



September 2020

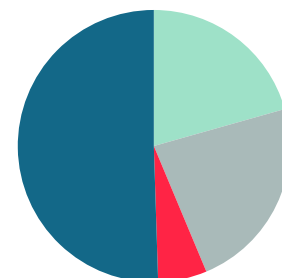
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	1,001	1,123	12.19%
Pending Listings	881	1,257	42.68%
New Listings	1,395	1,493	7.03%
Average List Price	197,620	259,093	31.11%
Average Sale Price	190,819	252,333	32.24%
Average Percent of Selling Price to List Price	97.49%	98.43%	0.96%
Average Days on Market to Sale	36.15	26.58	-26.48%
End of Month Inventory	4,451	2,751	-38.19%
Months Supply of Inventory	4.47	2.85	-36.21%



■ Closed (20.62%)
■ Pending (23.08%)
■ Other OffMarket (5.80%)
■ Active (50.50%)

Absorption: Last 12 months, an Average of **966** Sales/Month
Active Inventory as of September 30, 2020 = **2,751**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **38.19%** to 2,751 existing homes available for sale. Over the last 12 months this area has had an average of 966 closed sales per month. This represents an unsold inventory index of **2.85** 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 **32.24%** in September 2020 to \$252,333 versus the previous year at \$190,819.

Average Days on Market Shortens

The average number of **26.58** days that homes spent on the market before selling decreased by 9.57 days or **26.48%** in September 2020 compared to last year's same month at **36.15** 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 1,493 New Listings in September 2020, up **7.03%** from last year at 1,395. Furthermore, there were 1,123 Closed Listings this month versus last year at 1,001, a **12.19%** increase.

Closed versus Listed trends yielded a **75.2%** ratio, up from previous year's, September 2019, at **71.8%**, a **4.82%** upswing. This will certainly create pressure on a decreasing Month's

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Real Estate is Local

Supply of Inventory (MSI) in the months to come.

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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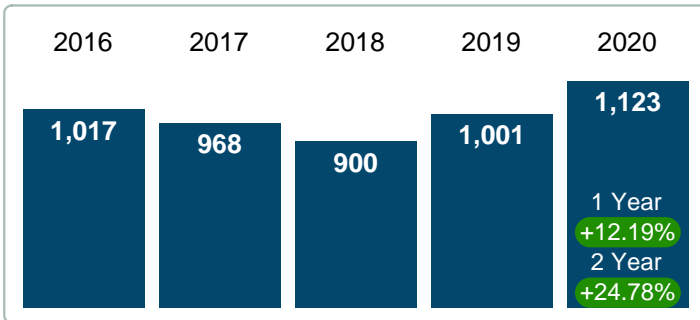
Area Delimited by County Of Tulsa



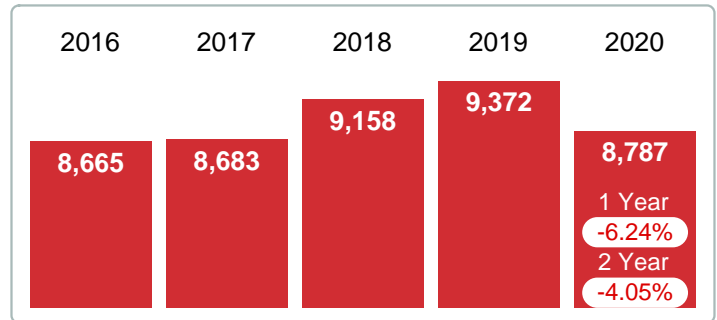
CLOSED LISTINGS

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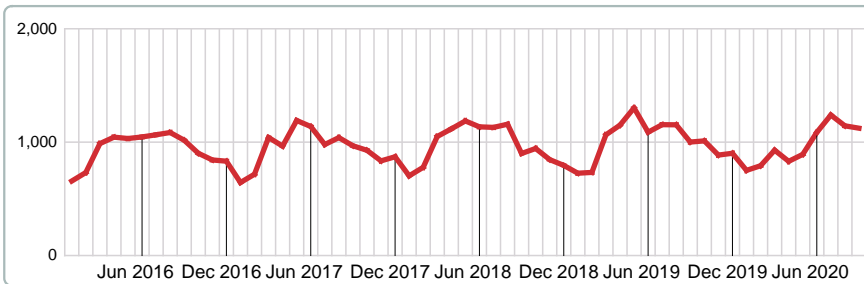
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

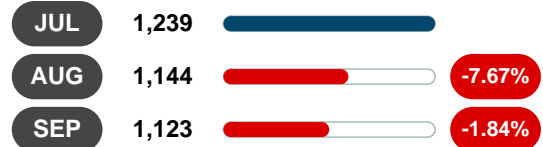


3 MONTHS

5 year SEP AVG = 1,002

High May 2019 1,302 Low Jan 2017 644

Closed Listings this month at 1,123 above the 5 yr SEP average of 1,002



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	74	6.59%	43.0	51	19	3	1
\$75,001 - \$125,000	117	10.42%	14.6	38	69	10	0
\$125,001 - \$175,000	215	19.15%	14.2	29	166	20	0
\$175,001 - \$225,000	222	19.77%	19.7	11	140	69	2
\$225,001 - \$300,000	220	19.59%	25.4	9	90	103	18
\$300,001 - \$400,000	146	13.00%	38.5	5	44	85	12
\$400,001 and up	129	11.49%	49.0	9	15	75	30
Total Closed Units	1,123			152	543	365	63
Total Closed Volume	283,369,402	100%	26.6	28.46M	108.01M	116.58M	30.31M
Average Closed Price	\$252,333			\$187,258	\$198,919	\$319,402	\$481,131



September 2020

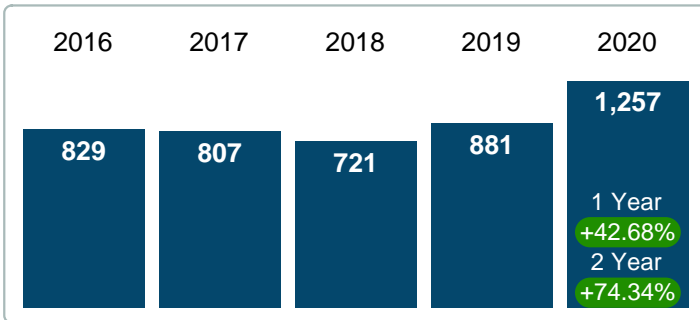
Area Delimited by County Of Tulsa



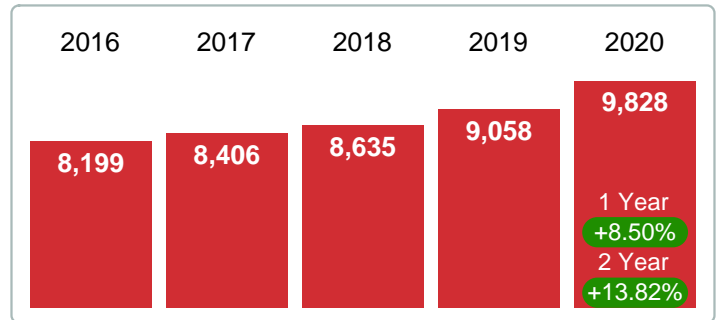
PENDING LISTINGS

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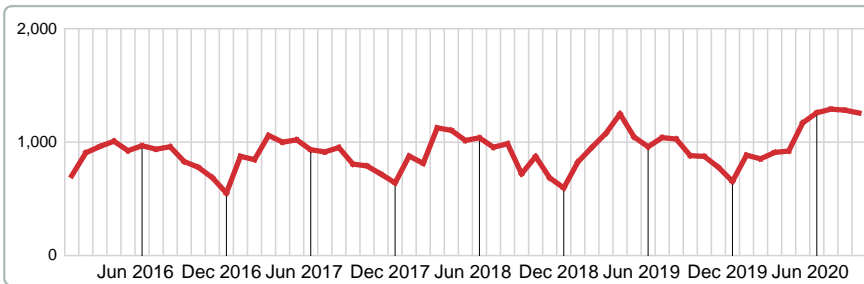
SEPTEMBER



YEAR TO DATE (YTD)

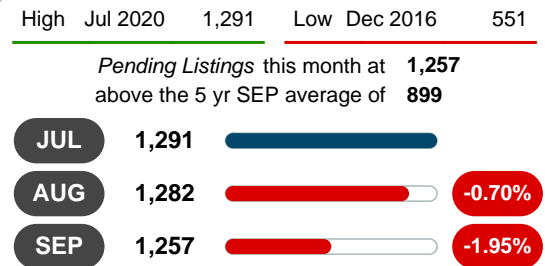


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 899



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	124	9.86%	31.2	59	53	12	0
\$75,001 - \$125,000	128	10.18%	19.5	38	81	9	0
\$125,001 - \$150,000	114	9.07%	16.7	18	84	12	0
\$150,001 - \$225,000	347	27.61%	20.3	27	230	85	5
\$225,001 - \$300,000	237	18.85%	29.5	18	99	112	8
\$300,001 - \$425,000	174	13.84%	40.5	9	59	97	9
\$425,001 and up	133	10.58%	52.0	4	22	77	30
Total Pending Units	1,257			173	628	404	52
Total Pending Volume	309,470,061	100%	17.5	24.49M	125.29M	132.78M	26.92M
Average Listing Price	\$220,230			\$141,533	\$199,499	\$328,670	\$517,630



September 2020

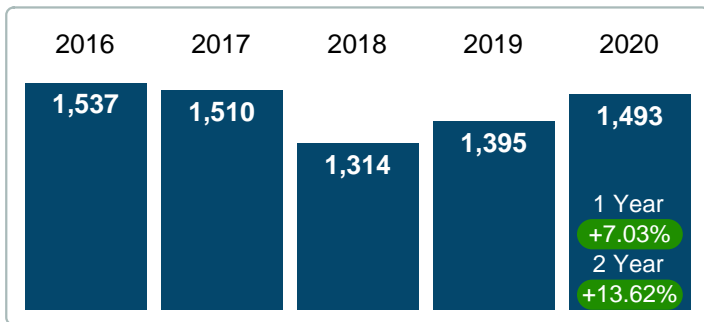
Area Delimited by County Of Tulsa



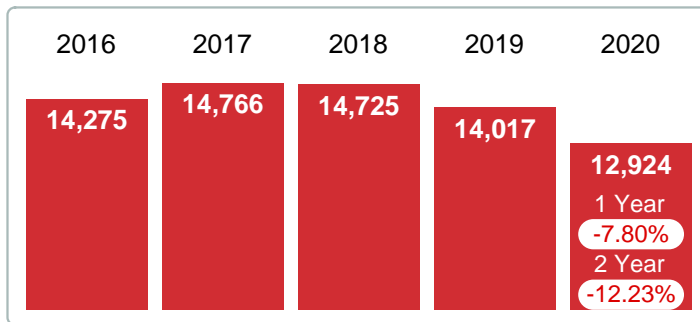
NEW LISTINGS

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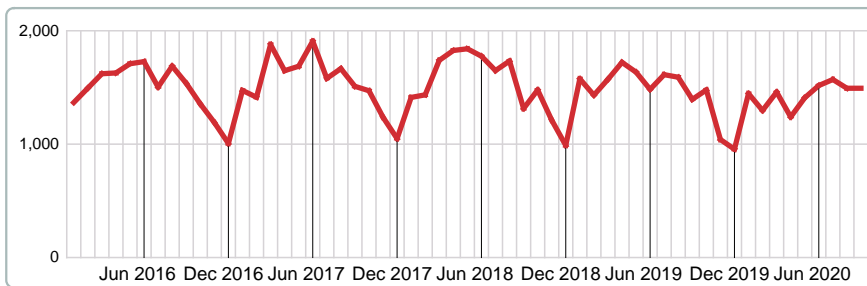
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,450

High Jun 2017 1,908 Low Dec 2019 955

New Listings this month at 1,493
above the 5 yr SEP average of 1,450



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	149	9.98%	40	88	21	0
\$25,001 - \$75,000	143	9.58%	74	60	9	0
\$75,001 - \$150,000	259	17.35%	69	169	20	1
\$150,001 - \$225,000	313	20.96%	25	219	62	7
\$225,001 - \$325,000	284	19.02%	27	95	143	19
\$325,001 - \$475,000	193	12.93%	17	51	98	27
\$475,001 and up	152	10.18%	36	17	57	42
Total New Listed Units	1,493		288	699	410	96
Total New Listed Volume	393,142,272	100%	62.99M	121.52M	140.80M	67.83M
Average New Listed Listing Price	\$237,733		\$218,730	\$173,843	\$343,412	\$706,593



September 2020

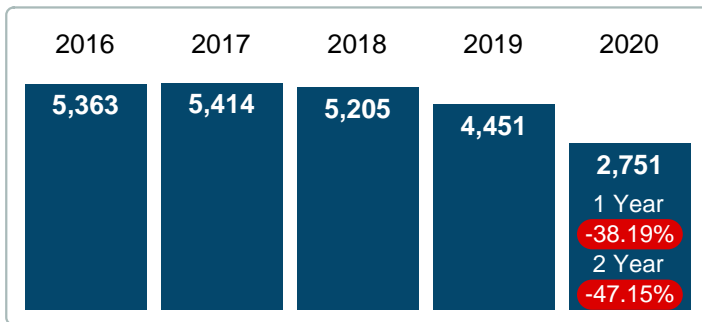
Area Delimited by County Of Tulsa



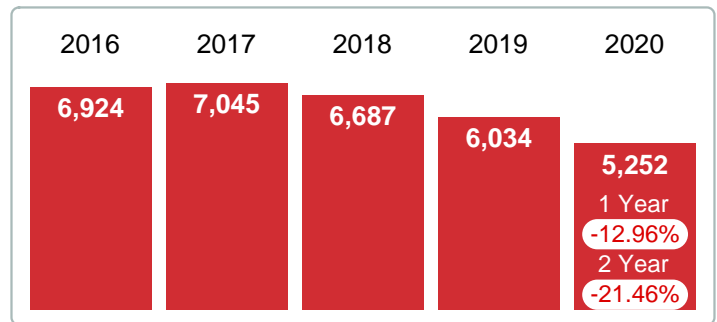
ACTIVE INVENTORY

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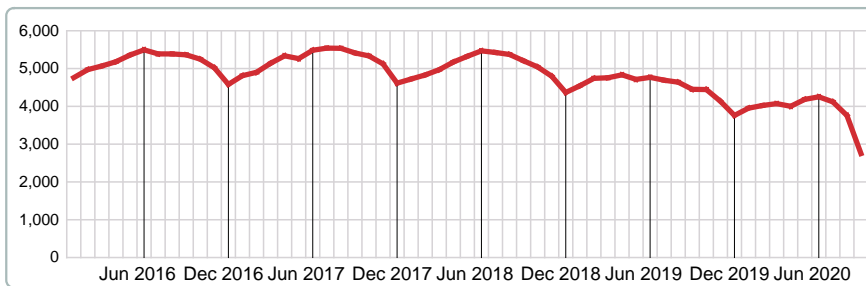
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

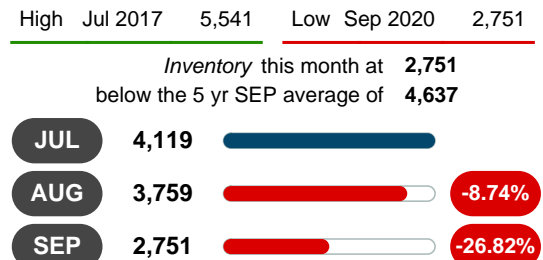


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4,637



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-\$50,000	564	20.50%	115.0	208	281	66	9
\$50,001-\$150,000	481	17.48%	68.8	266	186	27	2
\$150,001-\$300,000	646	23.48%	64.1	139	302	178	27
\$300,001-\$425,000	414	15.05%	68.6	63	104	194	53
\$425,001-\$800,000	370	13.45%	82.3	98	52	136	84
\$800,001 and up	276	10.03%	106.4	142	20	58	56
Total Active Inventory by Units			2,751	916	945	659	231
Total Active Inventory by Volume			1,031,061,878	415.41M	174.69M	267.47M	173.50M
Average Active Inventory Listing Price			\$374,795	\$453,499	\$184,853	\$405,879	\$751,064



September 2020

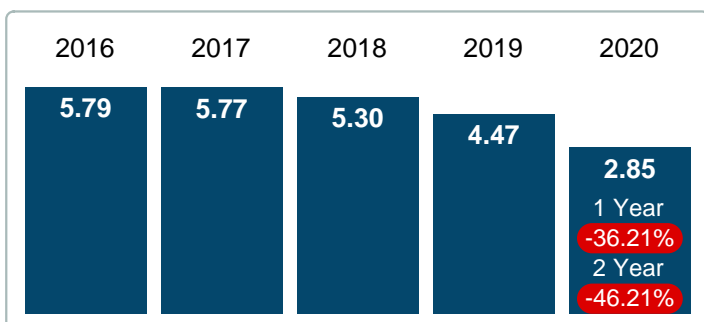
Area Delimited by County Of Tulsa



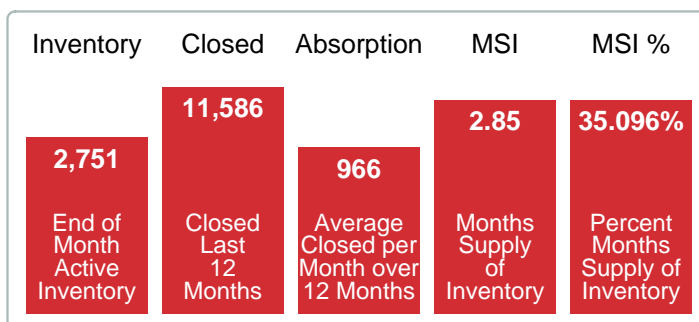
MONTHS SUPPLY of INVENTORY (MSI)

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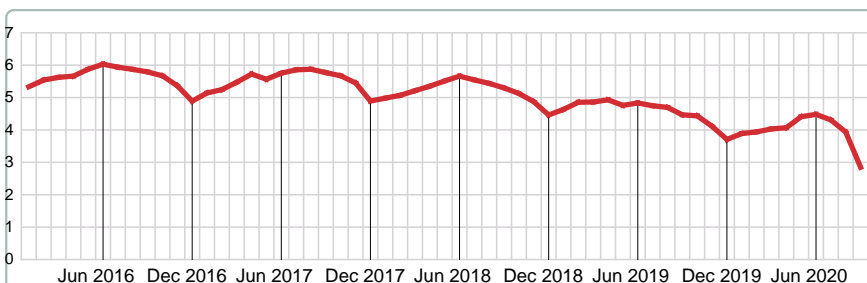
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

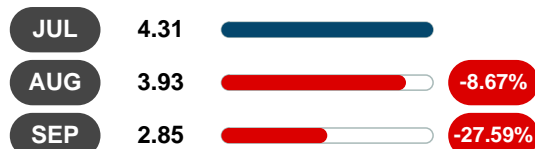


3 MONTHS

5 year SEP AVG = 4.83

High Jun 2016 6.03 Low Sep 2020 2.85

Months Supply this month at 2.85 below the 5 yr SEP average of 4.83



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-\$50,000	564	20.50%	5.67	4.75	6.24	6.71	10.80
\$50,001-\$150,000	481	17.48%	2.03	4.48	1.18	1.47	1.41
\$150,001-\$300,000	646	23.48%	1.47	4.92	1.24	1.16	1.85
\$300,001-\$425,000	414	15.05%	3.53	15.12	3.42	2.84	3.68
\$425,001-\$800,000	370	13.45%	6.00	33.60	5.16	4.15	5.28
\$800,001 and up	276	10.03%	26.08	121.71	20.00	13.65	13.44
Market Supply of Inventory (MSI)	2.85			6.56	1.94	2.30	4.50
Total Active Inventory by Units	2,751	100%	2.85	916	945	659	231



September 2020

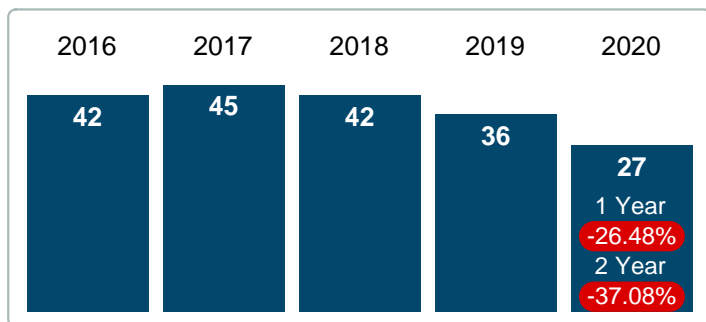
Area Delimited by County Of Tulsa



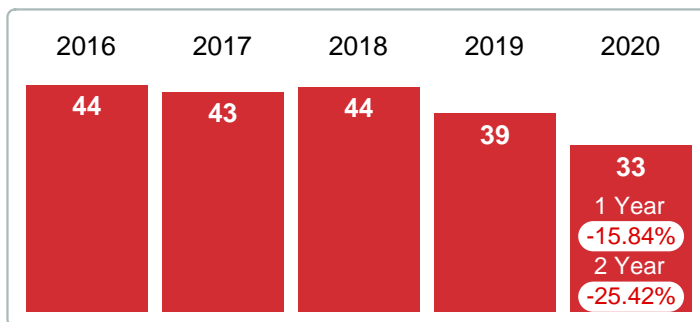
AVERAGE DAYS ON MARKET TO SALE

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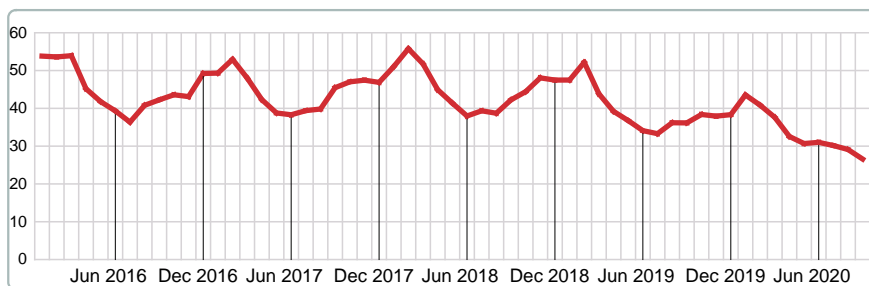
SEPTEMBER



YEAR TO DATE (YTD)

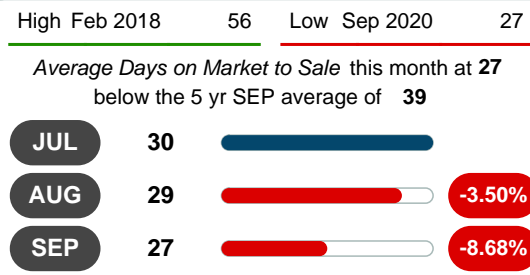


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 39



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
\$75,000 and less	6.59%	43	47	35	17	42
\$75,001 - \$125,000	10.42%	15	18	14	5	0
\$125,001 - \$175,000	19.15%	14	24	12	18	0
\$175,001 - \$225,000	19.77%	20	43	16	23	58
\$225,001 - \$300,000	19.59%	25	23	26	24	34
\$300,001 - \$400,000	13.00%	39	103	38	36	34
\$400,001 and up	11.49%	49	70	19	46	64
Average Closed DOM		27	37	19	30	49
Total Closed Units	100%	27	152	543	365	63
Total Closed Volume		283,369,402	28.46M	108.01M	116.58M	30.31M



September 2020

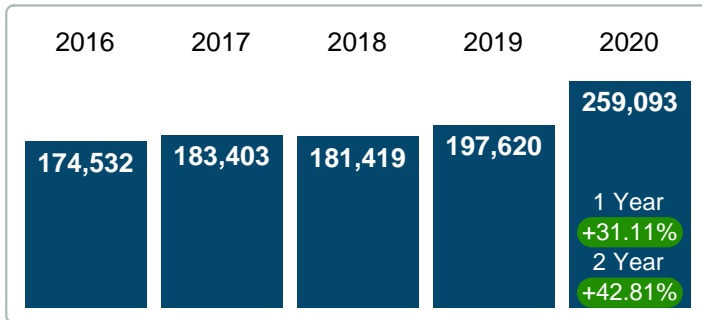
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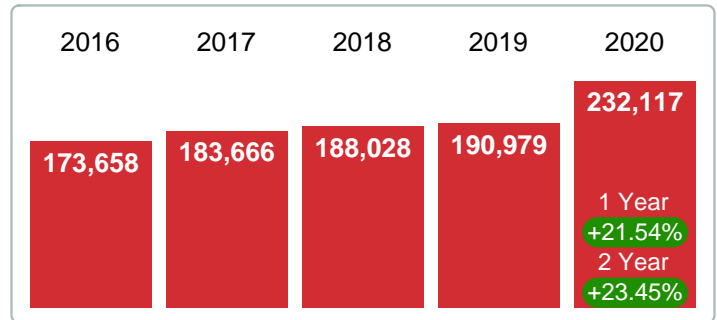
AVERAGE LIST PRICE AT CLOSING

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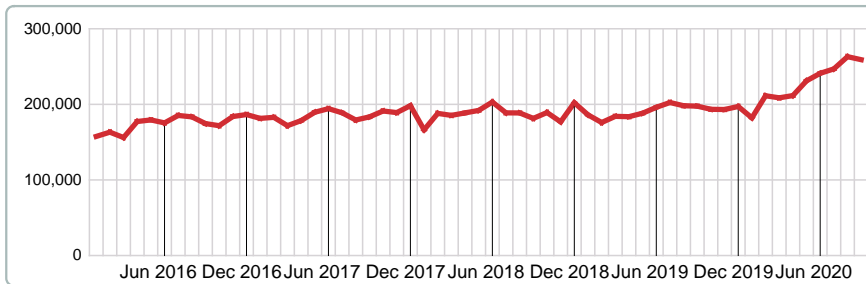
SEPTEMBER



YEAR TO DATE (YTD)

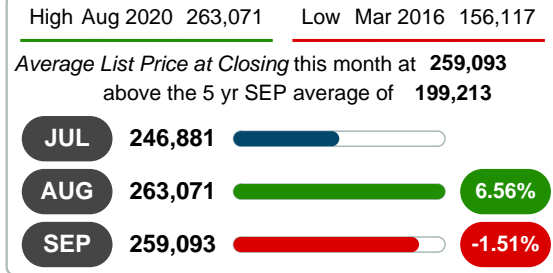


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 199,213



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	
\$75,000 and less	71	6.32%	53,832	51,156	65,979	49,467	70,000
\$75,001 - \$125,000	122	10.86%	105,292	100,910	109,067	105,290	0
\$125,001 - \$175,000	212	18.88%	154,343	153,059	154,096	156,815	0
\$175,001 - \$225,000	213	18.97%	200,500	208,200	200,998	203,371	206,250
\$225,001 - \$300,000	226	20.12%	259,763	277,633	258,626	262,931	261,678
\$300,001 - \$400,000	146	13.00%	350,669	409,480	349,730	354,698	340,200
\$400,001 and up	133	11.84%	668,892	1,525,000	518,972	572,208	759,270
Average List Price			259,093	206,865	200,641	324,704	508,781
Total Closed Units			1,123	152	543	365	63
Total Closed Volume			290,961,761	31.44M	108.95M	118.52M	32.05M



September 2020

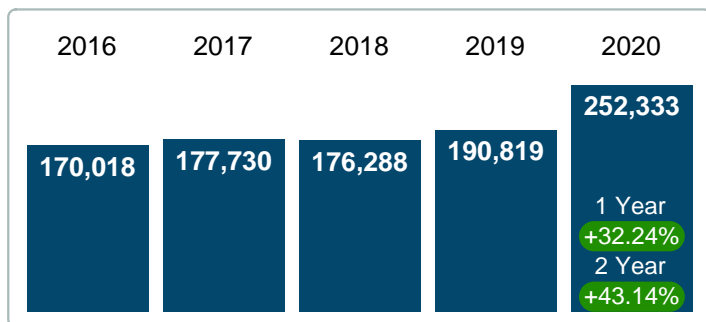
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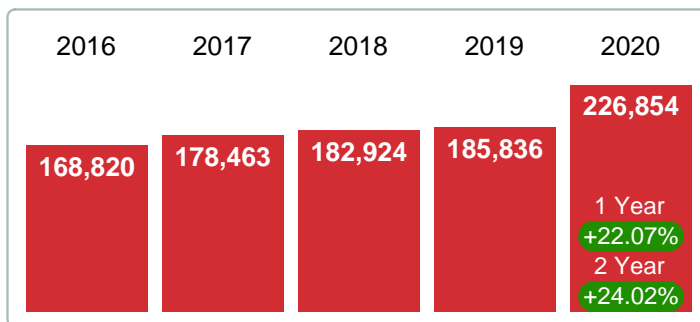
AVERAGE SOLD PRICE AT CLOSING

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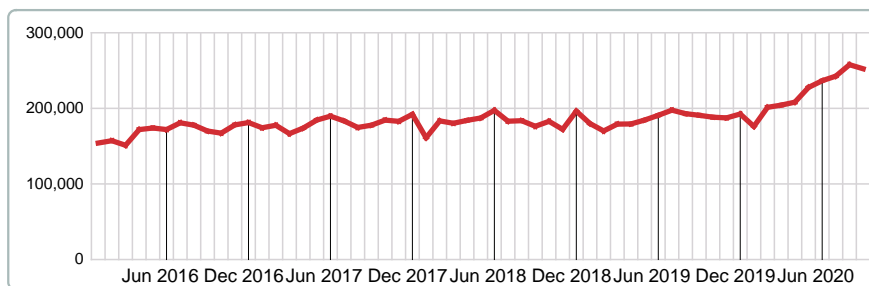
SEPTEMBER



YEAR TO DATE (YTD)

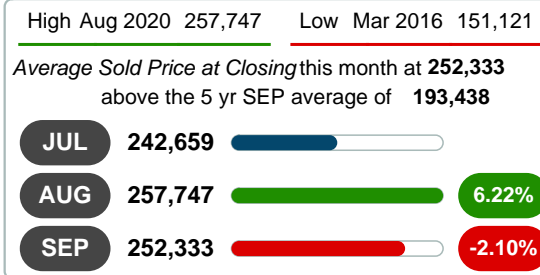


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 193,438



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		
\$75,000 and less	74	6.59%	51,774	47,404	64,090	46,667	56,000	
\$75,001 - \$125,000	117	10.42%	103,113	98,211	106,316	99,645	0	
\$125,001 - \$175,000	215	19.15%	153,298	151,407	153,029	158,270	0	
\$175,001 - \$225,000	222	19.77%	200,612	202,173	199,751	202,137	199,750	
\$225,001 - \$300,000	220	19.59%	260,045	269,681	258,255	260,913	259,208	
\$300,001 - \$400,000	146	13.00%	348,474	352,000	346,303	350,747	338,867	
\$400,001 and up	129	11.49%	634,820	1,279,084	507,435	555,266	704,119	
Average Sold Price		252,333		187,258	198,919	319,402	481,131	
Total Closed Units		1,123	100%	252,333	152	543	365	63
Total Closed Volume		283,369,402			28.46M	108.01M	116.58M	30.31M



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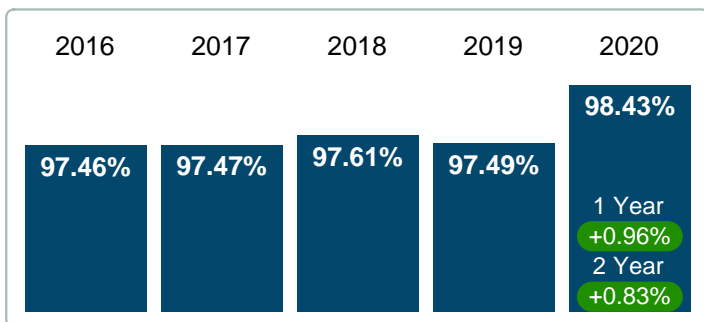
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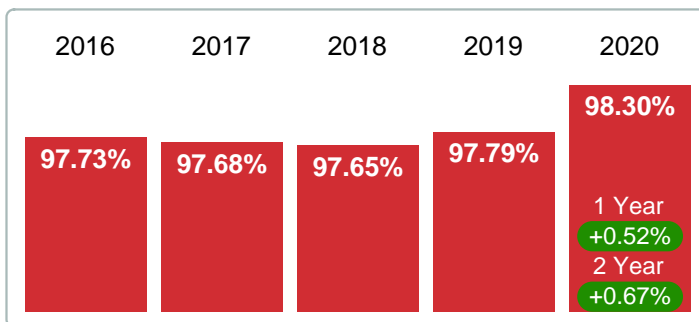
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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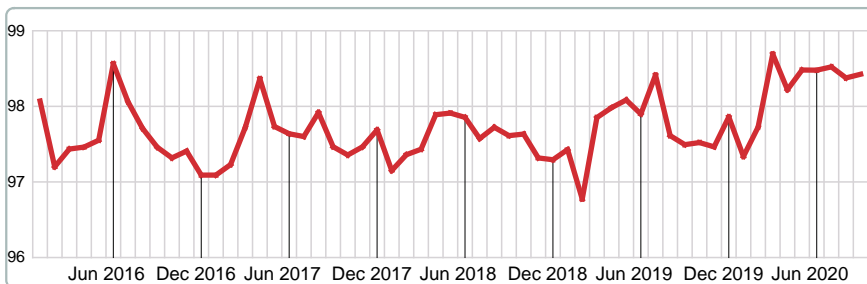
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

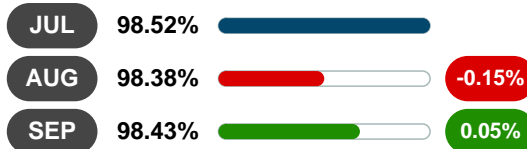


3 MONTHS

5 year SEP AVG = 97.69%

High Mar 2020 98.69% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **98.43%**
equal to 5 yr SEP average of **97.69%**



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
\$75,000 and less	74	6.59%	93.60%	92.28%	97.62%	95.02%	80.00%
\$75,001 - \$125,000	117	10.42%	97.42%	97.36%	97.73%	95.43%	0.00%
\$125,001 - \$175,000	215	19.15%	99.56%	99.38%	99.40%	101.22%	0.00%
\$175,001 - \$225,000	222	19.77%	99.37%	97.12%	99.52%	99.49%	96.67%
\$225,001 - \$300,000	220	19.59%	99.52%	97.17%	100.04%	99.33%	99.16%
\$300,001 - \$400,000	146	13.00%	98.61%	86.55%	99.05%	98.96%	99.59%
\$400,001 and up	129	11.49%	96.51%	88.81%	97.97%	97.61%	95.35%
Average Sold/List Ratio		98.40%		95.15%	99.19%	98.88%	97.05%
Total Closed Units		1,123	100%	152	543	365	63
Total Closed Volume		283,369,402		28.46M	108.01M	116.58M	30.31M



September 2020

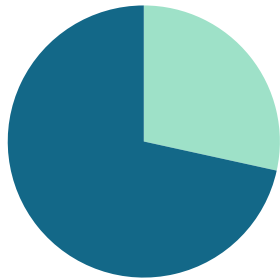
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

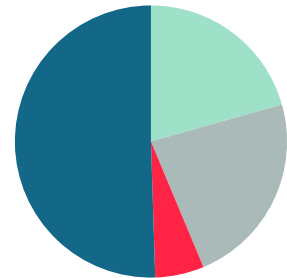


Inventory
 New Listings
 1,493 = 28.43%
 Start Inventory
 3,758
 Total Inventory Units
 5,251
 Volume
 \$1,718,394,052

Market Activity

Closed Sales
 1,123 = 20.62%
 Pending Sales
 1,257 = 23.08%
 Other Off Market
 316 = 5.80%
 Active Inventory
 2,751 = 50.50%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,001	1,123	12.19%	9,372	8,787	-6.24%
Pending Sales	881	1,257	42.68%	9,058	9,828	8.50%
New Listings	1,395	1,493	7.03%	14,017	12,924	-7.80%
Average List Price	197,620	259,093	31.11%	190,979	232,117	21.54%
Average Sale Price	190,819	252,333	32.24%	185,836	226,854	22.07%
Average Percent of Selling Price to List Price	97.49%	98.43%	0.96%	97.79%	98.30%	0.52%
Average Days on Market to Sale	36.15	26.58	-26.48%	39.03	32.85	-15.84%
Monthly Inventory	4,451	2,751	-38.19%	4,451	2,751	-38.19%
Months Supply of Inventory	4.47	2.85	-36.21%	4.47	2.85	-36.21%

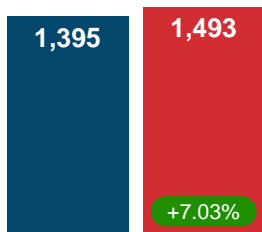
Absorption: Last 12 months, an Average of 966 Sales/Month

Inventory on September 30, 2020 = 2,751 2019 2020

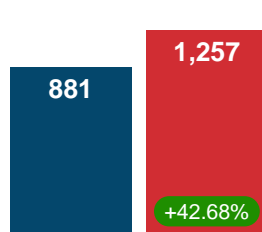
SEPTEMBER MARKET

AVERAGE PRICES

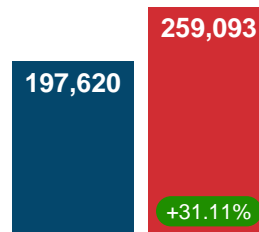
New Listings



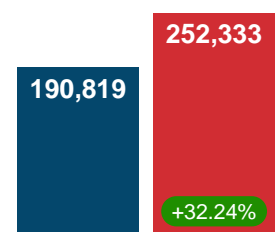
Pending Listings



List Price



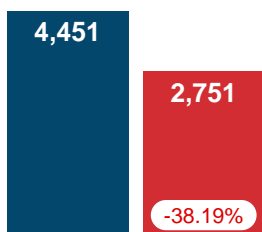
Sale Price



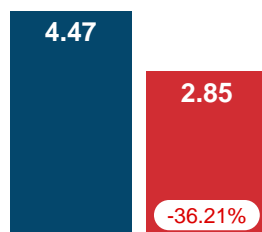
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

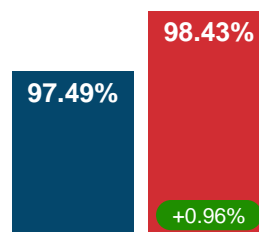
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

