

March 2020



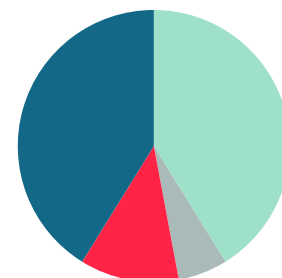
Area Delimited by School District Bixby - Sch Dist (4) - Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	5	7	40.00%
Pending Listings	4	1	-75.00%
New Listings	8	5	-37.50%
Average List Price	1,575	1,419	-9.89%
Average Sale Price	1,566	1,471	-6.08%
Average Percent of Selling Price to List Price	99.50%	102.41%	2.93%
Average Days on Market to Sale	39.60	36.57	-7.65%
End of Month Inventory	23	7	-69.57%
Months Supply of Inventory	2.58	0.69	-73.09%



■ Closed (41.18%)
■ Pending (5.88%)
■ Other OffMarket (11.76%)
■ Active (41.18%)

Absorption: Last 12 months, an Average of **10 Sales/Month Active Inventory** as of March 31, 2020 = **7**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **69.57%** to 7 existing homes available for sale. Over the last 12 months this area has had an average of 10 closed sales per month. This represents an unsold inventory index of **0.69** 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 **6.08%** in March 2020 to \$1,471 versus the previous year at \$1,566.

Average Days on Market Shortens

The average number of **36.57** days that homes spent on the market before selling decreased by 3.03 days or **7.65%** in March 2020 compared to last year's same month at **39.60** DOM.

Sales Success for March 2020 is Positive

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

There were 5 New Listings in March 2020, down **37.50%** from last year at 8. Furthermore, there were 7 Closed Listings this month versus last year at 5, a **40.00%** increase.

Closed versus Listed trends yielded a **140.0%** ratio, up from previous year's, March 2019, at **62.5%**, a **124.00%** 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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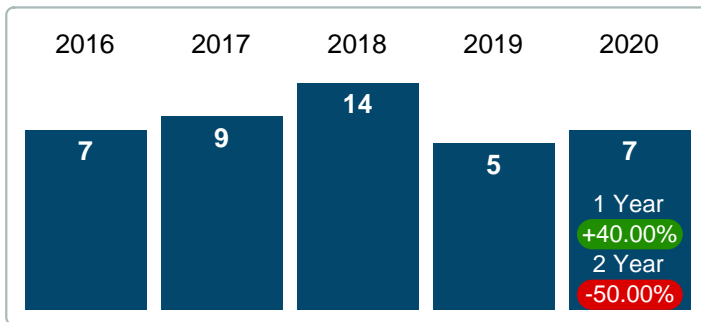
Area Delimited by School District Bixby - Sch Dist (4) - Leasing Property Type



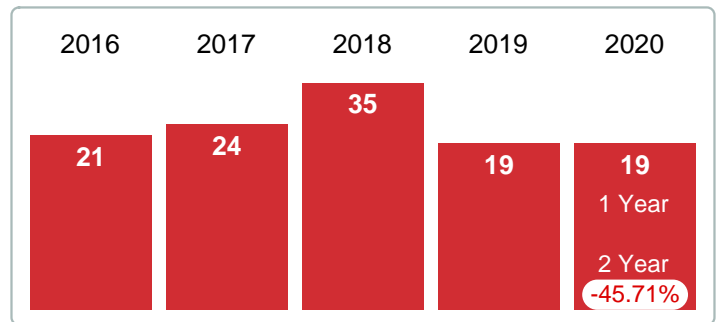
CLOSED LISTINGS

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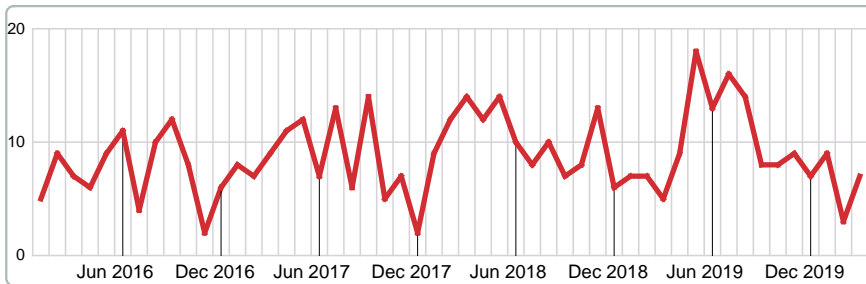
MARCH



YEAR TO DATE (YTD)

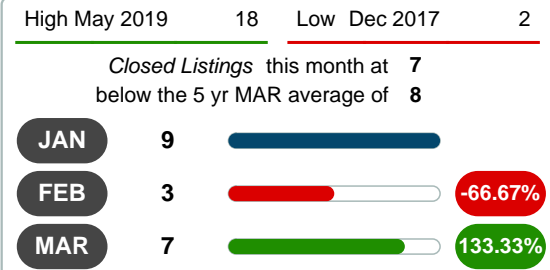


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 8



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	7	100.00%	36.6	1	6	0	0
Total Closed Units	7			1	6	0	0
Total Closed Volume	10,295	100%	36.6	710	9,585	0.00B	0.00B
Average Closed Price	\$1,471			\$710	\$1,598	\$0	\$0

March 2020



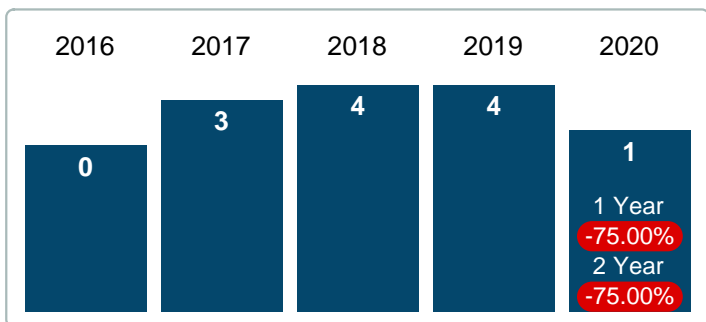
Area Delimited by School District Bixby - Sch Dist (4) - Leasing Property Type



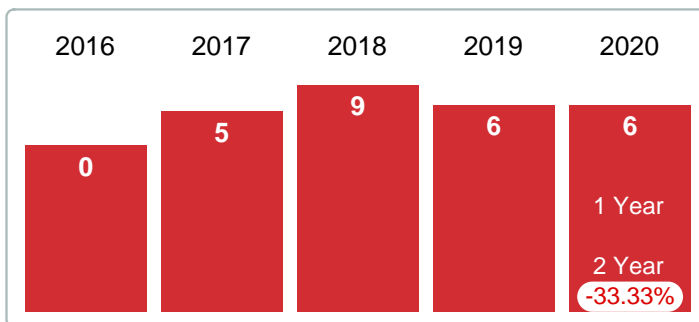
PENDING LISTINGS

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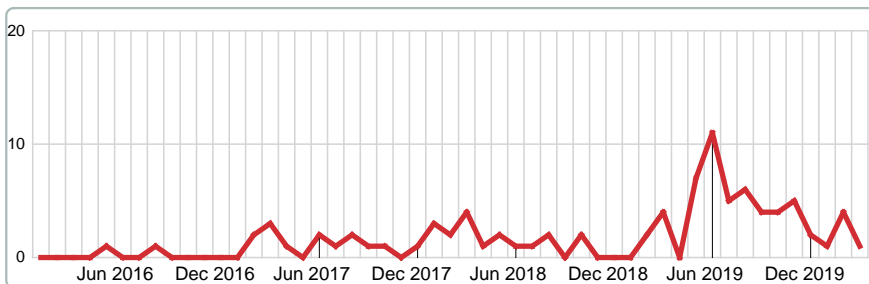
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2

High Jun 2019 11 Low Apr 2019 0

Pending Listings this month at 1 below the 5 yr MAR average of 2

Month	Pending Listings	% Change
JAN	1	
FEB	4	300.00%
MAR	1	-75.00%

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	1	100.00%	22.0	0	1	0	0
Total Pending Units	1			0	1	0	0
Total Pending Volume	2,550	100%	22.0	0.00B	2,550	0.00B	0.00B
Average Listing Price	\$2,550			\$0	\$2,550	\$0	\$0

March 2020



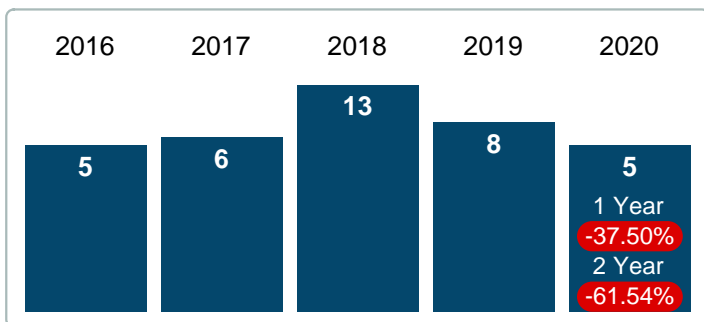
Area Delimited by School District Bixby - Sch Dist (4) - Leasing Property Type



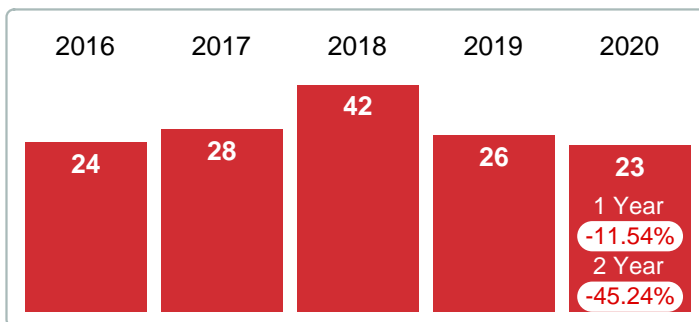
NEW LISTINGS

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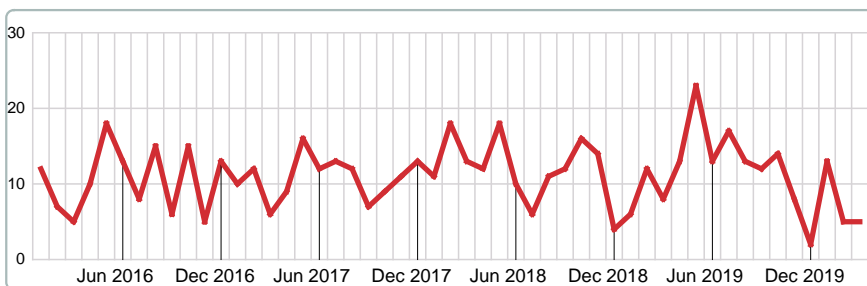
MARCH



YEAR TO DATE (YTD)

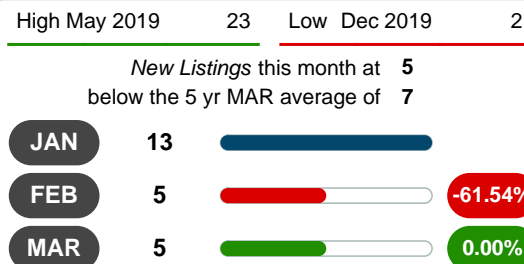


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 7



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	5	100.00%	0	5	0	0
Total New Listed Units	5		0	5	0	0
Total New Listed Volume	8,285	100%	0.00B	8,285	0.00B	0.00B
Average New Listed Listing Price	\$1,710		\$0	\$1,657	\$0	\$0

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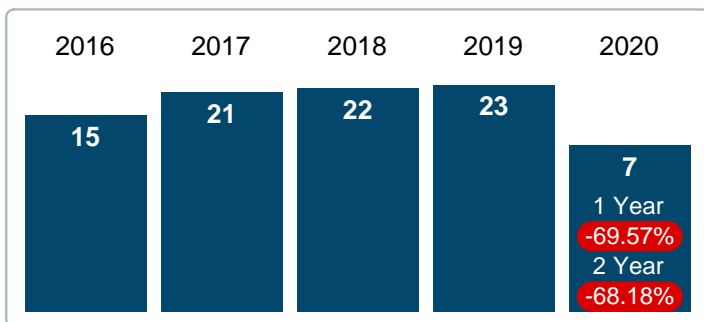
Area Delimited by School District Bixby - Sch Dist (4) - Leasing Property Type



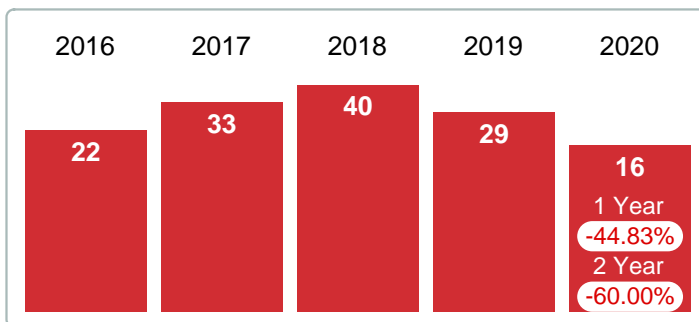
ACTIVE INVENTORY

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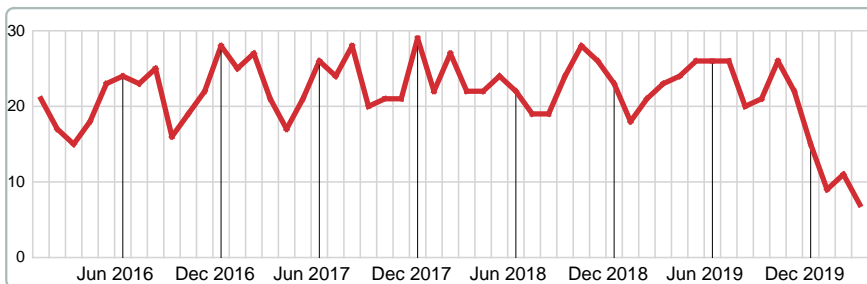
END OF MARCH



ACTIVE DURING MARCH

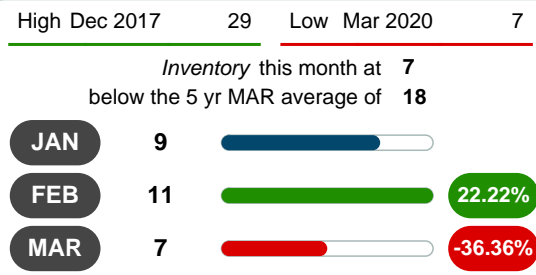


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 18



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	7	100.00%	51.1	1	6	0	0
Total Active Inventory by Units			7	1	6	0	0
Total Active Inventory by Volume			14,755	6,000	8,755	0.00B	0.00B
Average Active Inventory Listing Price			\$2,108	\$6,000	\$1,459	\$0	\$0

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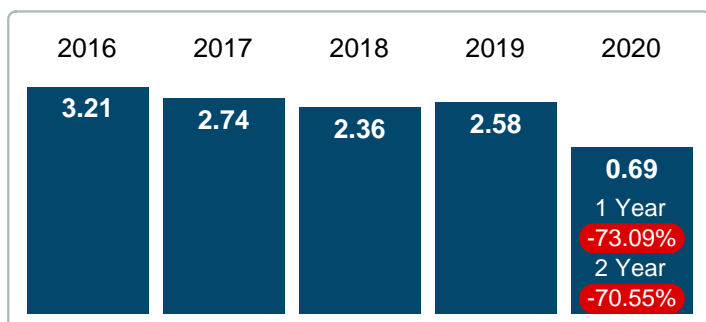
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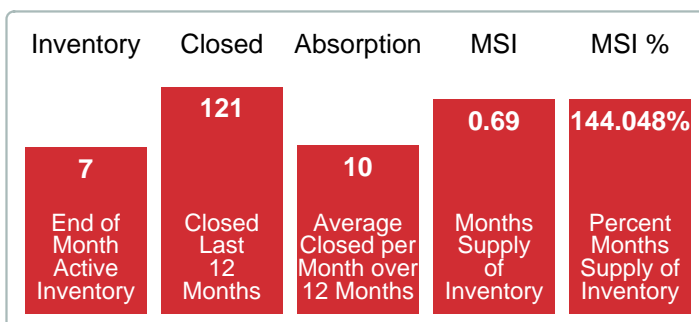
MONTHS SUPPLY of INVENTORY (MSI)

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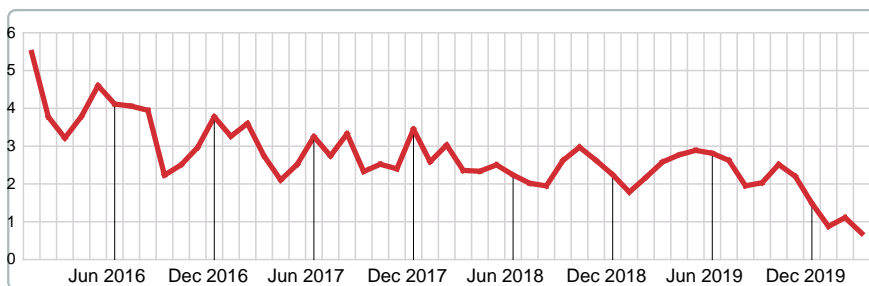
MSI FOR MARCH



INDICATORS FOR MARCH 2020



5 YEAR MARKET ACTIVITY TRENDS

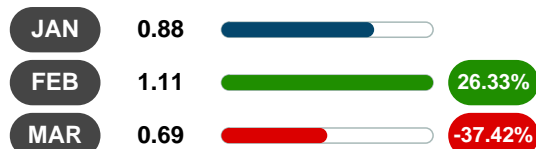


3 MONTHS

5 year MAR AVG = 2.32

High Jan 2016 5.48 Low Mar 2020 0.69

Months Supply this month at **0.69**
below the 5 yr MAR average of **2.32**



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	7	100.00%	0.69	2.40	1.03	0.00	0.00
Market Supply of Inventory (MSI)	0.69			2.40	1.03	0.00	0.00
Total Active Inventory by Units	7	100%	0.69	1	6	0	0

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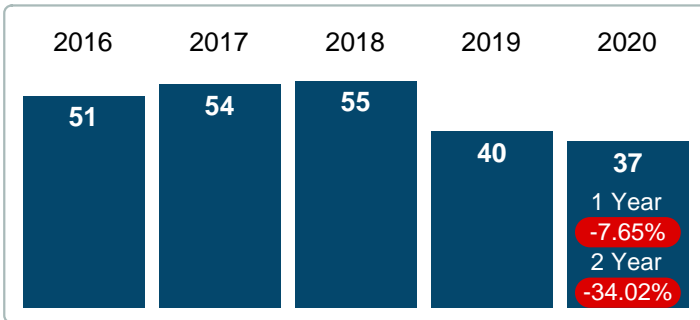
Area Delimited by School District Bixby - Sch Dist (4) - Leasing Property Type



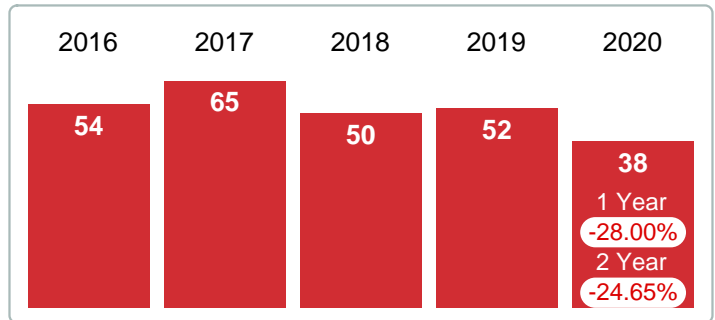
AVERAGE DAYS ON MARKET TO SALE

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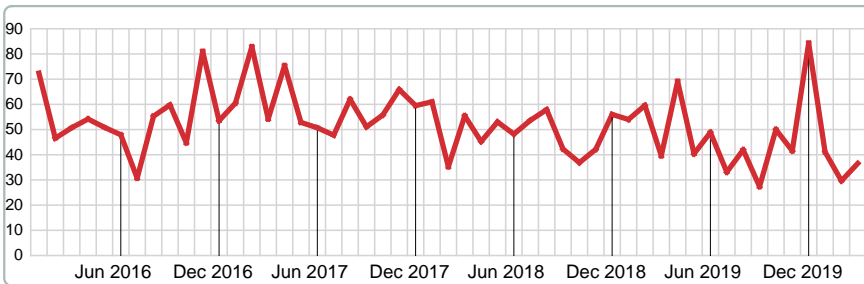
MARCH



YEAR TO DATE (YTD)

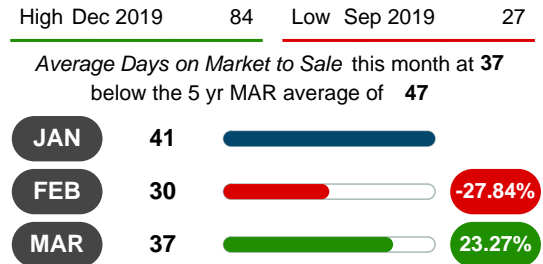


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 47



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	7	100.00%	37	30	38	0	0
Average Closed DOM			37	30	38	0	0
Total Closed Units		100%	37	1	6		
Total Closed Volume			10,295	710	9,585	0.00B	0.00B

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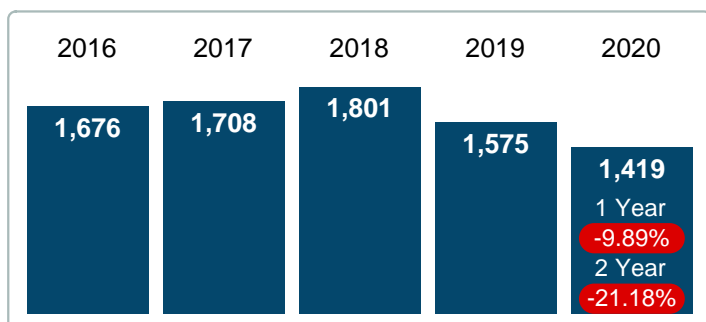
Area Delimited by School District Bixby - Sch Dist (4) - Leasing Property Type



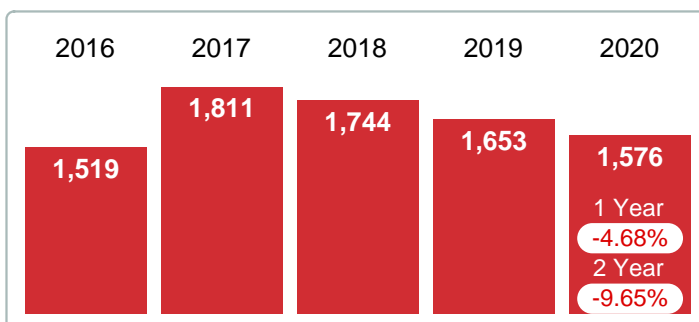
AVERAGE LIST PRICE AT CLOSING

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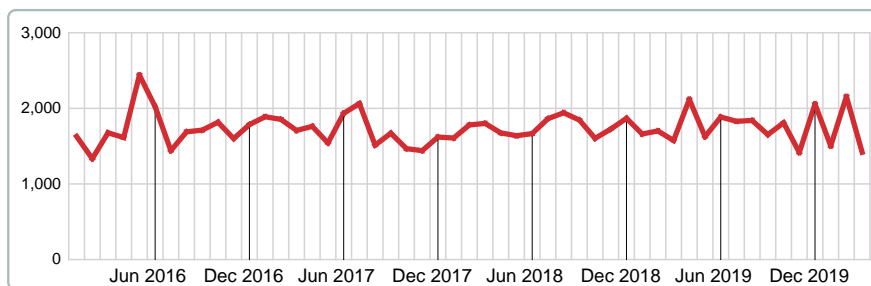
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,636

High May 2016 2,439 Low Feb 2016 1,334

Average List Price at Closing this month at **1,419**
below the 5 yr MAR average of **1,636**

JAN	1,504	<div style="width: 80%;"></div>
FEB	2,155	<div style="width: 130%; background-color: green;"></div> 43.24%
MAR	1,419	<div style="width: 85%; background-color: red;"></div> -34.14%

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	<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> 7	100.00%	1,419	850	1,514	0	0
Average List Price			1,419	850	1,514	0	0
Total Closed Units		100%	1,419	1	6		
Total Closed Volume			9,935	850	9,085	0.00B	0.00B

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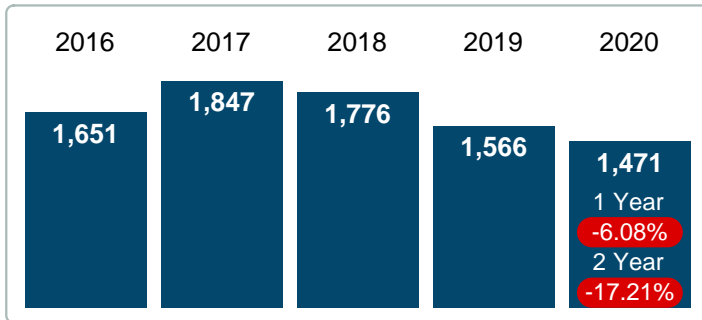
Area Delimited by School District Bixby - Sch Dist (4) - Leasing Property Type



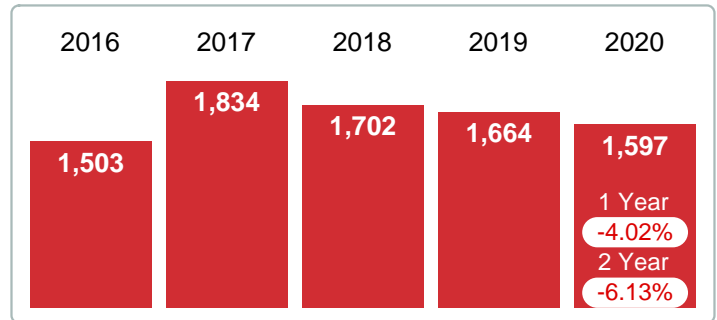
AVERAGE SOLD PRICE AT CLOSING

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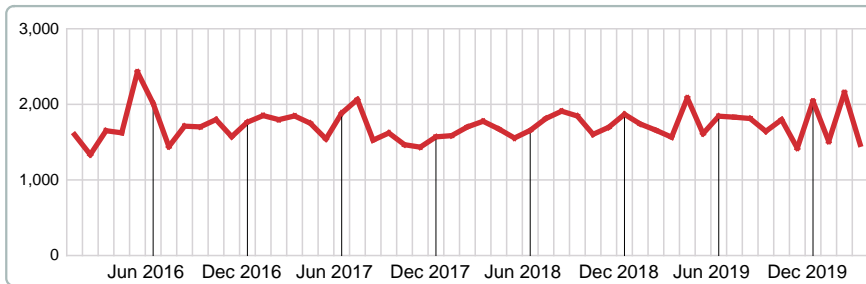
MARCH



YEAR TO DATE (YTD)

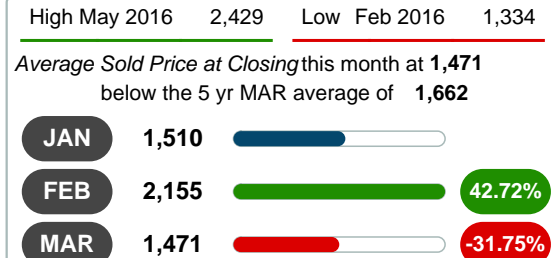


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,662



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	7	100.00%	1,471	710	1,598	0	0
Average Sold Price			1,471	710	1,598	0	0
Total Closed Units		100%	1,471	1	6		
Total Closed Volume			10,295	710	9,585	0.00B	0.00B

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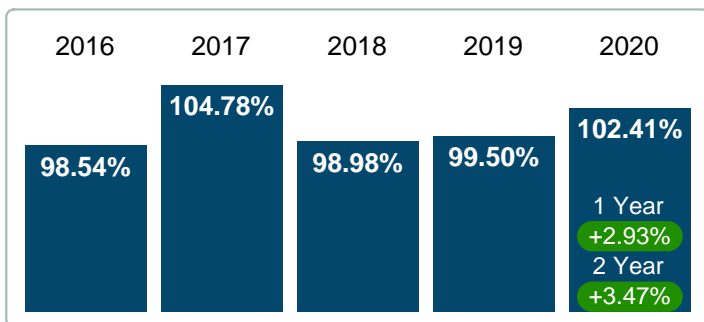
Area Delimited by School District Bixby - Sch Dist (4) - Leasing Property Type



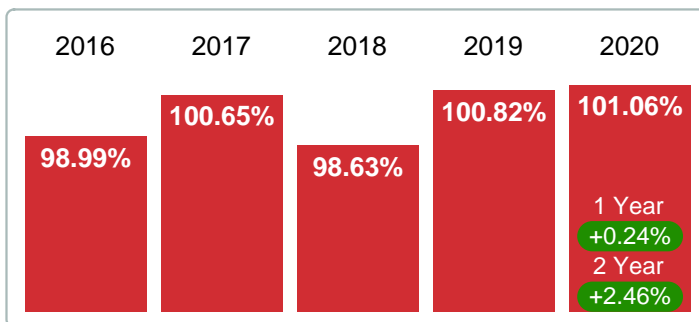
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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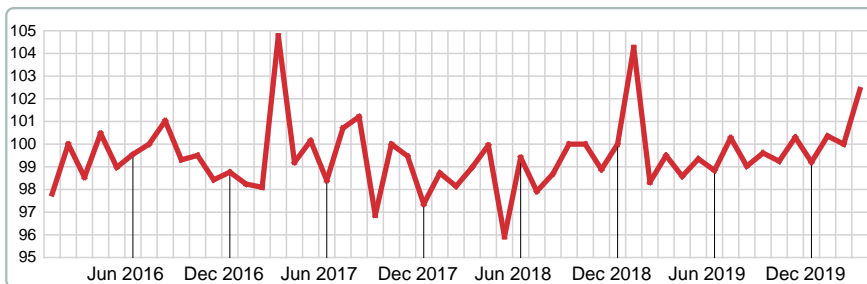
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

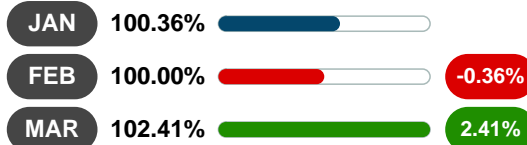


3 MONTHS

5 year MAR AVG = 100.84%

High Mar 2017 104.78% Low May 2018 95.92%

Average Sold/List Ratio this month at **102.41%** above the 5 yr MAR average of **100.84%**



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	7	100.00%	102.41%	83.53%	105.56%	0.00%	0.00%
Average Sold/List Ratio		102.40%		83.53%	105.56%	0.00%	0.00%
Total Closed Units		7	100%	1	6		
Total Closed Volume		10,295		710	9,585	0.00B	0.00B

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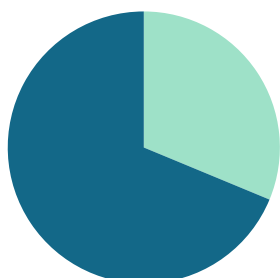
Area Delimited by School District Bixby - Sch Dist (4) - Leasing Property Type



MARKET SUMMARY

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INVENTORY

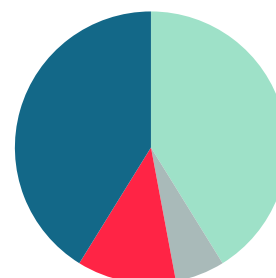


Inventory
 New Listings
5 = 31.25%
 Start Inventory
11
 Total Inventory Units
16
 Volume
\$27,530

Market Activity

Closed Sales
7 = 41.18%
 Pending Sales
1 = 5.88%
 Other Off Market
2 = 11.76%
 Active Inventory
7 = 41.18%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	5	7	40.00%	19	19	0.00%
Pending Sales	4	1	-75.00%	6	6	0.00%
New Listings	8	5	-37.50%	26	23	-11.54%
Average List Price	1,575	1,419	-9.89%	1,653	1,576	-4.68%
Average Sale Price	1,566	1,471	-6.08%	1,664	1,597	-4.02%
Average Percent of Selling Price to List Price	99.50%	102.41%	2.93%	100.82%	101.06%	0.24%
Average Days on Market to Sale	39.60	36.57	-7.65%	52.26	37.63	-28.00%
Monthly Inventory	23	7	-69.57%	23	7	-69.57%
Months Supply of Inventory	2.58	0.69	-73.09%	2.58	0.69	-73.09%

Absorption: Last 12 months, an Average of **10** Sales/Month

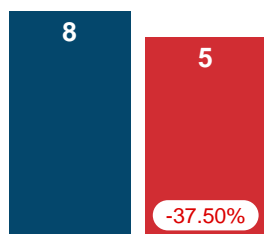
Inventory on March 31, 2020 = **7**

2019 **2020**

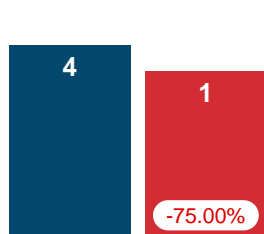
MARCH MARKET

AVERAGE PRICES

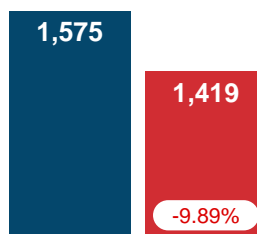
New Listings



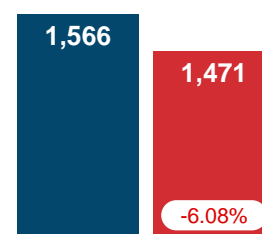
Pending Listings



List Price



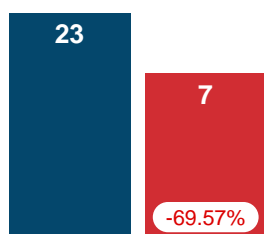
Sale Price



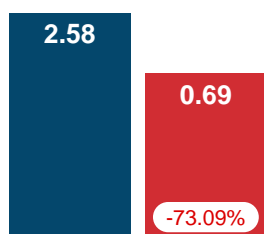
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

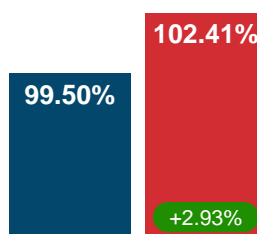
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

