

## April 2020



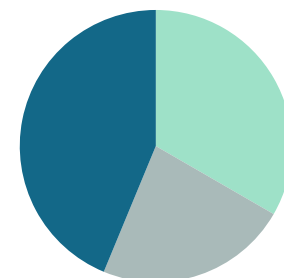
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	April 2020	+/-%
Closed Listings	10	16	60.00%
Pending Listings	4	11	175.00%
New Listings	23	13	-43.48%
Average List Price	1,395	1,276	-8.48%
Average Sale Price	1,381	1,277	-7.48%
Average Percent of Selling Price to List Price	99.28%	100.07%	0.79%
Average Days on Market to Sale	20.60	45.81	122.39%
End of Month Inventory	34	21	-38.24%
Months Supply of Inventory	2.46	1.35	-44.88%



■ Closed (33.33%)  
■ Pending (22.92%)  
■ Other OffMarket (0.00%)  
■ Active (43.75%)

**Absorption:** Last 12 months, an Average of **16 Sales/Month Active Inventory** as of April 30, 2020 = **21**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **38.24%** to 21 existing homes available for sale. Over the last 12 months this area has had an average of 16 closed sales per month. This represents an unsold inventory index of **1.35** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.48%** in April 2020 to \$1,277 versus the previous year at \$1,381.

##### Average Days on Market Lengthens

The average number of **45.81** days that homes spent on the market before selling increased by 25.21 days or **122.39%** in April 2020 compared to last year's same month at **20.60** DOM.

##### Sales Success for April 2020 is Positive

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

There were 13 New Listings in April 2020, down **43.48%** from last year at 23. Furthermore, there were 16 Closed Listings this month versus last year at 10, a **60.00%** increase.

Closed versus Listed trends yielded a **123.1%** ratio, up from previous year's, April 2019, at **43.5%**, a **183.08%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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

# April 2020



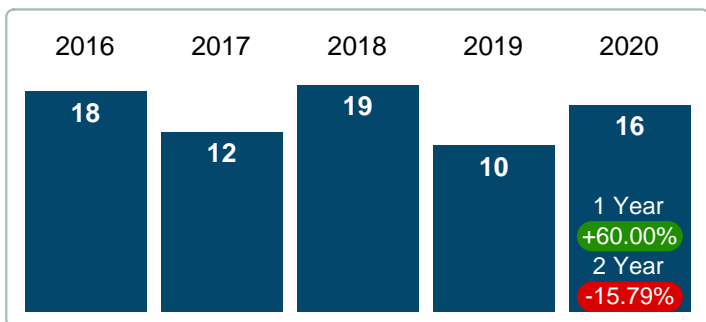
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



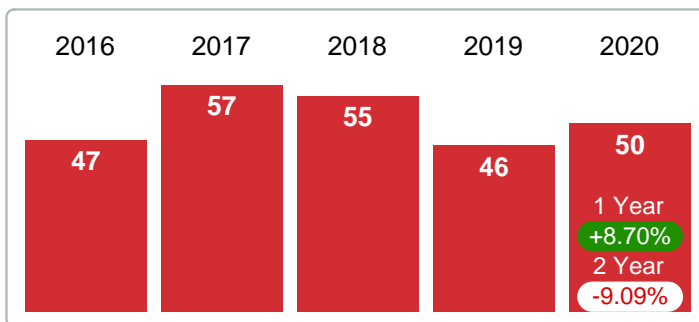
## CLOSED LISTINGS

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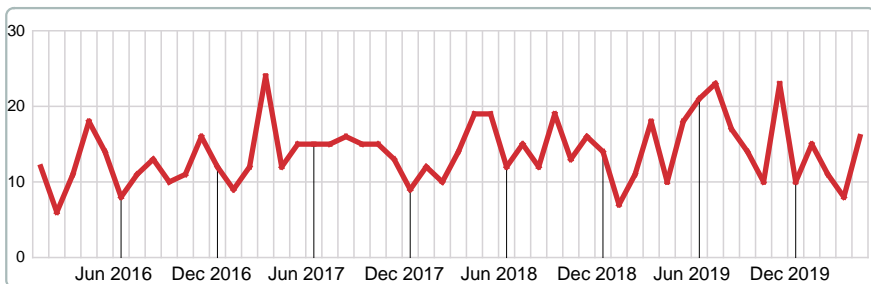
### APRIL



### YEAR TO DATE (YTD)

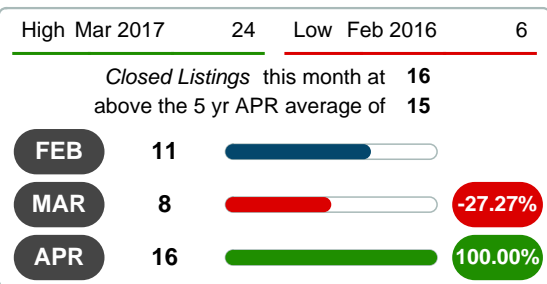


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 15



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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	16	100.00%	45.8	0	15	1	0
<b>Total Closed Units</b>	<b>16</b>			<b>0</b>	<b>15</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>20,435</b>	<b>100%</b>	<b>45.8</b>	<b>0.00B</b>	<b>18.81K</b>	<b>1,625</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,277</b>			<b>\$0</b>	<b>\$1,254</b>	<b>\$1,625</b>	<b>\$0</b>

# April 2020



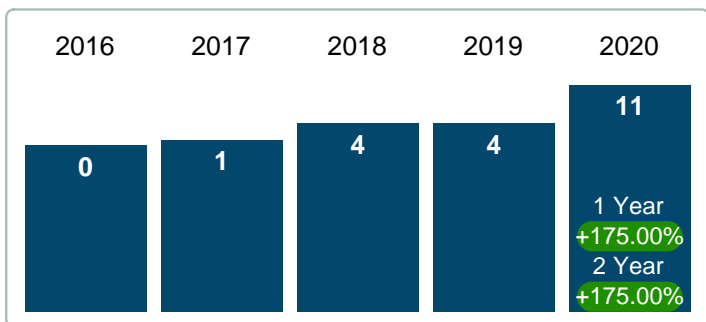
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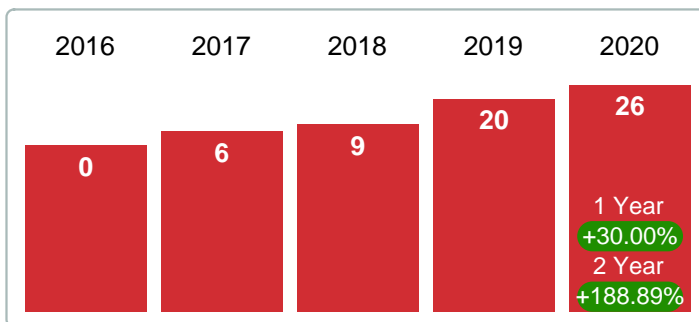
## PENDING LISTINGS

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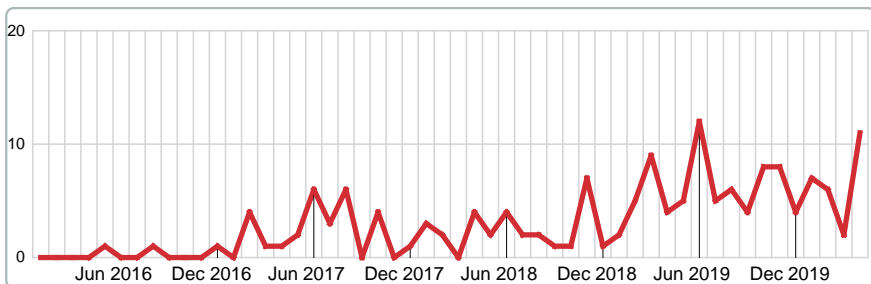
### APRIL



### YEAR TO DATE (YTD)

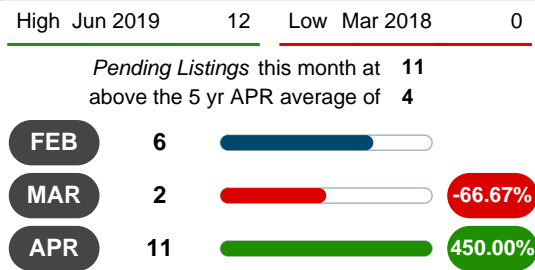


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 4



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	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	11	100.00%	15.4	0	9	2	0
<b>Total Pending Units</b>	<b>11</b>			<b>0</b>	<b>9</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>14,250</b>	<b>100%</b>	<b>15.4</b>	<b>0.00B</b>	<b>11.36K</b>	<b>2,895</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,295</b>			<b>\$0</b>	<b>\$1,262</b>	<b>\$1,448</b>	<b>\$0</b>

# April 2020



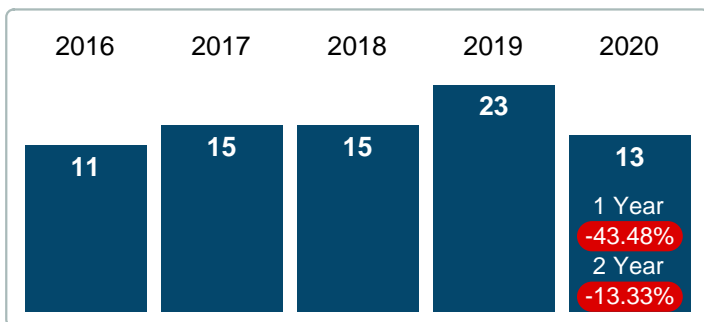
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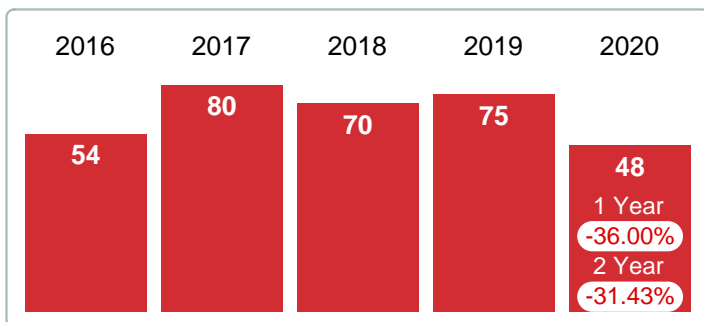
## NEW LISTINGS

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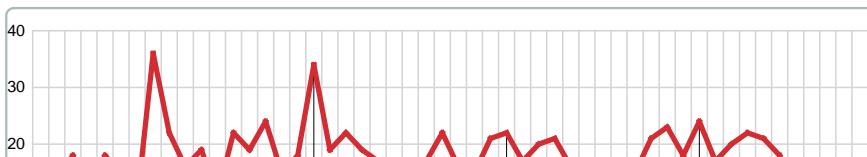
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 15

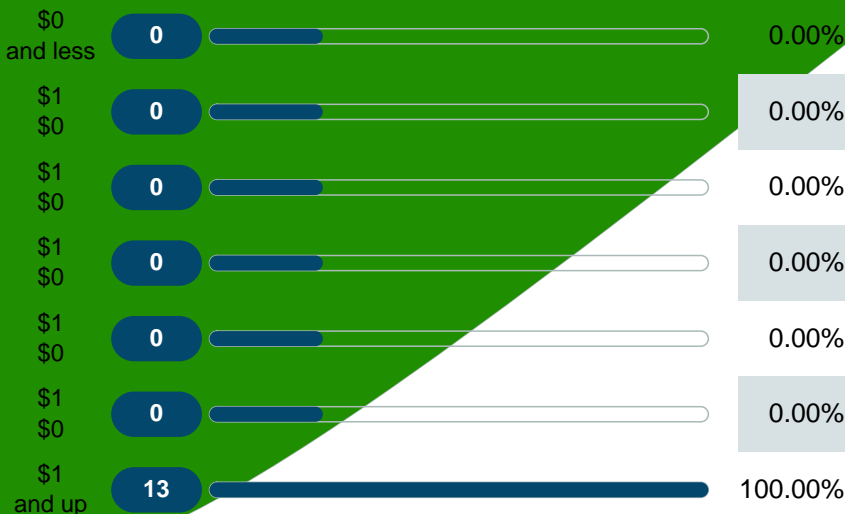
High Aug 2016 36 Low Dec 2019 8

New Listings this month at 13 below the 5 yr APR average of 15

Month	New Listings	Change
FEB	13	
MAR	13	0.00%
APR	13	0.00%

### Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	9	4	0
	0	9	4	0
	0.00B	11.90K	5,940	0.00B
	\$0	\$1,322	\$1,485	\$0

Total New Listed Units	13	
Total New Listed Volume	17,840	100%
Average New Listed Listing Price	\$1,372	

# April 2020



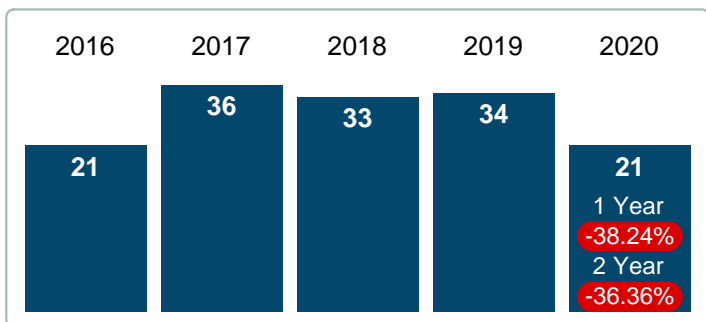
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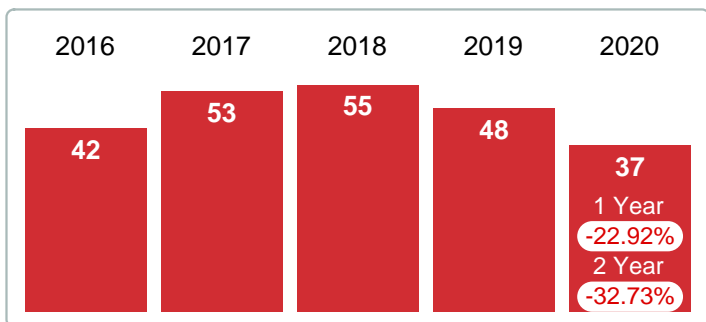
## ACTIVE INVENTORY

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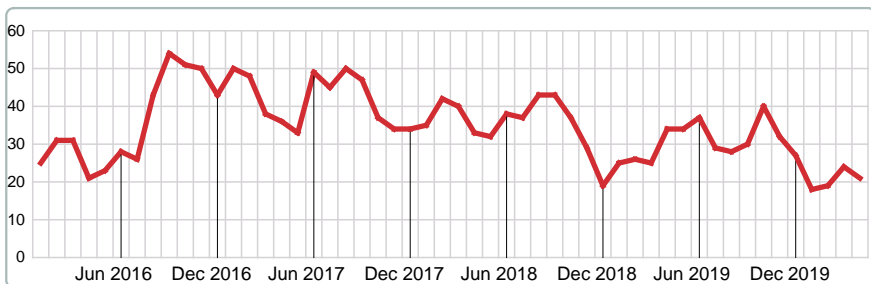
### END OF APRIL



### ACTIVE DURING APRIL

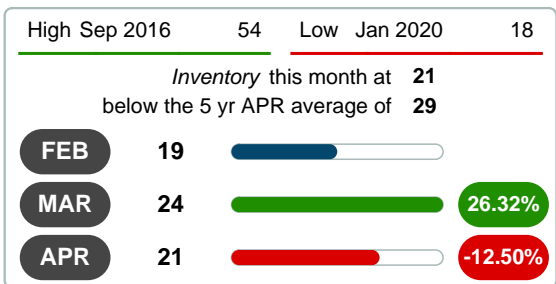


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 29



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	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	21	100.00%	39.1	2	14	5	0
Total Active Inventory by Units			21	2	14	5	0
Total Active Inventory by Volume			28,180	2,395	18,00K	7,790	0.00B
Average Active Inventory Listing Price			\$1,342	\$1,198	\$1,285	\$1,558	\$0

# April 2020



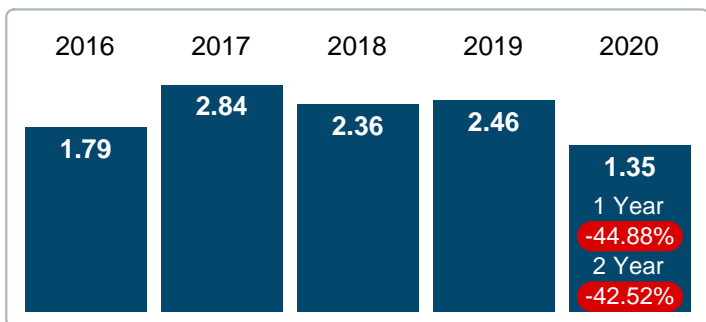
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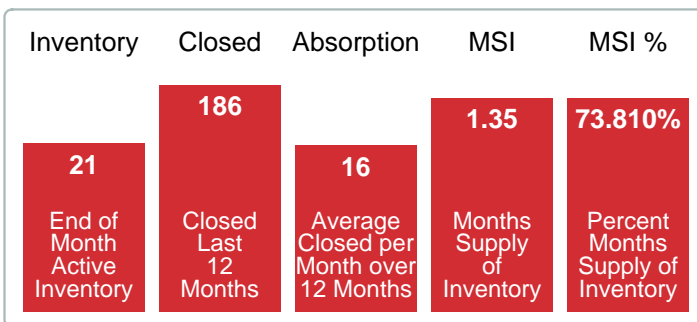
## MONTHS SUPPLY of INVENTORY (MSI)

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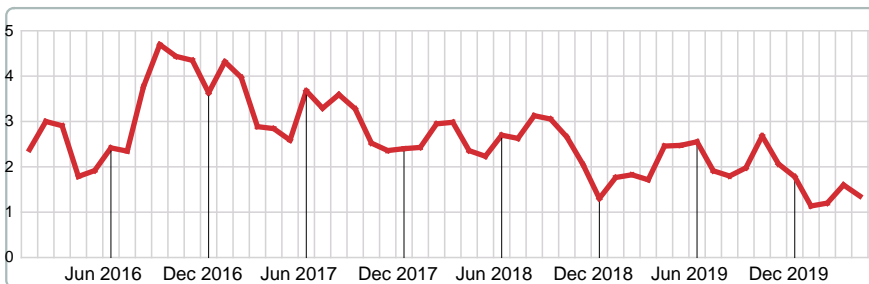
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2.16

High Sep 2016 4.70 Low Jan 2020 1.14

Months Supply this month at 1.35 below the 5 yr APR average of 2.16



### 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	21	100.00%	1.35	2.40	1.38	1.20	0.00
Market Supply of Inventory (MSI)			1.35	2.40	1.38	1.20	0.00
		100%	1.35				
Total Active Inventory by Units			21	2	14	5	0

# April 2020



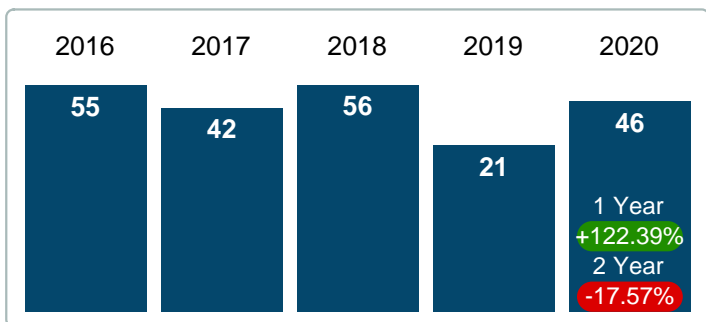
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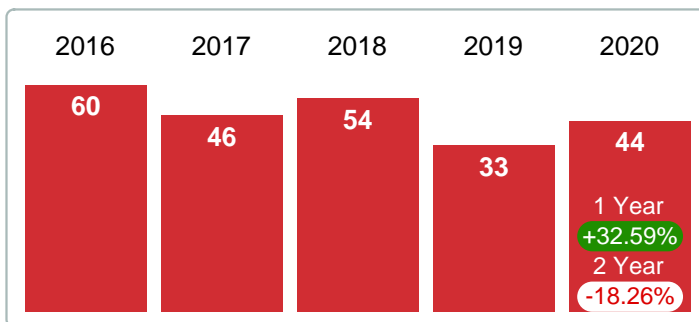
## AVERAGE DAYS ON MARKET TO SALE

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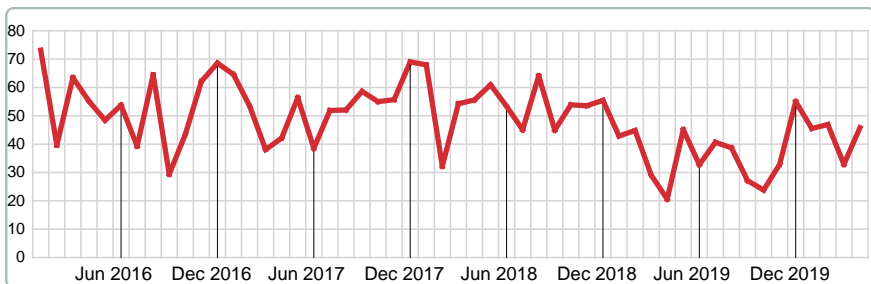
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 44

High Jan 2016 73 Low Apr 2019 21

Average Days on Market to Sale this month at 46 above the 5 yr APR average of 44



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	16	100.00%	46	0	44	66	0
Average Closed DOM			46	0	44	66	0
Total Closed Units		100%	46		15	1	
Total Closed Volume			20,435	0.00B	18.81K	1,625	0.00B

# April 2020



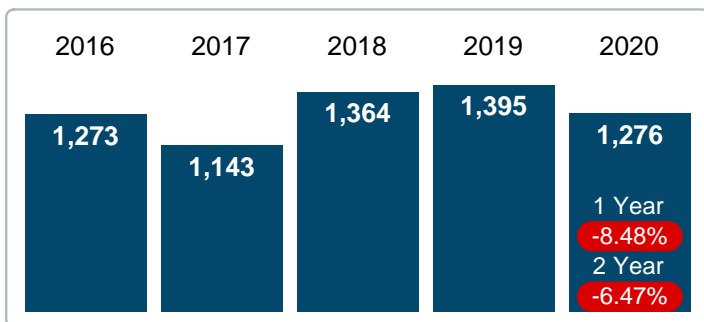
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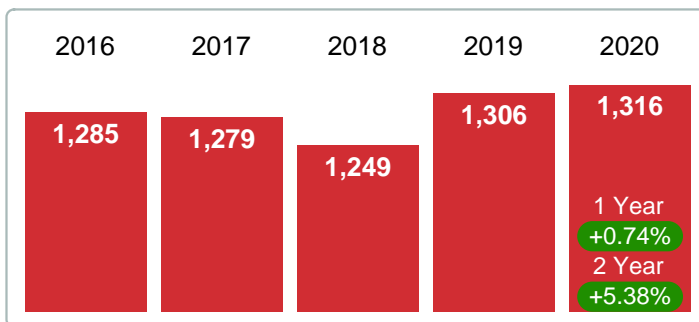
## AVERAGE LIST PRICE AT CLOSING

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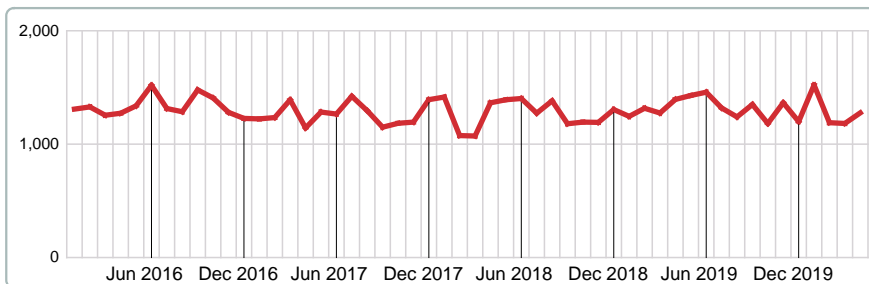
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 1,290

High Jan 2020 1,522 Low Mar 2018 1,072

Average List Price at Closing this month at **1,276**  
below the 5 yr APR average of **1,290**

- FEB 1,189
- MAR 1,183 (-0.55%)
- APR 1,276 (7.93%)

### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	16	100.00%	1,276	0	1,253	1,625	0
Average List Price			1,276	0	1,253	1,625	0
Total Closed Units		100%	1,276		15	1	
Total Closed Volume			20,420	0.00B	18.80K	1,625	0.00B



# April 2020



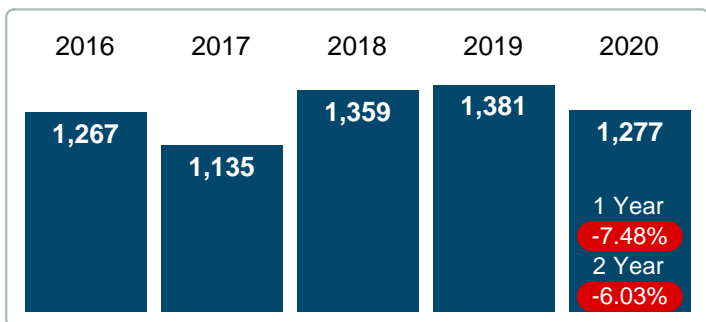
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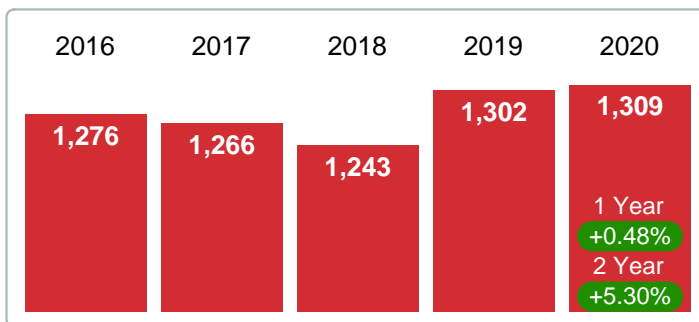
## AVERAGE SOLD PRICE AT CLOSING

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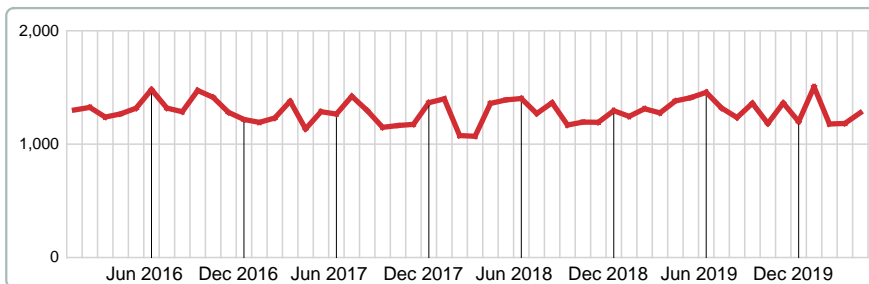
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 1,284

High Jan 2020 1,505 Low Mar 2018 1,070

Average Sold Price at Closing this month at 1,277 below the 5 yr APR average of 1,284

Month	Average Sold Price	Change
FEB	1,178	
MAR	1,183	+0.41%
APR	1,277	+8.01%

### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	16	100.00%	1,277	0	1,254	1,625	0
Average Sold Price			1,277	0	1,254	1,625	0
Total Closed Units		100%	1,277		15	1	
Total Closed Volume			20,435	0.00B	18.81K	1,625	0.00B

# April 2020



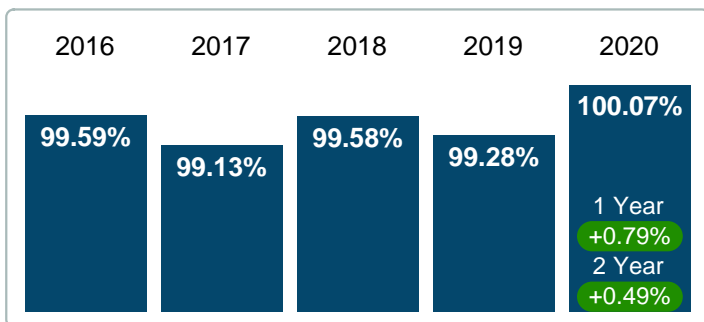
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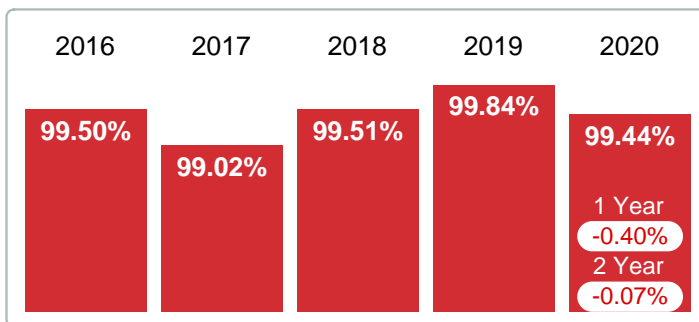
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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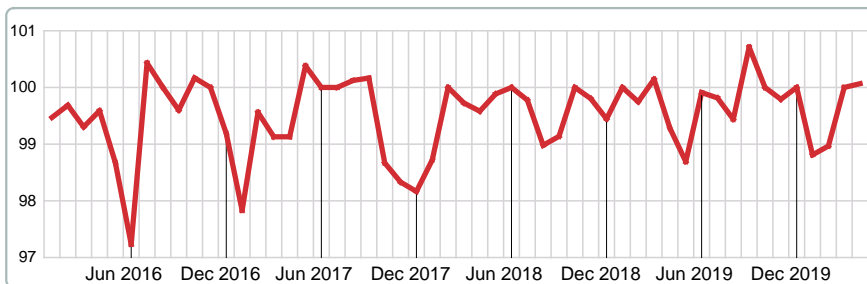
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

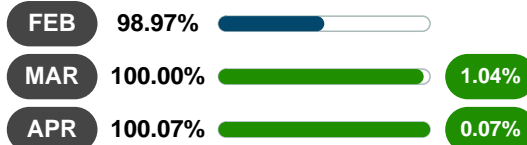


### 3 MONTHS

5 year APR AVG = 99.53%

High Sep 2019 100.71% Low Jun 2016 97.23%

Average Sold/List Ratio this month at **100.07%** equal to 5 yr APR average of **99.53%**



## AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	16	100.00%	100.07%	0.00%	100.07%	100.00%	0.00%
Average Sold/List Ratio		100.10%		0.00%	100.07%	100.00%	0.00%
Total Closed Units		16	100%		15	1	
Total Closed Volume		20,435		0.00B	18.81K	1,625	0.00B

# April 2020



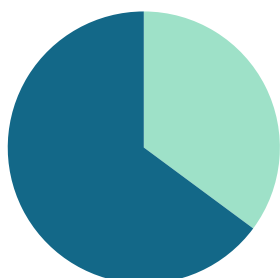
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

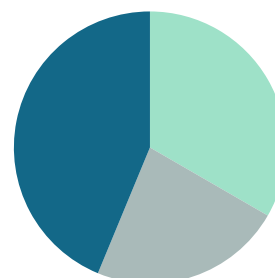


**Inventory**  
 New Listings  
**13 = 35.14%**  
 Start Inventory  
**24**  
 Total Inventory Units  
**37**  
 Volume  
**\$48,600**

### Market Activity

Closed Sales  
**16 = 33.33%**  
 Pending Sales  
**11 = 22.92%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**21 = 43.75%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	10	16	60.00%	46	50	8.70%
Pending Sales	4	11	175.00%	20	26	30.00%
New Listings	23	13	-43.48%	75	48	-36.00%
Average List Price	1,395	1,276	-8.48%	1,306	1,316	0.74%
Average Sale Price	1,381	1,277	-7.48%	1,302	1,309	0.48%
Average Percent of Selling Price to List Price	99.28%	100.07%	0.79%	99.84%	99.44%	-0.40%
Average Days on Market to Sale	20.60	45.81	122.39%	33.11	43.90	32.59%
Monthly Inventory	34	21	-38.24%	34	21	-38.24%
Months Supply of Inventory	2.46	1.35	-44.88%	2.46	1.35	-44.88%

**Absorption:** Last 12 months, an Average of **16** Sales/Month

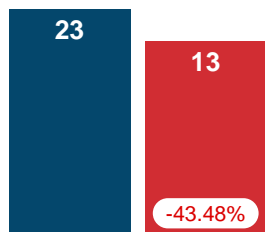
**Inventory** on April 30, 2020 = **21**

**2019** **2020**

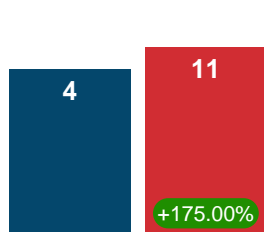
### APRIL MARKET

### AVERAGE PRICES

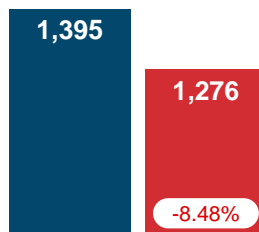
#### New Listings



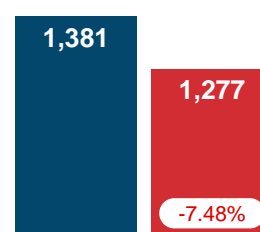
#### Pending Listings



#### List Price



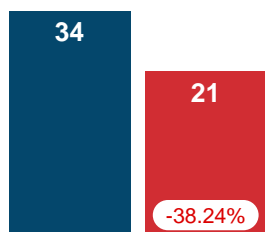
#### Sale Price



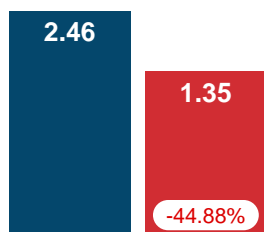
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

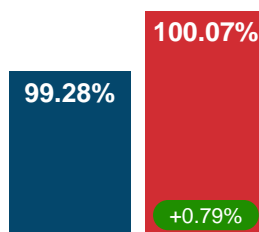
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

