

# October 2020



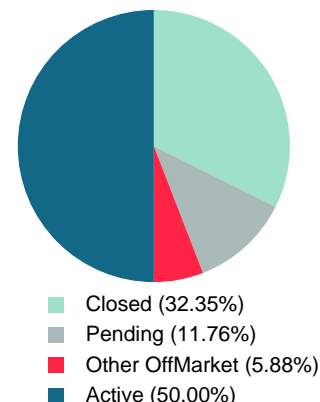
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics                               | 2019    | October 2020 | +/-%    |
|--|---------|--------------|---------|
| Closed Listings                                | 10      | 11           | 10.00%  |
| Pending Listings                               | 8       | 4            | -50.00% |
| New Listings                                   | 21      | 18           | -14.29% |
| Average List Price                             | 1,182   | 1,397        | 18.21%  |
| Average Sale Price                             | 1,182   | 1,397        | 18.21%  |
| Average Percent of Selling Price to List Price | 100.00% | 100.00%      | 0.00%   |
| Average Days on Market to Sale                 | 23.80   | 18.45        | -22.46% |
| End of Month Inventory                         | 40      | 17           | -57.50% |
| Months Supply of Inventory                     | 2.68    | 1.27         | -52.75% |



**Absorption:** Last 12 months, an Average of **13 Sales/Month Active Inventory** as of October 31, 2020 = **17**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2020 decreased **57.50%** to 17 existing homes available for sale. Over the last 12 months this area has had an average of 13 closed sales per month. This represents an unsold inventory index of **1.27 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 **18.21%** in October 2020 to \$1,397 versus the previous year at \$1,182.

#### Average Days on Market Shortens

The average number of **18.45** days that homes spent on the market before selling decreased by 5.35 days or **22.46%** in October 2020 compared to last year's same month at **23.80** 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 18 New Listings in October 2020, down **14.29%** from last year at 21. Furthermore, there were 11 Closed Listings this month versus last year at 10, a **10.00%** increase.

Closed versus Listed trends yielded a **61.1%** ratio, up from previous year's, October 2019, at **47.6%**, a **28.33%** 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

|  |    |
|--|----|
| Closed Listings                                | 2  |
| Pending Listings                               | 3  |
| New Listings                                   | 4  |
| Inventory                                      | 5  |
| Months Supply of Inventory                     | 6  |
| Average Days on Market to Sale                 | 7  |
| Average List Price at Closing                  | 8  |
| Average Sale Price at Closing                  | 9  |
| Average Percent of Selling Price to List Price | 10 |
| Market Summary                                 | 11 |

### 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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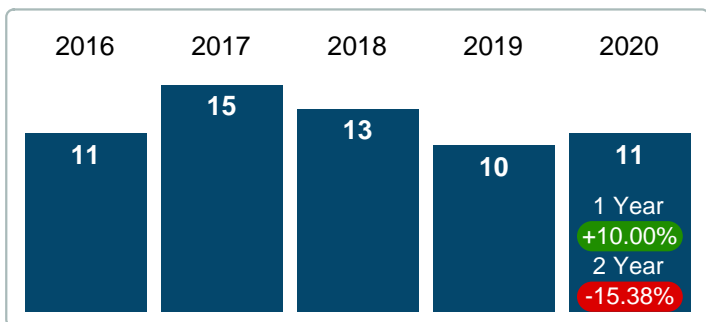
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



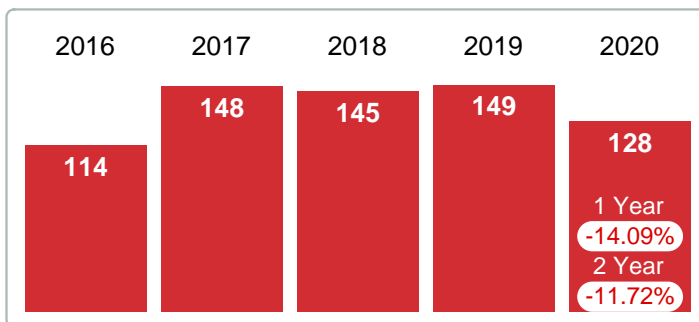
## CLOSED LISTINGS

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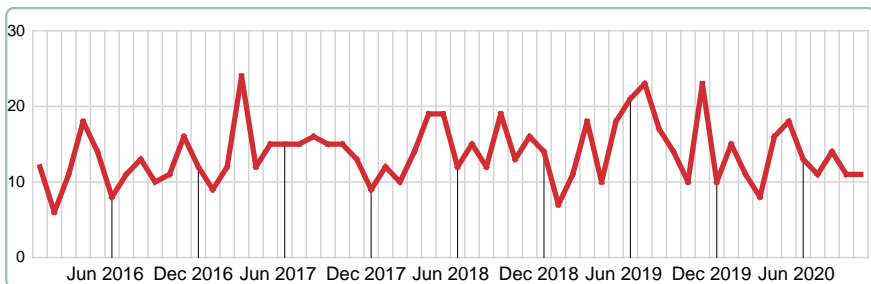
### OCTOBER



### YEAR TO DATE (YTD)

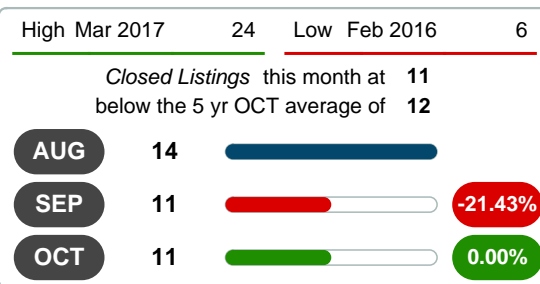


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 12



### 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                                     | 11             | 100.00%     | 18.5        | 0            | 8              | 3              | 0            |
| <b>Total Closed Units</b>                      | <b>11</b>      |             |             | <b>0</b>     | <b>8</b>       | <b>3</b>       | <b>0</b>     |
| <b>Total Closed Volume</b>                     | <b>15,370</b>  | <b>100%</b> | <b>18.5</b> | <b>0.00B</b> | <b>9,475</b>   | <b>5,895</b>   | <b>0.00B</b> |
| <b>Average Closed Price</b>                    | <b>\$1,397</b> |             |             | <b>\$0</b>   | <b>\$1,184</b> | <b>\$1,965</b> | <b>\$0</b>   |

# October 2020



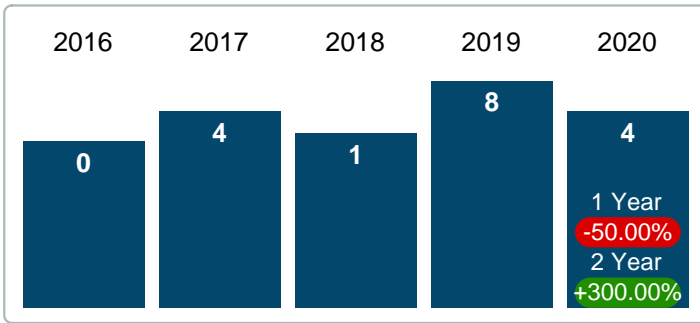
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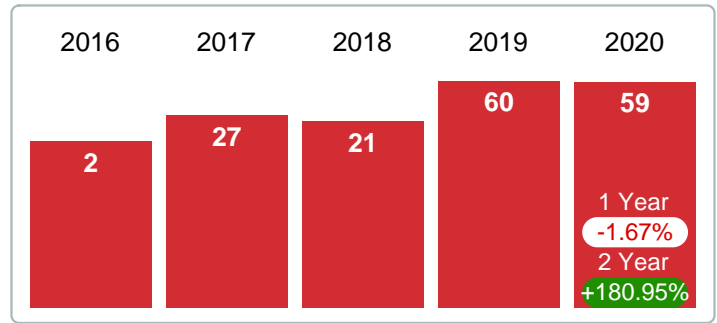
## PENDING LISTINGS

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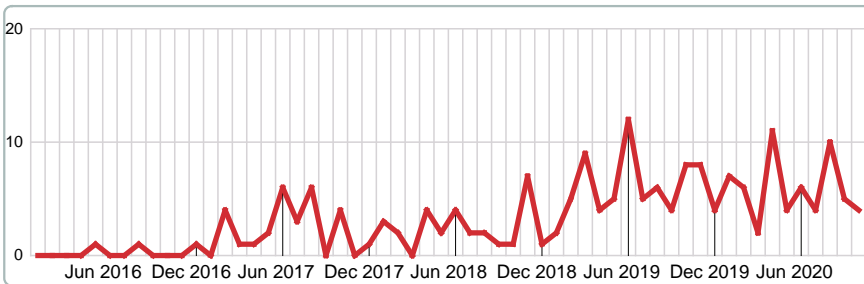
### OCTOBER



### YEAR TO DATE (YTD)

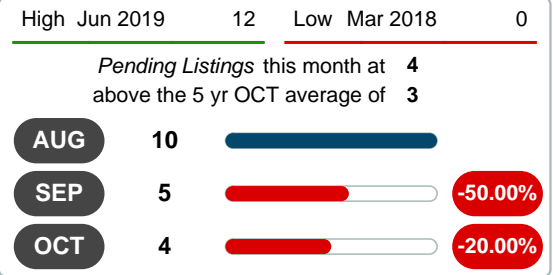


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 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                                      | 4              | 100.00%     | 20.8        | 0            | 3              | 1              | 0            |
| <b>Total Pending Units</b>                      | <b>4</b>       |             |             | <b>0</b>     | <b>3</b>       | <b>1</b>       | <b>0</b>     |
| <b>Total Pending Volume</b>                     | <b>6,540</b>   | <b>100%</b> | <b>20.8</b> | <b>0.00B</b> | <b>3,940</b>   | <b>2,600</b>   | <b>0.00B</b> |
| <b>Average Listing Price</b>                    | <b>\$1,635</b> |             |             | <b>\$0</b>   | <b>\$1,313</b> | <b>\$2,600</b> | <b>\$0</b>   |

# October 2020



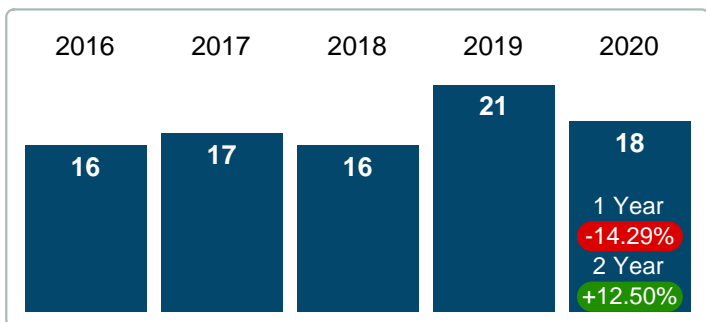
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



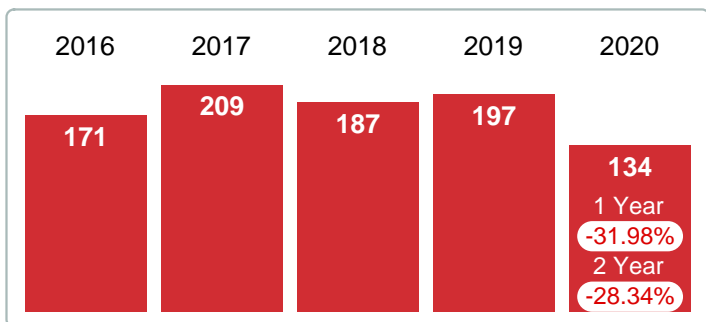
## NEW LISTINGS

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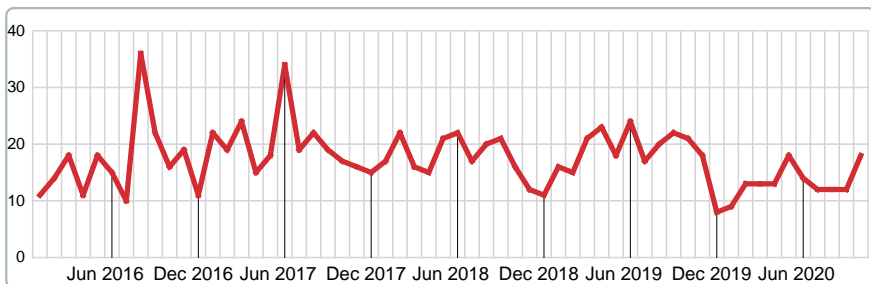
### OCTOBER



### YEAR TO DATE (YTD)

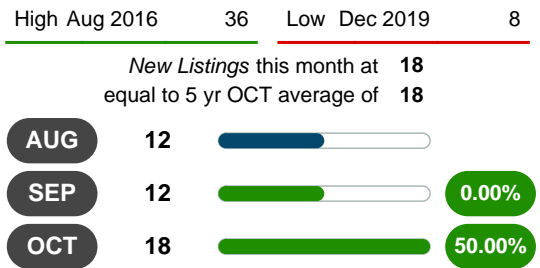


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 18



### 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-\$0                                     | 0              | 0.00%       | 0                    | 0              | 0              | 0              |
| \$1 and up                                  | 18             | 100.00%     | 0                    | 12             | 5              | 1              |
| <b>Total New Listed Units</b>               | <b>18</b>      |             | <b>0</b>             | <b>12</b>      | <b>5</b>       | <b>1</b>       |
| <b>Total New Listed Volume</b>              | <b>25,615</b>  | <b>100%</b> | <b>0.00B</b>         | <b>15.48K</b>  | <b>8,540</b>   | <b>1,595</b>   |
| <b>Average New Listed Listing Price</b>     | <b>\$1,414</b> |             | <b>\$0</b>           | <b>\$1,290</b> | <b>\$1,708</b> | <b>\$1,595</b> |

# October 2020



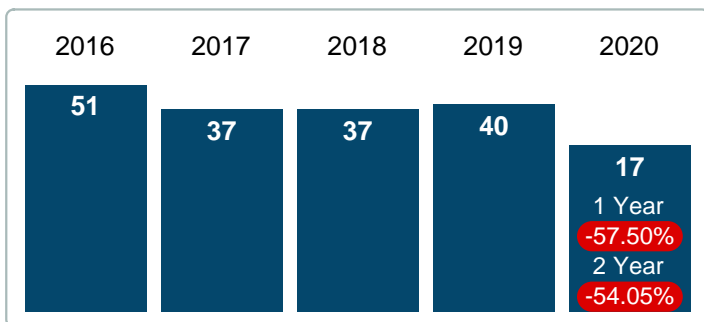
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



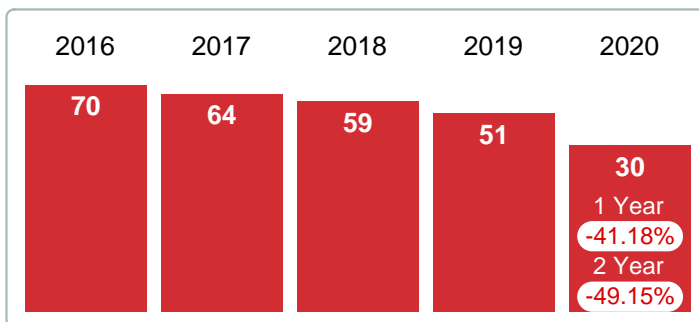
## ACTIVE INVENTORY

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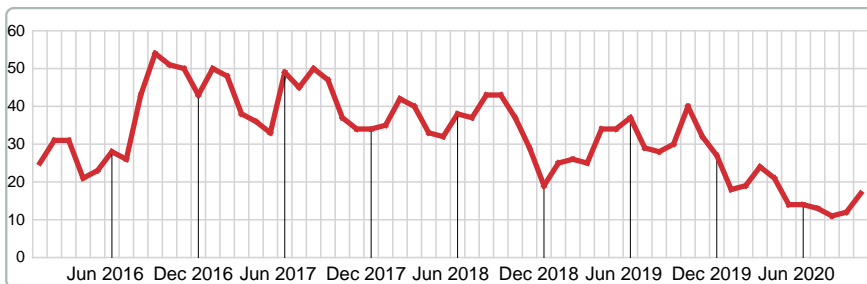
### END OF OCTOBER



### ACTIVE DURING OCTOBER

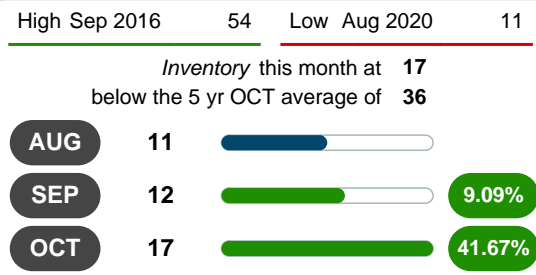


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 36



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |  | %       | AVDOM   | 1-2 Beds | 3 Beds  | 4 Beds  | 5+ Beds |
|--|--|---------|---------|----------|---------|---------|---------|
| \$0 and less                             |  | 0.00%   | 0.0     | 0        | 0       | 0       | 0       |
| \$1 \$0                                  |  | 0.00%   | 0.0     | 0        | 0       | 0       | 0       |
| \$1 \$0                                  |  | 0.00%   | 0.0     | 0        | 0       | 0       | 0       |
| \$1 \$0                                  |  | 0.00%   | 0.0     | 0        | 0       | 0       | 0       |
| \$1 \$0                                  |  | 0.00%   | 0.0     | 0        | 0       | 0       | 0       |
| \$1 \$0                                  |  | 0.00%   | 0.0     | 0        | 0       | 0       | 0       |
| \$1 and up                               |  | 100.00% | 27.8    | 0        | 13      | 3       | 1       |
| Total Active Inventory by Units          |  |         | 17      | 0        | 13      | 3       | 1       |
| Total Active Inventory by Volume         |  |         | 23,475  | 0.00B    | 17.21K  | 4,670   | 1,595   |
| Average Active Inventory Listing Price   |  |         | \$1,381 | \$0      | \$1,324 | \$1,557 | \$1,595 |

# October 2020



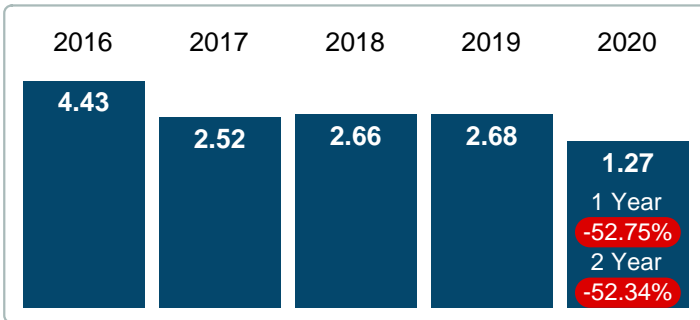
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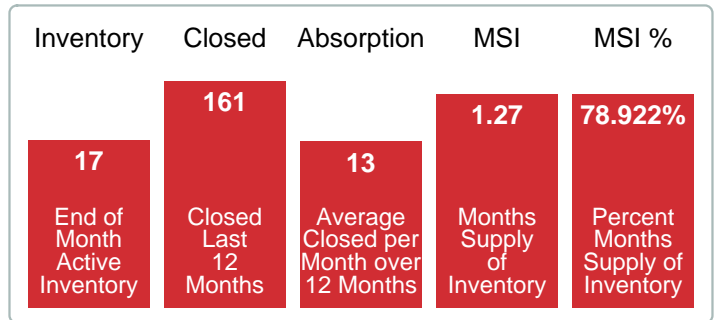
## MONTHS SUPPLY of INVENTORY (MSI)

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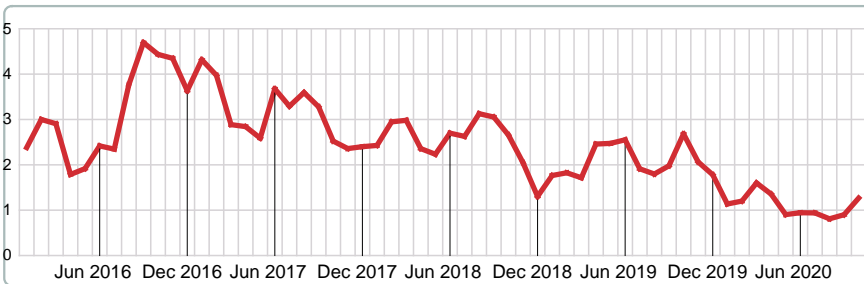
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2020

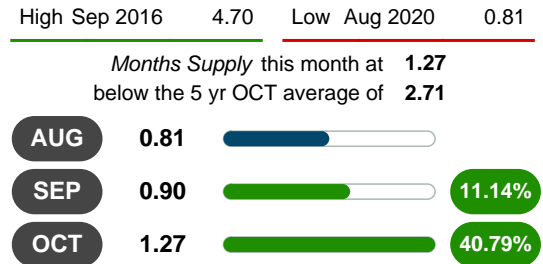


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.71



### 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  | 17   | 100.00% | 1.27 | 0.00     | 1.47   | 0.84   | 3.00    |
| Market Supply of Inventory (MSI)                        | 1.27 | 100%    | 1.27 | 0.00     | 1.47   | 0.84   | 3.00    |
| Total Active Inventory by Units                         | 17   |         |      | 0        | 13     | 3      | 1       |

# October 2020



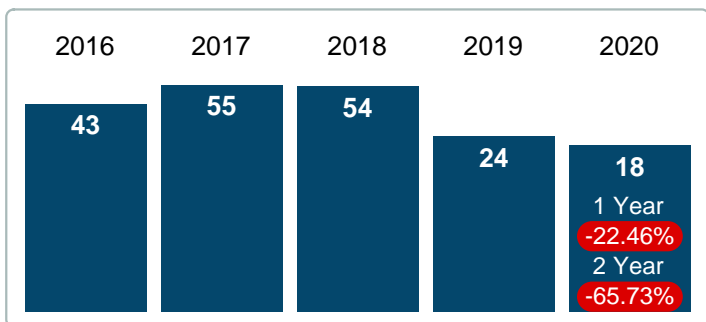
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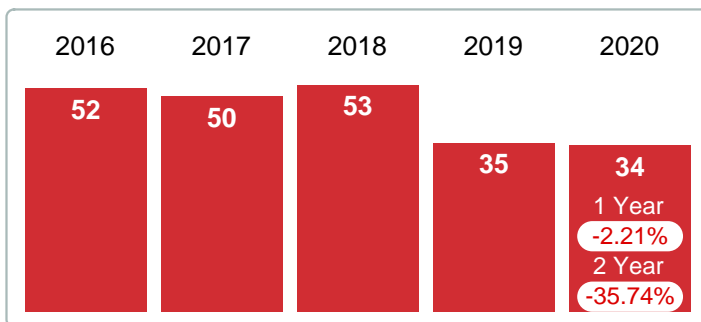
## AVERAGE DAYS ON MARKET TO SALE

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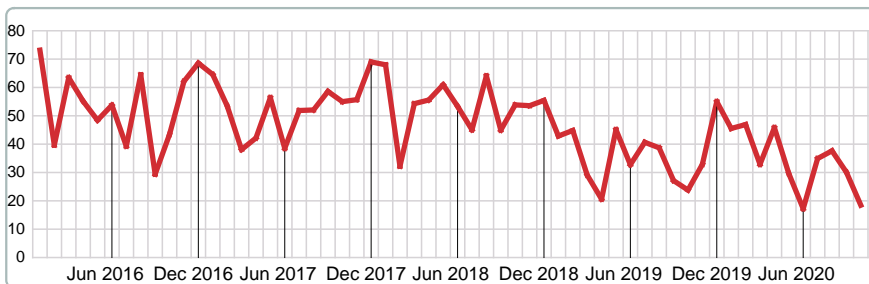
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

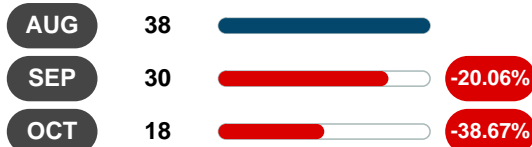


### 3 MONTHS

5 year OCT AVG = 39

High Jan 2016 73 Low Jun 2020 17

Average Days on Market to Sale this month at 18 below the 5 yr OCT average of 39



### 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  | 11 | 100.00% | 18     | 0        | 19     | 18     | 0       |
| Average Closed DOM  |    |         | 18     | 0        | 19     | 18     | 0       |
| Total Closed Units  |    | 100%    | 18     |          | 8      | 3      |         |
| Total Closed Volume   |    |         | 15,370 | 0.00B    | 9,475  | 5,895  | 0.00B   |

# October 2020



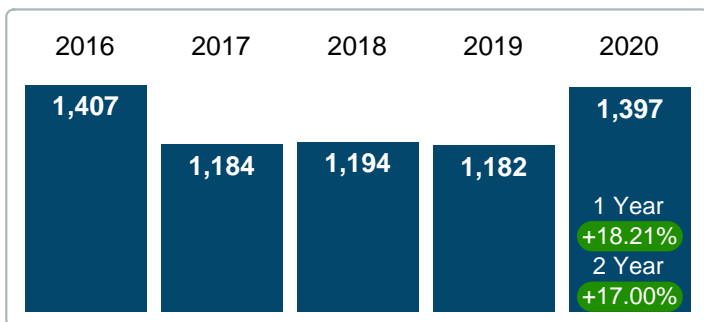
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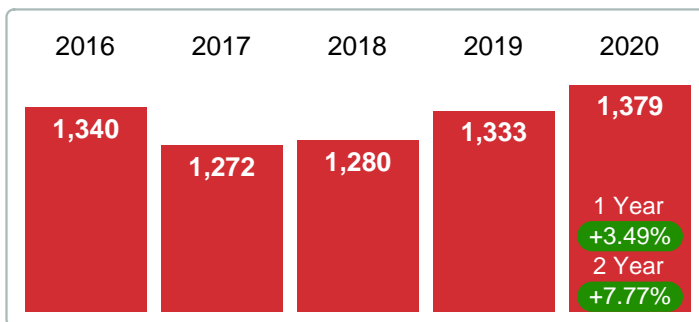
## AVERAGE LIST PRICE AT CLOSING

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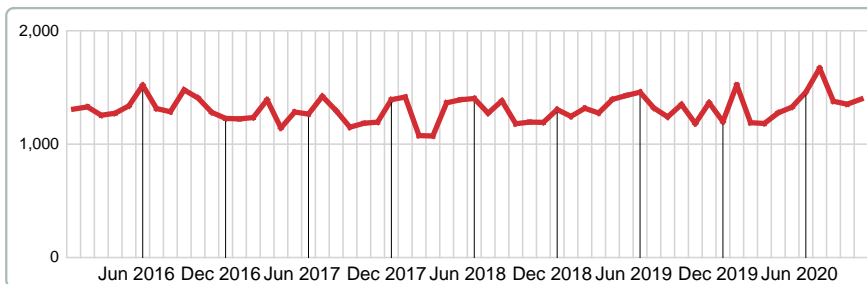
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,273

High Jul 2020 1,670 Low Mar 2018 1,072

Average List Price at Closing this month at **1,397** above the 5 yr OCT average of **1,273**

- AUG** 1,378 ▬
- SEP** 1,352 ▬ -1.88%
- OCT** 1,397 ▬ 3.33%

### 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   | 11 | 100.00% | 1,397    | 0        | 1,184  | 1,965  | 0       |
| Average List Price   |    |         | 1,397    | 0        | 1,184  | 1,965  | 0       |
| Total Closed Units   |    | 100%    | 1,397    |          | 8      | 3      |         |
| Total Closed Volume  |    |         | 15,370   | 0.00B    | 9,475  | 5,895  | 0.00B   |



# October 2020



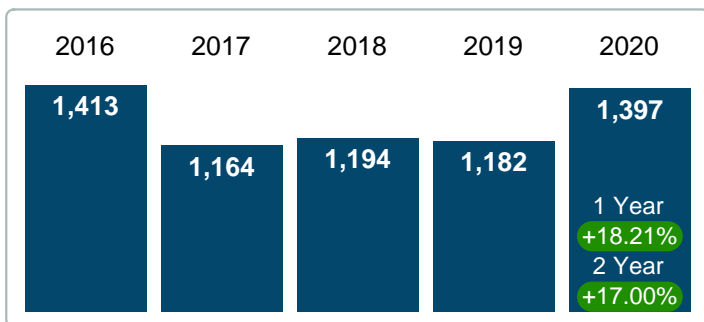
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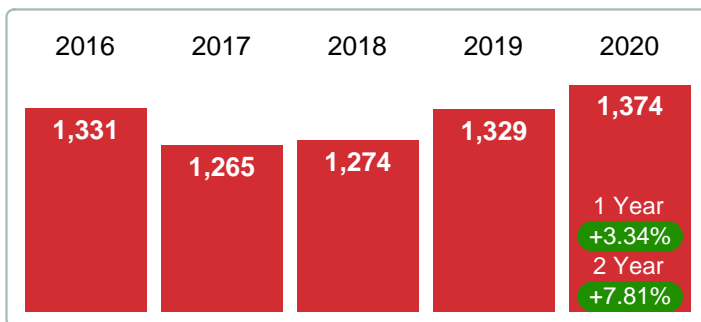
## AVERAGE SOLD PRICE AT CLOSING

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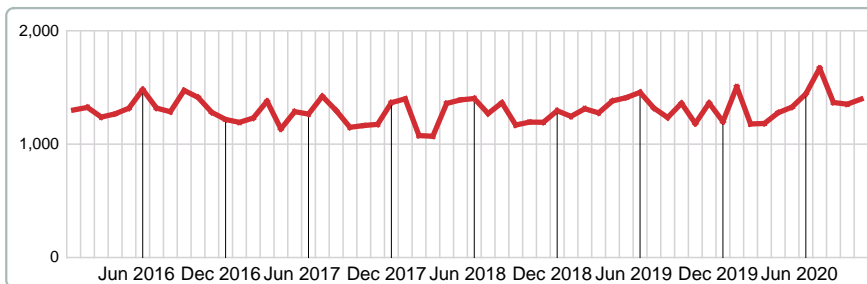
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,270

High Jul 2020 1,670 Low Mar 2018 1,070

Average Sold Price at Closing this month at **1,397** above the 5 yr OCT average of **1,270**

| Month | Average Sold Price | Change |
|-------|--------------------|--------|
| AUG   | 1,367              |        |
| SEP   | 1,352              | -1.11% |
| OCT   | 1,397              | 3.33%  |

### 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   | 11 | 100.00% | 1,397   | 0        | 1,184  | 1,965  | 0       |
| Average Sold Price   |    |         | 1,397   | 0        | 1,184  | 1,965  | 0       |
| Total Closed Units   |    | 100%    | 1,397   |          | 8      | 3      |         |
| Total Closed Volume  |    |         | 15,370  | 0.00B    | 9,475  | 5,895  | 0.00B   |

# October 2020



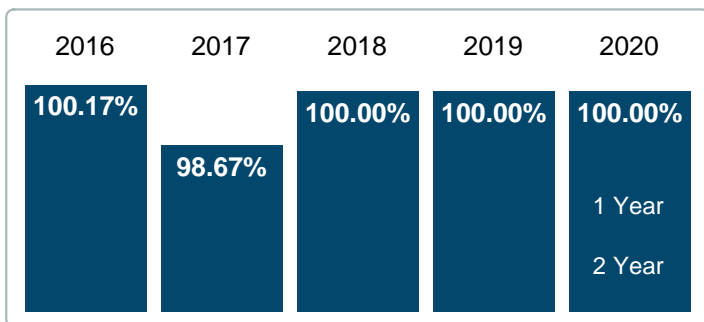
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



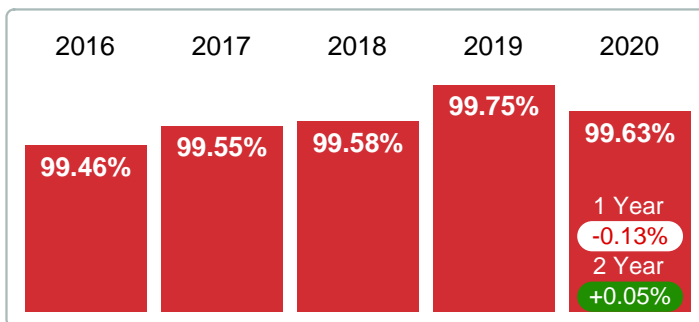
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

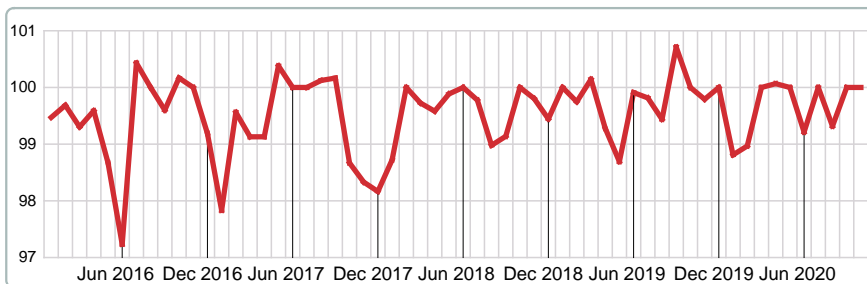
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

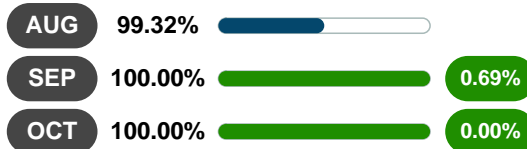


### 3 MONTHS

5 year OCT AVG = 99.77%

High Sep 2019 100.71% Low Jun 2016 97.23%

Average Sold/List Ratio this month at **100.00%** equal to 5 yr OCT average of **99.77%**



## 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                                     | 11 | 100.00% | 100.00% | 0.00%    | 100.00% | 100.00% | 0.00%   |
| Average Sold/List Ratio                        |    | 100.00% |         | 0.00%    | 100.00% | 100.00% | 0.00%   |
| Total Closed Units                             |    | 11      | 100%    |          | 8       | 3       |         |
| Total Closed Volume                            |    | 15,370  |         | 0.00B    | 9,475   | 5,895   | 0.00B   |

# October 2020



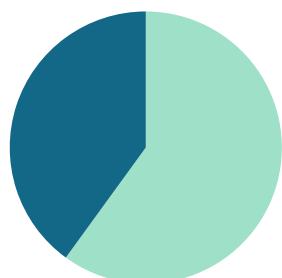
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

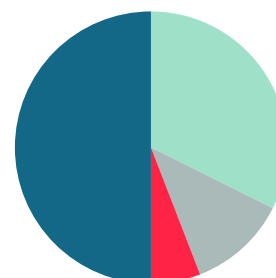


**Inventory**  
 New Listings  
**18 = 60.00%**  
 Start Inventory  
**12**  
 Total Inventory Units  
**30**  
 Volume  
**\$41,840**

### Market Activity

Closed Sales  
**11 = 32.35%**  
 Pending Sales  
**4 = 11.76%**  
 Other Off Market  
**2 = 5.88%**  
 Active Inventory  
**17 = 50.00%**

### MARKET ACTIVITY



| Compared Metrics                               | October |         |         | Year to Date |        |         |
|--|---------|---------|---------|--------------|--------|---------|
|  | 2019    | 2020    | +/-%    | 2019         | 2020   | +/-%    |
| Closed Sales                                   | 10      | 11      | 10.00%  | 149          | 128    | -14.09% |
| Pending Sales                                  | 8       | 4       | -50.00% | 60           | 59     | -1.67%  |
| New Listings                                   | 21      | 18      | -14.29% | 197          | 134    | -31.98% |
| Average List Price                             | 1,182   | 1,397   | 18.21%  | 1,333        | 1,379  | 3.49%   |
| Average Sale Price                             | 1,182   | 1,397   | 18.21%  | 1,329        | 1,374  | 3.34%   |
| Average Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00%   | 99.75%       | 99.63% | -0.13%  |
| Average Days on Market to Sale                 | 23.80   | 18.45   | -22.46% | 35.13        | 34.35  | -2.21%  |
| Monthly Inventory                              | 40      | 17      | -57.50% | 40           | 17     | -57.50% |
| Months Supply of Inventory                     | 2.68    | 1.27    | -52.75% | 2.68         | 1.27   | -52.75% |

**Absorption:** Last 12 months, an Average of **13** Sales/Month

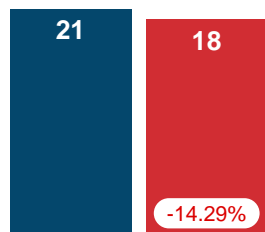
**Inventory** on October 31, 2020 = **17**

**2019** **2020**

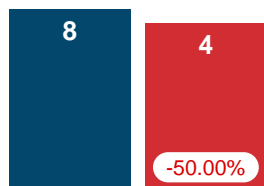
### OCTOBER MARKET

### AVERAGE PRICES

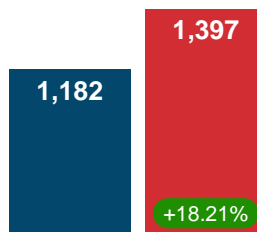
#### New Listings



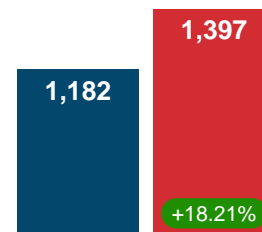
#### Pending Listings



#### List Price



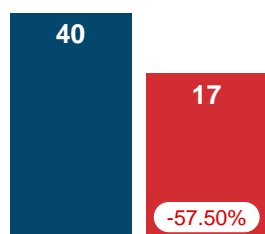
#### Sale Price



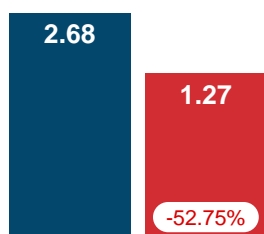
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

