

July 2020



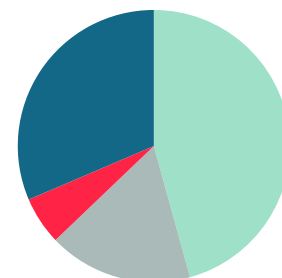
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
(3) - Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	17	16	-5.88%
Pending Listings	5	6	20.00%
New Listings	30	10	-66.67%
Average List Price	1,374	1,503	9.39%
Average Sale Price	1,368	1,503	9.86%
Average Percent of Selling Price to List Price	99.65%	100.00%	0.35%
Average Days on Market to Sale	25.12	17.19	-31.57%
End of Month Inventory	39	11	-71.79%
Months Supply of Inventory	1.99	0.56	-72.03%



■ Closed (45.71%)
■ Pending (17.14%)
■ Other OffMarket (5.71%)
■ Active (31.43%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of July 31, 2020 = **11**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **71.79%** to 11 existing homes available for sale. Over the last 12 months this area has had an average of 20 closed sales per month. This represents an unsold inventory index of **0.56** 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 **9.86%** in July 2020 to \$1,503 versus the previous year at \$1,368.

Average Days on Market Shortens

The average number of **17.19** days that homes spent on the market before selling decreased by 7.93 days or **31.57%** in July 2020 compared to last year's same month at **25.12** DOM.

Sales Success for July 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 10 New Listings in July 2020, down **66.67%** from last year at 30. Furthermore, there were 16 Closed Listings this month versus last year at 17, a **-5.88%** decrease.

Closed versus Listed trends yielded a **160.0%** ratio, up from previous year's, July 2019, at **56.7%**, a **182.35%** 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

July 2020



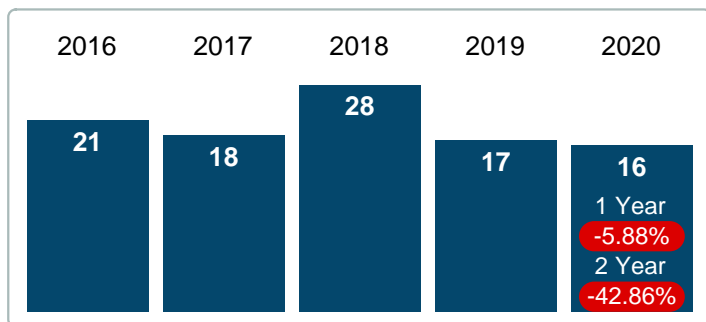
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



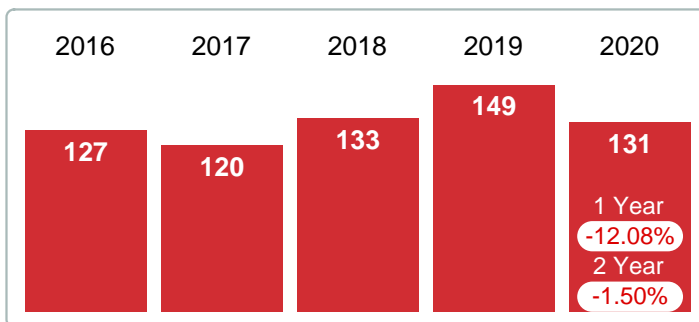
CLOSED LISTINGS

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

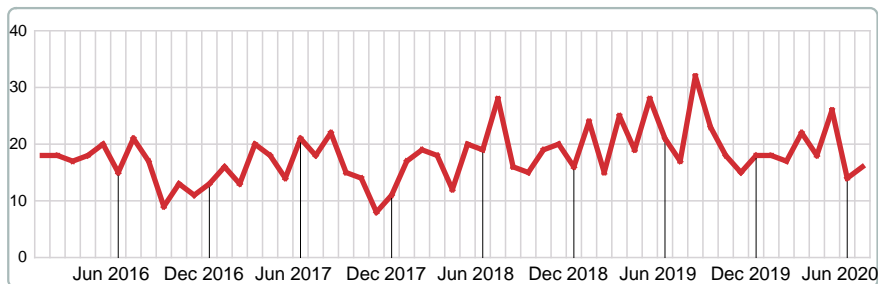
JULY



YEAR TO DATE (YTD)

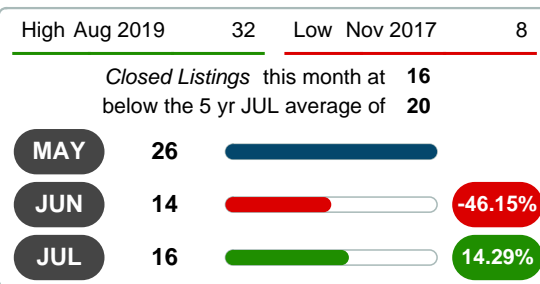


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 20



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	16	100.00%	17.2	0	10	6	0
Total Closed Units	16			0	10	6	0
Total Closed Volume	24,050	100%	17.2	0.00B	13.46K	10.59K	0.00B
Average Closed Price	\$1,503			\$0	\$1,346	\$1,765	\$0

July 2020



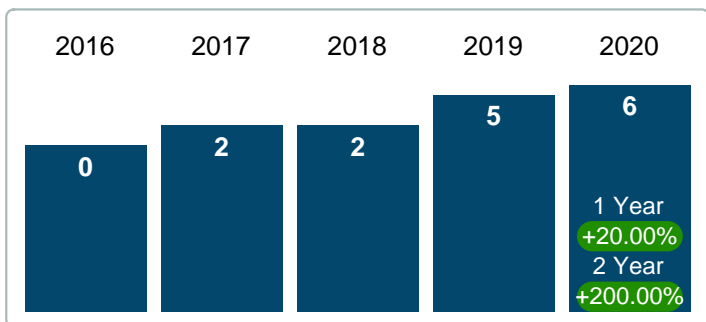
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



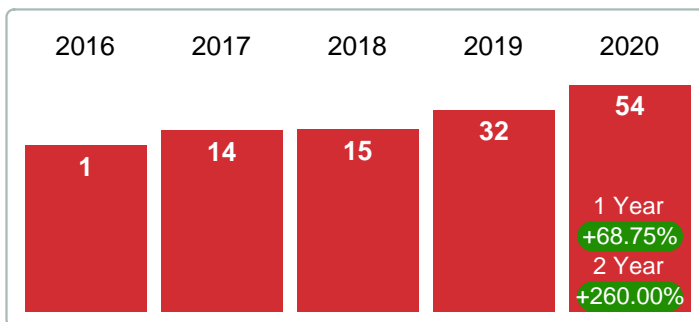
PENDING LISTINGS

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

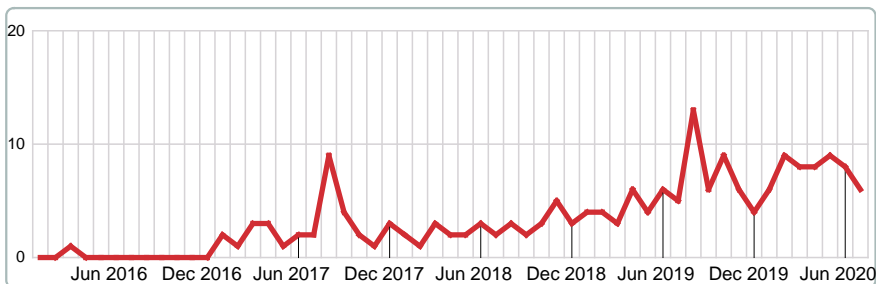
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3

High Aug 2019 13 Low Dec 2016 0

Pending Listings this month at 6 above the 5 yr JUL average of 3



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	6	100.00%	25.8	0	4	2	0
Total Pending Units	6			0	4	2	0
Total Pending Volume	8,535	100%	22.2	0.00B	5,490	3,045	0.00B
Average Listing Price	\$1,508			\$0	\$1,373	\$1,523	\$0

July 2020



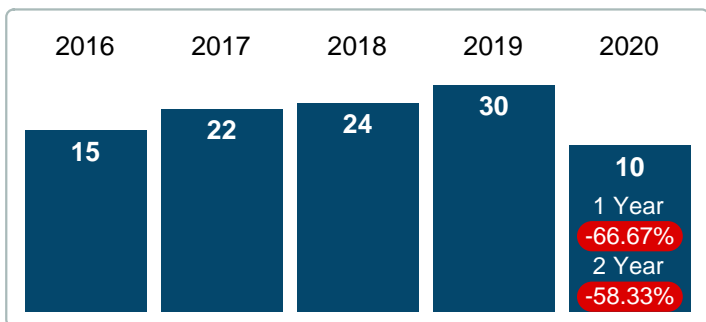
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



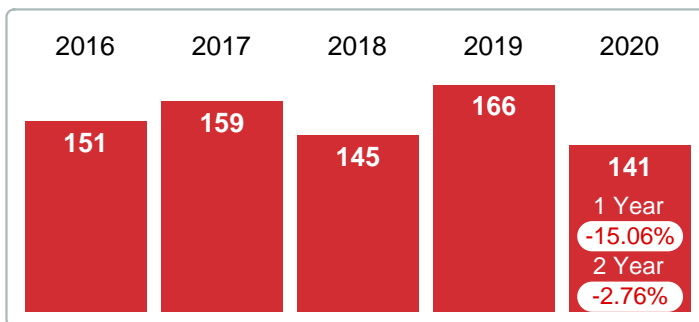
NEW LISTINGS

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

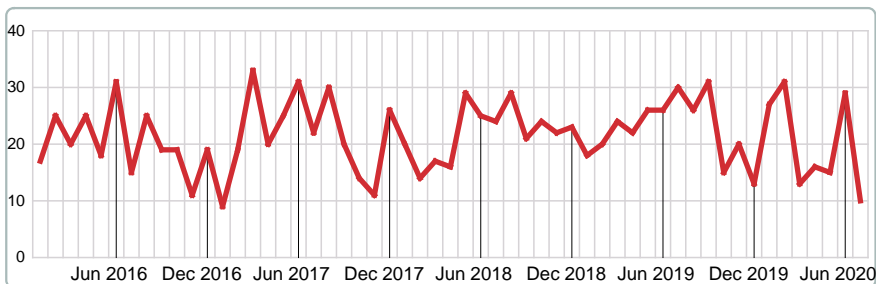
JULY



YEAR TO DATE (YTD)

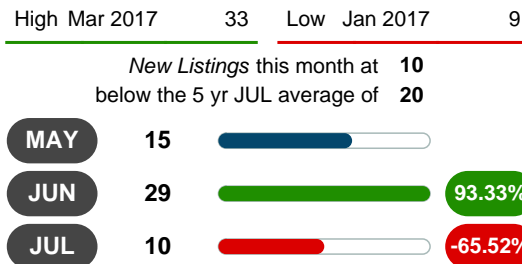


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 20



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-\$0	0	0.00%	0	0	0	0
\$1 and up	10	100.00%	0	8	2	0
Total New Listed Units	10		0	8	2	0
Total New Listed Volume	13,335	100%	0.00B	9,690	3,645	0.00B
Average New Listed Listing Price	\$1,360		\$0	\$1,211	\$1,823	\$0

July 2020



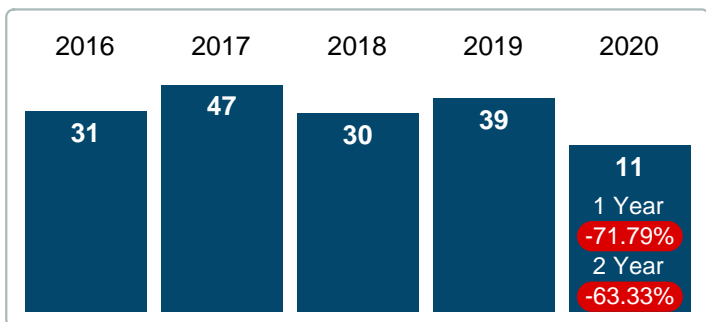
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



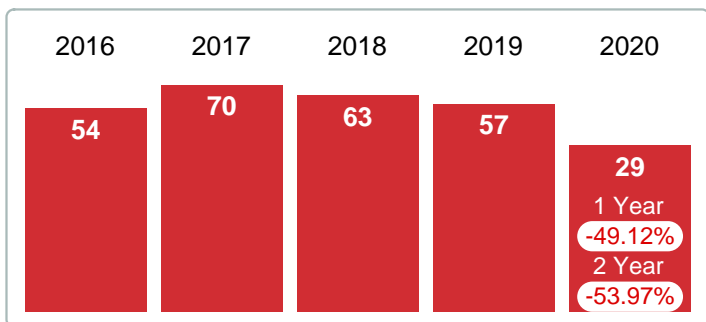
ACTIVE INVENTORY

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

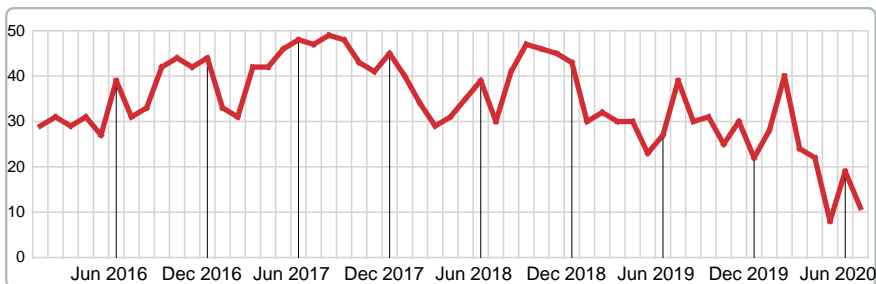
END OF JULY



ACTIVE DURING JULY

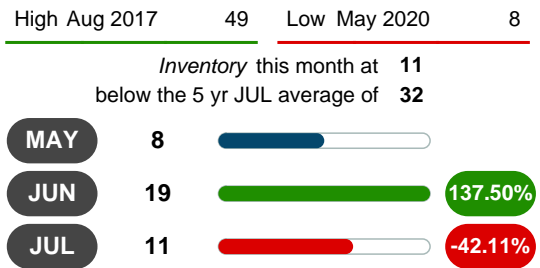


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 32



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%	55.1	0	9	2	0
Total Active Inventory by Units			11	0	9	2	0
Total Active Inventory by Volume			15,935	0.00B	12.34K	3,595	0.00B
Average Active Inventory Listing Price			\$1,449	\$0	\$1,371	\$1,798	\$0

July 2020



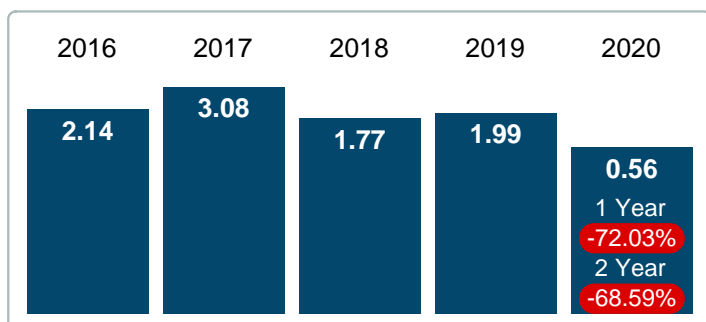
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



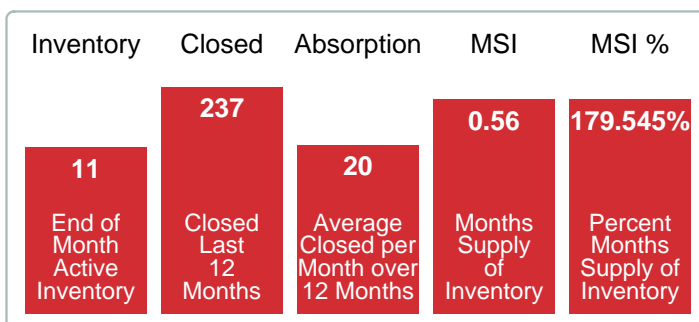
MONTHS SUPPLY of INVENTORY (MSI)

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

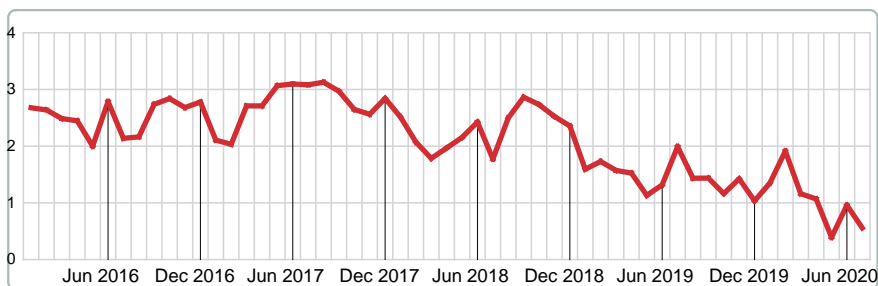
MSI FOR JULY



INDICATORS FOR JULY 2020



5 YEAR MARKET ACTIVITY TRENDS

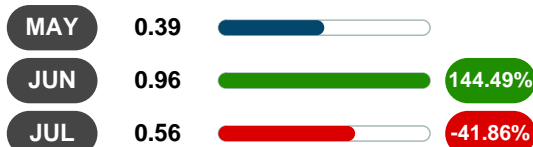


3 MONTHS

5 year JUL AVG = 1.91

High Aug 2017 3.13 Low May 2020 0.39

Months Supply this month at **0.56**
below the 5 yr JUL average of **1.91**



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%	0.56	0.00	0.70	0.41	0.00
Market Supply of Inventory (MSI)	0.56			0.00	0.70	0.41	0.00
Total Active Inventory by Units	11	100%	0.56	0	9	2	0

July 2020



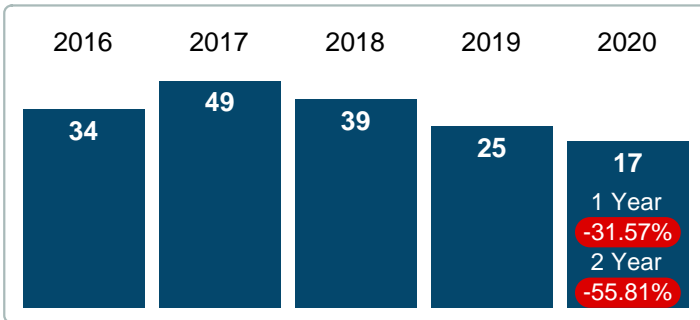
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
(3) - Leasing Property Type



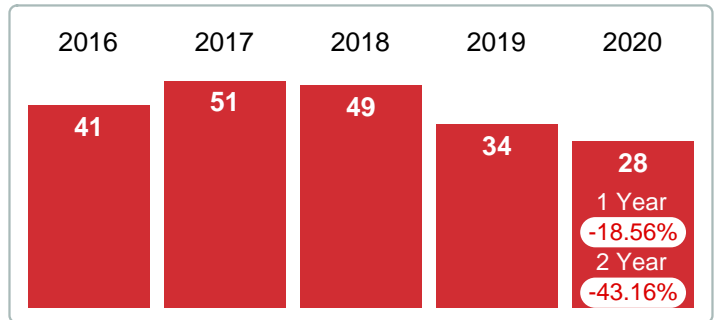
AVERAGE DAYS ON MARKET TO SALE

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

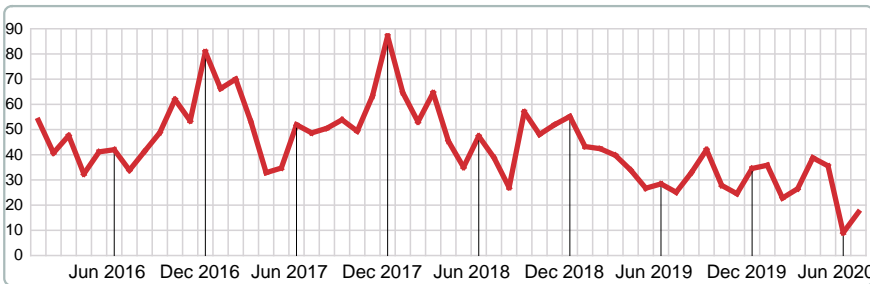
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 33

High Dec 2017 87 Low Jun 2020 9

Average Days on Market to Sale this month at 17 below the 5 yr JUL average of 33

Month	Value	Change
MAY	36	
JUN	9	-74.50%
JUL	17	89.47%

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	16	100.00%	17	0	11	28	0
Average Closed DOM			17	0	11	28	0
Total Closed Units		100%	17		10	6	
Total Closed Volume			24,050	0.00B	13.46K	10.59K	0.00B

July 2020



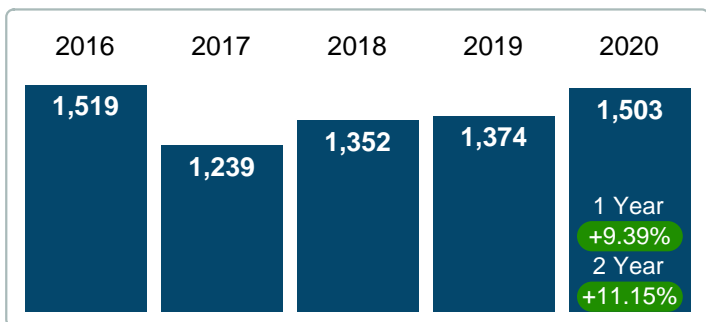
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



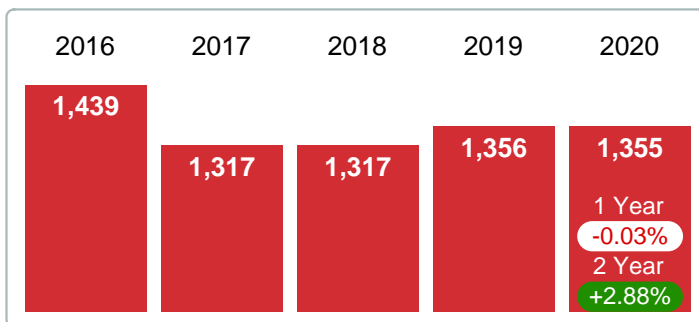
AVERAGE LIST PRICE AT CLOSING

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

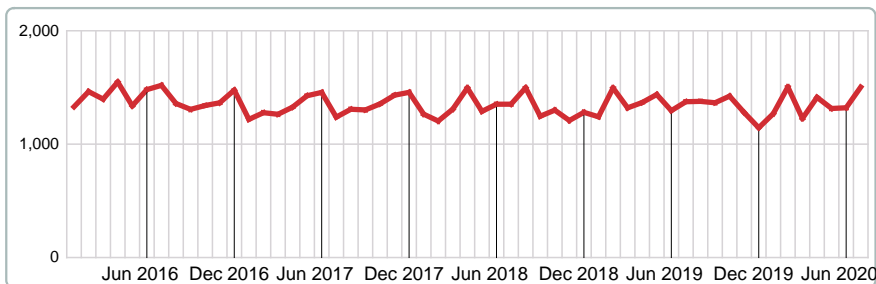
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,397

High Apr 2016 1,548 Low Dec 2019 1,144

Average List Price at Closing this month at 1,503 above the 5 yr JUL average of 1,397



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	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 16	100.00%	1,503	0	1,346	1,765	0
Average List Price			1,503	0	1,346	1,765	0
Total Closed Units		100%	1,503		10	6	
Total Closed Volume			24,050	0.00B	13.46K	10.59K	0.00B

July 2020



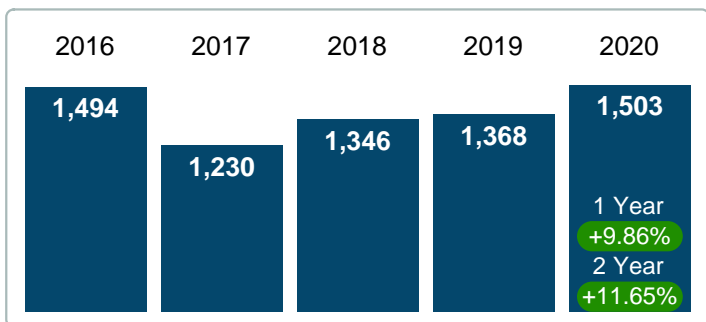
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
(3) - Leasing Property Type



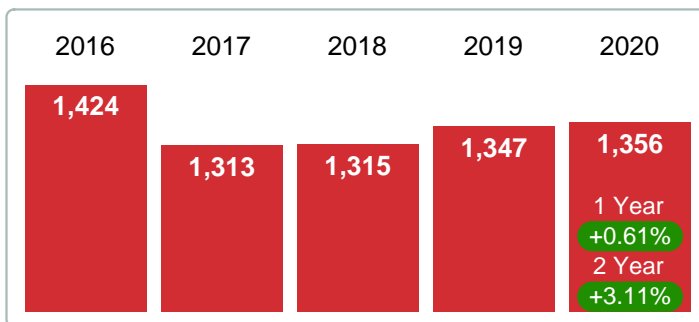
AVERAGE SOLD PRICE AT CLOSING

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

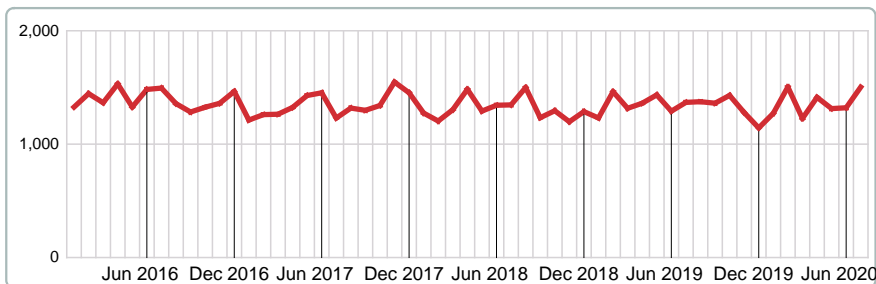
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,388

High Nov 2017 1,547 Low Dec 2019 1,143

Average Sold Price at Closing this month at 1,503 above the 5 yr JUL average of 1,388



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	16	100.00%	1,503	0	1,346	1,765	0
Average Sold Price			1,503	0	1,346	1,765	0
Total Closed Units		100%	1,503		10	6	
Total Closed Volume			24,050	0.00B	13.46K	10.59K	0.00B

July 2020



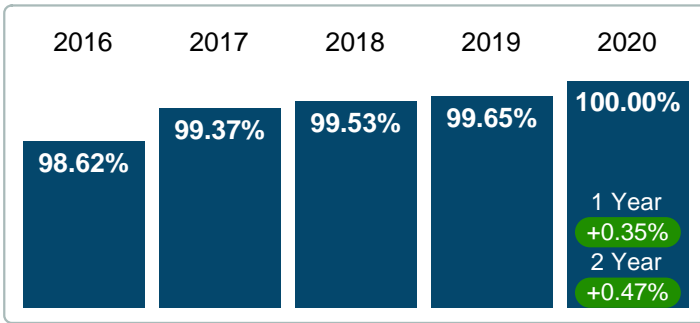
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
(3) - Leasing Property Type



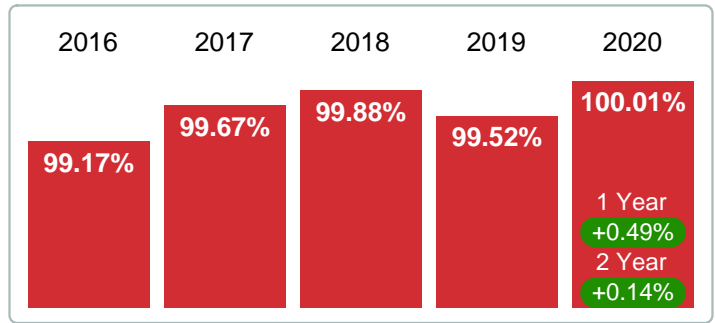
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

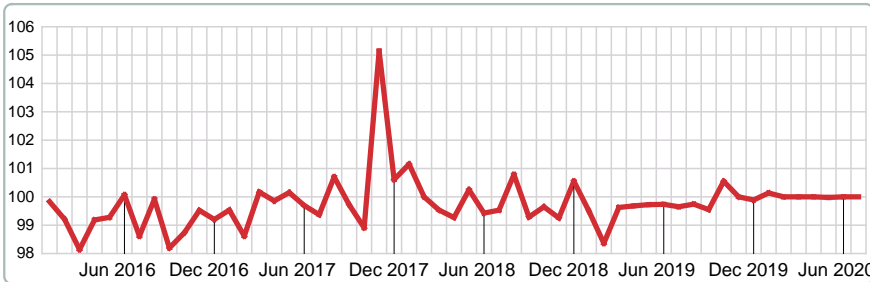
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

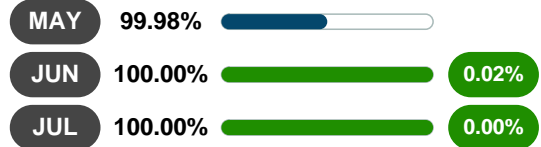


3 MONTHS

5 year JUL AVG = 99.43%

High Nov 2017 105.14% Low Mar 2016 98.14%

Average Sold/List Ratio this month at **100.00%**
above the 5 yr JUL average of **99.43%**



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	16	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		100.00%		0.00%	100.00%	100.00%	0.00%
Total Closed Units		16	100%		10	6	
Total Closed Volume		24,050		0.00B	13.46K	10.59K	0.00B

July 2020



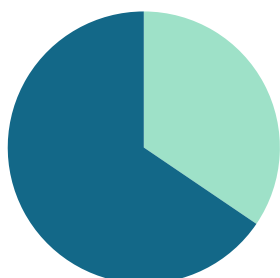
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



MARKET SUMMARY

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

INVENTORY

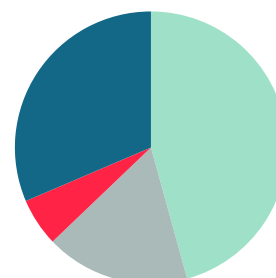


Inventory
 New Listings
10 = 34.48%
 Start Inventory
19
 Total Inventory Units
29
 Volume
\$42,075

Market Activity

Closed Sales
16 = 45.71%
 Pending Sales
6 = 17.14%
 Other Off Market
2 = 5.71%
 Active Inventory
11 = 31.43%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	17	16	-5.88%	149	131	-12.08%
Pending Sales	5	6	20.00%	32	54	68.75%
New Listings	30	10	-66.67%	166	141	-15.06%
Average List Price	1,374	1,503	9.39%	1,356	1,355	-0.03%
Average Sale Price	1,368	1,503	9.86%	1,347	1,356	0.61%
Average Percent of Selling Price to List Price	99.65%	100.00%	0.35%	99.52%	100.01%	0.49%
Average Days on Market to Sale	25.12	17.19	-31.57%	34.13	27.79	-18.56%
Monthly Inventory	39	11	-71.79%	39	11	-71.79%
Months Supply of Inventory	1.99	0.56	-72.03%	1.99	0.56	-72.03%

Absorption: Last 12 months, an Average of **20** Sales/Month

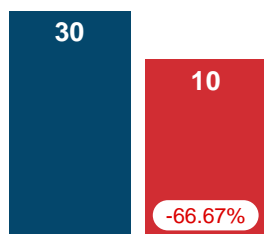
Inventory on July 31, 2020 = **11**

2019 **2020**

JULY MARKET

AVERAGE PRICES

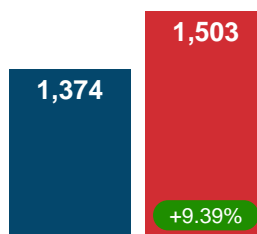
New Listings



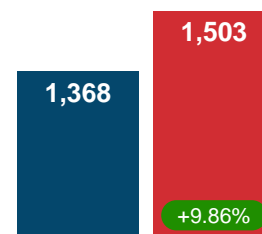
Pending Listings



List Price



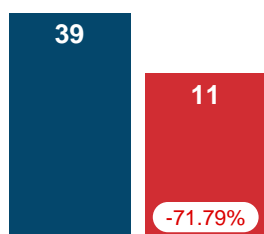
Sale Price



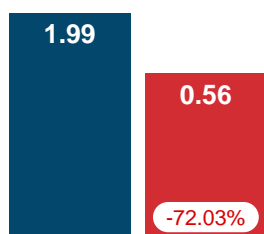
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

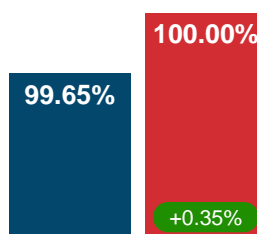
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

