

# July 2019



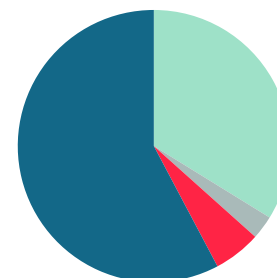
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing  
Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	34	24	-29.41%
Pending Listings	2	2	0.00%
New Listings	32	33	3.13%
Average List Price	1,349	1,345	-0.33%
Average Sale Price	1,348	1,340	-0.59%
Average Percent of Selling Price to List Price	99.95%	99.75%	-0.20%
Average Days on Market to Sale	38.15	28.46	-25.40%
End of Month Inventory	44	41	-6.82%
Months Supply of Inventory	1.99	1.72	-13.66%



■ Closed (33.80%)  
■ Pending (2.82%)  
■ Other OffMarket (5.63%)  
■ Active (57.75%)

**Absorption:** Last 12 months, an Average of **24** Sales/Month  
**Active Inventory** as of July 31, 2019 = **41**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2019 decreased **6.82%** to 41 existing homes available for sale. Over the last 12 months this area has had an average of 24 closed sales per month. This represents an unsold inventory index of **1.72** 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 **0.59%** in July 2019 to \$1,340 versus the previous year at \$1,348.

#### Average Days on Market Shortens

The average number of **28.46** days that homes spent on the market before selling decreased by 9.69 days or **25.40%** in July 2019 compared to last year's same month at **38.15** DOM.

#### Sales Success for July 2019 is Positive

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

There were 33 New Listings in July 2019, up **3.13%** from last year at 32. Furthermore, there were 24 Closed Listings this month versus last year at 34, a **-29.41%** decrease.

Closed versus Listed trends yielded a **72.7%** ratio, down from previous year's, July 2018, at **106.3%**, a **31.55%** downswing. 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

# July 2019



Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing  
Property Type

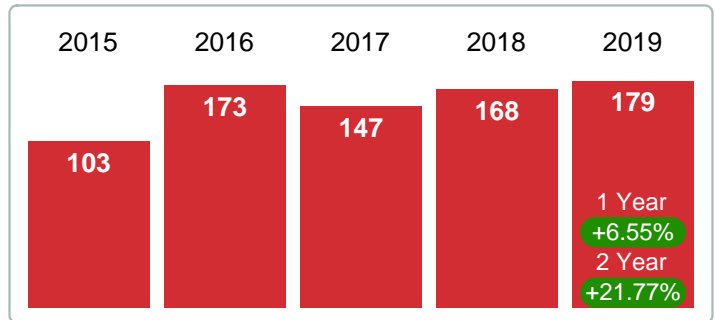
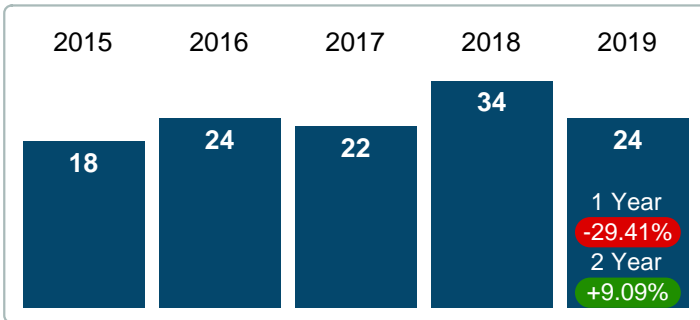


## CLOSED LISTINGS

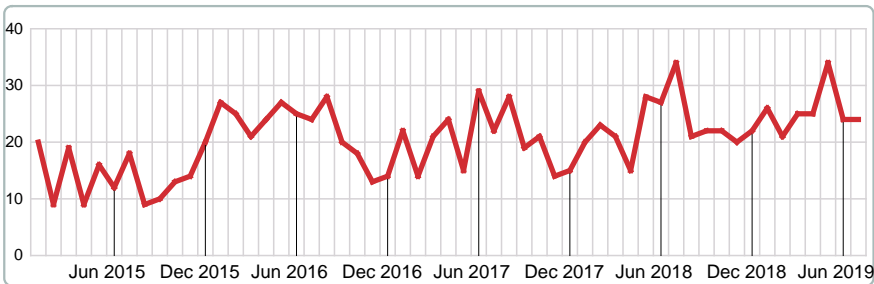
Report produced on Aug 12, 2019 for MLS Technology Inc.

### JULY

### YEAR TO DATE (YTD)

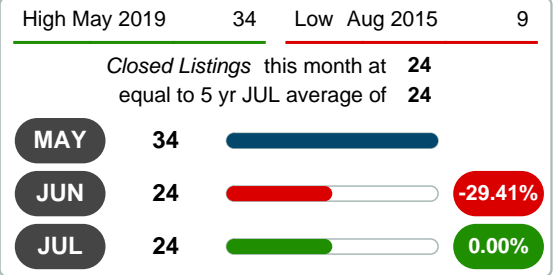


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 24



### 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	24	100.00%	28.5	2	18	3	1
<b>Total Closed Units</b>	<b>24</b>			<b>2</b>	<b>18</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>32,170</b>	<b>100%</b>	<b>28.5</b>	<b>3,350</b>	<b>22.67K</b>	<b>4,385</b>	<b>1,765</b>
<b>Average Closed Price</b>	<b>\$1,340</b>			<b>\$1,675</b>	<b>\$1,259</b>	<b>\$1,462</b>	<b>\$1,765</b>

# July 2019



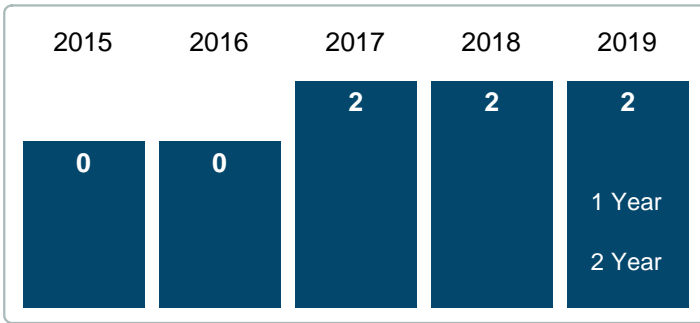
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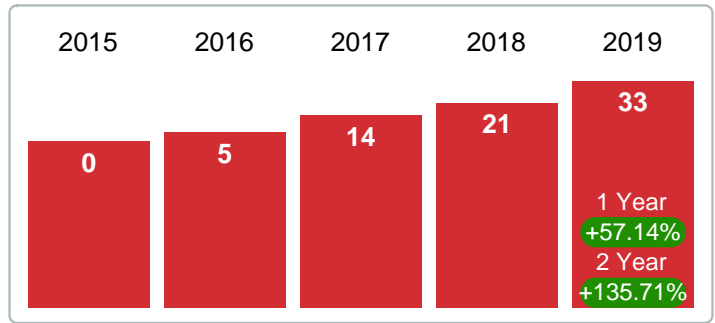
## PENDING LISTINGS

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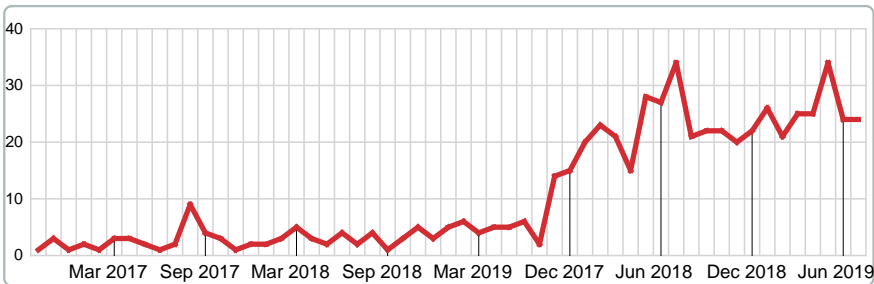
### JULY



### YEAR TO DATE (YTD)

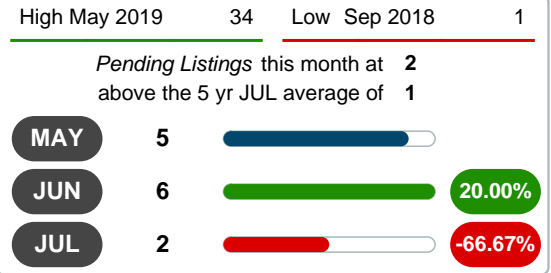


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1



### 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	2	100.00%	21.5	0	2	0	0
<b>Total Pending Units</b>	<b>2</b>			<b>0</b>	<b>2</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>2,400</b>	<b>100%</b>	<b>18.0</b>	<b>0.00B</b>	<b>2,400</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,000</b>			<b>\$0</b>	<b>\$1,200</b>	<b>\$0</b>	<b>\$0</b>

# July 2019



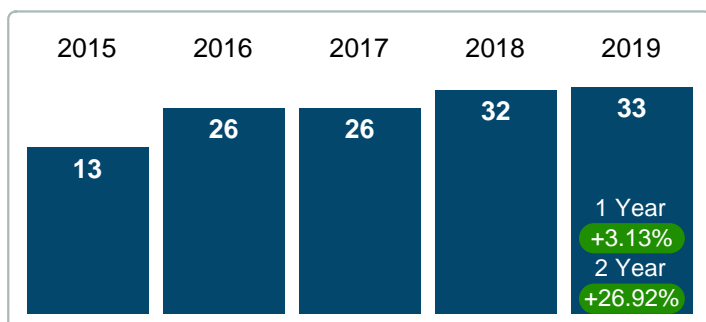
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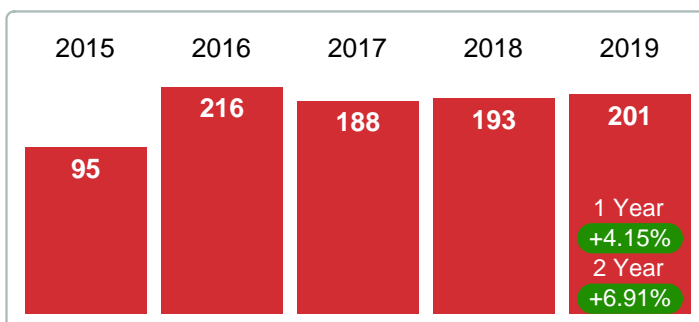
## NEW LISTINGS

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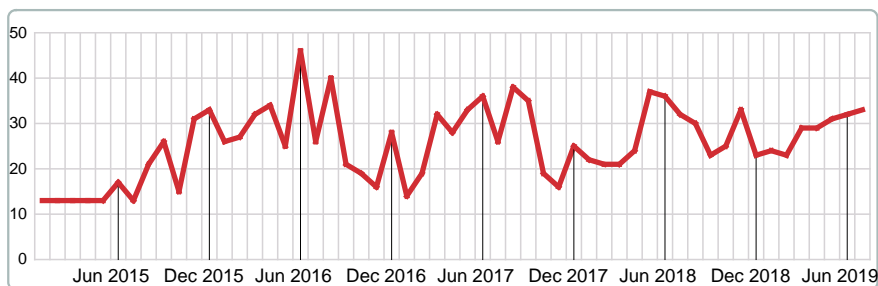
### JULY



### YEAR TO DATE (YTD)

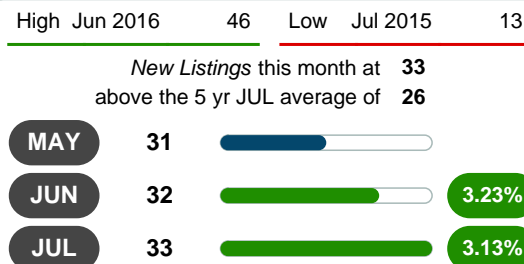


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 26



### 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	33	100.00%	2	22	8	1
<b>Total New Listed Units</b>	<b>33</b>		<b>2</b>	<b>22</b>	<b>8</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>46,810</b>	<b>100%</b>	<b>3,250</b>	<b>28.17K</b>	<b>13.40K</b>	<b>1,995</b>
<b>Average New Listed Listing Price</b>	<b>\$1,424</b>		<b>\$1,625</b>	<b>\$1,280</b>	<b>\$1,675</b>	<b>\$1,995</b>

# July 2019



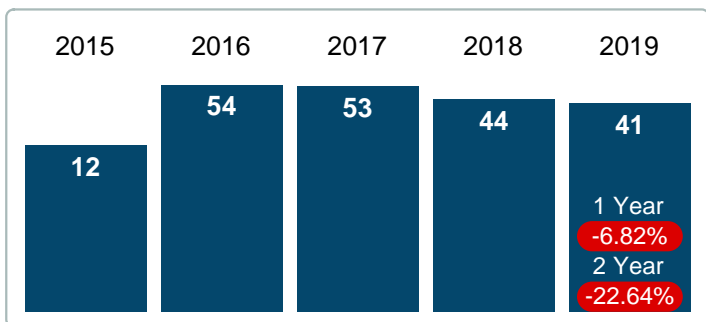
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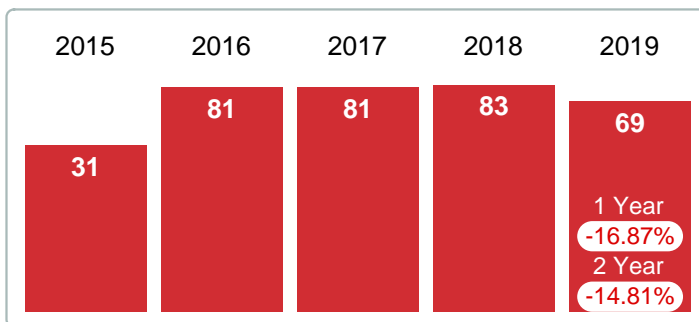
## ACTIVE INVENTORY

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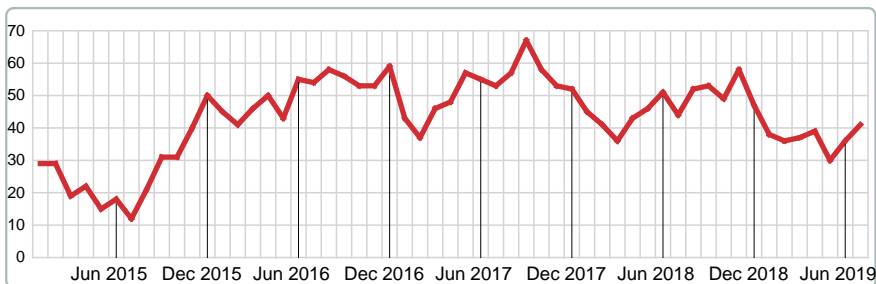
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

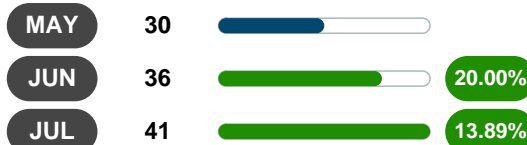


### 3 MONTHS

5 year JUL AVG = 41

High Sep 2017 67 Low Jul 2015 12

Inventory this month at 41  
equal to 5 yr JUL average of 41



### 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	41	100.00%	30.2	2	23	14	2
Total Active Inventory by Units			41	2	23	14	2
Total Active Inventory by Volume			59,430	1,825	30.35K	22.47K	4,790
Average Active Inventory Listing Price			\$1,450	\$913	\$1,319	\$1,605	\$2,395

# July 2019



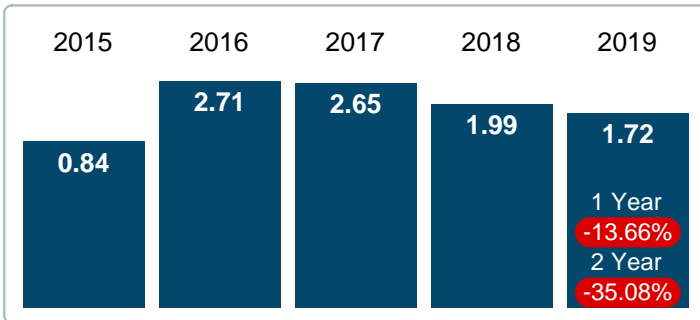
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing  
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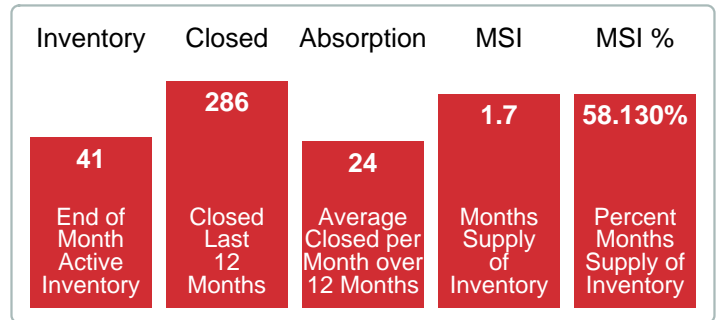
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 12, 2019 for MLS Technology Inc.

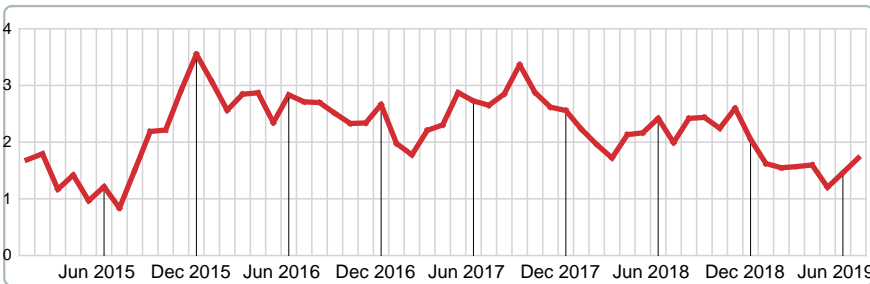
### MSI FOR JULY



### INDICATORS FOR JULY 2019

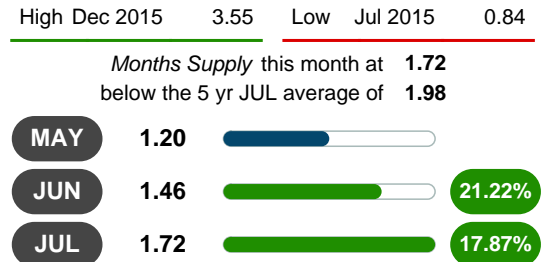


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1.98



### 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	41	100.00%	1.72	2.40	1.37	2.37	8.00
Market Supply of Inventory (MSI)			1.72	2.40	1.37	2.37	8.00
Total Active Inventory by Units		100%	1.72	2	23	14	2

# July 2019



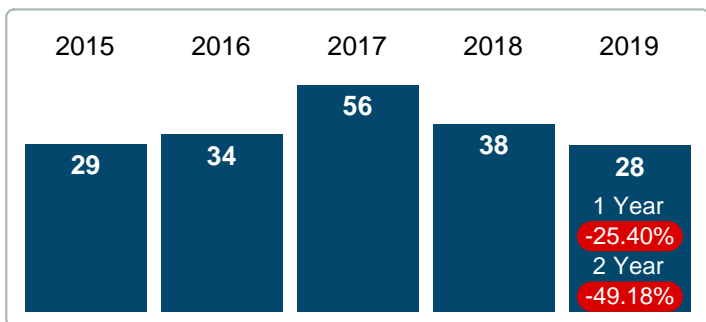
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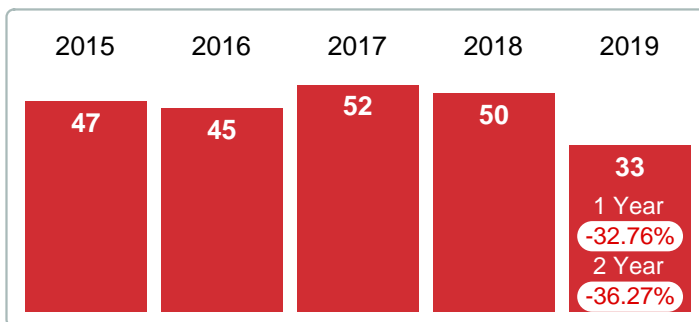
## AVERAGE DAYS ON MARKET TO SALE

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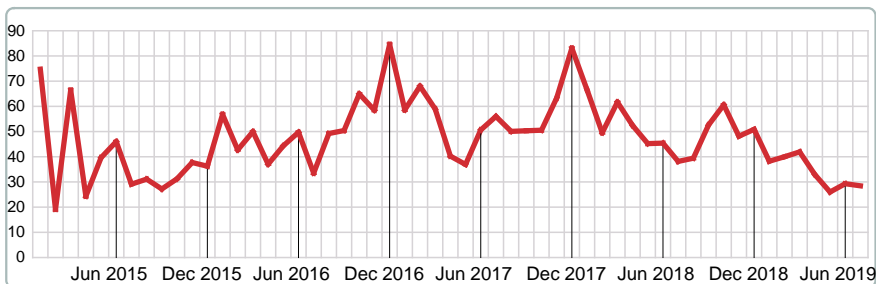
### JULY



### YEAR TO DATE (YTD)

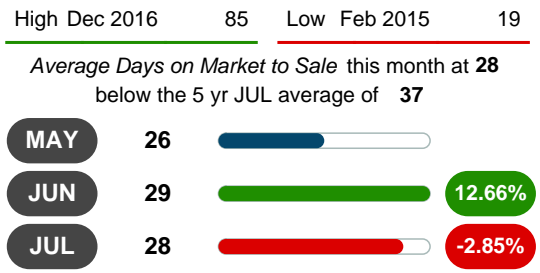


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 37



### 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	24	100.00%	28	13	30	26	43
Average Closed DOM	29			13	30	26	43
Total Closed Units	24	100%	28.5	2	18	3	1
Total Closed Volume	32,170			3,350	22.67K	4,385	1,765

# July 2019



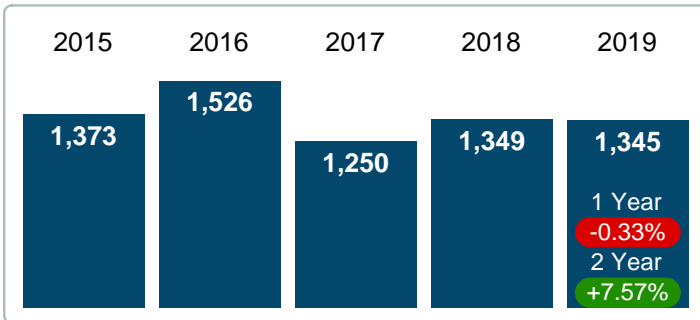
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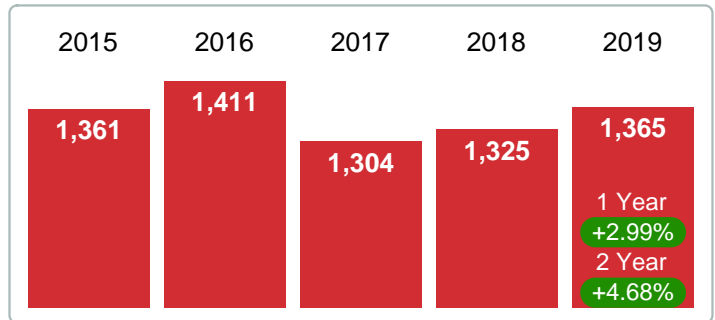
## AVERAGE LIST PRICE AT CLOSING

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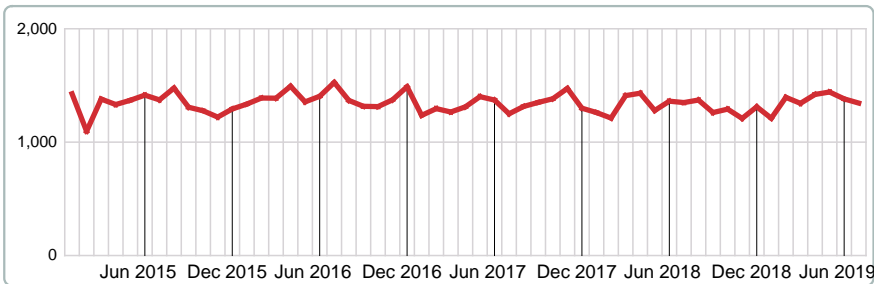
### JULY



### YEAR TO DATE (YTD)

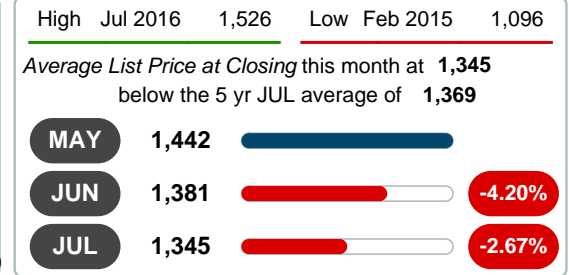


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,369



### 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	24	100.00%	1,345	1,675	1,265	1,462	1,765
Average List Price			1,345	1,675	1,265	1,462	1,765
Total Closed Units		100%	1,345	2	18	3	1
Total Closed Volume			32,270	3,350	22.77K	4,385	1,765



# July 2019



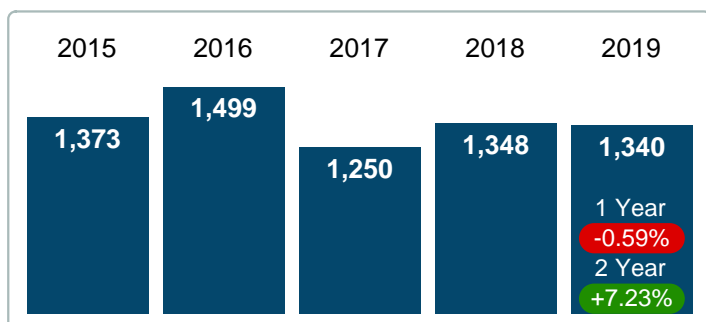
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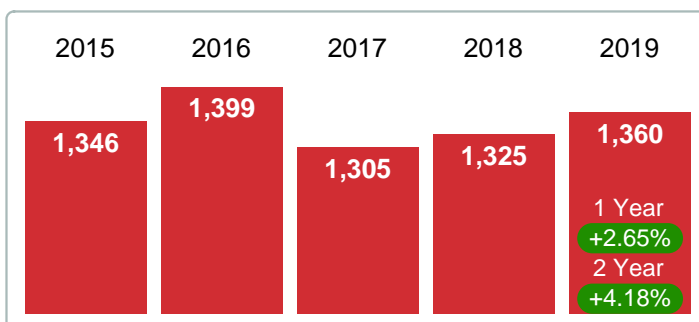
## AVERAGE SOLD PRICE AT CLOSING

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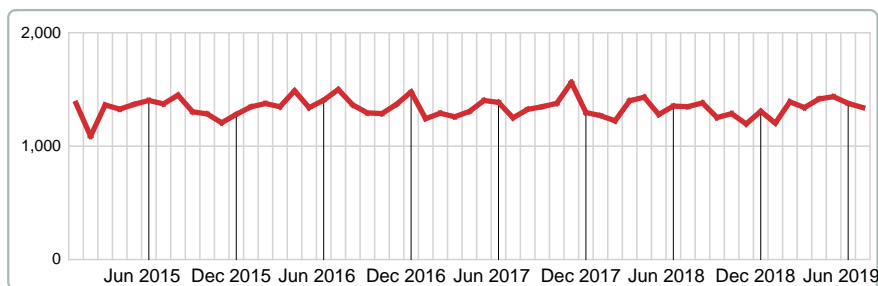
### JULY



### YEAR TO DATE (YTD)

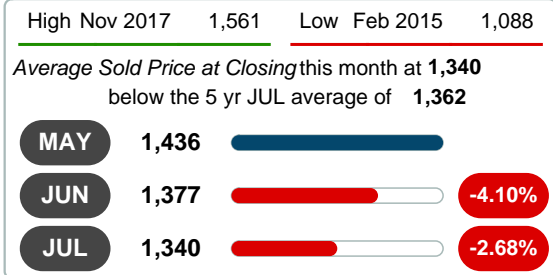


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,362



### 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	24	100.00%	1,340	1,675	1,259	1,462	1,765
Average Sold Price			1,340	1,675	1,259	1,462	1,765
Total Closed Units		100%	1,340	2	18	3	1
Total Closed Volume			32,170	3,350	22.67K	4,385	1,765

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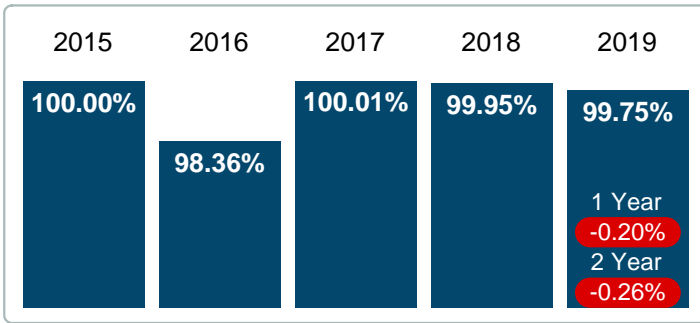
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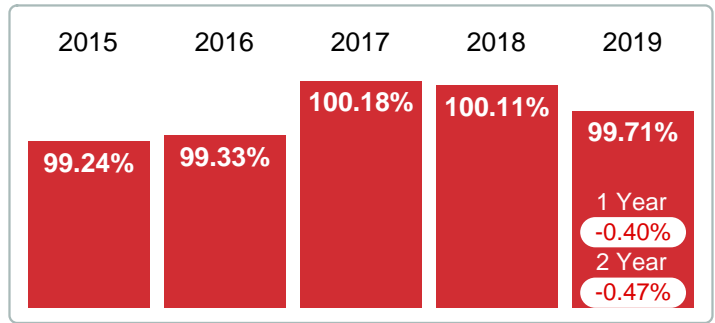
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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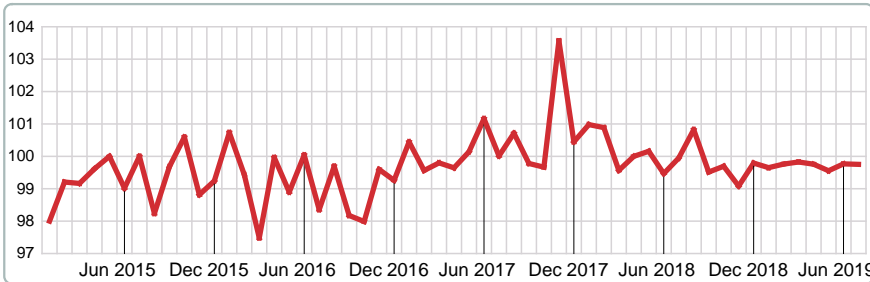
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

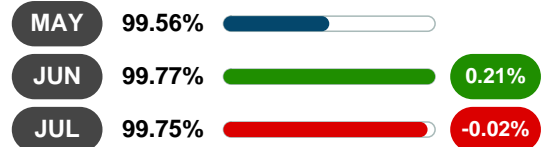


### 3 MONTHS

5 year JUL AVG = 99.61%

High Nov 2017 103.57% Low Mar 2016 97.48%

Average Sold/List Ratio this month at **99.75%**  
equal to 5 yr JUL average of **99.61%**



### 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	24	100.00%	99.75%	100.00%	99.67%	100.00%	100.00%
Average Sold/List Ratio		99.80%		100.00%	99.67%	100.00%	100.00%
Total Closed Units		24	100%	2	18	3	1
Total Closed Volume		32,170		3,350	22.67K	4,385	1,765

# July 2019



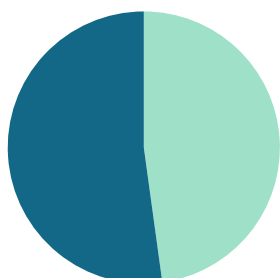
Area Delimited by School District Broken Arrow - Sch Dist (3) - Leasing Property Type



## MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

### INVENTORY

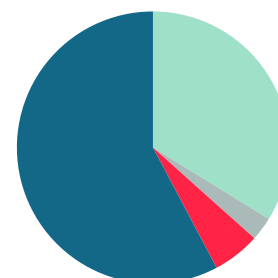


**Inventory**  
 New Listings  
**33 = 47.83%**  
 Start Inventory  
**36**  
 Total Inventory Units  
**69**  
 Volume  
**\$97,660**

### Market Activity

Closed Sales  
**24 = 33.80%**  
 Pending Sales  
**2 = 2.82%**  
 Other Off Market  
**4 = 5.63%**  
 Active Inventory  
**41 = 57.75%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	34	24	-29.41%	168	179	6.55%
Pending Sales	2	2	0.00%	21	33	57.14%
New Listings	32	33	3.13%	193	201	4.15%
Average List Price	1,349	1,345	-0.33%	1,325	1,365	2.99%
Average Sale Price	1,348	1,340	-0.59%	1,325	1,360	2.65%
Average Percent of Selling Price to List Price	99.95%	99.75%	-0.20%	100.11%	99.71%	-0.40%
Average Days on Market to Sale	38.15	28.46	-25.40%	49.64	33.38	-32.76%
Monthly Inventory	44	41	-6.82%	44	41	-6.82%
Months Supply of Inventory	1.99	1.72	-13.66%	1.99	1.72	-13.66%

**Absorption:** Last 12 months, an Average of **24** Sales/Month

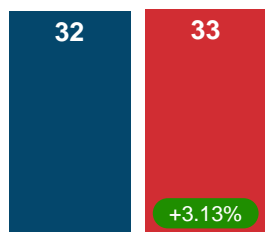
**Inventory** on July 31, 2019 = **41**

**2018** **2019**

### JULY MARKET

### AVERAGE PRICES

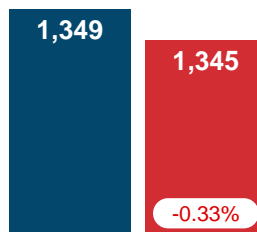
#### New Listings



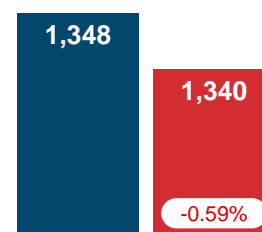
#### Pending Listings



#### List Price



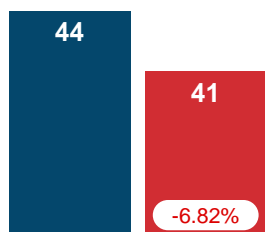
#### Sale Price



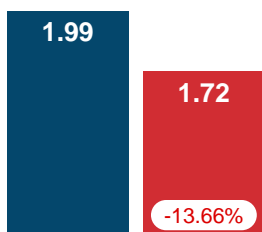
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

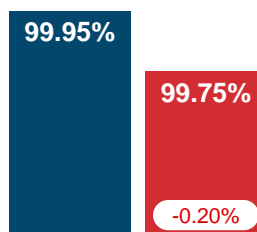
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

