

December 2020



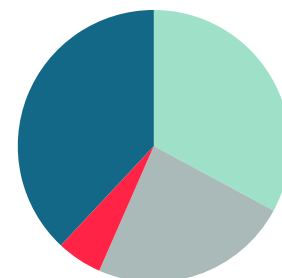
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	185,900	218,000	17.27%
Median Sale Price	183,503	215,500	17.44%
Median Percent of Selling Price to List Price	99.09%	100.00%	0.91%
Median Days on Market to Sale	18.00	10.00	-44.44%
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.

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 **17.44%** in December 2020 to \$215,500 versus the previous year at \$183,503.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 8.00 days or **44.44%** in December 2020 compared to last year's same month at **18.00** DOM.

Sales Success for December 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 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

December 2020



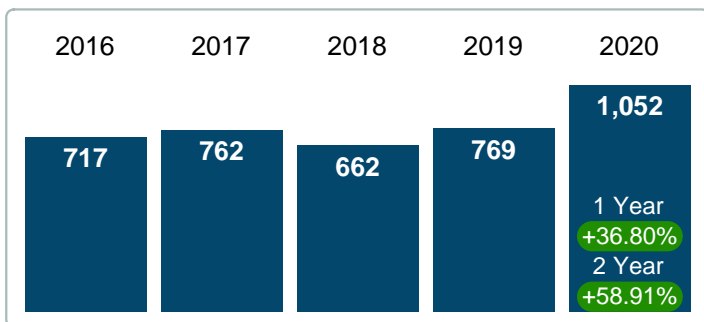
Area Delimited by County Of Tulsa - Residential Property Type



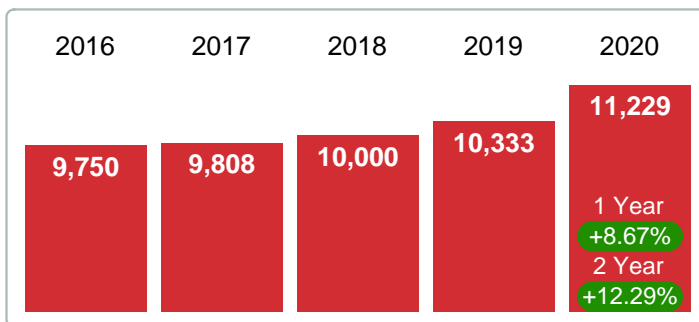
CLOSED LISTINGS

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

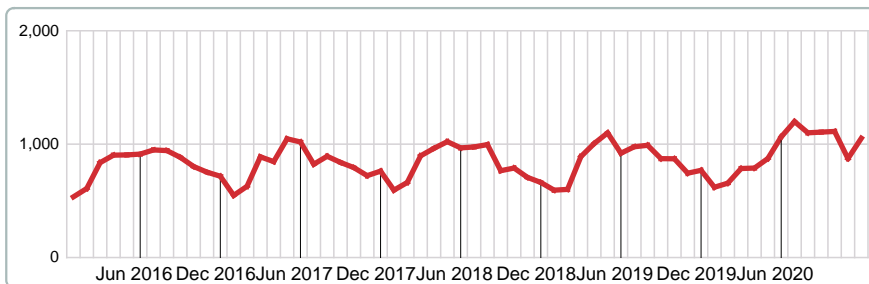
DECEMBER



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**

- OCT 1,112
- NOV 873 (-21.49%)
- DEC 1,052 (20.50%)

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	60	5.70%	10.5	31	25	4	0
\$75,001 - \$125,000	109	10.36%	6.0	31	68	9	1
\$125,001 - \$175,000	204	19.39%	5.0	18	168	18	0
\$175,001 - \$250,000	279	26.52%	7.0	17	163	92	7
\$250,001 - \$325,000	159	15.11%	17.0	5	53	91	10
\$325,001 - \$425,000	133	12.64%	23.0	5	27	85	16
\$425,001 and up	108	10.27%	32.0	3	16	65	24
Total Closed Units	1,052			110	520	364	58
Total Closed Volume	268,582,589	100%	10.0	16.04M	101.70M	122.50M	28.34M
Median Closed Price	\$215,500			\$108,000	\$175,000	\$295,000	\$393,950

December 2020



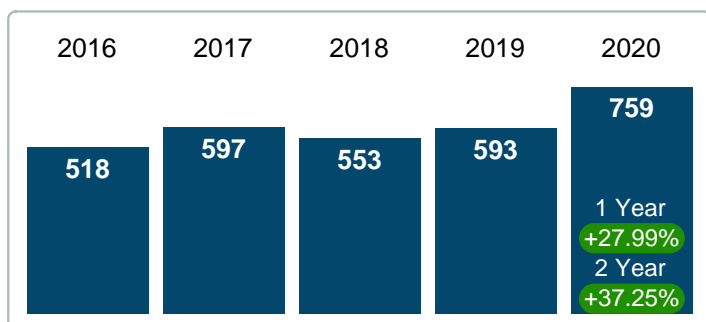
Area Delimited by County Of Tulsa - Residential Property Type



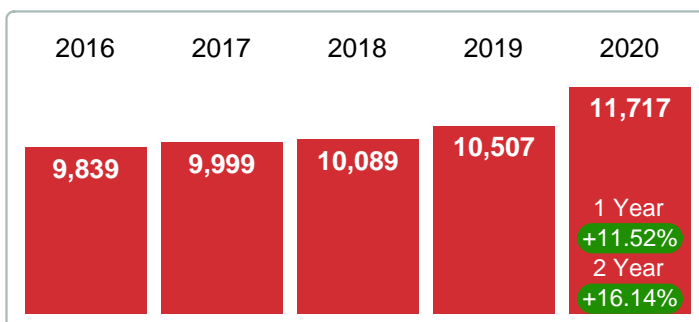
PENDING LISTINGS

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

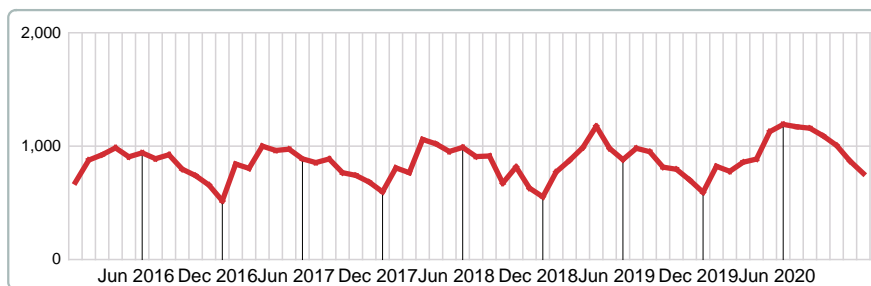
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

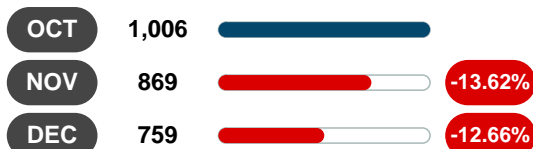


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	45	5.93%	11.0	24	20	1	0
\$75,001 - \$125,000	86	11.33%	10.0	27	53	4	2
\$125,001 - \$175,000	145	19.10%	10.0	10	115	17	3
\$175,001 - \$250,000	182	23.98%	9.5	8	105	66	3
\$250,001 - \$325,000	122	16.07%	21.0	6	43	65	8
\$325,001 - \$400,000	101	13.31%	23.0	3	29	55	14
\$400,001 and up	78	10.28%	35.5	1	16	40	21
Total Pending Units	759			79	381	248	51
Total Pending Volume	193,836,031	100%	13.0	10.55M	77.88M	79.78M	25.63M
Median Listing Price	\$219,000			\$105,000	\$178,000	\$287,792	\$373,900

December 2020



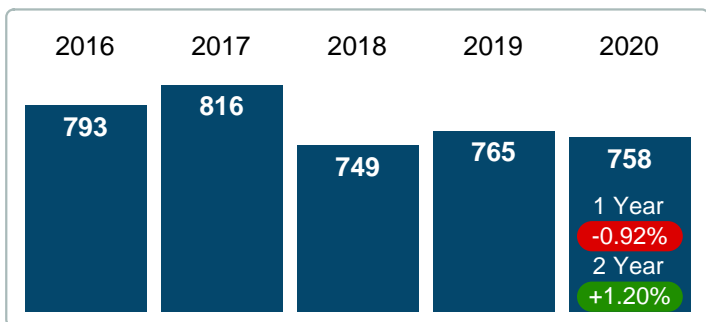
Area Delimited by County Of Tulsa - Residential Property Type



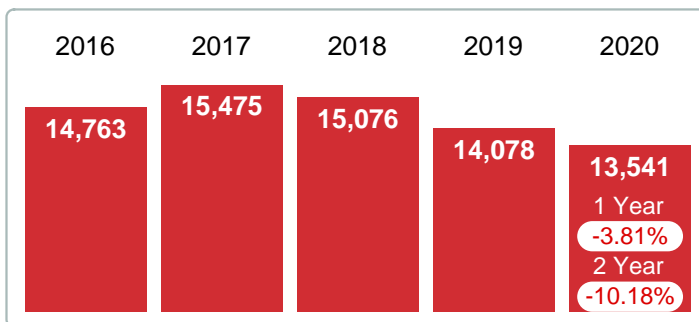
NEW LISTINGS

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

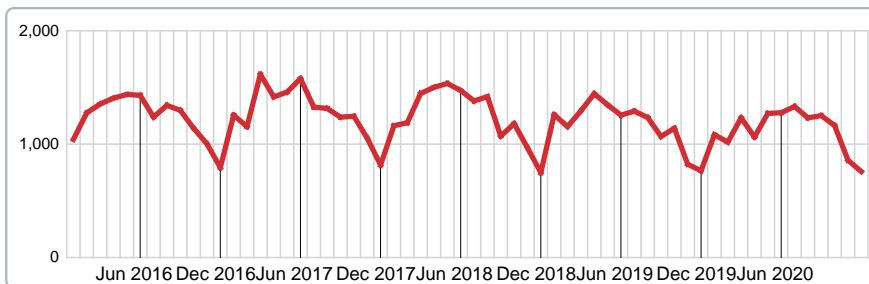
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

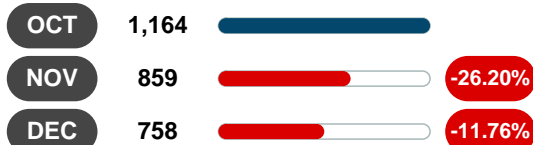


3 MONTHS

5 year DEC AVG = 776

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at **758**
below the 5 yr DEC average of **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
Median New Listed Listing Price	\$222,131		\$98,000	\$185,000	\$286,929	\$386,950

December 2020



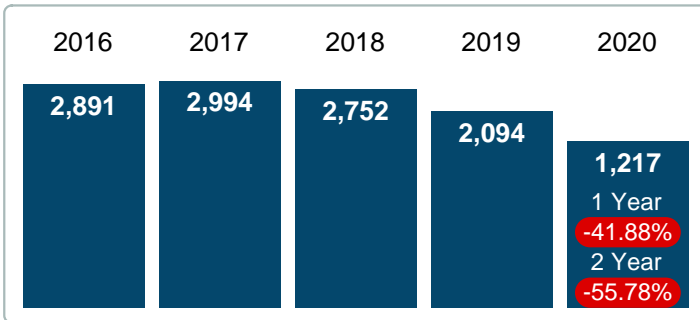
Area Delimited by County Of Tulsa - Residential Property Type



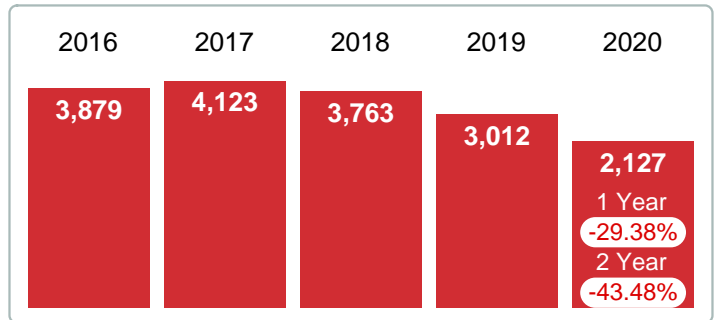
ACTIVE INVENTORY

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

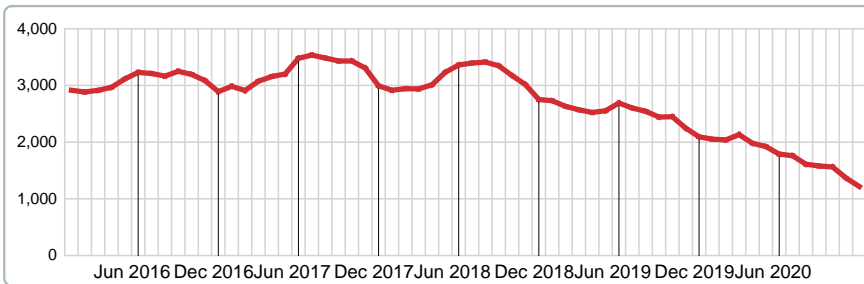
END OF DECEMBER



ACTIVE DURING DECEMBER

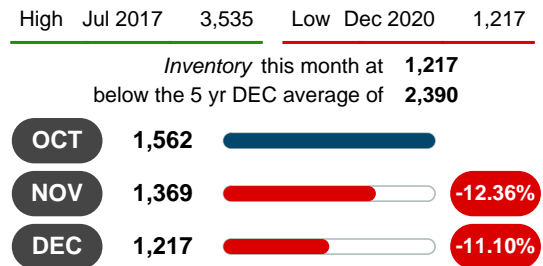


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2,390



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	49	4.03%	38.0	37	11	1	0
\$50,001 - \$125,000	191	15.69%	92.0	73	99	18	1
\$125,001 - \$200,000	179	14.71%	38.0	31	120	26	2
\$200,001 - \$350,000	322	26.46%	45.0	28	135	133	26
\$350,001 - \$475,000	201	16.52%	77.0	9	59	108	25
\$475,001 - \$750,000	152	12.49%	78.0	2	28	72	50
\$750,001 and up	123	10.11%	97.0	2	10	46	65
Total Active Inventory by Units	1,217			182	462	404	169
Total Active Inventory by Volume	499,610,228	100%	63.0	26.69M	117.35M	190.17M	165.39M
Median Active Inventory Listing Price	\$297,500			\$86,250	\$205,000	\$389,250	\$625,000

December 2020



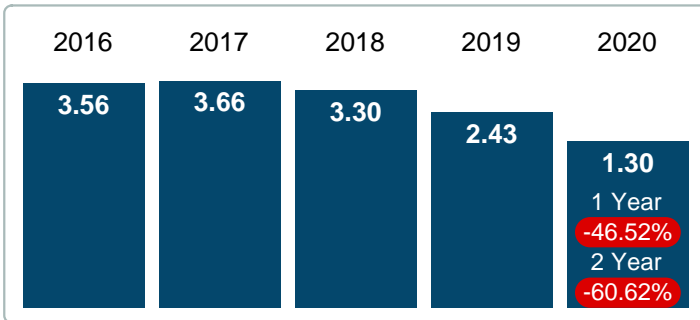
Area Delimited by County Of Tulsa - Residential Property Type



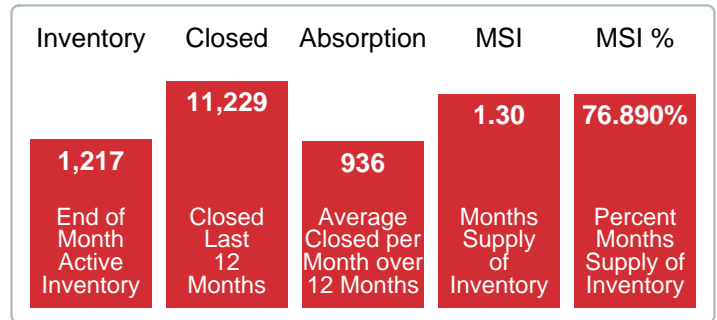
MONTHS SUPPLY of INVENTORY (MSI)

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

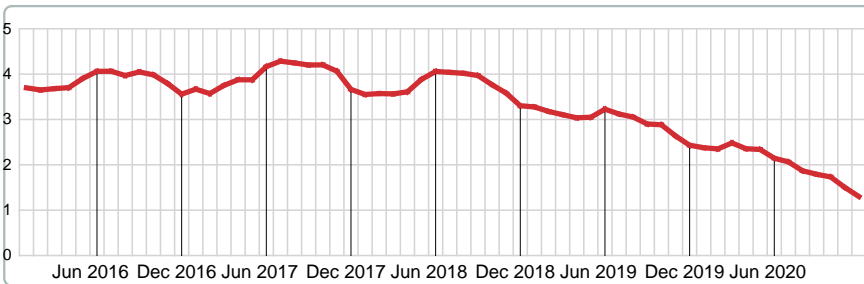
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

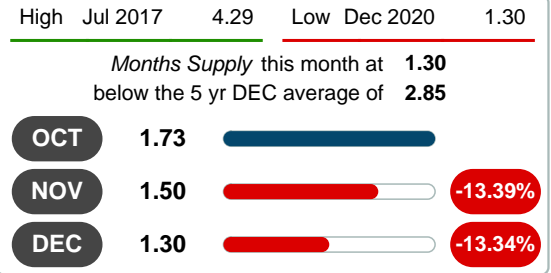


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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



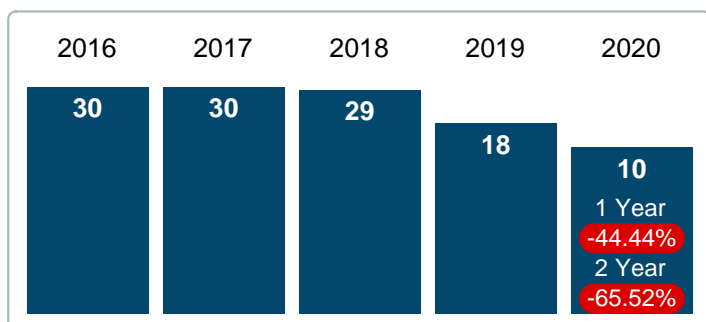
Area Delimited by County Of Tulsa - Residential Property Type



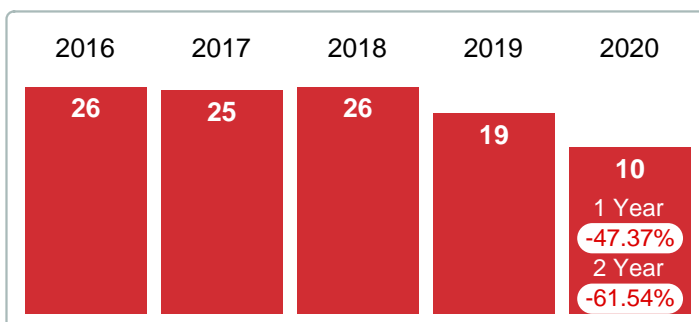
MEDIAN DAYS ON MARKET TO SALE

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

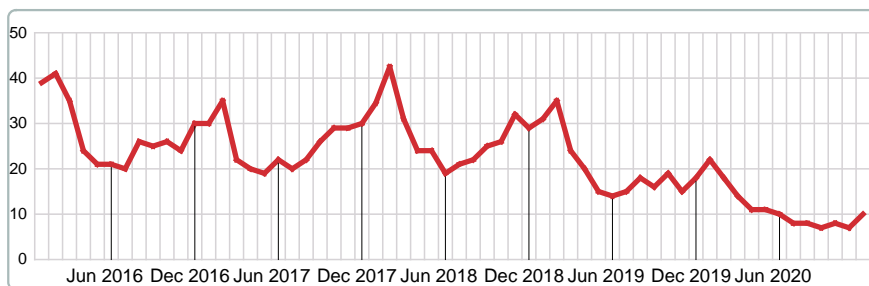
DECEMBER



YEAR TO DATE (YTD)

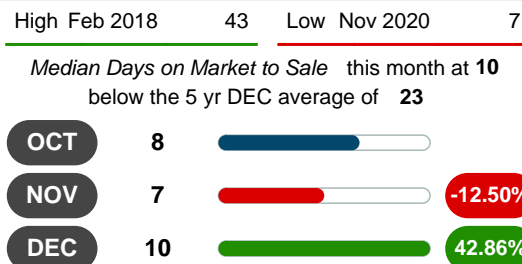


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 23



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	5.70%	11	11	10	23	0
\$75,001 - \$125,000	10.36%	6	6	5	14	63
\$125,001 - \$175,000	19.39%	5	3	5	4	0
\$175,001 - \$250,000	26.52%	7	5	6	13	18
\$250,001 - \$325,000	15.11%	17	8	10	17	31
\$325,001 - \$425,000	12.64%	23	23	8	20	56
\$425,001 and up	10.27%	32	88	21	43	21
Median Closed DOM		10	8	6	16	35
Total Closed Units	100%	1,052	110	520	364	58
Total Closed Volume		268,582,589	16.04M	101.70M	122.50M	28.34M

December 2020



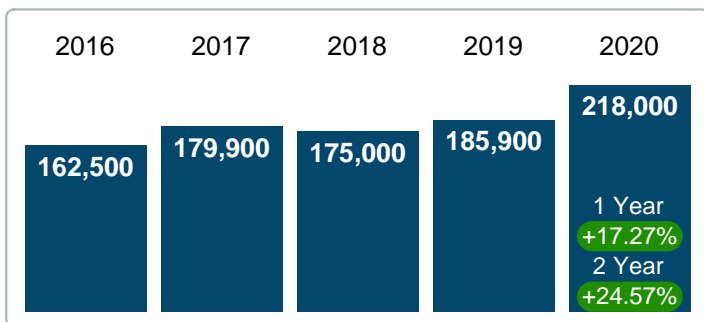
Area Delimited by County Of Tulsa - Residential Property Type



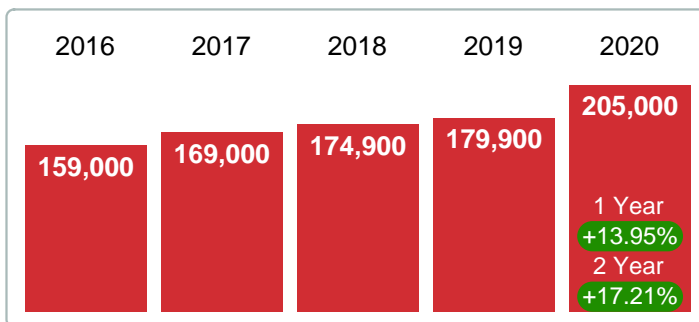
MEDIAN LIST PRICE AT CLOSING

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

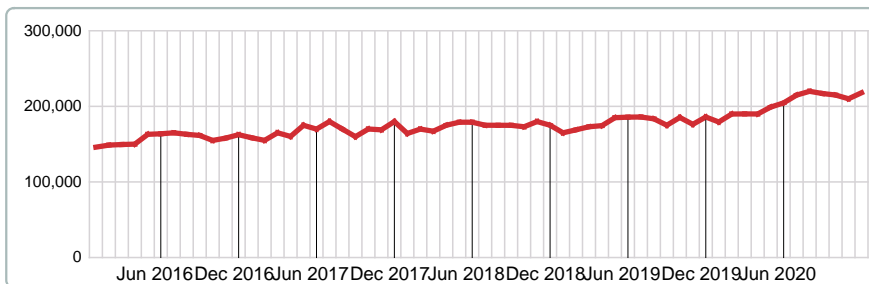
DECEMBER



YEAR TO DATE (YTD)

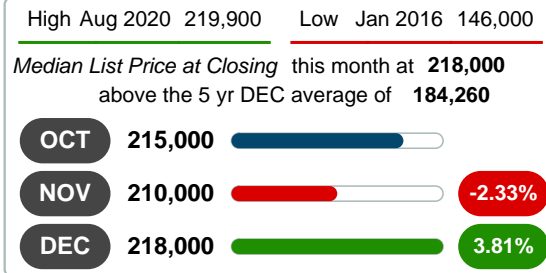


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 184,260



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	54	5.13%	58,500	56,000	55,000	67,400	0
\$75,001 - \$125,000	113	10.74%	100,000	95,000	105,000	98,825	0
\$125,001 - \$175,000	208	19.77%	150,000	135,000	150,000	155,000	128,000
\$175,001 - \$250,000	277	26.33%	213,900	192,000	204,950	226,500	249,250
\$250,001 - \$325,000	156	14.83%	285,500	277,000	289,000	285,000	299,000
\$325,001 - \$425,000	135	12.83%	369,900	350,000	369,000	366,950	374,900
\$425,001 and up	109	10.36%	589,000	625,000	515,000	594,450	649,900
Median List Price			218,000	105,500	175,000	295,673	416,750
Total Closed Units		100%	218,000	110	520	364	58
Total Closed Volume			273,180,475	16.47M	102.94M	124.33M	29.45M

December 2020



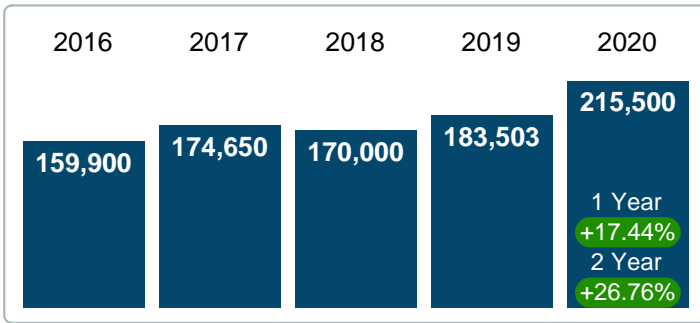
Area Delimited by County Of Tulsa - Residential Property Type



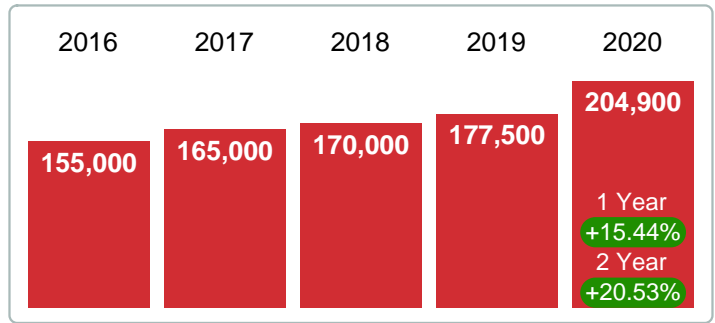
MEDIAN SOLD PRICE AT CLOSING

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

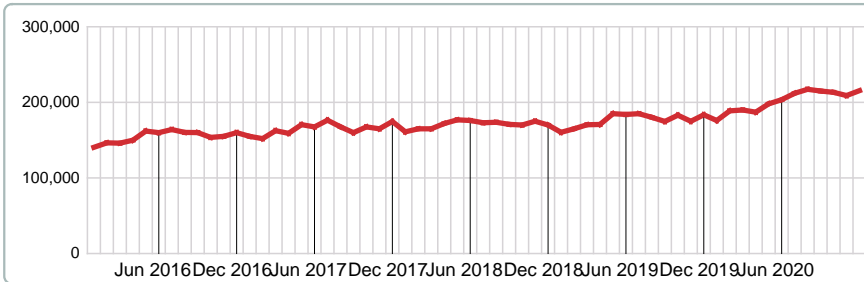
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 180,711

High Aug 2020 217,250 Low Jan 2016 140,500

Median Sold Price at Closing this month at **215,500** above the 5 yr DEC average of **180,711**



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	60	5.70%	60,750	57,000	61,500	66,750	0
\$75,001 - \$125,000	109	10.36%	101,500	96,000	104,500	101,500	112,000
\$125,001 - \$175,000	204	19.39%	151,500	137,500	153,500	153,000	0
\$175,001 - \$250,000	279	26.52%	210,500	196,000	202,000	222,750	245,000
\$250,001 - \$325,000	159	15.11%	280,000	279,500	280,000	280,000	300,500
\$325,001 - \$425,000	133	12.64%	365,000	350,000	370,000	365,000	377,000
\$425,001 and up	108	10.27%	580,000	591,000	505,000	569,900	640,000
Median Sold Price			215,500	108,000	175,000	295,000	393,950
Total Closed Units			1,052	110	520	364	58
Total Closed Volume			268,582,589	16.04M	101.70M	122.50M	28.34M

December 2020



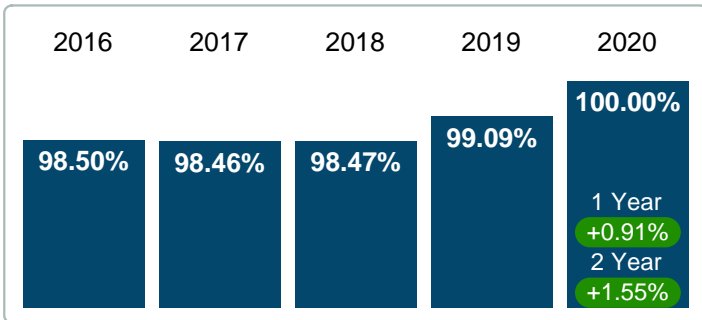
Area Delimited by County Of Tulsa - Residential Property Type



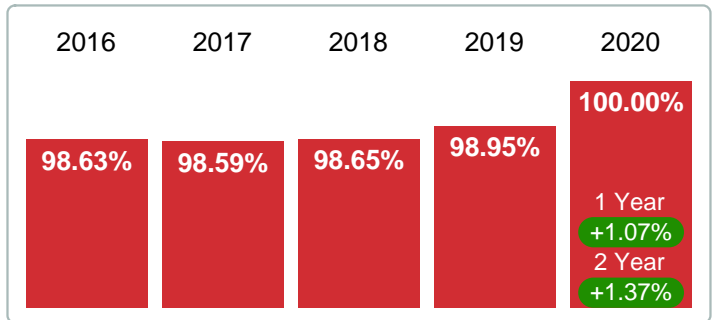
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

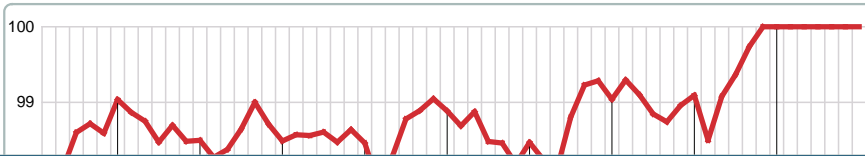
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 98.90%

High Dec 2020 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%** above the 5 yr DEC average of **98.90%**

OCT 100.00%
NOV 100.00%
DEC 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	60	5.70%	95.81%	96.11%	96.47%	82.20%	0.00%
\$75,001 - \$125,000	109	10.36%	100.00%	100.00%	100.00%	97.19%	87.50%
\$125,001 - \$175,000	204	19.39%	100.00%	100.00%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	279	26.52%	100.00%	100.00%	100.00%	100.00%	98.20%
\$250,001 - \$325,000	159	15.11%	100.00%	99.83%	100.00%	100.00%	99.98%
\$325,001 - \$425,000	133	12.64%	99.70%	95.99%	100.00%	99.39%	98.31%
\$425,001 and up	108	10.27%	98.10%	94.56%	97.86%	98.80%	96.35%
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.74%	98.19%
Total Closed Units	1,052	100%	100.00%	110	520	364	58
Total Closed Volume	268,582,589			16.04M	101.70M	122.50M	28.34M

December 2020



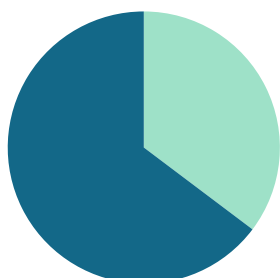
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

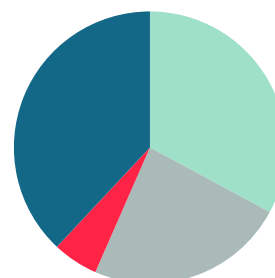


Inventory
 New Listings
758 = 35.27%
 Start Inventory
1,391
 Total Inventory Units
2,149
 Volume
\$762,179,982

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%
Median List Price	185,900	218,000	17.27%	179,900	205,000	13.95%
Median Sale Price	183,503	215,500	17.44%	177,500	204,900	15.44%
Median Percent of Selling Price to List Price	99.09%	100.00%	0.91%	98.95%	100.00%	1.07%
Median Days on Market to Sale	18.00	10.00	-44.44%	19.00	10.00	-47.37%
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%

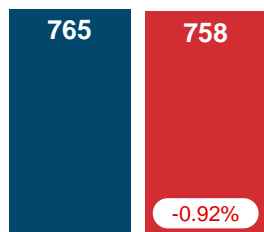
Absorption: Last 12 months, an Average of **936** Sales/Month

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

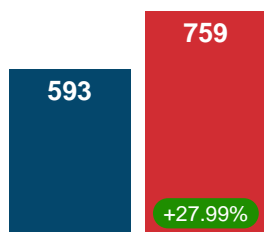
DECEMBER MARKET

MEDIAN PRICES

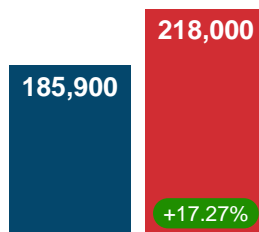
New Listings



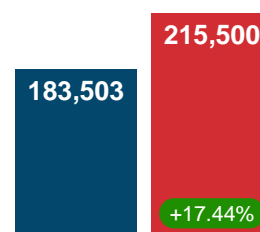
Pending Listings



List Price



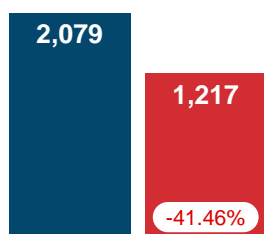
Sale Price



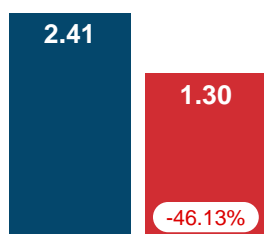
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

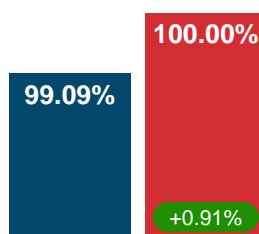
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

