

September 2020



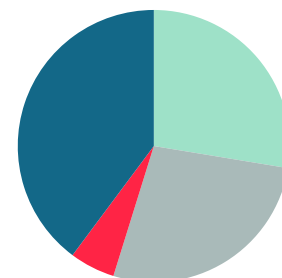
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	872	1,106	26.83%
Pending Listings	815	1,090	33.74%
New Listings	1,068	1,252	17.23%
Average List Price	213,499	252,103	18.08%
Average Sale Price	206,649	247,570	19.80%
Average Percent of Selling Price to List Price	97.44%	98.74%	1.33%
Average Days on Market to Sale	34.12	25.11	-26.42%
End of Month Inventory	2,429	1,595	-34.34%
Months Supply of Inventory	2.88	1.81	-37.25%



■ Closed (27.60%)
■ Pending (27.20%)
■ Other OffMarket (5.39%)
■ Active (39.81%)

Absorption: Last 12 months, an Average of **881** Sales/Month
Active Inventory as of September 30, 2020 = **1,595**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **34.34%** to 1,595 existing homes available for sale. Over the last 12 months this area has had an average of 881 closed sales per month. This represents an unsold inventory index of **1.81** 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 **19.80%** in September 2020 to \$247,570 versus the previous year at \$206,649.

Average Days on Market Shortens

The average number of **25.11** days that homes spent on the market before selling decreased by 9.02 days or **26.42%** in September 2020 compared to last year's same month at **34.12** DOM.

Sales Success for September 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 1,252 New Listings in September 2020, up **17.23%** from last year at 1,068. Furthermore, there were 1,106 Closed Listings this month versus last year at 872, a **26.83%** increase.

Closed versus Listed trends yielded a **88.3%** ratio, up from previous year's, September 2019, at **81.6%**, a **8.19%** 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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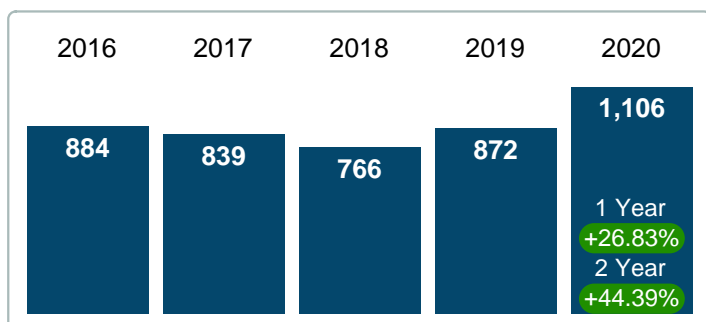
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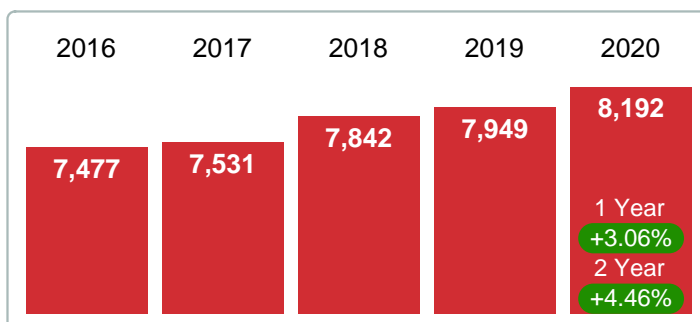
CLOSED LISTINGS

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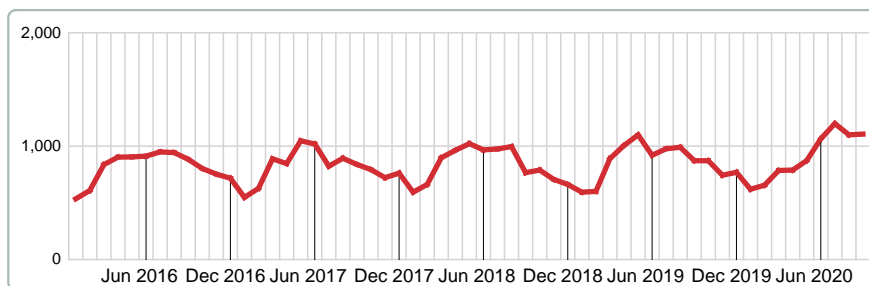
SEPTEMBER



YEAR TO DATE (YTD)

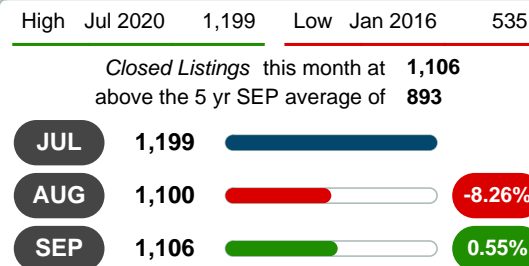


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 893



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	61	5.52%	39.5	38	19	3	1
\$75,001 - \$125,000	114	10.31%	13.3	35	69	10	0
\$125,001 - \$175,000	212	19.17%	13.2	25	167	20	0
\$175,001 - \$225,000	224	20.25%	19.2	10	141	71	2
\$225,001 - \$300,000	228	20.61%	24.8	8	93	108	19
\$300,001 - \$400,000	145	13.11%	36.6	2	45	86	12
\$400,001 and up	122	11.03%	47.4	2	15	75	30
Total Closed Units	1,106			120	549	373	64
Total Closed Volume	273,812,313	100%	25.1	15.09M	109.51M	118.62M	30.59M
Average Closed Price	\$247,570			\$125,750	\$199,473	\$318,011	\$478,027

September 2020



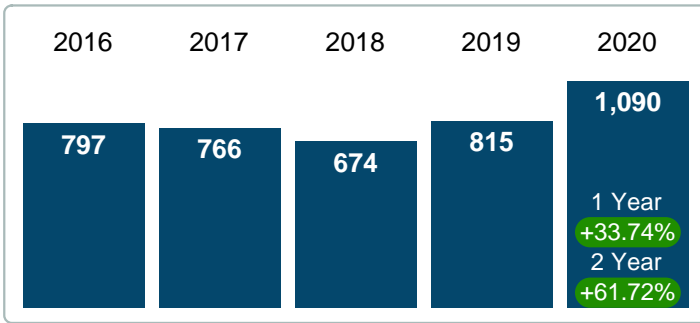
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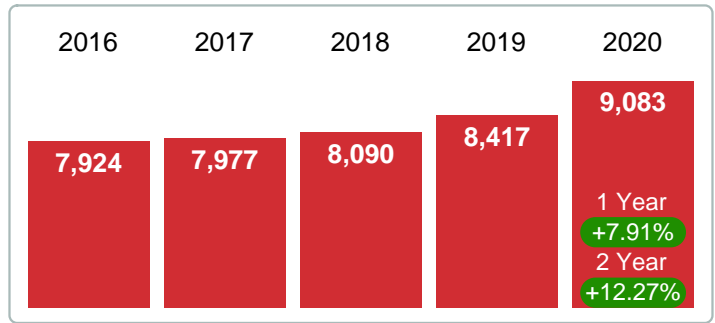
PENDING LISTINGS

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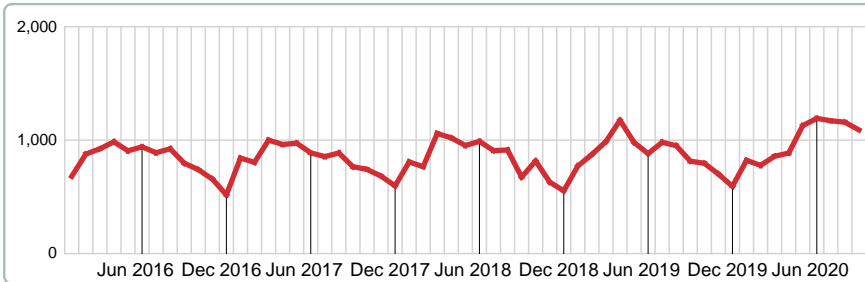
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

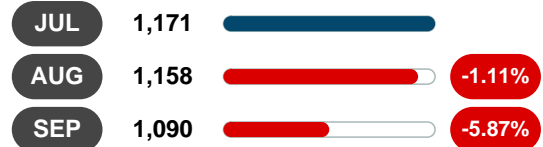


3 MONTHS

5 year SEP AVG = 828

High Jun 2020 1,192 Low Dec 2016 518

Pending Listings this month at **1,090**
above the 5 yr SEP average of **828**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	107	9.82%	27.5	51	50	6	0
\$100,001 - \$125,000	63	5.78%	14.2	13	47	3	0
\$125,001 - \$175,000	203	18.62%	14.2	18	163	21	1
\$175,001 - \$250,000	309	28.35%	20.1	17	181	108	3
\$250,001 - \$300,000	120	11.01%	29.2	4	44	65	7
\$300,001 - \$425,000	166	15.23%	39.4	7	57	95	7
\$425,001 and up	122	11.19%	49.4	1	20	75	26
Total Pending Units	1,090			111	562	373	44
Total Pending Volume	283,255,089	100%	26.5	15.16M	117.94M	127.87M	22.28M
Average Listing Price	\$260,189			\$136,606	\$209,860	\$342,811	\$506,406

September 2020



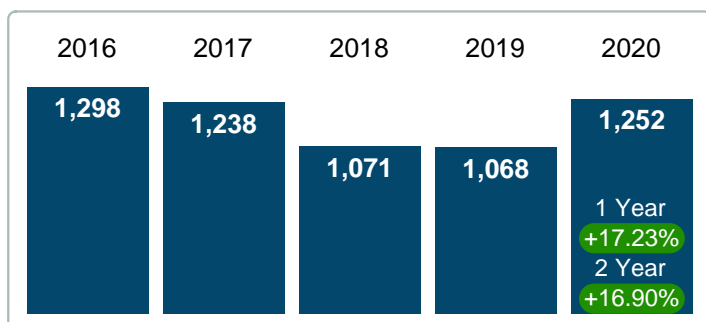
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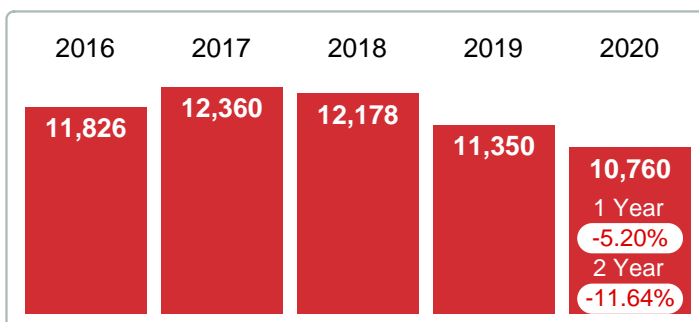
NEW LISTINGS

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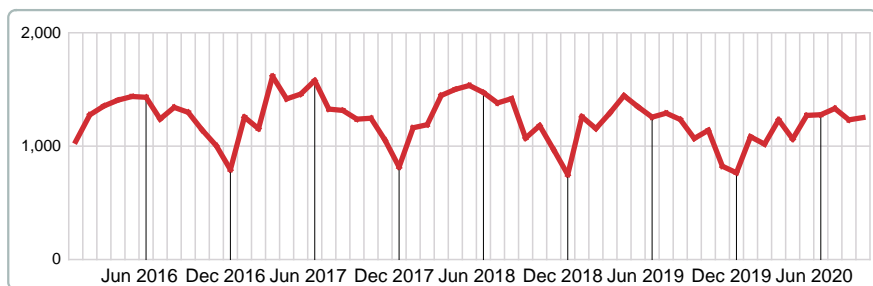
SEPTEMBER



YEAR TO DATE (YTD)

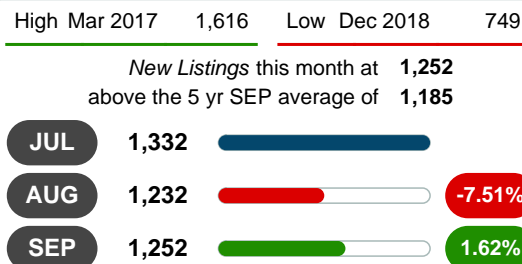


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,185



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	22	1.76%	16	5	1	0
\$50,001 - \$125,000	228	18.21%	74	136	18	0
\$125,001 - \$175,000	222	17.73%	24	175	21	2
\$175,001 - \$250,000	292	23.32%	22	172	88	10
\$250,001 - \$325,000	189	15.10%	7	57	110	15
\$325,001 - \$450,000	170	13.58%	4	48	90	28
\$450,001 and up	129	10.30%	5	18	65	41
Total New Listed Units	1,252		152	611	393	96
Total New Listed Volume	347,052,354	100%	20.30M	119.44M	141.65M	65.66M
Average New Listed Listing Price	\$243,311		\$133,577	\$195,483	\$360,435	\$683,932

September 2020



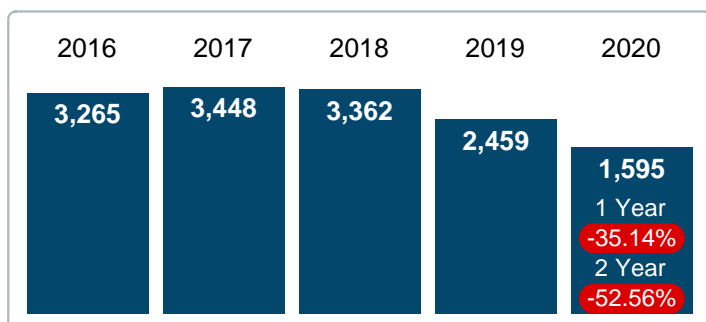
Area Delimited by County Of Tulsa - Residential Property Type



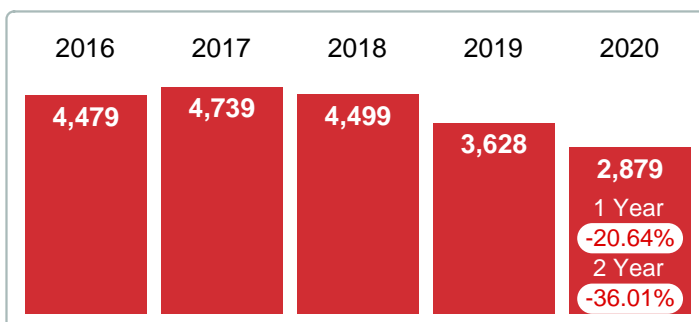
ACTIVE INVENTORY

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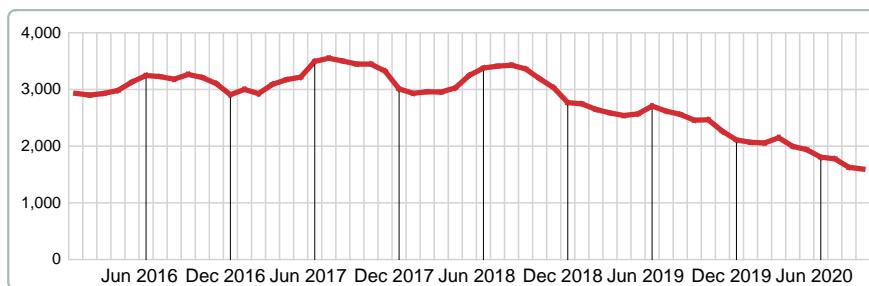
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

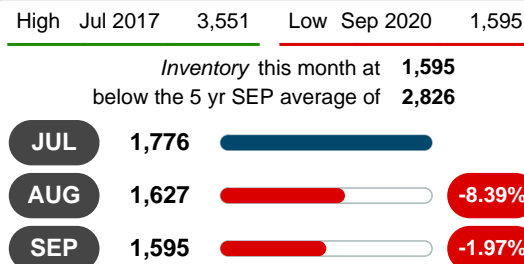


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2,826



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	39	2.45%	131.2	28	10	1	0
\$50,001 - \$150,000	313	19.62%	45.5	104	177	30	2
\$150,001 - \$225,000	247	15.49%	51.7	15	166	57	9
\$225,001 - \$350,000	390	24.45%	53.6	24	152	177	37
\$350,001 - \$475,000	253	15.86%	67.9	7	70	134	42
\$475,001 - \$750,000	193	12.10%	71.5	7	31	97	58
\$750,001 and up	160	10.03%	85.5	4	23	67	66
Total Active Inventory by Units	1,595			189	629	563	214
Total Active Inventory by Volume	616,834,091	100%	61.2	31.19M	163.96M	253.76M	167.93M
Average Active Inventory Listing Price	\$386,730			\$165,008	\$260,664	\$450,734	\$784,705

September 2020



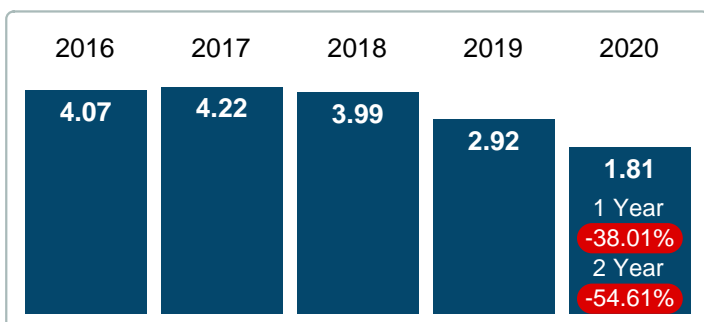
Area Delimited by County Of Tulsa - Residential Property Type



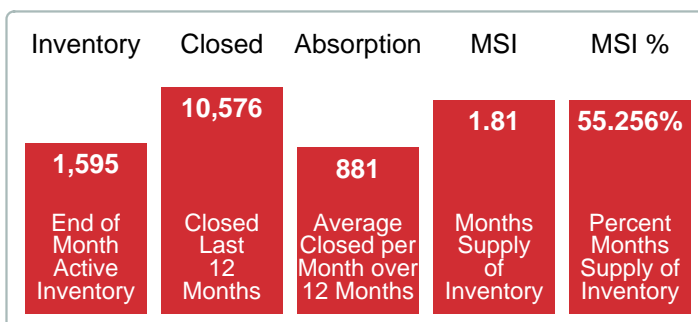
MONTHS SUPPLY of INVENTORY (MSI)

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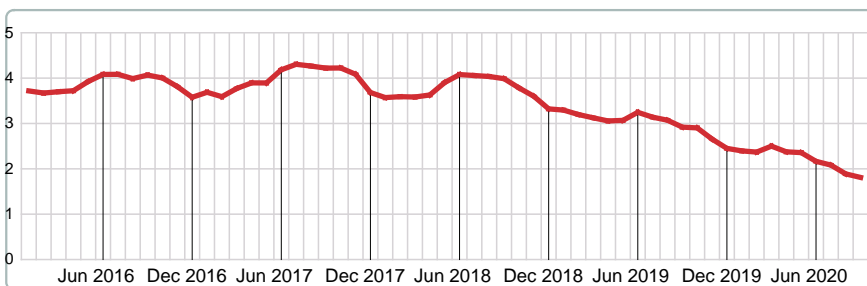
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

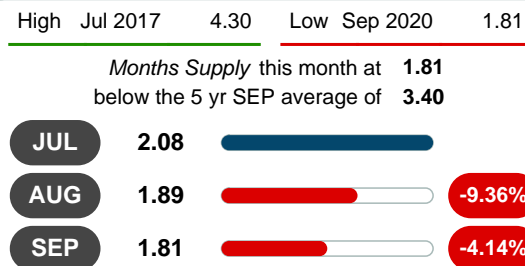


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.40



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	39	2.45%	1.12	1.38	0.83	0.44	0.00
\$50,001 - \$150,000	313	19.62%	1.38	2.16	1.12	1.64	1.41
\$150,001 - \$225,000	247	15.49%	0.91	0.92	0.93	0.78	1.83
\$225,001 - \$350,000	390	24.45%	1.78	3.84	1.86	1.55	2.22
\$350,001 - \$475,000	253	15.86%	3.26	5.25	4.14	2.87	3.29
\$475,001 - \$750,000	193	12.10%	4.97	42.00	4.48	4.46	5.80
\$750,001 and up	160	10.03%	13.43	48.00	17.25	11.82	13.66
Market Supply of Inventory (MSI)			1.81	2.04	1.38	2.00	4.21
Total Active Inventory by Units		100%	1,595	189	629	563	214

September 2020



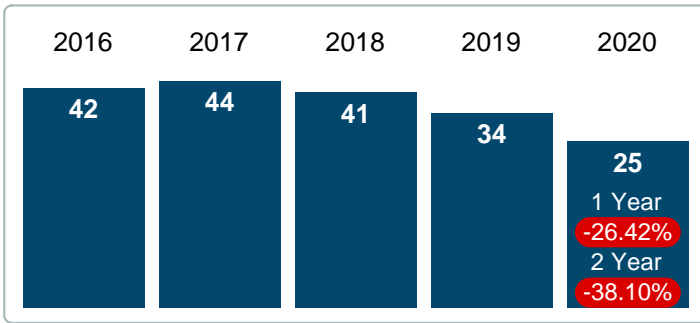
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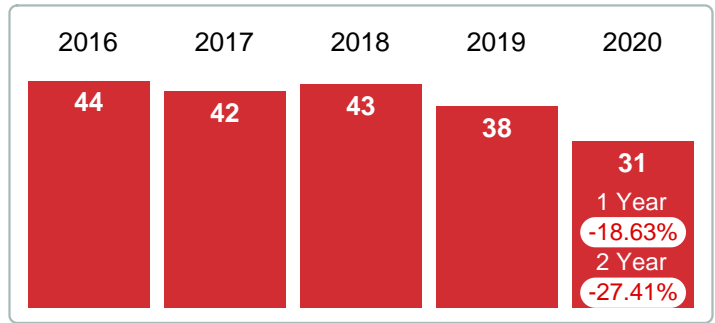
AVERAGE DAYS ON MARKET TO SALE

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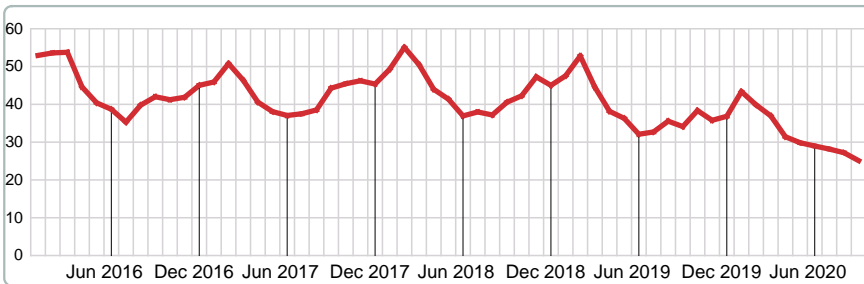
SEPTEMBER



YEAR TO DATE (YTD)

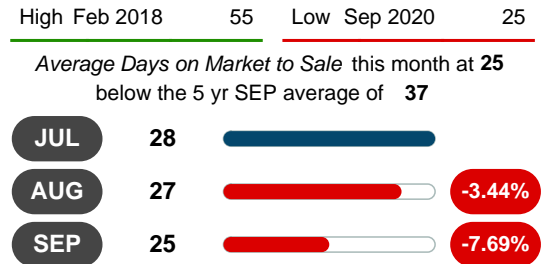


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 37



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	61	5.52%	40	43	35	17	42	
\$75,001 - \$125,000	114	10.31%	13	14	14	5	0	
\$125,001 - \$175,000	212	19.17%	13	18	12	18	0	
\$175,001 - \$225,000	224	20.25%	19	33	16	24	58	
\$225,001 - \$300,000	228	20.61%	25	19	25	23	34	
\$300,001 - \$400,000	145	13.11%	37	50	39	35	34	
\$400,001 and up	122	11.03%	47	46	19	46	64	
Average Closed DOM		25		27	19	30	49	
Total Closed Units		1,106	100%	25	120	549	373	64
Total Closed Volume		273,812,313			15.09M	109.51M	118.62M	30.59M

September 2020



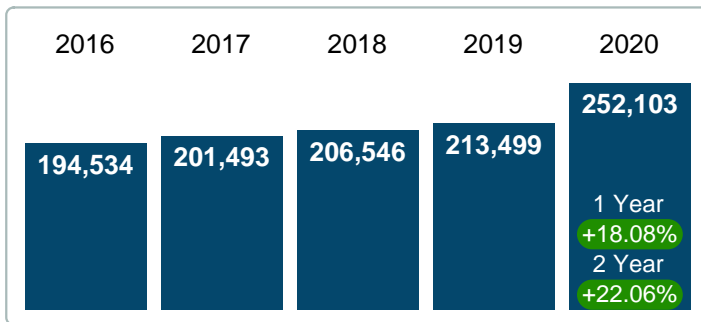
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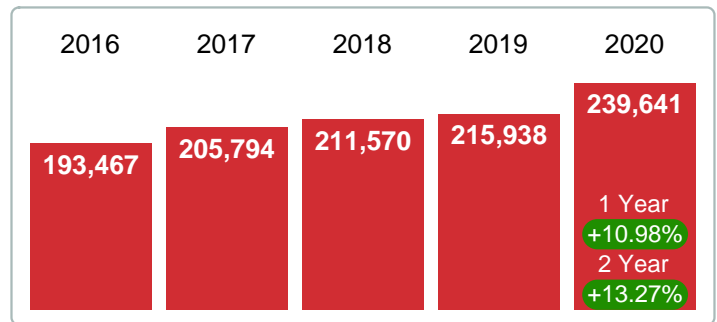
AVERAGE LIST PRICE AT CLOSING

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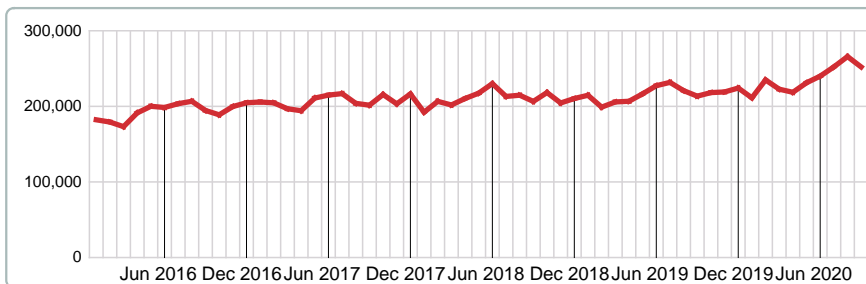
SEPTEMBER



YEAR TO DATE (YTD)

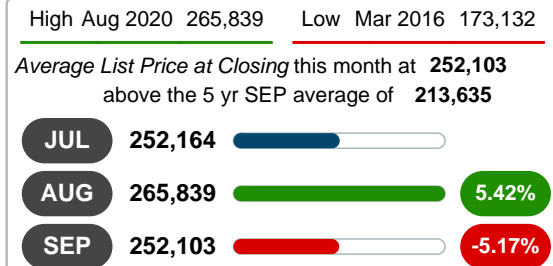


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 213,635



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	5.33%	56,672	53,830	65,979	49,467	70,000
\$75,001 - \$125,000	10.67%	105,540	100,791	109,067	105,290	0
\$125,001 - \$175,000	18.90%	153,936	150,428	153,952	156,815	0
\$175,001 - \$225,000	19.44%	200,654	206,520	201,168	203,755	206,250
\$225,001 - \$300,000	21.16%	260,058	279,225	259,109	262,853	262,905
\$300,001 - \$400,000	13.20%	349,960	421,250	349,269	354,092	340,200
\$400,001 and up	11.30%	606,142	500,000	518,972	572,208	759,270
Average List Price		252,103	128,962	201,189	323,216	505,284
Total Closed Units	100%	252,103	120	549	373	64
Total Closed Volume		278,826,133	15.48M	110.45M	120.56M	32.34M

September 2020



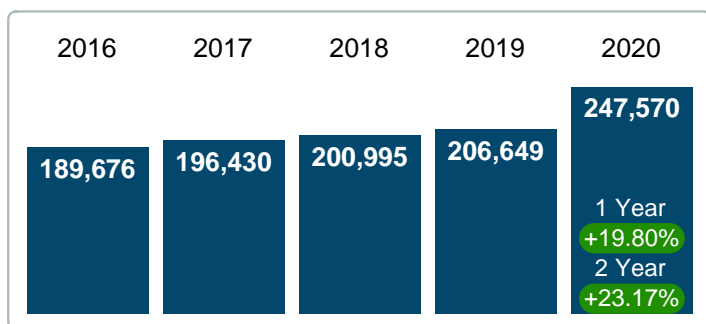
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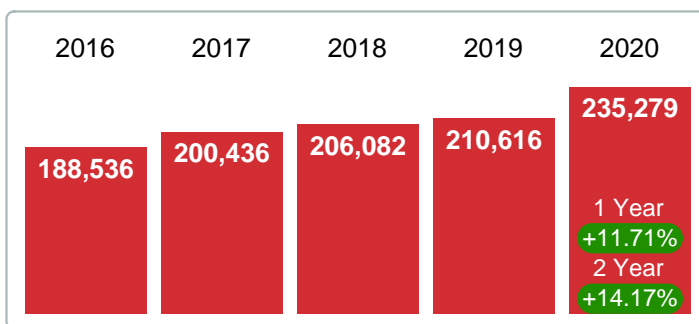
AVERAGE SOLD PRICE AT CLOSING

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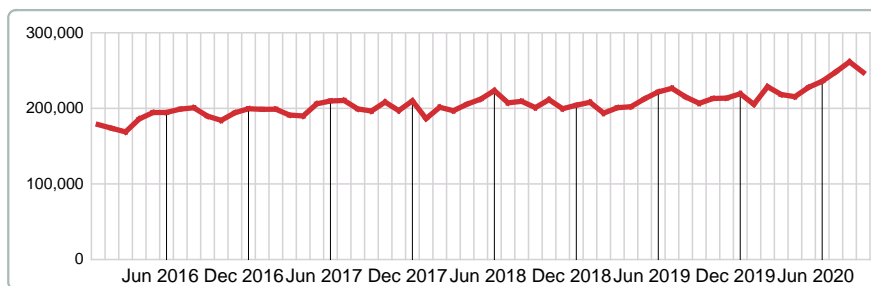
SEPTEMBER



YEAR TO DATE (YTD)

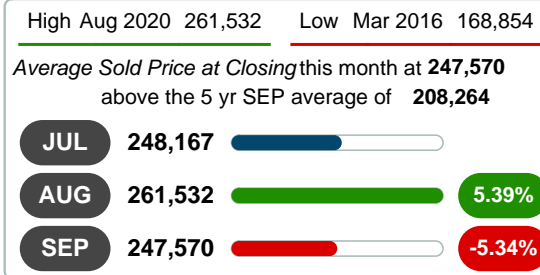


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 208,264



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	61	5.52%	54,595	50,437	64,090	46,667	56,000
\$75,001 - \$125,000	114	10.31%	103,476	98,971	106,316	99,645	0
\$125,001 - \$175,000	212	19.17%	153,123	150,433	152,909	158,270	0
\$175,001 - \$225,000	224	20.25%	200,834	201,640	199,930	202,548	199,750
\$225,001 - \$300,000	228	20.61%	260,397	273,391	258,719	260,873	260,434
\$300,001 - \$400,000	145	13.11%	348,353	385,000	345,752	350,186	338,867
\$400,001 and up	122	11.03%	584,877	487,500	507,435	555,266	704,119
Average Sold Price			247,570	125,750	199,473	318,011	478,027
Total Closed Units			1,106	120	549	373	64
Total Closed Volume			273,812,313	15.09M	109.51M	118.62M	30.59M

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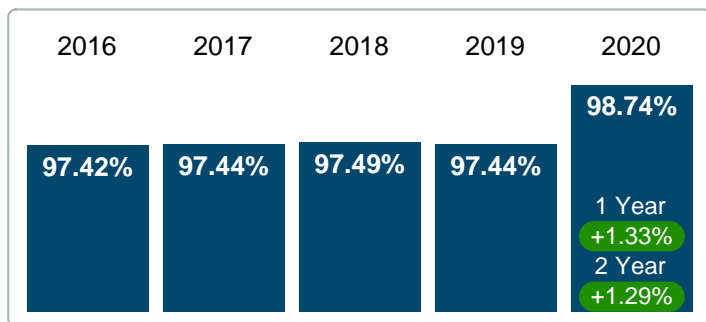
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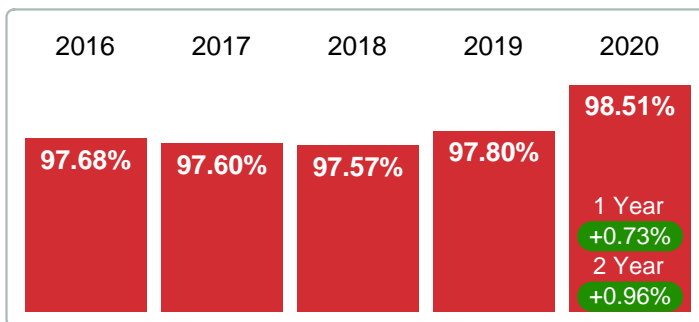
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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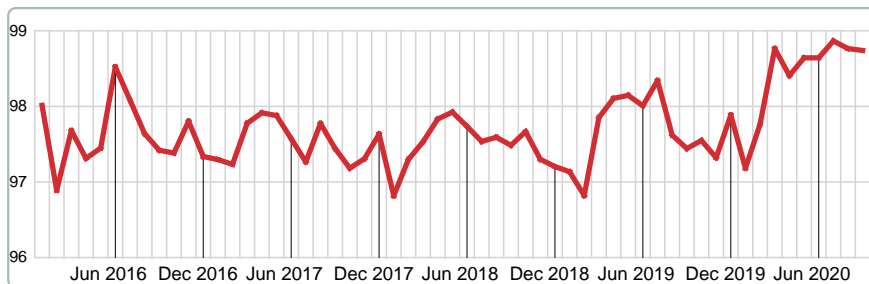
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

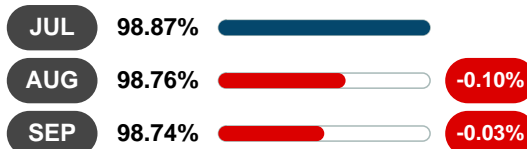


3 MONTHS

5 year SEP AVG = 97.71%

High Jul 2020 98.87% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.74%** above the 5 yr SEP average of **97.71%**



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	61	5.52%	94.67%	93.55%	97.62%	95.02%	80.00%
\$75,001 - \$125,000	114	10.31%	97.68%	98.20%	97.73%	95.43%	0.00%
\$125,001 - \$175,000	212	19.17%	99.70%	100.43%	99.41%	101.22%	0.00%
\$175,001 - \$225,000	224	20.25%	99.41%	97.61%	99.52%	99.51%	96.67%
\$225,001 - \$300,000	228	20.61%	99.56%	97.99%	100.02%	99.34%	99.16%
\$300,001 - \$400,000	145	13.11%	98.94%	91.48%	99.02%	98.97%	99.59%
\$400,001 and up	122	11.03%	97.10%	97.86%	97.97%	97.61%	95.35%
Average Sold/List Ratio		98.70%		97.01%	99.20%	98.90%	97.08%
Total Closed Units		1,106	100%	120	549	373	64
Total Closed Volume		273,812,313		15.09M	109.51M	118.62M	30.59M

September 2020



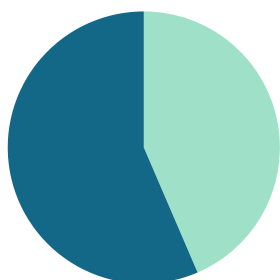
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

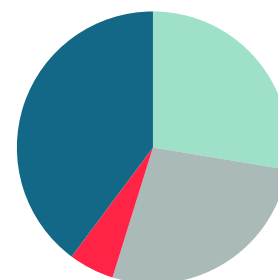


Inventory
 New Listings
1,252 = 43.53%
 Start Inventory
1,624
 Total Inventory Units
2,876
 Volume
\$990,182,894

Market Activity

Closed Sales
1,106 = 27.60%
 Pending Sales
1,090 = 27.20%
 Other Off Market
216 = 5.39%
 Active Inventory
1,595 = 39.81%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	872	1,106	26.83%	7,949	8,192	3.06%
Pending Sales	815	1,090	33.74%	8,417	9,083	7.91%
New Listings	1,068	1,252	17.23%	11,350	10,760	-5.20%
Average List Price	213,499	252,103	18.08%	215,938	239,641	10.98%
Average Sale Price	206,649	247,570	19.80%	210,616	235,279	11.71%
Average Percent of Selling Price to List Price	97.44%	98.74%	1.33%	97.80%	98.51%	0.73%
Average Days on Market to Sale	34.12	25.11	-26.42%	38.28	31.15	-18.63%
Monthly Inventory	2,429	1,595	-34.34%	2,429	1,595	-34.34%
Months Supply of Inventory	2.88	1.81	-37.25%	2.88	1.81	-37.25%

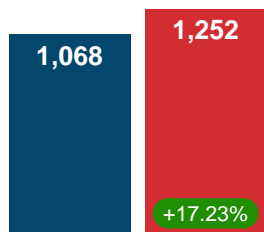
Absorption: Last 12 months, an Average of **881** Sales/Month

Inventory on September 30, 2020 = **1,595** 2019 2020

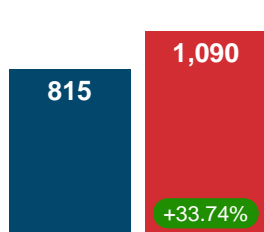
SEPTEMBER MARKET

AVERAGE PRICES

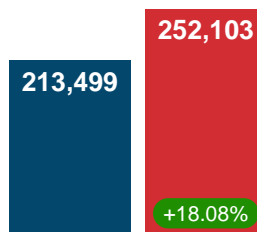
New Listings



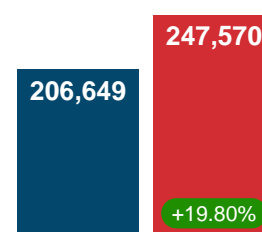
Pending Listings



List Price



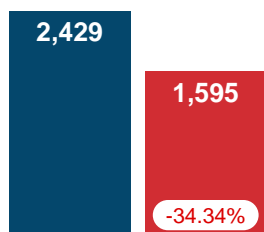
Sale Price



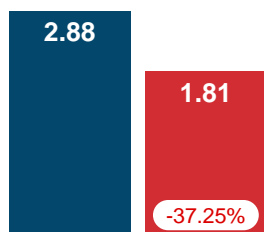
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

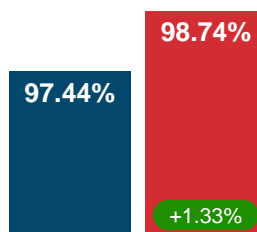
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

