

September 2020



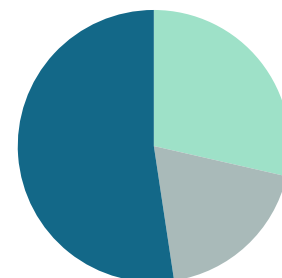
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	September 2020	+/-%
Closed Listings	8	6	-25.00%
Pending Listings	4	4	0.00%
New Listings	12	10	-16.67%
Average List Price	1,653	1,731	4.74%
Average Sale Price	1,643	1,748	6.40%
Average Percent of Selling Price to List Price	99.61%	100.20%	0.59%
Average Days on Market to Sale	27.38	13.50	-50.68%
End of Month Inventory	21	11	-47.62%
Months Supply of Inventory	2.03	1.29	-36.32%



■ Closed (28.57%)
■ Pending (19.05%)
■ Other OffMarket (0.00%)
■ Active (52.38%)

Absorption: Last 12 months, an Average of **9** Sales/Month
Active Inventory as of September 30, 2020 = **11**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **47.62%** to 11 existing homes available for sale. Over the last 12 months this area has had an average of 9 closed sales per month. This represents an unsold inventory index of **1.29** 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 **6.40%** in September 2020 to \$1,748 versus the previous year at \$1,643.

Average Days on Market Shortens

The average number of **13.50** days that homes spent on the market before selling decreased by 13.88 days or **50.68%** in September 2020 compared to last year's same month at **27.38** 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 weak this month.

There were 10 New Listings in September 2020, down **16.67%** from last year at 12. Furthermore, there were 6 Closed Listings this month versus last year at 8, a **-25.00%** decrease.

Closed versus Listed trends yielded a **60.0%** ratio, down from previous year's, September 2019, at **66.7%**, a **10.00%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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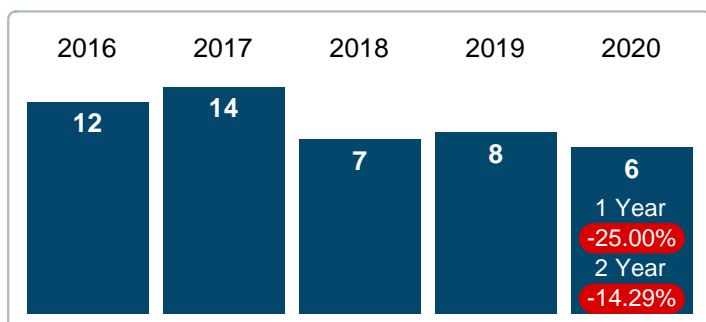
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



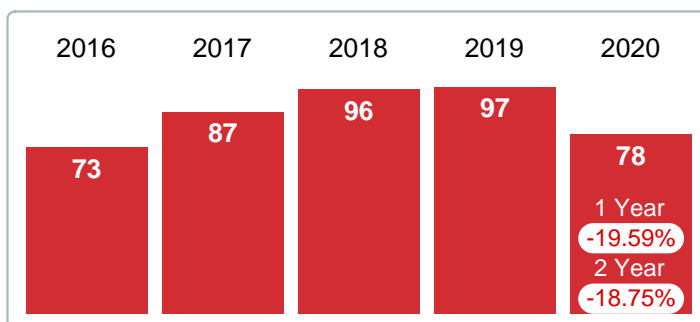
CLOSED LISTINGS

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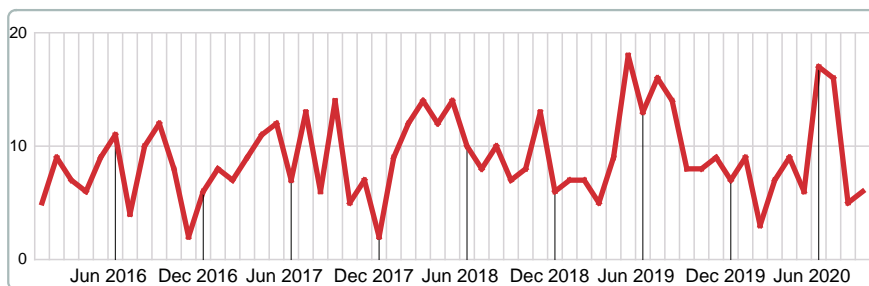
SEPTEMBER



YEAR TO DATE (YTD)

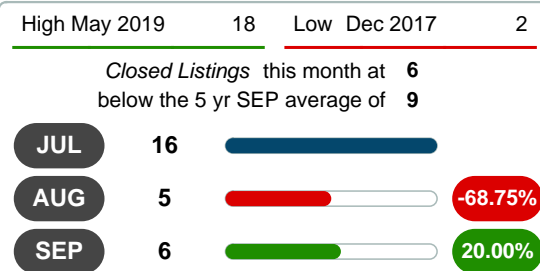


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 9



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	6	100.00%	13.5	0	4	2	0
Total Closed Units	6			0	4	2	0
Total Closed Volume	10,490	100%	13.5	0.00B	5,895	4,595	0.00B
Average Closed Price	\$1,748			\$0	\$1,474	\$2,298	\$0

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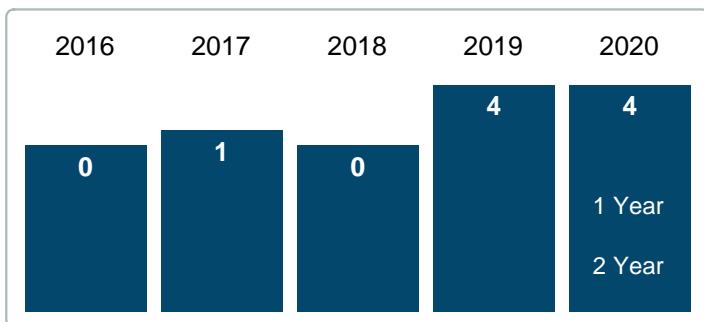
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



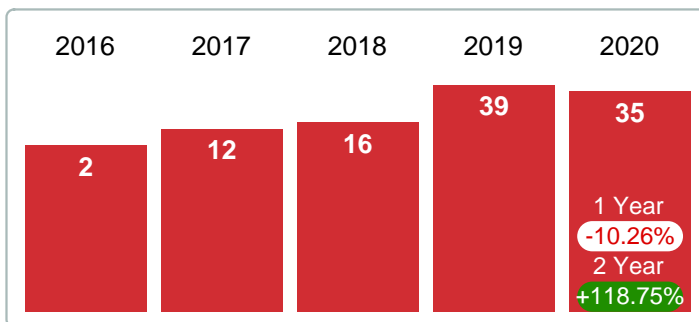
PENDING LISTINGS

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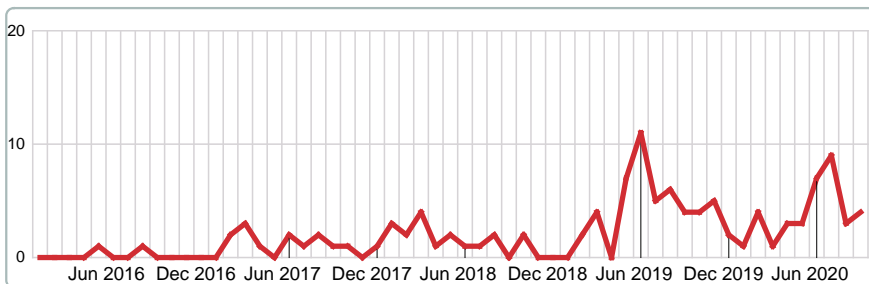
SEPTEMBER



YEAR TO DATE (YTD)

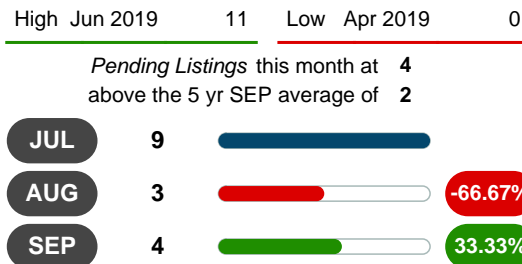


5 YEAR MARKET ACTIVITY TRENDS



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	4	100.00%	7.0	0	2	2	0
Total Pending Units	4			0	2	2	0
Total Pending Volume	7,840	100%	7.0	0.00B	3,045	4,795	0.00B
Average Listing Price	\$1,960			\$0	\$1,523	\$2,398	\$0

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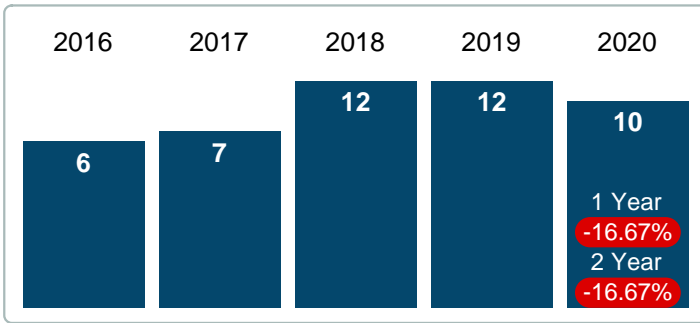
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



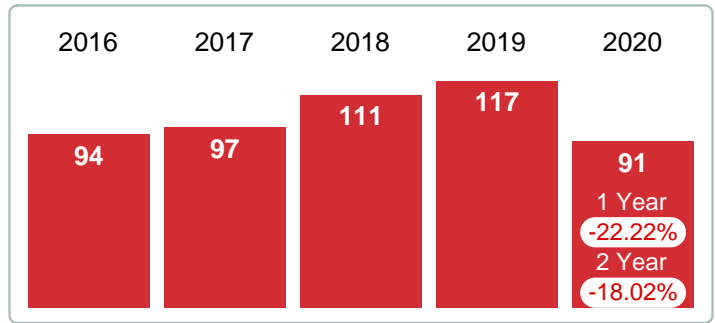
NEW LISTINGS

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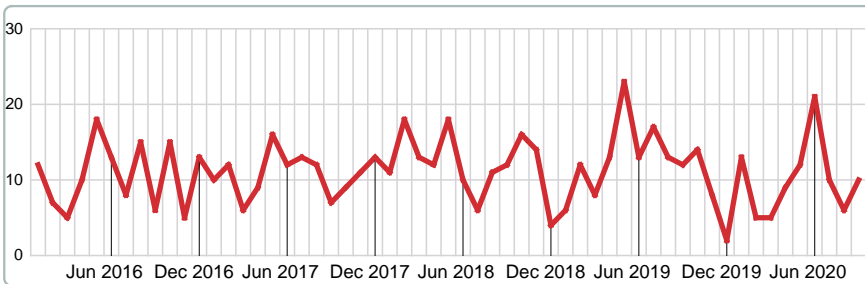
SEPTEMBER



YEAR TO DATE (YTD)

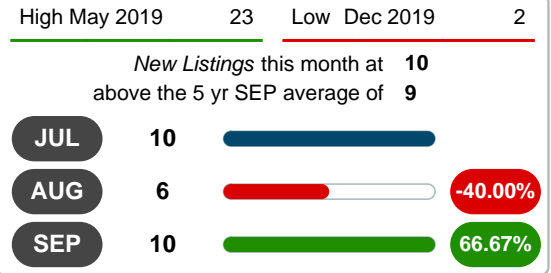


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 9



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	10	100.00%	0	6	4	0
Total New Listed Units	10		0	6	4	0
Total New Listed Volume	18,255	100%	0.00B	9,135	9,120	0.00B
Average New Listed Listing Price	\$1,851		\$0	\$1,523	\$2,280	\$0

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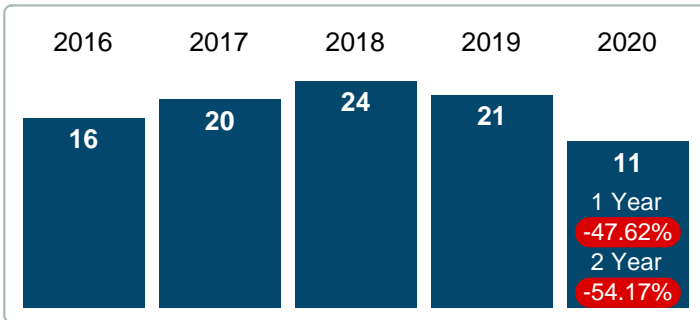
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



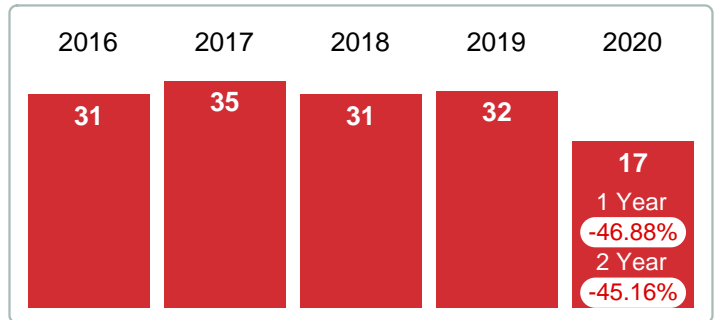
ACTIVE INVENTORY

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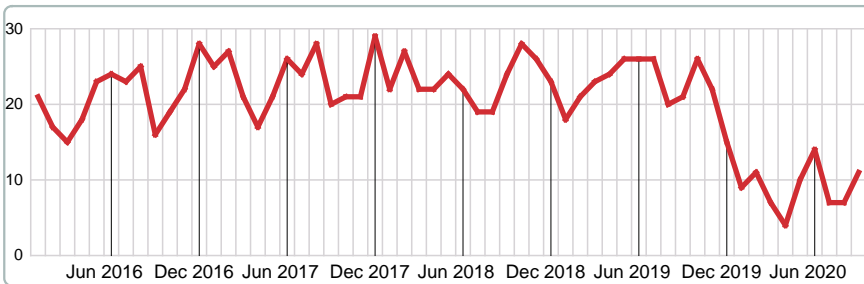
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

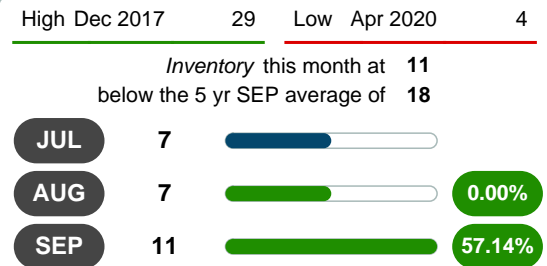


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 18



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	11	100.00%	30.9	0	6	4	1
Total Active Inventory by Units			11	0	6	4	1
Total Active Inventory by Volume			20,955	0.00B	8,935	10.33K	1,695
Average Active Inventory Listing Price			\$1,905	\$0	\$1,489	\$2,581	\$1,695

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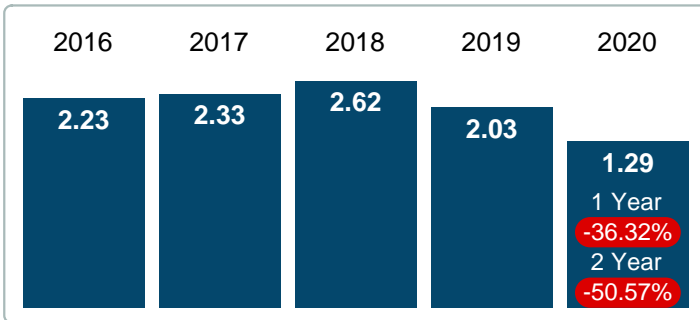
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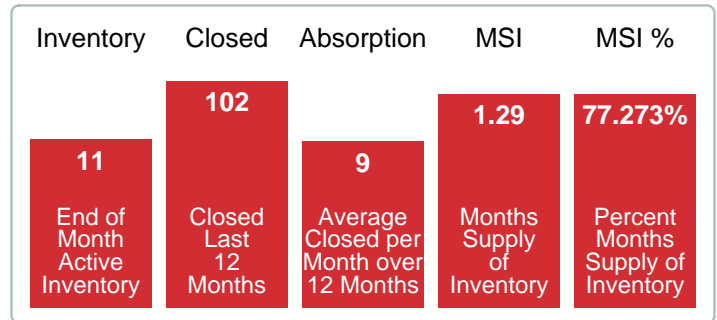
MONTHS SUPPLY of INVENTORY (MSI)

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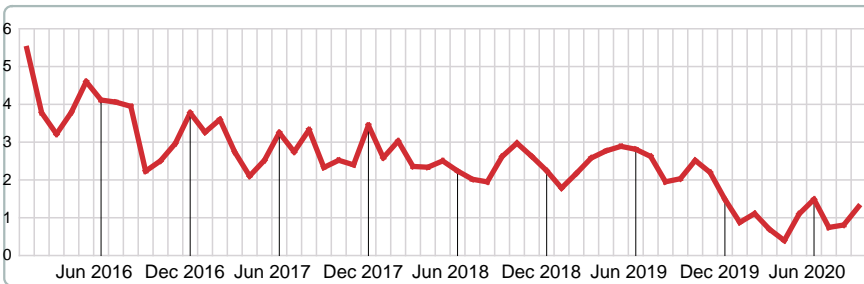
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.10

High Jan 2016 5.48 Low Apr 2020 0.40

Months Supply this month at 1.29 below the 5 yr SEP average of 2.10



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	11	100.00%	1.29	0.00	1.14	1.55	2.40
Market Supply of Inventory (MSI)			1.29	0.00	1.14	1.55	2.40
Total Active Inventory by Units		100%	1.29	0	6	4	1

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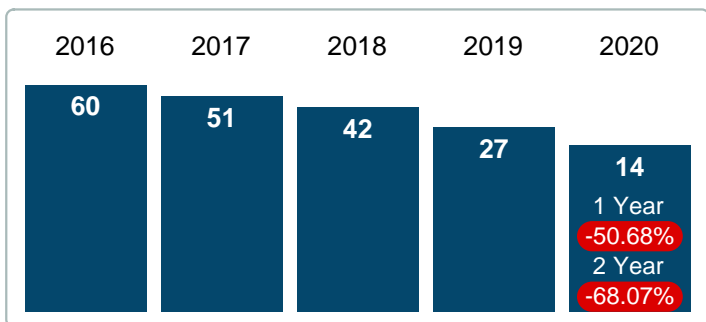
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



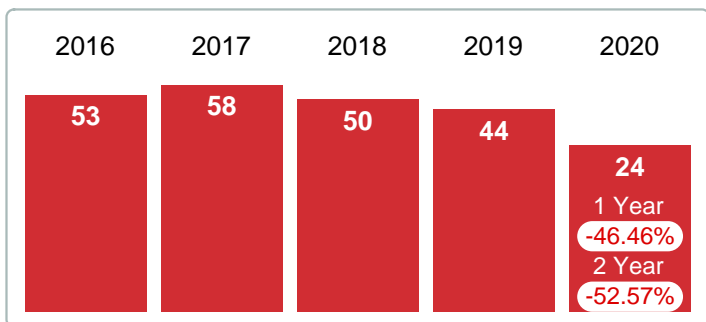
AVERAGE DAYS ON MARKET TO SALE

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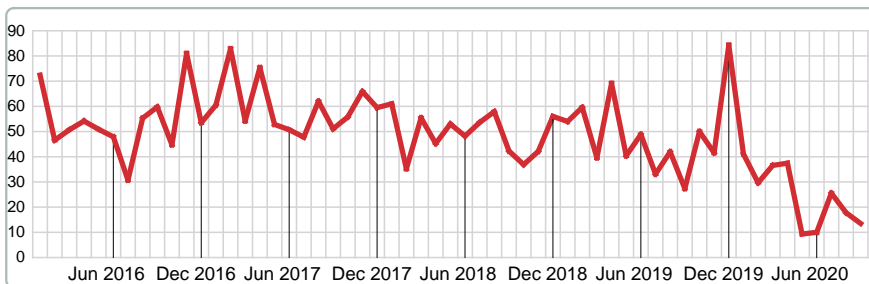
SEPTEMBER



YEAR TO DATE (YTD)

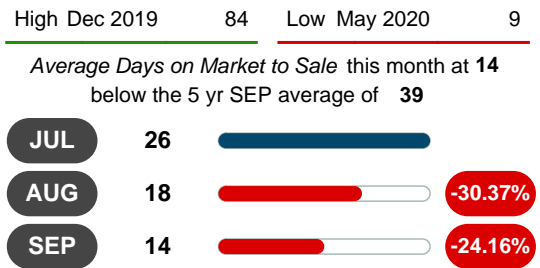


5 YEAR MARKET ACTIVITY TRENDS



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
\$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	6	100.00%	14	0	16	9	0
Average Closed DOM			14	0	16	9	0
Total Closed Units		100%	14		4	2	
Total Closed Volume			10,490	0.00B	5,895	4,595	0.00B

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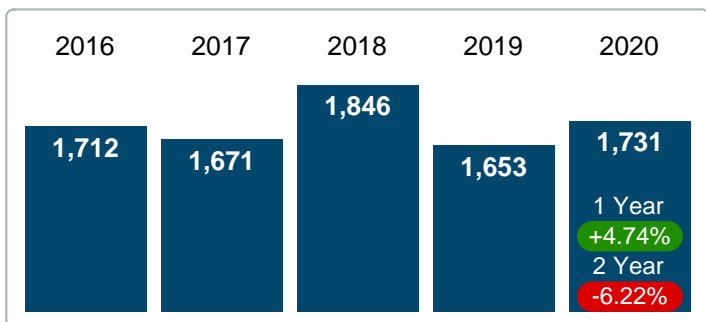
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



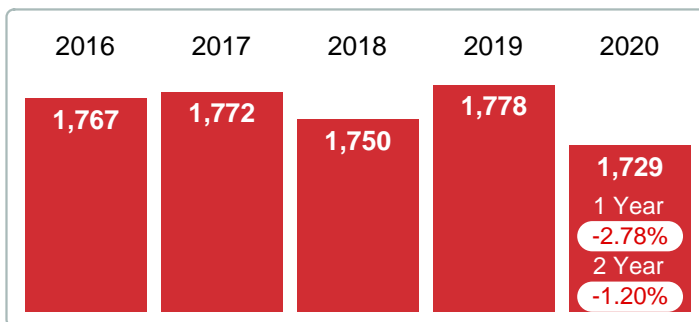
AVERAGE LIST PRICE AT CLOSING

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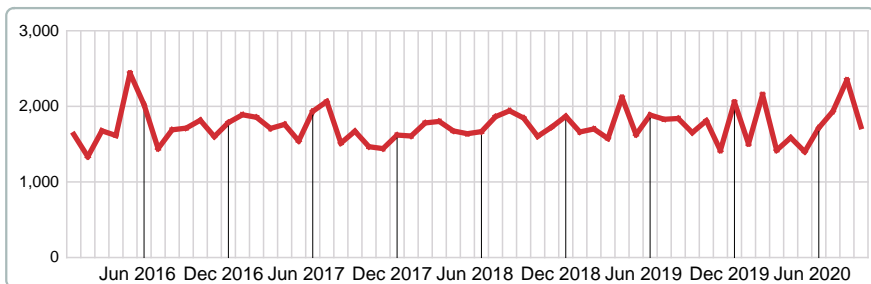
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

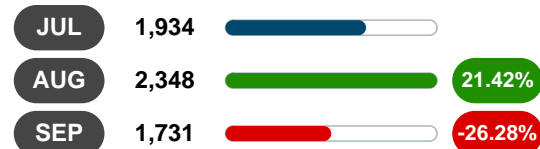


3 MONTHS

5 year SEP AVG = 1,722

High May 2016 2,439 Low Feb 2016 1,334

Average List Price at Closing this month at 1,731 above the 5 yr SEP average of 1,722



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	6	100.00%	1,731	0	1,498	2,198	0
Average List Price			1,731	0	1,498	2,198	0
Total Closed Units		100%	1,731		4	2	
Total Closed Volume			10,385	0.00B	5,990	4,395	0.00B

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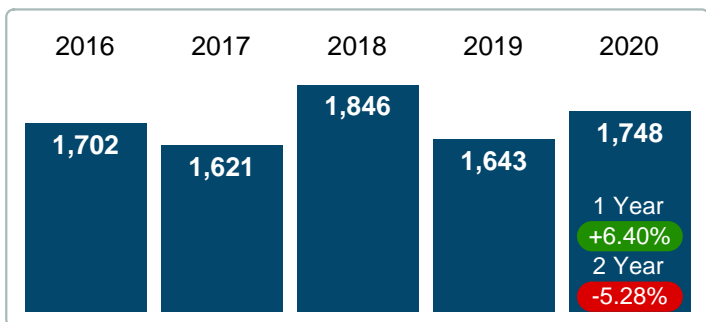
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



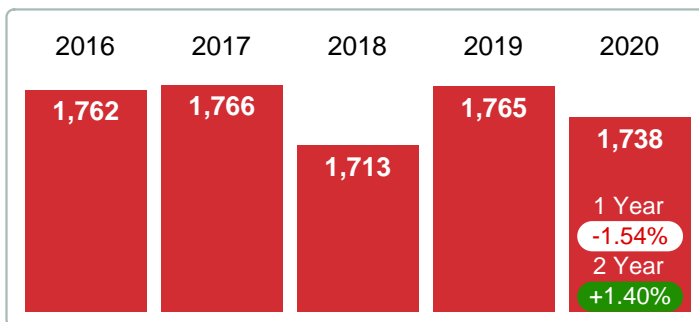
AVERAGE SOLD PRICE AT CLOSING

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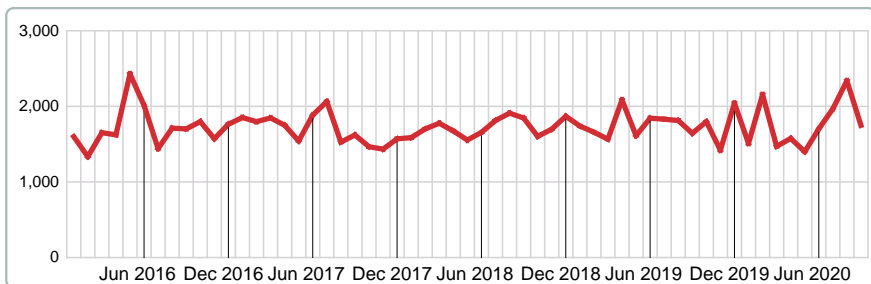
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

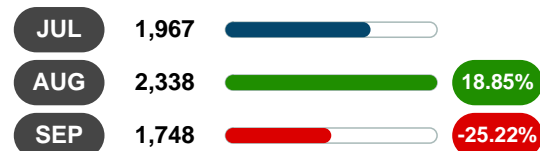


3 MONTHS

5 year SEP AVG = 1,712

High May 2016 2,429 Low Feb 2016 1,334

Average Sold Price at Closing this month at 1,748 above the 5 yr SEP average of 1,712



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	6	100.00%	1,748	0	1,474	2,298	0
Average Sold Price			1,748	0	1,474	2,298	0
Total Closed Units		100%	1,748		4	2	
Total Closed Volume			10,490	0.00B	5,895	4,595	0.00B

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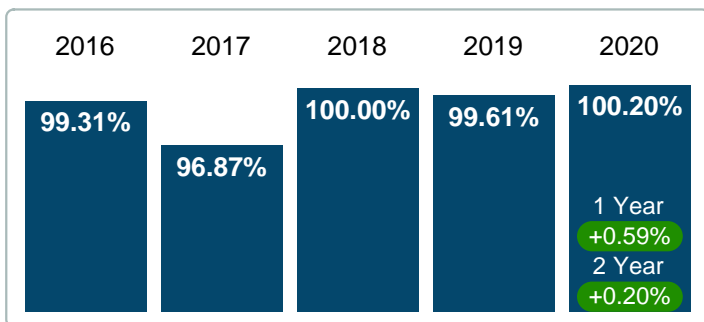
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



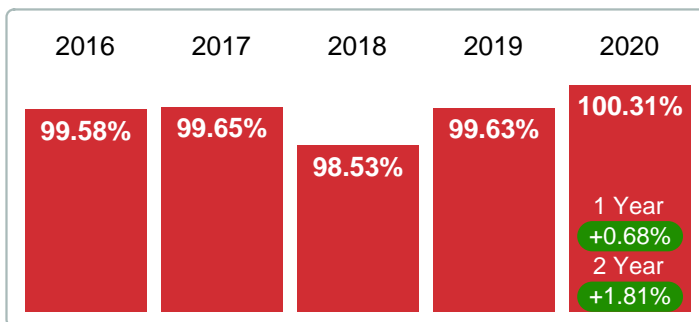
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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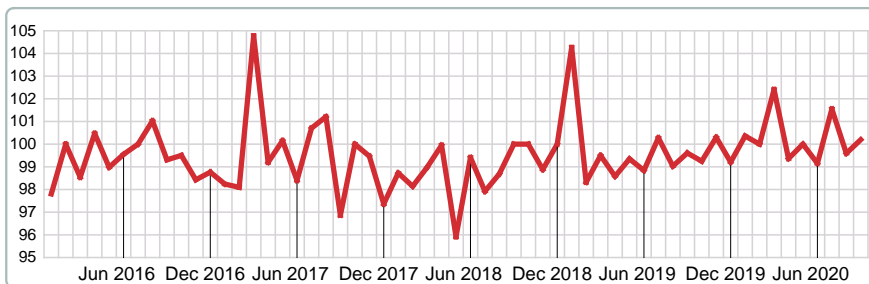
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

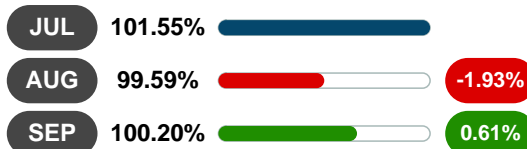


3 MONTHS

5 year SEP AVG = 99.20%

High Mar 2017 104.78% Low May 2018 95.92%

Average Sold/List Ratio this month at **100.20%** above the 5 yr SEP average of **99.20%**



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	6	100.00%	100.20%	0.00%	98.51%	103.57%	0.00%
Average Sold/List Ratio		100.20%		0.00%	98.51%	103.57%	0.00%
Total Closed Units		6	100%		4	2	
Total Closed Volume		10,490		0.00B	5,895	4,595	0.00B

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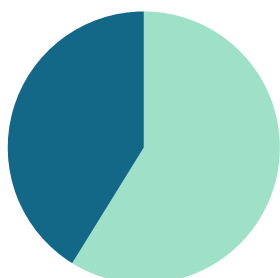
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



MARKET SUMMARY

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

INVENTORY

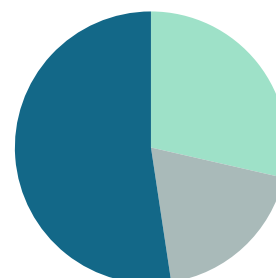


Inventory
 New Listings
10 = 58.82%
 Start Inventory
7
 Total Inventory Units
17
 Volume
\$31,340

Market Activity

Closed Sales
6 = 28.57%
 Pending Sales
4 = 19.05%
 Other Off Market
0 = 0.00%
 Active Inventory
11 = 52.38%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	8	6	-25.00%	97	78	-19.59%
Pending Sales	4	4	0.00%	39	35	-10.26%
New Listings	12	10	-16.67%	117	91	-22.22%
Average List Price	1,653	1,731	4.74%	1,778	1,729	-2.78%
Average Sale Price	1,643	1,748	6.40%	1,765	1,738	-1.54%
Average Percent of Selling Price to List Price	99.61%	100.20%	0.59%	99.63%	100.31%	0.68%
Average Days on Market to Sale	27.38	13.50	-50.68%	44.46	23.81	-46.46%
Monthly Inventory	21	11	-47.62%	21	11	-47.62%
Months Supply of Inventory	2.03	1.29	-36.32%	2.03	1.29	-36.32%

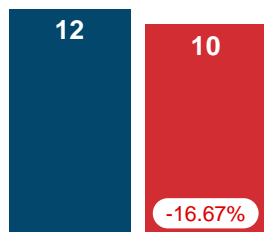
Absorption: Last 12 months, an Average of **9** Sales/Month

Inventory on September 30, 2020 = **11** 2019 2020

SEPTEMBER MARKET

AVERAGE PRICES

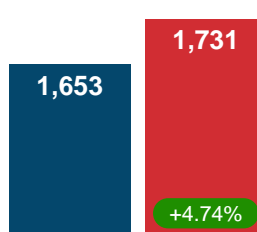
New Listings



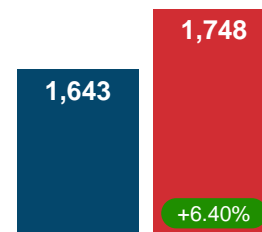
Pending Listings



List Price



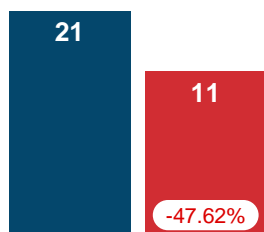
Sale Price



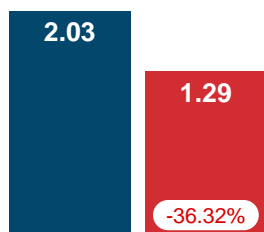
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

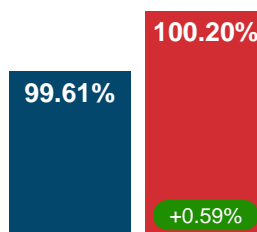
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

