



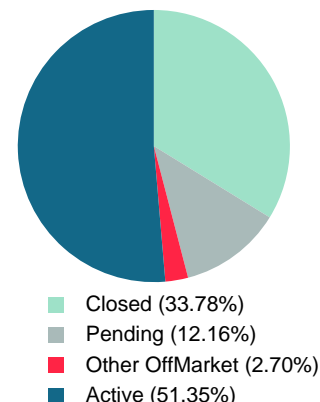
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	41	50	21.95%
Pending Listings	23	18	-21.74%
New Listings	60	67	11.67%
Average List Price	1,125	1,115	-0.86%
Average Sale Price	1,116	1,111	-0.46%
Average Percent of Selling Price to List Price	99.65%	99.57%	-0.08%
Average Days on Market to Sale	42.10	20.06	-52.35%
End of Month Inventory	128	76	-40.63%
Months Supply of Inventory	2.03	1.28	-37.05%



Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of September 30, 2020 = **76**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **40.63%** to 76 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **1.28** 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 **0.46%** in September 2020 to \$1,111 versus the previous year at \$1,116.

Average Days on Market Shortens

The average number of **20.06** days that homes spent on the market before selling decreased by 22.04 days or **52.35%** in September 2020 compared to last year's same month at **42.10** 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 67 New Listings in September 2020, up **11.67%** from last year at 60. Furthermore, there were 50 Closed Listings this month versus last year at 41, a **21.95%** increase.

Closed versus Listed trends yielded a **74.6%** ratio, up from previous year's, September 2019, at **68.3%**, a **9.21%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

September 2020



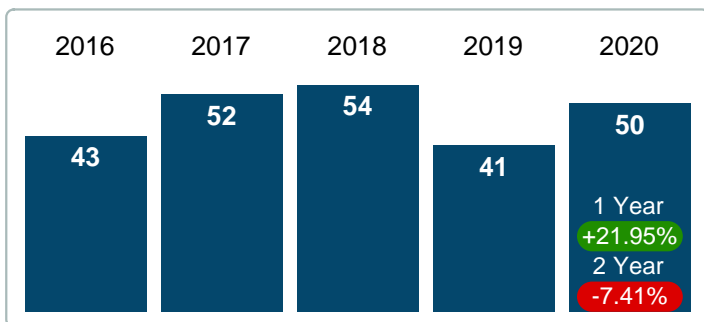
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



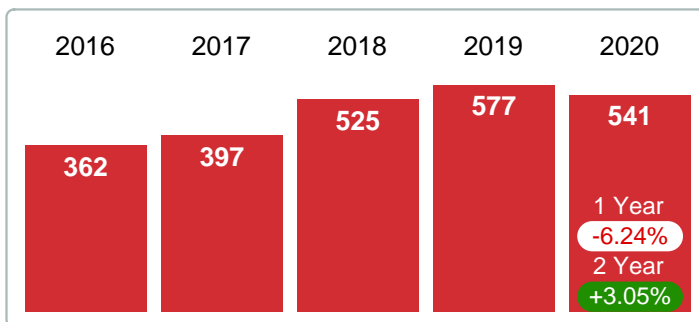
CLOSED LISTINGS

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

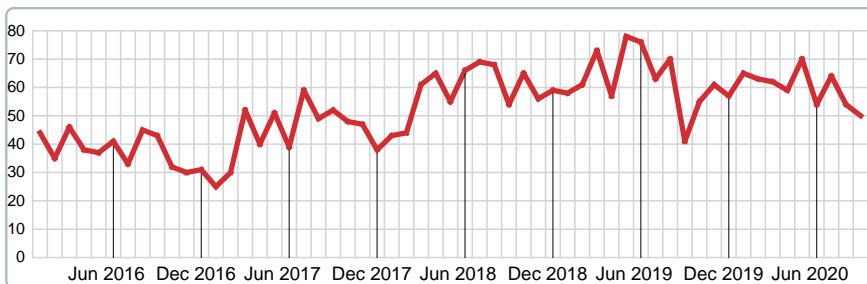
SEPTEMBER



YEAR TO DATE (YTD)

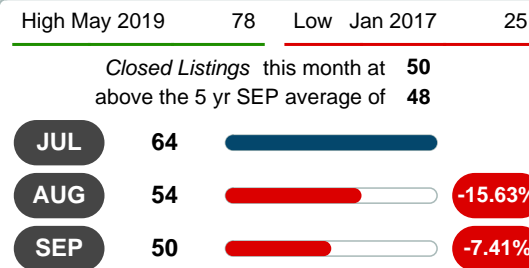


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 48



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	50	100.00%	20.1	18	29	3	0
Total Closed Units	50			18	29	3	0
Total Closed Volume	55,535	100%	20.1	17.17K	33.27K	5,095	0.00B
Average Closed Price	\$1,111			\$954	\$1,147	\$1,698	\$0

September 2020



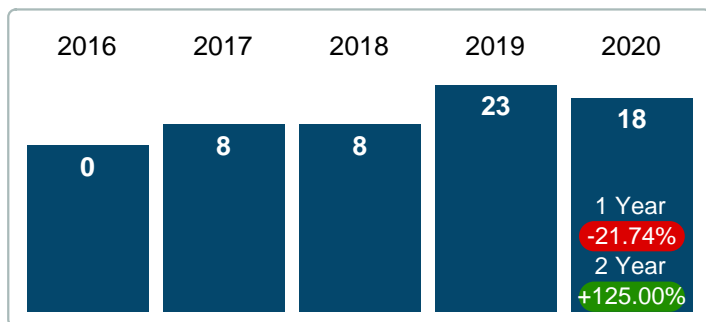
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



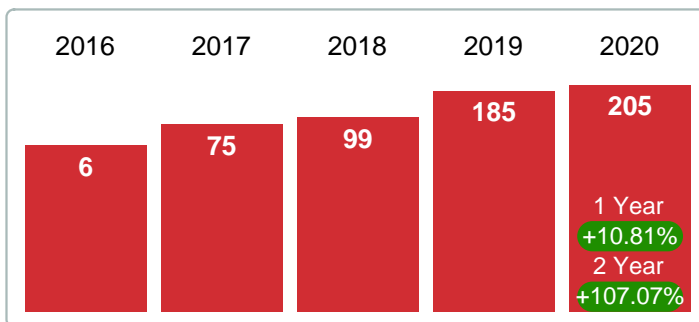
PENDING LISTINGS

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

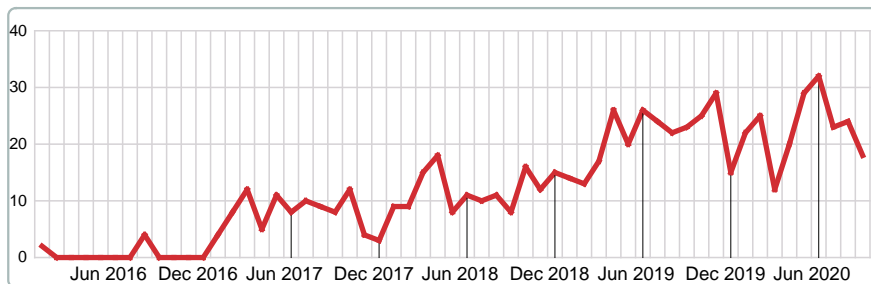
SEPTEMBER



YEAR TO DATE (YTD)

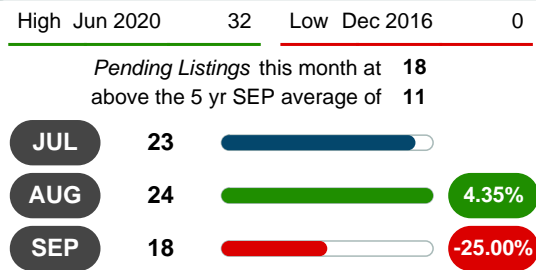


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 11



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	<input type="range"/>	0.00%	0.0	0	0	0	0
\$1-\$0	<input type="range"/>	0.00%	0.0	0	0	0	0
\$1-\$0	<input type="range"/>	0.00%	0.0	0	0	0	0
\$1-\$0	<input type="range"/>	0.00%	0.0	0	0	0	0
\$1-\$0	<input type="range"/>	0.00%	0.0	0	0	0	0
\$1-\$0	<input type="range"/>	0.00%	0.0	0	0	0	0
\$1 and up	<input type="range"/>	100.00%	14.9	4	13	1	0
Total Pending Units			18	4	13	1	0
Total Pending Volume		100%	20,600	4,495	14.76K	1,350	0.00B
Average Listing Price			\$1,144	\$1,124	\$1,135	\$1,350	\$0

September 2020



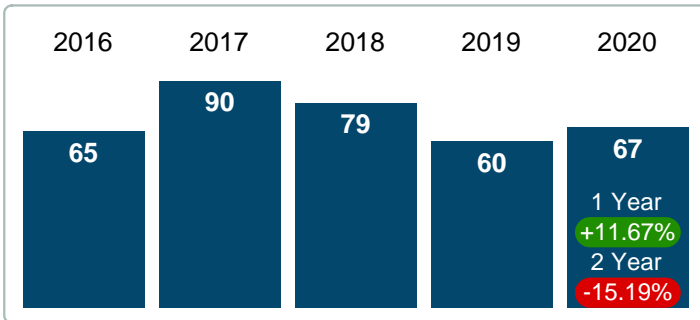
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



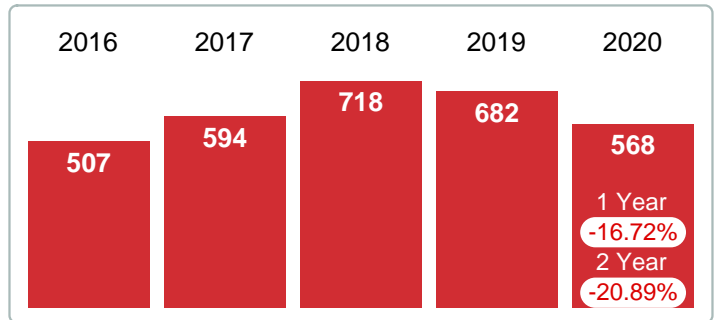
NEW LISTINGS

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

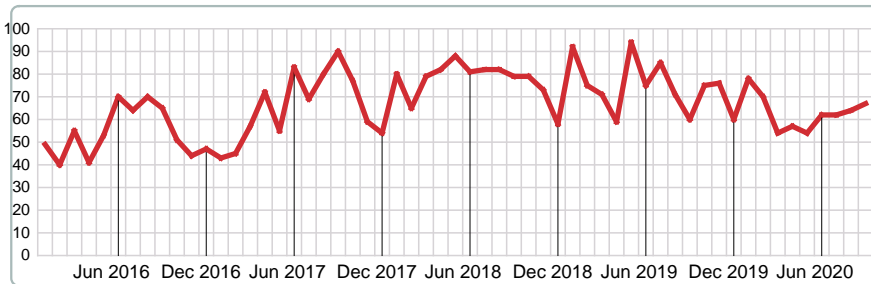
SEPTEMBER



YEAR TO DATE (YTD)

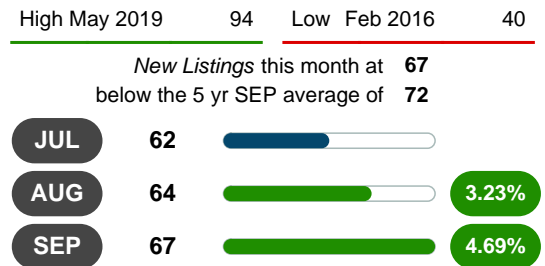


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



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	67	100.00%	27	38	2	0
Total New Listed Units	67		27	38	2	0
Total New Listed Volume	76,210	100%	30.58K	42.44K	3,195	0.00B
Average New Listed Listing Price	\$1,170		\$1,132	\$1,117	\$1,598	\$0

September 2020



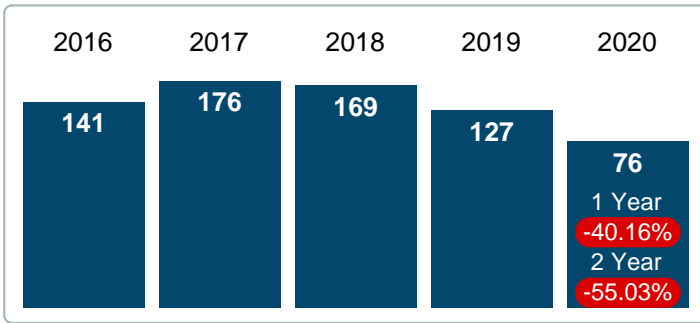
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



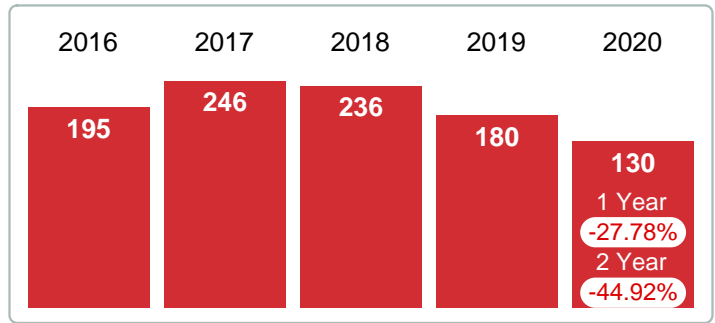
ACTIVE INVENTORY

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

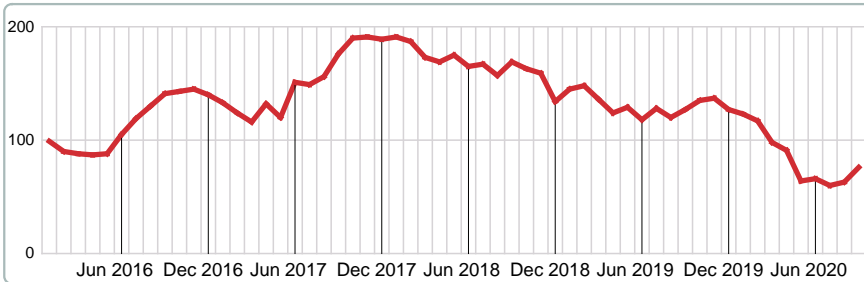
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

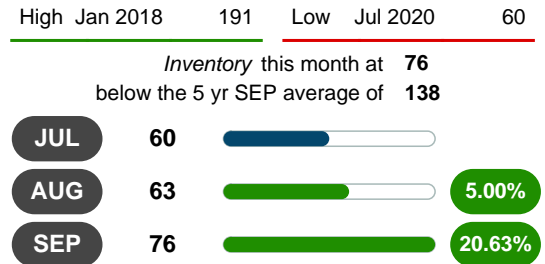


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 138



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	76	100.00%	56.3	34	40	2	0
Total Active Inventory by Units			76	34	40	2	0
Total Active Inventory by Volume			88,755	39.03K	46.25K	3,475	0.00B
Average Active Inventory Listing Price			\$1,168	\$1,148	\$1,156	\$1,738	\$0

September 2020



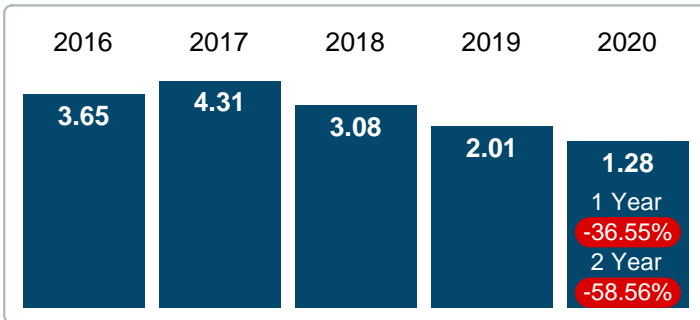
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



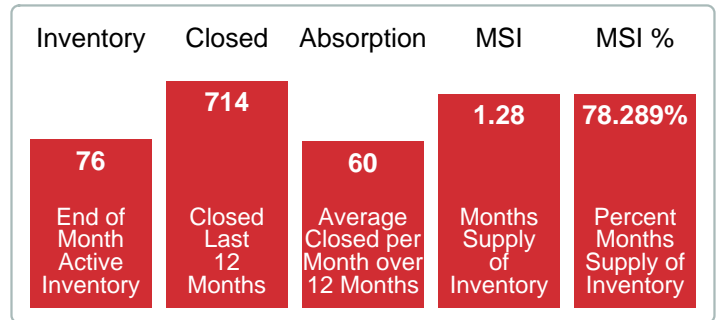
MONTHS SUPPLY of INVENTORY (MSI)

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

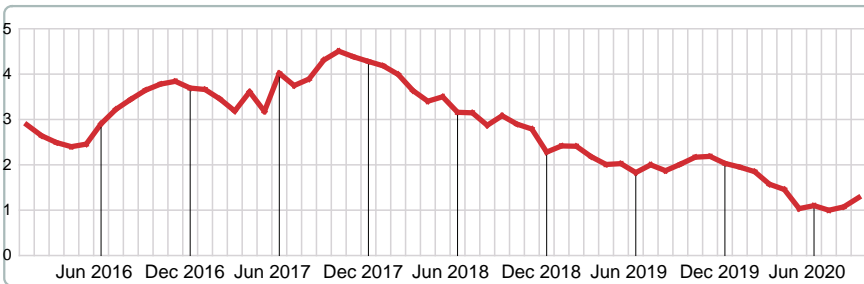
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

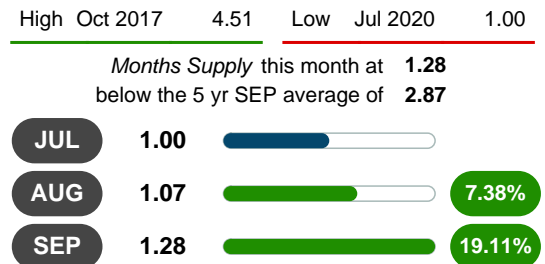


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.87



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	76	100.00%	1.28	1.45	1.23	0.59	0.00
Market Supply of Inventory (MSI)			1.28	1.45	1.23	0.59	0.00
Total Active Inventory by Units		100%	1.28	34	40	2	0

September 2020



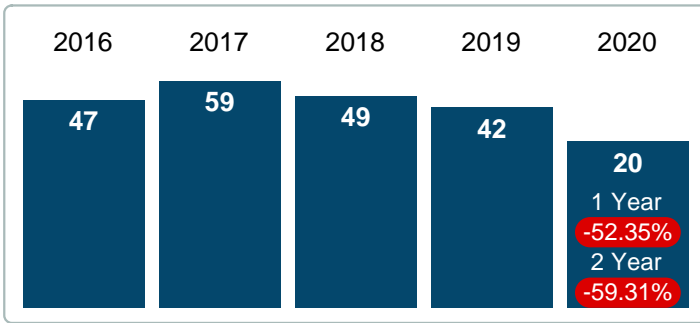
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



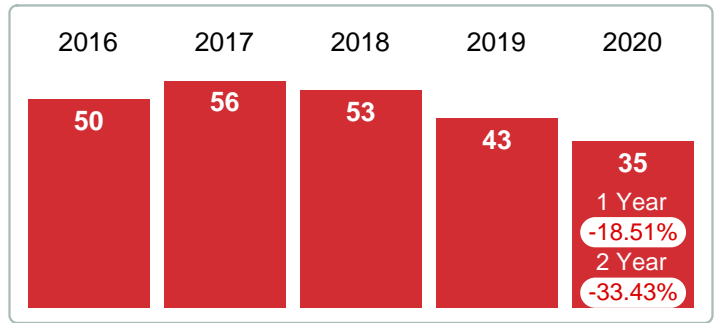
AVERAGE DAYS ON MARKET TO SALE

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

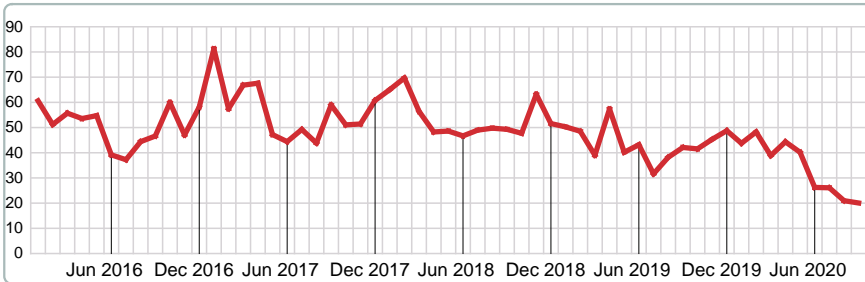
SEPTEMBER



YEAR TO DATE (YTD)

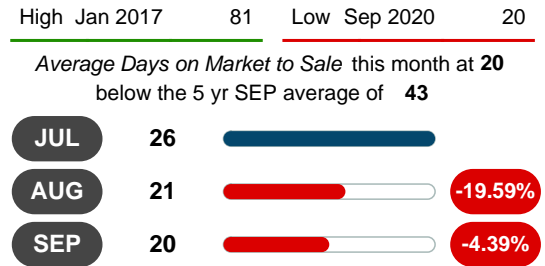


5 YEAR MARKET ACTIVITY TRENDS



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	50	100.00%	20	22	18	25	0
Average Closed DOM			20	22	18	25	0
Total Closed Units		100%	20	18	29	3	
Total Closed Volume			55,535	17.17K	33.27K	5,095	0.00B

September 2020



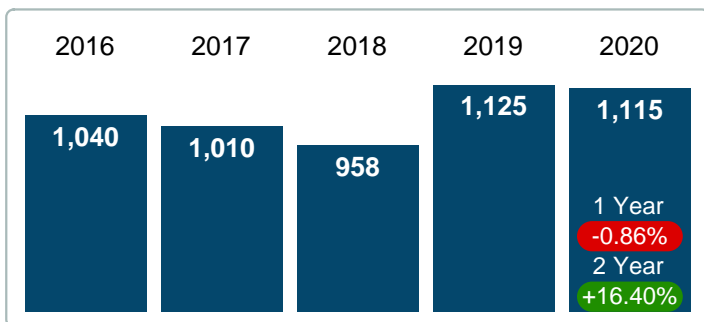
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



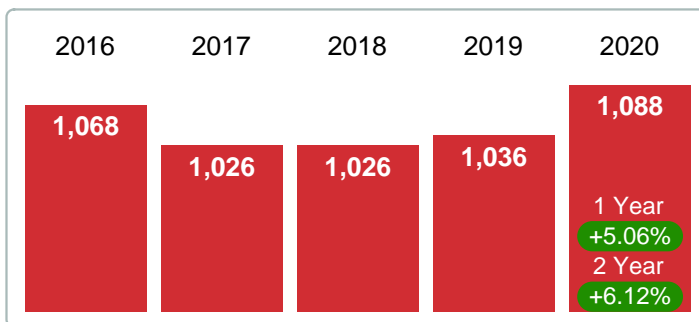
AVERAGE LIST PRICE AT CLOSING

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

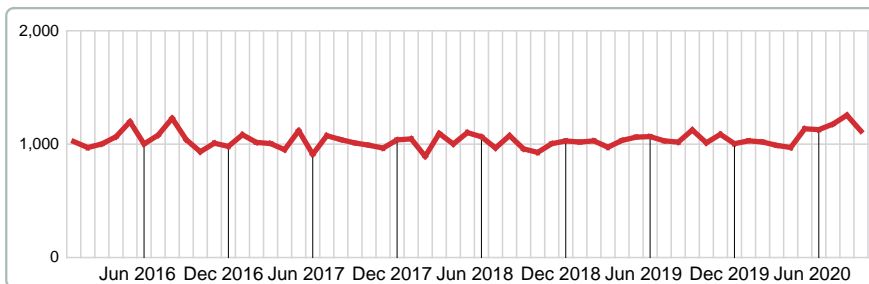
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,050

High Aug 2020 1,255 Low Feb 2018 893

Average List Price at Closing this month at 1,115 above the 5 yr SEP average of 1,050

- JUL 1,176
- AUG 1,255 (+6.68%)
- SEP 1,115 (-11.13%)

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	50	100.00%	1,115	958	1,153	1,698	0
Average List Price			1,115	958	1,153	1,698	0
Total Closed Units		100%	1,115	18	29	3	
Total Closed Volume			55,760	17.24K	33.43K	5,095	0.00B

September 2020



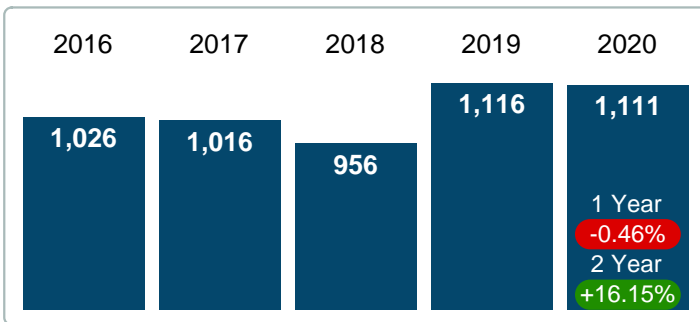
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



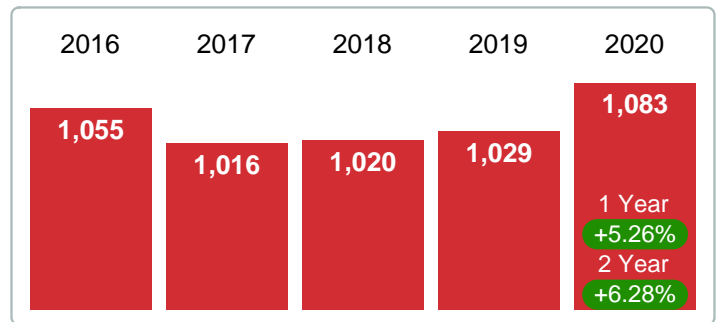
AVERAGE SOLD PRICE AT CLOSING

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

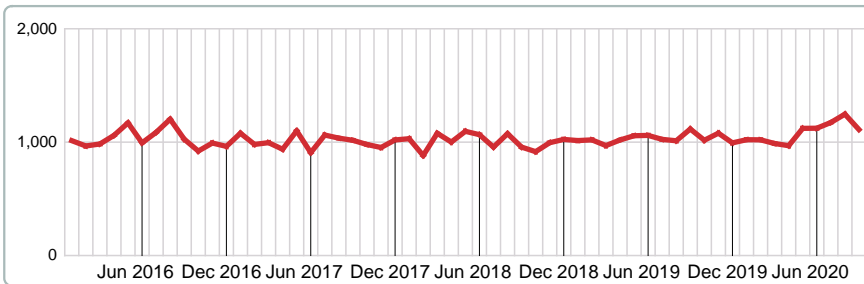
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

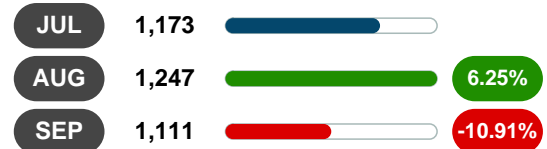


3 MONTHS

5 year SEP AVG = 1,045

High Aug 2020 1,247 Low Feb 2018 882

Average Sold Price at Closing this month at 1,111 above the 5 yr SEP average of 1,045



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 \$0	0	0.00%	0	0	0	0	0
\$1 and up	50	100.00%	1,111	954	1,147	1,698	0
Average Sold Price			1,111	954	1,147	1,698	0
Total Closed Units		100%	1,111	18	29	3	
Total Closed Volume			55,535	17.17K	33.27K	5,095	0.00B

September 2020



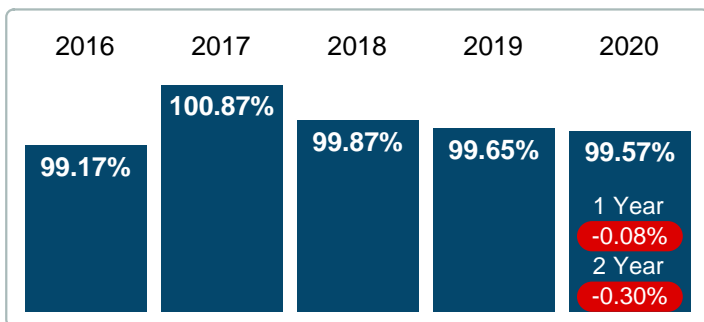
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



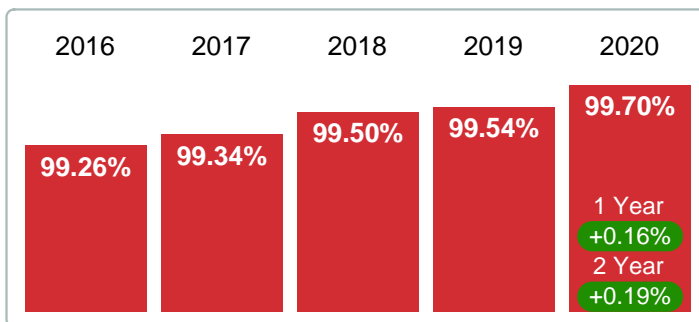
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

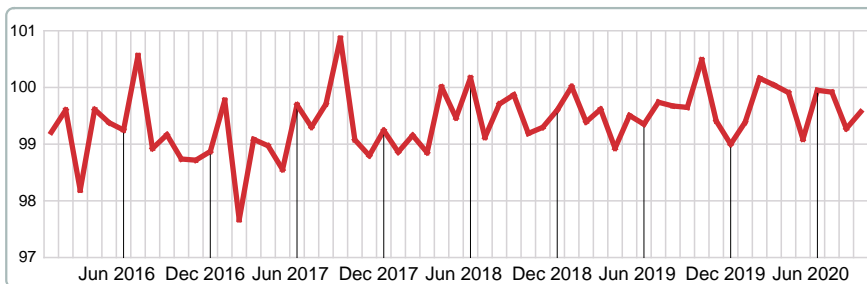
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

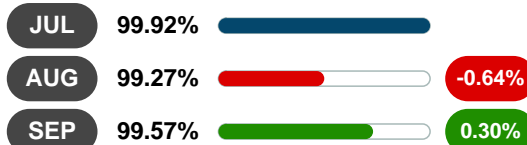


3 MONTHS

5 year SEP AVG = 99.82%

High Sep 2017 100.87% Low Feb 2017 97.67%

Average Sold/List Ratio this month at 99.57% equal to 5 yr SEP average of 99.82%



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	50	100.00%	99.57%	99.52%	99.56%	100.00%	0.00%
Average Sold/List Ratio		99.60%		99.52%	99.56%	100.00%	0.00%
Total Closed Units		50	100%	18	29	3	
Total Closed Volume		55,535		17.17K	33.27K	5,095	0.00B

September 2020



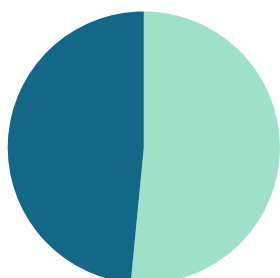
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



MARKET SUMMARY

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

INVENTORY

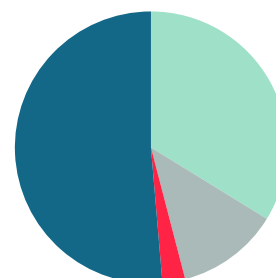


Inventory
 New Listings **67 = 51.54%**
 Start Inventory **63**
 Total Inventory Units **130**
 Volume **\$148,635**

Market Activity

Closed Sales **50 = 33.78%**
 Pending Sales **18 = 12.16%**
 Other Off Market **4 = 2.70%**
 Active Inventory **76 = 51.35%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	41	50	21.95%	577	541	-6.24%
Pending Sales	23	18	-21.74%	185	205	10.81%
New Listings	60	67	11.67%	682	568	-16.72%
Average List Price	1,125	1,115	-0.86%	1,036	1,088	5.06%
Average Sale Price	1,116	1,111	-0.46%	1,029	1,083	5.26%
Average Percent of Selling Price to List Price	99.65%	99.57%	-0.08%	99.54%	99.70%	0.16%
Average Days on Market to Sale	42.10	20.06	-52.35%	42.98	35.02	-18.51%
Monthly Inventory	128	76	-40.63%	128	76	-40.63%
Months Supply of Inventory	2.03	1.28	-37.05%	2.03	1.28	-37.05%

Absorption: Last 12 months, an Average of **60** Sales/Month

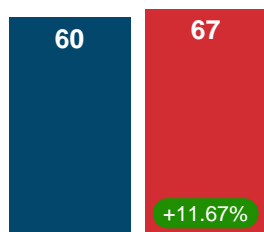
Inventory on September 30, 2020 = **76**

2019 **2020**

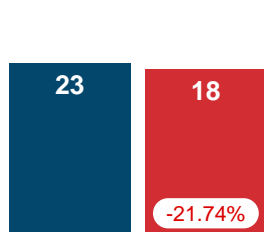
SEPTEMBER MARKET

AVERAGE PRICES

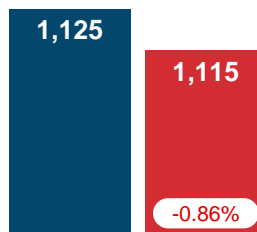
New Listings



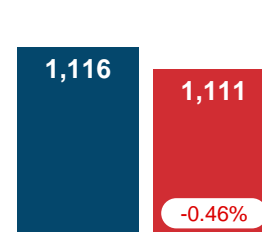
Pending Listings



List Price



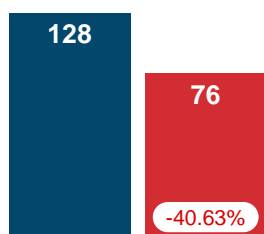
Sale Price



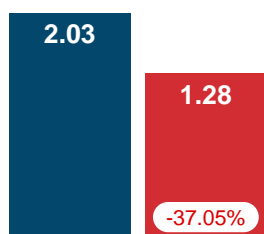
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

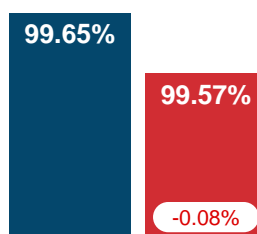
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

