

# August 2020



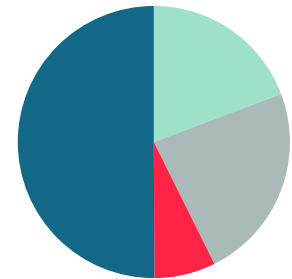
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	August 2020	+/-%
Closed Listings	1,697	1,709	0.71%
Pending Listings	1,502	2,077	38.28%
New Listings	2,410	2,331	-3.28%
Average List Price	188,704	242,350	28.43%
Average Sale Price	184,085	237,543	29.04%
Average Percent of Selling Price to List Price	97.47%	98.04%	0.58%
Average Days on Market to Sale	37.89	32.06	-15.37%
End of Month Inventory	7,713	4,443	-42.40%
Months Supply of Inventory	5.41	3.14	-42.09%



■ Closed (19.26%)  
■ Pending (23.40%)  
■ Other OffMarket (7.28%)  
■ Active (50.06%)

**Absorption:** Last 12 months, an Average of **1,417** Sales/Month  
**Active Inventory** as of August 31, 2020 = **4,443**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **42.40%** to 4,443 existing homes available for sale. Over the last 12 months this area has had an average of 1,417 closed sales per month. This represents an unsold inventory index of **3.14** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **29.04%** in August 2020 to \$237,543 versus the previous year at \$184,085.

#### Average Days on Market Shortens

The average number of **32.06** days that homes spent on the market before selling decreased by 5.82 days or **15.37%** in August 2020 compared to last year's same month at **37.89** DOM.

#### Sales Success for August 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 2,331 New Listings in August 2020, down **3.28%** from last year at 2,410. Furthermore, there were 1,709 Closed Listings this month versus last year at 1,697, a **0.71%** increase.

Closed versus Listed trends yielded a **73.3%** ratio, up from previous year's, August 2019, at **70.4%**, a **4.12%** 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

# August 2020



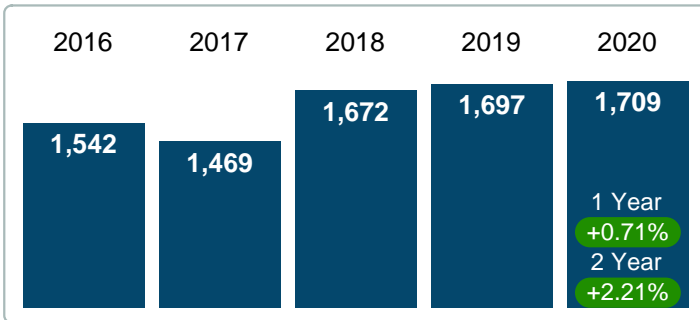
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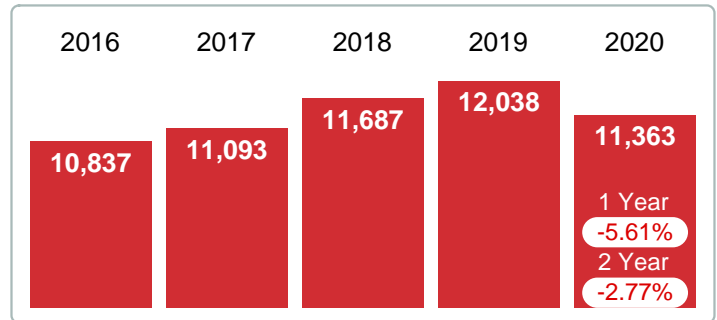
## CLOSED LISTINGS

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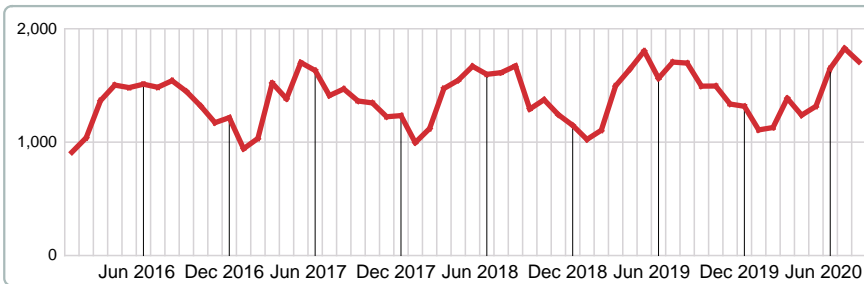
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,618

High Jul 2020 1,827 Low Jan 2016 911

Closed Listings this month at 1,709  
above the 5 yr AUG average of 1,618



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	164	9.60%	46.3	120	30	13	1
\$75,001 - \$125,000	189	11.06%	30.1	67	111	10	1
\$125,001 - \$150,000	147	8.60%	16.6	22	109	16	0
\$150,001 - \$225,000	502	29.37%	20.3	39	339	110	14
\$225,001 - \$300,000	315	18.43%	32.3	22	136	134	23
\$300,001 - \$400,000	204	11.94%	39.6	7	59	102	36
\$400,001 and up	188	11.00%	56.4	8	21	112	47
<b>Total Closed Units</b>	<b>1,709</b>			<b>285</b>	<b>805</b>	<b>497</b>	<b>122</b>
<b>Total Closed Volume</b>	<b>405,961,597</b>	<b>100%</b>	<b>32.1</b>	<b>35.21M</b>	<b>158.02M</b>	<b>160.39M</b>	<b>52.34M</b>
<b>Average Closed Price</b>	<b>\$237,543</b>			<b>\$123,557</b>	<b>\$196,297</b>	<b>\$322,707</b>	<b>\$429,043</b>

# August 2020



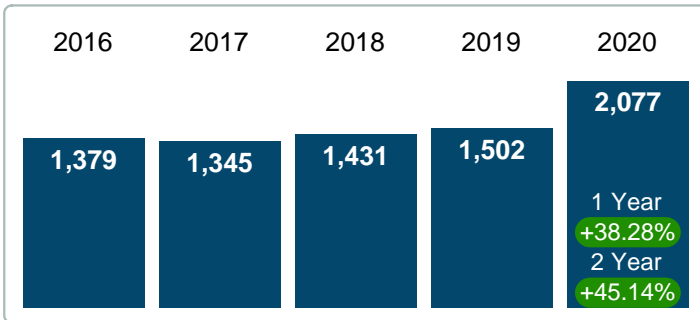
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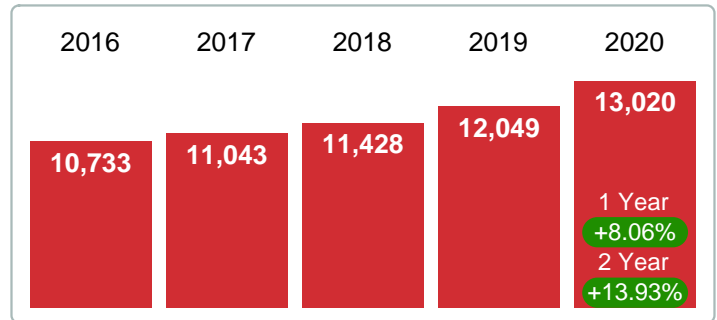
## PENDING LISTINGS

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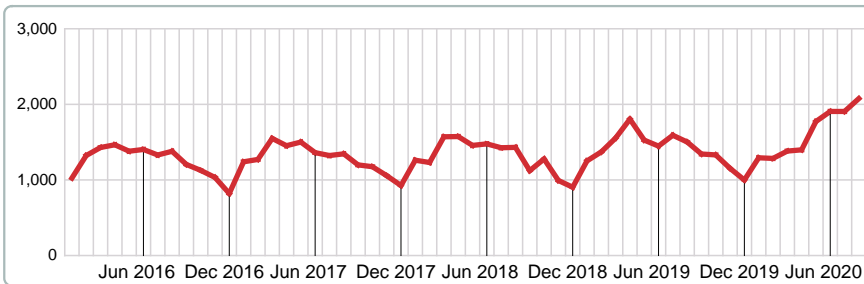
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,547

High Aug 2020 2,077 Low Dec 2016 821

Pending Listings this month at **2,077**  
above the 5 yr AUG average of **1,547**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	168	8.09%	36.6	99	56	12	1
\$50,001 - \$125,000	297	14.30%	33.6	126	155	14	2
\$125,001 - \$150,000	158	7.61%	29.0	29	115	14	0
\$150,001 - \$225,000	618	29.75%	27.2	46	431	135	6
\$225,001 - \$275,000	269	12.95%	28.6	17	116	122	14
\$275,001 - \$400,000	352	16.95%	38.0	21	117	174	40
\$400,001 and up	215	10.35%	52.3	14	30	117	54
<b>Total Pending Units</b>	<b>2,077</b>			<b>352</b>	<b>1,020</b>	<b>588</b>	<b>117</b>
<b>Total Pending Volume</b>	<b>482,439,559</b>	<b>100%</b>	<b>38.1</b>	<b>49.50M</b>	<b>192.51M</b>	<b>184.15M</b>	<b>56.28M</b>
<b>Average Listing Price</b>	<b>\$247,602</b>			<b>\$140,624</b>	<b>\$188,732</b>	<b>\$313,188</b>	<b>\$481,014</b>

# August 2020



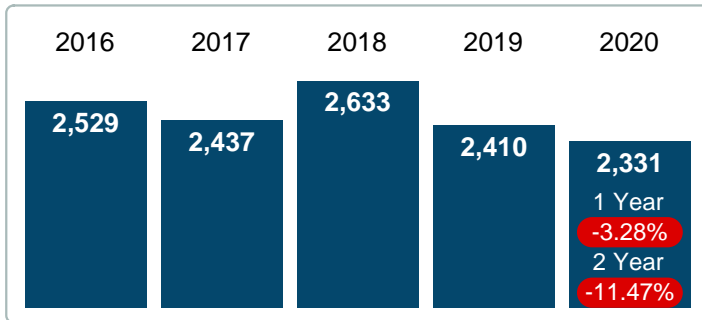
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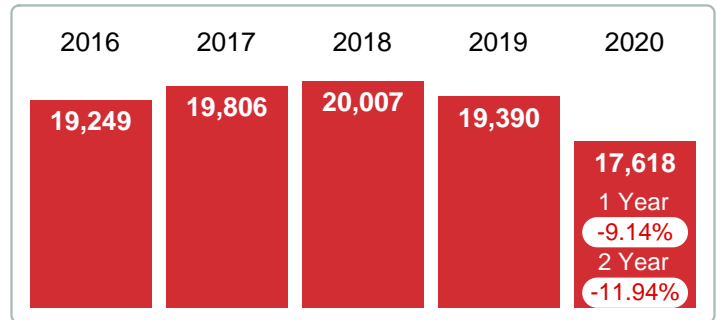
## NEW LISTINGS

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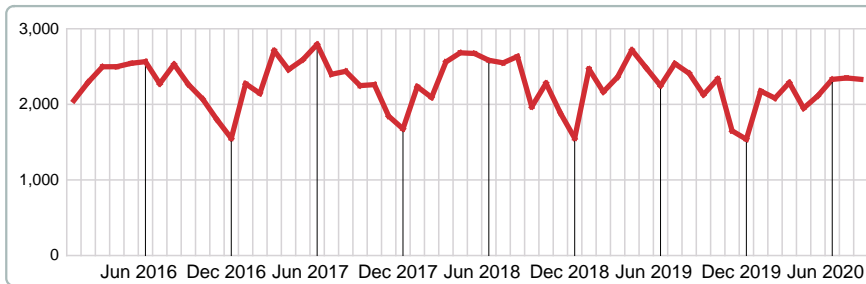
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 2,468

High Jun 2017 2,793 | Low Dec 2019 1,538

New Listings this month at **2,331**  
 below the 5 yr AUG average of **2,468**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	191	8.19%	75	94	18	4
\$25,001 - \$100,000	296	12.70%	182	98	14	2
\$100,001 - \$150,000	278	11.93%	64	187	24	3
\$150,001 - \$225,000	599	25.70%	77	384	130	8
\$225,001 - \$325,000	446	19.13%	38	192	194	22
\$325,001 - \$450,000	279	11.97%	33	75	137	34
\$450,001 and up	242	10.38%	61	31	104	46
<b>Total New Listed Units</b>	<b>2,331</b>		<b>530</b>	<b>1,061</b>	<b>621</b>	<b>119</b>
<b>Total New Listed Volume</b>	<b>626,378,822</b>	<b>100%</b>	<b>148.21M</b>	<b>205.27M</b>	<b>206.81M</b>	<b>66.08M</b>
<b>Average New Listed Listing Price</b>	<b>\$263,778</b>		<b>\$279,646</b>	<b>\$193,473</b>	<b>\$333,034</b>	<b>\$555,277</b>

# August 2020



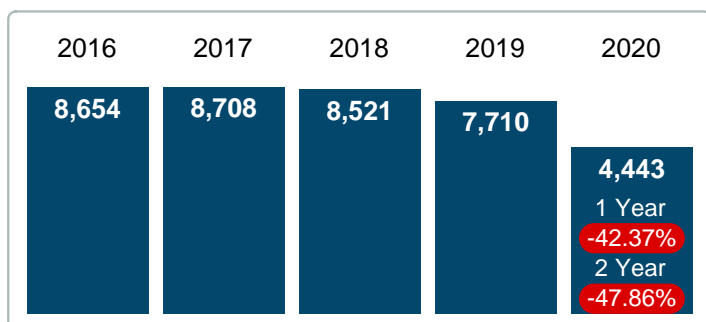
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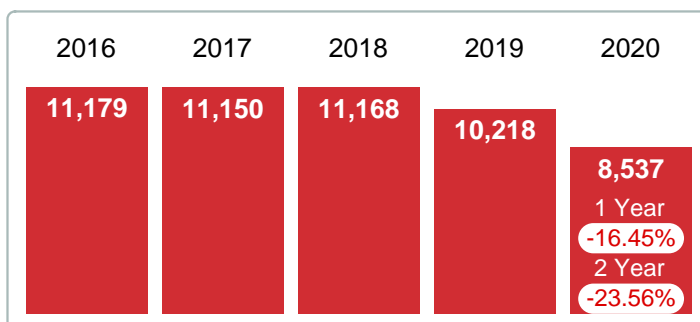
## ACTIVE INVENTORY

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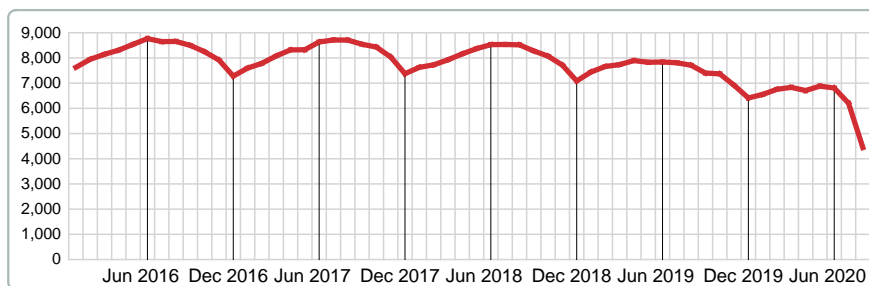
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

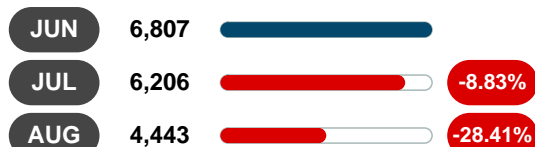


### 3 MONTHS

5 year AUG AVG = 7,607

High Jun 2016 8,767 Low Aug 2020 4,443

Inventory this month at 4,443  
below the 5 yr AUG average of 7,607



### 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-\$50,000	903	20.32%	102.3	539	282	67	15
\$50,001-\$125,000	610	13.73%	84.0	417	154	34	5
\$125,001-\$275,000	1,216	27.37%	64.2	393	554	246	23
\$275,001-\$400,000	662	14.90%	69.7	130	208	274	50
\$400,001-\$725,000	593	13.35%	81.8	142	97	250	104
\$725,001 and up	459	10.33%	100.5	224	37	102	96
Total Active Inventory by Units			4,443	1,845	1,332	973	293
Total Active Inventory by Volume			1,519,376,975	627.74M	288.30M	394.30M	209.04M
Average Active Inventory Listing Price			\$341,971	\$340,237	\$216,441	\$405,240	\$713,458

# August 2020



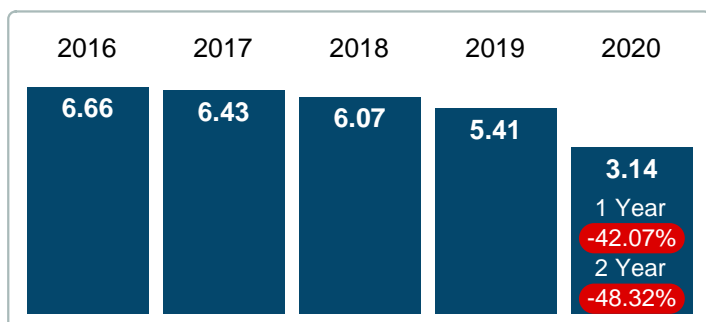
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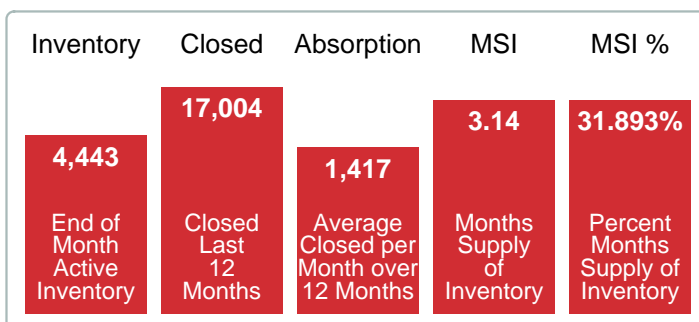
## MONTHS SUPPLY of INVENTORY (MSI)

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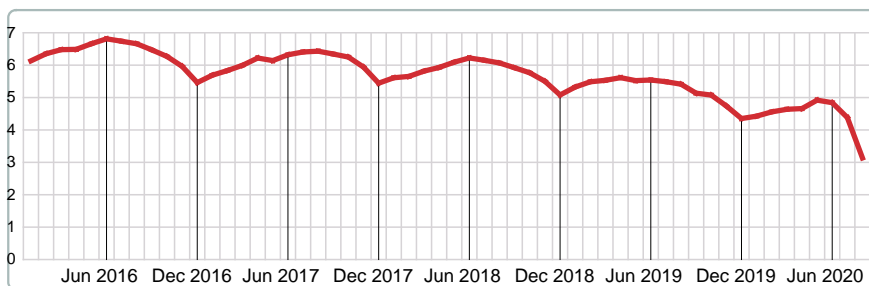
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

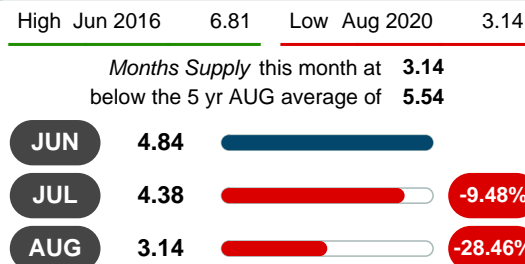


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 5.54



### 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-\$50,000	903	20.32%	5.36	6.35	4.17	4.49	12.00
\$50,001-\$125,000	610	13.73%	2.45	4.98	1.06	1.87	3.53
\$125,001-\$275,000	1,216	27.37%	1.73	6.84	1.25	1.30	1.57
\$275,001-\$400,000	662	14.90%	3.48	16.25	3.61	2.62	2.48
\$400,001-\$725,000	593	13.35%	6.65	29.38	5.97	5.38	4.82
\$725,001 and up	459	10.33%	26.48	92.69	21.14	13.75	16.70
Market Supply of Inventory (MSI)			3.14	7.65	1.82	2.56	4.52
Total Active Inventory by Units		100%	3.14	1,845	1,332	973	293

# August 2020



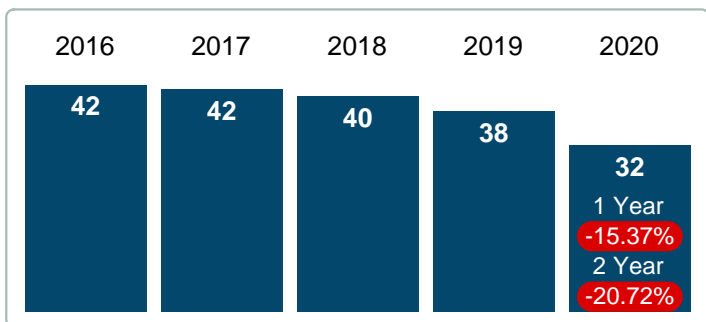
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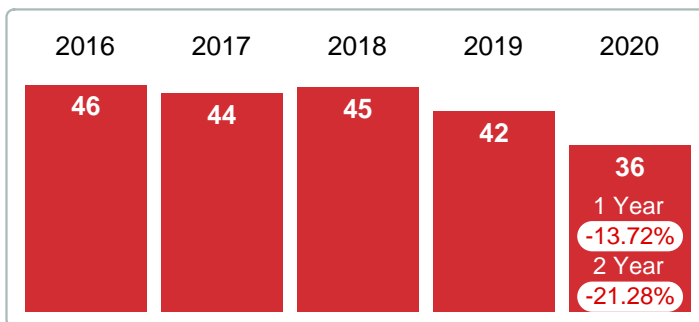
## AVERAGE DAYS ON MARKET TO SALE

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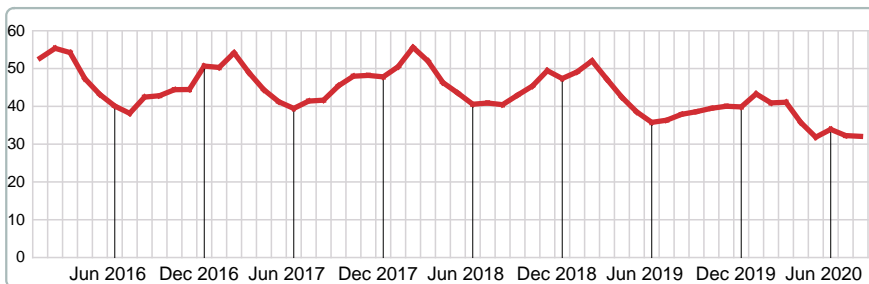
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 39

High Feb 2018 56 Low May 2020 32

Average Days on Market to Sale this month at 32 below the 5 yr AUG average of 39



## 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
\$75,000 and less	9.60%	46	49	35	51	60
\$75,001 - \$125,000	11.06%	30	48	20	23	19
\$125,001 - \$150,000	8.60%	17	48	12	8	0
\$150,001 - \$225,000	29.37%	20	46	16	24	29
\$225,001 - \$300,000	18.43%	32	34	28	33	50
\$300,001 - \$400,000	11.94%	40	43	47	34	44
\$400,001 and up	11.00%	56	94	67	42	80
Average Closed DOM		32	48	22	33	57
Total Closed Units	100%	32	285	805	497	122
Total Closed Volume		405,961,597	35.21M	158.02M	160.39M	52.34M



# August 2020



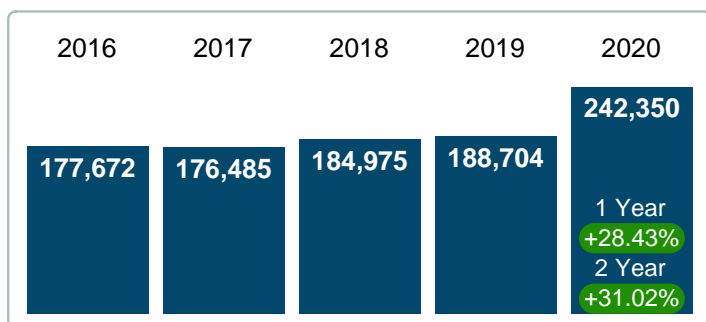
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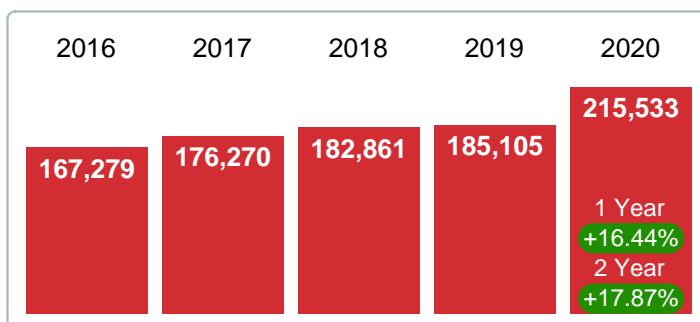
## AVERAGE LIST PRICE AT CLOSING

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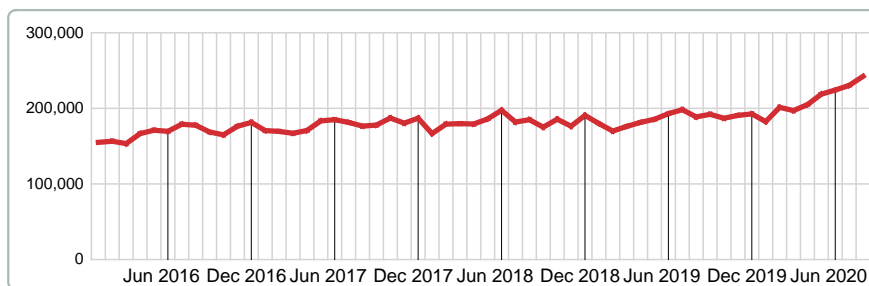
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

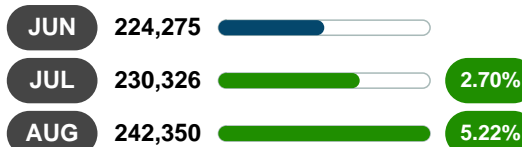


### 3 MONTHS

5 year AUG AVG = 194,037

High Aug 2020 242,350 Low Mar 2016 153,323

Average List Price at Closing this month at **242,350**  
above the 5 yr AUG average of **194,037**



### 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
\$75,000 and less	9.13%	46,603	46,111	57,473	61,623	60,300
\$75,001 - \$125,000	11.00%	104,449	102,607	109,617	106,790	89,000
\$125,001 - \$150,000	8.60%	138,687	142,545	139,348	136,816	0
\$150,001 - \$225,000	29.43%	185,944	183,075	185,111	193,804	201,214
\$225,001 - \$300,000	19.02%	262,310	270,891	261,976	260,916	275,335
\$300,001 - \$400,000	11.76%	353,068	351,929	348,823	351,294	360,087
\$400,001 and up	11.06%	619,764	835,875	562,738	592,428	675,246
<b>Average List Price</b>		<b>242,350</b>	<b>132,611</b>	<b>198,584</b>	<b>327,008</b>	<b>442,612</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>242,350</b>	<b>285</b>	<b>805</b>	<b>497</b>	<b>122</b>
<b>Total Closed Volume</b>		<b>414,175,845</b>	<b>37.79M</b>	<b>159.86M</b>	<b>162.52M</b>	<b>54.00M</b>



# August 2020



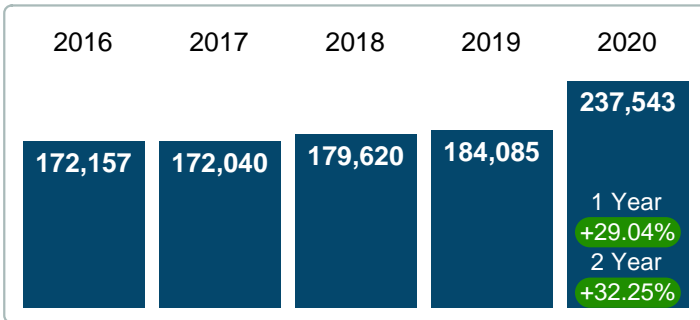
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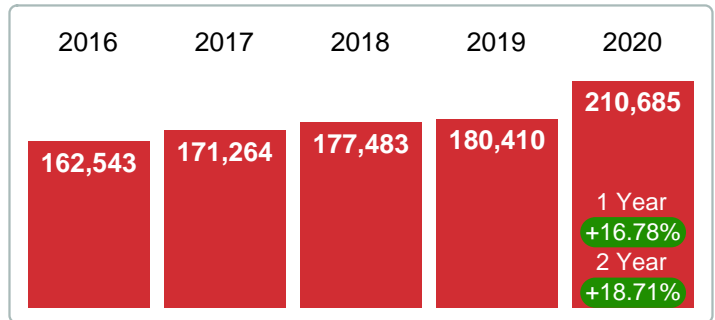
## AVERAGE SOLD PRICE AT CLOSING

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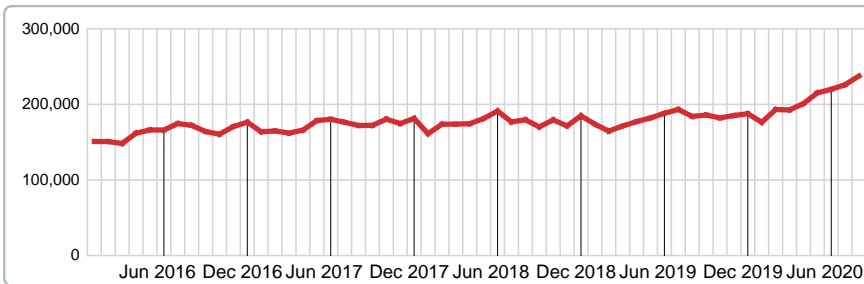
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

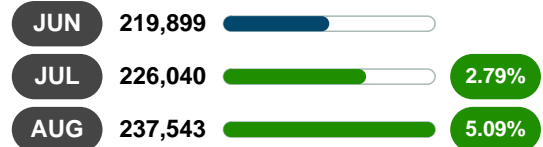


### 3 MONTHS

5 year AUG AVG = 189,089

High Aug 2020 237,543 Low Mar 2016 148,268

Average Sold Price at Closing this month at **237,543** above the 5 yr AUG average of **189,089**



### 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
\$75,000 and less	9.60%	45,061	41,373	53,955	57,754	55,852
\$75,001 - \$125,000	11.06%	103,146	98,595	106,044	102,382	94,000
\$125,001 - \$150,000	8.60%	138,243	136,921	138,514	138,214	0
\$150,001 - \$225,000	29.37%	185,714	176,508	184,168	192,293	197,100
\$225,001 - \$300,000	18.43%	260,074	255,305	259,476	259,653	270,620
\$300,001 - \$400,000	11.94%	348,157	348,636	342,477	349,564	353,390
\$400,001 and up	11.00%	598,827	711,233	552,557	578,556	648,675
<b>Average Sold Price</b>		<b>237,543</b>	<b>123,557</b>	<b>196,297</b>	<b>322,707</b>	<b>429,043</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>237,543</b>	<b>285</b>	<b>805</b>	<b>497</b>	<b>122</b>
<b>Total Closed Volume</b>		<b>405,961,597</b>	<b>35.21M</b>	<b>158.02M</b>	<b>160.39M</b>	<b>52.34M</b>

# August 2020



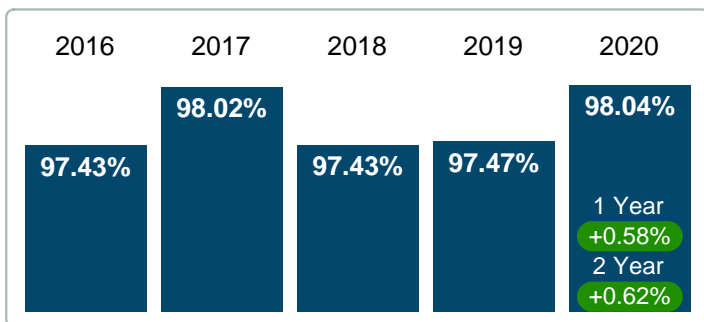
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



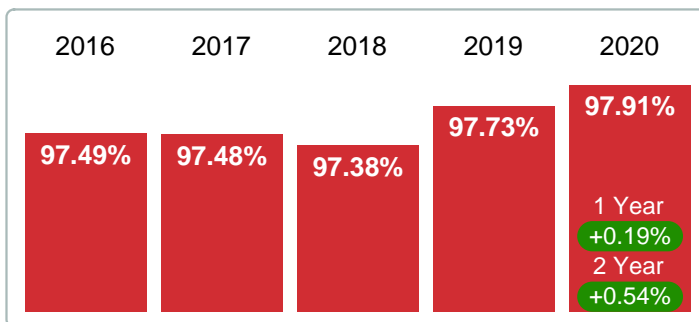
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 11, 2020 for MLS Technology Inc.

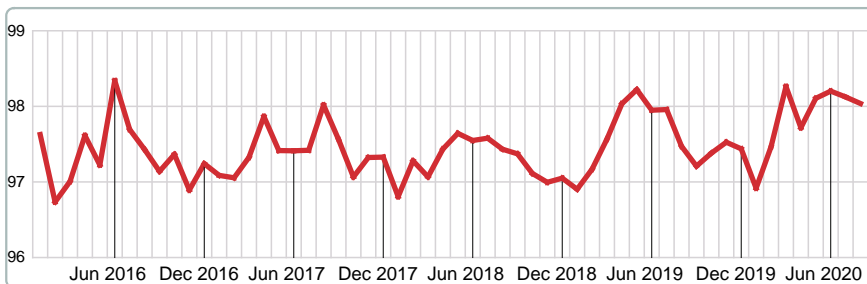
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

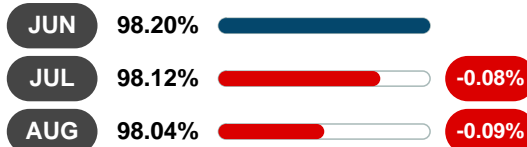


### 3 MONTHS

5 year AUG AVG = 97.68%

High Jun 2016 98.34% Low Feb 2016 96.73%

Average Sold/List Ratio this month at **98.04%**  
equal to 5 yr AUG average of **97.68%**



### 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
\$75,000 and less	164	9.60%	91.73%	90.86%	93.03%	96.69%	92.62%
\$75,001 - \$125,000	189	11.06%	96.94%	96.73%	96.99%	96.86%	105.62%
\$125,001 - \$150,000	147	8.60%	99.41%	96.57%	99.67%	101.56%	0.00%
\$150,001 - \$225,000	502	29.37%	99.32%	96.83%	99.69%	99.23%	98.09%
\$225,001 - \$300,000	315	18.43%	99.02%	95.55%	99.16%	99.56%	98.38%
\$300,001 - \$400,000	204	11.94%	98.96%	99.47%	98.32%	99.55%	98.26%
\$400,001 and up	188	11.00%	97.49%	88.50%	98.24%	98.33%	96.69%
Average Sold/List Ratio		98.00%		94.00%	98.84%	99.14%	97.67%
Total Closed Units	1,709	100%	98.00%	285	805	497	122
Total Closed Volume	405,961,597			35.21M	158.02M	160.39M	52.34M

# August 2020



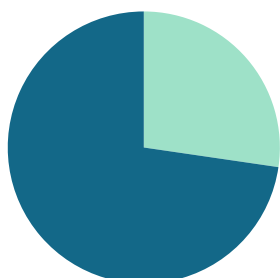
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

Report produced on Sep 11, 2020 for MLS Technology Inc.

### INVENTORY

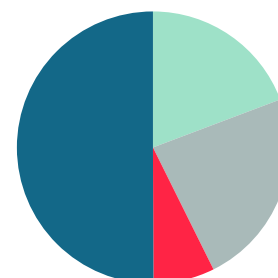


**Inventory**  
 New Listings  
**2,331 = 27.30%**  
 Start Inventory  
**6,206**  
 Total Inventory Units  
**8,537**  
 Volume  
**\$2,551,515,623**

### Market Activity

Closed Sales  
**1,709 = 19.26%**  
 Pending Sales  
**2,077 = 23.40%**  
 Other Off Market  
**646 = 7.28%**  
 Active Inventory  
**4,443 = 50.06%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,697	1,709	0.71%	12,038	11,363	-5.61%
Pending Sales	1,502	2,077	38.28%	12,049	13,020	8.06%
New Listings	2,410	2,331	-3.28%	19,390	17,618	-9.14%
Average List Price	188,704	242,350	28.43%	185,105	215,533	16.44%
Average Sale Price	184,085	237,543	29.04%	180,410	210,685	16.78%
Average Percent of Selling Price to List Price	97.47%	98.04%	0.58%	97.73%	97.91%	0.19%
Average Days on Market to Sale	37.89	32.06	-15.37%	41.51	35.81	-13.72%
Monthly Inventory	7,713	4,443	-42.40%	7,713	4,443	-42.40%
Months Supply of Inventory	5.41	3.14	-42.09%	5.41	3.14	-42.09%

**Absorption:** Last 12 months, an Average of **1,417** Sales/Month

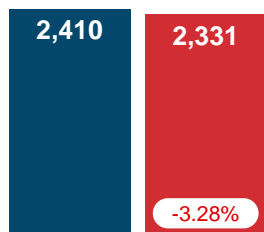
**Inventory** on August 31, 2020 = **4,443**

**2019** **2020**

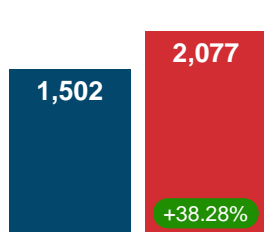
### AUGUST MARKET

### AVERAGE PRICES

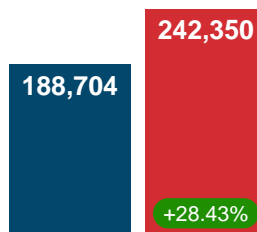
#### New Listings



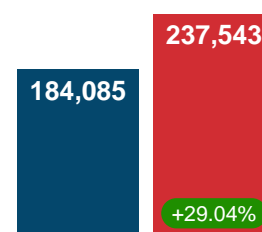
#### Pending Listings



#### List Price



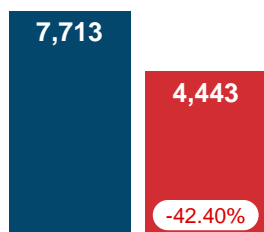
#### Sale Price



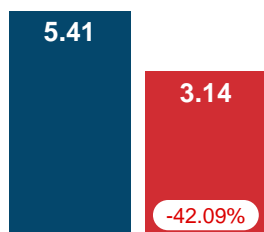
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

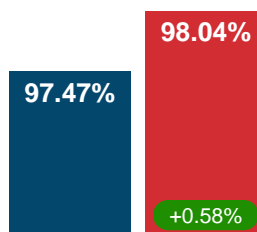
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

