

January 2020



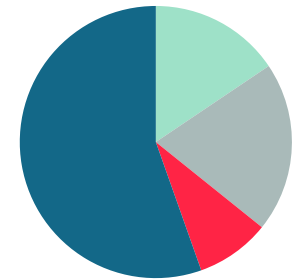
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



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%
Median List Price	162,725	175,910	8.10%
Median Sale Price	160,000	175,000	9.38%
Median Percent of Selling Price to List Price	98.24%	98.52%	0.28%
Median Days on Market to Sale	35.00	23.50	-32.86%
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.

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 **9.38%** in January 2020 to \$175,000 versus the previous year at \$160,000.

Median Days on Market Shortens

The median number of **23.50** days that homes spent on the market before selling decreased by 11.50 days or **32.86%** in January 2020 compared to last year's same month at **35.00** 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 1,568 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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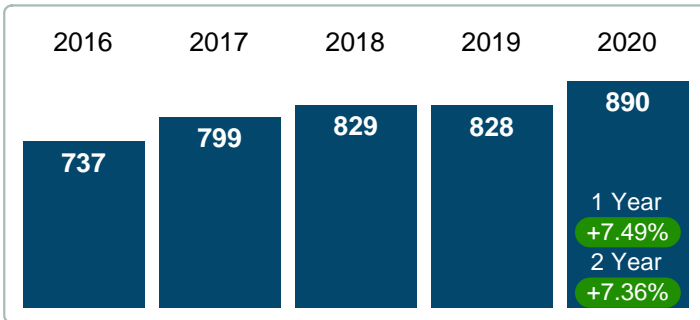
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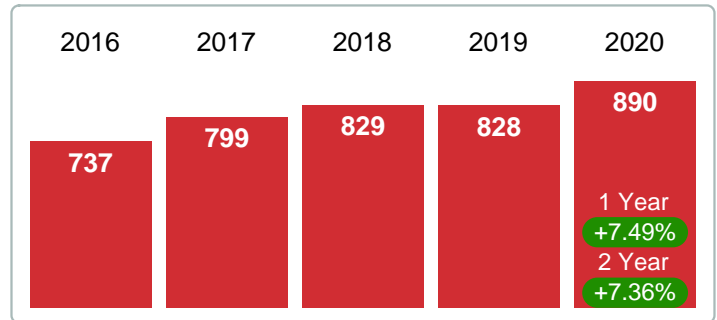
CLOSED LISTINGS

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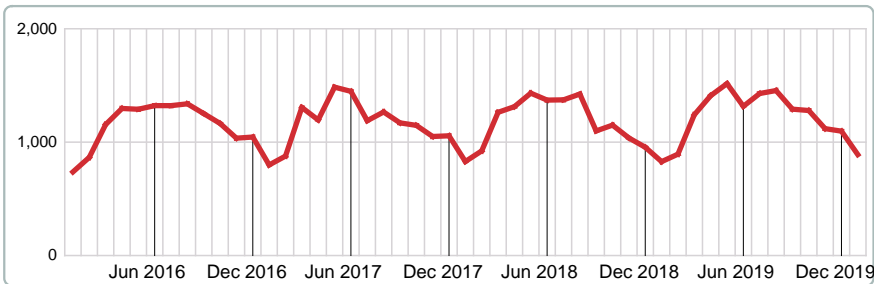
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

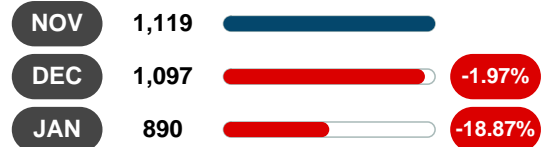


3 MONTHS

5 year JAN AVG = 817

High May 2019 1,516 Low Jan 2016 737

Closed Listings this month at **890**
above the 5 yr JAN average of **817**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	60	6.74%	28.5	32	20	8	0
\$50,001 - \$100,000	121	13.60%	15.0	29	79	12	1
\$100,001 - \$125,000	63	7.08%	14.0	9	42	12	0
\$125,001 - \$200,000	294	33.03%	21.0	20	221	48	5
\$200,001 - \$250,000	136	15.28%	28.0	5	74	55	2
\$250,001 - \$350,000	120	13.48%	39.0	5	42	60	13
\$350,001 and up	96	10.79%	49.0	1	24	48	23
Total Closed Units	890			101	502	243	44
Total Closed Volume	179,427,996	100%	23.5	10.28M	86.46M	63.59M	19.11M
Median Closed Price	\$175,000			\$90,000	\$160,000	\$230,335	\$363,500

January 2020



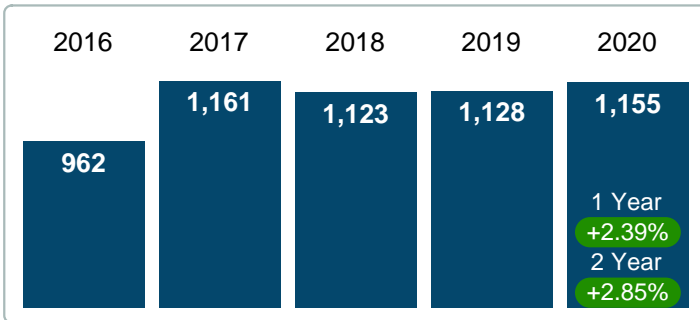
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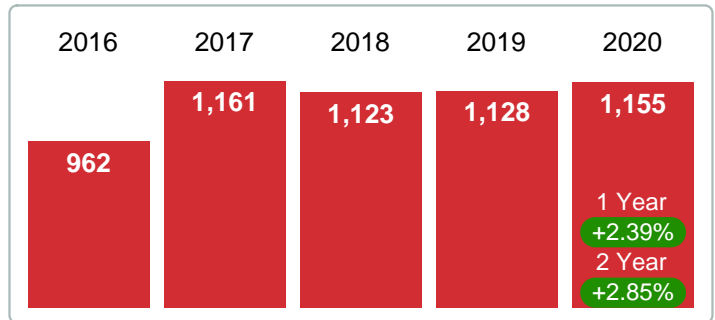
PENDING LISTINGS

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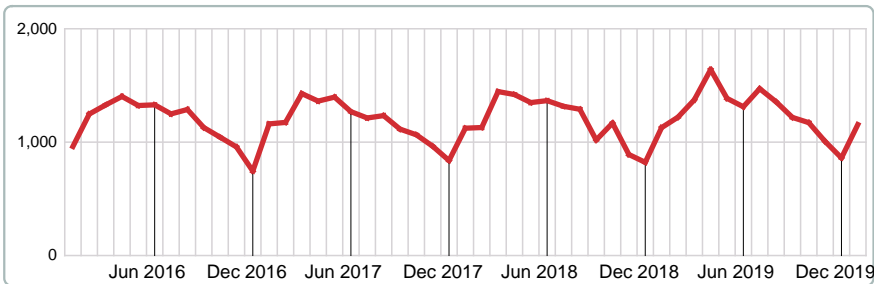
JANUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	85	7.36%	15.0	42	36	6	1
\$75,001 - \$125,000	155	13.42%	16.0	33	114	7	1
\$125,001 - \$150,000	121	10.48%	15.0	18	94	8	1
\$150,001 - \$200,000	319	27.62%	18.0	16	236	61	6
\$200,001 - \$275,000	217	18.79%	25.0	5	109	93	10
\$275,001 - \$350,000	117	10.13%	44.0	5	41	64	7
\$350,001 and up	141	12.21%	39.0	0	33	79	29
Total Pending Units	1,155			119	663	318	55
Total Pending Volume	254,988,125	100%	22.0	13.16M	121.97M	92.11M	27.75M
Median Listing Price	\$180,000			\$99,900	\$165,000	\$253,426	\$369,400

January 2020



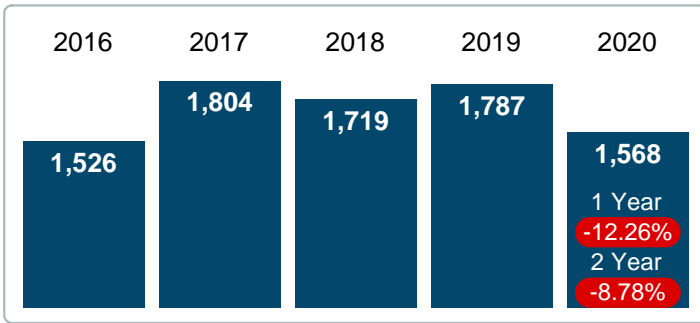
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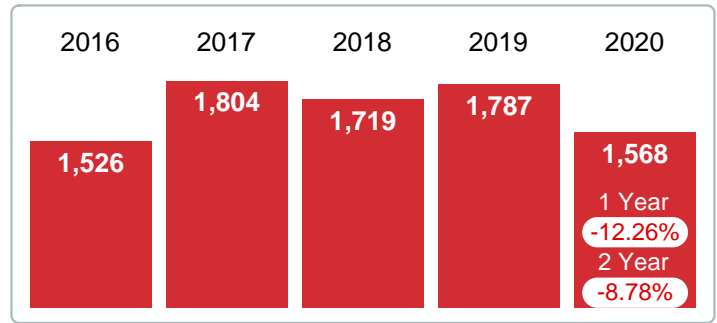
NEW LISTINGS

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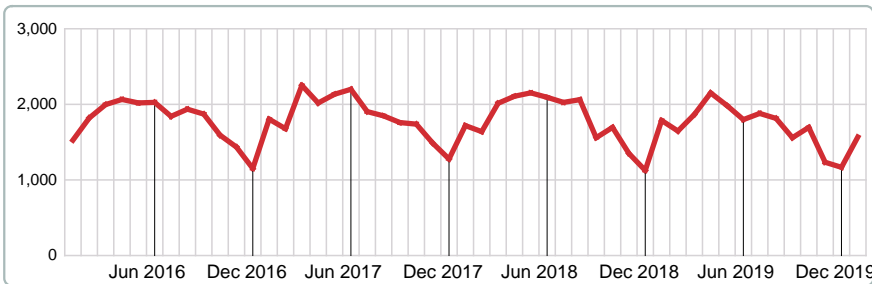
JANUARY



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
Median New Listed Listing Price	\$195,041		\$84,450	\$168,600	\$275,000	\$444,900

January 2020



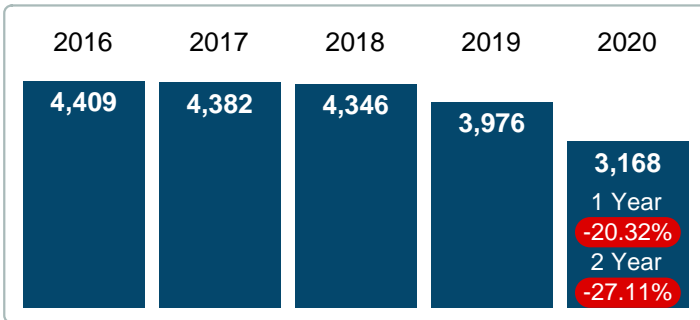
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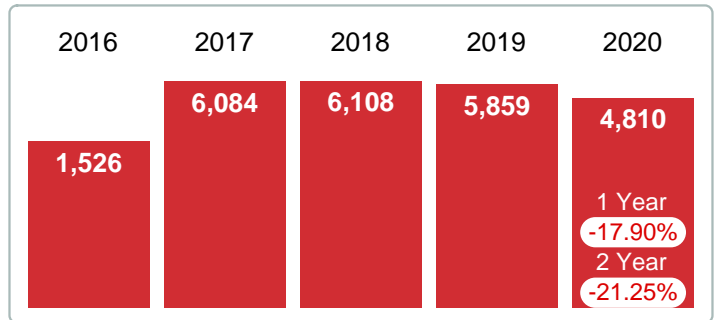
ACTIVE INVENTORY

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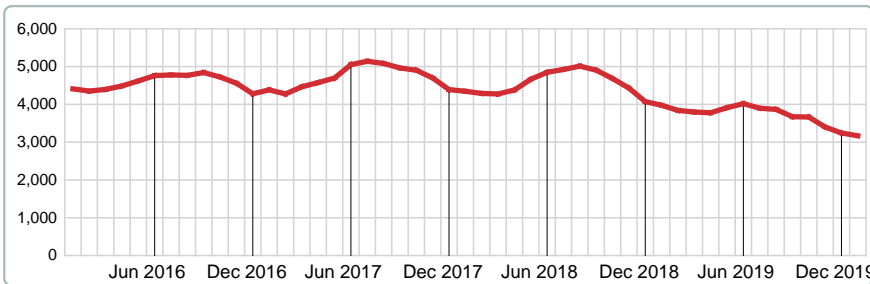
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

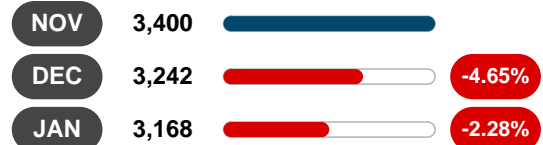


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	300	9.47%	59.5	151	128	17	4
\$75,001 - \$125,000	390	12.31%	51.0	116	220	52	2
\$125,001 - \$175,000	421	13.29%	52.0	39	314	60	8
\$175,001 - \$275,000	731	23.07%	52.0	32	358	315	26
\$275,001 - \$375,000	497	15.69%	81.0	15	186	248	48
\$375,001 - \$575,000	500	15.78%	82.5	8	101	304	87
\$575,001 and up	329	10.39%	81.0	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%	60.0	42.36M	290.95M	448.05M	220.38M
Median Active Inventory Listing Price	\$239,000			\$87,000	\$177,900	\$329,900	\$519,900

January 2020



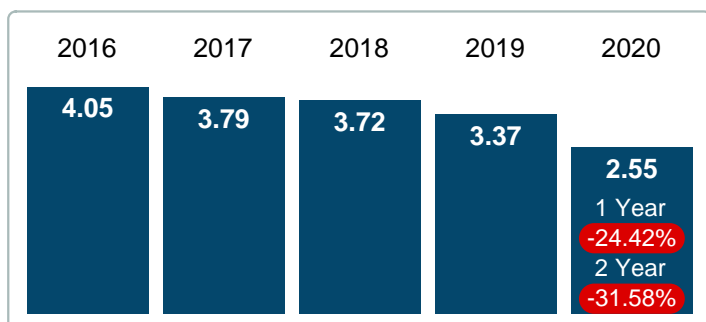
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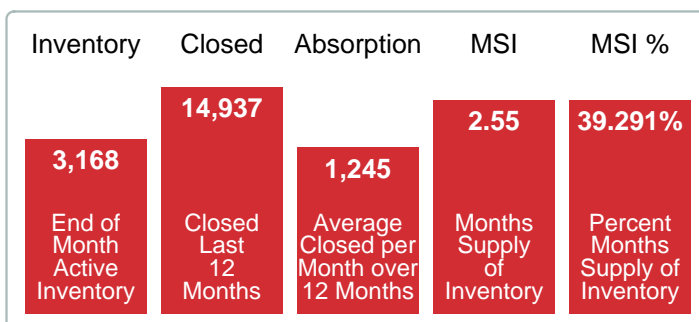
MONTHS SUPPLY of INVENTORY (MSI)

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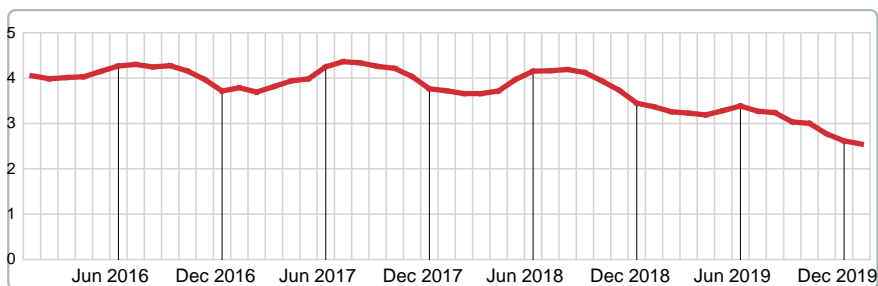
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

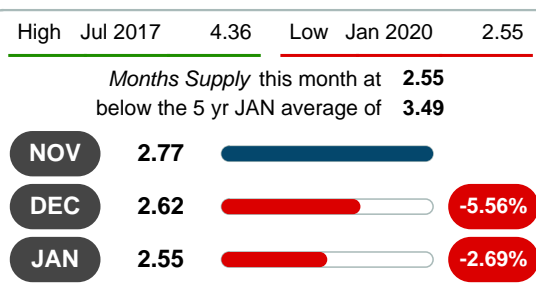


5 YEAR MARKET ACTIVITY TRENDS



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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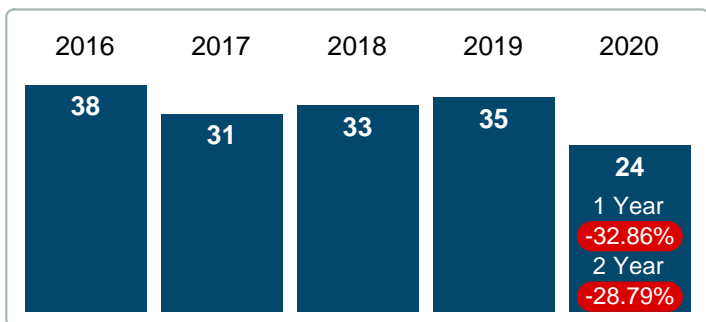
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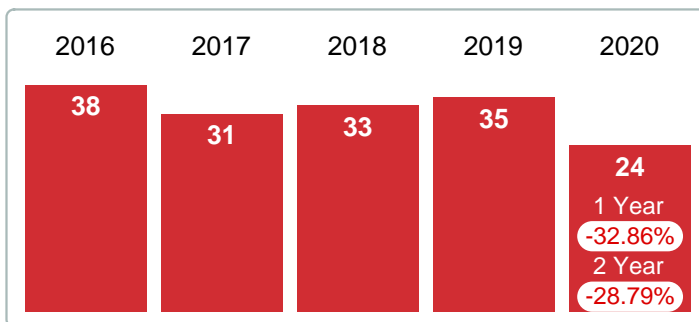
MEDIAN DAYS ON MARKET TO SALE

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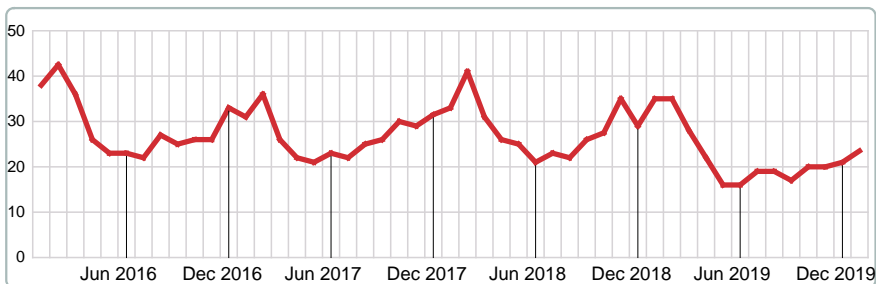
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

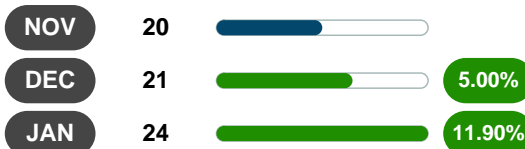


3 MONTHS

5 year JAN AVG = 32

High Feb 2016 43 Low Jun 2019 16

Median Days on Market to Sale this month at 24 below the 5 yr JAN average of 32



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
\$50,000 and less	6.74%	29	21	34	133	0
\$50,001 - \$100,000	13.60%	15	12	16	20	18
\$100,001 - \$125,000	7.08%	14	24	18	9	0
\$125,001 - \$200,000	33.03%	21	14	22	18	1
\$200,001 - \$250,000	15.28%	28	69	27	28	102
\$250,001 - \$350,000	13.48%	39	19	26	44	55
\$350,001 and up	10.79%	49	14	27	66	33
Median Closed DOM		24	15	22	28	36
Total Closed Units	100%	890	101	502	243	44
Total Closed Volume		179,427,996	10.28M	86.46M	63.59M	19.11M

January 2020



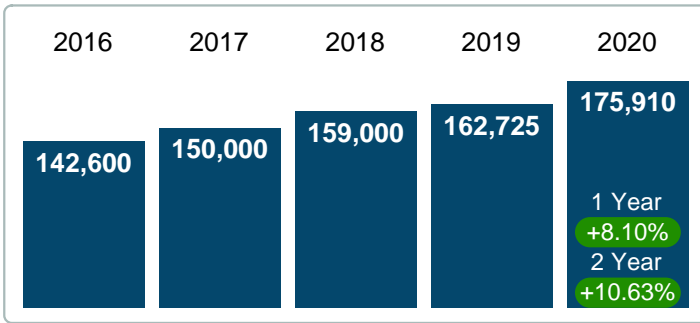
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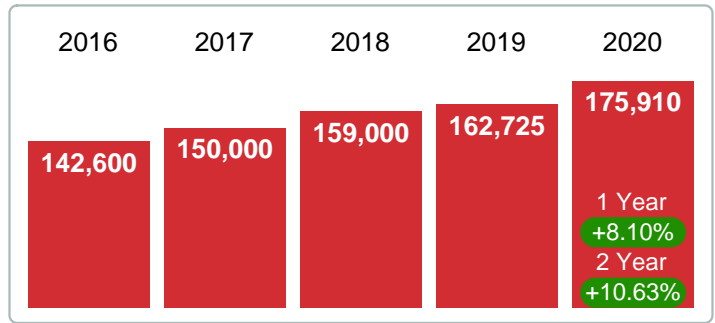
MEDIAN LIST PRICE AT CLOSING

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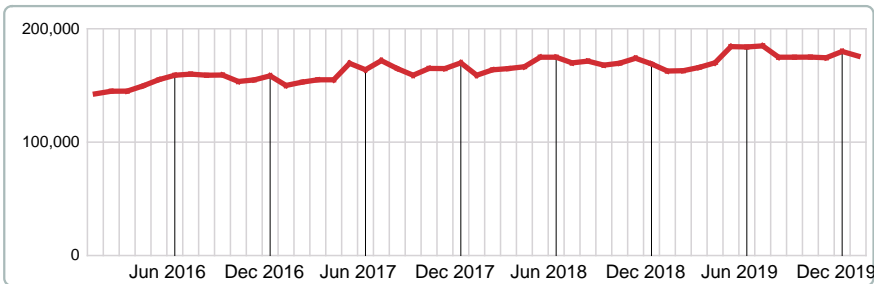
JANUARY



YEAR TO DATE (YTD)

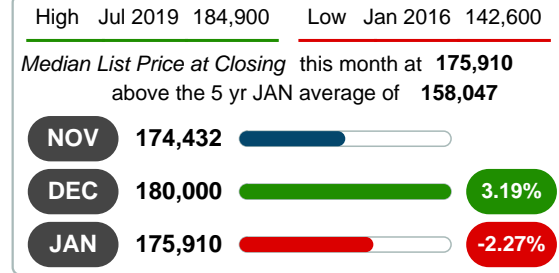


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 158,047



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
\$50,000 and less	6.63%	39,900	32,450	39,900	39,900	0
\$50,001 - \$100,000	12.81%	80,000	79,700	83,700	77,000	0
\$100,001 - \$125,000	6.97%	114,900	108,500	115,000	115,200	103,900
\$125,001 - \$200,000	33.60%	162,365	154,450	160,000	175,929	190,000
\$200,001 - \$250,000	15.28%	224,900	215,000	224,900	224,220	232,450
\$250,001 - \$350,000	13.60%	289,000	289,900	289,000	294,900	275,000
\$350,001 and up	11.12%	439,900	395,000	421,950	419,900	569,900
Median List Price		175,910	91,000	161,439	235,000	370,950
Total Closed Units	100%	890	101	502	243	44
Total Closed Volume		184,490,076	10.72M	88.66M	65.21M	19.89M

January 2020



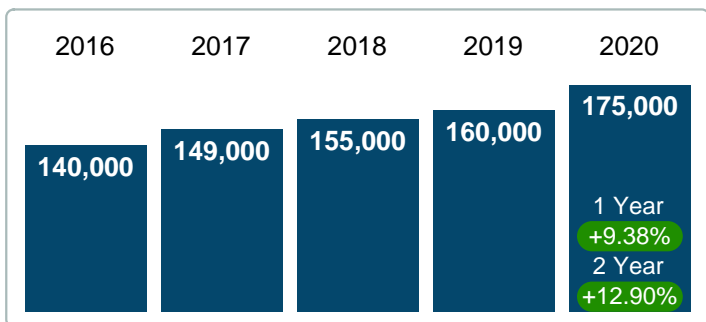
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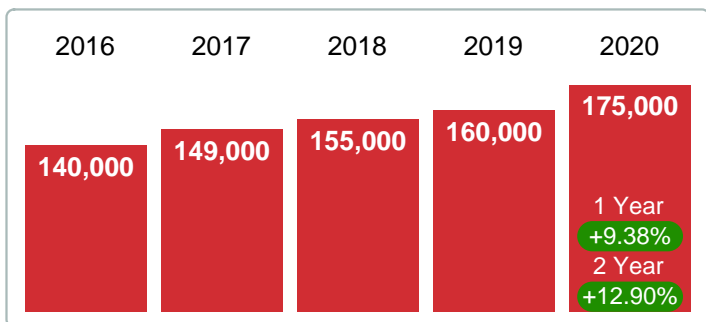
MEDIAN SOLD PRICE AT CLOSING

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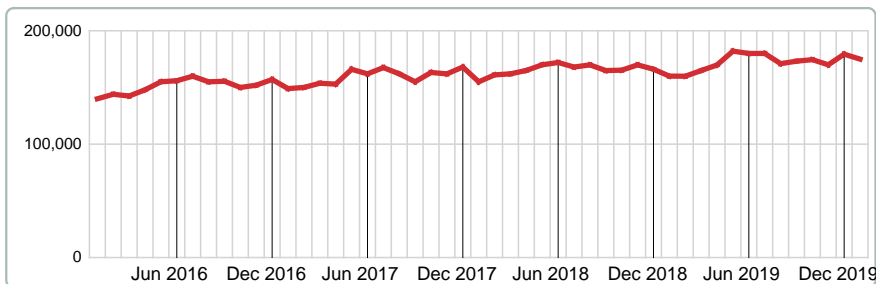
JANUARY



YEAR TO DATE (YTD)

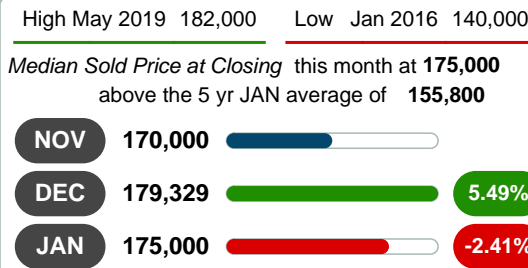


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 155,800



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
\$50,000 and less	6.74%	32,000	30,000	33,750	33,500	0
\$50,001 - \$100,000	13.60%	80,000	80,000	80,000	78,500	88,000
\$100,001 - \$125,000	7.08%	114,813	117,000	114,000	115,700	0
\$125,001 - \$200,000	33.03%	160,928	148,500	160,000	175,965	190,000
\$200,001 - \$250,000	15.28%	219,950	212,000	220,000	217,000	221,950
\$250,001 - \$350,000	13.48%	284,950	265,000	288,042	287,450	275,000
\$350,001 and up	10.79%	427,500	377,500	412,267	422,500	540,000
Median Sold Price		175,000	90,000	160,000	230,335	363,500
Total Closed Units	100%	890	101	502	243	44
Total Closed Volume		179,427,996	10.28M	86.46M	63.59M	19.11M

January 2020



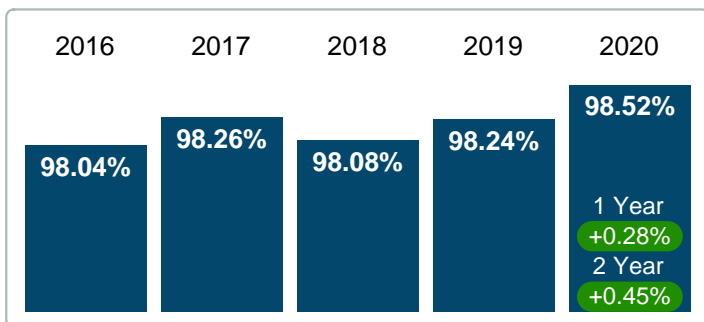
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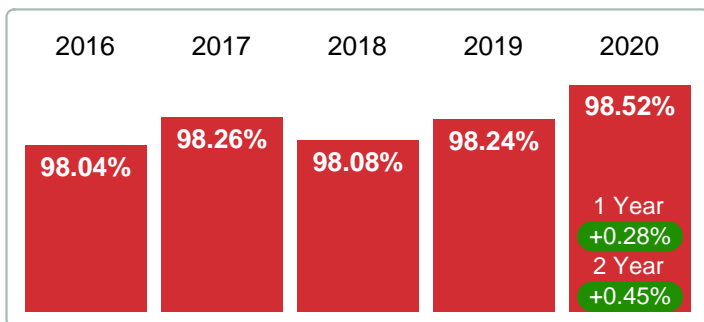
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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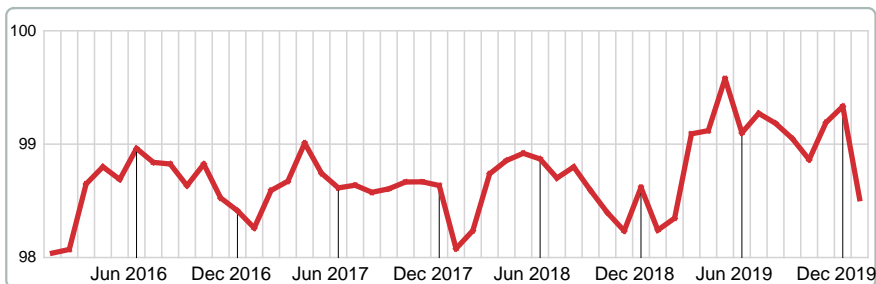
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

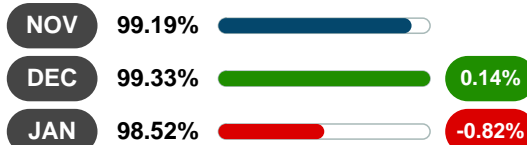


3 MONTHS

5 year JAN AVG = 98.23%

High May 2019 99.58% Low Jan 2016 98.04%

Median Sold/List Ratio this month at **98.52%**
above the 5 yr JAN average of **98.23%**



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
\$50,000 and less	60	6.74%	89.49%	90.77%	88.75%	83.96%	0.00%
\$50,001 - \$100,000	121	13.60%	95.50%	95.39%	95.50%	97.09%	84.70%
\$100,001 - \$125,000	63	7.08%	99.65%	100.00%	99.39%	99.05%	0.00%
\$125,001 - \$200,000	294	33.03%	100.00%	98.33%	100.00%	100.00%	100.00%
\$200,001 - \$250,000	136	15.28%	99.11%	98.09%	99.11%	99.51%	95.53%
\$250,001 - \$350,000	120	13.48%	98.49%	98.47%	98.63%	98.39%	98.82%
\$350,001 and up	96	10.79%	97.69%	95.57%	98.70%	98.21%	95.75%
Median Sold/List Ratio		98.52%		96.65%	98.89%	98.55%	96.62%
Total Closed Units		890	100%	101	502	243	44
Total Closed Volume		179,427,996		10.28M	86.46M	63.59M	19.11M

January 2020



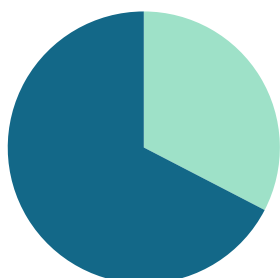
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

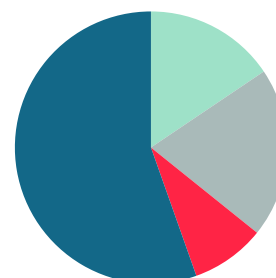


Inventory
 New Listings
1,568 = 32.60%
 Start Inventory
3,242
 Total Inventory Units
4,810
 Volume
\$1,428,297,380

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%
Median List Price	162,725	175,910	8.10%	162,725	175,910	8.10%
Median Sale Price	160,000	175,000	9.38%	160,000	175,000	9.38%
Median Percent of Selling Price to List Price	98.24%	98.52%	0.28%	98.24%	98.52%	0.28%
Median Days on Market to Sale	35.00	23.50	-32.86%	35.00	23.50	-32.86%
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

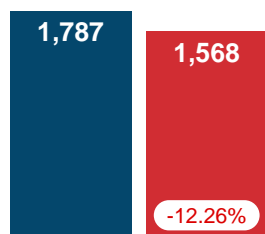
Inventory on January 31, 2020 = **3,168**

2019 **2020**

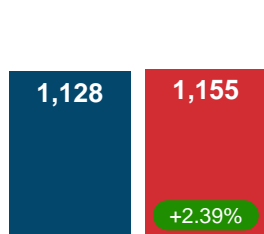
JANUARY MARKET

MEDIAN PRICES

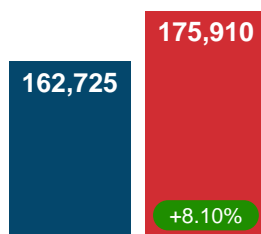
New Listings



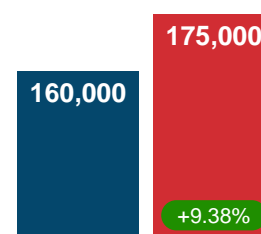
Pending Listings



List Price



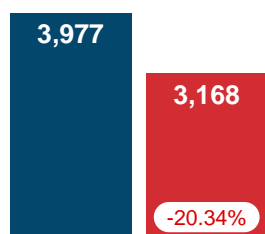
Sale Price



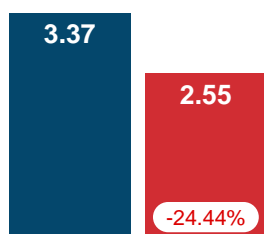
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

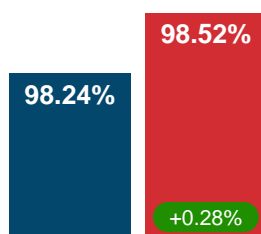
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

