

August 2020



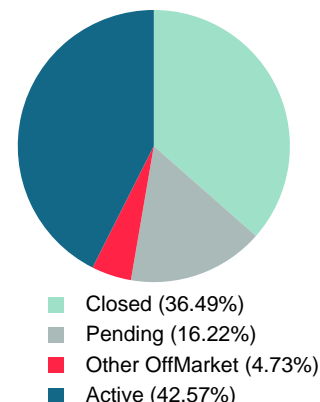
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



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%
Median List Price	950	1,075	13.16%
Median Sale Price	925	1,075	16.22%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	30.50	13.50	-55.74%
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.

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 **16.22%** in August 2020 to \$1,075 versus the previous year at \$925.

Median Days on Market Shortens

The median number of **13.50** days that homes spent on the market before selling decreased by 17.00 days or **55.74%** in August 2020 compared to last year's same month at **30.50** 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 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.

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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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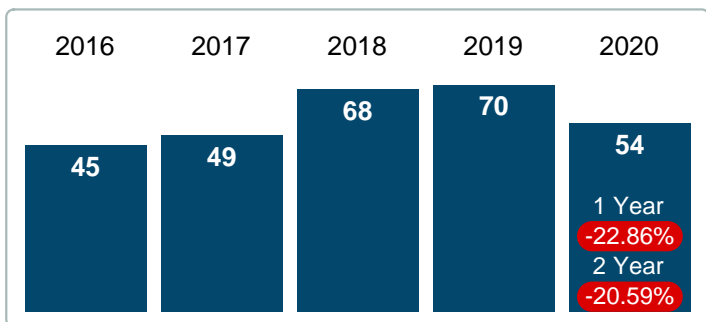
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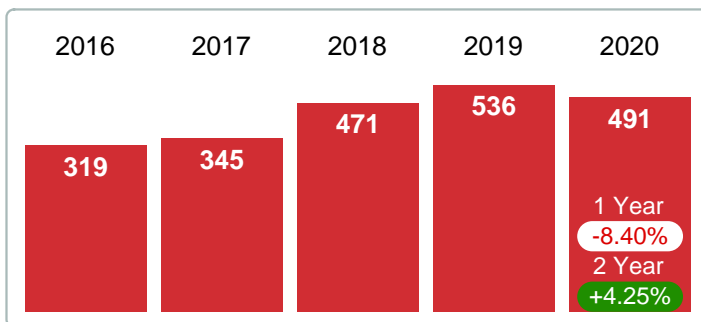
CLOSED LISTINGS

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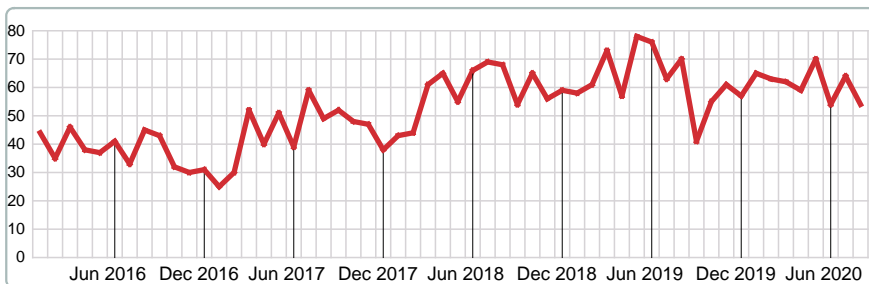
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 57

High May 2019: 78 | Low Jan 2017: 25

Closed Listings this month at **54**
below the 5 yr AUG average of **57**

Month	Closed Listings	% Change
JUN	54	
JUL	64	18.52%
AUG	54	-15.63%

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	54	100.00%	13.5	16	34	4	0
Total Closed Units	54			16	34	4	0
Total Closed Volume	67,320	100%	13.5	16.42K	44.81K	6,100	0.00B
Median Closed Price	\$1,075			\$985	\$1,125	\$1,525	\$0

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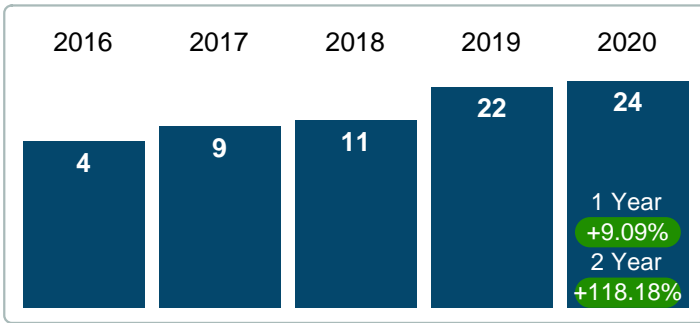
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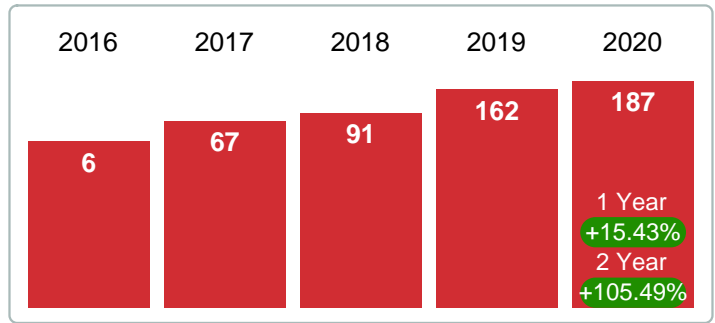
PENDING LISTINGS

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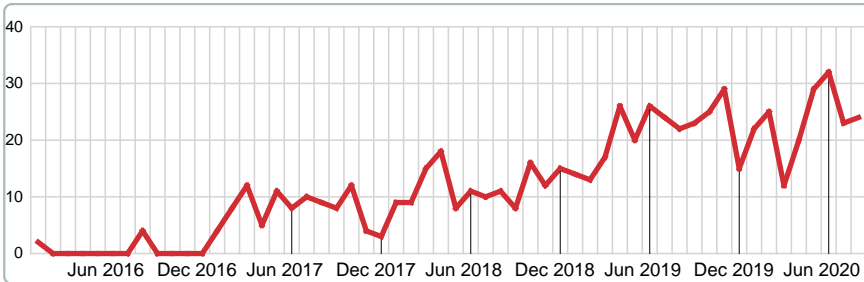
AUGUST



YEAR TO DATE (YTD)

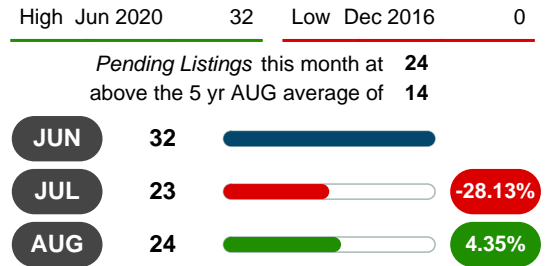


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 14



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	13.5	0	0	0	0
\$1-\$0	0	0.00%	13.5	0	0	0	0
\$1-\$0	0	0.00%	13.5	0	0	0	0
\$1-\$0	0	0.00%	13.5	0	0	0	0
\$1-\$0	0	0.00%	13.5	0	0	0	0
\$1-\$0	0	0.00%	13.5	0	0	0	0
\$1 and up	24	100.00%	14.5	7	16	1	0
Total Pending Units	24			7	16	1	0
Total Pending Volume	27,015	100%	14.5	6,990	18.63K	1,400	0.00B
Median Listing Price	\$1,023			\$895	\$1,100	\$1,400	\$0

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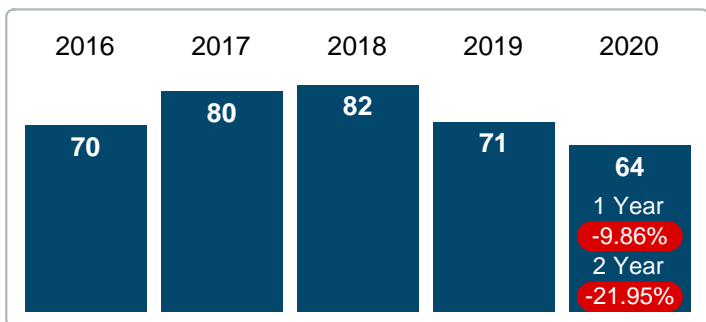
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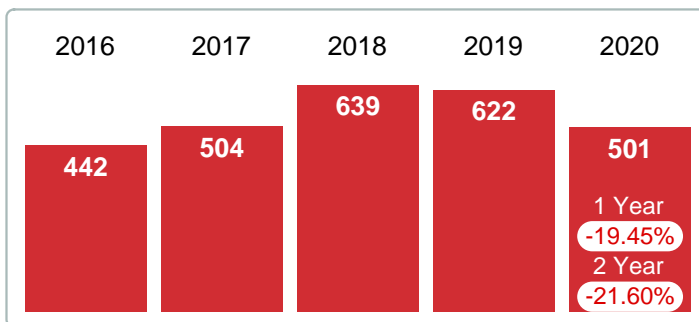
NEW LISTINGS

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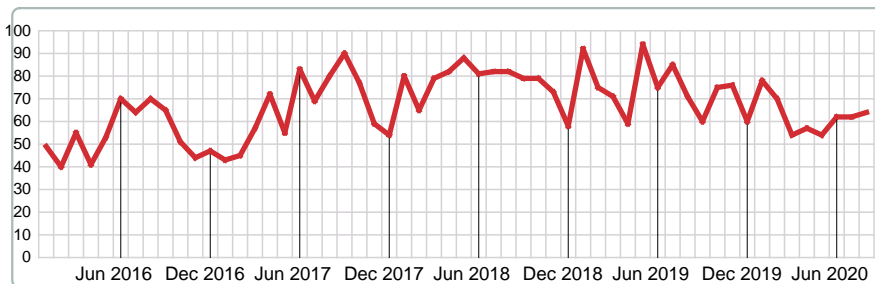
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

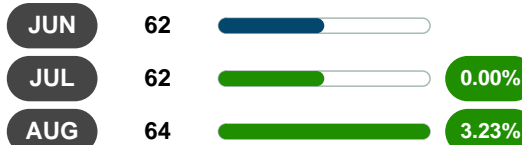


3 MONTHS

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
Total New Listed Units	64		27	36	1	0
Total New Listed Volume	73,625	100%	28.06K	42.72K	2,850	0.00B
Median New Listed Listing Price	\$995		\$895	\$1,100	\$2,850	\$0

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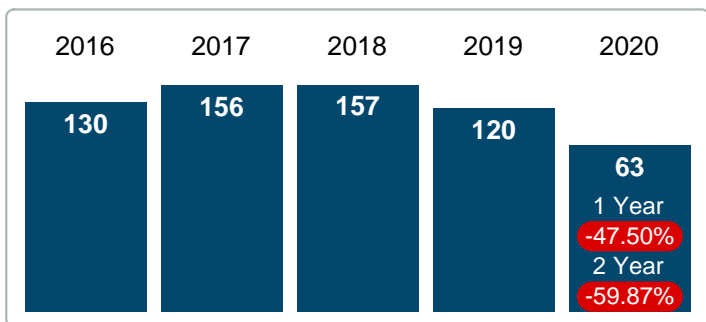
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



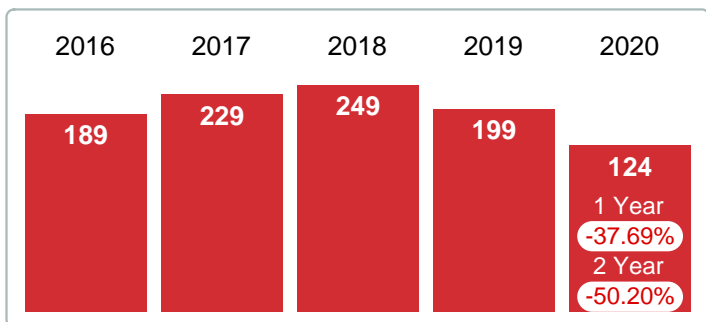
ACTIVE INVENTORY

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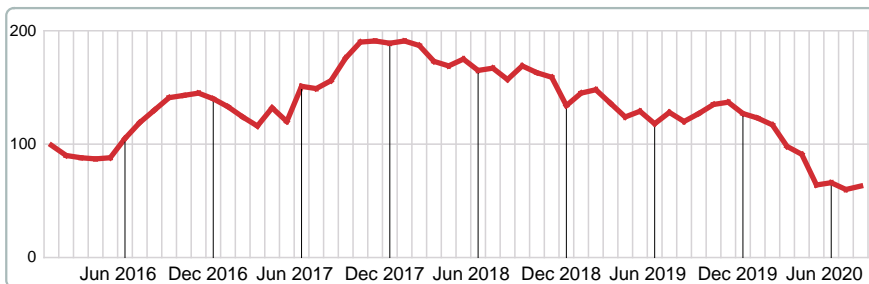
END OF AUGUST



ACTIVE DURING AUGUST

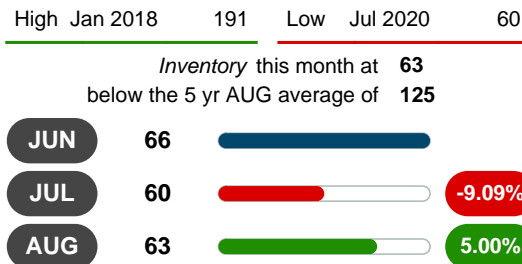


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 125



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%	14.5	0	0	0	0
\$1-\$0	0	0.00%	14.5	0	0	0	0
\$1-\$0	0	0.00%	14.5	0	0	0	0
\$1-\$0	0	0.00%	14.5	0	0	0	0
\$1-\$0	0	0.00%	14.5	0	0	0	0
\$1-\$0	0	0.00%	14.5	0	0	0	0
\$1 and up	63	100.00%	20.0	28	32	3	0
Total Active Inventory by Units		63		28	32	3	0
Total Active Inventory by Volume		72,425	100%	27.82K	39.24K	5,375	0.00B
Median Active Inventory Listing Price		\$995		\$848	\$1,198	\$1,350	\$0

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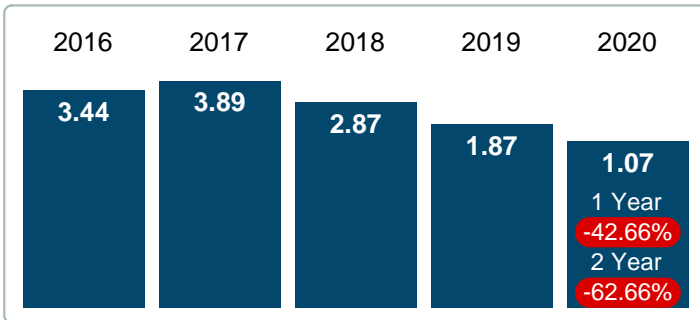
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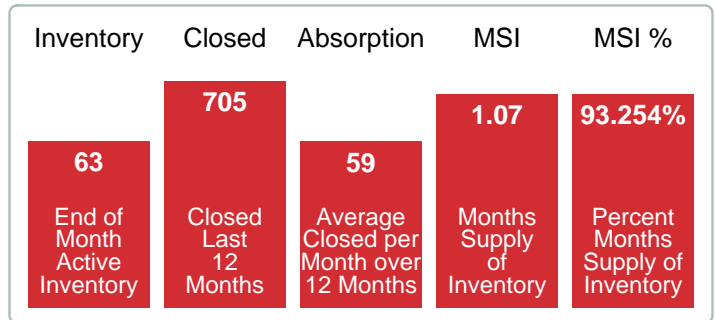
MONTHS SUPPLY of INVENTORY (MSI)

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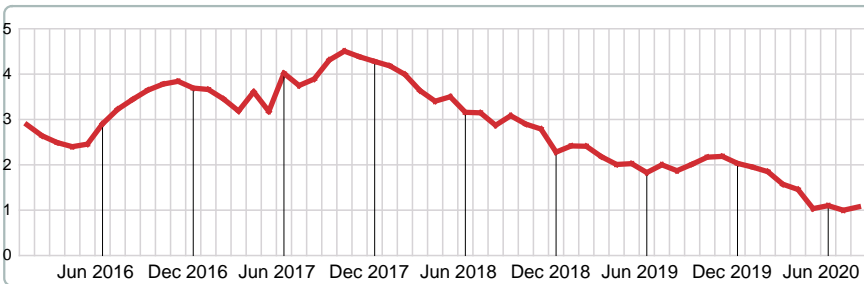
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.63

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

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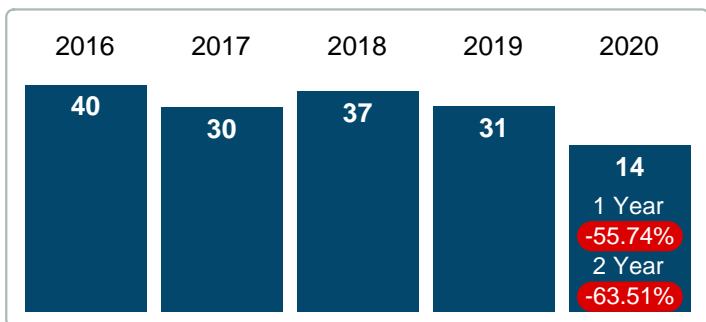
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



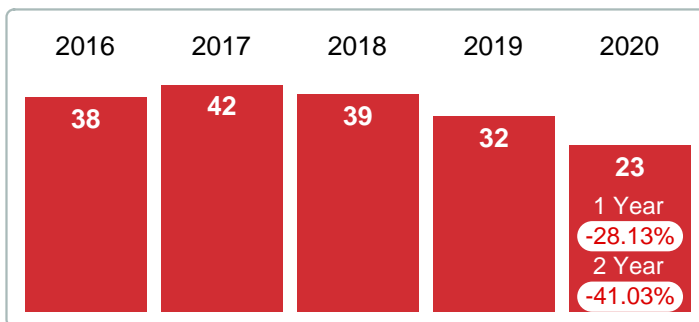
MEDIAN DAYS ON MARKET TO SALE

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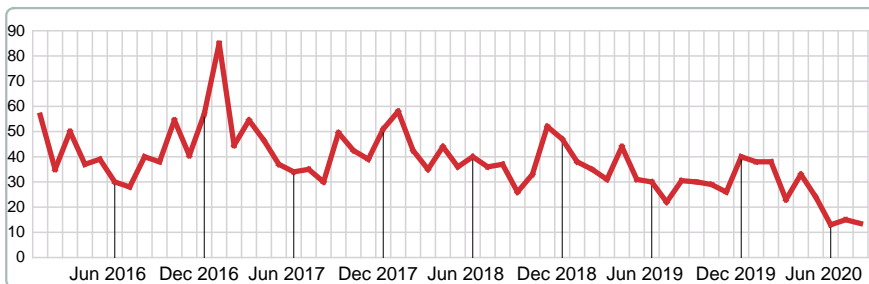
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 30

High Jan 2017 85 Low Jun 2020 13

Median Days on Market to Sale this month at 14 below the 5 yr AUG average of 30



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%	20	0	0	0	0
\$1 \$0	0	0.00%	20	0	0	0	0
\$1 \$0	0	0.00%	20	0	0	0	0
\$1 \$0	0	0.00%	20	0	0	0	0
\$1 \$0	0	0.00%	20	0	0	0	0
\$1 \$0	0	0.00%	20	0	0	0	0
\$1 and up	54	100.00%	14	15	12	22	0
Median Closed DOM			14	15	12	22	0
Total Closed Units		100%	13.5	16	34	4	
Total Closed Volume			67,320	16.42K	44.81K	6,100	0.00B

August 2020



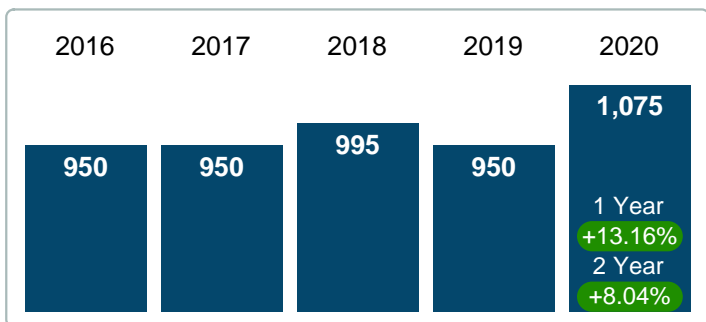
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



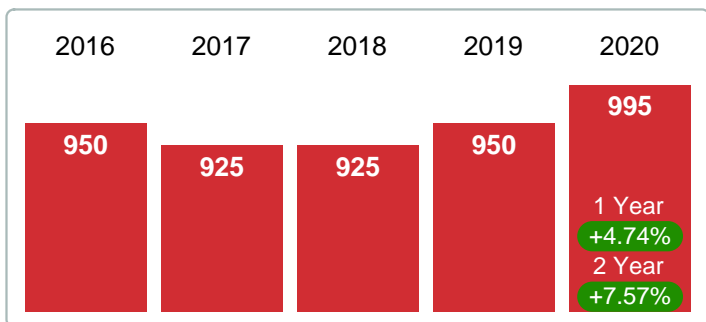
MEDIAN LIST PRICE AT CLOSING

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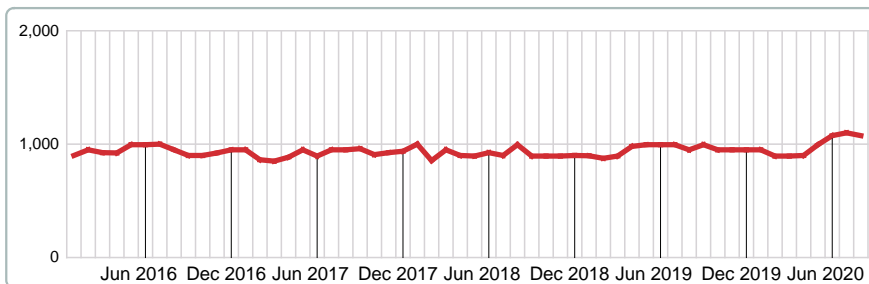
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 984

High Jul 2020 1,100 Low Mar 2017 850
 Median List Price at Closing this month at **1,075**
 above the 5 yr AUG average of **984**

Month	Price	Change
JUN	1,075	
JUL	1,100	+2.33%
AUG	1,075	-2.27%

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%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 and up	54	100.00%	1,075	985	1,125	1,525	0
Median List Price			1,075	985	1,125	1,525	0
Total Closed Units		100%	1,075	16	34	4	
Total Closed Volume			67,765	16.59K	45.08K	6,100	0.00B

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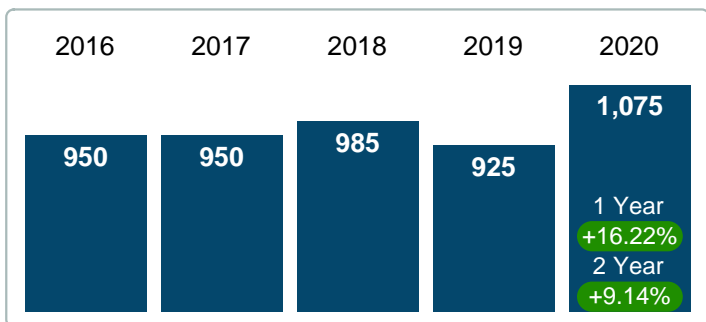
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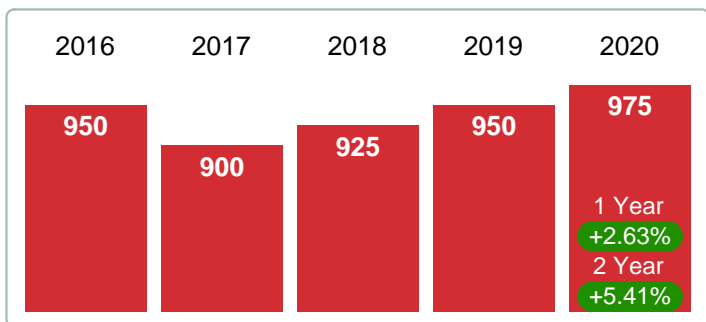
MEDIAN SOLD PRICE AT CLOSING

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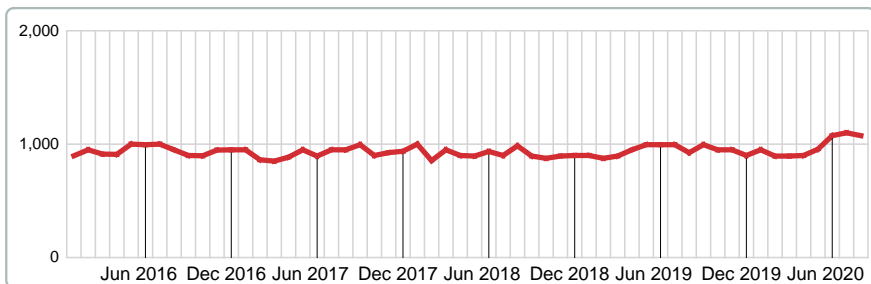
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 977

High Jul 2020 1,100 Low Mar 2017 850
 Median Sold Price at Closing this month at **1,075**
 above the 5 yr AUG average of **977**

JUN	1,075	
JUL	1,100	+2.33%
AUG	1,075	-2.27%

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%	1,075	0	0	0	0
\$1 \$0	0	0.00%	1,075	0	0	0	0
\$1 \$0	0	0.00%	1,075	0	0	0	0
\$1 \$0	0	0.00%	1,075	0	0	0	0
\$1 \$0	0	0.00%	1,075	0	0	0	0
\$1 \$0	0	0.00%	1,075	0	0	0	0
\$1 and up	54	100.00%	1,075	985	1,125	1,525	0
Median Sold Price			1,075	985	1,125	1,525	0
Total Closed Units		100%	1,075	16	34	4	
Total Closed Volume			67,320	16.42K	44.81K	6,100	0.00B

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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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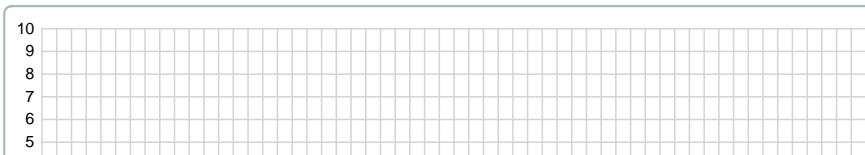
AUGUST

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%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	54	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		54	100%	100.00%	16	34	4
Total Closed Volume		67,320			16.42K	44.81K	6,100
					0.00B		

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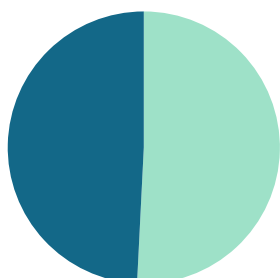
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MARKET SUMMARY

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

INVENTORY



Inventory

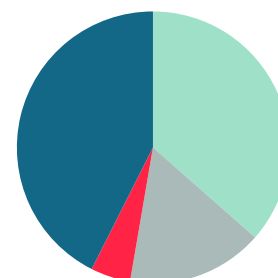
- New Listings **64 = 50.79%**
- Start Inventory **62**
- Total Inventory Units **126**
- Volume **\$151,930**

Market Activity

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%
Median List Price	950	1,075	13.16%	950	995	4.74%
Median Sale Price	925	1,075	16.22%	950	975	2.63%
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	30.50	13.50	-55.74%	32.00	23.00	-28.13%
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

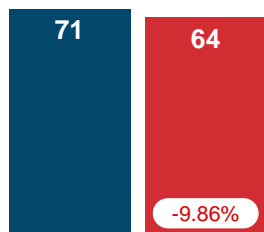
Inventory on August 31, 2020 = **63**

2019 **2020**

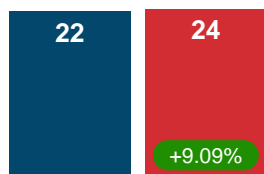
AUGUST MARKET

MEDIAN PRICES

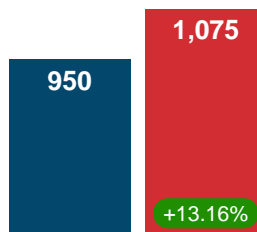
New Listings



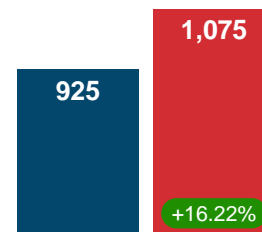
Pending Listings



List Price



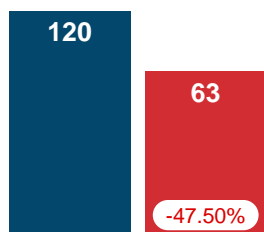
Sale Price



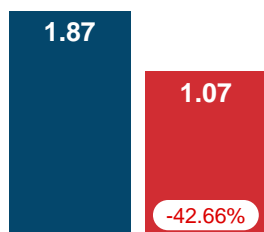
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

