

September 2020



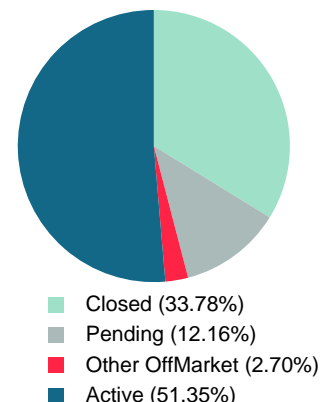
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



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%
Median List Price	995	1,150	15.58%
Median Sale Price	995	1,123	12.81%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	30.00	12.00	-60.00%
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.

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 **12.81%** in September 2020 to \$1,123 versus the previous year at \$995.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 18.00 days or **60.00%** in September 2020 compared to last year's same month at **30.00** 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 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
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

September 2020



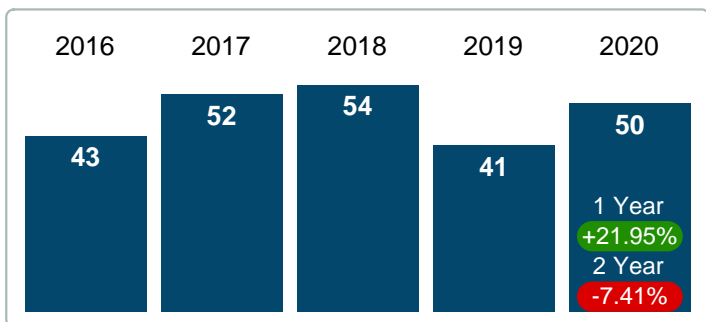
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



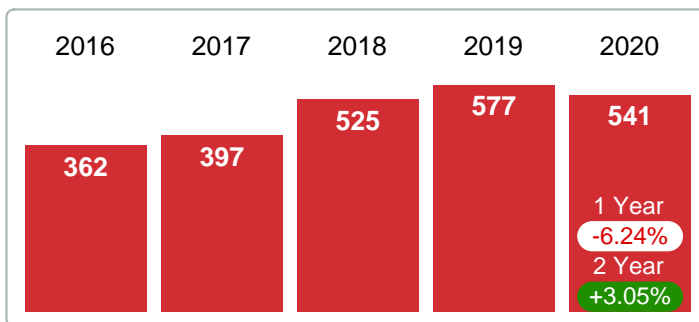
CLOSED LISTINGS

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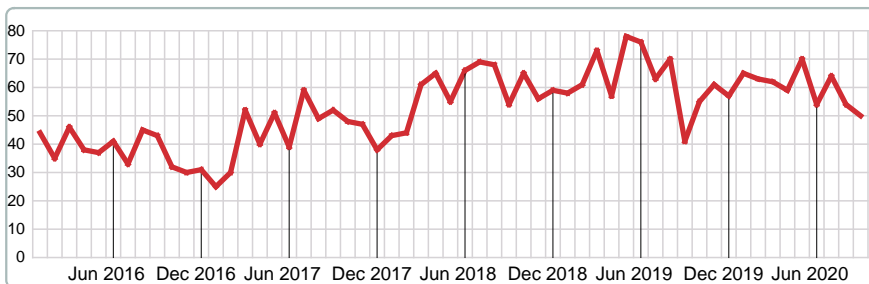
SEPTEMBER



YEAR TO DATE (YTD)

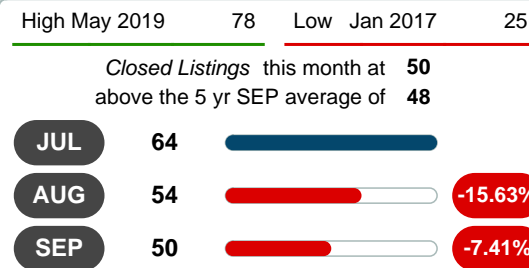


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 48



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	50	100.00%	12.0	18	29	3	0
Total Closed Units	50			18	29	3	0
Total Closed Volume	55,535	100%	12.0	17.17K	33.27K	5,095	0.00B
Median Closed Price	\$1,123			\$873	\$1,200	\$1,350	\$0

September 2020



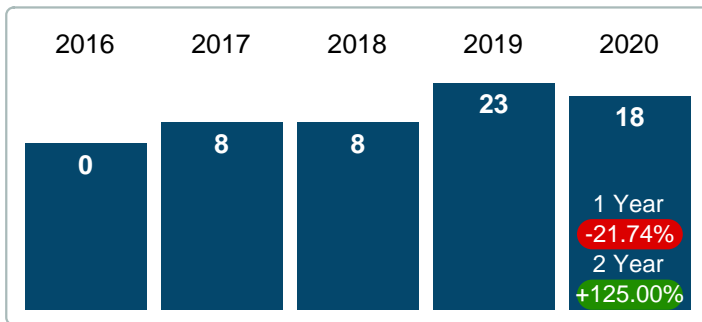
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



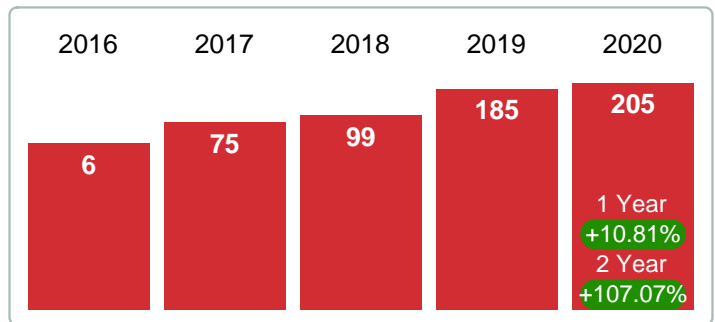
PENDING LISTINGS

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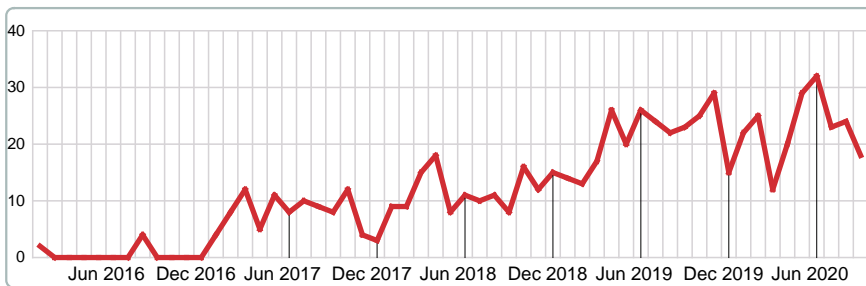
SEPTEMBER



YEAR TO DATE (YTD)

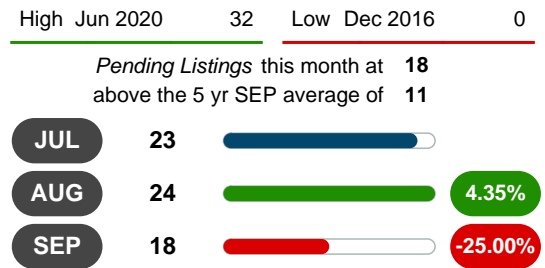


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 11



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%	12.0	0	0	0	0
\$1-\$0	0	0.00%	12.0	0	0	0	0
\$1-\$0	0	0.00%	12.0	0	0	0	0
\$1-\$0	0	0.00%	12.0	0	0	0	0
\$1-\$0	0	0.00%	12.0	0	0	0	0
\$1-\$0	0	0.00%	12.0	0	0	0	0
\$1 and up	18	100.00%	10.5	4	13	1	0
Total Pending Units	18			4	13	1	0
Total Pending Volume	20,600	100%	10.5	4,495	14.76K	1,350	0.00B
Median Listing Price	\$1,200			\$1,048	\$1,200	\$1,350	\$0

September 2020



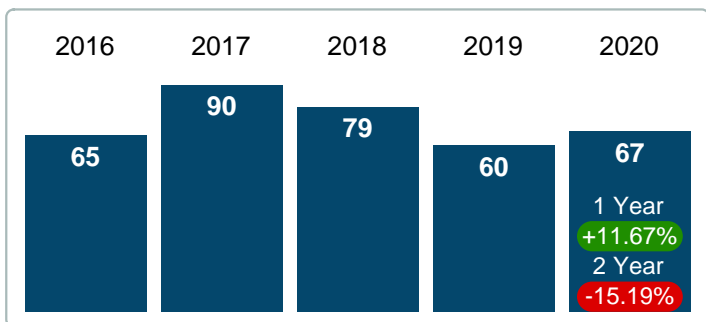
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



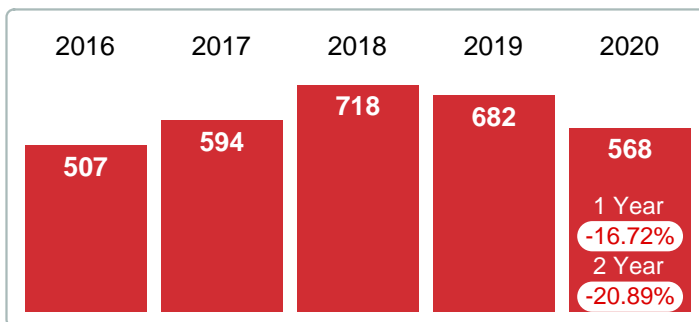
NEW LISTINGS

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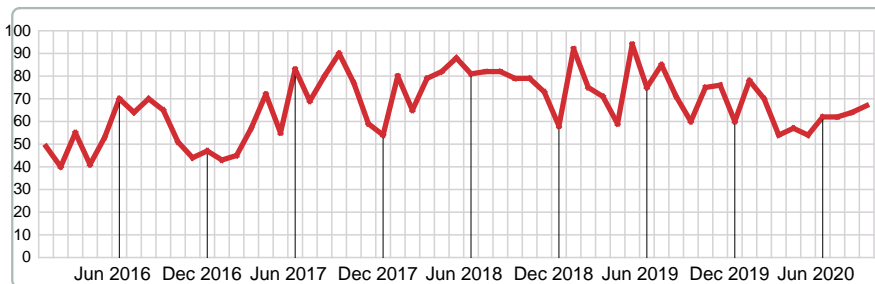
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

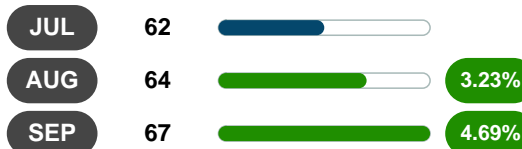


3 MONTHS

5 year SEP AVG = 72

High May 2019 94 Low Feb 2016 40

New Listings this month at 67
below the 5 yr SEP average of 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
Median New Listed Listing Price	\$995		\$850	\$1,185	\$1,598	\$0

September 2020



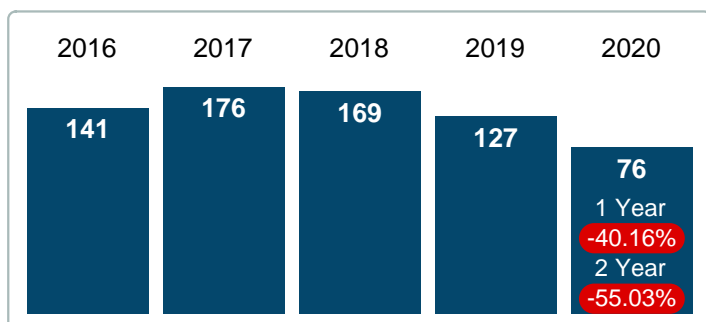
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



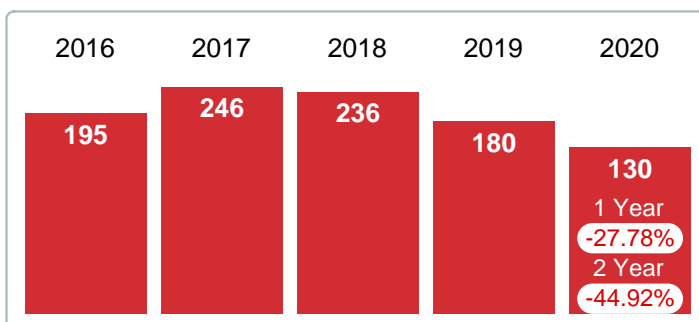
ACTIVE INVENTORY

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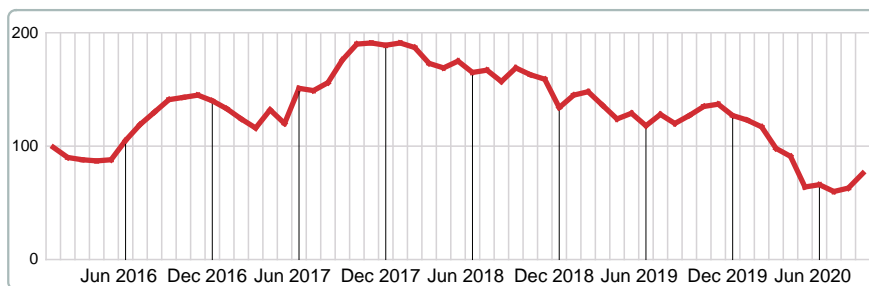
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

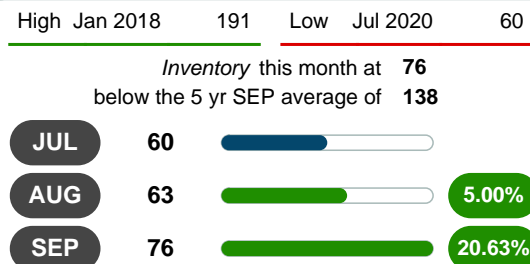


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 138



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%	10.5	0	0	0	0
\$1-\$0	0	0.00%	10.5	0	0	0	0
\$1-\$0	0	0.00%	10.5	0	0	0	0
\$1-\$0	0	0.00%	10.5	0	0	0	0
\$1-\$0	0	0.00%	10.5	0	0	0	0
\$1-\$0	0	0.00%	10.5	0	0	0	0
\$1 and up	76	100.00%	20.0	34	40	2	0
Total Active Inventory by Units		76		34	40	2	0
Total Active Inventory by Volume		88,755	100%	39.03K	46.25K	3,475	0.00B
Median Active Inventory Listing Price		\$995		\$873	\$1,100	\$1,738	\$0

September 2020



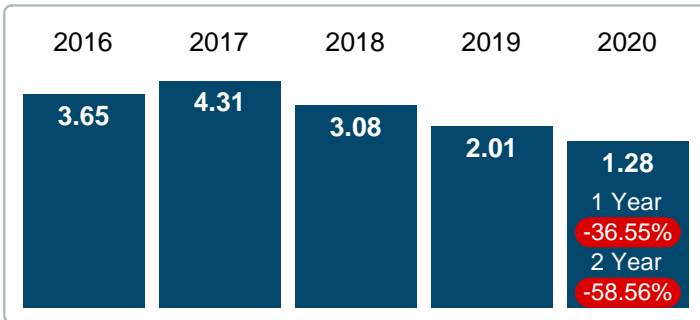
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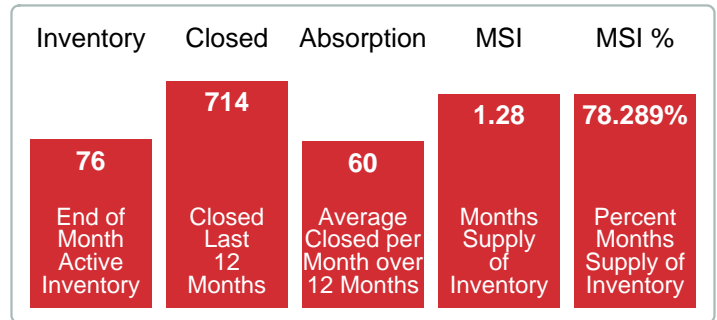
MONTHS SUPPLY of INVENTORY (MSI)

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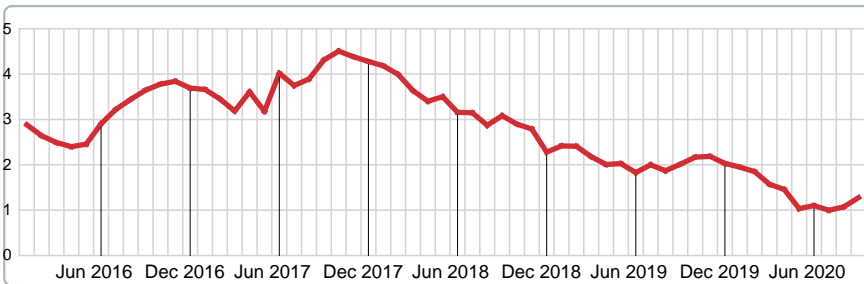
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

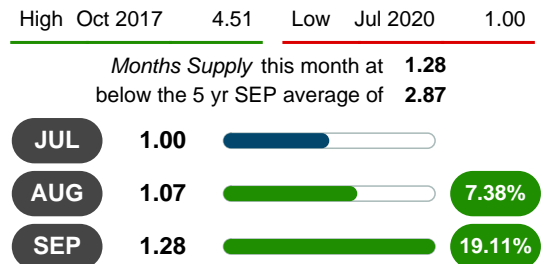


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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



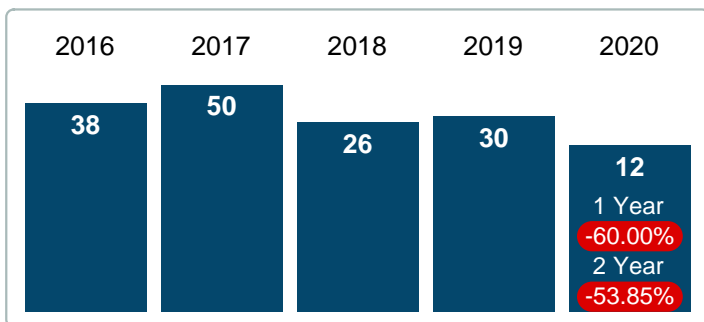
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



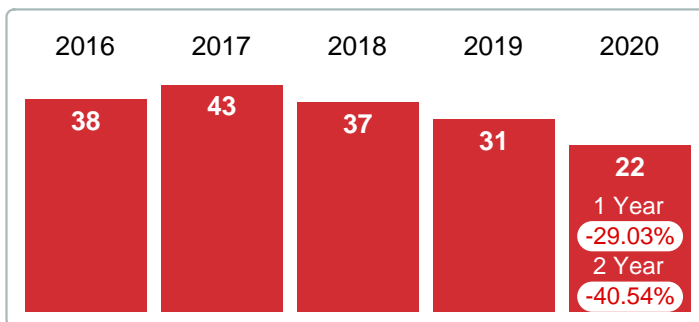
MEDIAN DAYS ON MARKET TO SALE

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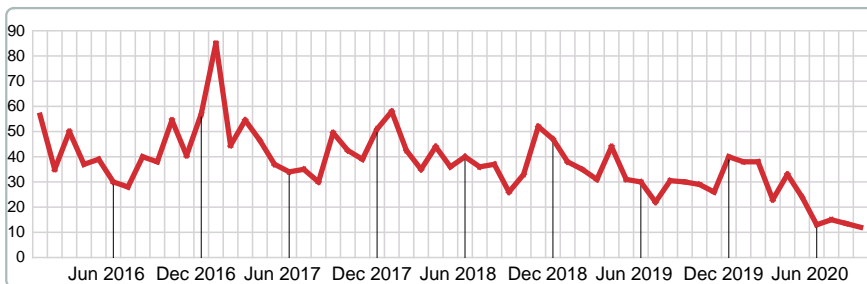
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 31

High Jan 2017 85 Low Sep 2020 12

Median Days on Market to Sale this month at 12 below the 5 yr SEP average of 31



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%	20	0	0	0	0
\$1-\$0	0	0.00%	20	0	0	0	0
\$1-\$0	0	0.00%	20	0	0	0	0
\$1-\$0	0	0.00%	20	0	0	0	0
\$1-\$0	0	0.00%	20	0	0	0	0
\$1-\$0	0	0.00%	20	0	0	0	0
\$1 and up	50	100.00%	12	16	11	25	0
Median Closed DOM			12	16	11	25	0
Total Closed Units		100%	12.0	18	29	3	
Total Closed Volume			55,535	17.17K	33.27K	5,095	0.00B

September 2020



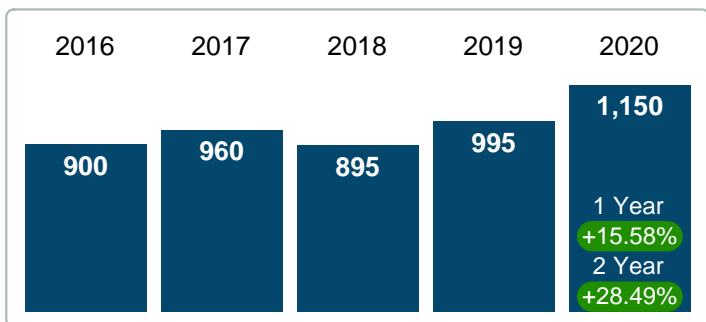
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



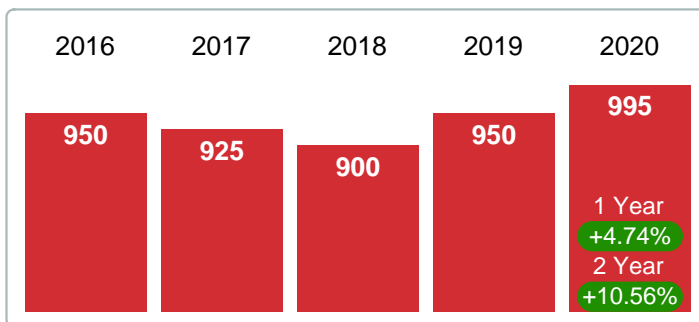
MEDIAN LIST PRICE AT CLOSING

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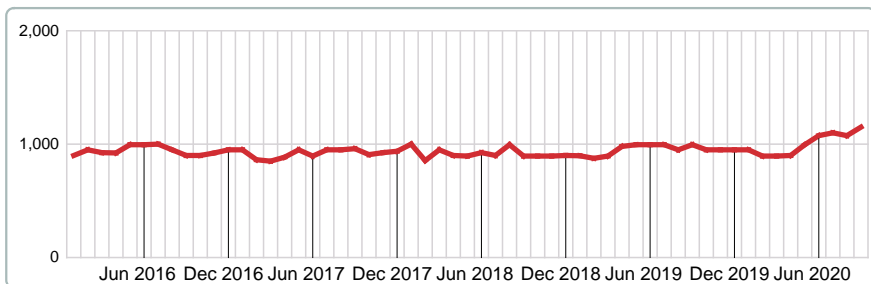
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 980

High Sep 2020 1,150 Low Mar 2017 850

Median List Price at Closing this month at 1,150 above the 5 yr SEP average of 980

Month	Price	Change
JUL	1,100	
AUG	1,075	-2.27%
SEP	1,150	6.98%

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%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 and up	50	100.00%	1,150	873	1,200	1,350	0
Median List Price			1,150	873	1,200	1,350	0
Total Closed Units		100%	1,150	18	29	3	
Total Closed Volume			55,760	17.24K	33.43K	5,095	0.00B

September 2020



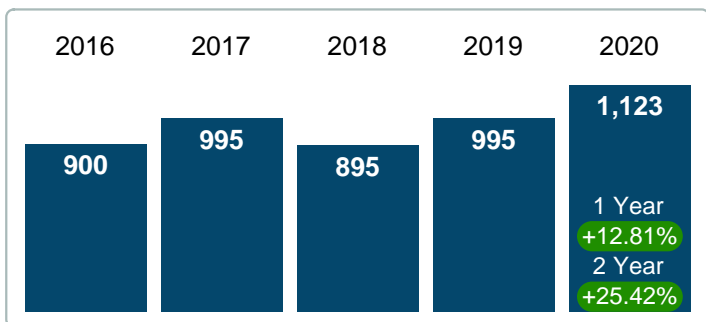
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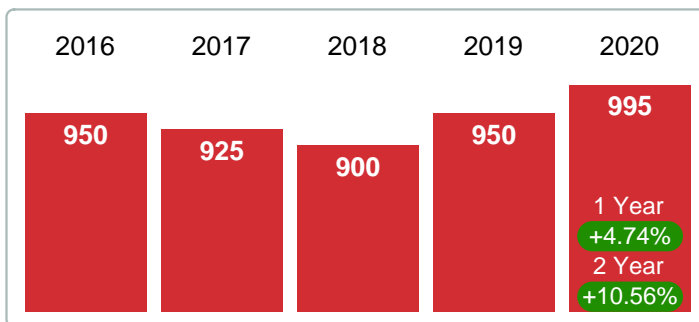
MEDIAN SOLD PRICE AT CLOSING

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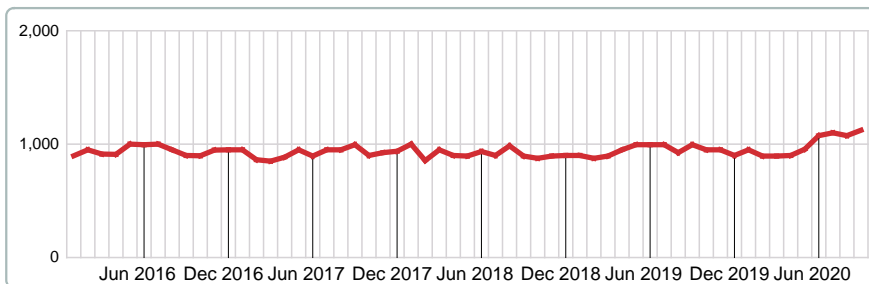
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 982

High Sep 2020 1,123 Low Mar 2017 850

Median Sold Price at Closing this month at 1,123 above the 5 yr SEP average of 982



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%	1,150	0	0	0	0
\$1 \$0	0	0.00%	1,150	0	0	0	0
\$1 \$0	0	0.00%	1,150	0	0	0	0
\$1 \$0	0	0.00%	1,150	0	0	0	0
\$1 \$0	0	0.00%	1,150	0	0	0	0
\$1 \$0	0	0.00%	1,150	0	0	0	0
\$1 and up	50	100.00%	1,123	873	1,200	1,350	0
Median Sold Price			1,123	873	1,200	1,350	0
Total Closed Units		100%	1,123	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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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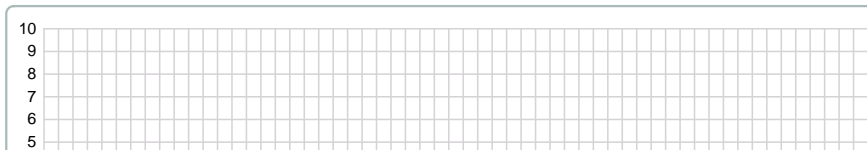
SEPTEMBER

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%	1,122.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,122.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,122.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,122.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,122.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,122.50%	0.00%	0.00%	0.00%	0.00%
\$1 and up	50	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		50	100%	100.00%	18	29	3
Total Closed Volume		55,535			17.17K	33.27K	5,095
					0.00B		

September 2020



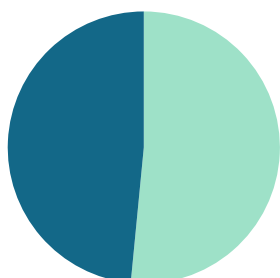
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MARKET SUMMARY

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INVENTORY



Inventory

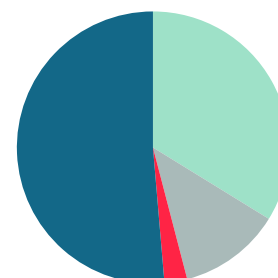
- New Listings **67 = 51.54%**
- Start Inventory **63**
- Total Inventory Units **130**
- Volume **\$148,635**

Market Activity

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%
Median List Price	995	1,150	15.58%	950	995	4.74%
Median Sale Price	995	1,123	12.81%	950	995	4.74%
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	30.00	12.00	-60.00%	31.00	22.00	-29.03%
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

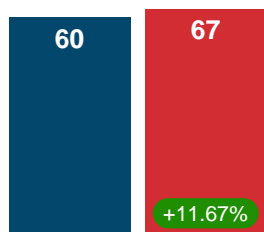
Inventory on September 30, 2020 = **76**

2019 **2020**

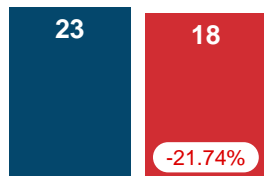
SEPTEMBER MARKET

MEDIAN PRICES

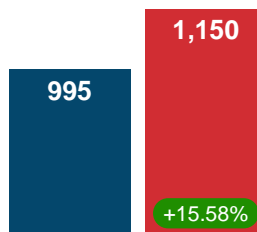
New Listings



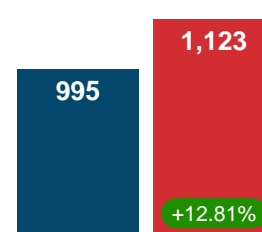
Pending Listings



List Price



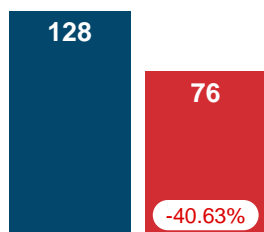
Sale Price



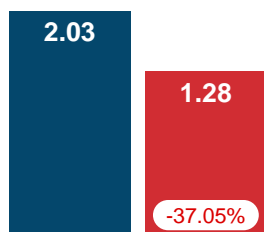
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

