

January 2020



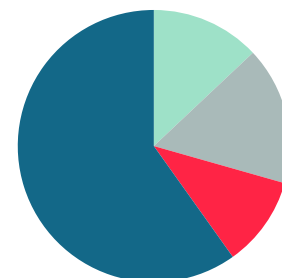
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



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%
Median List Price	145,000	159,000	9.66%
Median Sale Price	140,250	155,000	10.52%
Median Percent of Selling Price to List Price	98.65%	99.03%	0.39%
Median Days on Market to Sale	34.50	26.00	-24.64%
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.

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 **10.52%** in January 2020 to \$155,000 versus the previous year at \$140,250.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 8.50 days or **24.64%** in January 2020 compared to last year's same month at **34.50** DOM.

Sales Success for January 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 2,148 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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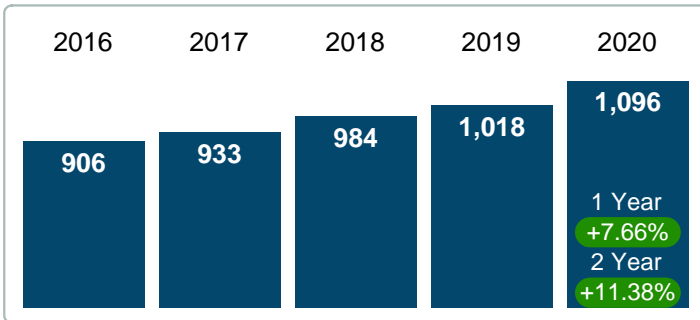
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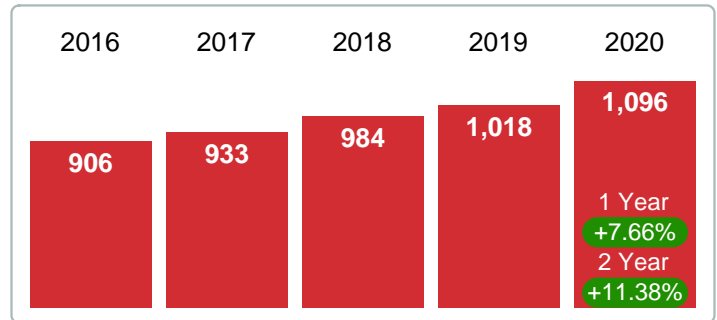
CLOSED LISTINGS

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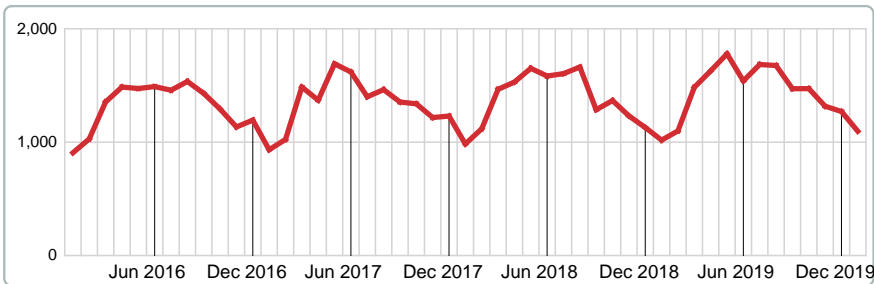
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

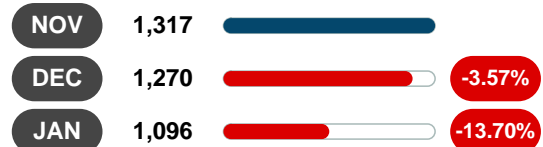


3 MONTHS

5 year JAN AVG = 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		%	MDOM	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%	31.5	86	98	26	0
\$50,001-\$100,000	147	13.41%	17.0	57	78	11	1
\$100,001-\$175,000	277	25.27%	18.0	38	205	33	1
\$175,001-\$225,000	181	16.51%	30.0	13	101	64	3
\$225,001-\$325,000	153	13.96%	27.0	17	60	65	11
\$325,001 and up	128	11.68%	49.0	10	31	61	26
Total Closed Units	1,096			221	573	260	42
Total Closed Volume	193,180,925	100%	26.0	25.86M	85.07M	63.52M	18.73M
Median Closed Price	\$155,000			\$73,000	\$149,000	\$222,000	\$382,250

January 2020



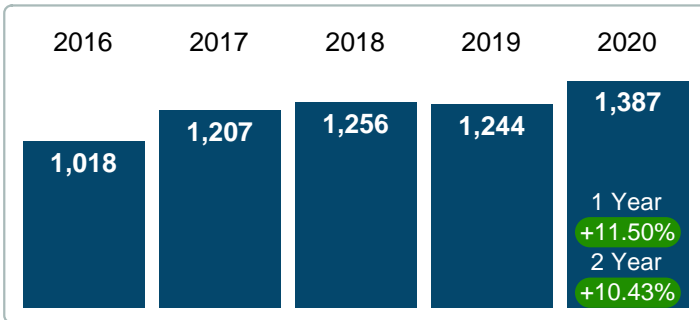
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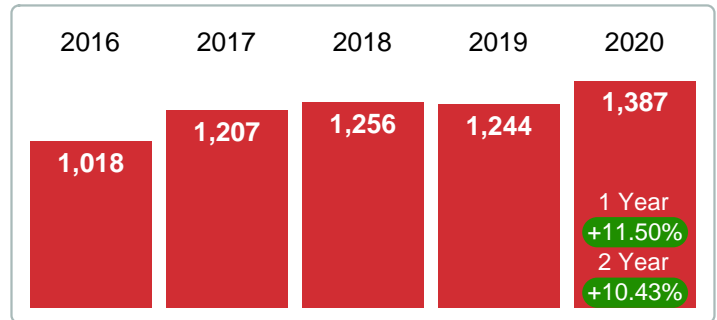
PENDING LISTINGS

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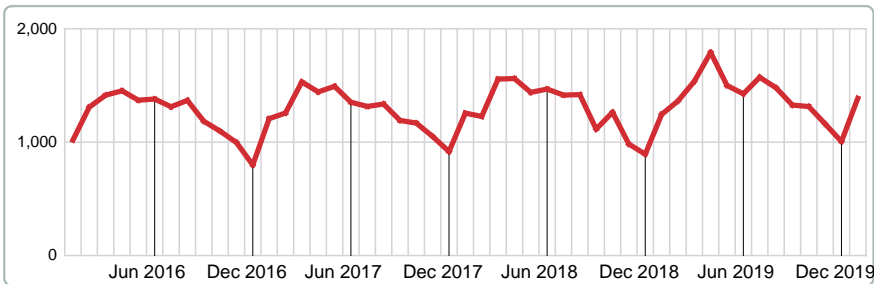
JANUARY



YEAR TO DATE (YTD)

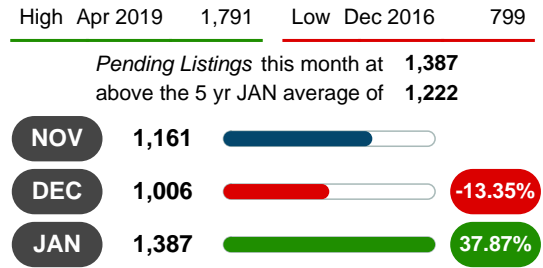


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,222



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	127	9.16%	23.0	70	48	9	0
\$50,001 - \$100,000	147	10.60%	20.0	59	80	6	2
\$100,001 - \$150,000	242	17.45%	19.0	55	169	18	0
\$150,001 - \$200,000	347	25.02%	19.0	30	243	69	5
\$200,001 - \$250,000	176	12.69%	26.5	6	84	77	9
\$250,001 - \$350,000	192	13.84%	40.5	14	77	90	11
\$350,001 and up	156	11.25%	39.5	11	34	82	29
Total Pending Units	1,387			245	735	351	56
Total Pending Volume	288,596,050	100%	24.0	33.13M	128.89M	98.46M	28.11M
Median Listing Price	\$174,637			\$99,900	\$162,900	\$249,900	\$364,200

January 2020



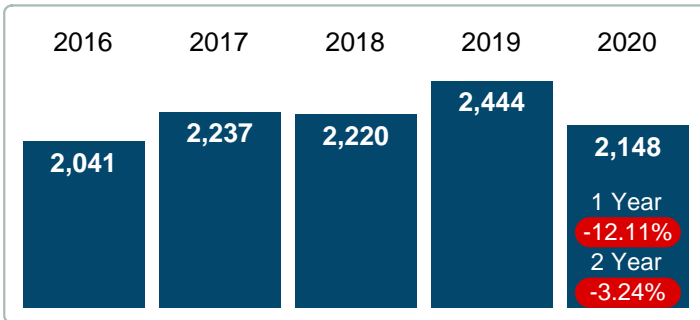
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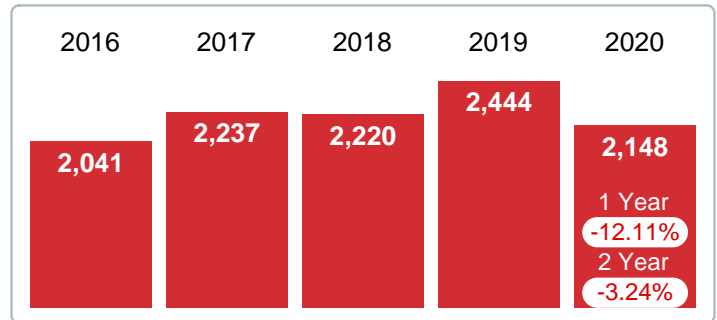
NEW LISTINGS

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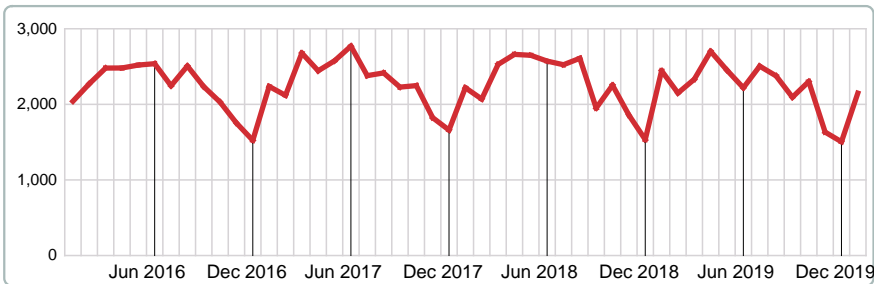
JANUARY



YEAR TO DATE (YTD)

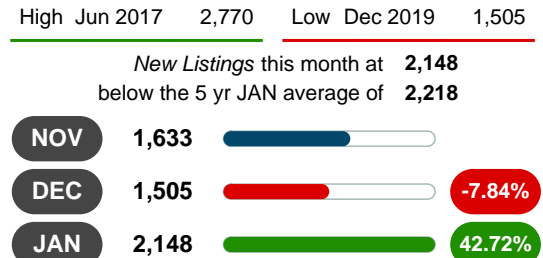


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2,218



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	462	21.51%	282	145	30	5
\$75,001-\$125,000	278	12.94%	118	140	17	3
\$125,001-\$200,000	556	25.88%	105	364	84	3
\$200,001-\$275,000	299	13.92%	23	141	128	7
\$275,001-\$450,000	332	15.46%	47	90	165	30
\$450,001 and up	221	10.29%	66	27	80	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
Median New Listed Listing Price	\$173,013		\$99,000	\$162,900	\$271,750	\$455,350

January 2020



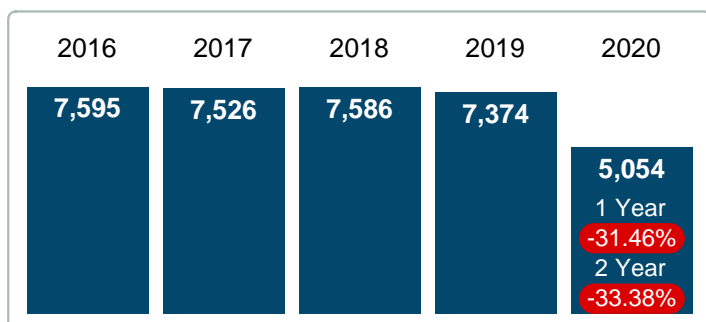
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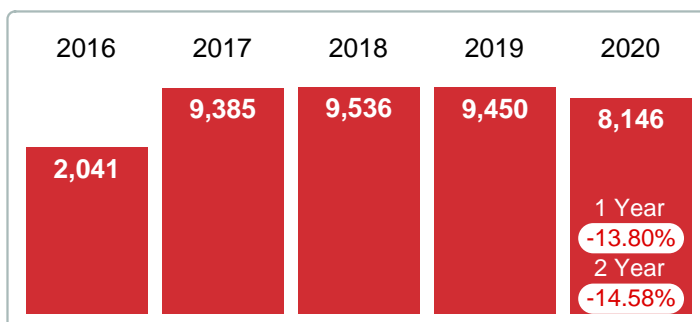
ACTIVE INVENTORY

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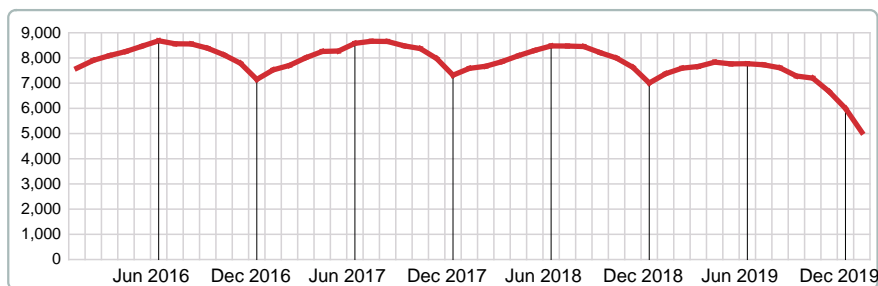
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

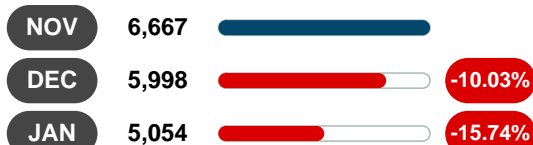


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	489	9.68%	60.0	313	137	29	10
\$25,001 - \$75,000	670	13.26%	75.0	544	112	13	1
\$75,001 - \$125,000	628	12.43%	52.0	371	208	45	4
\$125,001 - \$250,000	1,338	26.47%	61.0	409	624	285	20
\$250,001 - \$375,000	755	14.94%	81.0	142	231	331	51
\$375,001 - \$625,000	675	13.36%	85.0	124	119	329	103
\$625,001 and up	499	9.87%	82.0	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%	73.0	581.81M	294.82M	448.25M	222.96M
Median Active Inventory Listing Price	\$189,500			\$100,000	\$171,696	\$329,900	\$517,450

January 2020



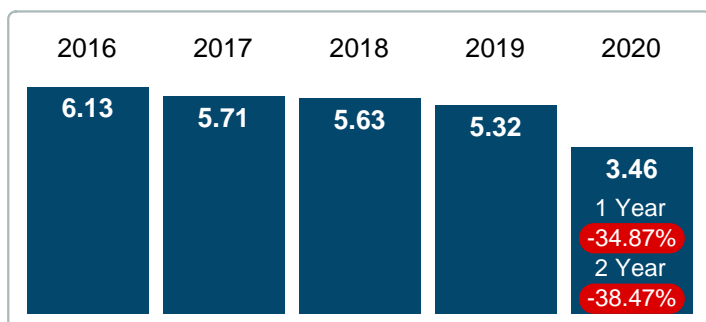
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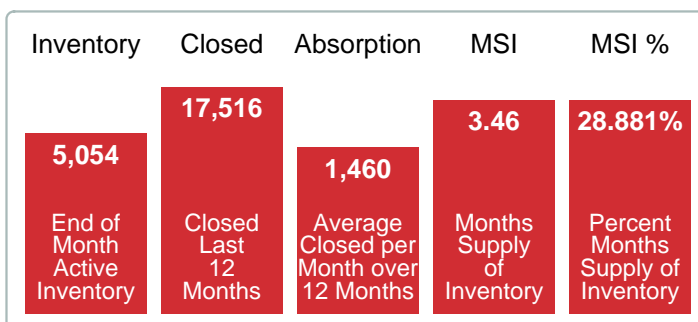
MONTHS SUPPLY of INVENTORY (MSI)

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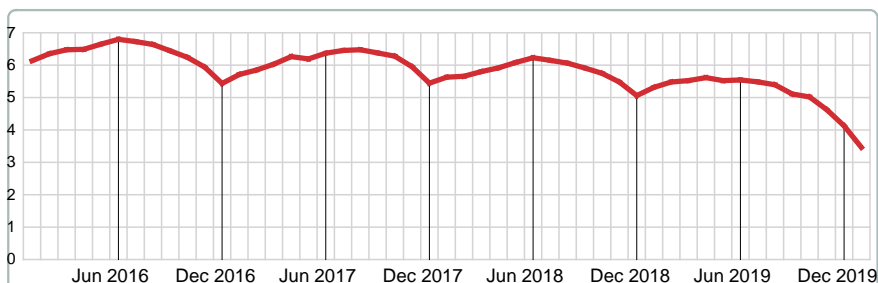
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

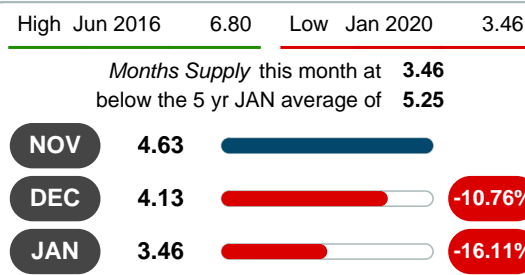


5 YEAR MARKET ACTIVITY TRENDS



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

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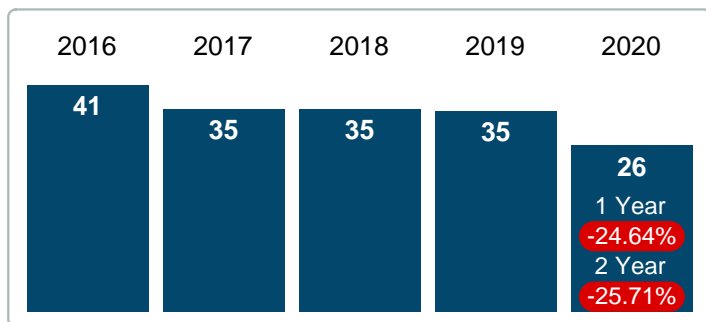
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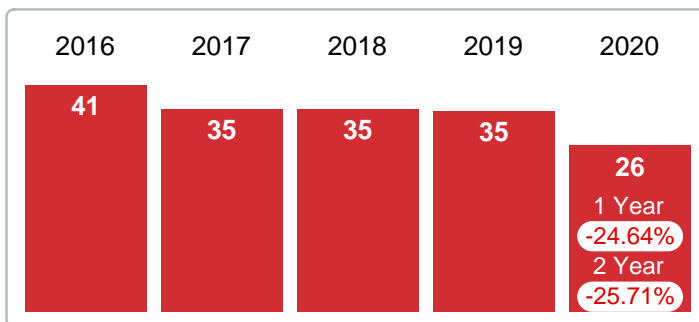
MEDIAN DAYS ON MARKET TO SALE

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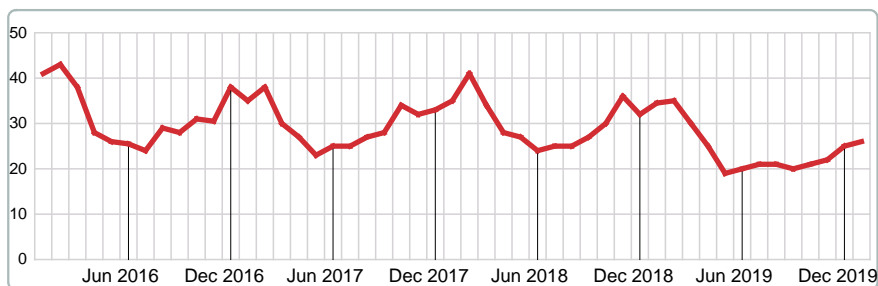
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

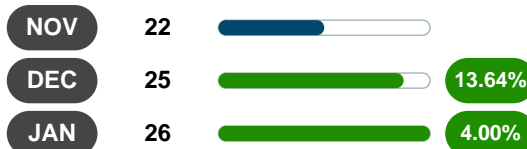


3 MONTHS

5 year JAN AVG = 34

High Feb 2016 43 Low May 2019 19

Median Days on Market to Sale this month at 26 below the 5 yr JAN average of 34



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%	82	0	0	0	0
\$1-\$50,000	210	19.16%	32	22	39	39	0
\$50,001-\$100,000	147	13.41%	17	14	16	21	18
\$100,001-\$175,000	277	25.27%	18	27	19	12	70
\$175,001-\$225,000	181	16.51%	30	17	31	30	14
\$225,001-\$325,000	153	13.96%	27	29	23	28	55
\$325,001 and up	128	11.68%	49	43	35	63	36
Median Closed DOM			26	22	24	30	42
Total Closed Units		100%	26.0	221	573	260	42
Total Closed Volume				25.86M	85.07M	63.52M	18.73M

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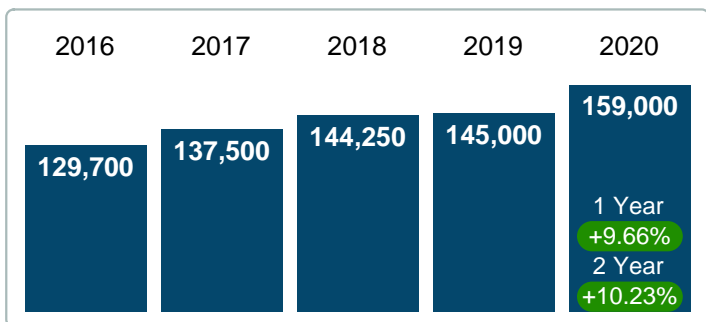
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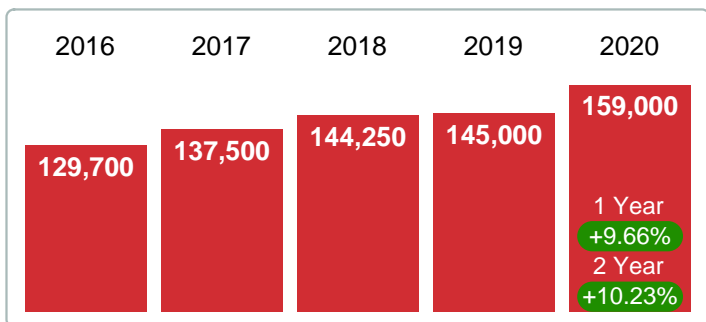
MEDIAN LIST PRICE AT CLOSING

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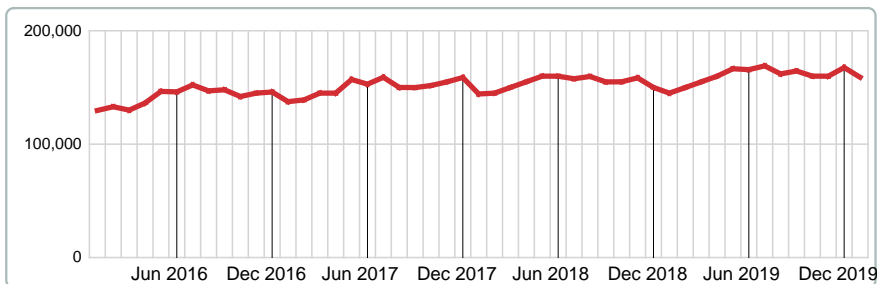
JANUARY



YEAR TO DATE (YTD)

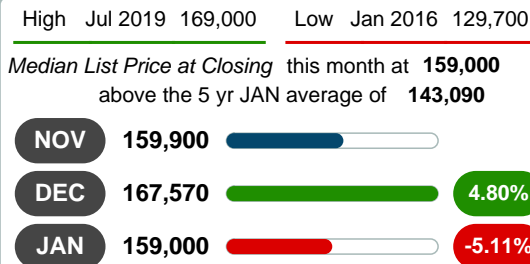


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 143,090



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%	49	0	0	0	0
\$1-\$50,000	208	18.98%	1,423	22,500	1,200	1,625	0
\$50,001-\$100,000	139	12.68%	79,900	75,000	82,900	76,000	0
\$100,001-\$175,000	281	25.64%	144,900	137,450	145,000	144,900	126,950
\$175,001-\$225,000	173	15.78%	200,000	195,675	199,900	205,000	184,950
\$225,001-\$325,000	161	14.69%	264,900	273,500	257,000	269,700	272,450
\$325,001 and up	134	12.23%	405,267	560,000	397,000	397,650	538,000
Median List Price			159,000	75,000	150,000	227,425	394,450
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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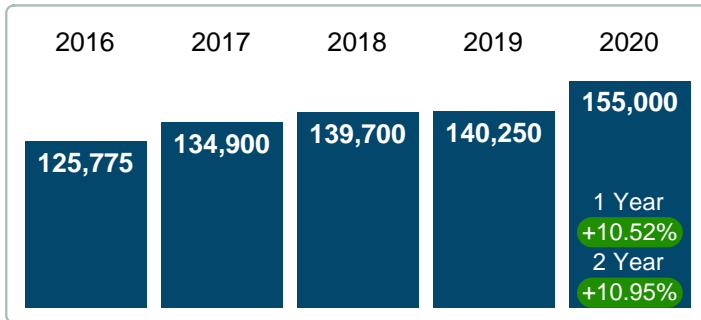
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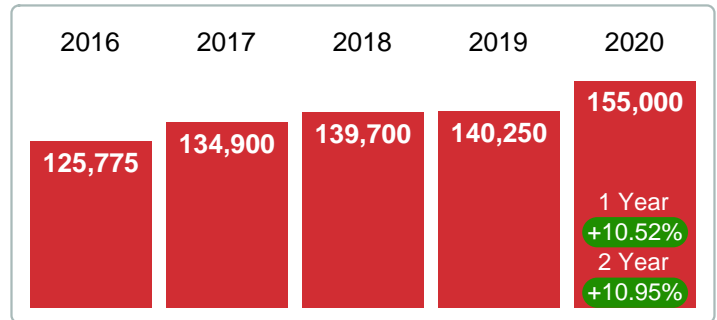
MEDIAN SOLD PRICE AT CLOSING

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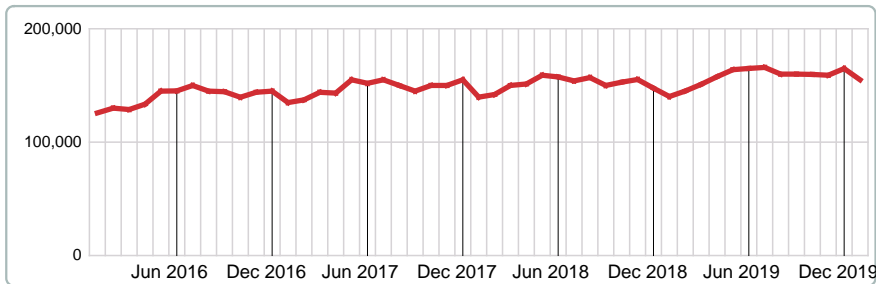
JANUARY



YEAR TO DATE (YTD)

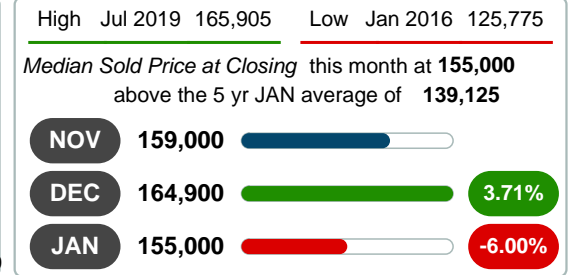


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 139,125



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%	405,267	0	0	0	0
\$1-\$50,000	210	19.16%	1,423	21,250	1,197	1,625	0
\$50,001-\$100,000	147	13.41%	79,000	75,000	80,000	75,000	88,000
\$100,001-\$175,000	277	25.27%	143,000	136,000	145,500	138,000	130,000
\$175,001-\$225,000	181	16.51%	200,000	196,350	200,000	204,972	190,000
\$225,001-\$325,000	153	13.96%	262,000	260,000	258,000	265,000	269,900
\$325,001 and up	128	11.68%	402,842	679,950	380,000	399,000	508,000
Median Sold Price	155,000			73,000	149,000	222,000	382,250
Total Closed Units	1,096	100%	155,000	221	573	260	42
Total Closed Volume	193,180,925			25.86M	85.07M	63.52M	18.73M

January 2020



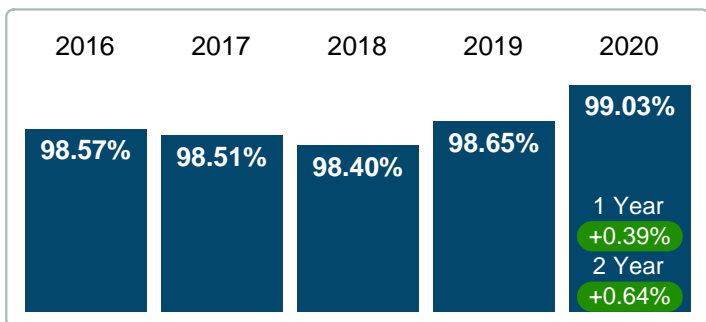
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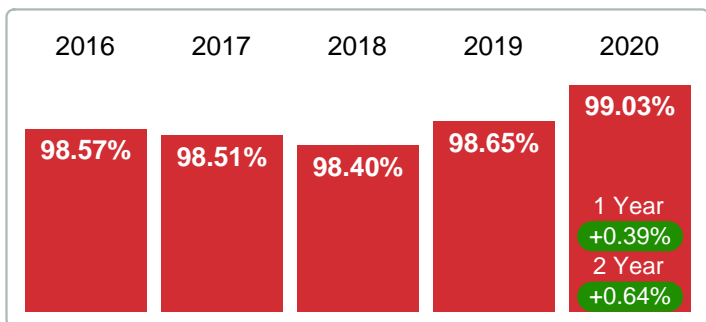
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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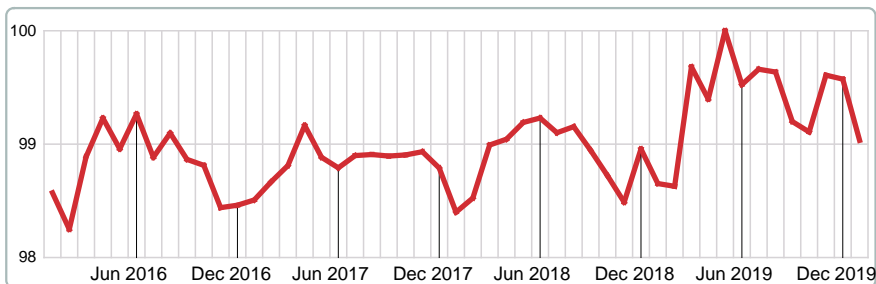
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

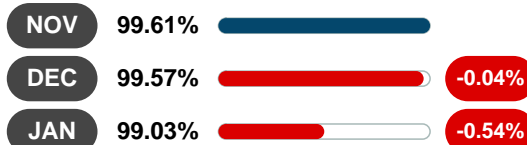


3 MONTHS

5 year JAN AVG = 98.63%

High May 2019 100.00% Low Feb 2016 98.25%

Median Sold/List Ratio this month at **99.03%**
equal to 5 yr JAN average of **98.63%**



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%	102.84/2.00%	0.00%	0.00%	0.00%	0.00%
\$1 to \$50,000	210	19.16%	100.00%	100.00%	100.00%	100.00%	0.00%
\$50,001 to \$100,000	147	13.41%	96.13%	96.97%	95.55%	95.51%	84.70%
\$100,001 to \$175,000	277	25.27%	99.65%	98.60%	99.67%	98.74%	86.67%
\$175,001 to \$225,000	181	16.51%	99.50%	98.09%	99.50%	100.00%	100.00%
\$225,001 to \$325,000	153	13.96%	98.57%	95.59%	98.96%	98.62%	99.57%
\$325,001 and up	128	11.68%	97.59%	92.69%	98.67%	97.94%	96.08%
Median Sold/List Ratio		99.03%		97.65%	99.82%	98.83%	96.52%
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



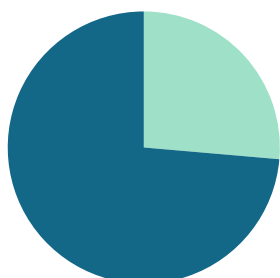
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

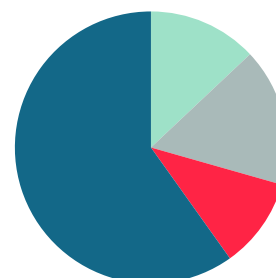


Inventory
 New Listings
2,148 = 26.37%
 Start Inventory
5,997
 Total Inventory Units
8,145
 Volume
\$2,272,121,355

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%
Median List Price	145,000	159,000	9.66%	145,000	159,000	9.66%
Median Sale Price	140,250	155,000	10.52%	140,250	155,000	10.52%
Median Percent of Selling Price to List Price	98.65%	99.03%	0.39%	98.65%	99.03%	0.39%
Median Days on Market to Sale	34.50	26.00	-24.64%	34.50	26.00	-24.64%
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

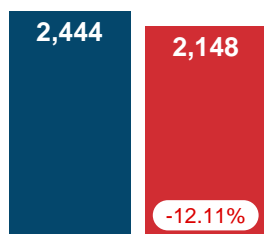
Inventory on January 31, 2020 = **5,054**

2019 **2020**

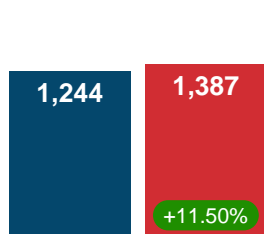
JANUARY MARKET

MEDIAN PRICES

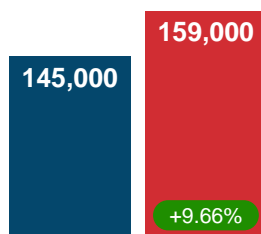
New Listings



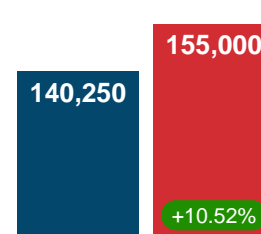
Pending Listings



List Price



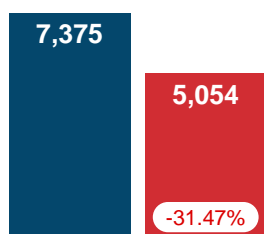
Sale Price



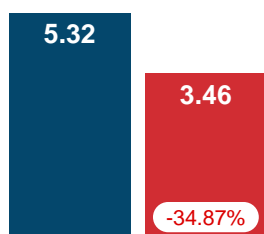
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

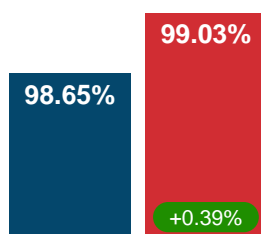
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

