

February 2020



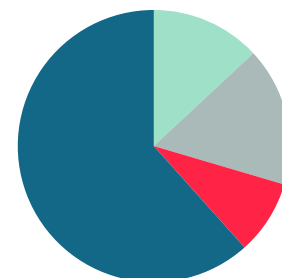
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2019	2020	+/-%
Closed Listings	1,102	1,101	-0.09%
Pending Listings	1,368	1,394	1.90%
New Listings	2,156	2,051	-4.87%
Median List Price	149,900	165,000	10.07%
Median Sale Price	145,293	162,000	11.50%
Median Percent of Selling Price to List Price	98.63%	99.51%	0.89%
Median Days on Market to Sale	35.00	23.00	-34.29%
End of Month Inventory	7,611	5,200	-31.68%
Months Supply of Inventory	5.49	3.55	-35.41%



■ Closed (13.05%)
■ Pending (16.52%)
■ Other OffMarket (8.82%)
■ Active (61.62%)

Absorption: Last 12 months, an Average of **1,466** Sales/Month
Active Inventory as of February 29, 2020 = **5,200**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **31.68%** to 5,200 existing homes available for sale. Over the last 12 months this area has had an average of 1,466 closed sales per month. This represents an unsold inventory index of **3.55** 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 **11.50%** in February 2020 to \$162,000 versus the previous year at \$145,293.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 12.00 days or **34.29%** in February 2020 compared to last year's same month at **35.00** DOM.

Sales Success for February 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 2,051 New Listings in February 2020, down **4.87%** from last year at 2,156. Furthermore, there were 1,101 Closed Listings this month versus last year at 1,102, a **-0.09%** decrease.

Closed versus Listed trends yielded a **53.7%** ratio, up from previous year's, February 2019, at **51.1%**, a **5.02%** upswing. 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

February 2020



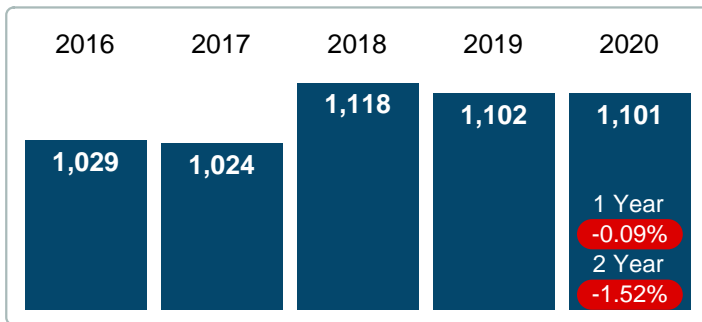
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



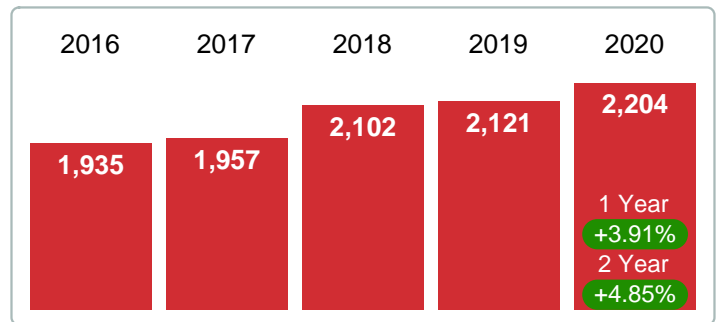
CLOSED LISTINGS

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

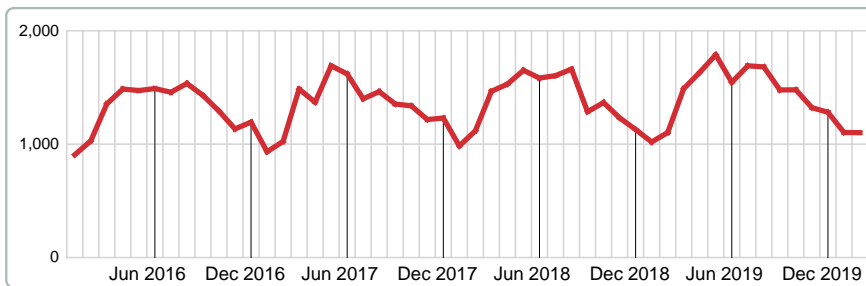
FEBRUARY



YEAR TO DATE (YTD)

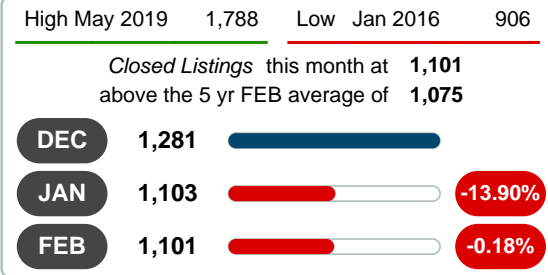


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,075



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-\$75,000	238	21.62%	27.0	98	109	27	4
\$75,001-\$125,000	134	12.17%	12.5	32	93	9	0
\$125,001-\$175,000	242	21.98%	14.5	33	187	21	1
\$175,001-\$250,000	235	21.34%	25.0	17	125	88	5
\$250,001-\$350,000	131	11.90%	33.0	10	45	68	8
\$350,001 and up	121	10.99%	35.0	10	33	57	21
Total Closed Units	1,101			200	592	270	39
Total Closed Volume	211,422,711	100%	23.0	26.59M	94.23M	70.61M	20.00M
Median Closed Price	\$162,000			\$81,200	\$154,950	\$245,000	\$362,500

February 2020



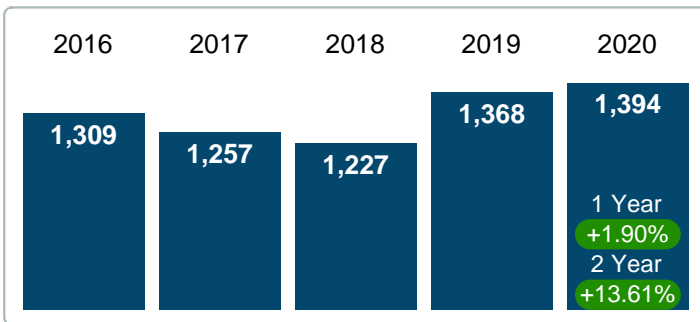
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



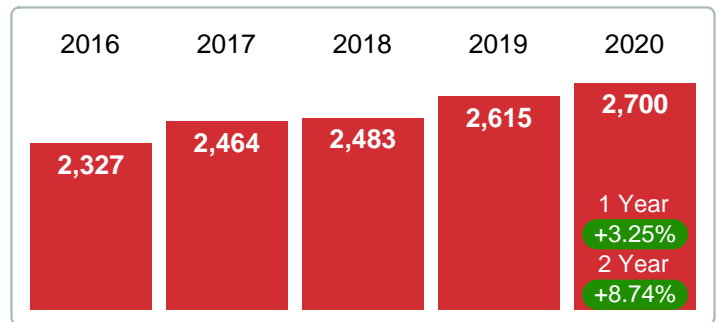
PENDING LISTINGS

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

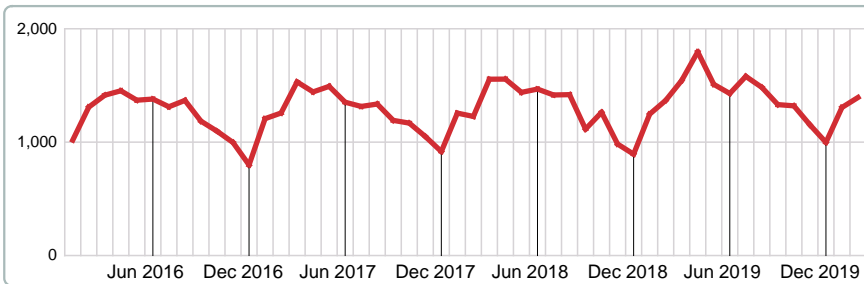
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,311

High Apr 2019 1,796 Low Dec 2016 799

Pending Listings this month at **1,394**
above the 5 yr FEB average of **1,311**



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	142	10.19%	32.0	80	52	9	1
\$50,001 - \$100,000	167	11.98%	24.0	74	83	10	0
\$100,001 - \$125,000	106	7.60%	15.0	18	75	13	0
\$125,001 - \$200,000	446	31.99%	15.0	52	323	65	6
\$200,001 - \$250,000	185	13.27%	21.0	10	86	83	6
\$250,001 - \$350,000	187	13.41%	26.0	9	74	95	9
\$350,001 and up	161	11.55%	33.0	10	31	99	21
Total Pending Units	1,394			253	724	374	43
Total Pending Volume	279,939,842	100%	21.0	29.72M	124.67M	107.14M	18.41M
Median Listing Price	\$172,500			\$80,000	\$159,900	\$259,900	\$350,000

February 2020



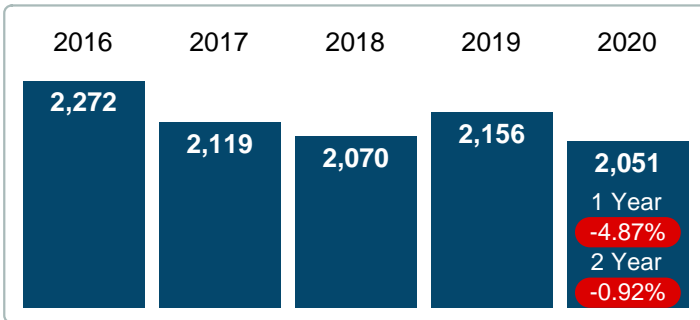
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



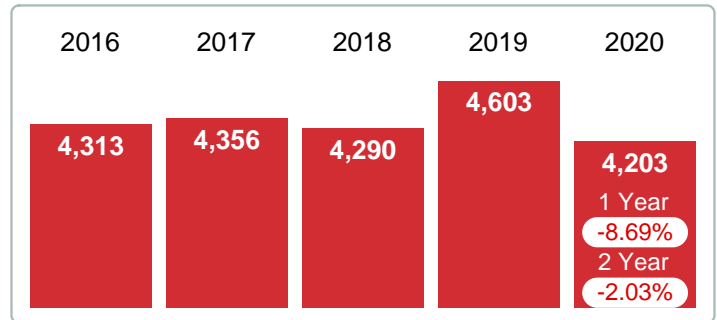
NEW LISTINGS

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

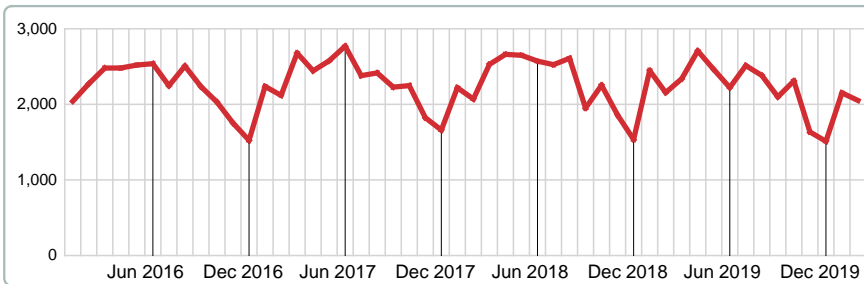
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2,134

High Jun 2017 2,770 Low Dec 2019 1,511

New Listings this month at **2,051**
below the 5 yr FEB average of **2,134**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	458	22.33%	262	150	44	2
\$75,001-\$125,000	217	10.58%	79	117	19	2
\$125,001-\$225,000	609	29.69%	120	363	117	9
\$225,001-\$325,000	304	14.82%	40	127	121	16
\$325,001-\$475,000	261	12.73%	27	68	135	31
\$475,001 and up	202	9.85%	56	24	84	38
Total New Listed Units	2,051		584	849	520	98
Total New Listed Volume	507,633,775	100%	128.33M	157.65M	169.58M	52.08M
Median New Listed Listing Price	\$180,054		\$94,950	\$164,900	\$282,450	\$428,500

February 2020



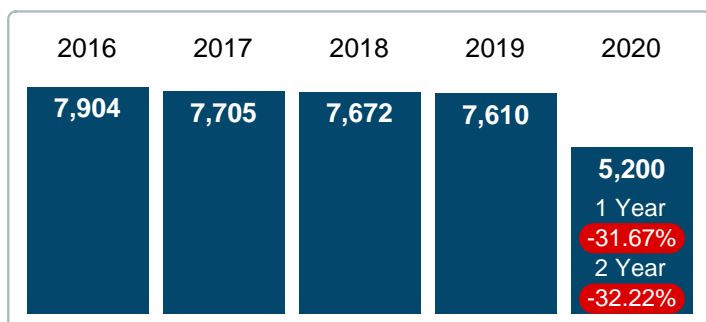
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



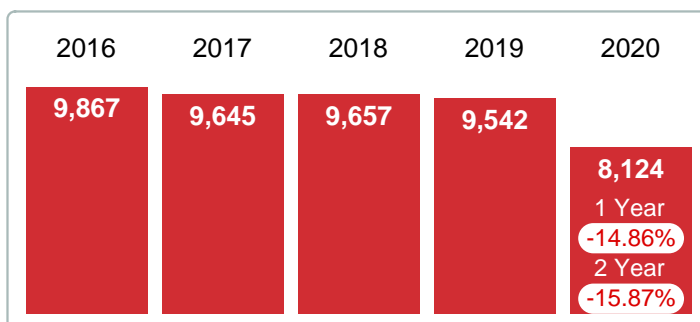
ACTIVE INVENTORY

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

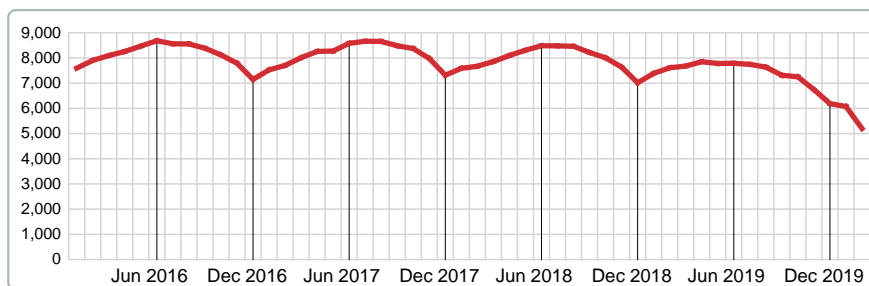
END OF FEBRUARY



ACTIVE DURING FEBRUARY

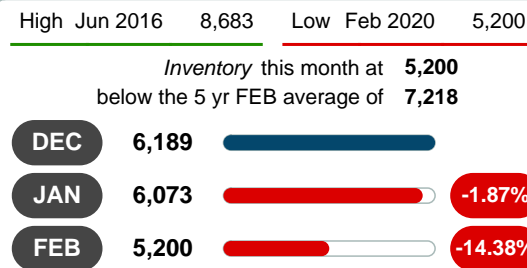


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 7,218



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	504	9.69%	50.0	307	150	39	8
\$25,001 - \$50,000	422	8.12%	62.5	362	52	8	0
\$50,001 - \$125,000	915	17.60%	72.0	584	273	52	6
\$125,001 - \$250,000	1,356	26.08%	49.0	425	625	284	22
\$250,001 - \$375,000	777	14.94%	60.0	141	250	333	53
\$375,001 - \$600,000	705	13.56%	71.0	127	117	348	113
\$600,001 and up	521	10.02%	74.0	225	38	139	119
Total Active Inventory by Units	5,200			2,171	1,505	1,203	321
Total Active Inventory by Volume	1,600,157,457	100%	58.0	606.39M	309.93M	470.07M	213.77M
Median Active Inventory Listing Price	\$189,900			\$105,000	\$172,500	\$335,900	\$489,900

February 2020



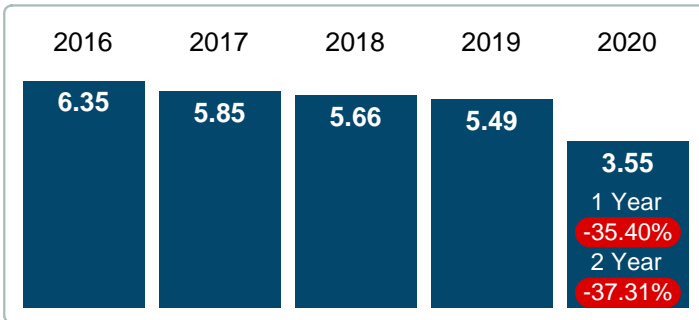
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



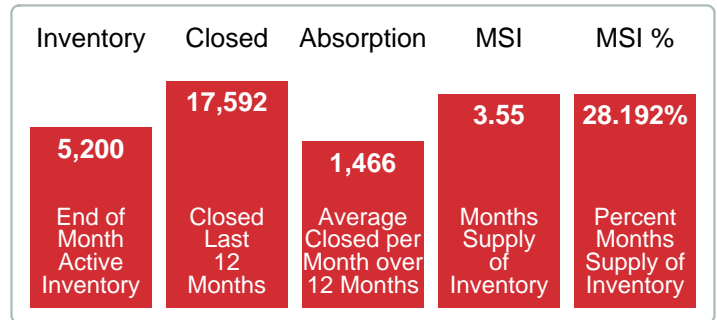
MONTHS SUPPLY of INVENTORY (MSI)

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

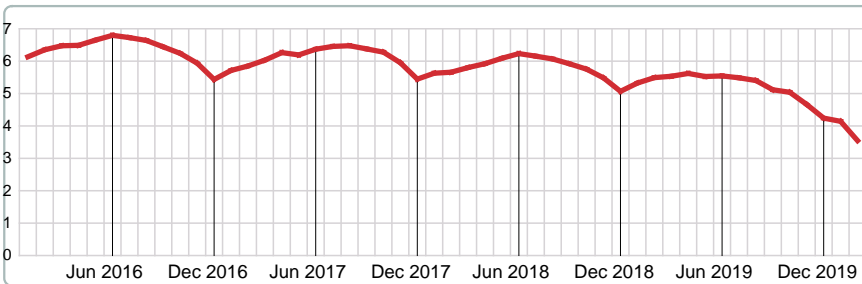
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

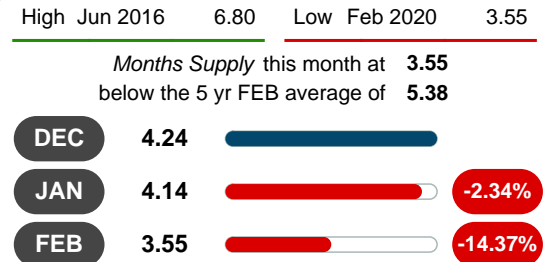


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 5.38



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	504	9.69%	2.97	5.65	1.71	1.53	3.10
\$25,001 - \$50,000	422	8.12%	6.62	8.94	2.62	2.46	0.00
\$50,001 - \$125,000	915	17.60%	3.29	6.75	1.61	2.59	3.43
\$125,001 - \$250,000	1,356	26.08%	2.12	7.98	1.52	1.75	1.69
\$250,001 - \$375,000	777	14.94%	3.87	15.11	3.79	3.08	3.03
\$375,001 - \$600,000	705	13.56%	8.28	25.83	6.24	7.69	6.95
\$600,001 and up	521	10.02%	18.61	67.50	9.91	10.90	14.72
Market Supply of Inventory (MSI)			3.55	8.61	1.94	3.19	5.41
Total Active Inventory by Units		100%	5,200	2,171	1,505	1,203	321

February 2020



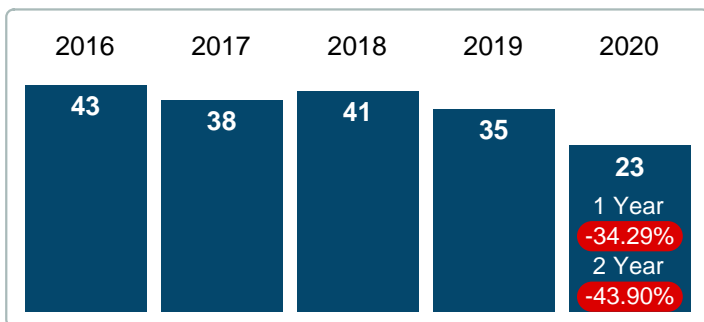
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



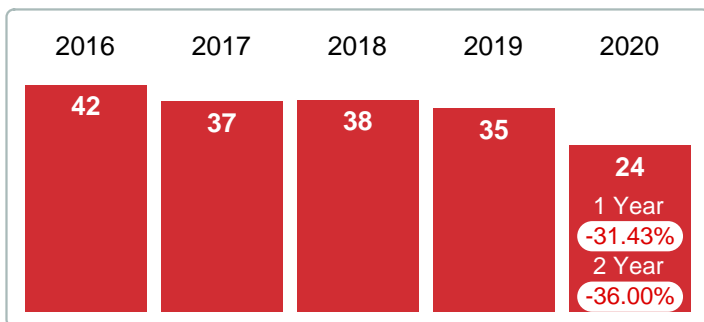
MEDIAN DAYS ON MARKET TO SALE

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

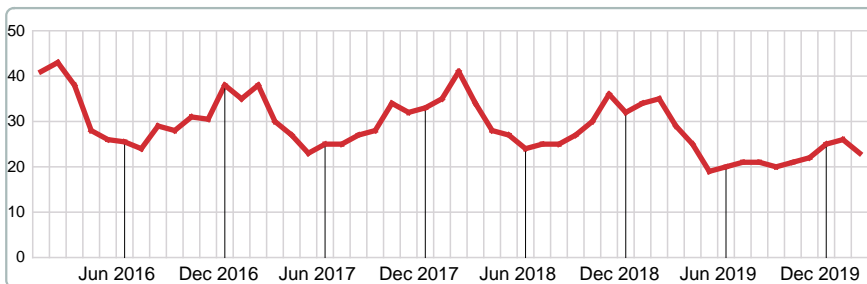
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

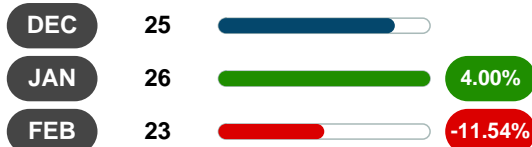


3 MONTHS

5 year FEB AVG = 36

High Feb 2016 43 Low May 2019 19

Median Days on Market to Sale this month at 23 below the 5 yr FEB average of 36



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%	74	0	0	0	0
\$1-\$75,000	238	21.62%	27	31	25	24	33
\$75,001-\$125,000	134	12.17%	13	20	11	24	0
\$125,001-\$175,000	242	21.98%	15	25	13	29	47
\$175,001-\$250,000	235	21.34%	25	29	23	26	21
\$250,001-\$350,000	131	11.90%	33	50	18	33	72
\$350,001 and up	121	10.99%	35	49	35	23	84
Median Closed DOM			23	29	18	27	50
Total Closed Units		100%	23.0	200	592	270	39
Total Closed Volume				26.59M	94.23M	70.61M	20.00M

February 2020



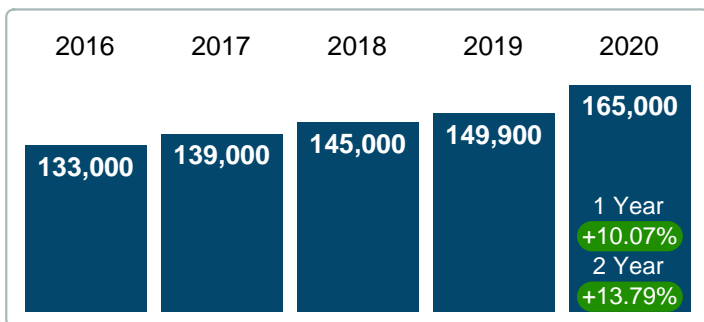
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



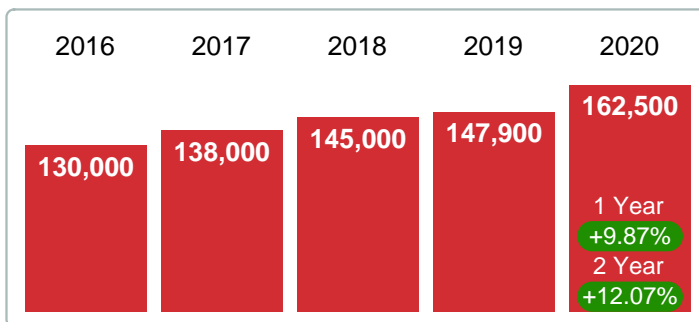
MEDIAN LIST PRICE AT CLOSING

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

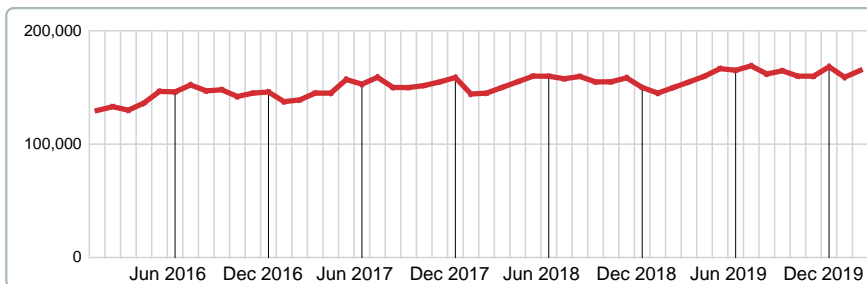
FEBRUARY



YEAR TO DATE (YTD)

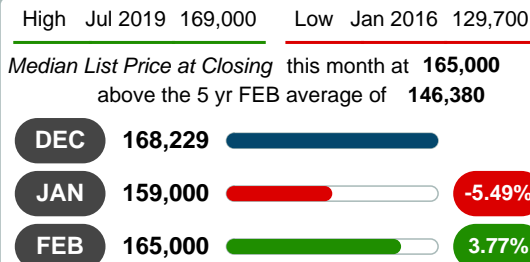


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 146,380



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	0	0.00%	35	0	0	0	0
\$1-\$75,000	230	20.89%	3,750	30,000	1,395	1,623	1,995
\$75,001-\$125,000	130	11.81%	101,250	100,000	102,450	113,450	79,000
\$125,001-\$175,000	240	21.80%	153,000	146,500	154,000	162,335	169,950
\$175,001-\$250,000	243	22.07%	207,000	200,000	199,990	218,500	224,950
\$250,001-\$350,000	130	11.81%	285,000	285,000	280,000	285,000	314,950
\$350,001 and up	128	11.63%	450,000	599,000	417,500	429,000	659,000
Median List Price	165,000			87,000	156,976	249,248	375,000
Total Closed Units	1,101	100%	165,000	200	592	270	39
Total Closed Volume	220,634,607			30.99M	96.13M	72.05M	21.47M

February 2020



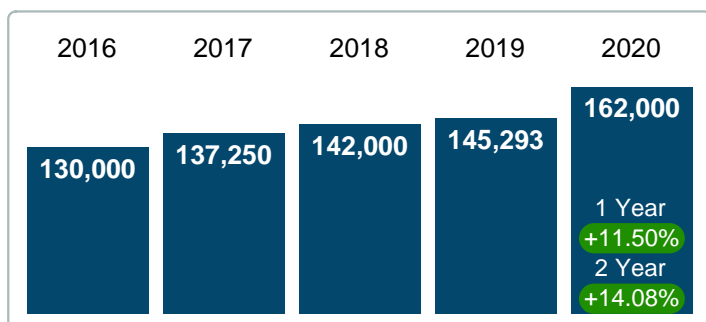
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



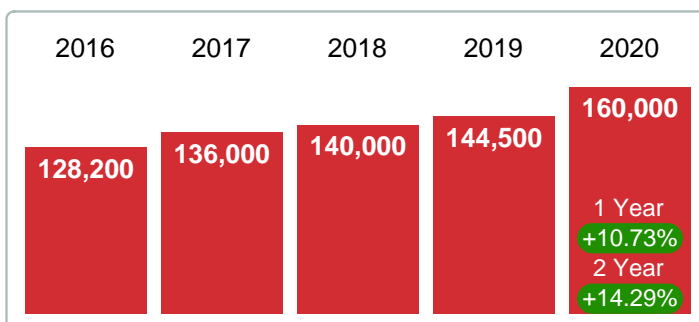
MEDIAN SOLD PRICE AT CLOSING

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

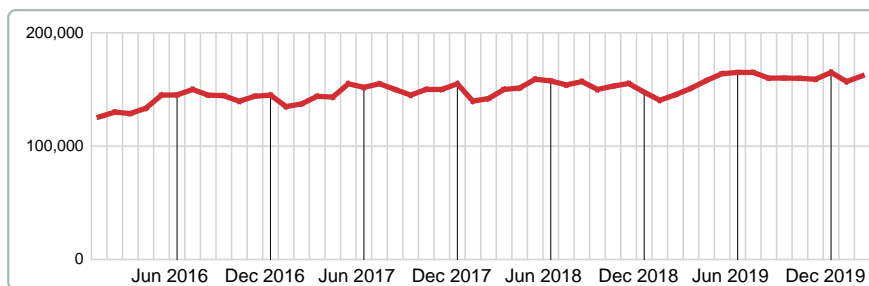
FEBRUARY



YEAR TO DATE (YTD)

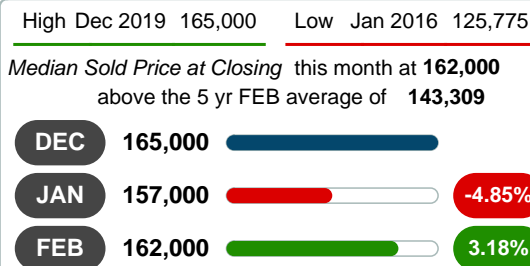


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 143,309



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%	450,000	0	0	0	0
\$1-\$75,000	238	21.62%	8,250	30,000	1,395	1,625	25,998
\$75,001-\$125,000	134	12.17%	103,250	100,725	100,000	116,500	0
\$125,001-\$175,000	242	21.98%	152,936	145,000	154,900	160,000	165,000
\$175,001-\$250,000	235	21.34%	206,000	200,000	200,000	215,000	220,000
\$250,001-\$350,000	131	11.90%	285,000	283,750	275,400	287,000	312,000
\$350,001 and up	121	10.99%	447,500	570,779	415,262	422,500	630,000
Median Sold Price			162,000	81,200	154,950	245,000	362,500
Total Closed Units		100%	1,101	200	592	270	39
Total Closed Volume			211,422,711	26.59M	94.23M	70.61M	20.00M

February 2020



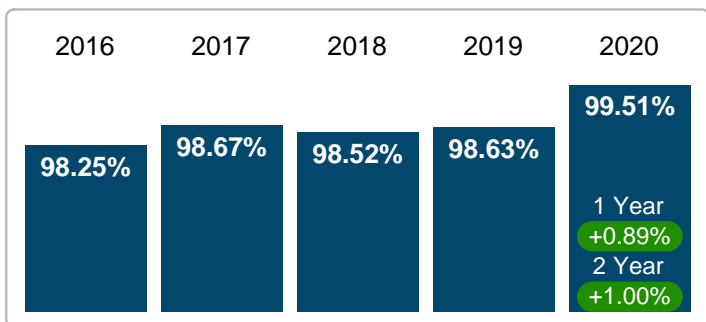
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



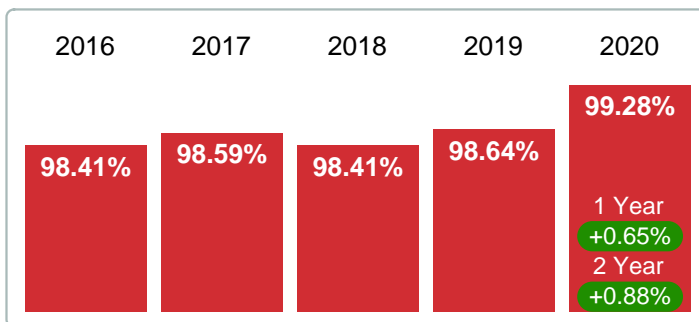
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

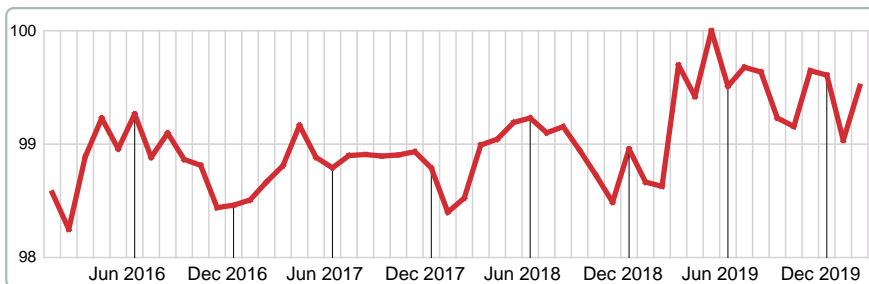
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

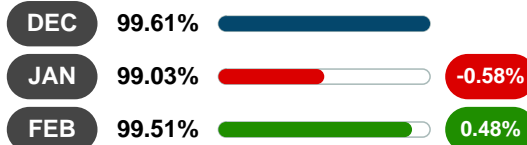


3 MONTHS

5 year FEB AVG = 98.72%

High May 2019 100.00% Low Feb 2016 98.25%

Median Sold/List Ratio this month at **99.51%**
above the 5 yr FEB average of **98.72%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS 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%	47,500.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	238	21.62%	100.00%	96.67%	100.00%	100.00%	93.67%
\$75,001-\$125,000	134	12.17%	98.32%	99.58%	97.98%	96.91%	0.00%
\$125,001-\$175,000	242	21.98%	100.00%	97.14%	100.00%	98.67%	100.06%
\$175,001-\$250,000	235	21.34%	100.00%	98.07%	100.00%	100.00%	100.00%
\$250,001-\$350,000	131	11.90%	99.01%	96.68%	99.12%	99.34%	98.50%
\$350,001 and up	121	10.99%	97.80%	93.03%	98.89%	98.41%	95.69%
Median Sold/List Ratio		99.51%		97.14%	100.00%	99.40%	97.87%
Total Closed Units		1,101	100%	200	592	270	39
Total Closed Volume		211,422,711		26.59M	94.23M	70.61M	20.00M

February 2020



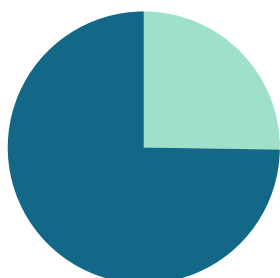
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

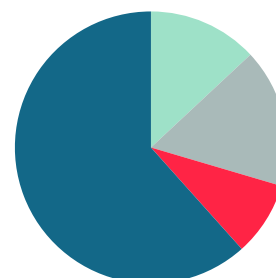


Inventory
 New Listings
2,051 = 25.25%
 Start Inventory
6,073
 Total Inventory Units
8,124
 Volume
\$2,272,921,081

Market Activity

Closed Sales
1,101 = 13.05%
 Pending Sales
1,394 = 16.52%
 Other Off Market
744 = 8.82%
 Active Inventory
5,200 = 61.62%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,102	1,101	-0.09%	2,121	2,204	3.91%
Pending Sales	1,368	1,394	1.90%	2,615	2,700	3.25%
New Listings	2,156	2,051	-4.87%	4,603	4,203	-8.69%
Median List Price	149,900	165,000	10.07%	147,900	162,500	9.87%
Median Sale Price	145,293	162,000	11.50%	144,500	160,000	10.73%
Median Percent of Selling Price to List Price	98.63%	99.51%	0.89%	98.64%	99.28%	0.65%
Median Days on Market to Sale	35.00	23.00	-34.29%	35.00	24.00	-31.43%
Monthly Inventory	7,611	5,200	-31.68%	7,611	5,200	-31.68%
Months Supply of Inventory	5.49	3.55	-35.41%	5.49	3.55	-35.41%

Absorption: Last 12 months, an Average of **1,466** Sales/Month

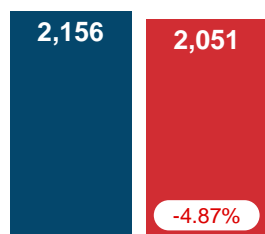
Inventory on February 29, 2020 = **5,200**

2019 **2020**

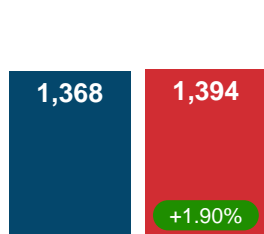
FEBRUARY MARKET

MEDIAN PRICES

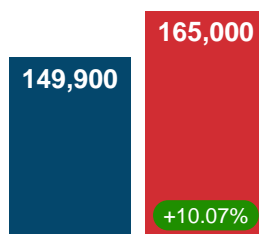
New Listings



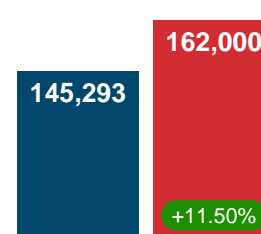
Pending Listings



List Price



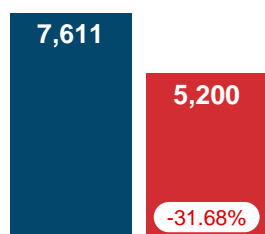
Sale Price



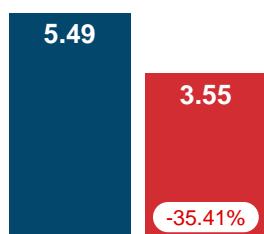
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

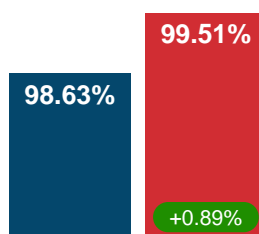
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

