

December 2020



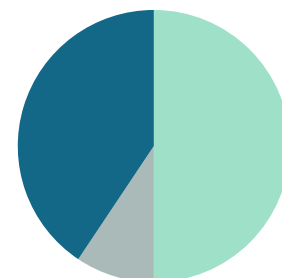
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	10	16	60.00%
Pending Listings	4	3	-25.00%
New Listings	8	15	87.50%
Average List Price	1,199	1,365	13.87%
Average Sale Price	1,199	1,378	14.91%
Average Percent of Selling Price to List Price	100.00%	100.44%	0.44%
Average Days on Market to Sale	55.00	28.69	-47.84%
End of Month Inventory	27	13	-51.85%
Months Supply of Inventory	1.78	1.00	-43.83%



■ Closed (50.00%)
■ Pending (9.38%)
■ Other OffMarket (0.00%)
■ Active (40.62%)

Absorption: Last 12 months, an Average of **13 Sales/Month Active Inventory** as of December 31, 2020 = **13**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **51.85%** to 13 existing homes available for sale. Over the last 12 months this area has had an average of 13 closed sales per month. This represents an unsold inventory index of **1.00** 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 **14.91%** in December 2020 to \$1,378 versus the previous year at \$1,199.

Average Days on Market Shortens

The average number of **28.69** days that homes spent on the market before selling decreased by 26.31 days or **47.84%** in December 2020 compared to last year's same month at **55.00** 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 weak this month.

There were 15 New Listings in December 2020, up **87.50%** from last year at 8. Furthermore, there were 16 Closed Listings this month versus last year at 10, a **60.00%** increase.

Closed versus Listed trends yielded a **106.7%** ratio, down from previous year's, December 2019, at **125.0%**, a **14.67%** downswing. 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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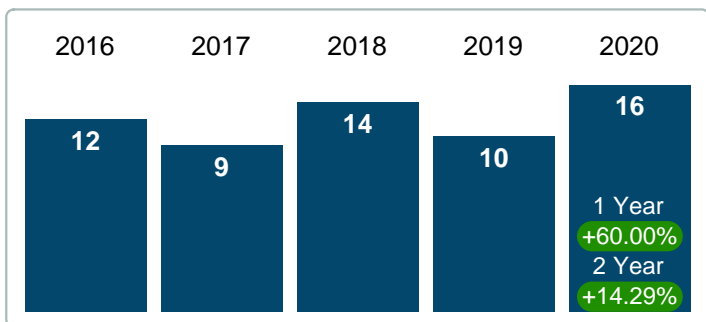
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



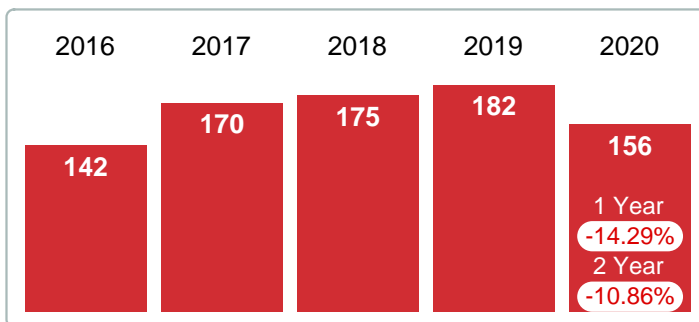
CLOSED LISTINGS

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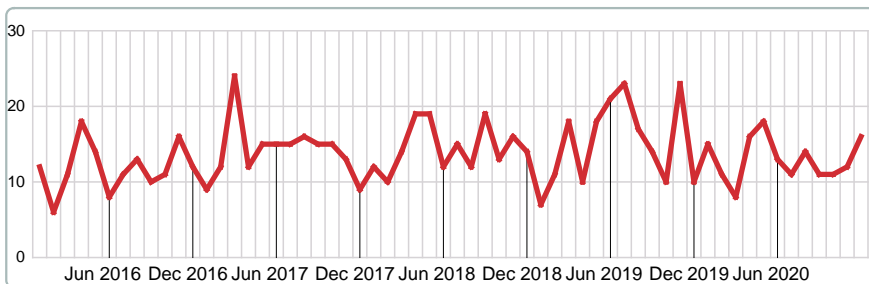
DECEMBER



YEAR TO DATE (YTD)

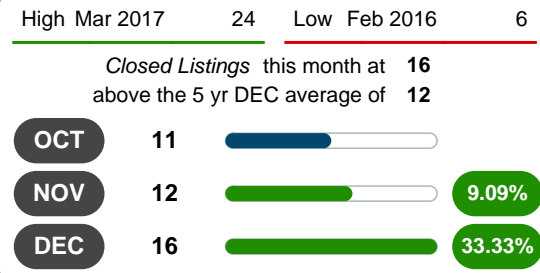


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 12



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	16	100.00%	28.7	1	14	1	0
Total Closed Units	16			1	14	1	0
Total Closed Volume	22,045	100%	28.7	850	19.50K	1,695	0.00B
Average Closed Price	\$1,378			\$850	\$1,393	\$1,695	\$0

December 2020



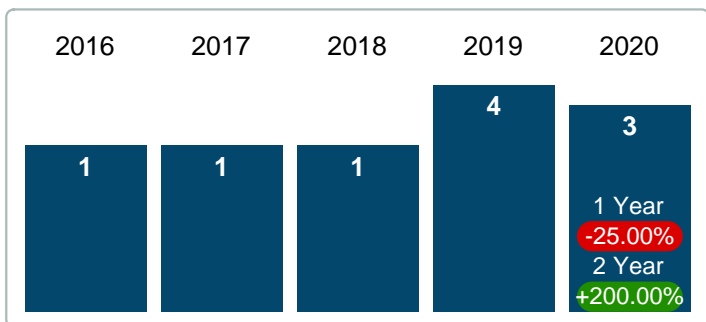
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



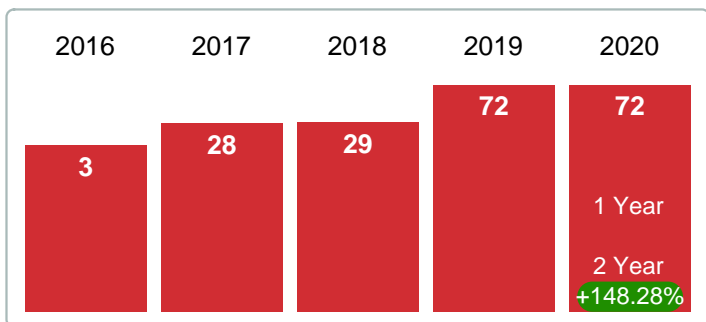
PENDING LISTINGS

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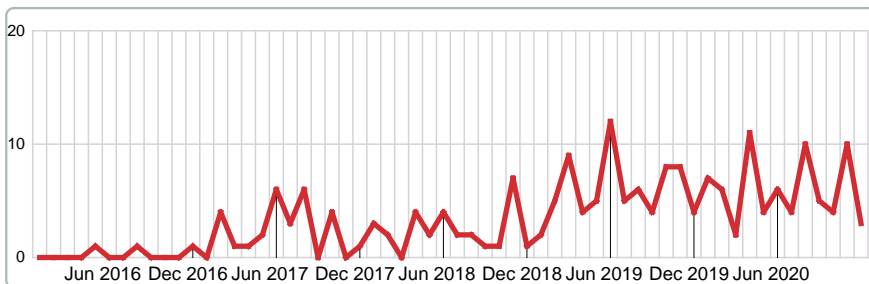
DECEMBER



YEAR TO DATE (YTD)

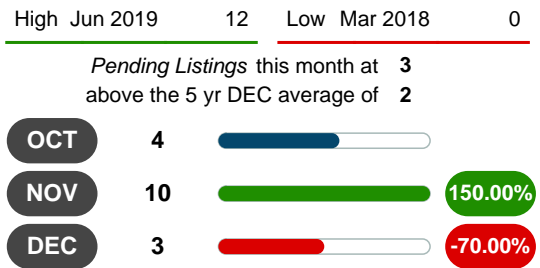


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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	3	100.00%	17.0	0	2	1	0
Total Pending Units	3			0	2	1	0
Total Pending Volume	4,510	100%	15.5	0.00B	2,815	1,695	0.00B
Average Listing Price	\$1,495			\$0	\$1,408	\$1,695	\$0

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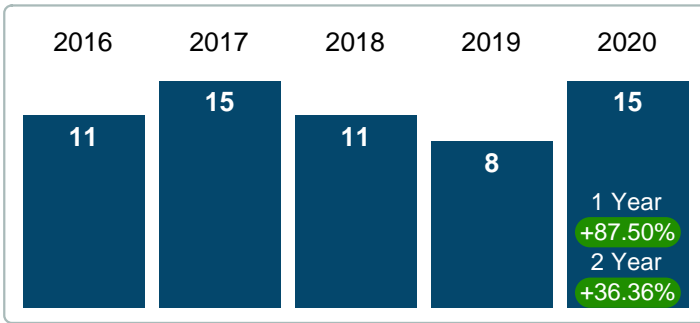
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



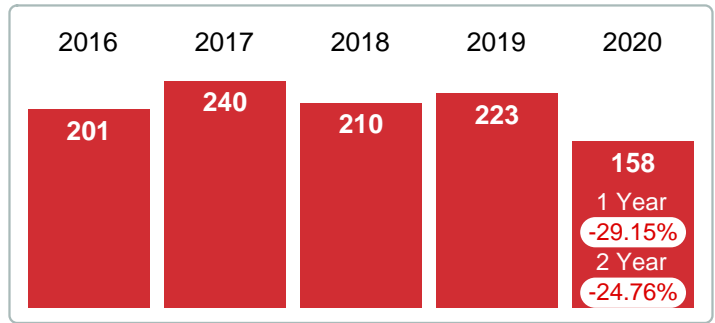
NEW LISTINGS

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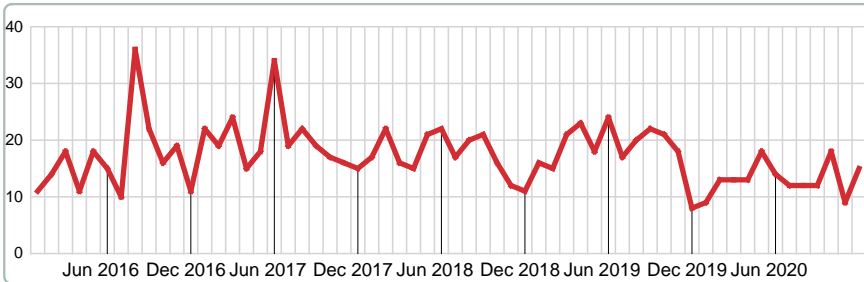
DECEMBER



YEAR TO DATE (YTD)

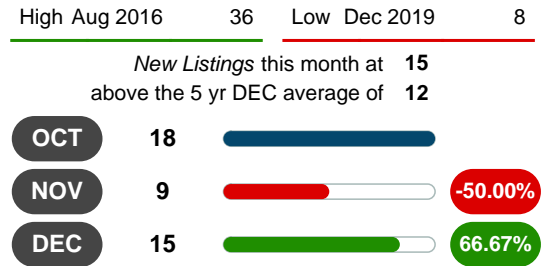


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 12



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	15	100.00%	2	11	2	0
Total New Listed Units	15		2	11	2	0
Total New Listed Volume	20,960	100%	2,600	14.84K	3,520	0.00B
Average New Listed Listing Price	\$1,334		\$1,300	\$1,349	\$1,760	\$0

December 2020



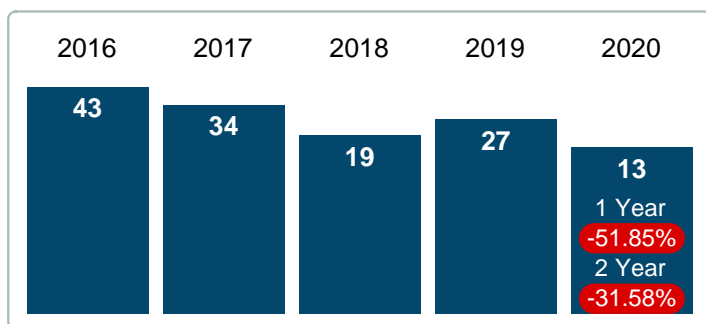
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



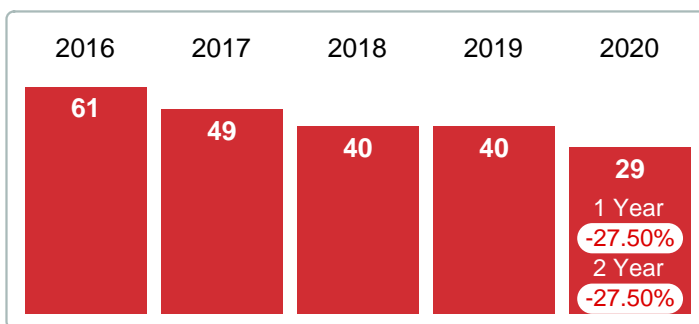
ACTIVE INVENTORY

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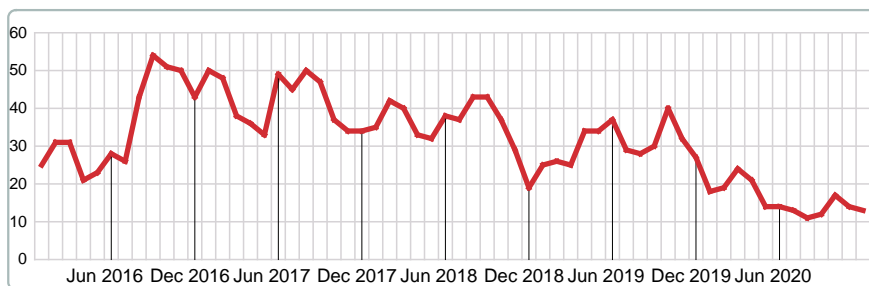
END OF DECEMBER



ACTIVE DURING DECEMBER

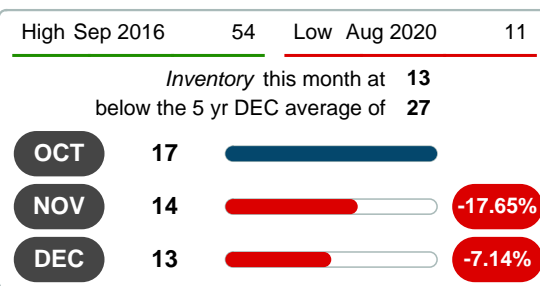


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 27



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	13	100.00%	23.8	2	9	2	0
Total Active Inventory by Units			13	2	9	2	0
Total Active Inventory by Volume			18,715	2,600	12.60K	3,520	0.00B
Average Active Inventory Listing Price			\$1,440	\$1,300	\$1,399	\$1,760	\$0

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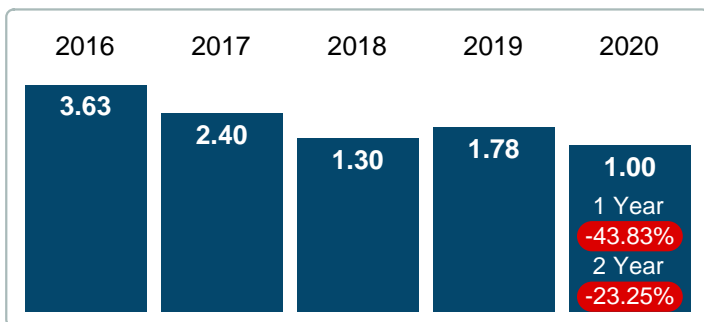
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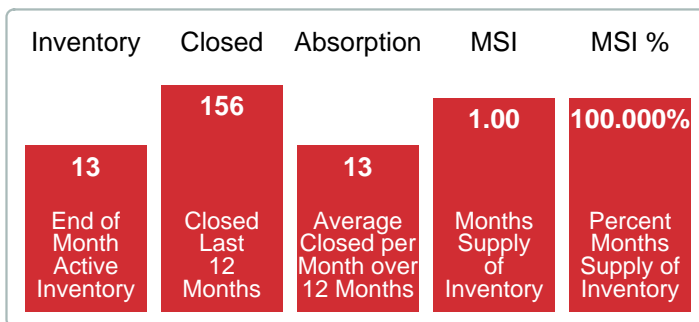
MONTHS SUPPLY of INVENTORY (MSI)

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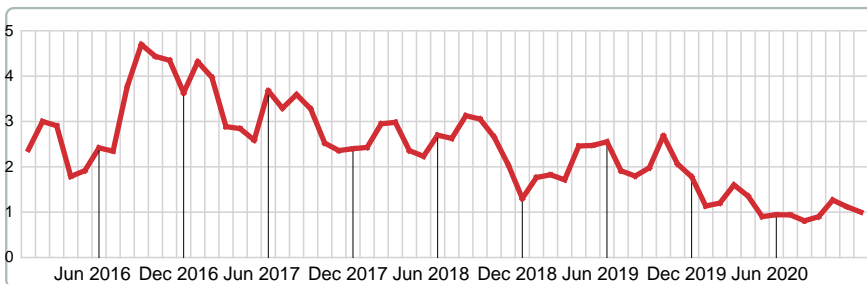
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

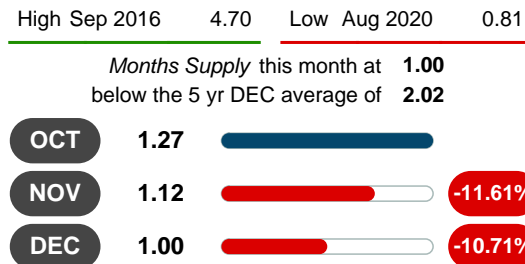


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.02



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	13	100.00%	1.00	2.67	1.06	0.59	0.00
Market Supply of Inventory (MSI)	1.00			2.67	1.06	0.59	0.00
Total Active Inventory by Units	13	100%	1.00	2	9	2	0

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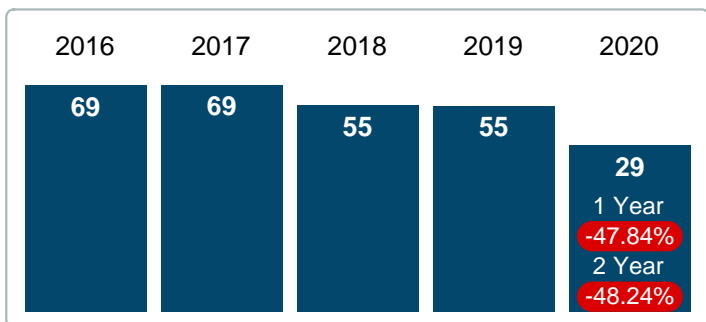
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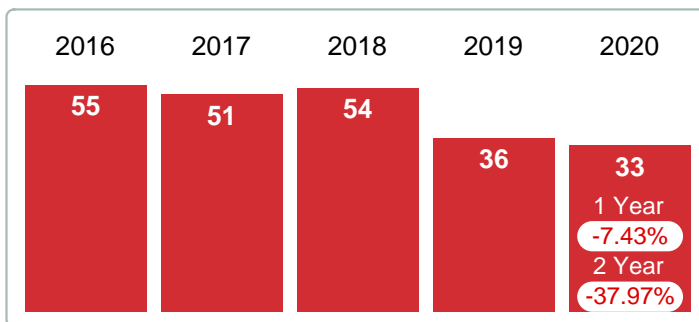
AVERAGE DAYS ON MARKET TO SALE

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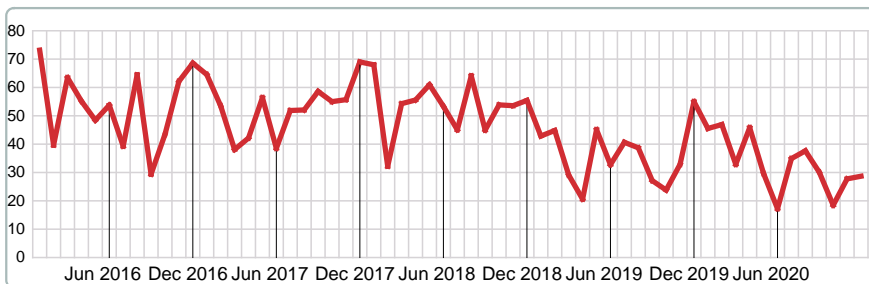
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

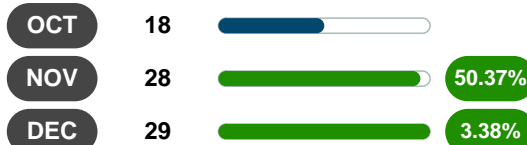


3 MONTHS

5 year DEC AVG = 55

High Jan 2016 73 Low Jun 2020 17

Average Days on Market to Sale this month at 29 below the 5 yr DEC average of 55



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	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 16	100.00%	29	43	28	20	0
Average Closed DOM			29	43	28	20	0
Total Closed Units		100%	29	1	14	1	
Total Closed Volume			22,045	850	19.50K	1,695	0.00B

December 2020



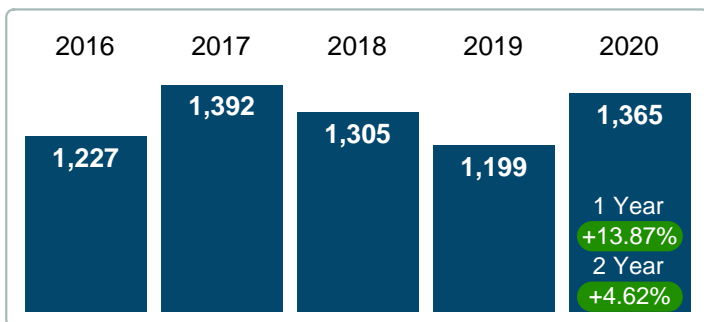
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



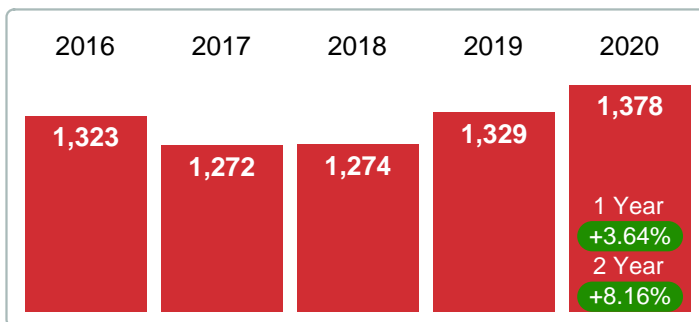
AVERAGE LIST PRICE AT CLOSING

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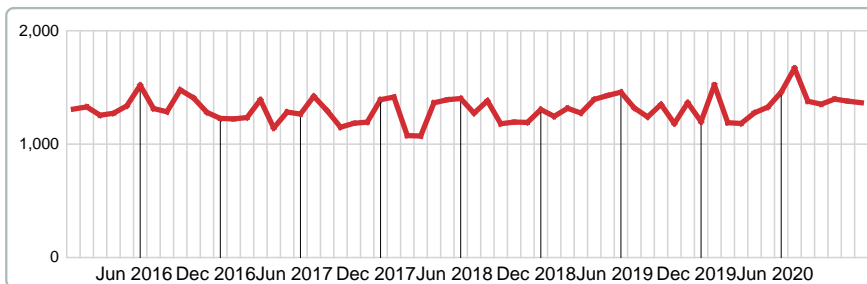
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,298

High Jul 2020 1,670 Low Mar 2018 1,072

Average List Price at Closing this month at **1,365** above the 5 yr DEC average of **1,298**

Month	Price	Change
OCT	1,397	
NOV	1,379	-1.30%
DEC	1,365	-1.00%

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	16	100.00%	1,365	850	1,379	1,695	0
Average List Price			1,365	850	1,379	1,695	0
Total Closed Units		100%	1,365	1	14	1	
Total Closed Volume			21,845	850	19.30K	1,695	0.00B

December 2020



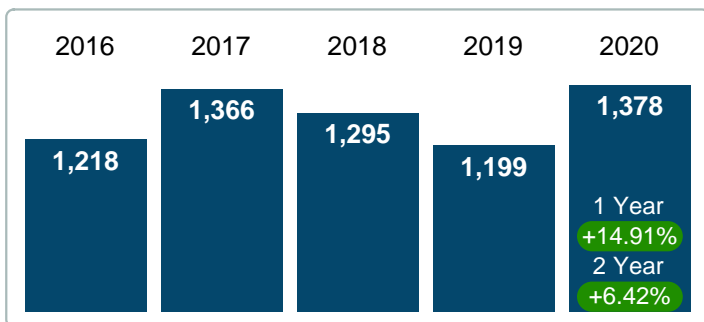
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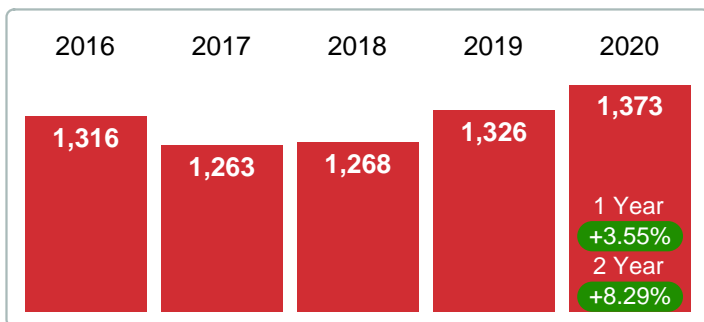
AVERAGE SOLD PRICE AT CLOSING

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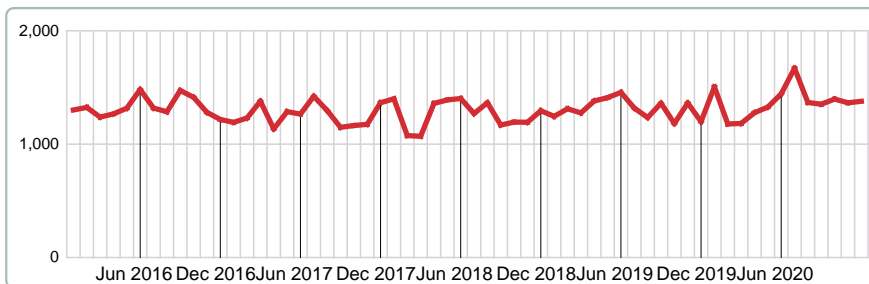
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,291

High Jul 2020 1,670 Low Mar 2018 1,070

Average Sold Price at Closing this month at **1,378** above the 5 yr DEC average of **1,291**

OCT	1,397	Progress bar
NOV	1,365	Progress bar -2.31%
DEC	1,378	Progress bar 0.94%

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	16	100.00%	1,378	850	1,393	1,695	0
Average Sold Price			1,378	850	1,393	1,695	0
Total Closed Units		100%	1,378	1	14	1	
Total Closed Volume			22,045	850	19.50K	1,695	0.00B

December 2020



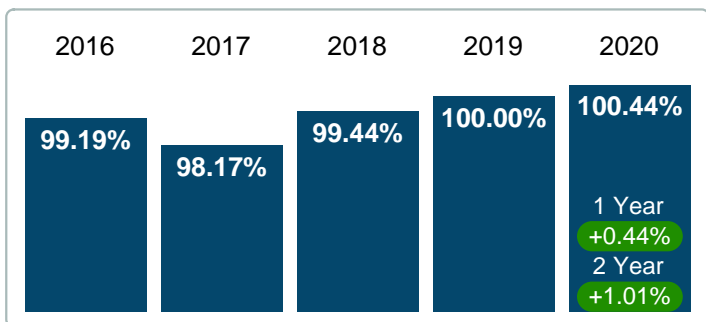
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



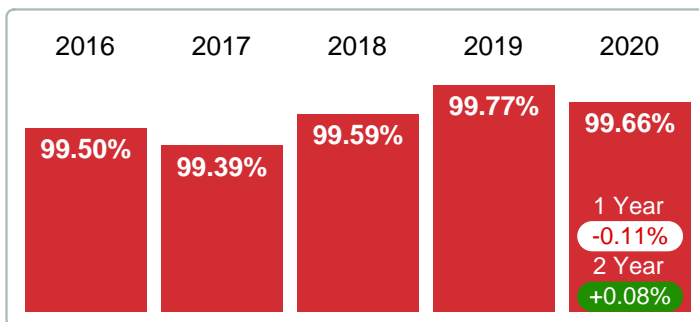
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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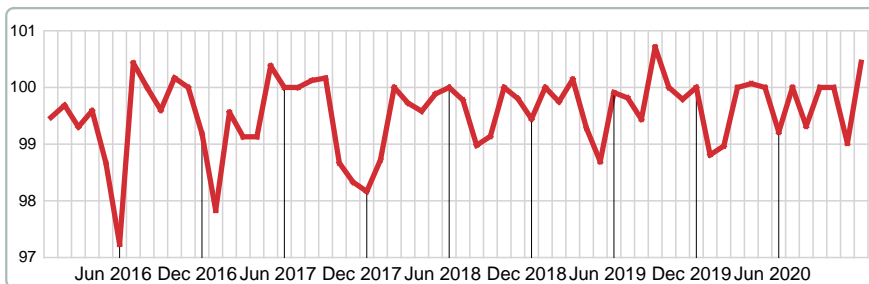
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

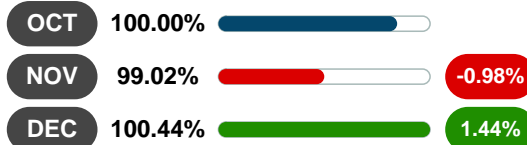


3 MONTHS

5 year DEC AVG = 99.45%

High Sep 2019 100.71% Low Jun 2016 97.23%

Average Sold/List Ratio this month at **100.44%** above the 5 yr DEC average of **99.45%**



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	16	100.00%	100.44%	100.00%	100.51%	100.00%	0.00%
Average Sold/List Ratio		100.40%		100.00%	100.51%	100.00%	0.00%
Total Closed Units		16	100%	1	14	1	
Total Closed Volume		22,045		850	19.50K	1,695	0.00B

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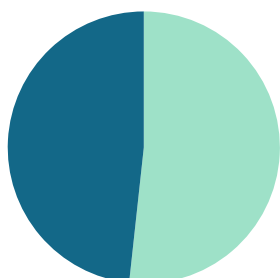
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MARKET SUMMARY

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INVENTORY

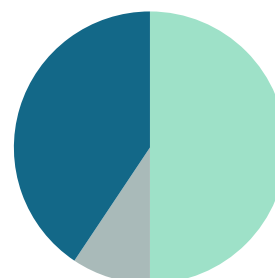


Inventory
 New Listings
15 = 51.72%
 Start Inventory
14
 Total Inventory Units
29
 Volume
\$40,560

Market Activity

Closed Sales
16 = 50.00%
 Pending Sales
3 = 9.38%
 Other Off Market
0 = 0.00%
 Active Inventory
13 = 40.63%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	10	16	60.00%	182	156	-14.29%
Pending Sales	4	3	-25.00%	72	72	0.00%
New Listings	8	15	87.50%	223	158	-29.15%
Average List Price	1,199	1,365	13.87%	1,329	1,378	3.64%
Average Sale Price	1,199	1,378	14.91%	1,326	1,373	3.55%
Average Percent of Selling Price to List Price	100.00%	100.44%	0.44%	99.77%	99.66%	-0.11%
Average Days on Market to Sale	55.00	28.69	-47.84%	35.93	33.26	-7.43%
Monthly Inventory	27	13	-51.85%	27	13	-51.85%
Months Supply of Inventory	1.78	1.00	-43.83%	1.78	1.00	-43.83%

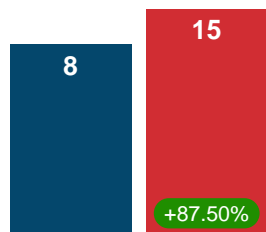
Absorption: Last 12 months, an Average of **13** Sales/Month

Inventory on December 31, 2020 = **13** 2019 2020

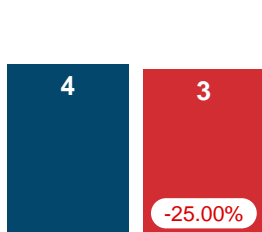
DECEMBER MARKET

AVERAGE PRICES

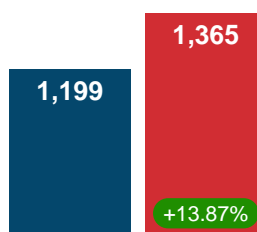
New Listings



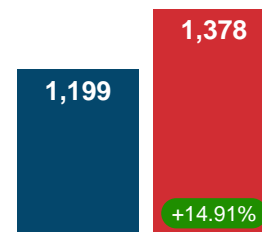
Pending Listings



List Price



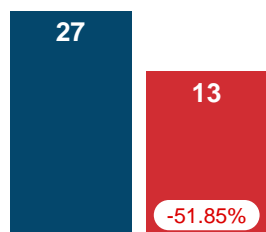
Sale Price



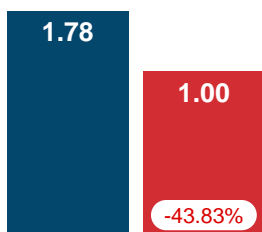
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

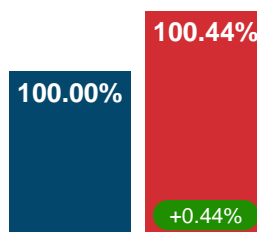
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

