

August 2019



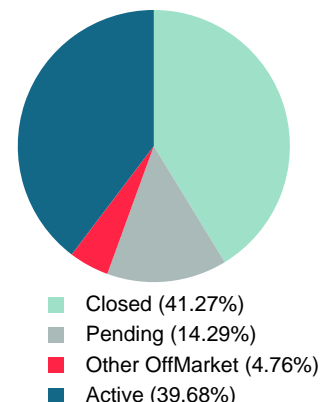
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
(3) - Leasing Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	14	26	85.71%
Pending Listings	3	9	200.00%
New Listings	25	22	-12.00%
Average List Price	1,386	1,310	-5.48%
Average Sale Price	1,402	1,308	-6.71%
Average Percent of Selling Price to List Price	101.38%	99.79%	-1.57%
Average Days on Market to Sale	26.21	35.12	33.96%
End of Month Inventory	36	25	-30.56%
Months Supply of Inventory	2.37	1.37	-42.29%



Absorption: Last 12 months, an Average of **18** Sales/Month
Active Inventory as of August 31, 2019 = **25**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **30.56%** to 25 existing homes available for sale. Over the last 12 months this area has had an average of 18 closed sales per month. This represents an unsold inventory index of **1.37** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.71%** in August 2019 to \$1,308 versus the previous year at \$1,402.

Average Days on Market Lengthens

The average number of **35.12** days that homes spent on the market before selling increased by 8.90 days or **33.96%** in August 2019 compared to last year's same month at **26.21** DOM.

Sales Success for August 2019 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 22 New Listings in August 2019, down **12.00%** from last year at 25. Furthermore, there were 26 Closed Listings this month versus last year at 14, a **85.71%** increase.

Closed versus Listed trends yielded a **118.2%** ratio, up from previous year's, August 2018, at **56.0%**, a **111.04%** 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; School District Broken Arrow - Sch Dist (3) - Leasing Property Type

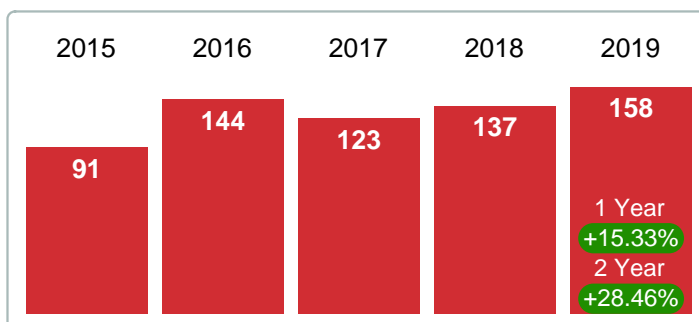
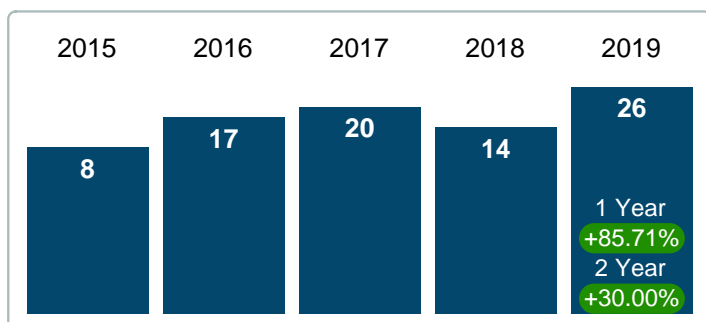


CLOSED LISTINGS

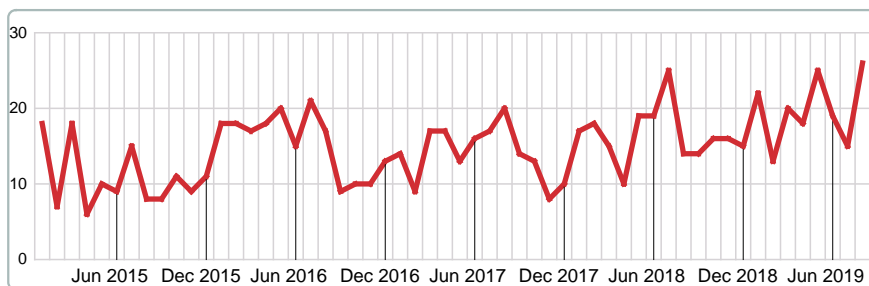
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AUGUST

YEAR TO DATE (YTD)

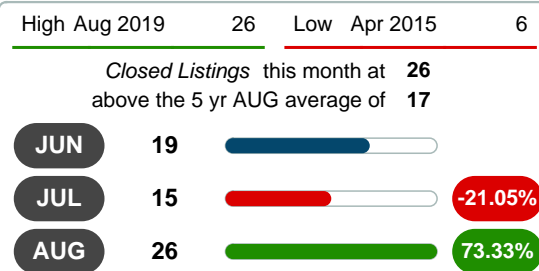


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 17



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	26	100.00%	35.1	3	16	5	2
Total Closed Units	26			3	16	5	2
Total Closed Volume	34,010	100%	35.1	2,620	19.12K	7,380	4,895
Average Closed Price	\$1,308			\$873	\$1,195	\$1,476	\$2,448

August 2019



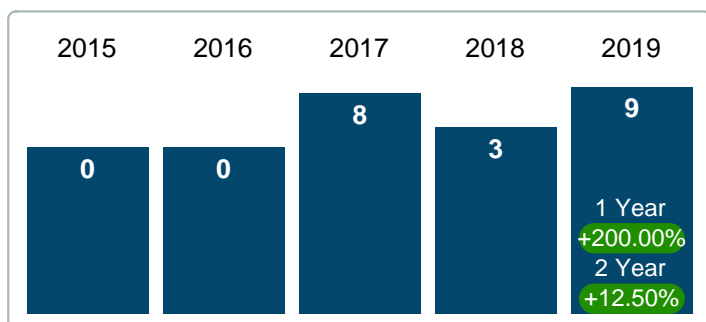
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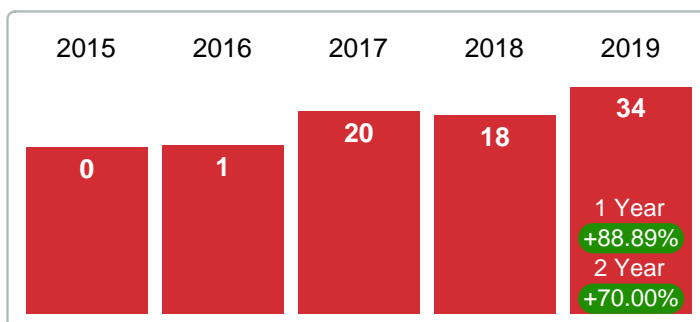
PENDING LISTINGS

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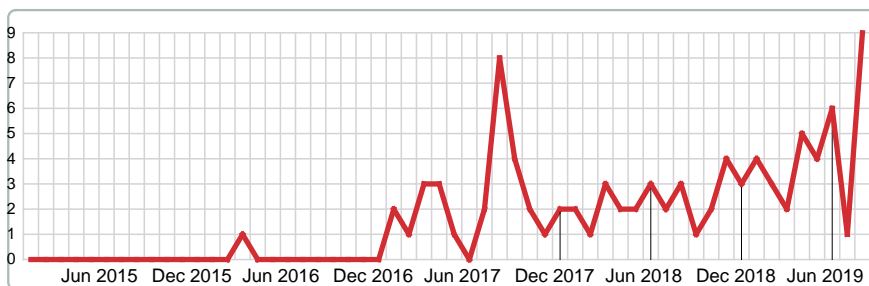
AUGUST



YEAR TO DATE (YTD)

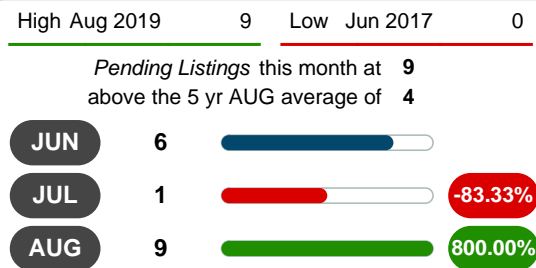


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 4



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	9	100.00%	32.6	1	5	2	1
Total Pending Units	9			1	5	2	1
Total Pending Volume	12,930	100%	45.4	795	6,250	3,090	2,795
Average Listing Price	\$1,518			\$795	\$1,250	\$1,545	\$2,795

August 2019



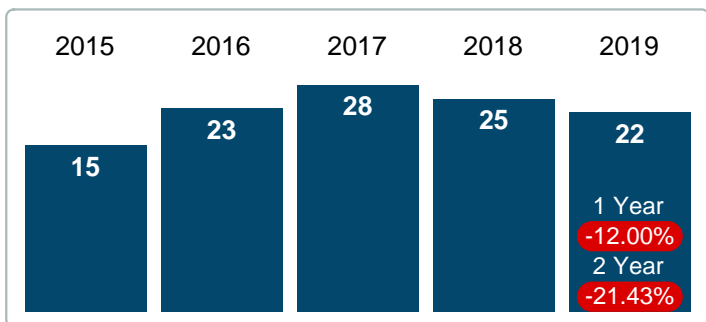
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



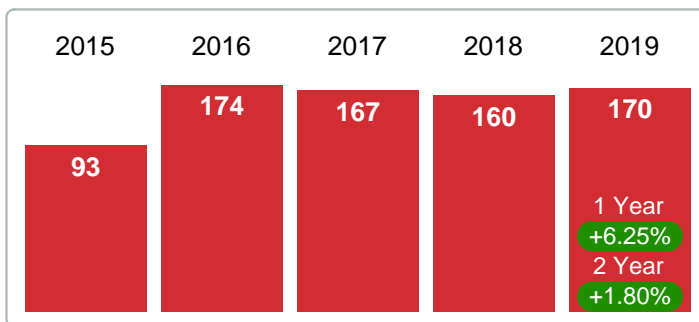
NEW LISTINGS

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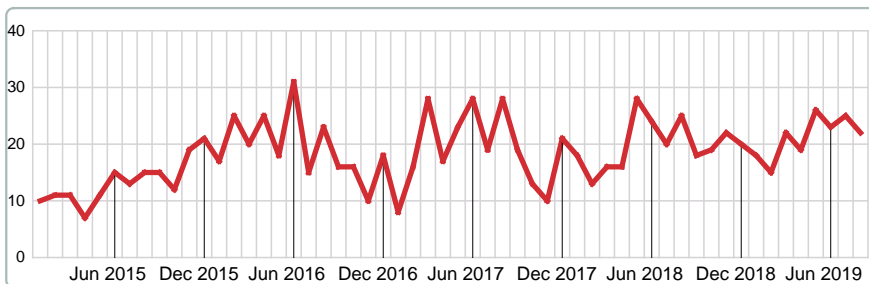
AUGUST



YEAR TO DATE (YTD)

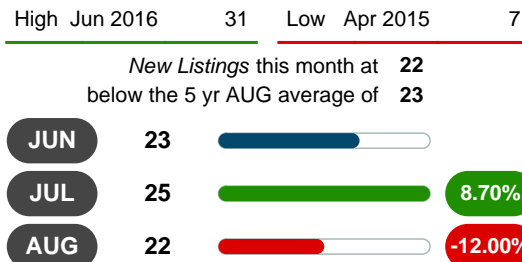


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 23



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1 and up	22	100.00%	3	14	4	1
Total New Listed Units	22		3	14	4	1
Total New Listed Volume	27,400	100%	2,270	16.05K	7,080	2,000
Average New Listed Listing Price	\$1,173		\$757	\$1,146	\$1,770	\$2,000

August 2019



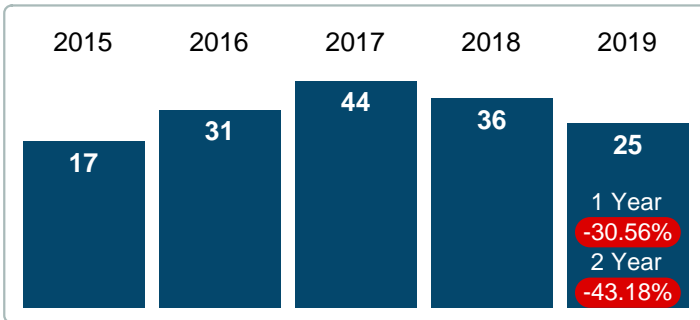
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



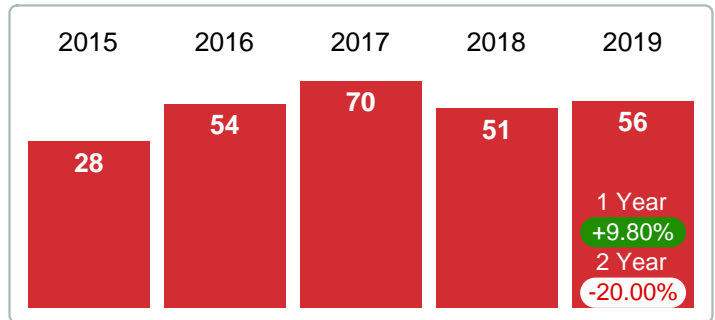
ACTIVE INVENTORY

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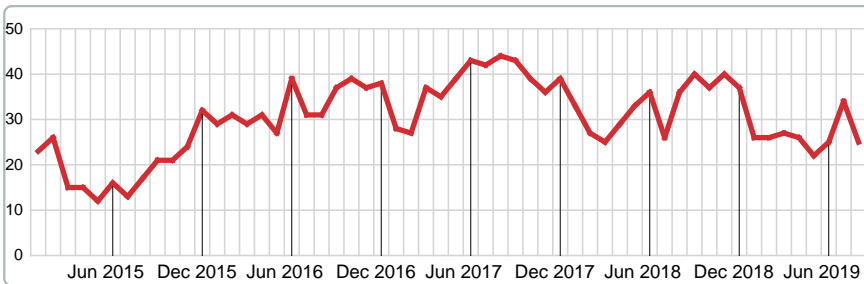
END OF AUGUST



ACTIVE DURING AUGUST

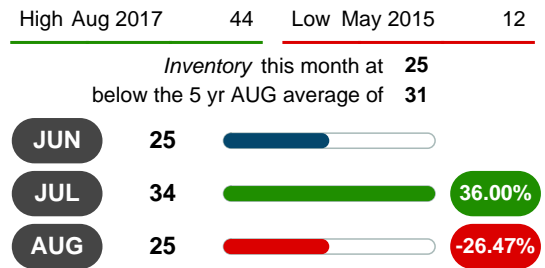


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 31



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 and up		100.00%	37.0	2	14	9	0
Total Active Inventory by Units			25	2	14	9	0
Total Active Inventory by Volume			32,785	1,475	16.26K	15.06K	0.00B
Average Active Inventory Listing Price			\$1,311	\$738	\$1,161	\$1,673	\$0

August 2019



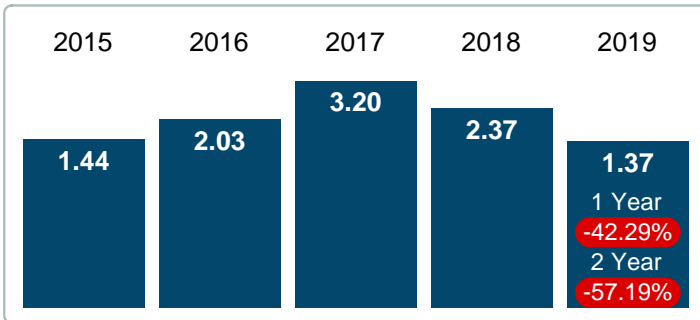
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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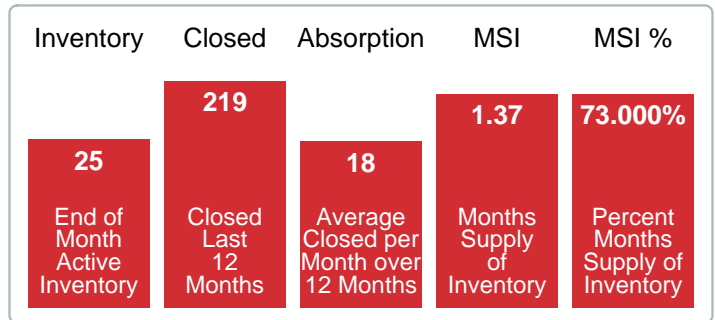
MONTHS SUPPLY of INVENTORY (MSI)

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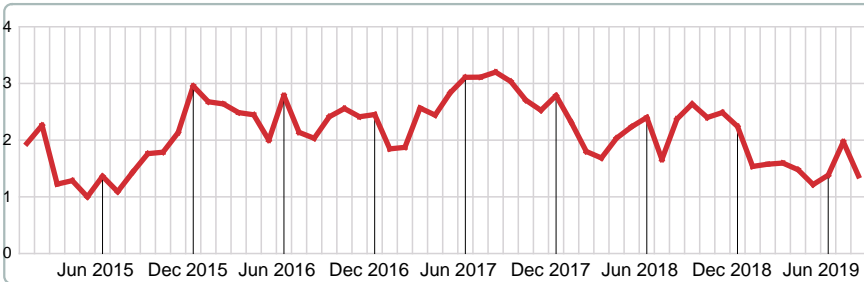
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019

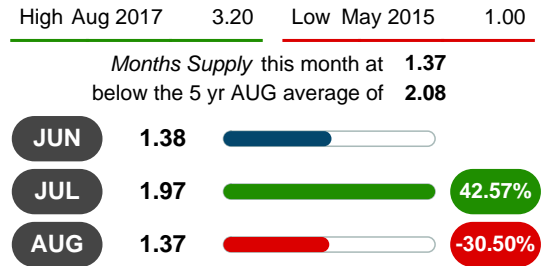


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.08



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
\$0 and less	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 and up	25	100.00%	1.37	2.00	1.14	1.96	0.00
Market Supply of Inventory (MSI)			1.37	2.00	1.14	1.96	0.00
Total Active Inventory by Units		100%	1.37	2	14	9	0

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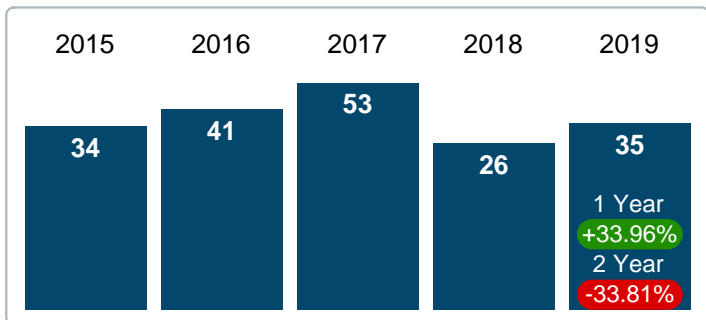
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



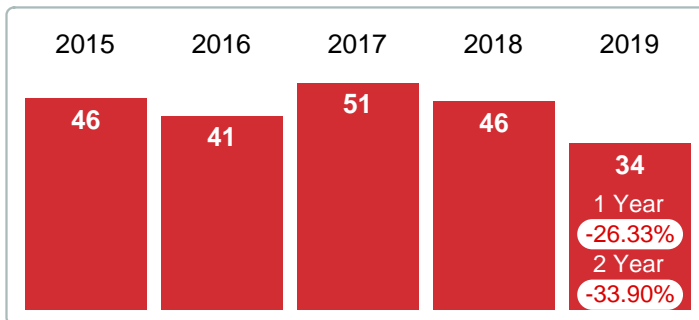
AVERAGE DAYS ON MARKET TO SALE

Report produced on Sep 11, 2019 for MLS Technology Inc.

AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

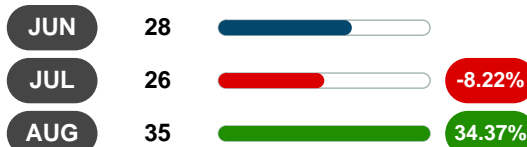


3 MONTHS

5 year AUG AVG = 38

High Dec 2017 95 Low Feb 2015 20

Average Days on Market to Sale this month at 35 below the 5 yr AUG average of 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
\$0 and less	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div>	100.00%	35	49	26	51	48
Average Closed DOM			35	49	26	51	48
Total Closed Units		100%	35	3	16	5	2
Total Closed Volume			34,010	2,620	19.12K	7,380	4,895

August 2019



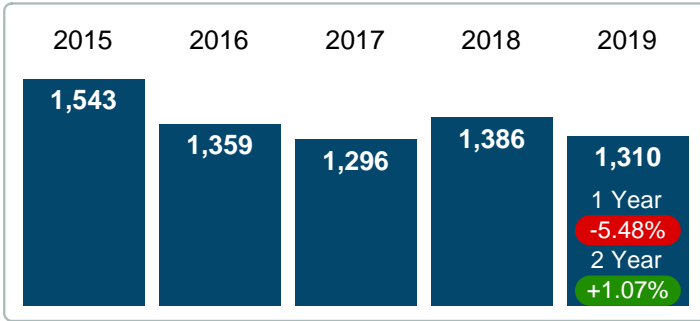
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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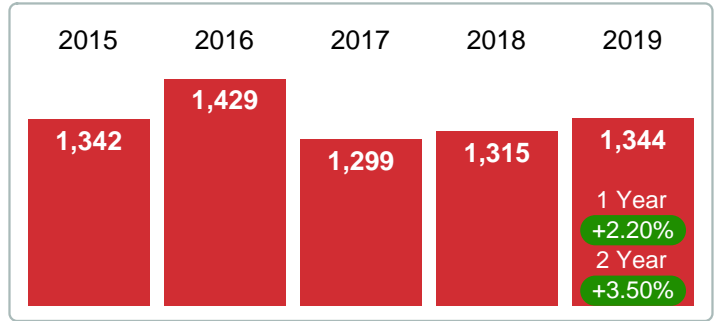
AVERAGE LIST PRICE AT CLOSING

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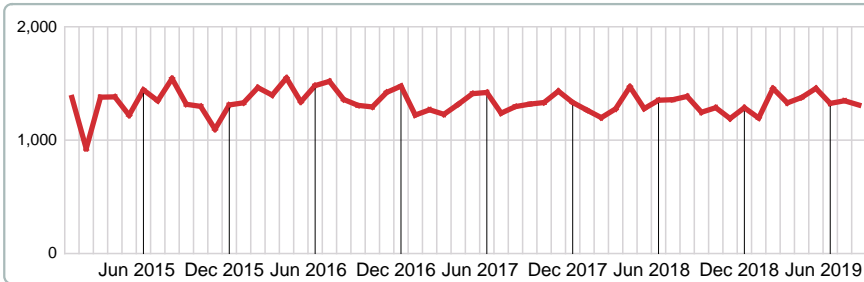
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

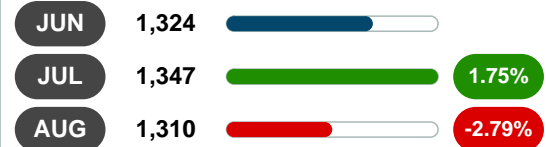


3 MONTHS

5 year AUG AVG = 1,379

High Apr 2016 1,548 Low Feb 2015 925

Average List Price at Closing this month at 1,310
below the 5 yr AUG average of 1,379



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	26	100.00%	1,310	873	1,198	1,495	2,398
Average List Price			1,310	873	1,198	1,495	2,398
Total Closed Units		100%	1,310	3	16	5	2
Total Closed Volume			34,055	2,620	19.17K	7,475	4,795

August 2019



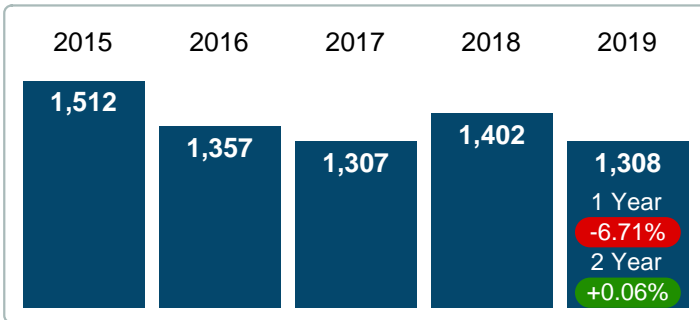
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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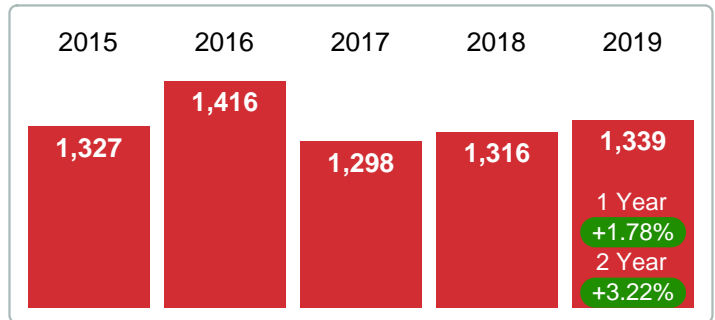
AVERAGE SOLD PRICE AT CLOSING

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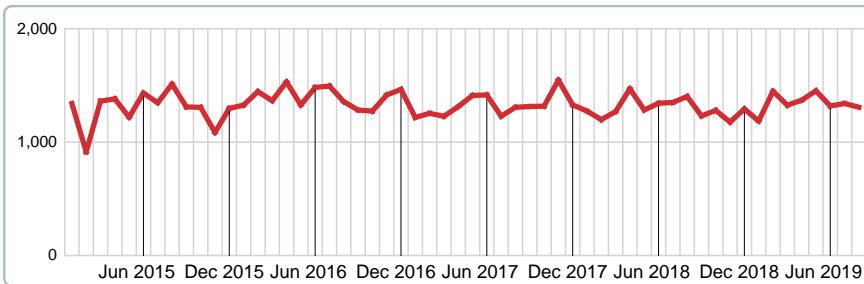
AUGUST



YEAR TO DATE (YTD)

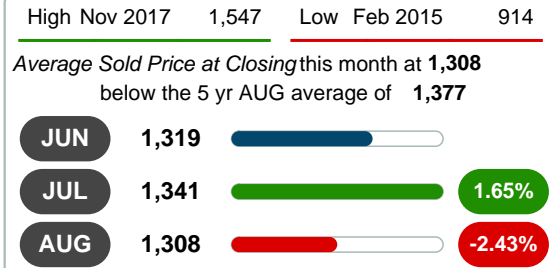


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,377



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	26	100.00%	1,308	873	1,195	1,476	2,448
Average Sold Price			1,308	873	1,195	1,476	2,448
Total Closed Units		100%	1,308	3	16	5	2
Total Closed Volume			34,010	2,620	19.12K	7,380	4,895

August 2019



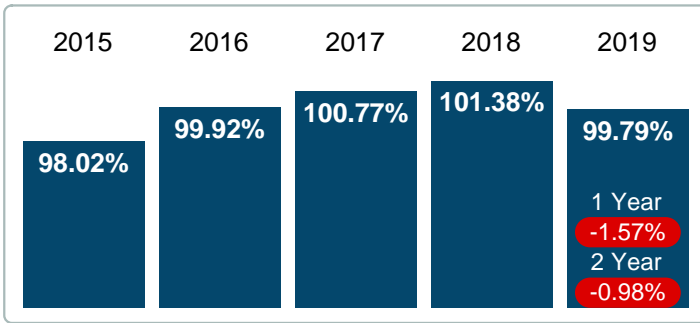
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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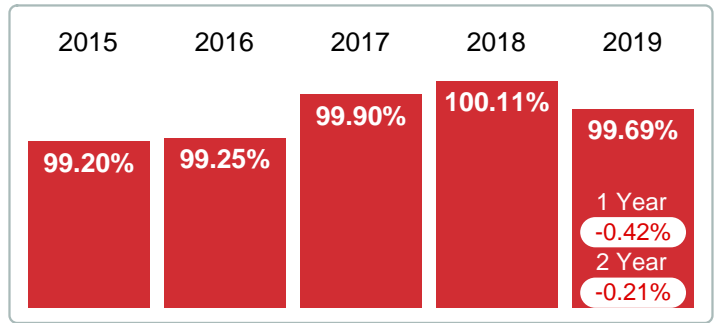
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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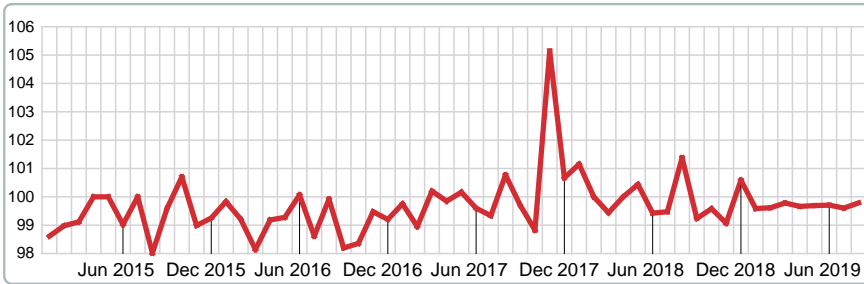
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

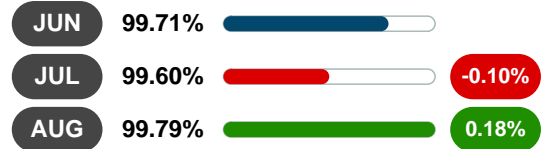


3 MONTHS

5 year AUG AVG = 99.97%

High Nov 2017 105.14% Low Aug 2015 98.02%

Average Sold/List Ratio this month at **99.79%**
equal to 5 yr AUG average of **99.97%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	26	100.00%	99.79%	100.00%	99.82%	98.75%	101.79%
Average Sold/List Ratio		99.80%		100.00%	99.82%	98.75%	101.79%
Total Closed Units		26	100%	3	16	5	2
Total Closed Volume		34,010		2,620	19.12K	7,380	4,895

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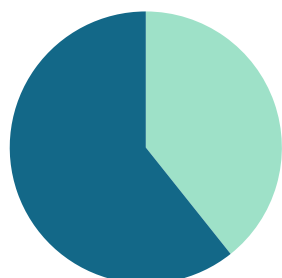
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

INVENTORY

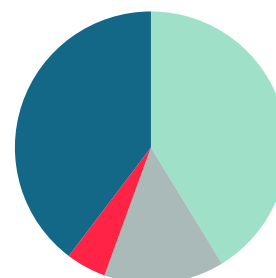


Inventory
 New Listings
22 = 39.29%
 Start Inventory
34
 Total Inventory Units
56
 Volume
\$75,370

Market Activity

Closed Sales
26 = 41.27%
 Pending Sales
9 = 14.29%
 Other Off Market
3 = 4.76%
 Active Inventory
25 = 39.68%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	14	26	85.71%	137	158	15.33%
Pending Sales	3	9	200.00%	18	34	88.89%
New Listings	25	22	-12.00%	160	170	6.25%
Average List Price	1,386	1,310	-5.48%	1,315	1,344	2.20%
Average Sale Price	1,402	1,308	-6.71%	1,316	1,339	1.78%
Average Percent of Selling Price to List Price	101.38%	99.79%	-1.57%	100.11%	99.69%	-0.42%
Average Days on Market to Sale	26.21	35.12	33.96%	45.54	33.55	-26.33%
Monthly Inventory	36	25	-30.56%	36	25	-30.56%
Months Supply of Inventory	2.37	1.37	-42.29%	2.37	1.37	-42.29%

Absorption: Last 12 months, an Average of **18** Sales/Month

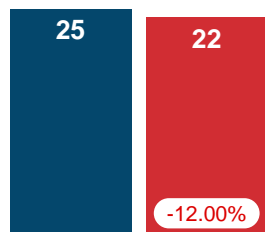
Inventory on August 31, 2019 = **25**

2018 **2019**

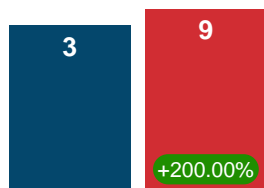
AUGUST MARKET

AVERAGE PRICES

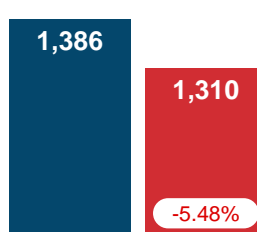
New Listings



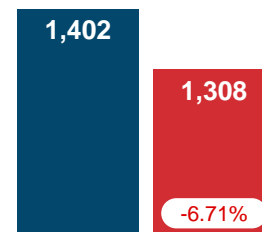
Pending Listings



List Price



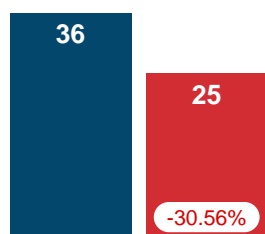
Sale Price



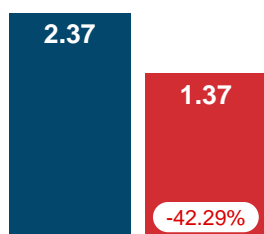
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

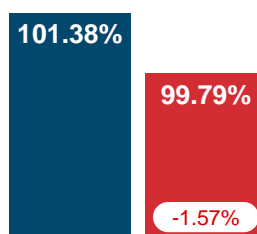
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

