

January 2020

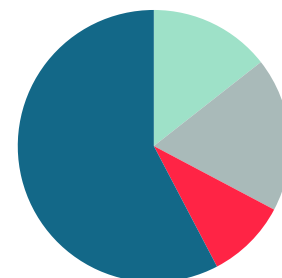
Area Delimited by County Of Tulsa



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%
Median List Price	145,000	159,900	10.28%
Median Sale Price	142,000	158,000	11.27%
Median Percent of Selling Price to List Price	99.10%	99.34%	0.24%
Median Days on Market to Sale	31.00	24.00	-22.58%
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.

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 **11.27%** in January 2020 to \$158,000 versus the previous year at \$142,000.

Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 7.00 days or **22.58%** in January 2020 compared to last year's same month at **31.00** 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 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

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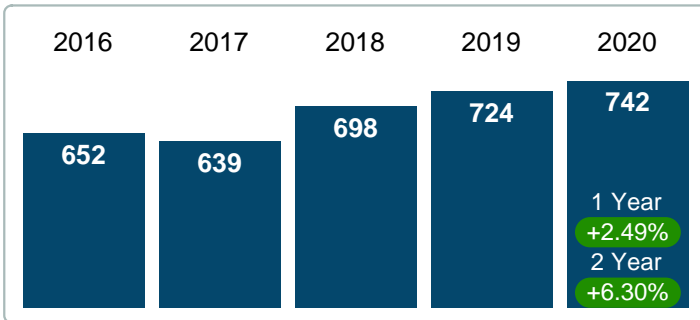
Area Delimited by County Of Tulsa



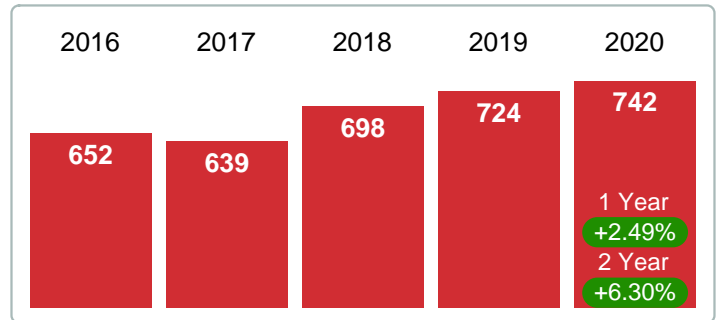
CLOSED LISTINGS

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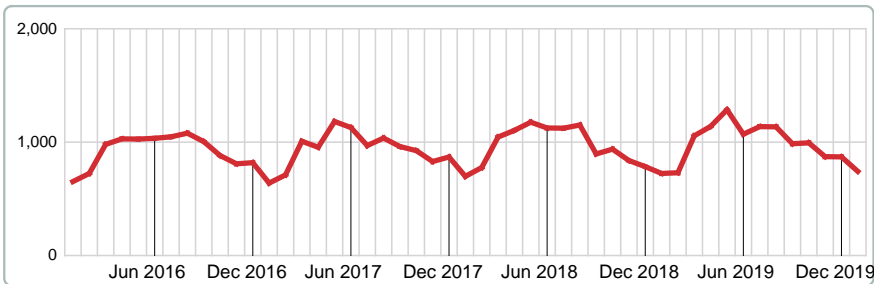
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

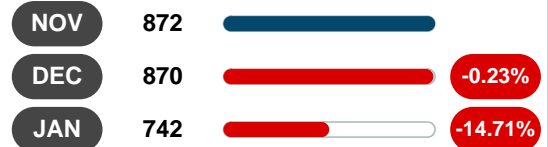


3 MONTHS

5 year JAN AVG = 691

High May 2019 1,286 Low Jan 2017 639

Closed Listings this month at **742**
above the 5 yr JAN average of **691**



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	147	19.81%	29.0	57	68	22	0
\$50,001-\$125,000	135	18.19%	13.0	39	80	15	1
\$125,001-\$175,000	142	19.14%	16.5	12	117	12	1
\$175,001-\$225,000	127	17.12%	31.0	9	67	48	3
\$225,001-\$325,000	100	13.48%	45.5	9	38	45	8
\$325,001 and up	91	12.26%	46.0	5	22	45	19
Total Closed Units	742			131	392	187	32
Total Closed Volume	130,478,899	100%	24.0	12.66M	58.13M	45.18M	14.51M
Median Closed Price	\$158,000			\$67,500	\$147,000	\$222,000	\$371,000

January 2020



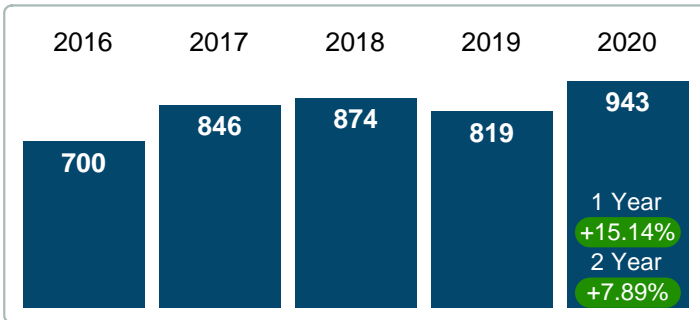
Area Delimited by County Of Tulsa



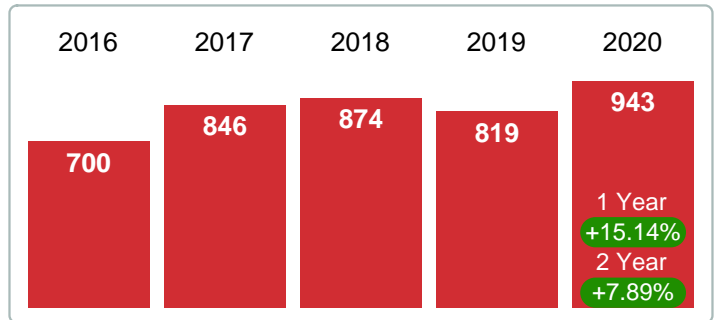
PENDING LISTINGS

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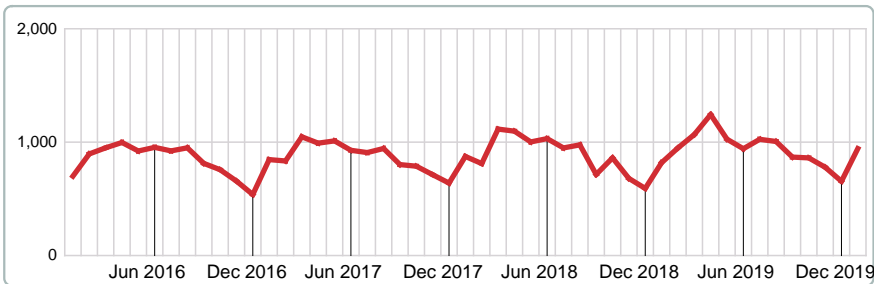
JANUARY



YEAR TO DATE (YTD)

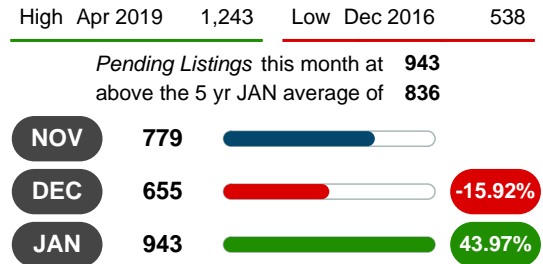


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 836



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	71	7.53%	23.0	37	28	6	0
\$50,001 - \$100,000	87	9.23%	12.0	32	49	4	2
\$100,001 - \$150,000	155	16.44%	16.0	30	117	8	0
\$150,001 - \$200,000	240	25.45%	21.0	19	170	47	4
\$200,001 - \$275,000	174	18.45%	22.0	7	82	78	7
\$275,001 - \$375,000	122	12.94%	42.0	10	39	67	6
\$375,001 and up	94	9.97%	40.5	6	18	49	21
Total Pending Units	943			141	503	259	40
Total Pending Volume	206,247,587	100%	22.0	19.64M	90.77M	74.86M	20.98M
Median Listing Price	\$180,000			\$105,000	\$165,000	\$254,900	\$389,900

January 2020

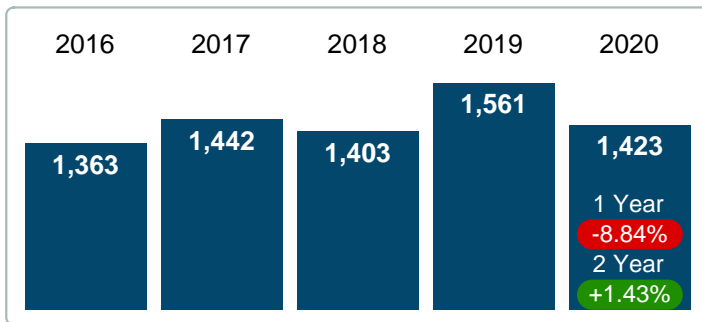
Area Delimited by County Of Tulsa



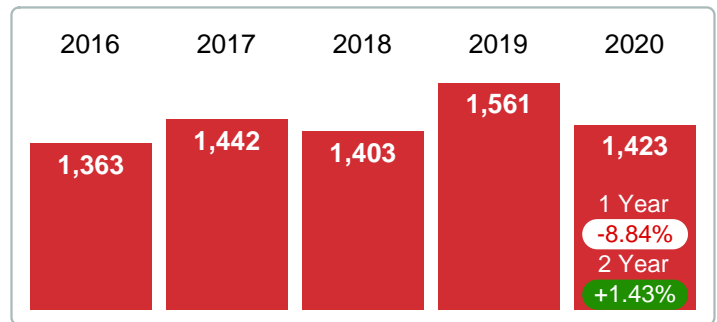
NEW LISTINGS

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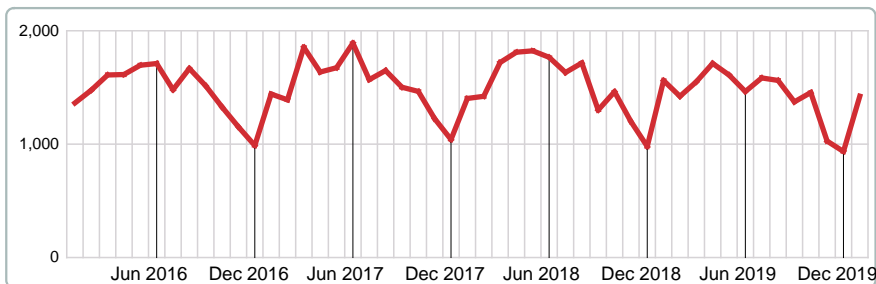
JANUARY



YEAR TO DATE (YTD)

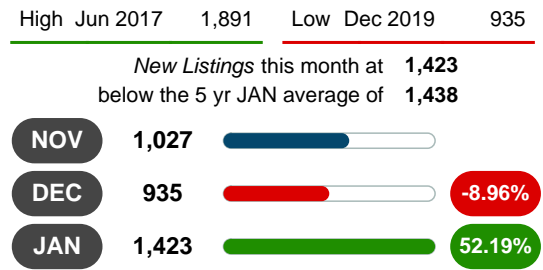


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,438



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	269	18.90%	128	112	24	5
\$75,001-\$125,000	178	12.51%	78	94	5	1
\$125,001-\$225,000	426	29.94%	69	277	76	4
\$225,001-\$300,000	205	14.41%	16	80	103	6
\$300,001-\$500,000	201	14.13%	26	48	103	24
\$500,001 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
Median New Listed Listing Price	\$182,499		\$116,000	\$163,710	\$279,900	\$460,916

January 2020

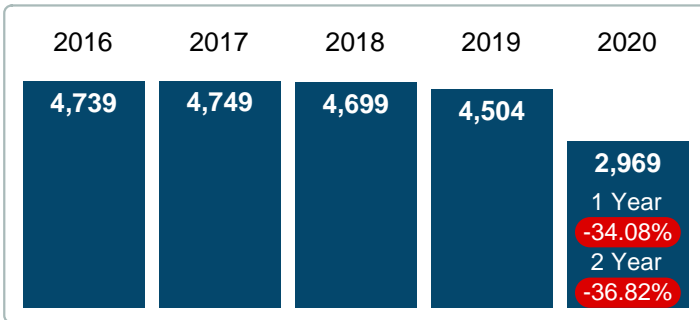
Area Delimited by County Of Tulsa



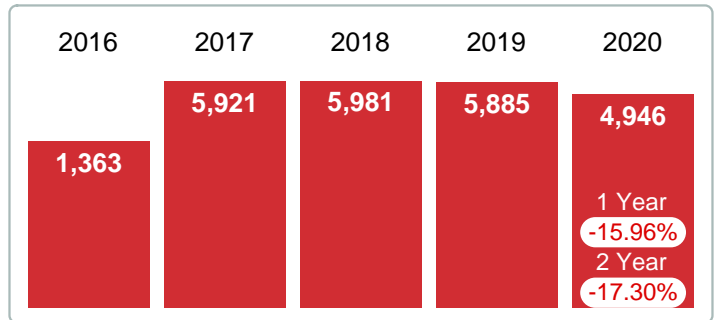
ACTIVE INVENTORY

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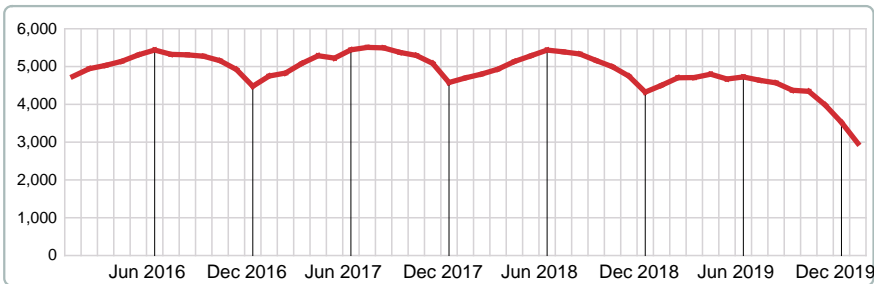
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

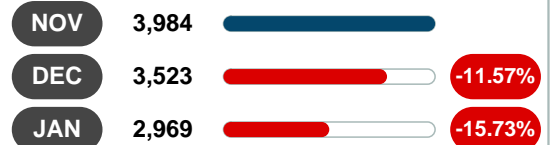


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	267	8.99%	44.0	122	115	22	8
\$25,001 - \$100,000	376	12.66%	74.0	275	91	10	0
\$100,001 - \$150,000	344	11.59%	54.5	199	130	14	1
\$150,001 - \$300,000	858	28.90%	57.0	171	379	285	23
\$300,001 - \$425,000	451	15.19%	86.0	73	100	233	45
\$425,001 - \$725,000	362	12.19%	78.5	54	69	165	74
\$725,001 and up	311	10.47%	84.0	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	100%	386.23M	189.08M	327.75M	174.64M
Median Active Inventory Listing Price		\$235,000		\$139,500	\$177,948	\$348,500	\$569,900

January 2020

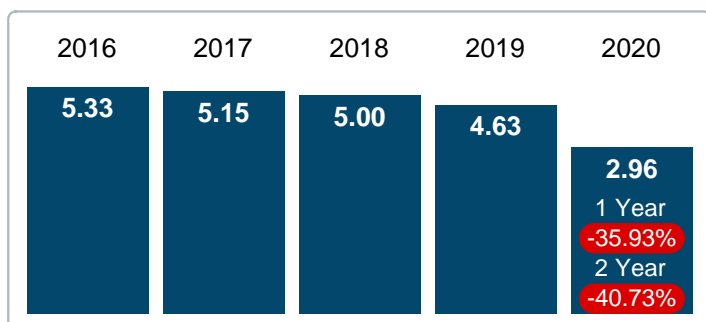
Area Delimited by County Of Tulsa



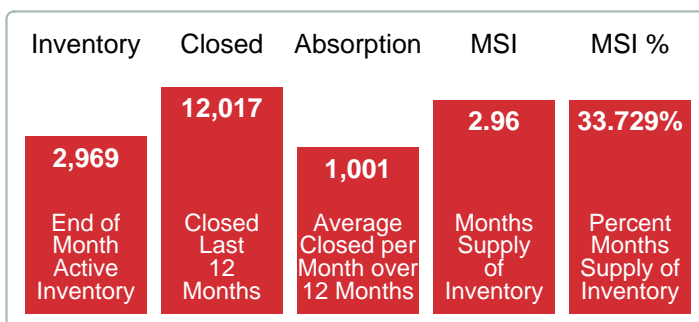
MONTHS SUPPLY of INVENTORY (MSI)

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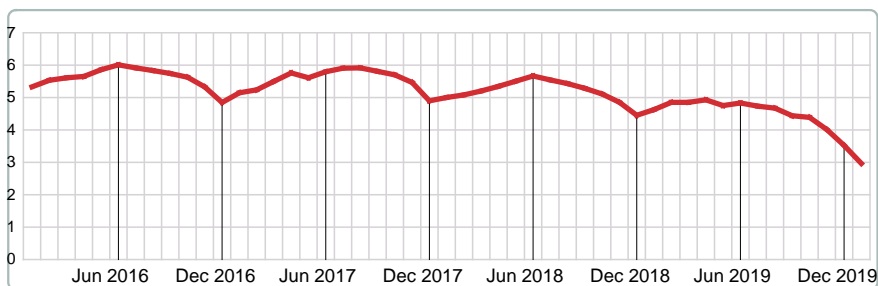
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

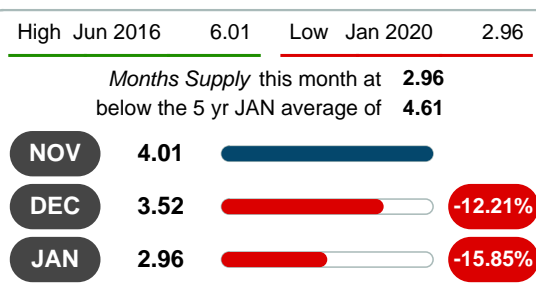


5 YEAR MARKET ACTIVITY TRENDS



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

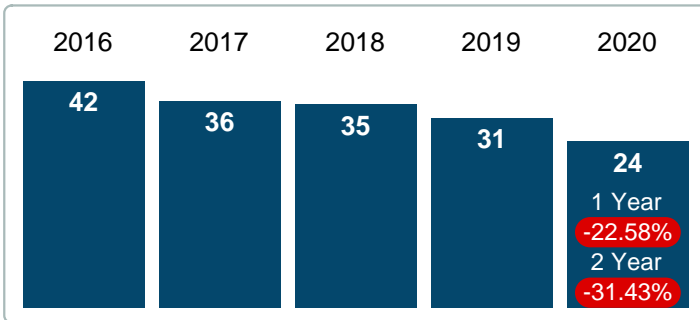
Area Delimited by County Of Tulsa



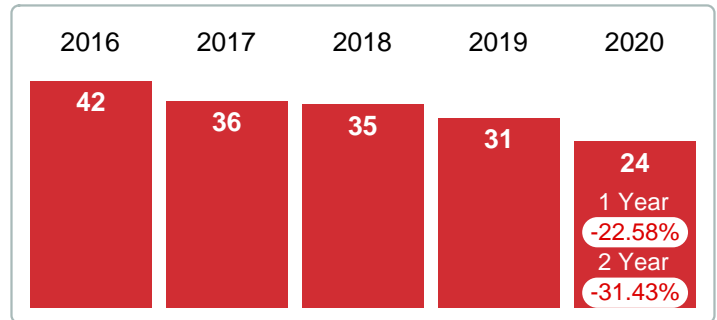
MEDIAN DAYS ON MARKET TO SALE

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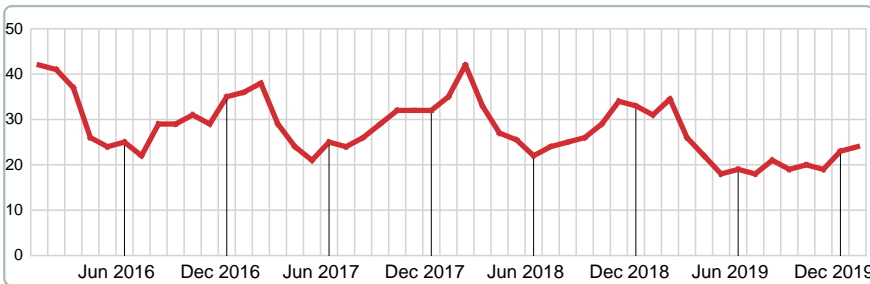
JANUARY



YEAR TO DATE (YTD)

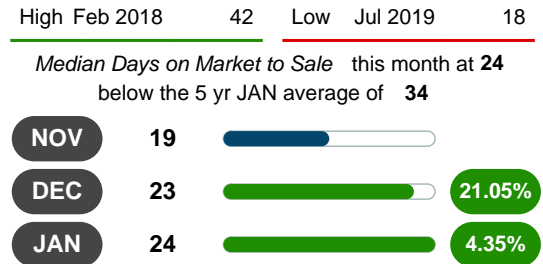


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 34



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%	84	0	0	0	0
\$1-\$50,000	147	19.81%	29	21	34	39	0
\$50,001-\$125,000	135	18.19%	13	12	15	11	18
\$125,001-\$175,000	142	19.14%	17	21	14	37	70
\$175,001-\$225,000	127	17.12%	31	53	29	33	14
\$225,001-\$325,000	100	13.48%	46	83	27	55	51
\$325,001 and up	91	12.26%	46	34	42	64	32
Median Closed DOM			24	19	22	41	32
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

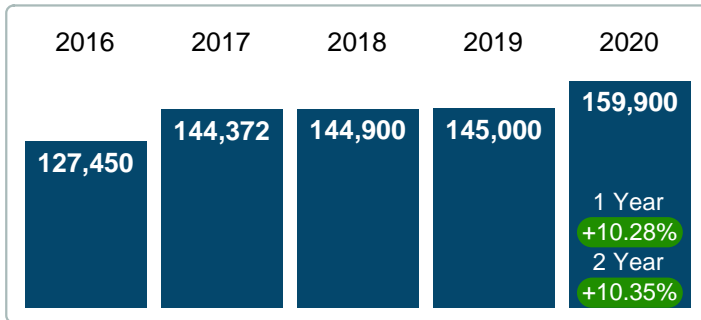
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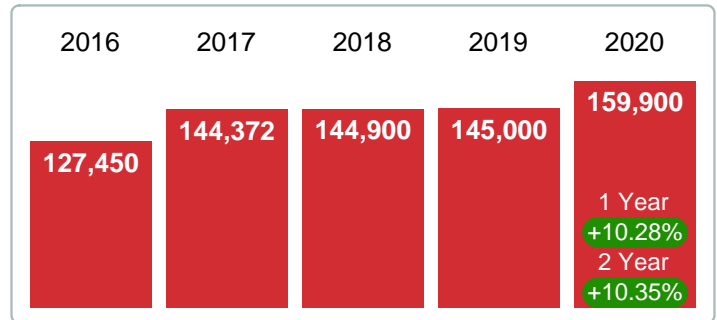
MEDIAN LIST PRICE AT CLOSING

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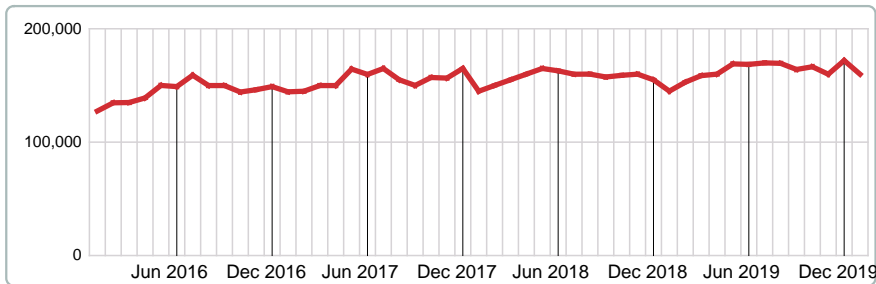
JANUARY



YEAR TO DATE (YTD)

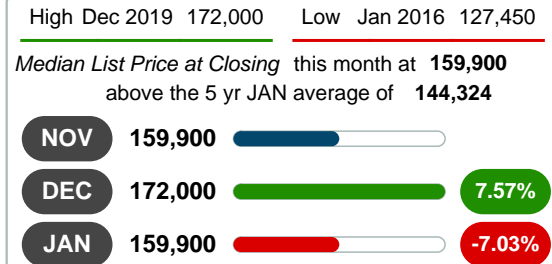


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 144,324



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%	46	0	0	0	0
\$1 \$50,000	146	19.68%	1,298	17,500	1,195	1,625	0
\$50,001 \$125,000	127	17.12%	92,900	83,750	93,000	105,000	103,900
\$125,001 \$175,000	145	19.54%	150,000	149,500	150,000	149,450	150,000
\$175,001 \$225,000	125	16.85%	200,000	194,450	200,000	206,750	184,950
\$225,001 \$325,000	103	13.88%	259,999	255,000	257,500	264,500	265,000
\$325,001 and up	96	12.94%	399,900	400,000	397,000	394,900	569,900
Median List Price			159,900	69,950	149,900	225,950	376,400
Total Closed Units		100%	159,900	131	392	187	32
Total Closed Volume			135,005,117	13.85M	59.57M	46.42M	15.17M

January 2020

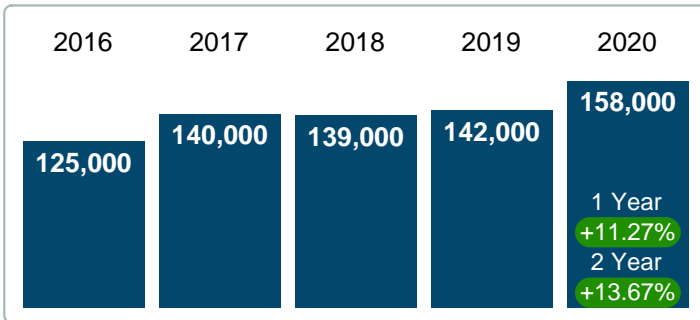
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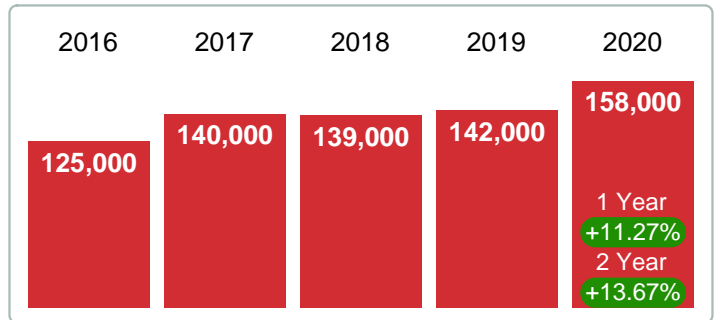
MEDIAN SOLD PRICE AT CLOSING

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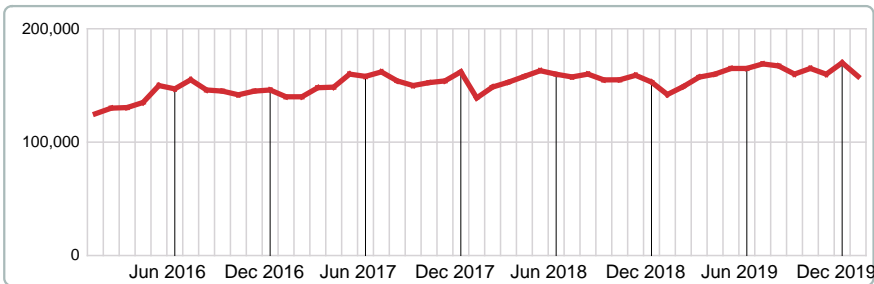
JANUARY



YEAR TO DATE (YTD)

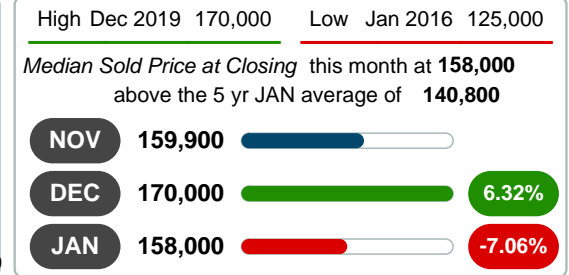


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 140,800



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%	399,900	0	0	0	0
\$1-\$50,000	147	19.81%	1,295	16,000	1,195	1,625	0
\$50,001-\$125,000	135	18.19%	90,000	83,000	91,000	110,000	88,000
\$125,001-\$175,000	142	19.14%	150,000	144,625	151,000	149,450	130,000
\$175,001-\$225,000	127	17.12%	200,715	190,000	200,000	205,000	190,000
\$225,001-\$325,000	100	13.48%	259,000	250,000	251,250	260,000	260,000
\$325,001 and up	91	12.26%	397,000	377,500	388,500	392,500	540,000
Median Sold Price			158,000	67,500	147,000	222,000	371,000
Total Closed Units		100%	742	131	392	187	32
Total Closed Volume			130,478,899	12.66M	58.13M	45.18M	14.51M

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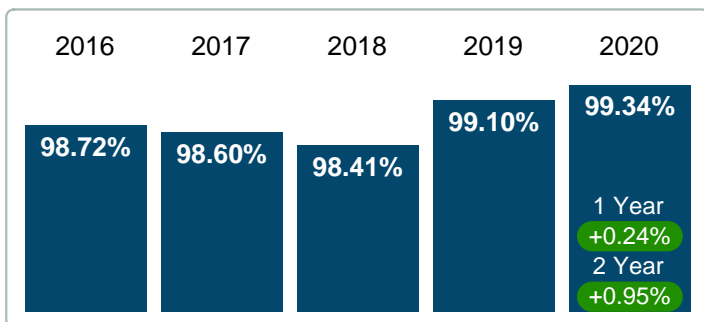
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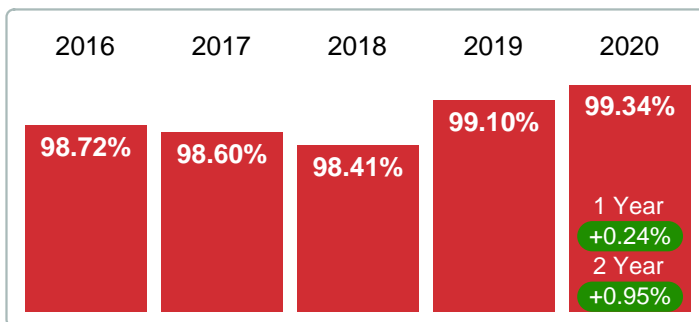
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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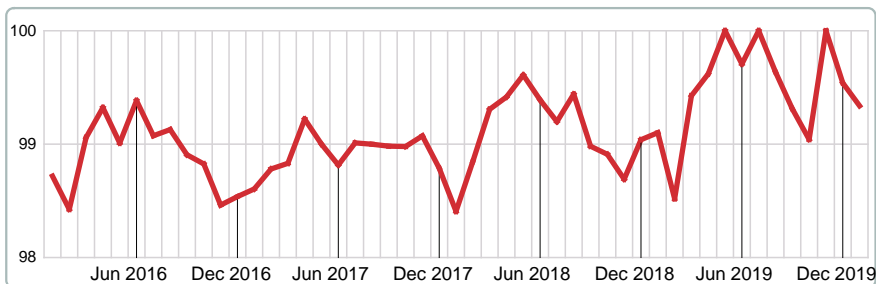
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

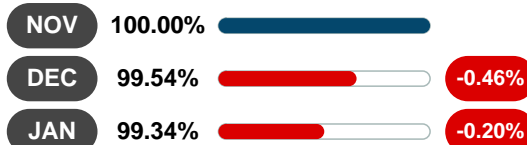


3 MONTHS

5 year JAN AVG = 98.83%

High Nov 2019 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **99.34%**
equal to 5 yr JAN average of **98.83%**



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%	97.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	147	19.81%	100.00%	100.00%	100.00%	100.00%	0.00%
\$50,001-\$125,000	135	18.19%	96.97%	98.73%	96.54%	98.68%	84.70%
\$125,001-\$175,000	142	19.14%	99.83%	98.33%	100.00%	98.33%	86.67%
\$175,001-\$225,000	127	17.12%	100.00%	98.09%	100.00%	100.00%	100.00%
\$225,001-\$325,000	100	13.48%	98.44%	94.12%	98.94%	98.52%	98.86%
\$325,001 and up	91	12.26%	97.04%	88.86%	98.41%	97.10%	95.75%
Median Sold/List Ratio		99.34%		98.73%	100.00%	98.74%	96.52%
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

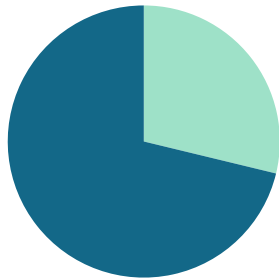
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

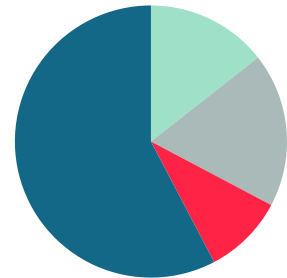


Inventory
 New Listings
 1,423 = 28.78%
 Start Inventory
 3,522
 Total Inventory Units
 4,945
 Volume
 \$1,580,251,238

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%
Median List Price	145,000	159,900	10.28%	145,000	159,900	10.28%
Median Sale Price	142,000	158,000	11.27%	142,000	158,000	11.27%
Median Percent of Selling Price to List Price	99.10%	99.34%	0.24%	99.10%	99.34%	0.24%
Median Days on Market to Sale	31.00	24.00	-22.58%	31.00	24.00	-22.58%
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%

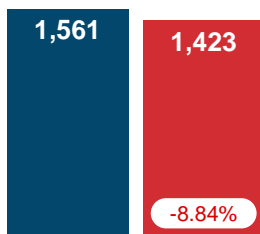
Absorption: Last 12 months, an Average of **1,001** Sales/Month

Inventory on January 31, 2020 = **2,969** 2019 2020

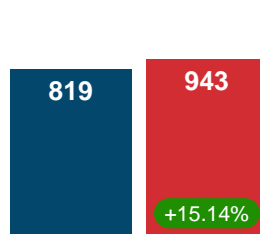
JANUARY MARKET

MEDIAN PRICES

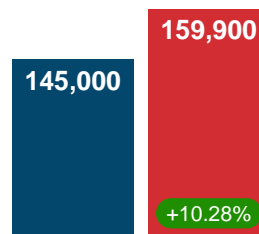
New Listings



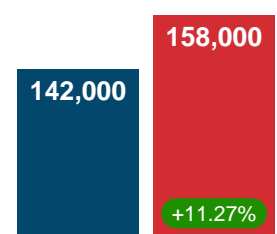
Pending Listings



List Price



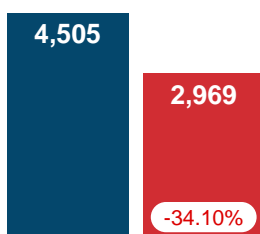
Sale Price



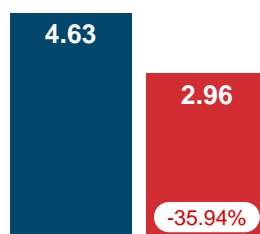
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

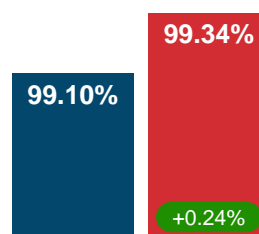
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

