

December 2020



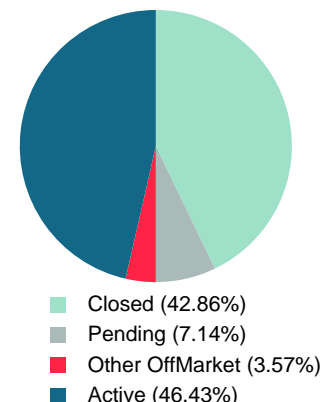
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
(3) - Leasing Property Type



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%
Median List Price	1,145	1,470	28.38%
Median Sale Price	1,148	1,470	28.10%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	26.00	21.50	-17.31%
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.

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 **28.10%** in December 2020 to \$1,470 versus the previous year at \$1,148.

Median Days on Market Shortens

The median number of **21.50** days that homes spent on the market before selling decreased by 4.50 days or **17.31%** in December 2020 compared to last year's same month at **26.00** DOM.

Sales Success for December 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 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.

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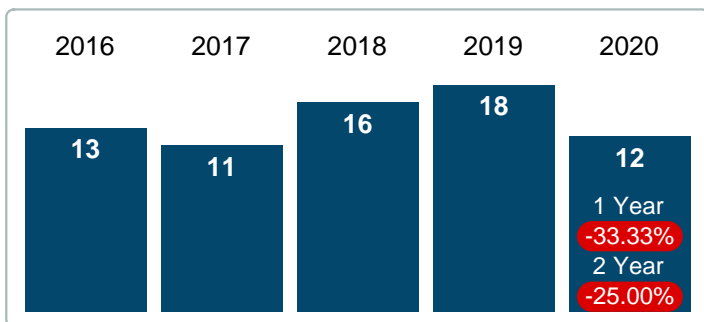
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



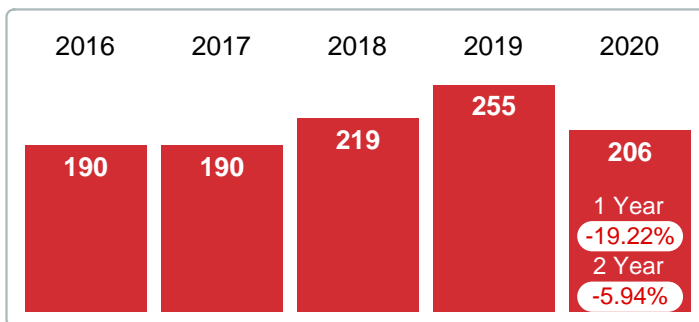
CLOSED LISTINGS

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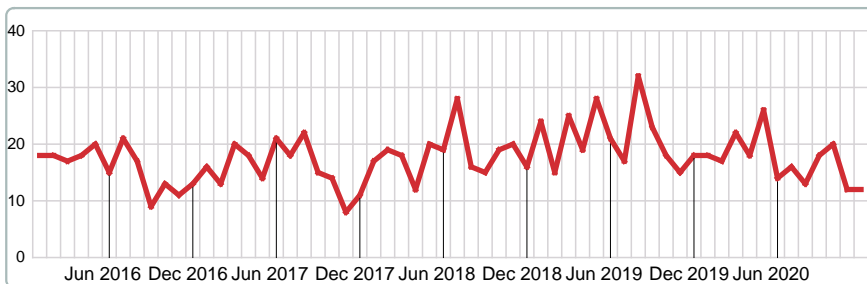
DECEMBER



YEAR TO DATE (YTD)

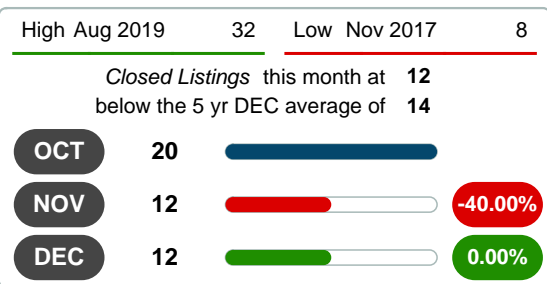


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 14



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	12	100.00%	21.5	0	8	4	0
Total Closed Units	12			0	8	4	0
Total Closed Volume	17,490	100%	21.5	0.00B	11.20K	6,295	0.00B
Median Closed Price	\$1,470			\$0	\$1,435	\$1,548	\$0

December 2020



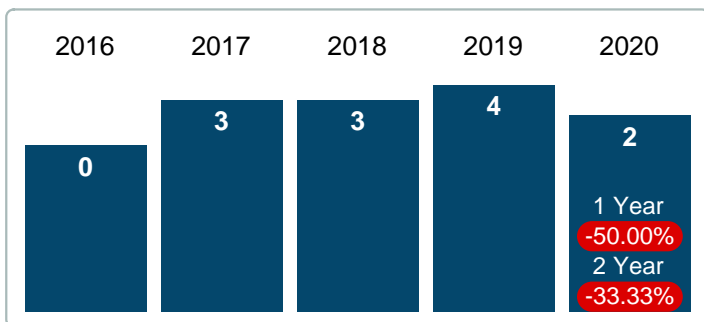
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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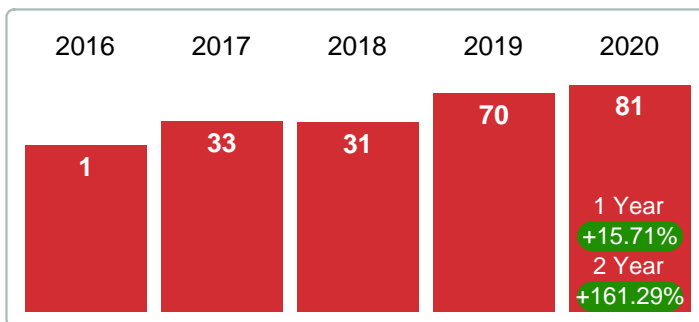
PENDING LISTINGS

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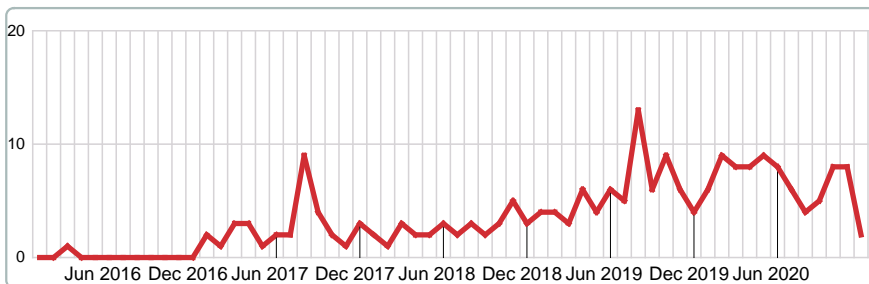
DECEMBER



YEAR TO DATE (YTD)

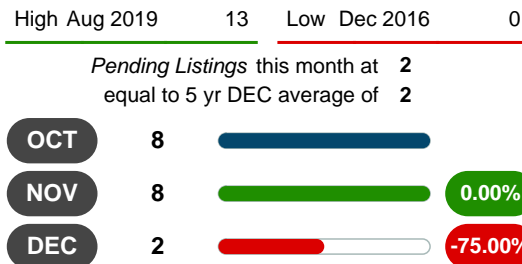


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	21.5	0	0	0	0
\$1-\$0	0	0.00%	21.5	0	0	0	0
\$1-\$0	0	0.00%	21.5	0	0	0	0
\$1-\$0	0	0.00%	21.5	0	0	0	0
\$1-\$0	0	0.00%	21.5	0	0	0	0
\$1-\$0	0	0.00%	21.5	0	0	0	0
\$1 and up	2	100.00%	20.0	0	1	1	0
Total Pending Units	2			0	1	1	0
Total Pending Volume	3,175	100%	20.0	0.00B	1,675	1,500	0.00B
Median Listing Price	\$1,588			\$0	\$1,675	\$1,500	\$0

December 2020



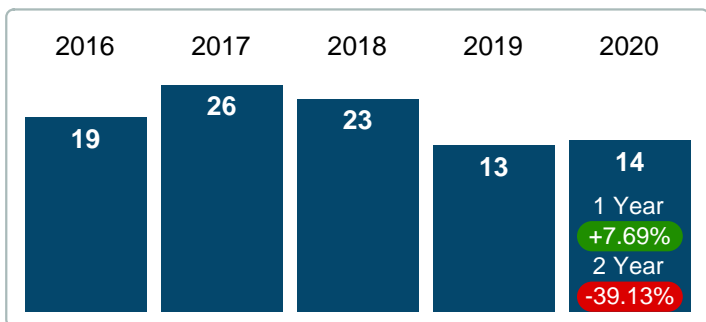
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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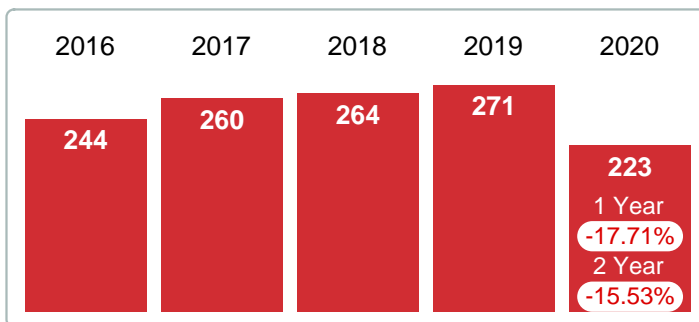
NEW LISTINGS

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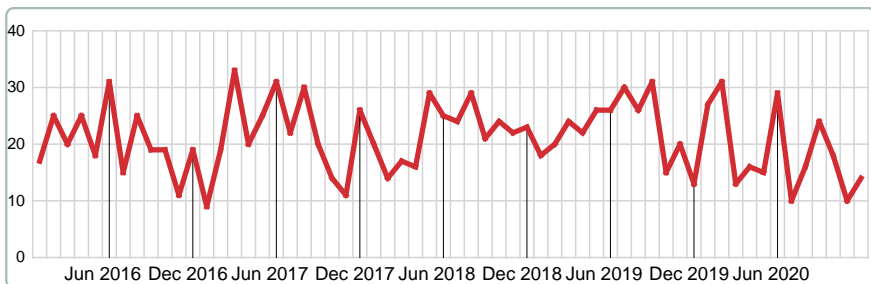
DECEMBER



YEAR TO DATE (YTD)

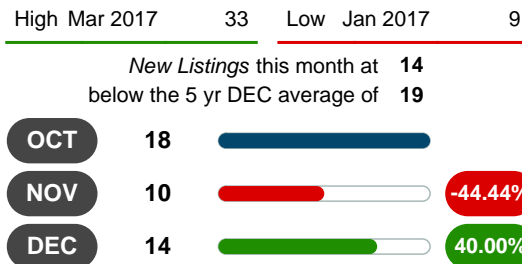


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	14		0	9	5	0
Total New Listed Volume	18,459	100%	0.00B	10.69K	7,774	0.00B
Median New Listed Listing Price	\$1,397		\$0	\$1,100	\$1,575	\$0

December 2020



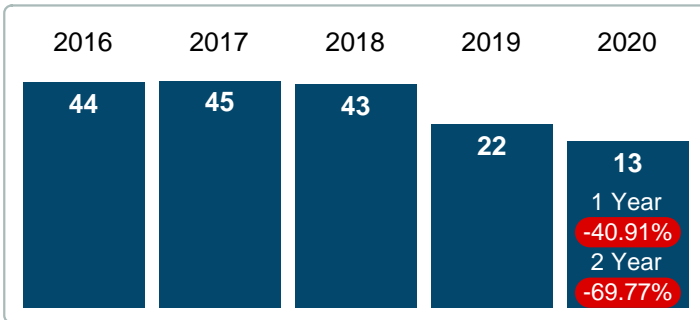
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



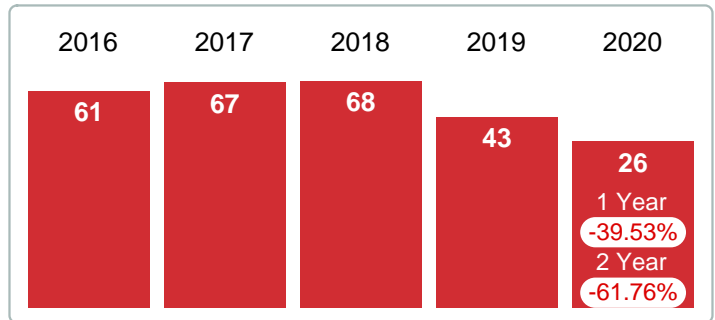
ACTIVE INVENTORY

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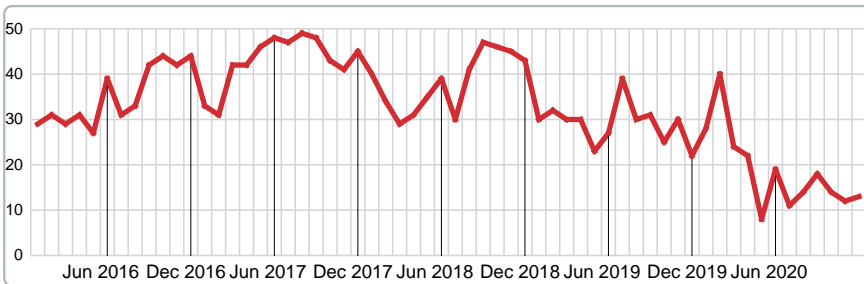
END OF DECEMBER



ACTIVE DURING DECEMBER

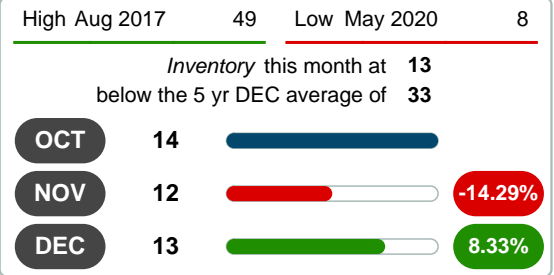


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 33



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	20.0	0	0	0	0
\$1-\$0	0	0.00%	20.0	0	0	0	0
\$1-\$0	0	0.00%	20.0	0	0	0	0
\$1-\$0	0	0.00%	20.0	0	0	0	0
\$1-\$0	0	0.00%	20.0	0	0	0	0
\$1-\$0	0	0.00%	20.0	0	0	0	0
\$1 and up	13	100.00%	17.0	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
Median Active Inventory Listing Price			\$1,200	\$1,150	\$1,100	\$1,450	\$0

December 2020



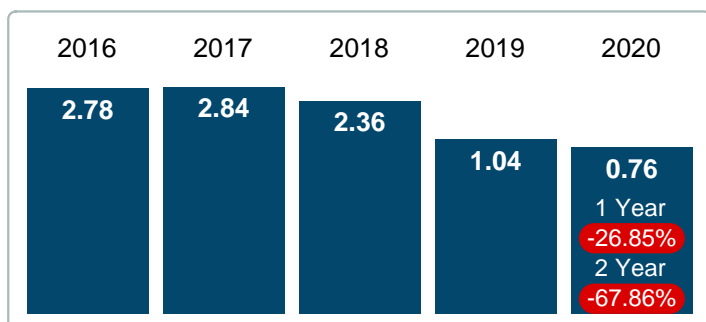
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



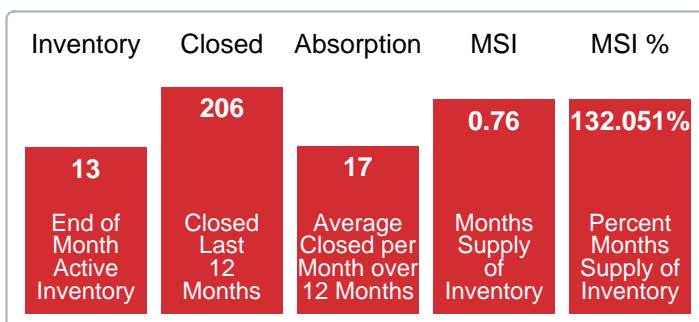
MONTHS SUPPLY of INVENTORY (MSI)

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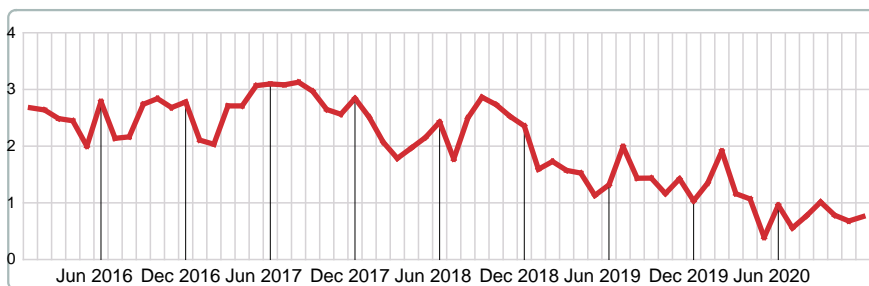
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

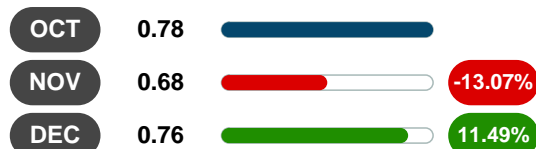


3 MONTHS

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



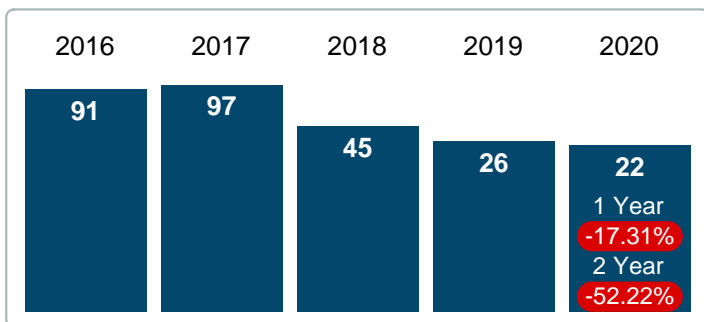
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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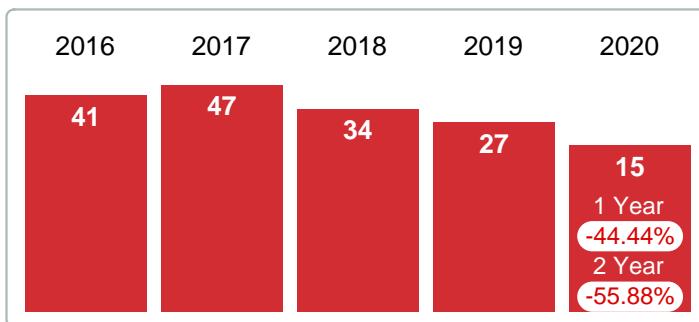
MEDIAN DAYS ON MARKET TO SALE

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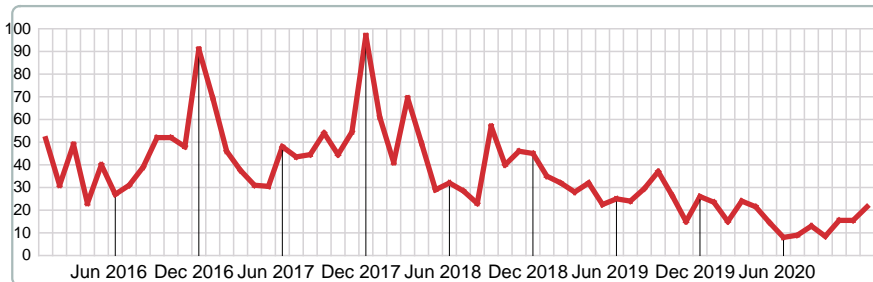
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

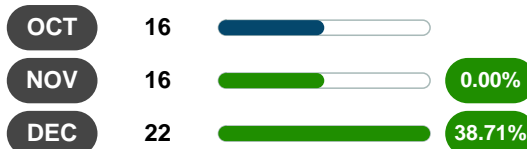


3 MONTHS

5 year DEC AVG = 56

High Dec 2017 97 Low Jun 2020 8

Median Days on Market to Sale this month at 22 below the 5 yr DEC average of 56



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%	17	0	0	0	0
\$1-\$0	0	0.00%	17	0	0	0	0
\$1-\$0	0	0.00%	17	0	0	0	0
\$1-\$0	0	0.00%	17	0	0	0	0
\$1-\$0	0	0.00%	17	0	0	0	0
\$1-\$0	0	0.00%	17	0	0	0	0
\$1 and up	12	100.00%	22	0	22	27	0
Median Closed DOM			22	0	22	27	0
Total Closed Units		100%	21.5		8	4	
Total Closed Volume			17,490	0.00B	11.20K	6,295	0.00B

December 2020



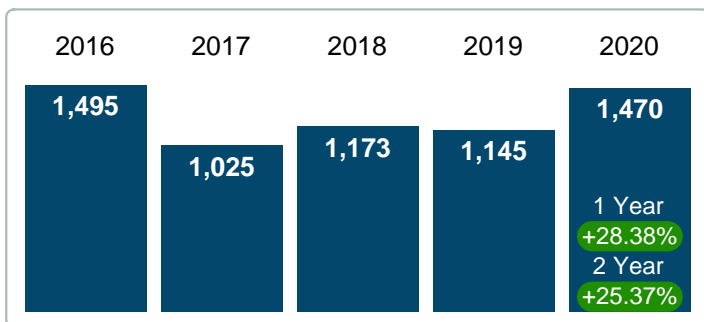
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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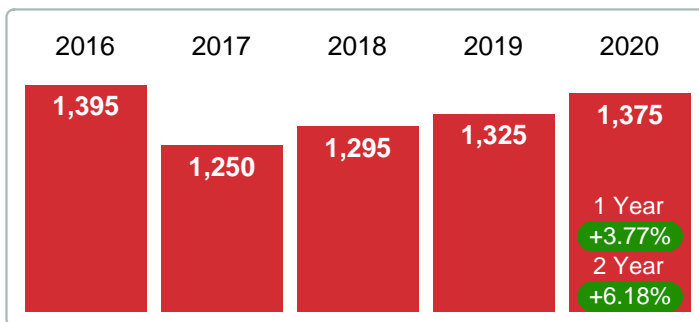
MEDIAN LIST PRICE AT CLOSING

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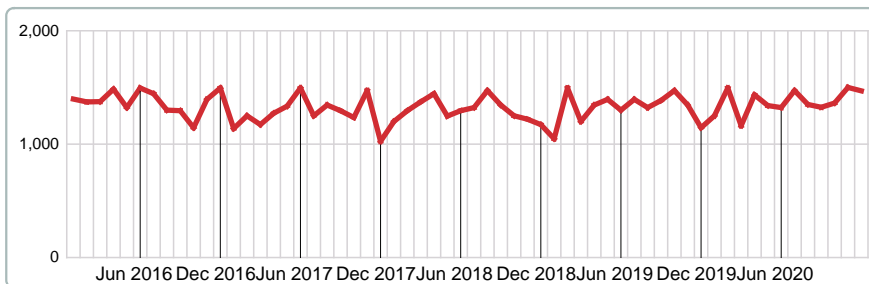
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,262

High Nov 2020 1,500 Low Dec 2017 1,025
 Median List Price at Closing this month at **1,470**
 above the 5 yr DEC average of **1,262**

OCT	1,363	<div style="width: 70%;"></div>
NOV	1,500	<div style="width: 100%; background-color: green;"></div> 10.09%
DEC	1,470	<div style="width: 90%; background-color: red;"></div> -2.00%

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%	22	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	22	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	22	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	22	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	22	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	22	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 12	100.00%	1,470	0	1,435	1,548	0
Median List Price			1,470	0	1,435	1,548	0
Total Closed Units		100%	1,470		8	4	
Total Closed Volume			17,530	0.00B	11.44K	6,095	0.00B

December 2020



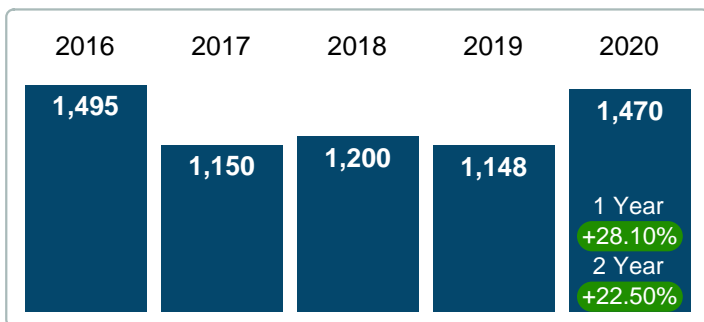
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



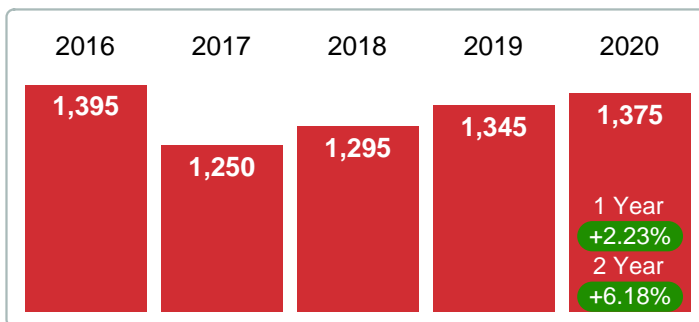
MEDIAN SOLD PRICE AT CLOSING

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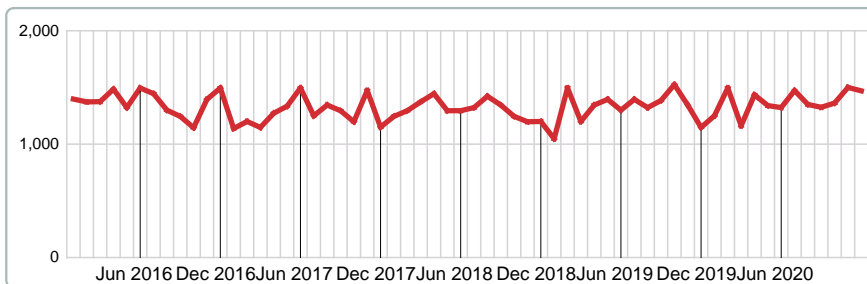
DECEMBER



YEAR TO DATE (YTD)

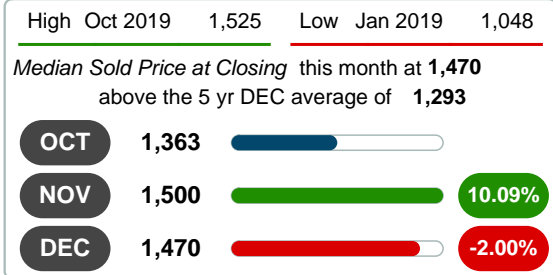


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,293



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	0	0.00%	1,470	0	0	0	0
\$1 \$0	0	0.00%	1,470	0	0	0	0
\$1 \$0	0	0.00%	1,470	0	0	0	0
\$1 \$0	0	0.00%	1,470	0	0	0	0
\$1 \$0	0	0.00%	1,470	0	0	0	0
\$1 \$0	0	0.00%	1,470	0	0	0	0
\$1 and up	12	100.00%	1,470	0	1,435	1,548	0
Median Sold Price			1,470	0	1,435	1,548	0
Total Closed Units		100%	1,470		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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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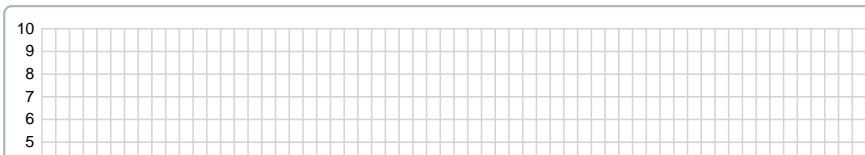
DECEMBER

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 DEC AVG = 100.00%

High Dec 2020 100.00% Low Dec 2020 100.00%

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

- OCT 100.00%
- NOV 100.00%
- DEC 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%	1,470.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,470.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,470.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,470.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,470.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,470.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	12	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		0.00%	100.00%	100.00%	0.00%
Total Closed Units		12	100%		8	4	
Total Closed Volume		17,490		0.00B	11.20K	6,295	0.00B

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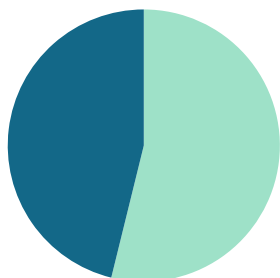
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MARKET SUMMARY

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INVENTORY

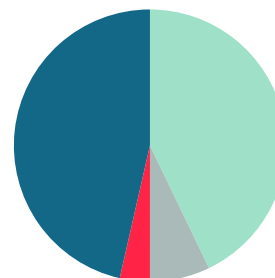


Inventory
 New Listings
14 = 53.85%
 Start Inventory
12
 Total Inventory Units
26
 Volume
\$35,644

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%
Median List Price	1,145	1,470	28.38%	1,325	1,375	3.77%
Median Sale Price	1,148	1,470	28.10%	1,345	1,375	2.23%
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	26.00	21.50	-17.31%	27.00	15.00	-44.44%
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

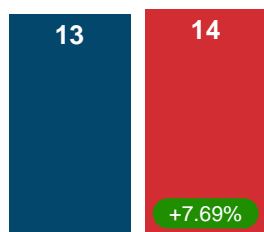
Inventory on December 31, 2020 = 13

2019 2020

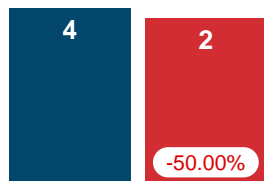
DECEMBER MARKET

MEDIAN PRICES

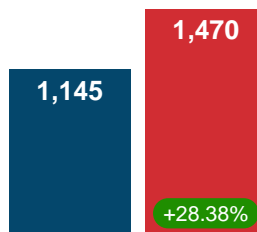
New Listings



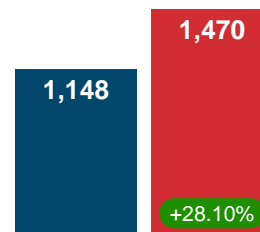
Pending Listings



List Price



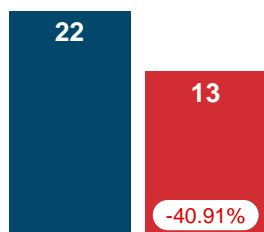
Sale Price



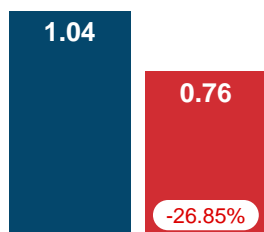
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

