

# September 2020



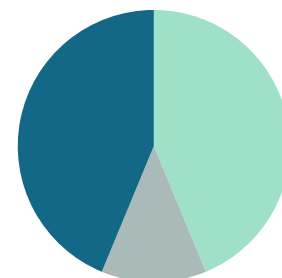
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	8	7	-12.50%
Pending Listings	3	2	-33.33%
New Listings	22	8	-63.64%
Average List Price	1,518	1,256	-17.20%
Average Sale Price	1,508	1,256	-16.69%
Average Percent of Selling Price to List Price	99.15%	100.00%	0.86%
Average Days on Market to Sale	23.38	15.71	-32.77%
End of Month Inventory	18	7	-61.11%
Months Supply of Inventory	1.95	0.74	-62.13%



■ Closed (43.75%)  
■ Pending (12.50%)  
■ Other OffMarket (0.00%)  
■ Active (43.75%)

**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of September 30, 2020 = **7**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2020 decreased **61.11%** to 7 existing homes available for sale. Over the last 12 months this area has had an average of 10 closed sales per month. This represents an unsold inventory index of **0.74** 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 **16.69%** in September 2020 to \$1,256 versus the previous year at \$1,508.

#### Average Days on Market Shortens

The average number of **15.71** days that homes spent on the market before selling decreased by 7.66 days or **32.77%** in September 2020 compared to last year's same month at **23.38** DOM.

#### Sales Success for September 2020 is Positive

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

There were 8 New Listings in September 2020, down **63.64%** from last year at 22. Furthermore, there were 7 Closed Listings this month versus last year at 8, a **-12.50%** decrease.

Closed versus Listed trends yielded a **87.5%** ratio, up from previous year's, September 2019, at **36.4%**, a **140.63%** 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

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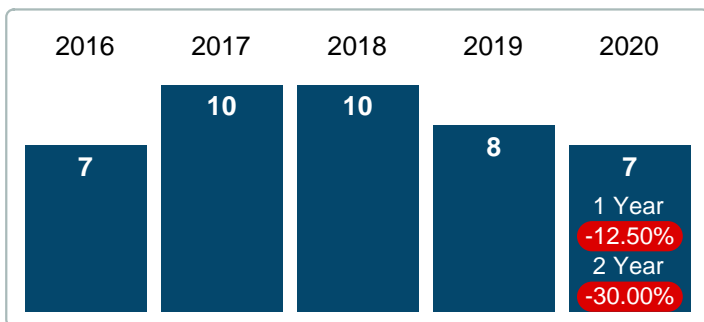
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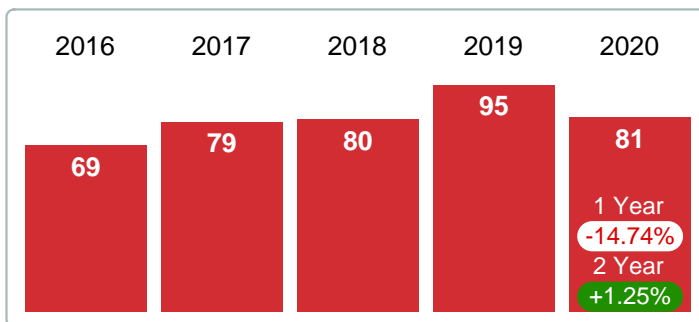
## CLOSED LISTINGS

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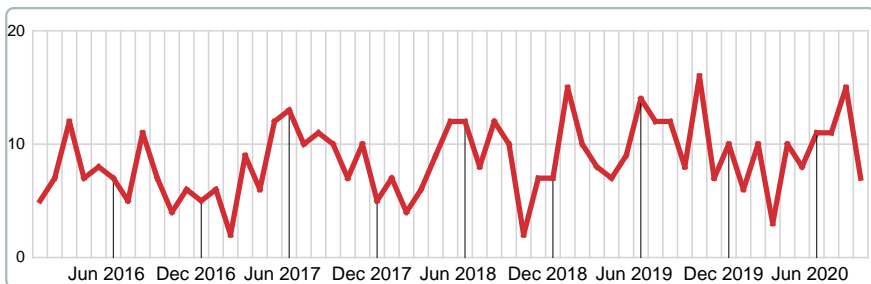
### SEPTEMBER



### YEAR TO DATE (YTD)

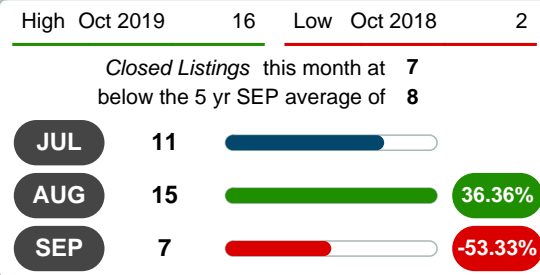


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 8



### 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	7	100.00%	15.7	2	4	1	0
<b>Total Closed Units</b>	<b>7</b>			<b>2</b>	<b>4</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,795</b>	<b>100%</b>	<b>15.7</b>	<b>1,375</b>	<b>5,775</b>	<b>1,645</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,256</b>			<b>\$688</b>	<b>\$1,444</b>	<b>\$1,645</b>	<b>\$0</b>

# September 2020



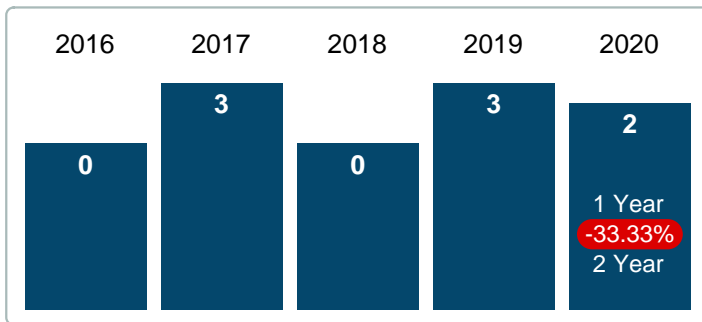
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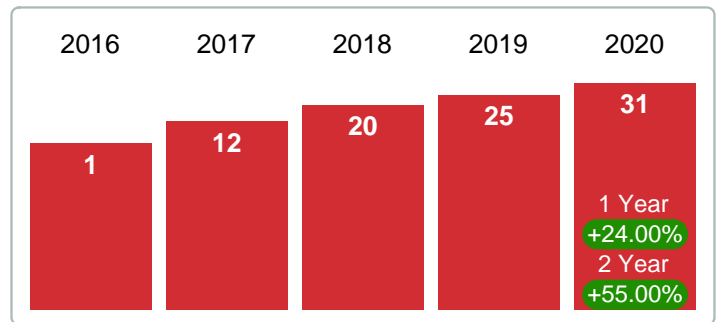
## PENDING LISTINGS

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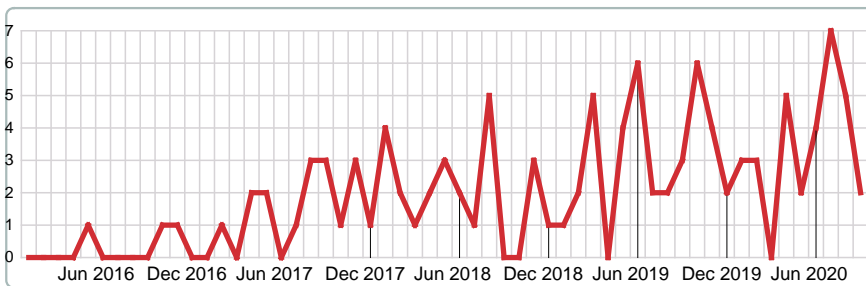
### SEPTEMBER



### YEAR TO DATE (YTD)

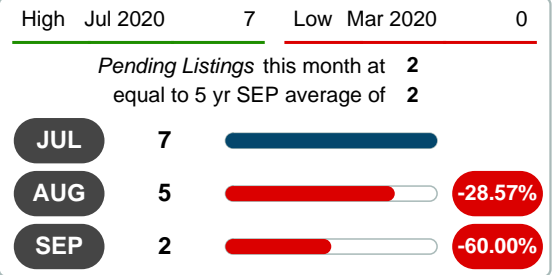


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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	2	100.00%	9.0	0	1	1	0
<b>Total Pending Units</b>	<b>2</b>			<b>0</b>	<b>1</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>2,945</b>	<b>100%</b>	<b>9.0</b>	<b>0.00B</b>	<b>1,300</b>	<b>1,645</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,473</b>			<b>\$0</b>	<b>\$1,300</b>	<b>\$1,645</b>	<b>\$0</b>

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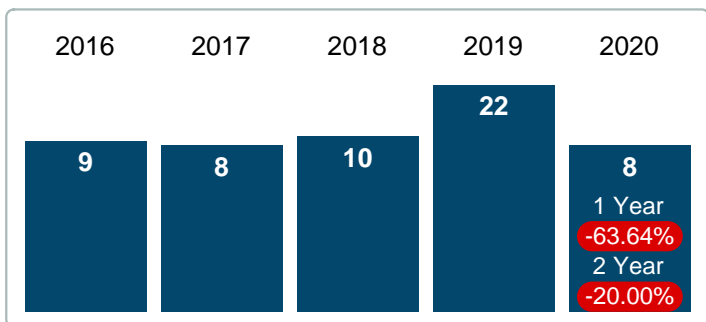
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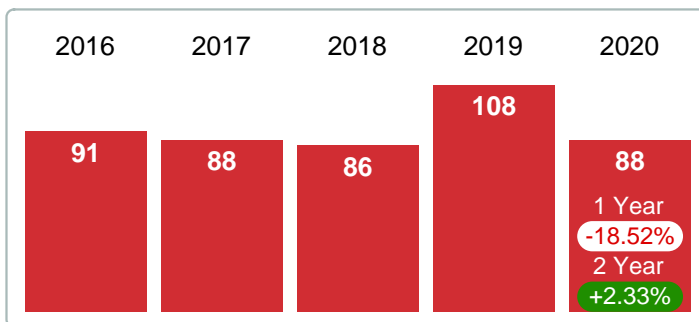
## NEW LISTINGS

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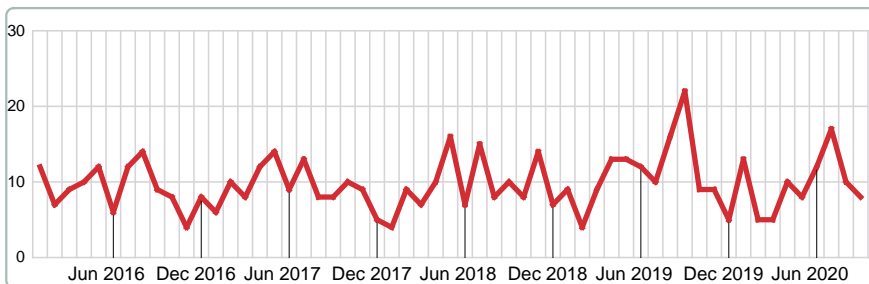
### SEPTEMBER



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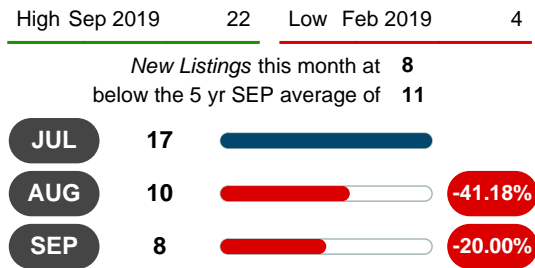


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 11



### 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	8	100.00%	0	6	2	0
<b>Total New Listed Units</b>	<b>8</b>		<b>0</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>11,115</b>	<b>100%</b>	<b>0.00B</b>	<b>7,745</b>	<b>3,370</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,389</b>		<b>\$0</b>	<b>\$1,291</b>	<b>\$1,685</b>	<b>\$0</b>

# September 2020



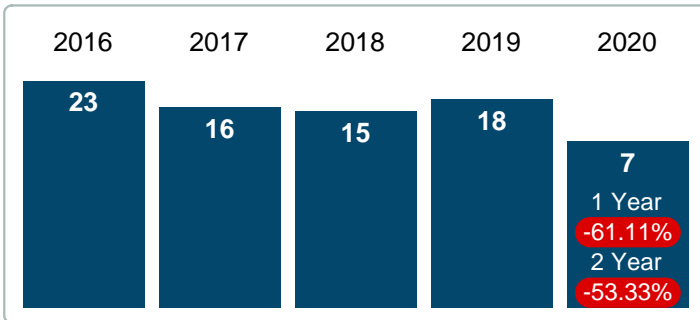
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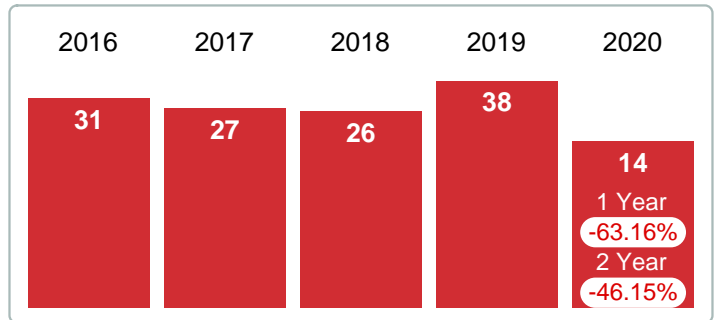
## ACTIVE INVENTORY

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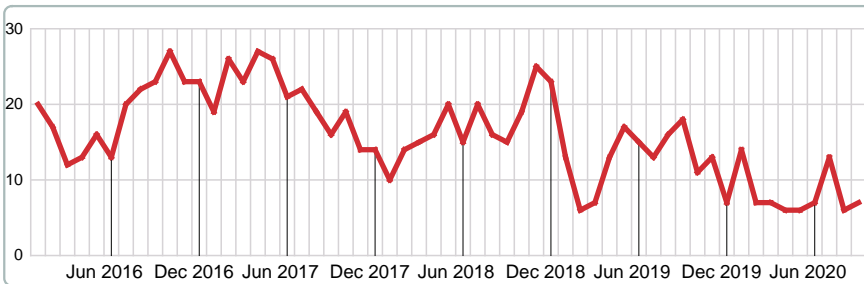
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

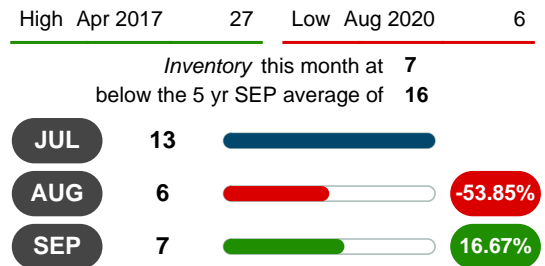


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 16



### 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	7	100.00%	22.4	0	4	3	0
Total Active Inventory by Units			7	0	4	3	0
Total Active Inventory by Volume			10,240	0.00B	5,045	5,195	0.00B
Average Active Inventory Listing Price			\$1,463	\$0	\$1,261	\$1,732	\$0

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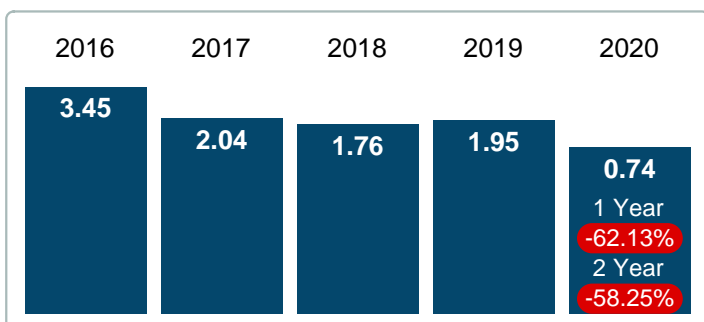
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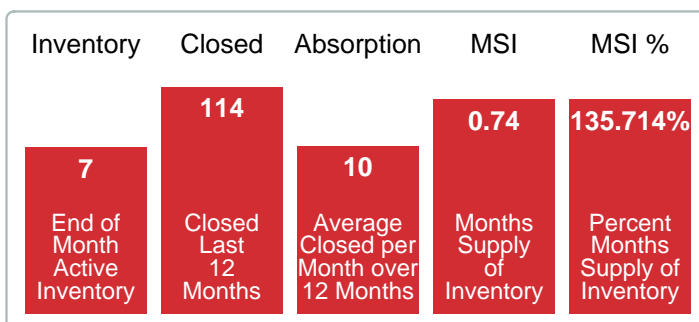
## MONTHS SUPPLY of INVENTORY (MSI)

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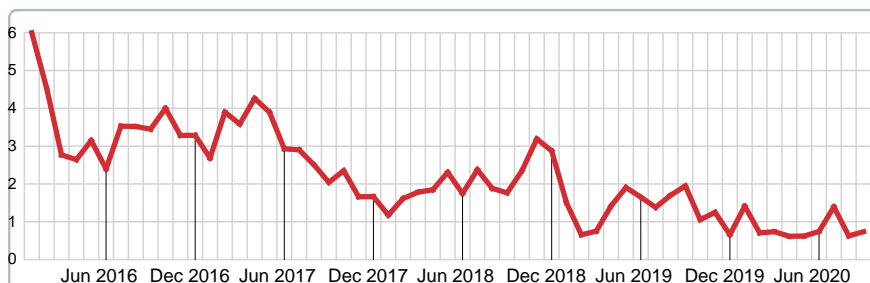
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020

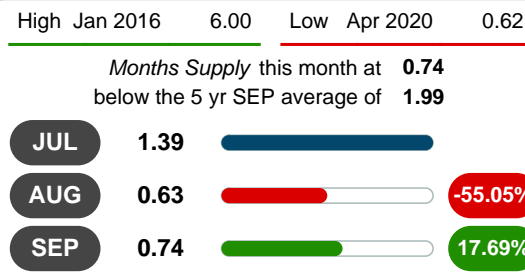


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1.99



### 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	7	100.00%	0.74	0.00	0.67	1.29	0.00
Market Supply of Inventory (MSI)	0.74			0.00	0.67	1.29	0.00
Total Active Inventory by Units	7	100%	0.74	0	4	3	0

# September 2020



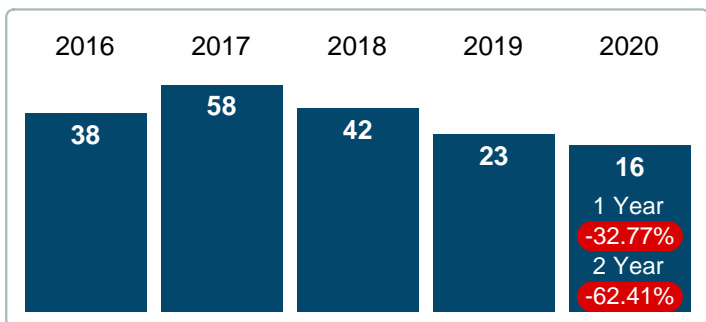
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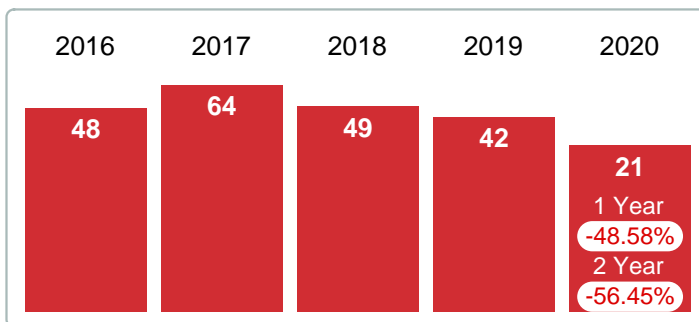
## AVERAGE DAYS ON MARKET TO SALE

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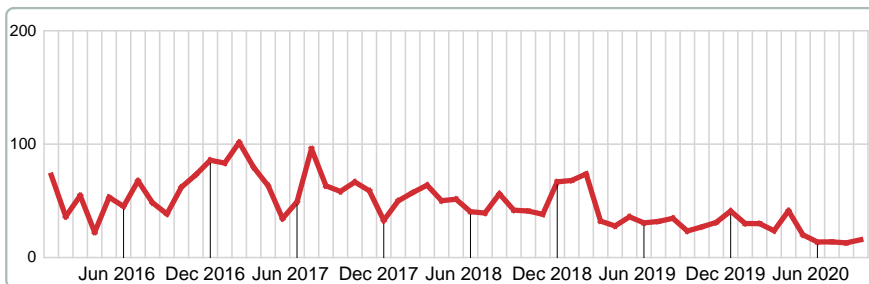
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 36

High Feb 2017 102 Low Aug 2020 13

Average Days on Market to Sale this month at 16 below the 5 yr SEP average of 36



### 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	7	100.00%	16	37	7	8	0
Average Closed DOM			16	37	7	8	0
Total Closed Units		100%	16	2	4	1	
Total Closed Volume			8,795	1,375	5,775	1,645	0.00B

# September 2020



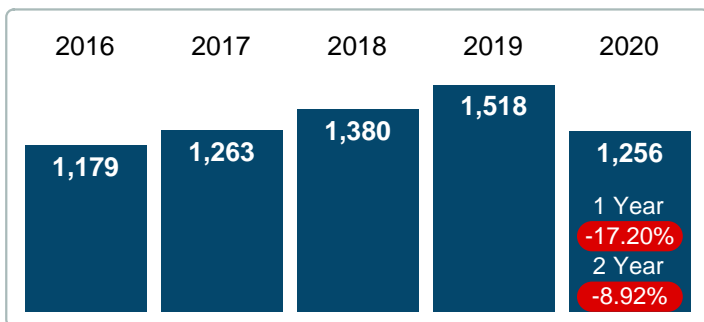
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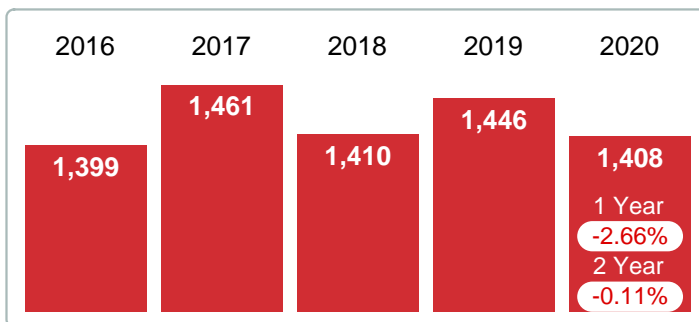
## AVERAGE LIST PRICE AT CLOSING

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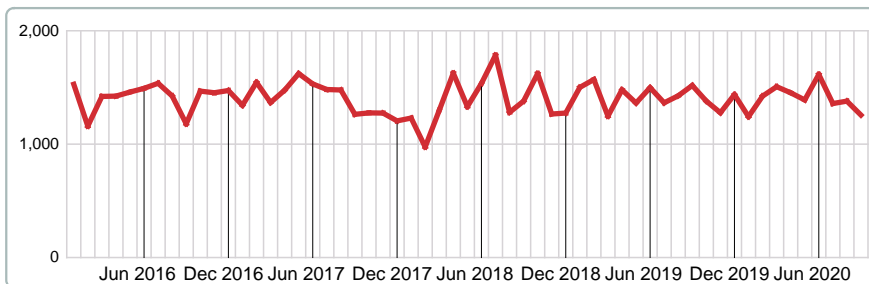
### SEPTEMBER



### YEAR TO DATE (YTD)

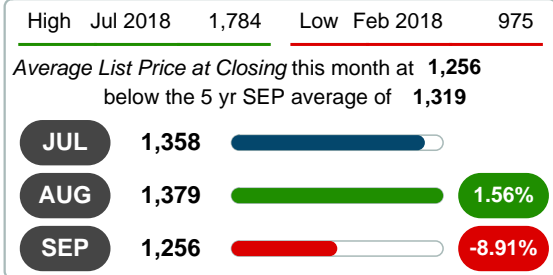


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,319



### 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	7	100.00%	1,256	688	1,444	1,645	0
Average List Price			1,256	688	1,444	1,645	0
Total Closed Units		100%	1,256	2	4	1	
Total Closed Volume			8,795	1,375	5,775	1,645	0.00B



# September 2020



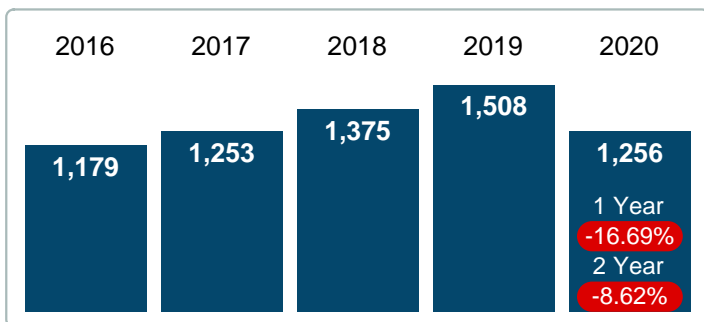
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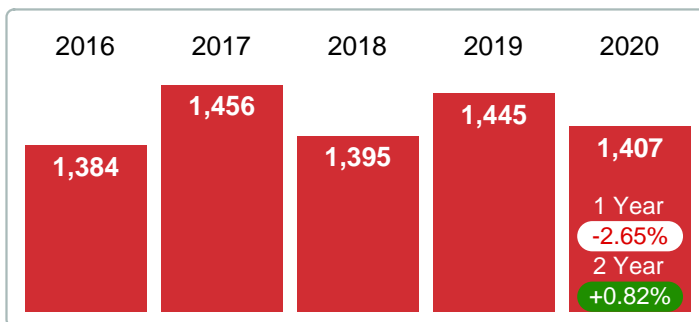
## AVERAGE SOLD PRICE AT CLOSING

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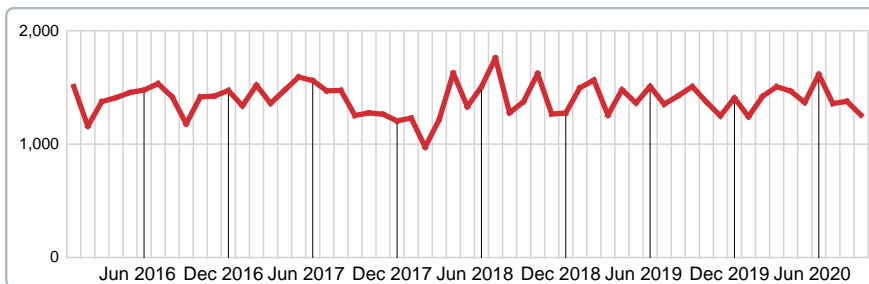
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,314

High Jul 2018 1,759 | Low Feb 2018 974

Average Sold Price at Closing this month at **1,256**  
 below the 5 yr SEP average of **1,314**

Month	Average Sold Price	% Change
JUL	1,358	
AUG	1,378	1.43%
SEP	1,256	-8.80%

### 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	7	100.00%	1,256	688	1,444	1,645	0
Average Sold Price			1,256	688	1,444	1,645	0
Total Closed Units		100%	1,256	2	4	1	
Total Closed Volume			8,795	1,375	5,775	1,645	0.00B

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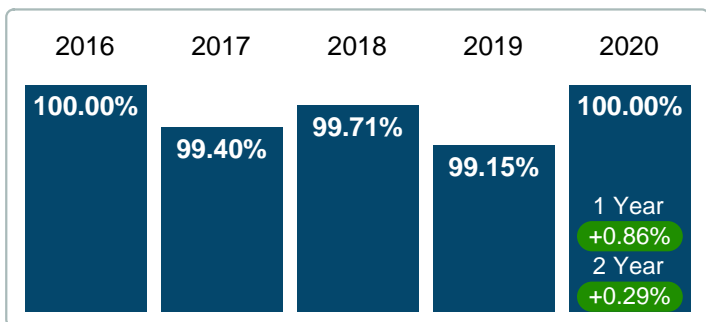
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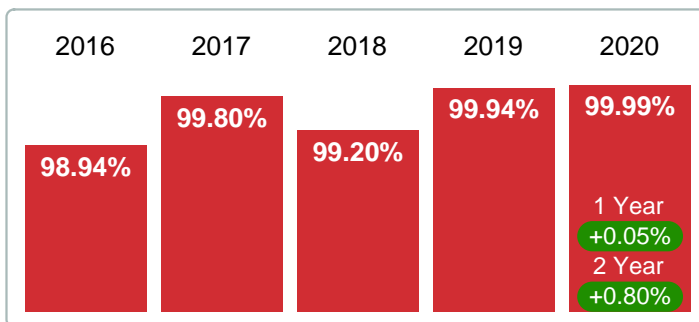
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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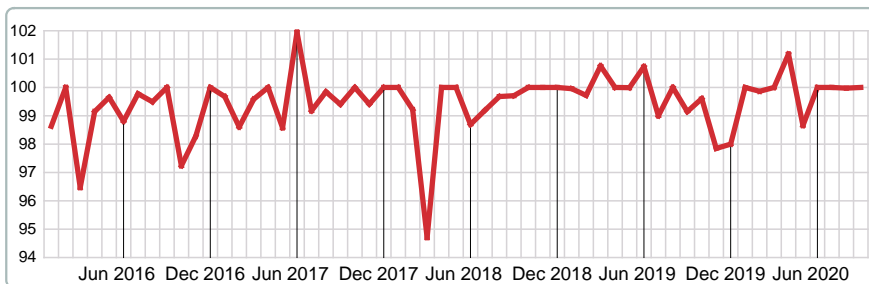
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

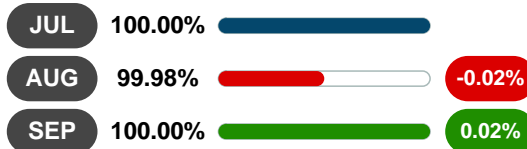


### 3 MONTHS

5 year SEP AVG = 99.65%

High Jun 2017 101.95% Low Mar 2018 94.70%

Average Sold/List Ratio this month at **100.00%** equal to 5 yr SEP average of **99.65%**



## 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	7	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		7	100%	2	4	1	
Total Closed Volume		8,795		1,375	5,775	1,645	0.00B

# September 2020



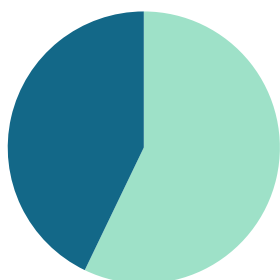
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

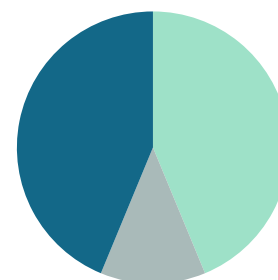


**Inventory**  
 New Listings  
**8 = 57.14%**  
 Start Inventory  
**6**  
 Total Inventory Units  
**14**  
 Volume  
**\$19,035**

### Market Activity

Closed Sales  
**7 = 43.75%**  
 Pending Sales  
**2 = 12.50%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**7 = 43.75%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	8	7	-12.50%	95	81	-14.74%
Pending Sales	3	2	-33.33%	25	31	24.00%
New Listings	22	8	-63.64%	108	88	-18.52%
Average List Price	1,518	1,256	-17.20%	1,446	1,408	-2.66%
Average Sale Price	1,508	1,256	-16.69%	1,445	1,407	-2.65%
Average Percent of Selling Price to List Price	99.15%	100.00%	0.86%	99.94%	99.99%	0.05%
Average Days on Market to Sale	23.38	15.71	-32.77%	41.52	21.35	-48.58%
Monthly Inventory	18	7	-61.11%	18	7	-61.11%
Months Supply of Inventory	1.95	0.74	-62.13%	1.95	0.74	-62.13%

**Absorption:** Last 12 months, an Average of **10** Sales/Month

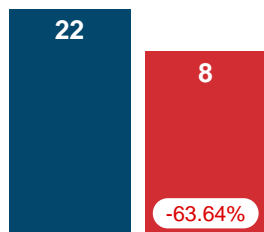
**Inventory** on September 30, 2020 = **7**

**2019** **2020**

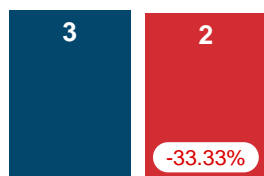
### SEPTEMBER MARKET

### AVERAGE PRICES

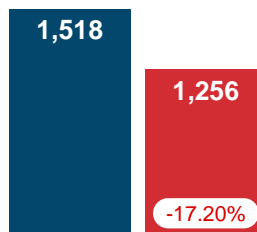
#### New Listings



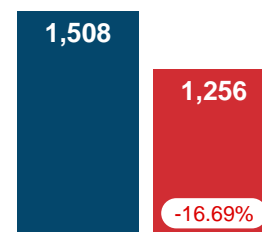
#### Pending Listings



#### List Price



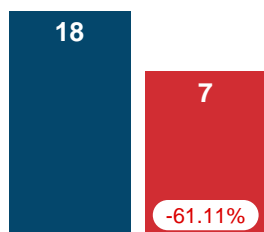
#### Sale Price



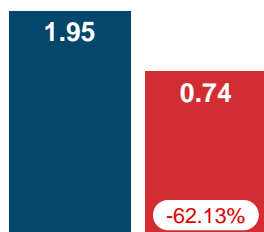
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

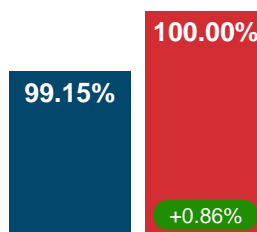
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

