

July 2020



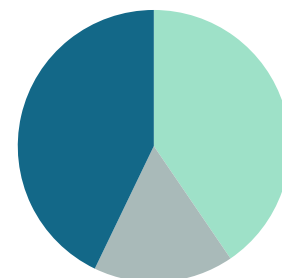
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	28	17	-39.29%
Pending Listings	3	7	133.33%
New Listings	23	15	-34.78%
Average List Price	1,543	1,548	0.32%
Average Sale Price	1,541	1,548	0.43%
Average Percent of Selling Price to List Price	99.87%	100.00%	0.12%
Average Days on Market to Sale	34.39	35.76	3.99%
End of Month Inventory	24	18	-25.00%
Months Supply of Inventory	1.53	1.16	-24.19%



■ Closed (40.48%)
■ Pending (16.67%)
■ Other OffMarket (0.00%)
■ Active (42.86%)

Absorption: Last 12 months, an Average of **16 Sales/Month**
Active Inventory as of July 31, 2020 = **18**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **25.00%** to 18 existing homes available for sale. Over the last 12 months this area has had an average of 16 closed sales per month. This represents an unsold inventory index of **1.16** 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 **0.43%** in July 2020 to \$1,548 versus the previous year at \$1,541.

Average Days on Market Lengthens

The average number of **35.76** days that homes spent on the market before selling increased by 1.37 days or **3.99%** in July 2020 compared to last year's same month at **34.39** DOM.

Sales Success for July 2020 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 15 New Listings in July 2020, down **34.78%** from last year at 23. Furthermore, there were 17 Closed Listings this month versus last year at 28, a **-39.29%** decrease.

Closed versus Listed trends yielded a **113.3%** ratio, down from previous year's, July 2019, at **121.7%**, a **6.90%** downswing. 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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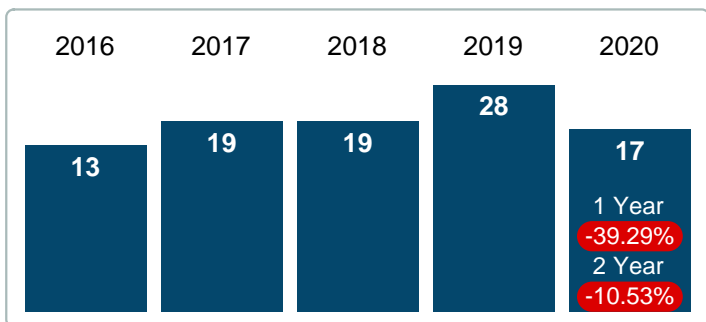
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



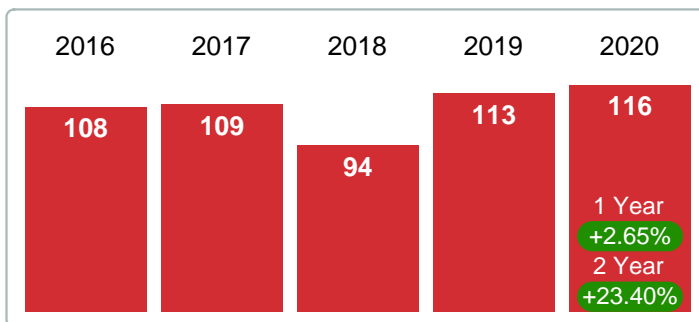
CLOSED LISTINGS

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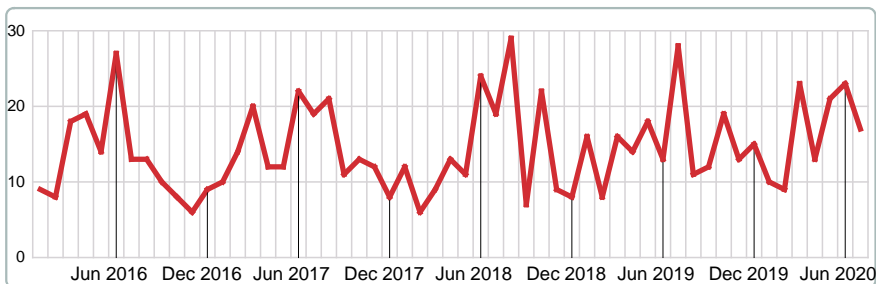
JULY



YEAR TO DATE (YTD)

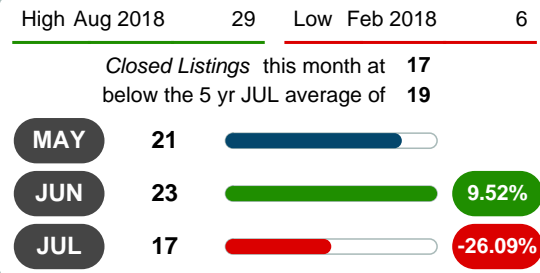


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 19



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	17	100.00%	35.8	4	9	3	1
Total Closed Units	17			4	9	3	1
Total Closed Volume	26,314	100%	35.8	3,375	12,34K	7,099	3,500
Average Closed Price	\$1,548			\$844	\$1,371	\$2,366	\$3,500

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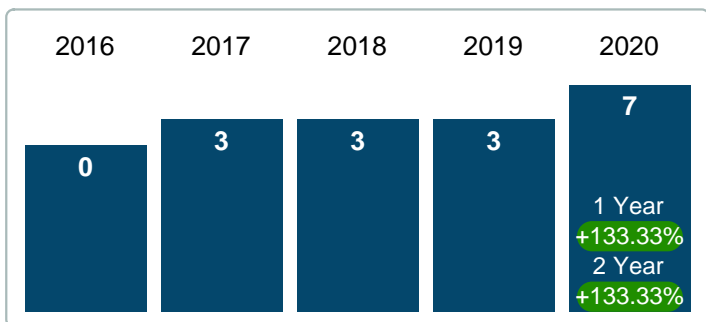
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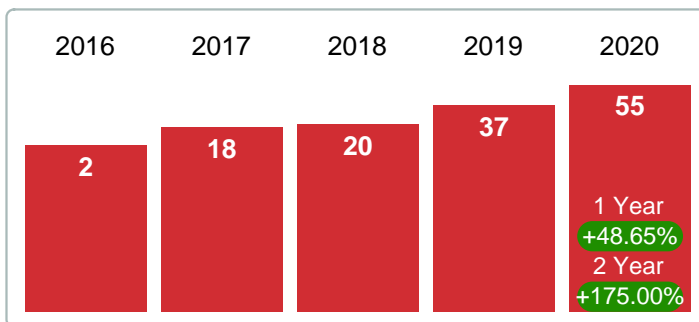
PENDING LISTINGS

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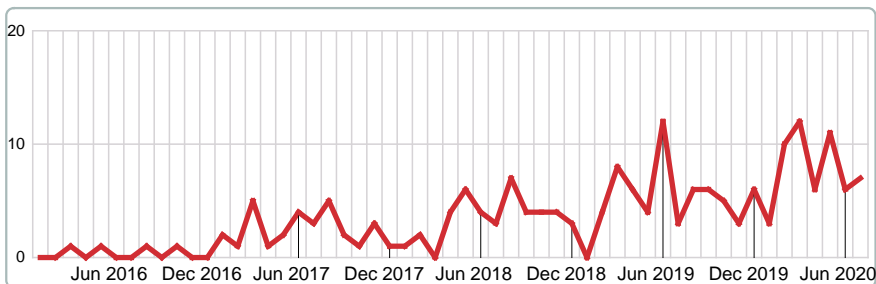
JULY



YEAR TO DATE (YTD)

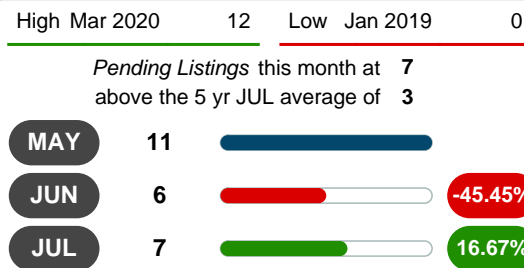


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	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	7	100.00%	25.1	2	4	1	0
Total Pending Units	7			2	4	1	0
Total Pending Volume	9,760	100%	25.1	1,820	5,740	2,200	0.00B
Average Listing Price	\$1,394			\$910	\$1,435	\$2,200	\$0

July 2020



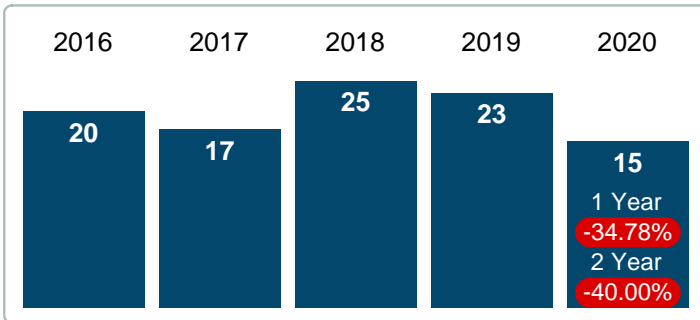
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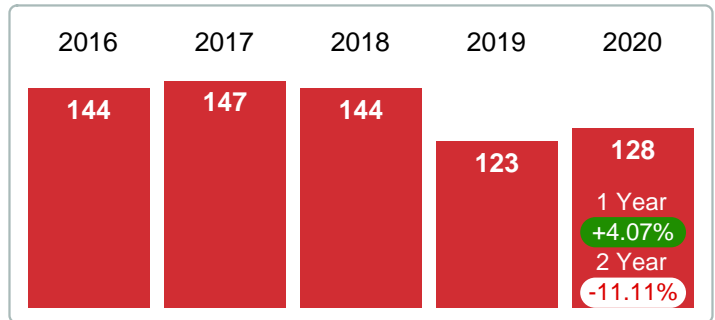
NEW LISTINGS

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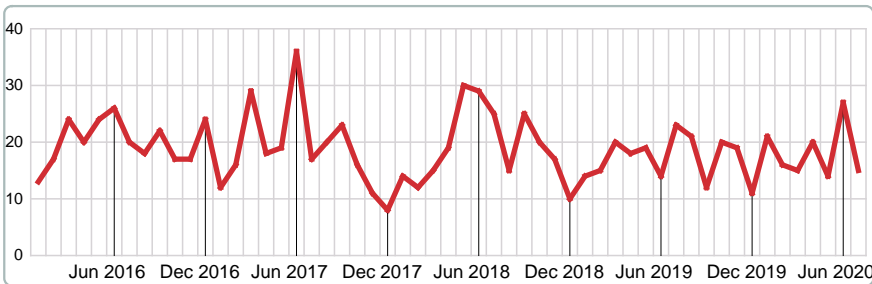
JULY



YEAR TO DATE (YTD)

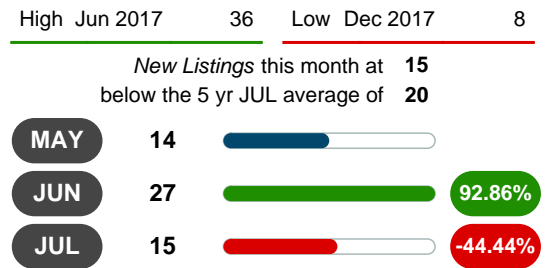


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 20



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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	15	100.00%	3	9	3	0
Total New Listed Units	15		3	9	3	0
Total New Listed Volume	20,130	100%	2,700	12.53K	4,900	0.00B
Average New Listed Listing Price	\$1,341		\$900	\$1,392	\$1,633	\$0

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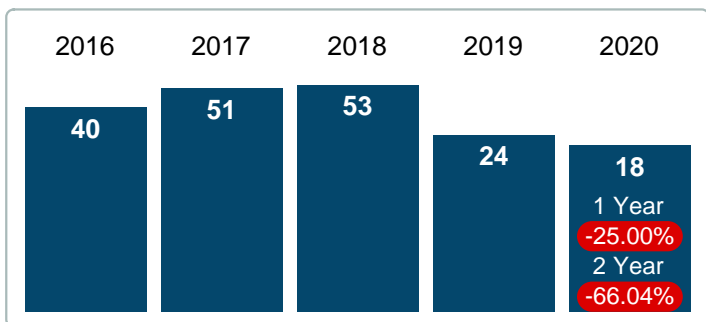
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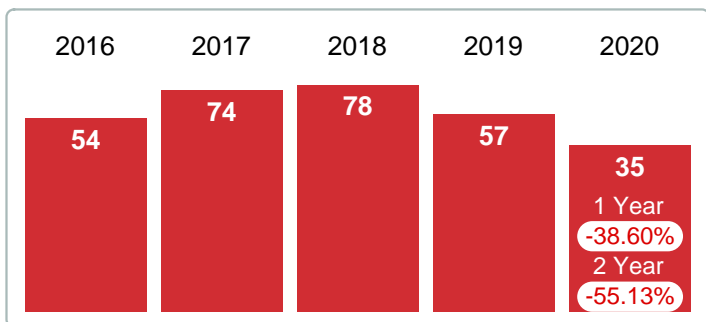
ACTIVE INVENTORY

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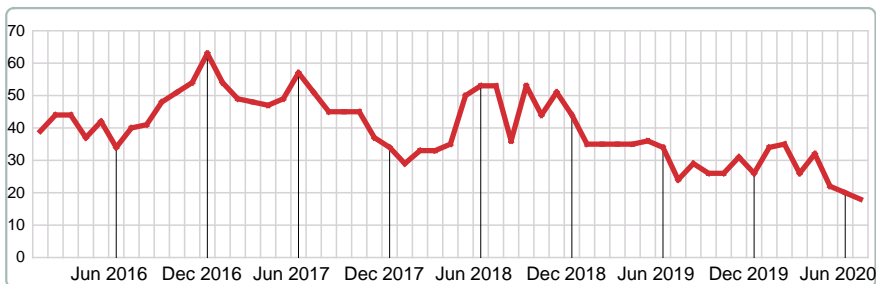
END OF JULY



ACTIVE DURING JULY

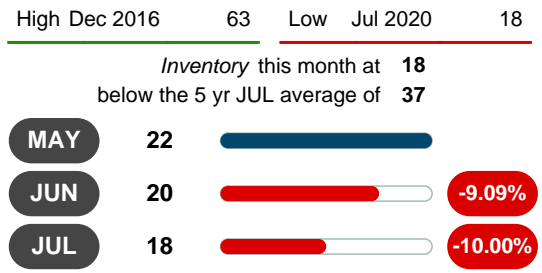


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 37



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 and up		100.00%	33.6	5	8	5	0
Total Active Inventory by Units			18	5	8	5	0
Total Active Inventory by Volume			27,850	4,520	11.43K	11.90K	0.00B
Average Active Inventory Listing Price			\$1,547	\$904	\$1,429	\$2,380	\$0

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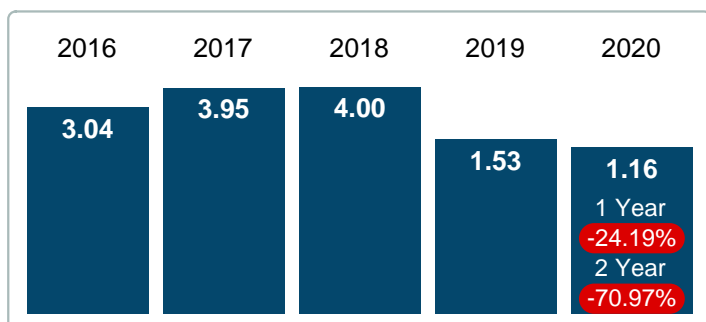
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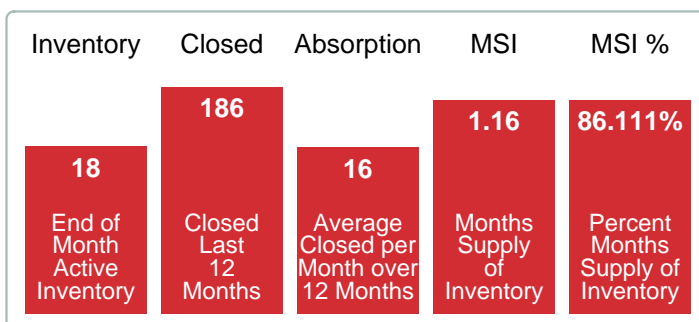
MONTHS SUPPLY of INVENTORY (MSI)

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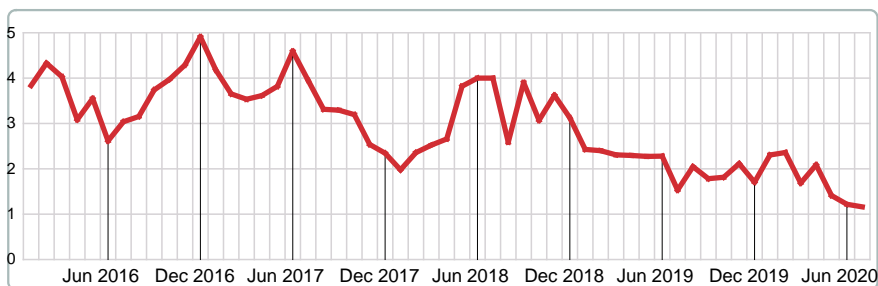
MSI FOR JULY



INDICATORS FOR JULY 2020

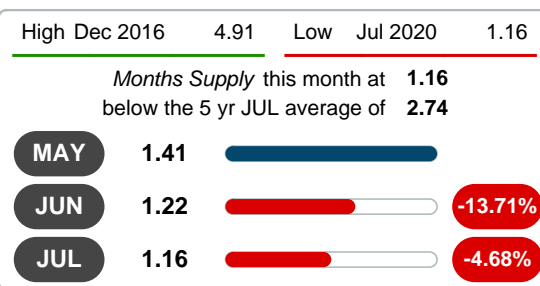


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.74



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	18	100.00%	1.16	2.50	0.86	1.43	0.00
Market Supply of Inventory (MSI)			1.16	2.50	0.86	1.43	0.00
Total Active Inventory by Units		100%	1.16	5	8	5	0

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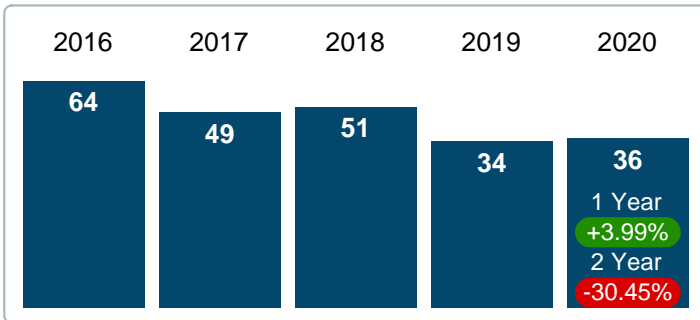
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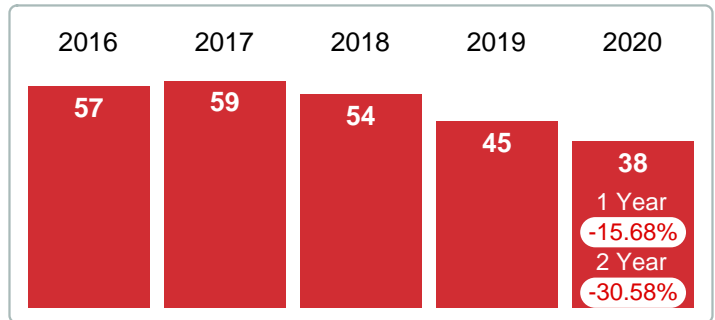
AVERAGE DAYS ON MARKET TO SALE

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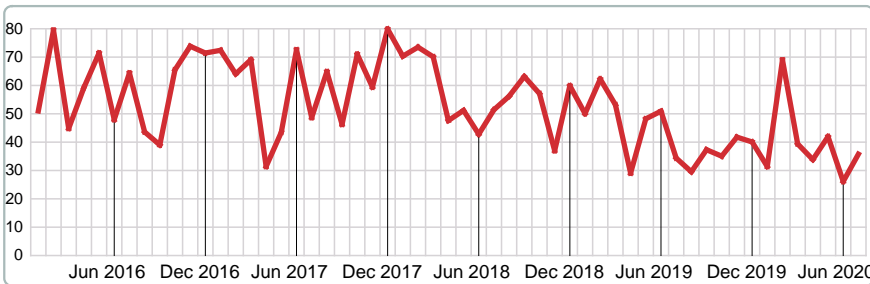
JULY



YEAR TO DATE (YTD)

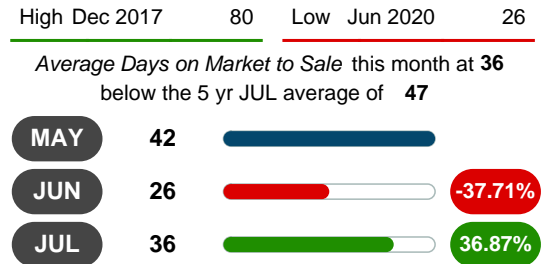


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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	17	100.00%	36	28	22	16	254
Average Closed DOM			36	28	22	16	254
Total Closed Units		100%	36	4	9	3	1
Total Closed Volume			26,314	3,375	12.34K	7,099	3,500

July 2020



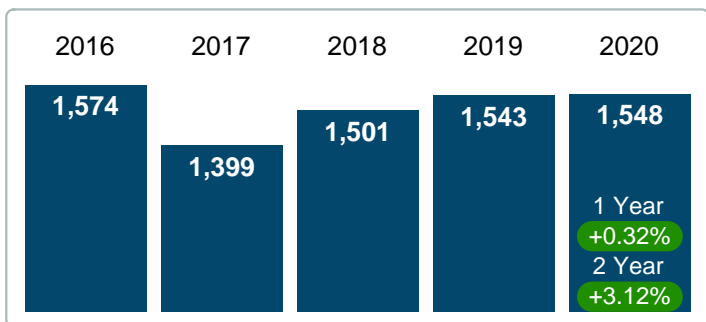
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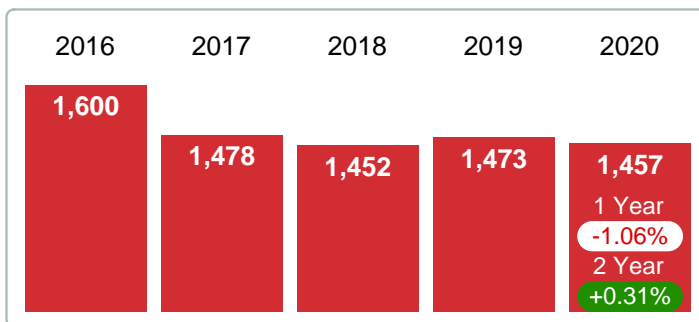
AVERAGE LIST PRICE AT CLOSING

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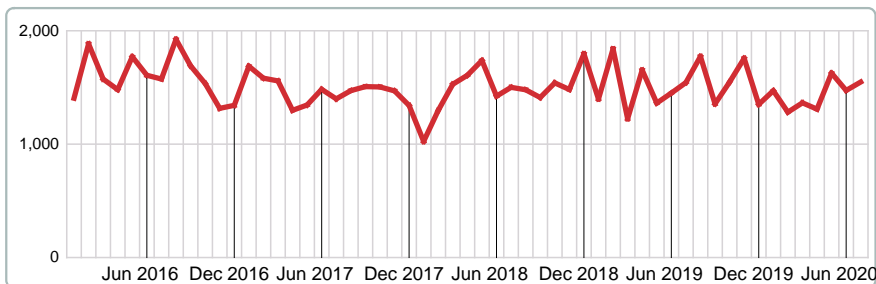
JULY



YEAR TO DATE (YTD)

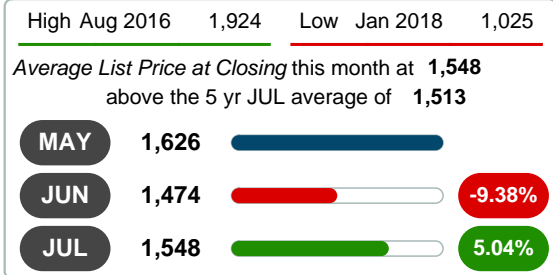


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,513



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	17	100.00%	1,548	844	1,371	2,367	3,500
Average List Price			1,548	844	1,371	2,367	3,500
Total Closed Units		100%	1,548	4	9	3	1
Total Closed Volume			26,315	3,375	12.34K	7,100	3,500

July 2020



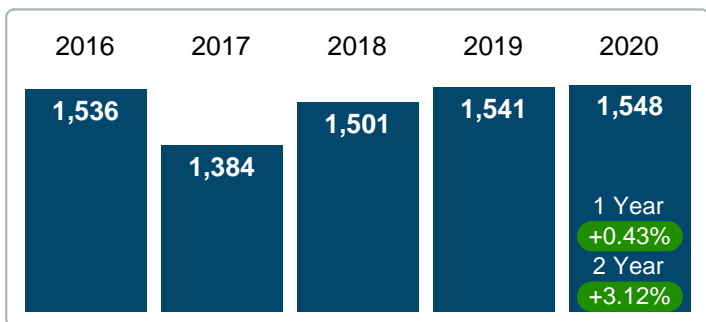
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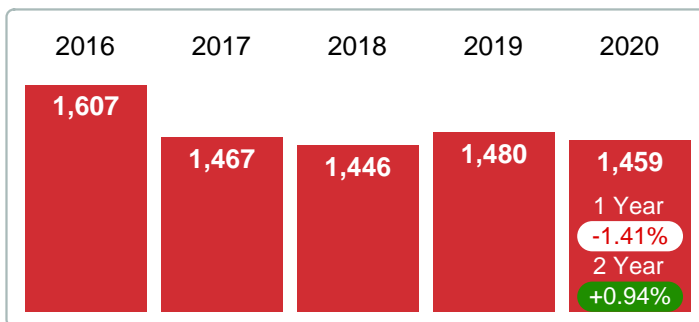
AVERAGE SOLD PRICE AT CLOSING

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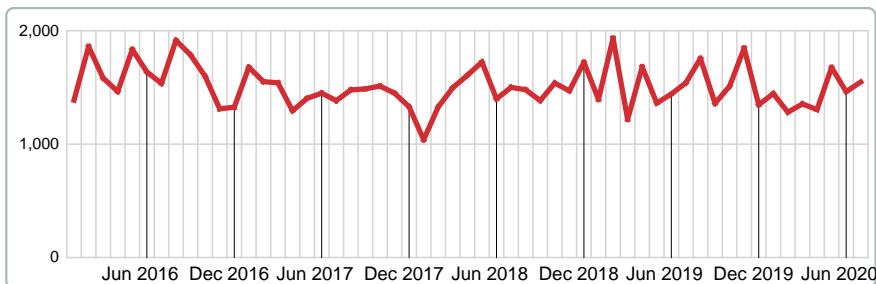
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

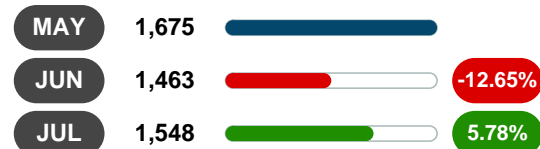


3 MONTHS

5 year JUL AVG = 1,502

High Feb 2019 1,934 Low Jan 2018 1,040

Average Sold Price at Closing this month at 1,548 above the 5 yr JUL average of 1,502



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	17	100.00%	1,548	844	1,371	2,366	3,500
Average Sold Price			1,548	844	1,371	2,366	3,500
Total Closed Units		100%	1,548	4	9	3	1
Total Closed Volume			26,314	3,375	12.34K	7,099	3,500

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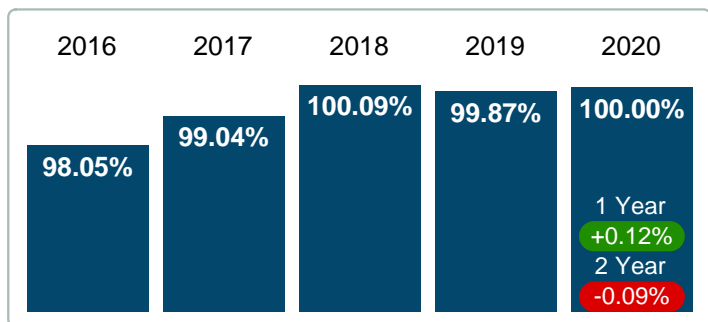
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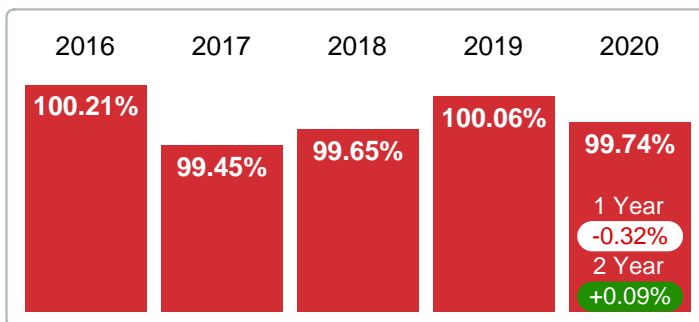
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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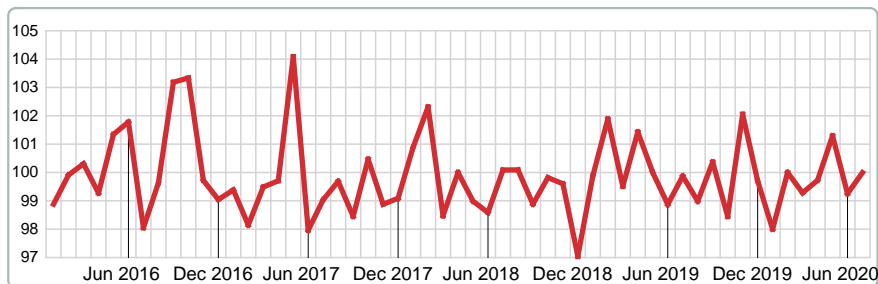
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

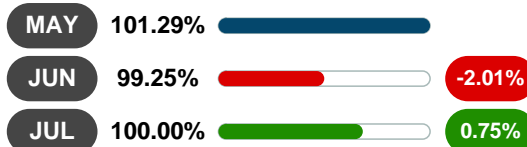


3 MONTHS

5 year JUL AVG = 99.41%

High May 2017 104.08% Low Dec 2018 97.04%

Average Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **99.41%**



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	17	100.00%	100.00%	100.00%	100.00%	99.98%	100.00%
Average Sold/List Ratio		100.00%		100.00%	100.00%	99.98%	100.00%
Total Closed Units		17	100%	4	9	3	1
Total Closed Volume		26,314		3,375	12,34K	7,099	3,500

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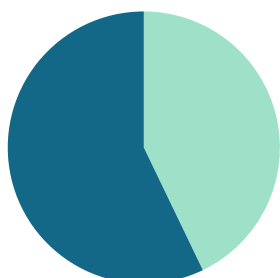
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MARKET SUMMARY

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INVENTORY

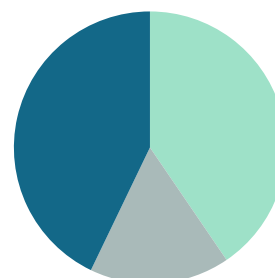


Inventory
 New Listings
15 = 42.86%
 Start Inventory
20
 Total Inventory Units
35
 Volume
\$54,165

Market Activity

Closed Sales
17 = 40.48%
 Pending Sales
7 = 16.67%
 Other Off Market
0 = 0.00%
 Active Inventory
18 = 42.86%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	28	17	-39.29%	113	116	2.65%
Pending Sales	3	7	133.33%	37	55	48.65%
New Listings	23	15	-34.78%	123	128	4.07%
Average List Price	1,543	1,548	0.32%	1,473	1,457	-1.06%
Average Sale Price	1,541	1,548	0.43%	1,480	1,459	-1.41%
Average Percent of Selling Price to List Price	99.87%	100.00%	0.12%	100.06%	99.74%	-0.32%
Average Days on Market to Sale	34.39	35.76	3.99%	44.69	37.68	-15.68%
Monthly Inventory	24	18	-25.00%	24	18	-25.00%
Months Supply of Inventory	1.53	1.16	-24.19%	1.53	1.16	-24.19%

Absorption: Last 12 months, an Average of **16** Sales/Month

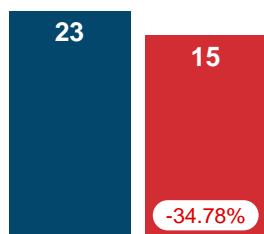
Inventory on July 31, 2020 = **18**

2019 **2020**

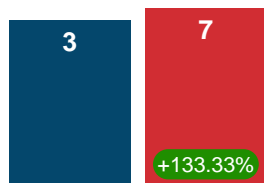
JULY MARKET

AVERAGE PRICES

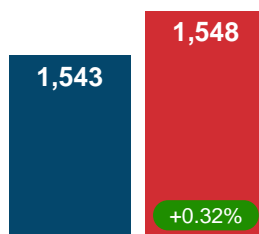
New Listings



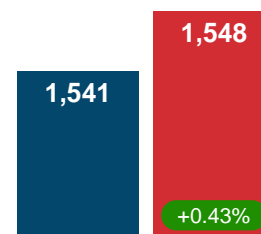
Pending Listings



List Price



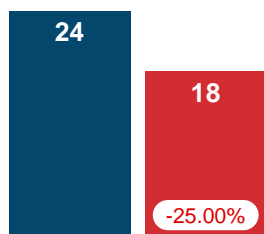
Sale Price



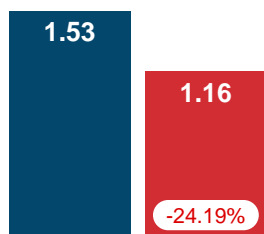
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

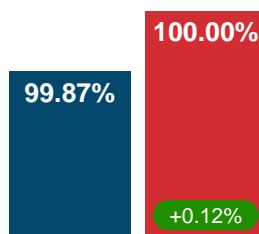
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

