

# September 2020



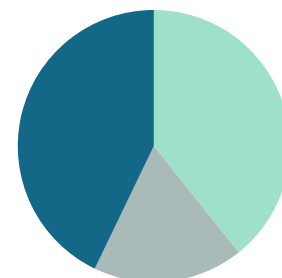
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	14	11	-21.43%
Pending Listings	4	5	25.00%
New Listings	22	12	-45.45%
Average List Price	1,350	1,352	0.19%
Average Sale Price	1,361	1,352	-0.60%
Average Percent of Selling Price to List Price	100.71%	100.00%	-0.71%
Average Days on Market to Sale	27.14	30.09	10.86%
End of Month Inventory	30	12	-60.00%
Months Supply of Inventory	1.98	0.90	-54.50%



■ Closed (39.29%)  
■ Pending (17.86%)  
■ Other OffMarket (0.00%)  
■ Active (42.86%)

**Absorption:** Last 12 months, an Average of **13 Sales/Month Active Inventory** as of September 30, 2020 = **12**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2020 decreased **60.00%** to 12 existing homes available for sale. Over the last 12 months this area has had an average of 13 closed sales per month. This represents an unsold inventory index of **0.90** 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 **0.60%** in September 2020 to \$1,352 versus the previous year at \$1,361.

#### Average Days on Market Lengthens

The average number of **30.09** days that homes spent on the market before selling increased by 2.95 days or **10.86%** in September 2020 compared to last year's same month at **27.14** DOM.

#### Sales Success for September 2020 is Positive

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

There were 12 New Listings in September 2020, down **45.45%** from last year at 22. Furthermore, there were 11 Closed Listings this month versus last year at 14, a **-21.43%** decrease.

Closed versus Listed trends yielded a **91.7%** ratio, up from previous year's, September 2019, at **63.6%**, a **44.05%** 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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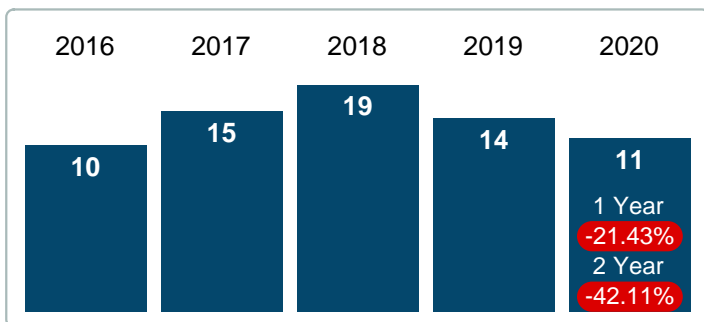
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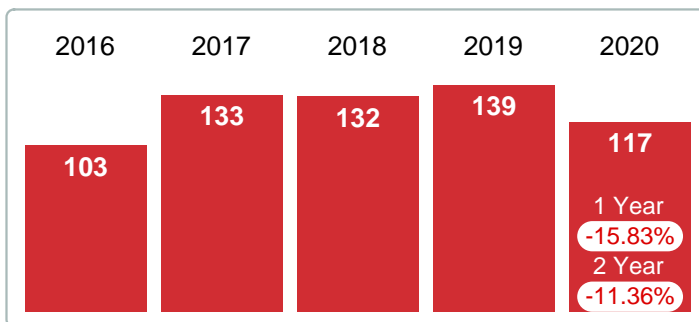
## CLOSED LISTINGS

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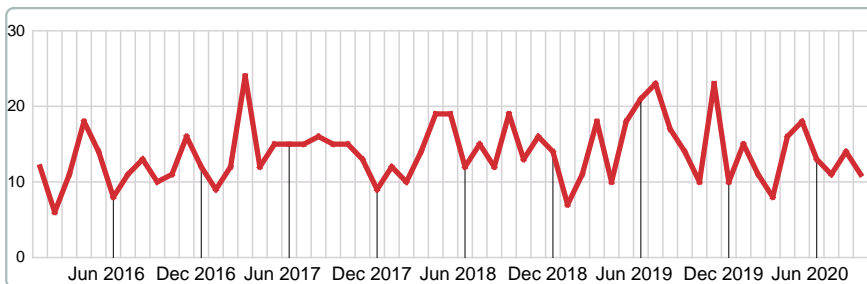
### SEPTEMBER



### YEAR TO DATE (YTD)

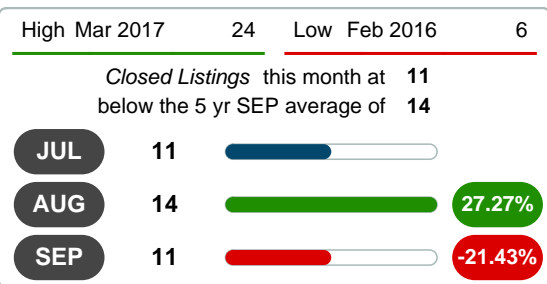


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 14



### 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	11	100.00%	30.1	1	6	4	0
<b>Total Closed Units</b>	<b>11</b>			<b>1</b>	<b>6</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>14,875</b>	<b>100%</b>	<b>30.1</b>	<b>1,195</b>	<b>7,040</b>	<b>6,640</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,352</b>			<b>\$1,195</b>	<b>\$1,173</b>	<b>\$1,660</b>	<b>\$0</b>

# September 2020



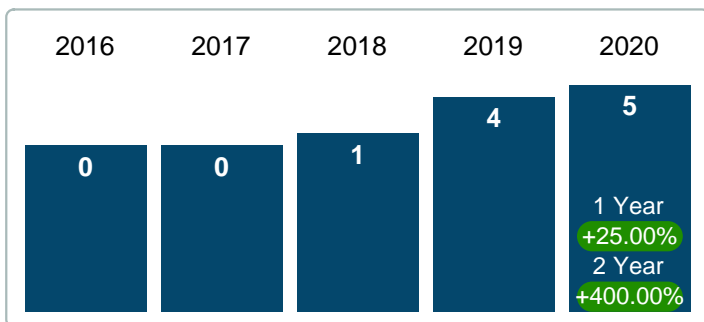
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



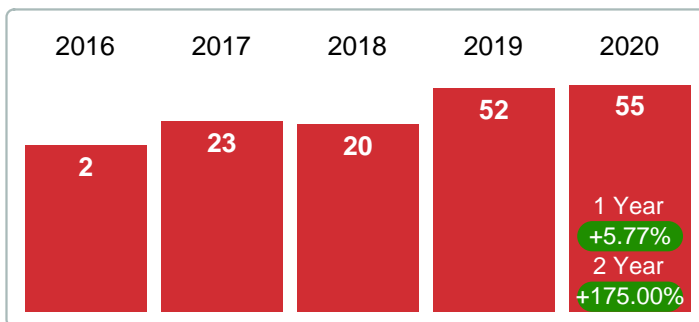
## PENDING LISTINGS

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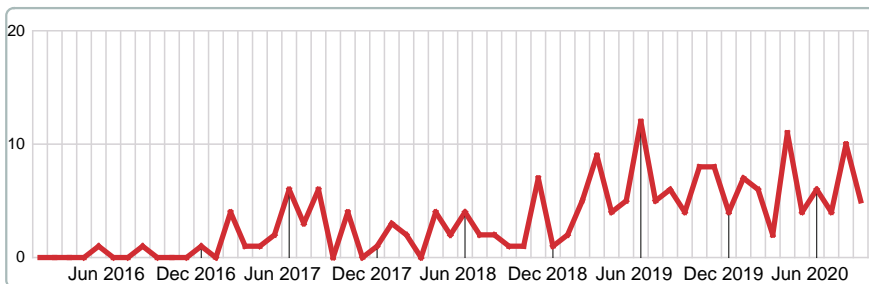
### SEPTEMBER



### YEAR TO DATE (YTD)

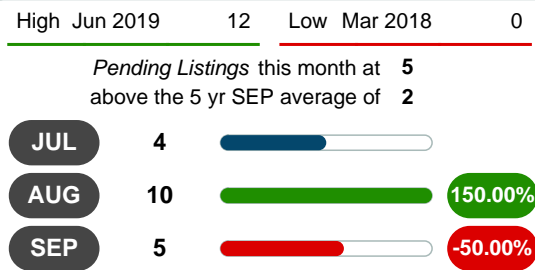


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	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	5	100.00%	38.4	0	2	3	0
<b>Total Pending Units</b>	<b>5</b>			<b>0</b>	<b>2</b>	<b>3</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,435</b>	<b>100%</b>	<b>38.4</b>	<b>0.00B</b>	<b>2,645</b>	<b>5,790</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,687</b>			<b>\$0</b>	<b>\$1,323</b>	<b>\$1,930</b>	<b>\$0</b>

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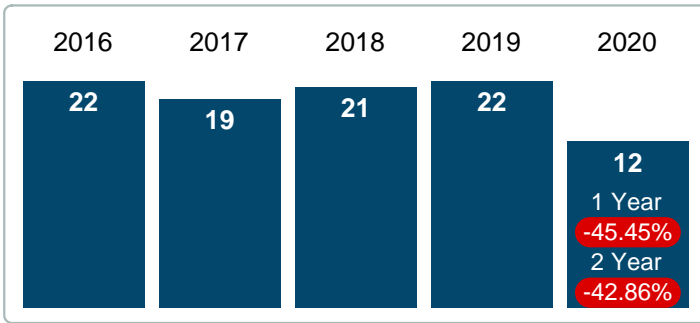
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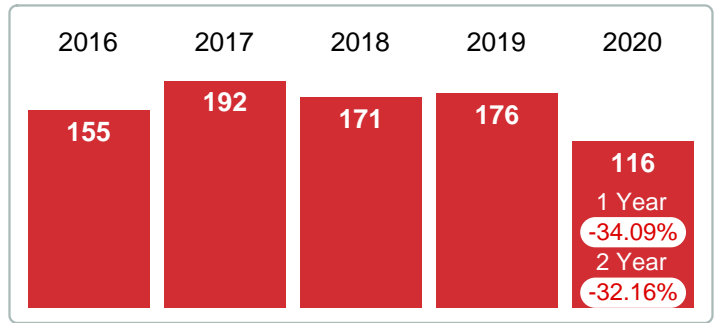
## NEW LISTINGS

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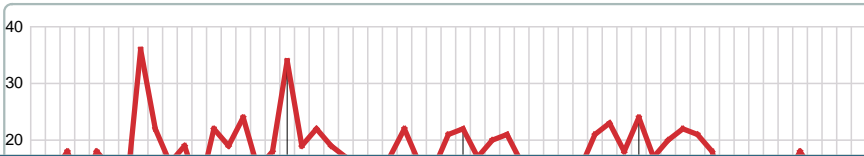
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

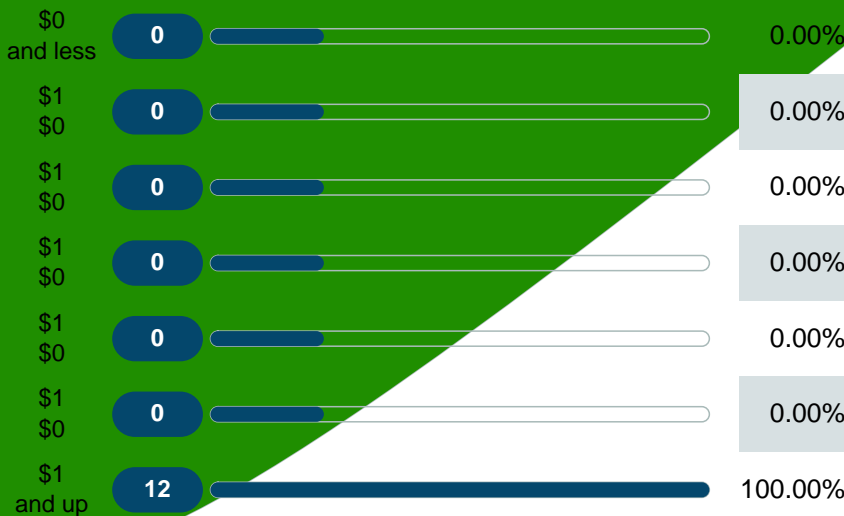


### 3 MONTHS

5 year SEP AVG = 19

High Aug 2016	36	Low Dec 2019	8
New Listings this month at 12			
below the 5 yr SEP average of 19			
JUL	12		
AUG	12		0.00%
SEP	12		0.00%

### Distribution of New Listings by Price Range



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0	0	0
\$1-\$0	0	0	0	0
\$1-\$0	0	0	0	0
\$1-\$0	0	0	0	0
\$1-\$0	0	0	0	0
\$1-\$0	0	0	0	0
\$1-\$0	0	0	0	0
\$1 and up	0	10	2	0
<b>Total</b>	<b>0</b>	<b>10</b>	<b>2</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>0.00B</b>	<b>12.13K</b>	<b>3,020</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>	<b>\$1,213</b>	<b>\$1,510</b>	<b>\$0</b>

Total New Listed Units	12	
Total New Listed Volume	15,150	100%
Average New Listed Listing Price	\$1,263	

# September 2020



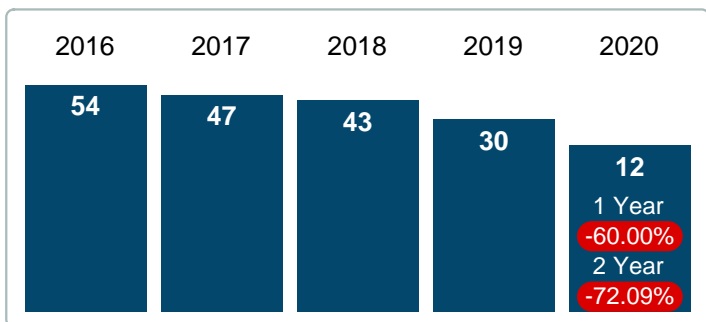
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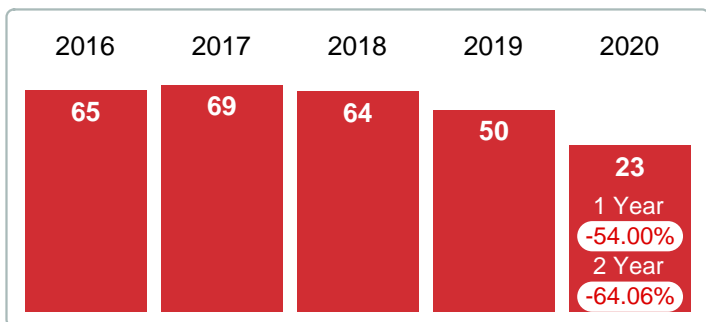
## ACTIVE INVENTORY

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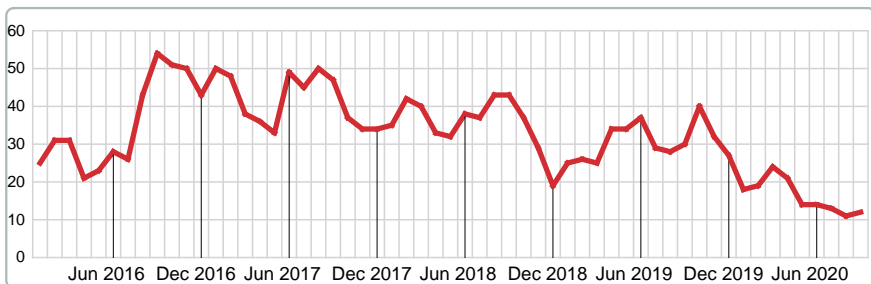
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

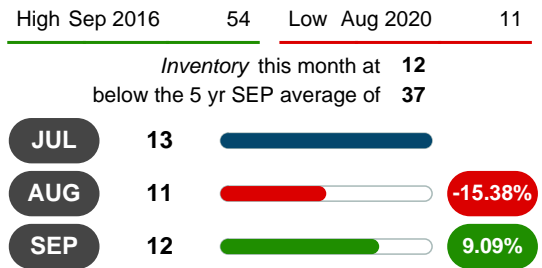


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 37



### 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	12	100.00%	18.6	0	10	2	0
Total Active Inventory by Units			12	0	10	2	0
Total Active Inventory by Volume			16,225	0.00B	12.61K	3,620	0.00B
Average Active Inventory Listing Price			\$1,352	\$0	\$1,261	\$1,810	\$0

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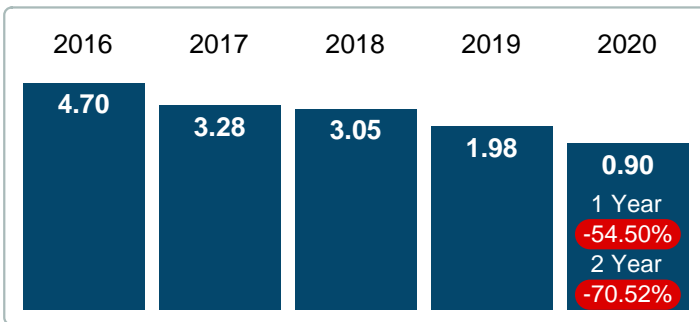
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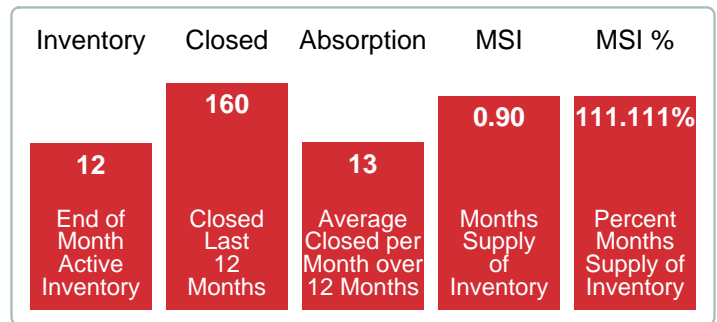
## MONTHS SUPPLY of INVENTORY (MSI)

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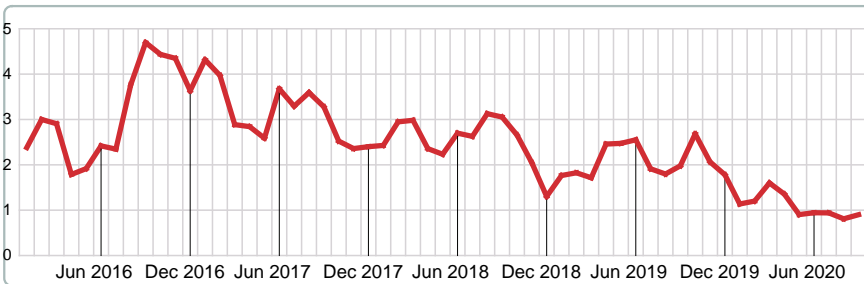
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020

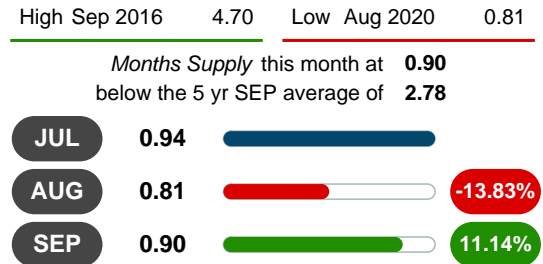


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2.78



### 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	12	100.00%	0.90	0.00	1.12	0.59	0.00
Market Supply of Inventory (MSI)	0.90			0.00	1.12	0.59	0.00
Total Active Inventory by Units	12	100%	0.90	0	10	2	0

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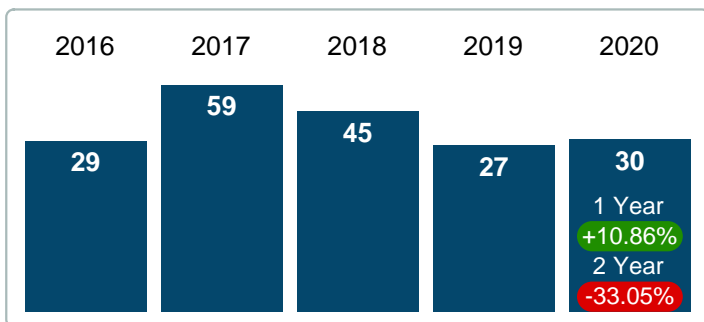
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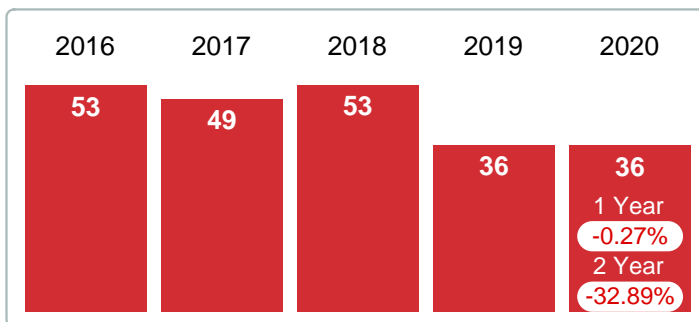
## AVERAGE DAYS ON MARKET TO SALE

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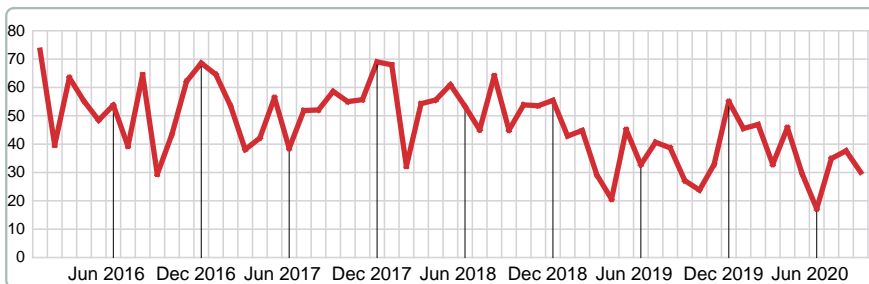
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 38

High Jan 2016 73 Low Jun 2020 17

Average Days on Market to Sale this month at 30 below the 5 yr SEP average of 38

Month	Value	% Change
JUL	35	
AUG	38	7.83%
SEP	30	-20.06%

### 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	11	100.00%	30	60	16	43	0
Average Closed DOM	30			60	16	43	0
Total Closed Units	11		100%	1	6	4	
Total Closed Volume	14,875			1,195	7,040	6,640	0.00B

# September 2020



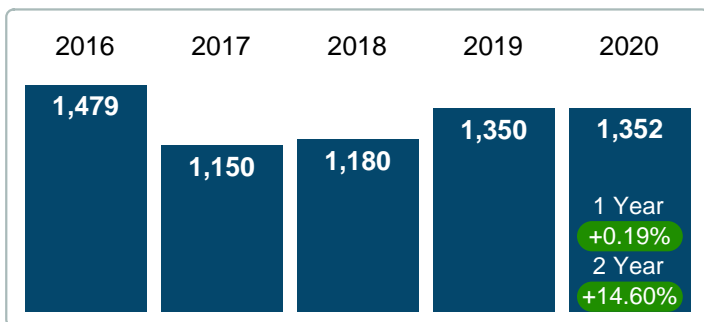
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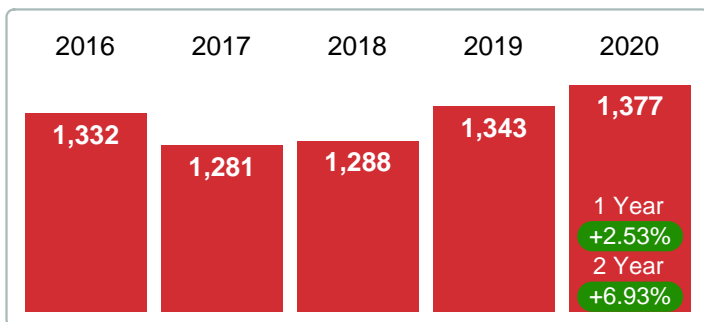
## AVERAGE LIST PRICE AT CLOSING

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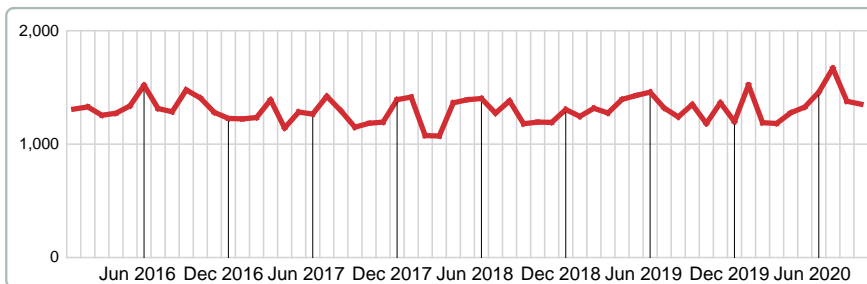
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

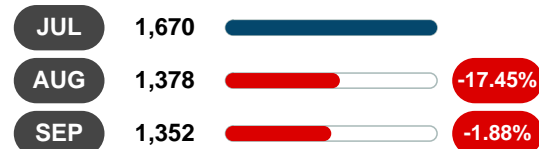


### 3 MONTHS

5 year SEP AVG = 1,302

High Jul 2020 1,670 Low Mar 2018 1,072

Average List Price at Closing this month at **1,352** above the 5 yr SEP average of **1,302**



### 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	11	100.00%	1,352	1,195	1,173	1,660	0
Average List Price			1,352	1,195	1,173	1,660	0
Total Closed Units		100%	1,352	1	6	4	
Total Closed Volume			14,875	1,195	7,040	6,640	0.00B



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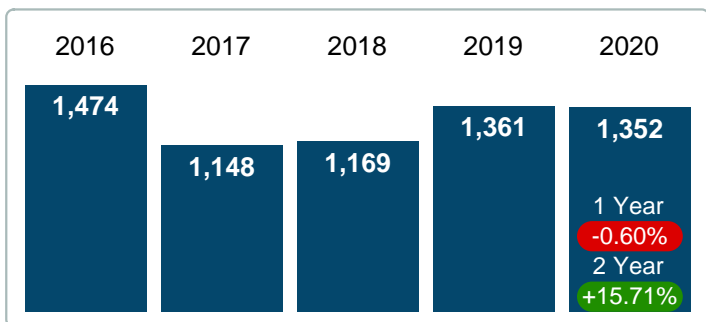
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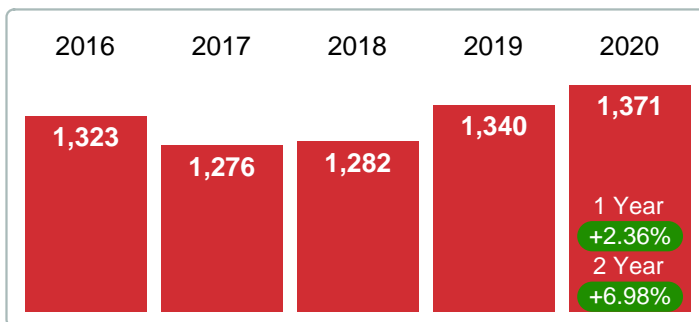
## AVERAGE SOLD PRICE AT CLOSING

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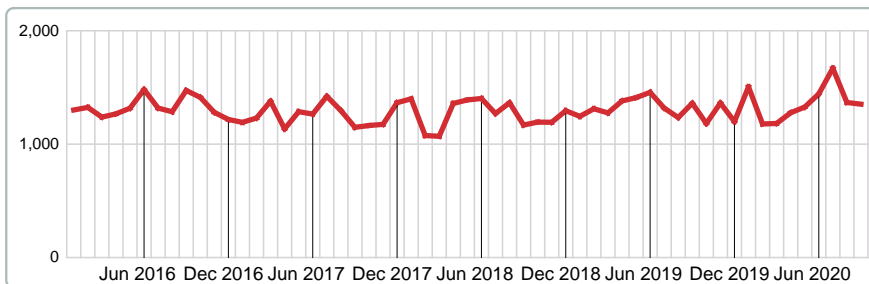
### SEPTEMBER



### YEAR TO DATE (YTD)

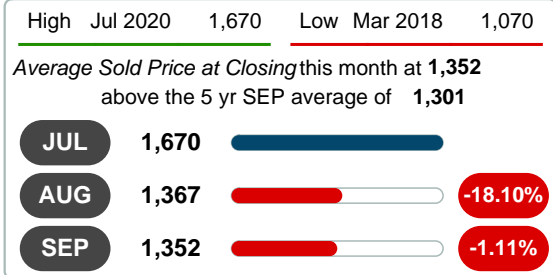


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,301



### 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	11	100.00%	1,352	1,195	1,173	1,660	0
Average Sold Price			1,352	1,195	1,173	1,660	0
Total Closed Units		100%	1,352	1	6	4	
Total Closed Volume			14,875	1,195	7,040	6,640	0.00B

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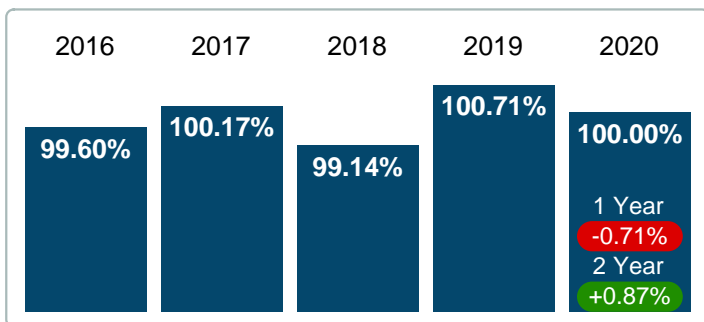
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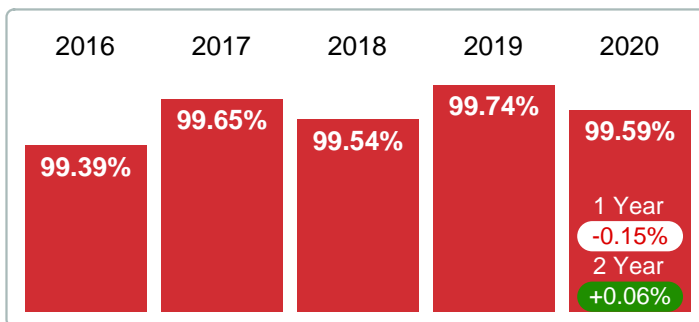
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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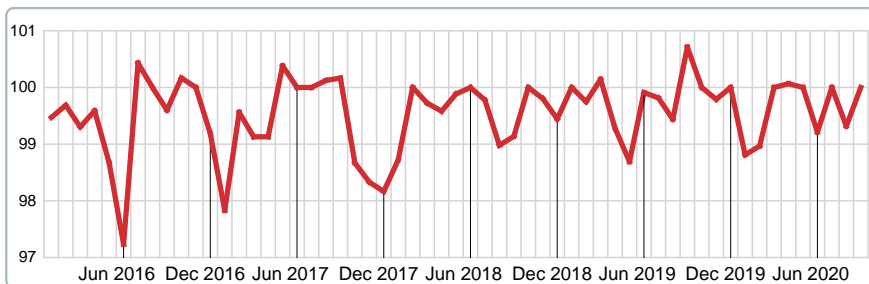
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

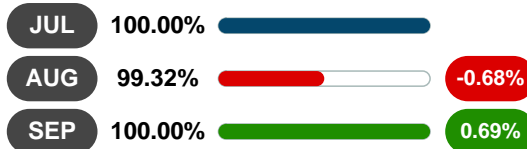


### 3 MONTHS

5 year SEP AVG = 99.92%

High Sep 2019 100.71% Low Jun 2016 97.23%

Average Sold/List Ratio this month at **100.00%** equal to 5 yr SEP average of **99.92%**



## 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	11	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		11	100%	1	6	4	
Total Closed Volume		14,875		1,195	7,040	6,640	0.00B

# September 2020



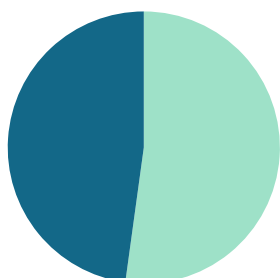
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

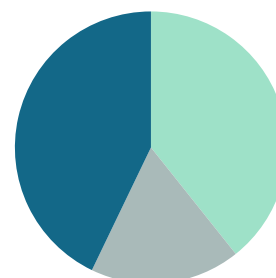


**Inventory**  
 New Listings  
**12 = 52.17%**  
 Start Inventory  
**11**  
 Total Inventory Units  
**23**  
 Volume  
**\$31,100**

### Market Activity

Closed Sales  
**11 = 39.29%**  
 Pending Sales  
**5 = 17.86%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**12 = 42.86%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	14	11	-21.43%	139	117	-15.83%
Pending Sales	4	5	25.00%	52	55	5.77%
New Listings	22	12	-45.45%	176	116	-34.09%
Average List Price	1,350	1,352	0.19%	1,343	1,377	2.53%
Average Sale Price	1,361	1,352	-0.60%	1,340	1,371	2.36%
Average Percent of Selling Price to List Price	100.71%	100.00%	-0.71%	99.74%	99.59%	-0.15%
Average Days on Market to Sale	27.14	30.09	10.86%	35.94	35.85	-0.27%
Monthly Inventory	30	12	-60.00%	30	12	-60.00%
Months Supply of Inventory	1.98	0.90	-54.50%	1.98	0.90	-54.50%

**Absorption:** Last 12 months, an Average of **13** Sales/Month

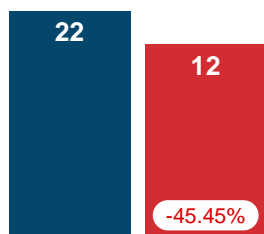
**Inventory** on September 30, 2020 = **12**

**2019** **2020**

### SEPTEMBER MARKET

### AVERAGE PRICES

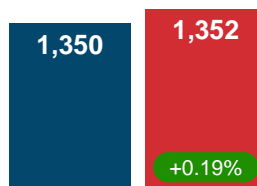
#### New Listings



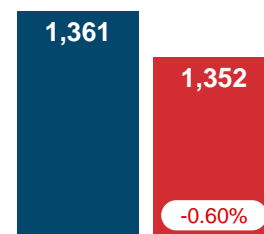
#### Pending Listings



#### List Price



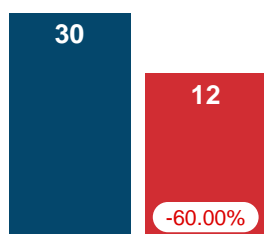
#### Sale Price



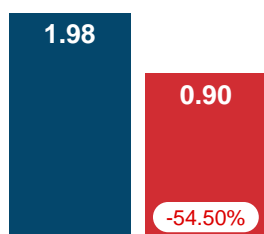
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

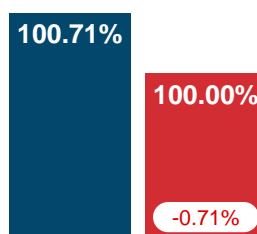
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

