

February 2020



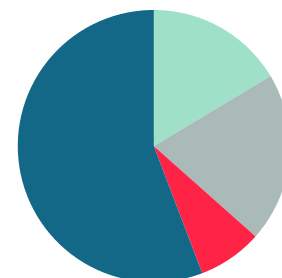
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2019	2020	
Closed Listings	894	929	3.91%
Pending Listings	1,220	1,142	-6.39%
New Listings	1,647	1,534	-6.86%
Median List Price	163,000	184,500	13.19%
Median Sale Price	159,900	182,000	13.82%
Median Percent of Selling Price to List Price	98.35%	99.10%	0.76%
Median Days on Market to Sale	35.00	20.00	-42.86%
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.

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 **13.82%** in February 2020 to \$182,000 versus the previous year at \$159,900.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 15.00 days or **42.86%** in February 2020 compared to last year's same month at **35.00** DOM.

Sales Success for February 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 1,534 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.

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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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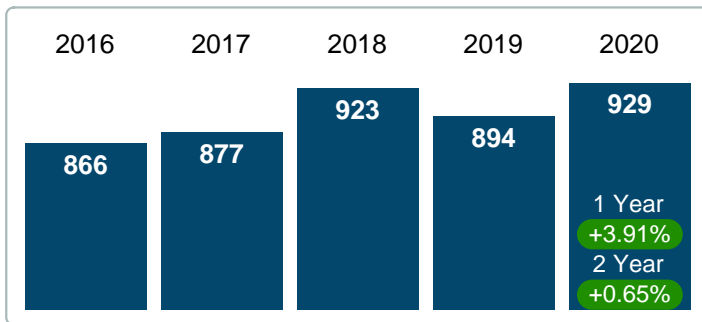
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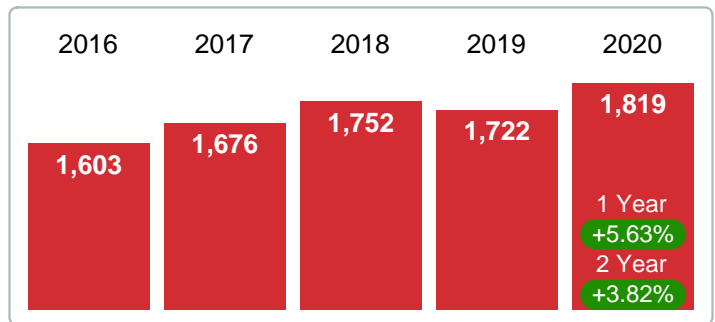
CLOSED LISTINGS

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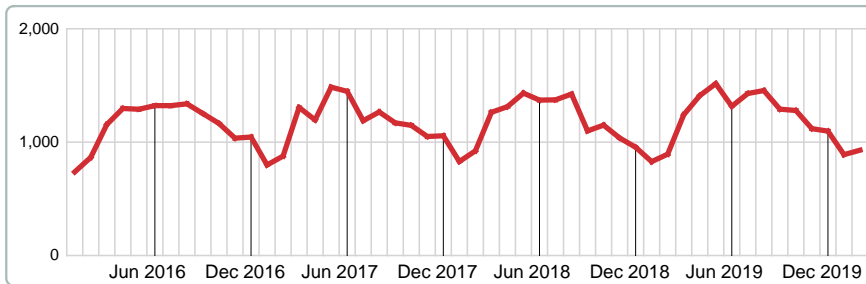
FEBRUARY



YEAR TO DATE (YTD)

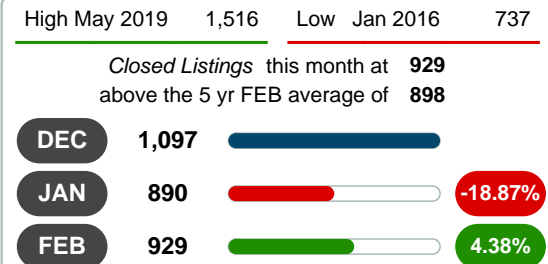


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 898



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	89	9.58%	22.0	35	43	9	2
\$75,001 - \$125,000	119	12.81%	11.0	17	93	9	0
\$125,001 - \$150,000	104	11.19%	11.0	17	79	7	1
\$150,001 - \$200,000	234	25.19%	18.5	10	179	42	3
\$200,001 - \$250,000	133	14.32%	29.0	4	63	63	3
\$250,001 - \$350,000	134	14.42%	28.0	7	46	72	9
\$350,001 and up	116	12.49%	32.0	0	36	58	22
Total Closed Units	929			90	539	260	40
Total Closed Volume	201,718,118	100%	20.0	10.57M	97.54M	72.83M	20.78M
Median Closed Price	\$182,000			\$106,500	\$160,000	\$250,625	\$362,250

February 2020



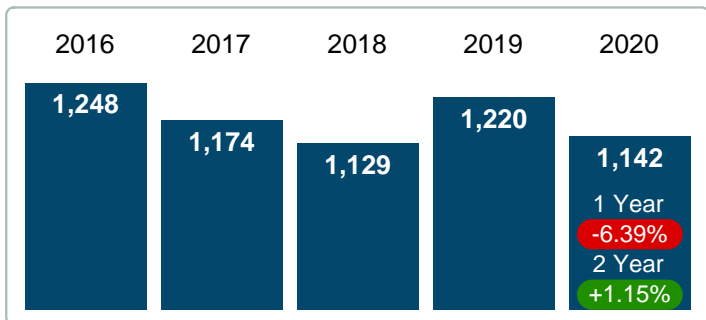
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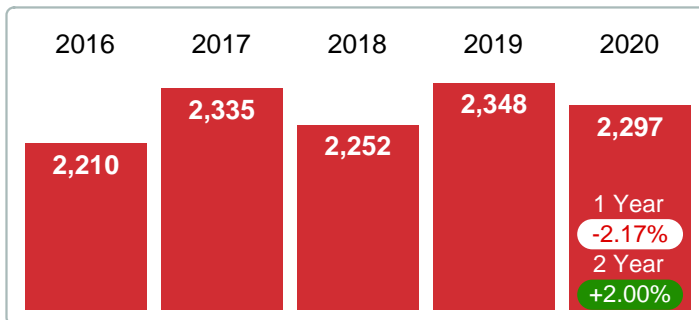
PENDING LISTINGS

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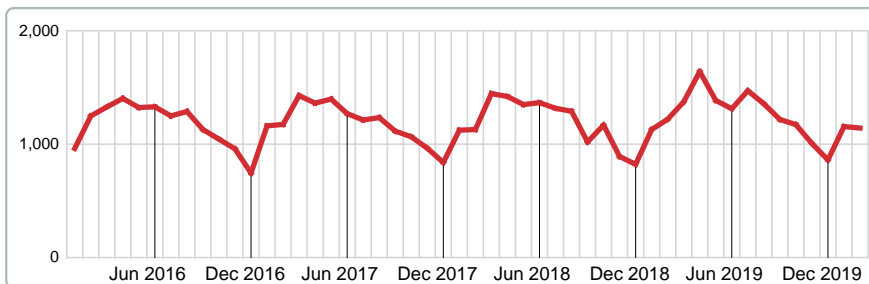
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

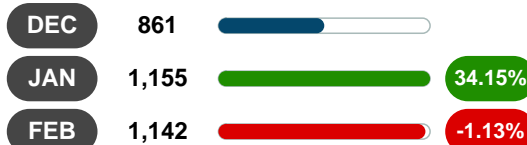


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	104	9.11%	30.0	51	49	4	0
\$75,001 - \$125,000	157	13.75%	13.0	25	114	18	0
\$125,001 - \$150,000	122	10.68%	13.0	11	104	6	1
\$150,001 - \$200,000	275	24.08%	14.0	14	202	55	4
\$200,001 - \$250,000	174	15.24%	20.5	6	82	80	6
\$250,001 - \$350,000	173	15.15%	26.0	1	72	91	9
\$350,001 and up	137	12.00%	31.0	2	29	88	18
Total Pending Units	1,142			110	652	342	38
Total Pending Volume	245,228,047	100%	19.0	11.46M	117.69M	99.61M	16.47M
Median Listing Price	\$182,721			\$81,000	\$164,900	\$259,950	\$347,500

February 2020



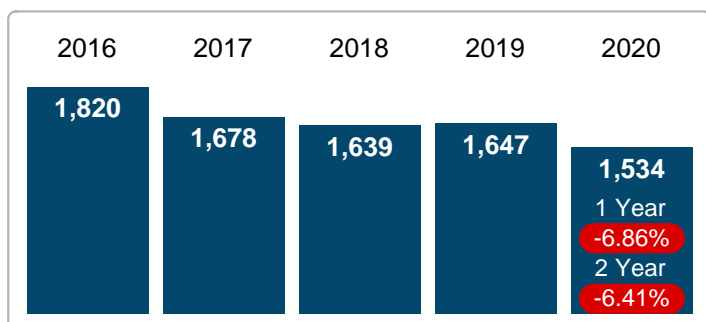
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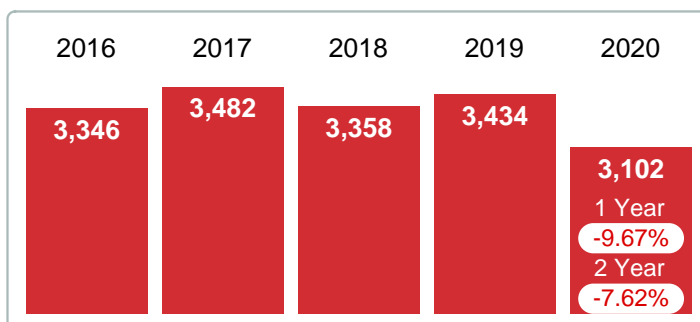
NEW LISTINGS

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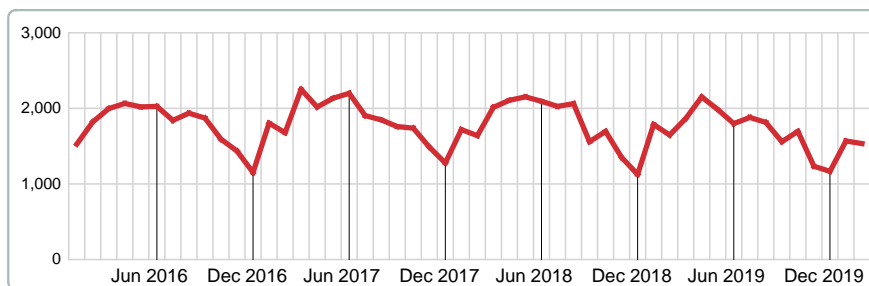
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

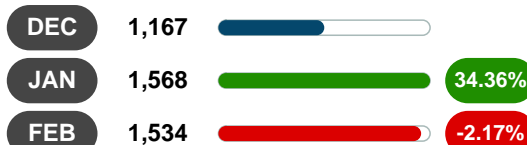


3 MONTHS

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
Median New Listed Listing Price	\$205,000		\$110,000	\$172,500	\$292,024	\$429,000

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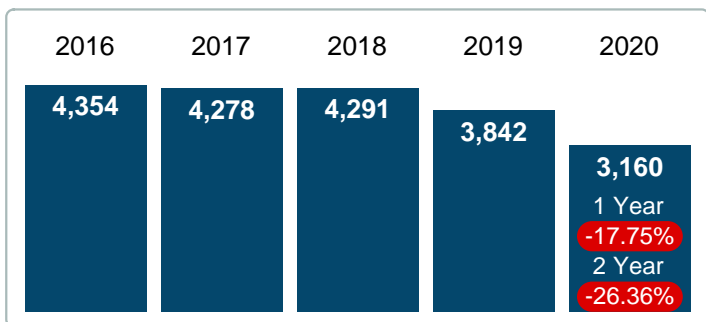
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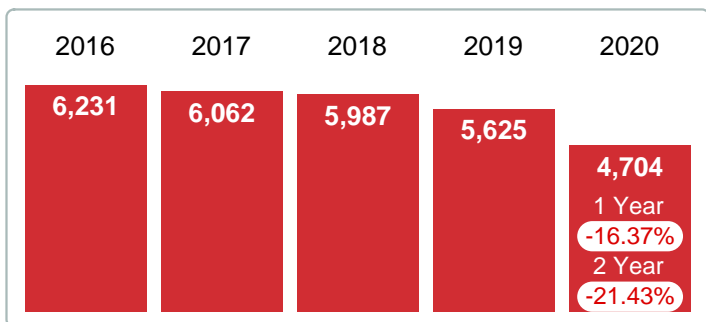
ACTIVE INVENTORY

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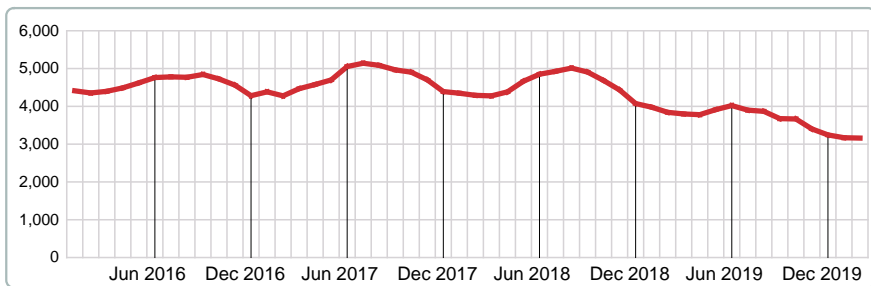
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS

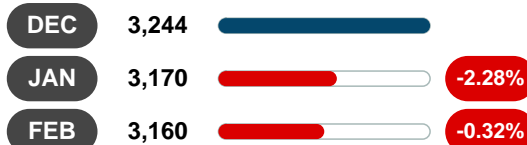


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	293	9.27%	51.0	144	120	25	4
\$75,001 - \$125,000	373	11.80%	64.0	112	210	47	4
\$125,001 - \$175,000	388	12.28%	43.5	49	285	48	6
\$175,001 - \$300,000	898	28.42%	43.0	49	440	375	34
\$300,001 - \$400,000	503	15.92%	54.0	14	150	286	53
\$400,001 - \$575,000	374	11.84%	74.0	6	71	217	80
\$575,001 and up	331	10.47%	71.0	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
Median Active Inventory Listing Price			\$240,631	\$99,950	\$183,708	\$339,800	\$489,450

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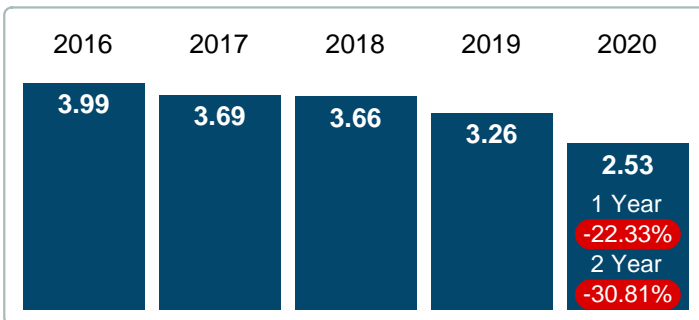
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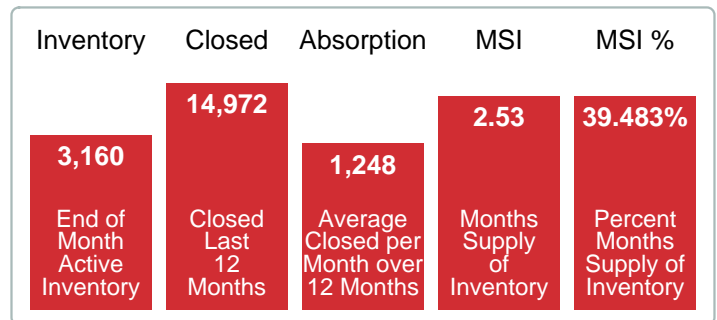
MONTHS SUPPLY of INVENTORY (MSI)

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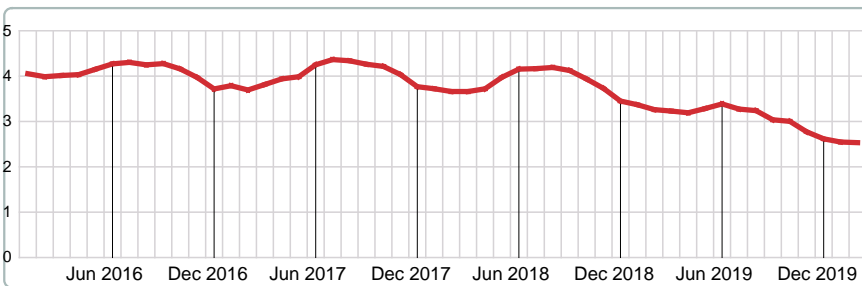
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

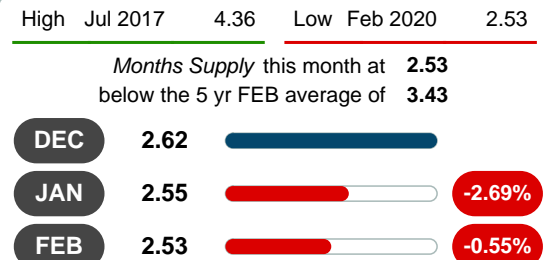


5 YEAR MARKET ACTIVITY TRENDS



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



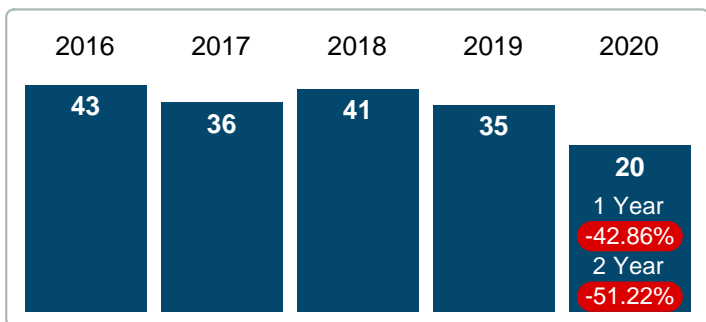
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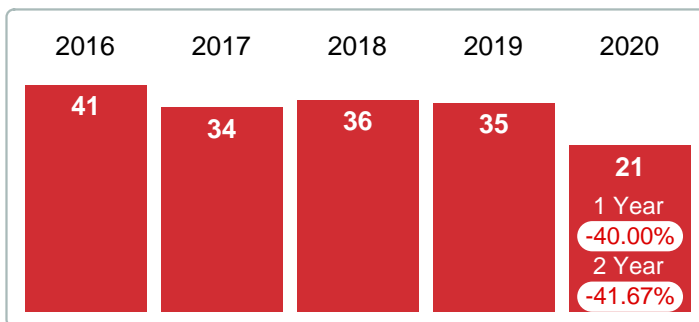
MEDIAN DAYS ON MARKET TO SALE

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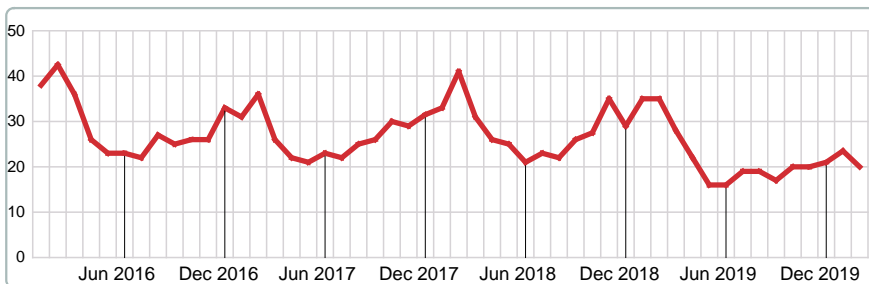
FEBRUARY



YEAR TO DATE (YTD)

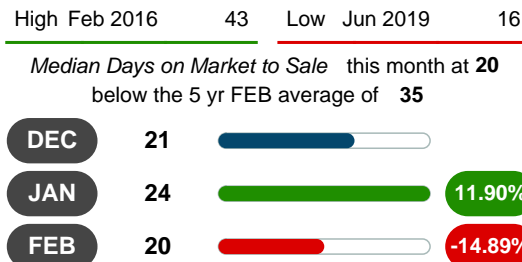


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 35



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
\$75,000 and less	9.58%	22	22	20	29	27
\$75,001 - \$125,000	12.81%	11	18	11	24	0
\$125,001 - \$150,000	11.19%	11	39	10	16	1
\$150,001 - \$200,000	25.19%	19	27	14	23	21
\$200,001 - \$250,000	14.32%	29	25	30	28	29
\$250,001 - \$350,000	14.42%	28	20	16	30	66
\$350,001 and up	12.49%	32	0	32	22	96
Median Closed DOM		20	21	14	26	49
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



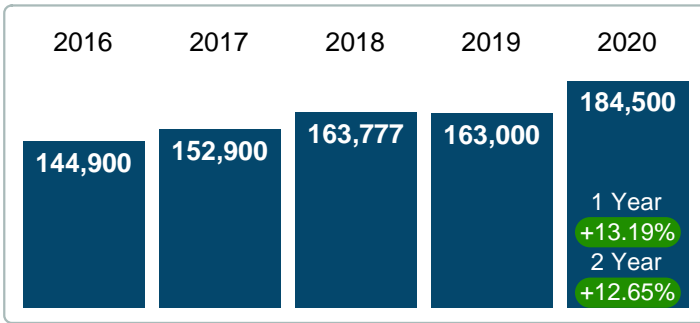
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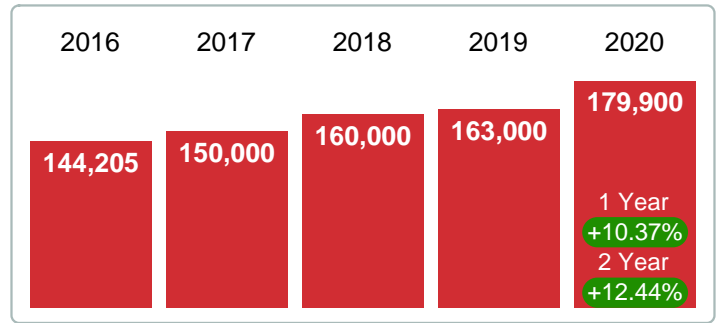
MEDIAN LIST PRICE AT CLOSING

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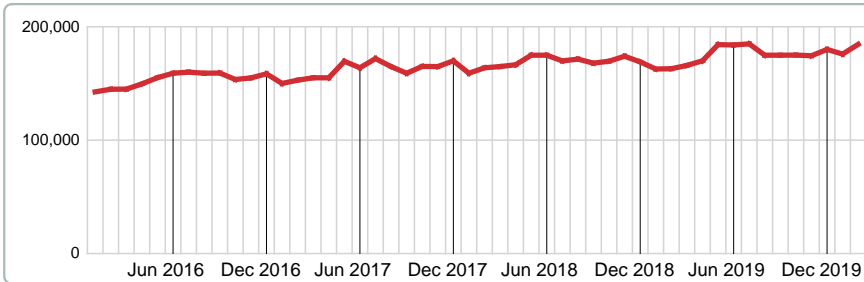
FEBRUARY



YEAR TO DATE (YTD)

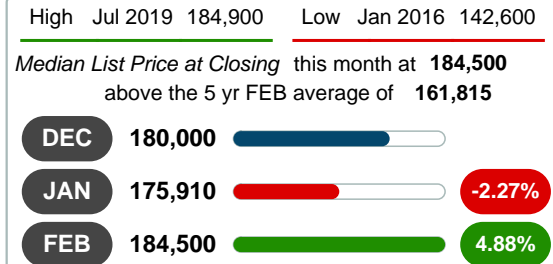


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 161,815



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
\$75,000 and less	82	8.83%	52,750	50,000	56,000	52,450	62,000
\$75,001 - \$125,000	113	12.16%	104,900	102,700	102,450	113,450	79,000
\$125,001 - \$150,000	112	12.06%	140,000	139,999	140,000	140,000	148,000
\$150,001 - \$200,000	231	24.87%	175,000	181,500	171,285	184,500	175,000
\$200,001 - \$250,000	137	14.75%	229,900	208,750	229,900	229,900	229,900
\$250,001 - \$350,000	132	14.21%	285,000	295,000	280,000	285,000	309,900
\$350,001 and up	122	13.13%	447,250	0	417,540	427,000	654,500
Median List Price			184,500	109,950	164,900	253,426	377,450
Total Closed Units		100%	184,500	90	539	260	40
Total Closed Volume			207,002,857	11.04M	99.41M	74.27M	22.29M

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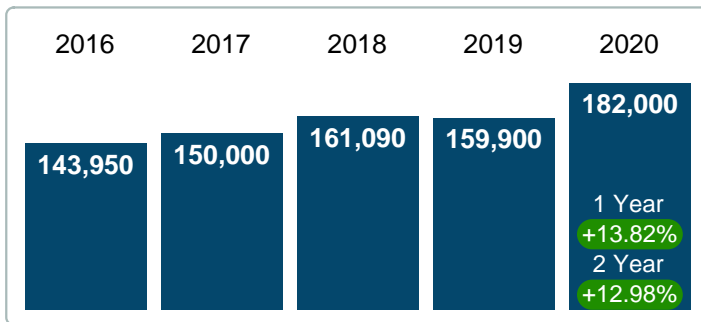
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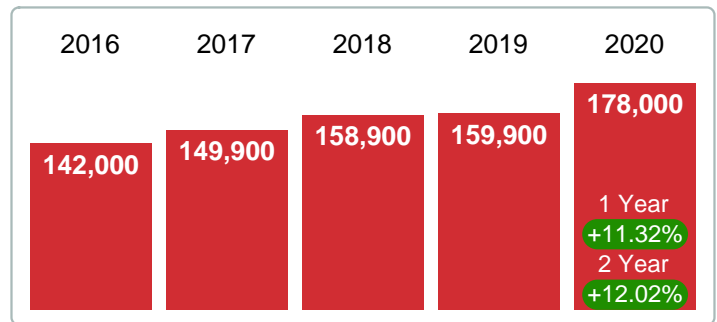
MEDIAN SOLD PRICE AT CLOSING

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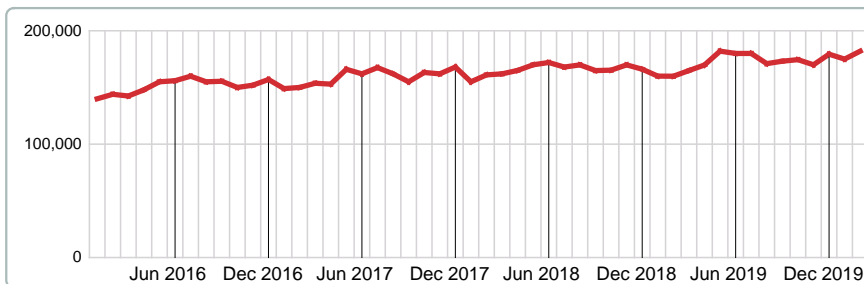
FEBRUARY



YEAR TO DATE (YTD)

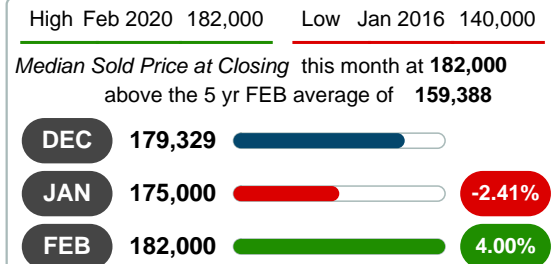


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 159,388



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	
\$75,000 and less	89	9.58%	52,000	53,200	51,000	54,000	59,500
\$75,001 - \$125,000	119	12.81%	106,000	105,000	102,000	116,500	0
\$125,001 - \$150,000	104	11.19%	141,750	138,500	141,500	146,500	148,000
\$150,001 - \$200,000	234	25.19%	172,750	184,250	170,000	183,750	183,000
\$200,001 - \$250,000	133	14.32%	228,500	204,250	227,000	229,900	230,000
\$250,001 - \$350,000	134	14.42%	285,000	287,500	276,450	290,250	309,000
\$350,001 and up	116	12.49%	440,148	0	416,421	419,200	625,000
Median Sold Price		182,000		106,500	160,000	250,625	362,250
Total Closed Units		929	100%	90	539	260	40
Total Closed Volume		201,718,118		10.57M	97.54M	72.83M	20.78M

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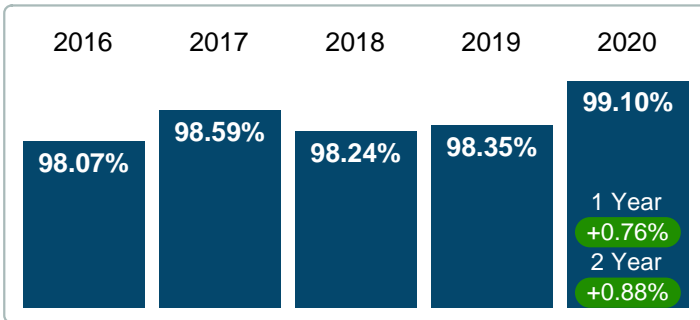
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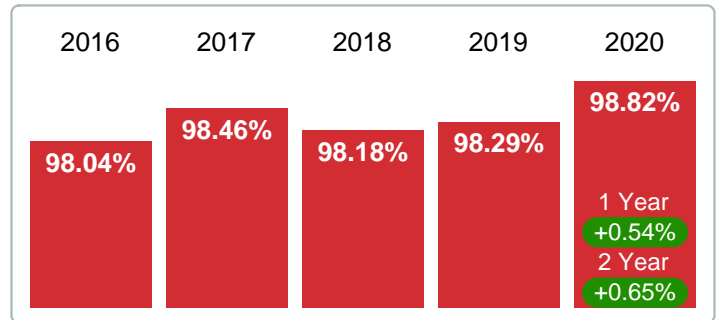
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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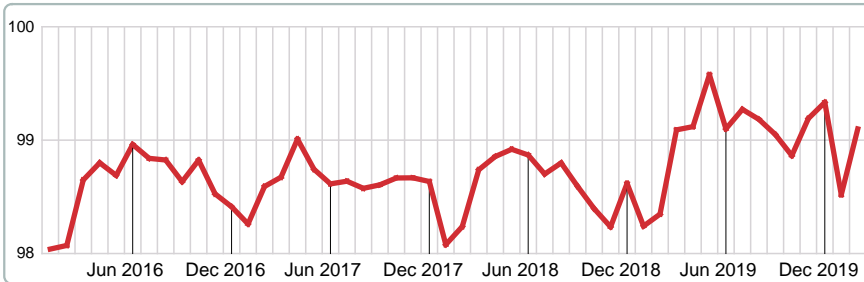
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

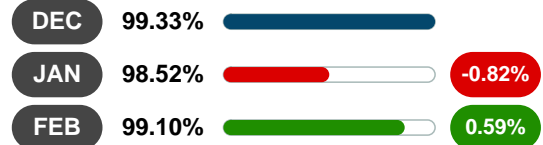


3 MONTHS

5 year FEB AVG = 98.47%

High May 2019 99.58% Low Jan 2016 98.04%

Median Sold/List Ratio this month at **99.10%**
above the 5 yr FEB average of **98.47%**



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	
\$75,000 and less	89	9.58%	92.86%	92.47%	93.33%	95.00%	83.99%	
\$75,001 - \$125,000	119	12.81%	98.32%	100.00%	97.98%	96.91%	0.00%	
\$125,001 - \$150,000	104	11.19%	100.00%	97.12%	100.00%	97.97%	100.00%	
\$150,001 - \$200,000	234	25.19%	100.00%	98.05%	100.00%	99.76%	100.06%	
\$200,001 - \$250,000	133	14.32%	100.00%	98.43%	99.61%	100.00%	100.00%	
\$250,001 - \$350,000	134	14.42%	99.32%	97.19%	99.37%	99.78%	98.57%	
\$350,001 and up	116	12.49%	97.99%	0.00%	99.02%	98.46%	95.49%	
Median Sold/List Ratio		99.10%		96.88%	99.58%	99.24%	97.84%	
Total Closed Units		929	100%	99.10%	90	539	260	40
Total Closed Volume		201,718,118			10.57M	97.54M	72.83M	20.78M

February 2020



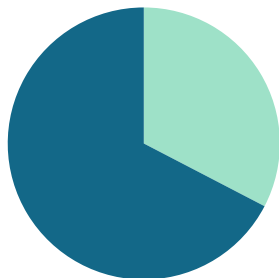
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

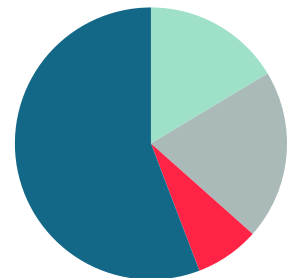


Inventory
 New Listings
1,534 = 32.62%
 Start Inventory
3,168
 Total Inventory Units
4,702
 Volume
\$1,402,309,479

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%
Median List Price	163,000	184,500	13.19%	163,000	179,900	10.37%
Median Sale Price	159,900	182,000	13.82%	159,900	178,000	11.32%
Median Percent of Selling Price to List Price	98.35%	99.10%	0.76%	98.29%	98.82%	0.54%
Median Days on Market to Sale	35.00	20.00	-42.86%	35.00	21.00	-40.00%
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

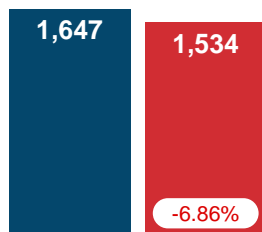
Inventory on February 29, 2020 = **3,160**

2019 **2020**

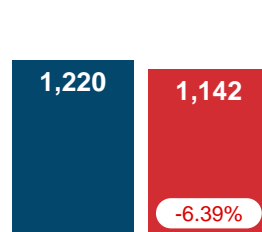
FEBRUARY MARKET

MEDIAN PRICES

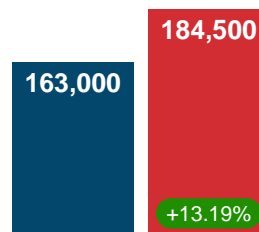
New Listings



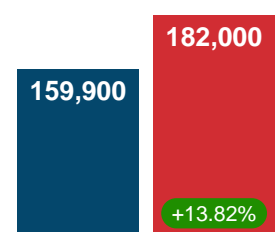
Pending Listings



List Price



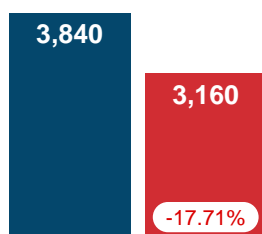
Sale Price



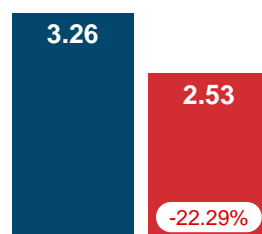
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

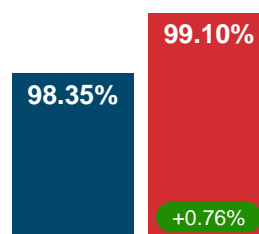
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

