

# July 2019



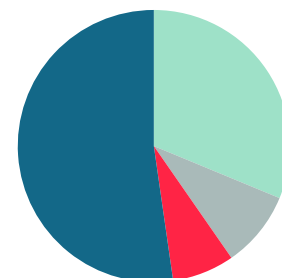
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	58	55	-5.17%
Pending Listings	10	16	60.00%
New Listings	65	72	10.77%
Average List Price	957	1,016	6.11%
Average Sale Price	952	1,011	6.23%
Average Percent of Selling Price to List Price	99.45%	99.83%	0.38%
Average Days on Market to Sale	46.03	33.64	-26.93%
End of Month Inventory	137	92	-32.85%
Months Supply of Inventory	3.06	1.74	-43.10%



■ Closed (31.25%)  
■ Pending (9.09%)  
■ Other OffMarket (7.39%)  
■ Active (52.27%)

**Absorption:** Last 12 months, an Average of **53** Sales/Month  
**Active Inventory** as of July 31, 2019 = **92**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2019 decreased **32.85%** 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 **1.74** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **6.23%** in July 2019 to \$1,011 versus the previous year at \$952.

#### Average Days on Market Shortens

The average number of **33.64** days that homes spent on the market before selling decreased by 12.40 days or **26.93%** in July 2019 compared to last year's same month at **46.03** DOM.

#### Sales Success for July 2019 is Positive

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

There were 72 New Listings in July 2019, up **10.77%** from last year at 65. Furthermore, there were 55 Closed Listings this month versus last year at 58, a **-5.17%** decrease.

Closed versus Listed trends yielded a **76.4%** ratio, down from previous year's, July 2018, at **89.2%**, a **14.39%** 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 Tulsa - Sch Dist (1) - Leasing Property Type

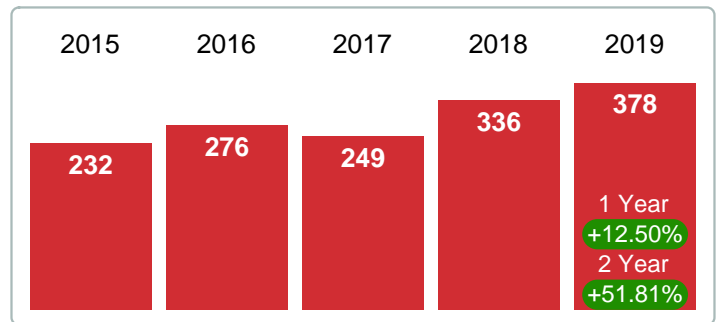
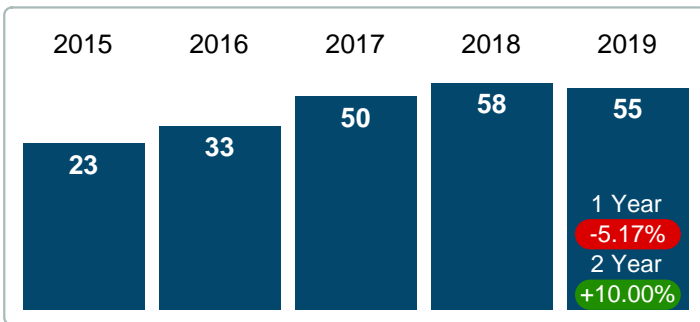


## CLOSED LISTINGS

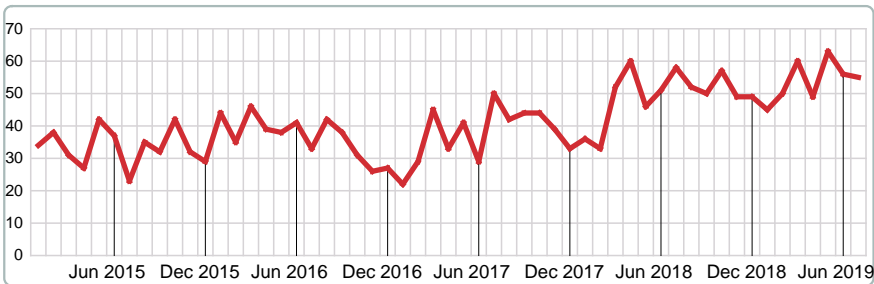
Report produced on Aug 12, 2019 for MLS Technology Inc.

### JULY

### YEAR TO DATE (YTD)

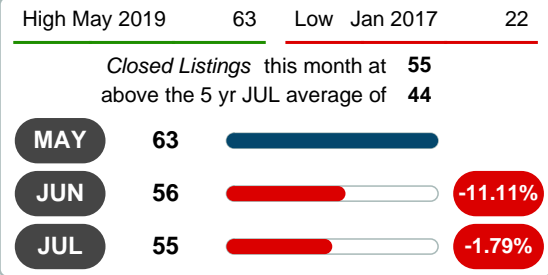


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 44



### 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	55	100.00%	33.6	20	32	3	0
<b>Total Closed Units</b>	<b>55</b>			<b>20</b>	<b>32</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>55,609</b>	<b>100%</b>	<b>33.6</b>	<b>17.71K</b>	<b>34.51K</b>	<b>3,390</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,011</b>			<b>\$885</b>	<b>\$1,079</b>	<b>\$1,130</b>	<b>\$0</b>

# July 2019



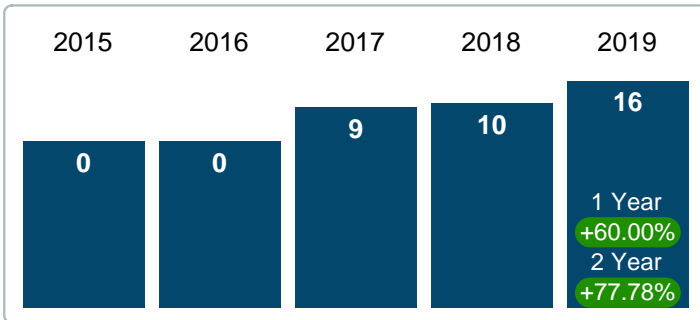
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



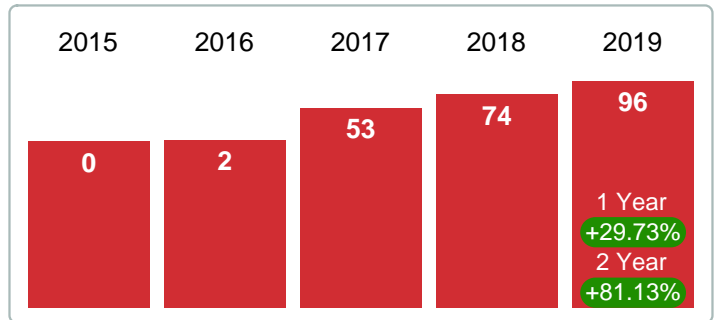
## PENDING LISTINGS

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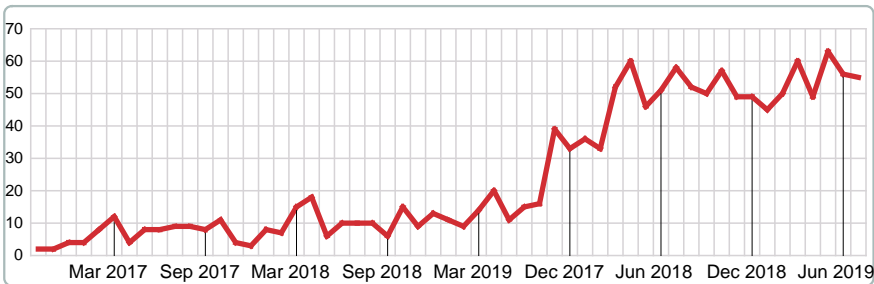
### JULY



### YEAR TO DATE (YTD)

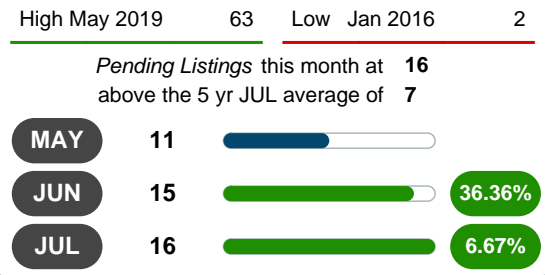


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 7



### 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	16	100.00%	38.0	6	9	1	0
<b>Total Pending Units</b>	<b>16</b>			<b>6</b>	<b>9</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>16,325</b>	<b>100%</b>	<b>19.0</b>	<b>4,040</b>	<b>8,285</b>	<b>4,000</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$969</b>			<b>\$673</b>	<b>\$921</b>	<b>\$4,000</b>	<b>\$0</b>

# July 2019



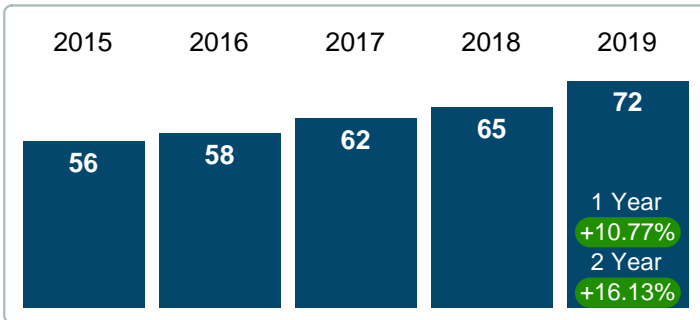
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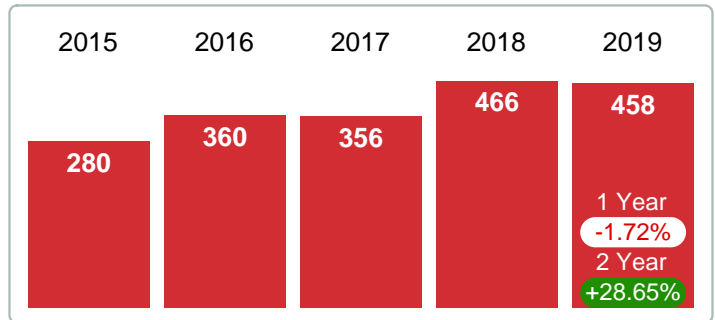
## NEW LISTINGS

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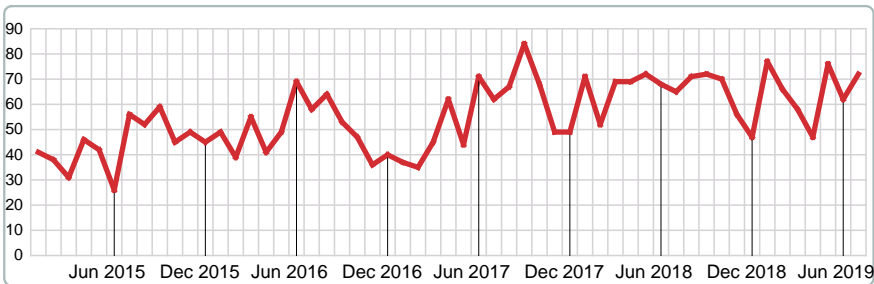
### JULY



### YEAR TO DATE (YTD)

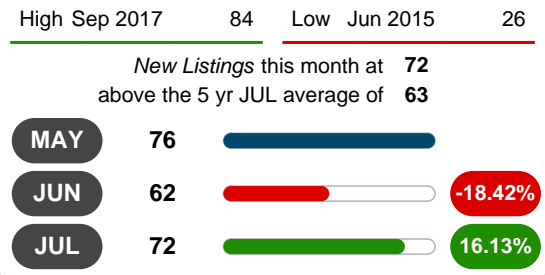


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 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	72	100.00%	30	39	3	0
<b>Total New Listed Units</b>	<b>72</b>		<b>30</b>	<b>39</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>74,250</b>	<b>100%</b>	<b>28.96K</b>	<b>41.85K</b>	<b>3,450</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$982</b>		<b>\$965</b>	<b>\$1,073</b>	<b>\$1,150</b>	<b>\$0</b>

# July 2019



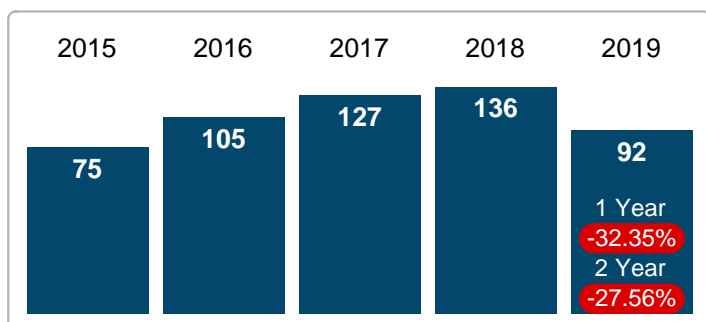
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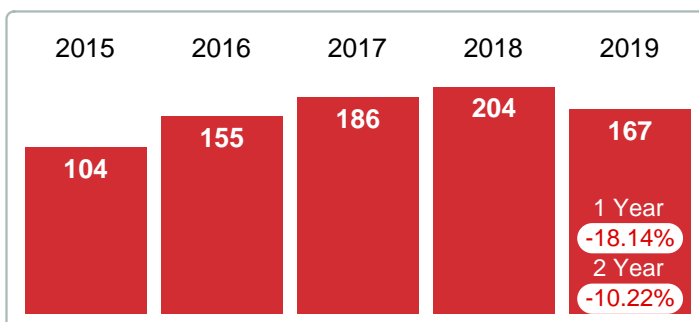
## ACTIVE INVENTORY

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

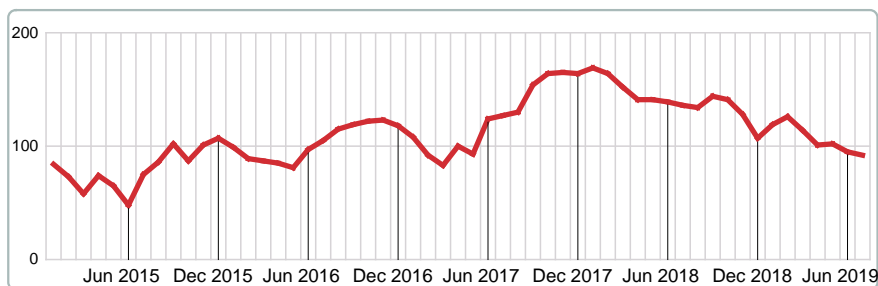
### END OF JULY



### ACTIVE DURING JULY

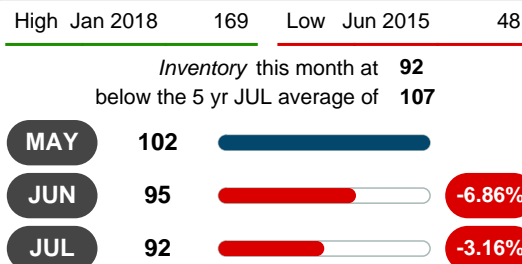


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 107



### 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	92	100.00%	45.2	41	47	4	0
Total Active Inventory by Units			92	41	47	4	0
Total Active Inventory by Volume			97,374	37.57K	52.70K	7,100	0.00B
Average Active Inventory Listing Price			\$1,058	\$916	\$1,121	\$1,775	\$0

# July 2019



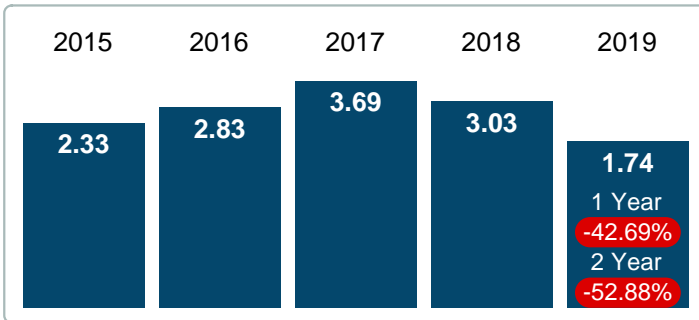
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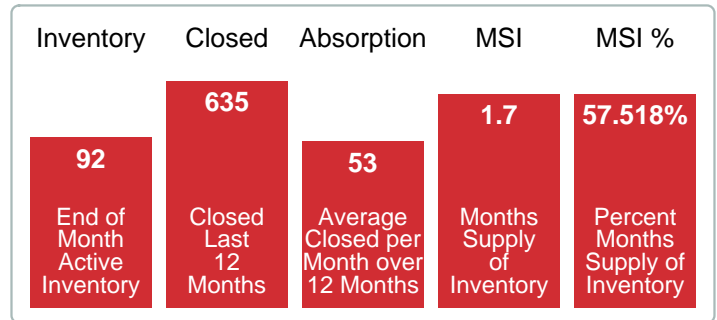
## MONTHS SUPPLY of INVENTORY (MSI)

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

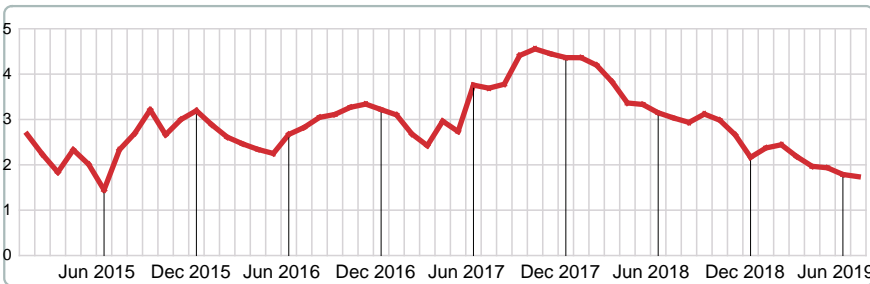
### MSI FOR JULY



### INDICATORS FOR JULY 2019

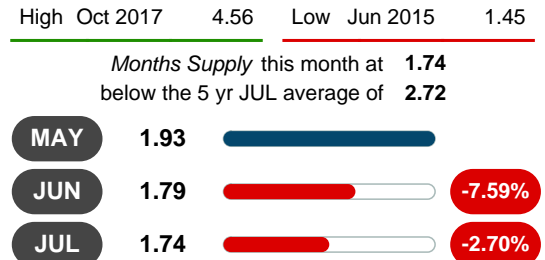


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 2.72



### 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%	1.74	2.13	1.55	1.26	0.00
Market Supply of Inventory (MSI)			1.74	2.13	1.55	1.26	0.00
Total Active Inventory by Units		100%	1.74	41	47	4	0

# July 2019



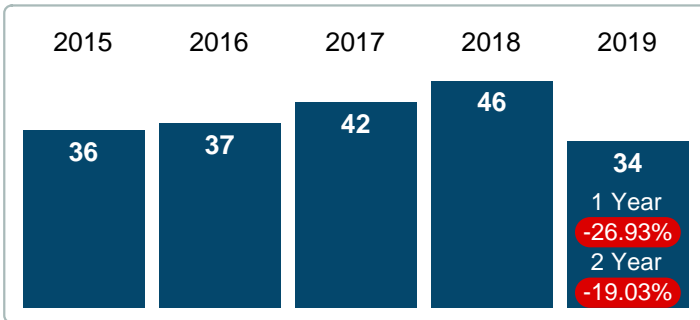
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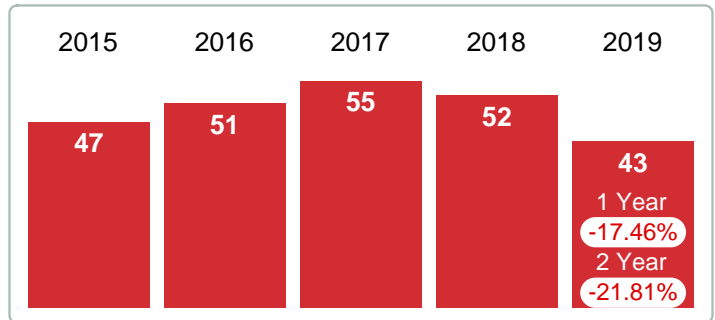
## AVERAGE DAYS ON MARKET TO SALE

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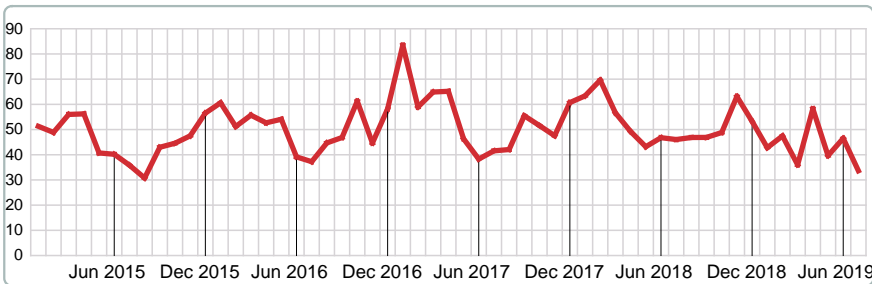
### JULY



### YEAR TO DATE (YTD)

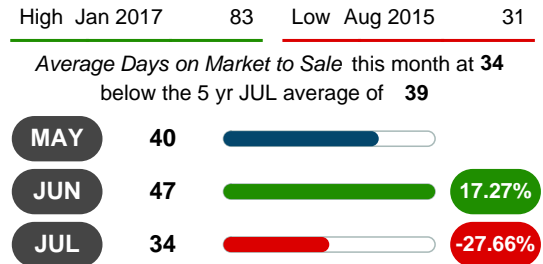


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 39



### 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	55	100.00%	34	41	27	61	0
Average Closed DOM			34	41	27	61	0
Total Closed Units		100%	33.6	20	32	3	
Total Closed Volume			55,609	17.71K	34.51K	3,390	0.00B

# July 2019



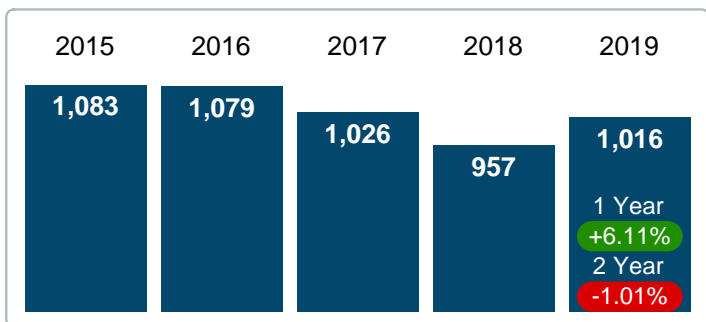
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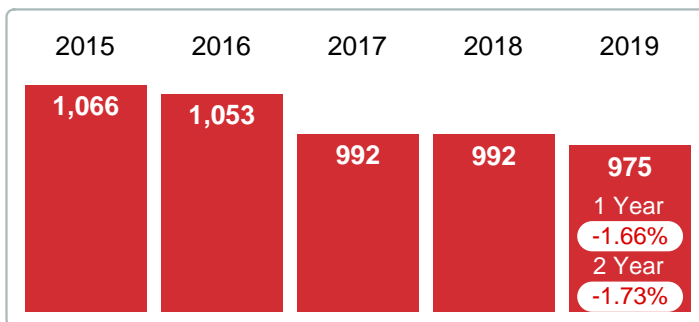
## AVERAGE LIST PRICE AT CLOSING

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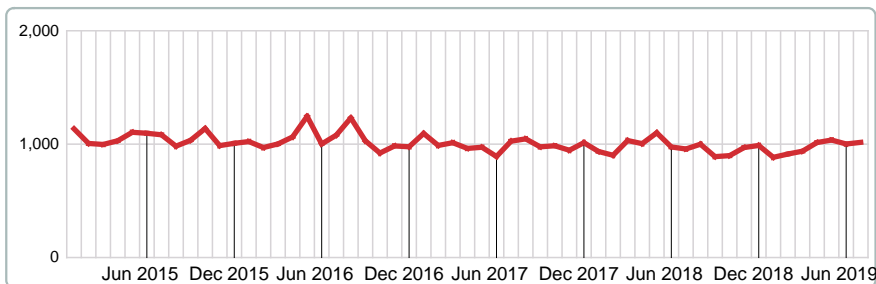
### JULY



### YEAR TO DATE (YTD)

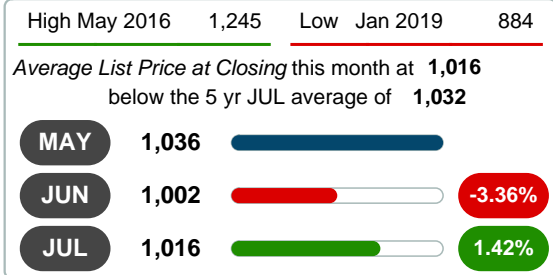


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,032



### 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	55	100.00%	1,016	887	1,086	1,130	0
Average List Price			1,016	887	1,086	1,130	0
Total Closed Units		100%	1,016	20	32	3	
Total Closed Volume			55,864	17.73K	34.74K	3,390	0.00B



# July 2019



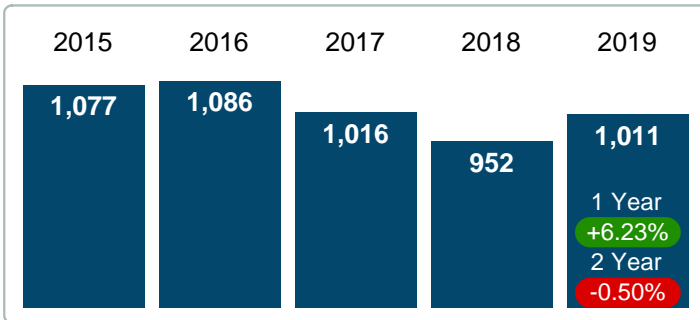
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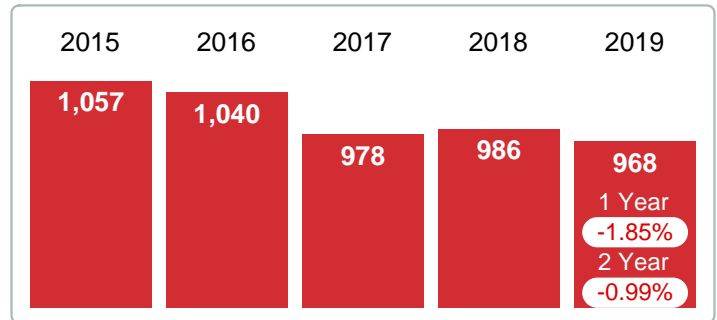
## AVERAGE SOLD PRICE AT CLOSING

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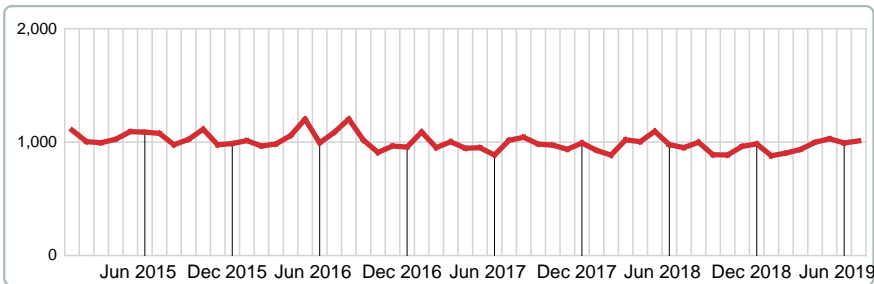
### JULY



### YEAR TO DATE (YTD)

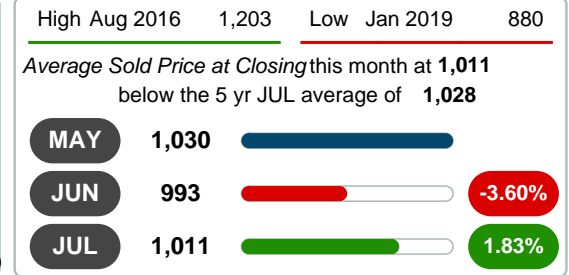


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,028



### 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	55	100.00%	1,011	885	1,079	1,130	0
Average Sold Price			1,011	885	1,079	1,130	0
Total Closed Units		100%	1,011	20	32	3	
Total Closed Volume			55,609	17.71K	34.51K	3,390	0.00B

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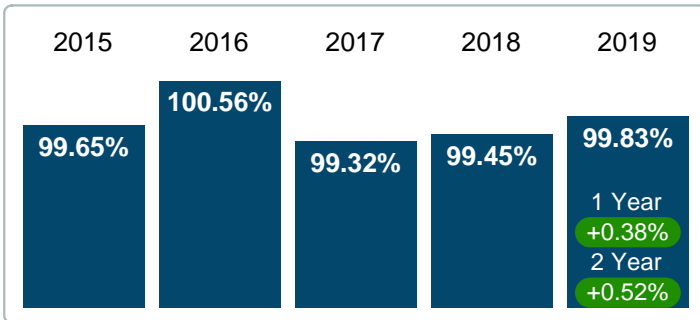
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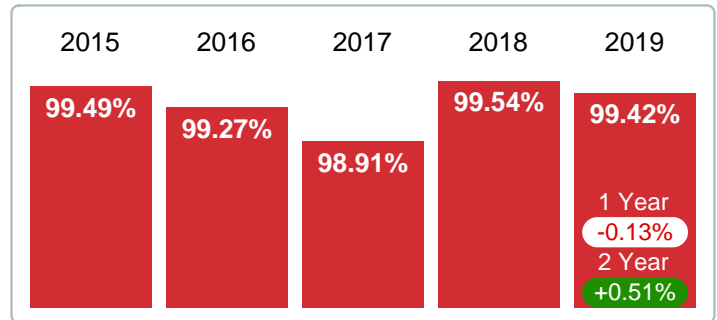
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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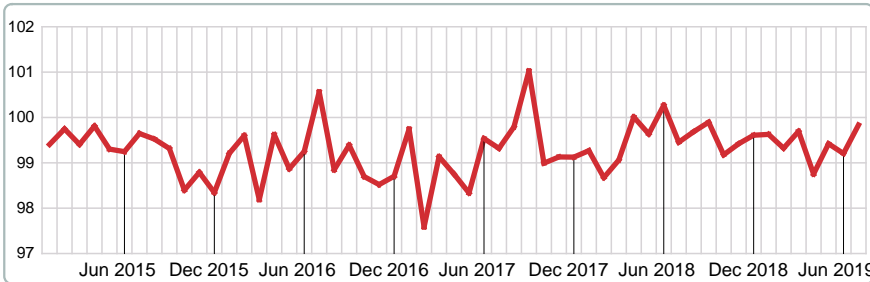
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

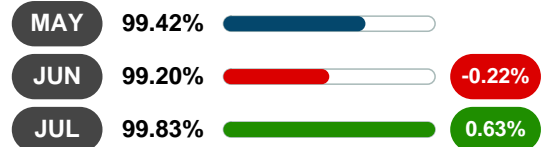


### 3 MONTHS

5 year JUL AVG = 99.76%

High Sep 2017 101.02% Low Feb 2017 97.59%

Average Sold/List Ratio this month at **99.83%** equal to 5 yr JUL average of **99.76%**



### 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	55	100.00%	99.83%	99.80%	99.84%	100.00%	0.00%
Average Sold/List Ratio		99.80%		99.80%	99.84%	100.00%	0.00%
Total Closed Units		55	100%	20	32	3	
Total Closed Volume		55,609		17.71K	34.51K	3,390	0.00B

# July 2019



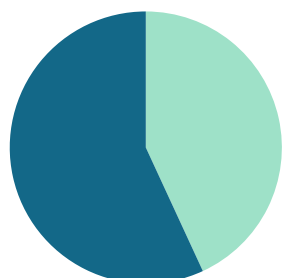
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

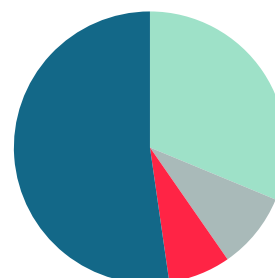


**Inventory**  
 New Listings  
**72 = 43.11%**  
 Start Inventory  
**95**  
 Total Inventory Units  
**167**  
 Volume  
**\$178,623**

### Market Activity

Closed Sales  
**55 = 31.25%**  
 Pending Sales  
**16 = 9.09%**  
 Other Off Market  
**13 = 7.39%**  
 Active Inventory  
**92 = 52.27%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	58	55	-5.17%	336	378	12.50%
Pending Sales	10	16	60.00%	74	96	29.73%
New Listings	65	72	10.77%	466	458	-1.72%
Average List Price	957	1,016	6.11%	992	975	-1.66%
Average Sale Price	952	1,011	6.23%	986	968	-1.85%
Average Percent of Selling Price to List Price	99.45%	99.83%	0.38%	99.54%	99.42%	-0.13%
Average Days on Market to Sale	46.03	33.64	-26.93%	52.13	43.03	-17.46%
Monthly Inventory	137	92	-32.85%	137	92	-32.85%
Months Supply of Inventory	3.06	1.74	-43.10%	3.06	1.74	-43.10%

**Absorption:** Last 12 months, an Average of **53** Sales/Month

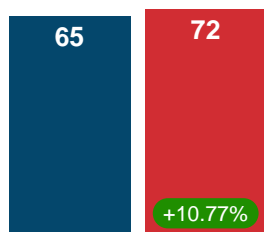
**Inventory** on July 31, 2019 = **92**

**2018** **2019**

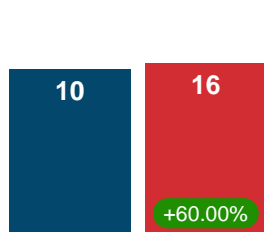
### JULY MARKET

### AVERAGE PRICES

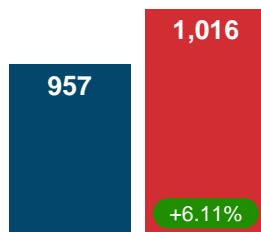
#### New Listings



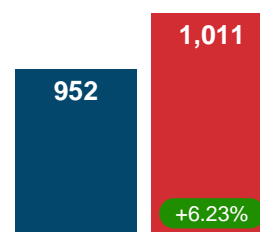
#### Pending Listings



#### List Price



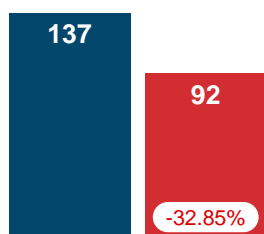
#### Sale Price



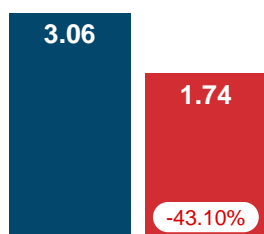
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

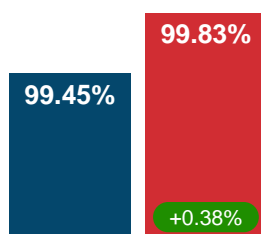
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

