

August 2019



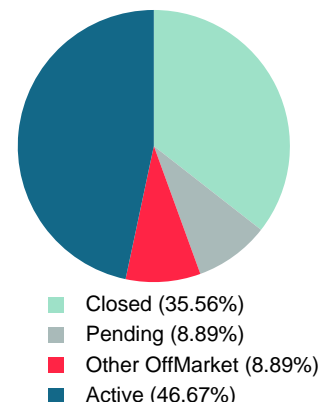
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -
Leasing Property Type



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%
Median List Price	1,275	1,195	-6.27%
Median Sale Price	1,275	1,195	-6.27%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	81.00	29.00	-64.20%
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.

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 **6.27%** in August 2019 to \$1,195 versus the previous year at \$1,275.

Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 52.00 days or **64.20%** in August 2019 compared to last year's same month at **81.00** 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 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.

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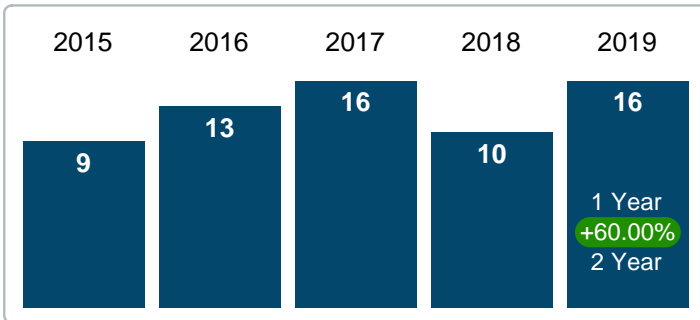
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



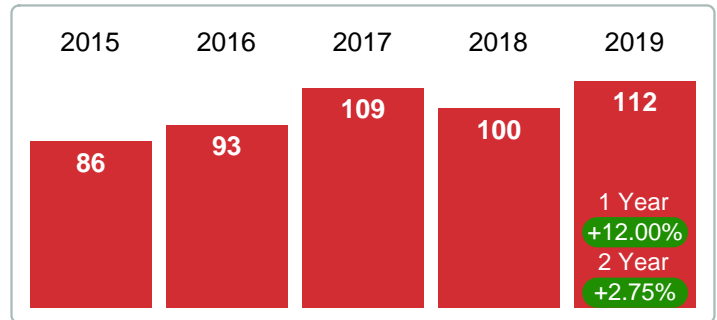
CLOSED LISTINGS

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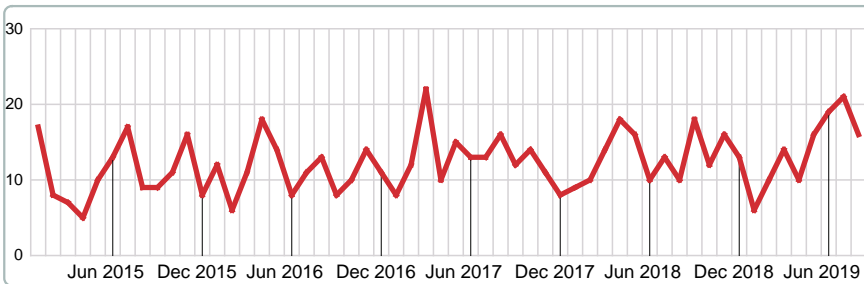
AUGUST



YEAR TO DATE (YTD)

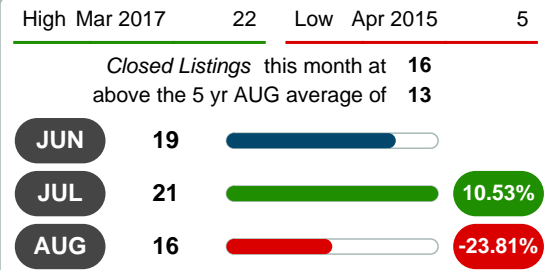


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 13



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	16	100.00%	29.0	2	9	5	0
Total Closed Units	16			2	9	5	0
Total Closed Volume	18,640	100%	29.0	2,140	10.01K	6,495	0.00B
Median Closed Price	\$1,195			\$1,070	\$1,025	\$1,400	\$0

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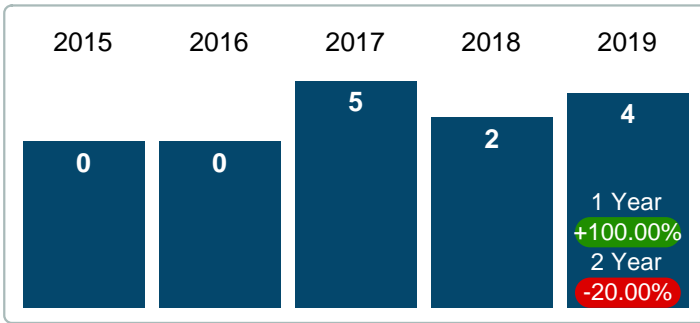
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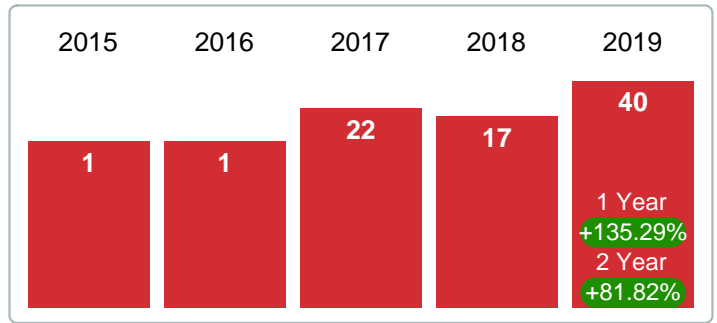
PENDING LISTINGS

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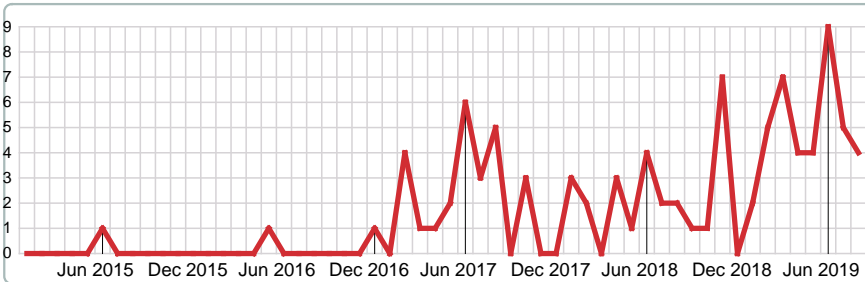
AUGUST



YEAR TO DATE (YTD)

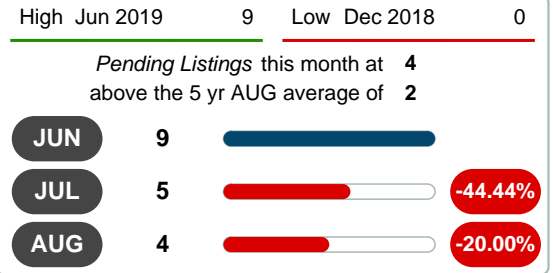


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	29.0	0	0	0	0
\$1-\$0	0	0.00%	29.0	0	0	0	0
\$1-\$0	0	0.00%	29.0	0	0	0	0
\$1-\$0	0	0.00%	29.0	0	0	0	0
\$1-\$0	0	0.00%	29.0	0	0	0	0
\$1-\$0	0	0.00%	29.0	0	0	0	0
\$1 and up	4	100.00%	27.0	2	2	0	0
Total Pending Units	4			2	2	0	0
Total Pending Volume	4,360	100%	27.0	2,170	2,190	0.00B	0.00B
Median Listing Price	\$1,095			\$1,085	\$1,095	\$0	\$0

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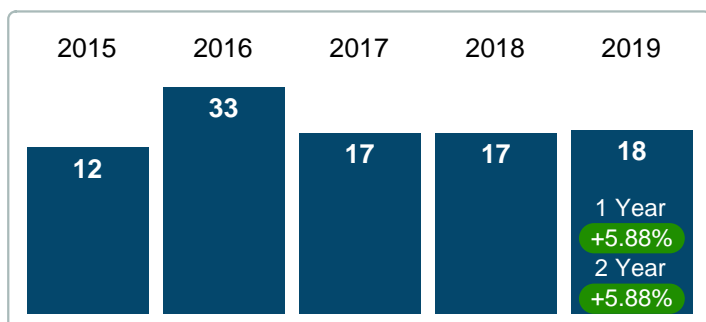
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



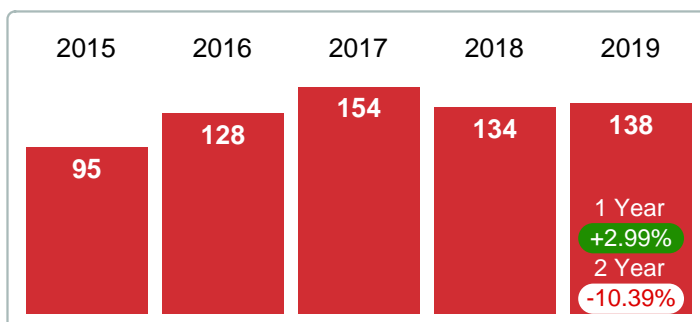
NEW LISTINGS

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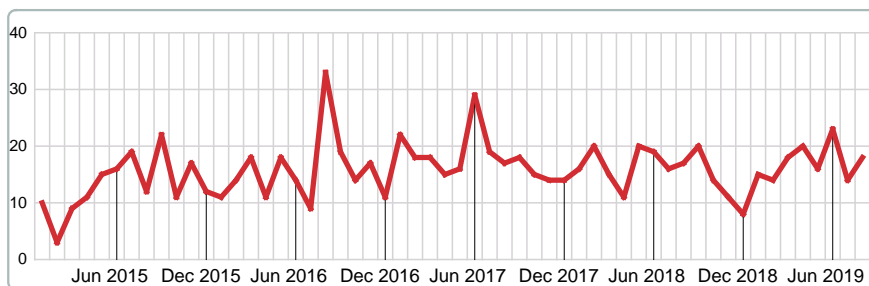
AUGUST



YEAR TO DATE (YTD)

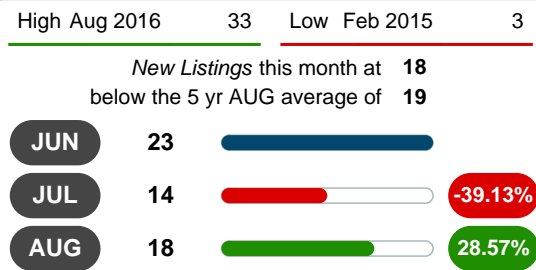


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 19



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	18	100.00%	1	10	7	0
Total New Listed Units	18		1	10	7	0
Total New Listed Volume	22,855	100%	1,300	11.92K	9,635	0.00B
Median New Listed Listing Price	\$1,298		\$1,300	\$1,148	\$1,395	\$0

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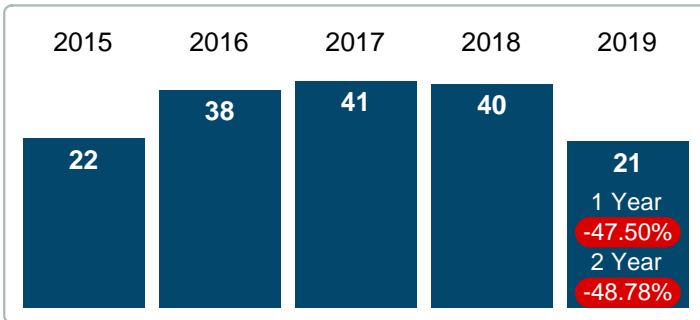
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



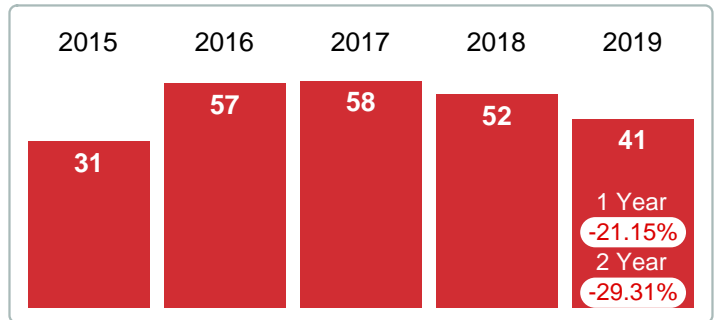
ACTIVE INVENTORY

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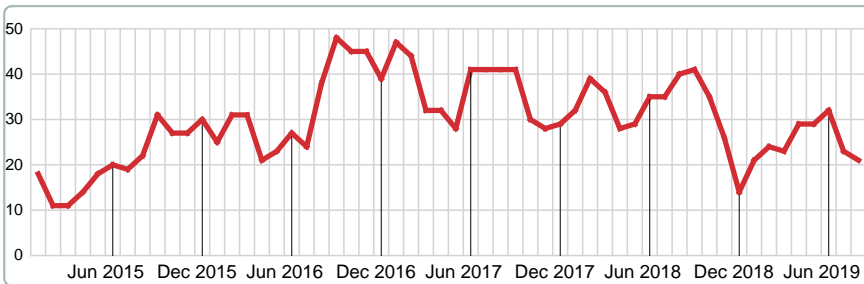
END OF AUGUST



ACTIVE DURING AUGUST

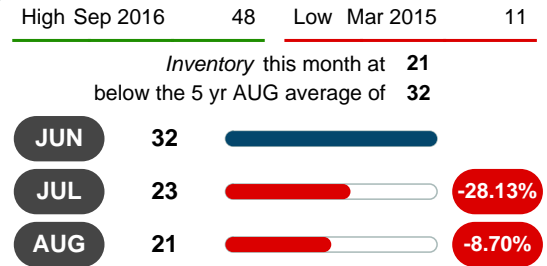


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 32



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less		0.00%	27.0	0	0	0	0
\$1-\$0		0.00%	27.0	0	0	0	0
\$1-\$0		0.00%	27.0	0	0	0	0
\$1-\$0		0.00%	27.0	0	0	0	0
\$1-\$0		0.00%	27.0	0	0	0	0
\$1-\$0		0.00%	27.0	0	0	0	0
\$1 and up		100.00%	27.0	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
Median Active Inventory Listing Price			\$1,300	\$1,300	\$1,038	\$1,408	\$0

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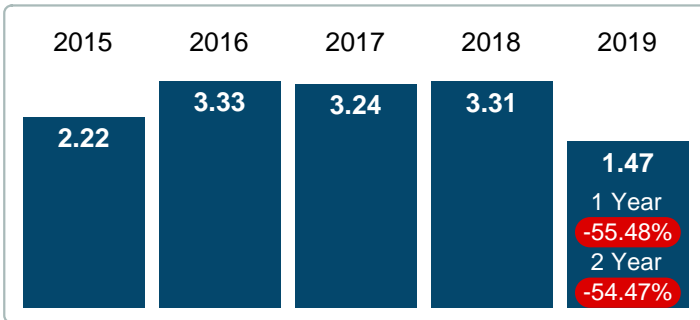
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



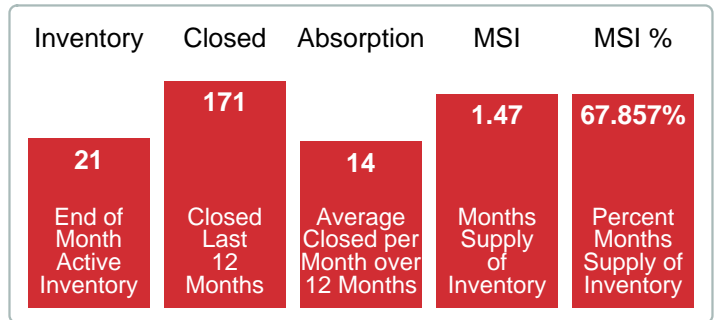
MONTHS SUPPLY of INVENTORY (MSI)

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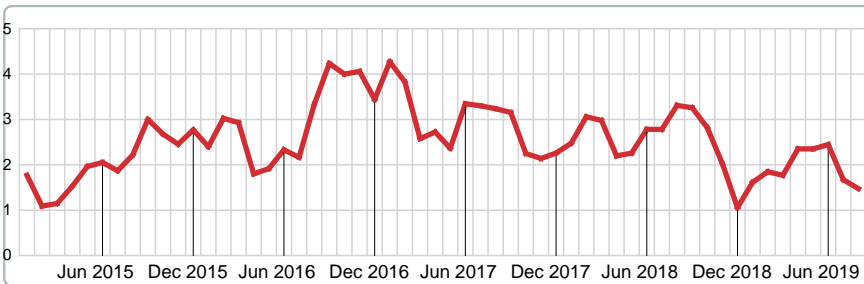
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

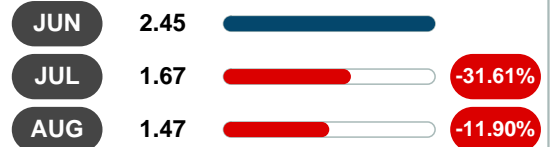


3 MONTHS

5 year AUG AVG = 2.71

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
		100%	1.47				
Total Active Inventory by Units			21	3	10	8	0

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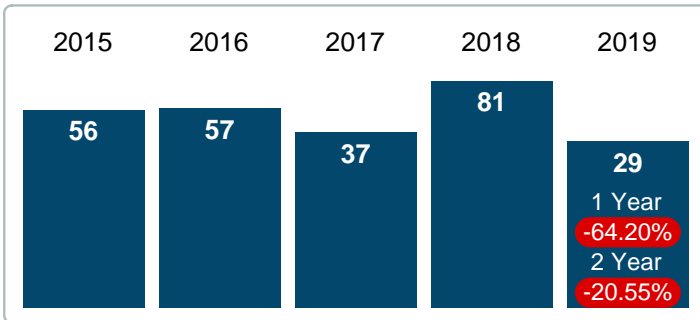
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



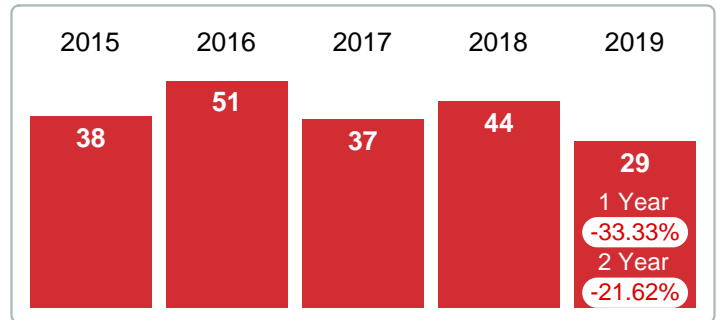
MEDIAN DAYS ON MARKET TO SALE

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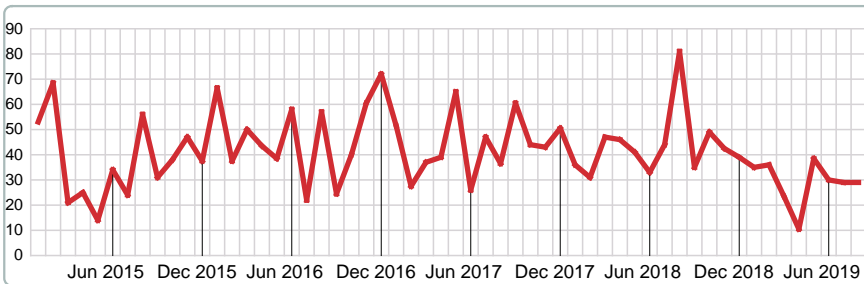
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

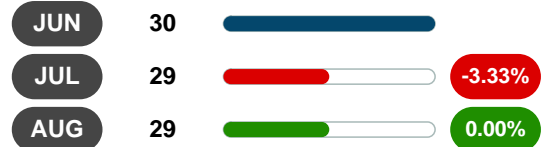


3 MONTHS

5 year AUG AVG = 52

High Aug 2018 81 Low Apr 2019 11

Median Days on Market to Sale this month at 29 below the 5 yr AUG average of 52



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	0	0.00%	27	0	0	0	0
\$1 \$0	0	0.00%	27	0	0	0	0
\$1 \$0	0	0.00%	27	0	0	0	0
\$1 \$0	0	0.00%	27	0	0	0	0
\$1 \$0	0	0.00%	27	0	0	0	0
\$1 \$0	0	0.00%	27	0	0	0	0
\$1 and up	16	100.00%	29	45	21	54	0
Median Closed DOM			29	45	21	54	0
Total Closed Units		100%	29.0	2	9	5	
Total Closed Volume			18,640	2,140	10.01K	6,495	0.00B

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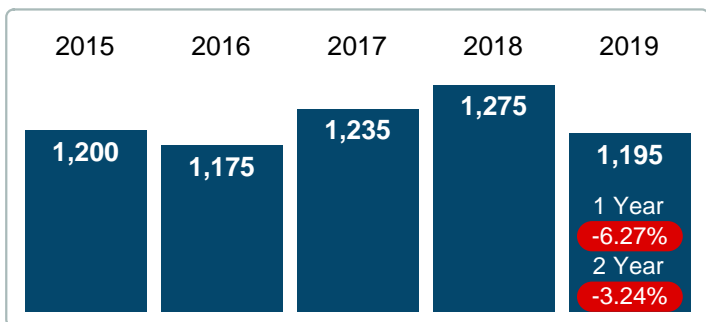
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



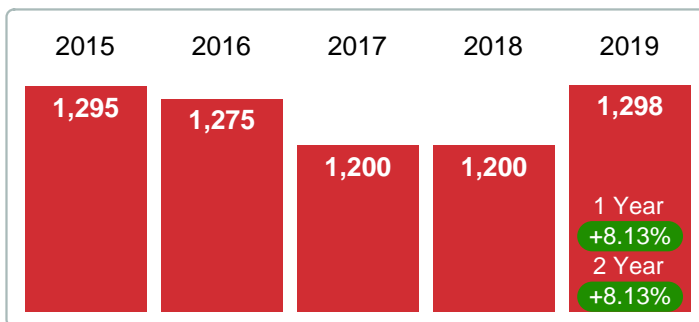
MEDIAN LIST PRICE AT CLOSING

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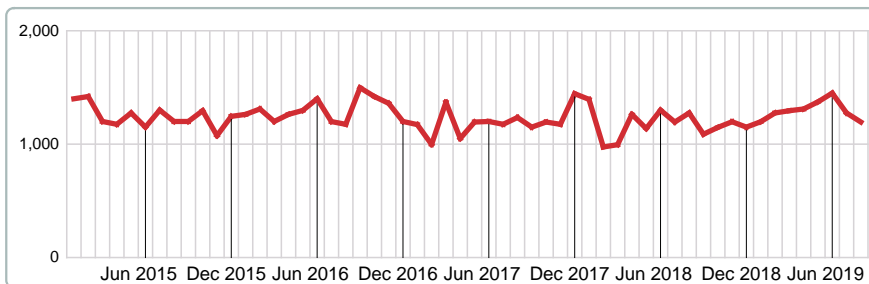
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

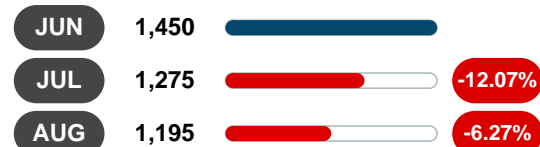


3 MONTHS

5 year AUG AVG = 1,216

High Sep 2016 1,498 Low Feb 2018 975

Median List Price at Closing this month at 1,195 below the 5 yr AUG average of 1,216



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%	29	0	0	0	0
\$1 \$0	0	0.00%	29	0	0	0	0
\$1 \$0	0	0.00%	29	0	0	0	0
\$1 \$0	0	0.00%	29	0	0	0	0
\$1 \$0	0	0.00%	29	0	0	0	0
\$1 \$0	0	0.00%	29	0	0	0	0
\$1 and up	16	100.00%	1,195	1,070	1,025	1,400	0
Median List Price			1,195	1,070	1,025	1,400	0
Total Closed Units		100%	1,195	2	9	5	
Total Closed Volume			18,735	2,140	10.01K	6,590	0.00B

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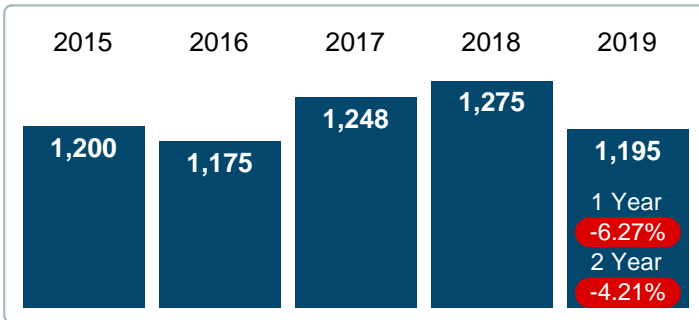
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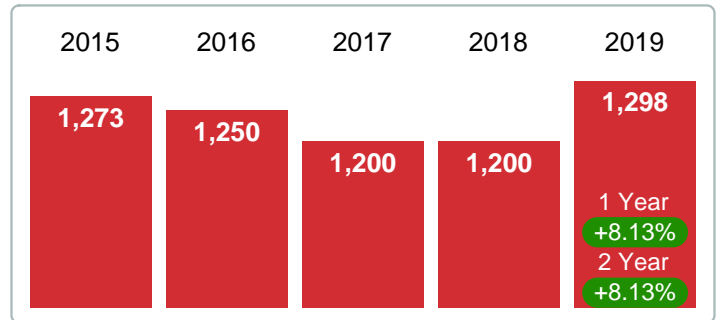
MEDIAN SOLD PRICE AT CLOSING

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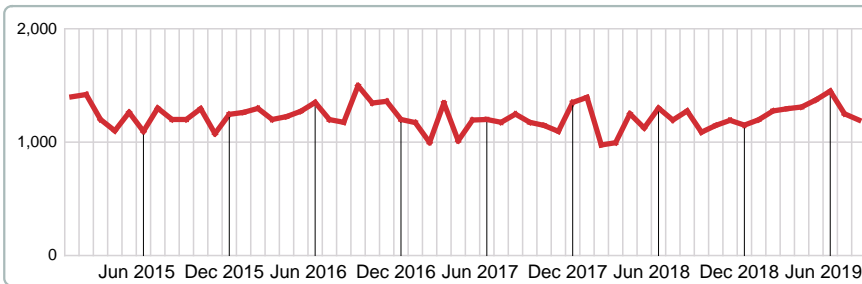
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

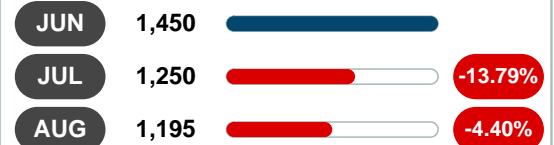


3 MONTHS

5 year AUG AVG = 1,219

High Sep 2016 1,498 Low Feb 2018 975

Median Sold Price at Closing this month at 1,195 below the 5 yr AUG average of 1,219



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%	1,195	0	0	0	0
\$1 \$0	0	0.00%	1,195	0	0	0	0
\$1 \$0	0	0.00%	1,195	0	0	0	0
\$1 \$0	0	0.00%	1,195	0	0	0	0
\$1 \$0	0	0.00%	1,195	0	0	0	0
\$1 \$0	0	0.00%	1,195	0	0	0	0
\$1 and up	16	100.00%	1,195	1,070	1,025	1,400	0
Median Sold Price			1,195	1,070	1,025	1,400	0
Total Closed Units		100%	1,195	2	9	5	
Total Closed Volume			18,640	2,140	10.01K	6,495	0.00B

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

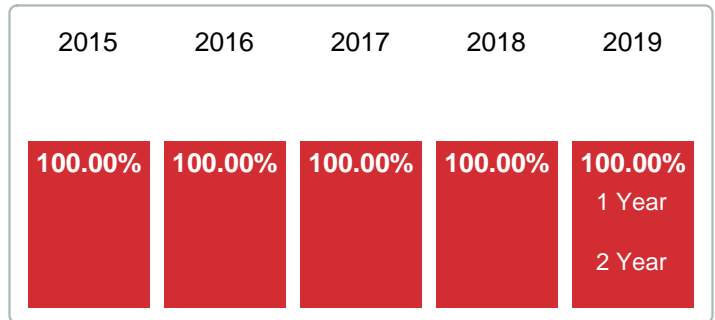
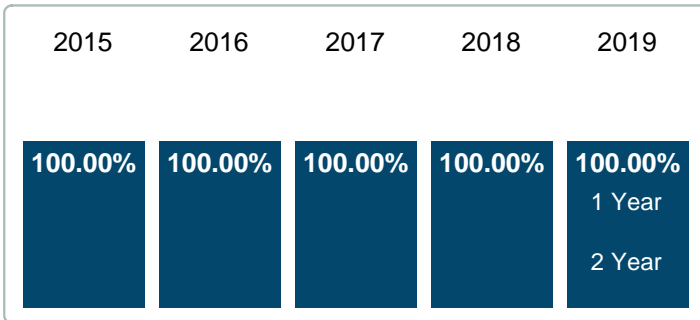


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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AUGUST

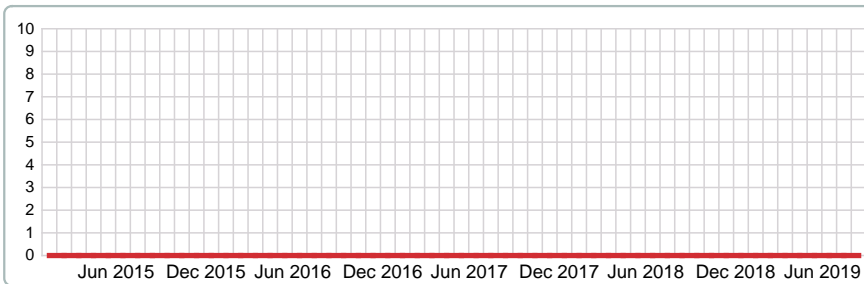
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

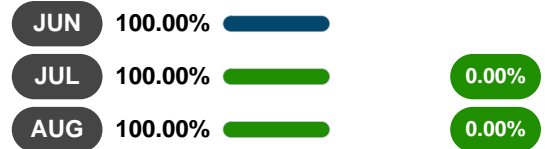
3 MONTHS

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%	1,195.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,195.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,195.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,195.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,195.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,195.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	16	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		16	100%	2	9	5	
Total Closed Volume		18,640		2,140	10.01K	6,495	0.00B

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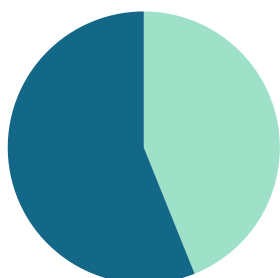
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -
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MARKET SUMMARY

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

INVENTORY

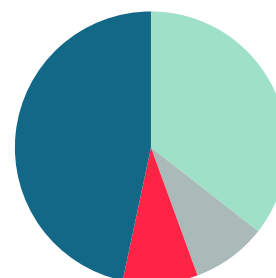


Inventory
 New Listings
18 = 43.90%
 Start Inventory
23
 Total Inventory Units
41
 Volume
\$50,390

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%
Median List Price	1,275	1,195	-6.27%	1,200	1,298	8.13%
Median Sale Price	1,275	1,195	-6.27%	1,200	1,298	8.13%
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	81.00	29.00	-64.20%	43.50	29.00	-33.33%
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

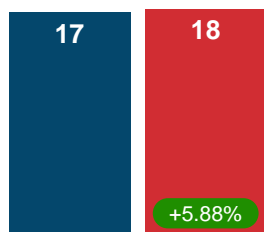
Inventory on August 31, 2019 = **21**

2018 **2019**

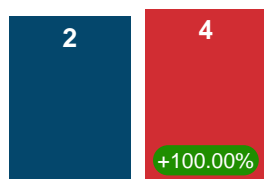
AUGUST MARKET

MEDIAN PRICES

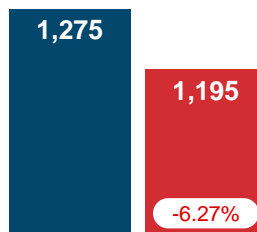
New Listings



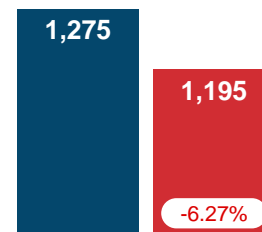
Pending Listings



List Price



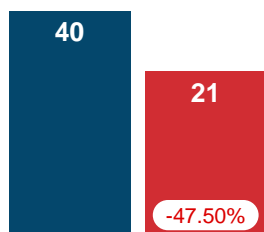
Sale Price



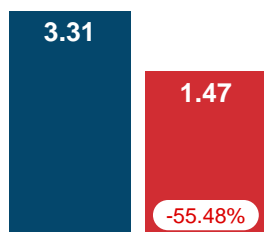
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

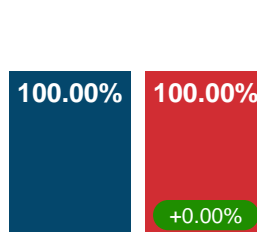
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

