

## December 2020



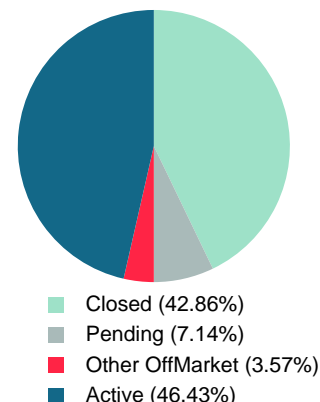
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	18	12	-33.33%
Pending Listings	4	2	-50.00%
New Listings	13	14	7.69%
Average List Price	1,144	1,461	27.65%
Average Sale Price	1,143	1,458	27.48%
Average Percent of Selling Price to List Price	99.89%	100.14%	0.25%
Average Days on Market to Sale	34.56	26.92	-22.11%
End of Month Inventory	22	13	-40.91%
Months Supply of Inventory	1.04	0.76	-26.85%



**Absorption:** Last 12 months, an Average of **17** Sales/Month  
**Active Inventory** as of December 31, 2020 = **13**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **40.91%** to 13 existing homes available for sale. Over the last 12 months this area has had an average of 17 closed sales per month. This represents an unsold inventory index of **0.76** 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 **27.48%** in December 2020 to \$1,458 versus the previous year at \$1,143.

##### Average Days on Market Shortens

The average number of **26.92** days that homes spent on the market before selling decreased by 7.64 days or **22.11%** in December 2020 compared to last year's same month at **34.56** DOM.

##### Sales Success for December 2020 is Positive

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

There were 14 New Listings in December 2020, up **7.69%** from last year at 13. Furthermore, there were 12 Closed Listings this month versus last year at 18, a **-33.33%** decrease.

Closed versus Listed trends yielded a **85.7%** ratio, down from previous year's, December 2019, at **138.5%**, a **38.10%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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

# December 2020



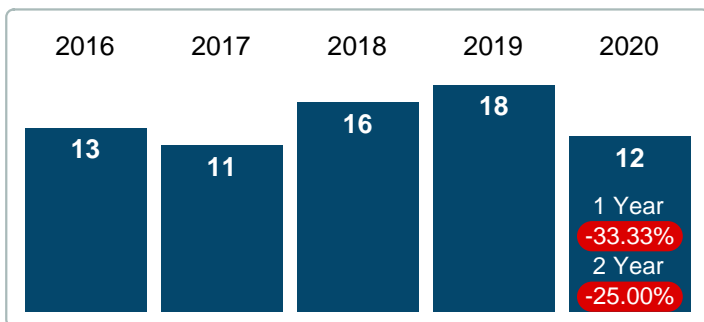
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



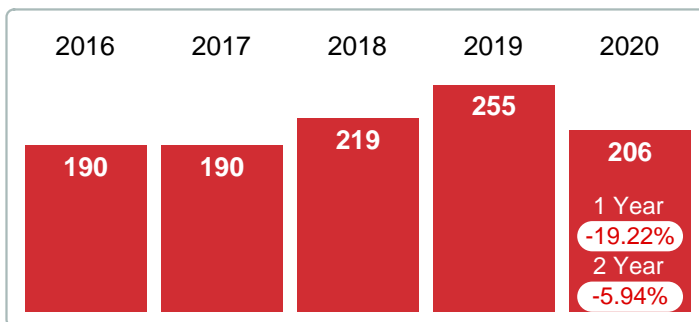
## CLOSED LISTINGS

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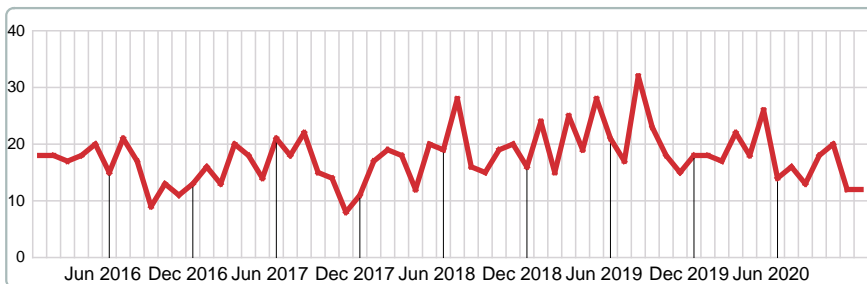
### DECEMBER



### YEAR TO DATE (YTD)

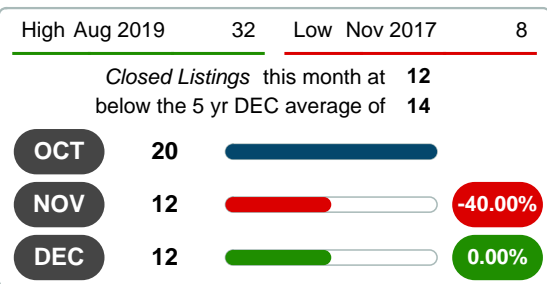


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 14



### 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-\$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	12	100.00%	26.9	0	8	4	0
<b>Total Closed Units</b>	<b>12</b>			<b>0</b>	<b>8</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>17,490</b>	<b>100%</b>	<b>26.9</b>	<b>0.00B</b>	<b>11.20K</b>	<b>6,295</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,458</b>			<b>\$0</b>	<b>\$1,399</b>	<b>\$1,574</b>	<b>\$0</b>

# December 2020



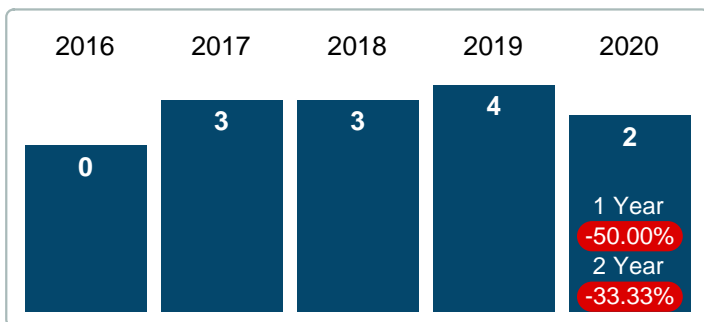
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



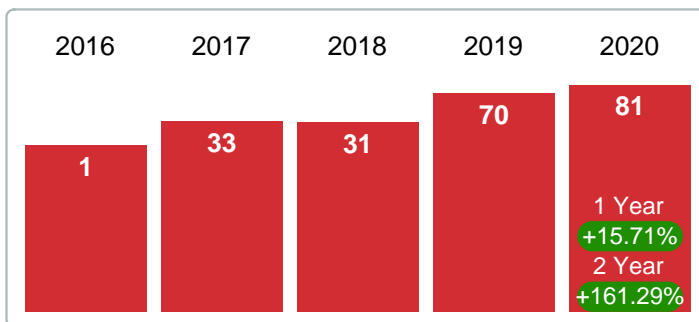
## PENDING LISTINGS

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

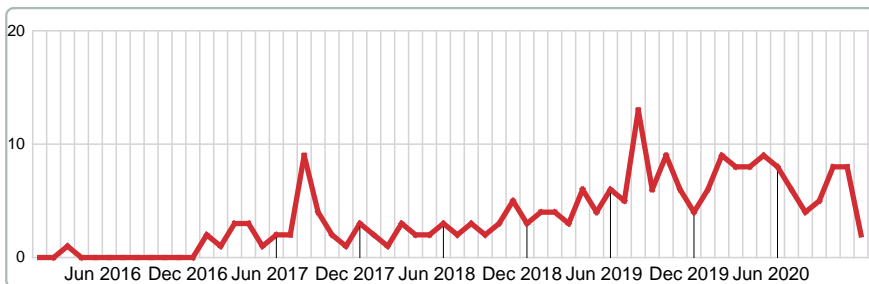
### DECEMBER



### YEAR TO DATE (YTD)

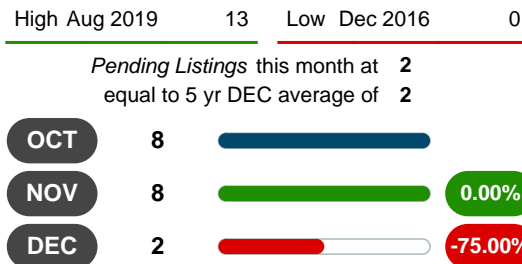


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 2



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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-\$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	2	100.00%	20.0	0	1	1	0
<b>Total Pending Units</b>	<b>2</b>			<b>0</b>	<b>1</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>3,175</b>	<b>100%</b>	<b>31.0</b>	<b>0.00B</b>	<b>1,675</b>	<b>1,500</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,675</b>			<b>\$0</b>	<b>\$1,675</b>	<b>\$1,500</b>	<b>\$0</b>

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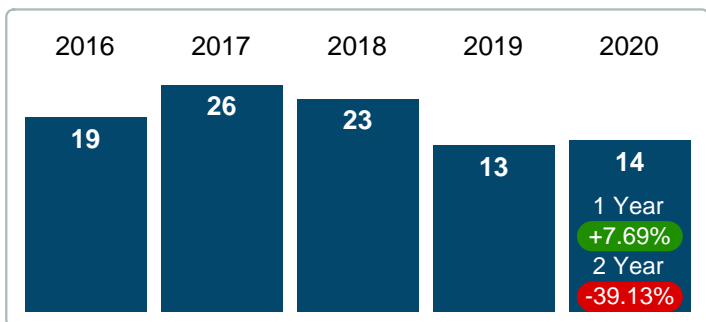
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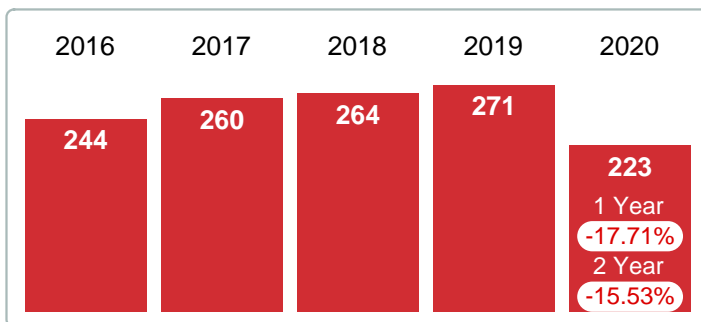
## NEW LISTINGS

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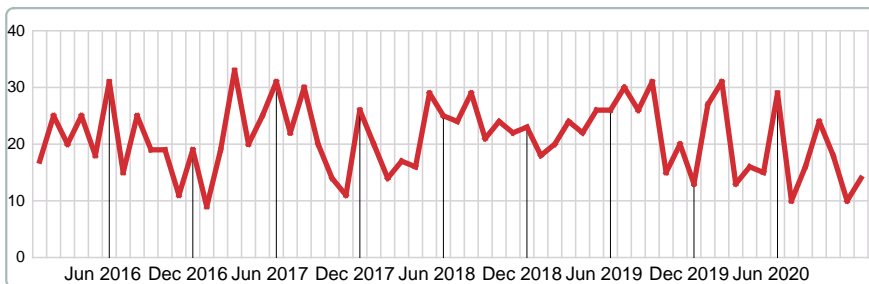
### DECEMBER



### YEAR TO DATE (YTD)

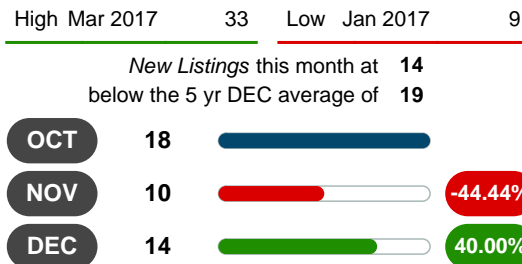


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 19



### 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	14	100.00%	0	9	5	0
<b>Total New Listed Units</b>	<b>14</b>		<b>0</b>	<b>9</b>	<b>5</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>18,459</b>	<b>100%</b>	<b>0.00B</b>	<b>10.69K</b>	<b>7,774</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,365</b>		<b>\$0</b>	<b>\$1,187</b>	<b>\$1,555</b>	<b>\$0</b>

# December 2020



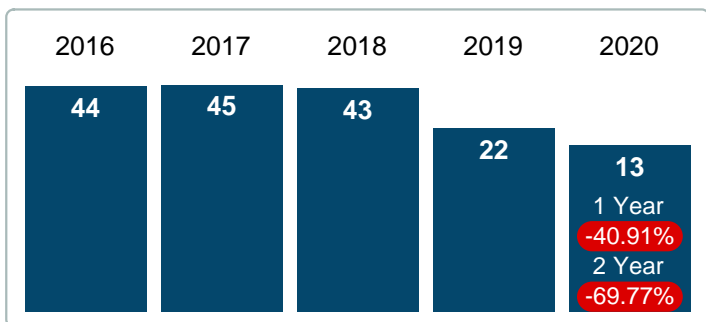
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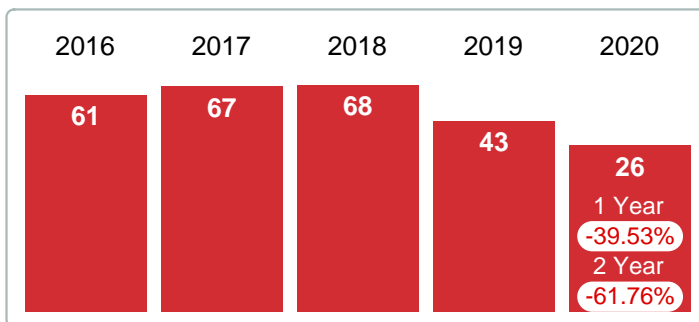
## ACTIVE INVENTORY

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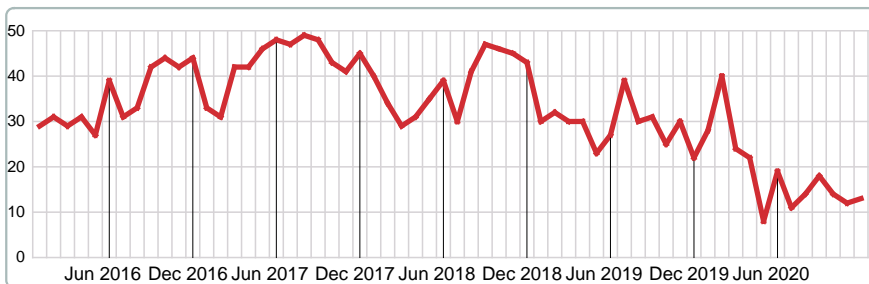
### END OF DECEMBER



### ACTIVE DURING DECEMBER

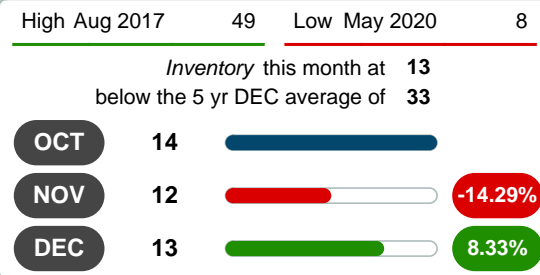


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 33



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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 \$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	13	100.00%	26.2	1	8	4	0
Total Active Inventory by Units			13	1	8	4	0
Total Active Inventory by Volume			16,539	1,150	9,640	5,749	0.00B
Average Active Inventory Listing Price			\$1,272	\$1,150	\$1,205	\$1,437	\$0

# December 2020



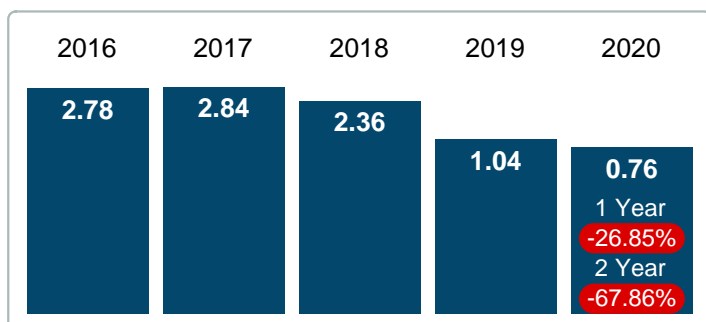
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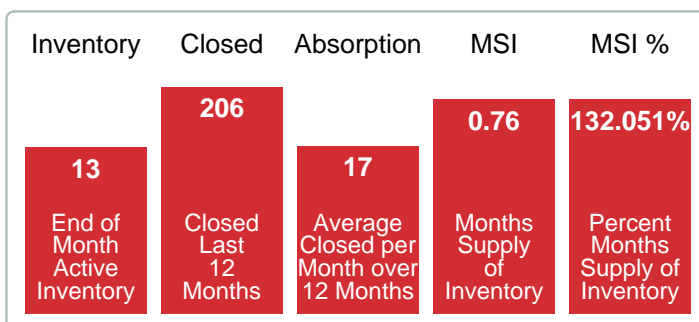
## MONTHS SUPPLY of INVENTORY (MSI)

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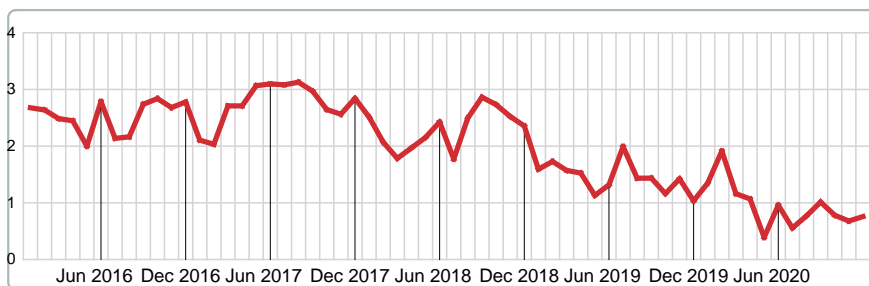
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1.95

High Aug 2017 3.13 Low May 2020 0.39

Months Supply this month at **0.76**  
below the 5 yr DEC average of **1.95**



### 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	13	100.00%	0.76	0.86	0.69	0.94	0.00
Market Supply of Inventory (MSI)			0.76	0.86	0.69	0.94	0.00
Total Active Inventory by Units		100%	0.76	1	8	4	0

# December 2020



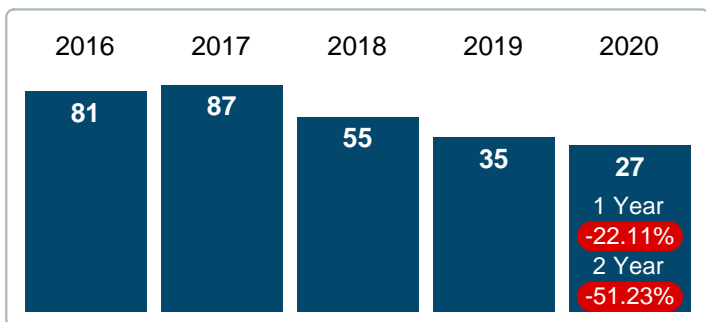
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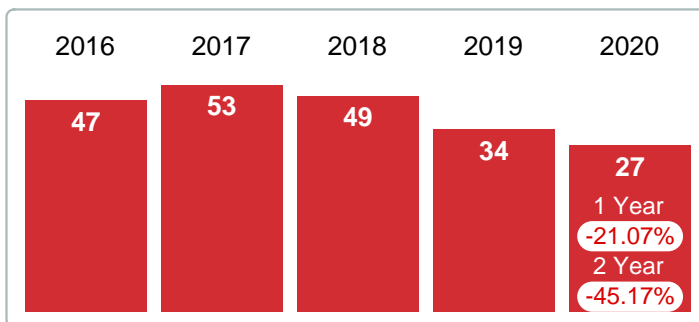
## AVERAGE DAYS ON MARKET TO SALE

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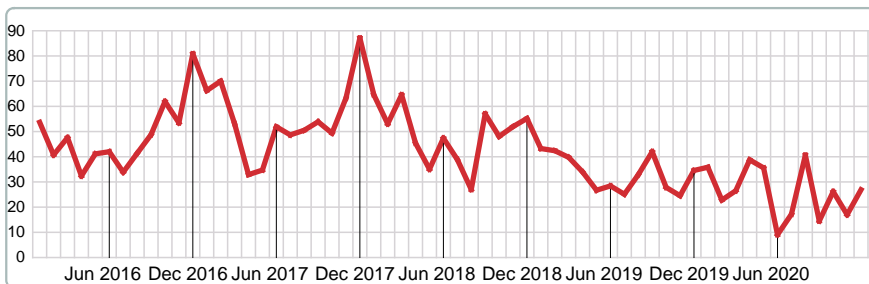
### DECEMBER



### YEAR TO DATE (YTD)

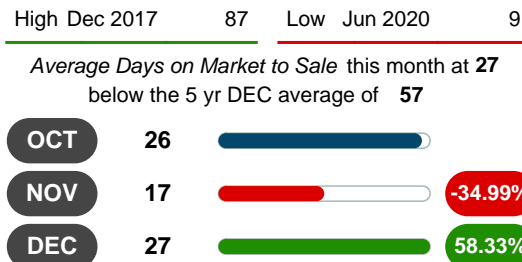


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 57



### 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-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	12	100.00%	27	0	23	35	0
Average Closed DOM			27	0	23	35	0
Total Closed Units		100%	27		8	4	
Total Closed Volume			17,490	0.00B	11.20K	6,295	0.00B

# December 2020



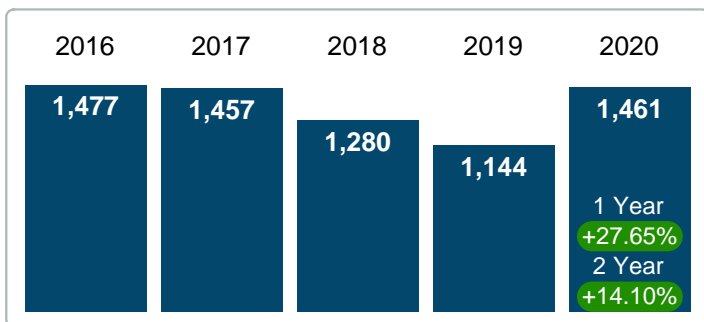
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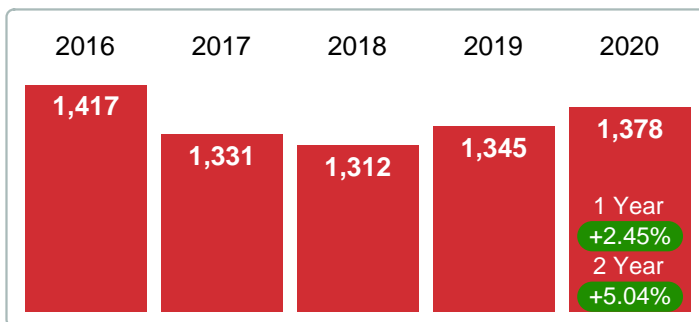
## AVERAGE LIST PRICE AT CLOSING

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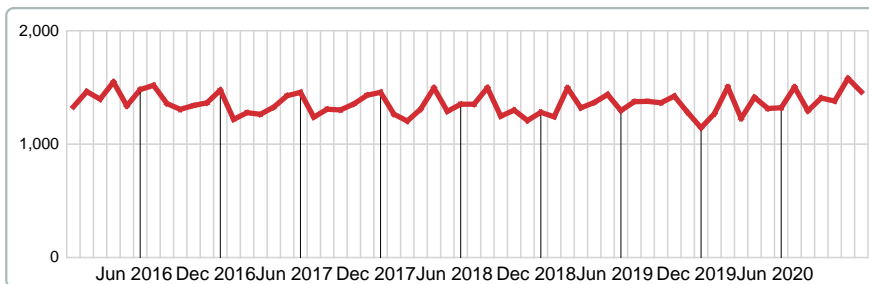
### DECEMBER



### YEAR TO DATE (YTD)

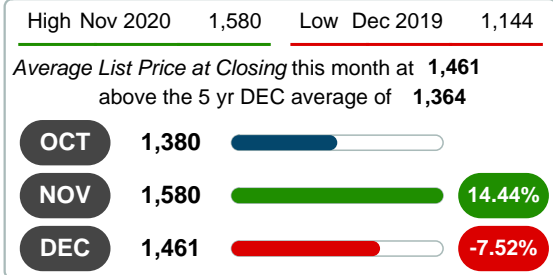


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1,364



### 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 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	12	100.00%	1,461	0	1,429	1,524	0
Average List Price			1,461	0	1,429	1,524	0
Total Closed Units		100%	1,461		8	4	
Total Closed Volume			17,530	0.00B	11.44K	6,095	0.00B



# December 2020



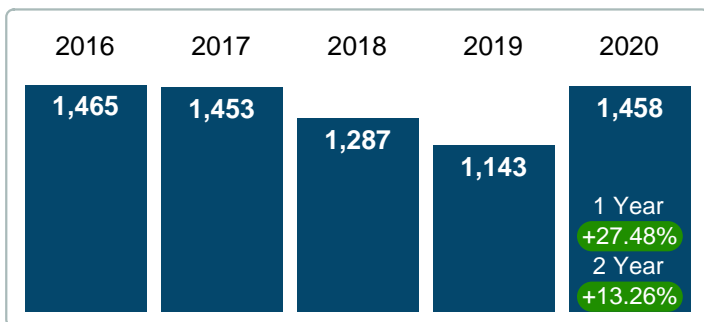
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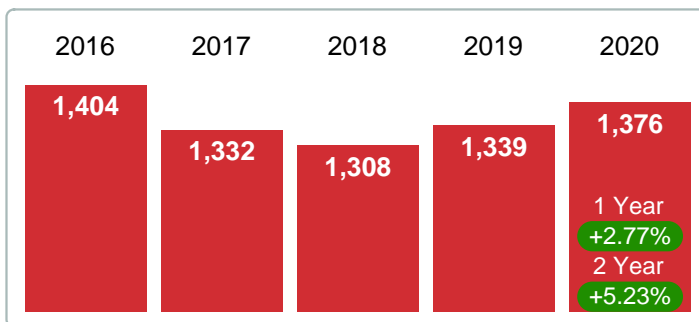
## AVERAGE SOLD PRICE AT CLOSING

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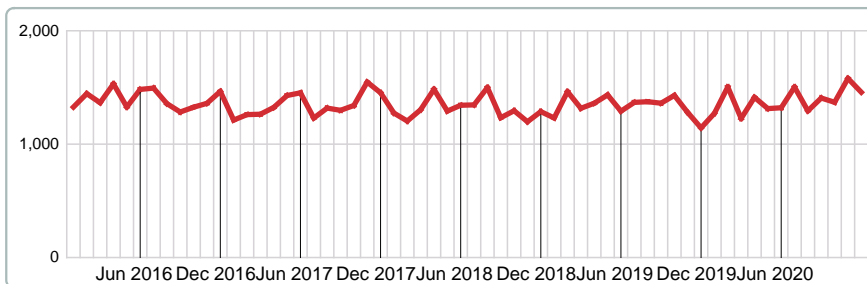
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1,361

High Nov 2020 1,580 | Low Dec 2019 1,143

Average Sold Price at Closing this month at **1,458**  
 above the 5 yr DEC average of **1,361**

Month	Average Sold Price	% Change
OCT	1,369	
NOV	1,580	+15.36%
DEC	1,458	-7.73%

### 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-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	12	100.00%	1,458	0	1,399	1,574	0
<b>Average Sold Price</b>			1,458	0	1,399	1,574	0
<b>Total Closed Units</b>		100%	1,458		8	4	
<b>Total Closed Volume</b>			17,490	0.00B	11.20K	6,295	0.00B

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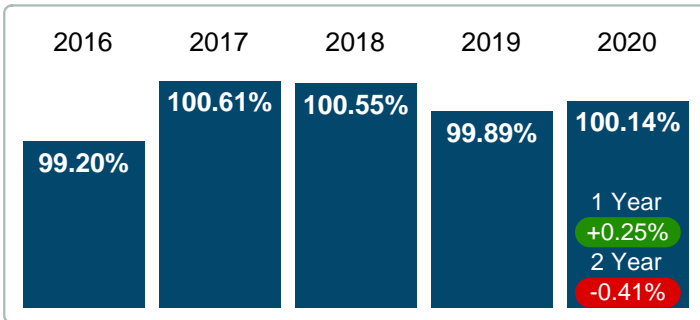
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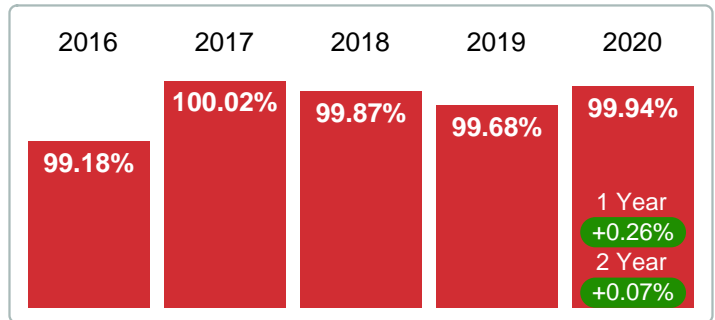
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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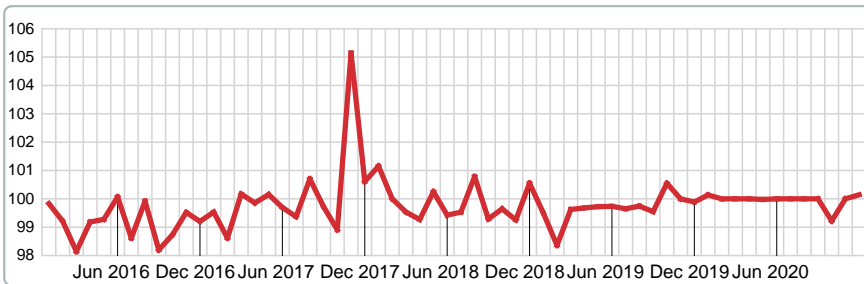
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

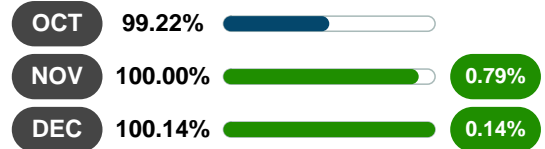


### 3 MONTHS

5 year DEC AVG = 100.08%

High Nov 2017 105.14% Low Mar 2016 98.14%

Average Sold/List Ratio this month at **100.14%**  
equal to 5 yr DEC average of **100.08%**



## 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 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	12	100.00%	100.14%	0.00%	98.70%	103.03%	0.00%
Average Sold/List Ratio		100.10%		0.00%	98.70%	103.03%	0.00%
Total Closed Units		12	100%		8	4	
Total Closed Volume		17,490		0.00B	11.20K	6,295	0.00B

# December 2020



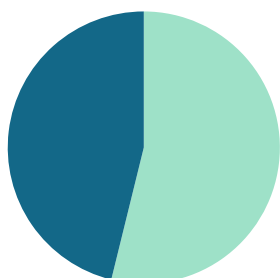
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

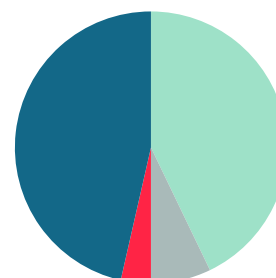


**Inventory**  
 New Listings  
**14 = 53.85%**  
 Start Inventory  
**12**  
 Total Inventory Units  
**26**  
 Volume  
**\$35,644**

### Market Activity

Closed Sales  
**12 = 42.86%**  
 Pending Sales  
**2 = 7.14%**  
 Other Off Market  
**1 = 3.57%**  
 Active Inventory  
**13 = 46.43%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	18	12	-33.33%	255	206	-19.22%
Pending Sales	4	2	-50.00%	70	81	15.71%
New Listings	13	14	7.69%	271	223	-17.71%
Average List Price	1,144	1,461	27.65%	1,345	1,378	2.45%
Average Sale Price	1,143	1,458	27.48%	1,339	1,376	2.77%
Average Percent of Selling Price to List Price	99.89%	100.14%	0.25%	99.68%	99.94%	0.26%
Average Days on Market to Sale	34.56	26.92	-22.11%	33.70	26.60	-21.07%
Monthly Inventory	22	13	-40.91%	22	13	-40.91%
Months Supply of Inventory	1.04	0.76	-26.85%	1.04	0.76	-26.85%

**Absorption:** Last 12 months, an Average of 17 Sales/Month

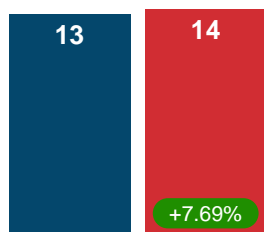
**Inventory** on December 31, 2020 = 13

2019 2020

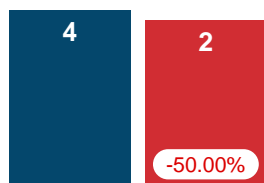
### DECEMBER MARKET

### AVERAGE PRICES

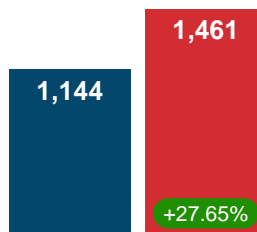
#### New Listings



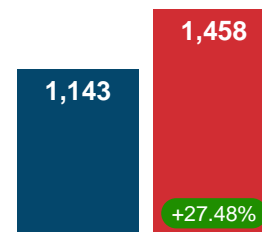
#### Pending Listings



#### List Price



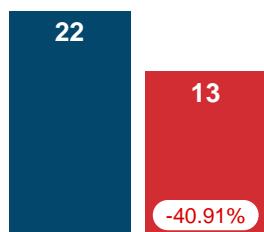
#### Sale Price



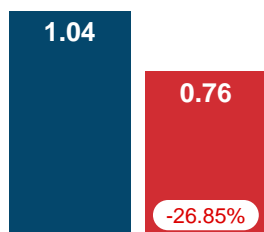
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

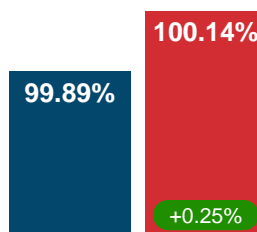
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

