

## October 2020



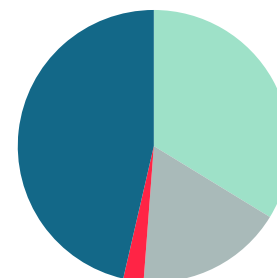
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -  
Leasing Property Type



### 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%
Median List Price	950	995	4.74%
Median Sale Price	950	998	5.00%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	29.00	14.00	-51.72%
End of Month Inventory	136	77	-43.38%
Months Supply of Inventory	2.18	1.29	-40.85%



■ Closed (33.73%)  
■ Pending (17.47%)  
■ Other OffMarket (2.41%)  
■ Active (46.39%)

**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.

##### 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 **5.00%** in October 2020 to \$998 versus the previous year at \$950.

##### Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 15.00 days or **51.72%** in October 2020 compared to last year's same month at **29.00** 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 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>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

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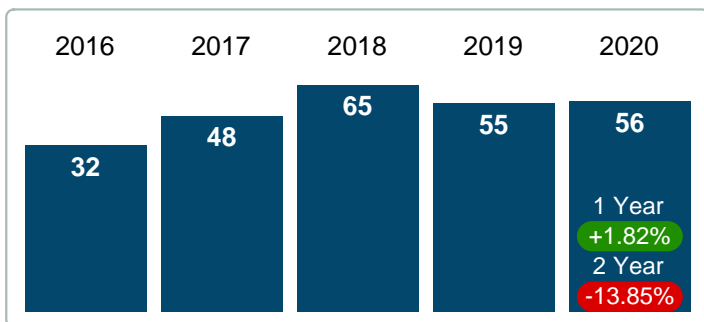
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



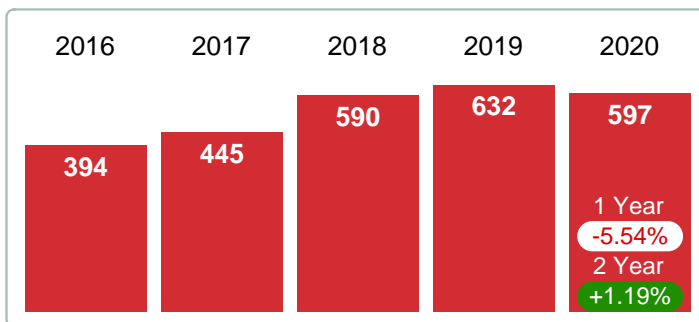
## CLOSED LISTINGS

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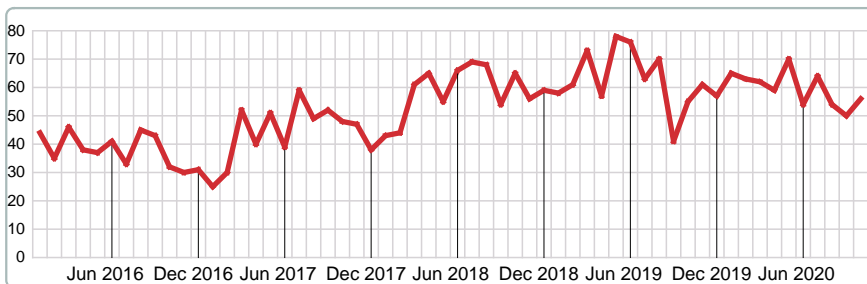
### OCTOBER



### YEAR TO DATE (YTD)

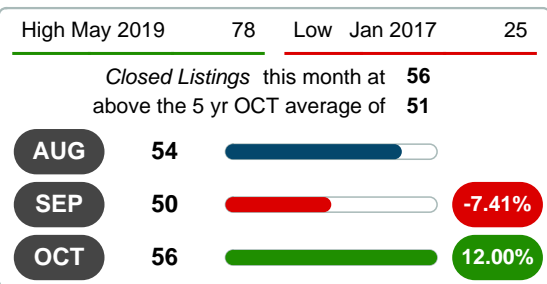


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 51



### 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	56	100.00%	14.0	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>14.0</b>	<b>19.88K</b>	<b>38.33K</b>	<b>4,200</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$998</b>			<b>\$800</b>	<b>\$1,025</b>	<b>\$1,175</b>	<b>\$0</b>

# October 2020



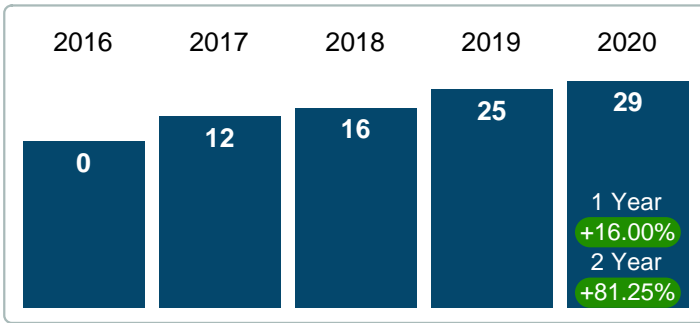
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



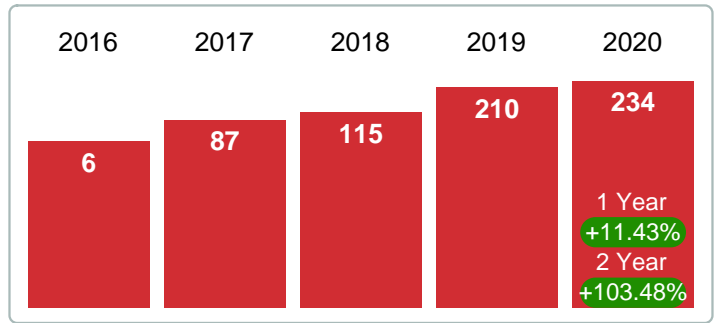
## PENDING LISTINGS

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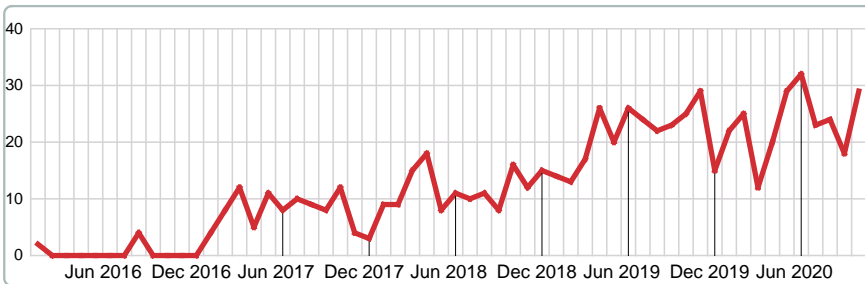
### OCTOBER



### YEAR TO DATE (YTD)

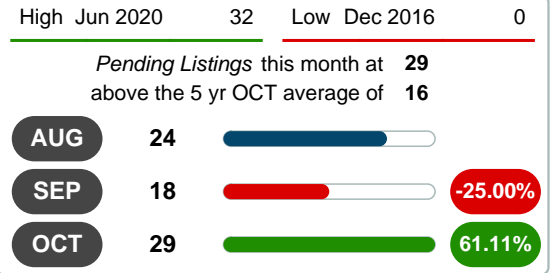


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 16



### 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%	14.0	0	0	0	0
\$1 \$0	0	0.00%	14.0	0	0	0	0
\$1 \$0	0	0.00%	14.0	0	0	0	0
\$1 \$0	0	0.00%	14.0	0	0	0	0
\$1 \$0	0	0.00%	14.0	0	0	0	0
\$1 \$0	0	0.00%	14.0	0	0	0	0
\$1 and up	29	100.00%	21.0	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>21.0</b>	<b>13.58K</b>	<b>22.28K</b>	<b>1,175</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$1,050</b>			<b>\$950</b>	<b>\$1,195</b>	<b>\$1,175</b>	<b>\$0</b>

# October 2020



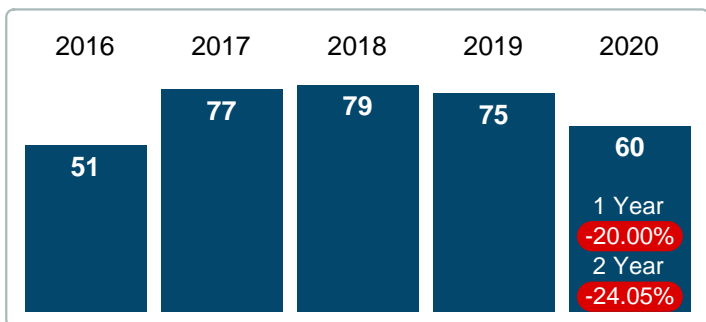
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



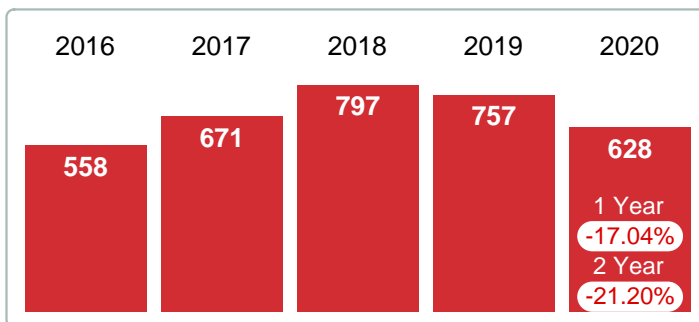
## NEW LISTINGS

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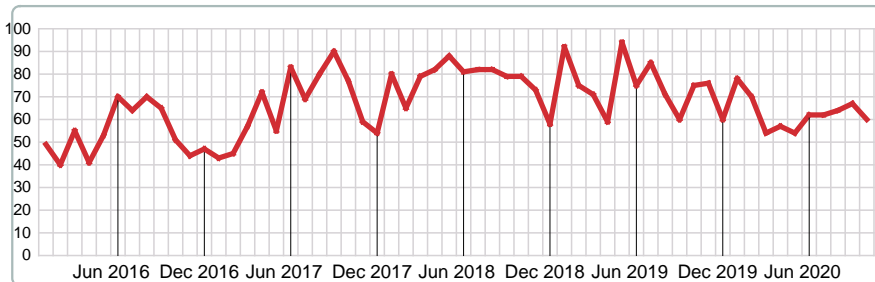
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

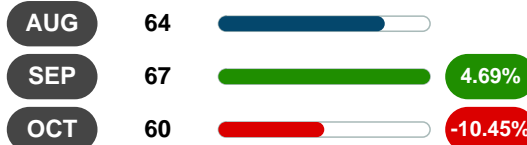


### 3 MONTHS

5 year OCT AVG = 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			Bedrooms 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>Median New Listed Listing Price</b>	<b>\$900</b>		<b>\$813</b>	<b>\$963</b>	<b>\$1,500</b>	<b>\$2,200</b>

# October 2020



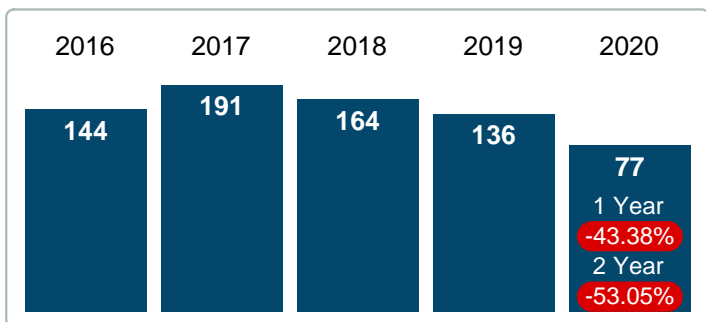
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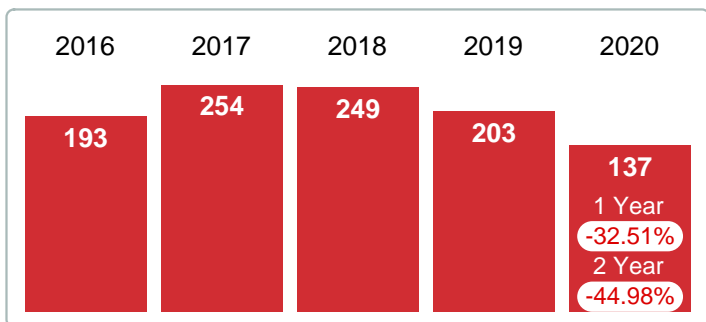
## ACTIVE INVENTORY

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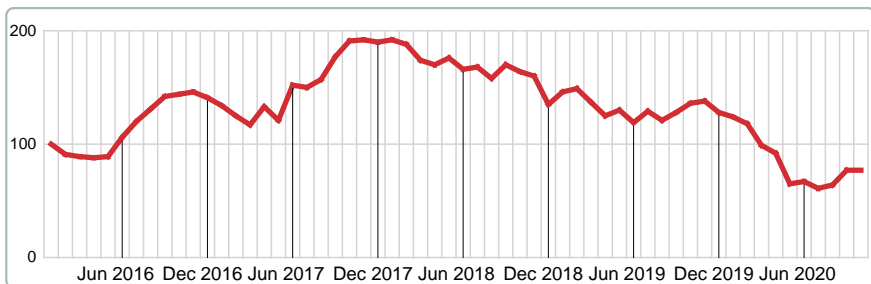
### END OF OCTOBER



### ACTIVE DURING OCTOBER

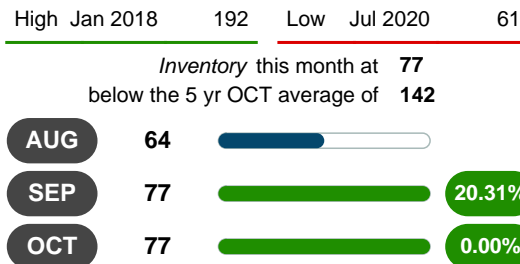


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 142



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	21.0	0	0	0	0
\$1-\$0	0	0.00%	21.0	0	0	0	0
\$1-\$0	0	0.00%	21.0	0	0	0	0
\$1-\$0	0	0.00%	21.0	0	0	0	0
\$1-\$0	0	0.00%	21.0	0	0	0	0
\$1-\$0	0	0.00%	21.0	0	0	0	0
\$1 and up	77	100.00%	27.0	41	34	1	1
Total Active Inventory by Units		77		41	34	1	1
Total Active Inventory by Volume		79,230	100%	40.66K	34.87K	1,500	2,200
Median Active Inventory Listing Price		\$900		\$835	\$950	\$1,500	\$2,200

# October 2020



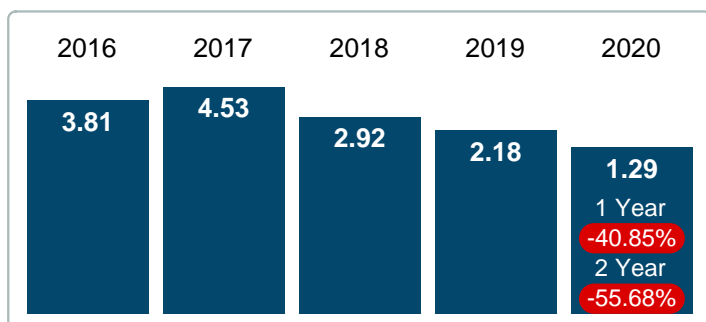
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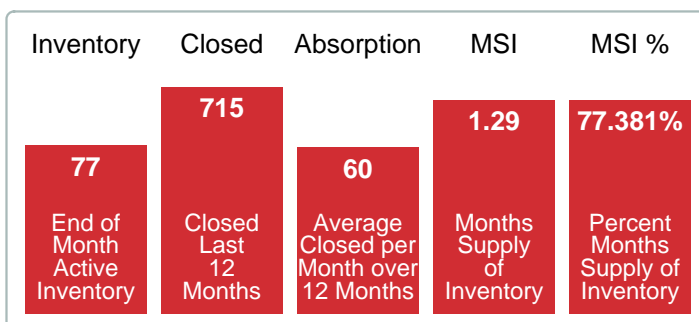
## MONTHS SUPPLY of INVENTORY (MSI)

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

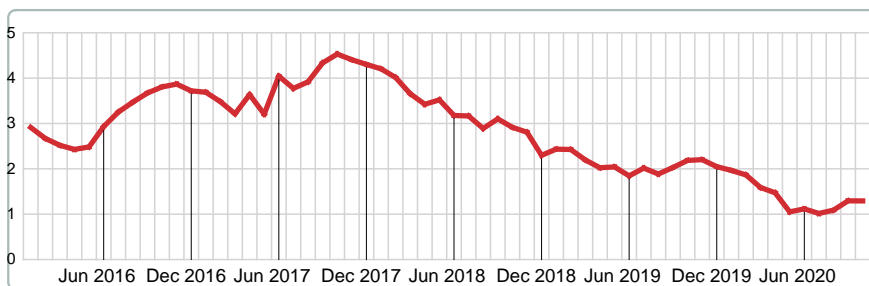
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2020

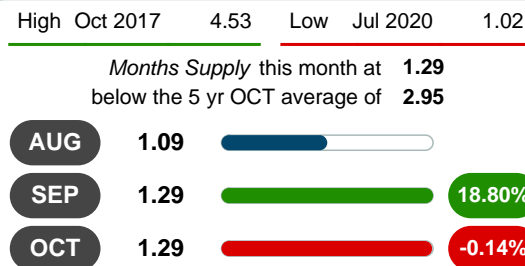


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.95



### 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



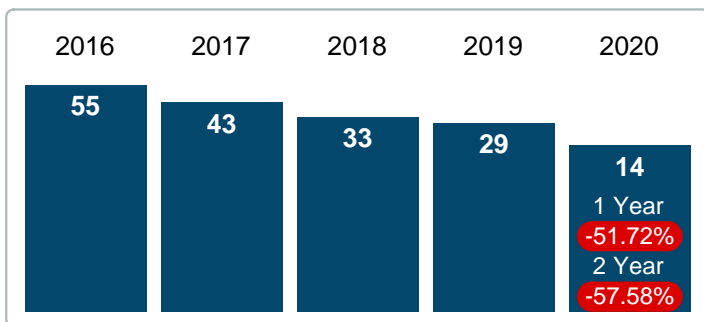
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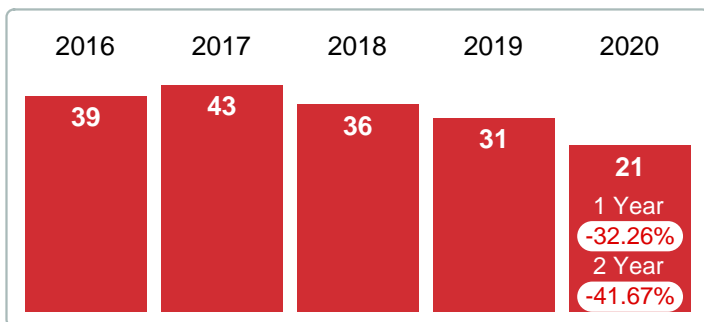
## MEDIAN DAYS ON MARKET TO SALE

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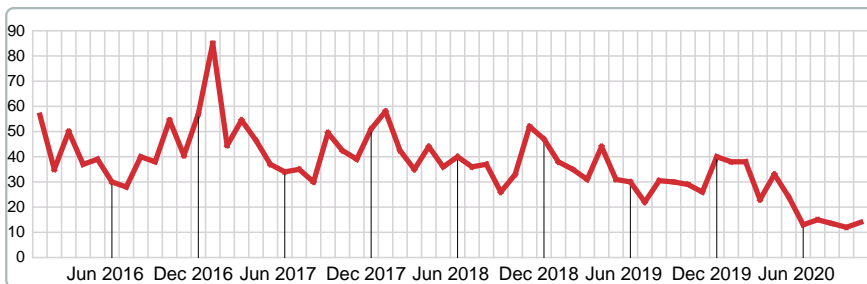
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

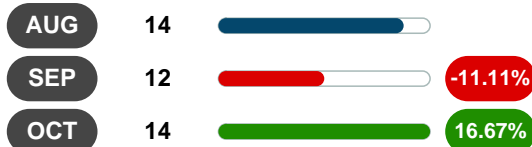


### 3 MONTHS

5 year OCT AVG = 35

High Jan 2017 85 Low Sep 2020 12

Median Days on Market to Sale this month at 14 below the 5 yr OCT average of 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	0	0.00%	27	0	0	0	0
\$1-\$0	0	0.00%	27	0	0	0	0
\$1-\$0	0	0.00%	27	0	0	0	0
\$1-\$0	0	0.00%	27	0	0	0	0
\$1-\$0	0	0.00%	27	0	0	0	0
\$1-\$0	0	0.00%	27	0	0	0	0
\$1 and up	56	100.00%	14	17	13	31	0
Median Closed DOM			14	17	13	31	0
Total Closed Units		100%	14.0	19	34	3	
Total Closed Volume				19.88K	38.33K	4,200	0.00B

# October 2020



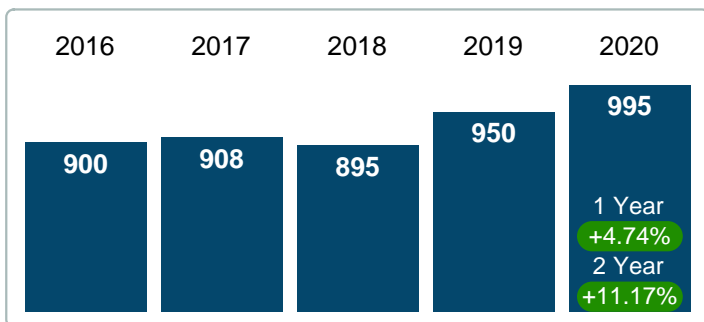
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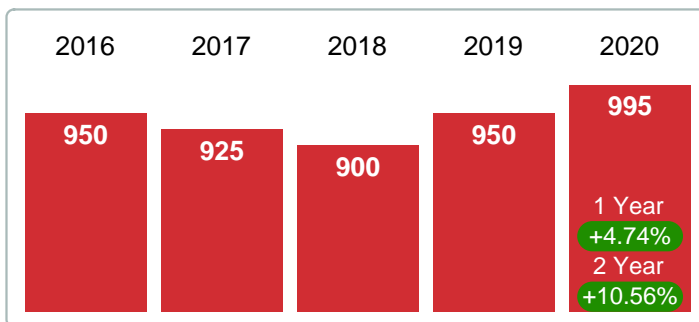
## MEDIAN LIST PRICE AT CLOSING

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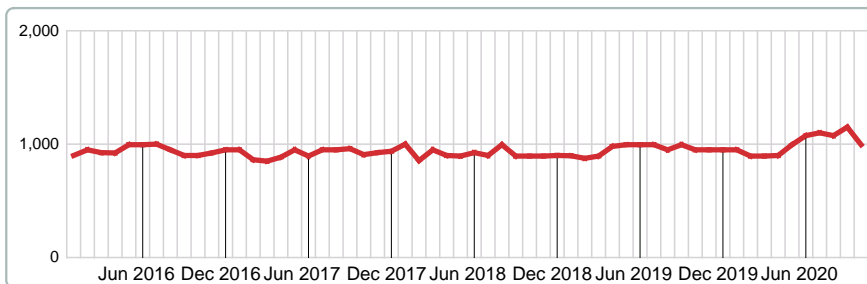
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 930

High Sep 2020 1,150 Low Mar 2017 850

Median List Price at Closing this month at 995 above the 5 yr OCT average of 930

Month	Price	% Change
AUG	1,075	
SEP	1,150	+6.98%
OCT	995	-13.48%

### 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%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 and up	56	100.00%	995	800	1,098	1,175	0
Median List Price			995	800	1,098	1,175	0
Total Closed Units		100%	995	19	34	3	
Total Closed Volume			65,275	21.85K	39.13K	4,300	0.00B



# October 2020



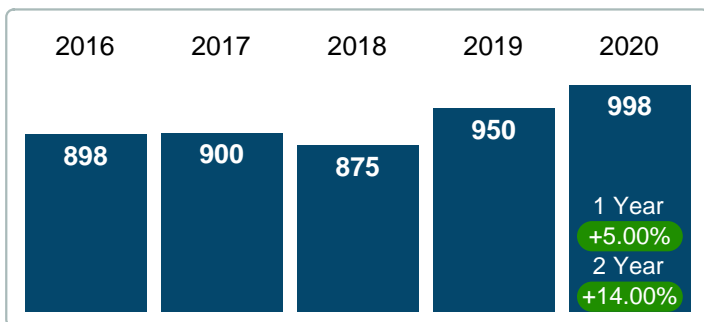
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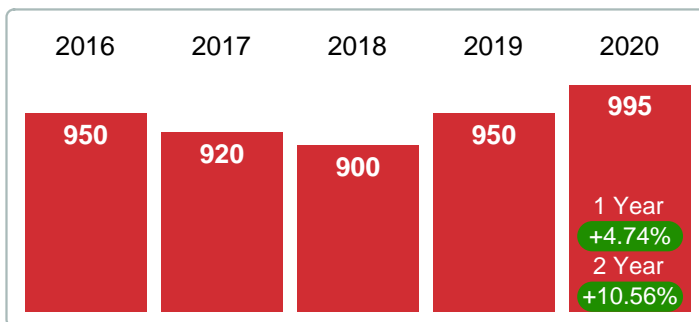
## MEDIAN SOLD PRICE AT CLOSING

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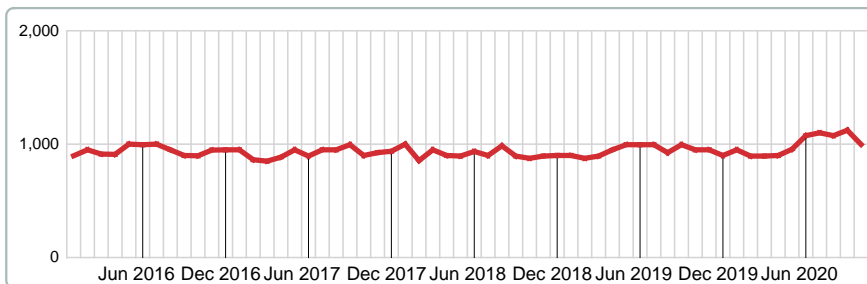
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 924

High Sep 2020 1,123 Low Mar 2017 850

Median Sold Price at Closing this month at 998 above the 5 yr OCT average of 924

- AUG 1,075
- SEP 1,123 (+4.42%)
- OCT 998 (-11.14%)

### 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%	995	0	0	0	0
\$1 \$0	0	0.00%	995	0	0	0	0
\$1 \$0	0	0.00%	995	0	0	0	0
\$1 \$0	0	0.00%	995	0	0	0	0
\$1 \$0	0	0.00%	995	0	0	0	0
\$1 \$0	0	0.00%	995	0	0	0	0
\$1 and up	56	100.00%	998	800	1,025	1,175	0
Median Sold Price			998	800	1,025	1,175	0
Total Closed Units		100%	998	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



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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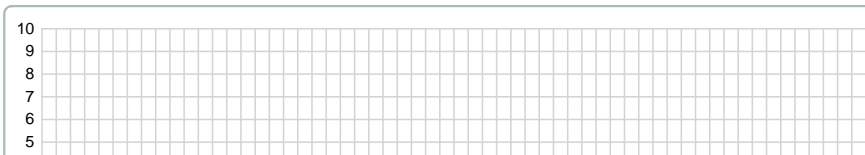
### OCTOBER

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%	997.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	997.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	997.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	997.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	997.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	997.50%	0.00%	0.00%	0.00%	0.00%
\$1 and up	56	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		56	100%	100.00%	19	34	3
Total Closed Volume		62,405			19.88K	38.33K	4,200
							0.00B

# October 2020



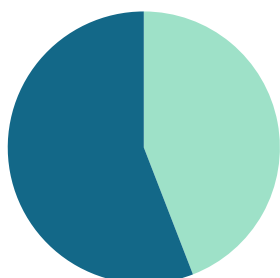
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

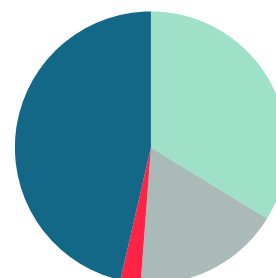


**Inventory**  
 New Listings  
**60 = 44.12%**  
 Start Inventory  
**76**  
 Total Inventory Units  
**136**  
 Volume  
**\$150,605**

### 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%
Median List Price	950	995	4.74%	950	995	4.74%
Median Sale Price	950	998	5.00%	950	995	4.74%
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	29.00	14.00	-51.72%	31.00	21.00	-32.26%
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

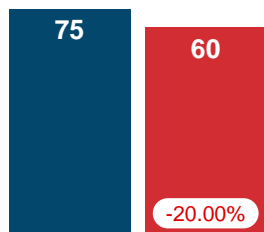
**Inventory** on October 31, 2020 = **77**

**2019** **2020**

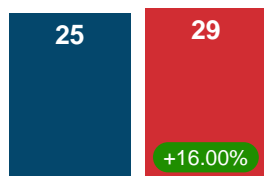
### OCTOBER MARKET

### MEDIAN PRICES

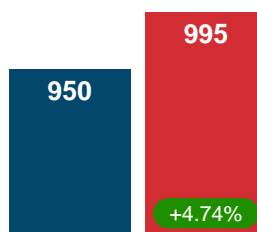
#### New Listings



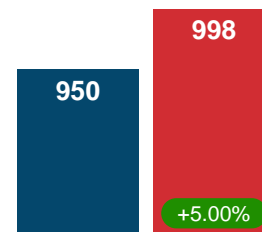
#### Pending Listings



#### List Price



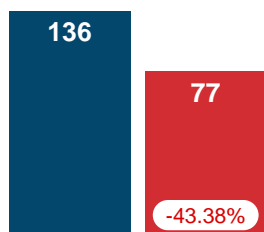
#### Sale Price



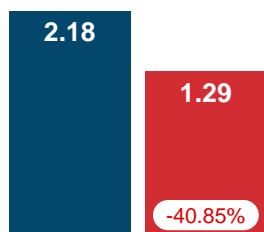
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

