

November 2020



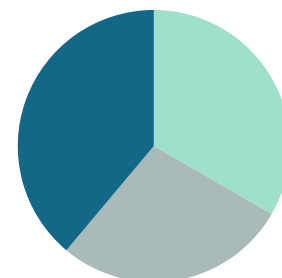
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	23	12	-47.83%
Pending Listings	8	10	25.00%
New Listings	18	9	-50.00%
Median List Price	1,275	1,375	7.84%
Median Sale Price	1,275	1,350	5.88%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	25.00	22.50	-10.00%
End of Month Inventory	32	14	-56.25%
Months Supply of Inventory	2.06	1.12	-45.75%



■ Closed (33.33%)
■ Pending (27.78%)
■ Other OffMarket (0.00%)
■ Active (38.89%)

Absorption: Last 12 months, an Average of **13** Sales/Month
Active Inventory as of November 30, 2020 = **14**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **56.25%** to 14 existing homes available for sale. Over the last 12 months this area has had an average of 13 closed sales per month. This represents an unsold inventory index of **1.12** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **5.88%** in November 2020 to \$1,350 versus the previous year at \$1,275.

Median Days on Market Shortens

The median number of **22.50** days that homes spent on the market before selling decreased by 2.50 days or **10.00%** in November 2020 compared to last year's same month at **25.00** DOM.

Sales Success for November 2020 is Positive

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

There were 9 New Listings in November 2020, down **50.00%** from last year at 18. Furthermore, there were 12 Closed Listings this month versus last year at 23, a **-47.83%** decrease.

Closed versus Listed trends yielded a **133.3%** ratio, up from previous year's, November 2019, at **127.8%**, a **4.35%** 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

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

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



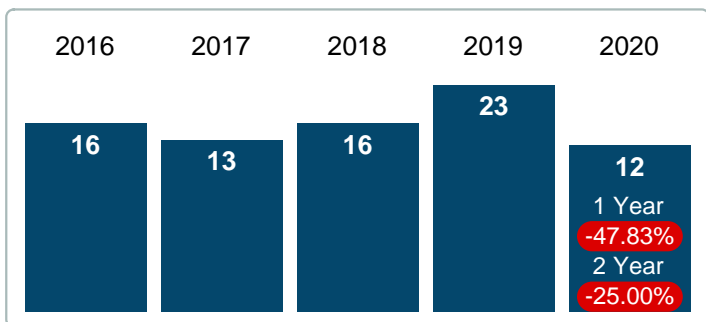
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



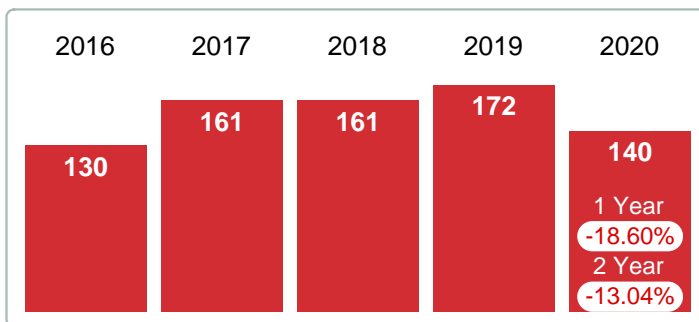
CLOSED LISTINGS

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

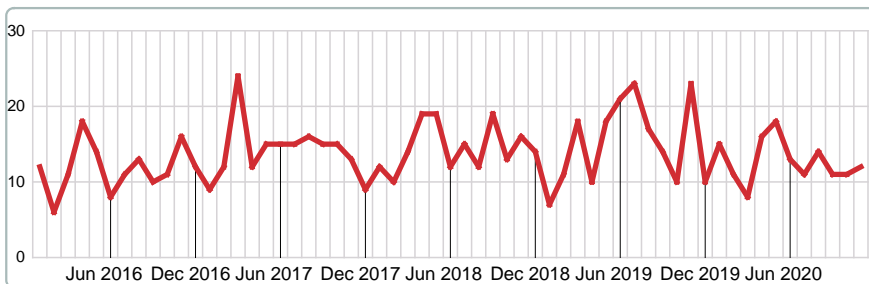
NOVEMBER



YEAR TO DATE (YTD)

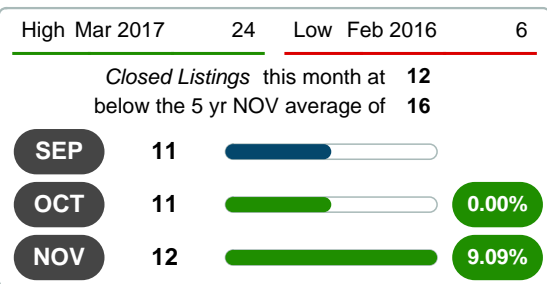


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 16



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	12	100.00%	22.5	1	7	3	1
Total Closed Units	12			1	7	3	1
Total Closed Volume	16,380	100%	22.5	1,295	8,915	4,670	1,500
Median Closed Price	\$1,350			\$1,295	\$1,295	\$1,595	\$1,500

November 2020



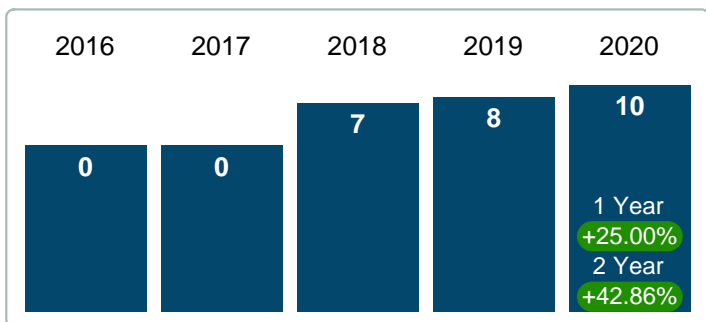
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



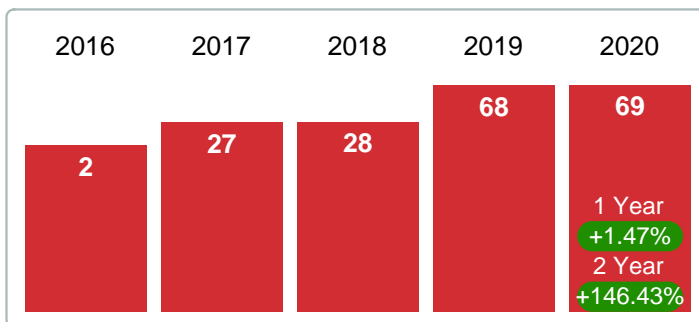
PENDING LISTINGS

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

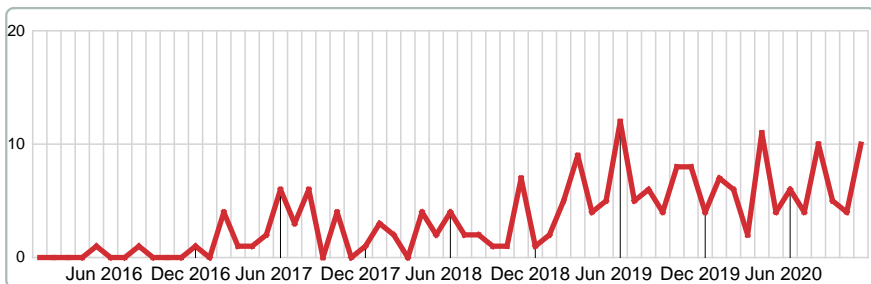
NOVEMBER



YEAR TO DATE (YTD)

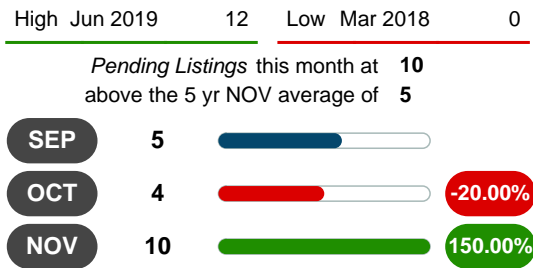


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 5



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%	22.5	0	0	0	0
\$1-\$0	0	0.00%	22.5	0	0	0	0
\$1-\$0	0	0.00%	22.5	0	0	0	0
\$1-\$0	0	0.00%	22.5	0	0	0	0
\$1-\$0	0	0.00%	22.5	0	0	0	0
\$1-\$0	0	0.00%	22.5	0	0	0	0
\$1 and up	10	100.00%	14.5	1	8	1	0
Total Pending Units	10			1	8	1	0
Total Pending Volume	12,530	100%	14.5	1,295	9,640	1,595	0.00B
Median Listing Price	\$1,175			\$1,295	\$1,098	\$1,595	\$0

November 2020



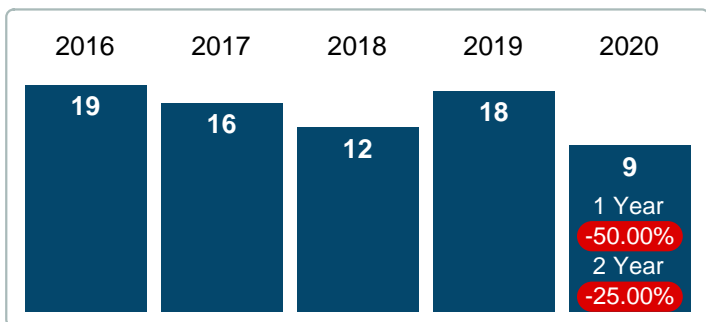
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



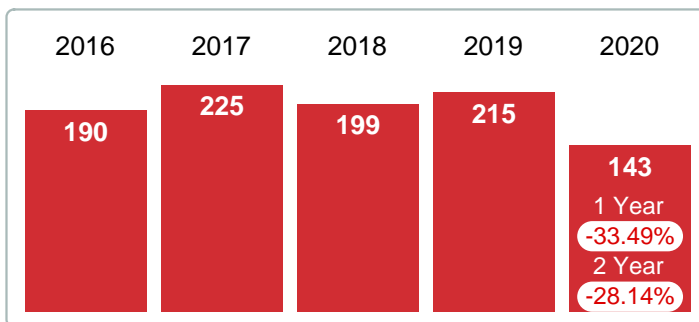
NEW LISTINGS

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

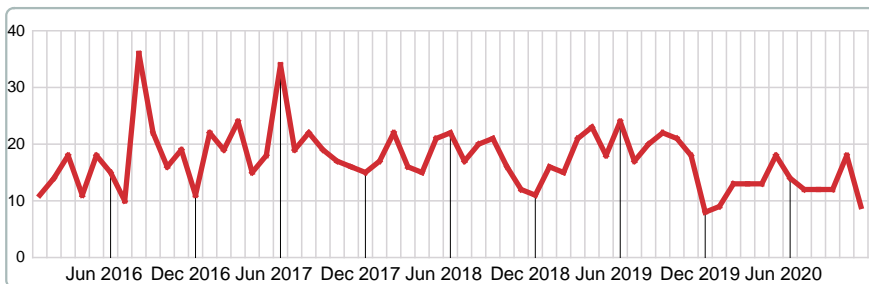
NOVEMBER



YEAR TO DATE (YTD)

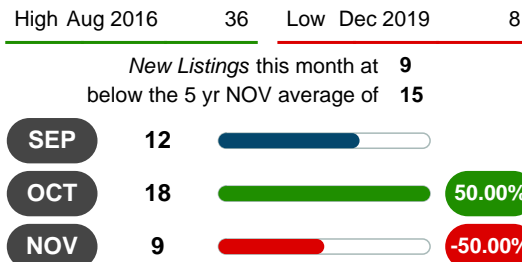


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 15



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	9	100.00%	2	6	1	0
Total New Listed Units	9		2	6	1	0
Total New Listed Volume	12,675	100%	2,145	8,835	1,695	0.00B
Median New Listed Listing Price	\$1,295		\$1,073	\$1,345	\$1,695	\$0

November 2020



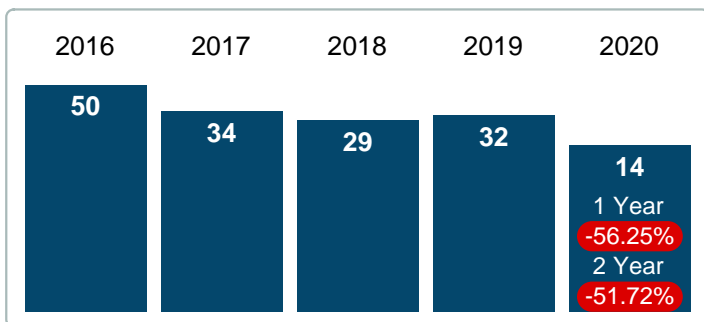
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



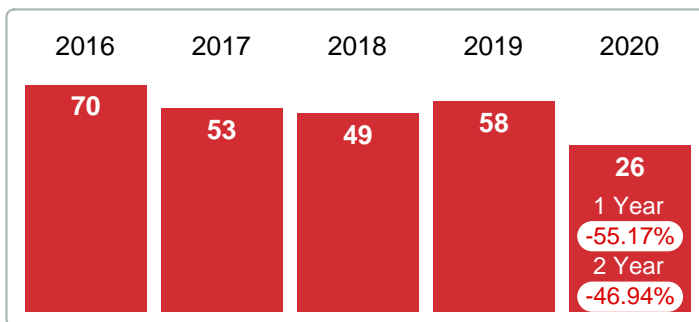
ACTIVE INVENTORY

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

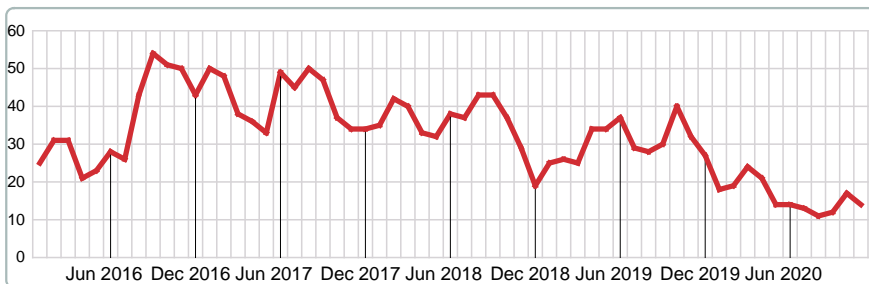
END OF NOVEMBER



ACTIVE DURING NOVEMBER

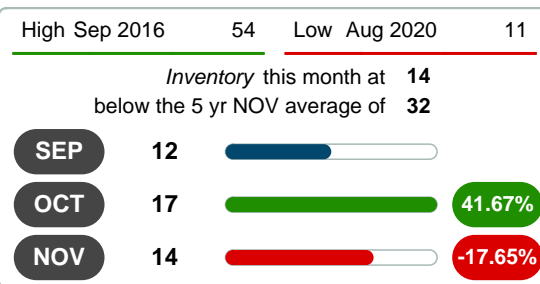


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 32



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%	14.5	0	0	0	0
\$1 \$0	0	0.00%	14.5	0	0	0	0
\$1 \$0	0	0.00%	14.5	0	0	0	0
\$1 \$0	0	0.00%	14.5	0	0	0	0
\$1 \$0	0	0.00%	14.5	0	0	0	0
\$1 \$0	0	0.00%	14.5	0	0	0	0
\$1 and up	14	100.00%	27.5	1	12	1	0
Total Active Inventory by Units				1	12	1	0
Total Active Inventory by Volume				850	17.06K	1,695	0.00B
Median Active Inventory Listing Price				\$850	\$1,345	\$1,695	\$0

November 2020



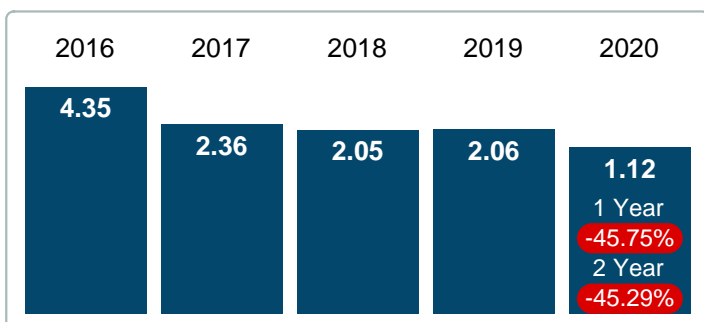
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



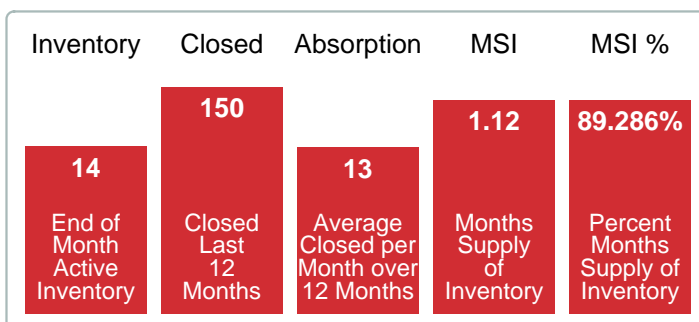
MONTHS SUPPLY of INVENTORY (MSI)

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

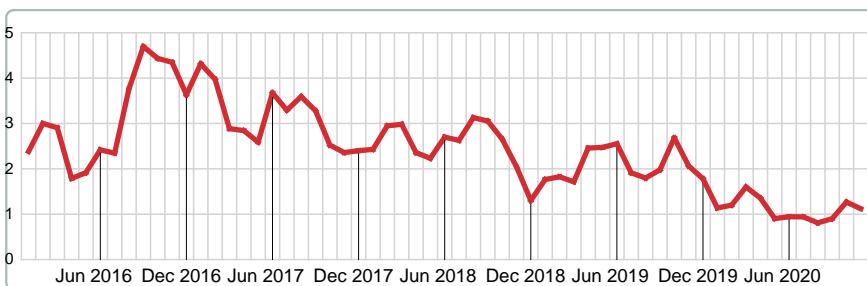
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

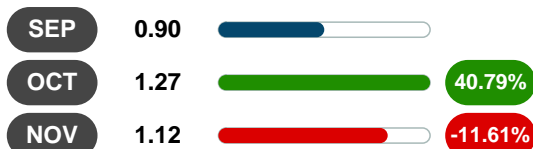


3 MONTHS

5 year NOV AVG = 2.39

High Sep 2016 4.70 Low Aug 2020 0.81

Months Supply this month at 1.12 below the 5 yr NOV average of 2.39



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	14	100.00%	1.12	1.50	1.50	0.29	0.00
Market Supply of Inventory (MSI)	1.12			1.50	1.50	0.29	0.00
Total Active Inventory by Units	14	100%	1.12	1	12	1	0

November 2020



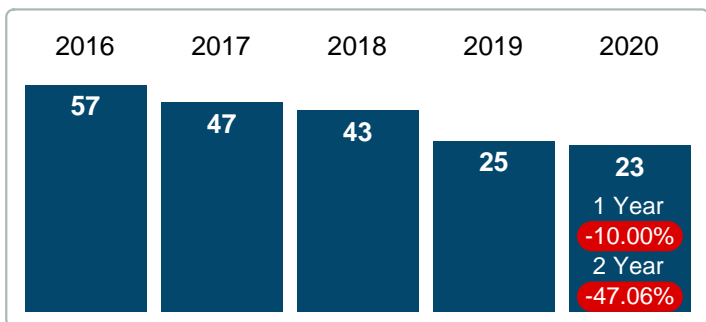
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



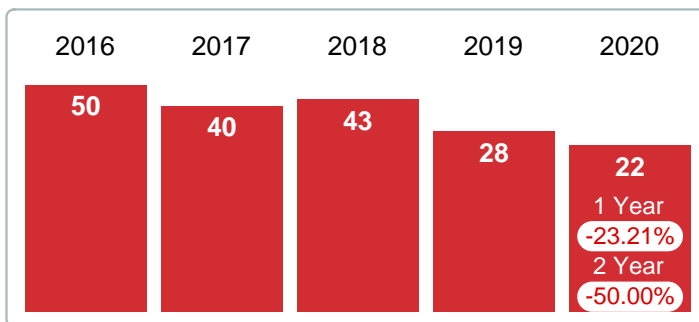
MEDIAN DAYS ON MARKET TO SALE

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

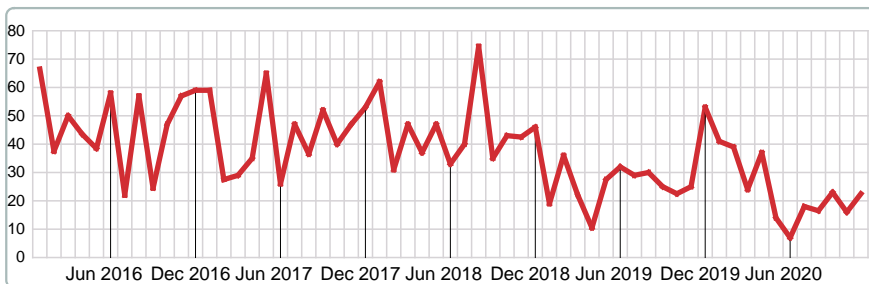
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 39

High Aug 2018 75 Low Jun 2020 7

Median Days on Market to Sale this month at 23 below the 5 yr NOV average of 39



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%	28	0	0	0	0
\$1-\$0	0	0.00%	28	0	0	0	0
\$1-\$0	0	0.00%	28	0	0	0	0
\$1-\$0	0	0.00%	28	0	0	0	0
\$1-\$0	0	0.00%	28	0	0	0	0
\$1-\$0	0	0.00%	28	0	0	0	0
\$1 and up	12	100.00%	23	11	25	12	36
Median Closed DOM			23	11	25	12	36
Total Closed Units		100%	22.5	1	7	3	1
Total Closed Volume			16,380	1,295	8,915	4,670	1,500

November 2020



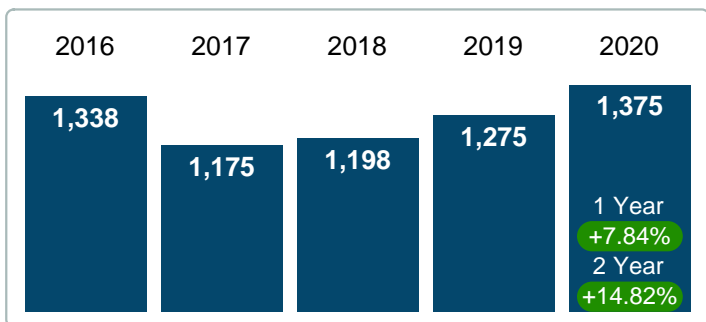
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



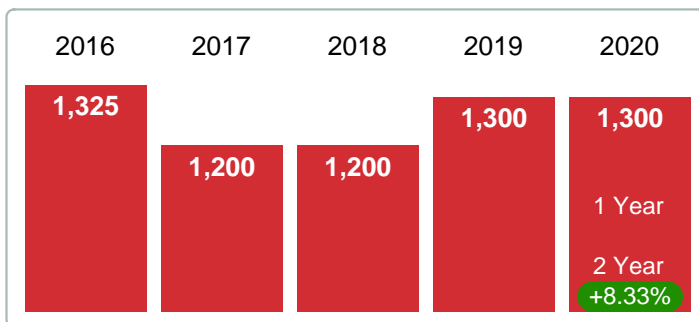
MEDIAN LIST PRICE AT CLOSING

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

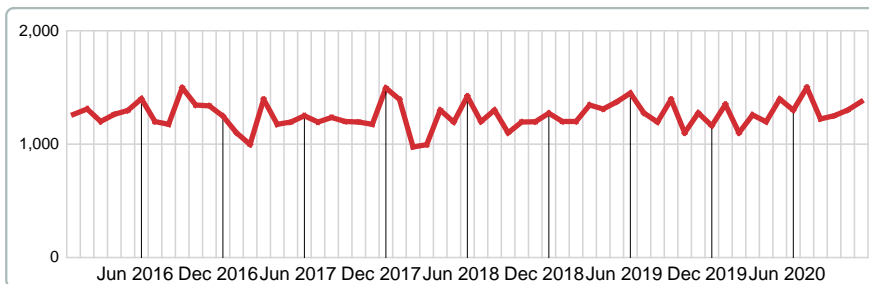
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,272

High Jul 2020 1,500 Low Feb 2018 975

Median List Price at Closing this month at 1,375 above the 5 yr NOV average of 1,272



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	0	0.00%	23	0	0	0	0
\$1 \$0	0	0.00%	23	0	0	0	0
\$1 \$0	0	0.00%	23	0	0	0	0
\$1 \$0	0	0.00%	23	0	0	0	0
\$1 \$0	0	0.00%	23	0	0	0	0
\$1 \$0	0	0.00%	23	0	0	0	0
\$1 and up	12	100.00%	1,375	1,295	1,295	1,595	1,595
Median List Price			1,375	1,295	1,295	1,595	1,595
Total Closed Units		100%	1,375	1	7	3	1
Total Closed Volume			16,550	1,295	8,990	4,670	1,595

November 2020



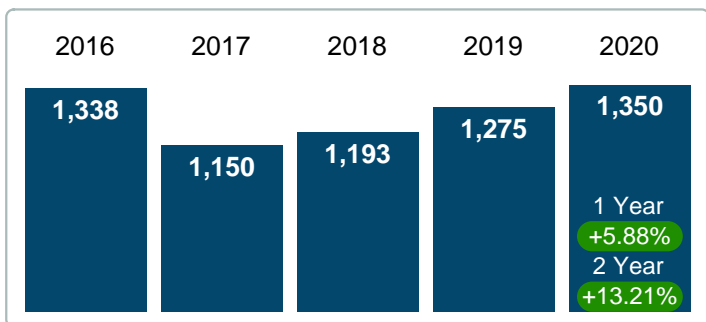
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



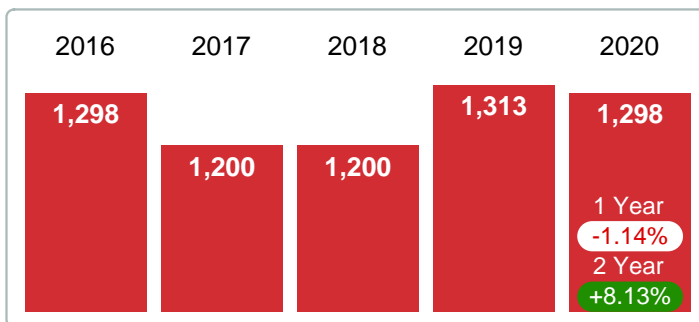
MEDIAN SOLD PRICE AT CLOSING

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

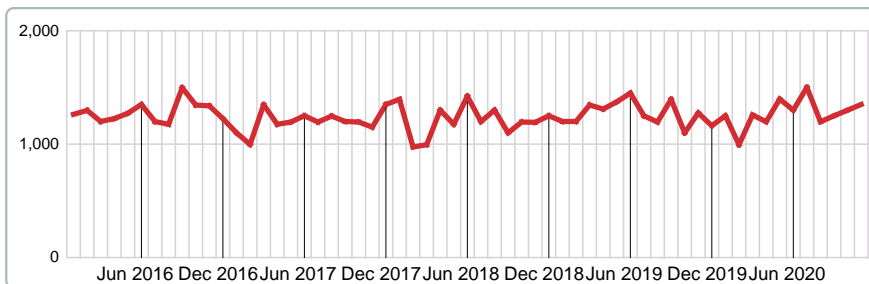
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,261

High Jul 2020 1,500 Low Feb 2018 975

Median Sold Price at Closing this month at 1,350 above the 5 yr NOV average of 1,261



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	<div style="width: 0%;"></div> 0	0.00%	1,375	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,375	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,375	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,375	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,375	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,375	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 12	100.00%	1,350	1,295	1,295	1,595	1,500
Median Sold Price			1,350	1,295	1,295	1,595	1,500
Total Closed Units		100%	1,350	1	7	3	1
Total Closed Volume			16,380	1,295	8,915	4,670	1,500

November 2020



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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

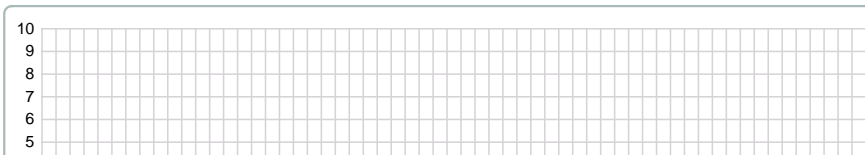
NOVEMBER

2016	2017	2018	2019	2020
------	------	------	------	------

YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
------	------	------	------	------

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	12	100.00%	100.00%	100.00%	100.00%	100.00%	94.04%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	94.04%	
Total Closed Units		12	100%	100.00%	1	7	3	1
Total Closed Volume		16,380			1,295	8,915	4,670	1,500

November 2020



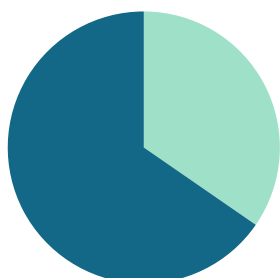
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



MARKET SUMMARY

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

INVENTORY

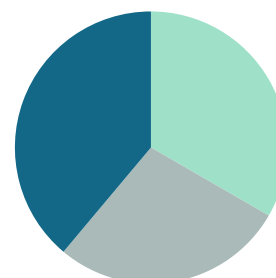


Inventory
 New Listings
9 = 34.62%
 Start Inventory
17
 Total Inventory Units
26
 Volume
\$36,150

Market Activity

Closed Sales
12 = 33.33%
 Pending Sales
10 = 27.78%
 Other Off Market
0 = 0.00%
 Active Inventory
14 = 38.89%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	23	12	-47.83%	172	140	-18.60%
Pending Sales	8	10	25.00%	68	69	1.47%
New Listings	18	9	-50.00%	215	143	-33.49%
Median List Price	1,275	1,375	7.84%	1,300	1,300	0.00%
Median Sale Price	1,275	1,350	5.88%	1,313	1,298	-1.14%
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	25.00	22.50	-10.00%	28.00	21.50	-23.21%
Monthly Inventory	32	14	-56.25%	32	14	-56.25%
Months Supply of Inventory	2.06	1.12	-45.75%	2.06	1.12	-45.75%

Absorption: Last 12 months, an Average of **13** Sales/Month

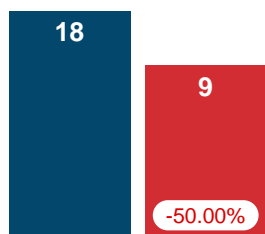
Inventory on November 30, 2020 = **14**

2019 **2020**

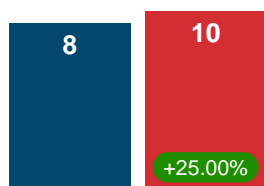
NOVEMBER MARKET

MEDIAN PRICES

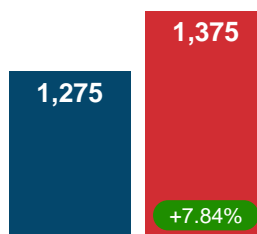
New Listings



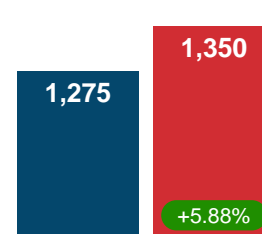
Pending Listings



List Price



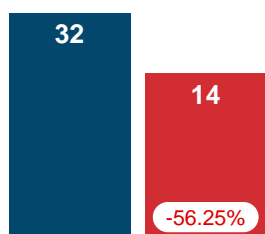
Sale Price



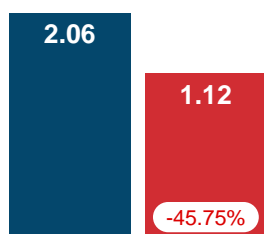
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

