

July 2019



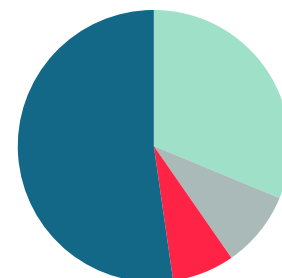
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



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%
Median List Price	900	950	5.56%
Median Sale Price	900	950	5.56%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	36.00	23.00	-36.11%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **5.56%** in July 2019 to \$950 versus the previous year at \$900.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 13.00 days or **36.11%** in July 2019 compared to last year's same month at **36.00** DOM.

Sales Success for July 2019 is Positive

Overall, with Median 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.

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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

July 2019



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

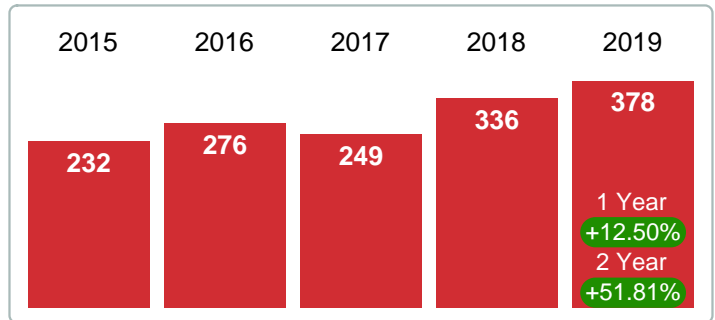
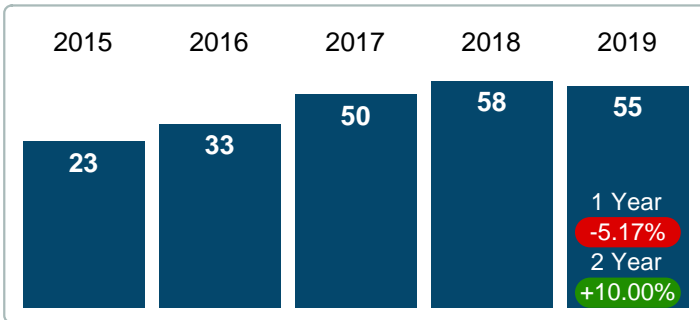


CLOSED LISTINGS

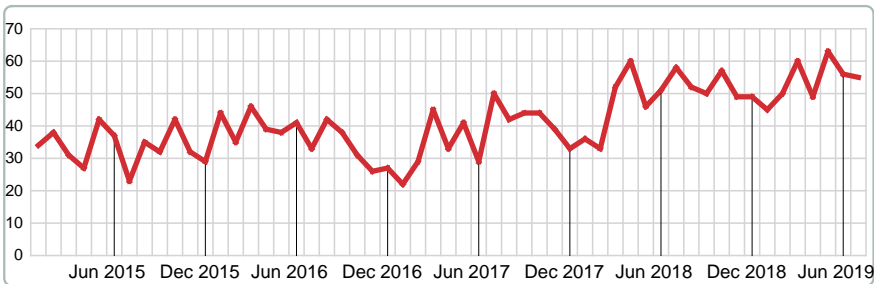
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JULY

YEAR TO DATE (YTD)

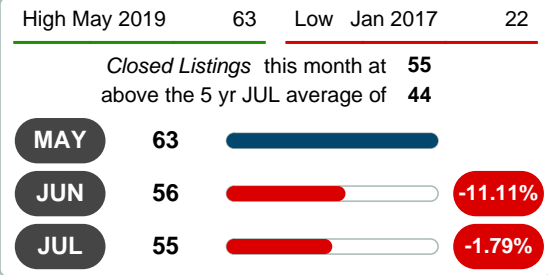


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	55	100.00%	23.0	20	32	3	0
Total Closed Units	55			20	32	3	0
Total Closed Volume	55,609	100%	23.0	17.71K	34.51K	3,390	0.00B
Median Closed Price	\$950			\$823	\$1,000	\$1,295	\$0

July 2019



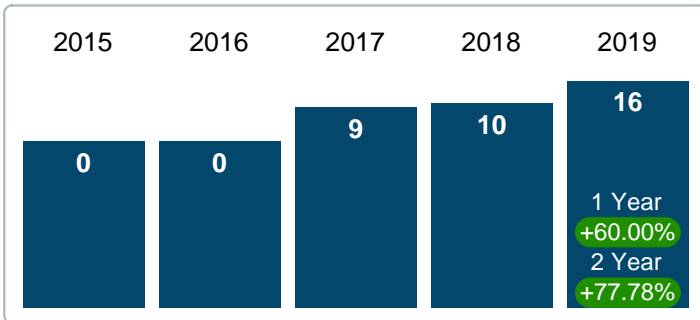
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



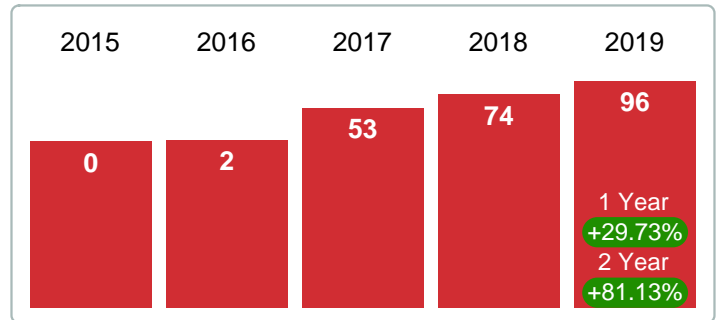
PENDING LISTINGS

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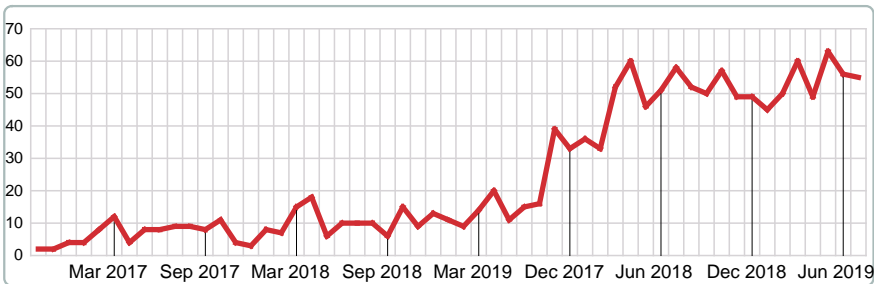
JULY



YEAR TO DATE (YTD)

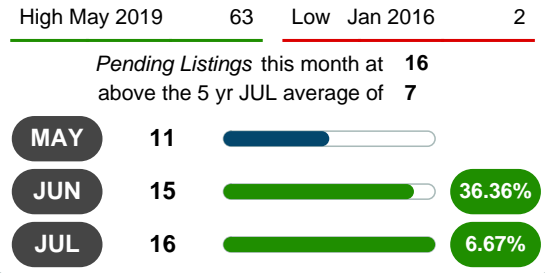


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1-\$0	0	0.00%	23.0	0	0	0	0
\$1 and up	16	100.00%	27.5	6	9	1	0
Total Pending Units	16			6	9	1	0
Total Pending Volume	16,325	100%	27.5	4,040	8,285	4,000	0.00B
Median Listing Price	\$838			\$673	\$850	\$4,000	\$0

July 2019



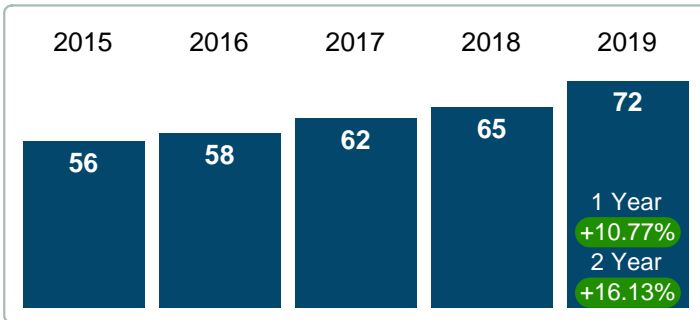
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



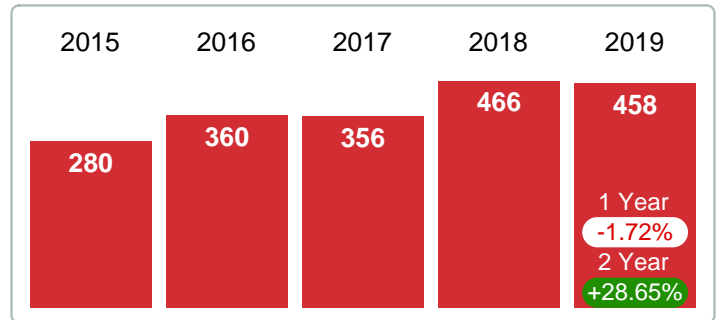
NEW LISTINGS

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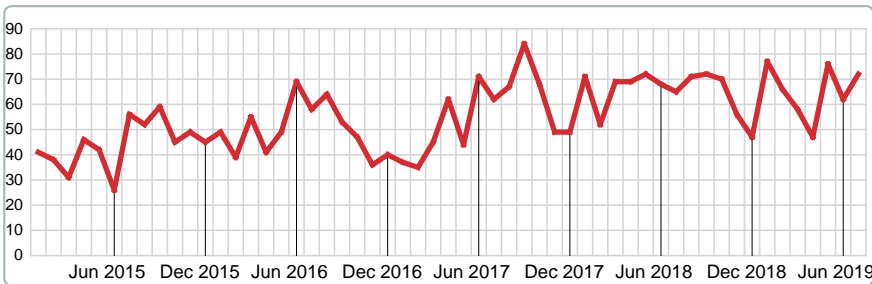
JULY



YEAR TO DATE (YTD)

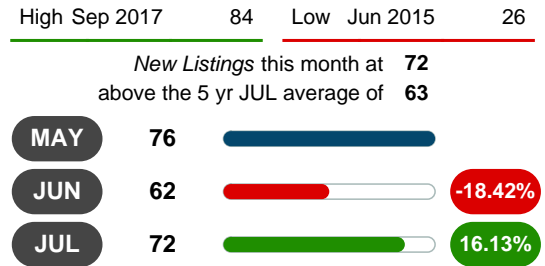


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	72		30	39	3	0
Total New Listed Volume	74,250	100%	28.96K	41.85K	3,450	0.00B
Median New Listed Listing Price	\$985		\$898	\$1,000	\$1,250	\$0

July 2019



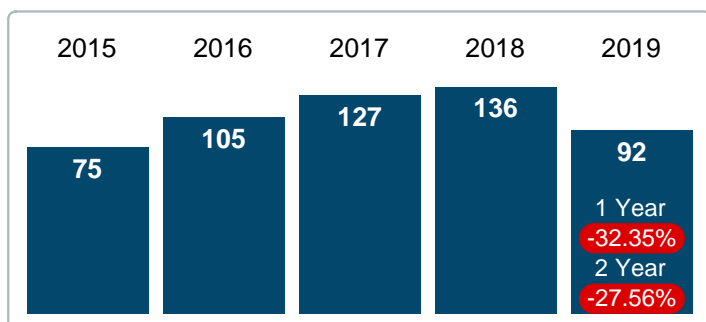
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



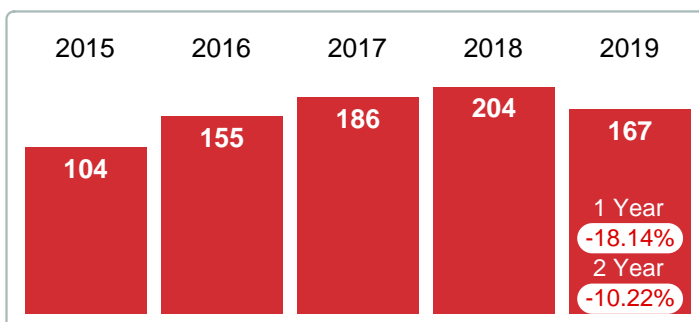
ACTIVE INVENTORY

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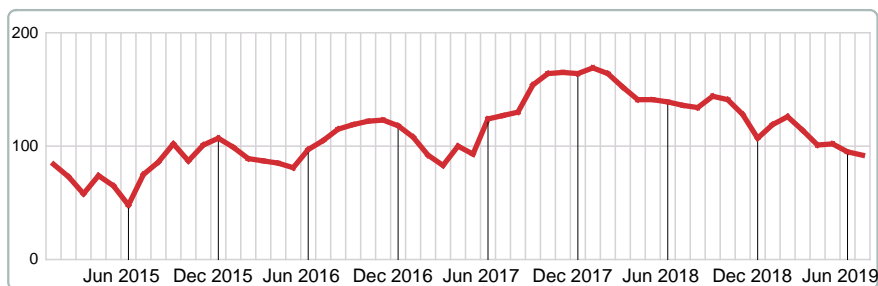
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

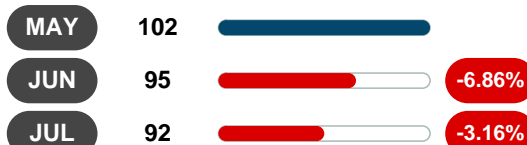


3 MONTHS

5 year JUL AVG = 107

High Jan 2018 169 Low Jun 2015 48

Inventory this month at 92 below the 5 yr JUL average of 107



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	0.00%	27.5	0	0	0	0
\$1 \$0	0	0.00%	27.5	0	0	0	0
\$1 \$0	0	0.00%	27.5	0	0	0	0
\$1 \$0	0	0.00%	27.5	0	0	0	0
\$1 \$0	0	0.00%	27.5	0	0	0	0
\$1 \$0	0	0.00%	27.5	0	0	0	0
\$1 and up	92	100.00%	23.0	41	47	4	0
Total Active Inventory by Units		92		41	47	4	0
Total Active Inventory by Volume		97,374	100%	37.57K	52.70K	7,100	0.00B
Median Active Inventory Listing Price		\$950		\$895	\$995	\$1,275	\$0

July 2019



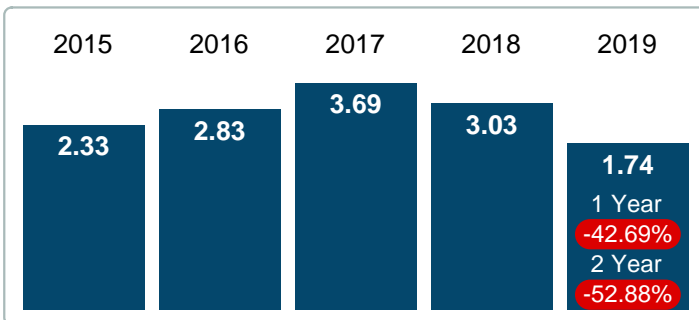
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



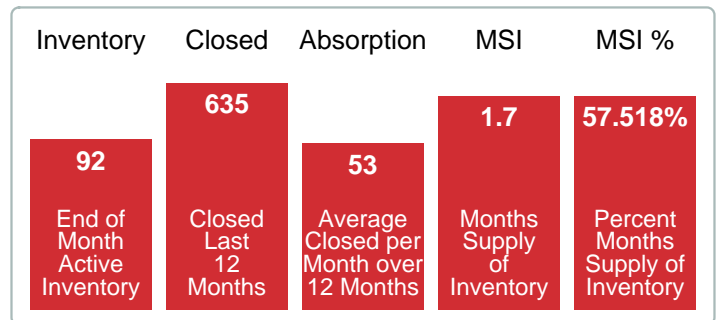
MONTHS SUPPLY of INVENTORY (MSI)

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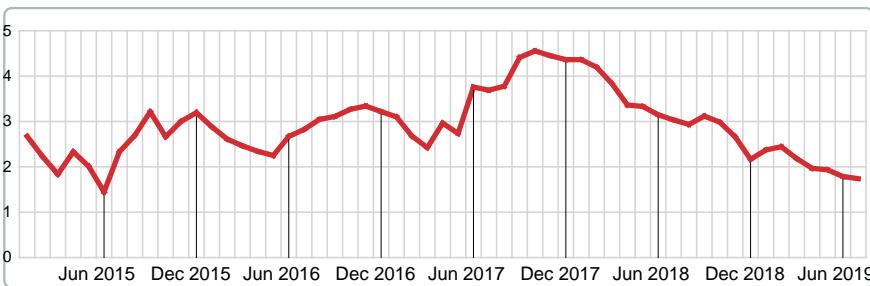
MSI FOR JULY



INDICATORS FOR JULY 2019

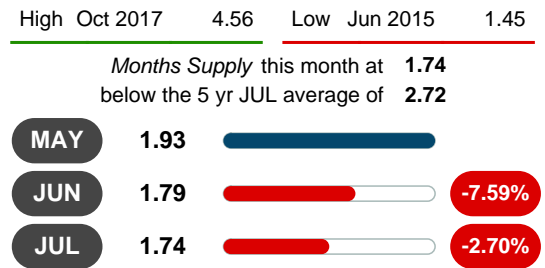


5 YEAR MARKET ACTIVITY TRENDS



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



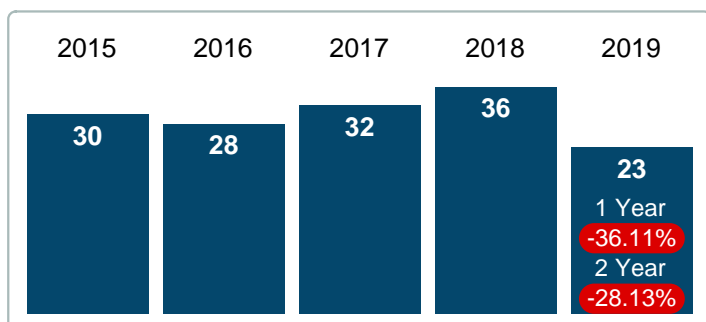
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



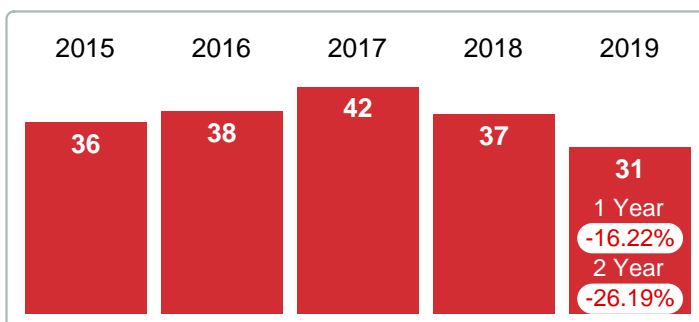
MEDIAN DAYS ON MARKET TO SALE

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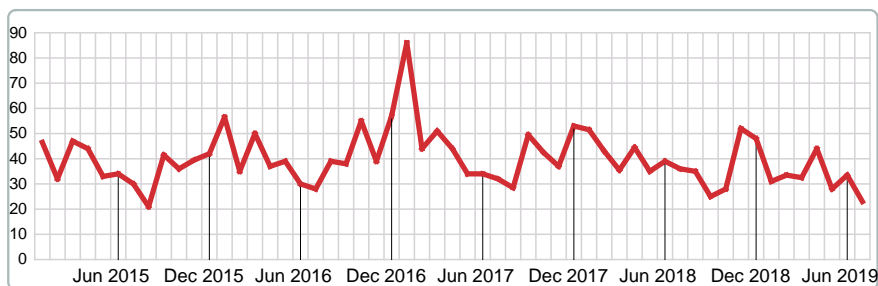
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

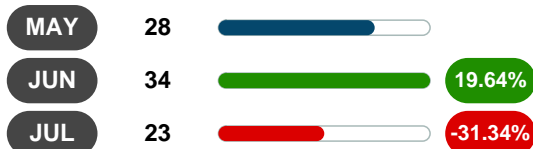


3 MONTHS

5 year JUL AVG = 30

High Jan 2017 86 Low Aug 2015 21

Median Days on Market to Sale this month at 23 below the 5 yr JUL average of 30



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%	23	0	0	0	0
\$1-\$0	0	0.00%	23	0	0	0	0
\$1-\$0	0	0.00%	23	0	0	0	0
\$1-\$0	0	0.00%	23	0	0	0	0
\$1-\$0	0	0.00%	23	0	0	0	0
\$1-\$0	0	0.00%	23	0	0	0	0
\$1 and up	55	100.00%	23	34	20	58	0
Median Closed DOM			23	34	20	58	0
Total Closed Units		100%	23.0	20	32	3	
Total Closed Volume				17.71K	34.51K	3,390	0.00B

July 2019



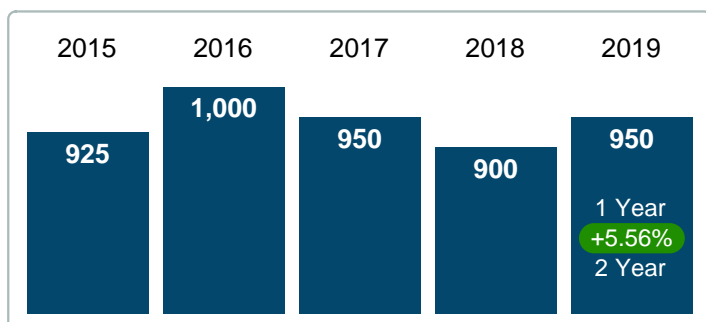
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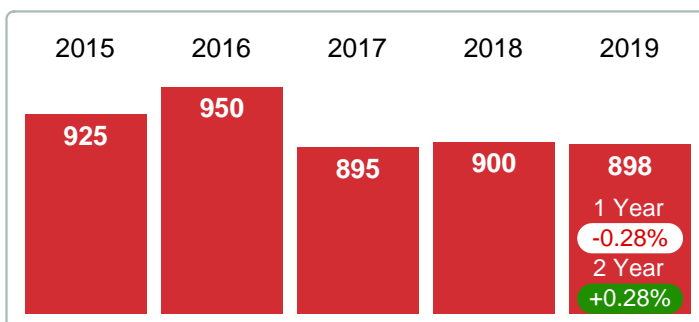
MEDIAN LIST PRICE AT CLOSING

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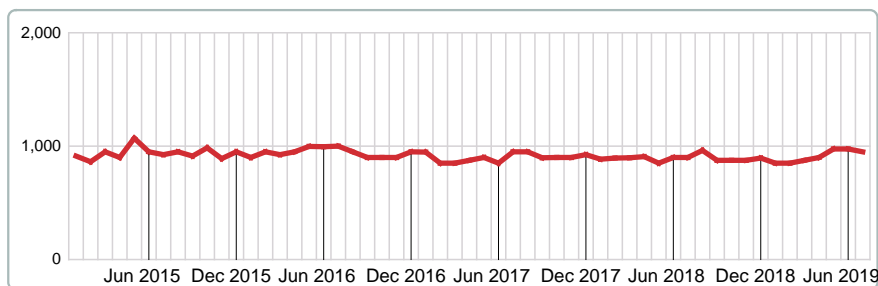
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 945

High May 2015 1,070 Low Feb 2019 850

Median List Price at Closing this month at **950**
above the 5 yr JUL average of **945**

Month	Price	% Change
MAY	975	
JUN	975	0.00%
JUL	950	-2.56%

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%	23	0	0	0	0
\$1 \$0	0	0.00%	23	0	0	0	0
\$1 \$0	0	0.00%	23	0	0	0	0
\$1 \$0	0	0.00%	23	0	0	0	0
\$1 \$0	0	0.00%	23	0	0	0	0
\$1 \$0	0	0.00%	23	0	0	0	0
\$1 and up	55	100.00%	950	823	1,000	1,295	0
Median List Price			950	823	1,000	1,295	0
Total Closed Units		100%	950	20	32	3	
Total Closed Volume			55,864	17.73K	34.74K	3,390	0.00B

July 2019



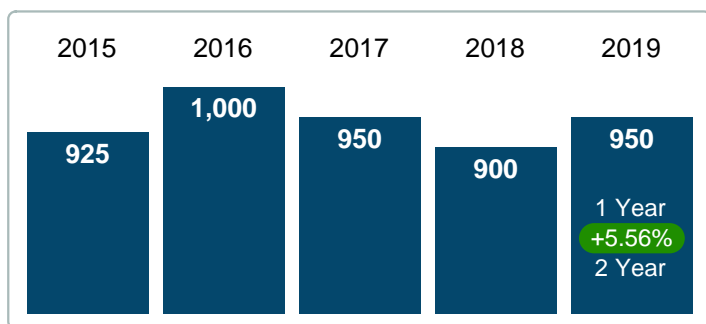
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



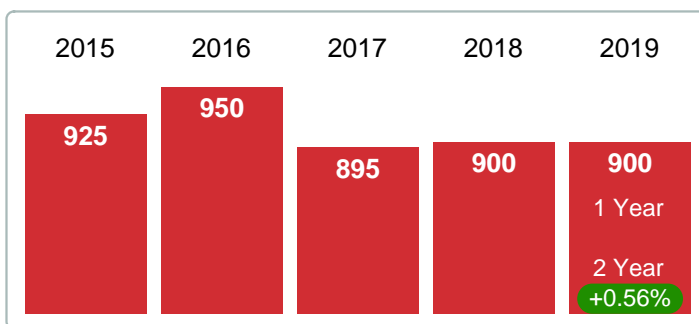
MEDIAN SOLD PRICE AT CLOSING

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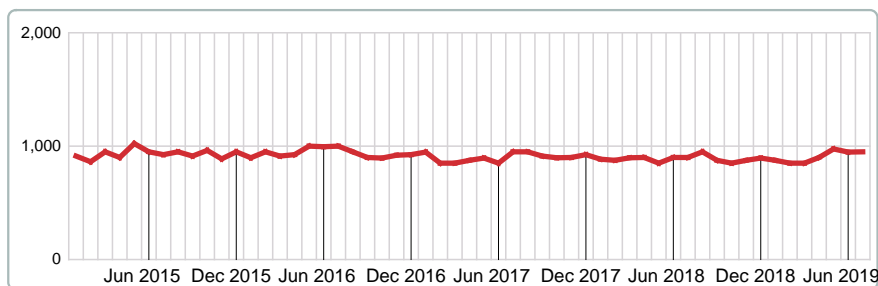
JULY



YEAR TO DATE (YTD)

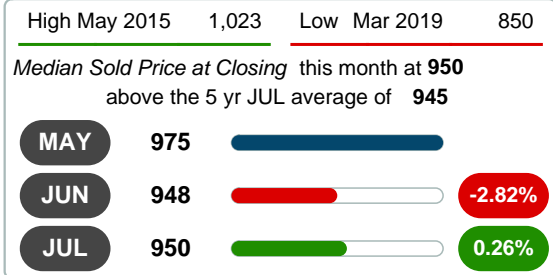


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 945



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%	950	0	0	0	0
\$1 \$0	0	0.00%	950	0	0	0	0
\$1 \$0	0	0.00%	950	0	0	0	0
\$1 \$0	0	0.00%	950	0	0	0	0
\$1 \$0	0	0.00%	950	0	0	0	0
\$1 \$0	0	0.00%	950	0	0	0	0
\$1 and up	55	100.00%	950	823	1,000	1,295	0
Median Sold Price			950	823	1,000	1,295	0
Total Closed Units		100%	950	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

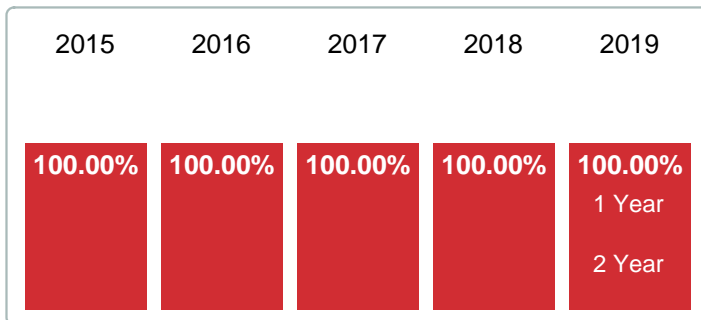
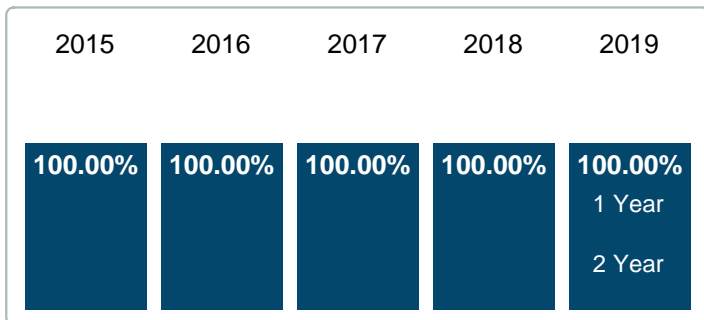


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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JULY

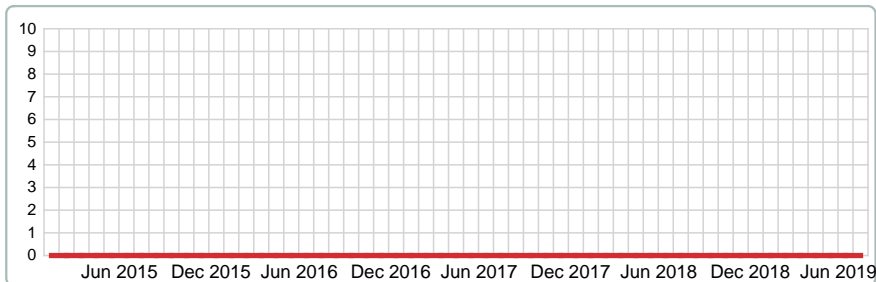
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

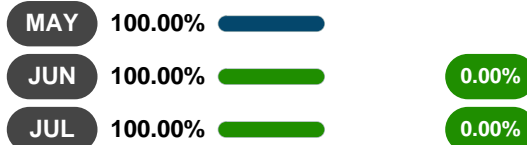
3 MONTHS

5 year JUL AVG = 100.00%



High Jul 2019 100.00% Low Jul 2019 100.00%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JUL 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%	950.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	950.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	950.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	950.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	950.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	950.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	55	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		55	100%	20	32	3	
Total Closed Volume		55,609		17.71K	34.51K	3,390	0.00B

July 2019



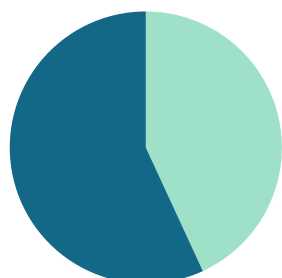
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MARKET SUMMARY

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INVENTORY

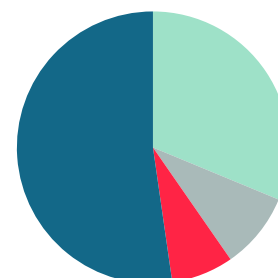


Inventory
 New Listings
72 = 43.11%
 Start Inventory
95
 Total Inventory Units
167
 Volume
\$178,623

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%
Median List Price	900	950	5.56%	900	898	-0.28%
Median Sale Price	900	950	5.56%	900	900	0.00%
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	36.00	23.00	-36.11%	37.00	31.00	-16.22%
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

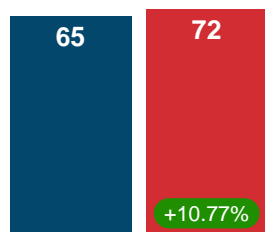
Inventory on July 31, 2019 = **92**

2018 **2019**

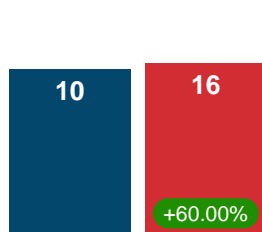
JULY MARKET

MEDIAN PRICES

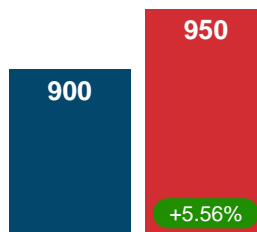
New Listings



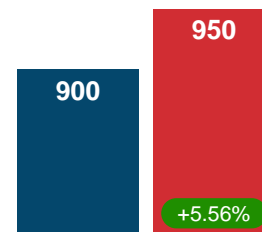
Pending Listings



List Price



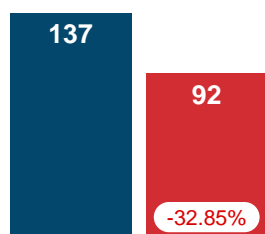
Sale Price



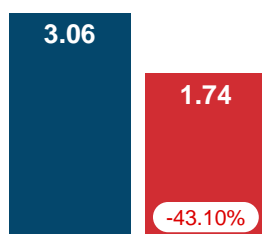
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

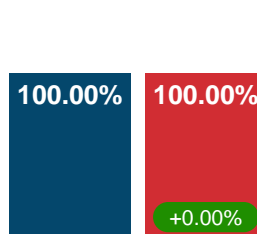
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

