

## March 2020



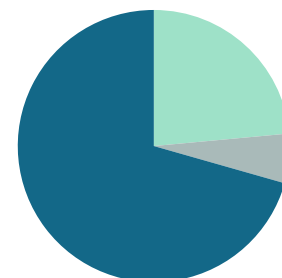
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	18	8	-55.56%
Pending Listings	9	2	-77.78%
New Listings	21	13	-38.10%
Average List Price	1,274	1,183	-7.21%
Average Sale Price	1,276	1,183	-7.30%
Average Percent of Selling Price to List Price	100.14%	100.00%	-0.14%
Average Days on Market to Sale	29.11	32.88	12.93%
End of Month Inventory	25	24	-4.00%
Months Supply of Inventory	1.71	1.60	-6.67%



■ Closed (23.53%)  
■ Pending (5.88%)  
■ Other OffMarket (0.00%)  
■ Active (70.59%)

**Absorption:** Last 12 months, an Average of **15** Sales/Month  
**Active Inventory** as of March 31, 2020 = **24**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **4.00%** to 24 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 **1.60** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.30%** in March 2020 to \$1,183 versus the previous year at \$1,276.

##### Average Days on Market Lengthens

The average number of **32.88** days that homes spent on the market before selling increased by 3.76 days or **12.93%** in March 2020 compared to last year's same month at **29.11** DOM.

##### Sales Success for March 2020 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 13 New Listings in March 2020, down **38.10%** from last year at 21. Furthermore, there were 8 Closed Listings this month versus last year at 18, a **-55.56%** decrease.

Closed versus Listed trends yielded a **61.5%** ratio, down from previous year's, March 2019, at **85.7%**, a **28.21%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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

# March 2020



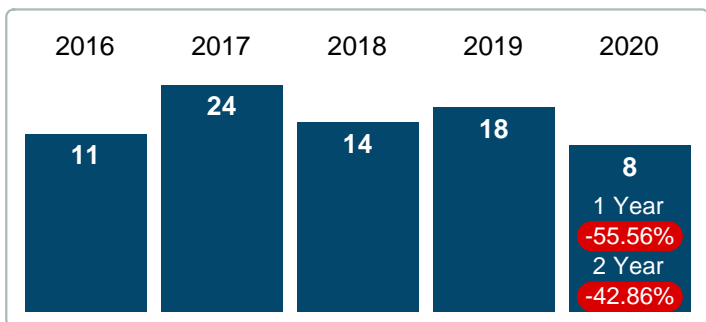
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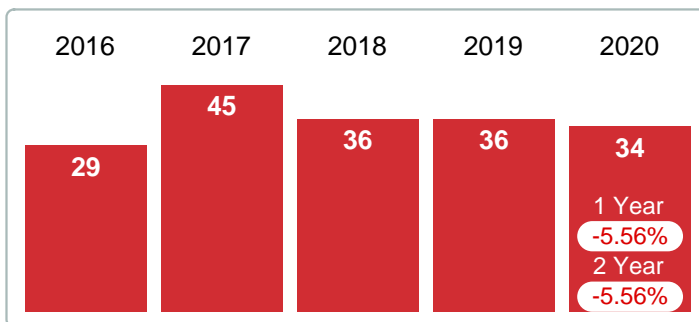
## CLOSED LISTINGS

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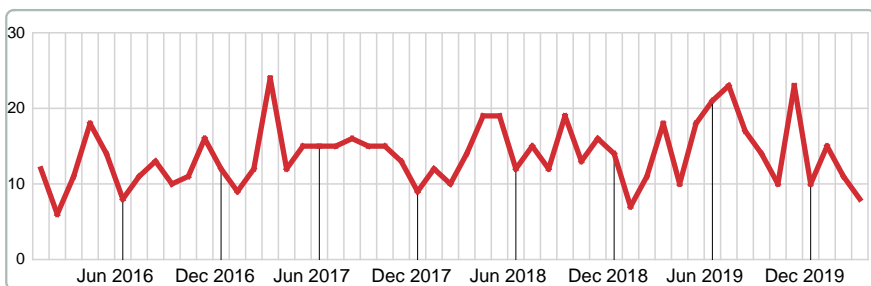
### MARCH



### YEAR TO DATE (YTD)

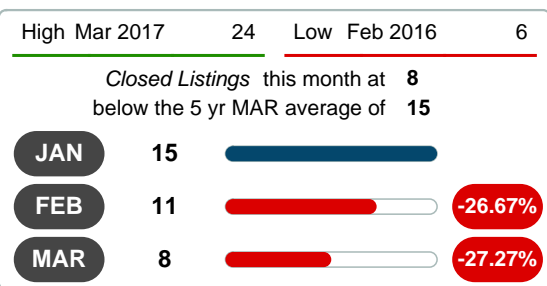


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 15



### 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	8	100.00%	32.9	0	7	1	0
<b>Total Closed Units</b>	<b>8</b>			<b>0</b>	<b>7</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>9,460</b>	<b>100%</b>	<b>32.9</b>	<b>0.00B</b>	<b>8,065</b>	<b>1,395</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,183</b>			<b>\$0</b>	<b>\$1,152</b>	<b>\$1,395</b>	<b>\$0</b>

# March 2020



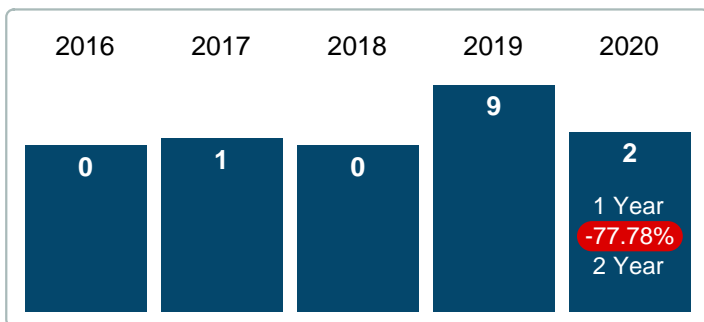
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



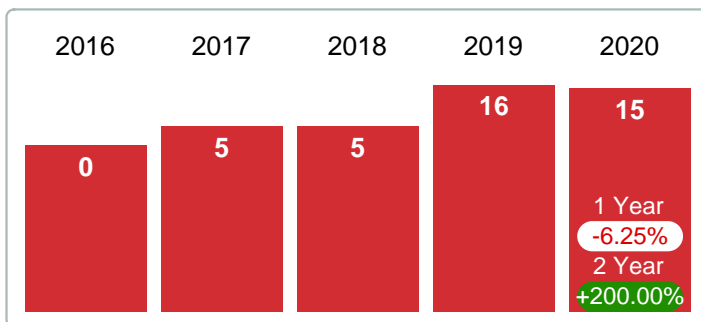
## PENDING LISTINGS

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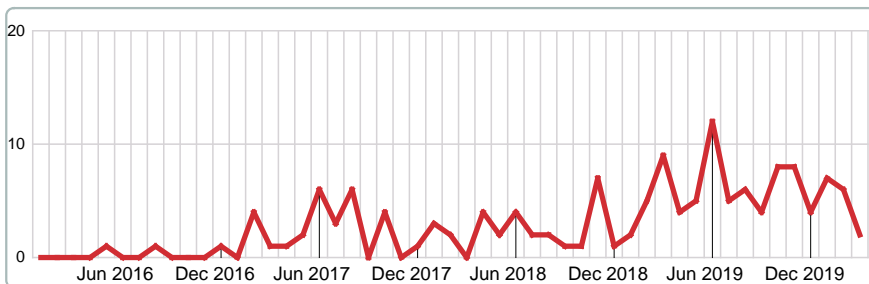
### MARCH



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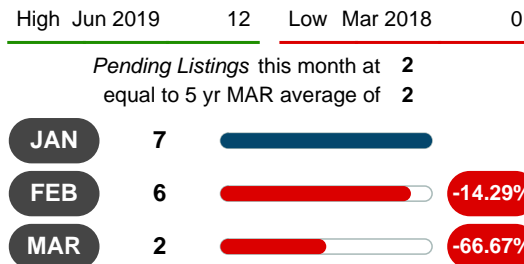


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR 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	2	100.00%	94.5	0	2	0	0
<b>Total Pending Units</b>	<b>2</b>			<b>0</b>	<b>2</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>2,500</b>	<b>100%</b>	<b>94.5</b>	<b>0.00B</b>	<b>2,500</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,250</b>			<b>\$0</b>	<b>\$1,250</b>	<b>\$0</b>	<b>\$0</b>

# March 2020



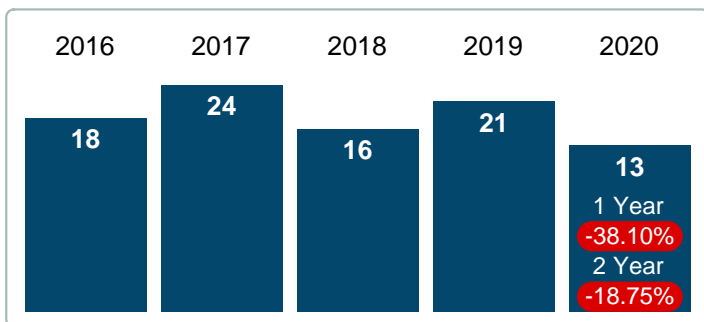
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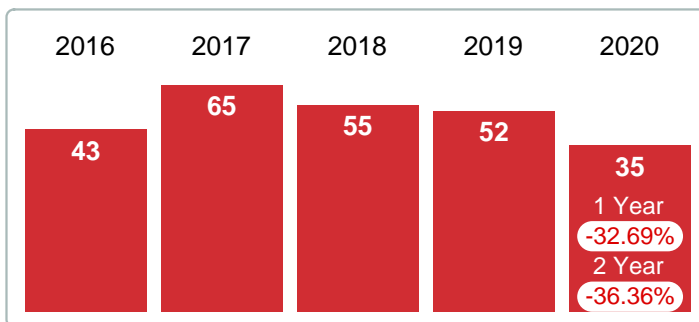
## NEW LISTINGS

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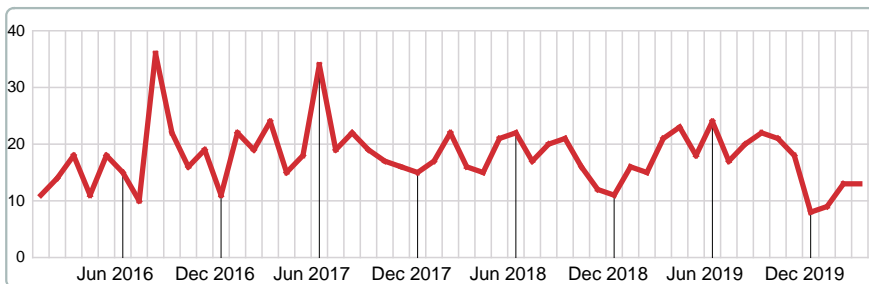
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 18

High Aug 2016 36 Low Dec 2019 8

New Listings this month at 13  
below the 5 yr MAR average of 18

- JAN 9
- FEB 13 (44.44%)
- MAR 13 (0.00%)

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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	13	100.00%	0	12	1	0
<b>Total New Listed Units</b>	<b>13</b>		<b>0</b>	<b>12</b>	<b>1</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>16,445</b>	<b>100%</b>	<b>0.00B</b>	<b>14.60K</b>	<b>1,850</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,265</b>		<b>\$0</b>	<b>\$1,216</b>	<b>\$1,850</b>	<b>\$0</b>

# March 2020



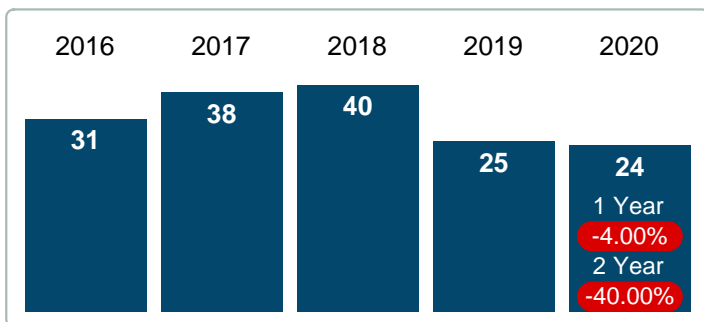
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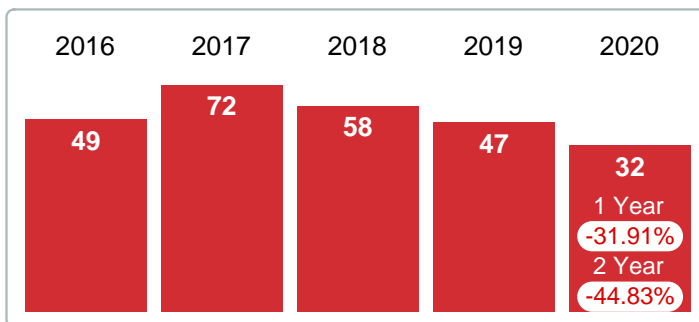
## ACTIVE INVENTORY

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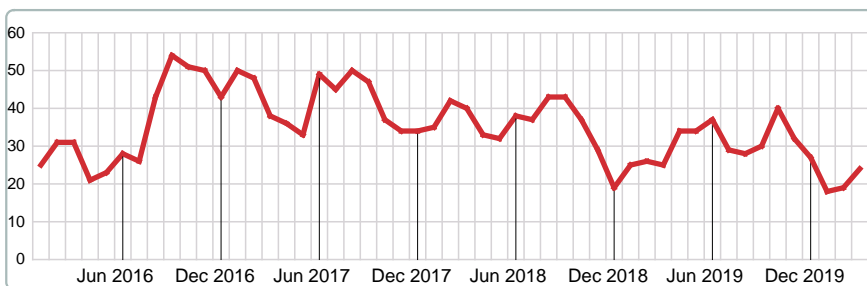
### END OF MARCH



### ACTIVE DURING MARCH

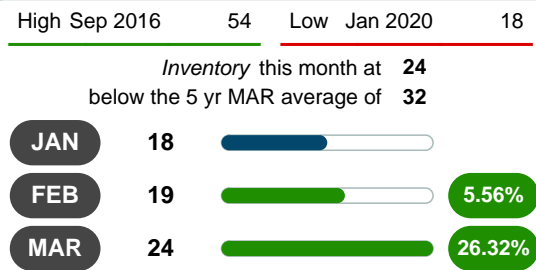


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 32



## 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	24	100.00%	42.7	2	20	2	0
Total Active Inventory by Units			24	2	20	2	0
Total Active Inventory by Volume			30,760	2,395	24,89K	3,475	0.00B
Average Active Inventory Listing Price			\$1,282	\$1,198	\$1,245	\$1,738	\$0

# March 2020



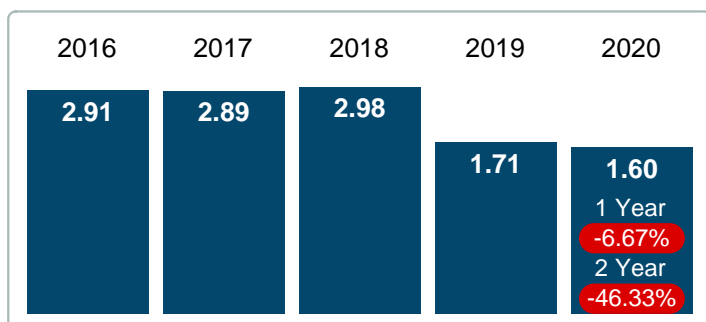
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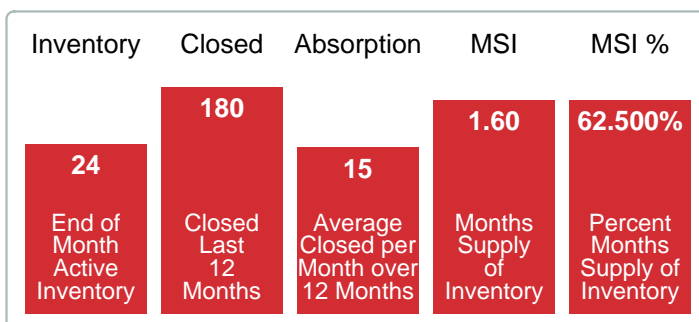
## MONTHS SUPPLY of INVENTORY (MSI)

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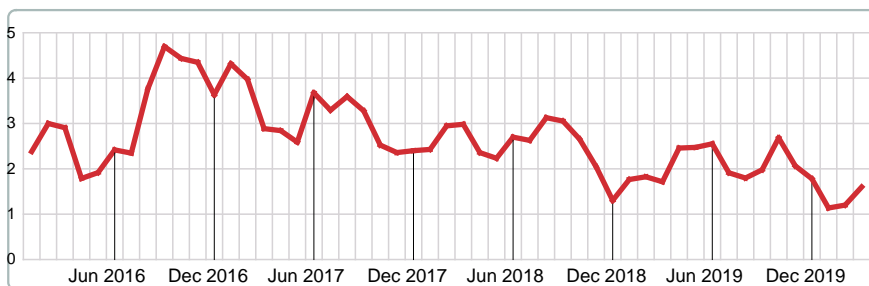
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020



### 5 YEAR MARKET ACTIVITY TRENDS

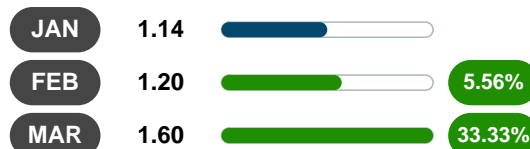


### 3 MONTHS

5 year MAR AVG = 2.42

High Sep 2016 4.70 Low Jan 2020 1.14

Months Supply this month at 1.60  
below the 5 yr MAR average of 2.42



### 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	24	100.00%	1.60	2.40	2.09	0.47	0.00
Market Supply of Inventory (MSI)			1.60	2.40	2.09	0.47	0.00
		100%	1.60				
Total Active Inventory by Units			24	2	20	2	0

# March 2020



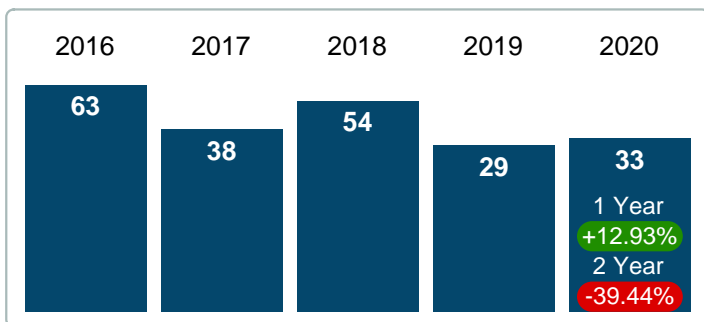
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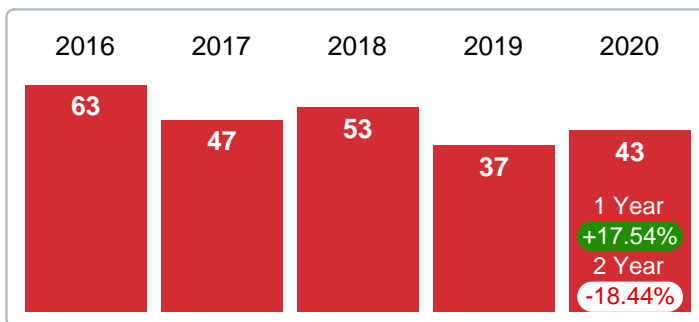
## AVERAGE DAYS ON MARKET TO SALE

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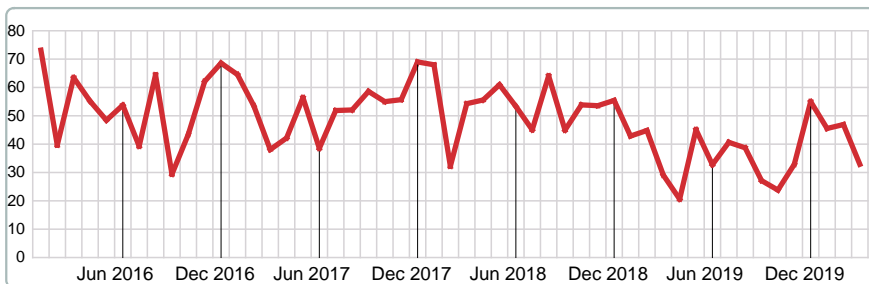
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

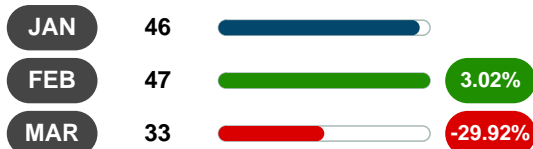


### 3 MONTHS

5 year MAR AVG = 44

High Jan 2016 73 Low Apr 2019 21

Average Days on Market to Sale this month at 33 below the 5 yr MAR average of 44



### 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	8	100.00%	33	0	37	5	0
Average Closed DOM			33	0	37	5	0
Total Closed Units		100%	33		7	1	
Total Closed Volume			9,460	0.00B	8,065	1,395	0.00B

# March 2020



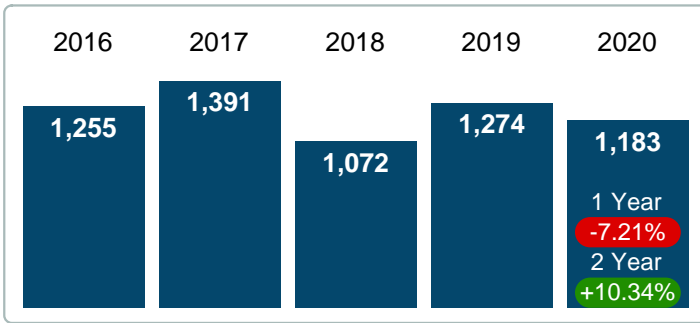
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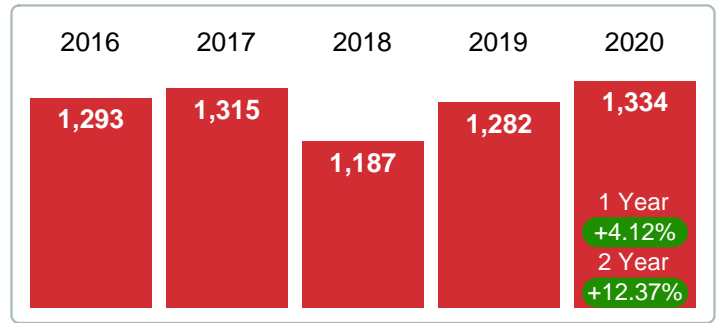
## AVERAGE LIST PRICE AT CLOSING

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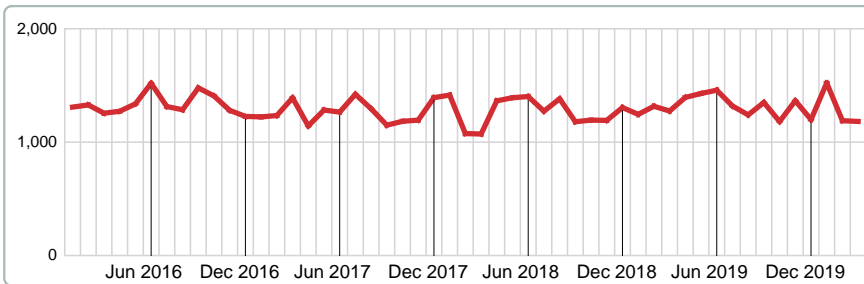
### MARCH



### YEAR TO DATE (YTD)

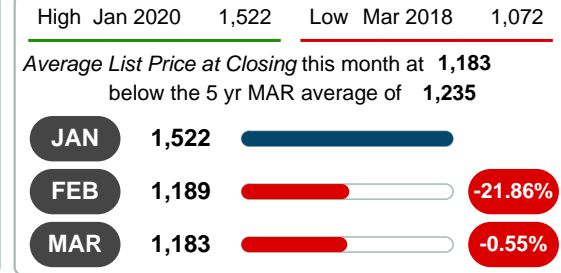


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,235



### 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	8	100.00%	1,183	0	1,152	1,395	0
Average List Price			1,183	0	1,152	1,395	0
Total Closed Units		100%	1,183		7	1	
Total Closed Volume			9,460	0.00B	8,065	1,395	0.00B



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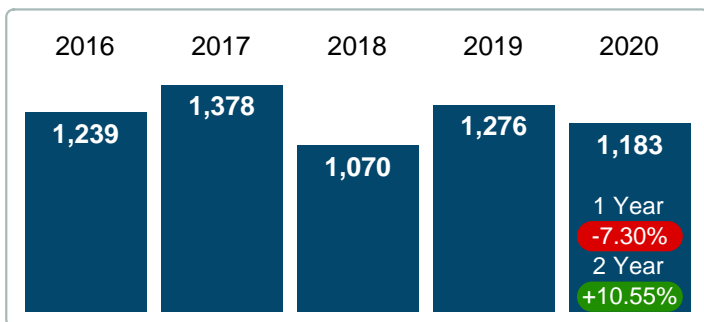
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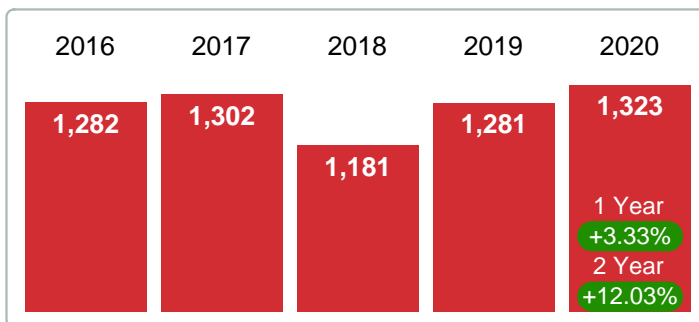
## AVERAGE SOLD PRICE AT CLOSING

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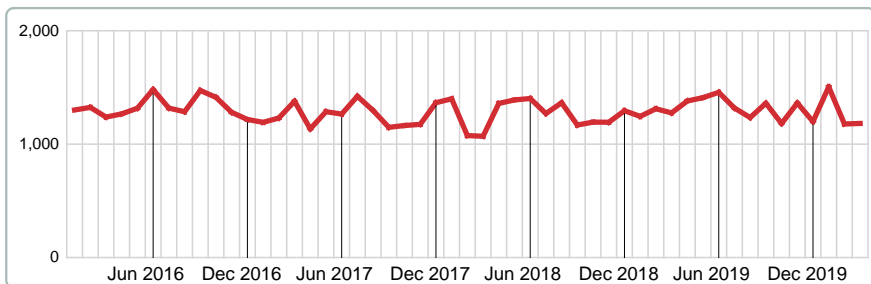
### MARCH



### YEAR TO DATE (YTD)

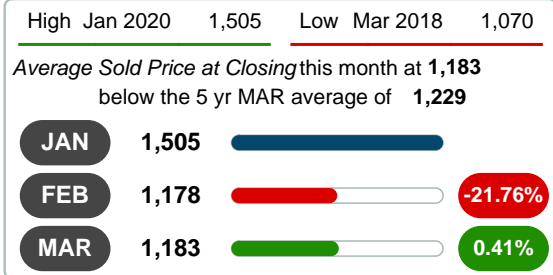


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,229



### 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	8	100.00%	1,183	0	1,152	1,395	0
Average Sold Price			1,183	0	1,152	1,395	0
Total Closed Units		100%	1,183		7	1	
Total Closed Volume			9,460	0.00B	8,065	1,395	0.00B

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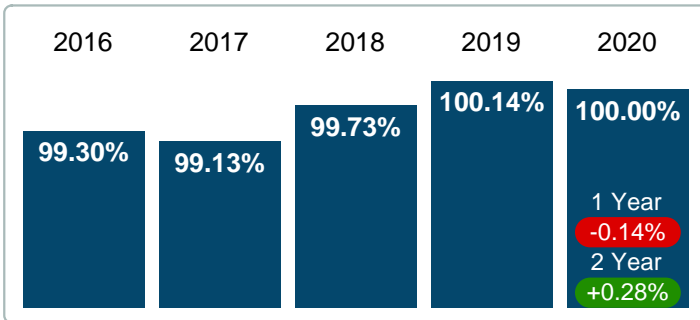
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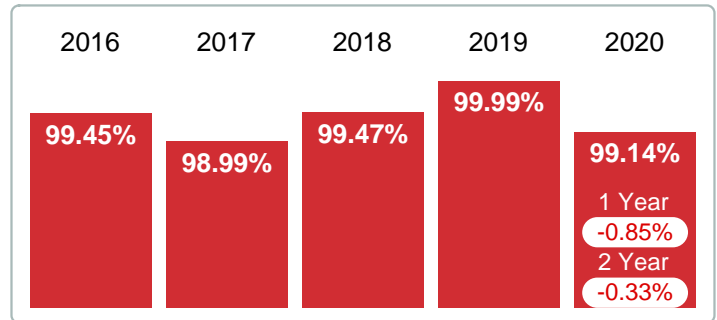
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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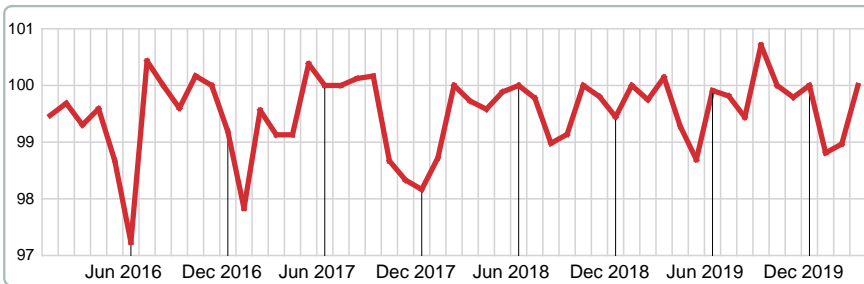
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

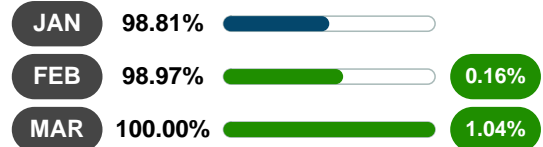


### 3 MONTHS

5 year MAR AVG = 99.66%

High Sep 2019 100.71% Low Jun 2016 97.23%

Average Sold/List Ratio this month at **100.00%** equal to 5 yr MAR average of **99.66%**



## 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	8	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		100.00%		0.00%	100.00%	100.00%	0.00%
Total Closed Units		8	100%		7	1	
Total Closed Volume		9,460		0.00B	8,065	1,395	0.00B

# March 2020



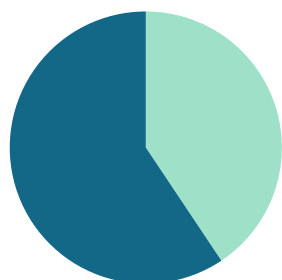
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

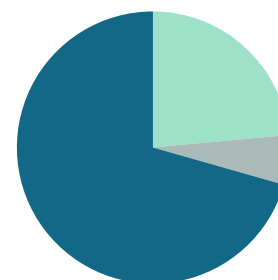


**Inventory**  
 New Listings  
**13 = 40.63%**  
 Start Inventory  
**19**  
 Total Inventory Units  
**32**  
 Volume  
**\$40,220**

### Market Activity

Closed Sales  
**8 = 23.53%**  
 Pending Sales  
**2 = 5.88%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**24 = 70.59%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	18	8	-55.56%	36	34	-5.56%
Pending Sales	9	2	-77.78%	16	15	-6.25%
New Listings	21	13	-38.10%	52	35	-32.69%
Average List Price	1,274	1,183	-7.21%	1,282	1,334	4.12%
Average Sale Price	1,276	1,183	-7.30%	1,281	1,323	3.33%
Average Percent of Selling Price to List Price	100.14%	100.00%	-0.14%	99.99%	99.14%	-0.85%
Average Days on Market to Sale	29.11	32.88	12.93%	36.58	43.00	17.54%
Monthly Inventory	25	24	-4.00%	25	24	-4.00%
Months Supply of Inventory	1.71	1.60	-6.67%	1.71	1.60	-6.67%

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

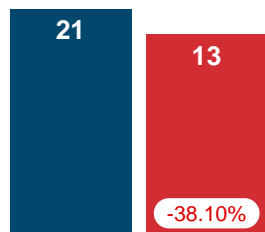
**Inventory** on March 31, 2020 = 24

**2019** **2020**

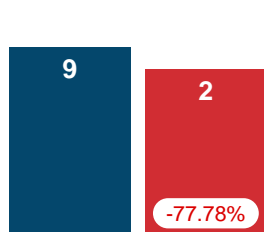
### MARCH MARKET

### AVERAGE PRICES

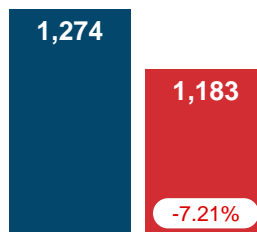
#### New Listings



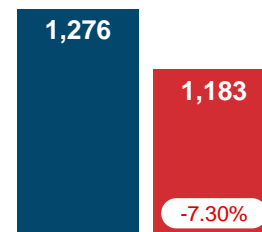
#### Pending Listings



#### List Price



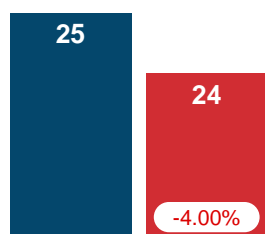
#### Sale Price



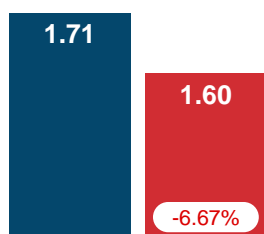
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

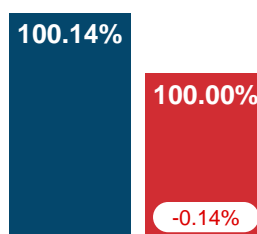
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

