

May 2020



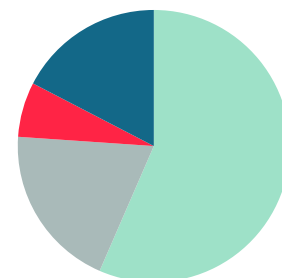
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
(3) - Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	28	26	-7.14%
Pending Listings	4	9	125.00%
New Listings	26	15	-42.31%
Median List Price	1,395	1,340	-3.94%
Median Sale Price	1,395	1,340	-3.94%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	22.50	14.50	-35.56%
End of Month Inventory	23	8	-65.22%
Months Supply of Inventory	1.13	0.39	-65.36%



■ Closed (56.52%)
■ Pending (19.57%)
■ Other OffMarket (6.52%)
■ Active (17.39%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of May 31, 2020 = **8**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **65.22%** to 8 existing homes available for sale. Over the last 12 months this area has had an average of 20 closed sales per month. This represents an unsold inventory index of **0.39** 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 **3.94%** in May 2020 to \$1,340 versus the previous year at \$1,395.

Median Days on Market Shortens

The median number of **14.50** days that homes spent on the market before selling decreased by 8.00 days or **35.56%** in May 2020 compared to last year's same month at **22.50** DOM.

Sales Success for May 2020 is Positive

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

There were 15 New Listings in May 2020, down **42.31%** from last year at 26. Furthermore, there were 26 Closed Listings this month versus last year at 28, a **-7.14%** decrease.

Closed versus Listed trends yielded a **173.3%** ratio, up from previous year's, May 2019, at **107.7%**, a **60.95%** 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

May 2020



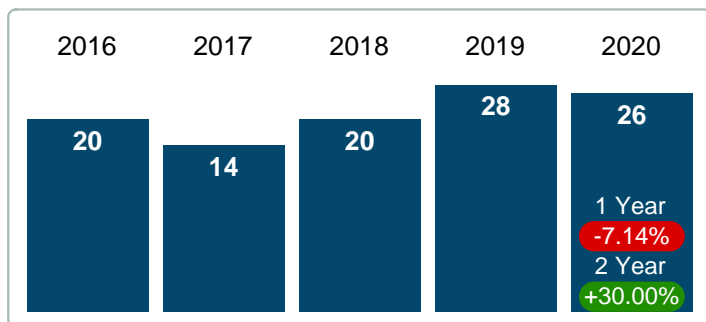
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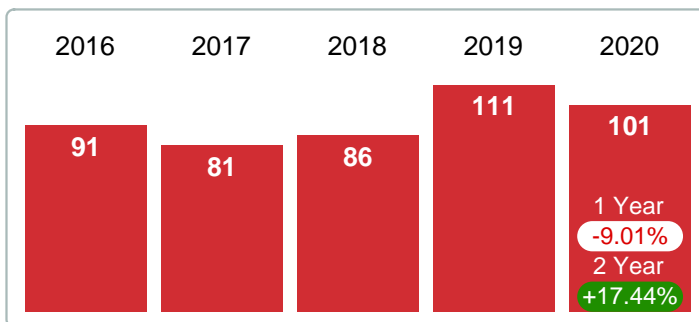
CLOSED LISTINGS

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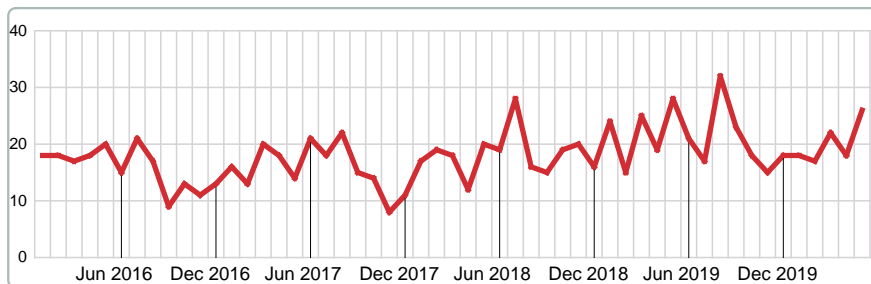
MAY



YEAR TO DATE (YTD)

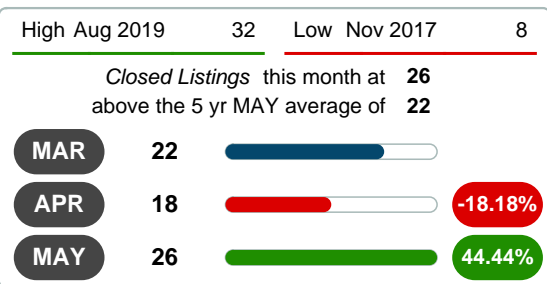


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 22



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	26	100.00%	14.5	4	14	7	1
Total Closed Units	26			4	14	7	1
Total Closed Volume	34,154	100%	14.5	3,424	16.82K	11.12K	2,795
Median Closed Price	\$1,340			\$863	\$1,223	\$1,500	\$2,795

May 2020



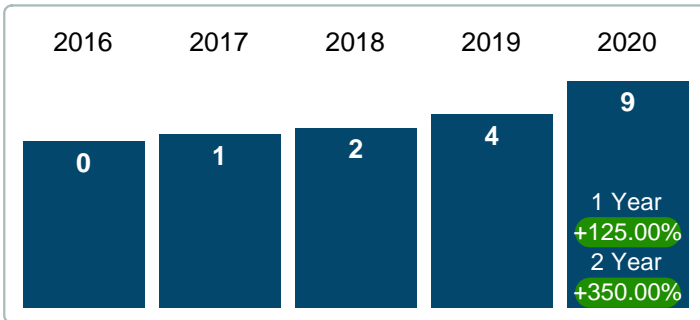
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



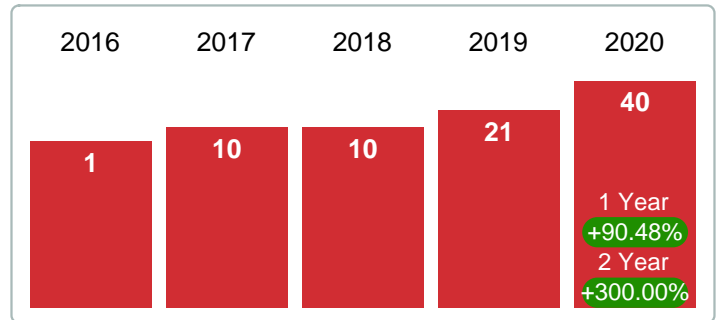
PENDING LISTINGS

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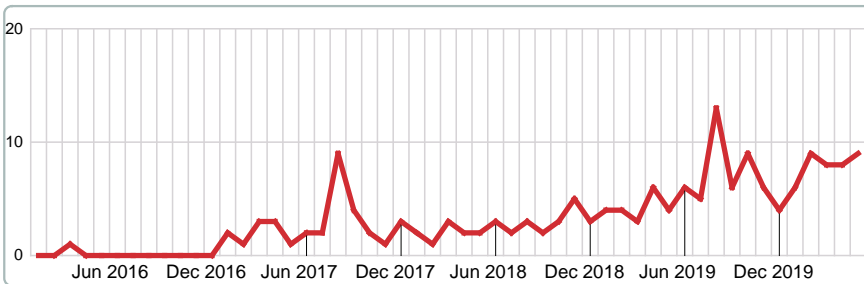
MAY



YEAR TO DATE (YTD)

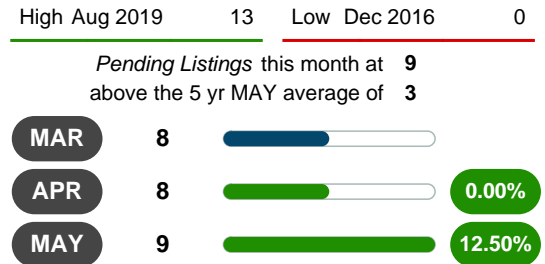


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3



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%	14.5	0	0	0	0
\$1-\$0	0	0.00%	14.5	0	0	0	0
\$1-\$0	0	0.00%	14.5	0	0	0	0
\$1-\$0	0	0.00%	14.5	0	0	0	0
\$1-\$0	0	0.00%	14.5	0	0	0	0
\$1-\$0	0	0.00%	14.5	0	0	0	0
\$1 and up	9	100.00%	14.0	1	8	0	0
Total Pending Units	9			1	8	0	0
Total Pending Volume	11,434	100%	14.0	999	10.44K	0.00B	0.00B
Median Listing Price	\$1,335			\$999	\$1,355	\$0	\$0

May 2020



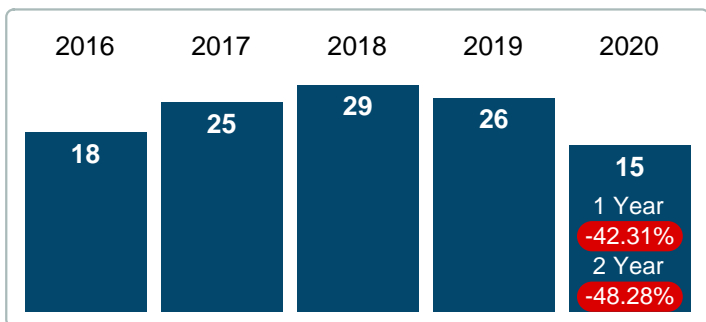
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



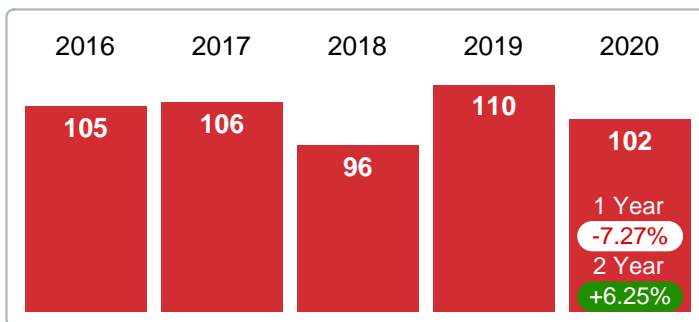
NEW LISTINGS

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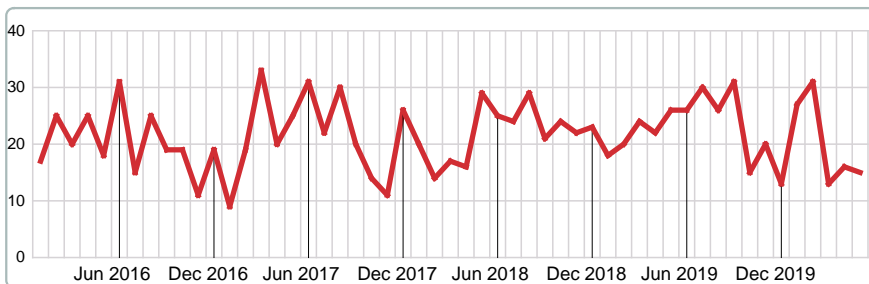
MAY



YEAR TO DATE (YTD)

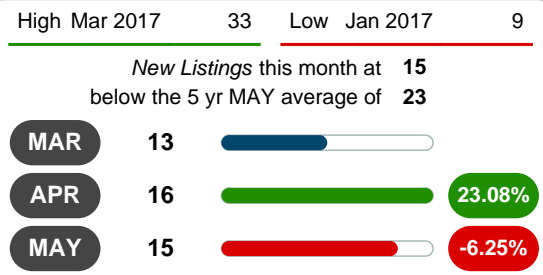


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 23



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	15	100.00%	1	12	2	0
Total New Listed Units	15		1	12	2	0
Total New Listed Volume	19,060	100%	900	14.97K	3,190	0.00B
Median New Listed Listing Price	\$1,250		\$900	\$1,238	\$1,595	\$0

May 2020



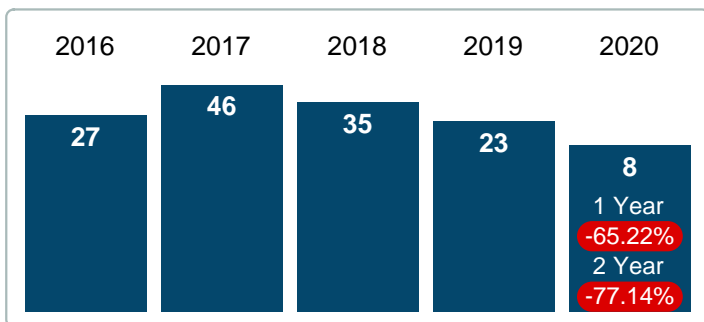
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



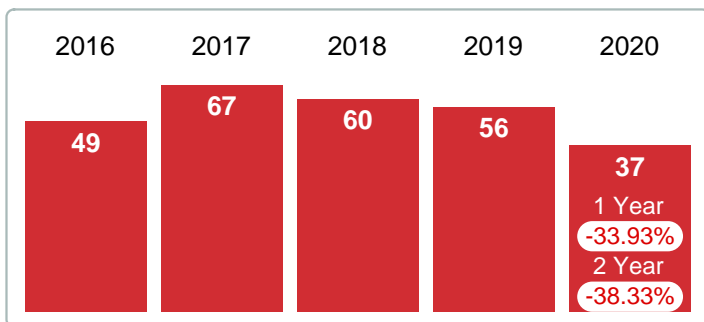
ACTIVE INVENTORY

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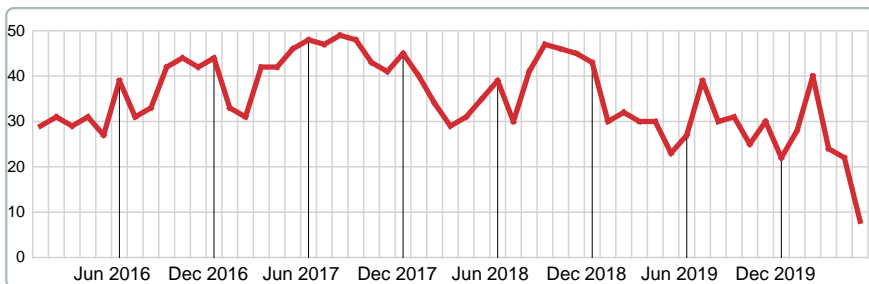
END OF MAY



ACTIVE DURING MAY

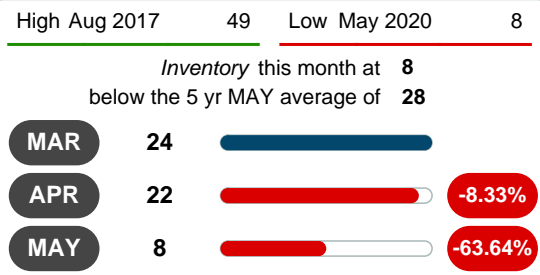


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 28



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%	14.0	0	0	0	0
\$1 \$0	0	0.00%	14.0	0	0	0	0
\$1 \$0	0	0.00%	14.0	0	0	0	0
\$1 \$0	0	0.00%	14.0	0	0	0	0
\$1 \$0	0	0.00%	14.0	0	0	0	0
\$1 \$0	0	0.00%	14.0	0	0	0	0
\$1 and up	8	100.00%	26.0	0	7	1	0
Total Active Inventory by Units			8	0	7	1	0
Total Active Inventory by Volume			10,390	0.00B	8,895	1,495	0.00B
Median Active Inventory Listing Price			\$1,313	\$0	\$1,225	\$1,495	\$0

May 2020



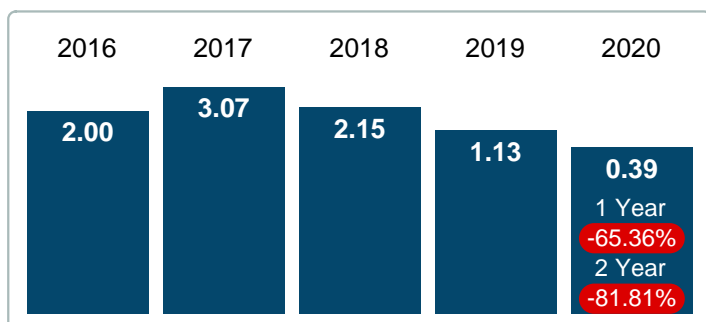
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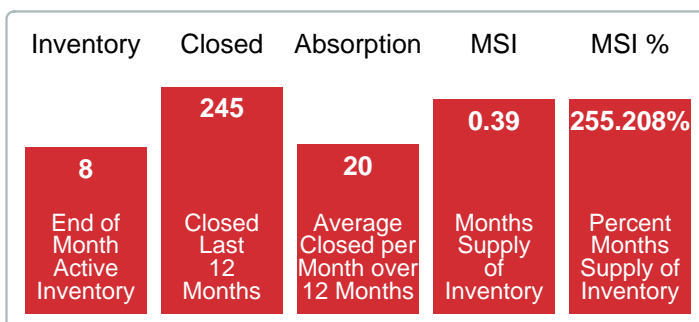
MONTHS SUPPLY of INVENTORY (MSI)

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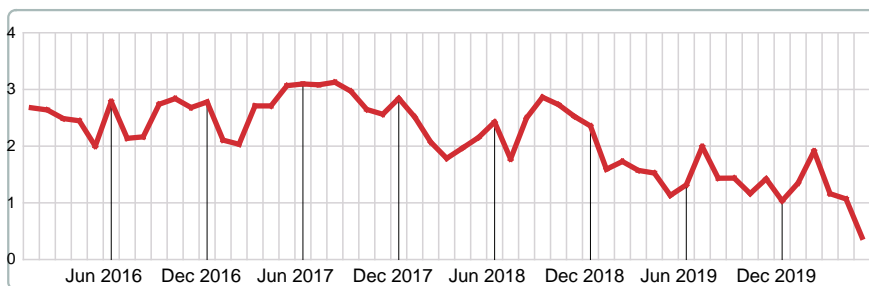
MSI FOR MAY



INDICATORS FOR MAY 2020

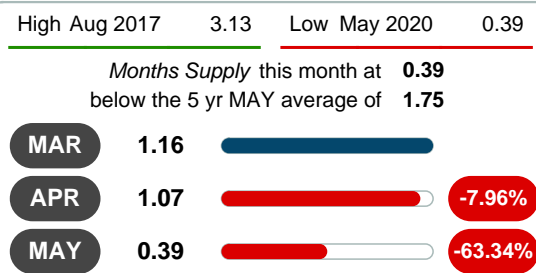


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1.75



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	8	100.00%	0.39	0.00	0.52	0.21	0.00
Market Supply of Inventory (MSI)	0.39			0.00	0.52	0.21	0.00
Total Active Inventory by Units	8	100%	0.39	0	7	1	0

May 2020



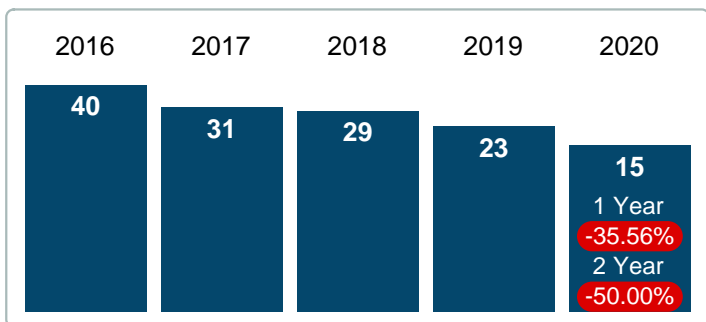
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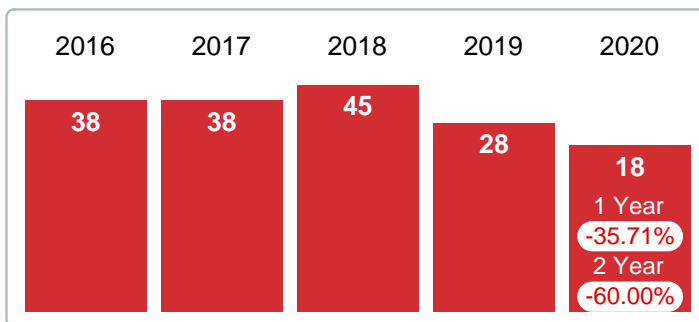
MEDIAN DAYS ON MARKET TO SALE

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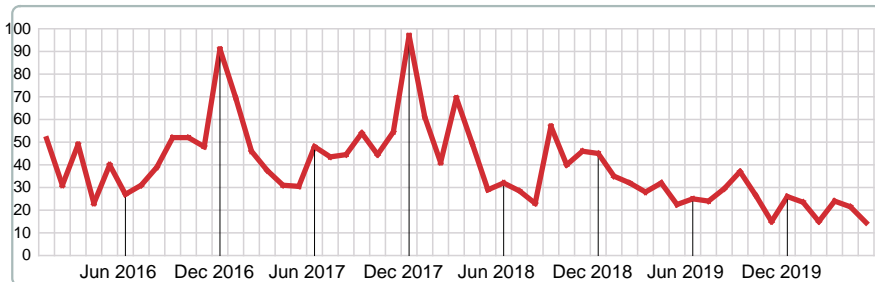
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

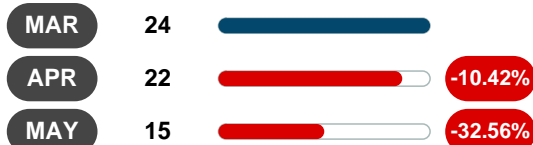


3 MONTHS

5 year MAY AVG = 27

High Dec 2017 97 Low May 2020 15

Median Days on Market to Sale this month at 15 below the 5 yr MAY average of 27



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%	26	0	0	0	0
\$1 \$0	0	0.00%	26	0	0	0	0
\$1 \$0	0	0.00%	26	0	0	0	0
\$1 \$0	0	0.00%	26	0	0	0	0
\$1 \$0	0	0.00%	26	0	0	0	0
\$1 \$0	0	0.00%	26	0	0	0	0
\$1 and up	26	100.00%	15	11	13	58	63
Median Closed DOM			15	11	13	58	63
Total Closed Units		100%	14.5	4	14	7	1
Total Closed Volume			34,154	3,424	16.82K	11.12K	2,795

May 2020



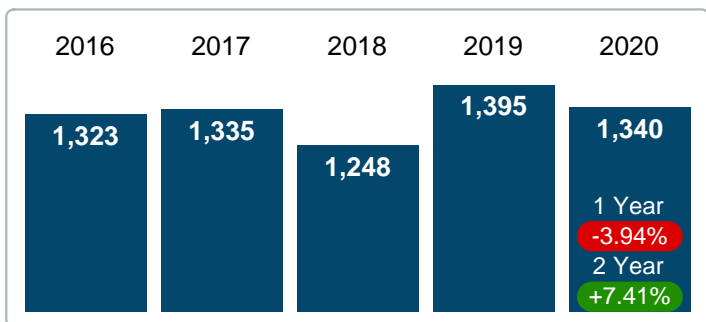
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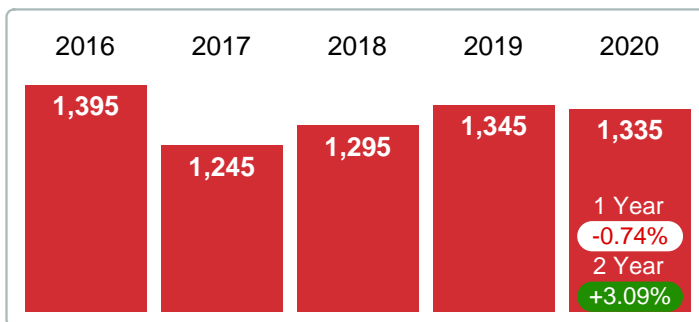
MEDIAN LIST PRICE AT CLOSING

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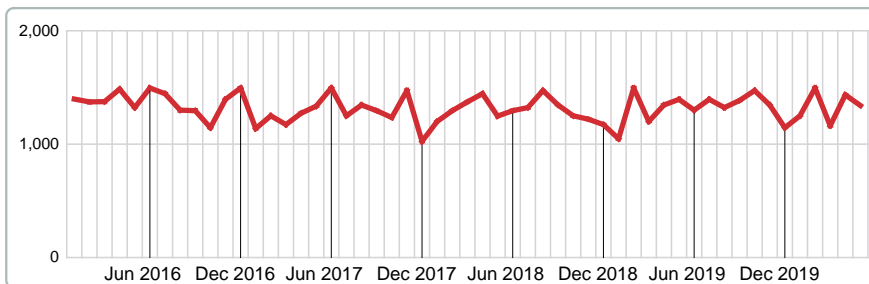
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,328

High Feb 2020 1,495 | Low Dec 2017 1,025

Median List Price at Closing this month at **1,340**
 above the 5 yr MAY average of **1,328**

MAR	1,163	<div style="width: 20%;"></div>
APR	1,435	<div style="width: 80%;"></div> 23.44%
MAY	1,340	<div style="width: 50%;"></div> -6.62%

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	<div style="width: 0%;"></div> 0	0.00%	15	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	15	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	15	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	15	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	15	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	15	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 26	100.00%	1,340	850	1,223	1,500	2,795
Median List Price			1,340	850	1,223	1,500	2,795
Total Closed Units		100%	1,340	4	14	7	1
Total Closed Volume			34,179	3,399	16.82K	11.17K	2,795

May 2020



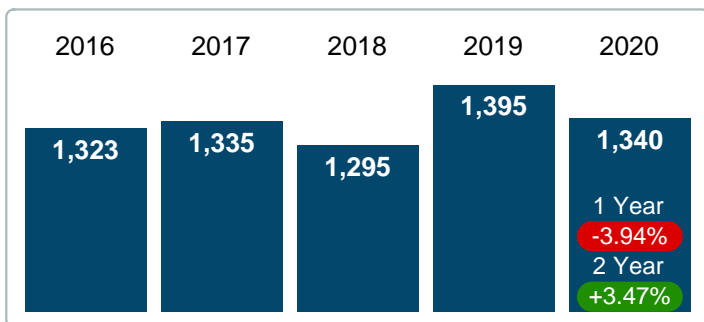
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



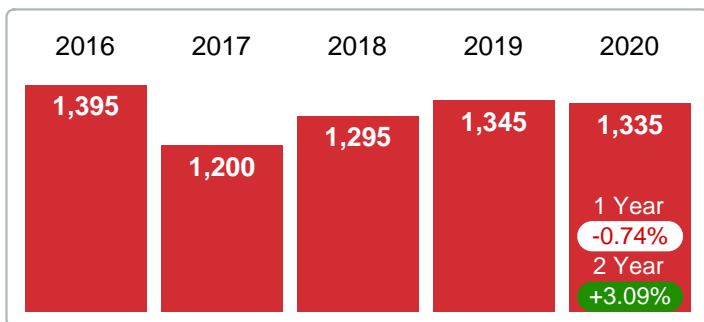
MEDIAN SOLD PRICE AT CLOSING

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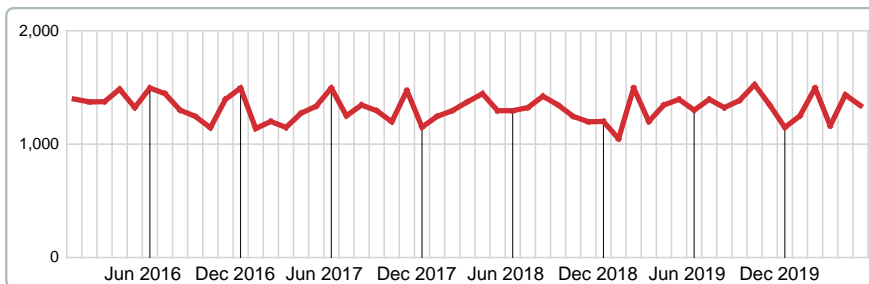
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

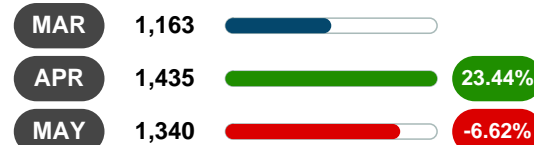


3 MONTHS

5 year MAY AVG = 1,338

High Oct 2019 1,525 Low Jan 2019 1,048

Median Sold Price at Closing this month at 1,340 above the 5 yr MAY average of 1,338



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%	1,340	0	0	0	0
\$1 \$0	0	0.00%	1,340	0	0	0	0
\$1 \$0	0	0.00%	1,340	0	0	0	0
\$1 \$0	0	0.00%	1,340	0	0	0	0
\$1 \$0	0	0.00%	1,340	0	0	0	0
\$1 \$0	0	0.00%	1,340	0	0	0	0
\$1 and up	26	100.00%	1,340	863	1,223	1,500	2,795
Median Sold Price			1,340	863	1,223	1,500	2,795
Total Closed Units		100%	1,340	4	14	7	1
Total Closed Volume			34,154	3,424	16.82K	11.12K	2,795

May 2020



Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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MAY

YEAR TO DATE (YTD)

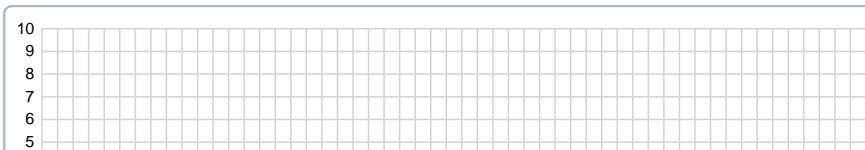
2016	2017	2018	2019	2020
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2016	2017	2018	2019	2020
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5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year MAY AVG = 100.00%



High May 2020 100.00% Low May 2020 100.00%

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

MAR 100.00%
 APR 100.00%
 MAY 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%	1,340.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,340.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,340.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,340.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,340.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,340.00%	0.00%	0.00%	0.00%	0.00%	
\$1 and up	26	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%	
Total Closed Units		26	100%	100.00%	4	14	7	1
Total Closed Volume		34,154			3,424	16.82K	11.12K	2,795

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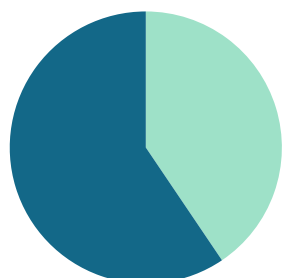
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MARKET SUMMARY

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INVENTORY

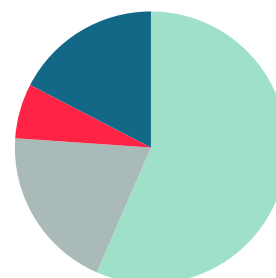


Inventory
 New Listings
15 = 40.54%
 Start Inventory
22
 Total Inventory Units
37
 Volume
\$50,964

Market Activity

Closed Sales
26 = 56.52%
 Pending Sales
9 = 19.57%
 Other Off Market
3 = 6.52%
 Active Inventory
8 = 17.39%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	28	26	-7.14%	111	101	-9.01%
Pending Sales	4	9	125.00%	21	40	90.48%
New Listings	26	15	-42.31%	110	102	-7.27%
Median List Price	1,395	1,340	-3.94%	1,345	1,335	-0.74%
Median Sale Price	1,395	1,340	-3.94%	1,345	1,335	-0.74%
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	22.50	14.50	-35.56%	28.00	18.00	-35.71%
Monthly Inventory	23	8	-65.22%	23	8	-65.22%
Months Supply of Inventory	1.13	0.39	-65.36%	1.13	0.39	-65.36%

Absorption: Last 12 months, an Average of **20** Sales/Month

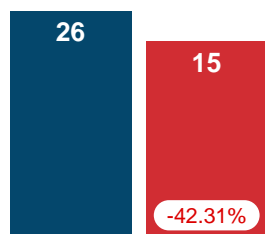
Inventory on May 31, 2020 = 8

2019 **2020**

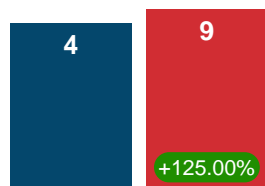
MAY MARKET

MEDIAN PRICES

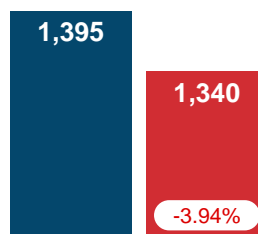
New Listings



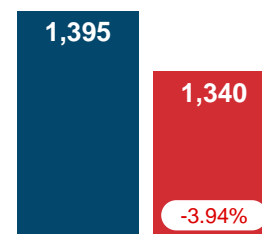
Pending Listings



List Price



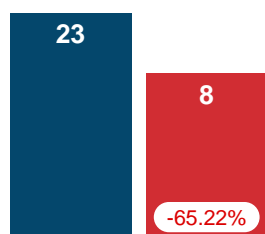
Sale Price



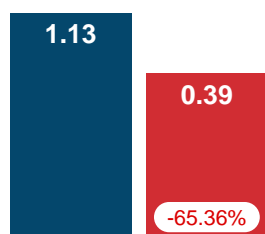
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

