

August 2019



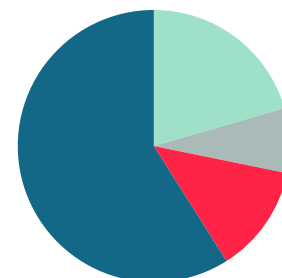
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	25	8	-68.00%
Pending Listings	7	3	-57.14%
New Listings	15	19	26.67%
Average List Price	1,380	1,688	22.31%
Average Sale Price	1,380	1,676	21.40%
Average Percent of Selling Price to List Price	100.11%	99.20%	-0.90%
Average Days on Market to Sale	60.36	27.75	-54.03%
End of Month Inventory	35	23	-34.29%
Months Supply of Inventory	2.96	1.92	-35.20%



■ Closed (20.51%)
■ Pending (7.69%)
■ Other OffMarket (12.82%)
■ Active (58.97%)

Absorption: Last 12 months, an Average of **12 Sales/Month Active Inventory** as of August 31, 2019 = **23**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **34.29%** to 23 existing homes available for sale. Over the last 12 months this area has had an average of 12 closed sales per month. This represents an unsold inventory index of **1.92 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 **21.40%** in August 2019 to \$1,676 versus the previous year at \$1,380.

Average Days on Market Shortens

The average number of **27.75** days that homes spent on the market before selling decreased by 32.61 days or **54.03%** in August 2019 compared to last year's same month at **60.36** DOM.

Sales Success for August 2019 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 19 New Listings in August 2019, up **26.67%** from last year at 15. Furthermore, there were 8 Closed Listings this month versus last year at 25, a **-68.00%** decrease.

Closed versus Listed trends yielded a **42.1%** ratio, down from previous year's, August 2018, at **166.7%**, a **74.74%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

August 2019



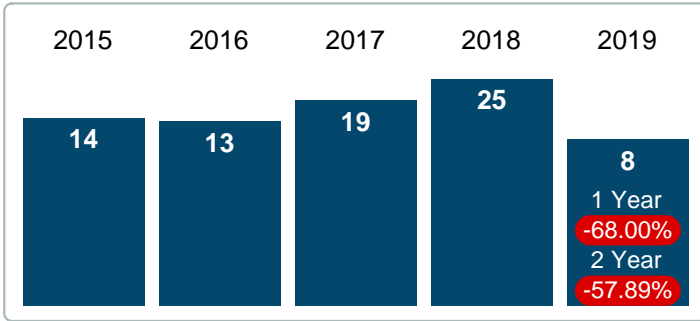
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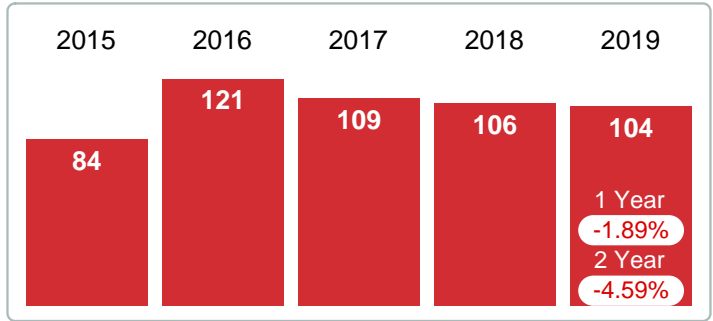
CLOSED LISTINGS

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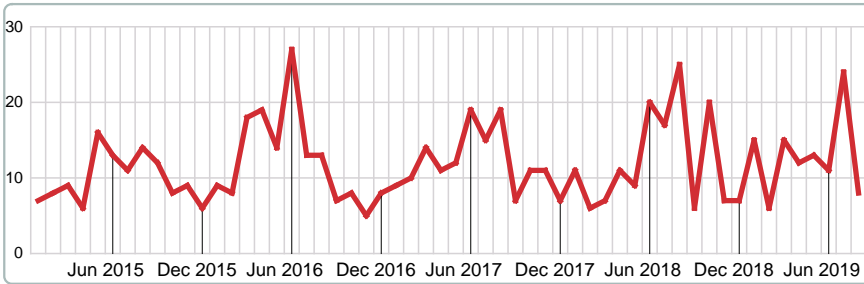
AUGUST



YEAR TO DATE (YTD)

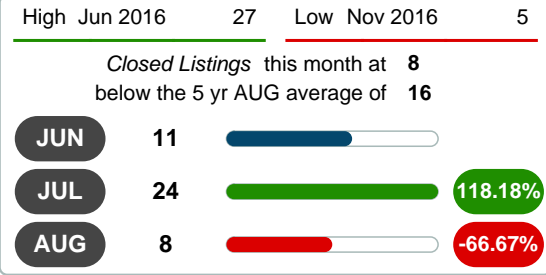


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 16



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	8	100.00%	27.8	0	5	3	0
Total Closed Units	8			0	5	3	0
Total Closed Volume	13,405	100%	27.8	0.00B	7,135	6,270	0.00B
Average Closed Price	\$1,676			\$0	\$1,427	\$2,090	\$0

August 2019



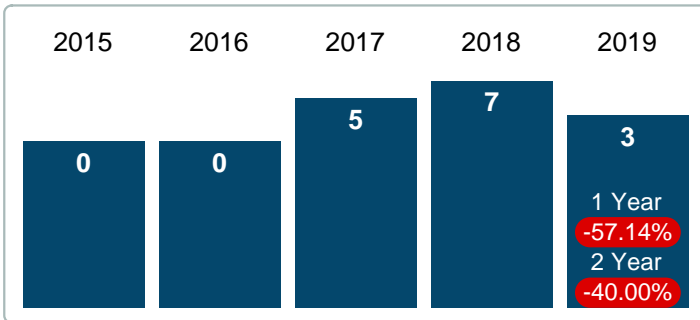
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



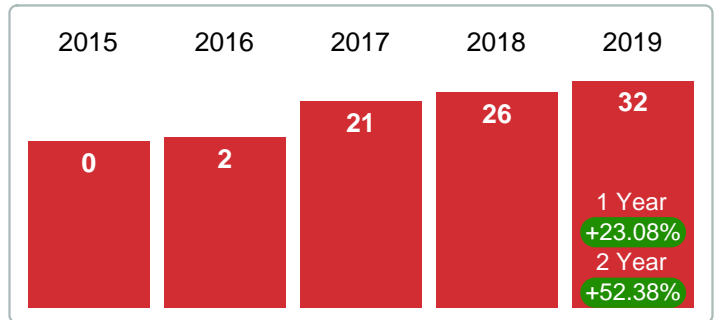
PENDING LISTINGS

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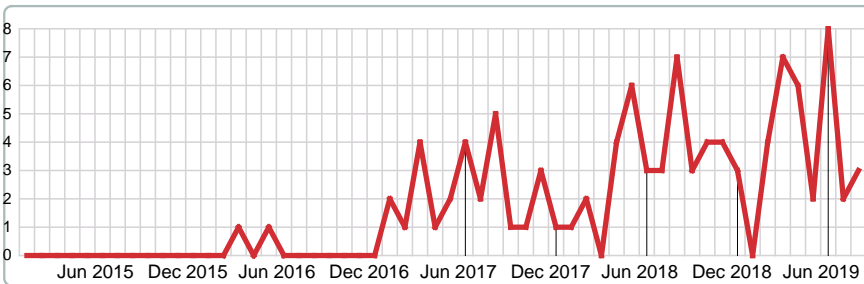
AUGUST



YEAR TO DATE (YTD)

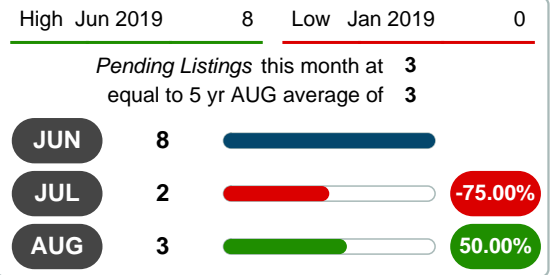


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3



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	3	100.00%	62.3	0	1	2	0
Total Pending Units	3			0	1	2	0
Total Pending Volume	5,625	100%	35.5	0.00B	1,150	4,475	0.00B
Average Listing Price	\$2,238			\$0	\$1,150	\$2,238	\$0

August 2019



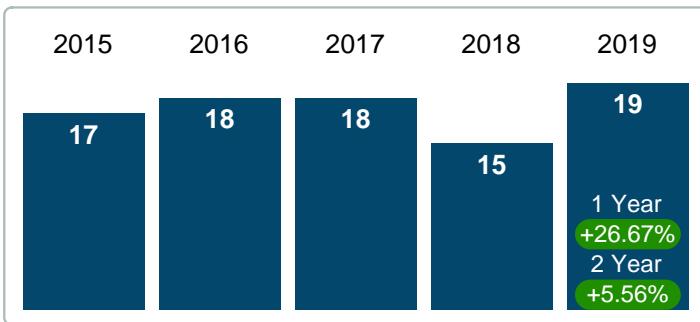
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



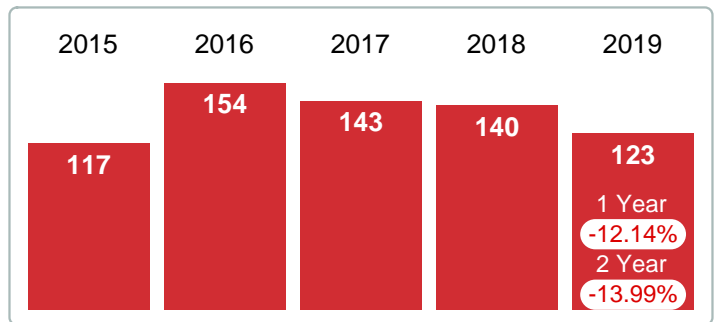
NEW LISTINGS

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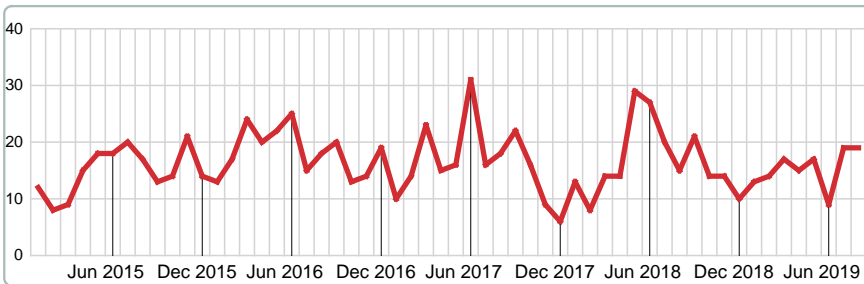
AUGUST



YEAR TO DATE (YTD)

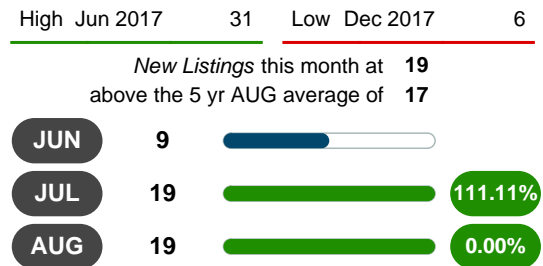


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 17



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	19	100.00%	2	9	7	1
Total New Listed Units	19		2	9	7	1
Total New Listed Volume	30,715	100%	1,895	11.91K	12.91K	4,000
Average New Listed Listing Price	\$1,530		\$948	\$1,323	\$1,844	\$4,000

August 2019



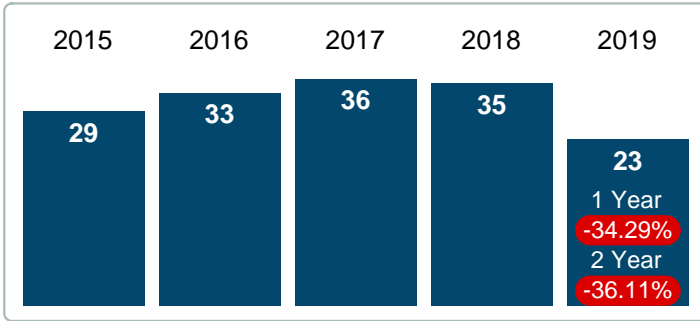
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



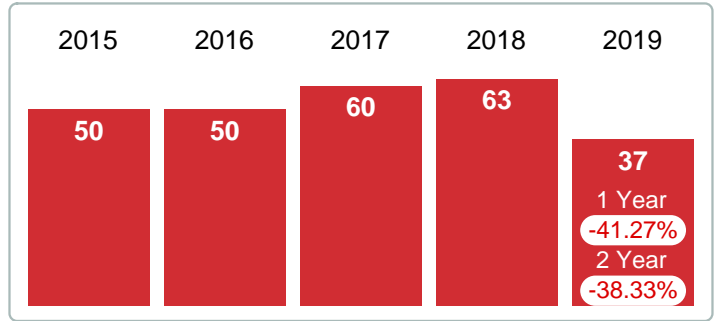
ACTIVE INVENTORY

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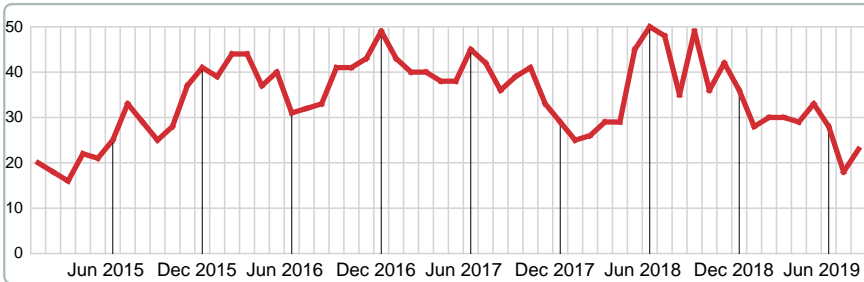
END OF AUGUST



ACTIVE DURING AUGUST

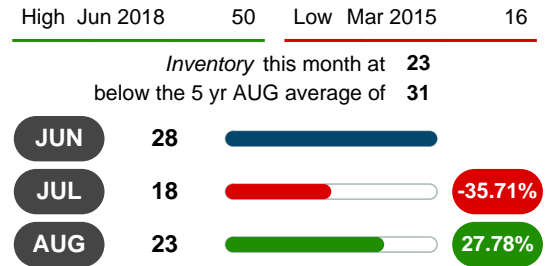


5 YEAR MARKET ACTIVITY TRENDS



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	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	23	100.00%	34.1	3	12	7	1
Total Active Inventory by Units			23	3	12	7	1
Total Active Inventory by Volume			36,145	2,845	15.77K	13.54K	4,000
Average Active Inventory Listing Price			\$1,572	\$948	\$1,314	\$1,934	\$4,000

August 2019



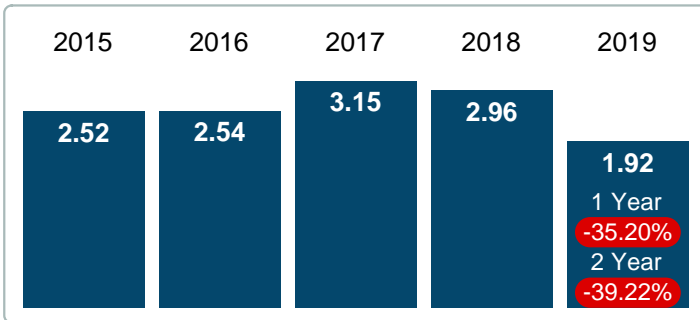
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



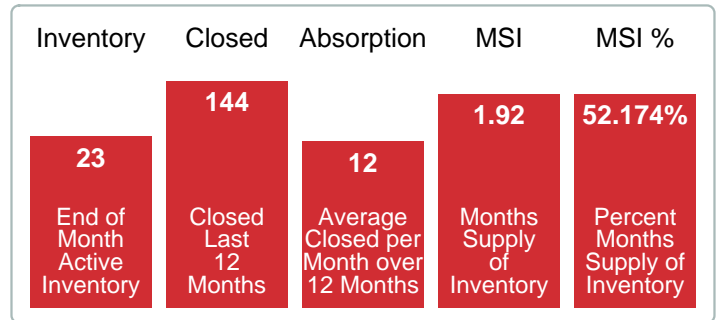
MONTHS SUPPLY of INVENTORY (MSI)

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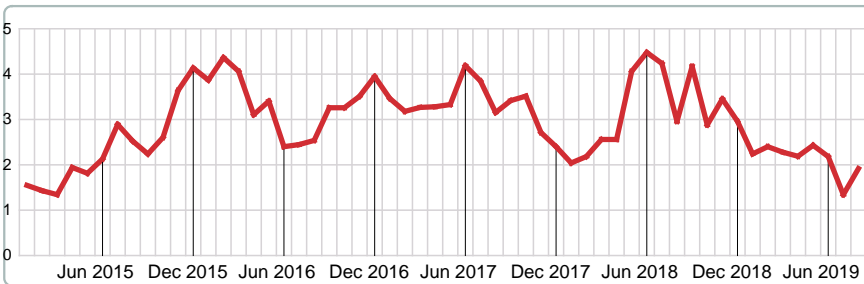
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.62

High Jun 2018 4.48 Low Jul 2019 1.34

Months Supply this month at 1.92 below the 5 yr AUG average of 2.62



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	23	100.00%	1.92	2.25	1.92	1.75	2.40
Market Supply of Inventory (MSI)			1.92	2.25	1.92	1.75	2.40
Total Active Inventory by Units		100%	1.92	3	12	7	1

August 2019



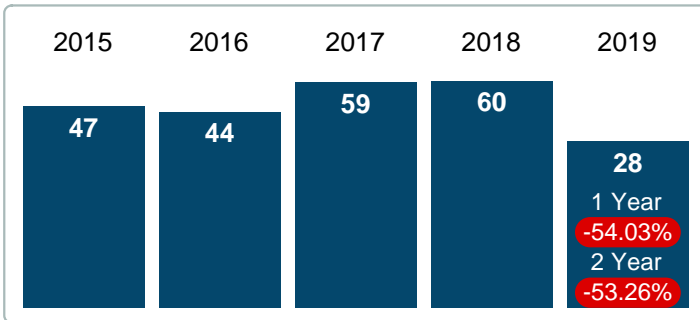
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



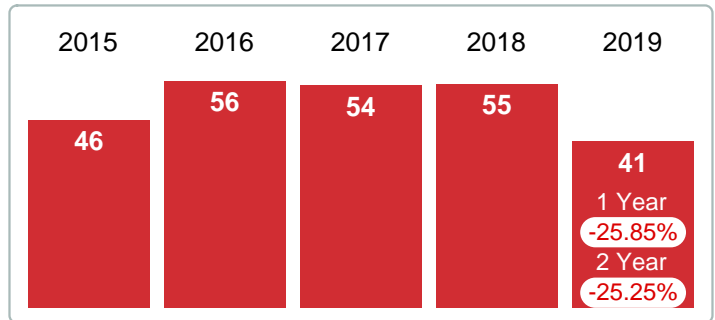
AVERAGE DAYS ON MARKET TO SALE

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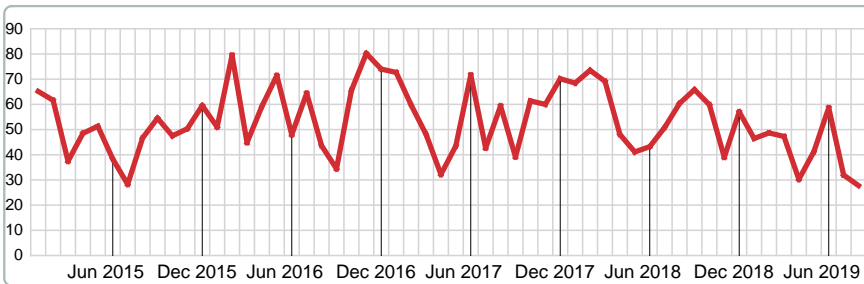
AUGUST



YEAR TO DATE (YTD)

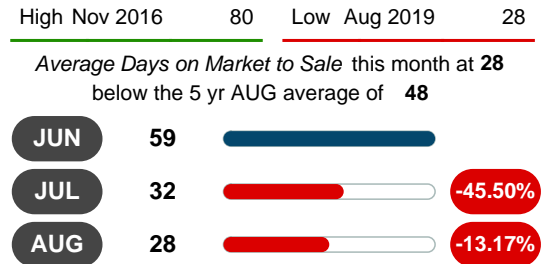


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 48



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	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	8	100.00%	28	0	27	28	0
Average Closed DOM			28	0	27	28	0
Total Closed Units		100%	28		5	3	
Total Closed Volume			13,405	0.00B	7,135	6,270	0.00B

August 2019



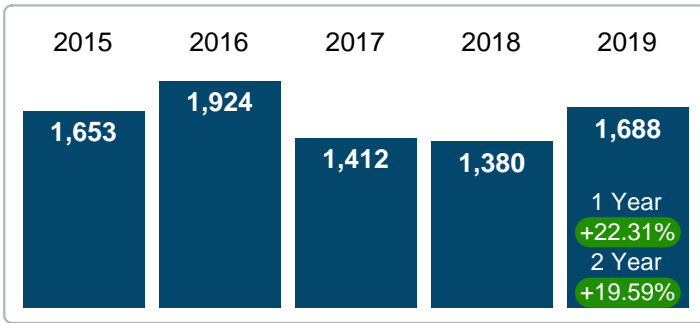
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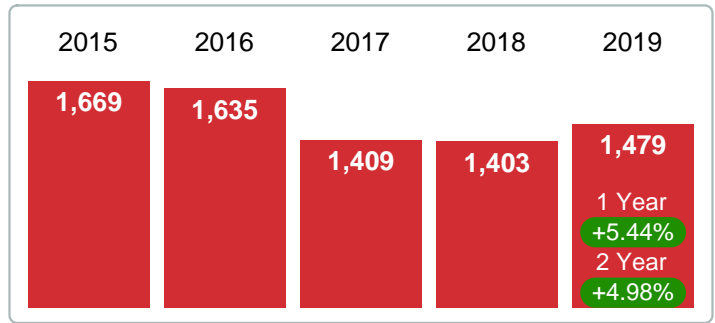
AVERAGE LIST PRICE AT CLOSING

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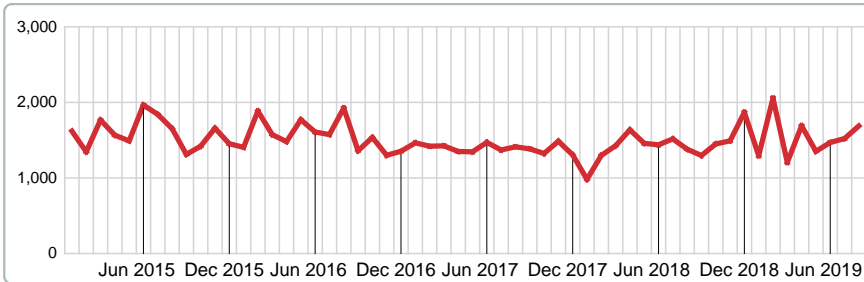
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

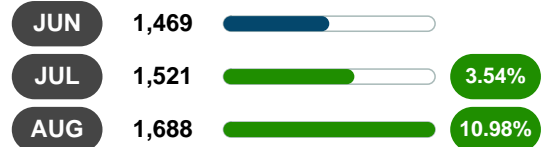


3 MONTHS

5 year AUG AVG = 1,611

High Feb 2019 2,054 Low Jan 2018 981

Average List Price at Closing this month at **1,688**
above the 5 yr AUG average of **1,611**



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	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 8	100.00%	1,688	0	1,447	2,090	0
Average List Price			1,688	0	1,447	2,090	0
Total Closed Units		100%	1,688		5	3	
Total Closed Volume			13,505	0.00B	7,235	6,270	0.00B

August 2019



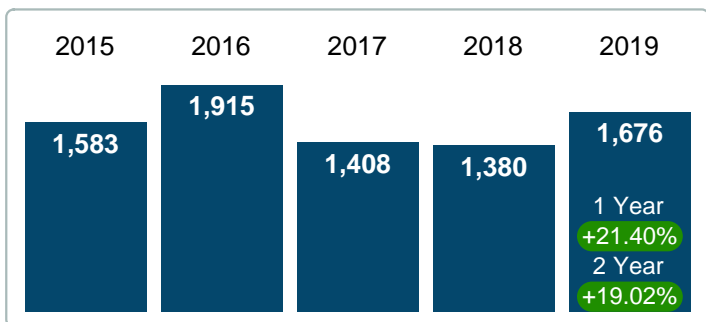
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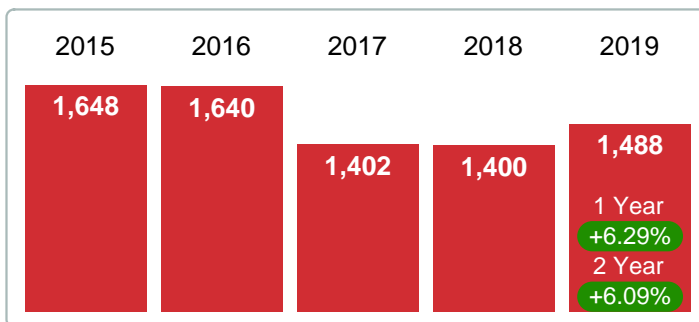
AVERAGE SOLD PRICE AT CLOSING

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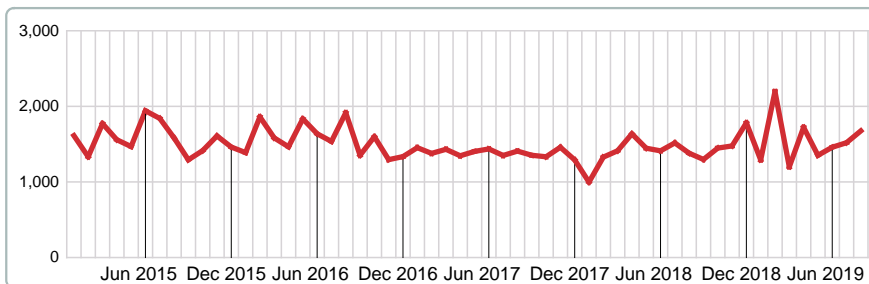
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,592

High Feb 2019 2,196 Low Jan 2018 998

Average Sold Price at Closing this month at **1,676** above the 5 yr AUG average of **1,592**

Month	Average Sold Price	% Change
JUN	1,459	
JUL	1,519	4.10%
AUG	1,676	10.31%

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	8	100.00%	1,676	0	1,427	2,090	0
Average Sold Price			1,676	0	1,427	2,090	0
Total Closed Units		100%	1,676		5	3	
Total Closed Volume			13,405	0.00B	7,135	6,270	0.00B

August 2019



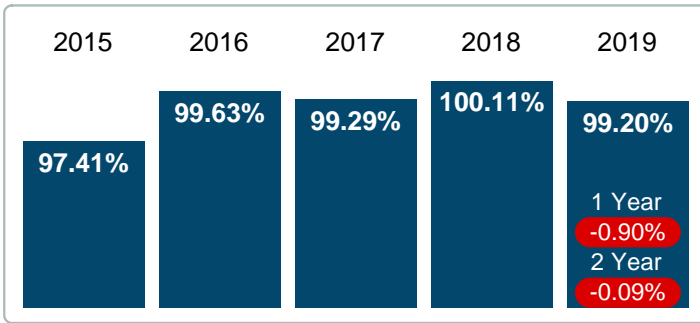
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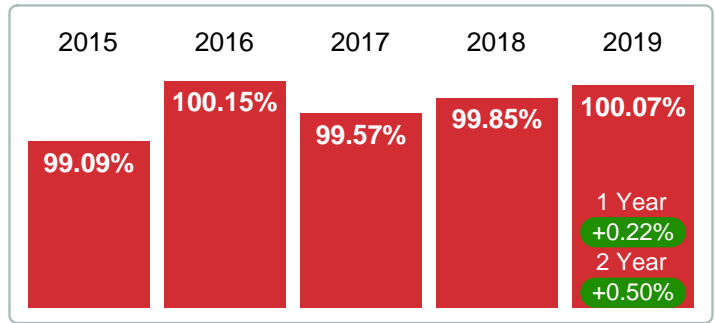
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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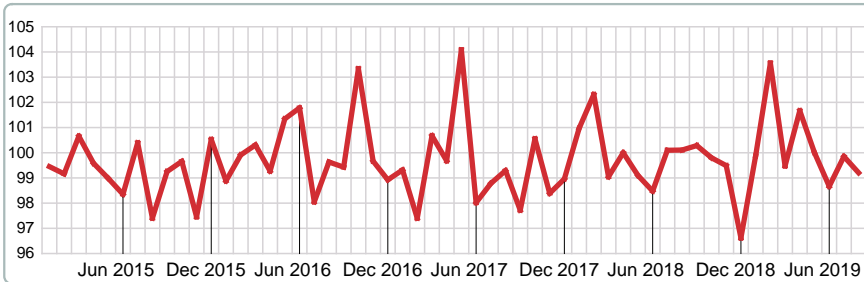
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.13%

High May 2017 104.08% Low Dec 2018 96.62%

Average Sold/List Ratio this month at **99.20%** equal to 5 yr AUG average of **99.13%**



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	8	100.00%	99.20%	0.00%	98.73%	100.00%	0.00%
Average Sold/List Ratio		99.20%		0.00%	98.73%	100.00%	0.00%
Total Closed Units		8	100%		5	3	
Total Closed Volume		13,405		0.00B	7,135	6,270	0.00B

August 2019



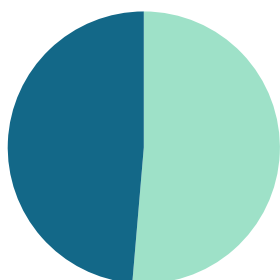
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MARKET SUMMARY

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INVENTORY

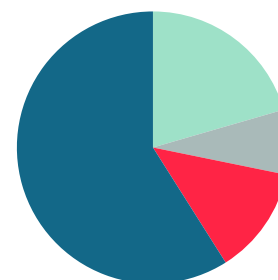


Inventory
 New Listings
19 = 51.35%
 Start Inventory
18
 Total Inventory Units
37
 Volume
\$56,490

Market Activity

Closed Sales
8 = 20.51%
 Pending Sales
3 = 7.69%
 Other Off Market
5 = 12.82%
 Active Inventory
23 = 58.97%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	25	8	-68.00%	106	104	-1.89%
Pending Sales	7	3	-57.14%	26	32	23.08%
New Listings	15	19	26.67%	140	123	-12.14%
Average List Price	1,380	1,688	22.31%	1,403	1,479	5.44%
Average Sale Price	1,380	1,676	21.40%	1,400	1,488	6.29%
Average Percent of Selling Price to List Price	100.11%	99.20%	-0.90%	99.85%	100.07%	0.22%
Average Days on Market to Sale	60.36	27.75	-54.03%	54.85	40.67	-25.85%
Monthly Inventory	35	23	-34.29%	35	23	-34.29%
Months Supply of Inventory	2.96	1.92	-35.20%	2.96	1.92	-35.20%

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

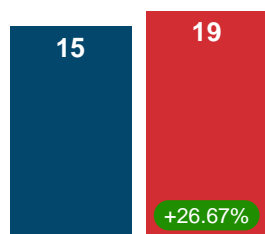
Inventory on August 31, 2019 = **23**

2018 **2019**

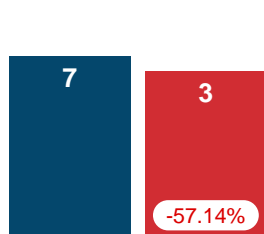
AUGUST MARKET

AVERAGE PRICES

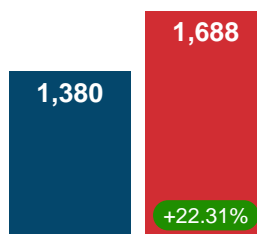
New Listings



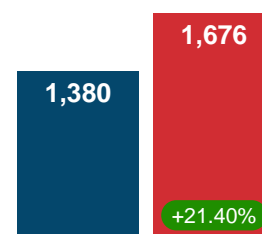
Pending Listings



List Price



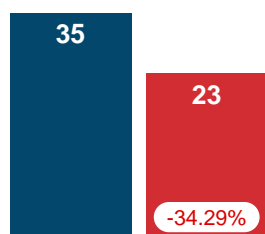
Sale Price



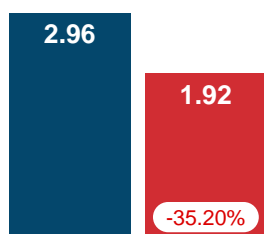
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

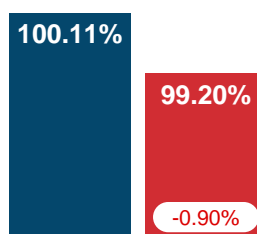
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

