

October 2020



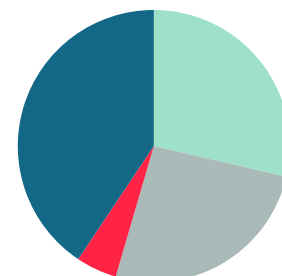
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	185,280	215,000	16.04%
Median Sale Price	183,000	213,250	16.53%
Median Percent of Selling Price to List Price	98.74%	100.00%	1.27%
Median Days on Market to Sale	19.00	8.00	-57.89%
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.

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 **16.53%** in October 2020 to \$213,250 versus the previous year at \$183,000.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 11.00 days or **57.89%** in October 2020 compared to last year's same month at **19.00** DOM.

Sales Success for October 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 1,164 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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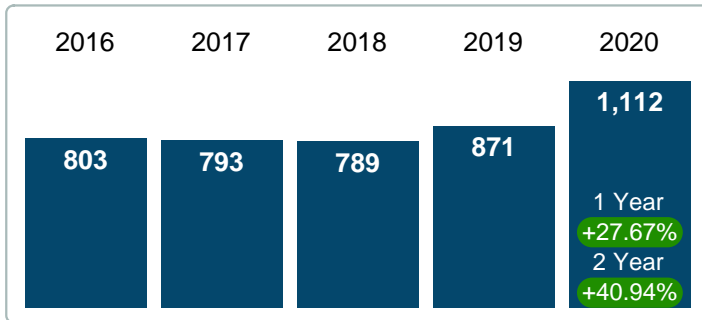
Area Delimited by County Of Tulsa - Residential Property Type



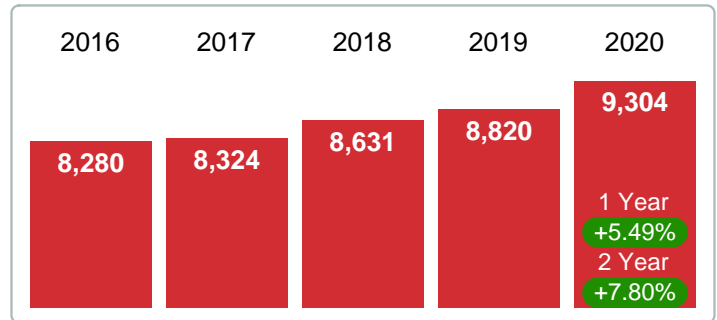
CLOSED LISTINGS

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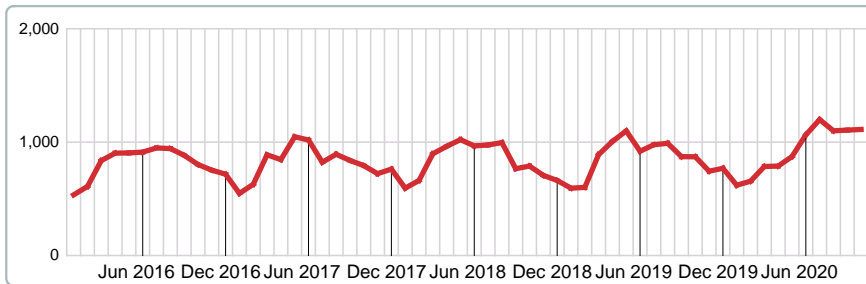
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

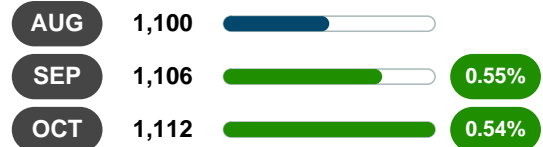


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	104	9.35%	9.5	52	48	4	0
\$100,001 - \$150,000	152	13.67%	4.0	21	122	9	0
\$150,001 - \$175,000	127	11.42%	5.0	6	108	11	2
\$175,001 - \$250,000	317	28.51%	6.0	13	191	108	5
\$250,001 - \$300,000	132	11.87%	13.5	3	54	67	8
\$300,001 - \$425,000	170	15.29%	14.0	3	56	97	14
\$425,001 and up	110	9.89%	36.0	2	20	64	24
Total Closed Units	1,112			100	599	360	53
Total Closed Volume	278,094,110	100%	8.0	12.63M	123.47M	118.77M	23.23M
Median Closed Price	\$213,250			\$95,500	\$180,000	\$285,000	\$384,900

October 2020



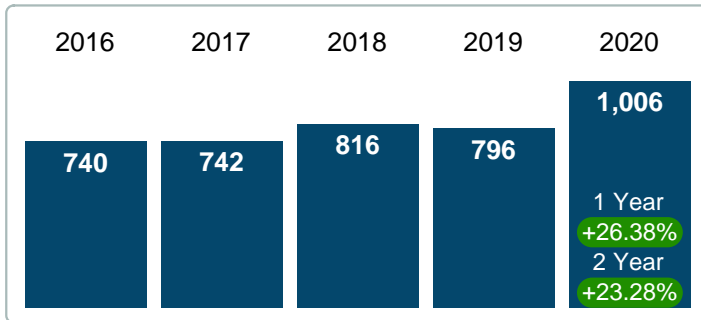
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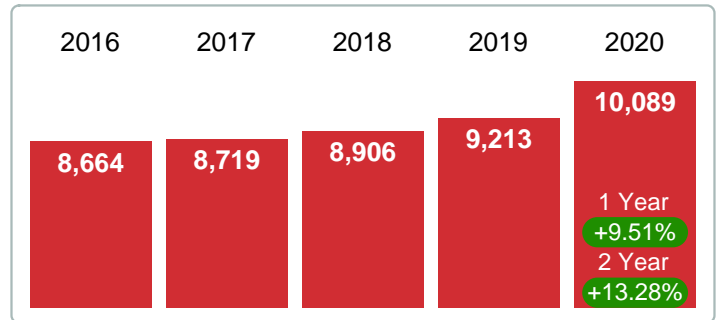
PENDING LISTINGS

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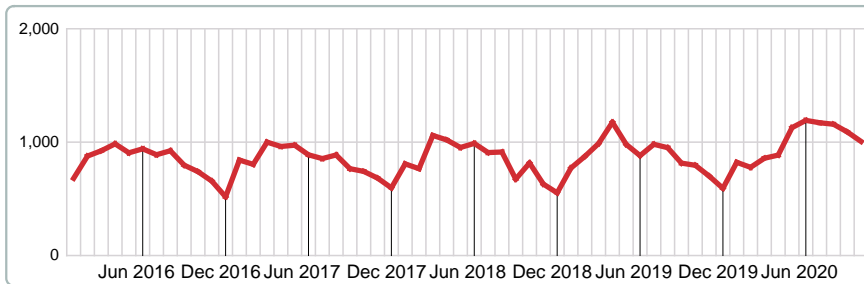
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

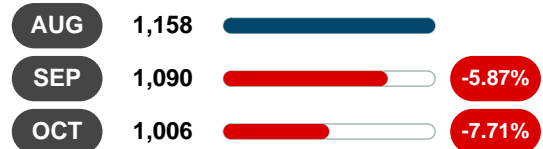


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	54	5.37%	9.0	33	18	3	0
\$75,001 - \$125,000	110	10.93%	7.0	27	74	9	0
\$125,001 - \$175,000	196	19.48%	6.0	16	152	25	3
\$175,001 - \$225,000	192	19.09%	7.0	12	132	44	4
\$225,001 - \$325,000	228	22.66%	13.0	12	96	102	18
\$325,001 - \$425,000	127	12.62%	18.0	3	33	77	14
\$425,001 and up	99	9.84%	19.0	3	18	57	21
Total Pending Units	1,006			106	523	317	60
Total Pending Volume	263,843,472	100%	9.0	15.79M	107.59M	109.50M	30.97M
Median Listing Price	\$211,500			\$112,400	\$179,900	\$295,000	\$370,000

October 2020



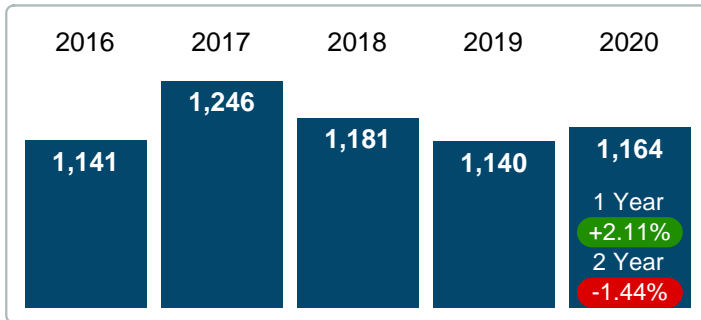
Area Delimited by County Of Tulsa - Residential Property Type



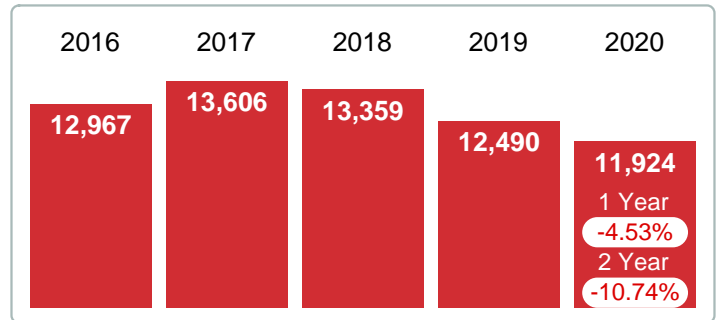
NEW LISTINGS

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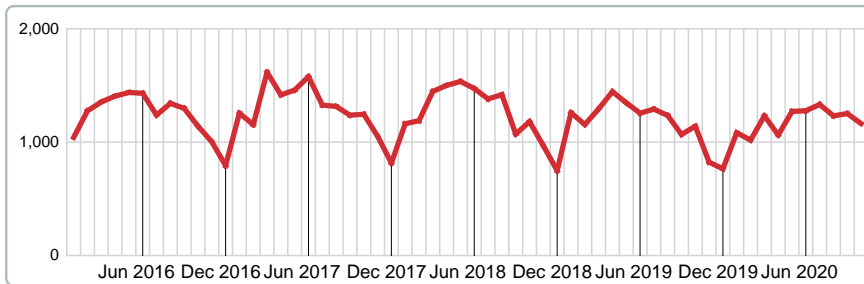
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

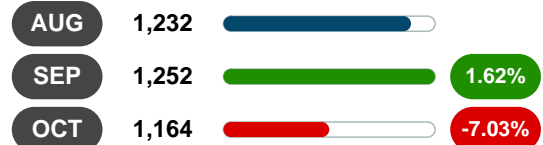


3 MONTHS

5 year OCT AVG = 1,174

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,164 below the 5 yr OCT average of 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
Median New Listed Listing Price	\$213,950		\$109,000	\$179,700	\$299,900	\$495,000

October 2020



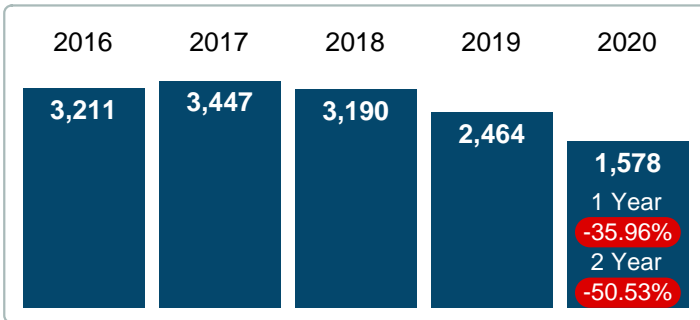
Area Delimited by County Of Tulsa - Residential Property Type



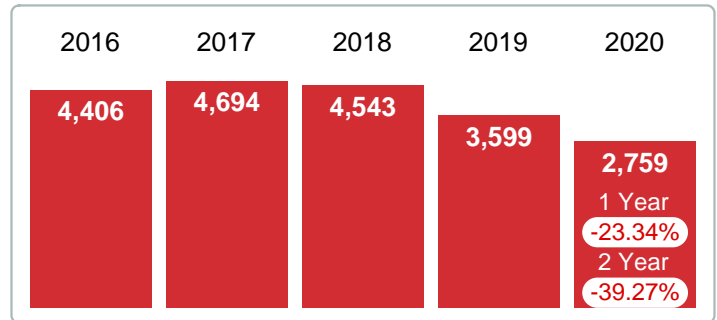
ACTIVE INVENTORY

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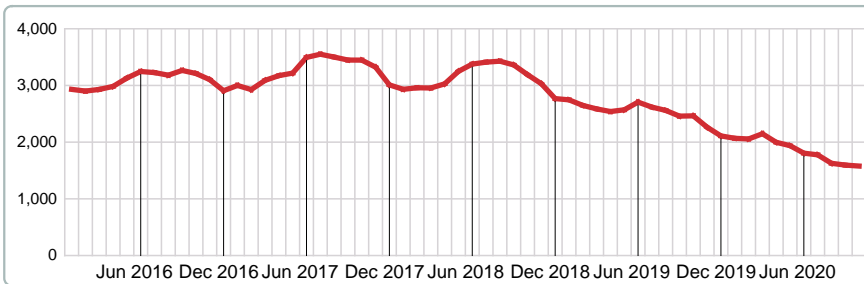
END OF OCTOBER



ACTIVE DURING OCTOBER

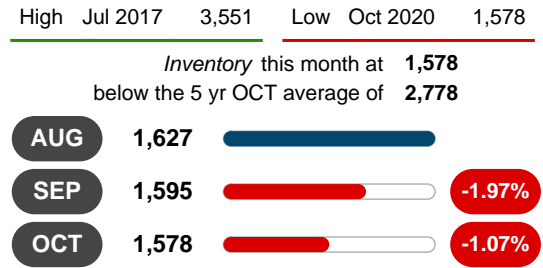


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2,778



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	45	2.85%	45.0	34	10	1	0
\$50,001 - \$125,000	234	14.83%	31.0	91	117	24	2
\$125,001 - \$200,000	262	16.60%	25.5	29	191	38	4
\$200,001 - \$350,000	449	28.45%	38.0	25	171	219	34
\$350,001 - \$450,000	220	13.94%	48.0	9	56	125	30
\$450,001 - \$750,000	207	13.12%	75.0	6	30	103	68
\$750,001 and up	161	10.20%	92.0	3	26	62	70
Total Active Inventory by Units			1,578	197	601	572	208
Total Active Inventory by Volume			620,144,454	30.89M	157.53M	253.86M	177.86M
Median Active Inventory Listing Price			\$287,500	\$79,900	\$195,000	\$354,950	\$597,000

October 2020



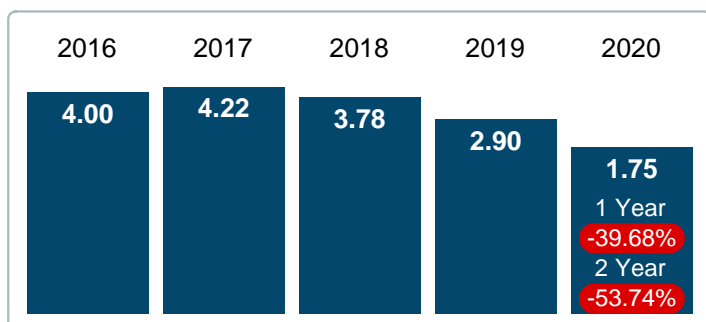
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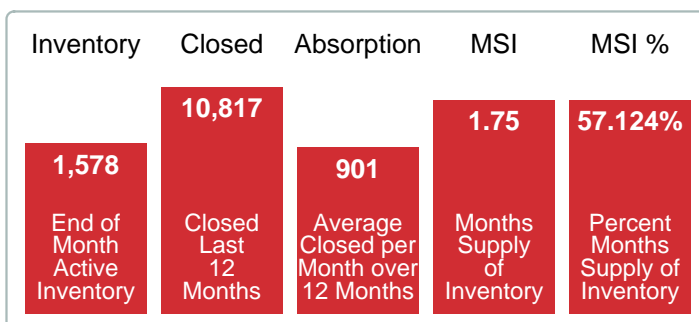
MONTHS SUPPLY of INVENTORY (MSI)

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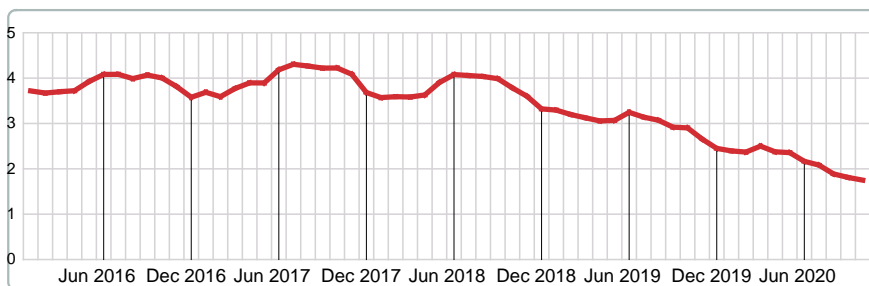
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

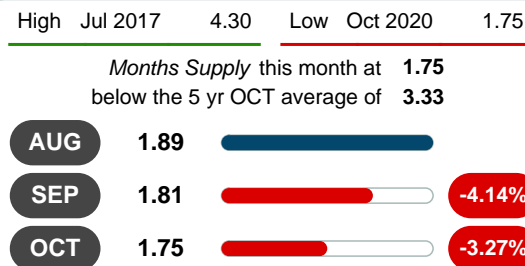


5 YEAR MARKET ACTIVITY TRENDS



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



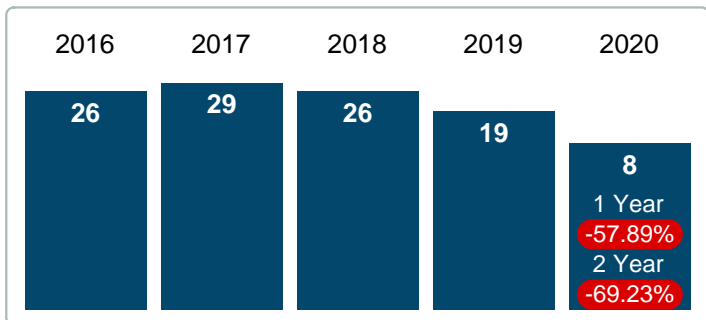
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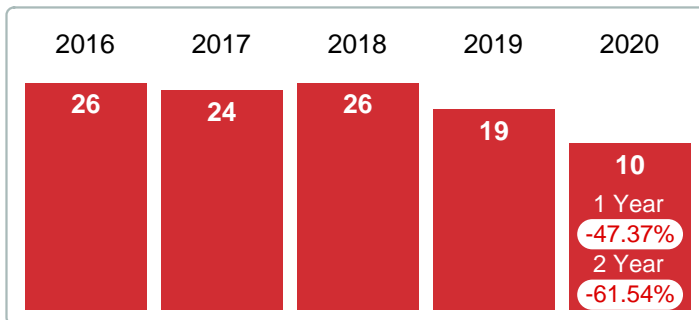
MEDIAN DAYS ON MARKET TO SALE

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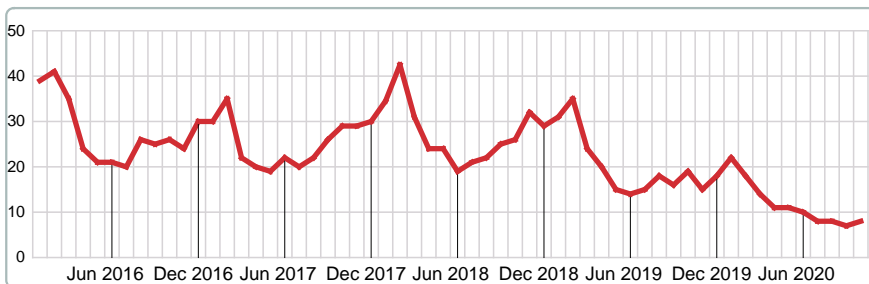
OCTOBER



YEAR TO DATE (YTD)

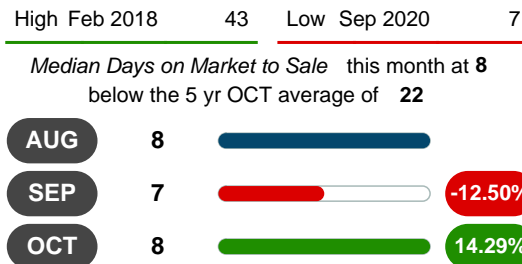


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 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
\$100,000 and less	9.35%	10	13	5	19	0
\$100,001 - \$150,000	13.67%	4	3	4	3	0
\$150,001 - \$175,000	11.42%	5	3	5	32	25
\$175,001 - \$250,000	28.51%	6	9	5	7	8
\$250,001 - \$300,000	11.87%	14	19	18	7	26
\$300,001 - \$425,000	15.29%	14	47	14	14	17
\$425,001 and up	9.89%	36	71	7	52	22
Median Closed DOM		8	11	6	12	18
Total Closed Units	100%	1,112	100	599	360	53
Total Closed Volume		278,094,110	12.63M	123.47M	118.77M	23.23M

October 2020



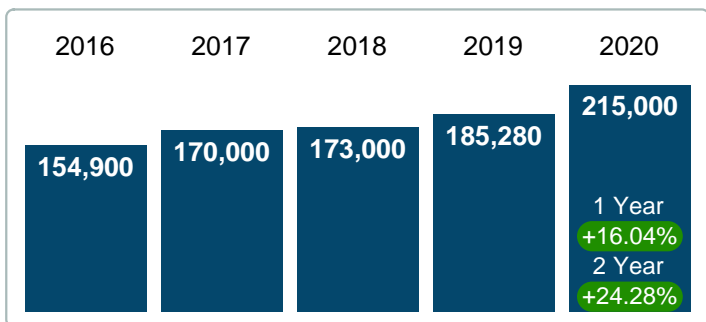
Area Delimited by County Of Tulsa - Residential Property Type



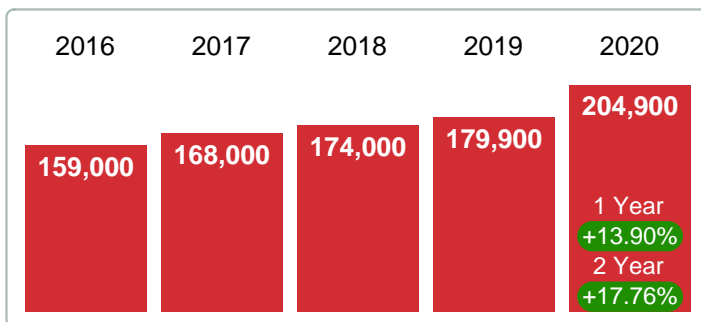
MEDIAN LIST PRICE AT CLOSING

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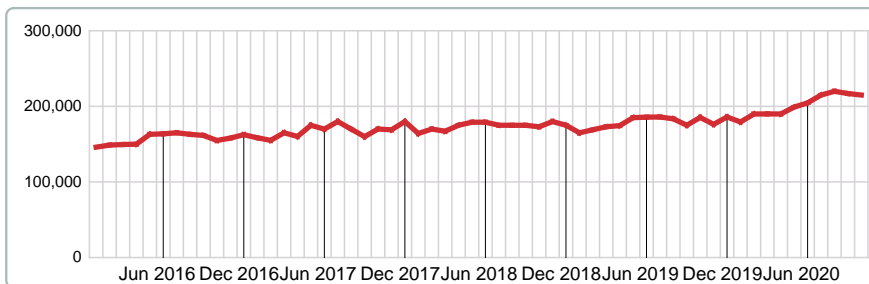
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

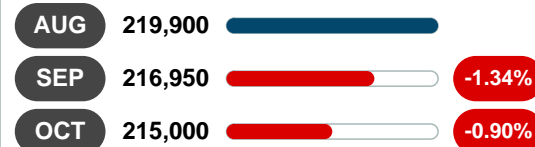


3 MONTHS

5 year OCT AVG = 179,636

High Aug 2020 219,900 Low Jan 2016 146,000

Median List Price at Closing this month at **215,000**
above the 5 yr OCT average of **179,636**



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
\$100,000 and less	9.44%	78,900	65,000	82,250	58,500	0
\$100,001 - \$150,000	14.30%	134,900	130,000	134,900	140,000	0
\$150,001 - \$175,000	10.43%	164,900	159,900	164,900	170,000	155,500
\$175,001 - \$250,000	28.69%	210,917	210,000	200,000	220,000	224,900
\$250,001 - \$300,000	11.42%	274,900	258,950	270,000	275,000	285,000
\$300,001 - \$425,000	15.83%	350,000	345,000	350,000	355,000	362,000
\$425,001 and up	9.89%	537,000	607,500	532,500	543,500	529,900
Median List Price		215,000	98,500	180,000	287,250	390,000
Total Closed Units	100%	215,000	100	599	360	53
Total Closed Volume		282,580,052	13.03M	125.06M	120.85M	23.65M

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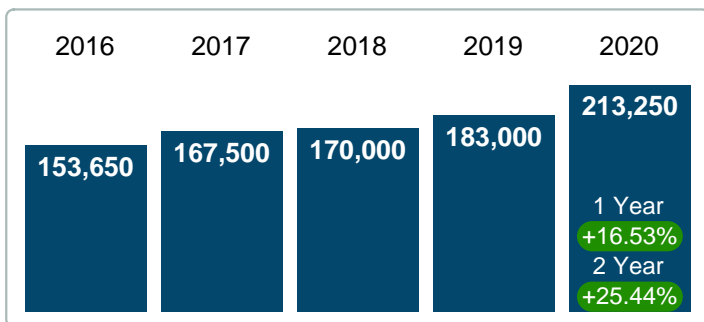
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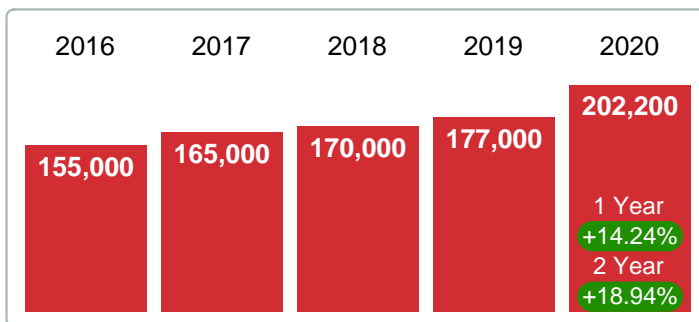
MEDIAN SOLD PRICE AT CLOSING

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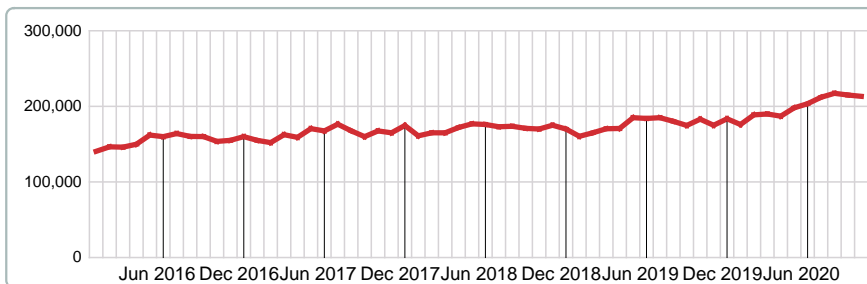
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

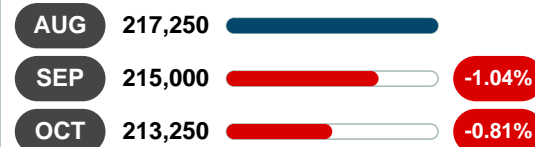


3 MONTHS

5 year OCT AVG = 177,480

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

Median Sold Price at Closing this month at 213,250 above the 5 yr OCT average of 177,480



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
\$100,000 and less	9.35%	72,200	63,550	80,000	54,000	0
\$100,001 - \$150,000	13.67%	130,000	129,000	131,320	135,000	0
\$150,001 - \$175,000	11.42%	162,500	159,000	163,000	162,000	157,500
\$175,001 - \$250,000	28.51%	210,000	220,000	200,000	216,250	224,900
\$250,001 - \$300,000	11.87%	273,950	255,000	273,350	275,000	267,000
\$300,001 - \$425,000	15.29%	353,750	345,000	355,000	352,500	343,750
\$425,001 and up	9.89%	521,250	579,000	530,000	514,950	515,600
Median Sold Price		213,250	95,500	180,000	285,000	384,900
Total Closed Units	100%	1,112	100	599	360	53
Total Closed Volume		278,094,110	12.63M	123.47M	118.77M	23.23M

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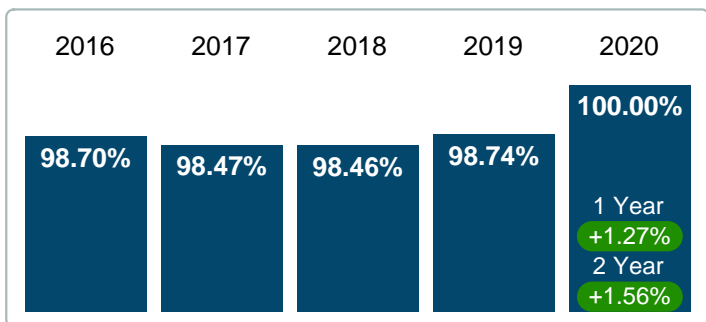
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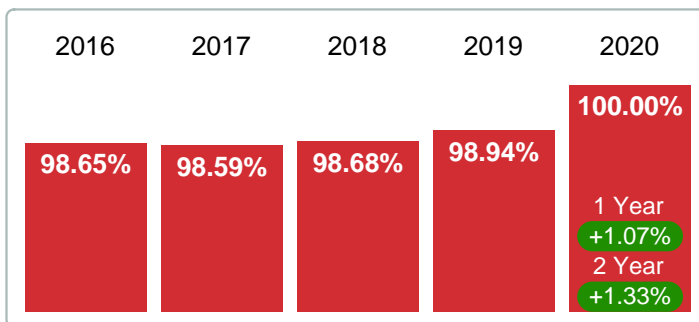
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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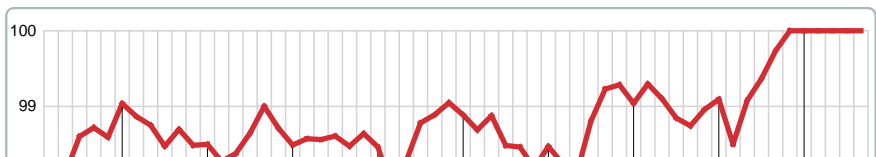
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 98.87%

High Oct 2020 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr OCT average of **98.87%**

AUG 100.00%
SEP 100.00%
OCT 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
\$100,000 and less	104	9.35%	99.74%	100.00%	99.11%	95.25%	0.00%
\$100,001 - \$150,000	152	13.67%	100.00%	100.00%	100.00%	98.90%	0.00%
\$150,001 - \$175,000	127	11.42%	100.00%	101.59%	100.00%	100.00%	101.27%
\$175,001 - \$250,000	317	28.51%	100.00%	100.00%	100.00%	100.00%	100.00%
\$250,001 - \$300,000	132	11.87%	99.68%	90.91%	99.08%	100.00%	99.83%
\$300,001 - \$425,000	170	15.29%	99.02%	98.57%	98.98%	99.64%	98.37%
\$425,001 and up	110	9.89%	98.34%	95.88%	98.64%	97.65%	98.99%
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.79%	98.78%
Total Closed Units	1,112	100%	100.00%	100	599	360	53
Total Closed Volume	278,094,110			12.63M	123.47M	118.77M	23.23M

October 2020



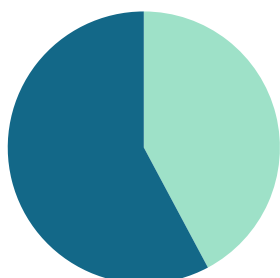
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

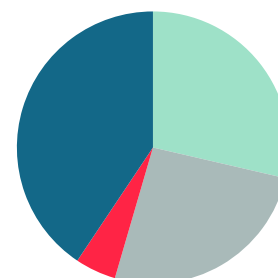


Inventory
 New Listings
1,164 = 42.19%
 Start Inventory
1,595
 Total Inventory Units
2,759
 Volume
\$961,415,130

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%
Median List Price	185,280	215,000	16.04%	179,900	204,900	13.90%
Median Sale Price	183,000	213,250	16.53%	177,000	202,200	14.24%
Median Percent of Selling Price to List Price	98.74%	100.00%	1.27%	98.94%	100.00%	1.07%
Median Days on Market to Sale	19.00	8.00	-57.89%	19.00	10.00	-47.37%
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

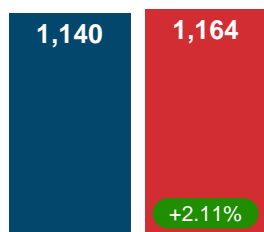
Inventory on October 31, 2020 = **1,578**

2019 **2020**

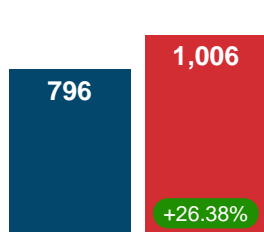
OCTOBER MARKET

MEDIAN PRICES

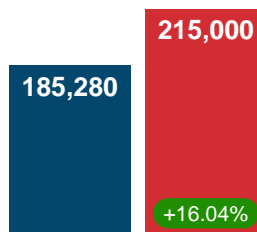
New Listings



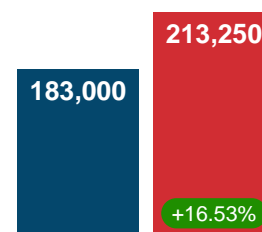
Pending Listings



List Price



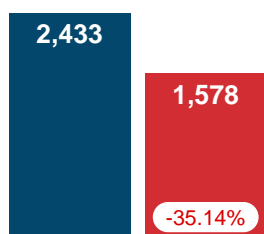
Sale Price



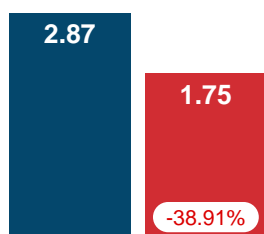
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

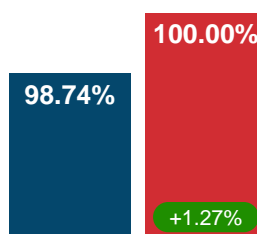
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

