

January 2020



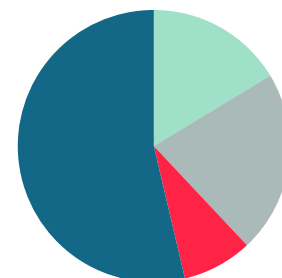
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2019 | January 2020 | +/-% |
|--|---------|--------------|---------|
| Closed Listings | 594 | 620 | 4.38% |
| Pending Listings | 772 | 822 | 6.48% |
| New Listings | 1,260 | 1,083 | -14.05% |
| Average List Price | 214,655 | 211,281 | -1.57% |
| Average Sale Price | 208,012 | 205,332 | -1.29% |
| Average Percent of Selling Price to List Price | 97.13% | 97.18% | 0.05% |
| Average Days on Market to Sale | 47.56 | 43.37 | -8.81% |
| End of Month Inventory | 2,716 | 2,037 | -25.00% |
| Months Supply of Inventory | 3.26 | 2.36 | -27.60% |



■ Closed (16.34%)
■ Pending (21.66%)
■ Other OffMarket (8.33%)
■ Active (53.68%)

Absorption: Last 12 months, an Average of **863** Sales/Month
Active Inventory as of January 31, 2020 = **2,037**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **25.00%** to 2,037 existing homes available for sale. Over the last 12 months this area has had an average of 863 closed sales per month. This represents an unsold inventory index of **2.36** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.29%** in January 2020 to \$205,332 versus the previous year at \$208,012.

Average Days on Market Shortens

The average number of **43.37** days that homes spent on the market before selling decreased by 4.19 days or **8.81%** in January 2020 compared to last year's same month at **47.56** DOM.

Sales Success for January 2020 is Positive

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

There were 1,083 New Listings in January 2020, down **14.05%** from last year at 1,260. Furthermore, there were 620 Closed Listings this month versus last year at 594, a **4.38%** increase.

Closed versus Listed trends yielded a **57.2%** ratio, up from previous year's, January 2019, at **47.1%**, a **21.44%** 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

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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

January 2020



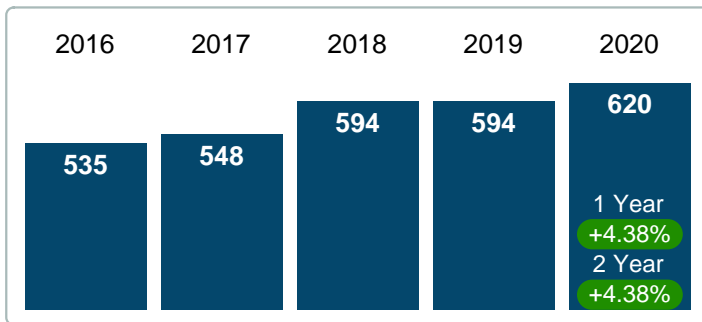
Area Delimited by County Of Tulsa - Residential Property Type



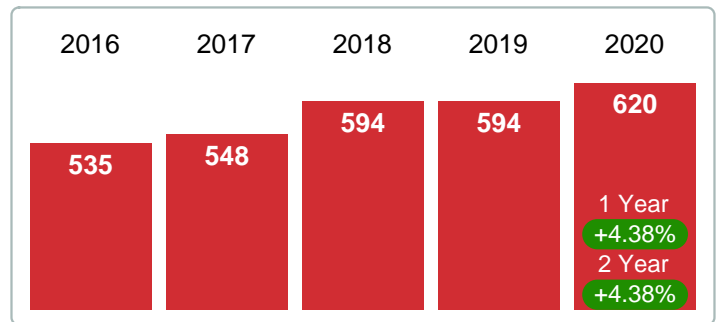
CLOSED LISTINGS

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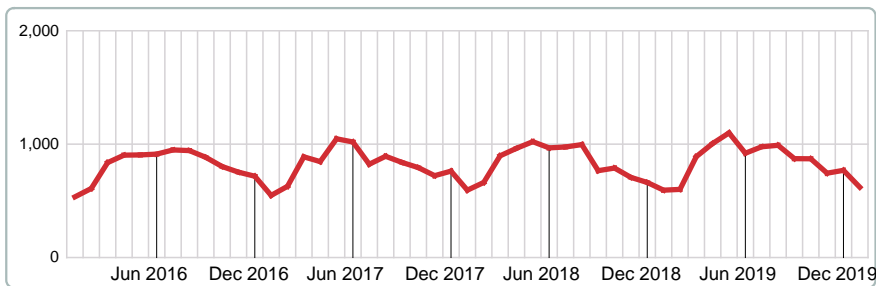
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

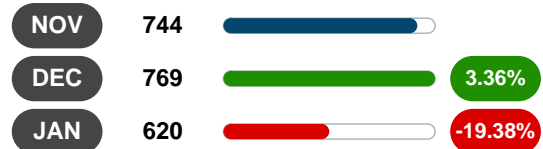


3 MONTHS

5 year JAN AVG = 578

High May 2019 1,099 Low Jan 2016 535

Closed Listings this month at **620**
above the 5 yr JAN average of **578**



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 | 38 | 6.13% | 50.7 | 23 | 9 | 6 | 0 |
| \$50,001 - \$100,000 | 83 | 13.39% | 29.0 | 23 | 52 | 7 | 1 |
| \$100,001 - \$125,000 | 45 | 7.26% | 26.1 | 7 | 29 | 9 | 0 |
| \$125,001 - \$200,000 | 203 | 32.74% | 37.0 | 15 | 151 | 32 | 5 |
| \$200,001 - \$250,000 | 102 | 16.45% | 44.7 | 4 | 53 | 43 | 2 |
| \$250,001 - \$350,000 | 79 | 12.74% | 67.9 | 3 | 25 | 42 | 9 |
| \$350,001 and up | 70 | 11.29% | 56.4 | 1 | 18 | 34 | 17 |
| Total Closed Units | 620 | | | 76 | 337 | 173 | 34 |
| Total Closed Volume | 127,305,610 | 100% | 43.4 | 7.79M | 59.15M | 45.47M | 14.89M |
| Average Closed Price | \$205,332 | | | \$102,551 | \$175,505 | \$262,860 | \$437,994 |

January 2020



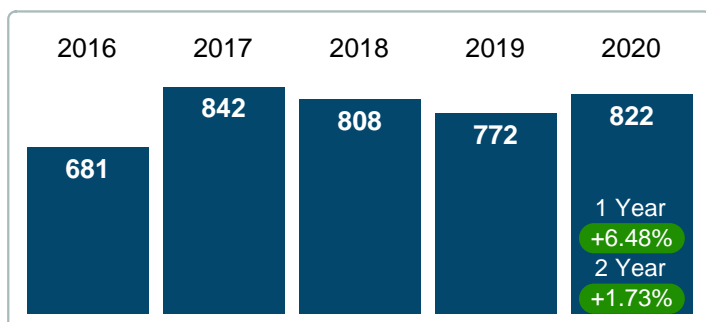
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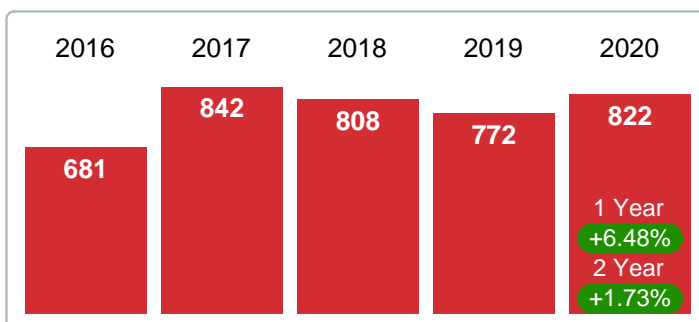
PENDING LISTINGS

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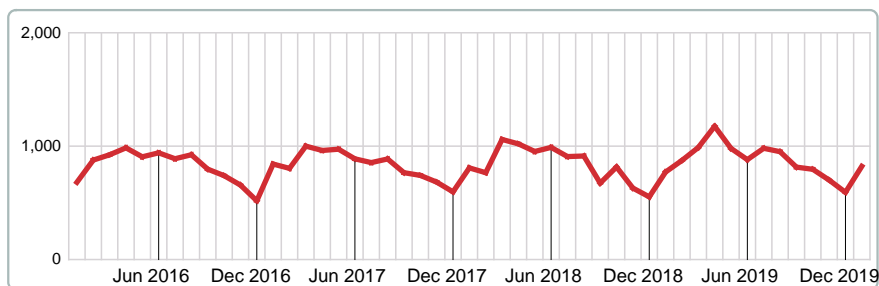
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

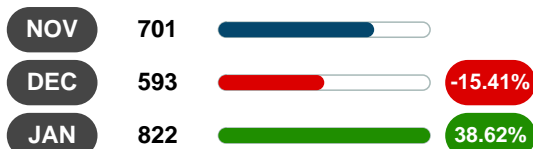


3 MONTHS

5 year JAN AVG = 785

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **822**
above the 5 yr JAN average of **785**



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 | 51 | 6.20% | 36.1 | 30 | 16 | 4 | 1 |
| \$75,001 - \$125,000 | 103 | 12.53% | 34.2 | 21 | 78 | 3 | 1 |
| \$125,001 - \$150,000 | 82 | 9.98% | 27.9 | 13 | 64 | 4 | 1 |
| \$150,001 - \$200,000 | 227 | 27.62% | 37.8 | 13 | 165 | 44 | 5 |
| \$200,001 - \$275,000 | 163 | 19.83% | 46.5 | 4 | 79 | 74 | 6 |
| \$275,001 - \$375,000 | 112 | 13.63% | 58.0 | 5 | 35 | 66 | 6 |
| \$375,001 and up | 84 | 10.22% | 61.3 | 0 | 18 | 45 | 21 |
| Total Pending Units | 822 | | | 86 | 455 | 240 | 41 |
| Total Pending Volume | 188,493,418 | 100% | 42.8 | 10.10M | 86.48M | 70.80M | 21.11M |
| Average Listing Price | \$230,296 | | | \$117,462 | \$190,065 | \$295,011 | \$514,869 |

January 2020



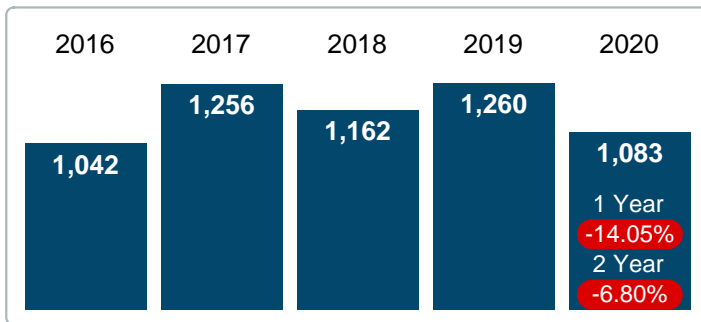
Area Delimited by County Of Tulsa - Residential Property Type



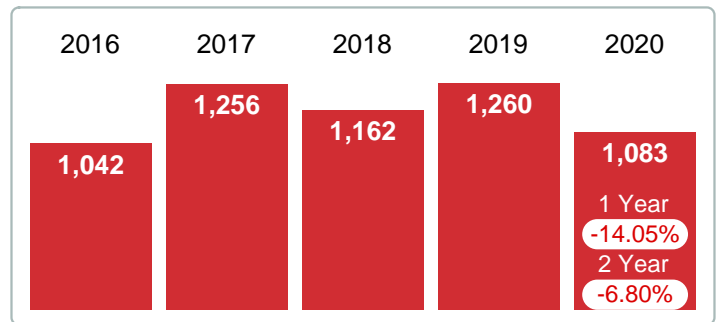
NEW LISTINGS

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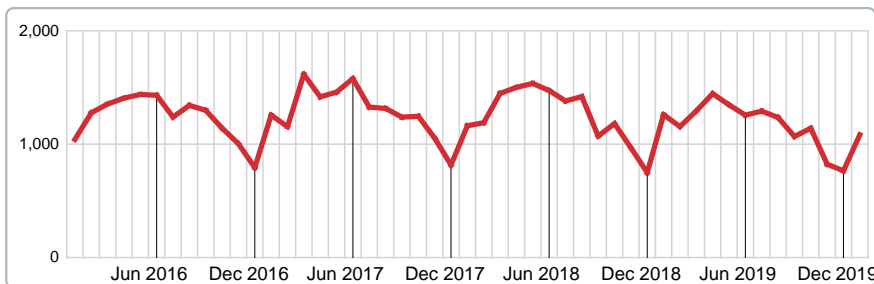
JANUARY



YEAR TO DATE (YTD)

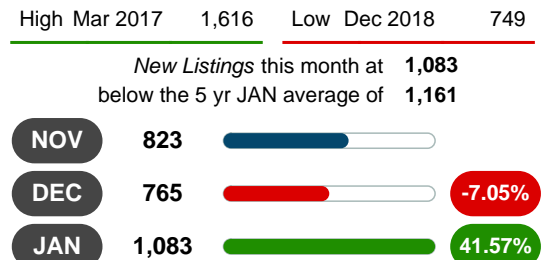


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,161



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 | 78 | 7.20% | 46 | 29 | 3 | 0 |
| \$75,001 - \$125,000 | 130 | 12.00% | 29 | 96 | 4 | 1 |
| \$125,001 - \$150,000 | 93 | 8.59% | 11 | 73 | 8 | 1 |
| \$150,001 - \$250,000 | 383 | 35.36% | 21 | 240 | 115 | 7 |
| \$250,001 - \$325,000 | 158 | 14.59% | 4 | 71 | 76 | 7 |
| \$325,001 - \$475,000 | 133 | 12.28% | 7 | 26 | 77 | 23 |
| \$475,001 and up | 108 | 9.97% | 1 | 20 | 56 | 31 |
| Total New Listed Units | 1,083 | | 119 | 555 | 339 | 70 |
| Total New Listed Volume | 292,643,480 | 100% | 14.90M | 111.29M | 122.32M | 44.13M |
| Average New Listed Listing Price | \$227,754 | | \$125,249 | \$200,528 | \$360,813 | \$630,429 |

January 2020



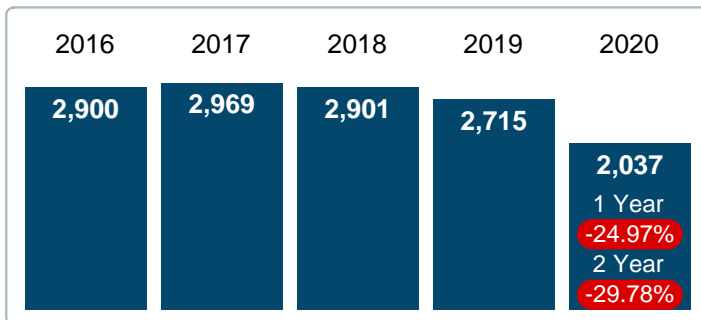
Area Delimited by County Of Tulsa - Residential Property Type



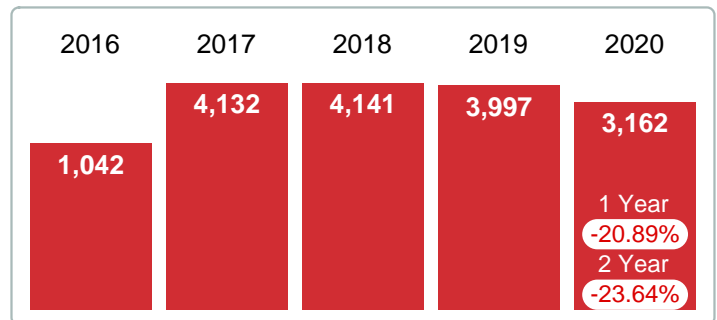
ACTIVE INVENTORY

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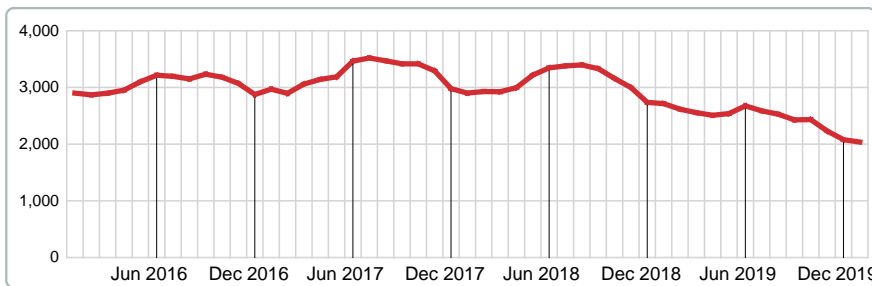
END OF JANUARY



ACTIVE DURING JANUARY

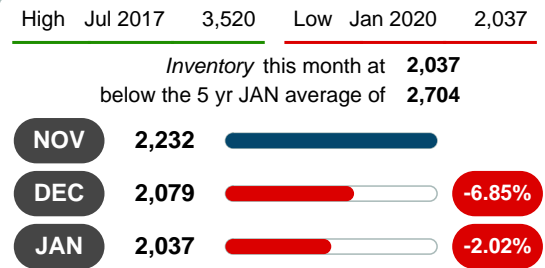


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2,704



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 | 152 | 7.46% | 84.2 | 91 | 54 | 7 | 0 |
| \$75,001 - \$150,000 | 292 | 14.33% | 56.0 | 85 | 180 | 25 | 2 |
| \$150,001 - \$200,000 | 274 | 13.45% | 60.9 | 24 | 182 | 64 | 4 |
| \$200,001 - \$325,000 | 526 | 25.82% | 65.8 | 19 | 222 | 259 | 26 |
| \$325,001 - \$425,000 | 325 | 15.95% | 78.0 | 10 | 76 | 195 | 44 |
| \$425,001 - \$625,000 | 250 | 12.27% | 86.0 | 3 | 50 | 140 | 57 |
| \$625,001 and up | 218 | 10.70% | 81.7 | 2 | 20 | 92 | 104 |
| Total Active Inventory by Units | | | 2,037 | 234 | 784 | 782 | 237 |
| Total Active Inventory by Volume | | | 713,948,717 | 29.75M | 185.30M | 327.56M | 171.33M |
| Average Active Inventory Listing Price | | | \$350,490 | \$127,157 | \$236,358 | \$418,877 | \$722,902 |

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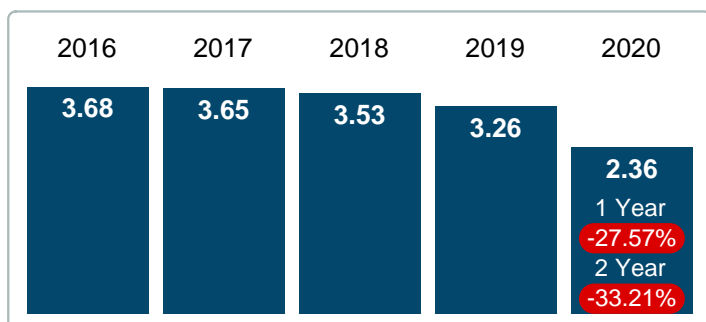
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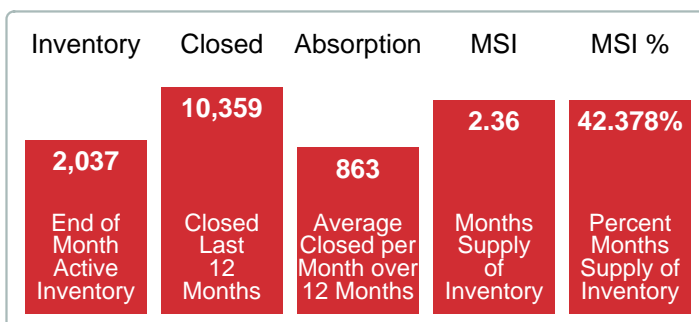
MONTHS SUPPLY of INVENTORY (MSI)

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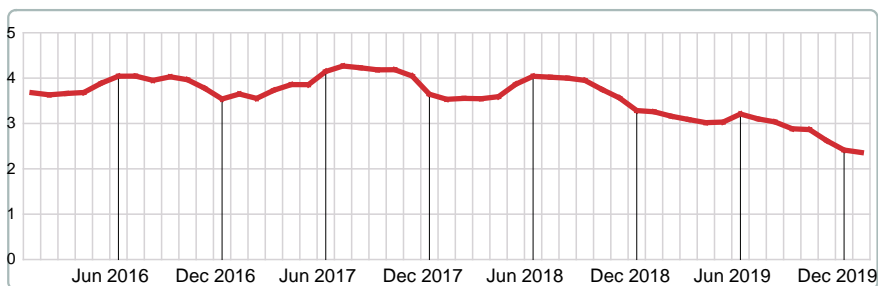
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

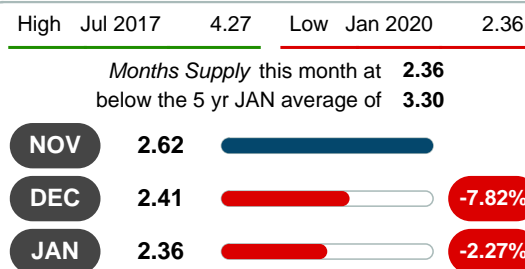


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.30



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 | 152 | 7.46% | 1.87 | 2.32 | 1.46 | 1.50 | 0.00 |
| \$75,001 - \$150,000 | 292 | 14.33% | 1.27 | 2.42 | 1.06 | 1.15 | 0.92 |
| \$150,001 - \$200,000 | 274 | 13.45% | 1.33 | 1.96 | 1.29 | 1.31 | 1.09 |
| \$200,001 - \$325,000 | 526 | 25.82% | 2.28 | 2.65 | 2.38 | 2.25 | 1.73 |
| \$325,001 - \$425,000 | 325 | 15.95% | 5.10 | 8.00 | 4.43 | 5.25 | 5.39 |
| \$425,001 - \$625,000 | 250 | 12.27% | 7.32 | 9.00 | 6.98 | 8.04 | 6.16 |
| \$625,001 and up | 218 | 10.70% | 12.11 | 12.00 | 7.27 | 9.52 | 19.20 |
| Market Supply of Inventory (MSI) | | | 2.36 | 2.45 | 1.67 | 3.07 | 5.39 |
| Total Active Inventory by Units | | 100% | 2,036 | 234 | 784 | 782 | 237 |

January 2020



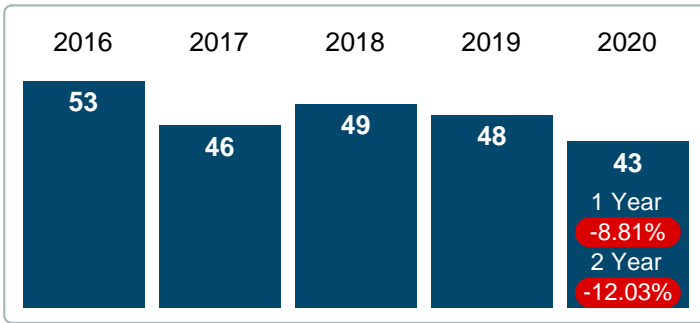
Area Delimited by County Of Tulsa - Residential Property Type



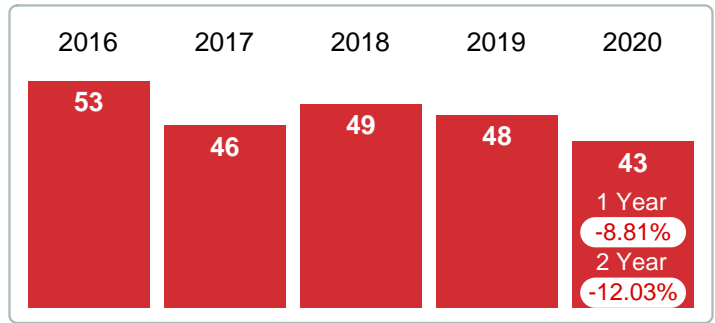
AVERAGE DAYS ON MARKET TO SALE

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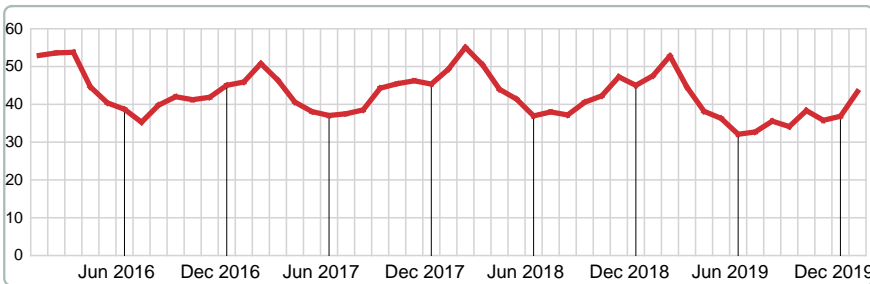
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

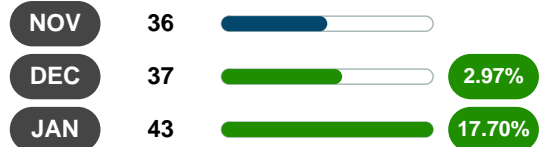


3 MONTHS

5 year JAN AVG = 48

High Feb 2018 55 Low Jun 2019 32

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 | 6.13% | 51 | 37 | 44 | 113 | 0 |
| \$50,001 - \$100,000 | 13.39% | 29 | 21 | 34 | 19 | 18 |
| \$100,001 - \$125,000 | 7.26% | 26 | 56 | 22 | 16 | 0 |
| \$125,001 - \$200,000 | 32.74% | 37 | 35 | 37 | 43 | 17 |
| \$200,001 - \$250,000 | 16.45% | 45 | 86 | 40 | 44 | 102 |
| \$250,001 - \$350,000 | 12.74% | 68 | 43 | 62 | 74 | 65 |
| \$350,001 and up | 11.29% | 56 | 14 | 49 | 70 | 40 |
| Average Closed DOM | | 43 | 36 | 38 | 56 | 46 |
| Total Closed Units | 100% | 620 | 76 | 337 | 173 | 34 |
| Total Closed Volume | | 127,305,610 | 7.79M | 59.15M | 45.47M | 14.89M |

January 2020



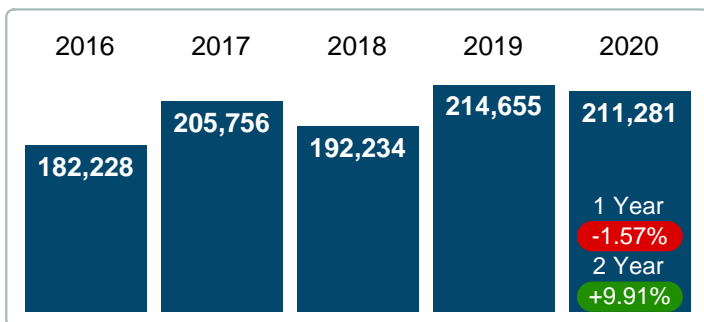
Area Delimited by County Of Tulsa - Residential Property Type



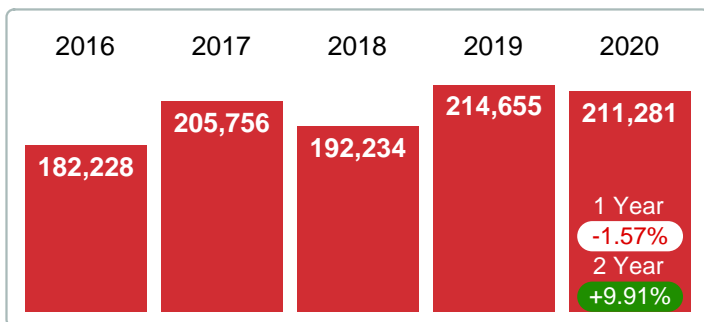
AVERAGE LIST PRICE AT CLOSING

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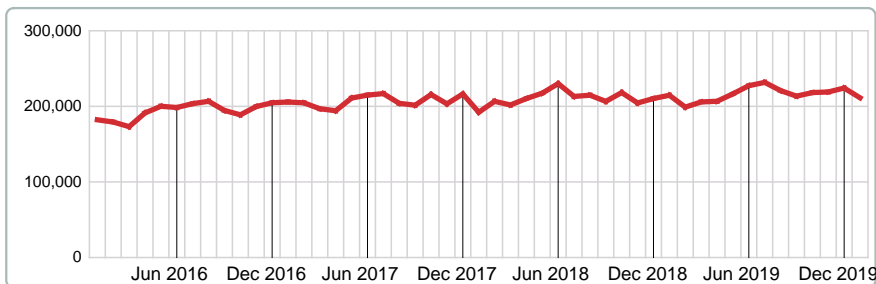
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

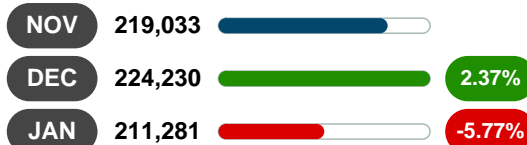


3 MONTHS

5 year JAN AVG = 201,231

High Jul 2019 231,691 Low Mar 2016 173,132

Average List Price at Closing this month at **211,281**
above the 5 yr JAN average of **201,231**



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 | 37 | 5.97% | 35,178 | 34,335 | 38,911 | 38,267 | 0 |
| \$50,001 - \$100,000 | 78 | 12.58% | 81,031 | 84,585 | 82,097 | 87,700 | 103,900 |
| \$100,001 - \$125,000 | 43 | 6.94% | 114,305 | 119,486 | 117,976 | 118,144 | 0 |
| \$125,001 - \$200,000 | 209 | 33.71% | 163,727 | 161,187 | 163,518 | 175,376 | 179,980 |
| \$200,001 - \$250,000 | 99 | 15.97% | 223,761 | 224,725 | 225,017 | 225,552 | 232,450 |
| \$250,001 - \$350,000 | 81 | 13.06% | 294,095 | 281,433 | 297,449 | 303,036 | 286,478 |
| \$350,001 and up | 73 | 11.77% | 524,169 | 395,000 | 473,688 | 492,760 | 676,506 |
| Average List Price | | | 211,281 | 106,941 | 179,882 | 269,936 | 457,282 |
| Total Closed Units | | | 620 | 76 | 337 | 173 | 34 |
| Total Closed Volume | | | 130,994,358 | 8.13M | 60.62M | 46.70M | 15.55M |

January 2020



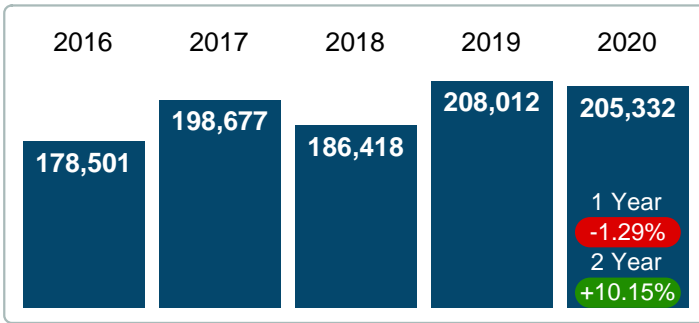
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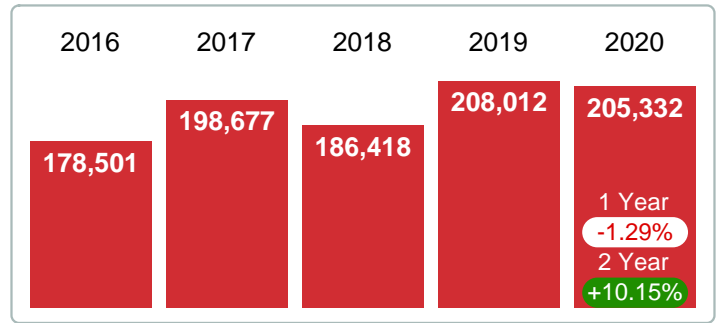
AVERAGE SOLD PRICE AT CLOSING

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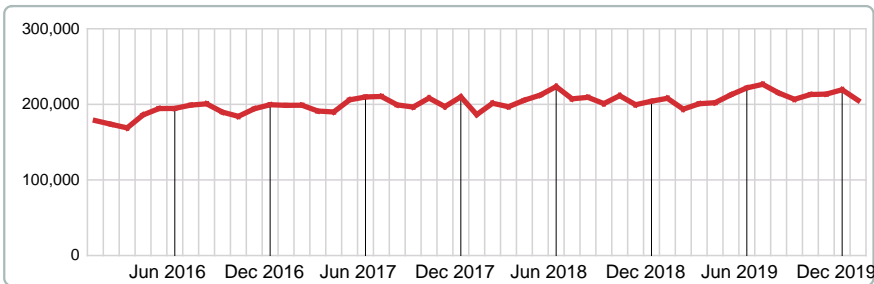
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

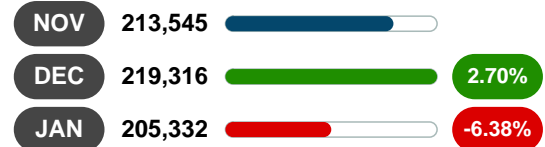


3 MONTHS

5 year JAN AVG = 195,388

High Jul 2019 226,480 Low Mar 2016 168,854

Average Sold Price at Closing this month at **205,332** above the 5 yr JAN average of **195,388**



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 | 6.13% | 32,262 | 30,841 | 35,456 | 32,917 | 0 |
| \$50,001 - \$100,000 | 13.39% | 79,081 | 80,152 | 77,924 | 82,879 | 88,000 |
| \$100,001 - \$125,000 | 7.26% | 115,034 | 115,114 | 114,738 | 115,922 | 0 |
| \$125,001 - \$200,000 | 32.74% | 162,359 | 156,317 | 160,245 | 173,039 | 175,980 |
| \$200,001 - \$250,000 | 16.45% | 221,349 | 220,000 | 221,928 | 220,734 | 221,950 |
| \$250,001 - \$350,000 | 12.74% | 291,680 | 277,667 | 292,409 | 294,832 | 279,611 |
| \$350,001 and up | 11.29% | 510,861 | 377,500 | 454,294 | 477,705 | 644,912 |
| Average Sold Price | | 205,332 | 102,551 | 175,505 | 262,860 | 437,994 |
| Total Closed Units | 100% | 205,332 | 76 | 337 | 173 | 34 |
| Total Closed Volume | | 127,305,610 | 7.79M | 59.15M | 45.47M | 14.89M |

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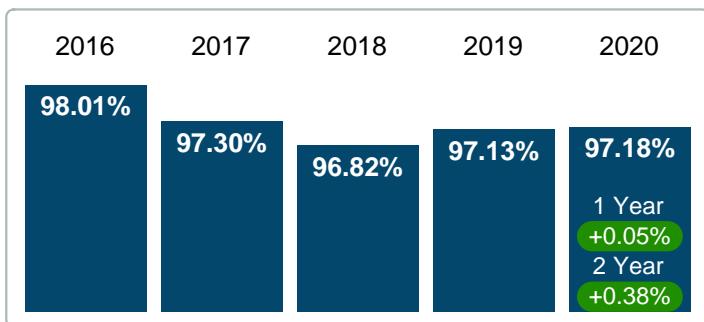
Area Delimited by County Of Tulsa - Residential Property Type



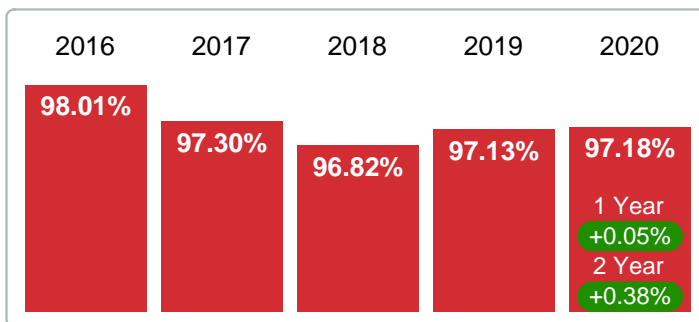
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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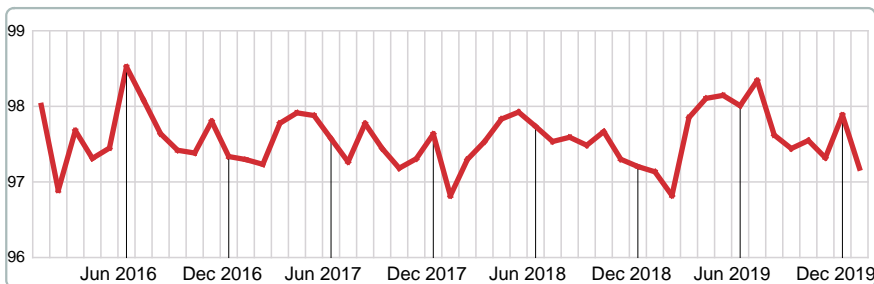
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

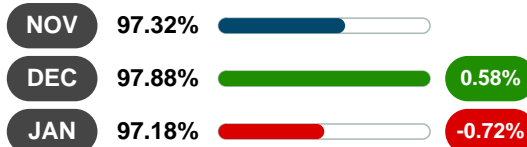


3 MONTHS

5 year JAN AVG = 97.29%

High Jun 2016 98.52% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **97.18%**
equal to 5 yr JAN average of **97.29%**



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 | 38 | 6.13% | 91.77% | 93.09% | 91.86% | 86.60% | 0.00% |
| \$50,001 - \$100,000 | 83 | 13.39% | 95.32% | 94.92% | 95.57% | 96.27% | 84.70% |
| \$100,001 - \$125,000 | 45 | 7.26% | 97.79% | 97.14% | 97.58% | 98.99% | 0.00% |
| \$125,001 - \$200,000 | 203 | 32.74% | 98.18% | 97.15% | 98.18% | 98.78% | 97.33% |
| \$200,001 - \$250,000 | 102 | 16.45% | 98.38% | 97.92% | 98.71% | 98.16% | 95.53% |
| \$250,001 - \$350,000 | 79 | 12.74% | 97.77% | 98.65% | 98.33% | 97.39% | 97.66% |
| \$350,001 and up | 70 | 11.29% | 96.63% | 95.57% | 96.45% | 97.29% | 95.54% |
| Average Sold/List Ratio | | 97.20% | | 95.32% | 97.56% | 97.48% | 96.05% |
| Total Closed Units | 620 | 100% | 97.20% | 76 | 337 | 173 | 34 |
| Total Closed Volume | 127,305,610 | | | 7.79M | 59.15M | 45.47M | 14.89M |

January 2020



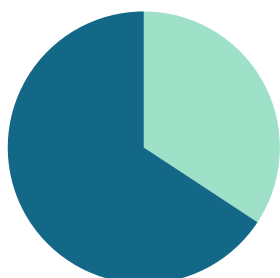
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

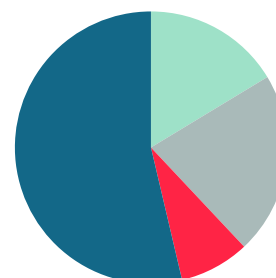


Inventory
 New Listings
1,083 = 34.25%
 Start Inventory
2,079
 Total Inventory Units
3,162
 Volume
\$1,020,443,573

Market Activity

Closed Sales
620 = 16.34%
 Pending Sales
822 = 21.66%
 Other Off Market
316 = 8.33%
 Active Inventory
2,037 = 53.68%

MARKET ACTIVITY



| Compared Metrics | January | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 594 | 620 | 4.38% | 594 | 620 | 4.38% |
| Pending Sales | 772 | 822 | 6.48% | 772 | 822 | 6.48% |
| New Listings | 1,260 | 1,083 | -14.05% | 1,260 | 1,083 | -14.05% |
| Average List Price | 214,655 | 211,281 | -1.57% | 214,655 | 211,281 | -1.57% |
| Average Sale Price | 208,012 | 205,332 | -1.29% | 208,012 | 205,332 | -1.29% |
| Average Percent of Selling Price to List Price | 97.13% | 97.18% | 0.05% | 97.13% | 97.18% | 0.05% |
| Average Days on Market to Sale | 47.56 | 43.37 | -8.81% | 47.56 | 43.37 | -8.81% |
| Monthly Inventory | 2,716 | 2,037 | -25.00% | 2,716 | 2,037 | -25.00% |
| Months Supply of Inventory | 3.26 | 2.36 | -27.60% | 3.26 | 2.36 | -27.60% |

Absorption: Last 12 months, an Average of **863** Sales/Month

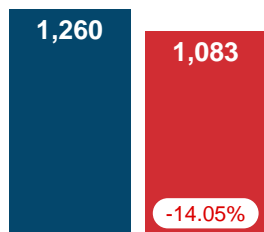
Inventory on January 31, 2020 = **2,037**

2019 **2020**

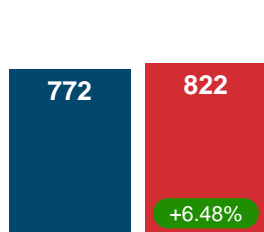
JANUARY MARKET

AVERAGE PRICES

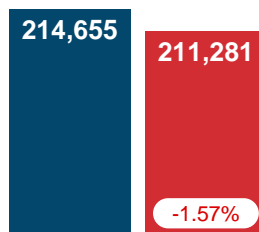
New Listings



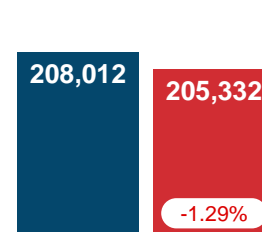
Pending Listings



List Price



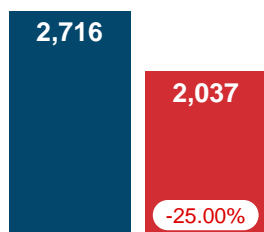
Sale Price



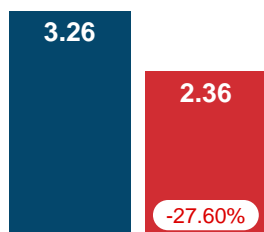
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

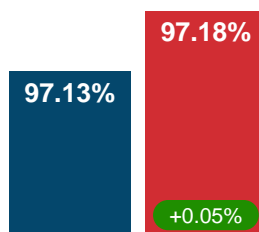
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

