

January 2020



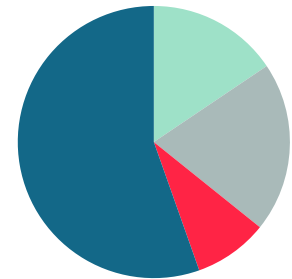
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	828	890	7.49%
Pending Listings	1,128	1,155	2.39%
New Listings	1,787	1,568	-12.26%
Average List Price	206,487	207,292	0.39%
Average Sale Price	200,221	201,604	0.69%
Average Percent of Selling Price to List Price	97.00%	96.90%	-0.11%
Average Days on Market to Sale	49.64	42.67	-14.04%
End of Month Inventory	3,977	3,168	-20.34%
Months Supply of Inventory	3.37	2.55	-24.44%



■ Closed (15.57%)
■ Pending (20.20%)
■ Other OffMarket (8.82%)
■ Active (55.41%)

Absorption: Last 12 months, an Average of **1,245** Sales/Month
Active Inventory as of January 31, 2020 = **3,168**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **20.34%** to 3,168 existing homes available for sale. Over the last 12 months this area has had an average of 1,245 closed sales per month. This represents an unsold inventory index of **2.55** 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 **0.69%** in January 2020 to \$201,604 versus the previous year at \$200,221.

Average Days on Market Shortens

The average number of **42.67** days that homes spent on the market before selling decreased by 6.97 days or **14.04%** in January 2020 compared to last year's same month at **49.64** DOM.

Sales Success for January 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 1,568 New Listings in January 2020, down **12.26%** from last year at 1,787. Furthermore, there were 890 Closed Listings this month versus last year at 828, a **7.49%** increase.

Closed versus Listed trends yielded a **56.8%** ratio, up from previous year's, January 2019, at **46.3%**, a **22.50%** 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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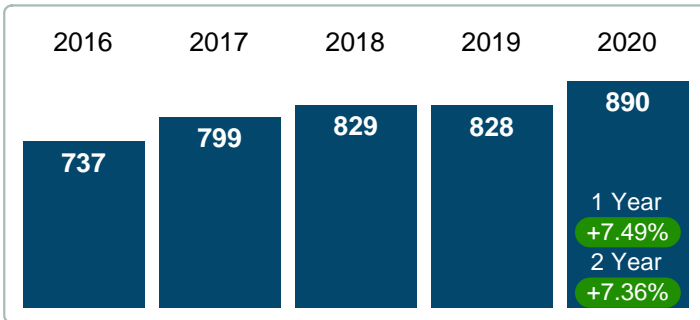
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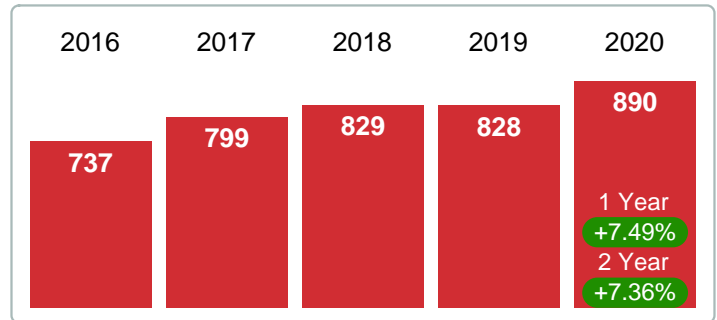
CLOSED LISTINGS

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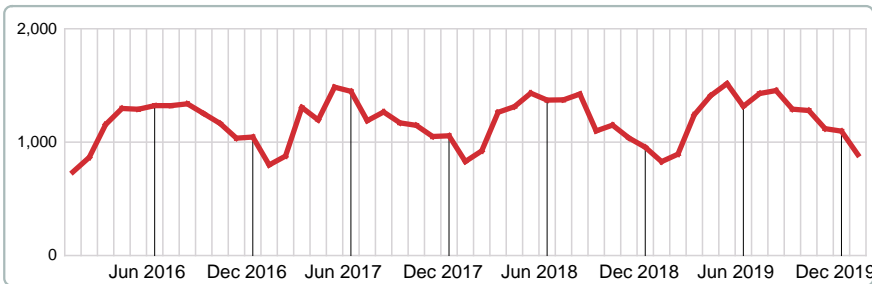
JANUARY



YEAR TO DATE (YTD)

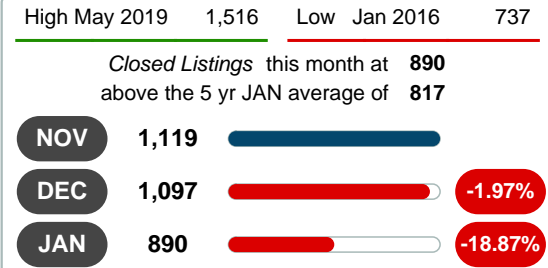


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 817



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	60	6.74%	44.2	32	20	8	0
\$50,001 - \$100,000	121	13.60%	32.2	29	79	12	1
\$100,001 - \$125,000	63	7.08%	30.4	9	42	12	0
\$125,001 - \$200,000	294	33.03%	39.2	20	221	48	5
\$200,001 - \$250,000	136	15.28%	41.6	5	74	55	2
\$250,001 - \$350,000	120	13.48%	55.2	5	42	60	13
\$350,001 and up	96	10.79%	59.3	1	24	48	23
Total Closed Units	890			101	502	243	44
Total Closed Volume	179,427,996	100%	42.7	10.28M	86.46M	63.59M	19.11M
Average Closed Price	\$201,604			\$101,745	\$172,221	\$261,694	\$434,209

January 2020



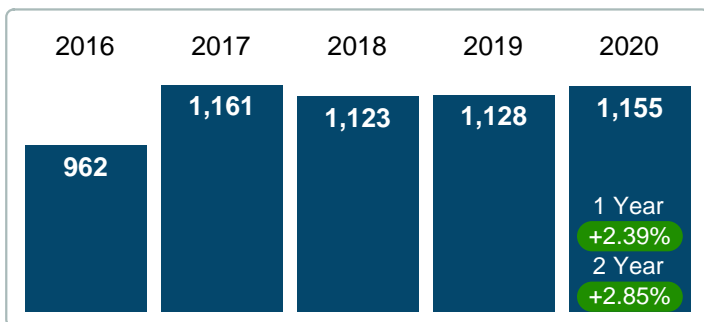
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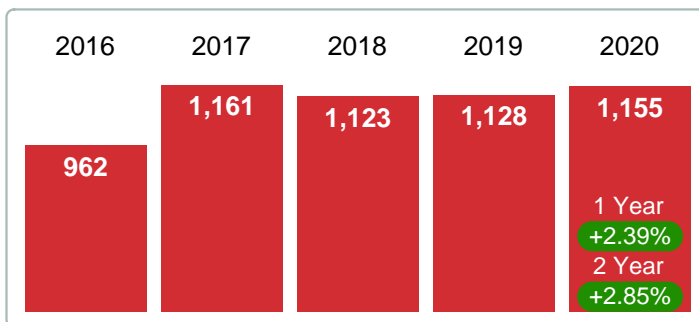
PENDING LISTINGS

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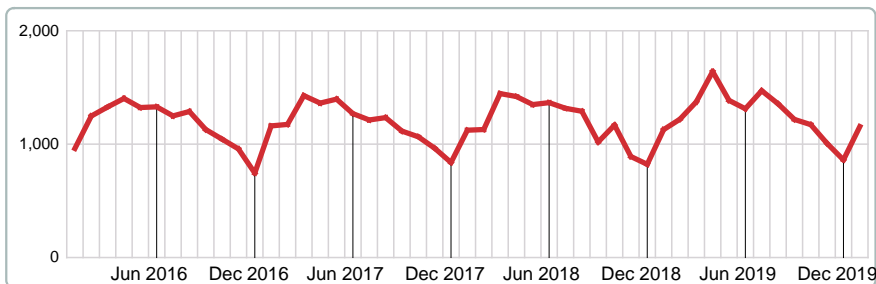
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,106

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at 1,155 above the 5 yr JAN average of 1,106



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	85	7.36%	35.3	42	36	6	1
\$75,001 - \$125,000	155	13.42%	35.2	33	114	7	1
\$125,001 - \$150,000	121	10.48%	32.0	18	94	8	1
\$150,001 - \$200,000	319	27.62%	38.5	16	236	61	6
\$200,001 - \$275,000	217	18.79%	47.7	5	109	93	10
\$275,001 - \$350,000	117	10.13%	59.0	5	41	64	7
\$350,001 and up	141	12.21%	61.8	0	33	79	29
Total Pending Units	1,155			119	663	318	55
Total Pending Volume	254,988,125	100%	43.4	13.16M	121.97M	92.11M	27.75M
Average Listing Price	\$221,205			\$110,561	\$183,973	\$289,640	\$504,575

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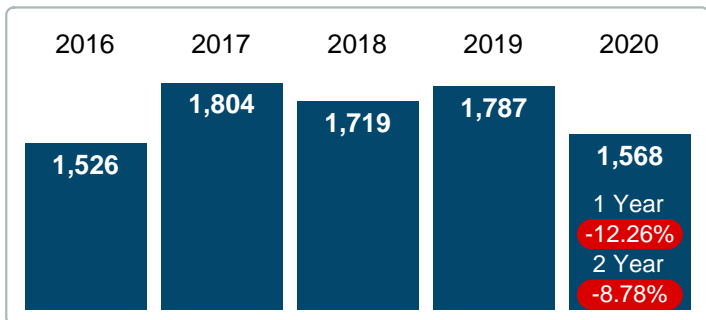
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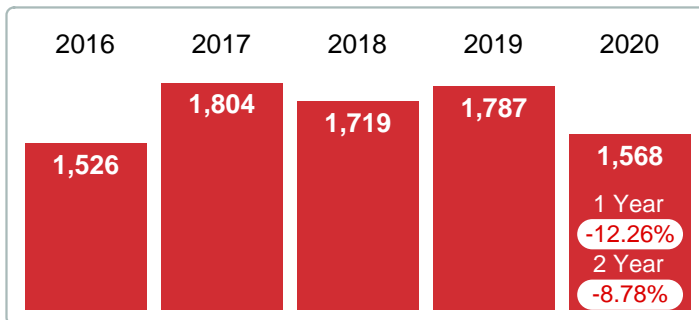
NEW LISTINGS

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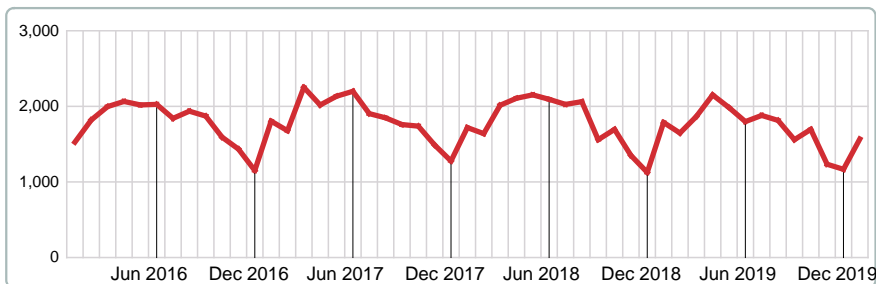
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,681

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

New Listings this month at 1,568 below the 5 yr JAN average of 1,681



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	133	8.48%	74	52	6	1
\$75,001 - \$125,000	205	13.07%	45	143	16	1
\$125,001 - \$150,000	136	8.67%	11	108	16	1
\$150,001 - \$225,000	464	29.59%	21	328	108	7
\$225,001 - \$300,000	259	16.52%	7	107	132	13
\$300,001 - \$450,000	218	13.90%	9	62	121	26
\$450,001 and up	153	9.76%	1	26	79	47
Total New Listed Units	1,568		168	826	478	96
Total New Listed Volume	401,925,168	100%	19.06M	159.54M	164.14M	59.18M
Average New Listed Listing Price	\$218,338		\$113,471	\$193,151	\$343,379	\$616,504

January 2020



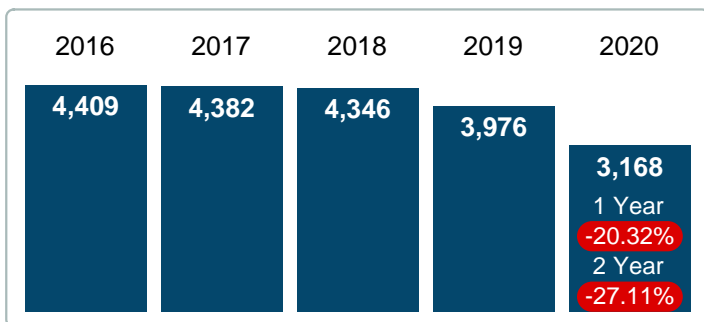
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



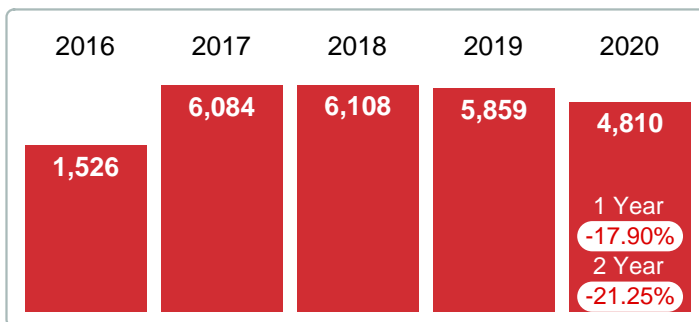
ACTIVE INVENTORY

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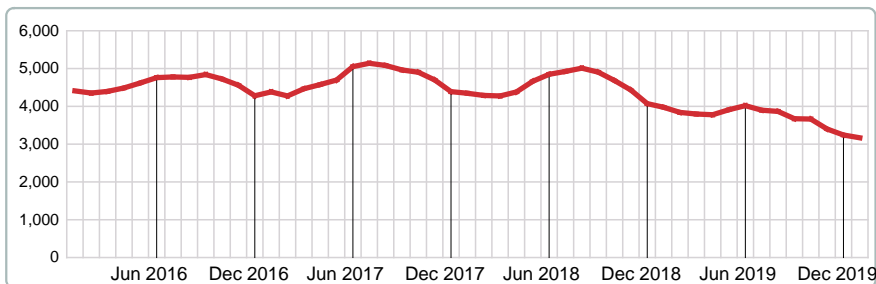
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4,056

High Jul 2017 5,139 Low Jan 2020 3,168

Inventory this month at **3,168**
below the 5 yr JAN average of **4,056**



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	300	9.47%	80.4	151	128	17	4
\$75,001 - \$125,000	390	12.31%	57.8	116	220	52	2
\$125,001 - \$175,000	421	13.29%	63.9	39	314	60	8
\$175,001 - \$275,000	731	23.07%	65.0	32	358	315	26
\$275,001 - \$375,000	497	15.69%	76.5	15	186	248	48
\$375,001 - \$575,000	500	15.78%	80.5	8	101	304	87
\$575,001 and up	329	10.39%	84.8	2	36	149	142
Total Active Inventory by Units	3,168			363	1,343	1,145	317
Total Active Inventory by Volume	1,001,731,641	100%	71.7	42.36M	290.95M	448.05M	220.38M
Average Active Inventory Listing Price	\$316,203			\$116,694	\$216,641	\$391,308	\$695,191

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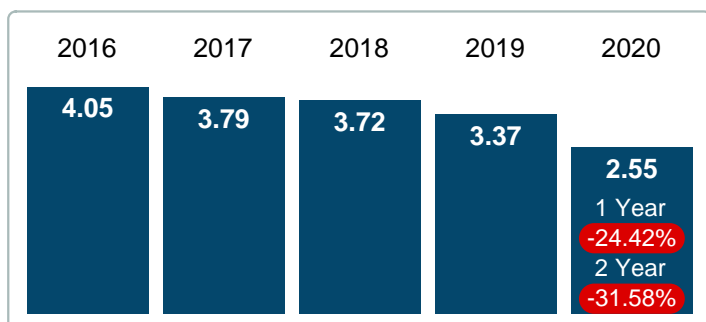
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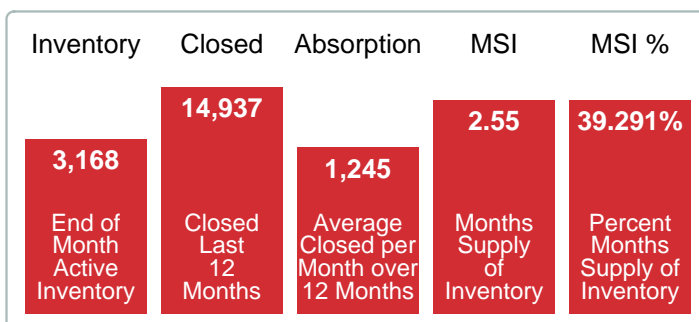
MONTHS SUPPLY of INVENTORY (MSI)

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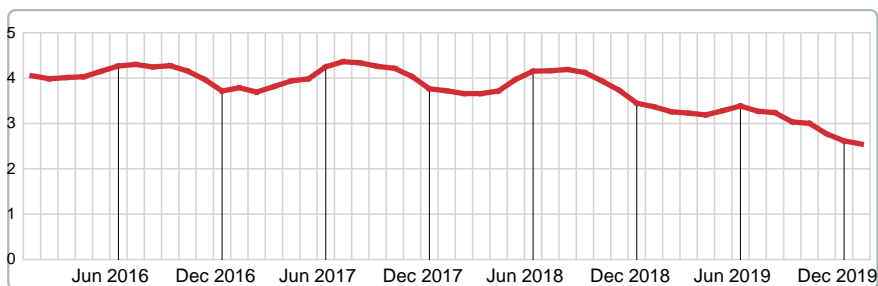
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

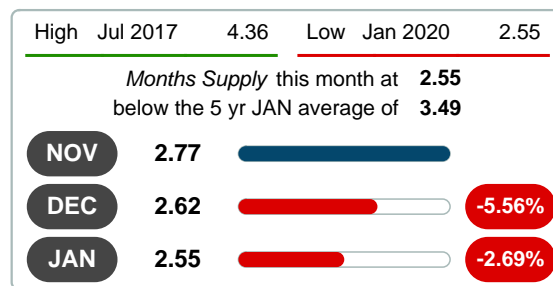


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.49



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	300	9.47%	2.37	2.74	2.04	2.04	8.00
\$75,001 - \$125,000	390	12.31%	2.06	3.35	1.61	3.17	1.20
\$125,001 - \$175,000	421	13.29%	1.32	1.81	1.28	1.22	2.09
\$175,001 - \$275,000	731	23.07%	2.00	2.36	1.84	2.18	1.91
\$275,001 - \$375,000	497	15.69%	3.56	5.29	4.39	3.08	3.47
\$375,001 - \$575,000	500	15.78%	6.59	8.00	5.94	7.22	5.52
\$575,001 and up	329	10.39%	11.68	6.00	8.64	9.77	16.87
Market Supply of Inventory (MSI)			2.55	2.81	1.91	3.22	5.51
Total Active Inventory by Units		100%	2.55	363	1,343	1,145	317

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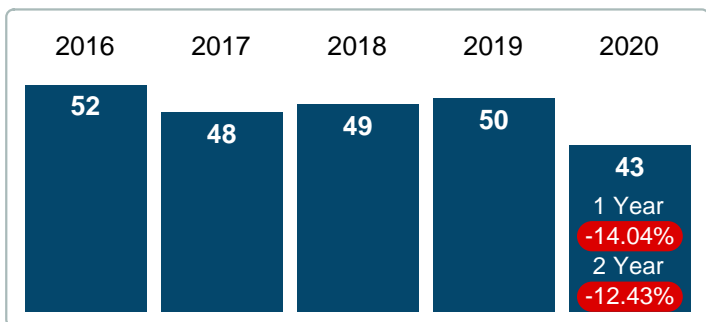
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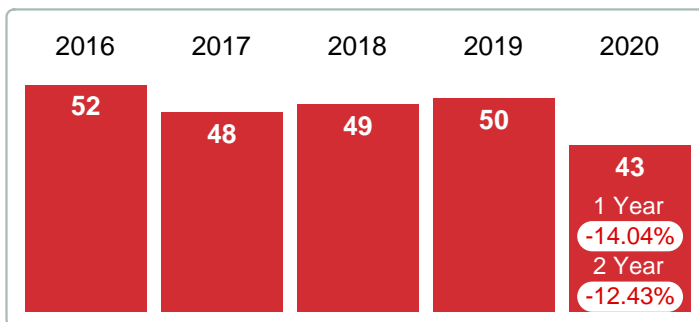
AVERAGE DAYS ON MARKET TO SALE

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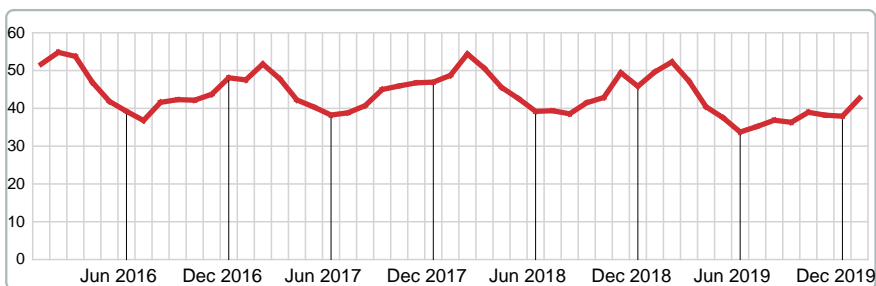
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 48

High Feb 2016 55 Low Jun 2019 34

Average Days on Market to Sale this month at 43 below the 5 yr JAN average of 48



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
\$50,000 and less	6.74%	44	35	40	92	0
\$50,001 - \$100,000	13.60%	32	26	35	31	18
\$100,001 - \$125,000	7.08%	30	49	29	21	0
\$125,001 - \$200,000	33.03%	39	30	41	39	17
\$200,001 - \$250,000	15.28%	42	71	37	43	102
\$250,001 - \$350,000	13.48%	55	34	51	58	63
\$350,001 and up	10.79%	59	14	55	66	53
Average Closed DOM		43	34	40	50	53
Total Closed Units	100%	43	101	502	243	44
Total Closed Volume		179,427,996	10.28M	86.46M	63.59M	19.11M

January 2020



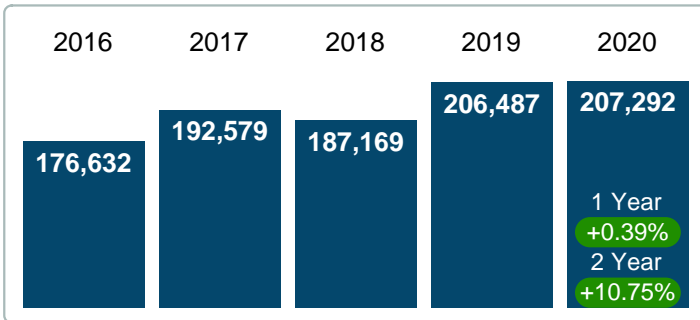
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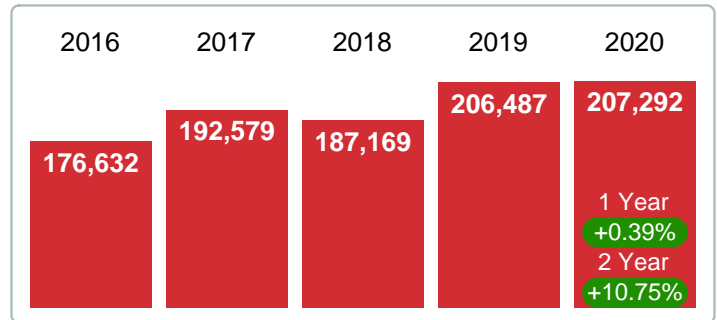
AVERAGE LIST PRICE AT CLOSING

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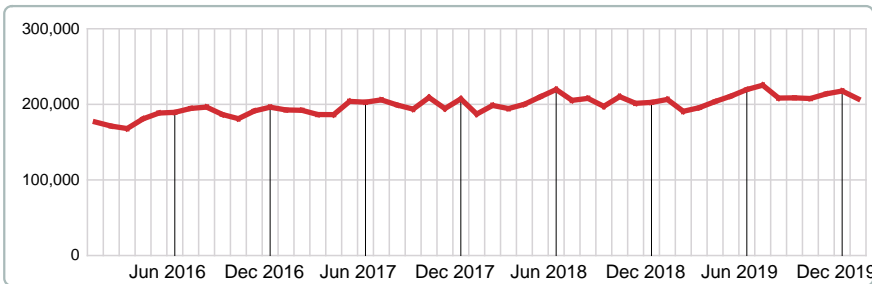
JANUARY



YEAR TO DATE (YTD)

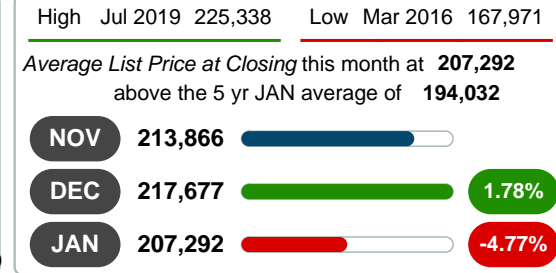


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 194,032



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
\$50,000 and less	6.63%	34,708	33,678	37,530	35,925	0
\$50,001 - \$100,000	12.81%	80,961	84,357	82,759	81,775	103,900
\$100,001 - \$125,000	6.97%	114,368	120,711	117,188	119,600	0
\$125,001 - \$200,000	33.60%	163,527	160,280	163,882	172,316	179,980
\$200,001 - \$250,000	15.28%	224,735	222,780	226,327	224,642	232,450
\$250,001 - \$350,000	13.60%	294,372	279,840	296,188	300,807	287,769
\$350,001 and up	11.12%	515,600	395,000	460,304	496,500	638,331
Average List Price		207,292	106,180	176,621	268,357	452,076
Total Closed Units	100%	207,292	101	502	243	44
Total Closed Volume		184,490,076	10.72M	88.66M	65.21M	19.89M

January 2020



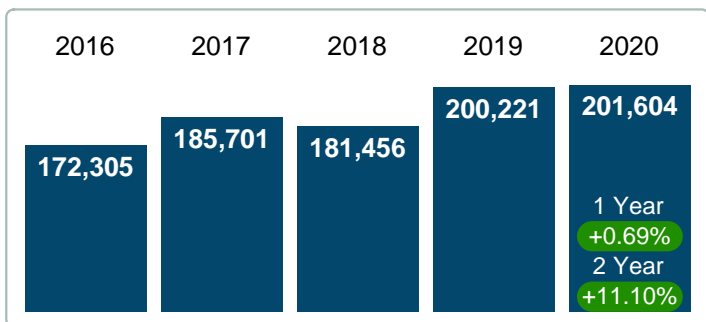
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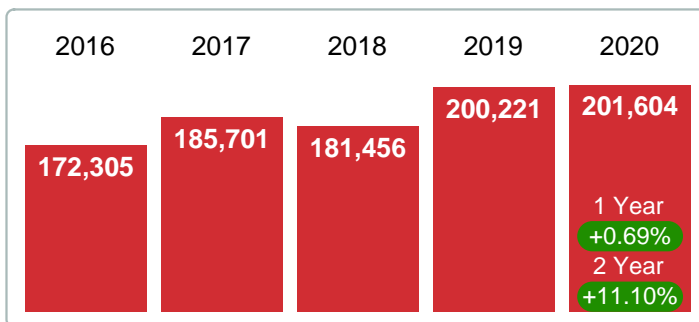
AVERAGE SOLD PRICE AT CLOSING

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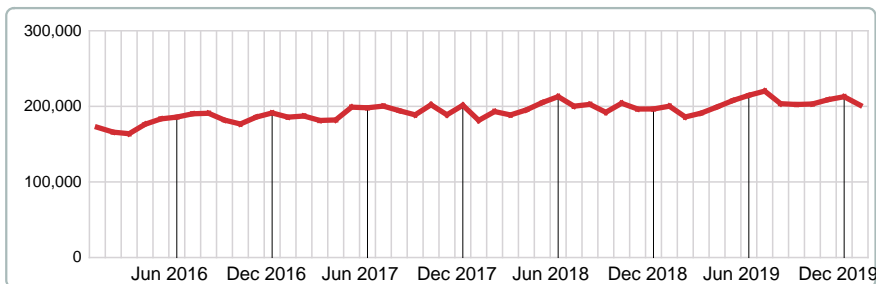
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 188,257

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

Average Sold Price at Closing this month at **201,604**
above the 5 yr JAN average of **188,257**

- NOV: 208,868
- DEC: 212,731 (+1.85%)
- JAN: 201,604 (-5.23%)

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
\$50,000 and less	6.74%	31,150	30,033	32,854	31,359	0
\$50,001 - \$100,000	13.60%	78,327	79,664	77,931	76,901	88,000
\$100,001 - \$125,000	7.08%	114,312	117,311	113,394	115,275	0
\$125,001 - \$200,000	33.03%	162,277	155,833	160,785	170,403	175,980
\$200,001 - \$250,000	15.28%	221,378	218,400	222,244	220,461	221,950
\$250,001 - \$350,000	13.48%	290,462	272,600	291,004	293,514	281,492
\$350,001 and up	10.79%	502,163	377,500	444,883	481,645	610,174
Average Sold Price		201,604	101,745	172,221	261,694	434,209
Total Closed Units	100%	201,604	101	502	243	44
Total Closed Volume		179,427,996	10.28M	86.46M	63.59M	19.11M

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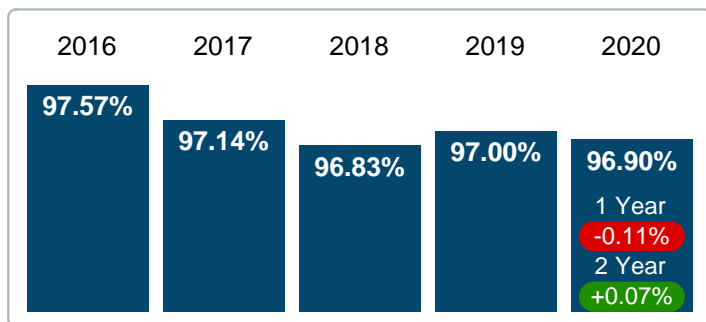
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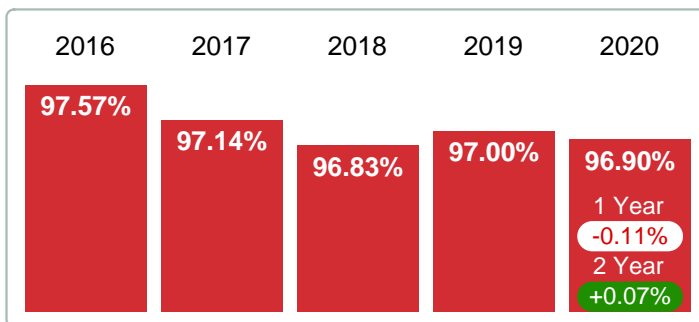
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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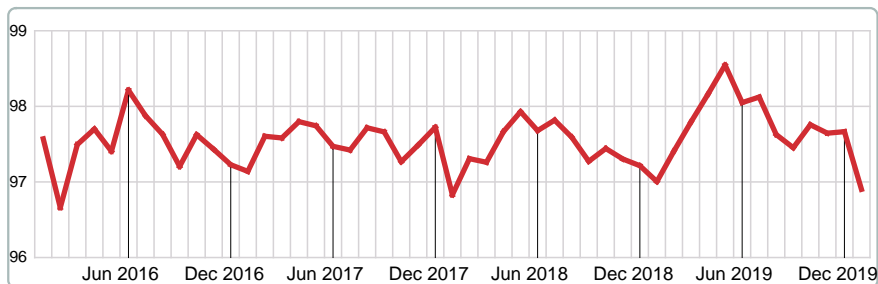
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

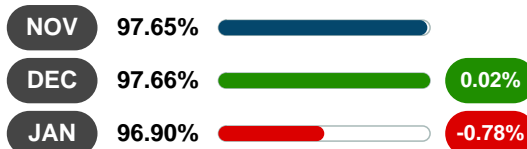


3 MONTHS

5 year JAN AVG = 97.09%

High May 2019 98.55% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **96.90%** equal to 5 yr JAN average of **97.09%**



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
\$50,000 and less	60	6.74%	88.51%	91.32%	85.51%	84.73%	0.00%
\$50,001 - \$100,000	121	13.60%	94.72%	94.60%	94.85%	95.06%	84.70%
\$100,001 - \$125,000	63	7.08%	97.23%	97.77%	97.10%	97.27%	0.00%
\$125,001 - \$200,000	294	33.03%	98.39%	97.43%	98.31%	99.25%	97.33%
\$200,001 - \$250,000	136	15.28%	98.27%	98.06%	98.28%	98.38%	95.53%
\$250,001 - \$350,000	120	13.48%	97.92%	97.47%	98.32%	97.69%	97.87%
\$350,001 and up	96	10.79%	96.91%	95.57%	97.14%	97.39%	95.74%
Average Sold/List Ratio		96.90%		94.73%	97.10%	97.52%	96.29%
Total Closed Units	890	100%	96.90%	101	502	243	44
Total Closed Volume	179,427,996			10.28M	86.46M	63.59M	19.11M

January 2020



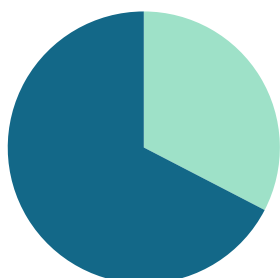
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

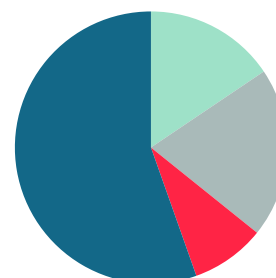


Inventory
 New Listings
1,568 = 32.60%
 Start Inventory
3,242
 Total Inventory Units
4,810
 Volume
\$1,428,297,380

Market Activity

Closed Sales
890 = 15.57%
 Pending Sales
1,155 = 20.20%
 Other Off Market
504 = 8.82%
 Active Inventory
3,168 = 55.41%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	828	890	7.49%	828	890	7.49%
Pending Sales	1,128	1,155	2.39%	1,128	1,155	2.39%
New Listings	1,787	1,568	-12.26%	1,787	1,568	-12.26%
Average List Price	206,487	207,292	0.39%	206,487	207,292	0.39%
Average Sale Price	200,221	201,604	0.69%	200,221	201,604	0.69%
Average Percent of Selling Price to List Price	97.00%	96.90%	-0.11%	97.00%	96.90%	-0.11%
Average Days on Market to Sale	49.64	42.67	-14.04%	49.64	42.67	-14.04%
Monthly Inventory	3,977	3,168	-20.34%	3,977	3,168	-20.34%
Months Supply of Inventory	3.37	2.55	-24.44%	3.37	2.55	-24.44%

Absorption: Last 12 months, an Average of **1,245** Sales/Month

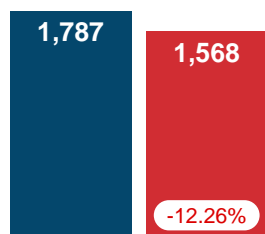
Inventory on January 31, 2020 = **3,168**

2019 **2020**

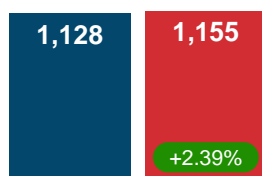
JANUARY MARKET

AVERAGE PRICES

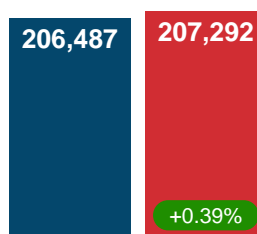
New Listings



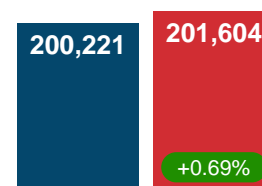
Pending Listings



List Price



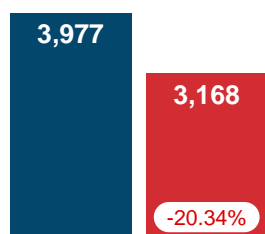
Sale Price



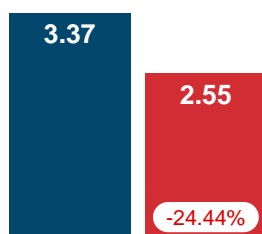
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

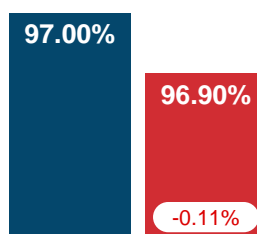
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

