

# October 2020



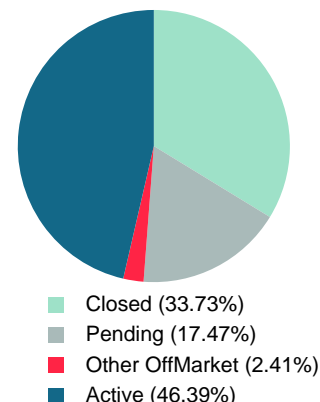
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	55	56	1.82%
Pending Listings	25	29	16.00%
New Listings	75	60	-20.00%
Average List Price	1,012	1,166	15.18%
Average Sale Price	1,017	1,114	9.60%
Average Percent of Selling Price to List Price	100.49%	98.43%	-2.04%
Average Days on Market to Sale	41.53	26.52	-36.14%
End of Month Inventory	136	77	-43.38%
Months Supply of Inventory	2.18	1.29	-40.85%



**Absorption:** Last 12 months, an Average of **60** Sales/Month  
**Active Inventory** as of October 31, 2020 = **77**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2020 decreased **43.38%** to 77 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **1.29** 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 **9.60%** in October 2020 to \$1,114 versus the previous year at \$1,017.

#### Average Days on Market Shortens

The average number of **26.52** days that homes spent on the market before selling decreased by 15.01 days or **36.14%** in October 2020 compared to last year's same month at **41.53** 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 strong this month.

There were 60 New Listings in October 2020, down **20.00%** from last year at 75. Furthermore, there were 56 Closed Listings this month versus last year at 55, a **1.82%** increase.

Closed versus Listed trends yielded a **93.3%** ratio, up from previous year's, October 2019, at **73.3%**, a **27.27%** upswing. 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



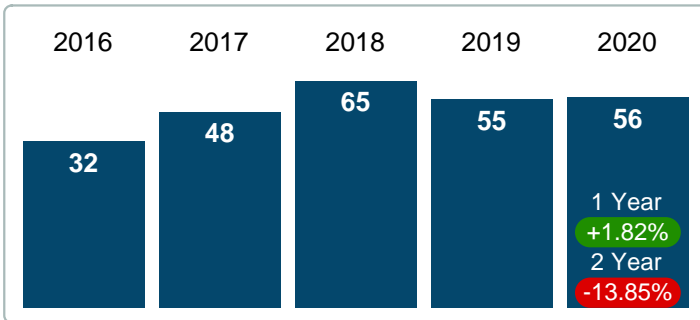
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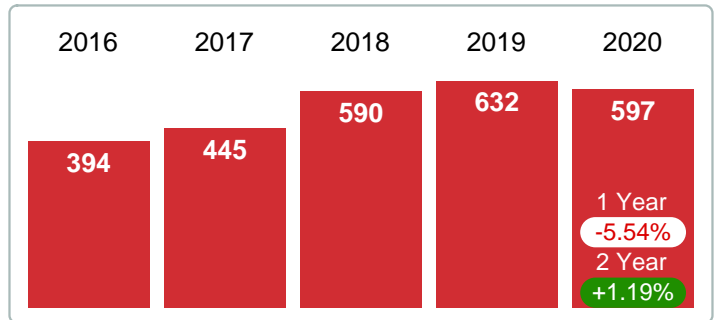
## CLOSED LISTINGS

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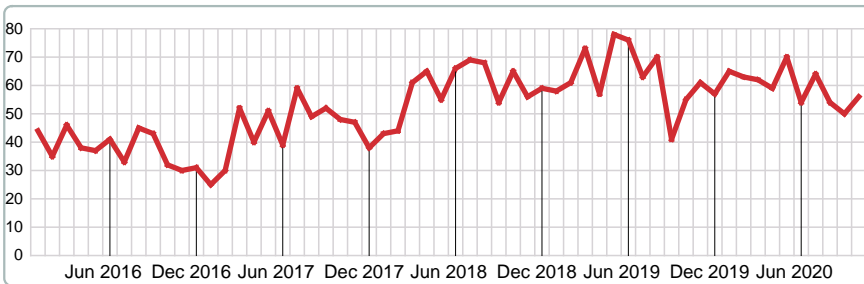
### OCTOBER



### YEAR TO DATE (YTD)

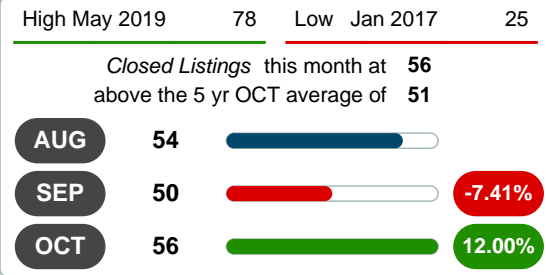


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 51



### 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	56	100.00%	26.5	19	34	3	0
<b>Total Closed Units</b>	<b>56</b>			<b>19</b>	<b>34</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>62,405</b>	<b>100%</b>	<b>26.5</b>	<b>19.88K</b>	<b>38.33K</b>	<b>4,200</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,114</b>			<b>\$1,046</b>	<b>\$1,127</b>	<b>\$1,400</b>	<b>\$0</b>

# October 2020



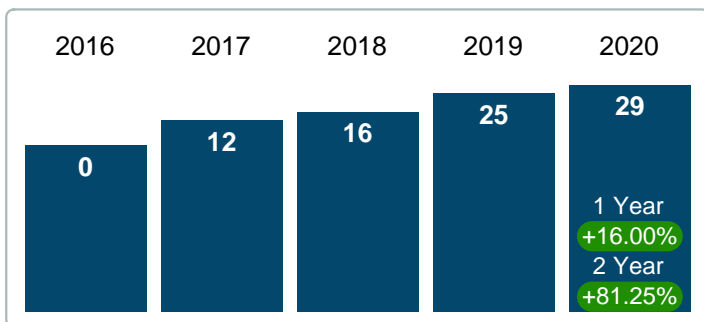
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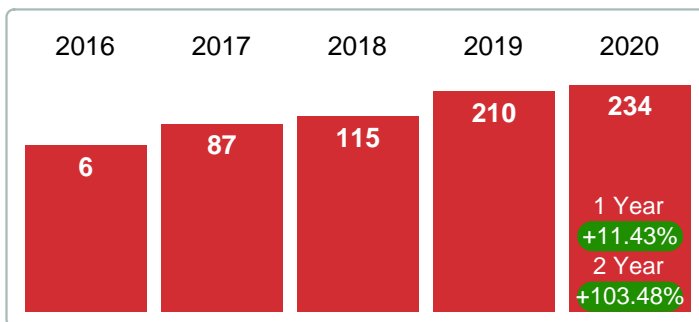
## PENDING LISTINGS

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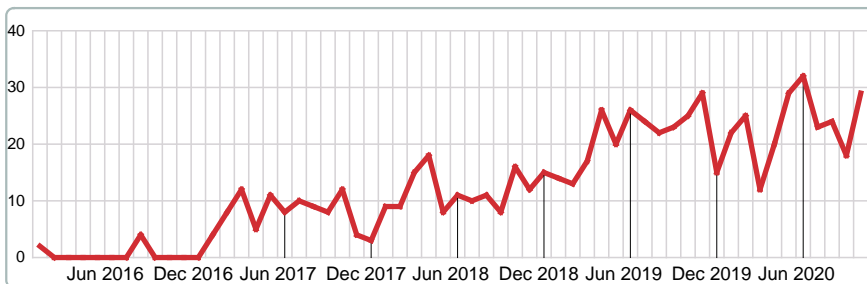
### OCTOBER



### YEAR TO DATE (YTD)

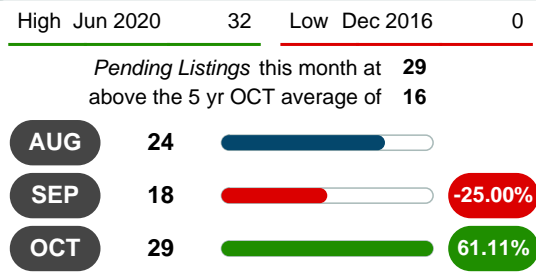


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 16



### 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	29	100.00%	26.8	9	19	1	0
<b>Total Pending Units</b>	<b>29</b>			<b>9</b>	<b>19</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>37,035</b>	<b>100%</b>	<b>26.8</b>	<b>13.58K</b>	<b>22.28K</b>	<b>1,175</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,277</b>			<b>\$1,509</b>	<b>\$1,173</b>	<b>\$1,175</b>	<b>\$0</b>

# October 2020



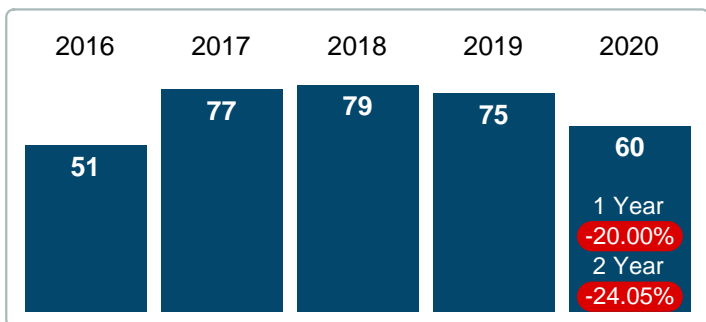
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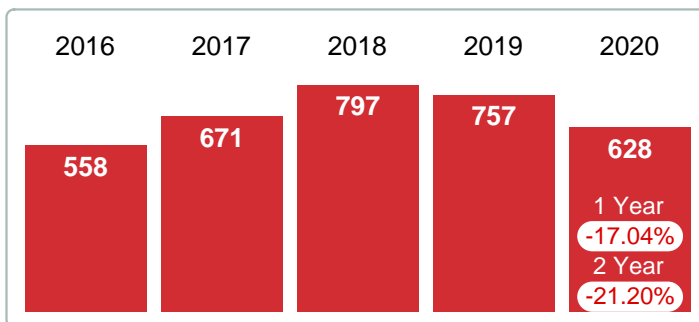
## NEW LISTINGS

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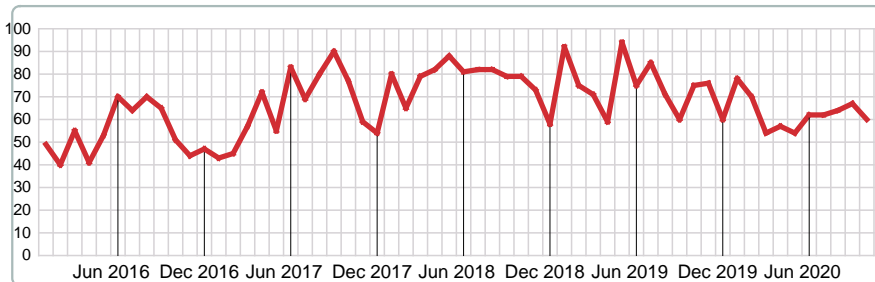
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 68

High May 2019 94 Low Feb 2016 40

New Listings this month at 60  
below the 5 yr OCT average of 68



### 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	60	100.00%	28	28	3	1
<b>Total New Listed Units</b>	<b>60</b>		<b>28</b>	<b>28</b>	<b>3</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>61,850</b>	<b>100%</b>	<b>25.33K</b>	<b>28.70K</b>	<b>5,625</b>	<b>2,200</b>
<b>Average New Listed Listing Price</b>	<b>\$961</b>		<b>\$904</b>	<b>\$1,025</b>	<b>\$1,875</b>	<b>\$2,200</b>

# October 2020



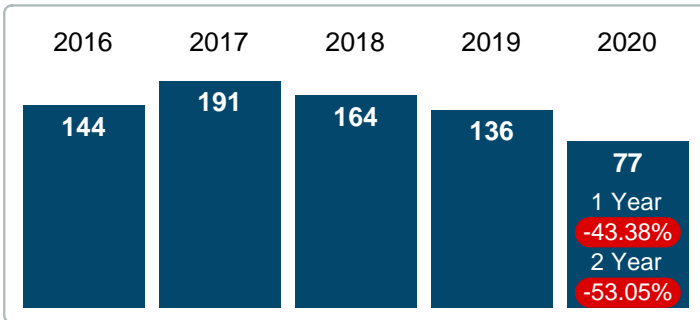
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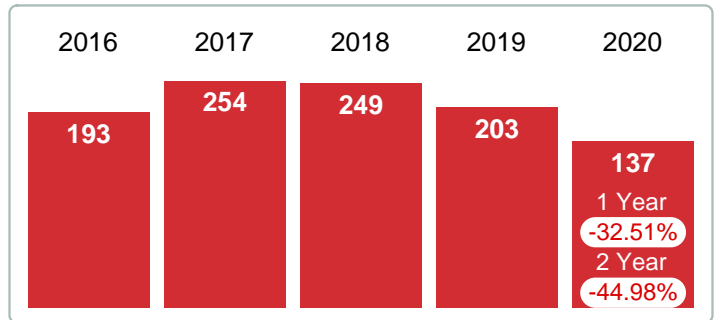
## ACTIVE INVENTORY

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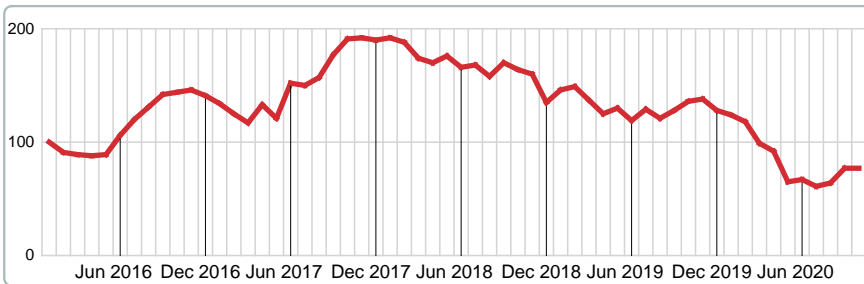
### END OF OCTOBER



### ACTIVE DURING OCTOBER

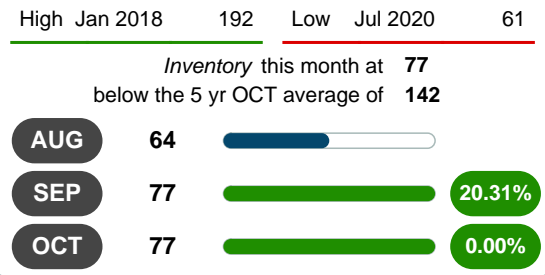


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 142



### 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	77	100.00%	59.4	41	34	1	1
Total Active Inventory by Units			77	41	34	1	1
Total Active Inventory by Volume			79,230	40.66K	34.87K	1,500	2,200
Average Active Inventory Listing Price			\$1,029	\$992	\$1,026	\$1,500	\$2,200

# October 2020



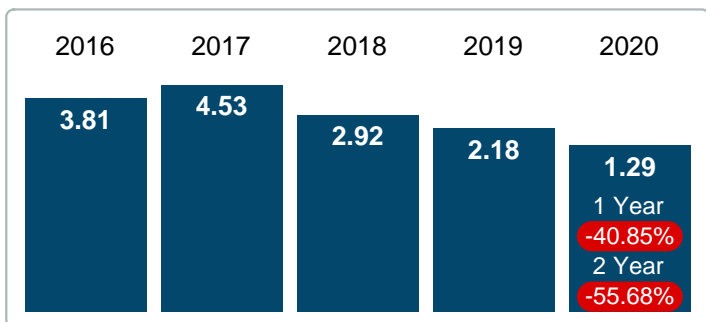
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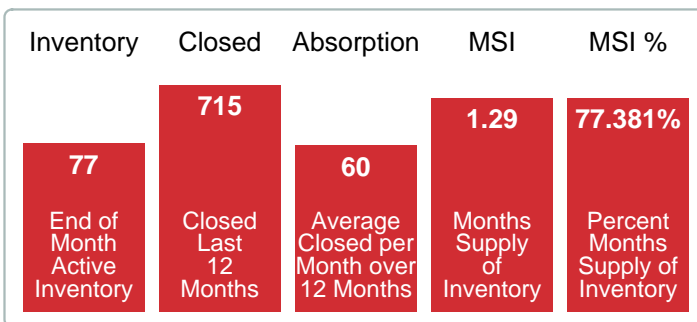
## MONTHS SUPPLY of INVENTORY (MSI)

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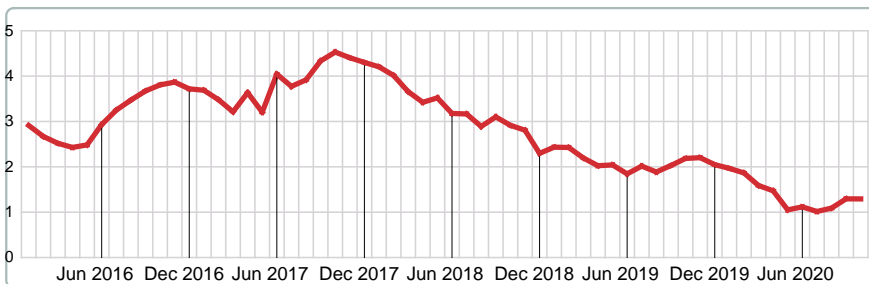
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2020

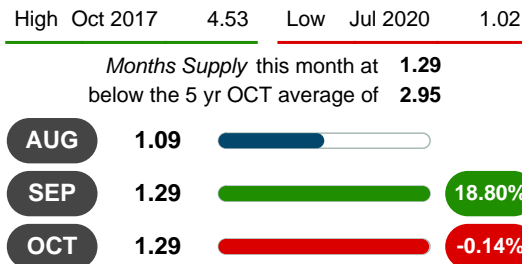


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.95



### 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	77	100.00%	1.29	1.76	1.03	0.31	12.00
Market Supply of Inventory (MSI)			1.29	1.76	1.03	0.31	12.00
Total Active Inventory by Units		100%	1.29	41	34	1	1

# October 2020



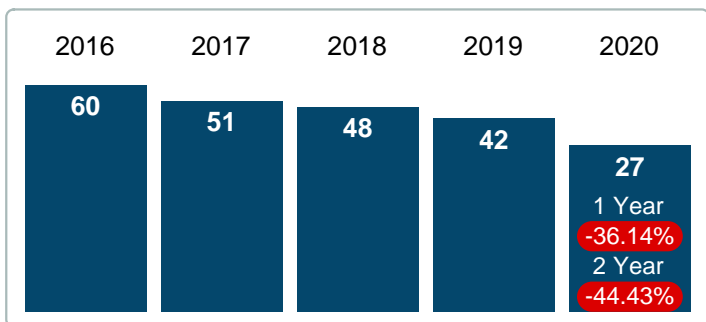
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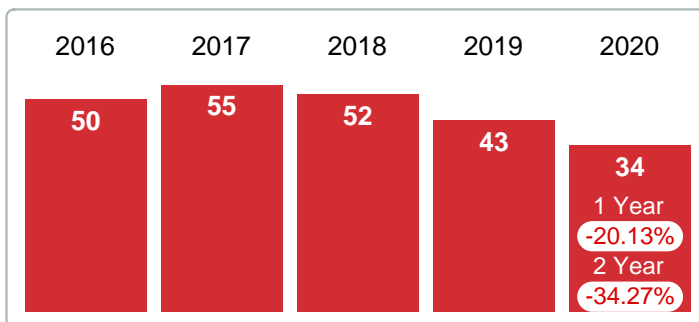
## AVERAGE DAYS ON MARKET TO SALE

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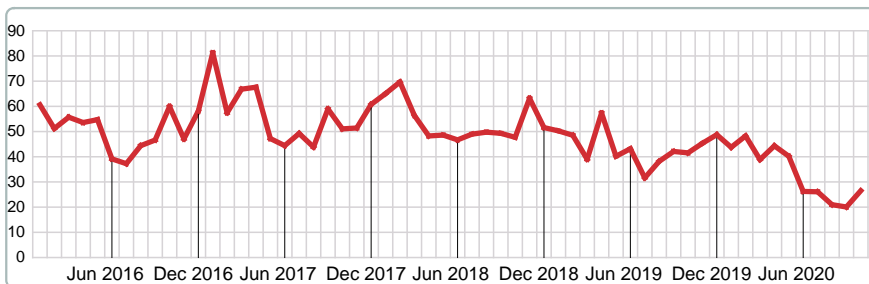
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 45

High Jan 2017 81 Low Sep 2020 20

Average Days on Market to Sale this month at 27 below the 5 yr OCT average of 45



### 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	56	100.00%	27	32	22	44	0
Average Closed DOM			27	32	22	44	0
Total Closed Units		100%	27	19	34	3	
Total Closed Volume			62,405	19.88K	38.33K	4,200	0.00B

# October 2020



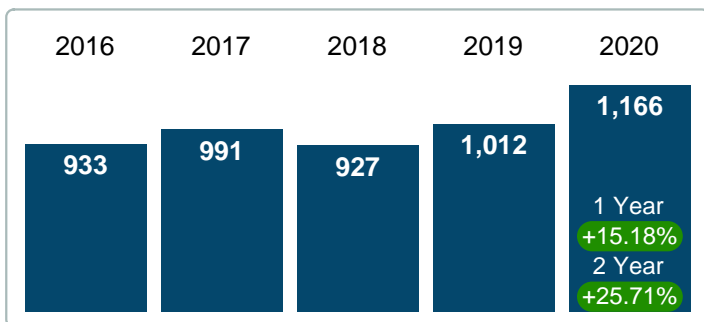
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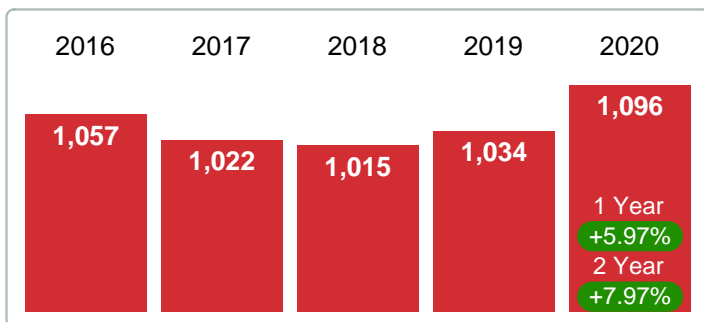
## AVERAGE LIST PRICE AT CLOSING

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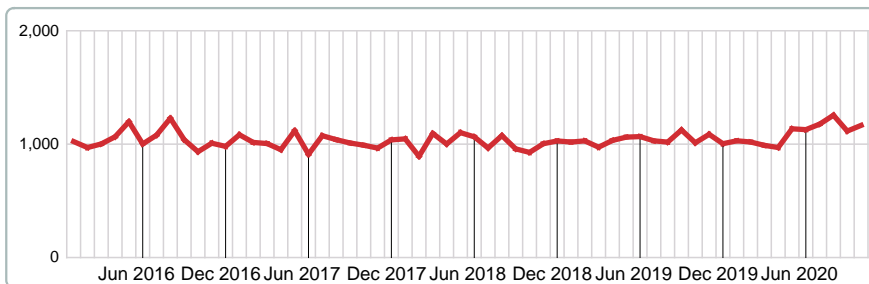
### OCTOBER



### YEAR TO DATE (YTD)

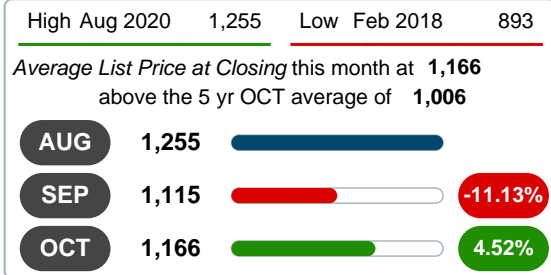


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,006



### 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	56	100.00%	1,166	1,150	1,151	1,433	0
Average List Price			1,166	1,150	1,151	1,433	0
Total Closed Units		100%	1,166	19	34	3	
Total Closed Volume			65,275	21.85K	39.13K	4,300	0.00B



# October 2020



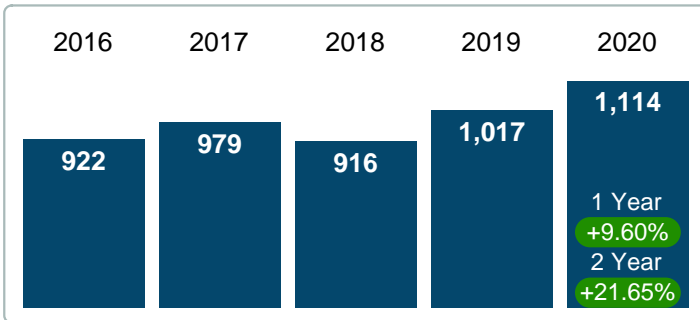
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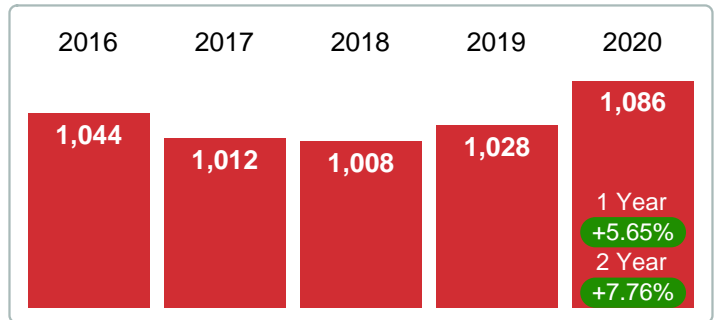
## AVERAGE SOLD PRICE AT CLOSING

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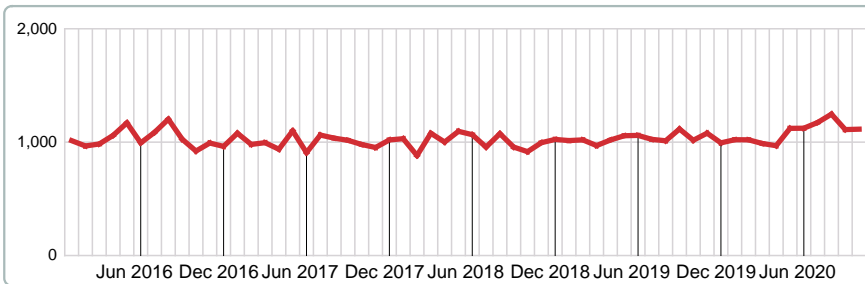
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

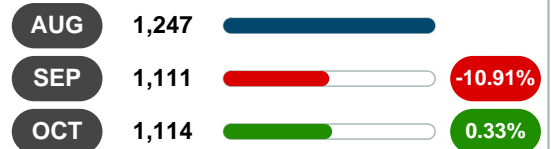


### 3 MONTHS

5 year OCT AVG = 990

High Aug 2020 1,247 Low Feb 2018 882

Average Sold Price at Closing this month at 1,114 above the 5 yr OCT average of 990



## 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	56	100.00%	1,114	1,046	1,127	1,400	0
Average Sold Price			1,114	1,046	1,127	1,400	0
Total Closed Units		100%	1,114	19	34	3	
Total Closed Volume			62,405	19.88K	38.33K	4,200	0.00B

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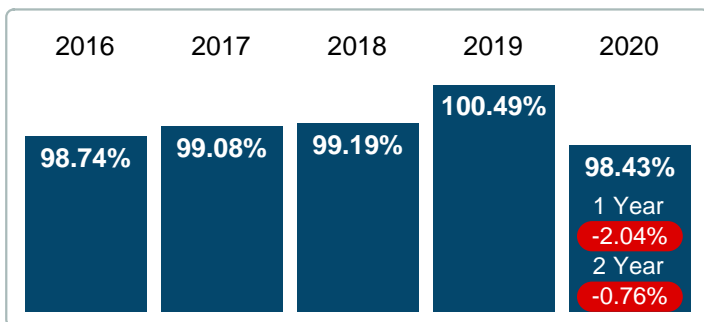
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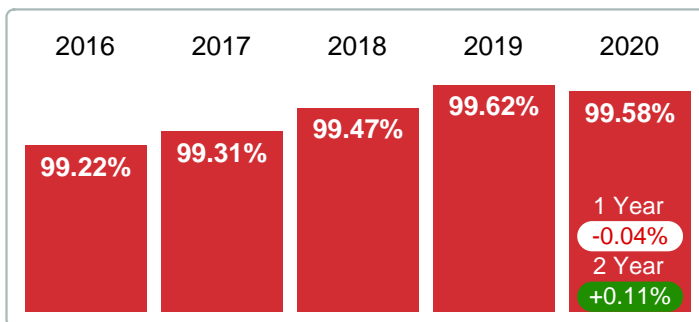
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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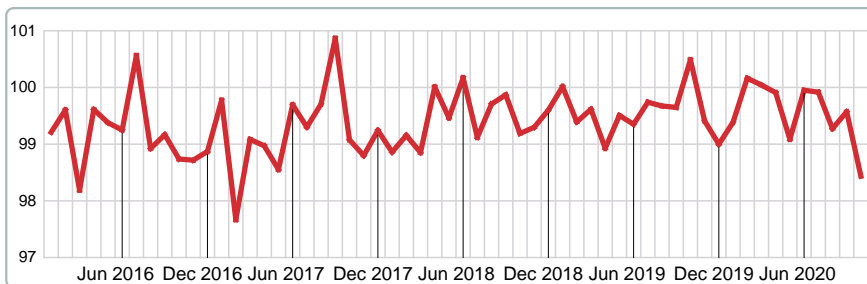
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

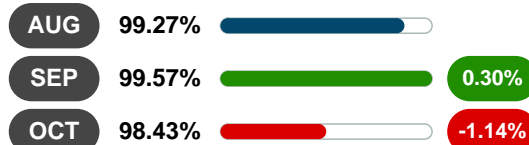


### 3 MONTHS

5 year OCT AVG = 99.19%

High Sep 2017 100.87% Low Feb 2017 97.67%

Average Sold/List Ratio this month at **98.43%** below the 5 yr OCT average of **99.19%**



### 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	56	100.00%	98.43%	98.55%	98.36%	98.55%	0.00%
Average Sold/List Ratio		98.40%		98.55%	98.36%	98.55%	0.00%
Total Closed Units		56	100%	19	34	3	
Total Closed Volume		62,405		19.88K	38.33K	4,200	0.00B

# October 2020



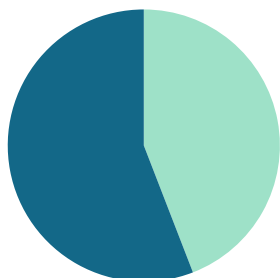
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

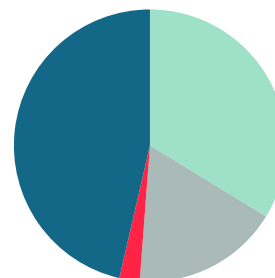


**Inventory**  
 New Listings  
**60 = 44.12%**  
 Start Inventory  
**76**  
 Total Inventory Units  
**136**  
 Volume  
**\$150,605**

### Market Activity

Closed Sales  
**56 = 33.73%**  
 Pending Sales  
**29 = 17.47%**  
 Other Off Market  
**4 = 2.41%**  
 Active Inventory  
**77 = 46.39%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	55	56	1.82%	632	597	-5.54%
Pending Sales	25	29	16.00%	210	234	11.43%
New Listings	75	60	-20.00%	757	628	-17.04%
Average List Price	1,012	1,166	15.18%	1,034	1,096	5.97%
Average Sale Price	1,017	1,114	9.60%	1,028	1,086	5.65%
Average Percent of Selling Price to List Price	100.49%	98.43%	-2.04%	99.62%	99.58%	-0.04%
Average Days on Market to Sale	41.53	26.52	-36.14%	42.85	34.22	-20.13%
Monthly Inventory	136	77	-43.38%	136	77	-43.38%
Months Supply of Inventory	2.18	1.29	-40.85%	2.18	1.29	-40.85%

**Absorption:** Last 12 months, an Average of **60** Sales/Month

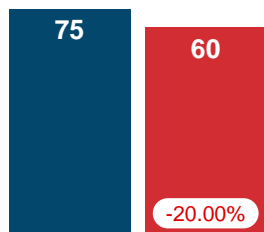
**Inventory** on October 31, 2020 = **77**

**2019** **2020**

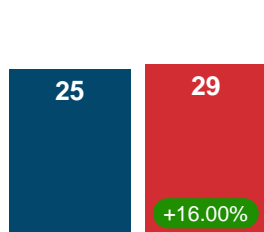
### OCTOBER MARKET

### AVERAGE PRICES

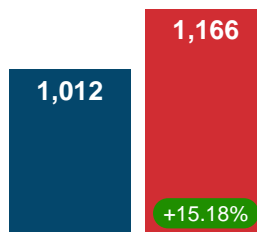
#### New Listings



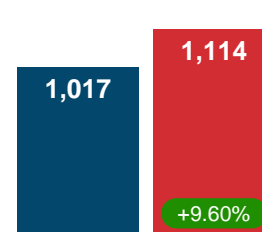
#### Pending Listings



#### List Price



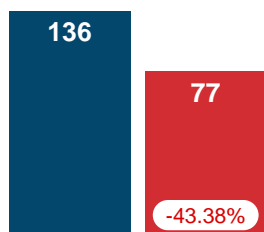
#### Sale Price



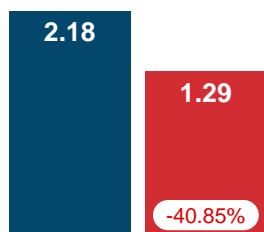
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

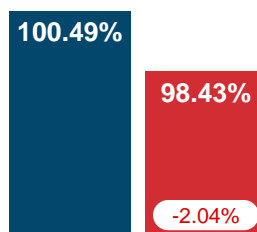
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

