



# December 2020

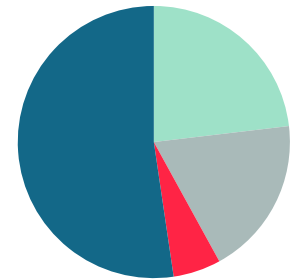
Area Delimited by County Of Tulsa



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	902	1,073	18.96%
Pending Listings	654	876	33.94%
New Listings	955	961	0.63%
Average List Price	197,168	268,550	36.20%
Average Sale Price	192,529	262,354	36.27%
Average Percent of Selling Price to List Price	97.86%	98.46%	0.62%
Average Days on Market to Sale	38.34	27.77	-27.57%
End of Month Inventory	3,770	2,428	-35.60%
Months Supply of Inventory	3.72	2.44	-34.32%



■ Closed (23.12%)  
■ Pending (18.88%)  
■ Other OffMarket (5.67%)  
■ Active (52.33%)

**Absorption:** Last 12 months, an Average of **995** Sales/Month  
**Active Inventory** as of December 31, 2020 = **2,428**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2020 decreased **35.60%** to 2,428 existing homes available for sale. Over the last 12 months this area has had an average of 995 closed sales per month. This represents an unsold inventory index of **2.44** 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 **36.27%** in December 2020 to \$262,354 versus the previous year at \$192,529.

#### Average Days on Market Shortens

The average number of **27.77** days that homes spent on the market before selling decreased by 10.57 days or **27.57%** in December 2020 compared to last year's same month at **38.34** 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 strong this month.

There were 961 New Listings in December 2020, up **0.63%** from last year at 955. Furthermore, there were 1,073 Closed Listings this month versus last year at 902, a **18.96%** increase.

Closed versus Listed trends yielded a **111.7%** ratio, up from previous year's, December 2019, at **94.5%**, a **18.22%** upswing. 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



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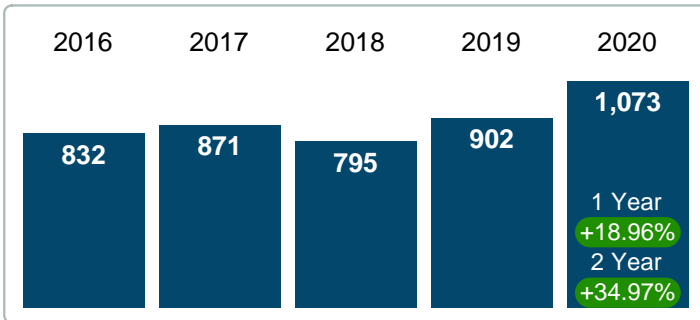
Area Delimited by County Of Tulsa



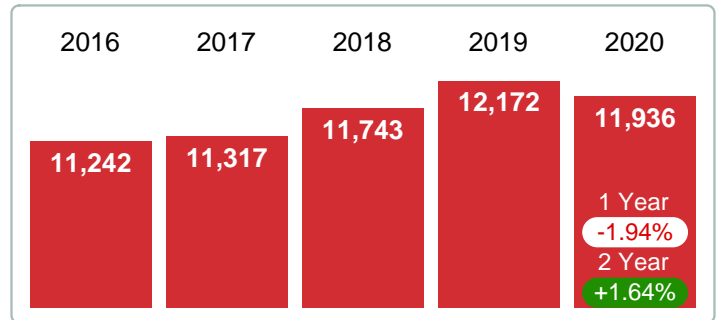
## CLOSED LISTINGS

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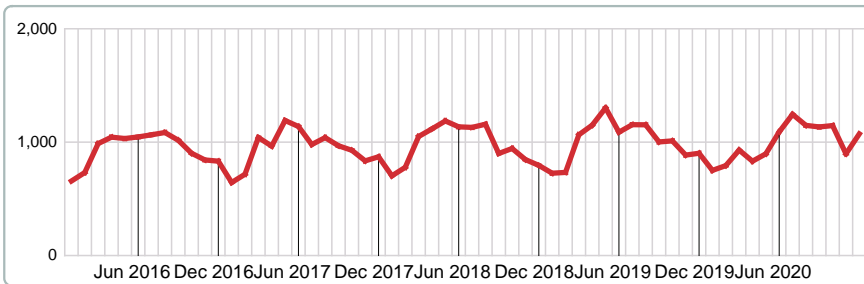
### DECEMBER



### YEAR TO DATE (YTD)

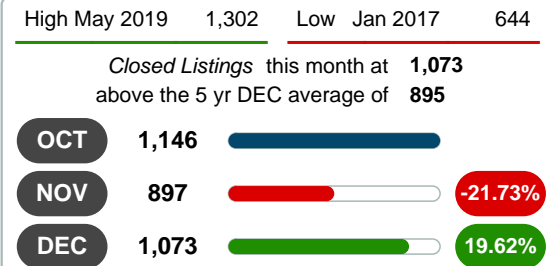


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 895



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	77	7.18%	37.8	47	26	4	0
\$75,001 - \$125,000	118	11.00%	18.4	40	68	9	1
\$125,001 - \$175,000	207	19.29%	15.8	21	168	18	0
\$175,001 - \$250,000	271	25.26%	19.1	18	157	89	7
\$250,001 - \$325,000	151	14.07%	33.1	7	51	83	10
\$325,001 - \$425,000	134	12.49%	36.7	6	27	85	16
\$425,001 and up	115	10.72%	55.3	11	16	64	24
<b>Total Closed Units</b>	<b>1,073</b>			<b>150</b>	<b>513</b>	<b>352</b>	<b>58</b>
<b>Total Closed Volume</b>	<b>281,506,331</b>	<b>100%</b>	<b>27.8</b>	<b>34.16M</b>	<b>99.81M</b>	<b>119.19M</b>	<b>28.34M</b>
<b>Average Closed Price</b>	<b>\$262,354</b>			<b>\$227,755</b>	<b>\$194,569</b>	<b>\$338,603</b>	<b>\$488,638</b>



# December 2020

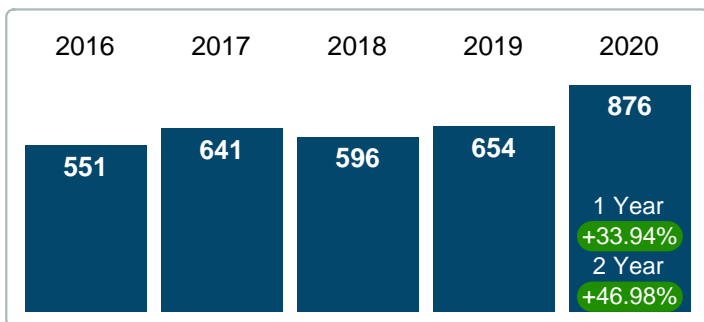
Area Delimited by County Of Tulsa



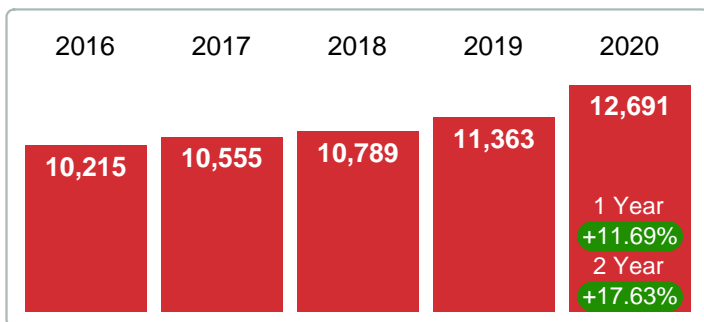
## PENDING LISTINGS

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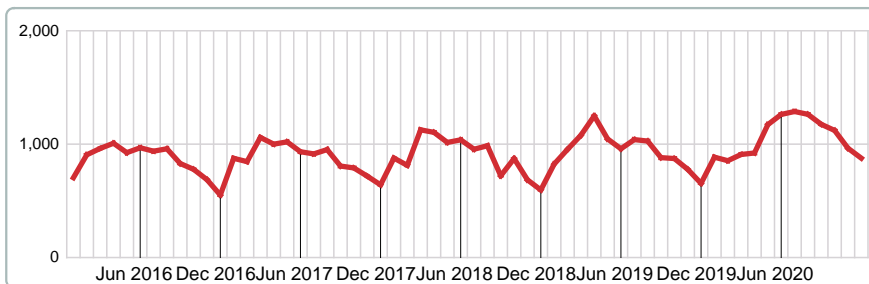
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

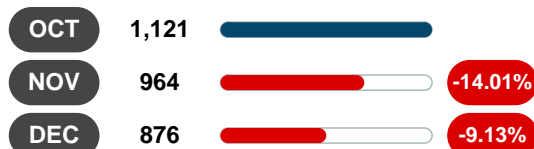


### 3 MONTHS

5 year DEC AVG = 664

High Jul 2020 1,288 Low Dec 2016 551

Pending Listings this month at **876**  
above the 5 yr DEC average of **664**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	92	10.50%	28.2	41	44	7	0
\$75,001 - \$125,000	101	11.53%	36.8	37	57	5	2
\$125,001 - \$150,000	89	10.16%	22.5	12	70	6	1
\$150,001 - \$225,000	201	22.95%	30.3	13	130	54	4
\$225,001 - \$325,000	196	22.37%	37.4	13	76	96	11
\$325,001 - \$400,000	104	11.87%	44.2	6	29	55	14
\$400,001 and up	93	10.62%	67.5	15	16	41	21
<b>Total Pending Units</b>	<b>876</b>			<b>137</b>	<b>422</b>	<b>264</b>	<b>53</b>
<b>Total Pending Volume</b>	<b>218,669,612</b>	<b>100%</b>	<b>30.3</b>	<b>29.91M</b>	<b>80.48M</b>	<b>82.11M</b>	<b>26.17M</b>
<b>Average Listing Price</b>	<b>\$272,563</b>			<b>\$218,302</b>	<b>\$190,709</b>	<b>\$311,030</b>	<b>\$493,797</b>



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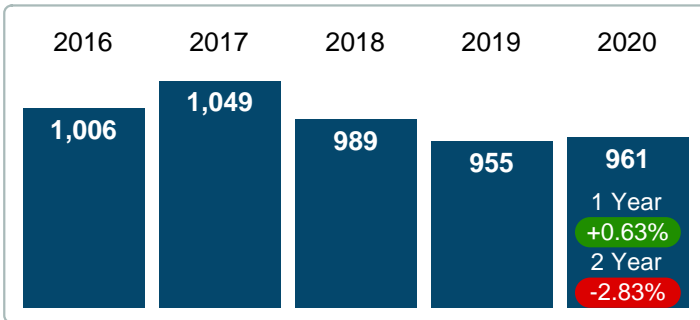
Area Delimited by County Of Tulsa



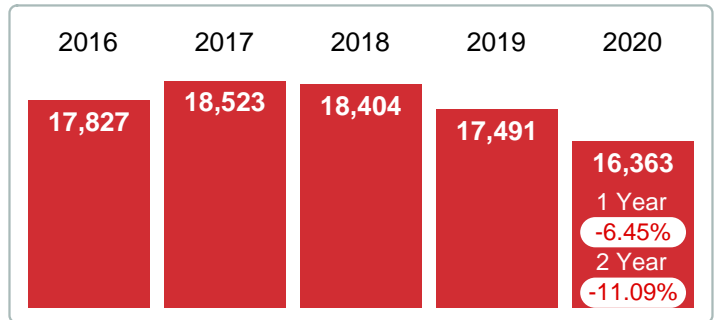
## NEW LISTINGS

Report produced on Jan 11, 2021 for MLS Technology Inc.

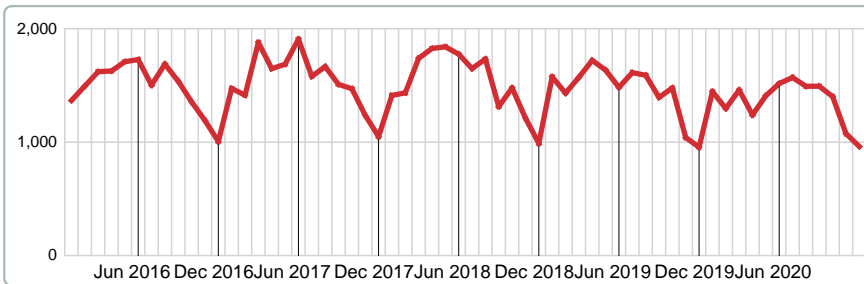
### DECEMBER



### YEAR TO DATE (YTD)

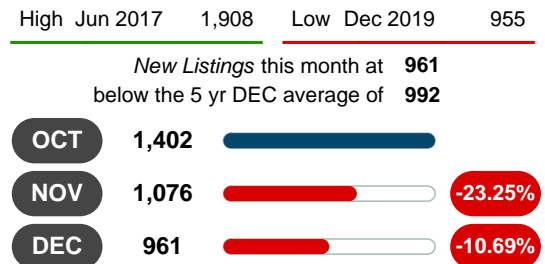


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 992



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	209	21.75%	94	90	22	3
\$75,001-\$125,000	88	9.16%	32	52	4	0
\$125,001-\$225,000	259	26.95%	31	178	46	4
\$225,001-\$300,000	170	17.69%	17	67	77	9
\$300,001-\$400,000	134	13.94%	12	47	60	15
\$400,001 and up	101	10.51%	20	14	40	27
<b>Total New Listed Units</b>	<b>961</b>		<b>206</b>	<b>448</b>	<b>249</b>	<b>58</b>
<b>Total New Listed Volume</b>	<b>234,129,247</b>	<b>100%</b>	<b>45.48M</b>	<b>77.32M</b>	<b>74.27M</b>	<b>37.06M</b>
<b>Average New Listed Listing Price</b>	<b>\$272,517</b>		<b>\$220,783</b>	<b>\$172,584</b>	<b>\$298,288</b>	<b>\$638,907</b>



# December 2020

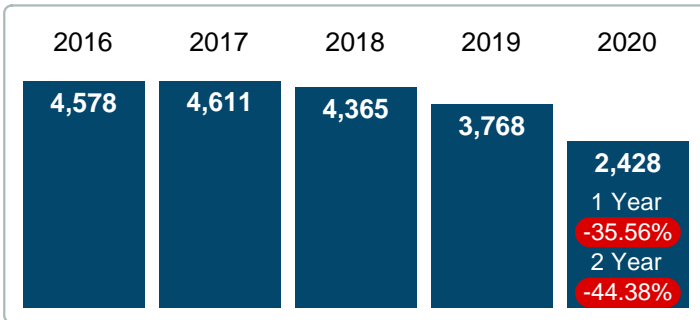
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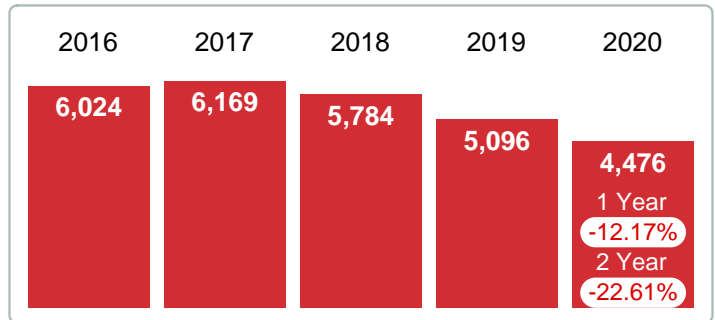
## ACTIVE INVENTORY

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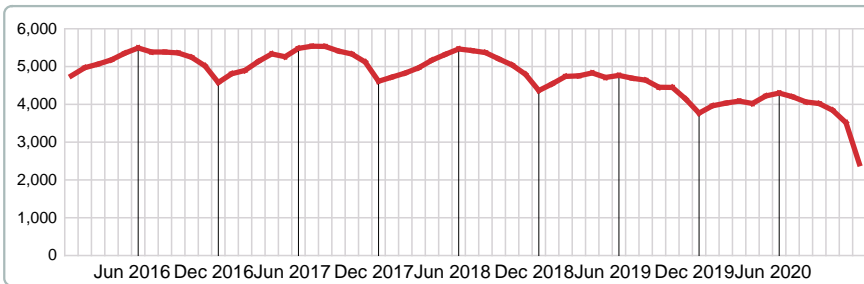
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

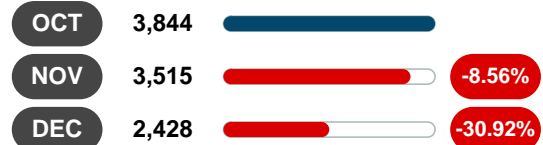


### 3 MONTHS

5 year DEC AVG = 3,950

High Jul 2017 5,538 Low Dec 2020 2,428

Inventory this month at 2,428 below the 5 yr DEC average of 3,950



### 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 \$75,000	889	36.61%	138.8	348	426	101	14
\$75,001 \$275,000	603	24.84%	79.0	254	253	84	12
\$275,001 \$425,000	382	15.73%	87.5	86	107	159	30
\$425,001 \$825,000	311	12.81%	103.5	89	43	115	64
\$825,001 and up	243	10.01%	135.3	142	11	33	57
Total Active Inventory by Units			2,428	919	840	492	177
Total Active Inventory by Volume			882,050,386	406.11M	122.43M	189.64M	163.87M
Average Active Inventory Listing Price			\$363,283	\$441,904	\$145,753	\$385,441	\$925,824



# December 2020

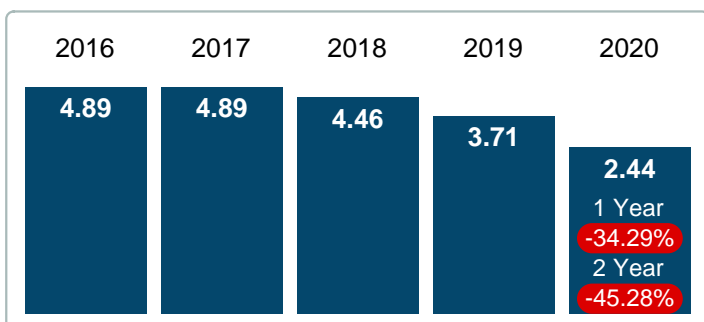
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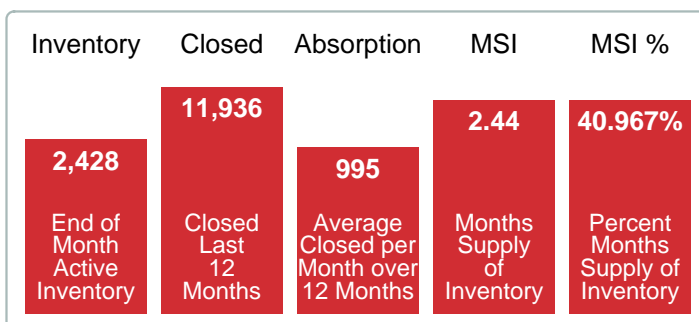
## MONTHS SUPPLY of INVENTORY (MSI)

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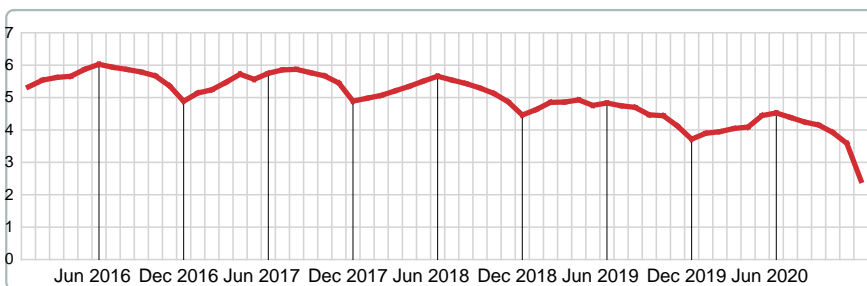
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020

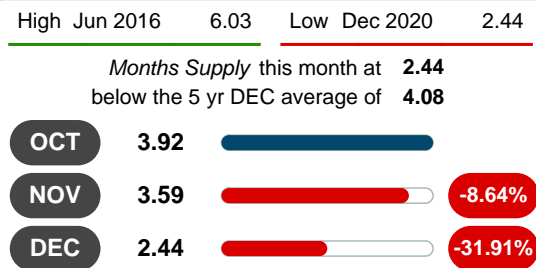


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 4.08



### 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 \$75,000	889	36.61%	8.57	6.55	10.24	12.00	24.00
\$75,001 \$275,000	603	24.84%	0.97	3.47	0.65	0.56	1.00
\$275,001 \$425,000	382	15.73%	2.08	10.75	2.08	1.52	1.53
\$425,001 \$825,000	311	12.81%	4.34	29.67	3.66	2.92	3.66
\$825,001 and up	243	10.01%	19.57	81.14	12.00	6.49	12.21
Market Supply of Inventory (MSI)	2.44			6.60	1.70	1.60	3.26
Total Active Inventory by Units	2,428	100%	2.44	919	840	492	177

# December 2020

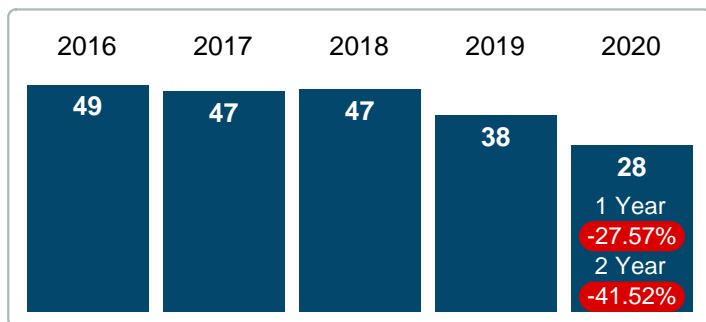
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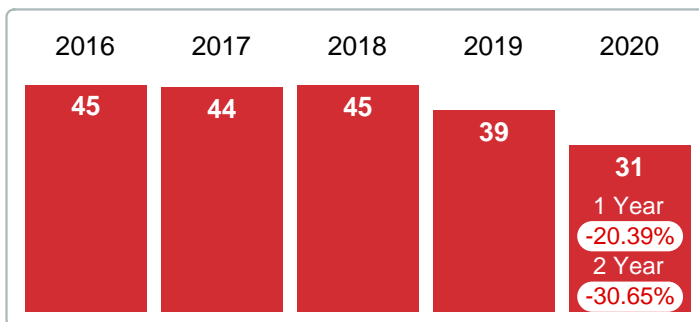
## AVERAGE DAYS ON MARKET TO SALE

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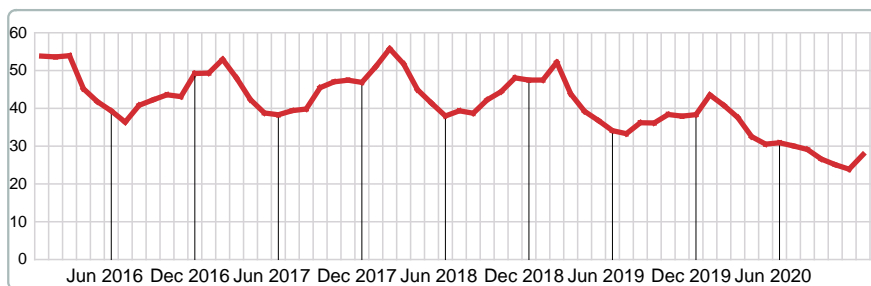
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

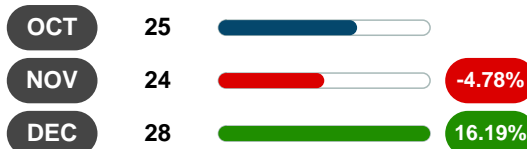


### 3 MONTHS

5 year DEC AVG = 42

High Feb 2018 56 Low Nov 2020 24

Average Days on Market to Sale this month at 28 below the 5 yr DEC average of 42



## 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
\$75,000 and less	77	7.18%	38	29	54	36	0
\$75,001 - \$125,000	118	11.00%	18	24	13	26	63
\$125,001 - \$175,000	207	19.29%	16	27	15	8	0
\$175,001 - \$250,000	271	25.26%	19	41	13	23	40
\$250,001 - \$325,000	151	14.07%	33	37	34	32	35
\$325,001 - \$425,000	134	12.49%	37	61	30	33	60
\$425,001 and up	115	10.72%	55	71	45	59	45
Average Closed DOM			28	34	20	34	47
Total Closed Units		100%	28	150	513	352	58
Total Closed Volume			281,506,331	34.16M	99.81M	119.19M	28.34M





# December 2020

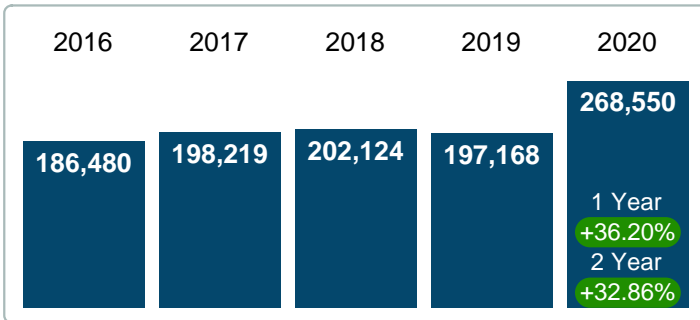
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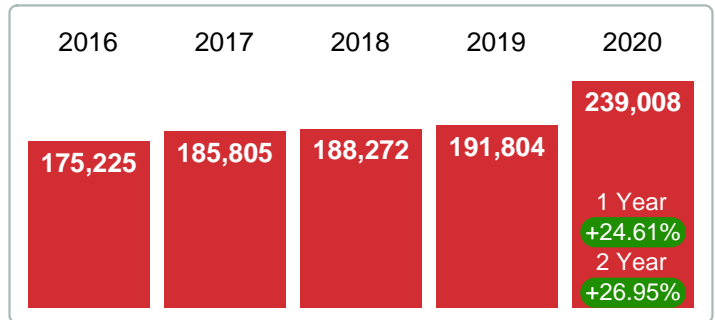
## AVERAGE LIST PRICE AT CLOSING

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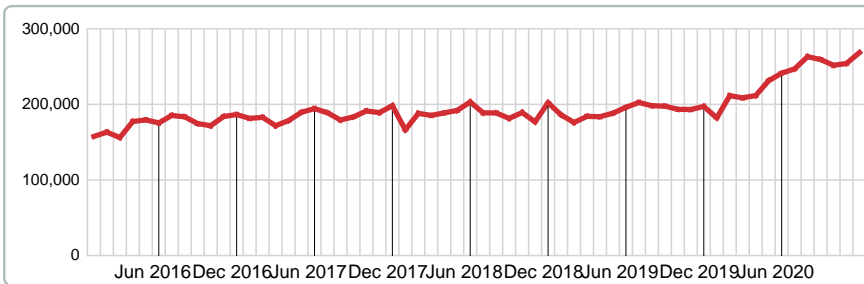
### DECEMBER



### YEAR TO DATE (YTD)

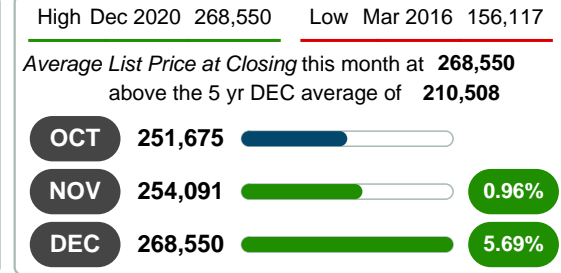


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 210,508



### 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	
\$75,000 and less	71	6.62%	53,096	53,161	56,865	76,063	
\$75,001 - \$125,000	121	11.28%	102,777	100,510	107,102	109,283	
\$125,001 - \$175,000	209	19.48%	151,568	151,233	152,291	152,819	
\$175,001 - \$250,000	272	25.35%	212,063	205,994	205,820	220,320	
\$250,001 - \$325,000	147	13.70%	287,251	296,214	288,465	288,881	
\$325,001 - \$425,000	136	12.67%	373,625	382,817	375,978	371,858	
\$425,001 and up	117	10.90%	765,390	1,714,103	596,118	652,879	
<b>Average List Price</b>		<b>268,550</b>		<b>244,189</b>	<b>197,000</b>	<b>343,796</b>	<b>507,734</b>
<b>Total Closed Units</b>		<b>1,073</b>	<b>100%</b>	<b>268,550</b>	<b>150</b>	<b>513</b>	<b>352</b>
<b>Total Closed Volume</b>		<b>288,154,164</b>			<b>36.63M</b>	<b>101.06M</b>	<b>121.02M</b>





# December 2020

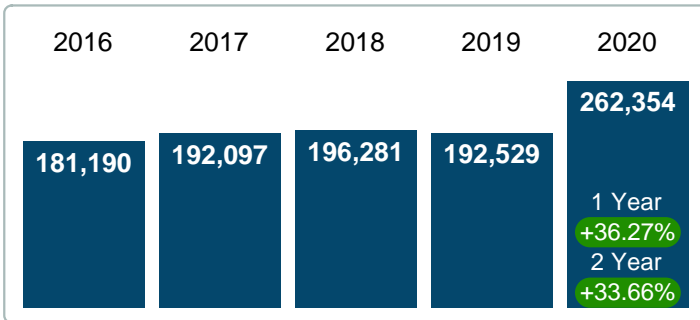
Area Delimited by County Of Tulsa



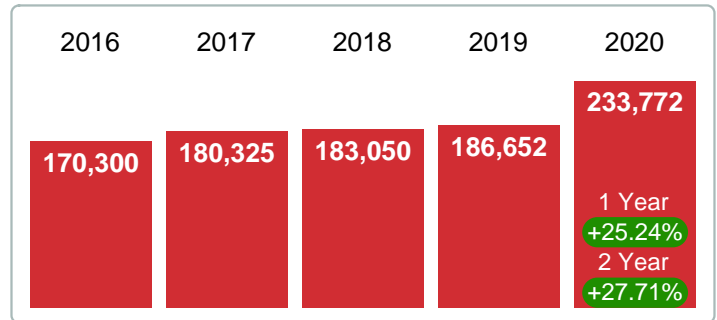
## AVERAGE SOLD PRICE AT CLOSING

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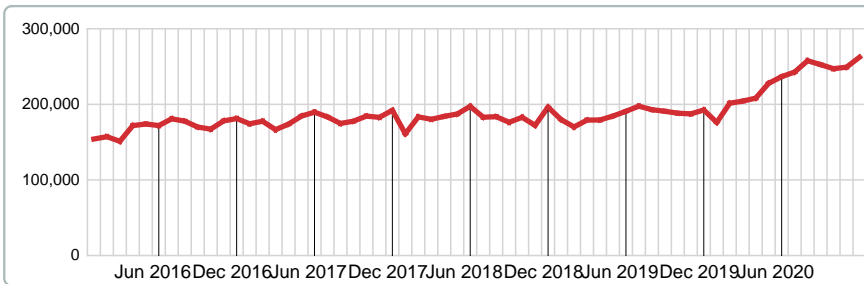
### DECEMBER



### YEAR TO DATE (YTD)

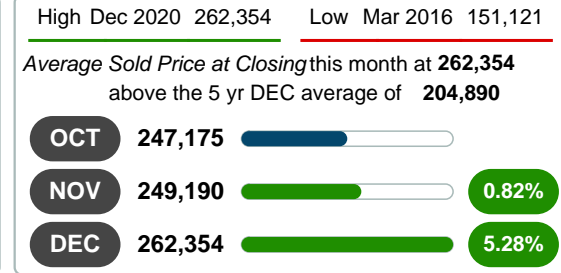


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 204,890



### 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
\$75,000 and less	77	7.18%	52,460	50,235	54,727	63,875	0
\$75,001 - \$125,000	118	11.00%	101,833	97,252	103,936	105,167	112,000
\$125,001 - \$175,000	207	19.29%	151,750	148,462	151,998	153,275	0
\$175,001 - \$250,000	271	25.26%	210,757	204,111	205,364	219,006	243,929
\$250,001 - \$325,000	151	14.07%	284,663	283,643	283,308	284,690	292,068
\$325,001 - \$425,000	134	12.49%	370,558	368,333	371,646	368,620	379,856
\$425,001 and up	115	10.72%	732,907	1,538,636	566,402	637,089	730,131
Average Sold Price			262,354	227,755	194,569	338,603	488,638
Total Closed Units		100%	262,354	150	513	352	58
Total Closed Volume			281,506,331	34.16M	99.81M	119.19M	28.34M



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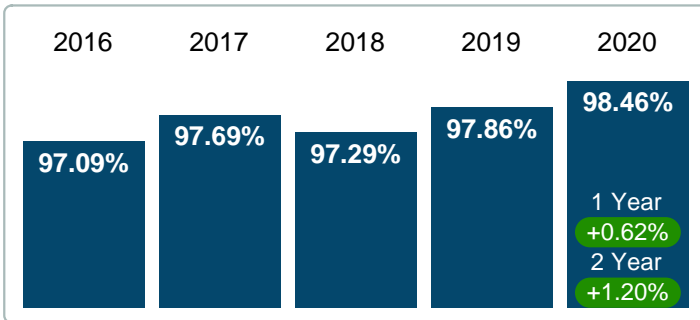
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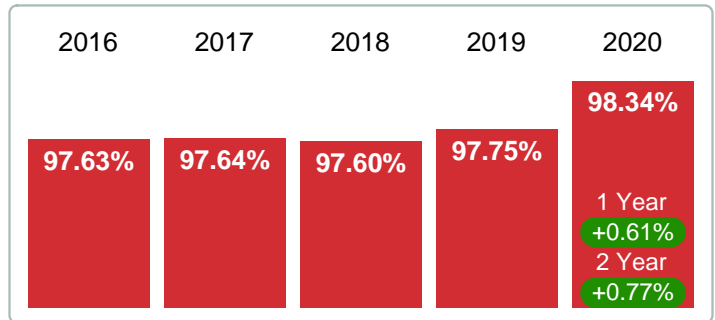
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2021 for MLS Technology Inc.

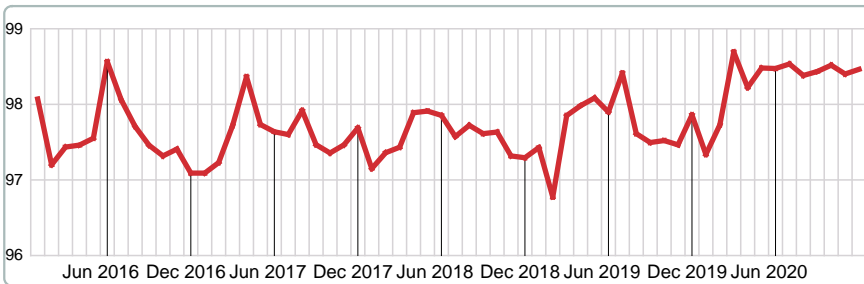
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

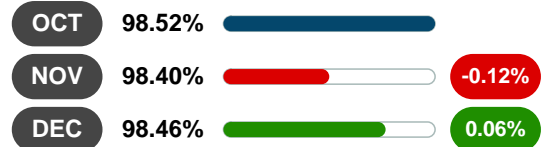


### 3 MONTHS

5 year DEC AVG = 97.68%

High Mar 2020 98.69% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **98.46%**  
equal to 5 yr DEC average of **97.68%**



### 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
\$75,000 and less	77	7.18%	94.58%	94.19%	96.88%	84.34%	0.00%
\$75,001 - \$125,000	118	11.00%	97.48%	97.53%	97.68%	96.79%	87.50%
\$125,001 - \$175,000	207	19.29%	99.89%	98.64%	99.98%	100.52%	0.00%
\$175,001 - \$250,000	271	25.26%	99.64%	99.05%	99.89%	99.47%	97.82%
\$250,001 - \$325,000	151	14.07%	98.48%	96.03%	98.33%	98.62%	99.73%
\$325,001 - \$425,000	134	12.49%	98.82%	96.30%	98.94%	99.19%	97.57%
\$425,001 and up	115	10.72%	96.31%	86.74%	96.12%	98.12%	95.97%
Average Sold/List Ratio			98.50%	95.91%	99.15%	98.77%	97.14%
Total Closed Units		100%	98.50%	150	513	352	58
Total Closed Volume				34.16M	99.81M	119.19M	28.34M

# December 2020

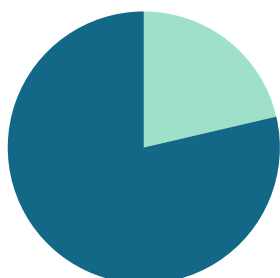
Area Delimited by County Of Tulsa



## MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

### INVENTORY

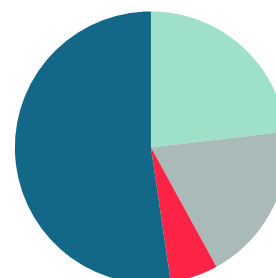


**Inventory**  
 New Listings  
**961 = 21.36%**  
 Start Inventory  
**3,539**  
 Total Inventory Units  
**4,500**  
 Volume  
**\$1,458,592,954**

### Market Activity

Closed Sales  
**1,073 = 23.13%**  
 Pending Sales  
**876 = 18.88%**  
 Other Off Market  
**263 = 5.67%**  
 Active Inventory  
**2,428 = 52.33%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	902	1,073	18.96%	12,172	11,936	-1.94%
Pending Sales	654	876	33.94%	11,363	12,691	11.69%
New Listings	955	961	0.63%	17,491	16,363	-6.45%
Average List Price	197,168	268,550	36.20%	191,804	239,008	24.61%
Average Sale Price	192,529	262,354	36.27%	186,652	233,772	25.24%
Average Percent of Selling Price to List Price	97.86%	98.46%	0.62%	97.75%	98.34%	0.61%
Average Days on Market to Sale	38.34	27.77	-27.57%	38.84	30.92	-20.39%
Monthly Inventory	3,770	2,428	-35.60%	3,770	2,428	-35.60%
Months Supply of Inventory	3.72	2.44	-34.32%	3.72	2.44	-34.32%

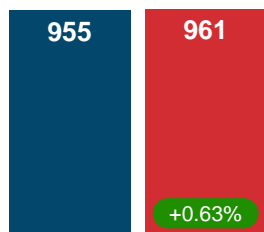
**Absorption:** Last 12 months, an Average of **995** Sales/Month

**Inventory** on December 31, 2020 = **2,428** 2019 2020

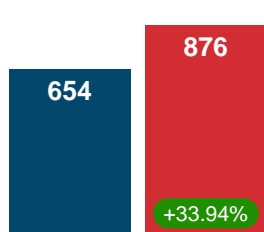
### DECEMBER MARKET

### AVERAGE PRICES

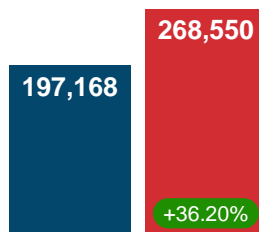
#### New Listings



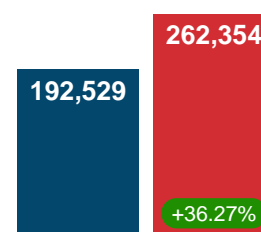
#### Pending Listings



#### List Price



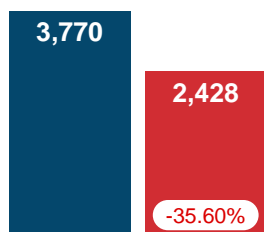
#### Sale Price



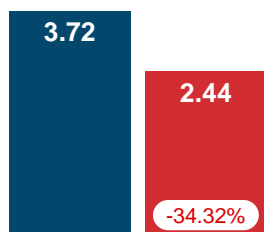
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

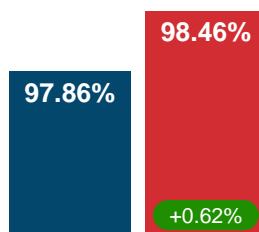
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

