

April 2020



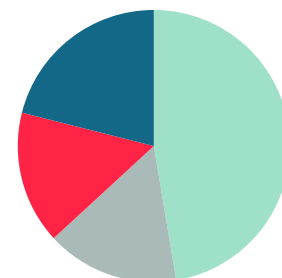
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	April 2020	+/-%
Closed Listings	9	9	0.00%
Pending Listings	0	3	inf%
New Listings	13	9	-30.77%
Average List Price	2,118	1,586	-25.13%
Average Sale Price	2,084	1,576	-24.41%
Average Percent of Selling Price to List Price	98.58%	99.36%	0.79%
Average Days on Market to Sale	69.11	37.44	-45.82%
End of Month Inventory	24	4	-83.33%
Months Supply of Inventory	2.77	0.40	-85.67%



■ Closed (47.37%)
■ Pending (15.79%)
■ Other OffMarket (15.79%)
■ Active (21.05%)

Absorption: Last 12 months, an Average of **10 Sales/Month**
Active Inventory as of April 30, 2020 = **4**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **83.33%** to 4 existing homes available for sale. Over the last 12 months this area has had an average of 10 closed sales per month. This represents an unsold inventory index of **0.40** 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 **24.41%** in April 2020 to \$1,576 versus the previous year at \$2,084.

Average Days on Market Shortens

The average number of **37.44** days that homes spent on the market before selling decreased by 31.67 days or **45.82%** in April 2020 compared to last year's same month at **69.11** DOM.

Sales Success for April 2020 is Positive

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

There were 9 New Listings in April 2020, down **30.77%** from last year at 13. Furthermore, there were 9 Closed Listings this month versus last year at 9, a **0.00%** decrease.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, April 2019, at **69.2%**, a **44.44%** 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

April 2020



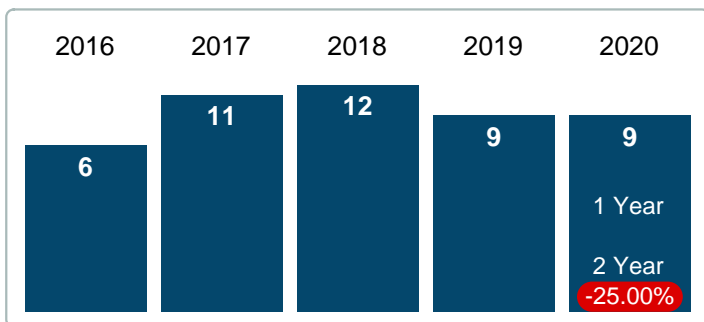
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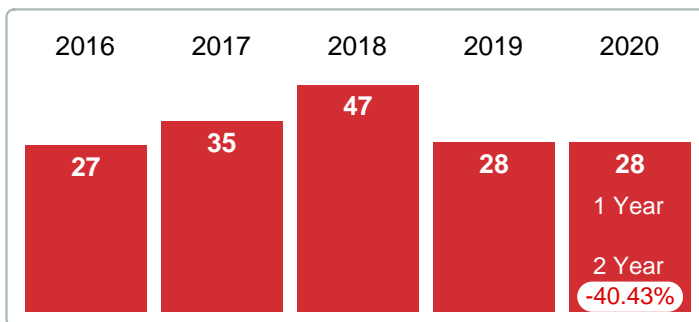
CLOSED LISTINGS

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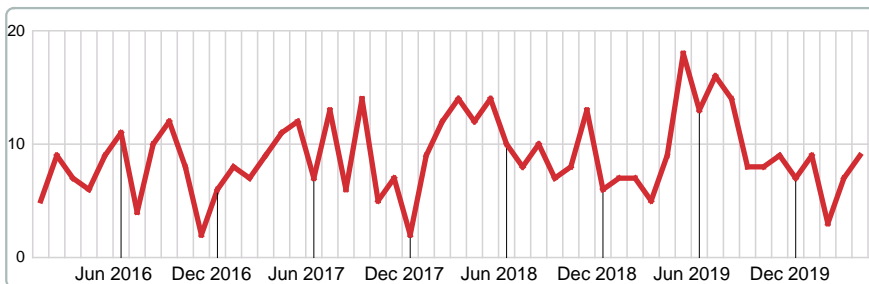
APRIL



YEAR TO DATE (YTD)

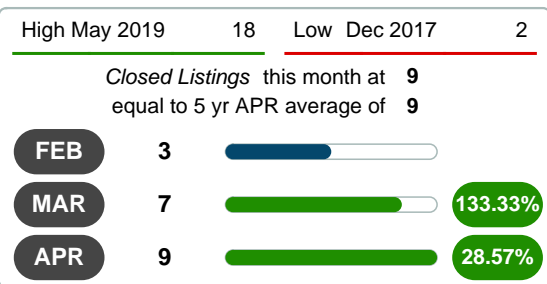


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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	9	100.00%	37.4	0	8	1	0
Total Closed Units	9			0	8	1	0
Total Closed Volume	14,180	100%	37.4	0.00B	12.49K	1,695	0.00B
Average Closed Price	\$1,576			\$0	\$1,561	\$1,695	\$0

April 2020



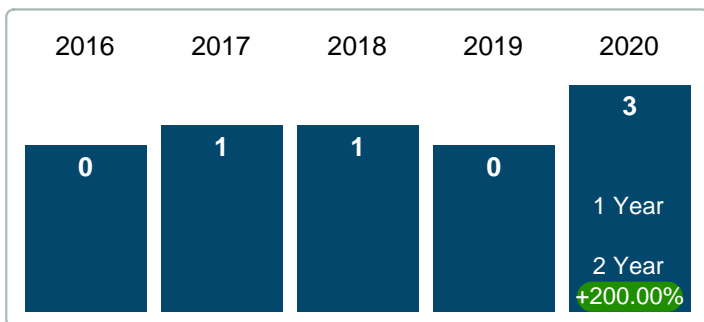
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



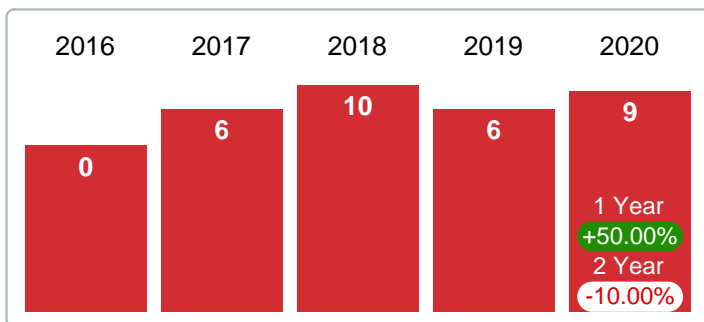
PENDING LISTINGS

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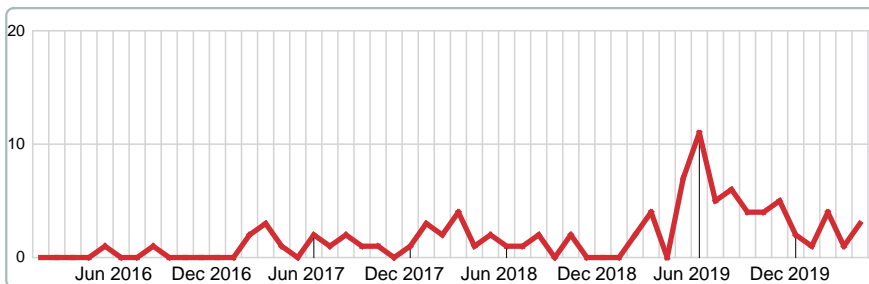
APRIL



YEAR TO DATE (YTD)

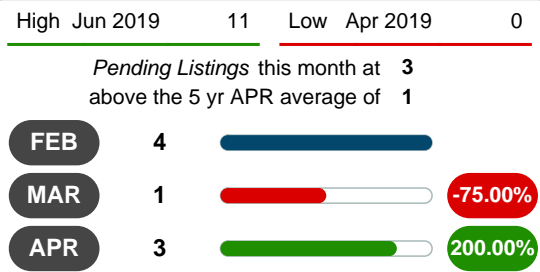


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1



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	3	100.00%	15.0	0	2	1	0
Total Pending Units	3			0	2	1	0
Total Pending Volume	5,785	100%	15.0	0.00B	4,090	1,695	0.00B
Average Listing Price	\$1,928			\$0	\$2,045	\$1,695	\$0

April 2020



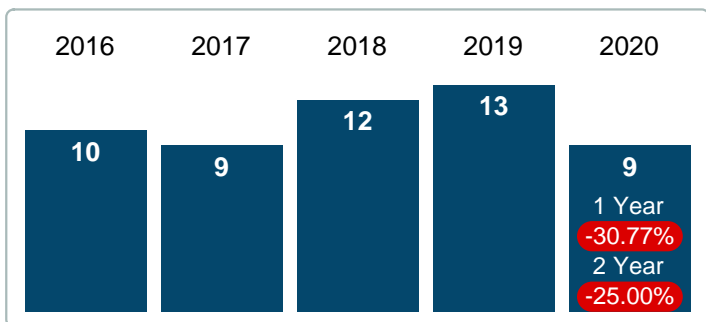
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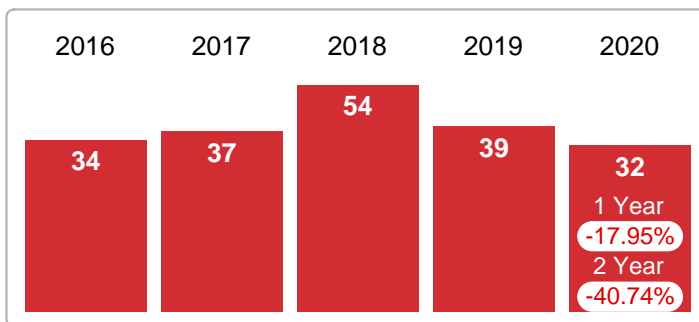
NEW LISTINGS

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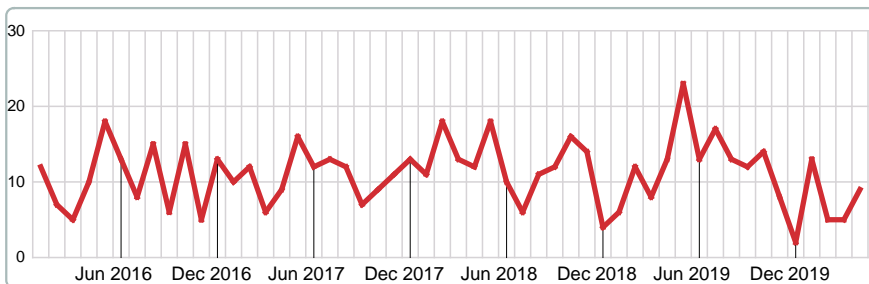
APRIL



YEAR TO DATE (YTD)

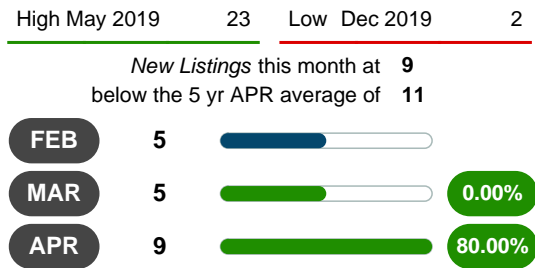


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 11



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-\$0	0	0.00%	0	0	0	0
\$1 and up	9	100.00%	0	7	1	1
Total New Listed Units	9		0	7	1	1
Total New Listed Volume	18,345	100%	0.00B	13.86K	1,695	2,795
Average New Listed Listing Price	\$2,036		\$0	\$1,979	\$1,695	\$2,795

April 2020



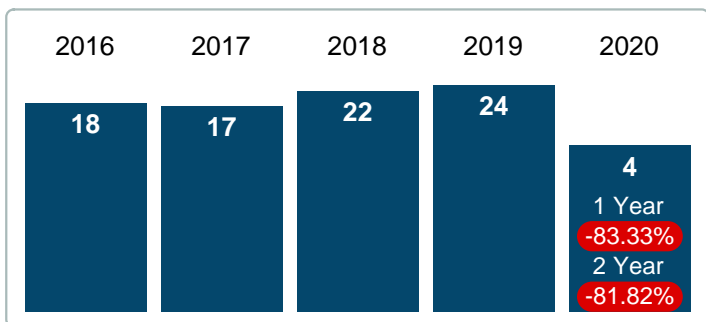
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



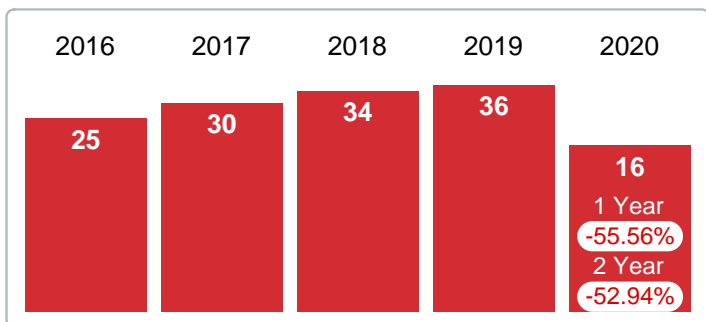
ACTIVE INVENTORY

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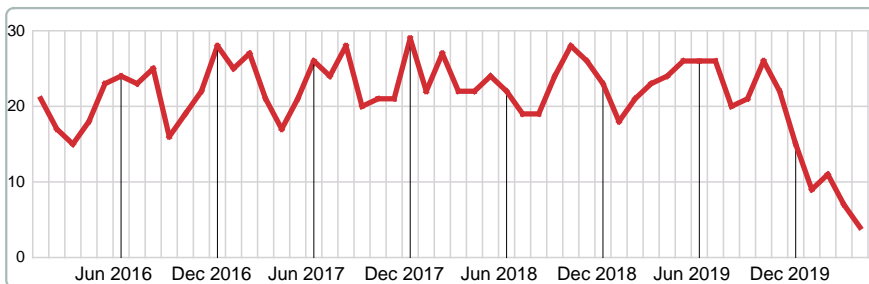
END OF APRIL



ACTIVE DURING APRIL

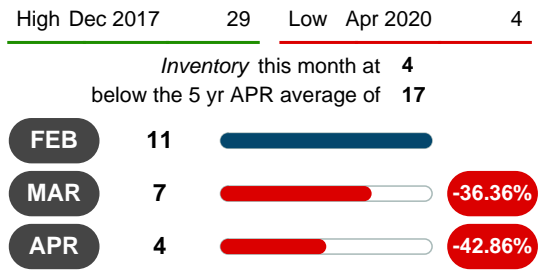


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 17



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	4	100.00%	15.8	0	4	0	0
Total Active Inventory by Units			4	0	4	0	0
Total Active Inventory by Volume			8,740	0.00B	8,740	0.00B	0.00B
Average Active Inventory Listing Price			\$2,185	\$0	\$2,185	\$0	\$0

April 2020



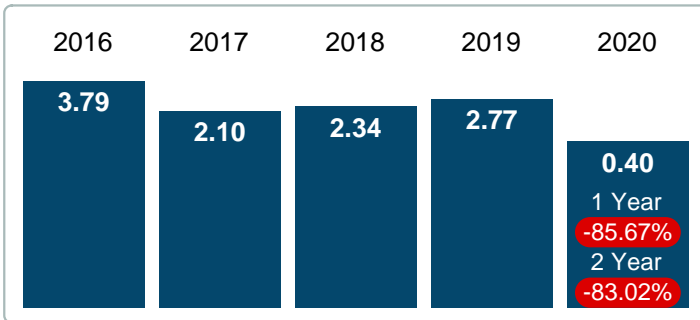
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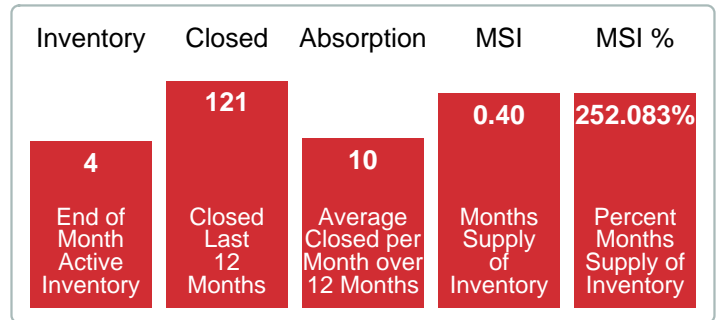
MONTHS SUPPLY of INVENTORY (MSI)

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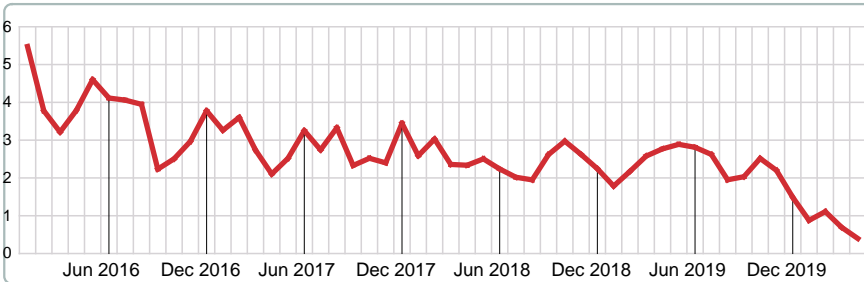
MSI FOR APRIL



INDICATORS FOR APRIL 2020

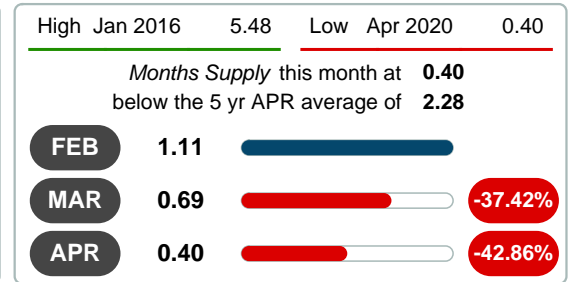


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.28



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	4	100.00%	0.40	0.00	0.65	0.00	0.00
Market Supply of Inventory (MSI)	0.40			0.00	0.65	0.00	0.00
		100%	0.40				
Total Active Inventory by Units	4			0	4	0	0

April 2020



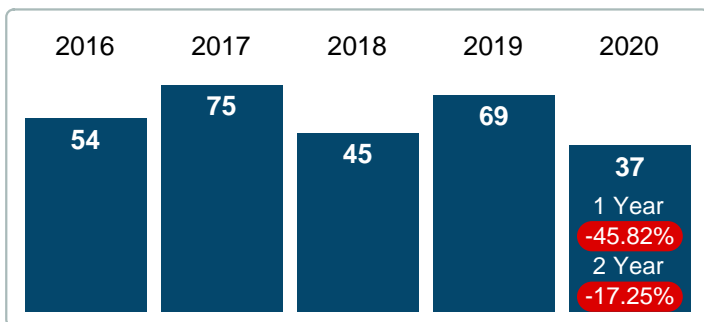
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



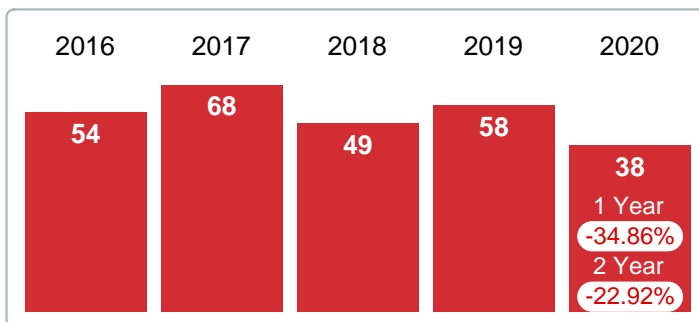
AVERAGE DAYS ON MARKET TO SALE

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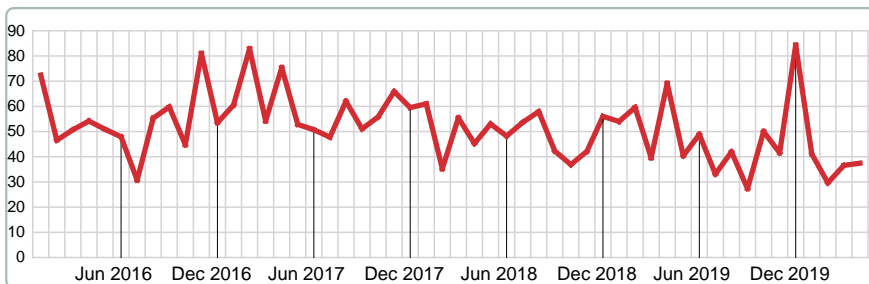
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 56

High Dec 2019 84 Low Sep 2019 27

Average Days on Market to Sale this month at 37 below the 5 yr APR average of 56



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	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div>	100.00%	37	0	42	1	0
Average Closed DOM			37	0	42	1	0
Total Closed Units		100%	37		8	1	
Total Closed Volume			14,180	0.00B	12.49K	1,695	0.00B

April 2020



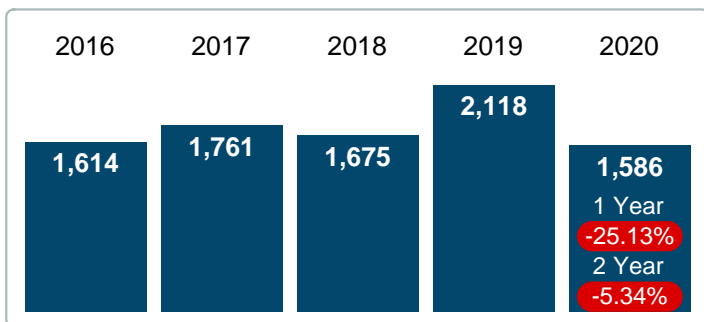
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



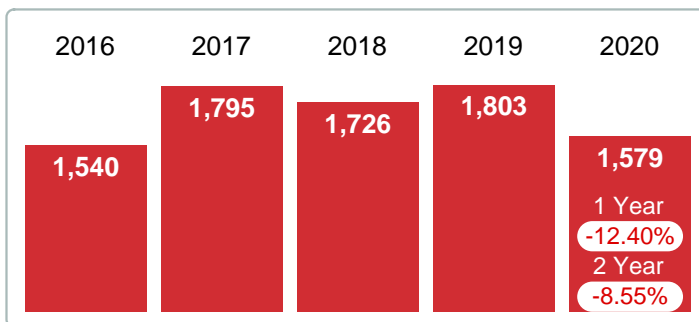
AVERAGE LIST PRICE AT CLOSING

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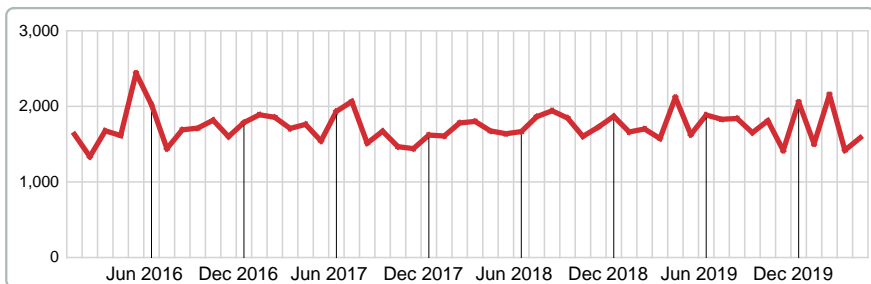
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,751

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

Average List Price at Closing this month at **1,586** below the 5 yr APR average of **1,751**

- FEB 2,155
- MAR 1,419 (-34.14%)
- APR 1,586 (11.72%)

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	9	100.00%	1,586	0	1,572	1,695	0
Average List Price			1,586	0	1,572	1,695	0
Total Closed Units		100%	1,586		8	1	
Total Closed Volume			14,270	0.00B	12.58K	1,695	0.00B

April 2020



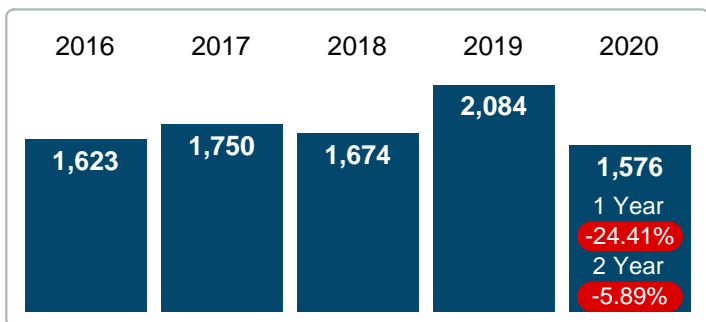
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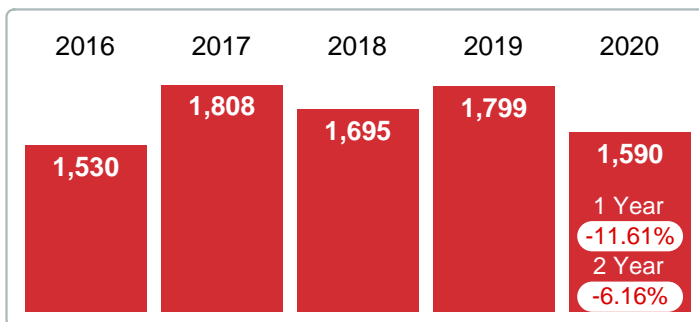
AVERAGE SOLD PRICE AT CLOSING

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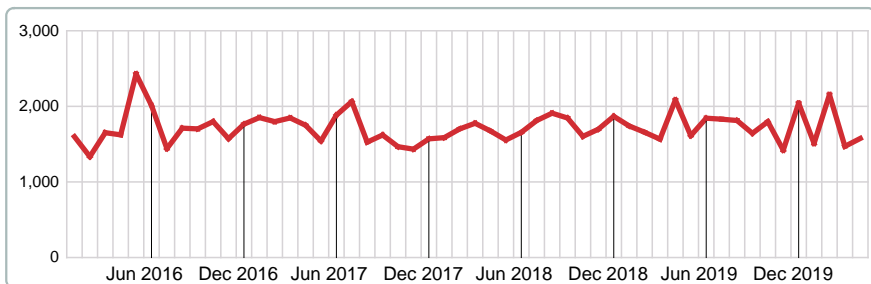
APRIL



YEAR TO DATE (YTD)

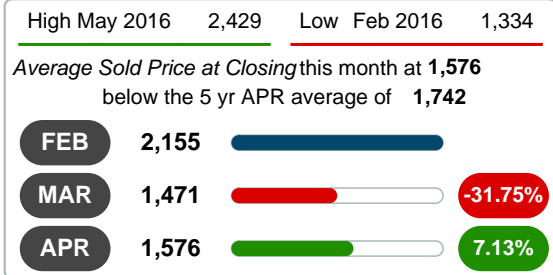


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,742



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	9	100.00%	1,576	0	1,561	1,695	0
Average Sold Price			1,576	0	1,561	1,695	0
Total Closed Units		100%	1,576		8	1	
Total Closed Volume			14,180	0.00B	12.49K	1,695	0.00B

April 2020



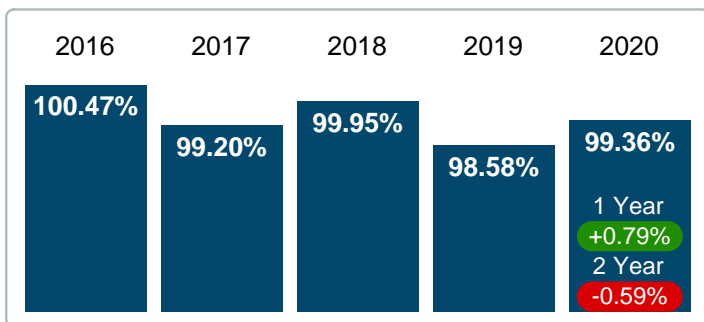
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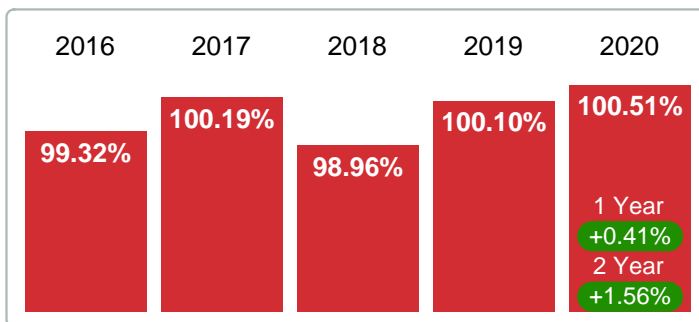
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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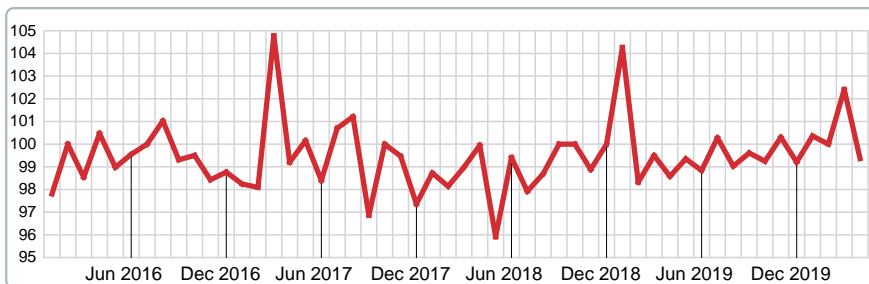
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

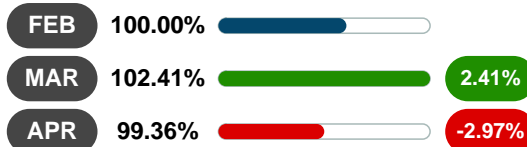


3 MONTHS

5 year APR AVG = 99.51%

High Mar 2017 104.78% Low May 2018 95.92%

Average Sold/List Ratio this month at **99.36%** below the 5 yr APR average of **99.51%**



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	9	100.00%	99.36%	0.00%	99.28%	100.00%	0.00%
Average Sold/List Ratio		99.40%		0.00%	99.28%	100.00%	0.00%
Total Closed Units		9	100%		8	1	
Total Closed Volume		14,180		0.00B	12.49K	1,695	0.00B

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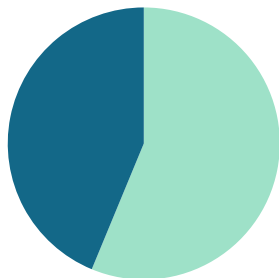
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MARKET SUMMARY

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INVENTORY

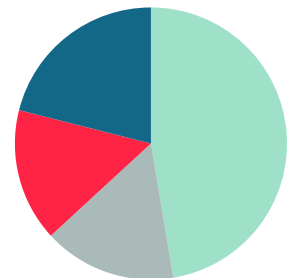


Inventory
 New Listings
9 = 56.25%
 Start Inventory
7
 Total Inventory Units
16
 Volume
\$33,100

Market Activity

Closed Sales
9 = 47.37%
 Pending Sales
3 = 15.79%
 Other Off Market
3 = 15.79%
 Active Inventory
4 = 21.05%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	9	9	0.00%	28	28	0.00%
Pending Sales	0	3	inf%	6	9	50.00%
New Listings	13	9	-30.77%	39	32	-17.95%
Average List Price	2,118	1,586	-25.13%	1,803	1,579	-12.40%
Average Sale Price	2,084	1,576	-24.41%	1,799	1,590	-11.61%
Average Percent of Selling Price to List Price	98.58%	99.36%	0.79%	100.10%	100.51%	0.41%
Average Days on Market to Sale	69.11	37.44	-45.82%	57.68	37.57	-34.86%
Monthly Inventory	24	4	-83.33%	24	4	-83.33%
Months Supply of Inventory	2.77	0.40	-85.67%	2.77	0.40	-85.67%

Absorption: Last 12 months, an Average of **10** Sales/Month

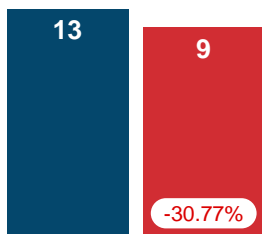
Inventory on April 30, 2020 = **4**

2019 **2020**

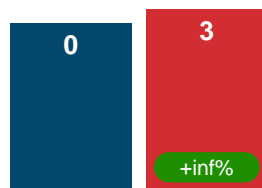
APRIL MARKET

AVERAGE PRICES

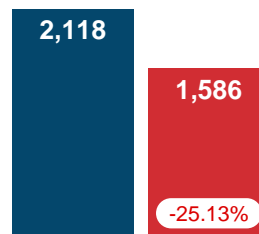
New Listings



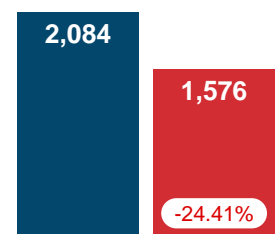
Pending Listings



List Price



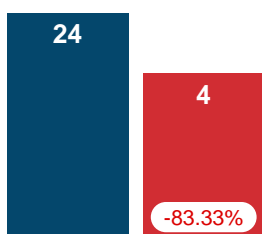
Sale Price



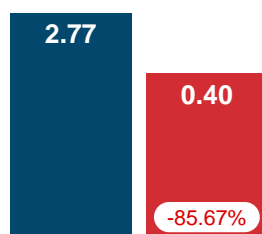
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

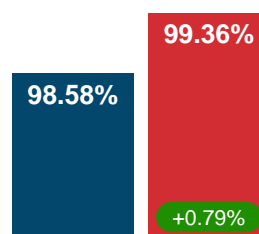
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

