

# September 2020



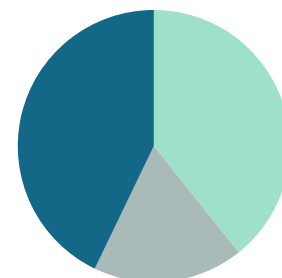
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



## 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%
Median List Price	1,395	1,250	-10.39%
Median Sale Price	1,395	1,250	-10.39%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	25.00	23.00	-8.00%
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.

#### 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 **10.39%** in September 2020 to \$1,250 versus the previous year at \$1,395.

#### Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 2.00 days or **8.00%** in September 2020 compared to last year's same month at **25.00** 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 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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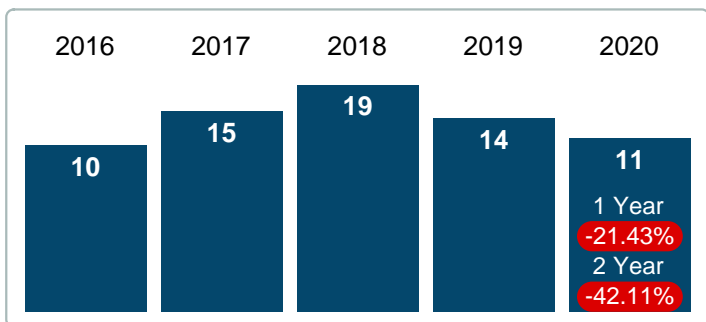
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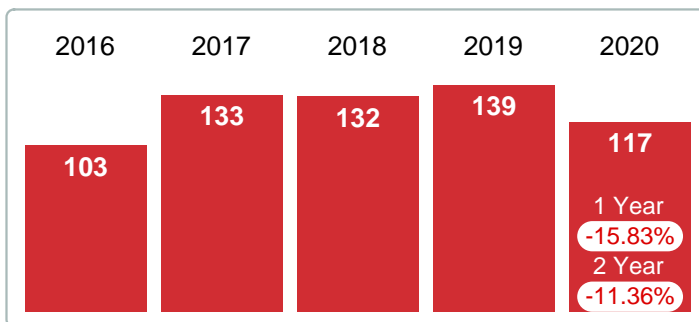
## CLOSED LISTINGS

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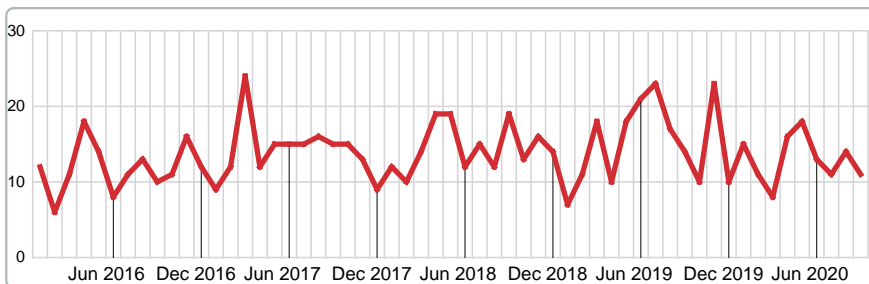
### SEPTEMBER



### YEAR TO DATE (YTD)

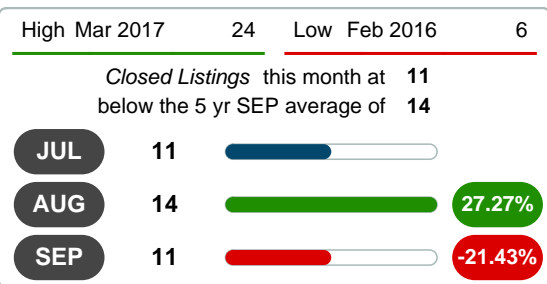


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 14



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	11	100.00%	23.0	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>23.0</b>	<b>1,195</b>	<b>7,040</b>	<b>6,640</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$1,250</b>			<b>\$1,195</b>	<b>\$1,150</b>	<b>\$1,698</b>	<b>\$0</b>

# September 2020



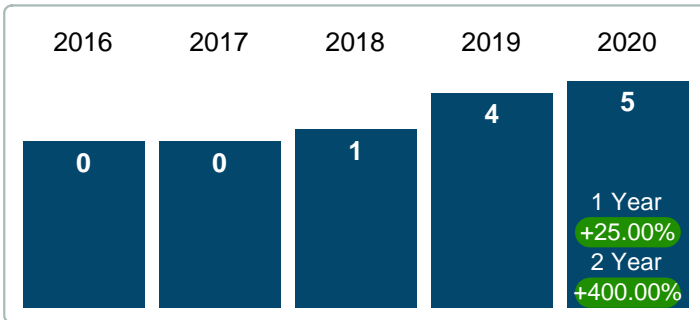
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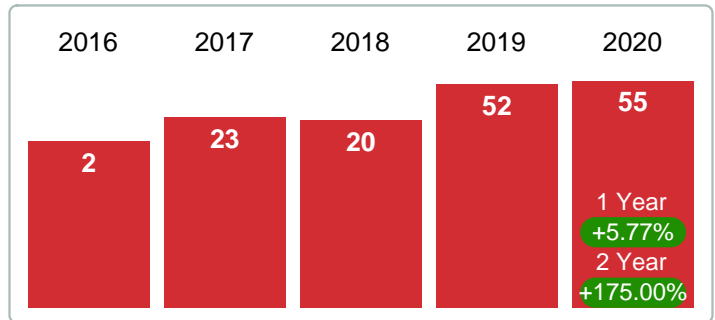
## PENDING LISTINGS

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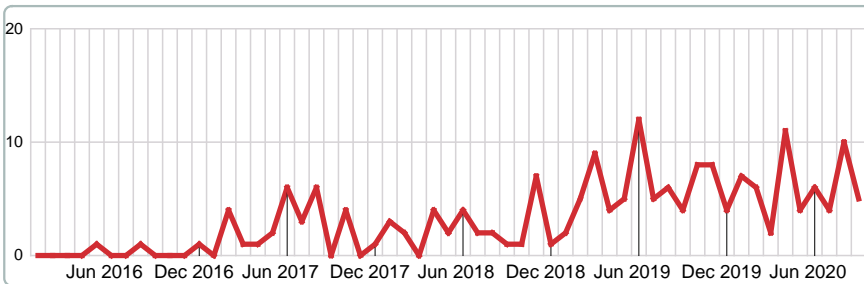
### SEPTEMBER



### YEAR TO DATE (YTD)

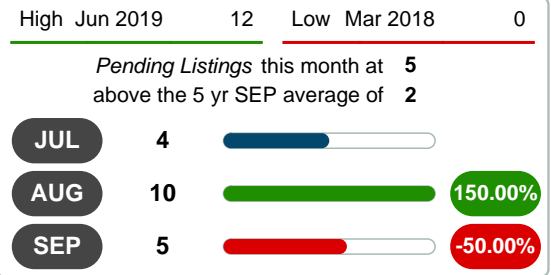


### 5 YEAR MARKET ACTIVITY TRENDS



### 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%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1 and up	5	100.00%	32.0	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>32.0</b>	<b>0.00B</b>	<b>2,645</b>	<b>5,790</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$1,895</b>			<b>\$0</b>	<b>\$1,323</b>	<b>\$1,945</b>	<b>\$0</b>

# September 2020



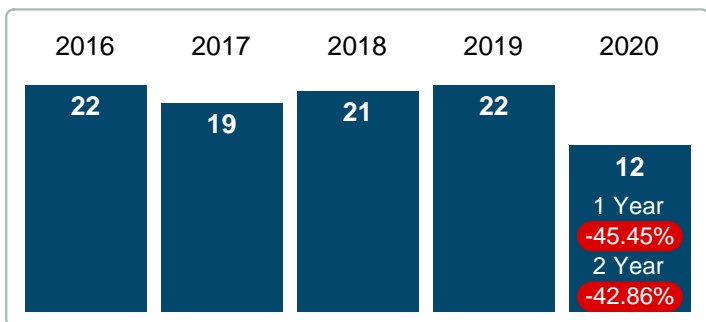
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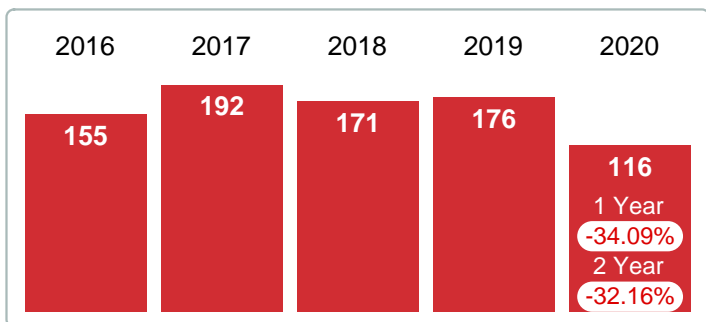
## NEW LISTINGS

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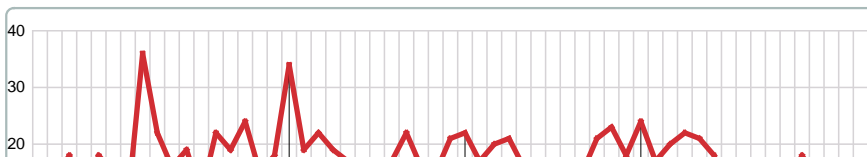
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



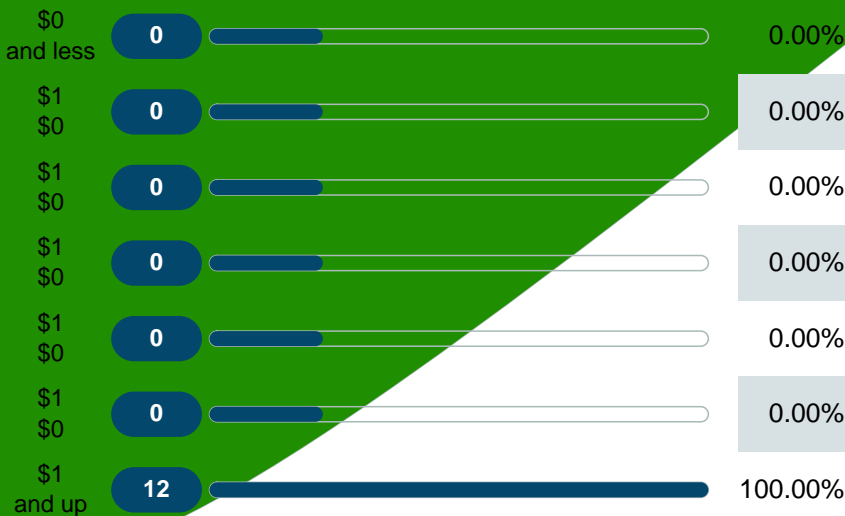
### 3 MONTHS

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>Median New Listed Listing Price</b>	<b>\$0</b>	<b>\$1,223</b>	<b>\$1,510</b>	<b>\$0</b>

Total New Listed Units	12	
Total New Listed Volume	15,150	100%
Median New Listed Listing Price	\$1,273	

# September 2020



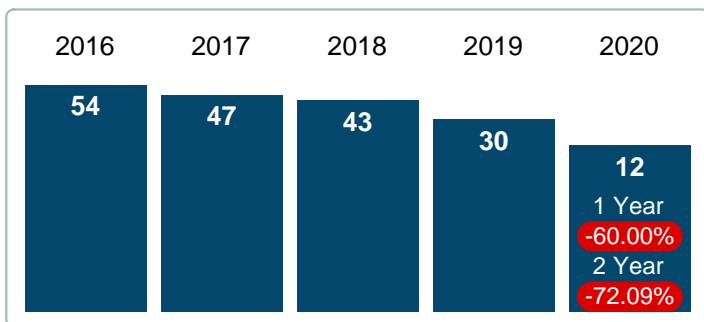
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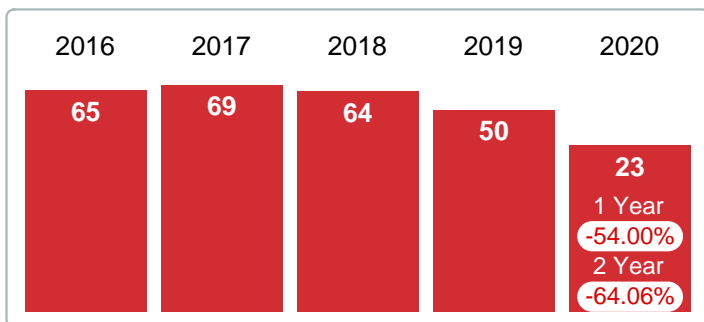
## ACTIVE INVENTORY

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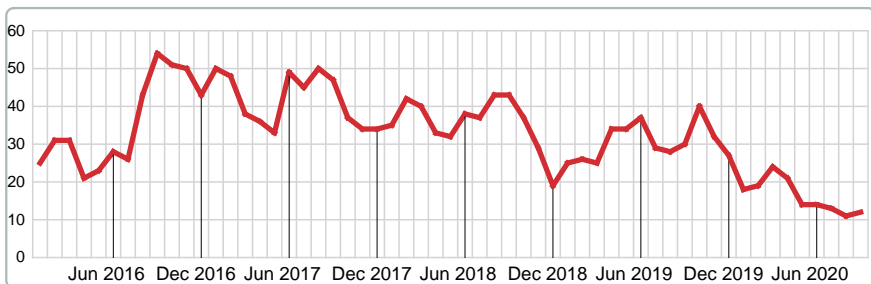
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

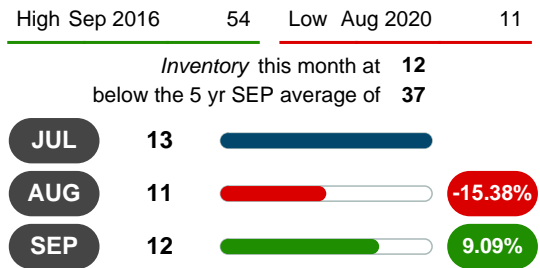


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 37



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	32.0	0	0	0	0
\$1 \$0	0	0.00%	32.0	0	0	0	0
\$1 \$0	0	0.00%	32.0	0	0	0	0
\$1 \$0	0	0.00%	32.0	0	0	0	0
\$1 \$0	0	0.00%	32.0	0	0	0	0
\$1 \$0	0	0.00%	32.0	0	0	0	0
\$1 and up	12	100.00%	14.5	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
Median Active Inventory Listing Price			\$1,298	\$0	\$1,273	\$1,810	\$0

# September 2020



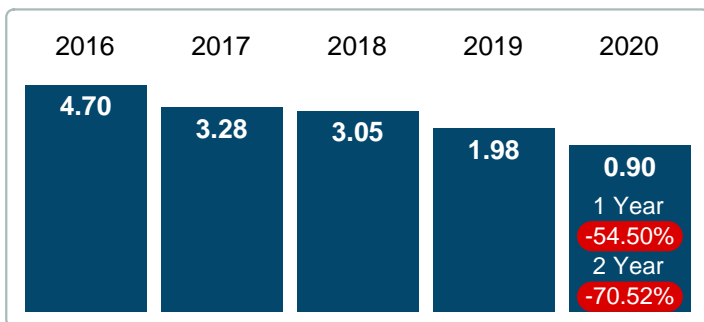
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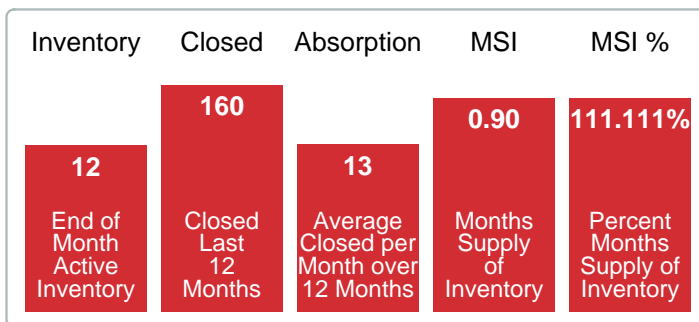
## MONTHS SUPPLY of INVENTORY (MSI)

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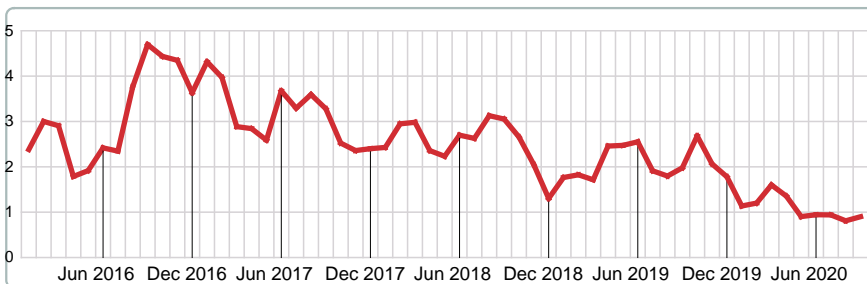
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020

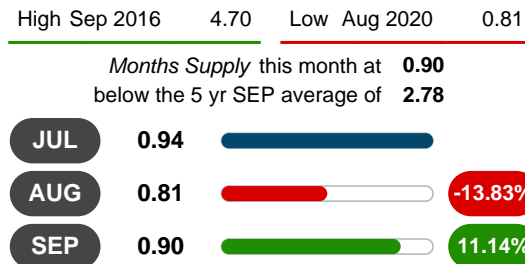


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2.78



### 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

# September 2020



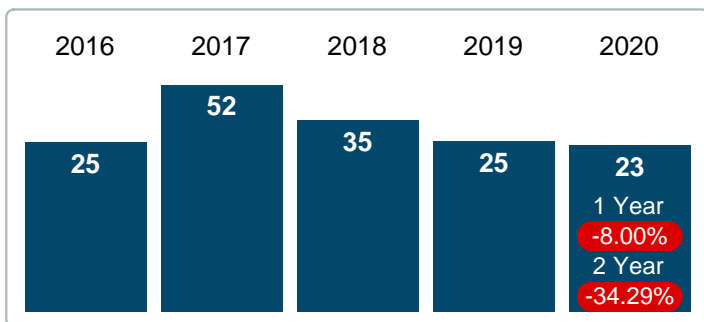
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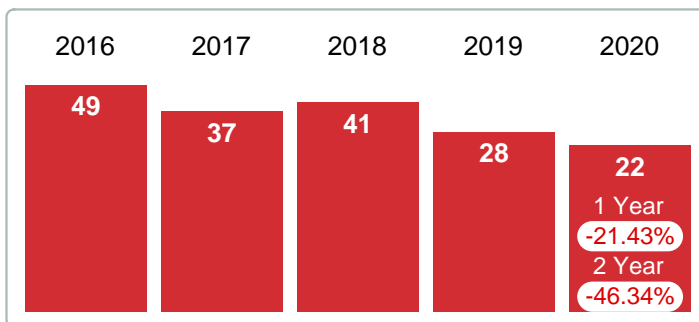
## MEDIAN DAYS ON MARKET TO SALE

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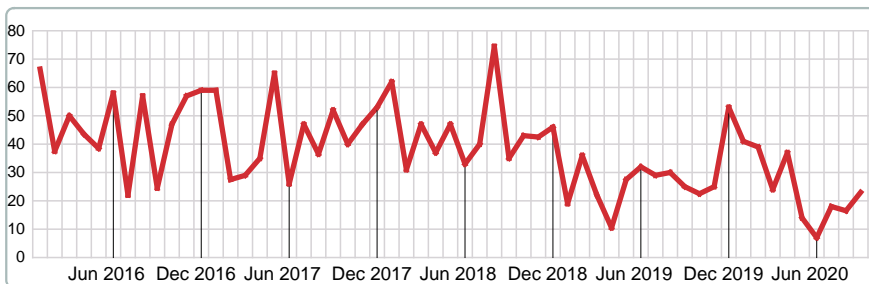
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

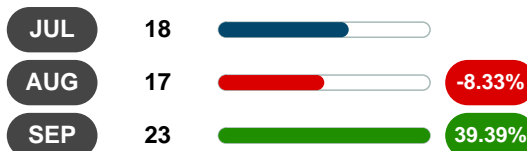


### 3 MONTHS

5 year SEP AVG = 32

High Aug 2018 75 Low Jun 2020 7

Median Days on Market to Sale this month at 23 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%	15	0	0	0	0
\$1-\$0	0	0.00%	15	0	0	0	0
\$1-\$0	0	0.00%	15	0	0	0	0
\$1-\$0	0	0.00%	15	0	0	0	0
\$1-\$0	0	0.00%	15	0	0	0	0
\$1-\$0	0	0.00%	15	0	0	0	0
\$1 and up	11	100.00%	23	60	15	32	0
Median Closed DOM			23	60	15	32	0
Total Closed Units		100%	23.0	1	6	4	
Total Closed Volume			14,875	1,195	7,040	6,640	0.00B

# September 2020



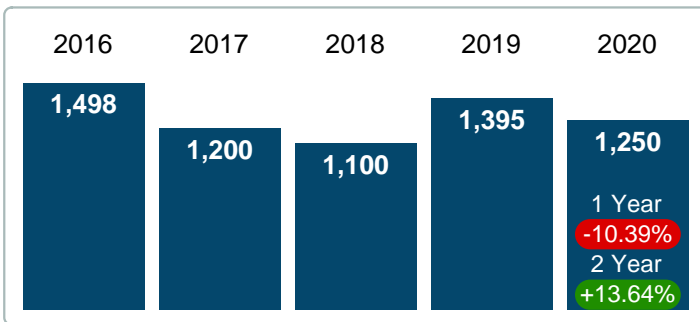
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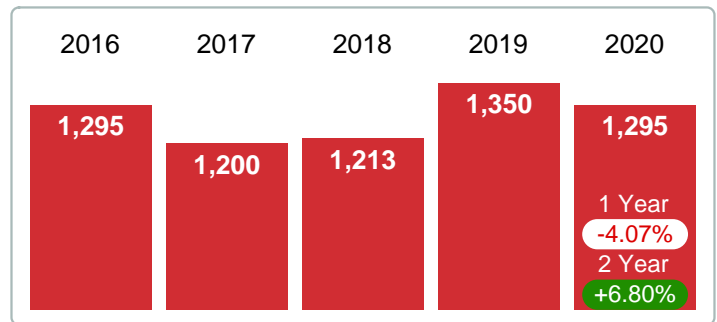
## MEDIAN LIST PRICE AT CLOSING

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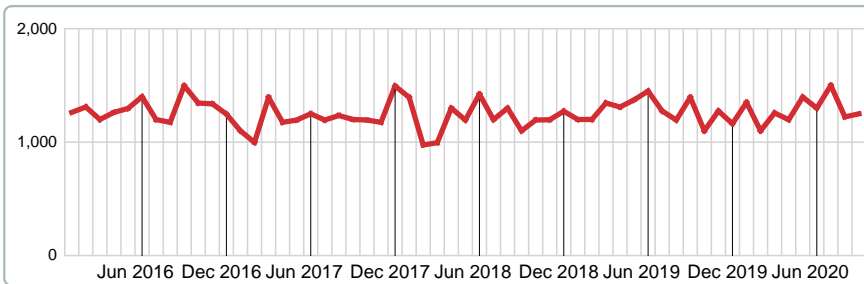
### SEPTEMBER



### YEAR TO DATE (YTD)

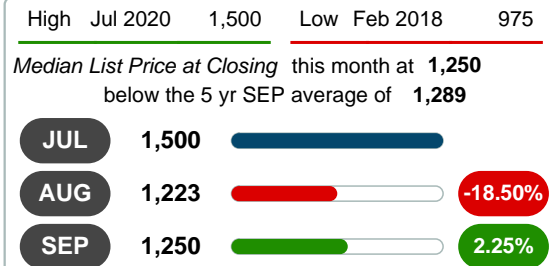


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,289



### 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%	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	11	100.00%	1,250	1,195	1,150	1,698	0
Median List Price			1,250	1,195	1,150	1,698	0
Total Closed Units		100%	1,250	1	6	4	
Total Closed Volume			14,875	1,195	7,040	6,640	0.00B



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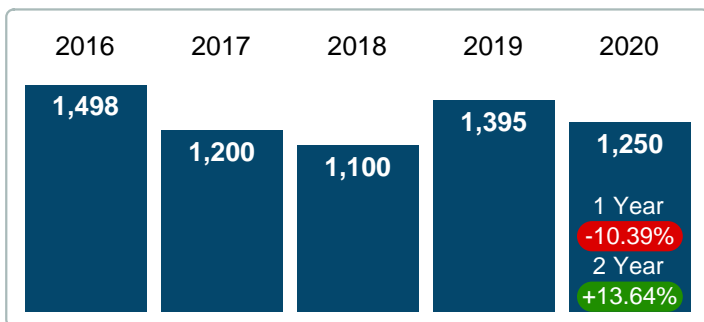
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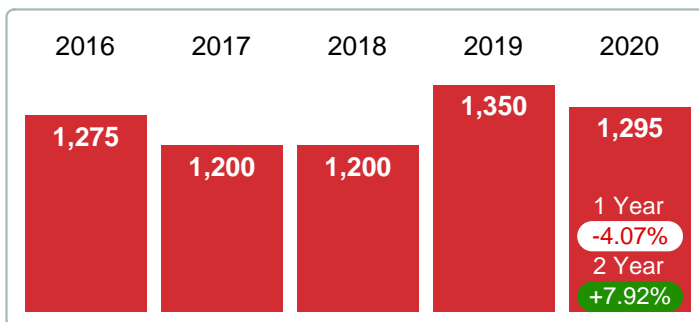
## MEDIAN SOLD PRICE AT CLOSING

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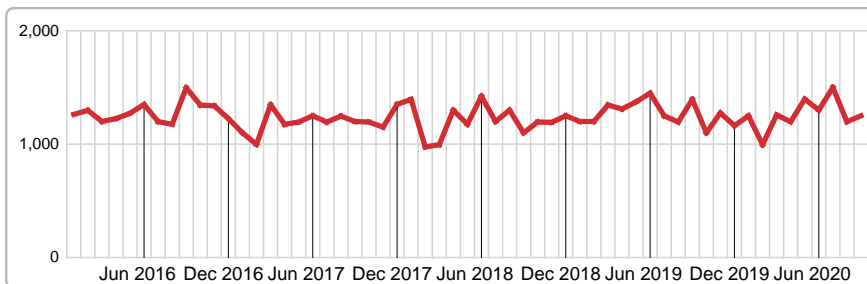
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,289

High Jul 2020 1,500 Low Feb 2018 975

Median Sold Price at Closing this month at 1,250 below the 5 yr SEP average of 1,289



### 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	11	100.00%	1,250	1,195	1,150	1,698	0
Median Sold Price			1,250	1,195	1,150	1,698	0
Total Closed Units		100%	1,250	1	6	4	
Total Closed Volume			14,875	1,195	7,040	6,640	0.00B

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## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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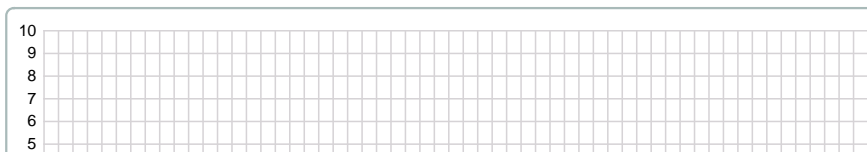
### SEPTEMBER

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%	1,250.00%	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	11	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		11	100%	100.00%	1	6	4
Total Closed Volume		14,875			1,195	7,040	6,640
							0.00B

# September 2020



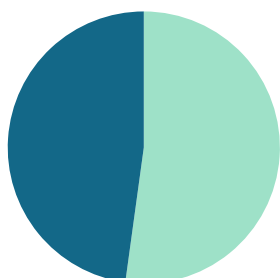
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

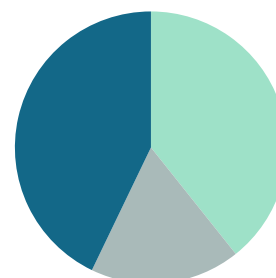


**Inventory**  
 New Listings  
**12 = 52.17%**  
 Start Inventory  
**11**  
 Total Inventory Units  
**23**  
 Volume  
**\$31,100**

### 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%
Median List Price	1,395	1,250	-10.39%	1,350	1,295	-4.07%
Median Sale Price	1,395	1,250	-10.39%	1,350	1,295	-4.07%
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	25.00	23.00	-8.00%	28.00	22.00	-21.43%
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%

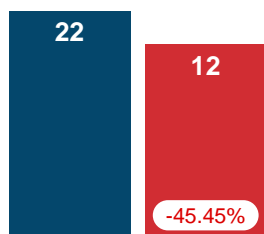
**Absorption:** Last 12 months, an Average of **13** Sales/Month

**Inventory** on September 30, 2020 = **12** 2019 2020

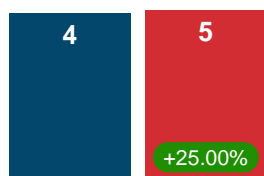
### SEPTEMBER MARKET

### MEDIAN PRICES

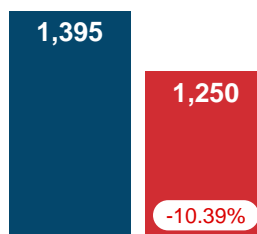
#### New Listings



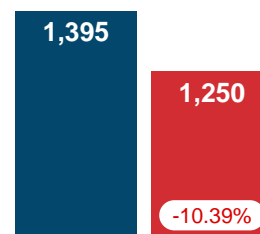
#### Pending Listings



#### List Price



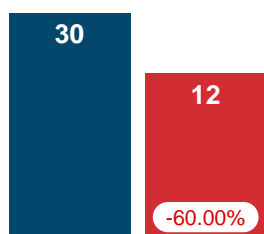
#### Sale Price



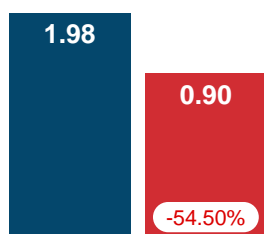
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

