

August 2020



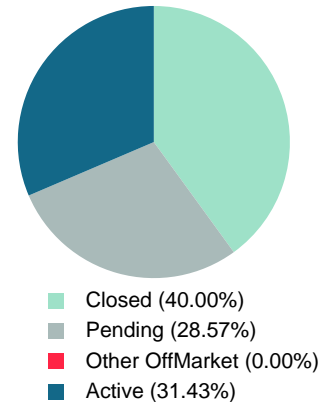
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	17	14	-17.65%
Pending Listings	6	10	66.67%
New Listings	20	12	-40.00%
Average List Price	1,240	1,378	11.11%
Average Sale Price	1,235	1,367	10.75%
Average Percent of Selling Price to List Price	99.44%	99.32%	-0.12%
Average Days on Market to Sale	38.71	37.64	-2.75%
End of Month Inventory	28	11	-60.71%
Months Supply of Inventory	1.80	0.81	-54.93%



Absorption: Last 12 months, an Average of **14 Sales/Month**
Active Inventory as of August 31, 2020 = **11**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **60.71%** to 11 existing homes available for sale. Over the last 12 months this area has had an average of 14 closed sales per month. This represents an unsold inventory index of **0.81** 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 **10.75%** in August 2020 to \$1,367 versus the previous year at \$1,235.

Average Days on Market Shortens

The average number of **37.64** days that homes spent on the market before selling decreased by 1.06 days or **2.75%** in August 2020 compared to last year's same month at **38.71** 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 strong this month.

There were 12 New Listings in August 2020, down **40.00%** from last year at 20. Furthermore, there were 14 Closed Listings this month versus last year at 17, a **-17.65%** decrease.

Closed versus Listed trends yielded a **116.7%** ratio, up from previous year's, August 2019, at **85.0%**, a **37.25%** 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



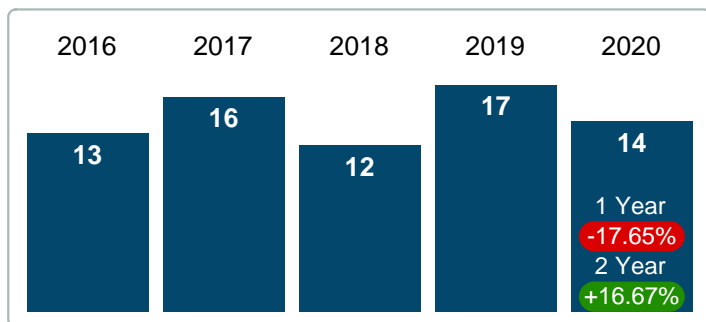
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



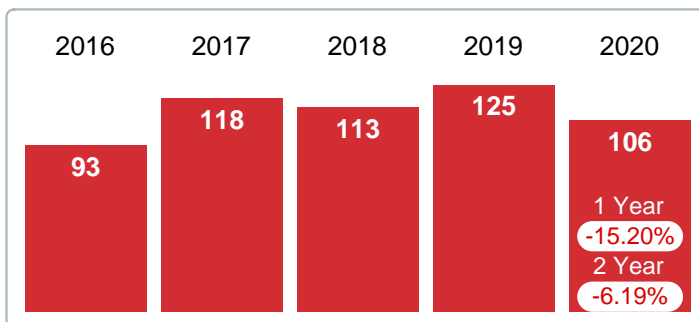
CLOSED LISTINGS

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

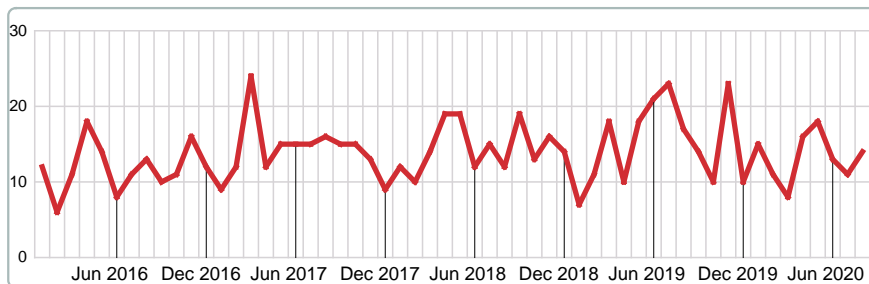
AUGUST



YEAR TO DATE (YTD)

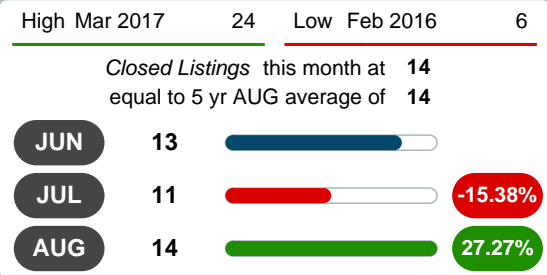


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 14



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	14	100.00%	37.6	2	6	5	1
Total Closed Units	14			2	6	5	1
Total Closed Volume	19,144	100%	37.6	1,720	6,929	8,150	2,345
Average Closed Price	\$1,367			\$860	\$1,155	\$1,630	\$2,345

August 2020



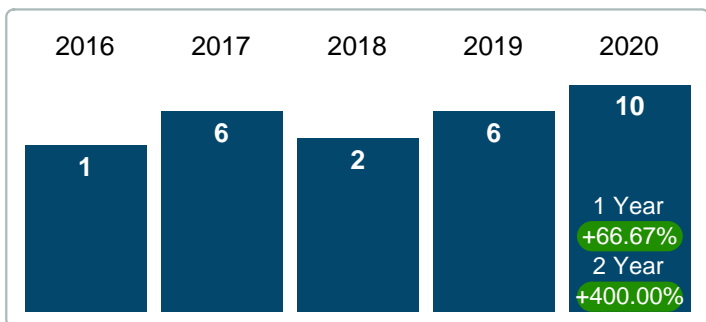
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



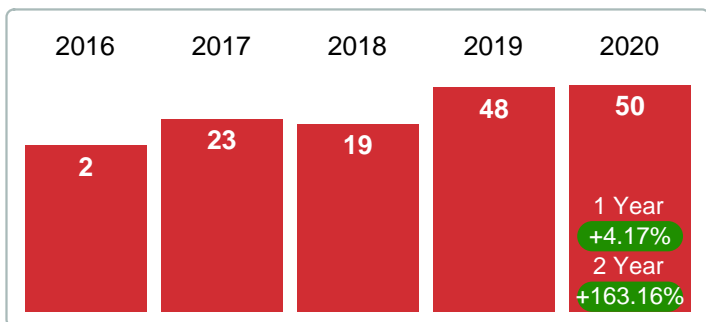
PENDING LISTINGS

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

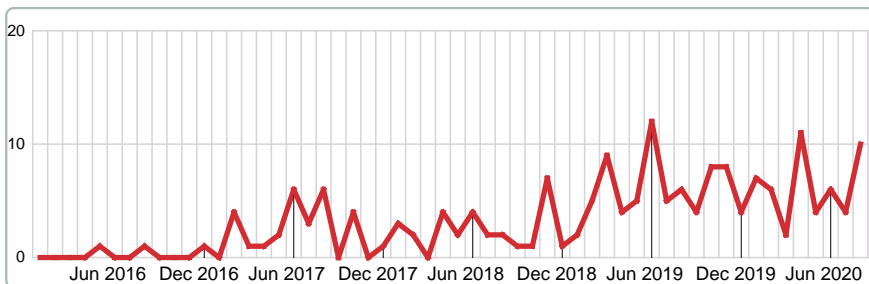
AUGUST



YEAR TO DATE (YTD)

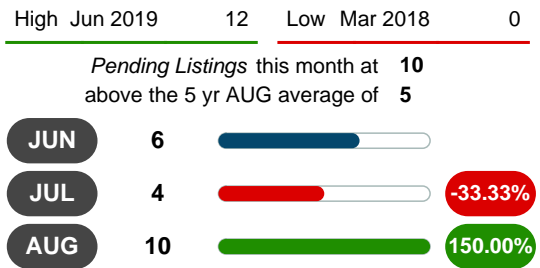


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 5



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	10	100.00%	24.8	1	8	1	0
Total Pending Units	10			1	8	1	0
Total Pending Volume	12,315	100%	24.8	1,195	9,320	1,800	0.00B
Average Listing Price	\$1,232			\$1,195	\$1,165	\$1,800	\$0

August 2020



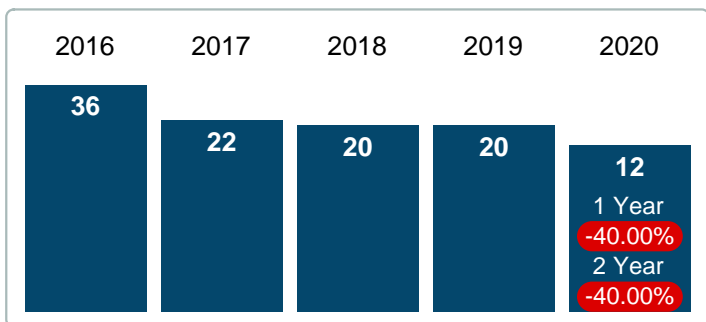
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



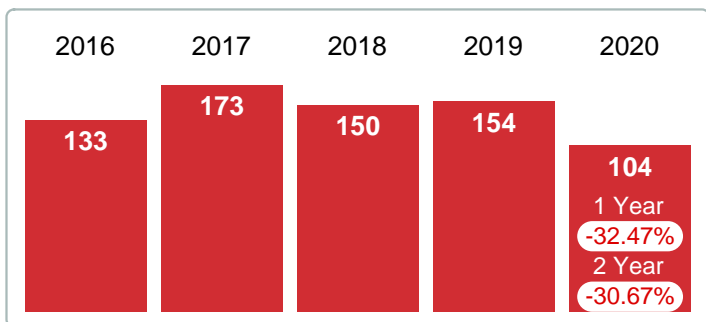
NEW LISTINGS

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

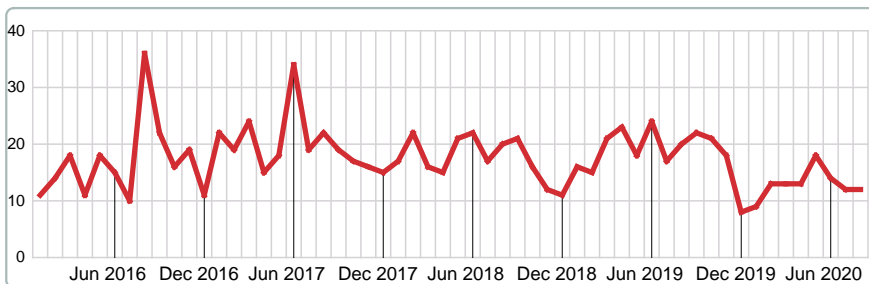
AUGUST



YEAR TO DATE (YTD)

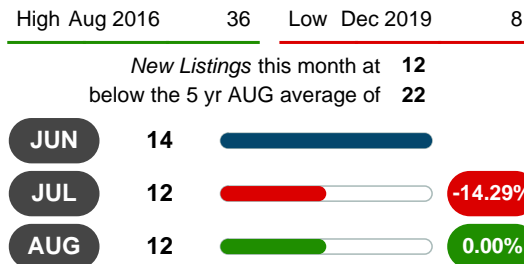


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 22



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	12	100.00%	1	7	3	1
Total New Listed Units	12		1	7	3	1
Total New Listed Volume	17,170	100%	825	8,705	5,295	2,345
Average New Listed Listing Price	\$1,431		\$825	\$1,244	\$1,765	\$2,345

August 2020



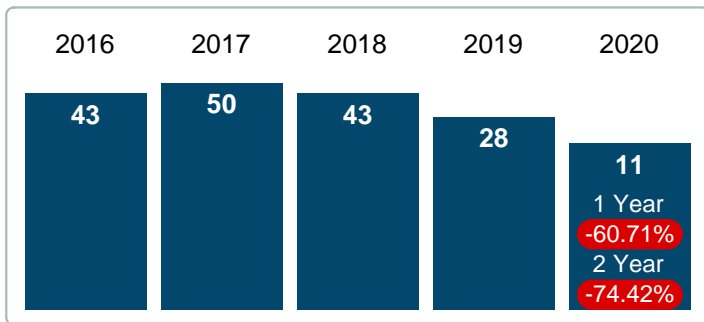
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



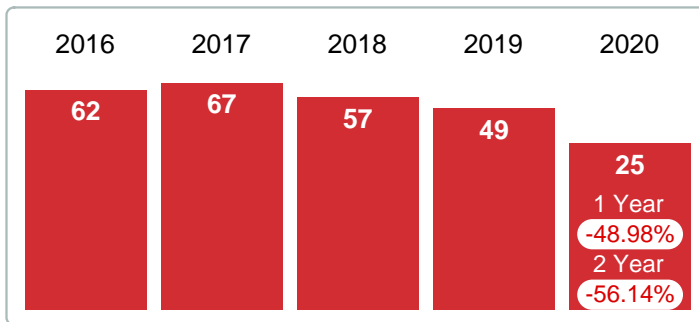
ACTIVE INVENTORY

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

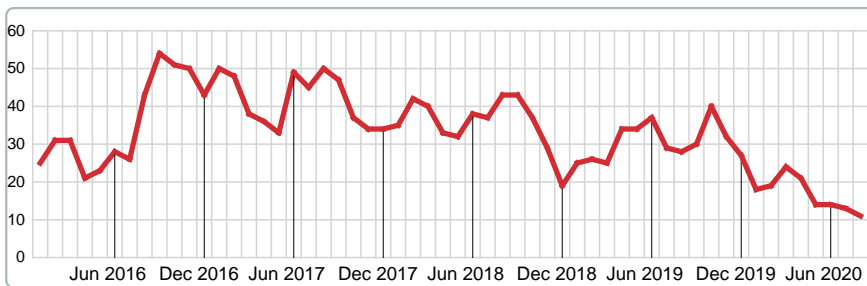
END OF AUGUST



ACTIVE DURING AUGUST

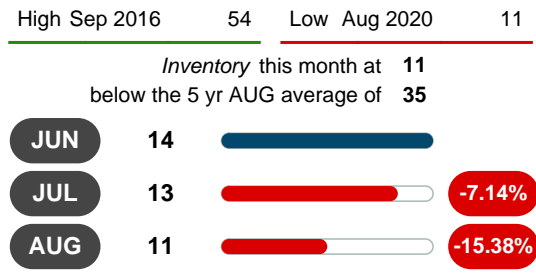


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 35



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	11	100.00%	29.9	1	6	4	0
Total Active Inventory by Units			11	1	6	4	0
Total Active Inventory by Volume			15,950	1,195	7,515	7,240	0.00B
Average Active Inventory Listing Price			\$1,450	\$1,195	\$1,253	\$1,810	\$0

August 2020



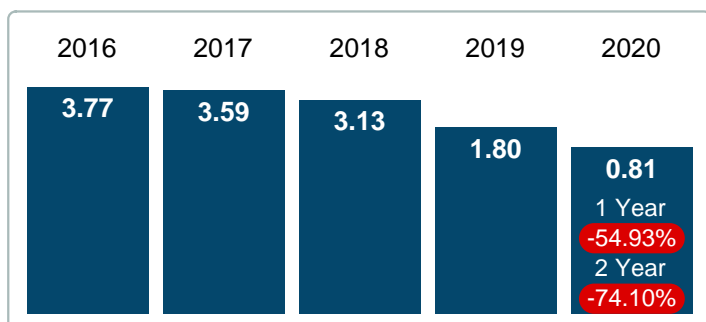
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



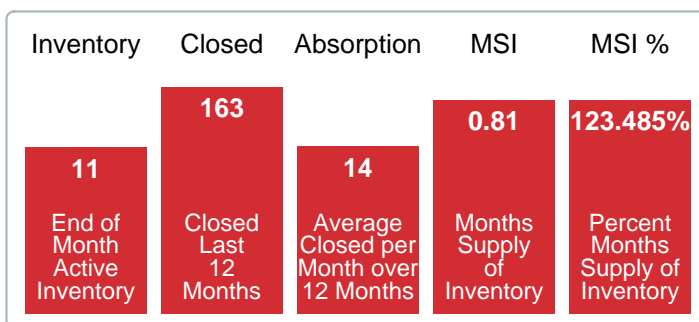
MONTHS SUPPLY of INVENTORY (MSI)

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

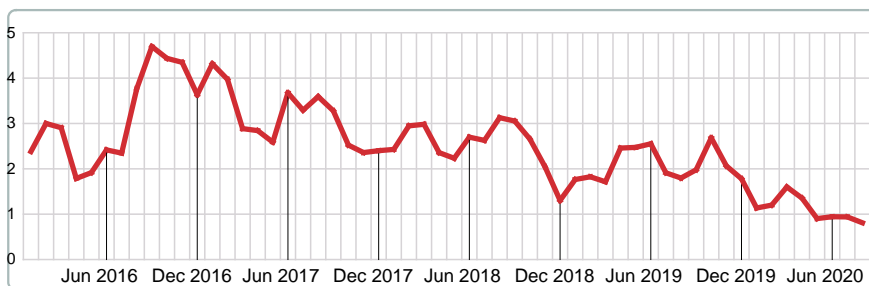
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

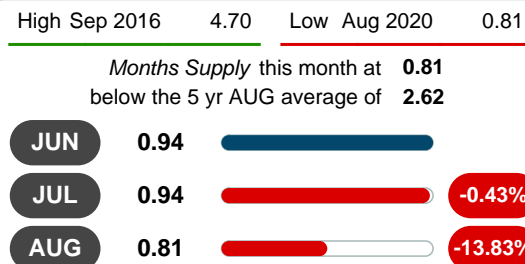


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.62



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	11	100.00%	0.81	1.50	0.68	1.07	0.00
Market Supply of Inventory (MSI)			0.81	1.50	0.68	1.07	0.00
		100%	0.81				
Total Active Inventory by Units			11	1	6	4	0

August 2020



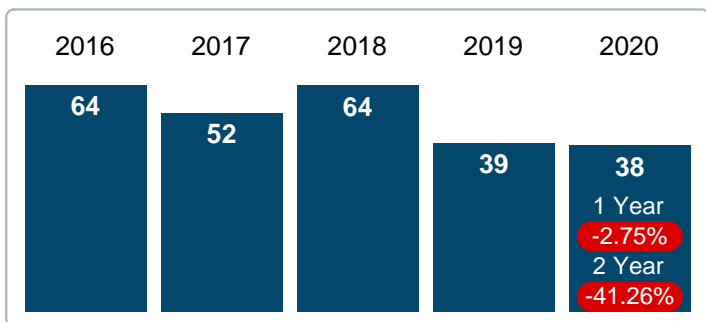
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



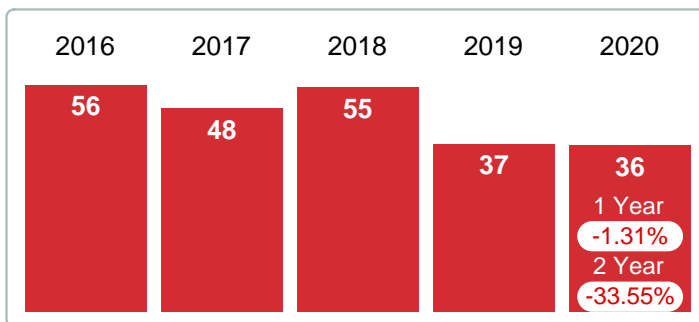
AVERAGE DAYS ON MARKET TO SALE

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

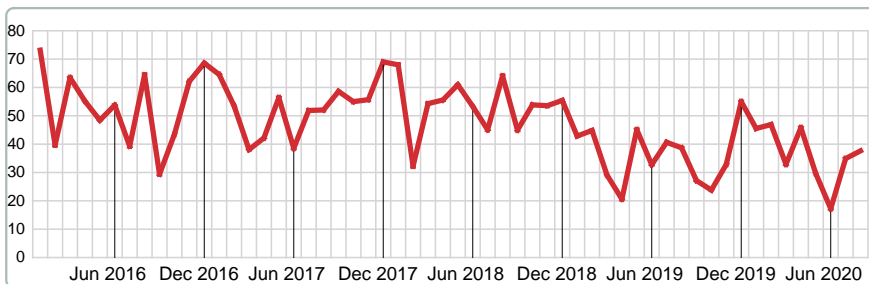
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

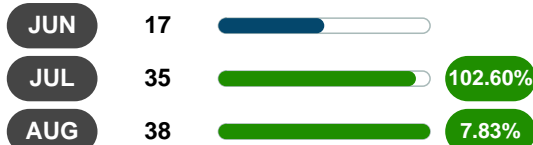


3 MONTHS

5 year AUG AVG = 51

High Jan 2016 73 Low Jun 2020 17

Average Days on Market to Sale this month at 38 below the 5 yr AUG average of 51



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	14	100.00%	38	84	19	49	4
Average Closed DOM			38	84	19	49	4
Total Closed Units		100%	38	2	6	5	1
Total Closed Volume			19,144	1,720	6,929	8,150	2,345

August 2020



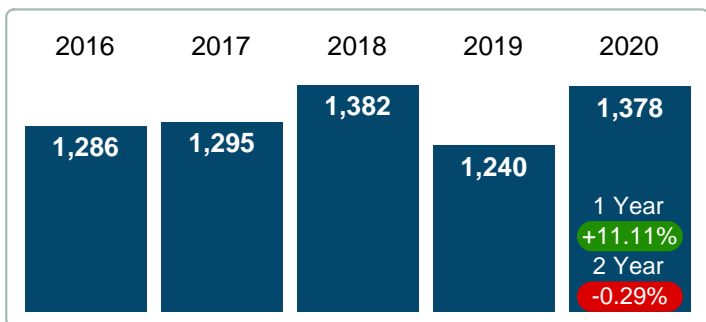
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



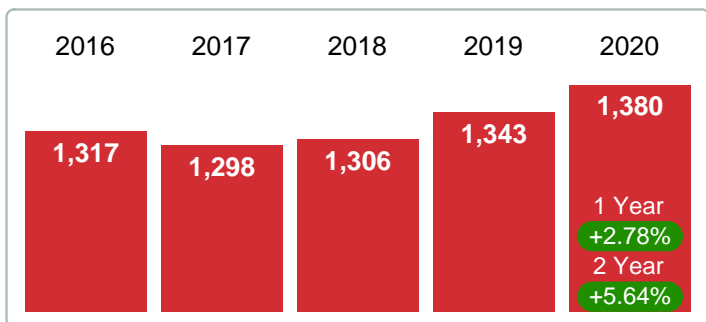
AVERAGE LIST PRICE AT CLOSING

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

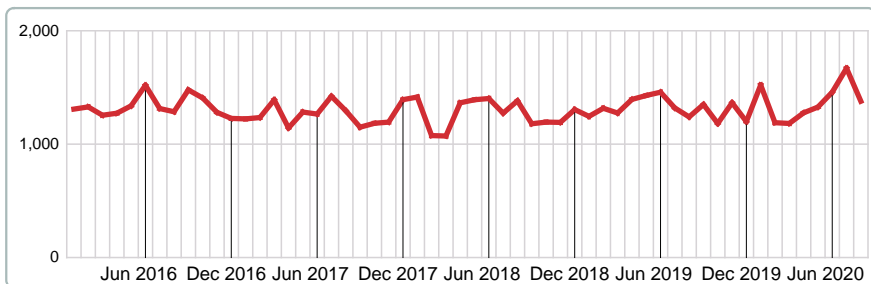
AUGUST



YEAR TO DATE (YTD)

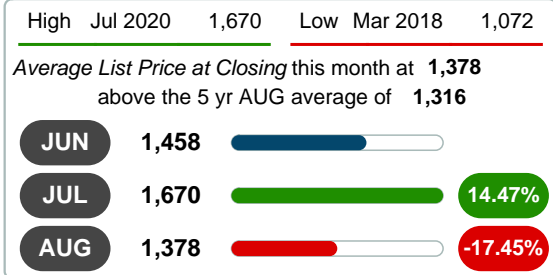


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,316



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	14	100.00%	1,378	860	1,155	1,660	2,345
Average List Price			1,378	860	1,155	1,660	2,345
Total Closed Units		100%	1,378	2	6	5	1
Total Closed Volume			19,294	1,720	6,929	8,300	2,345

August 2020



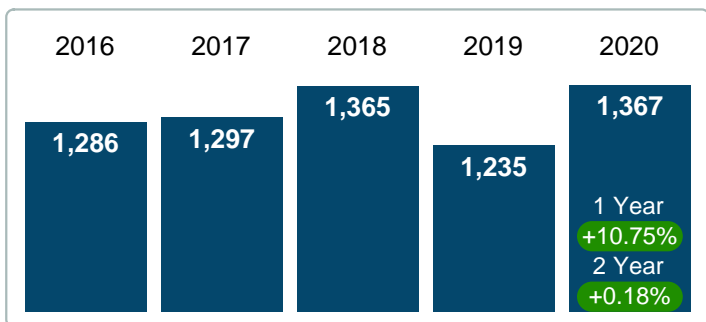
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



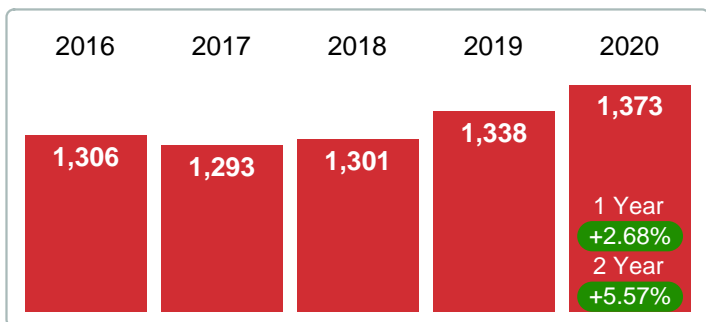
AVERAGE SOLD PRICE AT CLOSING

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

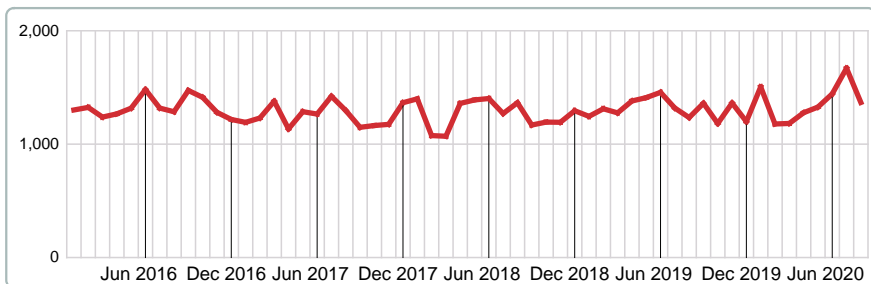
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,310

High Jul 2020 1,670 Low Mar 2018 1,070

Average Sold Price at Closing this month at **1,367** above the 5 yr AUG average of **1,310**

Month	Average Sold Price	% Change
JUN	1,443	
JUL	1,670	+15.66%
AUG	1,367	-18.10%

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	14	100.00%	1,367	860	1,155	1,630	2,345
Average Sold Price			1,367	860	1,155	1,630	2,345
Total Closed Units		100%	1,367	2	6	5	1
Total Closed Volume			19,144	1,720	6,929	8,150	2,345

August 2020



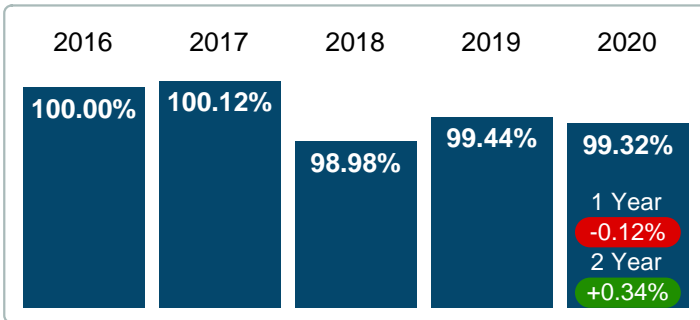
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



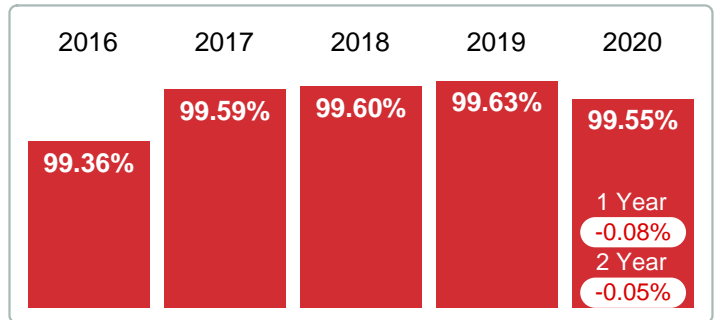
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

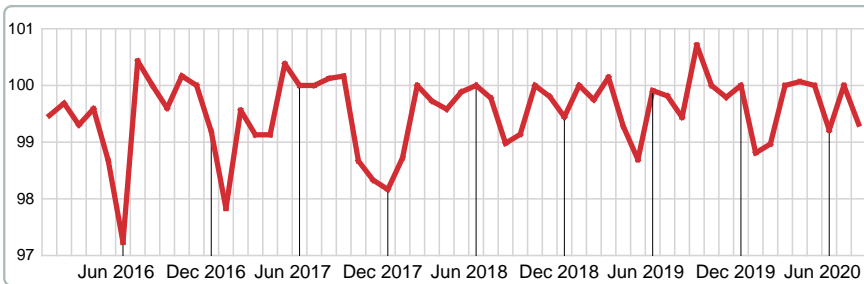
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

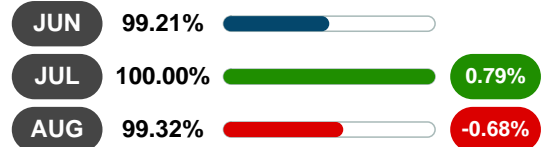


3 MONTHS

5 year AUG AVG = 99.57%

High Sep 2019 100.71% Low Jun 2016 97.23%

Average Sold/List Ratio this month at **99.32%** below the 5 yr AUG average of **99.57%**



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	14	100.00%	99.32%	100.00%	100.00%	98.09%	100.00%
Average Sold/List Ratio		99.30%		100.00%	100.00%	98.09%	100.00%
Total Closed Units		14	100%	2	6	5	1
Total Closed Volume		19,144		1,720	6,929	8,150	2,345

August 2020



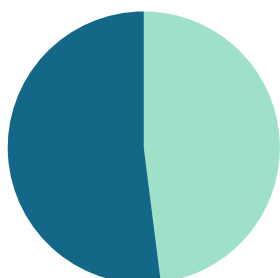
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -
Leasing Property Type



MARKET SUMMARY

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

INVENTORY

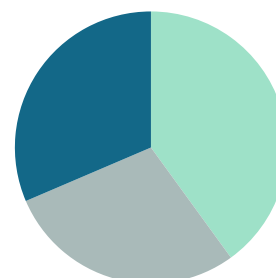


Inventory
 New Listings
12 = 48.00%
 Start Inventory
13
 Total Inventory Units
25
 Volume
\$35,244

Market Activity

Closed Sales
14 = 40.00%
 Pending Sales
10 = 28.57%
 Other Off Market
0 = 0.00%
 Active Inventory
11 = 31.43%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	17	14	-17.65%	125	106	-15.20%
Pending Sales	6	10	66.67%	48	50	4.17%
New Listings	20	12	-40.00%	154	104	-32.47%
Average List Price	1,240	1,378	11.11%	1,343	1,380	2.78%
Average Sale Price	1,235	1,367	10.75%	1,338	1,373	2.68%
Average Percent of Selling Price to List Price	99.44%	99.32%	-0.12%	99.63%	99.55%	-0.08%
Average Days on Market to Sale	38.71	37.64	-2.75%	36.93	36.44	-1.31%
Monthly Inventory	28	11	-60.71%	28	11	-60.71%
Months Supply of Inventory	1.80	0.81	-54.93%	1.80	0.81	-54.93%

Absorption: Last 12 months, an Average of 14 Sales/Month

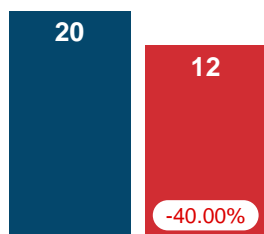
Inventory on August 31, 2020 = 11

2019 2020

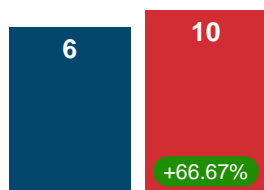
AUGUST MARKET

AVERAGE PRICES

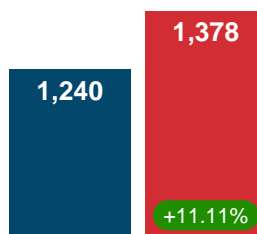
New Listings



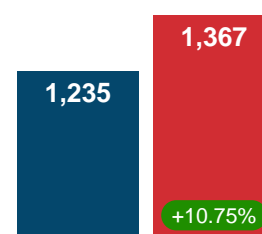
Pending Listings



List Price



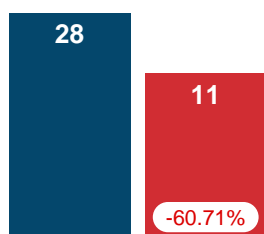
Sale Price



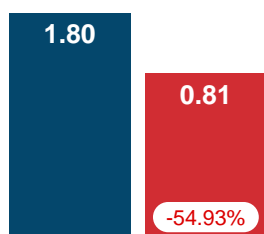
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

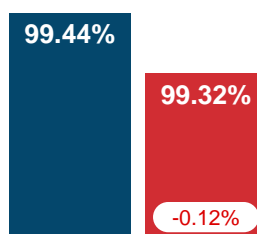
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

