

October 2020

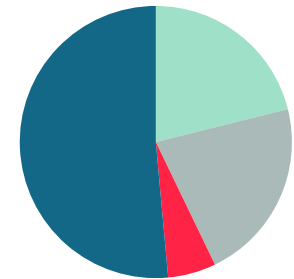
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	1,011	1,136	12.36%
Pending Listings	874	1,169	33.75%
New Listings	1,478	1,402	-5.14%
Average List Price	193,418	251,496	30.03%
Average Sale Price	188,272	246,936	31.16%
Average Percent of Selling Price to List Price	97.52%	98.50%	1.00%
Average Days on Market to Sale	38.38	25.15	-34.48%
End of Month Inventory	4,446	2,768	-37.74%
Months Supply of Inventory	4.44	2.83	-36.12%



■ Closed (21.12%)
■ Pending (21.73%)
■ Other OffMarket (5.71%)
■ Active (51.45%)

Absorption: Last 12 months, an Average of **977** Sales/Month
Active Inventory as of October 31, 2020 = **2,768**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **37.74%** to 2,768 existing homes available for sale. Over the last 12 months this area has had an average of 977 closed sales per month. This represents an unsold inventory index of **2.83** 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 **31.16%** in October 2020 to \$246,936 versus the previous year at \$188,272.

Average Days on Market Shortens

The average number of **25.15** days that homes spent on the market before selling decreased by 13.23 days or **34.48%** in October 2020 compared to last year's same month at **38.38** DOM.

Sales Success for October 2020 is Positive

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

There were 1,402 New Listings in October 2020, down **5.14%** from last year at 1,478. Furthermore, there were 1,136 Closed Listings this month versus last year at 1,011, a **12.36%** increase.

Closed versus Listed trends yielded a **81.0%** ratio, up from previous year's, October 2019, at **68.4%**, a **18.46%** 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

October 2020



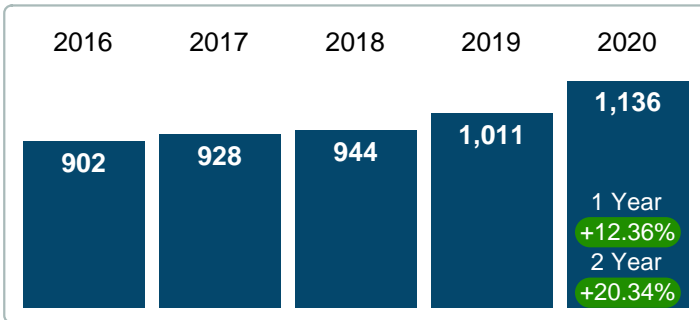
Area Delimited by County Of Tulsa



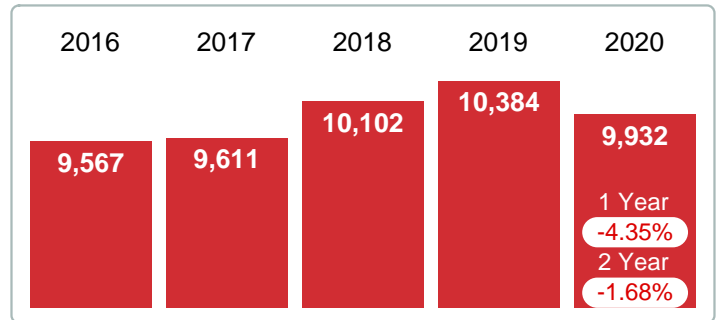
CLOSED LISTINGS

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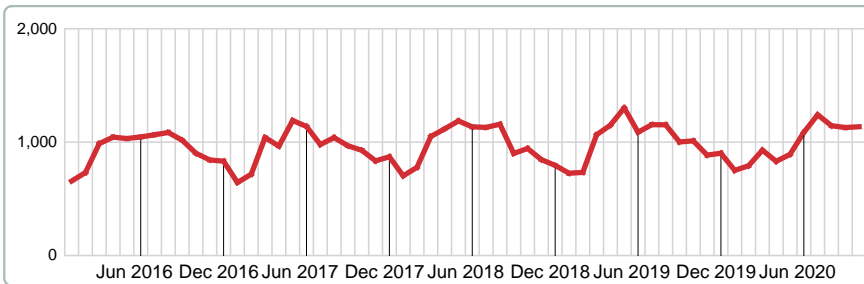
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 984

High May 2019 1,302 Low Jan 2017 644

Closed Listings this month at 1,136
above the 5 yr OCT average of 984



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	76	6.69%	24.6	54	20	2	0
\$75,001 - \$125,000	101	8.89%	14.3	30	66	5	0
\$125,001 - \$175,000	231	20.33%	16.5	22	189	18	2
\$175,001 - \$225,000	221	19.45%	17.2	13	138	66	4
\$225,001 - \$300,000	227	19.98%	24.0	13	102	103	9
\$300,001 - \$425,000	168	14.79%	37.5	6	54	94	14
\$425,001 and up	112	9.86%	52.5	5	19	64	24
Total Closed Units	1,136			143	588	352	53
Total Closed Volume	280,519,501	100%	25.1	20.45M	120.49M	116.35M	23.23M
Average Closed Price	\$246,936			\$142,987	\$204,919	\$330,546	\$438,252

October 2020



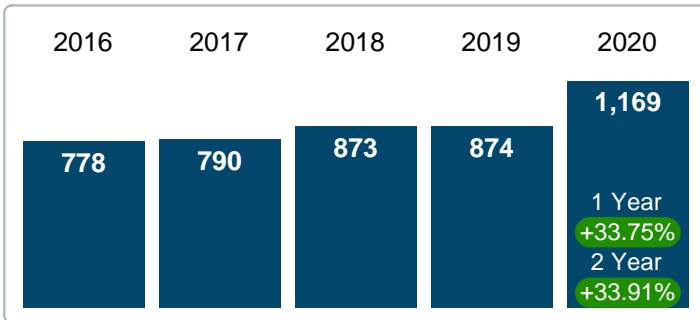
Area Delimited by County Of Tulsa



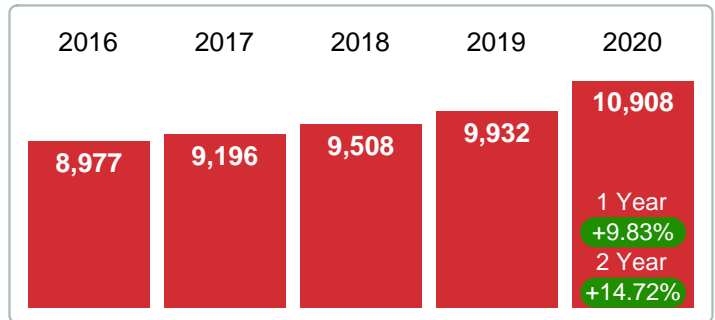
PENDING LISTINGS

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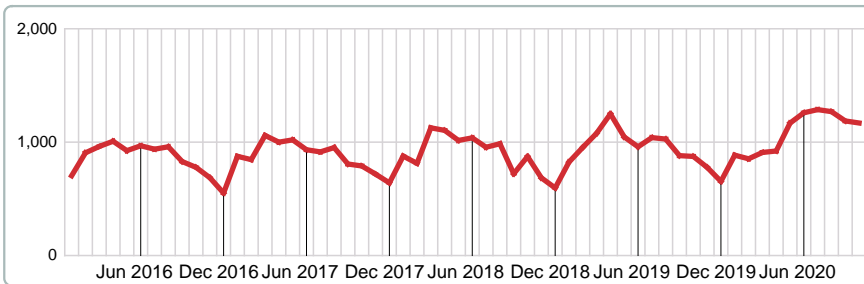
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

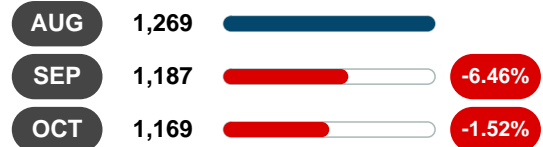


3 MONTHS

5 year OCT AVG = 897

High Jul 2020 1,287 Low Dec 2016 551

Pending Listings this month at 1,169 above the 5 yr OCT average of 897



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	93	7.96%	27.2	39	40	14	0
\$50,001 - \$125,000	174	14.88%	27.6	71	89	14	0
\$125,001 - \$150,000	105	8.98%	13.5	16	81	7	1
\$150,001 - \$225,000	316	27.03%	22.3	22	220	65	9
\$225,001 - \$300,000	202	17.28%	32.9	17	81	88	16
\$300,001 - \$400,000	143	12.23%	37.3	5	45	80	13
\$400,001 and up	136	11.63%	41.6	13	21	73	29
Total Pending Units	1,169			183	577	341	68
Total Pending Volume	290,735,261	100%	21.8	33.89M	110.99M	112.10M	33.76M
Average Listing Price	\$260,695			\$185,184	\$192,350	\$328,732	\$496,513

October 2020



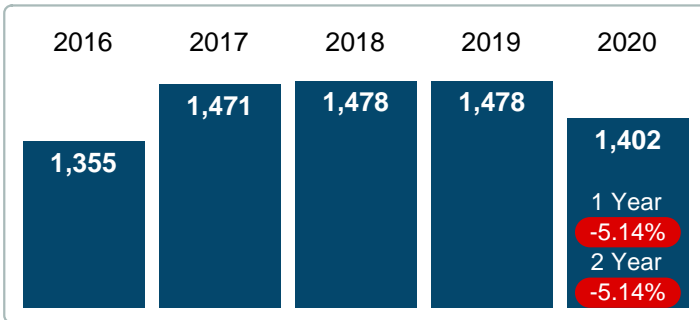
Area Delimited by County Of Tulsa



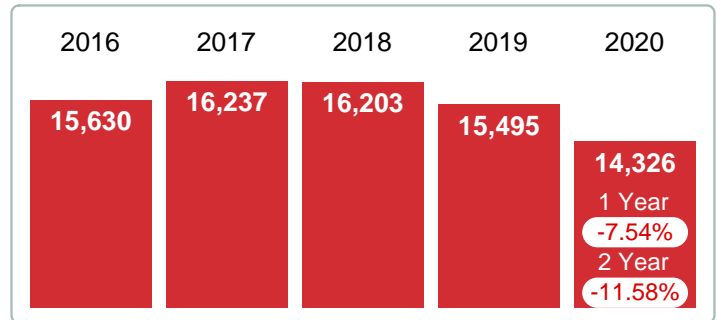
NEW LISTINGS

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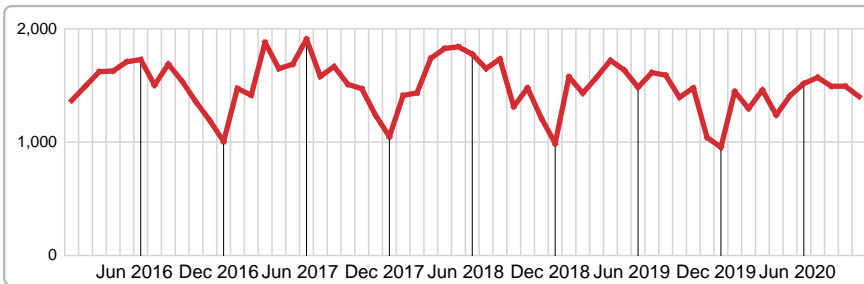
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

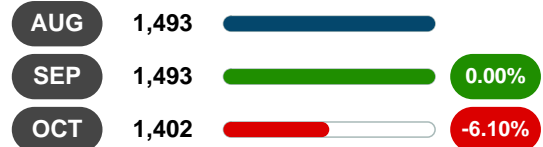


3 MONTHS

5 year OCT AVG = 1,437

High Jun 2017 1,908 Low Dec 2019 955

New Listings this month at 1,402
below the 5 yr OCT average of 1,437



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1	290	20.68%	123	133	32	2
\$100,001	193	13.77%	49	130	13	1
\$150,001	336	23.97%	40	231	62	3
\$225,001	245	17.48%	15	91	124	15
\$325,001	187	13.34%	16	39	116	16
\$475,001 and up	151	10.77%	33	22	53	43
Total New Listed Units	1,402		276	646	400	80
Total New Listed Volume	404,678,138	100%	77.01M	123.11M	141.83M	62.73M
Average New Listed Listing Price	\$309,822		\$279,035	\$190,578	\$354,564	\$784,073

October 2020



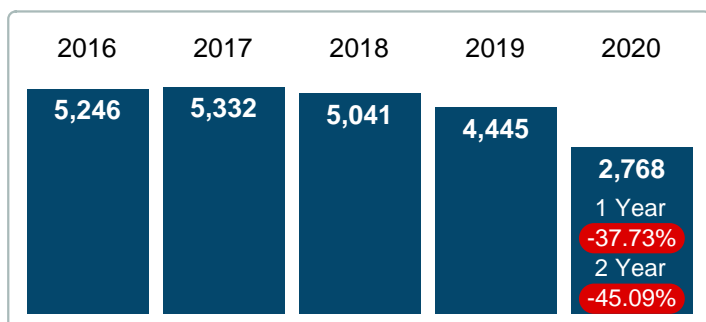
Area Delimited by County Of Tulsa



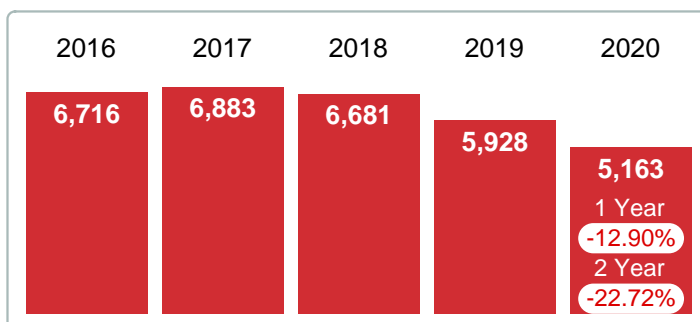
ACTIVE INVENTORY

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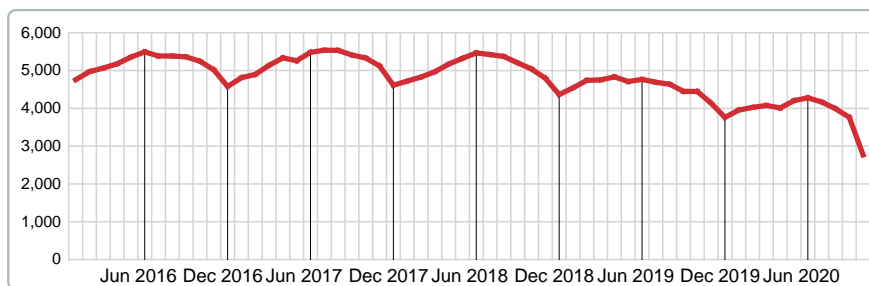
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

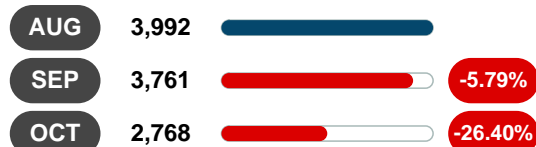


3 MONTHS

5 year OCT AVG = 4,566

High Jul 2017 5,539 Low Oct 2020 2,768

Inventory this month at **2,768**
below the 5 yr OCT average of **4,566**



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-\$50,000	618	22.33%	126.8	218	319	70	11
\$50,001-\$125,000	328	11.85%	68.5	187	116	24	1
\$125,001-\$300,000	783	28.29%	63.2	189	366	204	24
\$300,001-\$425,000	395	14.27%	73.8	69	85	197	44
\$425,001-\$825,000	364	13.15%	88.9	98	46	136	84
\$825,001 and up	280	10.12%	110.9	142	26	52	60
Total Active Inventory by Units			2,768	903	958	683	224
Total Active Inventory by Volume			1,033,496,751	411.02M	170.63M	270.57M	181.29M
Average Active Inventory Listing Price			\$373,373	\$455,166	\$178,109	\$396,145	\$809,313

October 2020

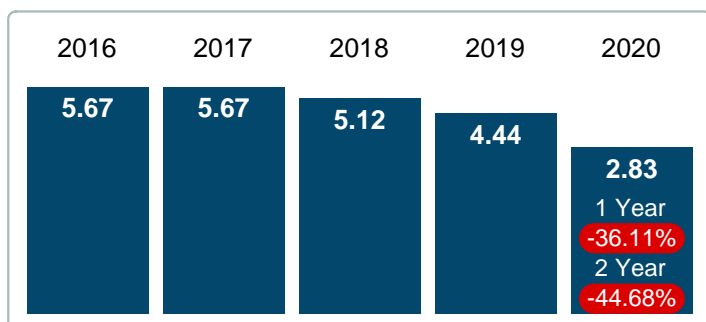
Area Delimited by County Of Tulsa



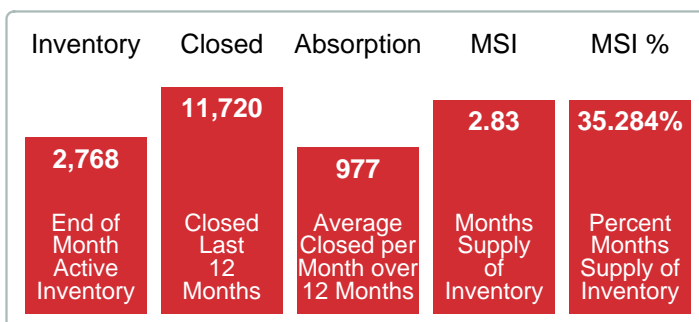
MONTHS SUPPLY of INVENTORY (MSI)

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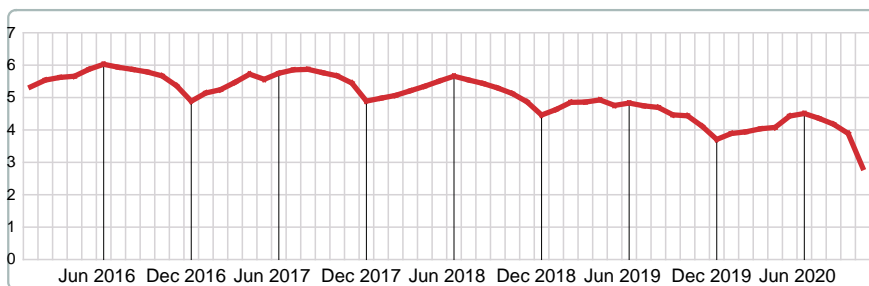
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

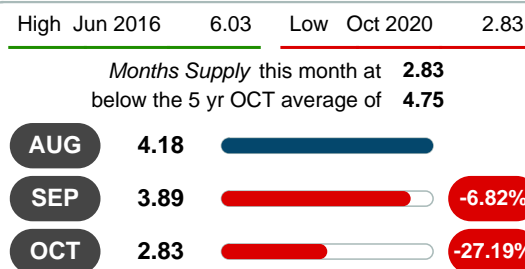


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4.75



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-\$50,000	618	22.33%	6.94	5.27	8.21	8.32	22.00
\$50,001-\$125,000	328	11.85%	2.24	3.94	1.32	2.40	1.50
\$125,001-\$300,000	783	28.29%	1.45	4.58	1.14	1.25	1.57
\$300,001-\$425,000	395	14.27%	3.19	15.62	2.60	2.75	2.90
\$425,001-\$825,000	364	13.15%	5.51	31.78	4.28	3.85	4.97
\$825,001 and up	280	10.12%	26.67	113.60	39.00	11.14	15.32
Market Supply of Inventory (MSI)			2.83	6.51	1.95	2.33	4.27
Total Active Inventory by Units		100%	2,768	903	958	683	224

October 2020



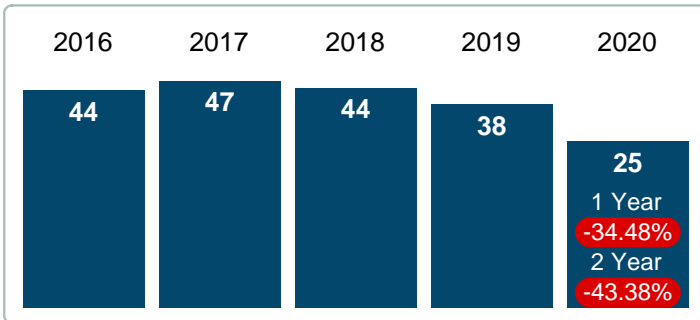
Area Delimited by County Of Tulsa



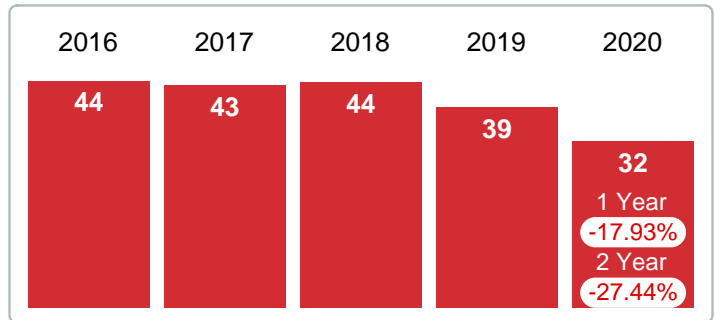
AVERAGE DAYS ON MARKET TO SALE

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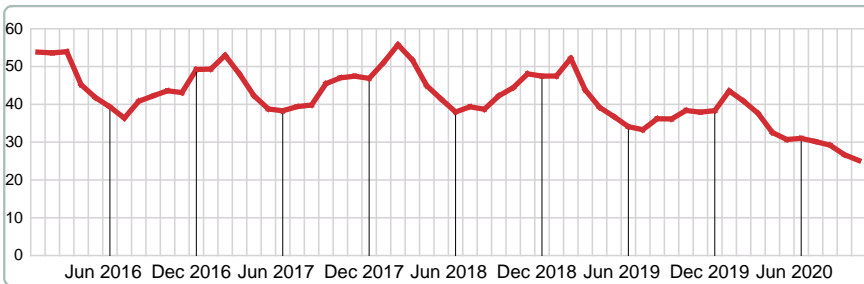
OCTOBER



YEAR TO DATE (YTD)

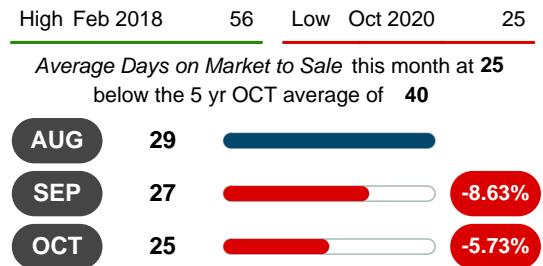


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 40



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
\$75,000 and less	6.69%	25	28	14	31	0
\$75,001 - \$125,000	8.89%	14	24	10	12	0
\$125,001 - \$175,000	20.33%	17	42	12	30	25
\$175,001 - \$225,000	19.45%	17	38	15	19	6
\$225,001 - \$300,000	19.98%	24	29	27	19	37
\$300,001 - \$425,000	14.79%	37	23	38	39	33
\$425,001 and up	9.86%	53	64	28	63	42
Average Closed DOM		25	31	18	33	35
Total Closed Units	100%	25	143	588	352	53
Total Closed Volume		280,519,501	20.45M	120.49M	116.35M	23.23M

October 2020



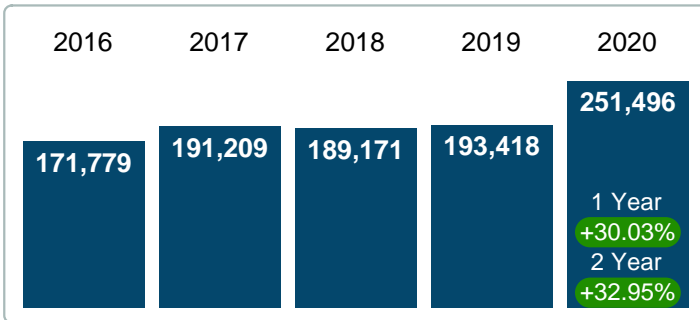
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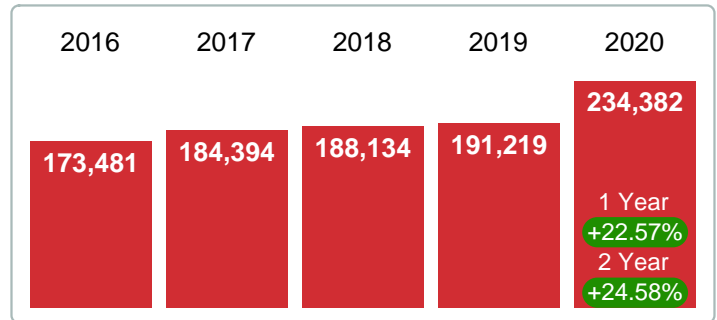
AVERAGE LIST PRICE AT CLOSING

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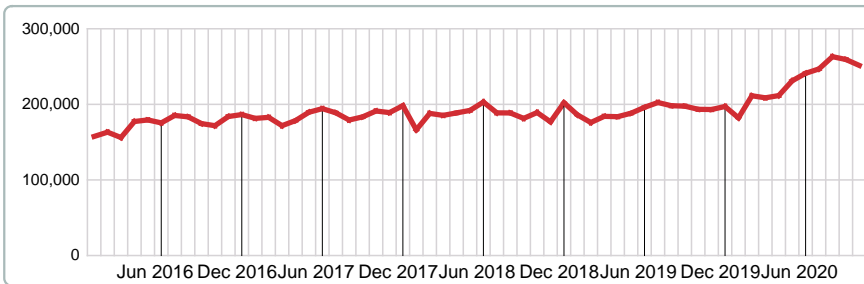
OCTOBER



YEAR TO DATE (YTD)

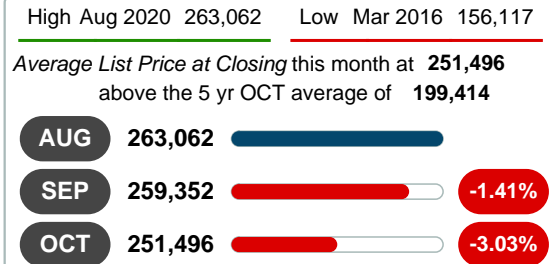


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 199,414



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	
\$75,000 and less	68	5.99%	49,910	50,637	63,525	31,500	0
\$75,001 - \$125,000	109	9.60%	101,888	102,685	104,427	105,100	0
\$125,001 - \$175,000	229	20.16%	152,547	147,245	153,111	160,810	155,500
\$175,001 - \$225,000	221	19.45%	198,967	212,862	195,645	203,610	216,175
\$225,001 - \$300,000	223	19.63%	260,019	261,330	259,418	261,319	283,300
\$300,001 - \$425,000	172	15.14%	357,830	434,500	360,436	358,666	355,011
\$425,001 and up	114	10.04%	638,279	739,980	633,958	639,118	623,071
Average List Price			251,496	150,529	207,600	336,521	446,212
Total Closed Units			1,136	143	588	352	53
Total Closed Volume			285,699,328	21.53M	122.07M	118.46M	23.65M

October 2020



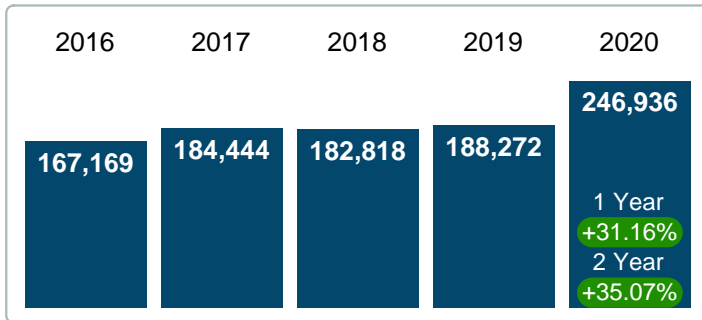
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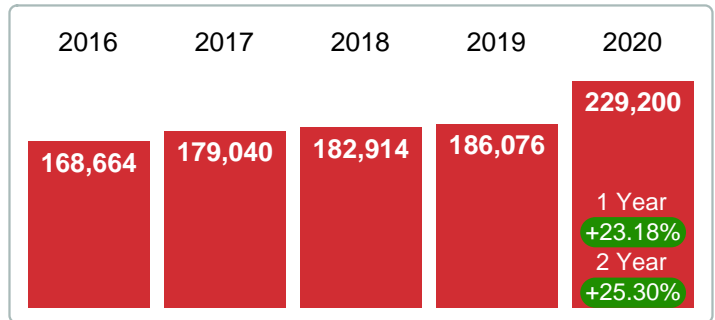
AVERAGE SOLD PRICE AT CLOSING

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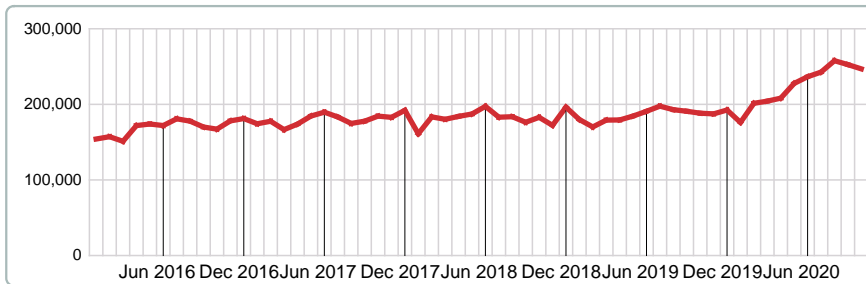
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

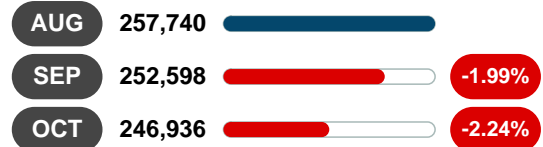


3 MONTHS

5 year OCT AVG = 193,928

High Aug 2020 257,740 Low Mar 2016 151,121

Average Sold Price at Closing this month at **246,936** above the 5 yr OCT average of **193,928**



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	
\$75,000 and less	76	6.69%	49,938	48,359	56,695	25,000	
\$75,001 - \$125,000	101	8.89%	102,091	100,417	102,798	102,800	
\$125,001 - \$175,000	231	20.33%	151,923	145,720	152,199	155,986	
\$175,001 - \$225,000	221	19.45%	197,893	200,877	194,937	202,437	
\$225,001 - \$300,000	227	19.98%	257,913	251,383	255,602	259,736	
\$300,001 - \$425,000	168	14.79%	355,250	374,167	355,478	354,895	
\$425,001 and up	112	9.86%	619,253	698,600	612,632	617,295	
Average Sold Price		246,936		142,987	204,919	330,546	438,252
Total Closed Units		1,136	100%	246,936	143	588	352
Total Closed Volume		280,519,501			20.45M	120.49M	116.35M

October 2020

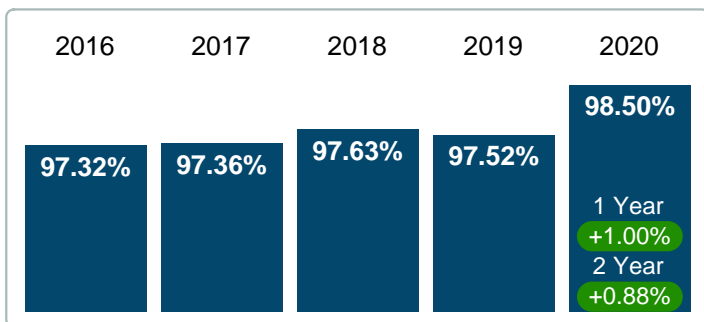
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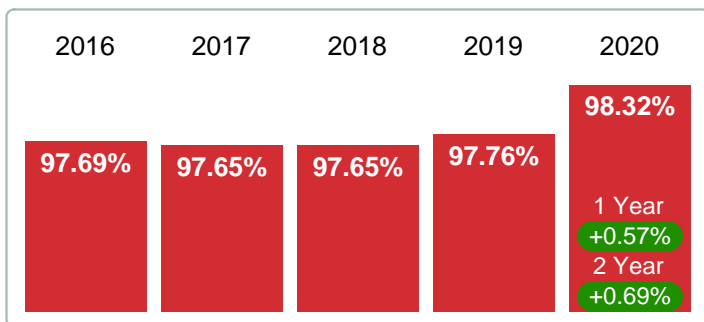
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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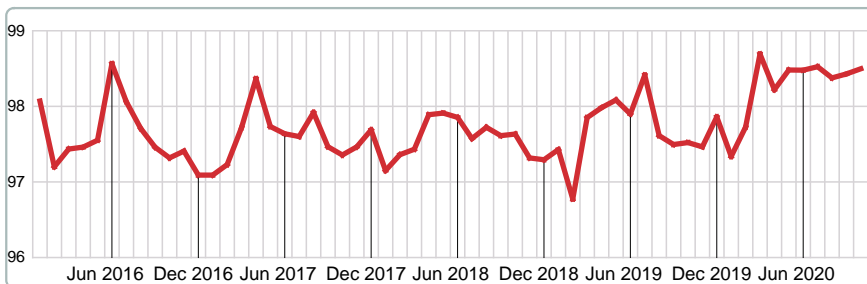
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

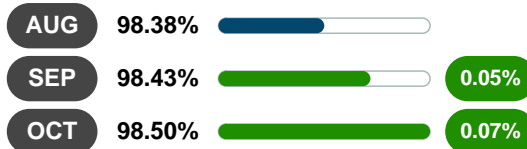


3 MONTHS

5 year OCT AVG = 97.67%

High Mar 2020 98.69% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **98.50%** equal to 5 yr OCT average of **97.67%**



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
\$75,000 and less	76	6.69%	93.37%	95.09%	90.02%	80.36%	0.00%
\$75,001 - \$125,000	101	8.89%	98.66%	98.53%	98.72%	98.62%	0.00%
\$125,001 - \$175,000	231	20.33%	99.36%	99.05%	99.55%	97.55%	101.27%
\$175,001 - \$225,000	221	19.45%	99.43%	95.65%	99.75%	99.52%	99.63%
\$225,001 - \$300,000	227	19.98%	98.80%	96.72%	98.65%	99.44%	96.35%
\$300,001 - \$425,000	168	14.79%	98.49%	88.78%	98.70%	99.03%	98.22%
\$425,001 and up	112	9.86%	97.58%	95.30%	97.65%	97.28%	98.82%
Average Sold/List Ratio		98.50%		96.36%	98.88%	98.73%	98.40%
Total Closed Units	1,136	100%	98.50%	143	588	352	53
Total Closed Volume	280,519,501			20.45M	120.49M	116.35M	23.23M

October 2020

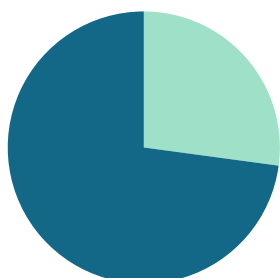
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on Nov 11, 2020 for MLS Technology Inc.

INVENTORY

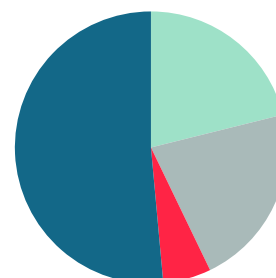


Inventory
 New Listings
 1,402 = 27.13%
 Start Inventory
 3,765
 Total Inventory Units
 5,167
 Volume
 \$1,684,068,760

Market Activity

Closed Sales
 1,136 = 21.12%
 Pending Sales
 1,169 = 21.73%
 Other Off Market
 307 = 5.71%
 Active Inventory
 2,768 = 51.45%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,011	1,136	12.36%	10,384	9,932	-4.35%
Pending Sales	874	1,169	33.75%	9,932	10,908	9.83%
New Listings	1,478	1,402	-5.14%	15,495	14,326	-7.54%
Average List Price	193,418	251,496	30.03%	191,219	234,382	22.57%
Average Sale Price	188,272	246,936	31.16%	186,076	229,200	23.18%
Average Percent of Selling Price to List Price	97.52%	98.50%	1.00%	97.76%	98.32%	0.57%
Average Days on Market to Sale	38.38	25.15	-34.48%	38.97	31.98	-17.93%
Monthly Inventory	4,446	2,768	-37.74%	4,446	2,768	-37.74%
Months Supply of Inventory	4.44	2.83	-36.12%	4.44	2.83	-36.12%

Absorption: Last 12 months, an Average of 977 Sales/Month

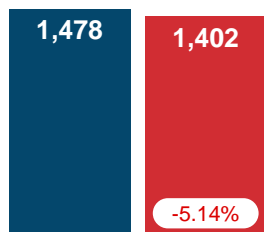
Inventory on October 31, 2020 = 2,768

2019 2020

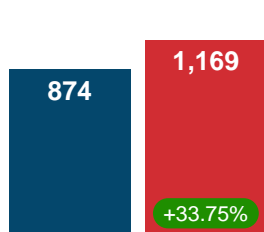
OCTOBER MARKET

AVERAGE PRICES

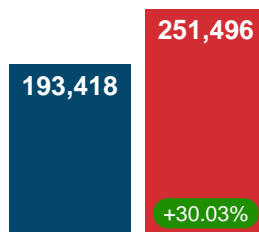
New Listings



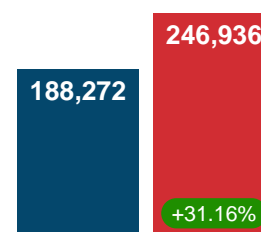
Pending Listings



List Price



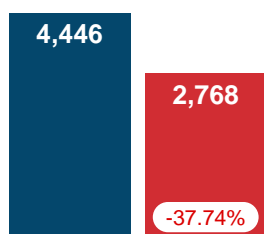
Sale Price



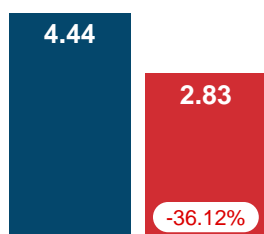
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

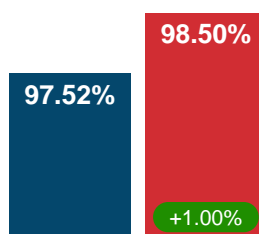
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

