



September 2020

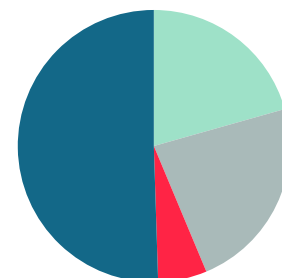
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	1,001	1,123	12.19%
Pending Listings	881	1,257	42.68%
New Listings	1,395	1,493	7.03%
Median List Price	164,900	214,900	30.32%
Median Sale Price	160,000	212,000	32.50%
Median Percent of Selling Price to List Price	99.40%	100.00%	0.60%
Median Days on Market to Sale	18.00	8.00	-55.56%
End of Month Inventory	4,451	2,751	-38.19%
Months Supply of Inventory	4.47	2.85	-36.21%



■ Closed (20.62%)
■ Pending (23.08%)
■ Other OffMarket (5.80%)
■ Active (50.50%)

Absorption: Last 12 months, an Average of **966** Sales/Month
Active Inventory as of September 30, 2020 = **2,751**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **38.19%** to 2,751 existing homes available for sale. Over the last 12 months this area has had an average of 966 closed sales per month. This represents an unsold inventory index of **2.85** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **32.50%** in September 2020 to \$212,000 versus the previous year at \$160,000.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 10.00 days or **55.56%** in September 2020 compared to last year's same month at **18.00** DOM.

Sales Success for September 2020 is Positive

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

There were 1,493 New Listings in September 2020, up **7.03%** from last year at 1,395. Furthermore, there were 1,123 Closed Listings this month versus last year at 1,001, a **12.19%** increase.

Closed versus Listed trends yielded a **75.2%** ratio, up from previous year's, September 2019, at **71.8%**, a **4.82%** upswing. 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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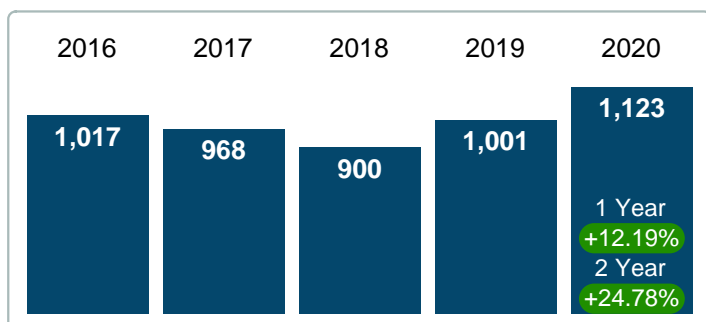
Area Delimited by County Of Tulsa



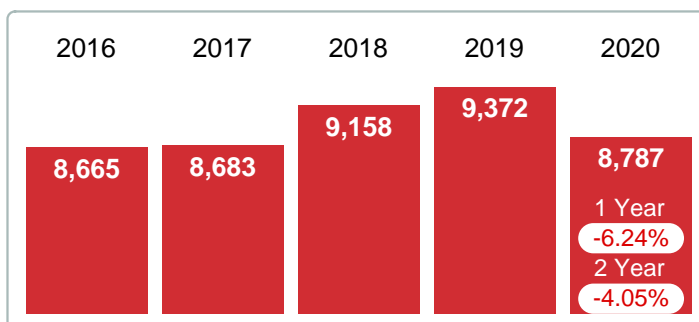
CLOSED LISTINGS

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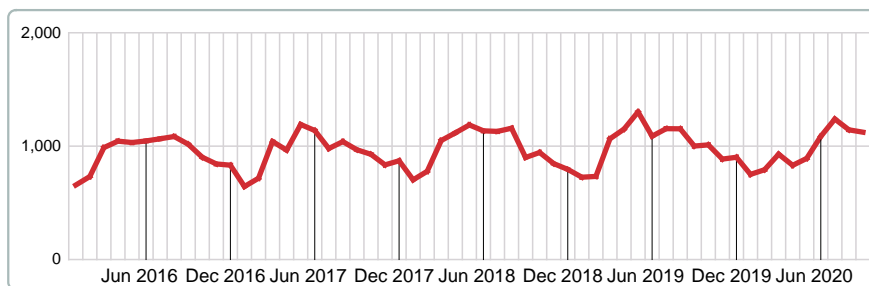
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

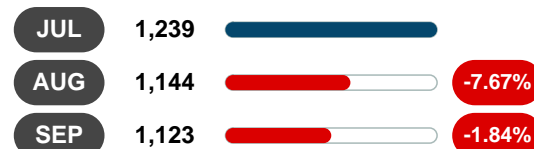


3 MONTHS

5 year SEP AVG = 1,002

High May 2019 1,302 Low Jan 2017 644

Closed Listings this month at 1,123 above the 5 yr SEP average of 1,002



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	74	6.59%	21.0	51	19	3	1
\$75,001 - \$125,000	117	10.42%	5.0	38	69	10	0
\$125,001 - \$175,000	215	19.15%	4.0	29	166	20	0
\$175,001 - \$225,000	222	19.77%	6.0	11	140	69	2
\$225,001 - \$300,000	220	19.59%	9.0	9	90	103	18
\$300,001 - \$400,000	146	13.00%	17.5	5	44	85	12
\$400,001 and up	129	11.49%	26.0	9	15	75	30
Total Closed Units	1,123			152	543	365	63
Total Closed Volume	283,369,402	100%	8.0	28.46M	108.01M	116.58M	30.31M
Median Closed Price	\$212,000			\$100,250	\$180,000	\$282,900	\$385,000



September 2020

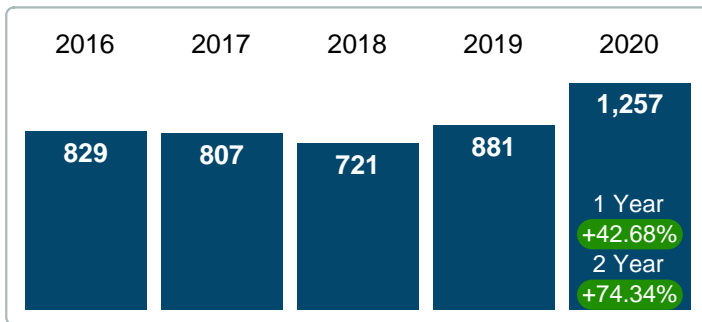
Area Delimited by County Of Tulsa



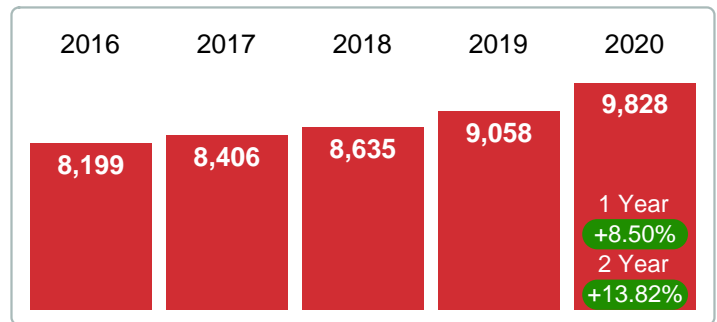
PENDING LISTINGS

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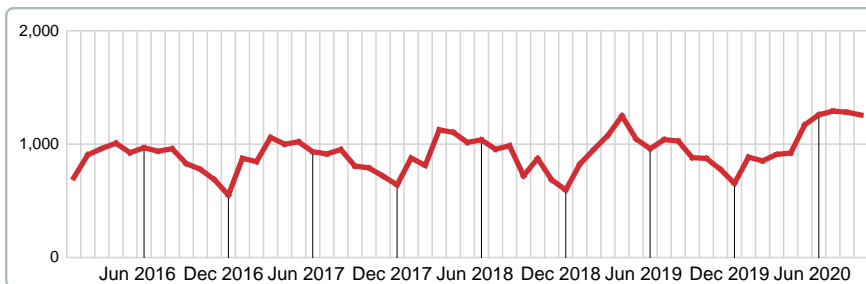
SEPTEMBER



YEAR TO DATE (YTD)

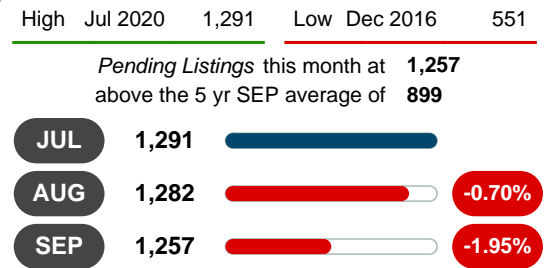


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 899



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	124	9.86%	12.0	59	53	12	0
\$75,001 - \$125,000	128	10.18%	6.0	38	81	9	0
\$125,001 - \$150,000	114	9.07%	5.5	18	84	12	0
\$150,001 - \$225,000	347	27.61%	7.0	27	230	85	5
\$225,001 - \$300,000	237	18.85%	14.0	18	99	112	8
\$300,001 - \$425,000	174	13.84%	14.5	9	59	97	9
\$425,001 and up	133	10.58%	33.0	4	22	77	30
Total Pending Units	1,257			173	628	404	52
Total Pending Volume	309,470,061	100%	11.0	24.49M	125.29M	132.78M	26.92M
Median Listing Price	\$208,900			\$105,000	\$178,950	\$280,000	\$442,500



September 2020

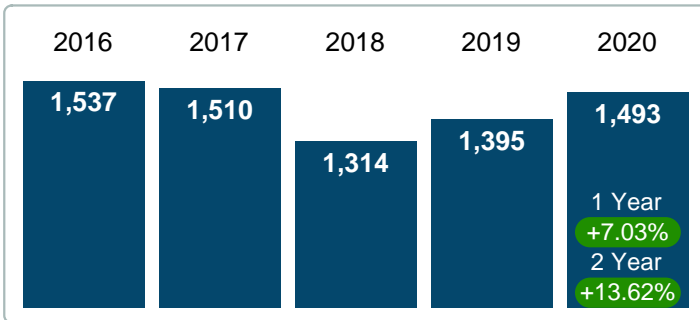
Area Delimited by County Of Tulsa



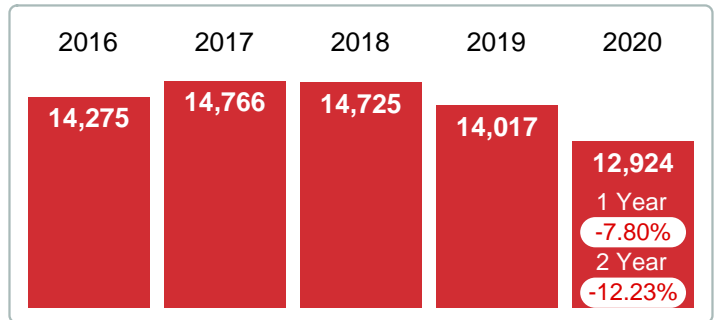
NEW LISTINGS

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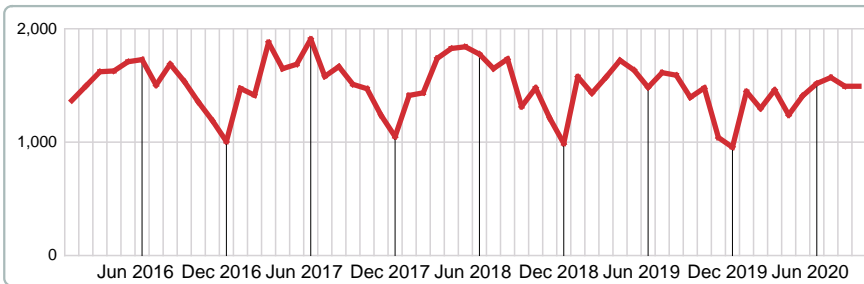
SEPTEMBER



YEAR TO DATE (YTD)

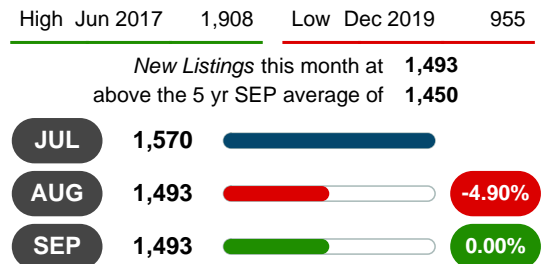


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,450



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	149	9.98%	40	88	21	0
\$25,001 - \$75,000	143	9.58%	74	60	9	0
\$75,001 - \$150,000	259	17.35%	69	169	20	1
\$150,001 - \$225,000	313	20.96%	25	219	62	7
\$225,001 - \$325,000	284	19.02%	27	95	143	19
\$325,001 - \$475,000	193	12.93%	17	51	98	27
\$475,001 and up	152	10.18%	36	17	57	42
Total New Listed Units	1,493		288	699	410	96
Total New Listed Volume	393,142,272	100%	62.99M	121.52M	140.80M	67.83M
Median New Listed Listing Price	\$195,000		\$116,000	\$161,500	\$290,000	\$407,000



September 2020

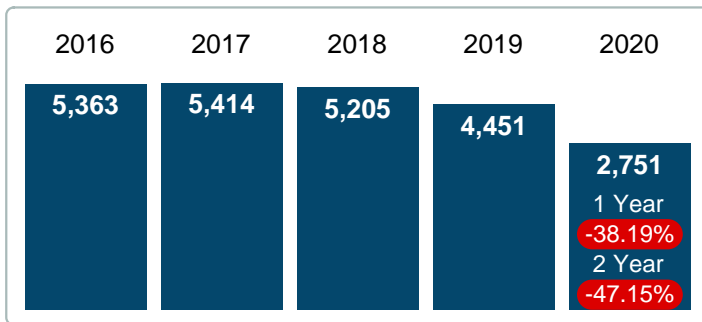
Area Delimited by County Of Tulsa



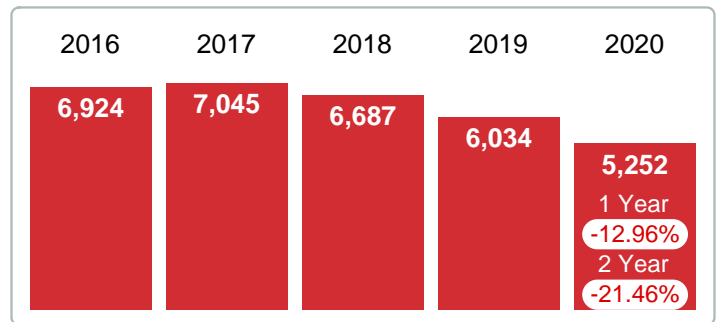
ACTIVE INVENTORY

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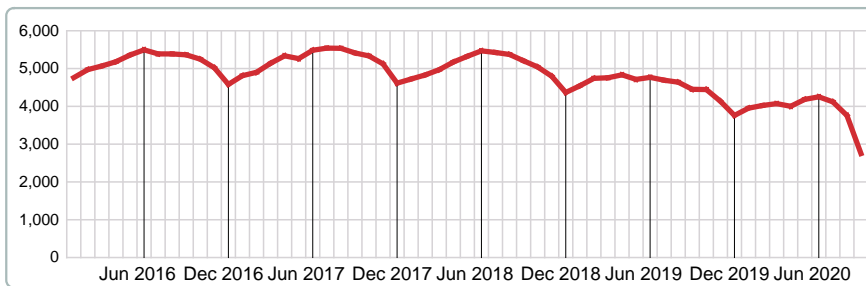
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

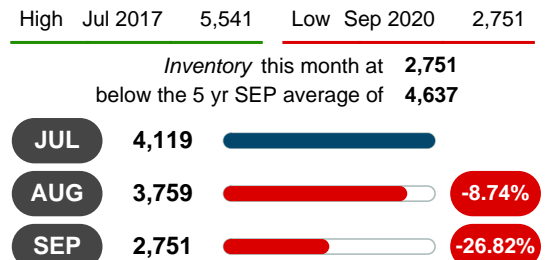


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4,637



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%	33.0	0	0	0	0			
\$1-\$50,000	564	20.50%	86.0	208	281	66	9			
\$50,001-\$150,000	481	17.48%	40.0	266	186	27	2			
\$150,001-\$300,000	646	23.48%	42.0	139	302	178	27			
\$300,001-\$425,000	414	15.05%	54.0	63	104	194	53			
\$425,001-\$800,000	370	13.45%	65.0	98	52	136	84			
\$800,001 and up	276	10.03%	91.0	142	20	58	56			
Total Active Inventory by Units				2,751		916	945	659	231	
Total Active Inventory by Volume				1,031,061,878	100%	58.0	415.41M	174.69M	267.47M	173.50M
Median Active Inventory Listing Price				\$229,500			\$146,500	\$155,000	\$339,000	\$525,000



September 2020

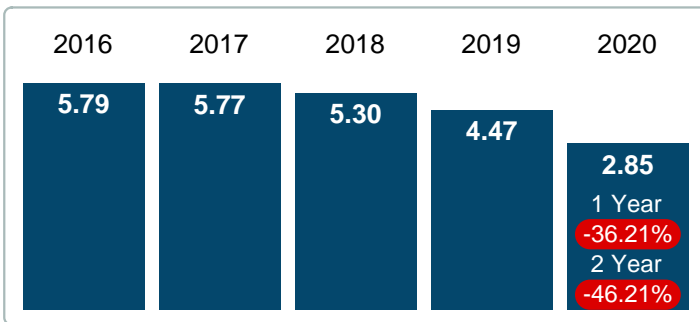
Area Delimited by County Of Tulsa



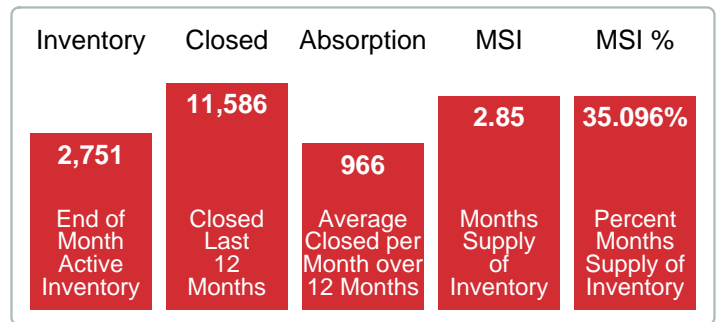
MONTHS SUPPLY of INVENTORY (MSI)

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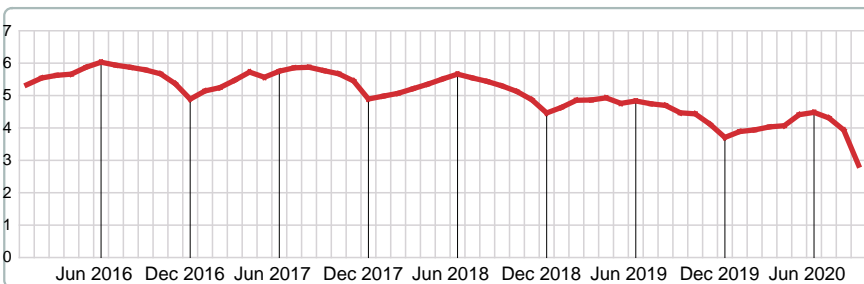
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

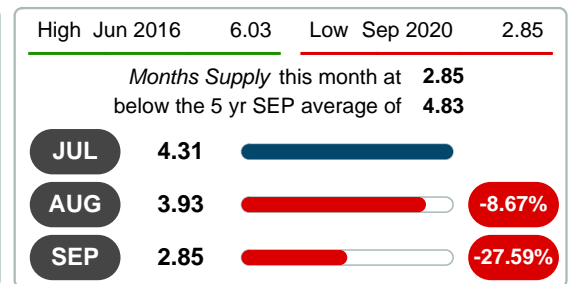


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4.83



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	564	20.50%	5.67	4.75	6.24	6.71	10.80
\$50,001-\$150,000	481	17.48%	2.03	4.48	1.18	1.47	1.41
\$150,001-\$300,000	646	23.48%	1.47	4.92	1.24	1.16	1.85
\$300,001-\$425,000	414	15.05%	3.53	15.12	3.42	2.84	3.68
\$425,001-\$800,000	370	13.45%	6.00	33.60	5.16	4.15	5.28
\$800,001 and up	276	10.03%	26.08	121.71	20.00	13.65	13.44
Market Supply of Inventory (MSI)	2.85			6.56	1.94	2.30	4.50
Total Active Inventory by Units	2,751	100%	2.85	916	945	659	231



September 2020

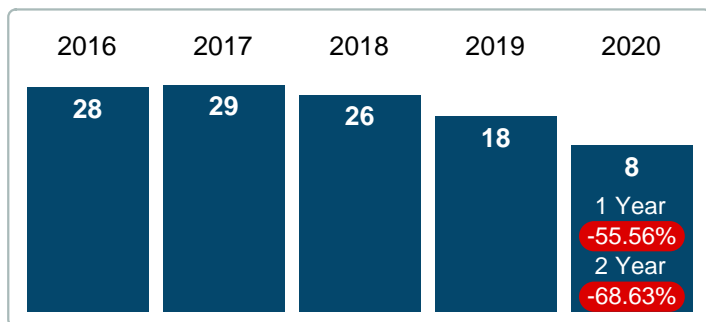
Area Delimited by County Of Tulsa



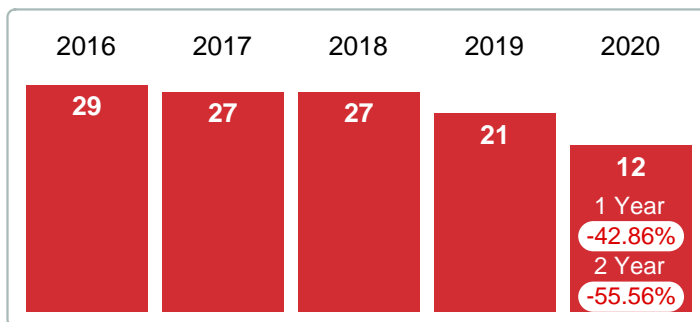
MEDIAN DAYS ON MARKET TO SALE

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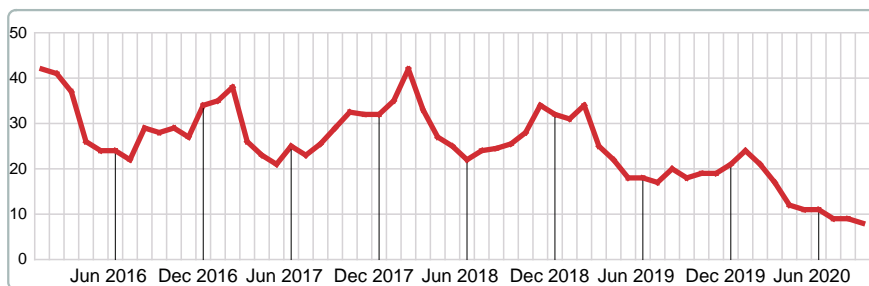
SEPTEMBER



YEAR TO DATE (YTD)

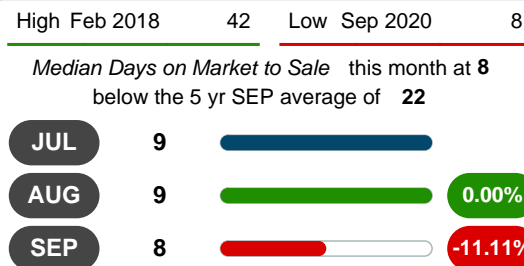


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 22



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
\$75,000 and less	6.59%	21	34	11	5	42
\$75,001 - \$125,000	10.42%	5	6	5	4	0
\$125,001 - \$175,000	19.15%	4	6	4	4	0
\$175,001 - \$225,000	19.77%	6	17	4	12	58
\$225,001 - \$300,000	19.59%	9	6	9	9	16
\$300,001 - \$400,000	13.00%	18	50	13	16	31
\$400,001 and up	11.49%	26	8	10	26	48
Median Closed DOM		8	13	5	12	33
Total Closed Units	100%	8.0	152	543	365	63
Total Closed Volume		283,369,402	28.46M	108.01M	116.58M	30.31M



September 2020

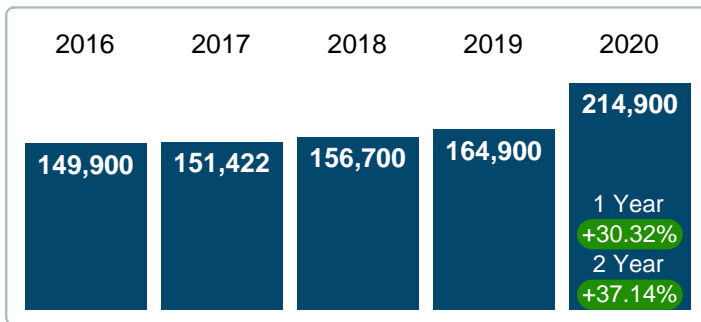
Area Delimited by County Of Tulsa



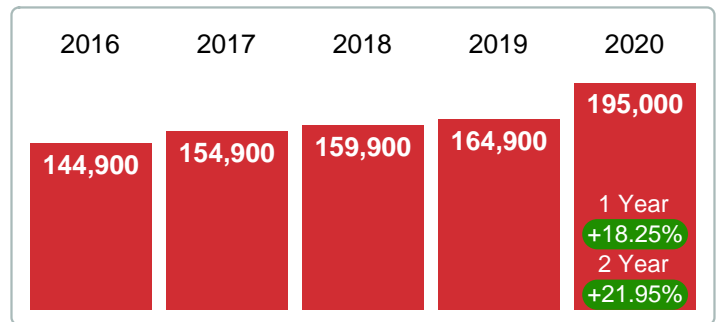
MEDIAN LIST PRICE AT CLOSING

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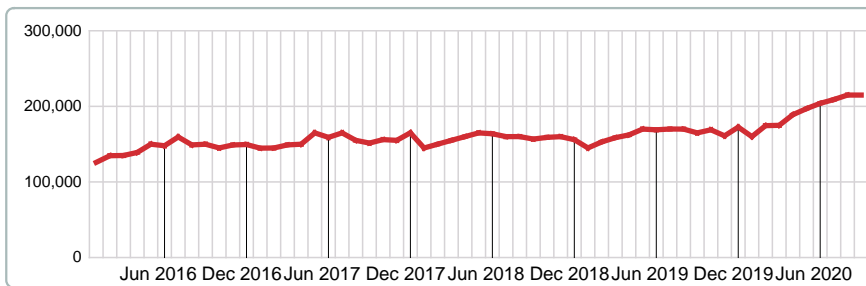
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

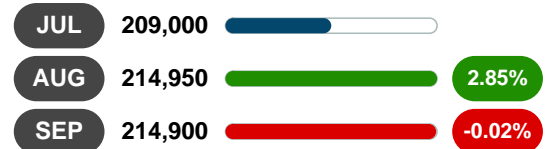


3 MONTHS

5 year SEP AVG = 167,564

High Aug 2020 214,950 Low Jan 2016 125,900

Median List Price at Closing this month at **214,900**
above the 5 yr SEP average of **167,564**



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
\$75,000 and less	71	6.32%	55,900	47,900	64,000	59,200	70,000
\$75,001 - \$125,000	122	10.86%	105,000	97,500	112,000	105,000	0
\$125,001 - \$175,000	212	18.88%	155,000	160,000	155,000	155,000	0
\$175,001 - \$225,000	213	18.97%	199,500	204,450	199,000	199,900	217,500
\$225,001 - \$300,000	226	20.12%	255,500	279,000	250,000	259,900	262,000
\$300,001 - \$400,000	146	13.00%	349,450	360,000	339,000	350,000	332,450
\$400,001 and up	133	11.84%	540,000	509,950	500,000	521,350	670,000
Median List Price			214,900	102,000	180,000	288,800	379,900
Total Closed Units		100%	214,900	152	543	365	63
Total Closed Volume			290,961,761	31.44M	108.95M	118.52M	32.05M



September 2020

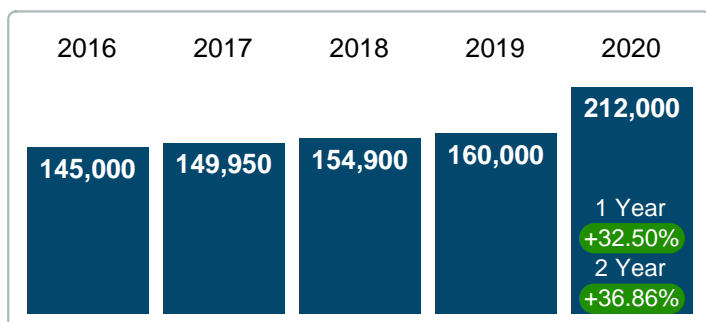
Area Delimited by County Of Tulsa



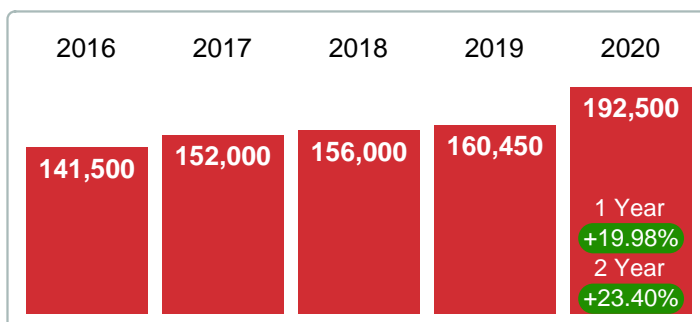
MEDIAN SOLD PRICE AT CLOSING

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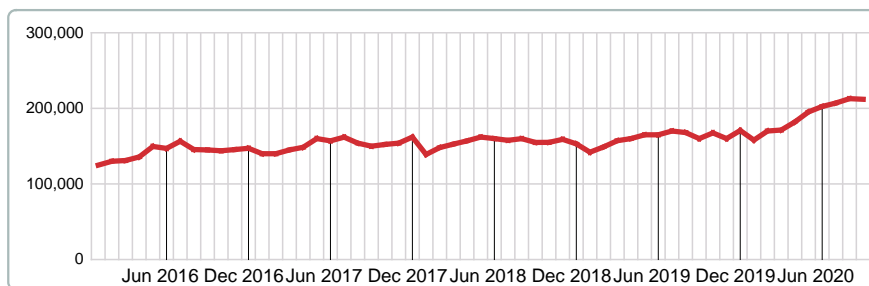
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

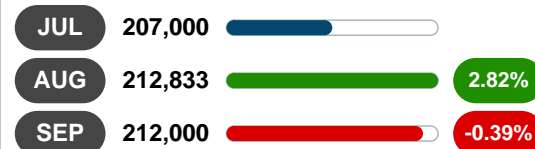


3 MONTHS

5 year SEP AVG = 164,370

High Aug 2020 212,833 Low Jan 2016 124,900

Median Sold Price at Closing this month at **212,000** above the 5 yr SEP average of **164,370**



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
\$75,000 and less	74	6.59%	55,000	45,500	62,000	45,000	56,000
\$75,001 - \$125,000	117	10.42%	103,000	94,750	111,000	99,977	0
\$125,001 - \$175,000	215	19.15%	155,000	150,000	155,000	154,950	0
\$175,001 - \$225,000	222	19.77%	199,925	205,000	198,992	202,556	199,750
\$225,001 - \$300,000	220	19.59%	259,450	279,500	251,250	259,900	261,275
\$300,001 - \$400,000	146	13.00%	345,000	340,000	341,250	350,000	333,750
\$400,001 and up	129	11.49%	532,000	700,000	500,000	500,000	642,450
Median Sold Price			212,000	100,250	180,000	282,900	385,000
Total Closed Units		100%	1,123	152	543	365	63
Total Closed Volume			283,369,402	28.46M	108.01M	116.58M	30.31M



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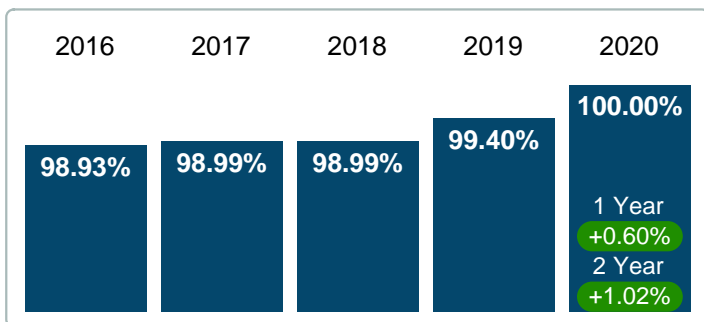
Area Delimited by County Of Tulsa



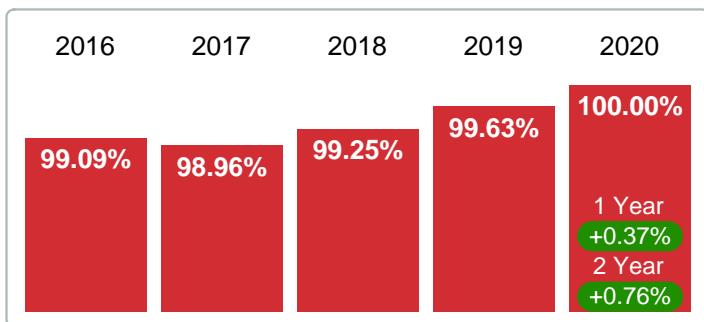
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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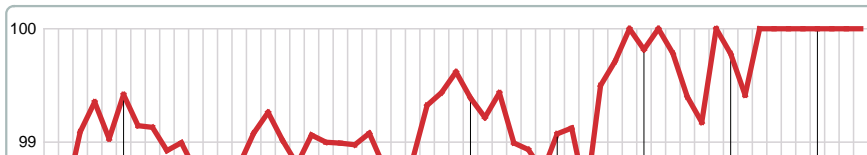
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.26%

High Sep 2020 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% above the 5 yr SEP average of 99.26%

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	
\$75,000 and less	74	6.59%	96.63%	96.36%	100.00%	94.89%	80.00%	
\$75,001 - \$125,000	117	10.42%	99.39%	97.38%	100.00%	100.00%	0.00%	
\$125,001 - \$175,000	215	19.15%	100.00%	100.00%	100.00%	100.65%	0.00%	
\$175,001 - \$225,000	222	19.77%	100.00%	97.83%	100.00%	100.00%	96.67%	
\$225,001 - \$300,000	220	19.59%	100.00%	97.36%	100.00%	100.00%	99.56%	
\$300,001 - \$400,000	146	13.00%	100.00%	88.89%	100.00%	100.00%	100.00%	
\$400,001 and up	129	11.49%	97.78%	90.91%	100.00%	97.98%	96.84%	
Median Sold/List Ratio		100.00%		97.63%	100.00%	100.00%	98.91%	
Total Closed Units		1,123	100%	100.00%	152	543	365	63
Total Closed Volume		283,369,402			28.46M	108.01M	116.58M	30.31M



September 2020

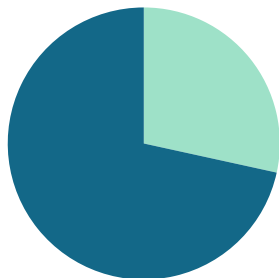
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

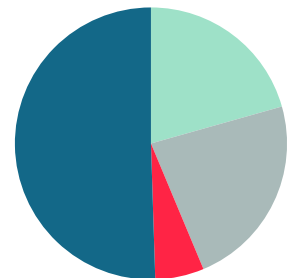


Inventory
 New Listings
1,493 = 28.43%
 Start Inventory
3,758
 Total Inventory Units
5,251
 Volume
\$1,718,394,052

Market Activity

Closed Sales
1,123 = 20.62%
 Pending Sales
1,257 = 23.08%
 Other Off Market
316 = 5.80%
 Active Inventory
2,751 = 50.50%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,001	1,123	12.19%	9,372	8,787	-6.24%
Pending Sales	881	1,257	42.68%	9,058	9,828	8.50%
New Listings	1,395	1,493	7.03%	14,017	12,924	-7.80%
Median List Price	164,900	214,900	30.32%	164,900	195,000	18.25%
Median Sale Price	160,000	212,000	32.50%	160,450	192,500	19.98%
Median Percent of Selling Price to List Price	99.40%	100.00%	0.60%	99.63%	100.00%	0.37%
Median Days on Market to Sale	18.00	8.00	-55.56%	21.00	12.00	-42.86%
Monthly Inventory	4,451	2,751	-38.19%	4,451	2,751	-38.19%
Months Supply of Inventory	4.47	2.85	-36.21%	4.47	2.85	-36.21%

Absorption: Last 12 months, an Average of **966** Sales/Month

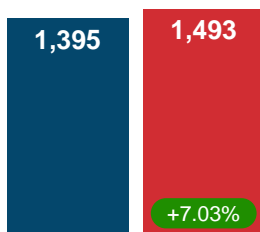
Inventory on September 30, 2020 = **2,751**

2019 **2020**

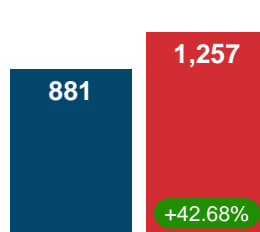
SEPTEMBER MARKET

MEDIAN PRICES

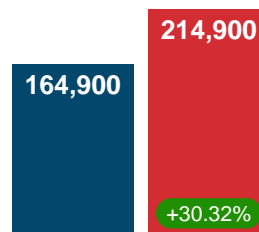
New Listings



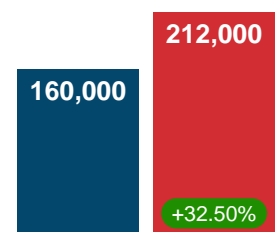
Pending Listings



List Price



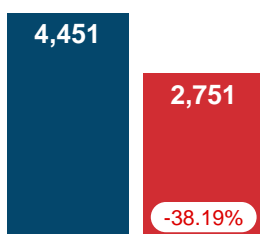
Sale Price



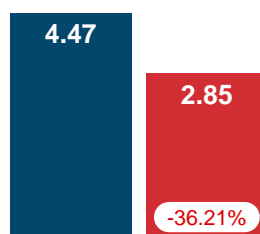
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

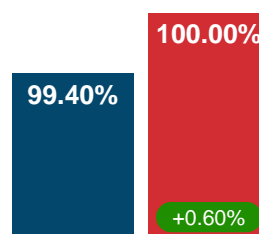
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

