

October 2020



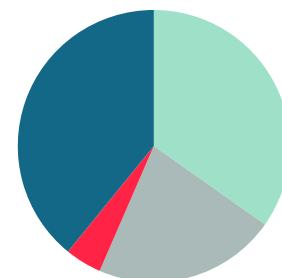
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	8	8	0.00%
Pending Listings	4	5	25.00%
New Listings	14	7	-50.00%
Median List Price	1,620	1,710	5.56%
Median Sale Price	1,620	1,710	5.56%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	33.50	13.00	-61.19%
End of Month Inventory	26	9	-65.38%
Months Supply of Inventory	2.52	1.06	-57.92%



■ Closed (34.78%)
■ Pending (21.74%)
■ Other OffMarket (4.35%)
■ Active (39.13%)

Absorption: Last 12 months, an Average of **9** Sales/Month
Active Inventory as of October 31, 2020 = **9**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **65.38%** to 9 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 **1.06** 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 **5.56%** in October 2020 to \$1,710 versus the previous year at \$1,620.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 20.50 days or **61.19%** in October 2020 compared to last year's same month at **33.50** DOM.

Sales Success for October 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 7 New Listings in October 2020, down **50.00%** from last year at 14. Furthermore, there were 8 Closed Listings this month versus last year at 8, a **0.00%** decrease.

Closed versus Listed trends yielded a **114.3%** ratio, up from previous year's, October 2019, at **57.1%**, a **100.00%** 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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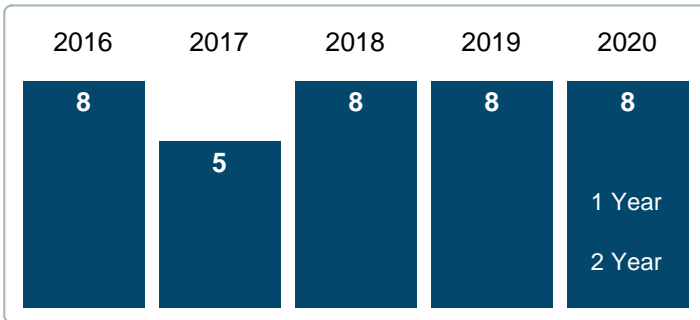
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



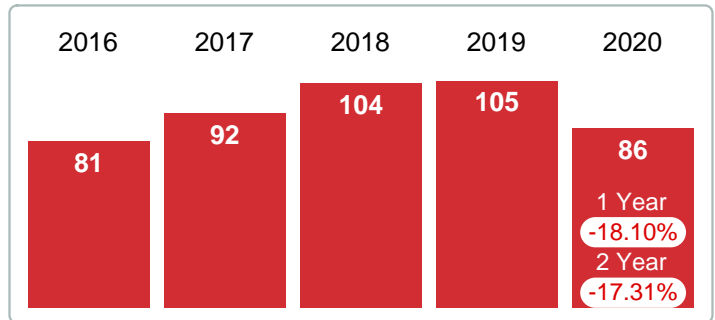
CLOSED LISTINGS

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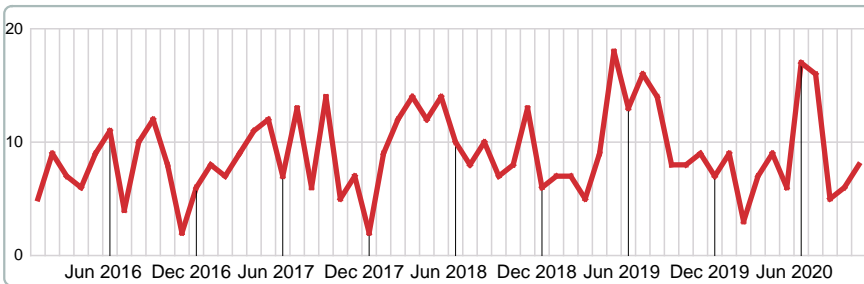
OCTOBER



YEAR TO DATE (YTD)

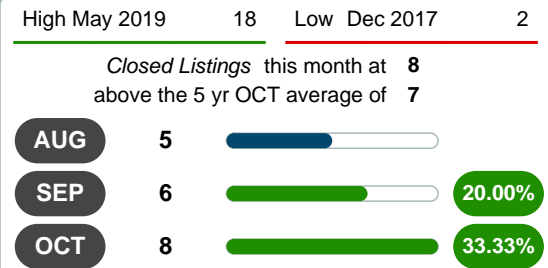


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 7



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	8	100.00%	13.0	0	5	3	0
Total Closed Units	8			0	5	3	0
Total Closed Volume	14,310	100%	13.0	0.00B	7,690	6,620	0.00B
Median Closed Price	\$1,710			\$0	\$1,445	\$1,795	\$0

October 2020



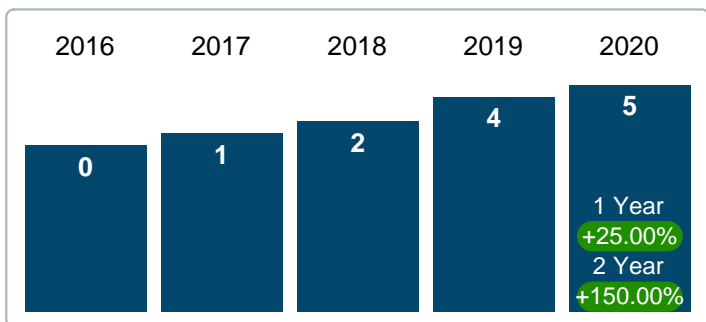
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



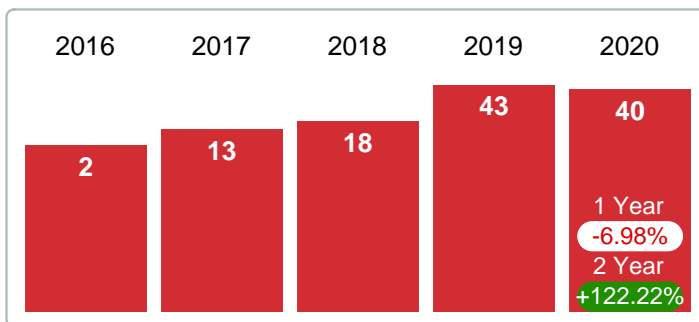
PENDING LISTINGS

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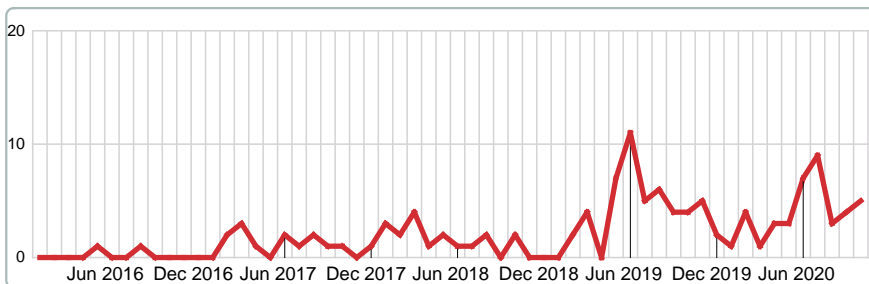
OCTOBER



YEAR TO DATE (YTD)

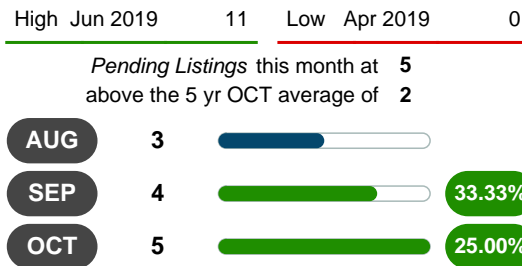


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2



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%	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	5	100.00%	17.0	0	3	2	0
Total Pending Units	5			0	3	2	0
Total Pending Volume	9,965	100%	17.0	0.00B	5,640	4,325	0.00B
Median Listing Price	\$1,795			\$0	\$1,795	\$2,163	\$0

October 2020



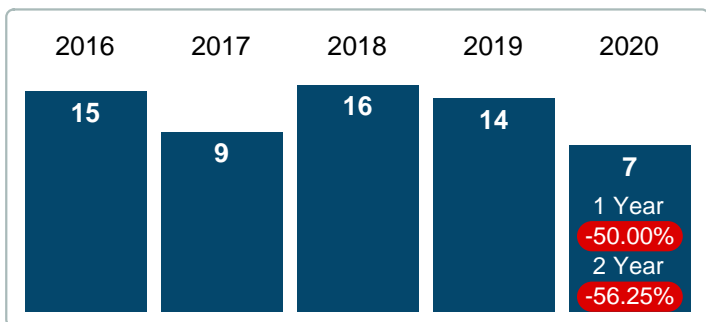
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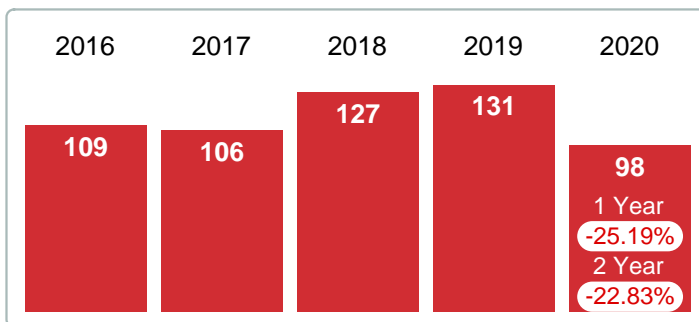
NEW LISTINGS

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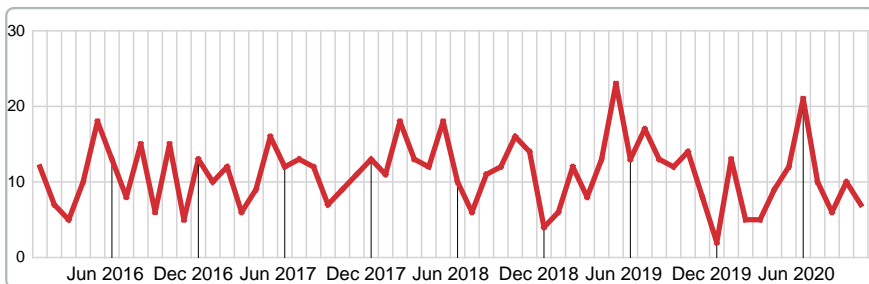
OCTOBER



YEAR TO DATE (YTD)

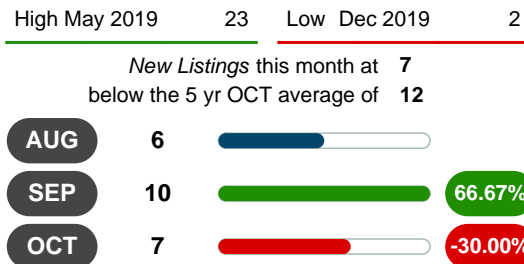


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 12



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	6	1	0
Total New Listed Units	7		0	6	1	0
Total New Listed Volume	12,815	100%	0.00B	11.02K	1,795	0.00B
Median New Listed Listing Price	\$1,795		\$0	\$1,663	\$1,795	\$0

October 2020



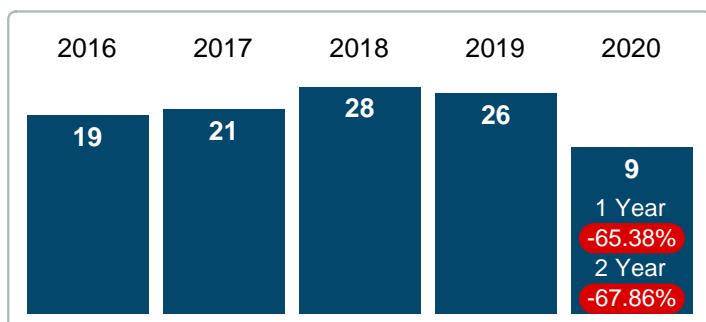
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



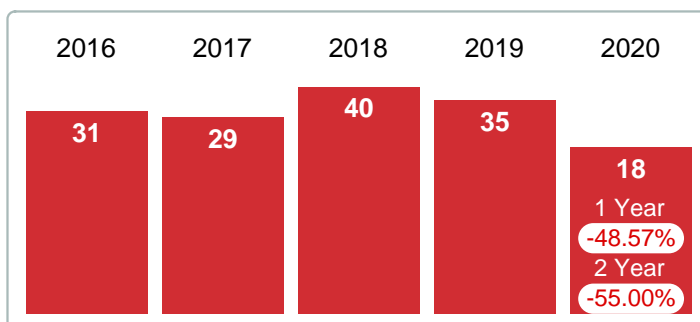
ACTIVE INVENTORY

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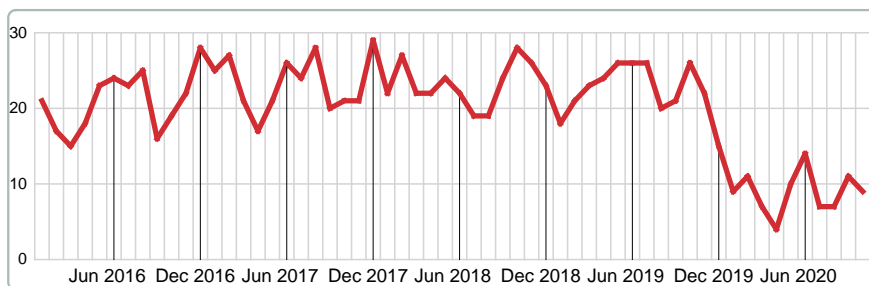
END OF OCTOBER



ACTIVE DURING OCTOBER

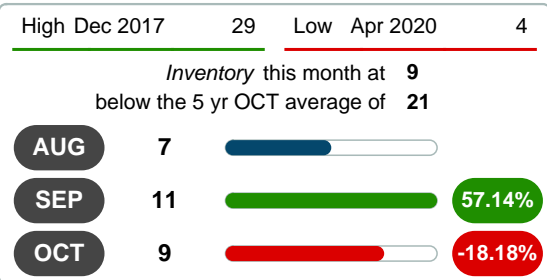


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 21



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less		0.00%	17.0	0	0	0	0
\$1 \$0		0.00%	17.0	0	0	0	0
\$1 \$0		0.00%	17.0	0	0	0	0
\$1 \$0		0.00%	17.0	0	0	0	0
\$1 \$0		0.00%	17.0	0	0	0	0
\$1 \$0		0.00%	17.0	0	0	0	0
\$1 and up		100.00%	23.0	0	6	2	1
Total Active Inventory by Units		9		0	6	2	1
Total Active Inventory by Volume		17,910	100%	0.00B	10.72K	5,500	1,695
Median Active Inventory Listing Price		\$1,695		\$0	\$1,510	\$2,750	\$1,695

October 2020



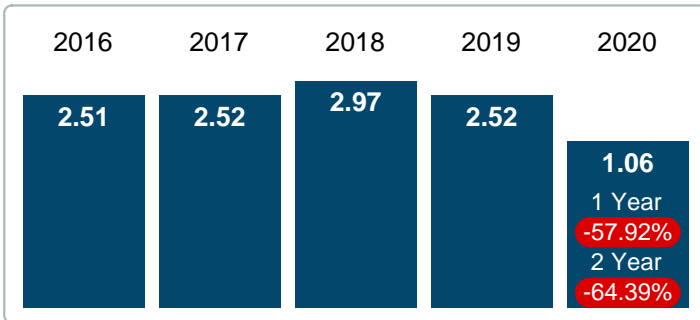
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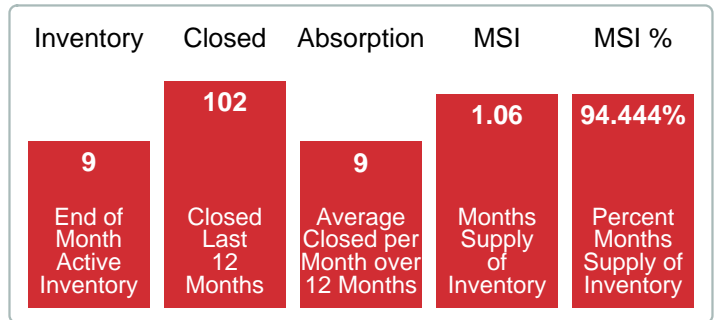
MONTHS SUPPLY of INVENTORY (MSI)

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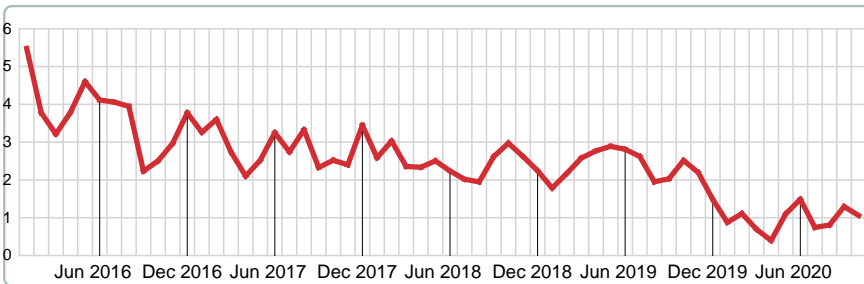
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

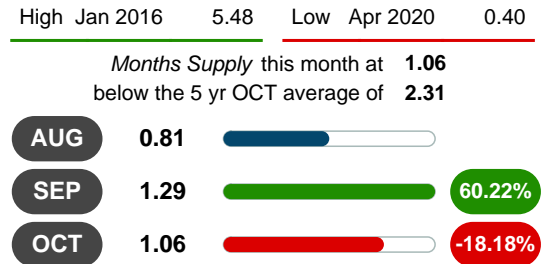


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.31



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	9	100.00%	1.06	0.00	1.13	0.80	2.40
Market Supply of Inventory (MSI)			1.06	0.00	1.13	0.80	2.40
Total Active Inventory by Units		100%	1.06	0	6	2	1

October 2020



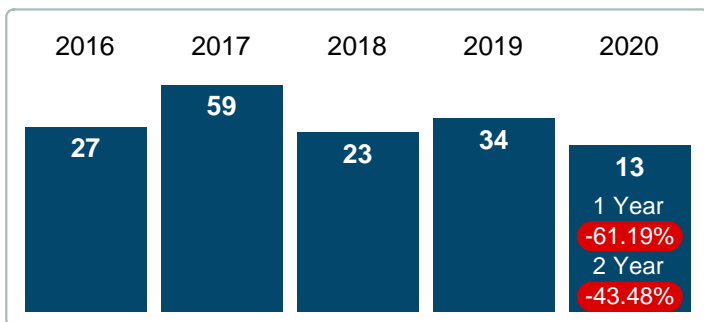
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



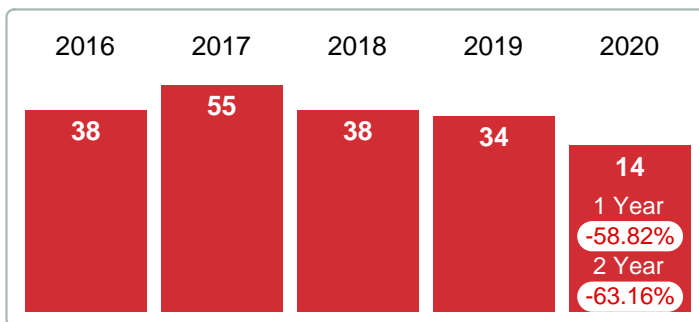
MEDIAN DAYS ON MARKET TO SALE

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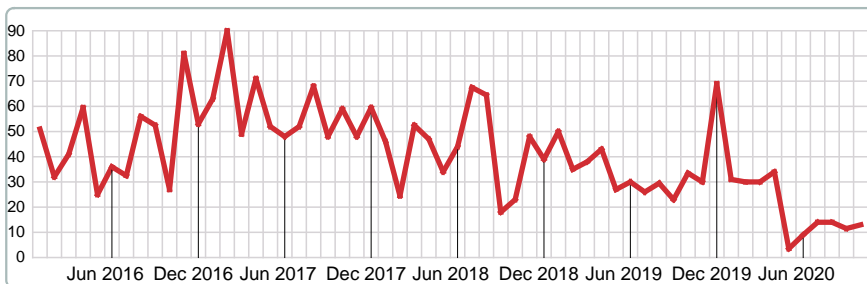
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 31

High Feb 2017 90 Low May 2020 4

Median Days on Market to Sale this month at 13 below the 5 yr OCT average of 31



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%	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	8	100.00%	13	0	12	14	0
Median Closed DOM			13	0	12	14	0
Total Closed Units		100%	13.0		5	3	
Total Closed Volume			14,310	0.00B	7,690	6,620	0.00B

October 2020



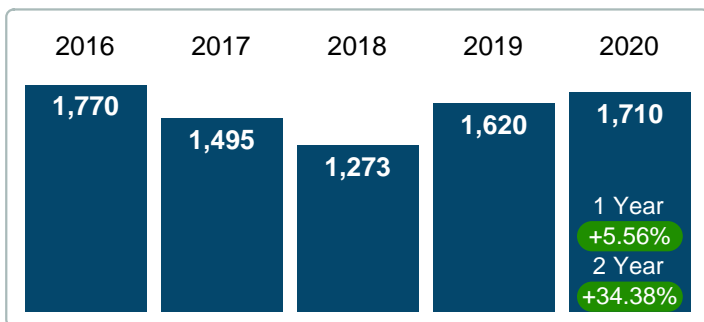
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



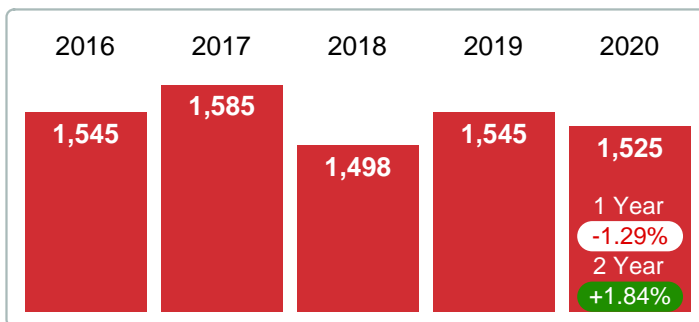
MEDIAN LIST PRICE AT CLOSING

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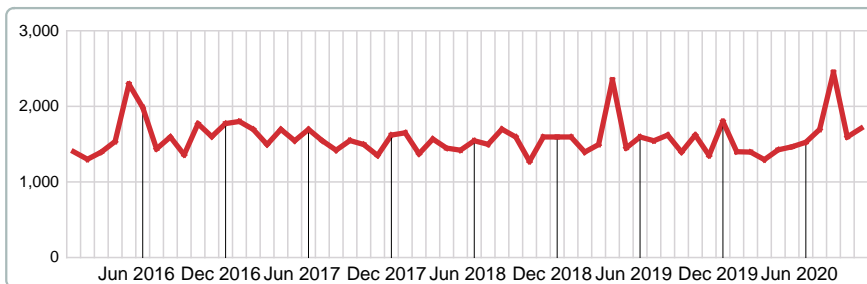
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,574

High Aug 2020 2,450 Low Oct 2018 1,273

Median List Price at Closing this month at 1,710 above the 5 yr OCT average of 1,574

Month	Price	Change
AUG	2,450	
SEP	1,595	-34.90%
OCT	1,710	7.21%

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%	13	0	0	0	0
\$1 \$0	0	0.00%	13	0	0	0	0
\$1 \$0	0	0.00%	13	0	0	0	0
\$1 \$0	0	0.00%	13	0	0	0	0
\$1 \$0	0	0.00%	13	0	0	0	0
\$1 \$0	0	0.00%	13	0	0	0	0
\$1 and up	8	100.00%	1,710	0	1,445	1,795	0
Median List Price			1,710	0	1,445	1,795	0
Total Closed Units		100%	1,710		5	3	
Total Closed Volume			14,260	0.00B	7,640	6,620	0.00B

October 2020



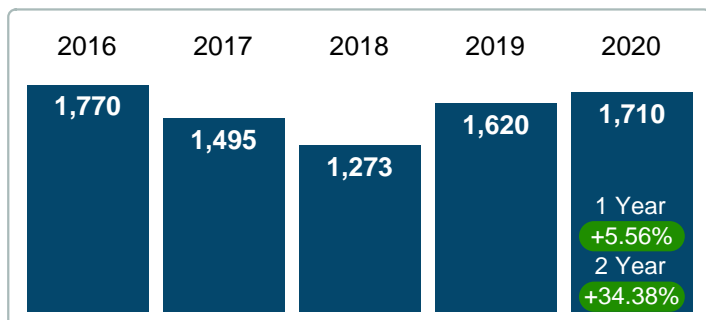
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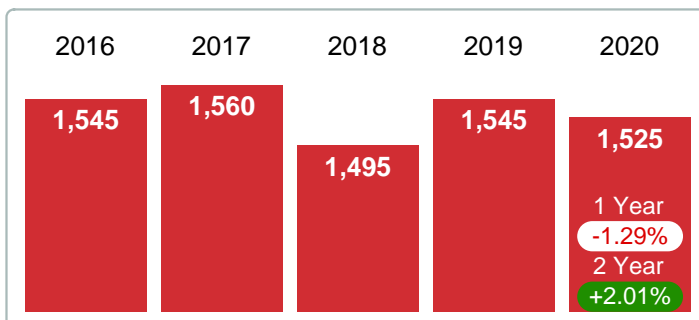
MEDIAN SOLD PRICE AT CLOSING

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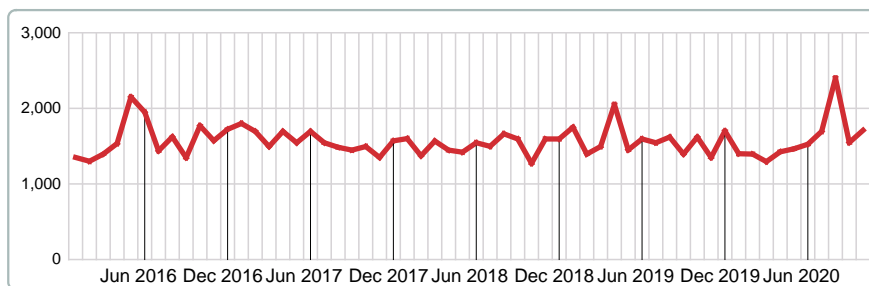
OCTOBER



YEAR TO DATE (YTD)

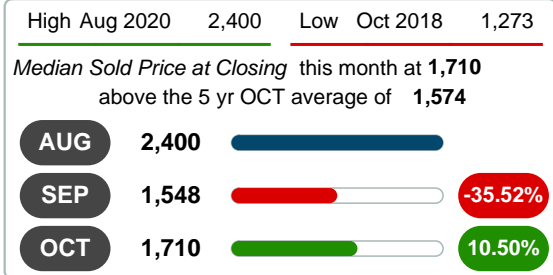


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,574



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%	1,710	0	0	0	0
\$1 \$0	0	0.00%	1,710	0	0	0	0
\$1 \$0	0	0.00%	1,710	0	0	0	0
\$1 \$0	0	0.00%	1,710	0	0	0	0
\$1 \$0	0	0.00%	1,710	0	0	0	0
\$1 \$0	0	0.00%	1,710	0	0	0	0
\$1 and up	8	100.00%	1,710	0	1,445	1,795	0
Median Sold Price			1,710	0	1,445	1,795	0
Total Closed Units		100%	1,710		5	3	
Total Closed Volume			14,310	0.00B	7,690	6,620	0.00B

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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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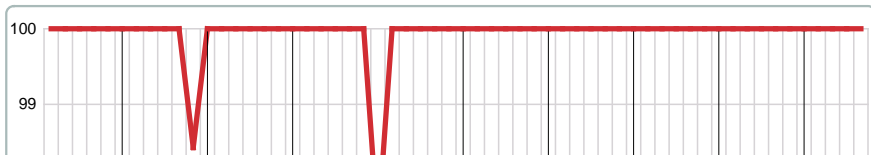
OCTOBER

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 OCT AVG = 100.00%

High Oct 2020 100.00% Low Dec 2017 97.36%

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

AUG 100.00%
SEP 100.00%
OCT 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%	1,710.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,710.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,710.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,710.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,710.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,710.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	8	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		8	100%		5	3	
Total Closed Volume		14,310		0.00B	7,690	6,620	0.00B

October 2020



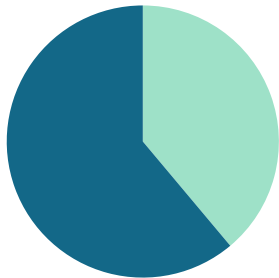
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MARKET SUMMARY

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INVENTORY

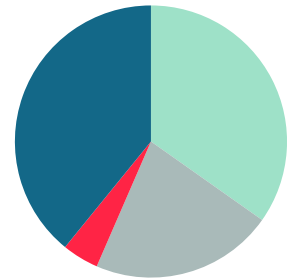


Inventory
 New Listings
7 = 38.89%
 Start Inventory
11
 Total Inventory Units
18
 Volume
\$33,770

Market Activity

Closed Sales
8 = 34.78%
 Pending Sales
5 = 21.74%
 Other Off Market
1 = 4.35%
 Active Inventory
9 = 39.13%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	8	8	0.00%	105	86	-18.10%
Pending Sales	4	5	25.00%	43	40	-6.98%
New Listings	14	7	-50.00%	131	98	-25.19%
Median List Price	1,620	1,710	5.56%	1,545	1,525	-1.29%
Median Sale Price	1,620	1,710	5.56%	1,545	1,525	-1.29%
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	33.50	13.00	-61.19%	34.00	14.00	-58.82%
Monthly Inventory	26	9	-65.38%	26	9	-65.38%
Months Supply of Inventory	2.52	1.06	-57.92%	2.52	1.06	-57.92%

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

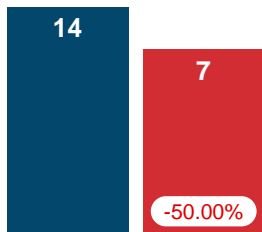
Inventory on October 31, 2020 = **9**

2019 **2020**

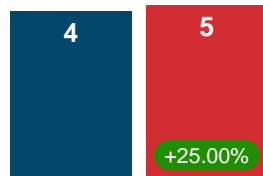
OCTOBER MARKET

MEDIAN PRICES

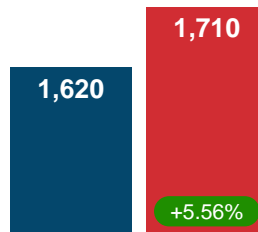
New Listings



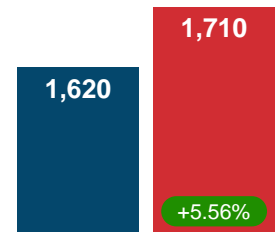
Pending Listings



List Price



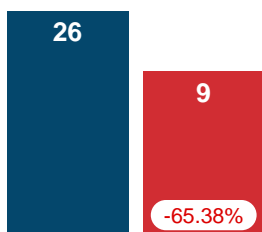
Sale Price



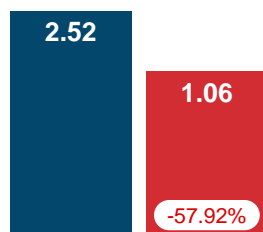
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

