

October 2020



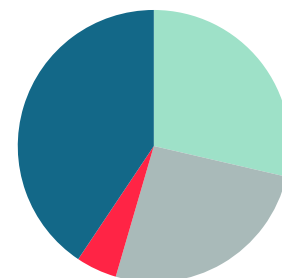
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	871	1,112	27.67%
Pending Listings	796	1,006	26.38%
New Listings	1,140	1,164	2.11%
Average List Price	218,210	254,119	16.46%
Average Sale Price	213,018	250,085	17.40%
Average Percent of Selling Price to List Price	97.55%	98.71%	1.19%
Average Days on Market to Sale	38.36	24.00	-37.42%
End of Month Inventory	2,433	1,578	-35.14%
Months Supply of Inventory	2.87	1.75	-38.91%



■ Closed (28.62%)
■ Pending (25.89%)
■ Other OffMarket (4.86%)
■ Active (40.62%)

Absorption: Last 12 months, an Average of **901** Sales/Month
Active Inventory as of October 31, 2020 = **1,578**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **35.14%** to 1,578 existing homes available for sale. Over the last 12 months this area has had an average of 901 closed sales per month. This represents an unsold inventory index of **1.75** 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 **17.40%** in October 2020 to \$250,085 versus the previous year at \$213,018.

Average Days on Market Shortens

The average number of **24.00** days that homes spent on the market before selling decreased by 14.35 days or **37.42%** in October 2020 compared to last year's same month at **38.36** 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 1,164 New Listings in October 2020, up **2.11%** from last year at 1,140. Furthermore, there were 1,112 Closed Listings this month versus last year at 871, a **27.67%** increase.

Closed versus Listed trends yielded a **95.5%** ratio, up from previous year's, October 2019, at **76.4%**, a **25.04%** 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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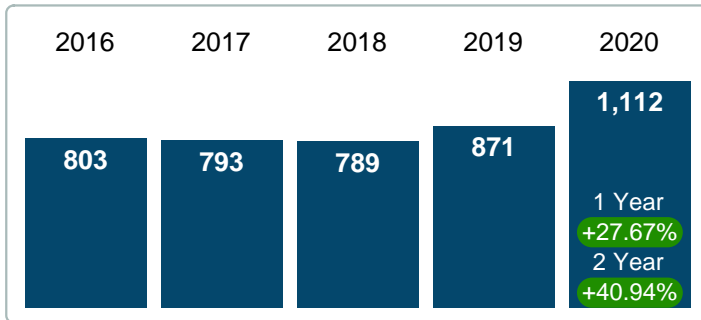
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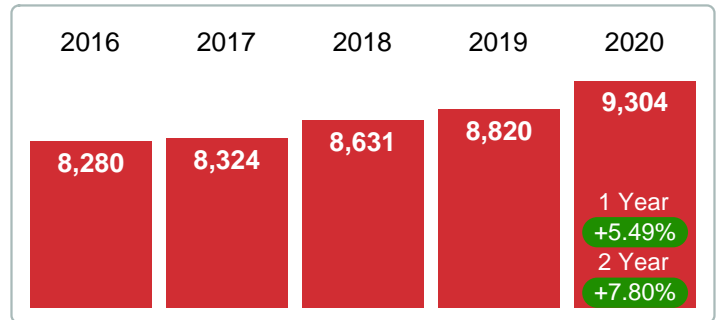
CLOSED LISTINGS

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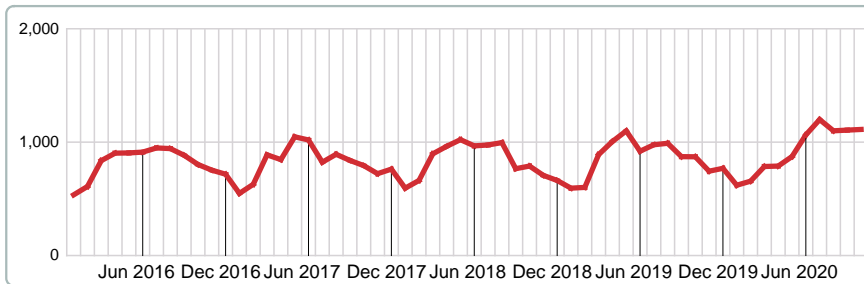
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 874

High Jul 2020 1,199 Low Jan 2016 535

Closed Listings this month at 1,112 above the 5 yr OCT average of 874



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	104	9.35%	19.4	52	48	4	0
\$100,001 - \$150,000	152	13.67%	10.9	21	122	9	0
\$150,001 - \$175,000	127	11.42%	16.3	6	108	11	2
\$175,001 - \$250,000	317	28.51%	16.9	13	191	108	5
\$250,001 - \$300,000	132	11.87%	25.7	3	54	67	8
\$300,001 - \$425,000	170	15.29%	38.2	3	56	97	14
\$425,001 and up	110	9.89%	51.9	2	20	64	24
Total Closed Units	1,112			100	599	360	53
Total Closed Volume	278,094,110	100%	24.0	12.63M	123.47M	118.77M	23.23M
Average Closed Price	\$250,085			\$126,340	\$206,121	\$329,907	\$438,252

October 2020



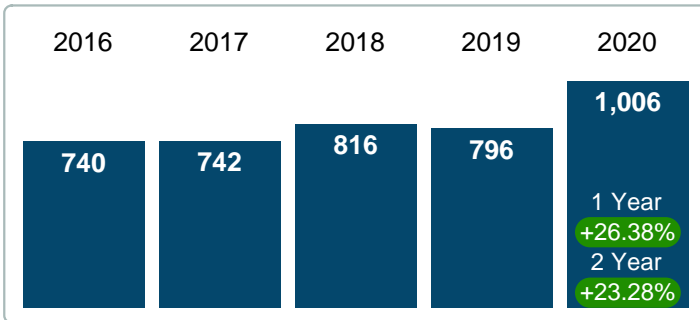
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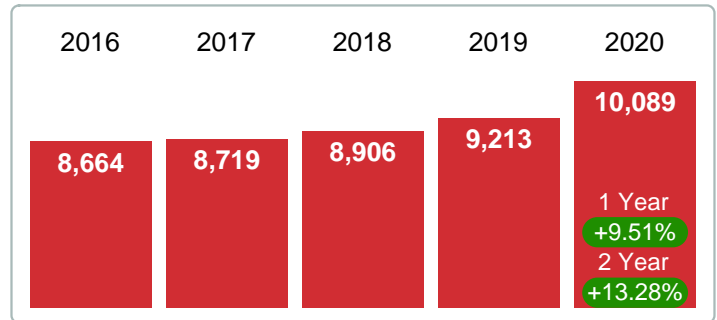
PENDING LISTINGS

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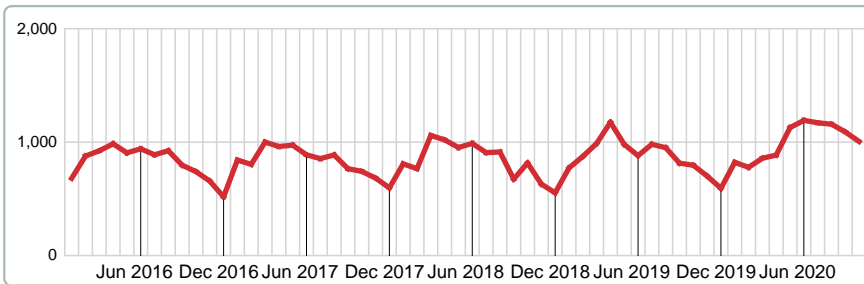
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

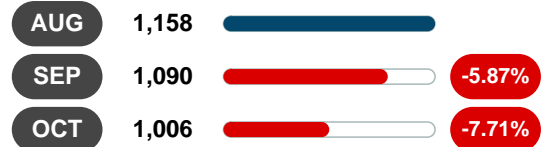


3 MONTHS

5 year OCT AVG = 820

High Jun 2020 1,192 Low Dec 2016 518

Pending Listings this month at **1,006**
above the 5 yr OCT average of **820**



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	54	5.37%	21.7	33	18	3	0
\$75,001 - \$125,000	110	10.93%	17.9	27	74	9	0
\$125,001 - \$175,000	196	19.48%	16.7	16	152	25	3
\$175,001 - \$225,000	192	19.09%	20.5	12	132	44	4
\$225,001 - \$325,000	228	22.66%	27.8	12	96	102	18
\$325,001 - \$425,000	127	12.62%	36.1	3	33	77	14
\$425,001 and up	99	9.84%	42.6	3	18	57	21
Total Pending Units	1,006			106	523	317	60
Total Pending Volume	263,843,472	100%	25.3	15.79M	107.59M	109.50M	30.97M
Average Listing Price	\$261,855			\$148,922	\$205,723	\$345,414	\$516,139

October 2020



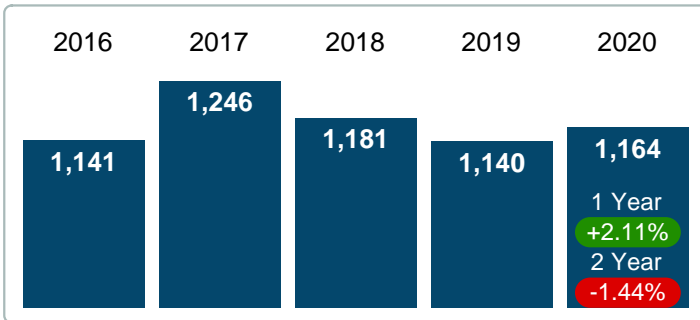
Area Delimited by County Of Tulsa - Residential Property Type



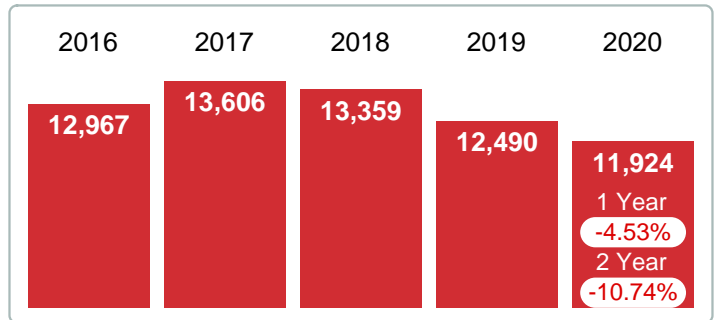
NEW LISTINGS

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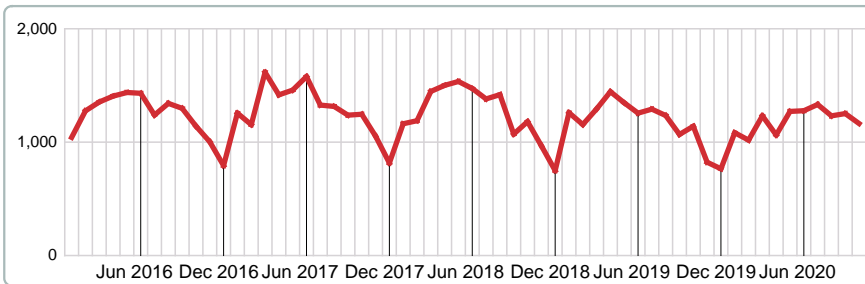
OCTOBER



YEAR TO DATE (YTD)

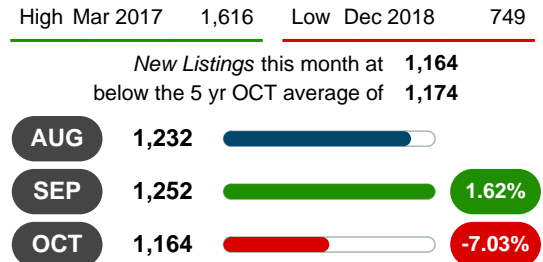


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,174



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	70	6.01%	46	23	1	0
\$75,001 - \$125,000	127	10.91%	35	79	12	1
\$125,001 - \$175,000	223	19.16%	17	172	32	2
\$175,001 - \$250,000	309	26.55%	23	190	89	7
\$250,001 - \$325,000	142	12.20%	9	47	76	10
\$325,001 - \$450,000	169	14.52%	6	38	111	14
\$450,001 and up	124	10.65%	1	23	55	45
Total New Listed Units	1,164		137	572	376	79
Total New Listed Volume	344,581,039	100%	19.77M	122.38M	139.90M	62.53M
Average New Listed Listing Price	\$269,779		\$144,309	\$213,945	\$372,080	\$791,544

October 2020



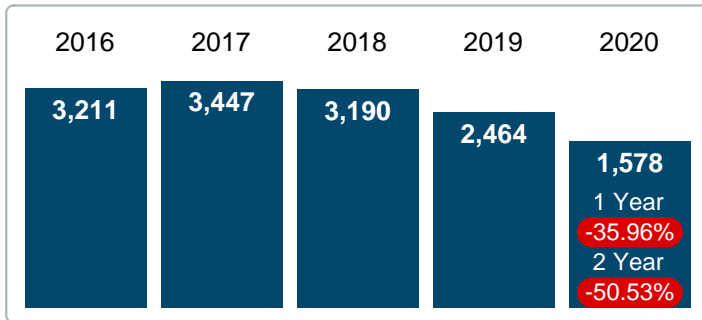
Area Delimited by County Of Tulsa - Residential Property Type



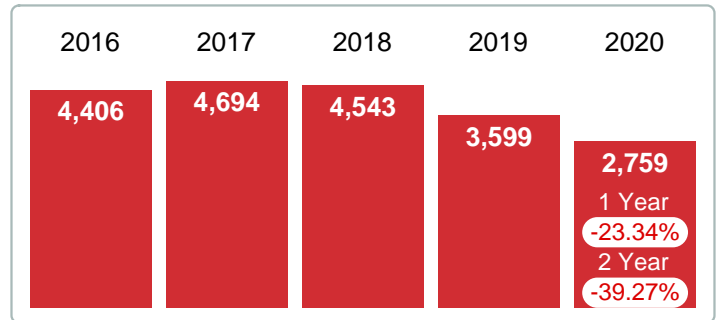
ACTIVE INVENTORY

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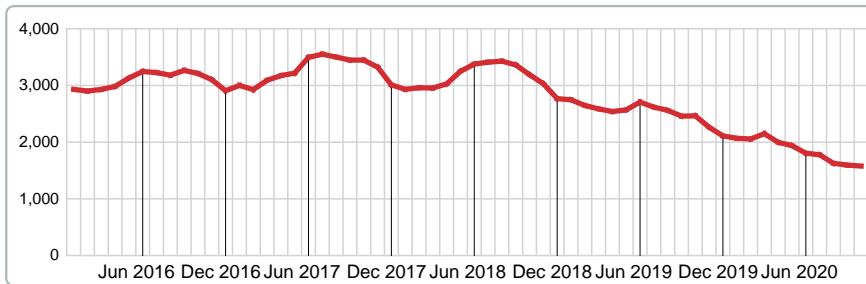
END OF OCTOBER



ACTIVE DURING OCTOBER

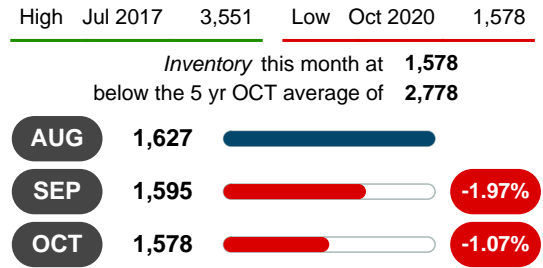


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2,778



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	45	2.85%	122.2	34	10	1	0
\$50,001 - \$125,000	234	14.83%	59.2	91	117	24	2
\$125,001 - \$200,000	262	16.60%	51.9	29	191	38	4
\$200,001 - \$350,000	449	28.45%	55.9	25	171	219	34
\$350,001 - \$450,000	220	13.94%	66.5	9	56	125	30
\$450,001 - \$750,000	207	13.12%	80.3	6	30	103	68
\$750,001 and up	161	10.20%	93.7	3	26	62	70
Total Active Inventory by Units	1,578			197	601	572	208
Total Active Inventory by Volume	620,144,454	100%	66.2	30.89M	157.53M	253.86M	177.86M
Average Active Inventory Listing Price	\$392,994			\$156,786	\$262,120	\$443,819	\$855,093

October 2020



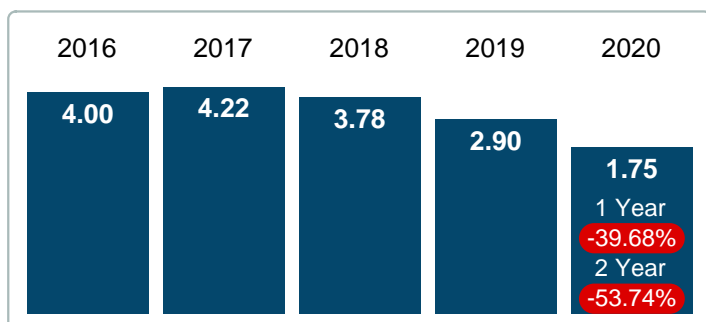
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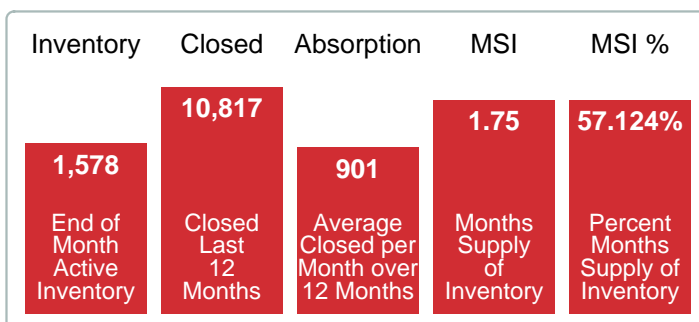
MONTHS SUPPLY of INVENTORY (MSI)

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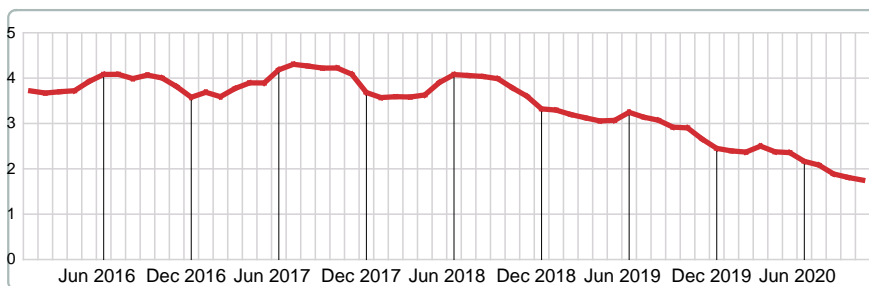
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

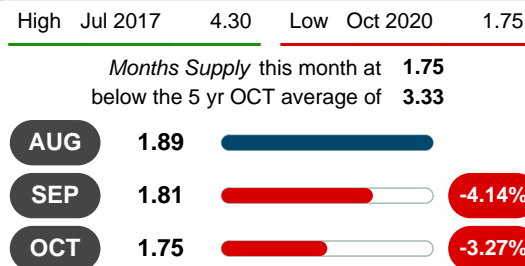


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.33



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	45	2.85%	1.34	1.69	0.89	0.48	0.00
\$50,001 - \$125,000	234	14.83%	1.70	2.35	1.32	2.40	3.00
\$125,001 - \$200,000	262	16.60%	0.91	1.37	0.90	0.76	1.12
\$200,001 - \$350,000	449	28.45%	1.47	2.24	1.35	1.47	1.77
\$350,001 - \$450,000	220	13.94%	2.96	7.71	3.29	2.75	2.79
\$450,001 - \$750,000	207	13.12%	4.24	14.40	3.53	3.79	5.33
\$750,001 and up	161	10.20%	12.55	36.00	20.80	9.79	13.55
Market Supply of Inventory (MSI)			1.75	2.12	1.29	1.97	3.98
Total Active Inventory by Units		100%	1,578	197	601	572	208

October 2020



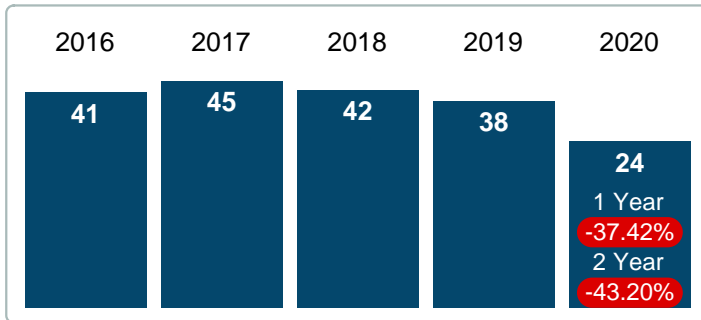
Area Delimited by County Of Tulsa - Residential Property Type



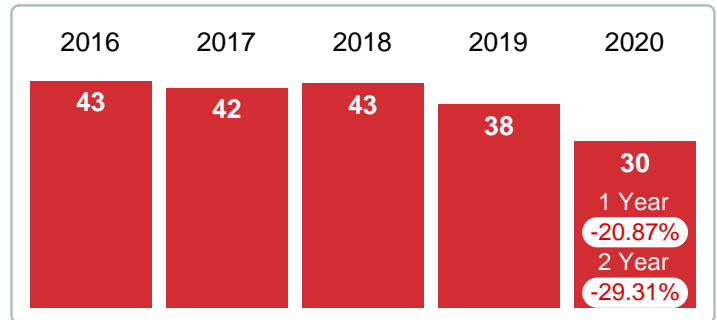
AVERAGE DAYS ON MARKET TO SALE

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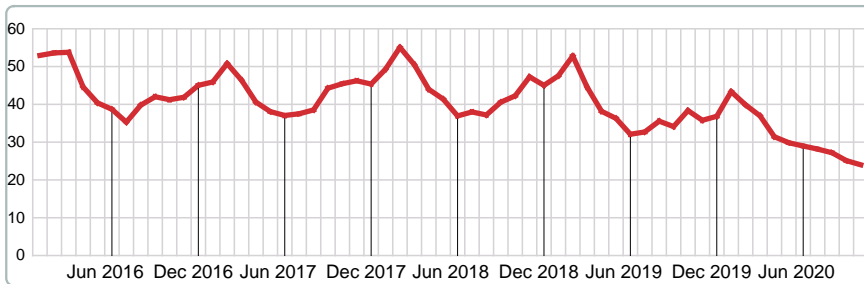
OCTOBER



YEAR TO DATE (YTD)

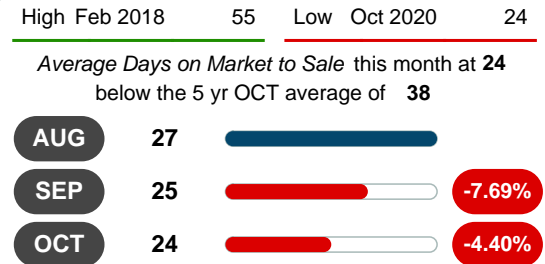


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 38



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
\$100,000 and less	9.35%	19	27	12	18	0
\$100,001 - \$150,000	13.67%	11	10	11	11	0
\$150,001 - \$175,000	11.42%	16	31	13	44	25
\$175,001 - \$250,000	28.51%	17	17	16	18	23
\$250,001 - \$300,000	11.87%	26	27	34	18	30
\$300,001 - \$425,000	15.29%	38	48	37	39	33
\$425,001 and up	9.89%	52	71	27	63	42
Average Closed DOM		24	24	18	32	35
Total Closed Units	100%	24	100	599	360	53
Total Closed Volume		278,094,110	12.63M	123.47M	118.77M	23.23M

October 2020



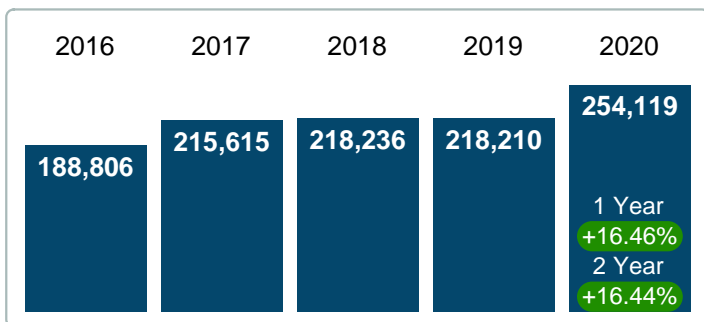
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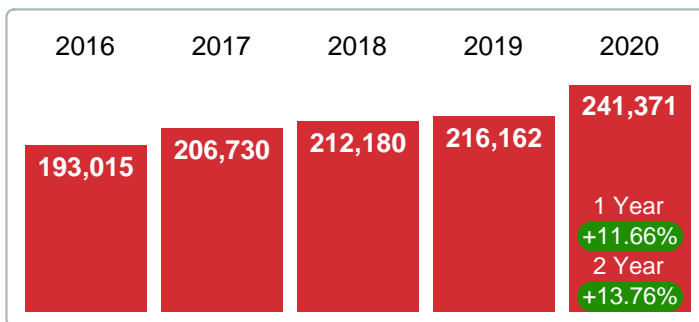
AVERAGE LIST PRICE AT CLOSING

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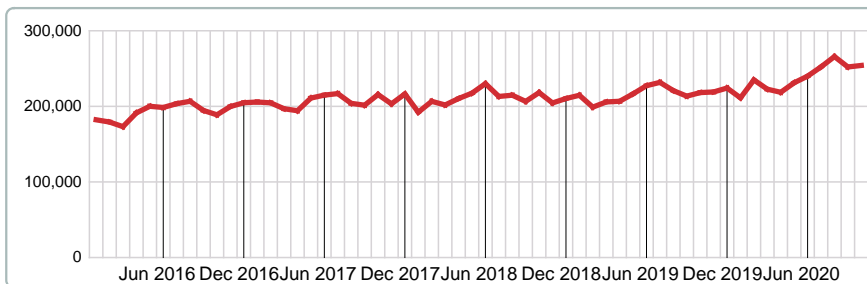
OCTOBER



YEAR TO DATE (YTD)

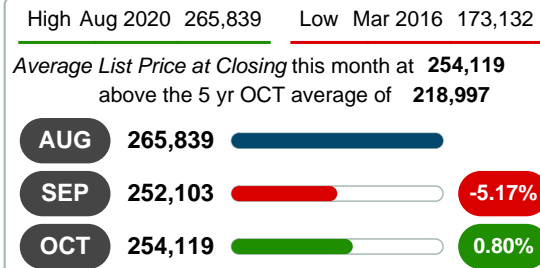


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 218,997



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
\$100,000 and less	9.44%	70,502	64,423	78,596	58,625	0
\$100,001 - \$150,000	14.30%	132,527	127,492	132,223	134,089	0
\$150,001 - \$175,000	10.43%	164,077	159,083	164,062	166,525	155,500
\$175,001 - \$250,000	28.69%	211,323	218,462	207,405	217,020	232,940
\$250,001 - \$300,000	11.42%	276,068	299,000	278,587	276,075	281,212
\$300,001 - \$425,000	15.83%	356,909	364,667	359,490	358,104	355,011
\$425,001 and up	9.89%	634,399	607,500	632,160	639,118	623,071
Average List Price		254,119	130,278	208,773	335,688	446,212
Total Closed Units	100%	254,119	100	599	360	53
Total Closed Volume		282,580,052	13.03M	125.06M	120.85M	23.65M

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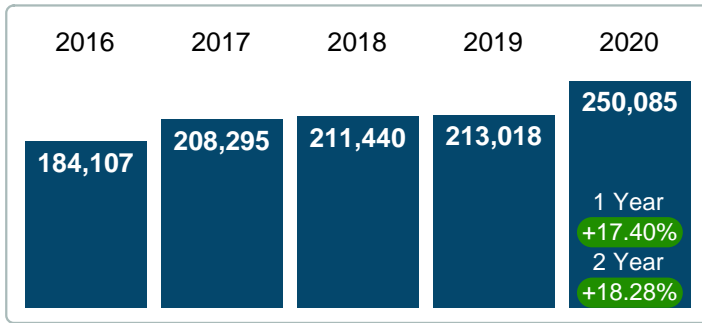
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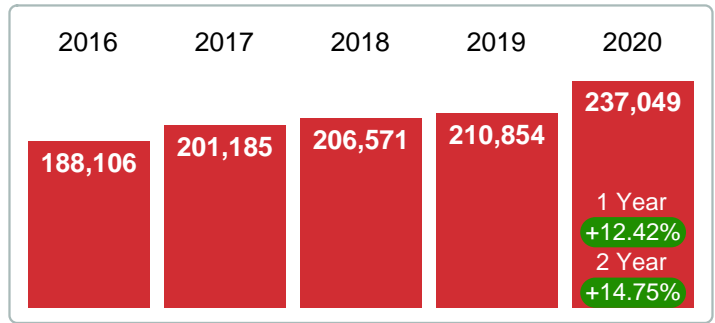
AVERAGE SOLD PRICE AT CLOSING

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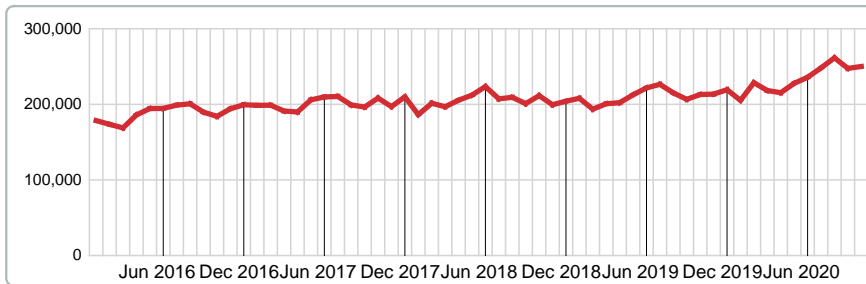
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

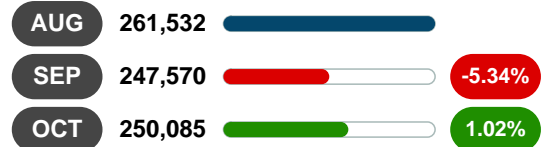


3 MONTHS

5 year OCT AVG = 213,389

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

Average Sold Price at Closing this month at **250,085** above the 5 yr OCT average of **213,389**



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
\$100,000 and less	9.35%	67,556	61,861	74,543	57,750	0
\$100,001 - \$150,000	13.67%	130,466	126,312	131,153	130,839	0
\$150,001 - \$175,000	11.42%	162,680	158,633	162,985	162,835	157,500
\$175,001 - \$250,000	28.51%	210,089	214,292	206,400	215,594	221,161
\$250,001 - \$300,000	11.87%	273,912	265,533	273,317	274,503	276,129
\$300,001 - \$425,000	15.29%	354,095	357,500	354,619	354,473	348,651
\$425,001 and up	9.89%	614,785	579,000	612,250	617,295	613,184
Average Sold Price		250,085	126,340	206,121	329,907	438,252
Total Closed Units		1,112	100	599	360	53
Total Closed Volume		278,094,110	12.63M	123.47M	118.77M	23.23M

October 2020



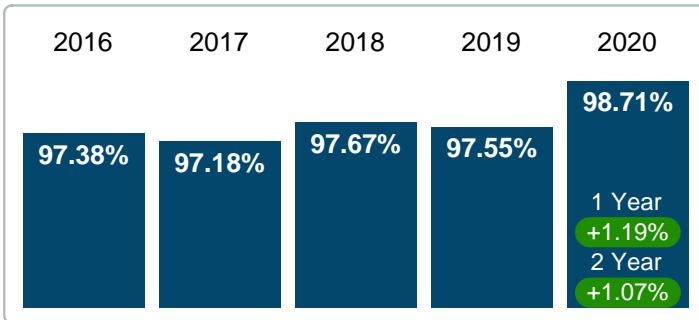
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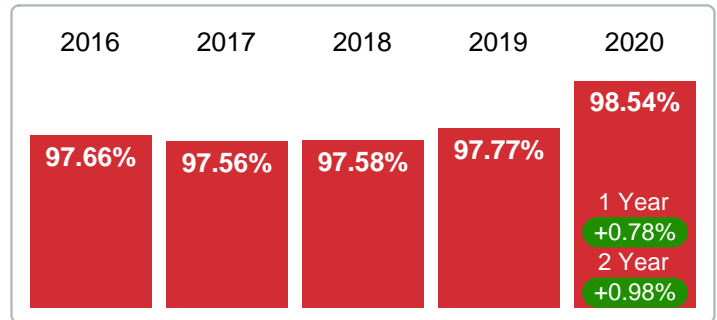
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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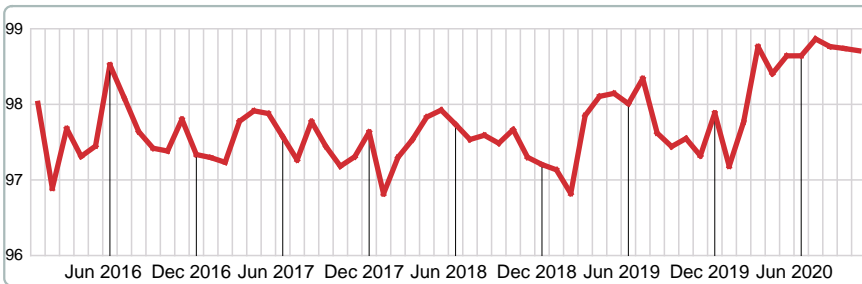
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

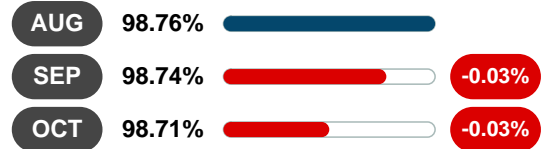


3 MONTHS

5 year OCT AVG = 97.70%

High Jul 2020 98.87% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.71%**
above the 5 yr OCT average of **97.70%**



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
\$100,000 and less	104	9.35%	95.67%	96.62%	94.88%	92.86%	0.00%
\$100,001 - \$150,000	152	13.67%	99.25%	99.54%	99.33%	97.39%	0.00%
\$150,001 - \$175,000	127	11.42%	99.45%	100.05%	99.51%	98.17%	101.27%
\$175,001 - \$250,000	317	28.51%	99.44%	98.34%	99.62%	99.42%	96.04%
\$250,001 - \$300,000	132	11.87%	98.66%	89.37%	98.24%	99.48%	98.18%
\$300,001 - \$425,000	170	15.29%	98.86%	98.11%	98.72%	99.06%	98.22%
\$425,001 and up	110	9.89%	97.69%	95.88%	97.82%	97.28%	98.82%
Average Sold/List Ratio		98.70%		97.48%	98.89%	98.79%	98.40%
Total Closed Units		1,112	100%	100	599	360	53
Total Closed Volume		278,094,110		12.63M	123.47M	118.77M	23.23M

October 2020



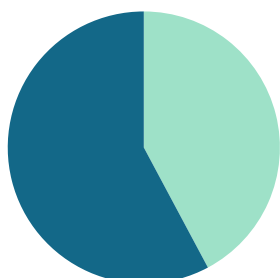
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

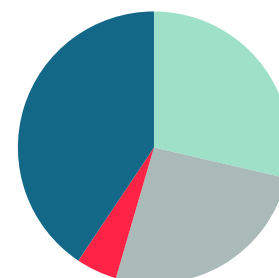


Inventory
 New Listings
1,164 = 42.19%
 Start Inventory
1,595
 Total Inventory Units
2,759
 Volume
\$961,415,130

Market Activity

Closed Sales
1,112 = 28.62%
 Pending Sales
1,006 = 25.89%
 Other Off Market
189 = 4.86%
 Active Inventory
1,578 = 40.62%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	871	1,112	27.67%	8,820	9,304	5.49%
Pending Sales	796	1,006	26.38%	9,213	10,089	9.51%
New Listings	1,140	1,164	2.11%	12,490	11,924	-4.53%
Average List Price	218,210	254,119	16.46%	216,162	241,371	11.66%
Average Sale Price	213,018	250,085	17.40%	210,854	237,049	12.42%
Average Percent of Selling Price to List Price	97.55%	98.71%	1.19%	97.77%	98.54%	0.78%
Average Days on Market to Sale	38.36	24.00	-37.42%	38.29	30.30	-20.87%
Monthly Inventory	2,433	1,578	-35.14%	2,433	1,578	-35.14%
Months Supply of Inventory	2.87	1.75	-38.91%	2.87	1.75	-38.91%

Absorption: Last 12 months, an Average of **901** Sales/Month

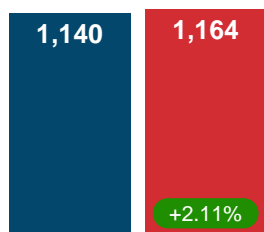
Inventory on October 31, 2020 = **1,578**

2019 **2020**

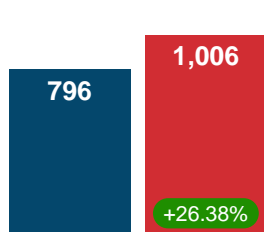
OCTOBER MARKET

AVERAGE PRICES

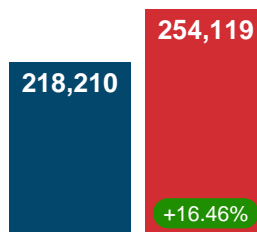
New Listings



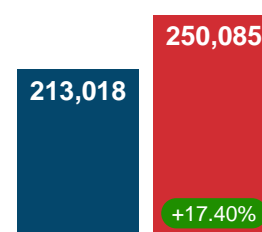
Pending Listings



List Price



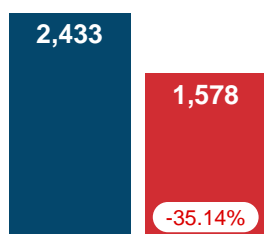
Sale Price



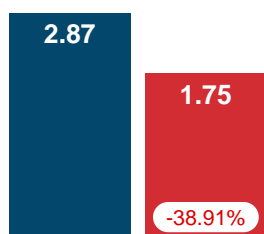
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

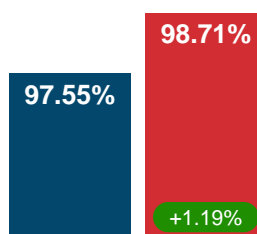
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

