



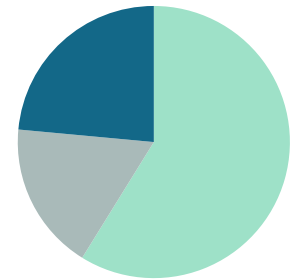
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	9	10	11.11%
Pending Listings	5	3	-40.00%
New Listings	8	5	-37.50%
Average List Price	1,417	2,050	44.71%
Average Sale Price	1,421	2,065	45.37%
Average Percent of Selling Price to List Price	100.30%	100.63%	0.32%
Average Days on Market to Sale	41.56	18.20	-56.20%
End of Month Inventory	22	4	-81.82%
Months Supply of Inventory	2.20	0.47	-78.82%



■ Closed (58.82%)  
■ Pending (17.65%)  
■ Other OffMarket (0.00%)  
■ Active (23.53%)

**Absorption:** Last 12 months, an Average of **9** Sales/Month  
**Active Inventory** as of November 30, 2020 = **4**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2020 decreased **81.82%** to 4 existing homes available for sale. Over the last 12 months this area has had an average of 9 closed sales per month. This represents an unsold inventory index of **0.47** 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 **45.37%** in November 2020 to \$2,065 versus the previous year at \$1,421.

#### Average Days on Market Shortens

The average number of **18.20** days that homes spent on the market before selling decreased by 23.36 days or **56.20%** in November 2020 compared to last year's same month at **41.56** DOM.

#### Sales Success for November 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 5 New Listings in November 2020, down **37.50%** from last year at 8. Furthermore, there were 10 Closed Listings this month versus last year at 9, a **11.11%** increase.

Closed versus Listed trends yielded a **200.0%** ratio, up from previous year's, November 2019, at **112.5%**, a **77.78%** upswing. 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

# November 2020



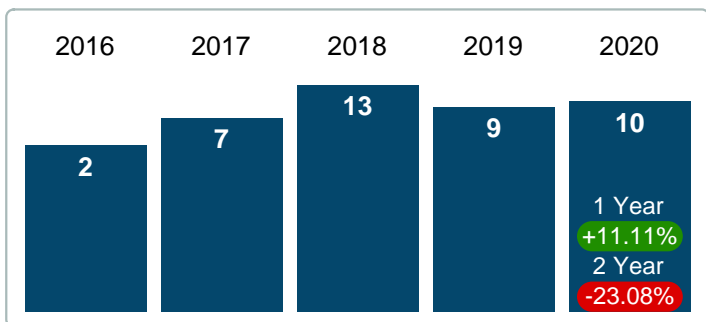
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



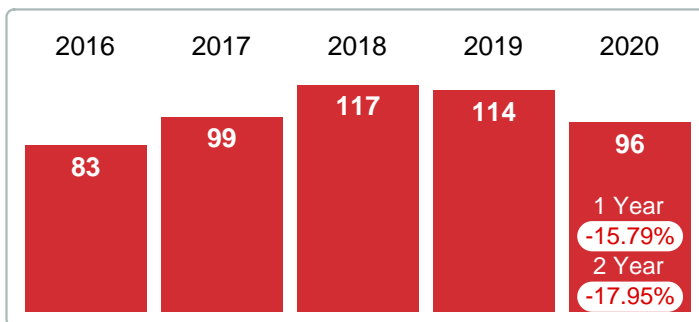
## CLOSED LISTINGS

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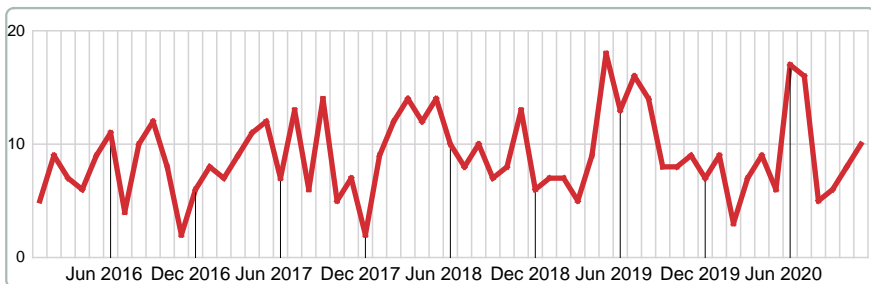
### NOVEMBER



### YEAR TO DATE (YTD)

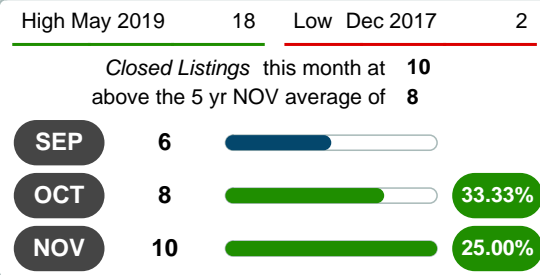


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV 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	10	100.00%	18.2	0	6	4	0
<b>Total Closed Units</b>	<b>10</b>			<b>0</b>	<b>6</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>20,650</b>	<b>100%</b>	<b>18.2</b>	<b>0.00B</b>	<b>10.87K</b>	<b>9,785</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$2,065</b>			<b>\$0</b>	<b>\$1,811</b>	<b>\$2,446</b>	<b>\$0</b>

# November 2020



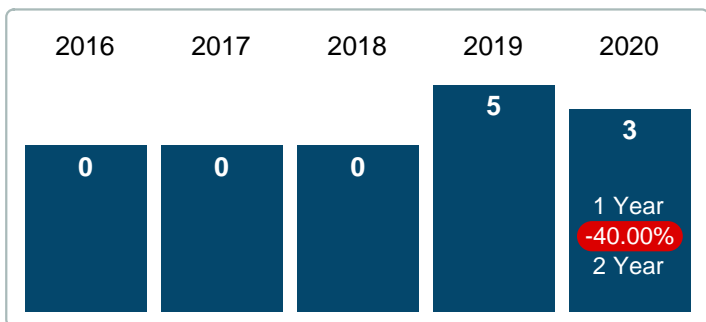
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



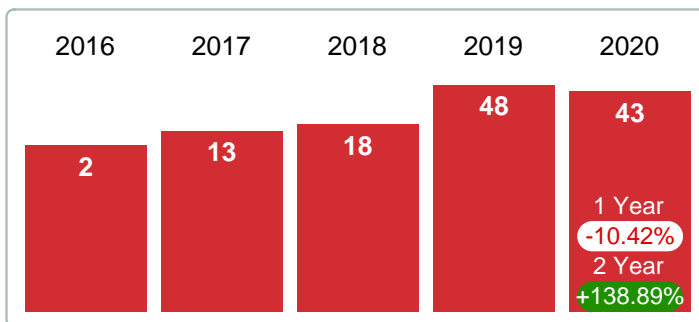
## PENDING LISTINGS

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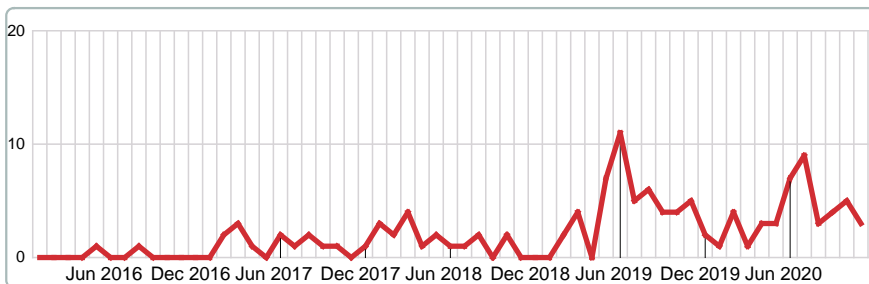
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

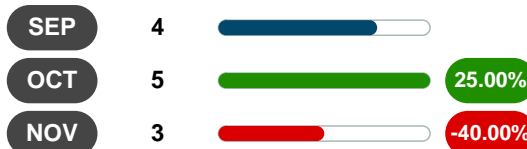


### 3 MONTHS

5 year NOV AVG = 2

High Jun 2019 11 Low Apr 2019 0

Pending Listings this month at 3 above the 5 yr NOV average of 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	3	100.00%	25.7	0	3	0	0
<b>Total Pending Units</b>	<b>3</b>			<b>0</b>	<b>3</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,470</b>	<b>100%</b>	<b>25.7</b>	<b>0.00B</b>	<b>5,470</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,823</b>			<b>\$0</b>	<b>\$1,823</b>	<b>\$0</b>	<b>\$0</b>

# November 2020



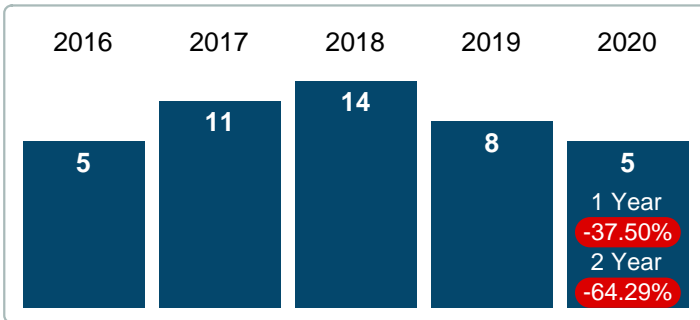
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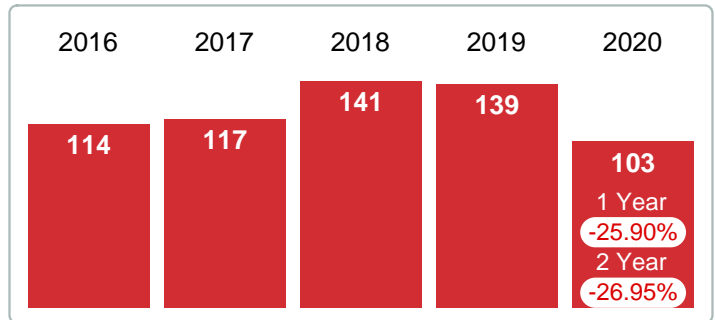
## NEW LISTINGS

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

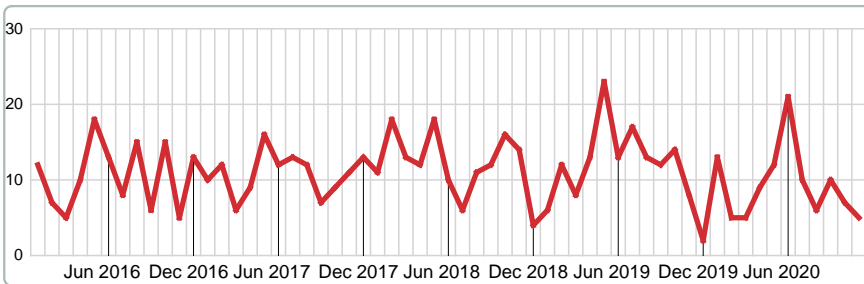
### NOVEMBER



### YEAR TO DATE (YTD)

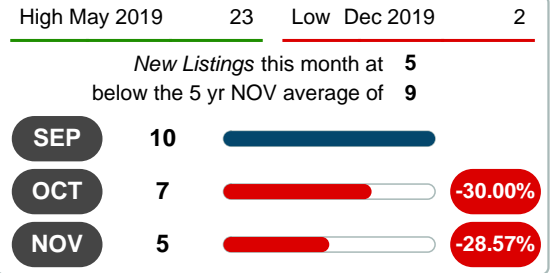


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 9



### 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	5	100.00%	0	3	2	0
<b>Total New Listed Units</b>	<b>5</b>		<b>0</b>	<b>3</b>	<b>2</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>8,475</b>	<b>100%</b>	<b>0.00B</b>	<b>4,190</b>	<b>4,285</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,760</b>		<b>\$0</b>	<b>\$1,397</b>	<b>\$2,143</b>	<b>\$0</b>

# November 2020



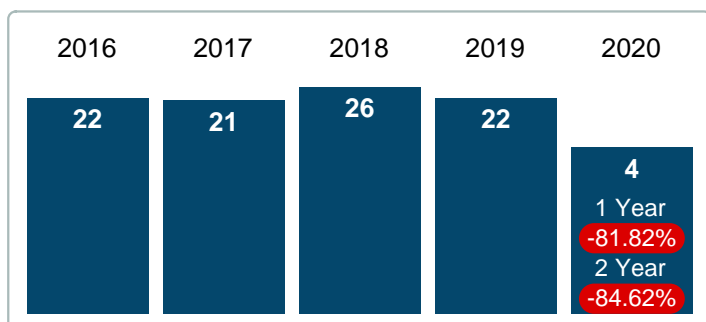
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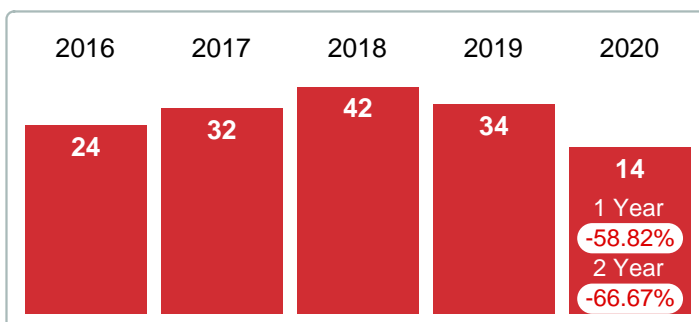
## ACTIVE INVENTORY

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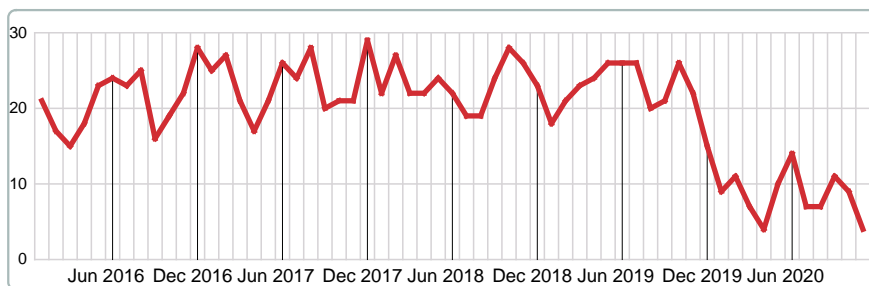
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

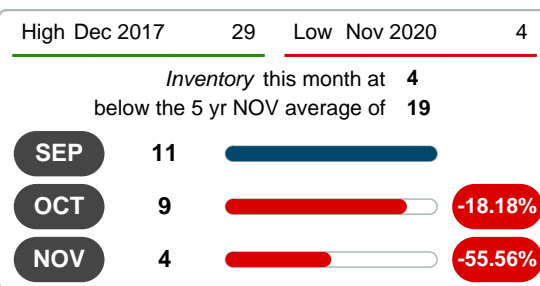


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 19



### 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	4	100.00%	61.3	0	3	0	1
<b>Total Active Inventory by Units</b>	<b>4</b>			<b>0</b>	<b>3</b>	<b>0</b>	<b>1</b>
<b>Total Active Inventory by Volume</b>	<b>5,885</b>	<b>100%</b>	<b>61.3</b>	<b>0.00B</b>	<b>4,190</b>	<b>0.00B</b>	<b>1,695</b>
<b>Average Active Inventory Listing Price</b>	<b>\$1,471</b>			<b>\$0</b>	<b>\$1,397</b>	<b>\$0</b>	<b>\$1,695</b>

# November 2020



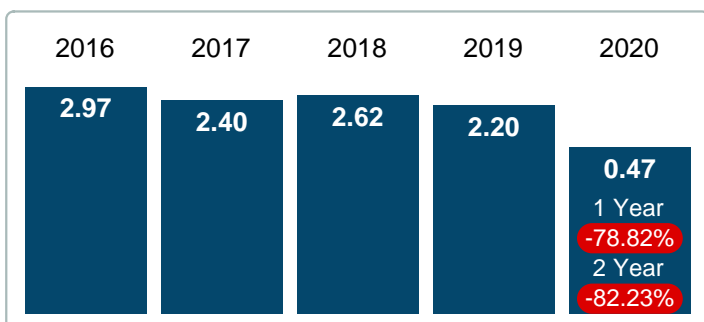
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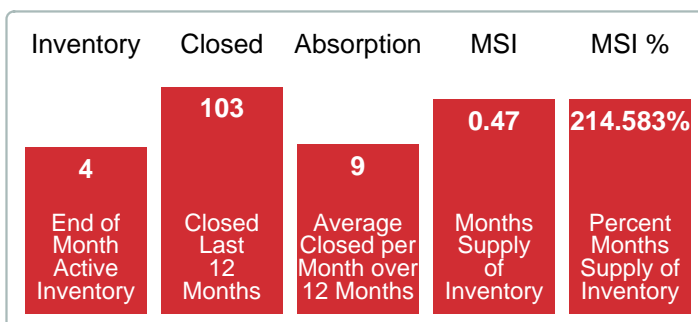
## MONTHS SUPPLY of INVENTORY (MSI)

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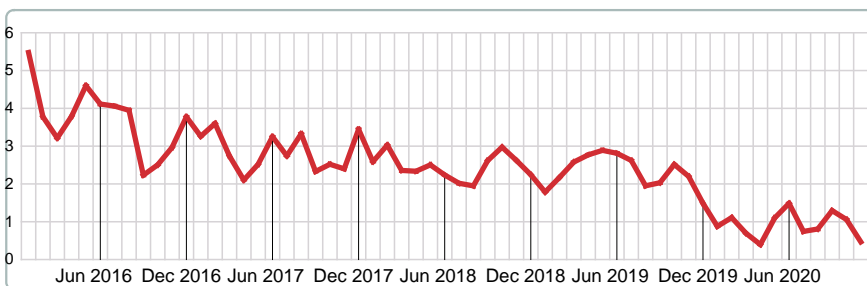
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

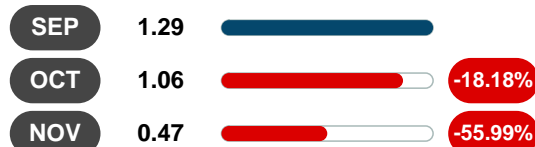


### 3 MONTHS

5 year NOV AVG = 2.13

High Jan 2016 5.48 Low Apr 2020 0.40

Months Supply this month at **0.47**  
below the 5 yr NOV average of **2.13**



### 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	4	100.00%	0.47	0.00	0.56	0.00	2.40
Market Supply of Inventory (MSI)	0.47			0.00	0.56	0.00	2.40
Total Active Inventory by Units	4	100%	0.47	0	3	0	1

# November 2020



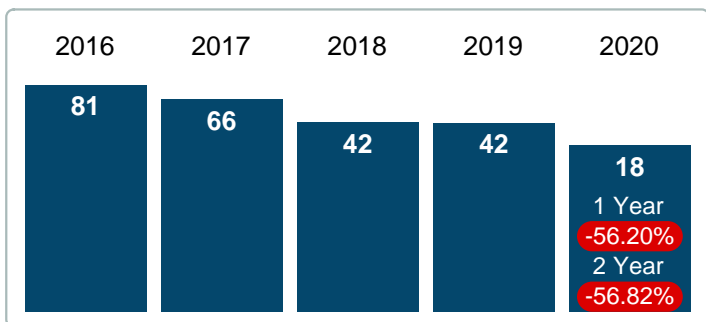
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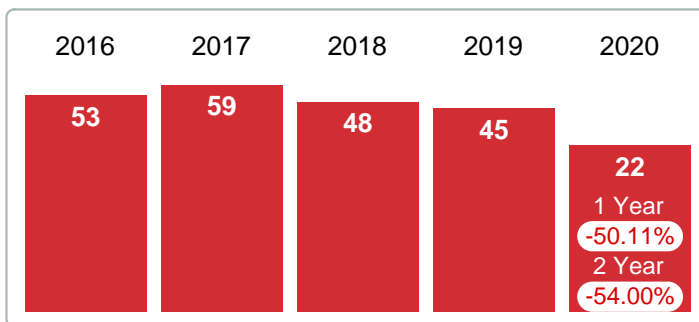
## AVERAGE DAYS ON MARKET TO SALE

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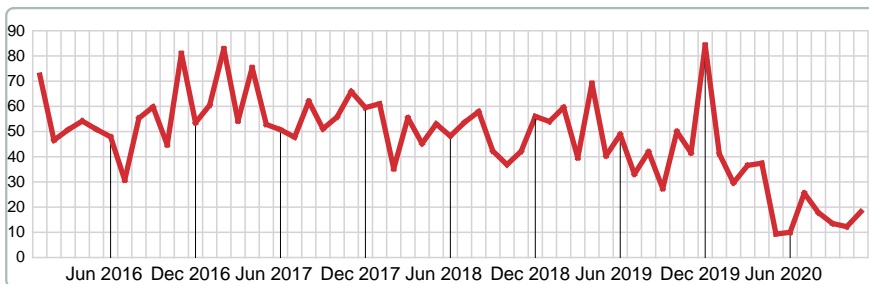
### NOVEMBER



### YEAR TO DATE (YTD)

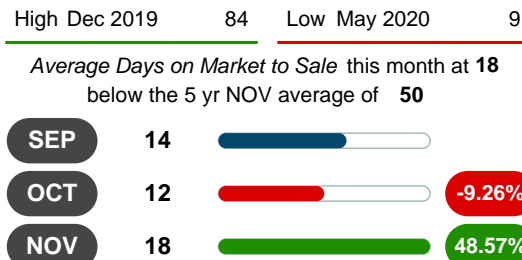


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 50



### 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	10	100.00%	18	0	21	14	0
Average Closed DOM			18	0	21	14	0
Total Closed Units		100%	18		6	4	
Total Closed Volume			20,650	0.00B	10.87K	9,785	0.00B

# November 2020



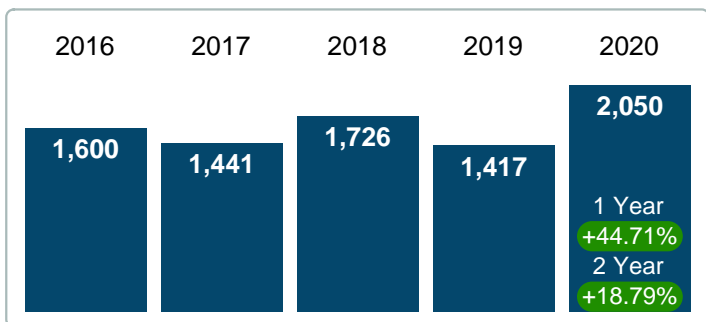
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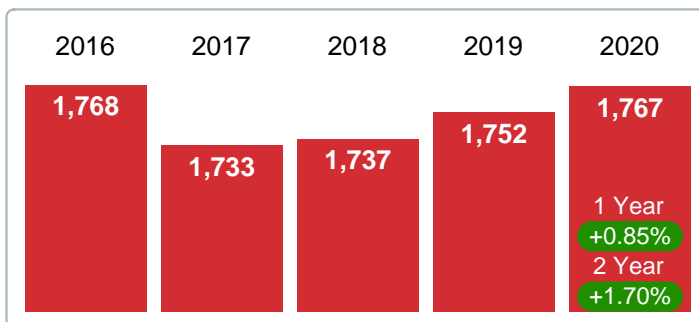
## AVERAGE LIST PRICE AT CLOSING

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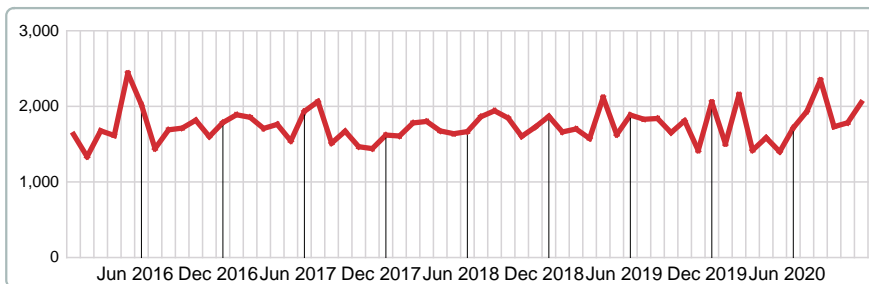
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,647

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

Average List Price at Closing this month at **2,050**  
above the 5 yr NOV average of **1,647**

SEP	1,731	<div style="width: 60%;"></div>
OCT	1,783	<div style="width: 70%;"></div> 2.99%
NOV	2,050	<div style="width: 125%;"></div> 15.01%

### 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> 10	100.00%	2,050	0	1,786	2,446	0
Average List Price			2,050	0	1,786	2,446	0
Total Closed Units		100%	2,050		6	4	
Total Closed Volume			20,500	0.00B	10.72K	9,785	0.00B



# November 2020



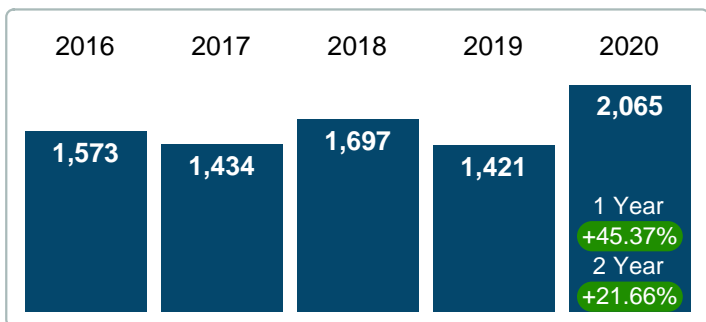
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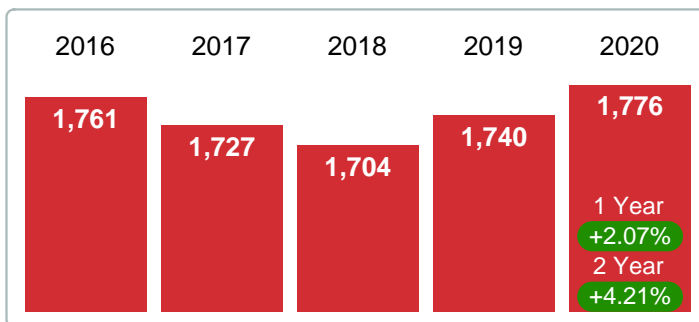
## AVERAGE SOLD PRICE AT CLOSING

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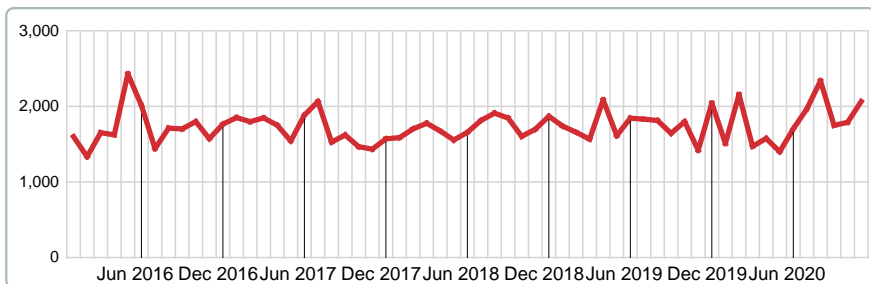
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,638

High May 2016 2,429    Low Feb 2016 1,334

Average Sold Price at Closing this month at **2,065** above the 5 yr NOV average of **1,638**

SEP	1,748	<div style="width: 60%;"></div>
OCT	1,789	<div style="width: 70%;"></div> 2.31%
NOV	2,065	<div style="width: 125%;"></div> 15.44%

### 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	<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> 10	100.00%	2,065	0	1,811	2,446	0
Average Sold Price			2,065	0	1,811	2,446	0
Total Closed Units		100%	2,065		6	4	
Total Closed Volume			20,650	0.00B	10.87K	9,785	0.00B

# November 2020



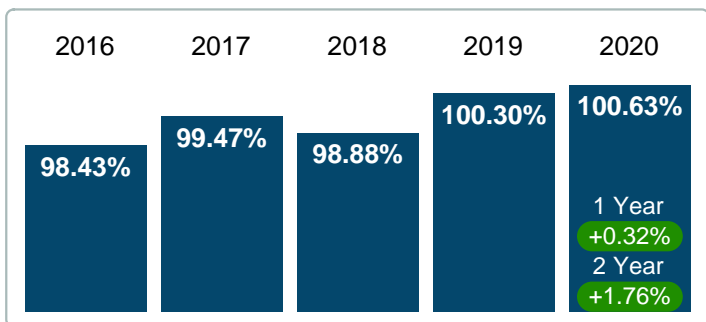
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



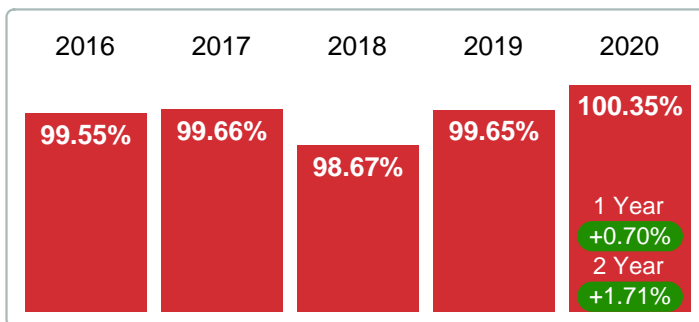
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

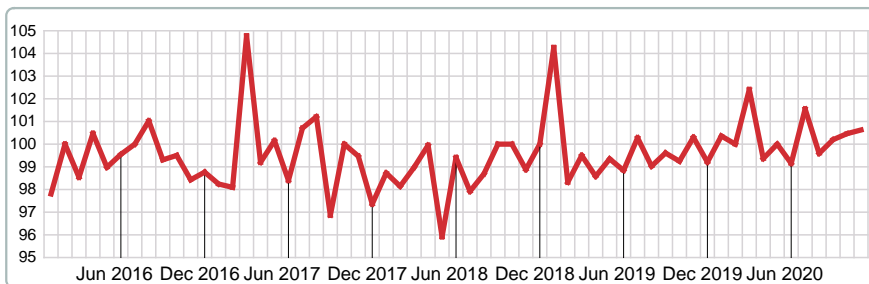
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

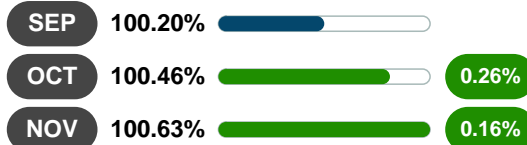


### 3 MONTHS

5 year NOV AVG = 99.54%

High Mar 2017 104.78% Low May 2018 95.92%

Average Sold/List Ratio this month at **100.63%** above the 5 yr NOV average of **99.54%**



## 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	10	100.00%	100.63%	0.00%	101.04%	100.00%	0.00%
Average Sold/List Ratio		100.60%		0.00%	101.04%	100.00%	0.00%
Total Closed Units		10	100%		6	4	
Total Closed Volume		20,650		0.00B	10.87K	9,785	0.00B

# November 2020



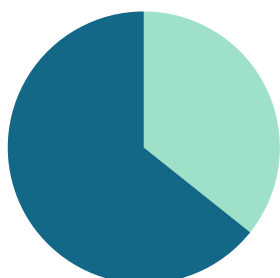
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

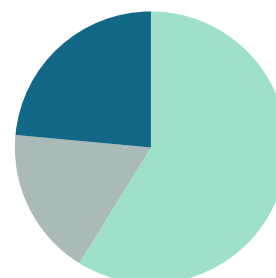


**Inventory**  
 New Listings  
**5 = 35.71%**  
 Start Inventory  
**9**  
 Total Inventory Units  
**14**  
 Volume  
**\$26,385**

### Market Activity

Closed Sales  
**10 = 58.82%**  
 Pending Sales  
**3 = 17.65%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**4 = 23.53%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	9	10	11.11%	114	96	-15.79%
Pending Sales	5	3	-40.00%	48	43	-10.42%
New Listings	8	5	-37.50%	139	103	-25.90%
Average List Price	1,417	2,050	44.71%	1,752	1,767	0.85%
Average Sale Price	1,421	2,065	45.37%	1,740	1,776	2.07%
Average Percent of Selling Price to List Price	100.30%	100.63%	0.32%	99.65%	100.35%	0.70%
Average Days on Market to Sale	41.56	18.20	-56.20%	44.62	22.26	-50.11%
Monthly Inventory	22	4	-81.82%	22	4	-81.82%
Months Supply of Inventory	2.20	0.47	-78.82%	2.20	0.47	-78.82%

**Absorption:** Last 12 months, an Average of **9** Sales/Month

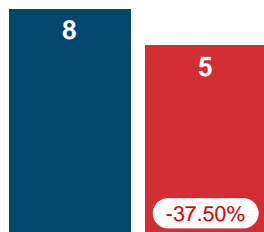
**Inventory** on November 30, 2020 = **4**

**2019** **2020**

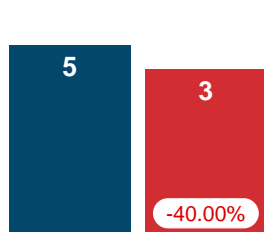
### NOVEMBER MARKET

### AVERAGE PRICES

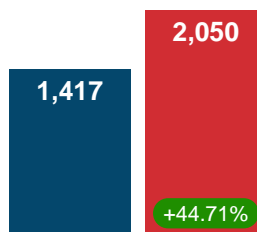
#### New Listings



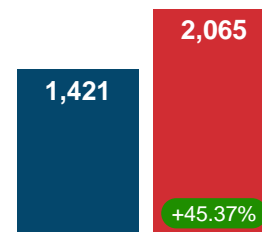
#### Pending Listings



#### List Price



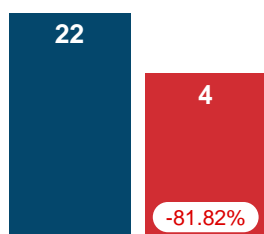
#### Sale Price



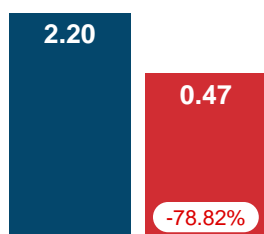
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

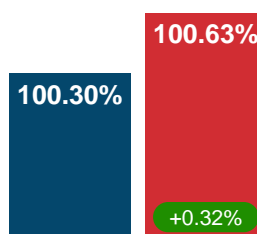
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

