

January 2020



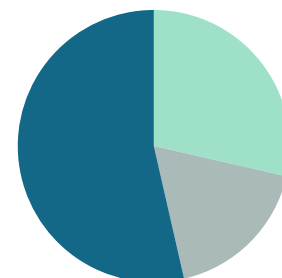
Area Delimited by School District Owasso - Sch Dist (11) - Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	15	8	-46.67%
Pending Listings	0	5	0.00%
New Listings	14	13	-7.14%
Average List Price	1,515	1,263	-16.65%
Average Sale Price	1,512	1,244	-17.68%
Average Percent of Selling Price to List Price	100.05%	98.70%	-1.35%
Average Days on Market to Sale	58.47	34.75	-40.56%
End of Month Inventory	18	15	-16.67%
Months Supply of Inventory	2.00	1.28	-36.17%



■ Closed (28.57%)
■ Pending (17.86%)
■ Other OffMarket (0.00%)
■ Active (53.57%)

Absorption: Last 12 months, an Average of **12 Sales/Month Active Inventory** as of January 31, 2020 = **15**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **16.67%** to 15 existing homes available for sale. Over the last 12 months this area has had an average of 12 closed sales per month. This represents an unsold inventory index of **1.28 MSI** for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **17.68%** in January 2020 to \$1,244 versus the previous year at \$1,512.

Average Days on Market Shortens

The average number of **34.75** days that homes spent on the market before selling decreased by 23.72 days or **40.56%** in January 2020 compared to last year's same month at **58.47** DOM.

Sales Success for January 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 13 New Listings in January 2020, down **7.14%** from last year at 14. Furthermore, there were 8 Closed Listings this month versus last year at 15, a **-46.67%** decrease.

Closed versus Listed trends yielded a **61.5%** ratio, down from previous year's, January 2019, at **107.1%**, a **42.56%** downswing. 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

January 2020



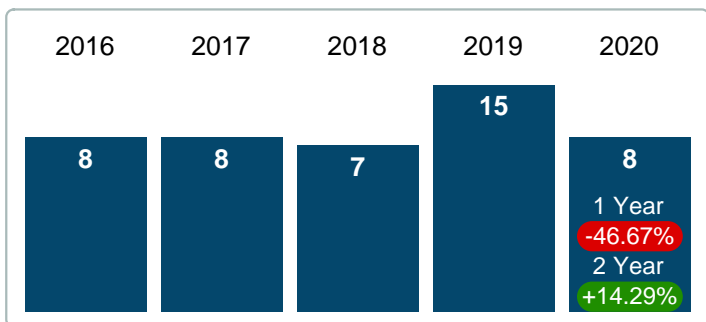
Area Delimited by School District Owasso - Sch Dist (11) - Leasing Property Type



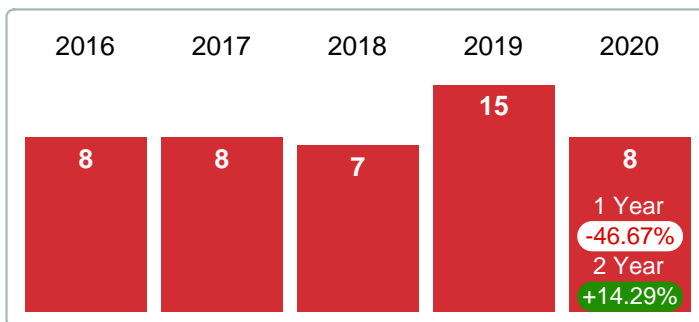
CLOSED LISTINGS

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

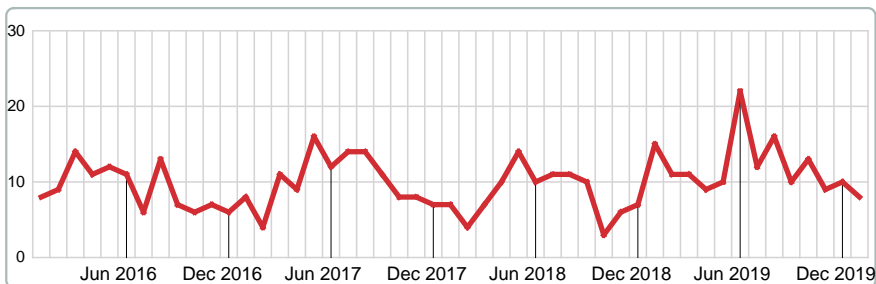
JANUARY



YEAR TO DATE (YTD)

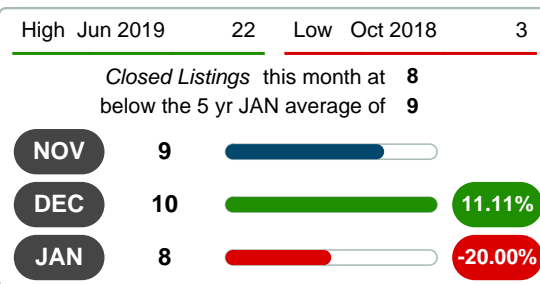


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 9



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	8	100.00%	34.8	1	4	3	0
Total Closed Units	8			1	4	3	0
Total Closed Volume	9,955	100%	34.8	725	4,645	4,585	0.00B
Average Closed Price	\$1,244			\$725	\$1,161	\$1,528	\$0

January 2020



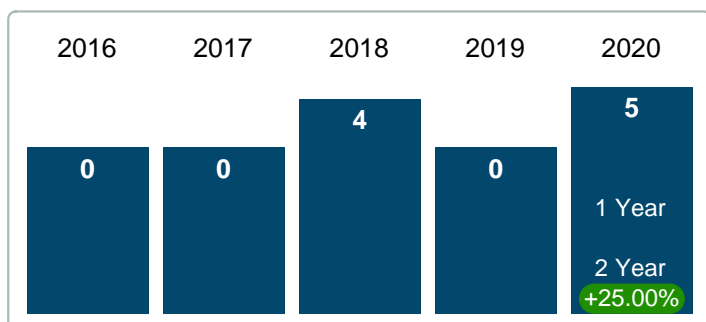
Area Delimited by School District Owasso - Sch Dist (11) - Leasing Property Type



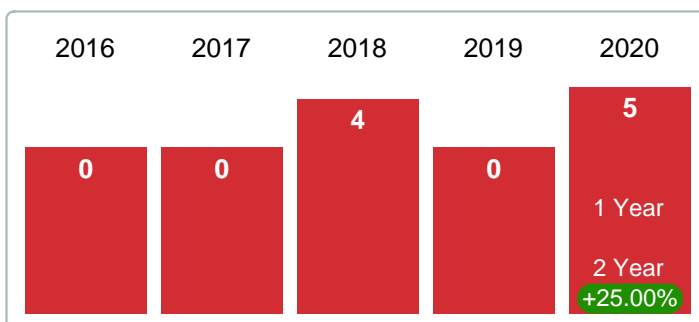
PENDING LISTINGS

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

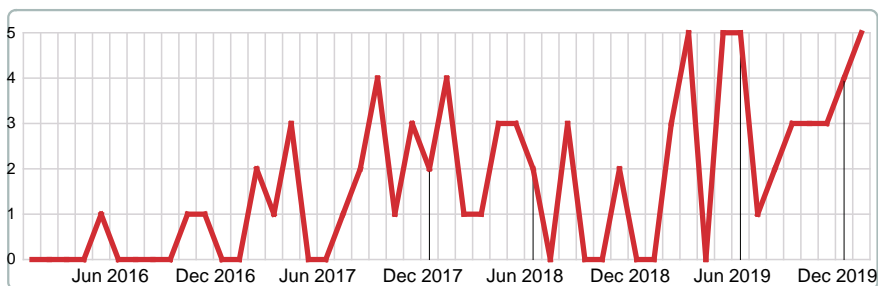
JANUARY



YEAR TO DATE (YTD)

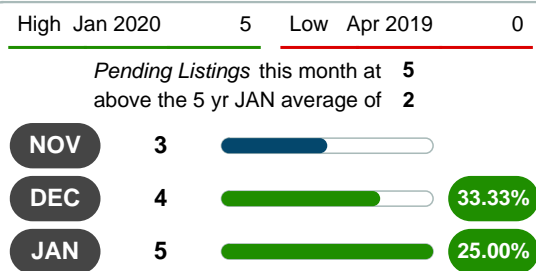


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2



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	5	100.00%	31.4	0	4	1	0
Total Pending Units	5			0	4	1	0
Total Pending Volume	6,435	100%	29.7	0.00B	4,840	1,595	0.00B
Average Listing Price	\$1,280			\$0	\$1,210	\$1,595	\$0

January 2020



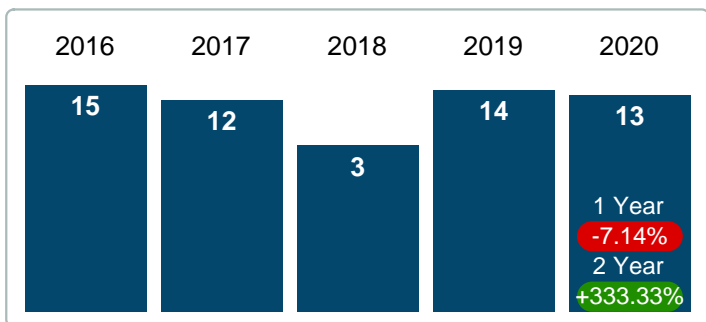
Area Delimited by School District Owasso - Sch Dist (11) - Leasing Property Type



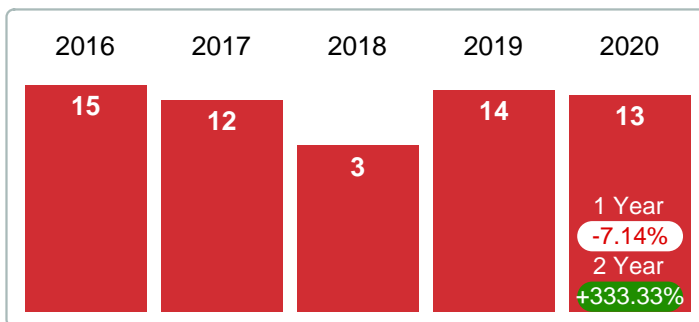
NEW LISTINGS

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

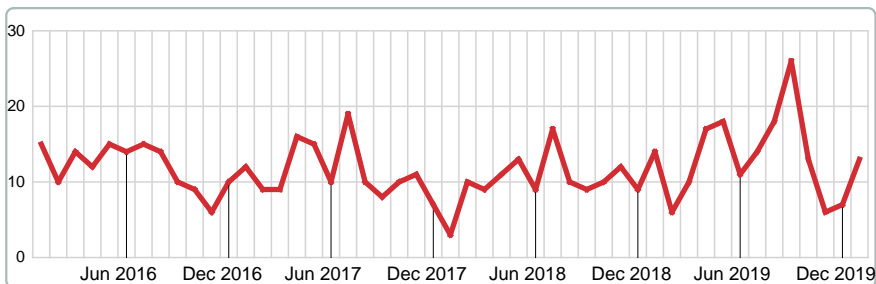
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 11

High Sep 2019 26 Low Jan 2018 3

New Listings this month at 13 above the 5 yr JAN average of 11

- NOV 6
- DEC 7 (16.67%)
- JAN 13 (85.71%)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	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	13	100.00%	1	8	3	1
Total New Listed Units	13		1	8	3	1
Total New Listed Volume	20,260	100%	725	12,01K	5,030	2,500
Average New Listed Listing Price	\$1,160		\$725	\$1,501	\$1,677	\$2,500

January 2020



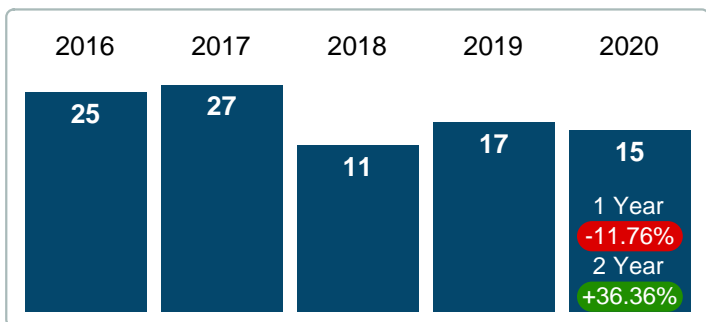
Area Delimited by School District Owasso - Sch Dist (11) - Leasing Property Type



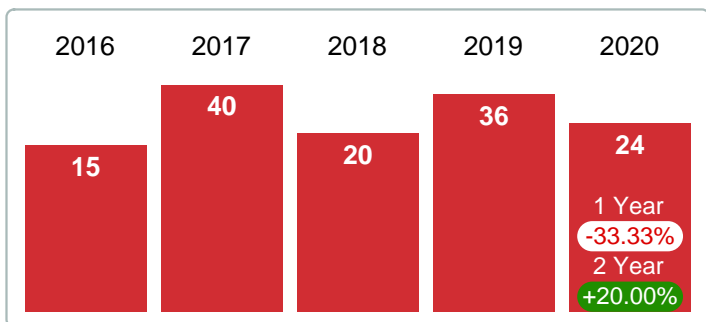
ACTIVE INVENTORY

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

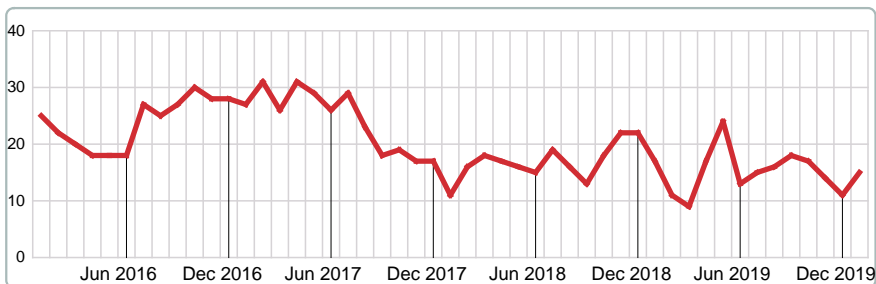
END OF JANUARY



ACTIVE DURING JANUARY

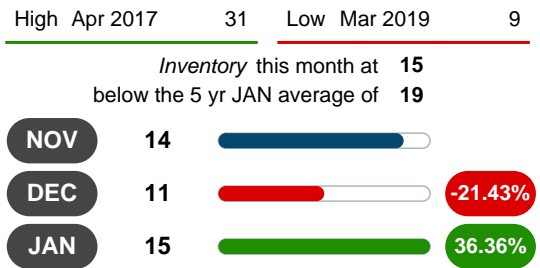


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 19



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	15	100.00%	40.2	1	11	2	1
Total Active Inventory by Units			15	1	11	2	1
Total Active Inventory by Volume			22,830	1,500	15.40K	3,435	2,500
Average Active Inventory Listing Price			\$1,522	\$1,500	\$1,400	\$1,718	\$2,500

January 2020



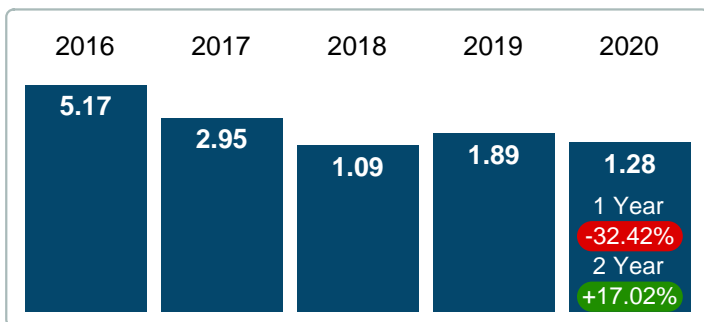
Area Delimited by School District Owasso - Sch Dist (11) - Leasing Property Type



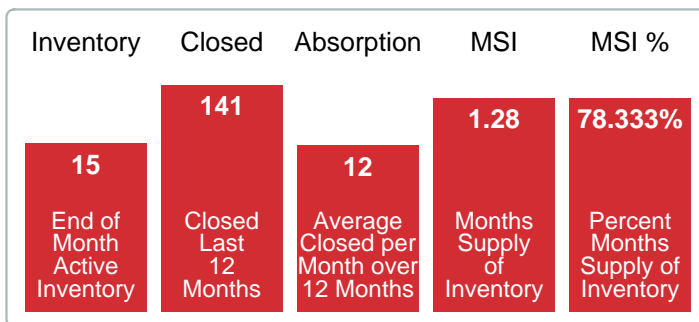
MONTHS SUPPLY of INVENTORY (MSI)

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

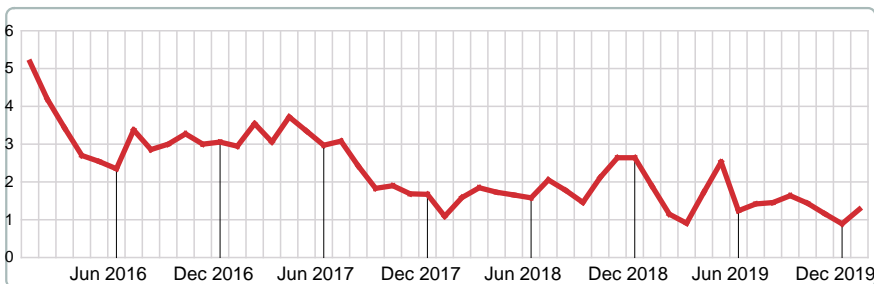
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

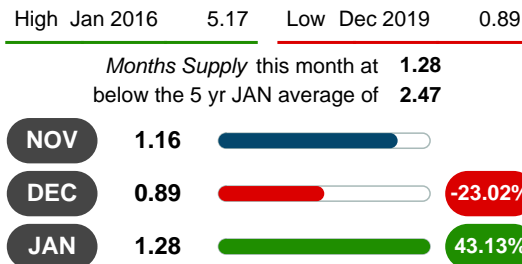


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.47



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	15	100.00%	1.28	1.50	1.65	0.52	1.71
Market Supply of Inventory (MSI)			1.28	1.50	1.65	0.52	1.71
Total Active Inventory by Units		100%	1.28	1	11	2	1

January 2020



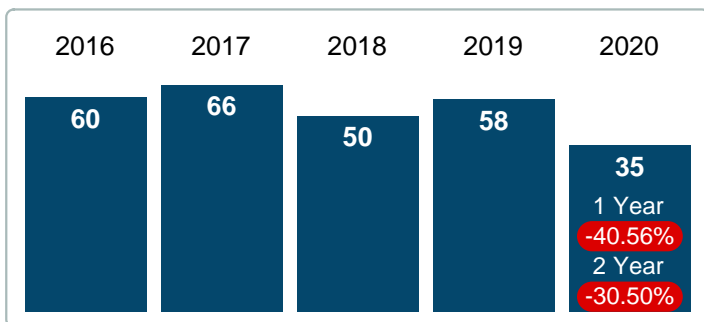
Area Delimited by School District Owasso - Sch Dist (11) - Leasing Property Type



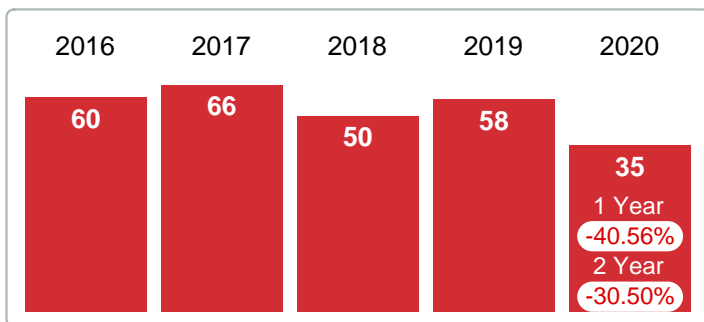
AVERAGE DAYS ON MARKET TO SALE

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

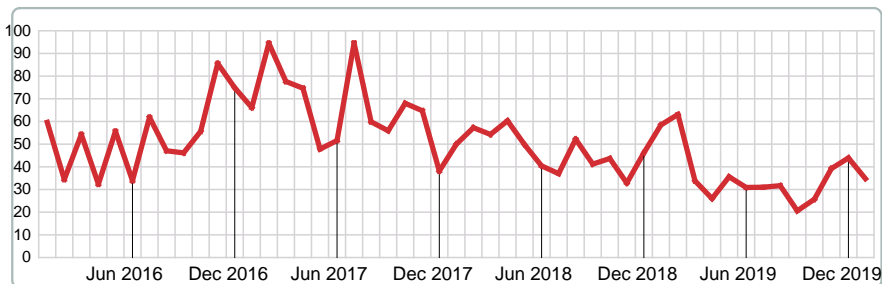
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

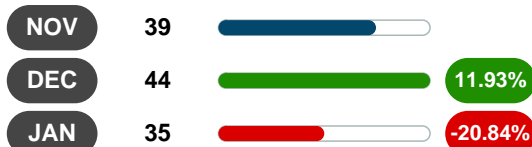


3 MONTHS

5 year JAN AVG = 54

High Jul 2017 95 Low Sep 2019 21

Average Days on Market to Sale this month at 35 below the 5 yr JAN average of 54



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>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div>	100.00%	35	16	46	26	0
Average Closed DOM			35	16	46	26	0
Total Closed Units		100%	35	1	4	3	
Total Closed Volume			9,955	725	4,645	4,585	0.00B

January 2020



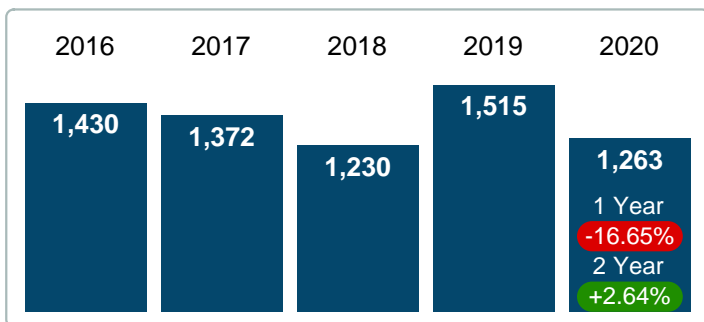
Area Delimited by School District Owasso - Sch Dist (11) - Leasing Property Type



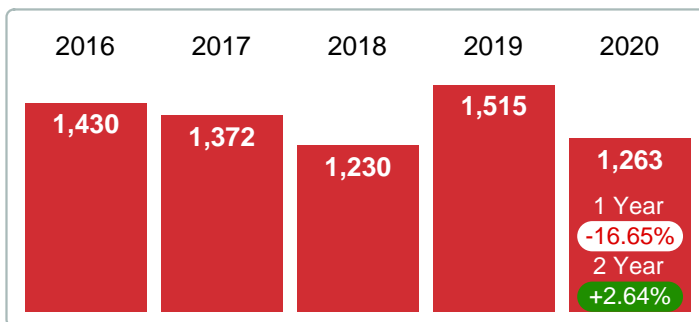
AVERAGE LIST PRICE AT CLOSING

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

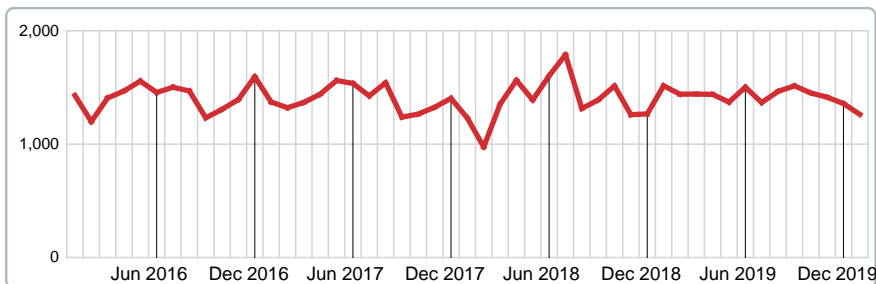
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,362

High Jul 2018 1,788 Low Feb 2018 975

Average List Price at Closing this month at **1,263** below the 5 yr JAN average of **1,362**

- NOV 1,414
- DEC 1,358 (-3.95%)
- JAN 1,263 (-7.03%)

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	8	100.00%	1,263	725	1,198	1,528	0
Average List Price			1,263	725	1,198	1,528	0
Total Closed Units		100%	1,263	1	4	3	
Total Closed Volume			10,100	725	4,790	4,585	0.00B

January 2020



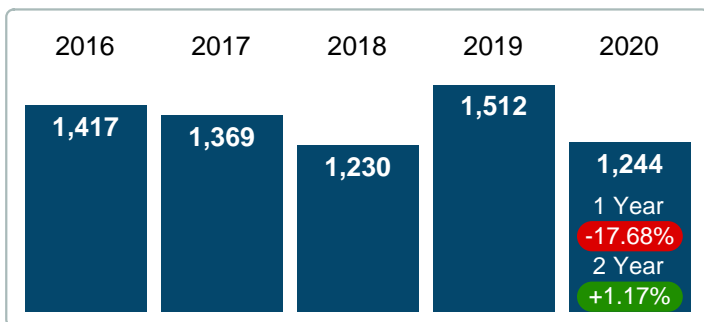
Area Delimited by School District Owasso - Sch Dist (11) - Leasing Property Type



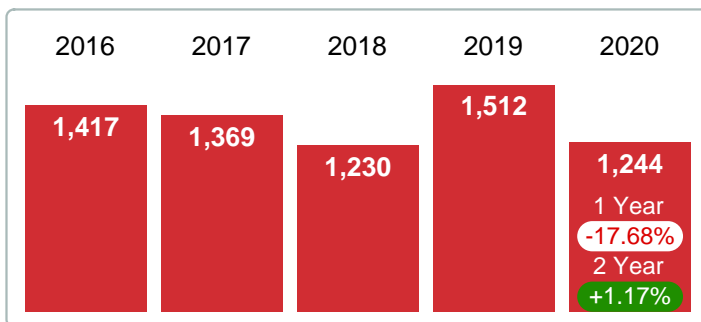
AVERAGE SOLD PRICE AT CLOSING

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

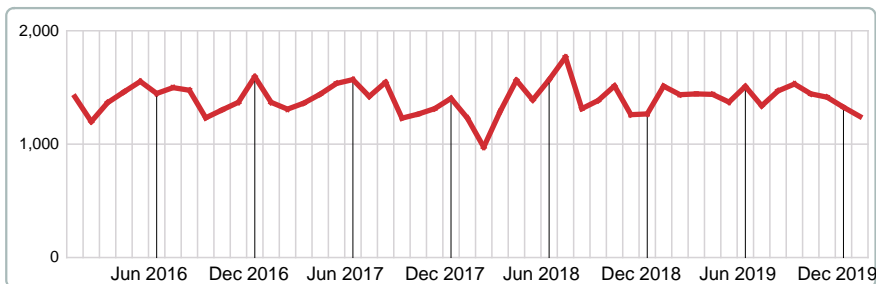
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,354

High Jul 2018 1,767 Low Feb 2018 974

Average Sold Price at Closing this month at 1,244 below the 5 yr JAN average of 1,354

Month	Average Sold Price	% Change
NOV	1,414	
DEC	1,326	-6.22%
JAN	1,244	-6.16%

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	8	100.00%	1,244	725	1,161	1,528	0
Average Sold Price			1,244	725	1,161	1,528	0
Total Closed Units		100%	1,244	1	4	3	
Total Closed Volume			9,955	725	4,645	4,585	0.00B

January 2020



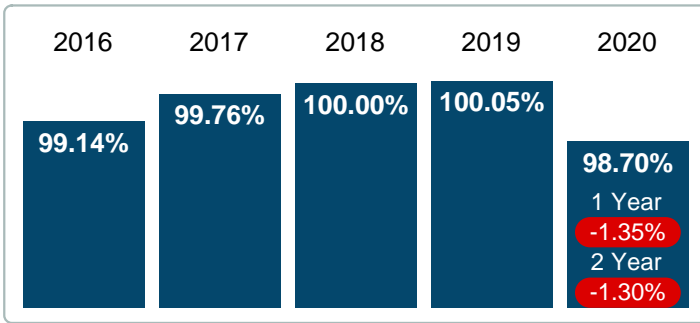
Area Delimited by School District Owasso - Sch Dist (11) - Leasing Property Type



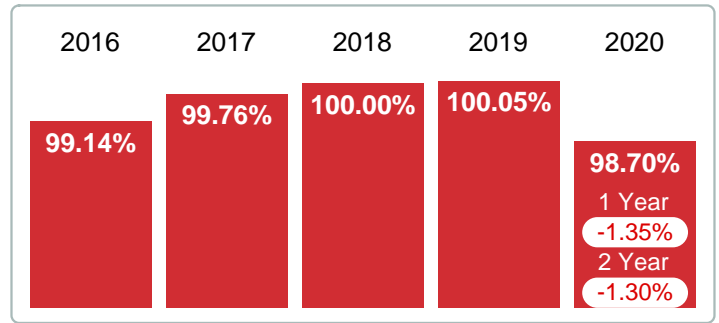
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

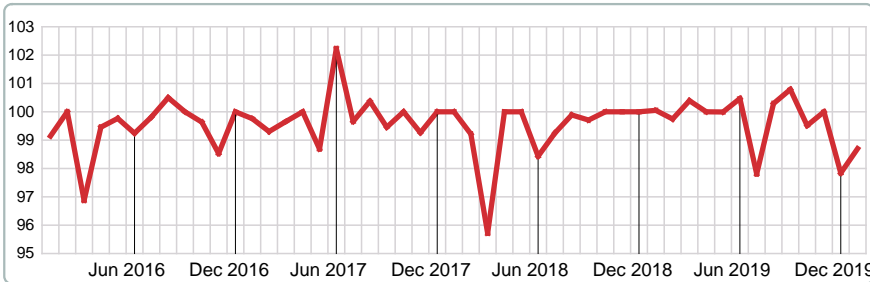
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

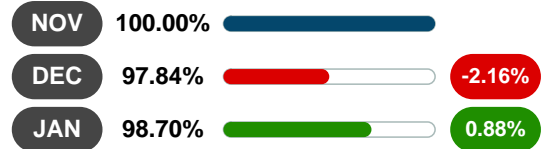


3 MONTHS

5 year JAN AVG = 99.53%

High Jun 2017 102.23% Low Mar 2018 95.71%

Average Sold/List Ratio this month at **98.70%**
below the 5 yr JAN average of **99.53%**



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	8	100.00%	98.70%	100.00%	97.40%	100.00%	0.00%
Average Sold/List Ratio		98.70%		100.00%	97.40%	100.00%	0.00%
Total Closed Units		8	100%	1	4	3	
Total Closed Volume		9,955		725	4,645	4,585	0.00B

January 2020



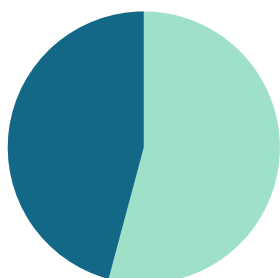
Area Delimited by School District Owasso - Sch Dist (11) - Leasing Property Type



MARKET SUMMARY

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

INVENTORY

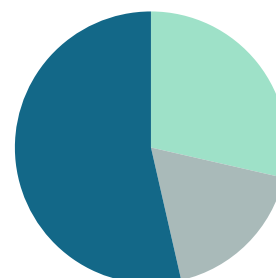


Inventory
 New Listings
13 = 54.17%
 Start Inventory
11
 Total Inventory Units
24
 Volume
\$34,230

Market Activity

Closed Sales
8 = 28.57%
 Pending Sales
5 = 17.86%
 Other Off Market
0 = 0.00%
 Active Inventory
15 = 53.57%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	15	8	-46.67%	15	8	-46.67%
Pending Sales	0	5	0.00%	0	5	0.00%
New Listings	14	13	-7.14%	14	13	-7.14%
Average List Price	1,515	1,263	-16.65%	1,515	1,263	-16.65%
Average Sale Price	1,512	1,244	-17.68%	1,512	1,244	-17.68%
Average Percent of Selling Price to List Price	100.05%	98.70%	-1.35%	100.05%	98.70%	-1.35%
Average Days on Market to Sale	58.47	34.75	-40.56%	58.47	34.75	-40.56%
Monthly Inventory	18	15	-16.67%	18	15	-16.67%
Months Supply of Inventory	2.00	1.28	-36.17%	2.00	1.28	-36.17%

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

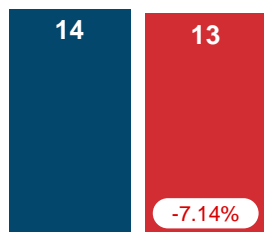
Inventory on January 31, 2020 = **15**

2019 **2020**

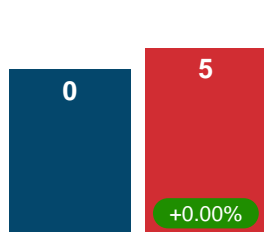
JANUARY MARKET

AVERAGE PRICES

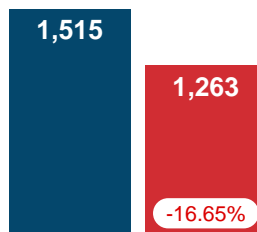
New Listings



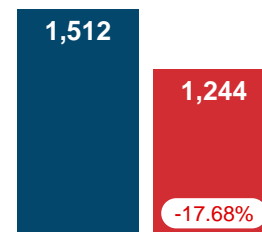
Pending Listings



List Price



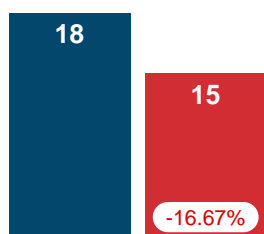
Sale Price



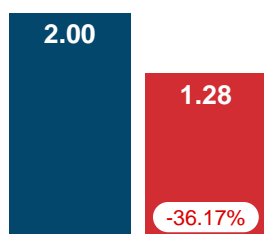
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

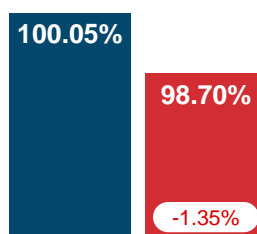
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

