

December 2019



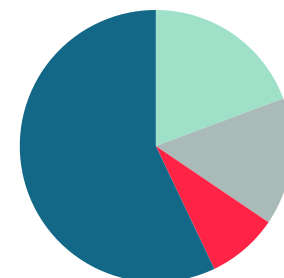
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	955	1,097	14.87%
Pending Listings	822	861	4.74%
New Listings	1,126	1,167	3.64%
Average List Price	202,599	217,677	7.44%
Average Sale Price	196,526	212,731	8.25%
Average Percent of Selling Price to List Price	97.21%	97.66%	0.46%
Average Days on Market to Sale	45.83	37.93	-17.23%
End of Month Inventory	4,072	3,242	-20.38%
Months Supply of Inventory	3.45	2.62	-24.16%



■ Closed (19.31%)
■ Pending (15.16%)
■ Other OffMarket (8.45%)
■ Active (57.08%)

Absorption: Last 12 months, an Average of **1,240** Sales/Month
Active Inventory as of December 31, 2019 = **3,242**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2019 decreased **20.38%** to 3,242 existing homes available for sale. Over the last 12 months this area has had an average of 1,240 closed sales per month. This represents an unsold inventory index of **2.62** 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 **8.25%** in December 2019 to \$212,731 versus the previous year at \$196,526.

Average Days on Market Shortens

The average number of **37.93** days that homes spent on the market before selling decreased by 7.90 days or **17.23%** in December 2019 compared to last year's same month at **45.83** DOM.

Sales Success for December 2019 is Positive

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

There were 1,167 New Listings in December 2019, up **3.64%** from last year at 1,126. Furthermore, there were 1,097 Closed Listings this month versus last year at 955, a **14.87%** increase.

Closed versus Listed trends yielded a **94.0%** ratio, up from previous year's, December 2018, at **84.8%**, a **10.83%** 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

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

December 2019



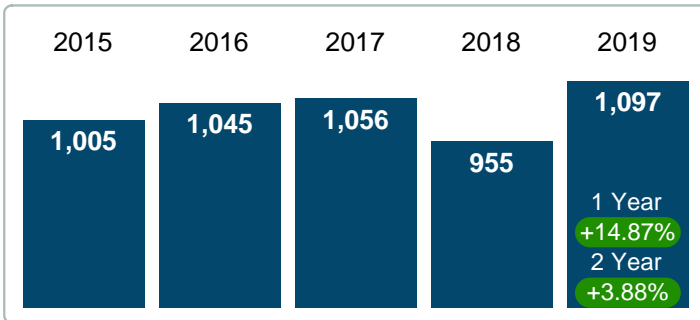
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



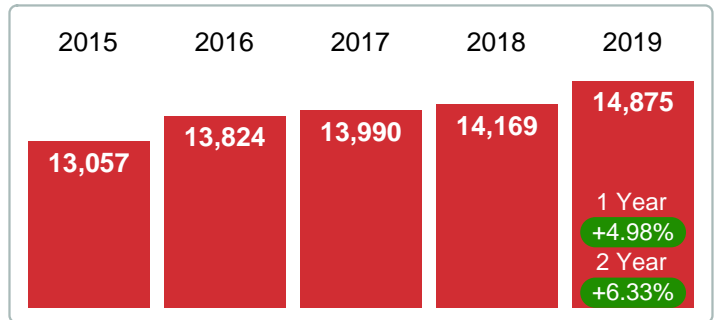
CLOSED LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

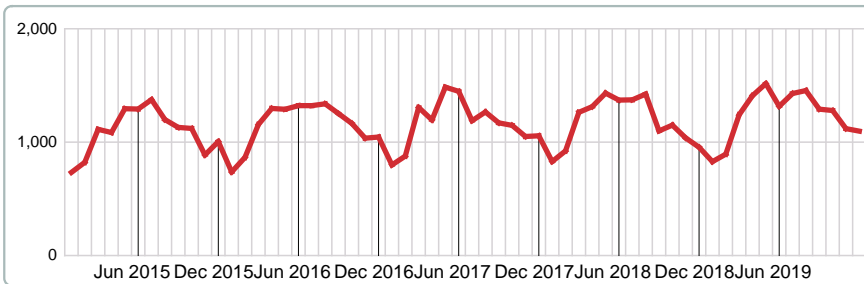
DECEMBER



YEAR TO DATE (YTD)

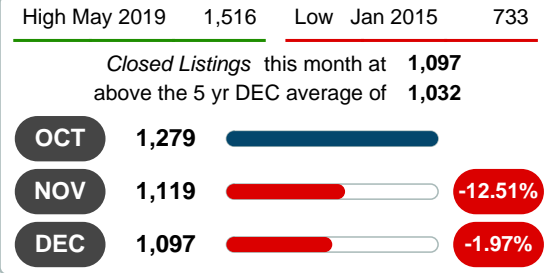


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,032



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	110	10.03%	33.7	57	49	4	0
\$75,001 - \$100,000	71	6.47%	23.7	18	49	4	0
\$100,001 - \$150,000	203	18.51%	24.4	15	166	20	2
\$150,001 - \$200,000	271	24.70%	34.0	12	171	84	4
\$200,001 - \$250,000	156	14.22%	38.5	7	82	59	8
\$250,001 - \$375,000	166	15.13%	54.8	3	72	71	20
\$375,001 and up	120	10.94%	57.9	2	26	65	27
Total Closed Units	1,097			114	615	307	61
Total Closed Volume	233,366,307	100%	37.9	11.54M	111.40M	88.38M	22.04M
Average Closed Price	\$212,731			\$101,268	\$181,143	\$287,882	\$361,299

December 2019



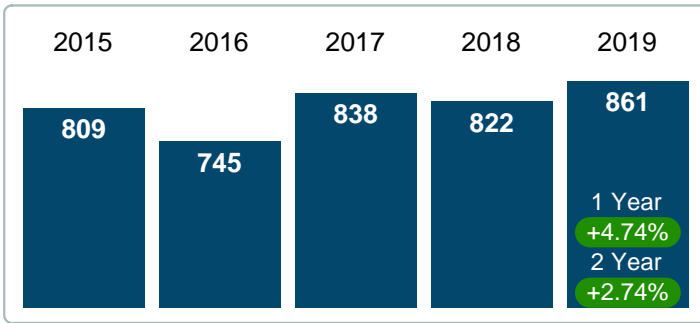
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



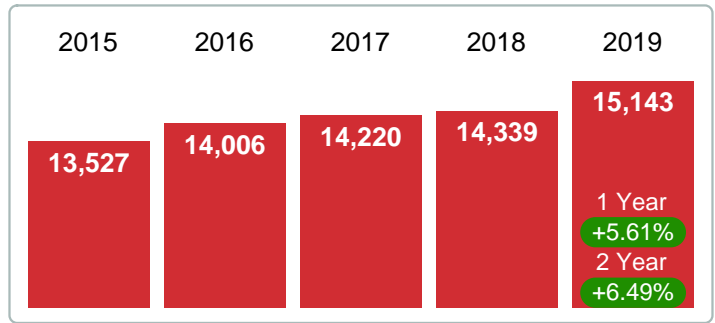
PENDING LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

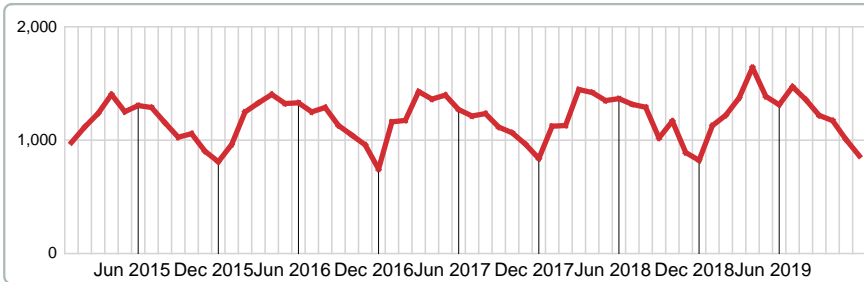
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

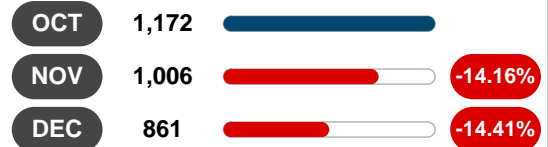


3 MONTHS

5 year DEC AVG = 815

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at **861**
above the 5 yr DEC average of **815**



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	61	7.08%	50.0	31	20	10	0
\$50,001 - \$100,000	100	11.61%	32.7	26	65	9	0
\$100,001 - \$150,000	173	20.09%	38.7	22	125	24	2
\$150,001 - \$200,000	156	18.12%	47.4	9	106	40	1
\$200,001 - \$275,000	179	20.79%	51.0	10	97	65	7
\$275,001 - \$375,000	88	10.22%	60.8	2	30	47	9
\$375,001 and up	104	12.08%	50.3	2	17	62	23
Total Pending Units	861			102	460	257	42
Total Pending Volume	186,679,524	100%	46.8	11.06M	81.15M	72.54M	21.94M
Average Listing Price	\$217,136			\$108,435	\$176,403	\$282,243	\$522,321

December 2019



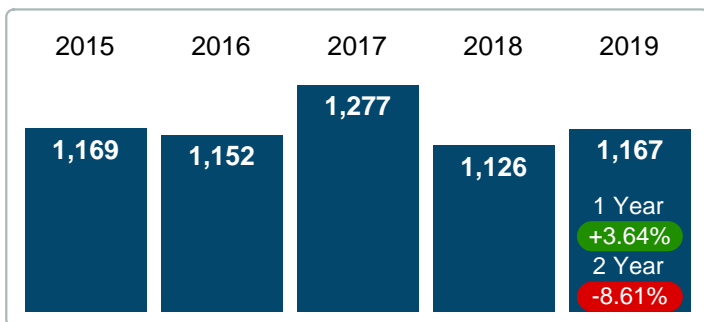
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



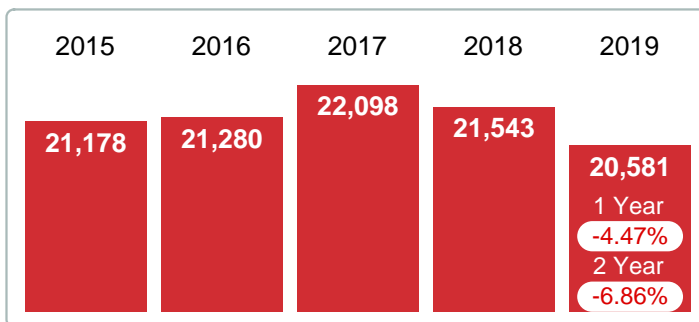
NEW LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

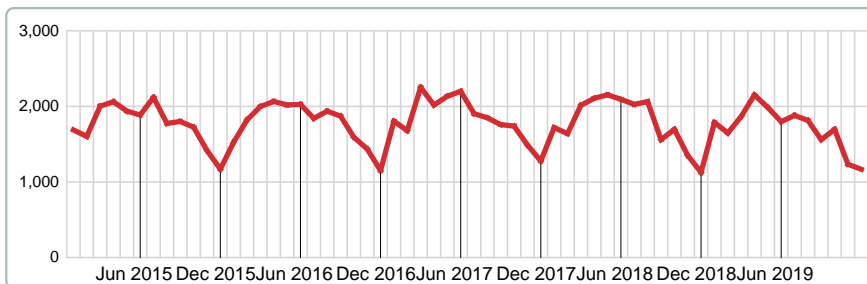
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,178

High Mar 2017 2,251 Low Dec 2018 1,126

New Listings this month at 1,167 below the 5 yr DEC average of 1,178



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	72	6.17%	42	23	5	2
\$50,001 - \$100,000	132	11.31%	45	74	13	0
\$100,001 - \$125,000	157	13.45%	47	80	28	2
\$125,001 - \$225,000	370	31.71%	31	247	81	11
\$225,001 - \$300,000	148	12.68%	1	73	68	6
\$300,001 - \$450,000	171	14.65%	4	43	101	23
\$450,001 and up	117	10.03%	3	23	48	43
Total New Listed Units	1,167		173	563	344	87
Total New Listed Volume	286,046,380	100%	18.54M	108.73M	107.84M	50.94M
Average New Listed Listing Price	\$224,069		\$107,142	\$193,121	\$313,487	\$585,565

December 2019



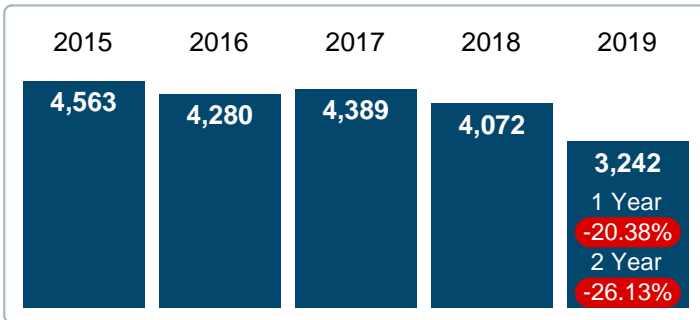
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



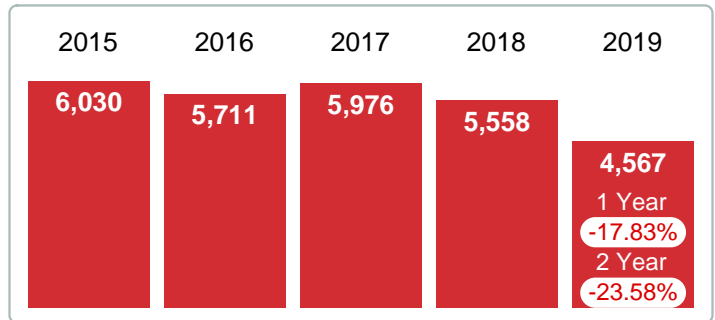
ACTIVE INVENTORY

Report produced on Jul 26, 2023 for MLS Technology Inc.

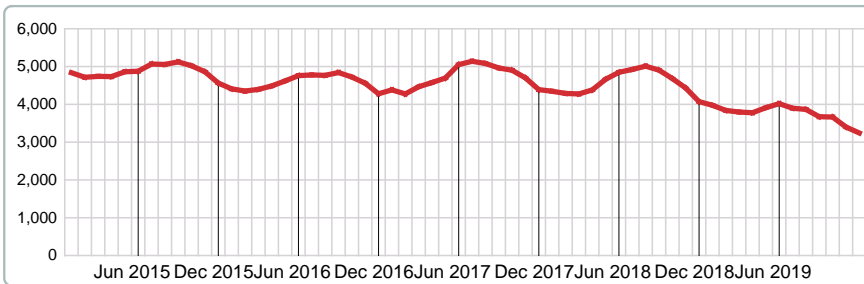
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

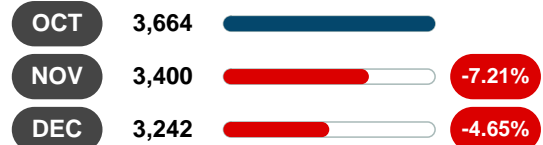


3 MONTHS

5 year DEC AVG = 4,109

High Jul 2017 5,139 Low Dec 2019 3,242

Inventory this month at 3,242 below the 5 yr DEC average of 4,109



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	303	9.35%	79.5	137	138	23	5
\$75,001 - \$125,000	379	11.69%	57.9	108	219	47	5
\$125,001 - \$175,000	448	13.82%	67.8	49	322	66	11
\$175,001 - \$275,000	752	23.20%	75.1	32	381	307	32
\$275,001 - \$375,000	520	16.04%	84.3	12	186	276	46
\$375,001 - \$575,000	505	15.58%	80.1	7	101	305	92
\$575,001 and up	335	10.33%	88.2	1	36	148	150
Total Active Inventory by Units	3,242			346	1,383	1,172	341
Total Active Inventory by Volume	1,026,372,212	100%	76.1	40.20M	296.26M	457.46M	232.45M
Average Active Inventory Listing Price	\$316,586			\$116,175	\$214,217	\$390,325	\$681,677

December 2019



Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

MSI FOR DECEMBER

2015	2016	2017	2018	2019

INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
3,242	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	303			9.35%	2.36	2.46	2.16	2.82	10.00
\$75,001 - \$125,000	379			11.69%	1.99	3.14	1.58	2.92	3.00
\$125,001 - \$175,000	448			13.82%	1.40	2.34	1.32	1.32	2.93
\$175,001 - \$275,000	752			23.20%	2.09	2.42	1.99	2.17	2.42
\$275,001 - \$375,000	520			16.04%	3.76	4.11	4.55	3.41	3.41
\$375,001 - \$575,000	505			15.58%	6.74	7.00	6.09	7.22	6.10
\$575,001 and up	335			10.33%	11.69	3.00	8.47	9.60	17.31
Market Supply of Inventory (MSI)					2.62	2.69	1.98	3.31	6.04
Total Active Inventory by Units				100%	2.62	346	1,383	1,172	341

December 2019



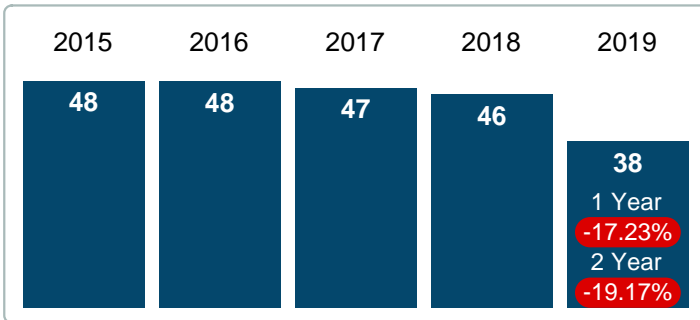
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



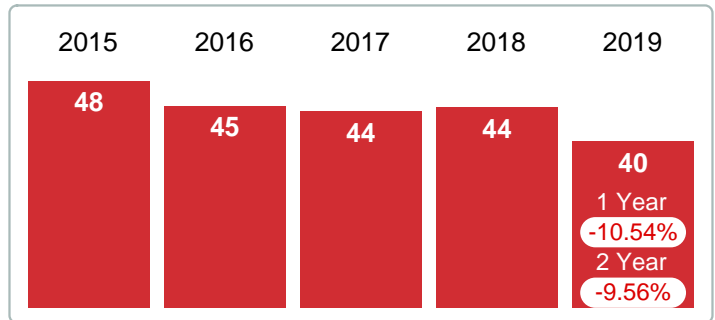
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 26, 2023 for MLS Technology Inc.

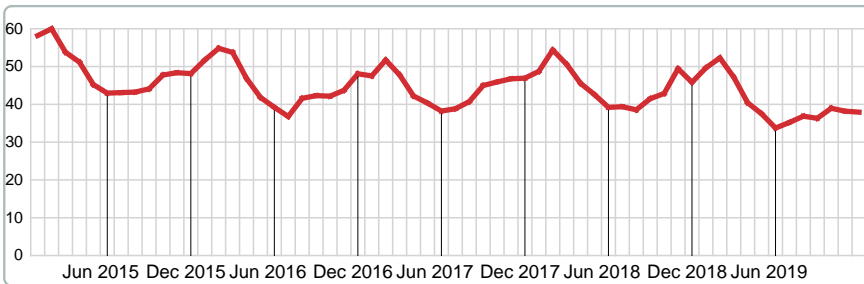
DECEMBER



YEAR TO DATE (YTD)

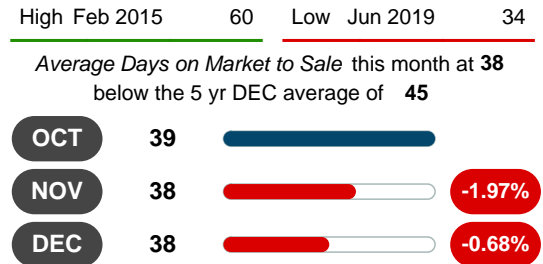


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 45



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		
\$75,000 and less	110	10.03%	34	33	34	31	0	
\$75,001 - \$100,000	71	6.47%	24	20	25	25	0	
\$100,001 - \$150,000	203	18.51%	24	24	23	29	77	
\$150,001 - \$200,000	271	24.70%	34	40	33	34	40	
\$200,001 - \$250,000	156	14.22%	39	41	40	34	52	
\$250,001 - \$375,000	166	15.13%	55	41	44	67	54	
\$375,001 and up	120	10.94%	58	78	50	60	59	
Average Closed DOM		38		32	33	47	56	
Total Closed Units		1,097	100%	38	114	615	307	61
Total Closed Volume		233,366,307			11.54M	111.40M	88.38M	22.04M

December 2019



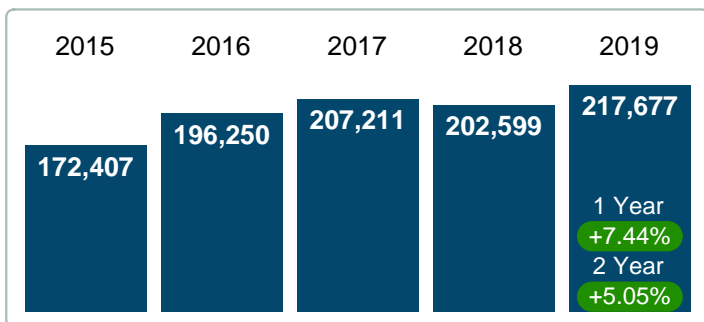
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



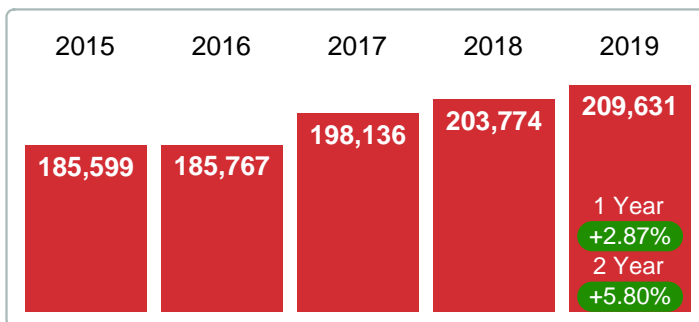
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

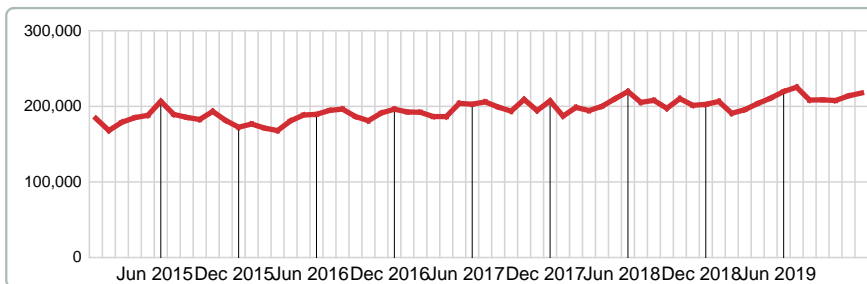
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

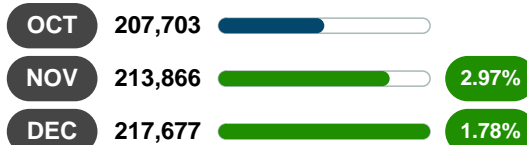


3 MONTHS

5 year DEC AVG = 199,229

High Jul 2019 225,338 Low Mar 2016 167,971

Average List Price at Closing this month at **217,677** above the 5 yr DEC average of **199,229**



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
\$75,000 and less	9.02%	44,848	45,082	54,083	49,413	0
\$75,001 - \$100,000	6.38%	88,373	87,492	94,087	105,888	0
\$100,001 - \$150,000	18.87%	129,553	138,147	130,323	135,263	143,450
\$150,001 - \$200,000	25.16%	176,560	178,758	175,983	180,299	191,088
\$200,001 - \$250,000	14.04%	227,447	220,571	229,039	227,655	239,325
\$250,001 - \$375,000	15.22%	305,316	294,833	306,533	308,546	321,040
\$375,001 and up	11.30%	537,121	632,000	526,102	565,403	491,563
Average List Price		217,677	105,740	184,581	294,988	371,457
Total Closed Units	100%	217,677	114	615	307	61
Total Closed Volume		238,791,792	12.05M	113.52M	90.56M	22.66M

December 2019



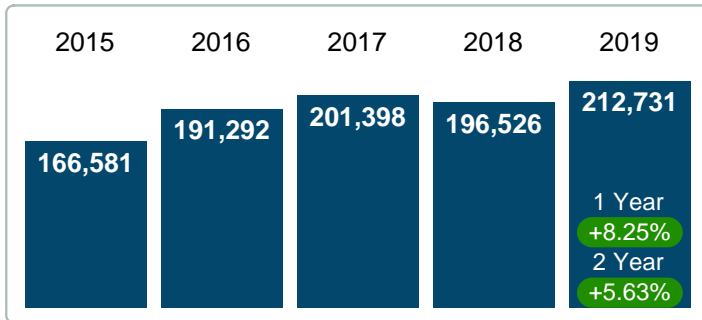
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



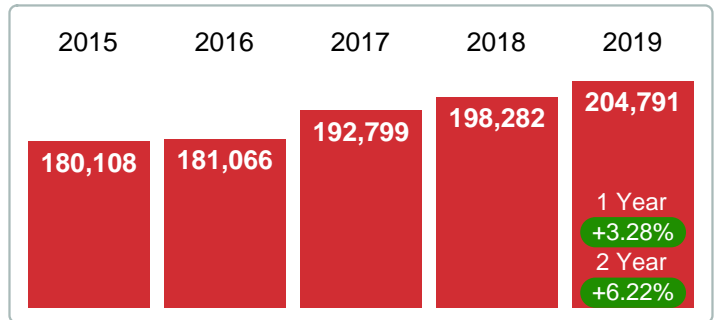
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

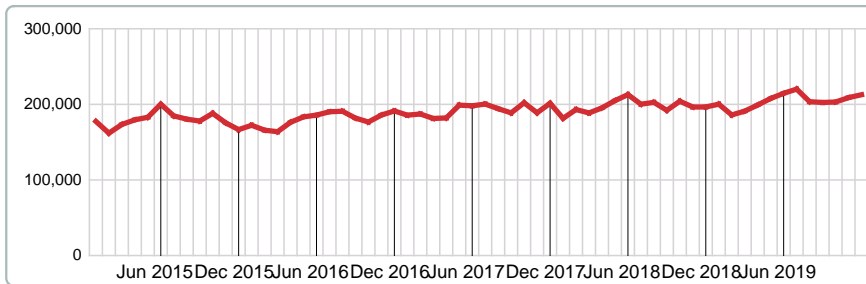
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

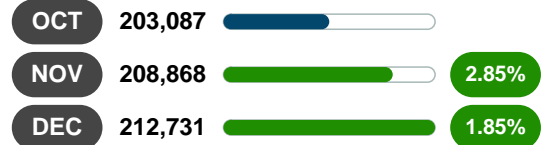


3 MONTHS

5 year DEC AVG = 193,706

High Jul 2019 220,178 Low Feb 2015 161,926

Average Sold Price at Closing this month at **212,731** above the 5 yr DEC average of **193,706**



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
\$75,000 and less	10.03%	44,427	40,906	48,728	41,913	0
\$75,001 - \$100,000	6.47%	89,352	84,572	91,004	90,628	0
\$100,001 - \$150,000	18.51%	129,858	134,700	128,928	132,980	139,450
\$150,001 - \$200,000	24.70%	175,327	172,976	173,928	178,301	179,750
\$200,001 - \$250,000	14.22%	225,335	212,372	225,009	226,620	230,528
\$250,001 - \$375,000	15.13%	302,726	281,250	300,951	303,245	310,495
\$375,001 and up	10.94%	523,798	632,000	511,265	543,257	481,008
Average Sold Price		212,731	101,268	181,143	287,882	361,299
Total Closed Units	100%	212,731	114	615	307	61
Total Closed Volume		233,366,307	11.54M	111.40M	88.38M	22.04M

December 2019



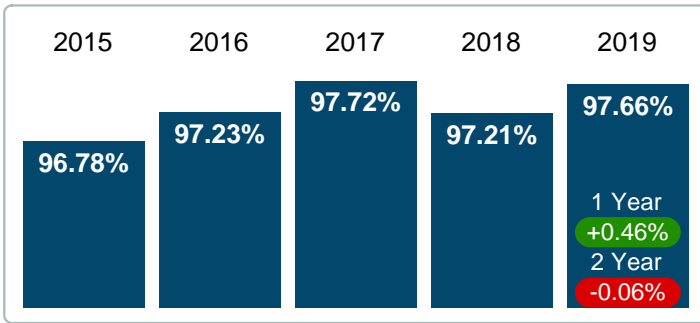
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



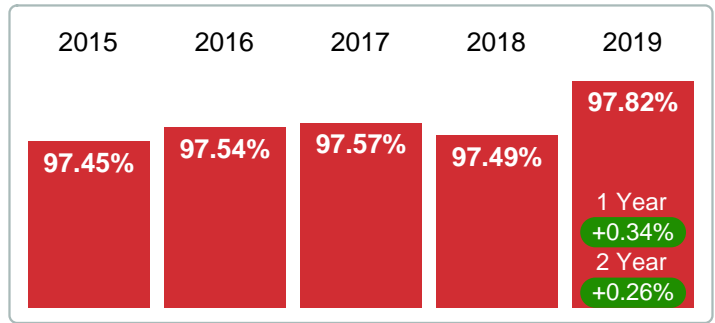
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

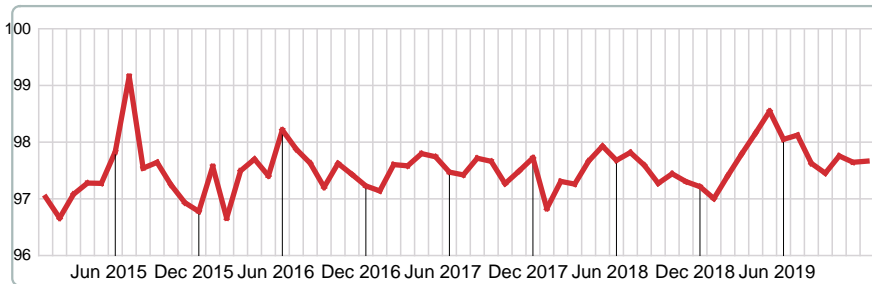
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

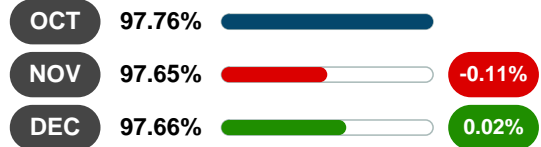


3 MONTHS

5 year DEC AVG = 97.32%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.66%** above the 5 yr DEC average of **97.32%**



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
\$75,000 and less	110	10.03%	91.03%	90.86%	91.60%	86.34%	0.00%
\$75,001 - \$100,000	71	6.47%	96.52%	96.78%	97.27%	86.16%	0.00%
\$100,001 - \$150,000	203	18.51%	99.09%	97.70%	99.28%	98.74%	97.30%
\$150,001 - \$200,000	271	24.70%	98.78%	96.99%	98.92%	98.96%	94.26%
\$200,001 - \$250,000	156	14.22%	98.62%	96.68%	98.32%	99.58%	96.36%
\$250,001 - \$375,000	166	15.13%	98.18%	95.35%	98.42%	98.35%	97.14%
\$375,001 and up	120	10.94%	97.53%	100.00%	97.48%	97.23%	98.13%
Average Sold/List Ratio		97.70%		93.98%	98.10%	98.23%	97.29%
Total Closed Units		1,097	100%	114	615	307	61
Total Closed Volume		233,366,307		11.54M	111.40M	88.38M	22.04M

December 2019



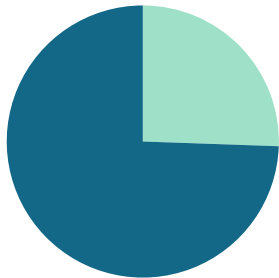
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

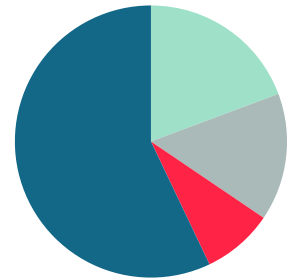


Inventory
 New Listings
1,167 = 25.55%
 Start Inventory
3,400
 Total Inventory Units
4,567
 Volume
\$1,390,254,154

Market Activity

Closed Sales
1,097 = 19.31%
 Pending Sales
861 = 15.16%
 Other Off Market
480 = 8.45%
 Active Inventory
3,242 = 57.08%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	955	1,097	14.87%	14,169	14,875	4.98%
Pending Sales	822	861	4.74%	14,339	15,143	5.61%
New Listings	1,126	1,167	3.64%	21,543	20,581	-4.47%
Average List Price	202,599	217,677	7.44%	203,774	209,631	2.87%
Average Sale Price	196,526	212,731	8.25%	198,282	204,791	3.28%
Average Percent of Selling Price to List Price	97.21%	97.66%	0.46%	97.49%	97.82%	0.34%
Average Days on Market to Sale	45.83	37.93	-17.23%	44.31	39.64	-10.54%
Monthly Inventory	4,072	3,242	-20.38%	4,072	3,242	-20.38%
Months Supply of Inventory	3.45	2.62	-24.16%	3.45	2.62	-24.16%

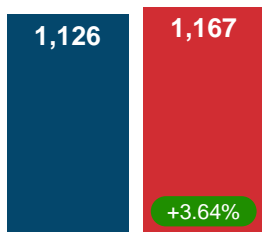
Absorption: Last 12 months, an Average of **1,240** Sales/Month

Inventory on December 31, 2019 = **3,242** 2018 2019

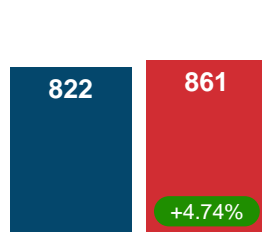
DECEMBER MARKET

AVERAGE PRICES

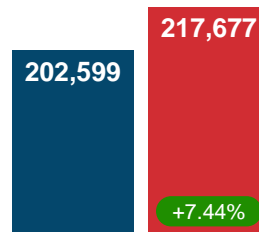
New Listings



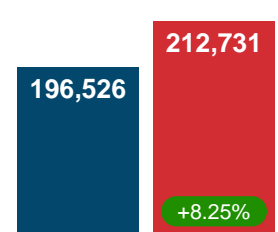
Pending Listings



List Price



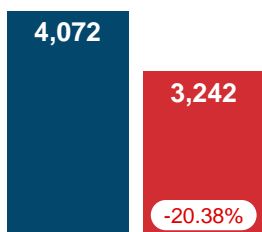
Sale Price



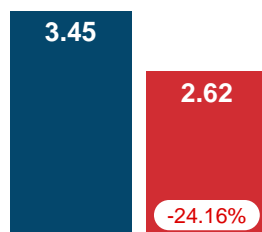
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

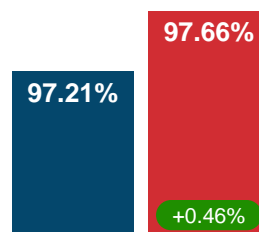
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

