

August 2019



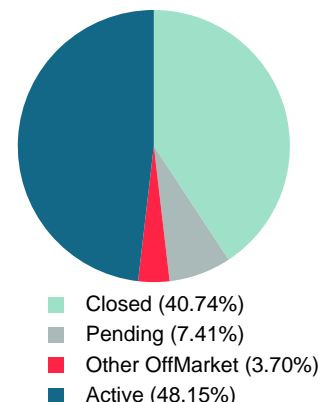
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	9	11	22.22%
Pending Listings	3	2	-33.33%
New Listings	7	14	100.00%
Average List Price	1,269	1,463	15.31%
Average Sale Price	1,269	1,463	15.31%
Average Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Average Days on Market to Sale	49.33	36.45	-26.11%
End of Month Inventory	14	13	-7.14%
Months Supply of Inventory	1.91	1.61	-15.76%



Absorption: Last 12 months, an Average of **8** Sales/Month
Active Inventory as of August 31, 2019 = **13**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **7.14%** to 13 existing homes available for sale. Over the last 12 months this area has had an average of 8 closed sales per month. This represents an unsold inventory index of **1.61** 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 **15.31%** in August 2019 to \$1,463 versus the previous year at \$1,269.

Average Days on Market Shortens

The average number of **36.45** days that homes spent on the market before selling decreased by 12.88 days or **26.11%** in August 2019 compared to last year's same month at **49.33** 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 14 New Listings in August 2019, up **100.00%** from last year at 7. Furthermore, there were 11 Closed Listings this month versus last year at 9, a **22.22%** increase.

Closed versus Listed trends yielded a **78.6%** ratio, down from previous year's, August 2018, at **128.6%**, a **38.89%** 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



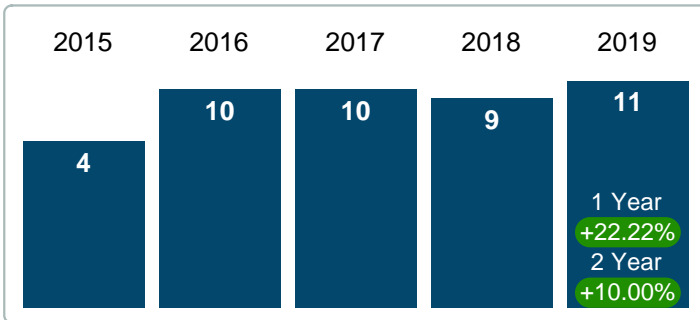
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



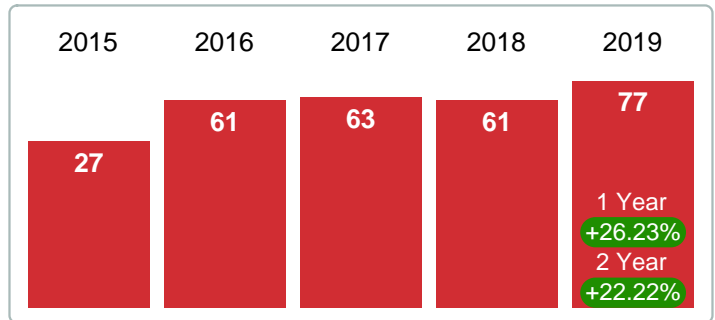
CLOSED LISTINGS

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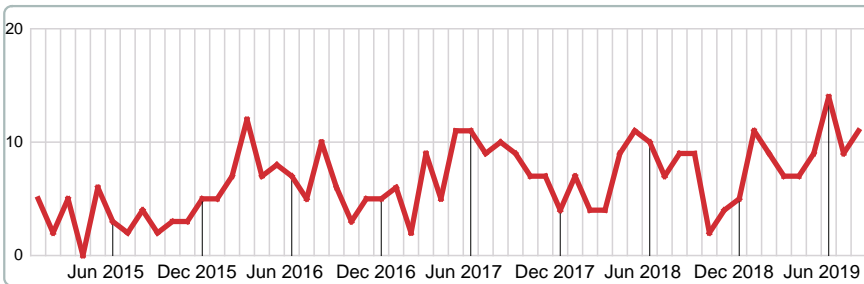
AUGUST



YEAR TO DATE (YTD)

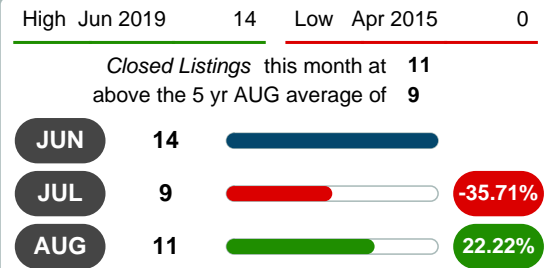


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 9



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	11	100.00%	36.5	1	6	4	0
Total Closed Units	11			1	6	4	0
Total Closed Volume	16,095	100%	36.5	975	8,770	6,350	0.00B
Average Closed Price	\$1,463			\$975	\$1,462	\$1,588	\$0

August 2019



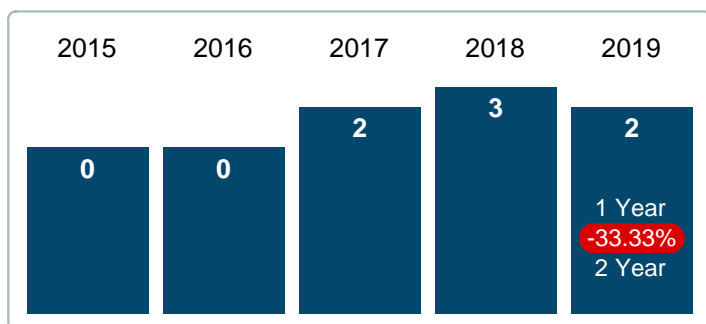
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



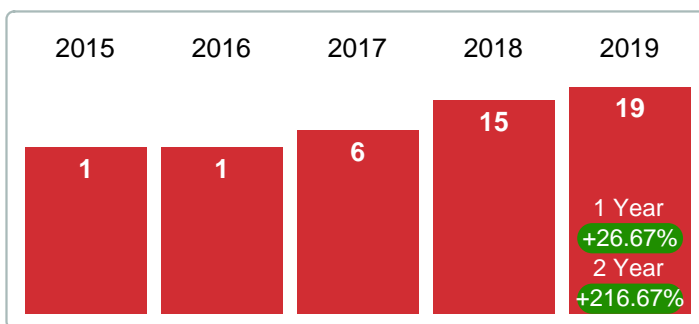
PENDING LISTINGS

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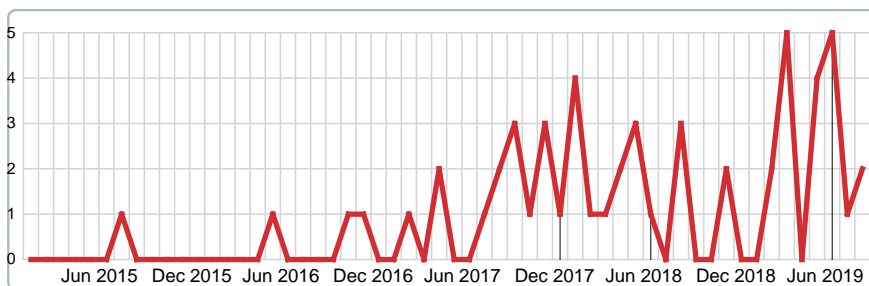
AUGUST



YEAR TO DATE (YTD)

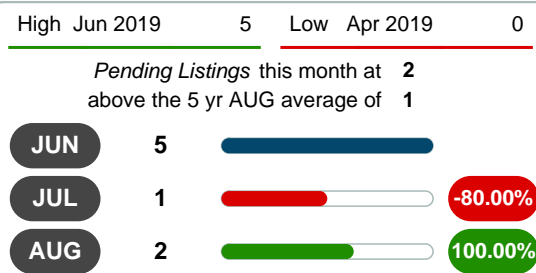


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1



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	2	100.00%	35.0	1	1	0	0
Total Pending Units	2			1	1	0	0
Total Pending Volume	2,250	100%	36.0	550	1,700	0.00B	0.00B
Average Listing Price	\$1,700			\$550	\$1,700	\$0	\$0

August 2019



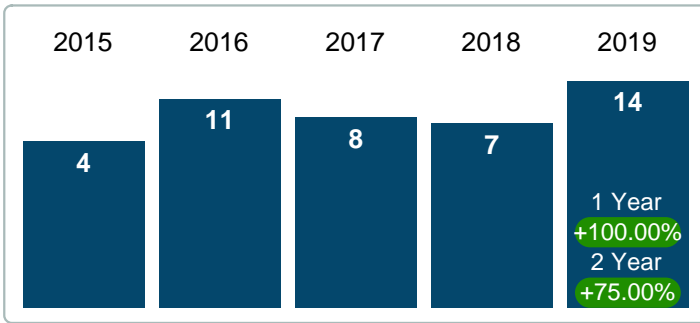
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



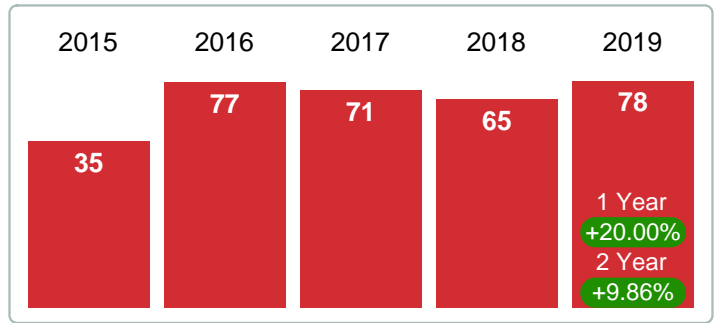
NEW LISTINGS

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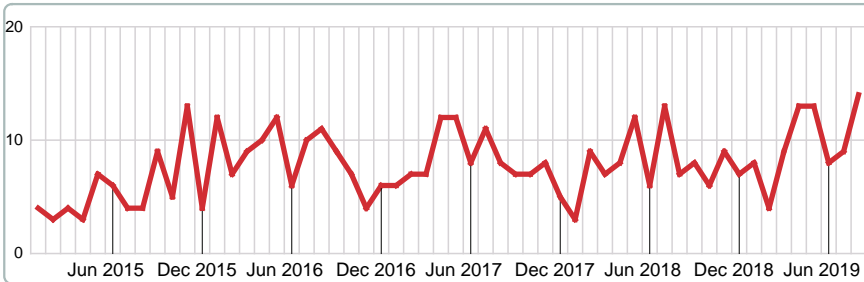
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 9

High Aug 2019 14 Low Jan 2018 3

New Listings this month at 14
above the 5 yr AUG average of 9



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	14	100.00%	2	8	4	0
Total New Listed Units	14		2	8	4	0
Total New Listed Volume	21,420	100%	2,600	12.28K	6,540	0.00B
Average New Listed Listing Price	\$1,636		\$1,300	\$1,535	\$1,635	\$0

August 2019



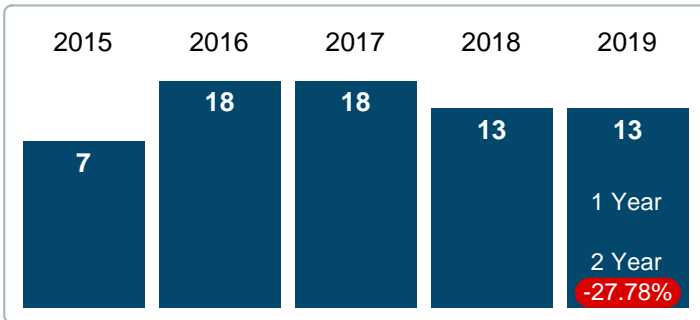
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



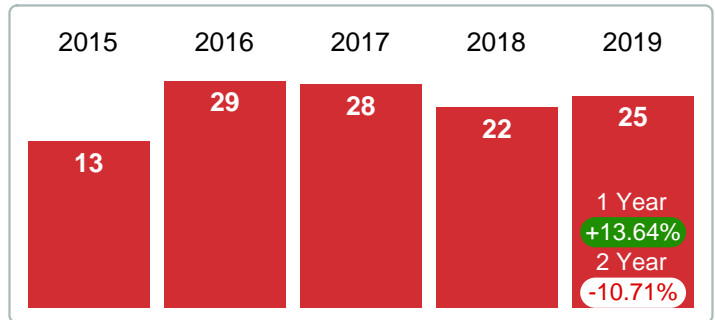
ACTIVE INVENTORY

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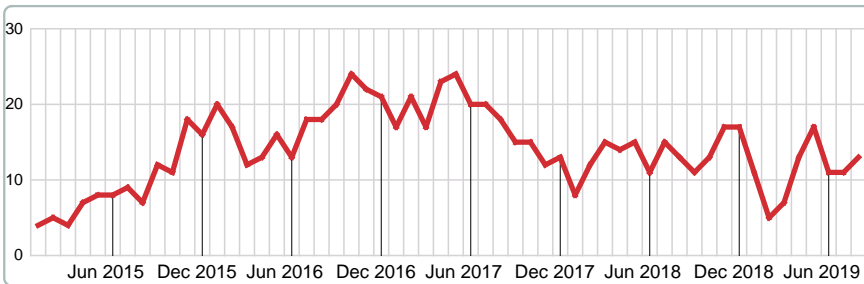
END OF AUGUST



ACTIVE DURING AUGUST

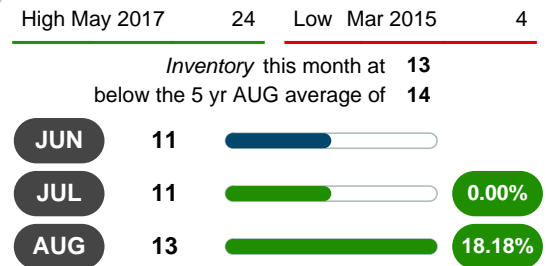


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 14



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	13	100.00%	24.5	3	6	3	1
Total Active Inventory by Units			13	3	6	3	1
Total Active Inventory by Volume			19,975	3,150	8,985	5,740	2,100
Average Active Inventory Listing Price			\$1,537	\$1,050	\$1,498	\$1,913	\$2,100

August 2019



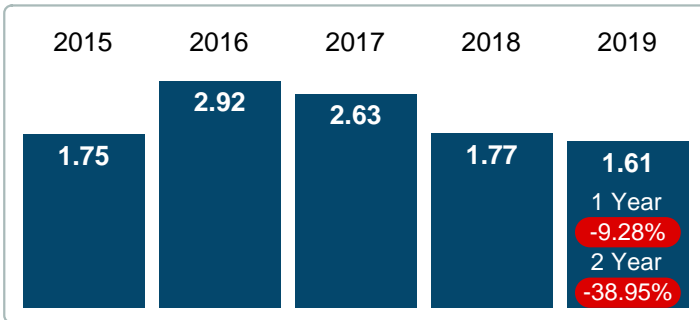
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



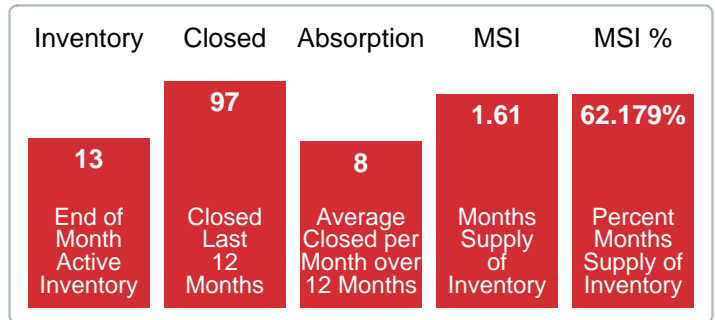
MONTHS SUPPLY of INVENTORY (MSI)

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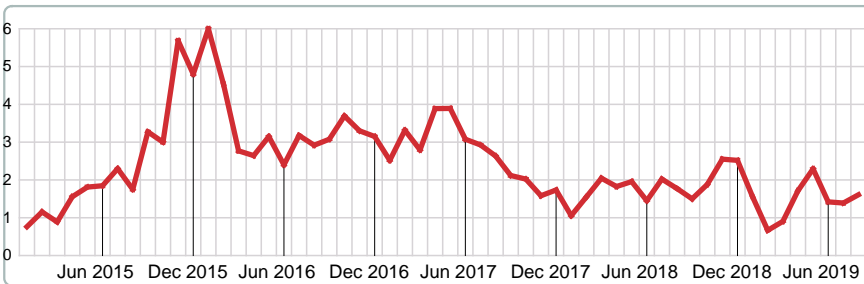
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019

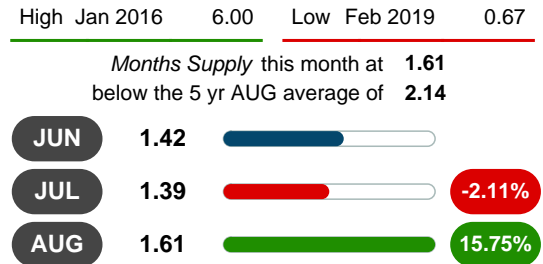


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.14



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	13	100.00%	1.61	9.00	1.22	1.20	3.00
Market Supply of Inventory (MSI)			1.61	9.00	1.22	1.20	3.00
Total Active Inventory by Units		100%	1.61	3	6	3	1

August 2019



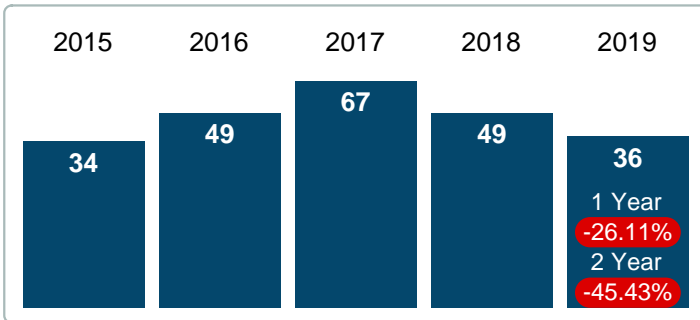
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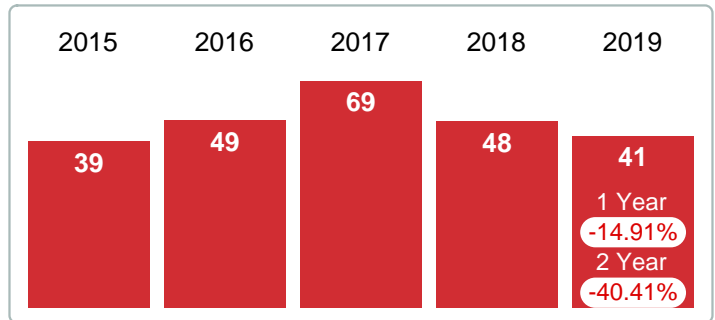
AVERAGE DAYS ON MARKET TO SALE

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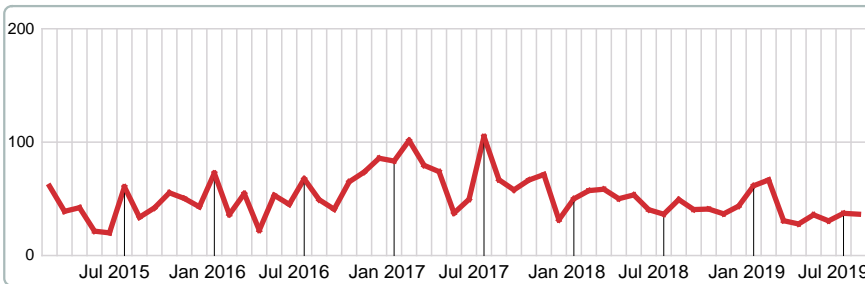
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 47

High Jul 2017 105 Low Jun 2015 20

Average Days on Market to Sale this month at 36 below the 5 yr AUG average of 47



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	11	100.00%	36	21	42	32	0
Average Closed DOM			36	21	42	32	0
Total Closed Units		100%	36	1	6	4	
Total Closed Volume			16,095	975	8,770	6,350	0.00B

August 2019



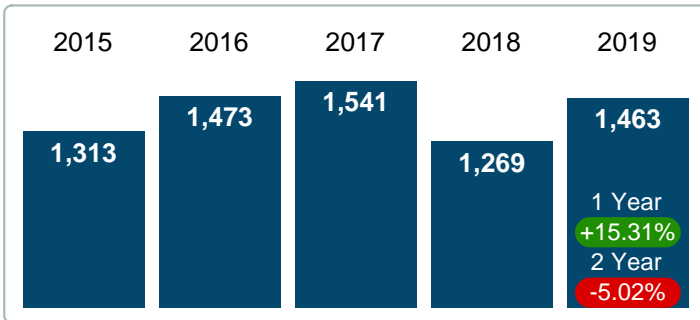
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



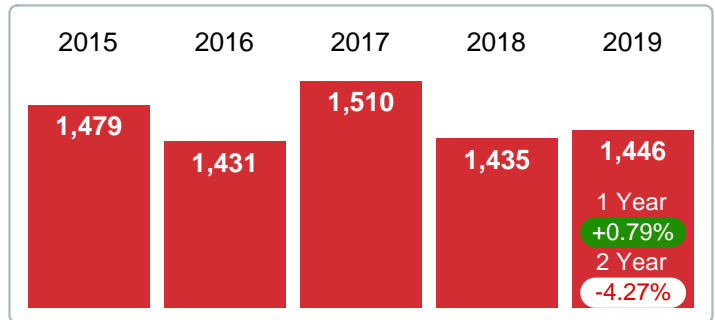
AVERAGE LIST PRICE AT CLOSING

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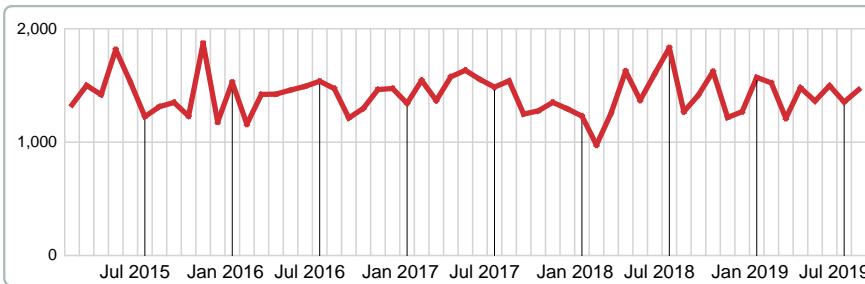
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,412

High Nov 2015 1,872 Low Feb 2018 975

Average List Price at Closing this month at 1,463 above the 5 yr AUG average of 1,412



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> 11	100.00%	1,463	975	1,462	1,588	0
Average List Price			1,463	975	1,462	1,588	0
Total Closed Units		100%	1,463	1	6	4	
Total Closed Volume			16,095	975	8,770	6,350	0.00B

August 2019



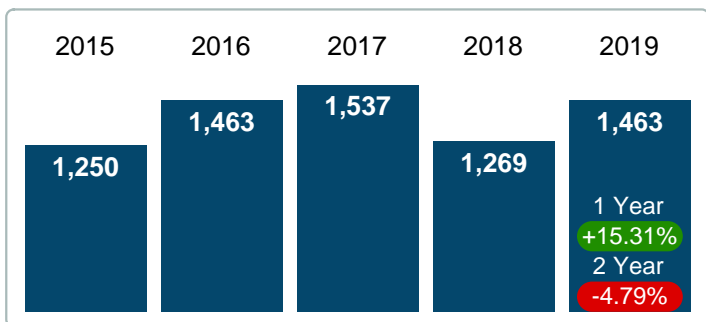
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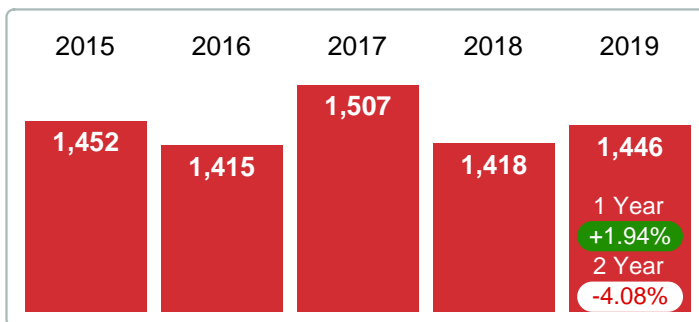
AVERAGE SOLD PRICE AT CLOSING

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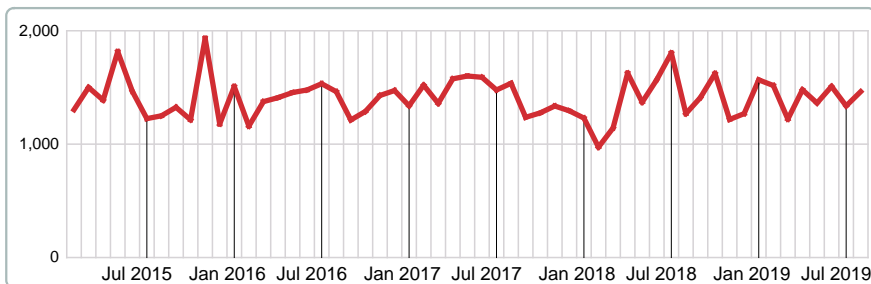
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,396

High Nov 2015 1,933 Low Feb 2018 974

Average Sold Price at Closing this month at **1,463**
above the 5 yr AUG average of **1,396**

- JUN 1,509
- JUL 1,337 (-11.38%)
- AUG 1,463 (9.42%)

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	11	100.00%	1,463	975	1,462	1,588	0
Average Sold Price			1,463	975	1,462	1,588	0
Total Closed Units		100%	1,463	1	6	4	
Total Closed Volume			16,095	975	8,770	6,350	0.00B

August 2019



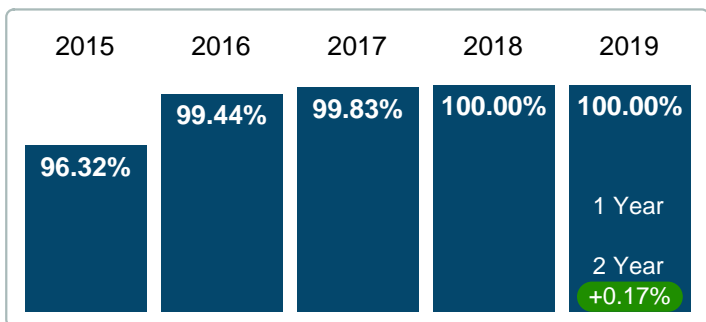
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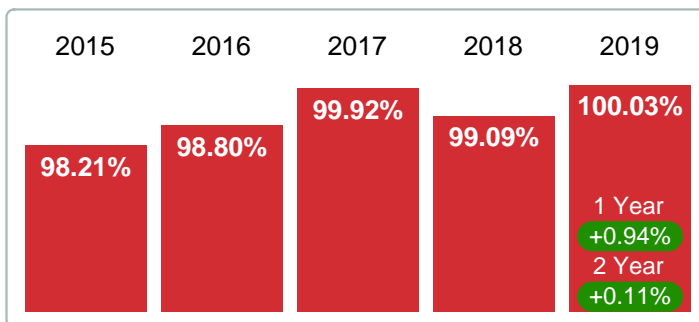
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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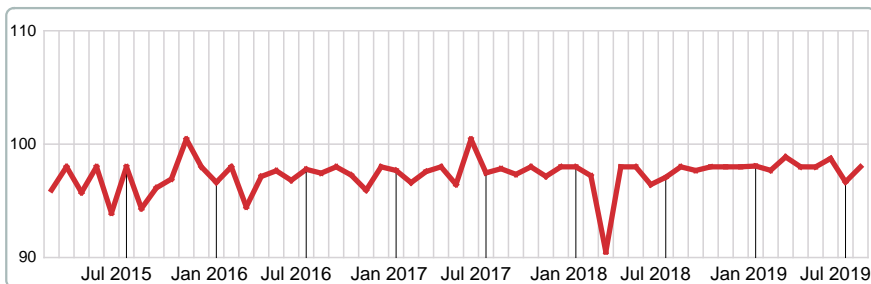
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

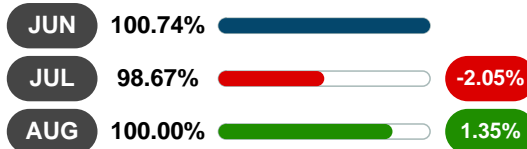


3 MONTHS

5 year AUG AVG = 99.12%

High Nov 2015 102.43% Low Mar 2018 92.50%

Average Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **99.12%**



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	11	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		11	100%	1	6	4	
Total Closed Volume		16,095		975	8,770	6,350	0.00B

August 2019



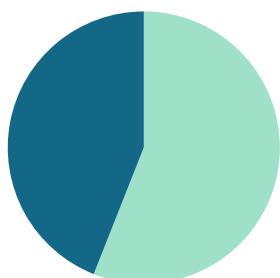
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MARKET SUMMARY

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INVENTORY

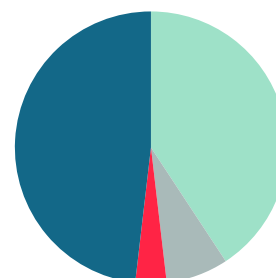


Inventory
 New Listings
14 = 56.00%
 Start Inventory
11
 Total Inventory Units
25
 Volume
\$37,765

Market Activity

Closed Sales
11 = 40.74%
 Pending Sales
2 = 7.41%
 Other Off Market
1 = 3.70%
 Active Inventory
13 = 48.15%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	9	11	22.22%	61	77	26.23%
Pending Sales	3	2	-33.33%	15	19	26.67%
New Listings	7	14	100.00%	65	78	20.00%
Average List Price	1,269	1,463	15.31%	1,435	1,446	0.79%
Average Sale Price	1,269	1,463	15.31%	1,418	1,446	1.94%
Average Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.09%	100.03%	0.94%
Average Days on Market to Sale	49.33	36.45	-26.11%	48.44	41.22	-14.91%
Monthly Inventory	14	13	-7.14%	14	13	-7.14%
Months Supply of Inventory	1.91	1.61	-15.76%	1.91	1.61	-15.76%

Absorption: Last 12 months, an Average of **8** Sales/Month

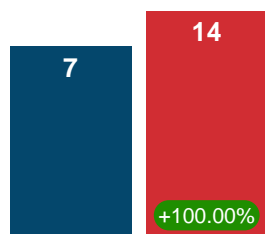
Inventory on August 31, 2019 = **13**

2018 **2019**

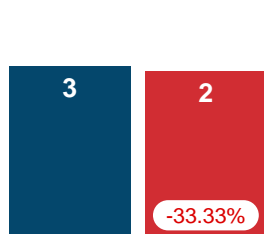
AUGUST MARKET

AVERAGE PRICES

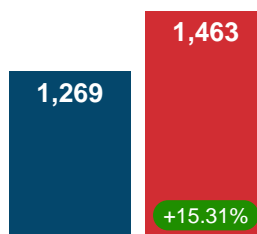
New Listings



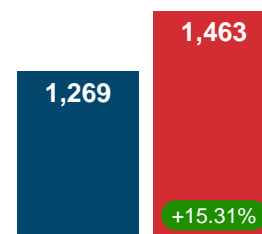
Pending Listings



List Price



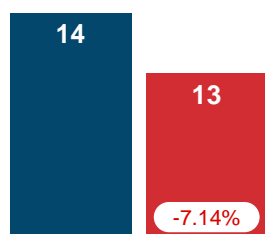
Sale Price



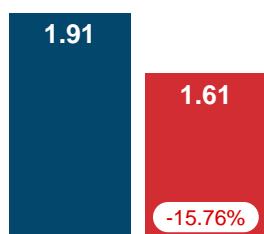
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

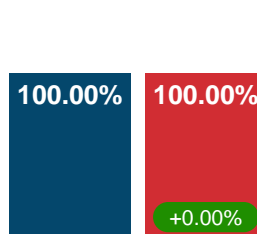
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

