

August 2019



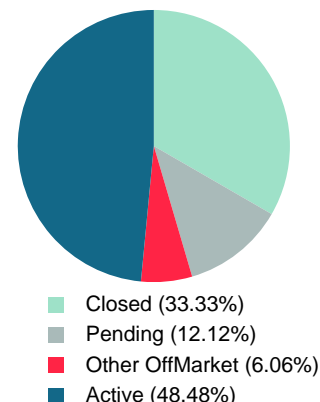
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	8	11	37.50%
Pending Listings	2	4	100.00%
New Listings	10	11	10.00%
Average List Price	1,758	1,707	-2.92%
Average Sale Price	1,749	1,698	-2.95%
Average Percent of Selling Price to List Price	99.50%	99.60%	0.10%
Average Days on Market to Sale	62.25	43.91	-29.46%
End of Month Inventory	17	16	-5.88%
Months Supply of Inventory	2.06	1.79	-12.92%



Absorption: Last 12 months, an Average of **9** Sales/Month
Active Inventory as of August 31, 2019 = **16**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **5.88%** to 16 existing homes available for sale. Over the last 12 months this area has had an average of 9 closed sales per month. This represents an unsold inventory index of **1.79** 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 **2.95%** in August 2019 to \$1,698 versus the previous year at \$1,749.

Average Days on Market Shortens

The average number of **43.91** days that homes spent on the market before selling decreased by 18.34 days or **29.46%** in August 2019 compared to last year's same month at **62.25** 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 11 New Listings in August 2019, up **10.00%** from last year at 10. Furthermore, there were 11 Closed Listings this month versus last year at 8, a **37.50%** increase.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, August 2018, at **80.0%**, a **25.00%** 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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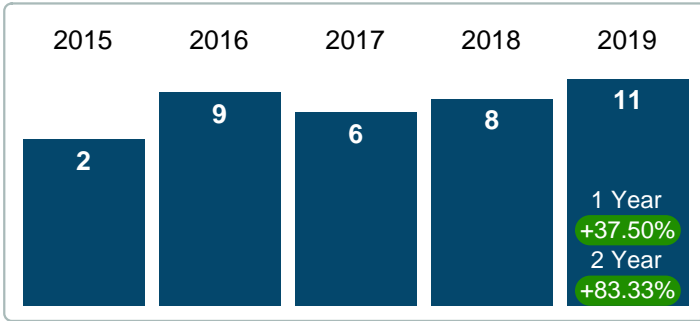
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



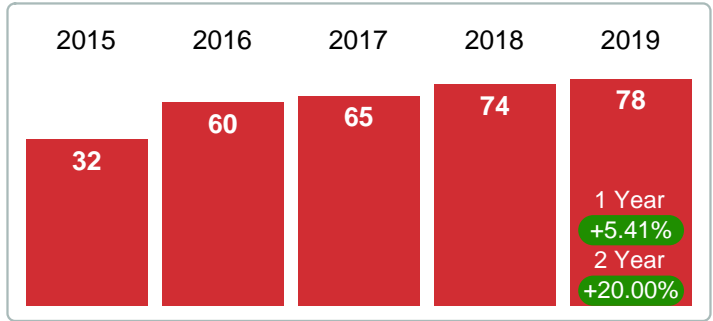
CLOSED LISTINGS

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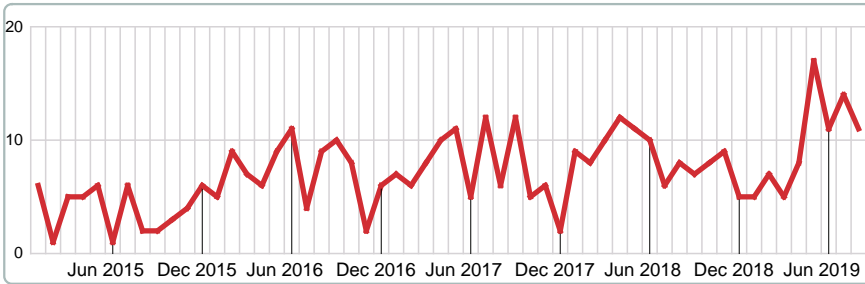
AUGUST



YEAR TO DATE (YTD)

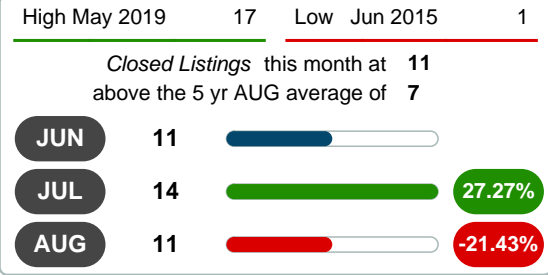


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 7



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%	43.9	0	6	5	0
Total Closed Units	11			0	6	5	0
Total Closed Volume	18,675	100%	43.9	0.00B	9,165	9,510	0.00B
Average Closed Price	\$1,698			\$0	\$1,528	\$1,902	\$0

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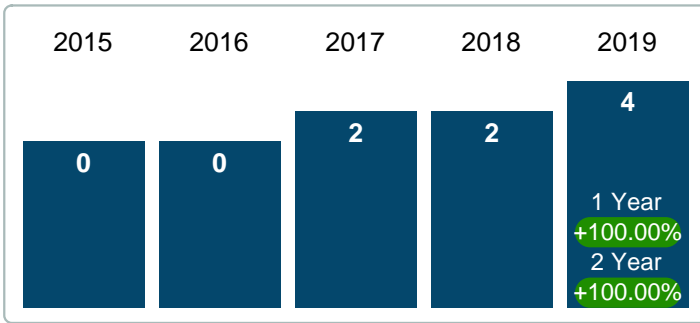
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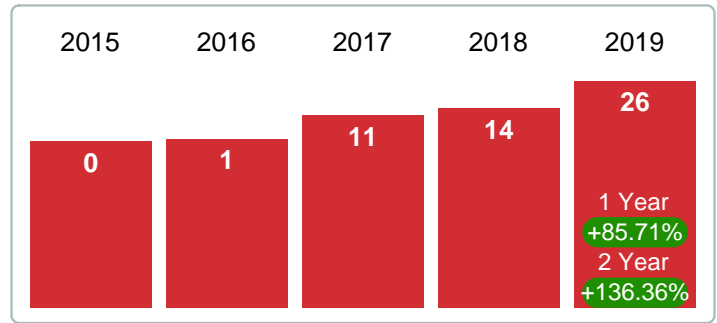
PENDING LISTINGS

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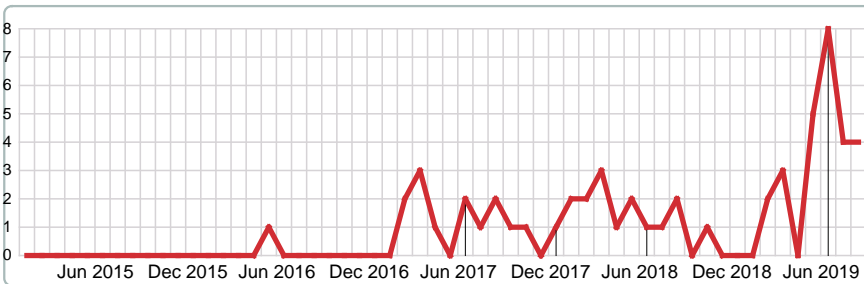
AUGUST



YEAR TO DATE (YTD)

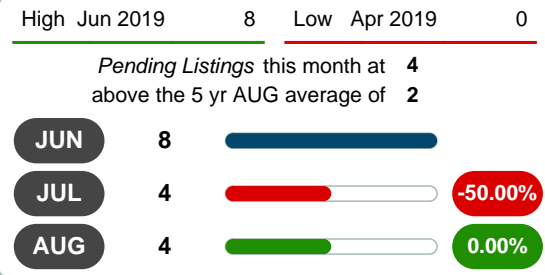


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	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%	16.3	0	1	2	1
Total Pending Units	4			0	1	2	1
Total Pending Volume	5,940	100%	20.7	0.00B	1,450	3,240	1,250
Average Listing Price	\$1,563			\$0	\$1,450	\$1,620	\$1,250

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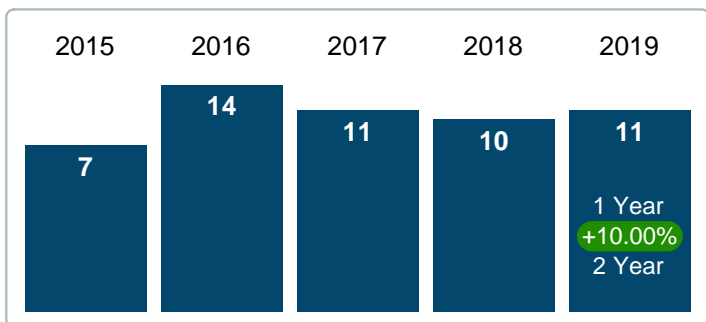
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



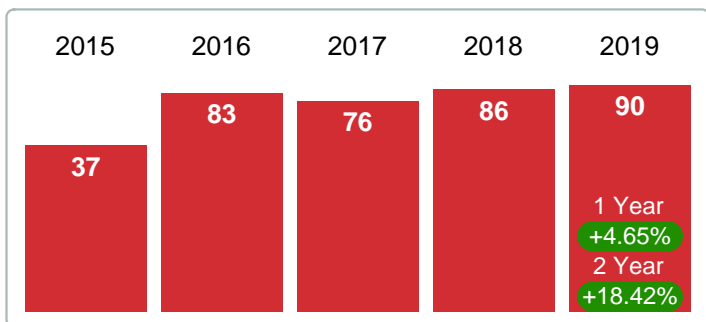
NEW LISTINGS

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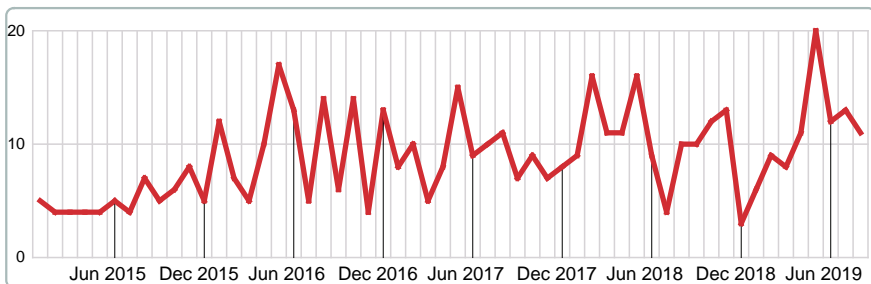
AUGUST



YEAR TO DATE (YTD)

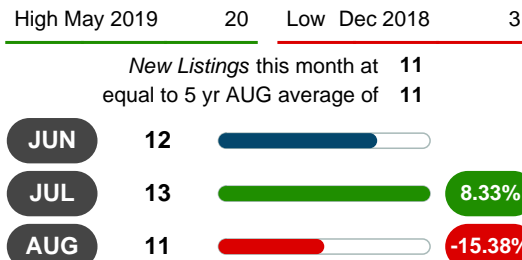


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 11



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	11	100.00%	0	6	3	2
Total New Listed Units	11		0	6	3	2
Total New Listed Volume	17,970	100%	0.00B	9,430	4,590	3,950
Average New Listed Listing Price	\$1,383		\$0	\$1,572	\$1,530	\$1,975

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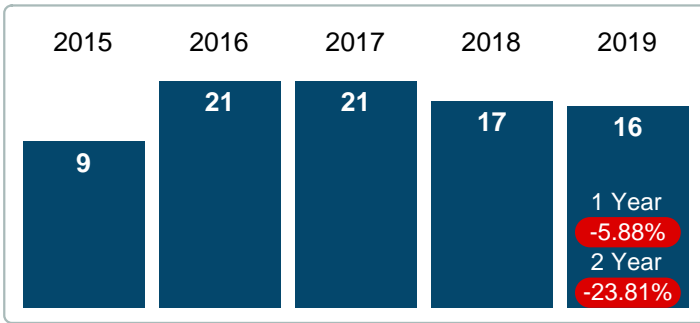
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



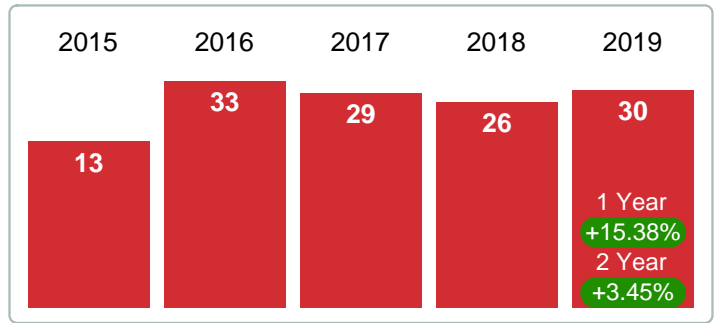
ACTIVE INVENTORY

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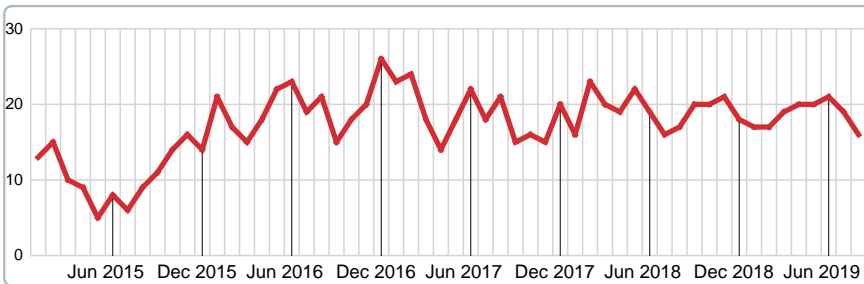
END OF AUGUST



ACTIVE DURING AUGUST

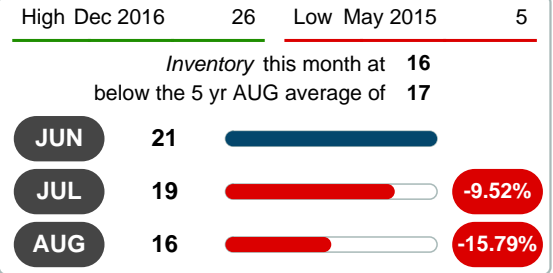


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 17



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less		0.00%	0.0	0	0	0	0
\$1-\$0		0.00%	0.0	0	0	0	0
\$1-\$0		0.00%	0.0	0	0	0	0
\$1-\$0		0.00%	0.0	0	0	0	0
\$1-\$0		0.00%	0.0	0	0	0	0
\$1-\$0		0.00%	0.0	0	0	0	0
\$1 and up		100.00%	46.4	0	10	4	2
Total Active Inventory by Units			16	0	10	4	2
Total Active Inventory by Volume			28,745	0.00B	17.07K	6,085	5,595
Average Active Inventory Listing Price			\$1,797	\$0	\$1,707	\$1,521	\$2,798

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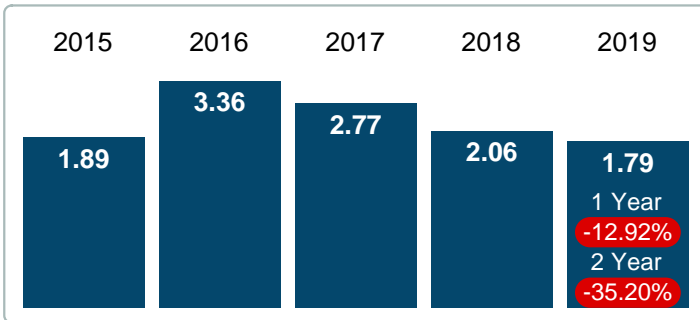
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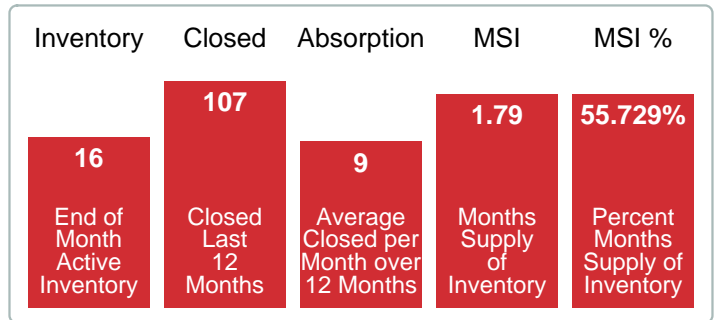
MONTHS SUPPLY of INVENTORY (MSI)

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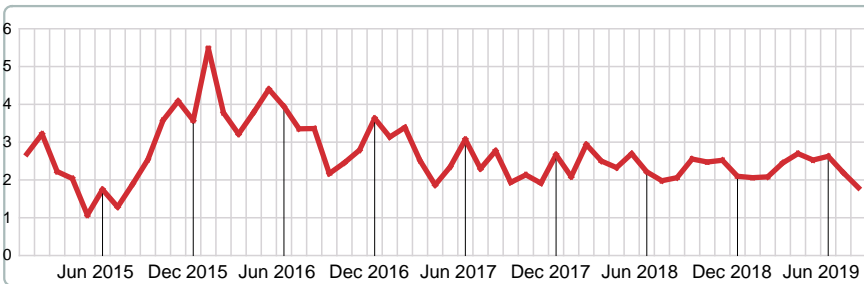
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

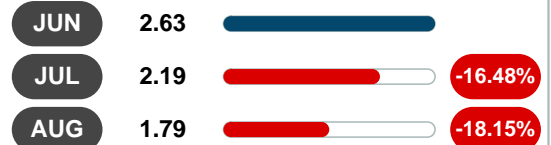


3 MONTHS

5 year AUG AVG = 2.38

High Jan 2016 5.48 Low May 2015 1.07

Months Supply this month at 1.79 below the 5 yr AUG average of 2.38



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	16	100.00%	1.79	0.00	1.82	1.55	2.67
Market Supply of Inventory (MSI)			1.79	0.00	1.82	1.55	2.67
Total Active Inventory by Units		100%	1.79	0	10	4	2

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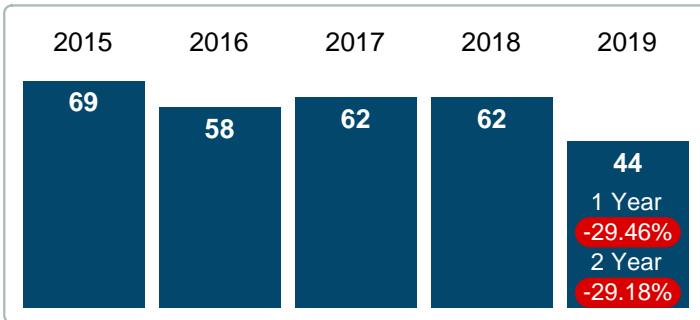
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



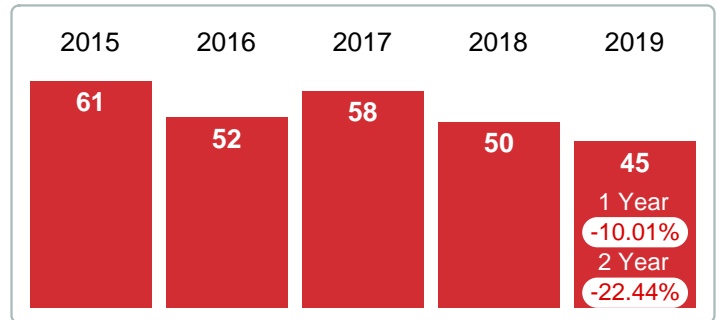
AVERAGE DAYS ON MARKET TO SALE

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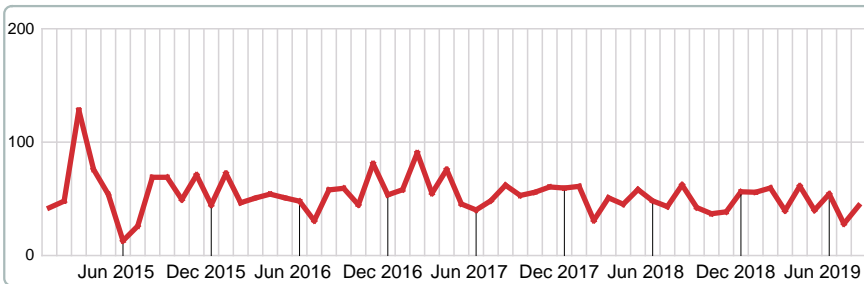
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 59

High Mar 2015 128 Low Jun 2015 13

Average Days on Market to Sale this month at 44 below the 5 yr AUG average of 59



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%	44	0	35	55	0
Average Closed DOM			44	0	35	55	0
Total Closed Units		100%	44		6	5	
Total Closed Volume			18,675	0.00B	9,165	9,510	0.00B

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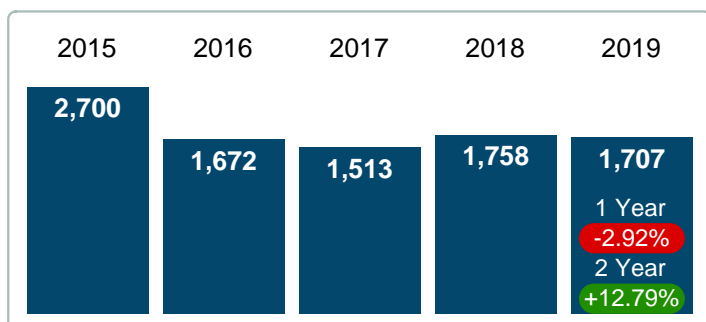
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



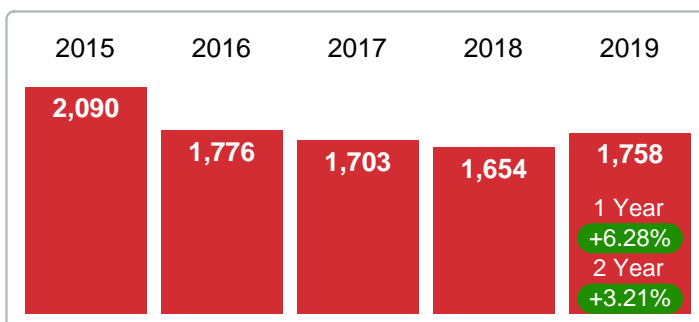
AVERAGE LIST PRICE AT CLOSING

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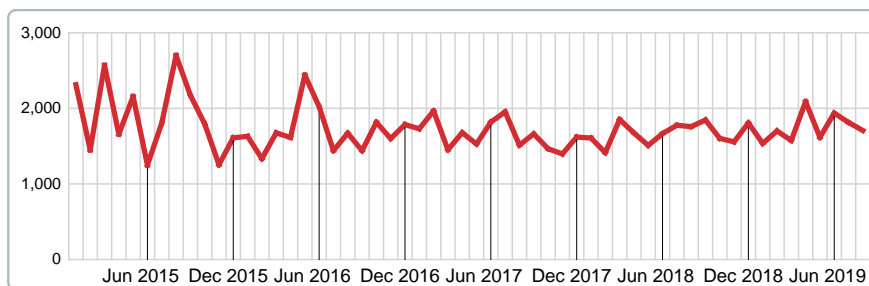
AUGUST



YEAR TO DATE (YTD)

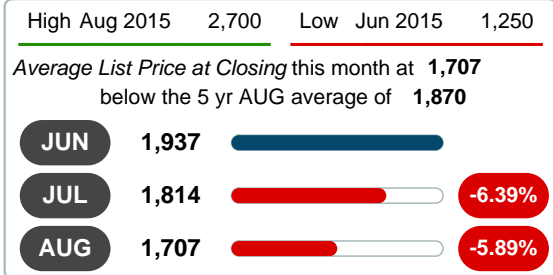


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,870



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	11	100.00%	1,707	0	1,528	1,922	0
Average List Price			1,707	0	1,528	1,922	0
Total Closed Units		100%	1,707		6	5	
Total Closed Volume			18,775	0.00B	9,165	9,610	0.00B

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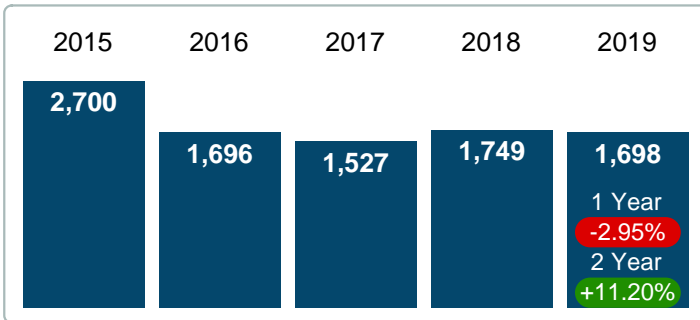
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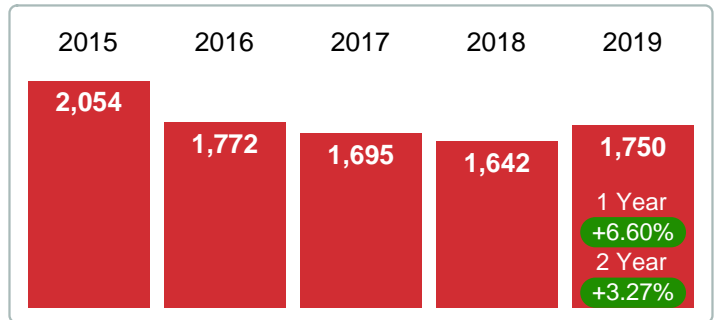
AVERAGE SOLD PRICE AT CLOSING

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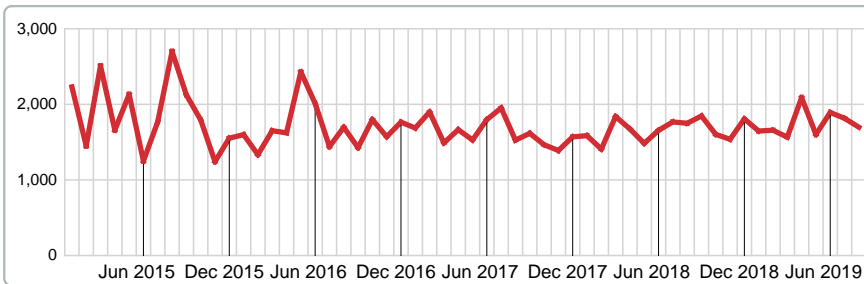
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

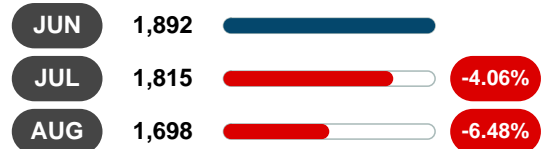


3 MONTHS

5 year AUG AVG = 1,874

High Aug 2015 2,700 Low Nov 2015 1,243

Average Sold Price at Closing this month at 1,698 below the 5 yr AUG average of 1,874



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%	1,698	0	1,528	1,902	0
Average Sold Price			1,698	0	1,528	1,902	0
Total Closed Units		100%	1,698		6	5	
Total Closed Volume			18,675	0.00B	9,165	9,510	0.00B

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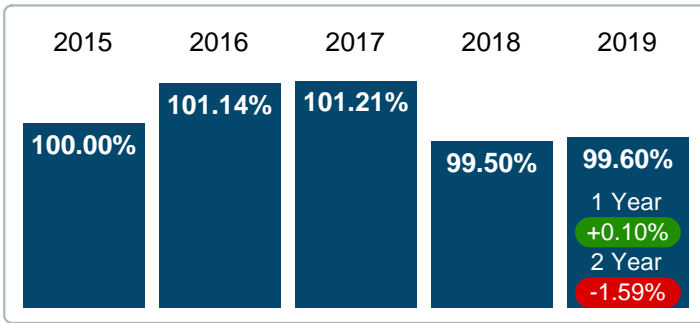
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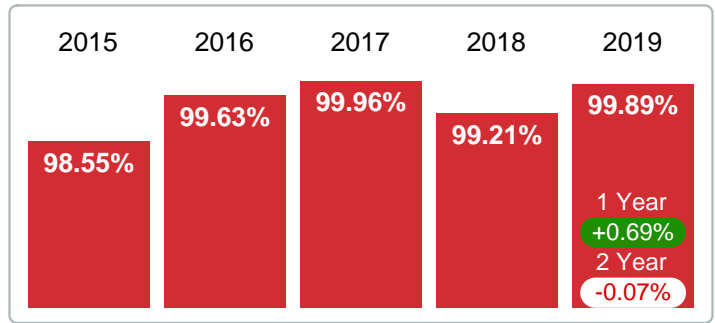
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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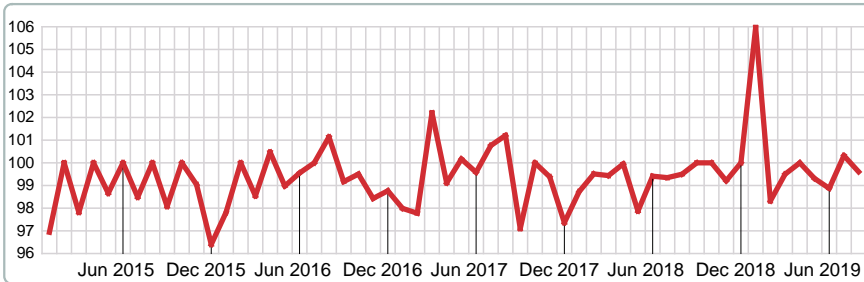
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

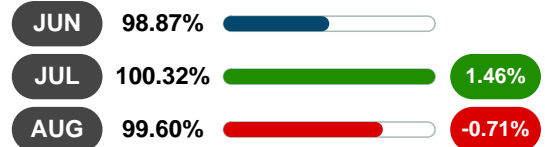


3 MONTHS

5 year AUG AVG = 100.29%

High Jan 2019 105.97% Low Dec 2015 96.40%

Average Sold/List Ratio this month at **99.60%** equal to 5 yr AUG average of **100.29%**



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%	99.60%	0.00%	100.00%	99.13%	0.00%
Average Sold/List Ratio		99.60%		0.00%	100.00%	99.13%	0.00%
Total Closed Units		11	100%		6	5	
Total Closed Volume		18,675		0.00B	9,165	9,510	0.00B

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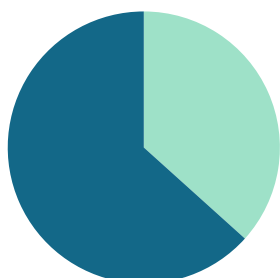
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MARKET SUMMARY

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INVENTORY

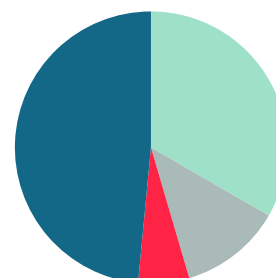


Inventory
 New Listings
11 = 36.67%
 Start Inventory
19
 Total Inventory Units
30
 Volume
\$52,620

Market Activity

Closed Sales
11 = 33.33%
 Pending Sales
4 = 12.12%
 Other Off Market
2 = 6.06%
 Active Inventory
16 = 48.48%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	8	11	37.50%	74	78	5.41%
Pending Sales	2	4	100.00%	14	26	85.71%
New Listings	10	11	10.00%	86	90	4.65%
Average List Price	1,758	1,707	-2.92%	1,654	1,758	6.28%
Average Sale Price	1,749	1,698	-2.95%	1,642	1,750	6.60%
Average Percent of Selling Price to List Price	99.50%	99.60%	0.10%	99.21%	99.89%	0.69%
Average Days on Market to Sale	62.25	43.91	-29.46%	50.38	45.33	-10.01%
Monthly Inventory	17	16	-5.88%	17	16	-5.88%
Months Supply of Inventory	2.06	1.79	-12.92%	2.06	1.79	-12.92%

Absorption: Last 12 months, an Average of 9 Sales/Month

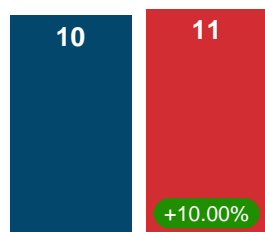
Inventory on August 31, 2019 = 16

2018 2019

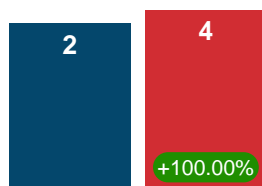
AUGUST MARKET

AVERAGE PRICES

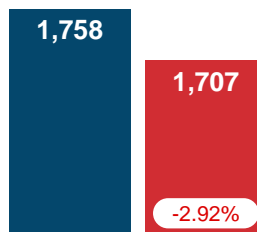
New Listings



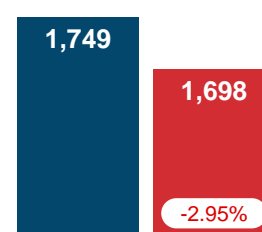
Pending Listings



List Price



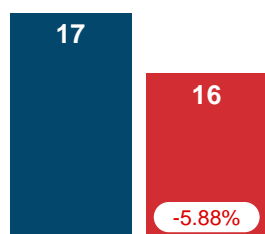
Sale Price



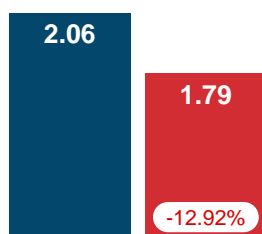
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

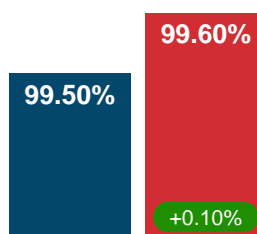
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

