

February 2020



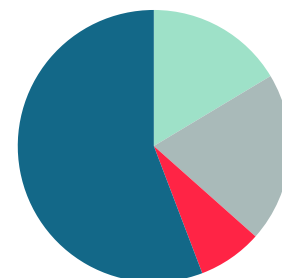
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	894	929	3.91%
Pending Listings	1,220	1,142	-6.39%
New Listings	1,647	1,534	-6.86%
Average List Price	190,775	222,823	16.80%
Average Sale Price	185,974	217,135	16.76%
Average Percent of Selling Price to List Price	97.41%	97.65%	0.25%
Average Days on Market to Sale	52.28	39.93	-23.62%
End of Month Inventory	3,840	3,160	-17.71%
Months Supply of Inventory	3.26	2.53	-22.29%



■ Closed (16.40%)
■ Pending (20.16%)
■ Other OffMarket (7.64%)
■ Active (55.79%)

Absorption: Last 12 months, an Average of **1,248** Sales/Month
Active Inventory as of February 29, 2020 = **3,160**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **17.71%** to 3,160 existing homes available for sale. Over the last 12 months this area has had an average of 1,248 closed sales per month. This represents an unsold inventory index of **2.53** 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 **16.76%** in February 2020 to \$217,135 versus the previous year at \$185,974.

Average Days on Market Shortens

The average number of **39.93** days that homes spent on the market before selling decreased by 12.35 days or **23.62%** in February 2020 compared to last year's same month at **52.28** DOM.

Sales Success for February 2020 is Positive

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

There were 1,534 New Listings in February 2020, down **6.86%** from last year at 1,647. Furthermore, there were 929 Closed Listings this month versus last year at 894, a **3.91%** increase.

Closed versus Listed trends yielded a **60.6%** ratio, up from previous year's, February 2019, at **54.3%**, a **11.57%** 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

February 2020



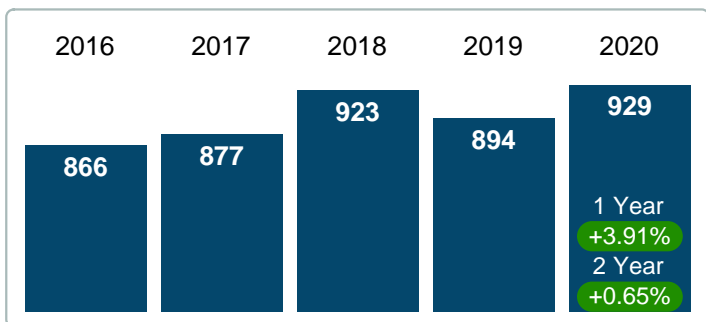
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



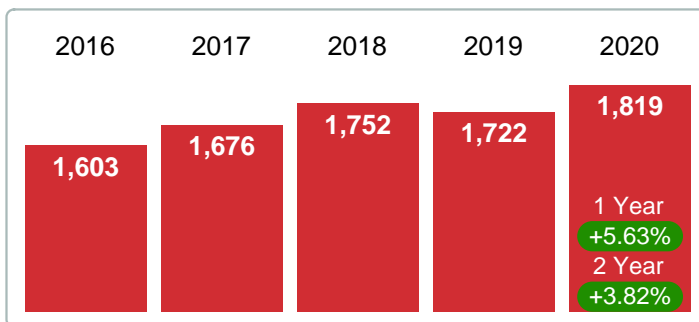
CLOSED LISTINGS

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

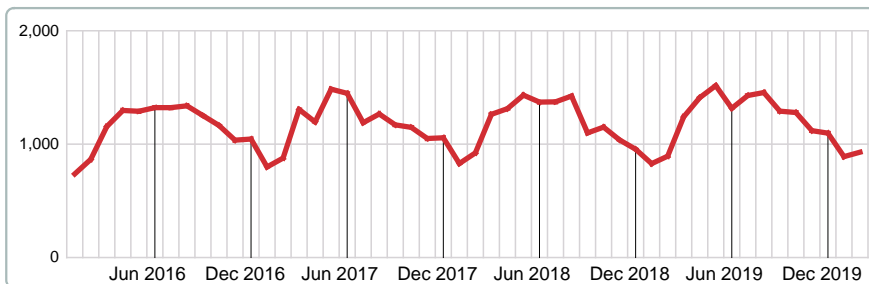
FEBRUARY



YEAR TO DATE (YTD)

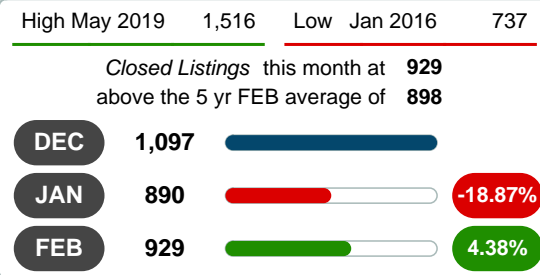


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 898



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	89	9.58%	42.7	35	43	9	2
\$75,001 - \$125,000	119	12.81%	31.4	17	93	9	0
\$125,001 - \$150,000	104	11.19%	23.0	17	79	7	1
\$150,001 - \$200,000	234	25.19%	33.6	10	179	42	3
\$200,001 - \$250,000	133	14.32%	45.8	4	63	63	3
\$250,001 - \$350,000	134	14.42%	47.9	7	46	72	9
\$350,001 and up	116	12.49%	58.5	0	36	58	22
Total Closed Units	929			90	539	260	40
Total Closed Volume	201,718,118	100%	39.9	10.57M	97.54M	72.83M	20.78M
Average Closed Price	\$217,135			\$117,405	\$180,971	\$280,097	\$519,576

February 2020



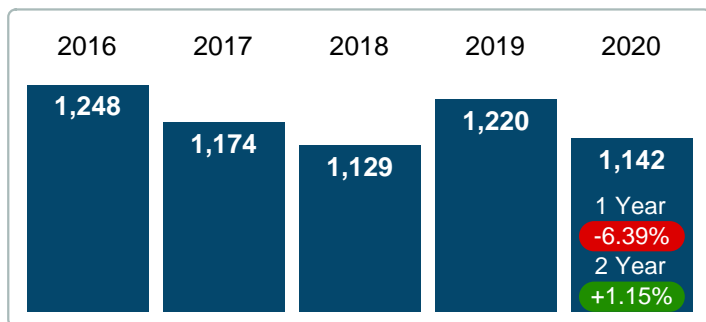
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



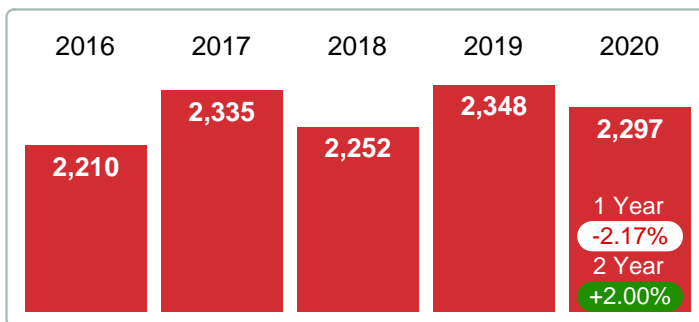
PENDING LISTINGS

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

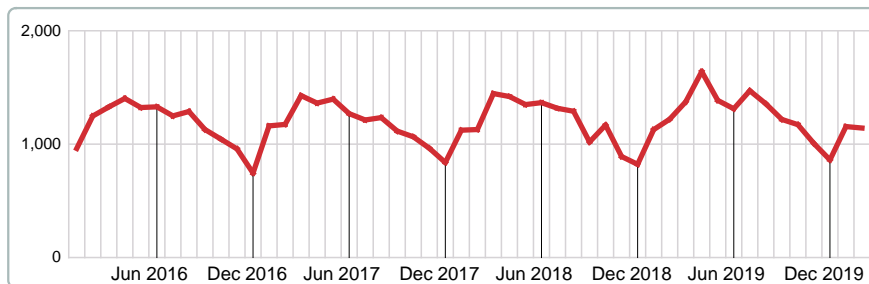
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,183

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at 1,142 below the 5 yr FEB average of 1,183



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	104	9.11%	43.4	51	49	4	0
\$75,001 - \$125,000	157	13.75%	32.9	25	114	18	0
\$125,001 - \$150,000	122	10.68%	31.8	11	104	6	1
\$150,001 - \$200,000	275	24.08%	31.9	14	202	55	4
\$200,001 - \$250,000	174	15.24%	40.8	6	82	80	6
\$250,001 - \$350,000	173	15.15%	47.7	1	72	91	9
\$350,001 and up	137	12.00%	53.5	2	29	88	18
Total Pending Units	1,142			110	652	342	38
Total Pending Volume	245,228,047	100%	39.2	11.46M	117.69M	99.61M	16.47M
Average Listing Price	\$214,238			\$104,160	\$180,513	\$291,244	\$433,430

February 2020



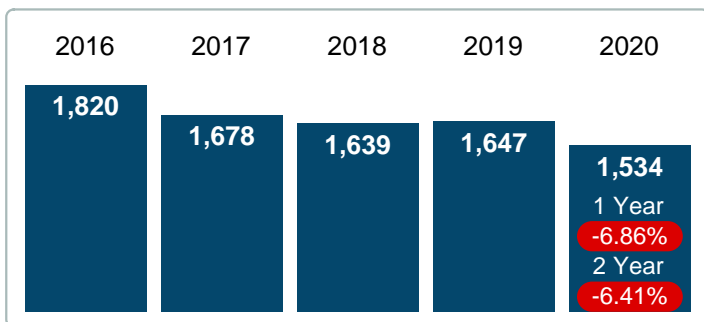
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



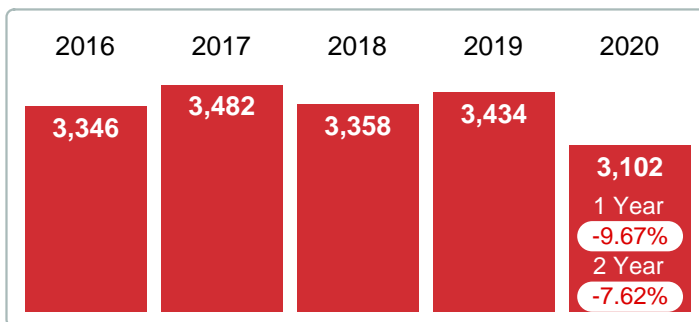
NEW LISTINGS

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

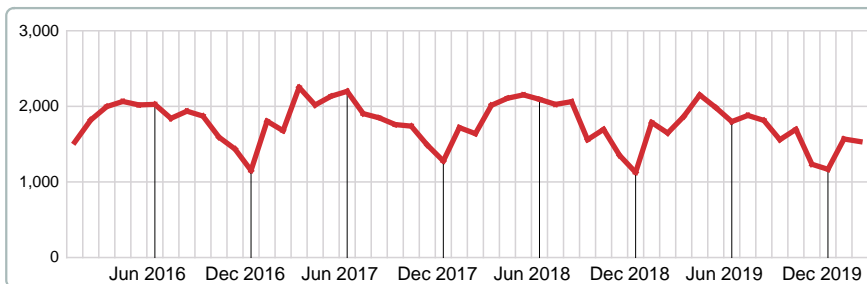
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,664

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

New Listings this month at **1,534**
below the 5 yr FEB average of **1,664**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	140	9.13%	60	63	16	1
\$75,001 - \$125,000	175	11.41%	41	112	20	2
\$125,001 - \$150,000	125	8.15%	15	102	6	2
\$150,001 - \$225,000	432	28.16%	43	268	115	6
\$225,001 - \$325,000	283	18.45%	12	125	129	17
\$325,001 - \$450,000	218	14.21%	3	64	127	24
\$450,001 and up	161	10.50%	3	25	90	43
Total New Listed Units	1,534		177	759	503	95
Total New Listed Volume	400,577,838	100%	23.77M	155.14M	171.42M	50.25M
Average New Listed Listing Price	\$230,825		\$134,272	\$204,401	\$340,796	\$528,956

February 2020



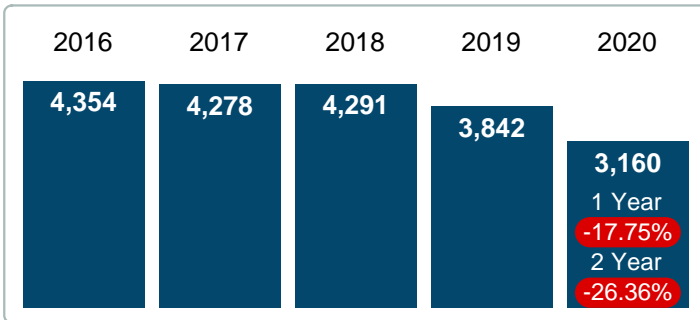
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



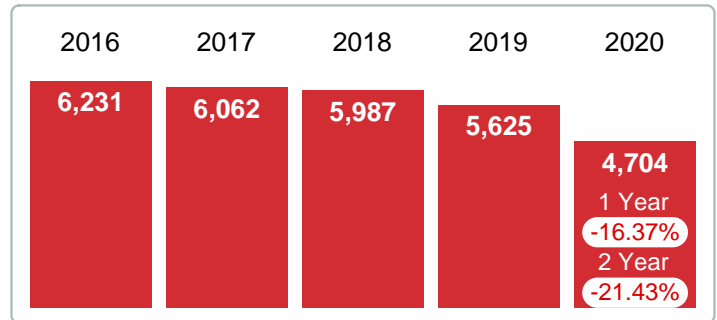
ACTIVE INVENTORY

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

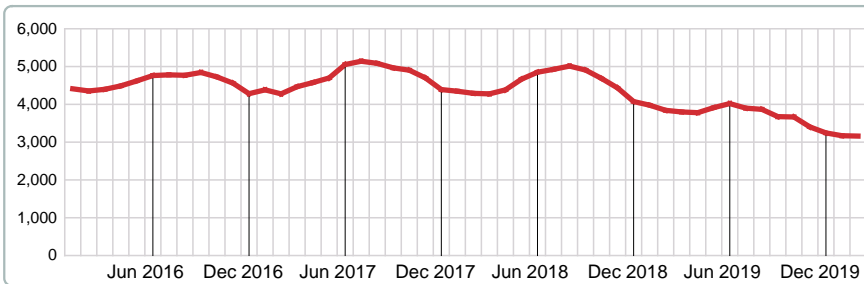
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS

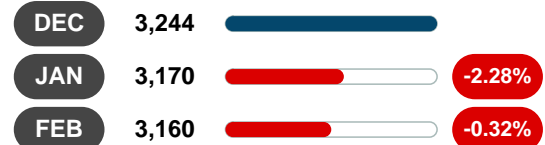


3 MONTHS

5 year FEB AVG = 3,985

High Jul 2017 5,141 Low Feb 2020 3,160

Inventory this month at **3,160**
below the 5 yr FEB average of **3,985**



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	293	9.27%	75.3	144	120	25	4
\$75,001 - \$125,000	373	11.80%	64.2	112	210	47	4
\$125,001 - \$175,000	388	12.28%	59.5	49	285	48	6
\$175,001 - \$300,000	898	28.42%	62.9	49	440	375	34
\$300,001 - \$400,000	503	15.92%	71.4	14	150	286	53
\$400,001 - \$575,000	374	11.84%	75.7	6	71	217	80
\$575,001 and up	331	10.47%	77.0	3	42	159	127
Total Active Inventory by Units			3,160	377	1,318	1,157	308
Total Active Inventory by Volume			1,015,560,410	47.26M	297.41M	462.80M	208.09M
Average Active Inventory Listing Price			\$321,380	\$125,358	\$225,651	\$400,001	\$675,623

February 2020



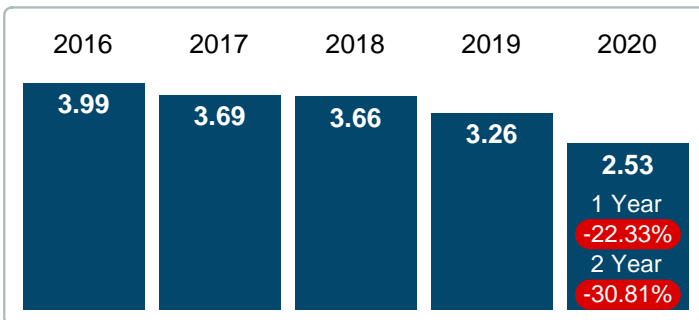
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



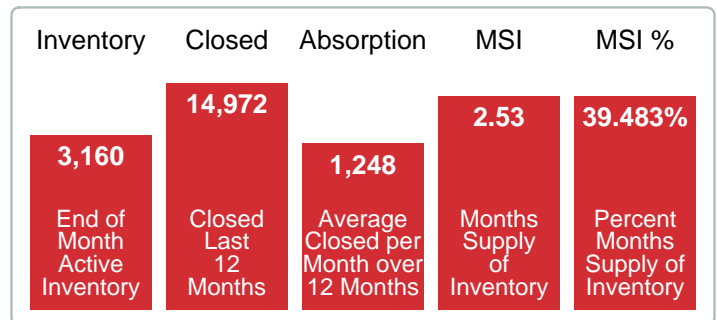
MONTHS SUPPLY of INVENTORY (MSI)

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

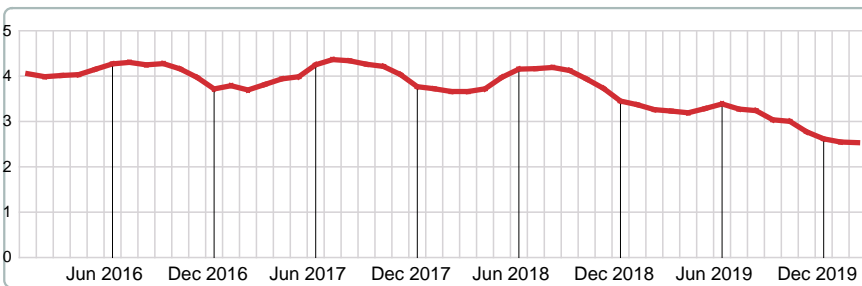
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

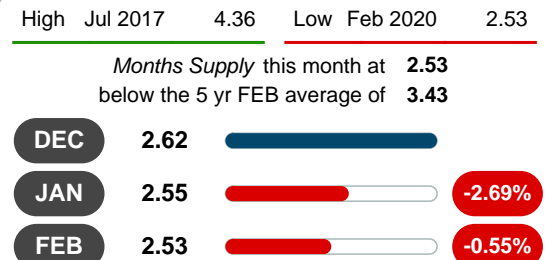


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3.43



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
\$75,000 and less	293	9.27%	2.36	2.68	1.96	2.94	6.00
\$75,001 - \$125,000	373	11.80%	1.99	3.30	1.54	2.98	3.00
\$125,001 - \$175,000	388	12.28%	1.22	2.22	1.17	0.99	1.57
\$175,001 - \$300,000	898	28.42%	2.13	3.23	2.06	2.15	1.90
\$300,001 - \$400,000	503	15.92%	4.45	7.30	4.77	4.24	4.36
\$400,001 - \$575,000	374	11.84%	6.76	8.00	5.33	7.64	6.23
\$575,001 and up	331	10.47%	11.41	9.00	9.51	10.31	14.38
Market Supply of Inventory (MSI)			2.53	2.95	1.87	3.23	5.35
Total Active Inventory by Units		100%	2.53	377	1,318	1,157	308

February 2020



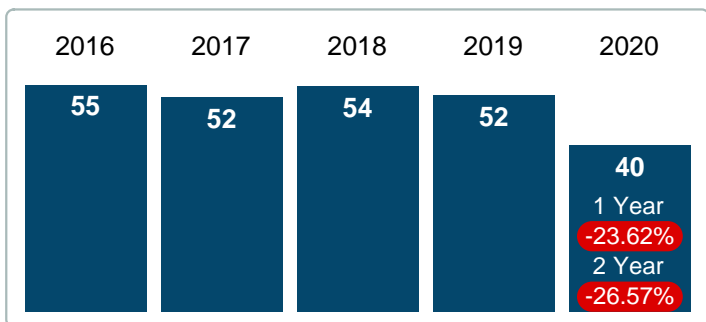
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



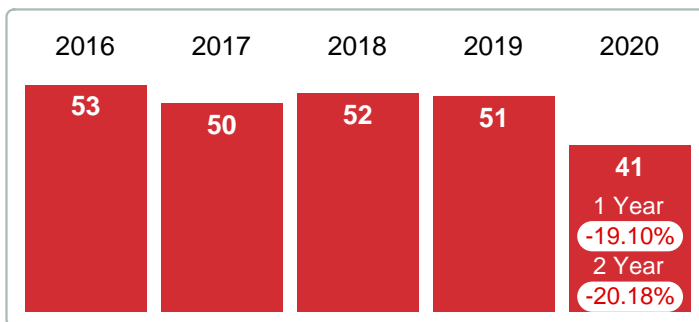
AVERAGE DAYS ON MARKET TO SALE

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

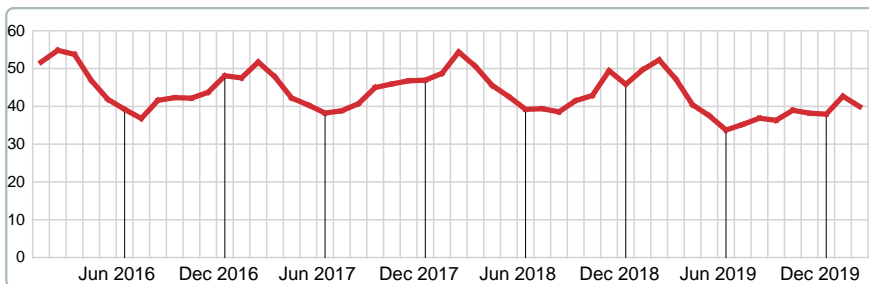
FEBRUARY



YEAR TO DATE (YTD)

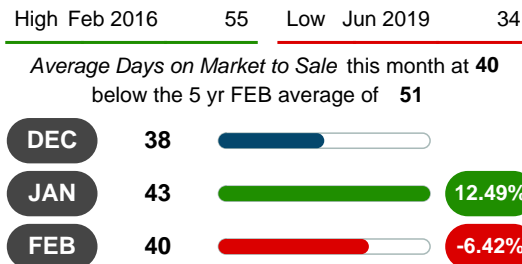


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 51



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	9.58%	43	47	42	31	27
\$75,001 - \$125,000	12.81%	31	33	32	27	0
\$125,001 - \$150,000	11.19%	23	42	18	36	1
\$150,001 - \$200,000	25.19%	34	25	33	37	24
\$200,001 - \$250,000	14.32%	46	33	49	43	69
\$250,001 - \$350,000	14.42%	48	49	47	47	60
\$350,001 and up	12.49%	58	0	53	52	86
Average Closed DOM		40	40	36	44	69
Total Closed Units	100%	929	90	539	260	40
Total Closed Volume		201,718,118	10.57M	97.54M	72.83M	20.78M

February 2020



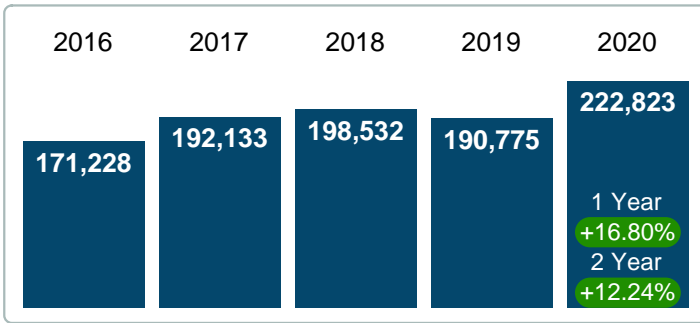
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



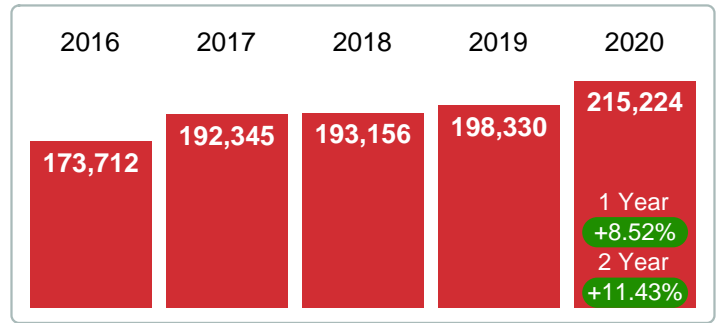
AVERAGE LIST PRICE AT CLOSING

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

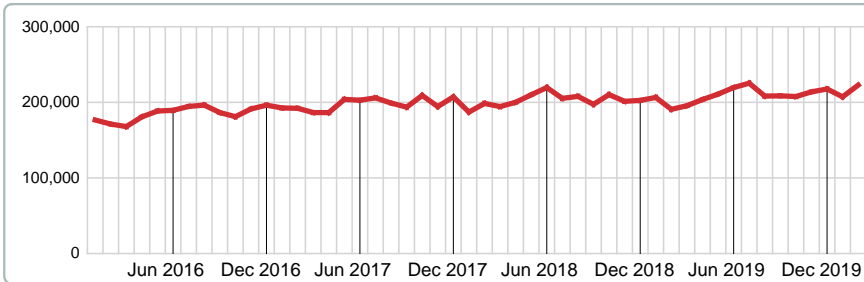
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

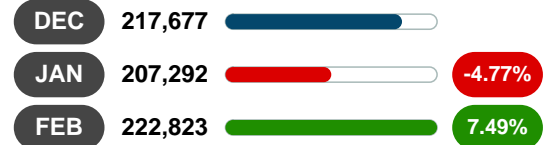


3 MONTHS

5 year FEB AVG = 195,098

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

Average List Price at Closing this month at **222,823** above the 5 yr FEB average of **195,098**



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	8.83%	51,034	55,121	53,914	52,133	70,500
\$75,001 - \$125,000	12.16%	102,923	107,665	105,590	120,167	0
\$125,001 - \$150,000	12.06%	140,755	143,906	142,441	146,657	148,000
\$150,001 - \$200,000	24.87%	175,229	184,600	174,536	182,779	179,933
\$200,001 - \$250,000	14.75%	227,337	209,875	229,006	230,943	231,967
\$250,001 - \$350,000	14.21%	292,404	306,271	290,667	298,269	306,644
\$350,001 and up	13.13%	534,450	0	471,546	482,571	818,562
Average List Price		222,823	122,615	184,428	285,646	557,322
Total Closed Units	100%	222,823	90	539	260	40
Total Closed Volume		207,002,857	11.04M	99.41M	74.27M	22.29M

February 2020



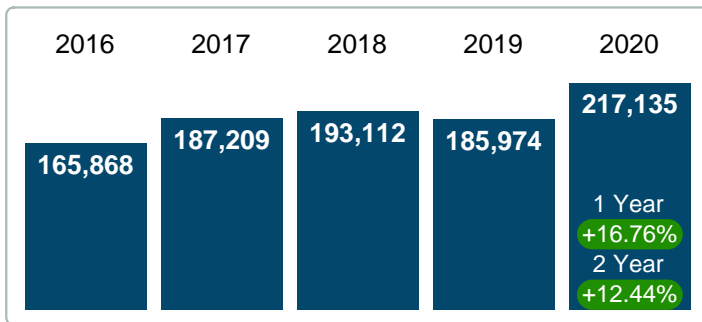
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



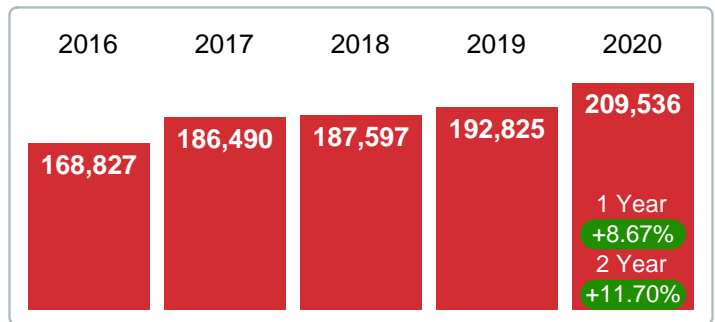
AVERAGE SOLD PRICE AT CLOSING

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

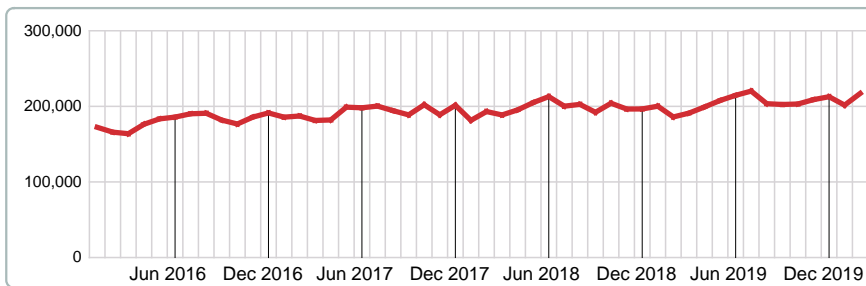
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

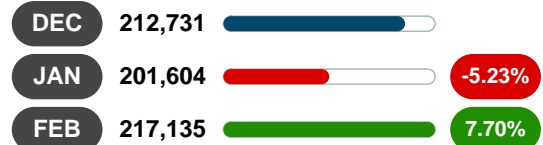


3 MONTHS

5 year FEB AVG = 189,860

High Jul 2019 220,178 Low Mar 2016 163,799

Average Sold Price at Closing this month at 217,135 above the 5 yr FEB average of 189,860



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	89	9.58%	49,459	50,086	48,749	48,183	59,500	
\$75,001 - \$125,000	119	12.81%	103,385	104,956	102,182	112,858	0	
\$125,001 - \$150,000	104	11.19%	140,472	138,390	140,633	142,643	148,000	
\$150,001 - \$200,000	234	25.19%	174,079	179,229	172,088	180,797	181,667	
\$200,001 - \$250,000	133	14.32%	226,461	205,500	225,763	228,225	232,000	
\$250,001 - \$350,000	134	14.42%	291,639	294,614	285,704	293,711	303,089	
\$350,001 and up	116	12.49%	521,300	0	462,918	469,976	752,147	
Average Sold Price		217,135		117,405	180,971	280,097	519,576	
Total Closed Units		929	100%	217,135	90	539	260	40
Total Closed Volume		201,718,118		10.57M	97.54M	72.83M	20.78M	

February 2020



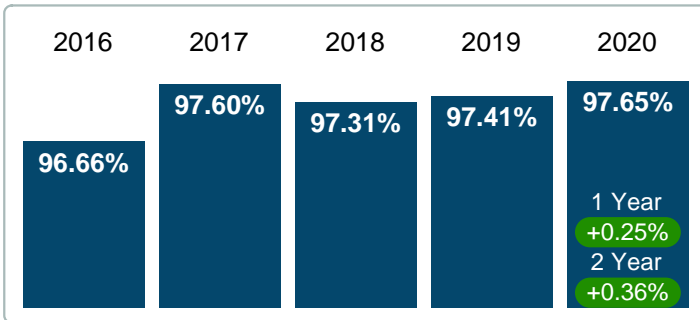
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



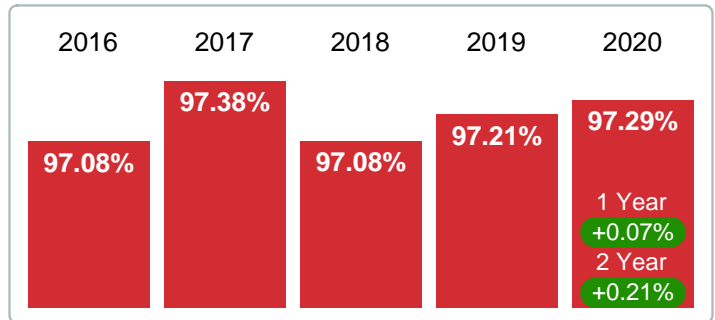
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

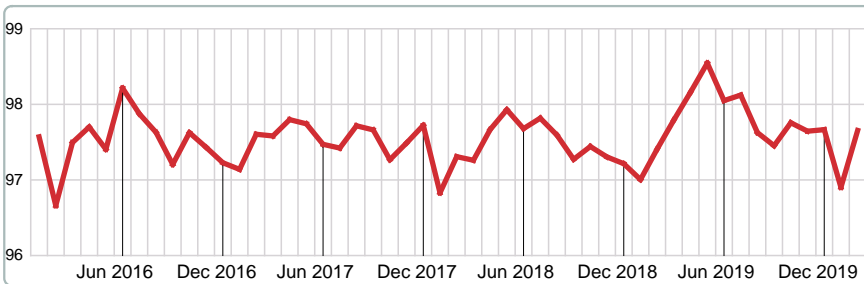
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

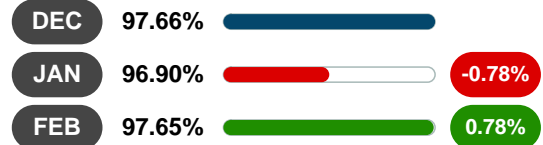


3 MONTHS

5 year FEB AVG = 97.33%

High May 2019 98.55% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.65%**
above the 5 yr FEB average of **97.33%**



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	89	9.58%	91.91%	91.72%	92.32%	92.49%	83.99%
\$75,001 - \$125,000	119	12.81%	97.18%	97.80%	97.34%	94.29%	0.00%
\$125,001 - \$150,000	104	11.19%	98.45%	96.60%	98.86%	98.08%	100.00%
\$150,001 - \$200,000	234	25.19%	98.70%	97.44%	98.67%	98.94%	101.06%
\$200,001 - \$250,000	133	14.32%	98.83%	97.94%	98.79%	98.86%	100.01%
\$250,001 - \$350,000	134	14.42%	98.40%	96.37%	98.38%	98.55%	98.86%
\$350,001 and up	116	12.49%	97.54%	0.00%	98.26%	98.16%	94.73%
Average Sold/List Ratio		97.70%		95.06%	97.92%	98.23%	96.13%
Total Closed Units	929	100%	97.70%	90	539	260	40
Total Closed Volume	201,718,118			10.57M	97.54M	72.83M	20.78M

February 2020



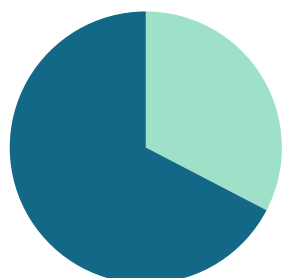
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

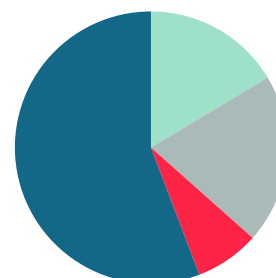


Inventory
 New Listings
1,534 = 32.62%
 Start Inventory
3,168
 Total Inventory Units
4,702
 Volume
\$1,402,309,479

Market Activity

Closed Sales
929 = 16.40%
 Pending Sales
1,142 = 20.16%
 Other Off Market
433 = 7.64%
 Active Inventory
3,160 = 55.79%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	894	929	3.91%	1,722	1,819	5.63%
Pending Sales	1,220	1,142	-6.39%	2,348	2,297	-2.17%
New Listings	1,647	1,534	-6.86%	3,434	3,102	-9.67%
Average List Price	190,775	222,823	16.80%	198,330	215,224	8.52%
Average Sale Price	185,974	217,135	16.76%	192,825	209,536	8.67%
Average Percent of Selling Price to List Price	97.41%	97.65%	0.25%	97.21%	97.29%	0.07%
Average Days on Market to Sale	52.28	39.93	-23.62%	51.01	41.27	-19.10%
Monthly Inventory	3,840	3,160	-17.71%	3,840	3,160	-17.71%
Months Supply of Inventory	3.26	2.53	-22.29%	3.26	2.53	-22.29%

Absorption: Last 12 months, an Average of **1,248** Sales/Month

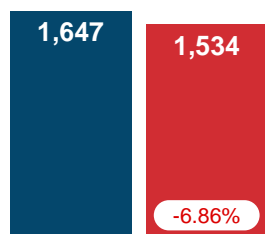
Inventory on February 29, 2020 = **3,160**

2019 **2020**

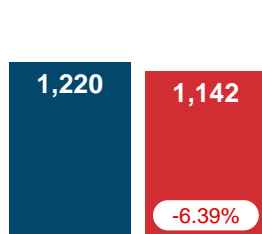
FEBRUARY MARKET

AVERAGE PRICES

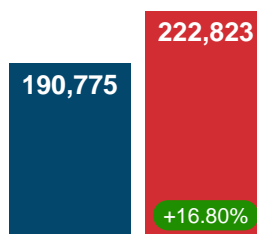
New Listings



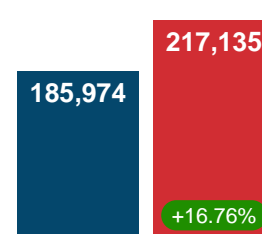
Pending Listings



List Price



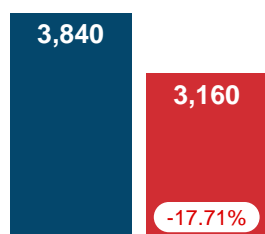
Sale Price



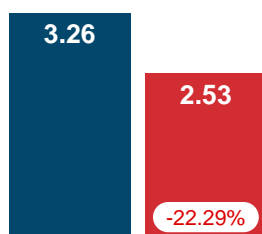
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

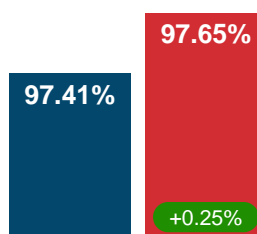
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

