

# August 2019



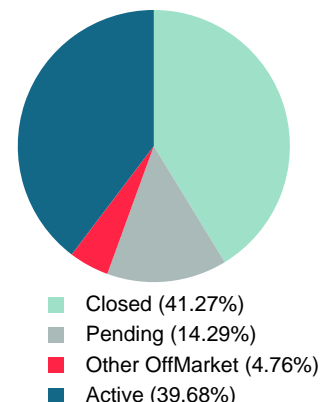
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



## 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%
Median List Price	1,400	1,248	-10.89%
Median Sale Price	1,350	1,248	-7.59%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	21.50	30.00	39.53%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **7.59%** in August 2019 to \$1,248 versus the previous year at \$1,350.

#### Median Days on Market Lengthens

The median number of **30.00** days that homes spent on the market before selling increased by 8.50 days or **39.53%** in August 2019 compared to last year's same month at **21.50** DOM.

#### Sales Success for August 2019 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

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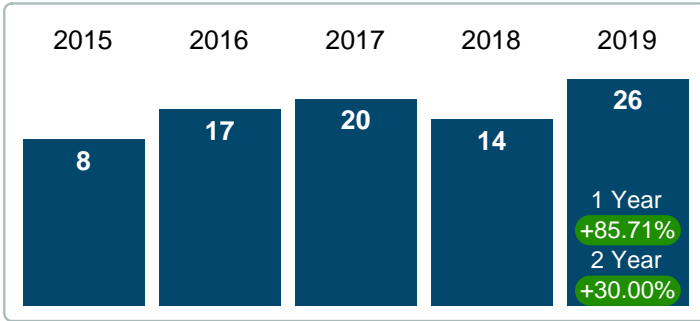
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



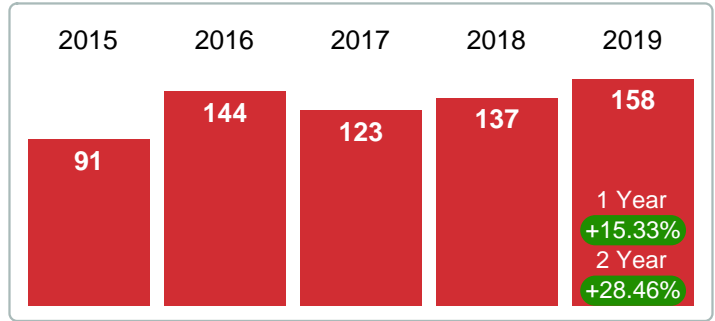
## CLOSED LISTINGS

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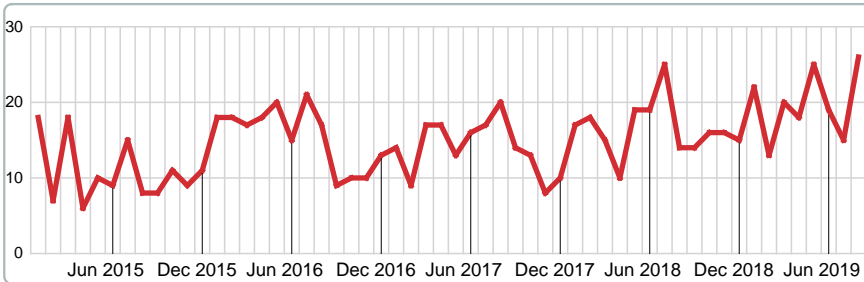
### AUGUST



### YEAR TO DATE (YTD)

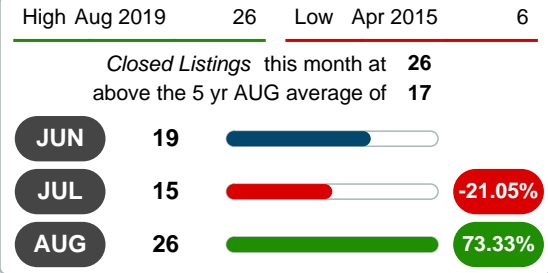


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 17



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	30.0	3	16	5	2
<b>Total Closed Units</b>	<b>26</b>			<b>3</b>	<b>16</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>34,010</b>	<b>100%</b>	<b>30.0</b>	<b>2,620</b>	<b>19.12K</b>	<b>7,380</b>	<b>4,895</b>
<b>Median Closed Price</b>	<b>\$1,248</b>			<b>\$795</b>	<b>\$1,200</b>	<b>\$1,400</b>	<b>\$2,448</b>

# August 2019



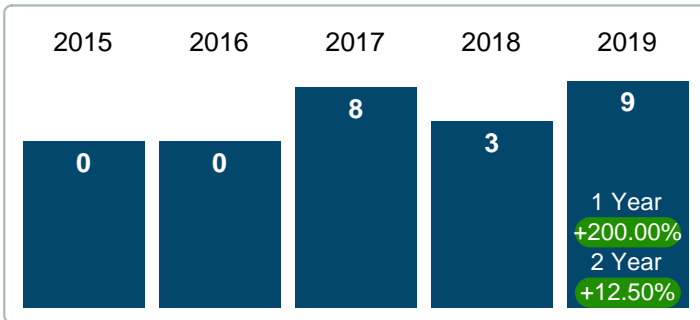
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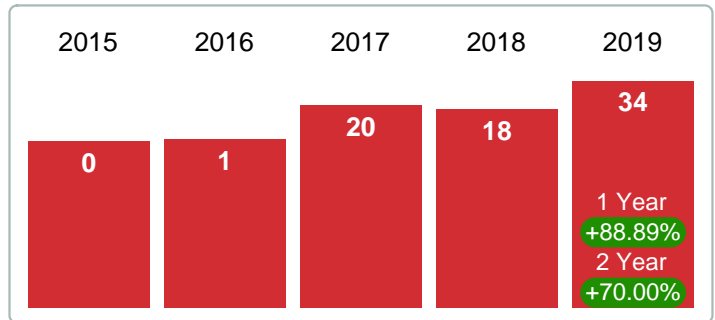
## PENDING LISTINGS

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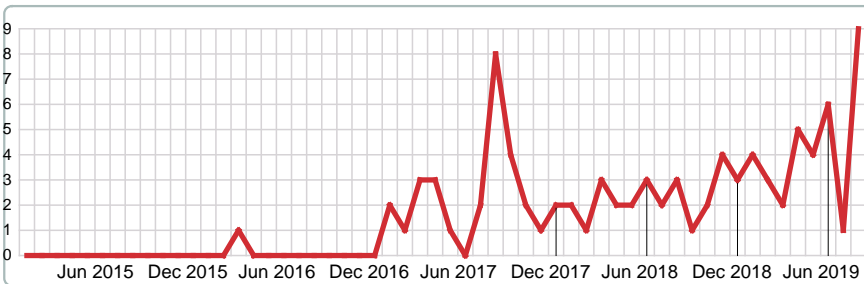
### AUGUST



### YEAR TO DATE (YTD)

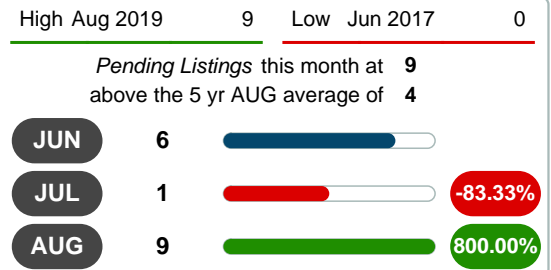


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 4



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	30.0	0	0	0	0
\$1 \$0	0	0.00%	30.0	0	0	0	0
\$1 \$0	0	0.00%	30.0	0	0	0	0
\$1 \$0	0	0.00%	30.0	0	0	0	0
\$1 \$0	0	0.00%	30.0	0	0	0	0
\$1 \$0	0	0.00%	30.0	0	0	0	0
\$1 and up	9	100.00%	25.0	1	5	2	1
<b>Total Pending Units</b>	<b>9</b>			<b>1</b>	<b>5</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>12,930</b>	<b>100%</b>	<b>25.0</b>	<b>795</b>	<b>6,250</b>	<b>3,090</b>	<b>2,795</b>
<b>Median Listing Price</b>	<b>\$1,250</b>			<b>\$795</b>	<b>\$1,150</b>	<b>\$1,545</b>	<b>\$2,795</b>

# August 2019



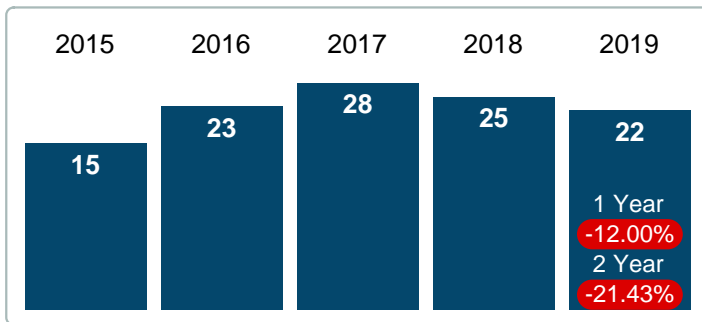
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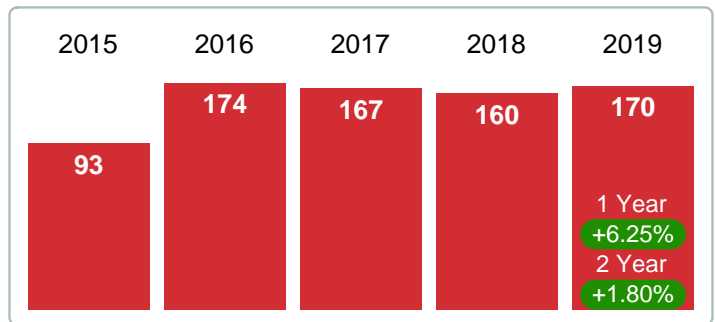
## NEW LISTINGS

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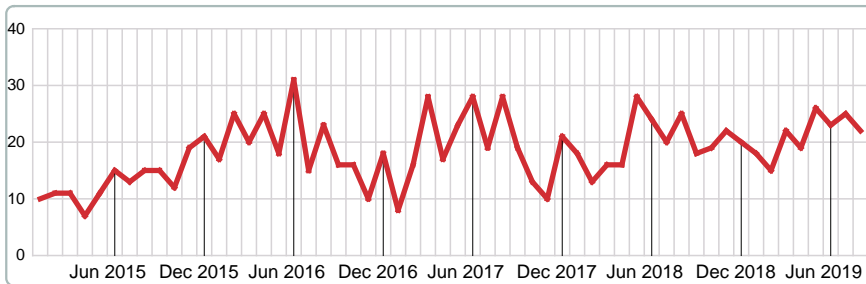
### AUGUST



### YEAR TO DATE (YTD)

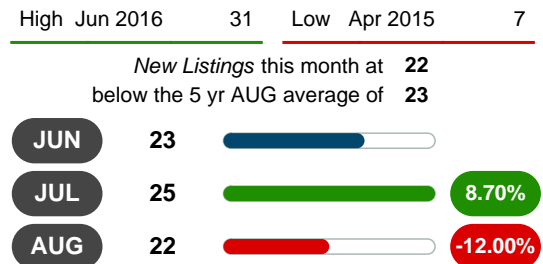


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 23



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	New Listings	%	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
<b>Total New Listed Units</b>	<b>22</b>		<b>3</b>	<b>14</b>	<b>4</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>27,400</b>	<b>100%</b>	<b>2,270</b>	<b>16.05K</b>	<b>7,080</b>	<b>2,000</b>
<b>Median New Listed Listing Price</b>	<b>\$1,175</b>		<b>\$775</b>	<b>\$1,125</b>	<b>\$1,745</b>	<b>\$2,000</b>

# August 2019



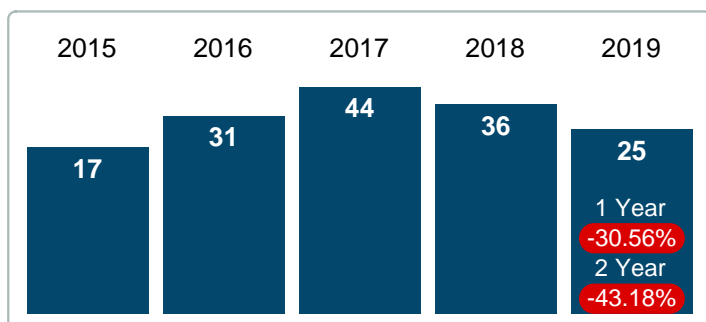
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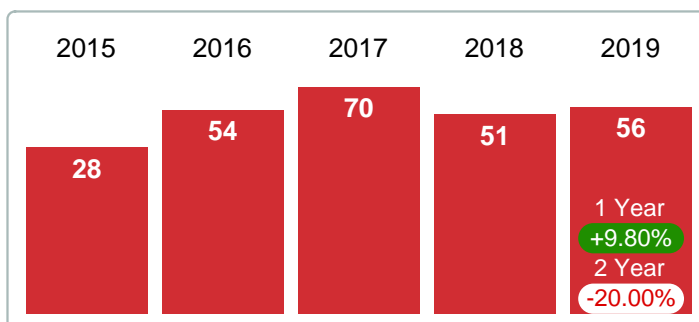
## ACTIVE INVENTORY

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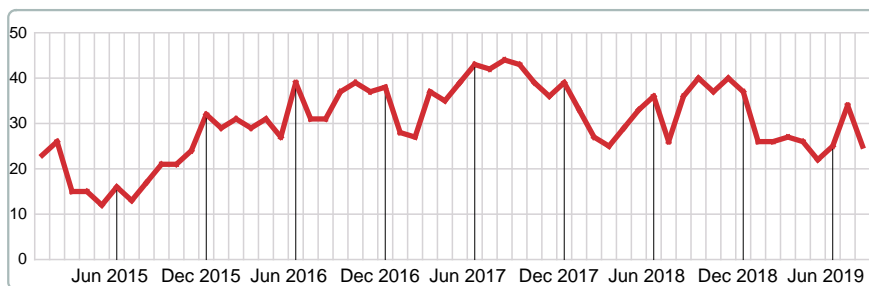
### END OF AUGUST



### ACTIVE DURING AUGUST

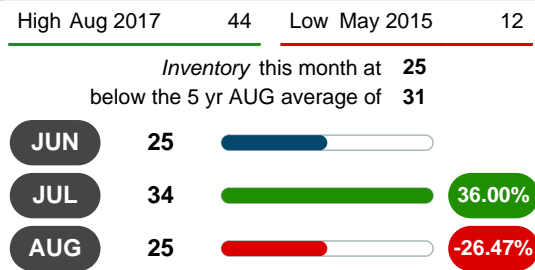


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 31



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less		0.00%	25.0	0	0	0	0
\$1 \$0		0.00%	25.0	0	0	0	0
\$1 \$0		0.00%	25.0	0	0	0	0
\$1 \$0		0.00%	25.0	0	0	0	0
\$1 \$0		0.00%	25.0	0	0	0	0
\$1 \$0		0.00%	25.0	0	0	0	0
\$1 and up		100.00%	31.0	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
Median Active Inventory Listing Price			\$1,345	\$738	\$1,075	\$1,695	\$0

# August 2019



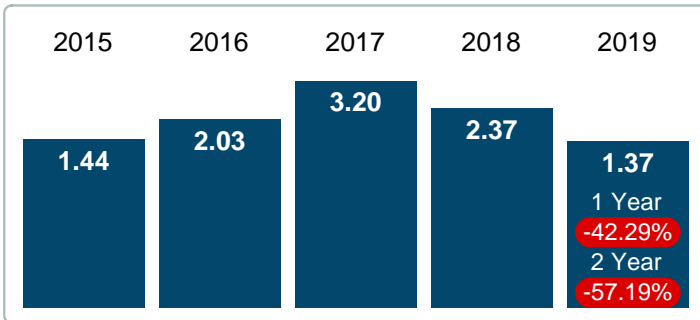
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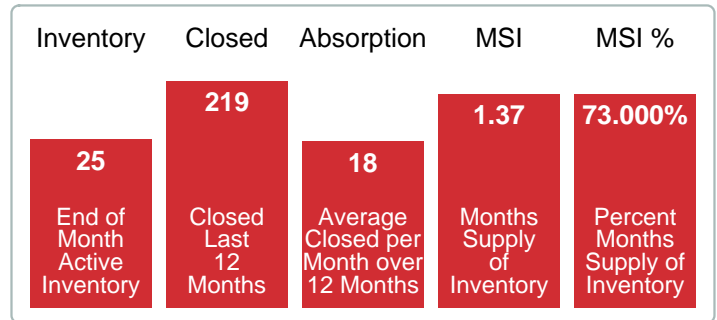
## MONTHS SUPPLY of INVENTORY (MSI)

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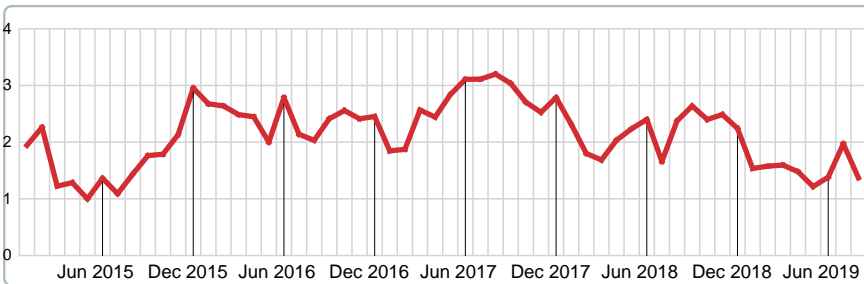
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2019



### 5 YEAR MARKET ACTIVITY TRENDS

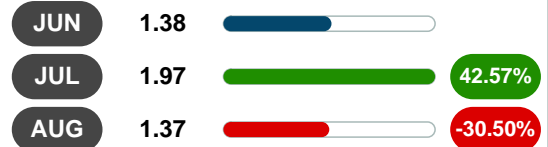


### 3 MONTHS

5 year AUG AVG = 2.08

High Aug 2017 3.20 Low May 2015 1.00

Months Supply this month at 1.37  
below the 5 yr AUG average of 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
		100%	1.37				
Total Active Inventory by Units			25	2	14	9	0

# August 2019



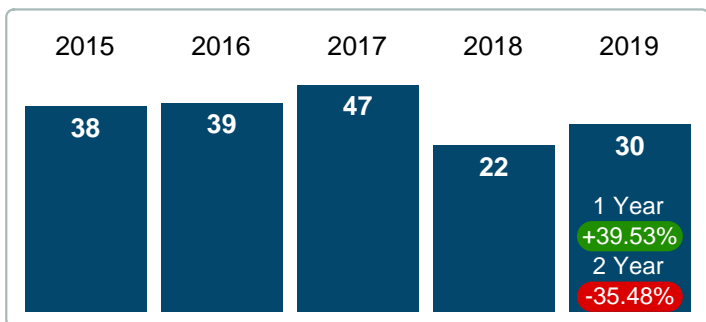
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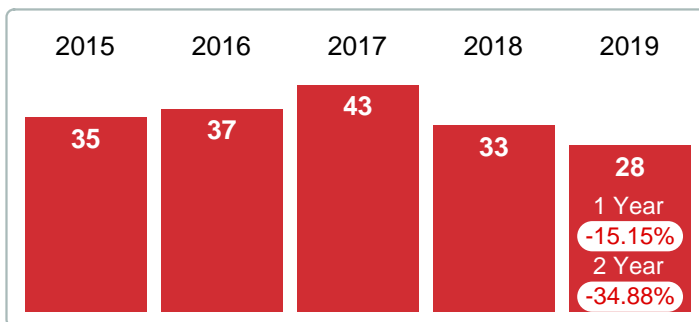
## MEDIAN DAYS ON MARKET TO SALE

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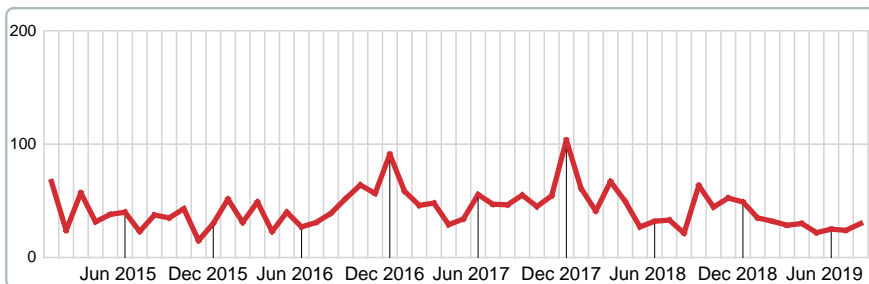
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 35

High Dec 2017 104 Low Nov 2015 15

Median Days on Market to Sale this month at 30 below the 5 yr AUG average of 35



### 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
\$0 and less	0	0.00%	31	0	0	0	0
\$1-\$0	0	0.00%	31	0	0	0	0
\$1-\$0	0	0.00%	31	0	0	0	0
\$1-\$0	0	0.00%	31	0	0	0	0
\$1-\$0	0	0.00%	31	0	0	0	0
\$1-\$0	0	0.00%	31	0	0	0	0
\$1 and up	26	100.00%	30	29	24	41	48
Median Closed DOM			30	29	24	41	48
Total Closed Units		100%	30.0	3	16	5	2
Total Closed Volume			34,010	2,620	19.12K	7,380	4,895

# August 2019



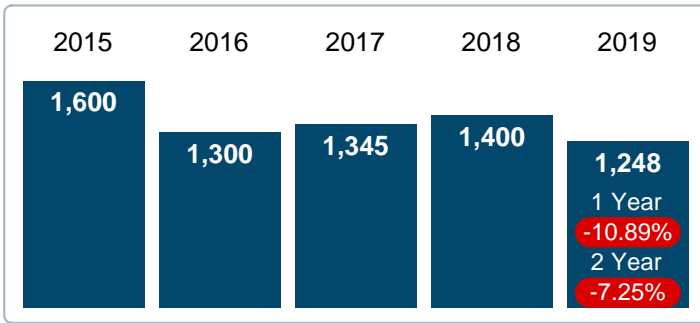
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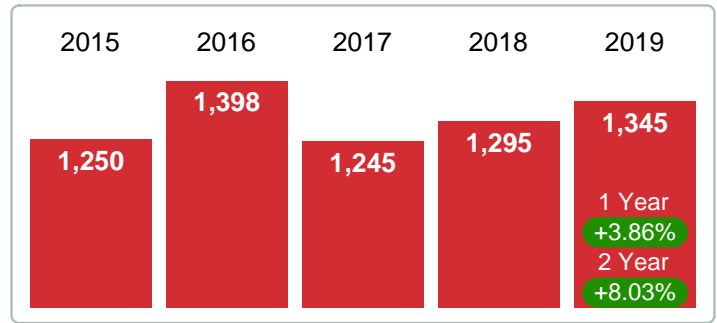
## MEDIAN LIST PRICE AT CLOSING

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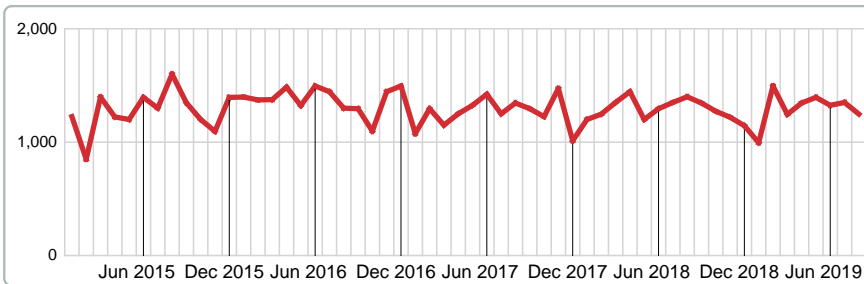
### AUGUST



### YEAR TO DATE (YTD)

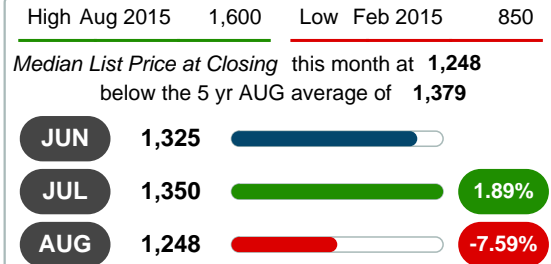


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,379



### 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
\$0 and less	0	0.00%	30	0	0	0	0
\$1 \$0	0	0.00%	30	0	0	0	0
\$1 \$0	0	0.00%	30	0	0	0	0
\$1 \$0	0	0.00%	30	0	0	0	0
\$1 \$0	0	0.00%	30	0	0	0	0
\$1 \$0	0	0.00%	30	0	0	0	0
\$1 and up	26	100.00%	1,248	795	1,200	1,445	2,398
Median List Price			1,248	795	1,200	1,445	2,398
Total Closed Units		100%	1,248	3	16	5	2
Total Closed Volume			34,055	2,620	19.17K	7,475	4,795



# August 2019



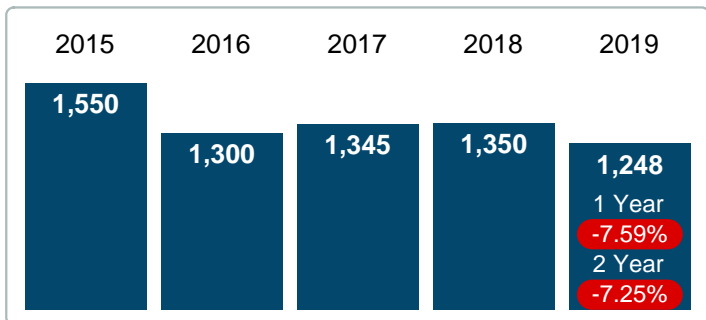
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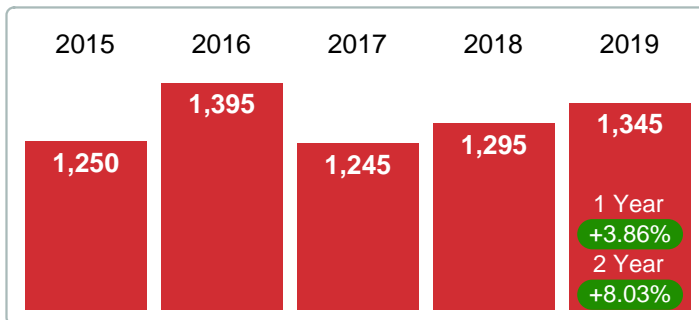
## MEDIAN SOLD PRICE AT CLOSING

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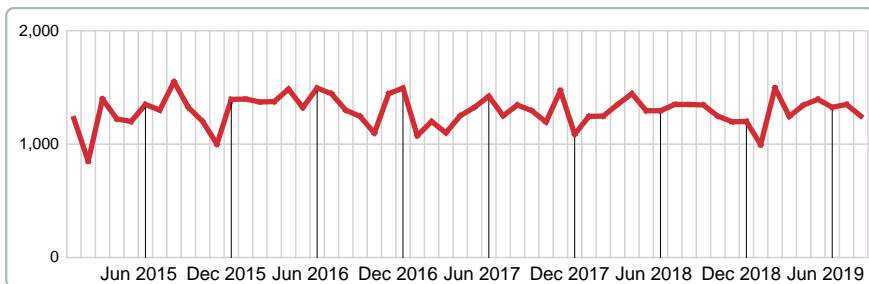
### AUGUST



### YEAR TO DATE (YTD)

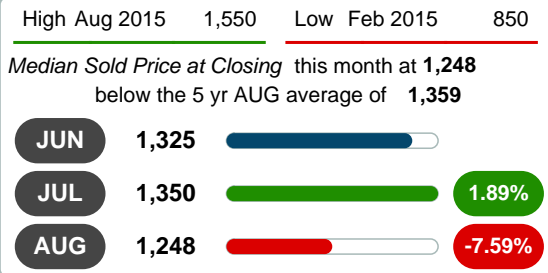


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,359



### 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
\$0 and less	0	0.00%	1,248	0	0	0	0
\$1 \$0	0	0.00%	1,248	0	0	0	0
\$1 \$0	0	0.00%	1,248	0	0	0	0
\$1 \$0	0	0.00%	1,248	0	0	0	0
\$1 \$0	0	0.00%	1,248	0	0	0	0
\$1 \$0	0	0.00%	1,248	0	0	0	0
\$1 and up	26	100.00%	1,248	795	1,200	1,400	2,448
Median Sold Price			1,248	795	1,200	1,400	2,448
Total Closed Units		100%	1,248	3	16	5	2
Total Closed Volume			34,010	2,620	19.12K	7,380	4,895

# August 2019



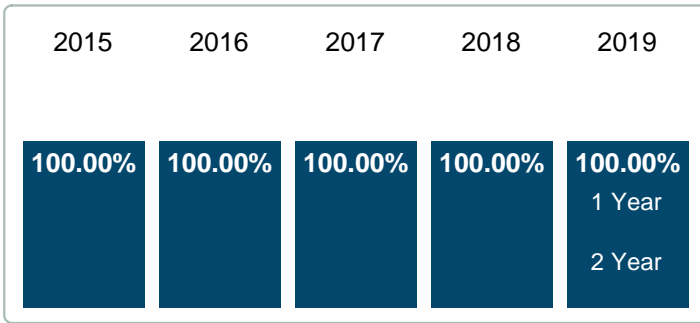
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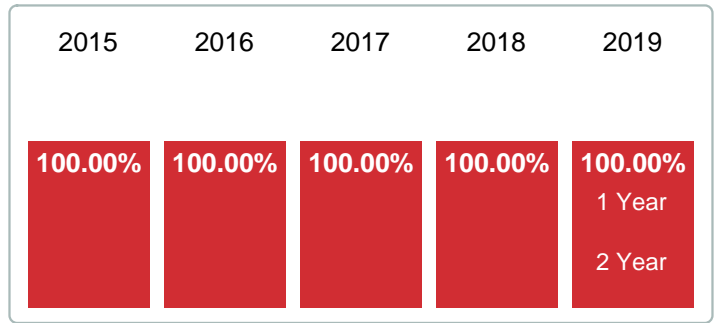
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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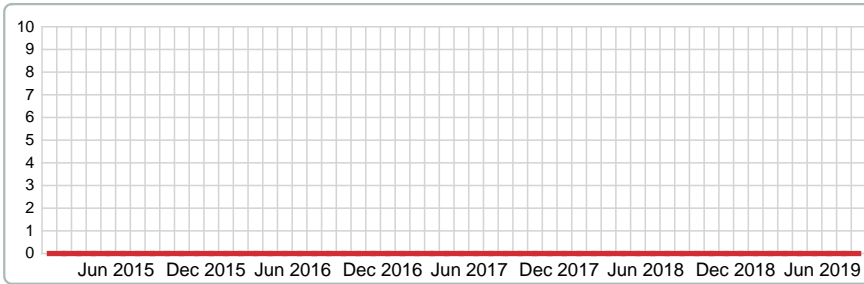
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

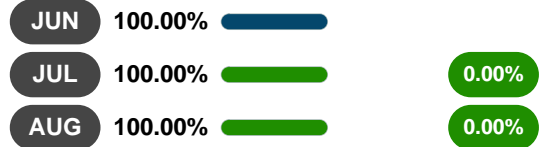


### 3 MONTHS

5 year AUG AVG = 100.00%

High Aug 2019 100.00% Low Aug 2019 100.00%

Median Sold/List Ratio this month at 100.00% equal to 5 yr AUG average of 100.00%



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$0 and less	0	0.00%	1,247.50%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,247.50%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,247.50%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,247.50%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,247.50%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,247.50%	0.00%	0.00%	0.00%	0.00%	
\$1 and up	26	100.00%	100.00%	100.00%	100.00%	100.00%	101.79%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	101.79%	
Total Closed Units		26	100%	100.00%	3	16	5	2
Total Closed Volume		34,010			2,620	19.12K	7,380	4,895

# August 2019



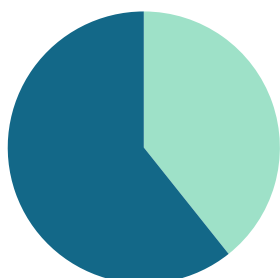
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

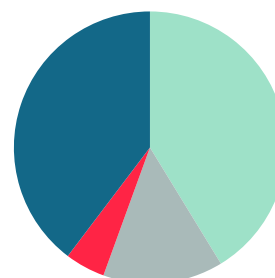


**Inventory**  
 New Listings  
**22 = 39.29%**  
 Start Inventory  
**34**  
 Total Inventory Units  
**56**  
 Volume  
**\$75,370**

### 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%
Median List Price	1,400	1,248	-10.89%	1,295	1,345	3.86%
Median Sale Price	1,350	1,248	-7.59%	1,295	1,345	3.86%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	21.50	30.00	39.53%	33.00	28.00	-15.15%
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

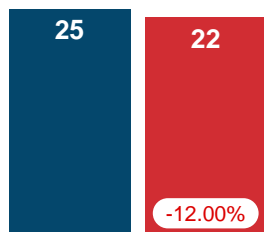
**Inventory** on August 31, 2019 = **25**

**2018** **2019**

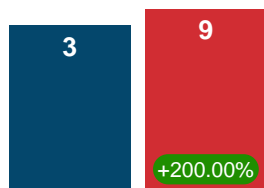
### AUGUST MARKET

### MEDIAN PRICES

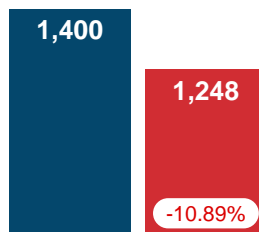
#### New Listings



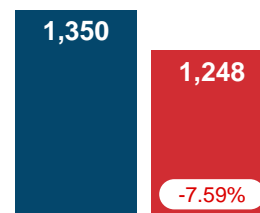
#### Pending Listings



#### List Price



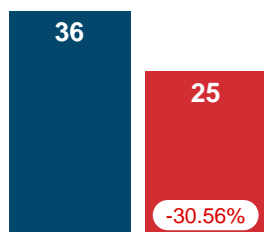
#### Sale Price



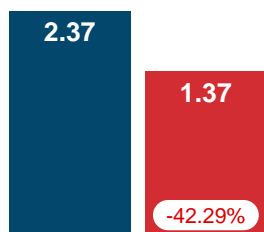
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

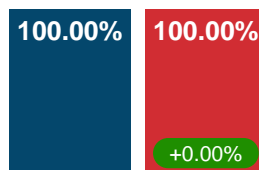
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

