

# July 2020



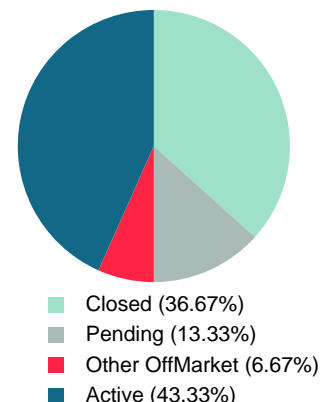
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	23	11	-52.17%
Pending Listings	5	4	-20.00%
New Listings	17	12	-29.41%
Median List Price	1,275	1,500	17.65%
Median Sale Price	1,250	1,500	20.00%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	29.00	18.00	-37.93%
End of Month Inventory	29	13	-55.17%
Months Supply of Inventory	1.91	0.94	-50.85%



**Absorption:** Last 12 months, an Average of **14** 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 **55.17%** to 13 existing homes available for sale. Over the last 12 months this area has had an average of 14 closed sales per month. This represents an unsold inventory index of **0.94** MSI for this period.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **20.00%** in July 2020 to \$1,500 versus the previous year at \$1,250.

#### Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 11.00 days or **37.93%** in July 2020 compared to last year's same month at **29.00** DOM.

#### Sales Success for July 2020 is Positive

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

There were 12 New Listings in July 2020, down **29.41%** from last year at 17. Furthermore, there were 11 Closed Listings this month versus last year at 23, a **-52.17%** decrease.

Closed versus Listed trends yielded a **91.7%** ratio, down from previous year's, July 2019, at **135.3%**, a **32.25%** 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



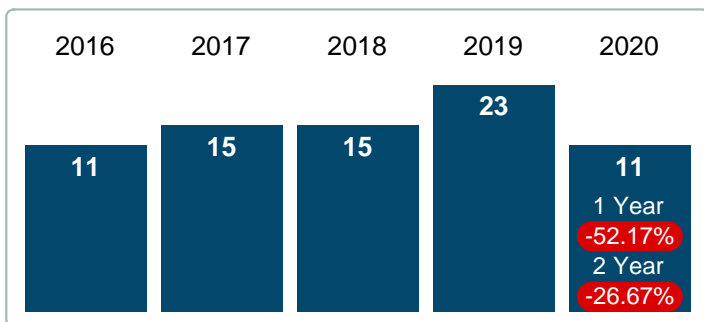
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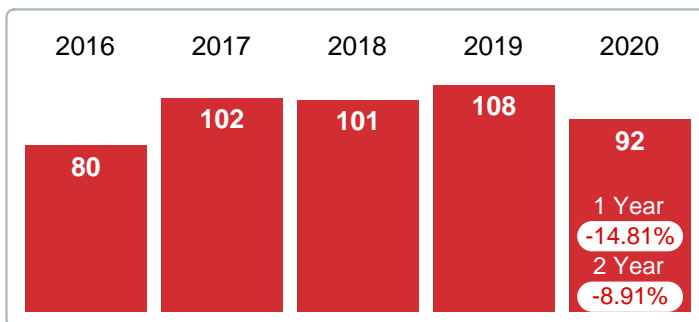
## CLOSED LISTINGS

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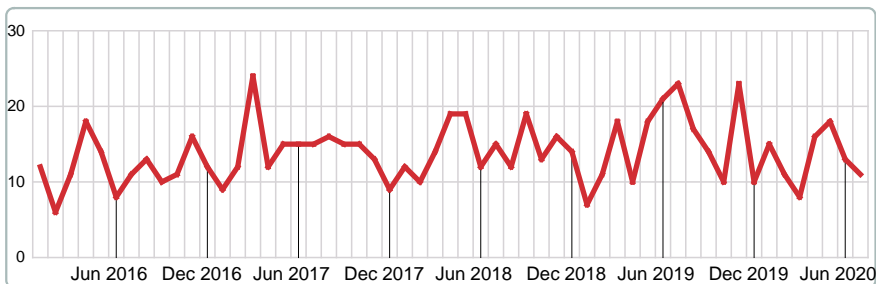
### JULY



### YEAR TO DATE (YTD)

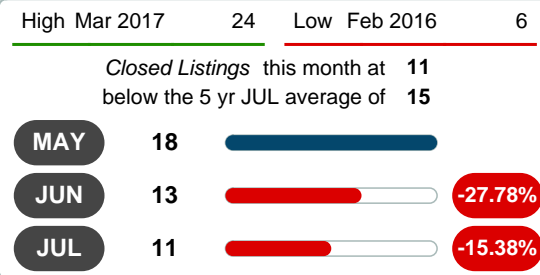


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 15



### 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	11	100.00%	18.0	2	3	5	1
<b>Total Closed Units</b>	<b>11</b>			<b>2</b>	<b>3</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>18,365</b>	<b>100%</b>	<b>18.0</b>	<b>2,525</b>	<b>4,570</b>	<b>9,445</b>	<b>1,825</b>
<b>Median Closed Price</b>	<b>\$1,500</b>			<b>\$1,263</b>	<b>\$1,275</b>	<b>\$1,700</b>	<b>\$1,825</b>

# July 2020



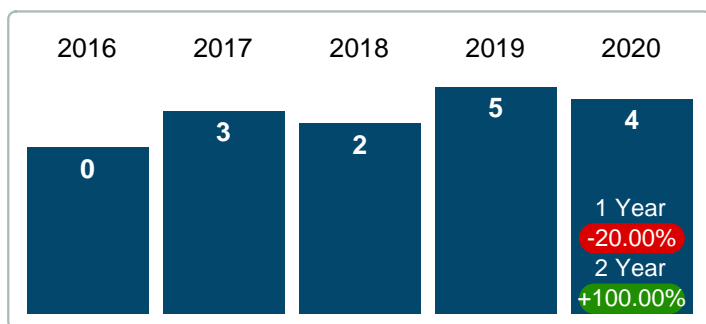
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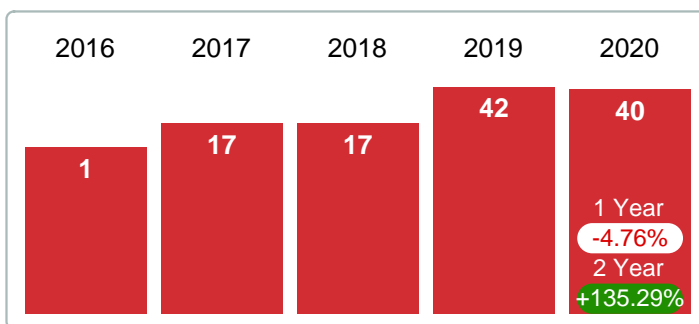
## PENDING LISTINGS

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

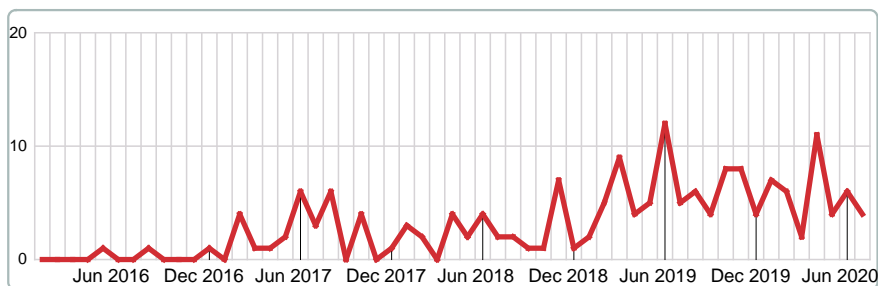
### JULY



### YEAR TO DATE (YTD)

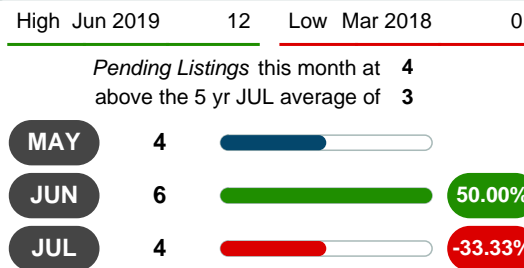


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 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%	18.0	0	0	0	0
\$1-\$0	0	0.00%	18.0	0	0	0	0
\$1-\$0	0	0.00%	18.0	0	0	0	0
\$1-\$0	0	0.00%	18.0	0	0	0	0
\$1-\$0	0	0.00%	18.0	0	0	0	0
\$1-\$0	0	0.00%	18.0	0	0	0	0
\$1 and up	4	100.00%	11.0	1	1	2	0
<b>Total Pending Units</b>	<b>4</b>			<b>1</b>	<b>1</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>6,074</b>	<b>100%</b>	<b>11.0</b>	<b>1,025</b>	<b>1,099</b>	<b>3,950</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$1,225</b>			<b>\$1,025</b>	<b>\$1,099</b>	<b>\$1,975</b>	<b>\$0</b>

# July 2020



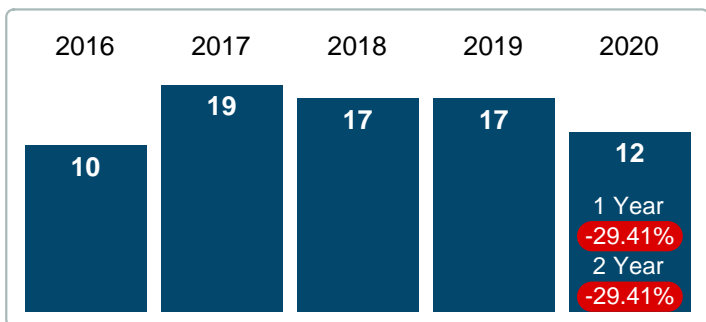
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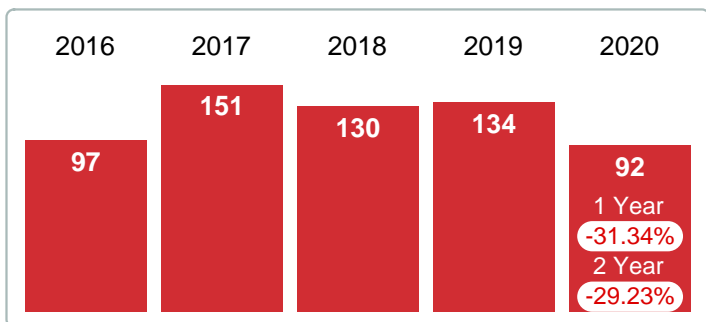
## NEW LISTINGS

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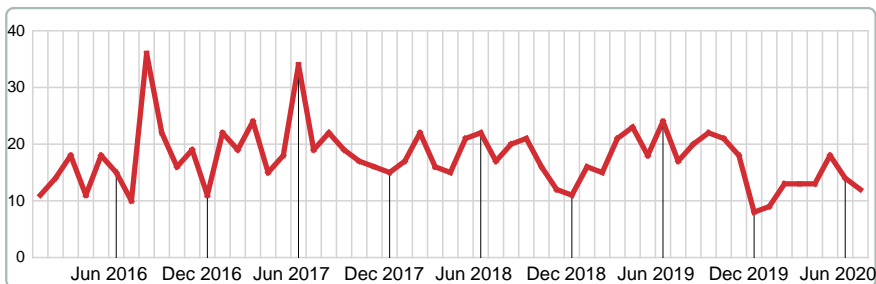
### JULY



### YEAR TO DATE (YTD)

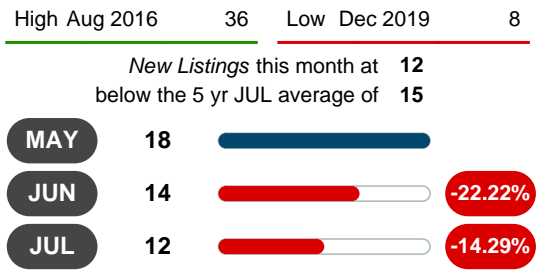


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 15



### 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	12	100.00%	1	4	5	2
<b>Total New Listed Units</b>	<b>12</b>		<b>1</b>	<b>4</b>	<b>5</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>19,484</b>	<b>100%</b>	<b>1,025</b>	<b>4,544</b>	<b>9,745</b>	<b>4,170</b>
<b>Median New Listed Listing Price</b>	<b>\$1,525</b>		<b>\$1,025</b>	<b>\$1,125</b>	<b>\$1,995</b>	<b>\$2,085</b>

# July 2020



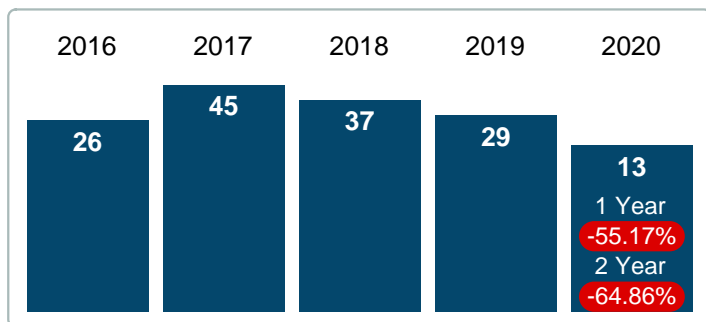
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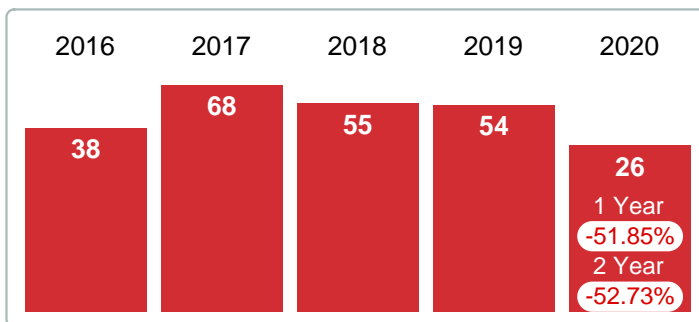
## ACTIVE INVENTORY

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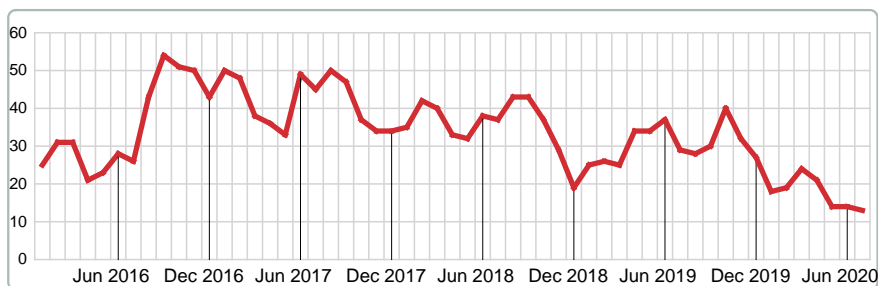
### END OF JULY



### ACTIVE DURING JULY

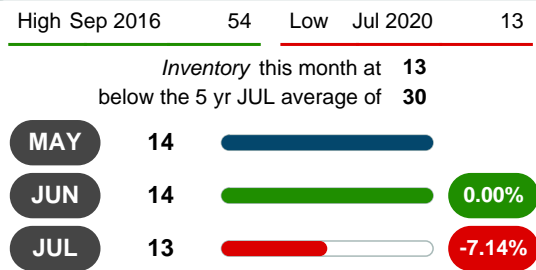


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 30



### 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	0.00%	11.0	0	0	0	0
\$1-\$0	0	0.00%	11.0	0	0	0	0
\$1-\$0	0	0.00%	11.0	0	0	0	0
\$1-\$0	0	0.00%	11.0	0	0	0	0
\$1-\$0	0	0.00%	11.0	0	0	0	0
\$1-\$0	0	0.00%	11.0	0	0	0	0
\$1 and up	13	100.00%	31.0	2	5	6	0
Total Active Inventory by Units			13	2	5	6	0
Total Active Inventory by Volume			18,074	2,090	5,739	10.25K	0.00B
Median Active Inventory Listing Price			\$1,250	\$1,045	\$1,150	\$1,800	\$0

# July 2020



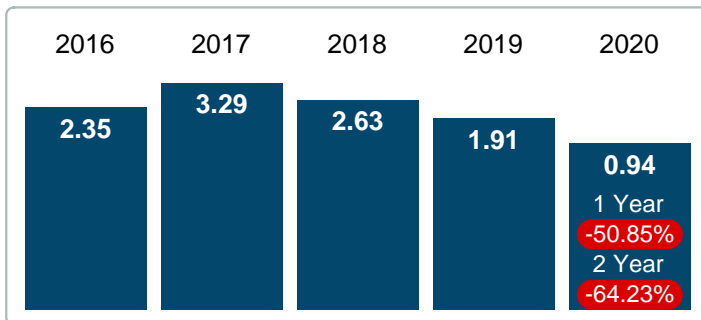
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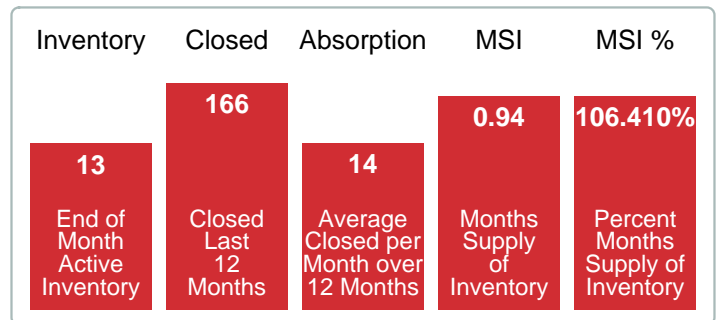
## MONTHS SUPPLY of INVENTORY (MSI)

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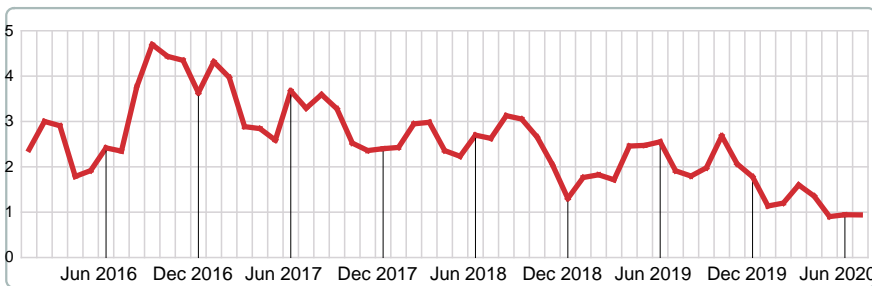
### MSI FOR JULY



### INDICATORS FOR JULY 2020

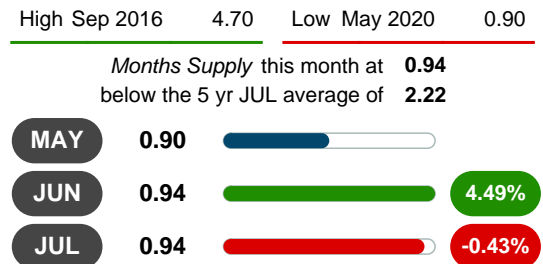


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 2.22



### 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%	0.94	3.00	0.55	1.57	0.00
Market Supply of Inventory (MSI)	0.94			3.00	0.55	1.57	0.00
Total Active Inventory by Units	13	100%	0.94	2	5	6	0

# July 2020



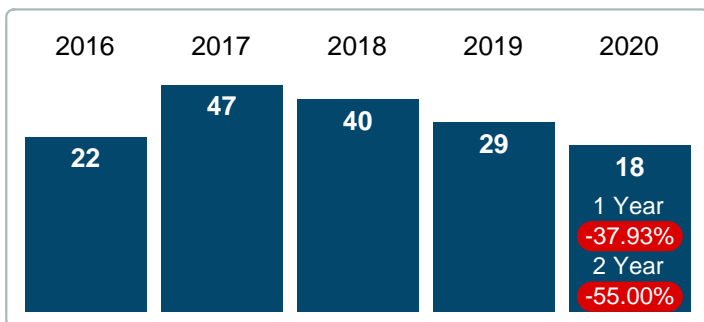
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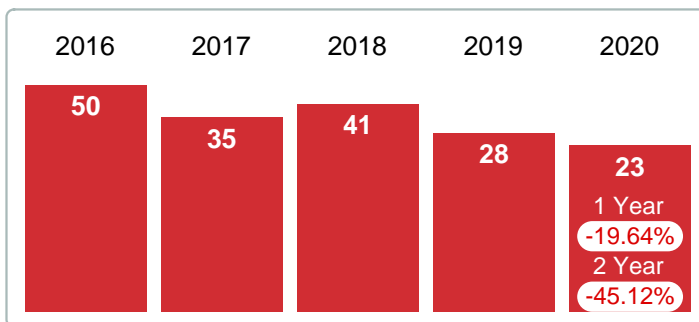
## MEDIAN DAYS ON MARKET TO SALE

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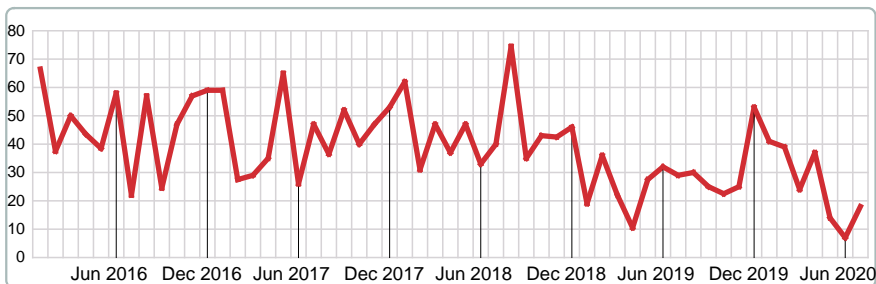
### JULY



### YEAR TO DATE (YTD)

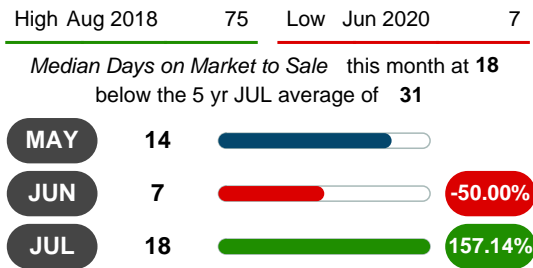


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 31



### 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	11	100.00%	18	30	21	18	8
Median Closed DOM			18	30	21	18	8
Total Closed Units		100%	18.0	2	3	5	1
Total Closed Volume			18,365	2,525	4,570	9,445	1,825

# July 2020



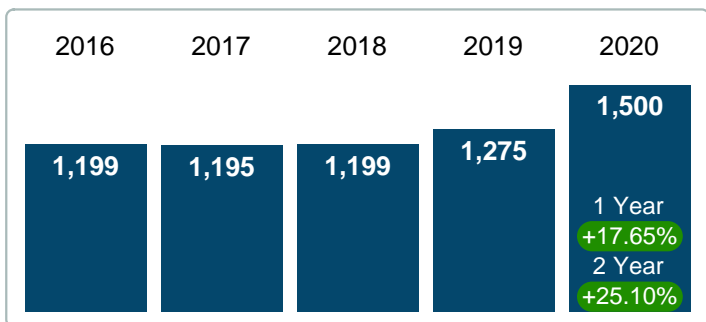
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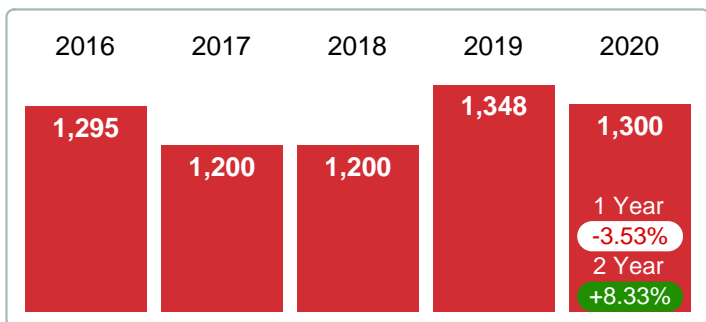
## MEDIAN LIST PRICE AT CLOSING

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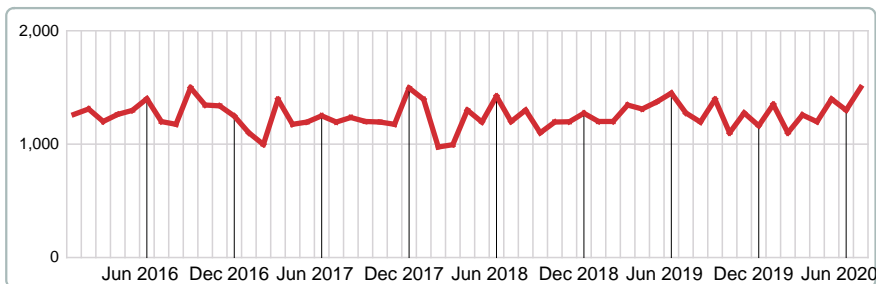
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,274

High Jul 2020 1,500 Low Feb 2018 975

Median List Price at Closing this month at 1,500 above the 5 yr JUL average of 1,274

MAY	1,398	<div style="width: 80%;"></div>
JUN	1,300	<div style="width: 60%; background-color: red;"></div> -6.98%
JUL	1,500	<div style="width: 100%; background-color: green;"></div> 15.38%

### 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	<div style="width: 0%;"></div>	0.00%	18	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	18	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	18	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	18	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	18	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	18	0	0	0	0
\$1 and up	<div style="width: 100%;"></div>	100.00%	1,500	1,263	1,275	1,700	1,825
Median List Price			1,500	1,263	1,275	1,700	1,825
Total Closed Units		100%	1,500	2	3	5	1
Total Closed Volume			18,365	2,525	4,570	9,445	1,825



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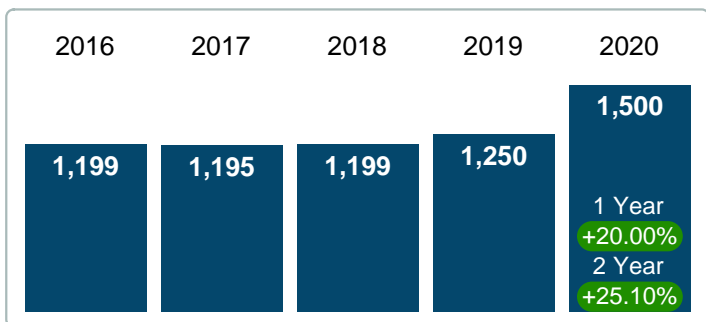
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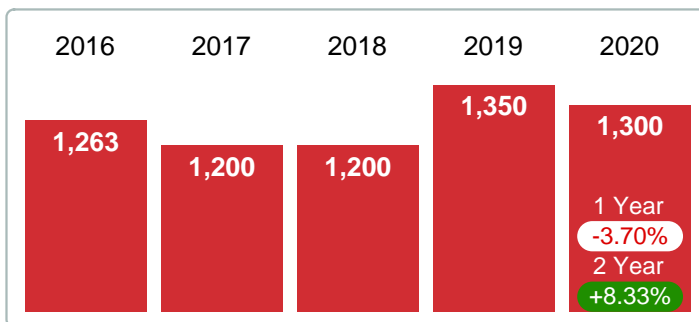
## MEDIAN SOLD PRICE AT CLOSING

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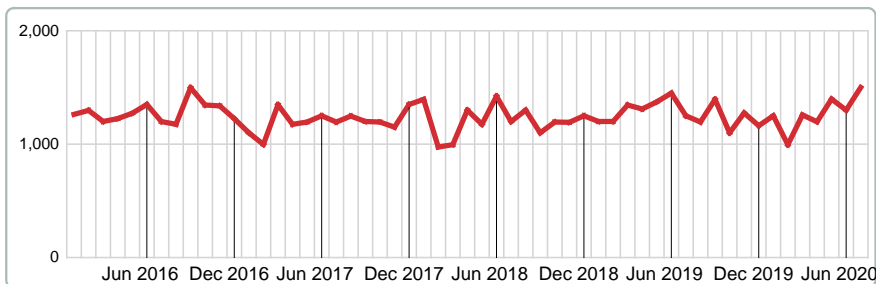
### JULY



### YEAR TO DATE (YTD)

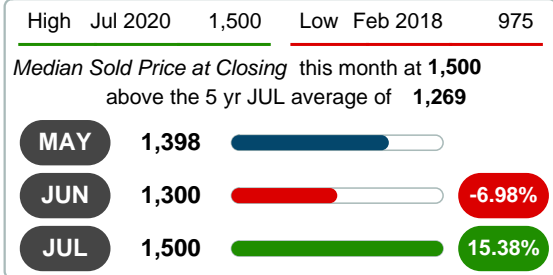


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,269



### 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%	1,500	0	0	0	0
\$1 \$0	0	0.00%	1,500	0	0	0	0
\$1 \$0	0	0.00%	1,500	0	0	0	0
\$1 \$0	0	0.00%	1,500	0	0	0	0
\$1 \$0	0	0.00%	1,500	0	0	0	0
\$1 \$0	0	0.00%	1,500	0	0	0	0
\$1 and up	11	100.00%	1,500	1,263	1,275	1,700	1,825
Median Sold Price			1,500	1,263	1,275	1,700	1,825
Total Closed Units		100%	1,500	2	3	5	1
Total Closed Volume			18,365	2,525	4,570	9,445	1,825

# July 2020



Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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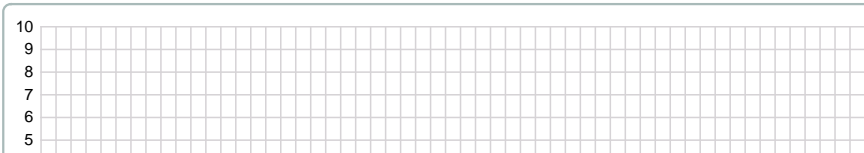
### JULY

2016	2017	2018	2019	2020
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### YEAR TO DATE (YTD)

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%	1,500.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,500.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,500.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,500.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,500.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,500.00%	0.00%	0.00%	0.00%	0.00%	
\$1 and up	11	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		11	100%	100.00%	2	3	5	1
Total Closed Volume		18,365			2,525	4,570	9,445	1,825

# July 2020



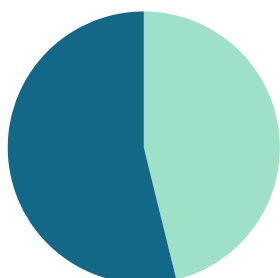
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

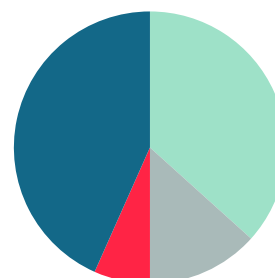


**Inventory**  
 New Listings  
**12 = 46.15%**  
 Start Inventory  
**14**  
 Total Inventory Units  
**26**  
 Volume  
**\$40,779**

### Market Activity

Closed Sales  
**11 = 36.67%**  
 Pending Sales  
**4 = 13.33%**  
 Other Off Market  
**2 = 6.67%**  
 Active Inventory  
**13 = 43.33%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	23	11	-52.17%	108	92	-14.81%
Pending Sales	5	4	-20.00%	42	40	-4.76%
New Listings	17	12	-29.41%	134	92	-31.34%
Median List Price	1,275	1,500	17.65%	1,348	1,300	-3.53%
Median Sale Price	1,250	1,500	20.00%	1,350	1,300	-3.70%
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	29.00	18.00	-37.93%	28.00	22.50	-19.64%
Monthly Inventory	29	13	-55.17%	29	13	-55.17%
Months Supply of Inventory	1.91	0.94	-50.85%	1.91	0.94	-50.85%

**Absorption:** Last 12 months, an Average of **14** Sales/Month

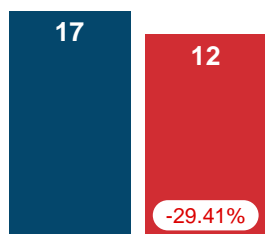
**Inventory** on July 31, 2020 = **13**

**2019** **2020**

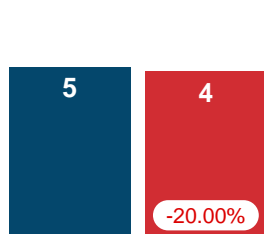
### JULY MARKET

### MEDIAN PRICES

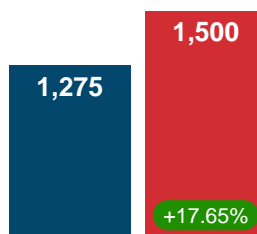
#### New Listings



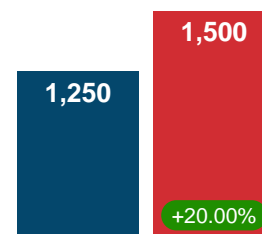
#### Pending Listings



#### List Price



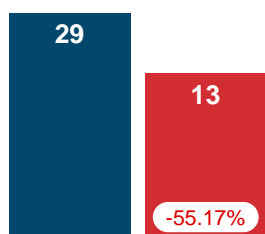
#### Sale Price



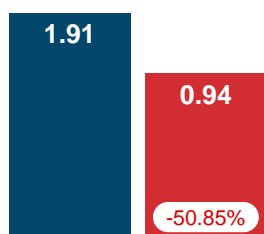
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

