

May 2020



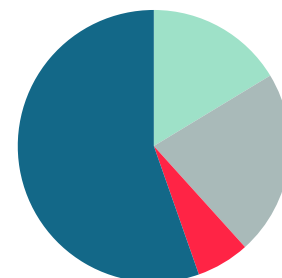
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	1,788	1,424	-20.36%
Pending Listings	1,510	1,916	26.89%
New Listings	2,461	2,160	-12.23%
Average List Price	185,561	197,545	6.46%
Average Sale Price	182,084	194,287	6.70%
Average Percent of Selling Price to List Price	98.22%	98.29%	0.07%
Average Days on Market to Sale	38.73	32.93	-14.97%
End of Month Inventory	7,788	4,827	-38.02%
Months Supply of Inventory	5.53	3.45	-37.69%



■ Closed (16.33%)
■ Pending (21.98%)
■ Other OffMarket (6.32%)
■ Active (55.37%)

Absorption: Last 12 months, an Average of **1,401** Sales/Month
Active Inventory as of May 31, 2020 = **4,827**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **38.02%** to 4,827 existing homes available for sale. Over the last 12 months this area has had an average of 1,401 closed sales per month. This represents an unsold inventory index of **3.45** 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 **6.70%** in May 2020 to \$194,287 versus the previous year at \$182,084.

Average Days on Market Shortens

The average number of **32.93** days that homes spent on the market before selling decreased by 5.80 days or **14.97%** in May 2020 compared to last year's same month at **38.73** DOM.

Sales Success for May 2020 is Positive

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

There were 2,160 New Listings in May 2020, down **12.23%** from last year at 2,461. Furthermore, there were 1,424 Closed Listings this month versus last year at 1,788, a **-20.36%** decrease.

Closed versus Listed trends yielded a **65.9%** ratio, down from previous year's, May 2019, at **72.7%**, a **9.26%** downswing. 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



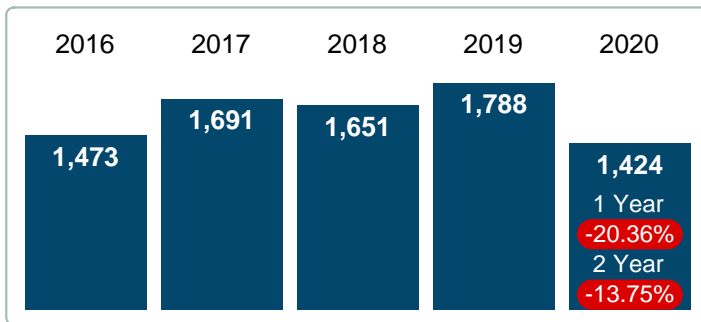
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



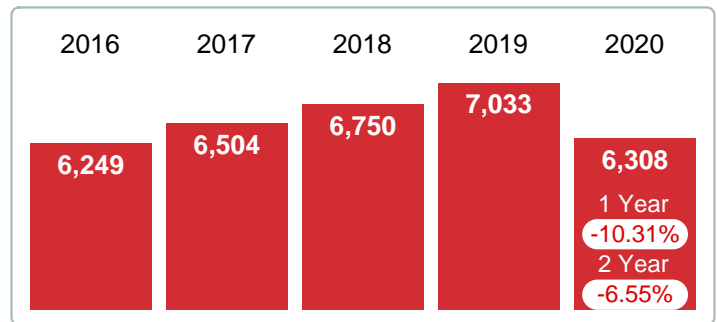
CLOSED LISTINGS

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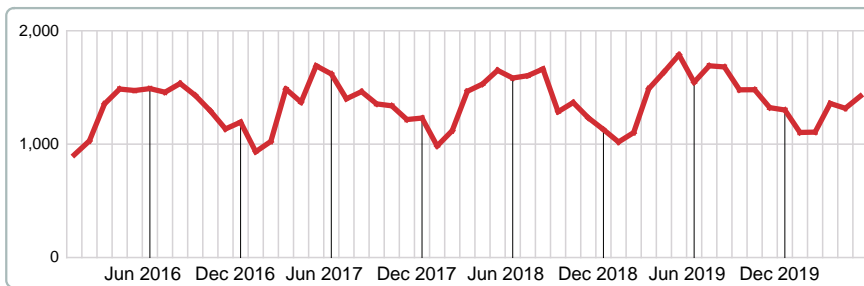
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,605

High May 2019 1,788 Low Jan 2016 906

Closed Listings this month at 1,424 below the 5 yr MAY average of 1,605



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-\$75,000	265	18.61%	38.9	110	125	26	4
\$75,001-\$150,000	274	19.24%	23.1	59	192	23	0
\$150,001-\$200,000	331	23.24%	25.7	25	224	78	4
\$200,001-\$250,000	211	14.82%	31.6	5	110	93	3
\$250,001-\$350,000	185	12.99%	36.1	7	68	97	13
\$350,001 and up	158	11.10%	53.1	10	32	90	26
Total Closed Units	1,424			216	751	407	50
Total Closed Volume	276,664,620	100%	32.9	23.62M	125.32M	107.58M	20.15M
Average Closed Price	\$194,287			\$109,336	\$166,874	\$264,319	\$402,953

May 2020



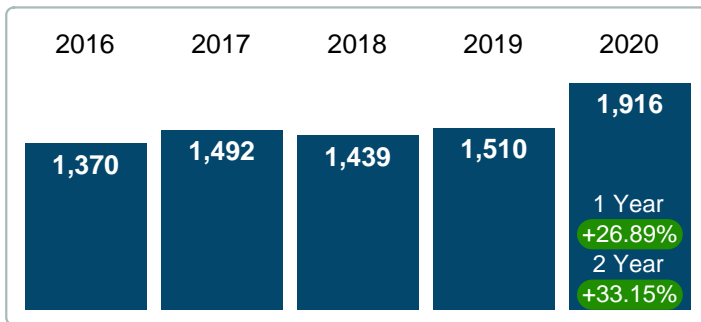
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



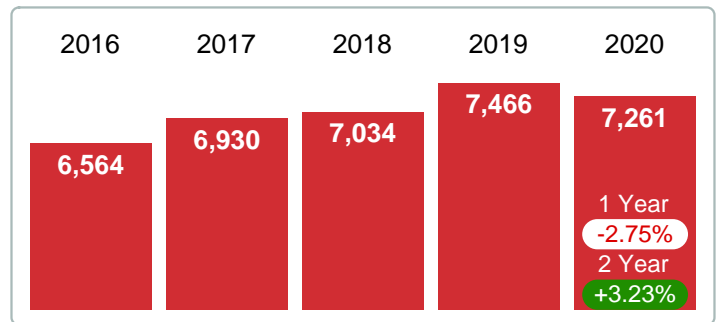
PENDING LISTINGS

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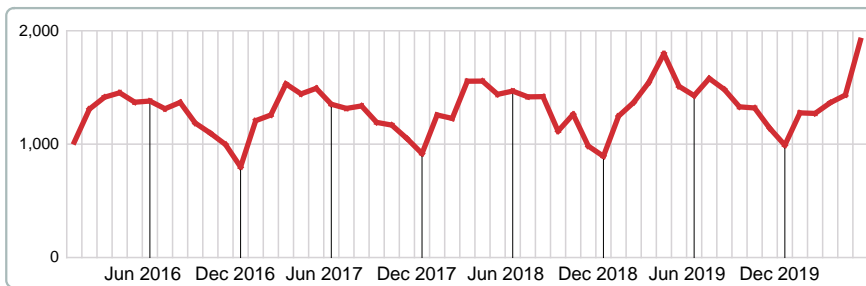
MAY



YEAR TO DATE (YTD)

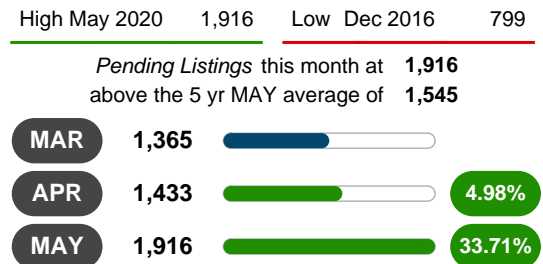


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,545



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	170	8.87%	45.6	101	63	4	2
\$50,001 - \$100,000	174	9.08%	39.2	78	84	11	1
\$100,001 - \$150,000	329	17.17%	31.7	78	222	27	2
\$150,001 - \$200,000	399	20.82%	24.7	32	281	83	3
\$200,001 - \$275,000	358	18.68%	31.2	27	175	146	10
\$275,001 - \$375,000	266	13.88%	40.4	11	89	138	28
\$375,001 and up	220	11.48%	63.1	9	34	130	47
Total Pending Units	1,916			336	948	539	93
Total Pending Volume	424,072,407	100%	33.9	46.39M	171.04M	166.99M	39.66M
Average Listing Price	\$168,268			\$138,054	\$180,422	\$309,810	\$426,441

May 2020



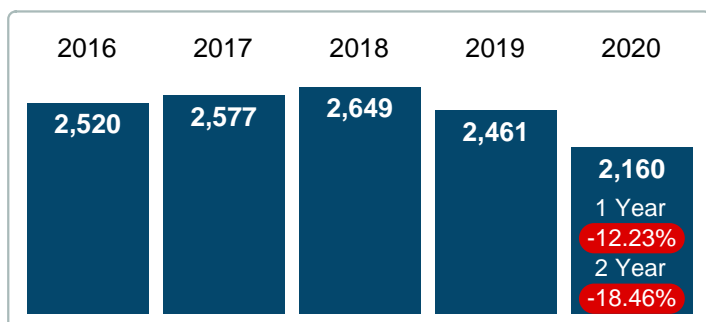
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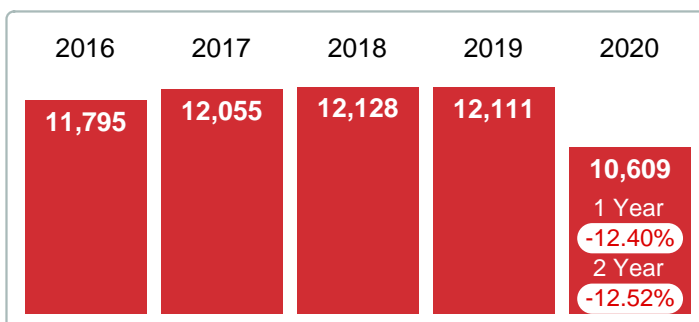
NEW LISTINGS

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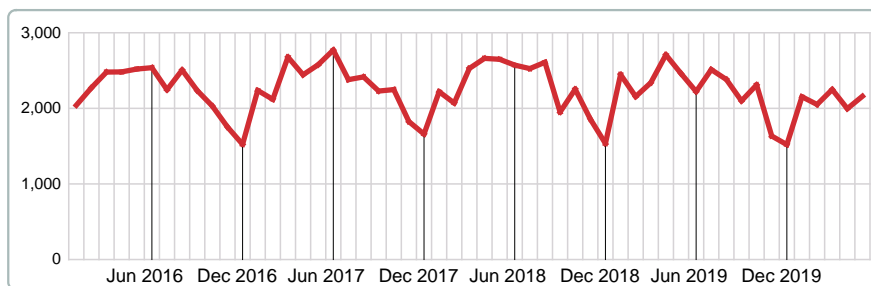
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

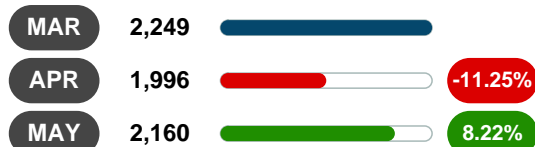


3 MONTHS

5 year MAY AVG = 2,473

High Jun 2017 2,771 | Low Dec 2019 1,520

New Listings this month at **2,160**
 below the 5 yr MAY average of **2,473**



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	159	7.36%	60	68	28	3
\$25,001 - \$100,000	275	12.73%	181	84	9	1
\$100,001 - \$150,000	313	14.49%	83	202	27	1
\$150,001 - \$225,000	557	25.79%	57	354	136	10
\$225,001 - \$300,000	329	15.23%	33	138	145	13
\$300,001 - \$525,000	307	14.21%	23	70	168	46
\$525,001 and up	220	10.19%	45	42	76	57
Total New Listed Units	2,160		482	958	589	131
Total New Listed Volume	597,566,465	100%	119.15M	201.28M	197.94M	79.20M
Average New Listed Listing Price	\$157,332		\$247,189	\$210,102	\$336,067	\$604,579

May 2020



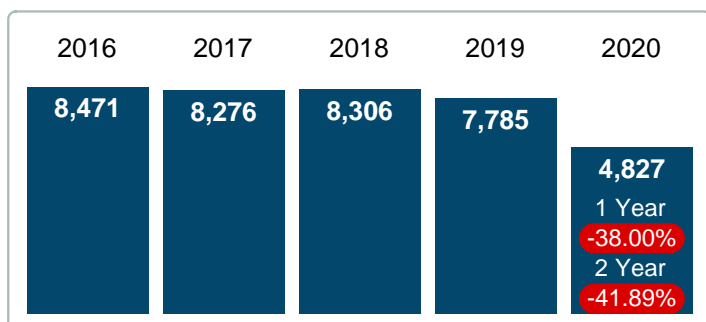
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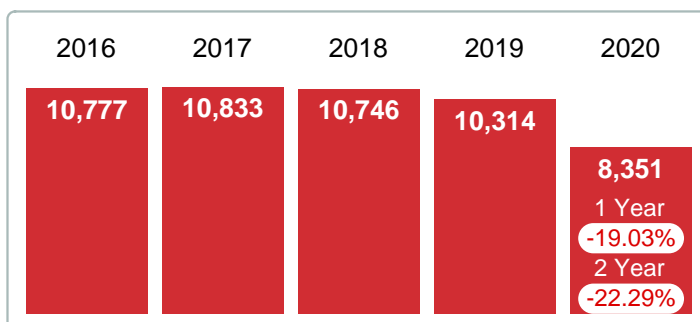
ACTIVE INVENTORY

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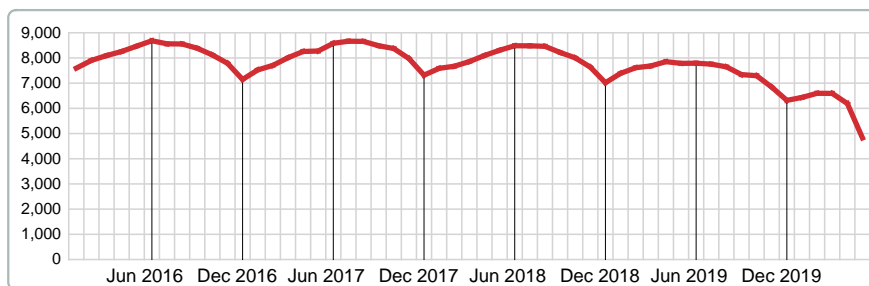
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

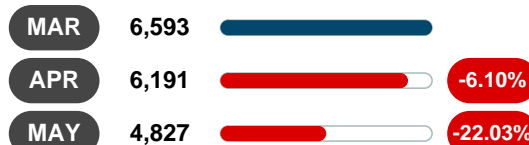


3 MONTHS

5 year MAY AVG = 7,533

High Jun 2016 8,683 Low May 2020 4,827

Inventory this month at **4,827**
below the 5 yr MAY average of **7,533**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	325	6.73%	103.6	228	74	18	5
\$25,001 - \$75,000	654	13.55%	92.3	549	85	19	1
\$75,001 - \$150,000	847	17.55%	82.9	502	276	60	9
\$150,001 - \$275,000	1,121	23.22%	64.7	292	495	303	31
\$275,001 - \$400,000	783	16.22%	72.1	134	244	330	75
\$400,001 - \$700,000	615	12.74%	77.8	126	99	263	127
\$700,001 and up	482	9.99%	91.1	211	39	110	122
Total Active Inventory by Units	4,827			2,042	1,312	1,103	370
Total Active Inventory by Volume	1,635,926,104	100%	79.7	610.35M	321.87M	448.40M	255.30M
Average Active Inventory Listing Price	\$338,912			\$298,899	\$245,330	\$406,532	\$689,993

May 2020



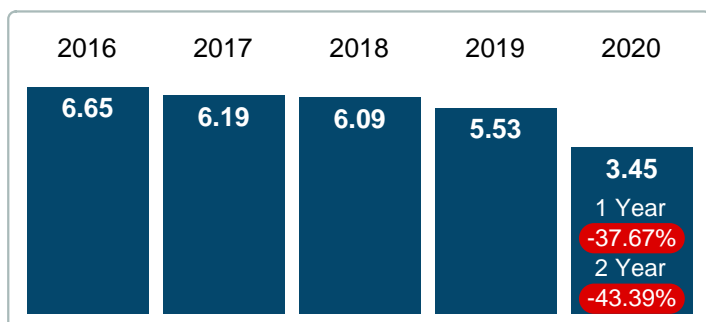
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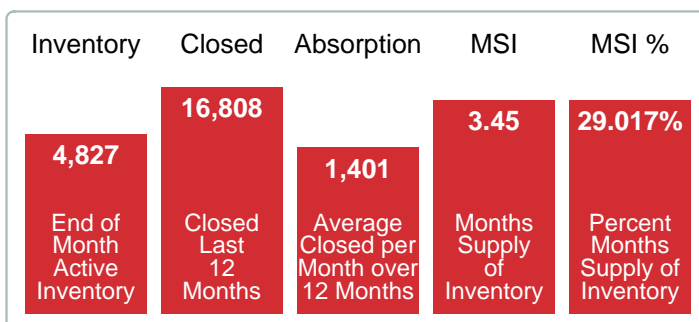
MONTHS SUPPLY of INVENTORY (MSI)

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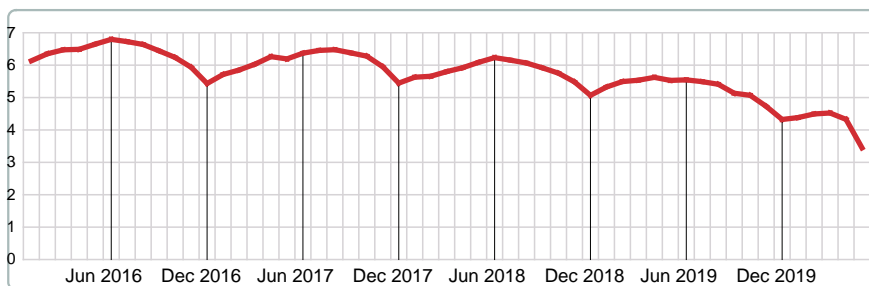
MSI FOR MAY



INDICATORS FOR MAY 2020

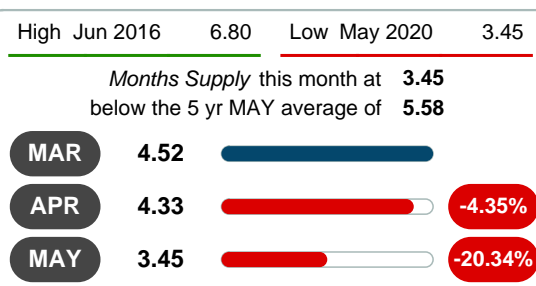


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.58



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
\$25,000 and less	325	6.73%	1.97	4.42	0.84	0.78	2.14
\$25,001 - \$75,000	654	13.55%	5.17	7.79	1.75	2.75	2.00
\$75,001 - \$150,000	847	17.55%	2.60	7.84	1.20	2.03	4.00
\$150,001 - \$275,000	1,121	23.22%	2.12	8.07	1.57	1.84	2.35
\$275,001 - \$400,000	783	16.22%	4.75	17.87	5.10	3.50	4.95
\$400,001 - \$700,000	615	12.74%	8.46	27.49	6.67	6.98	8.15
\$700,001 and up	482	9.99%	27.67	76.73	18.72	14.83	23.61
Market Supply of Inventory (MSI)			3.45	8.61	1.76	3.04	6.83
Total Active Inventory by Units		100%	3.45	2,042	1,312	1,103	370

May 2020



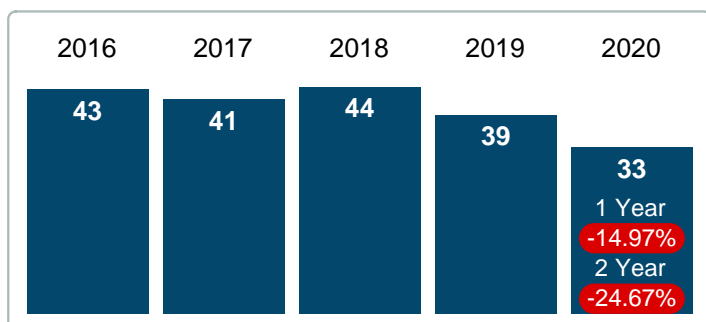
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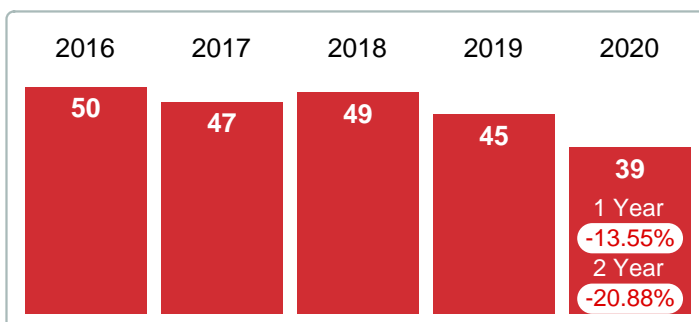
AVERAGE DAYS ON MARKET TO SALE

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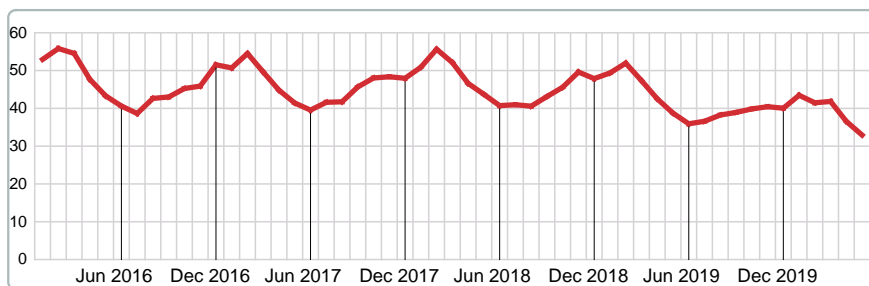
MAY



YEAR TO DATE (YTD)

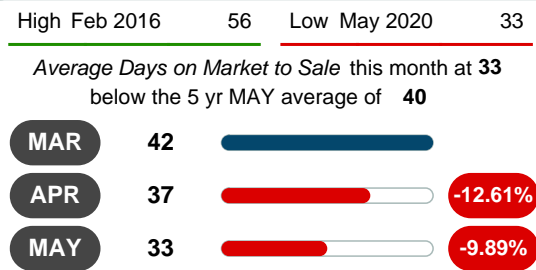


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 40



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-\$75,000	265	18.61%	39	45	34	36	59
\$75,001-\$150,000	274	19.24%	23	34	20	22	0
\$150,001-\$200,000	331	23.24%	26	28	22	36	18
\$200,001-\$250,000	211	14.82%	32	54	24	40	11
\$250,001-\$350,000	185	12.99%	36	27	37	38	22
\$350,001 and up	158	11.10%	53	44	40	57	58
Average Closed DOM			33	39	26	41	43
Total Closed Units		100%	33	216	751	407	50
Total Closed Volume			276,664,620	23.62M	125.32M	107.58M	20.15M

May 2020



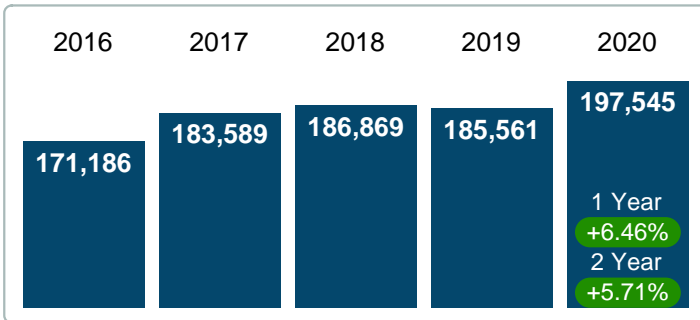
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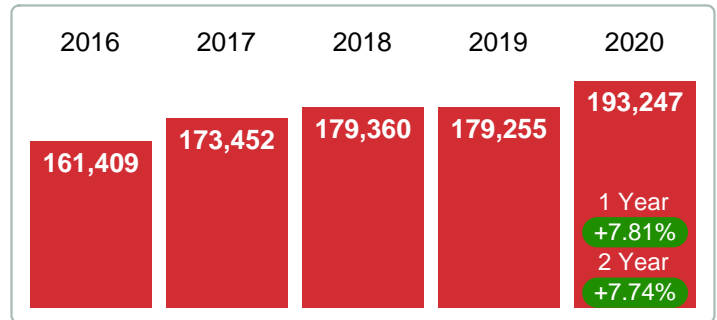
AVERAGE LIST PRICE AT CLOSING

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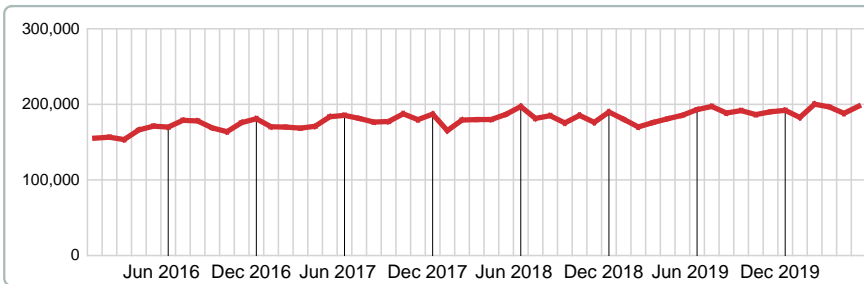
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

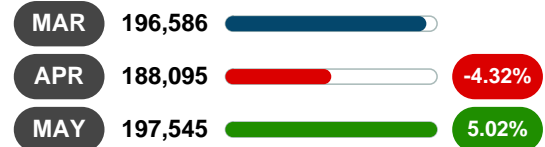


3 MONTHS

5 year MAY AVG = 184,950

High Feb 2020 200,240 Low Mar 2016 153,430

Average List Price at Closing this month at **197,545** above the 5 yr MAY average of **184,950**



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-\$75,000	259	18.19%	22,145	31,494	19,293	12,326	20,749
\$75,001-\$150,000	275	19.31%	119,791	113,825	123,121	126,096	0
\$150,001-\$200,000	333	23.38%	176,103	176,764	175,285	180,871	198,950
\$200,001-\$250,000	208	14.61%	225,656	233,460	224,755	227,247	240,300
\$250,001-\$350,000	188	13.20%	292,807	293,850	292,948	293,523	313,985
\$350,001 and up	161	11.31%	509,315	671,100	531,202	467,941	580,120
Average List Price			197,545	113,585	169,050	267,934	415,293
Total Closed Units		100%	1,424	216	751	407	50
Total Closed Volume			281,304,483	24.53M	126.96M	109.05M	20.76M

May 2020



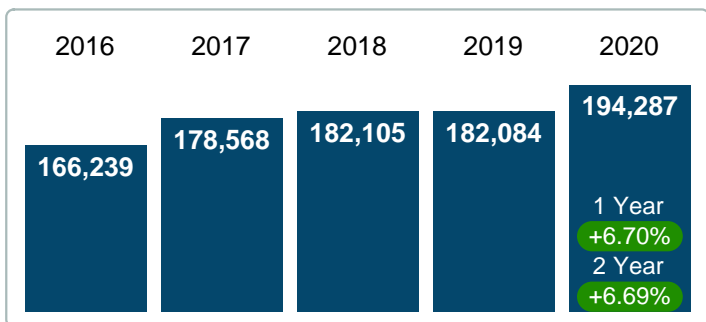
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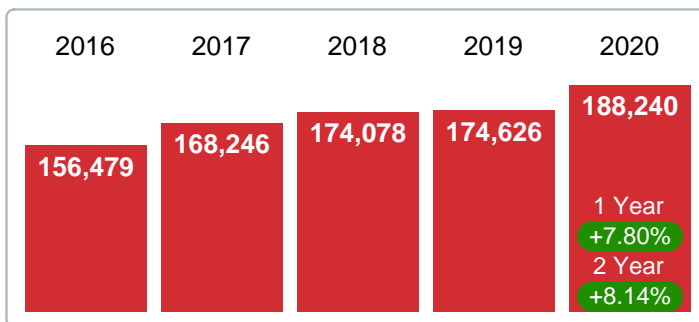
AVERAGE SOLD PRICE AT CLOSING

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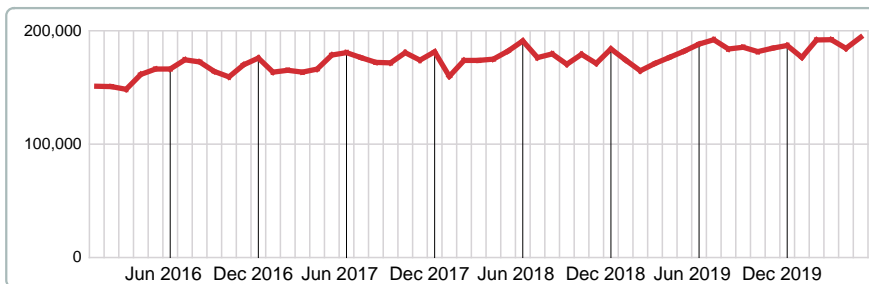
MAY



YEAR TO DATE (YTD)

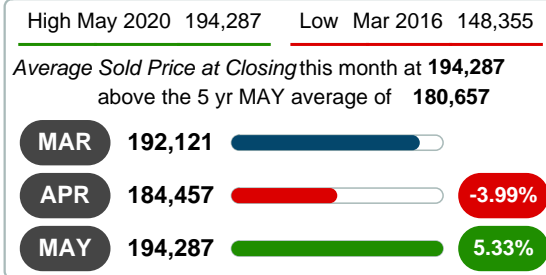


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 180,657



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-\$75,000	265	18.61%	21,821	28,422	18,203	11,606	19,749
\$75,001-\$150,000	274	19.24%	119,175	111,178	121,309	121,881	0
\$150,001-\$200,000	331	23.24%	175,474	174,236	174,020	179,844	179,375
\$200,001-\$250,000	211	14.82%	223,880	223,080	222,382	225,174	240,000
\$250,001-\$350,000	185	12.99%	291,742	283,483	290,375	290,889	309,700
\$350,001 and up	158	11.10%	499,591	647,500	517,742	458,751	561,734
Average Sold Price			194,287	109,336	166,874	264,319	402,953
Total Closed Units		100%	1,424	216	751	407	50
Total Closed Volume			276,664,620	23.62M	125.32M	107.58M	20.15M

May 2020



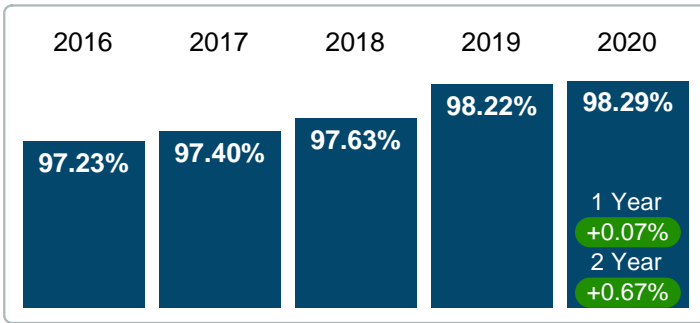
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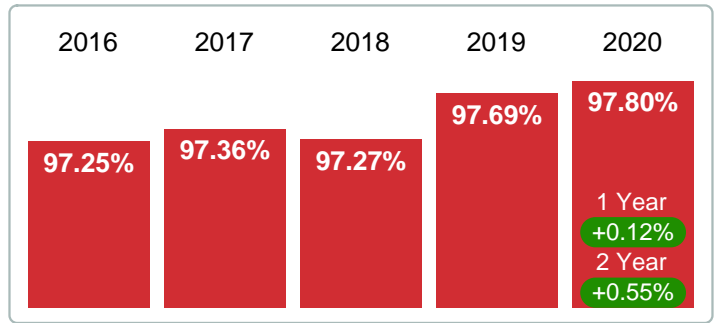
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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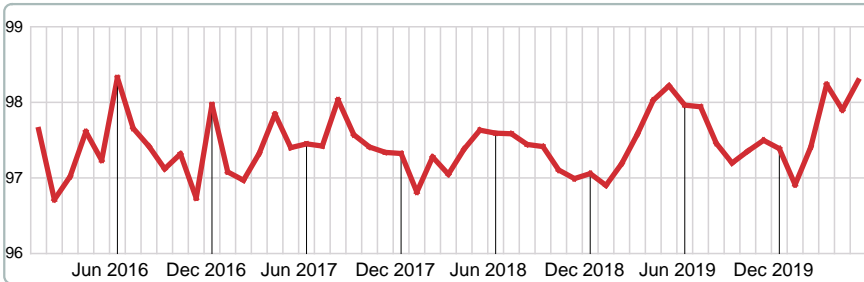
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

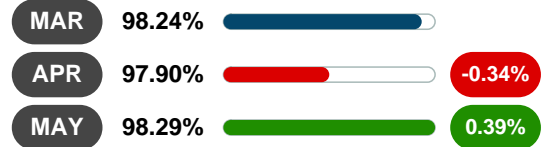


3 MONTHS

5 year MAY AVG = 97.75%

High Jun 2016 98.33% Low Feb 2016 96.71%

Average Sold/List Ratio this month at **98.29%** equal to 5 yr MAY average of **97.75%**



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-\$75,000	265	18.61%	95.88%	92.93%	97.72%	98.23%	104.56%
\$75,001-\$150,000	274	19.24%	98.48%	98.15%	98.74%	97.19%	0.00%
\$150,001-\$200,000	331	23.24%	99.27%	98.70%	99.40%	99.49%	91.66%
\$200,001-\$250,000	211	14.82%	99.02%	95.82%	99.06%	99.12%	99.87%
\$250,001-\$350,000	185	12.99%	99.09%	96.68%	99.30%	99.16%	98.84%
\$350,001 and up	158	11.10%	97.98%	96.35%	97.98%	98.22%	97.76%
Average Sold/List Ratio		98.30%		95.37%	98.83%	98.84%	98.22%
Total Closed Units		1,424	100%	216	751	407	50
Total Closed Volume		276,664,620		23.62M	125.32M	107.58M	20.15M

May 2020



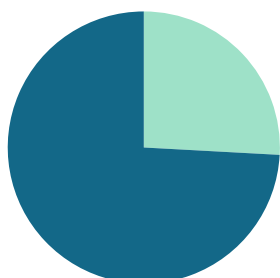
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

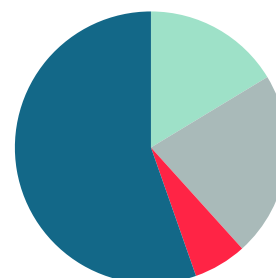


Inventory
 New Listings
2,160 = 25.86%
 Start Inventory
6,192
 Total Inventory Units
8,352
 Volume
\$2,478,118,624

Market Activity

Closed Sales
1,424 = 16.33%
 Pending Sales
1,916 = 21.98%
 Other Off Market
551 = 6.32%
 Active Inventory
4,827 = 55.37%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,788	1,424	-20.36%	7,033	6,308	-10.31%
Pending Sales	1,510	1,916	26.89%	7,466	7,261	-2.75%
New Listings	2,461	2,160	-12.23%	12,111	10,609	-12.40%
Average List Price	185,561	197,545	6.46%	179,255	193,247	7.81%
Average Sale Price	182,084	194,287	6.70%	174,626	188,240	7.80%
Average Percent of Selling Price to List Price	98.22%	98.29%	0.07%	97.69%	97.80%	0.12%
Average Days on Market to Sale	38.73	32.93	-14.97%	45.04	38.94	-13.55%
Monthly Inventory	7,788	4,827	-38.02%	7,788	4,827	-38.02%
Months Supply of Inventory	5.53	3.45	-37.69%	5.53	3.45	-37.69%

Absorption: Last 12 months, an Average of **1,401** Sales/Month

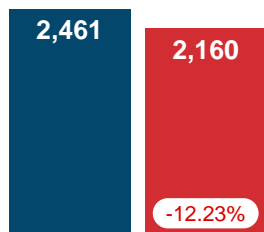
Inventory on May 31, 2020 = **4,827**

2019 **2020**

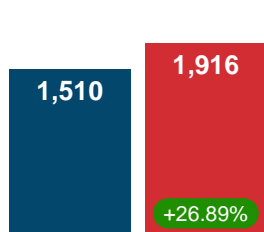
MAY MARKET

AVERAGE PRICES

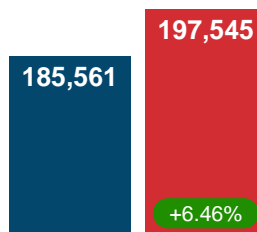
New Listings



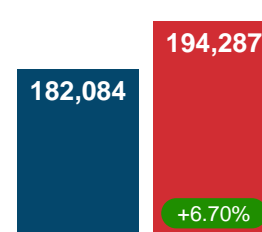
Pending Listings



List Price



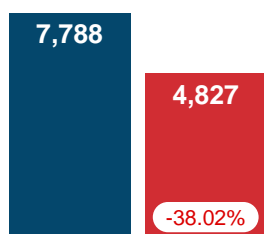
Sale Price



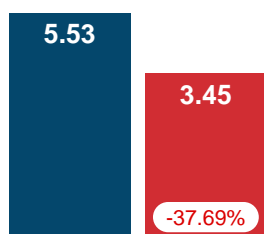
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

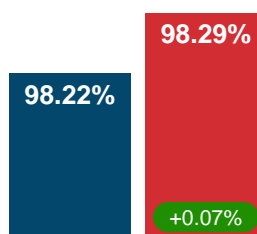
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

