

December 2020



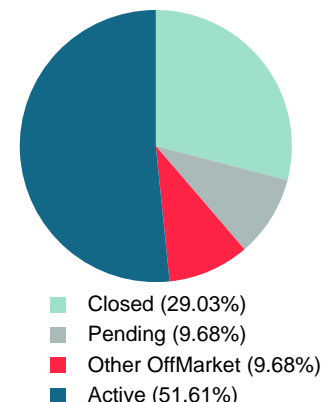
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | December | | |
|--|----------|--------|---------|
| | 2019 | 2020 | +/-% |
| Closed Listings | 15 | 9 | -40.00% |
| Pending Listings | 6 | 3 | -50.00% |
| New Listings | 11 | 16 | 45.45% |
| Average List Price | 1,351 | 1,960 | 45.11% |
| Average Sale Price | 1,347 | 1,944 | 44.32% |
| Average Percent of Selling Price to List Price | 99.71% | 99.00% | -0.71% |
| Average Days on Market to Sale | 40.07 | 37.56 | -6.27% |
| End of Month Inventory | 26 | 16 | -38.46% |
| Months Supply of Inventory | 1.70 | 1.08 | -36.38% |



Absorption: Last 12 months, an Average of **15** Sales/Month
Active Inventory as of December 31, 2020 = **16**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **38.46%** to 16 existing homes available for sale. Over the last 12 months this area has had an average of 15 closed sales per month. This represents an unsold inventory index of **1.08** 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 **44.32%** in December 2020 to \$1,944 versus the previous year at \$1,347.

Average Days on Market Shortens

The average number of **37.56** days that homes spent on the market before selling decreased by 2.51 days or **6.27%** in December 2020 compared to last year's same month at **40.07** 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 16 New Listings in December 2020, up **45.45%** from last year at 11. Furthermore, there were 9 Closed Listings this month versus last year at 15, a **-40.00%** decrease.

Closed versus Listed trends yielded a **56.3%** ratio, down from previous year's, December 2019, at **136.4%**, a **58.75%** 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

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

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



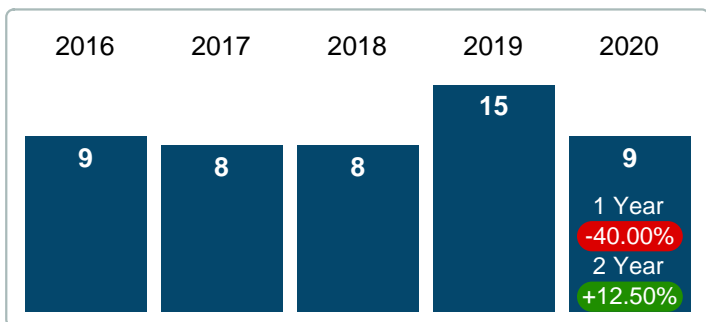
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



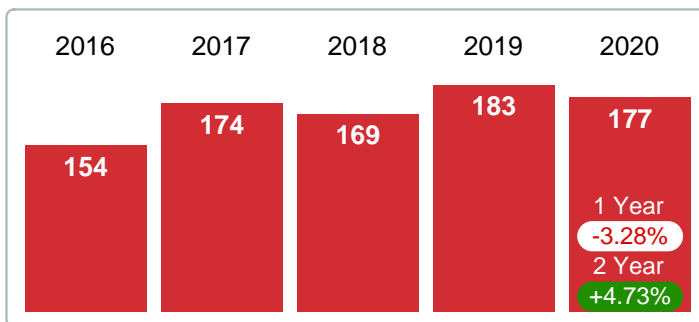
CLOSED LISTINGS

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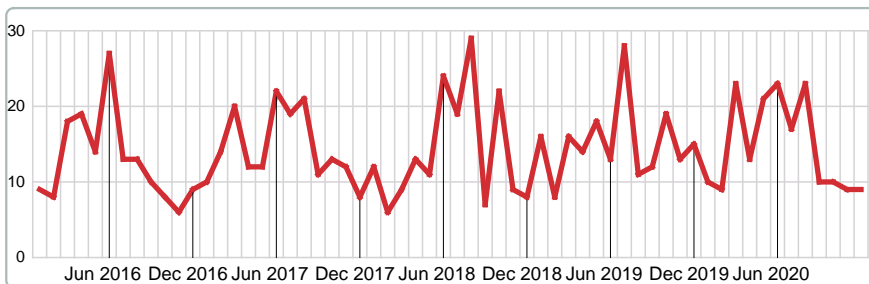
DECEMBER



YEAR TO DATE (YTD)

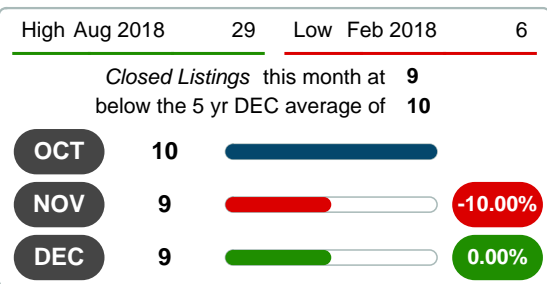


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 10



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 | 9 | 100.00% | 37.6 | 2 | 3 | 4 | 0 |
| Total Closed Units | 9 | | | 2 | 3 | 4 | 0 |
| Total Closed Volume | 17,500 | 100% | 37.6 | 3,150 | 4,100 | 10.25K | 0.00B |
| Average Closed Price | \$1,944 | | | \$1,575 | \$1,367 | \$2,563 | \$0 |

December 2020



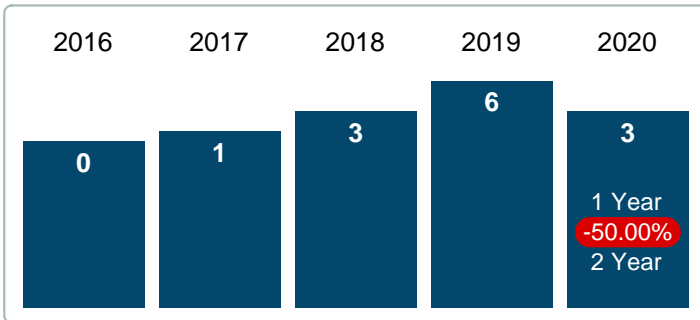
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



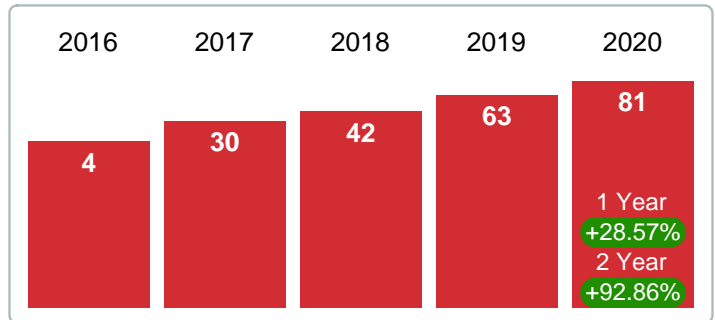
PENDING LISTINGS

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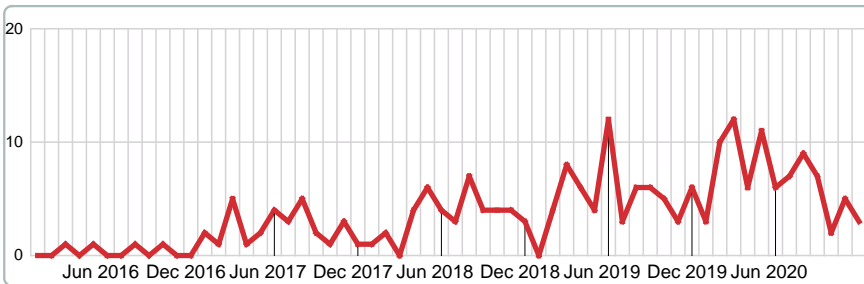
DECEMBER



YEAR TO DATE (YTD)

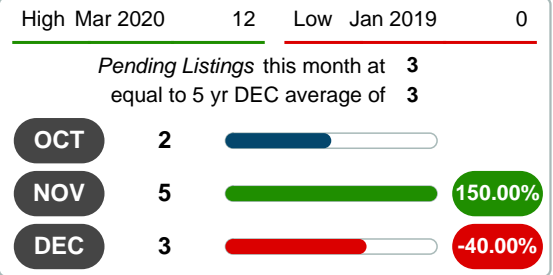


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3



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 | 3 | 100.00% | 11.7 | 0 | 1 | 2 | 0 |
| Total Pending Units | 3 | | | 0 | 1 | 2 | 0 |
| Total Pending Volume | 4,500 | 100% | 11.7 | 0.00B | 1,400 | 3,100 | 0.00B |
| Average Listing Price | \$1,500 | | | \$0 | \$1,400 | \$1,550 | \$0 |

December 2020



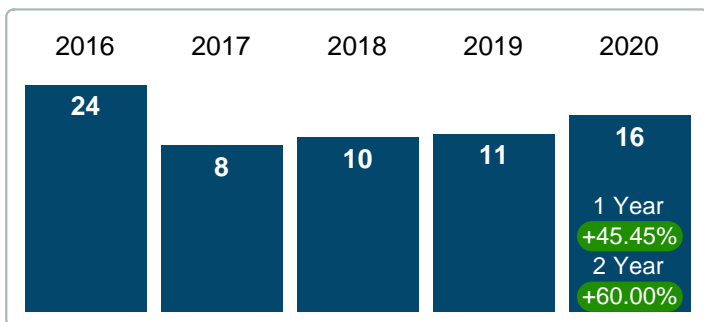
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



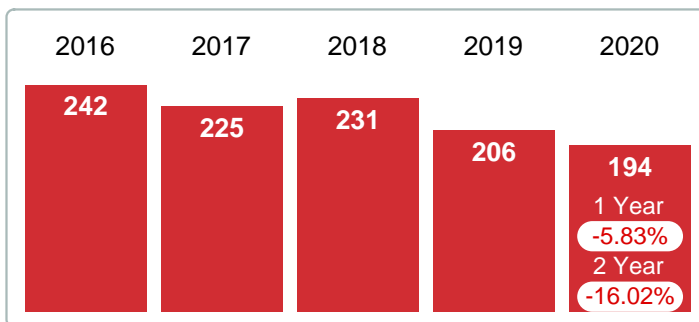
NEW LISTINGS

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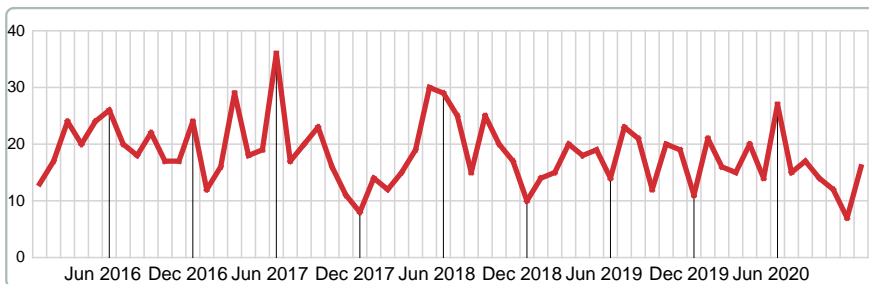
DECEMBER



YEAR TO DATE (YTD)

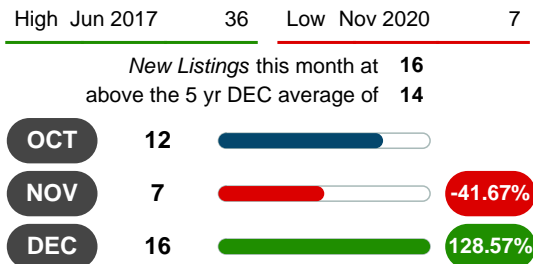


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 14



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 | 16 | 100.00% | 2 | 7 | 7 | 0 |
| Total New Listed Units | 16 | | 2 | 7 | 7 | 0 |
| Total New Listed Volume | 23,975 | 100% | 1,900 | 10.39K | 11.69K | 0.00B |
| Average New Listed Listing Price | \$1,369 | | \$950 | \$1,484 | \$1,669 | \$0 |

December 2020



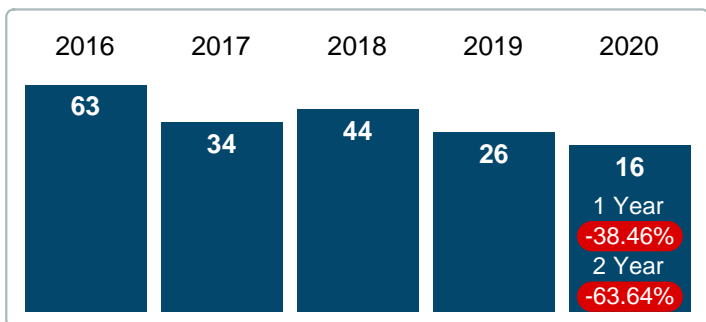
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



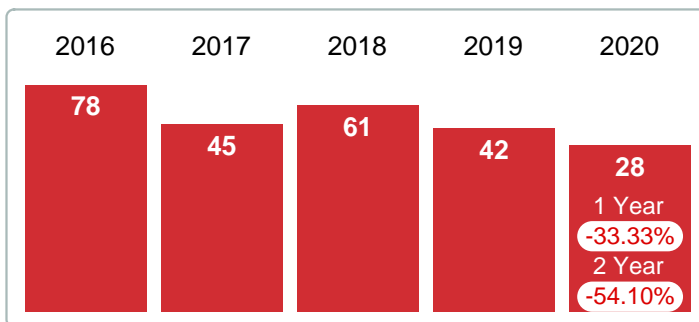
ACTIVE INVENTORY

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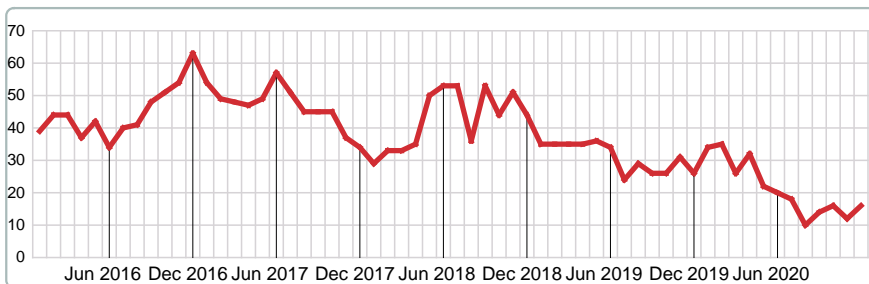
END OF DECEMBER



ACTIVE DURING DECEMBER

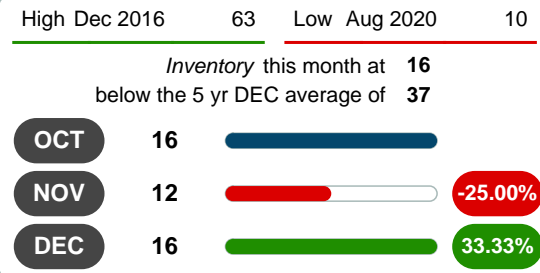


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 37



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 | 16 | 100.00% | 42.8 | 4 | 6 | 6 | 0 |
| Total Active Inventory by Units | 16 | | | 4 | 6 | 6 | 0 |
| Total Active Inventory by Volume | 27,430 | 100% | 42.8 | 4,745 | 9,090 | 13.60K | 0.00B |
| Average Active Inventory Listing Price | \$1,714 | | | \$1,186 | \$1,515 | \$2,266 | \$0 |

December 2020



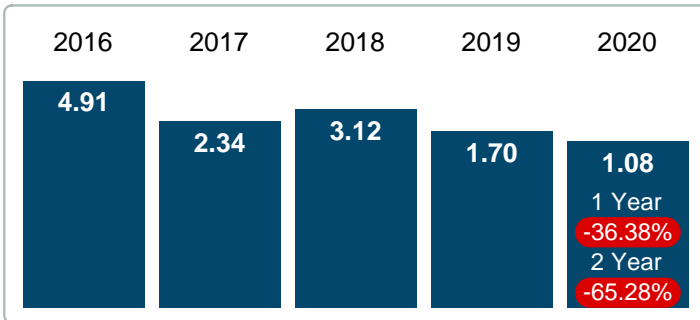
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



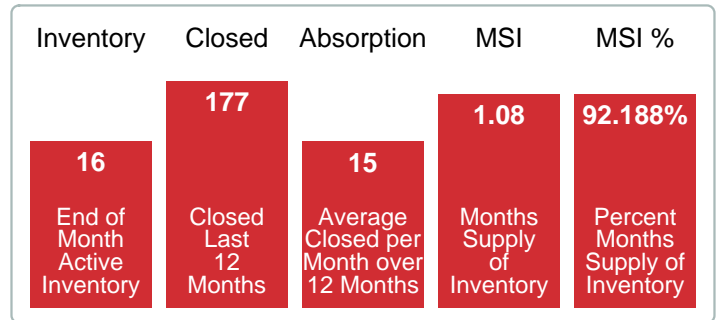
MONTHS SUPPLY of INVENTORY (MSI)

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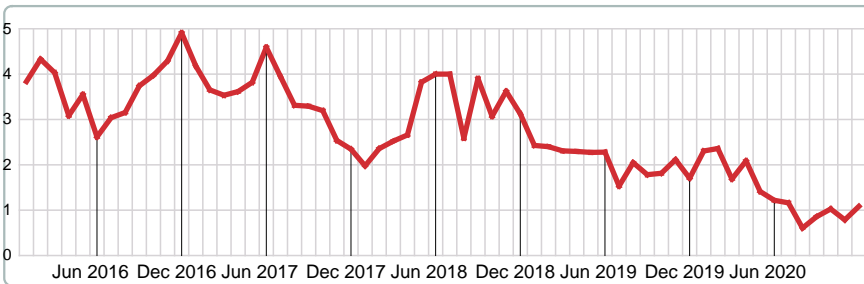
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

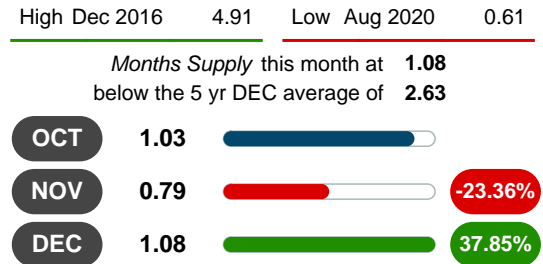


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.63



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 | 16 | 100.00% | 1.08 | 1.66 | 0.69 | 1.89 | 0.00 |
| Market Supply of Inventory (MSI) | 1.08 | | | 1.66 | 0.69 | 1.89 | 0.00 |
| Total Active Inventory by Units | 16 | 100% | 1.08 | 4 | 6 | 6 | 0 |

December 2020



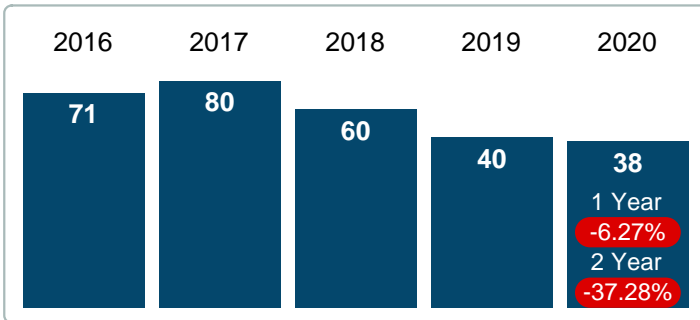
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



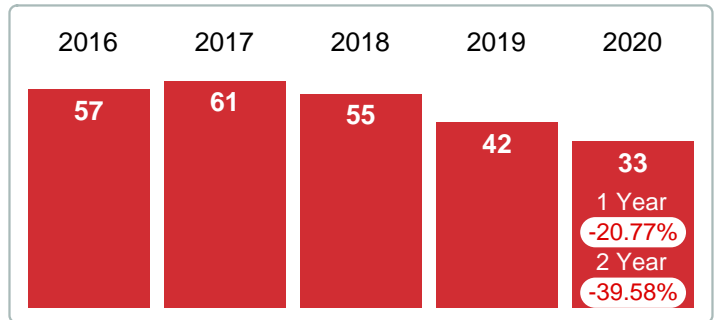
AVERAGE DAYS ON MARKET TO SALE

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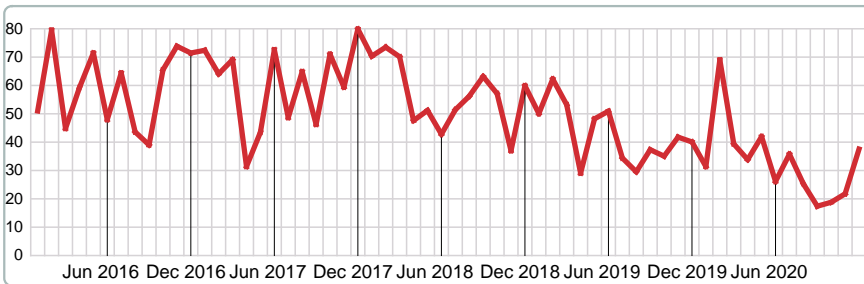
DECEMBER



YEAR TO DATE (YTD)

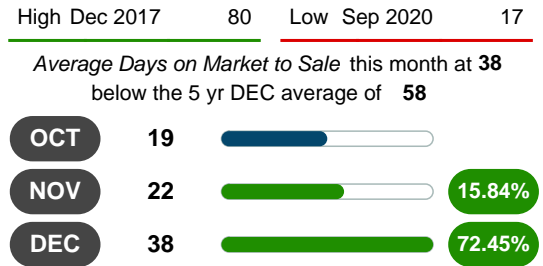


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 58



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 | 9 | 100.00% | 38 | 22 | 25 | 55 | 0 |
| Average Closed DOM | | | 38 | 22 | 25 | 55 | 0 |
| Total Closed Units | | 100% | 38 | 2 | 3 | 4 | |
| Total Closed Volume | | | 17,500 | 3,150 | 4,100 | 10,25K | 0.00B |

December 2020



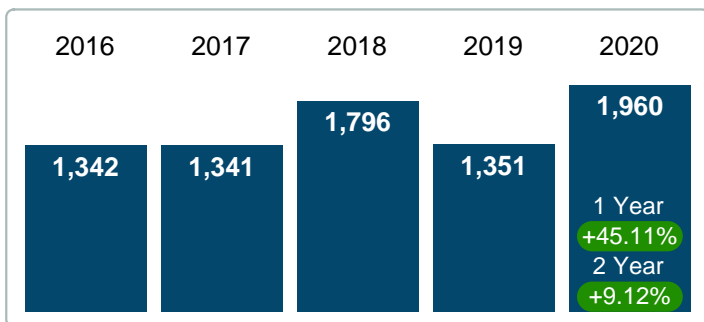
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



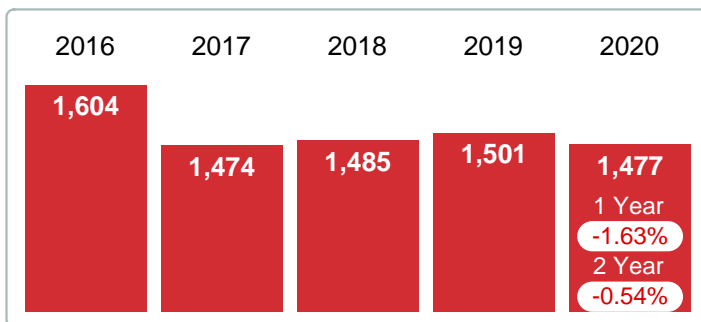
AVERAGE LIST PRICE AT CLOSING

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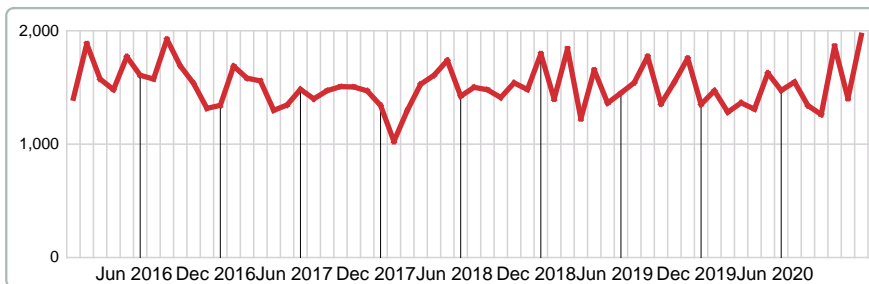
DECEMBER



YEAR TO DATE (YTD)

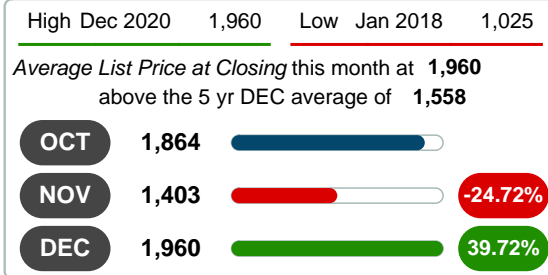


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,558



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 | 9 | 100.00% | 1,960 | 1,575 | 1,398 | 2,574 | 0 |
| Average List Price | | | 1,960 | 1,575 | 1,398 | 2,574 | 0 |
| Total Closed Units | | 100% | 1,960 | 2 | 3 | 4 | |
| Total Closed Volume | | | 17,640 | 3,150 | 4,195 | 10.30K | 0.00B |

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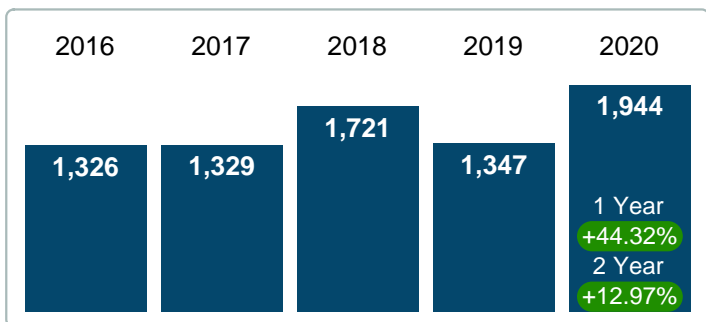
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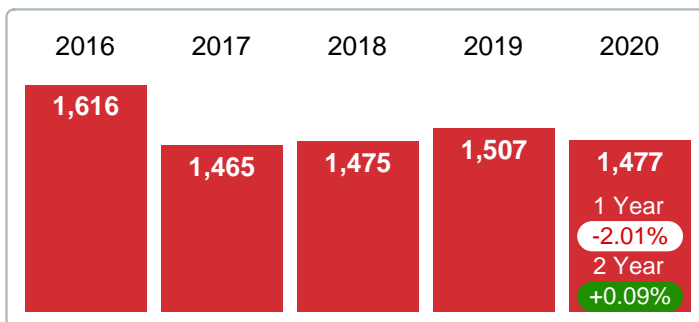
AVERAGE SOLD PRICE AT CLOSING

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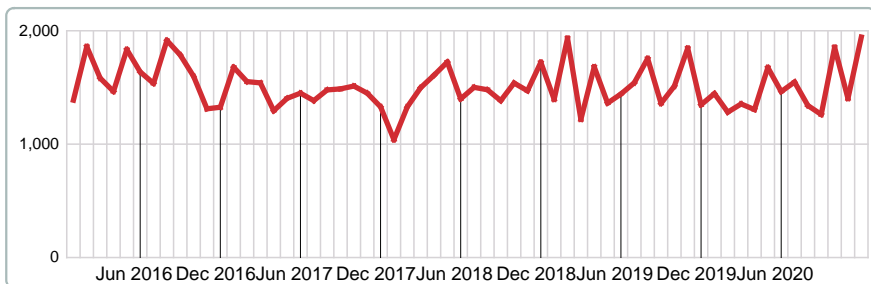
DECEMBER



YEAR TO DATE (YTD)

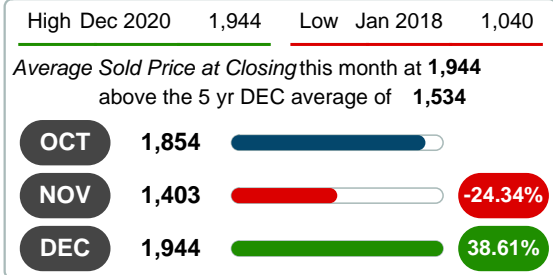


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,534



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 | 9 | 100.00% | 1,944 | 1,575 | 1,367 | 2,563 | 0 |
| Average Sold Price | | | 1,944 | 1,575 | 1,367 | 2,563 | 0 |
| Total Closed Units | | 100% | 1,944 | 2 | 3 | 4 | |
| Total Closed Volume | | | 17,500 | 3,150 | 4,100 | 10.25K | 0.00B |

December 2020



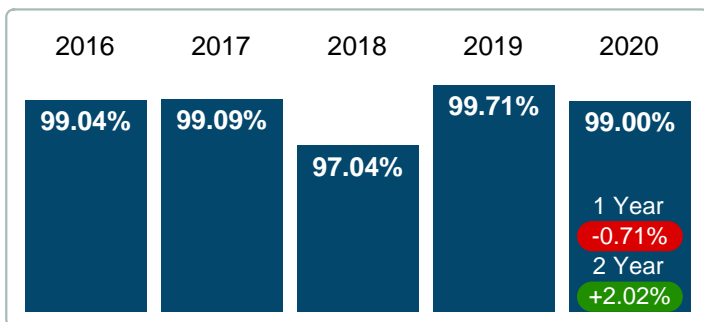
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



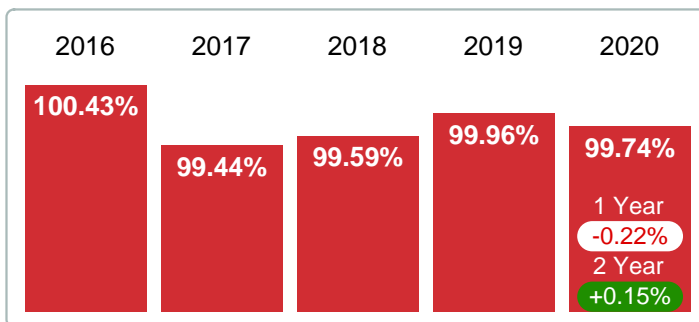
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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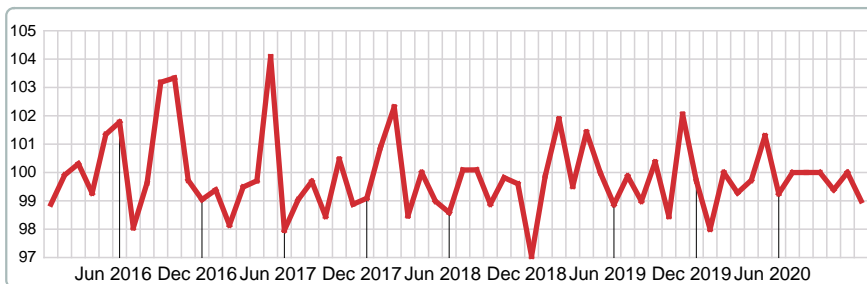
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

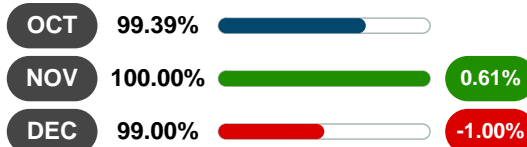


3 MONTHS

5 year DEC AVG = 98.78%

High May 2017 104.08% Low Dec 2018 97.04%

Average Sold/List Ratio this month at **99.00%** equal to 5 yr DEC average of **98.78%**



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 | 9 | 100.00% | 99.00% | 100.00% | 97.88% | 99.34% | 0.00% |
| Average Sold/List Ratio | | 99.00% | | 100.00% | 97.88% | 99.34% | 0.00% |
| Total Closed Units | | 9 | 100% | 2 | 3 | 4 | |
| Total Closed Volume | | 17,500 | | 3,150 | 4,100 | 10,25K | 0.00B |

December 2020



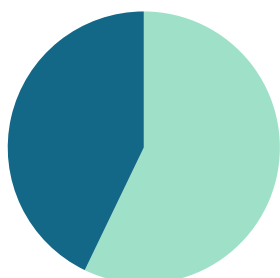
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



MARKET SUMMARY

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

INVENTORY

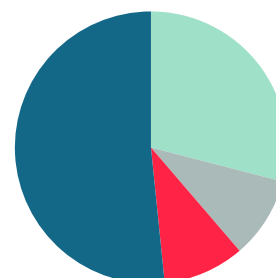


Inventory
 New Listings
16 = 57.14%
 Start Inventory
12
 Total Inventory Units
28
 Volume
\$50,815

Market Activity

Closed Sales
9 = 29.03%
 Pending Sales
3 = 9.68%
 Other Off Market
3 = 9.68%
 Active Inventory
16 = 51.61%

MARKET ACTIVITY



| Compared Metrics | December | | | Year to Date | | |
|--|----------|--------|---------|--------------|--------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 15 | 9 | -40.00% | 183 | 177 | -3.28% |
| Pending Sales | 6 | 3 | -50.00% | 63 | 81 | 28.57% |
| New Listings | 11 | 16 | 45.45% | 206 | 194 | -5.83% |
| Average List Price | 1,351 | 1,960 | 45.11% | 1,501 | 1,477 | -1.63% |
| Average Sale Price | 1,347 | 1,944 | 44.32% | 1,507 | 1,477 | -2.01% |
| Average Percent of Selling Price to List Price | 99.71% | 99.00% | -0.71% | 99.96% | 99.74% | -0.22% |
| Average Days on Market to Sale | 40.07 | 37.56 | -6.27% | 41.71 | 33.05 | -20.77% |
| Monthly Inventory | 26 | 16 | -38.46% | 26 | 16 | -38.46% |
| Months Supply of Inventory | 1.70 | 1.08 | -36.38% | 1.70 | 1.08 | -36.38% |

Absorption: Last 12 months, an Average of 15 Sales/Month

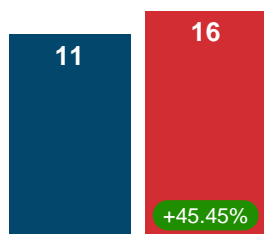
Inventory on December 31, 2020 = 16

2019 2020

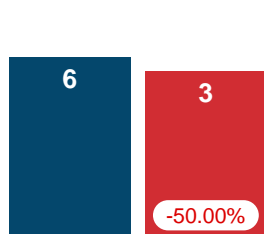
DECEMBER MARKET

AVERAGE PRICES

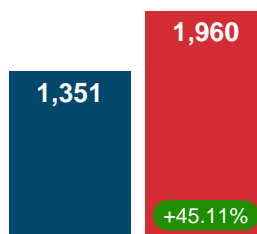
New Listings



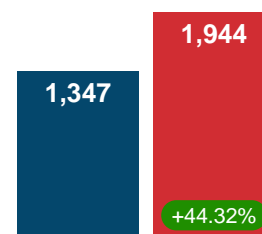
Pending Listings



List Price



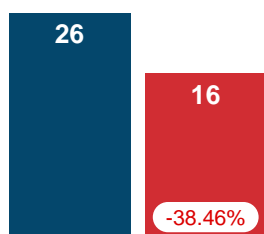
Sale Price



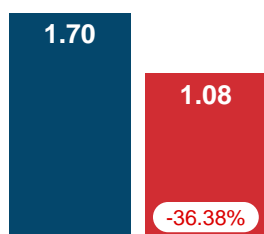
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

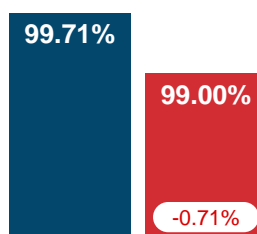
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

