

# July 2020



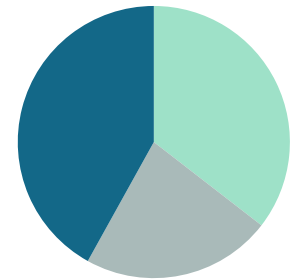
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics                               | 2019   | July 2020 | +/-%    |
|--|--------|-----------|---------|
| Closed Listings                                | 12     | 11        | -8.33%  |
| Pending Listings                               | 2      | 7         | 250.00% |
| New Listings                                   | 10     | 17        | 70.00%  |
| Average List Price                             | 1,365  | 1,358     | -0.47%  |
| Average Sale Price                             | 1,352  | 1,358     | 0.45%   |
| Average Percent of Selling Price to List Price | 99.00% | 100.00%   | 1.01%   |
| Average Days on Market to Sale                 | 31.83  | 13.82     | -56.59% |
| End of Month Inventory                         | 13     | 13        | 0.00%   |
| Months Supply of Inventory                     | 1.38   | 1.39      | 0.89%   |



■ Closed (35.48%)  
■ Pending (22.58%)  
■ Other OffMarket (0.00%)  
■ Active (41.94%)

**Absorption:** Last 12 months, an Average of **9** Sales/Month  
**Active Inventory** as of July 31, 2020 = **13**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **0.00%** to 13 existing homes available for sale. Over the last 12 months this area has had an average of 9 closed sales per month. This represents an unsold inventory index of **1.39** 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 **0.45%** in July 2020 to \$1,358 versus the previous year at \$1,352.

#### Average Days on Market Shortens

The average number of **13.82** days that homes spent on the market before selling decreased by 18.02 days or **56.59%** in July 2020 compared to last year's same month at **31.83** 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 weak this month.

There were 17 New Listings in July 2020, up **70.00%** from last year at 10. Furthermore, there were 11 Closed Listings this month versus last year at 12, a **-8.33%** decrease.

Closed versus Listed trends yielded a **64.7%** ratio, down from previous year's, July 2019, at **120.0%**, a **46.08%** 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>Average Days on Market to Sale</b>                 | <b>7</b>  |
| <b>Average List Price at Closing</b>                  | <b>8</b>  |
| <b>Average Sale Price at Closing</b>                  | <b>9</b>  |
| <b>Average 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



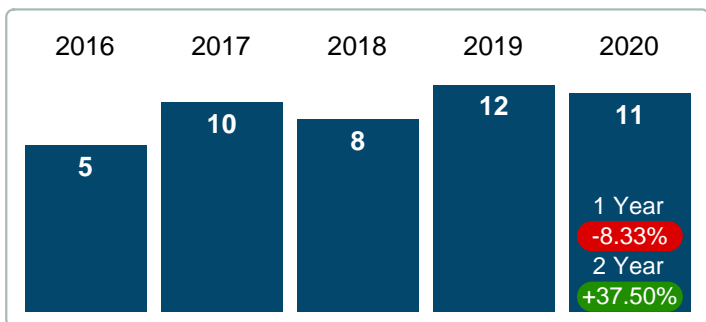
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



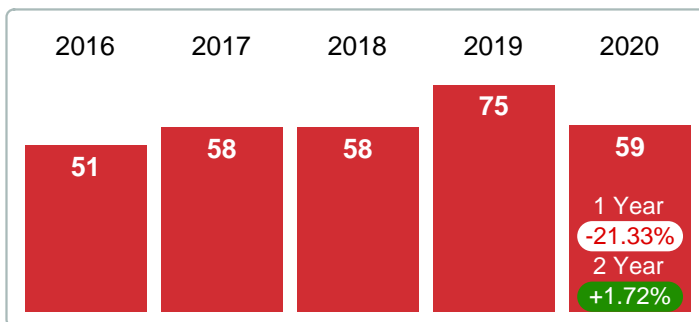
## CLOSED LISTINGS

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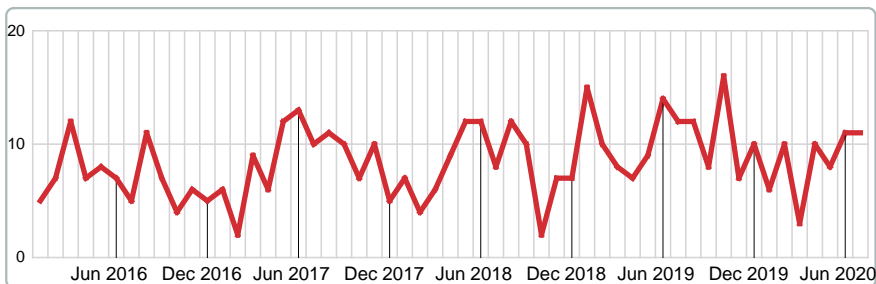
### JULY



### YEAR TO DATE (YTD)

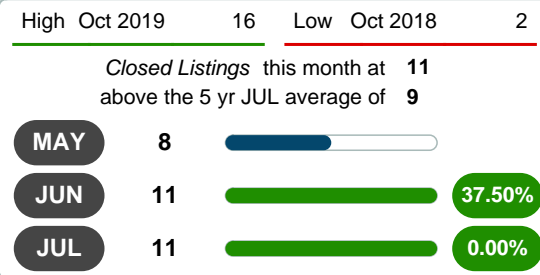


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 9



### 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                                     | 11             | 100.00%     | 13.8        | 0            | 8              | 3              | 0            |
| <b>Total Closed Units</b>                      | <b>11</b>      |             |             | <b>0</b>     | <b>8</b>       | <b>3</b>       | <b>0</b>     |
| <b>Total Closed Volume</b>                     | <b>14,940</b>  | <b>100%</b> | <b>13.8</b> | <b>0.00B</b> | <b>10.75K</b>  | <b>4,190</b>   | <b>0.00B</b> |
| <b>Average Closed Price</b>                    | <b>\$1,358</b> |             |             | <b>\$0</b>   | <b>\$1,344</b> | <b>\$1,397</b> | <b>\$0</b>   |

# July 2020



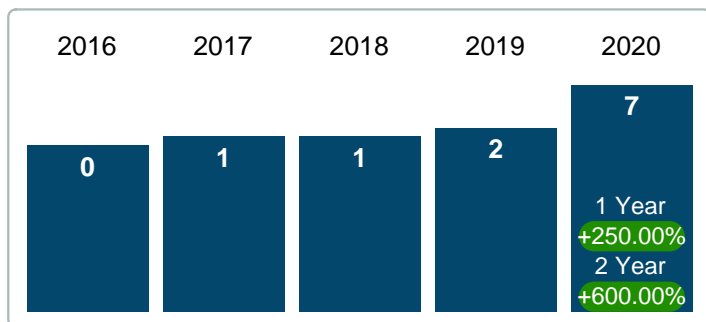
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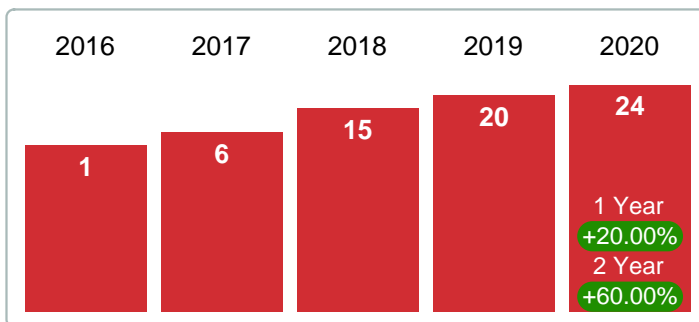
## PENDING LISTINGS

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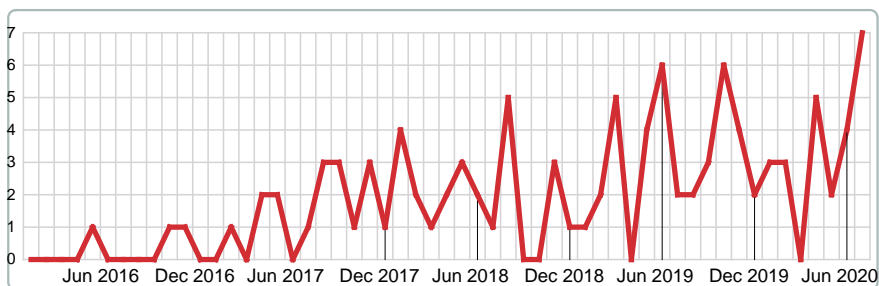
### JULY



### YEAR TO DATE (YTD)

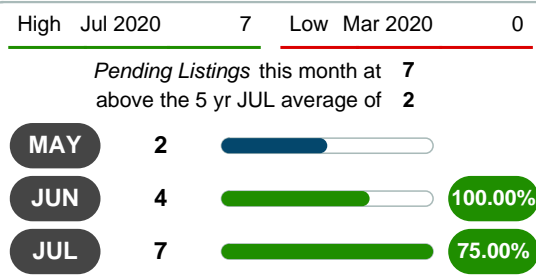


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 2



### 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%     | 12.7        | 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>8,590</b>   | <b>100%</b> | <b>12.7</b> | <b>1,200</b> | <b>5,695</b>   | <b>1,695</b>   | <b>0.00B</b> |
| <b>Average Listing Price</b>                    | <b>\$1,227</b> |             |             | <b>\$600</b> | <b>\$1,424</b> | <b>\$1,695</b> | <b>\$0</b>   |

# July 2020



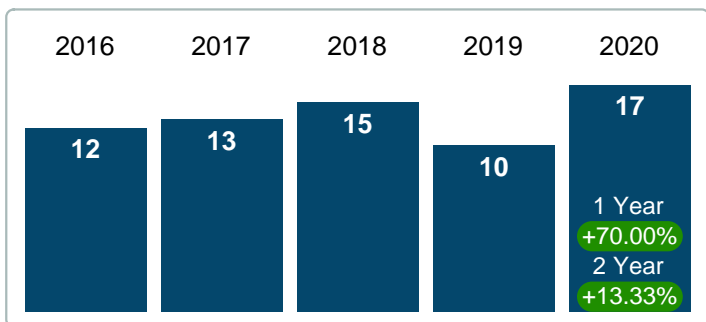
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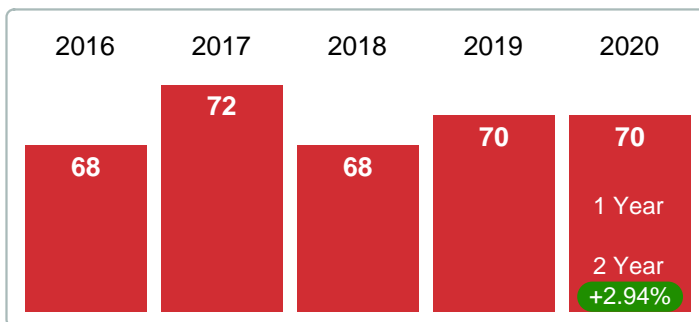
## NEW LISTINGS

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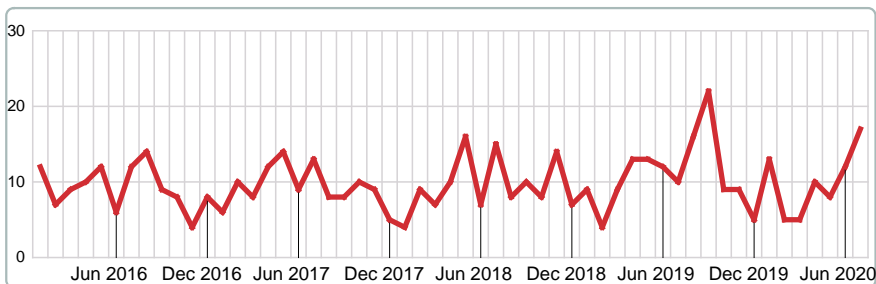
### JULY



### YEAR TO DATE (YTD)

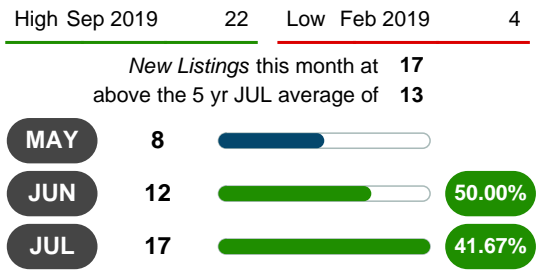


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 13



### 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                                  | 17             | 100.00%     | 4                    | 10             | 2              | 1              |
| <b>Total New Listed Units</b>               | <b>17</b>      |             | <b>4</b>             | <b>10</b>      | <b>2</b>       | <b>1</b>       |
| <b>Total New Listed Volume</b>              | <b>21,465</b>  | <b>100%</b> | <b>2,575</b>         | <b>14.15K</b>  | <b>2,895</b>   | <b>1,850</b>   |
| <b>Average New Listed Listing Price</b>     | <b>\$1,242</b> |             | <b>\$644</b>         | <b>\$1,415</b> | <b>\$1,448</b> | <b>\$1,850</b> |

# July 2020



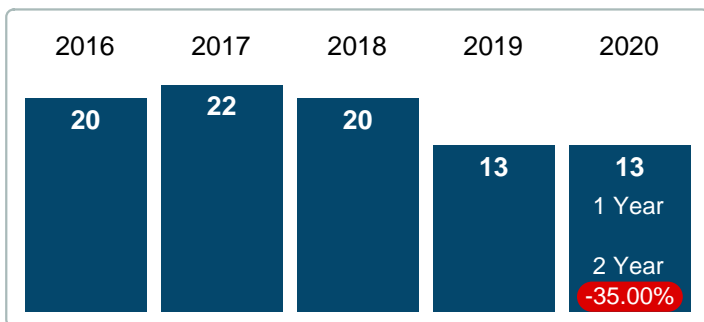
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



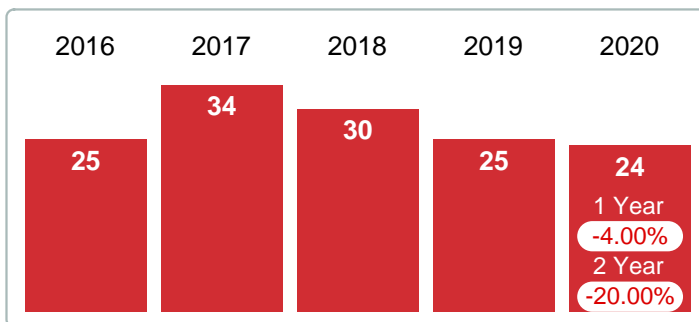
## ACTIVE INVENTORY

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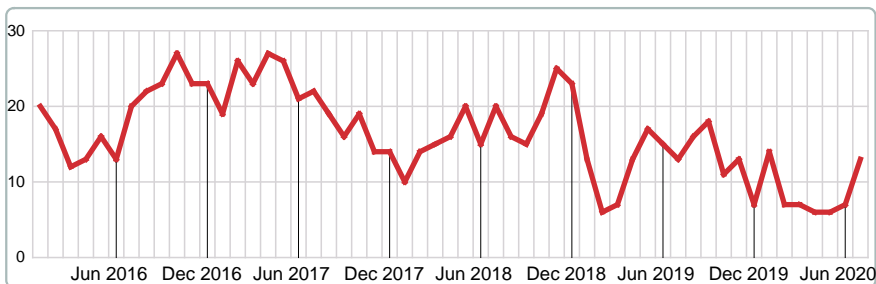
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

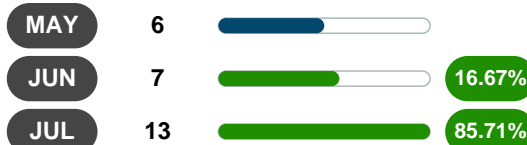


### 3 MONTHS

5 year JUL AVG = 18

High Apr 2017 27 Low May 2020 6

Inventory this month at 13  
below the 5 yr JUL average of 18



### 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                               | 13 | 100.00% | 15.1    | 4        | 7       | 1       | 1       |
| Total Active Inventory by Units          |    |         | 13      | 4        | 7       | 1       | 1       |
| Total Active Inventory by Volume         |    |         | 16,000  | 2,575    | 9,880   | 1,695   | 1,850   |
| Average Active Inventory Listing Price   |    |         | \$1,231 | \$644    | \$1,411 | \$1,695 | \$1,850 |

# July 2020



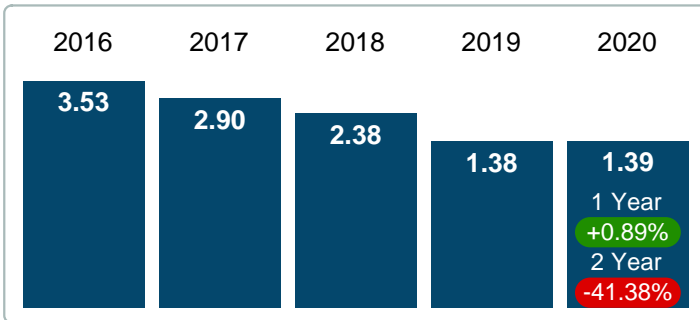
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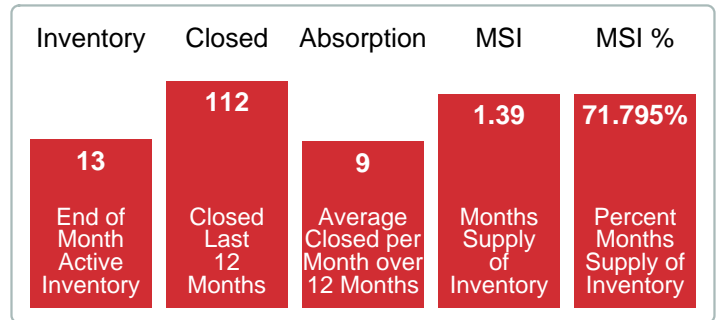
## MONTHS SUPPLY of INVENTORY (MSI)

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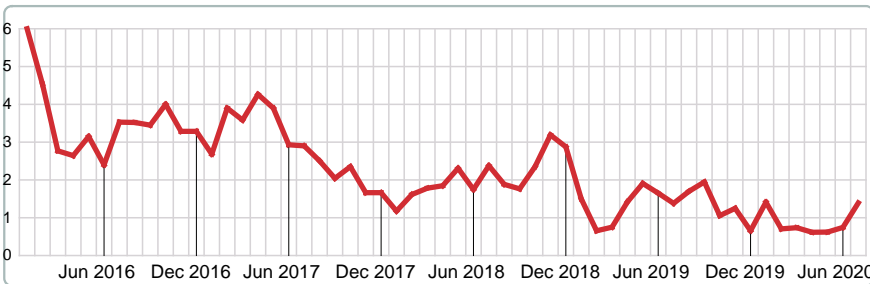
### MSI FOR JULY



### INDICATORS FOR JULY 2020

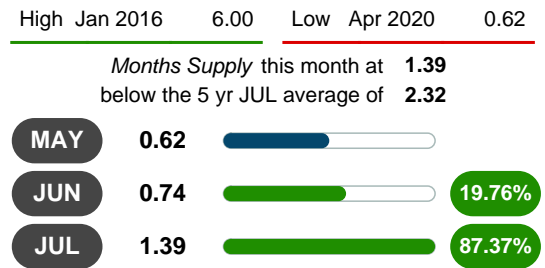


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 2.32



### 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  | 13   | 100.00% | 1.39 | 6.00     | 1.22   | 0.39   | 3.00    |
| Market Supply of Inventory (MSI)                        | 1.39 |         |      | 6.00     | 1.22   | 0.39   | 3.00    |
| Total Active Inventory by Units                         | 13   | 100%    | 1.39 | 4        | 7      | 1      | 1       |

# July 2020



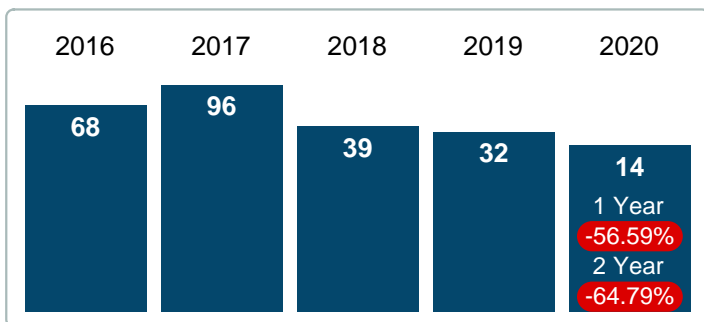
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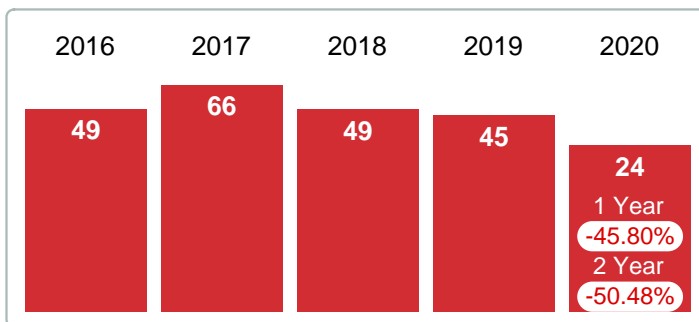
## AVERAGE DAYS ON MARKET TO SALE

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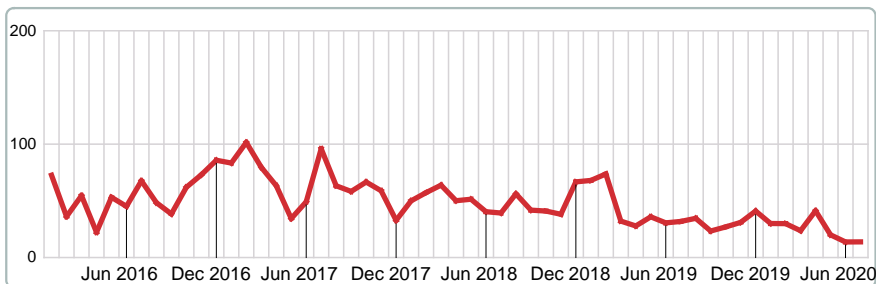
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

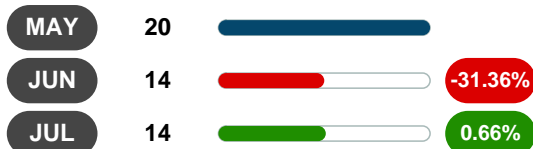


### 3 MONTHS

5 year JUL AVG = 50

High Feb 2017 102 Low Jun 2020 14

Average Days on Market to Sale this month at 14 below the 5 yr JUL average of 50



### 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  | 11 | 100.00% | 14     | 0        | 13     | 16     | 0       |
| Average Closed DOM  |    |         | 14     | 0        | 13     | 16     | 0       |
| Total Closed Units  |    | 100%    | 14     |          | 8      | 3      |         |
| Total Closed Volume   |    |         | 14,940 | 0.00B    | 10.75K | 4,190  | 0.00B   |

# July 2020



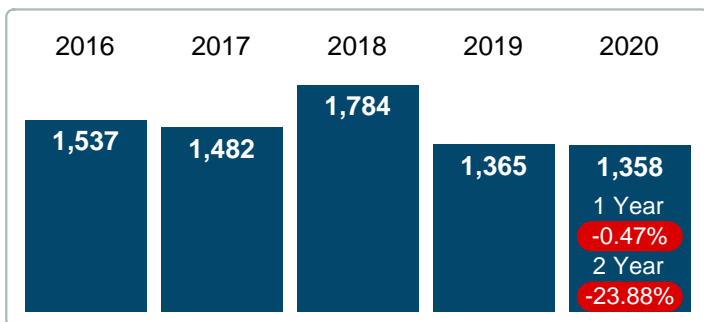
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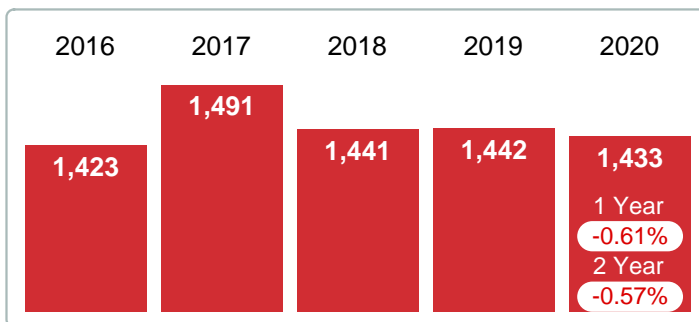
## AVERAGE LIST PRICE AT CLOSING

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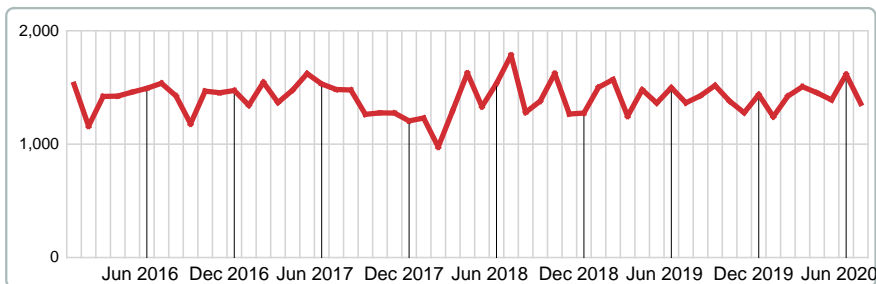
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,505

High Jul 2018 1,784 Low Feb 2018 975

Average List Price at Closing this month at **1,358**  
 below the 5 yr JUL average of **1,505**

|     |       |   |
|-----|-------|---|
| MAY | 1,390 | <div style="width: 80%;"></div>         |
| JUN | 1,615 | <div style="width: 100%;"></div> 16.15% |
| JUL | 1,358 | <div style="width: 90%;"></div> -15.88% |

### 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> 11 | 100.00% | 1,358    | 0        | 1,344  | 1,397  | 0       |
| Average List Price   |                                     |         | 1,358    | 0        | 1,344  | 1,397  | 0       |
| Total Closed Units   |                                     | 100%    | 1,358    |          | 8      | 3      |         |
| Total Closed Volume  |                                     |         | 14,940   | 0.00B    | 10.75K | 4,190  | 0.00B   |



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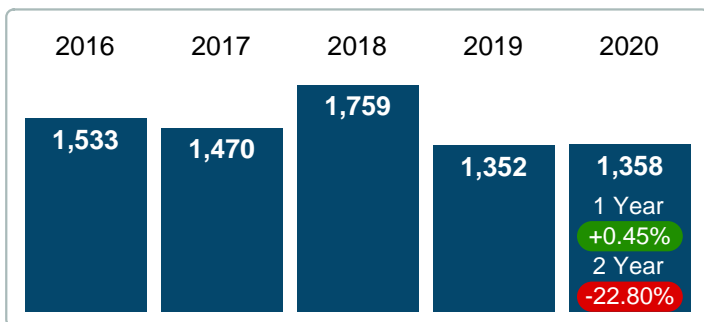
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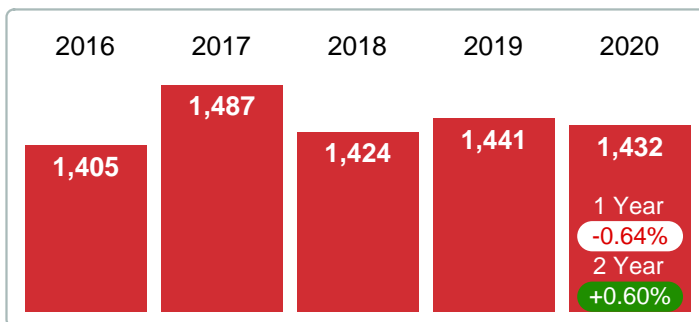
## AVERAGE SOLD PRICE AT CLOSING

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

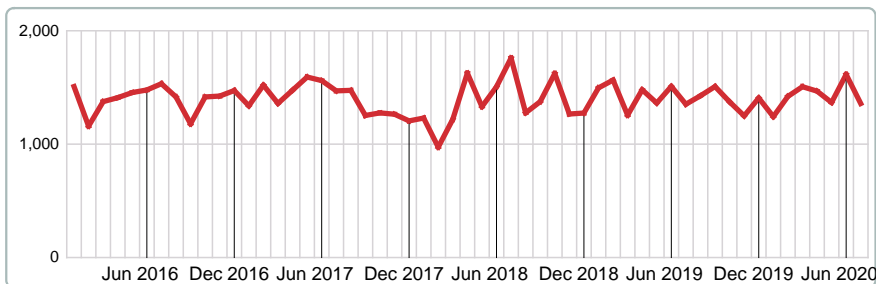
### JULY



### YEAR TO DATE (YTD)

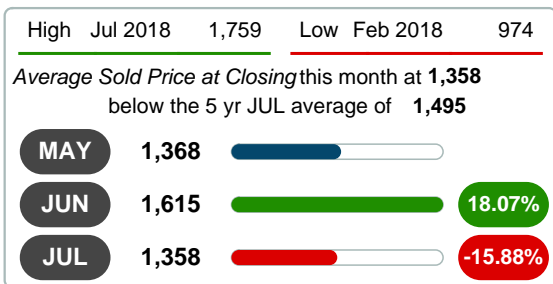


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,495



### 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   | 11 | 100.00% | 1,358   | 0        | 1,344  | 1,397  | 0       |
| Average Sold Price   |    |         | 1,358   | 0        | 1,344  | 1,397  | 0       |
| Total Closed Units   |    | 100%    | 1,358   |          | 8      | 3      |         |
| Total Closed Volume  |    |         | 14,940  | 0.00B    | 10.75K | 4,190  | 0.00B   |

# July 2020



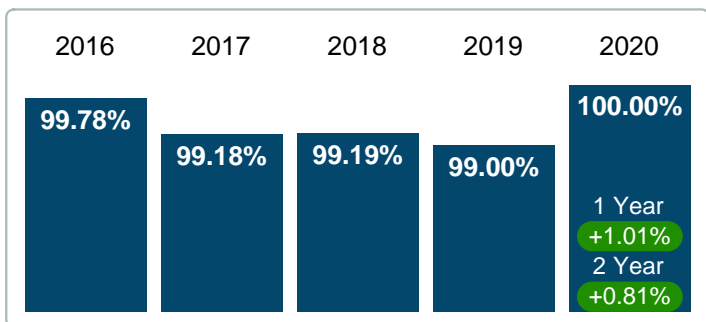
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



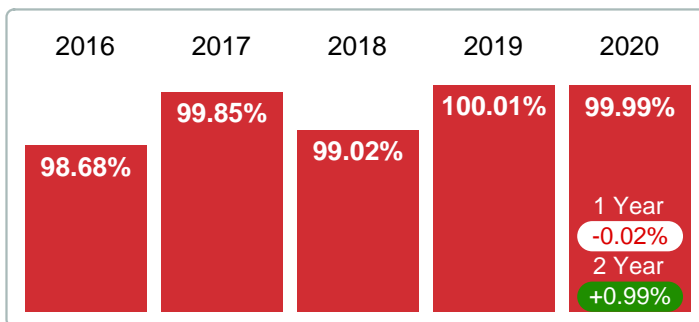
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

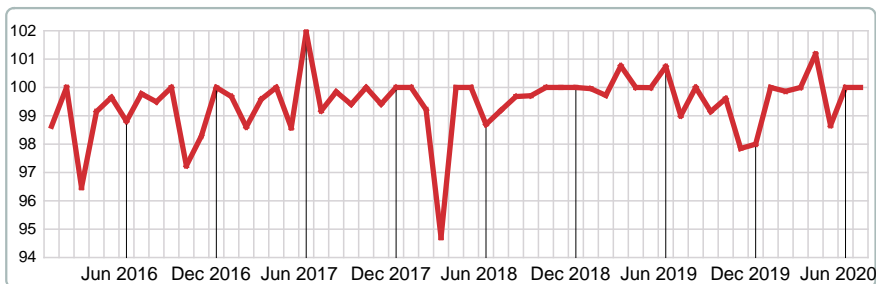
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

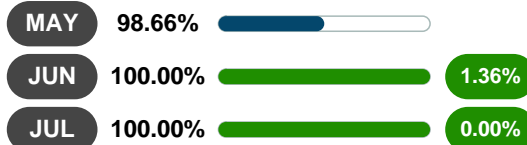


### 3 MONTHS

5 year JUL AVG = 99.43%

High Jun 2017 101.95% Low Mar 2018 94.70%

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                                     | 11 | 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                             |    | 11      | 100%    |          | 8       | 3       |         |
| Total Closed Volume                            |    | 14,940  |         | 0.00B    | 10.75K  | 4,190   | 0.00B   |

# July 2020



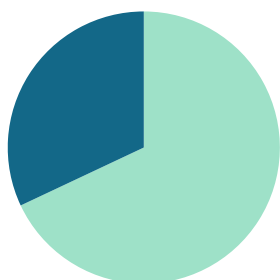
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

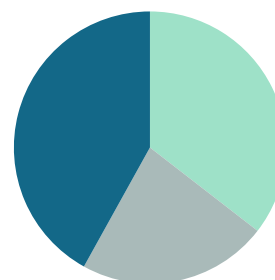


**Inventory**  
 New Listings  
**17 = 68.00%**  
 Start Inventory  
**8**  
 Total Inventory Units  
**25**  
 Volume  
**\$32,265**

### Market Activity

Closed Sales  
**11 = 35.48%**  
 Pending Sales  
**7 = 22.58%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**13 = 41.94%**

### MARKET ACTIVITY



| Compared Metrics                               | July   |         |         | Year to Date |        |         |
|--|--------|---------|---------|--------------|--------|---------|
|  | 2019   | 2020    | +/-%    | 2019         | 2020   | +/-%    |
| Closed Sales                                   | 12     | 11      | -8.33%  | 75           | 59     | -21.33% |
| Pending Sales                                  | 2      | 7       | 250.00% | 20           | 24     | 20.00%  |
| New Listings                                   | 10     | 17      | 70.00%  | 70           | 70     | 0.00%   |
| Average List Price                             | 1,365  | 1,358   | -0.47%  | 1,442        | 1,433  | -0.61%  |
| Average Sale Price                             | 1,352  | 1,358   | 0.45%   | 1,441        | 1,432  | -0.64%  |
| Average Percent of Selling Price to List Price | 99.00% | 100.00% | 1.01%   | 100.01%      | 99.99% | -0.02%  |
| Average Days on Market to Sale                 | 31.83  | 13.82   | -56.59% | 44.56        | 24.15  | -45.80% |
| Monthly Inventory                              | 13     | 13      | 0.00%   | 13           | 13     | 0.00%   |
| Months Supply of Inventory                     | 1.38   | 1.39    | 0.89%   | 1.38         | 1.39   | 0.89%   |

**Absorption:** Last 12 months, an Average of **9** Sales/Month

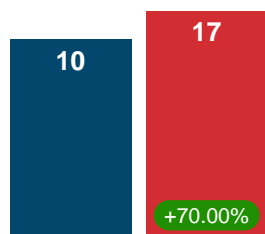
**Inventory** on July 31, 2020 = **13**

**2019** **2020**

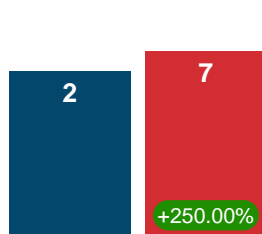
### JULY MARKET

### AVERAGE PRICES

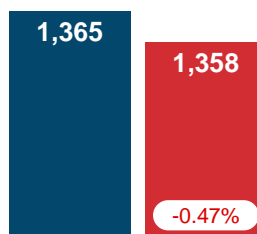
#### New Listings



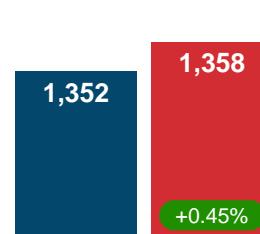
#### Pending Listings



#### List Price



#### Sale Price



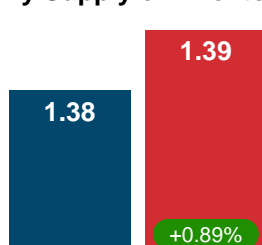
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

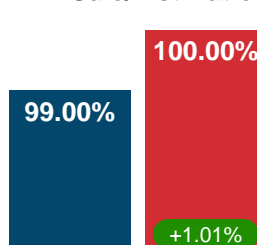
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

