

## October 2020



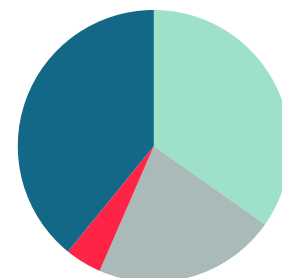
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) -  
Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	8	8	0.00%
Pending Listings	4	5	25.00%
New Listings	14	7	-50.00%
Average List Price	1,809	1,783	-1.49%
Average Sale Price	1,798	1,789	-0.49%
Average Percent of Selling Price to List Price	99.25%	100.46%	1.23%
Average Days on Market to Sale	50.00	12.25	-75.50%
End of Month Inventory	26	9	-65.38%
Months Supply of Inventory	2.52	1.06	-57.92%



■ Closed (34.78%)  
■ Pending (21.74%)  
■ Other OffMarket (4.35%)  
■ Active (39.13%)

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

#### Analysis Wrap-Up

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

The total housing inventory at the end of October 2020 decreased **65.38%** to 9 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 **1.06** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.49%** in October 2020 to \$1,789 versus the previous year at \$1,798.

##### Average Days on Market Shortens

The average number of **12.25** days that homes spent on the market before selling decreased by 37.75 days or **75.50%** in October 2020 compared to last year's same month at **50.00** DOM.

##### Sales Success for October 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 7 New Listings in October 2020, down **50.00%** from last year at 14. Furthermore, there were 8 Closed Listings this month versus last year at 8, a **0.00%** decrease.

Closed versus Listed trends yielded a **114.3%** ratio, up from previous year's, October 2019, at **57.1%**, a **100.00%** 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



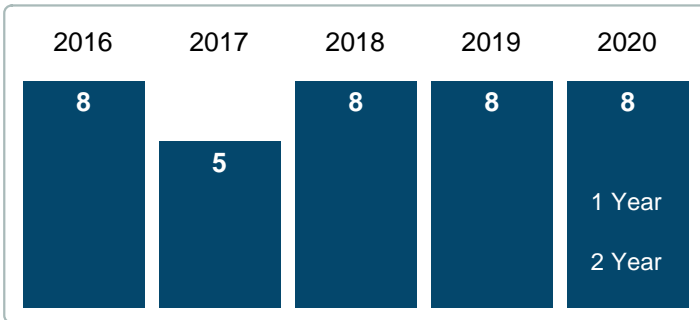
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



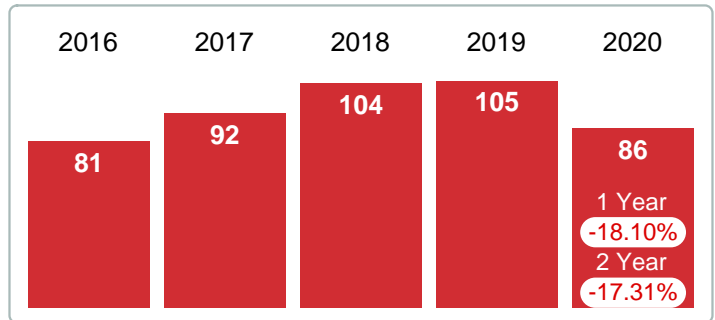
## CLOSED LISTINGS

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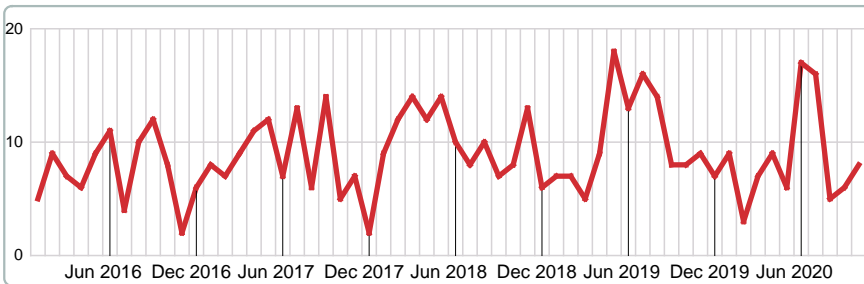
### OCTOBER



### YEAR TO DATE (YTD)

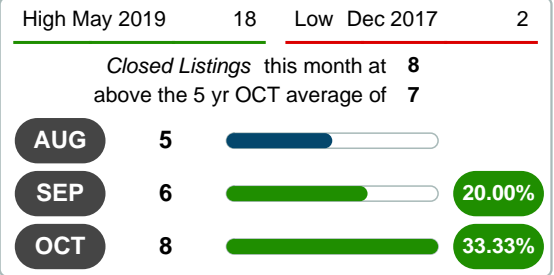


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 7



### 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	8	100.00%	12.3	0	5	3	0
<b>Total Closed Units</b>	<b>8</b>			<b>0</b>	<b>5</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>14,310</b>	<b>100%</b>	<b>12.3</b>	<b>0.00B</b>	<b>7,690</b>	<b>6,620</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,789</b>			<b>\$0</b>	<b>\$1,538</b>	<b>\$2,207</b>	<b>\$0</b>

# October 2020



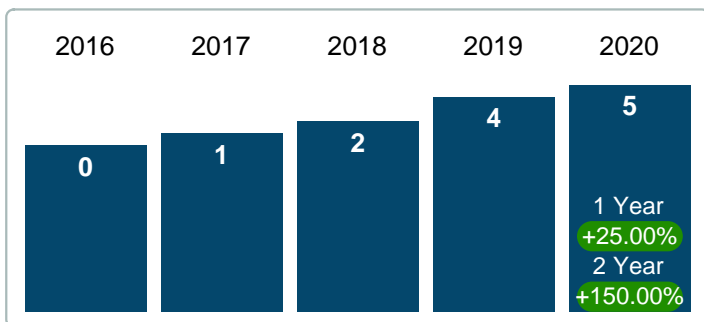
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



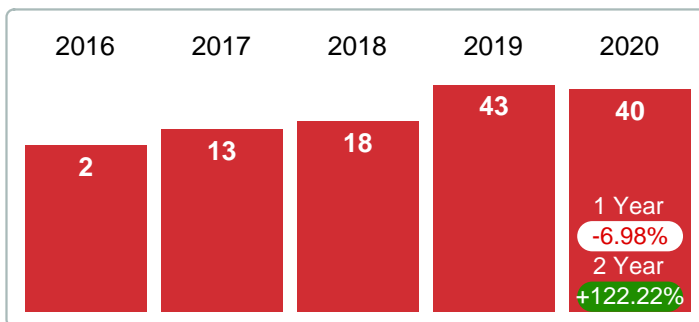
## PENDING LISTINGS

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

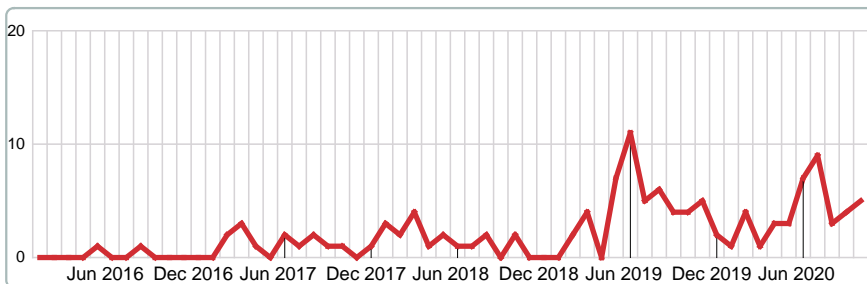
### OCTOBER



### YEAR TO DATE (YTD)

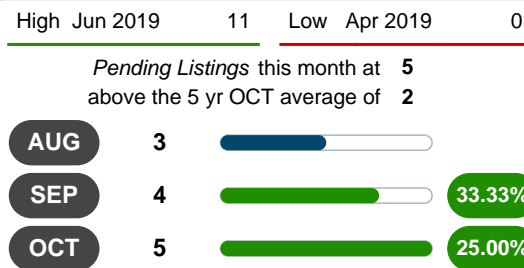


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2



### 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	5	100.00%	19.6	0	3	2	0
<b>Total Pending Units</b>	<b>5</b>			<b>0</b>	<b>3</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>9,965</b>	<b>100%</b>	<b>19.6</b>	<b>0.00B</b>	<b>5,640</b>	<b>4,325</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,993</b>			<b>\$0</b>	<b>\$1,880</b>	<b>\$2,163</b>	<b>\$0</b>

# October 2020



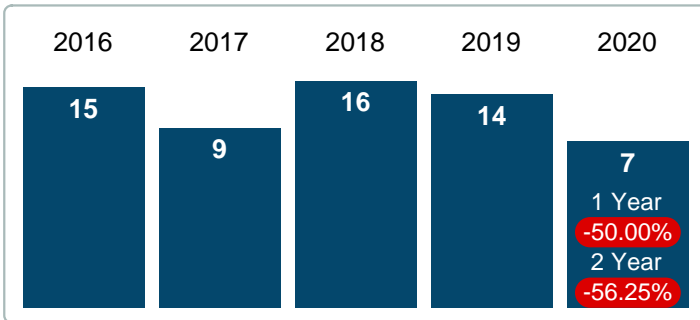
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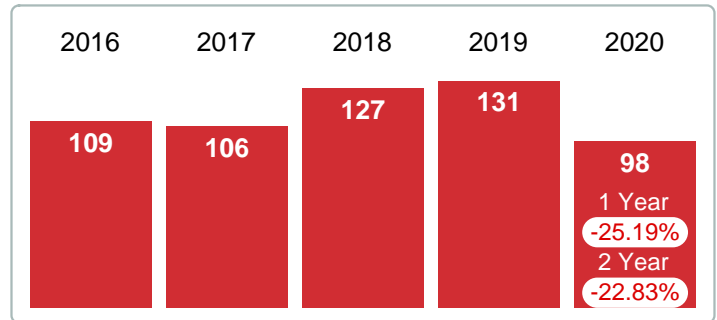
## NEW LISTINGS

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

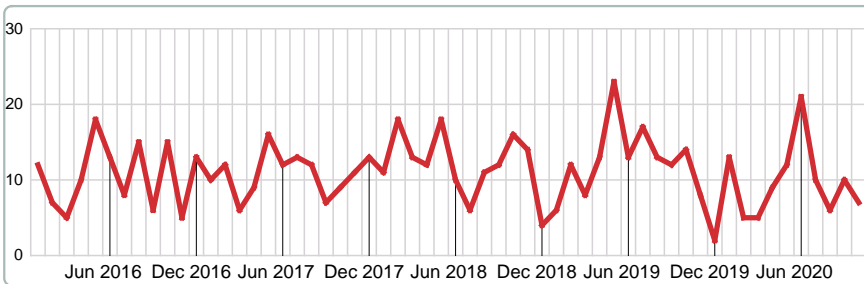
### OCTOBER



### YEAR TO DATE (YTD)

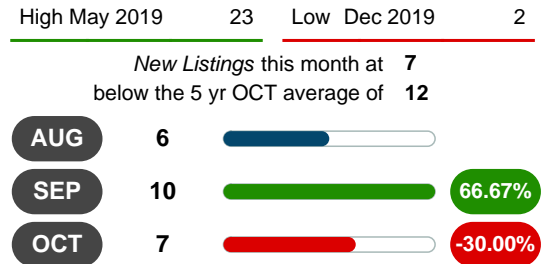


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 12



### 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	7	100.00%	0	6	1	0
<b>Total New Listed Units</b>	<b>7</b>		<b>0</b>	<b>6</b>	<b>1</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>12,815</b>	<b>100%</b>	<b>0.00B</b>	<b>11.02K</b>	<b>1,795</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,831</b>		<b>\$0</b>	<b>\$1,837</b>	<b>\$1,795</b>	<b>\$0</b>

# October 2020



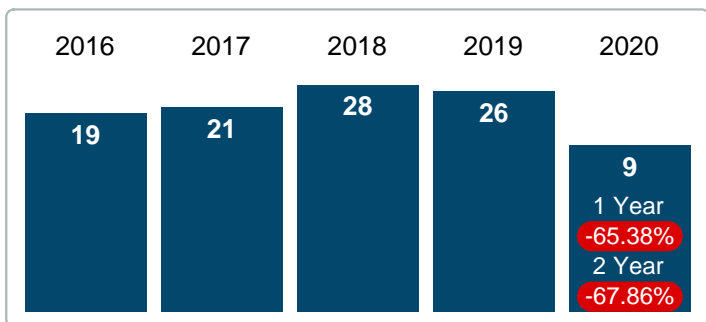
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



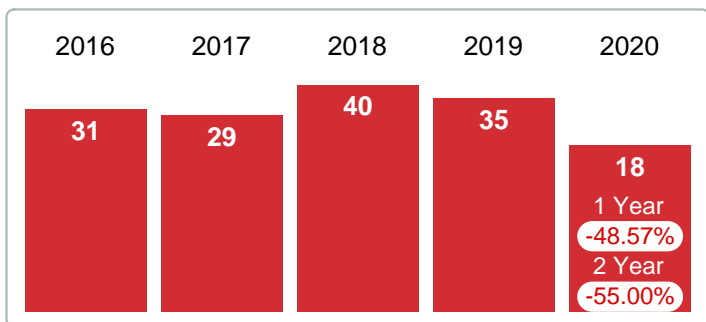
## ACTIVE INVENTORY

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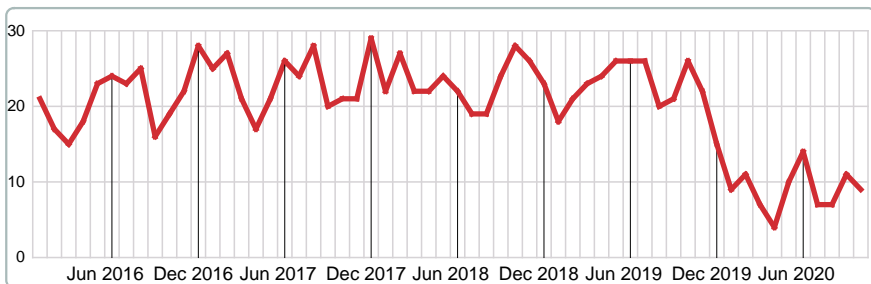
### END OF OCTOBER



### ACTIVE DURING OCTOBER

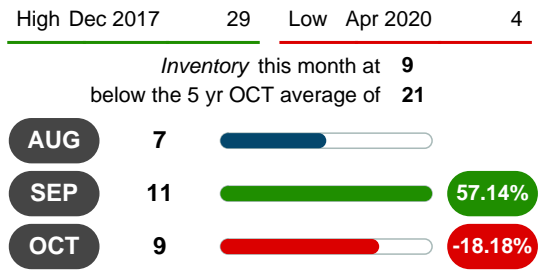


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 21



## 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	9	100.00%	46.4	0	6	2	1
Total Active Inventory by Units			9	0	6	2	1
Total Active Inventory by Volume			17,910	0.00B	10.72K	5,500	1,695
Average Active Inventory Listing Price			\$1,990	\$0	\$1,786	\$2,750	\$1,695

# October 2020



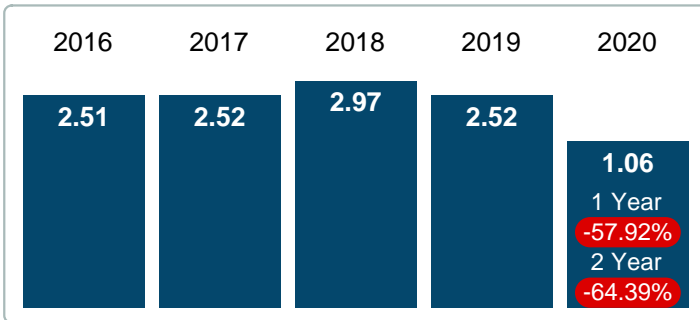
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



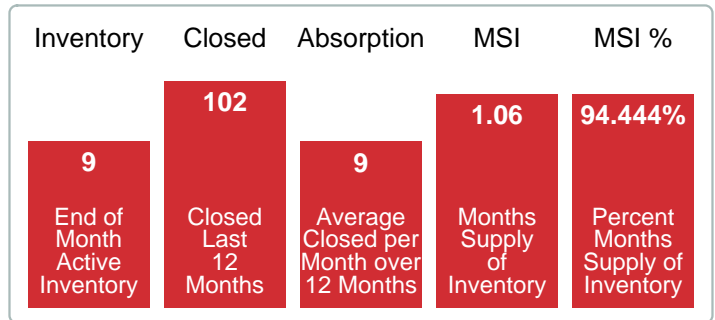
## MONTHS SUPPLY of INVENTORY (MSI)

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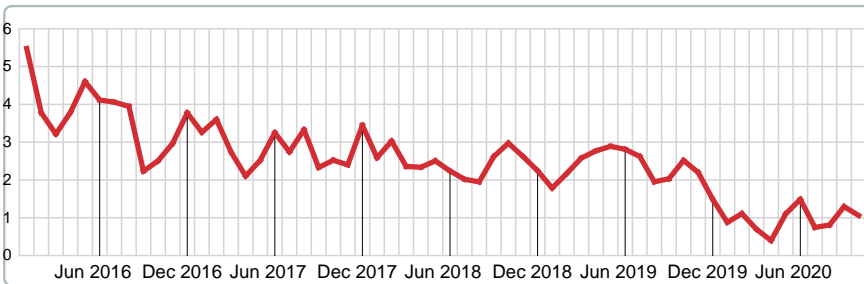
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2020

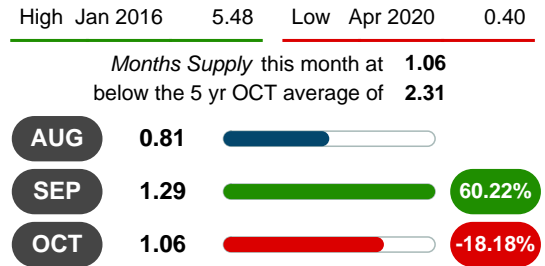


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.31



### 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	9	100.00%	1.06	0.00	1.13	0.80	2.40
Market Supply of Inventory (MSI)			1.06	0.00	1.13	0.80	2.40
Total Active Inventory by Units		100%	1.06	0	6	2	1

# October 2020



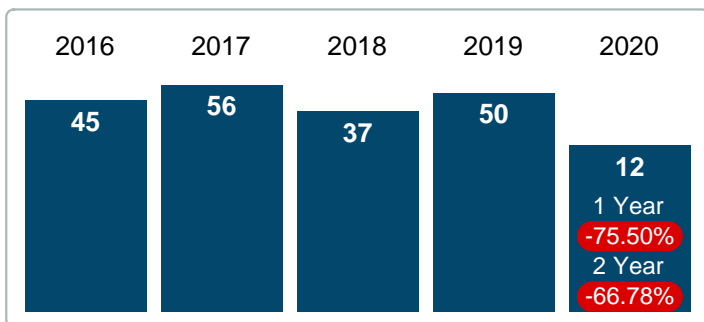
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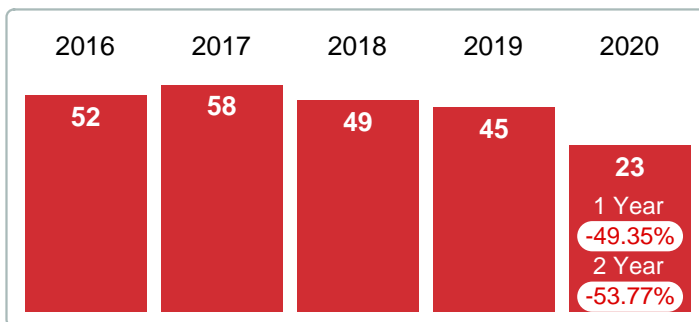
## AVERAGE DAYS ON MARKET TO SALE

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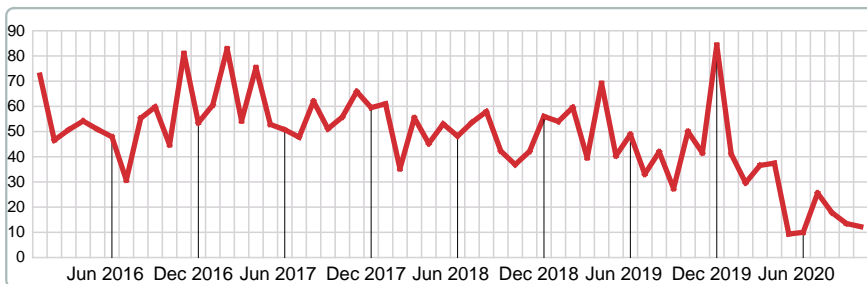
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

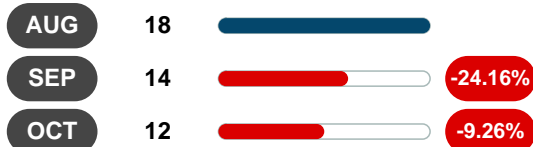


### 3 MONTHS

5 year OCT AVG = 40

High Dec 2019 84 Low May 2020 9

Average Days on Market to Sale this month at 12 below the 5 yr OCT average of 40



### 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	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div>	100.00%	12	0	13	11	0
Average Closed DOM			12	0	13	11	0
Total Closed Units		100%	12		5	3	
Total Closed Volume			14,310	0.00B	7,690	6,620	0.00B

# October 2020



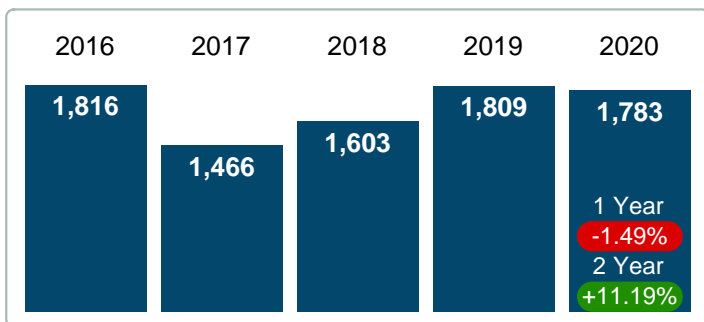
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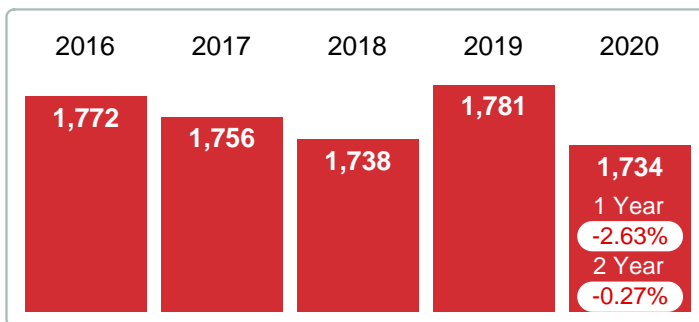
## AVERAGE LIST PRICE AT CLOSING

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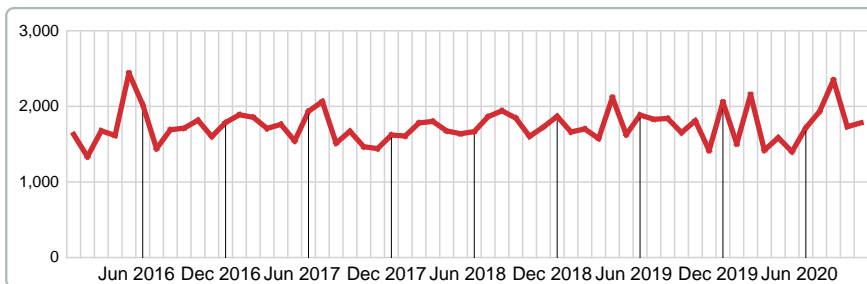
### OCTOBER



### YEAR TO DATE (YTD)

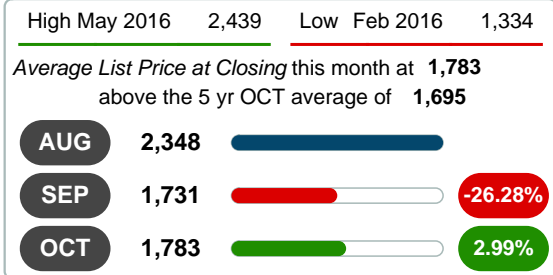


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,695



### 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	8	100.00%	1,783	0	1,528	2,207	0
Average List Price			1,783	0	1,528	2,207	0
Total Closed Units		100%	1,783		5	3	
Total Closed Volume			14,260	0.00B	7,640	6,620	0.00B



# October 2020



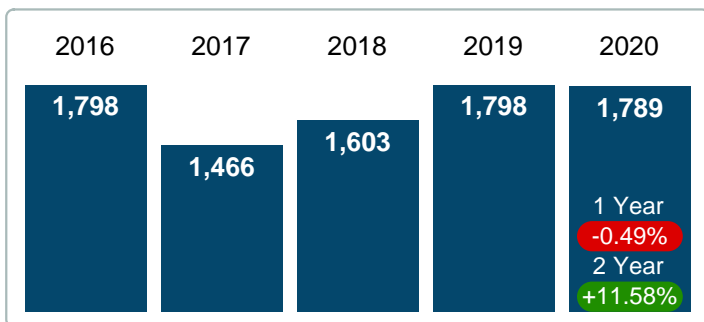
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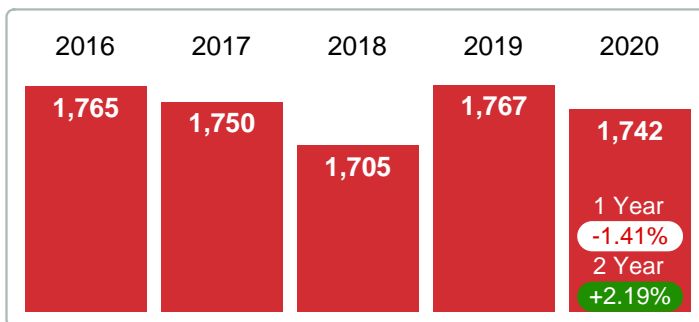
## AVERAGE SOLD PRICE AT CLOSING

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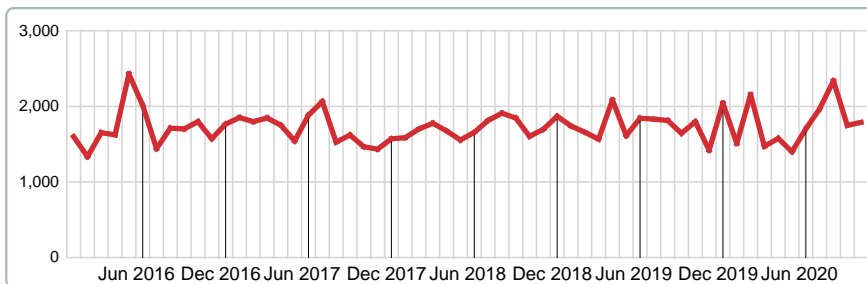
### OCTOBER



### YEAR TO DATE (YTD)

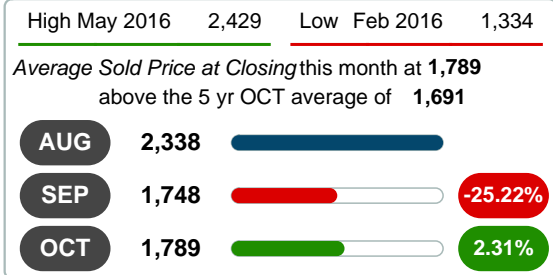


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,691



### 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	8	100.00%	1,789	0	1,538	2,207	0
Average Sold Price			1,789	0	1,538	2,207	0
Total Closed Units		100%	1,789		5	3	
Total Closed Volume			14,310	0.00B	7,690	6,620	0.00B

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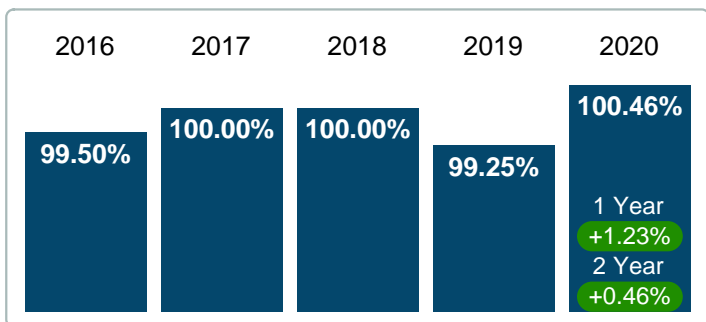
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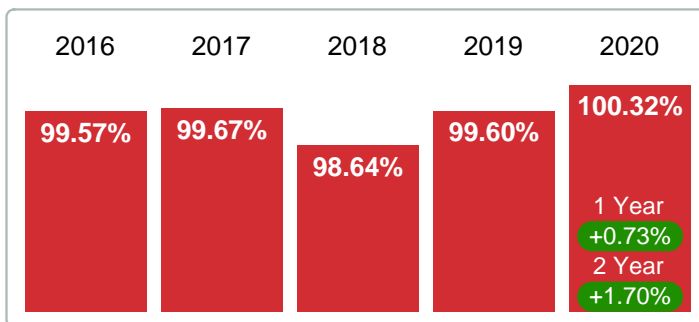
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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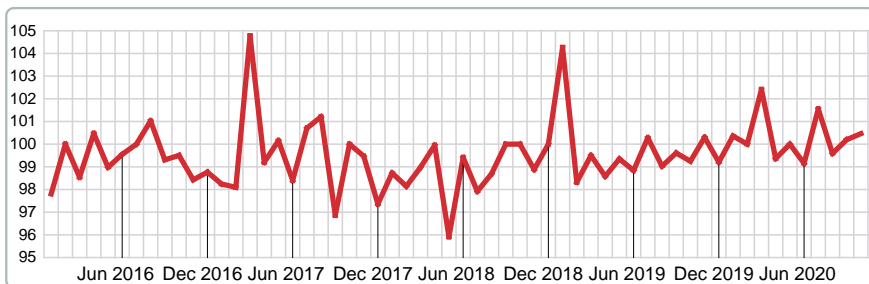
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

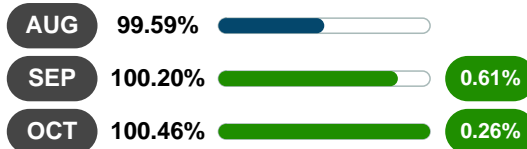


### 3 MONTHS

5 year OCT AVG = 99.84%

High Mar 2017 104.78% Low May 2018 95.92%

Average Sold/List Ratio this month at **100.46%** equal to 5 yr OCT average of **99.84%**



## 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	8	100.00%	100.46%	0.00%	100.74%	100.00%	0.00%
Average Sold/List Ratio		100.50%		0.00%	100.74%	100.00%	0.00%
Total Closed Units		8	100%		5	3	
Total Closed Volume		14,310		0.00B	7,690	6,620	0.00B

# October 2020



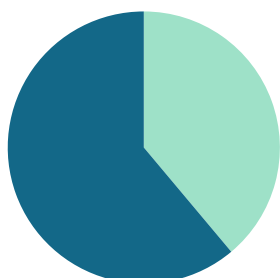
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) -  
Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

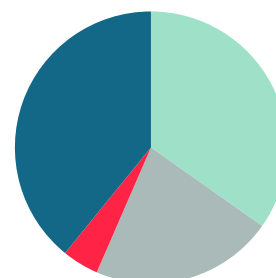


**Inventory**  
 New Listings  
**7 = 38.89%**  
 Start Inventory  
**11**  
 Total Inventory Units  
**18**  
 Volume  
**\$33,770**

### Market Activity

Closed Sales  
**8 = 34.78%**  
 Pending Sales  
**5 = 21.74%**  
 Other Off Market  
**1 = 4.35%**  
 Active Inventory  
**9 = 39.13%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	8	8	0.00%	105	86	-18.10%
Pending Sales	4	5	25.00%	43	40	-6.98%
New Listings	14	7	-50.00%	131	98	-25.19%
Average List Price	1,809	1,783	-1.49%	1,781	1,734	-2.63%
Average Sale Price	1,798	1,789	-0.49%	1,767	1,742	-1.41%
Average Percent of Selling Price to List Price	99.25%	100.46%	1.23%	99.60%	100.32%	0.73%
Average Days on Market to Sale	50.00	12.25	-75.50%	44.89	22.73	-49.35%
Monthly Inventory	26	9	-65.38%	26	9	-65.38%
Months Supply of Inventory	2.52	1.06	-57.92%	2.52	1.06	-57.92%

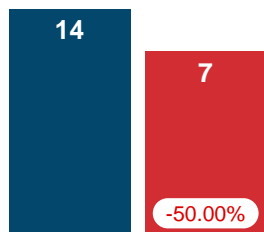
**Absorption:** Last 12 months, an Average of 9 Sales/Month

**Inventory on October 31, 2020 = 9** 2019 2020

### OCTOBER MARKET

### AVERAGE PRICES

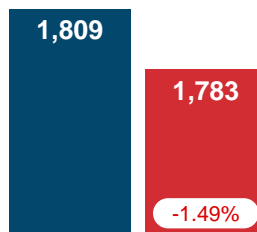
#### New Listings



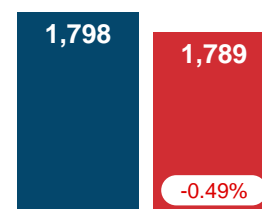
#### Pending Listings



#### List Price



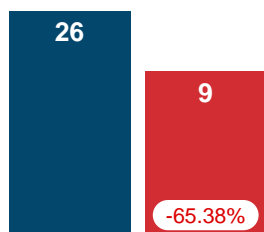
#### Sale Price



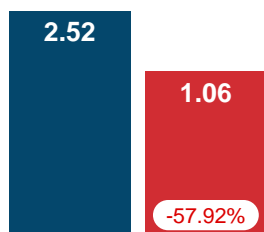
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

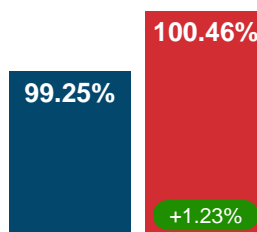
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

