

February 2020



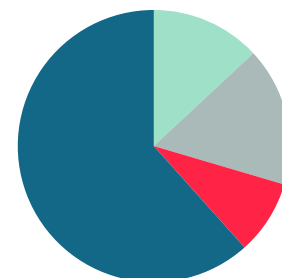
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	February 2020	+/-%
Closed Listings	1,102	1,101	-0.09%
Pending Listings	1,368	1,394	1.90%
New Listings	2,156	2,051	-4.87%
Average List Price	170,099	200,395	17.81%
Average Sale Price	164,712	192,028	16.58%
Average Percent of Selling Price to List Price	97.19%	97.41%	0.22%
Average Days on Market to Sale	51.95	41.50	-20.11%
End of Month Inventory	7,611	5,200	-31.68%
Months Supply of Inventory	5.49	3.55	-35.41%



■ Closed (13.05%)
■ Pending (16.52%)
■ Other OffMarket (8.82%)
■ Active (61.62%)

Absorption: Last 12 months, an Average of **1,466** Sales/Month
Active Inventory as of February 29, 2020 = **5,200**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **31.68%** to 5,200 existing homes available for sale. Over the last 12 months this area has had an average of 1,466 closed sales per month. This represents an unsold inventory index of **3.55** 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 **16.58%** in February 2020 to \$192,028 versus the previous year at \$164,712.

Average Days on Market Shortens

The average number of **41.50** days that homes spent on the market before selling decreased by 10.45 days or **20.11%** in February 2020 compared to last year's same month at **51.95** DOM.

Sales Success for February 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 2,051 New Listings in February 2020, down **4.87%** from last year at 2,156. Furthermore, there were 1,101 Closed Listings this month versus last year at 1,102, a **-0.09%** decrease.

Closed versus Listed trends yielded a **53.7%** ratio, up from previous year's, February 2019, at **51.1%**, a **5.02%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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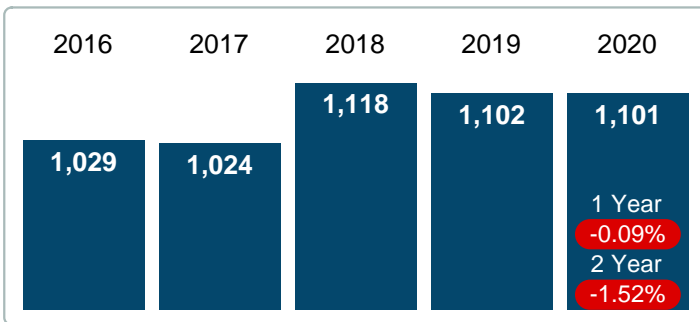
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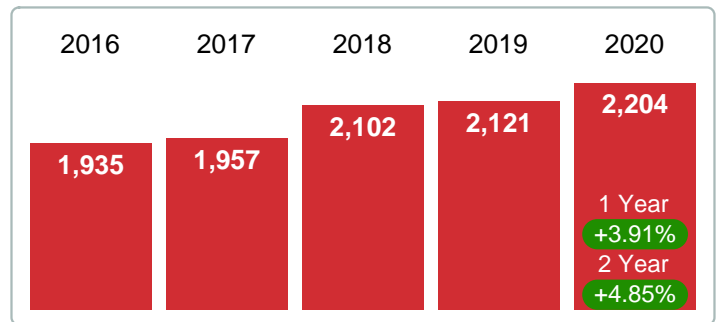
CLOSED LISTINGS

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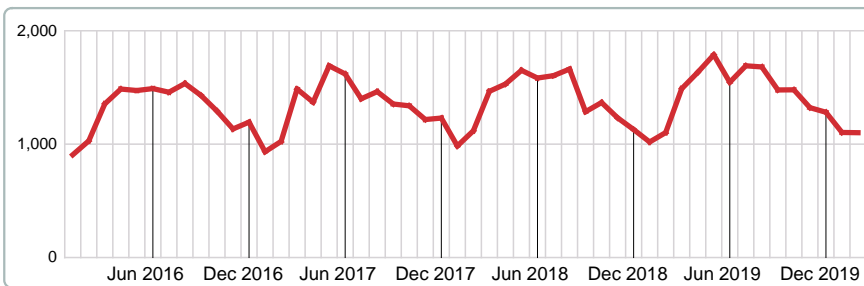
FEBRUARY



YEAR TO DATE (YTD)

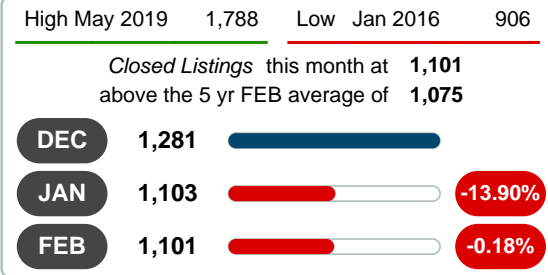


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,075



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	238	21.62%	43.4	98	109	27	4
\$75,001-\$125,000	134	12.17%	31.9	32	93	9	0
\$125,001-\$175,000	242	21.98%	31.1	33	187	21	1
\$175,001-\$250,000	235	21.34%	40.2	17	125	88	5
\$250,001-\$350,000	131	11.90%	51.0	10	45	68	8
\$350,001 and up	121	10.99%	61.4	10	33	57	21
Total Closed Units	1,101			200	592	270	39
Total Closed Volume	211,422,711	100%	41.5	26.59M	94.23M	70.61M	20.00M
Average Closed Price	\$192,028			\$132,927	\$159,167	\$261,524	\$512,791

February 2020



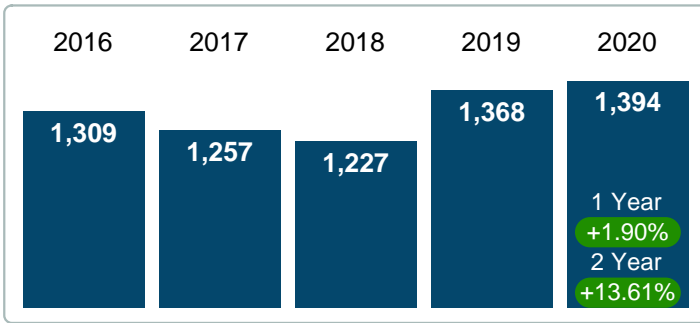
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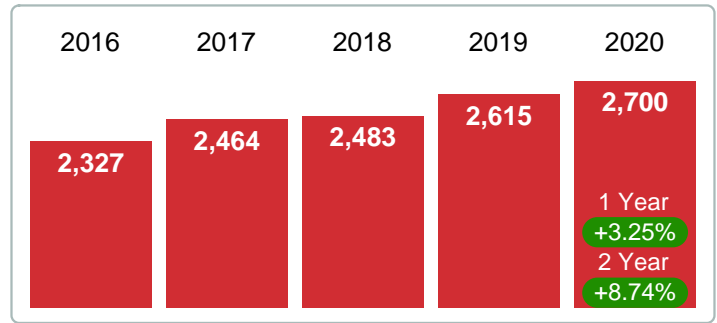
PENDING LISTINGS

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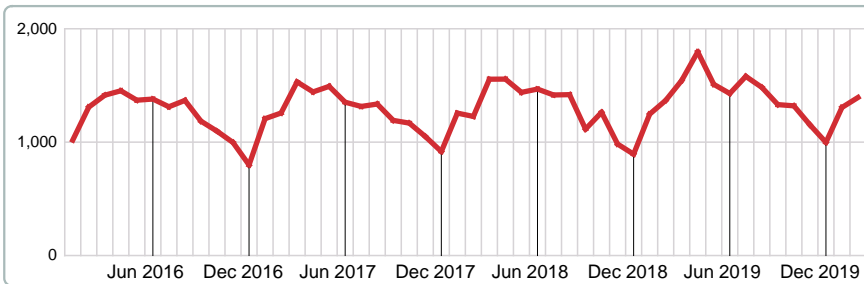
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

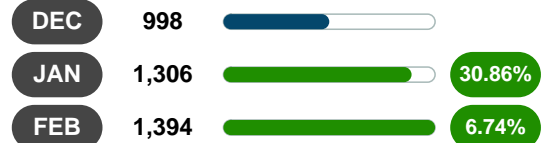


3 MONTHS

5 year FEB AVG = 1,311

High Apr 2019 1,796 Low Dec 2016 799

Pending Listings this month at **1,394**
above the 5 yr FEB average of **1,311**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	142	10.19%	49.0	80	52	9	1
\$50,001 - \$100,000	167	11.98%	41.4	74	83	10	0
\$100,001 - \$125,000	106	7.60%	36.8	18	75	13	0
\$125,001 - \$200,000	446	31.99%	36.5	52	323	65	6
\$200,001 - \$250,000	185	13.27%	41.4	10	86	83	6
\$250,001 - \$350,000	187	13.41%	51.8	9	74	95	9
\$350,001 and up	161	11.55%	53.9	10	31	99	21
Total Pending Units	1,394			253	724	374	43
Total Pending Volume	279,939,842	100%	34.0	29.72M	124.67M	107.14M	18.41M
Average Listing Price	\$153,465			\$117,469	\$172,200	\$286,467	\$428,098

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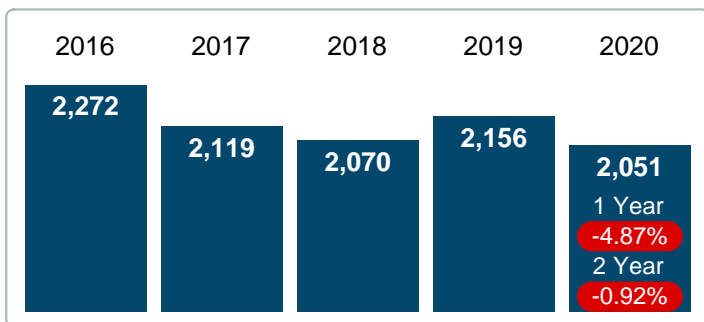
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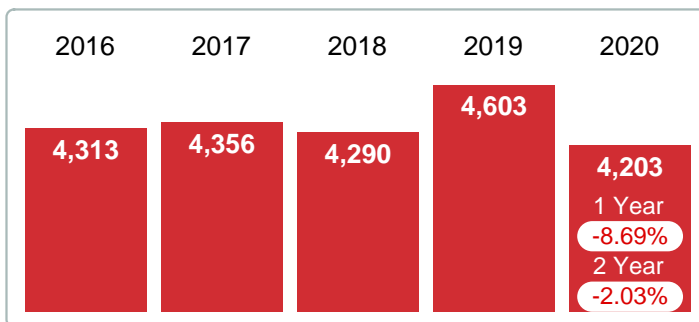
NEW LISTINGS

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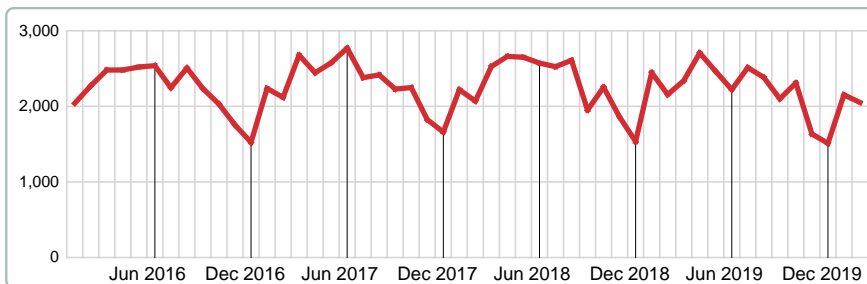
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2,134

High Jun 2017 2,770 Low Dec 2019 1,511

New Listings this month at 2,051 below the 5 yr FEB average of 2,134



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	458	22.33%	262	150	44	2
\$75,001-\$125,000	217	10.58%	79	117	19	2
\$125,001-\$225,000	609	29.69%	120	363	117	9
\$225,001-\$325,000	304	14.82%	40	127	121	16
\$325,001-\$475,000	261	12.73%	27	68	135	31
\$475,001 and up	202	9.85%	56	24	84	38
Total New Listed Units	2,051		584	849	520	98
Total New Listed Volume	507,633,775	100%	128.33M	157.65M	169.58M	52.08M
Average New Listed Listing Price	\$155,155		\$219,743	\$185,688	\$326,111	\$531,395

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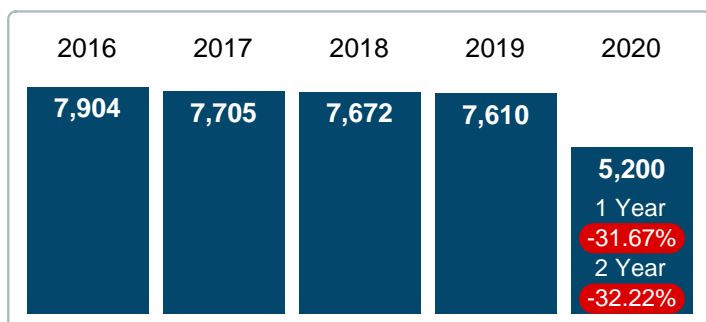
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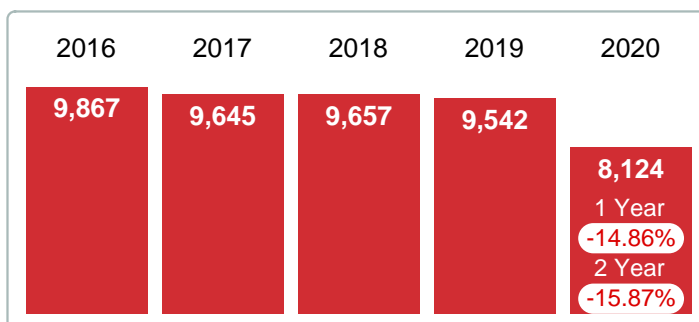
ACTIVE INVENTORY

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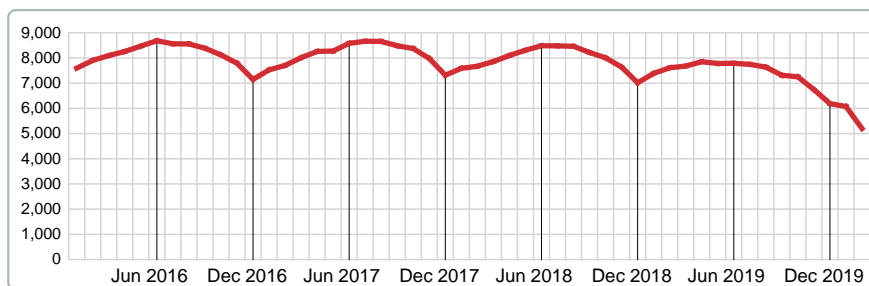
END OF FEBRUARY



ACTIVE DURING FEBRUARY

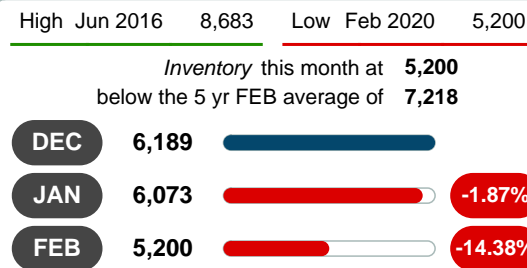


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 7,218



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	504	9.69%	75.5	307	150	39	8
\$25,001 - \$50,000	422	8.12%	82.2	362	52	8	0
\$50,001 - \$125,000	915	17.60%	78.3	584	273	52	6
\$125,001 - \$250,000	1,356	26.08%	69.1	425	625	284	22
\$250,001 - \$375,000	777	14.94%	77.9	141	250	333	53
\$375,001 - \$600,000	705	13.56%	77.5	127	117	348	113
\$600,001 and up	521	10.02%	84.3	225	38	139	119
Total Active Inventory by Units			5,200	2,171	1,505	1,203	321
Total Active Inventory by Volume			1,600,157,457	606.39M	309.93M	470.07M	213.77M
Average Active Inventory Listing Price			\$307,723	\$279,315	\$205,932	\$390,747	\$665,946

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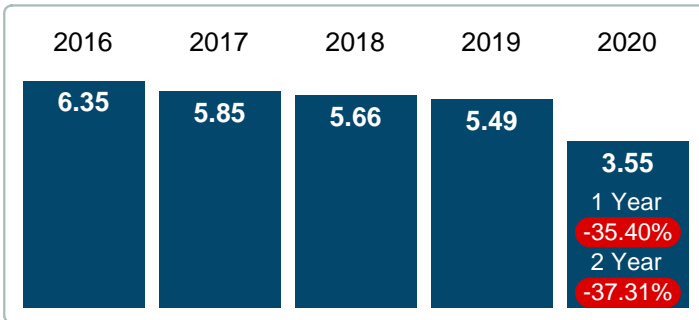
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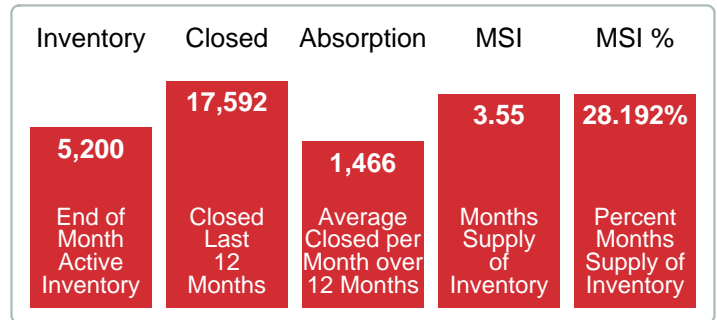
MONTHS SUPPLY of INVENTORY (MSI)

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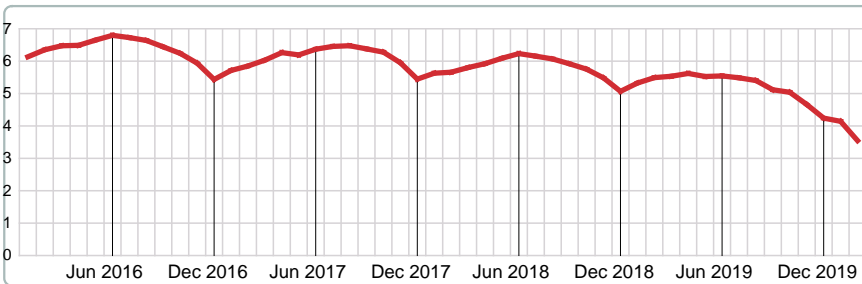
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

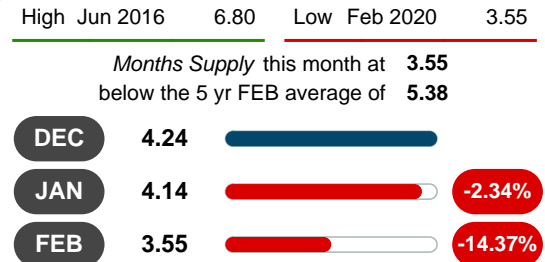


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 5.38



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
\$25,000 and less	504	9.69%	2.97	5.65	1.71	1.53	3.10
\$25,001 - \$50,000	422	8.12%	6.62	8.94	2.62	2.46	0.00
\$50,001 - \$125,000	915	17.60%	3.29	6.75	1.61	2.59	3.43
\$125,001 - \$250,000	1,356	26.08%	2.12	7.98	1.52	1.75	1.69
\$250,001 - \$375,000	777	14.94%	3.87	15.11	3.79	3.08	3.03
\$375,001 - \$600,000	705	13.56%	8.28	25.83	6.24	7.69	6.95
\$600,001 and up	521	10.02%	18.61	67.50	9.91	10.90	14.72
Market Supply of Inventory (MSI)			3.55	8.61	1.94	3.19	5.41
Total Active Inventory by Units		100%	5,200	2,171	1,505	1,203	321

February 2020



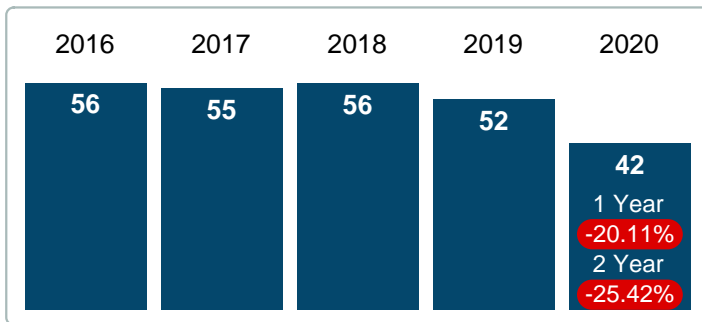
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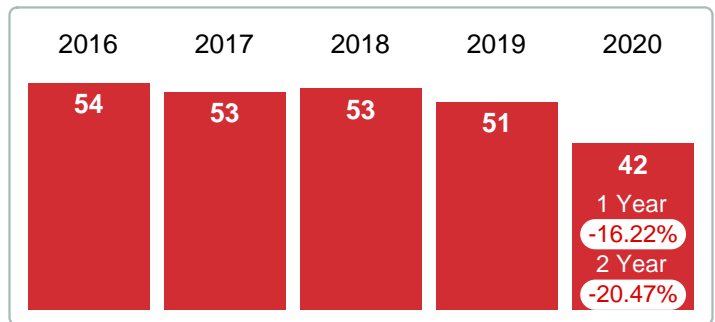
AVERAGE DAYS ON MARKET TO SALE

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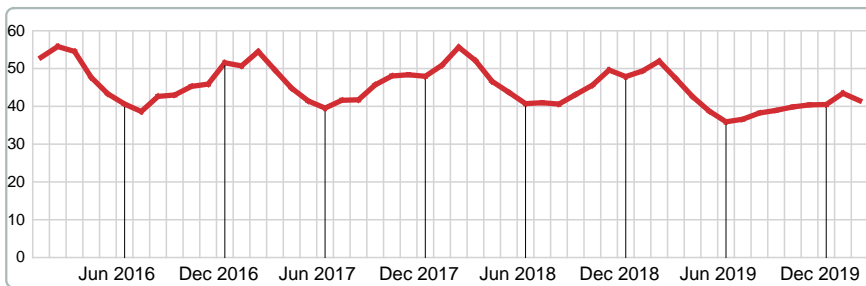
FEBRUARY



YEAR TO DATE (YTD)

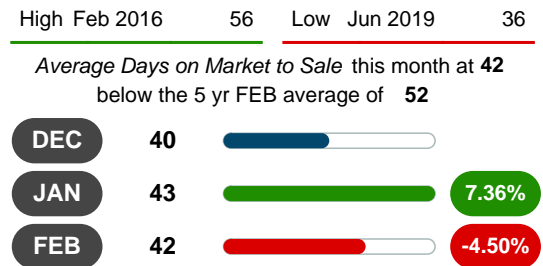


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 52



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	238	21.62%	43	49	41	37	31
\$75,001-\$125,000	134	12.17%	32	35	32	27	0
\$125,001-\$175,000	242	21.98%	31	41	28	44	47
\$175,001-\$250,000	235	21.34%	40	33	41	41	46
\$250,001-\$350,000	131	11.90%	51	62	48	49	67
\$350,001 and up	121	10.99%	61	78	57	53	84
Average Closed DOM			42	46	37	45	69
Total Closed Units		100%	42	200	592	270	39
Total Closed Volume			211,422,711	26.59M	94.23M	70.61M	20.00M

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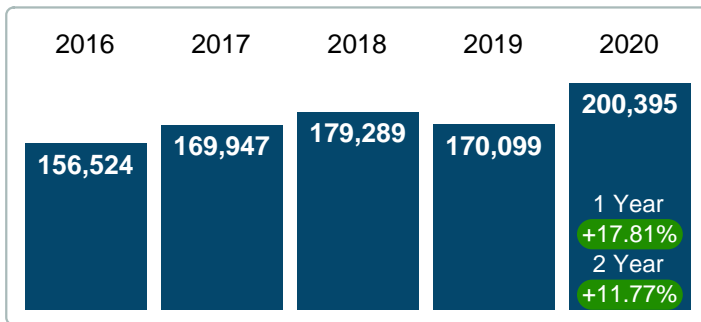
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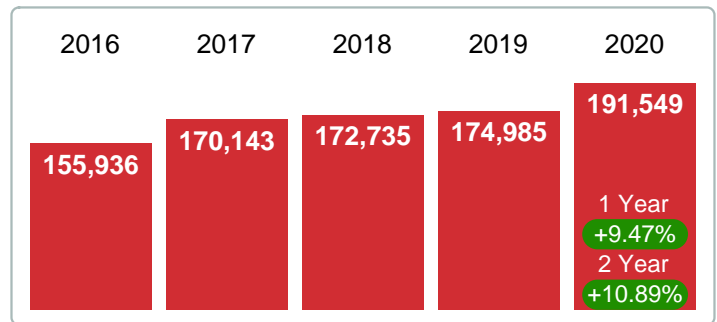
AVERAGE LIST PRICE AT CLOSING

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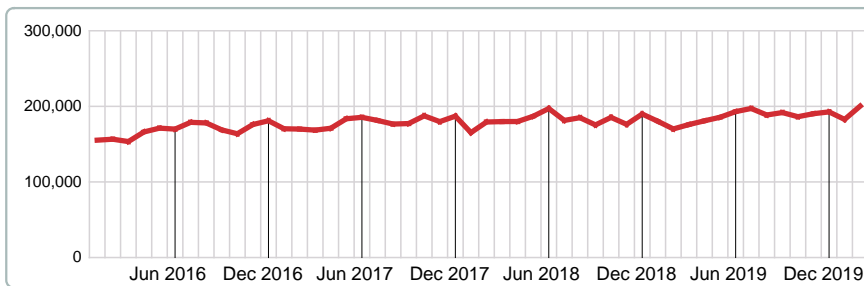
FEBRUARY



YEAR TO DATE (YTD)

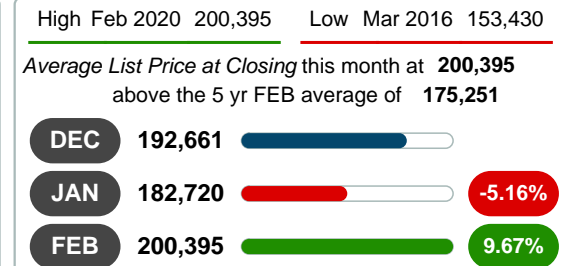


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 175,251



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	230	20.89%	23,995	33,035	21,931	18,409	36,180
\$75,001-\$125,000	130	11.81%	102,789	104,681	105,590	120,167	0
\$125,001-\$175,000	240	21.80%	152,860	156,679	155,399	161,222	164,900
\$175,001-\$250,000	243	22.07%	209,899	207,235	209,089	217,890	214,160
\$250,001-\$350,000	130	11.81%	292,164	314,890	290,793	298,372	309,987
\$350,001 and up	128	11.63%	594,374	1,255,700	473,808	484,546	838,732
Average List Price			200,395	154,933	162,377	266,841	550,607
Total Closed Units		100%	200,395	200	592	270	39
Total Closed Volume			220,634,607	30.99M	96.13M	72.05M	21.47M

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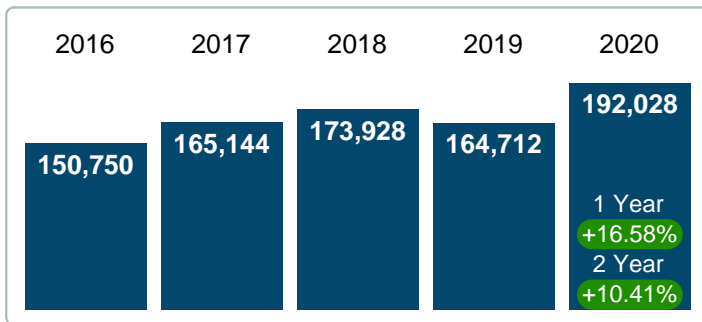
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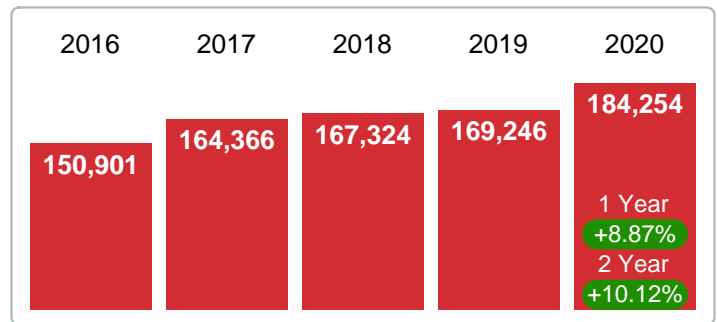
AVERAGE SOLD PRICE AT CLOSING

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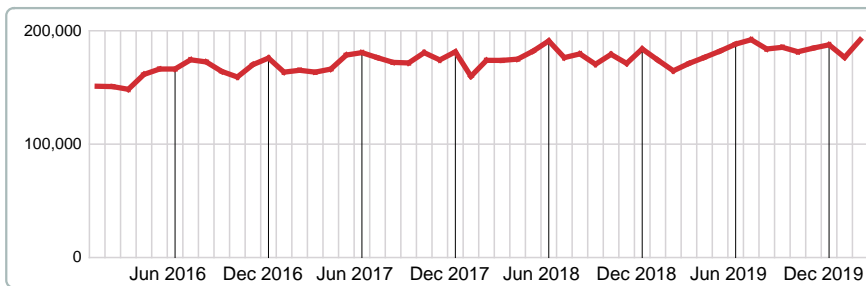
FEBRUARY



YEAR TO DATE (YTD)

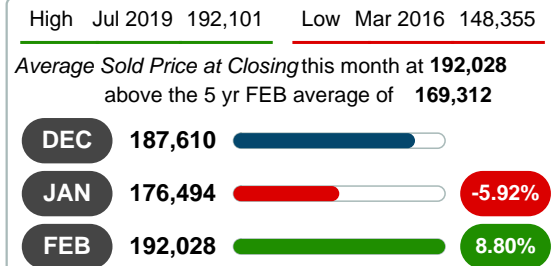


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 169,312



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	238	21.62%	23,964	30,112	19,893	17,086	30,680
\$75,001-\$125,000	134	12.17%	102,454	101,008	101,945	112,858	0
\$125,001-\$175,000	242	21.98%	152,686	147,056	153,016	157,999	165,000
\$175,001-\$250,000	235	21.34%	209,525	199,662	206,409	215,533	215,200
\$250,001-\$350,000	131	11.90%	291,760	295,430	285,719	293,545	305,987
\$350,001 and up	121	10.99%	558,526	920,085	463,789	471,730	770,821
Average Sold Price	192,028			132,927	159,167	261,524	512,791
Total Closed Units	1,101	100%	192,028	200	592	270	39
Total Closed Volume	211,422,711			26.59M	94.23M	70.61M	20.00M

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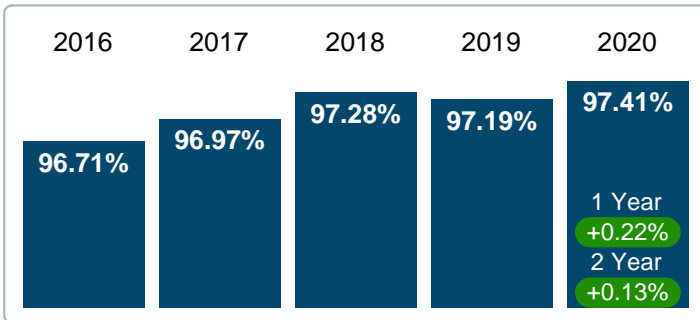
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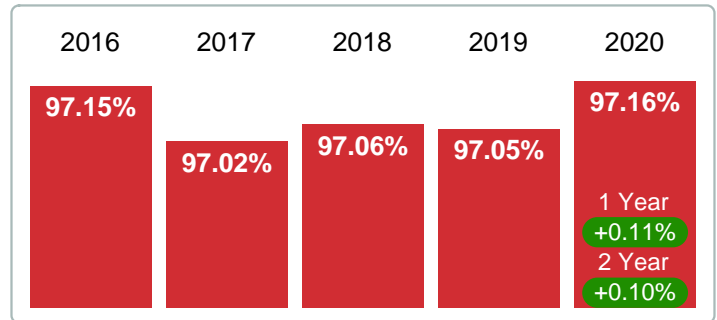
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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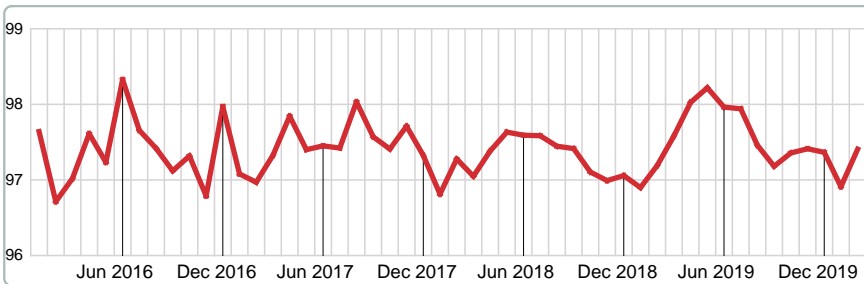
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

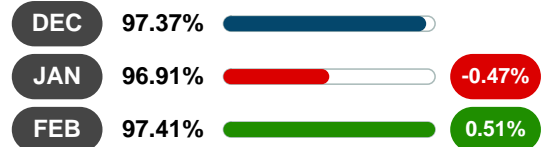


3 MONTHS

5 year FEB AVG = 97.11%

High Jun 2016 98.33% Low Feb 2016 96.71%

Average Sold/List Ratio this month at **97.41%**
equal to 5 yr FEB average of **97.11%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	238	21.62%	95.49%	93.60%	96.95%	96.97%	92.00%
\$75,001-\$125,000	134	12.17%	96.86%	96.79%	97.13%	94.29%	0.00%
\$125,001-\$175,000	242	21.98%	98.16%	95.47%	98.60%	98.28%	100.06%
\$175,001-\$250,000	235	21.34%	98.79%	96.62%	98.87%	98.97%	100.63%
\$250,001-\$350,000	131	11.90%	98.13%	94.41%	98.35%	98.46%	98.72%
\$350,001 and up	121	10.99%	96.83%	89.82%	97.96%	98.12%	94.90%
Average Sold/List Ratio		97.40%		94.52%	98.07%	98.25%	96.25%
Total Closed Units		1,101	100%	200	592	270	39
Total Closed Volume		211,422,711		26.59M	94.23M	70.61M	20.00M

February 2020



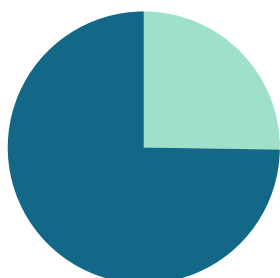
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Mar 11, 2020 for MLS Technology Inc.

INVENTORY

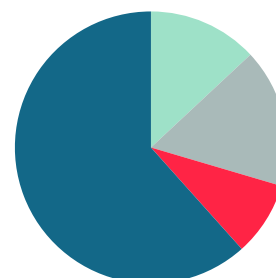


Inventory
 New Listings
2,051 = 25.25%
 Start Inventory
6,073
 Total Inventory Units
8,124
 Volume
\$2,272,921,081

Market Activity

Closed Sales
1,101 = 13.05%
 Pending Sales
1,394 = 16.52%
 Other Off Market
744 = 8.82%
 Active Inventory
5,200 = 61.62%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,102	1,101	-0.09%	2,121	2,204	3.91%
Pending Sales	1,368	1,394	1.90%	2,615	2,700	3.25%
New Listings	2,156	2,051	-4.87%	4,603	4,203	-8.69%
Average List Price	170,099	200,395	17.81%	174,985	191,549	9.47%
Average Sale Price	164,712	192,028	16.58%	169,246	184,254	8.87%
Average Percent of Selling Price to List Price	97.19%	97.41%	0.22%	97.05%	97.16%	0.11%
Average Days on Market to Sale	51.95	41.50	-20.11%	50.70	42.48	-16.22%
Monthly Inventory	7,611	5,200	-31.68%	7,611	5,200	-31.68%
Months Supply of Inventory	5.49	3.55	-35.41%	5.49	3.55	-35.41%

Absorption: Last 12 months, an Average of **1,466** Sales/Month

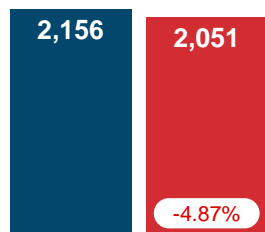
Inventory on February 29, 2020 = **5,200**

2019 **2020**

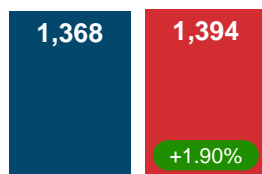
FEBRUARY MARKET

AVERAGE PRICES

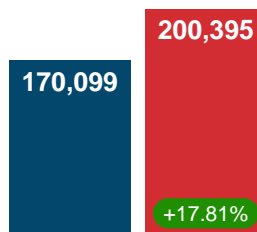
New Listings



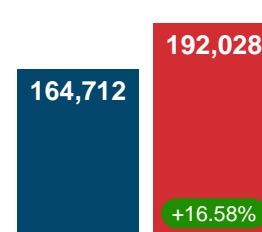
Pending Listings



List Price



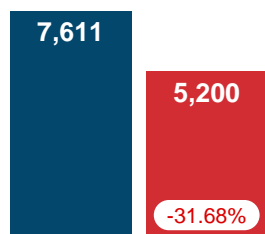
Sale Price



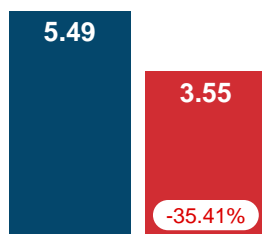
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

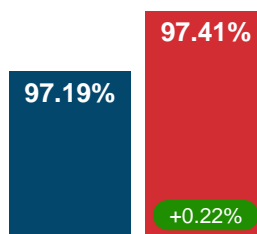
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

