

# August 2020



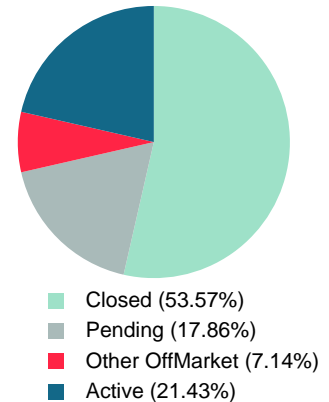
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	12	15	25.00%
Pending Listings	2	5	150.00%
New Listings	16	10	-37.50%
Average List Price	1,427	1,379	-3.32%
Average Sale Price	1,427	1,378	-3.44%
Average Percent of Selling Price to List Price	100.00%	99.98%	-0.02%
Average Days on Market to Sale	34.58	12.93	-62.60%
End of Month Inventory	16	6	-62.50%
Months Supply of Inventory	1.70	0.63	-63.15%



**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of August 31, 2020 = **6**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **62.50%** to 6 existing homes available for sale. Over the last 12 months this area has had an average of 10 closed sales per month. This represents an unsold inventory index of **0.63** 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 **3.44%** in August 2020 to \$1,378 versus the previous year at \$1,427.

#### Average Days on Market Shortens

The average number of **12.93** days that homes spent on the market before selling decreased by 21.65 days or **62.60%** in August 2020 compared to last year's same month at **34.58** DOM.

#### Sales Success for August 2020 is Positive

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

There were 10 New Listings in August 2020, down **37.50%** from last year at 16. Furthermore, there were 15 Closed Listings this month versus last year at 12, a **25.00%** increase.

Closed versus Listed trends yielded a **150.00%** ratio, up from previous year's, August 2019, at **75.0%**, a **100.00%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

### 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



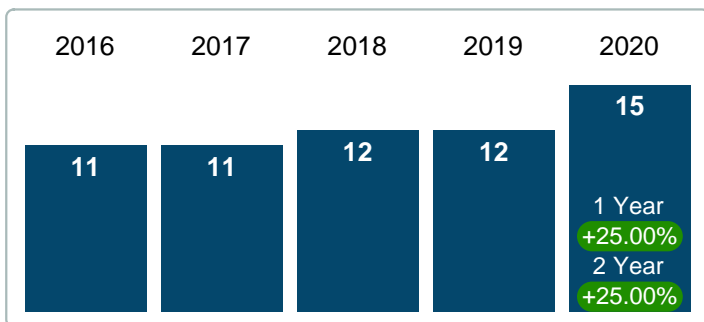
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



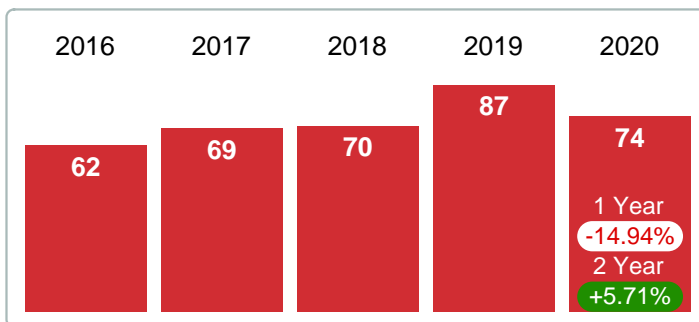
## CLOSED LISTINGS

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

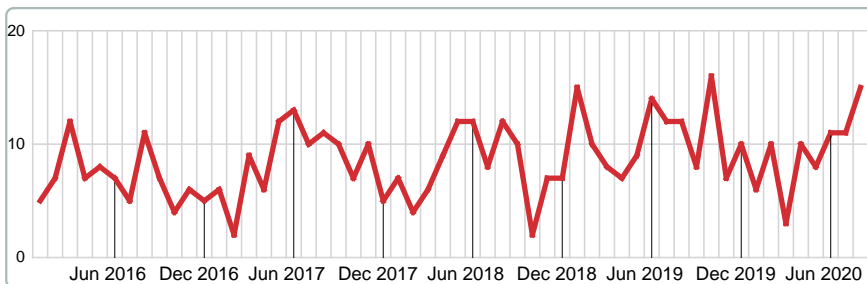
### AUGUST



### YEAR TO DATE (YTD)

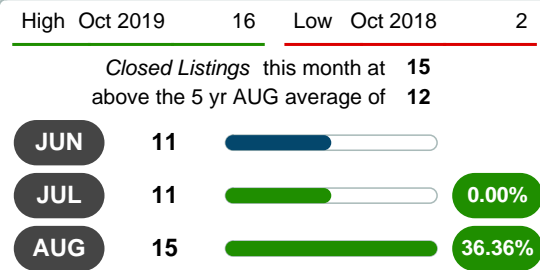


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 12



### 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	15	100.00%	12.9	2	10	2	1
<b>Total Closed Units</b>	<b>15</b>			<b>2</b>	<b>10</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>20,664</b>	<b>100%</b>	<b>12.9</b>	<b>1,200</b>	<b>14,22K</b>	<b>3,445</b>	<b>1,800</b>
<b>Average Closed Price</b>	<b>\$1,378</b>			<b>\$600</b>	<b>\$1,422</b>	<b>\$1,723</b>	<b>\$1,800</b>

# August 2020



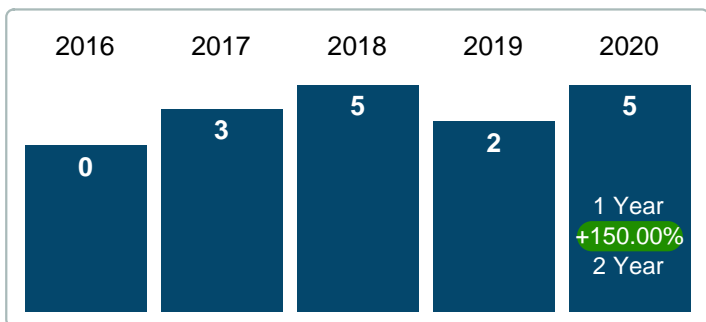
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



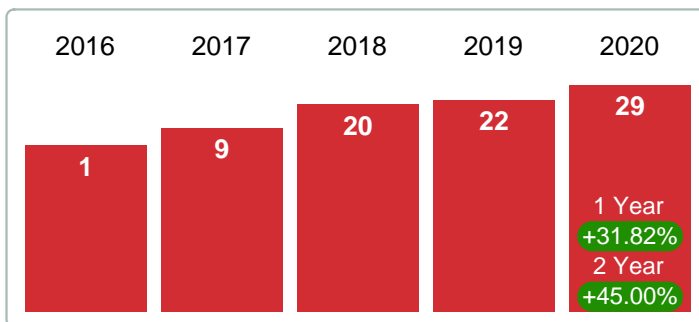
## PENDING LISTINGS

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

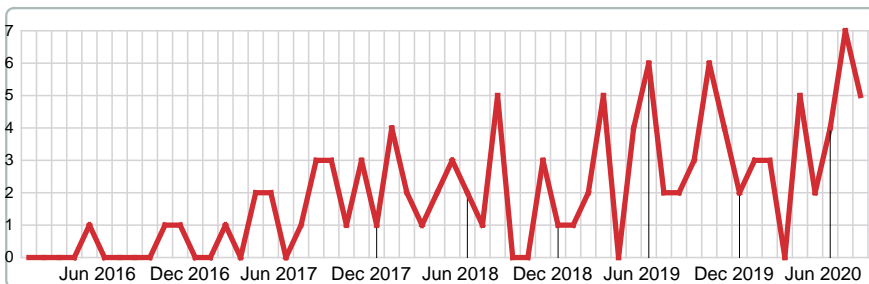
### AUGUST



### YEAR TO DATE (YTD)

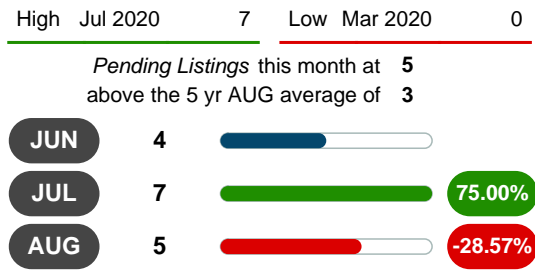


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 3



### 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	5	100.00%	33.6	1	4	0	0
<b>Total Pending Units</b>	<b>5</b>			<b>1</b>	<b>4</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,520</b>	<b>100%</b>	<b>33.6</b>	<b>600</b>	<b>4,920</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,104</b>			<b>\$600</b>	<b>\$1,230</b>	<b>\$0</b>	<b>\$0</b>

# August 2020



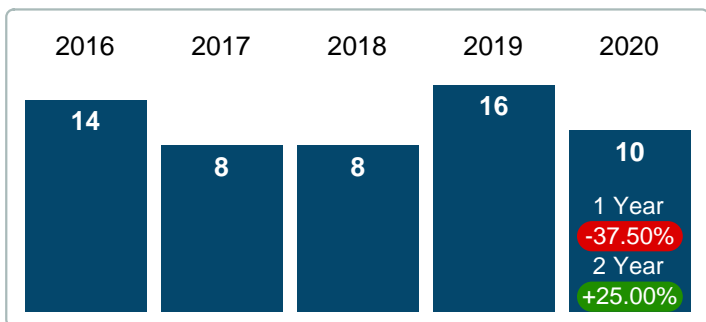
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



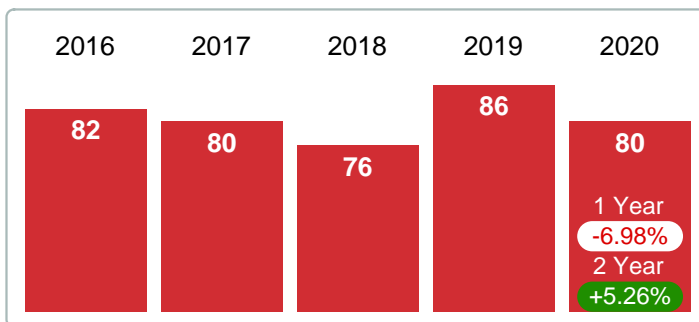
## NEW LISTINGS

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

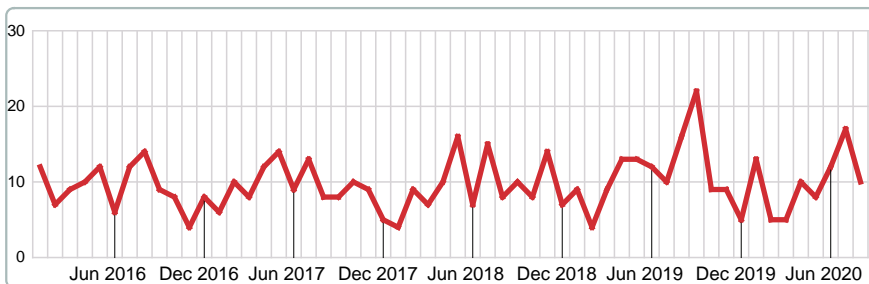
### AUGUST



### YEAR TO DATE (YTD)

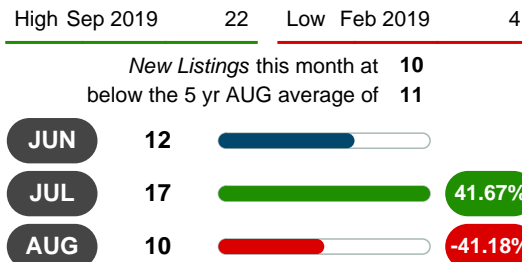


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 11



### 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	10	100.00%	0	7	3	0
<b>Total New Listed Units</b>	<b>10</b>		<b>0</b>	<b>7</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>15,450</b>	<b>100%</b>	<b>0.00B</b>	<b>10.23K</b>	<b>5,220</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,545</b>		<b>\$0</b>	<b>\$1,461</b>	<b>\$1,740</b>	<b>\$0</b>

# August 2020



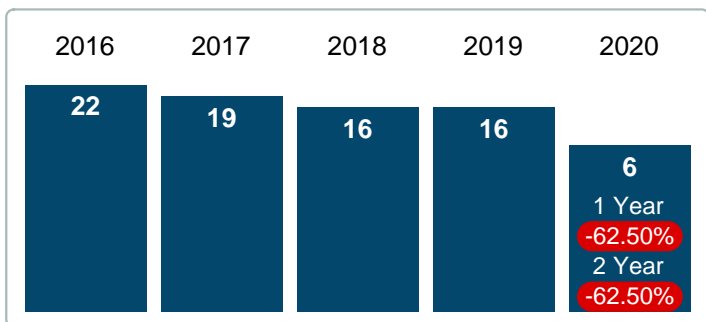
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



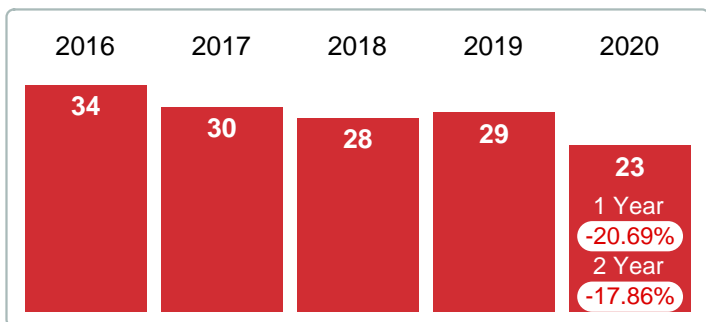
## ACTIVE INVENTORY

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

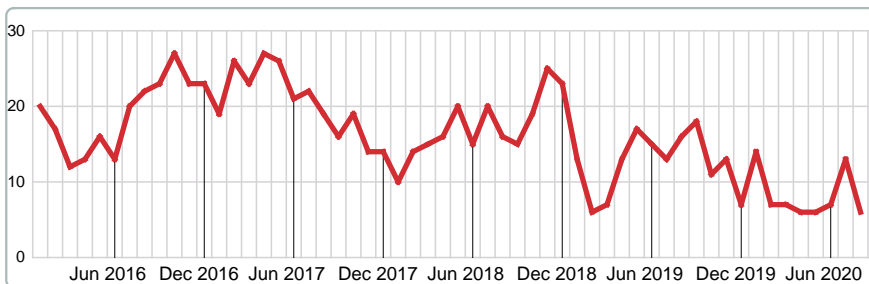
### END OF AUGUST



### ACTIVE DURING AUGUST

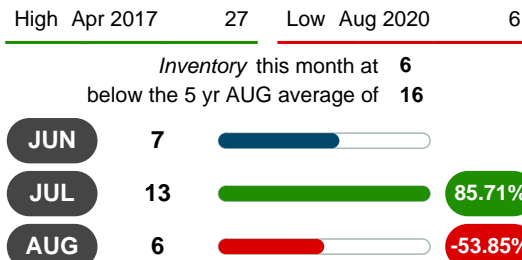


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 16



### 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	6	100.00%	18.2	2	2	2	0
Total Active Inventory by Units		6		2	2	2	0
Total Active Inventory by Volume		7,920	100%	1,375	3,075	3,470	0.00B
Average Active Inventory Listing Price		\$1,320		\$688	\$1,538	\$1,735	\$0

# August 2020



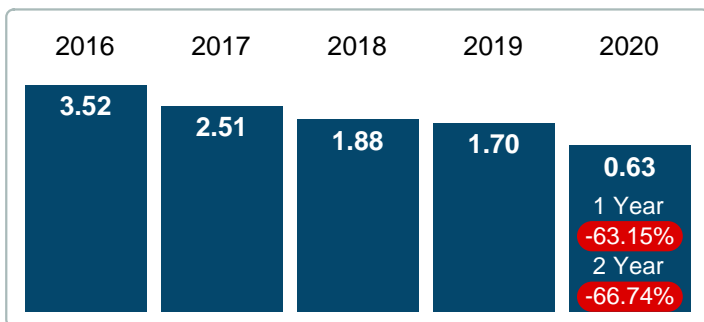
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



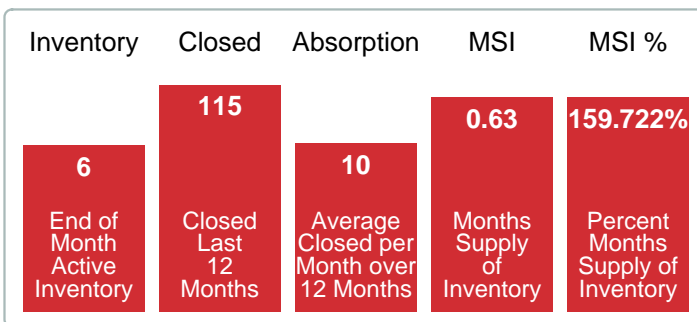
## MONTHS SUPPLY of INVENTORY (MSI)

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

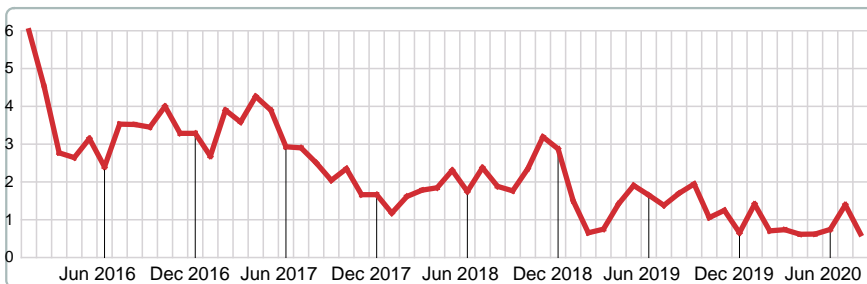
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020



### 5 YEAR MARKET ACTIVITY TRENDS

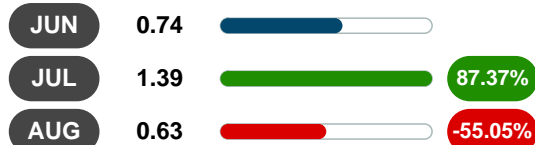


### 3 MONTHS

5 year AUG AVG = 2.05

High Jan 2016 6.00 Low Apr 2020 0.62

Months Supply this month at **0.63**  
below the 5 yr AUG average of **2.05**



### 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	6	100.00%	0.63	2.67	0.33	0.83	0.00
Market Supply of Inventory (MSI)	0.63			2.67	0.33	0.83	0.00
Total Active Inventory by Units	6	100%	0.63	2	2	2	0

# August 2020



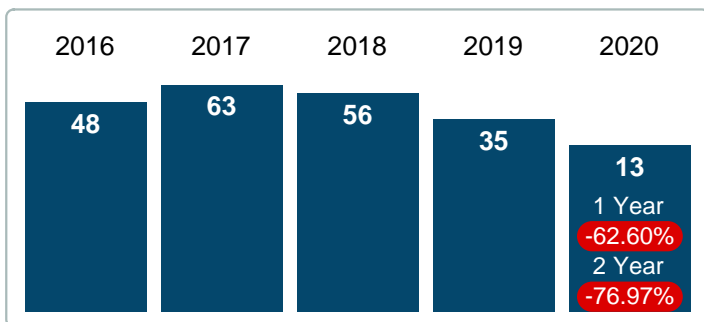
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



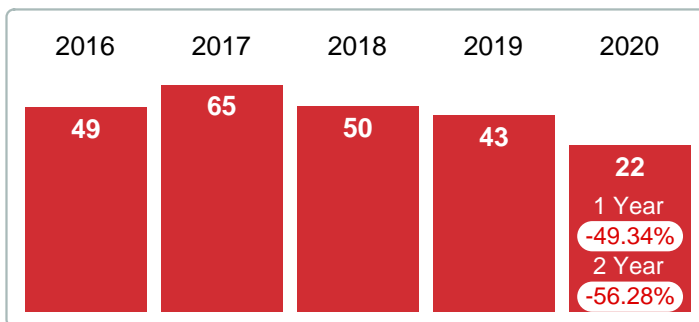
## AVERAGE DAYS ON MARKET TO SALE

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

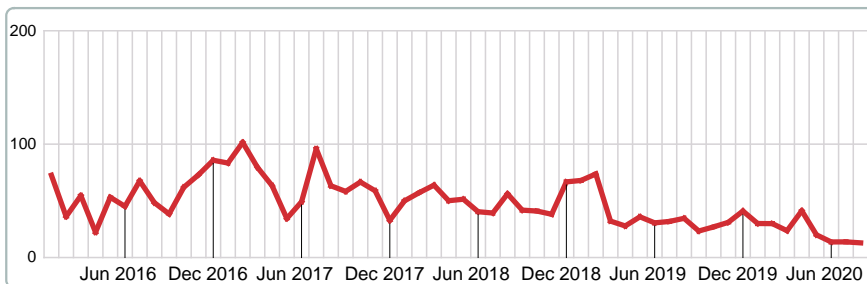
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

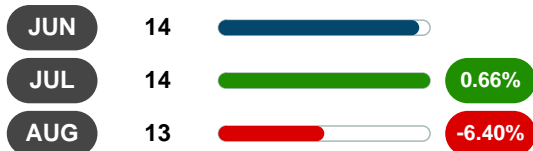


### 3 MONTHS

5 year AUG AVG = 43

High Feb 2017 102 Low Aug 2020 13

Average Days on Market to Sale this month at 13 below the 5 yr AUG average of 43



### 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	15	100.00%	13	7	15	4	24
Average Closed DOM			13	7	15	4	24
Total Closed Units		100%	13	2	10	2	1
Total Closed Volume			20,664	1,200	14.22K	3,445	1,800

# August 2020



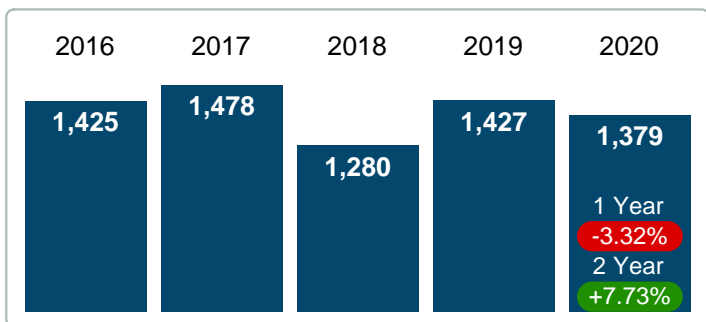
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



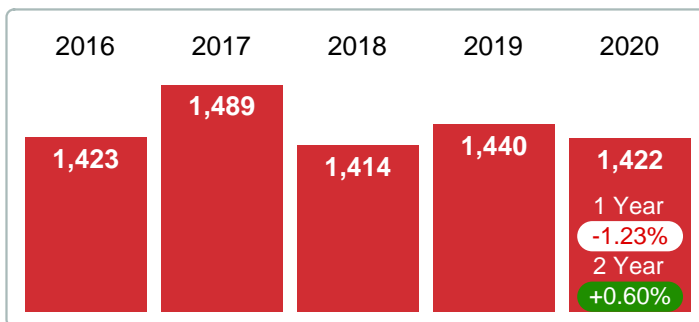
## AVERAGE LIST PRICE AT CLOSING

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

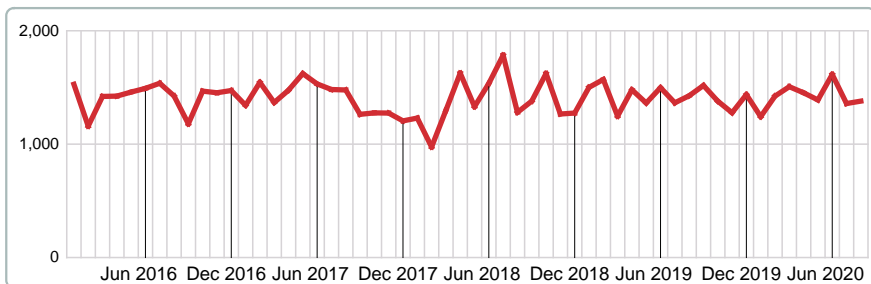
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

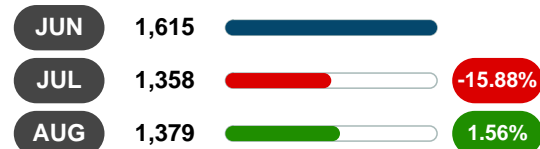


### 3 MONTHS

5 year AUG AVG = 1,398

High Jul 2018 1,784 Low Feb 2018 975

Average List Price at Closing this month at 1,379 below the 5 yr AUG average of 1,398



### 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	15	100.00%	1,379	600	1,420	1,723	1,850
Average List Price			1,379	600	1,420	1,723	1,850
Total Closed Units		100%	1,379	2	10	2	1
Total Closed Volume			20,690	1,200	14.20K	3,445	1,850



# August 2020



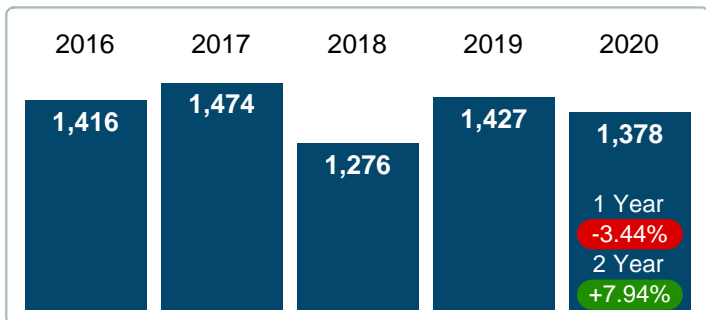
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



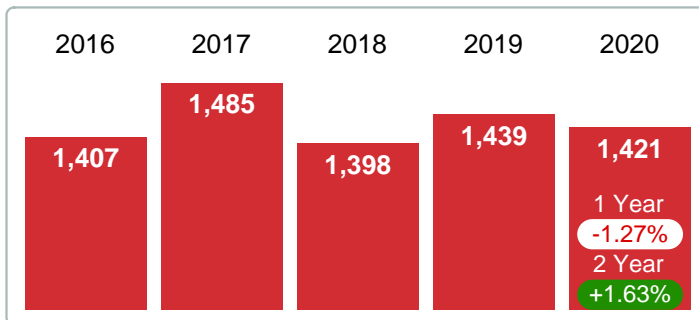
## AVERAGE SOLD PRICE AT CLOSING

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

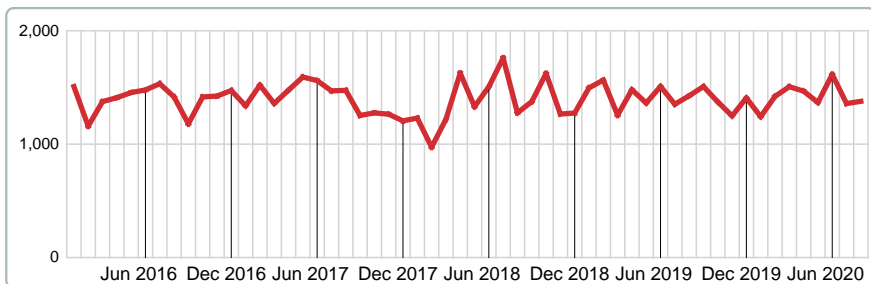
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

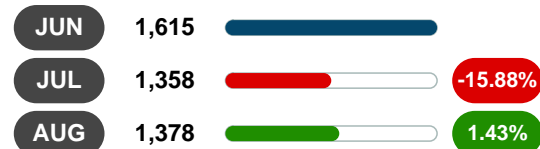


### 3 MONTHS

5 year AUG AVG = 1,394

High Jul 2018 1,759 Low Feb 2018 974

Average Sold Price at Closing this month at 1,378 below the 5 yr AUG average of 1,394



### 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	15	100.00%	1,378	600	1,422	1,723	1,800
Average Sold Price			1,378	600	1,422	1,723	1,800
Total Closed Units		100%	1,378	2	10	2	1
Total Closed Volume			20,664	1,200	14.22K	3,445	1,800

# August 2020



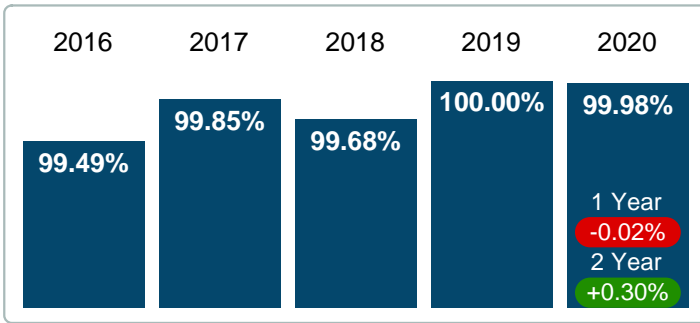
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



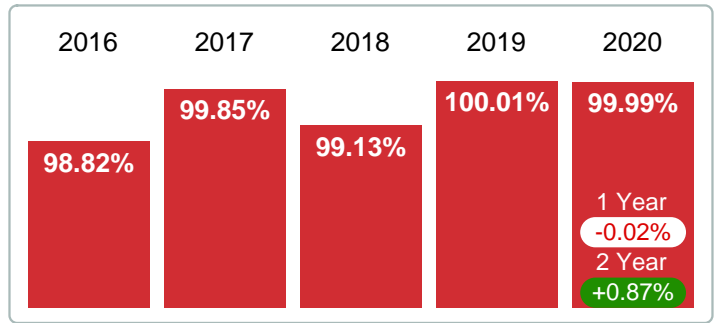
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

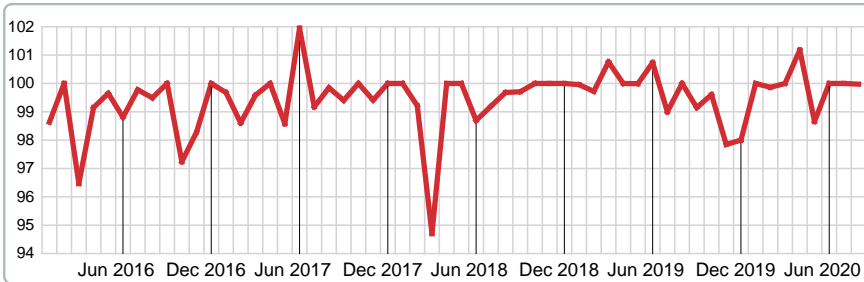
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

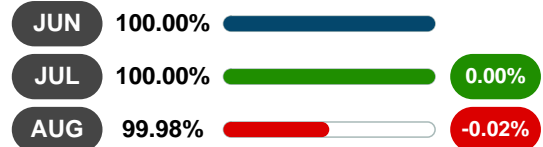


### 3 MONTHS

5 year AUG AVG = 99.80%

High Jun 2017 101.95% Low Mar 2018 94.70%

Average Sold/List Ratio this month at **99.98%** equal to 5 yr AUG average of **99.80%**



## 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	15	100.00%	99.98%	100.00%	100.23%	100.00%	97.30%
<b>Average Sold/List Ratio</b>		<b>100.00%</b>		<b>100.00%</b>	<b>100.23%</b>	<b>100.00%</b>	<b>97.30%</b>
<b>Total Closed Units</b>		<b>15</b>	<b>100%</b>	<b>2</b>	<b>10</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>20,664</b>		<b>1,200</b>	<b>14.22K</b>	<b>3,445</b>	<b>1,800</b>

# August 2020



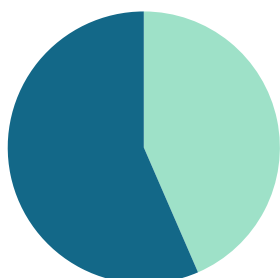
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

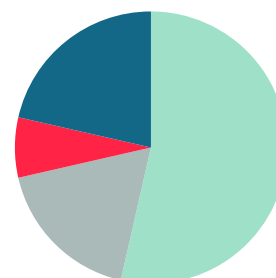


**Inventory**  
 New Listings  
**10 = 43.48%**  
 Start Inventory  
**13**  
 Total Inventory Units  
**23**  
 Volume  
**\$31,450**

### Market Activity

Closed Sales  
**15 = 53.57%**  
 Pending Sales  
**5 = 17.86%**  
 Other Off Market  
**2 = 7.14%**  
 Active Inventory  
**6 = 21.43%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	12	15	25.00%	87	74	-14.94%
Pending Sales	2	5	150.00%	22	29	31.82%
New Listings	16	10	-37.50%	86	80	-6.98%
Average List Price	1,427	1,379	-3.32%	1,440	1,422	-1.23%
Average Sale Price	1,427	1,378	-3.44%	1,439	1,421	-1.27%
Average Percent of Selling Price to List Price	100.00%	99.98%	-0.02%	100.01%	99.99%	-0.02%
Average Days on Market to Sale	34.58	12.93	-62.60%	43.18	21.88	-49.34%
Monthly Inventory	16	6	-62.50%	16	6	-62.50%
Months Supply of Inventory	1.70	0.63	-63.15%	1.70	0.63	-63.15%

**Absorption:** Last 12 months, an Average of 10 Sales/Month

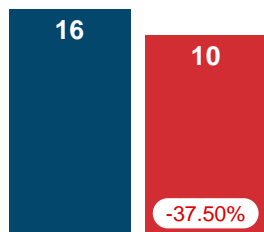
**Inventory** on August 31, 2020 = 6

2019 2020

### AUGUST MARKET

### AVERAGE PRICES

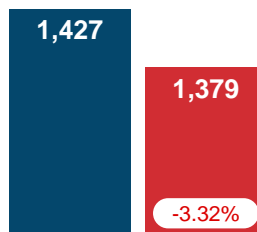
#### New Listings



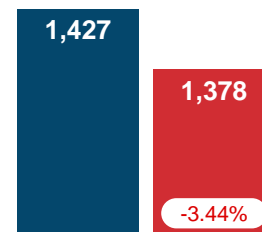
#### Pending Listings



#### List Price



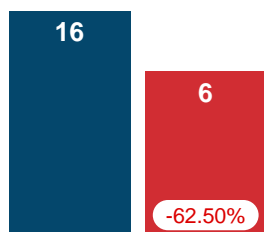
#### Sale Price



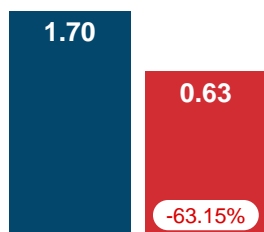
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

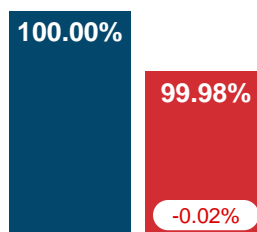
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

