

November 2020



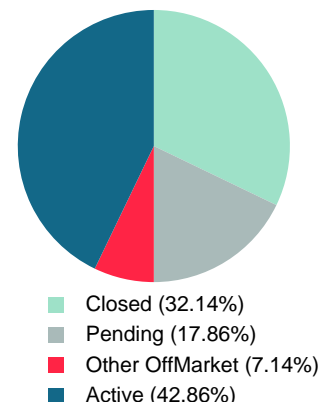
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	13	9	-30.77%
Pending Listings	3	5	66.67%
New Listings	19	7	-63.16%
Median List Price	1,495	1,350	-9.70%
Median Sale Price	1,495	1,350	-9.70%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	27.00	23.00	-14.81%
End of Month Inventory	31	12	-61.29%
Months Supply of Inventory	2.11	0.79	-62.77%



Absorption: Last 12 months, an Average of **15 Sales/Month**
Active Inventory as of November 30, 2020 = **12**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **61.29%** to 12 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 **0.79** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.70%** in November 2020 to \$1,350 versus the previous year at \$1,495.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 4.00 days or **14.81%** in November 2020 compared to last year's same month at **27.00** DOM.

Sales Success for November 2020 is Positive

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

There were 7 New Listings in November 2020, down **63.16%** from last year at 19. Furthermore, there were 9 Closed Listings this month versus last year at 13, a **-30.77%** decrease.

Closed versus Listed trends yielded a **128.6%** ratio, up from previous year's, November 2019, at **68.4%**, a **87.91%** 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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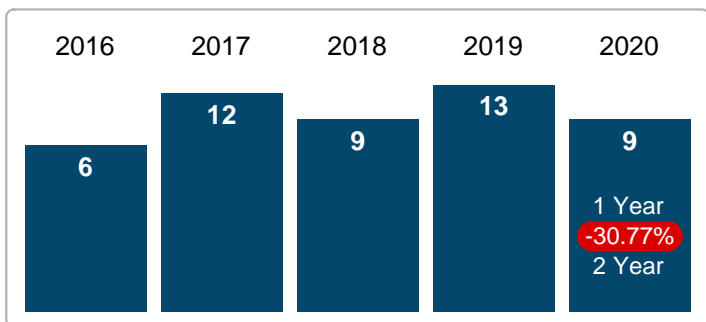
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



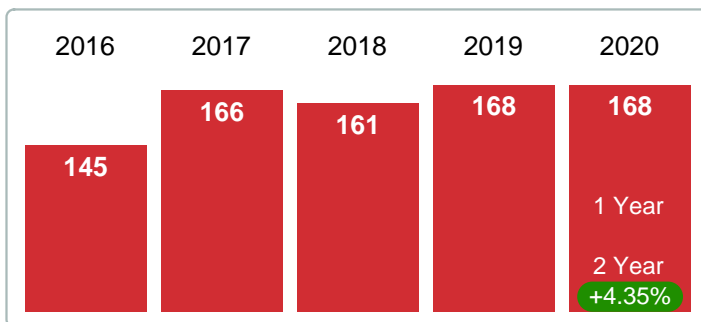
CLOSED LISTINGS

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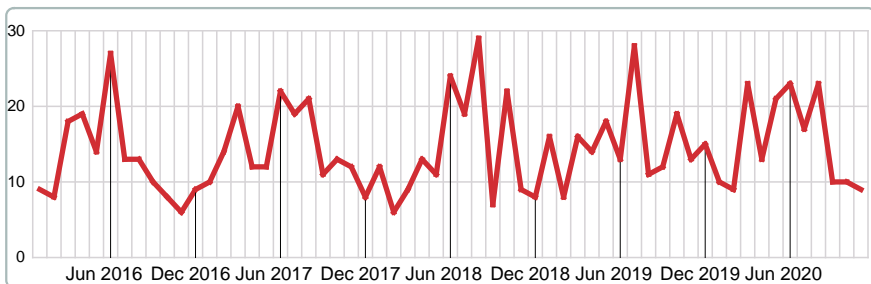
NOVEMBER



YEAR TO DATE (YTD)

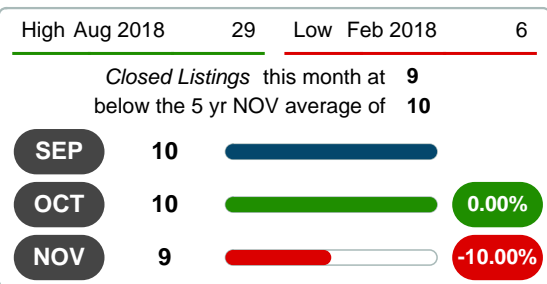


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 10



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	9	100.00%	23.0	0	7	2	0
Total Closed Units	9			0	7	2	0
Total Closed Volume	12,625	100%	23.0	0.00B	8,430	4,195	0.00B
Median Closed Price	\$1,350			\$0	\$1,250	\$2,098	\$0

November 2020



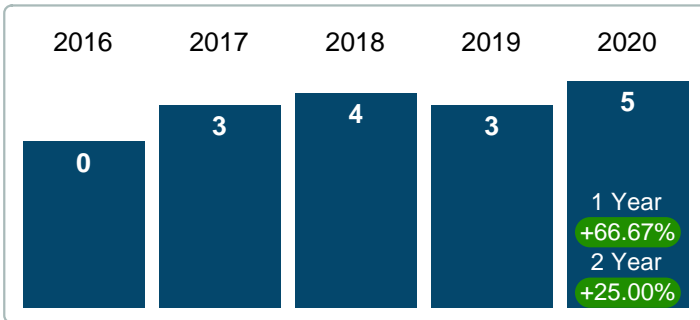
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



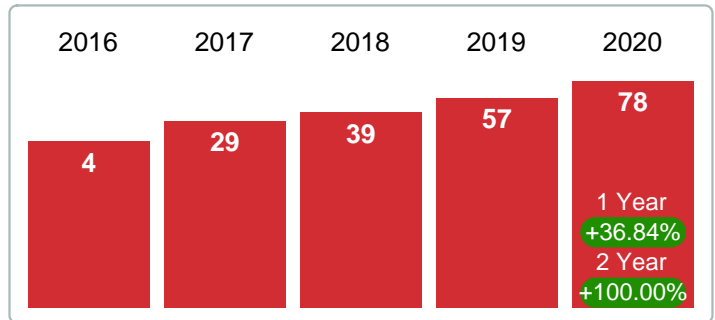
PENDING LISTINGS

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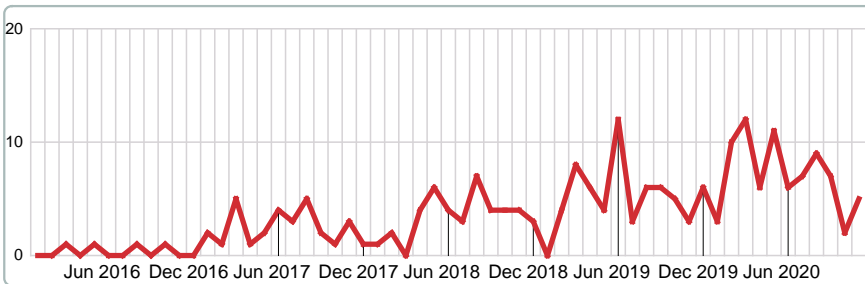
NOVEMBER



YEAR TO DATE (YTD)

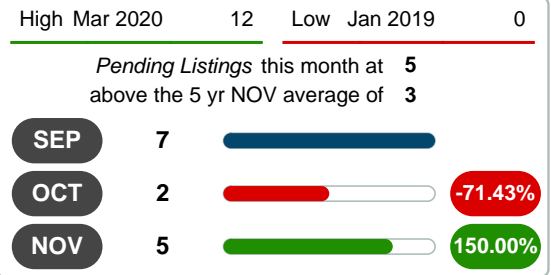


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3



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%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1 and up	5	100.00%	13.0	1	3	1	0
Total Pending Units	5			1	3	1	0
Total Pending Volume	7,995	100%	13.0	2,200	4,095	1,700	0.00B
Median Listing Price	\$1,495			\$2,200	\$1,350	\$1,700	\$0

November 2020



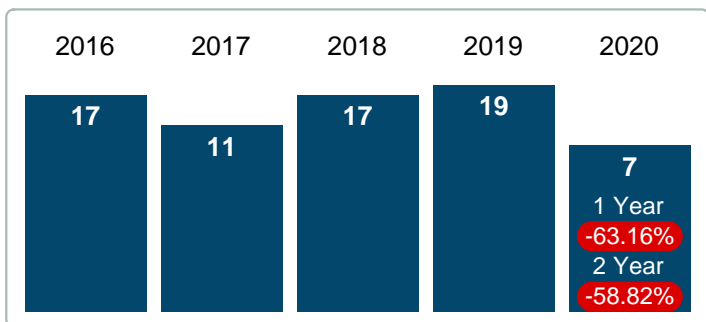
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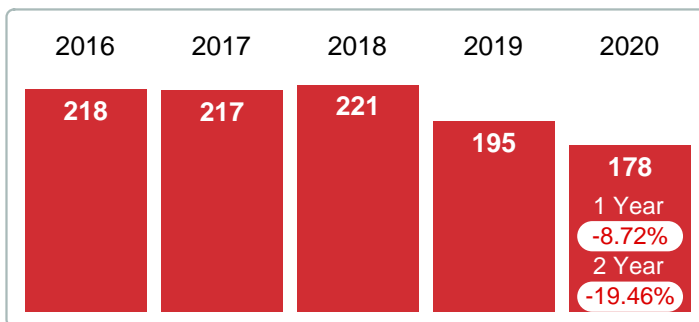
NEW LISTINGS

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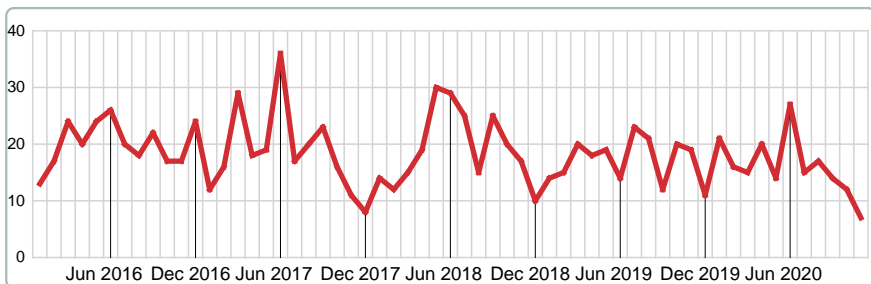
NOVEMBER



YEAR TO DATE (YTD)

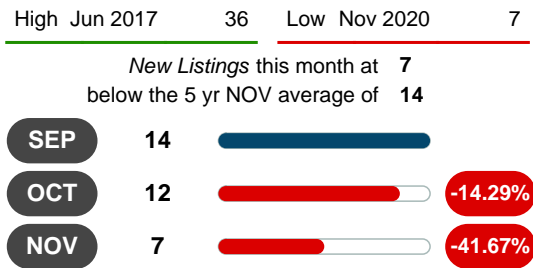


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 14



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-\$0	0	0.00%	0	0	0	0
\$1 and up	7	100.00%	0	2	4	1
Total New Listed Units	7		0	2	4	1
Total New Listed Volume	16,295	100%	0.00B	2,600	11.10K	2,600
Median New Listed Listing Price	\$2,495		\$0	\$1,300	\$2,823	\$2,600

November 2020



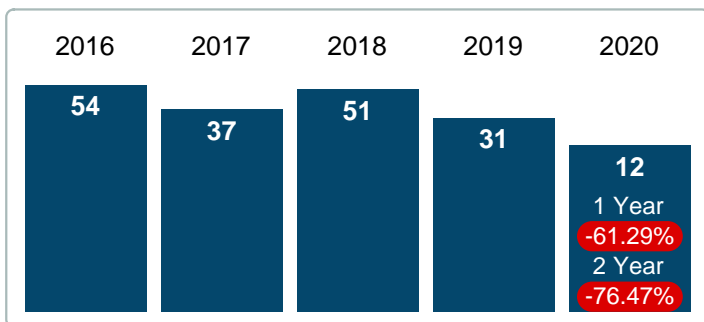
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



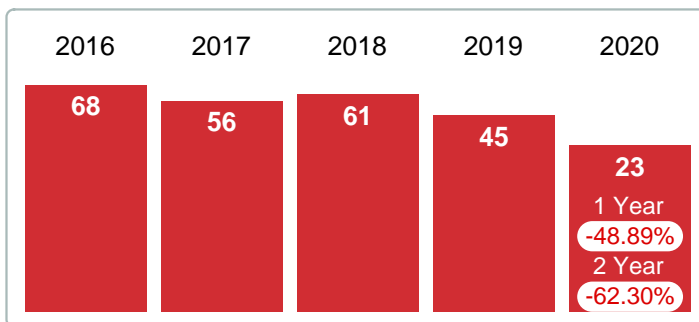
ACTIVE INVENTORY

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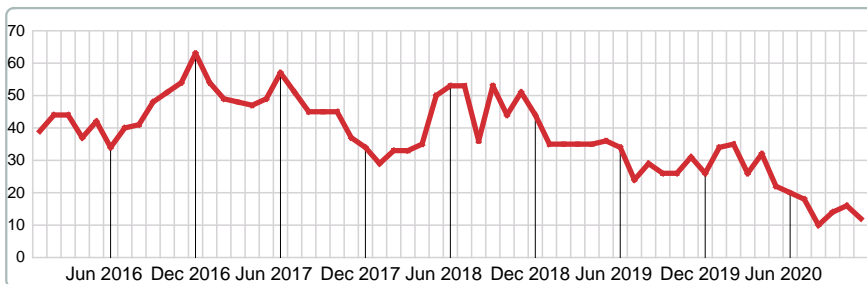
END OF NOVEMBER



ACTIVE DURING NOVEMBER

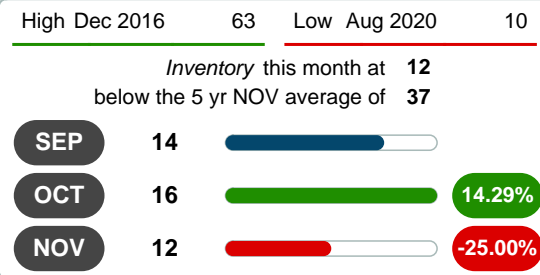


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1 and up	12	100.00%	38.5	4	3	4	1
Total Active Inventory by Units			12	4	3	4	1
Total Active Inventory by Volume			26,840	5,995	4,145	14.10K	2,600
Median Active Inventory Listing Price			\$1,550	\$1,348	\$1,375	\$3,500	\$2,600

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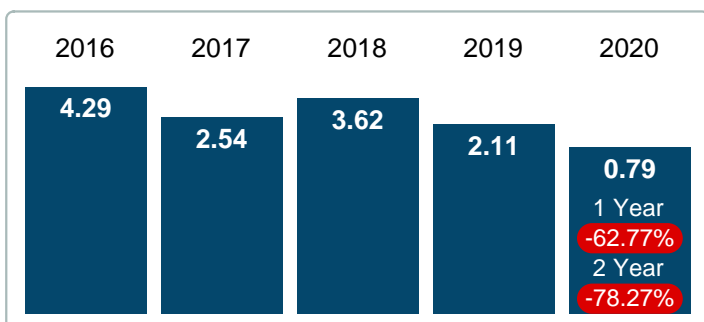
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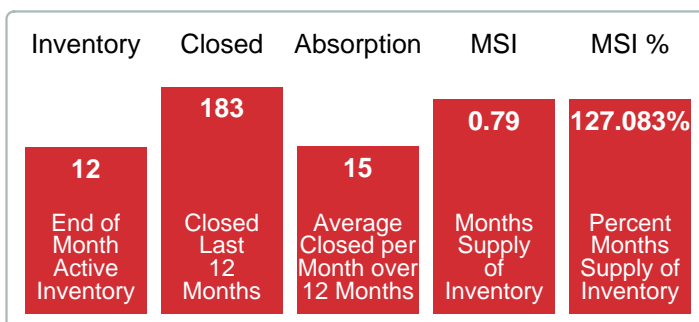
MONTHS SUPPLY of INVENTORY (MSI)

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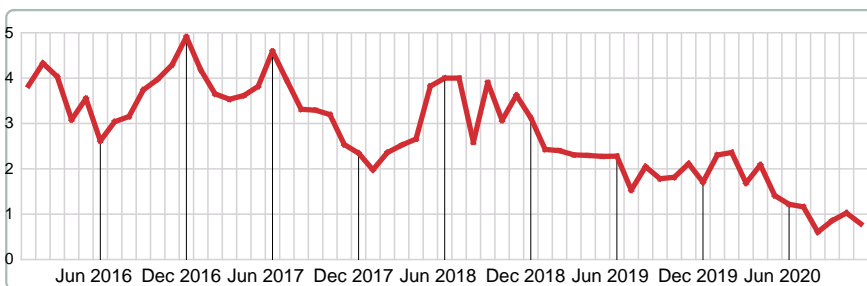
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

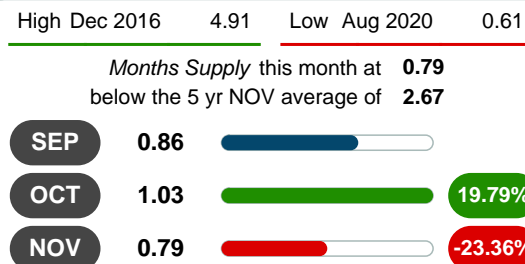


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.67



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	12	100.00%	0.79	1.60	0.34	1.17	2.40
Market Supply of Inventory (MSI)	0.79			1.60	0.34	1.17	2.40
Total Active Inventory by Units	12	100%	0.79	4	3	4	1

November 2020



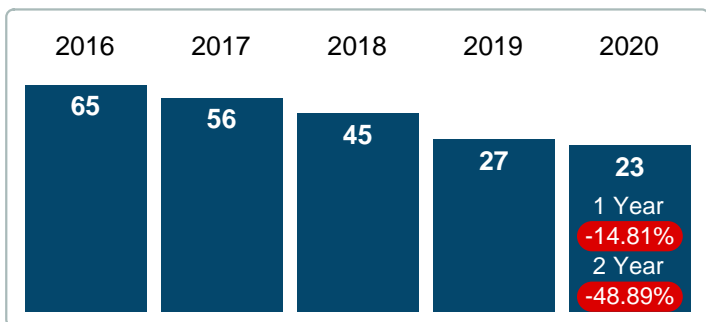
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



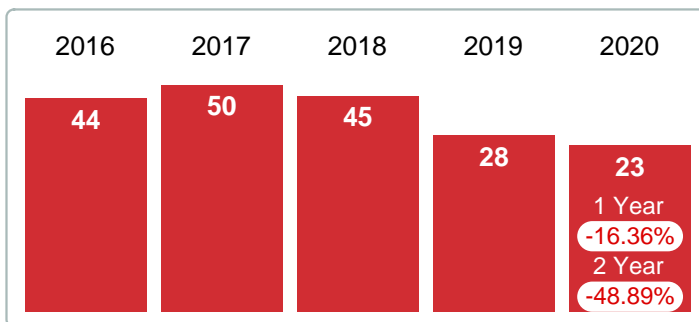
MEDIAN DAYS ON MARKET TO SALE

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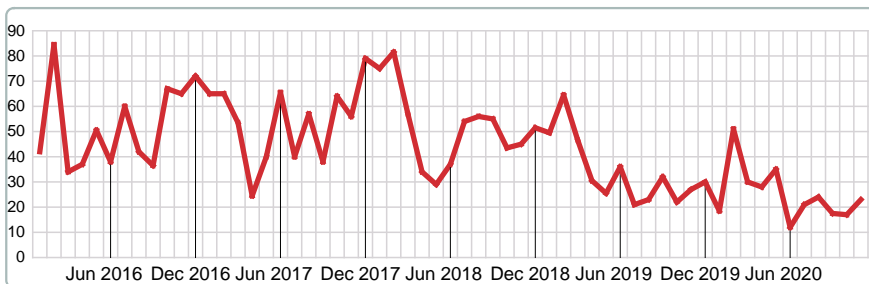
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 43

High Feb 2016 85 Low Jun 2020 12

Median Days on Market to Sale this month at 23 below the 5 yr NOV average of 43



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	9	100.00%	23	0	23	13	0
Median Closed DOM			23	0	23	13	0
Total Closed Units		100%	23.0		7	2	
Total Closed Volume			12,625	0.00B	8,430	4,195	0.00B

November 2020



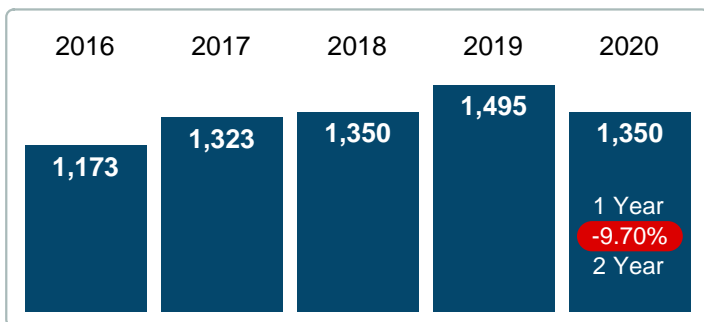
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



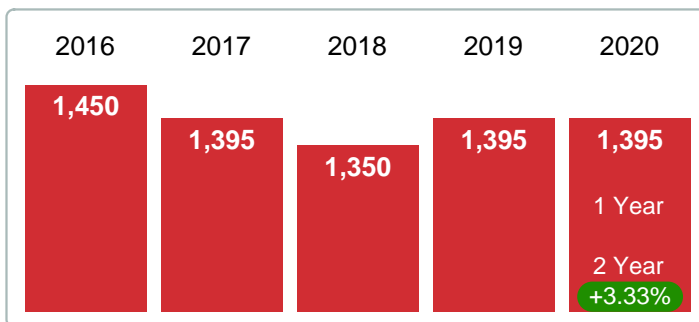
MEDIAN LIST PRICE AT CLOSING

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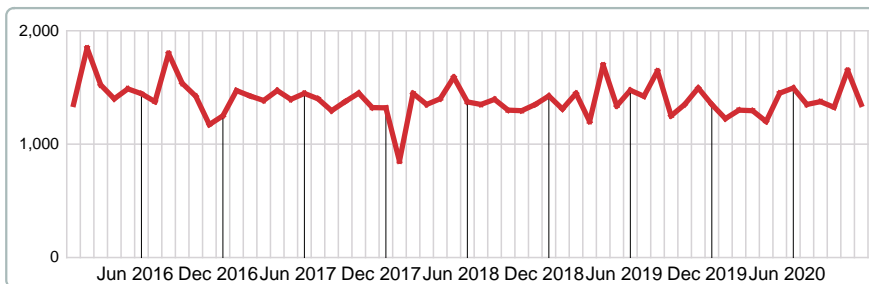
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,338

High Feb 2016 1,848 Low Jan 2018 850
 Median List Price at Closing this month at 1,350 above the 5 yr NOV average of 1,338

SEP	1,325	<div style="width: 50%;"></div>
OCT	1,650	<div style="width: 100%;"></div> 24.53%
NOV	1,350	<div style="width: 100%;"></div> -18.18%

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	<div style="width: 0%;"></div> 0	0.00%	23	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	23	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	23	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	23	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	23	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	23	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 9	100.00%	1,350	0	1,250	2,098	0
Median List Price			1,350	0	1,250	2,098	0
Total Closed Units		100%	1,350		7	2	
Total Closed Volume			12,625	0.00B	8,430	4,195	0.00B

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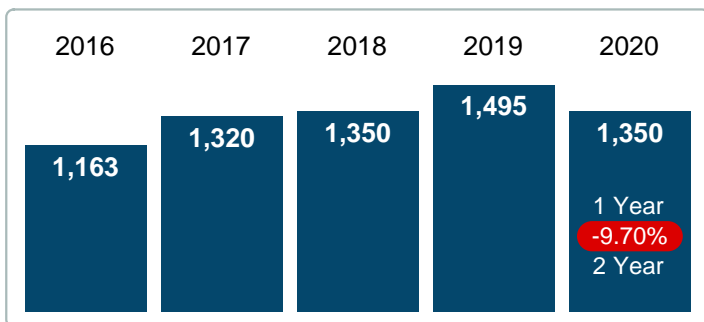
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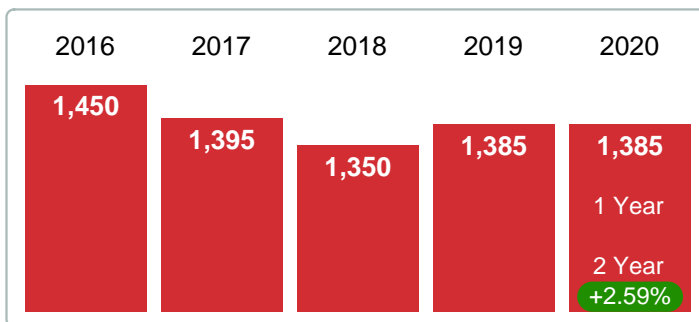
MEDIAN SOLD PRICE AT CLOSING

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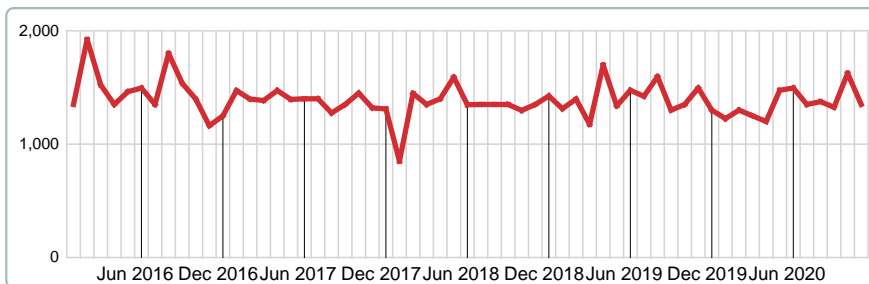
NOVEMBER



YEAR TO DATE (YTD)

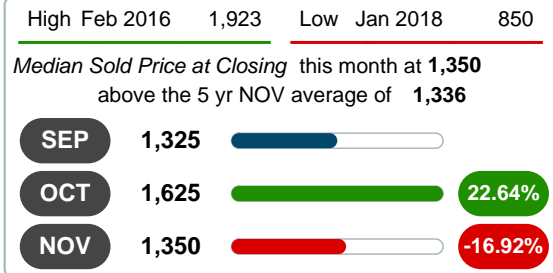


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,336



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%	1,350	0	0	0	0
\$1 \$0	0	0.00%	1,350	0	0	0	0
\$1 \$0	0	0.00%	1,350	0	0	0	0
\$1 \$0	0	0.00%	1,350	0	0	0	0
\$1 \$0	0	0.00%	1,350	0	0	0	0
\$1 \$0	0	0.00%	1,350	0	0	0	0
\$1 and up	9	100.00%	1,350	0	1,250	2,098	0
Median Sold Price			1,350	0	1,250	2,098	0
Total Closed Units		100%	1,350		7	2	
Total Closed Volume			12,625	0.00B	8,430	4,195	0.00B

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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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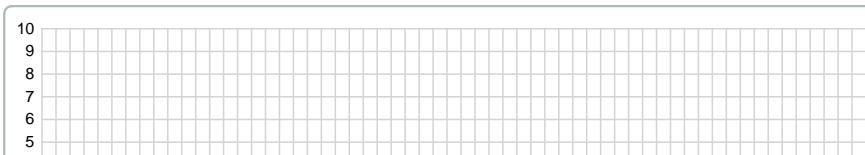
NOVEMBER

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 NOV AVG = 100.00%

High Nov 2020 100.00% Low Nov 2020 100.00%

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

SEP 100.00%
OCT 100.00%
NOV 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%	1,350.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,350.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,350.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,350.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,350.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,350.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	9	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		0.00%	100.00%	100.00%	0.00%
Total Closed Units		9	100%		7	2	
Total Closed Volume		12,625		0.00B	8,430	4,195	0.00B

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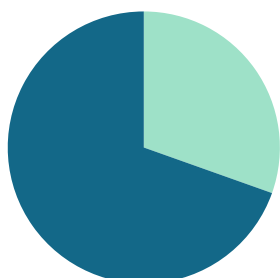
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MARKET SUMMARY

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INVENTORY

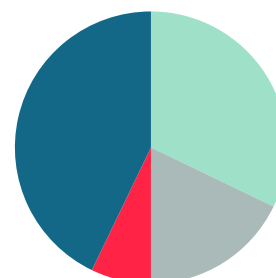


Inventory
 New Listings
 7 = 30.43%
 Start Inventory
 16
 Total Inventory Units
 23
 Volume
 \$41,585

Market Activity

Closed Sales
 9 = 32.14%
 Pending Sales
 5 = 17.86%
 Other Off Market
 2 = 7.14%
 Active Inventory
 12 = 42.86%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	13	9	-30.77%	168	168	0.00%
Pending Sales	3	5	66.67%	57	78	36.84%
New Listings	19	7	-63.16%	195	178	-8.72%
Median List Price	1,495	1,350	-9.70%	1,395	1,395	0.00%
Median Sale Price	1,495	1,350	-9.70%	1,385	1,385	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	27.00	23.00	-14.81%	27.50	23.00	-16.36%
Monthly Inventory	31	12	-61.29%	31	12	-61.29%
Months Supply of Inventory	2.11	0.79	-62.77%	2.11	0.79	-62.77%

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

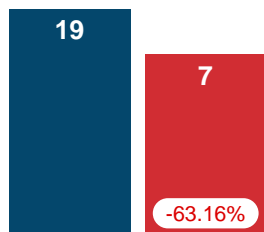
Inventory on November 30, 2020 = 12

2019 2020

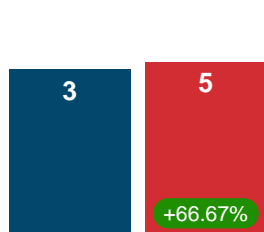
NOVEMBER MARKET

MEDIAN PRICES

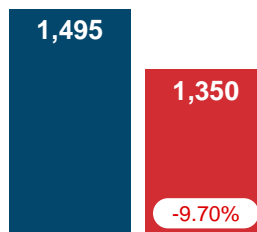
New Listings



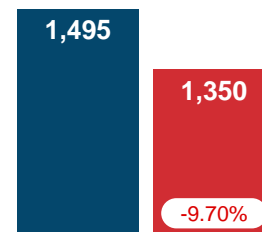
Pending Listings



List Price



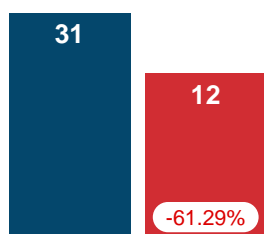
Sale Price



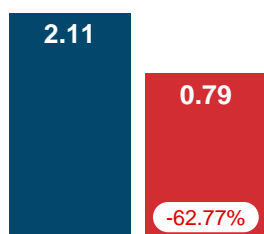
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

