



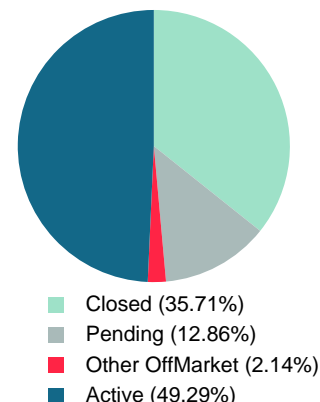
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	57	50	-12.28%
Pending Listings	15	18	20.00%
New Listings	60	52	-13.33%
Average List Price	1,004	1,024	1.96%
Average Sale Price	994	1,023	2.97%
Average Percent of Selling Price to List Price	99.00%	99.93%	0.94%
Average Days on Market to Sale	48.75	42.90	-12.01%
End of Month Inventory	128	69	-46.09%
Months Supply of Inventory	2.05	1.21	-41.15%



Absorption: Last 12 months, an Average of **57** Sales/Month
Active Inventory as of December 31, 2020 = **69**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **46.09%** to 69 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **1.21** 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 **2.97%** in December 2020 to \$1,023 versus the previous year at \$994.

Average Days on Market Shortens

The average number of **42.90** days that homes spent on the market before selling decreased by 5.85 days or **12.01%** in December 2020 compared to last year's same month at **48.75** 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 52 New Listings in December 2020, down **13.33%** from last year at 60. Furthermore, there were 50 Closed Listings this month versus last year at 57, a **-12.28%** decrease.

Closed versus Listed trends yielded a **96.2%** ratio, up from previous year's, December 2019, at **95.0%**, a **1.21%** 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

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



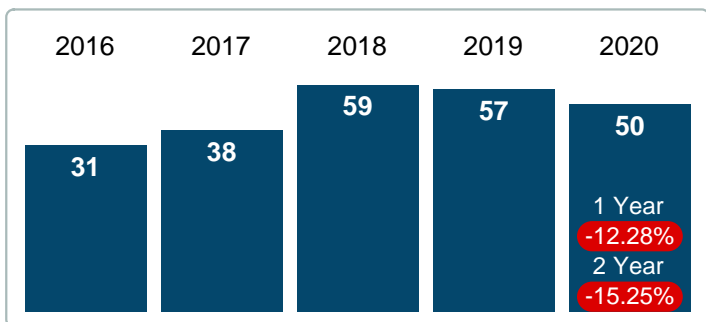
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



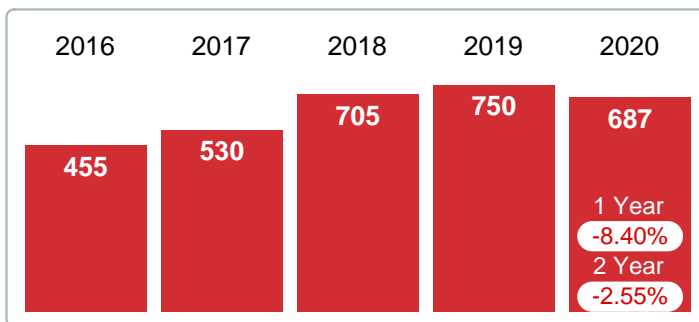
CLOSED LISTINGS

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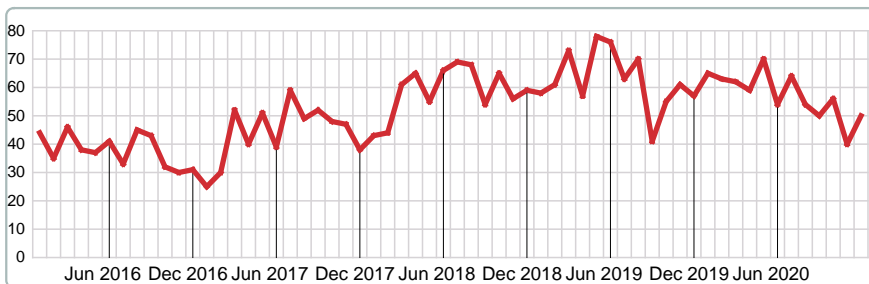
DECEMBER



YEAR TO DATE (YTD)

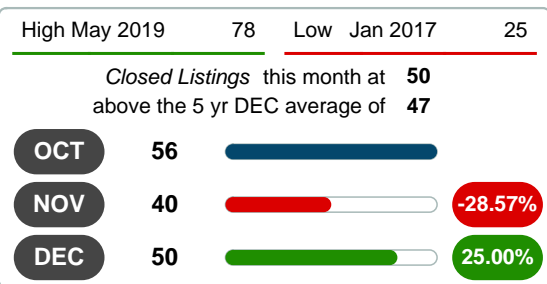


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47



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	50	100.00%	42.9	25	25	0	0
Total Closed Units	50			25	25	0	0
Total Closed Volume	51,165	100%	42.9	23.76K	27.41K	0.00B	0.00B
Average Closed Price	\$1,023			\$950	\$1,096	\$0	\$0

December 2020



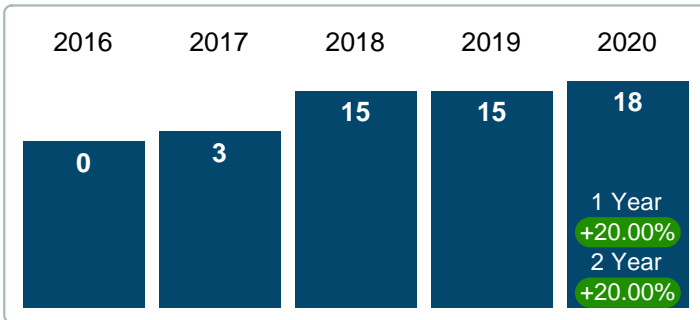
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



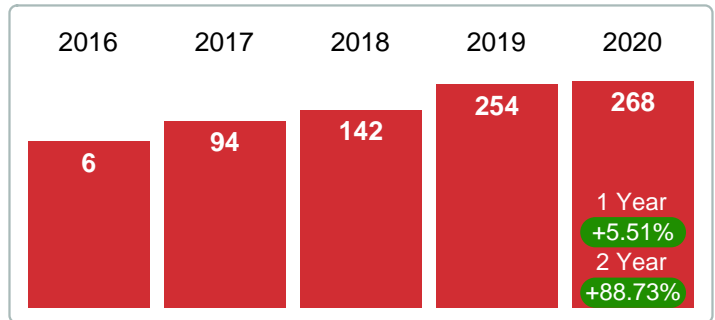
PENDING LISTINGS

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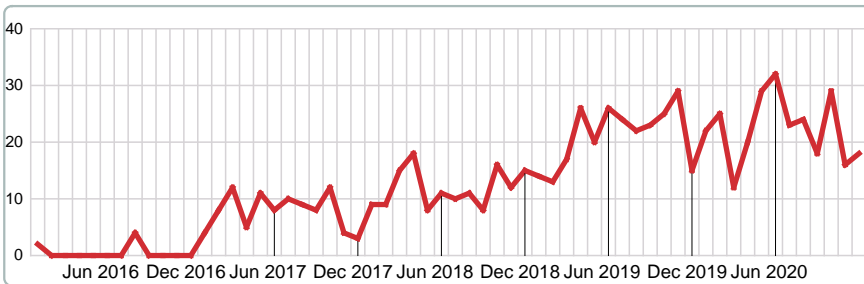
DECEMBER



YEAR TO DATE (YTD)

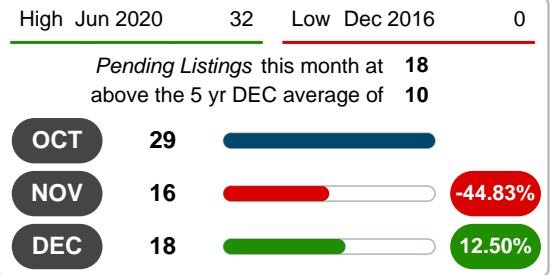


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 10



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	18	100.00%	20.1	10	8	0	0
Total Pending Units	18			10	8	0	0
Total Pending Volume	17,840	100%	20.8	9,220	8,620	0.00B	0.00B
Average Listing Price	\$996			\$922	\$1,078	\$0	\$0

December 2020



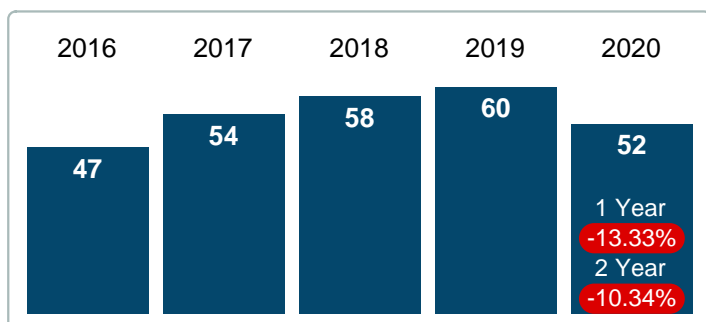
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



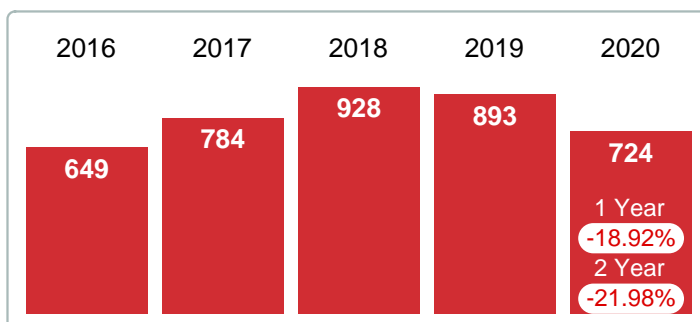
NEW LISTINGS

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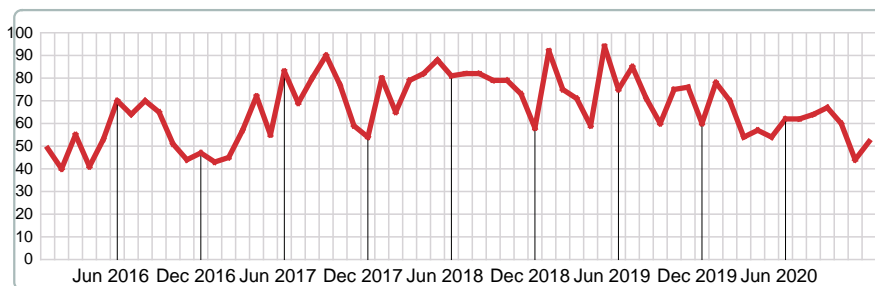
DECEMBER



YEAR TO DATE (YTD)

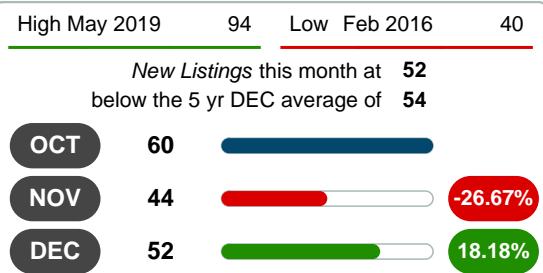


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 54



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	52	100.00%	22	27	3	0
Total New Listed Units	52		22	27	3	0
Total New Listed Volume	56,425	100%	20.23K	29.40K	6,795	0.00B
Average New Listed Listing Price	\$1,021		\$920	\$1,089	\$2,265	\$0

December 2020



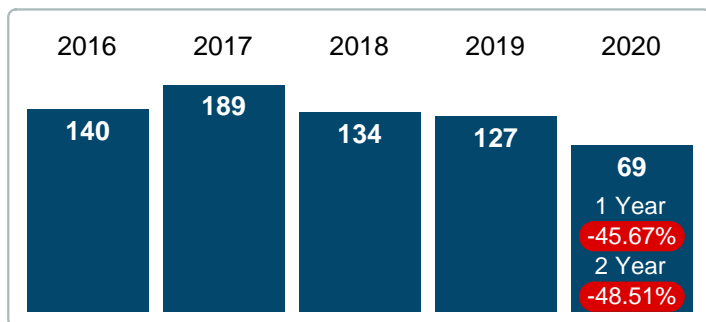
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



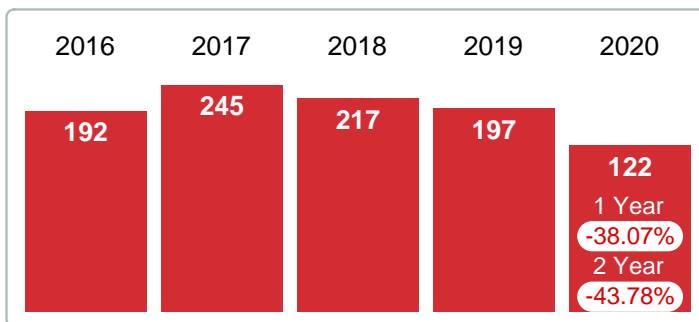
ACTIVE INVENTORY

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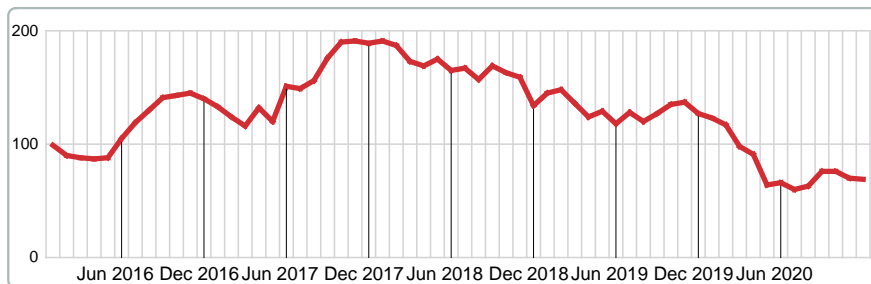
END OF DECEMBER



ACTIVE DURING DECEMBER

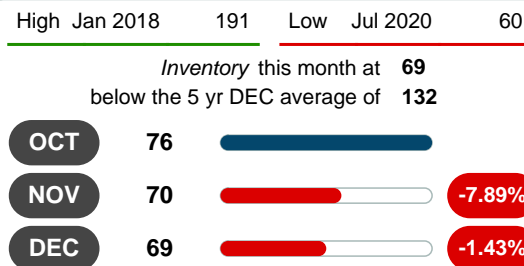


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 132



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	69	100.00%	63.7	33	30	5	1
Total Active Inventory by Units			69	33	30	5	1
Total Active Inventory by Volume			79,980	33.02K	35.40K	9,370	2,200
Average Active Inventory Listing Price			\$1,159	\$1,000	\$1,180	\$1,874	\$2,200

December 2020



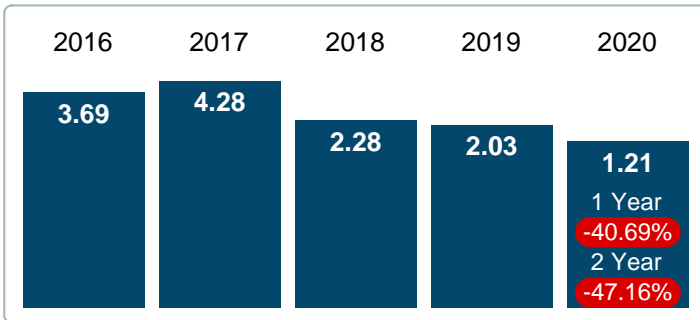
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



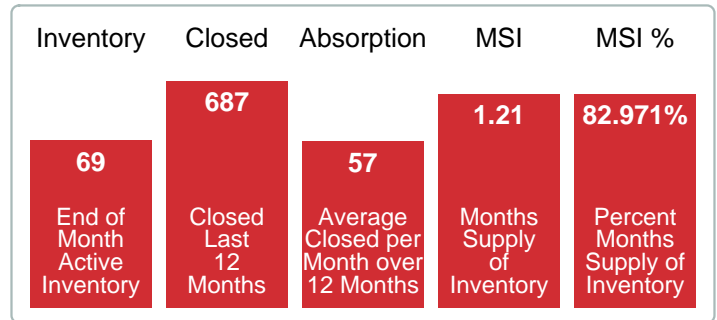
MONTHS SUPPLY of INVENTORY (MSI)

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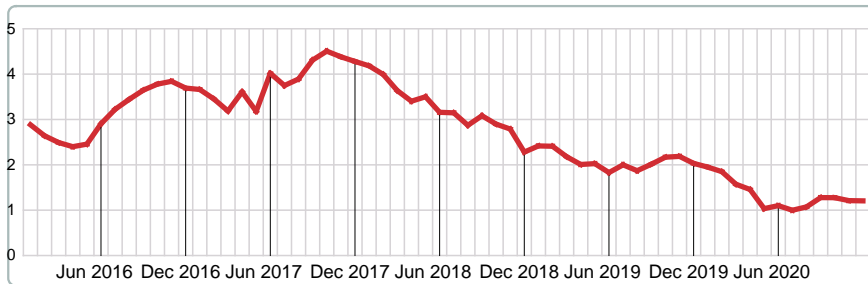
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

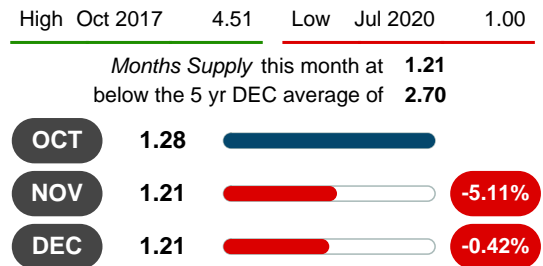


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.70



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	69	100.00%	1.21	1.53	0.92	1.76	12.00
Market Supply of Inventory (MSI)			1.21	1.53	0.92	1.76	12.00
Total Active Inventory by Units		100%	1.21	33	30	5	1

December 2020



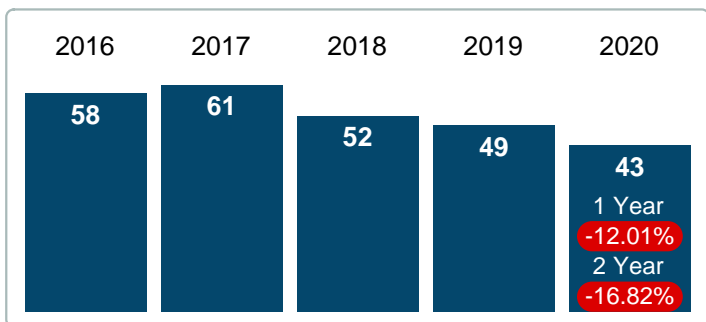
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



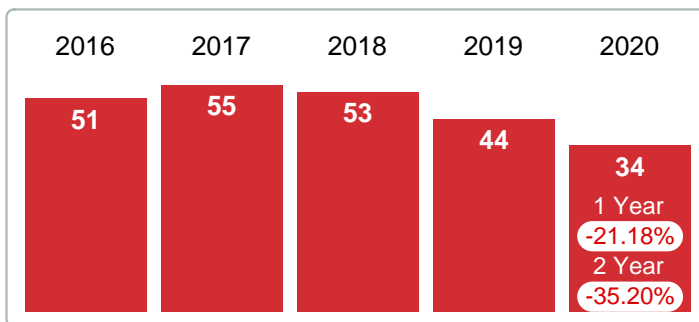
AVERAGE DAYS ON MARKET TO SALE

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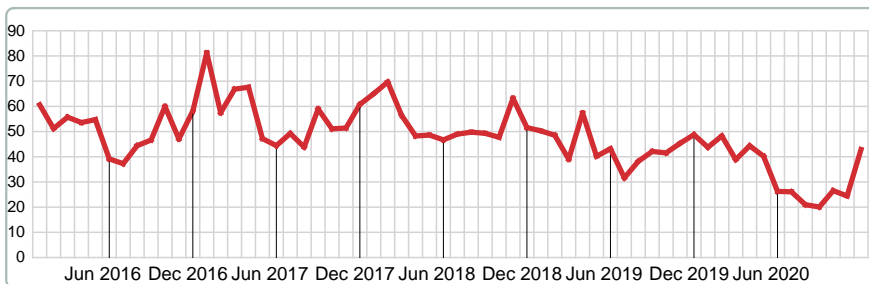
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 52

High Jan 2017 81 Low Sep 2020 20

Average Days on Market to Sale this month at 43 below the 5 yr DEC average of 52



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	50	100.00%	43	36	50	0	0
Average Closed DOM			43	36	50	0	0
Total Closed Units		100%	43	25	25		
Total Closed Volume			51,165	23.76K	27.41K	0.00B	0.00B

December 2020



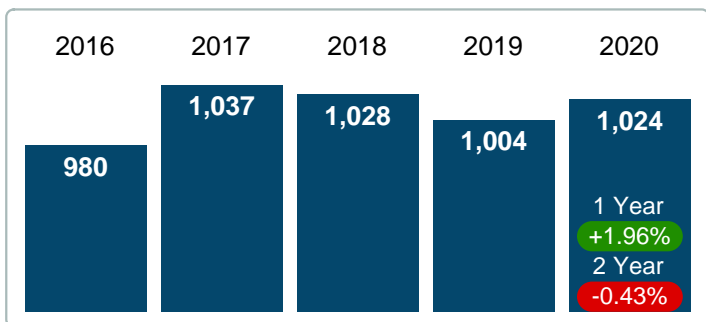
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



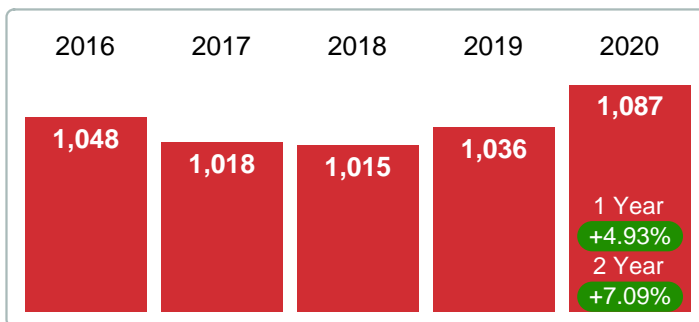
AVERAGE LIST PRICE AT CLOSING

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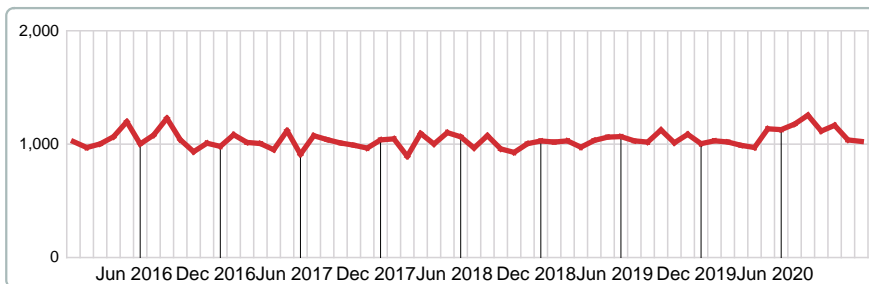
DECEMBER



YEAR TO DATE (YTD)

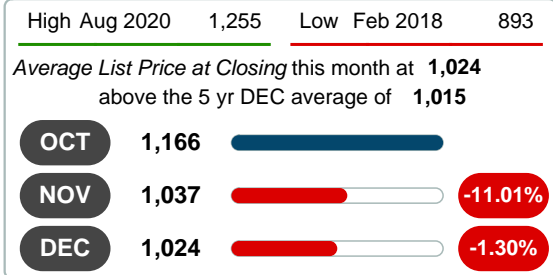


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,015



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	50	100.00%	1,024	950	1,097	0	0
Average List Price			1,024	950	1,097	0	0
Total Closed Units		100%	1,024	25	25		
Total Closed Volume			51,190	23.76K	27.43K	0.00B	0.00B

December 2020



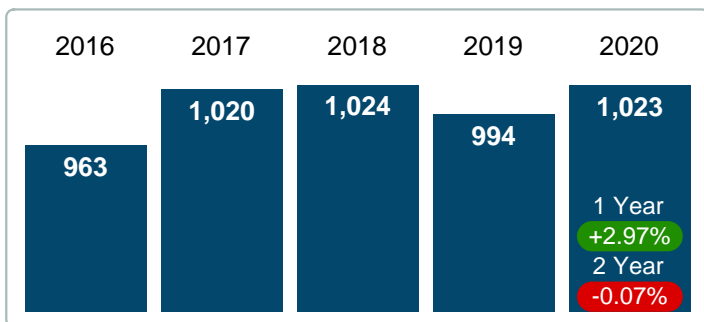
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



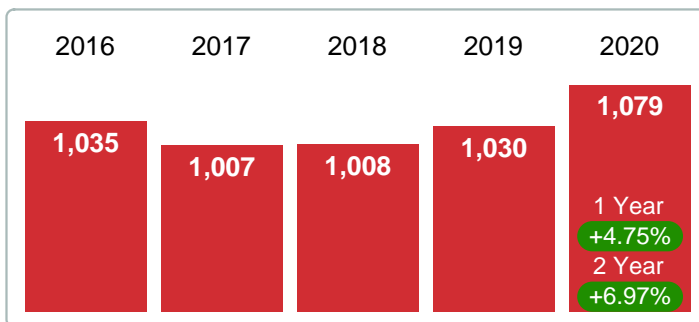
AVERAGE SOLD PRICE AT CLOSING

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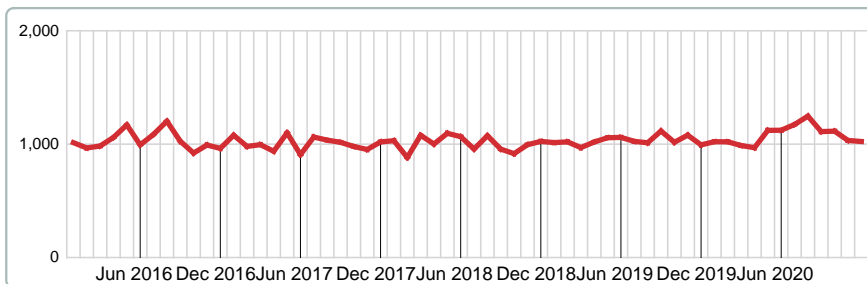
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

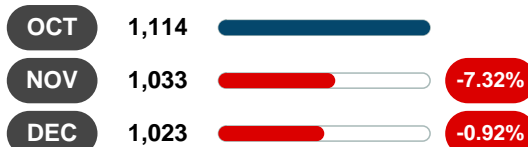


3 MONTHS

5 year DEC AVG = 1,005

High Aug 2020 1,247 Low Feb 2018 882

Average Sold Price at Closing this month at 1,023 above the 5 yr DEC average of 1,005



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	50	100.00%	1,023	950	1,096	0	0
Average Sold Price			1,023	950	1,096	0	0
Total Closed Units		100%	1,023	25	25		
Total Closed Volume			51,165	23.76K	27.41K	0.00B	0.00B

December 2020



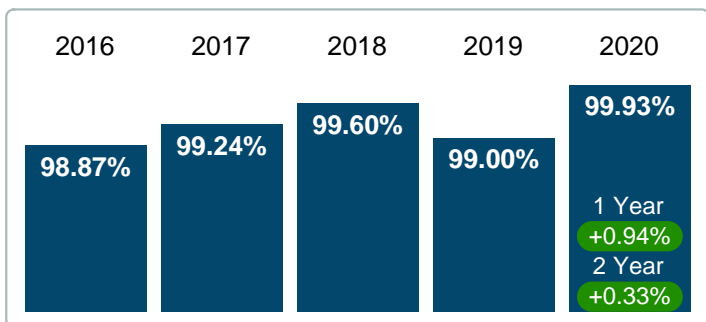
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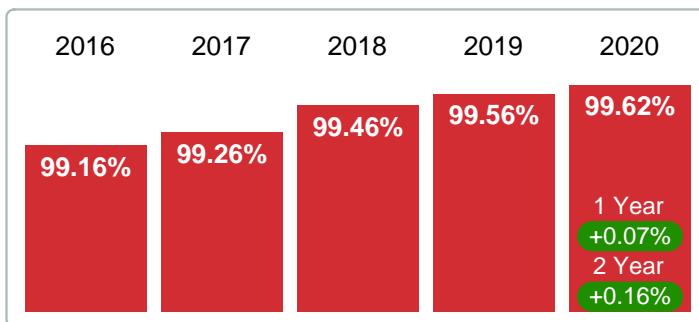
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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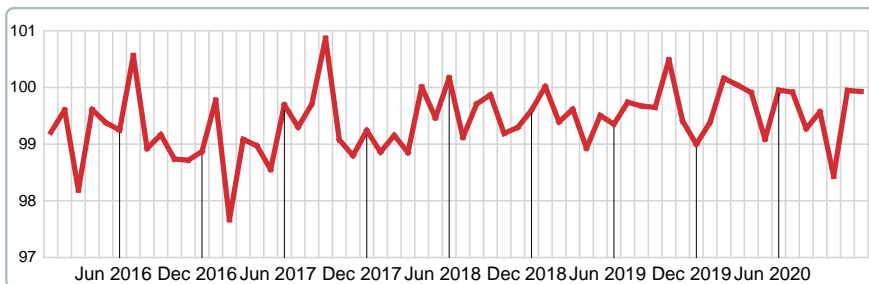
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

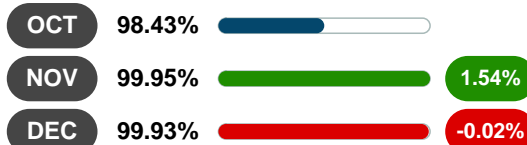


3 MONTHS

5 year DEC AVG = 99.33%

High Sep 2017 100.87% Low Feb 2017 97.67%

Average Sold/List Ratio this month at **99.93%** above the 5 yr DEC average of **99.33%**



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	50	100.00%	99.93%	100.00%	99.86%	0.00%	0.00%
Average Sold/List Ratio		99.90%		100.00%	99.86%	0.00%	0.00%
Total Closed Units		50	100%	25	25		
Total Closed Volume		51,165		23.76K	27.41K	0.00B	0.00B

December 2020



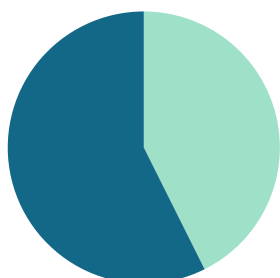
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



MARKET SUMMARY

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INVENTORY

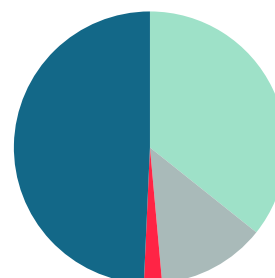


Inventory
 New Listings
52 = 42.62%
 Start Inventory
70
 Total Inventory Units
122
 Volume
\$135,410

Market Activity

Closed Sales
50 = 35.71%
 Pending Sales
18 = 12.86%
 Other Off Market
3 = 2.14%
 Active Inventory
69 = 49.29%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	57	50	-12.28%	750	687	-8.40%
Pending Sales	15	18	20.00%	254	268	5.51%
New Listings	60	52	-13.33%	893	724	-18.92%
Average List Price	1,004	1,024	1.96%	1,036	1,087	4.93%
Average Sale Price	994	1,023	2.97%	1,030	1,079	4.75%
Average Percent of Selling Price to List Price	99.00%	99.93%	0.94%	99.56%	99.62%	0.07%
Average Days on Market to Sale	48.75	42.90	-12.01%	43.50	34.29	-21.18%
Monthly Inventory	128	69	-46.09%	128	69	-46.09%
Months Supply of Inventory	2.05	1.21	-41.15%	2.05	1.21	-41.15%

Absorption: Last 12 months, an Average of **57** Sales/Month

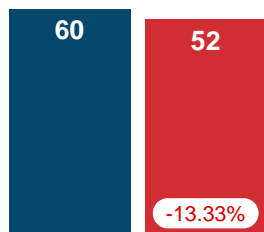
Inventory on December 31, 2020 = **69**

2019 **2020**

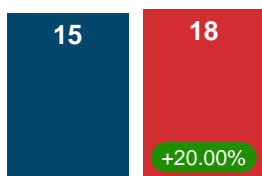
DECEMBER MARKET

AVERAGE PRICES

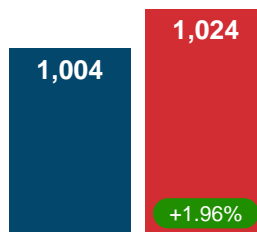
New Listings



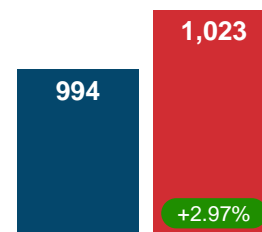
Pending Listings



List Price



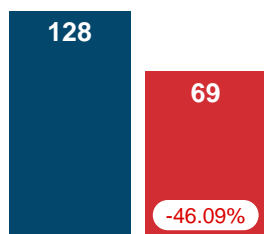
Sale Price



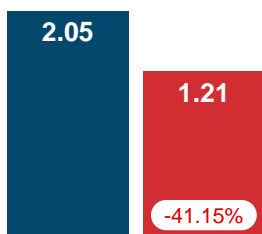
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

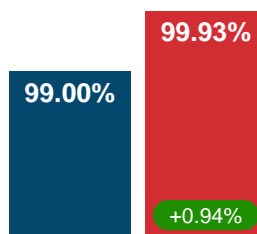
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

