

# August 2020



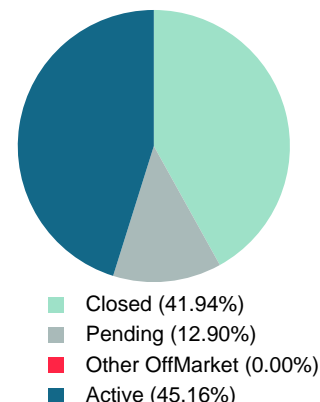
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 26, 2021 for MLS Technology Inc.

Compared Metrics	2019	August 2020	+/-%
Closed Listings	32	13	-59.38%
Pending Listings	13	4	-69.23%
New Listings	26	16	-38.46%
Average List Price	1,377	1,294	-6.06%
Average Sale Price	1,374	1,294	-5.86%
Average Percent of Selling Price to List Price	99.74%	100.00%	0.26%
Average Days on Market to Sale	32.88	40.62	23.54%
End of Month Inventory	30	14	-53.33%
Months Supply of Inventory	1.43	0.77	-46.27%



**Absorption:** Last 12 months, an Average of **18** Sales/Month  
**Active Inventory** as of August 31, 2020 = **14**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **53.33%** to 14 existing homes available for sale. Over the last 12 months this area has had an average of 18 closed sales per month. This represents an unsold inventory index of **0.77** 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 **5.86%** in August 2020 to \$1,294 versus the previous year at \$1,374.

#### Average Days on Market Lengthens

The average number of **40.62** days that homes spent on the market before selling increased by 7.74 days or **23.54%** in August 2020 compared to last year's same month at **32.88** DOM.

#### Sales Success for August 2020 is Positive

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

There were 16 New Listings in August 2020, down **38.46%** from last year at 26. Furthermore, there were 13 Closed Listings this month versus last year at 32, a **-59.38%** decrease.

Closed versus Listed trends yielded a **81.3%** ratio, down from previous year's, August 2019, at **123.1%**, a **33.98%** 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>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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

# August 2020



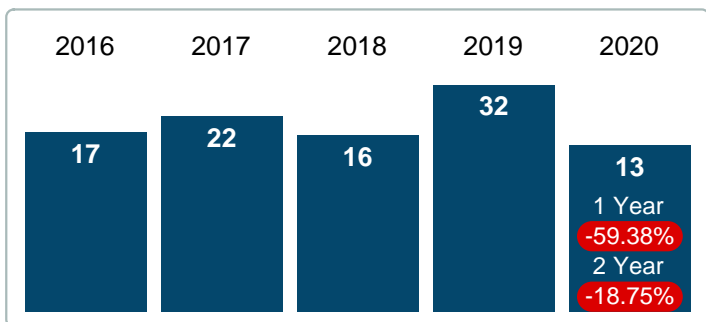
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



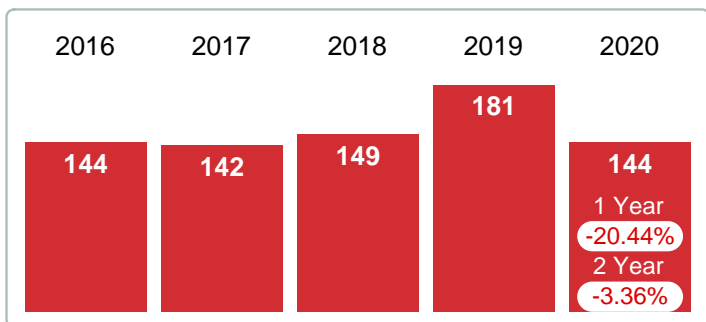
## CLOSED LISTINGS

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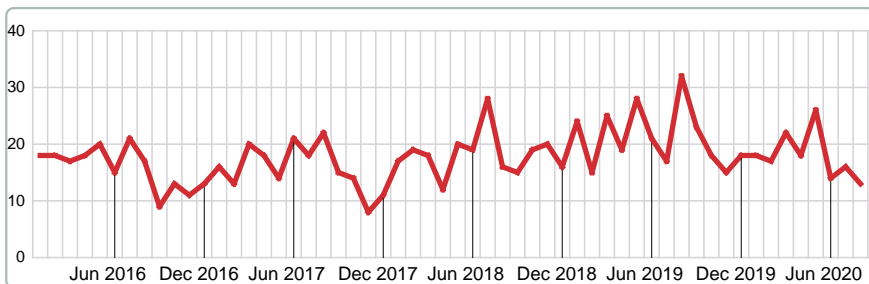
### AUGUST



### YEAR TO DATE (YTD)

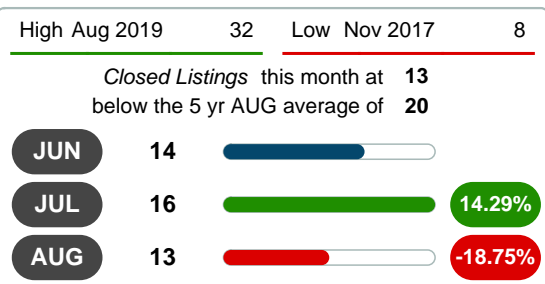


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 20



### 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	13	100.00%	40.6	1	11	1	0
<b>Total Closed Units</b>	<b>13</b>			<b>1</b>	<b>11</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>16,820</b>	<b>100%</b>	<b>40.6</b>	<b>975</b>	<b>14.25K</b>	<b>1,600</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,294</b>			<b>\$975</b>	<b>\$1,295</b>	<b>\$1,600</b>	<b>\$0</b>

# August 2020



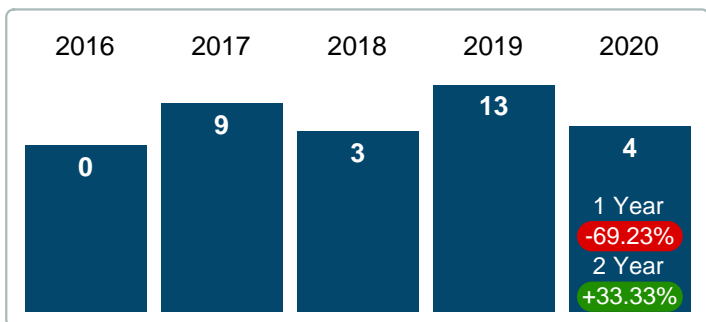
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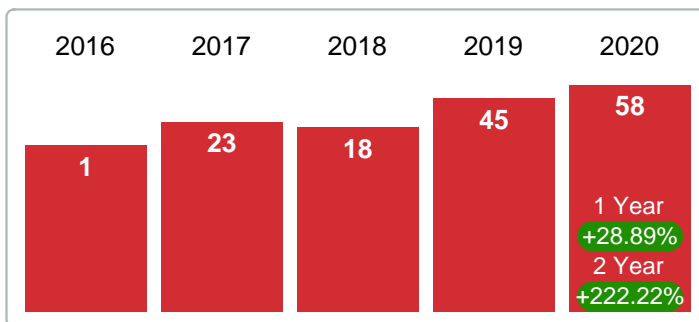
## PENDING LISTINGS

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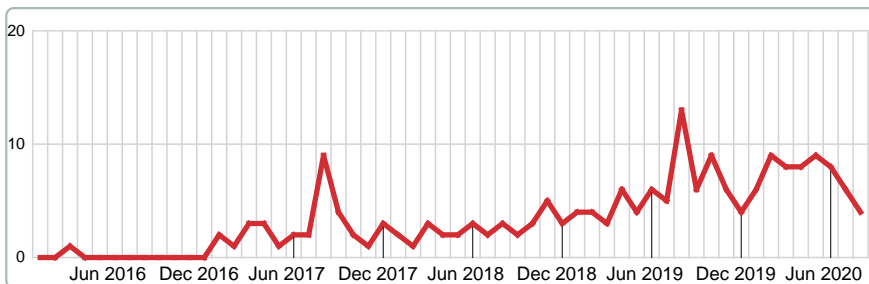
### AUGUST



### YEAR TO DATE (YTD)

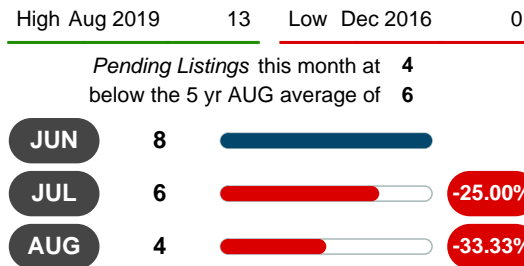


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 6



### 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%	10.0	1	2	1	0
<b>Total Pending Units</b>	<b>4</b>			<b>1</b>	<b>2</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,210</b>	<b>100%</b>	<b>10.0</b>	<b>975</b>	<b>2,390</b>	<b>1,845</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,303</b>			<b>\$975</b>	<b>\$1,195</b>	<b>\$1,845</b>	<b>\$0</b>

# August 2020



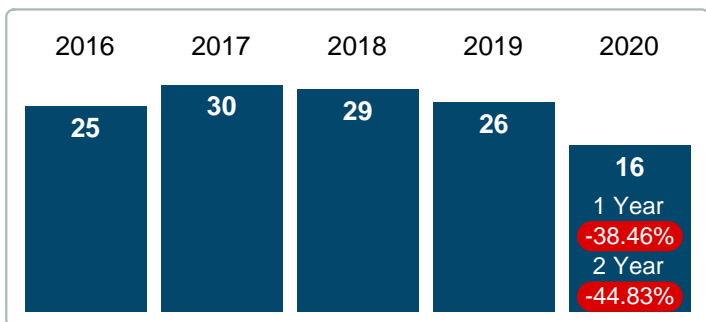
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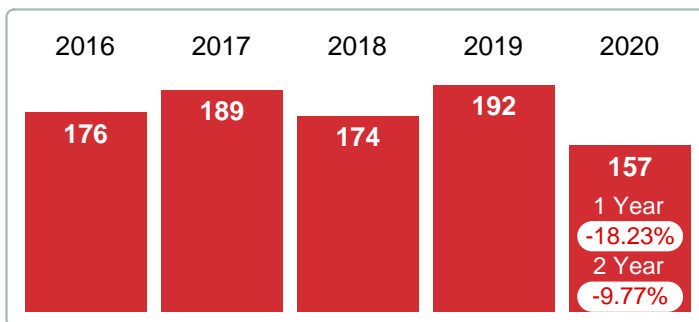
## NEW LISTINGS

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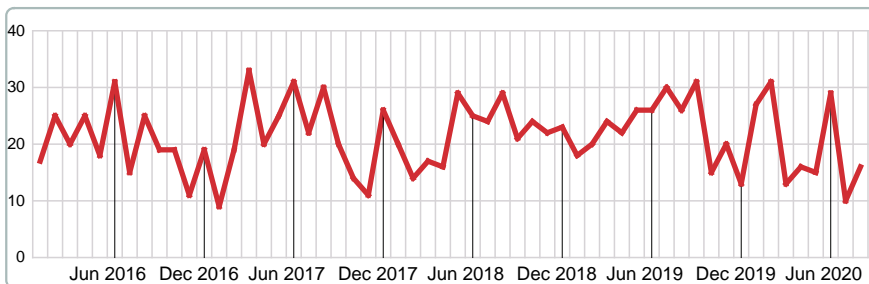
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 25

High Mar 2017 33 Low Jan 2017 9

New Listings this month at 16  
 below the 5 yr AUG average of 25

Month	New Listings	Change (%)
JUN	29	
JUL	10	-65.52%
AUG	16	60.00%

### 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	16	100.00%	1	12	3	0
<b>Total New Listed Units</b>	<b>16</b>		<b>1</b>	<b>12</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>21,160</b>	<b>100%</b>	<b>975</b>	<b>14.95K</b>	<b>5,240</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,298</b>		<b>\$975</b>	<b>\$1,245</b>	<b>\$1,747</b>	<b>\$0</b>

# August 2020



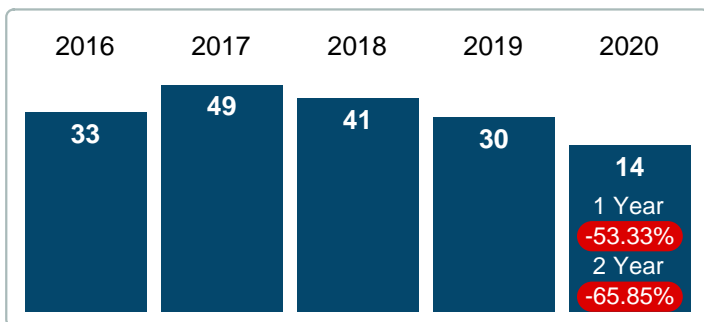
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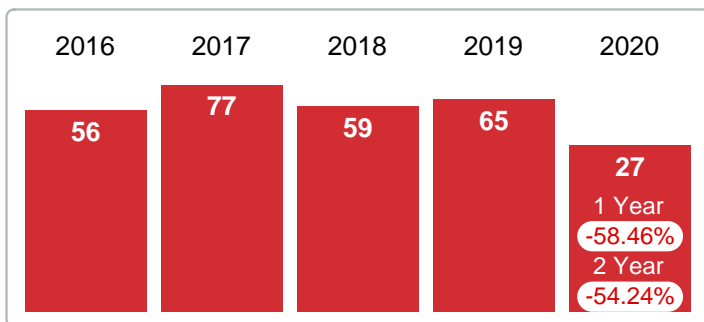
## ACTIVE INVENTORY

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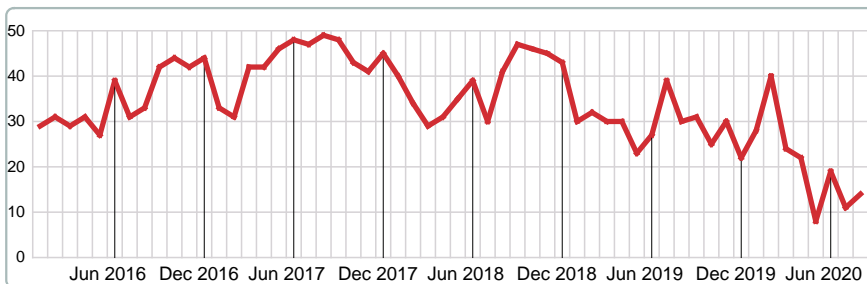
### END OF AUGUST



### ACTIVE DURING AUGUST

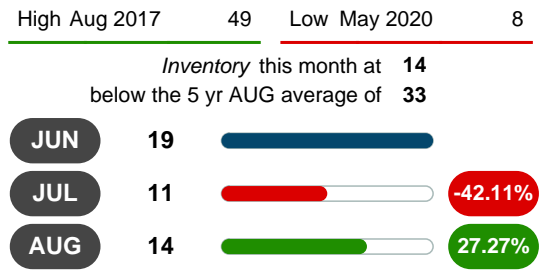


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 33



### 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	14	100.00%	27.5	0	10	4	0
Total Active Inventory by Units			14	0	10	4	0
Total Active Inventory by Volume			20,275	0.00B	13.04K	7,235	0.00B
Average Active Inventory Listing Price			\$1,448	\$0	\$1,304	\$1,809	\$0

# August 2020



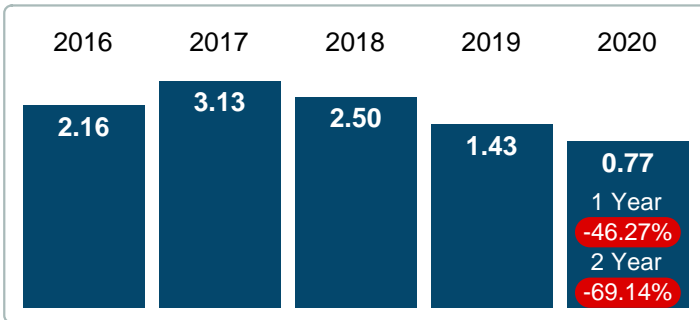
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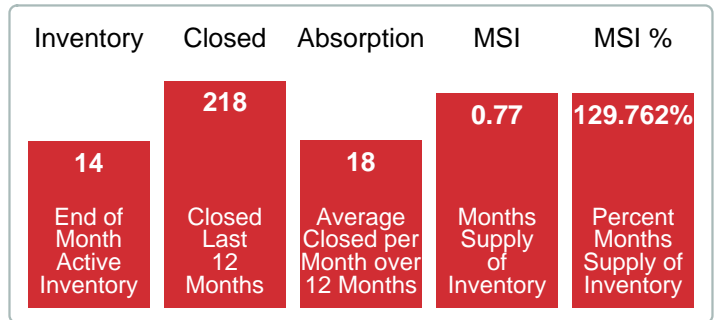
## MONTHS SUPPLY of INVENTORY (MSI)

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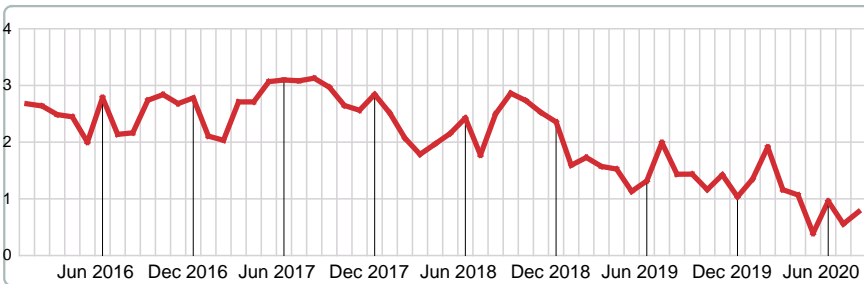
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 2.00

High Aug 2017 3.13 Low May 2020 0.39

Months Supply this month at **0.77**  
below the 5 yr AUG average of **2.00**



### 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%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 and up	14	100.00%	0.77	0.00	0.82	0.91	0.00
Market Supply of Inventory (MSI)	0.77			0.00	0.82	0.91	0.00
Total Active Inventory by Units	14	100%	0.77	0	10	4	0

# August 2020



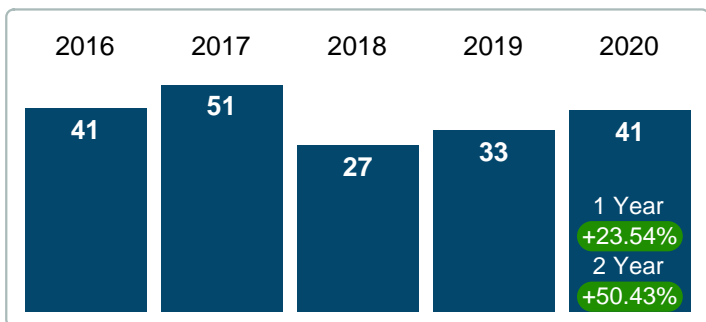
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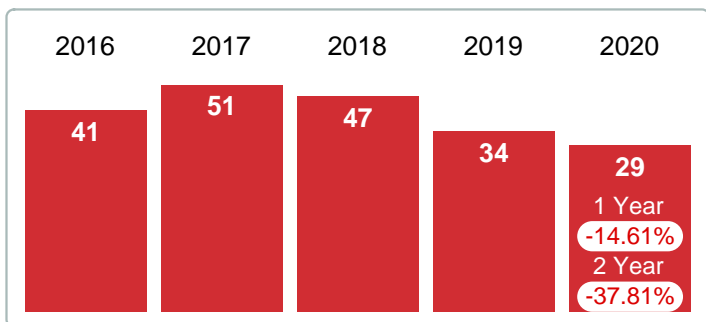
## AVERAGE DAYS ON MARKET TO SALE

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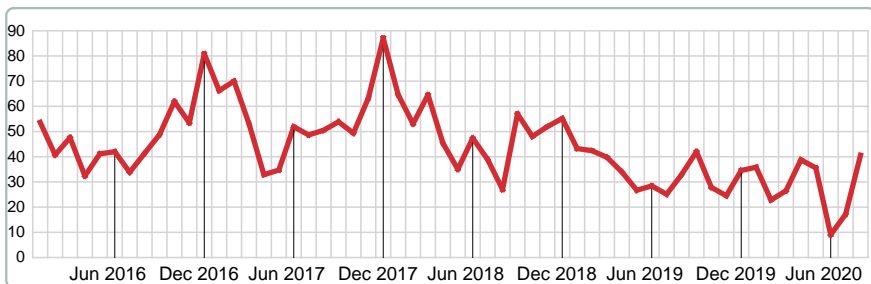
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 38

High Dec 2017 87 Low Jun 2020 9

Average Days on Market to Sale this month at 41 above the 5 yr AUG average of 38

Month	Days	% Change
JUN	9	
JUL	17	89.47%
AUG	41	136.31%

### 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	13	100.00%	41	11	45	21	0
Average Closed DOM			41	11	45	21	0
Total Closed Units		100%	41	1	11	1	
Total Closed Volume			16,820	975	14.25K	1,600	0.00B

# August 2020



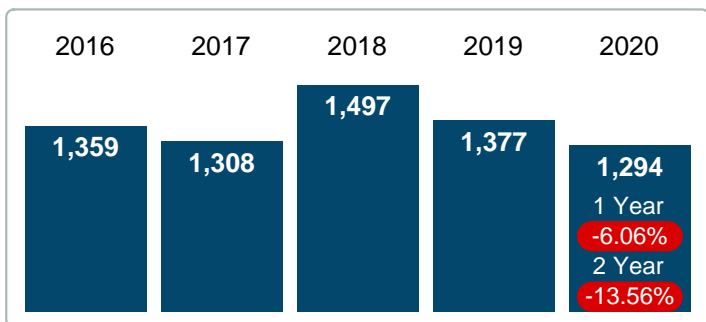
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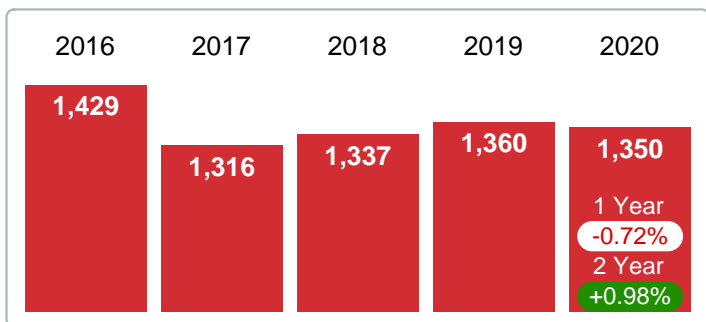
## AVERAGE LIST PRICE AT CLOSING

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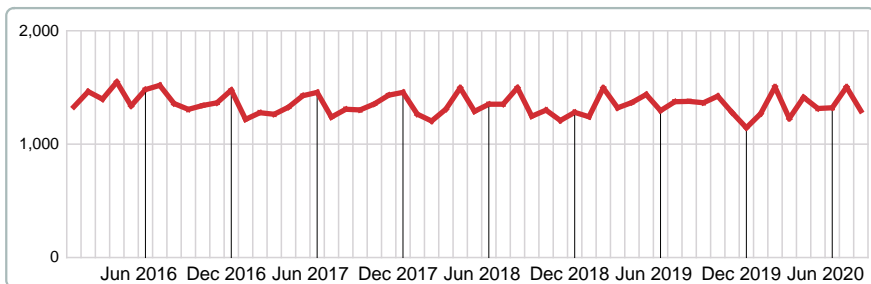
### AUGUST



### YEAR TO DATE (YTD)

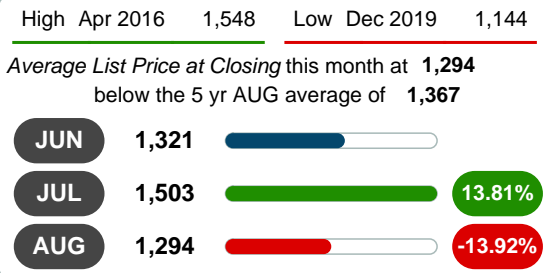


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,367



### 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	13	100.00%	1,294	975	1,295	1,600	0
Average List Price			1,294	975	1,295	1,600	0
Total Closed Units		100%	1,294	1	11	1	
Total Closed Volume			16,820	975	14.25K	1,600	0.00B



# August 2020



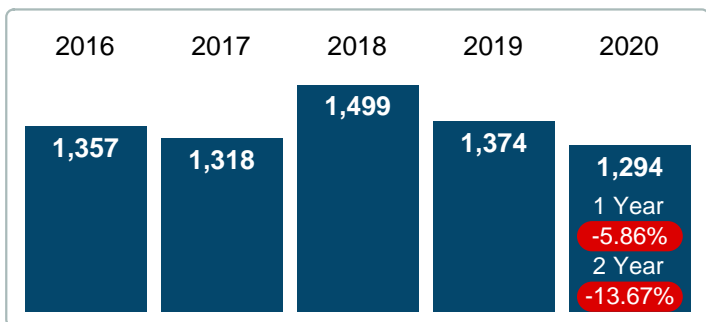
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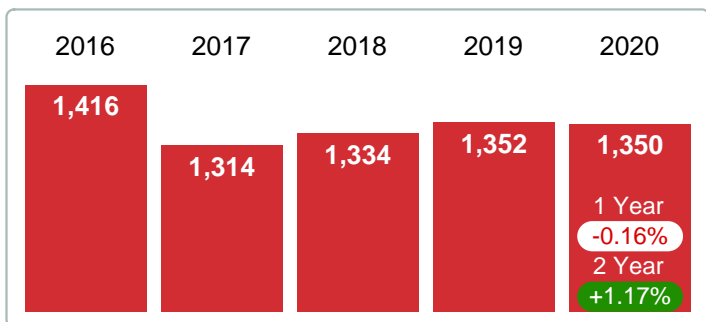
## AVERAGE SOLD PRICE AT CLOSING

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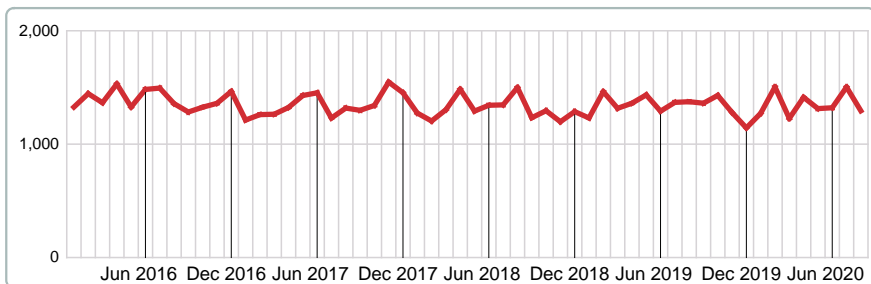
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,368

High Nov 2017 1,547 | Low Dec 2019 1,143

Average Sold Price at Closing this month at 1,294 below the 5 yr AUG average of 1,368

Month	Average Sold Price	% Change
JUN	1,321	
JUL	1,503	+13.81%
AUG	1,294	-13.92%

### 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	13	100.00%	1,294	975	1,295	1,600	0
<b>Average Sold Price</b>			1,294	975	1,295	1,600	0
<b>Total Closed Units</b>		100%	1,294	1	11	1	
<b>Total Closed Volume</b>			16,820	975	14.25K	1,600	0.00B

# August 2020



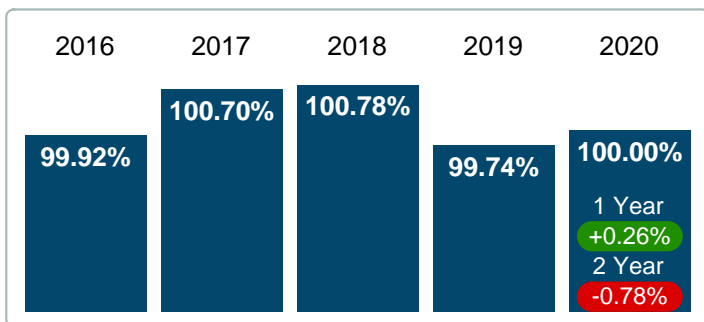
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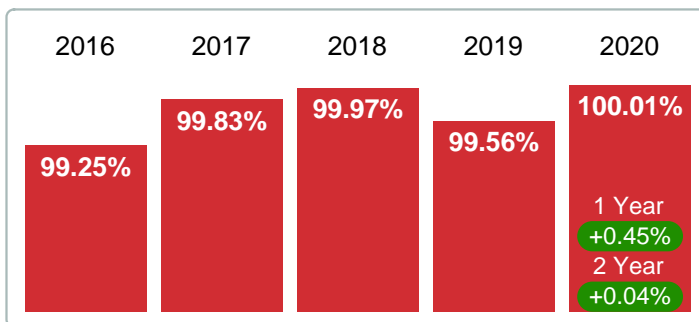
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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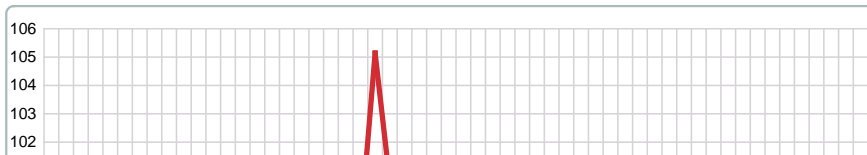
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 100.23%

High Nov 2017 105.14% Low Mar 2016 98.14%

Average Sold/List Ratio this month at **100.00%** equal to 5 yr AUG average of **100.23%**

JUN 100.00%  
 JUL 100.00%  
 AUG 100.00%

0.00%  
 0.00%

### 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	13	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		13	100%	100.00%	1	11	1
Total Closed Volume		16,820			975	14.25K	1,600
						0.00B	

# August 2020



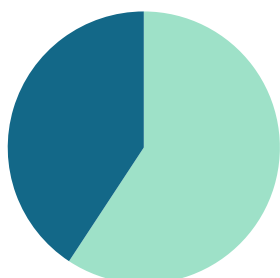
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



## MARKET SUMMARY

Report produced on Jan 26, 2021 for MLS Technology Inc.

### INVENTORY

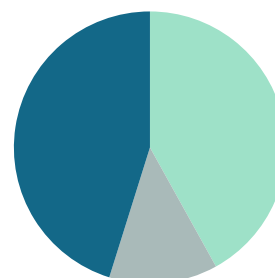


**Inventory**  
 New Listings  
**16 = 59.26%**  
 Start Inventory  
**11**  
 Total Inventory Units  
**27**  
 Volume  
**\$37,095**

### Market Activity

Closed Sales  
**13 = 41.94%**  
 Pending Sales  
**4 = 12.90%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**14 = 45.16%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	32	13	-59.38%	181	144	-20.44%
Pending Sales	13	4	-69.23%	45	58	28.89%
New Listings	26	16	-38.46%	192	157	-18.23%
Average List Price	1,377	1,294	-6.06%	1,360	1,350	-0.72%
Average Sale Price	1,374	1,294	-5.86%	1,352	1,350	-0.16%
Average Percent of Selling Price to List Price	99.74%	100.00%	0.26%	99.56%	100.01%	0.45%
Average Days on Market to Sale	32.88	40.62	23.54%	33.91	28.95	-14.61%
Monthly Inventory	30	14	-53.33%	30	14	-53.33%
Months Supply of Inventory	1.43	0.77	-46.27%	1.43	0.77	-46.27%

**Absorption:** Last 12 months, an Average of **18** Sales/Month

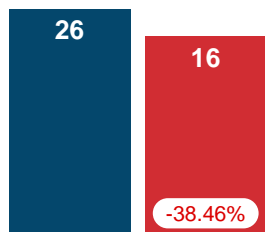
**Inventory** on August 31, 2020 = **14**

**2019** **2020**

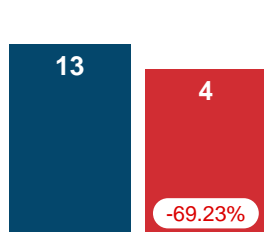
### AUGUST MARKET

### AVERAGE PRICES

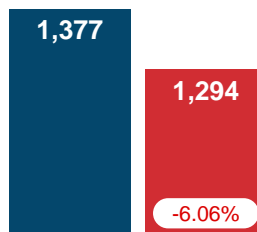
#### New Listings



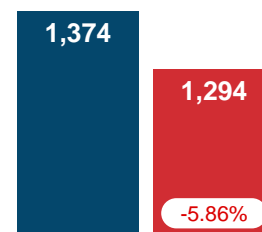
#### Pending Listings



#### List Price



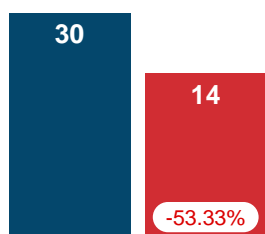
#### Sale Price



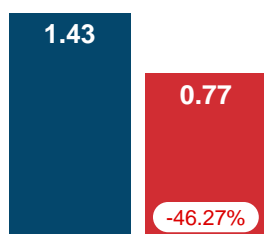
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

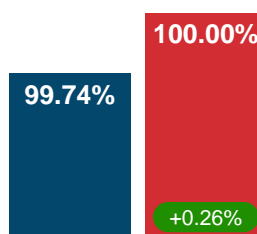
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

