

October 2020



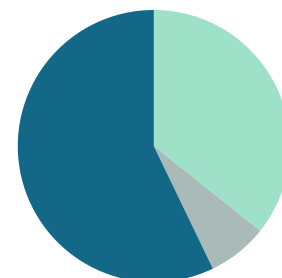
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -
Leasing Property Type



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%
Median List Price	1,350	1,650	22.22%
Median Sale Price	1,350	1,625	20.37%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	22.00	17.00	-22.73%
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.

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 **20.37%** in October 2020 to \$1,625 versus the previous year at \$1,350.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 5.00 days or **22.73%** in October 2020 compared to last year's same month at **22.00** 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 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.

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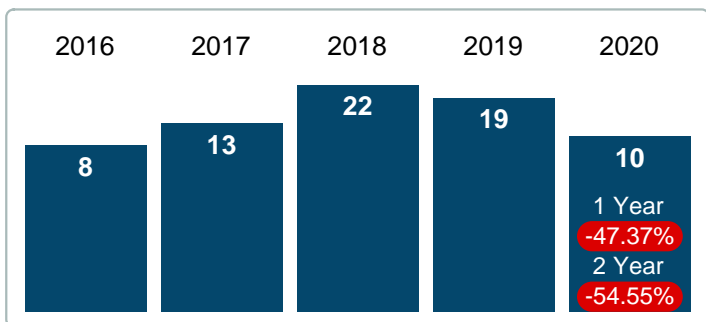
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



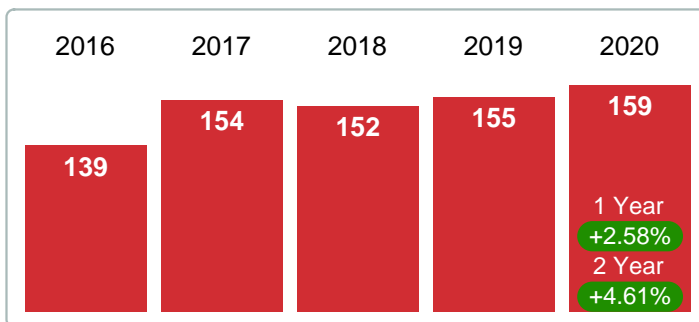
CLOSED LISTINGS

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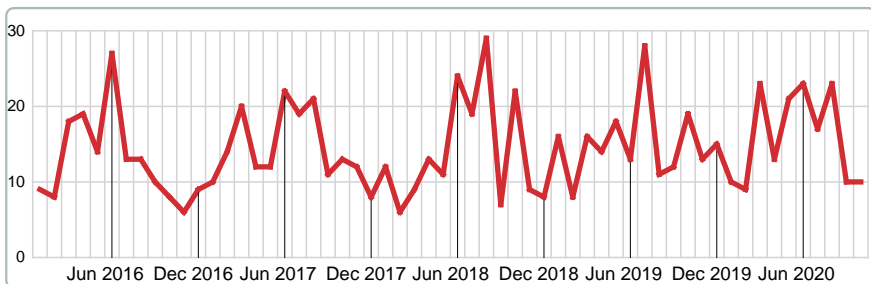
OCTOBER



YEAR TO DATE (YTD)

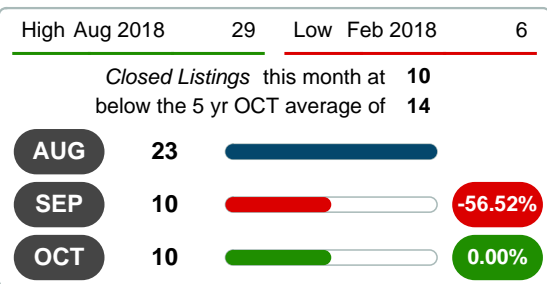


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 14



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	10	100.00%	17.0	0	4	6	0
Total Closed Units	10			0	4	6	0
Total Closed Volume	18,540	100%	17.0	0.00B	6,845	11.70K	0.00B
Median Closed Price	\$1,625			\$0	\$1,698	\$1,625	\$0

October 2020



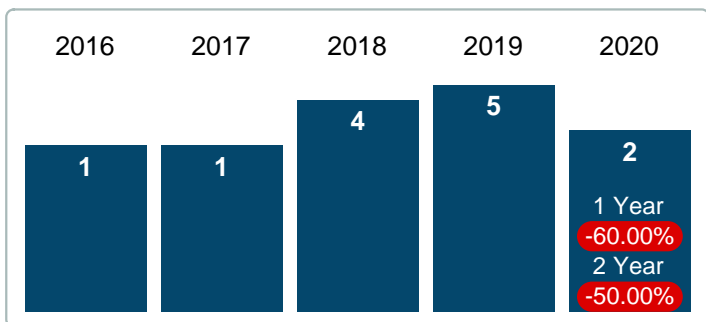
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



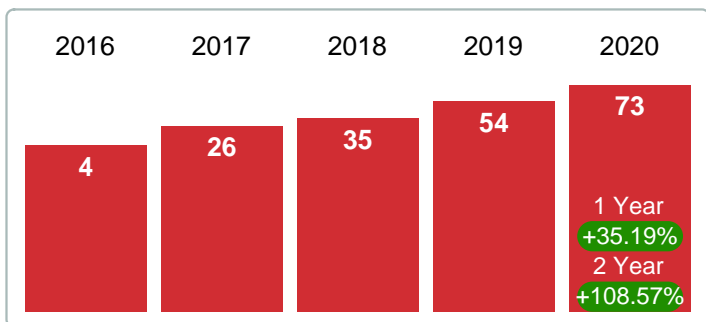
PENDING LISTINGS

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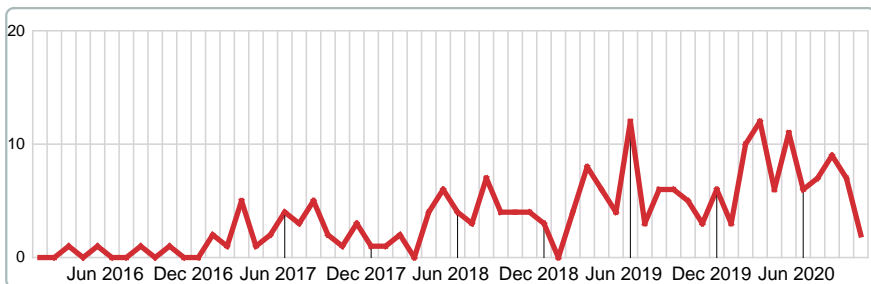
OCTOBER



YEAR TO DATE (YTD)

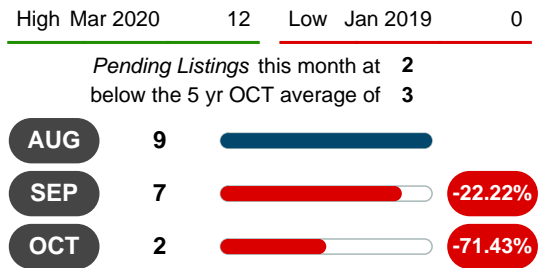


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	17.0	0	0	0	0
\$1 \$0	0	0.00%	17.0	0	0	0	0
\$1 \$0	0	0.00%	17.0	0	0	0	0
\$1 \$0	0	0.00%	17.0	0	0	0	0
\$1 \$0	0	0.00%	17.0	0	0	0	0
\$1 \$0	0	0.00%	17.0	0	0	0	0
\$1 and up	2	100.00%	19.0	0	1	1	0
Total Pending Units	2			0	1	1	0
Total Pending Volume	4,750	100%	19.0	0.00B	2,100	2,650	0.00B
Median Listing Price	\$2,375			\$0	\$2,100	\$2,650	\$0

October 2020



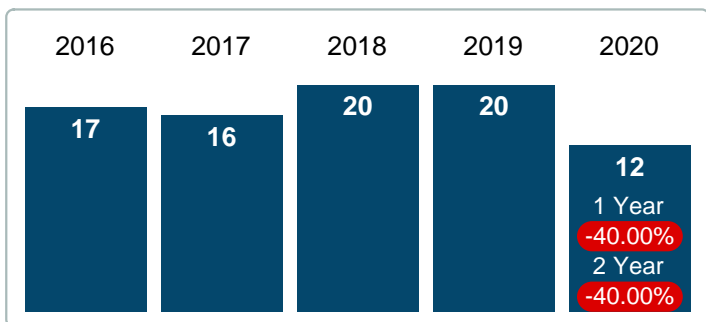
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



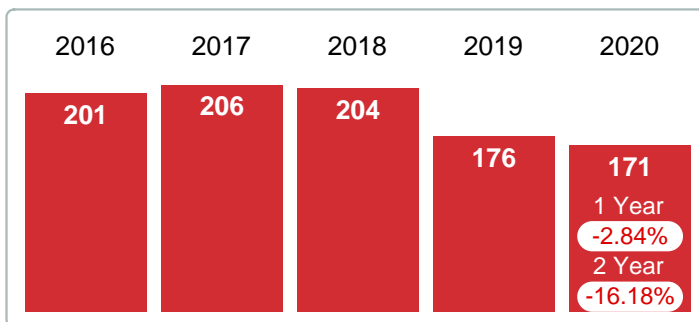
NEW LISTINGS

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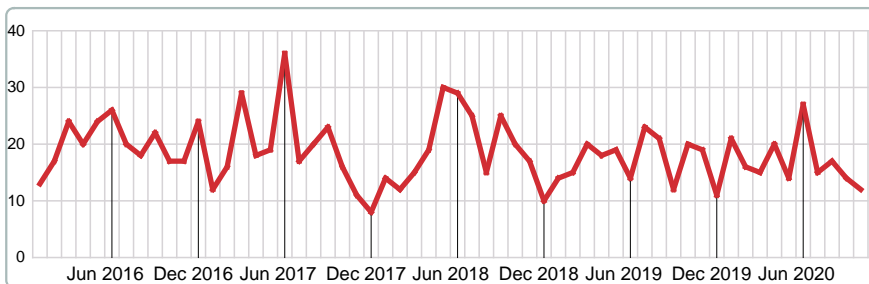
OCTOBER



YEAR TO DATE (YTD)

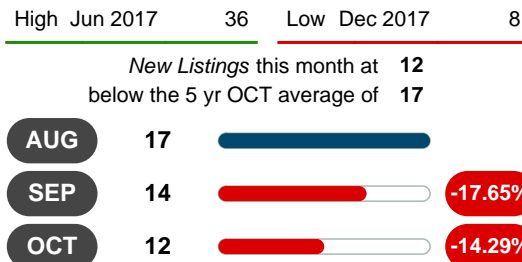


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 17



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%	12	4	5	3	0
Total New Listed Units		12	4	5	3	0
Total New Listed Volume		17,805	5,995	5,810	6,000	0.00B
Median New Listed Listing Price		\$1,298	\$1,348	\$1,275	\$1,700	\$0

October 2020



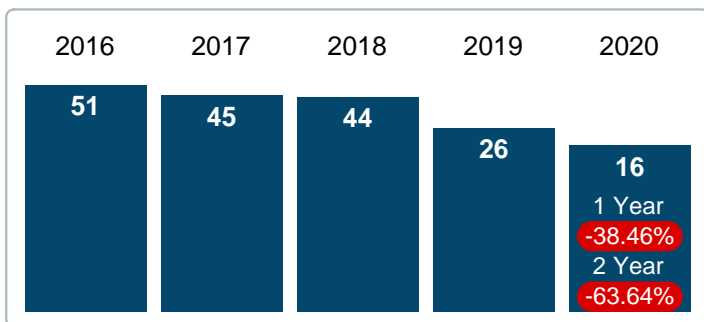
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



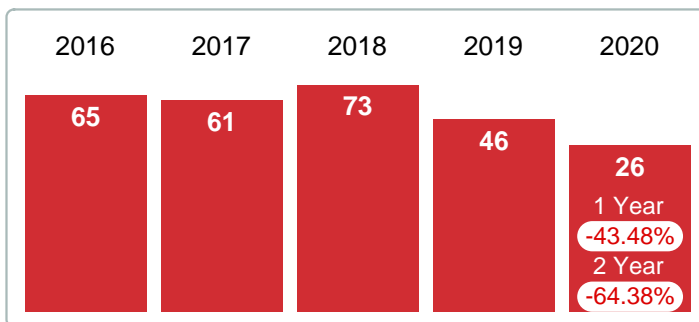
ACTIVE INVENTORY

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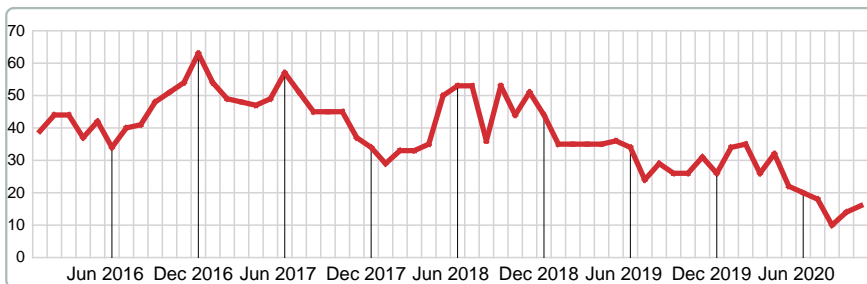
END OF OCTOBER



ACTIVE DURING OCTOBER

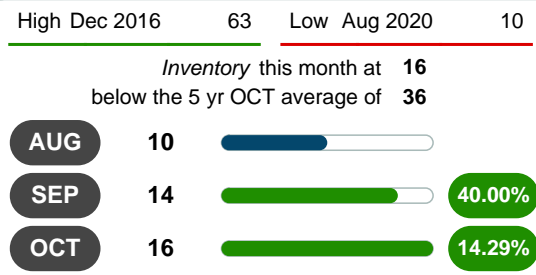


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 36



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%	19.0	0	0	0	0
\$1 \$0	0	0.00%	19.0	0	0	0	0
\$1 \$0	0	0.00%	19.0	0	0	0	0
\$1 \$0	0	0.00%	19.0	0	0	0	0
\$1 \$0	0	0.00%	19.0	0	0	0	0
\$1 \$0	0	0.00%	19.0	0	0	0	0
\$1 and up	16	100.00%	24.5	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
Median Active Inventory Listing Price			\$1,323	\$1,195	\$1,295	\$3,600	\$0

October 2020



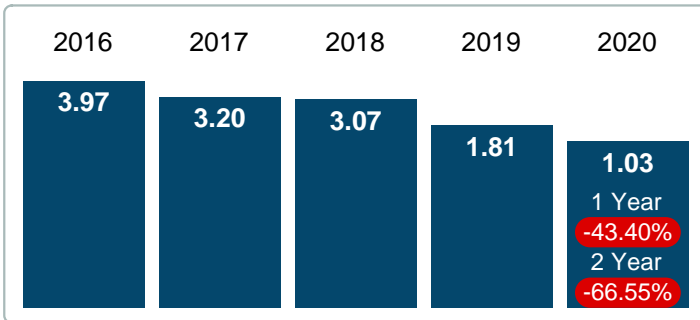
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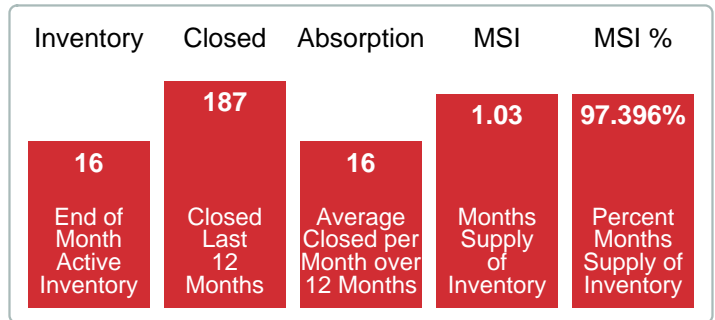
MONTHS SUPPLY of INVENTORY (MSI)

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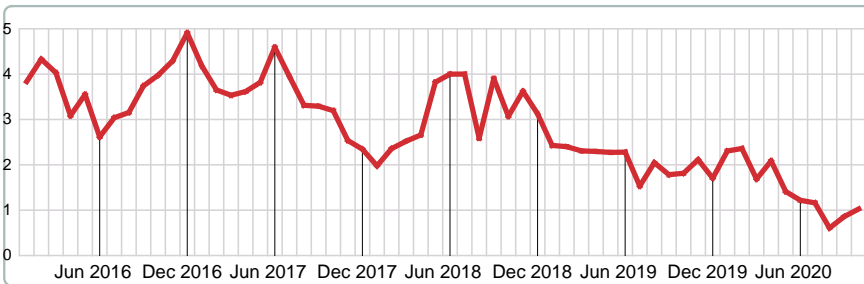
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

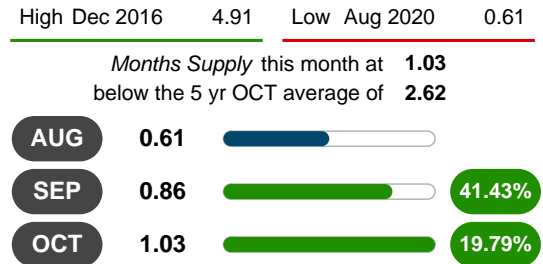


5 YEAR MARKET ACTIVITY TRENDS



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



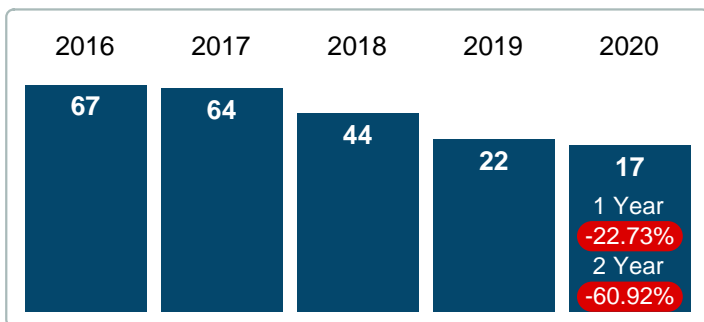
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



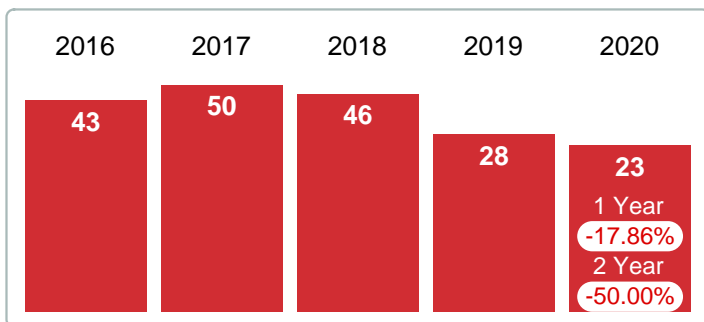
MEDIAN DAYS ON MARKET TO SALE

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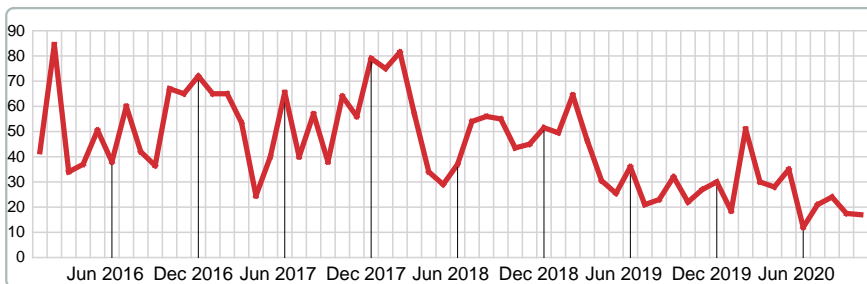
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

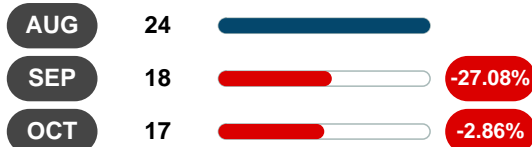


3 MONTHS

5 year OCT AVG = 43

High Feb 2016 85 Low Jun 2020 12

Median Days on Market to Sale this month at 17 below the 5 yr OCT average of 43



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%	25	0	0	0	0
\$1-\$0	0	0.00%	25	0	0	0	0
\$1-\$0	0	0.00%	25	0	0	0	0
\$1-\$0	0	0.00%	25	0	0	0	0
\$1-\$0	0	0.00%	25	0	0	0	0
\$1-\$0	0	0.00%	25	0	0	0	0
\$1 and up	10	100.00%	17	0	19	14	0
Median Closed DOM			17	0	19	14	0
Total Closed Units		100%	17.0		4	6	
Total Closed Volume			18,540	0.00B	6,845	11.70K	0.00B

October 2020



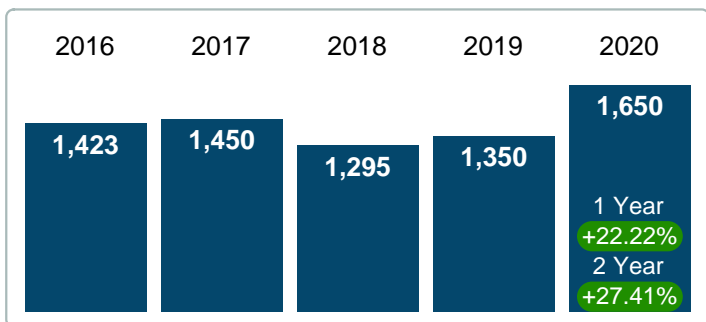
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



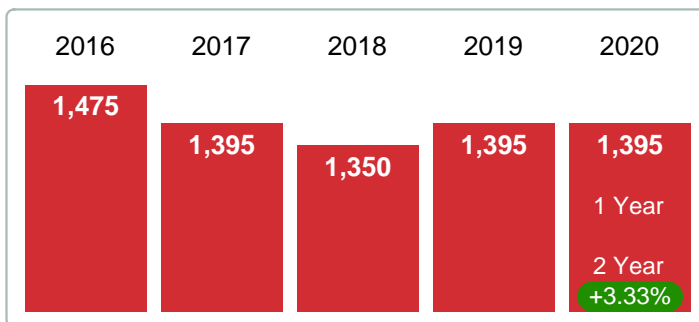
MEDIAN LIST PRICE AT CLOSING

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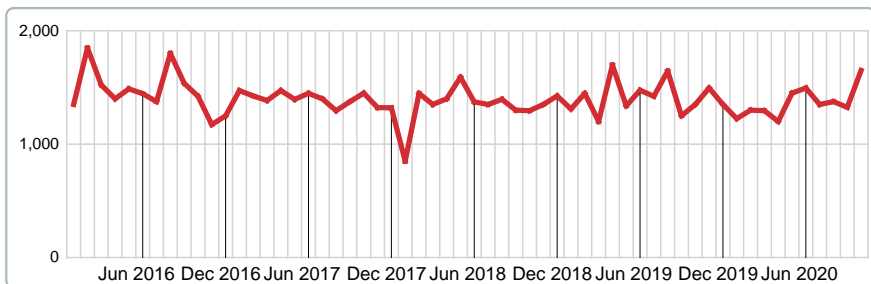
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,434

High Feb 2016 1,848 Low Jan 2018 850
 Median List Price at Closing this month at 1,650 above the 5 yr OCT average of 1,434

Month	Price	% Change
AUG	1,375	
SEP	1,325	-3.64%
OCT	1,650	24.53%

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%	17	0	0	0	0
\$1-\$0	0	0.00%	17	0	0	0	0
\$1-\$0	0	0.00%	17	0	0	0	0
\$1-\$0	0	0.00%	17	0	0	0	0
\$1-\$0	0	0.00%	17	0	0	0	0
\$1-\$0	0	0.00%	17	0	0	0	0
\$1 and up	10	100.00%	1,650	0	1,698	1,650	0
Median List Price			1,650	0	1,698	1,650	0
Total Closed Units		100%	1,650		4	6	
Total Closed Volume			18,635	0.00B	6,890	11.75K	0.00B

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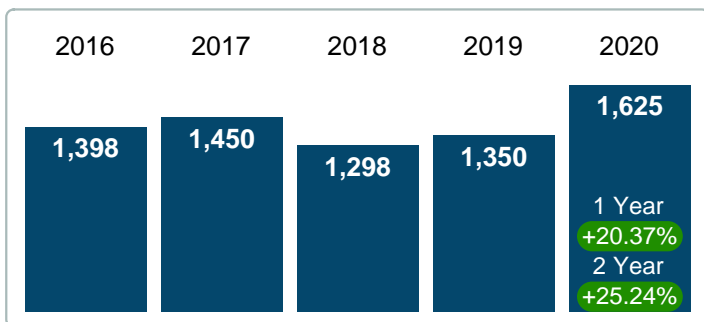
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



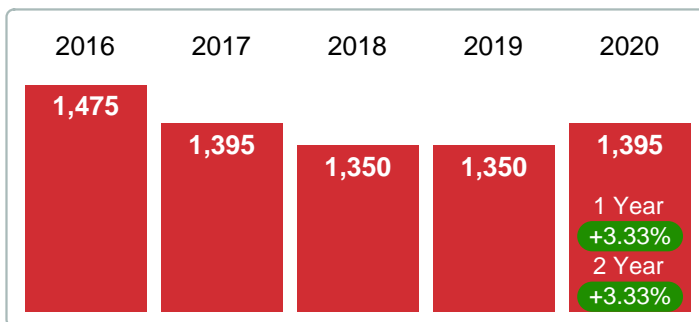
MEDIAN SOLD PRICE AT CLOSING

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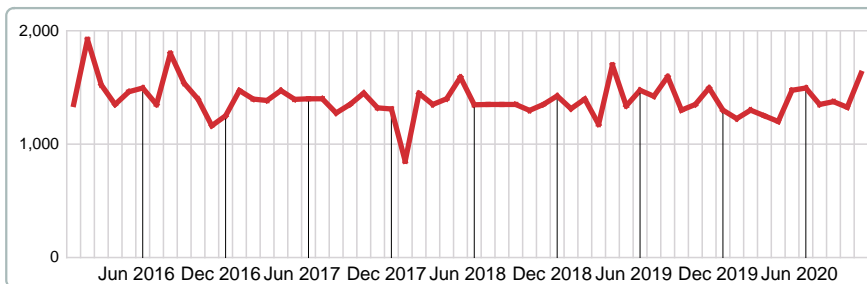
OCTOBER



YEAR TO DATE (YTD)

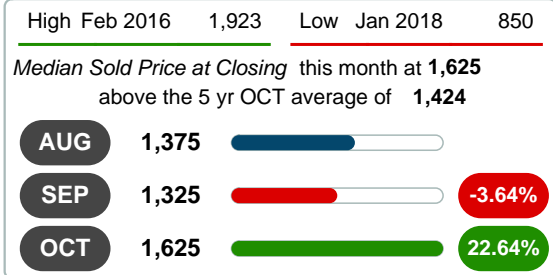


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,424



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%	1,650	0	0	0	0
\$1 \$0	0	0.00%	1,650	0	0	0	0
\$1 \$0	0	0.00%	1,650	0	0	0	0
\$1 \$0	0	0.00%	1,650	0	0	0	0
\$1 \$0	0	0.00%	1,650	0	0	0	0
\$1 \$0	0	0.00%	1,650	0	0	0	0
\$1 and up	10	100.00%	1,625	0	1,698	1,625	0
Median Sold Price			1,625	0	1,698	1,625	0
Total Closed Units		100%	1,625		4	6	
Total Closed Volume			18,540	0.00B	6,845	11.70K	0.00B

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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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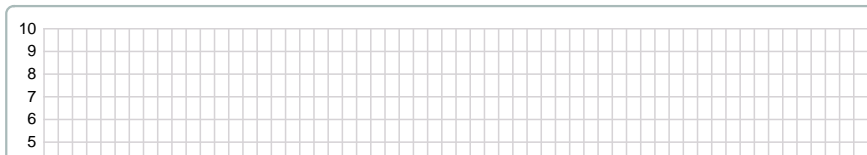
OCTOBER

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 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%	1,625.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,625.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,625.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,625.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,625.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,625.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	10	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		10	100%		4	6	
Total Closed Volume		18,540		0.00B	6,845	11.70K	0.00B

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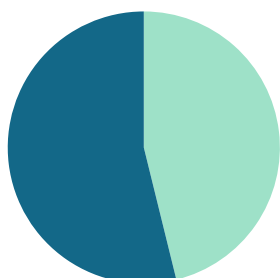
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MARKET SUMMARY

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INVENTORY

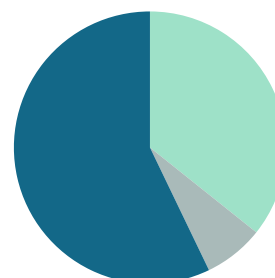


Inventory
 New Listings
12 = 46.15%
 Start Inventory
14
 Total Inventory Units
26
 Volume
\$43,925

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%
Median List Price	1,350	1,650	22.22%	1,395	1,395	0.00%
Median Sale Price	1,350	1,625	20.37%	1,350	1,395	3.33%
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	22.00	17.00	-22.73%	28.00	23.00	-17.86%
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

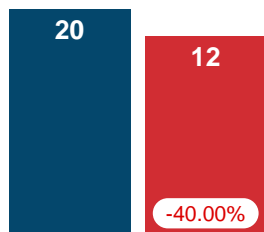
Inventory on October 31, 2020 = **16**

2019 **2020**

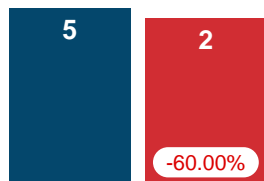
OCTOBER MARKET

MEDIAN PRICES

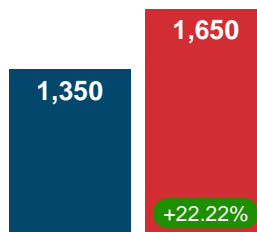
New Listings



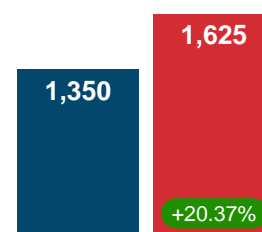
Pending Listings



List Price



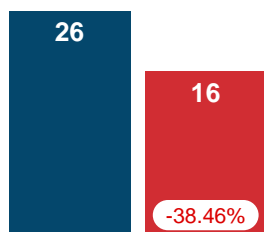
Sale Price



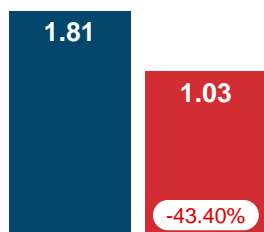
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

