

September 2020



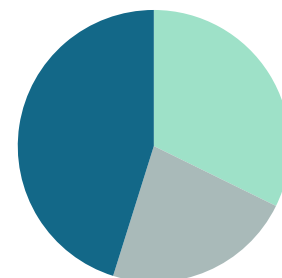
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	12	10	-16.67%
Pending Listings	6	7	16.67%
New Listings	12	14	16.67%
Median List Price	1,250	1,325	6.00%
Median Sale Price	1,300	1,325	1.92%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	32.00	17.50	-45.31%
End of Month Inventory	26	14	-46.15%
Months Supply of Inventory	1.78	0.86	-51.92%



■ Closed (32.26%)
■ Pending (22.58%)
■ Other OffMarket (0.00%)
■ Active (45.16%)

Absorption: Last 12 months, an Average of **16 Sales/Month**
Active Inventory as of September 30, 2020 = **14**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **46.15%** to 14 existing homes available for sale. Over the last 12 months this area has had an average of 16 closed sales per month. This represents an unsold inventory index of **0.86** 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 **1.92%** in September 2020 to \$1,325 versus the previous year at \$1,300.

Median Days on Market Shortens

The median number of **17.50** days that homes spent on the market before selling decreased by 14.50 days or **45.31%** in September 2020 compared to last year's same month at **32.00** 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 14 New Listings in September 2020, up **16.67%** from last year at 12. Furthermore, there were 10 Closed Listings this month versus last year at 12, a **-16.67%** decrease.

Closed versus Listed trends yielded a **71.4%** ratio, down from previous year's, September 2019, at **100.0%**, a **28.57%** 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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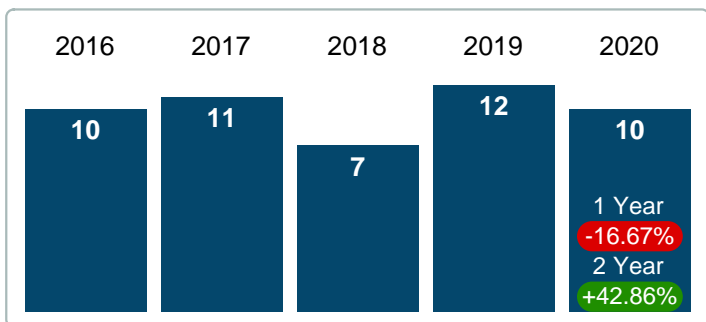
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



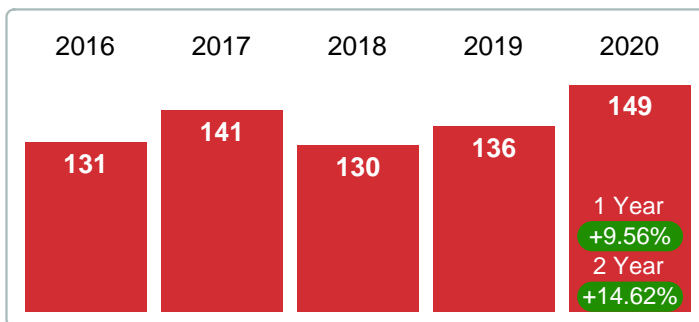
CLOSED LISTINGS

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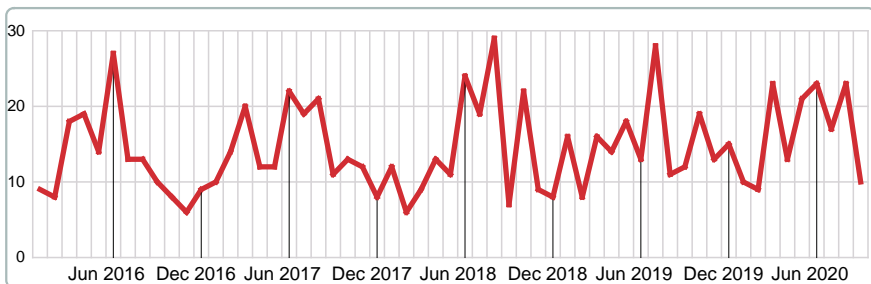
SEPTEMBER



YEAR TO DATE (YTD)

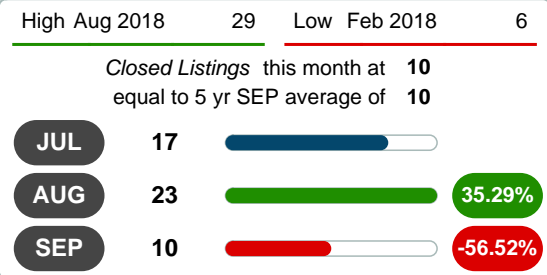


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 10



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	10	100.00%	17.5	3	5	2	0
Total Closed Units	10			3	5	2	0
Total Closed Volume	12,615	100%	17.5	2,575	6,845	3,195	0.00B
Median Closed Price	\$1,325			\$900	\$1,350	\$1,598	\$0

September 2020



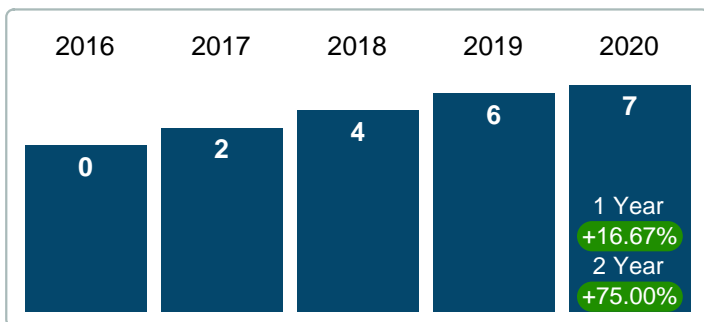
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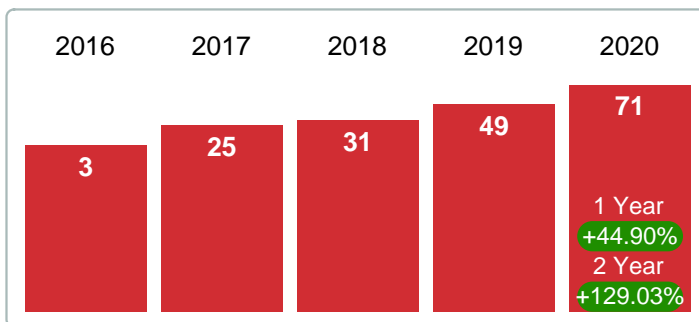
PENDING LISTINGS

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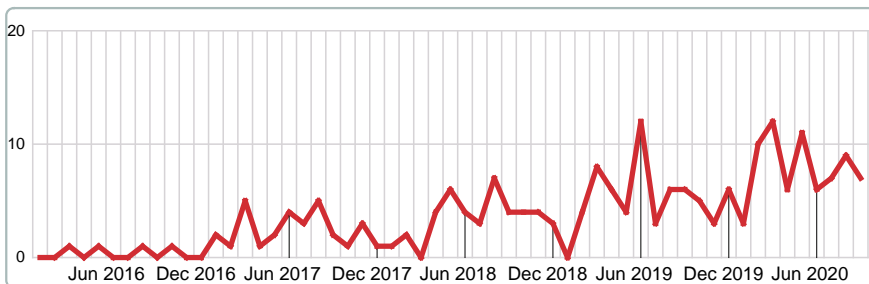
SEPTEMBER



YEAR TO DATE (YTD)

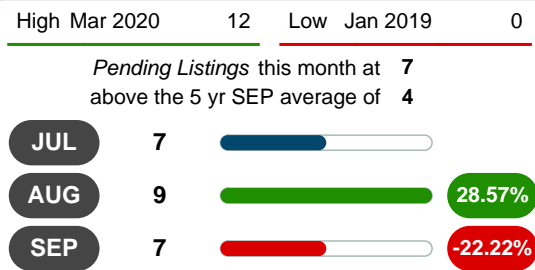


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4



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%	17.5	0	0	0	0
\$1-\$0	0	0.00%	17.5	0	0	0	0
\$1-\$0	0	0.00%	17.5	0	0	0	0
\$1-\$0	0	0.00%	17.5	0	0	0	0
\$1-\$0	0	0.00%	17.5	0	0	0	0
\$1-\$0	0	0.00%	17.5	0	0	0	0
\$1 and up	7	100.00%	17.0	0	3	4	0
Total Pending Units	7			0	3	4	0
Total Pending Volume	10,880	100%	17.0	0.00B	4,640	6,240	0.00B
Median Listing Price	\$1,495			\$0	\$1,395	\$1,523	\$0

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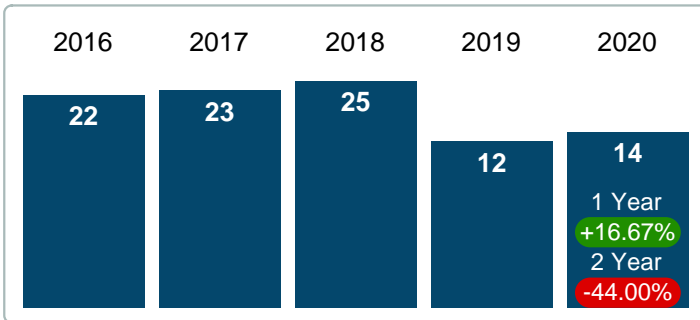
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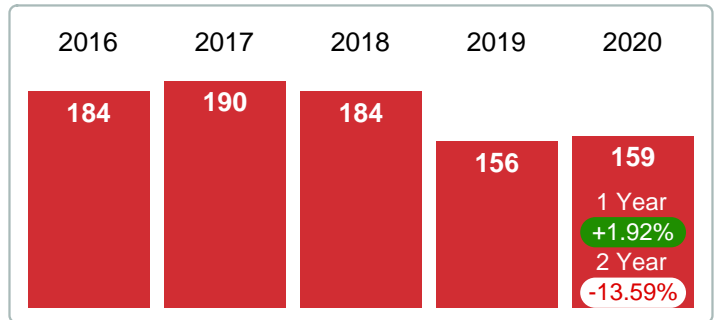
NEW LISTINGS

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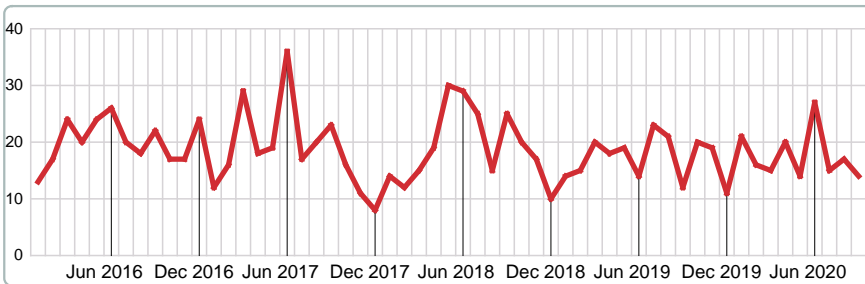
SEPTEMBER



YEAR TO DATE (YTD)

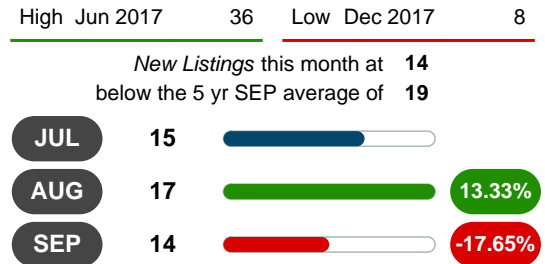


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 19



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	14	100.00%	3	7	4	0
Total New Listed Units	14		3	7	4	0
Total New Listed Volume	20,500	100%	2,675	10.38K	7,445	0.00B
Median New Listed Listing Price	\$1,495		\$900	\$1,495	\$1,650	\$0

September 2020



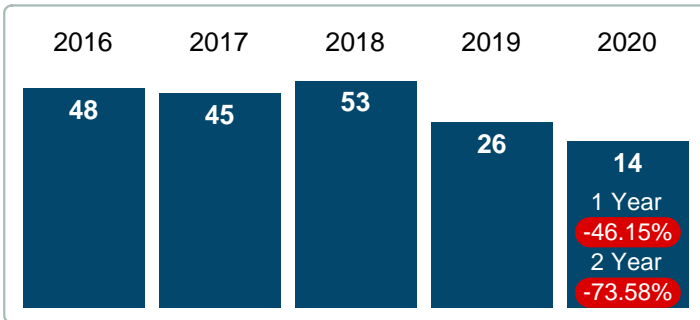
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



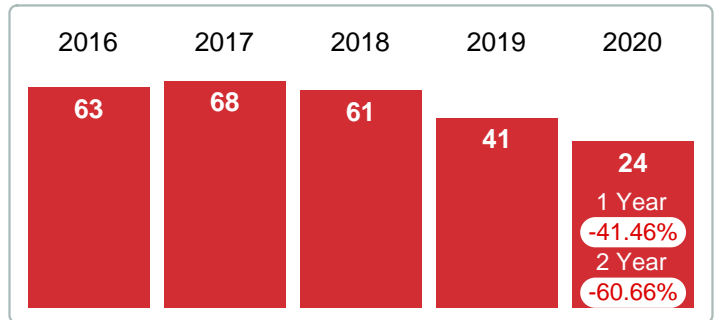
ACTIVE INVENTORY

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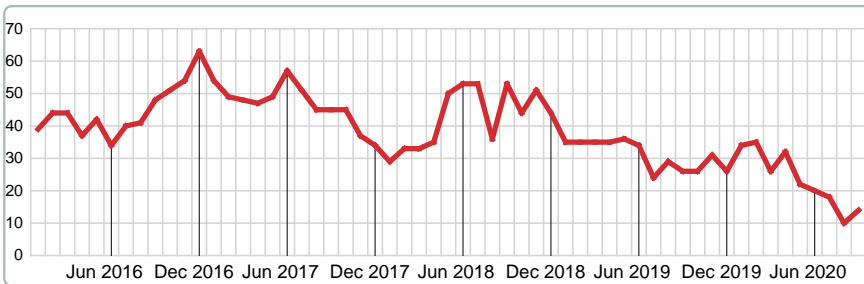
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

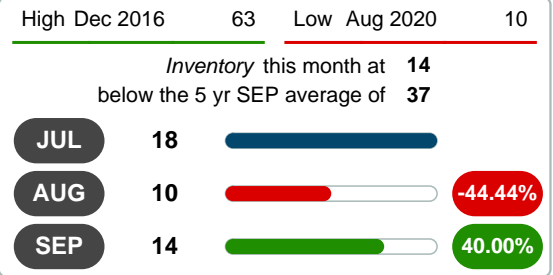


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 37



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	17.0	0	0	0	0
\$1-\$0	0	0.00%	17.0	0	0	0	0
\$1-\$0	0	0.00%	17.0	0	0	0	0
\$1-\$0	0	0.00%	17.0	0	0	0	0
\$1-\$0	0	0.00%	17.0	0	0	0	0
\$1-\$0	0	0.00%	17.0	0	0	0	0
\$1 and up	14	100.00%	14.5	1	8	5	0
Total Active Inventory by Units			14	1	8	5	0
Total Active Inventory by Volume			26,120	825	12.35K	12.95K	0.00B
Median Active Inventory Listing Price			\$1,525	\$825	\$1,498	\$1,750	\$0

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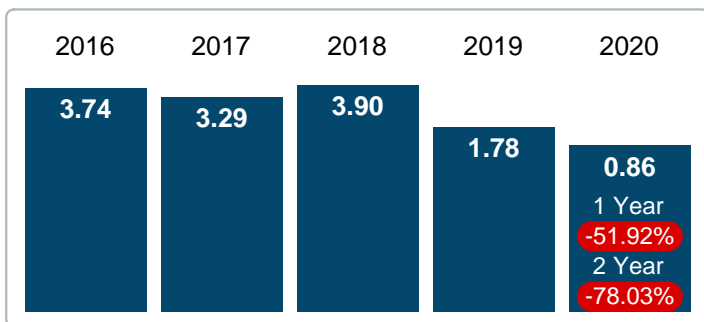
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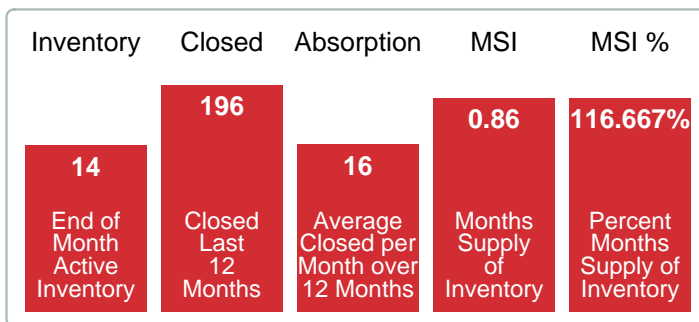
MONTHS SUPPLY of INVENTORY (MSI)

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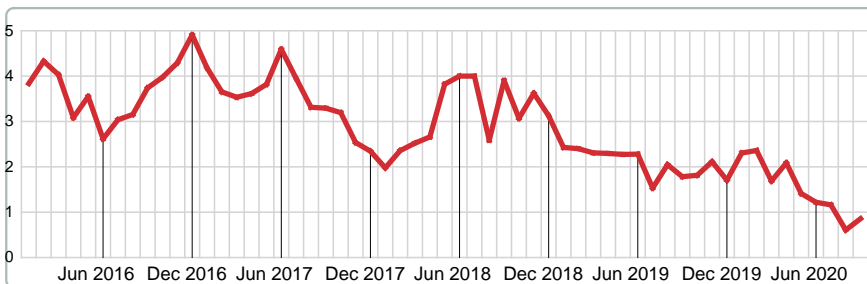
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

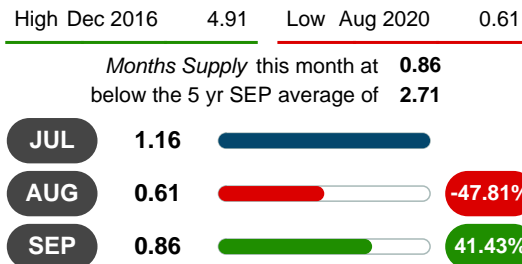


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.71



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	14	100.00%	0.86	0.39	0.83	1.46	0.00
Market Supply of Inventory (MSI)	0.86			0.39	0.83	1.46	0.00
Total Active Inventory by Units	14	100%	0.86	1	8	5	0

September 2020



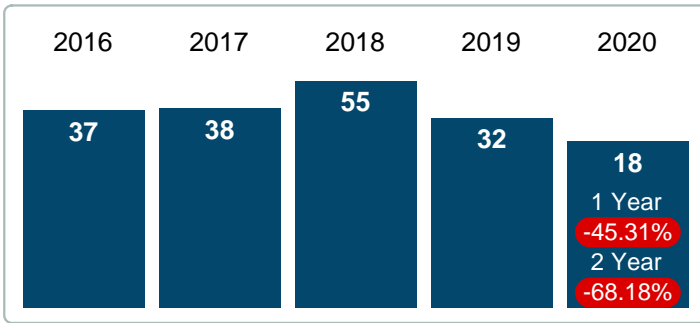
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



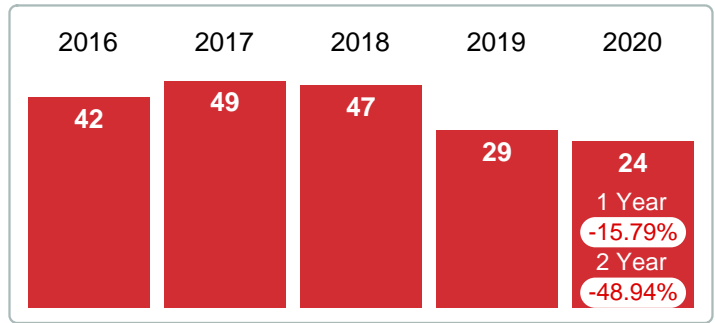
MEDIAN DAYS ON MARKET TO SALE

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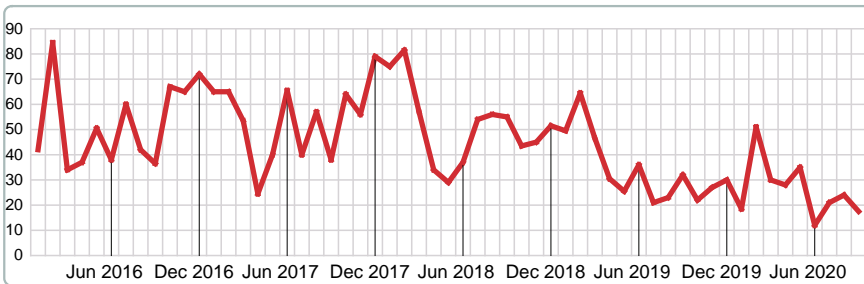
SEPTEMBER



YEAR TO DATE (YTD)

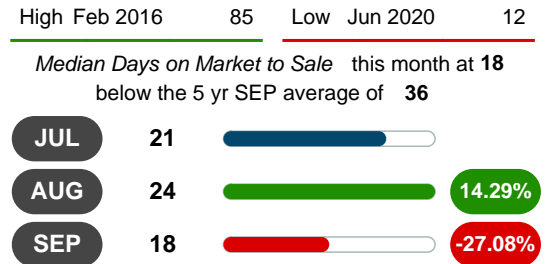


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 36



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%	15	0	0	0	0
\$1 \$0	0	0.00%	15	0	0	0	0
\$1 \$0	0	0.00%	15	0	0	0	0
\$1 \$0	0	0.00%	15	0	0	0	0
\$1 \$0	0	0.00%	15	0	0	0	0
\$1 \$0	0	0.00%	15	0	0	0	0
\$1 and up	10	100.00%	18	7	18	23	0
Median Closed DOM			18	7	18	23	0
Total Closed Units		100%	17.5	3	5	2	
Total Closed Volume			12,615	2,575	6,845	3,195	0.00B

September 2020



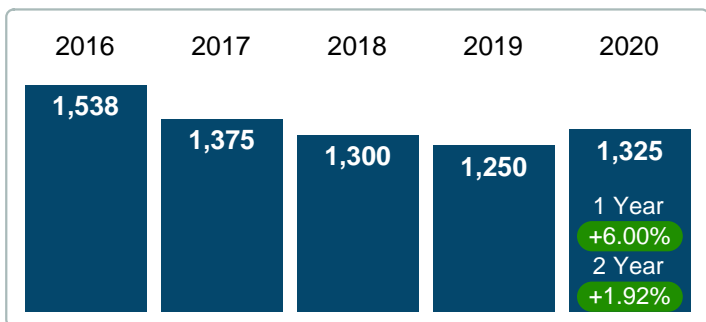
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



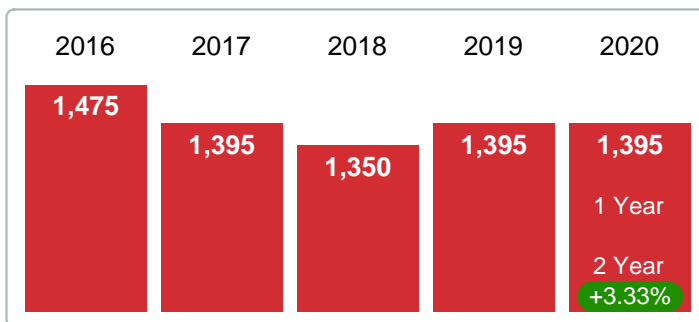
MEDIAN LIST PRICE AT CLOSING

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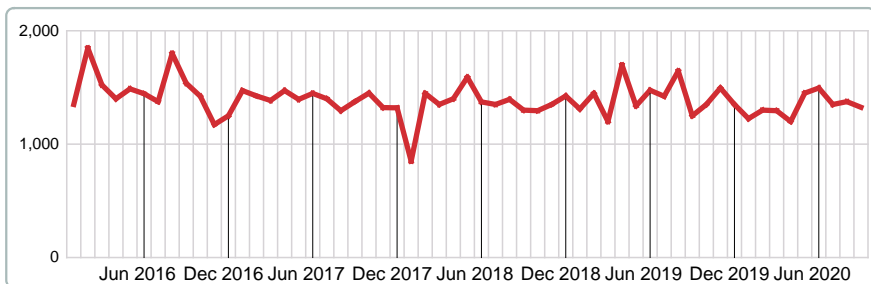
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,358

High Feb 2016 1,848 | Low Jan 2018 850

Median List Price at Closing this month at **1,325**
 below the 5 yr SEP average of **1,358**

Month	Price	% Change
JUL	1,350	-
AUG	1,375	+1.85%
SEP	1,325	-3.64%

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%	18	0	0	0	0
\$1 \$0	0	0.00%	18	0	0	0	0
\$1 \$0	0	0.00%	18	0	0	0	0
\$1 \$0	0	0.00%	18	0	0	0	0
\$1 \$0	0	0.00%	18	0	0	0	0
\$1 \$0	0	0.00%	18	0	0	0	0
\$1 and up	10	100.00%	1,325	900	1,350	1,598	0
Median List Price			1,325	900	1,350	1,598	0
Total Closed Units		100%	1,325	3	5	2	
Total Closed Volume			12,615	2,575	6,845	3,195	0.00B

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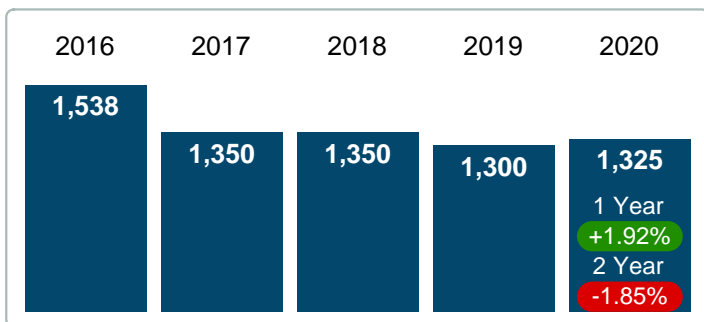
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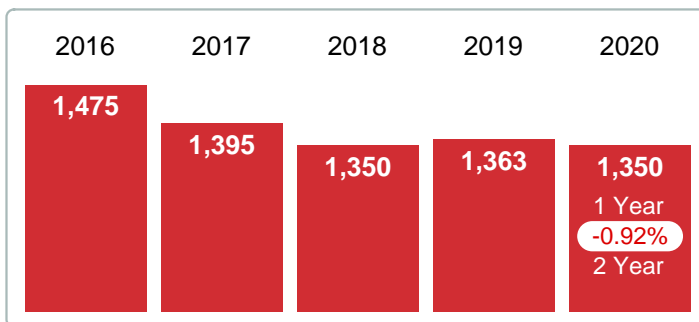
MEDIAN SOLD PRICE AT CLOSING

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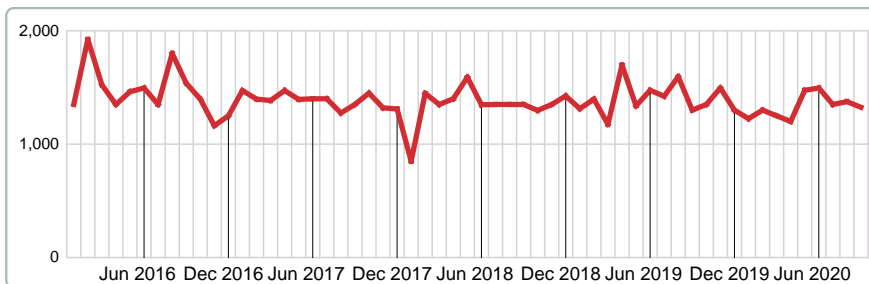
SEPTEMBER



YEAR TO DATE (YTD)

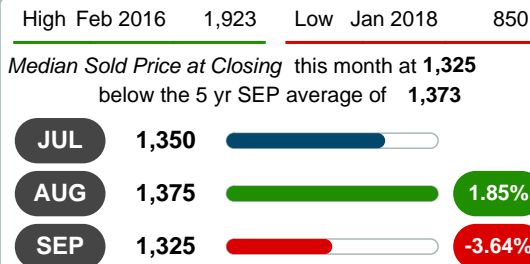


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,373



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%	1,325	0	0	0	0
\$1 \$0	0	0.00%	1,325	0	0	0	0
\$1 \$0	0	0.00%	1,325	0	0	0	0
\$1 \$0	0	0.00%	1,325	0	0	0	0
\$1 \$0	0	0.00%	1,325	0	0	0	0
\$1 \$0	0	0.00%	1,325	0	0	0	0
\$1 and up	10	100.00%	1,325	900	1,350	1,598	0
Median Sold Price			1,325	900	1,350	1,598	0
Total Closed Units		100%	1,325	3	5	2	
Total Closed Volume			12,615	2,575	6,845	3,195	0.00B

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Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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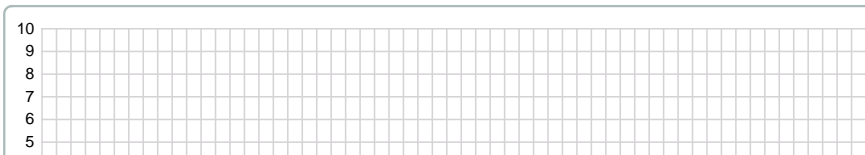
SEPTEMBER

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 Sep 2020 100.00%

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%	1,325.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,325.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,325.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,325.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,325.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,325.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	10	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		10	100%	3	5	2	
Total Closed Volume		12,615		2,575	6,845	3,195	0.00B

September 2020



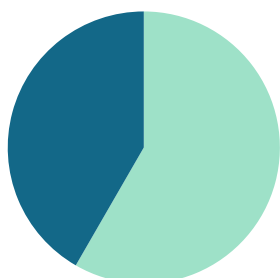
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MARKET SUMMARY

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INVENTORY

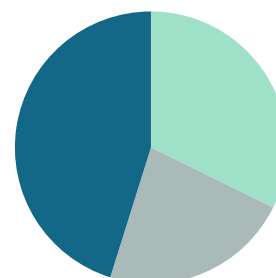


Inventory
 New Listings
14 = 58.33%
 Start Inventory
10
 Total Inventory Units
24
 Volume
\$38,735

Market Activity

Closed Sales
10 = 32.26%
 Pending Sales
7 = 22.58%
 Other Off Market
0 = 0.00%
 Active Inventory
14 = 45.16%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	12	10	-16.67%	136	149	9.56%
Pending Sales	6	7	16.67%	49	71	44.90%
New Listings	12	14	16.67%	156	159	1.92%
Median List Price	1,250	1,325	6.00%	1,395	1,395	0.00%
Median Sale Price	1,300	1,325	1.92%	1,363	1,350	-0.92%
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	32.00	17.50	-45.31%	28.50	24.00	-15.79%
Monthly Inventory	26	14	-46.15%	26	14	-46.15%
Months Supply of Inventory	1.78	0.86	-51.92%	1.78	0.86	-51.92%

Absorption: Last 12 months, an Average of **16** Sales/Month

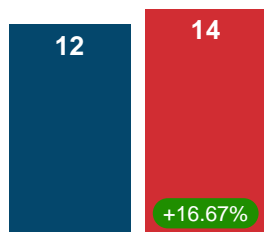
Inventory on September 30, 2020 = **14**

2019 2020

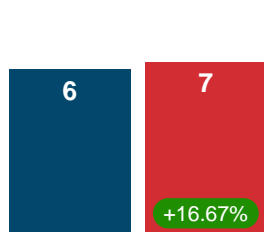
SEPTEMBER MARKET

MEDIAN PRICES

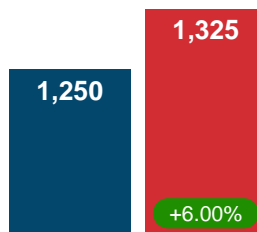
New Listings



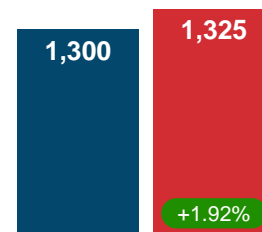
Pending Listings



List Price



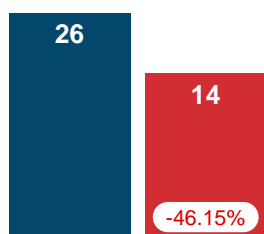
Sale Price



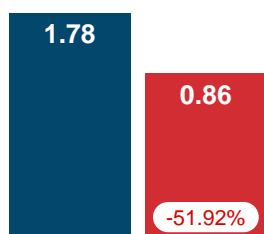
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

