

## December 2020



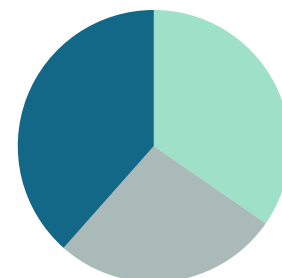
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) -  
Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	10	9	-10.00%
Pending Listings	2	7	250.00%
New Listings	5	10	100.00%
Average List Price	1,437	1,315	-8.50%
Average Sale Price	1,407	1,315	-6.55%
Average Percent of Selling Price to List Price	98.00%	100.00%	2.04%
Average Days on Market to Sale	41.00	25.44	-37.94%
End of Month Inventory	7	10	42.86%
Months Supply of Inventory	0.66	1.10	67.76%



■ Closed (34.62%)  
■ Pending (26.92%)  
■ Other OffMarket (0.00%)  
■ Active (38.46%)

**Absorption:** Last 12 months, an Average of **9** Sales/Month  
**Active Inventory** as of December 31, 2020 = **10**

#### Analysis Wrap-Up

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

The total housing inventory at the end of December 2020 rose **42.86%** to 10 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 **1.10** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.55%** in December 2020 to \$1,315 versus the previous year at \$1,407.

##### Average Days on Market Shortens

The average number of **25.44** days that homes spent on the market before selling decreased by 15.56 days or **37.94%** in December 2020 compared to last year's same month at **41.00** DOM.

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

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

There were 10 New Listings in December 2020, up **100.00%** from last year at 5. Furthermore, there were 9 Closed Listings this month versus last year at 10, a **-10.00%** decrease.

Closed versus Listed trends yielded a **90.0%** ratio, down from previous year's, December 2019, at **200.0%**, a **55.00%** downswing. This will certainly create pressure on an increasing 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



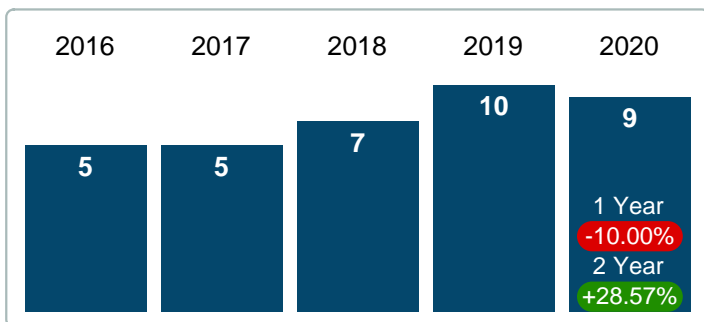
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



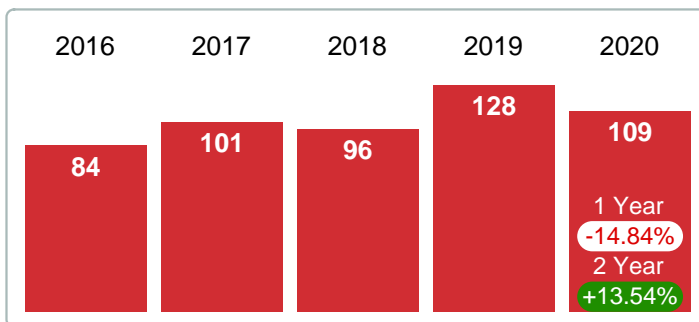
## CLOSED LISTINGS

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

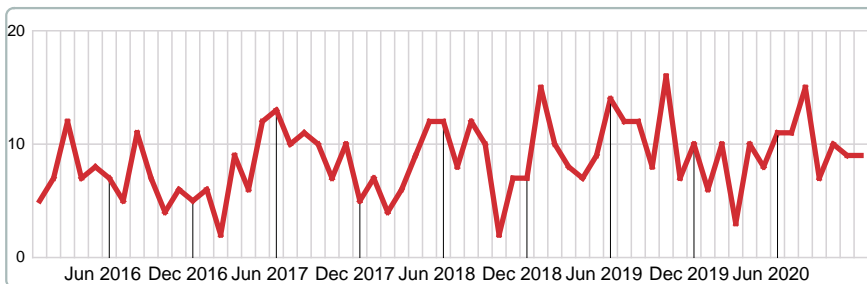
### DECEMBER



### YEAR TO DATE (YTD)

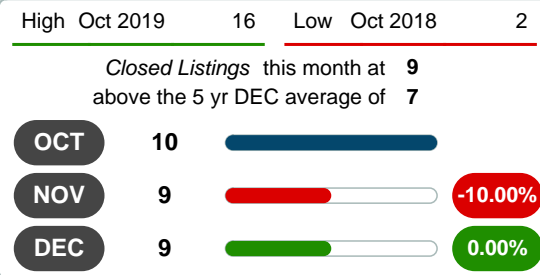


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 7



### 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%	25.4	0	7	2	0
<b>Total Closed Units</b>	<b>9</b>			<b>0</b>	<b>7</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>11,834</b>	<b>100%</b>	<b>25.4</b>	<b>0.00B</b>	<b>8,539</b>	<b>3,295</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,315</b>			<b>\$0</b>	<b>\$1,220</b>	<b>\$1,648</b>	<b>\$0</b>

# December 2020



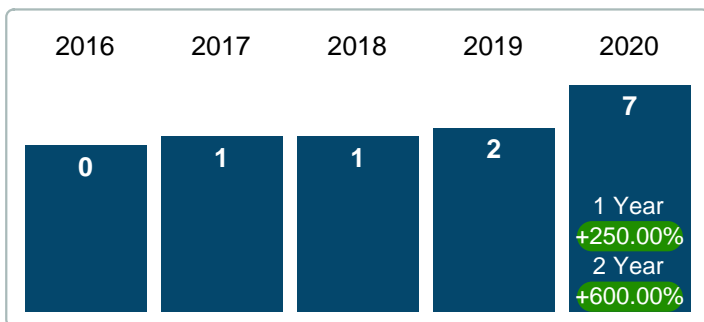
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



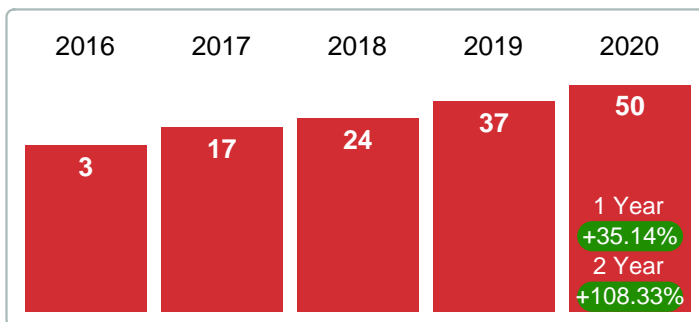
## PENDING LISTINGS

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

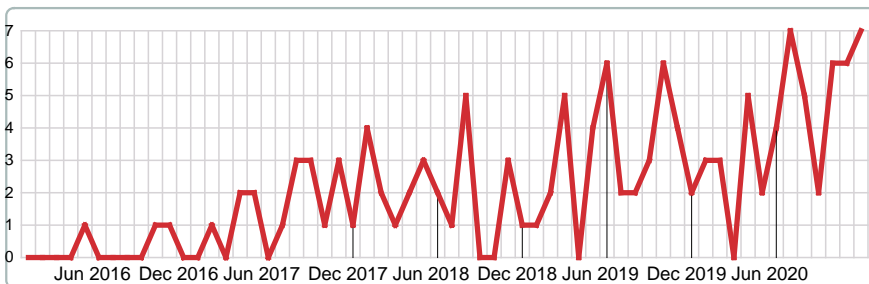
### DECEMBER



### YEAR TO DATE (YTD)

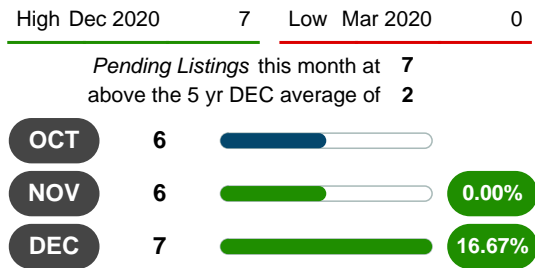


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	7	100.00%	28.7	0	5	2	0
<b>Total Pending Units</b>	<b>7</b>			<b>0</b>	<b>5</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>9,639</b>	<b>100%</b>	<b>32.0</b>	<b>0.00B</b>	<b>6,344</b>	<b>3,295</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,382</b>			<b>\$0</b>	<b>\$1,269</b>	<b>\$1,648</b>	<b>\$0</b>

# December 2020



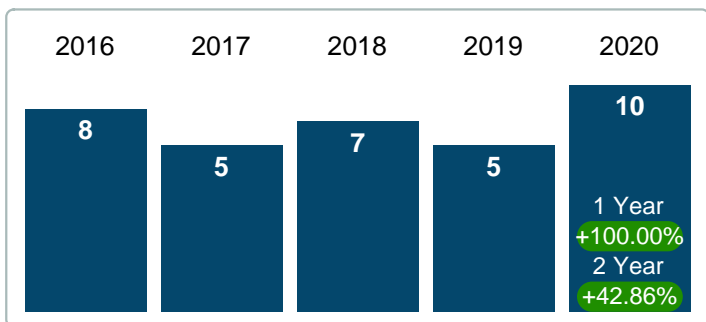
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



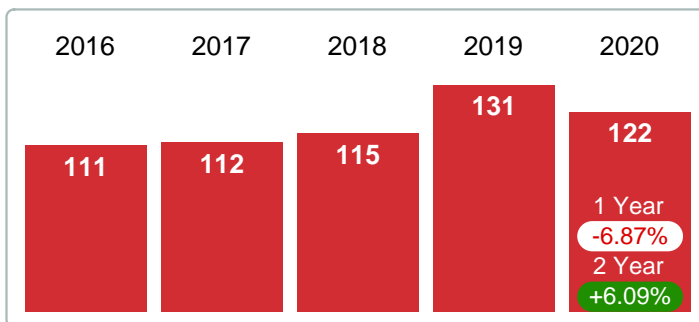
## NEW LISTINGS

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

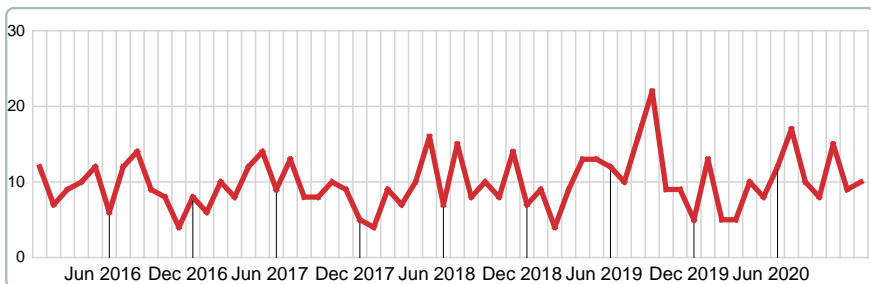
### DECEMBER



### YEAR TO DATE (YTD)

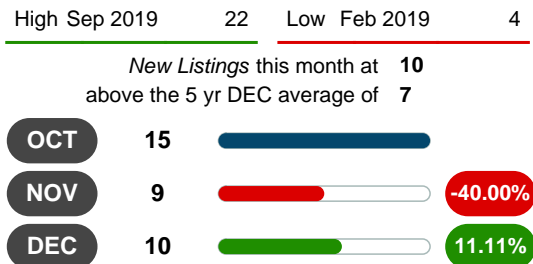


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 7



### 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	10	100.00%	0	7	3	0
<b>Total New Listed Units</b>	<b>10</b>		<b>0</b>	<b>7</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>15,214</b>	<b>100%</b>	<b>0.00B</b>	<b>8,874</b>	<b>6,340</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,183</b>		<b>\$0</b>	<b>\$1,268</b>	<b>\$2,113</b>	<b>\$0</b>

# December 2020



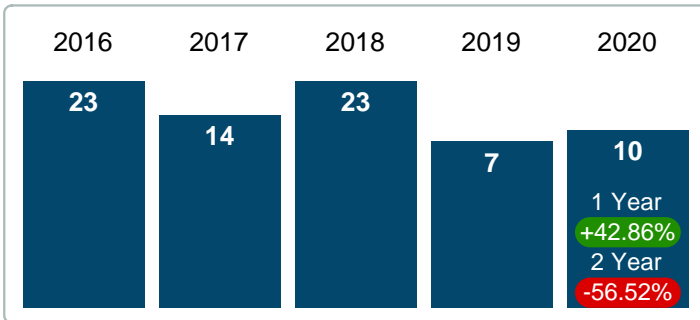
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



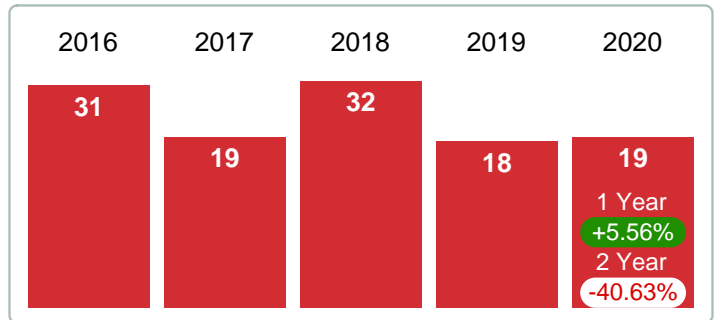
## ACTIVE INVENTORY

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

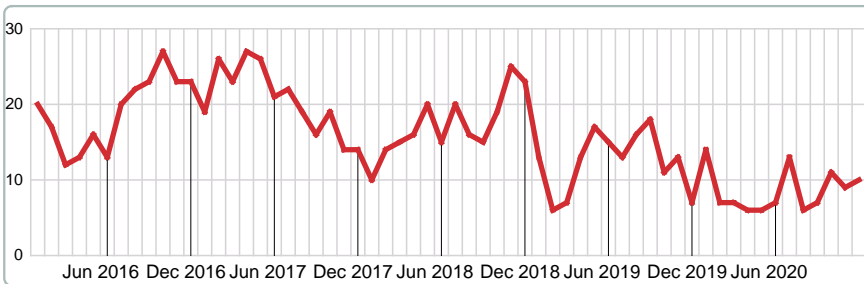
### END OF DECEMBER



### ACTIVE DURING DECEMBER

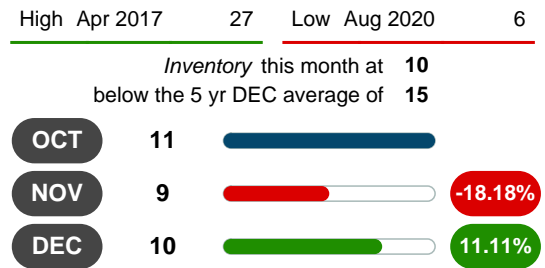


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 15



### 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	10	100.00%	27.2	0	6	4	0
Total Active Inventory by Units			10	0	6	4	0
Total Active Inventory by Volume			16,535	0.00B	8,050	8,485	0.00B
Average Active Inventory Listing Price			\$1,654	\$0	\$1,342	\$2,121	\$0

# December 2020



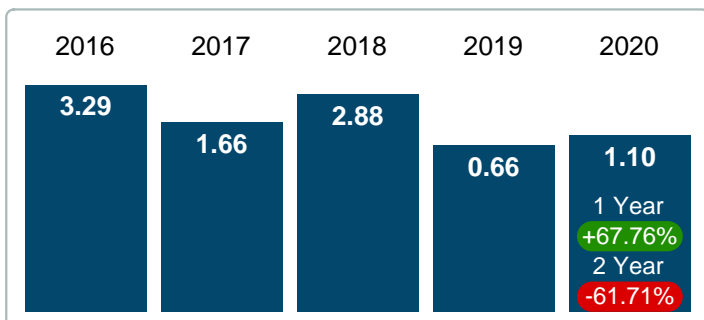
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



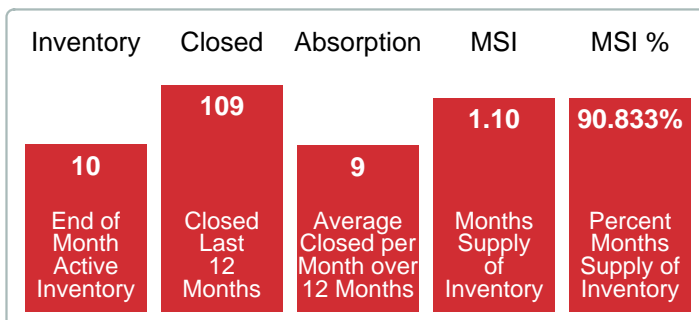
## MONTHS SUPPLY of INVENTORY (MSI)

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

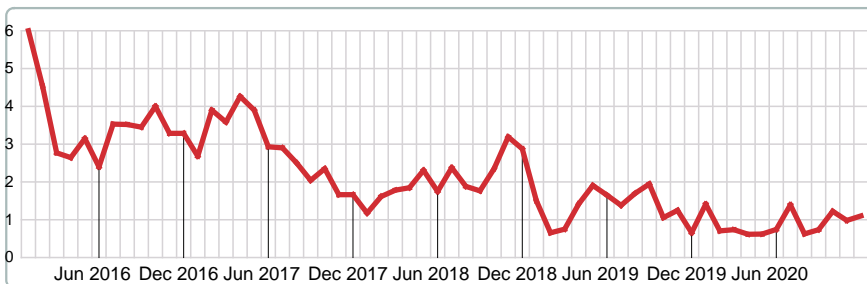
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1.92

High Jan 2016 6.00 Low Apr 2020 0.62

Months Supply this month at 1.10 below the 5 yr DEC average of 1.92



### 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	10	100.00%	1.10	0.00	1.00	1.71	0.00
Market Supply of Inventory (MSI)	1.10			0.00	1.00	1.71	0.00
		100%	1.10				
Total Active Inventory by Units	10			0	6	4	0

# December 2020



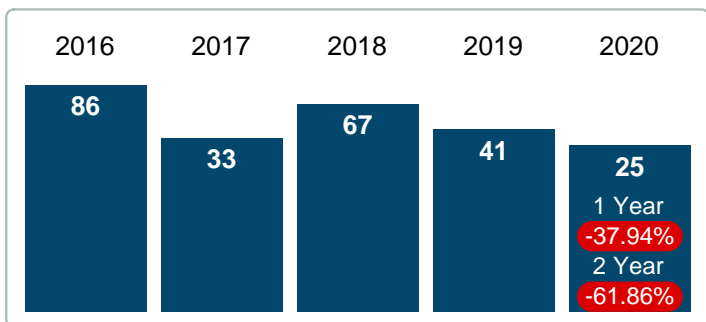
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



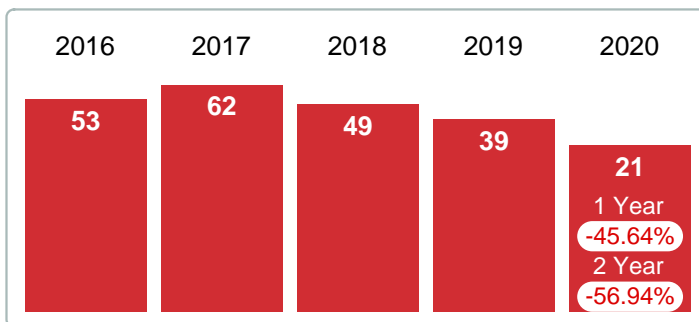
## AVERAGE DAYS ON MARKET TO SALE

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

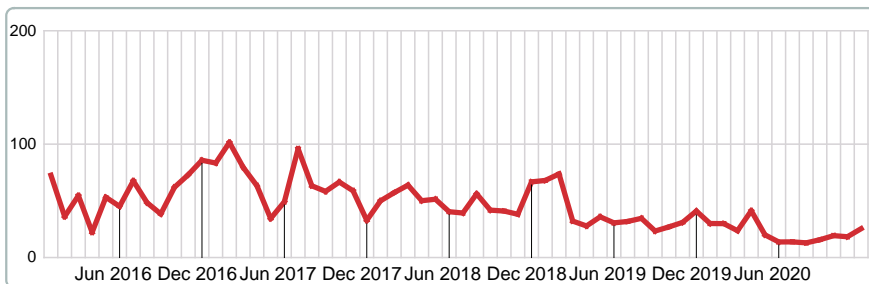
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

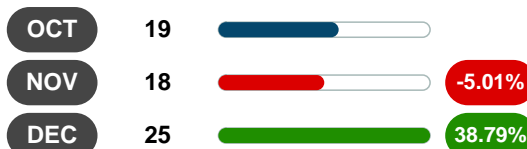


### 3 MONTHS

5 year DEC AVG = 50

High Feb 2017 102 Low Aug 2020 13

Average Days on Market to Sale this month at 25 below the 5 yr DEC average of 50



### 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%	25	0	25	28	0
Average Closed DOM			25	0	25	28	0
Total Closed Units		100%	25		7	2	
Total Closed Volume			11,834	0.00B	8,539	3,295	0.00B

# December 2020



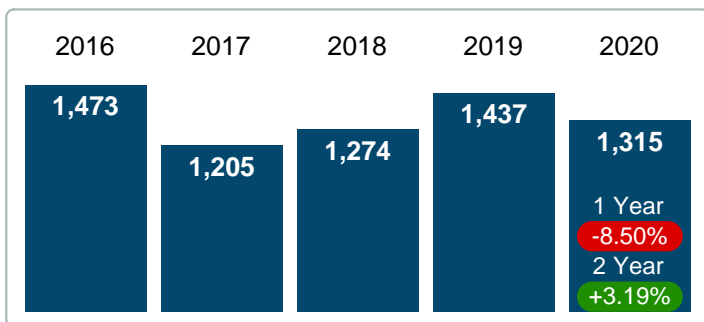
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



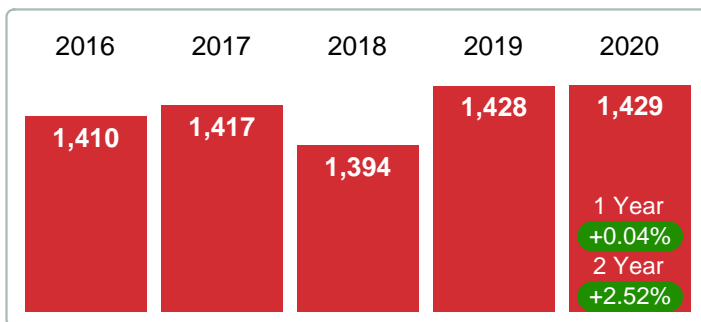
## AVERAGE LIST PRICE AT CLOSING

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

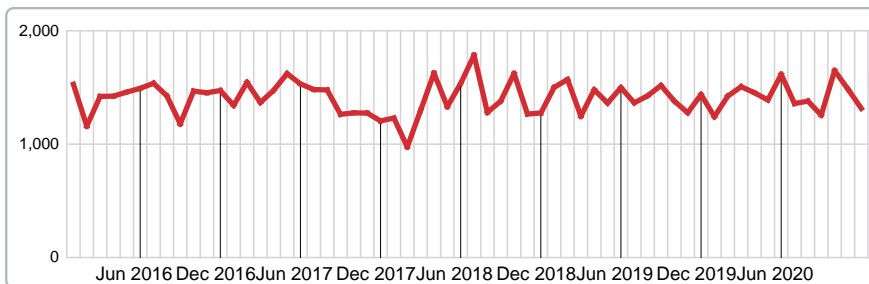
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1,341

High Jul 2018 1,784 Low Feb 2018 975

Average List Price at Closing this month at **1,315** below the 5 yr DEC average of **1,341**

Month	Price	Change
OCT	1,648	
NOV	1,485	-9.91%
DEC	1,315	-11.46%

### 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%	1,315	0	1,220	1,648	0
Average List Price			1,315	0	1,220	1,648	0
Total Closed Units		100%	1,315		7	2	
Total Closed Volume			11,834	0.00B	8,539	3,295	0.00B



# December 2020



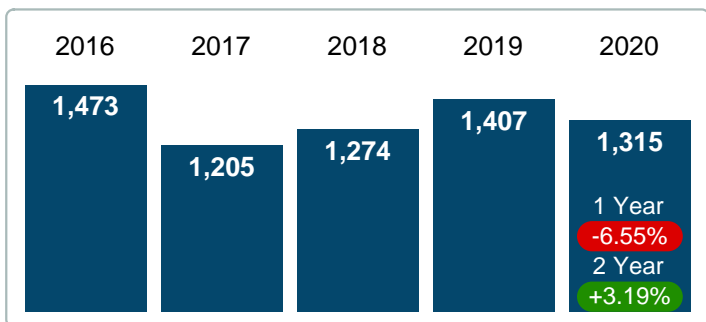
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



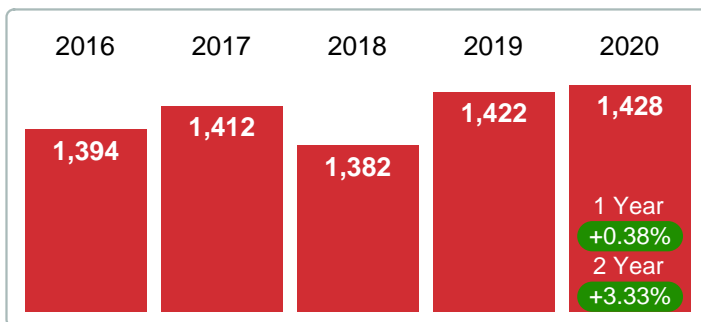
## AVERAGE SOLD PRICE AT CLOSING

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

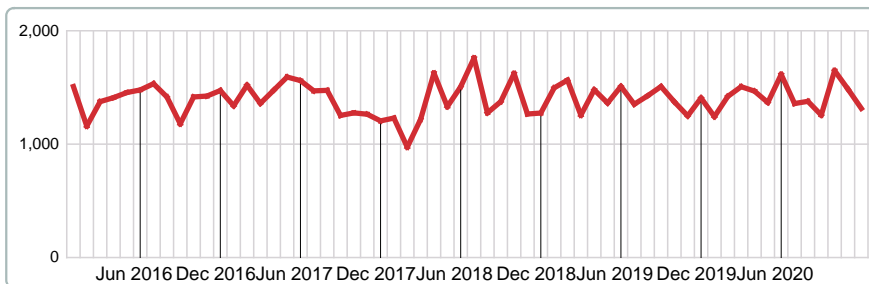
### DECEMBER



### YEAR TO DATE (YTD)

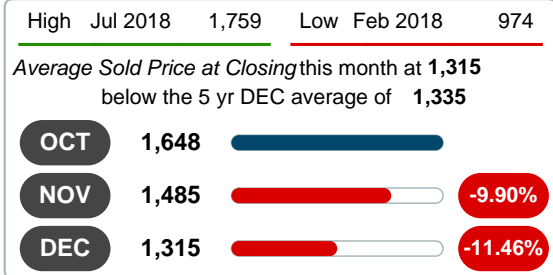


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1,335



### 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%	1,315	0	1,220	1,648	0
Average Sold Price			1,315	0	1,220	1,648	0
Total Closed Units		100%	1,315		7	2	
Total Closed Volume			11,834	0.00B	8,539	3,295	0.00B

# December 2020



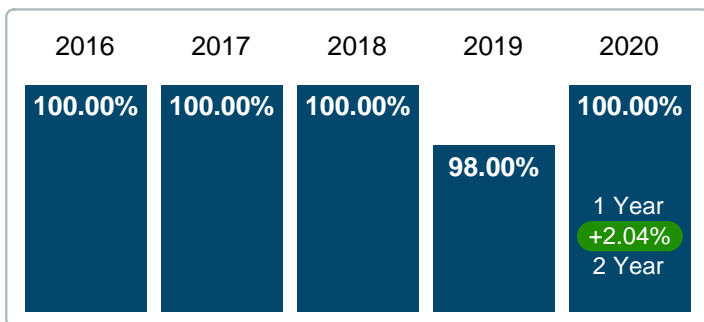
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



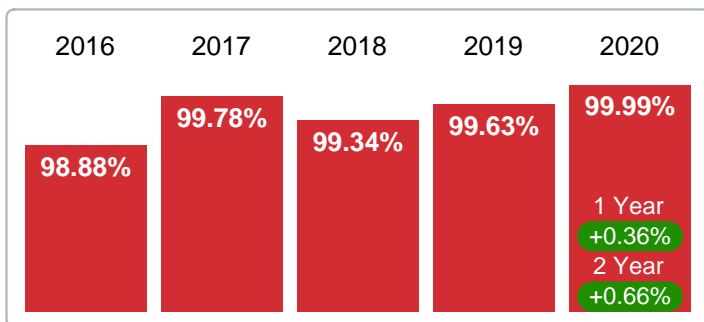
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

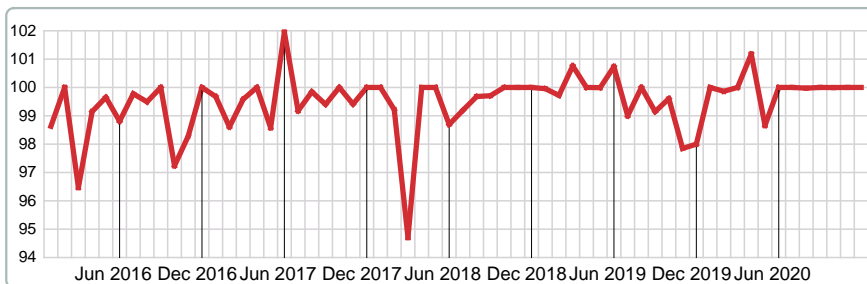
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

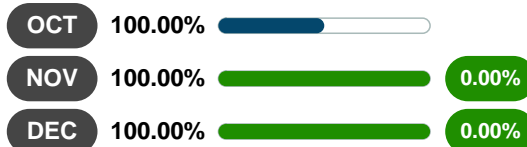


### 3 MONTHS

5 year DEC AVG = 99.60%

High Jun 2017 101.95% Low Mar 2018 94.70%

Average Sold/List Ratio this month at **100.00%** equal to 5 yr DEC average of **99.60%**



### 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%	100.00%	0.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		100.00%		0.00%	100.00%	100.00%	0.00%
Total Closed Units		9	100%		7	2	
Total Closed Volume		11,834		0.00B	8,539	3,295	0.00B

# December 2020



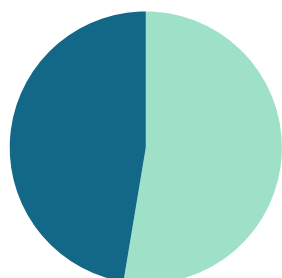
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

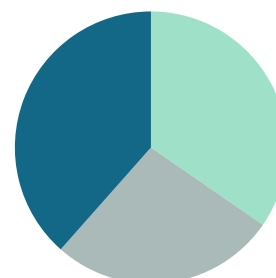


**Inventory**  
 New Listings  
**10 = 52.63%**  
 Start Inventory  
**9**  
 Total Inventory Units  
**19**  
 Volume  
**\$28,369**

### Market Activity

Closed Sales  
**9 = 34.62%**  
 Pending Sales  
**7 = 26.92%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**10 = 38.46%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	10	9	-10.00%	128	109	-14.84%
Pending Sales	2	7	250.00%	37	50	35.14%
New Listings	5	10	100.00%	131	122	-6.87%
Average List Price	1,437	1,315	-8.50%	1,428	1,429	0.04%
Average Sale Price	1,407	1,315	-6.55%	1,422	1,428	0.38%
Average Percent of Selling Price to List Price	98.00%	100.00%	2.04%	99.63%	99.99%	0.36%
Average Days on Market to Sale	41.00	25.44	-37.94%	39.09	21.25	-45.64%
Monthly Inventory	7	10	42.86%	7	10	42.86%
Months Supply of Inventory	0.66	1.10	67.76%	0.66	1.10	67.76%

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

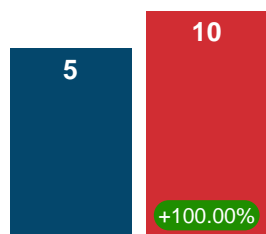
**Inventory** on December 31, 2020 = **10**

**2019** **2020**

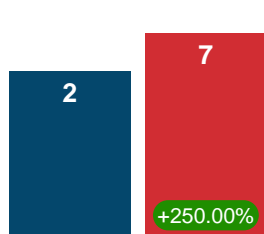
### DECEMBER MARKET

### AVERAGE PRICES

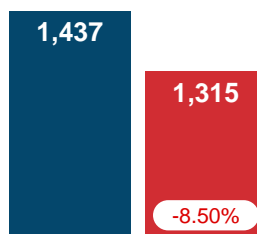
#### New Listings



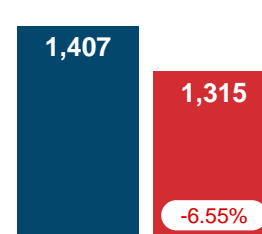
#### Pending Listings



#### List Price



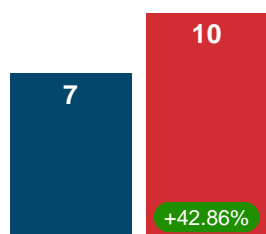
#### Sale Price



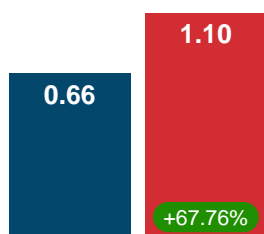
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

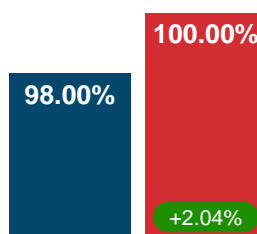
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

