

March 2020



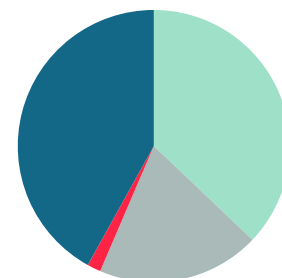
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -
Leasing Property Type



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%
Median List Price	1,200	1,295	7.92%
Median Sale Price	1,175	1,250	6.38%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	46.50	30.00	-35.48%
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.

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 **6.38%** in March 2020 to \$1,250 versus the previous year at \$1,175.

Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 16.50 days or **35.48%** in March 2020 compared to last year's same month at **46.50** DOM.

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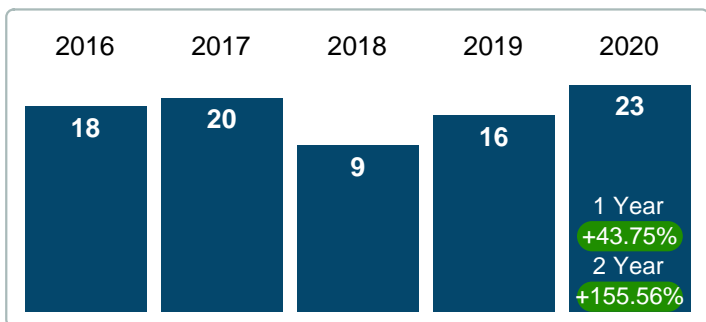
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



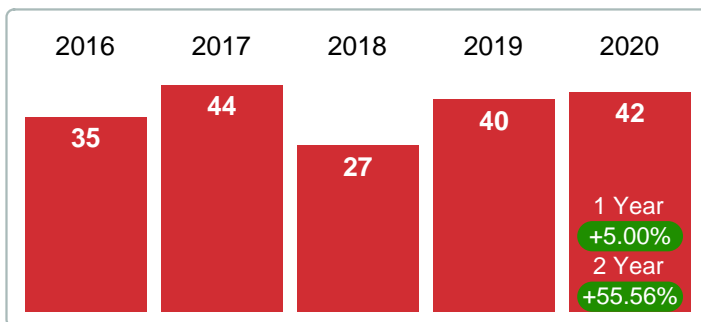
CLOSED LISTINGS

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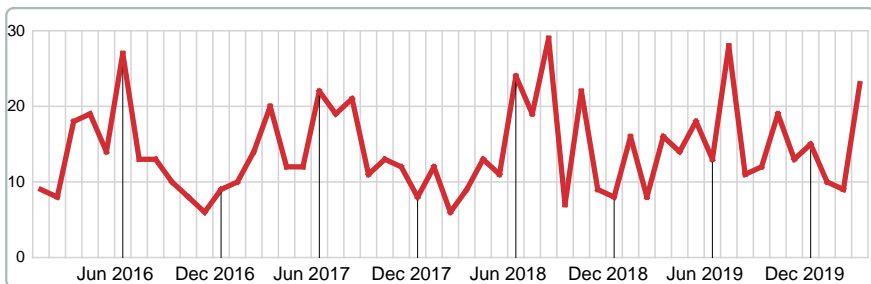
MARCH



YEAR TO DATE (YTD)

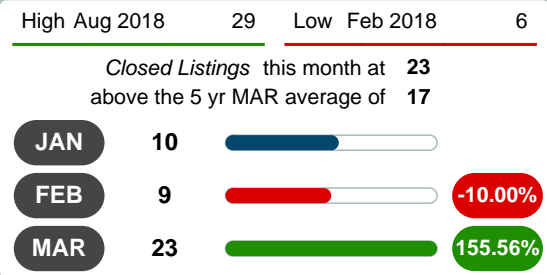


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 17



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	23	100.00%	30.0	4	16	3	0
Total Closed Units	23			4	16	3	0
Total Closed Volume	31,155	100%	30.0	3,540	22.38K	5,235	0.00B
Median Closed Price	\$1,250			\$910	\$1,250	\$1,645	\$0

March 2020



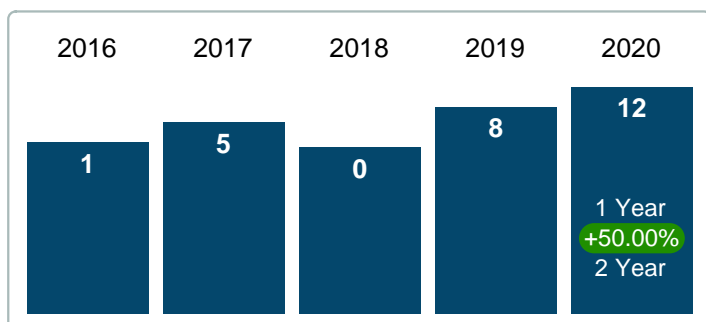
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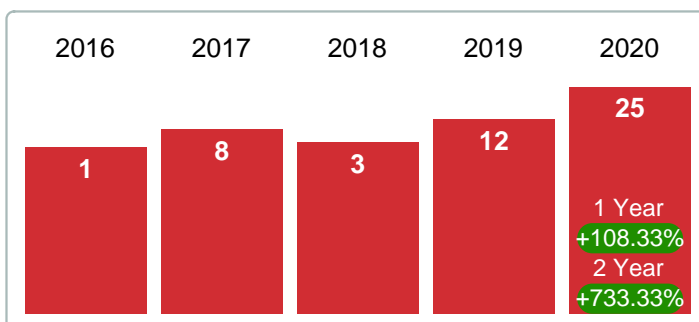
PENDING LISTINGS

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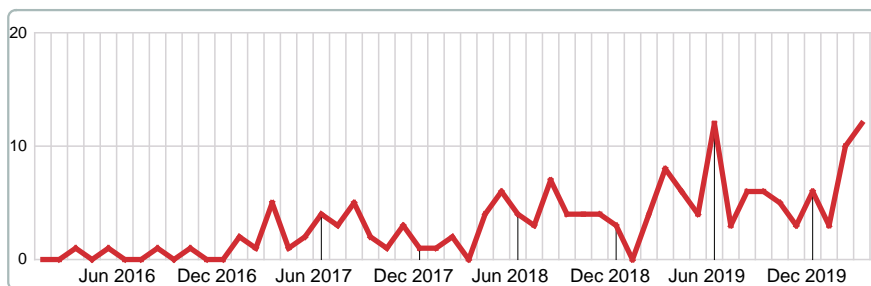
MARCH



YEAR TO DATE (YTD)

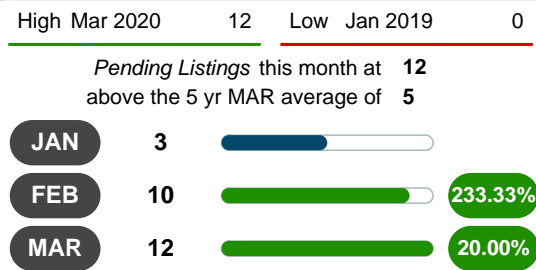


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	30.0	0	0	0	0
\$1-\$0	0	0.00%	30.0	0	0	0	0
\$1-\$0	0	0.00%	30.0	0	0	0	0
\$1-\$0	0	0.00%	30.0	0	0	0	0
\$1-\$0	0	0.00%	30.0	0	0	0	0
\$1-\$0	0	0.00%	30.0	0	0	0	0
\$1 and up	12	100.00%	57.0	1	8	3	0
Total Pending Units	12			1	8	3	0
Total Pending Volume	16,620	100%	57.0	925	9,755	5,940	0.00B
Median Listing Price	\$1,323			\$925	\$1,273	\$1,995	\$0

March 2020



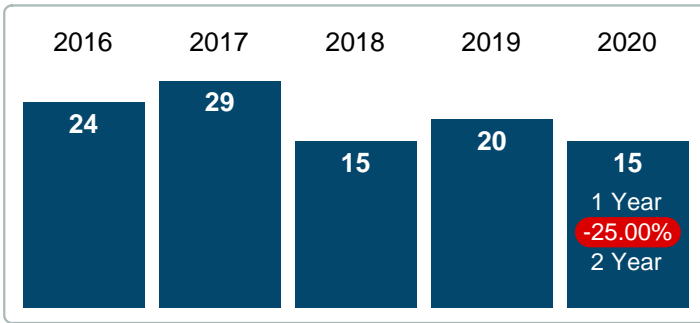
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



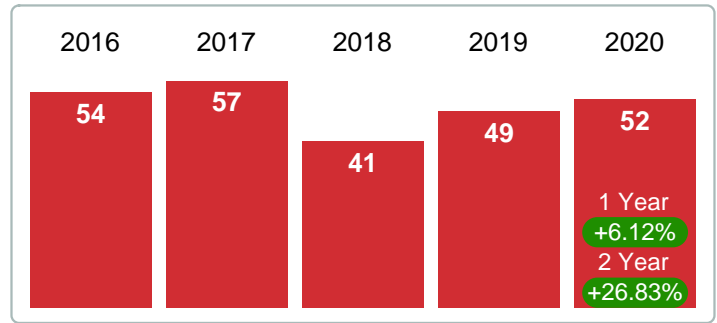
NEW LISTINGS

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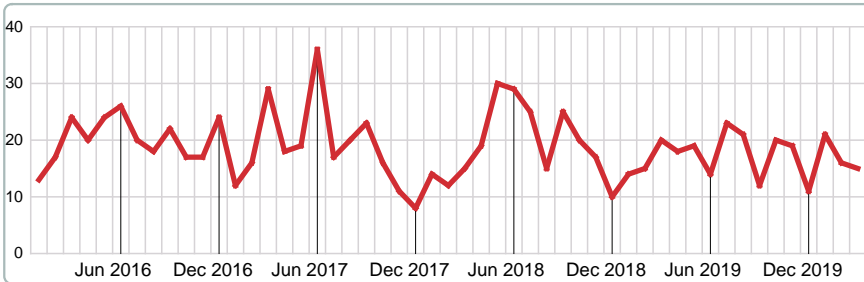
MARCH



YEAR TO DATE (YTD)

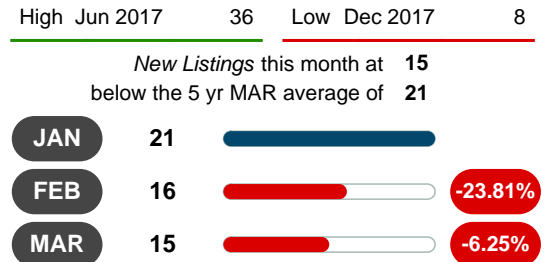


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$1,300		\$938	\$1,395	\$1,775	\$0

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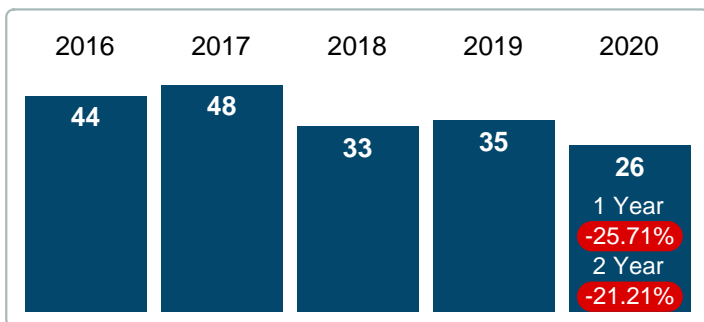
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



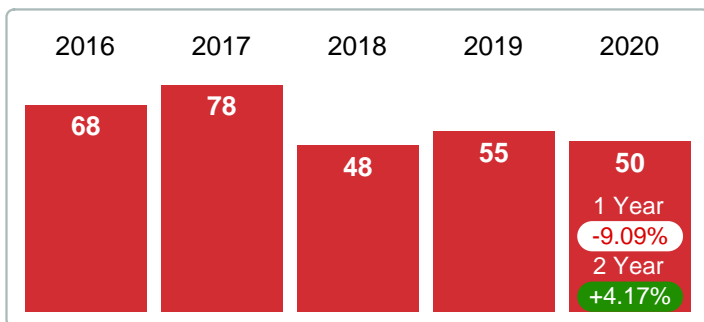
ACTIVE INVENTORY

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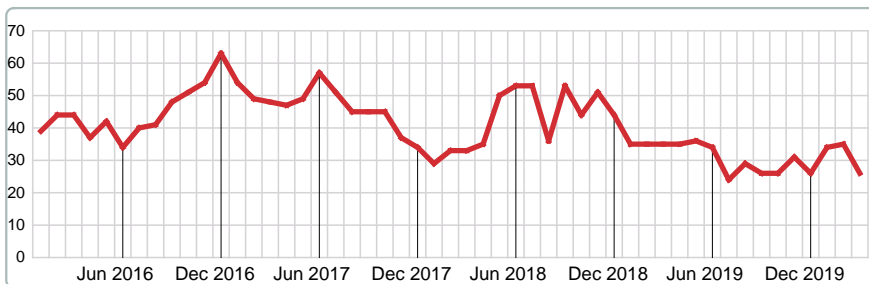
END OF MARCH



ACTIVE DURING MARCH

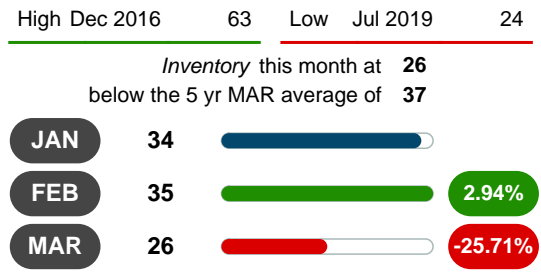


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 37



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	57.0	0	0	0	0
\$1-\$0	0	0.00%	57.0	0	0	0	0
\$1-\$0	0	0.00%	57.0	0	0	0	0
\$1-\$0	0	0.00%	57.0	0	0	0	0
\$1-\$0	0	0.00%	57.0	0	0	0	0
\$1-\$0	0	0.00%	57.0	0	0	0	0
\$1 and up	26	100.00%	39.0	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
Median Active Inventory Listing Price			\$1,275	\$888	\$1,300	\$1,775	\$3,500

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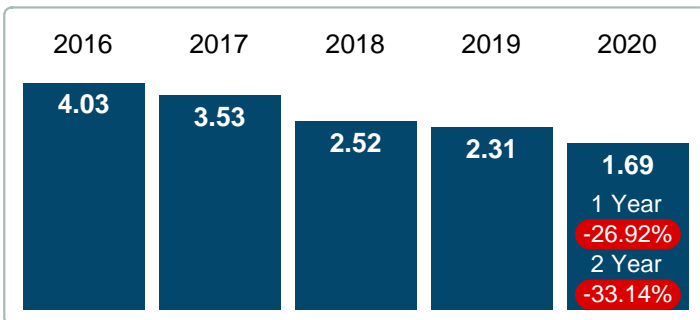
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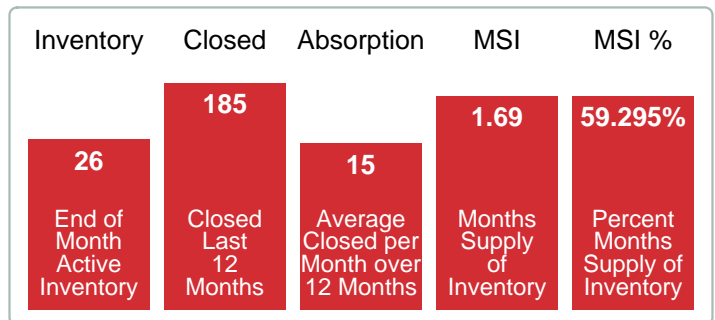
MONTHS SUPPLY of INVENTORY (MSI)

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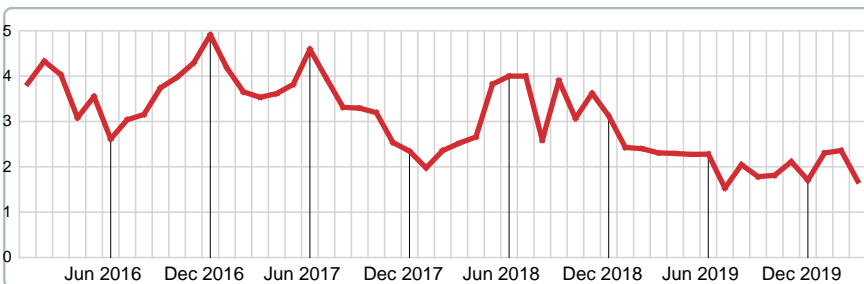
MSI FOR MARCH



INDICATORS FOR MARCH 2020

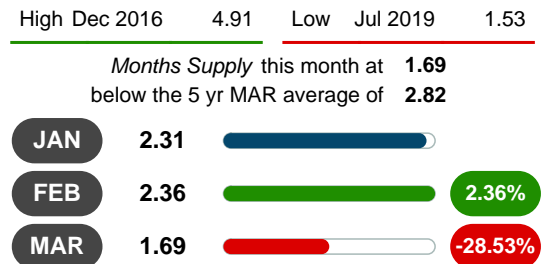


5 YEAR MARKET ACTIVITY TRENDS



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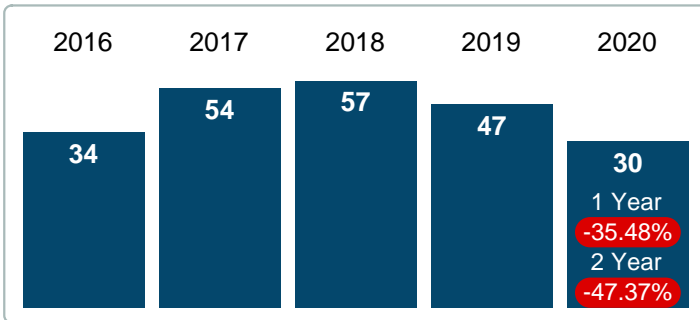
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



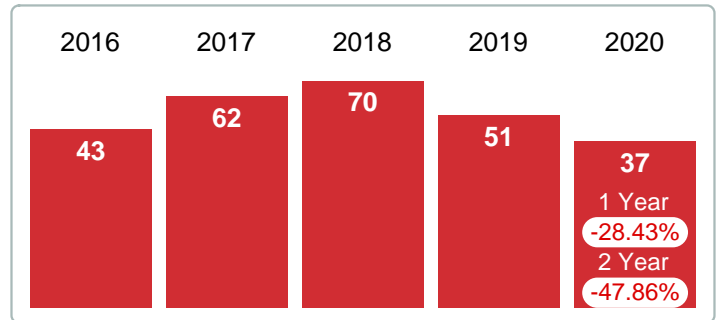
MEDIAN DAYS ON MARKET TO SALE

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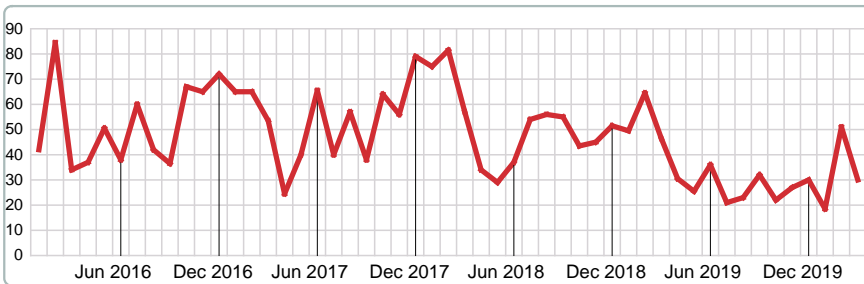
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 44

High Feb 2016 85 Low Jan 2020 19

Median Days on Market to Sale this month at 30 below the 5 yr MAR average of 44



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	0	0.00%	39	0	0	0	0
\$1-\$0	0	0.00%	39	0	0	0	0
\$1-\$0	0	0.00%	39	0	0	0	0
\$1-\$0	0	0.00%	39	0	0	0	0
\$1-\$0	0	0.00%	39	0	0	0	0
\$1-\$0	0	0.00%	39	0	0	0	0
\$1 and up	23	100.00%	30	8	37	49	0
Median Closed DOM			30	8	37	49	0
Total Closed Units		100%	30.0	4	16	3	
Total Closed Volume			31,155	3,540	22,38K	5,235	0.00B

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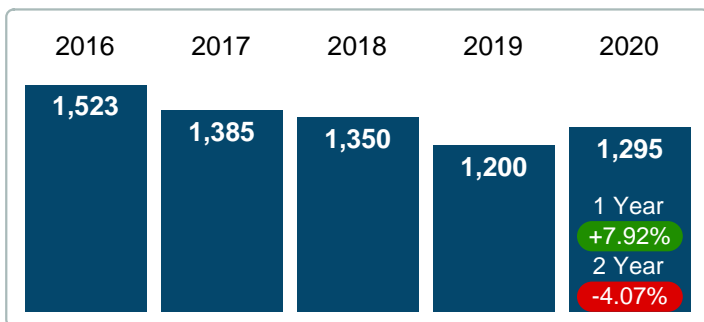
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



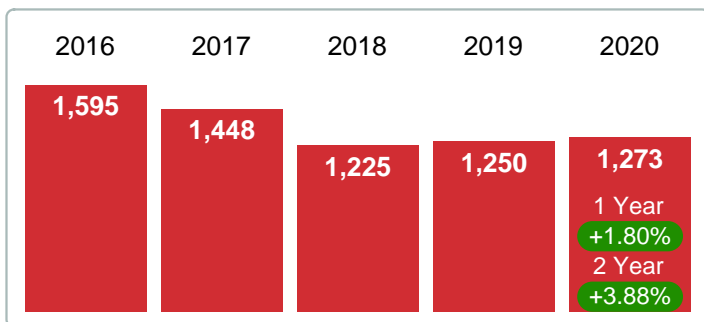
MEDIAN LIST PRICE AT CLOSING

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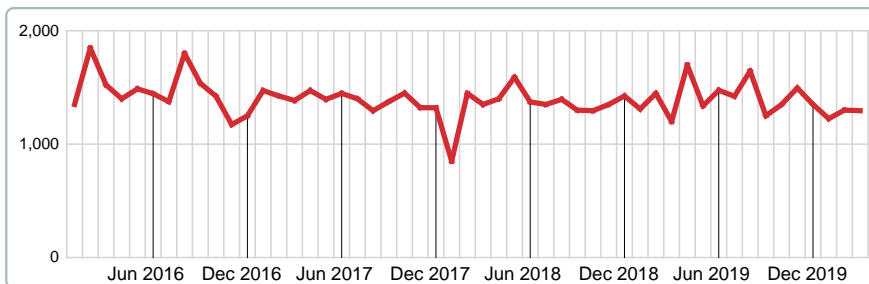
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,351

High Feb 2016 1,848 | Low Jan 2018 850

Median List Price at Closing this month at 1,295 below the 5 yr MAR average of 1,351

- JAN 1,225
- FEB 1,300 +6.12%
- MAR 1,295 -0.38%

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%	30	0	0	0	0
\$1 \$0	0	0.00%	30	0	0	0	0
\$1 \$0	0	0.00%	30	0	0	0	0
\$1 \$0	0	0.00%	30	0	0	0	0
\$1 \$0	0	0.00%	30	0	0	0	0
\$1 \$0	0	0.00%	30	0	0	0	0
\$1 and up	23	100.00%	1,295	910	1,323	1,645	0
Median List Price			1,295	910	1,323	1,645	0
Total Closed Units		100%	1,295	4	16	3	
Total Closed Volume			31,380	3,540	22.56K	5,285	0.00B

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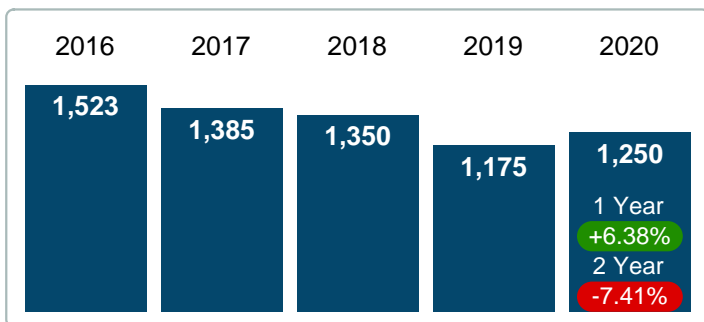
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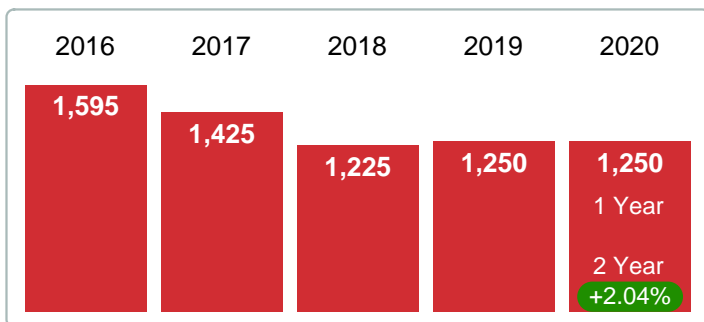
MEDIAN SOLD PRICE AT CLOSING

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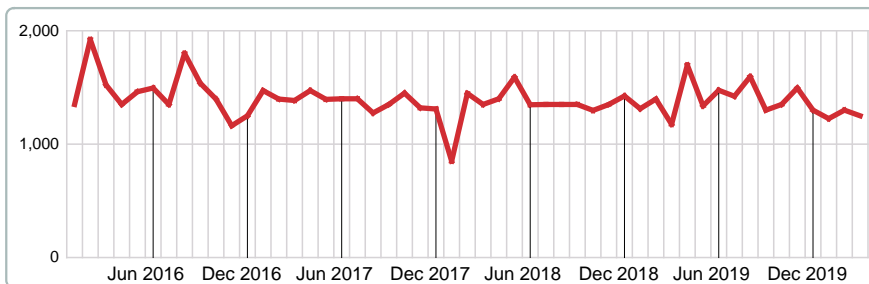
MARCH



YEAR TO DATE (YTD)

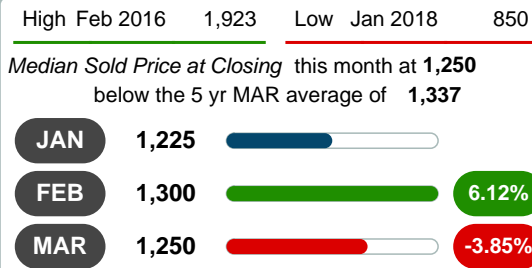


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,337



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%	1,295	0	0	0	0
\$1 \$0	0	0.00%	1,295	0	0	0	0
\$1 \$0	0	0.00%	1,295	0	0	0	0
\$1 \$0	0	0.00%	1,295	0	0	0	0
\$1 \$0	0	0.00%	1,295	0	0	0	0
\$1 \$0	0	0.00%	1,295	0	0	0	0
\$1 and up	23	100.00%	1,250	910	1,250	1,645	0
Median Sold Price			1,250	910	1,250	1,645	0
Total Closed Units		100%	1,250	4	16	3	
Total Closed Volume			31,155	3,540	22.38K	5,235	0.00B

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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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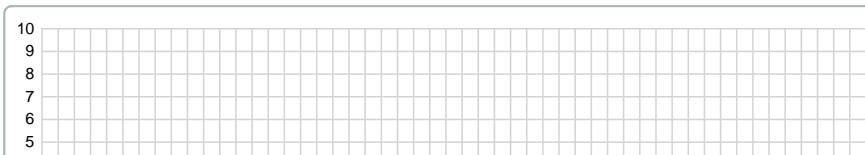
MARCH

2016	2017	2018	2019	2020
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YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
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5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 100.00%

High Mar 2020 100.00% Low Mar 2020 100.00%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr MAR average of **100.00%**

JAN 100.00% ↗
FEB 100.00% ↗
MAR 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%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	23	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		23	100%	100.00%	4	16	3
Total Closed Volume		31,155			3,540	22.38K	5,235
					0.00B		

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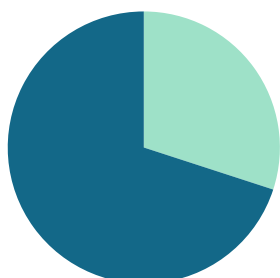
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MARKET SUMMARY

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INVENTORY

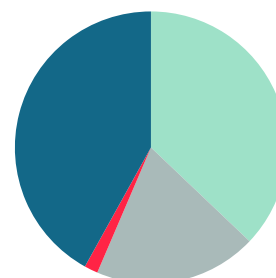


Inventory
 New Listings
15 = 30.00%
 Start Inventory
35
 Total Inventory Units
50
 Volume
\$72,615

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%
Median List Price	1,200	1,295	7.92%	1,250	1,273	1.80%
Median Sale Price	1,175	1,250	6.38%	1,250	1,250	0.00%
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	46.50	30.00	-35.48%	51.00	36.50	-28.43%
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

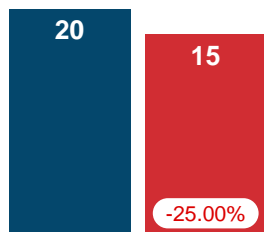
Inventory on March 31, 2020 = 26

2019 2020

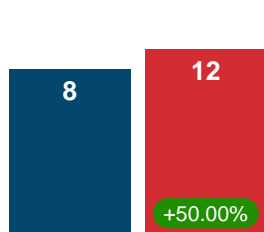
MARCH MARKET

MEDIAN PRICES

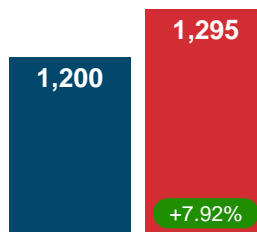
New Listings



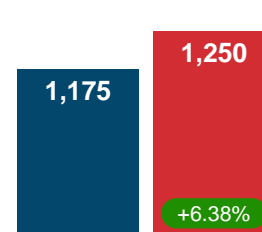
Pending Listings



List Price



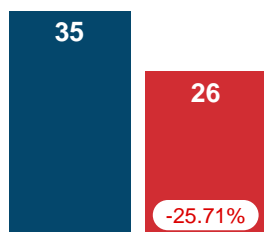
Sale Price



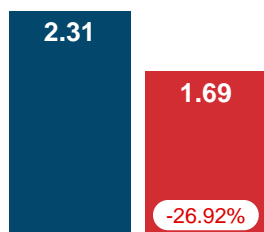
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

