

July 2020



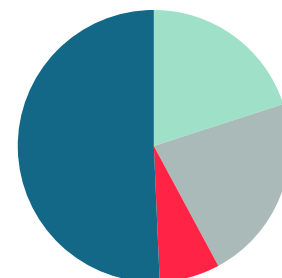
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	1,706	1,815	6.39%
Pending Listings	1,591	2,006	26.08%
New Listings	2,539	2,349	-7.48%
Median List Price	169,300	195,900	15.71%
Median Sale Price	166,222	195,000	17.31%
Median Percent of Selling Price to List Price	99.72%	100.00%	0.28%
Median Days on Market to Sale	20.50	10.00	-51.22%
End of Month Inventory	7,805	4,596	-41.11%
Months Supply of Inventory	5.49	3.25	-40.80%



■ Closed (20.02%)
■ Pending (22.12%)
■ Other OffMarket (7.17%)
■ Active (50.69%)

Absorption: Last 12 months, an Average of **1,415** Sales/Month
Active Inventory as of July 31, 2020 = **4,596**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **41.11%** to 4,596 existing homes available for sale. Over the last 12 months this area has had an average of 1,415 closed sales per month. This represents an unsold inventory index of **3.25** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **17.31%** in July 2020 to \$195,000 versus the previous year at \$166,222.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 10.50 days or **51.22%** in July 2020 compared to last year's same month at **20.50** DOM.

Sales Success for July 2020 is Positive

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

There were 2,349 New Listings in July 2020, down **7.48%** from last year at 2,539. Furthermore, there were 1,815 Closed Listings this month versus last year at 1,706, a **6.39%** increase.

Closed versus Listed trends yielded a **77.3%** ratio, up from previous year's, July 2019, at **67.2%**, a **14.99%** 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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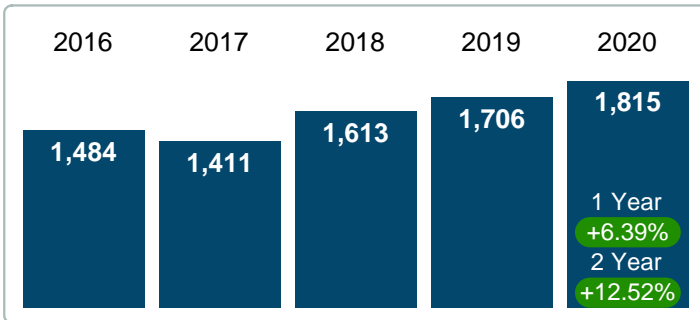
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



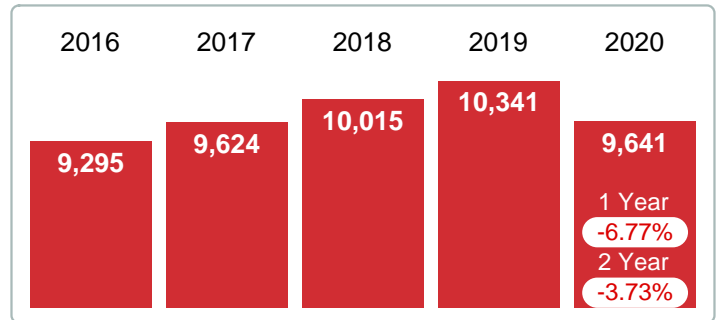
CLOSED LISTINGS

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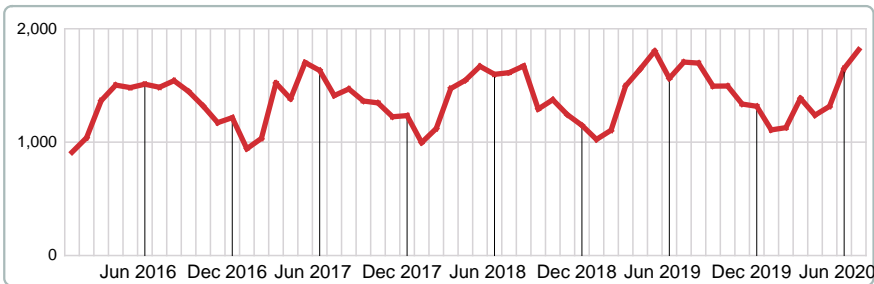
JULY



YEAR TO DATE (YTD)

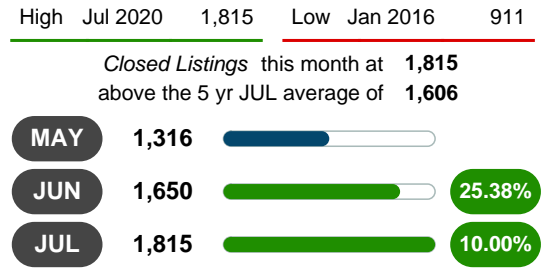


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,606



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	111	6.12%	26.0	86	21	4	0
\$50,001 - \$100,000	191	10.52%	10.0	83	94	12	2
\$100,001 - \$150,000	279	15.37%	5.0	52	197	26	4
\$150,001 - \$225,000	533	29.37%	6.0	39	353	129	12
\$225,001 - \$275,000	239	13.17%	8.0	13	98	119	9
\$275,001 - \$375,000	243	13.39%	20.0	7	84	131	21
\$375,001 and up	219	12.07%	35.0	3	36	114	66
Total Closed Units	1,815			283	883	535	114
Total Closed Volume	410,377,512	100%	10.0	30.33M	166.58M	159.88M	53.58M
Median Closed Price	\$195,000			\$87,000	\$173,750	\$267,250	\$417,955

July 2020



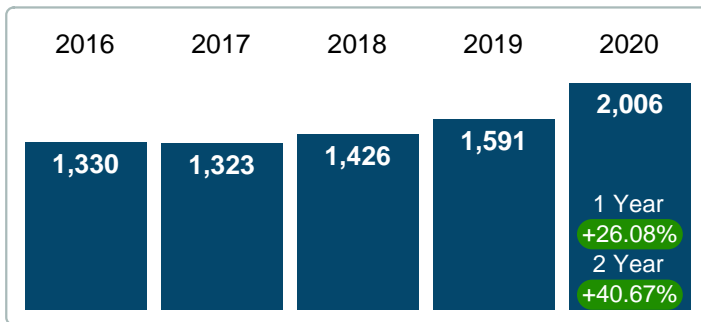
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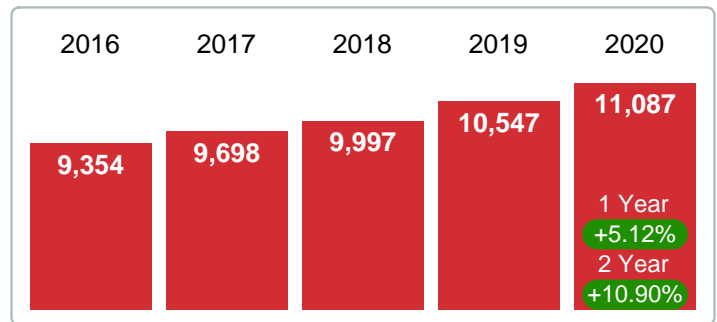
PENDING LISTINGS

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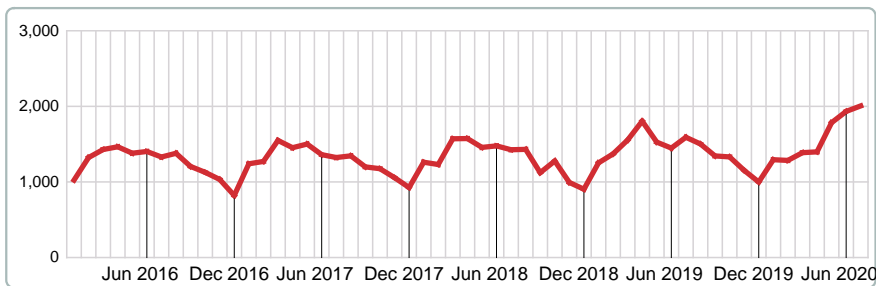
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,535

High Jul 2020 2,006 Low Dec 2016 821

Pending Listings this month at **2,006**
above the 5 yr JUL average of **1,535**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	173	8.62%	20.0	99	53	18	3
\$50,001 - \$100,000	187	9.32%	13.0	100	72	14	1
\$100,001 - \$150,000	295	14.71%	7.0	62	209	22	2
\$150,001 - \$225,000	526	26.22%	7.0	36	356	125	9
\$225,001 - \$300,000	370	18.44%	14.5	19	168	162	21
\$300,001 - \$400,000	236	11.76%	28.0	10	78	122	26
\$400,001 and up	219	10.92%	36.0	14	29	115	61
Total Pending Units	2,006			340	965	578	123
Total Pending Volume	468,403,891	100%	13.0	45.66M	186.07M	181.59M	55.09M
Median Listing Price	\$195,000			\$85,000	\$174,999	\$272,450	\$399,900

July 2020



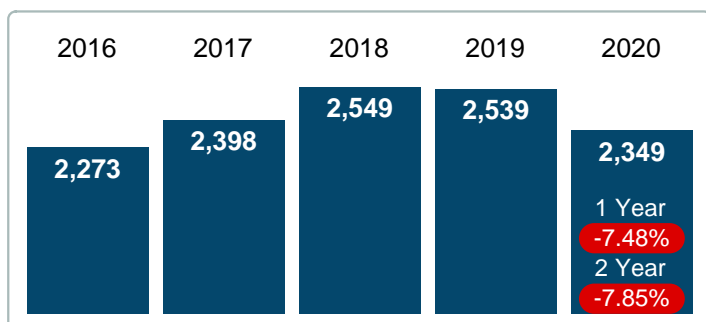
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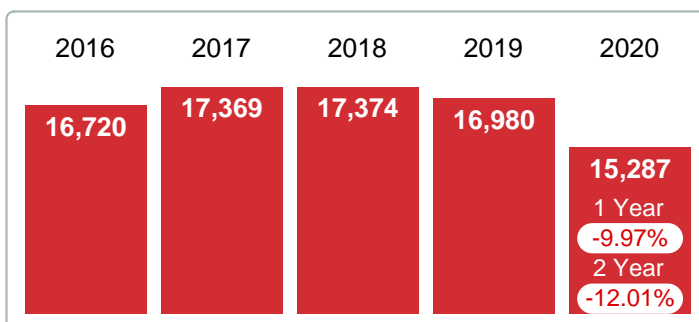
NEW LISTINGS

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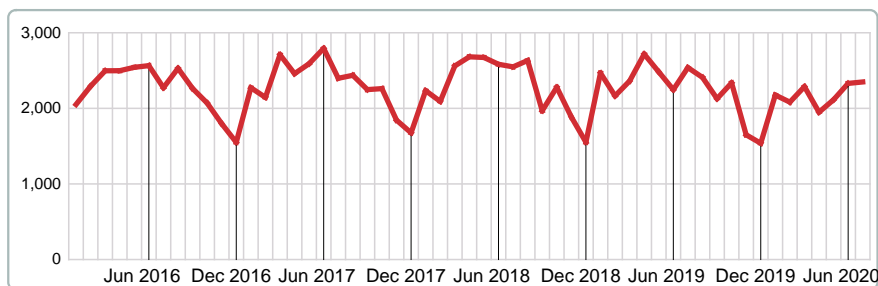
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2,422

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

New Listings this month at **2,349**
below the 5 yr JUL average of **2,422**



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	172	7.32%	70	76	22	4
\$25,001 - \$100,000	349	14.86%	250	84	14	1
\$100,001 - \$150,000	285	12.13%	57	204	23	1
\$150,001 - \$225,000	569	24.22%	52	398	114	5
\$225,001 - \$325,000	444	18.90%	42	188	186	28
\$325,001 - \$475,000	293	12.47%	25	75	158	35
\$475,001 and up	237	10.09%	50	33	97	57
Total New Listed Units	2,349		546	1,058	614	131
Total New Listed Volume	610,599,579	100%	116.37M	206.41M	207.48M	80.33M
Median New Listed Listing Price	\$195,000		\$80,000	\$175,000	\$290,000	\$430,000

July 2020



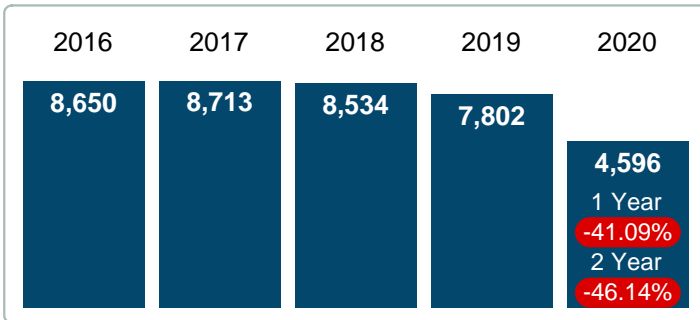
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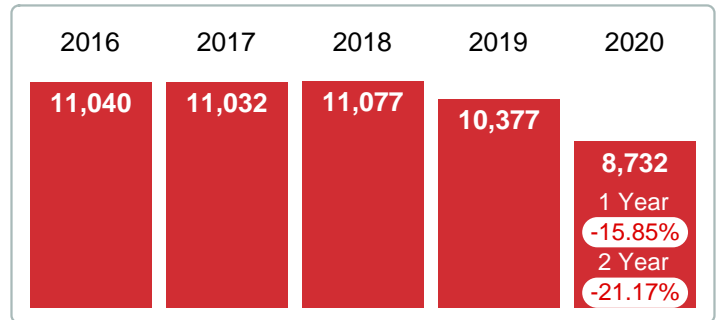
ACTIVE INVENTORY

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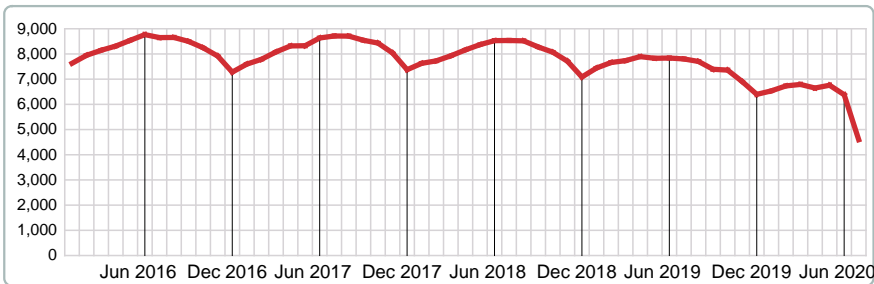
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

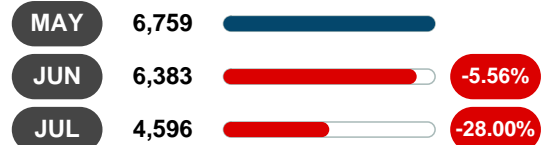


3 MONTHS

5 year JUL AVG = 7,659

High Jun 2016 8,767 Low Jul 2020 4,596

Inventory this month at 4,596 below the 5 yr JUL average of 7,659



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%	36.0	0	0	0	0
\$1-\$50,000	859	18.69%	74.0	553	235	61	10
\$50,001-\$125,000	658	14.32%	78.0	472	162	21	3
\$125,001-\$275,000	1,258	27.37%	49.0	414	570	247	27
\$275,001-\$400,000	746	16.23%	51.0	140	230	301	75
\$400,001-\$700,000	612	13.32%	70.0	131	97	270	114
\$700,001 and up	463	10.07%	87.0	211	38	101	113
Total Active Inventory by Units		4,596		1,921	1,332	1,001	342
Total Active Inventory by Volume		1,545,547,899	100%	595.78M	300.27M	406.28M	243.22M
Median Active Inventory Listing Price		\$214,900		\$115,000	\$187,000	\$349,900	\$518,000

July 2020



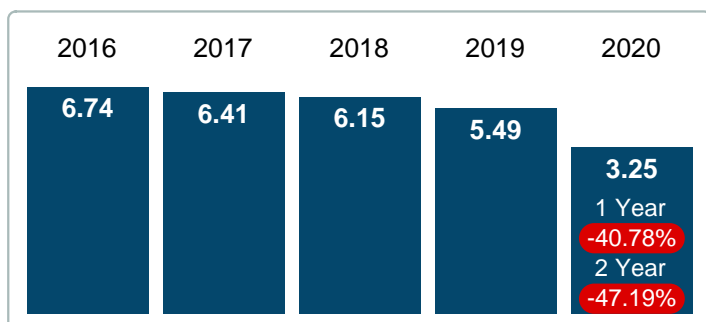
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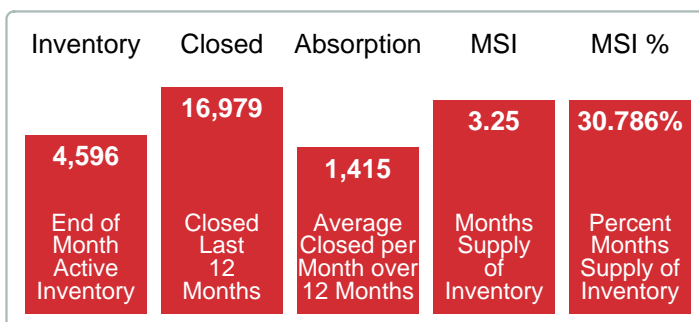
MONTHS SUPPLY of INVENTORY (MSI)

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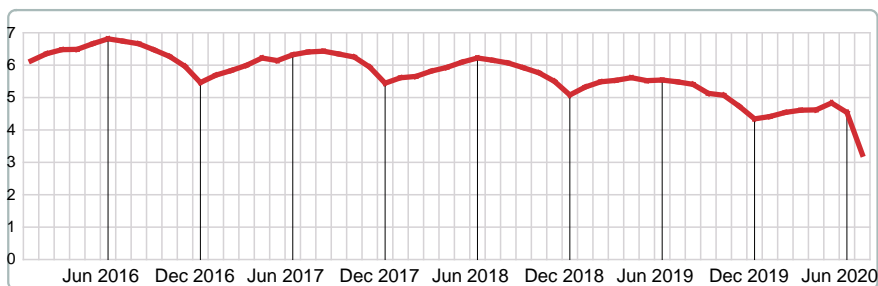
MSI FOR JULY



INDICATORS FOR JULY 2020

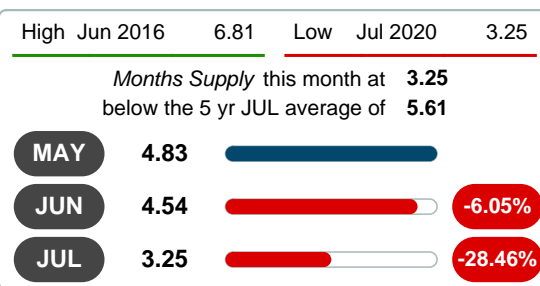


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.61



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	859	18.69%	4.75	6.47	3.07	3.49	7.06
\$50,001-\$125,000	658	14.32%	2.57	5.65	1.06	1.15	2.00
\$125,001-\$275,000	1,258	27.37%	1.80	7.35	1.30	1.31	1.85
\$275,001-\$400,000	746	16.23%	4.12	17.68	4.33	2.93	4.35
\$400,001-\$700,000	612	13.32%	7.65	28.58	6.16	6.64	6.00
\$700,001 and up	463	10.07%	24.69	76.73	19.00	12.24	19.65
Market Supply of Inventory (MSI)	3.25			7.99	1.80	2.66	5.75
Total Active Inventory by Units	4,596	100%	3.25	1,921	1,332	1,001	342

July 2020



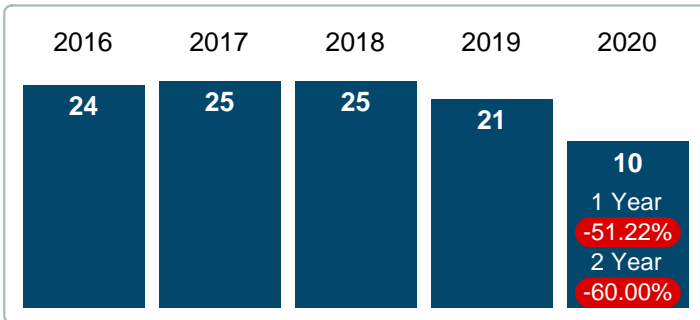
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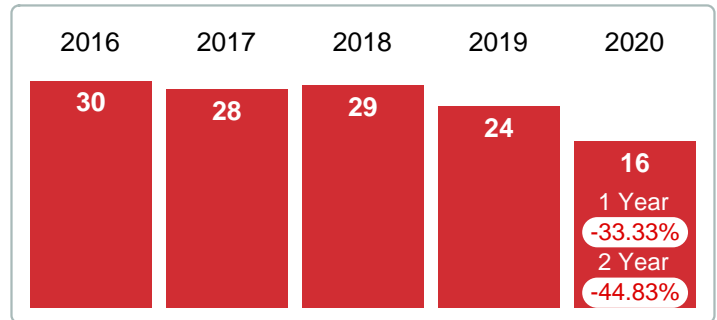
MEDIAN DAYS ON MARKET TO SALE

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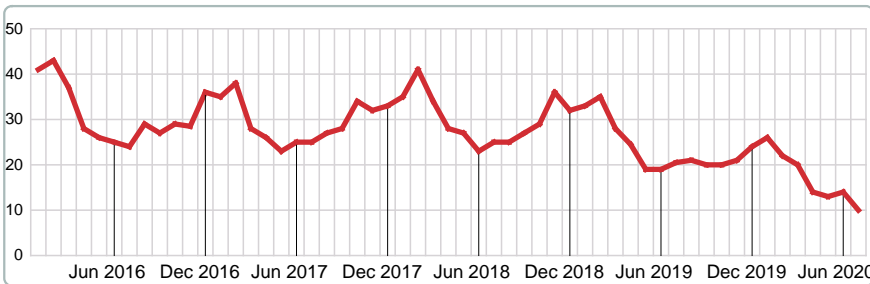
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

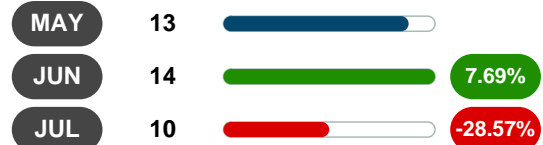


3 MONTHS

5 year JUL AVG = 21

High Feb 2016 43 Low Jul 2020 10

Median Days on Market to Sale this month at 10 below the 5 yr JUL average of 21



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
\$50,000 and less	6.12%	26	28	15	21	0
\$50,001 - \$100,000	10.52%	10	17	7	34	112
\$100,001 - \$150,000	15.37%	5	9	4	17	24
\$150,001 - \$225,000	29.37%	6	41	5	9	14
\$225,001 - \$275,000	13.17%	8	16	7	11	5
\$275,001 - \$375,000	13.39%	20	19	17	24	15
\$375,001 and up	12.07%	35	94	47	33	32
Median Closed DOM		10	21	6	15	26
Total Closed Units	100%	1,815	283	883	535	114
Total Closed Volume		410,377,512	30.33M	166.58M	159.88M	53.58M

July 2020



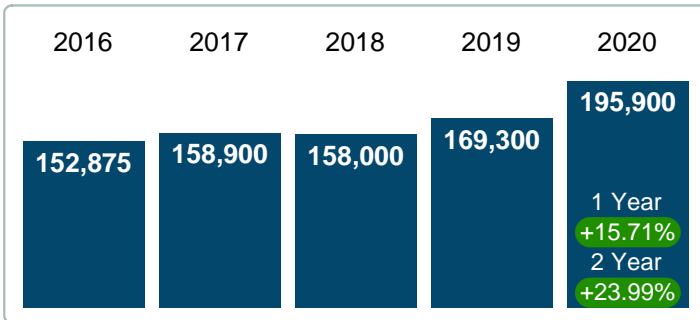
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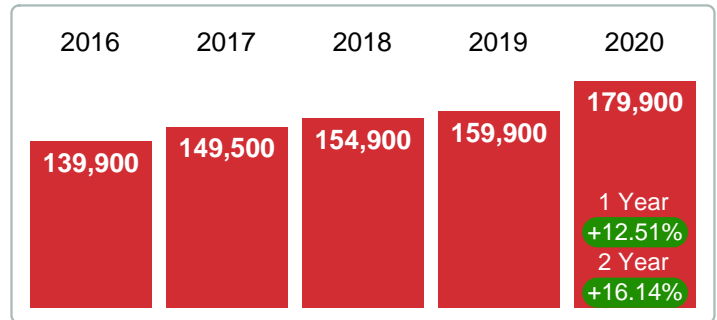
MEDIAN LIST PRICE AT CLOSING

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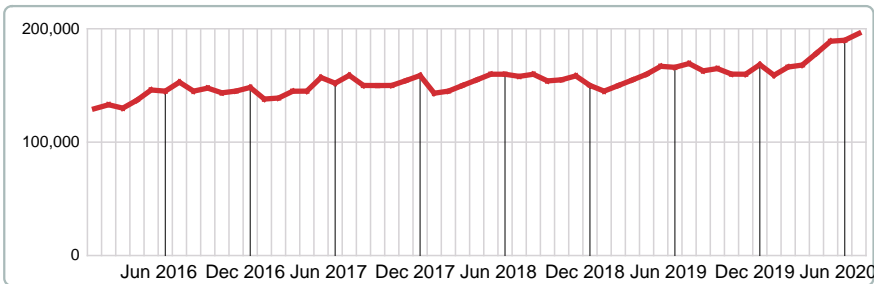
JULY



YEAR TO DATE (YTD)

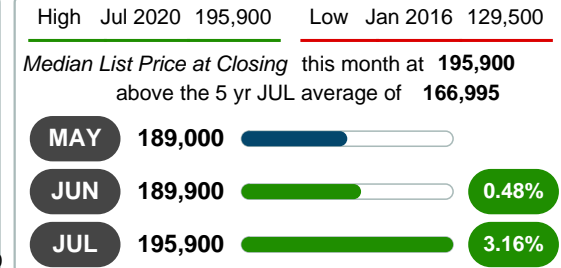


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 166,995



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	
\$50,000 and less	102	5.62%	31,950	32,000	35,000	18,450	0
\$50,001 - \$100,000	195	10.74%	80,000	80,000	84,950	77,500	87,000
\$100,001 - \$150,000	279	15.37%	129,900	126,000	129,900	130,000	134,900
\$150,001 - \$225,000	526	28.98%	185,000	194,000	183,900	199,990	185,950
\$225,001 - \$275,000	250	13.77%	249,900	247,450	247,500	249,900	246,500
\$275,001 - \$375,000	240	13.22%	319,496	298,265	309,450	325,000	319,900
\$375,001 and up	223	12.29%	469,000	610,000	447,000	439,900	539,000
Median List Price		195,900		89,900	174,900	269,400	419,900
Total Closed Units	1,815	100%	195,900	283	883	535	114
Total Closed Volume	418,112,946			31.77M	168.35M	162.15M	55.84M

July 2020



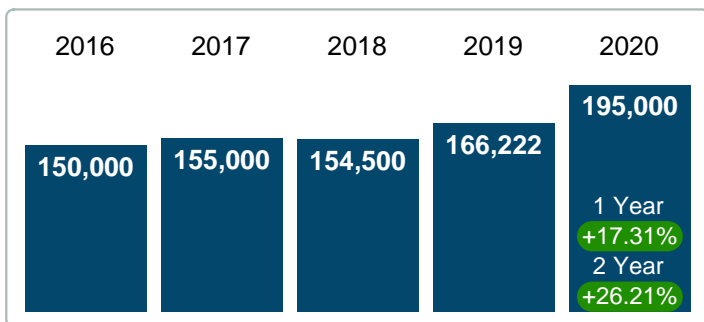
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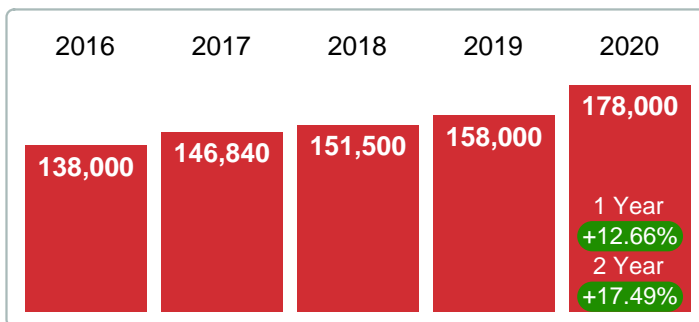
MEDIAN SOLD PRICE AT CLOSING

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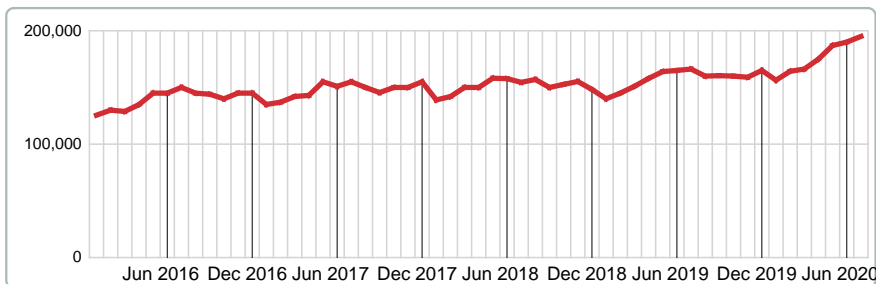
JULY



YEAR TO DATE (YTD)

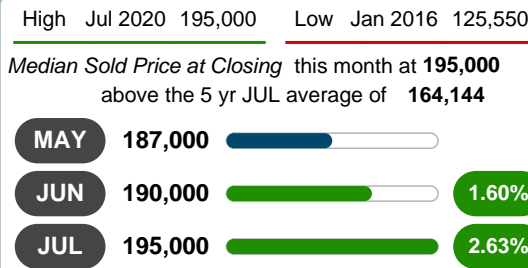


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 164,144



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
\$50,000 and less	6.12%	30,900	30,000	32,000	15,500	0
\$50,001 - \$100,000	10.52%	79,900	79,000	80,000	71,000	78,327
\$100,001 - \$150,000	15.37%	129,900	126,500	129,900	132,500	132,450
\$150,001 - \$225,000	29.37%	187,000	192,000	182,500	200,000	181,613
\$225,001 - \$275,000	13.17%	247,500	240,000	245,250	249,900	239,900
\$275,001 - \$375,000	13.39%	312,500	296,000	305,000	318,000	320,000
\$375,001 and up	12.07%	465,000	601,389	427,000	440,408	526,000
Median Sold Price		195,000	87,000	173,750	267,250	417,955
Total Closed Units	100%	1,815	283	883	535	114
Total Closed Volume		410,377,512	30.33M	166.58M	159.88M	53.58M

July 2020



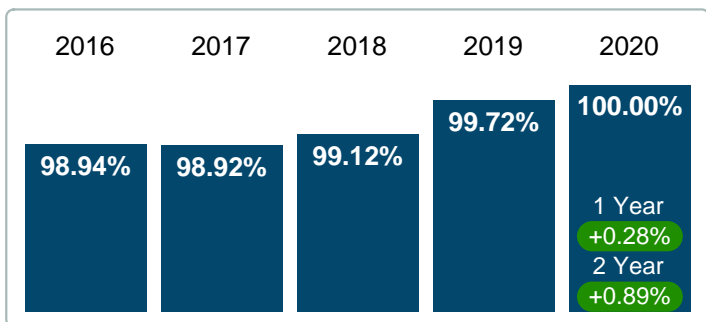
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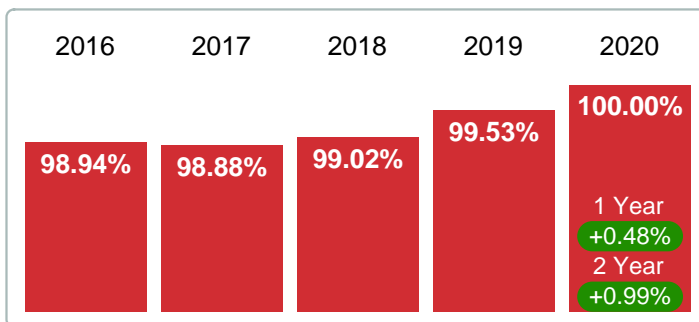
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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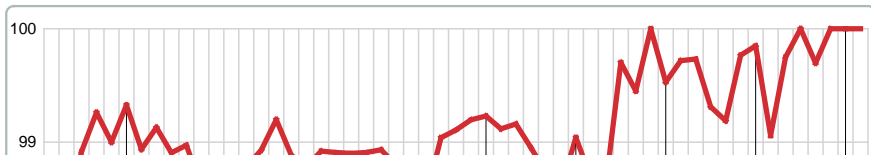
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99.34%

High Jul 2020 100.00% Low Feb 2016 98.27%

Median Sold/List Ratio this month at 100.00% above the 5 yr JUL average of 99.34%

MAY 100.00%
JUN 100.00%
JUL 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
\$50,000 and less	111	6.12%	93.95%	93.97%	94.44%	84.32%	0.00%
\$50,001 - \$100,000	191	10.52%	98.00%	97.70%	100.00%	90.86%	89.62%
\$100,001 - \$150,000	279	15.37%	100.00%	100.00%	100.00%	100.00%	100.00%
\$150,001 - \$225,000	533	29.37%	100.00%	97.28%	100.00%	100.00%	100.00%
\$225,001 - \$275,000	239	13.17%	100.00%	98.91%	100.00%	100.00%	101.16%
\$275,001 - \$375,000	243	13.39%	100.00%	99.29%	100.00%	100.00%	100.00%
\$375,001 and up	219	12.07%	98.59%	90.41%	97.62%	99.91%	97.83%
Median Sold/List Ratio		100.00%		96.67%	100.00%	100.00%	98.76%
Total Closed Units	1,815	100%	100.00%	283	883	535	114
Total Closed Volume	410,377,512			30.33M	166.58M	159.88M	53.58M

July 2020



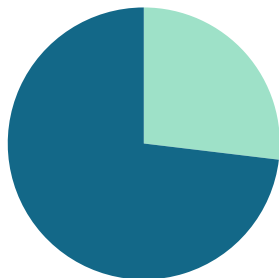
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

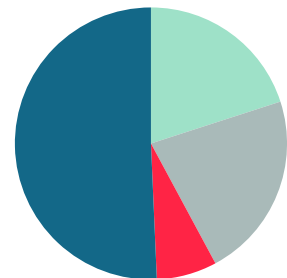


Inventory
 New Listings
2,349 = 26.90%
 Start Inventory
6,384
 Total Inventory Units
8,733
 Volume
\$2,567,359,748

Market Activity

Closed Sales
1,815 = 20.02%
 Pending Sales
2,006 = 22.12%
 Other Off Market
650 = 7.17%
 Active Inventory
4,596 = 50.69%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,706	1,815	6.39%	10,341	9,641	-6.77%
Pending Sales	1,591	2,006	26.08%	10,547	11,087	5.12%
New Listings	2,539	2,349	-7.48%	16,980	15,287	-9.97%
Median List Price	169,300	195,900	15.71%	159,900	179,900	12.51%
Median Sale Price	166,222	195,000	17.31%	158,000	178,000	12.66%
Median Percent of Selling Price to List Price	99.72%	100.00%	0.28%	99.53%	100.00%	0.48%
Median Days on Market to Sale	20.50	10.00	-51.22%	24.00	16.00	-33.33%
Monthly Inventory	7,805	4,596	-41.11%	7,805	4,596	-41.11%
Months Supply of Inventory	5.49	3.25	-40.80%	5.49	3.25	-40.80%

Absorption: Last 12 months, an Average of **1,415** Sales/Month

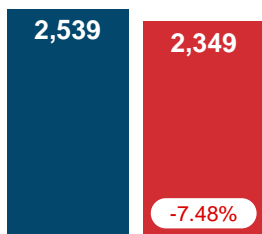
Inventory on July 31, 2020 = **4,596**

2019 **2020**

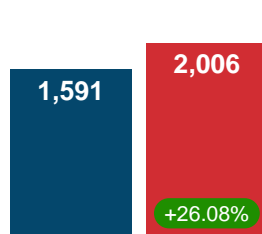
JULY MARKET

MEDIAN PRICES

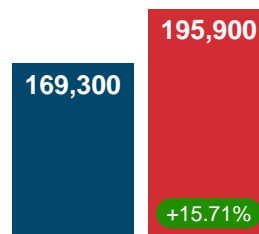
New Listings



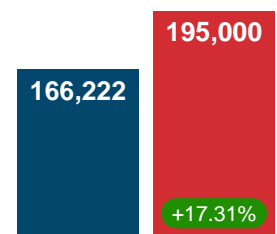
Pending Listings



List Price



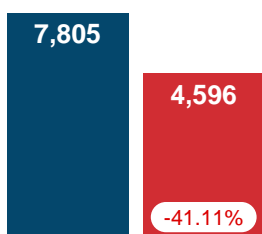
Sale Price



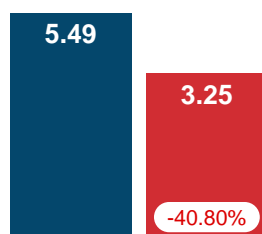
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

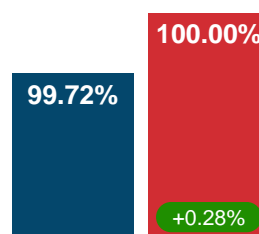
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

