

May 2020

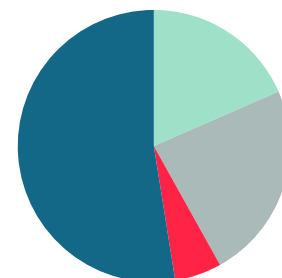
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	1,294	996	-23.03%
Pending Listings	1,035	1,267	22.42%
New Listings	1,619	1,454	-10.19%
Average List Price	187,911	201,321	7.14%
Average Sale Price	184,101	198,333	7.73%
Average Percent of Selling Price to List Price	98.07%	98.62%	0.56%
Average Days on Market to Sale	36.98	32.07	-13.27%
End of Month Inventory	4,684	2,836	-39.45%
Months Supply of Inventory	4.76	2.98	-37.47%



■ Closed (18.44%)
■ Pending (23.46%)
■ Other OffMarket (5.57%)
■ Active (52.52%)

Absorption: Last 12 months, an Average of **953** Sales/Month
Active Inventory as of May 31, 2020 = **2,836**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **39.45%** to 2,836 existing homes available for sale. Over the last 12 months this area has had an average of 953 closed sales per month. This represents an unsold inventory index of **2.98** 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 **7.73%** in May 2020 to \$198,333 versus the previous year at \$184,101.

Average Days on Market Shortens

The average number of **32.07** days that homes spent on the market before selling decreased by 4.91 days or **13.27%** in May 2020 compared to last year's same month at **36.98** 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 1,454 New Listings in May 2020, down **10.19%** from last year at 1,619. Furthermore, there were 996 Closed Listings this month versus last year at 1,294, a **-23.03%** decrease.

Closed versus Listed trends yielded a **68.5%** ratio, down from previous year's, May 2019, at **79.9%**, a **14.29%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

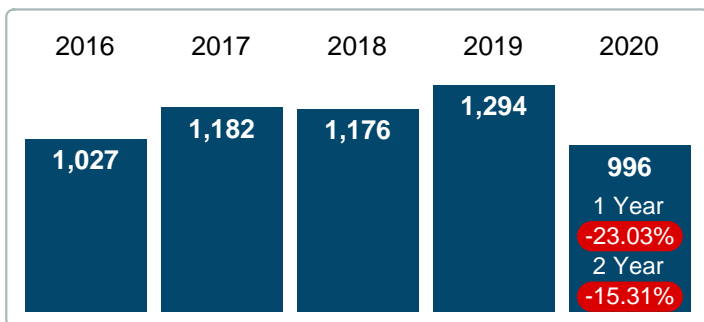
Area Delimited by County Of Tulsa



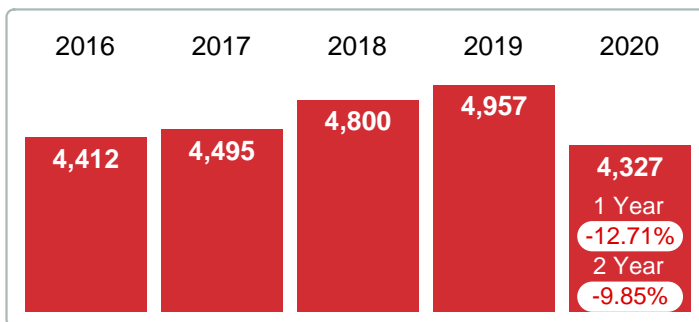
CLOSED LISTINGS

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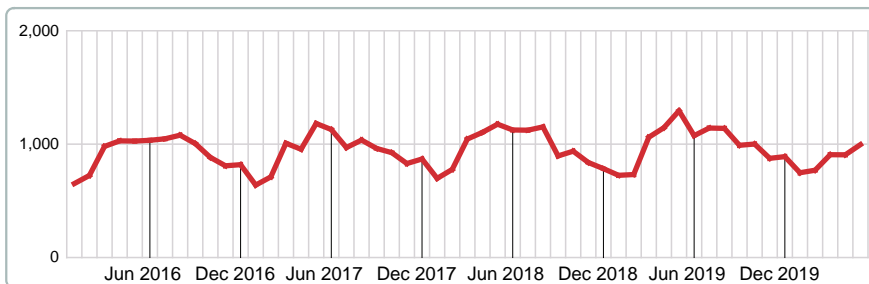
MAY



YEAR TO DATE (YTD)

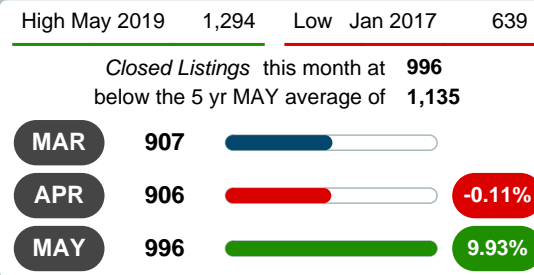


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,135



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	197	19.78%	39.0	68	102	23	4
\$75,001-\$150,000	170	17.07%	20.6	38	117	15	0
\$150,001-\$200,000	218	21.89%	20.3	19	150	45	4
\$200,001-\$250,000	145	14.56%	31.3	4	75	63	3
\$250,001-\$375,000	165	16.57%	35.0	5	51	96	13
\$375,001 and up	101	10.14%	59.5	7	19	52	23
Total Closed Units	996			141	514	294	47
Total Closed Volume	197,539,306	100%	32.1	16.36M	83.48M	78.67M	19.03M
Average Closed Price	\$198,333			\$115,994	\$162,422	\$267,579	\$404,923

May 2020



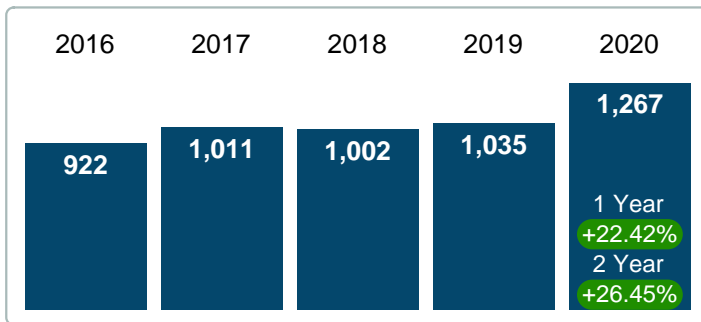
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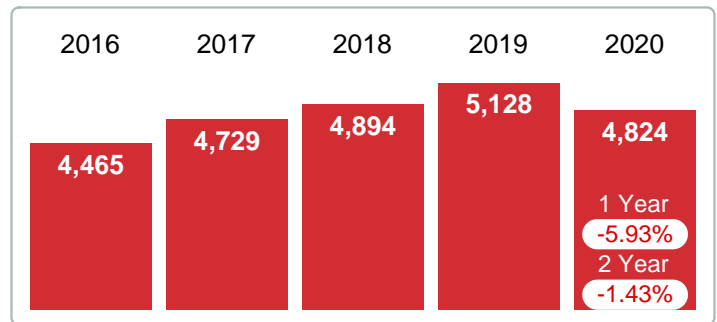
PENDING LISTINGS

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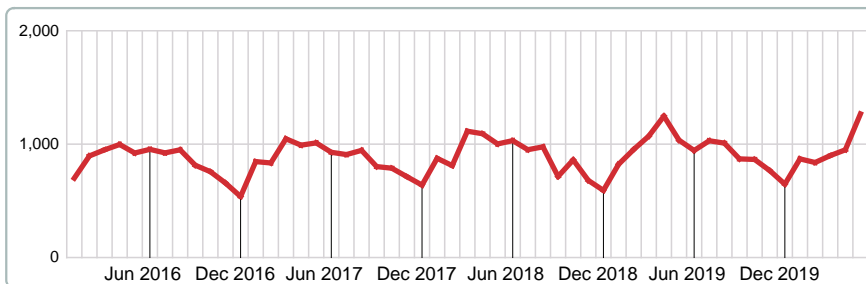
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,047

High May 2020 1,267 Low Dec 2016 538

Pending Listings this month at 1,267 above the 5 yr MAY average of 1,047



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	93	7.34%	40.3	36	53	2	2
\$50,001 - \$125,000	187	14.76%	28.3	63	113	10	1
\$125,001 - \$150,000	116	9.16%	30.5	25	84	7	0
\$150,001 - \$225,000	364	28.73%	20.3	29	229	103	3
\$225,001 - \$300,000	212	16.73%	34.4	14	71	115	12
\$300,001 - \$400,000	161	12.71%	47.8	4	42	96	19
\$400,001 and up	134	10.58%	62.2	6	20	73	35
Total Pending Units	1,267			177	612	406	72
Total Pending Volume	302,758,044	100%	36.3	31.32M	109.43M	129.80M	32.21M
Average Listing Price	\$161,388			\$176,956	\$178,804	\$319,693	\$447,413

May 2020



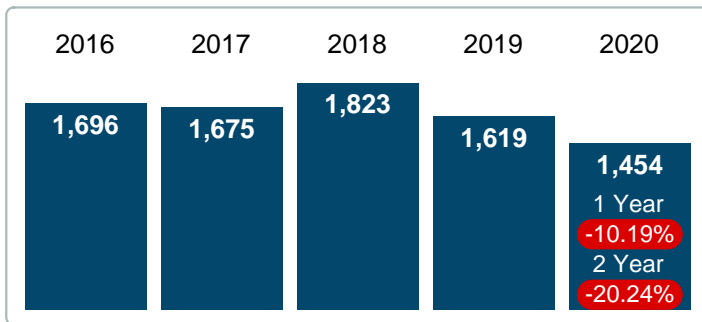
Area Delimited by County Of Tulsa



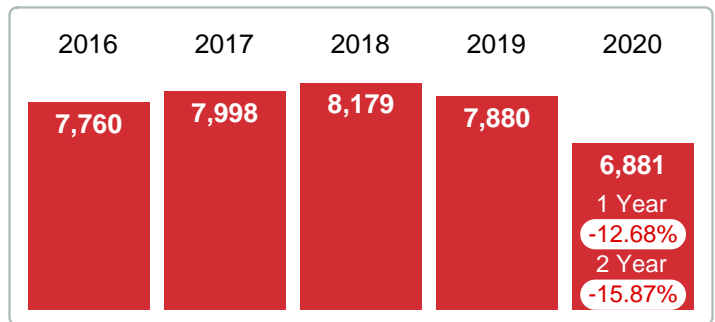
NEW LISTINGS

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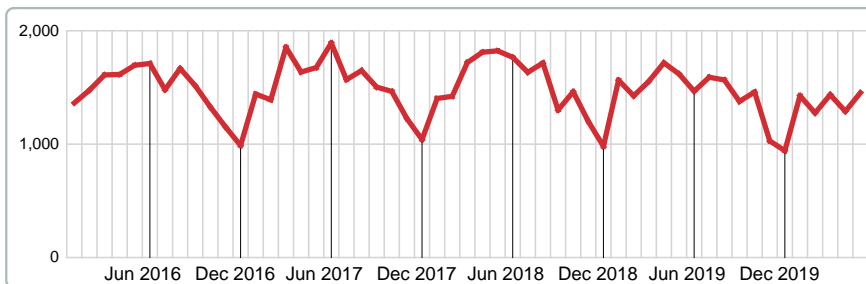
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,653

High Jun 2017 1,892 Low Dec 2019 942

New Listings this month at 1,454 below the 5 yr MAY average of 1,653



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	136	9.35%	43	68	23	2
\$40,001 - \$120,000	185	12.72%	94	78	13	0
\$120,001 - \$170,000	221	15.20%	32	160	28	1
\$170,001 - \$250,000	366	25.17%	37	197	125	7
\$250,001 - \$340,000	212	14.58%	9	71	112	20
\$340,001 - \$570,000	188	12.93%	10	37	108	33
\$570,001 and up	146	10.04%	24	29	54	39
Total New Listed Units	1,454		249	640	463	102
Total New Listed Volume	427,014,195	100%	72.38M	137.15M	156.57M	60.92M
Average New Listed Listing Price	\$147,098		\$290,682	\$214,290	\$338,171	\$597,211

May 2020



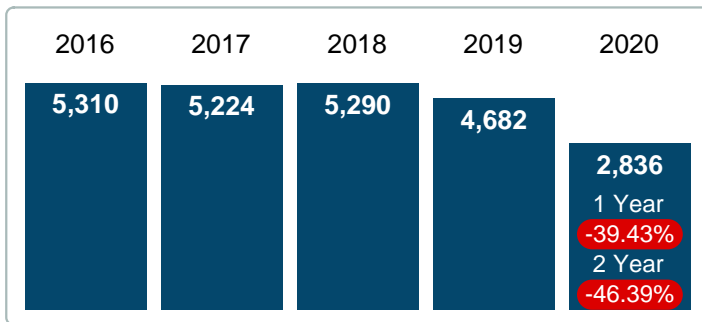
Area Delimited by County Of Tulsa



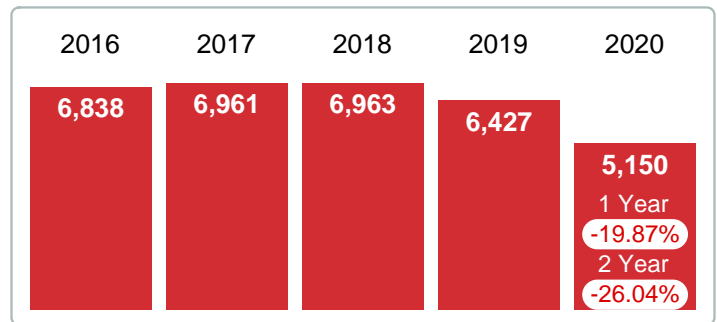
ACTIVE INVENTORY

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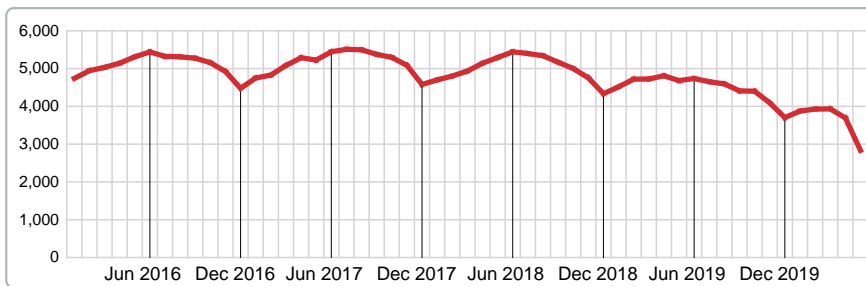
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

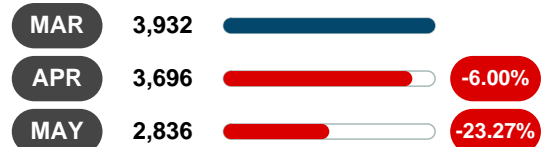


3 MONTHS

5 year MAY AVG = 4,668

High Jul 2017 5,509 Low May 2020 2,836

Inventory this month at **2,836**
below the 5 yr MAY average of **4,668**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	228	8.04%	88.2	134	75	15	4
\$50,001 - \$125,000	384	13.54%	84.7	254	102	27	1
\$125,001 - \$175,000	304	10.72%	71.1	154	122	26	2
\$175,001 - \$325,000	784	27.64%	62.3	139	309	300	36
\$325,001 - \$475,000	497	17.52%	76.2	67	133	228	69
\$475,001 - \$825,000	354	12.48%	74.7	68	45	147	94
\$825,001 and up	285	10.05%	97.4	129	25	63	68
Total Active Inventory by Units	2,836			945	811	806	274
Total Active Inventory by Volume	1,144,669,365	100%	75.9	393.16M	216.63M	337.63M	197.25M
Average Active Inventory Listing Price	\$403,621			\$416,041	\$267,110	\$418,896	\$719,906

May 2020



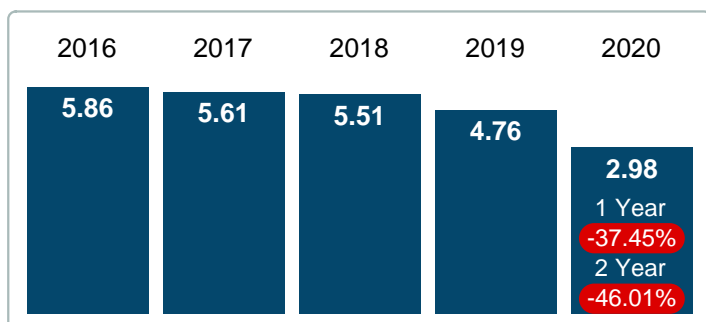
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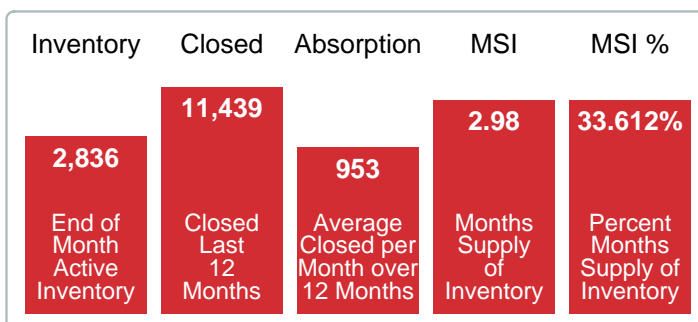
MONTHS SUPPLY of INVENTORY (MSI)

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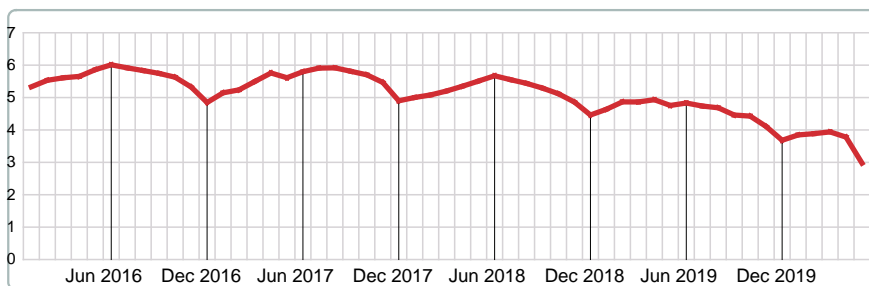
MSI FOR MAY



INDICATORS FOR MAY 2020

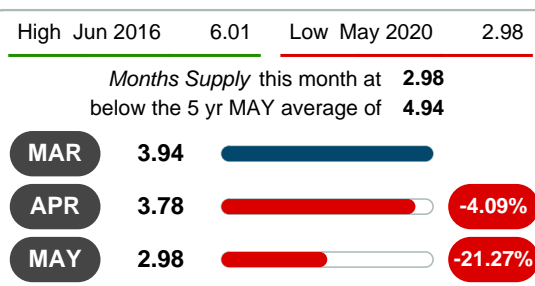


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 4.94



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
\$50,000 and less	228	8.04%	1.41	2.42	0.90	0.73	1.66
\$50,001 - \$125,000	384	13.54%	2.45	5.63	1.01	2.75	1.33
\$125,001 - \$175,000	304	10.72%	1.55	8.03	0.82	1.00	0.96
\$175,001 - \$325,000	784	27.64%	2.48	7.65	2.08	2.23	2.43
\$325,001 - \$475,000	497	17.52%	6.07	20.10	6.54	4.80	6.47
\$475,001 - \$825,000	354	12.48%	10.70	37.09	7.40	8.60	11.63
\$825,001 and up	285	10.05%	34.20	119.08	33.33	19.89	20.40
Market Supply of Inventory (MSI)			2.98	6.56	1.59	3.12	6.50
Total Active Inventory by Units		100%	2,836	945	811	806	274

May 2020

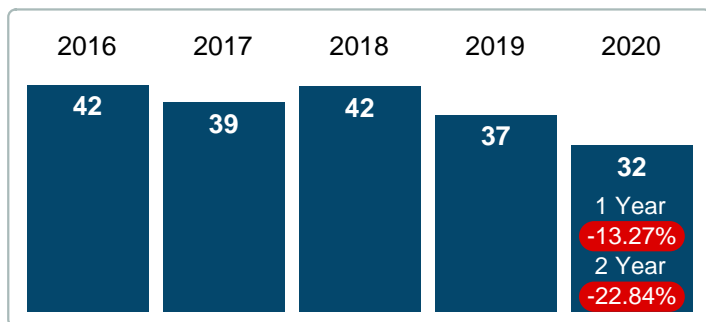
Area Delimited by County Of Tulsa



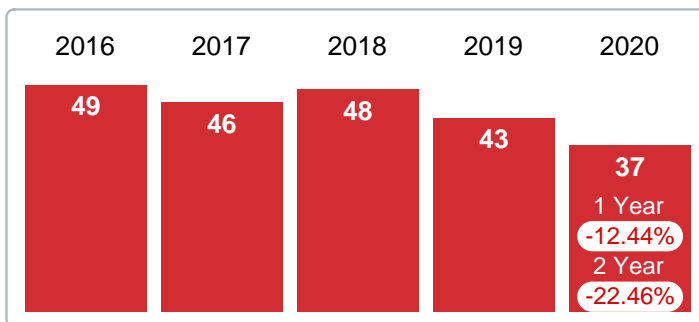
AVERAGE DAYS ON MARKET TO SALE

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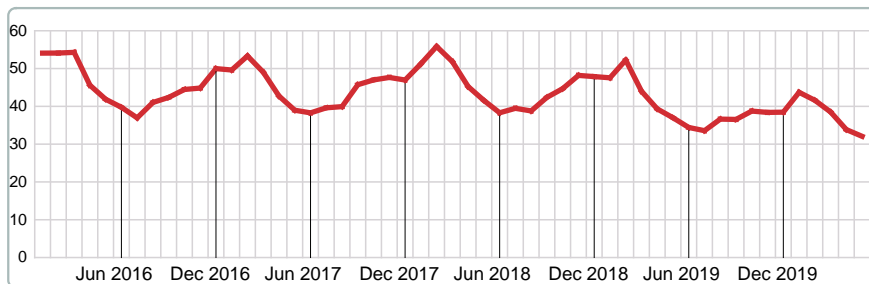
MAY



YEAR TO DATE (YTD)

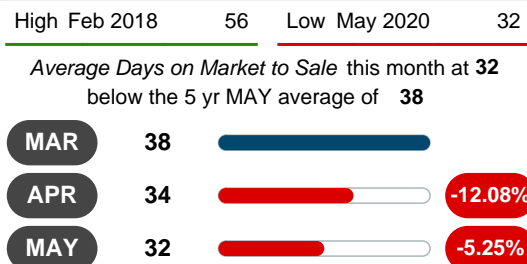


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 38



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	197	19.78%	39	45	34	41	59
\$75,001-\$150,000	170	17.07%	21	33	18	11	0
\$150,001-\$200,000	218	21.89%	20	31	17	27	18
\$200,001-\$250,000	145	14.56%	31	65	27	36	11
\$250,001-\$375,000	165	16.57%	35	16	34	38	23
\$375,001 and up	101	10.14%	59	26	40	70	63
Average Closed DOM			32	39	24	40	44
Total Closed Units		100%	32	141	514	294	47
Total Closed Volume			197,539,306	16.36M	83.48M	78.67M	19.03M

May 2020



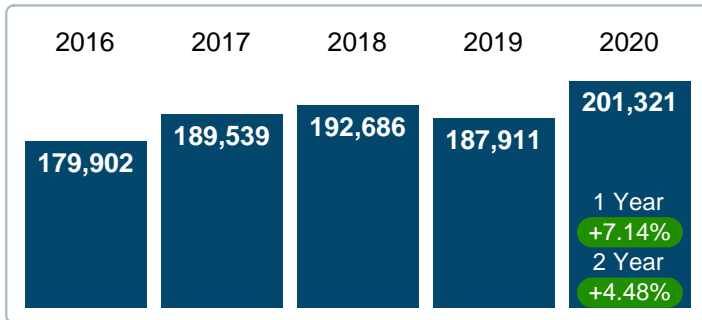
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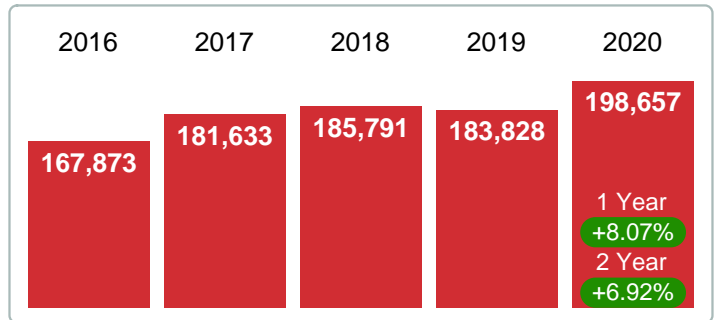
AVERAGE LIST PRICE AT CLOSING

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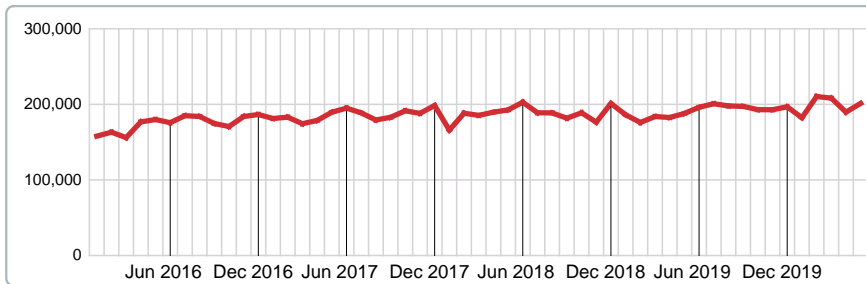
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

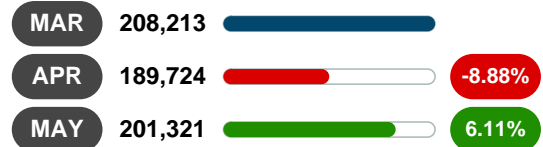


3 MONTHS

5 year MAY AVG = 190,272

High Feb 2020 210,352 Low Mar 2016 156,012

Average List Price at Closing this month at **201,321**
 above the 5 yr MAY average of **190,272**



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	194	19.48%	17,322	25,796	14,577	13,770	20,749
\$75,001-\$150,000	170	17.07%	120,805	119,881	122,286	128,293	0
\$150,001-\$200,000	219	21.99%	175,687	176,163	174,698	180,355	198,950
\$200,001-\$250,000	142	14.26%	226,307	238,100	225,797	227,903	240,300
\$250,001-\$375,000	165	16.57%	300,383	282,560	298,671	305,665	321,454
\$375,001 and up	106	10.64%	532,490	677,571	540,711	492,852	601,967
Average List Price			201,321	118,900	164,279	271,045	417,528
Total Closed Units		100%	996	141	514	294	47
Total Closed Volume			200,515,299	16.76M	84.44M	79.69M	19.62M

May 2020



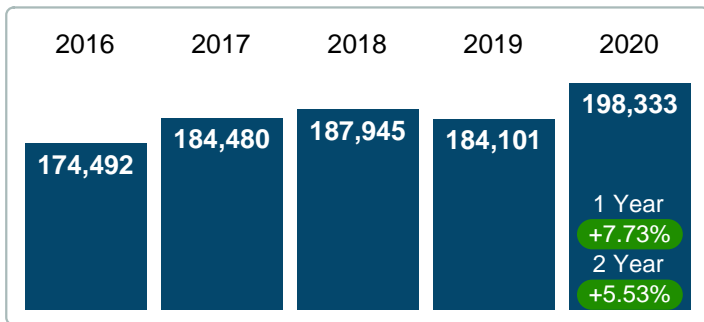
Area Delimited by County Of Tulsa



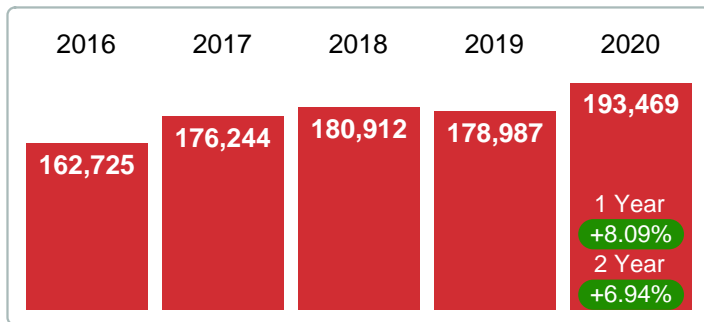
AVERAGE SOLD PRICE AT CLOSING

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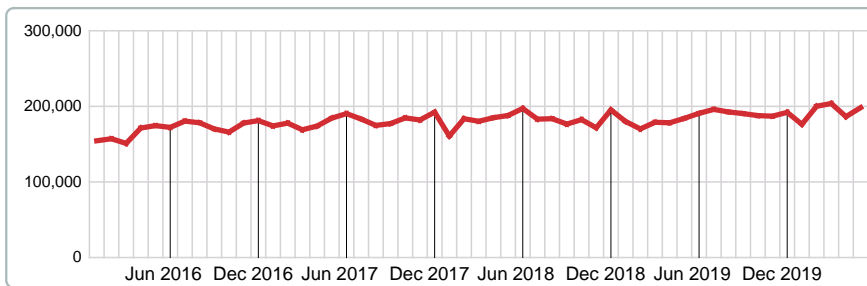
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

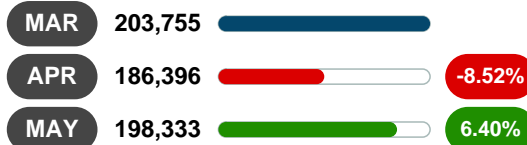


3 MONTHS

5 year MAY AVG = 185,870

High Mar 2020 203,755 Low Mar 2016 150,981

Average Sold Price at Closing this month at **198,333** above the 5 yr MAY average of **185,870**



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	197	19.78%	17,370	23,654	14,082	12,956	19,749
\$75,001-\$150,000	170	17.07%	120,579	117,425	121,079	124,667	0
\$150,001-\$200,000	218	21.89%	174,756	173,263	173,422	179,424	179,375
\$200,001-\$250,000	145	14.56%	225,036	224,875	223,529	226,128	240,000
\$250,001-\$375,000	165	16.57%	301,482	276,600	297,395	302,643	318,515
\$375,001 and up	101	10.14%	526,212	672,857	523,001	483,196	581,486
Average Sold Price	198,333			115,994	162,422	267,579	404,923
Total Closed Units	996	100%	198,333	141	514	294	47
Total Closed Volume	197,539,306			16.36M	83.48M	78.67M	19.03M

May 2020



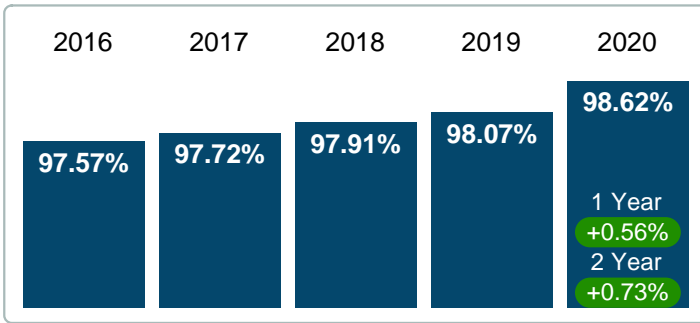
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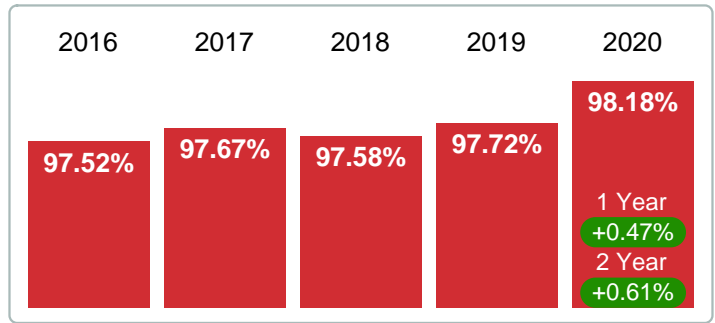
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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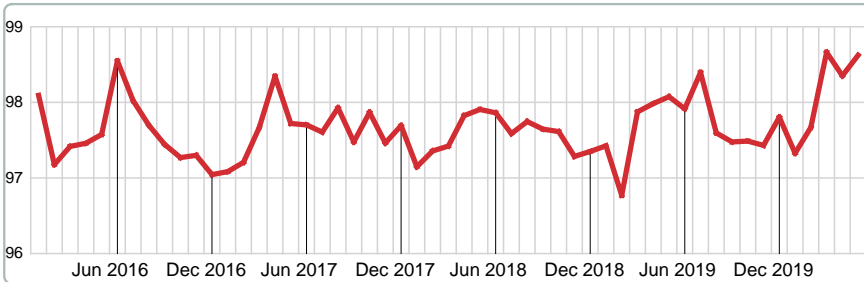
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

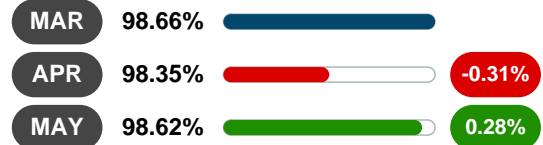


3 MONTHS

5 year MAY AVG = 97.98%

High Mar 2020 98.66% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **98.62%** above the 5 yr MAY average of **97.98%**



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	197	19.78%	97.21%	94.71%	98.41%	98.00%	104.56%
\$75,001-\$150,000	170	17.07%	98.95%	98.24%	99.30%	98.04%	0.00%
\$150,001-\$200,000	218	21.89%	99.17%	98.47%	99.34%	99.56%	91.66%
\$200,001-\$250,000	145	14.56%	99.07%	94.65%	99.12%	99.27%	99.87%
\$250,001-\$375,000	165	16.57%	99.29%	97.95%	99.79%	99.10%	99.24%
\$375,001 and up	101	10.14%	97.93%	99.32%	97.24%	98.18%	97.50%
Average Sold/List Ratio		98.60%		96.51%	99.08%	98.90%	98.23%
Total Closed Units		996	100%	141	514	294	47
Total Closed Volume		197,539,306		16.36M	83.48M	78.67M	19.03M

May 2020

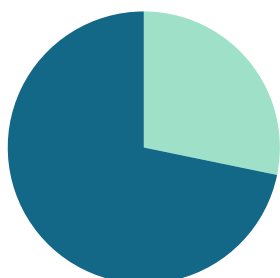
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

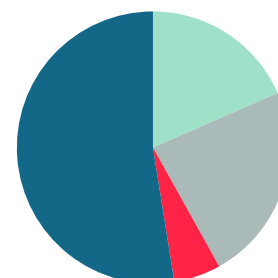


Inventory
 New Listings
1,454 = 28.23%
 Start Inventory
3,696
 Total Inventory Units
5,150
 Volume
\$1,734,211,805

Market Activity

Closed Sales
996 = 18.44%
 Pending Sales
1,267 = 23.46%
 Other Off Market
301 = 5.57%
 Active Inventory
2,836 = 52.52%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,294	996	-23.03%	4,957	4,327	-12.71%
Pending Sales	1,035	1,267	22.42%	5,128	4,824	-5.93%
New Listings	1,619	1,454	-10.19%	7,880	6,881	-12.68%
Average List Price	187,911	201,321	7.14%	183,828	198,657	8.07%
Average Sale Price	184,101	198,333	7.73%	178,987	193,469	8.09%
Average Percent of Selling Price to List Price	98.07%	98.62%	0.56%	97.72%	98.18%	0.47%
Average Days on Market to Sale	36.98	32.07	-13.27%	42.83	37.50	-12.44%
Monthly Inventory	4,684	2,836	-39.45%	4,684	2,836	-39.45%
Months Supply of Inventory	4.76	2.98	-37.47%	4.76	2.98	-37.47%

Absorption: Last 12 months, an Average of **953** Sales/Month

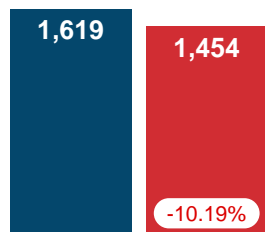
Inventory on May 31, 2020 = **2,836**

2019 **2020**

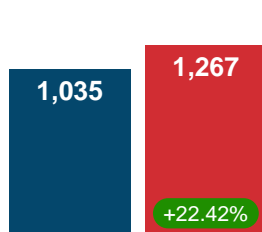
MAY MARKET

AVERAGE PRICES

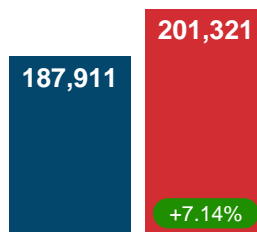
New Listings



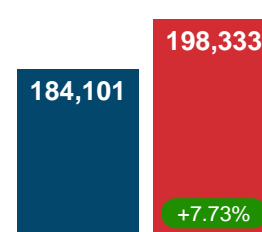
Pending Listings



List Price



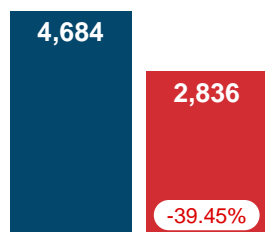
Sale Price



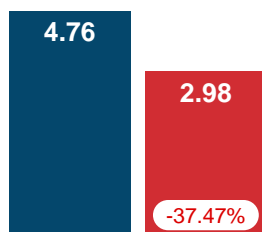
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

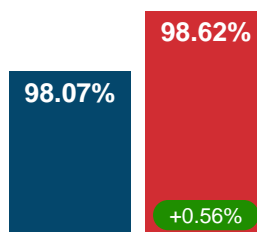
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

