

October 2020



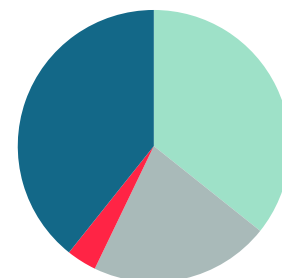
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	16	10	-37.50%
Pending Listings	6	6	0.00%
New Listings	9	15	66.67%
Average List Price	1,379	1,648	19.50%
Average Sale Price	1,373	1,648	20.03%
Average Percent of Selling Price to List Price	99.61%	100.00%	0.39%
Average Days on Market to Sale	27.00	19.30	-28.52%
End of Month Inventory	11	11	0.00%
Months Supply of Inventory	1.06	1.22	15.74%



■ Closed (35.71%)
■ Pending (21.43%)
■ Other OffMarket (3.57%)
■ Active (39.29%)

Absorption: Last 12 months, an Average of **9** Sales/Month
Active Inventory as of October 31, 2020 = **11**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **0.00%** to 11 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 **1.22** 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 **20.03%** in October 2020 to \$1,648 versus the previous year at \$1,373.

Average Days on Market Shortens

The average number of **19.30** days that homes spent on the market before selling decreased by 7.70 days or **28.52%** in October 2020 compared to last year's same month at **27.00** 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 15 New Listings in October 2020, up **66.67%** from last year at 9. Furthermore, there were 10 Closed Listings this month versus last year at 16, a **-37.50%** decrease.

Closed versus Listed trends yielded a **66.7%** ratio, down from previous year's, October 2019, at **177.8%**, a **62.50%** 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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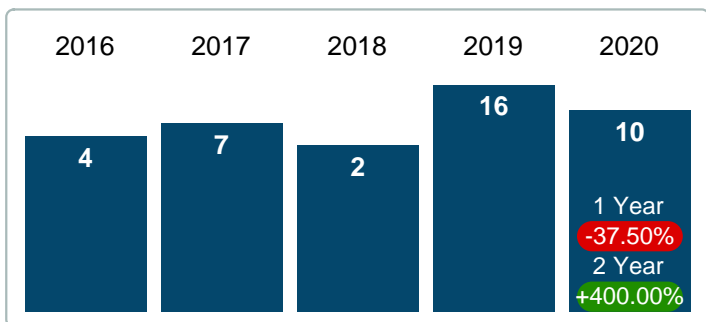
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



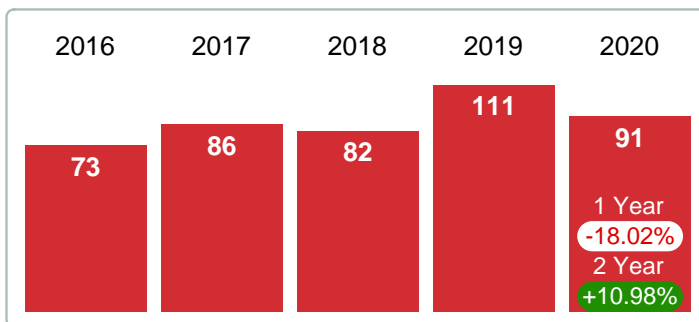
CLOSED LISTINGS

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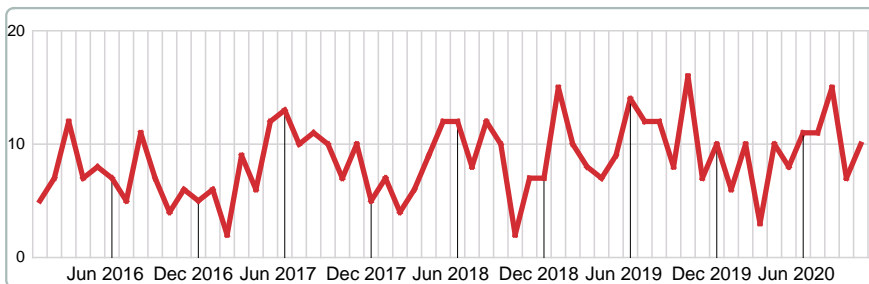
OCTOBER



YEAR TO DATE (YTD)

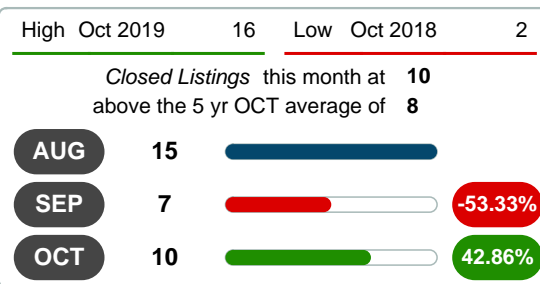


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 8



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%	19.3	1	5	4	0
Total Closed Units	10			1	5	4	0
Total Closed Volume	16,482	100%	19.3	3,087	5,875	7,520	0.00B
Average Closed Price	\$1,648			\$3,087	\$1,175	\$1,880	\$0

October 2020



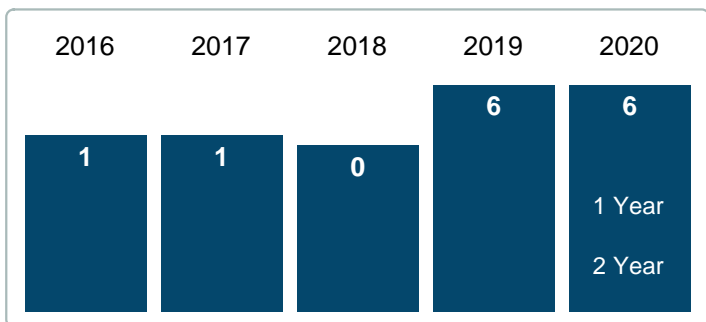
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



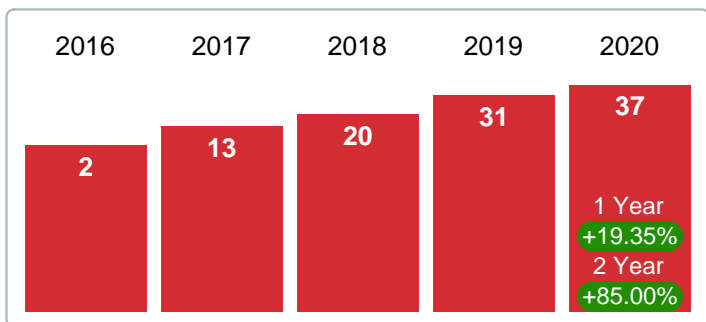
PENDING LISTINGS

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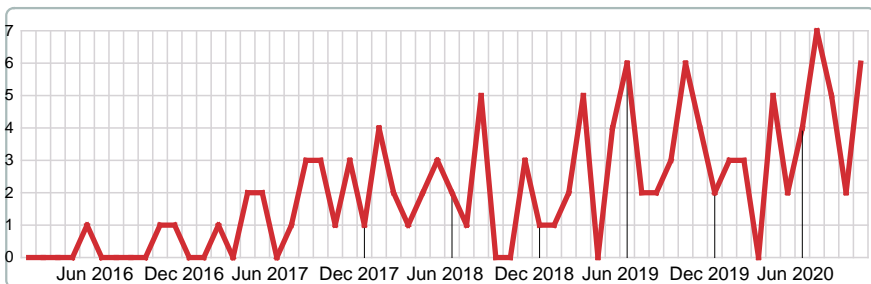
OCTOBER



YEAR TO DATE (YTD)

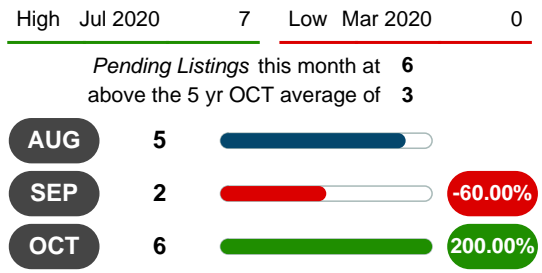


5 YEAR MARKET ACTIVITY TRENDS



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	6	100.00%	23.3	1	1	4	0
Total Pending Units	6			1	1	4	0
Total Pending Volume	8,670	100%	23.3	1,100	850	6,720	0.00B
Average Listing Price	\$1,445			\$1,100	\$850	\$1,680	\$0

October 2020



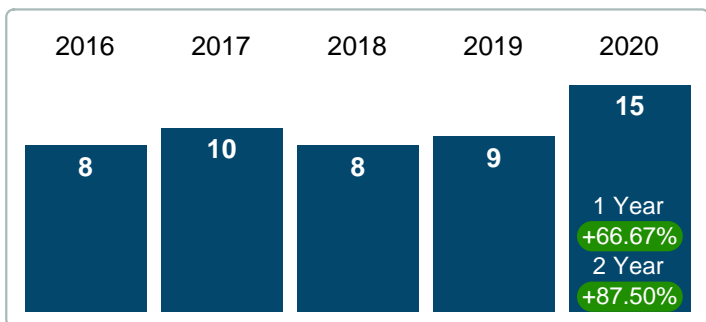
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



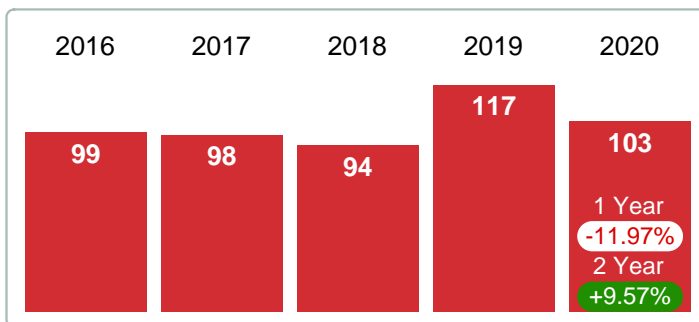
NEW LISTINGS

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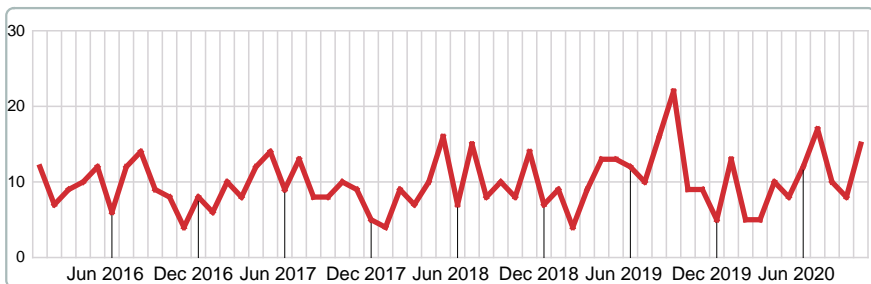
OCTOBER



YEAR TO DATE (YTD)

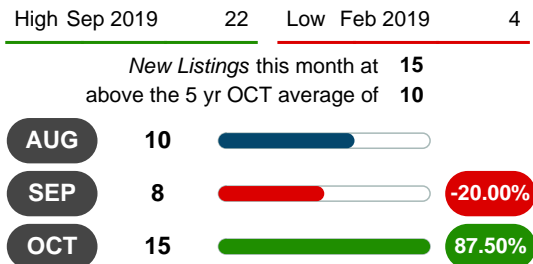


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 10



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	New Listings	%	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	15	100.00%	2	8	5	0
Total New Listed Units	15		2	8	5	0
Total New Listed Volume	24,643	100%	4,188	11,22K	9,240	0.00B
Average New Listed Listing Price	\$1,630		\$2,094	\$1,402	\$1,848	\$0

October 2020



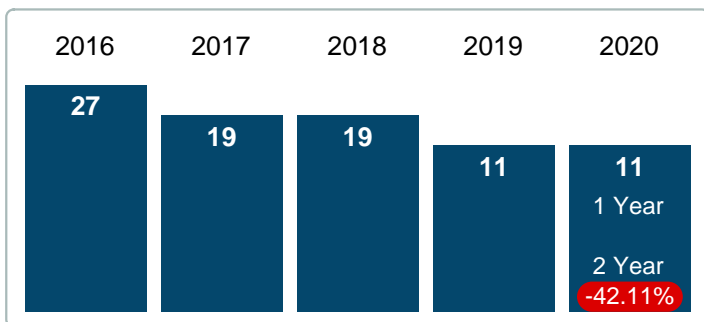
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



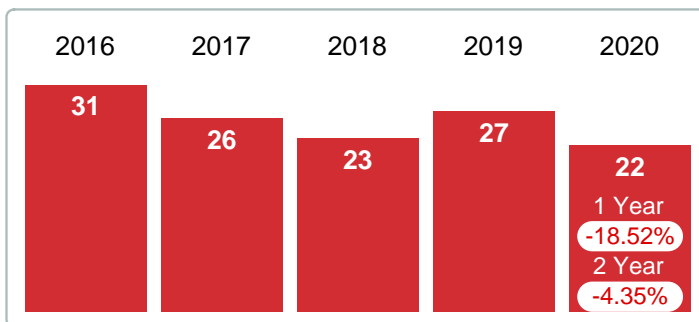
ACTIVE INVENTORY

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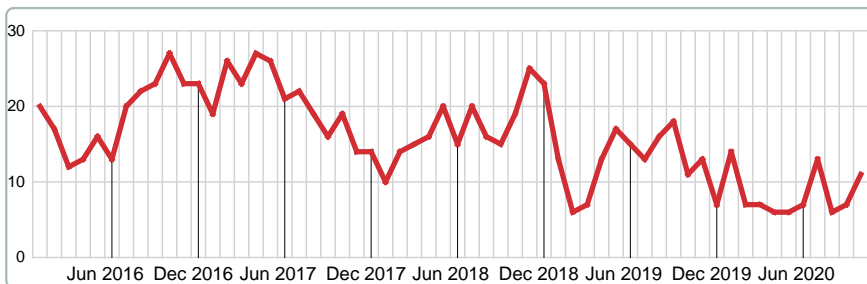
END OF OCTOBER



ACTIVE DURING OCTOBER

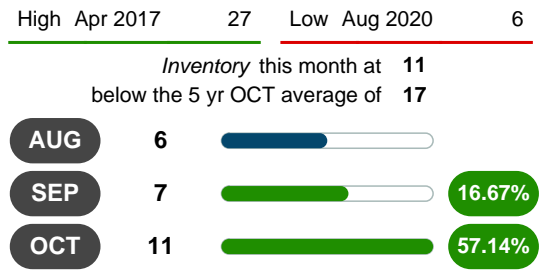


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 17



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	11	100.00%	15.8	1	7	3	0
Total Active Inventory by Units			11	1	7	3	0
Total Active Inventory by Volume			16,700	1,100	10.39K	5,215	0.00B
Average Active Inventory Listing Price			\$1,518	\$1,100	\$1,484	\$1,738	\$0

October 2020



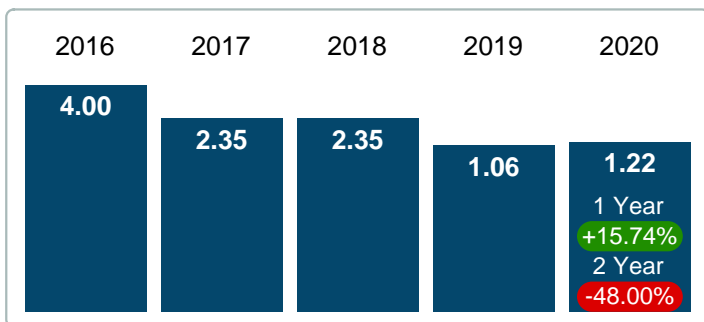
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



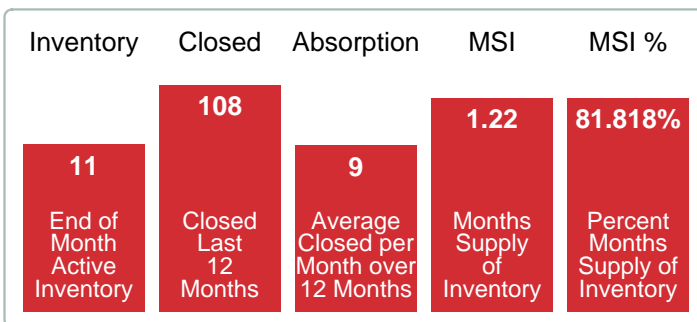
MONTHS SUPPLY of INVENTORY (MSI)

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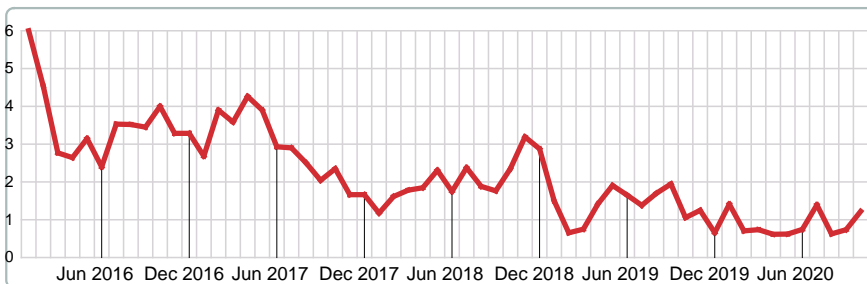
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020



5 YEAR MARKET ACTIVITY TRENDS

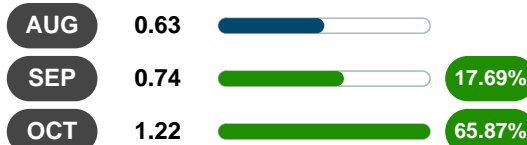


3 MONTHS

5 year OCT AVG = 2.20

High Jan 2016 6.00 Low Apr 2020 0.62

Months Supply this month at 1.22 below the 5 yr OCT average of 2.20



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	11	100.00%	1.22	1.33	1.22	1.29	0.00
Market Supply of Inventory (MSI)			1.22	1.33	1.22	1.29	0.00
Total Active Inventory by Units		100%	1.22	1	7	3	0

October 2020



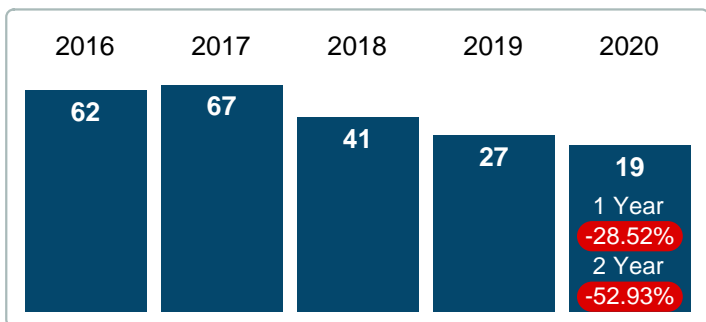
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



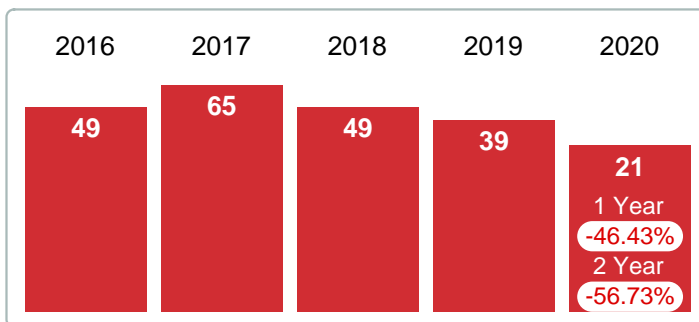
AVERAGE DAYS ON MARKET TO SALE

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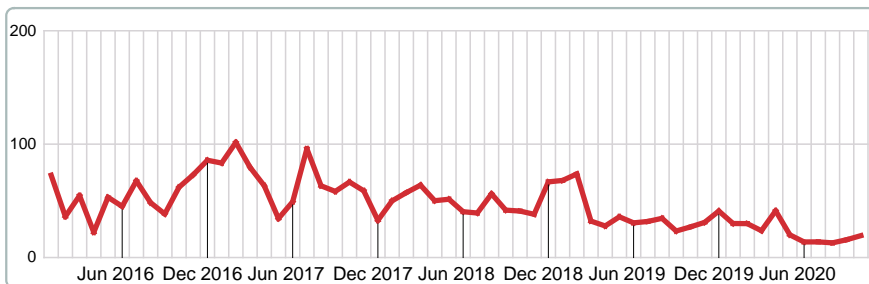
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

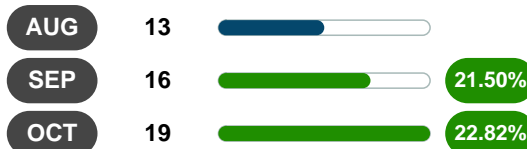


3 MONTHS

5 year OCT AVG = 43

High Feb 2017 102 Low Aug 2020 13

Average Days on Market to Sale this month at 19 below the 5 yr OCT average of 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	10	100.00%	19	1	15	30	0
Average Closed DOM			19	1	15	30	0
Total Closed Units		100%	19	1	5	4	
Total Closed Volume			16,482	3,087	5,875	7,520	0.00B

October 2020



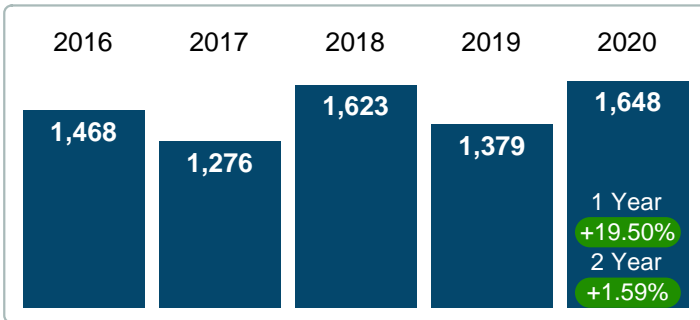
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



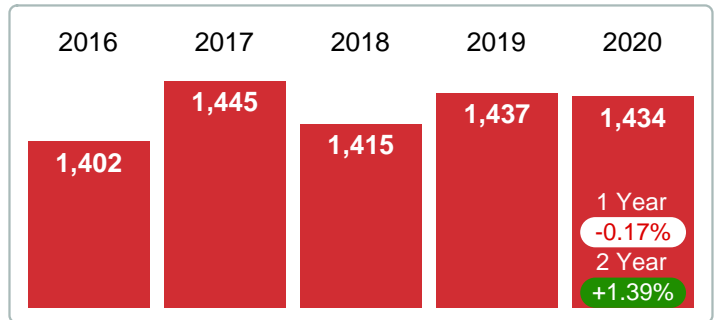
AVERAGE LIST PRICE AT CLOSING

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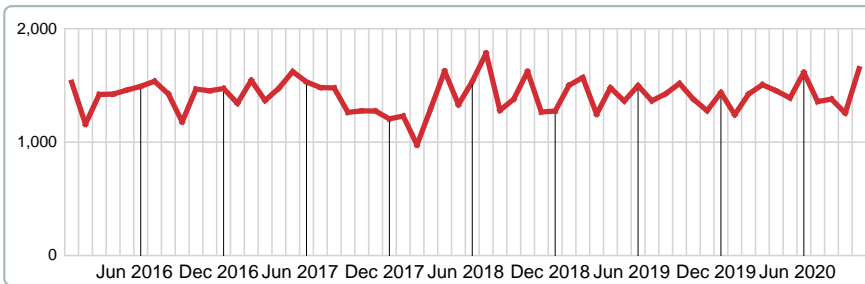
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,479

High Jul 2018 1,784 Low Feb 2018 975

Average List Price at Closing this month at **1,648** above the 5 yr OCT average of **1,479**



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%	1,648	3,088	1,175	1,880	0
Average List Price			1,648	3,088	1,175	1,880	0
Total Closed Units		100%	1,648	1	5	4	
Total Closed Volume			16,483	3,088	5,875	7,520	0.00B

October 2020



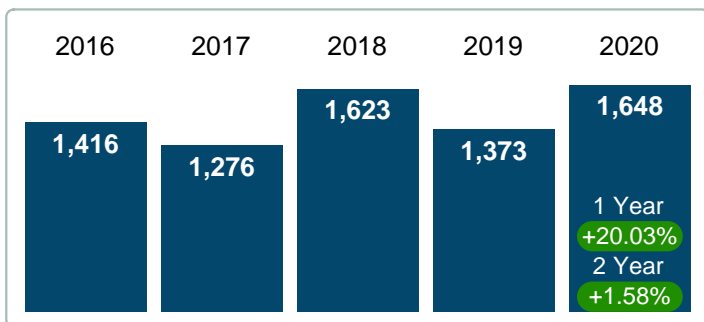
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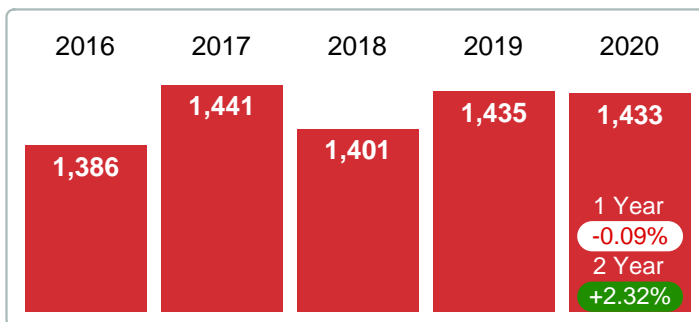
AVERAGE SOLD PRICE AT CLOSING

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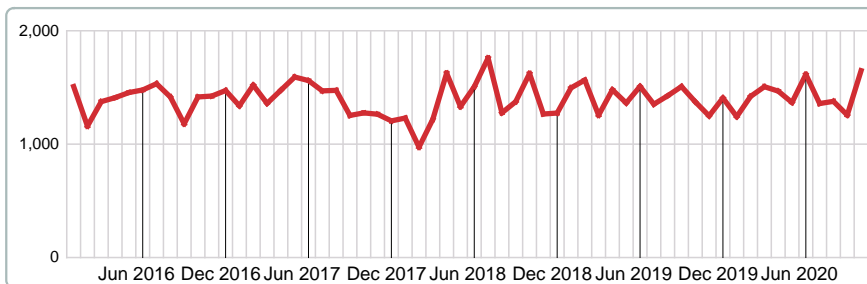
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,467

High Jul 2018 1,759 Low Feb 2018 974

Average Sold Price at Closing this month at **1,648** above the 5 yr OCT average of **1,467**

Month	Average Sold Price	Change
AUG	1,378	
SEP	1,256	-8.80%
OCT	1,648	31.18%

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%	1,648	3,087	1,175	1,880	0
Average Sold Price			1,648	3,087	1,175	1,880	0
Total Closed Units		100%	1,648	1	5	4	
Total Closed Volume			16,482	3,087	5,875	7,520	0.00B

October 2020



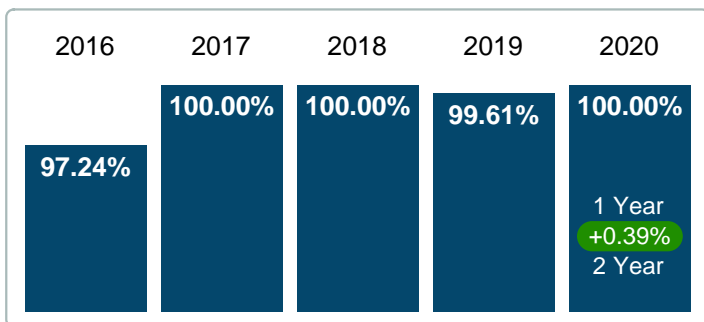
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



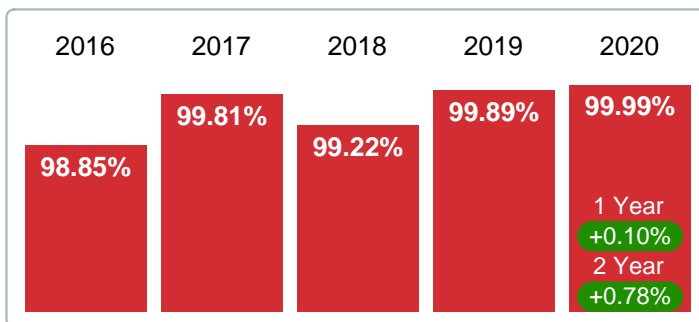
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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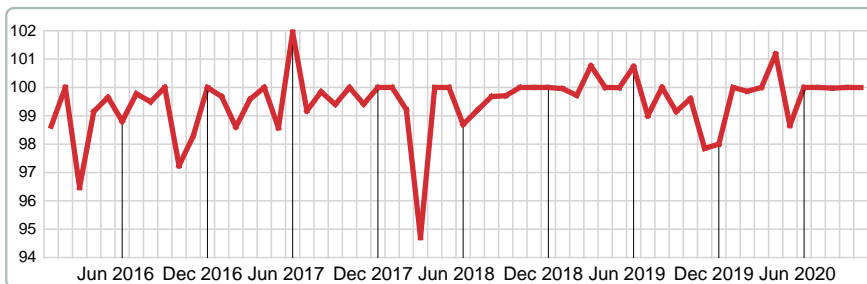
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

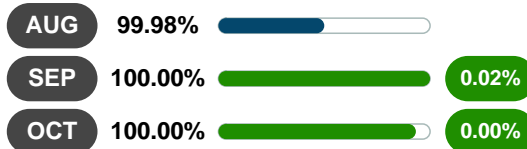


3 MONTHS

5 year OCT AVG = 99.37%

High Jun 2017 101.95% Low Mar 2018 94.70%

Average Sold/List Ratio this month at **100.00%** above the 5 yr OCT average of **99.37%**



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%	100.00%	99.97%	100.00%	100.00%	0.00%
Average Sold/List Ratio		100.00%		99.97%	100.00%	100.00%	0.00%
Total Closed Units		10	100%	1	5	4	
Total Closed Volume		16,482		3,087	5,875	7,520	0.00B

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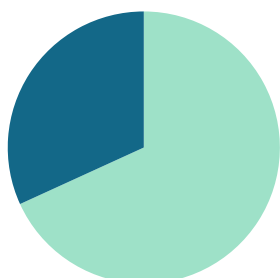
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MARKET SUMMARY

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INVENTORY

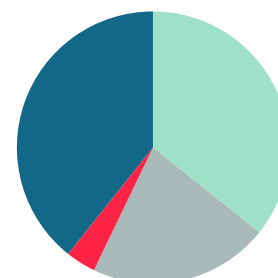


Inventory
 New Listings
15 = 68.18%
 Start Inventory
7
 Total Inventory Units
22
 Volume
\$34,883

Market Activity

Closed Sales
10 = 35.71%
 Pending Sales
6 = 21.43%
 Other Off Market
1 = 3.57%
 Active Inventory
11 = 39.29%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	16	10	-37.50%	111	91	-18.02%
Pending Sales	6	6	0.00%	31	37	19.35%
New Listings	9	15	66.67%	117	103	-11.97%
Average List Price	1,379	1,648	19.50%	1,437	1,434	-0.17%
Average Sale Price	1,373	1,648	20.03%	1,435	1,433	-0.09%
Average Percent of Selling Price to List Price	99.61%	100.00%	0.39%	99.89%	99.99%	0.10%
Average Days on Market to Sale	27.00	19.30	-28.52%	39.42	21.12	-46.43%
Monthly Inventory	11	11	0.00%	11	11	0.00%
Months Supply of Inventory	1.06	1.22	15.74%	1.06	1.22	15.74%

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

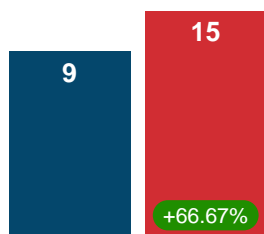
Inventory on October 31, 2020 = **11**

2019 **2020**

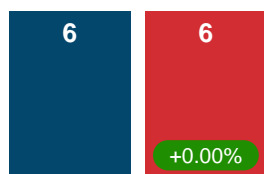
OCTOBER MARKET

AVERAGE PRICES

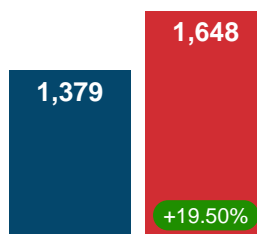
New Listings



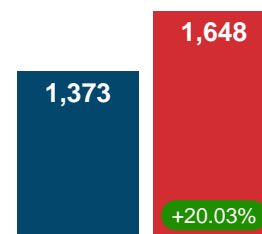
Pending Listings



List Price



Sale Price



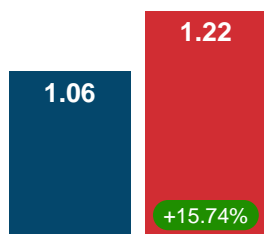
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

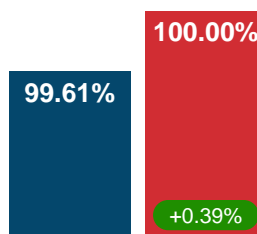
Active Inventory

+0.00%

Monthly Supply of Inventory



Sale/List Ratio



Days on Market

