

September 2020



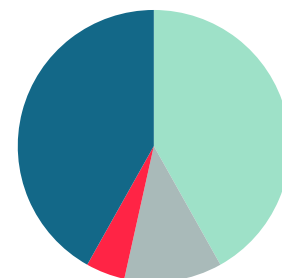
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
(3) - Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	23	18	-21.74%
Pending Listings	6	5	-16.67%
New Listings	31	24	-22.58%
Average List Price	1,365	1,407	3.05%
Average Sale Price	1,361	1,407	3.35%
Average Percent of Selling Price to List Price	99.55%	100.00%	0.45%
Average Days on Market to Sale	42.00	14.50	-65.48%
End of Month Inventory	31	18	-41.94%
Months Supply of Inventory	1.44	1.01	-29.40%



■ Closed (41.86%)
■ Pending (11.63%)
■ Other OffMarket (4.65%)
■ Active (41.86%)

Absorption: Last 12 months, an Average of **18** Sales/Month
Active Inventory as of September 30, 2020 = **18**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **41.94%** to 18 existing homes available for sale. Over the last 12 months this area has had an average of 18 closed sales per month. This represents an unsold inventory index of **1.01** 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 **3.35%** in September 2020 to \$1,407 versus the previous year at \$1,361.

Average Days on Market Shortens

The average number of **14.50** days that homes spent on the market before selling decreased by 27.50 days or **65.48%** in September 2020 compared to last year's same month at **42.00** DOM.

Sales Success for September 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 24 New Listings in September 2020, down **22.58%** from last year at 31. Furthermore, there were 18 Closed Listings this month versus last year at 23, a **-21.74%** decrease.

Closed versus Listed trends yielded a **75.0%** ratio, up from previous year's, September 2019, at **74.2%**, a **1.09%** 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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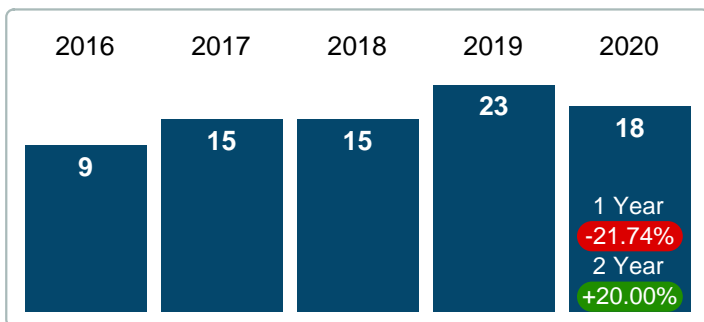
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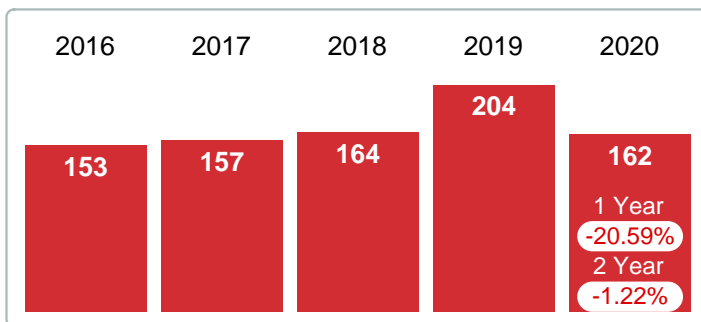
CLOSED LISTINGS

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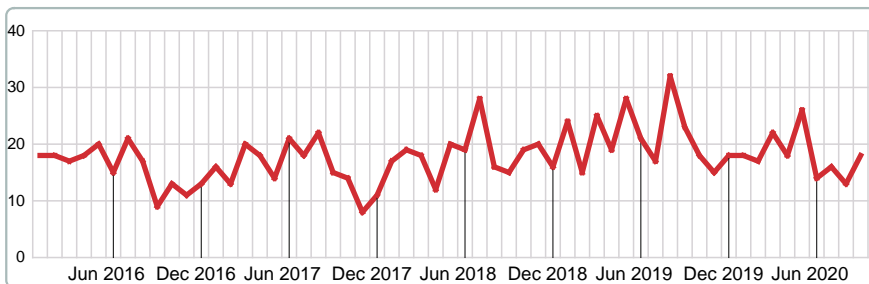
SEPTEMBER



YEAR TO DATE (YTD)

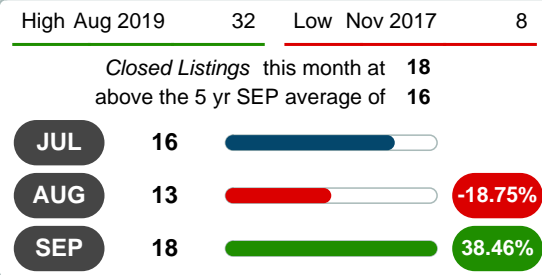


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 16



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	18	100.00%	14.5	0	13	5	0
Total Closed Units	18			0	13	5	0
Total Closed Volume	25,320	100%	14.5	0.00B	16.01K	9,310	0.00B
Average Closed Price	\$1,407			\$0	\$1,232	\$1,862	\$0

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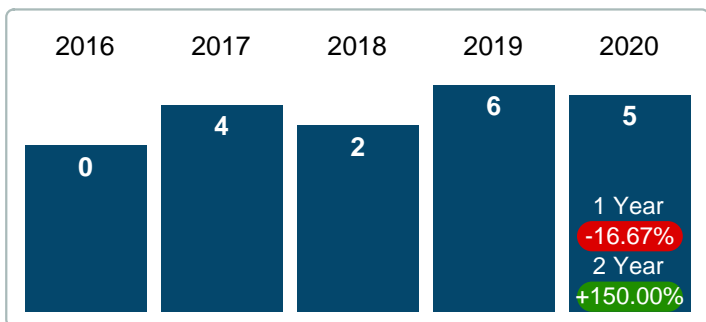
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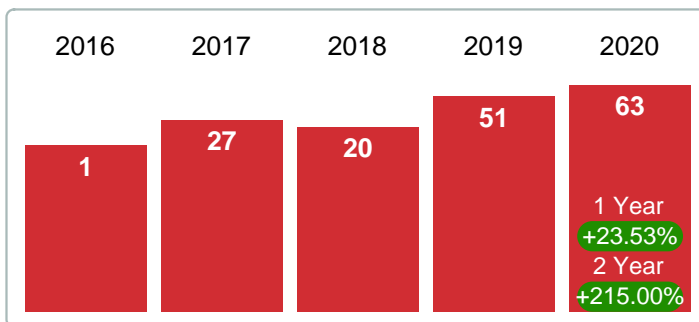
PENDING LISTINGS

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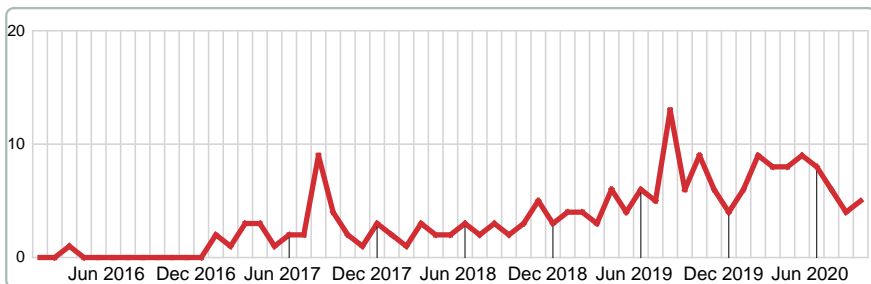
SEPTEMBER



YEAR TO DATE (YTD)

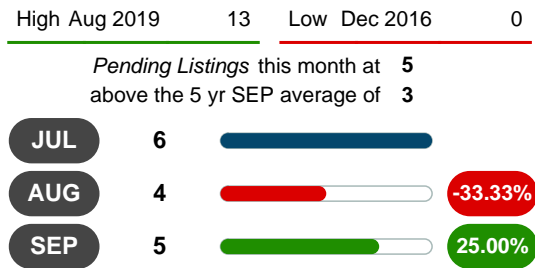


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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	5	100.00%	18.6	0	4	1	0
Total Pending Units	5			0	4	1	0
Total Pending Volume	7,270	100%	18.6	0.00B	5,695	1,575	0.00B
Average Listing Price	\$1,454			\$0	\$1,424	\$1,575	\$0

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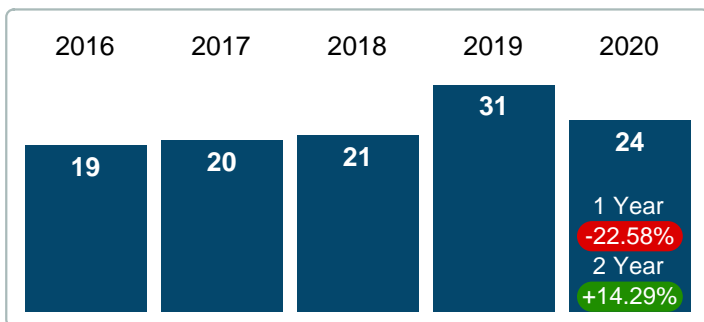
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



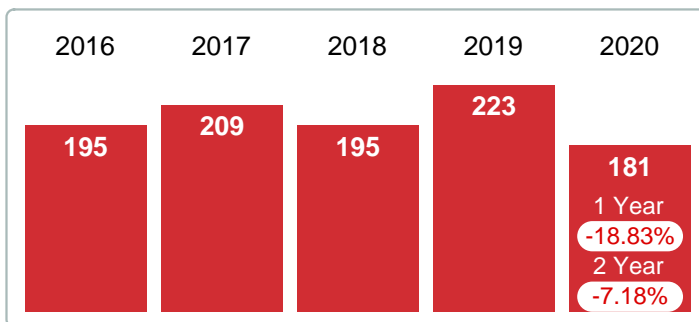
NEW LISTINGS

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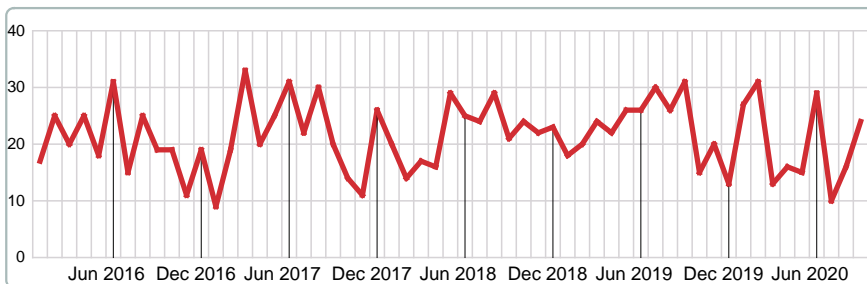
SEPTEMBER



YEAR TO DATE (YTD)

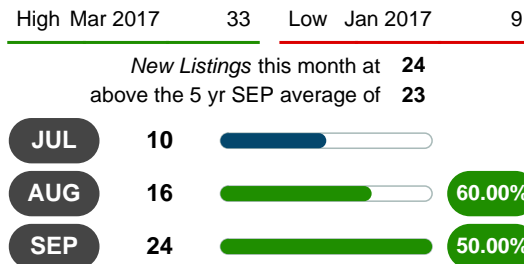


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 23



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	24	100.00%	2	16	6	0
Total New Listed Units	24		2	16	6	0
Total New Listed Volume	33,750	100%	2,900	19.89K	10.96K	0.00B
Average New Listed Listing Price	\$1,427		\$1,450	\$1,243	\$1,827	\$0

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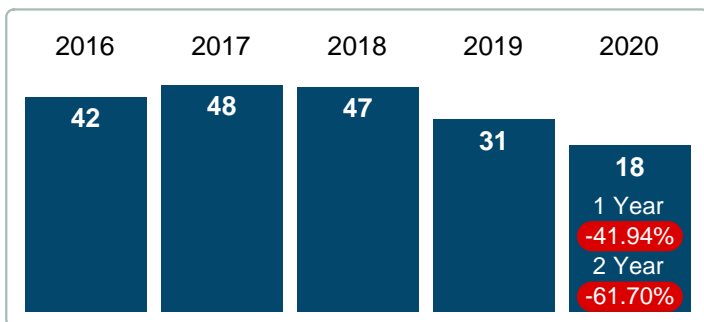
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



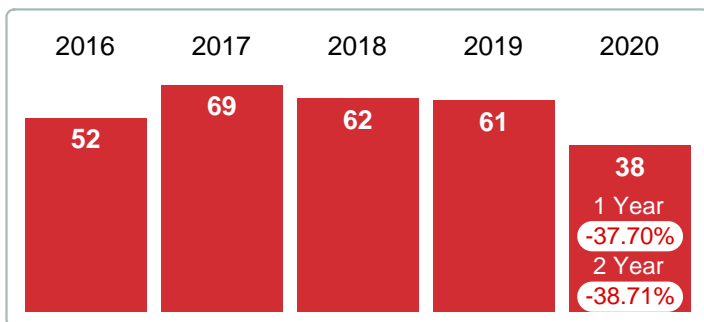
ACTIVE INVENTORY

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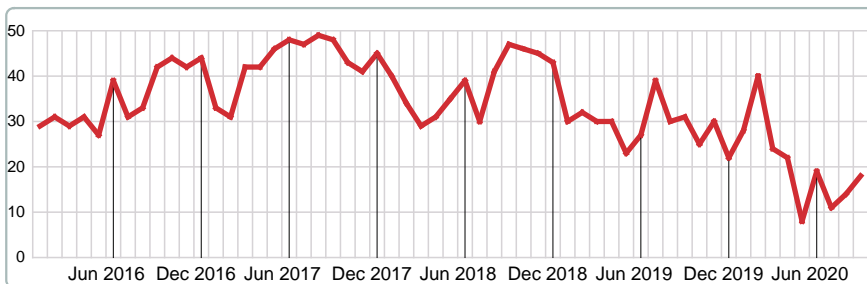
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

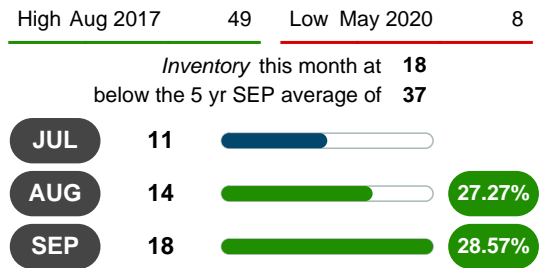


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 37



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	18	100.00%	26.3	2	11	5	0
Total Active Inventory by Units			18	2	11	5	0
Total Active Inventory by Volume			26,310	2,900	14.53K	8,885	0.00B
Average Active Inventory Listing Price			\$1,462	\$1,450	\$1,320	\$1,777	\$0

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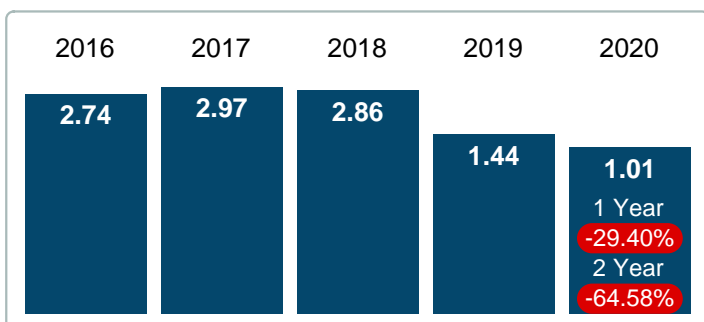
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



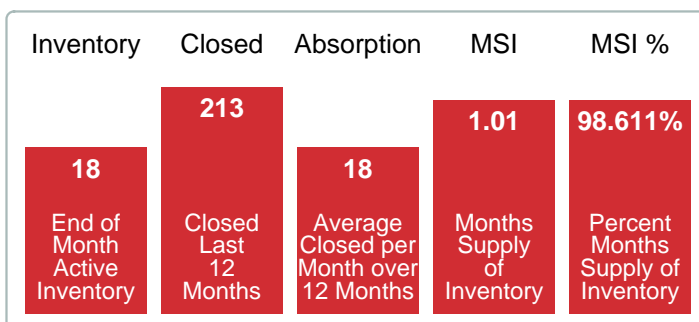
MONTHS SUPPLY of INVENTORY (MSI)

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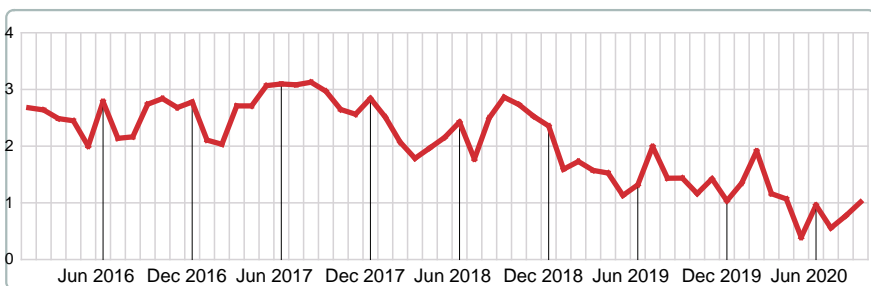
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

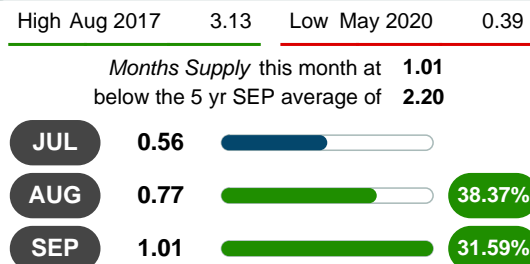


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.20



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	18	100.00%	1.01	1.71	0.90	1.20	0.00
Market Supply of Inventory (MSI)	1.01			1.71	0.90	1.20	0.00
Total Active Inventory by Units	18	100%	1.01	2	11	5	0

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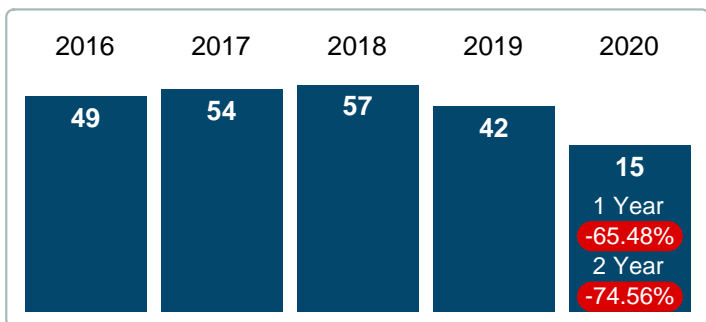
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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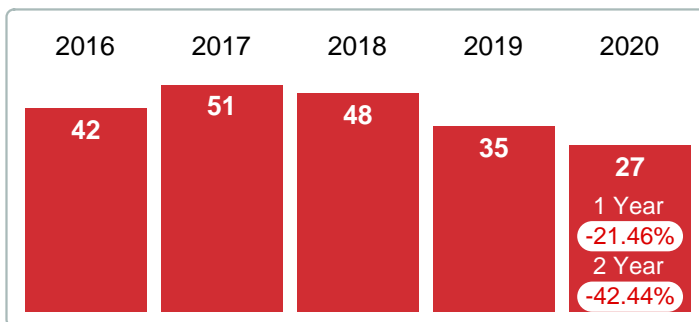
AVERAGE DAYS ON MARKET TO SALE

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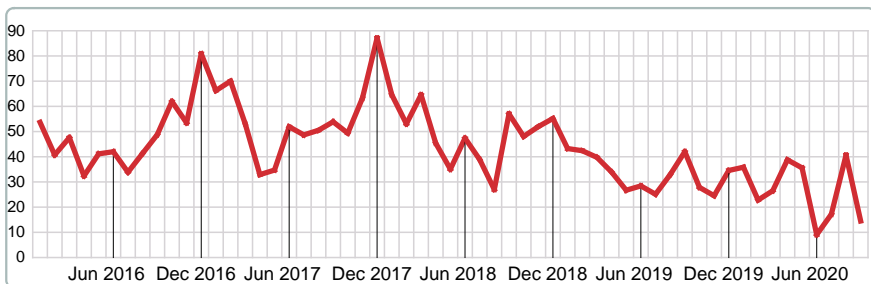
SEPTEMBER



YEAR TO DATE (YTD)

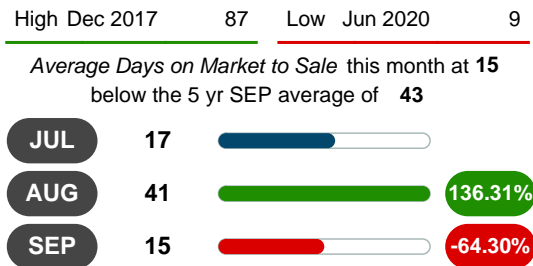


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 43



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	18	100.00%	15	0	14	16	0
Average Closed DOM	15			0	14	16	0
Total Closed Units	18	100%	15		13	5	
Total Closed Volume	25,320			0.00B	16.01K	9,310	0.00B

September 2020



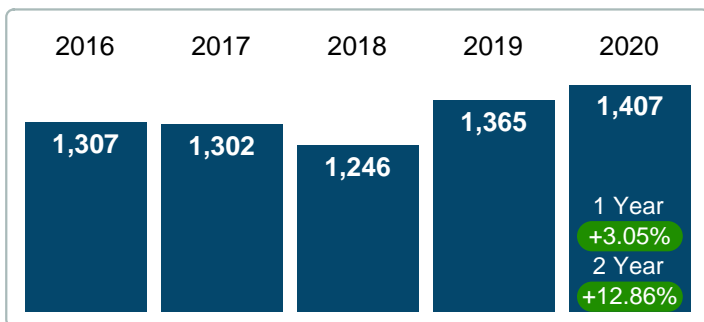
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



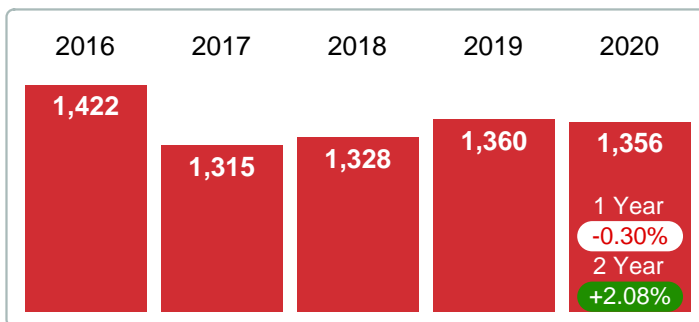
AVERAGE LIST PRICE AT CLOSING

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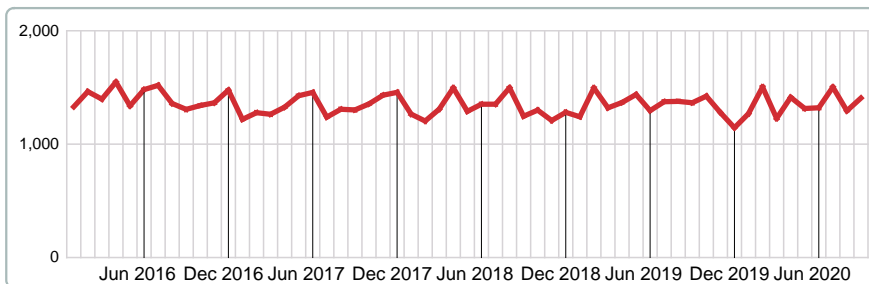
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

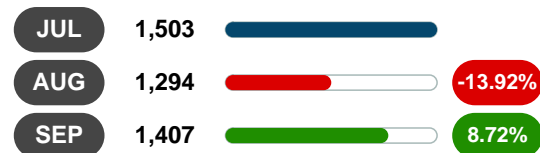


3 MONTHS

5 year SEP AVG = 1,325

High Apr 2016 1,548 Low Dec 2019 1,144

Average List Price at Closing this month at 1,407 above the 5 yr SEP average of 1,325



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	18	100.00%	1,407	0	1,232	1,862	0
Average List Price			1,407	0	1,232	1,862	0
Total Closed Units		100%	1,407		13	5	
Total Closed Volume			25,320	0.00B	16.01K	9,310	0.00B

September 2020



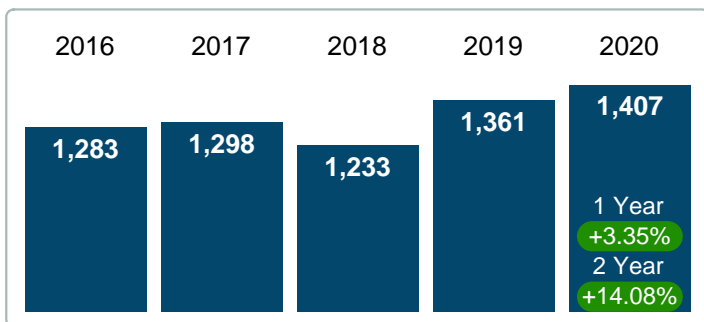
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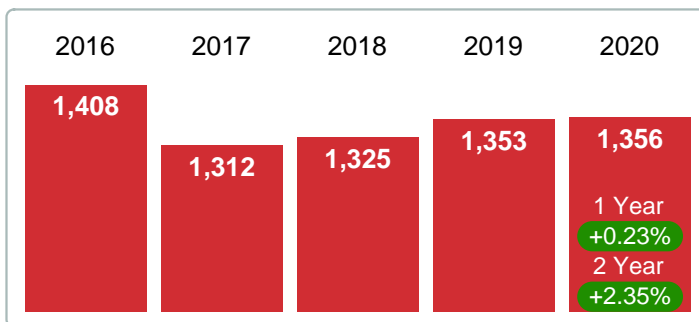
AVERAGE SOLD PRICE AT CLOSING

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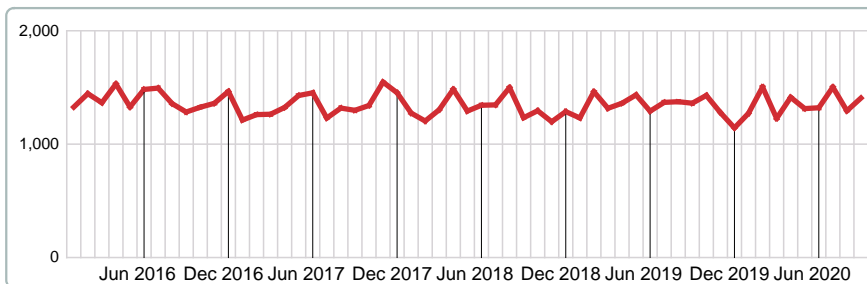
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,316

High Nov 2017 1,547 Low Dec 2019 1,143

Average Sold Price at Closing this month at **1,407**
above the 5 yr SEP average of **1,316**

- JUL** 1,503 (8.72% above avg)
- AUG** 1,294 (-13.92% below avg)
- SEP** 1,407 (8.72% above avg)

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	18	100.00%	1,407	0	1,232	1,862	0
Average Sold Price			1,407	0	1,232	1,862	0
Total Closed Units		100%	1,407		13	5	
Total Closed Volume			25,320	0.00B	16.01K	9,310	0.00B

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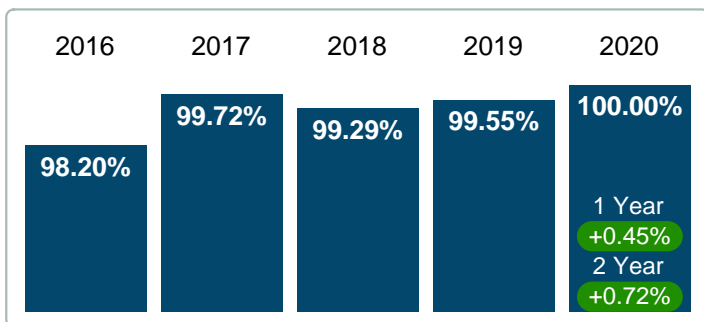
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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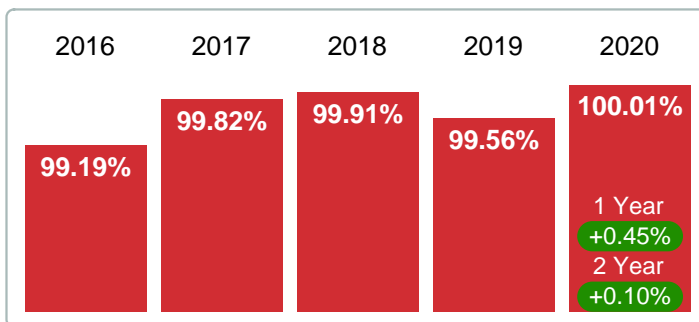
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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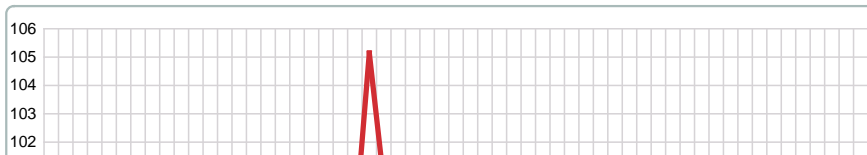
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.35%

High Nov 2017 105.14% Low Mar 2016 98.14%

Average Sold/List Ratio this month at **100.00%**
above the 5 yr SEP average of **99.35%**

JUL 100.00% ✓
AUG 100.00% ✓
SEP 100.00% ✓

0.00%
0.00%

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	18	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		18	100%		13	5	
Total Closed Volume		25,320		0.00B	16.01K	9,310	0.00B

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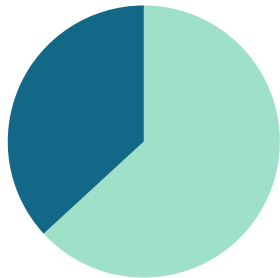
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MARKET SUMMARY

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INVENTORY

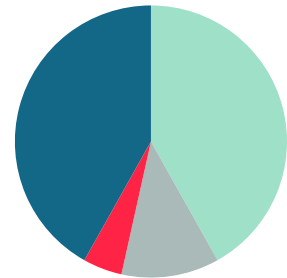


Inventory
 New Listings
24 = 63.16%
 Start Inventory
14
 Total Inventory Units
38
 Volume
\$54,025

Market Activity

Closed Sales
18 = 41.86%
 Pending Sales
5 = 11.63%
 Other Off Market
2 = 4.65%
 Active Inventory
18 = 41.86%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	23	18	-21.74%	204	162	-20.59%
Pending Sales	6	5	-16.67%	51	63	23.53%
New Listings	31	24	-22.58%	223	181	-18.83%
Average List Price	1,365	1,407	3.05%	1,360	1,356	-0.30%
Average Sale Price	1,361	1,407	3.35%	1,353	1,356	0.23%
Average Percent of Selling Price to List Price	99.55%	100.00%	0.45%	99.56%	100.01%	0.45%
Average Days on Market to Sale	42.00	14.50	-65.48%	34.82	27.35	-21.46%
Monthly Inventory	31	18	-41.94%	31	18	-41.94%
Months Supply of Inventory	1.44	1.01	-29.40%	1.44	1.01	-29.40%

Absorption: Last 12 months, an Average of **18** Sales/Month

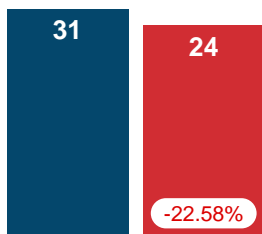
Inventory on September 30, 2020 = **18**

2019 **2020**

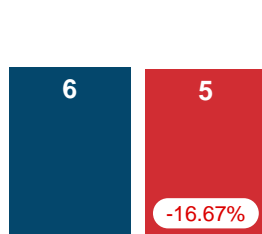
SEPTEMBER MARKET

AVERAGE PRICES

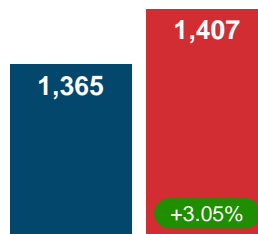
New Listings



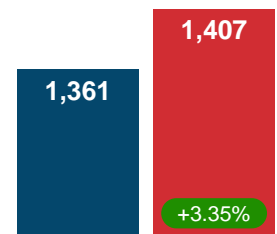
Pending Listings



List Price



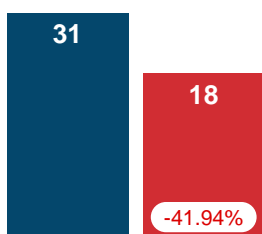
Sale Price



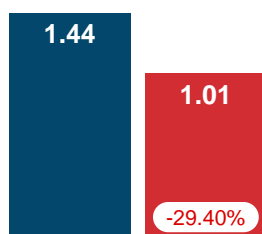
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

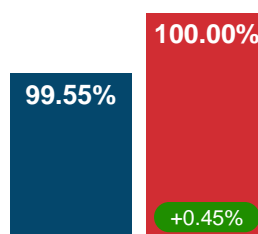
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

