

August 2020



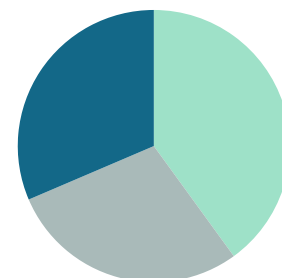
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -
Leasing Property Type



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%
Median List Price	1,195	1,223	2.30%
Median Sale Price	1,195	1,198	0.21%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	30.00	16.50	-45.00%
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.

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 **0.21%** in August 2020 to \$1,198 versus the previous year at \$1,195.

Median Days on Market Shortens

The median number of **16.50** days that homes spent on the market before selling decreased by 13.50 days or **45.00%** in August 2020 compared to last year's same month at **30.00** 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 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.

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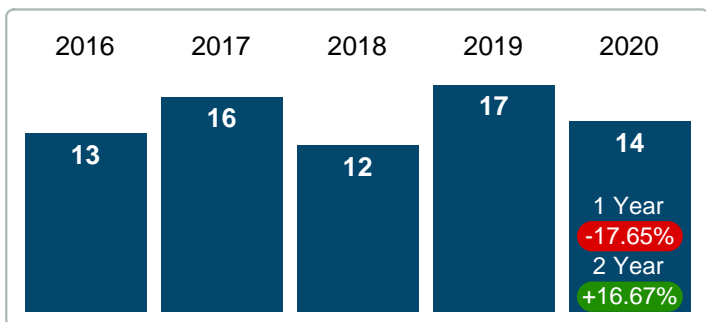
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



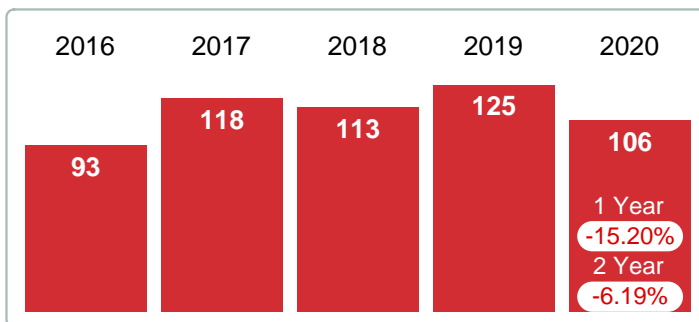
CLOSED LISTINGS

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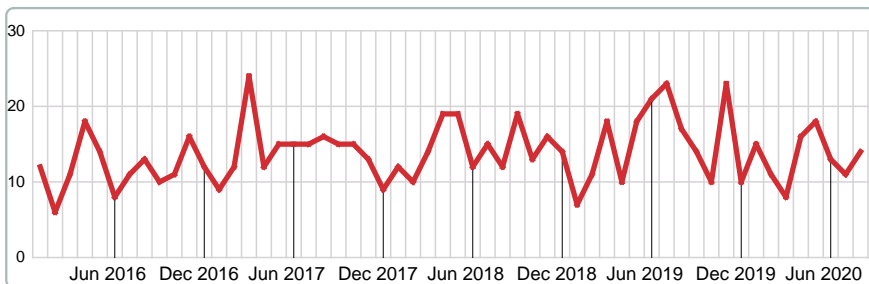
AUGUST



YEAR TO DATE (YTD)

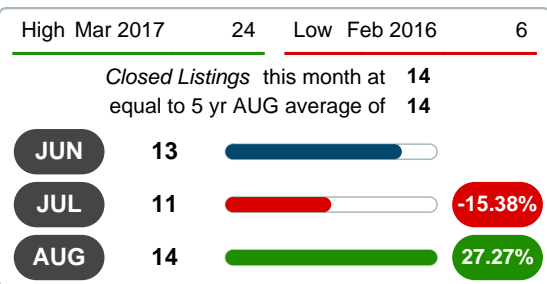


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 14



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	14	100.00%	16.5	2	6	5	1
Total Closed Units	14			2	6	5	1
Total Closed Volume	19,144	100%	16.5	1,720	6,929	8,150	2,345
Median Closed Price	\$1,198			\$860	\$1,125	\$1,700	\$2,345

August 2020



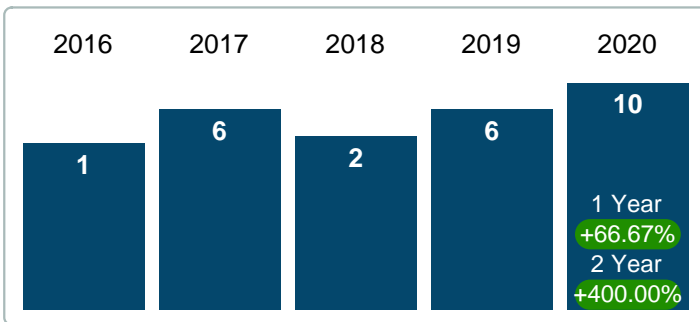
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



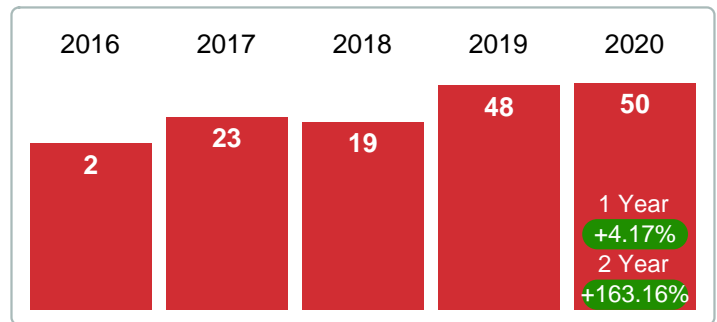
PENDING LISTINGS

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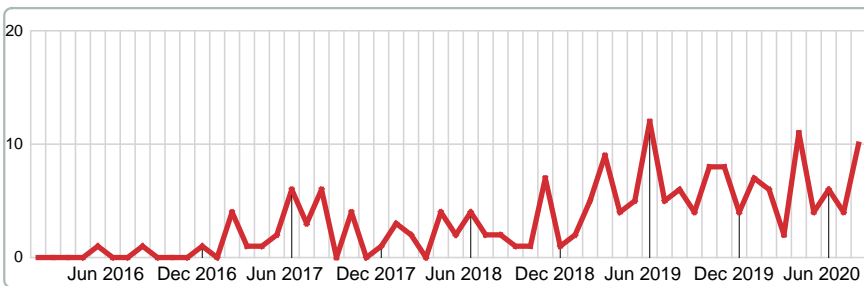
AUGUST



YEAR TO DATE (YTD)

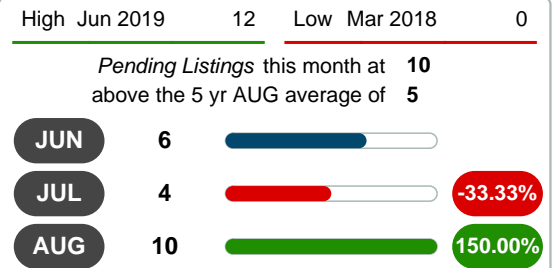


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 5



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%	16.5	0	0	0	0
\$1 \$0	0	0.00%	16.5	0	0	0	0
\$1 \$0	0	0.00%	16.5	0	0	0	0
\$1 \$0	0	0.00%	16.5	0	0	0	0
\$1 \$0	0	0.00%	16.5	0	0	0	0
\$1 \$0	0	0.00%	16.5	0	0	0	0
\$1 and up	10	100.00%	14.5	1	8	1	0
Total Pending Units	10			1	8	1	0
Total Pending Volume	12,315	100%	14.5	1,195	9,320	1,800	0.00B
Median Listing Price	\$1,173			\$1,195	\$1,123	\$1,800	\$0

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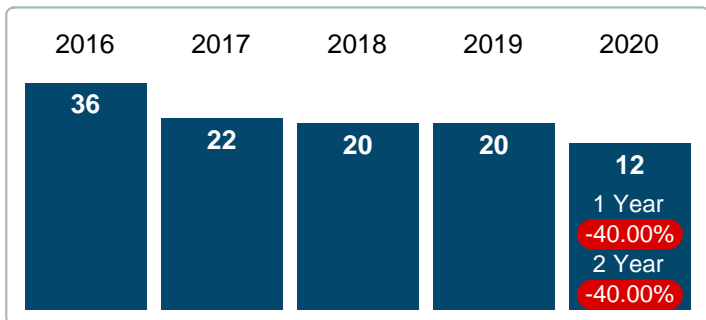
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



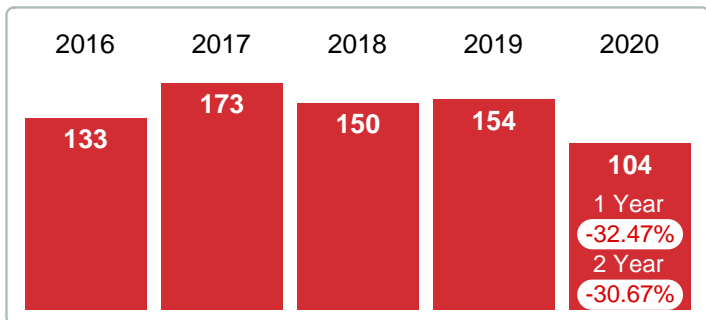
NEW LISTINGS

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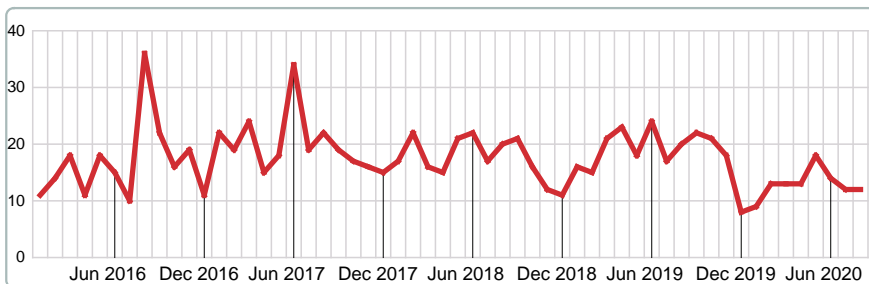
AUGUST



YEAR TO DATE (YTD)

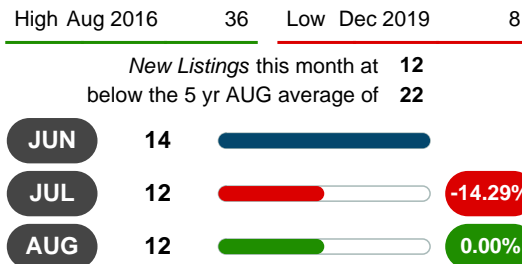


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 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
Median New Listed Listing Price	\$1,323		\$825	\$1,150	\$1,895	\$2,345

August 2020



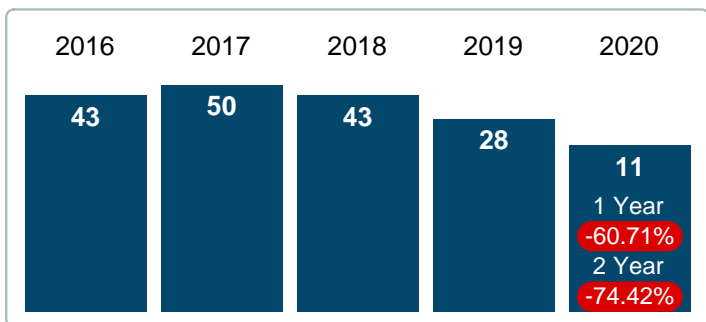
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



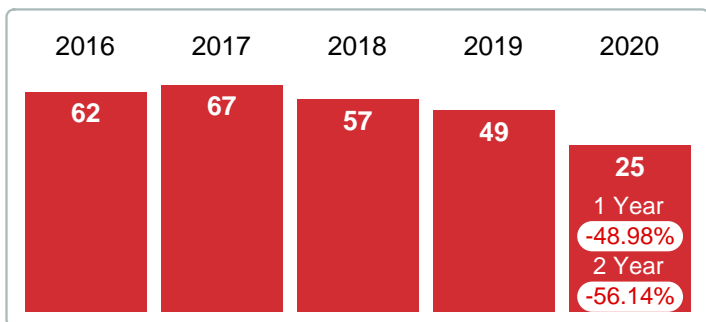
ACTIVE INVENTORY

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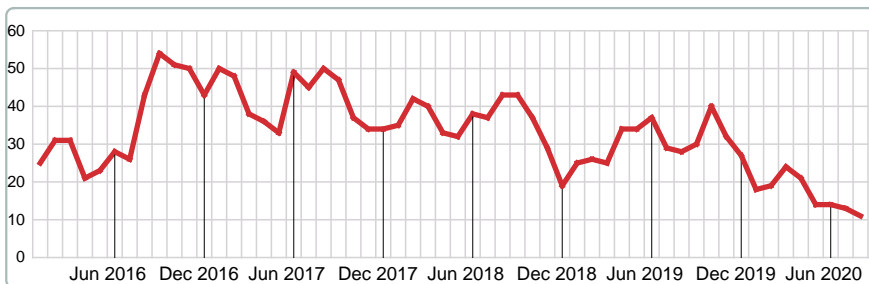
END OF AUGUST



ACTIVE DURING AUGUST

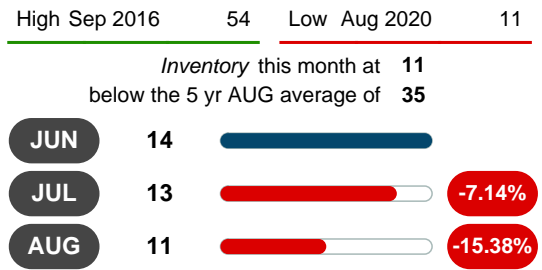


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 35



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	11	100.00%	22.0	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
Median Active Inventory Listing Price			\$1,300	\$1,195	\$1,200	\$1,920	\$0

August 2020



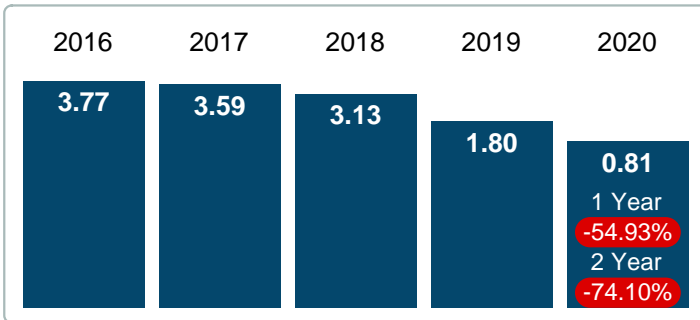
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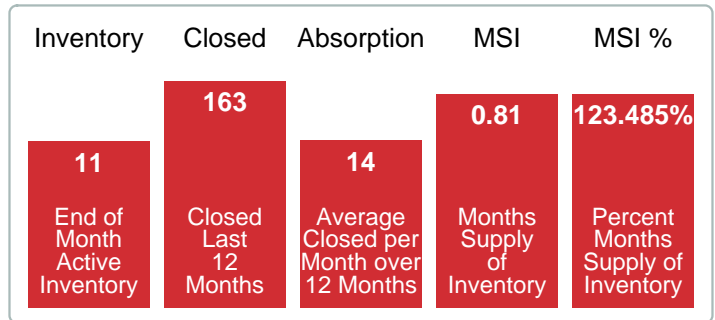
MONTHS SUPPLY of INVENTORY (MSI)

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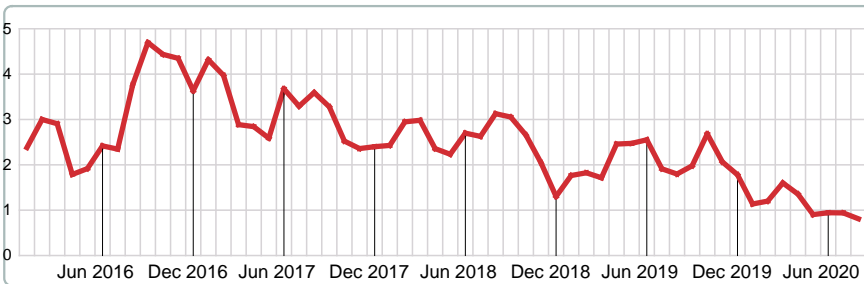
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

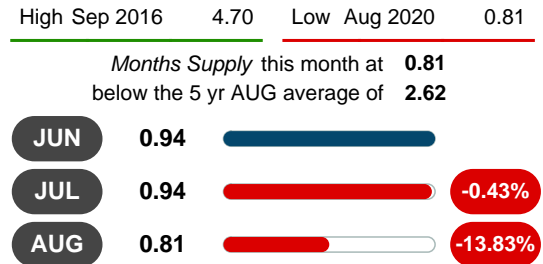


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.62



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



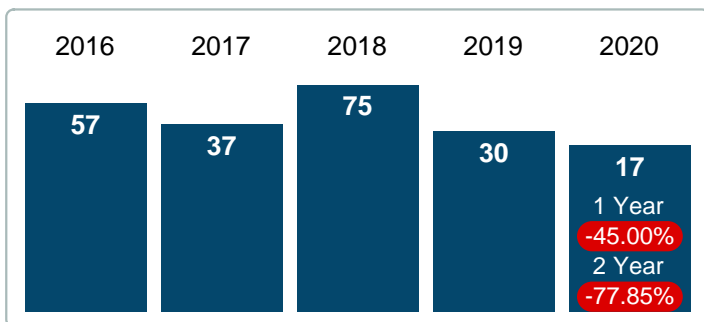
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



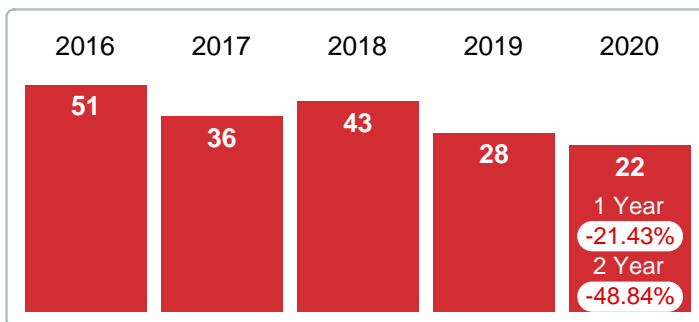
MEDIAN DAYS ON MARKET TO SALE

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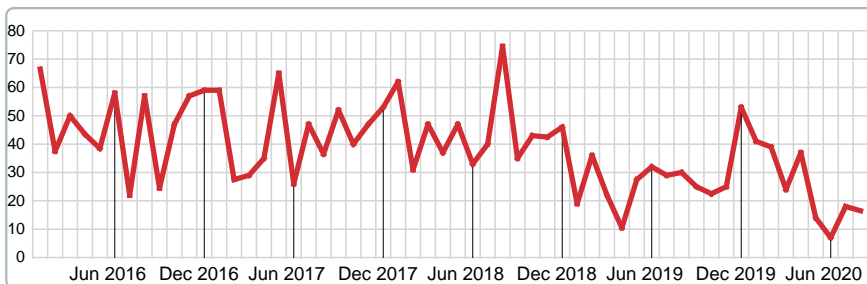
AUGUST



YEAR TO DATE (YTD)

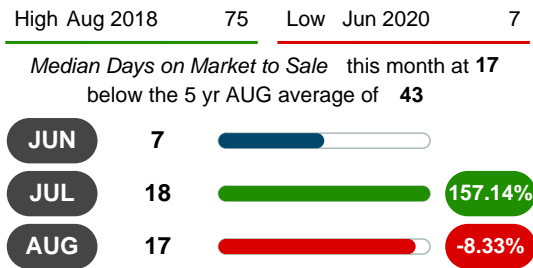


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 43



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%	22	0	0	0	0
\$1 \$0	0	0.00%	22	0	0	0	0
\$1 \$0	0	0.00%	22	0	0	0	0
\$1 \$0	0	0.00%	22	0	0	0	0
\$1 \$0	0	0.00%	22	0	0	0	0
\$1 \$0	0	0.00%	22	0	0	0	0
\$1 and up	14	100.00%	17	84	10	32	4
Median Closed DOM			17	84	10	32	4
Total Closed Units		100%	16.5	2	6	5	1
Total Closed Volume			19,144	1,720	6,929	8,150	2,345

August 2020



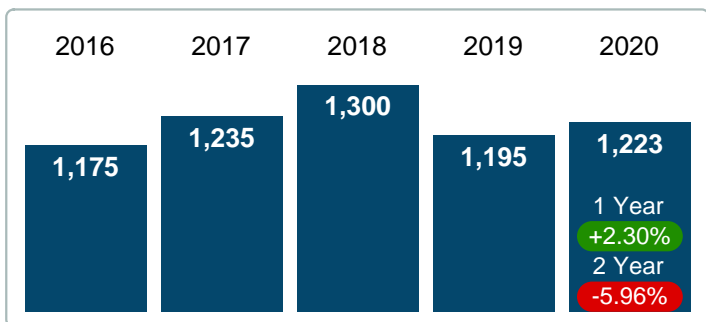
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



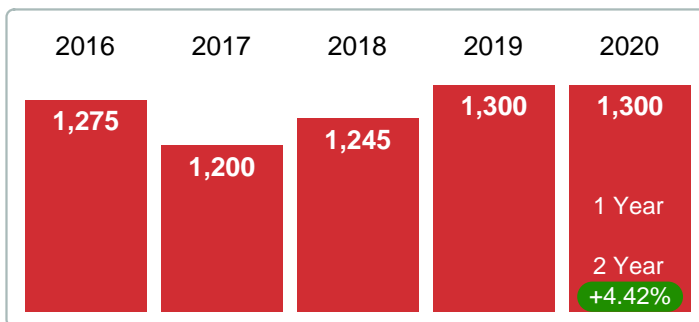
MEDIAN LIST PRICE AT CLOSING

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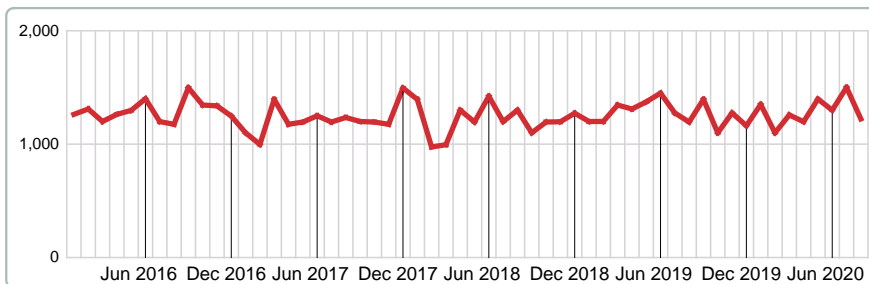
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

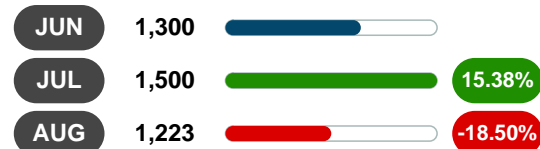


3 MONTHS

5 year AUG AVG = 1,226

High Jul 2020 1,500 Low Feb 2018 975

Median List Price at Closing this month at 1,223 below the 5 yr AUG average of 1,226



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%	17	0	0	0	0
\$1 \$0	0	0.00%	17	0	0	0	0
\$1 \$0	0	0.00%	17	0	0	0	0
\$1 \$0	0	0.00%	17	0	0	0	0
\$1 \$0	0	0.00%	17	0	0	0	0
\$1 \$0	0	0.00%	17	0	0	0	0
\$1 and up	14	100.00%	1,223	860	1,125	1,800	2,345
Median List Price			1,223	860	1,125	1,800	2,345
Total Closed Units		100%	1,223	2	6	5	1
Total Closed Volume			19,294	1,720	6,929	8,300	2,345

August 2020



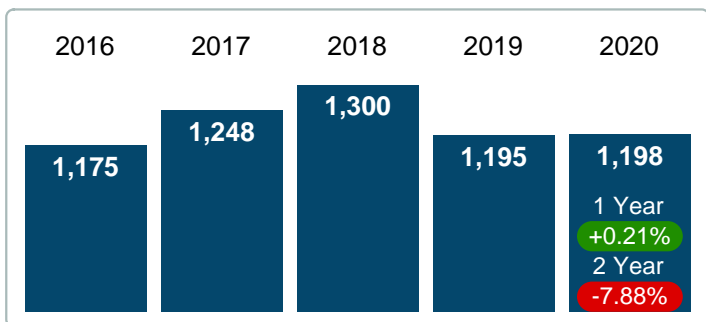
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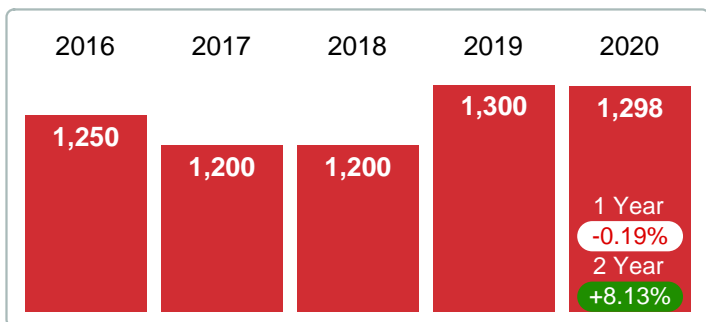
MEDIAN SOLD PRICE AT CLOSING

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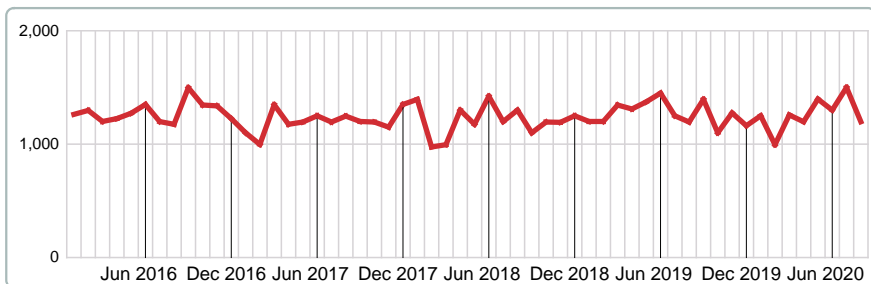
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,223

High Jul 2020 1,500 Low Feb 2018 975

Median Sold Price at Closing this month at 1,198 below the 5 yr AUG average of 1,223

JUN	1,300	Progress bar
JUL	1,500	Progress bar +15.38%
AUG	1,198	Progress bar -20.17%

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%	1,223	0	0	0	0
\$1 \$0	0	0.00%	1,223	0	0	0	0
\$1 \$0	0	0.00%	1,223	0	0	0	0
\$1 \$0	0	0.00%	1,223	0	0	0	0
\$1 \$0	0	0.00%	1,223	0	0	0	0
\$1 \$0	0	0.00%	1,223	0	0	0	0
\$1 and up	14	100.00%	1,198	860	1,125	1,700	2,345
Median Sold Price			1,198	860	1,125	1,700	2,345
Total Closed Units		100%	1,198	2	6	5	1
Total Closed Volume			19,144	1,720	6,929	8,150	2,345

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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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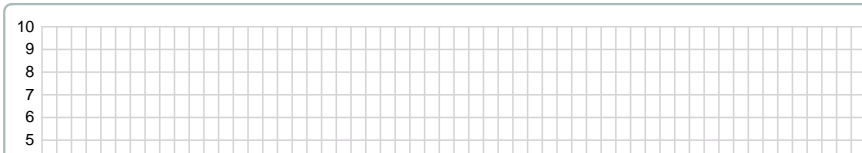
AUGUST

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 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%	1,197.50%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,197.50%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,197.50%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,197.50%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,197.50%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,197.50%	0.00%	0.00%	0.00%	0.00%	
\$1 and up	14	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%	
Total Closed Units		14	100%	100.00%	2	6	5	1
Total Closed Volume		19,144			1,720	6,929	8,150	2,345

August 2020



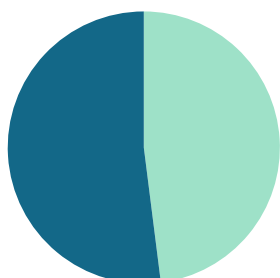
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MARKET SUMMARY

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INVENTORY

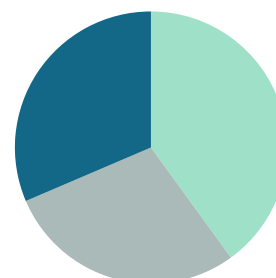


Inventory
 New Listings
12 = 48.00%
 Start Inventory
13
 Total Inventory Units
25
 Volume
\$35,244

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%
Median List Price	1,195	1,223	2.30%	1,300	1,300	0.00%
Median Sale Price	1,195	1,198	0.21%	1,300	1,298	-0.19%
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	30.00	16.50	-45.00%	28.00	22.00	-21.43%
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

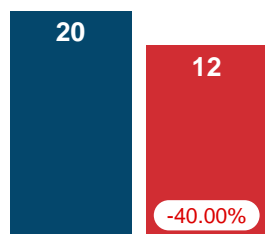
Inventory on August 31, 2020 = **11**

2019 **2020**

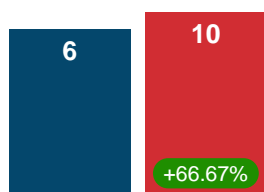
AUGUST MARKET

MEDIAN PRICES

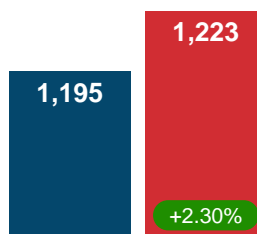
New Listings



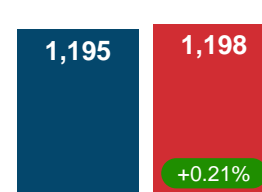
Pending Listings



List Price



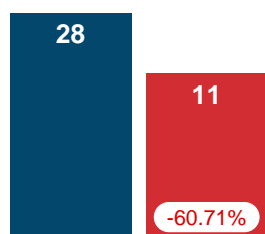
Sale Price



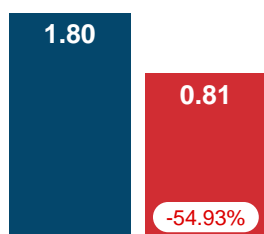
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

