

# August 2020



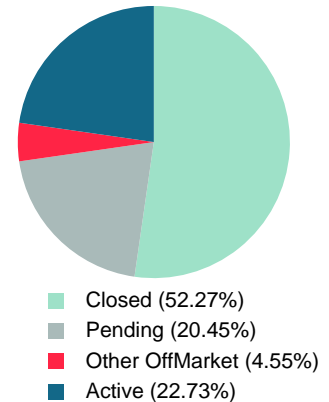
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	11	23	109.09%
Pending Listings	6	9	50.00%
New Listings	21	17	-19.05%
Median List Price	1,645	1,375	-16.41%
Median Sale Price	1,595	1,375	-13.79%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	23.00	24.00	4.35%
End of Month Inventory	29	10	-65.52%
Months Supply of Inventory	2.05	0.61	-70.39%



**Absorption:** Last 12 months, an Average of **17** Sales/Month  
**Active Inventory** as of August 31, 2020 = **10**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **65.52%** to 10 existing homes available for sale. Over the last 12 months this area has had an average of 17 closed sales per month. This represents an unsold inventory index of **0.61** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **13.79%** in August 2020 to \$1,375 versus the previous year at \$1,595.

#### Median Days on Market Lengthens

The median number of **24.00** days that homes spent on the market before selling increased by 1.00 days or **4.35%** in August 2020 compared to last year's same month at **23.00** DOM.

#### Sales Success for August 2020 is Positive

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

There were 17 New Listings in August 2020, down **19.05%** from last year at 21. Furthermore, there were 23 Closed Listings this month versus last year at 11, a **109.09%** increase.

Closed versus Listed trends yielded a **135.3%** ratio, up from previous year's, August 2019, at **52.4%**, a **158.29%** upswing. 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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



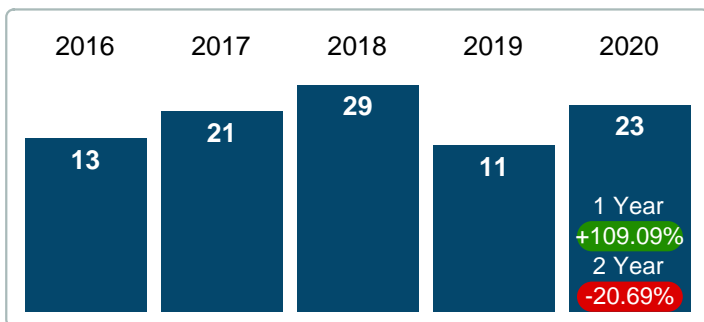
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



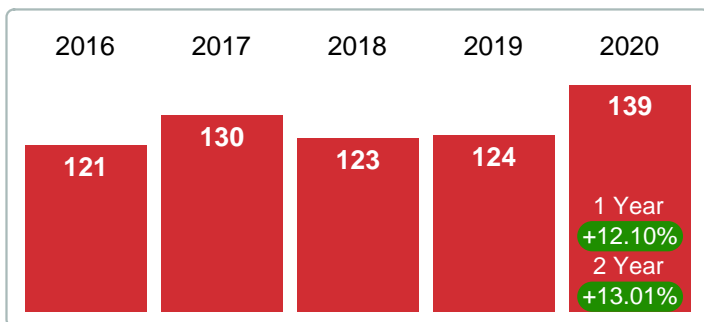
## CLOSED LISTINGS

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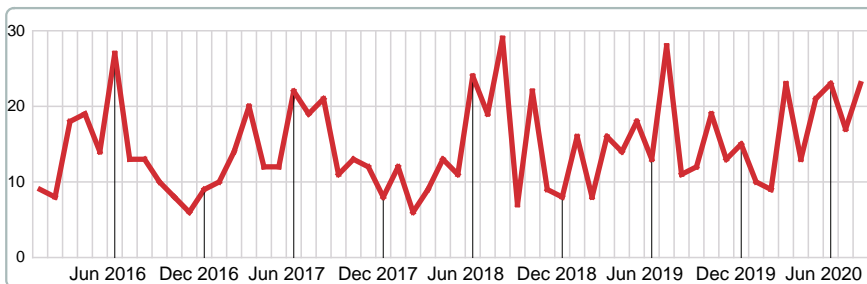
### AUGUST



### YEAR TO DATE (YTD)

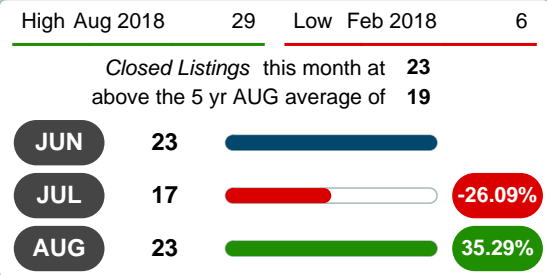


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 19



### 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	23	100.00%	24.0	5	14	4	0
<b>Total Closed Units</b>	<b>23</b>			<b>5</b>	<b>14</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>30,835</b>	<b>100%</b>	<b>24.0</b>	<b>4,520</b>	<b>19.47K</b>	<b>6,845</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$1,375</b>			<b>\$925</b>	<b>\$1,413</b>	<b>\$1,623</b>	<b>\$0</b>

# August 2020



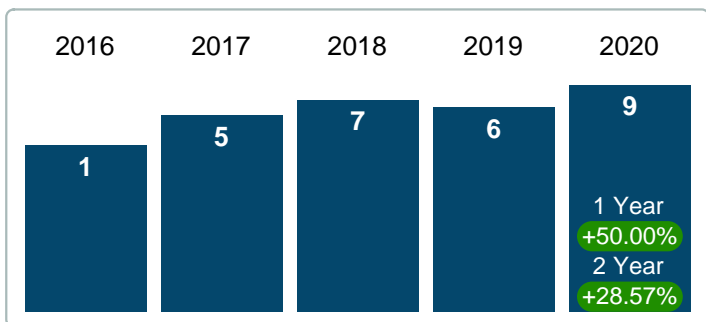
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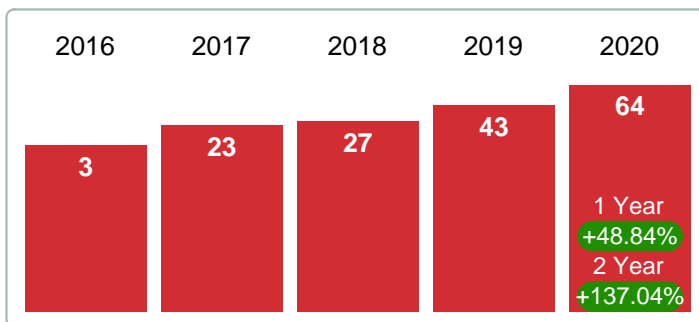
## PENDING LISTINGS

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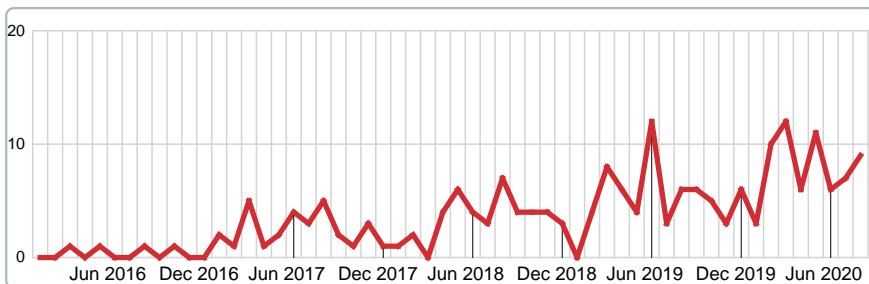
### AUGUST



### YEAR TO DATE (YTD)

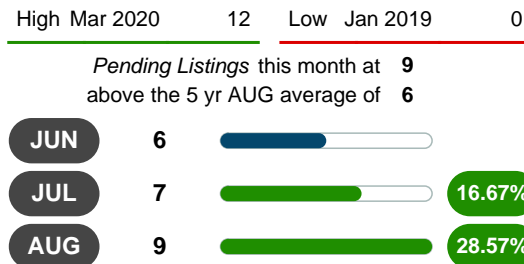


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 6



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	<div style="width: 0%;"></div> 0	0.00%	24.0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	24.0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	24.0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	24.0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	24.0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	24.0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 9	100.00%	8.0	1	8	0	0
<b>Total Pending Units</b>	<b>9</b>			<b>1</b>	<b>8</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>12,085</b>	<b>100%</b>	<b>8.0</b>	<b>825</b>	<b>11.26K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$1,350</b>			<b>\$825</b>	<b>\$1,363</b>	<b>\$0</b>	<b>\$0</b>

# August 2020



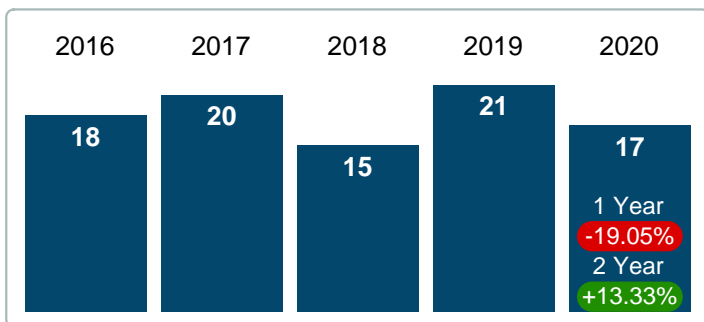
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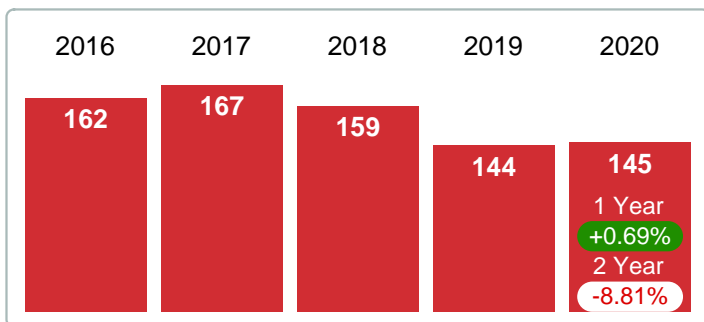
## NEW LISTINGS

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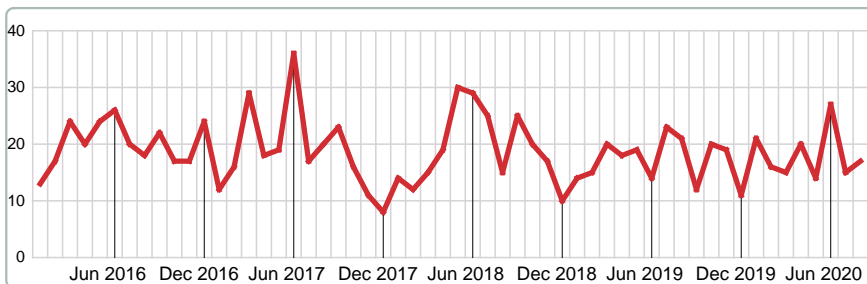
### AUGUST



### YEAR TO DATE (YTD)

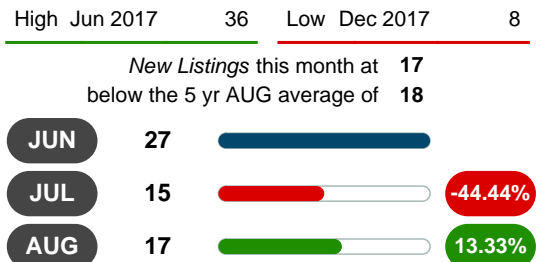


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 18



### 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	17	100.00%	2	12	3	0
<b>Total New Listed Units</b>	<b>17</b>		<b>2</b>	<b>12</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>23,370</b>	<b>100%</b>	<b>1,525</b>	<b>16.86K</b>	<b>4,990</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$1,375</b>		<b>\$763</b>	<b>\$1,363</b>	<b>\$1,750</b>	<b>\$0</b>

# August 2020



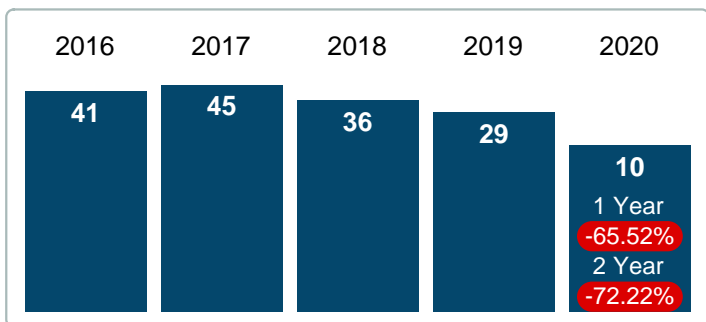
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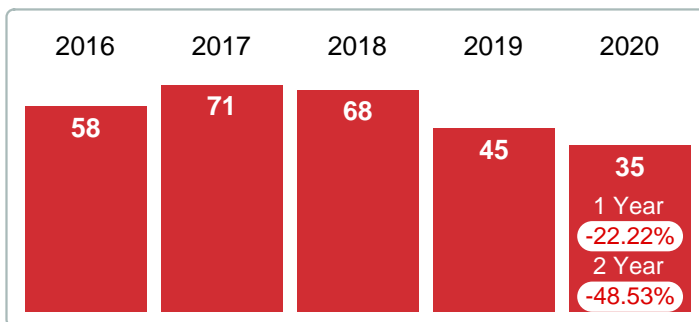
## ACTIVE INVENTORY

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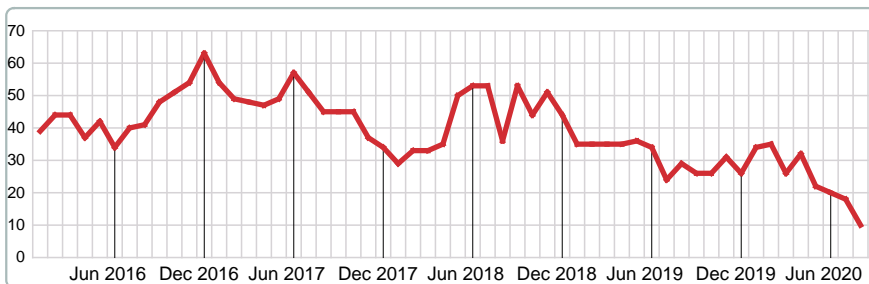
### END OF AUGUST



### ACTIVE DURING AUGUST

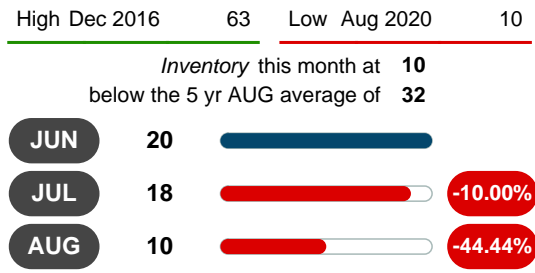


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 32



### 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%	8.0	0	0	0	0
\$1 \$0	0	0.00%	8.0	0	0	0	0
\$1 \$0	0	0.00%	8.0	0	0	0	0
\$1 \$0	0	0.00%	8.0	0	0	0	0
\$1 \$0	0	0.00%	8.0	0	0	0	0
\$1 \$0	0	0.00%	8.0	0	0	0	0
\$1 and up	10	100.00%	12.0	1	6	3	0
Total Active Inventory by Units			10	1	6	3	0
Total Active Inventory by Volume			18,235	725	8,815	8,695	0.00B
Median Active Inventory Listing Price			\$1,420	\$725	\$1,385	\$1,750	\$0

# August 2020



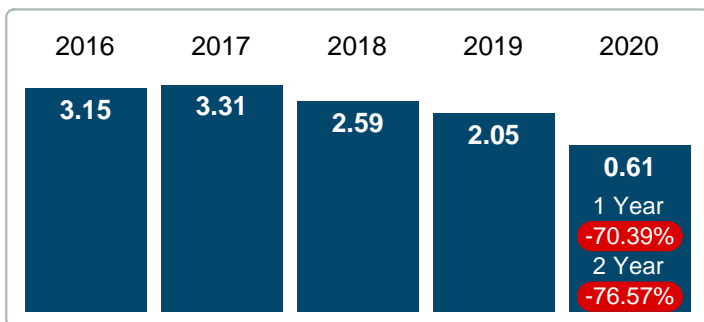
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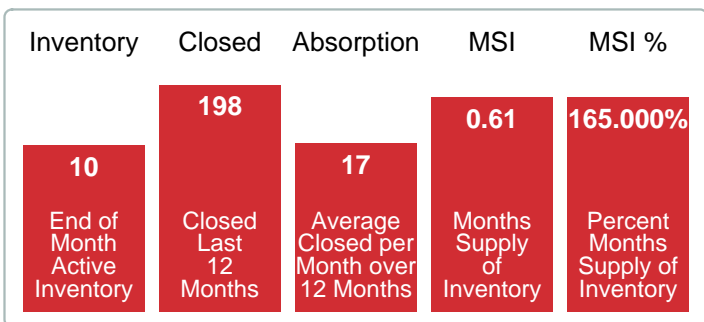
## MONTHS SUPPLY of INVENTORY (MSI)

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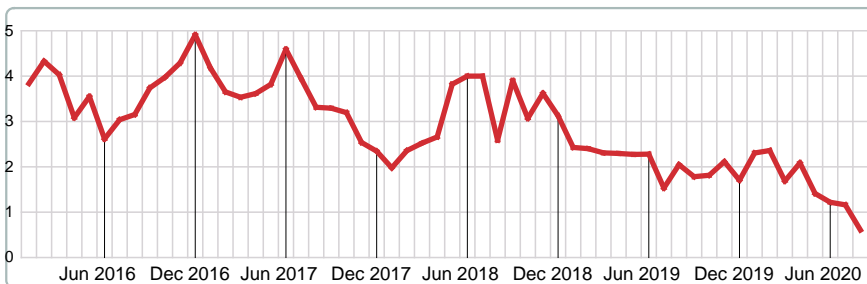
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

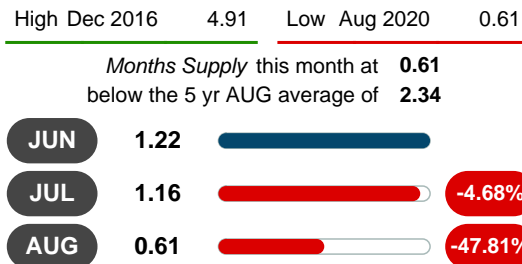


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 2.34



### 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	10	100.00%	0.61	0.41	0.60	0.88	0.00
Market Supply of Inventory (MSI)	0.61			0.41	0.60	0.88	0.00
Total Active Inventory by Units	10	100%	0.61	1	6	3	0

# August 2020



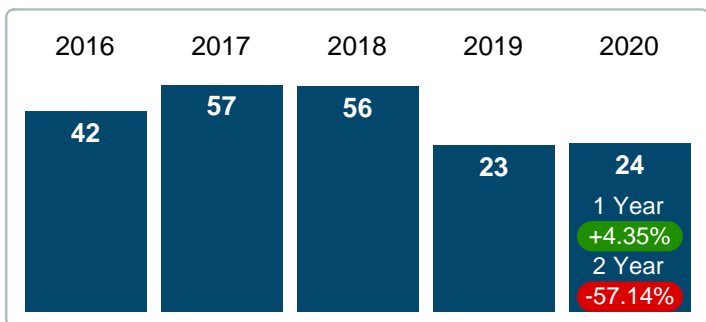
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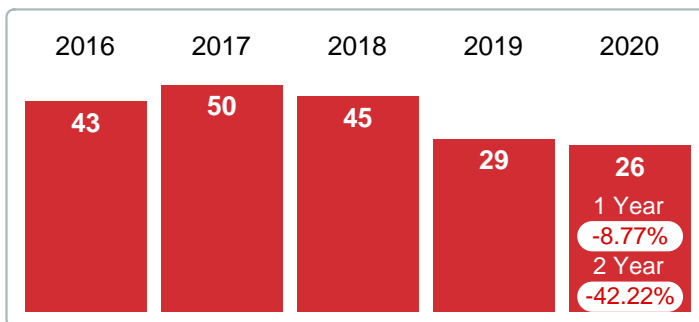
## MEDIAN DAYS ON MARKET TO SALE

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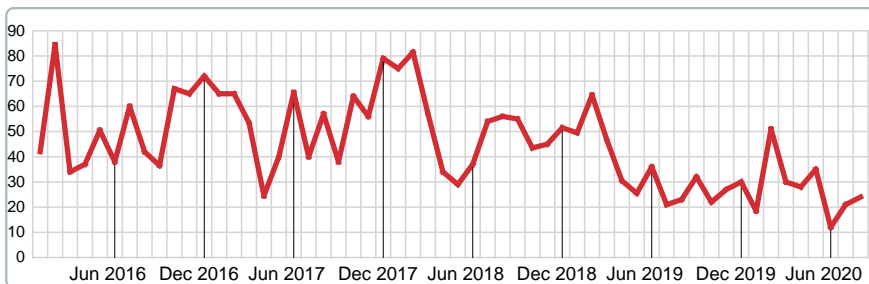
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

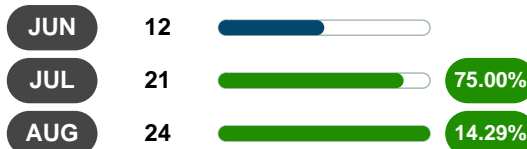


### 3 MONTHS

5 year AUG AVG = 40

High Feb 2016 85 Low Jun 2020 12

Median Days on Market to Sale this month at 24 below the 5 yr AUG average of 40



### 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	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px 10px;">0</div>	0.00%	12	0	0	0	0
\$1-\$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px 10px;">0</div>	0.00%	12	0	0	0	0
\$1-\$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px 10px;">0</div>	0.00%	12	0	0	0	0
\$1-\$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px 10px;">0</div>	0.00%	12	0	0	0	0
\$1-\$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px 10px;">0</div>	0.00%	12	0	0	0	0
\$1-\$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px 10px;">0</div>	0.00%	12	0	0	0	0
\$1 and up	<div style="width: 100%; background-color: blue; border-radius: 10px; padding: 2px 10px;">23</div>	100.00%	24	31	11	33	0
Median Closed DOM			24	31	11	33	0
Total Closed Units		100%	24.0	5	14	4	
Total Closed Volume			30,835	4,520	19.47K	6,845	0.00B

# August 2020



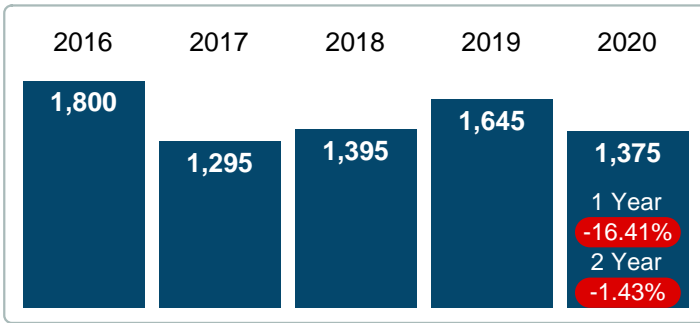
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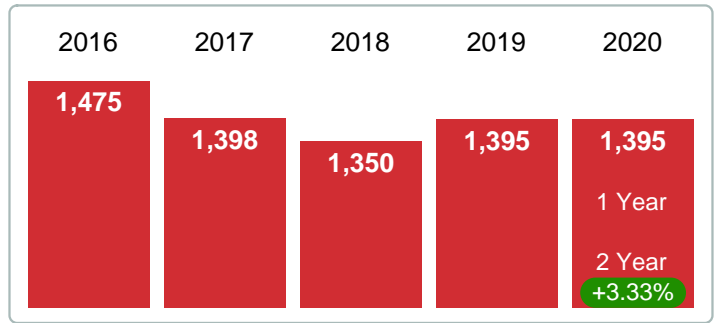
## MEDIAN LIST PRICE AT CLOSING

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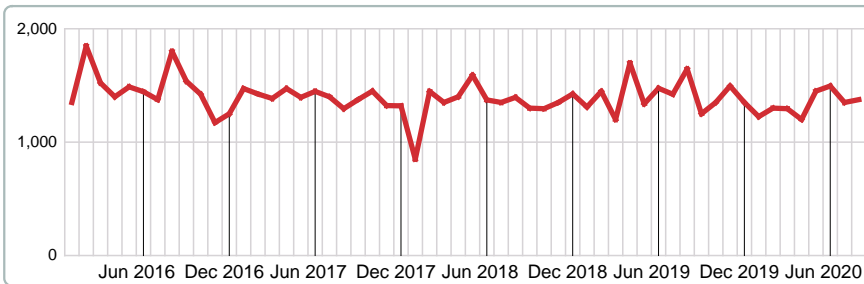
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,502

High Feb 2016 1,848 Low Jan 2018 850

Median List Price at Closing this month at 1,375 below the 5 yr AUG average of 1,502



### 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%	24	0	0	0	0
\$1 \$0	0	0.00%	24	0	0	0	0
\$1 \$0	0	0.00%	24	0	0	0	0
\$1 \$0	0	0.00%	24	0	0	0	0
\$1 \$0	0	0.00%	24	0	0	0	0
\$1 \$0	0	0.00%	24	0	0	0	0
\$1 and up	23	100.00%	1,375	925	1,413	1,623	0
Median List Price			1,375	925	1,413	1,623	0
Total Closed Units		100%	1,375	5	14	4	
Total Closed Volume			30,835	4,520	19.47K	6,845	0.00B



# August 2020



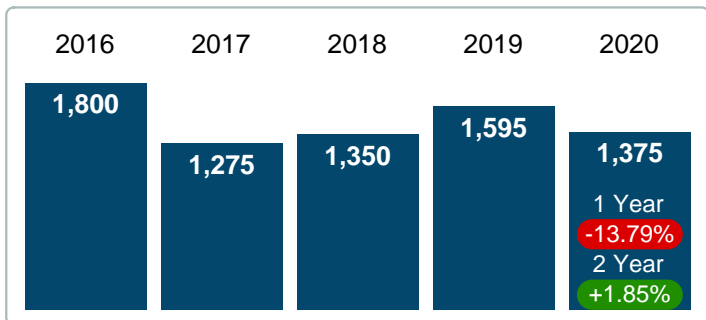
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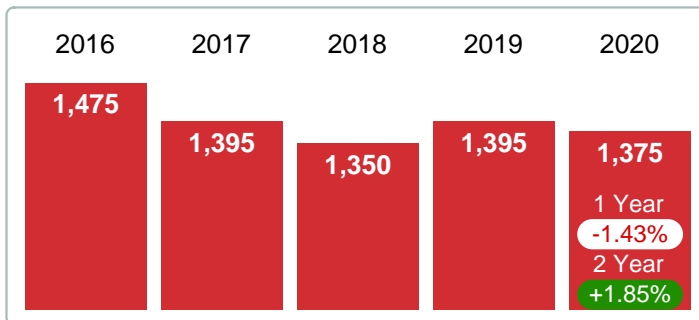
## MEDIAN SOLD PRICE AT CLOSING

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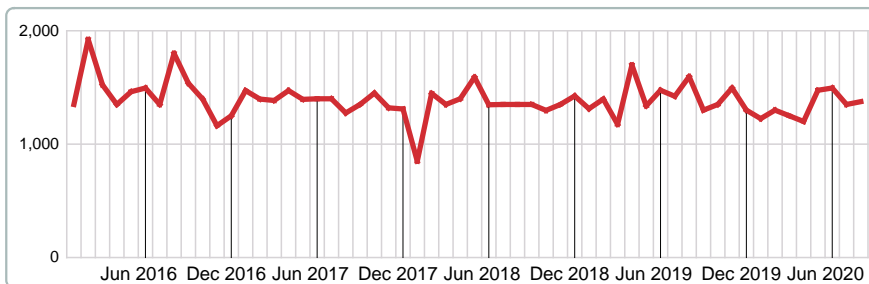
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

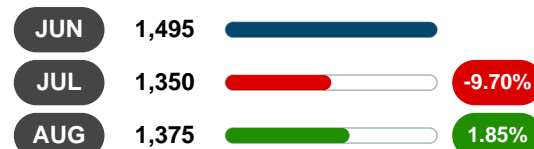


### 3 MONTHS

5 year AUG AVG = 1,479

High Feb 2016 1,923 Low Jan 2018 850

Median Sold Price at Closing this month at 1,375 below the 5 yr AUG average of 1,479



## 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%	1,375	0	0	0	0
\$1 \$0	0	0.00%	1,375	0	0	0	0
\$1 \$0	0	0.00%	1,375	0	0	0	0
\$1 \$0	0	0.00%	1,375	0	0	0	0
\$1 \$0	0	0.00%	1,375	0	0	0	0
\$1 \$0	0	0.00%	1,375	0	0	0	0
\$1 and up	23	100.00%	1,375	925	1,413	1,623	0
Median Sold Price			1,375	925	1,413	1,623	0
Total Closed Units		100%	1,375	5	14	4	
Total Closed Volume			30,835	4,520	19.47K	6,845	0.00B

# August 2020



Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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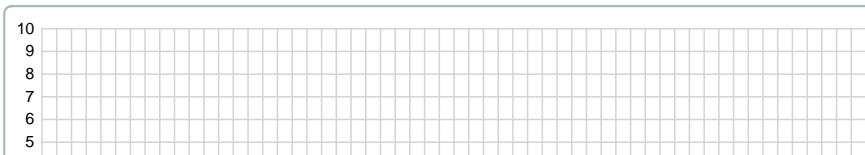
### AUGUST

2016	2017	2018	2019	2020
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### YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
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### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 100.00%

High Aug 2020 100.00% Low Aug 2020 100.00%

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

- JUN 100.00%
- JUL 100.00%
- AUG 100.00%

0.00%  
0.00%

### 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%	1,375.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,375.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,375.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,375.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,375.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,375.00%	0.00%	0.00%	0.00%	0.00%	
\$1 and up	23	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		23	100%	100.00%	5	14	4	
Total Closed Volume		30,835			4,520	19.47K	6,845	0.00B

# August 2020



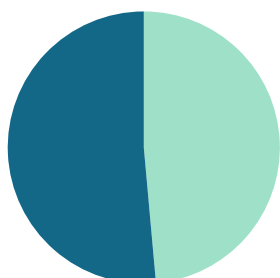
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

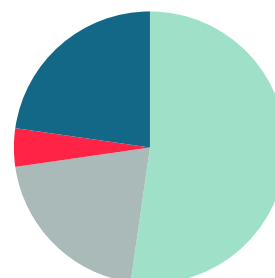


**Inventory**  
 New Listings  
 17 = 48.57%  
 Start Inventory  
 18  
 Total Inventory Units  
 35  
 Volume  
 \$51,220

### Market Activity

Closed Sales  
 23 = 52.27%  
 Pending Sales  
 9 = 20.45%  
 Other Off Market  
 2 = 4.55%  
 Active Inventory  
 10 = 22.73%

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	11	23	109.09%	124	139	12.10%
Pending Sales	6	9	50.00%	43	64	48.84%
New Listings	21	17	-19.05%	144	145	0.69%
Median List Price	1,645	1,375	-16.41%	1,395	1,395	0.00%
Median Sale Price	1,595	1,375	-13.79%	1,395	1,375	-1.43%
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	23.00	24.00	4.35%	28.50	26.00	-8.77%
Monthly Inventory	29	10	-65.52%	29	10	-65.52%
Months Supply of Inventory	2.05	0.61	-70.39%	2.05	0.61	-70.39%

**Absorption:** Last 12 months, an Average of 17 Sales/Month

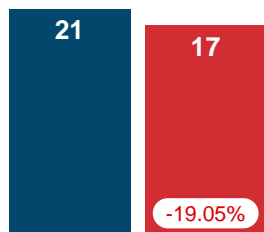
**Inventory on August 31, 2020 = 10**

2019 2020

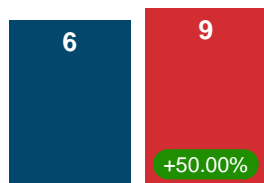
### AUGUST MARKET

### MEDIAN PRICES

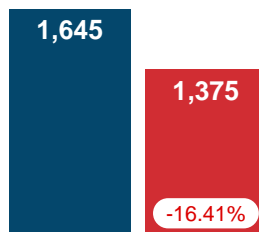
#### New Listings



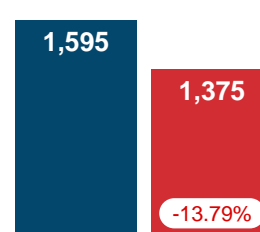
#### Pending Listings



#### List Price



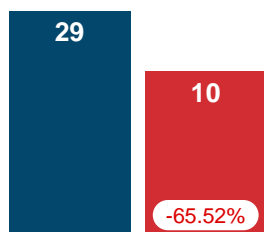
#### Sale Price



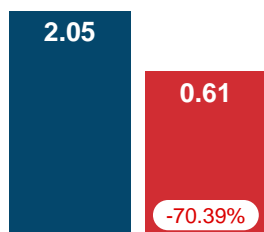
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

