

# August 2020



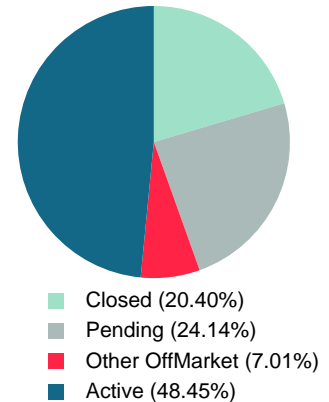
Area Delimited by County Of Tulsa



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	August 2020	+/-%
Closed Listings	1,153	1,140	-1.13%
Pending Listings	1,027	1,349	31.35%
New Listings	1,590	1,493	-6.10%
Median List Price	169,900	214,950	26.52%
Median Sale Price	168,000	212,833	26.69%
Median Percent of Selling Price to List Price	99.78%	100.00%	0.22%
Median Days on Market to Sale	20.00	9.00	-55.00%
End of Month Inventory	4,638	2,708	-41.61%
Months Supply of Inventory	4.69	2.84	-39.57%



**Absorption:** Last 12 months, an Average of **955** Sales/Month  
**Active Inventory** as of August 31, 2020 = **2,708**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **41.61%** to 2,708 existing homes available for sale. Over the last 12 months this area has had an average of 955 closed sales per month. This represents an unsold inventory index of **2.84** 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 **26.69%** in August 2020 to \$212,833 versus the previous year at \$168,000.

#### Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 11.00 days or **55.00%** in August 2020 compared to last year's same month at **20.00** 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 1,493 New Listings in August 2020, down **6.10%** from last year at 1,590. Furthermore, there were 1,140 Closed Listings this month versus last year at 1,153, a **-1.13%** decrease.

Closed versus Listed trends yielded a **76.4%** ratio, up from previous year's, August 2019, at **72.5%**, a **5.30%** 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



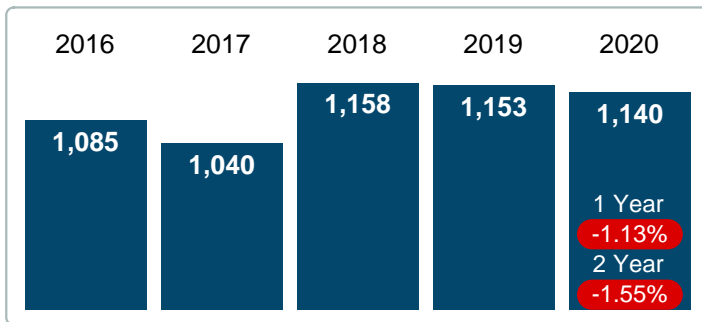
Area Delimited by County Of Tulsa



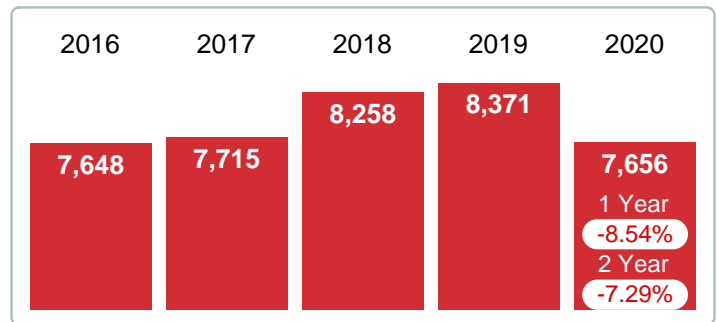
## CLOSED LISTINGS

Report produced on Sep 11, 2020 for MLS Technology Inc.

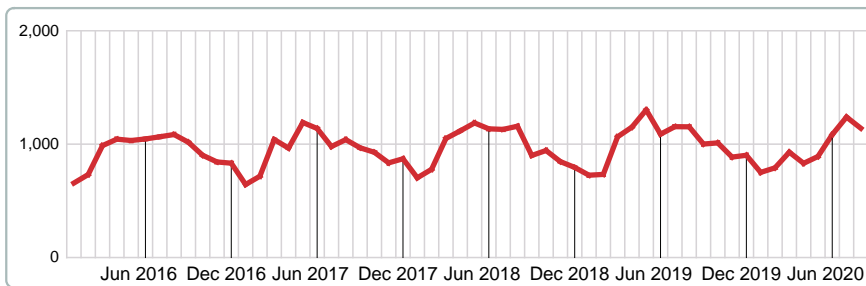
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,115

High May 2019 1,302 Low Jan 2017 644

Closed Listings this month at 1,140 above the 5 yr AUG average of 1,115



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	112	9.82%	10.5	69	33	10	0
\$100,001 - \$125,000	73	6.40%	5.0	19	49	5	0
\$125,001 - \$175,000	213	18.68%	4.0	26	164	23	0
\$175,001 - \$250,000	318	27.89%	7.0	19	174	114	11
\$250,001 - \$325,000	166	14.56%	13.0	9	64	71	22
\$325,001 - \$450,000	144	12.63%	24.5	3	31	75	35
\$450,001 and up	114	10.00%	38.5	5	11	69	29
<b>Total Closed Units</b>	<b>1,140</b>			<b>150</b>	<b>526</b>	<b>367</b>	<b>97</b>
<b>Total Closed Volume</b>	<b>293,475,277</b>	<b>100%</b>	<b>9.0</b>	<b>21.36M</b>	<b>105.38M</b>	<b>122.81M</b>	<b>43.92M</b>
<b>Median Closed Price</b>	<b>\$212,833</b>			<b>\$111,250</b>	<b>\$179,900</b>	<b>\$285,000</b>	<b>\$367,000</b>

# August 2020



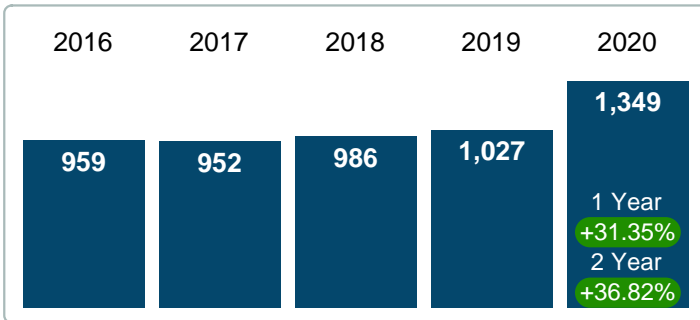
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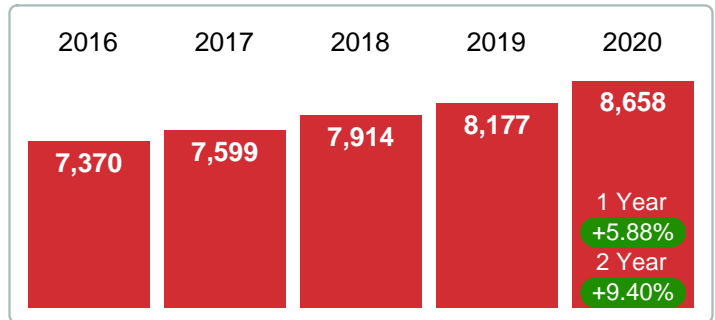
## PENDING LISTINGS

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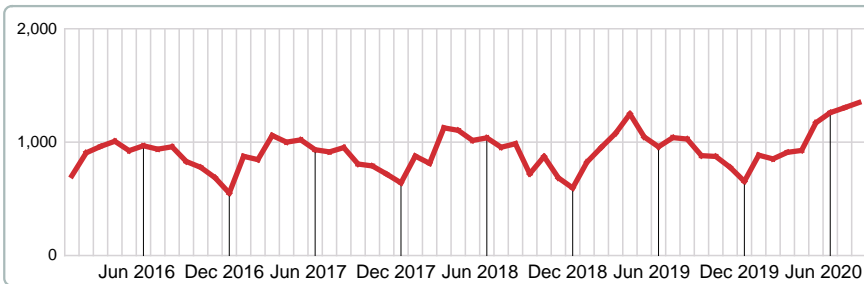
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

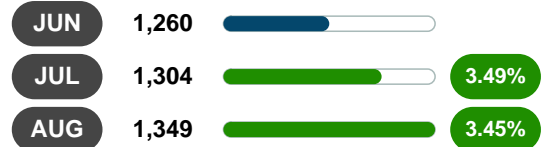


### 3 MONTHS

5 year AUG AVG = 1,055

High Aug 2020 1,349 Low Dec 2016 551

Pending Listings this month at 1,349 above the 5 yr AUG average of 1,055



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	104	7.71%	14.0	53	44	7	0
\$50,001 - \$125,000	169	12.53%	9.0	63	99	6	1
\$125,001 - \$150,000	105	7.78%	4.0	20	75	10	0
\$150,001 - \$225,000	392	29.06%	8.0	24	277	87	4
\$225,001 - \$300,000	256	18.98%	13.5	17	102	121	16
\$300,001 - \$400,000	166	12.31%	14.5	6	51	89	20
\$400,001 and up	157	11.64%	34.0	12	20	87	38
<b>Total Pending Units</b>	<b>1,349</b>			<b>195</b>	<b>668</b>	<b>407</b>	<b>79</b>
<b>Total Pending Volume</b>	<b>326,938,670</b>	<b>100%</b>	<b>12.0</b>	<b>29.62M</b>	<b>125.48M</b>	<b>132.02M</b>	<b>39.81M</b>
<b>Median Listing Price</b>	<b>\$202,500</b>			<b>\$95,000</b>	<b>\$174,900</b>	<b>\$285,000</b>	<b>\$384,900</b>

# August 2020



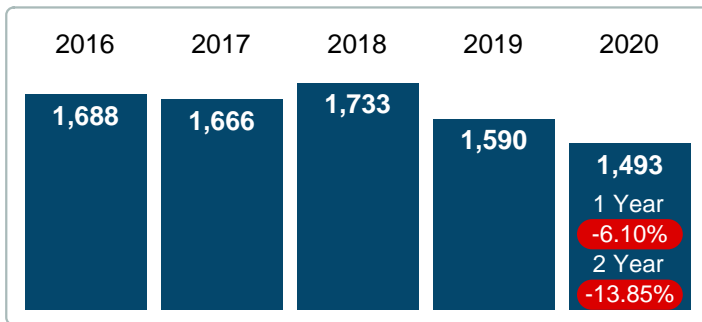
Area Delimited by County Of Tulsa



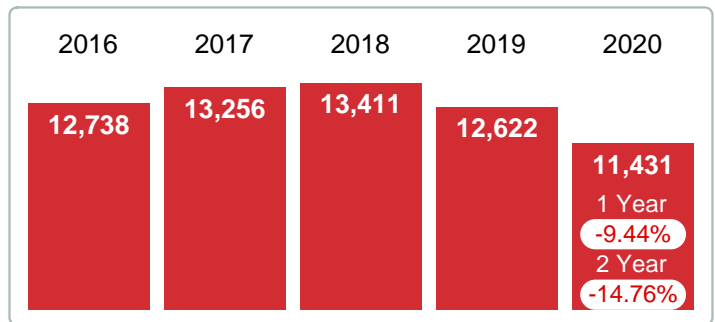
## NEW LISTINGS

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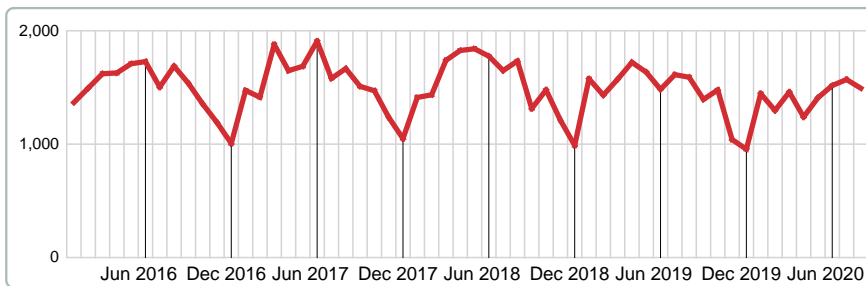
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

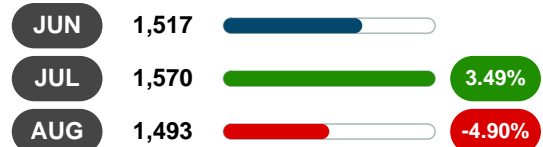


### 3 MONTHS

5 year AUG AVG = 1,634

High Jun 2017 1,908 Low Dec 2019 955

New Listings this month at **1,493**  
 below the 5 yr AUG average of **1,634**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	145	9.71%	48	82	14	1
\$25,001 - \$100,000	151	10.11%	85	56	9	1
\$100,001 - \$150,000	161	10.78%	34	114	12	1
\$150,001 - \$250,000	484	32.42%	41	303	133	7
\$250,001 - \$325,000	191	12.79%	24	66	90	11
\$325,001 - \$475,000	196	13.13%	20	51	102	23
\$475,001 and up	165	11.05%	37	21	71	36
<b>Total New Listed Units</b>	<b>1,493</b>		<b>289</b>	<b>693</b>	<b>431</b>	<b>80</b>
<b>Total New Listed Volume</b>	<b>429,945,276</b>	<b>100%</b>	<b>99.67M</b>	<b>132.29M</b>	<b>148.52M</b>	<b>49.46M</b>
<b>Median New Listed Listing Price</b>	<b>\$205,000</b>		<b>\$120,000</b>	<b>\$174,900</b>	<b>\$285,000</b>	<b>\$449,900</b>

# August 2020



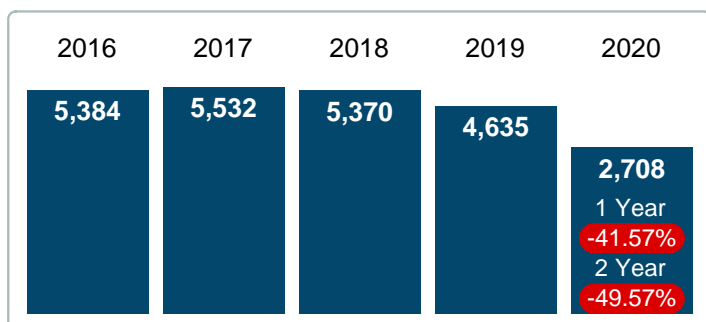
Area Delimited by County Of Tulsa



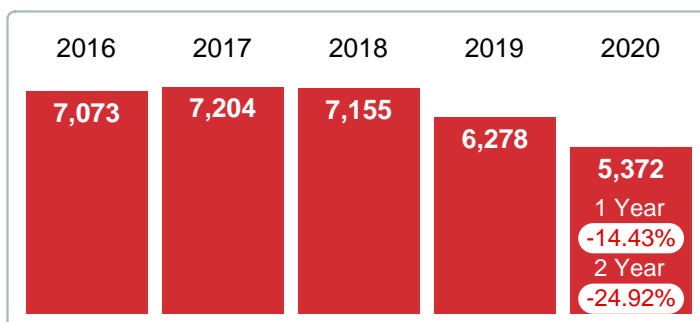
## ACTIVE INVENTORY

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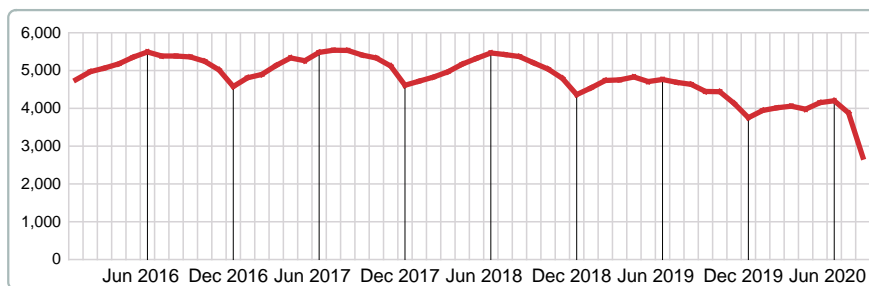
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

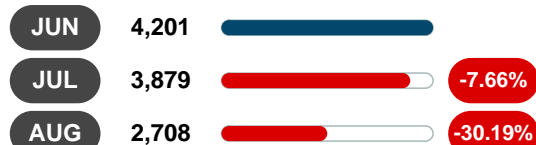


### 3 MONTHS

5 year AUG AVG = 4,726

High Jul 2017 5,538 Low Aug 2020 2,708

Inventory this month at **2,708**  
below the 5 yr AUG average of **4,726**



### 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%	34.0	0	0	0	0
\$1-\$75,000	581	21.45%	82.0	267	243	61	10
\$75,001-\$175,000	439	16.21%	54.0	216	189	29	5
\$175,001-\$325,000	669	24.70%	39.0	120	297	227	25
\$325,001-\$450,000	391	14.44%	61.0	66	108	174	43
\$450,001-\$825,000	349	12.89%	70.0	79	44	148	78
\$825,001 and up	279	10.30%	90.0	140	26	63	50
Total Active Inventory by Units			2,708	888	907	702	211
Total Active Inventory by Volume			1,068,162,349	422.69M	197.31M	290.88M	157.28M
Median Active Inventory Listing Price			\$245,000	\$152,450	\$180,000	\$354,950	\$534,500

# August 2020

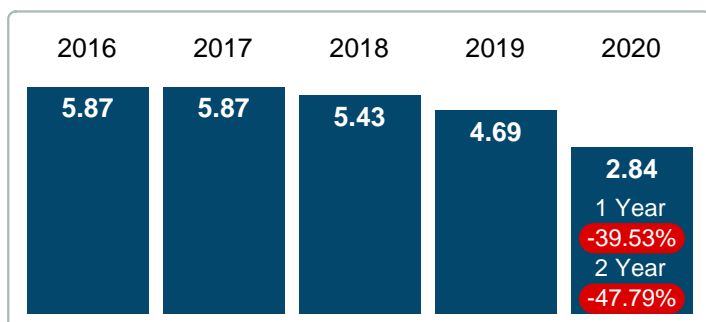
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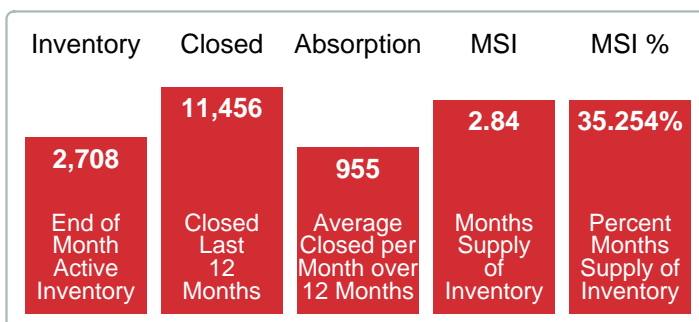
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 11, 2020 for MLS Technology Inc.

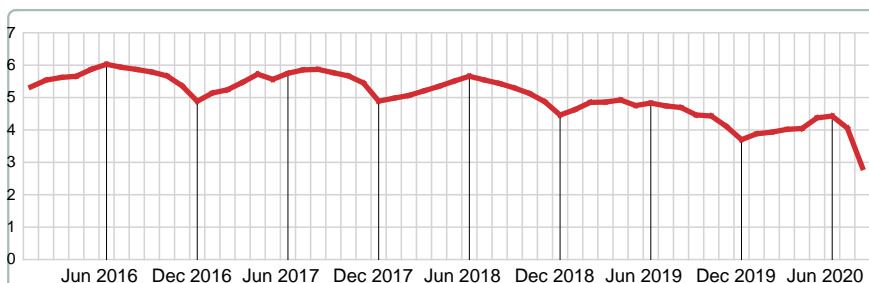
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020



### 5 YEAR MARKET ACTIVITY TRENDS

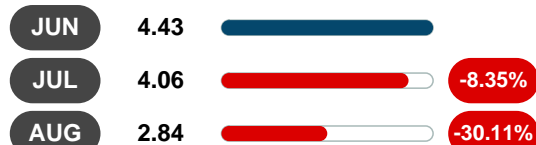


### 3 MONTHS

5 year AUG AVG = 4.94

High Jun 2016 6.03 Low Aug 2020 2.84

Months Supply this month at 2.84 below the 5 yr AUG average of 4.94



### 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-\$75,000	581	21.45%	3.97	4.22	3.59	4.33	7.50
\$75,001-\$175,000	439	16.21%	1.42	4.46	0.83	0.92	2.07
\$175,001-\$325,000	669	24.70%	1.91	5.83	1.81	1.52	1.50
\$325,001-\$450,000	391	14.44%	4.28	19.32	4.93	3.35	3.09
\$450,001-\$825,000	349	12.89%	7.31	30.58	5.44	6.10	6.08
\$825,001 and up	279	10.30%	29.63	129.23	31.20	16.80	13.33
Market Supply of Inventory (MSI)			2.84	6.37	1.85	2.55	4.14
Total Active Inventory by Units		100%	2,708	888	907	702	211

# August 2020

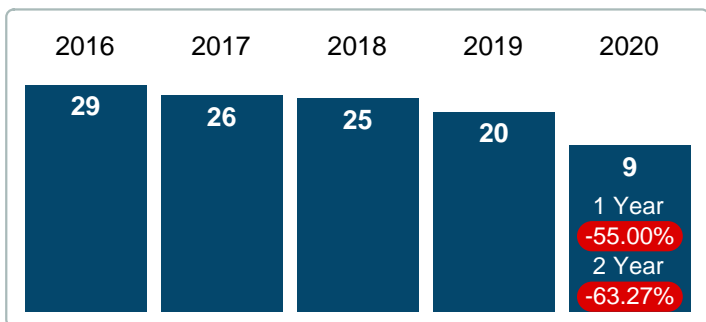
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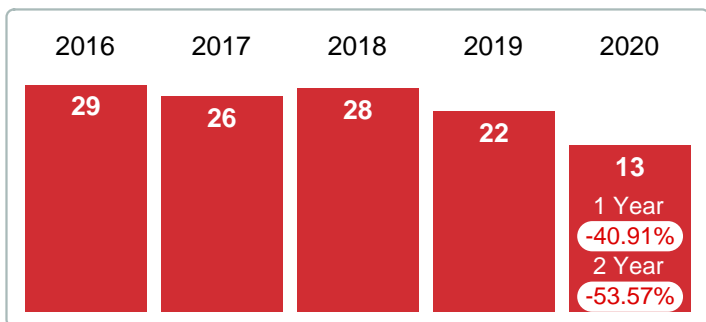
## MEDIAN DAYS ON MARKET TO SALE

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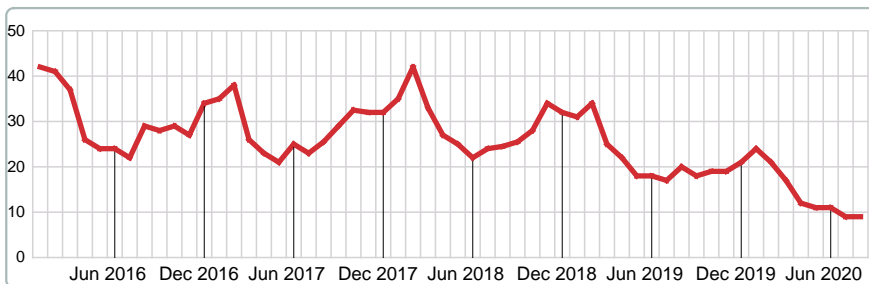
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

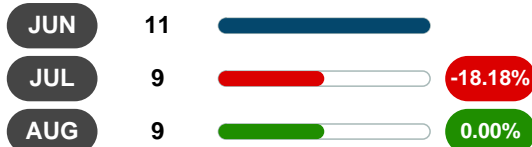


### 3 MONTHS

5 year AUG AVG = 22

High Feb 2018 42 Low Aug 2020 9

Median Days on Market to Sale this month at 9 below the 5 yr AUG average of 22



## 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
\$100,000 and less	9.82%	11	15	7	13	0
\$100,001 - \$125,000	6.40%	5	6	4	6	0
\$125,001 - \$175,000	18.68%	4	8	3	6	0
\$175,001 - \$250,000	27.89%	7	6	5	12	19
\$250,001 - \$325,000	14.56%	13	10	11	15	33
\$325,001 - \$450,000	12.63%	25	4	38	17	47
\$450,001 and up	10.00%	39	64	37	15	101
Median Closed DOM		9	12	5	13	51
Total Closed Units	100%	9.0	150	526	367	97
Total Closed Volume		293,475,277	21.36M	105.38M	122.81M	43.92M

# August 2020



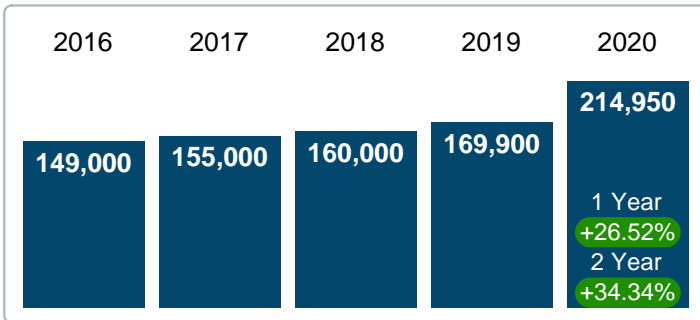
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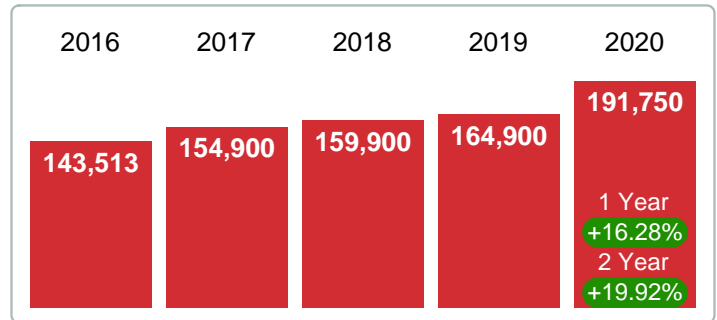
## MEDIAN LIST PRICE AT CLOSING

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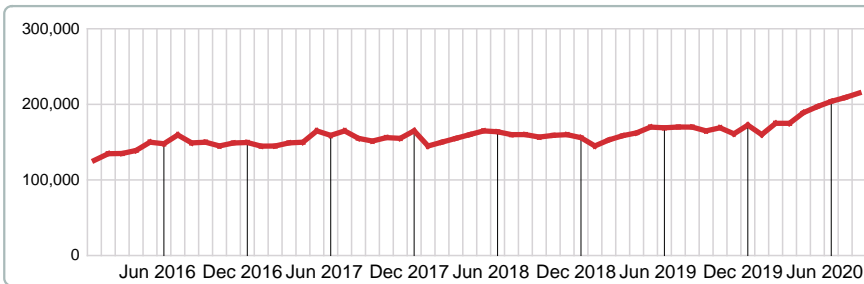
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

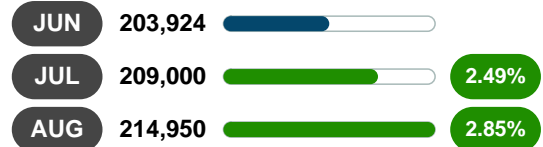


### 3 MONTHS

5 year AUG AVG = 169,770

High Aug 2020 214,950 Low Jan 2016 125,900

Median List Price at Closing this month at **214,950**  
above the 5 yr AUG average of **169,770**



### 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
\$100,000 and less <b>109</b>	9.56%	65,000	60,000	79,950	68,000	0
\$100,001 - \$125,000 <b>68</b>	5.96%	115,250	116,250	115,000	110,000	0
\$125,001 - \$175,000 <b>218</b>	19.12%	157,500	157,900	157,500	159,500	0
\$175,001 - \$250,000 <b>309</b>	27.11%	209,900	198,700	205,000	215,000	219,950
\$250,001 - \$325,000 <b>171</b>	15.00%	284,900	267,450	283,250	285,000	285,000
\$325,001 - \$450,000 <b>144</b>	12.63%	375,000	380,000	364,000	374,150	389,900
\$450,001 and up <b>121</b>	10.61%	570,000	700,000	545,000	550,000	662,000
Median List Price		214,950	116,250	179,900	285,000	389,900
Total Closed Units	100%	214,950	150	526	367	97
Total Closed Volume		299,545,480	22.85M	106.50M	124.78M	45.42M



# August 2020



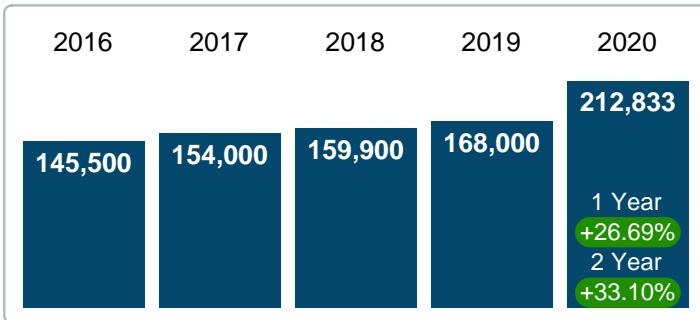
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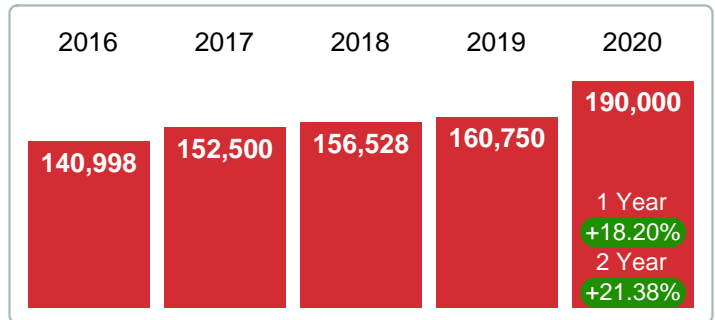
## MEDIAN SOLD PRICE AT CLOSING

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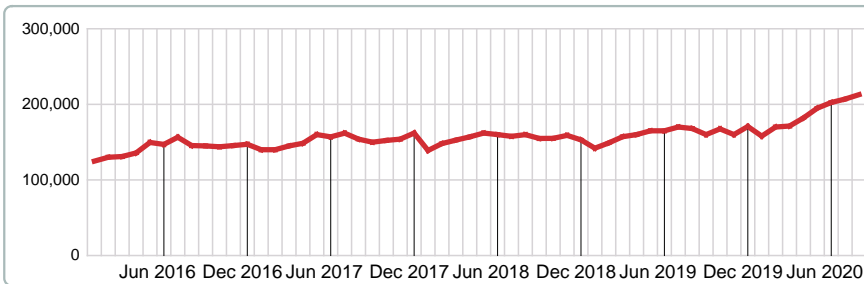
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

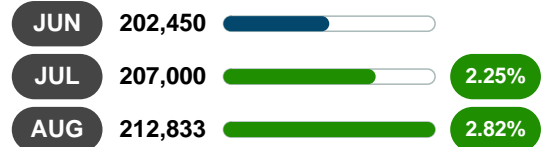


### 3 MONTHS

5 year AUG AVG = 168,047

High Aug 2020 212,833 Low Jan 2016 124,900

Median Sold Price at Closing this month at **212,833** above the 5 yr AUG average of **168,047**



### 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
\$100,000 and less	112	9.82%	65,000	58,000	76,000	65,000	0
\$100,001 - \$125,000	73	6.40%	116,000	118,450	116,000	115,000	0
\$125,001 - \$175,000	213	18.68%	155,000	155,000	155,000	158,000	0
\$175,001 - \$250,000	318	27.89%	210,000	202,500	205,000	219,250	215,000
\$250,001 - \$325,000	166	14.56%	285,000	275,000	283,250	290,000	284,385
\$325,001 - \$450,000	144	12.63%	375,000	380,000	360,000	375,000	384,900
\$450,001 and up	114	10.00%	586,950	600,000	555,000	560,000	675,000
Median Sold Price			212,833	111,250	179,900	285,000	367,000
Total Closed Units		100%	212,833	150	526	367	97
Total Closed Volume			293,475,277	21.36M	105.38M	122.81M	43.92M

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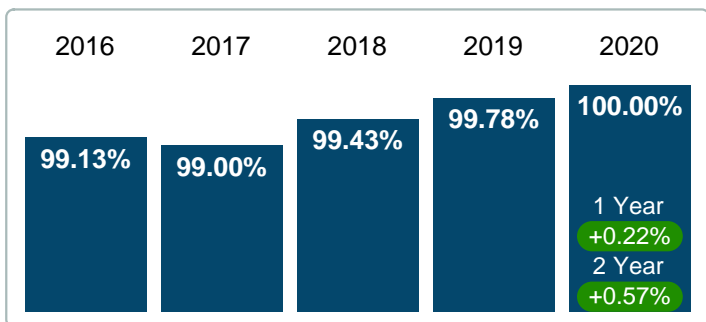
Area Delimited by County Of Tulsa



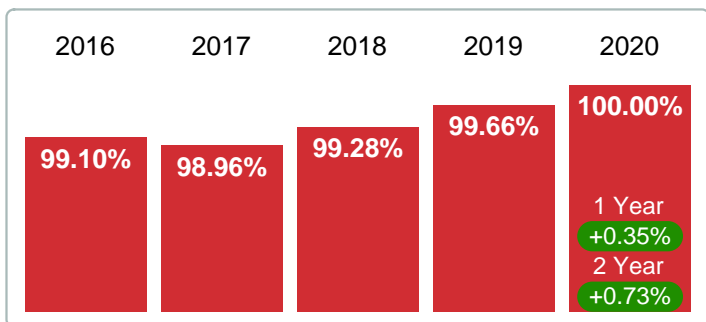
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 11, 2020 for MLS Technology Inc.

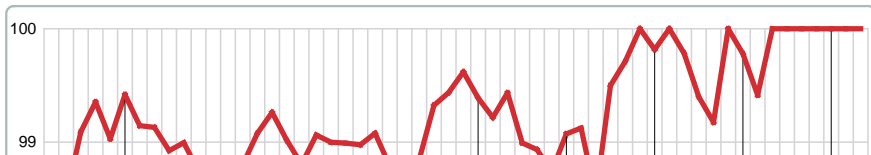
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 99.47%

High Aug 2020 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr AUG average of **99.47%**

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
\$100,000 and less	112	9.82%	96.82%	96.88%	96.77%	96.57%	0.00%
\$100,001 - \$125,000	73	6.40%	100.00%	100.00%	100.00%	92.56%	0.00%
\$125,001 - \$175,000	213	18.68%	100.00%	97.99%	100.00%	99.41%	0.00%
\$175,001 - \$250,000	318	27.89%	100.00%	100.00%	100.00%	100.00%	98.93%
\$250,001 - \$325,000	166	14.56%	100.00%	100.00%	100.00%	100.00%	99.19%
\$325,001 - \$450,000	144	12.63%	99.23%	99.37%	99.22%	100.00%	98.66%
\$450,001 and up	114	10.00%	98.21%	86.33%	98.24%	98.77%	97.14%
Median Sold/List Ratio		100.00%		98.40%	100.00%	100.00%	98.38%
Total Closed Units		1,140	100%	150	526	367	97
Total Closed Volume		293,475,277		21.36M	105.38M	122.81M	43.92M

# August 2020

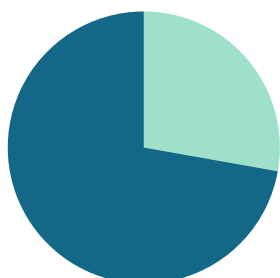
Area Delimited by County Of Tulsa



## MARKET SUMMARY

Report produced on Sep 11, 2020 for MLS Technology Inc.

### INVENTORY

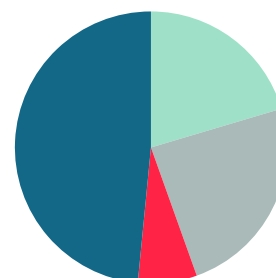


**Inventory**  
 New Listings  
 1,493 = 27.79%  
 Start Inventory  
 3,879  
 Total Inventory Units  
 5,372  
 Volume  
 \$1,802,156,800

### Market Activity

Closed Sales  
 1,140 = 20.40%  
 Pending Sales  
 1,349 = 24.14%  
 Other Off Market  
 392 = 7.01%  
 Active Inventory  
 2,708 = 48.45%

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,153	1,140	-1.13%	8,371	7,656	-8.54%
Pending Sales	1,027	1,349	31.35%	8,177	8,658	5.88%
New Listings	1,590	1,493	-6.10%	12,622	11,431	-9.44%
Median List Price	169,900	214,950	26.52%	164,900	191,750	16.28%
Median Sale Price	168,000	212,833	26.69%	160,750	190,000	18.20%
Median Percent of Selling Price to List Price	99.78%	100.00%	0.22%	99.66%	100.00%	0.35%
Median Days on Market to Sale	20.00	9.00	-55.00%	22.00	13.00	-40.91%
Monthly Inventory	4,638	2,708	-41.61%	4,638	2,708	-41.61%
Months Supply of Inventory	4.69	2.84	-39.57%	4.69	2.84	-39.57%

**Absorption:** Last 12 months, an Average of 955 Sales/Month

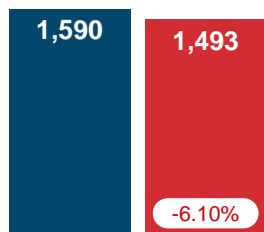
**Inventory on August 31, 2020 = 2,708**

2019 2020

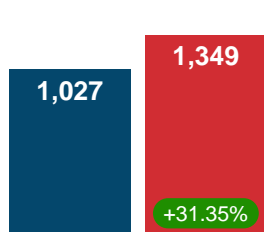
### AUGUST MARKET

### MEDIAN PRICES

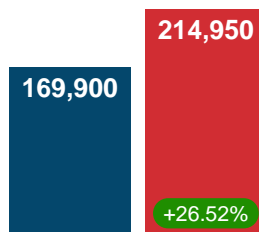
#### New Listings



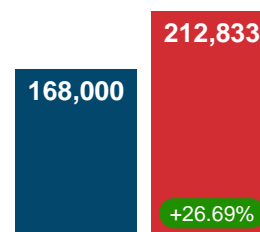
#### Pending Listings



#### List Price



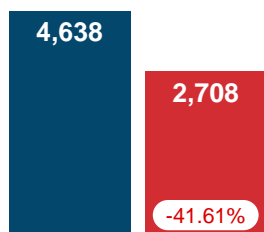
#### Sale Price



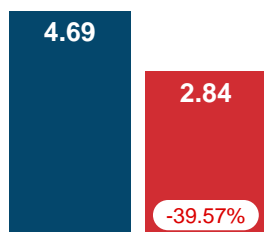
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

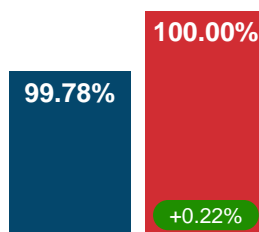
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

