

March 2020



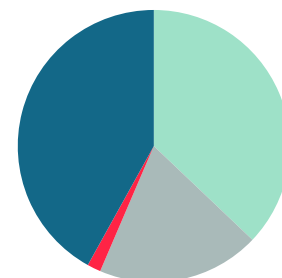
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	16	23	43.75%
Pending Listings	8	12	50.00%
New Listings	20	15	-25.00%
Average List Price	1,224	1,364	11.43%
Average Sale Price	1,219	1,355	11.14%
Average Percent of Selling Price to List Price	99.51%	99.28%	-0.23%
Average Days on Market to Sale	53.19	39.39	-25.94%
End of Month Inventory	35	26	-25.71%
Months Supply of Inventory	2.31	1.69	-26.92%



■ Closed (37.10%)
■ Pending (19.35%)
■ Other OffMarket (1.61%)
■ Active (41.94%)

Absorption: Last 12 months, an Average of **15 Sales/Month**
Active Inventory as of March 31, 2020 = **26**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **25.71%** to 26 existing homes available for sale. Over the last 12 months this area has had an average of 15 closed sales per month. This represents an unsold inventory index of **1.69** 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 **11.14%** in March 2020 to \$1,355 versus the previous year at \$1,219.

Average Days on Market Shortens

The average number of **39.39** days that homes spent on the market before selling decreased by 13.80 days or **25.94%** in March 2020 compared to last year's same month at **53.19** DOM.

Sales Success for March 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 15 New Listings in March 2020, down **25.00%** from last year at 20. Furthermore, there were 23 Closed Listings this month versus last year at 16, a **43.75%** increase.

Closed versus Listed trends yielded a **153.3%** ratio, up from previous year's, March 2019, at **80.0%**, a **91.67%** 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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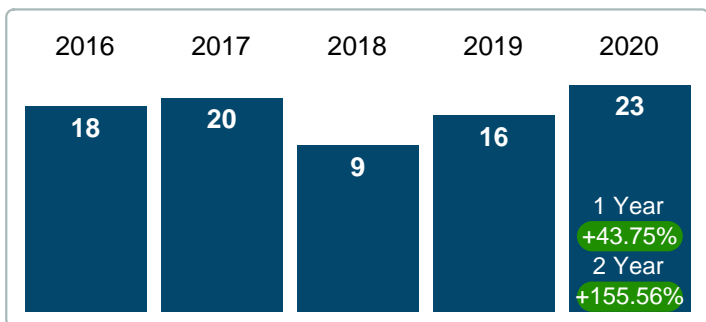
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



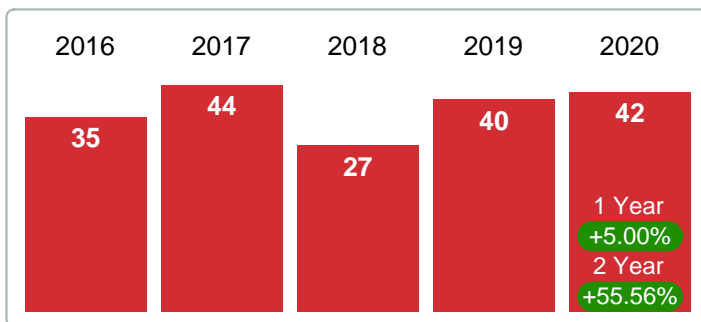
CLOSED LISTINGS

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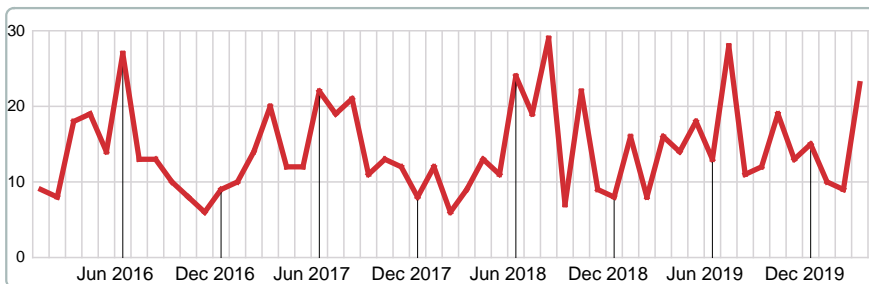
MARCH



YEAR TO DATE (YTD)

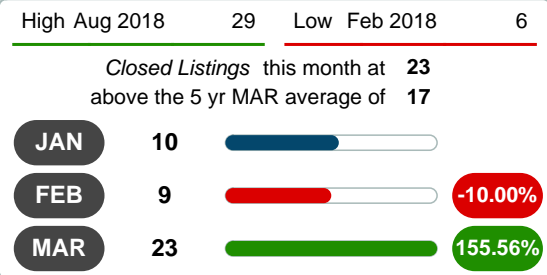


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 17



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	23	100.00%	39.4	4	16	3	0
Total Closed Units	23			4	16	3	0
Total Closed Volume	31,155	100%	39.4	3,540	22.38K	5,235	0.00B
Average Closed Price	\$1,355			\$885	\$1,399	\$1,745	\$0

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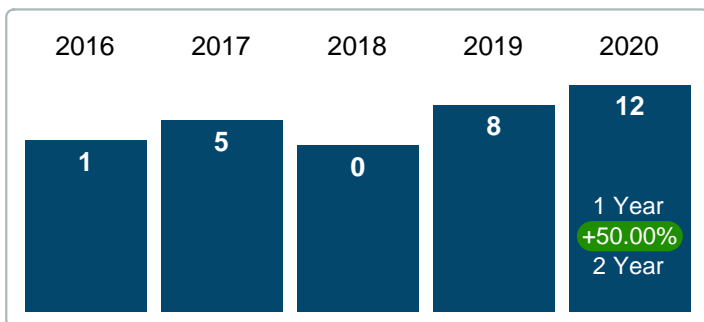
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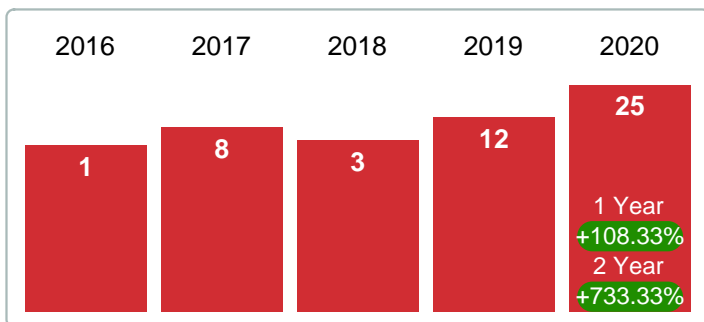
PENDING LISTINGS

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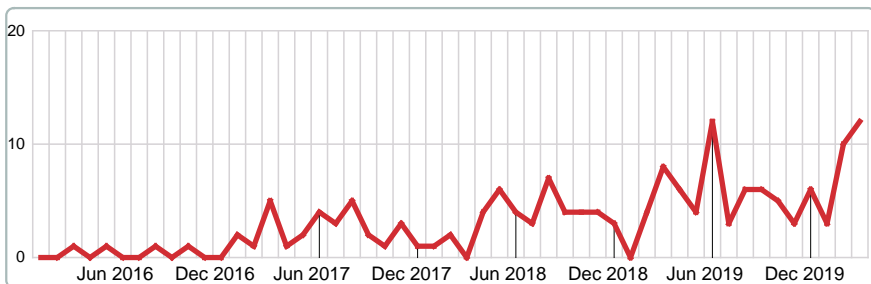
MARCH



YEAR TO DATE (YTD)

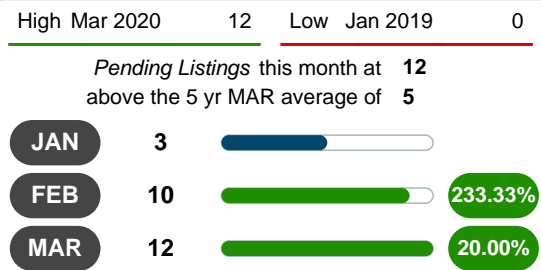


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5



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	12	100.00%	53.4	1	8	3	0
Total Pending Units	12			1	8	3	0
Total Pending Volume	16,620	100%	53.4	925	9,755	5,940	0.00B
Average Listing Price	\$1,385			\$925	\$1,219	\$1,980	\$0

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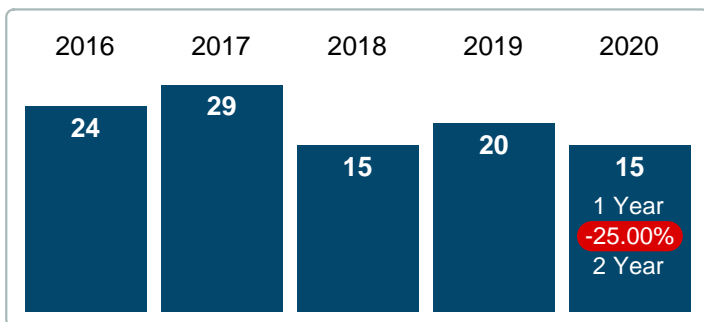
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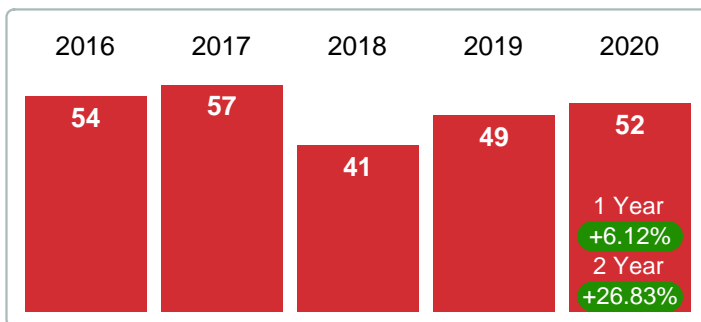
NEW LISTINGS

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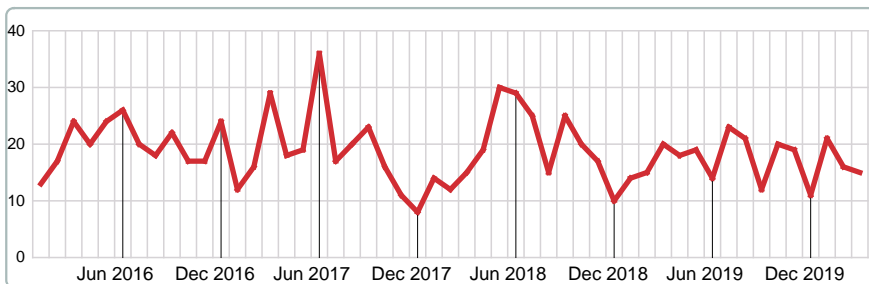
MARCH



YEAR TO DATE (YTD)

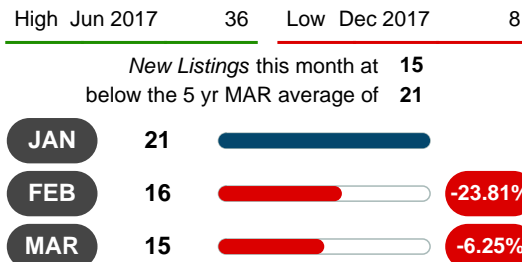


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 21



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%	4	9	2	0
Total New Listed Units	15		4	9	2	0
Total New Listed Volume	19,755	100%	4,020	12.19K	3,550	0.00B
Average New Listed Listing Price	\$1,317		\$1,005	\$1,354	\$1,775	\$0

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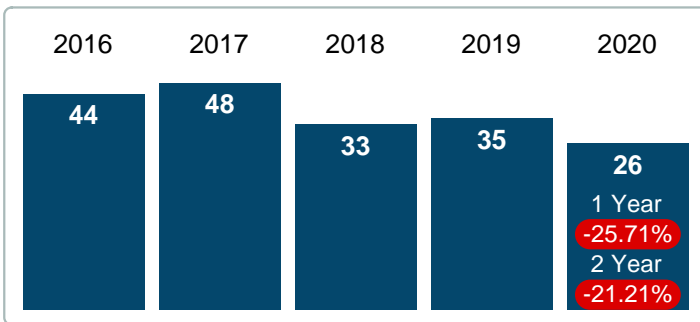
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



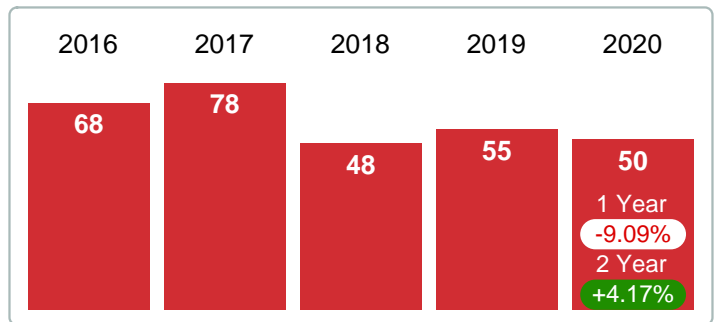
ACTIVE INVENTORY

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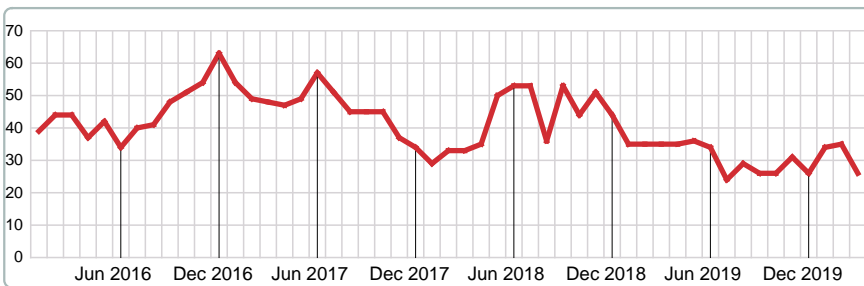
END OF MARCH



ACTIVE DURING MARCH

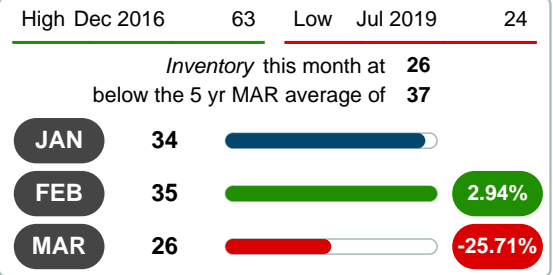


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 37



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	26	100.00%	51.2	8	11	4	3
Total Active Inventory by Units			26	8	11	4	3
Total Active Inventory by Volume			39,340	7,375	14,22K	7,350	10,40K
Average Active Inventory Listing Price			\$1,513	\$922	\$1,292	\$1,838	\$3,467

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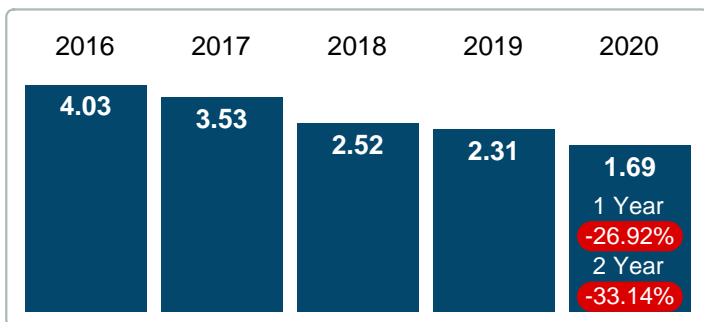
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



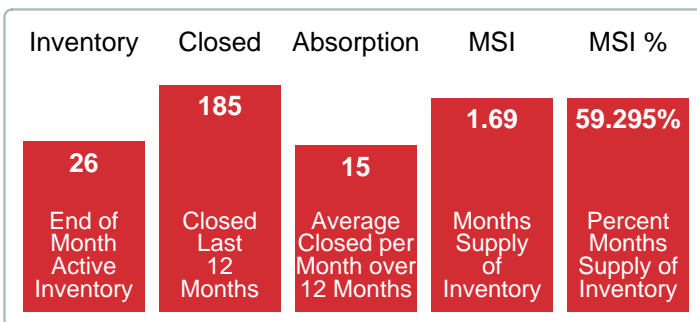
MONTHS SUPPLY of INVENTORY (MSI)

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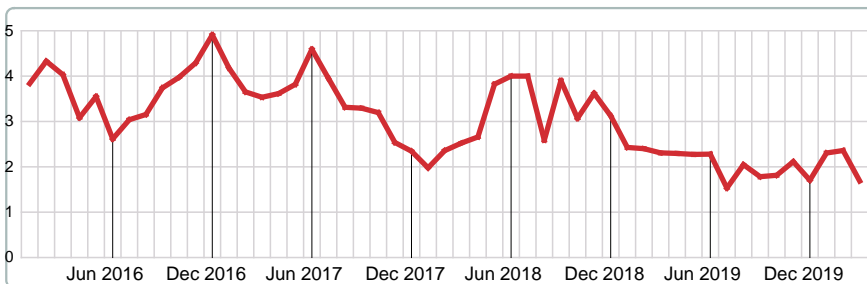
MSI FOR MARCH



INDICATORS FOR MARCH 2020

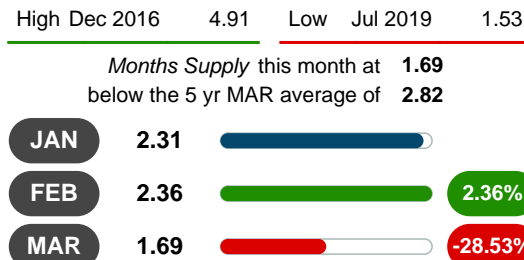


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.82



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	26	100.00%	1.69	4.80	1.25	0.89	7.20
Market Supply of Inventory (MSI)			1.69	4.80	1.25	0.89	7.20
		100%	1.69				
Total Active Inventory by Units			26	8	11	4	3

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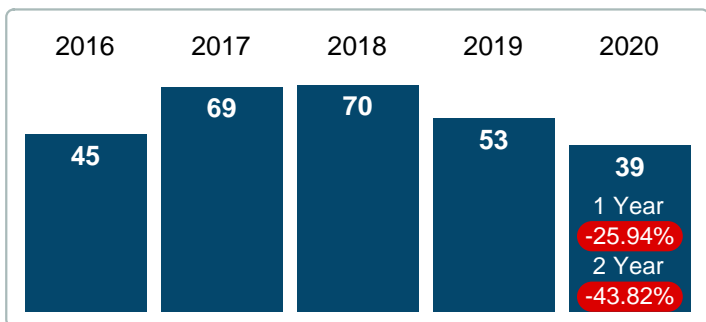
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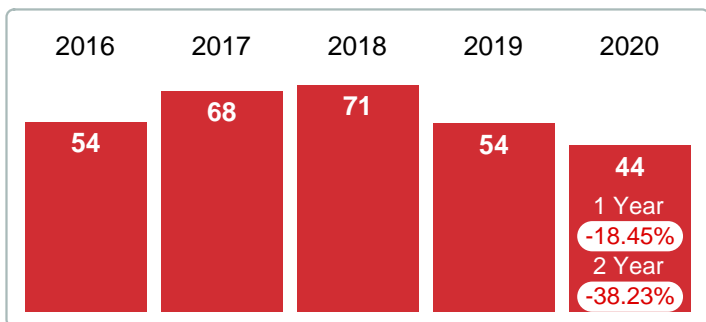
AVERAGE DAYS ON MARKET TO SALE

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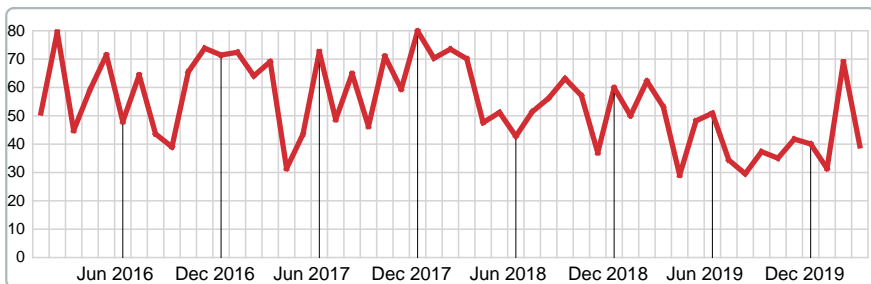
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

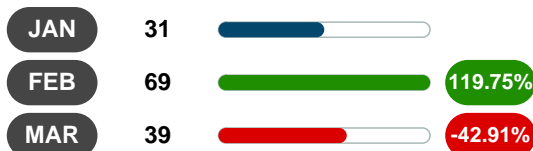


3 MONTHS

5 year MAR AVG = 55

High Dec 2017 80 Low Apr 2019 29

Average Days on Market to Sale this month at 39 below the 5 yr MAR 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	0.00%	0	0	0	0	0
\$1 \$0	0.00%	0	0	0	0	0
\$1 \$0	0.00%	0	0	0	0	0
\$1 \$0	0.00%	0	0	0	0	0
\$1 \$0	0.00%	0	0	0	0	0
\$1 \$0	0.00%	0	0	0	0	0
\$1 and up	100.00%	39	9	42	67	0
Average Closed DOM		39	9	42	67	0
Total Closed Units	100%	39	4	16	3	0
Total Closed Volume		31,155	3,540	22,38K	5,235	0.00B

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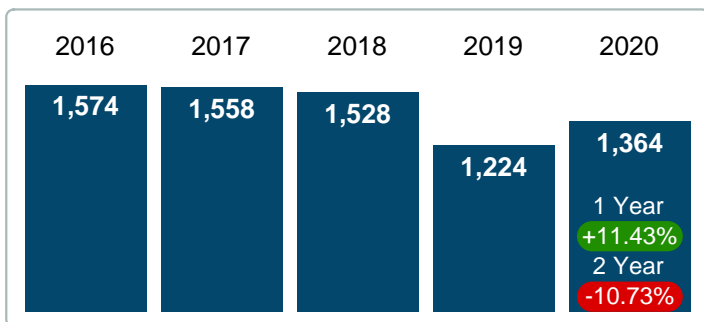
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



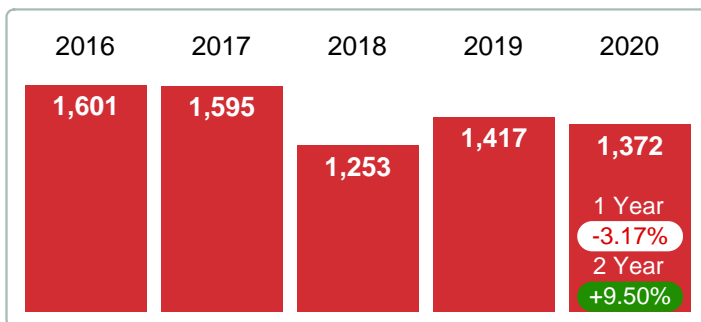
AVERAGE LIST PRICE AT CLOSING

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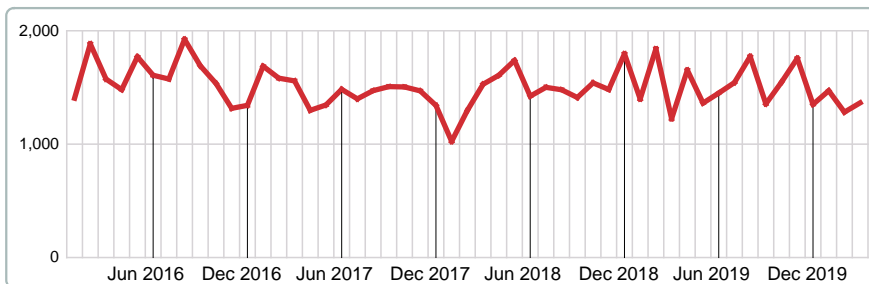
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,450

High Aug 2016 1,924 Low Jan 2018 1,025

Average List Price at Closing this month at 1,364 below the 5 yr MAR average of 1,450



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	23	100.00%	1,364	885	1,410	1,762	0
Average List Price			1,364	885	1,410	1,762	0
Total Closed Units		100%	1,364	4	16	3	
Total Closed Volume			31,380	3,540	22.56K	5,285	0.00B

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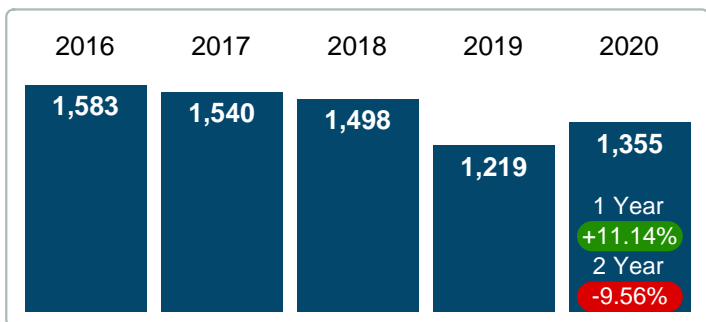
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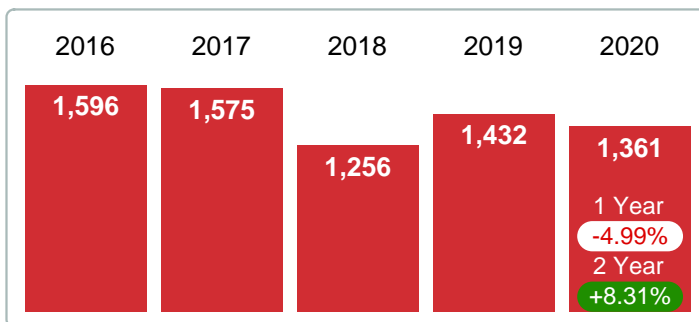
AVERAGE SOLD PRICE AT CLOSING

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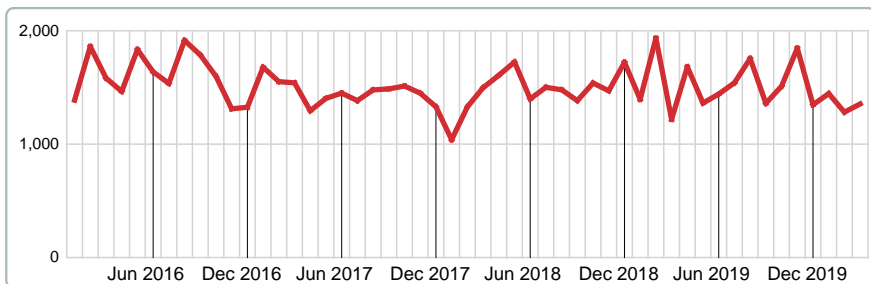
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

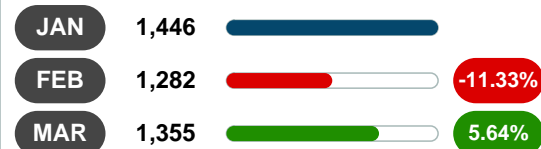


3 MONTHS

5 year MAR AVG = 1,439

High Feb 2019 1,934 Low Jan 2018 1,040

Average Sold Price at Closing this month at 1,355 below the 5 yr MAR average of 1,439



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	23	100.00%	1,355	885	1,399	1,745	0
Average Sold Price			1,355	885	1,399	1,745	0
Total Closed Units		100%	1,355	4	16	3	
Total Closed Volume			31,155	3,540	22.38K	5,235	0.00B

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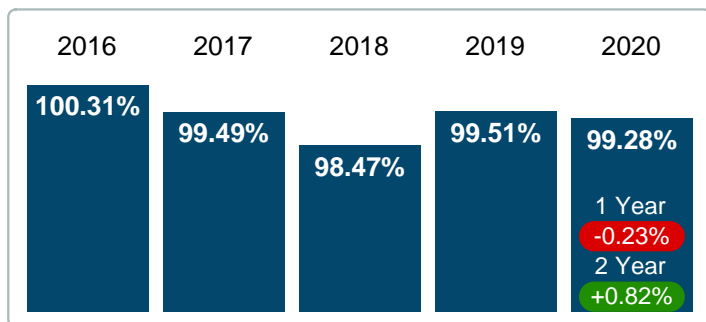
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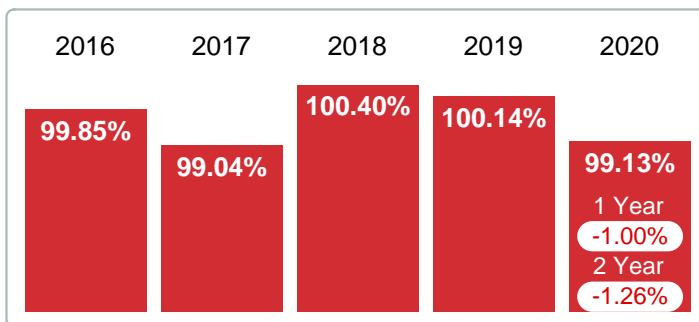
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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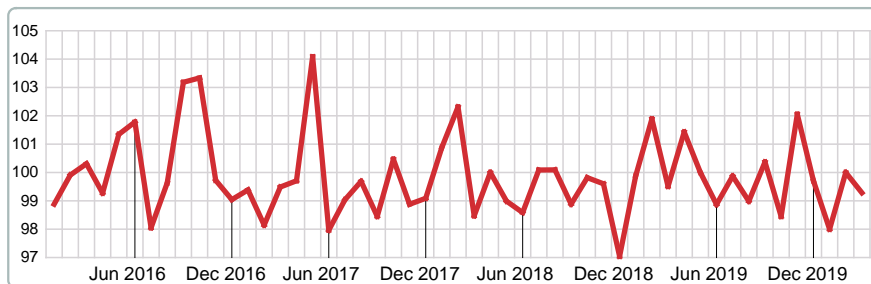
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

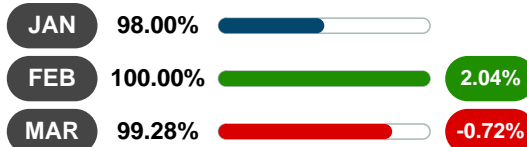


3 MONTHS

5 year MAR AVG = 99.41%

High May 2017 104.08% Low Dec 2018 97.04%

Average Sold/List Ratio this month at **99.28%** equal to 5 yr MAR average of **99.41%**



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	23	100.00%	99.28%	100.00%	99.16%	98.99%	0.00%
Average Sold/List Ratio		99.30%		100.00%	99.16%	98.99%	0.00%
Total Closed Units		23	100%	4	16	3	
Total Closed Volume		31,155		3,540	22,38K	5,235	0.00B

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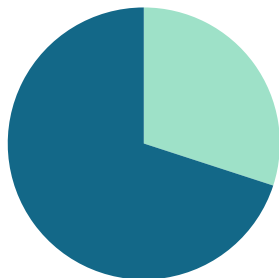
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MARKET SUMMARY

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INVENTORY

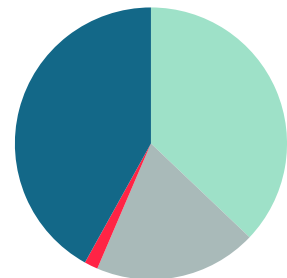


Inventory
 New Listings
15 = 30.00%
 Start Inventory
35
 Total Inventory Units
50
 Volume
\$72,615

Market Activity

Closed Sales
23 = 37.10%
 Pending Sales
12 = 19.35%
 Other Off Market
1 = 1.61%
 Active Inventory
26 = 41.94%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	16	23	43.75%	40	42	5.00%
Pending Sales	8	12	50.00%	12	25	108.33%
New Listings	20	15	-25.00%	49	52	6.12%
Average List Price	1,224	1,364	11.43%	1,417	1,372	-3.17%
Average Sale Price	1,219	1,355	11.14%	1,432	1,361	-4.99%
Average Percent of Selling Price to List Price	99.51%	99.28%	-0.23%	100.14%	99.13%	-1.00%
Average Days on Market to Sale	53.19	39.39	-25.94%	53.75	43.83	-18.45%
Monthly Inventory	35	26	-25.71%	35	26	-25.71%
Months Supply of Inventory	2.31	1.69	-26.92%	2.31	1.69	-26.92%

Absorption: Last 12 months, an Average of 15 Sales/Month

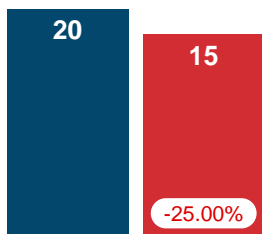
Inventory on March 31, 2020 = 26

2019 2020

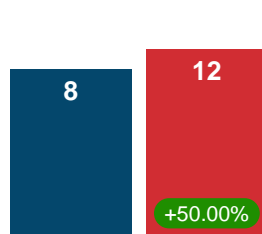
MARCH MARKET

AVERAGE PRICES

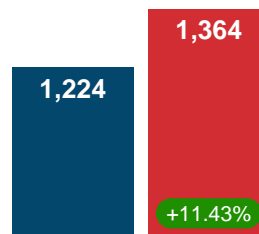
New Listings



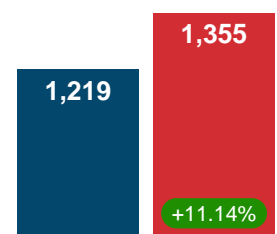
Pending Listings



List Price



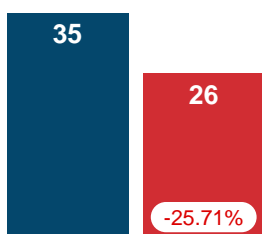
Sale Price



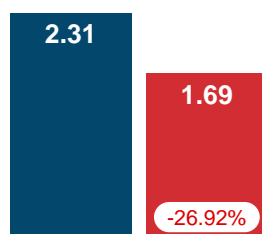
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

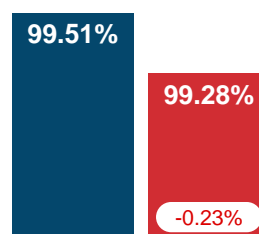
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

