

April 2020



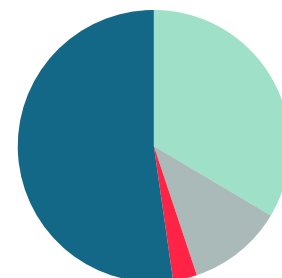
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 26, 2021 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	57	59	3.51%
Pending Listings	26	20	-23.08%
New Listings	59	57	-3.39%
Median List Price	980	900	-8.16%
Median Sale Price	950	900	-5.26%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	44.00	33.00	-25.00%
End of Month Inventory	124	92	-25.81%
Months Supply of Inventory	2.01	1.47	-26.70%



■ Closed (33.52%)
■ Pending (11.36%)
■ Other OffMarket (2.84%)
■ Active (52.27%)

Absorption: Last 12 months, an Average of **63** Sales/Month
Active Inventory as of April 30, 2020 = **92**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **25.81%** to 92 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **1.47** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **5.26%** in April 2020 to \$900 versus the previous year at \$950.

Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 11.00 days or **25.00%** in April 2020 compared to last year's same month at **44.00** DOM.

Sales Success for April 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 57 New Listings in April 2020, down **3.39%** from last year at 59. Furthermore, there were 59 Closed Listings this month versus last year at 57, a **3.51%** increase.

Closed versus Listed trends yielded a **103.5%** ratio, up from previous year's, April 2019, at **96.6%**, a **7.14%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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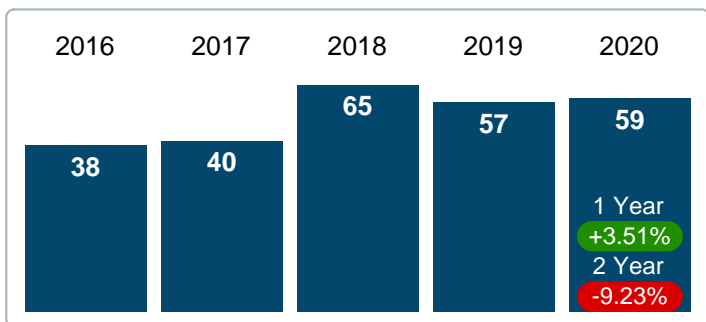
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



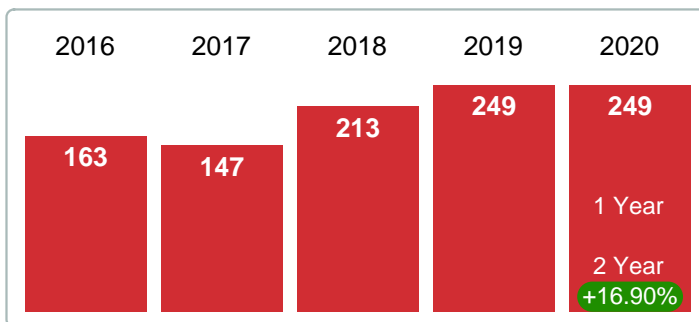
CLOSED LISTINGS

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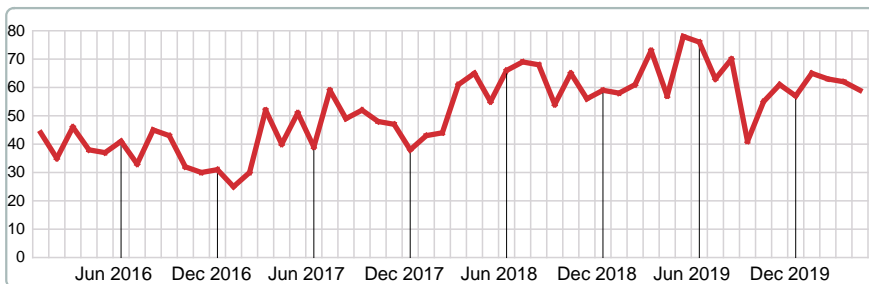
APRIL



YEAR TO DATE (YTD)

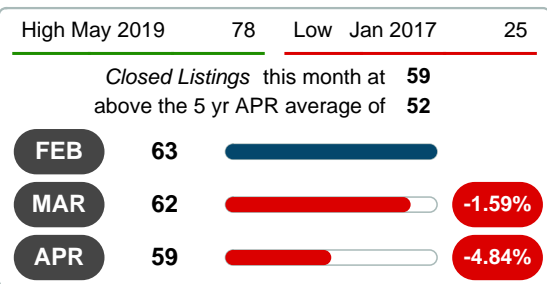


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	59	100.00%	33.0	23	33	3	0
Total Closed Units	59			23	33	3	0
Total Closed Volume	57,155	100%	33.0	21.08K	31.40K	4,675	0.00B
Median Closed Price	\$900			\$795	\$950	\$1,500	\$0

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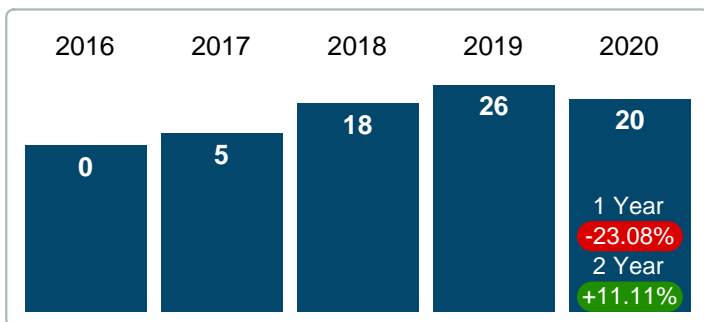
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



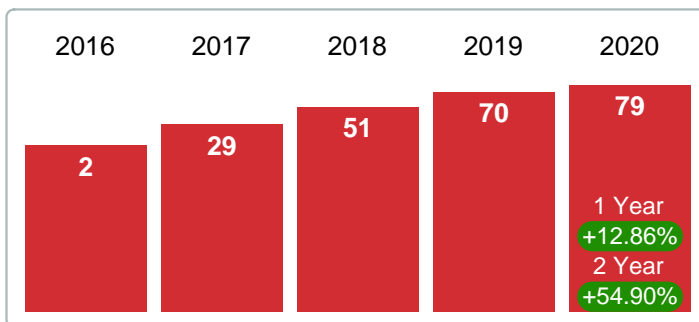
PENDING LISTINGS

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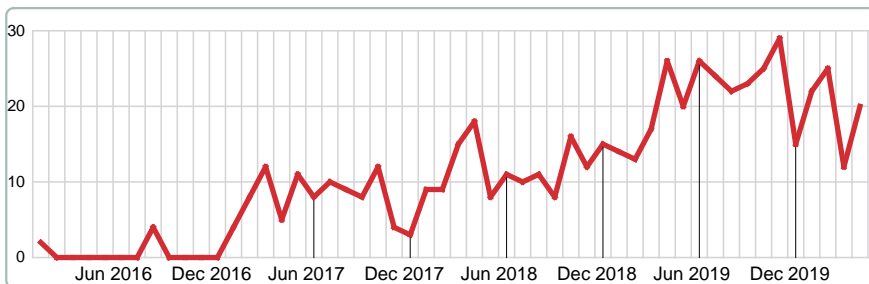
APRIL



YEAR TO DATE (YTD)

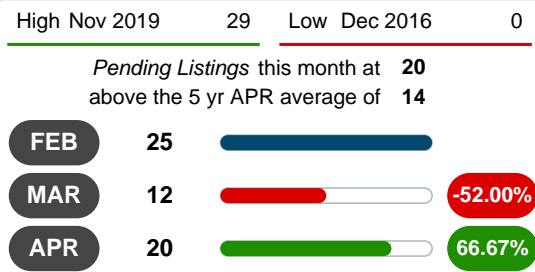


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 14



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	33.0	0	0	0	0
\$1-\$0	0	0.00%	33.0	0	0	0	0
\$1-\$0	0	0.00%	33.0	0	0	0	0
\$1-\$0	0	0.00%	33.0	0	0	0	0
\$1-\$0	0	0.00%	33.0	0	0	0	0
\$1-\$0	0	0.00%	33.0	0	0	0	0
\$1 and up	20	100.00%	39.5	5	14	1	0
Total Pending Units	20			5	14	1	0
Total Pending Volume	21,735	100%	39.5	4,600	16.19K	950	0.00B
Median Listing Price	\$985			\$900	\$1,123	\$950	\$0

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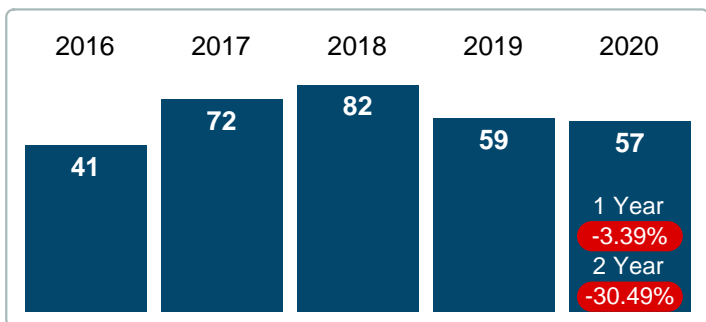
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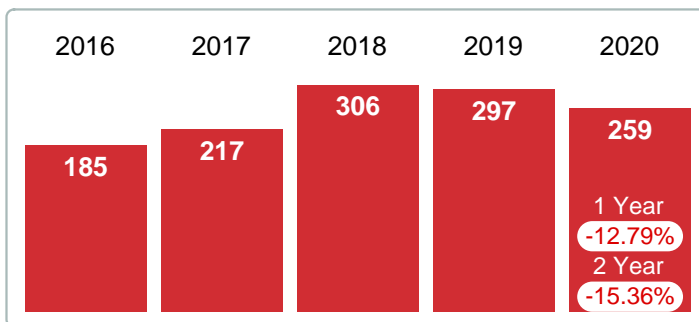
NEW LISTINGS

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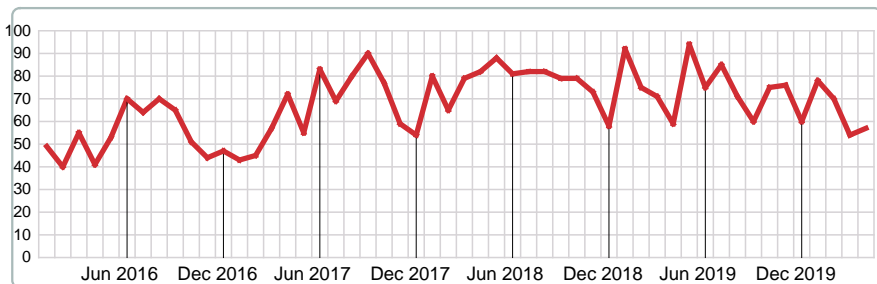
APRIL



YEAR TO DATE (YTD)

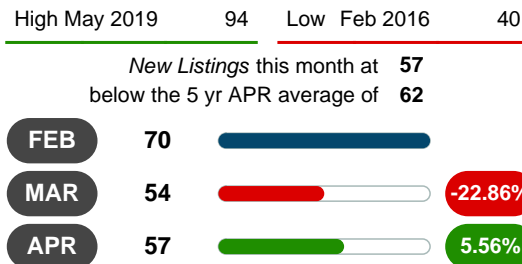


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 62



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1 and up	57	100.00%	22	33	1	1
Total New Listed Units	57		22	33	1	1
Total New Listed Volume	62,325	100%	20.02K	39.64K	950	1,725
Median New Listed Listing Price	\$950		\$800	\$1,100	\$950	\$1,725

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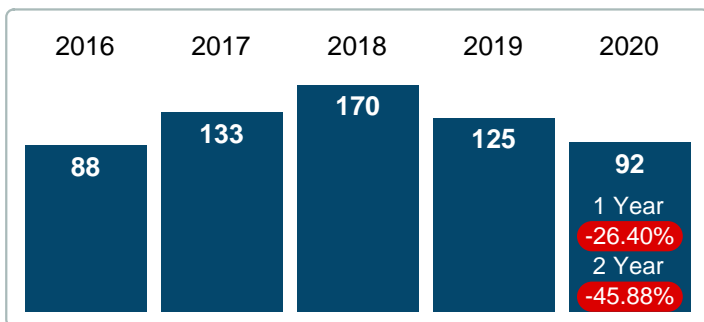
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



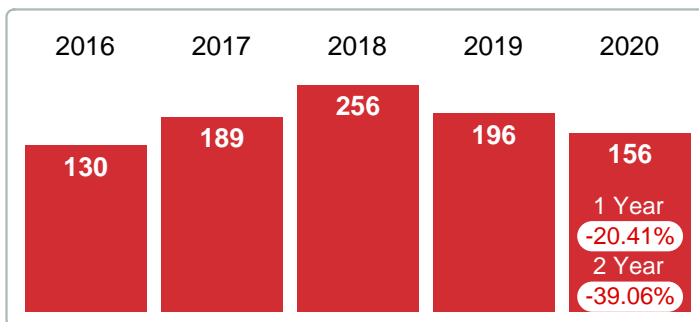
ACTIVE INVENTORY

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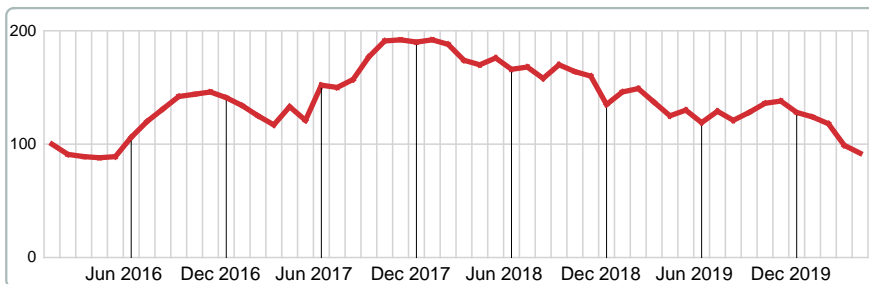
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 122

High Jan 2018 192 Low Apr 2016 88

Inventory this month at 92
below the 5 yr APR average of 122



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	39.5	0	0	0	0
\$1-\$0	0	0.00%	39.5	0	0	0	0
\$1-\$0	0	0.00%	39.5	0	0	0	0
\$1-\$0	0	0.00%	39.5	0	0	0	0
\$1-\$0	0	0.00%	39.5	0	0	0	0
\$1-\$0	0	0.00%	39.5	0	0	0	0
\$1 and up	92	100.00%	34.5	42	47	2	1
Total Active Inventory by Units			92	42	47	2	1
Total Active Inventory by Volume			104,230	41.00K	56.61K	4,900	1,725
Median Active Inventory Listing Price			\$995	\$838	\$1,175	\$2,450	\$1,725

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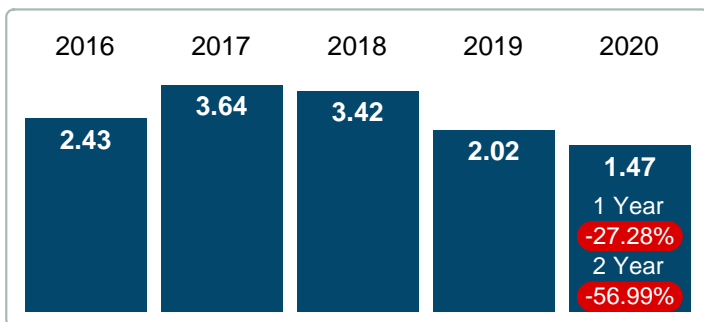
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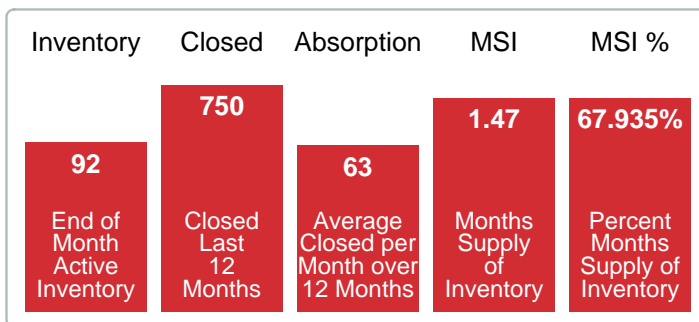
MONTHS SUPPLY of INVENTORY (MSI)

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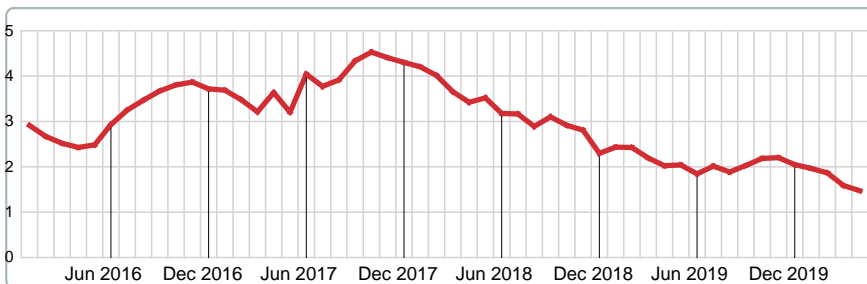
MSI FOR APRIL



INDICATORS FOR APRIL 2020

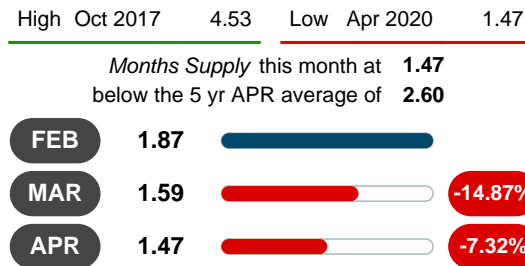


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.60



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 and up	92	100.00%	1.47	1.69	1.40	0.51	4.00
Market Supply of Inventory (MSI)	1.47			1.69	1.40	0.51	4.00
Total Active Inventory by Units	92		100%	42	47	2	1

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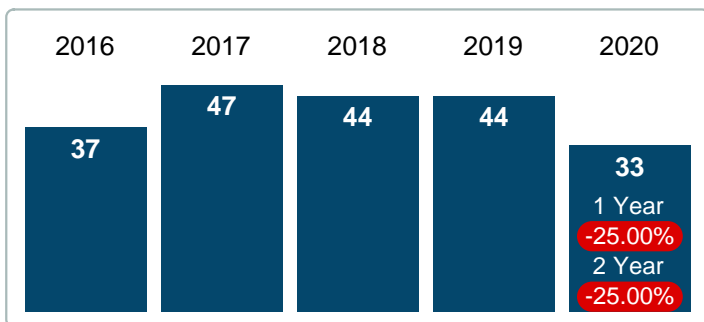
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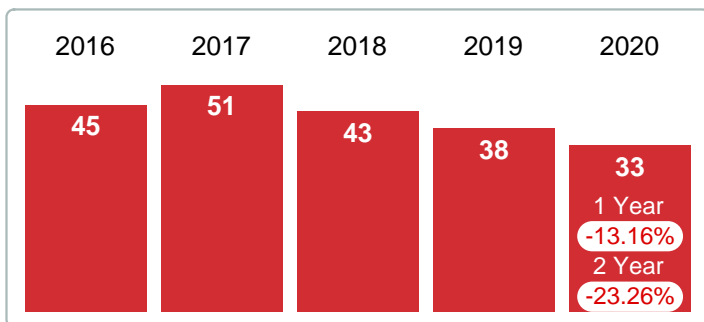
MEDIAN DAYS ON MARKET TO SALE

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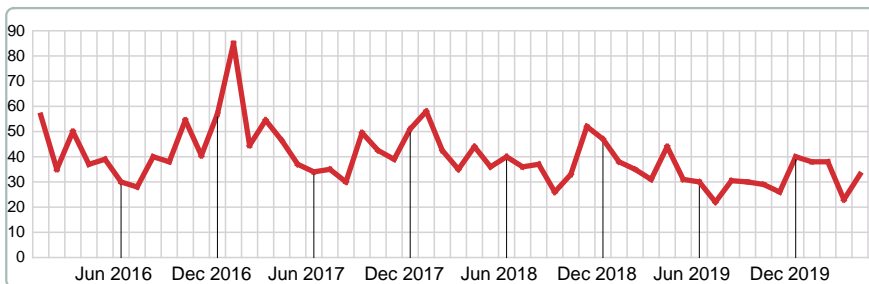
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

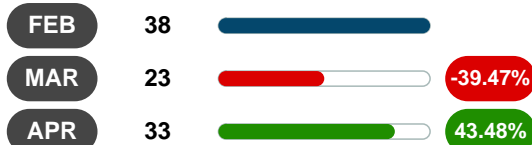


3 MONTHS

5 year APR AVG = 41

High Jan 2017 85 Low Jul 2019 22

Median Days on Market to Sale this month at 33 below the 5 yr APR average of 41



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	35	0	0	0	0
\$1-\$0	0	0.00%	35	0	0	0	0
\$1-\$0	0	0.00%	35	0	0	0	0
\$1-\$0	0	0.00%	35	0	0	0	0
\$1-\$0	0	0.00%	35	0	0	0	0
\$1-\$0	0	0.00%	35	0	0	0	0
\$1 and up	59	100.00%	33	25	34	49	0
Median Closed DOM			33	25	34	49	0
Total Closed Units		100%	33.0	23	33	3	
Total Closed Volume			57,155	21.08K	31.40K	4,675	0.00B

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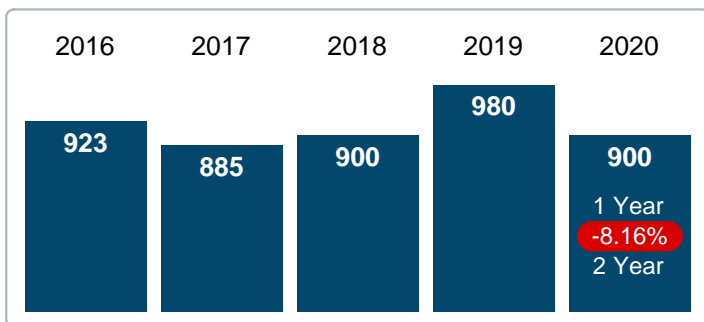
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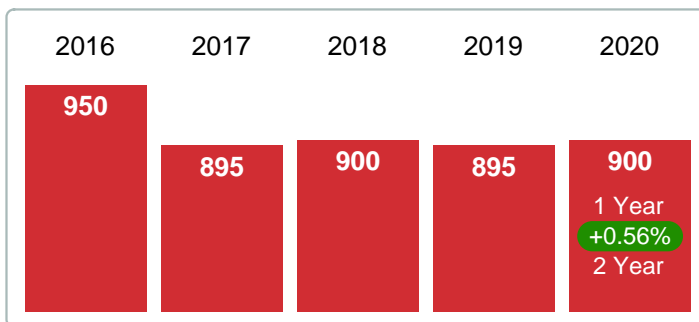
MEDIAN LIST PRICE AT CLOSING

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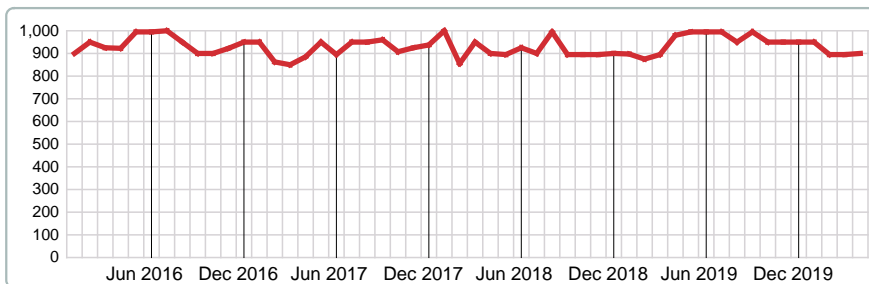
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 918

High Jan 2018 1,000 Low Mar 2017 850
 Median List Price at Closing this month at **900**
 below the 5 yr APR average of **918**

Month	Price	Change
FEB	895	
MAR	895	0.00%
APR	900	0.56%

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	33	0	0	0	0
\$1-\$0	0	0.00%	33	0	0	0	0
\$1-\$0	0	0.00%	33	0	0	0	0
\$1-\$0	0	0.00%	33	0	0	0	0
\$1-\$0	0	0.00%	33	0	0	0	0
\$1-\$0	0	0.00%	33	0	0	0	0
\$1 and up	59	100.00%	900	795	950	1,500	0
Median List Price			900	795	950	1,500	0
Total Closed Units		100%	900	23	33	3	
Total Closed Volume			57,250	21.03K	31.55K	4,675	0.00B

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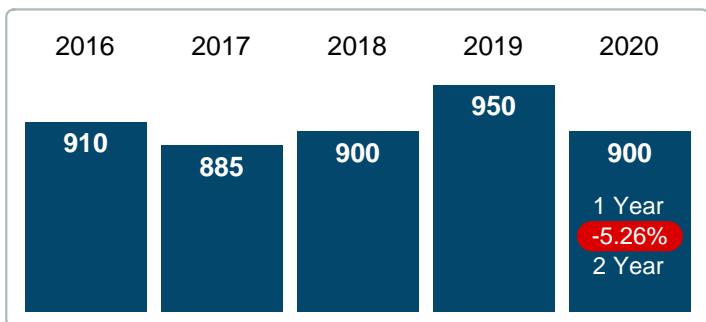
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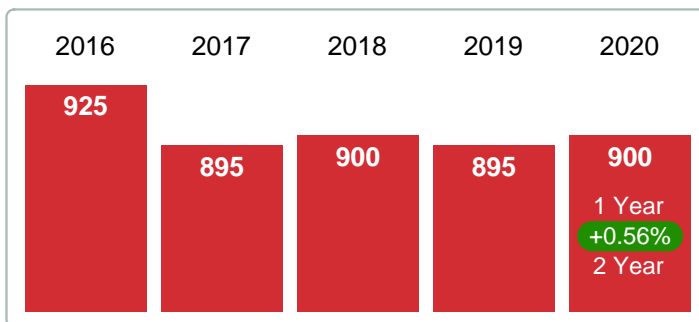
MEDIAN SOLD PRICE AT CLOSING

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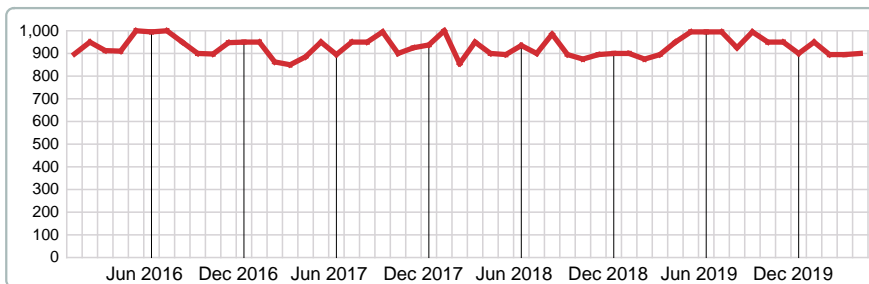
APRIL



YEAR TO DATE (YTD)

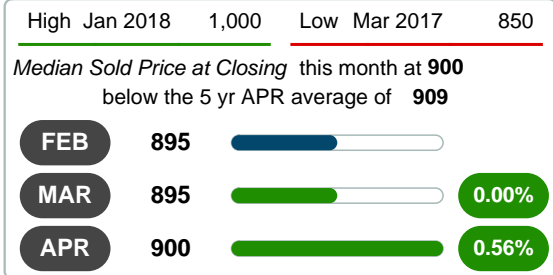


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 909



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	900	0	0	0	0
\$1-\$0	0	0.00%	900	0	0	0	0
\$1-\$0	0	0.00%	900	0	0	0	0
\$1-\$0	0	0.00%	900	0	0	0	0
\$1-\$0	0	0.00%	900	0	0	0	0
\$1-\$0	0	0.00%	900	0	0	0	0
\$1 and up	59	100.00%	900	795	950	1,500	0
Median Sold Price			900	795	950	1,500	0
Total Closed Units		100%	900	23	33	3	
Total Closed Volume			57,155	21.08K	31.40K	4,675	0.00B

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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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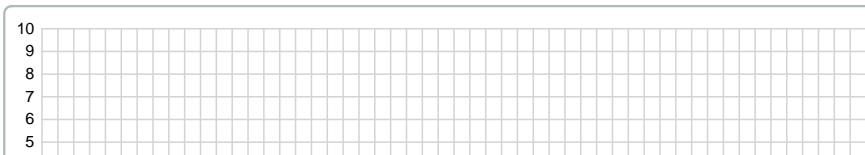
APRIL

2016	2017	2018	2019	2020
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YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
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5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 100.00%

High Apr 2020 100.00% Low Apr 2020 100.00%

Median Sold/List Ratio this month at 100.00% equal to 5 yr APR average of 100.00%

- FEB 100.00%
- MAR 100.00%
- APR 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	900.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	900.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	900.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	900.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	900.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	900.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	59	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		59	100%	23	33	3	
Total Closed Volume		57,155		21.08K	31.40K	4,675	0.00B

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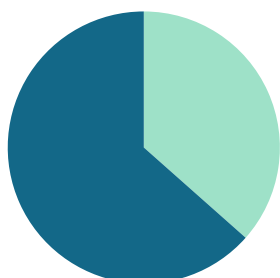
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MARKET SUMMARY

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INVENTORY

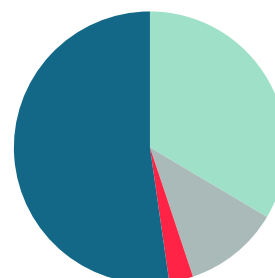


Inventory
 New Listings
57 = 36.54%
 Start Inventory
99
 Total Inventory Units
156
 Volume
\$167,555

Market Activity

Closed Sales
59 = 33.52%
 Pending Sales
20 = 11.36%
 Other Off Market
5 = 2.84%
 Active Inventory
92 = 52.27%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	57	59	3.51%	249	249	0.00%
Pending Sales	26	20	-23.08%	70	79	12.86%
New Listings	59	57	-3.39%	297	259	-12.79%
Median List Price	980	900	-8.16%	895	900	0.56%
Median Sale Price	950	900	-5.26%	895	900	0.56%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	44.00	33.00	-25.00%	38.00	33.00	-13.16%
Monthly Inventory	124	92	-25.81%	124	92	-25.81%
Months Supply of Inventory	2.01	1.47	-26.70%	2.01	1.47	-26.70%

Absorption: Last 12 months, an Average of **63** Sales/Month

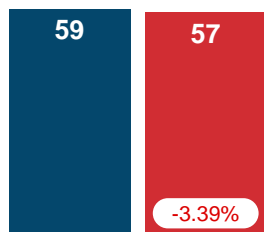
Inventory on April 30, 2020 = **92**

2019 **2020**

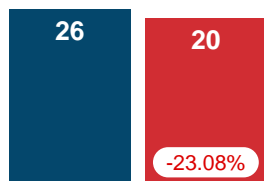
APRIL MARKET

MEDIAN PRICES

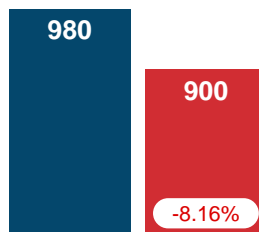
New Listings



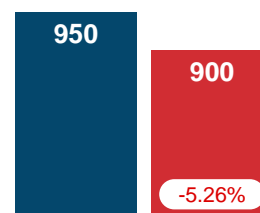
Pending Listings



List Price



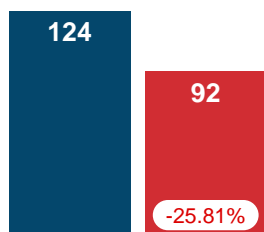
Sale Price



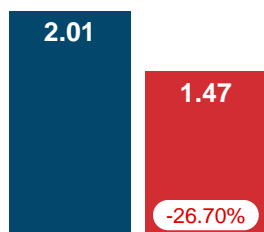
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

