

July 2020



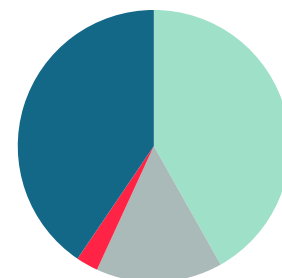
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	63	64	1.59%
Pending Listings	24	23	-4.17%
New Listings	85	62	-27.06%
Average List Price	1,029	1,176	14.29%
Average Sale Price	1,024	1,173	14.54%
Average Percent of Selling Price to List Price	99.74%	99.92%	0.18%
Average Days on Market to Sale	31.62	26.09	-17.47%
End of Month Inventory	128	62	-51.56%
Months Supply of Inventory	2.00	1.03	-48.40%



■ Closed (41.83%)
■ Pending (15.03%)
■ Other OffMarket (2.61%)
■ Active (40.52%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of July 31, 2020 = **62**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **51.56%** to 62 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **1.03** 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 **14.54%** in July 2020 to \$1,173 versus the previous year at \$1,024.

Average Days on Market Shortens

The average number of **26.09** days that homes spent on the market before selling decreased by 5.53 days or **17.47%** in July 2020 compared to last year's same month at **31.62** 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 62 New Listings in July 2020, down **27.06%** from last year at 85. Furthermore, there were 64 Closed Listings this month versus last year at 63, a **1.59%** increase.

Closed versus Listed trends yielded a **103.2%** ratio, up from previous year's, July 2019, at **74.1%**, a **39.27%** 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



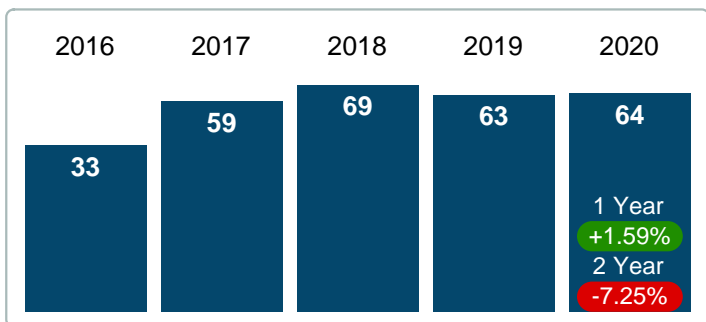
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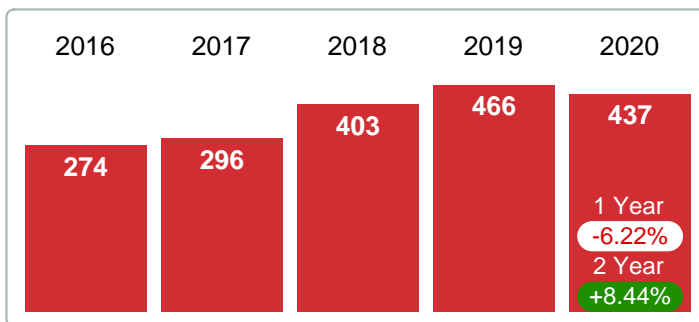
CLOSED LISTINGS

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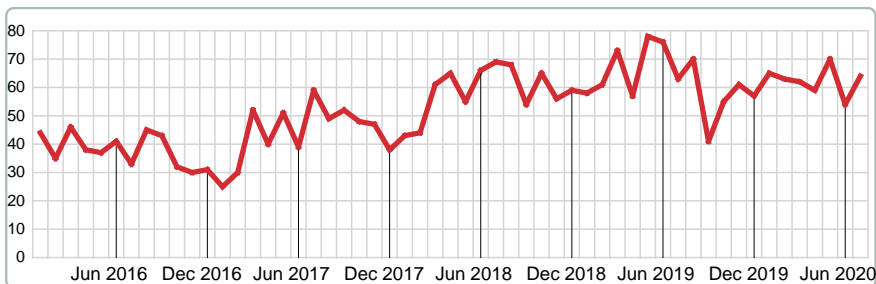
JULY



YEAR TO DATE (YTD)

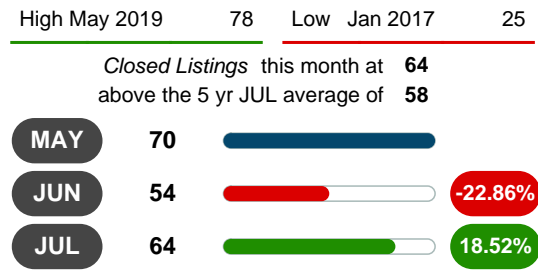


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 58



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	64	100.00%	26.1	22	40	2	0
Total Closed Units	64			22	40	2	0
Total Closed Volume	75,095	100%	26.1	22.19K	50.48K	2,425	0.00B
Average Closed Price	\$1,173			\$1,009	\$1,262	\$1,213	\$0

July 2020



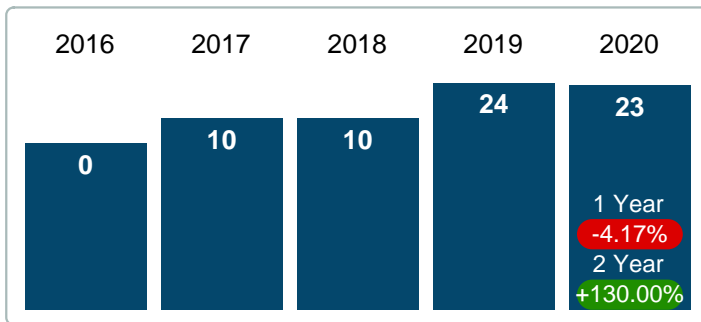
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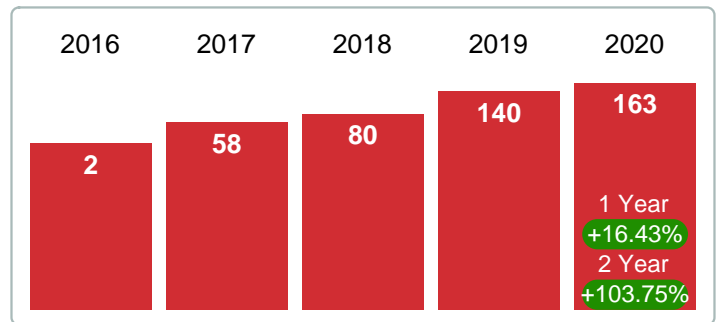
PENDING LISTINGS

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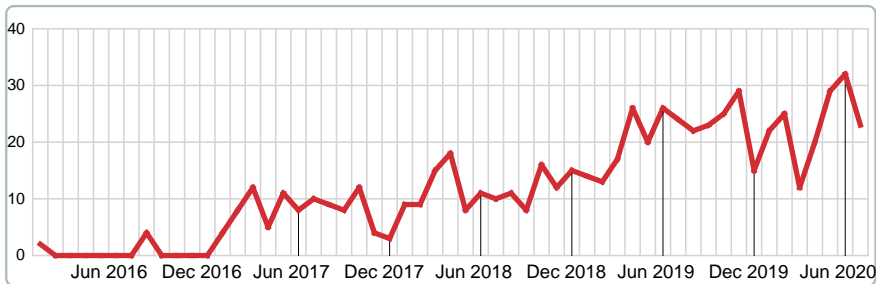
JULY



YEAR TO DATE (YTD)

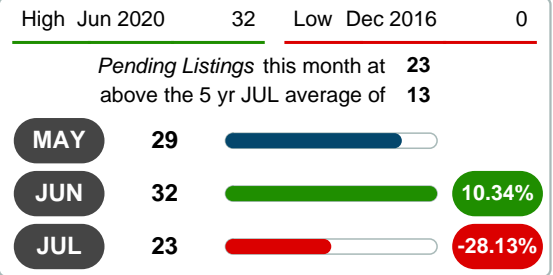


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 13



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	23	100.00%	22.6	8	13	2	0
Total Pending Units	23			8	13	2	0
Total Pending Volume	30,135	100%	22.6	8,850	17.79K	3,500	0.00B
Average Listing Price	\$1,310			\$1,106	\$1,368	\$1,750	\$0

July 2020



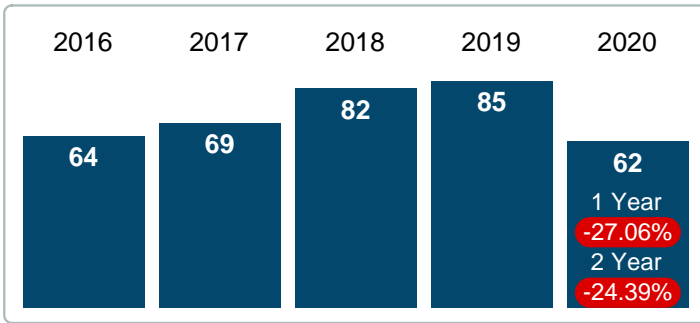
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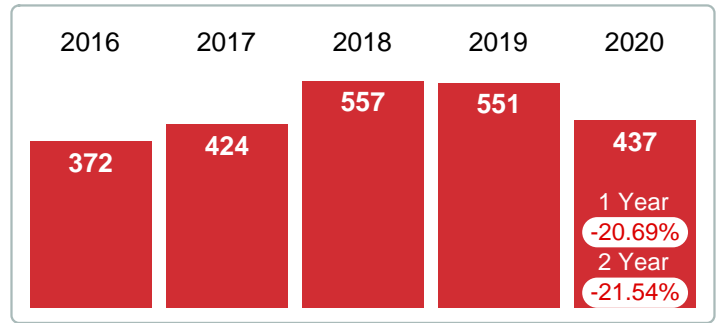
NEW LISTINGS

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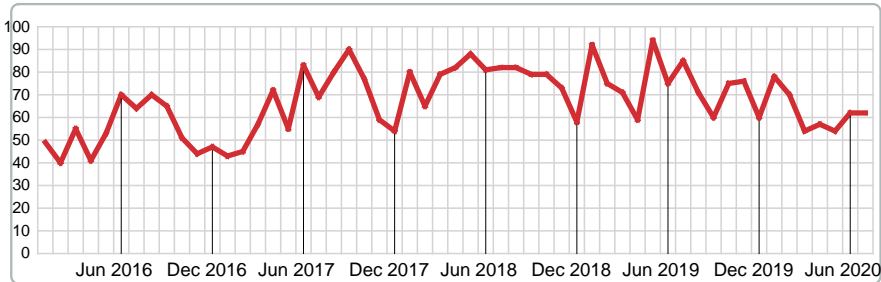
JULY



YEAR TO DATE (YTD)

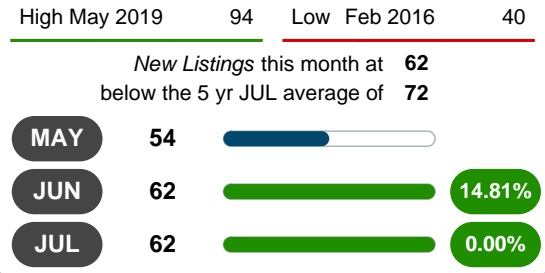


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 72



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	62	100.00%	21	36	5	0
Total New Listed Units	62		21	36	5	0
Total New Listed Volume	71,810	100%	20.13K	44.94K	6,750	0.00B
Average New Listed Listing Price	\$1,176		\$958	\$1,248	\$1,350	\$0

July 2020



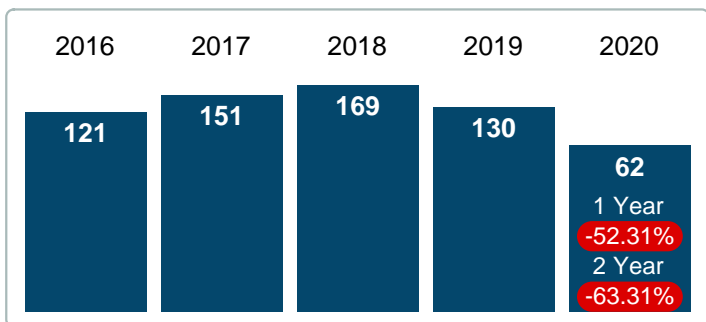
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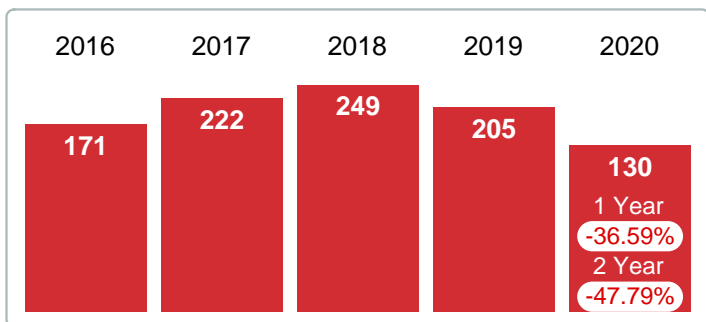
ACTIVE INVENTORY

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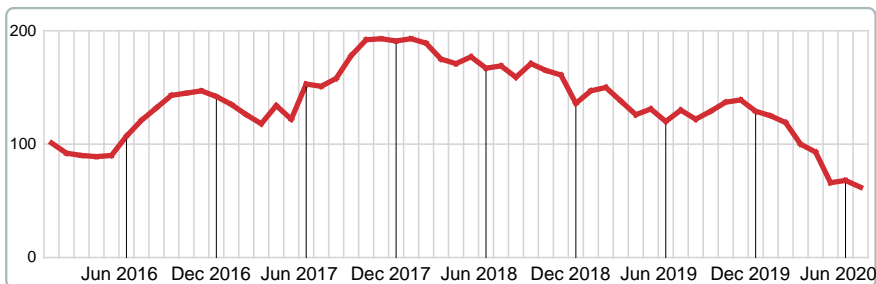
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 127

High Jan 2018 193 Low Jul 2020 62

Inventory this month at **62**
below the 5 yr JUL average of **127**

- MAY: 66 (Progress bar)
- JUN: 68 (Progress bar, +3.03%)
- JUL: 62 (Progress bar, -8.82%)

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	62	100.00%	61.4	23	33	6	0
Total Active Inventory by Units			62	23	33	6	0
Total Active Inventory by Volume			78,305	22.49K	47.20K	8,625	0.00B
Average Active Inventory Listing Price			\$1,263	\$978	\$1,430	\$1,438	\$0

July 2020



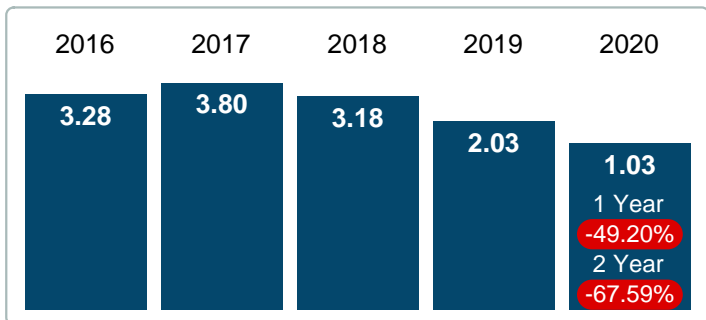
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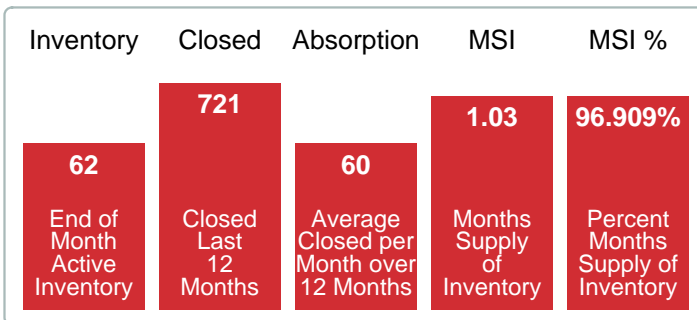
MONTHS SUPPLY of INVENTORY (MSI)

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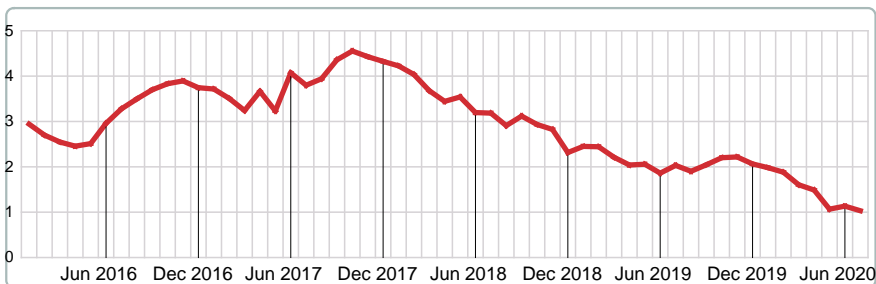
MSI FOR JULY



INDICATORS FOR JULY 2020

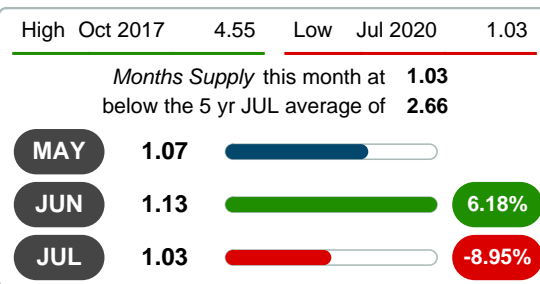


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.66



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	62	100.00%	1.03	0.97	1.01	1.67	0.00
Market Supply of Inventory (MSI)			1.03	0.97	1.01	1.67	0.00
		100%	1.03				
Total Active Inventory by Units			62	23	33	6	0

July 2020



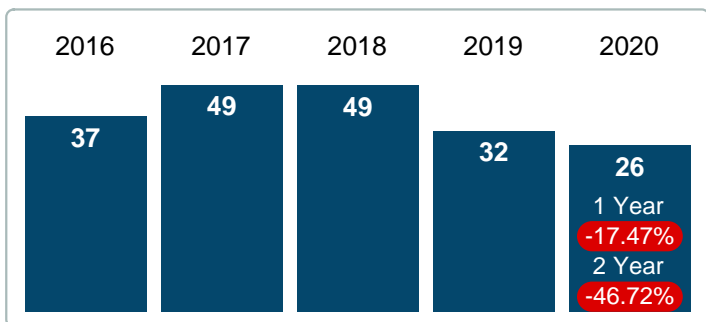
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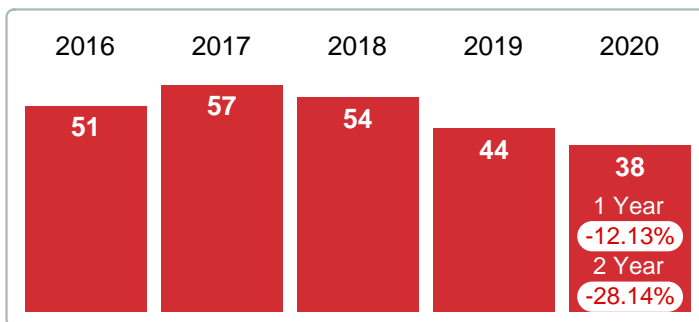
AVERAGE DAYS ON MARKET TO SALE

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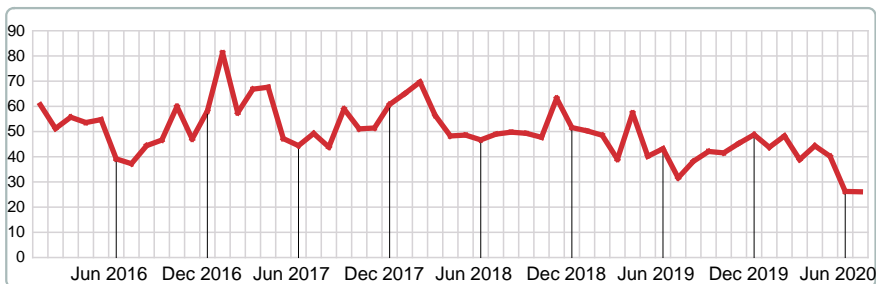
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

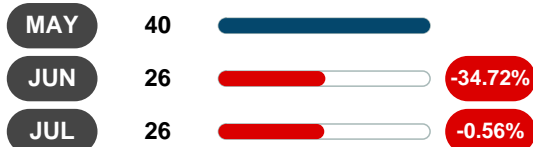


3 MONTHS

5 year JUL AVG = 39

High Jan 2017 81 Low Jul 2020 26

Average Days on Market to Sale this month at 26 below the 5 yr JUL average of 39



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	64	100.00%	26	29	25	11	0
Average Closed DOM			26	29	25	11	0
Total Closed Units		100%	26	22	40	2	
Total Closed Volume			75,095	22.19K	50.48K	2,425	0.00B

July 2020



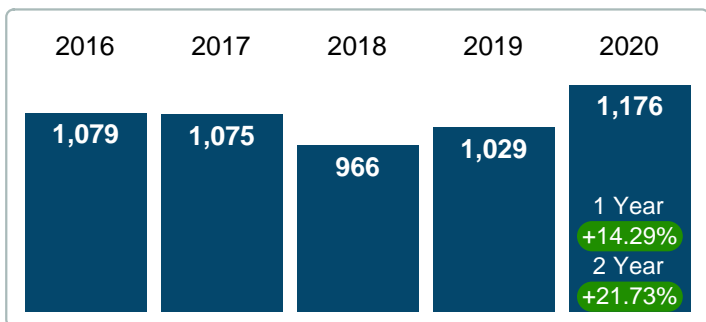
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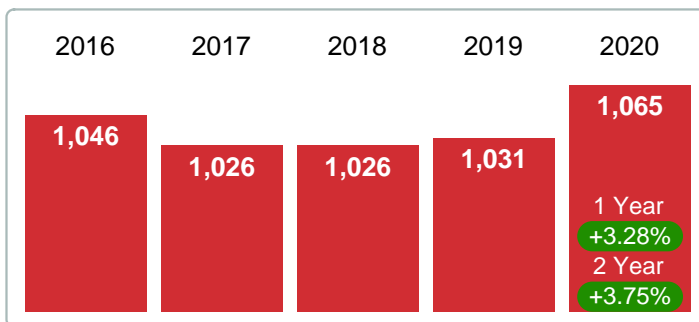
AVERAGE LIST PRICE AT CLOSING

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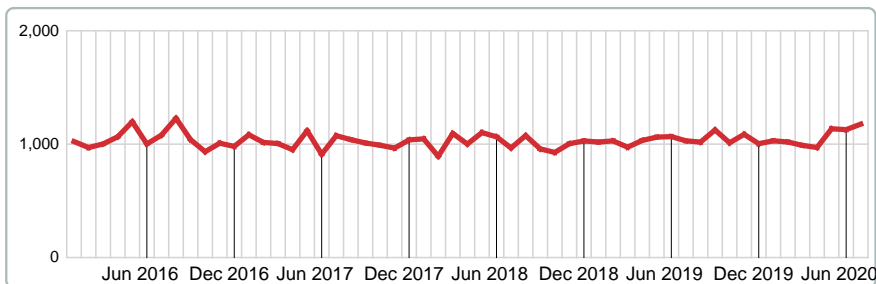
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,065

High Aug 2016 1,228 Low Feb 2018 893

Average List Price at Closing this month at 1,176 above the 5 yr JUL average of 1,065

- MAY 1,135
- JUN 1,128 (-0.65%)
- JUL 1,176 (4.30%)

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	64	100.00%	1,176	1,000	1,272	1,213	0
Average List Price			1,176	1,000	1,272	1,213	0
Total Closed Units		100%	1,176	22	40	2	
Total Closed Volume			75,285	22.00K	50.87K	2,425	0.00B

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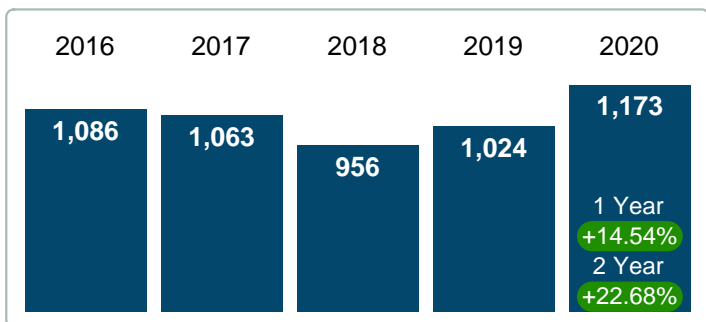
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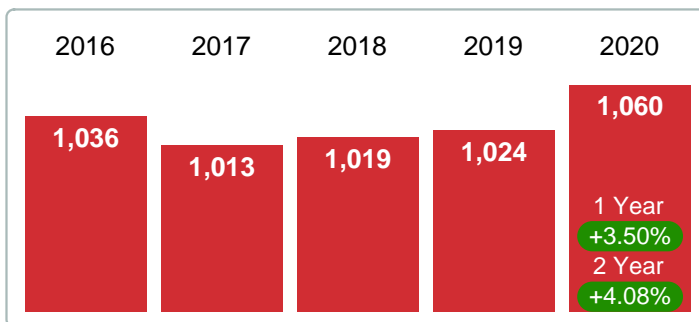
AVERAGE SOLD PRICE AT CLOSING

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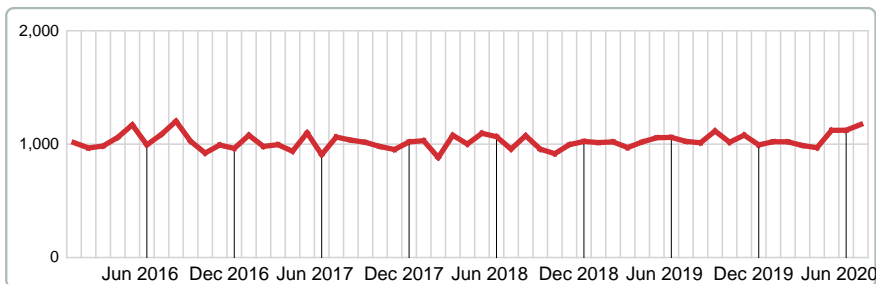
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,061

High Aug 2016 1,202 Low Feb 2018 882

Average Sold Price at Closing this month at 1,173 above the 5 yr JUL average of 1,061

MAY	1,122	Progress bar	
JUN	1,123	Progress bar	0.09%
JUL	1,173	Progress bar	4.51%

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	64	100.00%	1,173	1,009	1,262	1,213	0
Average Sold Price			1,173	1,009	1,262	1,213	0
Total Closed Units		100%	1,173	22	40	2	
Total Closed Volume			75,095	22.19K	50.48K	2,425	0.00B

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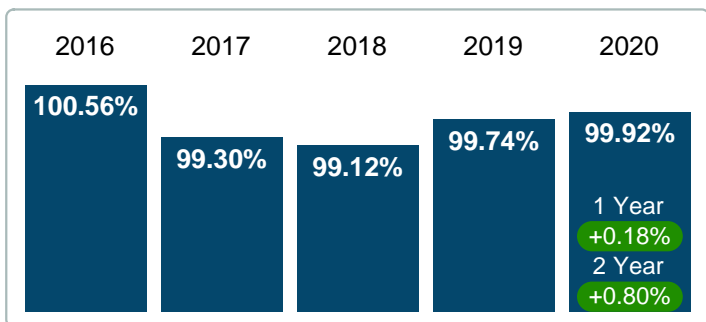
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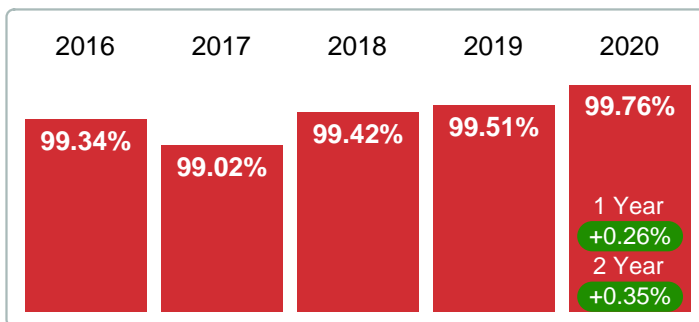
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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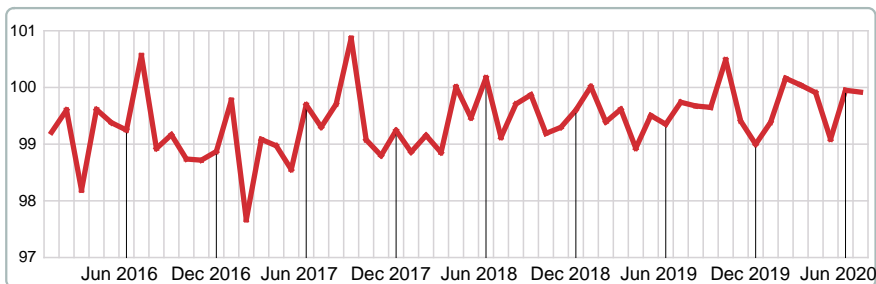
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

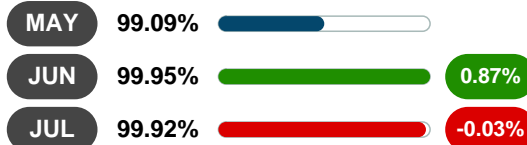


3 MONTHS

5 year JUL AVG = 99.73%

High Sep 2017 100.87% Low Feb 2017 97.67%

Average Sold/List Ratio this month at **99.92%** equal to 5 yr JUL average of **99.73%**



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	64	100.00%	99.92%	100.34%	99.68%	100.00%	0.00%
Average Sold/List Ratio		99.90%		100.34%	99.68%	100.00%	0.00%
Total Closed Units		64	100%	22	40	2	
Total Closed Volume		75,095		22.19K	50.48K	2,425	0.00B

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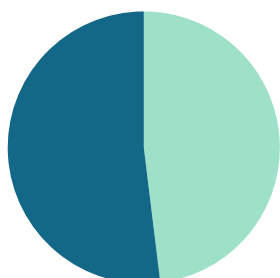
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MARKET SUMMARY

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INVENTORY

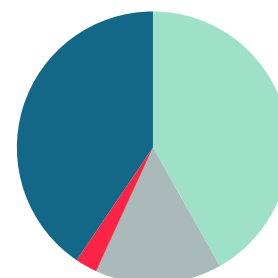


Inventory
 New Listings **62 = 48.06%**
 Start Inventory **67**
 Total Inventory Units **129**
 Volume **\$154,590**

Market Activity

Closed Sales **64 = 41.83%**
 Pending Sales **23 = 15.03%**
 Other Off Market **4 = 2.61%**
 Active Inventory **62 = 40.52%**

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	63	64	1.59%	466	437	-6.22%
Pending Sales	24	23	-4.17%	140	163	16.43%
New Listings	85	62	-27.06%	551	437	-20.69%
Average List Price	1,029	1,176	14.29%	1,031	1,065	3.28%
Average Sale Price	1,024	1,173	14.54%	1,024	1,060	3.50%
Average Percent of Selling Price to List Price	99.74%	99.92%	0.18%	99.51%	99.76%	0.26%
Average Days on Market to Sale	31.62	26.09	-17.47%	43.78	38.47	-12.13%
Monthly Inventory	128	62	-51.56%	128	62	-51.56%
Months Supply of Inventory	2.00	1.03	-48.40%	2.00	1.03	-48.40%

Absorption: Last 12 months, an Average of **60** Sales/Month

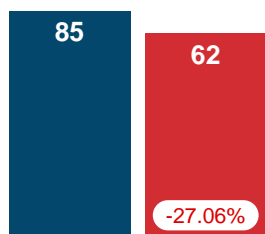
Inventory on July 31, 2020 = **62**

2019 **2020**

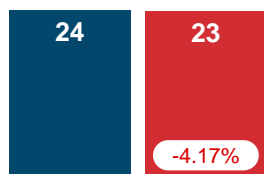
JULY MARKET

AVERAGE PRICES

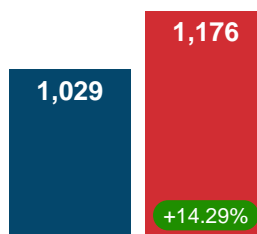
New Listings



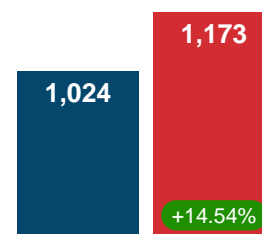
Pending Listings



List Price



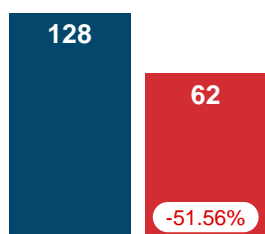
Sale Price



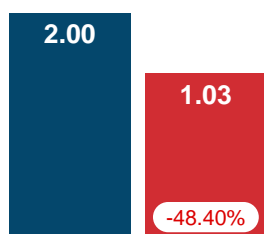
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

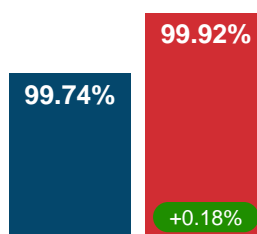
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

