

October 2020



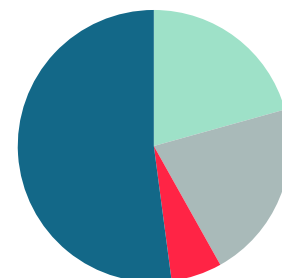
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	1,496	1,755	17.31%
Pending Listings	1,331	1,799	35.16%
New Listings	2,337	2,120	-9.29%
Average List Price	186,810	241,661	29.36%
Average Sale Price	182,042	236,815	30.09%
Average Percent of Selling Price to List Price	97.48%	98.25%	0.80%
Average Days on Market to Sale	39.46	27.68	-29.84%
End of Month Inventory	7,375	4,421	-40.05%
Months Supply of Inventory	5.08	3.04	-40.25%



■ Closed (20.68%)
■ Pending (21.20%)
■ Other OffMarket (6.03%)
■ Active (52.09%)

Absorption: Last 12 months, an Average of **1,456** Sales/Month
Active Inventory as of October 31, 2020 = **4,421**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **40.05%** to 4,421 existing homes available for sale. Over the last 12 months this area has had an average of 1,456 closed sales per month. This represents an unsold inventory index of **3.04** 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 **30.09%** in October 2020 to \$236,815 versus the previous year at \$182,042.

Average Days on Market Shortens

The average number of **27.68** days that homes spent on the market before selling decreased by 11.77 days or **29.84%** in October 2020 compared to last year's same month at **39.46** DOM.

Sales Success for October 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 2,120 New Listings in October 2020, down **9.29%** from last year at 2,337. Furthermore, there were 1,755 Closed Listings this month versus last year at 1,496, a **17.31%** increase.

Closed versus Listed trends yielded a **82.8%** ratio, up from previous year's, October 2019, at **64.0%**, a **29.32%** 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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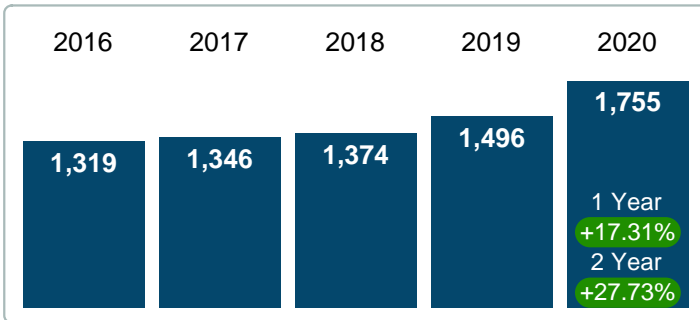
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



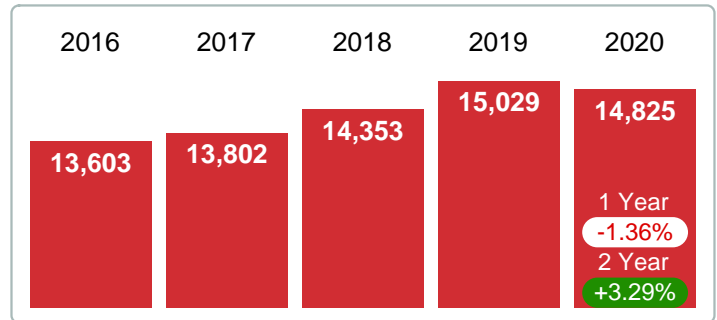
CLOSED LISTINGS

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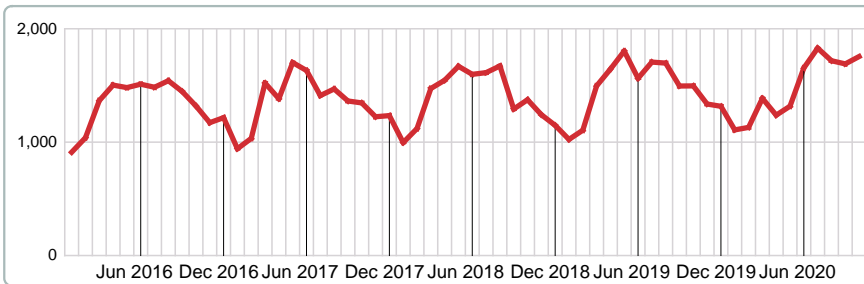
OCTOBER



YEAR TO DATE (YTD)

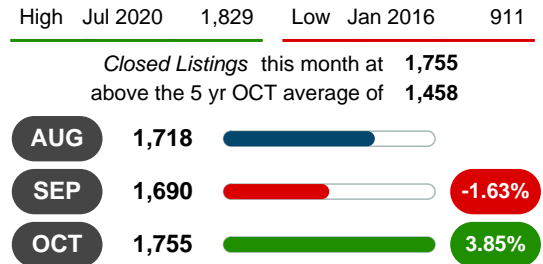


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,458



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	160	9.12%	36.1	111	44	4	1
\$75,001 - \$125,000	180	10.26%	25.2	64	105	9	2
\$125,001 - \$150,000	162	9.23%	16.3	24	129	9	0
\$150,001 - \$225,000	520	29.63%	18.4	33	356	121	10
\$225,001 - \$300,000	324	18.46%	25.1	18	159	136	11
\$300,001 - \$400,000	226	12.88%	35.8	12	73	125	16
\$400,001 and up	183	10.43%	53.6	10	33	100	40
Total Closed Units	1,755			272	899	504	80
Total Closed Volume	415,610,379	100%	27.7	36.31M	180.33M	163.00M	35.97M
Average Closed Price	\$236,815			\$133,497	\$200,594	\$323,404	\$449,624

October 2020



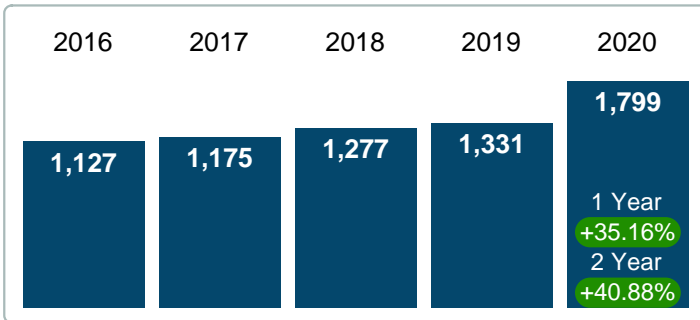
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



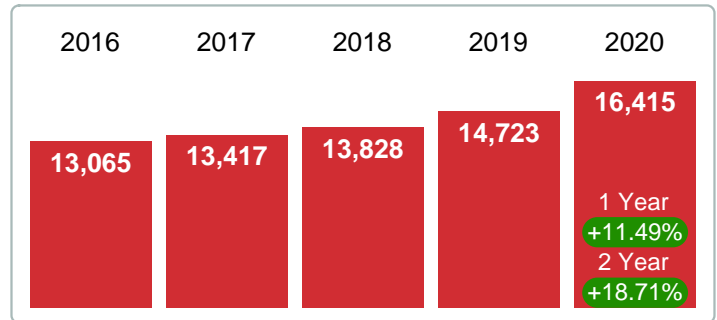
PENDING LISTINGS

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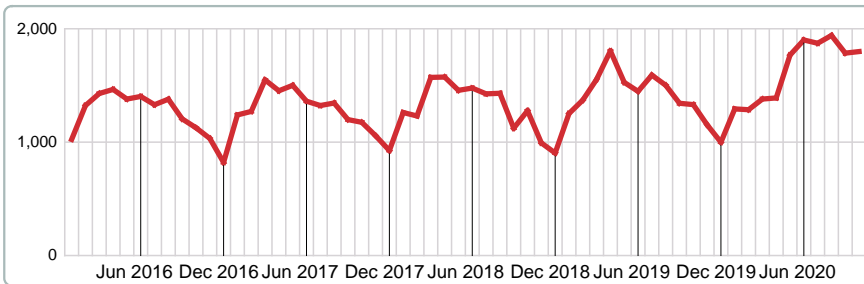
OCTOBER



YEAR TO DATE (YTD)

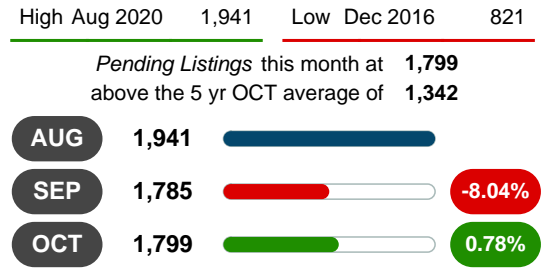


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,342



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	152	8.45%	42.7	85	50	17	0
\$50,001 - \$100,000	192	10.67%	38.3	93	82	16	1
\$100,001 - \$150,000	275	15.29%	20.1	47	206	21	1
\$150,001 - \$225,000	478	26.57%	23.5	36	334	98	10
\$225,001 - \$300,000	292	16.23%	33.3	25	129	120	18
\$300,001 - \$400,000	205	11.40%	38.4	9	68	108	20
\$400,001 and up	205	11.40%	44.3	21	39	106	39
Total Pending Units	1,799			316	908	486	89
Total Pending Volume	428,300,180	100%	21.0	53.81M	175.82M	155.78M	42.89M
Average Listing Price	\$239,489			\$170,277	\$193,637	\$320,536	\$481,904

October 2020



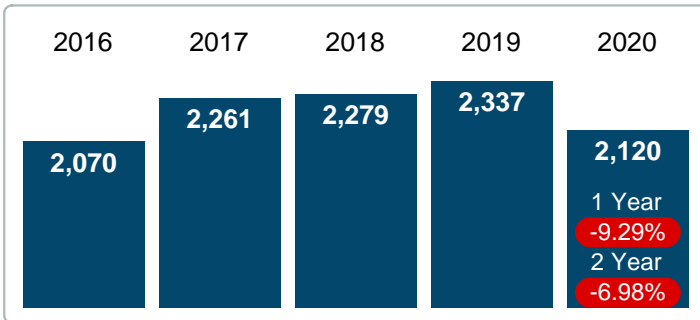
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



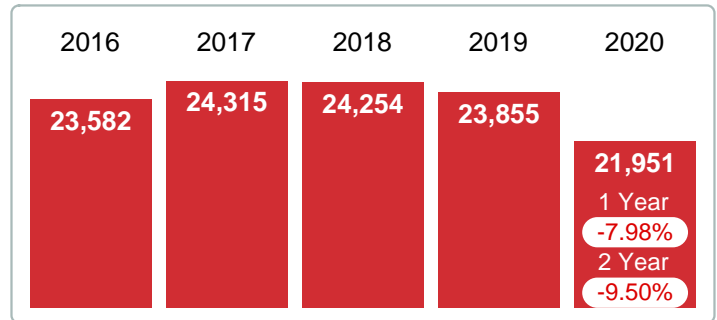
NEW LISTINGS

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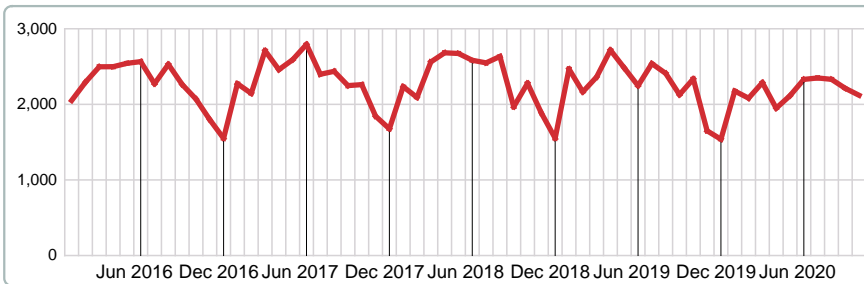
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

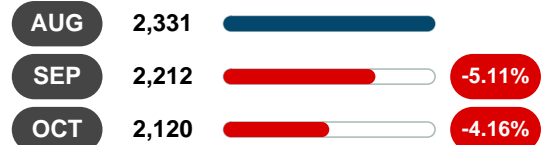


3 MONTHS

5 year OCT AVG = 2,213

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

New Listings this month at 2,120
below the 5 yr OCT average of 2,213



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	194	9.15%	75	92	25	2
\$25,001 - \$100,000	271	12.78%	163	91	16	1
\$100,001 - \$150,000	310	14.62%	84	205	19	2
\$150,001 - \$225,000	495	23.35%	62	340	87	6
\$225,001 - \$325,000	381	17.97%	36	154	169	22
\$325,001 - \$475,000	256	12.08%	19	65	150	22
\$475,001 and up	213	10.05%	52	32	72	57
Total New Listed Units	2,120		491	979	538	112
Total New Listed Volume	568,372,893	100%	112.75M	189.25M	186.98M	79.39M
Average New Listed Listing Price	\$281,623		\$229,624	\$193,310	\$347,555	\$708,858

October 2020



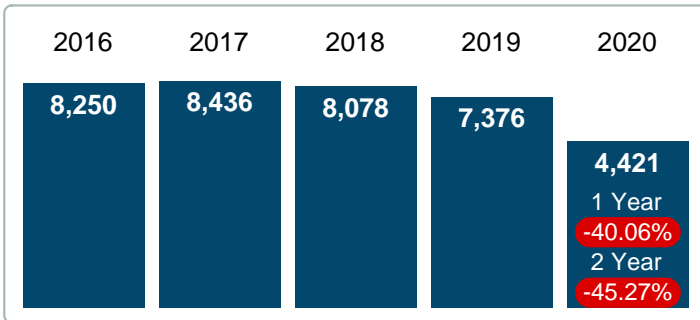
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



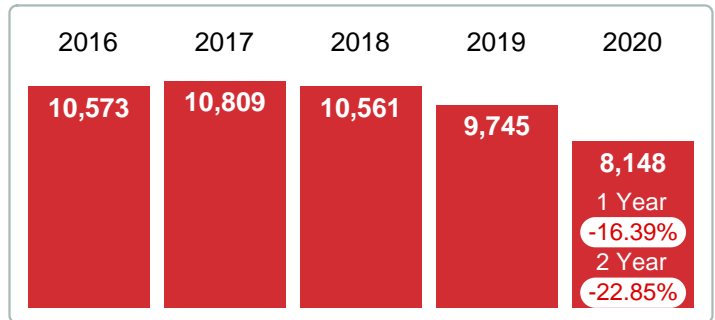
ACTIVE INVENTORY

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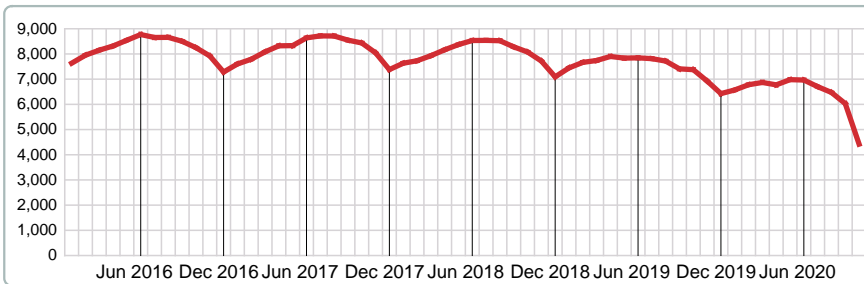
END OF OCTOBER



ACTIVE DURING OCTOBER

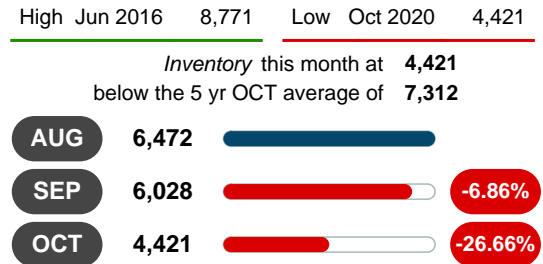


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 7,312



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-\$25,000	769	17.39%	118.5	310	361	83	15
\$25,001-\$125,000	903	20.43%	89.7	650	210	38	5
\$125,001-\$250,000	991	22.42%	65.2	333	486	153	19
\$250,001-\$375,000	657	14.86%	71.9	142	192	268	55
\$375,001-\$725,000	655	14.82%	84.9	170	106	266	113
\$725,001 and up	446	10.09%	112.3	220	38	90	98
Total Active Inventory by Units			4,421	1,825	1,393	898	305
Total Active Inventory by Volume			1,460,446,772	608.80M	261.80M	358.62M	231.22M
Average Active Inventory Listing Price			\$330,343	\$333,588	\$187,943	\$399,356	\$758,103

October 2020



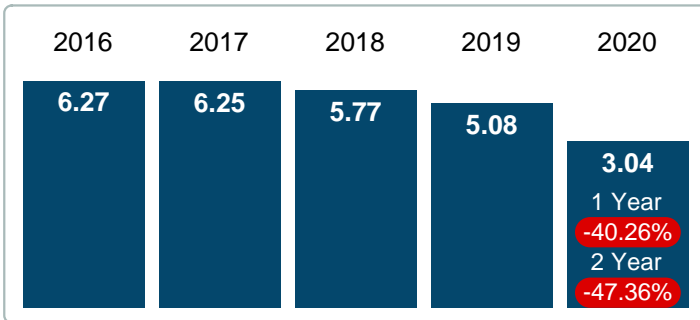
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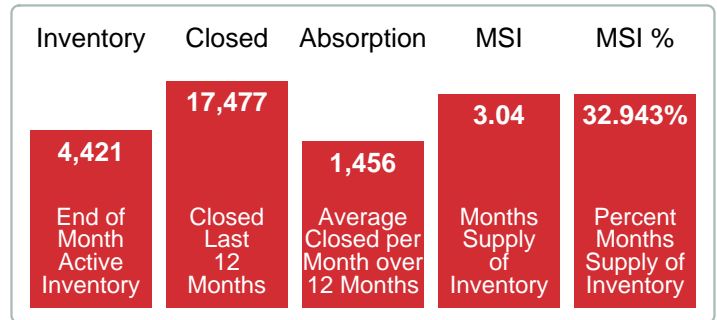
MONTHS SUPPLY of INVENTORY (MSI)

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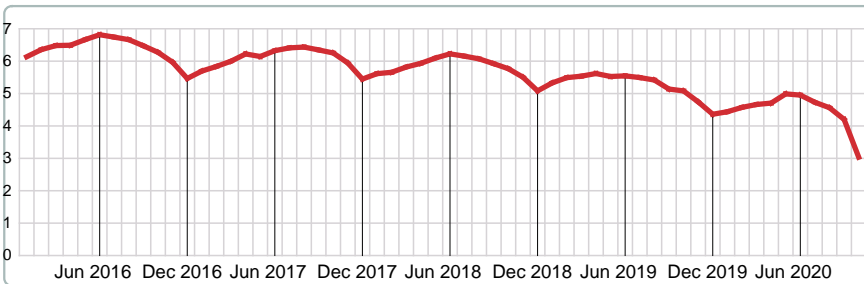
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

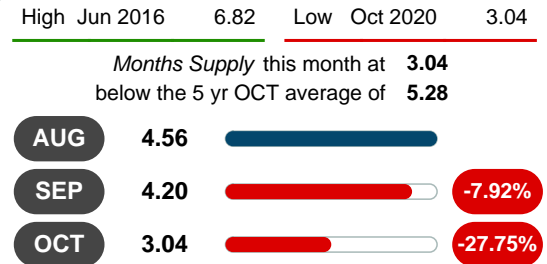


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.28



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-\$25,000	769	17.39%	9.05	8.29	9.28	10.06	36.00
\$25,001-\$125,000	903	20.43%	2.97	4.98	1.39	1.86	2.73
\$125,001-\$250,000	991	22.42%	1.50	5.94	1.13	0.94	1.73
\$250,001-\$375,000	657	14.86%	2.60	11.75	2.10	2.09	2.53
\$375,001-\$725,000	655	14.82%	4.86	25.19	4.27	3.50	4.19
\$725,001 and up	446	10.09%	22.58	88.00	24.00	10.29	14.17
Market Supply of Inventory (MSI)	3.04			7.44	1.89	2.22	4.43
Total Active Inventory by Units	4,421	100%	3.04	1,825	1,393	898	305

October 2020



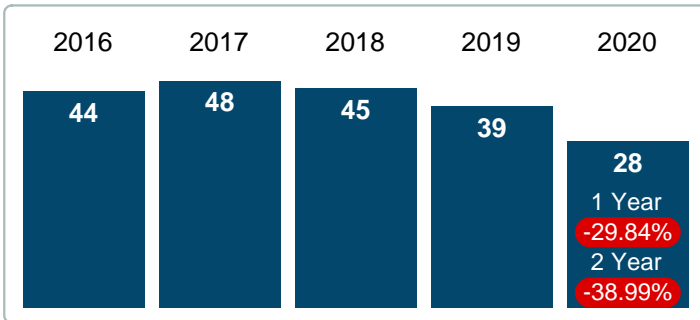
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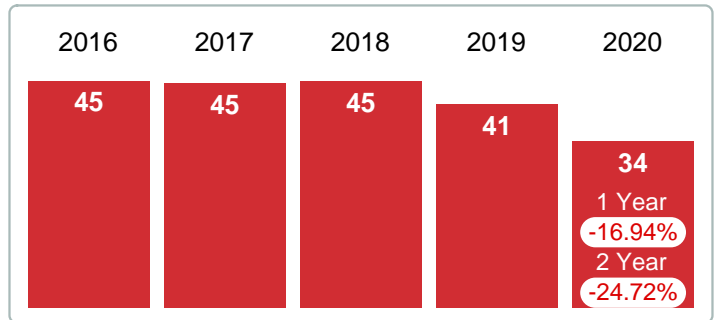
AVERAGE DAYS ON MARKET TO SALE

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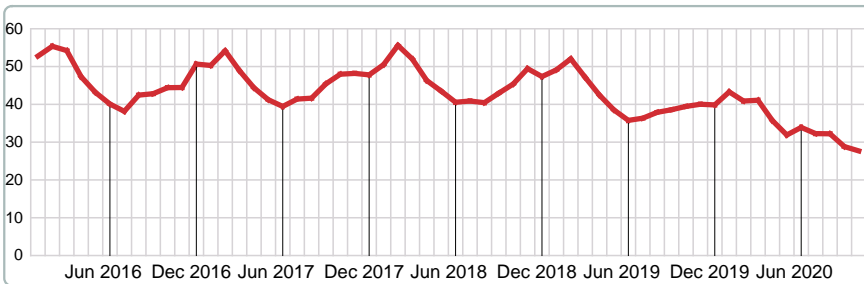
OCTOBER



YEAR TO DATE (YTD)

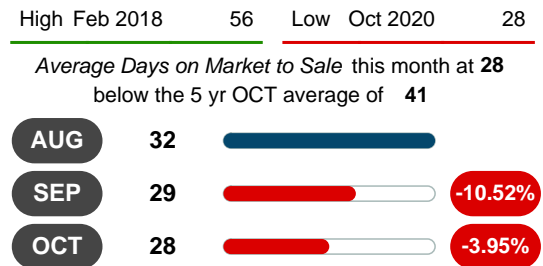


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 41



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	9.12%	36	42	23	18	7
\$75,001 - \$125,000	10.26%	25	40	17	18	38
\$125,001 - \$150,000	9.23%	16	33	13	12	0
\$150,001 - \$225,000	29.63%	18	42	15	21	19
\$225,001 - \$300,000	18.46%	25	36	24	23	41
\$300,001 - \$400,000	12.88%	36	40	34	36	36
\$400,001 and up	10.43%	54	54	39	58	56
Average Closed DOM		28	41	20	32	44
Total Closed Units	100%	28	272	899	504	80
Total Closed Volume		415,610,379	36.31M	180.33M	163.00M	35.97M

October 2020



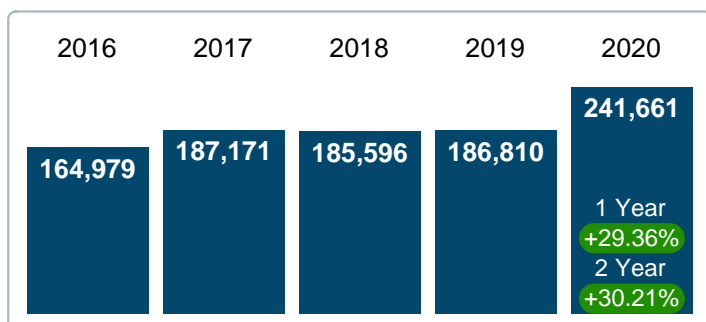
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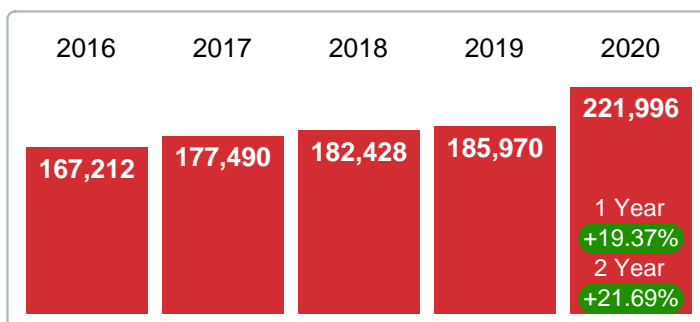
AVERAGE LIST PRICE AT CLOSING

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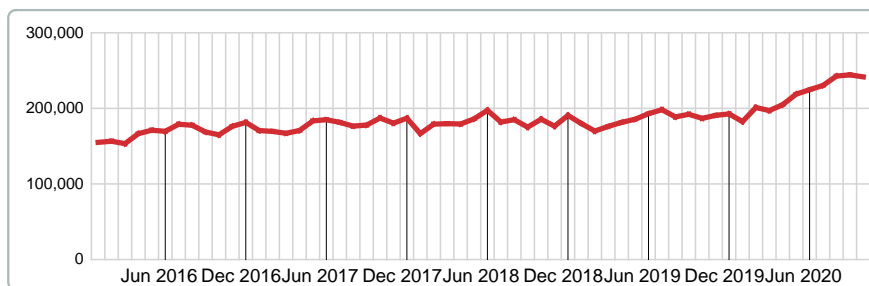
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 193,243

High Sep 2020 244,291 Low Mar 2016 153,323

Average List Price at Closing this month at **241,661**
above the 5 yr OCT average of **193,243**

AUG	242,687	<div style="width: 80%;"></div>
SEP	244,291	<div style="width: 100%;"></div> 0.66%
OCT	241,661	<div style="width: 90%;"></div> -1.08%

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 149	8.49%	49,471	49,706	59,084	40,750	30,000
\$75,001 - \$125,000 184	10.48%	102,341	104,605	105,565	105,378	142,400
\$125,001 - \$150,000 172	9.80%	140,163	144,189	140,191	143,189	0
\$150,001 - \$225,000 517	29.46%	186,987	189,418	182,829	197,022	194,680
\$225,001 - \$300,000 315	17.95%	260,060	270,233	262,097	260,775	279,964
\$300,001 - \$400,000 226	12.88%	348,833	420,708	349,266	350,638	349,559
\$400,001 and up 192	10.94%	606,138	692,880	563,066	603,327	648,562
Average List Price		241,661	142,518	203,122	329,102	460,958
Total Closed Units		1,755	272	899	504	80
Total Closed Volume		424,115,928	38.76M	182.61M	165.87M	36.88M

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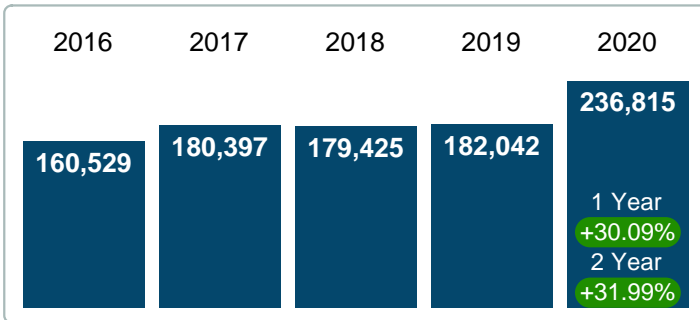
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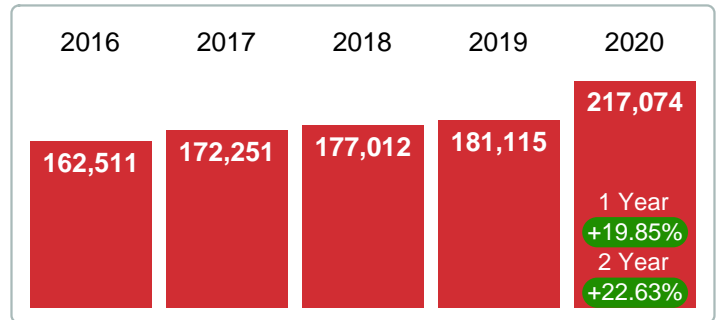
AVERAGE SOLD PRICE AT CLOSING

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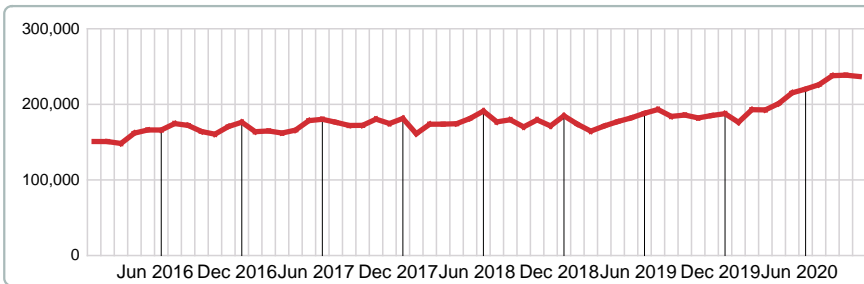
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

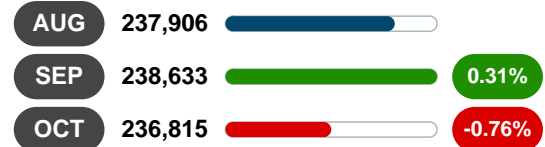


3 MONTHS

5 year OCT AVG = 187,841

High Sep 2020 238,633 Low Mar 2016 148,268

Average Sold Price at Closing this month at **236,815** above the 5 yr OCT average of **187,841**



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	9.12%	48,167	46,229	54,407	37,875	30,000
\$75,001 - \$125,000	10.26%	102,641	100,458	103,693	103,722	112,450
\$125,001 - \$150,000	9.23%	139,585	139,388	139,570	140,339	0
\$150,001 - \$225,000	29.63%	185,522	181,824	182,261	195,563	192,292
\$225,001 - \$300,000	18.46%	257,998	249,749	257,186	258,995	270,912
\$300,001 - \$400,000	12.88%	346,953	365,833	345,024	346,817	342,657
\$400,001 and up	10.43%	592,029	651,950	547,977	584,090	633,238
Average Sold Price		236,815	133,497	200,594	323,404	449,624
Total Closed Units	100%	236,815	272	899	504	80
Total Closed Volume		415,610,379	36.31M	180.33M	163.00M	35.97M

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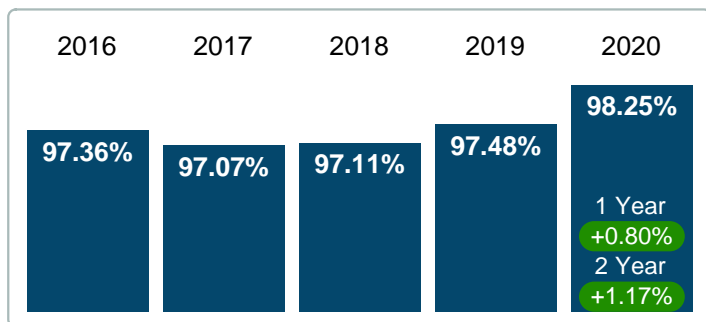
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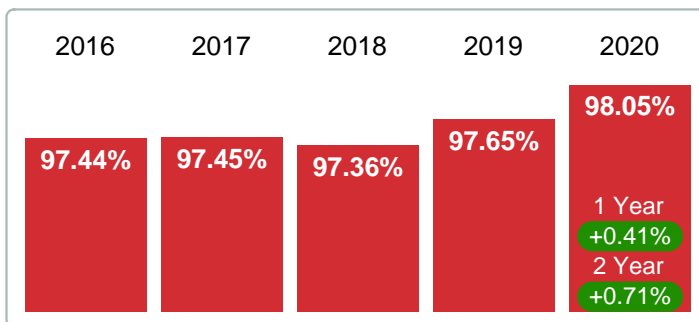
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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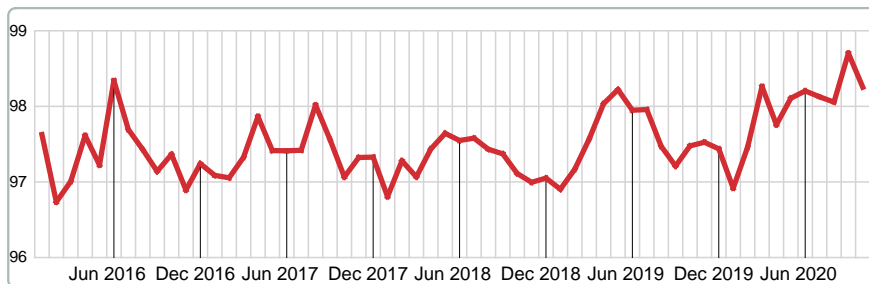
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

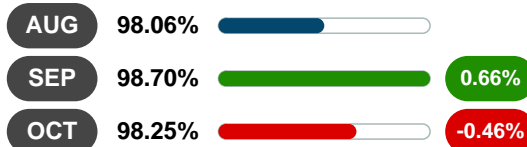


3 MONTHS

5 year OCT AVG = 97.45%

High Sep 2020 98.70% Low Feb 2016 96.73%

Average Sold/List Ratio this month at **98.25%** above the 5 yr OCT average of **97.45%**



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	160	9.12%	92.58%	92.57%	92.56%	91.37%	100.00%
\$75,001 - \$125,000	180	10.26%	97.71%	96.83%	98.46%	98.88%	81.27%
\$125,001 - \$150,000	162	9.23%	99.27%	97.13%	99.76%	98.05%	0.00%
\$150,001 - \$225,000	520	29.63%	99.51%	97.06%	99.79%	99.41%	98.85%
\$225,001 - \$300,000	324	18.46%	99.06%	93.86%	99.55%	99.37%	96.90%
\$300,001 - \$400,000	226	12.88%	98.36%	88.81%	98.87%	99.01%	98.05%
\$400,001 and up	183	10.43%	97.71%	95.00%	98.05%	97.60%	98.38%
Average Sold/List Ratio			98.30%	94.53%	99.09%	98.84%	97.76%
Total Closed Units		100%	98.30%	272	899	504	80
Total Closed Volume				36.31M	180.33M	163.00M	35.97M

October 2020



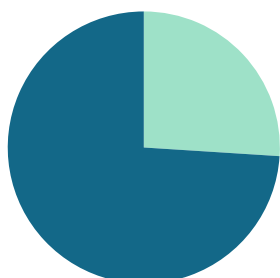
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

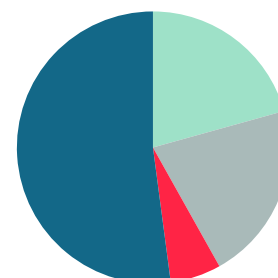


Inventory
 New Listings
2,120 = 26.01%
 Start Inventory
6,030
 Total Inventory Units
8,150
 Volume
\$2,404,163,260

Market Activity

Closed Sales
1,755 = 20.68%
 Pending Sales
1,799 = 21.20%
 Other Off Market
512 = 6.03%
 Active Inventory
4,421 = 52.09%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,496	1,755	17.31%	15,029	14,825	-1.36%
Pending Sales	1,331	1,799	35.16%	14,723	16,415	11.49%
New Listings	2,337	2,120	-9.29%	23,855	21,951	-7.98%
Average List Price	186,810	241,661	29.36%	185,970	221,996	19.37%
Average Sale Price	182,042	236,815	30.09%	181,115	217,074	19.85%
Average Percent of Selling Price to List Price	97.48%	98.25%	0.80%	97.65%	98.05%	0.41%
Average Days on Market to Sale	39.46	27.68	-29.84%	41.01	34.06	-16.94%
Monthly Inventory	7,375	4,421	-40.05%	7,375	4,421	-40.05%
Months Supply of Inventory	5.08	3.04	-40.25%	5.08	3.04	-40.25%

Absorption: Last 12 months, an Average of **1,456** Sales/Month

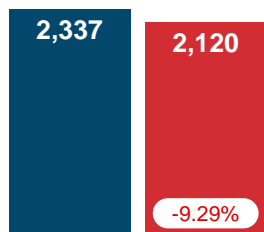
Inventory on October 31, 2020 = **4,421**

2019 **2020**

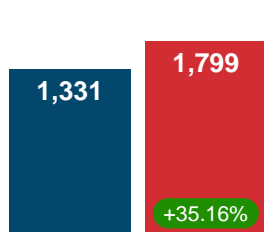
OCTOBER MARKET

AVERAGE PRICES

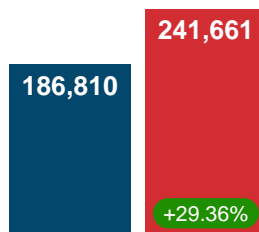
New Listings



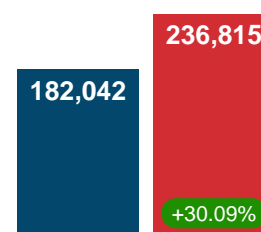
Pending Listings



List Price



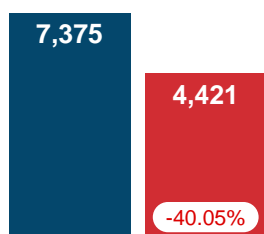
Sale Price



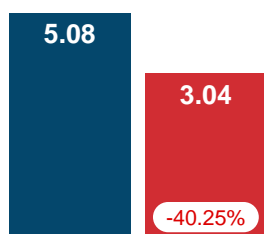
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

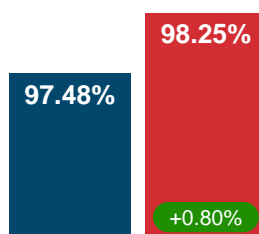
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

