

# August 2020



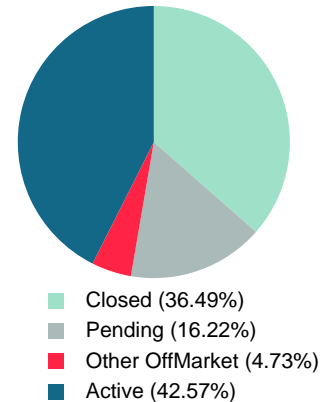
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	70	54	-22.86%
Pending Listings	22	24	9.09%
New Listings	71	64	-9.86%
Average List Price	1,018	1,255	23.29%
Average Sale Price	1,012	1,247	23.20%
Average Percent of Selling Price to List Price	99.67%	99.27%	-0.40%
Average Days on Market to Sale	38.17	20.98	-45.03%
End of Month Inventory	120	63	-47.50%
Months Supply of Inventory	1.87	1.07	-42.66%



**Absorption:** Last 12 months, an Average of **59** Sales/Month  
**Active Inventory** as of August 31, 2020 = **63**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **47.50%** to 63 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **1.07** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **23.20%** in August 2020 to \$1,247 versus the previous year at \$1,012.

#### Average Days on Market Shortens

The average number of **20.98** days that homes spent on the market before selling decreased by 17.19 days or **45.03%** in August 2020 compared to last year's same month at **38.17** DOM.

#### Sales Success for August 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 64 New Listings in August 2020, down **9.86%** from last year at 71. Furthermore, there were 54 Closed Listings this month versus last year at 70, a **-22.86%** decrease.

Closed versus Listed trends yielded a **84.4%** ratio, down from previous year's, August 2019, at **98.6%**, a **14.42%** 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

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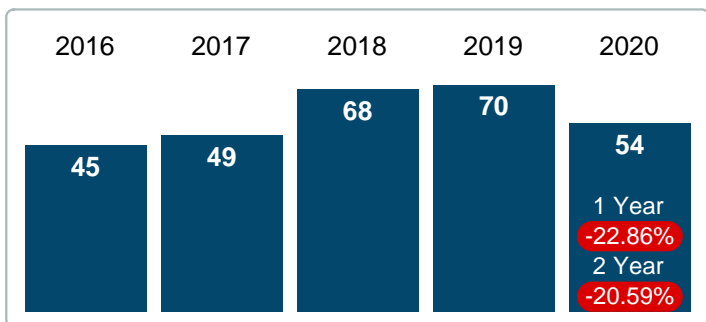
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



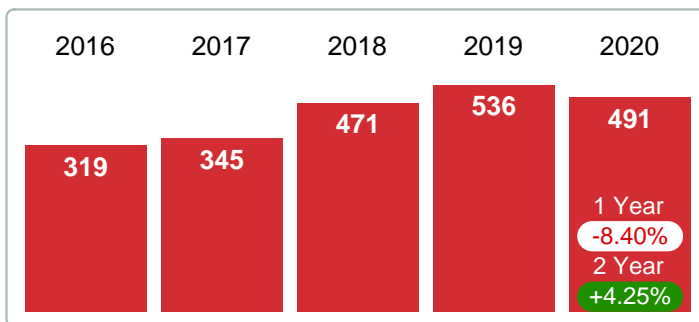
## CLOSED LISTINGS

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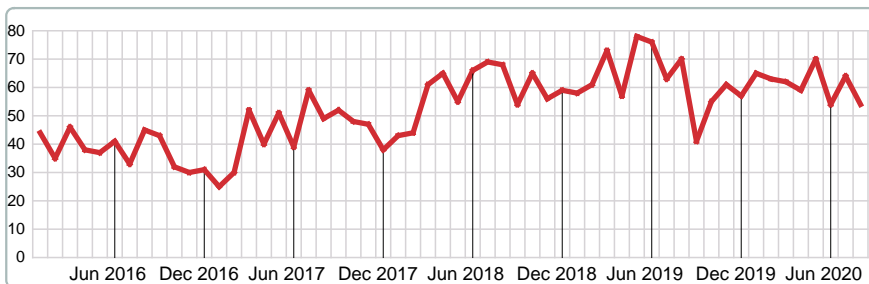
### AUGUST



### YEAR TO DATE (YTD)

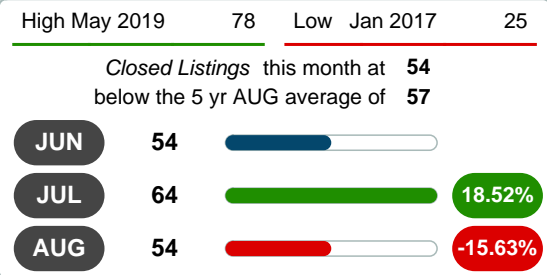


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 57



### 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	54	100.00%	21.0	16	34	4	0
<b>Total Closed Units</b>	<b>54</b>			<b>16</b>	<b>34</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>67,320</b>	<b>100%</b>	<b>21.0</b>	<b>16.42K</b>	<b>44.81K</b>	<b>6,100</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,247</b>			<b>\$1,026</b>	<b>\$1,318</b>	<b>\$1,525</b>	<b>\$0</b>

# August 2020



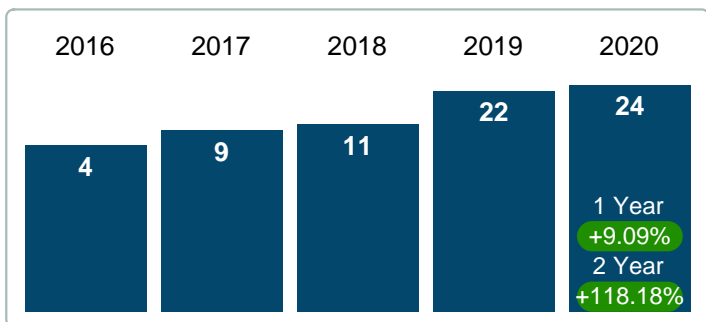
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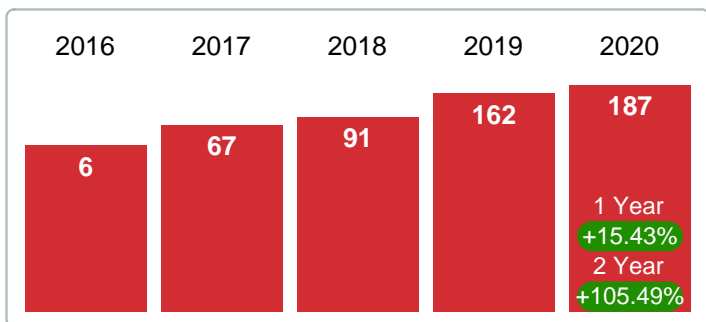
## PENDING LISTINGS

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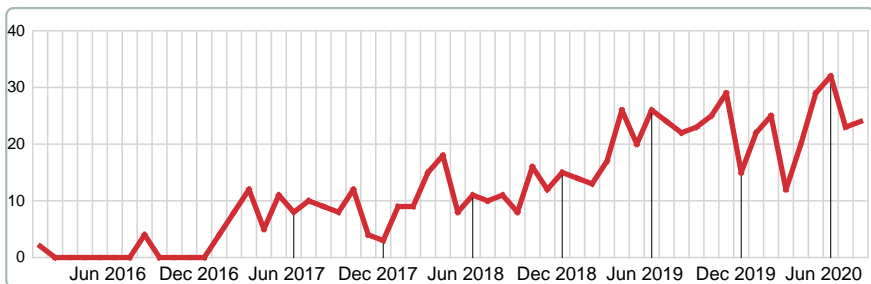
### AUGUST



### YEAR TO DATE (YTD)

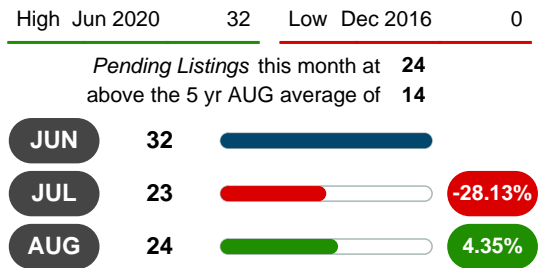


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 14



### 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	24	100.00%	16.9	7	16	1	0
Total Pending Units	24			7	16	1	0
Total Pending Volume	27,015	100%	16.9	6,990	18.63K	1,400	0.00B
Average Listing Price	\$1,126			\$999	\$1,164	\$1,400	\$0

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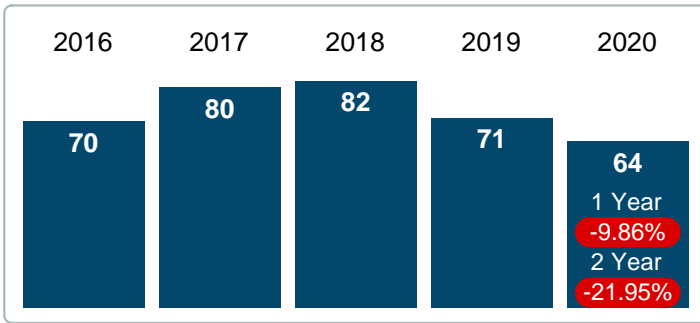
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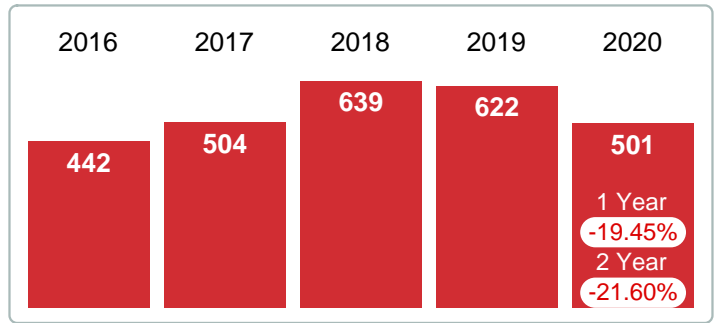
## NEW LISTINGS

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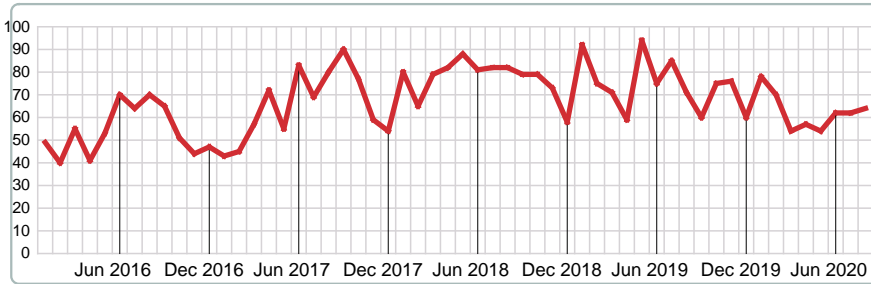
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 73

High May 2019 94 Low Feb 2016 40

New Listings this month at 64  
below the 5 yr AUG average of 73



### 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	64	100.00%	27	36	1	0
<b>Total New Listed Units</b>	<b>64</b>		<b>27</b>	<b>36</b>	<b>1</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>73,625</b>	<b>100%</b>	<b>28.06K</b>	<b>42.72K</b>	<b>2,850</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,139</b>		<b>\$1,039</b>	<b>\$1,187</b>	<b>\$2,850</b>	<b>\$0</b>

# August 2020



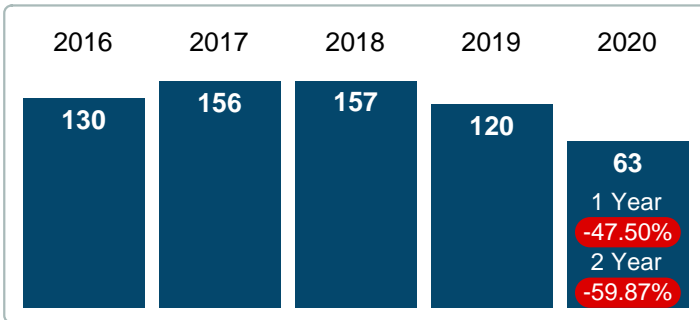
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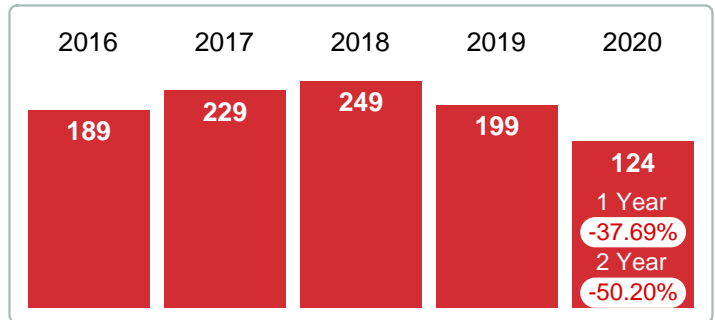
## ACTIVE INVENTORY

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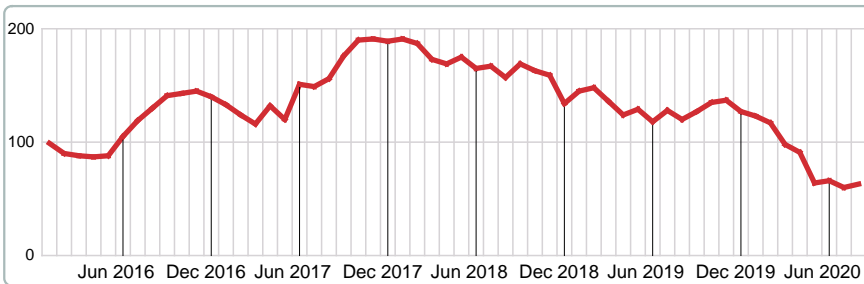
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 125

High Jan 2018 191 Low Jul 2020 60

Inventory this month at 63  
below the 5 yr AUG average of 125



### 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	63	100.00%	63.7	28	32	3	0
Total Active Inventory by Units			63	28	32	3	0
Total Active Inventory by Volume			72,425	27.82K	39.24K	5,375	0.00B
Average Active Inventory Listing Price			\$1,150	\$993	\$1,226	\$1,792	\$0

# August 2020



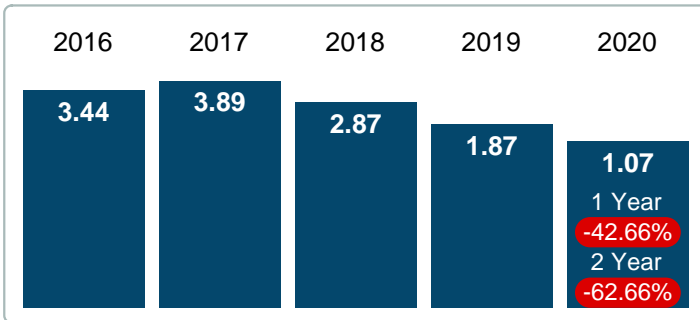
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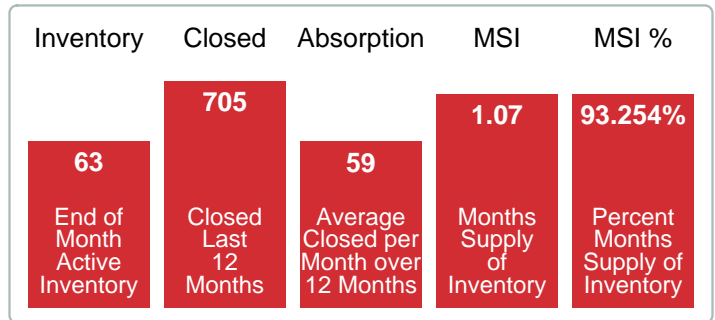
## MONTHS SUPPLY of INVENTORY (MSI)

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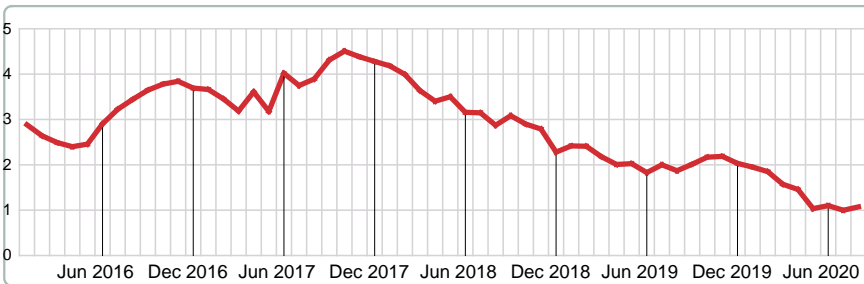
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 2.63

High Oct 2017 4.51 Low Jul 2020 1.00

Months Supply this month at 1.07 below the 5 yr AUG average of 2.63



### 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	63	100.00%	1.07	1.22	0.99	0.86	0.00
Market Supply of Inventory (MSI)			1.07	1.22	0.99	0.86	0.00
Total Active Inventory by Units		100%	1.07	28	32	3	0

# August 2020



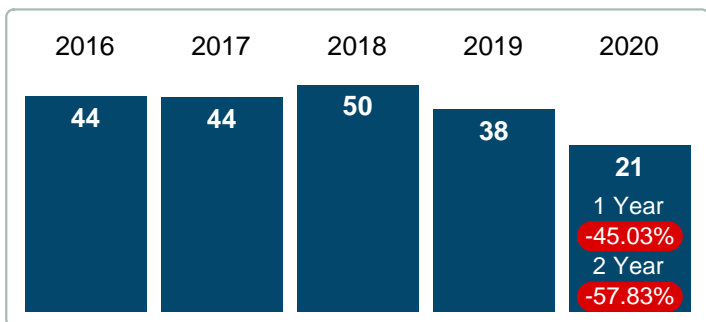
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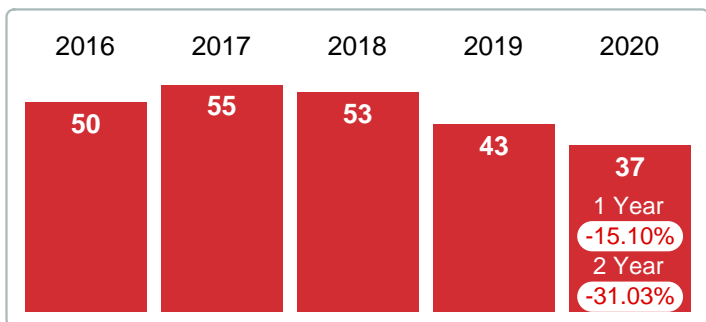
## AVERAGE DAYS ON MARKET TO SALE

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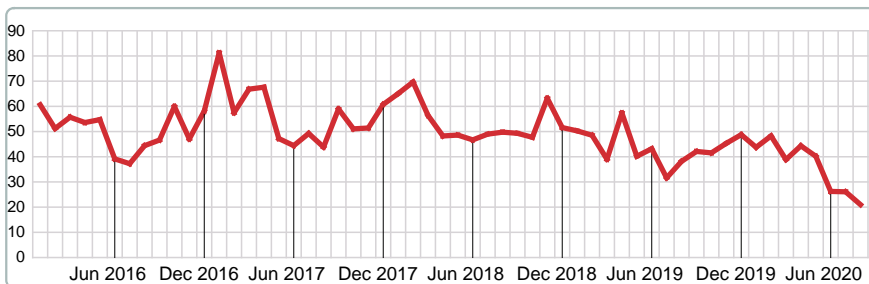
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

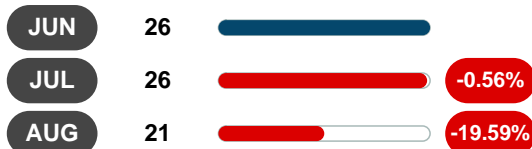


### 3 MONTHS

5 year AUG AVG = 39

High Jan 2017 81 Low Aug 2020 21

Average Days on Market to Sale this month at 21 below the 5 yr AUG average of 39



### 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	54	100.00%	21	26	19	23	0
Average Closed DOM			21	26	19	23	0
Total Closed Units		100%	21	16	34	4	
Total Closed Volume			67,320	16.42K	44.81K	6,100	0.00B

# August 2020



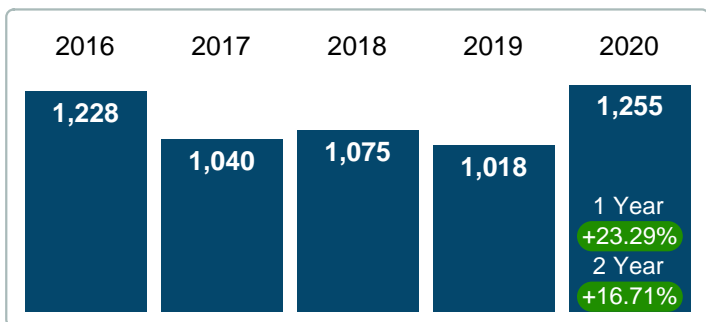
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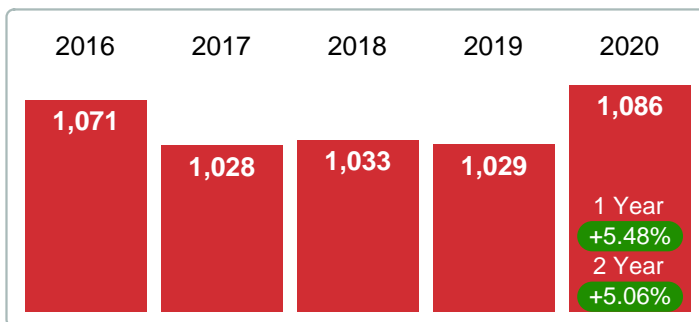
## AVERAGE LIST PRICE AT CLOSING

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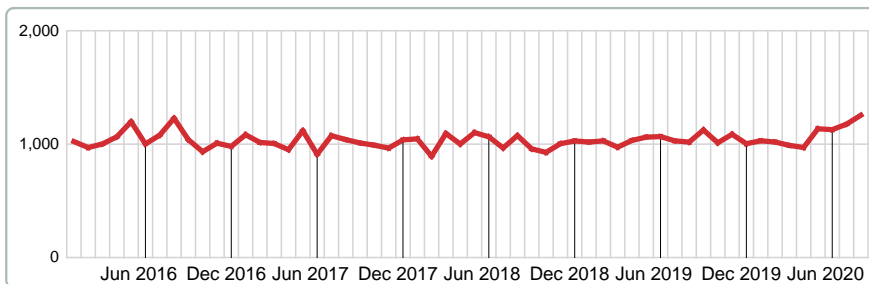
### AUGUST



### YEAR TO DATE (YTD)

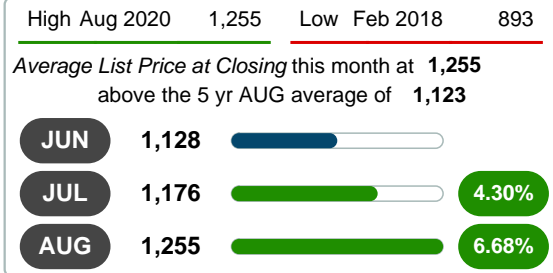


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,123



### 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	54	100.00%	1,255	1,037	1,326	1,525	0
Average List Price			1,255	1,037	1,326	1,525	0
Total Closed Units		100%	1,255	16	34	4	
Total Closed Volume			67,765	16.59K	45.08K	6,100	0.00B



# August 2020



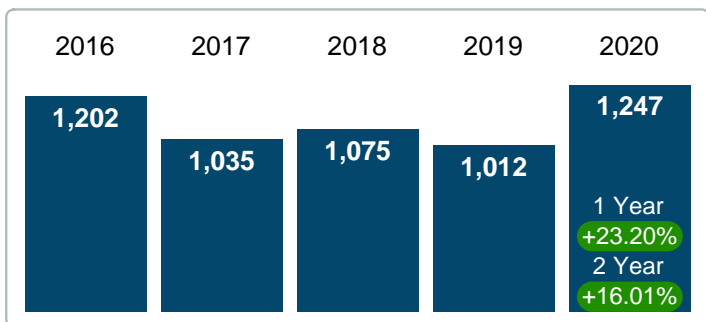
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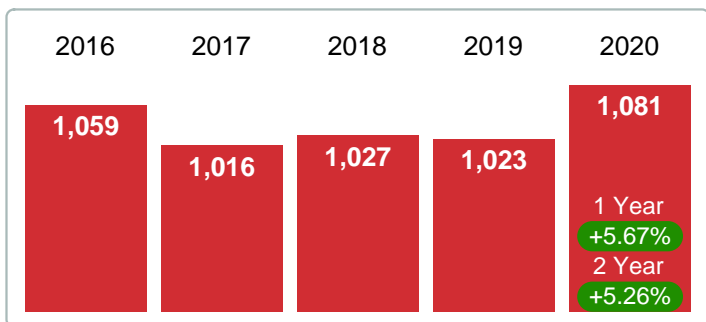
## AVERAGE SOLD PRICE AT CLOSING

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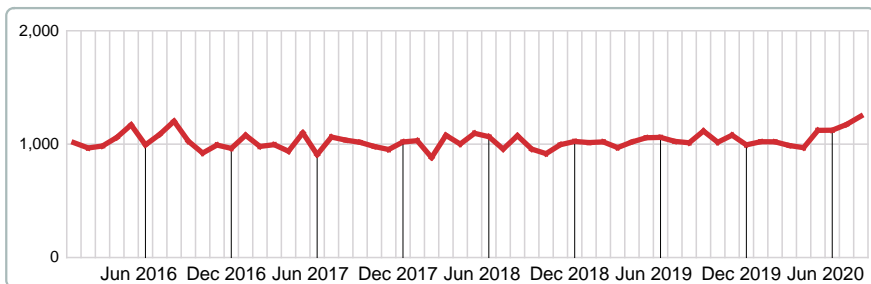
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,114

High Aug 2020 1,247    Low Feb 2018 882

Average Sold Price at Closing this month at 1,247 above the 5 yr AUG average of 1,114

Month	Average Sold Price	% Change
JUN	1,123	
JUL	1,173	4.51%
AUG	1,247	6.25%

### 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	54	100.00%	1,247	1,026	1,318	1,525	0
Average Sold Price			1,247	1,026	1,318	1,525	0
Total Closed Units		100%	1,247	16	34	4	
Total Closed Volume			67,320	16.42K	44.81K	6,100	0.00B

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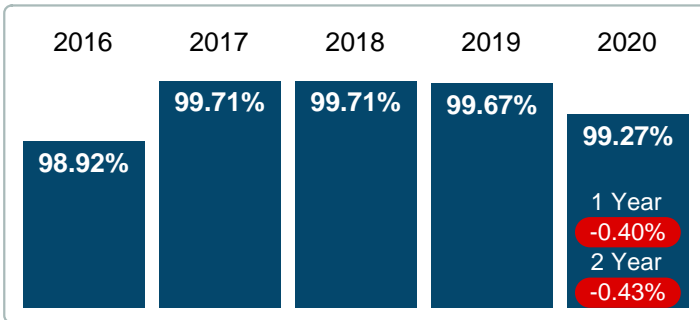
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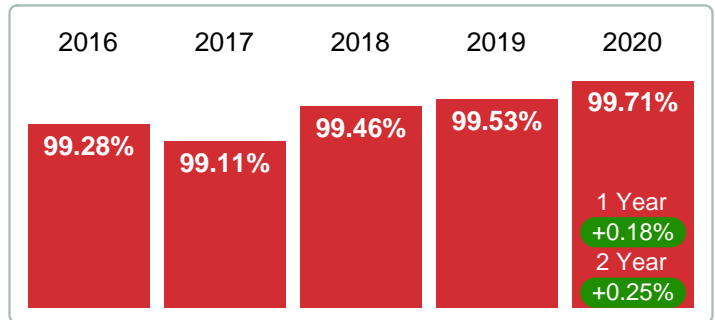
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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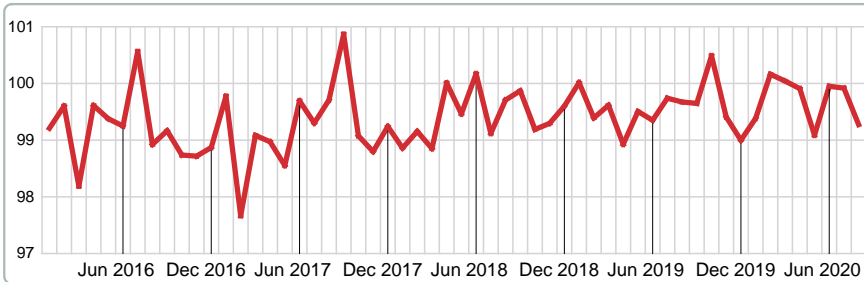
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

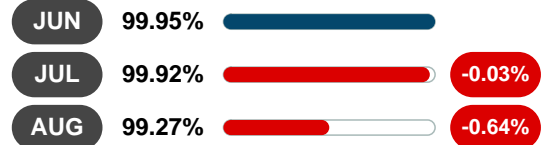


### 3 MONTHS

5 year AUG AVG = 99.46%

High Sep 2017 100.87% Low Feb 2017 97.67%

Average Sold/List Ratio this month at **99.27%** equal to 5 yr AUG average of **99.46%**



## 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	54	100.00%	99.27%	99.29%	99.18%	100.00%	0.00%
Average Sold/List Ratio		99.30%		99.29%	99.18%	100.00%	0.00%
Total Closed Units		54	100%	16	34	4	
Total Closed Volume		67,320		16.42K	44.81K	6,100	0.00B

# August 2020



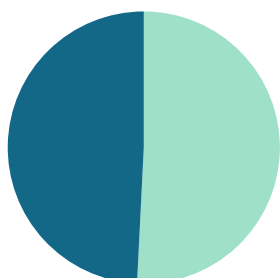
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY



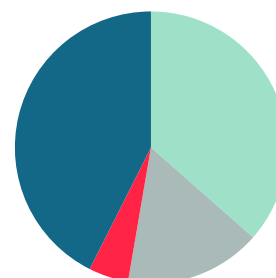
**Inventory**

- New Listings **64 = 50.79%**
- Start Inventory **62**
- Total Inventory Units **126**
- Volume **\$151,930**

### Market Activity

- Closed Sales **54 = 36.49%**
- Pending Sales **24 = 16.22%**
- Other Off Market **7 = 4.73%**
- Active Inventory **63 = 42.57%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	70	54	-22.86%	536	491	-8.40%
Pending Sales	22	24	9.09%	162	187	15.43%
New Listings	71	64	-9.86%	622	501	-19.45%
Average List Price	1,018	1,255	23.29%	1,029	1,086	5.48%
Average Sale Price	1,012	1,247	23.20%	1,023	1,081	5.67%
Average Percent of Selling Price to List Price	99.67%	99.27%	-0.40%	99.53%	99.71%	0.18%
Average Days on Market to Sale	38.17	20.98	-45.03%	43.05	36.55	-15.10%
Monthly Inventory	120	63	-47.50%	120	63	-47.50%
Months Supply of Inventory	1.87	1.07	-42.66%	1.87	1.07	-42.66%

**Absorption:** Last 12 months, an Average of **59** Sales/Month

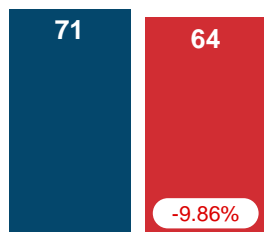
**Inventory** on August 31, 2020 = **63**

**2019** **2020**

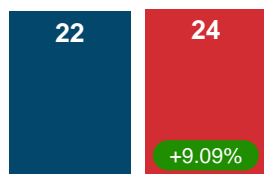
### AUGUST MARKET

### AVERAGE PRICES

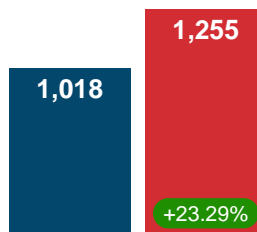
#### New Listings



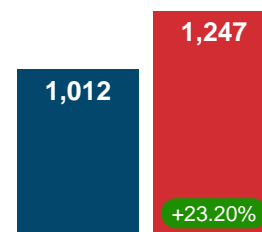
#### Pending Listings



#### List Price



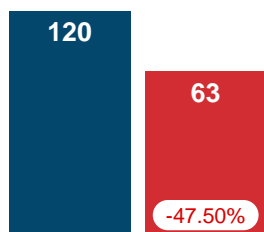
#### Sale Price



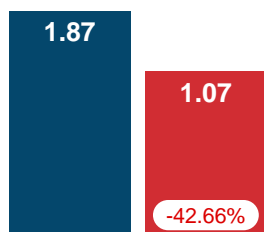
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

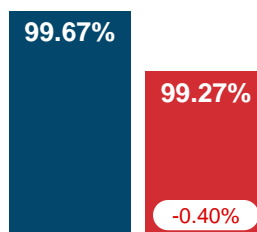
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

