

## July 2020



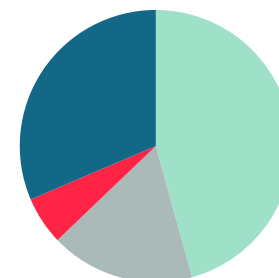
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



### 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%
Median List Price	1,395	1,473	5.56%
Median Sale Price	1,395	1,473	5.56%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	24.00	9.00	-62.50%
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.

##### 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 **5.56%** in July 2020 to \$1,473 versus the previous year at \$1,395.

##### Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 15.00 days or **62.50%** in July 2020 compared to last year's same month at **24.00** DOM.

##### Sales Success for July 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 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

<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

# July 2020



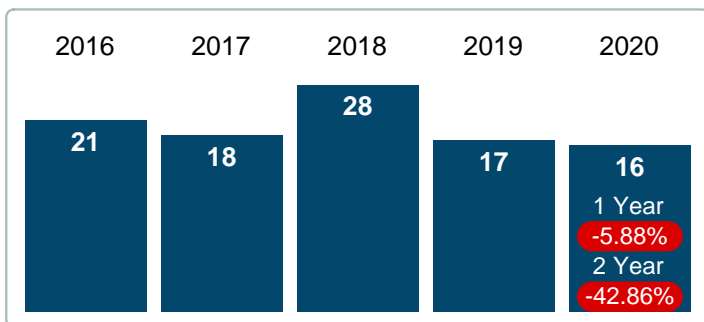
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
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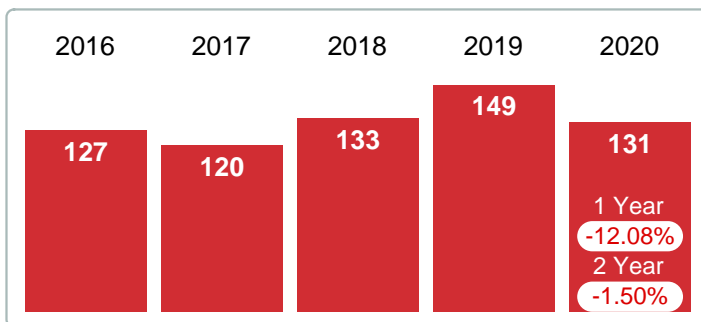
## CLOSED LISTINGS

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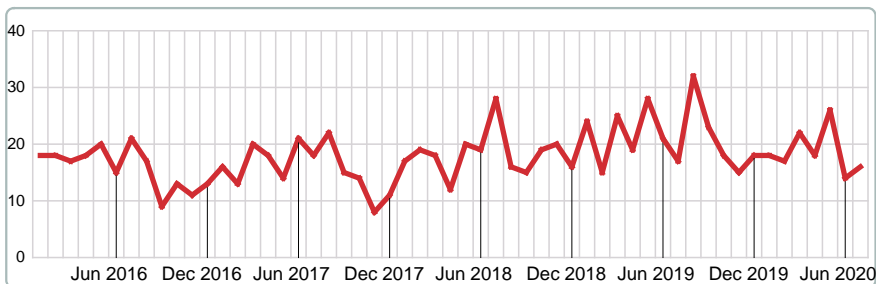
### JULY



### YEAR TO DATE (YTD)

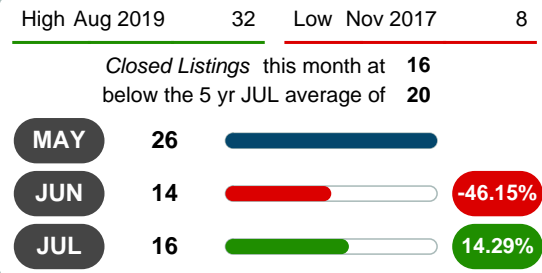


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 20



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	16	100.00%	9.0	0	10	6	0
<b>Total Closed Units</b>	<b>16</b>			<b>0</b>	<b>10</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>24,050</b>	<b>100%</b>	<b>9.0</b>	<b>0.00B</b>	<b>13.46K</b>	<b>10.59K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$1,473</b>			<b>\$0</b>	<b>\$1,373</b>	<b>\$1,773</b>	<b>\$0</b>

# July 2020



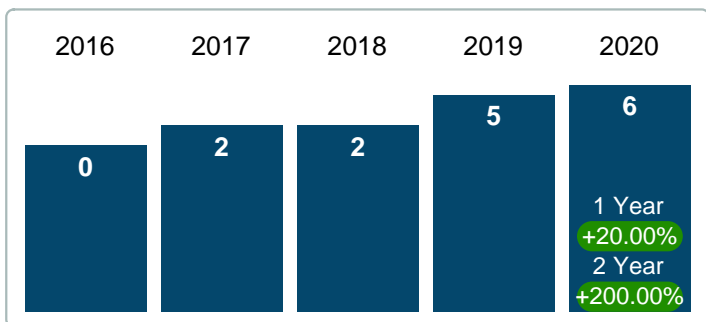
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



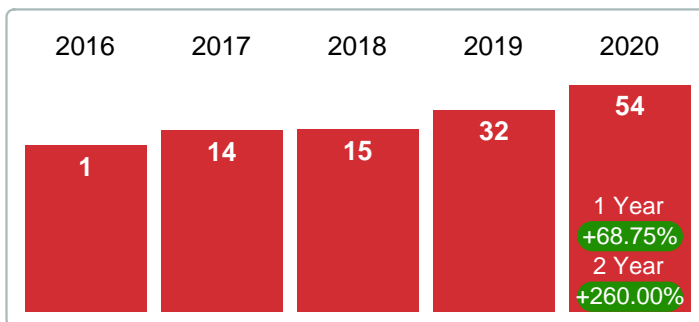
## PENDING LISTINGS

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

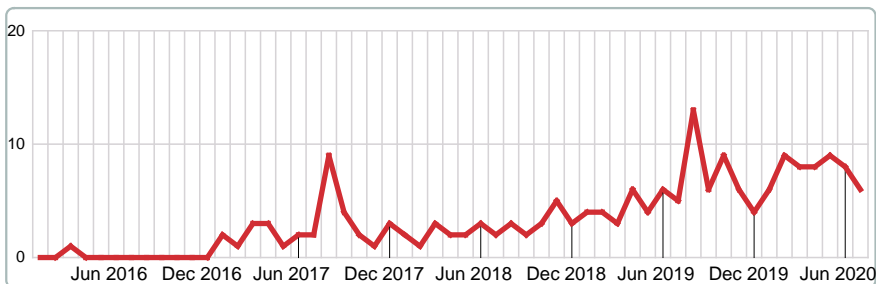
### JULY



### YEAR TO DATE (YTD)

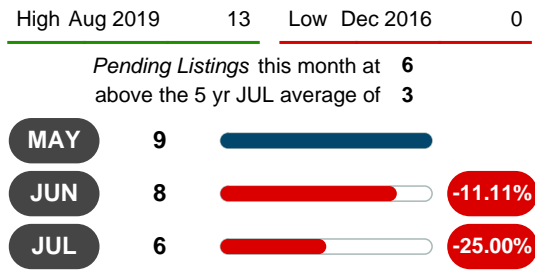


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 3



### 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%	9.0	0	0	0	0
\$1-\$0	0	0.00%	9.0	0	0	0	0
\$1-\$0	0	0.00%	9.0	0	0	0	0
\$1-\$0	0	0.00%	9.0	0	0	0	0
\$1-\$0	0	0.00%	9.0	0	0	0	0
\$1-\$0	0	0.00%	9.0	0	0	0	0
\$1 and up	6	100.00%	22.0	0	4	2	0
<b>Total Pending Units</b>	<b>6</b>			<b>0</b>	<b>4</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,535</b>	<b>100%</b>	<b>22.0</b>	<b>0.00B</b>	<b>5,490</b>	<b>3,045</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$1,473</b>			<b>\$0</b>	<b>\$1,448</b>	<b>\$1,523</b>	<b>\$0</b>

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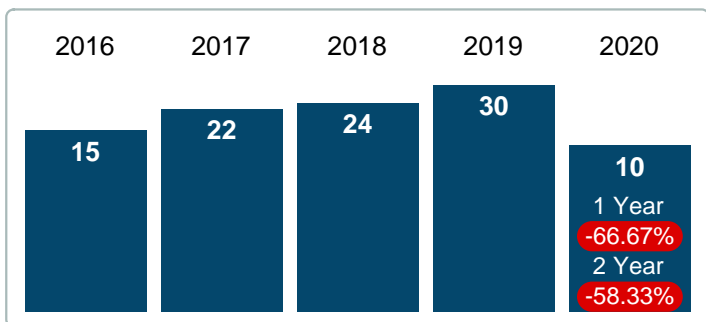
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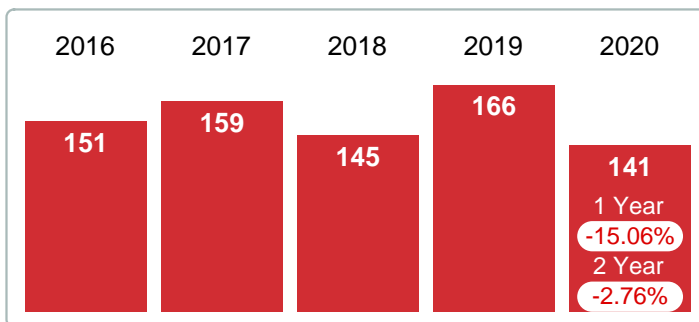
## NEW LISTINGS

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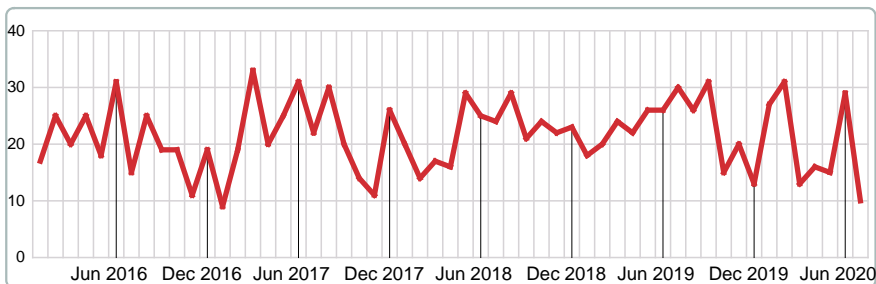
### JULY



### YEAR TO DATE (YTD)

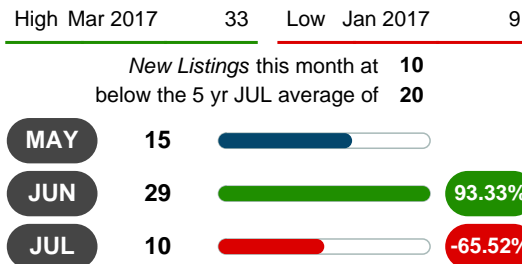


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>10</b>		<b>0</b>	<b>8</b>	<b>2</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>13,335</b>	<b>100%</b>	<b>0.00B</b>	<b>9,690</b>	<b>3,645</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$1,350</b>		<b>\$0</b>	<b>\$1,223</b>	<b>\$1,823</b>	<b>\$0</b>

# July 2020



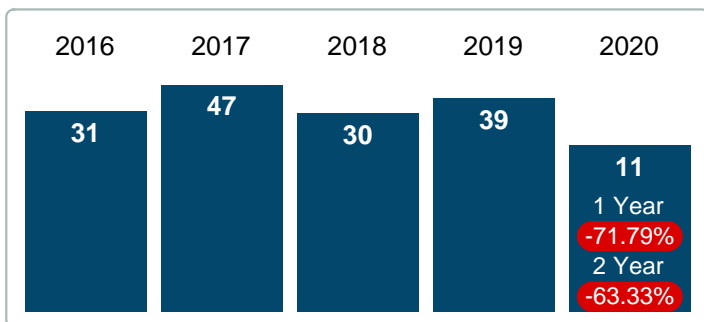
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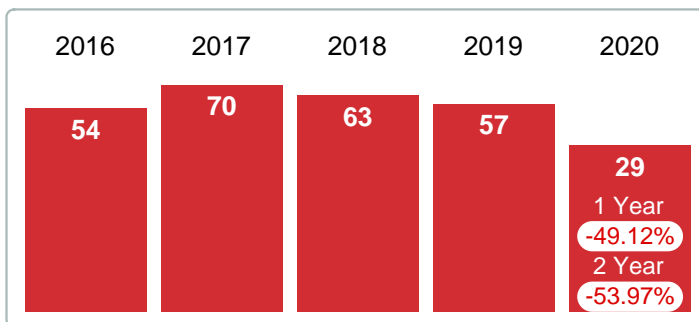
## ACTIVE INVENTORY

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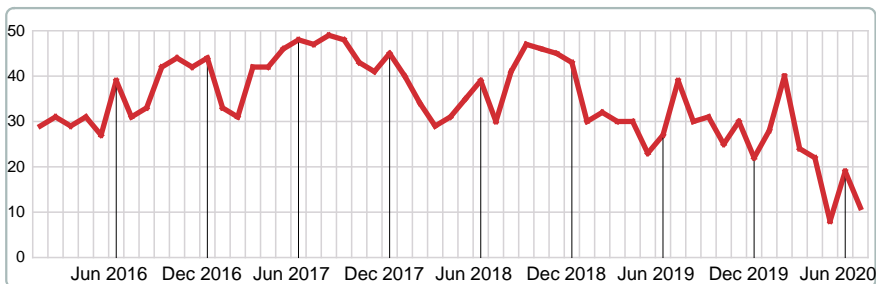
### END OF JULY



### ACTIVE DURING JULY

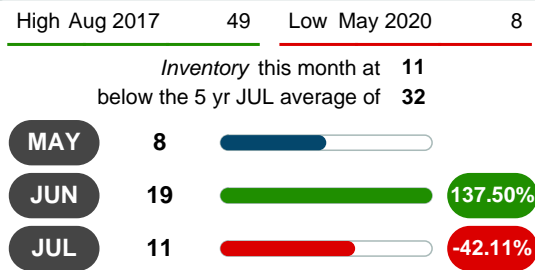


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 32



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	22.0	0	0	0	0
\$1-\$0	0	0.00%	22.0	0	0	0	0
\$1-\$0	0	0.00%	22.0	0	0	0	0
\$1-\$0	0	0.00%	22.0	0	0	0	0
\$1-\$0	0	0.00%	22.0	0	0	0	0
\$1-\$0	0	0.00%	22.0	0	0	0	0
\$1 and up	11	100.00%	43.0	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
Median Active Inventory Listing Price			\$1,450	\$0	\$1,350	\$1,798	\$0

# July 2020



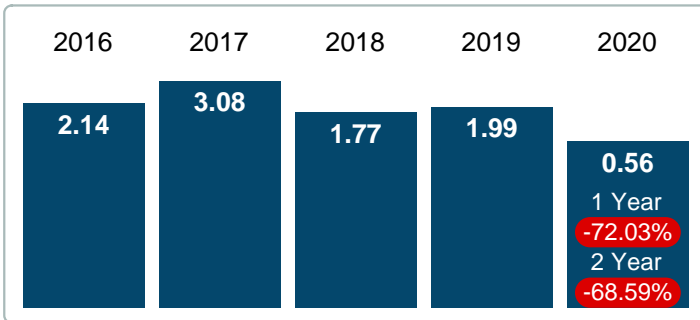
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



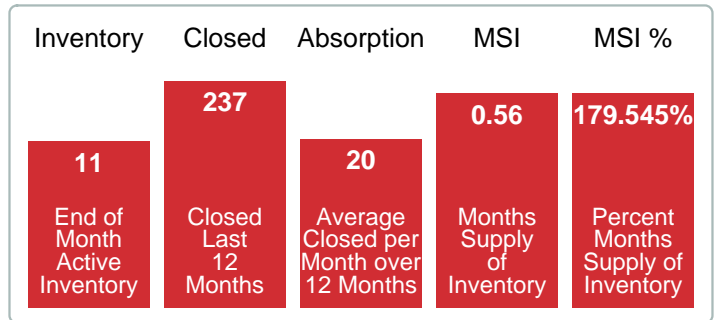
## MONTHS SUPPLY of INVENTORY (MSI)

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

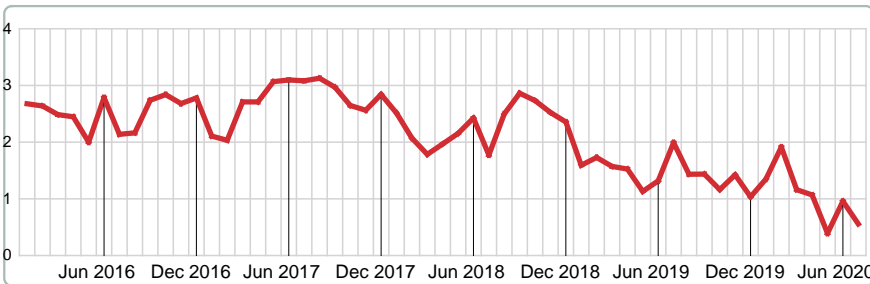
### MSI FOR JULY



### INDICATORS FOR JULY 2020

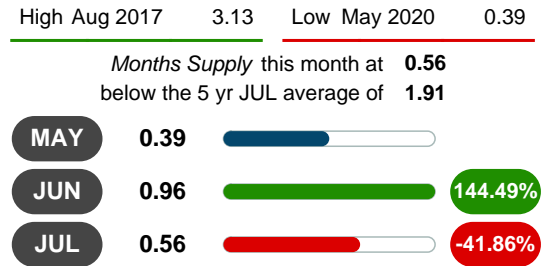


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1.91



### 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



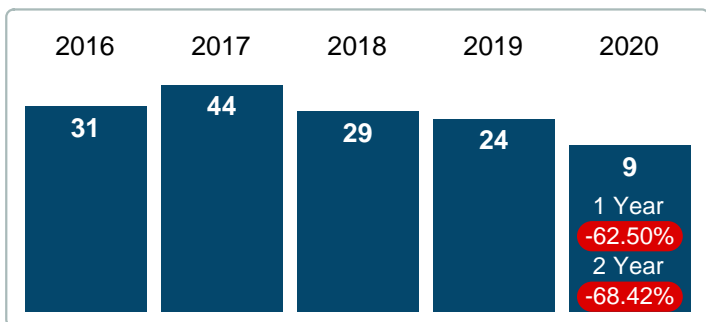
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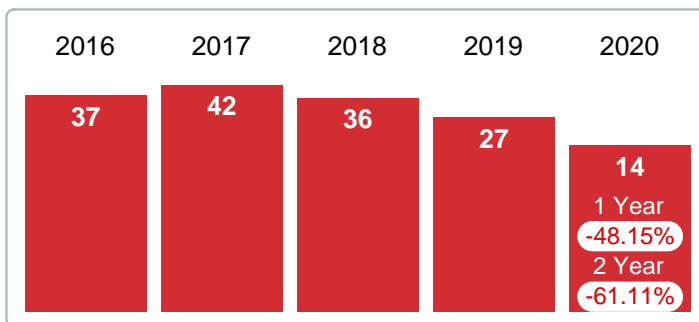
## MEDIAN DAYS ON MARKET TO SALE

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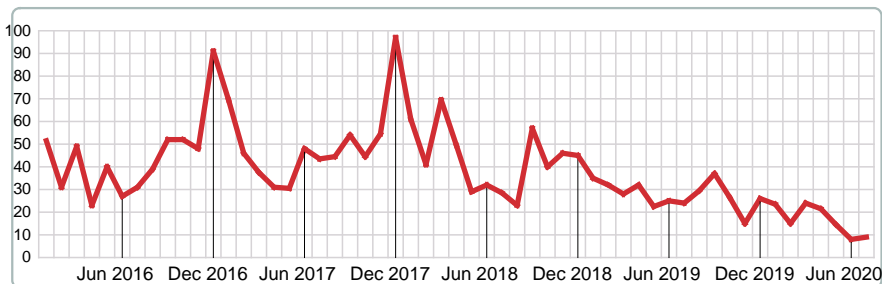
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 27

High Dec 2017 97 Low Jun 2020 8

Median Days on Market to Sale this month at 9  
below the 5 yr JUL average of 27



### 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	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	43	0	0	0	0
\$1-\$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	43	0	0	0	0
\$1-\$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	43	0	0	0	0
\$1-\$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	43	0	0	0	0
\$1-\$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	43	0	0	0	0
\$1-\$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	43	0	0	0	0
\$1 and up	<div style="width: 100%; background-color: blue; border-radius: 10px; padding: 2px;">16</div>	100.00%	9	0	8	31	0
Median Closed DOM			9	0	8	31	0
Total Closed Units		100%	9.0		10	6	
Total Closed Volume			24,050	0.00B	13.46K	10.59K	0.00B

# July 2020



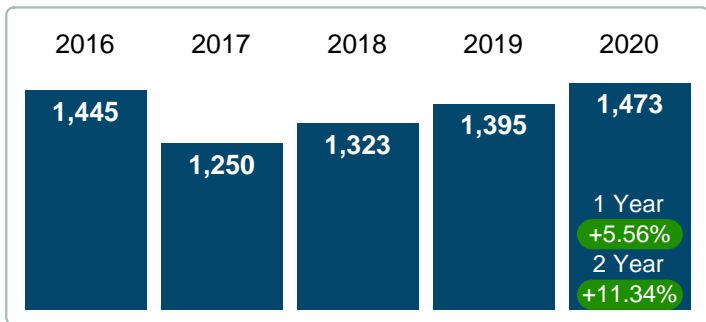
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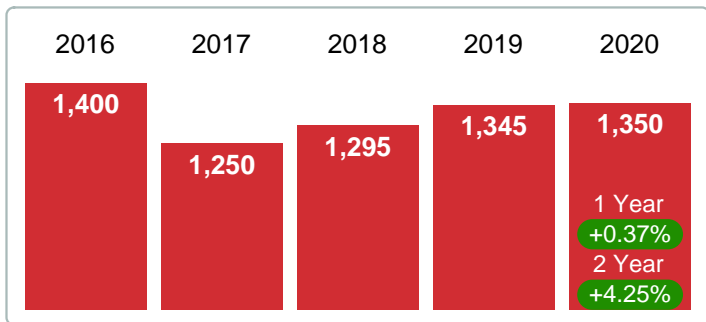
## MEDIAN LIST PRICE AT CLOSING

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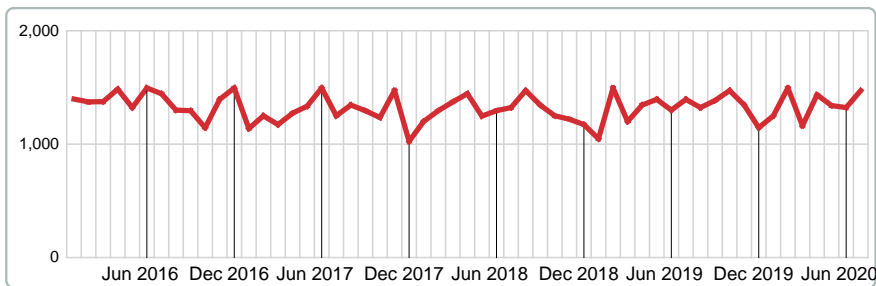
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,377

High Feb 2020 1,495 Low Dec 2017 1,025  
 Median List Price at Closing this month at 1,473 above the 5 yr JUL average of 1,377

Month	Price	% Change
MAY	1,340	
JUN	1,323	-1.31%
JUL	1,473	11.34%

### 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%	9	0	0	0	0
\$1 \$0	0	0.00%	9	0	0	0	0
\$1 \$0	0	0.00%	9	0	0	0	0
\$1 \$0	0	0.00%	9	0	0	0	0
\$1 \$0	0	0.00%	9	0	0	0	0
\$1 \$0	0	0.00%	9	0	0	0	0
\$1 and up	16	100.00%	1,473	0	1,373	1,773	0
Median List Price			1,473	0	1,373	1,773	0
Total Closed Units		100%	1,473		10	6	
Total Closed Volume			24,050	0.00B	13.46K	10.59K	0.00B



# July 2020



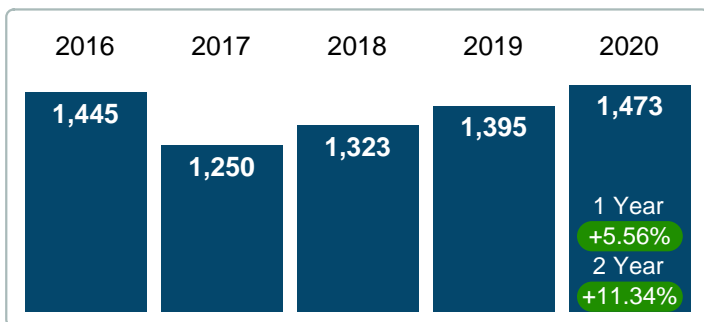
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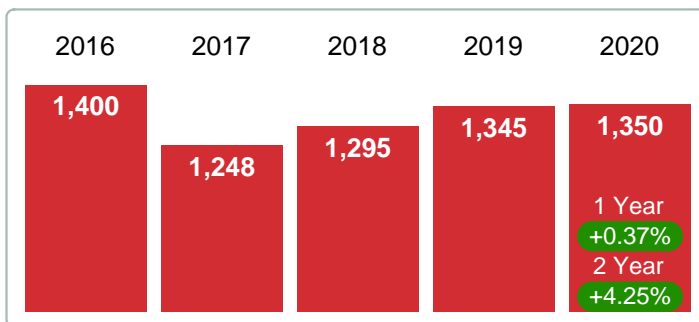
## MEDIAN SOLD PRICE AT CLOSING

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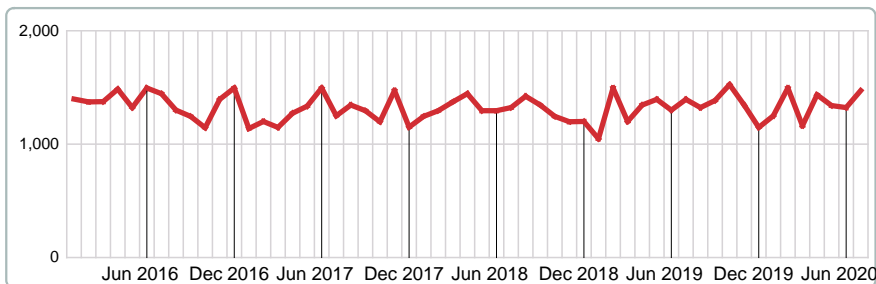
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,377

High Oct 2019 1,525 Low Jan 2019 1,048  
 Median Sold Price at Closing this month at 1,473 above the 5 yr JUL average of 1,377

MAY	1,340	<div style="width: 80%;"></div>
JUN	1,323	<div style="width: 75%; background-color: red;"></div> -1.31%
JUL	1,473	<div style="width: 100%; background-color: green;"></div> 11.34%

### 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	<div style="width: 0%;"></div> 0	0.00%	1,473	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,473	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,473	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,473	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,473	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,473	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 16	100.00%	1,473	0	1,373	1,773	0
Median Sold Price			1,473	0	1,373	1,773	0
Total Closed Units		100%	16		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



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

### JULY

### YEAR TO DATE (YTD)

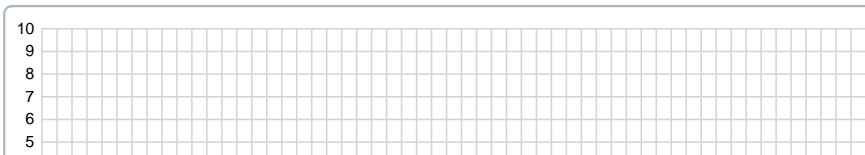
2016	2017	2018	2019	2020
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2016	2017	2018	2019	2020
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### 5 YEAR MARKET ACTIVITY TRENDS

### 3 MONTHS

5 year JUL AVG = 100.00%



High Jul 2020 100.00% Low Jul 2020 100.00%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JUL average of 100.00%

- MAY 100.00%
- JUN 100.00%
- JUL 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%	1,472.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,472.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,472.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,472.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,472.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,472.50%	0.00%	0.00%	0.00%	0.00%
\$1 and up	16	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median 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



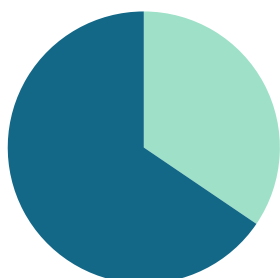
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

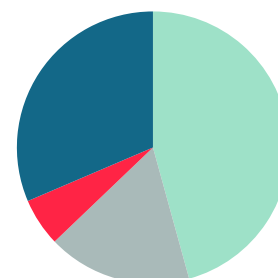


**Inventory**  
 New Listings  
**10 = 34.48%**  
 Start Inventory  
**19**  
 Total Inventory Units  
**29**  
 Volume  
**\$42,075**

### 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%
Median List Price	1,395	1,473	5.56%	1,345	1,350	0.37%
Median Sale Price	1,395	1,473	5.56%	1,345	1,350	0.37%
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	24.00	9.00	-62.50%	27.00	14.00	-48.15%
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

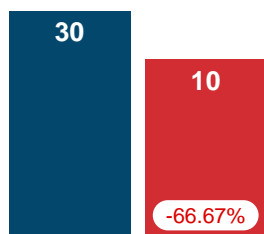
**Inventory** on July 31, 2020 = **11**

**2019** **2020**

### JULY MARKET

### MEDIAN PRICES

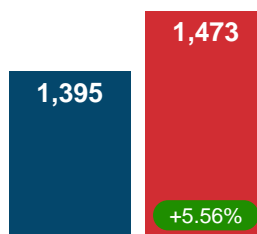
#### New Listings



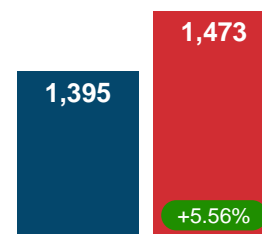
#### Pending Listings



#### List Price



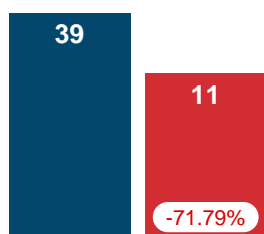
#### Sale Price



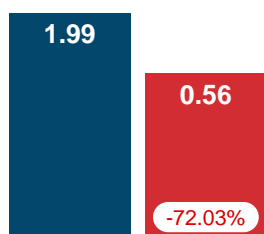
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

