

September 2020



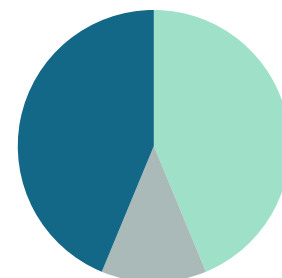
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) -
Leasing Property Type



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% |
| Median List Price | 1,613 | 1,250 | -22.48% |
| Median Sale Price | 1,613 | 1,250 | -22.48% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 8.00 | 8.00 | 0.00% |
| 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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **22.48%** in September 2020 to \$1,250 versus the previous year at \$1,613.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in September 2020 compared to last year's same month at **8.00** DOM.

Sales Success for September 2020 is Positive

Overall, with Median 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

| | |
|--|-----------|
| Closed Listings | 2 |
| Pending Listings | 3 |
| New Listings | 4 |
| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Median Days on Market to Sale | 7 |
| Median List Price at Closing | 8 |
| Median Sale Price at Closing | 9 |
| Median Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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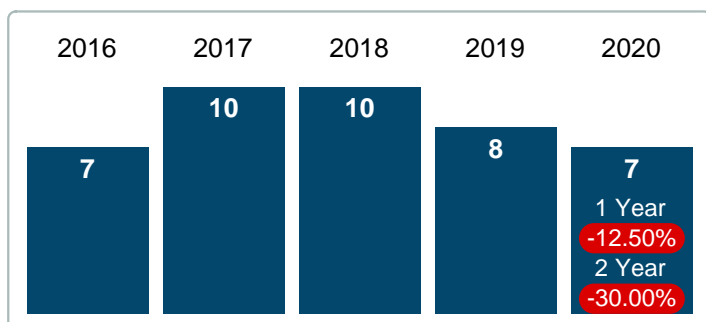
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



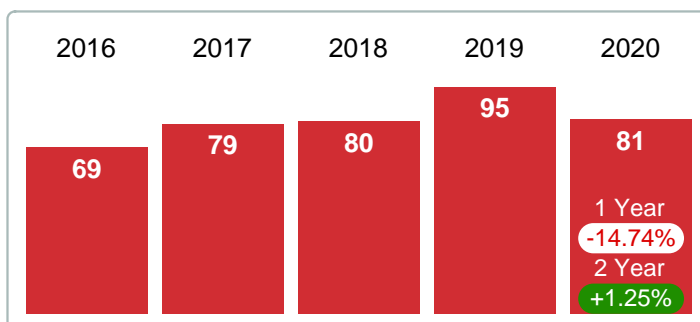
CLOSED LISTINGS

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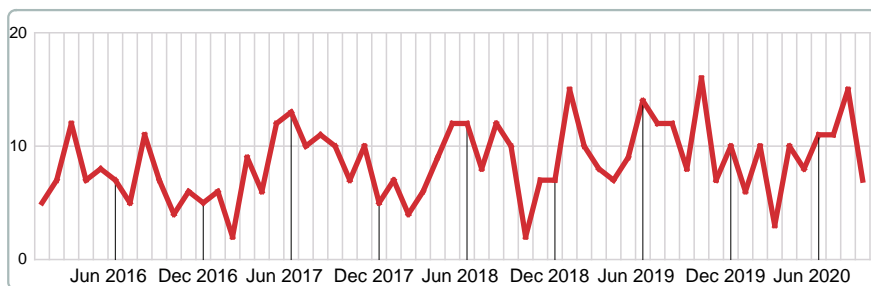
SEPTEMBER



YEAR TO DATE (YTD)

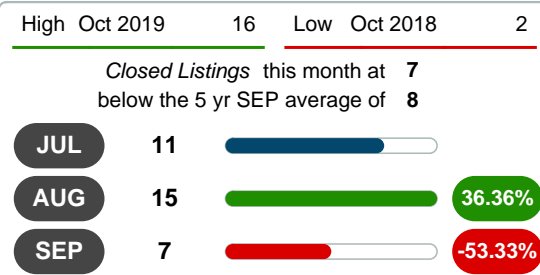


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 8



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 | 7 | 100.00% | 8.0 | 2 | 4 | 1 | 0 |
| Total Closed Units | 7 | | | 2 | 4 | 1 | 0 |
| Total Closed Volume | 8,795 | 100% | 8.0 | 1,375 | 5,775 | 1,645 | 0.00B |
| Median Closed Price | \$1,250 | | | \$688 | \$1,350 | \$1,645 | \$0 |

September 2020



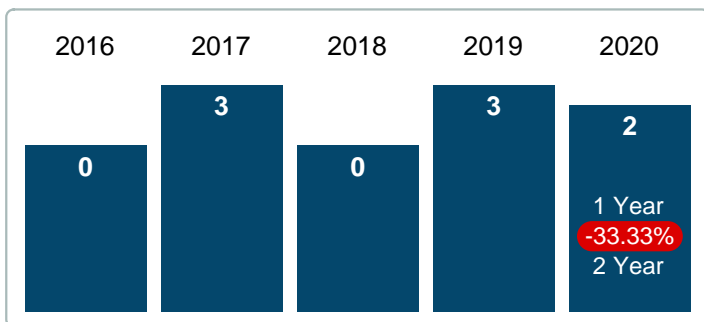
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



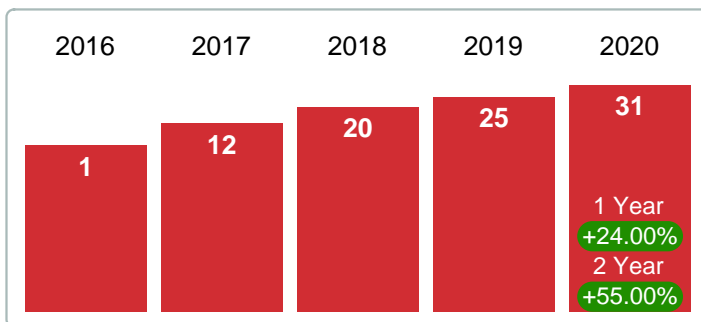
PENDING LISTINGS

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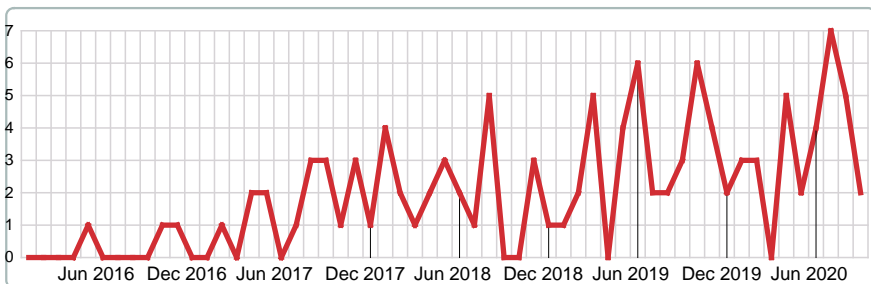
SEPTEMBER



YEAR TO DATE (YTD)

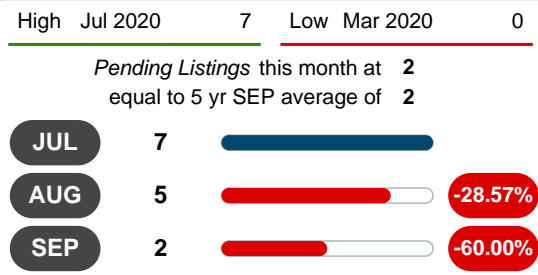


5 YEAR MARKET ACTIVITY TRENDS



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% | 8.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 8.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 8.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 8.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 8.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 8.0 | 0 | 0 | 0 | 0 |
| \$1 and up | 2 | 100.00% | 9.0 | 0 | 1 | 1 | 0 |
| Total Pending Units | 2 | | | 0 | 1 | 1 | 0 |
| Total Pending Volume | 2,945 | 100% | 9.0 | 0.00B | 1,300 | 1,645 | 0.00B |
| Median Listing Price | \$1,473 | | | \$0 | \$1,300 | \$1,645 | \$0 |

September 2020



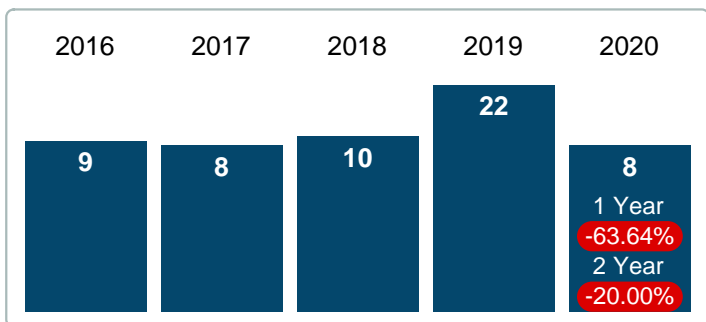
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



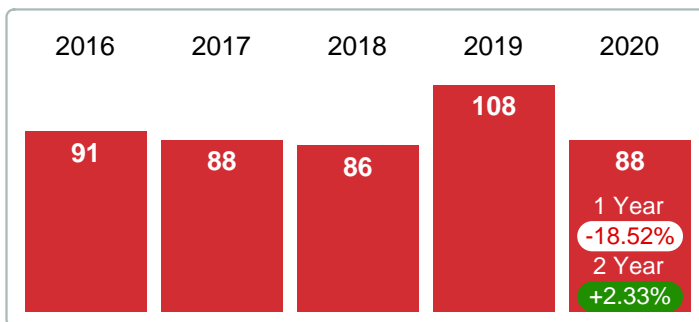
NEW LISTINGS

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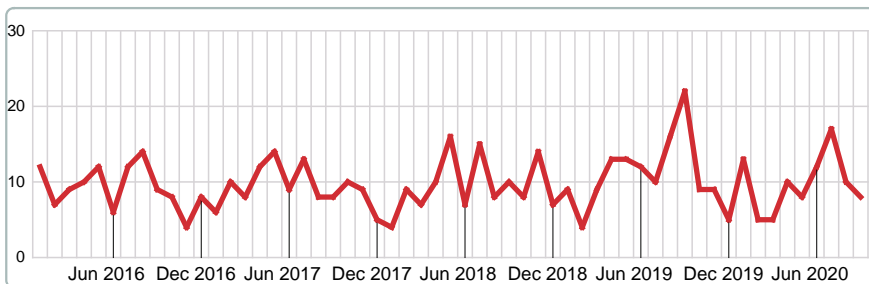
SEPTEMBER



YEAR TO DATE (YTD)

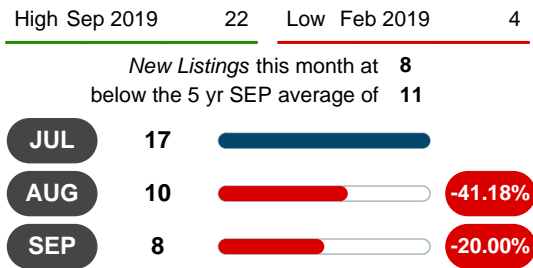


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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 |
| Total New Listed Units | 8 | | 0 | 6 | 2 | 0 |
| Total New Listed Volume | 11,115 | 100% | 0.00B | 7,745 | 3,370 | 0.00B |
| Median New Listed Listing Price | \$1,373 | | \$0 | \$1,275 | \$1,685 | \$0 |

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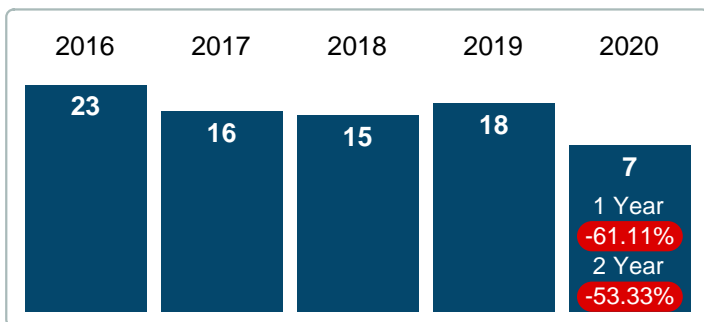
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



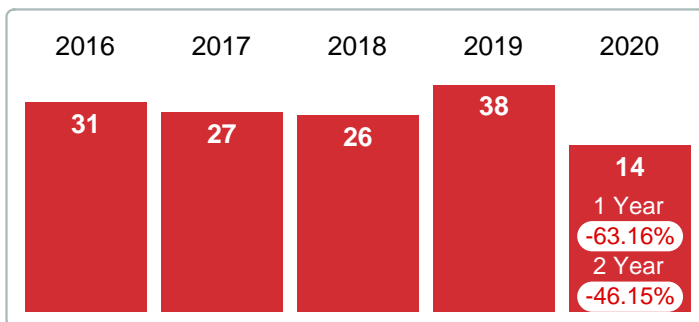
ACTIVE INVENTORY

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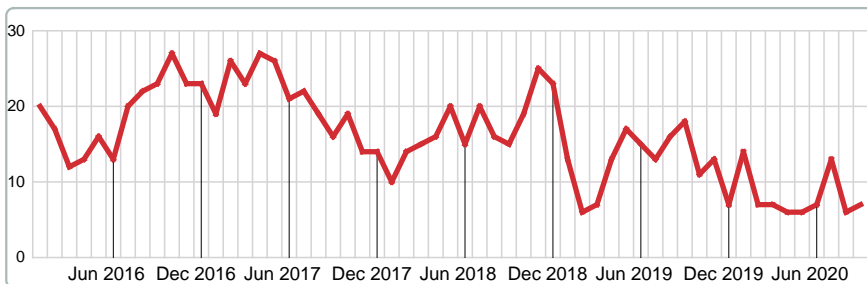
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

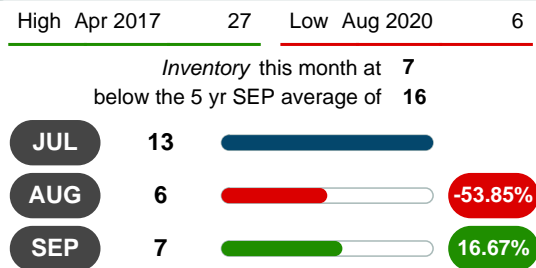


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 16



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% | 9.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 9.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 9.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 9.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 9.0 | 0 | 0 | 0 | 0 |
| \$1-\$0 | 0 | 0.00% | 9.0 | 0 | 0 | 0 | 0 |
| \$1 and up | 7 | 100.00% | 23.0 | 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 |
| Median Active Inventory Listing Price | | | \$1,445 | \$0 | \$1,275 | \$1,725 | \$0 |

September 2020



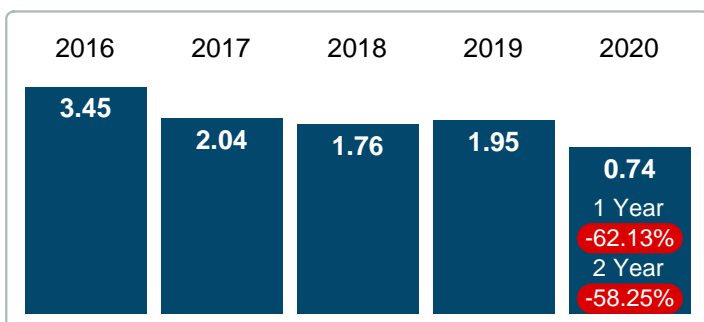
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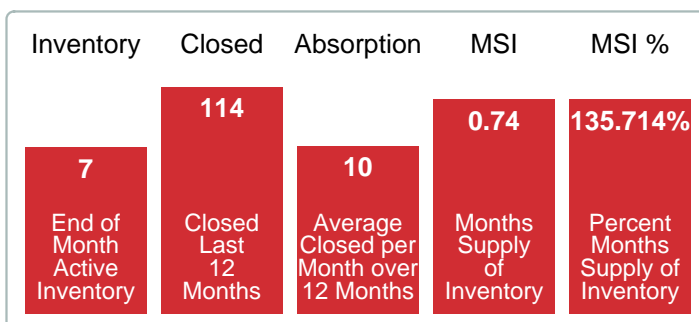
MONTHS SUPPLY of INVENTORY (MSI)

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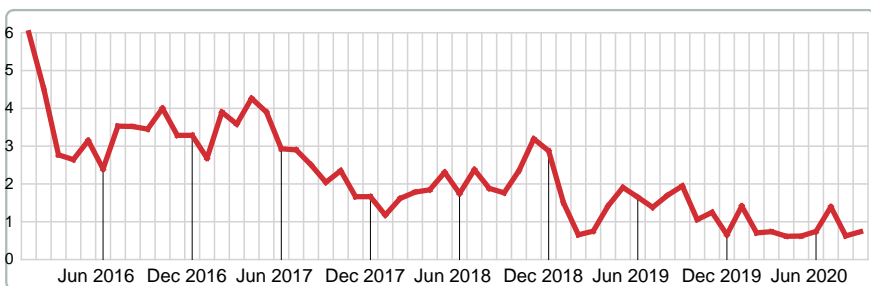
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

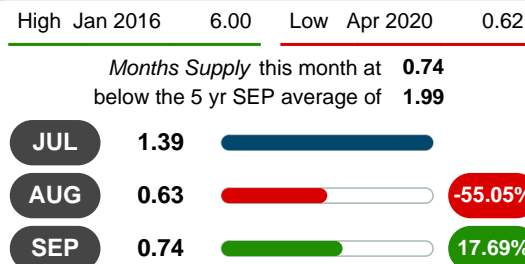


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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



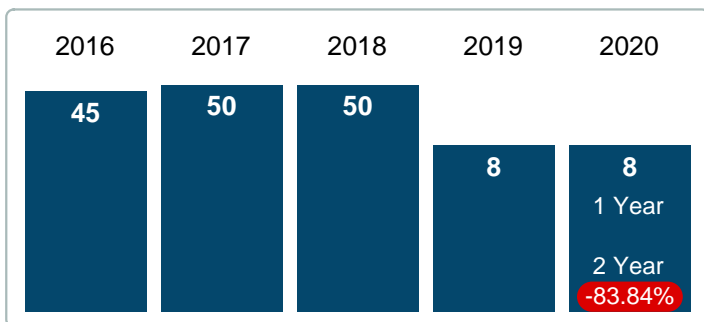
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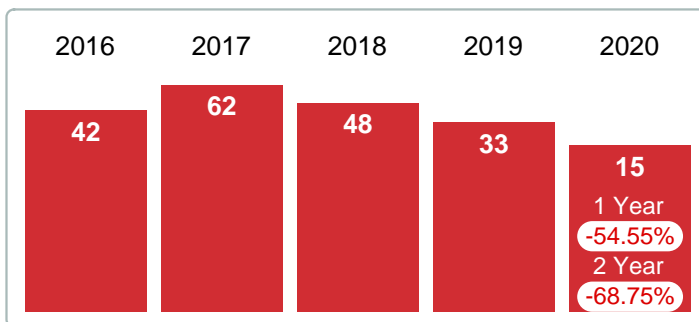
MEDIAN DAYS ON MARKET TO SALE

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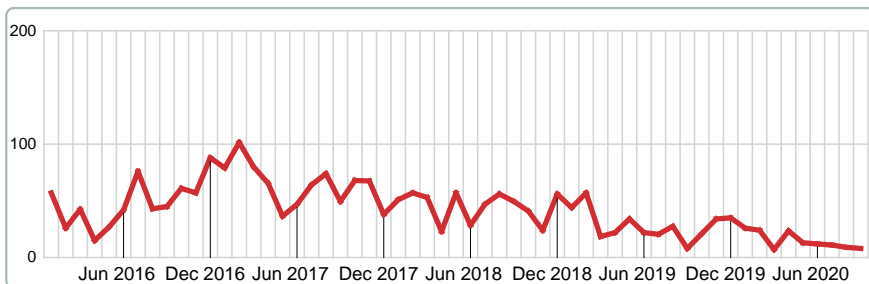
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

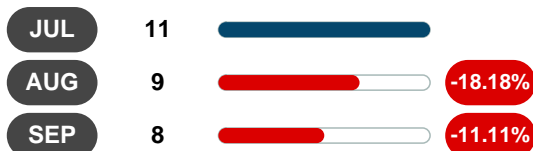


3 MONTHS

5 year SEP AVG = 32

High Feb 2017 102 Low Mar 2020 7

Median Days on Market to Sale this month at 8 below the 5 yr SEP average of 32



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% | 23 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 23 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 23 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 23 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 23 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 23 | 0 | 0 | 0 | 0 |
| \$1 and up | 7 | 100.00% | 8 | 37 | 6 | 8 | 0 |
| Median Closed DOM | | | 8 | 37 | 6 | 8 | 0 |
| Total Closed Units | | 100% | 8.0 | 2 | 4 | 1 | |
| Total Closed Volume | | | 8,795 | 1,375 | 5,775 | 1,645 | 0.00B |

September 2020



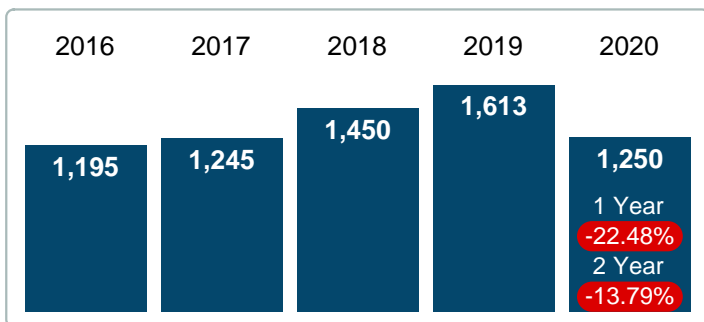
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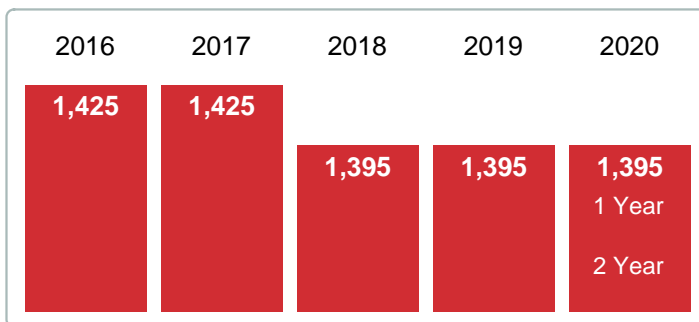
MEDIAN LIST PRICE AT CLOSING

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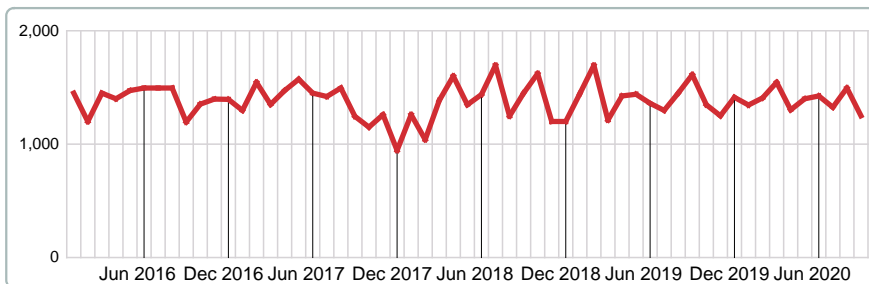
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

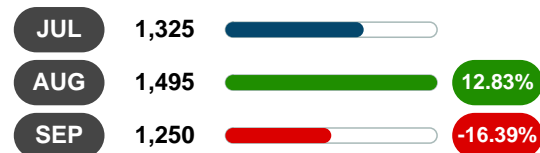


3 MONTHS

5 year SEP AVG = 1,351

High Feb 2019 1,695 Low Dec 2017 945

Median List Price at Closing this month at 1,250 below the 5 yr SEP average of 1,351



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% | 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 | 7 | 100.00% | 1,250 | 688 | 1,350 | 1,645 | 0 |
| Median List Price | | | 1,250 | 688 | 1,350 | 1,645 | 0 |
| Total Closed Units | | 100% | 1,250 | 2 | 4 | 1 | |
| Total Closed Volume | | | 8,795 | 1,375 | 5,775 | 1,645 | 0.00B |

September 2020



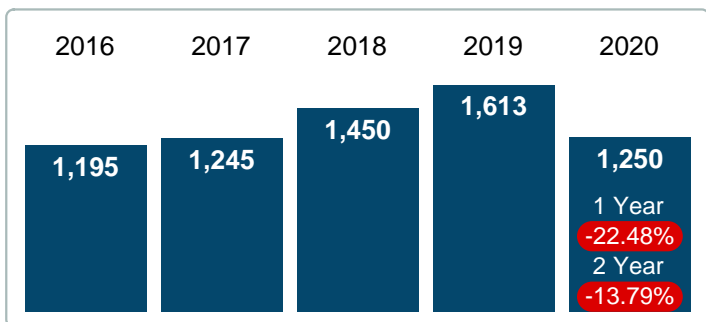
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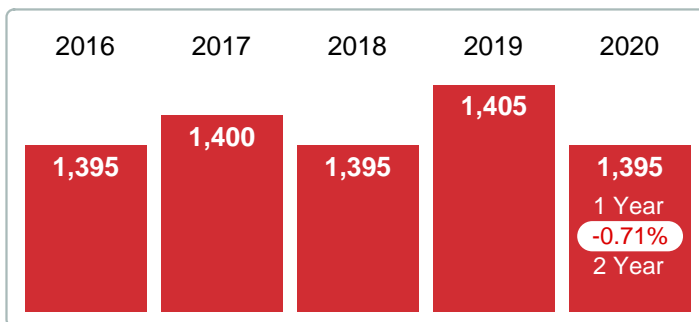
MEDIAN SOLD PRICE AT CLOSING

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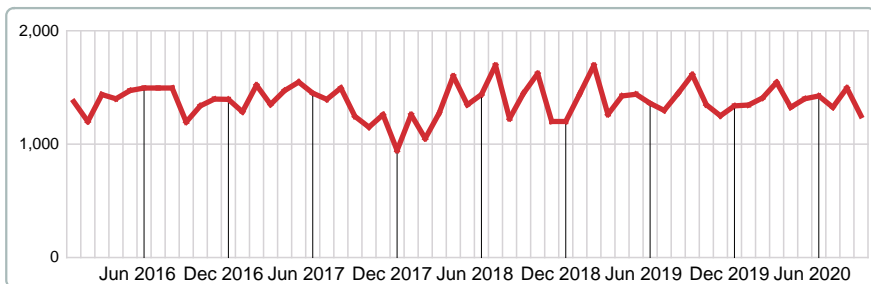
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

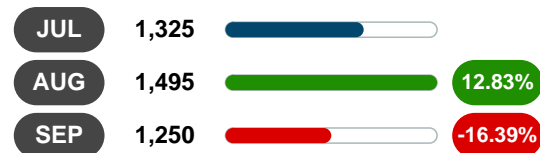


3 MONTHS

5 year SEP AVG = 1,351

High Feb 2019 1,695 Low Dec 2017 945

Median Sold Price at Closing this month at 1,250 below the 5 yr SEP average of 1,351



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% | 1,250 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 1,250 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 1,250 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 1,250 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 1,250 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 1,250 | 0 | 0 | 0 | 0 |
| \$1 and up | 7 | 100.00% | 1,250 | 688 | 1,350 | 1,645 | 0 |
| Median Sold Price | | | 1,250 | 688 | 1,350 | 1,645 | 0 |
| Total Closed Units | | 100% | 1,250 | 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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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SEPTEMBER

| | | | | |
|------|------|------|------|------|
| 2016 | 2017 | 2018 | 2019 | 2020 |
|------|------|------|------|------|

YEAR TO DATE (YTD)

| | | | | |
|------|------|------|------|------|
| 2016 | 2017 | 2018 | 2019 | 2020 |
|------|------|------|------|------|

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 100.00%

High Sep 2020 100.00% Low Feb 2017 98.61%

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% | 1,250.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 \$0 | 0 | 0.00% | 1,250.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 \$0 | 0 | 0.00% | 1,250.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 \$0 | 0 | 0.00% | 1,250.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 \$0 | 0 | 0.00% | 1,250.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 \$0 | 0 | 0.00% | 1,250.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1 and up | 7 | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 0.00% |
| Median 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



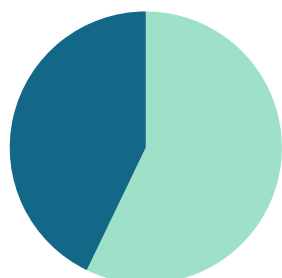
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



MARKET SUMMARY

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

INVENTORY

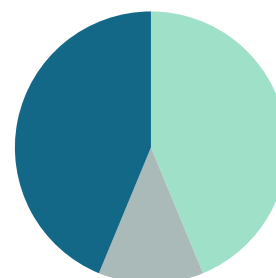


Inventory
 New Listings
8 = 57.14%
 Start Inventory
6
 Total Inventory Units
14
 Volume
\$19,035

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% |
| Median List Price | 1,613 | 1,250 | -22.48% | 1,395 | 1,395 | 0.00% |
| Median Sale Price | 1,613 | 1,250 | -22.48% | 1,405 | 1,395 | -0.71% |
| 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 | 8.00 | 8.00 | 0.00% | 33.00 | 15.00 | -54.55% |
| 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

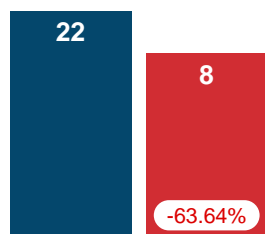
Inventory on September 30, 2020 = **7**

2019 **2020**

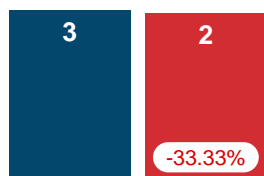
SEPTEMBER MARKET

MEDIAN PRICES

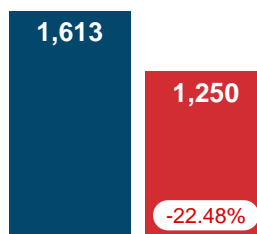
New Listings



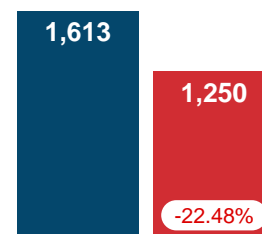
Pending Listings



List Price



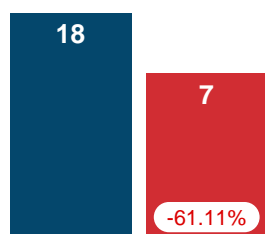
Sale Price



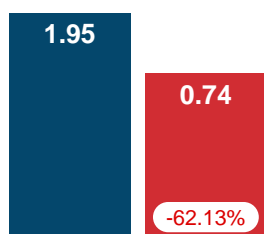
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

+0.00%