

January 2020



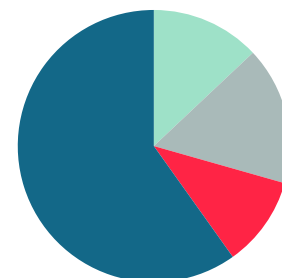
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	1,018	1,096	7.66%
Pending Listings	1,244	1,387	11.50%
New Listings	2,444	2,148	-12.11%
Average List Price	179,183	182,289	1.73%
Average Sale Price	173,058	176,260	1.85%
Average Percent of Selling Price to List Price	96.90%	96.93%	0.03%
Average Days on Market to Sale	49.41	43.45	-12.05%
End of Month Inventory	7,375	5,054	-31.47%
Months Supply of Inventory	5.32	3.46	-34.87%



■ Closed (12.98%)
■ Pending (16.43%)
■ Other OffMarket (10.74%)
■ Active (59.85%)

Absorption: Last 12 months, an Average of **1,460** Sales/Month
Active Inventory as of January 31, 2020 = **5,054**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **31.47%** to 5,054 existing homes available for sale. Over the last 12 months this area has had an average of 1,460 closed sales per month. This represents an unsold inventory index of **3.46** 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 **1.85%** in January 2020 to \$176,260 versus the previous year at \$173,058.

Average Days on Market Shortens

The average number of **43.45** days that homes spent on the market before selling decreased by 5.95 days or **12.05%** in January 2020 compared to last year's same month at **49.41** DOM.

Sales Success for January 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 2,148 New Listings in January 2020, down **12.11%** from last year at 2,444. Furthermore, there were 1,096 Closed Listings this month versus last year at 1,018, a **7.66%** increase.

Closed versus Listed trends yielded a **51.0%** ratio, up from previous year's, January 2019, at **41.7%**, a **22.50%** 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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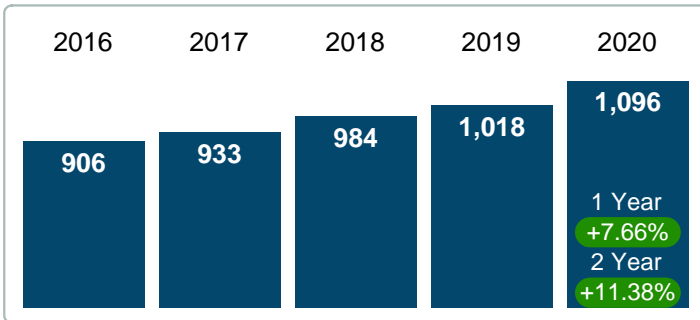
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



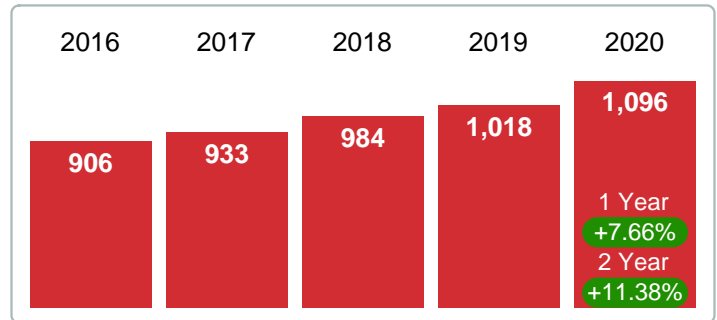
CLOSED LISTINGS

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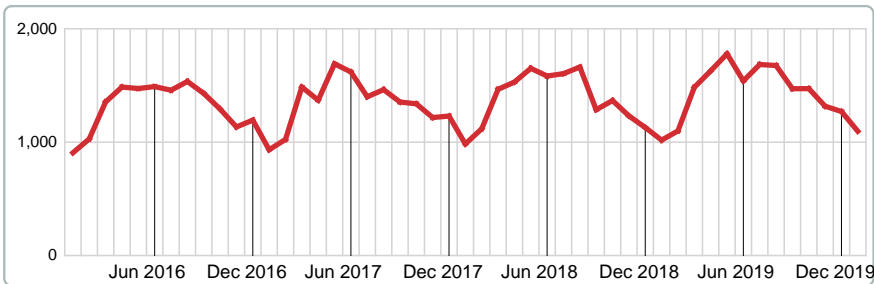
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

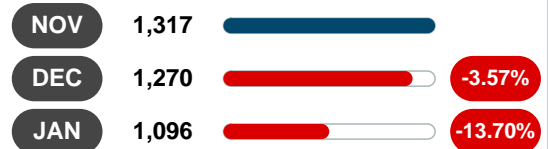


3 MONTHS

5 year JAN AVG = 987

High May 2019 1,779 Low Jan 2016 906

Closed Listings this month at **1,096**
above the 5 yr JAN average of **987**



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-\$50,000	210	19.16%	43.2	86	98	26	0
\$50,001-\$100,000	147	13.41%	36.2	57	78	11	1
\$100,001-\$175,000	277	25.27%	35.7	38	205	33	1
\$175,001-\$225,000	181	16.51%	45.9	13	101	64	3
\$225,001-\$325,000	153	13.96%	46.7	17	60	65	11
\$325,001 and up	128	11.68%	61.6	10	31	61	26
Total Closed Units	1,096			221	573	260	42
Total Closed Volume	193,180,925	100%	43.5	25.86M	85.07M	63.52M	18.73M
Average Closed Price	\$176,260			\$117,026	\$148,469	\$244,308	\$445,838

January 2020



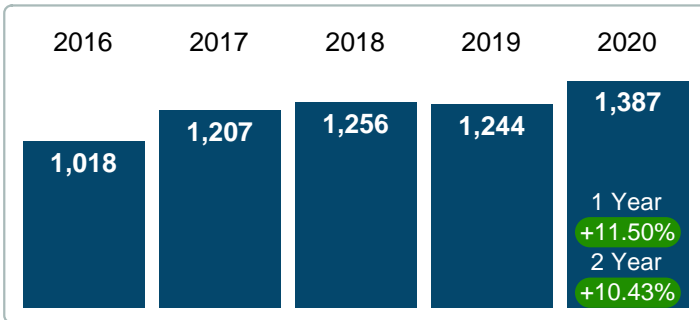
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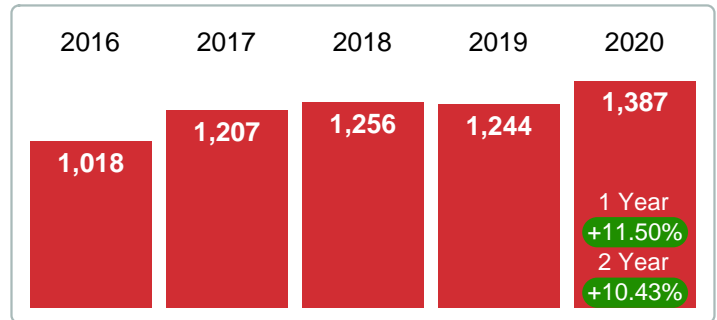
PENDING LISTINGS

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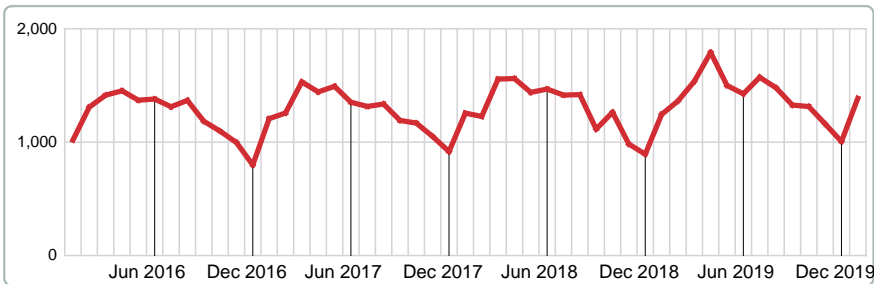
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,222

High Apr 2019 1,791 Low Dec 2016 799

Pending Listings this month at **1,387**
above the 5 yr JAN average of **1,222**



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	127	9.16%	47.9	70	48	9	0
\$50,001 - \$100,000	147	10.60%	40.7	59	80	6	2
\$100,001 - \$150,000	242	17.45%	36.0	55	169	18	0
\$150,001 - \$200,000	347	25.02%	40.1	30	243	69	5
\$200,001 - \$250,000	176	12.69%	50.0	6	84	77	9
\$250,001 - \$350,000	192	13.84%	56.5	14	77	90	11
\$350,001 and up	156	11.25%	59.8	11	34	82	29
Total Pending Units	1,387			245	735	351	56
Total Pending Volume	288,596,050	100%	44.6	33.13M	128.89M	98.46M	28.11M
Average Listing Price	\$167,141			\$135,236	\$175,367	\$280,507	\$501,976

January 2020



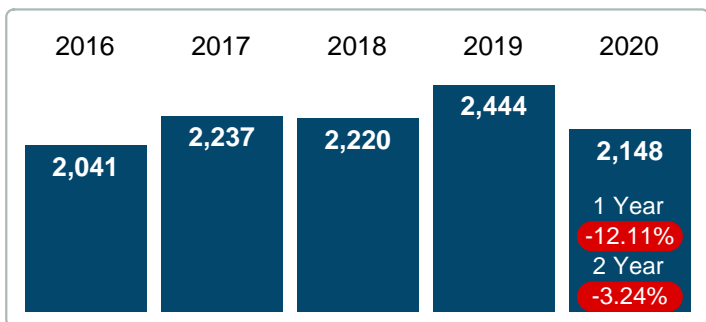
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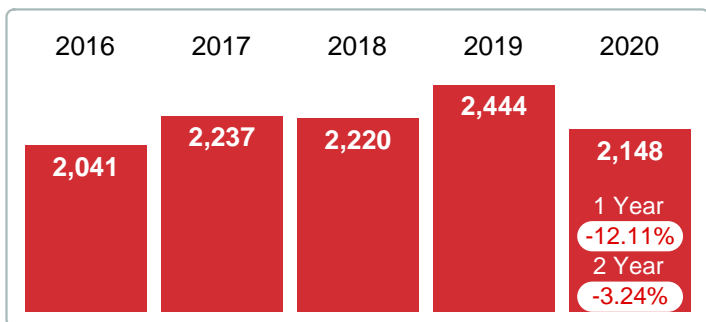
NEW LISTINGS

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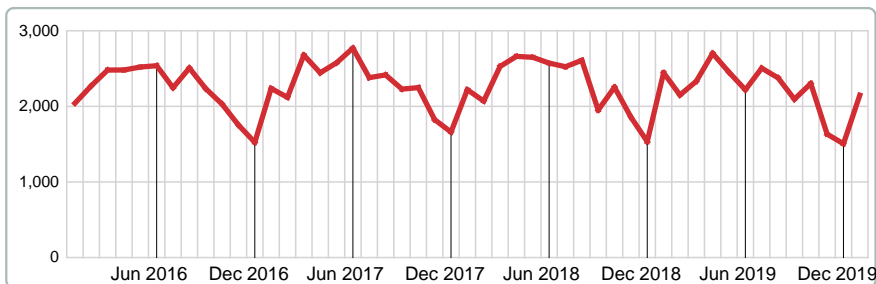
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2,218

High Jun 2017 2,770 Low Dec 2019 1,505

New Listings this month at **2,148**
below the 5 yr JAN average of **2,218**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	218	10.15%	91	97	25	5
\$20,001 - \$70,000	218	10.15%	171	42	5	0
\$70,001 - \$130,000	334	15.55%	147	166	18	3
\$130,001 - \$210,000	558	25.98%	98	364	93	3
\$210,001 - \$290,000	317	14.76%	30	136	142	9
\$290,001 - \$460,000	284	13.22%	38	75	143	28
\$460,001 and up	219	10.20%	66	27	78	48
Total New Listed Units	2,148		641	907	504	96
Total New Listed Volume	521,539,095	100%	137.78M	158.34M	166.60M	58.82M
Average New Listed Listing Price	\$148,071		\$214,950	\$174,573	\$330,550	\$612,725

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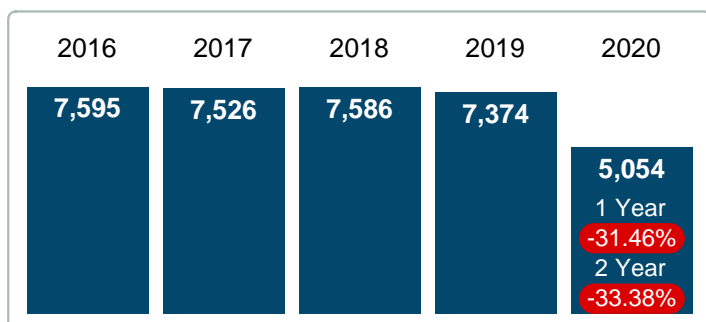
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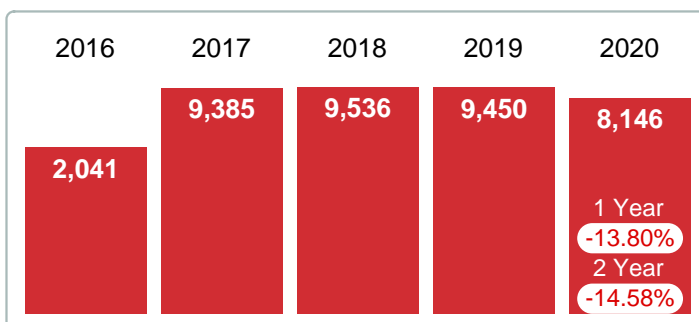
ACTIVE INVENTORY

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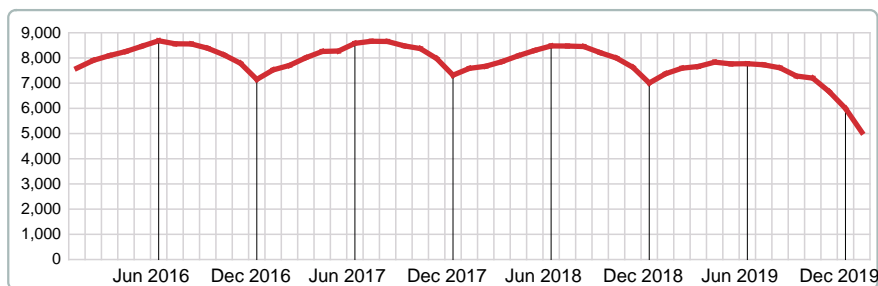
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

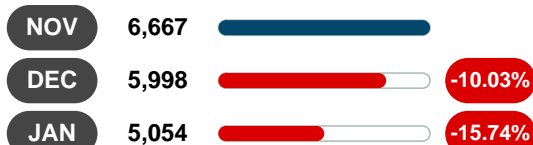


3 MONTHS

5 year JAN AVG = 7,027

High Jun 2016 8,683 Low Jan 2020 5,054

Inventory this month at 5,054 below the 5 yr JAN average of 7,027



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	489	9.68%	78.8	313	137	29	10
\$25,001 - \$75,000	670	13.26%	86.7	544	112	13	1
\$75,001 - \$125,000	628	12.43%	71.2	371	208	45	4
\$125,001 - \$250,000	1,338	26.47%	72.6	409	624	285	20
\$250,001 - \$375,000	755	14.94%	80.4	142	231	331	51
\$375,001 - \$625,000	675	13.36%	85.7	124	119	329	103
\$625,001 and up	499	9.87%	86.7	216	31	123	129
Total Active Inventory by Units	5,054			2,119	1,462	1,155	318
Total Active Inventory by Volume	1,547,842,038	100%	79.2	581.81M	294.82M	448.25M	222.96M
Average Active Inventory Listing Price	\$306,261			\$274,570	\$201,656	\$388,095	\$701,120

January 2020



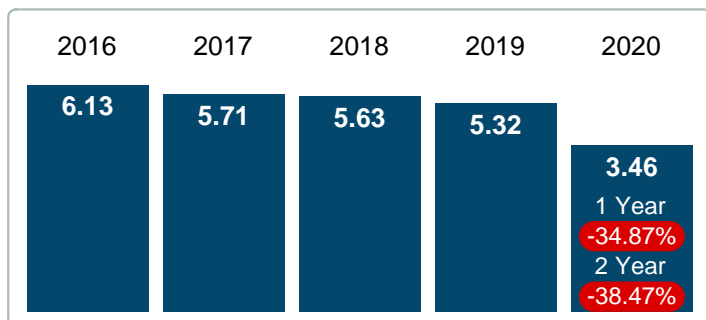
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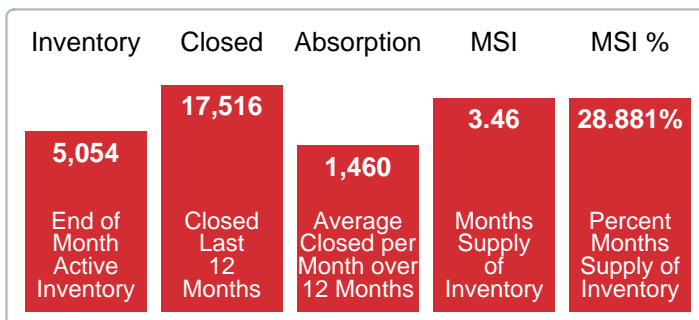
MONTHS SUPPLY of INVENTORY (MSI)

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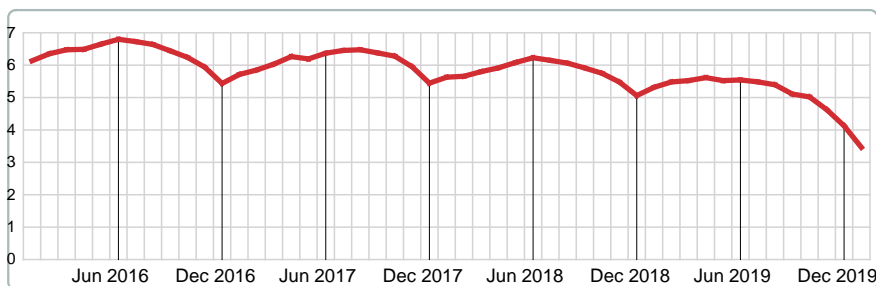
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

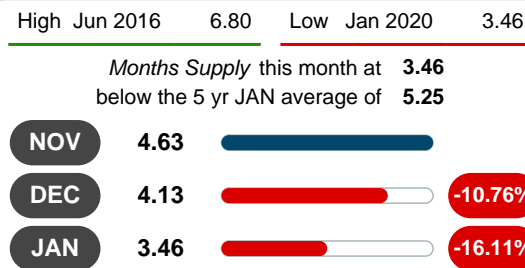


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.25



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	489	9.68%	2.87	5.82	1.56	1.13	3.53
\$25,001 - \$75,000	670	13.26%	4.75	6.99	2.02	1.81	2.40
\$75,001 - \$125,000	628	12.43%	3.08	7.32	1.53	2.77	2.40
\$125,001 - \$250,000	1,338	26.47%	2.10	7.78	1.52	1.76	1.53
\$250,001 - \$375,000	755	14.94%	3.84	16.38	3.64	3.10	2.85
\$375,001 - \$625,000	675	13.36%	7.91	24.00	6.77	7.22	6.06
\$625,001 and up	499	9.87%	21.01	76.24	9.54	11.18	19.35
Market Supply of Inventory (MSI)			3.46	8.43	1.89	3.08	5.34
Total Active Inventory by Units		100%	3.46	2,119	1,462	1,155	318

January 2020



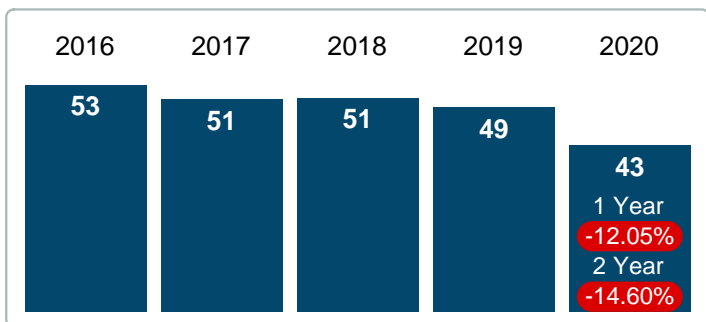
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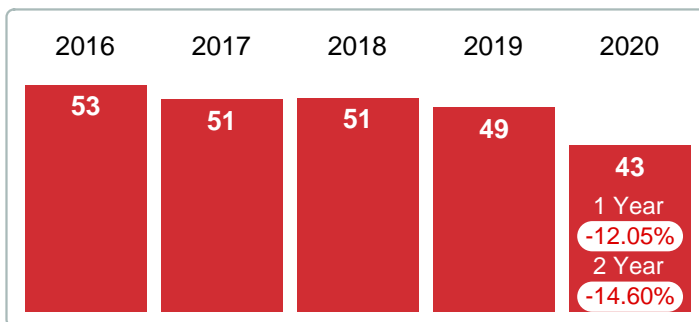
AVERAGE DAYS ON MARKET TO SALE

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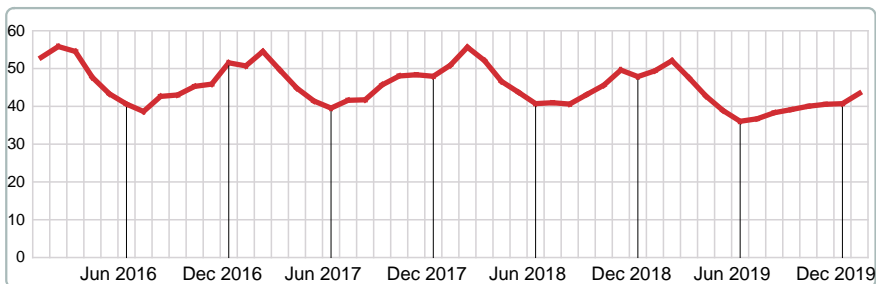
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

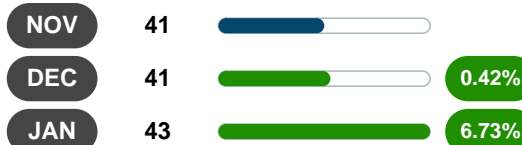


3 MONTHS

5 year JAN AVG = 49

High Feb 2016 56 Low Jun 2019 36

Average Days on Market to Sale this month at 43 below the 5 yr JAN average of 49



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-\$50,000	210	19.16%	43	35	46	58	0
\$50,001-\$100,000	147	13.41%	36	39	35	33	18
\$100,001-\$175,000	277	25.27%	36	41	35	31	70
\$175,001-\$225,000	181	16.51%	46	44	46	45	63
\$225,001-\$325,000	153	13.96%	47	59	40	48	58
\$325,001 and up	128	11.68%	62	51	59	68	55
Average Closed DOM			43	40	41	50	56
Total Closed Units		100%	43	221	573	260	42
Total Closed Volume			193,180,925	25.86M	85.07M	63.52M	18.73M

January 2020



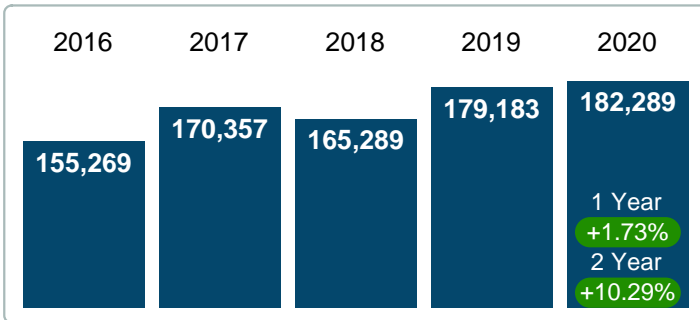
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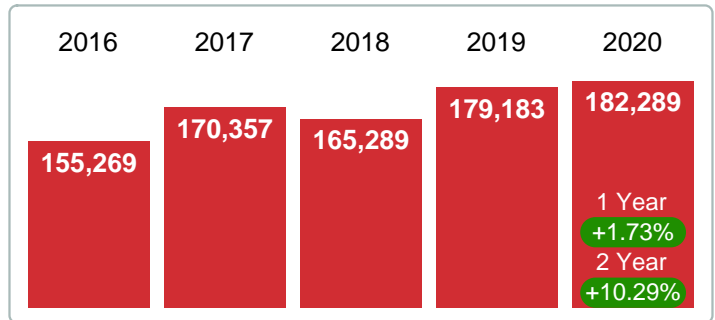
AVERAGE LIST PRICE AT CLOSING

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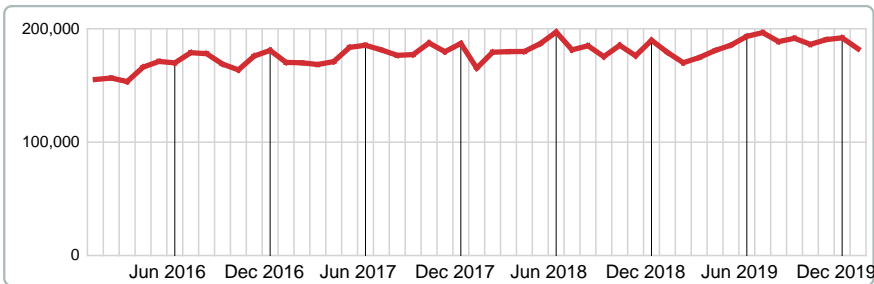
JANUARY



YEAR TO DATE (YTD)

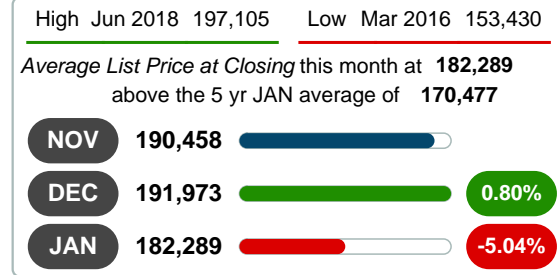


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 170,477



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-\$50,000	208	18.98%	13,932	21,757	8,580	12,069	0
\$50,001-\$100,000	139	12.68%	79,424	80,461	82,640	82,118	103,900
\$100,001-\$175,000	281	25.64%	142,999	142,687	146,981	137,677	150,000
\$175,001-\$225,000	173	15.78%	201,095	202,535	203,407	206,976	201,633
\$225,001-\$325,000	161	14.69%	267,355	295,543	265,822	274,489	269,227
\$325,001 and up	134	12.23%	506,231	828,374	430,060	465,006	603,501
Average List Price			182,289	125,884	152,257	250,823	464,555
Total Closed Units		100%	1,096	221	573	260	42
Total Closed Volume			199,788,848	27.82M	87.24M	65.21M	19.51M

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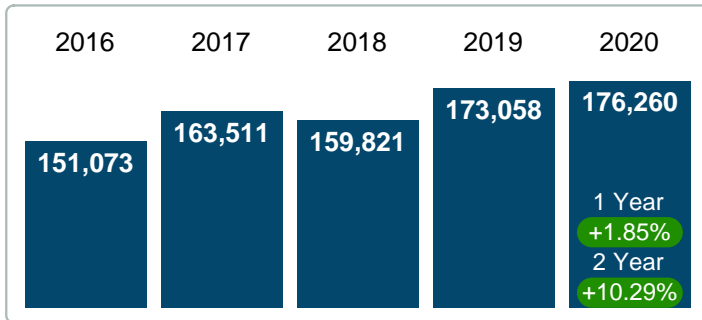
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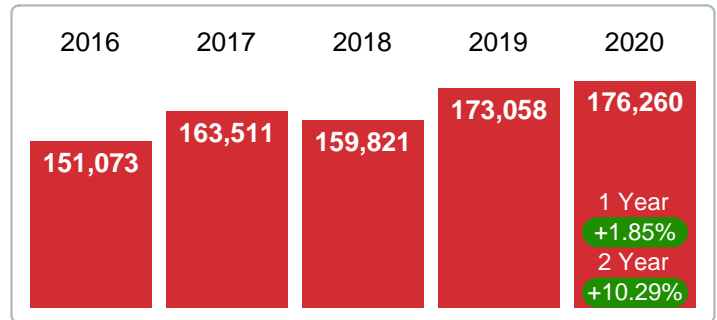
AVERAGE SOLD PRICE AT CLOSING

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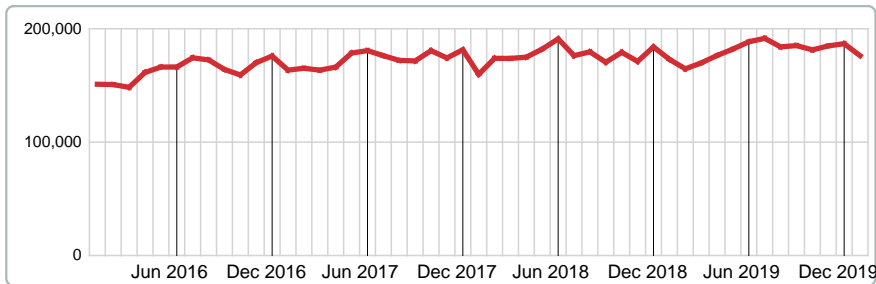
JANUARY



YEAR TO DATE (YTD)

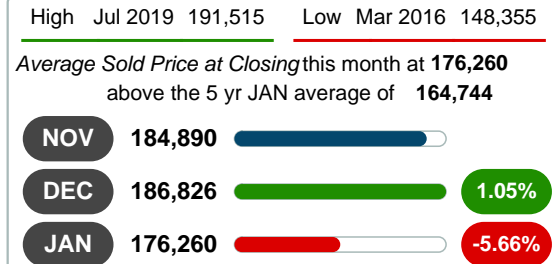


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 164,744



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-\$50,000	210	19.16%	13,046	19,951	7,618	10,662	0
\$50,001-\$100,000	147	13.41%	77,297	76,712	77,837	75,528	88,000
\$100,001-\$175,000	277	25.27%	142,106	136,841	144,160	135,779	130,000
\$175,001-\$225,000	181	16.51%	199,827	197,565	198,837	202,077	194,967
\$225,001-\$325,000	153	13.96%	265,135	265,225	261,369	268,806	263,845
\$325,001 and up	128	11.68%	492,038	749,740	417,337	451,246	577,692
Average Sold Price			176,260	117,026	148,469	244,308	445,838
Total Closed Units		100%	1,096	221	573	260	42
Total Closed Volume			193,180,925	25.86M	85.07M	63.52M	18.73M

January 2020



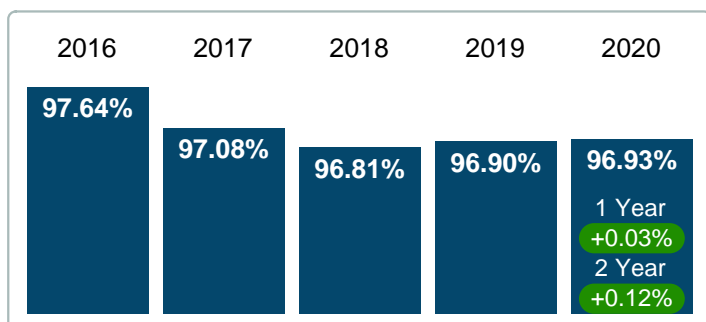
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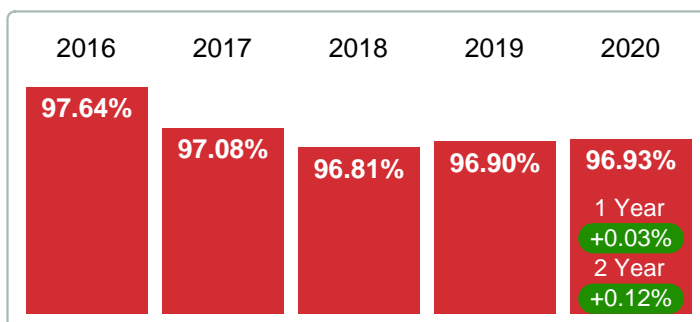
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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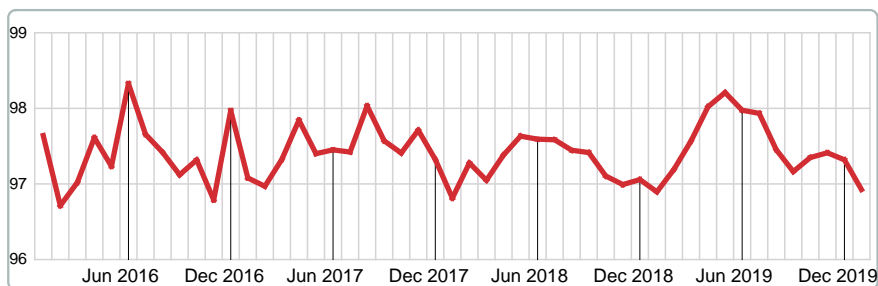
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

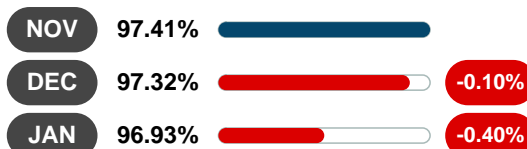


3 MONTHS

5 year JAN AVG = 97.07%

High Jun 2016 98.33% Low Feb 2016 96.71%

Average Sold/List Ratio this month at **96.93%**
equal to 5 yr JAN average of **97.07%**



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-\$50,000	210	19.16%	95.64%	94.83%	96.51%	95.01%	0.00%
\$50,001-\$100,000	147	13.41%	94.97%	95.68%	94.87%	92.97%	84.70%
\$100,001-\$175,000	277	25.27%	98.00%	96.23%	98.19%	99.16%	86.67%
\$175,001-\$225,000	181	16.51%	97.98%	98.55%	97.92%	98.00%	97.16%
\$225,001-\$325,000	153	13.96%	97.45%	91.29%	98.41%	98.06%	98.05%
\$325,001 and up	128	11.68%	96.85%	93.85%	97.57%	97.36%	95.97%
Average Sold/List Ratio		96.90%		95.19%	97.39%	97.50%	96.11%
Total Closed Units		1,096	100%	221	573	260	42
Total Closed Volume		193,180,925		25.86M	85.07M	63.52M	18.73M

January 2020



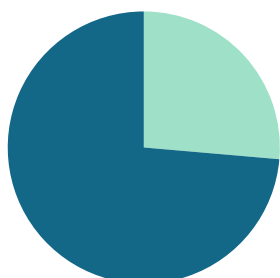
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

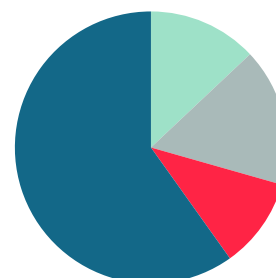


Inventory
 New Listings
2,148 = 26.37%
 Start Inventory
5,997
 Total Inventory Units
8,145
 Volume
\$2,272,121,355

Market Activity

Closed Sales
1,096 = 12.98%
 Pending Sales
1,387 = 16.43%
 Other Off Market
907 = 10.74%
 Active Inventory
5,054 = 59.85%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,018	1,096	7.66%	1,018	1,096	7.66%
Pending Sales	1,244	1,387	11.50%	1,244	1,387	11.50%
New Listings	2,444	2,148	-12.11%	2,444	2,148	-12.11%
Average List Price	179,183	182,289	1.73%	179,183	182,289	1.73%
Average Sale Price	173,058	176,260	1.85%	173,058	176,260	1.85%
Average Percent of Selling Price to List Price	96.90%	96.93%	0.03%	96.90%	96.93%	0.03%
Average Days on Market to Sale	49.41	43.45	-12.05%	49.41	43.45	-12.05%
Monthly Inventory	7,375	5,054	-31.47%	7,375	5,054	-31.47%
Months Supply of Inventory	5.32	3.46	-34.87%	5.32	3.46	-34.87%

Absorption: Last 12 months, an Average of **1,460** Sales/Month

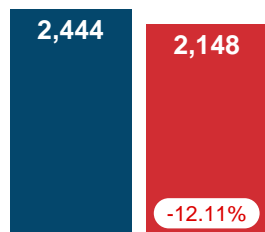
Inventory on January 31, 2020 = **5,054**

2019 **2020**

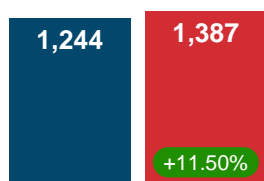
JANUARY MARKET

AVERAGE PRICES

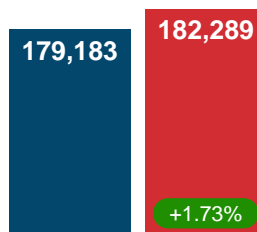
New Listings



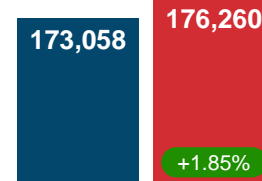
Pending Listings



List Price



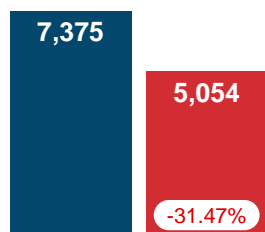
Sale Price



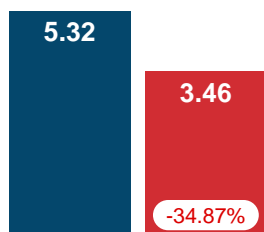
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

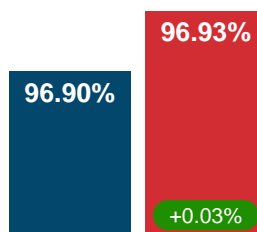
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

