

November 2020



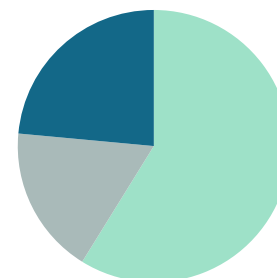
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) -
Leasing Property Type



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.

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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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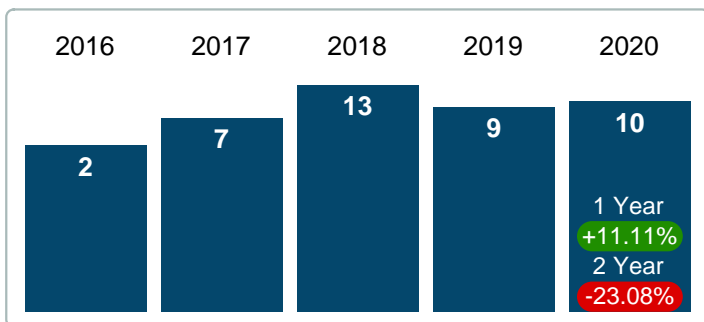
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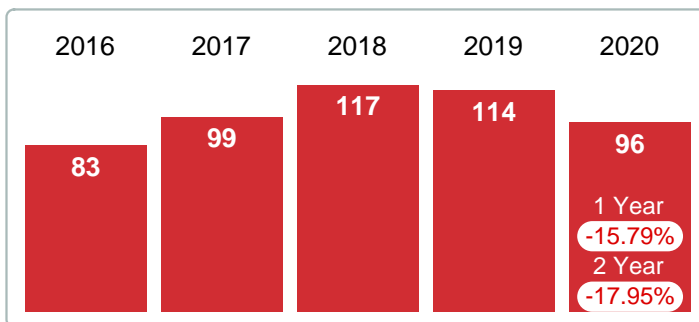
CLOSED LISTINGS

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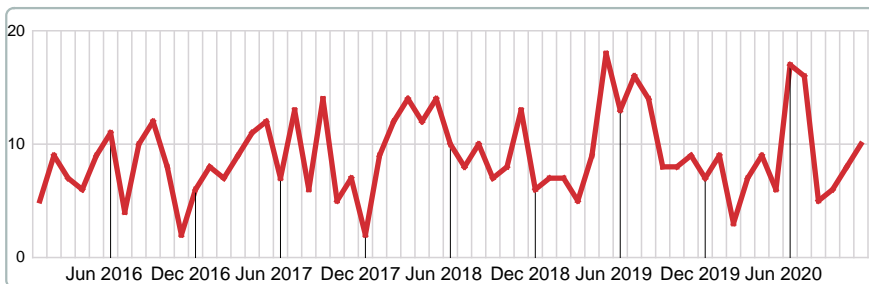
NOVEMBER



YEAR TO DATE (YTD)

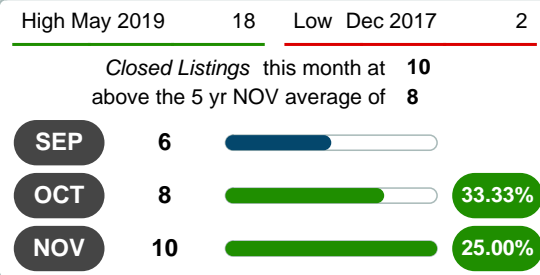


5 YEAR MARKET ACTIVITY TRENDS



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
Total Closed Units	10			0	6	4	0
Total Closed Volume	20,650	100%	18.2	0.00B	10.87K	9,785	0.00B
Average Closed Price	\$2,065			\$0	\$1,811	\$2,446	\$0

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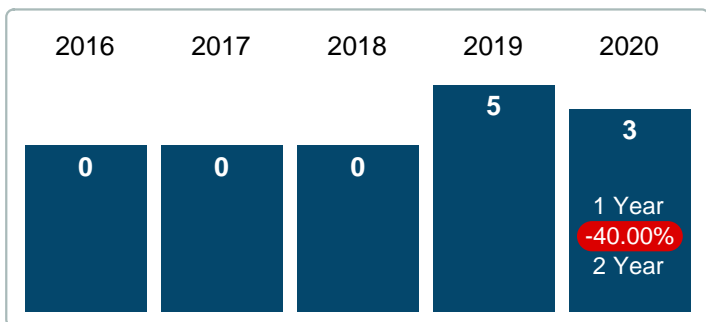
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



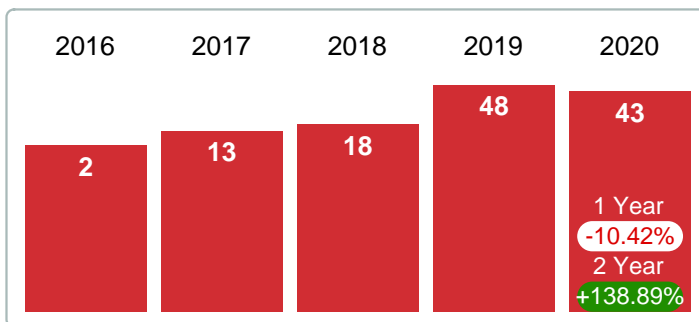
PENDING LISTINGS

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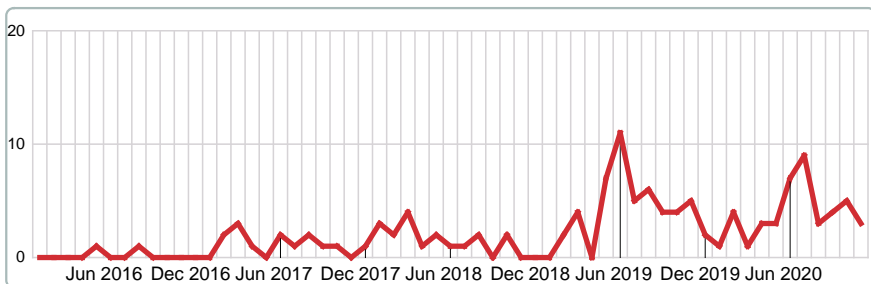
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

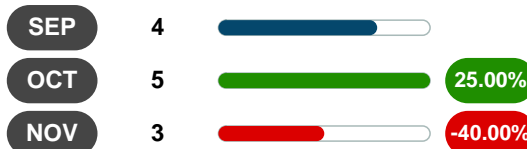


3 MONTHS

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
Total Pending Units	3			0	3	0	0
Total Pending Volume	5,470	100%	25.7	0.00B	5,470	0.00B	0.00B
Average Listing Price	\$1,823			\$0	\$1,823	\$0	\$0

November 2020



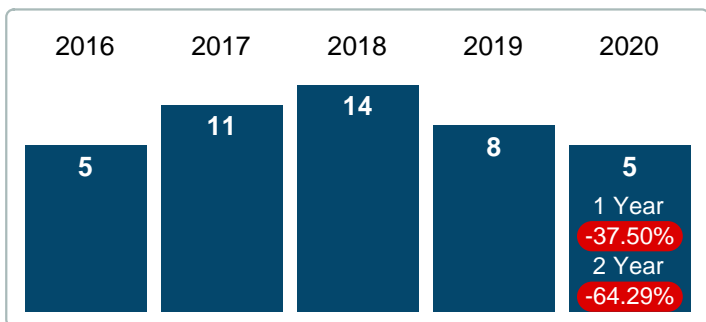
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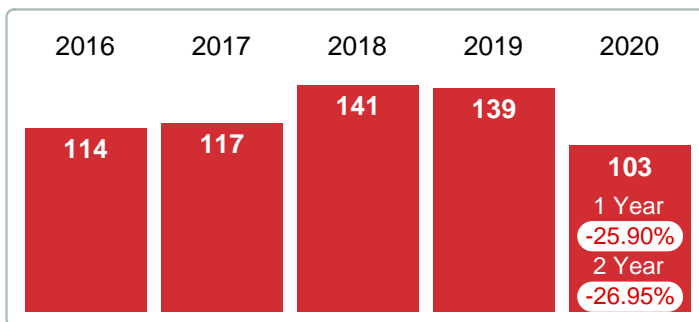
NEW LISTINGS

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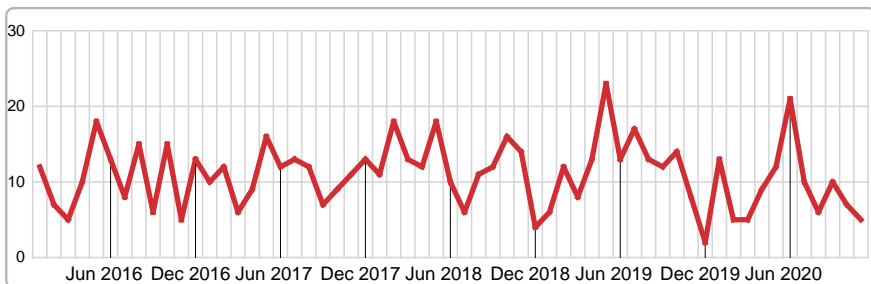
NOVEMBER



YEAR TO DATE (YTD)

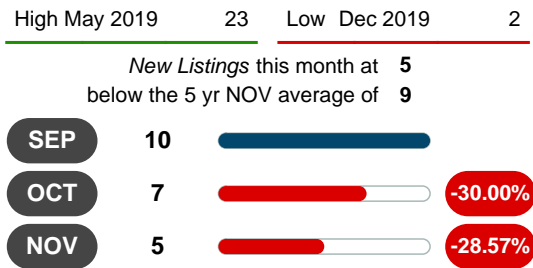


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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
Total New Listed Units	5		0	3	2	0
Total New Listed Volume	8,475	100%	0.00B	4,190	4,285	0.00B
Average New Listed Listing Price	\$1,760		\$0	\$1,397	\$2,143	\$0

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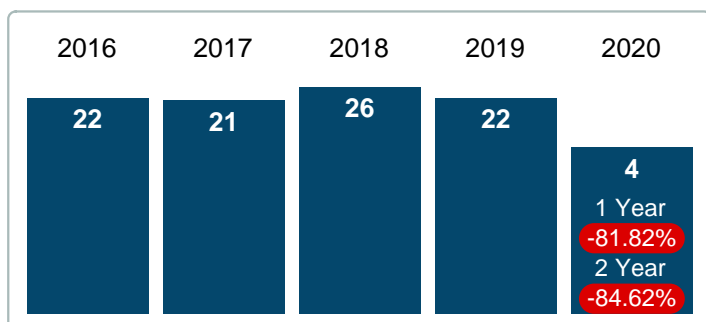
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



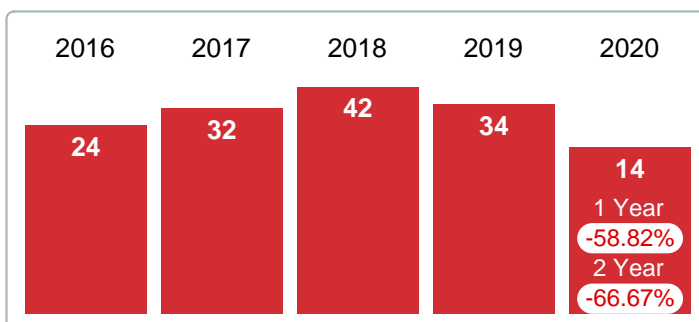
ACTIVE INVENTORY

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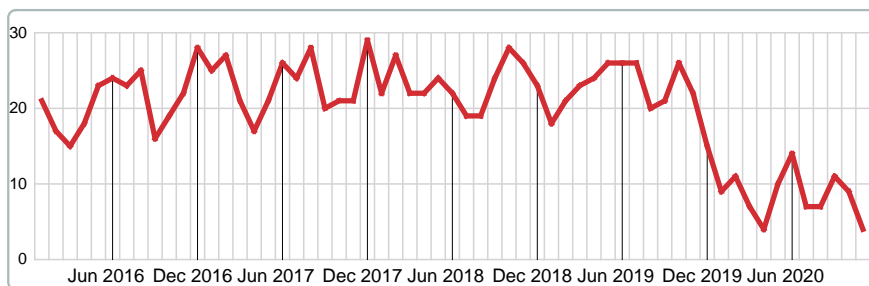
END OF NOVEMBER



ACTIVE DURING NOVEMBER

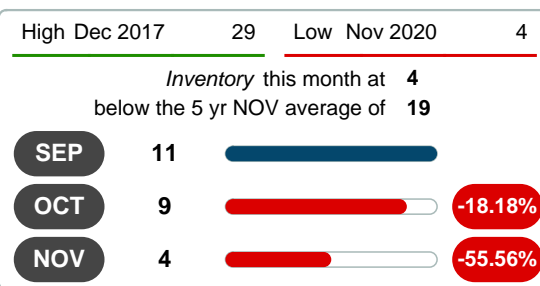


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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
Total Active Inventory by Units	4			0	3	0	1
Total Active Inventory by Volume	5,885	100%	61.3	0.00B	4,190	0.00B	1,695
Average Active Inventory Listing Price	\$1,471			\$0	\$1,397	\$0	\$1,695

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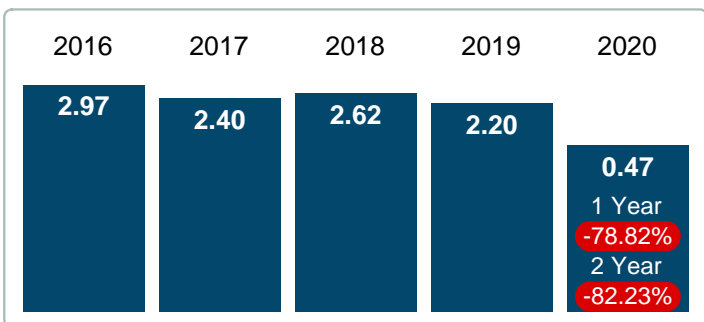
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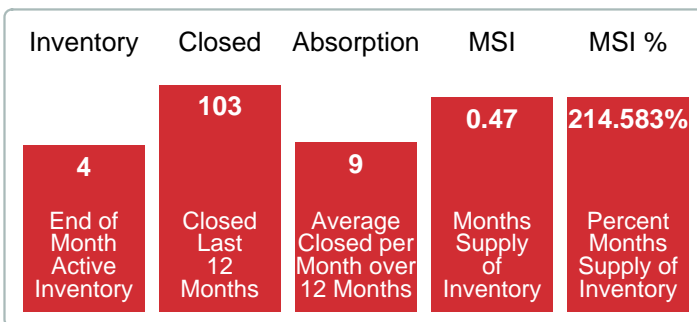
MONTHS SUPPLY of INVENTORY (MSI)

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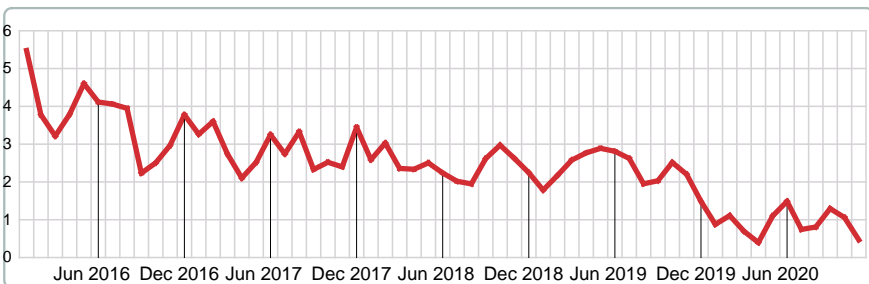
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.13

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

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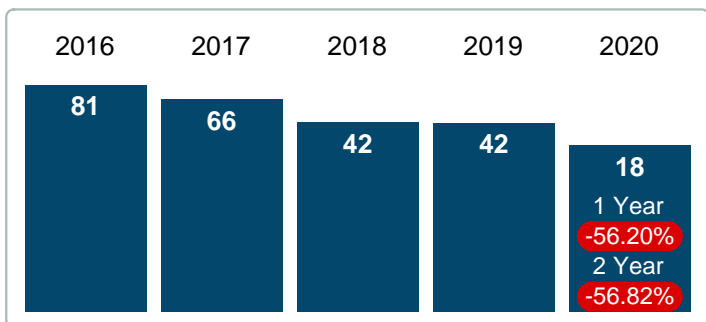
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



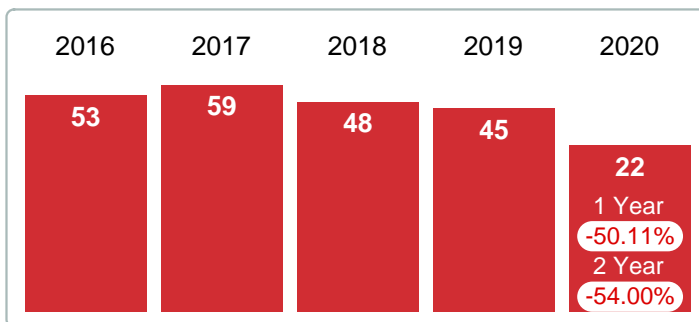
AVERAGE DAYS ON MARKET TO SALE

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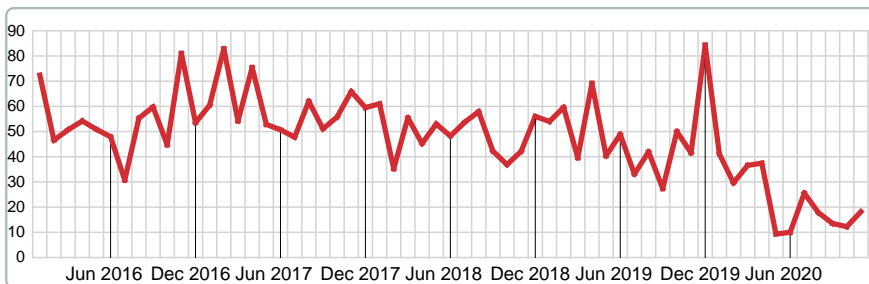
NOVEMBER



YEAR TO DATE (YTD)

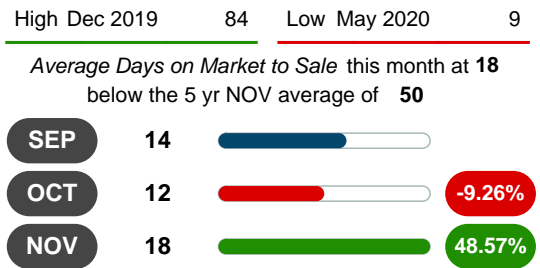


5 YEAR MARKET ACTIVITY TRENDS



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

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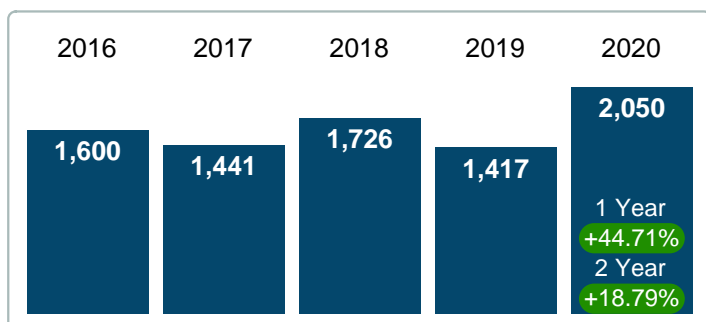
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



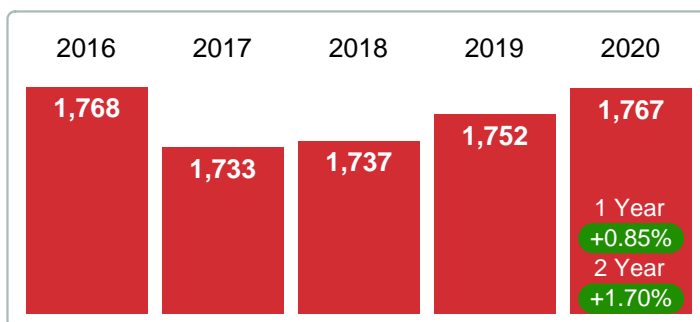
AVERAGE LIST PRICE AT CLOSING

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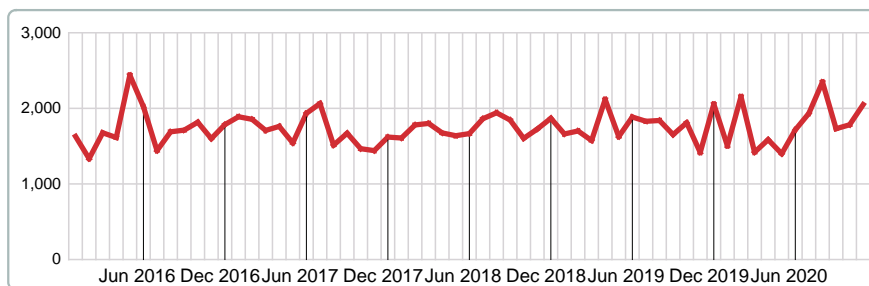
NOVEMBER



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**

Month	Price	% Change
SEP	1,731	
OCT	1,783	2.99%
NOV	2,050	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	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%	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

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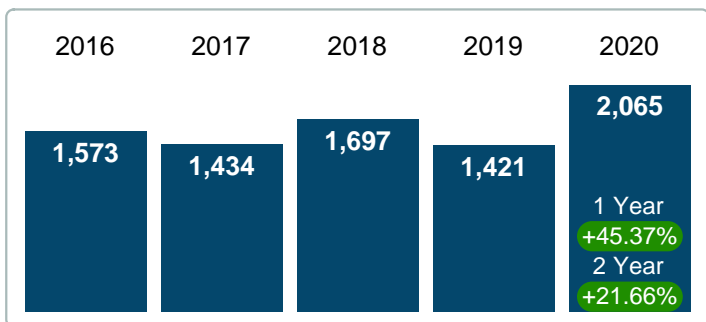
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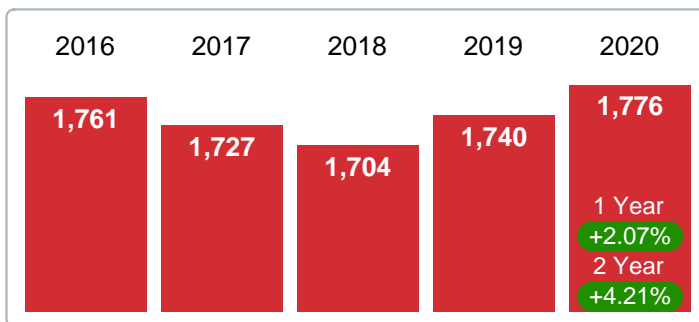
AVERAGE SOLD PRICE AT CLOSING

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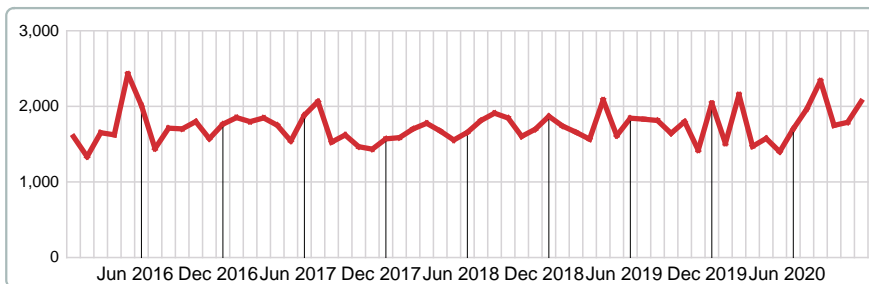
NOVEMBER



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: 70%;"></div>
OCT	1,789	<div style="width: 80%;"></div> 2.31%
NOV	2,065	<div style="width: 100%;"></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

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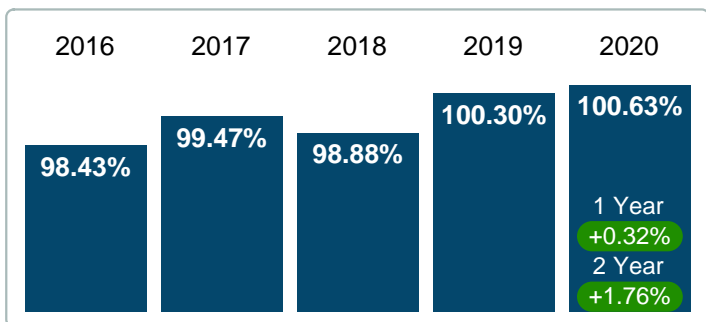
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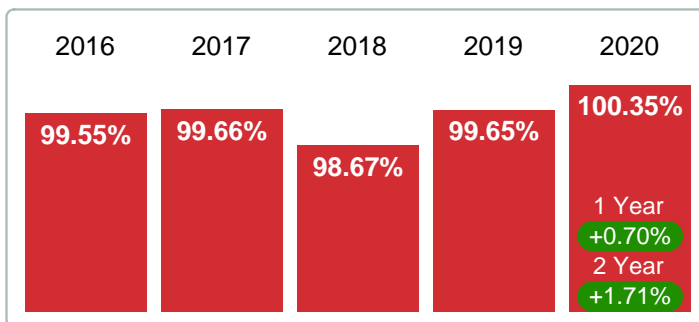
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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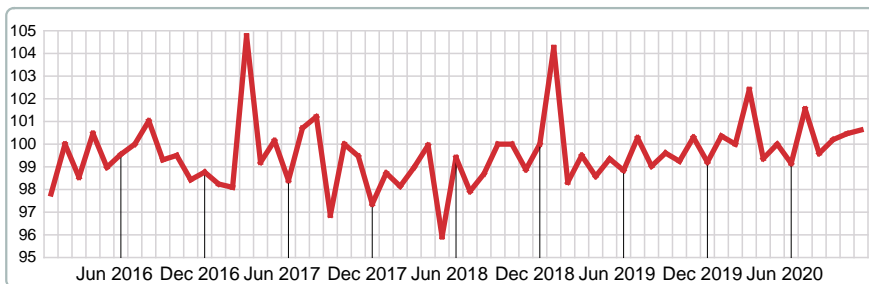
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

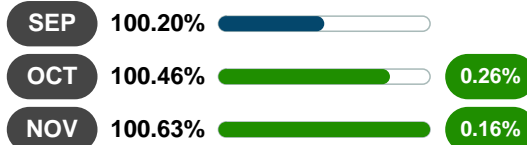


3 MONTHS

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

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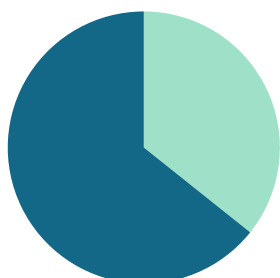
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



MARKET SUMMARY

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

INVENTORY

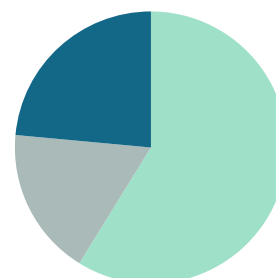


Inventory
 New Listings
5 = 35.71%
 Start Inventory
9
 Total Inventory Units
14
 Volume
\$26,385

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

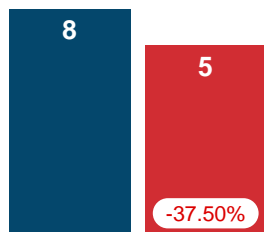
Inventory on November 30, 2020 = **4**

2019 **2020**

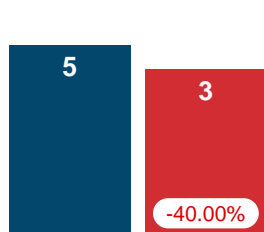
NOVEMBER MARKET

AVERAGE PRICES

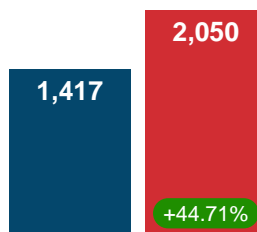
New Listings



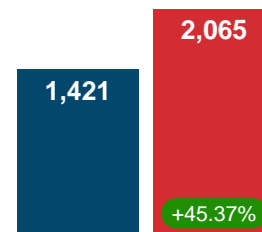
Pending Listings



List Price



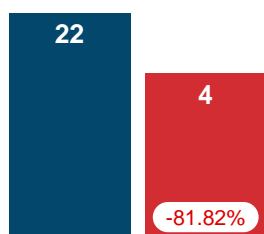
Sale Price



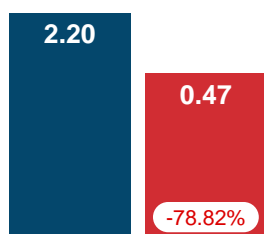
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

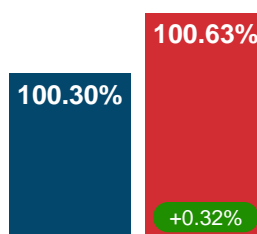
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

