

January 2020



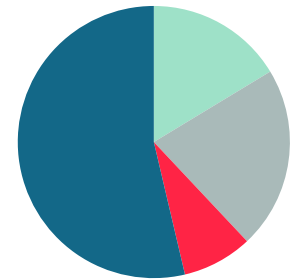
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	165,000	179,319	8.68%
Median Sale Price	160,375	175,965	9.72%
Median Percent of Selling Price to List Price	98.24%	98.50%	0.26%
Median Days on Market to Sale	31.00	22.00	-29.03%
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.

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 **9.72%** in January 2020 to \$175,965 versus the previous year at \$160,375.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 9.00 days or **29.03%** in January 2020 compared to last year's same month at **31.00** 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 1,083 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.

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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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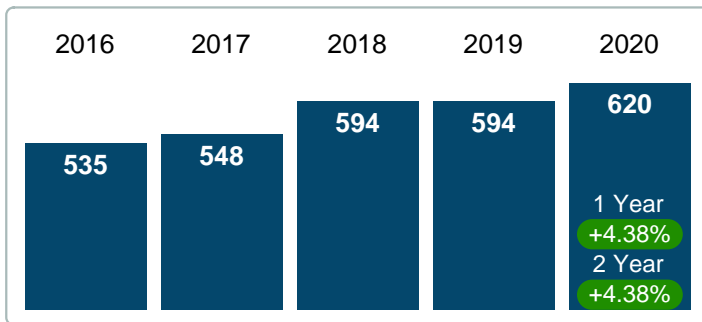
Area Delimited by County Of Tulsa - Residential Property Type



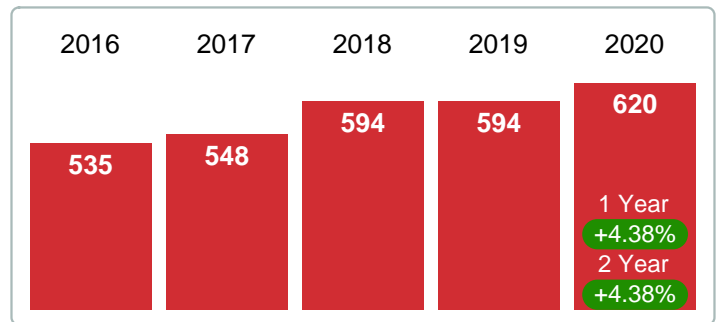
CLOSED LISTINGS

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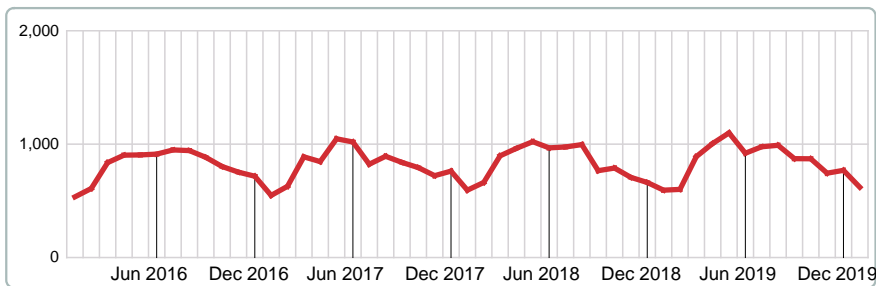
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

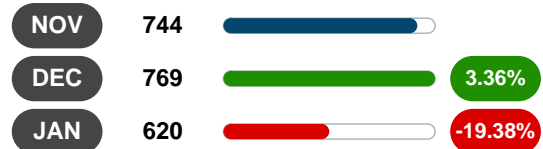


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	38	6.13%	28.5	23	9	6	0
\$50,001 - \$100,000	83	13.39%	13.0	23	52	7	1
\$100,001 - \$125,000	45	7.26%	12.0	7	29	9	0
\$125,001 - \$200,000	203	32.74%	17.0	15	151	32	5
\$200,001 - \$250,000	102	16.45%	30.0	4	53	43	2
\$250,001 - \$350,000	79	12.74%	66.0	3	25	42	9
\$350,001 and up	70	11.29%	40.5	1	18	34	17
Total Closed Units	620			76	337	173	34
Total Closed Volume	127,305,610	100%	22.0	7.79M	59.15M	45.47M	14.89M
Median Closed Price	\$175,965			\$90,000	\$161,463	\$230,335	\$341,000

January 2020



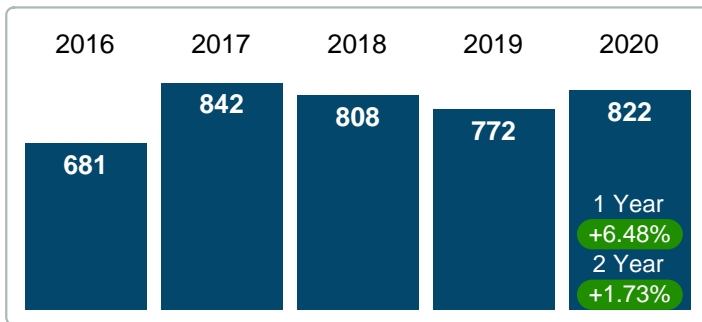
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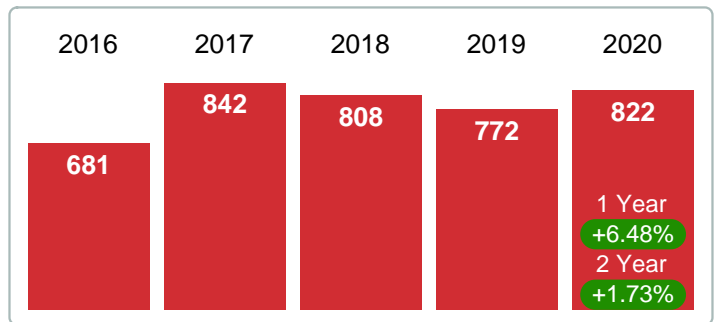
PENDING LISTINGS

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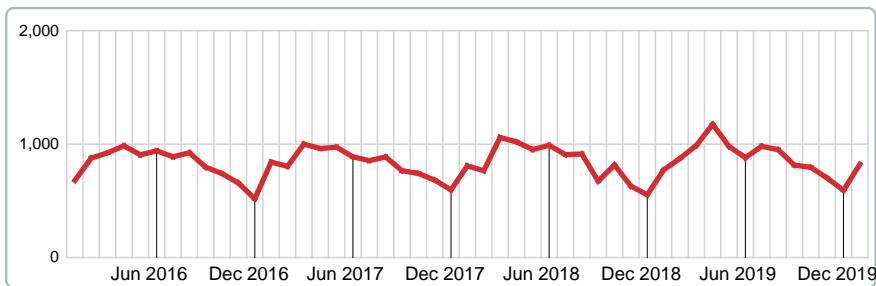
JANUARY



YEAR TO DATE (YTD)

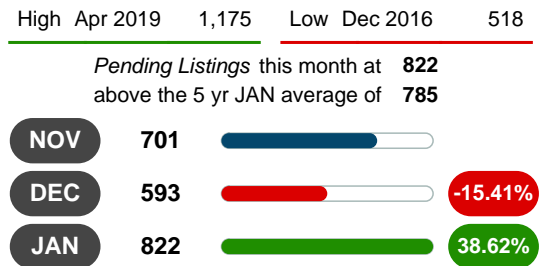


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 785



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	51	6.20%	14.0	30	16	4	1
\$75,001 - \$125,000	103	12.53%	14.0	21	78	3	1
\$125,001 - \$150,000	82	9.98%	12.0	13	64	4	1
\$150,001 - \$200,000	227	27.62%	18.0	13	165	44	5
\$200,001 - \$275,000	163	19.83%	21.0	4	79	74	6
\$275,001 - \$375,000	112	13.63%	36.0	5	35	66	6
\$375,001 and up	84	10.22%	40.5	0	18	45	21
Total Pending Units	822			86	455	240	41
Total Pending Volume	188,493,418	100%	21.0	10.10M	86.48M	70.80M	21.11M
Median Listing Price	\$186,400			\$101,250	\$168,000	\$258,500	\$379,900

January 2020



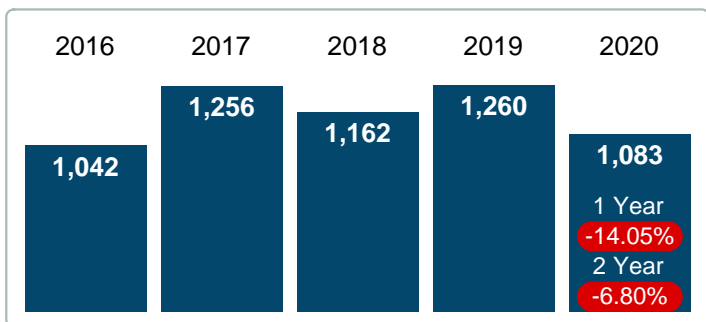
Area Delimited by County Of Tulsa - Residential Property Type



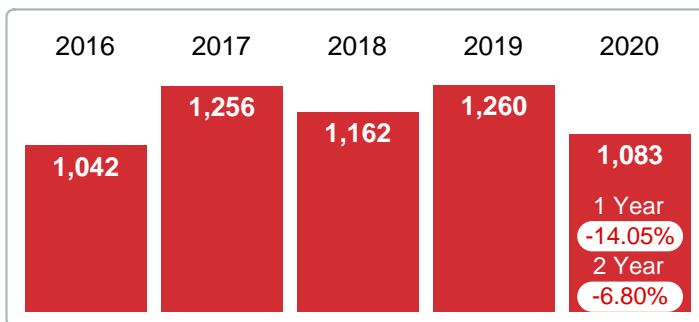
NEW LISTINGS

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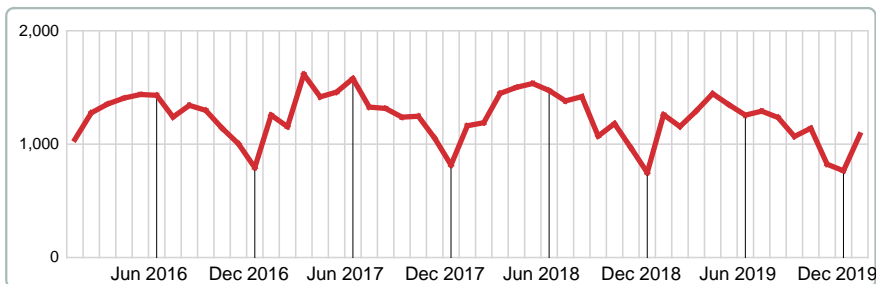
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,161

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,083
below the 5 yr JAN average of 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
Median New Listed Listing Price	\$209,500		\$98,500	\$170,000	\$286,112	\$455,466

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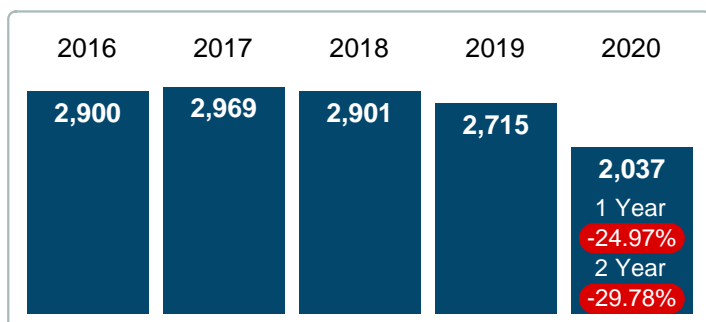
Area Delimited by County Of Tulsa - Residential Property Type



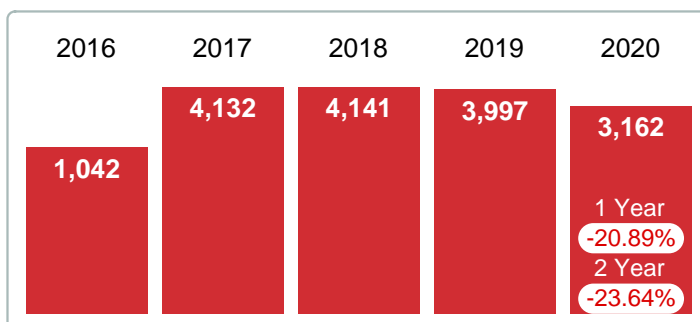
ACTIVE INVENTORY

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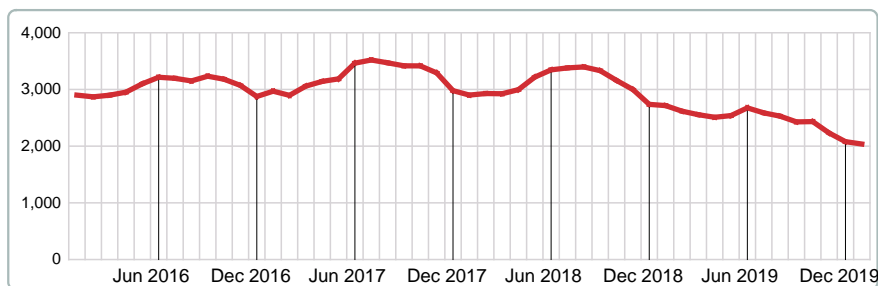
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

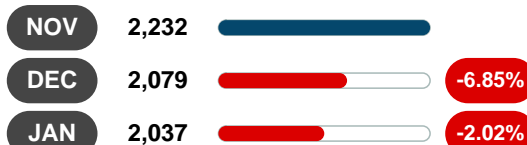


3 MONTHS

5 year JAN AVG = 2,704

High Jul 2017 3,520 Low Jan 2020 2,037

Inventory this month at **2,037**
below the 5 yr JAN average of **2,704**



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	152	7.46%	56.0	91	54	7	0
\$75,001 - \$150,000	292	14.33%	49.0	85	180	25	2
\$150,001 - \$200,000	274	13.45%	45.0	24	182	64	4
\$200,001 - \$325,000	526	25.82%	56.0	19	222	259	26
\$325,001 - \$425,000	325	15.95%	86.0	10	76	195	44
\$425,001 - \$625,000	250	12.27%	81.0	3	50	140	57
\$625,001 and up	218	10.70%	81.0	2	20	92	104
Total Active Inventory by Units		2,037		234	784	782	237
Total Active Inventory by Volume		713,948,717	100%	29.75M	185.30M	327.56M	171.33M
Median Active Inventory Listing Price		\$269,900		\$96,750	\$192,479	\$349,900	\$565,000

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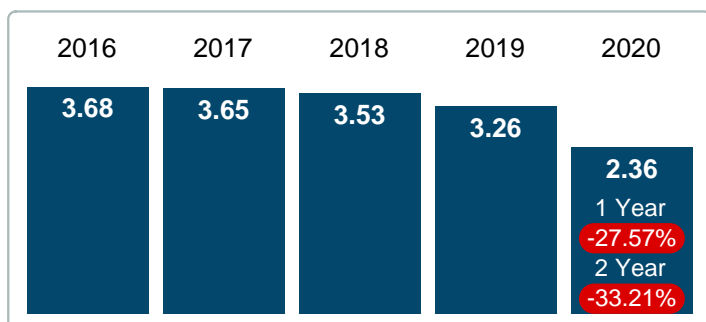
Area Delimited by County Of Tulsa - Residential Property Type



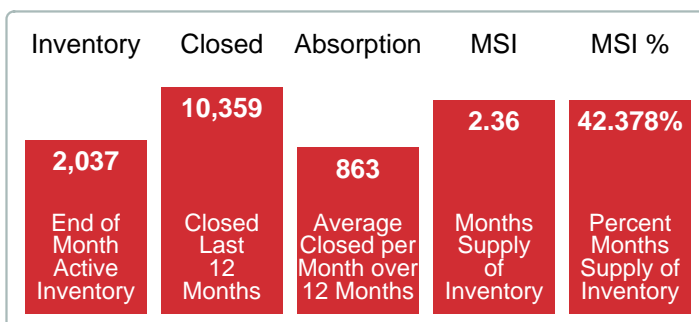
MONTHS SUPPLY of INVENTORY (MSI)

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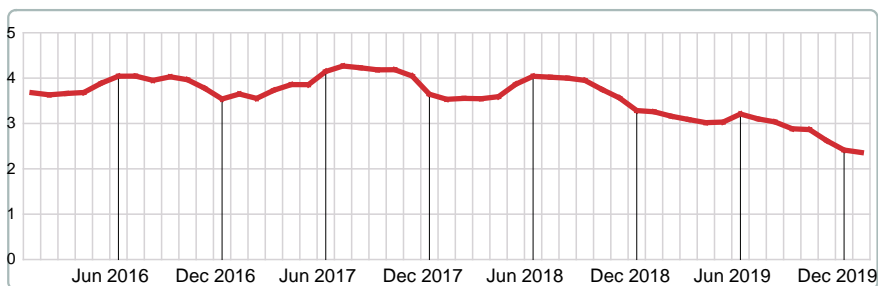
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

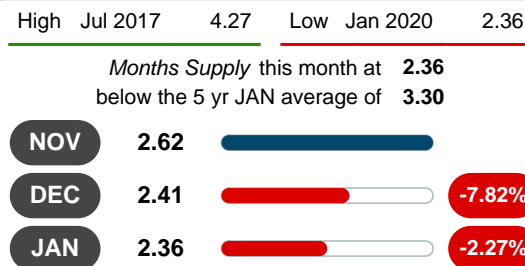


5 YEAR MARKET ACTIVITY TRENDS



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

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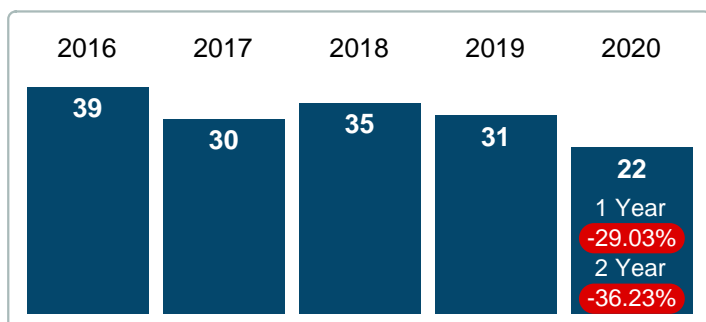
Area Delimited by County Of Tulsa - Residential Property Type



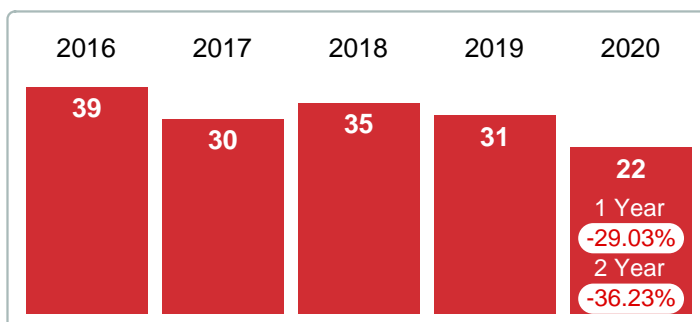
MEDIAN DAYS ON MARKET TO SALE

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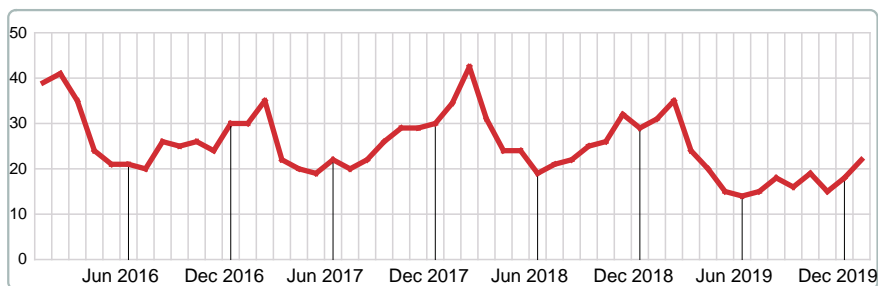
JANUARY



YEAR TO DATE (YTD)

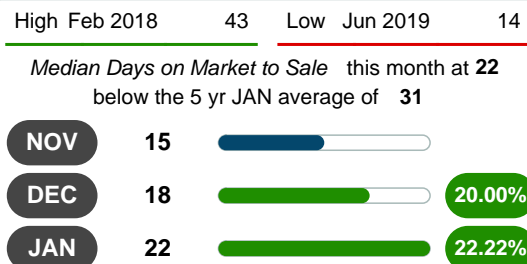


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 31



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	6.13%	29	21	38	136	0
\$50,001 - \$100,000	13.39%	13	10	14	13	18
\$100,001 - \$125,000	7.26%	12	12	15	5	0
\$125,001 - \$200,000	32.74%	17	14	17	22	1
\$200,001 - \$250,000	16.45%	30	88	28	32	102
\$250,001 - \$350,000	12.74%	66	19	31	69	72
\$350,001 and up	11.29%	41	14	27	66	31
Median Closed DOM		22	15	19	44	31
Total Closed Units	100%	620	76	337	173	34
Total Closed Volume		127,305,610	7.79M	59.15M	45.47M	14.89M

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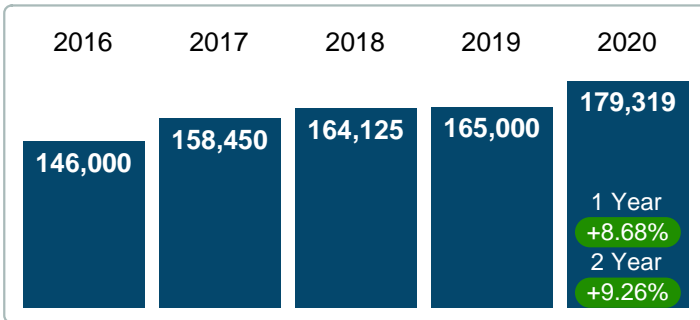
Area Delimited by County Of Tulsa - Residential Property Type



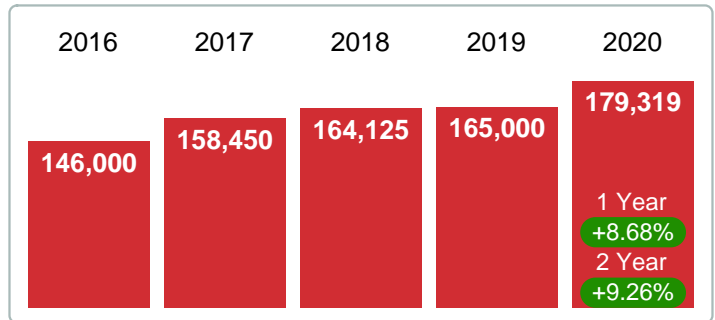
MEDIAN LIST PRICE AT CLOSING

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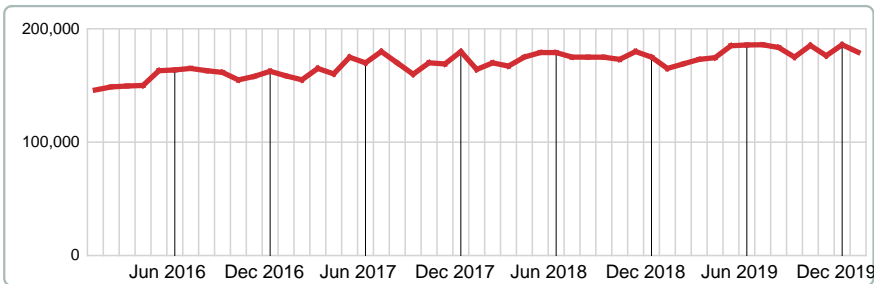
JANUARY



YEAR TO DATE (YTD)

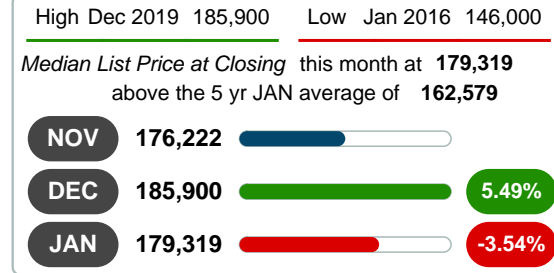


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 162,579



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	5.97%	39,900	34,900	39,900	39,900	0
\$50,001 - \$100,000	12.58%	80,000	80,950	80,000	80,000	0
\$100,001 - \$125,000	6.94%	115,000	108,500	116,900	115,400	103,900
\$125,001 - \$200,000	33.71%	163,000	153,900	160,000	177,256	190,000
\$200,001 - \$250,000	15.97%	222,790	222,450	221,250	224,220	232,450
\$250,001 - \$350,000	13.06%	289,000	289,900	284,500	294,900	275,000
\$350,001 and up	11.77%	424,000	395,000	412,267	399,477	575,000
Median List Price		179,319	93,250	164,279	235,000	351,200
Total Closed Units	100%	179,319	76	337	173	34
Total Closed Volume		130,994,358	8.13M	60.62M	46.70M	15.55M

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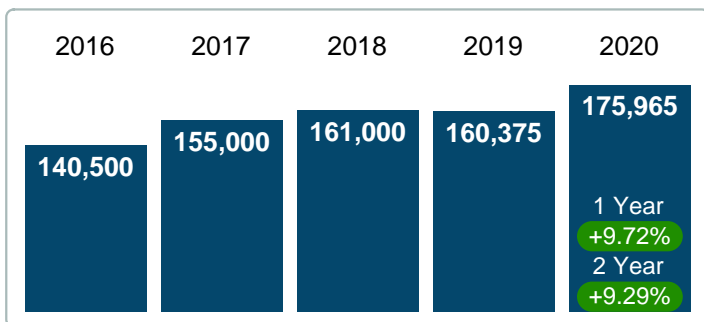
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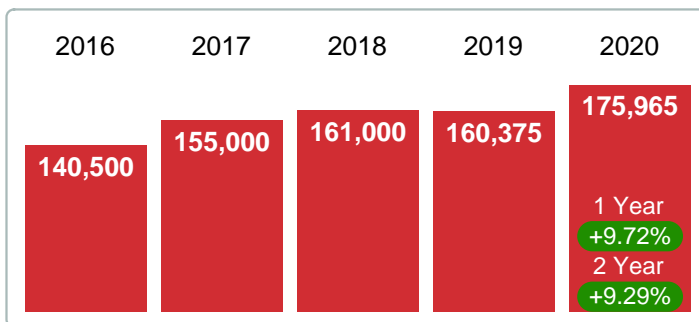
MEDIAN SOLD PRICE AT CLOSING

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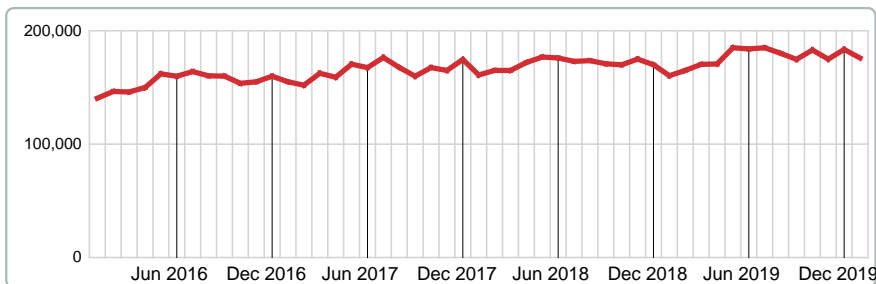
JANUARY



YEAR TO DATE (YTD)

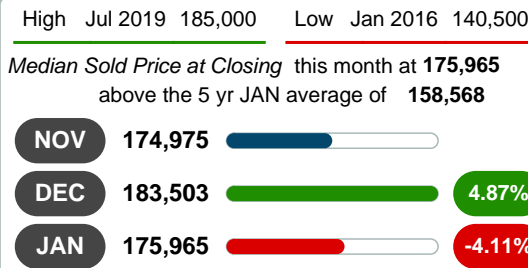


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 158,568



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	38	6.13%	33,500	30,000	35,000	33,500	0	
\$50,001 - \$100,000	83	13.39%	80,500	80,000	80,250	92,000	88,000	
\$100,001 - \$125,000	45	7.26%	115,400	115,000	114,813	116,000	0	
\$125,001 - \$200,000	203	32.74%	161,500	147,000	160,000	177,291	190,000	
\$200,001 - \$250,000	102	16.45%	219,950	217,500	220,000	217,000	221,950	
\$250,001 - \$350,000	79	12.74%	285,000	285,000	289,000	285,000	275,000	
\$350,001 and up	70	11.29%	416,500	377,500	402,767	399,450	550,000	
Median Sold Price		175,965		90,000	161,463	230,335	341,000	
Total Closed Units		620	100%	175,965	76	337	173	34
Total Closed Volume		127,305,610		7.79M	59.15M	45.47M	14.89M	

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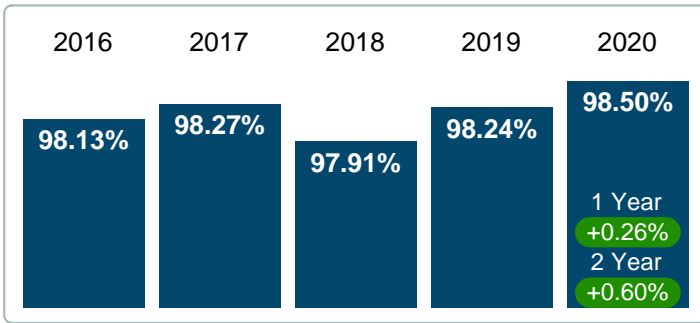
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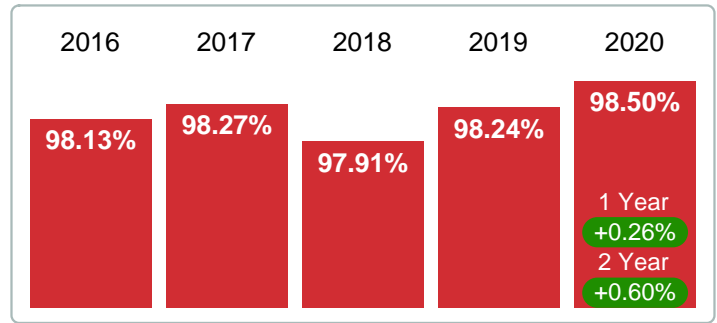
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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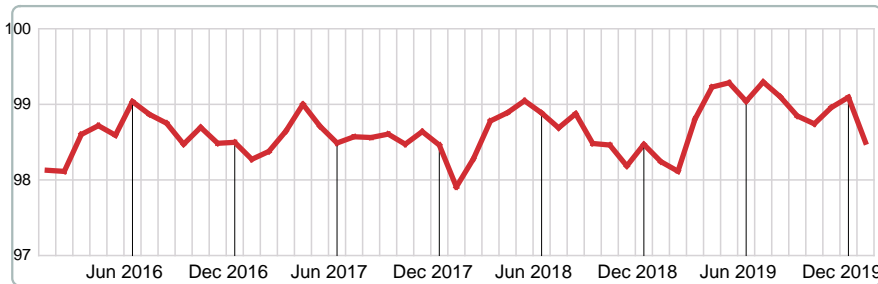
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

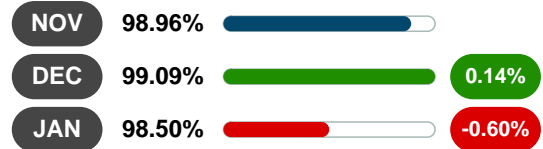


3 MONTHS

5 year JAN AVG = 98.21%

High Jul 2019 99.30% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **98.50%**
equal to 5 yr JAN average of **98.21%**



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	38	6.13%	89.83%	90.00%	91.67%	83.96%	0.00%
\$50,001 - \$100,000	83	13.39%	95.96%	96.65%	95.55%	98.68%	84.70%
\$100,001 - \$125,000	45	7.26%	100.00%	99.67%	100.00%	100.00%	0.00%
\$125,001 - \$200,000	203	32.74%	100.00%	98.20%	100.00%	100.00%	100.00%
\$200,001 - \$250,000	102	16.45%	99.43%	98.02%	100.00%	99.34%	95.53%
\$250,001 - \$350,000	79	12.74%	98.18%	98.47%	98.75%	97.97%	98.15%
\$350,001 and up	70	11.29%	97.00%	95.57%	98.41%	97.58%	95.75%
Median Sold/List Ratio		98.50%		96.75%	99.14%	98.36%	96.62%
Total Closed Units		620	100%	76	337	173	34
Total Closed Volume		127,305,610		7.79M	59.15M	45.47M	14.89M

January 2020



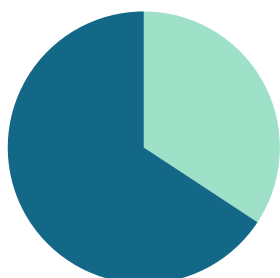
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

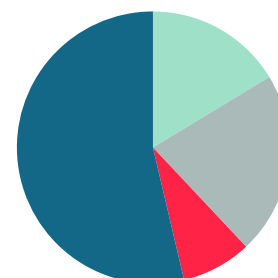


Inventory
 New Listings
1,083 = 34.25%
 Start Inventory
2,079
 Total Inventory Units
3,162
 Volume
\$1,020,443,573

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%
Median List Price	165,000	179,319	8.68%	165,000	179,319	8.68%
Median Sale Price	160,375	175,965	9.72%	160,375	175,965	9.72%
Median Percent of Selling Price to List Price	98.24%	98.50%	0.26%	98.24%	98.50%	0.26%
Median Days on Market to Sale	31.00	22.00	-29.03%	31.00	22.00	-29.03%
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

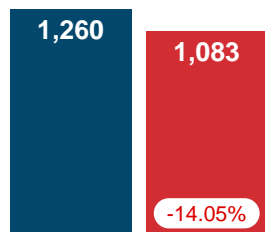
Inventory on January 31, 2020 = **2,037**

2019 **2020**

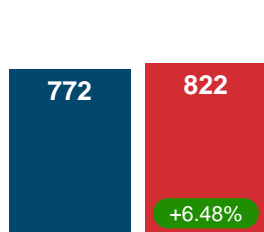
JANUARY MARKET

MEDIAN PRICES

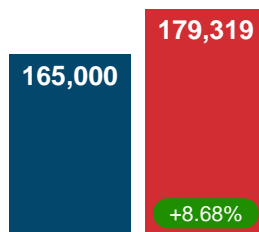
New Listings



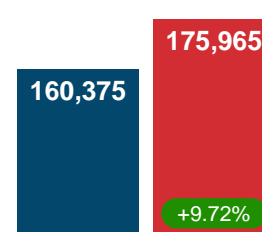
Pending Listings



List Price



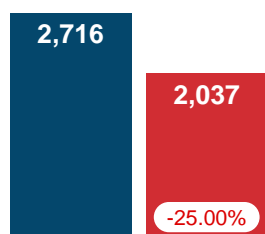
Sale Price



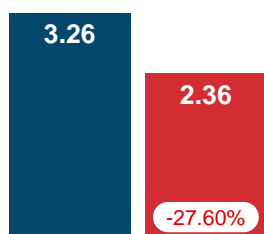
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

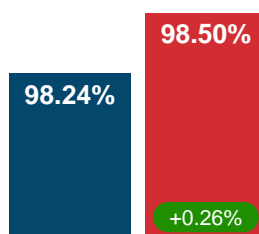
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

