

December 2020



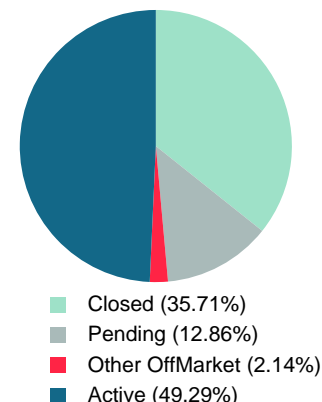
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2019 | December 2020 | +/-% |
|---|---------|---------------|---------|
| Closed Listings | 57 | 50 | -12.28% |
| Pending Listings | 15 | 18 | 20.00% |
| New Listings | 60 | 52 | -13.33% |
| Median List Price | 950 | 950 | 0.00% |
| Median Sale Price | 900 | 950 | 5.56% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 40.00 | 15.00 | -62.50% |
| 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.

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 **5.56%** in December 2020 to \$950 versus the previous year at \$900.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 25.00 days or **62.50%** in December 2020 compared to last year's same month at **40.00** 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 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.

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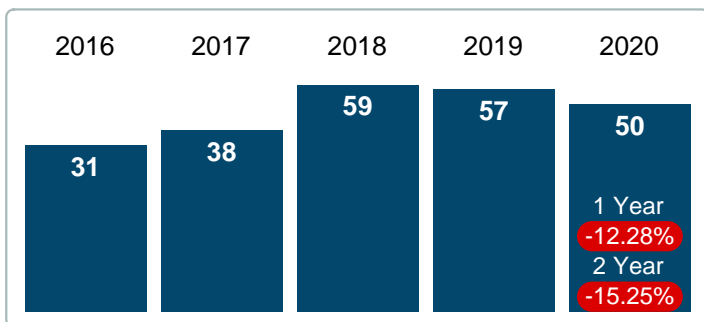
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



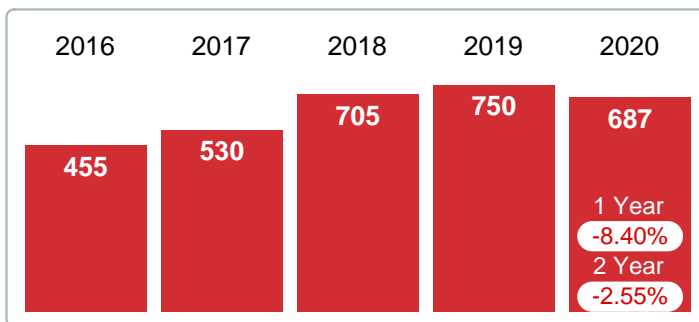
CLOSED LISTINGS

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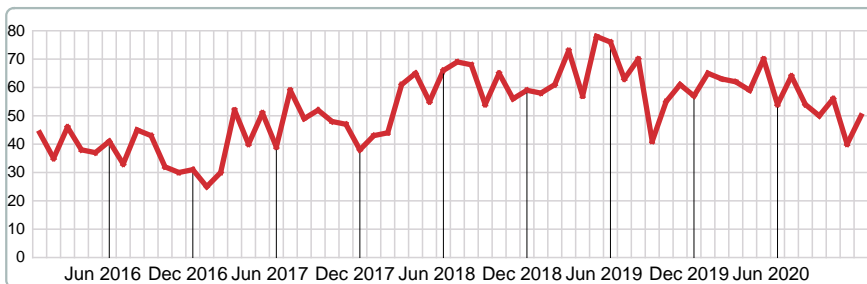
DECEMBER



YEAR TO DATE (YTD)

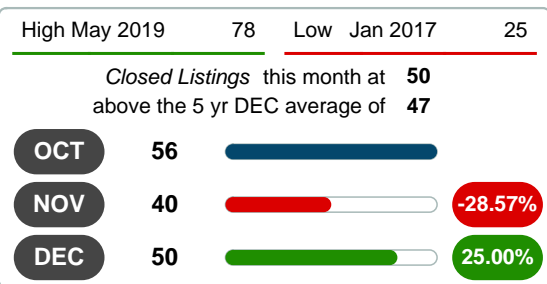


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | 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 | 50 | 100.00% | 15.0 | 25 | 25 | 0 | 0 |
| Total Closed Units | 50 | | | 25 | 25 | 0 | 0 |
| Total Closed Volume | 51,165 | 100% | 15.0 | 23.76K | 27.41K | 0.00B | 0.00B |
| Median Closed Price | \$950 | | | \$800 | \$995 | \$0 | \$0 |

December 2020



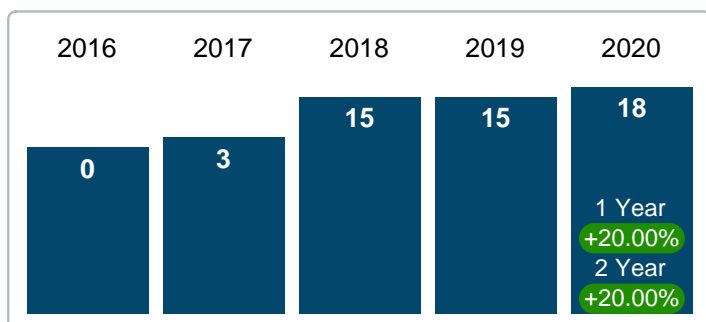
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



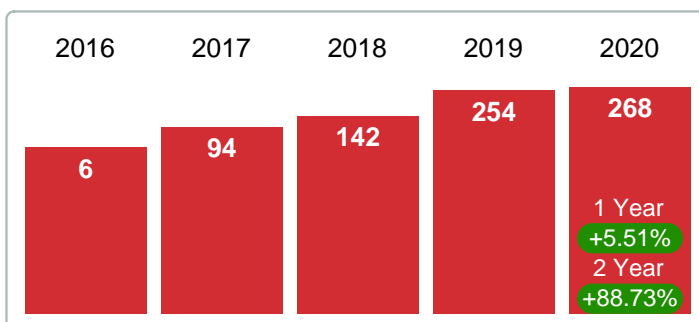
PENDING LISTINGS

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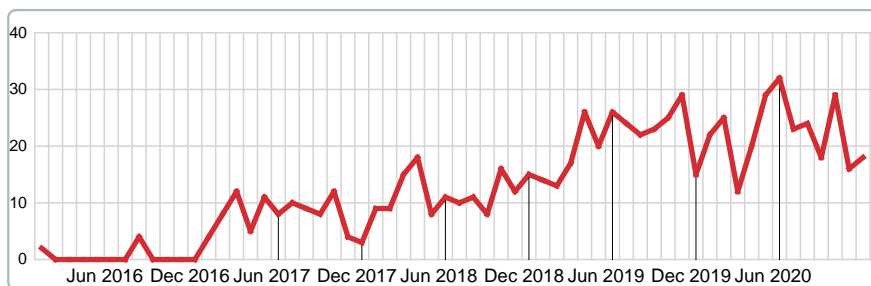
DECEMBER



YEAR TO DATE (YTD)

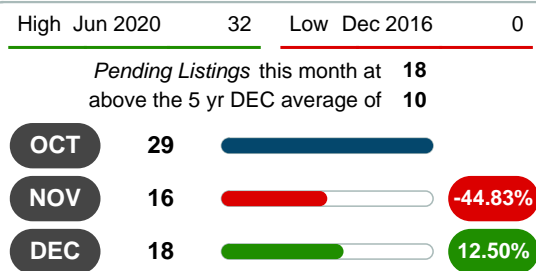


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 10



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|---------------|-------------|-------------|--------------|----------------|--------------|--------------|
| \$0 and less | 0 | 0.00% | 15.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 15.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 15.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 15.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 15.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 15.0 | 0 | 0 | 0 | 0 |
| \$1 and up | 18 | 100.00% | 13.5 | 10 | 8 | 0 | 0 |
| Total Pending Units | 18 | | | 10 | 8 | 0 | 0 |
| Total Pending Volume | 17,840 | 100% | 13.5 | 9,220 | 8,620 | 0.00B | 0.00B |
| Median Listing Price | \$945 | | | \$763 | \$1,043 | \$0 | \$0 |

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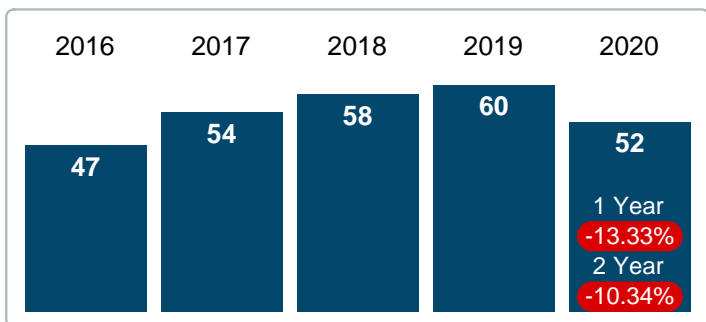
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



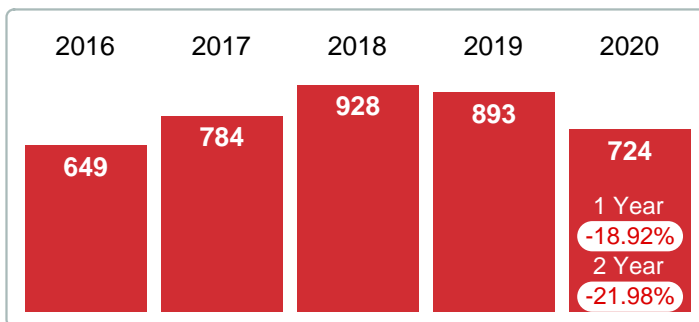
NEW LISTINGS

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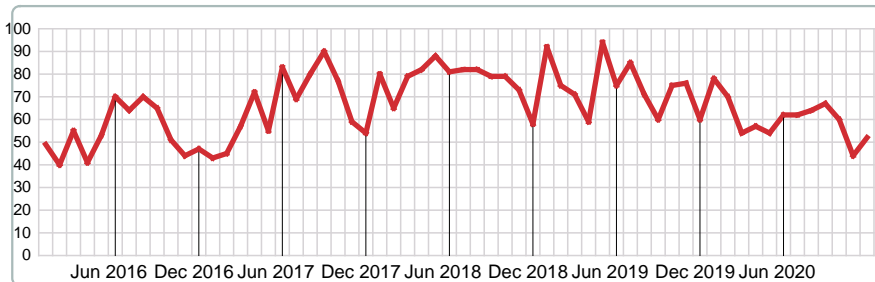
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 54

High May 2019 94 Low Feb 2016 40

New Listings this month at 52
below the 5 yr DEC average of 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 |
| Median New Listed Listing Price | \$998 | | \$898 | \$1,050 | \$1,600 | \$0 |

December 2020



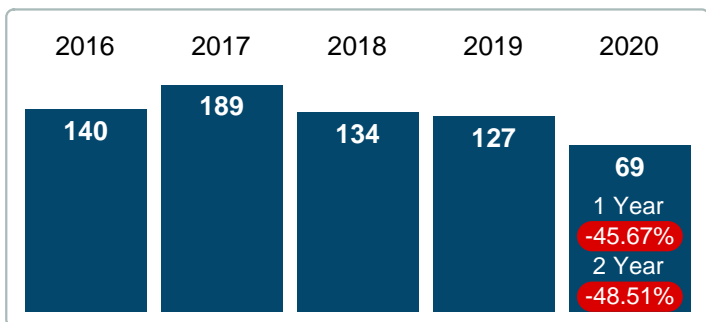
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



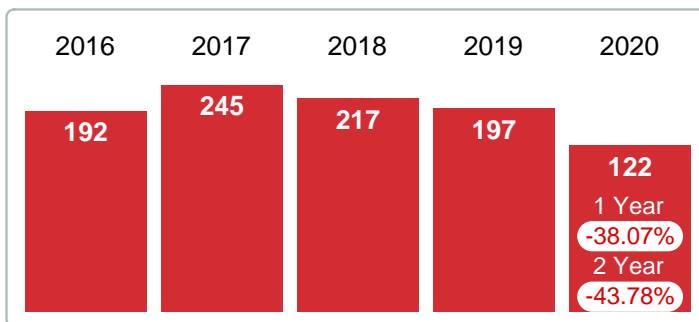
ACTIVE INVENTORY

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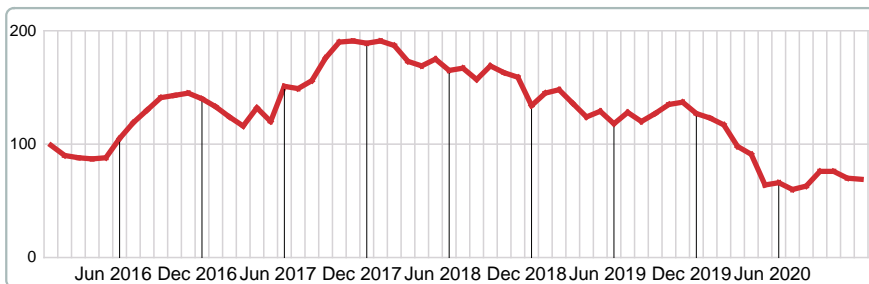
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 132

High Jan 2018 191 Low Jul 2020 60

Inventory this month at 69 below the 5 yr DEC average of 132



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% | 13.5 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 13.5 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 13.5 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 13.5 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 13.5 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 13.5 | 0 | 0 | 0 | 0 |
| \$1 and up | 69 | 100.00% | 38.0 | 33 | 30 | 5 | 1 |
| Total Active Inventory by Units | | 69 | | 33 | 30 | 5 | 1 |
| Total Active Inventory by Volume | | 79,980 | 100% | 33.02K | 35.40K | 9,370 | 2,200 |
| Median Active Inventory Listing Price | | \$995 | | \$850 | \$1,125 | \$1,600 | \$2,200 |

December 2020



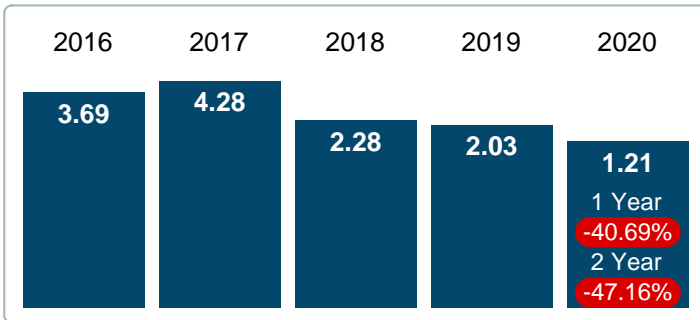
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



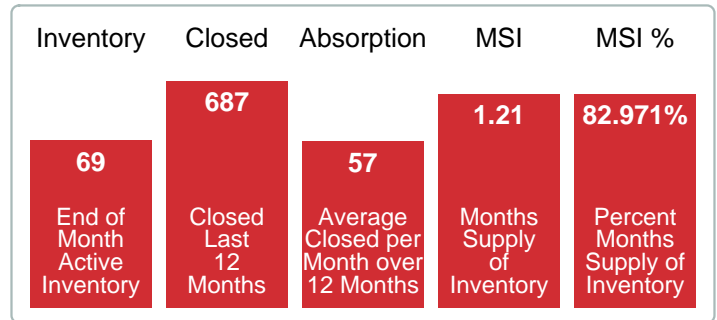
MONTHS SUPPLY of INVENTORY (MSI)

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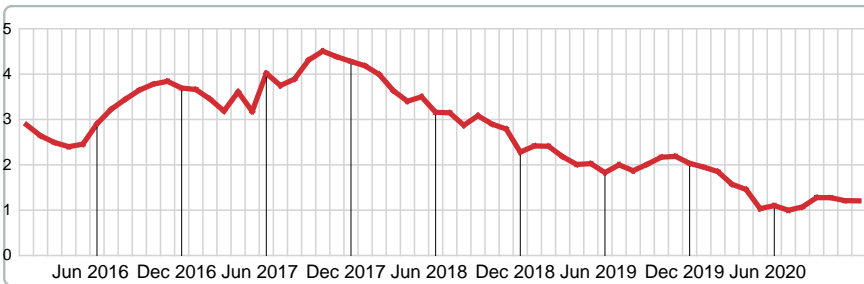
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

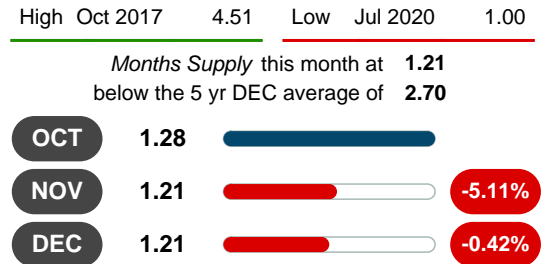


5 YEAR MARKET ACTIVITY TRENDS



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



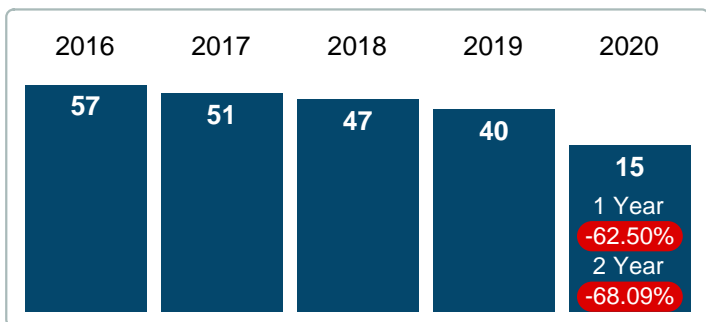
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



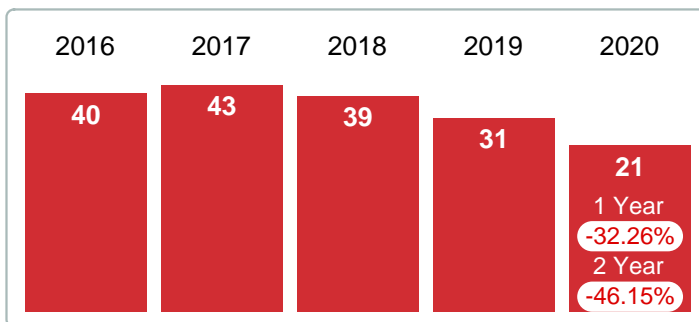
MEDIAN DAYS ON MARKET TO SALE

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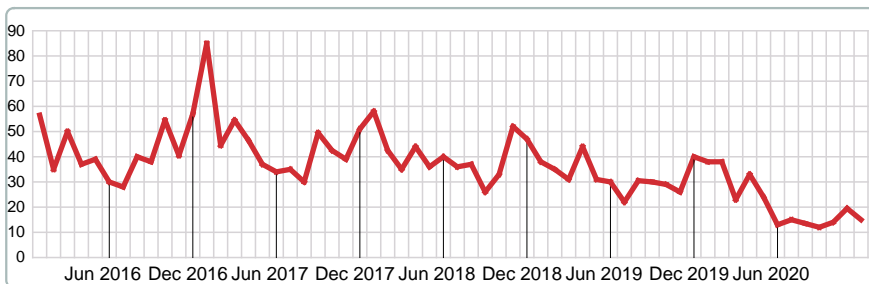
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 42

High Jan 2017 85 Low Sep 2020 12

Median Days on Market to Sale this month at 15 below the 5 yr DEC average of 42



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 | <div style="width: 0%;"></div> 0 | 0.00% | 38 | 0 | 0 | 0 | 0 |
| \$1-\$0 | <div style="width: 0%;"></div> 0 | 0.00% | 38 | 0 | 0 | 0 | 0 |
| \$1-\$0 | <div style="width: 0%;"></div> 0 | 0.00% | 38 | 0 | 0 | 0 | 0 |
| \$1-\$0 | <div style="width: 0%;"></div> 0 | 0.00% | 38 | 0 | 0 | 0 | 0 |
| \$1-\$0 | <div style="width: 0%;"></div> 0 | 0.00% | 38 | 0 | 0 | 0 | 0 |
| \$1-\$0 | <div style="width: 0%;"></div> 0 | 0.00% | 38 | 0 | 0 | 0 | 0 |
| \$1 and up | <div style="width: 100%;"></div> 50 | 100.00% | 15 | 22 | 13 | 0 | 0 |
| Median Closed DOM | | | 15 | 22 | 13 | 0 | 0 |
| Total Closed Units | | 100% | 15.0 | 25 | 25 | | |
| Total Closed Volume | | | 51,165 | 23.76K | 27.41K | 0.00B | 0.00B |

December 2020



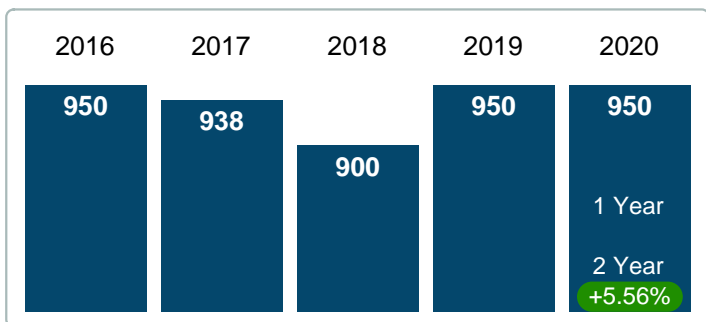
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



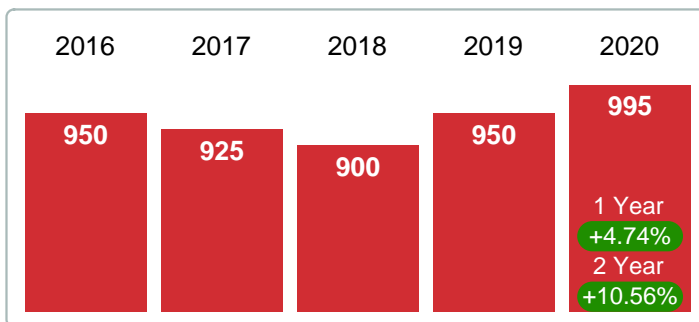
MEDIAN LIST PRICE AT CLOSING

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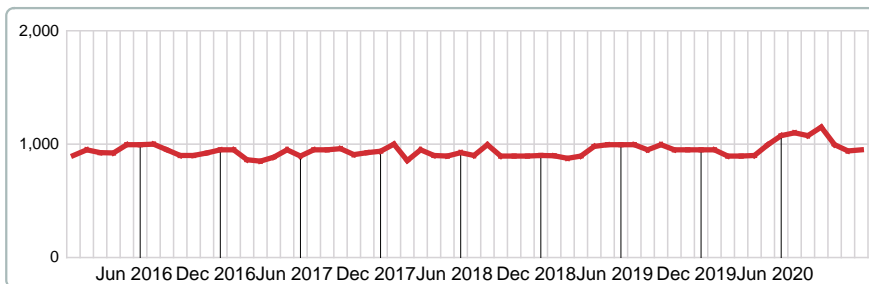
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 938

High Sep 2020 1,150 Low Mar 2017 850
 Median List Price at Closing this month at **950**
 above the 5 yr DEC average of **938**

| Month | Price | % Change |
|-------|-------|----------|
| OCT | 995 | |
| NOV | 940 | -5.53% |
| DEC | 950 | 1.06% |

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 | 0 | 0.00% | 15 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 15 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 15 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 15 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 15 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 15 | 0 | 0 | 0 | 0 |
| \$1 and up | 50 | 100.00% | 950 | 800 | 995 | 0 | 0 |
| Median List Price | | | 950 | 800 | 995 | 0 | 0 |
| Total Closed Units | | 100% | 950 | 25 | 25 | | |
| Total Closed Volume | | | 51,190 | 23.76K | 27.43K | 0.00B | 0.00B |

December 2020



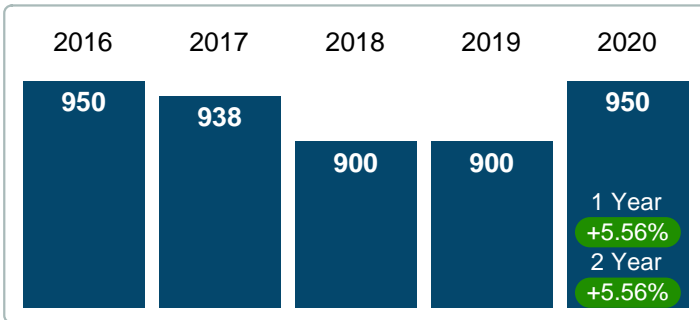
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



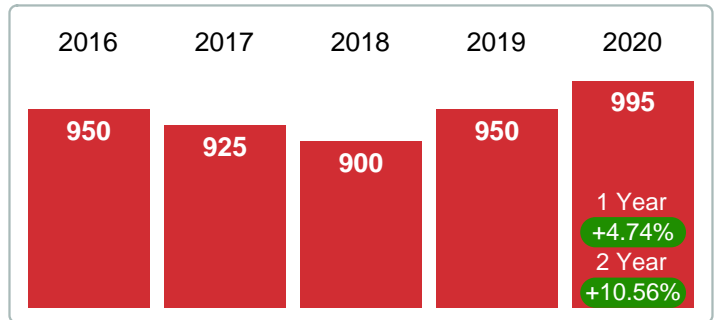
MEDIAN SOLD PRICE AT CLOSING

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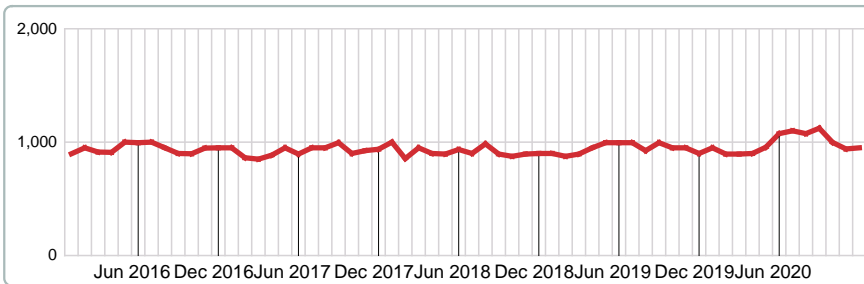
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 928

High Sep 2020 1,123 Low Mar 2017 850

Median Sold Price at Closing this month at 950 above the 5 yr DEC average of 928



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% | 950 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 950 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 950 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 950 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 950 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 950 | 0 | 0 | 0 | 0 |
| \$1 and up | 50 | 100.00% | 950 | 800 | 995 | 0 | 0 |
| Median Sold Price | | | 950 | 800 | 995 | 0 | 0 |
| Total Closed Units | | 100% | 950 | 25 | 25 | | |
| Total Closed Volume | | | 51,165 | 23.76K | 27.41K | 0.00B | 0.00B |

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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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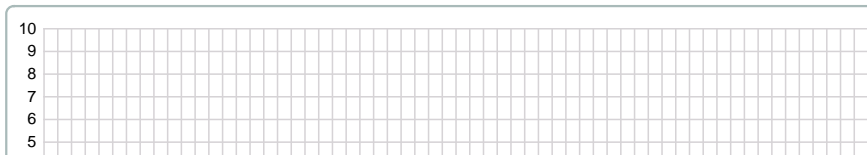
DECEMBER

| | | | | |
|------|------|------|------|------|
| 2016 | 2017 | 2018 | 2019 | 2020 |
|------|------|------|------|------|

YEAR TO DATE (YTD)

| | | | | |
|------|------|------|------|------|
| 2016 | 2017 | 2018 | 2019 | 2020 |
|------|------|------|------|------|

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% | 950.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 \$0 | 0 | 0.00% | 950.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 \$0 | 0 | 0.00% | 950.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 \$0 | 0 | 0.00% | 950.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 \$0 | 0 | 0.00% | 950.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 \$0 | 0 | 0.00% | 950.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 and up | 50 | 100.00% | 100.00% | 100.00% | 100.00% | 0.00% | 0.00% |
| Median Sold/List Ratio | | 100.00% | | 100.00% | 100.00% | 0.00% | 0.00% |
| Total Closed Units | | 50 | 100% | 100.00% | 25 | 25 | |
| Total Closed Volume | | 51,165 | | | 23.76K | 27.41K | 0.00B 0.00B |

December 2020



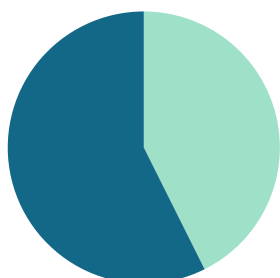
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MARKET SUMMARY

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

INVENTORY

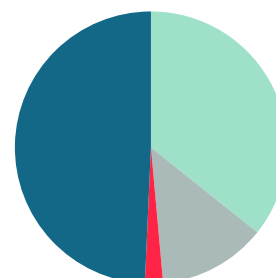


Inventory
 New Listings
52 = 42.62%
 Start Inventory
70
 Total Inventory Units
122
 Volume
\$135,410

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% |
| Median List Price | 950 | 950 | 0.00% | 950 | 995 | 4.74% |
| Median Sale Price | 900 | 950 | 5.56% | 950 | 995 | 4.74% |
| 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 | 40.00 | 15.00 | -62.50% | 31.00 | 21.00 | -32.26% |
| 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

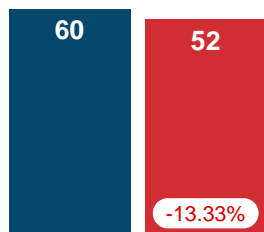
Inventory on December 31, 2020 = **69**

2019 **2020**

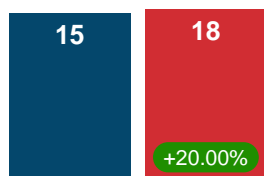
DECEMBER MARKET

MEDIAN PRICES

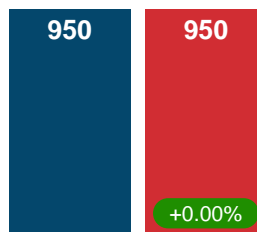
New Listings



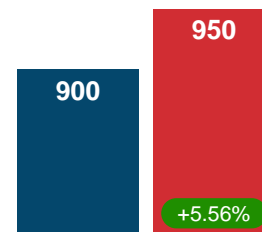
Pending Listings



List Price



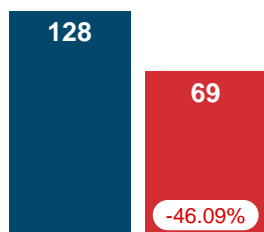
Sale Price



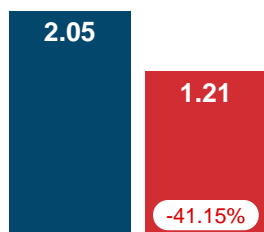
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

