

September 2020



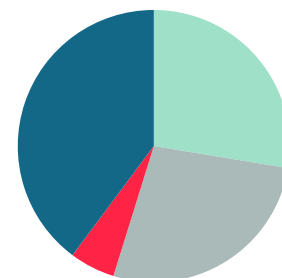
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	175,000	216,950	23.97%
Median Sale Price	174,750	215,000	23.03%
Median Percent of Selling Price to List Price	98.85%	100.00%	1.17%
Median Days on Market to Sale	16.00	7.00	-56.25%
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.

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 **23.03%** in September 2020 to \$215,000 versus the previous year at \$174,750.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 9.00 days or **56.25%** in September 2020 compared to last year's same month at **16.00** DOM.

Sales Success for September 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 1,252 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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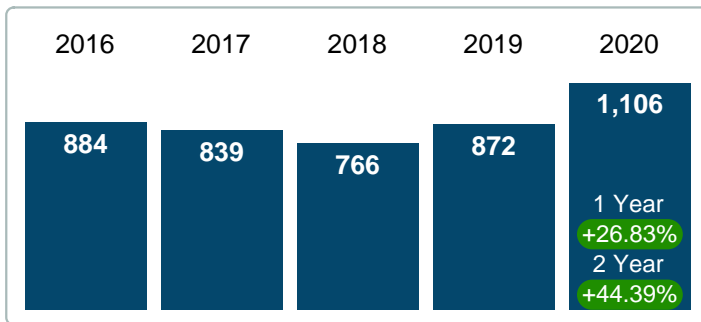
Area Delimited by County Of Tulsa - Residential Property Type



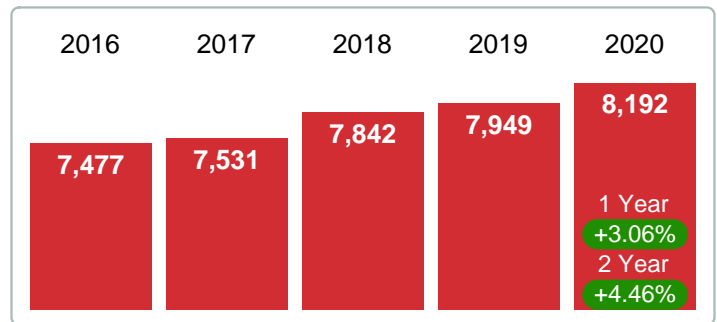
CLOSED LISTINGS

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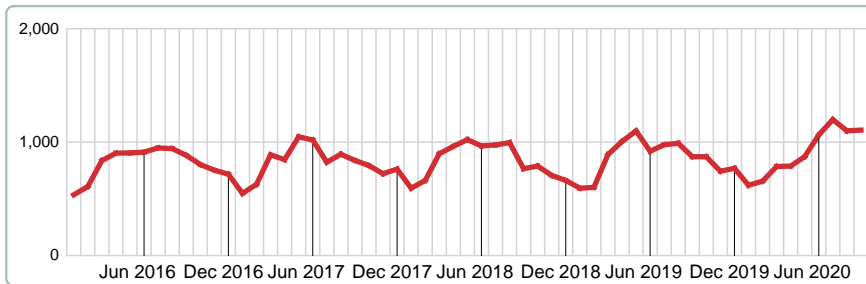
SEPTEMBER



YEAR TO DATE (YTD)

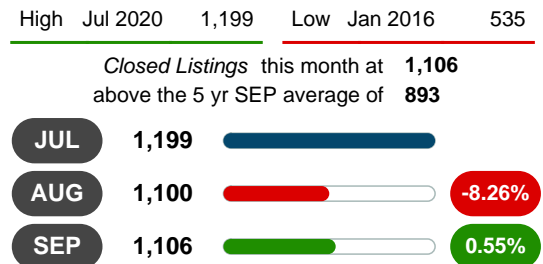


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 893



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	61	5.52%	14.0	38	19	3	1
\$75,001 - \$125,000	114	10.31%	4.5	35	69	10	0
\$125,001 - \$175,000	212	19.17%	4.0	25	167	20	0
\$175,001 - \$225,000	224	20.25%	6.0	10	141	71	2
\$225,001 - \$300,000	228	20.61%	9.0	8	93	108	19
\$300,001 - \$400,000	145	13.11%	17.0	2	45	86	12
\$400,001 and up	122	11.03%	27.0	2	15	75	30
Total Closed Units	1,106			120	549	373	64
Total Closed Volume	273,812,313	100%	7.0	15.09M	109.51M	118.62M	30.59M
Median Closed Price	\$215,000			\$98,000	\$180,000	\$282,500	\$374,000

September 2020



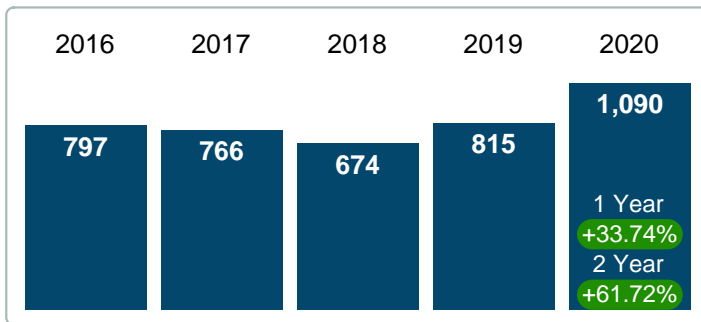
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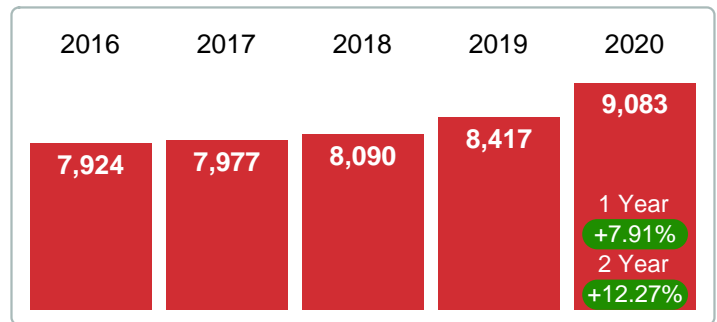
PENDING LISTINGS

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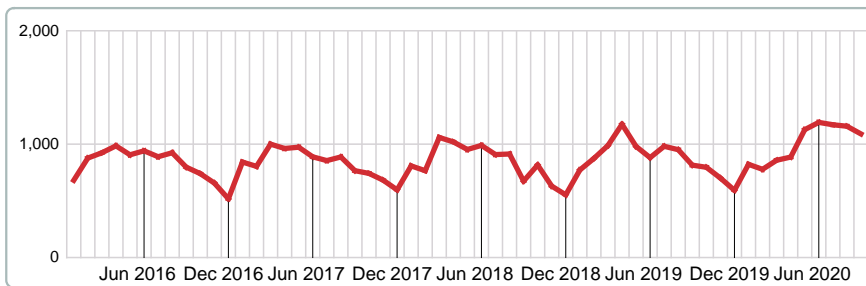
SEPTEMBER



YEAR TO DATE (YTD)

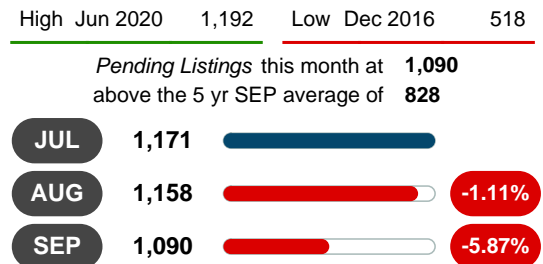


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 828



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	107	9.82%	10.0	51	50	6	0
\$100,001 - \$125,000	63	5.78%	5.0	13	47	3	0
\$125,001 - \$175,000	203	18.62%	5.0	18	163	21	1
\$175,001 - \$250,000	309	28.35%	10.0	17	181	108	3
\$250,001 - \$300,000	120	11.01%	13.0	4	44	65	7
\$300,001 - \$425,000	166	15.23%	14.0	7	57	95	7
\$425,001 and up	122	11.19%	29.0	1	20	75	26
Total Pending Units	1,090			111	562	373	44
Total Pending Volume	283,255,089	100%	10.0	15.16M	117.94M	127.87M	22.28M
Median Listing Price	\$218,250			\$110,000	\$180,000	\$289,000	\$442,500

September 2020



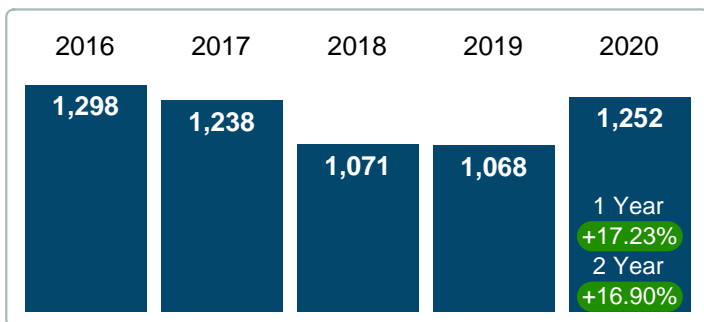
Area Delimited by County Of Tulsa - Residential Property Type



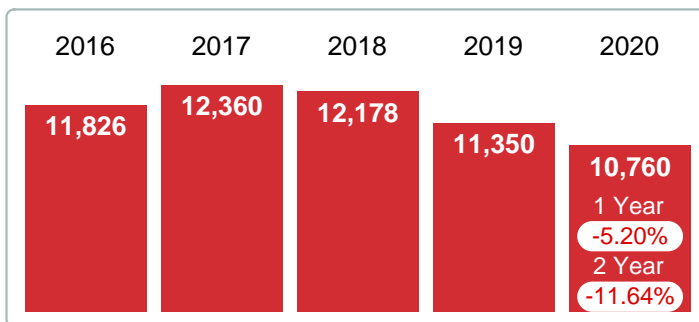
NEW LISTINGS

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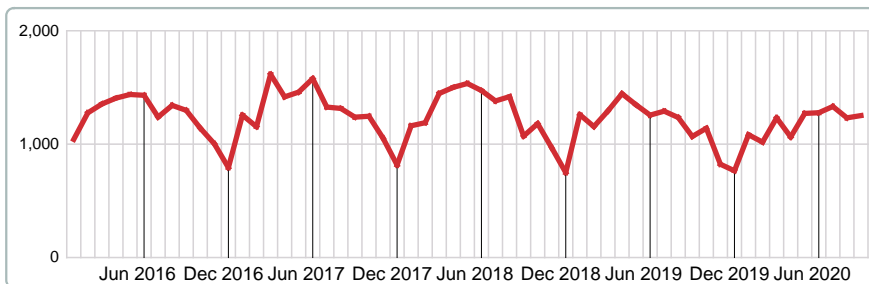
SEPTEMBER



YEAR TO DATE (YTD)

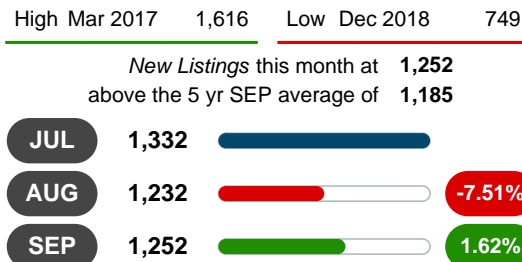


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$213,300		\$89,900	\$173,900	\$299,000	\$399,950

September 2020



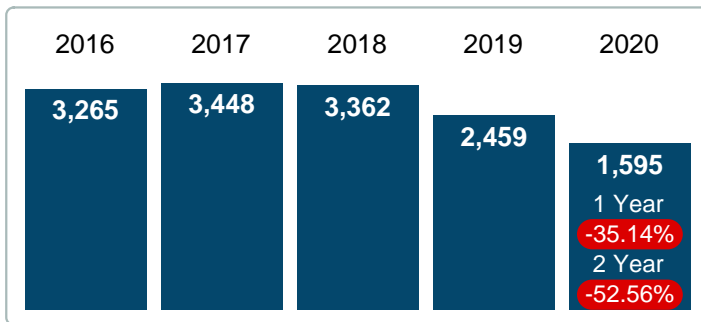
Area Delimited by County Of Tulsa - Residential Property Type



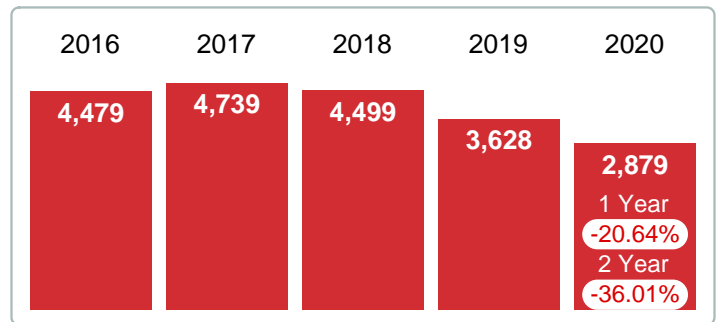
ACTIVE INVENTORY

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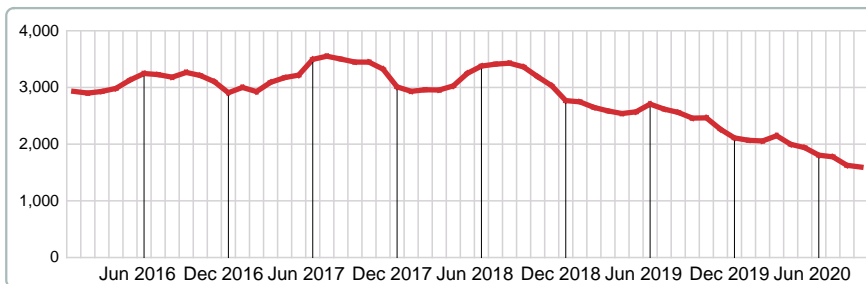
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

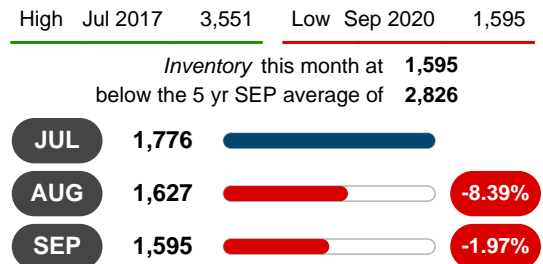


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2,826



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	39	2.45%	55.0	28	10	1	0
\$50,001 - \$150,000	313	19.62%	21.0	104	177	30	2
\$150,001 - \$225,000	247	15.49%	30.0	15	166	57	9
\$225,001 - \$350,000	390	24.45%	36.0	24	152	177	37
\$350,001 - \$475,000	253	15.86%	54.0	7	70	134	42
\$475,001 - \$750,000	193	12.10%	61.0	7	31	97	58
\$750,001 and up	160	10.03%	77.5	4	23	67	66
Total Active Inventory by Units		1,595		189	629	563	214
Total Active Inventory by Volume		616,834,091	100%	31.19M	163.96M	253.76M	167.93M
Median Active Inventory Listing Price		\$289,000		\$75,000	\$200,000	\$364,900	\$545,000

September 2020



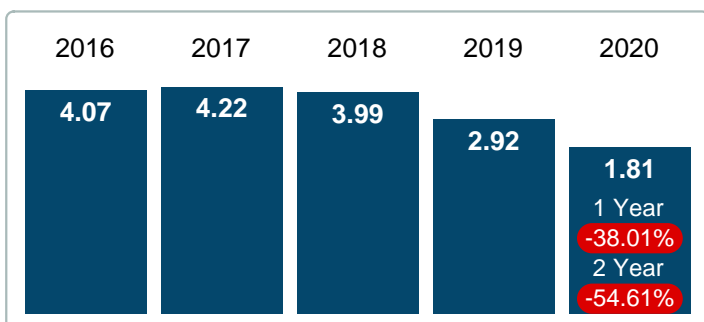
Area Delimited by County Of Tulsa - Residential Property Type



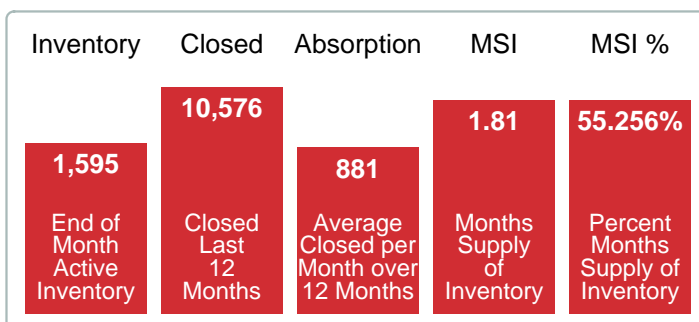
MONTHS SUPPLY of INVENTORY (MSI)

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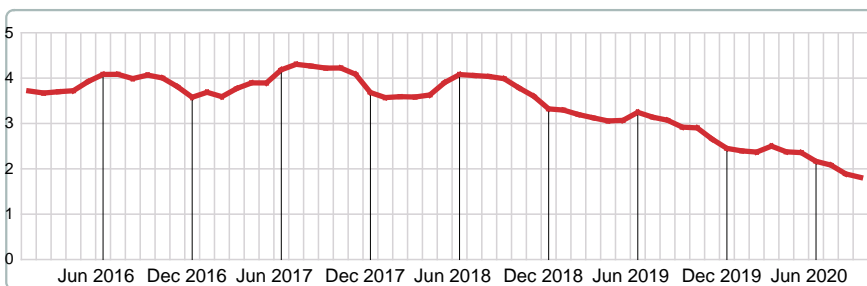
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

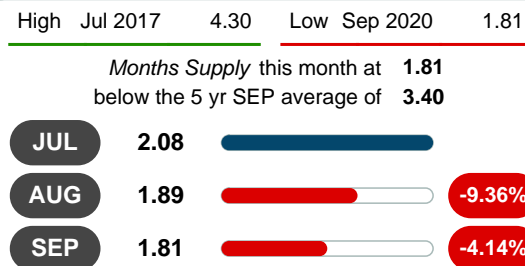


5 YEAR MARKET ACTIVITY TRENDS



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



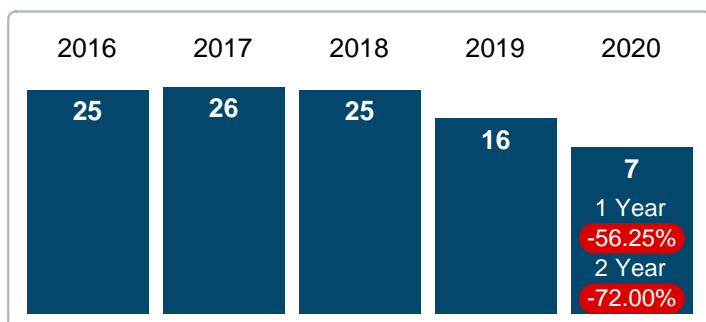
Area Delimited by County Of Tulsa - Residential Property Type



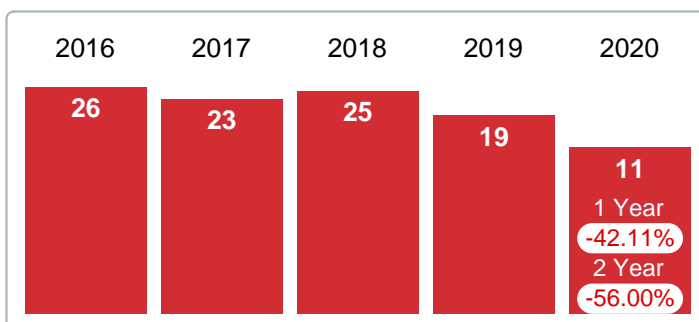
MEDIAN DAYS ON MARKET TO SALE

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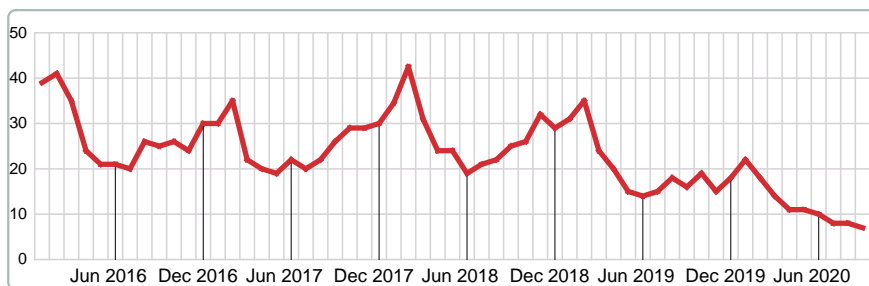
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 20

High Feb 2018: 43 | Low Sep 2020: 7

Median Days on Market to Sale this month at 7 below the 5 yr SEP average of 20

Month	Median Days	% Change
JUL	8	
AUG	8	0.00%
SEP	7	-12.50%

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	61	5.52%	14	29	11	5	42
\$75,001 - \$125,000	114	10.31%	5	5	5	4	0
\$125,001 - \$175,000	212	19.17%	4	4	4	4	0
\$175,001 - \$225,000	224	20.25%	6	17	4	12	58
\$225,001 - \$300,000	228	20.61%	9	5	9	9	19
\$300,001 - \$400,000	145	13.11%	17	50	15	15	31
\$400,001 and up	122	11.03%	27	46	10	26	48
Median Closed DOM	7			9	5	12	31
Total Closed Units	1,106	100%	7.0	120	549	373	64
Total Closed Volume	273,812,313			15.09M	109.51M	118.62M	30.59M

September 2020



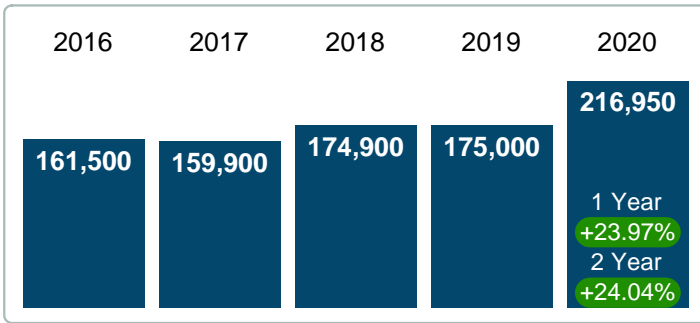
Area Delimited by County Of Tulsa - Residential Property Type



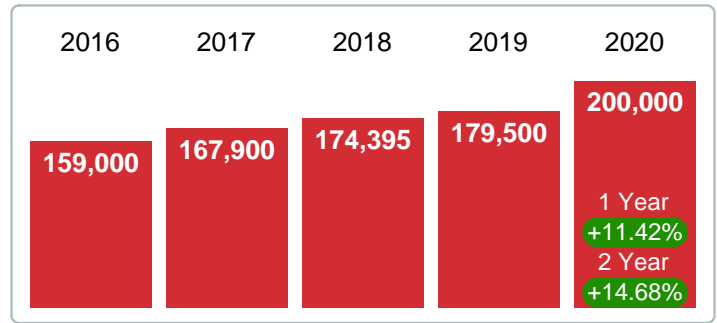
MEDIAN LIST PRICE AT CLOSING

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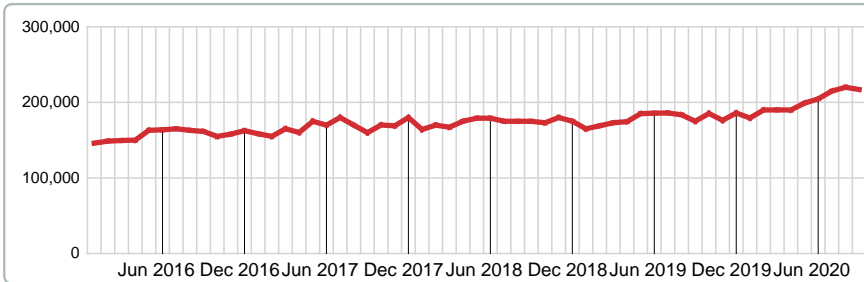
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

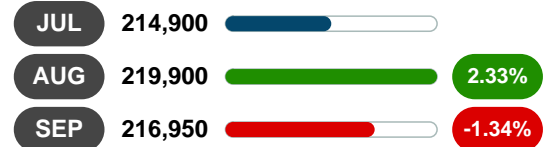


3 MONTHS

5 year SEP AVG = 177,650

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

Median List Price at Closing this month at **216,950**
above the 5 yr SEP average of **177,650**



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	5.33%	58,500	54,900	64,000	59,200	70,000
\$75,001 - \$125,000	10.67%	105,000	97,500	112,000	105,000	0
\$125,001 - \$175,000	18.90%	155,000	151,500	155,000	155,000	0
\$175,001 - \$225,000	19.44%	199,900	199,900	199,000	199,900	217,500
\$225,001 - \$300,000	21.16%	256,040	279,250	250,000	259,372	263,500
\$300,001 - \$400,000	13.20%	347,500	309,000	339,000	349,999	332,450
\$400,001 and up	11.30%	539,900	422,500	500,000	521,350	670,000
Median List Price		216,950	101,000	180,000	285,000	371,450
Total Closed Units		1,106	120	549	373	64
Total Closed Volume		278,826,133	15.48M	110.45M	120.56M	32.34M

September 2020



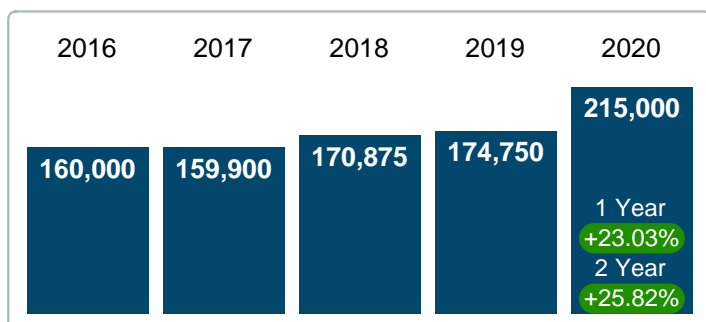
Area Delimited by County Of Tulsa - Residential Property Type



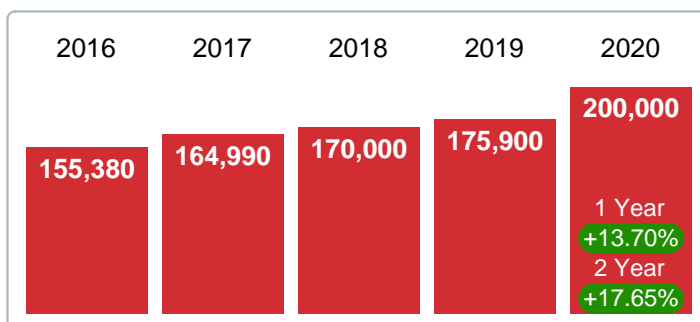
MEDIAN SOLD PRICE AT CLOSING

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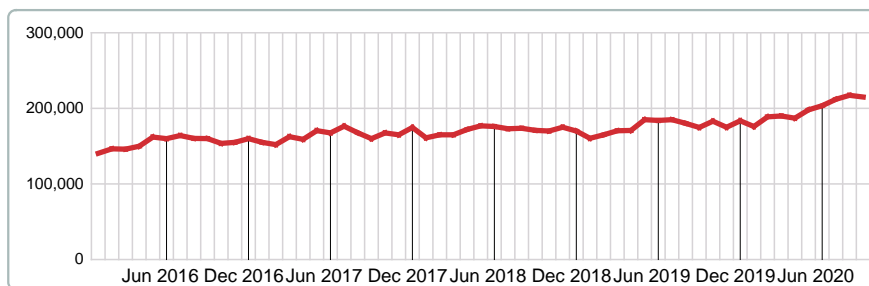
SEPTEMBER



YEAR TO DATE (YTD)

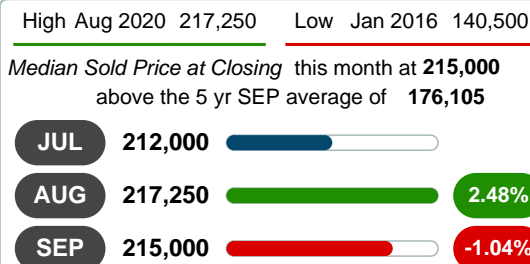


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 176,105



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	61	5.52%	55,000	52,500	62,000	45,000
\$75,001 - \$125,000	114	10.31%	104,389	95,000	111,000	99,977
\$125,001 - \$175,000	212	19.17%	155,000	150,000	155,000	154,950
\$175,001 - \$225,000	224	20.25%	199,975	205,000	199,000	205,000
\$225,001 - \$300,000	228	20.61%	259,821	280,915	252,500	259,821
\$300,001 - \$400,000	145	13.11%	345,000	385,000	340,000	349,950
\$400,001 and up	122	11.03%	531,000	487,500	500,000	500,000
Median Sold Price		215,000		98,000	180,000	282,500
Total Closed Units		1,106	100%	120	549	373
Total Closed Volume		273,812,313	215,000	15.09M	109.51M	118.62M

September 2020



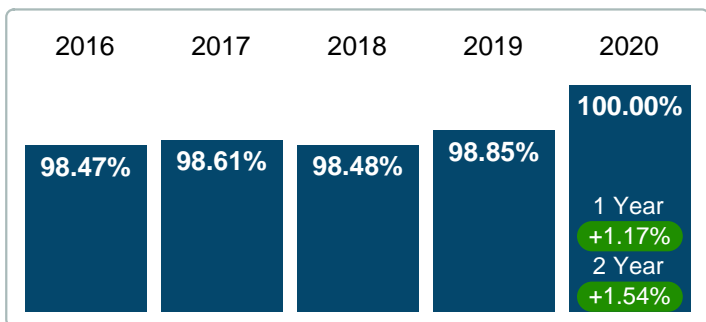
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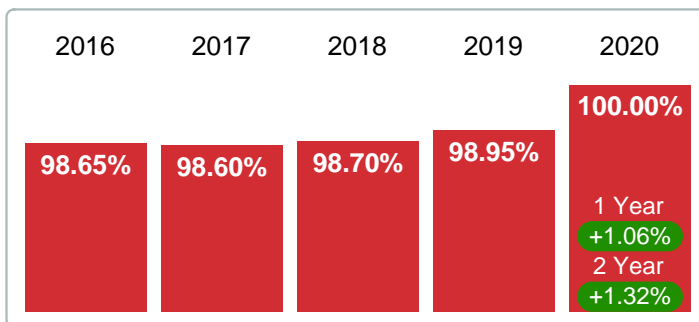
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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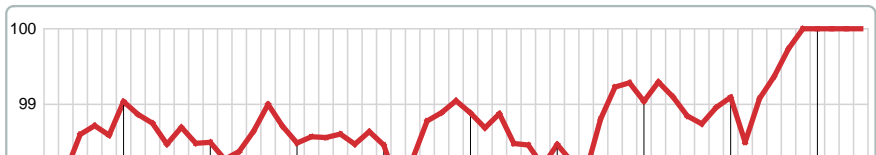
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 98.88%

High Sep 2020 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **98.88%**

JUL 100.00%
AUG 100.00%
SEP 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	61	5.52%	96.76%	96.36%	100.00%	94.89%	80.00%
\$75,001 - \$125,000	114	10.31%	99.80%	98.36%	100.00%	100.00%	0.00%
\$125,001 - \$175,000	212	19.17%	100.00%	100.00%	100.00%	100.65%	0.00%
\$175,001 - \$225,000	224	20.25%	100.00%	97.96%	100.00%	100.00%	96.67%
\$225,001 - \$300,000	228	20.61%	100.00%	97.97%	100.00%	100.00%	99.13%
\$300,001 - \$400,000	145	13.11%	100.00%	91.48%	100.00%	100.00%	100.00%
\$400,001 and up	122	11.03%	98.31%	97.86%	100.00%	97.98%	96.84%
Median Sold/List Ratio		100.00%		98.28%	100.00%	100.00%	98.99%
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



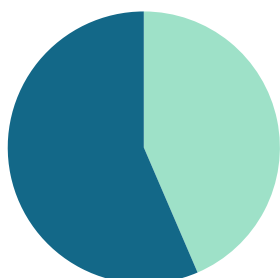
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

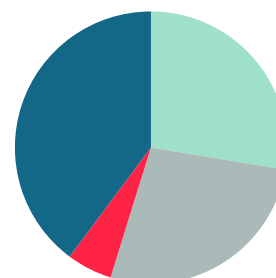


Inventory
 New Listings
1,252 = 43.53%
 Start Inventory
1,624
 Total Inventory Units
2,876
 Volume
\$990,182,894

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%
Median List Price	175,000	216,950	23.97%	179,500	200,000	11.42%
Median Sale Price	174,750	215,000	23.03%	175,900	200,000	13.70%
Median Percent of Selling Price to List Price	98.85%	100.00%	1.17%	98.95%	100.00%	1.06%
Median Days on Market to Sale	16.00	7.00	-56.25%	19.00	11.00	-42.11%
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%

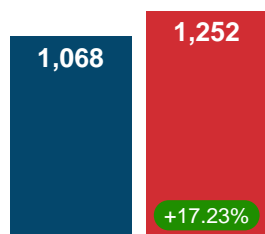
Absorption: Last 12 months, an Average of **881** Sales/Month

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

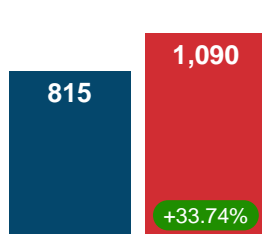
SEPTEMBER MARKET

MEDIAN PRICES

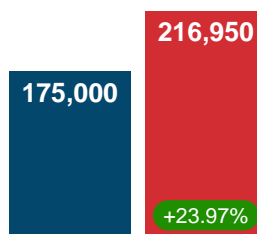
New Listings



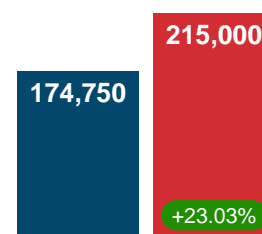
Pending Listings



List Price



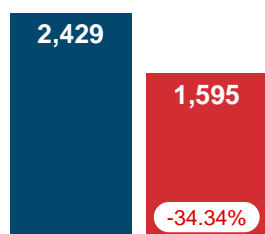
Sale Price



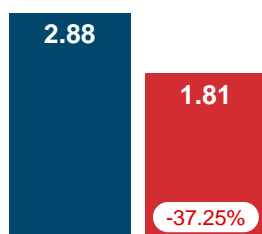
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

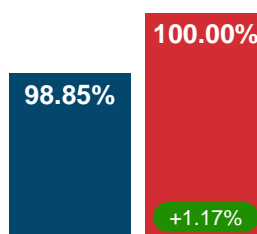
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

