



December 2020

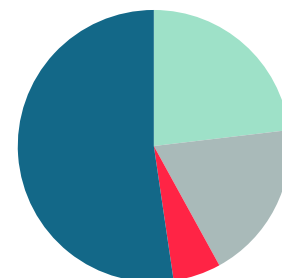
Area Delimited by County Of Tulsa



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%
Median List Price	172,500	210,000	21.74%
Median Sale Price	170,713	210,000	23.01%
Median Percent of Selling Price to List Price	99.78%	100.00%	0.22%
Median Days on Market to Sale	21.00	10.00	-52.38%
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.

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 **23.01%** in December 2020 to \$210,000 versus the previous year at \$170,713.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 11.00 days or **52.38%** in December 2020 compared to last year's same month at **21.00** 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 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.

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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



December 2020

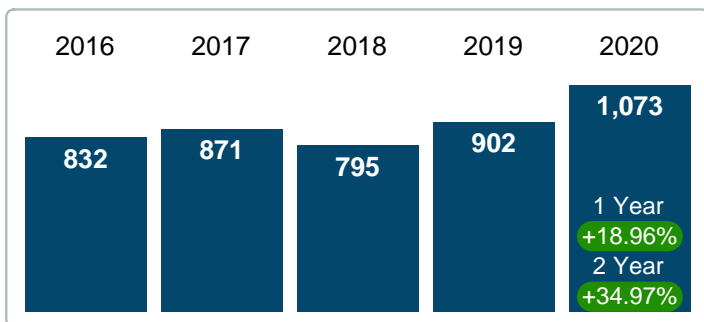
Area Delimited by County Of Tulsa



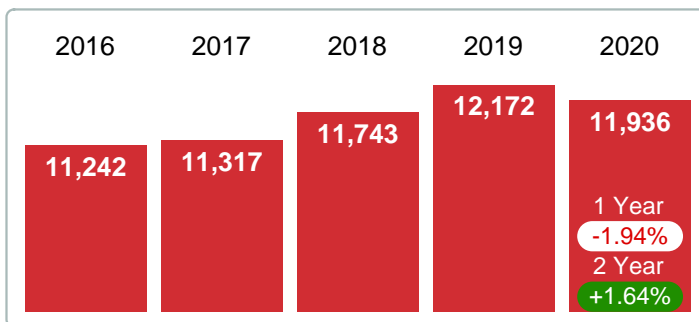
CLOSED LISTINGS

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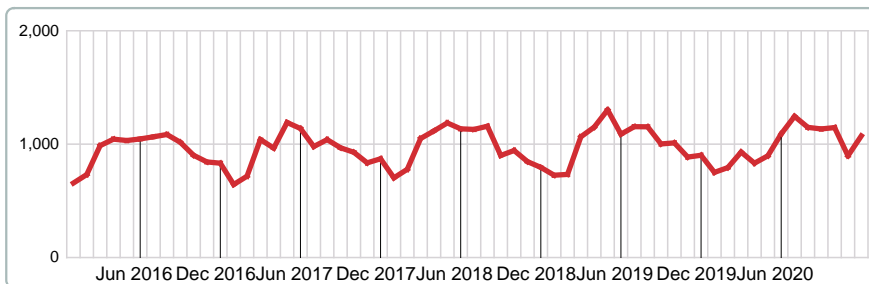
DECEMBER



YEAR TO DATE (YTD)

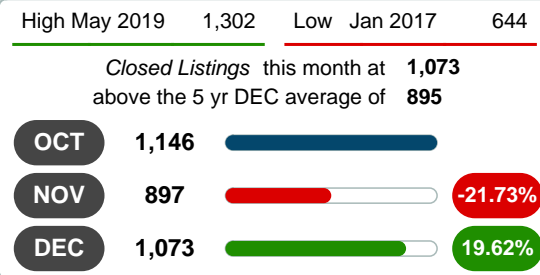


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 895



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	77	7.18%	11.0	47	26	4	0
\$75,001 - \$125,000	118	11.00%	6.0	40	68	9	1
\$125,001 - \$175,000	207	19.29%	5.0	21	168	18	0
\$175,001 - \$250,000	271	25.26%	8.0	18	157	89	7
\$250,001 - \$325,000	151	14.07%	19.0	7	51	83	10
\$325,001 - \$425,000	134	12.49%	23.0	6	27	85	16
\$425,001 and up	115	10.72%	32.0	11	16	64	24
Total Closed Units	1,073			150	513	352	58
Total Closed Volume	281,506,331	100%	10.0	34.16M	99.81M	119.19M	28.34M
Median Closed Price	\$210,000			\$105,000	\$174,500	\$298,500	\$393,950



December 2020

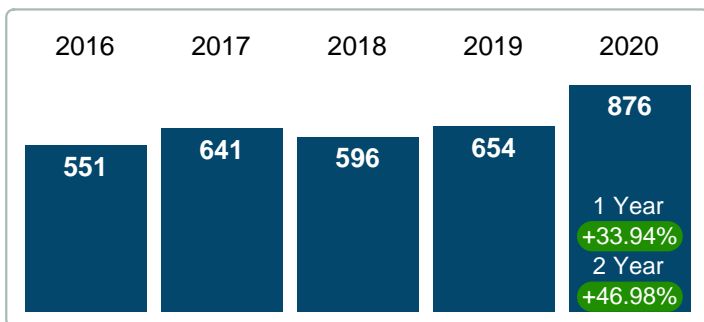
Area Delimited by County Of Tulsa



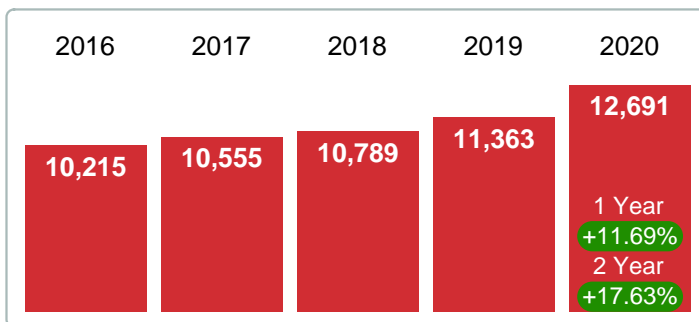
PENDING LISTINGS

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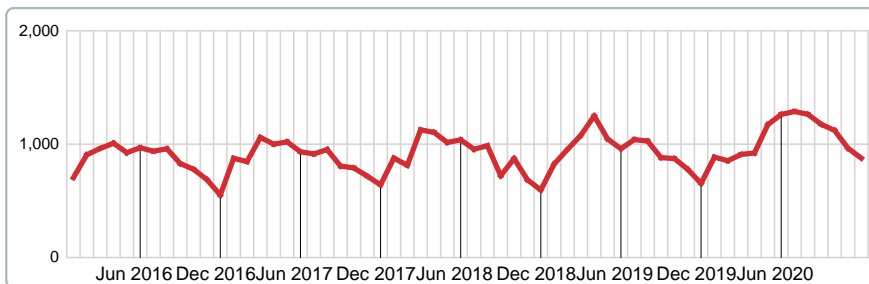
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

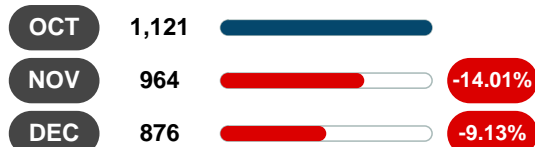


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	92	10.50%	11.0	41	44	7	0
\$75,001 - \$125,000	101	11.53%	11.0	37	57	5	2
\$125,001 - \$150,000	89	10.16%	11.0	12	70	6	1
\$150,001 - \$225,000	201	22.95%	8.0	13	130	54	4
\$225,001 - \$325,000	196	22.37%	18.0	13	76	96	11
\$325,001 - \$400,000	104	11.87%	22.5	6	29	55	14
\$400,001 and up	93	10.62%	39.0	15	16	41	21
Total Pending Units	876			137	422	264	53
Total Pending Volume	218,669,612	100%	14.0	29.91M	80.48M	82.11M	26.17M
Median Listing Price	\$205,450			\$110,000	\$168,806	\$281,200	\$370,000



December 2020

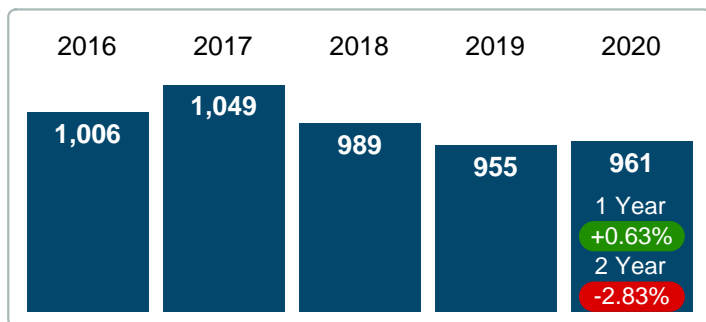
Area Delimited by County Of Tulsa



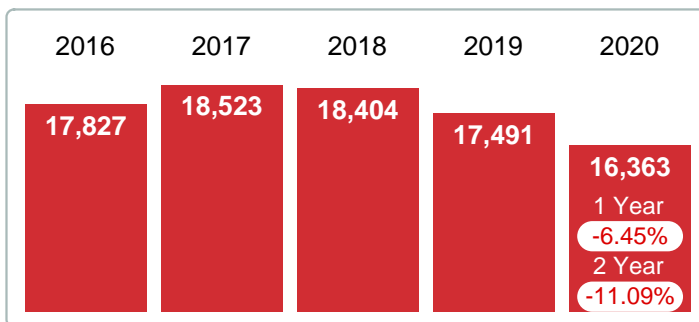
NEW LISTINGS

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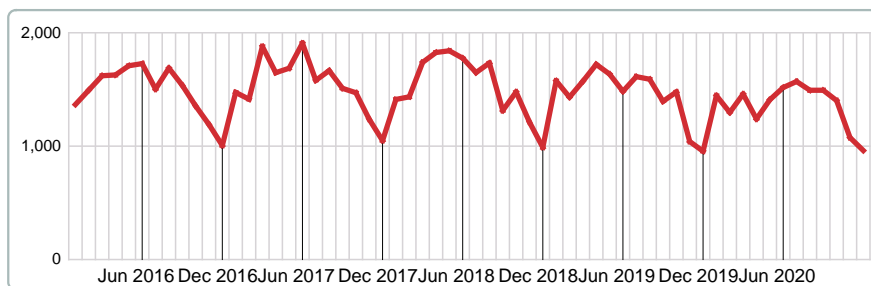
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

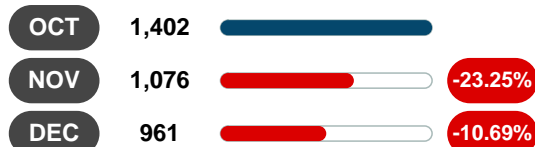


3 MONTHS

5 year DEC AVG = 992

High Jun 2017 1,908 Low Dec 2019 955

New Listings this month at **961**
below the 5 yr DEC average of **992**



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-\$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
Total New Listed Units	961		206	448	249	58
Total New Listed Volume	234,129,247	100%	45.48M	77.32M	74.27M	37.06M
Median New Listed Listing Price	\$195,000		\$90,000	\$165,000	\$269,000	\$386,950



December 2020

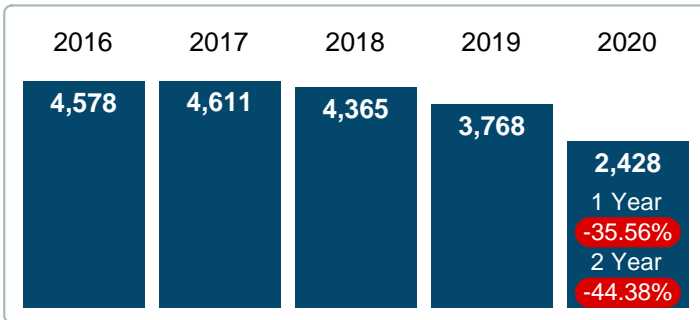
Area Delimited by County Of Tulsa



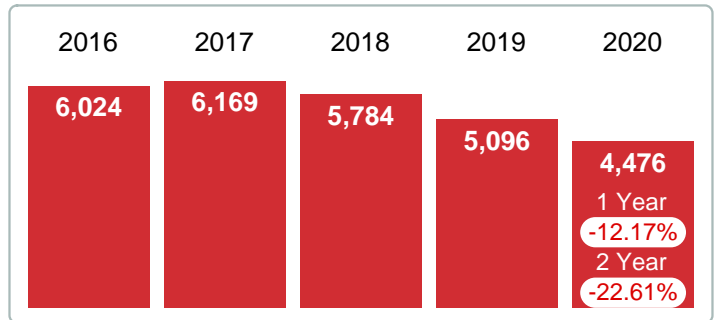
ACTIVE INVENTORY

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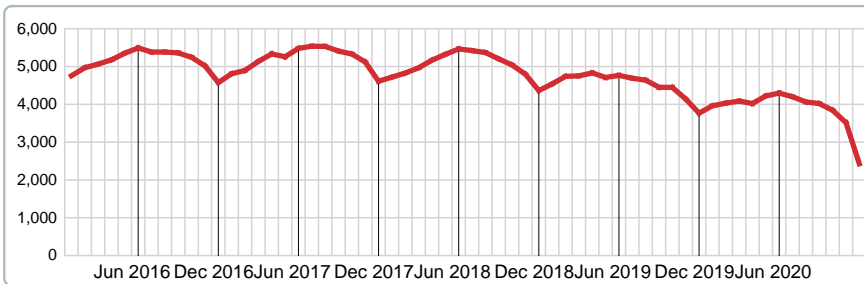
END OF DECEMBER



ACTIVE DURING DECEMBER

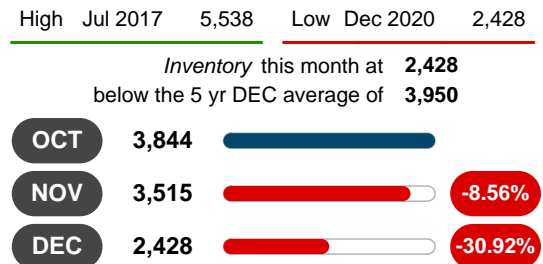


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3,950



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%	39.0	0	0	0	0
\$1 \$0	0	0.00%	39.0	0	0	0	0
\$1 \$75,000	889	36.61%	106.0	348	426	101	14
\$75,001 \$275,000	603	24.84%	56.0	254	253	84	12
\$275,001 \$425,000	382	15.73%	69.0	86	107	159	30
\$425,001 \$825,000	311	12.81%	86.0	89	43	115	64
\$825,001 and up	243	10.01%	122.0	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
Median Active Inventory Listing Price			\$179,900	\$140,000	\$69,950	\$329,900	\$589,900

December 2020

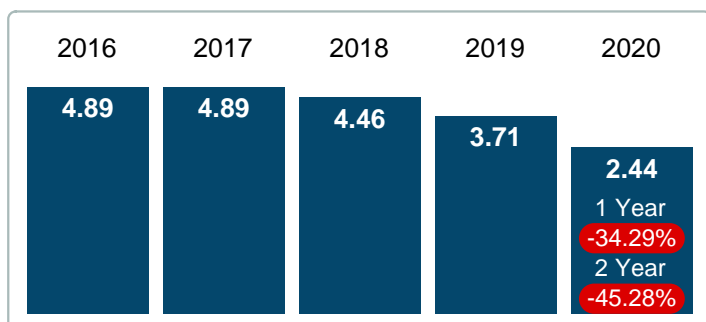
Area Delimited by County Of Tulsa



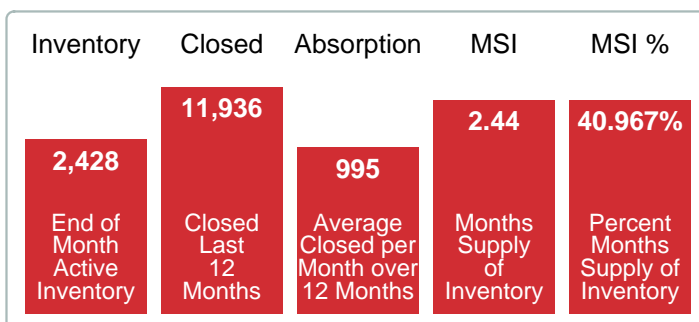
MONTHS SUPPLY of INVENTORY (MSI)

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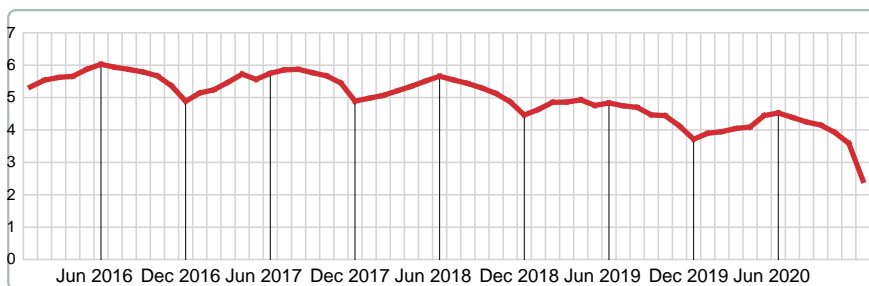
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

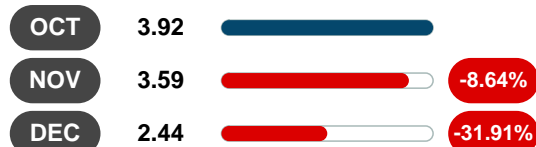


3 MONTHS

5 year DEC AVG = 4.08

High Jun 2016 6.03 Low Dec 2020 2.44

Months Supply this month at 2.44 below the 5 yr DEC average of 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

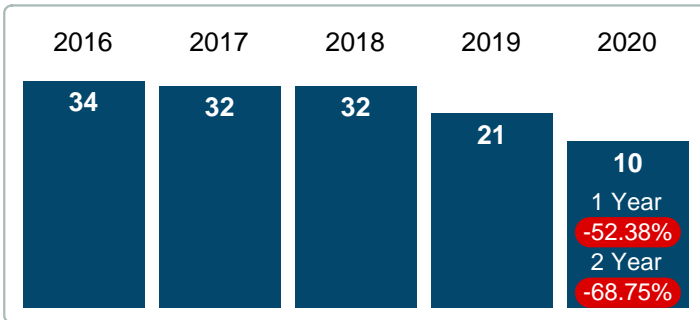
Area Delimited by County Of Tulsa



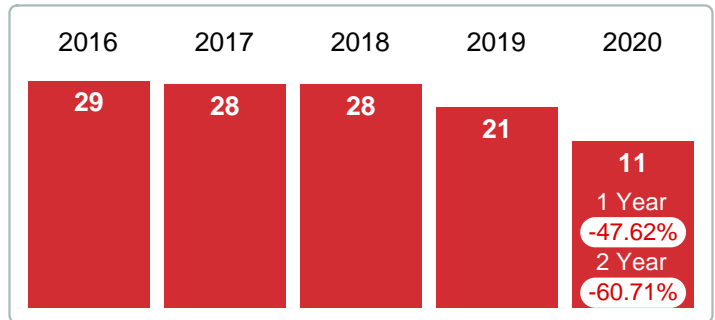
MEDIAN DAYS ON MARKET TO SALE

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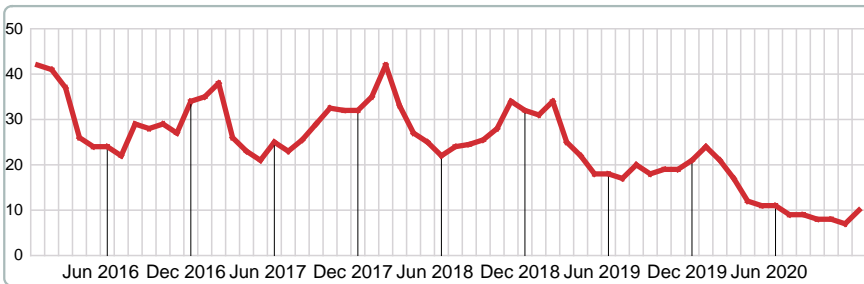
DECEMBER



YEAR TO DATE (YTD)

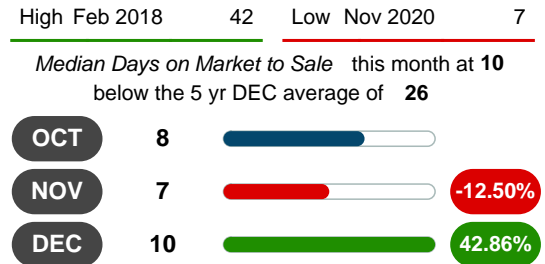


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 26



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
\$75,000 and less	7.18%	11	14	11	23	0
\$75,001 - \$125,000	11.00%	6	6	5	14	63
\$125,001 - \$175,000	19.29%	5	4	5	4	0
\$175,001 - \$250,000	25.26%	8	6	6	12	18
\$250,001 - \$325,000	14.07%	19	48	13	19	31
\$325,001 - \$425,000	12.49%	23	51	8	20	56
\$425,001 and up	10.72%	32	55	21	43	21
Median Closed DOM		10	9	6	16	35
Total Closed Units	100%	1,073	150	513	352	58
Total Closed Volume		281,506,331	34.16M	99.81M	119.19M	28.34M



December 2020

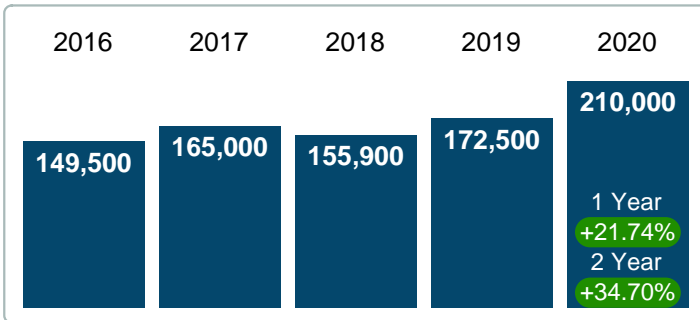
Area Delimited by County Of Tulsa



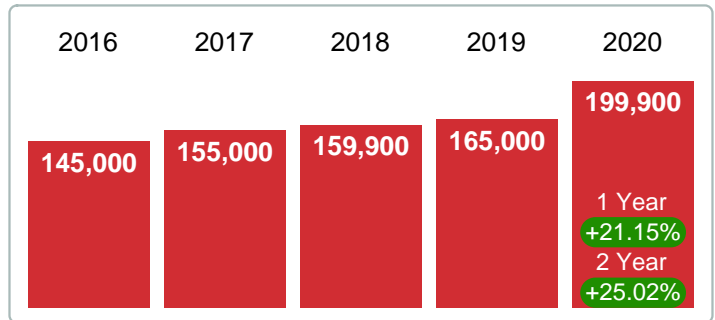
MEDIAN LIST PRICE AT CLOSING

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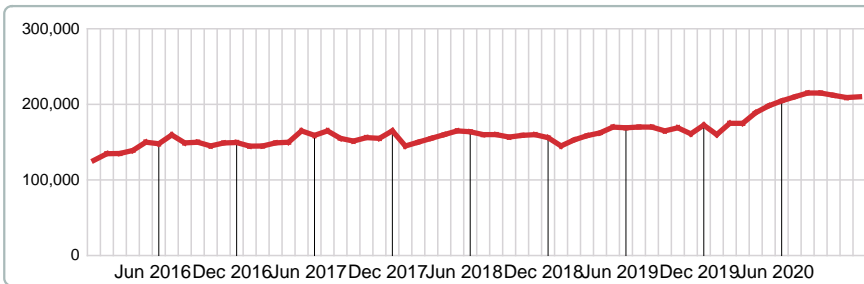
DECEMBER



YEAR TO DATE (YTD)

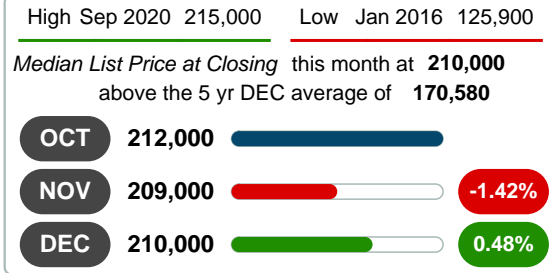


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 170,580



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
\$75,000 and less	71	6.62%	55,000	55,000	50,000	67,400	0
\$75,001 - \$125,000	121	11.28%	100,000	97,500	105,000	98,825	0
\$125,001 - \$175,000	209	19.48%	150,000	135,000	150,000	155,000	128,000
\$175,001 - \$250,000	272	25.35%	210,000	191,000	201,187	225,000	249,250
\$250,001 - \$325,000	147	13.70%	289,000	282,250	289,000	288,000	299,000
\$325,001 - \$425,000	136	12.67%	369,900	352,500	369,000	366,950	374,900
\$425,001 and up	117	10.90%	619,000	1,120,000	515,000	599,900	649,900
Median List Price			210,000	109,900	174,900	299,900	416,750
Total Closed Units		100%	210,000	150	513	352	58
Total Closed Volume			288,154,164	36.63M	101.06M	121.02M	29.45M



December 2020

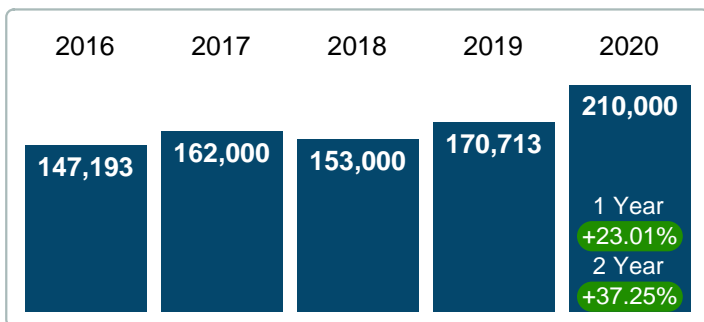
Area Delimited by County Of Tulsa



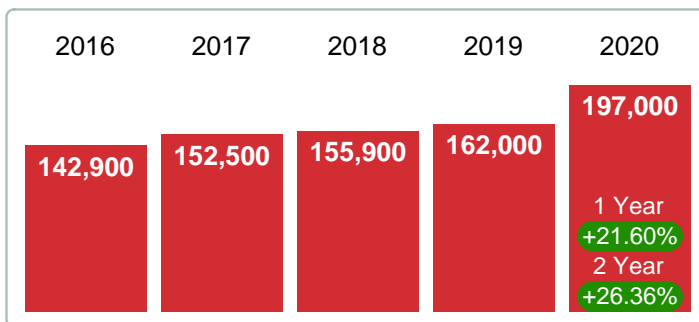
MEDIAN SOLD PRICE AT CLOSING

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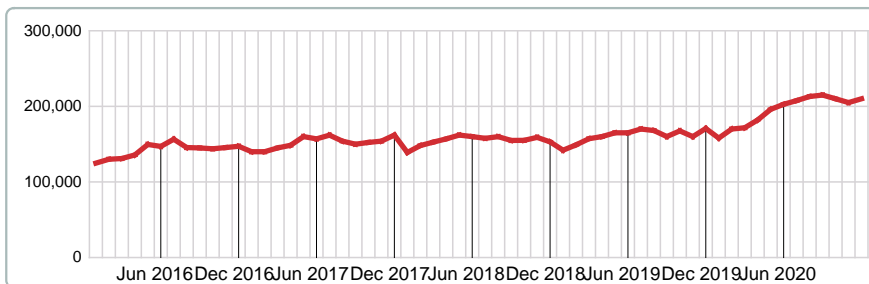
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

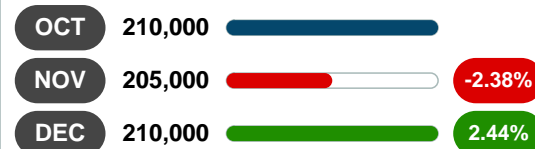


3 MONTHS

5 year DEC AVG = 168,581

High Sep 2020 214,950 Low Jan 2016 124,900

Median Sold Price at Closing this month at **210,000** above the 5 yr DEC average of **168,581**



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
\$75,000 and less	77	7.18%	55,500	55,000	58,500	66,750	0
\$75,001 - \$125,000	118	11.00%	102,750	100,000	104,500	101,500	112,000
\$125,001 - \$175,000	207	19.29%	152,000	140,000	153,500	153,000	0
\$175,001 - \$250,000	271	25.26%	210,000	196,000	201,000	222,500	245,000
\$250,001 - \$325,000	151	14.07%	280,000	279,500	280,000	280,000	300,500
\$325,001 - \$425,000	134	12.49%	366,500	357,500	370,000	365,000	377,000
\$425,001 and up	115	10.72%	591,000	1,041,000	505,000	572,450	640,000
Median Sold Price			210,000	105,000	174,500	298,500	393,950
Total Closed Units		100%	210,000	150	513	352	58
Total Closed Volume			281,506,331	34.16M	99.81M	119.19M	28.34M

December 2020

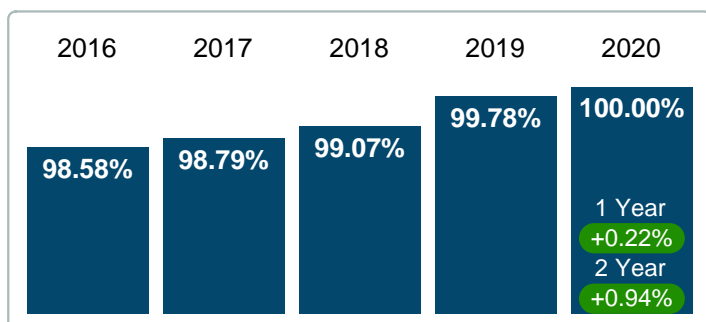
Area Delimited by County Of Tulsa



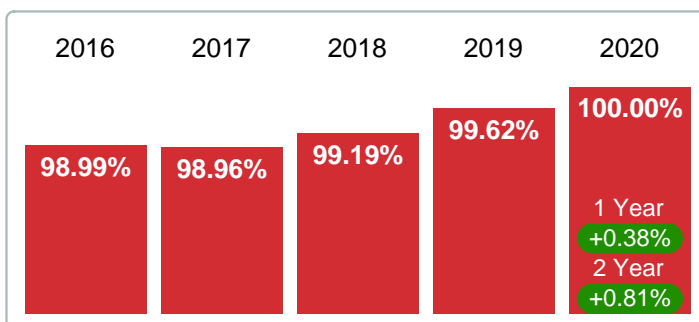
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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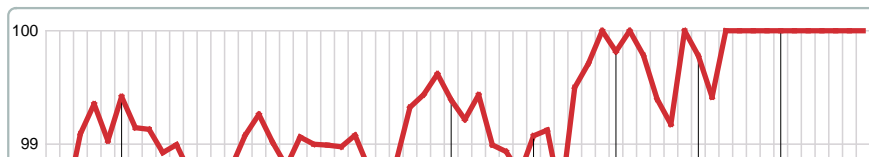
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99.24%

High Dec 2020 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr DEC average of **99.24%**

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
\$75,000 and less	77	7.18%	95.65%	95.65%	96.72%	82.20%	0.00%
\$75,001 - \$125,000	118	11.00%	99.61%	100.00%	100.00%	97.19%	87.50%
\$125,001 - \$175,000	207	19.29%	100.00%	100.00%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	271	25.26%	100.00%	100.00%	100.00%	100.00%	98.20%
\$250,001 - \$325,000	151	14.07%	100.00%	95.91%	100.00%	100.00%	99.98%
\$325,001 - \$425,000	134	12.49%	99.56%	95.87%	100.00%	99.39%	98.31%
\$425,001 and up	115	10.72%	97.96%	93.18%	97.86%	98.79%	96.35%
Median Sold/List Ratio		100.00%		97.85%	100.00%	99.63%	98.19%
Total Closed Units		1,073	100%	150	513	352	58
Total Closed Volume		281,506,331		34.16M	99.81M	119.19M	28.34M

December 2020

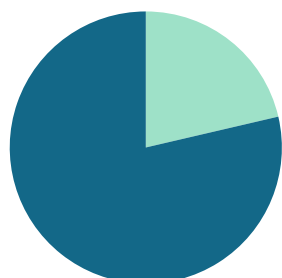
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

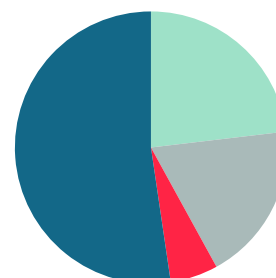


Inventory
 New Listings
961 = 21.36%
 Start Inventory
3,539
 Total Inventory Units
4,500
 Volume
\$1,458,592,954

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%
Median List Price	172,500	210,000	21.74%	165,000	199,900	21.15%
Median Sale Price	170,713	210,000	23.01%	162,000	197,000	21.60%
Median Percent of Selling Price to List Price	99.78%	100.00%	0.22%	99.62%	100.00%	0.38%
Median Days on Market to Sale	21.00	10.00	-52.38%	21.00	11.00	-47.62%
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%

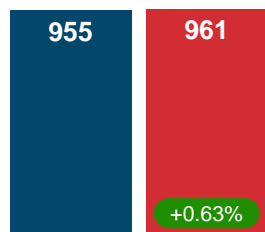
Absorption: Last 12 months, an Average of **995** Sales/Month

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

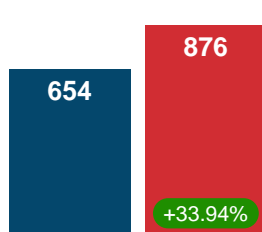
DECEMBER MARKET

MEDIAN PRICES

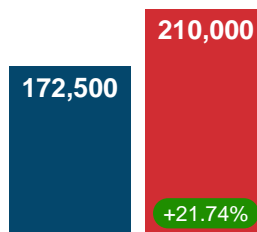
New Listings



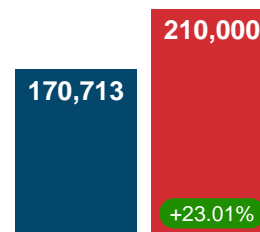
Pending Listings



List Price



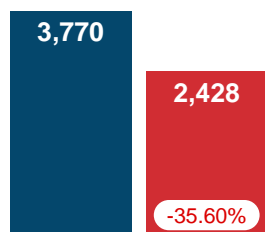
Sale Price



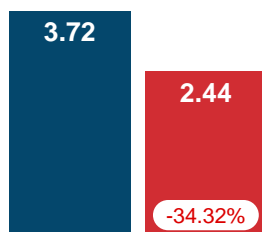
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

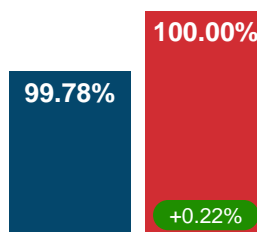
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

