

October 2020



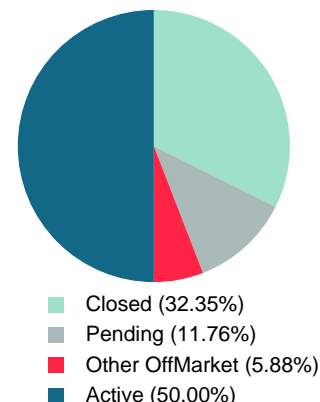
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -
Leasing Property Type



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%
Median List Price	1,100	1,300	18.18%
Median Sale Price	1,100	1,300	18.18%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	22.50	16.00	-28.89%
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.

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 **18.18%** in October 2020 to \$1,300 versus the previous year at \$1,100.

Median Days on Market Shortens

The median number of **16.00** days that homes spent on the market before selling decreased by 6.50 days or **28.89%** in October 2020 compared to last year's same month at **22.50** 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 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.

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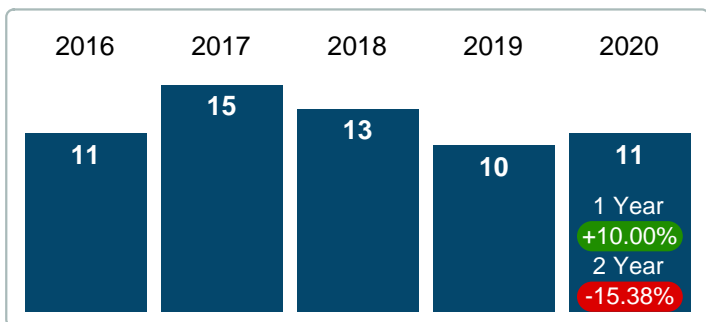
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



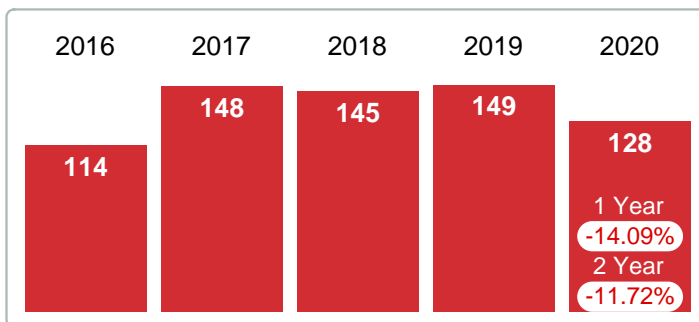
CLOSED LISTINGS

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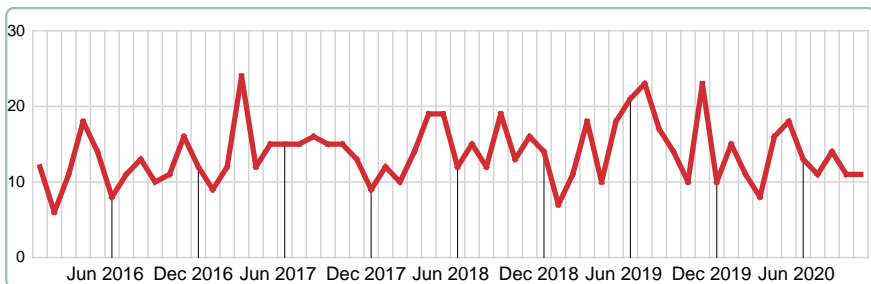
OCTOBER



YEAR TO DATE (YTD)

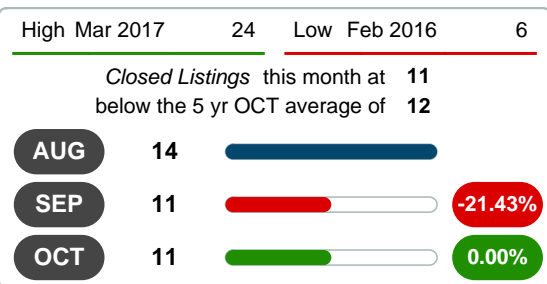


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 12



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	11	100.00%	16.0	0	8	3	0
Total Closed Units	11			0	8	3	0
Total Closed Volume	15,370	100%	16.0	0.00B	9,475	5,895	0.00B
Median Closed Price	\$1,300			\$0	\$1,145	\$1,895	\$0

October 2020



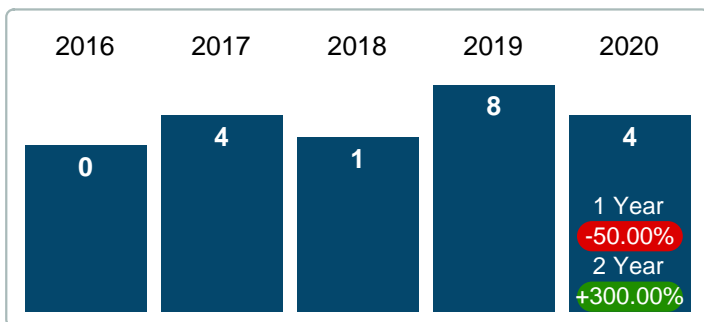
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



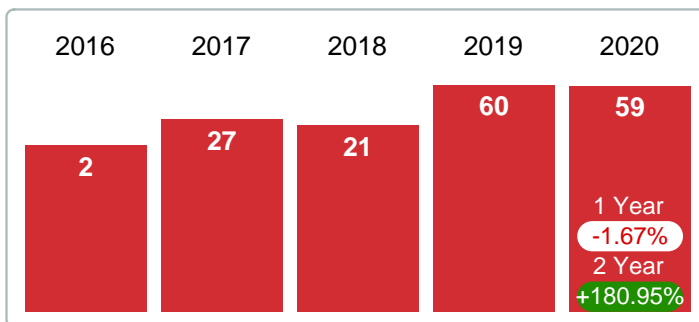
PENDING LISTINGS

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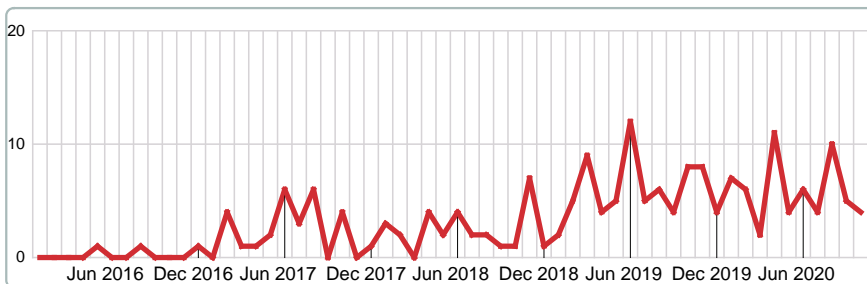
OCTOBER



YEAR TO DATE (YTD)

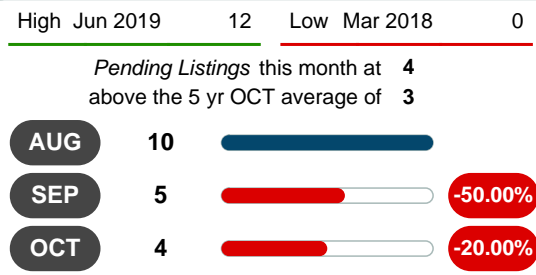


5 YEAR MARKET ACTIVITY TRENDS



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%	16.0	0	0	0	0
\$1-\$0	0	0.00%	16.0	0	0	0	0
\$1-\$0	0	0.00%	16.0	0	0	0	0
\$1-\$0	0	0.00%	16.0	0	0	0	0
\$1-\$0	0	0.00%	16.0	0	0	0	0
\$1-\$0	0	0.00%	16.0	0	0	0	0
\$1 and up	4	100.00%	18.0	0	3	1	0
Total Pending Units	4			0	3	1	0
Total Pending Volume	6,540	100%	18.0	0.00B	3,940	2,600	0.00B
Median Listing Price	\$1,445			\$0	\$1,295	\$2,600	\$0

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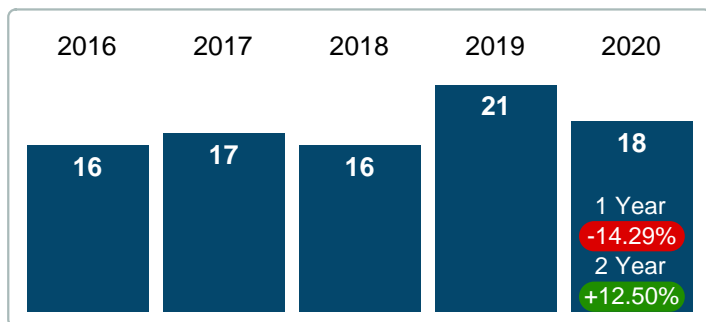
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



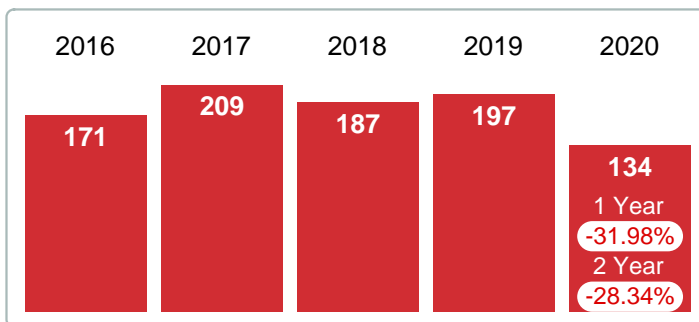
NEW LISTINGS

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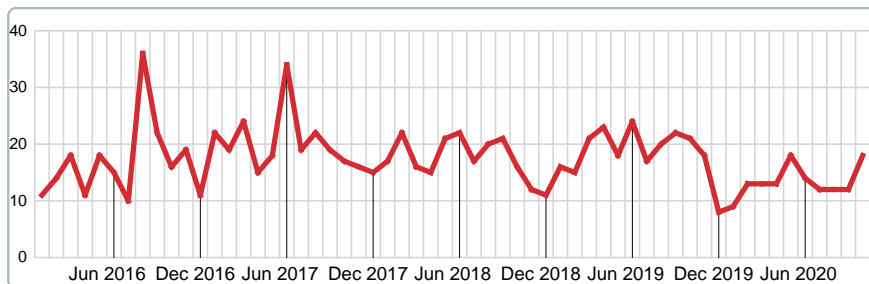
OCTOBER



YEAR TO DATE (YTD)

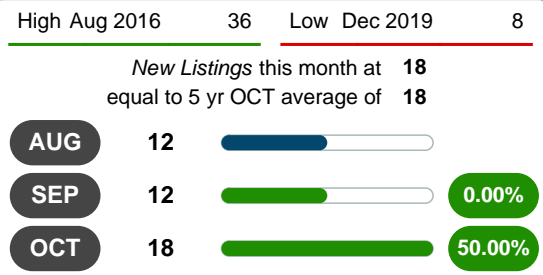


5 YEAR MARKET ACTIVITY TRENDS



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 and up	18	100.00%	0	12	5	1
Total New Listed Units	18		0	12	5	1
Total New Listed Volume	25,615	100%	0.00B	15.48K	8,540	1,595
Median New Listed Listing Price	\$1,400		\$0	\$1,273	\$1,595	\$1,595

October 2020



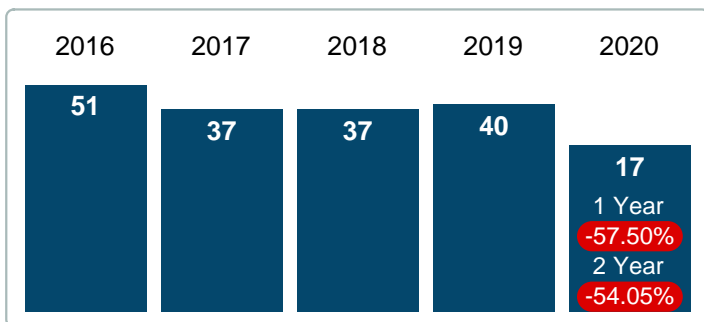
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



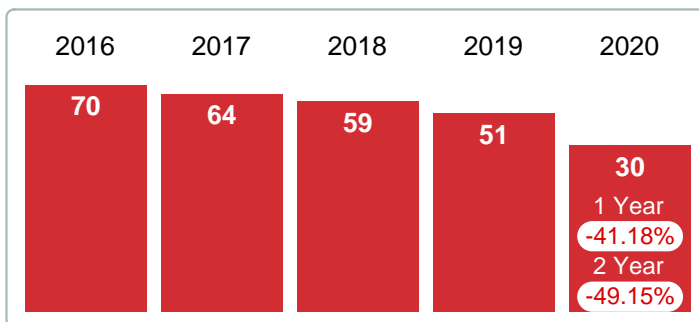
ACTIVE INVENTORY

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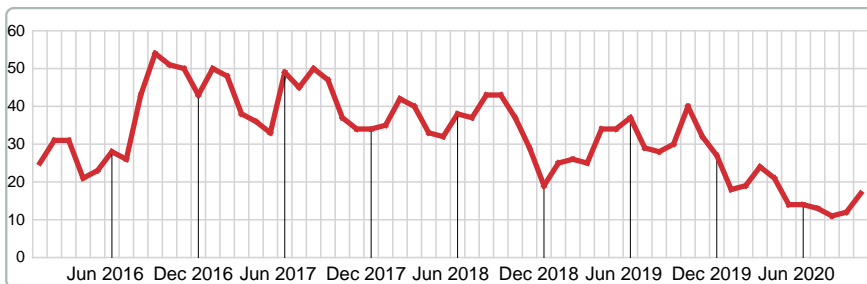
END OF OCTOBER



ACTIVE DURING OCTOBER

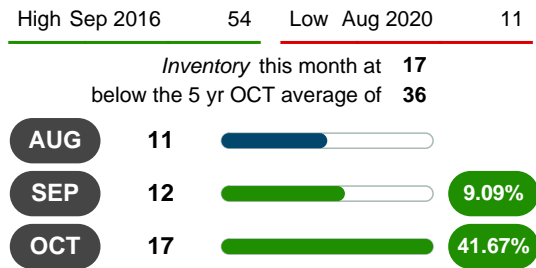


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 36



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less		0.00%	18.0	0	0	0	0
\$1-\$0		0.00%	18.0	0	0	0	0
\$1-\$0		0.00%	18.0	0	0	0	0
\$1-\$0		0.00%	18.0	0	0	0	0
\$1-\$0		0.00%	18.0	0	0	0	0
\$1-\$0		0.00%	18.0	0	0	0	0
\$1 and up		100.00%	25.0	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
Median Active Inventory Listing Price			\$1,400	\$0	\$1,295	\$1,595	\$1,595

October 2020



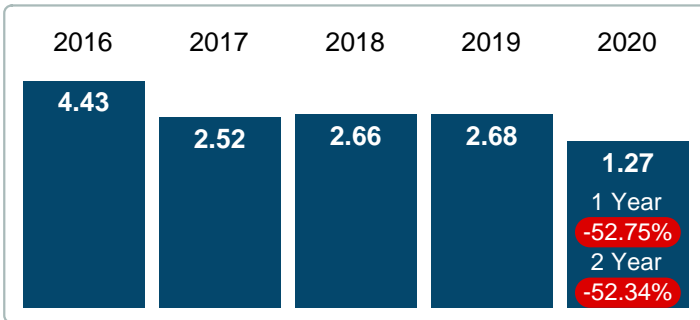
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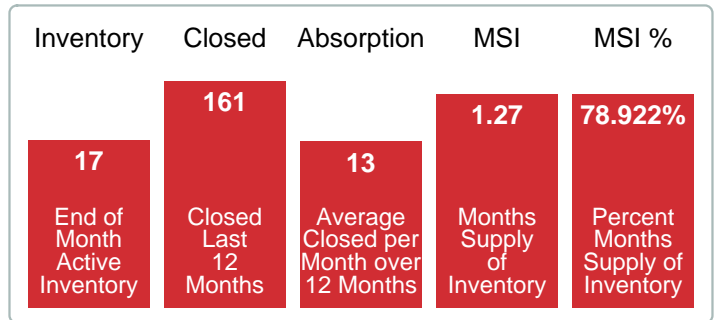
MONTHS SUPPLY of INVENTORY (MSI)

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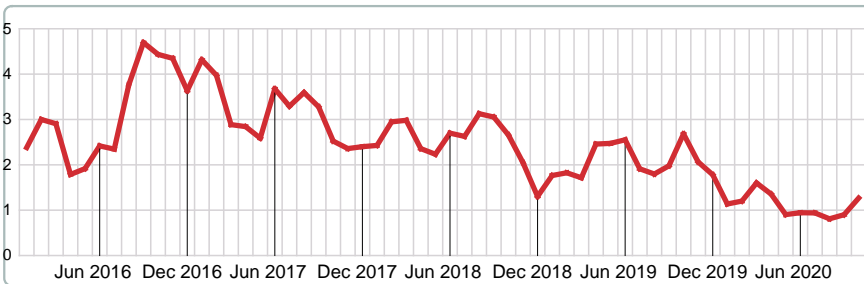
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

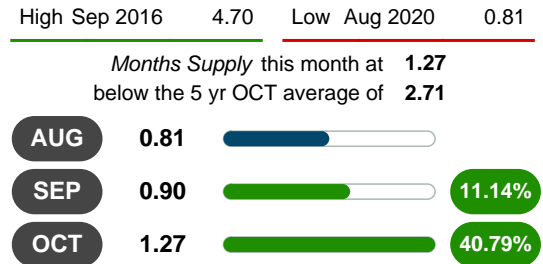


5 YEAR MARKET ACTIVITY TRENDS



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	0.00	1.47	0.84	3.00
Total Active Inventory by Units		100%	1.27	0	13	3	1

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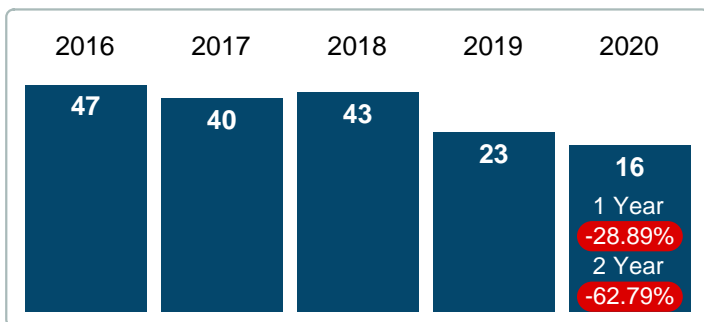
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



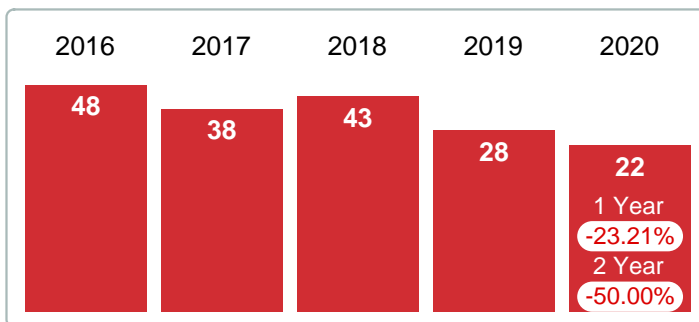
MEDIAN DAYS ON MARKET TO SALE

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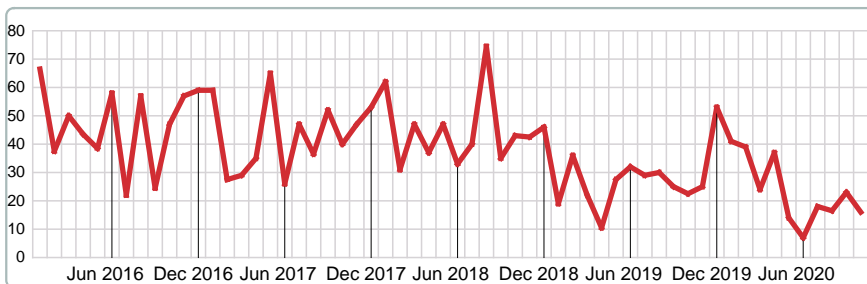
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 34

High Aug 2018 75 Low Jun 2020 7

Median Days on Market to Sale this month at 16 below the 5 yr OCT average of 34

Month	Median Days	% Change
AUG	17	
SEP	23	39.39%
OCT	16	-30.43%

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	11	100.00%	16	0	17	16	0
Median Closed DOM			16	0	17	16	0
Total Closed Units		100%	16.0		8	3	
Total Closed Volume			15,370	0.00B	9,475	5,895	0.00B

October 2020



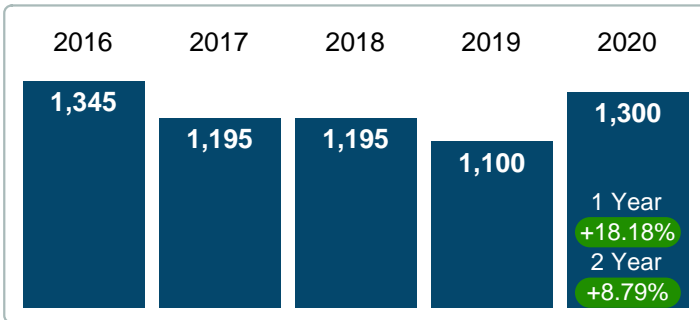
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



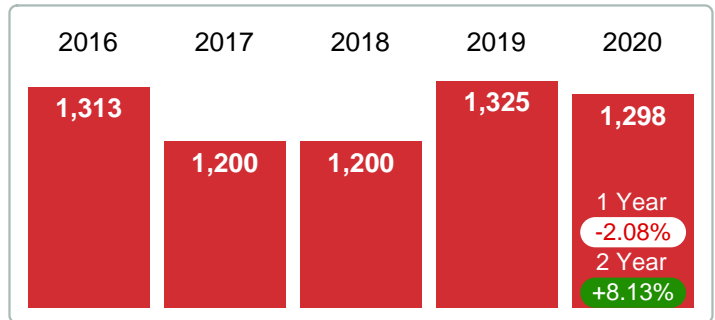
MEDIAN LIST PRICE AT CLOSING

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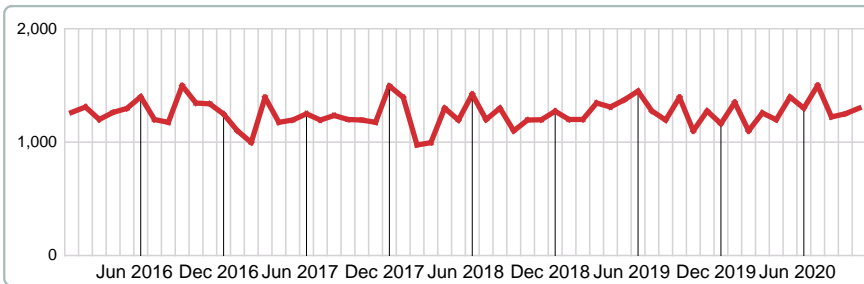
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

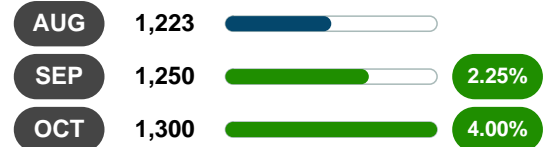


3 MONTHS

5 year OCT AVG = 1,227

High Jul 2020 1,500 Low Feb 2018 975

Median List Price at Closing this month at 1,300 above the 5 yr OCT average of 1,227



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%	16	0	0	0	0
\$1 \$0	0	0.00%	16	0	0	0	0
\$1 \$0	0	0.00%	16	0	0	0	0
\$1 \$0	0	0.00%	16	0	0	0	0
\$1 \$0	0	0.00%	16	0	0	0	0
\$1 \$0	0	0.00%	16	0	0	0	0
\$1 and up	11	100.00%	1,300	0	1,145	1,895	0
Median List Price			1,300	0	1,145	1,895	0
Total Closed Units		100%	1,300		8	3	
Total Closed Volume			15,370	0.00B	9,475	5,895	0.00B

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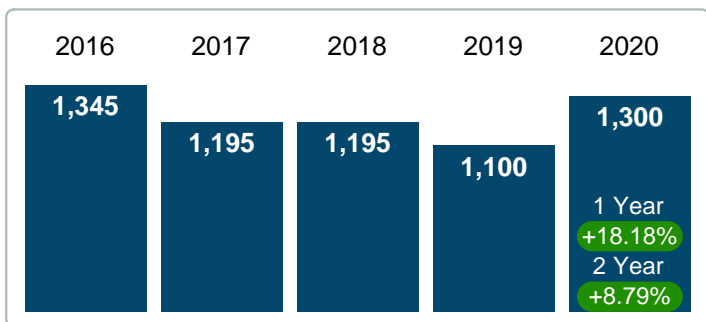
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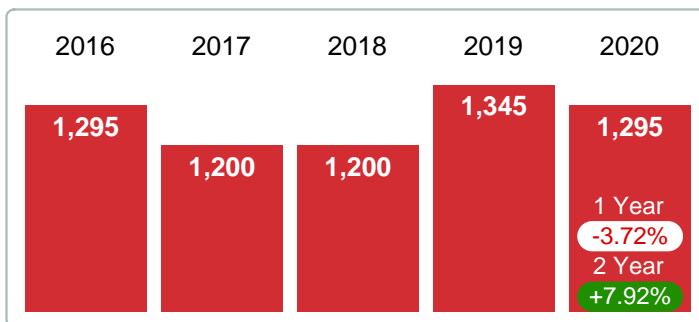
MEDIAN SOLD PRICE AT CLOSING

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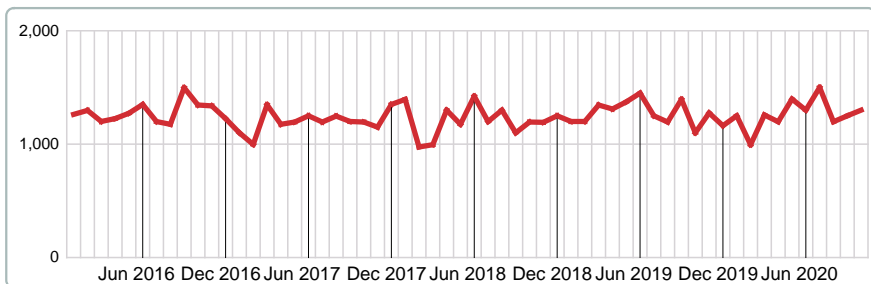
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,227

High Jul 2020 1,500 Low Feb 2018 975

Median Sold Price at Closing this month at **1,300** above the 5 yr OCT average of **1,227**

Month	Median Sold Price	Change (%)
AUG	1,198	
SEP	1,250	4.38%
OCT	1,300	4.00%

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%	1,300	0	0	0	0
\$1 \$0	0	0.00%	1,300	0	0	0	0
\$1 \$0	0	0.00%	1,300	0	0	0	0
\$1 \$0	0	0.00%	1,300	0	0	0	0
\$1 \$0	0	0.00%	1,300	0	0	0	0
\$1 \$0	0	0.00%	1,300	0	0	0	0
\$1 and up	11	100.00%	1,300	0	1,145	1,895	0
Median Sold Price			1,300	0	1,145	1,895	0
Total Closed Units		100%	1,300		8	3	
Total Closed Volume			15,370	0.00B	9,475	5,895	0.00B

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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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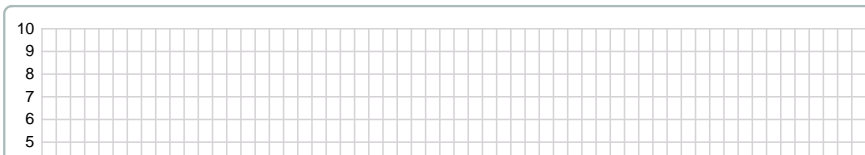
OCTOBER

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%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	11	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median 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

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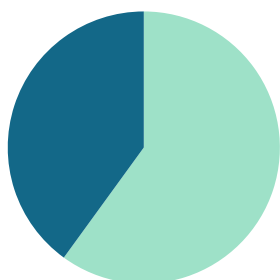
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -
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MARKET SUMMARY

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INVENTORY

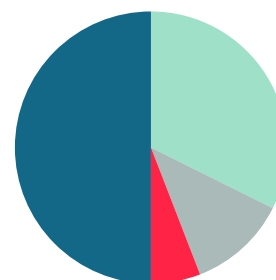


Inventory
 New Listings
18 = 60.00%
 Start Inventory
12
 Total Inventory Units
30
 Volume
\$41,840

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%
Median List Price	1,100	1,300	18.18%	1,325	1,298	-2.08%
Median Sale Price	1,100	1,300	18.18%	1,345	1,295	-3.72%
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	22.50	16.00	-28.89%	28.00	21.50	-23.21%
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

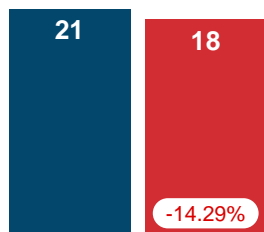
Inventory on October 31, 2020 = **17**

2019 **2020**

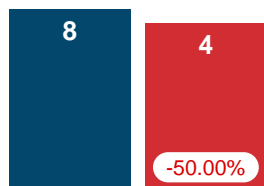
OCTOBER MARKET

MEDIAN PRICES

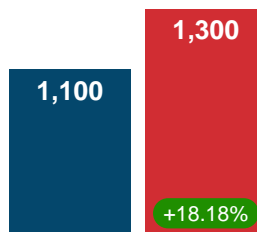
New Listings



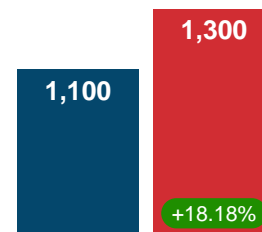
Pending Listings



List Price



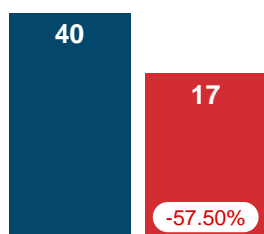
Sale Price



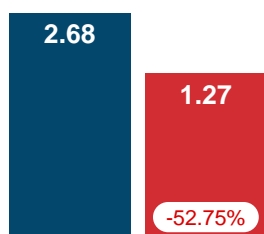
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

