

August 2020



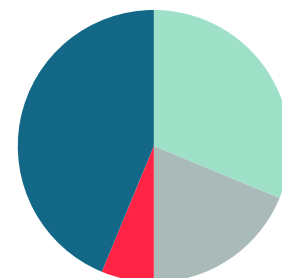
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 26, 2021 for MLS Technology Inc.

Compared Metrics	2019	August 2020	+/-%
Closed Listings	14	5	-64.29%
Pending Listings	6	3	-50.00%
New Listings	13	6	-53.85%
Median List Price	1,620	2,450	51.23%
Median Sale Price	1,620	2,400	48.15%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	29.50	14.00	-52.54%
End of Month Inventory	20	7	-65.00%
Months Supply of Inventory	1.95	0.81	-58.61%



■ Closed (31.25%)
■ Pending (18.75%)
■ Other OffMarket (6.25%)
■ Active (43.75%)

Absorption: Last 12 months, an Average of **9** Sales/Month
Active Inventory as of August 31, 2020 = **7**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **65.00%** to 7 existing homes available for sale. Over the last 12 months this area has had an average of 9 closed sales per month. This represents an unsold inventory index of **0.81** 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 **48.15%** in August 2020 to \$2,400 versus the previous year at \$1,620.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 15.50 days or **52.54%** in August 2020 compared to last year's same month at **29.50** DOM.

Sales Success for August 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 6 New Listings in August 2020, down **53.85%** from last year at 13. Furthermore, there were 5 Closed Listings this month versus last year at 14, a **-64.29%** decrease.

Closed versus Listed trends yielded a **83.3%** ratio, down from previous year's, August 2019, at **107.7%**, a **22.62%** downswing. 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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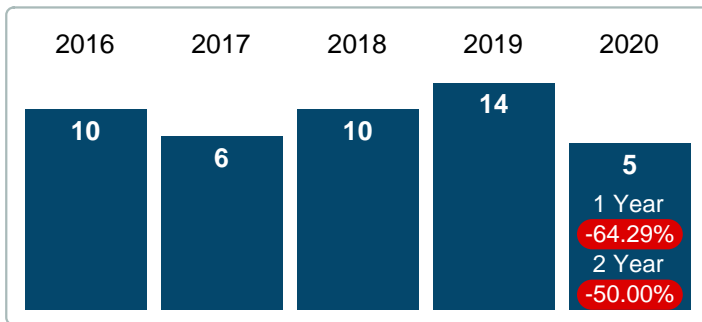
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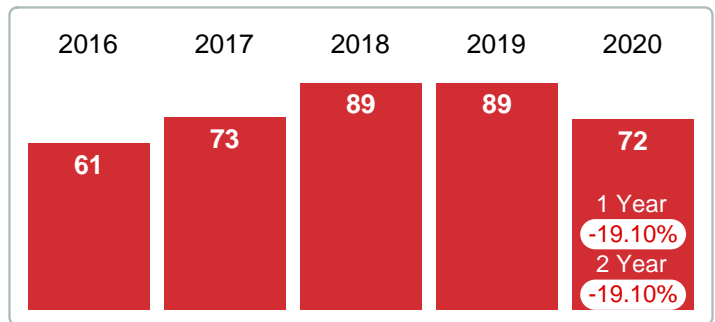
CLOSED LISTINGS

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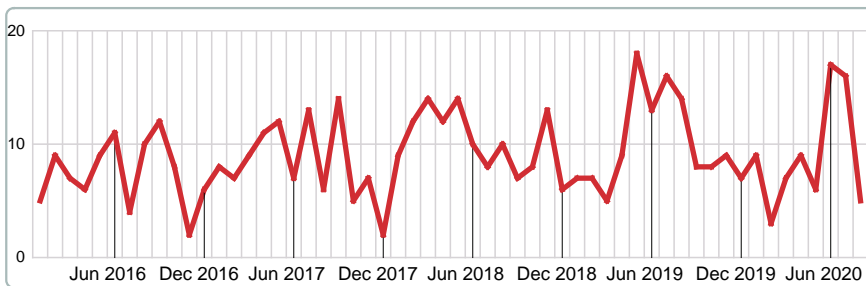
AUGUST



YEAR TO DATE (YTD)

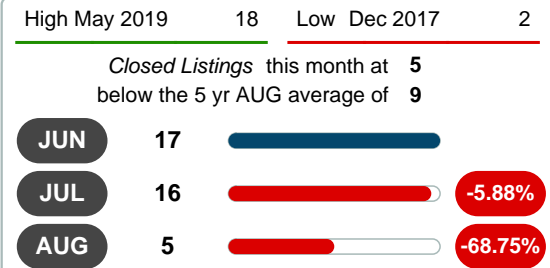


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 9



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 and up	5	100.00%	14.0	0	3	1	1
Total Closed Units	5			0	3	1	1
Total Closed Volume	11,690	100%	14.0	0.00B	6,095	2,800	2,795
Median Closed Price	\$2,400			\$0	\$2,200	\$2,800	\$2,795

August 2020



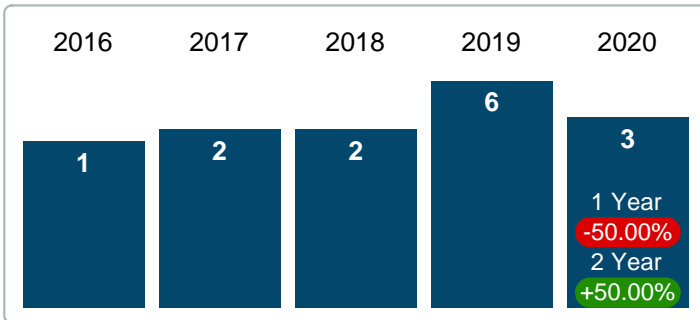
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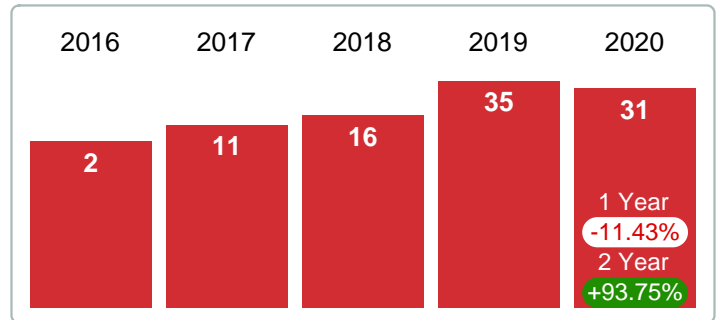
PENDING LISTINGS

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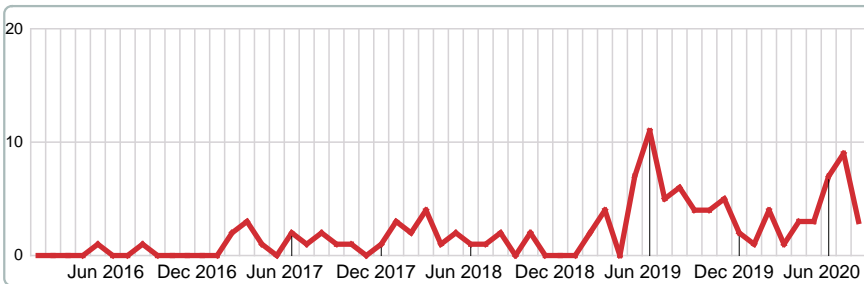
AUGUST



YEAR TO DATE (YTD)

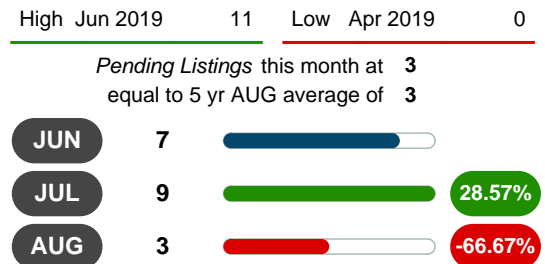


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	14.0	0	0	0	0
\$1-\$0	0	0.00%	14.0	0	0	0	0
\$1-\$0	0	0.00%	14.0	0	0	0	0
\$1-\$0	0	0.00%	14.0	0	0	0	0
\$1-\$0	0	0.00%	14.0	0	0	0	0
\$1-\$0	0	0.00%	14.0	0	0	0	0
\$1 and up	3	100.00%	11.0	0	2	1	0
Total Pending Units	3			0	2	1	0
Total Pending Volume	5,890	100%	11.0	0.00B	3,090	2,800	0.00B
Median Listing Price	\$1,595			\$0	\$1,545	\$2,800	\$0

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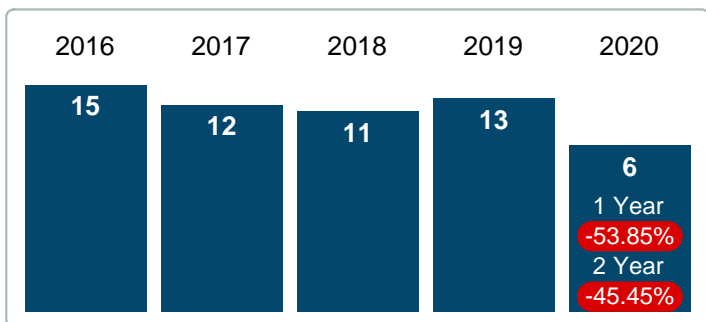
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



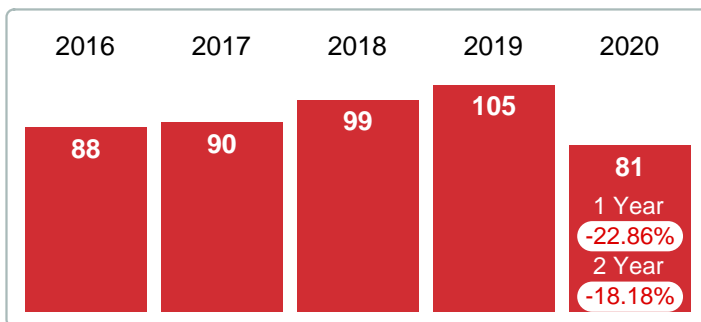
NEW LISTINGS

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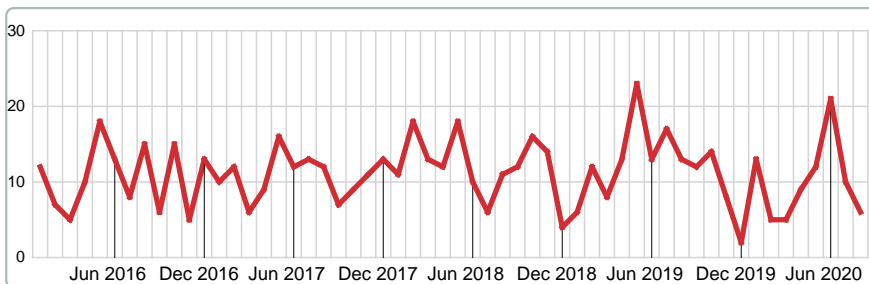
AUGUST



YEAR TO DATE (YTD)

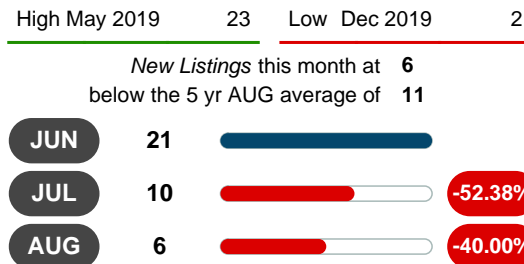


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 11



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1 and up	6	100.00%	0	5	1	0
Total New Listed Units	6		0	5	1	0
Total New Listed Volume	10,085	100%	0.00B	7,285	2,800	0.00B
Median New Listed Listing Price	\$1,470		\$0	\$1,445	\$2,800	\$0

August 2020



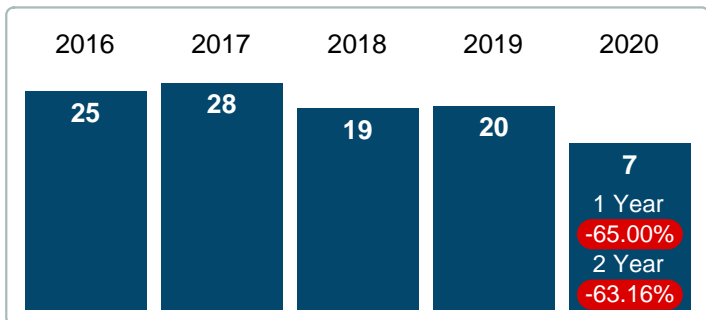
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



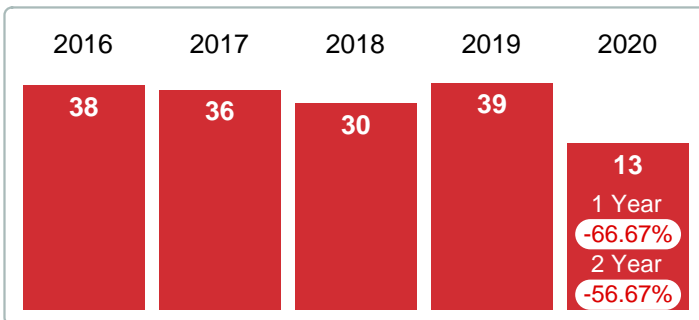
ACTIVE INVENTORY

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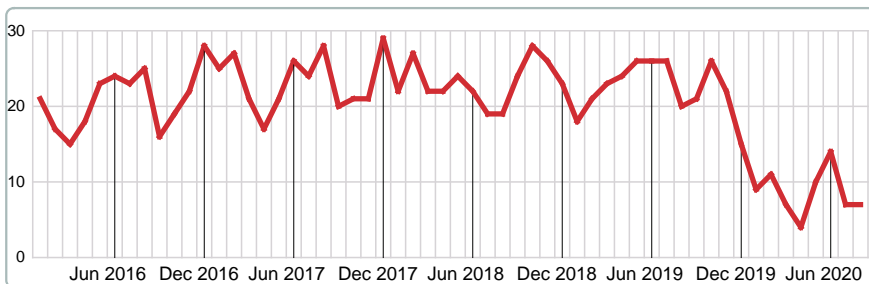
END OF AUGUST



ACTIVE DURING AUGUST

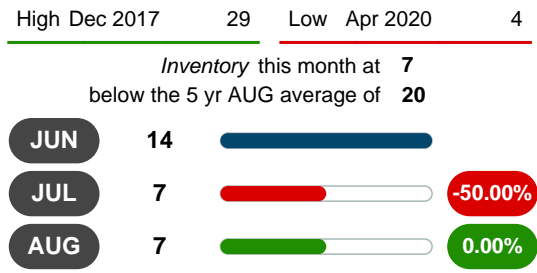


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 20



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	11.0	0	0	0	0
\$1-\$0	0	0.00%	11.0	0	0	0	0
\$1-\$0	0	0.00%	11.0	0	0	0	0
\$1-\$0	0	0.00%	11.0	0	0	0	0
\$1-\$0	0	0.00%	11.0	0	0	0	0
\$1-\$0	0	0.00%	11.0	0	0	0	0
\$1 and up	7	100.00%	16.0	0	4	2	1
Total Active Inventory by Units			7	0	4	2	1
Total Active Inventory by Volume			13,085	0.00B	5,790	5,600	1,695
Median Active Inventory Listing Price			\$1,595	\$0	\$1,423	\$2,800	\$1,695

August 2020



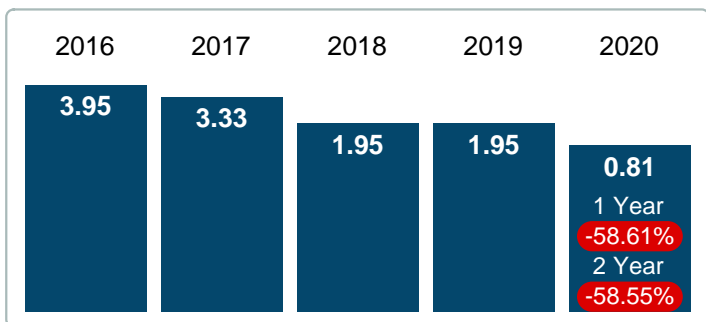
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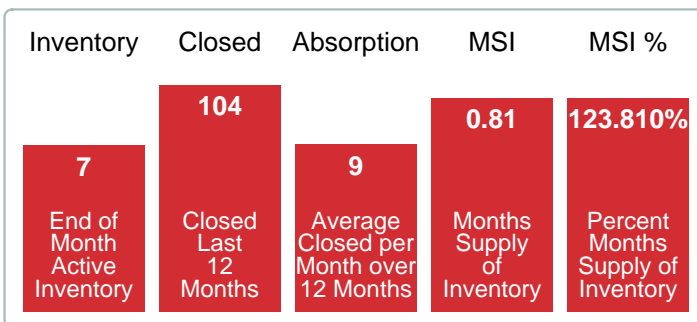
MONTHS SUPPLY of INVENTORY (MSI)

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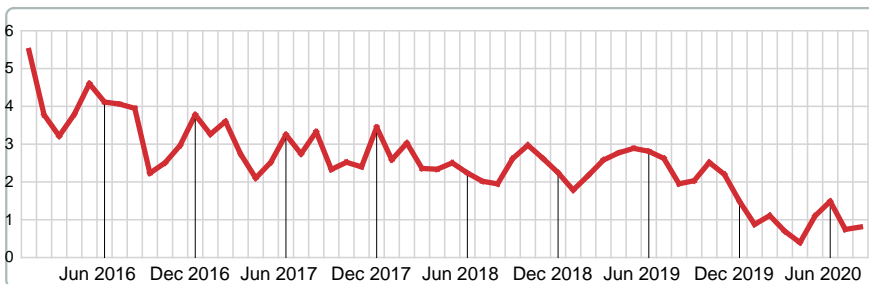
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020



5 YEAR MARKET ACTIVITY TRENDS

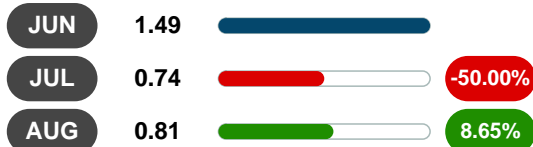


3 MONTHS

5 year AUG AVG = 2.40

High Jan 2016 5.48 Low Apr 2020 0.40

Months Supply this month at **0.81**
below the 5 yr AUG average of **2.40**



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 and up	7	100.00%	0.81	0.00	0.75	0.80	1.71
Market Supply of Inventory (MSI)			0.81	0.00	0.75	0.80	1.71
Total Active Inventory by Units		100%	0.81	0	4	2	1

August 2020



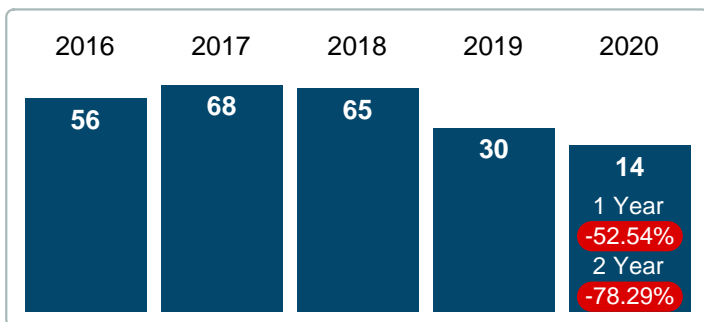
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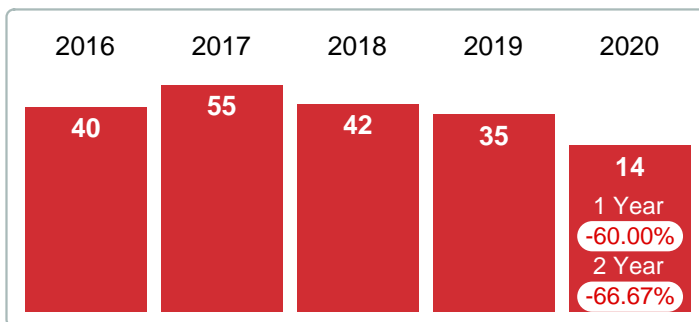
MEDIAN DAYS ON MARKET TO SALE

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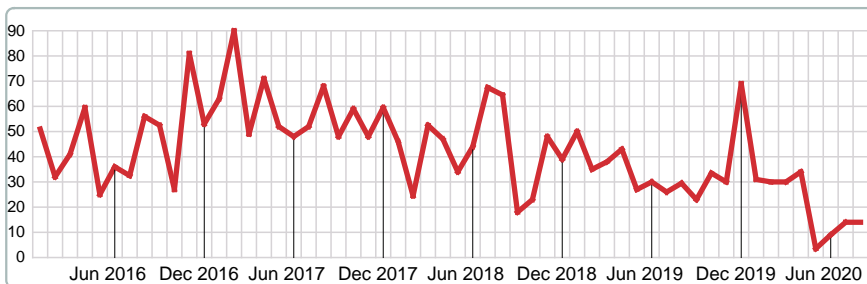
AUGUST



YEAR TO DATE (YTD)

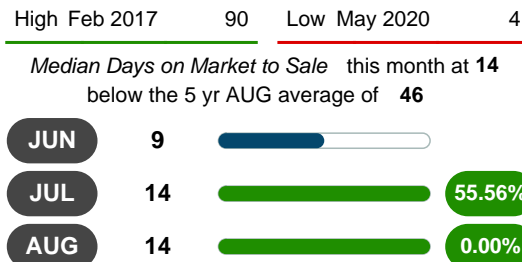


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 46



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
\$0 and less	0	0.00%	16	0	0	0	0
\$1-\$0	0	0.00%	16	0	0	0	0
\$1-\$0	0	0.00%	16	0	0	0	0
\$1-\$0	0	0.00%	16	0	0	0	0
\$1-\$0	0	0.00%	16	0	0	0	0
\$1-\$0	0	0.00%	16	0	0	0	0
\$1 and up	5	100.00%	14	0	8	29	30
Median Closed DOM			14	0	8	29	30
Total Closed Units		100%	14.0		3	1	1
Total Closed Volume			11,690	0.00B	6,095	2,800	2,795

August 2020



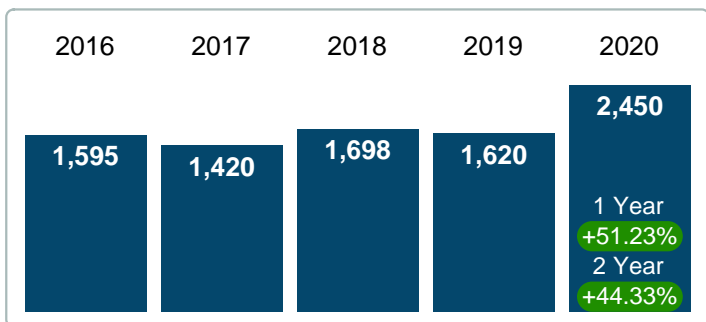
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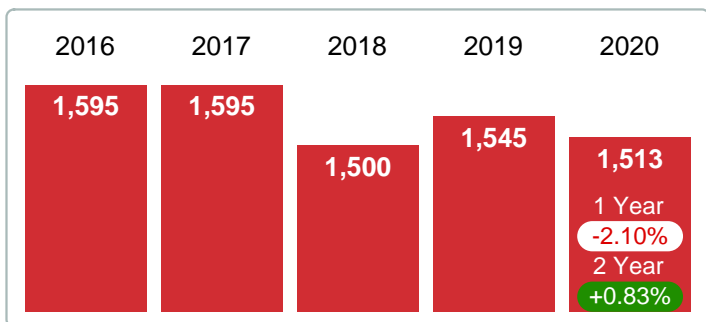
MEDIAN LIST PRICE AT CLOSING

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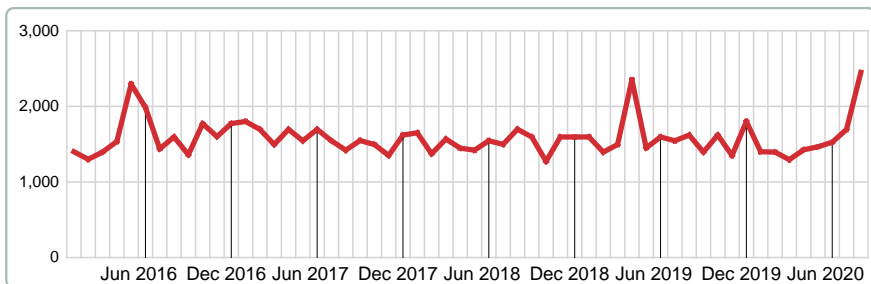
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

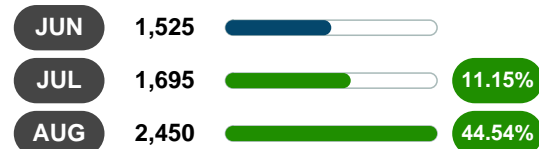


3 MONTHS

5 year AUG AVG = 1,757

High Aug 2020 2,450 Low Oct 2018 1,273

Median List Price at Closing this month at 2,450 above the 5 yr AUG average of 1,757



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
\$0 and less	<div style="width: 0%;"></div> 0	0.00%	14	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	14	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	14	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	14	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	14	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	14	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 5	100.00%	2,450	0	2,200	2,800	2,795
Median List Price			2,450	0	2,200	2,800	2,795
Total Closed Units		100%	2,450		3	1	1
Total Closed Volume			11,740	0.00B	6,145	2,800	2,795

August 2020



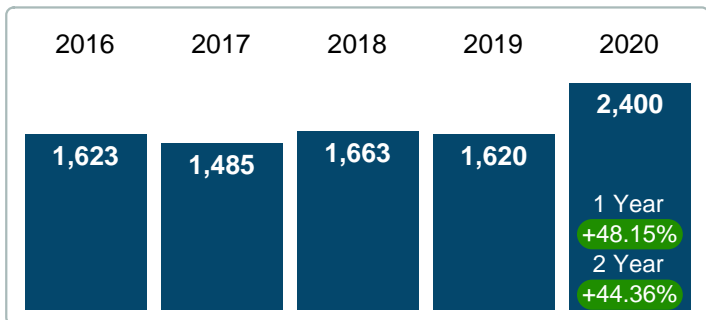
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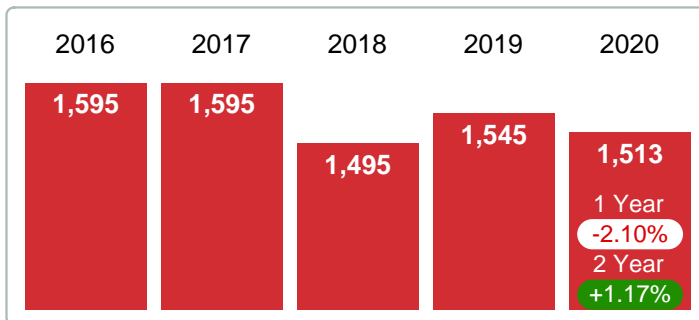
MEDIAN SOLD PRICE AT CLOSING

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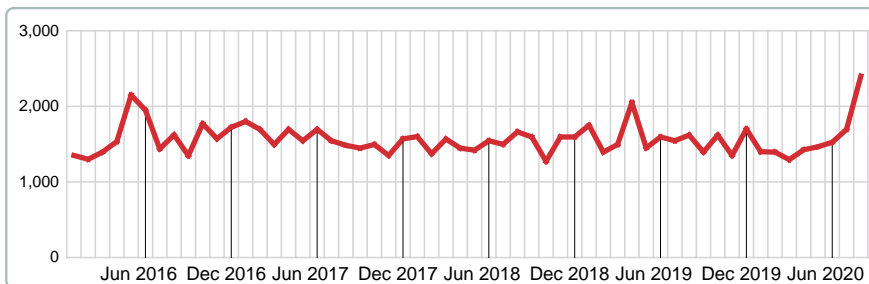
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,758

High Aug 2020 2,400 Low Oct 2018 1,273

Median Sold Price at Closing this month at 2,400 above the 5 yr AUG average of 1,758



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
\$0 and less	<div style="width: 0%;"></div> 0	0.00%	2,450	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	2,450	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	2,450	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	2,450	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	2,450	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	2,450	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 5	100.00%	2,400	0	2,200	2,800	2,795
Median Sold Price			2,400	0	2,200	2,800	2,795
Total Closed Units		100%	2,400		3	1	1
Total Closed Volume			11,690	0.00B	6,095	2,800	2,795

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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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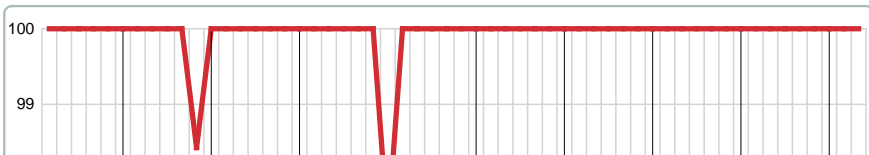
AUGUST

2016	2017	2018	2019	2020
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YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
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5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 100.00%

High Aug 2020 100.00% Low Dec 2017 97.36%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr AUG average of **100.00%**

- JUN 100.00%
- JUL 100.00%
- AUG 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	2,400.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	2,400.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	2,400.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	2,400.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	2,400.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	2,400.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	5	100.00%	100.00%	0.00%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		0.00%	100.00%	100.00%	100.00%
Total Closed Units		5	100%		3	1	1
Total Closed Volume		11,690		0.00B	6,095	2,800	2,795

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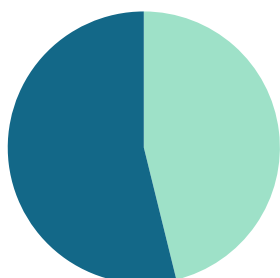
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MARKET SUMMARY

Report produced on Jan 26, 2021 for MLS Technology Inc.

INVENTORY

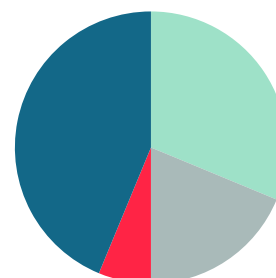


Inventory
 New Listings
6 = 46.15%
 Start Inventory
7
 Total Inventory Units
13
 Volume
\$26,325

Market Activity

Closed Sales
5 = 31.25%
 Pending Sales
3 = 18.75%
 Other Off Market
1 = 6.25%
 Active Inventory
7 = 43.75%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	14	5	-64.29%	89	72	-19.10%
Pending Sales	6	3	-50.00%	35	31	-11.43%
New Listings	13	6	-53.85%	105	81	-22.86%
Median List Price	1,620	2,450	51.23%	1,545	1,513	-2.10%
Median Sale Price	1,620	2,400	48.15%	1,545	1,513	-2.10%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	29.50	14.00	-52.54%	35.00	14.00	-60.00%
Monthly Inventory	20	7	-65.00%	20	7	-65.00%
Months Supply of Inventory	1.95	0.81	-58.61%	1.95	0.81	-58.61%

Absorption: Last 12 months, an Average of **9** Sales/Month

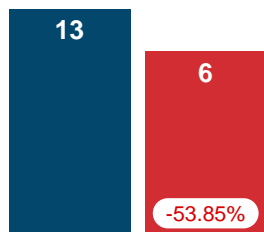
Inventory on August 31, 2020 = **7**

2019 **2020**

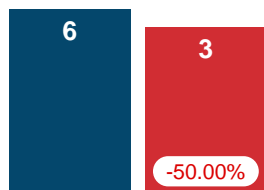
AUGUST MARKET

MEDIAN PRICES

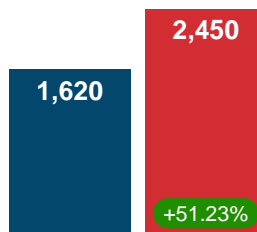
New Listings



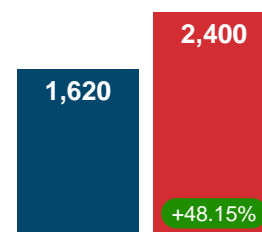
Pending Listings



List Price



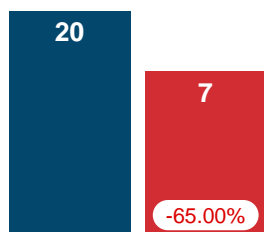
Sale Price



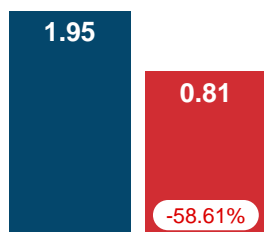
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

