

## October 2020



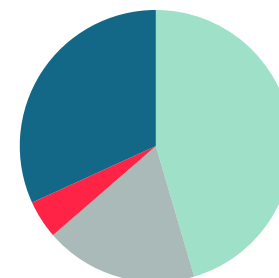
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



### 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%
Median List Price	1,473	1,363	-7.47%
Median Sale Price	1,525	1,363	-10.66%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	26.50	15.50	-41.51%
End of Month Inventory	25	14	-44.00%
Months Supply of Inventory	1.16	0.78	-32.80%



■ Closed (45.45%)  
■ Pending (18.18%)  
■ Other OffMarket (4.55%)  
■ Active (31.82%)

**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.

##### 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 **10.66%** in October 2020 to \$1,363 versus the previous year at \$1,525.

##### Median Days on Market Shortens

The median number of **15.50** days that homes spent on the market before selling decreased by 11.00 days or **41.51%** in October 2020 compared to last year's same month at **26.50** DOM.

##### Sales Success for October 2020 is Positive

Overall, with Median 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.

#### What's in this Issue

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

#### 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

# October 2020



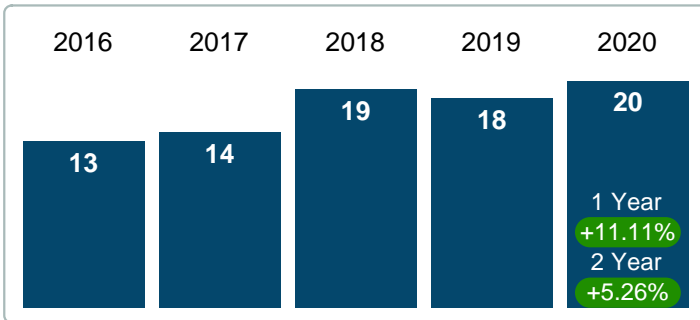
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



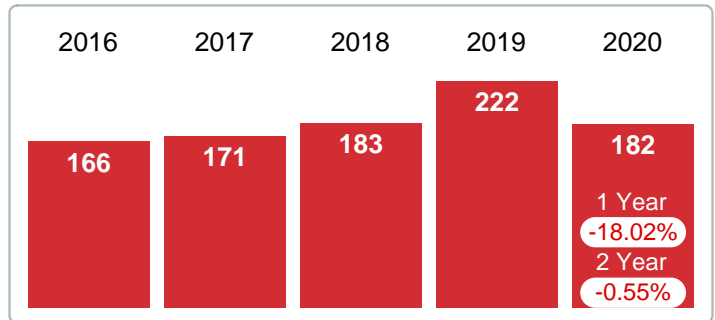
## CLOSED LISTINGS

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

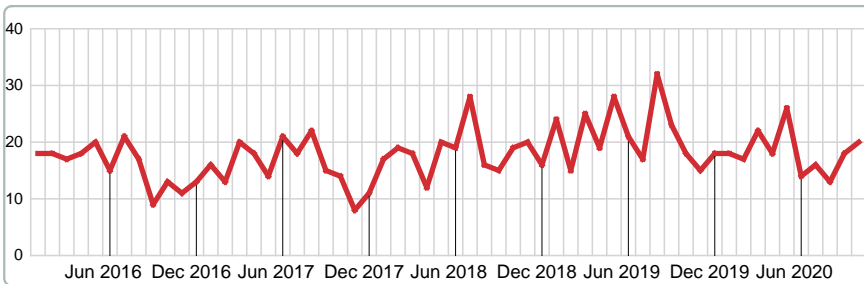
### OCTOBER



### YEAR TO DATE (YTD)

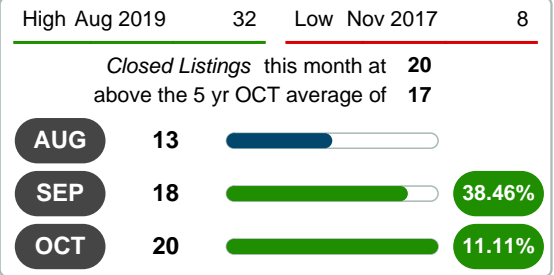


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 17



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	20	100.00%	15.5	2	15	3	0
<b>Total Closed Units</b>	<b>20</b>			<b>2</b>	<b>15</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>27,385</b>	<b>100%</b>	<b>15.5</b>	<b>2,450</b>	<b>19,50K</b>	<b>5,440</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$1,363</b>			<b>\$1,225</b>	<b>\$1,250</b>	<b>\$1,895</b>	<b>\$0</b>

# October 2020



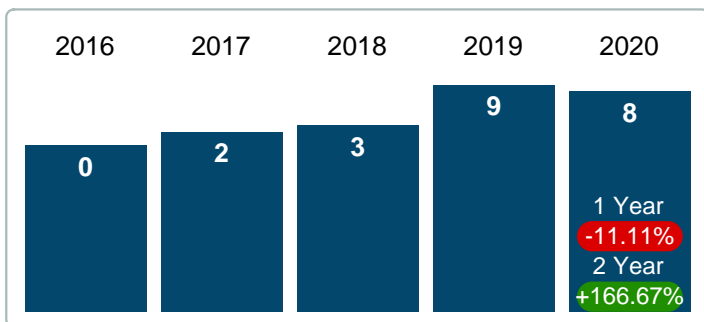
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



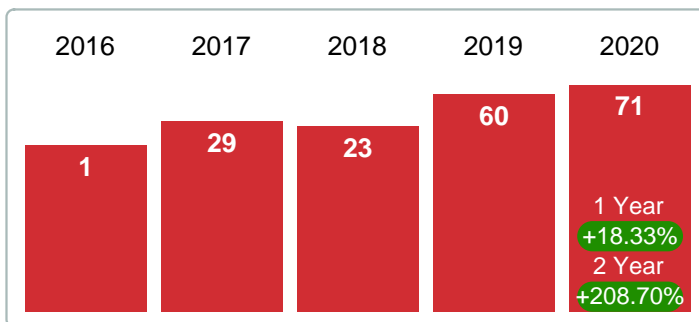
## PENDING LISTINGS

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

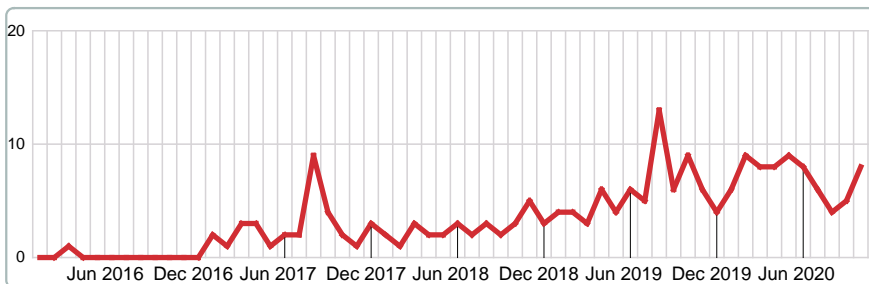
### OCTOBER



### YEAR TO DATE (YTD)

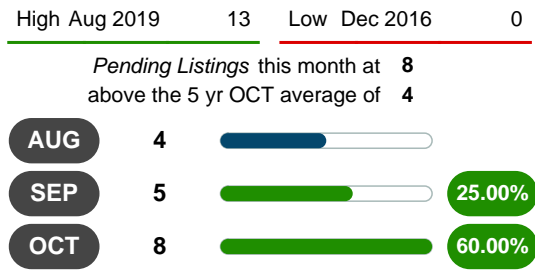


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 4



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	15.5	0	0	0	0
\$1-\$0	0	0.00%	15.5	0	0	0	0
\$1-\$0	0	0.00%	15.5	0	0	0	0
\$1-\$0	0	0.00%	15.5	0	0	0	0
\$1-\$0	0	0.00%	15.5	0	0	0	0
\$1-\$0	0	0.00%	15.5	0	0	0	0
\$1 and up	8	100.00%	14.5	1	4	3	0
<b>Total Pending Units</b>	<b>8</b>			<b>1</b>	<b>4</b>	<b>3</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>14,000</b>	<b>100%</b>	<b>14.5</b>	<b>1,750</b>	<b>6,105</b>	<b>6,145</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$1,750</b>			<b>\$1,750</b>	<b>\$1,580</b>	<b>\$1,900</b>	<b>\$0</b>

# October 2020



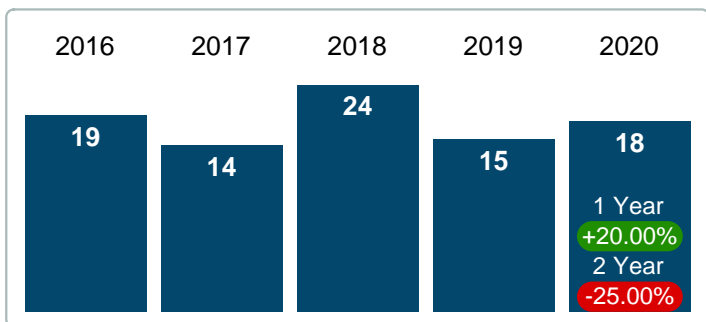
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



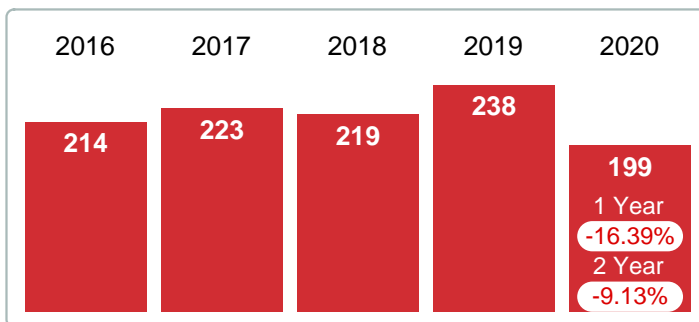
## NEW LISTINGS

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

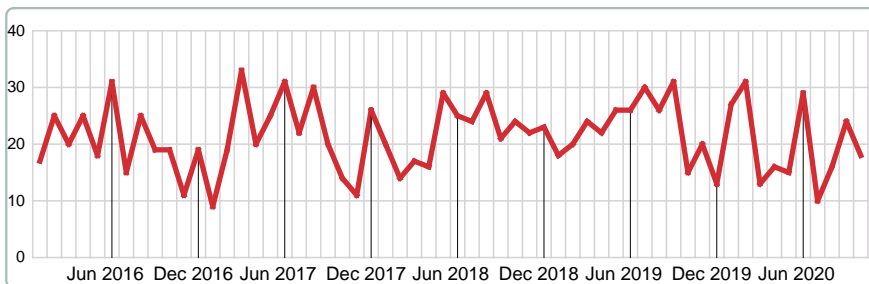
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

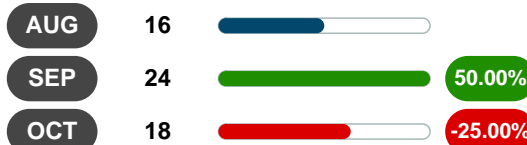


### 3 MONTHS

5 year OCT AVG = 18

High Mar 2017 33 Low Jan 2017 9

New Listings this month at 18  
equal to 5 yr OCT average of 18



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	%		1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1 and up	100.00%	18	2	11	5	0
<b>Total New Listed Units</b>		<b>18</b>	<b>2</b>	<b>11</b>	<b>5</b>	<b>0</b>
<b>Total New Listed Volume</b>		<b>26,490</b>	<b>1,650</b>	<b>15.40K</b>	<b>9,440</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>		<b>\$1,455</b>	<b>\$825</b>	<b>\$1,465</b>	<b>\$1,900</b>	<b>\$0</b>

# October 2020



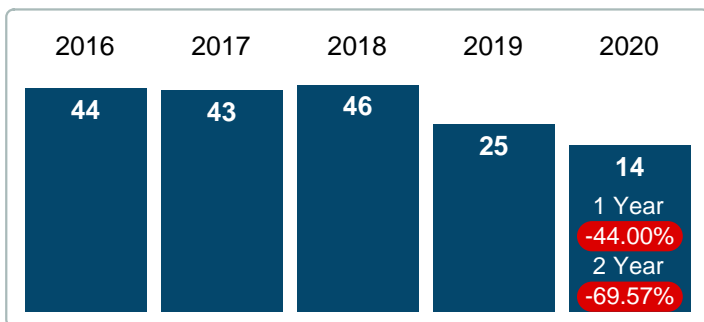
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



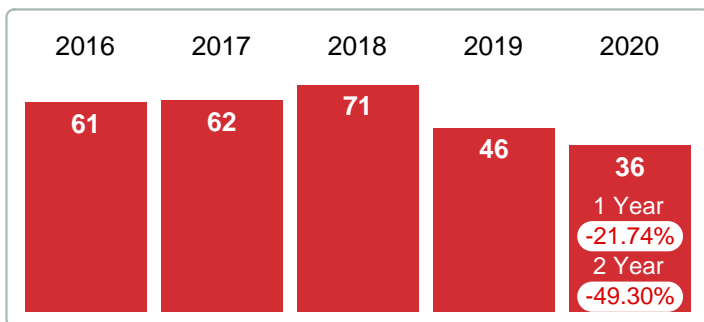
## ACTIVE INVENTORY

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

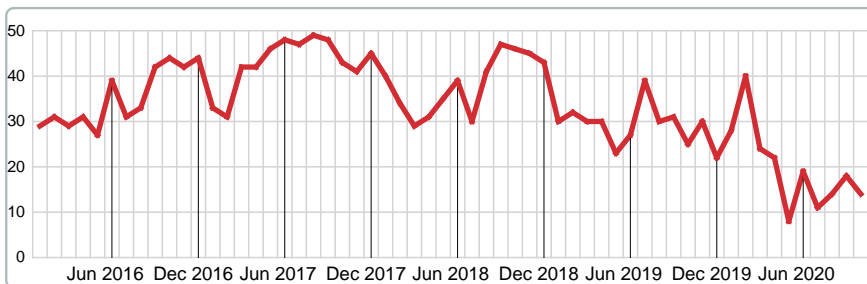
### END OF OCTOBER



### ACTIVE DURING OCTOBER

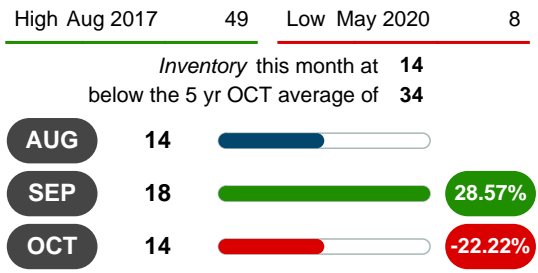


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 34



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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%	13.5	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
Median Active Inventory Listing Price			\$1,483	\$1,050	\$1,500	\$1,750	\$0

# October 2020



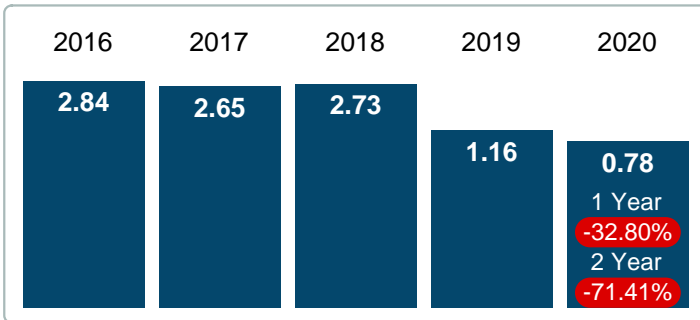
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



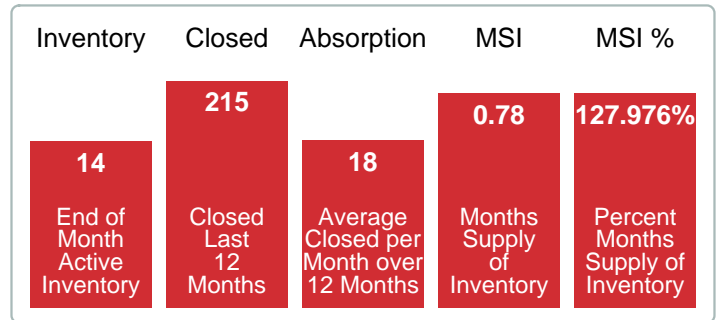
## MONTHS SUPPLY of INVENTORY (MSI)

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

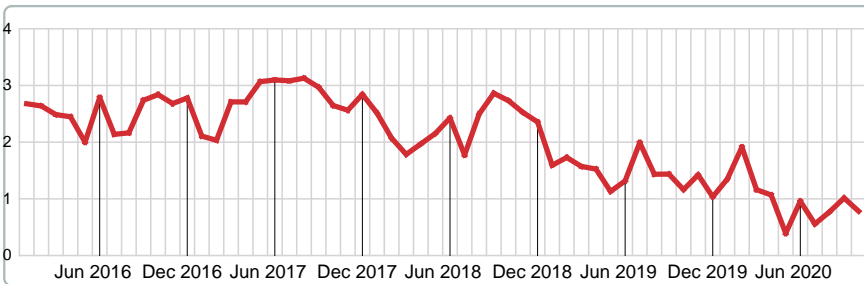
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

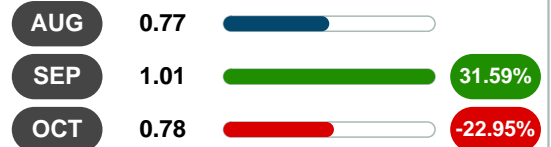


### 3 MONTHS

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



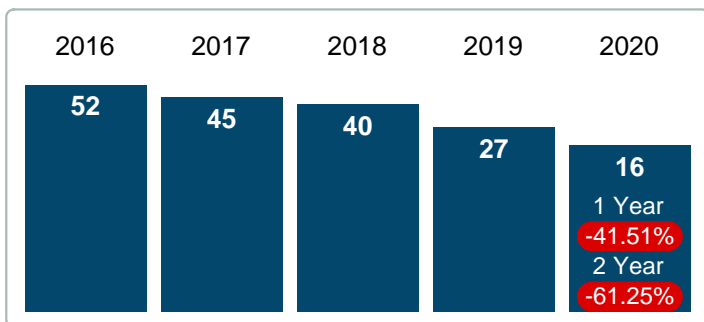
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



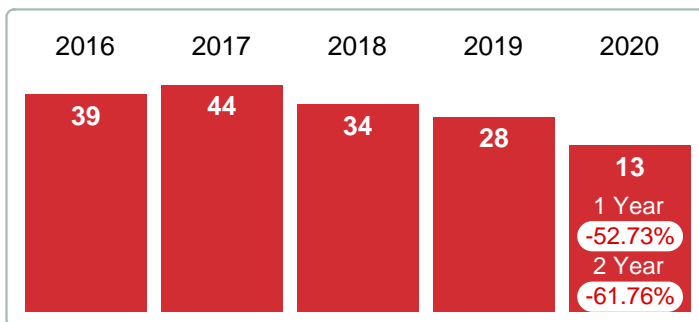
## MEDIAN DAYS ON MARKET TO SALE

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

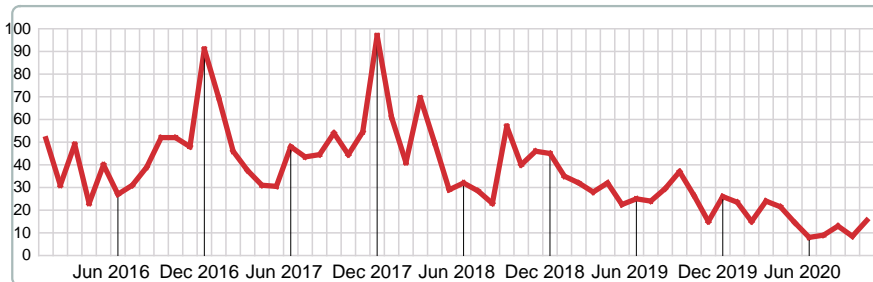
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 36

High Dec 2017 97 Low Jun 2020 8

Median Days on Market to Sale this month at 16 below the 5 yr OCT average of 36

<b>AUG</b>	13	<div style="width: 33%;"></div>	
<b>SEP</b>	9	<div style="width: 25%;"></div>	-34.62%
<b>OCT</b>	16	<div style="width: 44%;"></div>	82.35%

### 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	<div style="width: 0%;"></div>	0.00%	14	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	14	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	14	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	14	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	14	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	14	0	0	0	0
\$1 and up	<div style="width: 100%;"></div>	100.00%	16	11	16	23	0
Median Closed DOM			16	11	16	23	0
Total Closed Units		100%	15.5	2	15	3	
Total Closed Volume			27,385	2,450	19.50K	5,440	0.00B

# October 2020



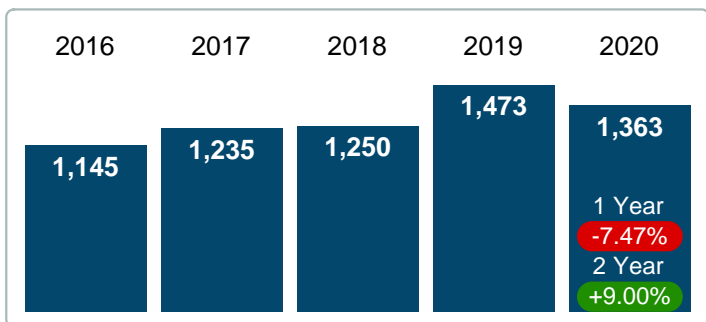
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



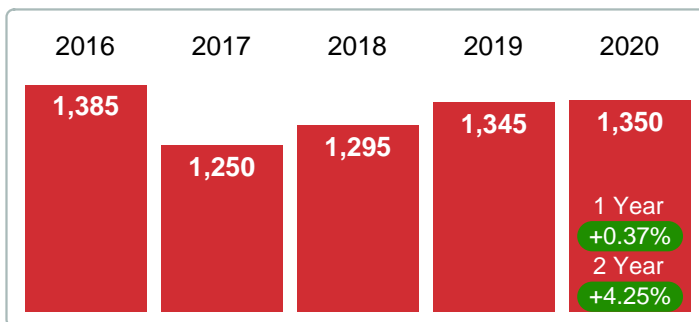
## MEDIAN LIST PRICE AT CLOSING

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

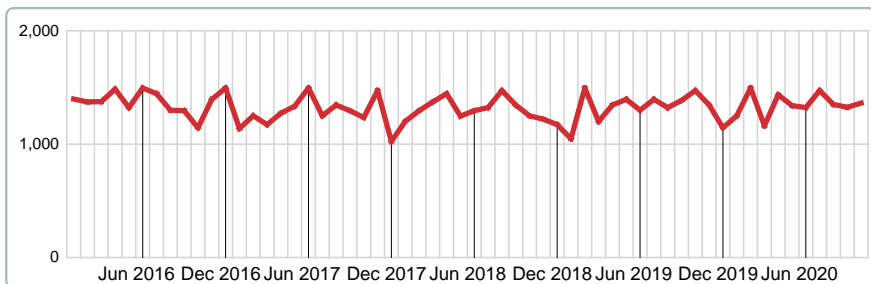
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,293

High Feb 2020 1,495 Low Dec 2017 1,025

Median List Price at Closing this month at 1,363 above the 5 yr OCT average of 1,293



### 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%	16	0	0	0	0
\$1 \$0	0	0.00%	16	0	0	0	0
\$1 \$0	0	0.00%	16	0	0	0	0
\$1 \$0	0	0.00%	16	0	0	0	0
\$1 \$0	0	0.00%	16	0	0	0	0
\$1 \$0	0	0.00%	16	0	0	0	0
\$1 and up	20	100.00%	1,363	1,225	1,250	1,895	0
Median List Price			1,363	1,225	1,250	1,895	0
Total Closed Units		100%	1,363	2	15	3	
Total Closed Volume			27,605	2,450	19.72K	5,440	0.00B



# October 2020



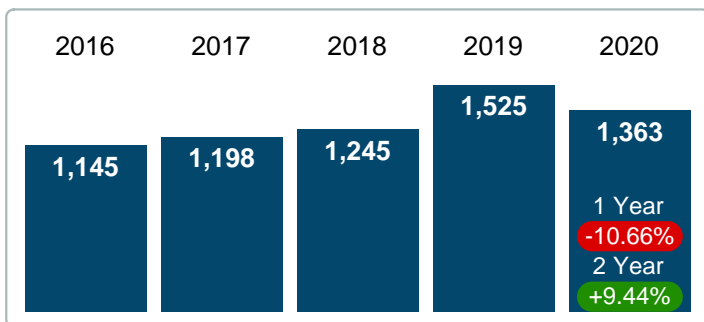
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



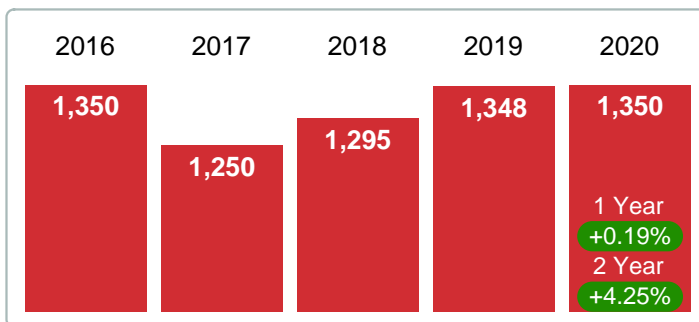
## MEDIAN SOLD PRICE AT CLOSING

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

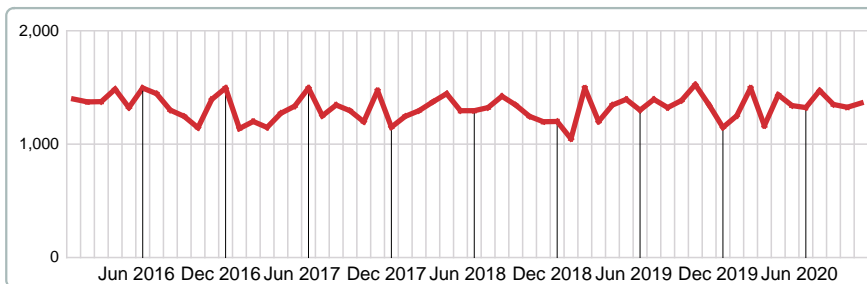
### OCTOBER



### YEAR TO DATE (YTD)

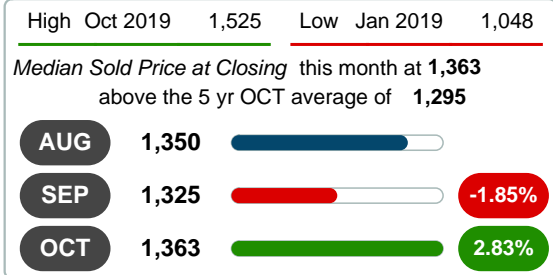


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,295



### 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%	1,363	0	0	0	0
\$1 \$0	0	0.00%	1,363	0	0	0	0
\$1 \$0	0	0.00%	1,363	0	0	0	0
\$1 \$0	0	0.00%	1,363	0	0	0	0
\$1 \$0	0	0.00%	1,363	0	0	0	0
\$1 \$0	0	0.00%	1,363	0	0	0	0
\$1 and up	20	100.00%	1,363	1,225	1,250	1,895	0
Median Sold Price			1,363	1,225	1,250	1,895	0
Total Closed Units		100%	1,363	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



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

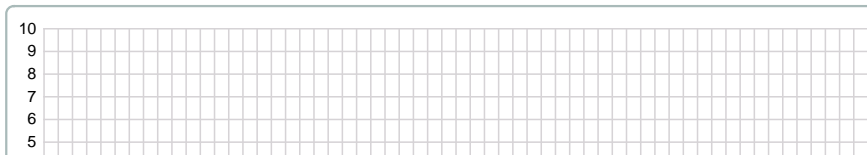
### OCTOBER

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

### YEAR TO DATE (YTD)

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

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 100.00%

High Oct 2020 100.00% Low Oct 2020 100.00%

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%	1,362.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,362.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,362.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,362.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,362.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,362.50%	0.00%	0.00%	0.00%	0.00%
\$1 and up	20	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	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



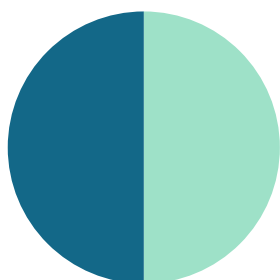
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

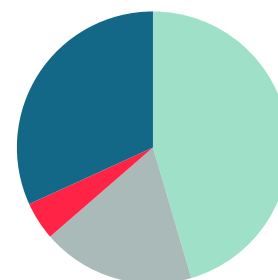


**Inventory**  
 New Listings  
**18 = 50.00%**  
 Start Inventory  
**18**  
 Total Inventory Units  
**36**  
 Volume  
**\$52,800**

### 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%
Median List Price	1,473	1,363	-7.47%	1,345	1,350	0.37%
Median Sale Price	1,525	1,363	-10.66%	1,348	1,350	0.19%
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	26.50	15.50	-41.51%	27.50	13.00	-52.73%
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

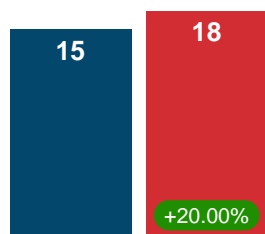
**Inventory** on October 31, 2020 = **14**

**2019** **2020**

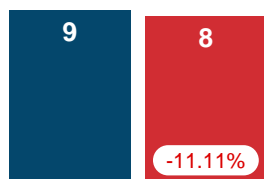
### OCTOBER MARKET

### MEDIAN PRICES

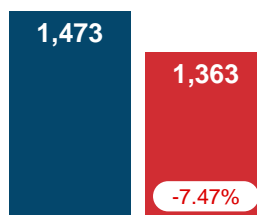
#### New Listings



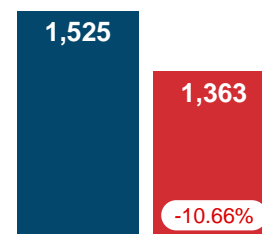
#### Pending Listings



#### List Price



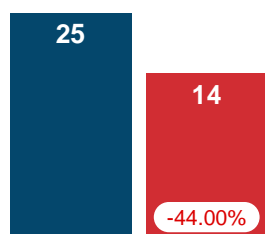
#### Sale Price



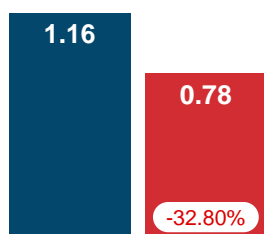
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

