

## July 2020



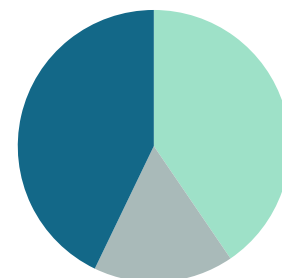
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -  
Leasing Property Type



### 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%
Median List Price	1,423	1,350	-5.10%
Median Sale Price	1,423	1,350	-5.10%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	21.00	21.00	0.00%
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.

##### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **5.10%** in July 2020 to \$1,350 versus the previous year at \$1,423.

##### Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in July 2020 compared to last year's same month at **21.00** DOM.

##### Sales Success for July 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

#### 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



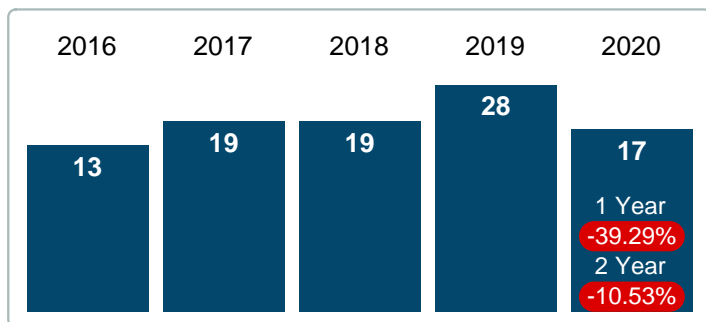
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



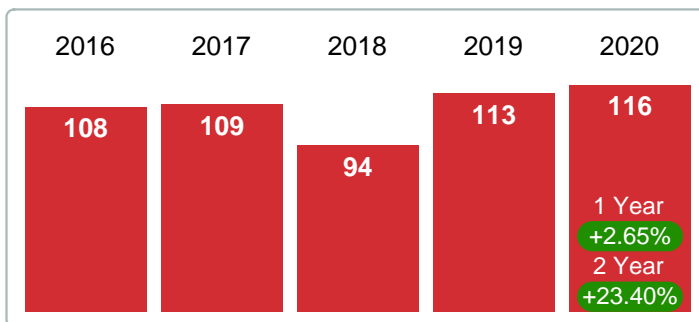
## CLOSED LISTINGS

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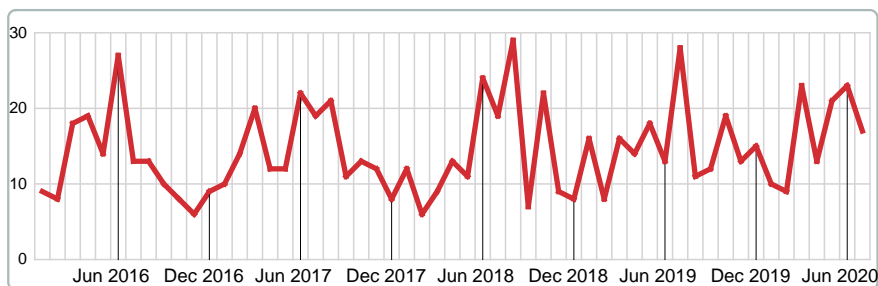
### JULY



### YEAR TO DATE (YTD)

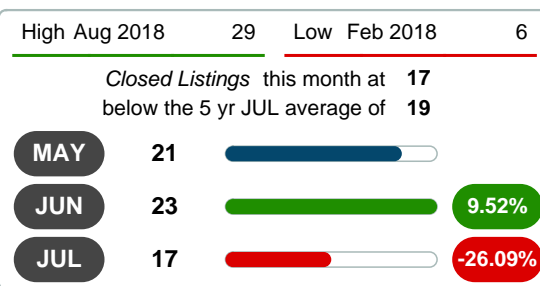


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 19



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	17	100.00%	21.0	4	9	3	1
<b>Total Closed Units</b>	<b>17</b>			<b>4</b>	<b>9</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>26,314</b>	<b>100%</b>	<b>21.0</b>	<b>3,375</b>	<b>12,34K</b>	<b>7,099</b>	<b>3,500</b>
<b>Median Closed Price</b>	<b>\$1,350</b>			<b>\$838</b>	<b>\$1,400</b>	<b>\$2,099</b>	<b>\$3,500</b>

# July 2020



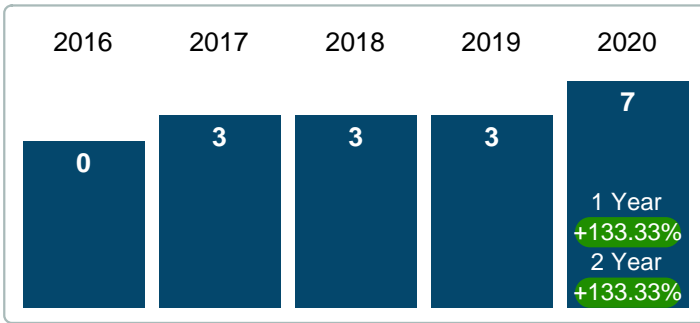
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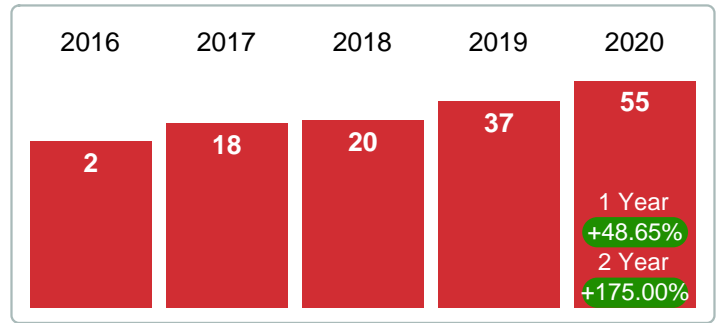
## PENDING LISTINGS

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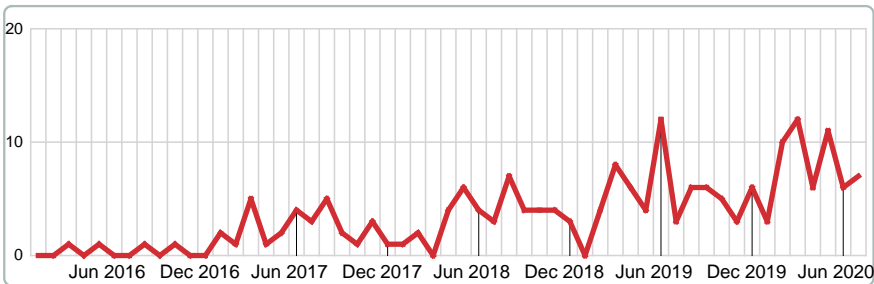
### JULY



### YEAR TO DATE (YTD)

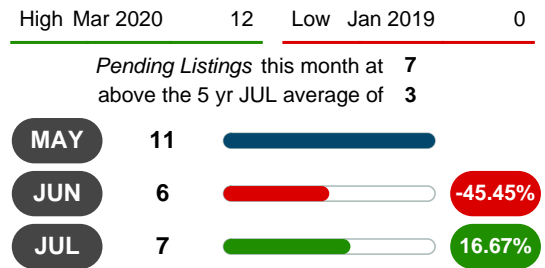


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 3



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	21.0	0	0	0	0
\$1-\$0	0	0.00%	21.0	0	0	0	0
\$1-\$0	0	0.00%	21.0	0	0	0	0
\$1-\$0	0	0.00%	21.0	0	0	0	0
\$1-\$0	0	0.00%	21.0	0	0	0	0
\$1-\$0	0	0.00%	21.0	0	0	0	0
\$1 and up	7	100.00%	35.0	2	4	1	0
<b>Total Pending Units</b>	<b>7</b>			<b>2</b>	<b>4</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>9,760</b>	<b>100%</b>	<b>35.0</b>	<b>1,820</b>	<b>5,740</b>	<b>2,200</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$1,400</b>			<b>\$910</b>	<b>\$1,448</b>	<b>\$2,200</b>	<b>\$0</b>

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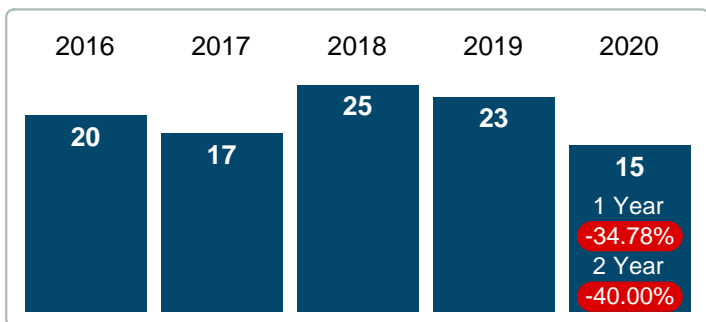
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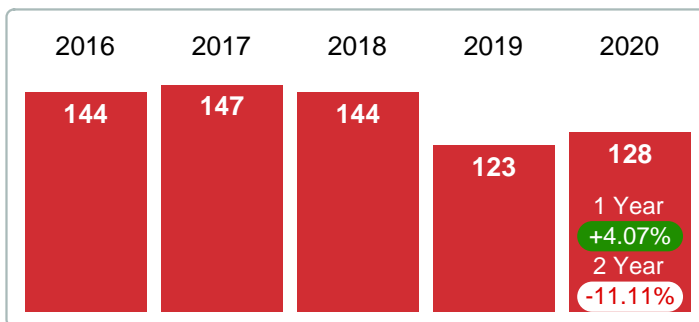
## NEW LISTINGS

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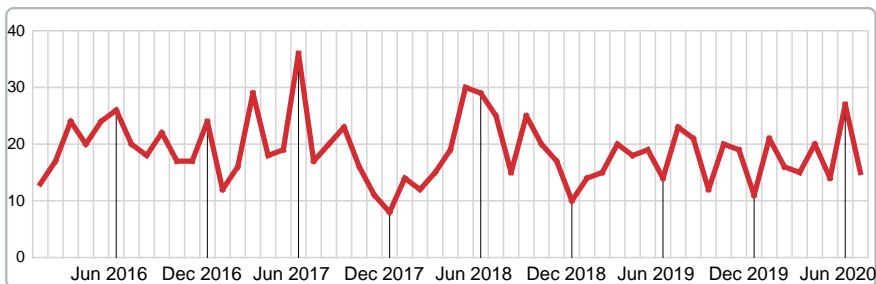
### JULY



### YEAR TO DATE (YTD)

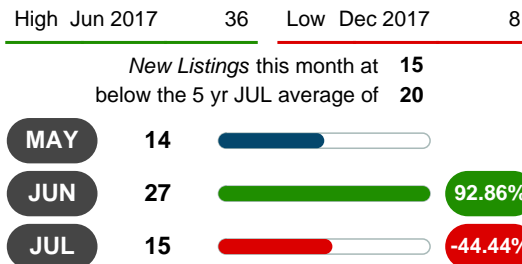


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	15	100.00%	3	9	3	0
<b>Total New Listed Units</b>	<b>15</b>		<b>3</b>	<b>9</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>20,130</b>	<b>100%</b>	<b>2,700</b>	<b>12.53K</b>	<b>4,900</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$1,350</b>		<b>\$925</b>	<b>\$1,400</b>	<b>\$1,450</b>	<b>\$0</b>

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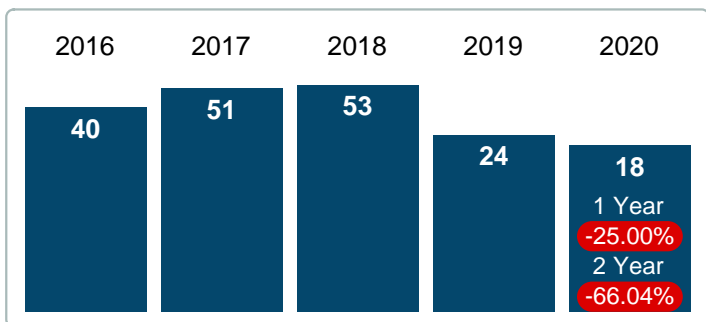
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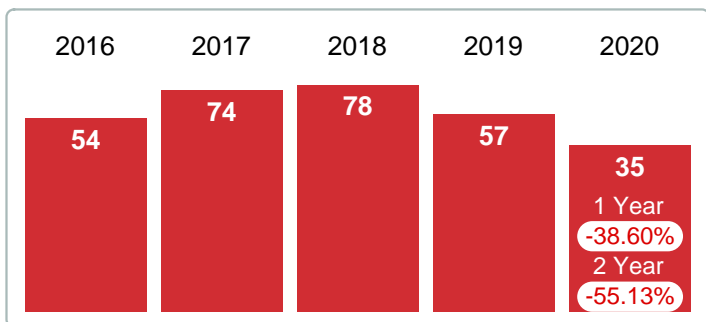
## ACTIVE INVENTORY

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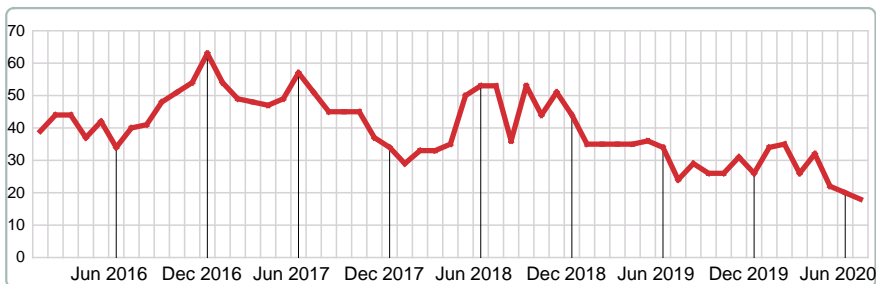
### END OF JULY



### ACTIVE DURING JULY

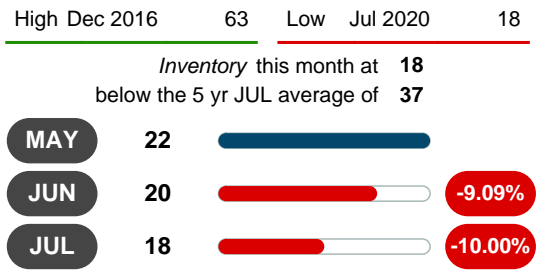


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 37



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less		0.00%	35.0	0	0	0	0
\$1-\$0		0.00%	35.0	0	0	0	0
\$1-\$0		0.00%	35.0	0	0	0	0
\$1-\$0		0.00%	35.0	0	0	0	0
\$1-\$0		0.00%	35.0	0	0	0	0
\$1-\$0		0.00%	35.0	0	0	0	0
\$1 and up		100.00%	31.0	5	8	5	0
Total Active Inventory by Units		18		5	8	5	0
Total Active Inventory by Volume		27,850	100%	4,520	11.43K	11.90K	0.00B
Median Active Inventory Listing Price		\$1,388		\$925	\$1,473	\$1,450	\$0

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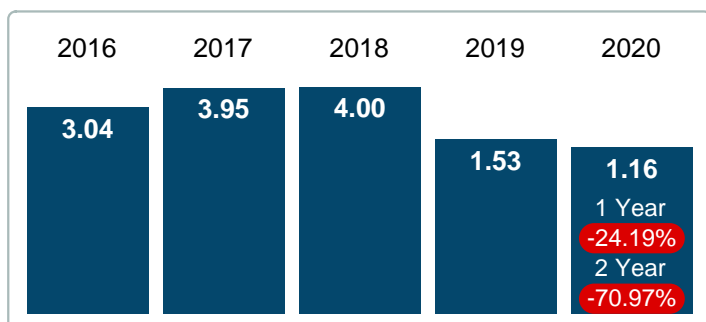
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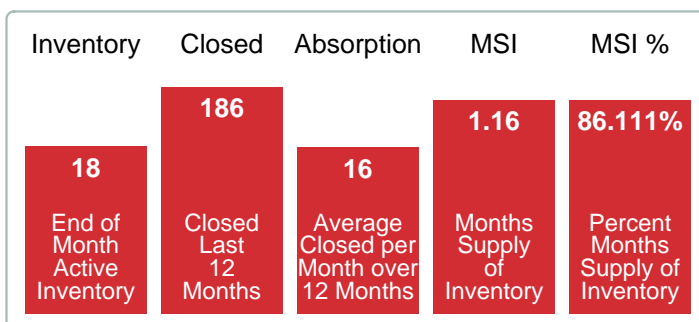
## MONTHS SUPPLY of INVENTORY (MSI)

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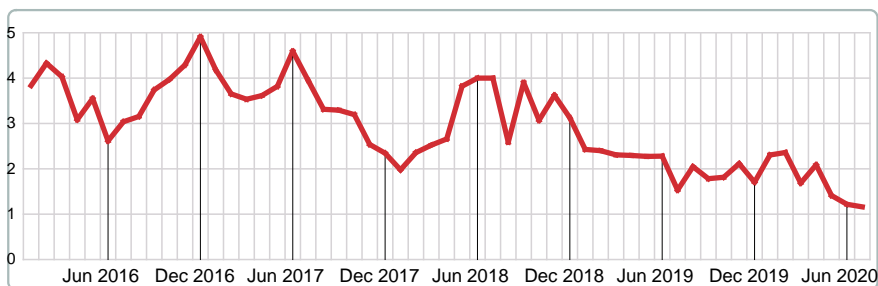
### MSI FOR JULY



### INDICATORS FOR JULY 2020

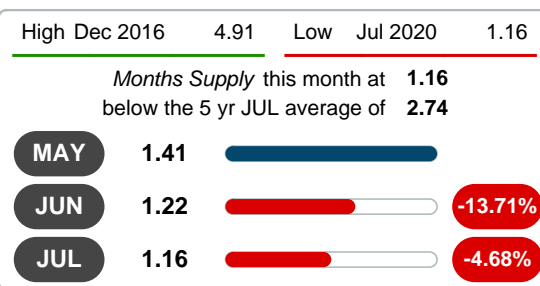


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# July 2020



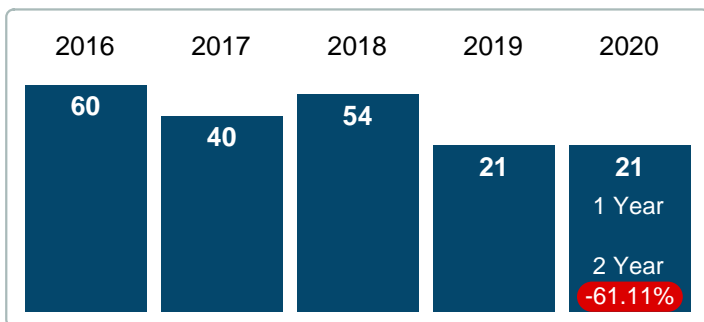
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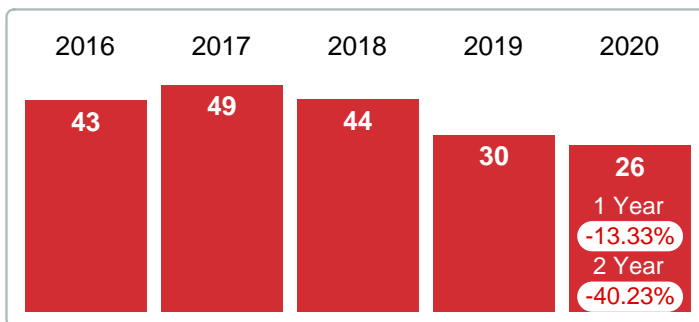
## MEDIAN DAYS ON MARKET TO SALE

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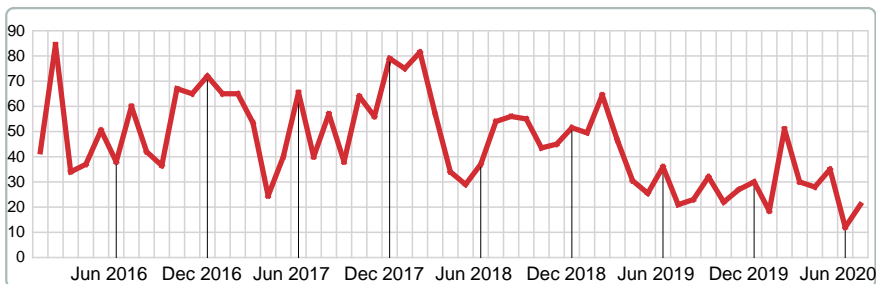
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 39

High Feb 2016 85 Low Jun 2020 12

Median Days on Market to Sale this month at 21 below the 5 yr JUL average of 39



### 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%	31	0	0	0	0
\$1-\$0	0	0.00%	31	0	0	0	0
\$1-\$0	0	0.00%	31	0	0	0	0
\$1-\$0	0	0.00%	31	0	0	0	0
\$1-\$0	0	0.00%	31	0	0	0	0
\$1-\$0	0	0.00%	31	0	0	0	0
\$1 and up	17	100.00%	21	34	20	13	254
Median Closed DOM			21	34	20	13	254
Total Closed Units		100%	21.0	4	9	3	1
Total Closed Volume			26,314	3,375	12,34K	7,099	3,500

# July 2020



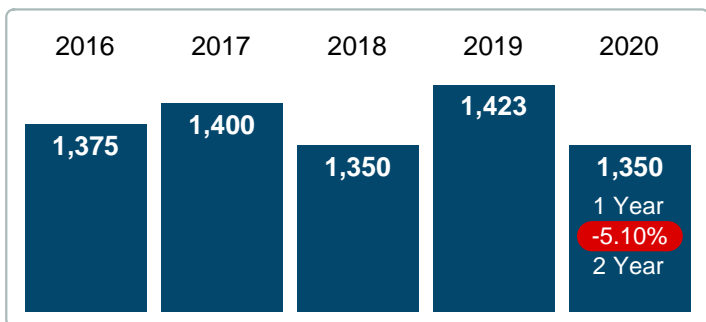
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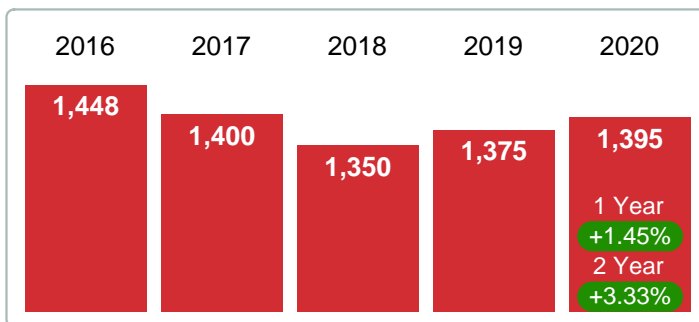
## MEDIAN LIST PRICE AT CLOSING

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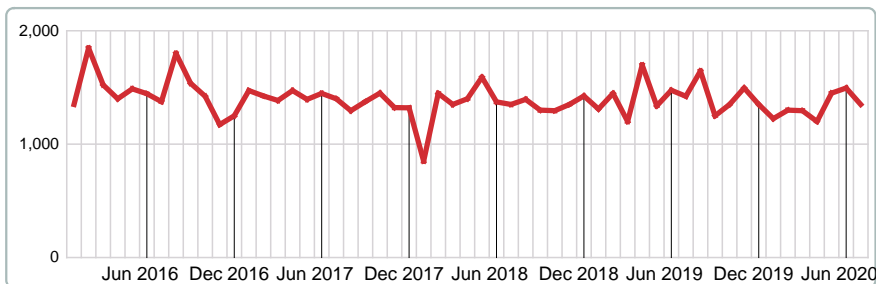
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,380

High Feb 2016 1,848 Low Jan 2018 850  
 Median List Price at Closing this month at 1,350 below the 5 yr JUL average of 1,380

MAY	1,450	
JUN	1,495	+3.10%
JUL	1,350	-9.70%

### 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%	21	0	0	0	0
\$1 \$0	0	0.00%	21	0	0	0	0
\$1 \$0	0	0.00%	21	0	0	0	0
\$1 \$0	0	0.00%	21	0	0	0	0
\$1 \$0	0	0.00%	21	0	0	0	0
\$1 \$0	0	0.00%	21	0	0	0	0
\$1 and up	17	100.00%	1,350	838	1,400	2,100	3,500
Median List Price			1,350	838	1,400	2,100	3,500
Total Closed Units		100%	1,350	4	9	3	1
Total Closed Volume			26,315	3,375	12.34K	7,100	3,500



# July 2020



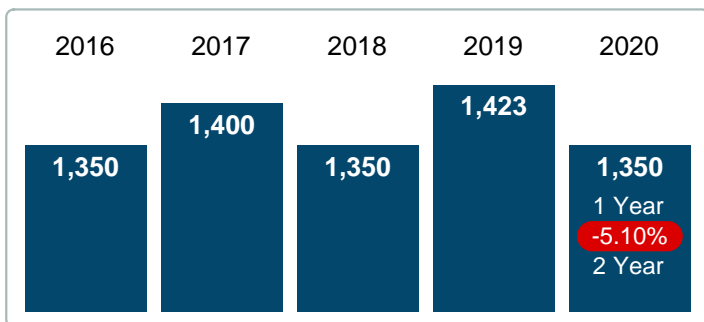
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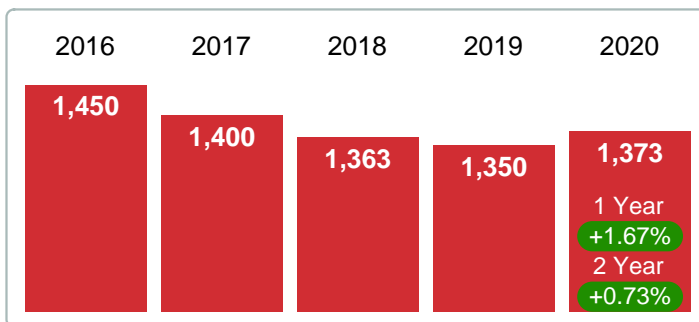
## MEDIAN SOLD PRICE AT CLOSING

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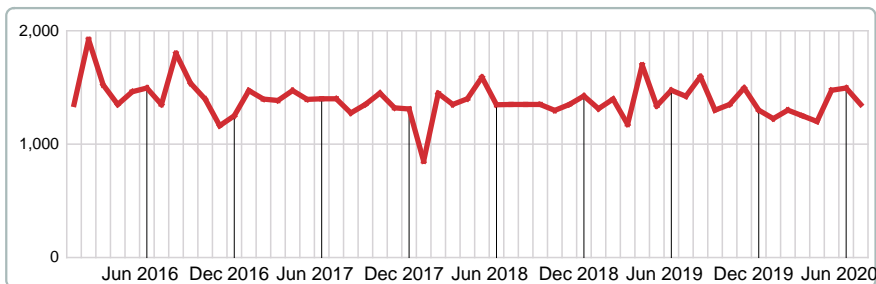
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,375

High Feb 2016 1,923 Low Jan 2018 850

Median Sold Price at Closing this month at 1,350 below the 5 yr JUL average of 1,375

- MAY 1,475
- JUN 1,495 (+1.36%)
- JUL 1,350 (-9.70%)

### 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%	1,350	0	0	0	0
\$1 \$0	0	0.00%	1,350	0	0	0	0
\$1 \$0	0	0.00%	1,350	0	0	0	0
\$1 \$0	0	0.00%	1,350	0	0	0	0
\$1 \$0	0	0.00%	1,350	0	0	0	0
\$1 \$0	0	0.00%	1,350	0	0	0	0
\$1 and up	17	100.00%	1,350	838	1,400	2,099	3,500
Median Sold Price			1,350	838	1,400	2,099	3,500
Total Closed Units		100%	1,350	4	9	3	1
Total Closed Volume			26,314	3,375	12.34K	7,099	3,500

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



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### JULY

### YEAR TO DATE (YTD)

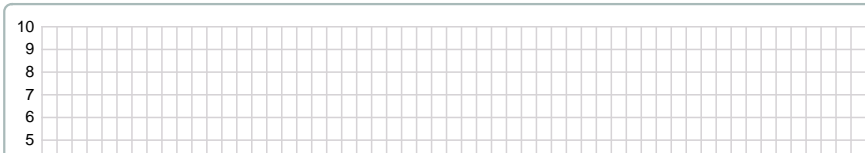
2016	2017	2018	2019	2020
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2016	2017	2018	2019	2020
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### 5 YEAR MARKET ACTIVITY TRENDS

### 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%	1,350.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,350.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,350.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,350.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,350.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,350.00%	0.00%	0.00%	0.00%	0.00%	
\$1 and up	17	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		17	100%	100.00%	4	9	3	1
Total Closed Volume		26,314			3,375	12.34K	7,099	3,500

# July 2020



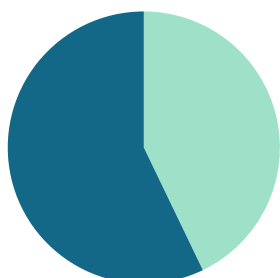
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

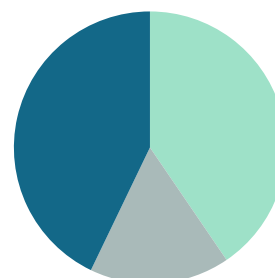


**Inventory**  
 New Listings  
**15 = 42.86%**  
 Start Inventory  
**20**  
 Total Inventory Units  
**35**  
 Volume  
**\$54,165**

### 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%
Median List Price	1,423	1,350	-5.10%	1,375	1,395	1.45%
Median Sale Price	1,423	1,350	-5.10%	1,350	1,373	1.67%
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	21.00	21.00	0.00%	30.00	26.00	-13.33%
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

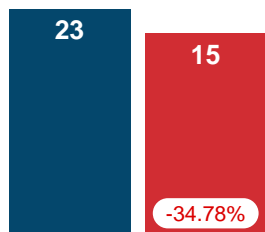
**Inventory** on July 31, 2020 = **18**

**2019** **2020**

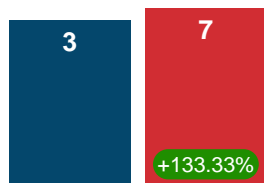
### JULY MARKET

### MEDIAN PRICES

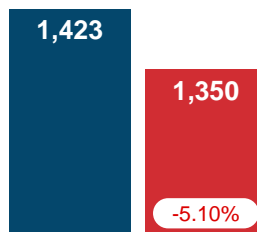
#### New Listings



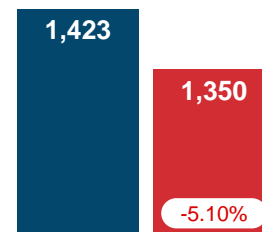
#### Pending Listings



#### List Price



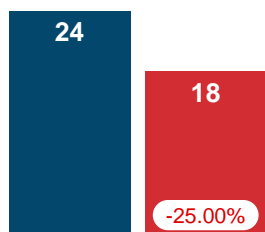
#### Sale Price



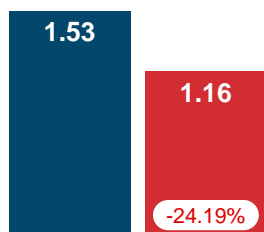
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

+0.00%