

August 2020



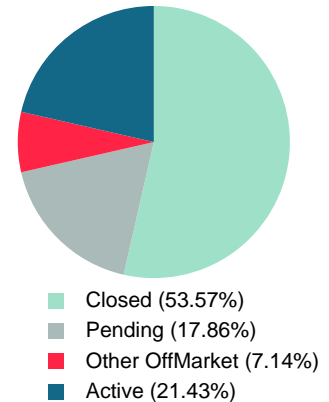
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) -
Leasing Property Type



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%
Median List Price	1,450	1,495	3.10%
Median Sale Price	1,450	1,495	3.10%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	27.50	9.00	-67.27%
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.

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 **3.10%** in August 2020 to \$1,495 versus the previous year at \$1,450.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 18.50 days or **67.27%** in August 2020 compared to last year's same month at **27.50** DOM.

Sales Success for August 2020 is Positive

Overall, with Median Prices going up 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.

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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

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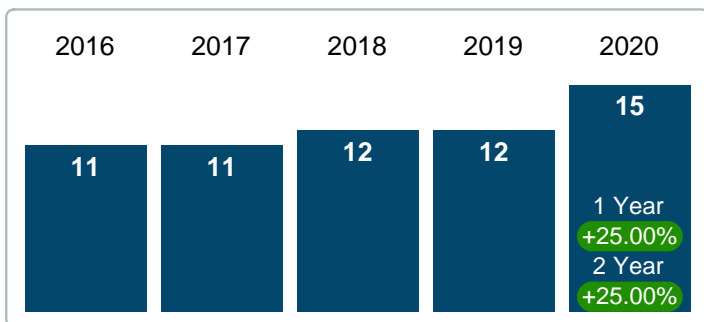
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



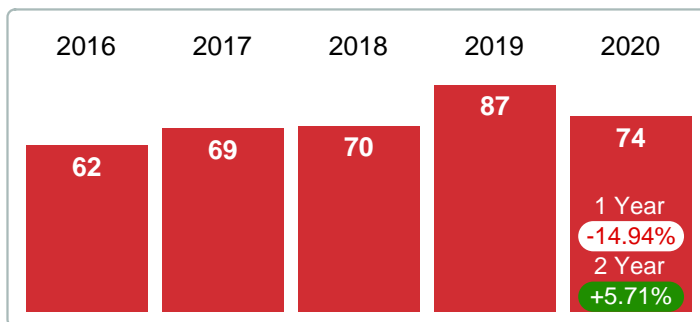
CLOSED LISTINGS

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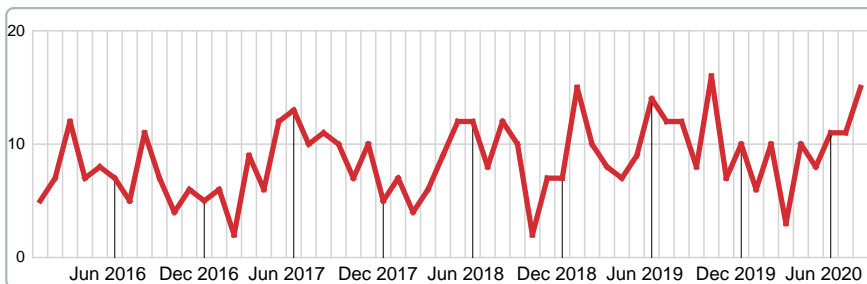
AUGUST



YEAR TO DATE (YTD)

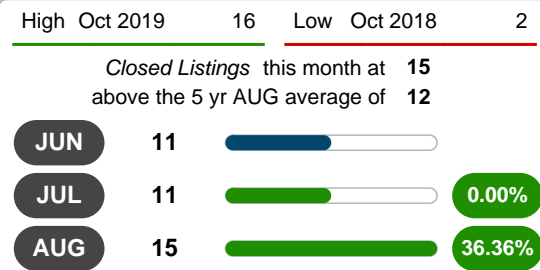


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 12



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	15	100.00%	9.0	2	10	2	1
Total Closed Units	15			2	10	2	1
Total Closed Volume	20,664	100%	9.0	1,200	14,22K	3,445	1,800
Median Closed Price	\$1,495			\$600	\$1,495	\$1,723	\$1,800

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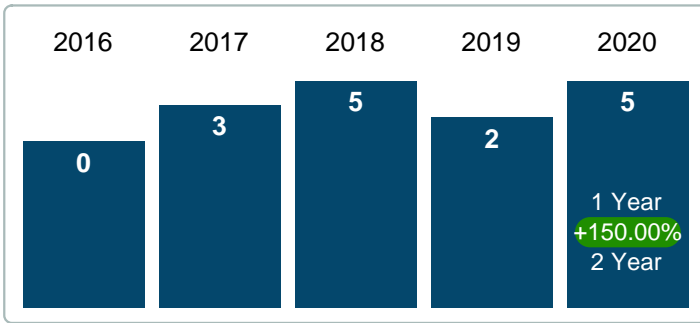
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



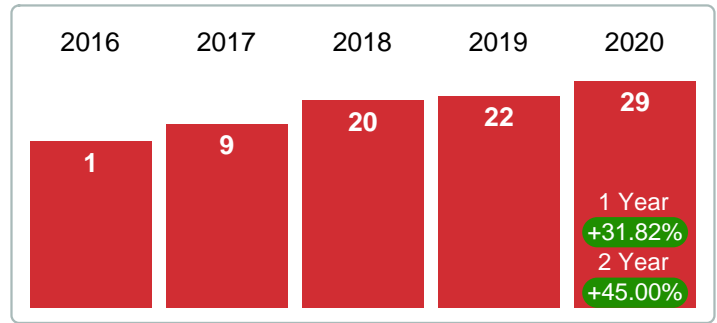
PENDING LISTINGS

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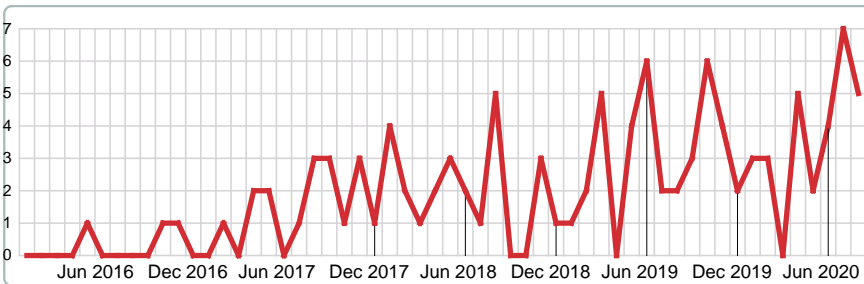
AUGUST



YEAR TO DATE (YTD)

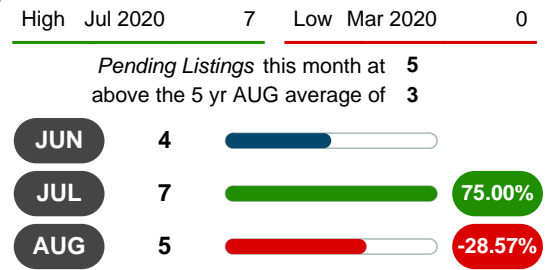


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	9.0	0	0	0	0
\$1-\$0	0	0.00%	9.0	0	0	0	0
\$1-\$0	0	0.00%	9.0	0	0	0	0
\$1-\$0	0	0.00%	9.0	0	0	0	0
\$1-\$0	0	0.00%	9.0	0	0	0	0
\$1-\$0	0	0.00%	9.0	0	0	0	0
\$1 and up	5	100.00%	33.0	1	4	0	0
Total Pending Units	5			1	4	0	0
Total Pending Volume	5,520	100%	33.0	600	4,920	0.00B	0.00B
Median Listing Price	\$1,050			\$600	\$1,200	\$0	\$0

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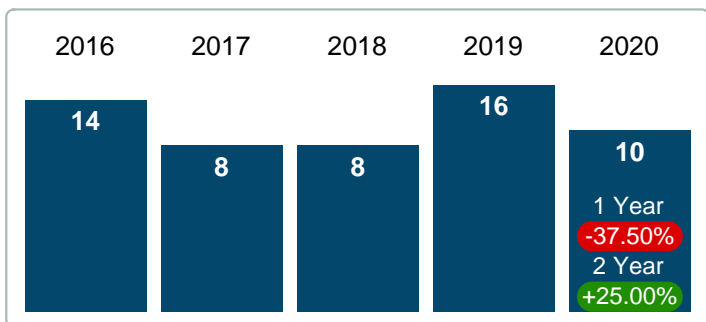
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



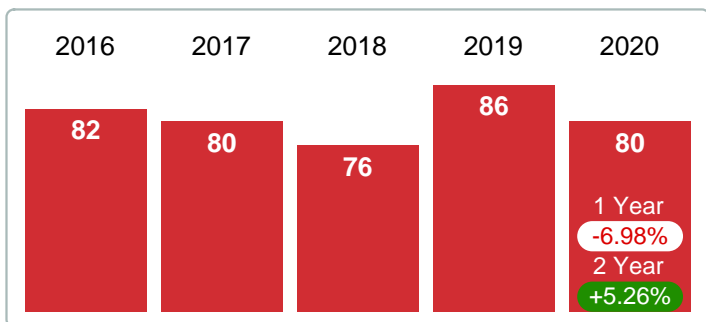
NEW LISTINGS

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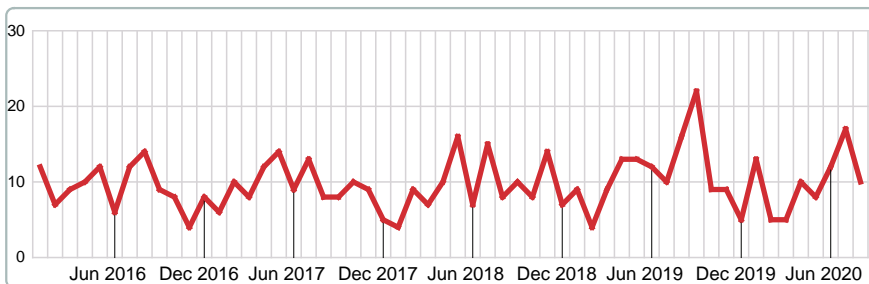
AUGUST



YEAR TO DATE (YTD)

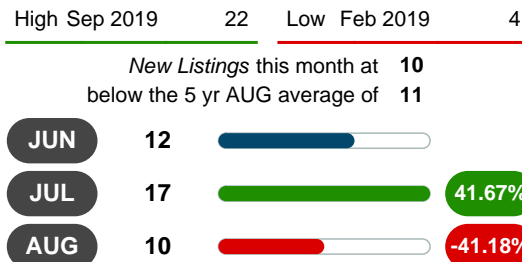


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	10		0	7	3	0
Total New Listed Volume	15,450	100%	0.00B	10.23K	5,220	0.00B
Median New Listed Listing Price	\$1,620		\$0	\$1,495	\$1,750	\$0

August 2020



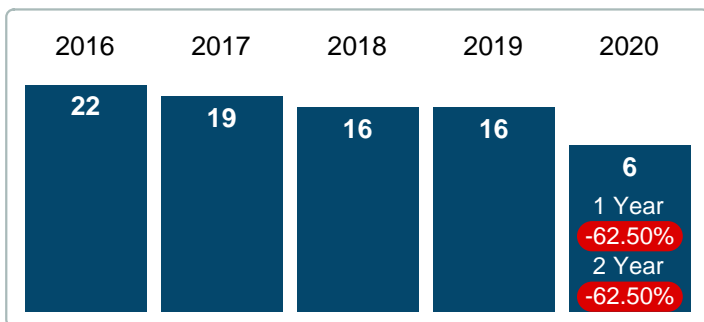
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



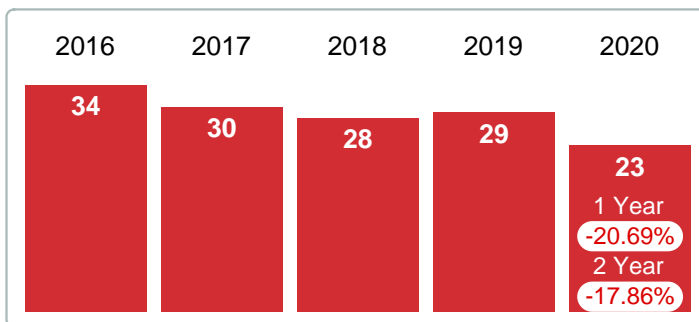
ACTIVE INVENTORY

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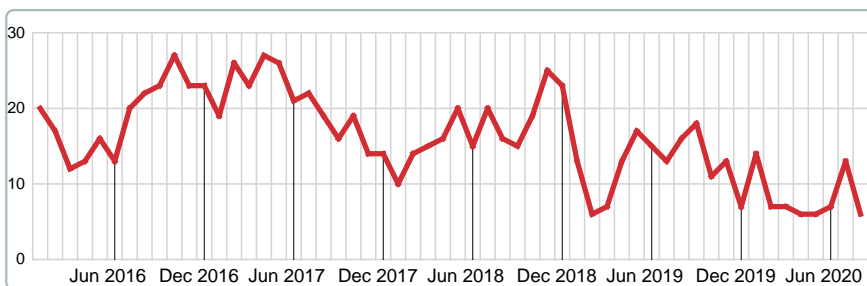
END OF AUGUST



ACTIVE DURING AUGUST

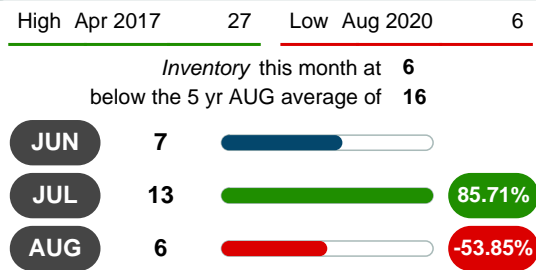


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 16



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less		0.00%	33.0	0	0	0	0
\$1 \$0		0.00%	33.0	0	0	0	0
\$1 \$0		0.00%	33.0	0	0	0	0
\$1 \$0		0.00%	33.0	0	0	0	0
\$1 \$0		0.00%	33.0	0	0	0	0
\$1 \$0		0.00%	33.0	0	0	0	0
\$1 and up		100.00%	9.5	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
Median Active Inventory Listing Price		\$1,463		\$688	\$1,538	\$1,735	\$0

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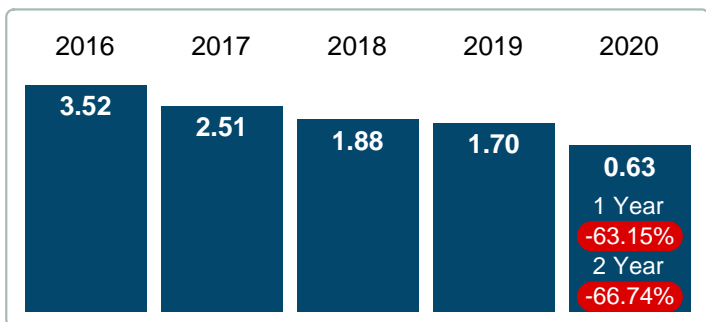
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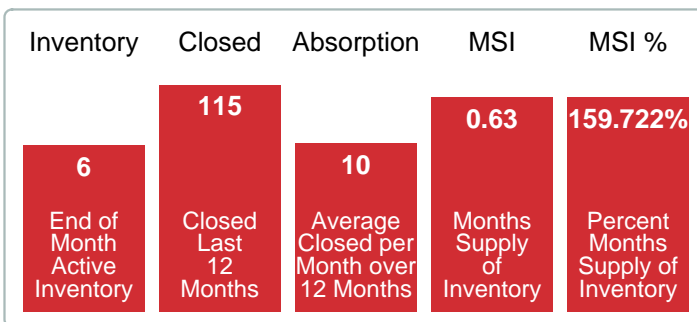
MONTHS SUPPLY of INVENTORY (MSI)

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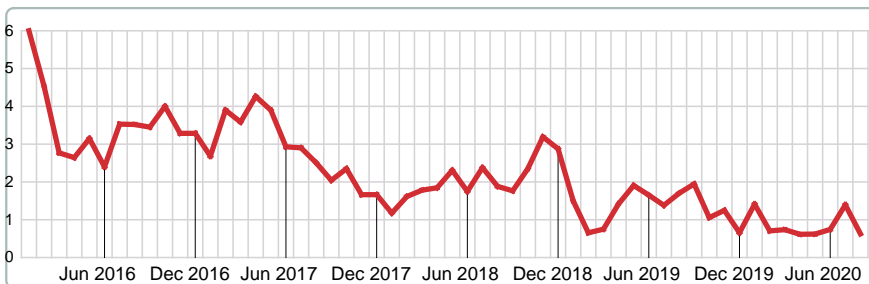
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020



5 YEAR MARKET ACTIVITY TRENDS

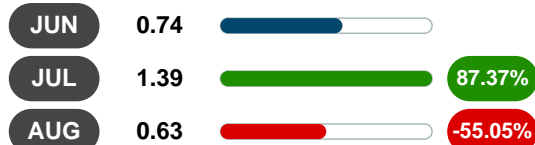


3 MONTHS

5 year AUG AVG = 2.05

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



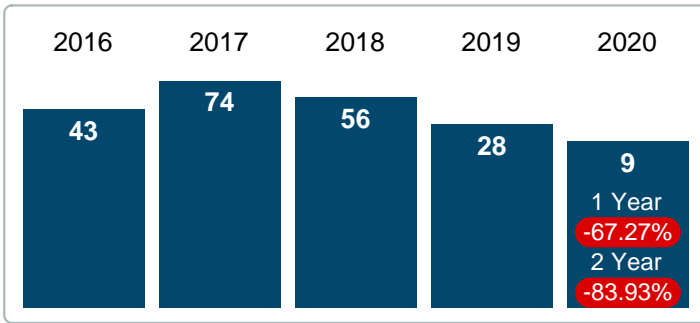
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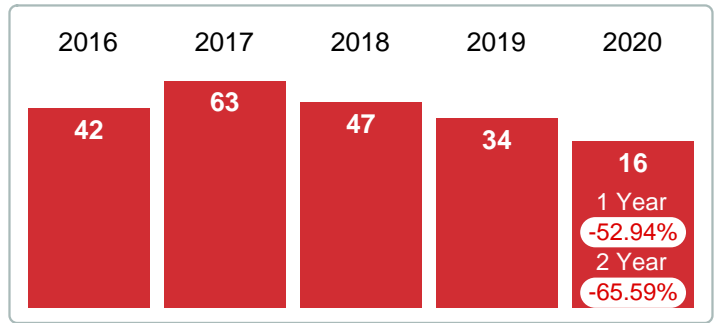
MEDIAN DAYS ON MARKET TO SALE

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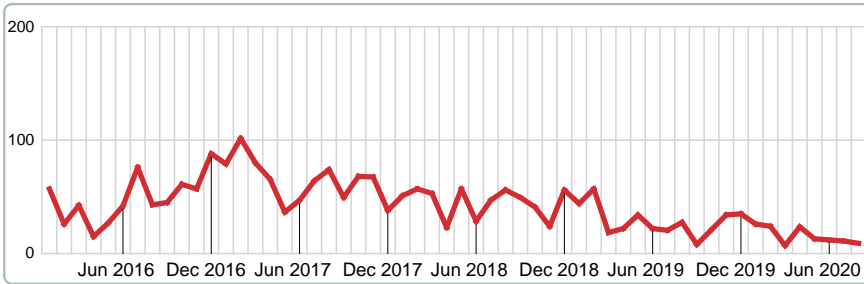
AUGUST



YEAR TO DATE (YTD)

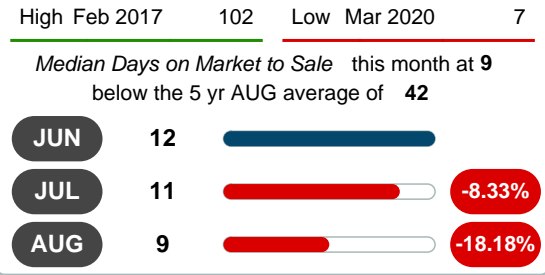


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 42



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%	10	0	0	0	0
\$1 \$0	0	0.00%	10	0	0	0	0
\$1 \$0	0	0.00%	10	0	0	0	0
\$1 \$0	0	0.00%	10	0	0	0	0
\$1 \$0	0	0.00%	10	0	0	0	0
\$1 \$0	0	0.00%	10	0	0	0	0
\$1 and up	15	100.00%	9	7	16	4	24
Median Closed DOM			9	7	16	4	24
Total Closed Units		100%	9.0	2	10	2	1
Total Closed Volume			20,664	1,200	14.22K	3,445	1,800

August 2020



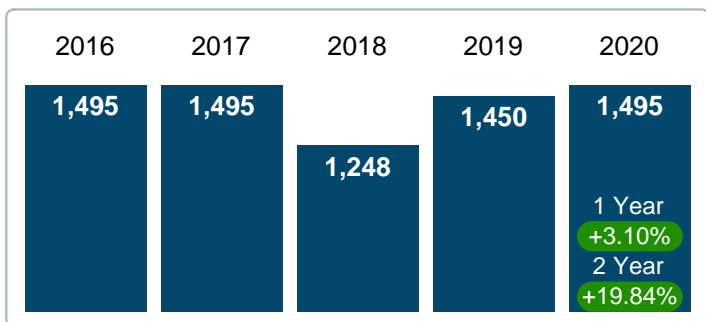
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



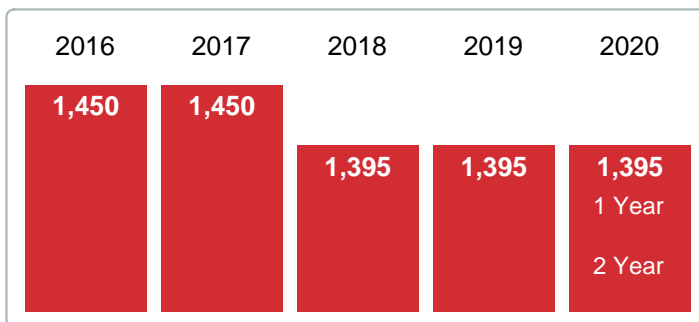
MEDIAN LIST PRICE AT CLOSING

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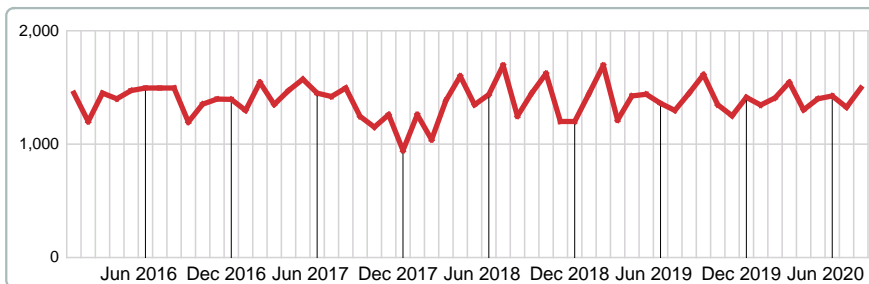
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

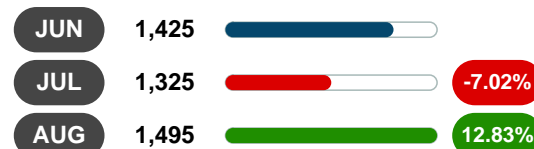


3 MONTHS

5 year AUG AVG = 1,437

High Feb 2019 1,695 Low Dec 2017 945

Median List Price at Closing this month at 1,495 above the 5 yr AUG average of 1,437



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%	9	0	0	0	0
\$1 \$0	0	0.00%	9	0	0	0	0
\$1 \$0	0	0.00%	9	0	0	0	0
\$1 \$0	0	0.00%	9	0	0	0	0
\$1 \$0	0	0.00%	9	0	0	0	0
\$1 \$0	0	0.00%	9	0	0	0	0
\$1 and up	15	100.00%	1,495	600	1,495	1,723	1,850
Median List Price			1,495	600	1,495	1,723	1,850
Total Closed Units		100%	1,495	2	10	2	1
Total Closed Volume			20,690	1,200	14.20K	3,445	1,850

August 2020



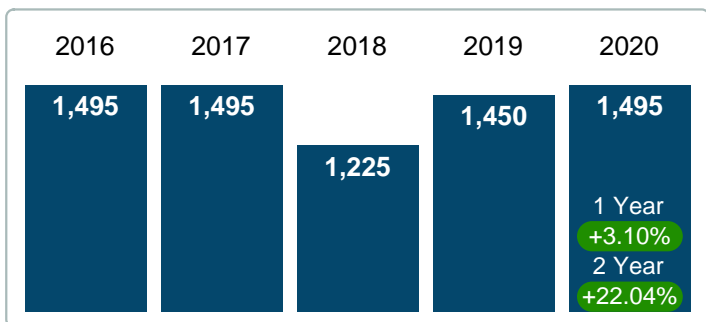
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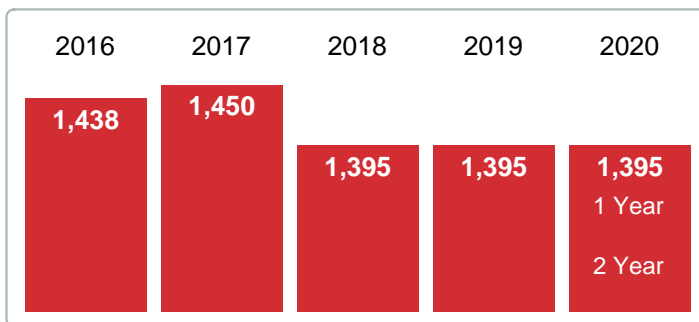
MEDIAN SOLD PRICE AT CLOSING

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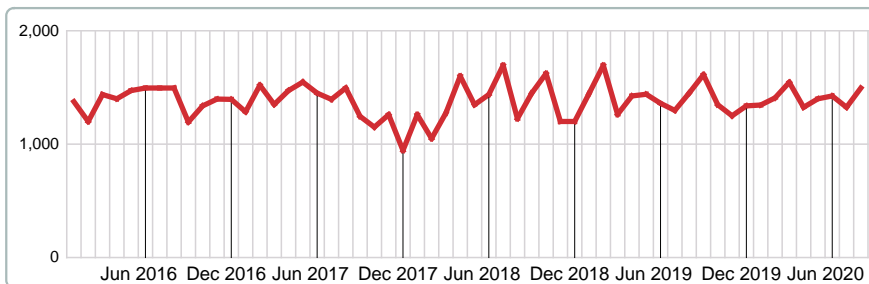
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,432

High Feb 2019 1,695 Low Dec 2017 945

Median Sold Price at Closing this month at 1,495 above the 5 yr AUG average of 1,432



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%	1,495	0	0	0	0
\$1 \$0	0	0.00%	1,495	0	0	0	0
\$1 \$0	0	0.00%	1,495	0	0	0	0
\$1 \$0	0	0.00%	1,495	0	0	0	0
\$1 \$0	0	0.00%	1,495	0	0	0	0
\$1 \$0	0	0.00%	1,495	0	0	0	0
\$1 and up	15	100.00%	1,495	600	1,495	1,723	1,800
Median Sold Price			1,495	600	1,495	1,723	1,800
Total Closed Units		100%	1,495	2	10	2	1
Total Closed Volume			20,664	1,200	14.22K	3,445	1,800

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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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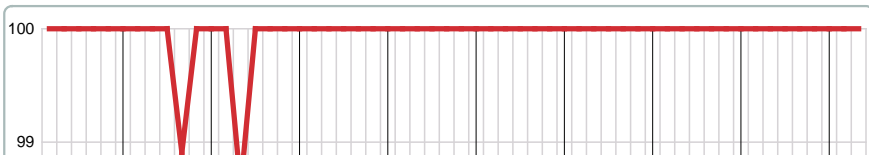
AUGUST

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 Feb 2017 98.61%

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%	1,495.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,495.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,495.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,495.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,495.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,495.00%	0.00%	0.00%	0.00%	0.00%	
\$1 and up	15	100.00%	100.00%	100.00%	100.00%	100.00%	97.30%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	97.30%	
Total Closed Units		15	100%	100.00%	2	10	2	1
Total Closed Volume		20,664			1,200	14.22K	3,445	1,800

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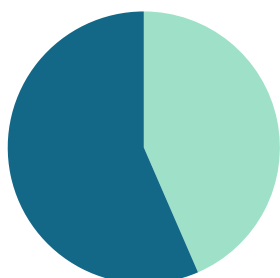
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MARKET SUMMARY

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INVENTORY

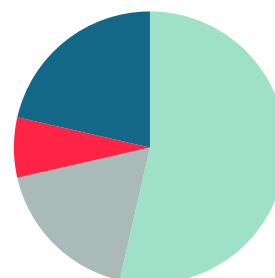


Inventory
 New Listings
10 = 43.48%
 Start Inventory
13
 Total Inventory Units
23
 Volume
\$31,450

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%
Median List Price	1,450	1,495	3.10%	1,395	1,395	0.00%
Median Sale Price	1,450	1,495	3.10%	1,395	1,395	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	27.50	9.00	-67.27%	34.00	16.00	-52.94%
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

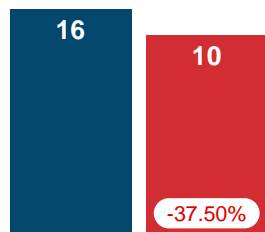
Inventory on August 31, 2020 = 6

2019 2020

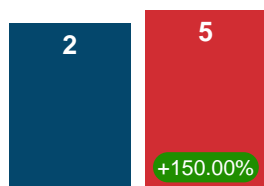
AUGUST MARKET

MEDIAN PRICES

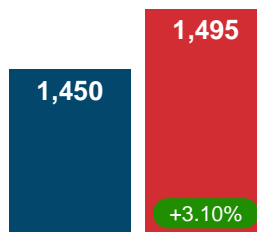
New Listings



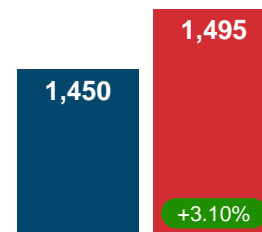
Pending Listings



List Price



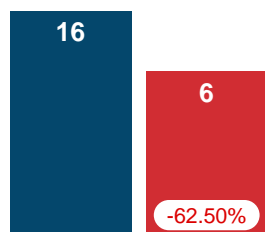
Sale Price



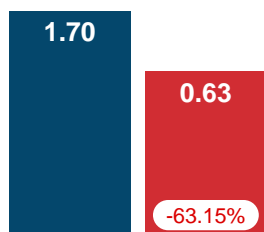
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

