

# August 2019



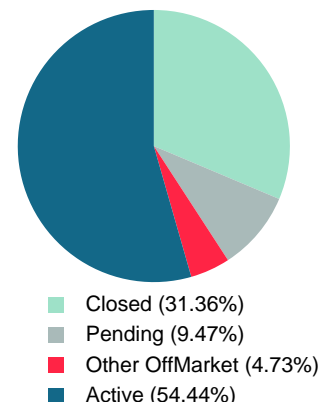
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -  
Leasing Property Type



## 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%
Median List Price	963	895	-7.01%
Median Sale Price	950	895	-5.79%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	35.00	32.00	-8.57%
End of Month Inventory	134	92	-31.34%
Months Supply of Inventory	2.93	1.73	-41.03%



**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.

#### 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 **5.79%** in August 2019 to \$895 versus the previous year at \$950.

#### Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 3.00 days or **8.57%** in August 2019 compared to last year's same month at **35.00** DOM.

#### Sales Success for August 2019 is Positive

Overall, with Median 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.

### 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

# August 2019



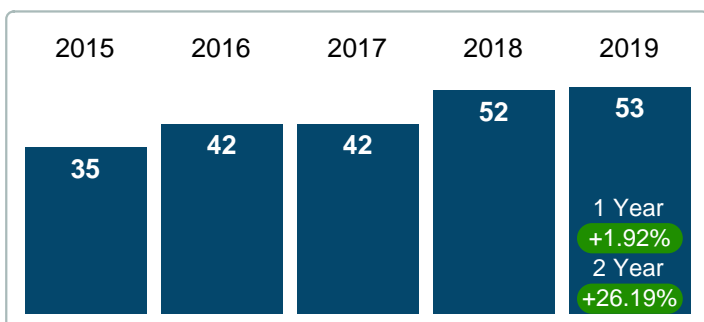
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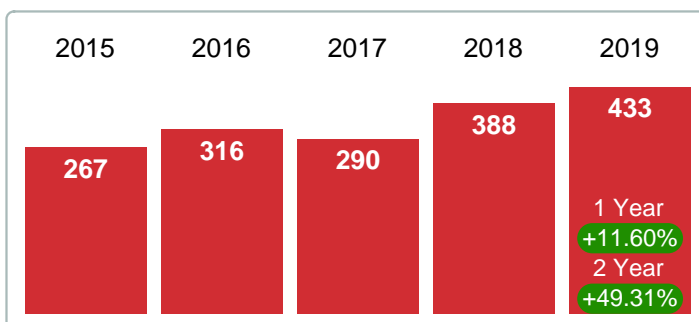
## CLOSED LISTINGS

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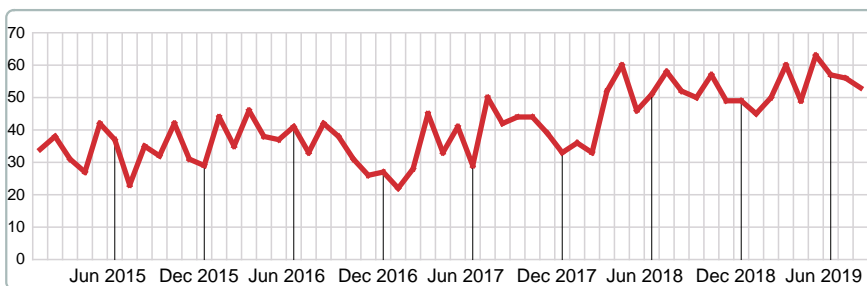
### AUGUST



### YEAR TO DATE (YTD)

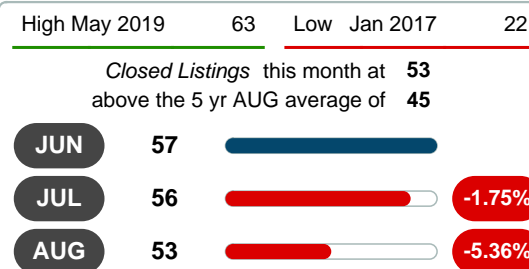


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 45



### 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	53	100.00%	32.0	21	29	3	0
<b>Total Closed Units</b>	<b>53</b>			<b>21</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>52,029</b>	<b>100%</b>	<b>32.0</b>	<b>18.00K</b>	<b>28.38K</b>	<b>5,650</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$895</b>			<b>\$895</b>	<b>\$995</b>	<b>\$1,650</b>	<b>\$0</b>

# August 2019



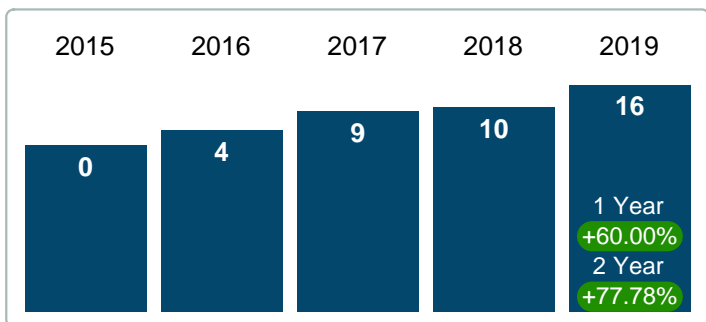
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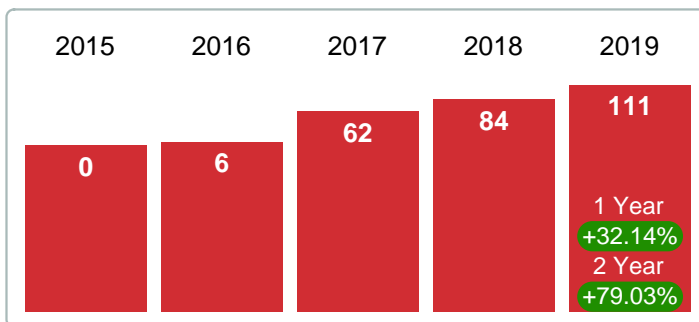
## PENDING LISTINGS

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

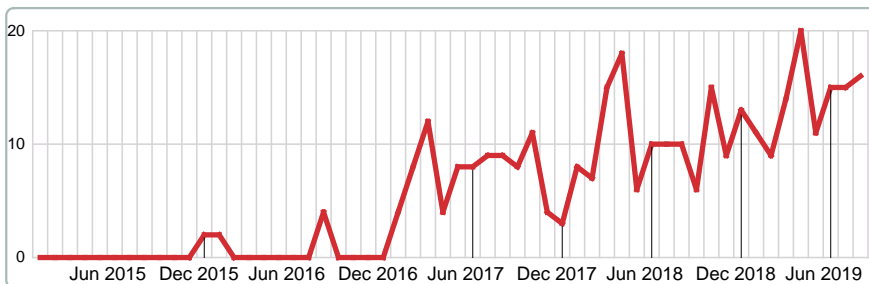
### AUGUST



### YEAR TO DATE (YTD)

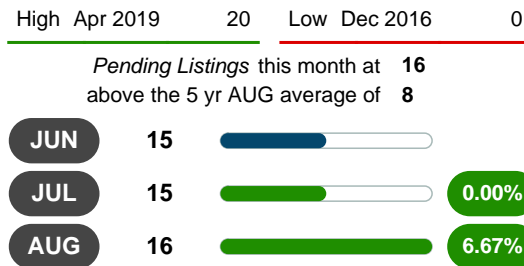


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 8



### 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%	32.0	0	0	0	0
\$1-\$0	0	0.00%	32.0	0	0	0	0
\$1-\$0	0	0.00%	32.0	0	0	0	0
\$1-\$0	0	0.00%	32.0	0	0	0	0
\$1-\$0	0	0.00%	32.0	0	0	0	0
\$1-\$0	0	0.00%	32.0	0	0	0	0
\$1 and up	16	100.00%	28.5	4	9	3	0
<b>Total Pending Units</b>	<b>16</b>			<b>4</b>	<b>9</b>	<b>3</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>16,850</b>	<b>100%</b>	<b>28.5</b>	<b>3,700</b>	<b>8,950</b>	<b>4,200</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$1,095</b>			<b>\$950</b>	<b>\$995</b>	<b>\$1,300</b>	<b>\$0</b>

# August 2019



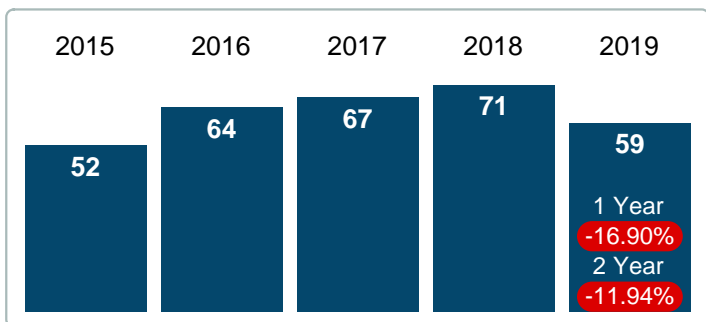
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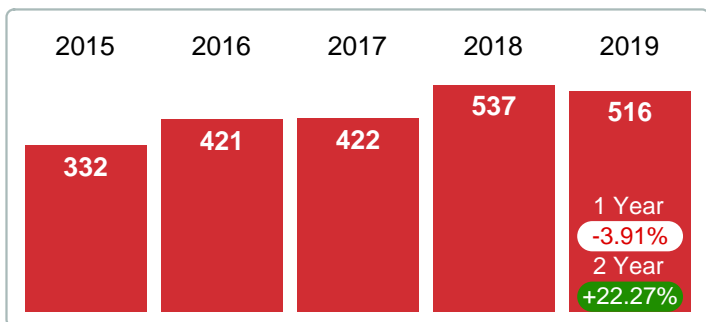
## NEW LISTINGS

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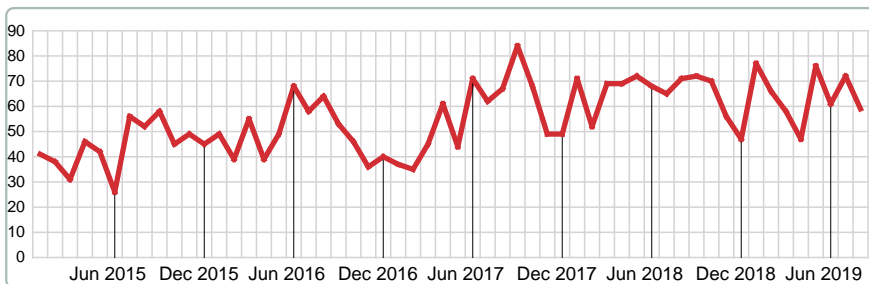
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

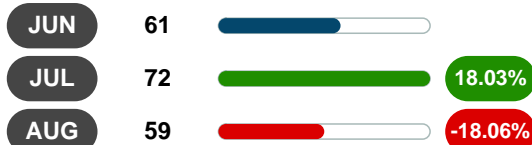


### 3 MONTHS

5 year AUG AVG = 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	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	59	100.00%	16	36	6	1
<b>Total New Listed Units</b>	<b>59</b>		<b>16</b>	<b>36</b>	<b>6</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>62,764</b>	<b>100%</b>	<b>13.36K</b>	<b>38.46K</b>	<b>9,750</b>	<b>1,200</b>
<b>Median New Listed Listing Price</b>	<b>\$950</b>		<b>\$838</b>	<b>\$950</b>	<b>\$1,750</b>	<b>\$1,200</b>

# August 2019



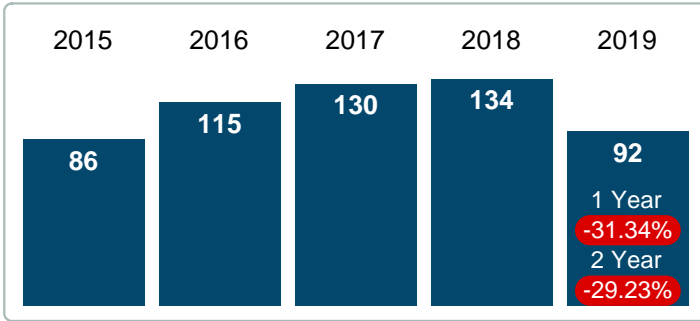
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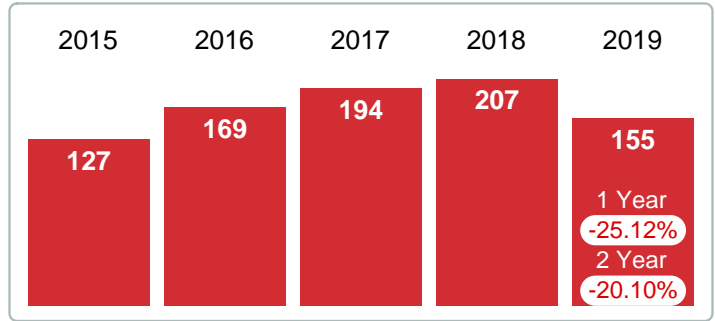
## ACTIVE INVENTORY

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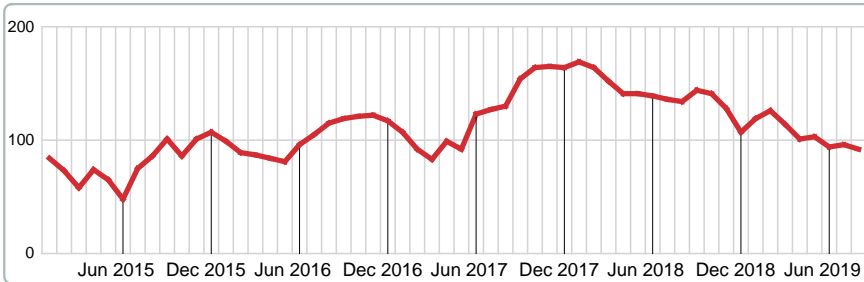
### END OF AUGUST



### ACTIVE DURING AUGUST

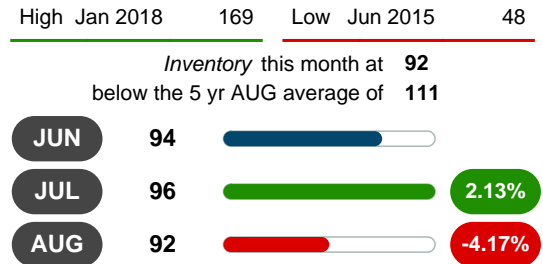


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 111



### 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	0.00%	28.5	0	0	0	0
\$1 \$0	0	0.00%	28.5	0	0	0	0
\$1 \$0	0	0.00%	28.5	0	0	0	0
\$1 \$0	0	0.00%	28.5	0	0	0	0
\$1 \$0	0	0.00%	28.5	0	0	0	0
\$1 \$0	0	0.00%	28.5	0	0	0	0
\$1 and up	92	100.00%	32.5	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
Median Active Inventory Listing Price			\$925	\$800	\$995	\$1,600	\$1,200

# August 2019



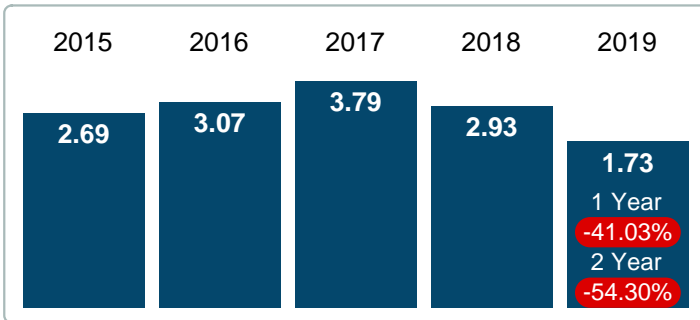
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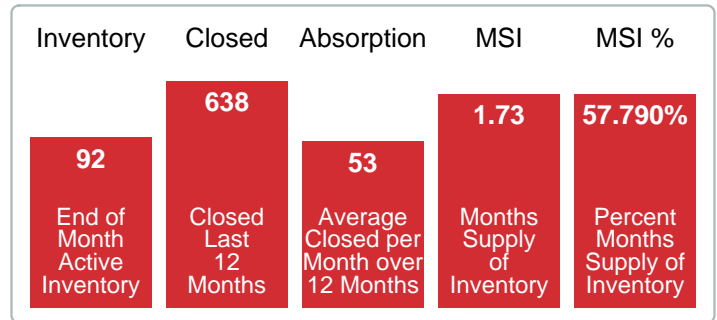
## MONTHS SUPPLY of INVENTORY (MSI)

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

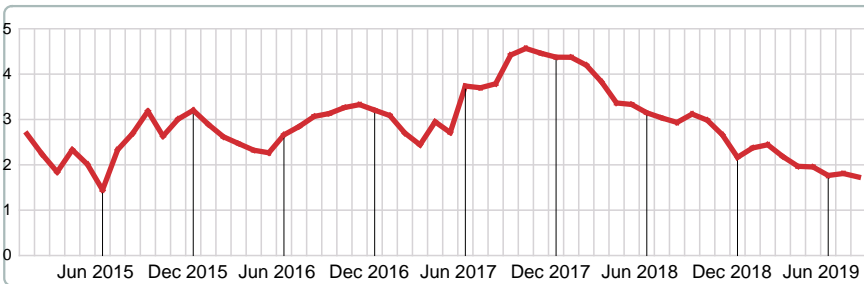
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2019

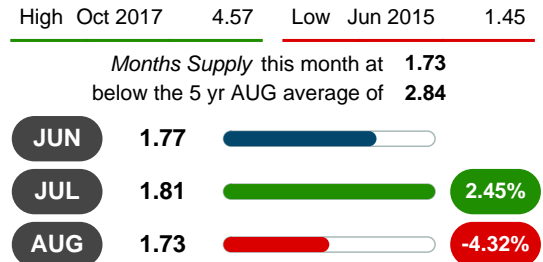


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 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

# August 2019



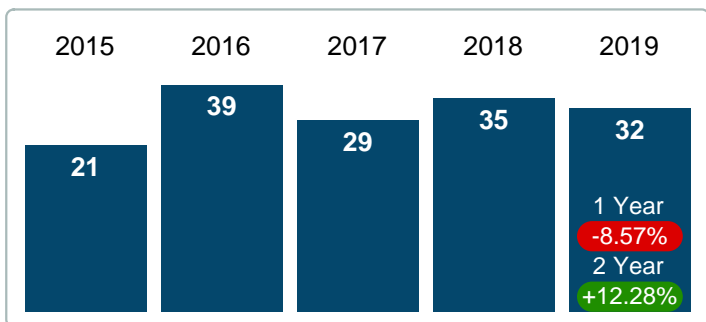
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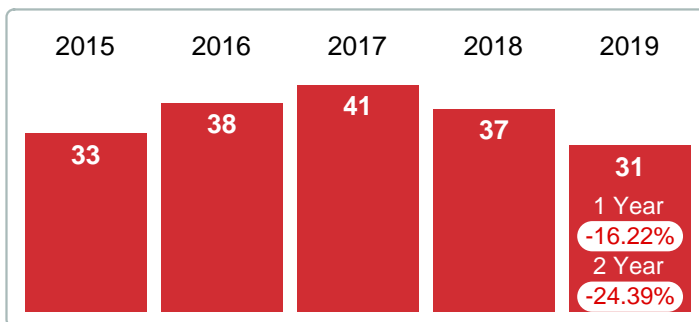
## MEDIAN DAYS ON MARKET TO SALE

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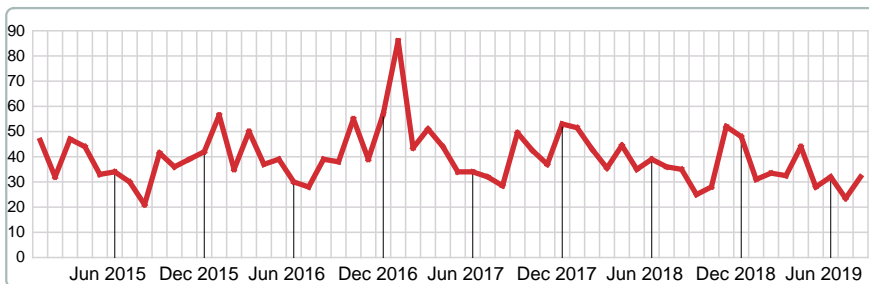
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 31

High Jan 2017 86 Low Aug 2015 21

Median Days on Market to Sale this month at 32 above the 5 yr AUG average of 31



### 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	<div style="width: 0%;"></div> 0	0.00%	33	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	33	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	33	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	33	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	33	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	33	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 53	100.00%	32	38	27	19	0
Median Closed DOM			32	38	27	19	0
Total Closed Units		100%	32.0	21	29	3	
Total Closed Volume				18.00K	28.38K	5,650	0.00B

# August 2019



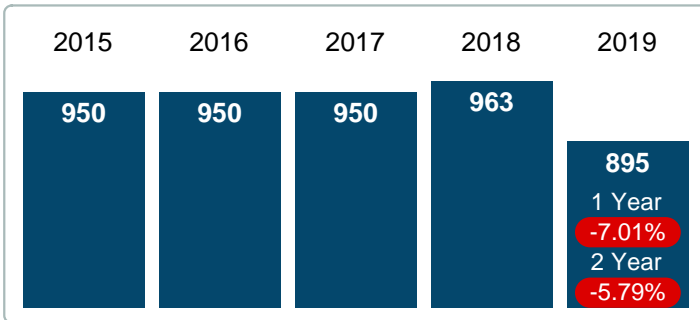
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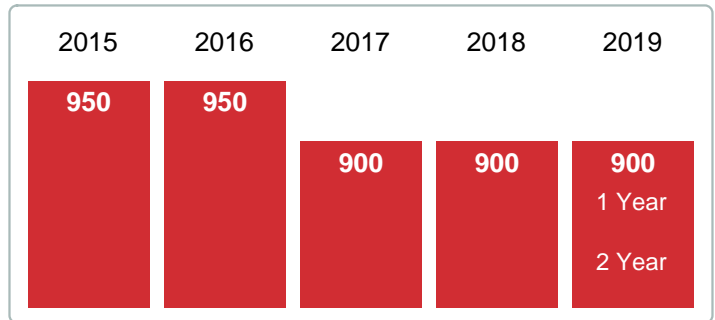
## MEDIAN LIST PRICE AT CLOSING

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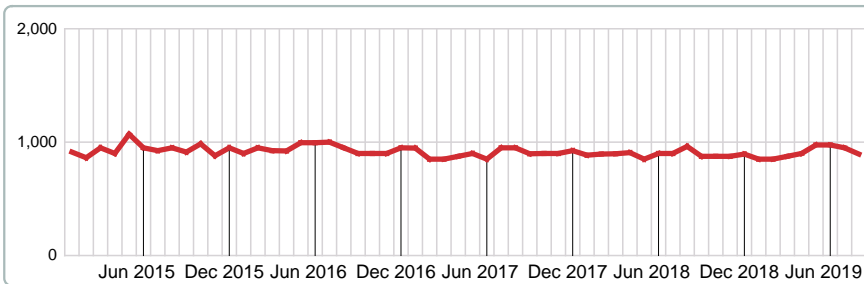
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

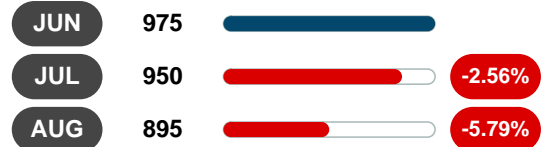


### 3 MONTHS

5 year AUG AVG = 942

High May 2015 1,070 Low Feb 2019 850

Median List Price at Closing this month at **895**  
 below the 5 yr AUG average of **942**



### 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%	32	0	0	0	0
\$1 \$0	0	0.00%	32	0	0	0	0
\$1 \$0	0	0.00%	32	0	0	0	0
\$1 \$0	0	0.00%	32	0	0	0	0
\$1 \$0	0	0.00%	32	0	0	0	0
\$1 \$0	0	0.00%	32	0	0	0	0
\$1 and up	53	100.00%	895	895	995	1,650	0
Median List Price			895	895	995	1,650	0
Total Closed Units		100%	895	21	29	3	
Total Closed Volume			52,414	18.05K	28.41K	5,950	0.00B



# August 2019



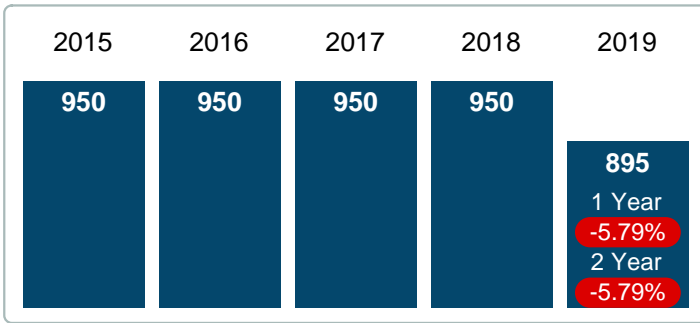
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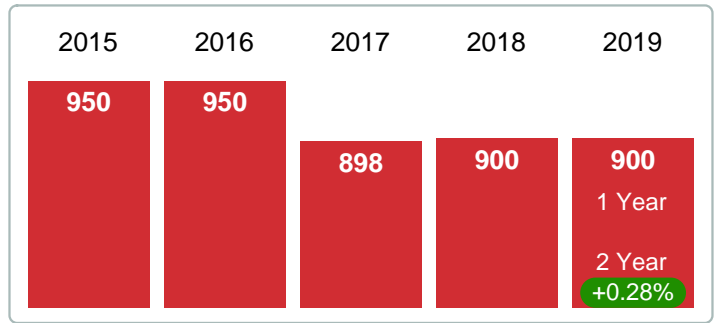
## MEDIAN SOLD PRICE AT CLOSING

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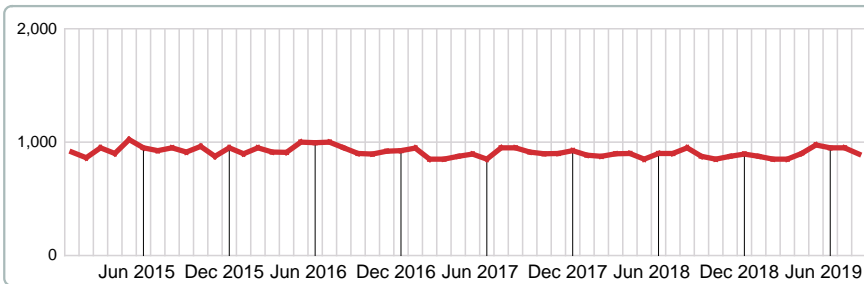
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

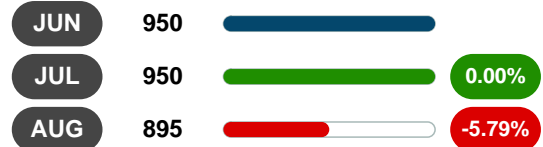


### 3 MONTHS

5 year AUG AVG = 939

High May 2015 1,023 Low Mar 2019 850

Median Sold Price at Closing this month at 895 below the 5 yr AUG average of 939



### 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%	895	0	0	0	0
\$1-\$0	0	0.00%	895	0	0	0	0
\$1-\$0	0	0.00%	895	0	0	0	0
\$1-\$0	0	0.00%	895	0	0	0	0
\$1-\$0	0	0.00%	895	0	0	0	0
\$1-\$0	0	0.00%	895	0	0	0	0
\$1 and up	53	100.00%	895	895	995	1,650	0
Median Sold Price			895	895	995	1,650	0
Total Closed Units		100%	895	21	29	3	
Total Closed Volume			52,029	18.00K	28.38K	5,650	0.00B

# August 2019



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

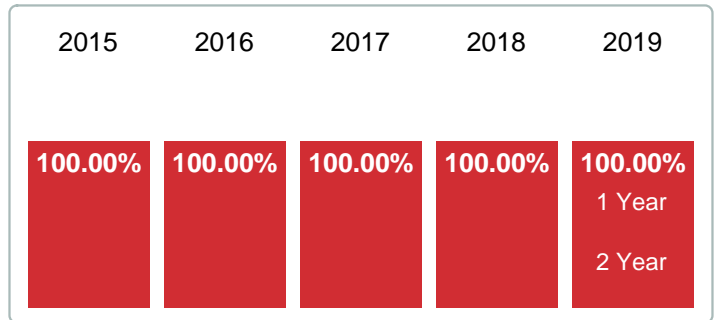
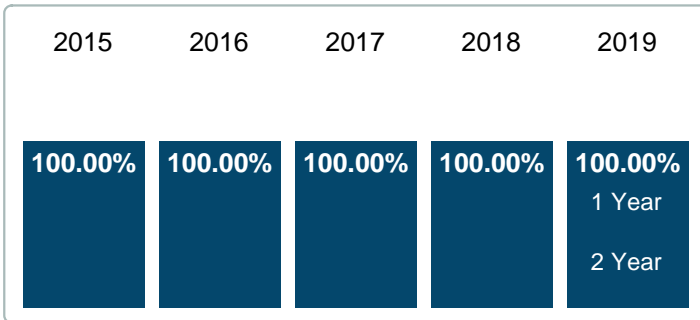


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### AUGUST

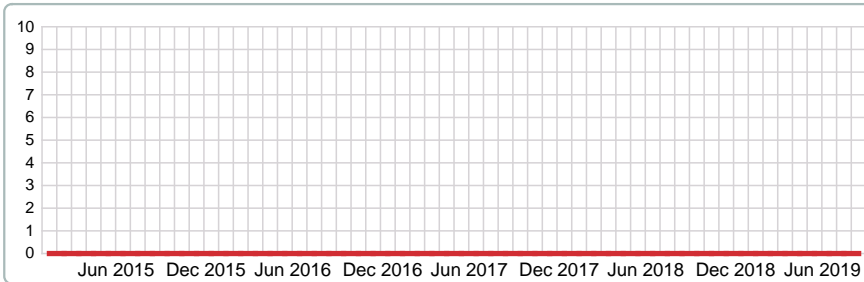
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

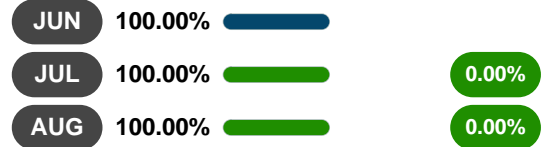
### 3 MONTHS

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%	895.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	895.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	895.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	895.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	895.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	895.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	53	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		53	100%	21	29	3	
Total Closed Volume		52,029		18.00K	28.38K	5,650	0.00B

# August 2019



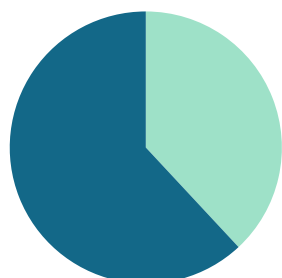
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

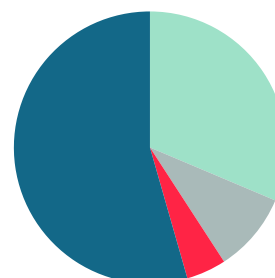


**Inventory**  
 New Listings  
**59 = 38.06%**  
 Start Inventory  
**96**  
 Total Inventory Units  
**155**  
 Volume  
**\$162,074**

### 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%
Median List Price	963	895	-7.01%	900	900	0.00%
Median Sale Price	950	895	-5.79%	900	900	0.00%
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	35.00	32.00	-8.57%	37.00	31.00	-16.22%
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

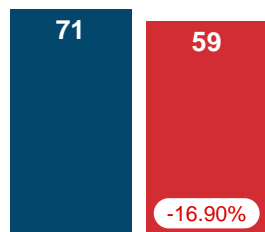
**Inventory** on August 31, 2019 = **92**

**2018** **2019**

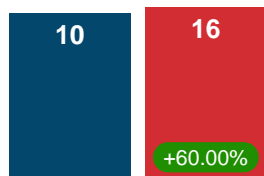
### AUGUST MARKET

### MEDIAN PRICES

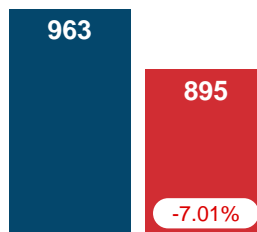
#### New Listings



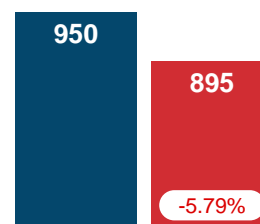
#### Pending Listings



#### List Price



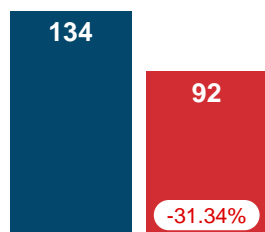
#### Sale Price



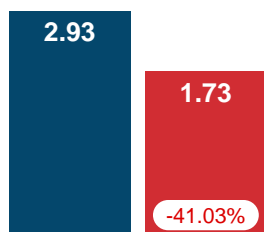
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

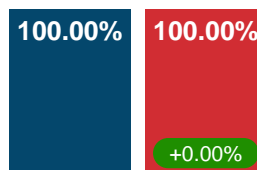
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

