



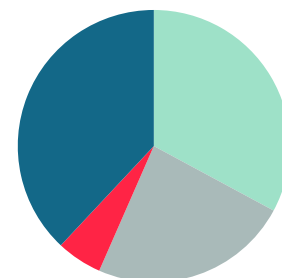
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	769	1,052	36.80%
Pending Listings	593	759	27.99%
New Listings	765	758	-0.92%
Average List Price	224,230	259,677	15.81%
Average Sale Price	219,316	255,307	16.41%
Average Percent of Selling Price to List Price	97.88%	98.83%	0.96%
Average Days on Market to Sale	36.85	25.75	-30.12%
End of Month Inventory	2,079	1,217	-41.46%
Months Supply of Inventory	2.41	1.30	-46.13%



■ Closed (32.86%)
■ Pending (23.71%)
■ Other OffMarket (5.40%)
■ Active (38.02%)

Absorption: Last 12 months, an Average of **936** Sales/Month
Active Inventory as of December 31, 2020 = **1,217**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **41.46%** to 1,217 existing homes available for sale. Over the last 12 months this area has had an average of 936 closed sales per month. This represents an unsold inventory index of **1.30** 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 **16.41%** in December 2020 to \$255,307 versus the previous year at \$219,316.

Average Days on Market Shortens

The average number of **25.75** days that homes spent on the market before selling decreased by 11.10 days or **30.12%** in December 2020 compared to last year's same month at **36.85** DOM.

Sales Success for December 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 758 New Listings in December 2020, down **0.92%** from last year at 765. Furthermore, there were 1,052 Closed Listings this month versus last year at 769, a **36.80%** increase.

Closed versus Listed trends yielded a **138.8%** ratio, up from previous year's, December 2019, at **100.5%**, a **38.06%** 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

December 2020



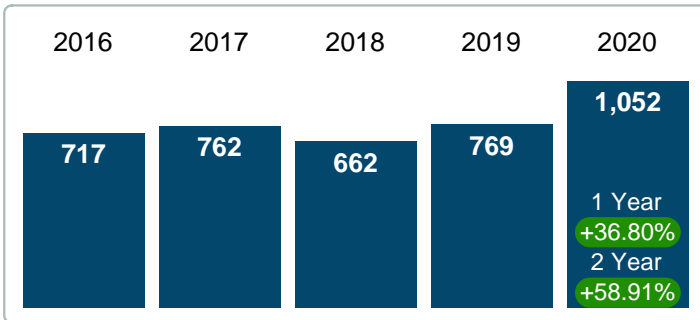
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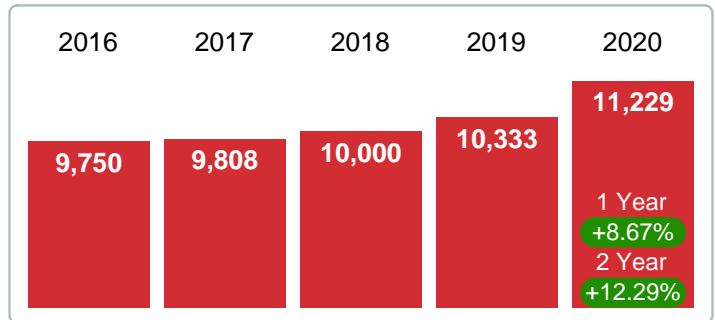
CLOSED LISTINGS

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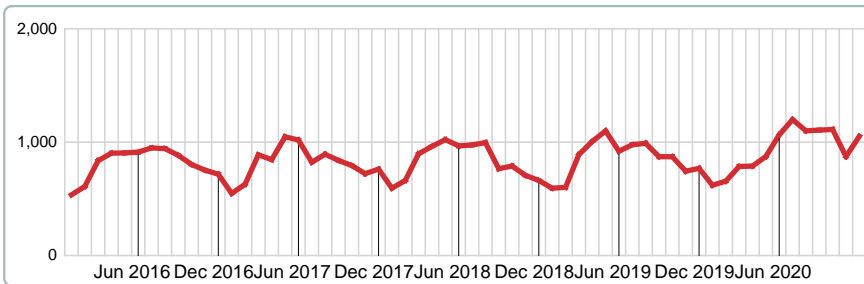
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 792

High Jul 2020 1,199 Low Jan 2016 535

Closed Listings this month at **1,052**
above the 5 yr DEC average of **792**



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	60	5.70%	23.6	31	25	4	0
\$75,001 - \$125,000	109	10.36%	16.8	31	68	9	1
\$125,001 - \$175,000	204	19.39%	14.3	18	168	18	0
\$175,001 - \$250,000	279	26.52%	18.4	17	163	92	7
\$250,001 - \$325,000	159	15.11%	31.8	5	53	91	10
\$325,001 - \$425,000	133	12.64%	36.3	5	27	85	16
\$425,001 and up	108	10.27%	54.6	3	16	65	24
Total Closed Units	1,052			110	520	364	58
Total Closed Volume	268,582,589	100%	25.7	16.04M	101.70M	122.50M	28.34M
Average Closed Price	\$255,307			\$145,817	\$195,572	\$336,550	\$488,638

December 2020



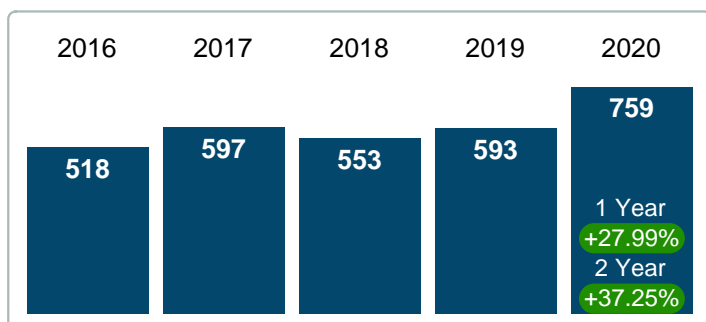
Area Delimited by County Of Tulsa - Residential Property Type



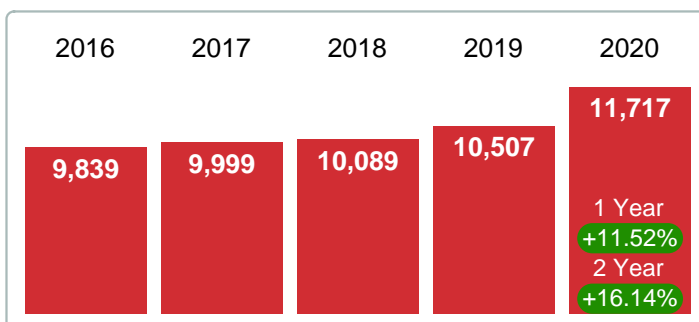
PENDING LISTINGS

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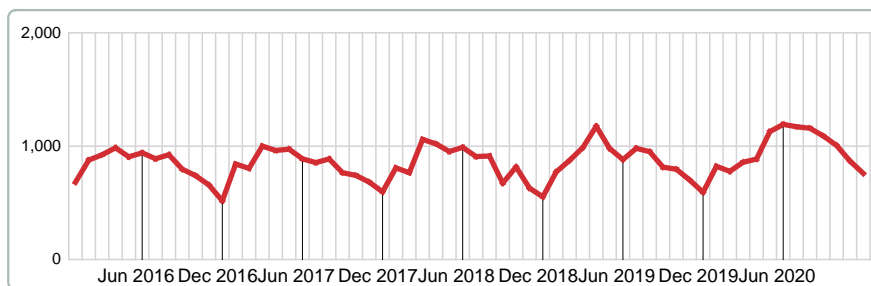
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

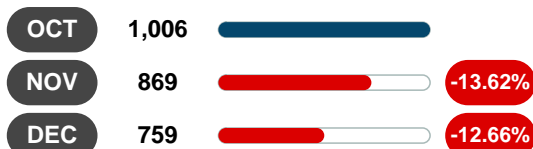


3 MONTHS

5 year DEC AVG = 604

High Jun 2020 1,192 Low Dec 2016 518

Pending Listings this month at **759**
above the 5 yr DEC average of **604**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	45	5.93%	25.3	24	20	1	0
\$75,001 - \$125,000	86	11.33%	26.3	27	53	4	2
\$125,001 - \$175,000	145	19.10%	23.1	10	115	17	3
\$175,001 - \$250,000	182	23.98%	29.1	8	105	66	3
\$250,001 - \$325,000	122	16.07%	35.9	6	43	65	8
\$325,001 - \$400,000	101	13.31%	41.7	3	29	55	14
\$400,001 and up	78	10.28%	66.1	1	16	40	21
Total Pending Units	759			79	381	248	51
Total Pending Volume	193,836,031	100%	34.2	10.55M	77.88M	79.78M	25.63M
Average Listing Price	\$256,925			\$133,513	\$204,403	\$321,701	\$502,526

December 2020



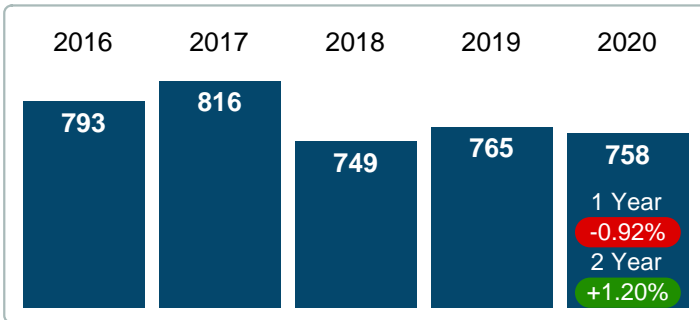
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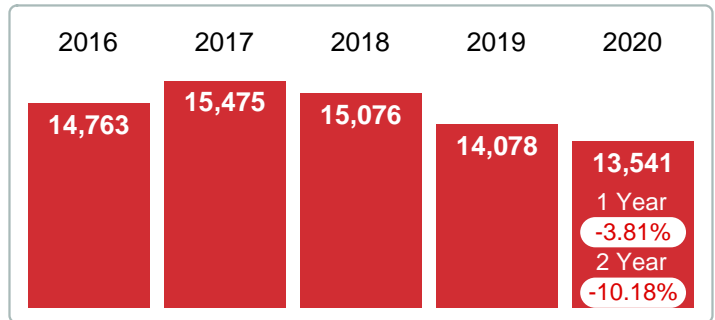
NEW LISTINGS

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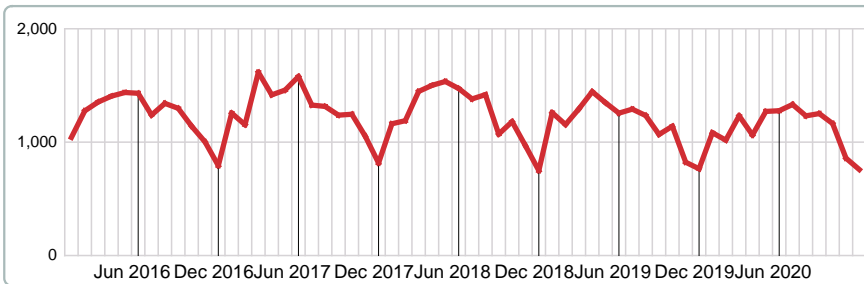
DECEMBER



YEAR TO DATE (YTD)

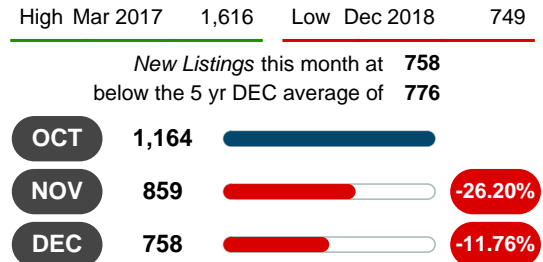


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 776



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	55	7.26%	37	18	0	0
\$75,001 - \$125,000	82	10.82%	24	53	5	0
\$125,001 - \$175,000	131	17.28%	16	97	16	2
\$175,001 - \$250,000	197	25.99%	11	116	65	5
\$250,001 - \$325,000	119	15.70%	7	49	56	7
\$325,001 - \$400,000	94	12.40%	2	32	43	17
\$400,001 and up	80	10.55%	0	12	41	27
Total New Listed Units	758		97	377	226	58
Total New Listed Volume	198,935,368	100%	11.55M	77.17M	73.50M	36.71M
Average New Listed Listing Price	\$253,360		\$119,120	\$204,702	\$325,229	\$632,868

December 2020



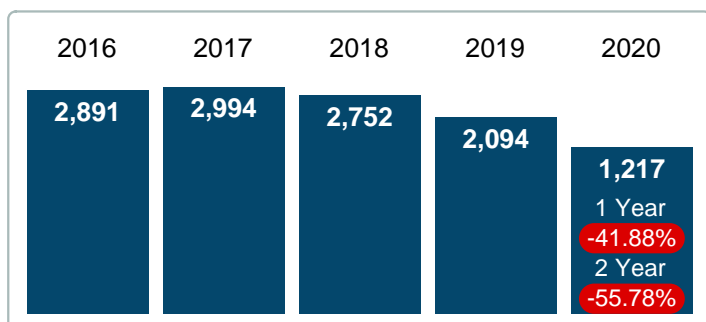
Area Delimited by County Of Tulsa - Residential Property Type



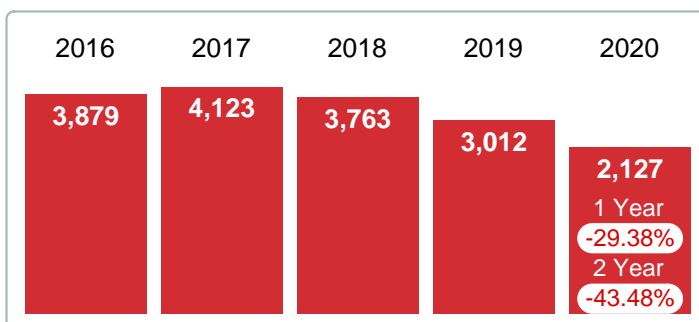
ACTIVE INVENTORY

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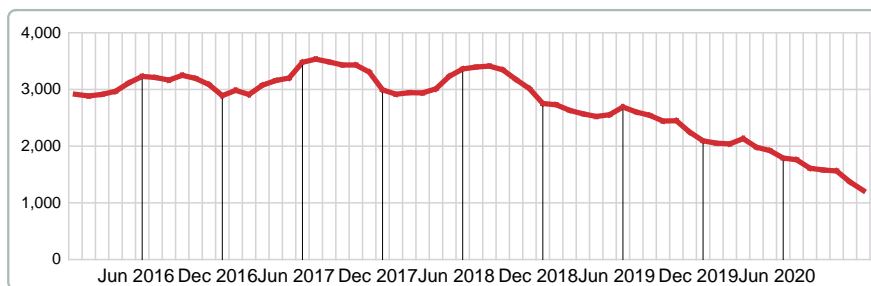
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

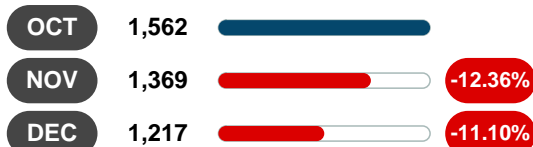


3 MONTHS

5 year DEC AVG = 2,390

High Jul 2017 3,535 Low Dec 2020 1,217

Inventory this month at 1,217 below the 5 yr DEC average of 2,390



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	49	4.03%	112.5	37	11	1	0
\$50,001 - \$125,000	191	15.69%	88.3	73	99	18	1
\$125,001 - \$200,000	179	14.71%	60.2	31	120	26	2
\$200,001 - \$350,000	322	26.46%	61.9	28	135	133	26
\$350,001 - \$475,000	201	16.52%	92.7	9	59	108	25
\$475,001 - \$750,000	152	12.49%	90.3	2	28	72	50
\$750,001 and up	123	10.11%	108.0	2	10	46	65
Total Active Inventory by Units	1,217			182	462	404	169
Total Active Inventory by Volume	499,610,228	100%	81.1	26.69M	117.35M	190.17M	165.39M
Average Active Inventory Listing Price	\$410,526			\$146,675	\$254,008	\$470,719	\$978,657

December 2020



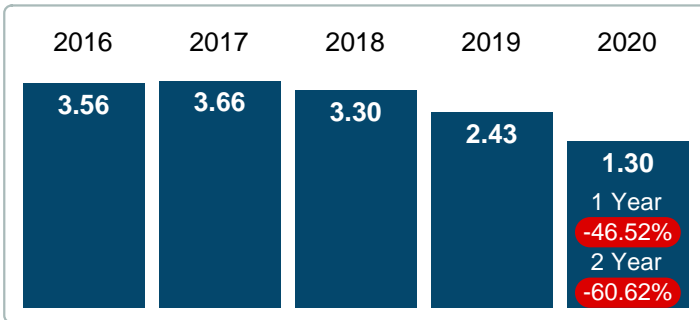
Area Delimited by County Of Tulsa - Residential Property Type



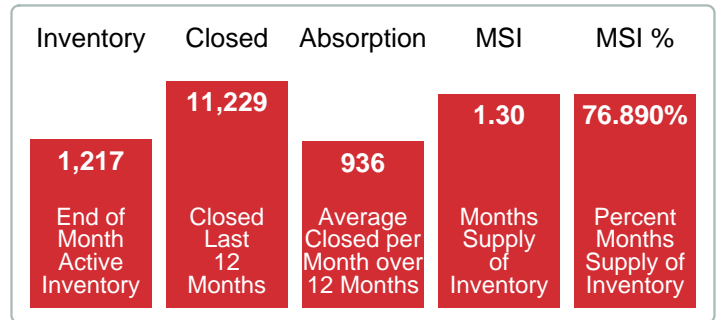
MONTHS SUPPLY of INVENTORY (MSI)

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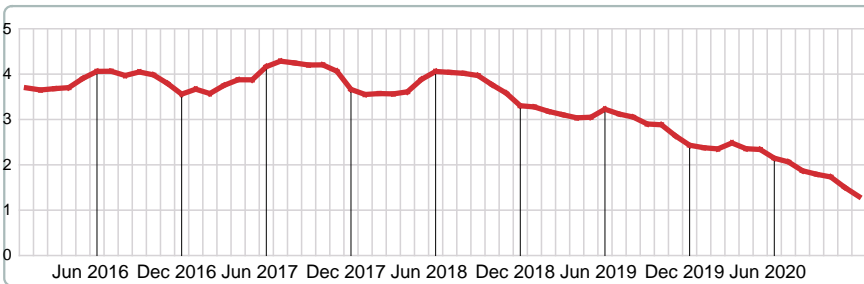
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

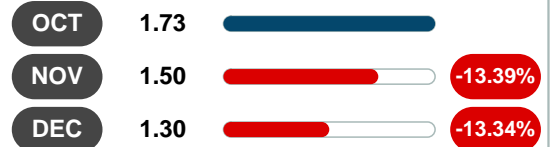


3 MONTHS

5 year DEC AVG = 2.85

High Jul 2017 4.29 Low Dec 2020 1.30

Months Supply this month at 1.30 below the 5 yr DEC average of 2.85



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
\$50,000 and less	49	4.03%	1.69	2.10	1.17	0.52	0.00
\$50,001 - \$125,000	191	15.69%	1.39	1.78	1.16	1.74	1.33
\$125,001 - \$200,000	179	14.71%	0.61	1.34	0.55	0.54	0.60
\$200,001 - \$350,000	322	26.46%	0.98	2.10	1.01	0.83	1.32
\$350,001 - \$475,000	201	16.52%	2.28	6.00	2.97	2.03	1.88
\$475,001 - \$750,000	152	12.49%	3.37	6.00	3.46	2.80	4.58
\$750,001 and up	123	10.11%	8.53	12.00	7.06	6.65	10.99
Market Supply of Inventory (MSI)			1.30	1.87	0.97	1.32	3.12
Total Active Inventory by Units		100%	1,217	182	462	404	169

December 2020



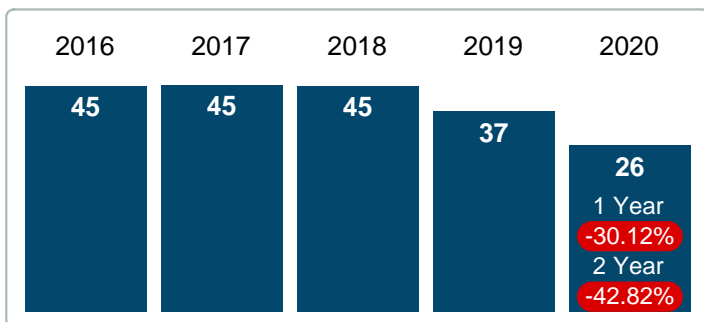
Area Delimited by County Of Tulsa - Residential Property Type



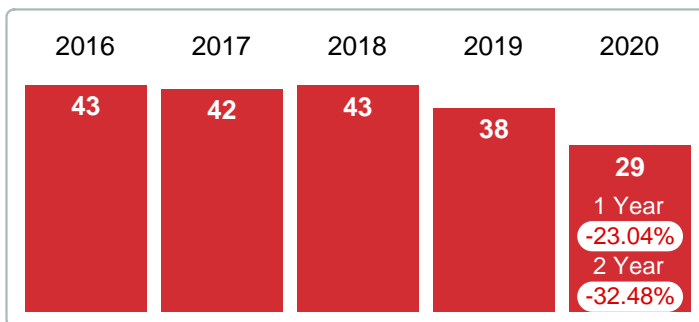
AVERAGE DAYS ON MARKET TO SALE

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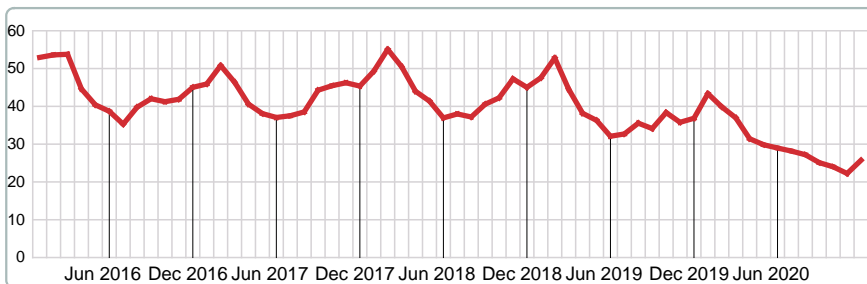
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 40

High Feb 2018 55 Low Nov 2020 22

Average Days on Market to Sale this month at 26 below the 5 yr DEC average of 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	60	5.70%	24	22	24	36	0
\$75,001 - \$125,000	109	10.36%	17	20	13	26	63
\$125,001 - \$175,000	204	19.39%	14	13	15	8	0
\$175,001 - \$250,000	279	26.52%	18	27	13	25	40
\$250,001 - \$325,000	159	15.11%	32	25	33	31	35
\$325,001 - \$425,000	133	12.64%	36	54	30	33	60
\$425,001 and up	108	10.27%	55	82	45	60	45
Average Closed DOM			26	24	18	34	47
Total Closed Units		100%	26	110	520	364	58
Total Closed Volume			268,582,589	16.04M	101.70M	122.50M	28.34M

December 2020



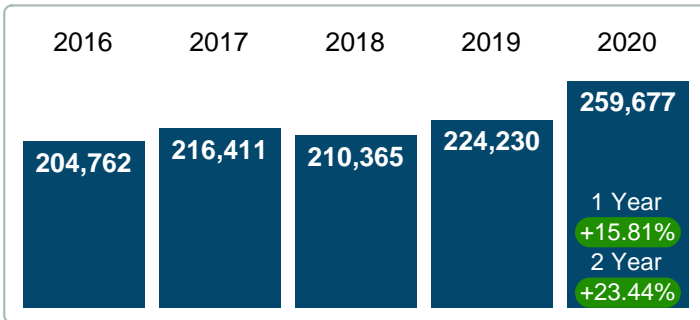
Area Delimited by County Of Tulsa - Residential Property Type



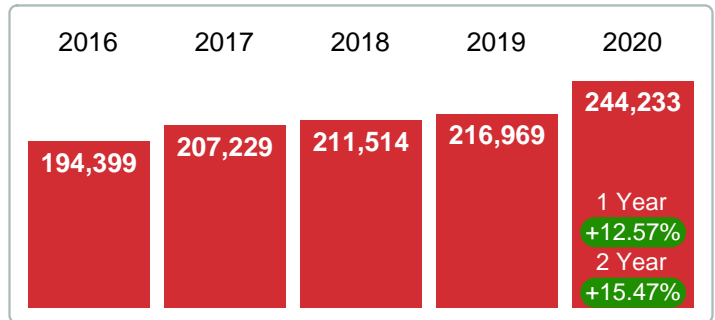
AVERAGE LIST PRICE AT CLOSING

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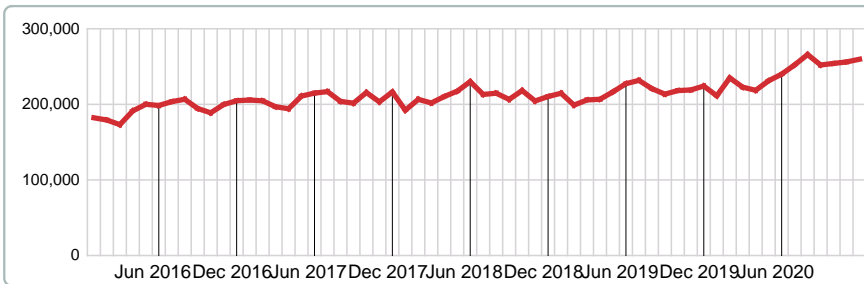
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

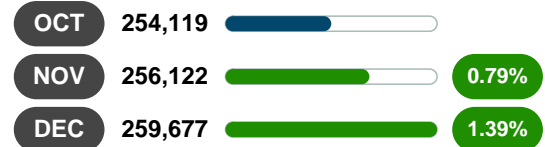


3 MONTHS

5 year DEC AVG = 223,089

High Aug 2020 265,839 Low Mar 2016 173,132

Average List Price at Closing this month at **259,677**
above the 5 yr DEC average of **223,089**



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	5.13%	56,304	57,100	59,100	76,063	0
\$75,001 - \$125,000	10.74%	102,159	96,561	107,102	109,283	128,000
\$125,001 - \$175,000	19.77%	151,647	145,939	152,291	152,819	0
\$175,001 - \$250,000	26.33%	212,662	203,700	206,313	220,797	249,543
\$250,001 - \$325,000	14.83%	286,275	286,200	288,173	287,209	292,860
\$325,001 - \$425,000	12.83%	373,763	369,380	375,978	371,858	390,094
\$425,001 and up	10.36%	669,994	777,967	596,118	649,757	766,820
Average List Price		259,677	149,683	197,955	341,566	507,734
Total Closed Units	1,052	100%	110	520	364	58
Total Closed Volume	273,180,475		16.47M	102.94M	124.33M	29.45M

December 2020



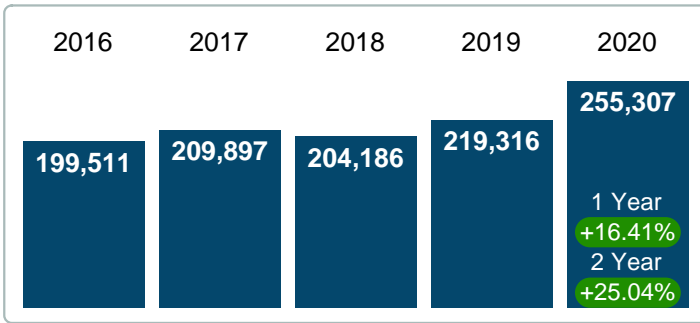
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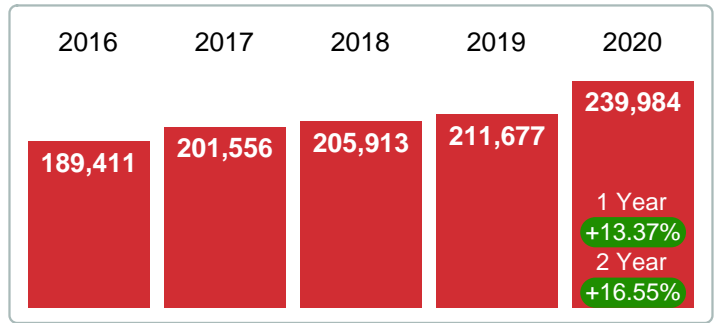
AVERAGE SOLD PRICE AT CLOSING

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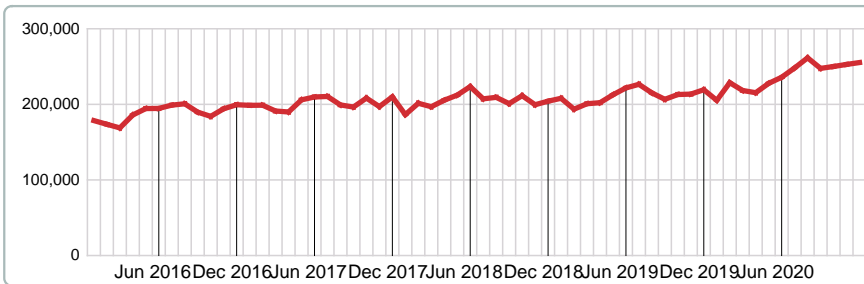
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

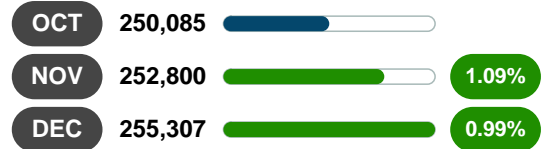


3 MONTHS

5 year DEC AVG = 217,643

High Aug 2020 261,532 Low Mar 2016 168,854

Average Sold Price at Closing this month at **255,307** above the 5 yr DEC average of **217,643**



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 (60 units)	5.70%	56,016	54,309	56,876	63,875	0	
\$75,001 - \$125,000 (109 units)	10.36%	102,099	96,858	103,936	105,167	112,000	
\$125,001 - \$175,000 (204 units)	19.39%	151,472	144,761	151,998	153,275	0	
\$175,001 - \$250,000 (279 units)	26.52%	211,139	202,000	205,931	219,559	243,929	
\$250,001 - \$325,000 (159 units)	15.11%	283,741	279,600	283,182	283,378	292,068	
\$325,001 - \$425,000 (133 units)	12.64%	370,149	357,000	371,646	368,620	379,856	
\$425,001 and up (108 units)	10.27%	647,595	710,333	566,402	634,211	730,131	
Average Sold Price		255,307	145,817	195,572	336,550	488,638	
Total Closed Units	1,052	100%	255,307	110	520	364	58
Total Closed Volume	268,582,589			16.04M	101.70M	122.50M	28.34M

December 2020



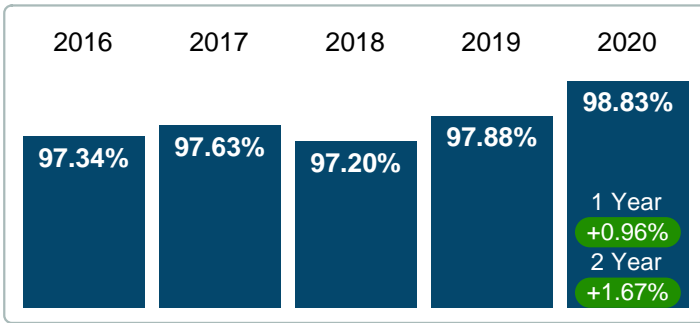
Area Delimited by County Of Tulsa - Residential Property Type



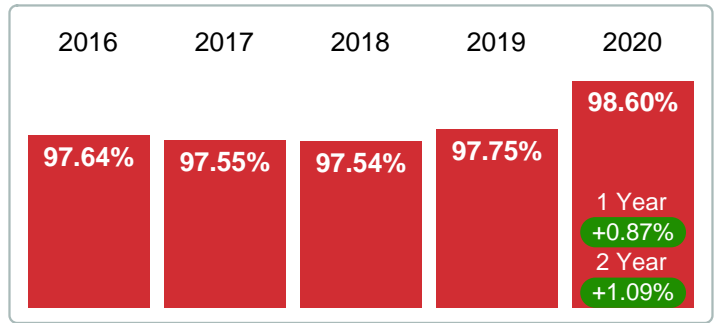
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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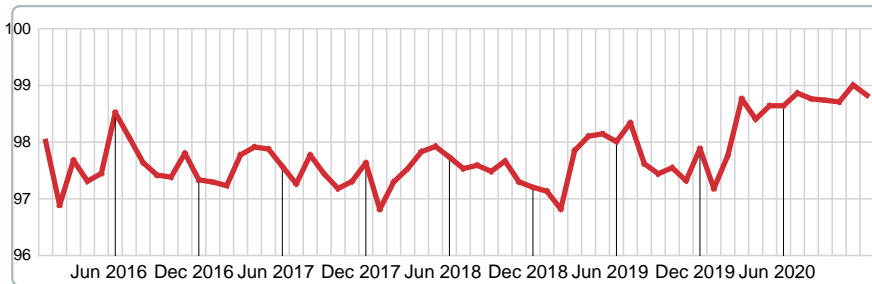
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

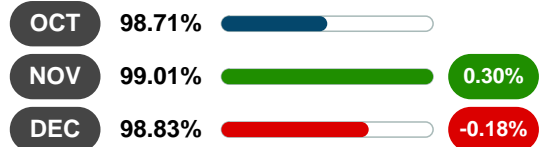


3 MONTHS

5 year DEC AVG = 97.78%

High Nov 2020 99.01% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.83%**
above the 5 yr DEC average of **97.78%**



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	60	5.70%	95.10%	95.16%	96.75%	84.34%	0.00%
\$75,001 - \$125,000	109	10.36%	98.33%	100.54%	97.68%	96.79%	87.50%
\$125,001 - \$175,000	204	19.39%	99.98%	99.52%	99.98%	100.52%	0.00%
\$175,001 - \$250,000	279	26.52%	99.68%	99.12%	99.92%	99.50%	97.82%
\$250,001 - \$325,000	159	15.11%	98.66%	97.87%	98.38%	98.74%	99.73%
\$325,001 - \$425,000	133	12.64%	98.85%	96.67%	98.94%	99.19%	97.57%
\$425,001 and up	108	10.27%	97.22%	92.81%	96.12%	98.15%	95.97%
Average Sold/List Ratio		98.80%		98.13%	99.17%	98.81%	97.14%
Total Closed Units		1,052	100%	110	520	364	58
Total Closed Volume		268,582,589		16.04M	101.70M	122.50M	28.34M

December 2020



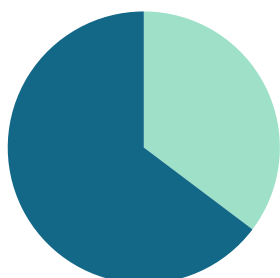
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

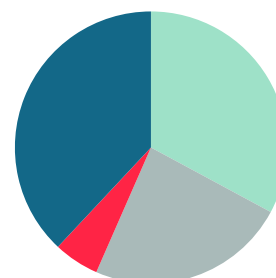


Inventory
 New Listings
758 = 35.27%
 Start Inventory
1,391
 Total Inventory Units
2,149
 Volume
\$762,179,982

Market Activity

Closed Sales
1,052 = 32.86%
 Pending Sales
759 = 23.71%
 Other Off Market
173 = 5.40%
 Active Inventory
1,217 = 38.02%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	769	1,052	36.80%	10,333	11,229	8.67%
Pending Sales	593	759	27.99%	10,507	11,717	11.52%
New Listings	765	758	-0.92%	14,078	13,541	-3.81%
Average List Price	224,230	259,677	15.81%	216,969	244,233	12.57%
Average Sale Price	219,316	255,307	16.41%	211,677	239,984	13.37%
Average Percent of Selling Price to List Price	97.88%	98.83%	0.96%	97.75%	98.60%	0.87%
Average Days on Market to Sale	36.85	25.75	-30.12%	38.00	29.24	-23.04%
Monthly Inventory	2,079	1,217	-41.46%	2,079	1,217	-41.46%
Months Supply of Inventory	2.41	1.30	-46.13%	2.41	1.30	-46.13%

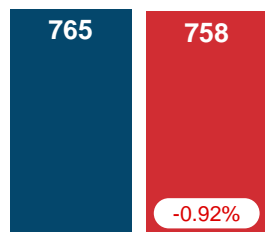
Absorption: Last 12 months, an Average of **936** Sales/Month

Inventory on December 31, 2020 = **1,217** 2019 2020

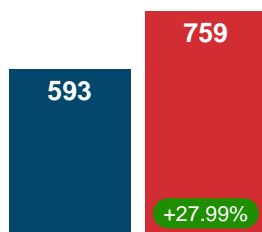
DECEMBER MARKET

AVERAGE PRICES

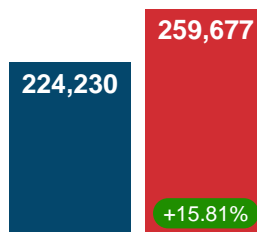
New Listings



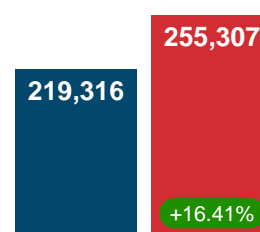
Pending Listings



List Price



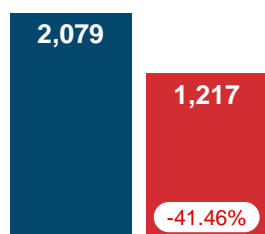
Sale Price



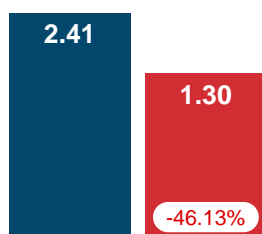
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

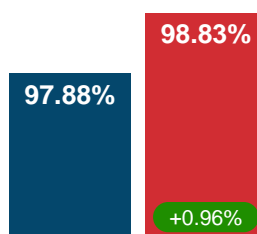
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

