

January 2020



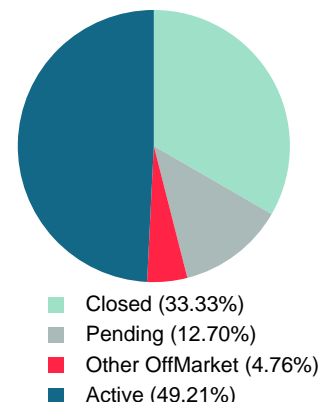
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	26	21	-19.23%
Pending Listings	5	8	60.00%
New Listings	24	27	12.50%
Average List Price	1,211	1,303	7.59%
Average Sale Price	1,203	1,305	8.47%
Average Percent of Selling Price to List Price	99.65%	100.12%	0.47%
Average Days on Market to Sale	38.23	40.81	6.75%
End of Month Inventory	38	31	-18.42%
Months Supply of Inventory	1.62	1.25	-23.07%



Absorption: Last 12 months, an Average of **25** Sales/Month
Active Inventory as of January 31, 2020 = **31**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **18.42%** to 31 existing homes available for sale. Over the last 12 months this area has had an average of 25 closed sales per month. This represents an unsold inventory index of **1.25** 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 **8.47%** in January 2020 to \$1,305 versus the previous year at \$1,203.

Average Days on Market Lengthens

The average number of **40.81** days that homes spent on the market before selling increased by 2.58 days or **6.75%** in January 2020 compared to last year's same month at **38.23** DOM.

Sales Success for January 2020 is Positive

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

There were 27 New Listings in January 2020, up **12.50%** from last year at 24. Furthermore, there were 21 Closed Listings this month versus last year at 26, a **-19.23%** decrease.

Closed versus Listed trends yielded a **77.8%** ratio, down from previous year's, January 2019, at **108.3%**, a **28.21%** 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

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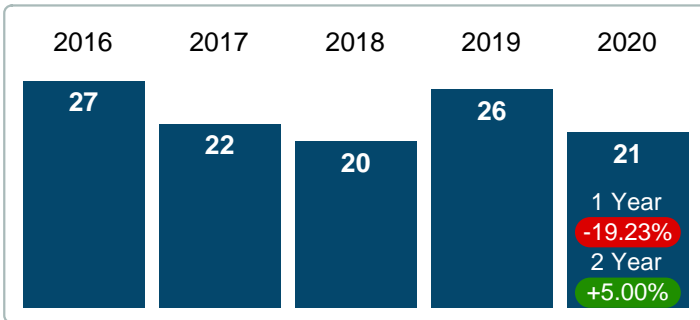
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing
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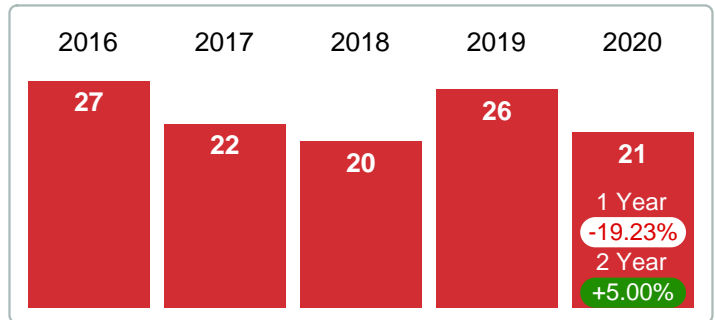
CLOSED LISTINGS

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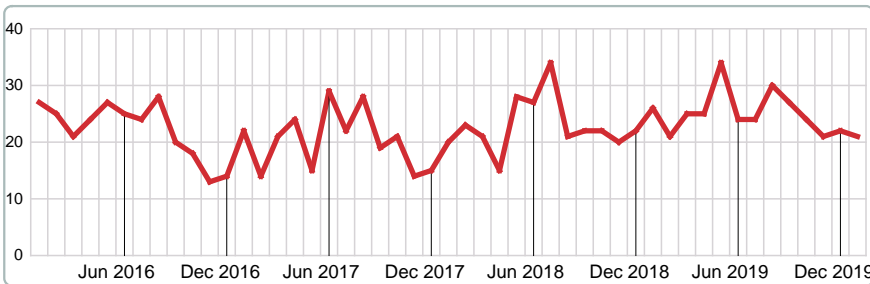
JANUARY



YEAR TO DATE (YTD)

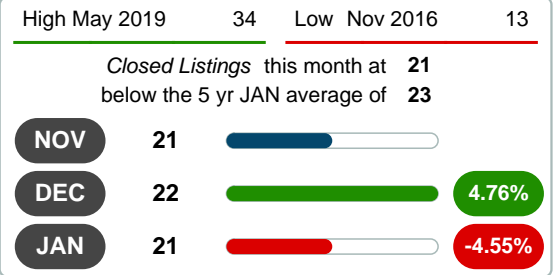


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 23



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-\$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	21	100.00%	40.8	0	16	5	0
Total Closed Units	21			0	16	5	0
Total Closed Volume	27,405	100%	40.8	0.00B	20.24K	7,170	0.00B
Average Closed Price	\$1,305			\$0	\$1,265	\$1,434	\$0

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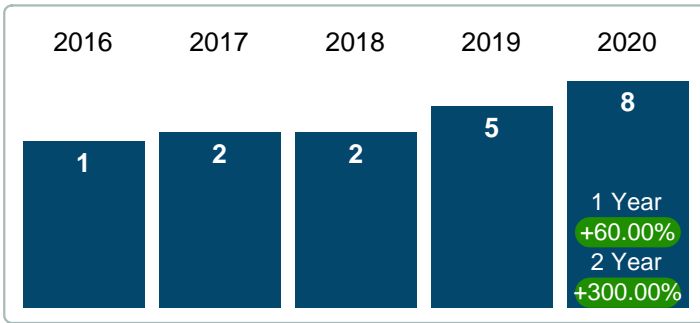
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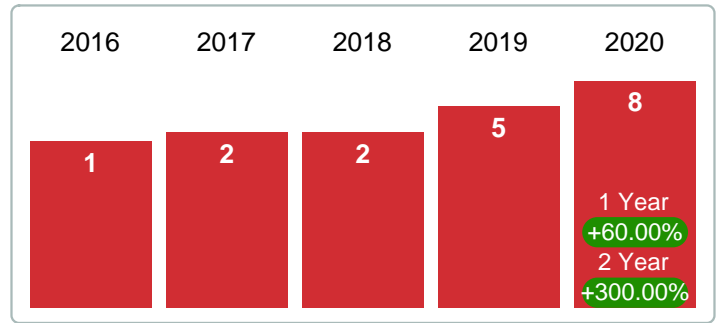
PENDING LISTINGS

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

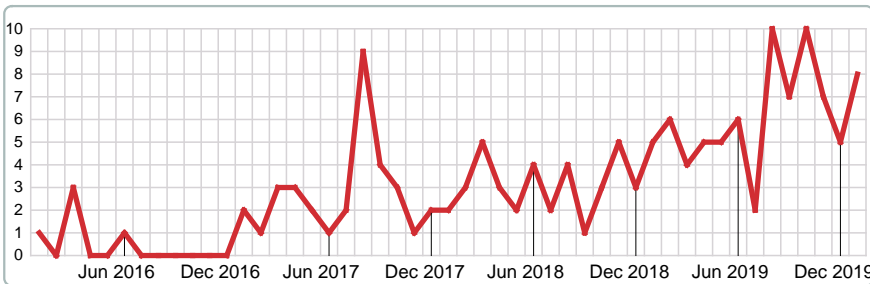
JANUARY



YEAR TO DATE (YTD)

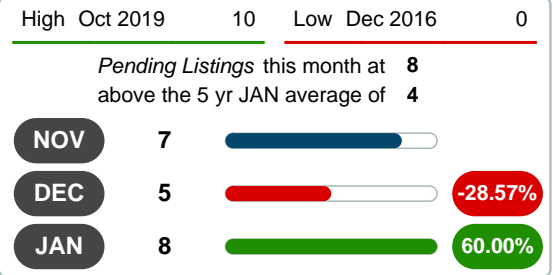


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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-\$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	8	100.00%	47.5	0	4	4	0
Total Pending Units	8			0	4	4	0
Total Pending Volume	11,350	100%	53.4	0.00B	5,615	5,735	0.00B
Average Listing Price	\$1,393			\$0	\$1,404	\$1,434	\$0

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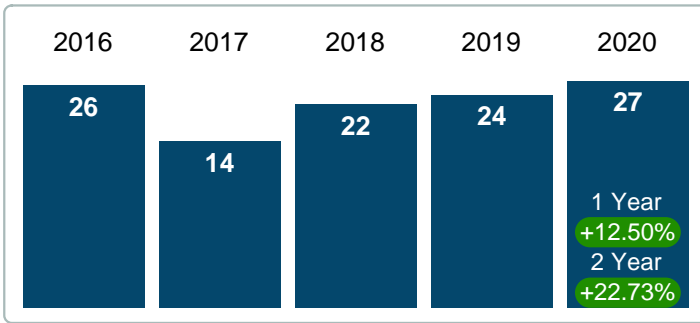
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing Property Type



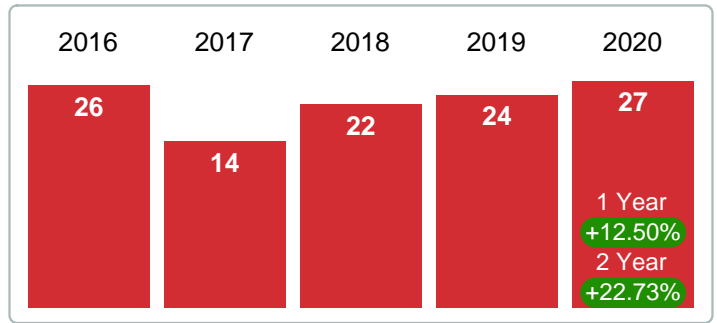
NEW LISTINGS

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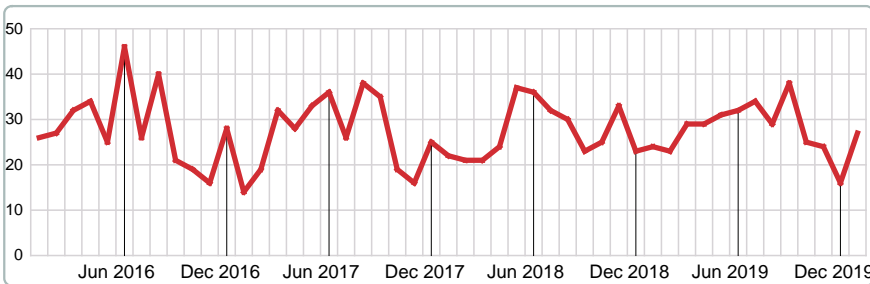
JANUARY



YEAR TO DATE (YTD)

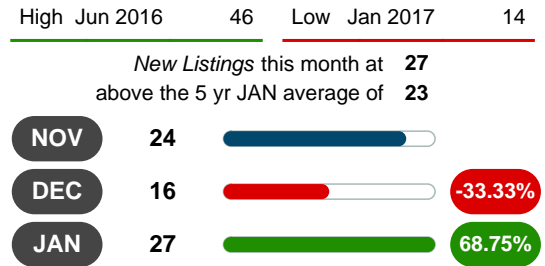


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 23



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-\$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	27	100.00%	2	18	6	1
Total New Listed Units	27		2	18	6	1
Total New Listed Volume	36,780	100%	1,725	23,98K	9,080	1,995
Average New Listed Listing Price	\$1,146		\$863	\$1,332	\$1,513	\$1,995

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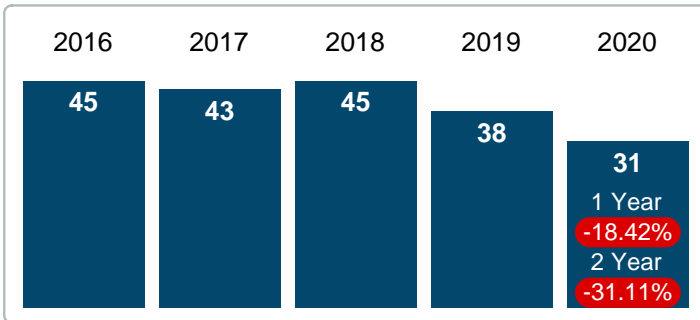
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing
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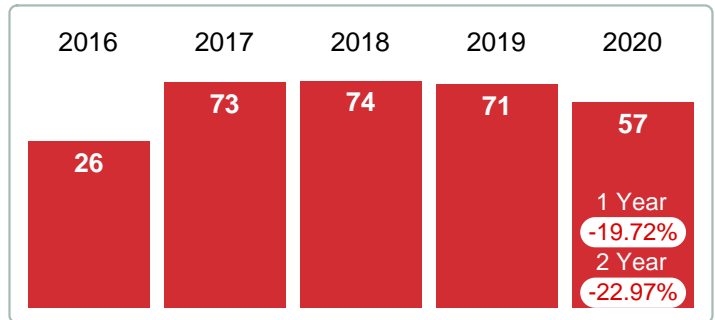
ACTIVE INVENTORY

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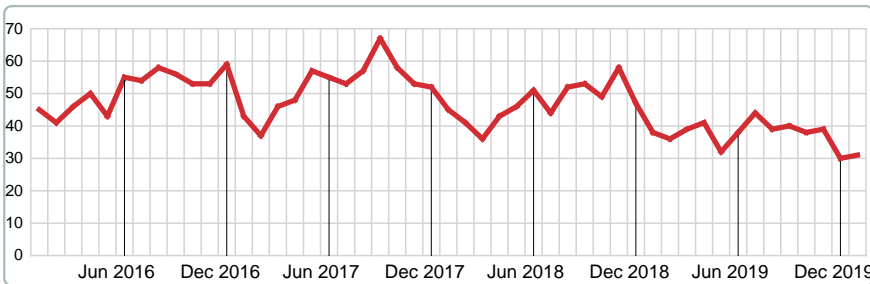
END OF JANUARY



ACTIVE DURING JANUARY

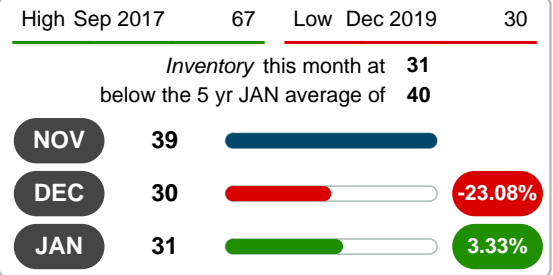


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 40



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-\$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	31	100.00%	36.5	2	21	7	1
Total Active Inventory by Units			31	2	21	7	1
Total Active Inventory by Volume			45,550	1,725	30.69K	11.14K	1,995
Average Active Inventory Listing Price			\$1,469	\$863	\$1,461	\$1,591	\$1,995

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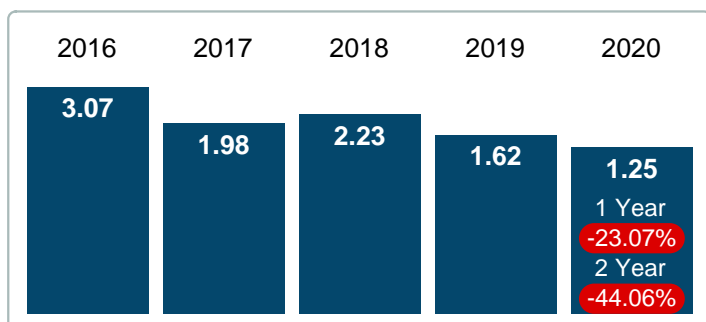
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing
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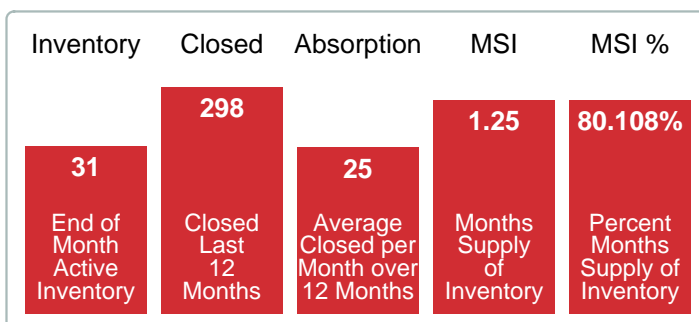
MONTHS SUPPLY of INVENTORY (MSI)

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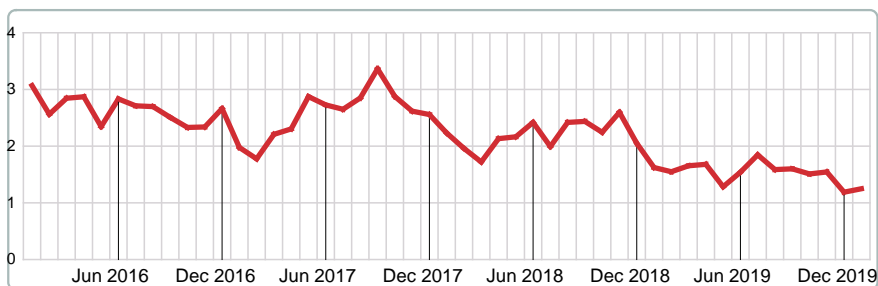
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

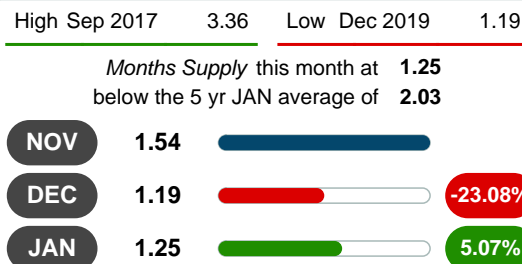


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.03



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%	0.00	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 and up	31	100.00%	1.25	1.71	1.25	1.11	2.00
Market Supply of Inventory (MSI)			1.25	1.71	1.25	1.11	2.00
Total Active Inventory by Units		100%	1.25	2	21	7	1

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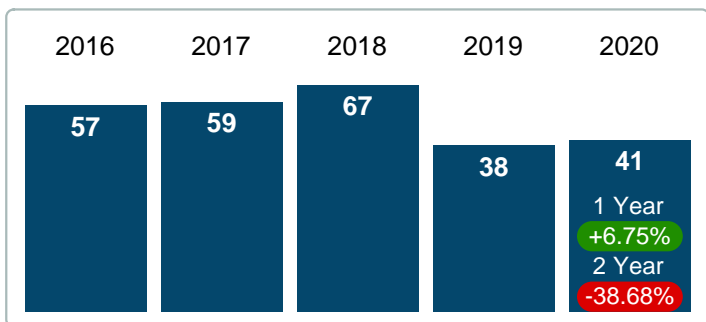
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing
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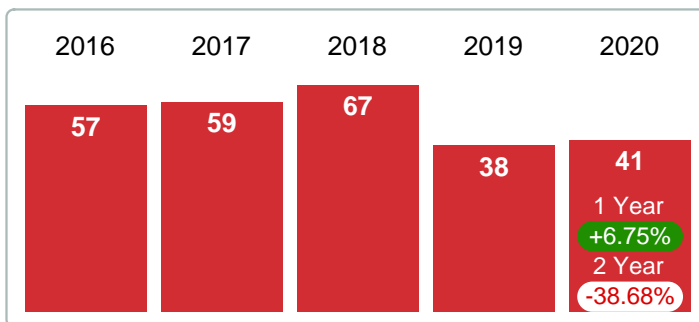
AVERAGE DAYS ON MARKET TO SALE

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

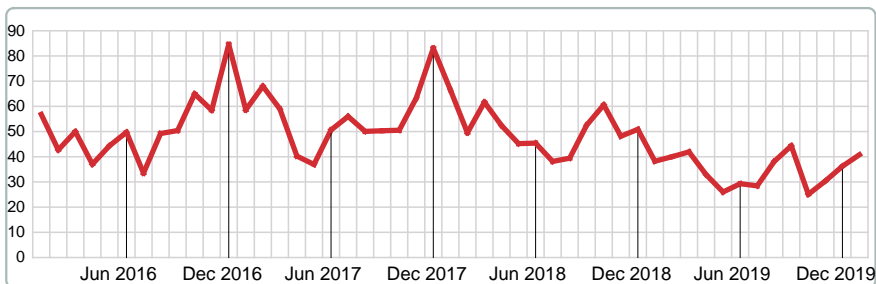
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

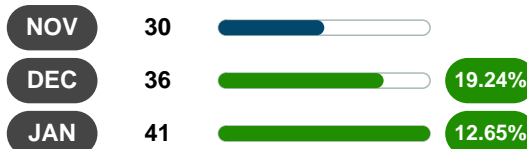


3 MONTHS

5 year JAN AVG = 52

High Dec 2016 85 Low Oct 2019 25

Average Days on Market to Sale this month at 41 below the 5 yr JAN average of 52



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	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 21	100.00%	41	0	40	44	0
Average Closed DOM			41	0	40	44	0
Total Closed Units		100%	41		16	5	
Total Closed Volume			27,405	0.00B	20.24K	7,170	0.00B

January 2020



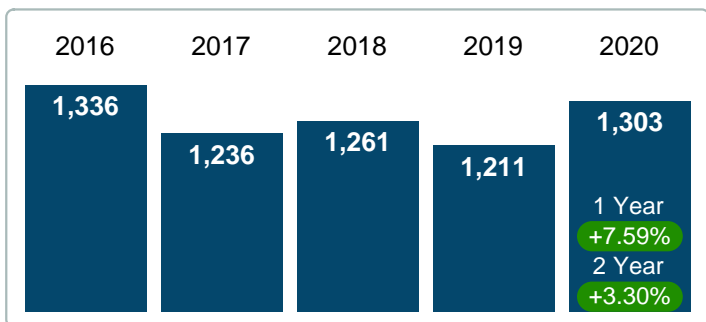
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing
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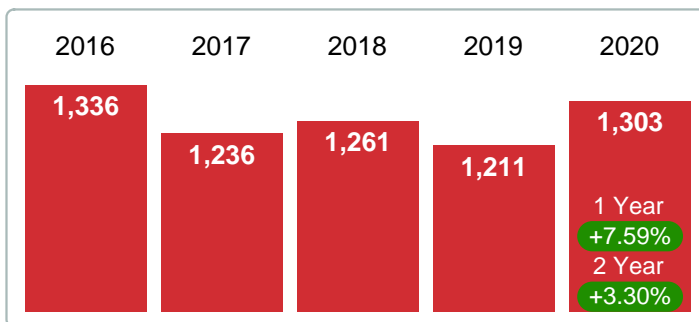
AVERAGE LIST PRICE AT CLOSING

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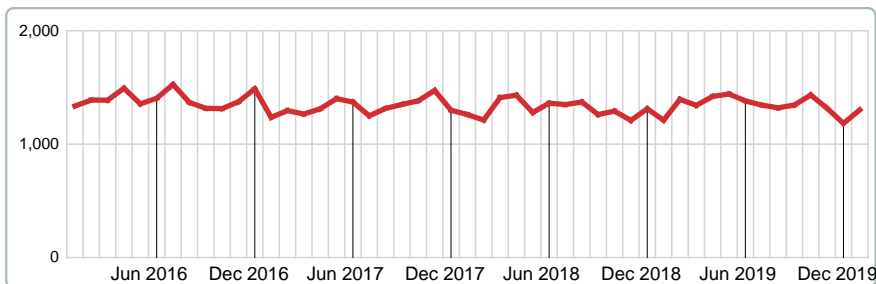
JANUARY



YEAR TO DATE (YTD)

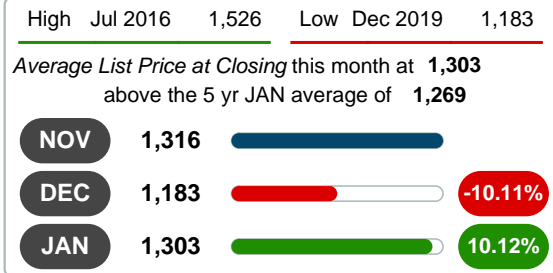


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,269



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 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	21	100.00%	1,303	0	1,268	1,414	0
Average List Price			1,303	0	1,268	1,414	0
Total Closed Units		100%	1,303		16	5	
Total Closed Volume			27,355	0.00B	20.29K	7,070	0.00B

January 2020



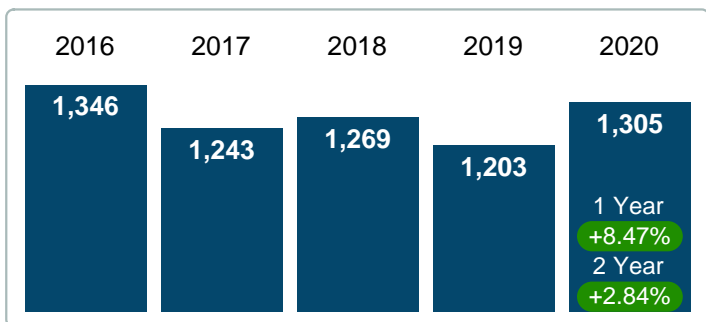
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing Property Type



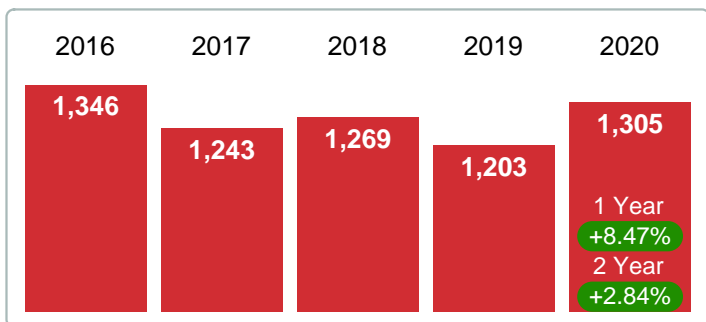
AVERAGE SOLD PRICE AT CLOSING

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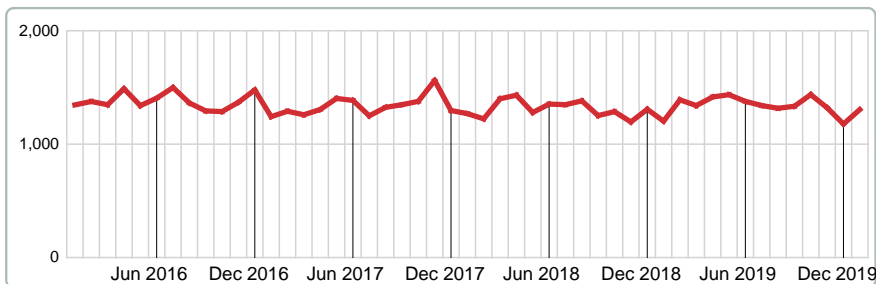
JANUARY



YEAR TO DATE (YTD)

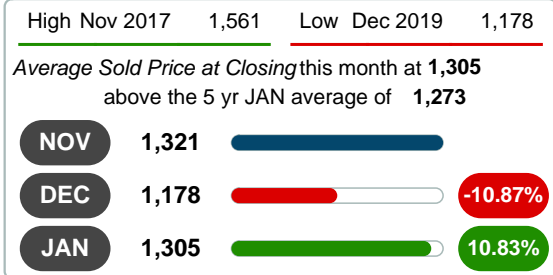


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,273



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-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	21	100.00%	1,305	0	1,265	1,434	0
Average Sold Price			1,305	0	1,265	1,434	0
Total Closed Units		100%	1,305		16	5	
Total Closed Volume			27,405	0.00B	20.24K	7,170	0.00B

January 2020



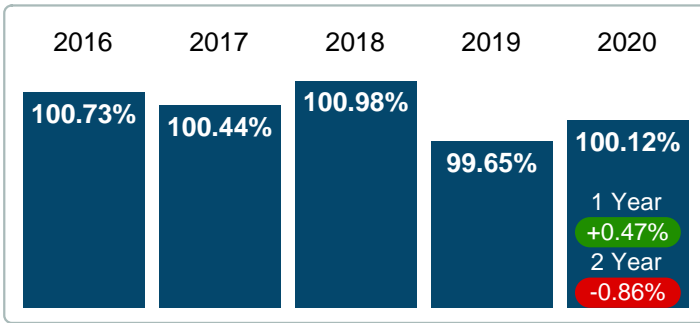
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing
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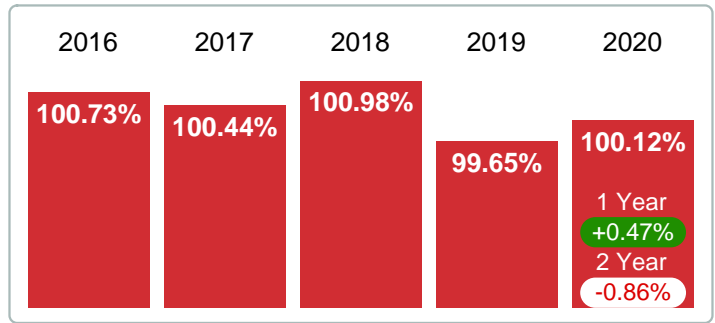
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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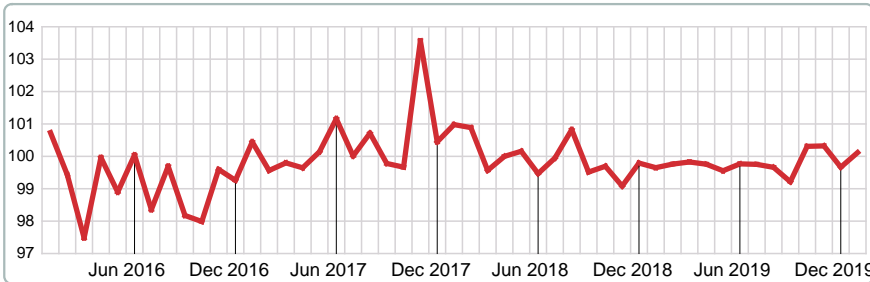
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

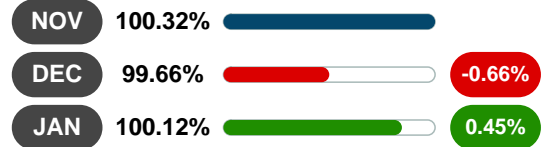


3 MONTHS

5 year JAN AVG = 100.38%

High Nov 2017 103.57% Low Mar 2016 97.48%

Average Sold/List Ratio this month at **100.12%**
equal to 5 yr JAN average of **100.38%**



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-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	21	100.00%	100.12%	0.00%	99.78%	101.18%	0.00%
Average Sold/List Ratio		100.10%		0.00%	99.78%	101.18%	0.00%
Total Closed Units		21	100%		16	5	
Total Closed Volume		27,405		0.00B	20.24K	7,170	0.00B

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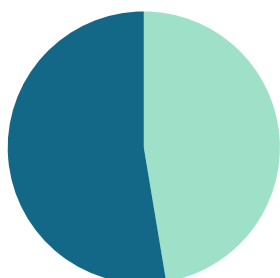
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing Property Type



MARKET SUMMARY

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

INVENTORY

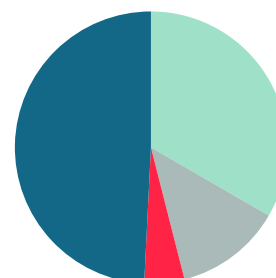


Inventory
 New Listings
27 = 47.37%
 Start Inventory
30
 Total Inventory Units
57
 Volume
\$78,380

Market Activity

Closed Sales
21 = 33.33%
 Pending Sales
8 = 12.70%
 Other Off Market
3 = 4.76%
 Active Inventory
31 = 49.21%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	26	21	-19.23%	26	21	-19.23%
Pending Sales	5	8	60.00%	5	8	60.00%
New Listings	24	27	12.50%	24	27	12.50%
Average List Price	1,211	1,303	7.59%	1,211	1,303	7.59%
Average Sale Price	1,203	1,305	8.47%	1,203	1,305	8.47%
Average Percent of Selling Price to List Price	99.65%	100.12%	0.47%	99.65%	100.12%	0.47%
Average Days on Market to Sale	38.23	40.81	6.75%	38.23	40.81	6.75%
Monthly Inventory	38	31	-18.42%	38	31	-18.42%
Months Supply of Inventory	1.62	1.25	-23.07%	1.62	1.25	-23.07%

Absorption: Last 12 months, an Average of **25** Sales/Month

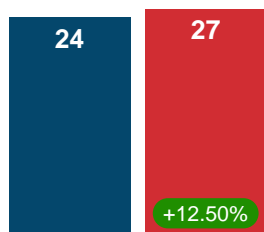
Inventory on January 31, 2020 = **31**

2019 **2020**

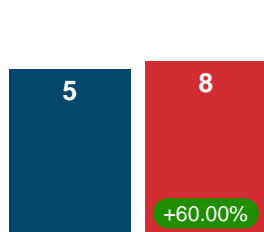
JANUARY MARKET

AVERAGE PRICES

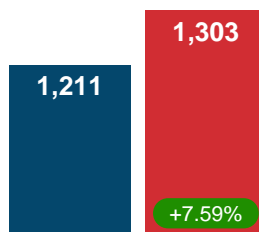
New Listings



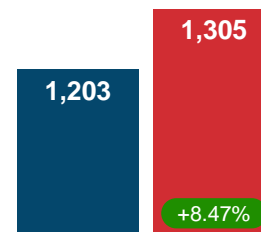
Pending Listings



List Price



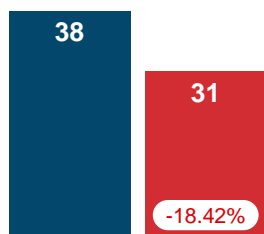
Sale Price



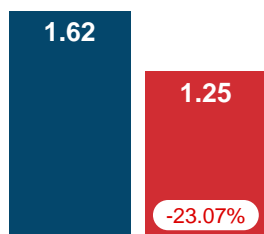
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

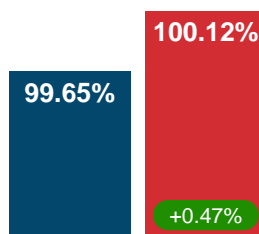
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

