

October 2020



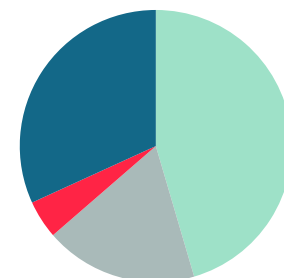
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
(3) - Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	18	20	11.11%
Pending Listings	9	8	-11.11%
New Listings	15	18	20.00%
Average List Price	1,423	1,380	-3.03%
Average Sale Price	1,430	1,369	-4.23%
Average Percent of Selling Price to List Price	100.55%	99.22%	-1.32%
Average Days on Market to Sale	27.83	26.15	-6.05%
End of Month Inventory	25	14	-44.00%
Months Supply of Inventory	1.16	0.78	-32.80%



Absorption: Last 12 months, an Average of **18** Sales/Month
Active Inventory as of October 31, 2020 = **14**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **44.00%** to 14 existing homes available for sale. Over the last 12 months this area has had an average of 18 closed sales per month. This represents an unsold inventory index of **0.78** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.23%** in October 2020 to \$1,369 versus the previous year at \$1,430.

Average Days on Market Shortens

The average number of **26.15** days that homes spent on the market before selling decreased by 1.68 days or **6.05%** in October 2020 compared to last year's same month at **27.83** DOM.

Sales Success for October 2020 is Positive

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

There were 18 New Listings in October 2020, up **20.00%** from last year at 15. Furthermore, there were 20 Closed Listings this month versus last year at 18, a **11.11%** increase.

Closed versus Listed trends yielded a **111.1%** ratio, down from previous year's, October 2019, at **120.0%**, a **7.41%** downswing. 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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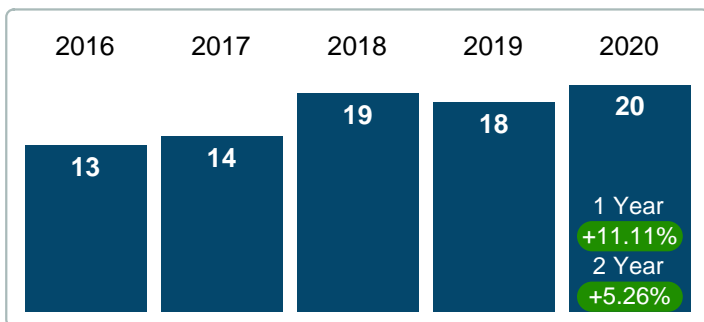
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



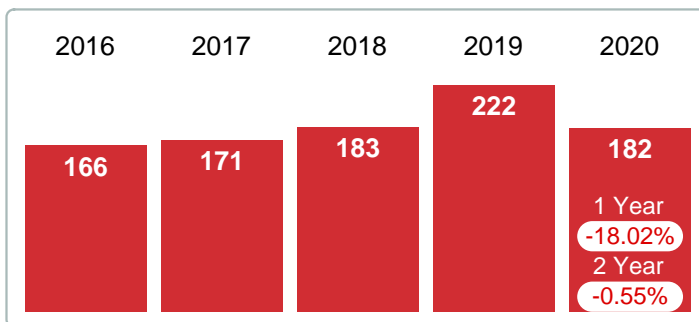
CLOSED LISTINGS

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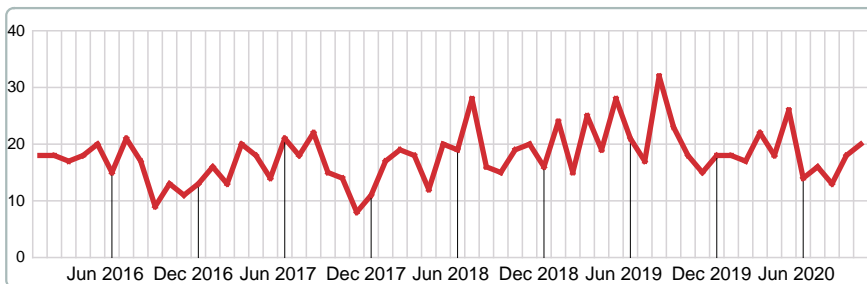
OCTOBER



YEAR TO DATE (YTD)

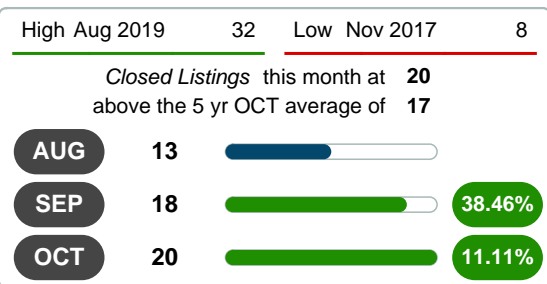


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 17



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	20	100.00%	26.2	2	15	3	0
Total Closed Units	20			2	15	3	0
Total Closed Volume	27,385	100%	26.2	2,450	19,50K	5,440	0.00B
Average Closed Price	\$1,369			\$1,225	\$1,300	\$1,813	\$0

October 2020



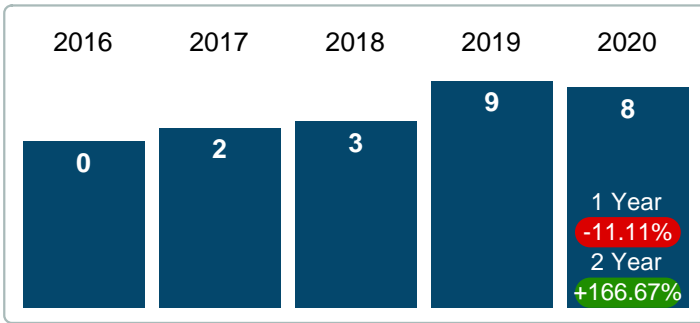
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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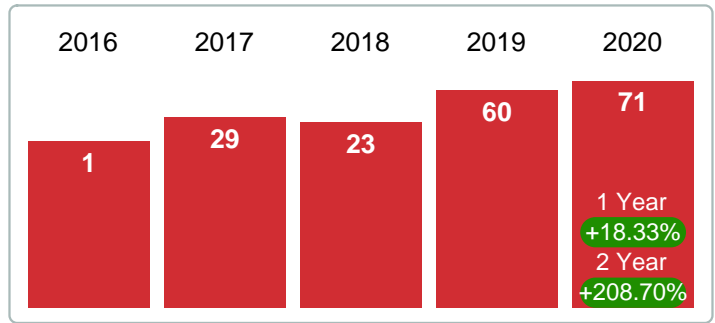
PENDING LISTINGS

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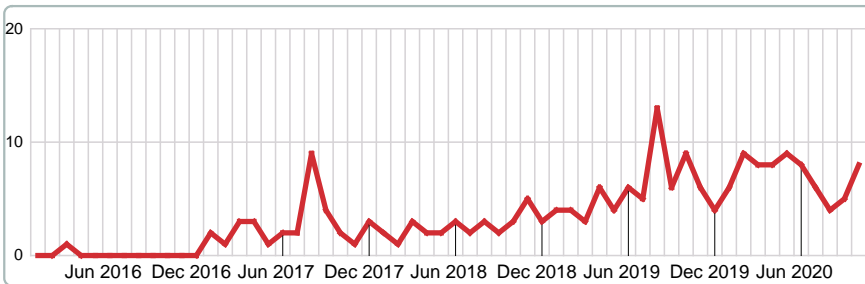
OCTOBER



YEAR TO DATE (YTD)

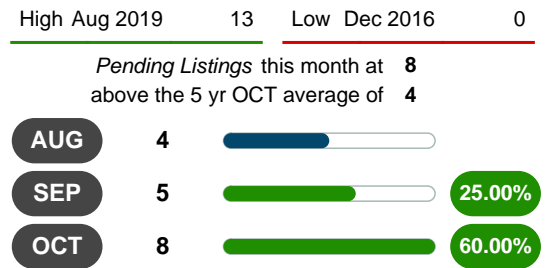


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4



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	8	100.00%	15.5	1	4	3	0
Total Pending Units	8			1	4	3	0
Total Pending Volume	14,000	100%	15.7	1,750	6,105	6,145	0.00B
Average Listing Price	\$1,729			\$1,750	\$1,526	\$2,048	\$0

October 2020



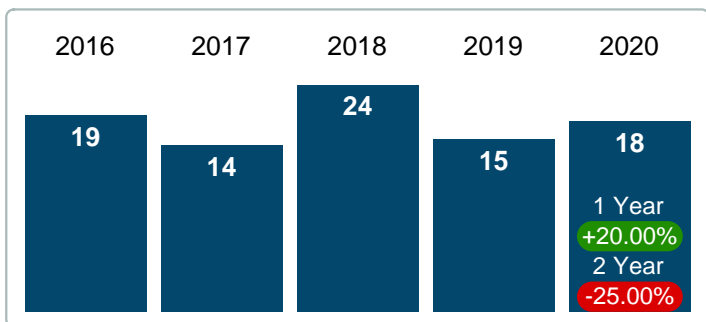
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



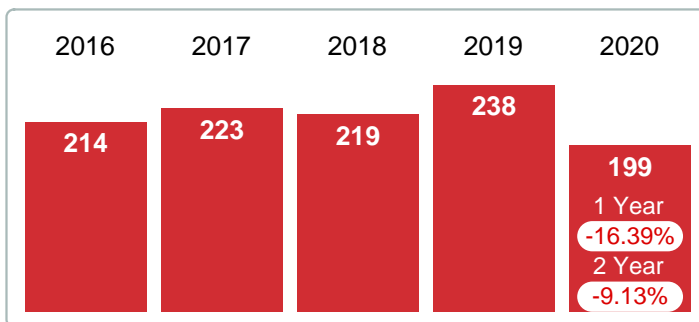
NEW LISTINGS

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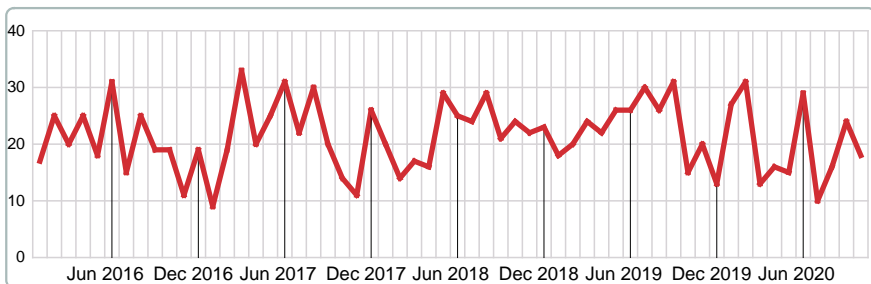
OCTOBER



YEAR TO DATE (YTD)

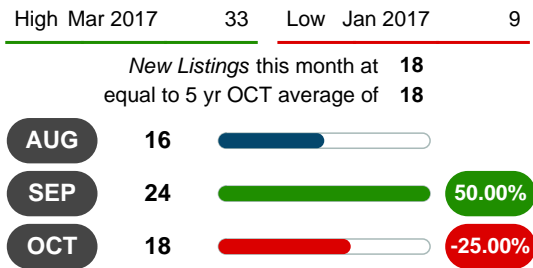


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 18



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 and up	18	100.00%	2	11	5	0
Total New Listed Units	18		2	11	5	0
Total New Listed Volume	26,490	100%	1,650	15.40K	9,440	0.00B
Average New Listed Listing Price	\$1,446		\$825	\$1,400	\$1,888	\$0

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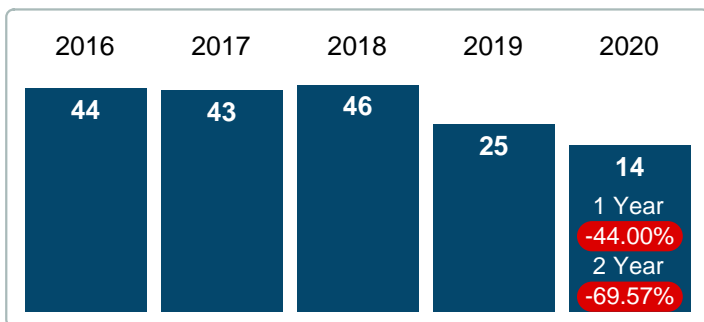
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



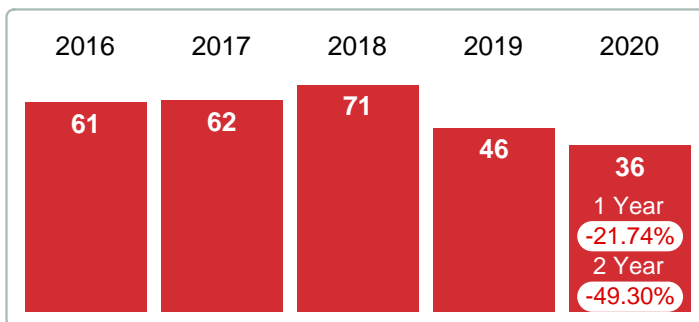
ACTIVE INVENTORY

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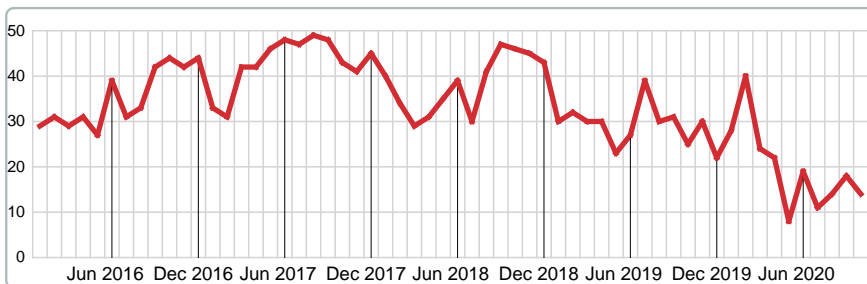
END OF OCTOBER



ACTIVE DURING OCTOBER

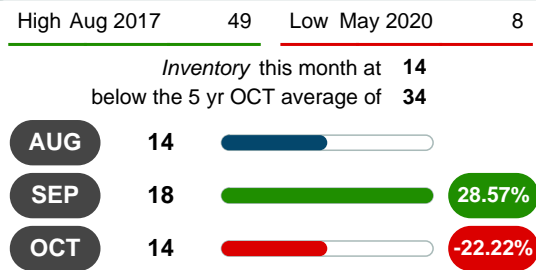


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 34



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	14	100.00%	18.6	2	7	5	0
Total Active Inventory by Units			14	2	7	5	0
Total Active Inventory by Volume			21,600	2,100	10,21K	9,290	0.00B
Average Active Inventory Listing Price			\$1,543	\$1,050	\$1,459	\$1,858	\$0

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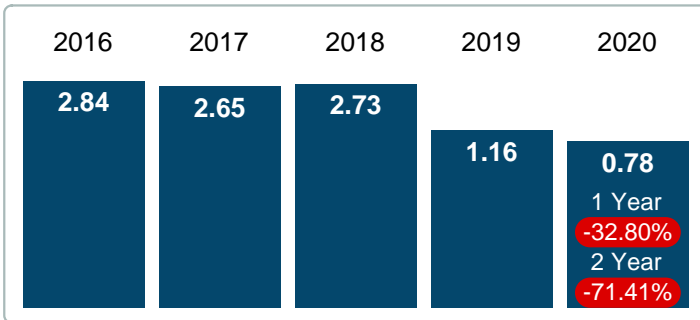
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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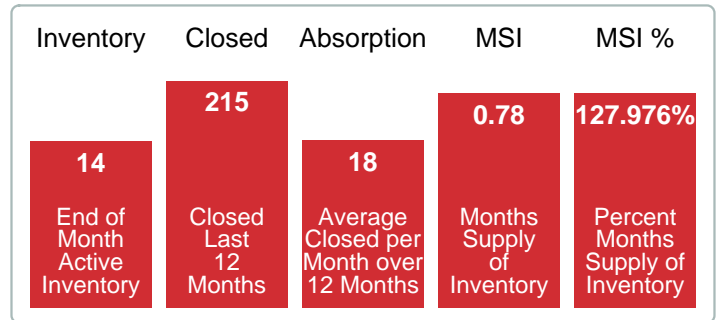
MONTHS SUPPLY of INVENTORY (MSI)

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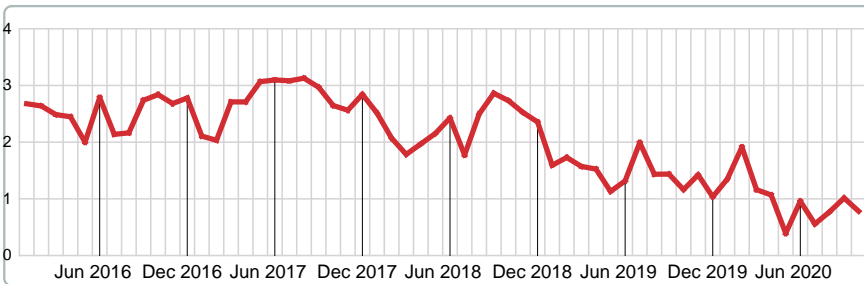
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020



5 YEAR MARKET ACTIVITY TRENDS

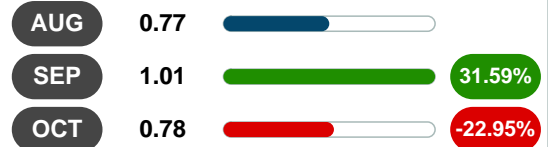


3 MONTHS

5 year OCT AVG = 2.03

High Aug 2017 3.13 Low May 2020 0.39

Months Supply this month at **0.78**
below the 5 yr OCT average of **2.03**



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%	0.78	1.71	0.56	1.22	0.00
Market Supply of Inventory (MSI)	0.78			1.71	0.56	1.22	0.00
Total Active Inventory by Units	14	100%	0.78	2	7	5	0

October 2020



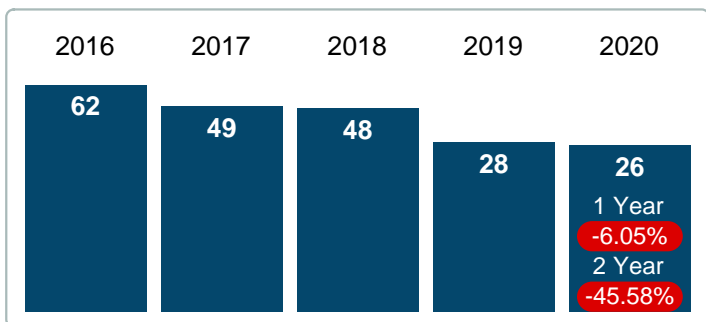
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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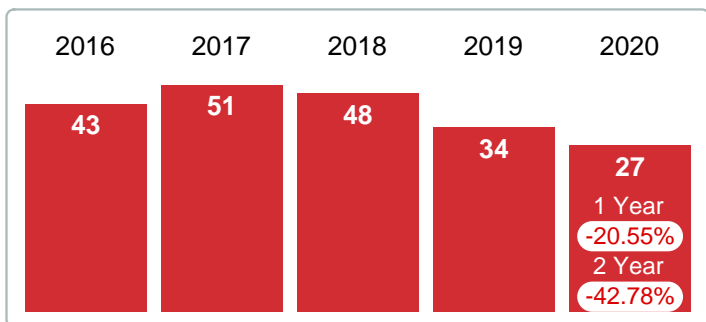
AVERAGE DAYS ON MARKET TO SALE

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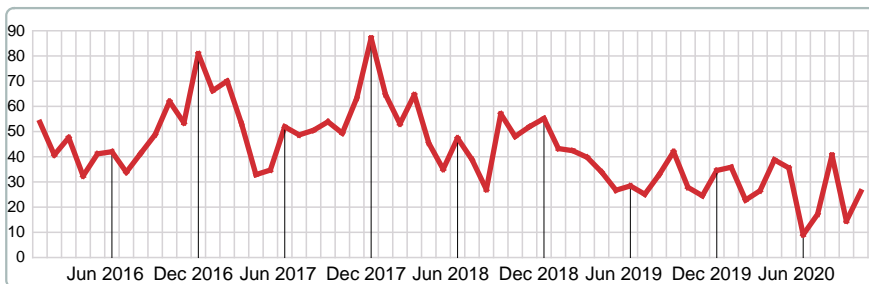
OCTOBER



YEAR TO DATE (YTD)

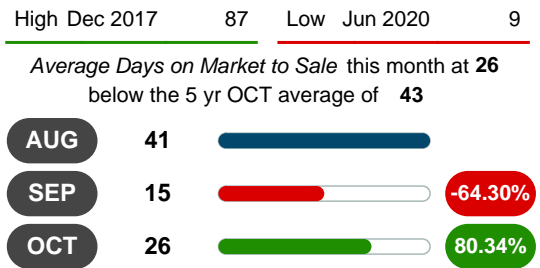


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43



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	20	100.00%	26	11	26	39	0
Average Closed DOM			26	11	26	39	0
Total Closed Units		100%	26	2	15	3	
Total Closed Volume			27,385	2,450	19.50K	5,440	0.00B

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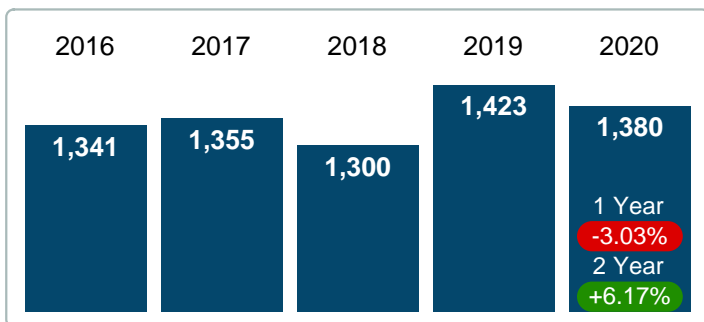
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



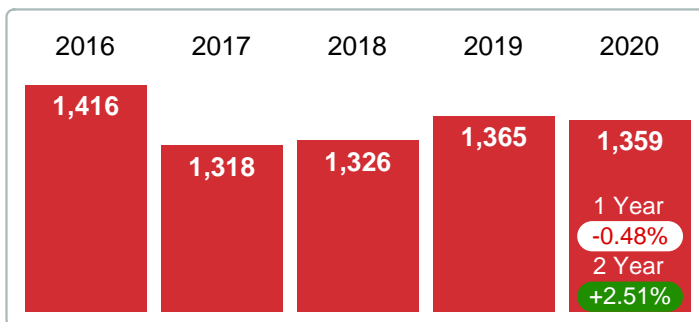
AVERAGE LIST PRICE AT CLOSING

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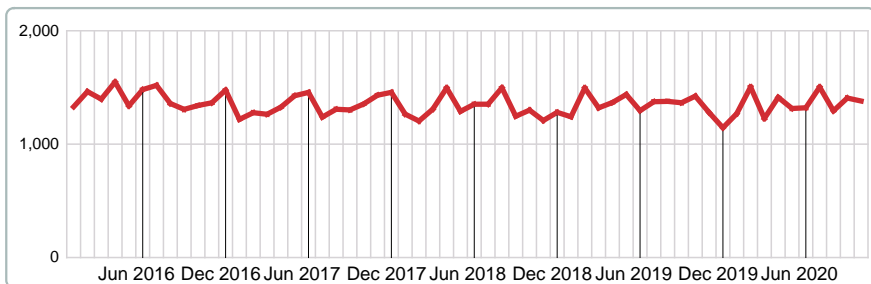
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,360

High Apr 2016 1,548 | Low Dec 2019 1,144

Average List Price at Closing this month at **1,380** above the 5 yr OCT average of **1,360**

AUG	1,294	<div style="width: 80%;"></div>
SEP	1,407	<div style="width: 100%; background-color: green;"></div> 8.72%
OCT	1,380	<div style="width: 100%; background-color: red;"></div> -1.88%

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> 20	100.00%	1,380	1,225	1,314	1,813	0
Average List Price			1,380	1,225	1,314	1,813	0
Total Closed Units		100%	1,380	2	15	3	
Total Closed Volume			27,605	2,450	19.72K	5,440	0.00B

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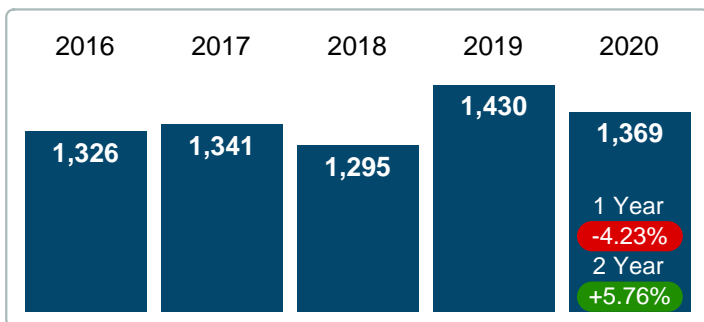
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



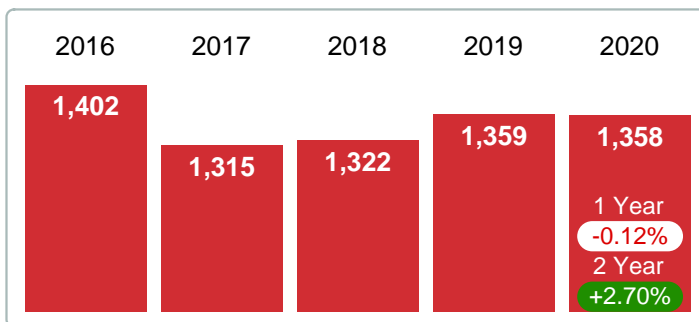
AVERAGE SOLD PRICE AT CLOSING

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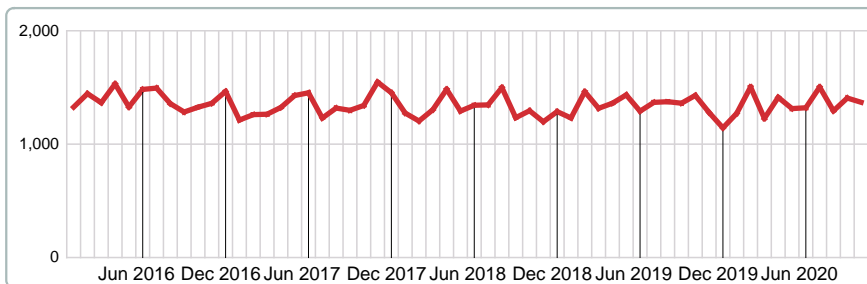
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,352

High Nov 2017 1,547 | Low Dec 2019 1,143

Average Sold Price at Closing this month at **1,369** above the 5 yr OCT average of **1,352**

Month	Average Sold Price	Change (%)
AUG	1,294	
SEP	1,407	8.72%
OCT	1,369	-2.66%

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	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	20	100.00%	1,369	1,225	1,300	1,813	0
Average Sold Price			1,369	1,225	1,300	1,813	0
Total Closed Units		100%	1,369	2	15	3	
Total Closed Volume			27,385	2,450	19.50K	5,440	0.00B

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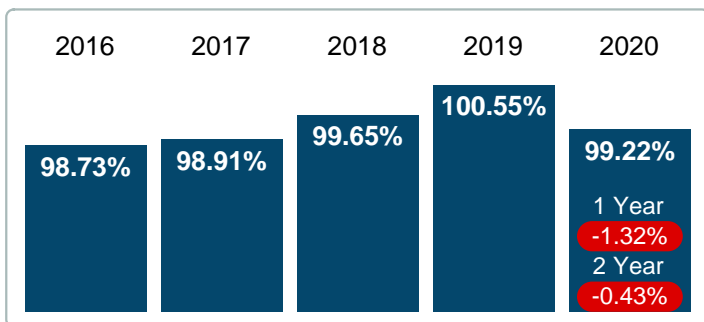
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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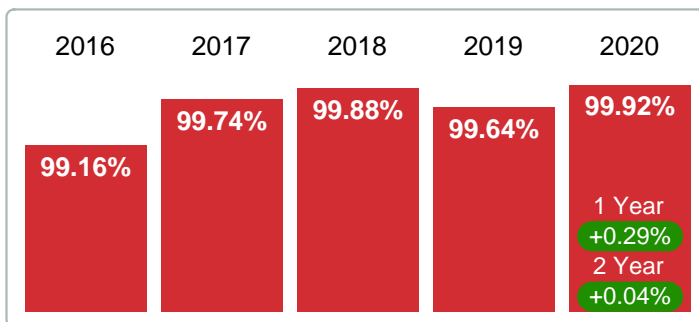
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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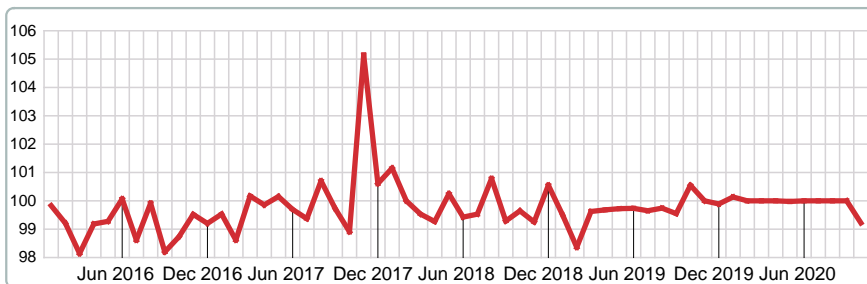
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

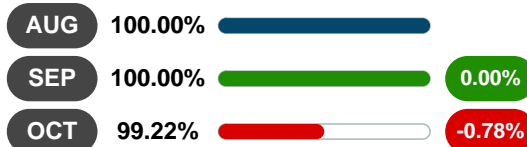


3 MONTHS

5 year OCT AVG = 99.41%

High Nov 2017 105.14% Low Mar 2016 98.14%

Average Sold/List Ratio this month at **99.22%**
equal to 5 yr OCT average of **99.41%**



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	20	100.00%	99.22%	100.00%	98.96%	100.00%	0.00%
Average Sold/List Ratio		99.20%		100.00%	98.96%	100.00%	0.00%
Total Closed Units		20	100%	2	15	3	
Total Closed Volume		27,385		2,450	19.50K	5,440	0.00B

October 2020



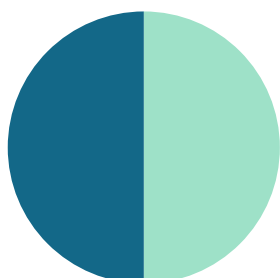
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



MARKET SUMMARY

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

INVENTORY

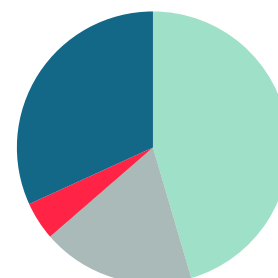


Inventory
 New Listings
18 = 50.00%
 Start Inventory
18
 Total Inventory Units
36
 Volume
\$52,800

Market Activity

Closed Sales
20 = 45.45%
 Pending Sales
8 = 18.18%
 Other Off Market
2 = 4.55%
 Active Inventory
14 = 31.82%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	18	20	11.11%	222	182	-18.02%
Pending Sales	9	8	-11.11%	60	71	18.33%
New Listings	15	18	20.00%	238	199	-16.39%
Average List Price	1,423	1,380	-3.03%	1,365	1,359	-0.48%
Average Sale Price	1,430	1,369	-4.23%	1,359	1,358	-0.12%
Average Percent of Selling Price to List Price	100.55%	99.22%	-1.32%	99.64%	99.92%	0.29%
Average Days on Market to Sale	27.83	26.15	-6.05%	34.25	27.21	-20.55%
Monthly Inventory	25	14	-44.00%	25	14	-44.00%
Months Supply of Inventory	1.16	0.78	-32.80%	1.16	0.78	-32.80%

Absorption: Last 12 months, an Average of **18** Sales/Month

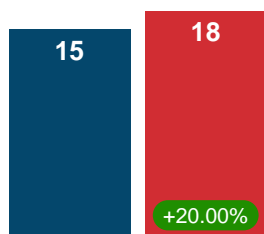
Inventory on October 31, 2020 = **14**

2019 **2020**

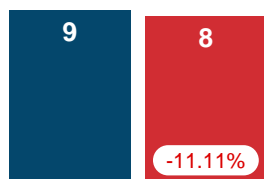
OCTOBER MARKET

AVERAGE PRICES

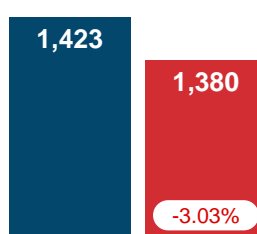
New Listings



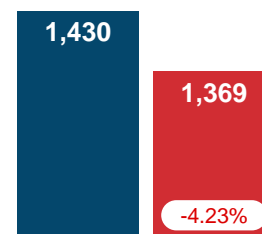
Pending Listings



List Price



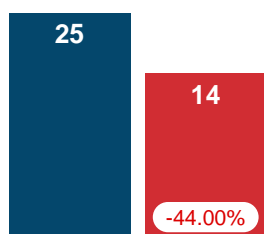
Sale Price



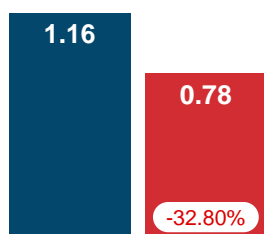
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

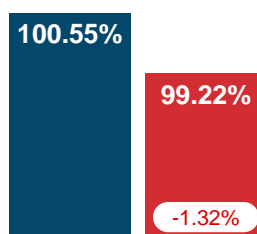
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

