

August 2019



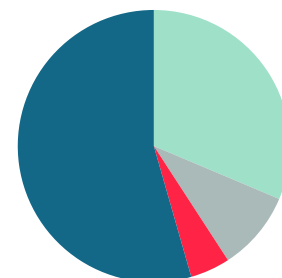
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	52	53	1.92%
Pending Listings	10	16	60.00%
New Listings	71	59	-16.90%
Average List Price	999	989	-1.05%
Average Sale Price	999	982	-1.75%
Average Percent of Selling Price to List Price	99.69%	99.66%	-0.03%
Average Days on Market to Sale	46.85	40.06	-14.49%
End of Month Inventory	134	92	-31.34%
Months Supply of Inventory	2.93	1.73	-41.03%



■ Closed (31.36%)
■ Pending (9.47%)
■ Other OffMarket (4.73%)
■ Active (54.44%)

Absorption: Last 12 months, an Average of **53** Sales/Month
Active Inventory as of August 31, 2019 = **92**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **31.34%** to 92 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **1.73** 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 **1.75%** in August 2019 to \$982 versus the previous year at \$999.

Average Days on Market Shortens

The average number of **40.06** days that homes spent on the market before selling decreased by 6.79 days or **14.49%** in August 2019 compared to last year's same month at **46.85** DOM.

Sales Success for August 2019 is Positive

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

There were 59 New Listings in August 2019, down **16.90%** from last year at 71. Furthermore, there were 53 Closed Listings this month versus last year at 52, a **1.92%** increase.

Closed versus Listed trends yielded a **89.8%** ratio, up from previous year's, August 2018, at **73.2%**, a **22.65%** 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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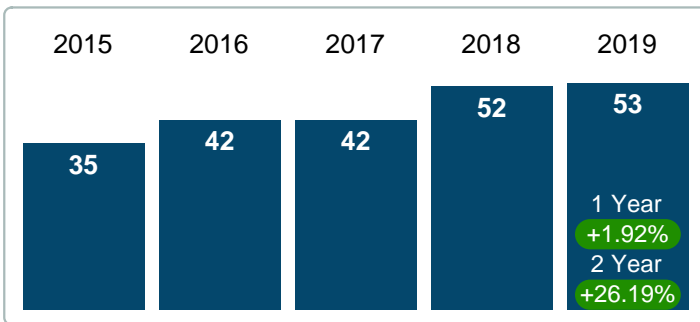
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



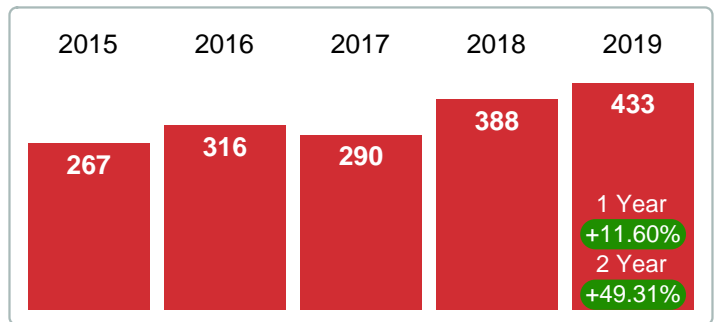
CLOSED LISTINGS

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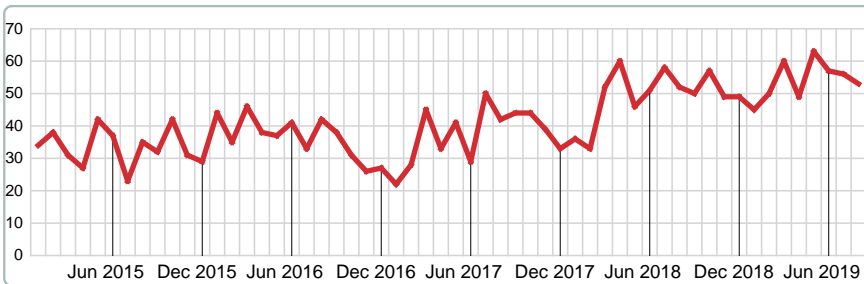
AUGUST



YEAR TO DATE (YTD)

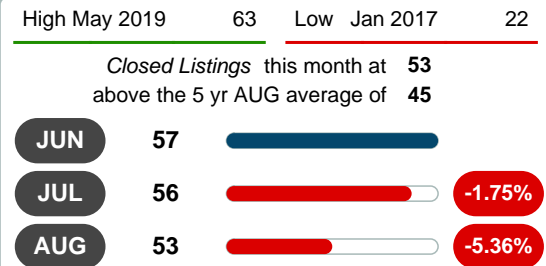


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 45



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	53	100.00%	40.1	21	29	3	0
Total Closed Units	53			21	29	3	0
Total Closed Volume	52,029	100%	40.1	18.00K	28.38K	5,650	0.00B
Average Closed Price	\$982			\$857	\$979	\$1,883	\$0

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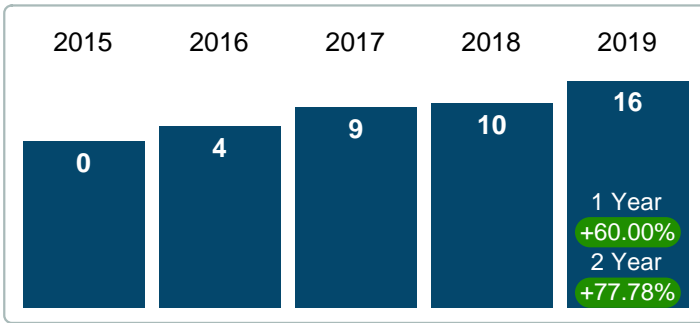
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



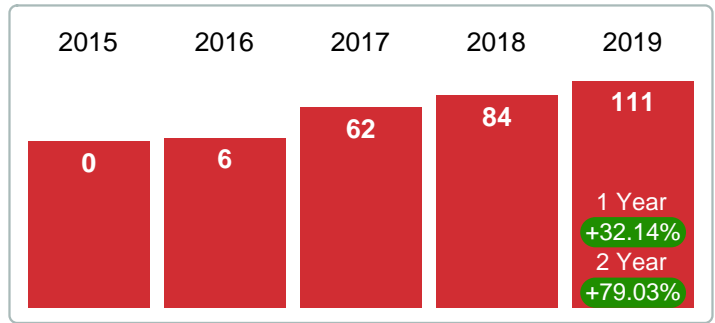
PENDING LISTINGS

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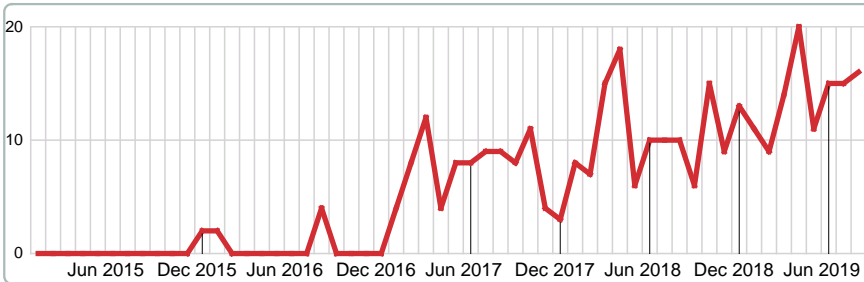
AUGUST



YEAR TO DATE (YTD)

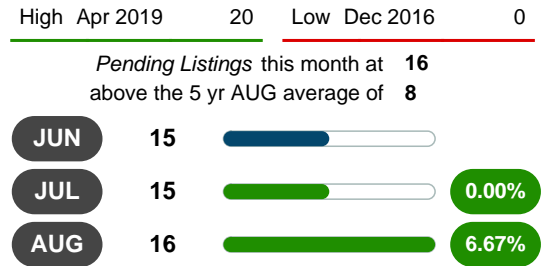


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 8



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	16	100.00%	39.3	4	9	3	0
Total Pending Units	16			4	9	3	0
Total Pending Volume	16,850	100%	37.8	3,700	8,950	4,200	0.00B
Average Listing Price	\$1,092			\$925	\$994	\$1,400	\$0

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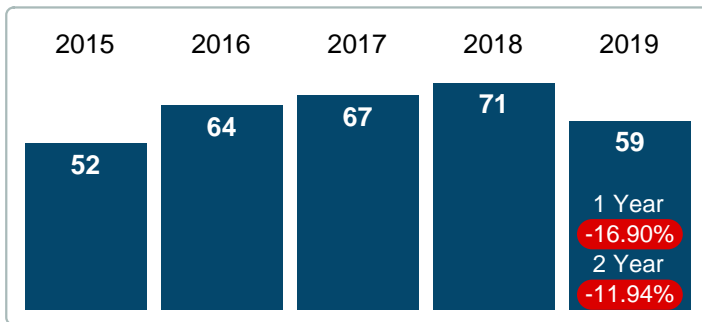
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



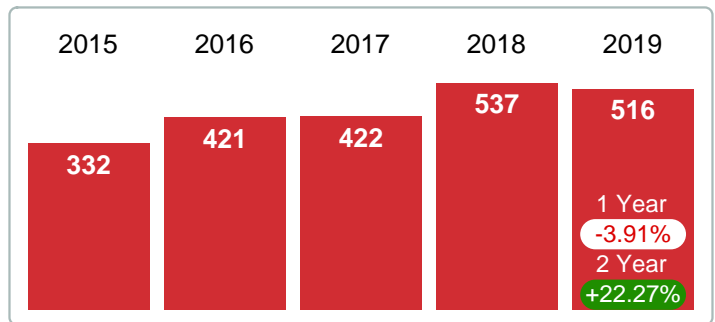
NEW LISTINGS

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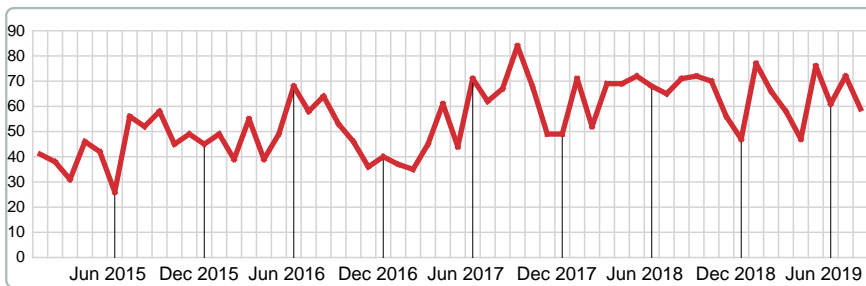
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 63

High Sep 2017 84 Low Jun 2015 26

New Listings this month at 59
below the 5 yr AUG average of 63



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	%		1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1 and up	100.00%	59	16	36	6	1
Total New Listed Units		59	16	36	6	1
Total New Listed Volume		62,764	13.36K	38.46K	9,750	1,200
Average New Listed Listing Price		\$992	\$835	\$1,068	\$1,625	\$1,200

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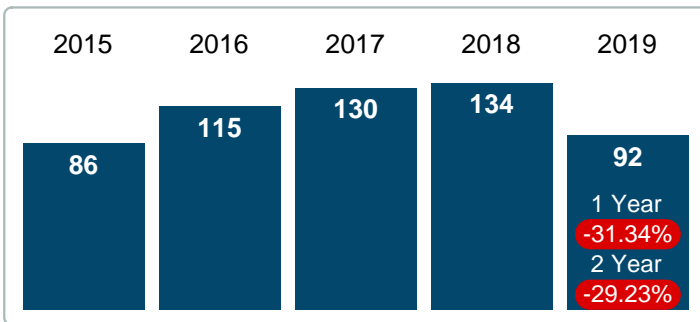
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



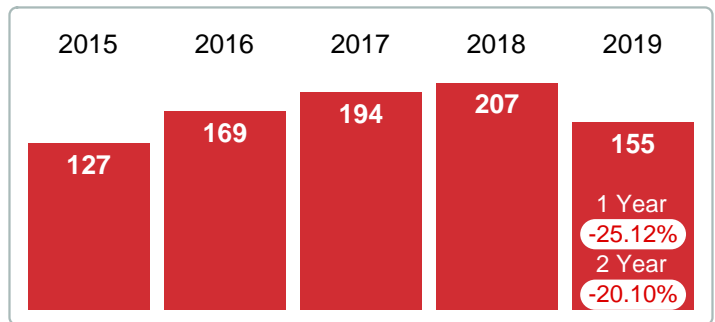
ACTIVE INVENTORY

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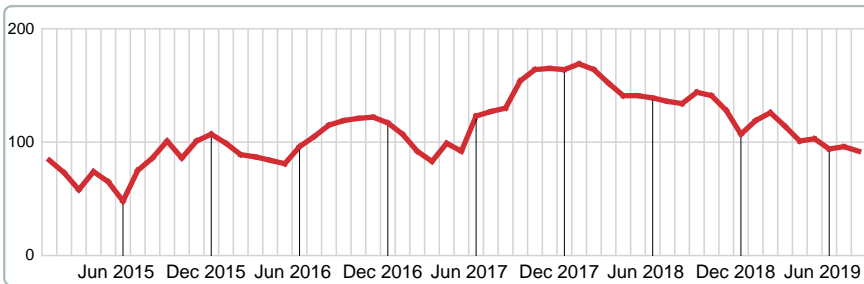
END OF AUGUST



ACTIVE DURING AUGUST

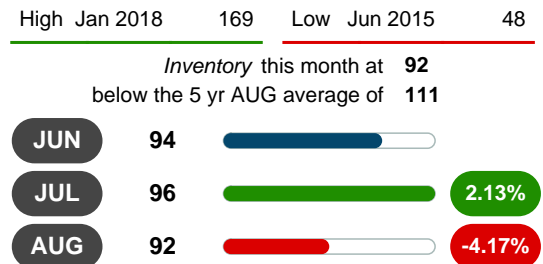


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 111



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	92	100.00%	50.1	37	49	5	1
Total Active Inventory by Units			92	37	49	5	1
Total Active Inventory by Volume			95,520	32.60K	53.93K	7,800	1,200
Average Active Inventory Listing Price			\$1,038	\$881	\$1,101	\$1,560	\$1,200

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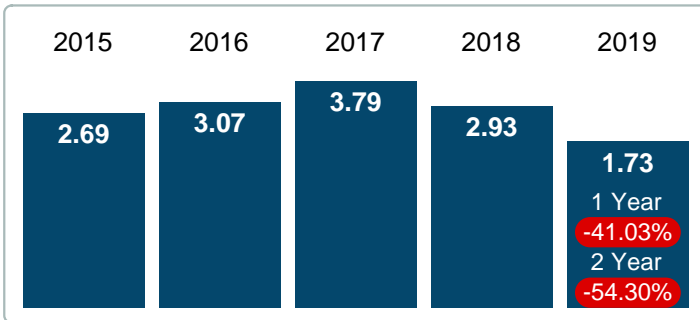
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



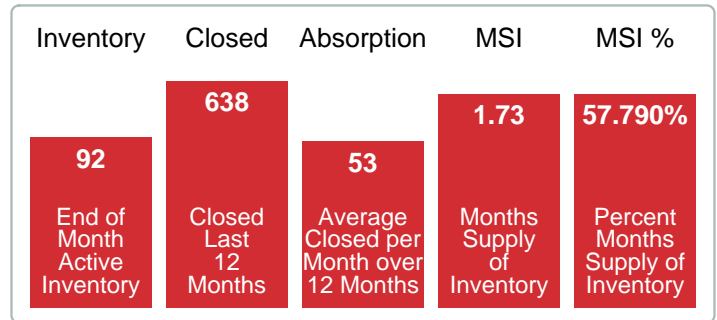
MONTHS SUPPLY of INVENTORY (MSI)

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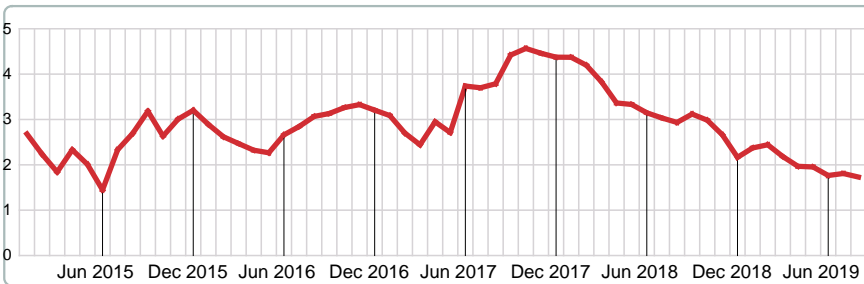
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

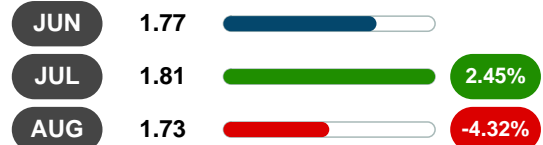


3 MONTHS

5 year AUG AVG = 2.84

High Oct 2017 4.57 Low Jun 2015 1.45

Months Supply this month at 1.73 below the 5 yr AUG average of 2.84



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	92	100.00%	1.73	1.84	1.66	1.54	4.00
Market Supply of Inventory (MSI)			1.73	1.84	1.66	1.54	4.00
Total Active Inventory by Units		100%	1.73	37	49	5	1

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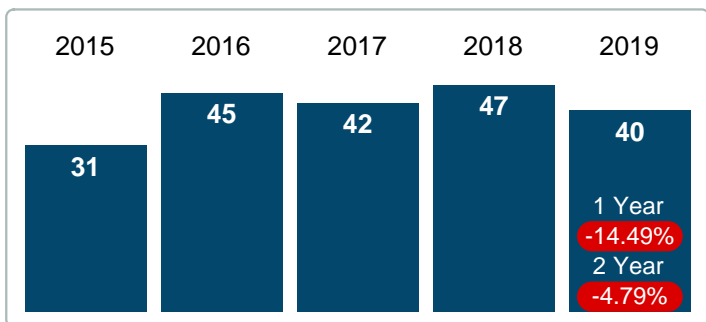
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



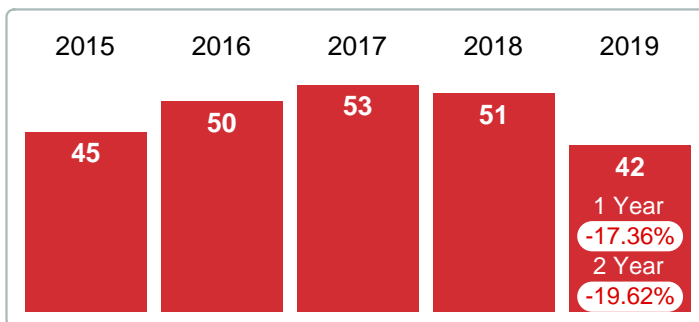
AVERAGE DAYS ON MARKET TO SALE

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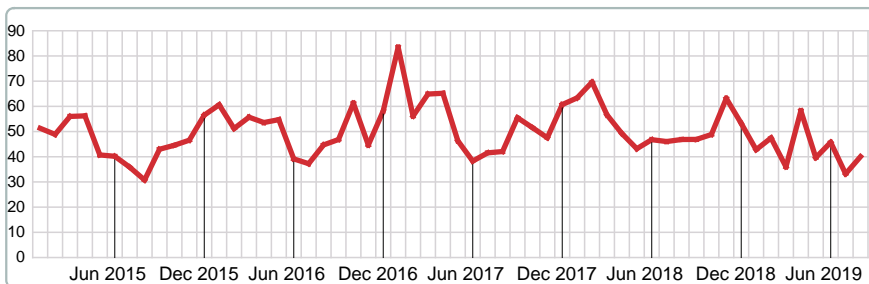
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 41

High Jan 2017 83 Low Aug 2015 31

Average Days on Market to Sale this month at 40 below the 5 yr AUG average of 41



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	53	100.00%	40	44	39	23	0
Average Closed DOM			40	44	39	23	0
Total Closed Units		100%	40	21	29	3	
Total Closed Volume			52,029	18.00K	28.38K	5,650	0.00B

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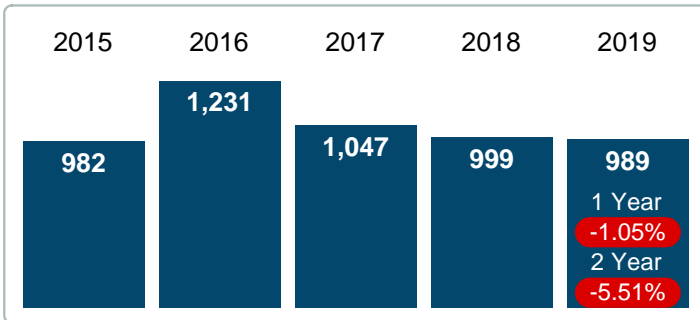
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



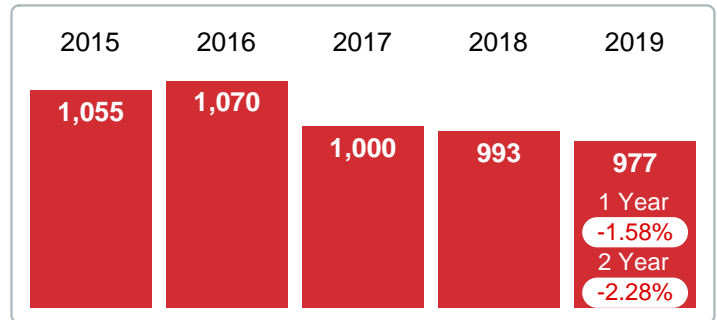
AVERAGE LIST PRICE AT CLOSING

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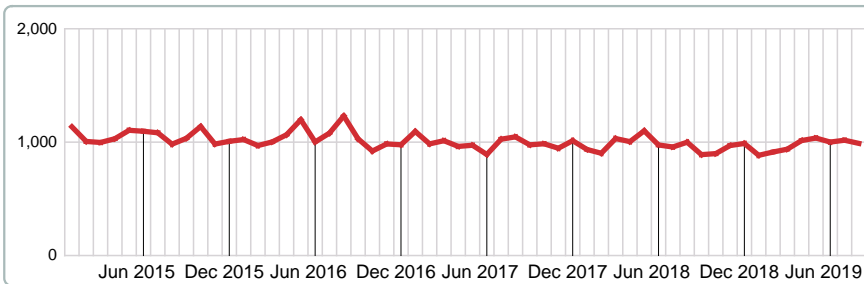
AUGUST



YEAR TO DATE (YTD)

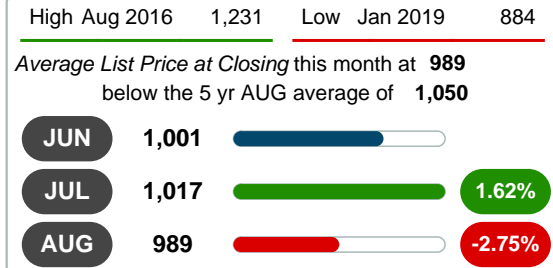


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,050



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	53	100.00%	989	860	980	1,983	0
Average List Price			989	860	980	1,983	0
Total Closed Units		100%	989	21	29	3	
Total Closed Volume			52,414	18.05K	28.41K	5,950	0.00B

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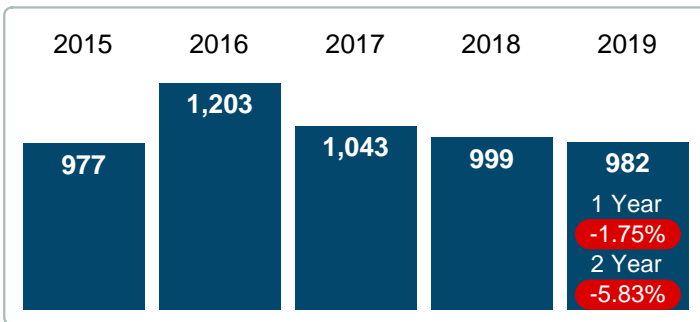
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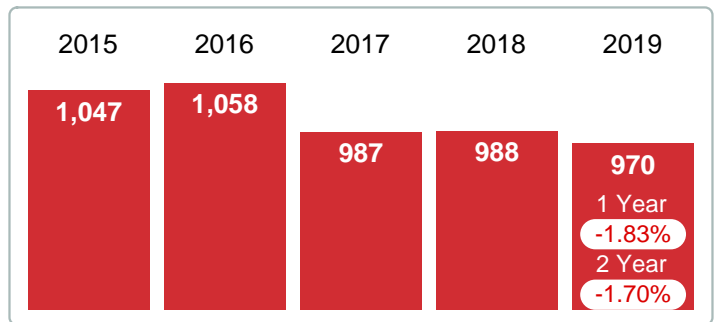
AVERAGE SOLD PRICE AT CLOSING

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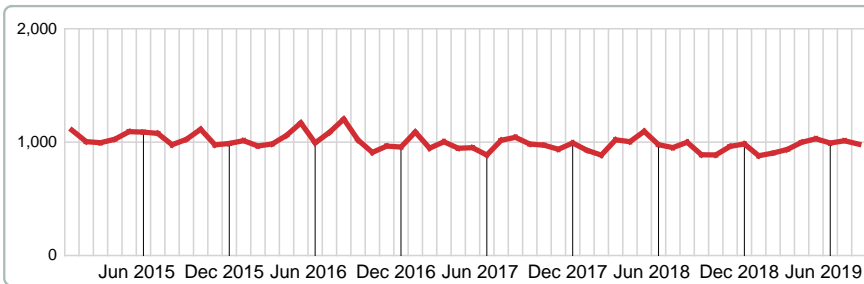
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

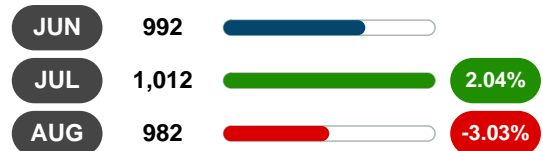


3 MONTHS

5 year AUG AVG = 1,041

High Aug 2016 1,203 Low Jan 2019 880

Average Sold Price at Closing this month at 982 below the 5 yr AUG average of 1,041



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	53	100.00%	982	857	979	1,883	0
Average Sold Price			982	857	979	1,883	0
Total Closed Units		100%	982	21	29	3	
Total Closed Volume			52,029	18.00K	28.38K	5,650	0.00B

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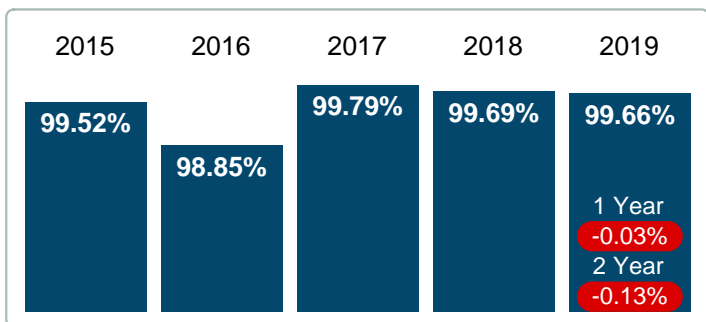
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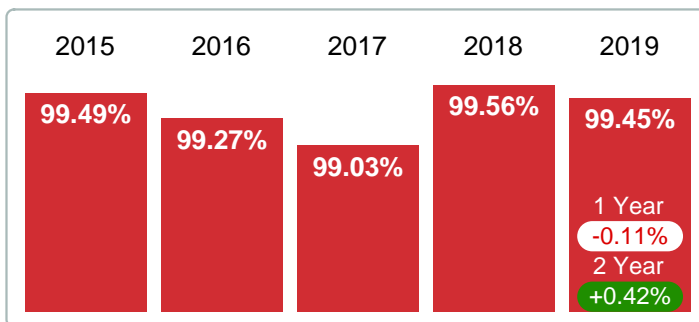
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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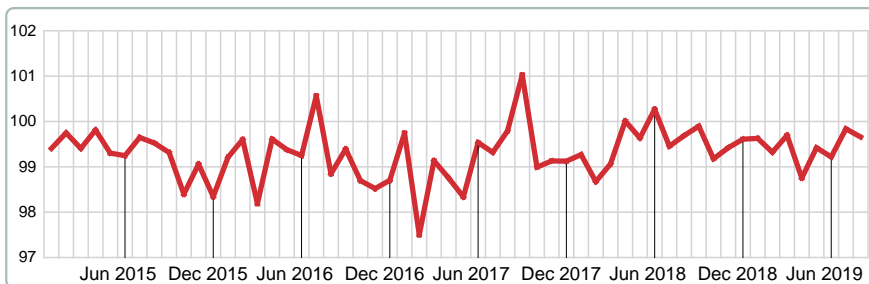
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

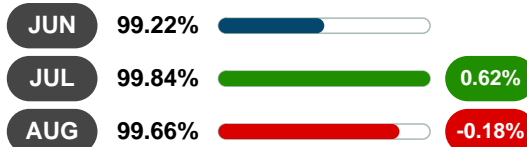


3 MONTHS

5 year AUG AVG = 99.50%

High Sep 2017 101.02% Low Feb 2017 97.50%

Average Sold/List Ratio this month at 99.66% equal to 5 yr AUG average of 99.50%



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	53	100.00%	99.66%	99.75%	99.84%	97.26%	0.00%
Average Sold/List Ratio		99.70%		99.75%	99.84%	97.26%	0.00%
Total Closed Units		53	100%	21	29	3	
Total Closed Volume		52,029		18.00K	28.38K	5,650	0.00B

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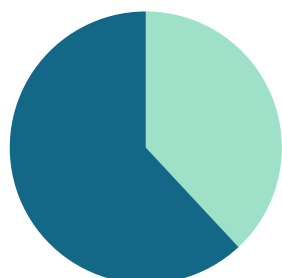
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MARKET SUMMARY

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INVENTORY

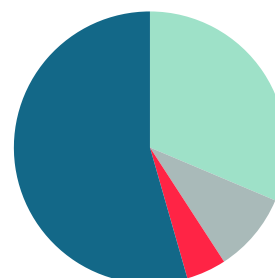


Inventory
 New Listings
59 = 38.06%
 Start Inventory
96
 Total Inventory Units
155
 Volume
\$162,074

Market Activity

Closed Sales
53 = 31.36%
 Pending Sales
16 = 9.47%
 Other Off Market
8 = 4.73%
 Active Inventory
92 = 54.44%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	52	53	1.92%	388	433	11.60%
Pending Sales	10	16	60.00%	84	111	32.14%
New Listings	71	59	-16.90%	537	516	-3.91%
Average List Price	999	989	-1.05%	993	977	-1.58%
Average Sale Price	999	982	-1.75%	988	970	-1.83%
Average Percent of Selling Price to List Price	99.69%	99.66%	-0.03%	99.56%	99.45%	-0.11%
Average Days on Market to Sale	46.85	40.06	-14.49%	51.43	42.50	-17.36%
Monthly Inventory	134	92	-31.34%	134	92	-31.34%
Months Supply of Inventory	2.93	1.73	-41.03%	2.93	1.73	-41.03%

Absorption: Last 12 months, an Average of **53** Sales/Month

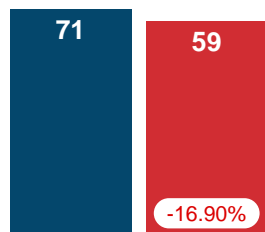
Inventory on August 31, 2019 = **92**

2018 **2019**

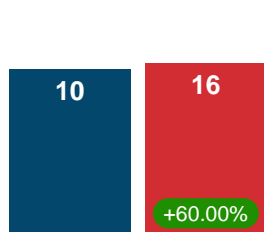
AUGUST MARKET

AVERAGE PRICES

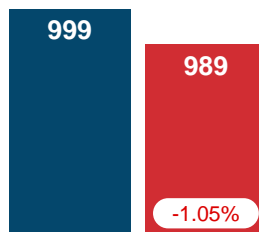
New Listings



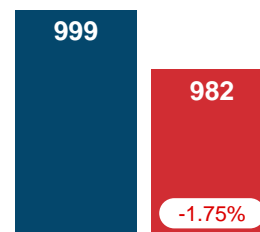
Pending Listings



List Price



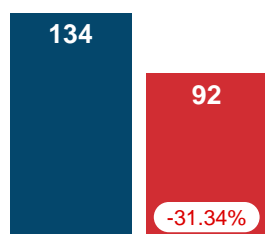
Sale Price



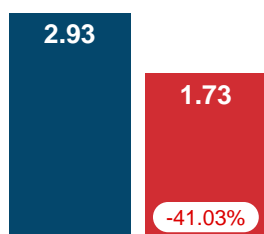
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

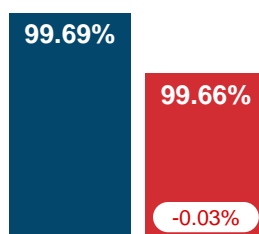
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

