

July 2020

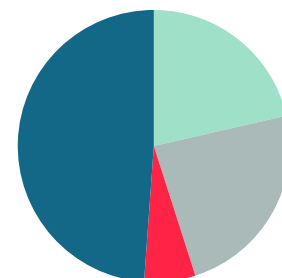
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	July 2020	+/-%
Closed Listings	1,154	1,232	6.76%
Pending Listings	1,040	1,360	30.77%
New Listings	1,613	1,570	-2.67%
Average List Price	202,427	246,730	21.89%
Average Sale Price	197,593	242,493	22.72%
Average Percent of Selling Price to List Price	98.41%	98.51%	0.10%
Average Days on Market to Sale	33.29	30.28	-9.06%
End of Month Inventory	4,688	2,810	-40.06%
Months Supply of Inventory	4.74	2.94	-37.97%



■ Closed (21.42%)
■ Pending (23.64%)
■ Other OffMarket (6.08%)
■ Active (48.85%)

Absorption: Last 12 months, an Average of **955** Sales/Month
Active Inventory as of July 31, 2020 = **2,810**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **40.06%** to 2,810 existing homes available for sale. Over the last 12 months this area has had an average of 955 closed sales per month. This represents an unsold inventory index of **2.94** 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 **22.72%** in July 2020 to \$242,493 versus the previous year at \$197,593.

Average Days on Market Shortens

The average number of **30.28** days that homes spent on the market before selling decreased by 3.02 days or **9.06%** in July 2020 compared to last year's same month at **33.29** DOM.

Sales Success for July 2020 is Positive

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

There were 1,570 New Listings in July 2020, down **2.67%** from last year at 1,613. Furthermore, there were 1,232 Closed Listings this month versus last year at 1,154, a **6.76%** increase.

Closed versus Listed trends yielded a **78.5%** ratio, up from previous year's, July 2019, at **71.5%**, a **9.68%** upswing. 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

July 2020



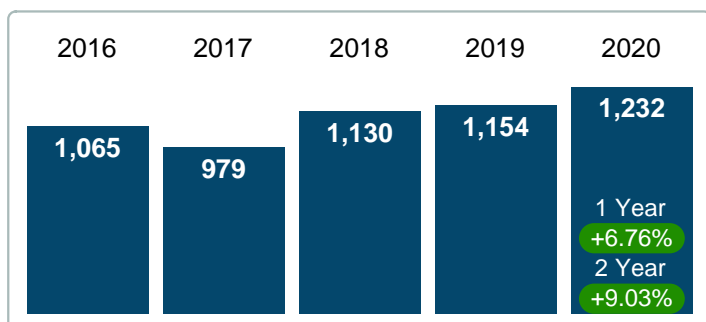
Area Delimited by County Of Tulsa



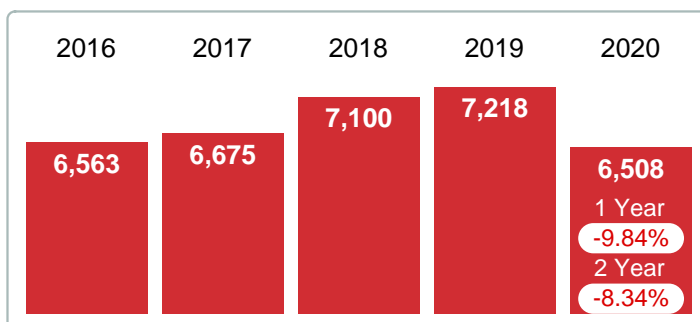
CLOSED LISTINGS

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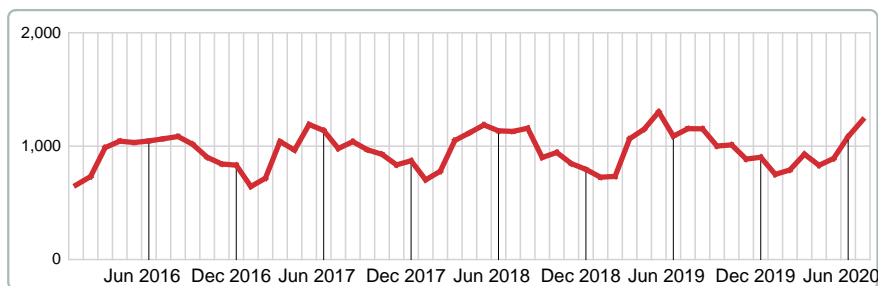
JULY



YEAR TO DATE (YTD)

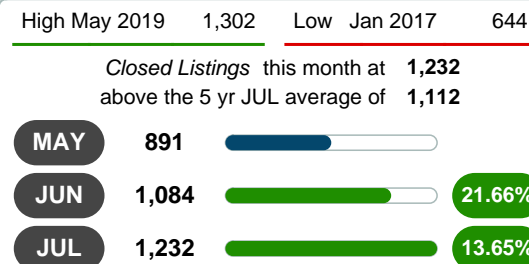


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,112



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	92	7.47%	43.7	50	36	6	0
\$75,001 - \$125,000	152	12.34%	21.9	44	97	9	2
\$125,001 - \$175,000	219	17.78%	19.5	25	167	25	2
\$175,001 - \$225,000	239	19.40%	24.3	23	128	80	8
\$225,001 - \$300,000	230	18.67%	30.5	13	81	125	11
\$300,001 - \$400,000	164	13.31%	40.9	2	40	106	16
\$400,001 and up	136	11.04%	45.3	2	24	60	50
Total Closed Units	1,232			159	573	411	89
Total Closed Volume	298,751,484	100%	30.3	20.00M	110.03M	126.42M	42.30M
Average Closed Price	\$242,493			\$125,814	\$192,017	\$307,599	\$475,257

July 2020



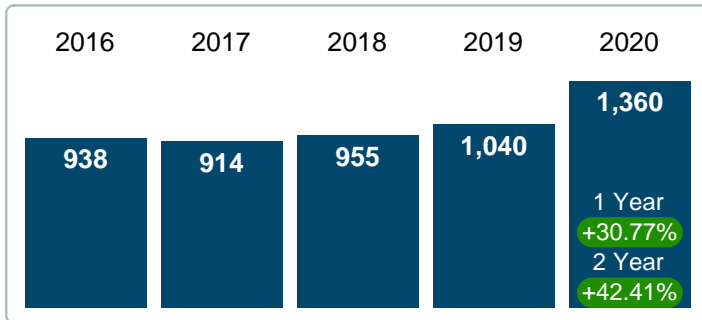
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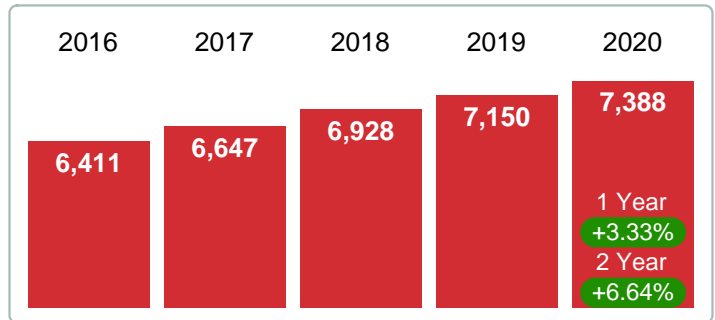
PENDING LISTINGS

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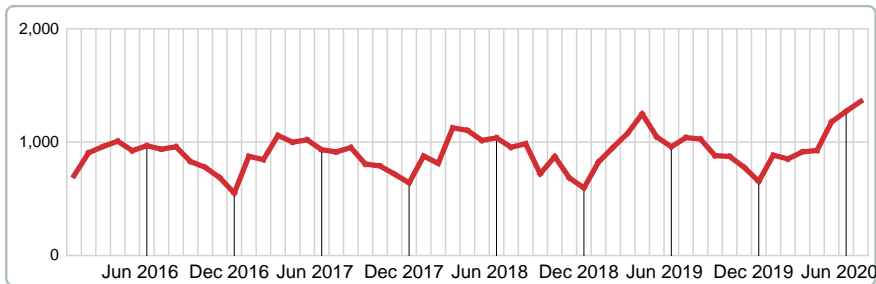
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

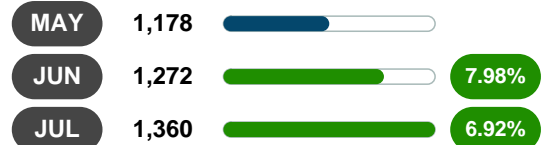


3 MONTHS

5 year JUL AVG = 1,041

High Jul 2020 1,360 Low Dec 2016 551

Pending Listings this month at **1,360**
above the 5 yr JUL average of **1,041**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	102	7.50%	33.5	51	36	13	2
\$50,001 - \$125,000	177	13.01%	30.9	79	83	13	2
\$125,001 - \$150,000	117	8.60%	13.9	11	100	6	0
\$150,001 - \$225,000	367	26.99%	19.4	26	241	93	7
\$225,001 - \$300,000	264	19.41%	33.6	13	114	118	19
\$300,001 - \$425,000	186	13.68%	47.7	6	55	101	24
\$425,001 and up	147	10.81%	61.9	8	19	77	43
Total Pending Units	1,360			194	648	421	97
Total Pending Volume	335,423,401	100%	33.8	28.56M	126.49M	136.15M	44.23M
Average Listing Price	\$217,734			\$147,202	\$195,207	\$323,387	\$455,942

July 2020



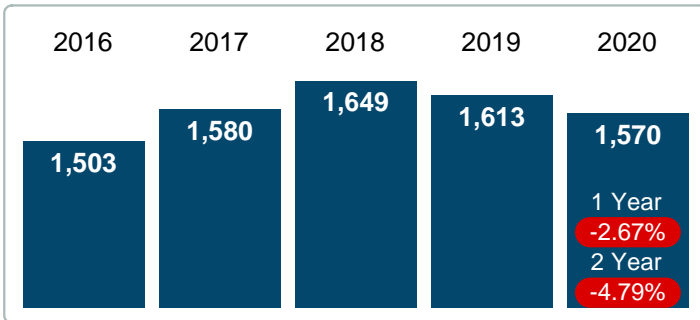
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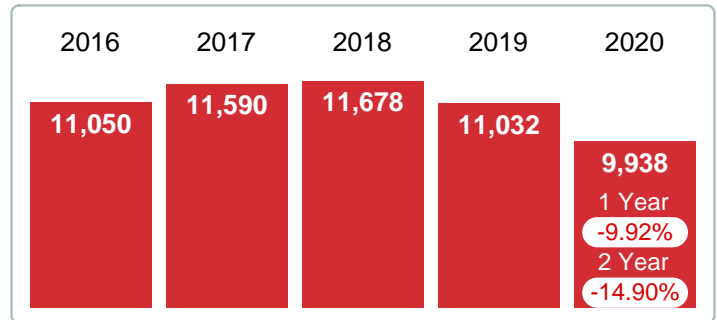
NEW LISTINGS

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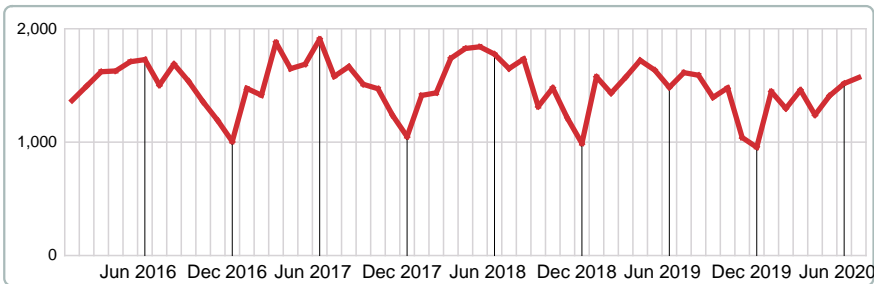
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,583

High Jun 2017 1,908 Low Dec 2019 955

New Listings this month at 1,570 below the 5 yr JUL average of 1,583



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	156	9.94%	64	66	23	3
\$50,001 - \$125,000	187	11.91%	89	88	9	1
\$125,001 - \$150,000	117	7.45%	11	99	7	0
\$150,001 - \$250,000	521	33.18%	39	336	134	12
\$250,001 - \$325,000	196	12.48%	21	69	88	18
\$325,001 - \$525,000	233	14.84%	21	57	126	29
\$525,001 and up	160	10.19%	37	19	70	34
Total New Listed Units	1,570		282	734	457	97
Total New Listed Volume	449,036,009	100%	85.16M	143.68M	160.61M	59.59M
Average New Listed Listing Price	\$243,934		\$301,998	\$195,744	\$351,440	\$614,309

July 2020



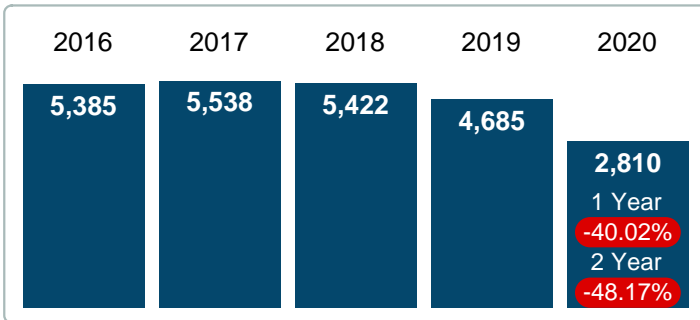
Area Delimited by County Of Tulsa



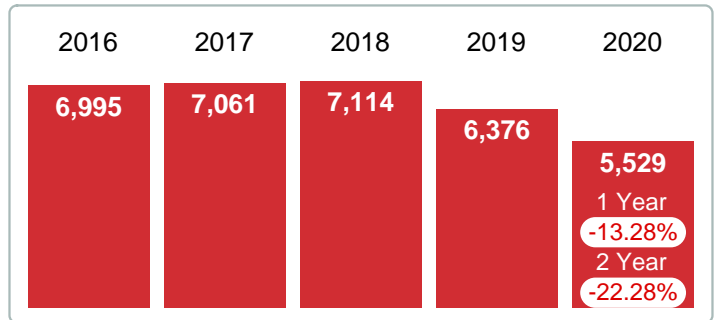
ACTIVE INVENTORY

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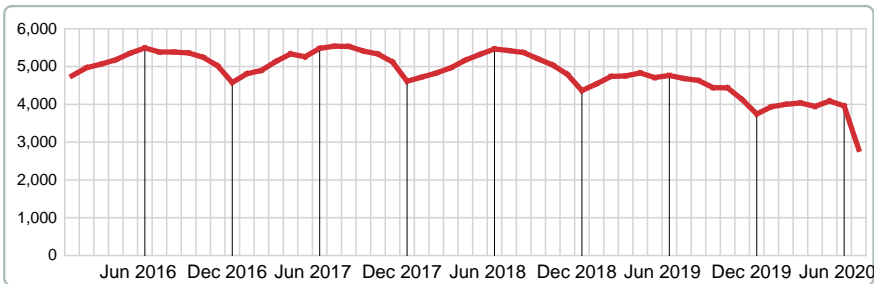
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

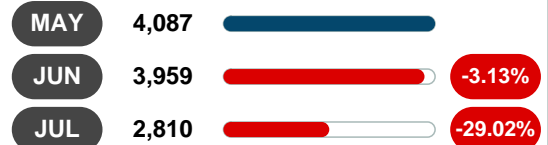


3 MONTHS

5 year JUL AVG = 4,768

High Jul 2017 5,538 Low Jul 2020 2,810

Inventory this month at **2,810**
below the 5 yr JUL average of **4,768**



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	609	21.67%	96.2	318	229	54	8
\$100,001	400	14.23%	86.2	192	186	20	2
\$175,001	725	25.80%	58.6	122	311	251	41
\$325,001	447	15.91%	74.2	71	117	201	58
\$475,001	348	12.38%	78.8	71	46	147	84
\$800,001 and up	281	10.00%	103.0	138	24	61	58
Total Active Inventory by Units			2,810	912	913	734	251
Total Active Inventory by Volume			1,096,912,299	397.98M	209.28M	305.17M	184.49M
Average Active Inventory Listing Price			\$390,360	\$436,383	\$229,217	\$415,760	\$735,014

July 2020

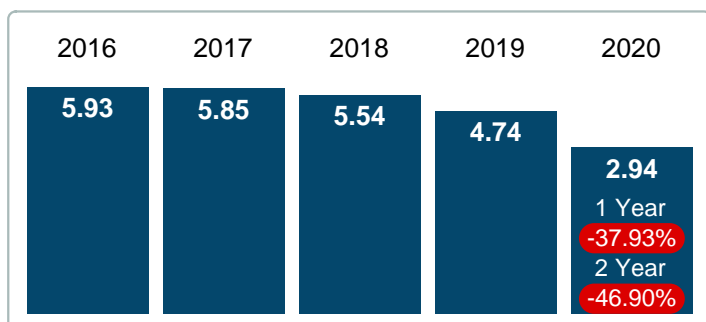
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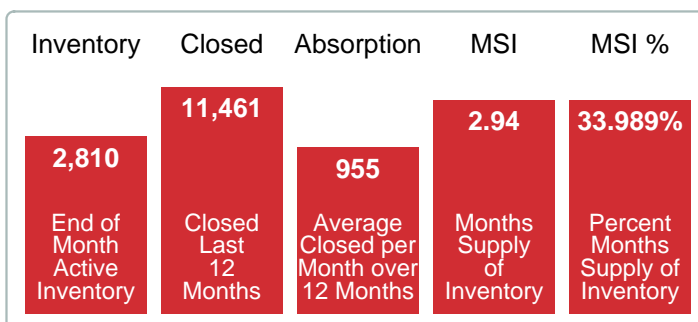
MONTHS SUPPLY of INVENTORY (MSI)

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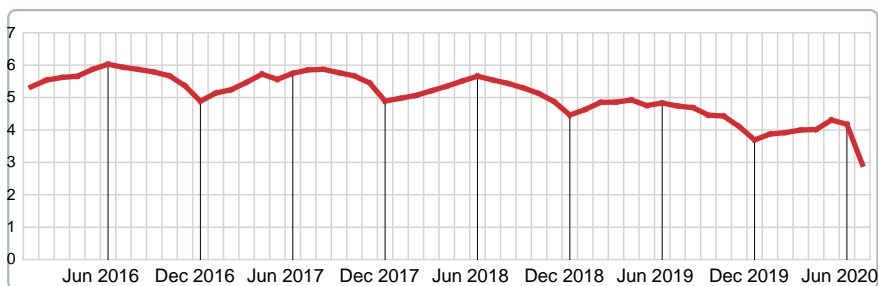
MSI FOR JULY



INDICATORS FOR JULY 2020

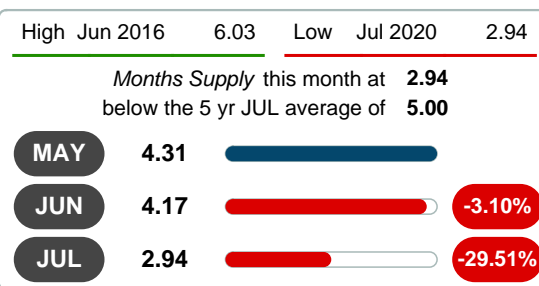


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.00



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-\$100,000	609	21.67%	2.89	3.88	2.10	2.97	4.57
\$100,001-\$175,000	400	14.23%	1.52	6.02	0.94	0.66	0.77
\$175,001-\$325,000	725	25.80%	2.11	6.00	1.95	1.70	2.60
\$325,001-\$475,000	447	15.91%	4.76	17.75	5.22	3.75	4.17
\$475,001-\$800,000	348	12.38%	9.87	35.50	7.08	8.32	9.25
\$800,001 and up	281	10.00%	30.38	127.38	24.00	17.02	16.19
Market Supply of Inventory (MSI)	2.94			6.46	1.84	2.71	5.38
Total Active Inventory by Units	2,810	100%	2.94	912	913	734	251

July 2020



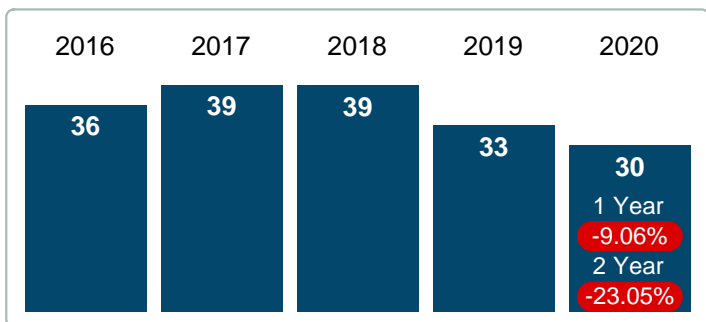
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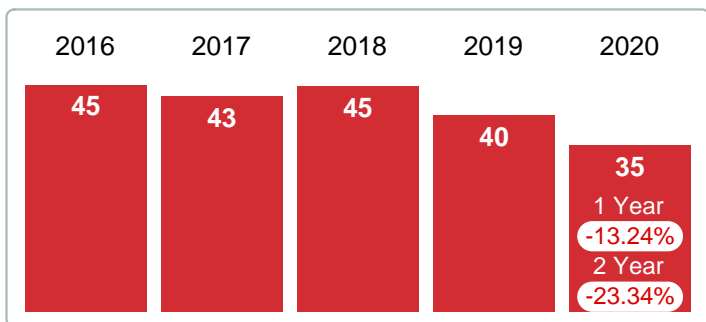
AVERAGE DAYS ON MARKET TO SALE

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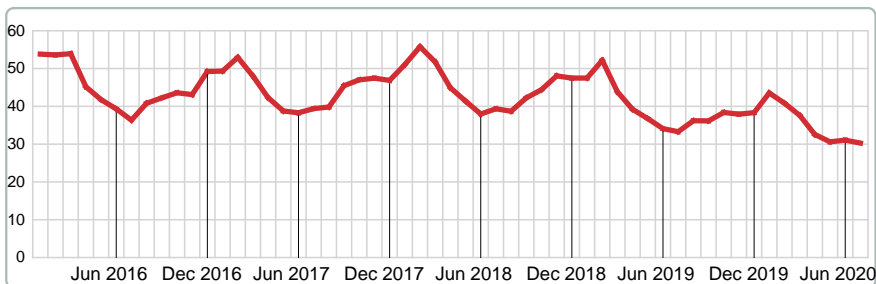
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

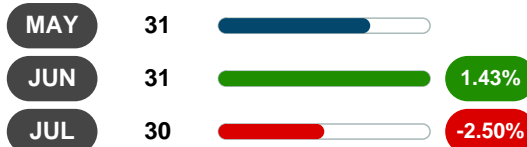


3 MONTHS

5 year JUL AVG = 36

High Feb 2018 56 Low Jul 2020 30

Average Days on Market to Sale this month at 30 below the 5 yr JUL average of 36



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
\$75,000 and less	7.47%	44	60	22	38	0
\$75,001 - \$125,000	12.34%	22	24	19	40	30
\$125,001 - \$175,000	17.78%	19	44	16	21	16
\$175,001 - \$225,000	19.40%	24	52	18	26	21
\$225,001 - \$300,000	18.67%	31	39	28	33	13
\$300,001 - \$400,000	13.31%	41	12	41	43	31
\$400,001 and up	11.04%	45	48	59	38	47
Average Closed DOM		30				
Total Closed Units		1,232				
Total Closed Volume		298,751,484				
			44	22	35	37
	100%	30	159	573	411	89
			20.00M	110.03M	126.42M	42.30M

July 2020



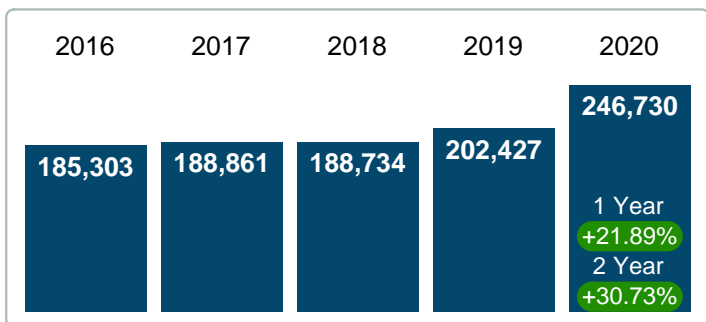
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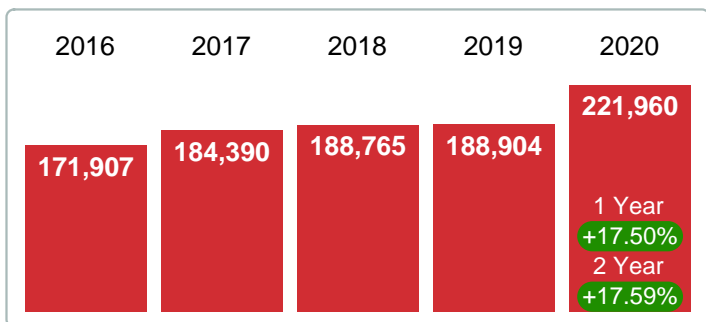
AVERAGE LIST PRICE AT CLOSING

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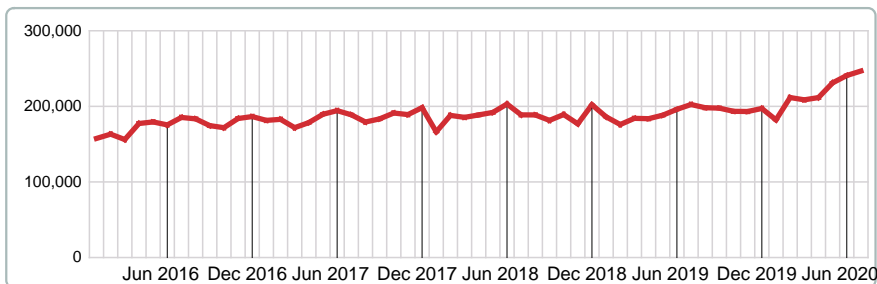
JULY



YEAR TO DATE (YTD)

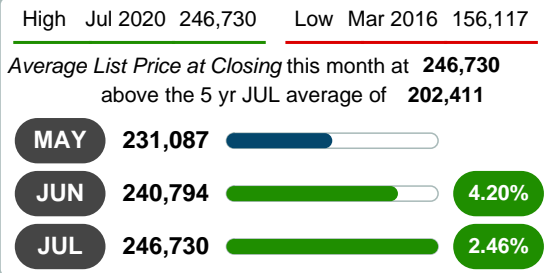


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 202,411



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		
\$75,000 and less	88	7.14%	44,593	36,404	58,155	67,483	0	
\$75,001 - \$125,000	157	12.74%	104,753	99,787	107,480	115,729	105,100	
\$125,001 - \$175,000	213	17.29%	154,086	149,188	155,186	158,872	159,950	
\$175,001 - \$225,000	235	19.07%	200,070	213,996	196,781	205,991	199,662	
\$225,001 - \$300,000	239	19.40%	261,150	261,338	262,084	261,615	259,991	
\$300,001 - \$400,000	162	13.15%	351,190	344,000	346,633	355,309	343,675	
\$400,001 and up	138	11.20%	612,001	858,500	520,521	598,586	668,658	
Average List Price		246,730		129,968	194,084	311,867	493,472	
Total Closed Units		1,232	100%	246,730	159	573	411	89
Total Closed Volume		303,971,137			20.66M	111.21M	128.18M	43.92M

July 2020



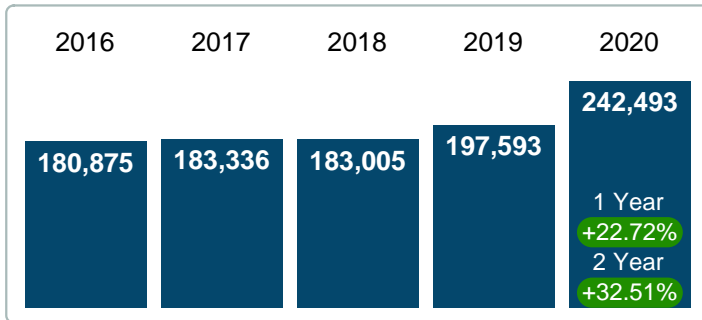
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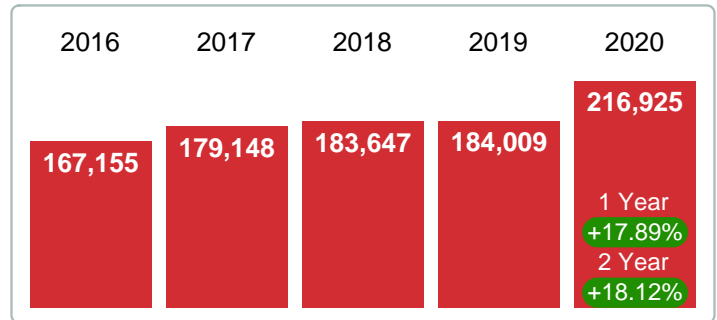
AVERAGE SOLD PRICE AT CLOSING

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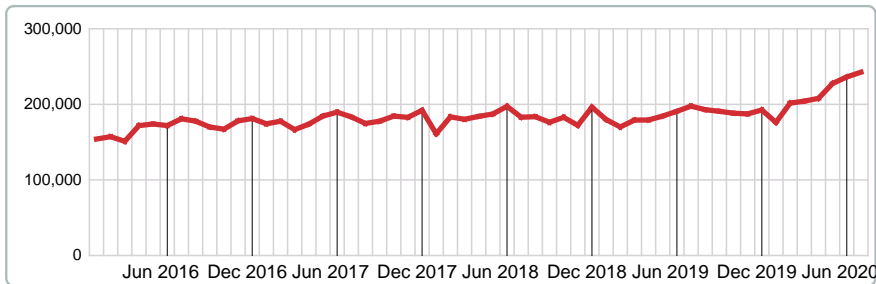
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

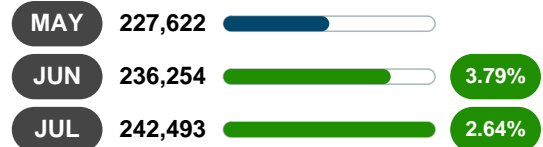


3 MONTHS

5 year JUL AVG = 197,460

High Jul 2020 242,493 Low Mar 2016 151,121

Average Sold Price at Closing this month at **242,493** above the 5 yr JUL average of **197,460**



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
\$75,000 and less	7.47%	43,504	33,428	55,308	56,650	0
\$75,001 - \$125,000	12.34%	103,659	99,313	104,884	112,200	101,427
\$125,001 - \$175,000	17.78%	153,355	146,296	154,131	154,697	159,950
\$175,001 - \$225,000	19.40%	200,302	206,693	196,565	204,997	194,765
\$225,001 - \$300,000	18.67%	260,448	256,115	261,506	260,126	261,436
\$300,001 - \$400,000	13.31%	346,735	335,500	341,366	350,560	336,222
\$400,001 and up	11.04%	593,886	775,695	505,171	585,522	639,234
Average Sold Price		242,493	125,814	192,017	307,599	475,257
Total Closed Units	100%	242,493	159	573	411	89
Total Closed Volume		298,751,484	20.00M	110.03M	126.42M	42.30M

July 2020



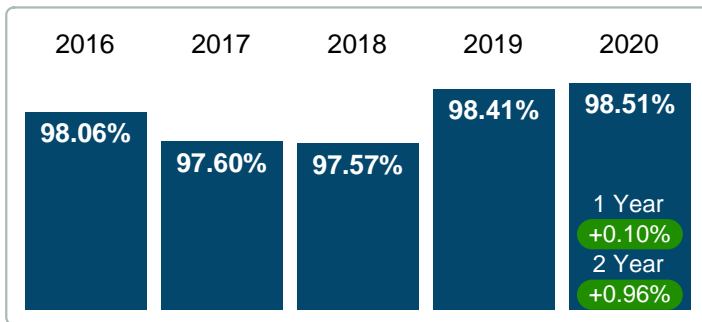
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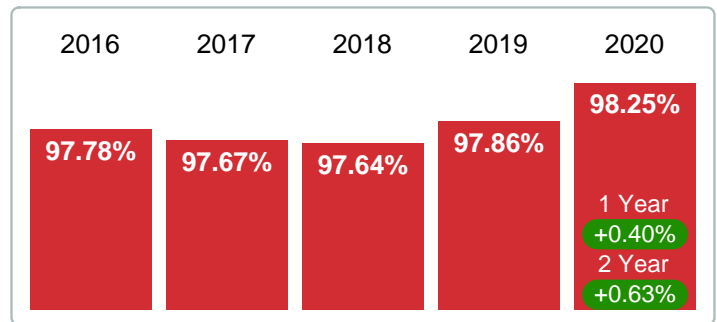
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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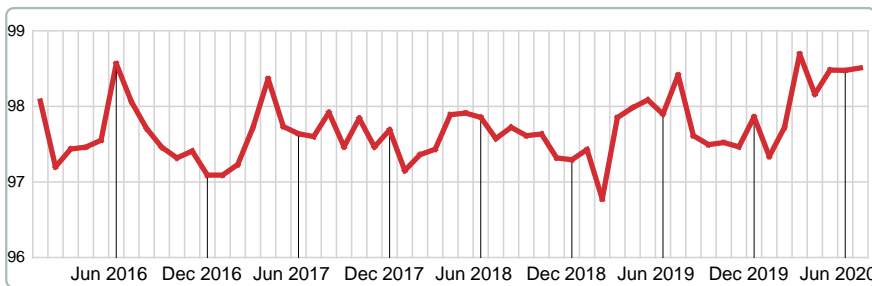
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

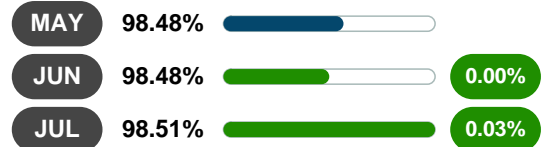


3 MONTHS

5 year JUL AVG = 98.03%

High Mar 2020 98.69% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **98.51%** above the 5 yr JUL average of **98.03%**



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
\$75,000 and less	92	7.47%	92.24%	89.98%	96.22%	87.21%	0.00%
\$75,001 - \$125,000	152	12.34%	98.46%	99.57%	98.10%	97.28%	96.29%
\$125,001 - \$175,000	219	17.78%	99.27%	98.44%	99.54%	98.24%	100.00%
\$175,001 - \$225,000	239	19.40%	99.67%	96.80%	99.95%	99.72%	102.97%
\$225,001 - \$300,000	230	18.67%	99.61%	98.08%	99.85%	99.52%	100.65%
\$300,001 - \$400,000	164	13.31%	98.60%	97.56%	98.64%	98.71%	97.97%
\$400,001 and up	136	11.04%	97.56%	92.20%	97.16%	98.39%	96.96%
Average Sold/List Ratio		98.50%		95.74%	99.06%	98.88%	98.19%
Total Closed Units		1,232	100%	159	573	411	89
Total Closed Volume		298,751,484		20.00M	110.03M	126.42M	42.30M

July 2020

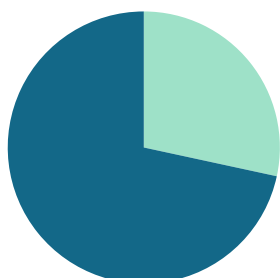
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on Aug 11, 2020 for MLS Technology Inc.

INVENTORY

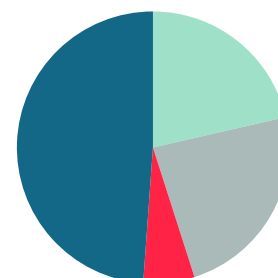


Inventory
 New Listings
1,570 = 28.39%
 Start Inventory
3,960
 Total Inventory Units
5,530
 Volume
\$1,830,022,214

Market Activity

Closed Sales
1,232 = 21.42%
 Pending Sales
1,360 = 23.64%
 Other Off Market
350 = 6.08%
 Active Inventory
2,810 = 48.85%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,154	1,232	6.76%	7,218	6,508	-9.84%
Pending Sales	1,040	1,360	30.77%	7,150	7,388	3.33%
New Listings	1,613	1,570	-2.67%	11,032	9,938	-9.92%
Average List Price	202,427	246,730	21.89%	188,904	221,960	17.50%
Average Sale Price	197,593	242,493	22.72%	184,009	216,925	17.89%
Average Percent of Selling Price to List Price	98.41%	98.51%	0.10%	97.86%	98.25%	0.40%
Average Days on Market to Sale	33.29	30.28	-9.06%	39.88	34.60	-13.24%
Monthly Inventory	4,688	2,810	-40.06%	4,688	2,810	-40.06%
Months Supply of Inventory	4.74	2.94	-37.97%	4.74	2.94	-37.97%

Absorption: Last 12 months, an Average of **955** Sales/Month

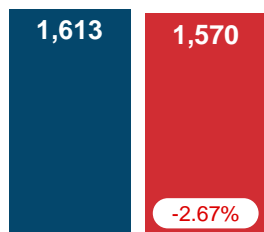
Inventory on July 31, 2020 = **2,810**

2019 **2020**

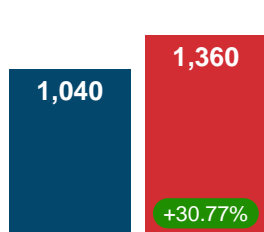
JULY MARKET

AVERAGE PRICES

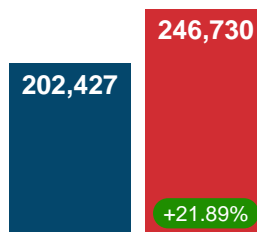
New Listings



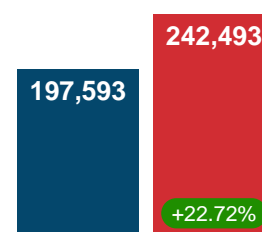
Pending Listings



List Price



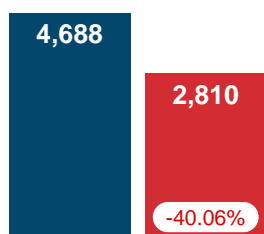
Sale Price



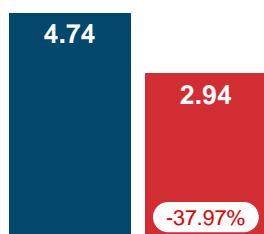
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

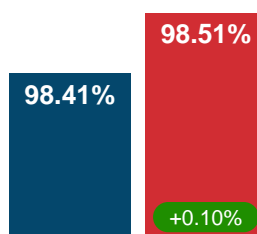
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

