

March 2020



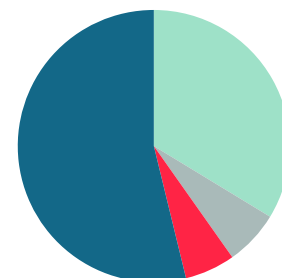
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	73	62	-15.07%
Pending Listings	17	12	-29.41%
New Listings	71	54	-23.94%
Average List Price	973	989	1.65%
Average Sale Price	970	988	1.88%
Average Percent of Selling Price to List Price	99.62%	100.04%	0.43%
Average Days on Market to Sale	39.01	38.87	-0.37%
End of Month Inventory	136	99	-27.21%
Months Supply of Inventory	2.18	1.59	-27.11%



■ Closed (33.70%)
■ Pending (6.52%)
■ Other OffMarket (5.98%)
■ Active (53.80%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of March 31, 2020 = **99**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **27.21%** to 99 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **1.59** 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 **1.88%** in March 2020 to \$988 versus the previous year at \$970.

Average Days on Market Shortens

The average number of **38.87** days that homes spent on the market before selling decreased by 0.14 days or **0.37%** in March 2020 compared to last year's same month at **39.01** 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 54 New Listings in March 2020, down **23.94%** from last year at 71. Furthermore, there were 62 Closed Listings this month versus last year at 73, a **-15.07%** decrease.

Closed versus Listed trends yielded a **114.8%** ratio, up from previous year's, March 2019, at **102.8%**, a **11.67%** 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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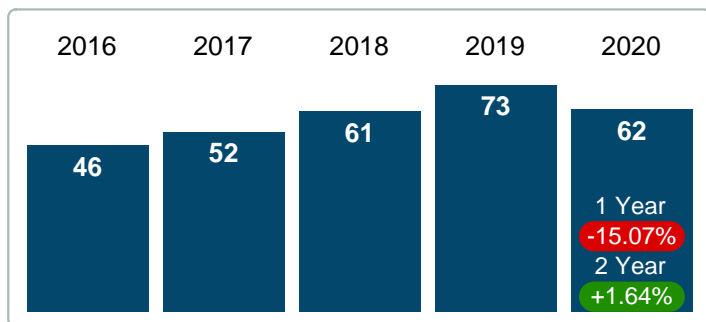
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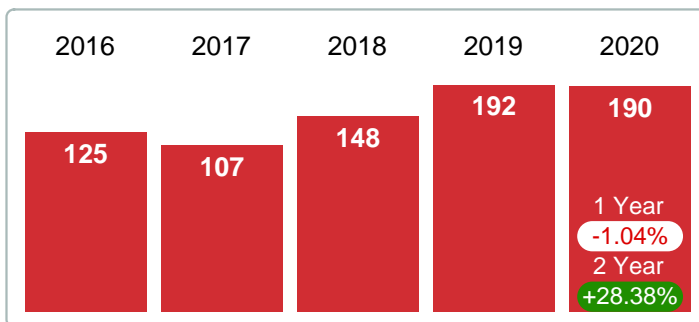
CLOSED LISTINGS

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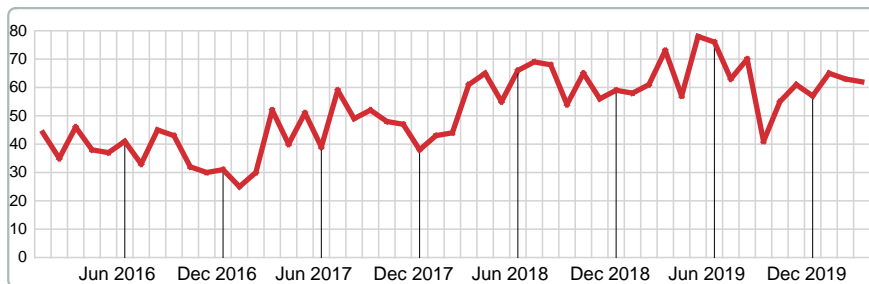
MARCH



YEAR TO DATE (YTD)

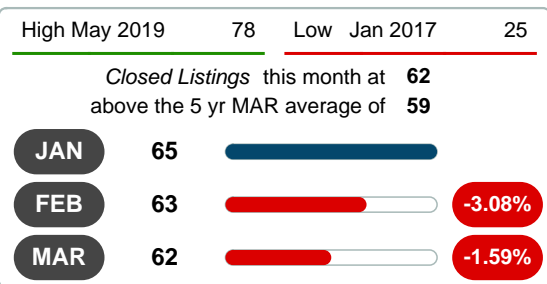


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 59



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	62	100.00%	38.9	27	34	1	0
Total Closed Units	62			27	34	1	0
Total Closed Volume	61,245	100%	38.9	25.80K	34.59K	865	0.00B
Average Closed Price	\$988			\$955	\$1,017	\$865	\$0

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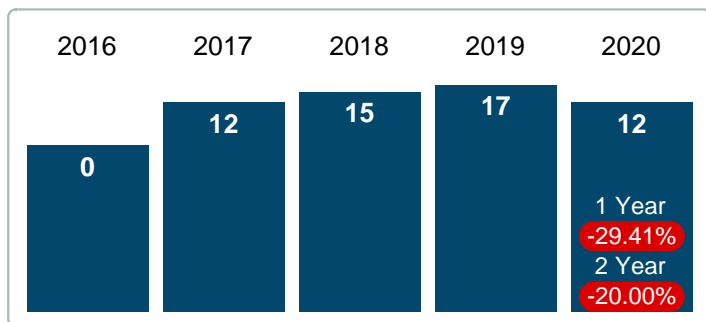
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



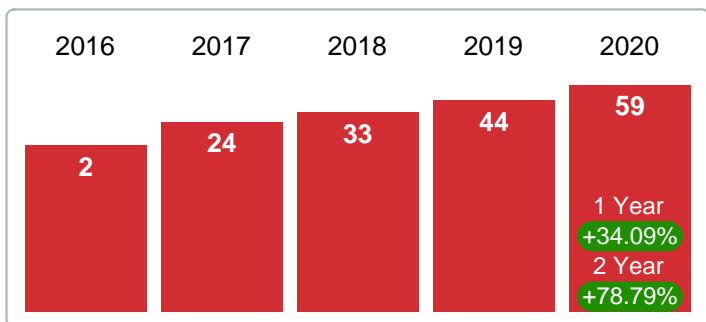
PENDING LISTINGS

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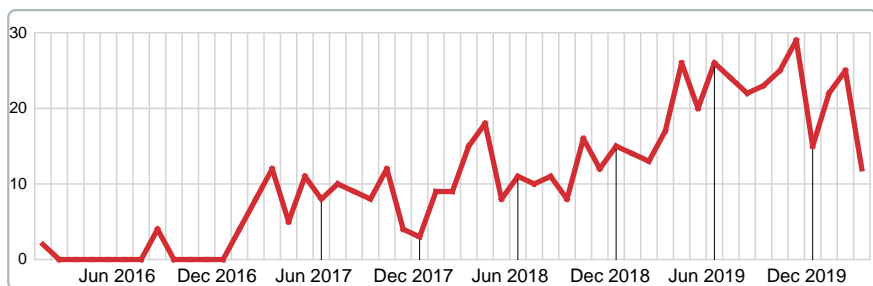
MARCH



YEAR TO DATE (YTD)

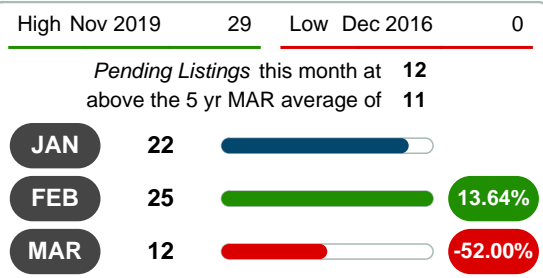


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 11



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%	34.7	5	6	1	0
Total Pending Units	12			5	6	1	0
Total Pending Volume	12,235	100%	34.7	5,145	5,590	1,500	0.00B
Average Listing Price	\$1,020			\$1,029	\$932	\$1,500	\$0

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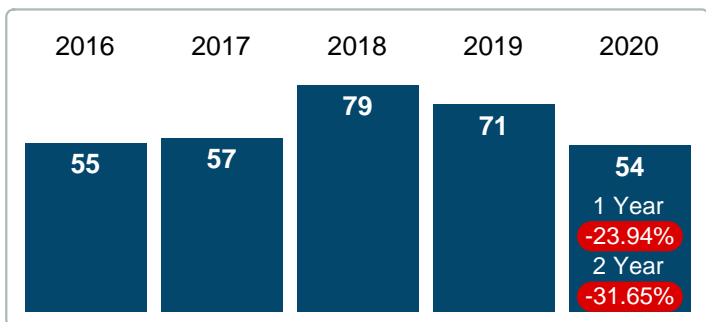
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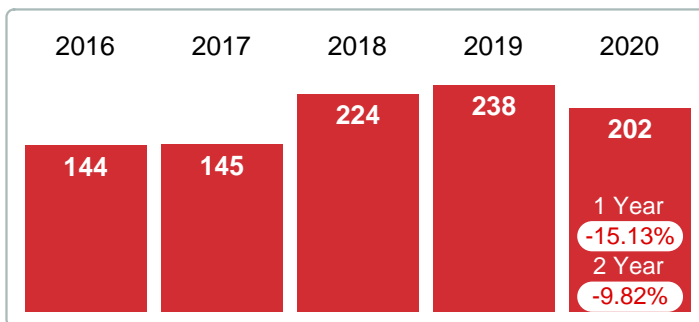
NEW LISTINGS

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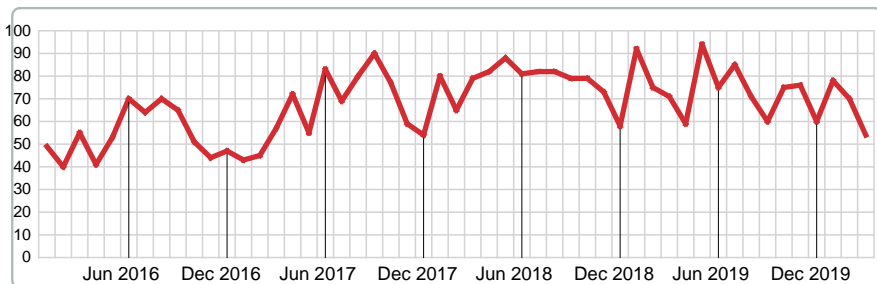
MARCH



YEAR TO DATE (YTD)

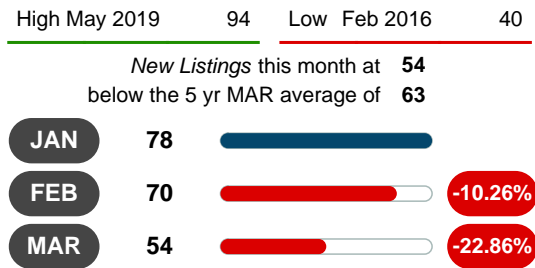


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 63



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	54	100.00%	19	33	2	0
Total New Listed Units	54		19	33	2	0
Total New Listed Volume	61,730	100%	17.41K	38.87K	5,450	0.00B
Average New Listed Listing Price	\$1,094		\$916	\$1,178	\$2,725	\$0

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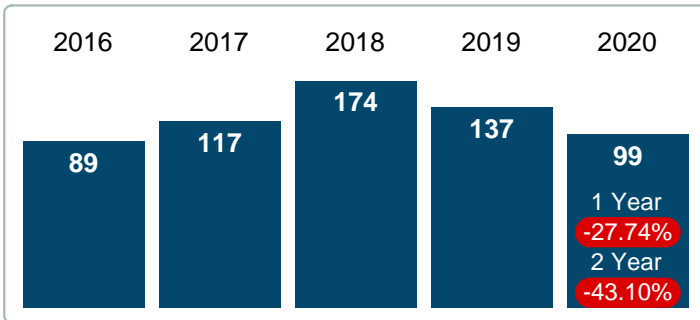
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



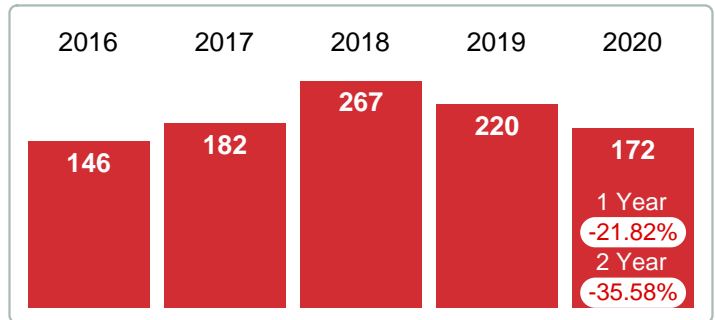
ACTIVE INVENTORY

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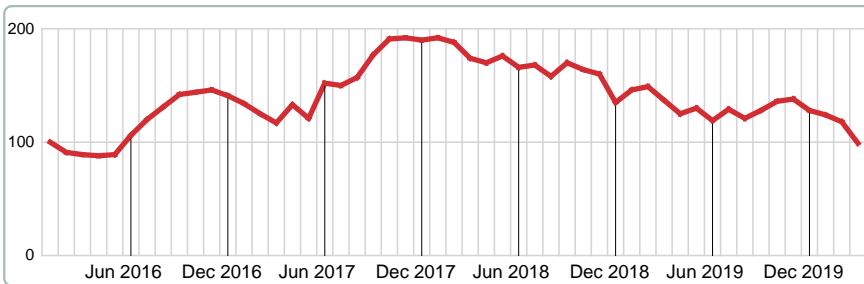
END OF MARCH



ACTIVE DURING MARCH

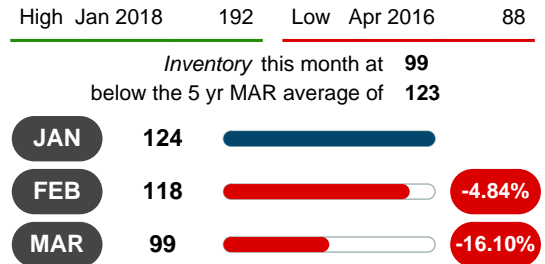


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 123



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	99	100.00%	65.5	45	50	4	0
Total Active Inventory by Units			99	45	50	4	0
Total Active Inventory by Volume			105,230	43.41K	53.20K	8,625	0.00B
Average Active Inventory Listing Price			\$1,063	\$965	\$1,064	\$2,156	\$0

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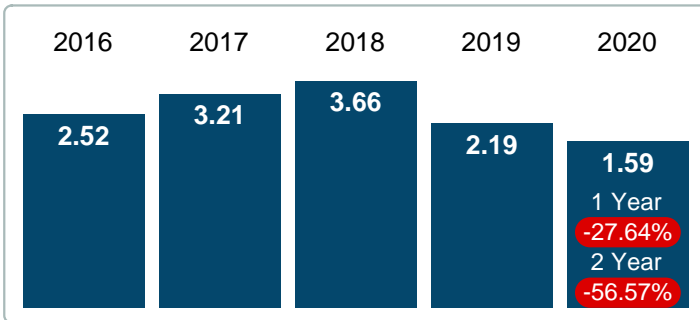
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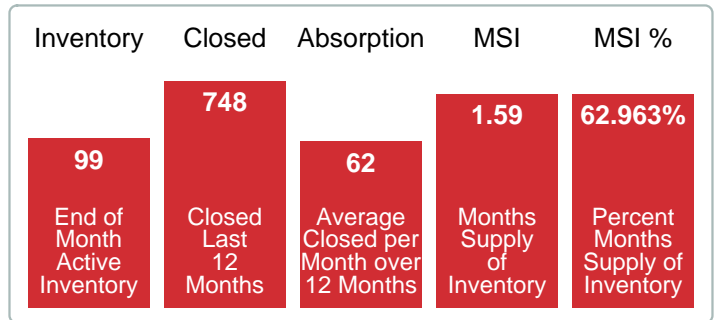
MONTHS SUPPLY of INVENTORY (MSI)

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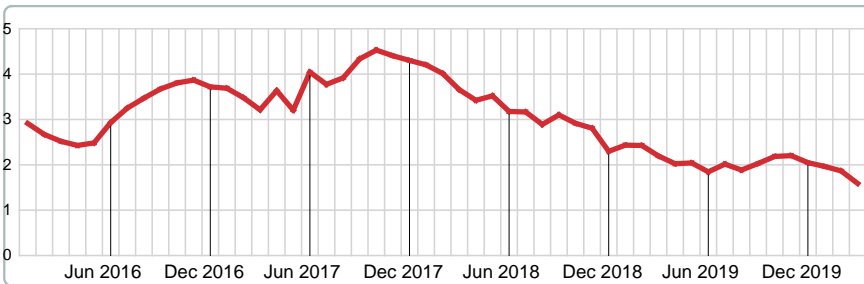
MSI FOR MARCH



INDICATORS FOR MARCH 2020

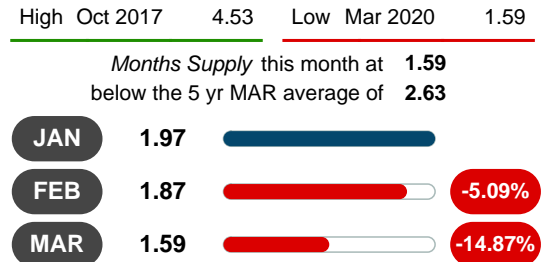


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.63



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	99	100.00%	1.59	1.80	1.52	0.98	0.00
Market Supply of Inventory (MSI)			1.59	1.80	1.52	0.98	0.00
Total Active Inventory by Units		100%	1.59	45	50	4	0

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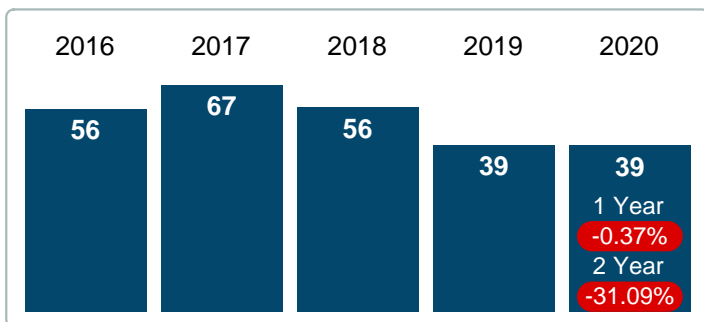
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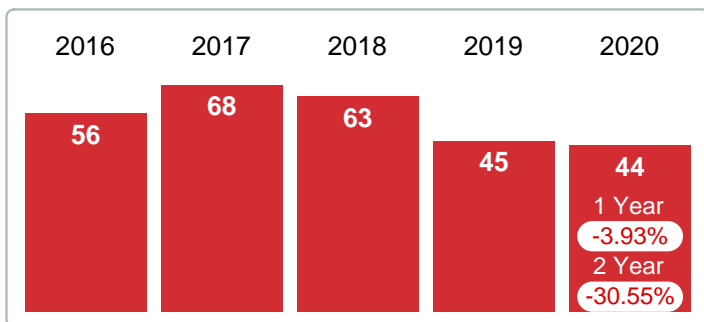
AVERAGE DAYS ON MARKET TO SALE

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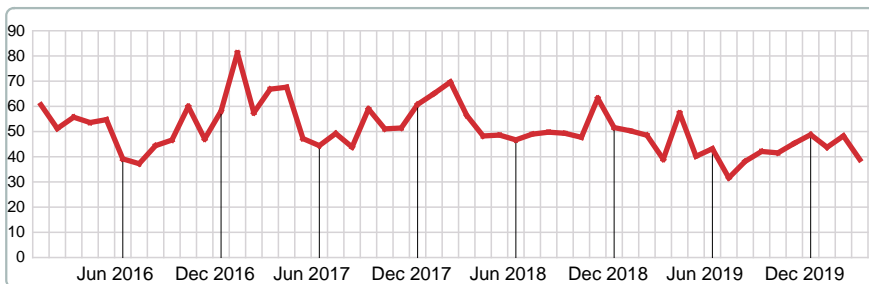
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

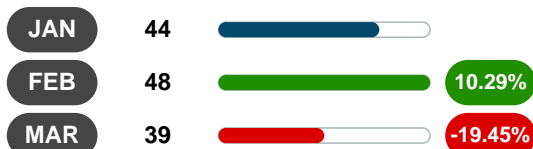


3 MONTHS

5 year MAR AVG = 51

High Jan 2017 81 Low Jul 2019 32

Average Days on Market to Sale this month at 39 below the 5 yr MAR average of 51



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	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	62	100.00%	39	42	36	75	0
Average Closed DOM			39	42	36	75	0
Total Closed Units		100%	39	27	34	1	
Total Closed Volume			61,245	25.80K	34.59K	865	0.00B

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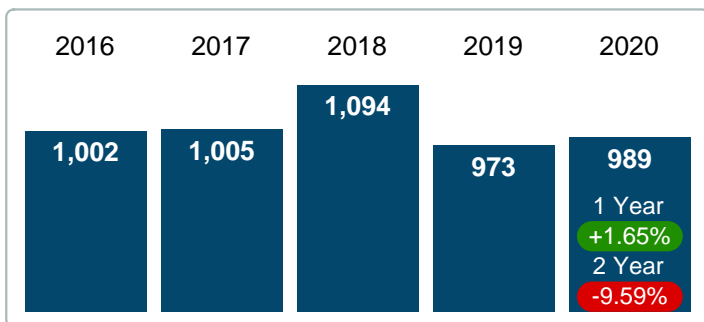
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



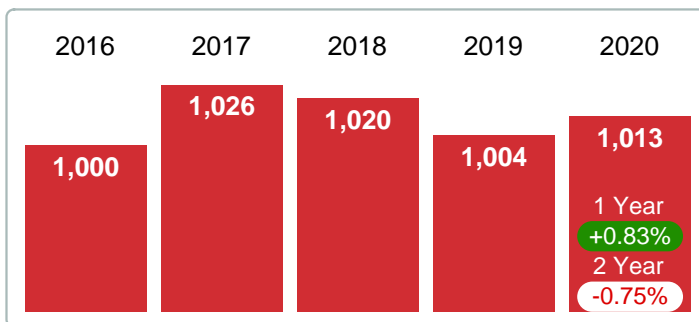
AVERAGE LIST PRICE AT CLOSING

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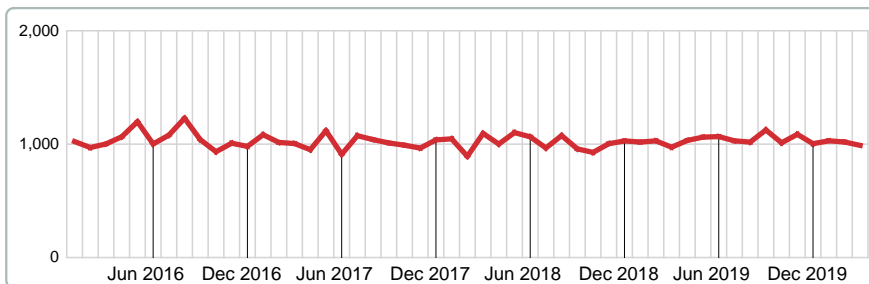
MARCH



YEAR TO DATE (YTD)

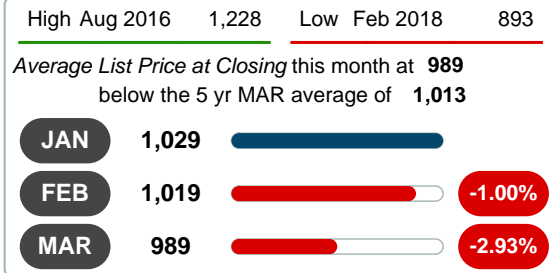


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,013



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	62	100.00%	989	957	1,018	865	0
Average List Price			989	957	1,018	865	0
Total Closed Units		100%	989	27	34	1	
Total Closed Volume			61,330	25.84K	34.63K	865	0.00B

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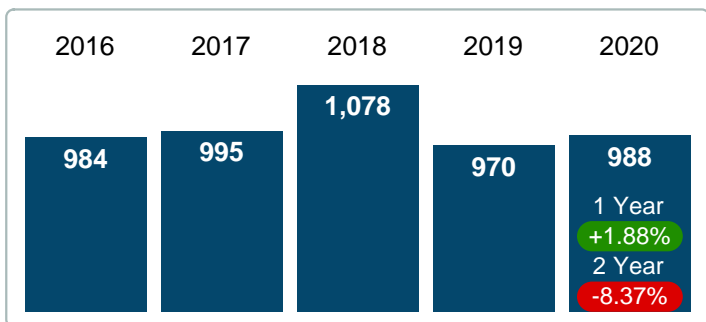
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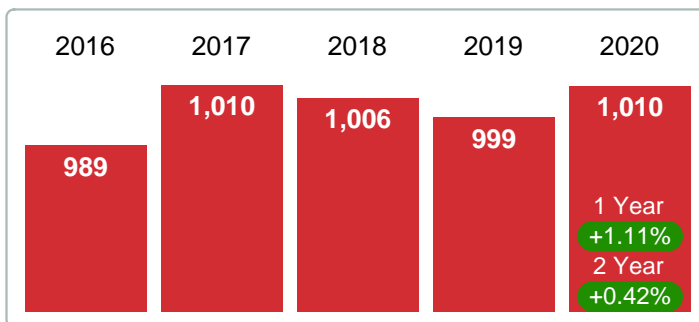
AVERAGE SOLD PRICE AT CLOSING

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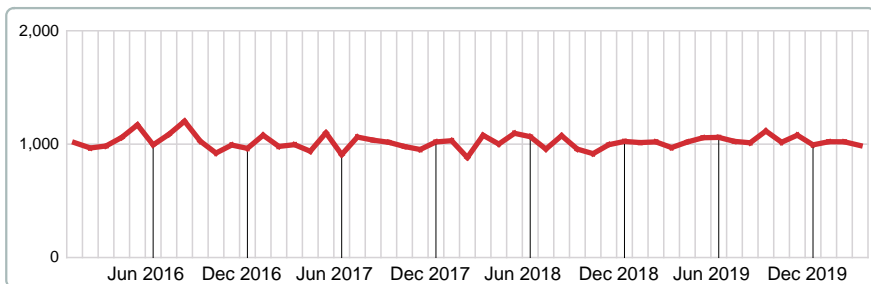
MARCH



YEAR TO DATE (YTD)

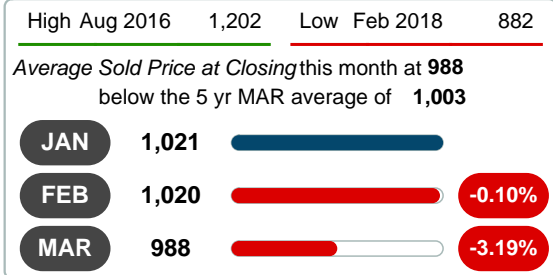


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,003



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	62	100.00%	988	955	1,017	865	0
Average Sold Price			988	955	1,017	865	0
Total Closed Units		100%	988	27	34	1	
Total Closed Volume			61,245	25.80K	34.59K	865	0.00B

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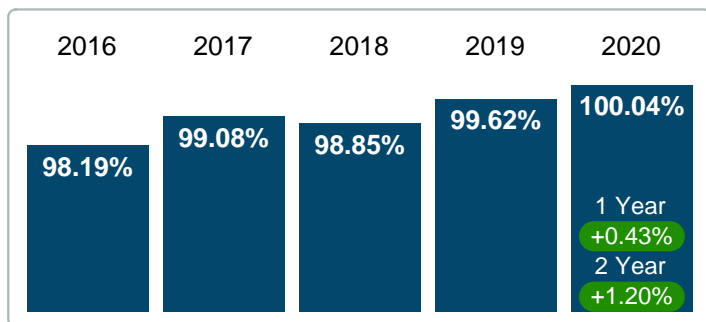
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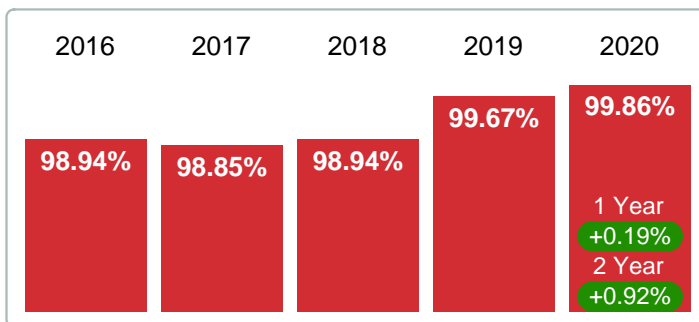
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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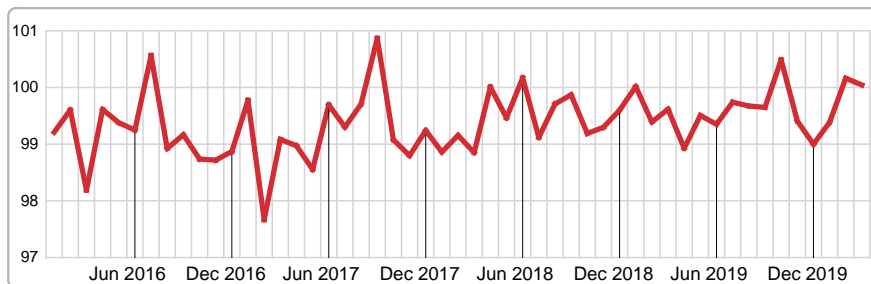
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

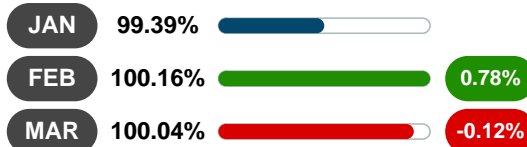


3 MONTHS

5 year MAR AVG = 99.16%

High Sep 2017 100.87% Low Feb 2017 97.67%

Average Sold/List Ratio this month at **100.04%** above the 5 yr MAR average of **99.16%**



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	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	<div style="width: 100%;"></div> 62	100.00%	100.04%	100.19%	99.93%	100.00%	0.00%
Average Sold/List Ratio		100.00%		100.19%	99.93%	100.00%	0.00%
Total Closed Units		62	100%	27	34	1	
Total Closed Volume		61,245		25.80K	34.59K	865	0.00B

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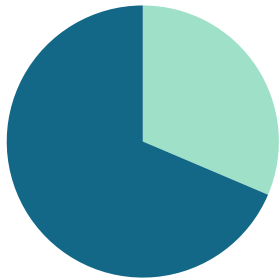
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MARKET SUMMARY

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

INVENTORY

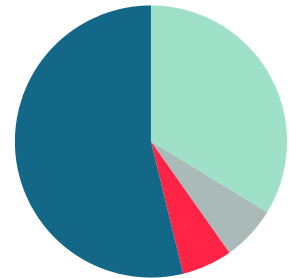


Inventory
 New Listings
54 = 31.40%
 Start Inventory
118
 Total Inventory Units
172
 Volume
\$178,890

Market Activity

Closed Sales
62 = 33.70%
 Pending Sales
12 = 6.52%
 Other Off Market
11 = 5.98%
 Active Inventory
99 = 53.80%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	73	62	-15.07%	192	190	-1.04%
Pending Sales	17	12	-29.41%	44	59	34.09%
New Listings	71	54	-23.94%	238	202	-15.13%
Average List Price	973	989	1.65%	1,004	1,013	0.83%
Average Sale Price	970	988	1.88%	999	1,010	1.11%
Average Percent of Selling Price to List Price	99.62%	100.04%	0.43%	99.67%	99.86%	0.19%
Average Days on Market to Sale	39.01	38.87	-0.37%	45.44	43.65	-3.93%
Monthly Inventory	136	99	-27.21%	136	99	-27.21%
Months Supply of Inventory	2.18	1.59	-27.11%	2.18	1.59	-27.11%

Absorption: Last 12 months, an Average of **62** Sales/Month

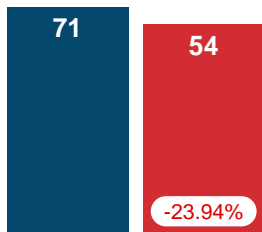
Inventory on March 31, 2020 = **99**

2019 **2020**

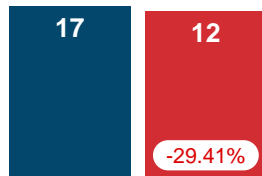
MARCH MARKET

AVERAGE PRICES

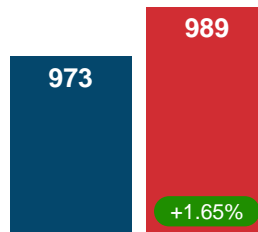
New Listings



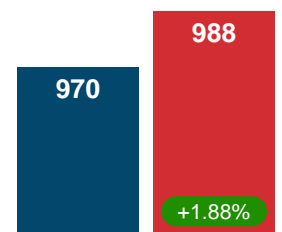
Pending Listings



List Price



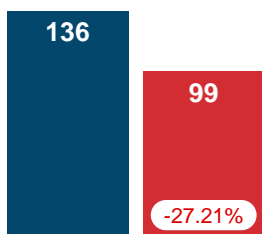
Sale Price



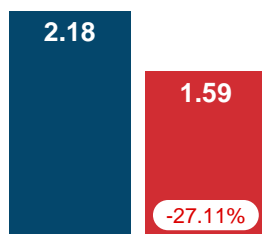
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

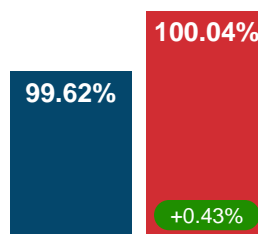
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

