

September 2020



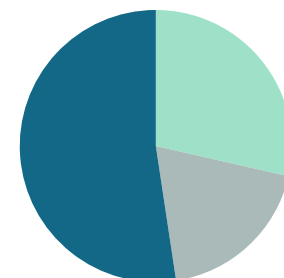
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	September 2020	+/-%
Closed Listings	8	6	-25.00%
Pending Listings	4	4	0.00%
New Listings	12	10	-16.67%
Median List Price	1,395	1,595	14.34%
Median Sale Price	1,395	1,548	10.93%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	23.00	11.50	-50.00%
End of Month Inventory	21	11	-47.62%
Months Supply of Inventory	2.03	1.29	-36.32%



■ Closed (28.57%)
■ Pending (19.05%)
■ Other OffMarket (0.00%)
■ Active (52.38%)

Absorption: Last 12 months, an Average of **9** Sales/Month
Active Inventory as of September 30, 2020 = **11**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **47.62%** to 11 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 **1.29** 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 **10.93%** in September 2020 to \$1,548 versus the previous year at \$1,395.

Median Days on Market Shortens

The median number of **11.50** days that homes spent on the market before selling decreased by 11.50 days or **50.00%** in September 2020 compared to last year's same month at **23.00** DOM.

Sales Success for September 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 10 New Listings in September 2020, down **16.67%** from last year at 12. Furthermore, there were 6 Closed Listings this month versus last year at 8, a **-25.00%** decrease.

Closed versus Listed trends yielded a **60.0%** ratio, down from previous year's, September 2019, at **66.7%**, a **10.00%** downswing. 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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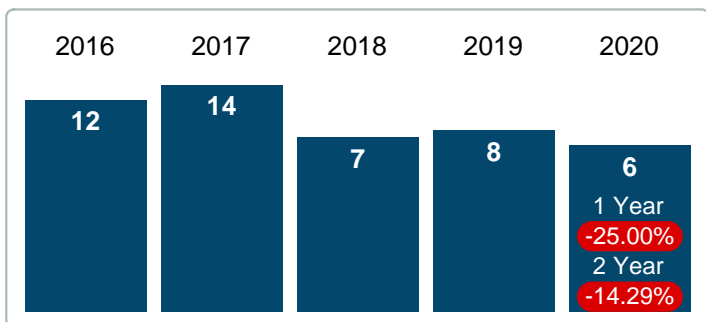
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



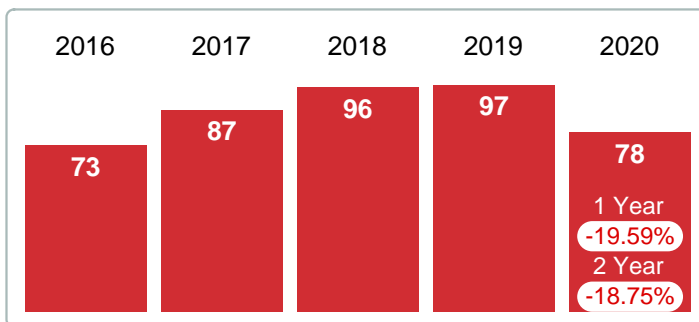
CLOSED LISTINGS

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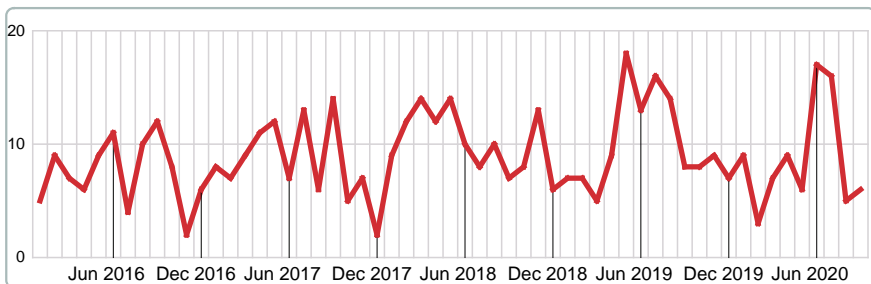
SEPTEMBER



YEAR TO DATE (YTD)

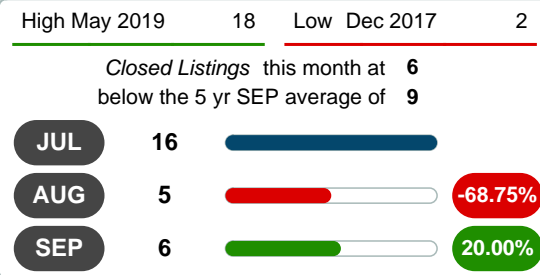


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 9



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	6	100.00%	11.5	0	4	2	0
Total Closed Units	6			0	4	2	0
Total Closed Volume	10,490	100%	11.5	0.00B	5,895	4,595	0.00B
Median Closed Price	\$1,548			\$0	\$1,450	\$2,298	\$0

September 2020



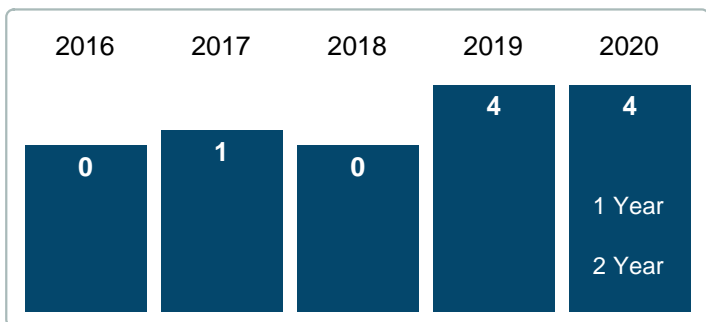
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



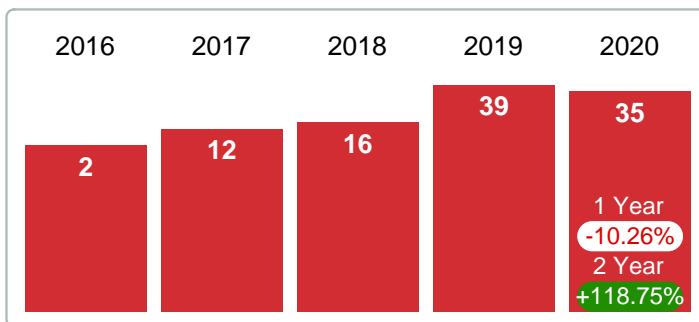
PENDING LISTINGS

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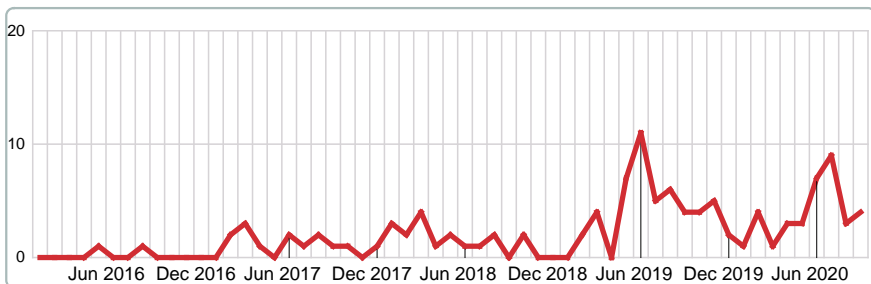
SEPTEMBER



YEAR TO DATE (YTD)

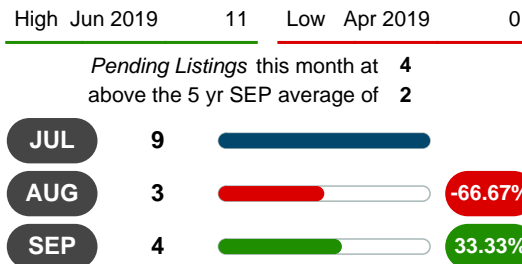


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2



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%	11.5	0	0	0	0
\$1-\$0	0	0.00%	11.5	0	0	0	0
\$1-\$0	0	0.00%	11.5	0	0	0	0
\$1-\$0	0	0.00%	11.5	0	0	0	0
\$1-\$0	0	0.00%	11.5	0	0	0	0
\$1-\$0	0	0.00%	11.5	0	0	0	0
\$1 and up	4	100.00%	4.5	0	2	2	0
Total Pending Units	4			0	2	2	0
Total Pending Volume	7,840	100%	4.5	0.00B	3,045	4,795	0.00B
Median Listing Price	\$1,620			\$0	\$1,523	\$2,398	\$0

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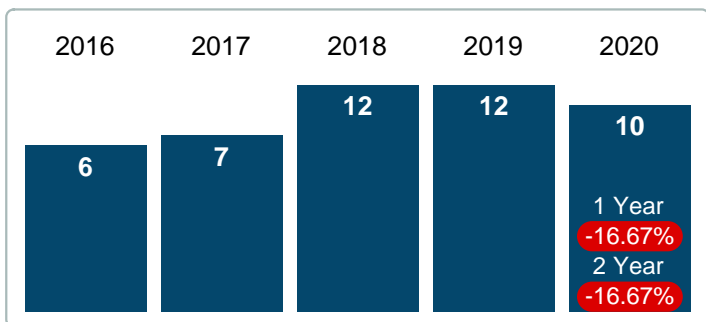
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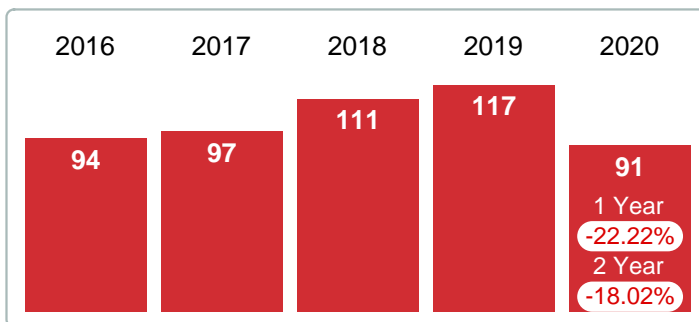
NEW LISTINGS

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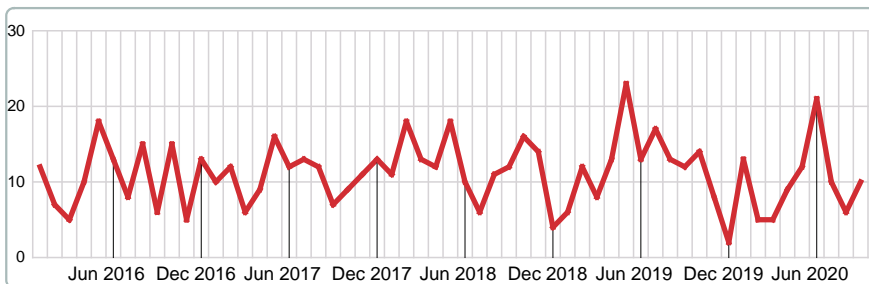
SEPTEMBER



YEAR TO DATE (YTD)

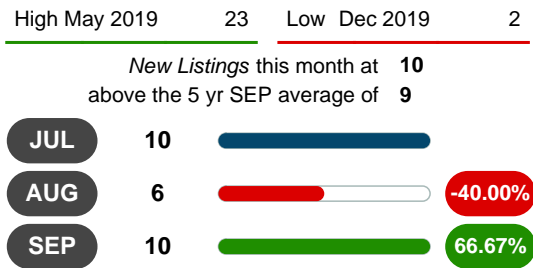


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 9



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	10	100.00%	0	6	4	0
Total New Listed Units	10		0	6	4	0
Total New Listed Volume	18,255	100%	0.00B	9,135	9,120	0.00B
Median New Listed Listing Price	\$1,613		\$0	\$1,548	\$2,163	\$0

September 2020



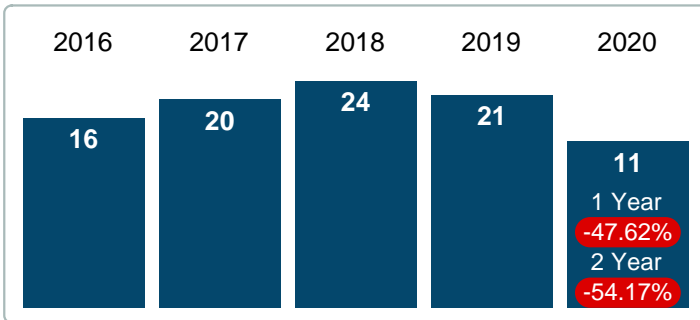
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



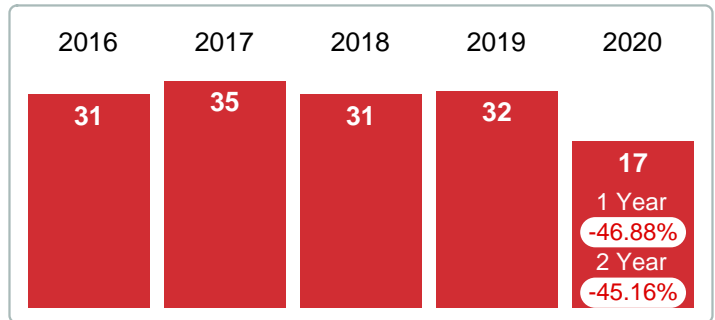
ACTIVE INVENTORY

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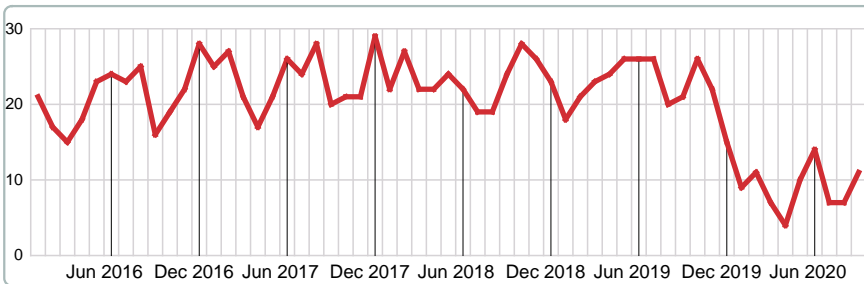
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

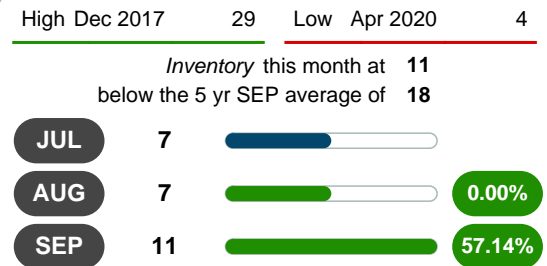


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 18



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%	4.5	0	0	0	0
\$1 \$0	0	0.00%	4.5	0	0	0	0
\$1 \$0	0	0.00%	4.5	0	0	0	0
\$1 \$0	0	0.00%	4.5	0	0	0	0
\$1 \$0	0	0.00%	4.5	0	0	0	0
\$1 \$0	0	0.00%	4.5	0	0	0	0
\$1 and up	11	100.00%	8.0	0	6	4	1
Total Active Inventory by Units			11	0	6	4	1
Total Active Inventory by Volume			20,955	0.00B	8,935	10.33K	1,695
Median Active Inventory Listing Price			\$1,625	\$0	\$1,470	\$2,750	\$1,695

September 2020



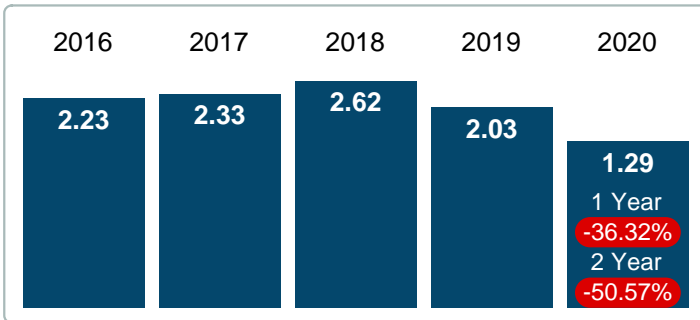
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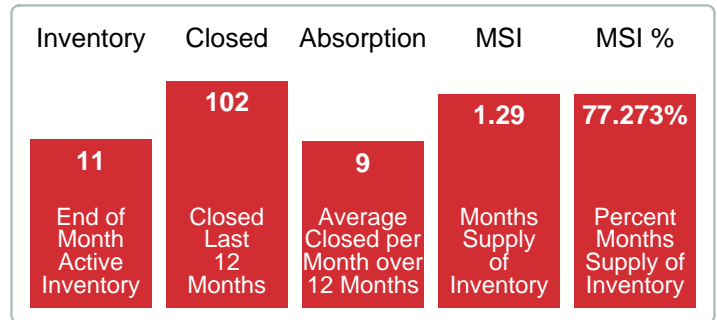
MONTHS SUPPLY of INVENTORY (MSI)

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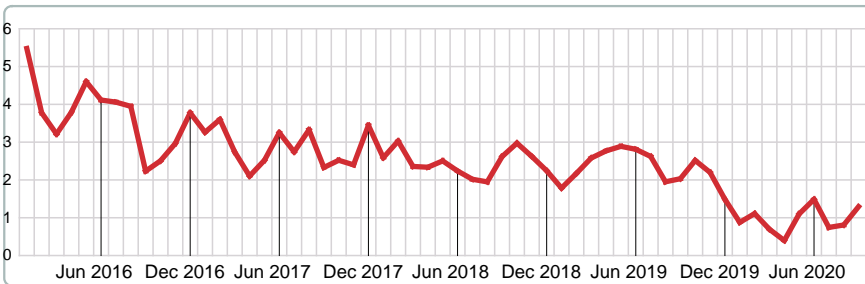
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

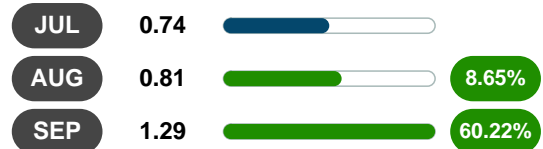


3 MONTHS

5 year SEP AVG = 2.10

High Jan 2016 5.48 Low Apr 2020 0.40

Months Supply this month at 1.29 below the 5 yr SEP average of 2.10



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	11	100.00%	1.29	0.00	1.14	1.55	2.40
Market Supply of Inventory (MSI)			1.29	0.00	1.14	1.55	2.40
Total Active Inventory by Units		100%	1.29	0	6	4	1

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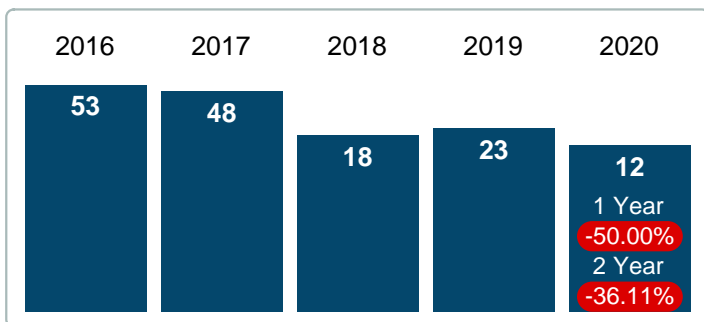
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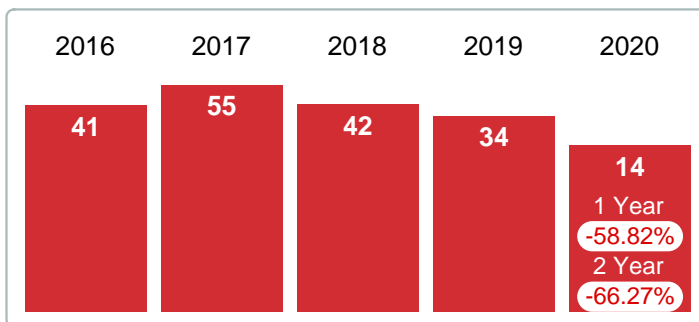
MEDIAN DAYS ON MARKET TO SALE

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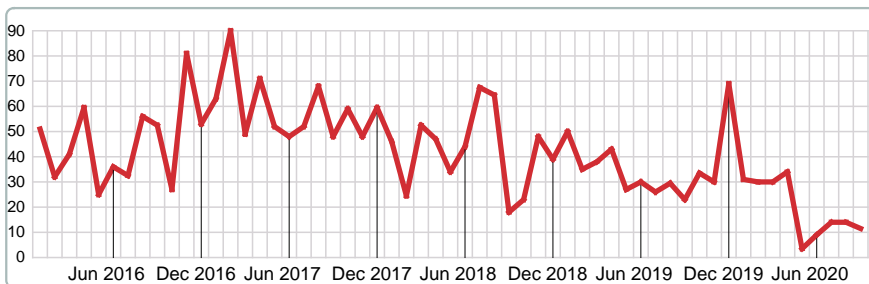
SEPTEMBER



YEAR TO DATE (YTD)

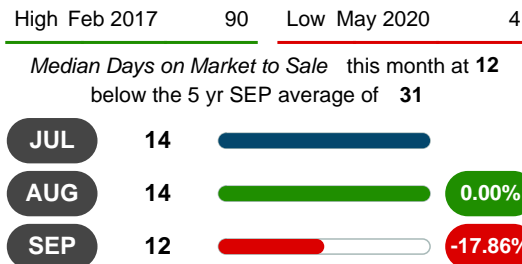


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 31



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%	8	0	0	0	0
\$1-\$0	0	0.00%	8	0	0	0	0
\$1-\$0	0	0.00%	8	0	0	0	0
\$1-\$0	0	0.00%	8	0	0	0	0
\$1-\$0	0	0.00%	8	0	0	0	0
\$1-\$0	0	0.00%	8	0	0	0	0
\$1 and up	6	100.00%	12	0	14	9	0
Median Closed DOM			12	0	14	9	0
Total Closed Units		100%	11.5		4	2	
Total Closed Volume			10,490	0.00B	5,895	4,595	0.00B

September 2020



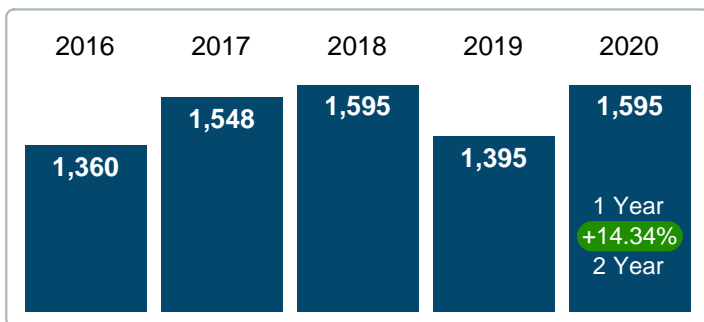
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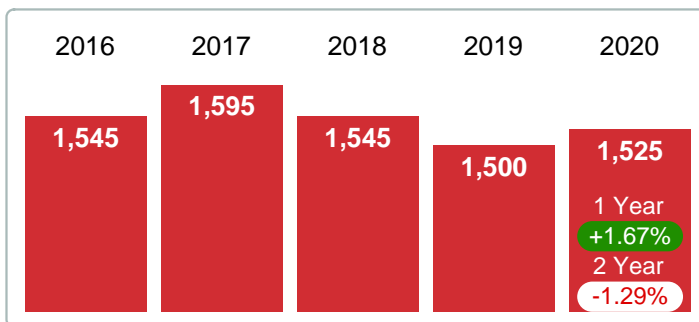
MEDIAN LIST PRICE AT CLOSING

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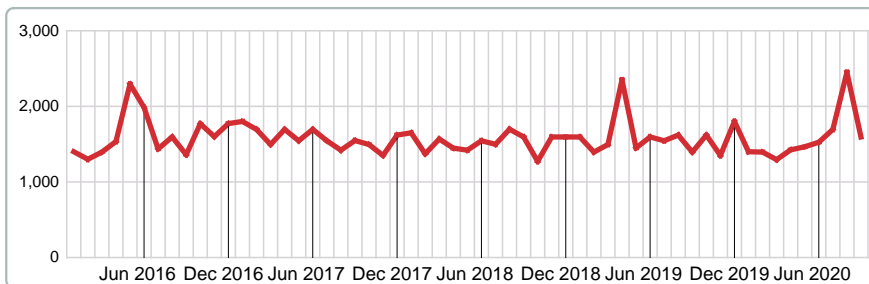
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,499

High Aug 2020 2,450 Low Oct 2018 1,273

Median List Price at Closing this month at 1,595 above the 5 yr SEP average of 1,499

Month	Median List Price	% Change
JUL	1,695	
AUG	2,450	+44.54%
SEP	1,595	-34.90%

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%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 and up	6	100.00%	1,595	0	1,498	2,198	0
Median List Price			1,595	0	1,498	2,198	0
Total Closed Units		100%	1,595		4	2	
Total Closed Volume			10,385	0.00B	5,990	4,395	0.00B

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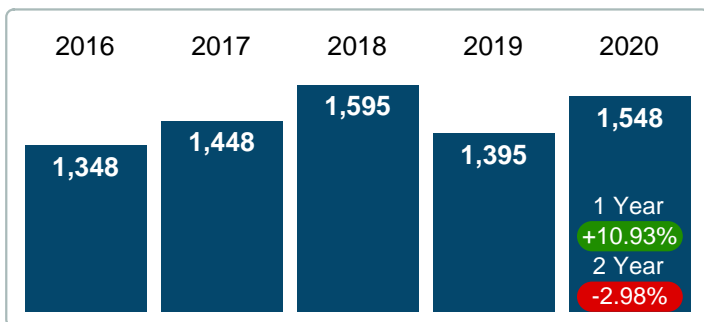
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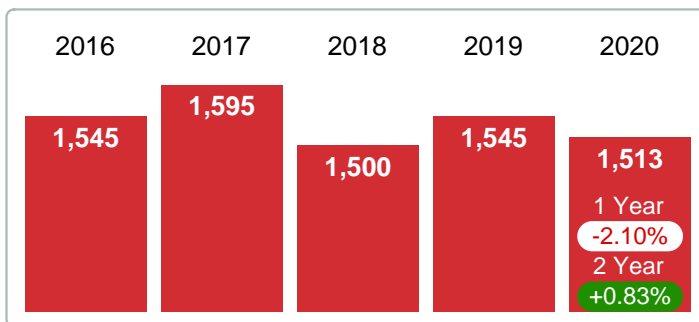
MEDIAN SOLD PRICE AT CLOSING

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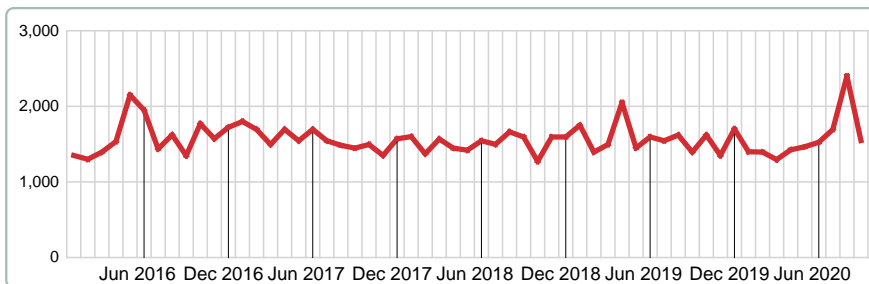
SEPTEMBER



YEAR TO DATE (YTD)

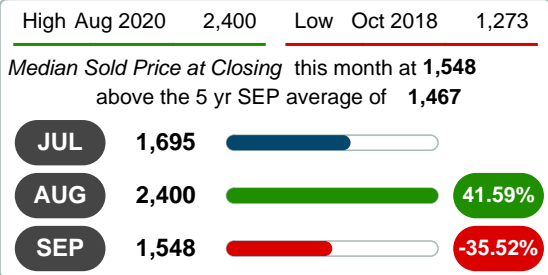


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,467



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%	1,595	0	0	0	0
\$1 \$0	0	0.00%	1,595	0	0	0	0
\$1 \$0	0	0.00%	1,595	0	0	0	0
\$1 \$0	0	0.00%	1,595	0	0	0	0
\$1 \$0	0	0.00%	1,595	0	0	0	0
\$1 \$0	0	0.00%	1,595	0	0	0	0
\$1 and up	6	100.00%	1,548	0	1,450	2,298	0
Median Sold Price			1,548	0	1,450	2,298	0
Total Closed Units		100%	1,548		4	2	
Total Closed Volume			10,490	0.00B	5,895	4,595	0.00B

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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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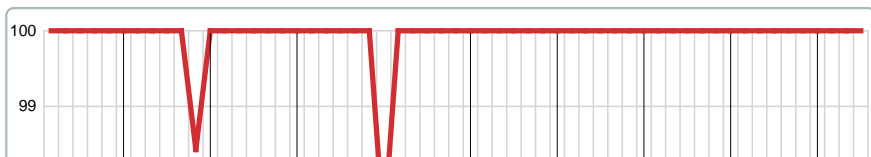
SEPTEMBER

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 SEP AVG = 100.00%

High Sep 2020 100.00% Low Dec 2017 97.36%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr SEP average of **100.00%**

JUL 100.00%

AUG 100.00%

SEP 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%	1,547.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,547.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,547.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,547.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,547.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,547.50%	0.00%	0.00%	0.00%	0.00%
\$1 and up	6	100.00%	100.00%	0.00%	100.00%	103.57%	0.00%
Median Sold/List Ratio		100.00%		0.00%	100.00%	103.57%	0.00%
Total Closed Units		6	100%		4	2	
Total Closed Volume		10,490		0.00B	5,895	4,595	0.00B

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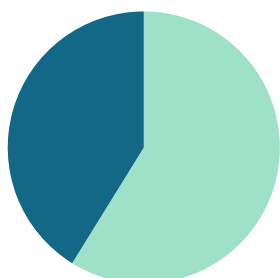
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MARKET SUMMARY

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INVENTORY

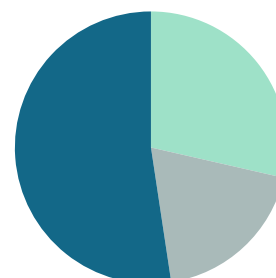


Inventory
 New Listings
10 = 58.82%
 Start Inventory
7
 Total Inventory Units
17
 Volume
\$31,340

Market Activity

Closed Sales
6 = 28.57%
 Pending Sales
4 = 19.05%
 Other Off Market
0 = 0.00%
 Active Inventory
11 = 52.38%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	8	6	-25.00%	97	78	-19.59%
Pending Sales	4	4	0.00%	39	35	-10.26%
New Listings	12	10	-16.67%	117	91	-22.22%
Median List Price	1,395	1,595	14.34%	1,500	1,525	1.67%
Median Sale Price	1,395	1,548	10.93%	1,545	1,513	-2.10%
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	23.00	11.50	-50.00%	34.00	14.00	-58.82%
Monthly Inventory	21	11	-47.62%	21	11	-47.62%
Months Supply of Inventory	2.03	1.29	-36.32%	2.03	1.29	-36.32%

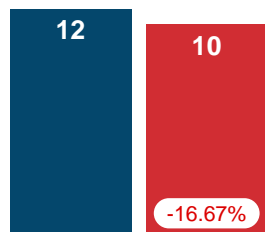
Absorption: Last 12 months, an Average of **9** Sales/Month

Inventory on September 30, 2020 = **11** 2019 2020

SEPTEMBER MARKET

MEDIAN PRICES

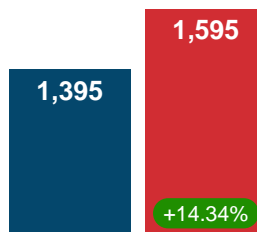
New Listings



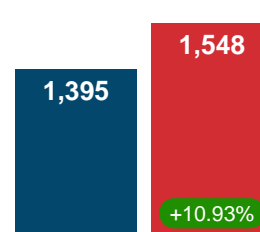
Pending Listings



List Price



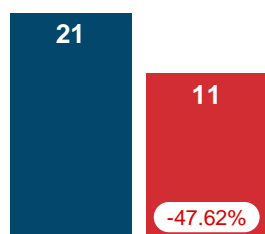
Sale Price



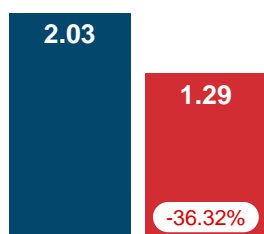
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

