

## October 2020



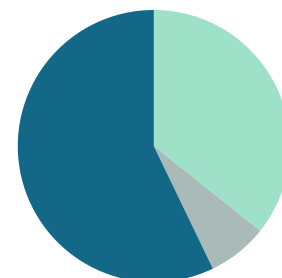
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -  
Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	19	10	-47.37%
Pending Listings	5	2	-60.00%
New Listings	20	12	-40.00%
Average List Price	1,548	1,864	20.41%
Average Sale Price	1,512	1,854	22.65%
Average Percent of Selling Price to List Price	98.45%	99.39%	0.96%
Average Days on Market to Sale	35.05	18.80	-46.37%
End of Month Inventory	26	16	-38.46%
Months Supply of Inventory	1.81	1.03	-43.40%



■ Closed (35.71%)  
■ Pending (7.14%)  
■ Other OffMarket (0.00%)  
■ Active (57.14%)

**Absorption:** Last 12 months, an Average of **16** Sales/Month  
**Active Inventory** as of October 31, 2020 = **16**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **38.46%** to 16 existing homes available for sale. Over the last 12 months this area has had an average of 16 closed sales per month. This represents an unsold inventory index of **1.03** 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 **22.65%** in October 2020 to \$1,854 versus the previous year at \$1,512.

##### Average Days on Market Shortens

The average number of **18.80** days that homes spent on the market before selling decreased by 16.25 days or **46.37%** in October 2020 compared to last year's same month at **35.05** DOM.

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

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

There were 12 New Listings in October 2020, down **40.00%** from last year at 20. Furthermore, there were 10 Closed Listings this month versus last year at 19, a **-47.37%** decrease.

Closed versus Listed trends yielded a **83.3%** ratio, down from previous year's, October 2019, at **95.0%**, a **12.28%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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



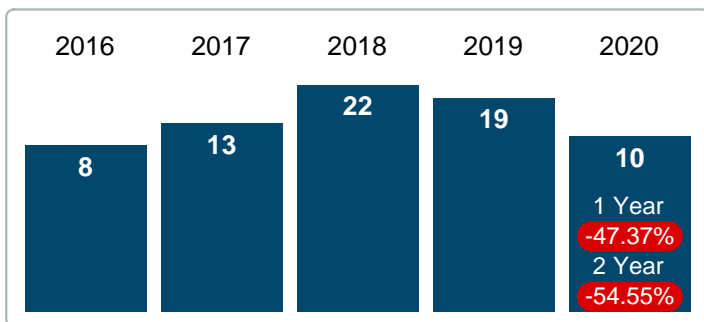
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



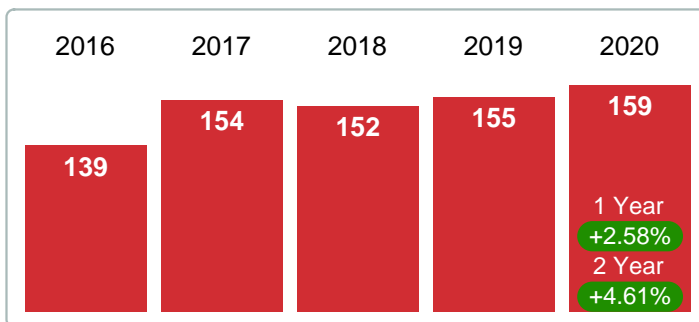
## CLOSED LISTINGS

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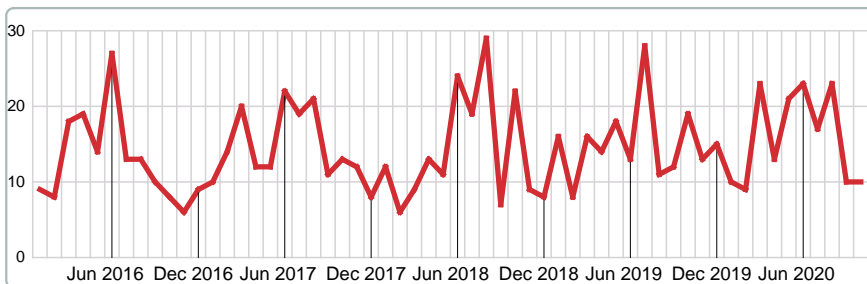
### OCTOBER



### YEAR TO DATE (YTD)

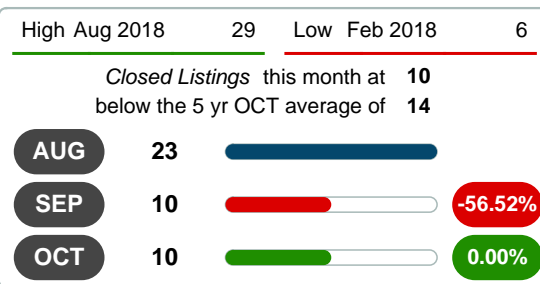


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 14



### 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%	18.8	0	4	6	0
<b>Total Closed Units</b>	<b>10</b>			<b>0</b>	<b>4</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>18,540</b>	<b>100%</b>	<b>18.8</b>	<b>0.00B</b>	<b>6,845</b>	<b>11.70K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,854</b>			<b>\$0</b>	<b>\$1,711</b>	<b>\$1,949</b>	<b>\$0</b>

# October 2020



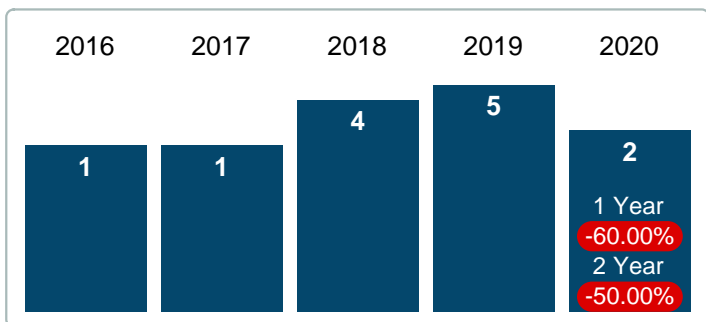
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



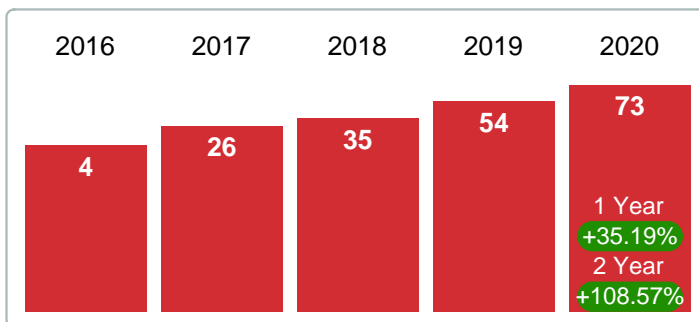
## PENDING LISTINGS

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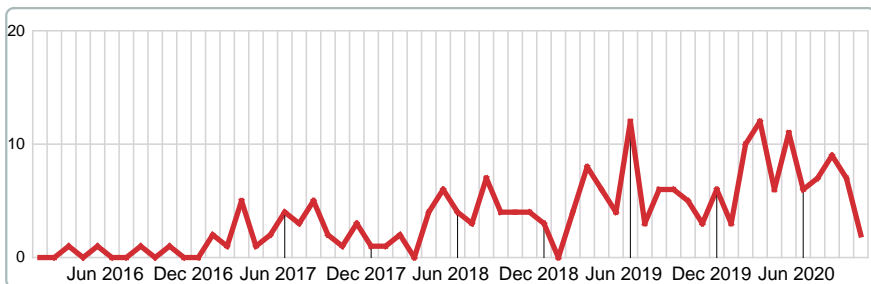
### OCTOBER



### YEAR TO DATE (YTD)

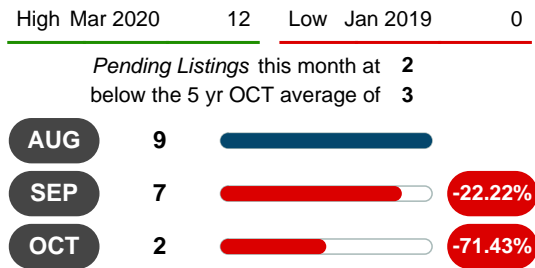


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 3



### 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	2	100.00%	19.0	0	1	1	0
<b>Total Pending Units</b>	<b>2</b>			<b>0</b>	<b>1</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>4,750</b>	<b>100%</b>	<b>19.0</b>	<b>0.00B</b>	<b>2,100</b>	<b>2,650</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$2,375</b>			<b>\$0</b>	<b>\$2,100</b>	<b>\$2,650</b>	<b>\$0</b>

# October 2020



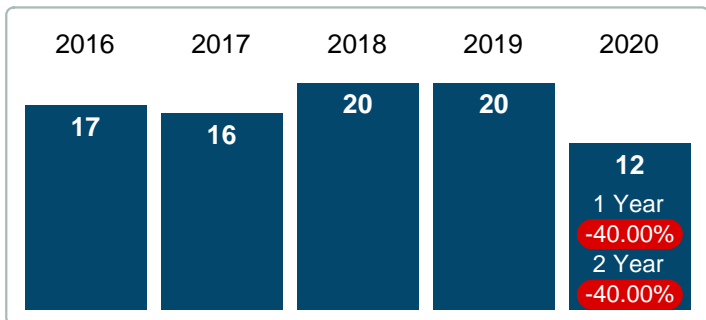
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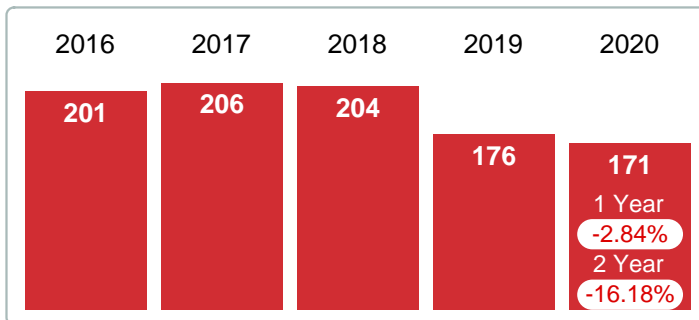
## NEW LISTINGS

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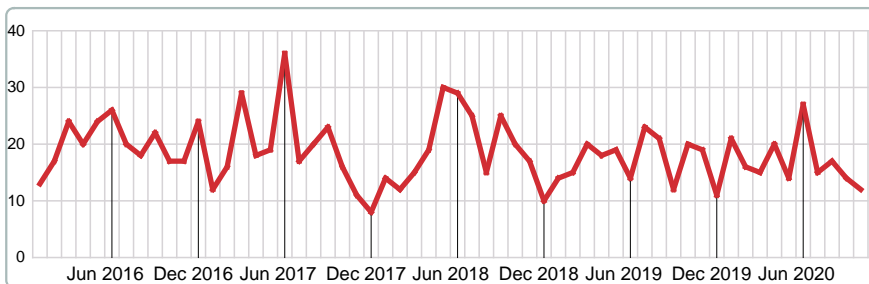
### OCTOBER



### YEAR TO DATE (YTD)

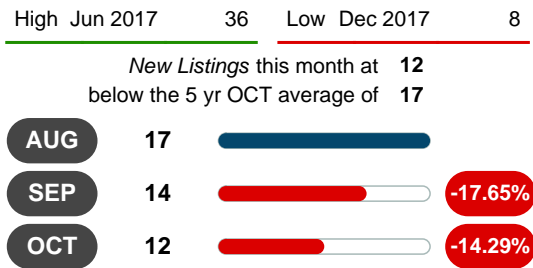


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 17



### 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	12	100.00%	4	5	3	0
<b>Total New Listed Units</b>	<b>12</b>		<b>4</b>	<b>5</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>17,805</b>	<b>100%</b>	<b>5,995</b>	<b>5,810</b>	<b>6,000</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,634</b>		<b>\$1,499</b>	<b>\$1,162</b>	<b>\$2,000</b>	<b>\$0</b>

# October 2020



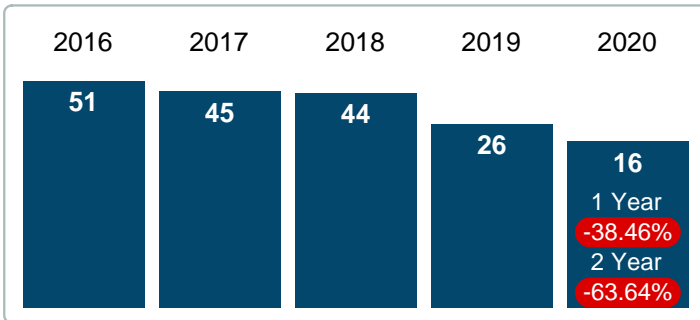
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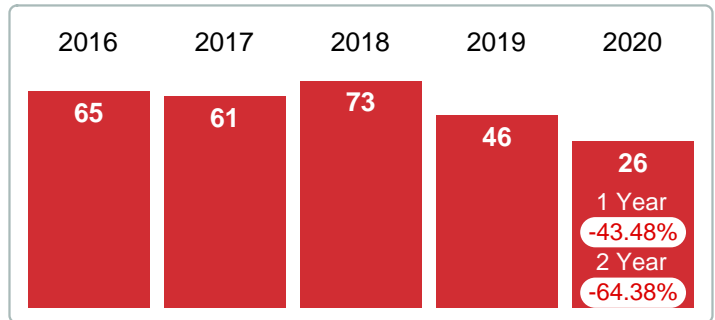
## ACTIVE INVENTORY

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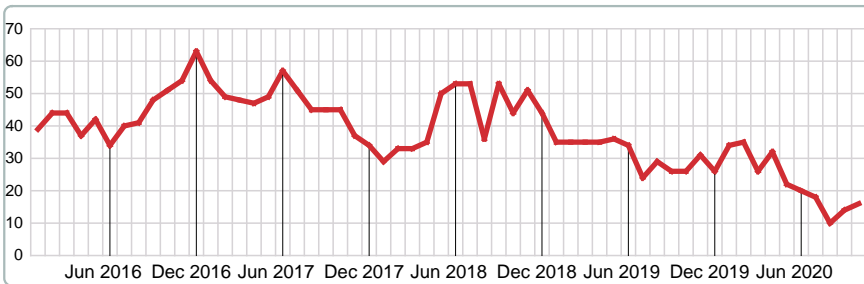
### END OF OCTOBER



### ACTIVE DURING OCTOBER

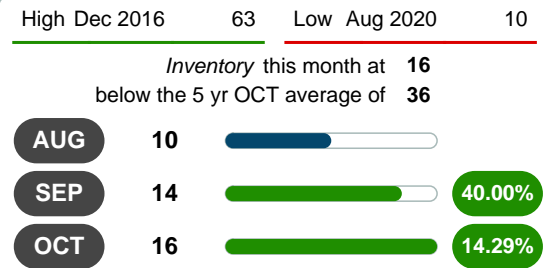


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 36



### 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	16	100.00%	32.6	5	9	2	0
Total Active Inventory by Units			16	5	9	2	0
Total Active Inventory by Volume			25,290	6,820	11,27K	7,200	0.00B
Average Active Inventory Listing Price			\$1,581	\$1,364	\$1,252	\$3,600	\$0

# October 2020



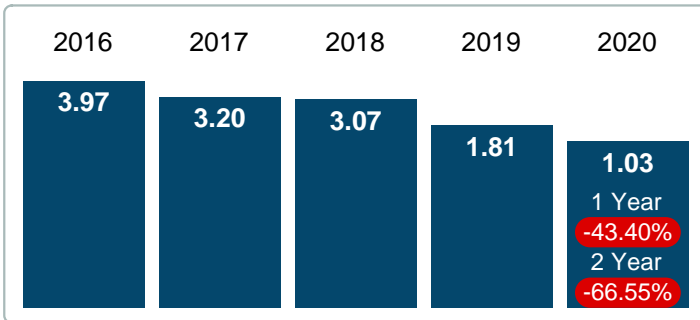
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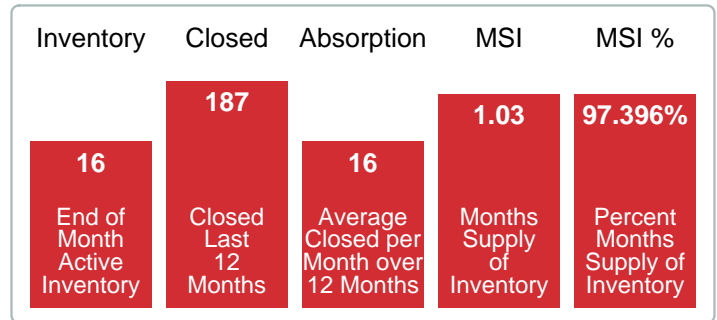
## MONTHS SUPPLY of INVENTORY (MSI)

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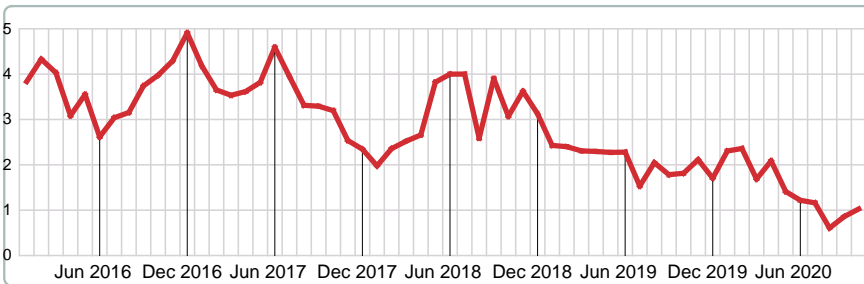
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2020

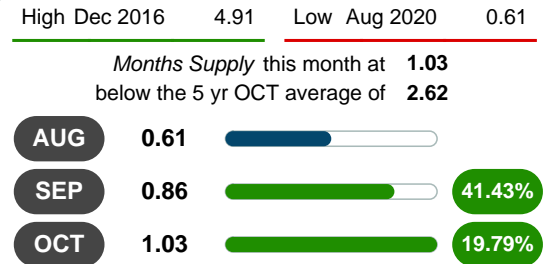


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.62



### 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	16	100.00%	1.03	2.00	0.99	0.57	0.00
Market Supply of Inventory (MSI)	1.03			2.00	0.99	0.57	0.00
Total Active Inventory by Units	16	100%	1.03	5	9	2	0

# October 2020



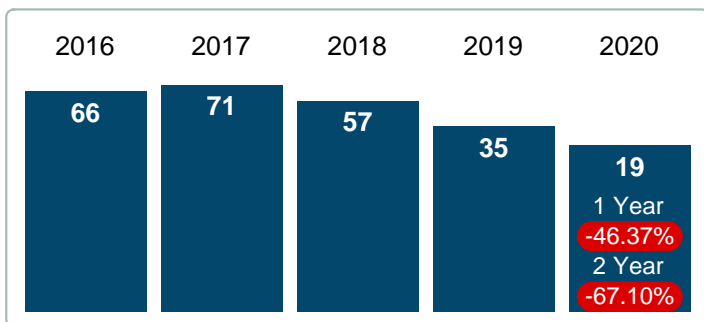
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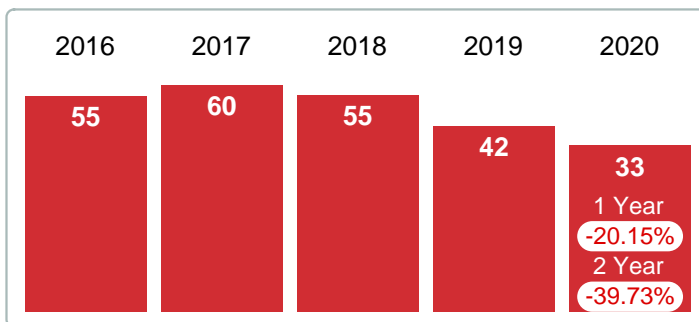
## AVERAGE DAYS ON MARKET TO SALE

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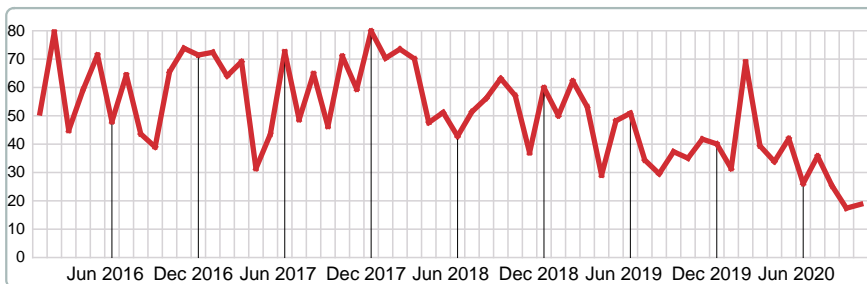
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 49

High Dec 2017 80 Low Sep 2020 17

Average Days on Market to Sale this month at 19 below the 5 yr OCT average of 49



### 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%	19	0	19	19	0
Average Closed DOM			19	0	19	19	0
Total Closed Units		100%	19		4	6	
Total Closed Volume			18,540	0.00B	6,845	11.70K	0.00B

# October 2020



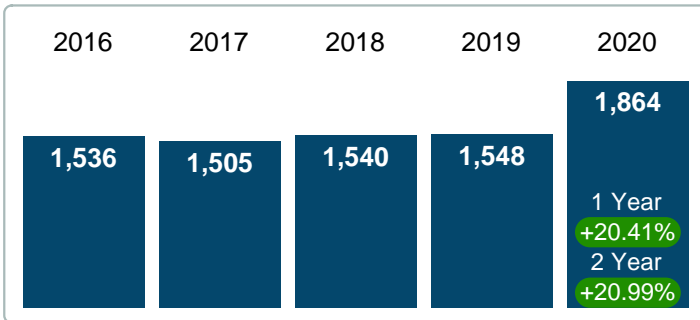
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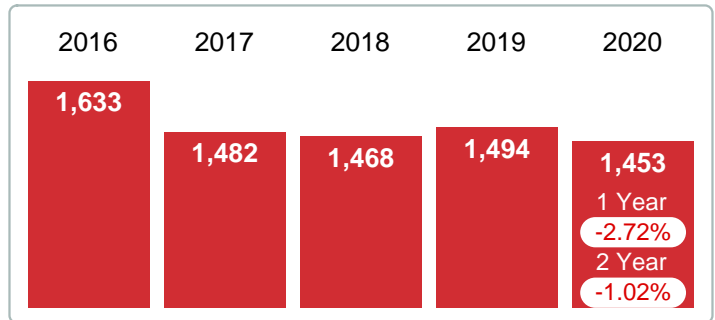
## AVERAGE LIST PRICE AT CLOSING

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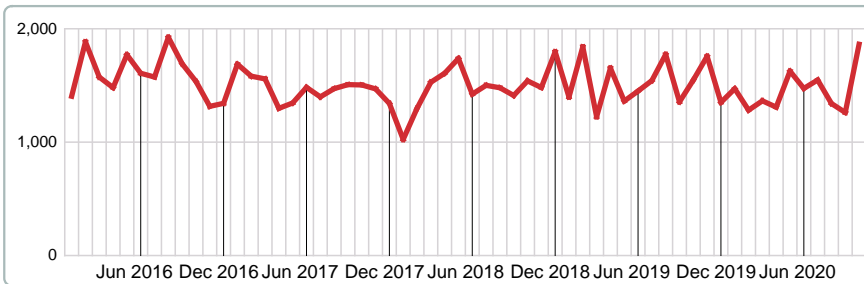
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,598

High Aug 2016 1,924 Low Jan 2018 1,025

Average List Price at Closing this month at **1,864** above the 5 yr OCT average of **1,598**



### 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%	1,864	0	1,723	1,958	0
Average List Price			1,864	0	1,723	1,958	0
Total Closed Units		100%	1,864		4	6	
Total Closed Volume			18,635	0.00B	6,890	11.75K	0.00B



# October 2020



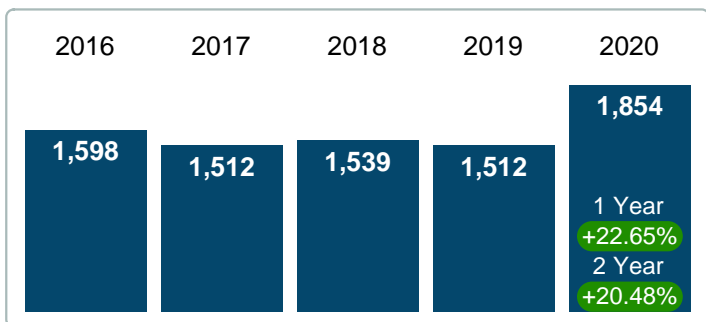
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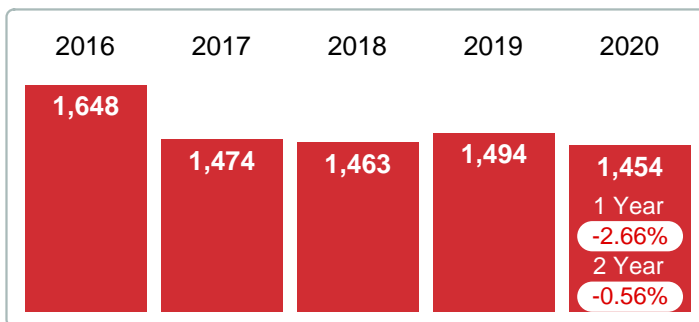
## AVERAGE SOLD PRICE AT CLOSING

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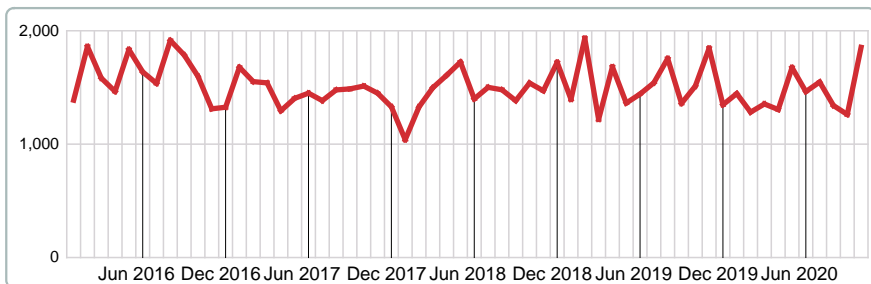
### OCTOBER



### YEAR TO DATE (YTD)

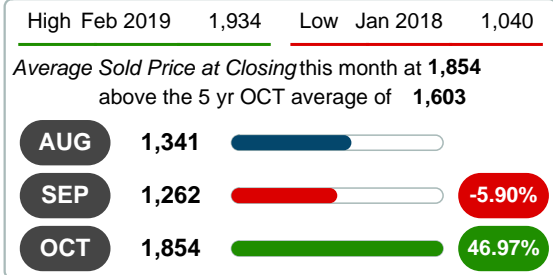


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,603



### 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	10	100.00%	1,854	0	1,711	1,949	0
Average Sold Price			1,854	0	1,711	1,949	0
Total Closed Units		100%	1,854		4	6	
Total Closed Volume			18,540	0.00B	6,845	11.70K	0.00B

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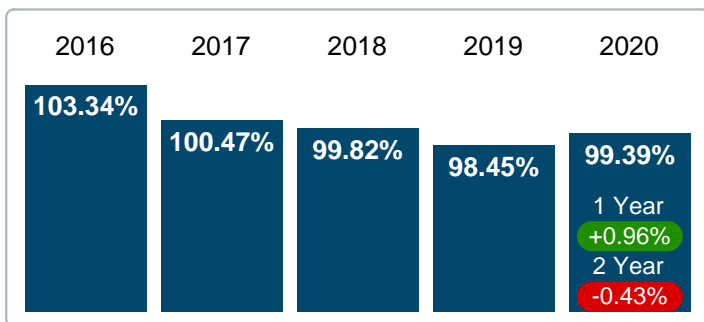
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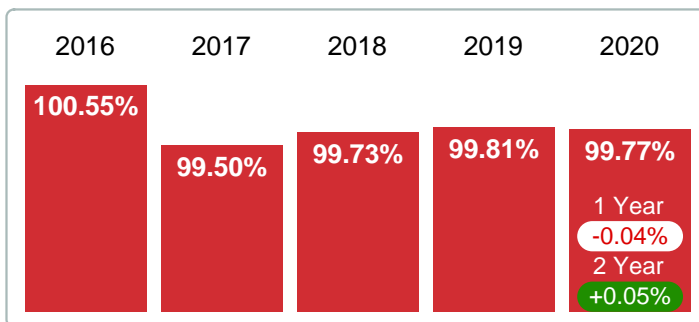
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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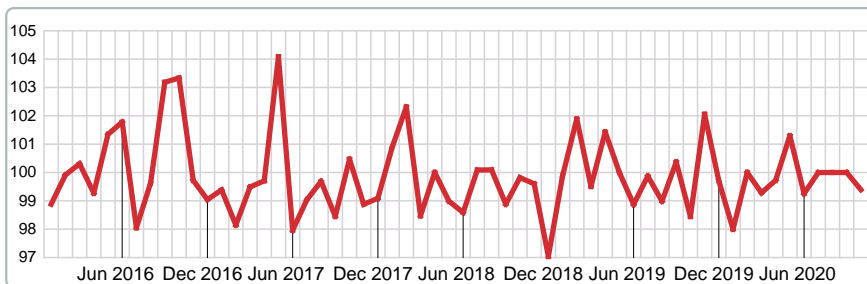
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

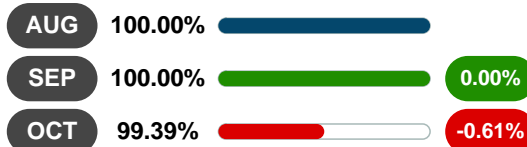


### 3 MONTHS

5 year OCT AVG = 100.29%

High May 2017 104.08% Low Dec 2018 97.04%

Average Sold/List Ratio this month at **99.39%**  
 below the 5 yr OCT average of **100.29%**



### 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%	99.39%	0.00%	99.19%	99.52%	0.00%
Average Sold/List Ratio		99.40%		0.00%	99.19%	99.52%	0.00%
Total Closed Units		10	100%		4	6	
Total Closed Volume		18,540		0.00B	6,845	11.70K	0.00B

# October 2020



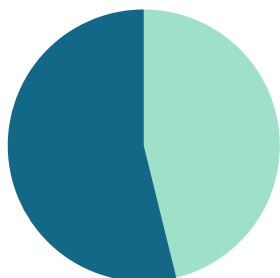
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

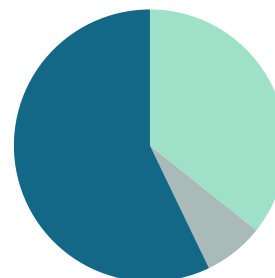


**Inventory**  
 New Listings  
**12 = 46.15%**  
 Start Inventory  
**14**  
 Total Inventory Units  
**26**  
 Volume  
**\$43,925**

### Market Activity

Closed Sales  
**10 = 35.71%**  
 Pending Sales  
**2 = 7.14%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**16 = 57.14%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	19	10	-47.37%	155	159	2.58%
Pending Sales	5	2	-60.00%	54	73	35.19%
New Listings	20	12	-40.00%	176	171	-2.84%
Average List Price	1,548	1,864	20.41%	1,494	1,453	-2.72%
Average Sale Price	1,512	1,854	22.65%	1,494	1,454	-2.66%
Average Percent of Selling Price to List Price	98.45%	99.39%	0.96%	99.81%	99.77%	-0.04%
Average Days on Market to Sale	35.05	18.80	-46.37%	41.86	33.43	-20.15%
Monthly Inventory	26	16	-38.46%	26	16	-38.46%
Months Supply of Inventory	1.81	1.03	-43.40%	1.81	1.03	-43.40%

**Absorption:** Last 12 months, an Average of **16** Sales/Month

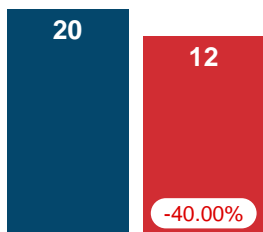
**Inventory** on October 31, 2020 = **16**

**2019** **2020**

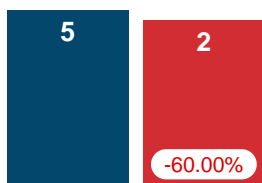
### OCTOBER MARKET

### AVERAGE PRICES

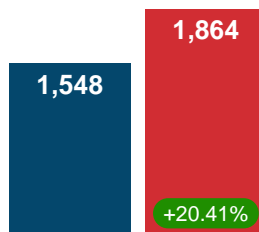
#### New Listings



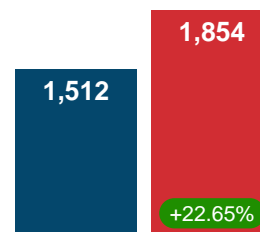
#### Pending Listings



#### List Price



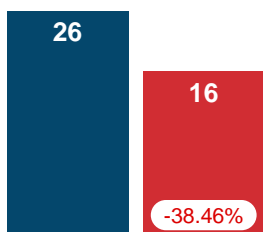
#### Sale Price



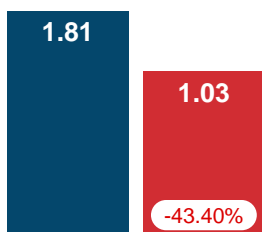
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

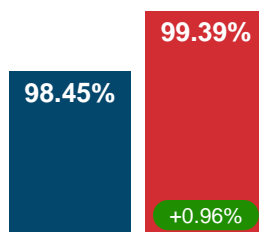
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

