

# January 2020



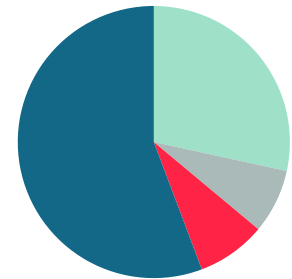
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	45	52	15.56%
Pending Listings	11	14	27.27%
New Listings	77	69	-10.39%
Average List Price	884	1,018	15.23%
Average Sale Price	880	1,011	14.93%
Average Percent of Selling Price to List Price	99.63%	99.43%	-0.20%
Average Days on Market to Sale	42.80	43.29	1.14%
End of Month Inventory	119	102	-14.29%
Months Supply of Inventory	2.37	1.97	-16.77%



■ Closed (28.42%)  
■ Pending (7.65%)  
■ Other OffMarket (8.20%)  
■ Active (55.74%)

**Absorption:** Last 12 months, an Average of **52** Sales/Month  
**Active Inventory** as of January 31, 2020 = **102**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **14.29%** to 102 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **1.97** 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 **14.93%** in January 2020 to \$1,011 versus the previous year at \$880.

#### Average Days on Market Lengthens

The average number of **43.29** days that homes spent on the market before selling increased by 0.49 days or **1.14%** in January 2020 compared to last year's same month at **42.80** 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 strong this month.

There were 69 New Listings in January 2020, down **10.39%** from last year at 77. Furthermore, there were 52 Closed Listings this month versus last year at 45, a **15.56%** increase.

Closed versus Listed trends yielded a **75.4%** ratio, up from previous year's, January 2019, at **58.4%**, a **28.95%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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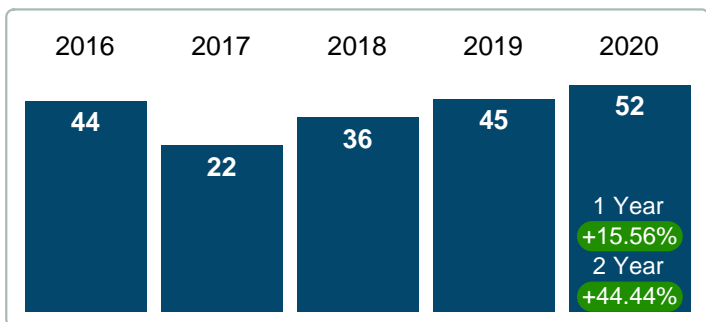
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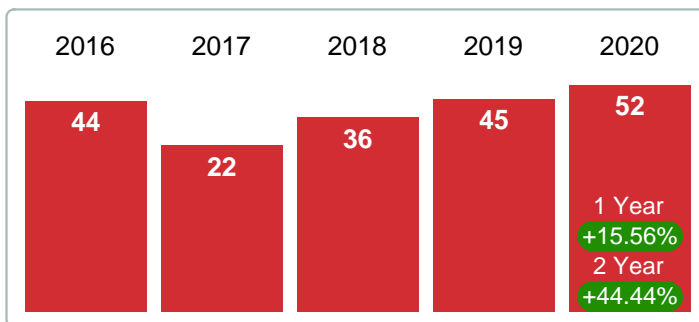
## CLOSED LISTINGS

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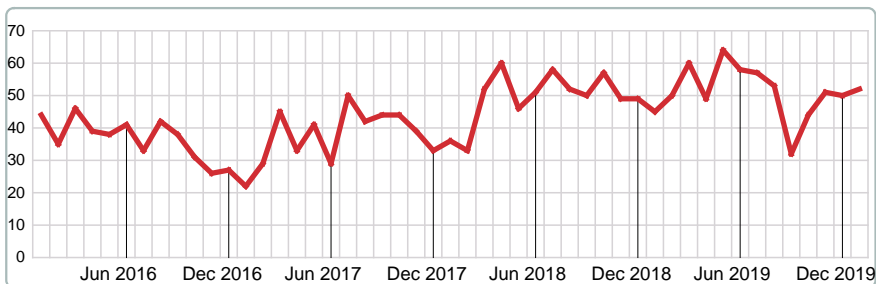
### JANUARY



### YEAR TO DATE (YTD)

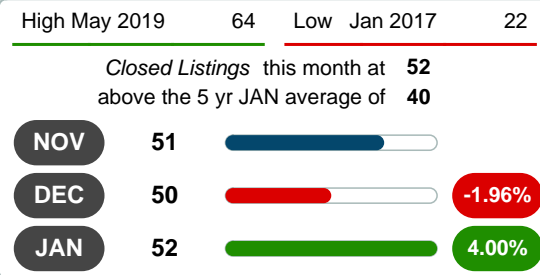


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 40



### 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	52	100.00%	43.3	19	30	3	0
<b>Total Closed Units</b>	<b>52</b>			<b>19</b>	<b>30</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>52,595</b>	<b>100%</b>	<b>43.3</b>	<b>15.48K</b>	<b>33.18K</b>	<b>3,945</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,011</b>			<b>\$814</b>	<b>\$1,106</b>	<b>\$1,315</b>	<b>\$0</b>

# January 2020



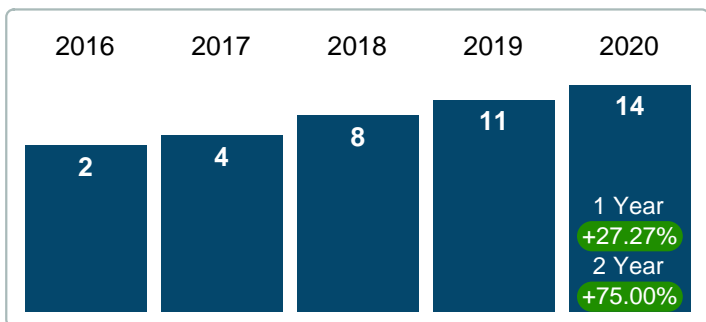
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



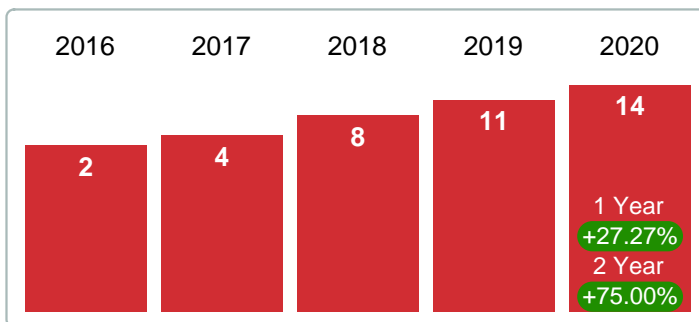
## PENDING LISTINGS

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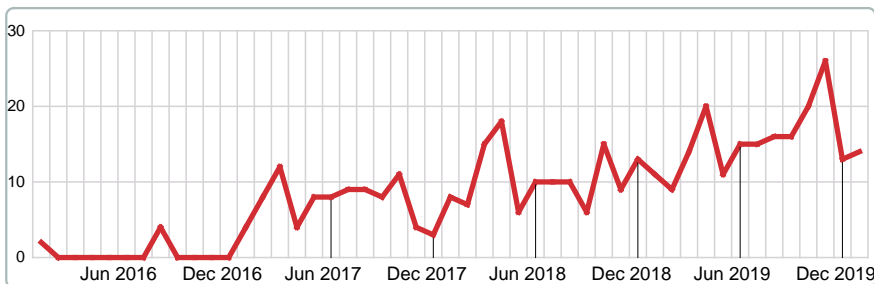
### JANUARY



### YEAR TO DATE (YTD)

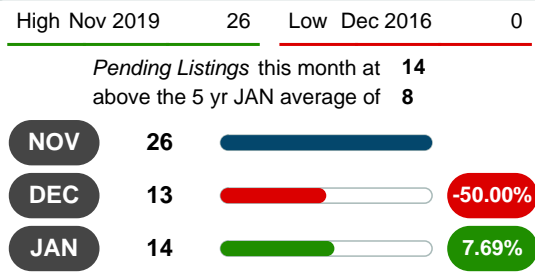


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 8



### 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	14	100.00%	42.9	3	11	0	0
<b>Total Pending Units</b>	<b>14</b>			<b>3</b>	<b>11</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>12,915</b>	<b>100%</b>	<b>44.8</b>	<b>2,485</b>	<b>10.43K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$947</b>			<b>\$828</b>	<b>\$948</b>	<b>\$0</b>	<b>\$0</b>

# January 2020



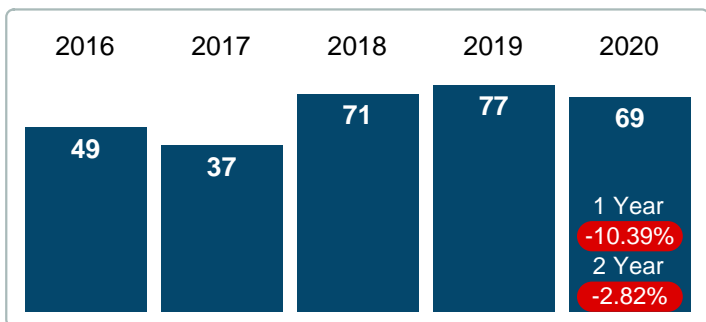
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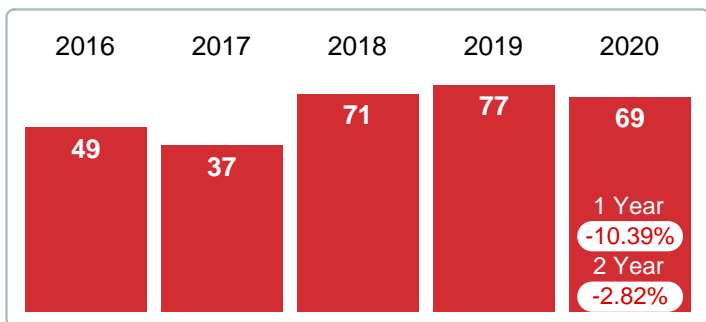
## NEW LISTINGS

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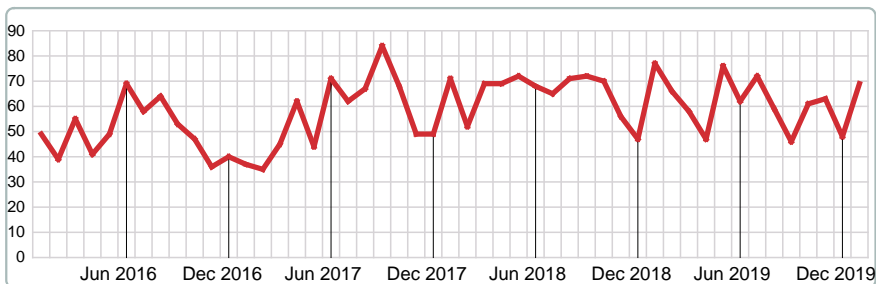
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 61

High Sep 2017 84 Low Feb 2017 35

New Listings this month at 69 above the 5 yr JAN average of 61



### 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	69	100.00%	27	39	3	0
<b>Total New Listed Units</b>	<b>69</b>		<b>27</b>	<b>39</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>69,305</b>	<b>100%</b>	<b>23.72K</b>	<b>41.83K</b>	<b>3,760</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$978</b>		<b>\$878</b>	<b>\$1,073</b>	<b>\$1,253</b>	<b>\$0</b>

# January 2020



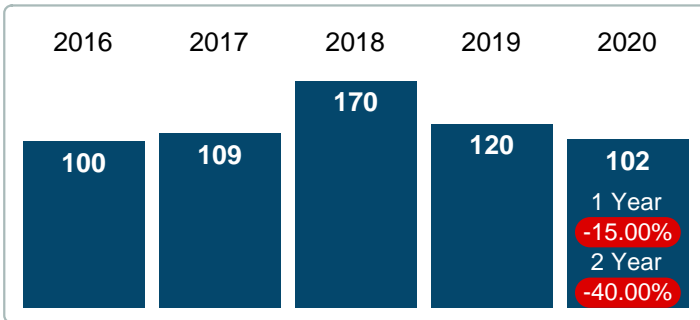
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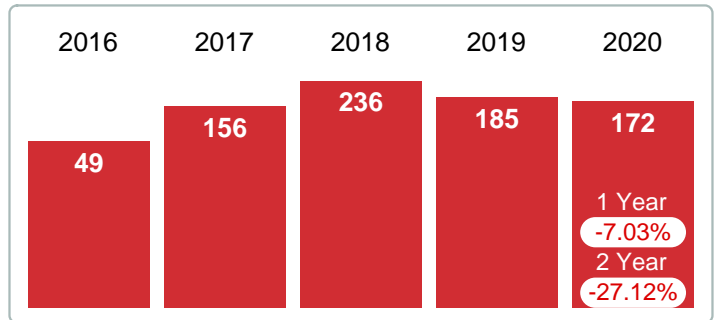
## ACTIVE INVENTORY

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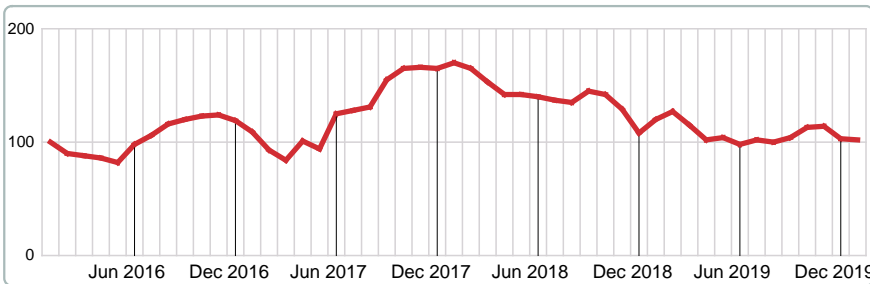
### END OF JANUARY



### ACTIVE DURING JANUARY

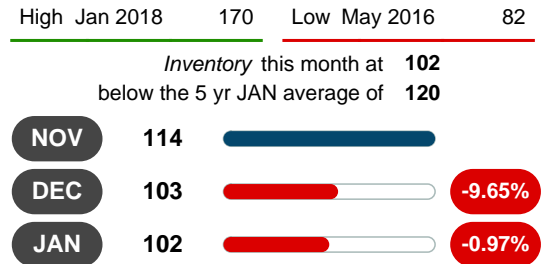


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 120



### 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	102	100.00%	59.7	43	54	5	0
Total Active Inventory by Units			102	43	54	5	0
Total Active Inventory by Volume			103,090	39.87K	56.96K	6,260	0.00B
Average Active Inventory Listing Price			\$1,011	\$927	\$1,055	\$1,252	\$0

# January 2020



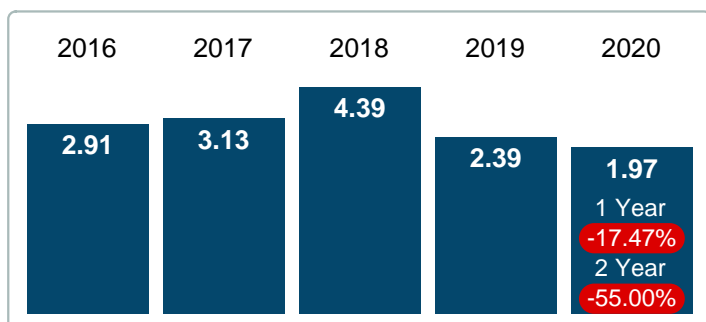
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



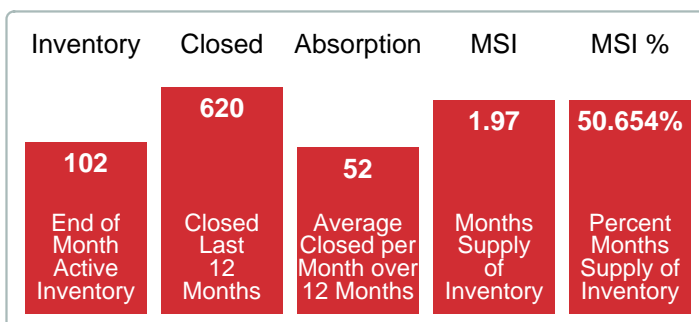
## MONTHS SUPPLY of INVENTORY (MSI)

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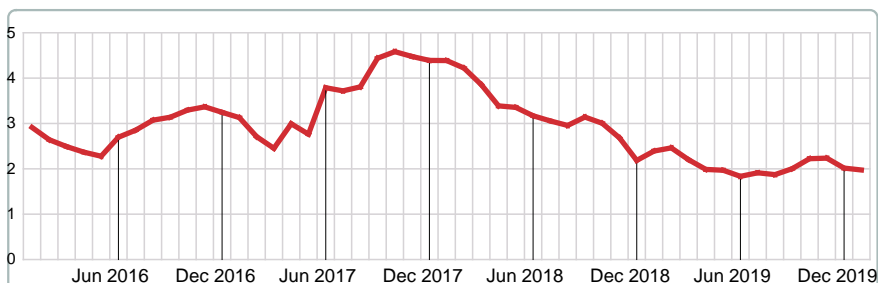
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

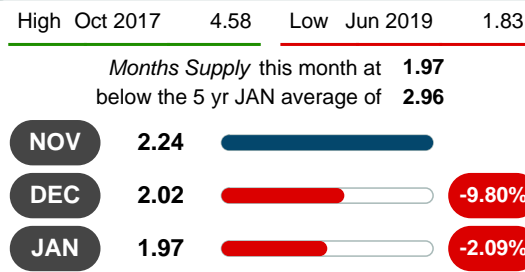


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2.96



### 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	102	100.00%	1.97	2.11	1.93	1.62	0.00
Market Supply of Inventory (MSI)			1.97	2.11	1.93	1.62	0.00
		100%	1.97				
Total Active Inventory by Units			102	43	54	5	0

# January 2020



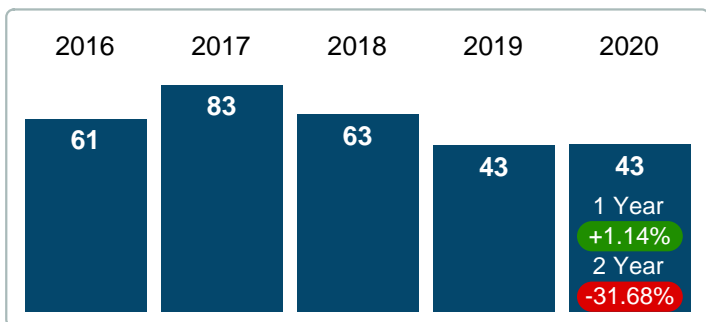
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



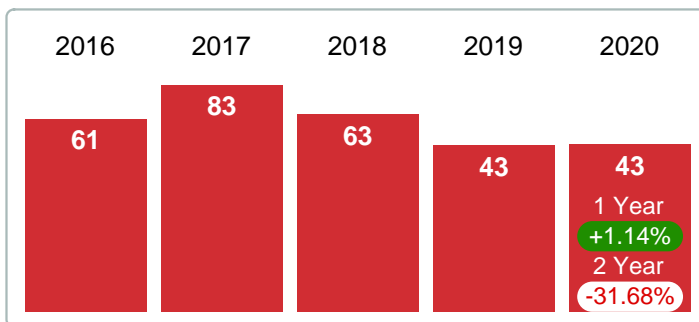
## AVERAGE DAYS ON MARKET TO SALE

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

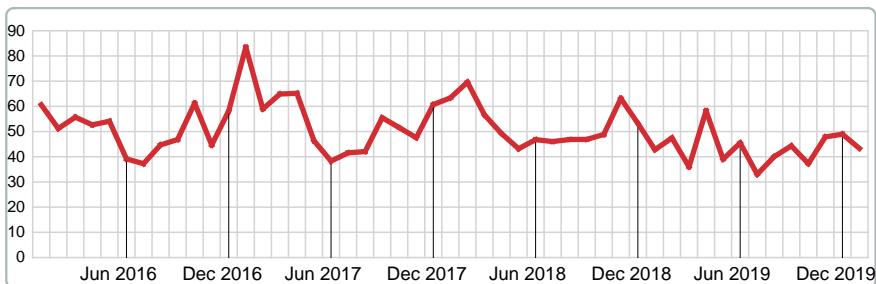
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

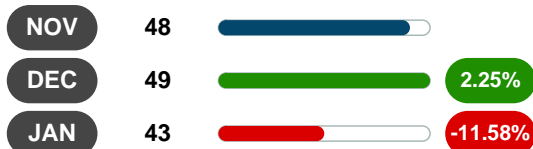


### 3 MONTHS

5 year JAN AVG = 59

High Jan 2017 83 Low Jul 2019 33

Average Days on Market to Sale this month at 43 below the 5 yr JAN average of 59



### 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%	43	33	50	42	0
Average Closed DOM			43	33	50	42	0
Total Closed Units		100%	43	19	30	3	
Total Closed Volume			52,595	15.48K	33.18K	3,945	0.00B

# January 2020



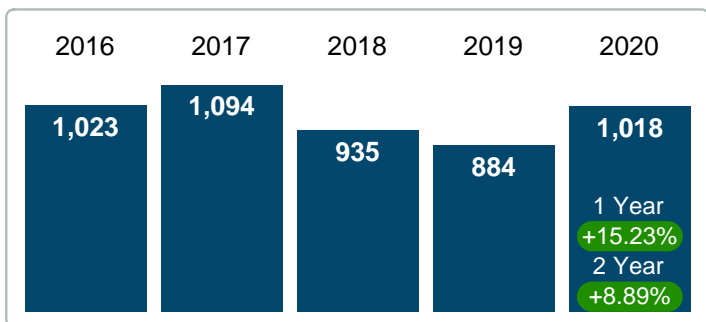
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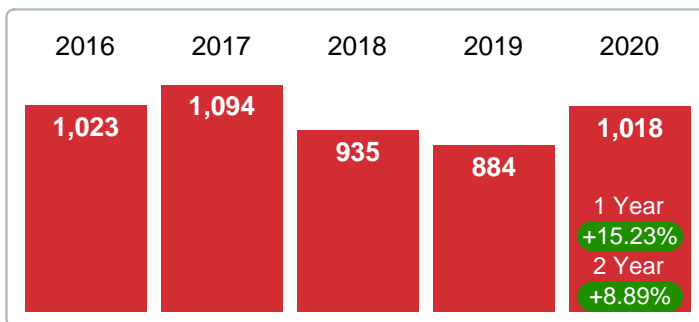
## AVERAGE LIST PRICE AT CLOSING

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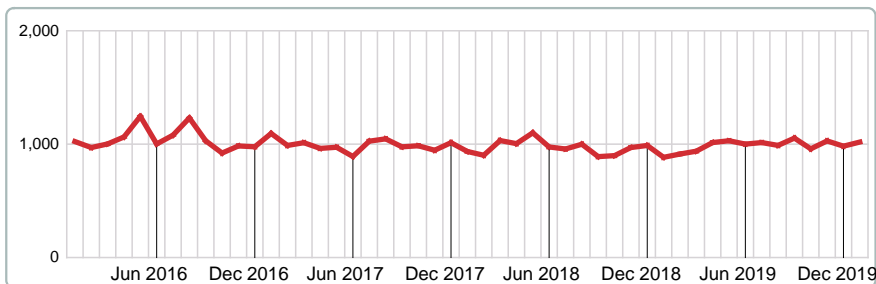
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 991

High May 2016 1,245 Low Jan 2019 884

Average List Price at Closing this month at **1,018**  
above the 5 yr JAN average of **991**

- NOV 1,028
- DEC 982 (-4.51%)
- JAN 1,018 (3.70%)

### 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	52	100.00%	1,018	829	1,106	1,348	0
Average List Price			1,018	829	1,106	1,348	0
Total Closed Units		100%	1,018	19	30	3	
Total Closed Volume			52,960	15.75K	33.17K	4,045	0.00B



# January 2020



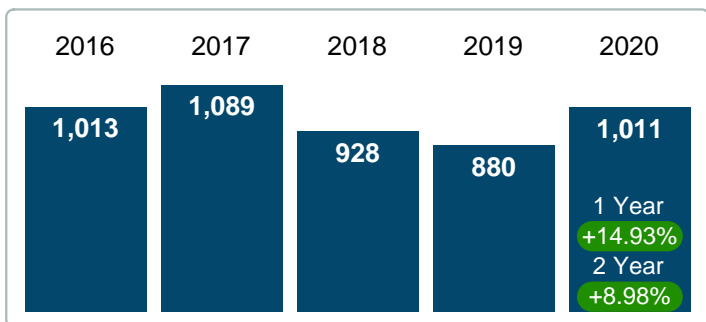
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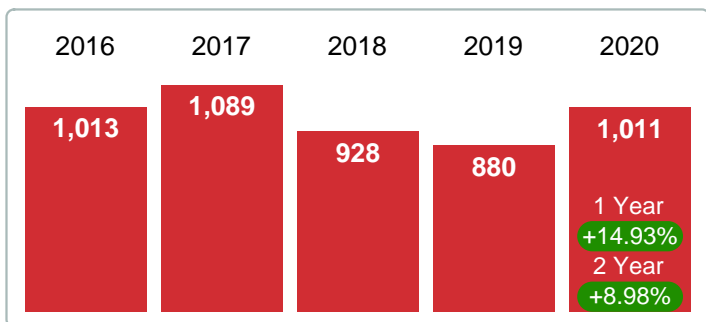
## AVERAGE SOLD PRICE AT CLOSING

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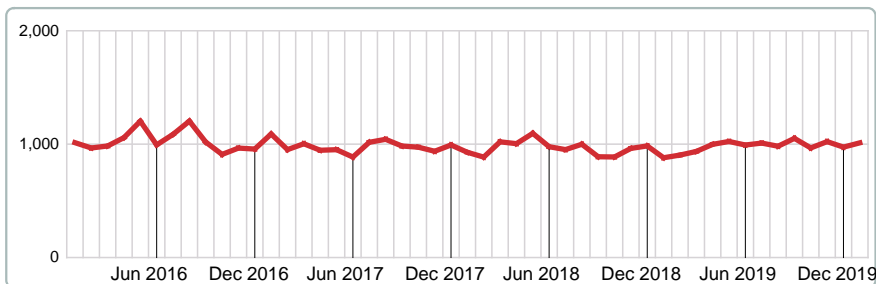
### JANUARY



### YEAR TO DATE (YTD)

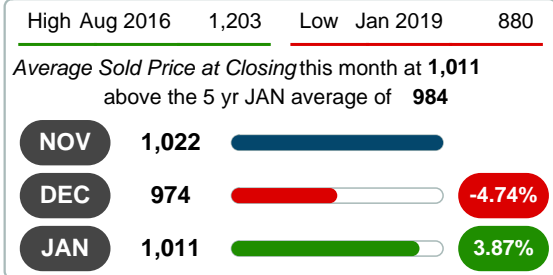


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 984



### 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	52	100.00%	1,011	814	1,106	1,315	0
Average Sold Price			1,011	814	1,106	1,315	0
Total Closed Units		100%	1,011	19	30	3	
Total Closed Volume			52,595	15.48K	33.18K	3,945	0.00B

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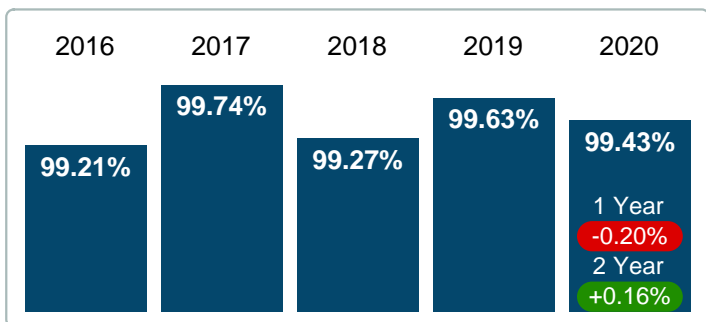
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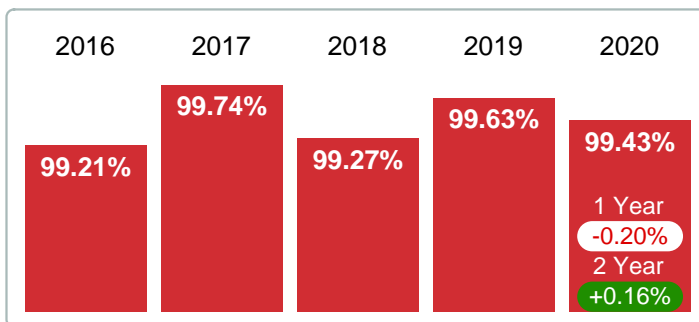
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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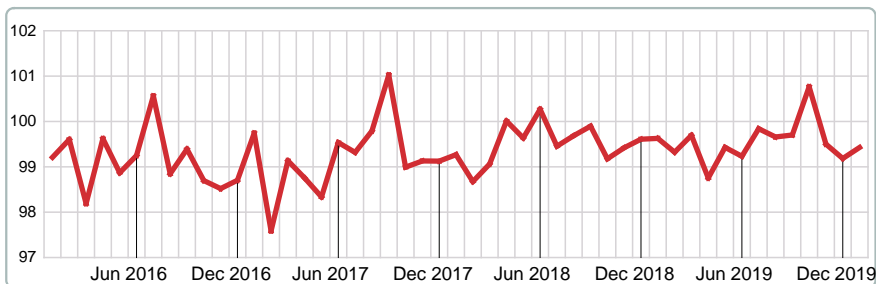
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

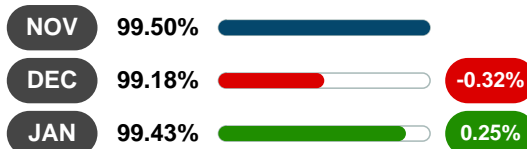


### 3 MONTHS

5 year JAN AVG = 99.45%

High Sep 2017 101.02% Low Feb 2017 97.59%

Average Sold/List Ratio this month at **99.43%** equal to 5 yr JAN average of **99.45%**



### 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	52	100.00%	99.43%	98.80%	100.10%	96.67%	0.00%
Average Sold/List Ratio		99.40%		98.80%	100.10%	96.67%	0.00%
Total Closed Units		52	100%	19	30	3	
Total Closed Volume		52,595		15.48K	33.18K	3,945	0.00B

# January 2020



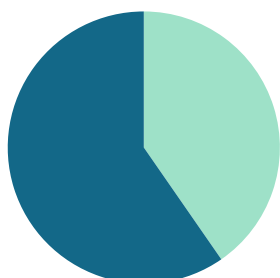
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

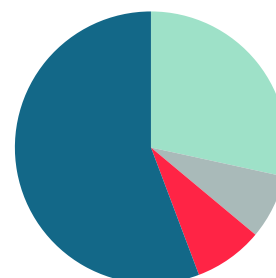


**Inventory**  
 New Listings  
**69 = 40.35%**  
 Start Inventory  
**102**  
 Total Inventory Units  
**171**  
 Volume  
**\$173,530**

### Market Activity

Closed Sales  
**52 = 28.42%**  
 Pending Sales  
**14 = 7.65%**  
 Other Off Market  
**15 = 8.20%**  
 Active Inventory  
**102 = 55.74%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	45	52	15.56%	45	52	15.56%
Pending Sales	11	14	27.27%	11	14	27.27%
New Listings	77	69	-10.39%	77	69	-10.39%
Average List Price	884	1,018	15.23%	884	1,018	15.23%
Average Sale Price	880	1,011	14.93%	880	1,011	14.93%
Average Percent of Selling Price to List Price	99.63%	99.43%	-0.20%	99.63%	99.43%	-0.20%
Average Days on Market to Sale	42.80	43.29	1.14%	42.80	43.29	1.14%
Monthly Inventory	119	102	-14.29%	119	102	-14.29%
Months Supply of Inventory	2.37	1.97	-16.77%	2.37	1.97	-16.77%

**Absorption:** Last 12 months, an Average of **52** Sales/Month

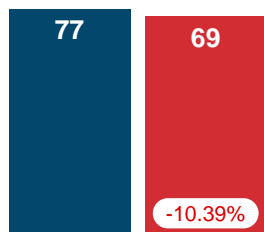
**Inventory** on January 31, 2020 = **102**

**2019** **2020**

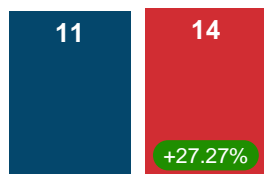
### JANUARY MARKET

### AVERAGE PRICES

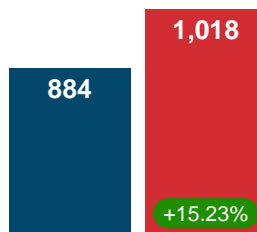
#### New Listings



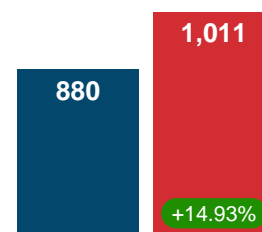
#### Pending Listings



#### List Price



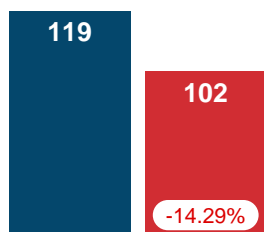
#### Sale Price



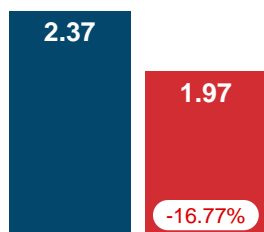
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

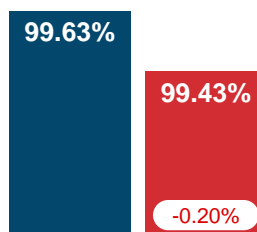
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

