

# August 2019



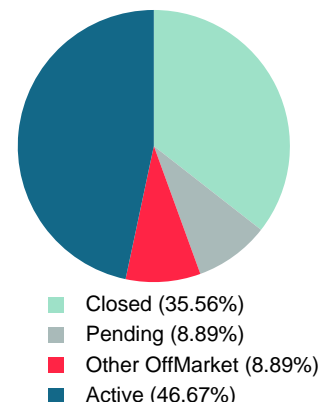
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	10	16	60.00%
Pending Listings	2	4	100.00%
New Listings	17	18	5.88%
Average List Price	1,369	1,171	-14.44%
Average Sale Price	1,358	1,165	-14.21%
Average Percent of Selling Price to List Price	99.40%	99.40%	0.00%
Average Days on Market to Sale	66.60	34.31	-48.48%
End of Month Inventory	40	21	-47.50%
Months Supply of Inventory	3.31	1.47	-55.48%



**Absorption:** Last 12 months, an Average of **14** Sales/Month  
**Active Inventory** as of August 31, 2019 = **21**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **47.50%** to 21 existing homes available for sale. Over the last 12 months this area has had an average of 14 closed sales per month. This represents an unsold inventory index of **1.47** 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 **14.21%** in August 2019 to \$1,165 versus the previous year at \$1,358.

#### Average Days on Market Shortens

The average number of **34.31** days that homes spent on the market before selling decreased by 32.29 days or **48.48%** in August 2019 compared to last year's same month at **66.60** 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 18 New Listings in August 2019, up **5.88%** from last year at 17. Furthermore, there were 16 Closed Listings this month versus last year at 10, a **60.00%** increase.

Closed versus Listed trends yielded a **88.9%** ratio, up from previous year's, August 2018, at **58.8%**, a **51.11%** 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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



Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type

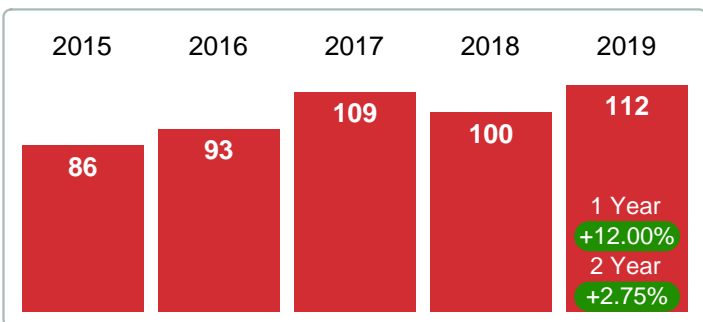
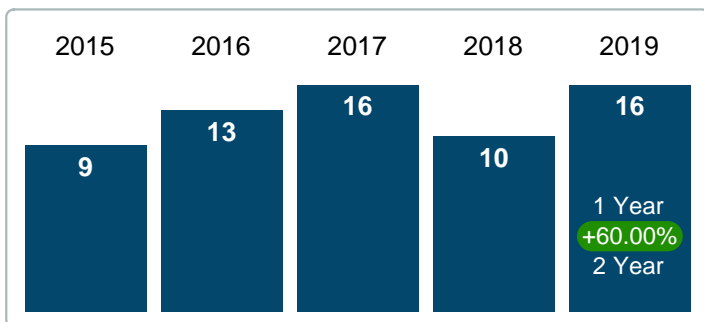


## CLOSED LISTINGS

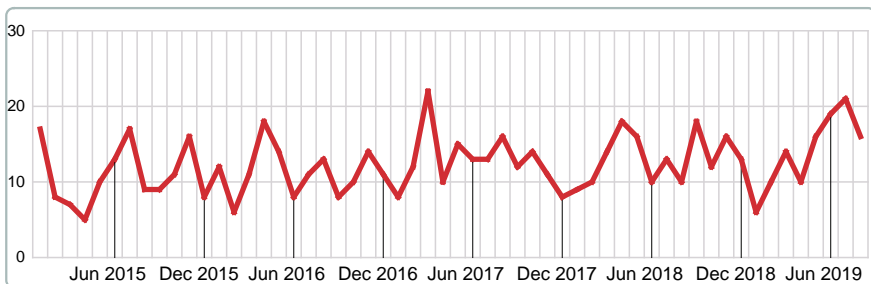
Report produced on Sep 11, 2019 for MLS Technology Inc.

### AUGUST

### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 13

High Mar 2017 22 Low Apr 2015 5

Closed Listings this month at 16  
above the 5 yr AUG average of 13

- JUN 19 (146% of avg)
- JUL 21 (162% of avg)
- AUG 16 (123% of avg)

### 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	16	100.00%	34.3	2	9	5	0
<b>Total Closed Units</b>	<b>16</b>			<b>2</b>	<b>9</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>18,640</b>	<b>100%</b>	<b>34.3</b>	<b>2,140</b>	<b>10.01K</b>	<b>6,495</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,165</b>			<b>\$1,070</b>	<b>\$1,112</b>	<b>\$1,299</b>	<b>\$0</b>

# August 2019



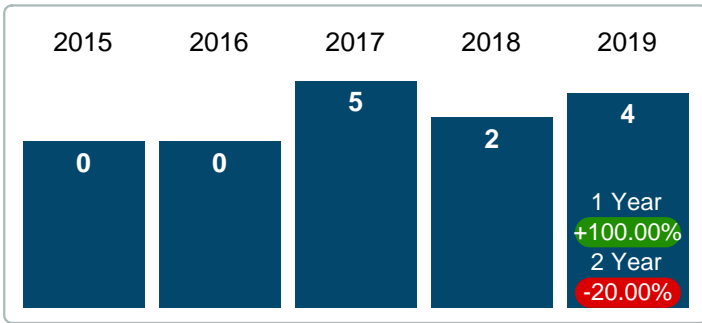
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



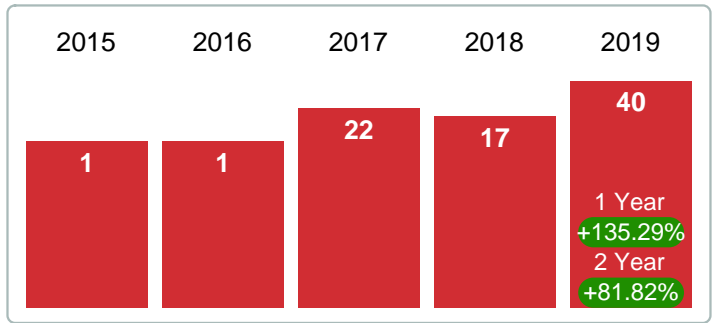
## PENDING LISTINGS

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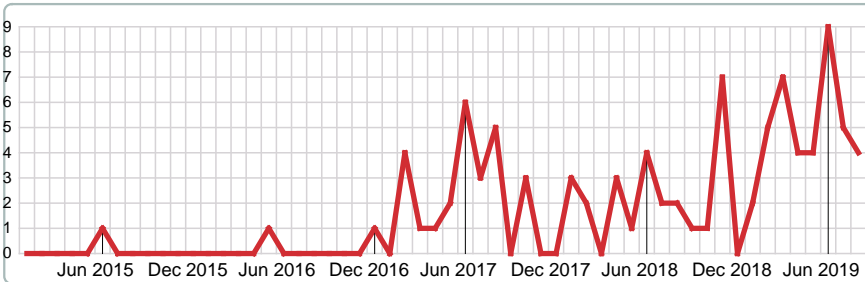
### AUGUST



### YEAR TO DATE (YTD)

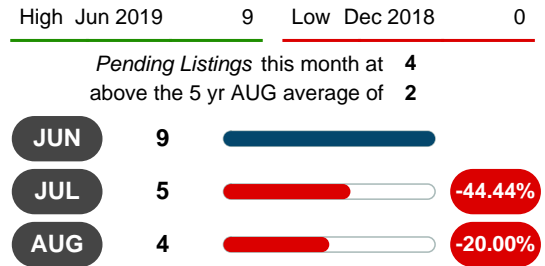


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 2



### 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	4	100.00%	30.3	2	2	0	0
<b>Total Pending Units</b>	<b>4</b>			<b>2</b>	<b>2</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>4,360</b>	<b>100%</b>	<b>25.7</b>	<b>2,170</b>	<b>2,190</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,128</b>			<b>\$1,085</b>	<b>\$1,095</b>	<b>\$0</b>	<b>\$0</b>

# August 2019



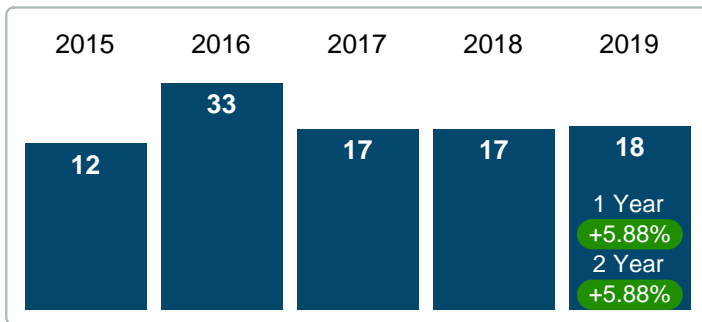
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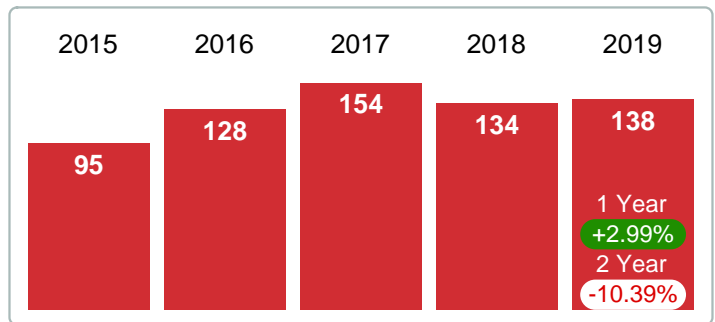
## NEW LISTINGS

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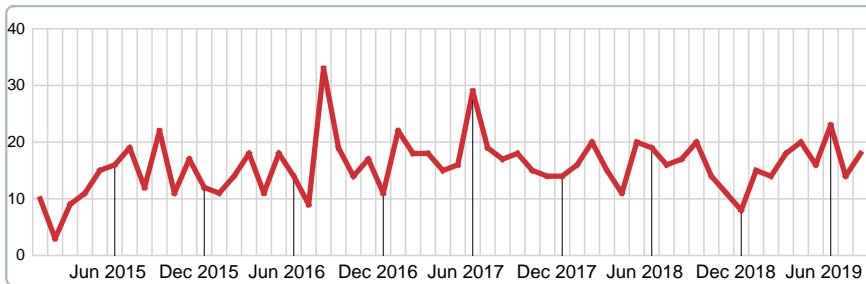
### AUGUST



### YEAR TO DATE (YTD)

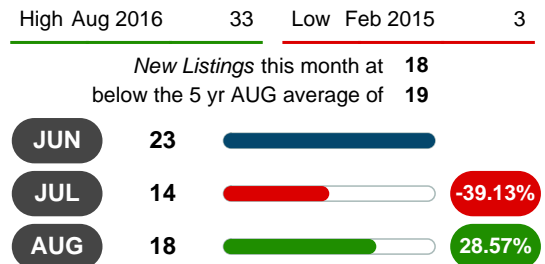


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 19



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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	18	100.00%	1	10	7	0
<b>Total New Listed Units</b>	<b>18</b>		<b>1</b>	<b>10</b>	<b>7</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>22,855</b>	<b>100%</b>	<b>1,300</b>	<b>11.92K</b>	<b>9,635</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,157</b>		<b>\$1,300</b>	<b>\$1,192</b>	<b>\$1,376</b>	<b>\$0</b>

# August 2019



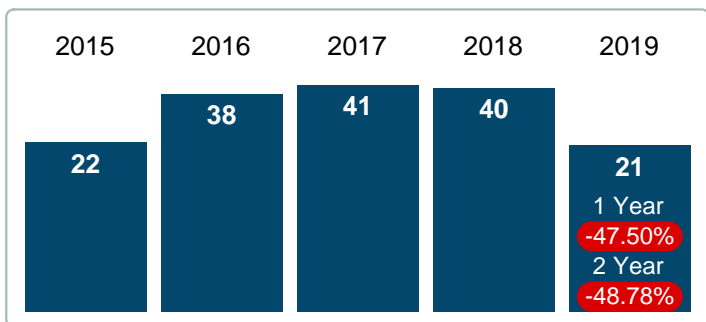
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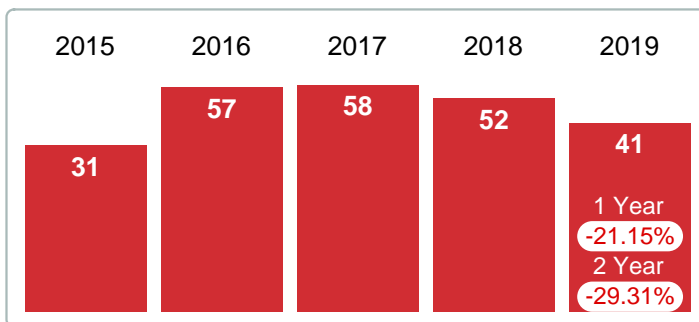
## ACTIVE INVENTORY

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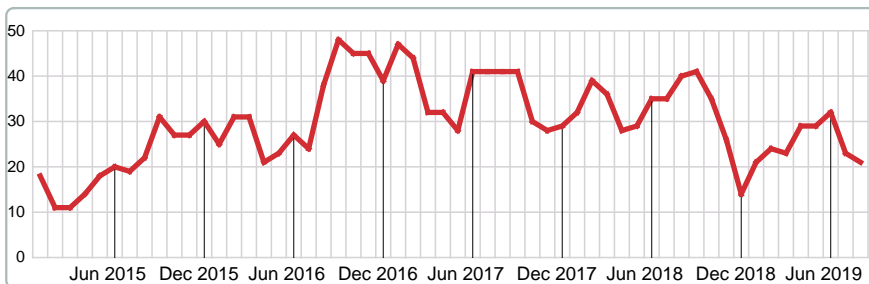
### END OF AUGUST



### ACTIVE DURING AUGUST

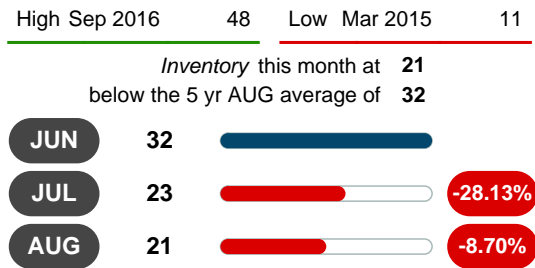


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 32



### 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	21	100.00%	34.2	3	10	8	0
Total Active Inventory by Units			21	3	10	8	0
Total Active Inventory by Volume			26,865	3,575	11.55K	11.75K	0.00B
Average Active Inventory Listing Price			\$1,279	\$1,192	\$1,155	\$1,468	\$0

# August 2019



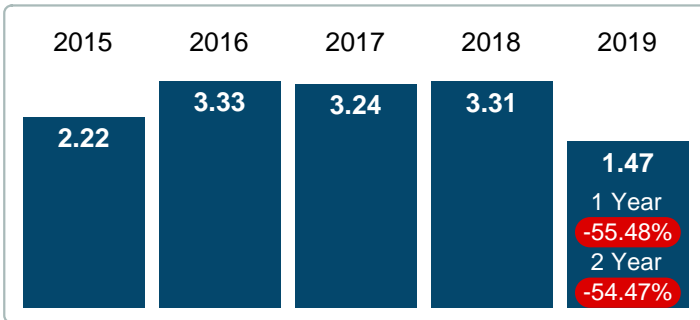
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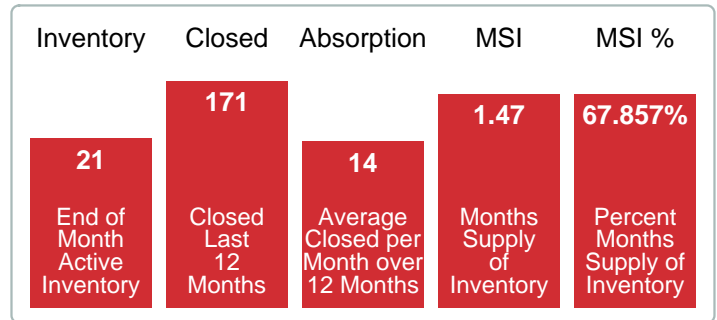
## MONTHS SUPPLY of INVENTORY (MSI)

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

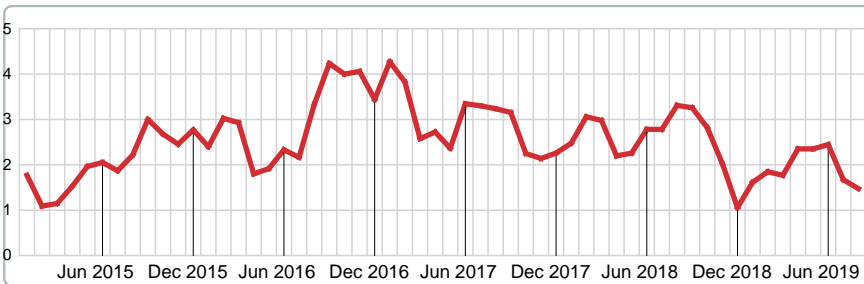
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2019



### 5 YEAR MARKET ACTIVITY TRENDS

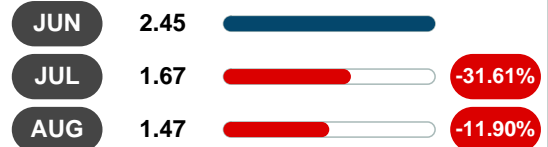


### 3 MONTHS

5 year AUG AVG = 2.71

High Jan 2017 4.27 Low Dec 2018 1.06

Months Supply this month at 1.47 below the 5 yr AUG average of 2.71



### 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	21	100.00%	1.47	3.60	1.11	2.00	0.00
Market Supply of Inventory (MSI)			1.47	3.60	1.11	2.00	0.00
Total Active Inventory by Units		100%	1.47	3	10	8	0

# August 2019



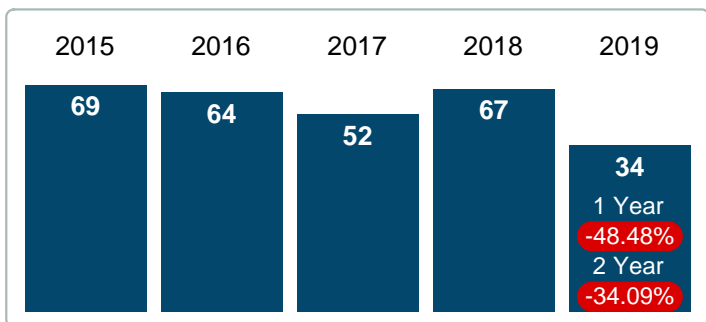
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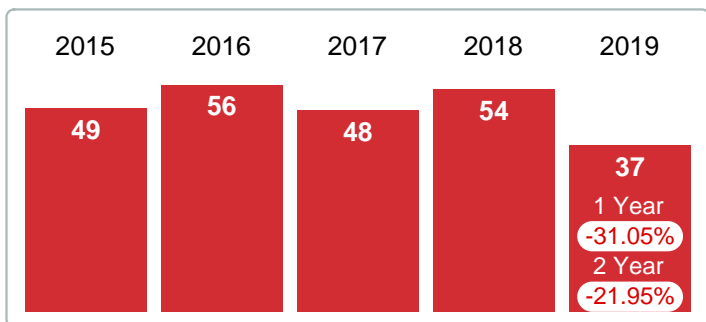
## AVERAGE DAYS ON MARKET TO SALE

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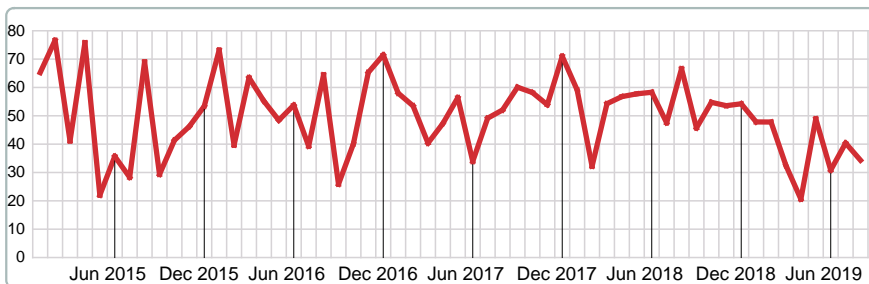
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

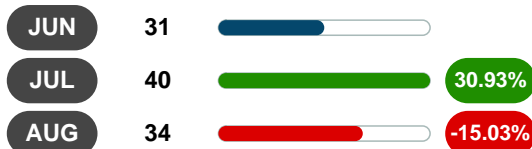


### 3 MONTHS

5 year AUG AVG = 57

High Feb 2015 77 Low Apr 2019 21

Average Days on Market to Sale this month at 34 below the 5 yr AUG average of 57



### 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	<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> 16	100.00%	34	45	23	50	0
Average Closed DOM			34	45	23	50	0
Total Closed Units		100%	34	2	9	5	
Total Closed Volume			18,640	2,140	10.01K	6,495	0.00B

# August 2019



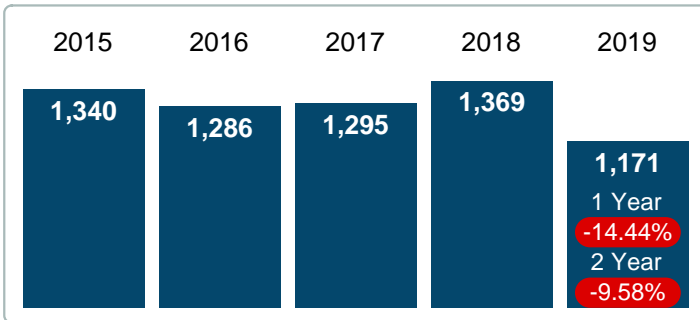
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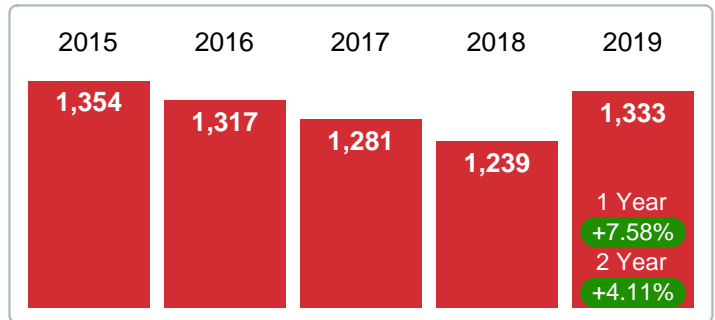
## AVERAGE LIST PRICE AT CLOSING

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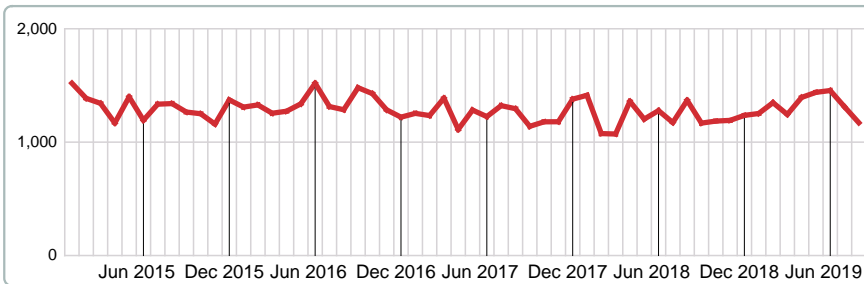
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

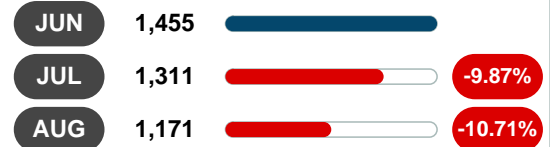


### 3 MONTHS

5 year AUG AVG = 1,292

High Jan 2015 1,520 Low Mar 2018 1,072

Average List Price at Closing this month at 1,171 below the 5 yr AUG average of 1,292



### 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	16	100.00%	1,171	1,070	1,112	1,318	0
Average List Price			1,171	1,070	1,112	1,318	0
Total Closed Units		100%	1,171	2	9	5	
Total Closed Volume			18,735	2,140	10.01K	6,590	0.00B



# August 2019



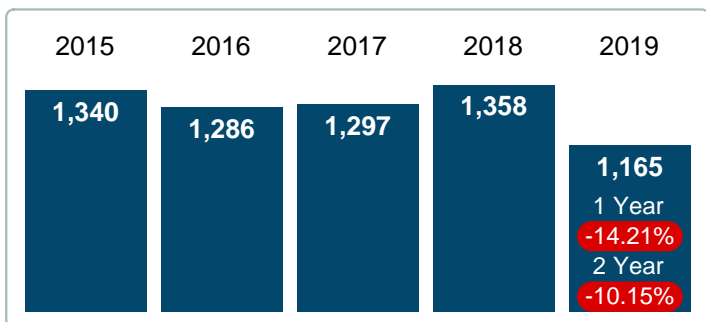
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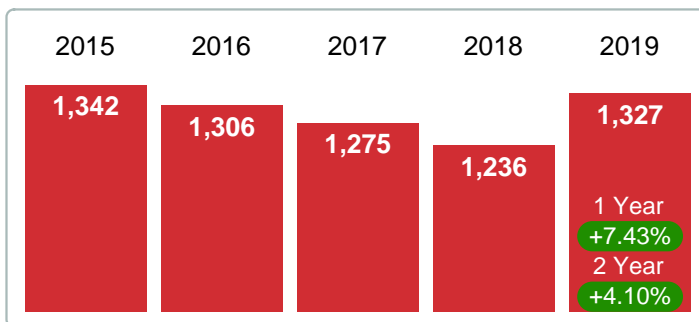
## AVERAGE SOLD PRICE AT CLOSING

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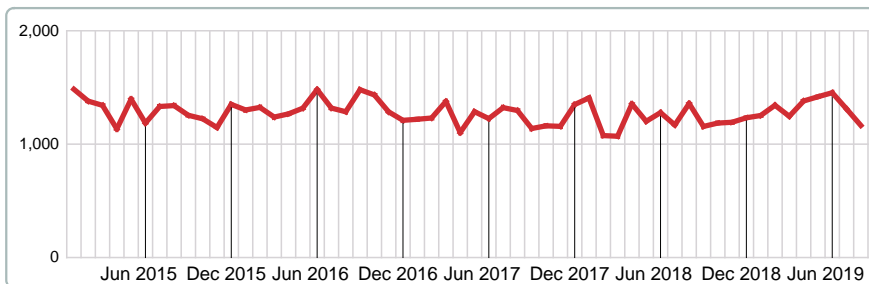
### AUGUST



### YEAR TO DATE (YTD)

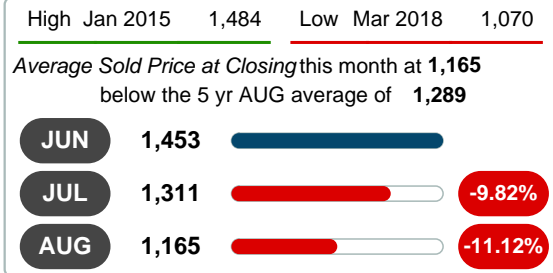


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,289



### 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	16	100.00%	1,165	1,070	1,112	1,299	0
Average Sold Price			1,165	1,070	1,112	1,299	0
Total Closed Units		100%	1,165	2	9	5	
Total Closed Volume			18,640	2,140	10.01K	6,495	0.00B

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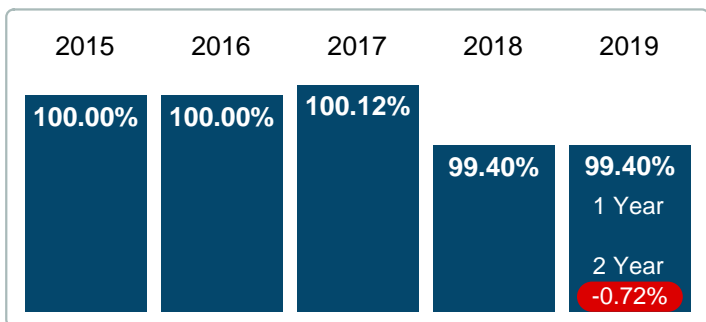
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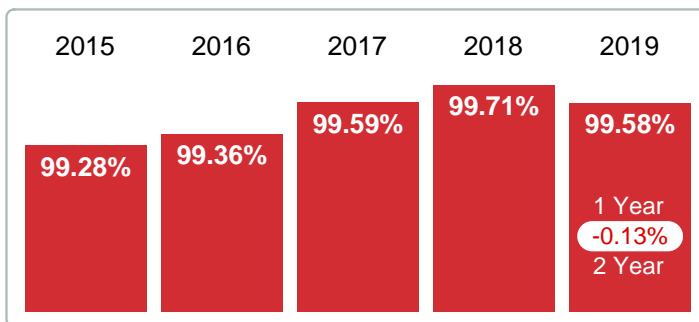
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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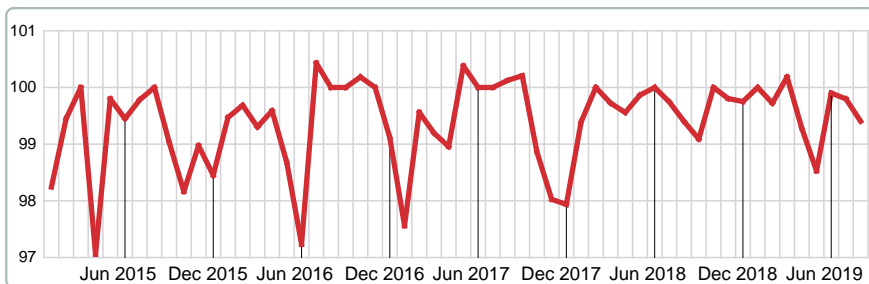
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

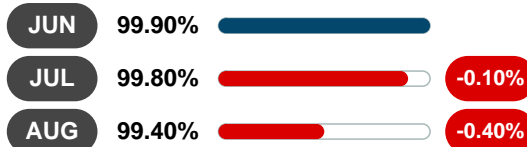


### 3 MONTHS

5 year AUG AVG = 99.79%

High Jul 2016 100.43% Low Apr 2015 97.06%

Average Sold/List Ratio this month at **99.40%** below the 5 yr AUG average of **99.79%**



### 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	16	100.00%	99.40%	100.00%	100.00%	98.09%	0.00%
Average Sold/List Ratio		99.40%		100.00%	100.00%	98.09%	0.00%
Total Closed Units		16	100%	2	9	5	
Total Closed Volume		18,640		2,140	10.01K	6,495	0.00B

# August 2019



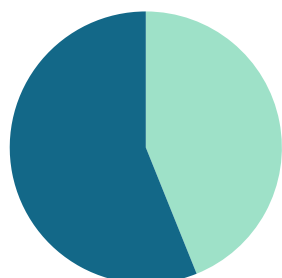
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

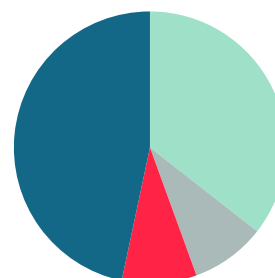


**Inventory**  
 New Listings  
**18 = 43.90%**  
 Start Inventory  
**23**  
 Total Inventory Units  
**41**  
 Volume  
**\$50,390**

### Market Activity

Closed Sales  
**16 = 35.56%**  
 Pending Sales  
**4 = 8.89%**  
 Other Off Market  
**4 = 8.89%**  
 Active Inventory  
**21 = 46.67%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	10	16	60.00%	100	112	12.00%
Pending Sales	2	4	100.00%	17	40	135.29%
New Listings	17	18	5.88%	134	138	2.99%
Average List Price	1,369	1,171	-14.44%	1,239	1,333	7.58%
Average Sale Price	1,358	1,165	-14.21%	1,236	1,327	7.43%
Average Percent of Selling Price to List Price	99.40%	99.40%	0.00%	99.71%	99.58%	-0.13%
Average Days on Market to Sale	66.60	34.31	-48.48%	54.27	37.42	-31.05%
Monthly Inventory	40	21	-47.50%	40	21	-47.50%
Months Supply of Inventory	3.31	1.47	-55.48%	3.31	1.47	-55.48%

**Absorption:** Last 12 months, an Average of **14** Sales/Month

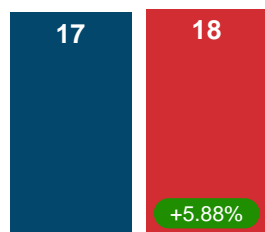
**Inventory** on August 31, 2019 = **21**

**2018** **2019**

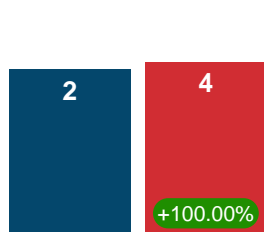
### AUGUST MARKET

### AVERAGE PRICES

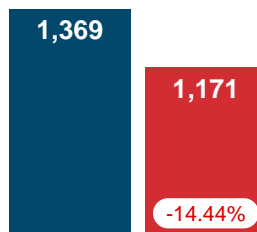
#### New Listings



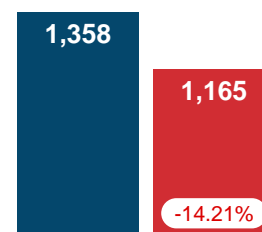
#### Pending Listings



#### List Price



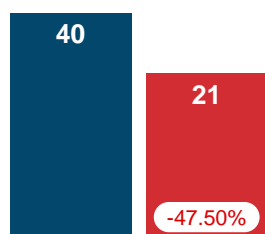
#### Sale Price



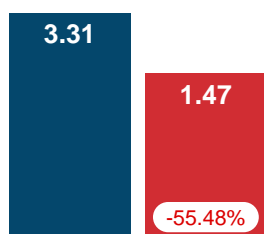
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

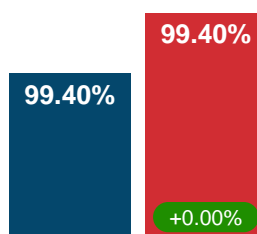
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

