

January 2020

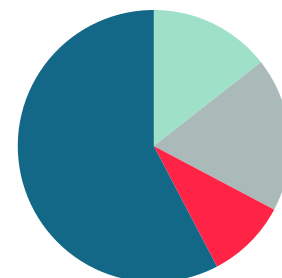
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	724	742	2.49%
Pending Listings	819	943	15.14%
New Listings	1,561	1,423	-8.84%
Average List Price	184,733	181,948	-1.51%
Average Sale Price	178,469	175,848	-1.47%
Average Percent of Selling Price to List Price	97.42%	97.30%	-0.12%
Average Days on Market to Sale	47.62	43.79	-8.04%
End of Month Inventory	4,505	2,969	-34.10%
Months Supply of Inventory	4.63	2.96	-35.94%



■ Closed (14.42%)
■ Pending (18.32%)
■ Other OffMarket (9.58%)
■ Active (57.68%)

Absorption: Last 12 months, an Average of **1,001** Sales/Month
Active Inventory as of January 31, 2020 = **2,969**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **34.10%** to 2,969 existing homes available for sale. Over the last 12 months this area has had an average of 1,001 closed sales per month. This represents an unsold inventory index of **2.96** 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 **1.47%** in January 2020 to \$175,848 versus the previous year at \$178,469.

Average Days on Market Shortens

The average number of **43.79** days that homes spent on the market before selling decreased by 3.83 days or **8.04%** in January 2020 compared to last year's same month at **47.62** DOM.

Sales Success for January 2020 is Positive

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

There were 1,423 New Listings in January 2020, down **8.84%** from last year at 1,561. Furthermore, there were 742 Closed Listings this month versus last year at 724, a **2.49%** increase.

Closed versus Listed trends yielded a **52.1%** ratio, up from previous year's, January 2019, at **46.4%**, a **12.43%** 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

January 2020

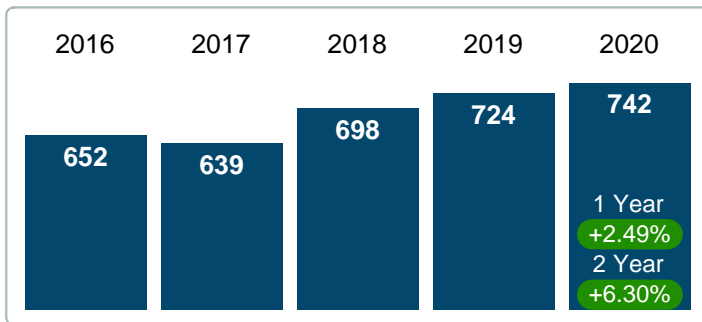
Area Delimited by County Of Tulsa



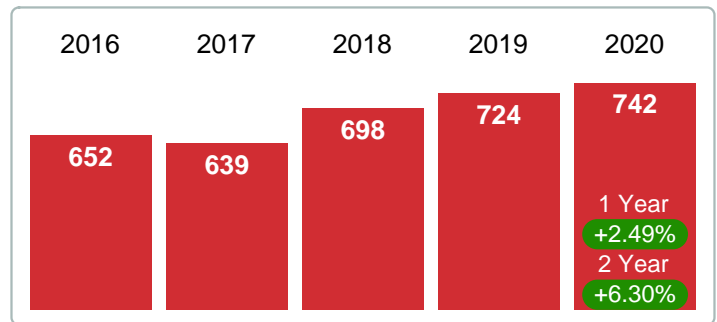
CLOSED LISTINGS

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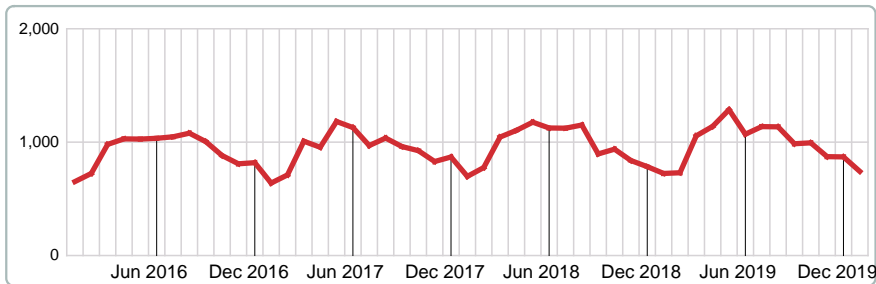
JANUARY



YEAR TO DATE (YTD)

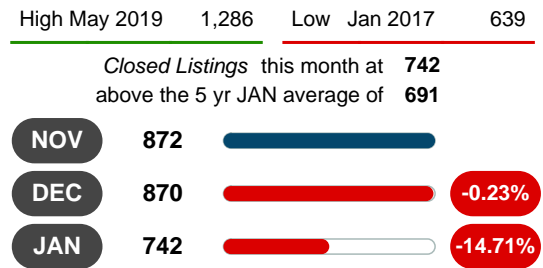


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 691



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	147	19.81%	42.8	57	68	22	0
\$50,001-\$125,000	135	18.19%	30.4	39	80	15	1
\$125,001-\$175,000	142	19.14%	35.2	12	117	12	1
\$175,001-\$225,000	127	17.12%	45.7	9	67	48	3
\$225,001-\$325,000	100	13.48%	57.9	9	38	45	8
\$325,001 and up	91	12.26%	60.5	5	22	45	19
Total Closed Units	742			131	392	187	32
Total Closed Volume	130,478,899	100%	43.8	12.66M	58.13M	45.18M	14.51M
Average Closed Price	\$175,848			\$96,652	\$148,279	\$241,606	\$453,494

January 2020

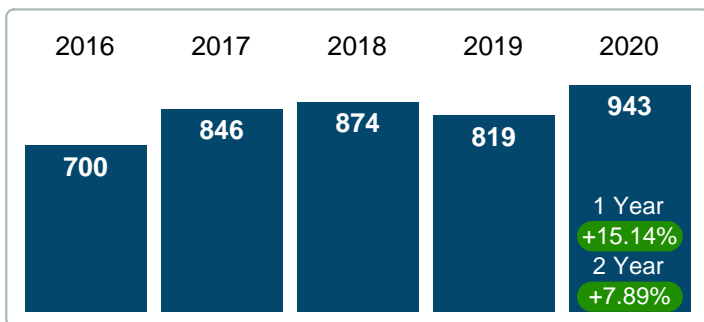
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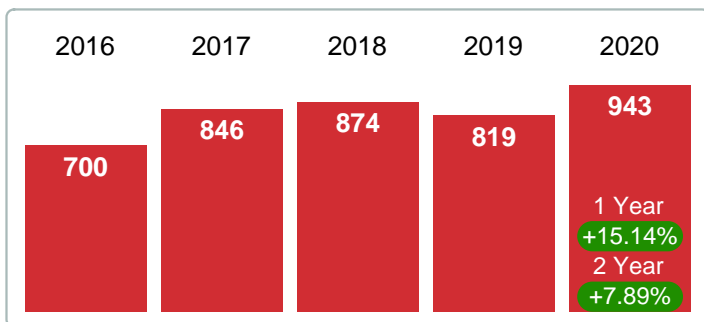
PENDING LISTINGS

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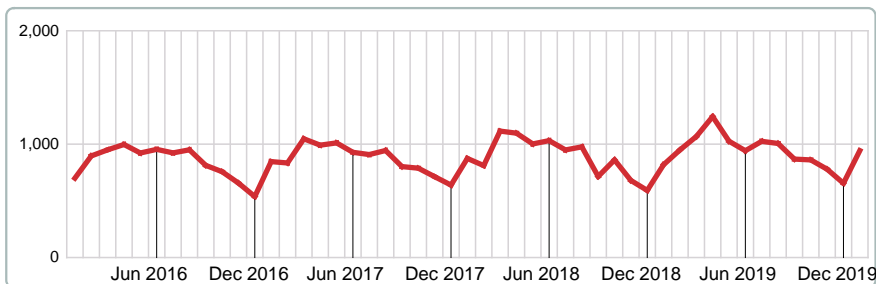
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 836

High Apr 2019 1,243 Low Dec 2016 538

Pending Listings this month at **943**
above the 5 yr JAN average of **836**



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	71	7.53%	38.2	37	28	6	0
\$50,001 - \$100,000	87	9.23%	36.7	32	49	4	2
\$100,001 - \$150,000	155	16.44%	32.8	30	117	8	0
\$150,001 - \$200,000	240	25.45%	38.6	19	170	47	4
\$200,001 - \$275,000	174	18.45%	47.7	7	82	78	7
\$275,001 - \$375,000	122	12.94%	58.8	10	39	67	6
\$375,001 and up	94	9.97%	59.1	6	18	49	21
Total Pending Units	943			141	503	259	40
Total Pending Volume	206,247,587	100%	44.5	19.64M	90.77M	74.86M	20.98M
Average Listing Price	\$172,844			\$139,283	\$180,450	\$289,027	\$524,616

January 2020

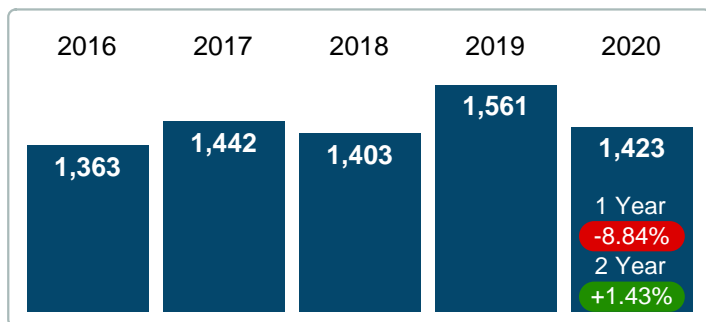
Area Delimited by County Of Tulsa



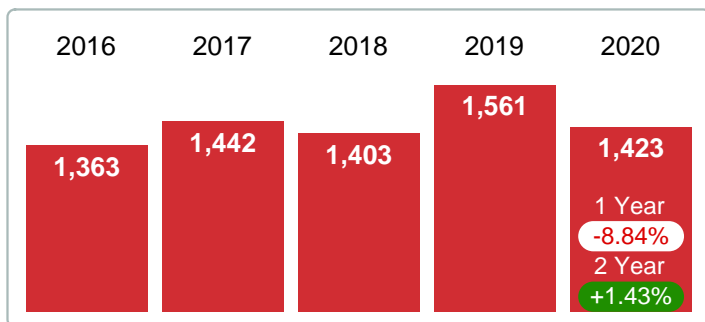
NEW LISTINGS

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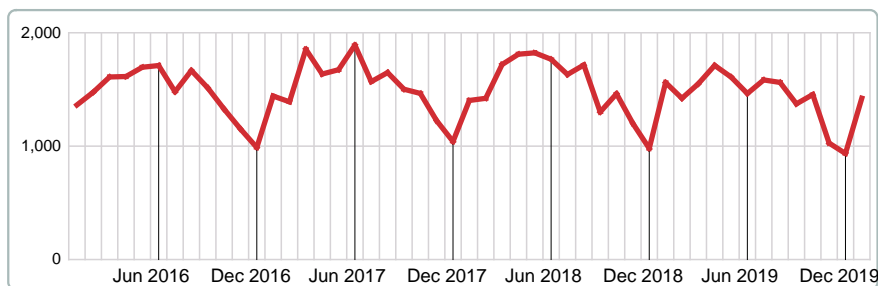
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

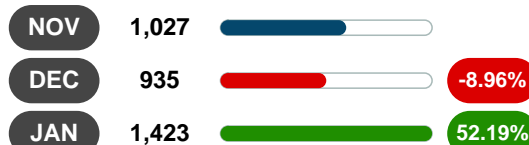


3 MONTHS

5 year JAN AVG = 1,438

High Jun 2017 1,891 Low Dec 2019 935

New Listings this month at 1,423
below the 5 yr JAN average of 1,438



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 - \$90,000	310	21.78%	141	138	25	6
\$90,001 - \$140,000	196	13.77%	77	111	8	0
\$140,001 - \$230,000	378	26.56%	57	240	77	4
\$230,001 - \$310,000	207	14.55%	17	80	104	6
\$310,001 - \$510,000	188	13.21%	25	42	97	24
\$510,001 and up	144	10.12%	47	19	48	30
Total New Listed Units	1,423		364	630	359	70
Total New Listed Volume	372,546,379	100%	94.44M	110.65M	123.54M	43.92M
Average New Listed Listing Price	\$137,188		\$259,463	\$175,627	\$344,127	\$627,359

January 2020

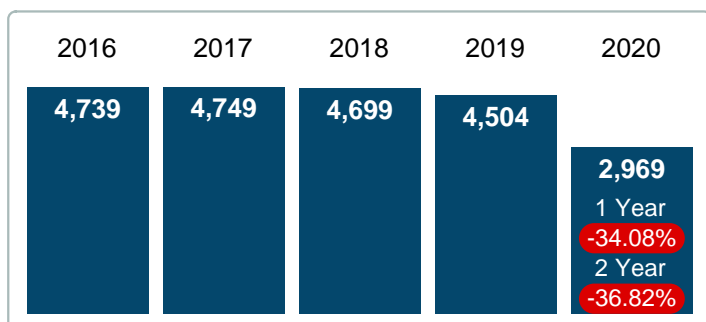
Area Delimited by County Of Tulsa



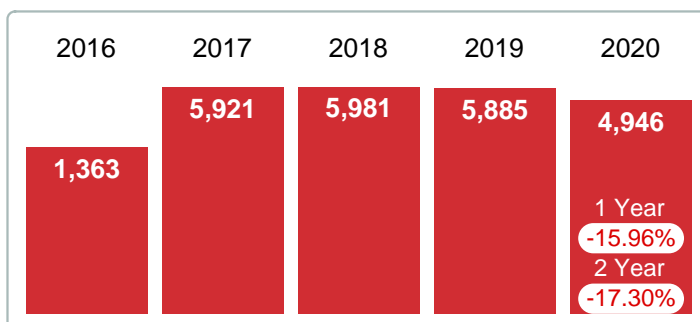
ACTIVE INVENTORY

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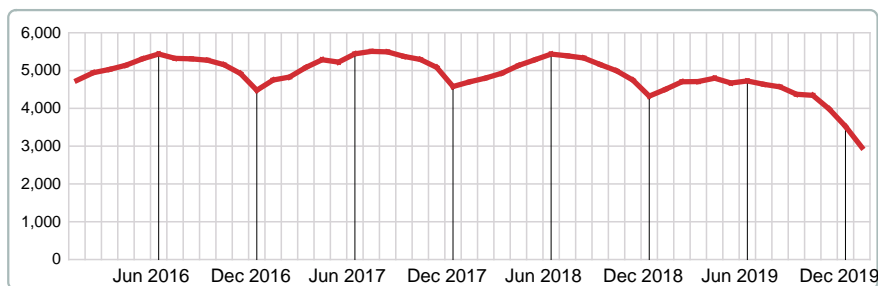
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

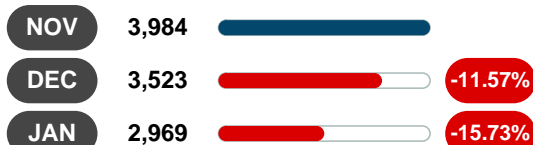


3 MONTHS

5 year JAN AVG = 4,332

High Jul 2017 5,507 Low Jan 2020 2,969

Inventory this month at **2,969**
below the 5 yr JAN average of **4,332**



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	267	8.99%	64.9	122	115	22	8
\$25,001 - \$100,000	376	12.66%	88.3	275	91	10	0
\$100,001 - \$150,000	344	11.59%	71.5	199	130	14	1
\$150,001 - \$300,000	858	28.90%	69.4	171	379	285	23
\$300,001 - \$425,000	451	15.19%	82.5	73	100	233	45
\$425,001 - \$725,000	362	12.19%	82.5	54	69	165	74
\$725,001 and up	311	10.47%	86.4	146	10	65	90
Total Active Inventory by Units			2,969	1,040	894	794	241
Total Active Inventory by Volume			1,077,702,836	386.23M	189.08M	327.75M	174.64M
Average Active Inventory Listing Price			\$362,985	\$371,376	\$211,495	\$412,789	\$724,650

January 2020

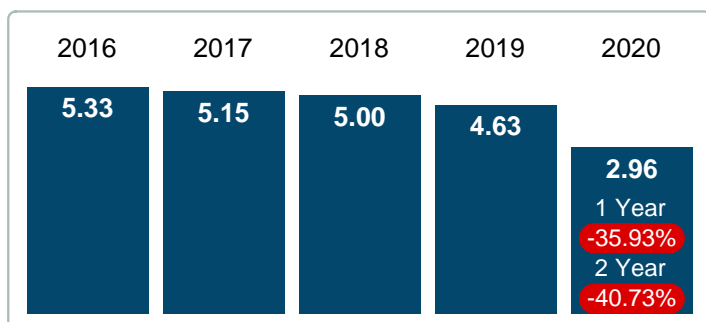
Area Delimited by County Of Tulsa



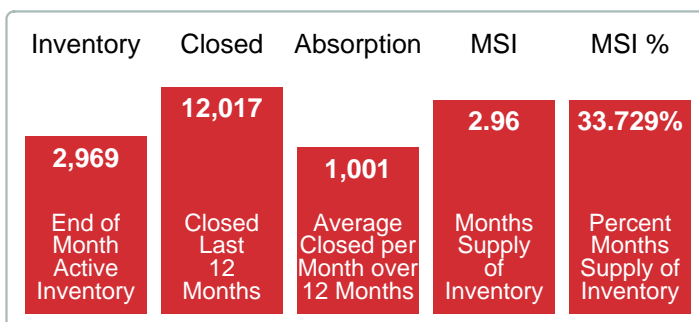
MONTHS SUPPLY of INVENTORY (MSI)

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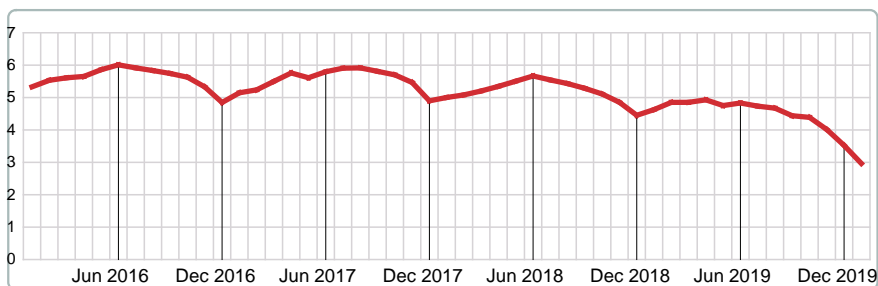
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

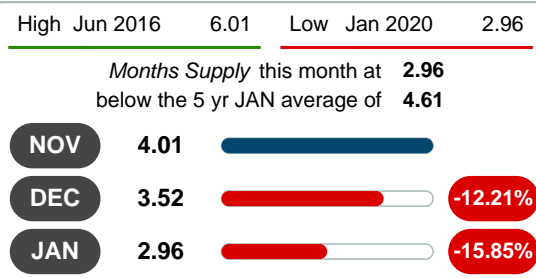


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.61



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	267	8.99%	2.00	3.29	1.59	1.04	3.00
\$25,001 - \$100,000	376	12.66%	2.70	4.46	1.32	1.22	0.00
\$100,001 - \$150,000	344	11.59%	1.96	8.47	0.98	0.79	0.52
\$150,001 - \$300,000	858	28.90%	2.10	6.91	1.70	1.96	1.49
\$300,001 - \$425,000	451	15.19%	5.04	25.76	4.15	4.52	4.09
\$425,001 - \$725,000	362	12.19%	8.57	25.92	8.45	7.73	6.94
\$725,001 and up	311	10.47%	25.56	103.06	6.32	11.82	24.55
Market Supply of Inventory (MSI)			2.96	6.78	1.68	2.93	5.26
Total Active Inventory by Units		100%	2,969	1,040	894	794	241

January 2020

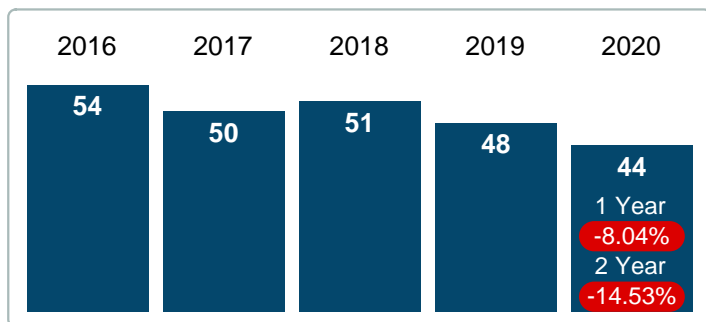
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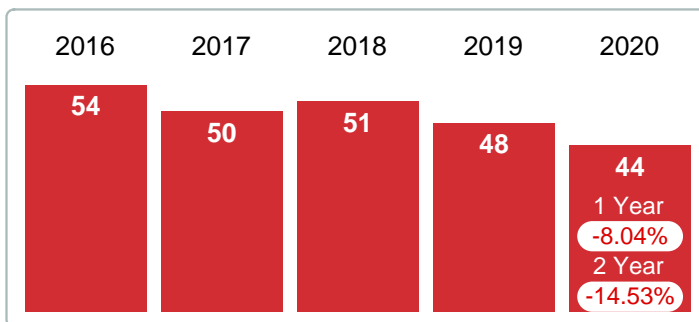
AVERAGE DAYS ON MARKET TO SALE

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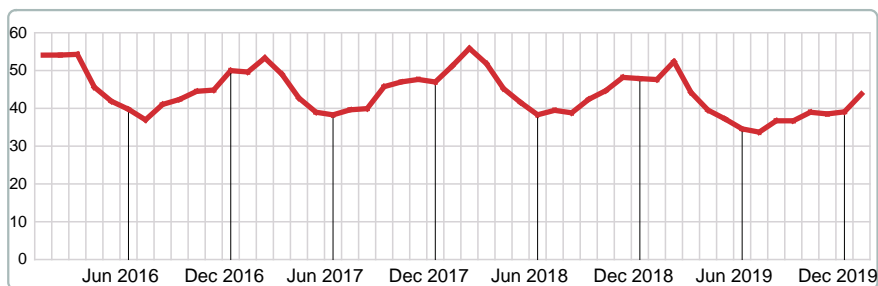
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

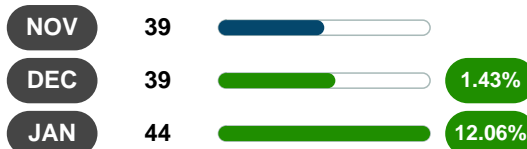


3 MONTHS

5 year JAN AVG = 49

High Feb 2018 56 Low Jul 2019 34

Average Days on Market to Sale this month at 44 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	147	19.81%	43	33	45	59	0
\$50,001-\$125,000	135	18.19%	30	36	30	18	18
\$125,001-\$175,000	142	19.14%	35	38	34	45	70
\$175,001-\$225,000	127	17.12%	46	61	43	45	63
\$225,001-\$325,000	100	13.48%	58	88	49	60	54
\$325,001 and up	91	12.26%	61	28	54	74	45
Average Closed DOM			44	40	39	55	49
Total Closed Units		100%	44	131	392	187	32
Total Closed Volume			130,478,899	12.66M	58.13M	45.18M	14.51M

January 2020

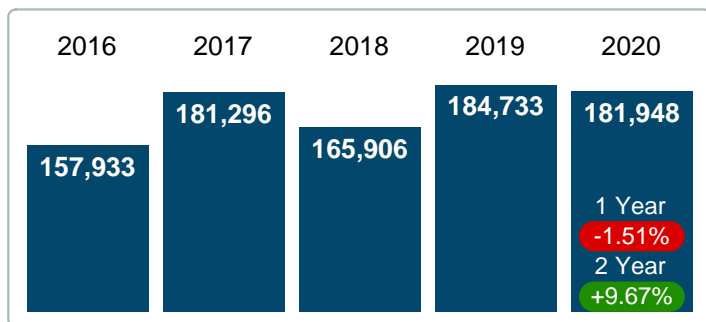
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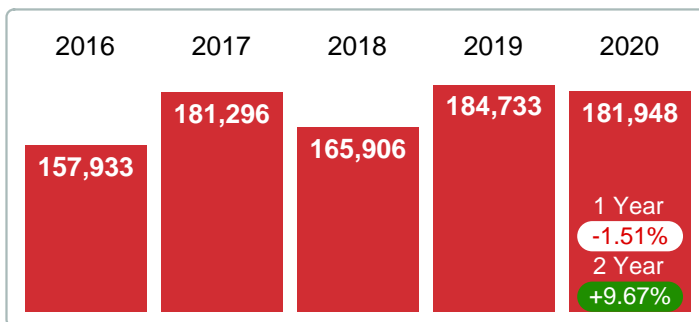
AVERAGE LIST PRICE AT CLOSING

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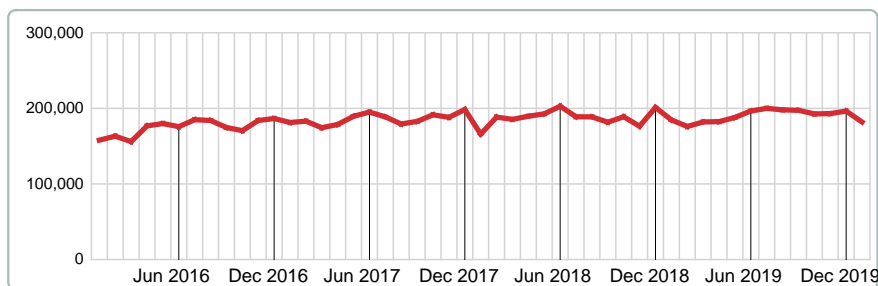
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 174,363

High Jun 2018 202,826 Low Mar 2016 156,012

Average List Price at Closing this month at **181,948**
above the 5 yr JAN average of **174,363**

- NOV: 193,062
- DEC: 196,357 (+1.71%)
- JAN: 181,948 (-7.34%)

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	146	19.68%	11,338	18,434	6,168	11,505	0
\$50,001 \$125,000	127	17.12%	91,299	89,340	94,568	106,613	103,900
\$125,001 \$175,000	145	19.54%	151,474	152,575	154,904	149,117	150,000
\$175,001 \$225,000	125	16.85%	201,357	198,522	203,548	206,764	201,633
\$225,001 \$325,000	103	13.88%	264,700	303,536	263,769	272,172	266,088
\$325,001 and up	96	12.94%	493,307	593,800	445,271	457,876	641,058
Average List Price			181,948	105,751	151,953	248,227	473,987
Total Closed Units		100%	181,948	131	392	187	32
Total Closed Volume			135,005,117	13.85M	59.57M	46.42M	15.17M

January 2020

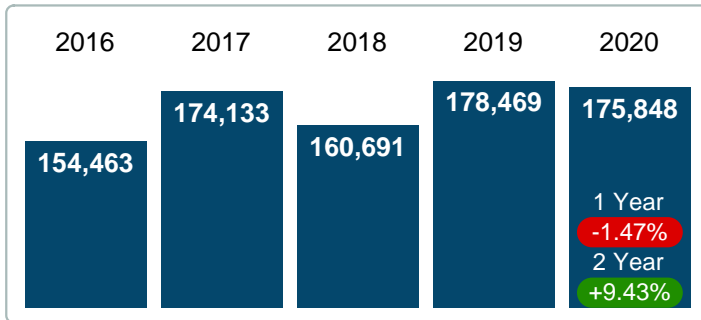
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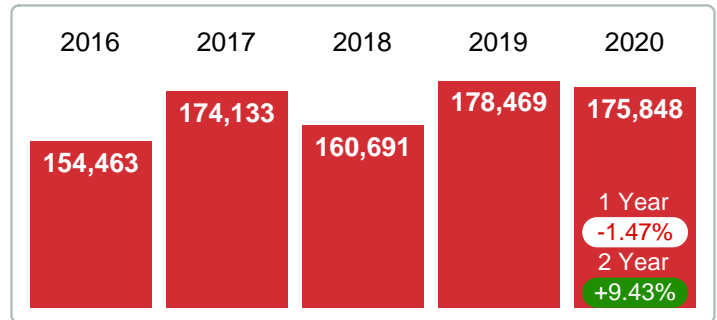
AVERAGE SOLD PRICE AT CLOSING

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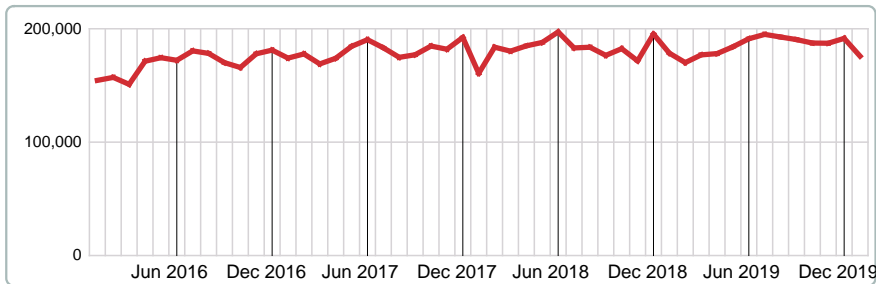
JANUARY



YEAR TO DATE (YTD)

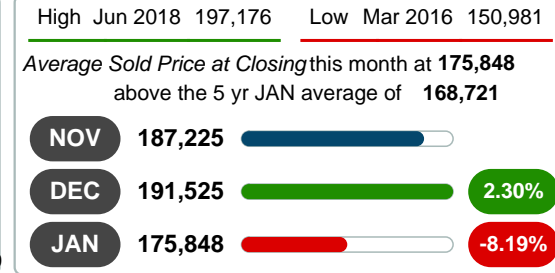


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 168,721



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 to \$50,000	147	19.81%	10,731	16,993	5,704	10,043	0
\$50,001 to \$125,000	135	18.19%	90,338	85,172	90,681	102,097	88,000
\$125,001 to \$175,000	142	19.14%	151,193	147,646	152,135	147,317	130,000
\$175,001 to \$225,000	127	17.12%	200,382	195,333	199,889	202,357	194,967
\$225,001 to \$325,000	100	13.48%	262,162	255,424	259,244	266,239	260,675
\$325,001 and up	91	12.26%	478,811	508,500	429,070	443,694	611,763
Average Sold Price			175,848	96,652	148,279	241,606	453,494
Total Closed Units		100%	742	131	392	187	32
Total Closed Volume			130,478,899	12.66M	58.13M	45.18M	14.51M

January 2020



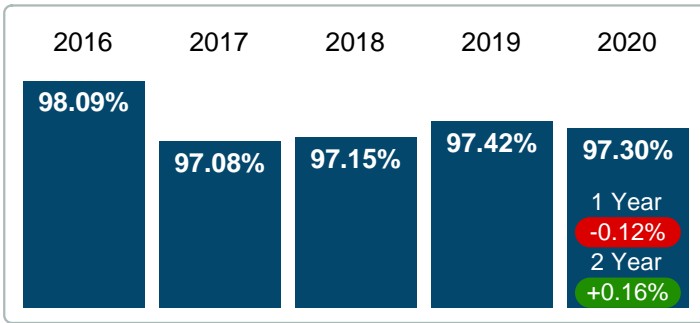
Area Delimited by County Of Tulsa



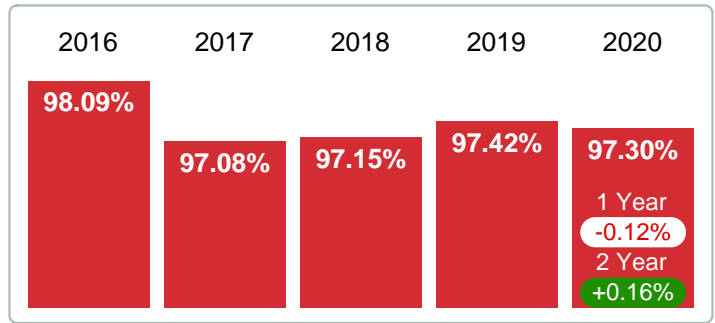
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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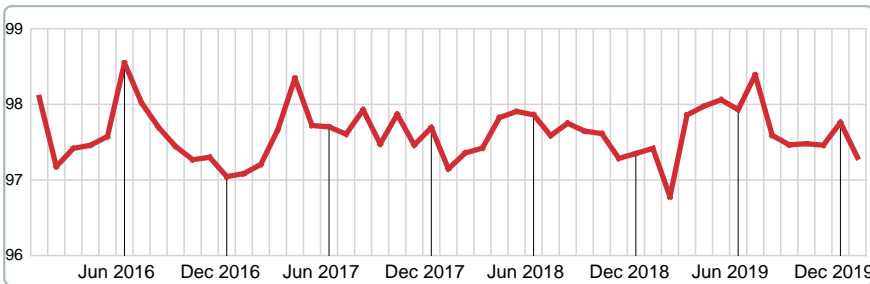
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

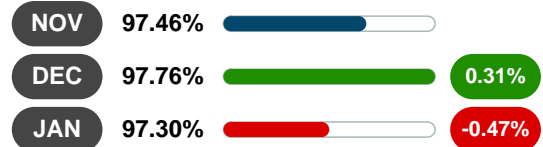


3 MONTHS

5 year JAN AVG = 97.41%

High Jun 2016 98.55% Low Feb 2019 96.78%

Average Sold/List Ratio this month at **97.30%**
equal to 5 yr JAN average of **97.41%**



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	147	19.81%	97.40%	96.66%	98.46%	96.01%	0.00%
\$50,001-\$125,000	135	18.19%	96.09%	95.94%	96.24%	96.46%	84.70%
\$125,001-\$175,000	142	19.14%	98.22%	97.03%	98.36%	98.95%	86.67%
\$175,001-\$225,000	127	17.12%	98.32%	99.64%	98.27%	98.21%	97.16%
\$225,001-\$325,000	100	13.48%	97.08%	86.67%	98.33%	97.93%	98.01%
\$325,001 and up	91	12.26%	96.32%	87.96%	97.01%	97.16%	95.71%
Average Sold/List Ratio		97.30%		95.67%	97.85%	97.54%	95.80%
Total Closed Units		742	100%	131	392	187	32
Total Closed Volume		130,478,899		12.66M	58.13M	45.18M	14.51M

January 2020

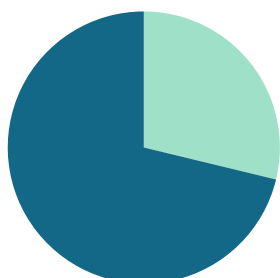
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

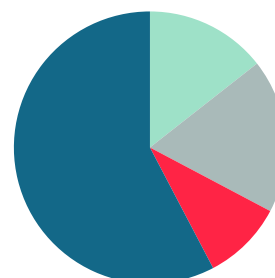


Inventory
 New Listings
 1,423 = 28.78%
 Start Inventory
 3,522
 Total Inventory Units
 4,945
 Volume
 \$1,580,251,238

Market Activity

Closed Sales
 742 = 14.42%
 Pending Sales
 943 = 18.32%
 Other Off Market
 493 = 9.58%
 Active Inventory
 2,969 = 57.68%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	724	742	2.49%	724	742	2.49%
Pending Sales	819	943	15.14%	819	943	15.14%
New Listings	1,561	1,423	-8.84%	1,561	1,423	-8.84%
Average List Price	184,733	181,948	-1.51%	184,733	181,948	-1.51%
Average Sale Price	178,469	175,848	-1.47%	178,469	175,848	-1.47%
Average Percent of Selling Price to List Price	97.42%	97.30%	-0.12%	97.42%	97.30%	-0.12%
Average Days on Market to Sale	47.62	43.79	-8.04%	47.62	43.79	-8.04%
Monthly Inventory	4,505	2,969	-34.10%	4,505	2,969	-34.10%
Months Supply of Inventory	4.63	2.96	-35.94%	4.63	2.96	-35.94%

Absorption: Last 12 months, an Average of **1,001** Sales/Month

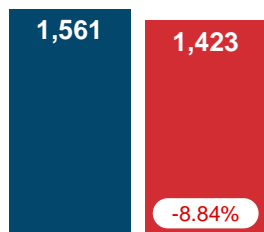
Inventory on January 31, 2020 = **2,969**

2019 **2020**

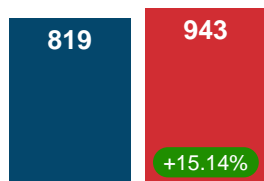
JANUARY MARKET

AVERAGE PRICES

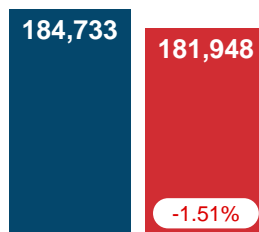
New Listings



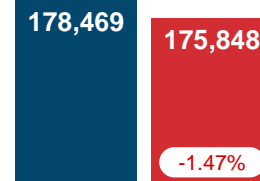
Pending Listings



List Price



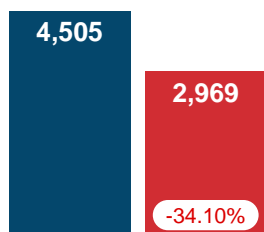
Sale Price



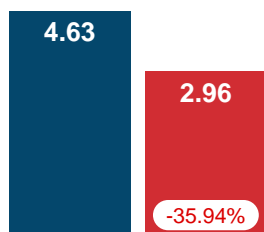
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

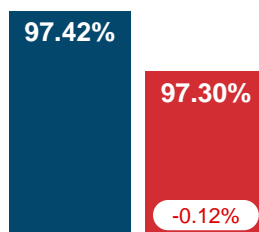
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

