

## May 2020



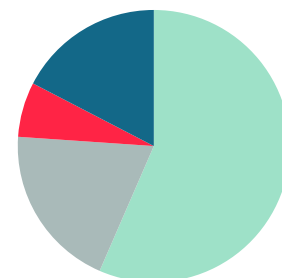
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	28	26	-7.14%
Pending Listings	4	9	125.00%
New Listings	26	15	-42.31%
Average List Price	1,438	1,315	-8.56%
Average Sale Price	1,434	1,314	-8.40%
Average Percent of Selling Price to List Price	99.72%	99.98%	0.26%
Average Days on Market to Sale	26.71	35.58	33.18%
End of Month Inventory	23	8	-65.22%
Months Supply of Inventory	1.13	0.39	-65.36%



■ Closed (56.52%)  
■ Pending (19.57%)  
■ Other OffMarket (6.52%)  
■ Active (17.39%)

**Absorption:** Last 12 months, an Average of **20** Sales/Month  
**Active Inventory** as of May 31, 2020 = **8**

#### Analysis Wrap-Up

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

The total housing inventory at the end of May 2020 decreased **65.22%** to 8 existing homes available for sale. Over the last 12 months this area has had an average of 20 closed sales per month. This represents an unsold inventory index of **0.39** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.40%** in May 2020 to \$1,314 versus the previous year at \$1,434.

##### Average Days on Market Lengthens

The average number of **35.58** days that homes spent on the market before selling increased by 8.86 days or **33.18%** in May 2020 compared to last year's same month at **26.71** DOM.

##### Sales Success for May 2020 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 15 New Listings in May 2020, down **42.31%** from last year at 26. Furthermore, there were 26 Closed Listings this month versus last year at 28, a **-7.14%** decrease.

Closed versus Listed trends yielded a **173.3%** ratio, up from previous year's, May 2019, at **107.7%**, a **60.95%** upswing. 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

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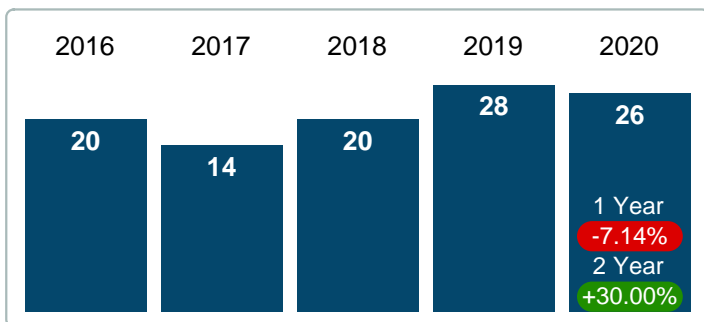
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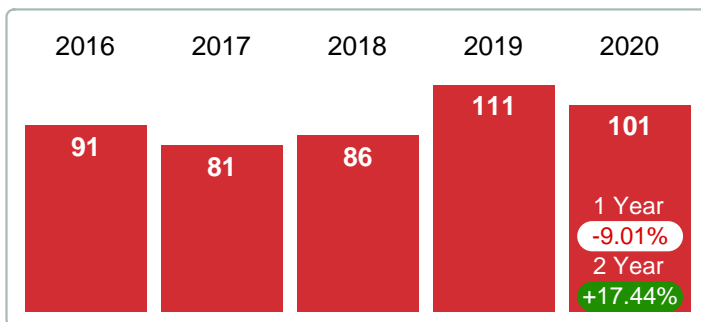
## CLOSED LISTINGS

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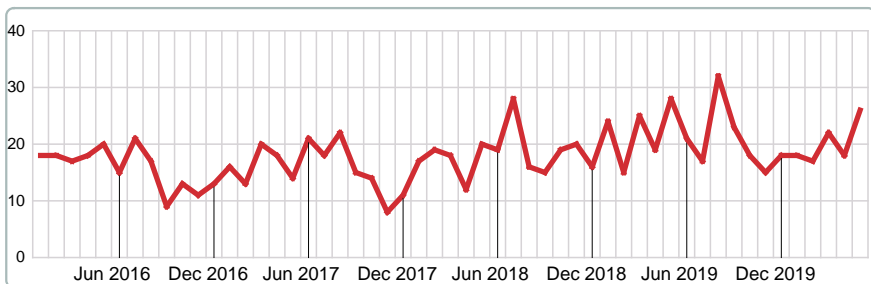
### MAY



### YEAR TO DATE (YTD)

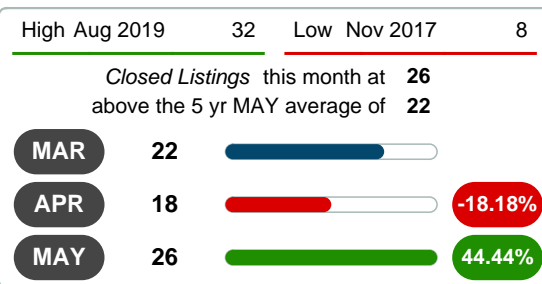


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 22



### 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	26	100.00%	35.6	4	14	7	1
<b>Total Closed Units</b>	<b>26</b>			<b>4</b>	<b>14</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>34,154</b>	<b>100%</b>	<b>35.6</b>	<b>3,424</b>	<b>16.82K</b>	<b>11.12K</b>	<b>2,795</b>
<b>Average Closed Price</b>	<b>\$1,314</b>			<b>\$856</b>	<b>\$1,201</b>	<b>\$1,589</b>	<b>\$2,795</b>

# May 2020



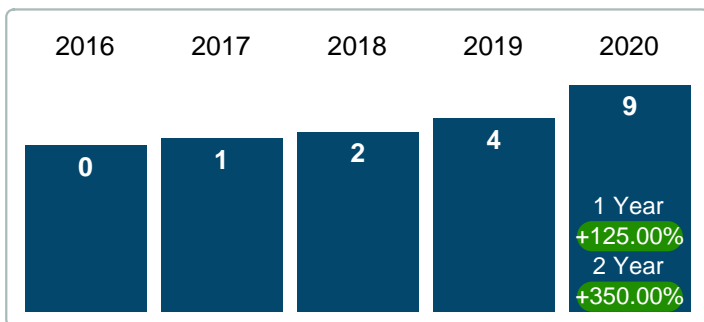
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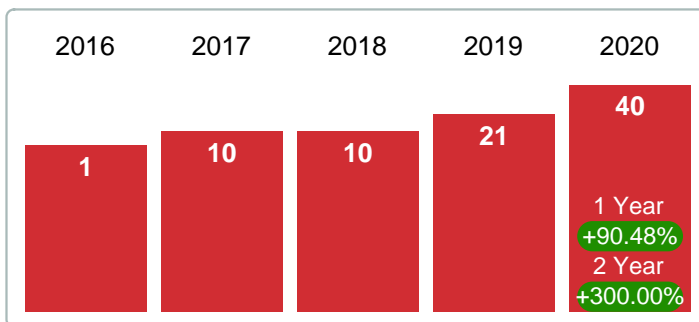
## PENDING LISTINGS

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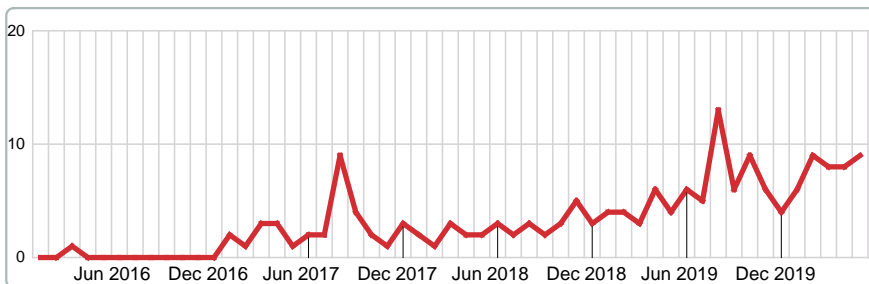
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

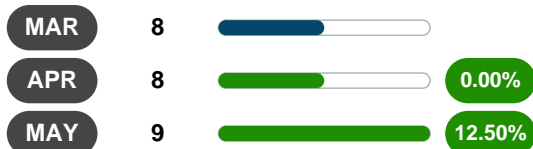


### 3 MONTHS

5 year MAY AVG = 3

High Aug 2019 13 Low Dec 2016 0

Pending Listings this month at 9 above the 5 yr MAY average of 3



### 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	9	100.00%	34.7	1	8	0	0
<b>Total Pending Units</b>	<b>9</b>			<b>1</b>	<b>8</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>11,434</b>	<b>100%</b>	<b>34.7</b>	<b>999</b>	<b>10.44K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,270</b>			<b>\$999</b>	<b>\$1,304</b>	<b>\$0</b>	<b>\$0</b>

# May 2020



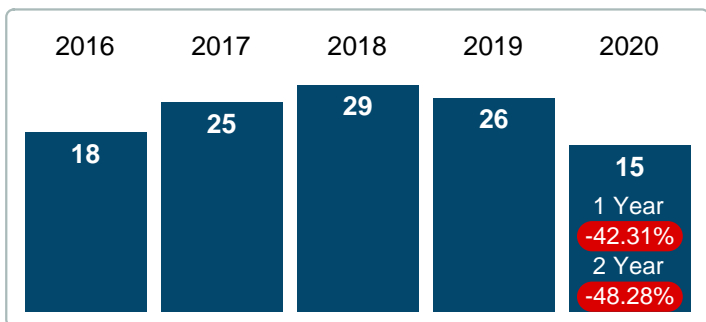
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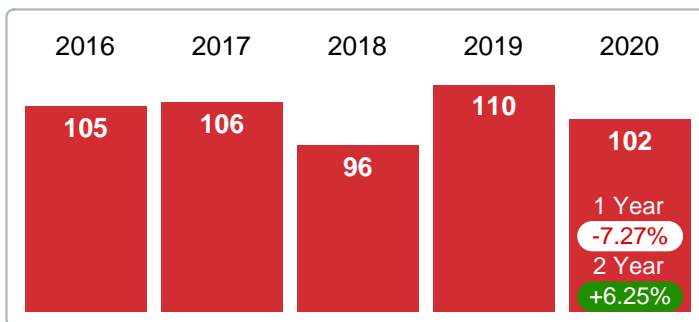
## NEW LISTINGS

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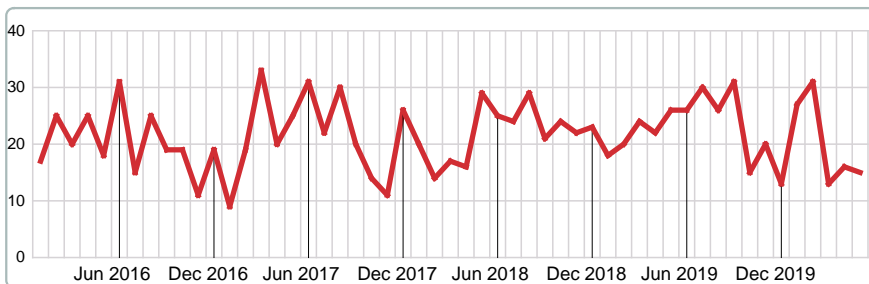
### MAY



### YEAR TO DATE (YTD)

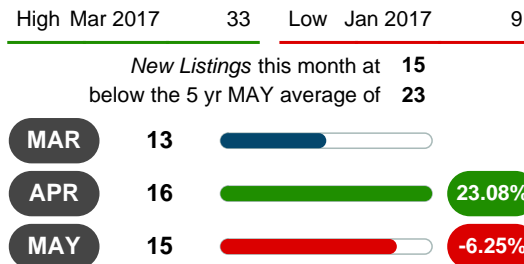


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 23



### 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	15	100.00%	1	12	2	0
<b>Total New Listed Units</b>	<b>15</b>		<b>1</b>	<b>12</b>	<b>2</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>19,060</b>	<b>100%</b>	<b>900</b>	<b>14.97K</b>	<b>3,190</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,259</b>		<b>\$900</b>	<b>\$1,248</b>	<b>\$1,595</b>	<b>\$0</b>

# May 2020



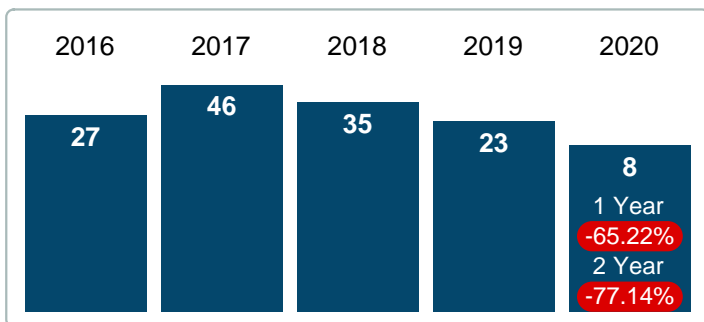
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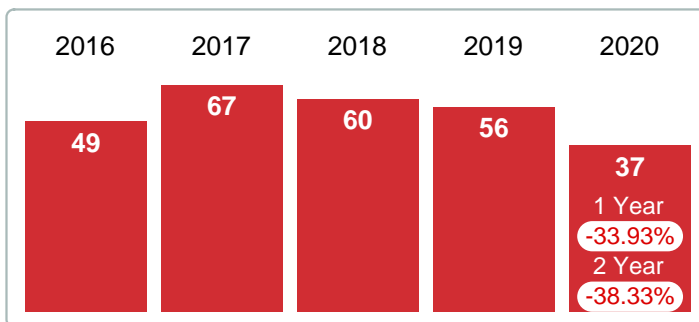
## ACTIVE INVENTORY

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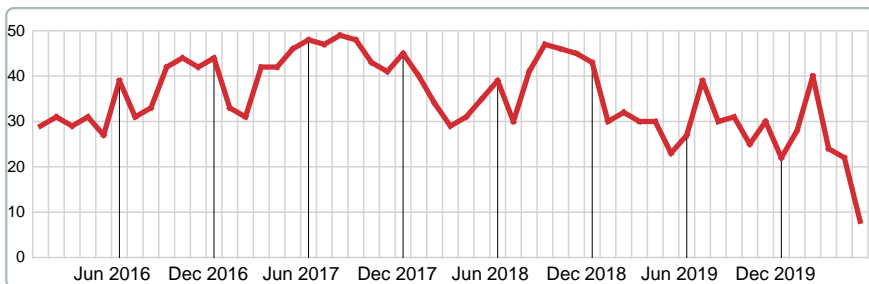
### END OF MAY



### ACTIVE DURING MAY

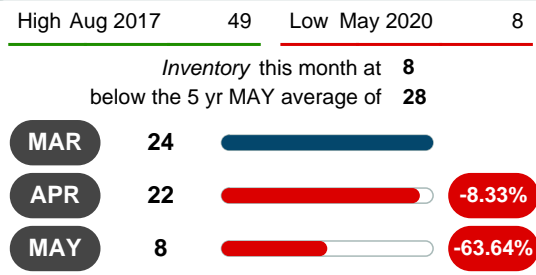


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 28



### 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	8	100.00%	36.6	0	7	1	0
Total Active Inventory by Units			8	0	7	1	0
Total Active Inventory by Volume			10,390	0.00B	8,895	1,495	0.00B
Average Active Inventory Listing Price			\$1,299	\$0	\$1,271	\$1,495	\$0

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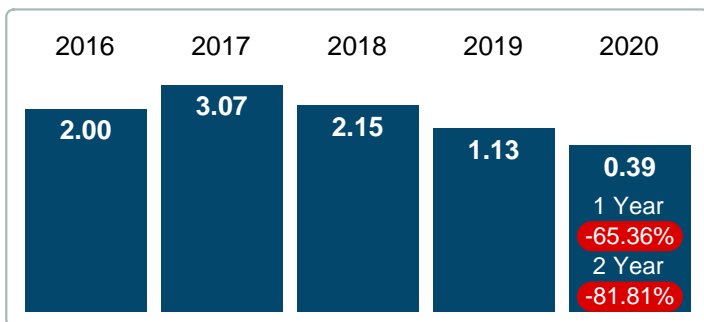
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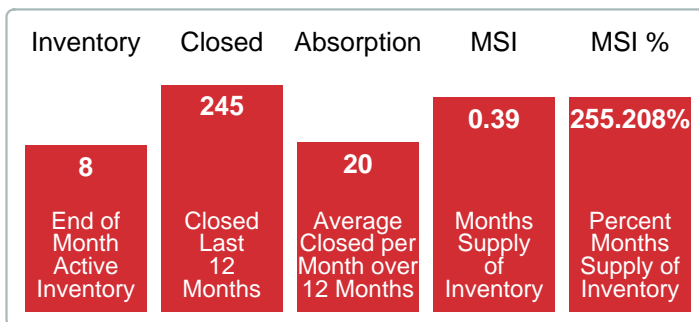
## MONTHS SUPPLY of INVENTORY (MSI)

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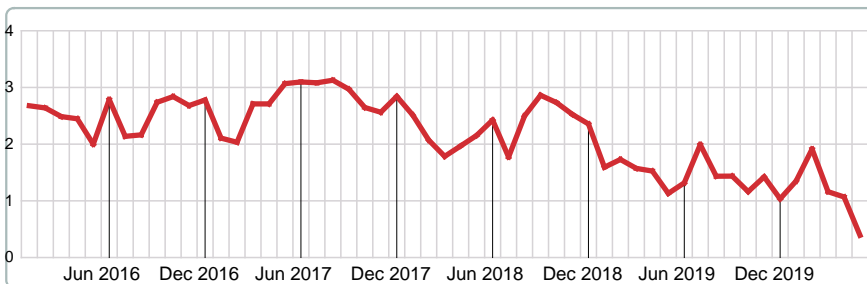
### MSI FOR MAY



### INDICATORS FOR MAY 2020

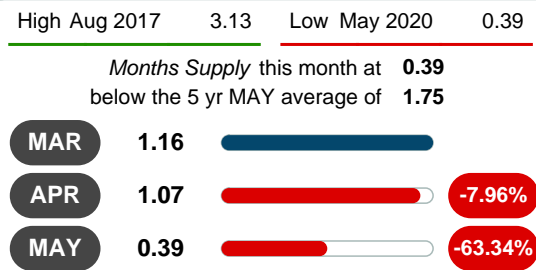


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1.75



### 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	8	100.00%	0.39	0.00	0.52	0.21	0.00
Market Supply of Inventory (MSI)	0.39			0.00	0.52	0.21	0.00
Total Active Inventory by Units	8	100%	0.39	0	7	1	0

# May 2020



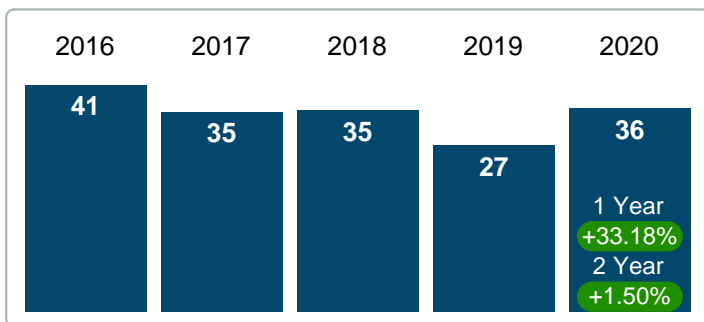
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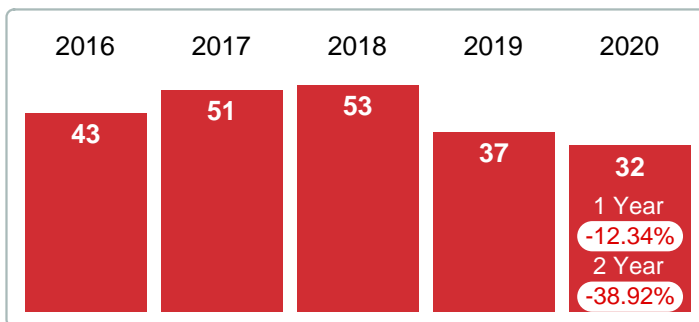
## AVERAGE DAYS ON MARKET TO SALE

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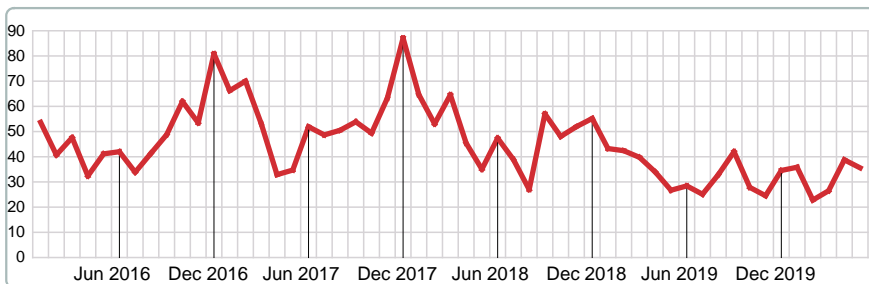
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

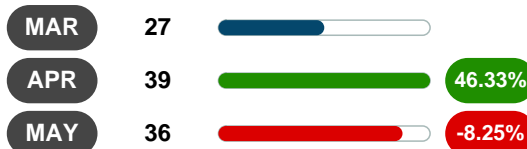


### 3 MONTHS

5 year MAY AVG = 35

High Dec 2017 87 Low Feb 2020 23

Average Days on Market to Sale this month at 36 above the 5 yr MAY average of 35



### 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	26	100.00%	36	21	21	69	63
Average Closed DOM			36	21	21	69	63
Total Closed Units		100%	36	4	14	7	1
Total Closed Volume			34,154	3,424	16.82K	11.12K	2,795

# May 2020



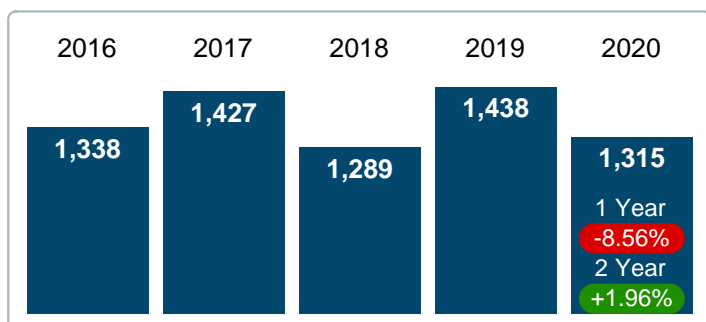
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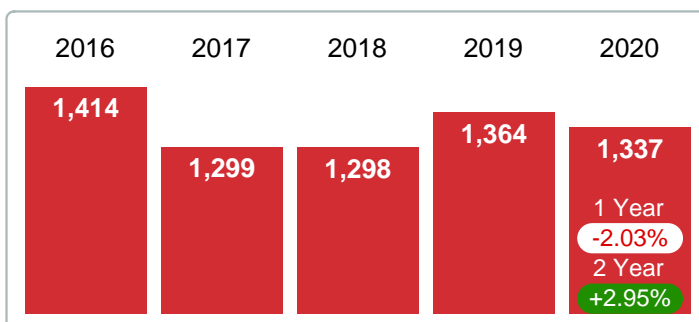
## AVERAGE LIST PRICE AT CLOSING

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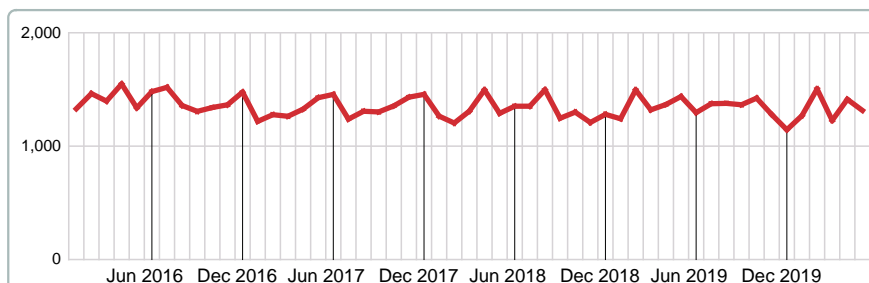
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

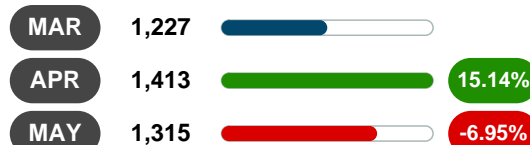


### 3 MONTHS

5 year MAY AVG = 1,361

High Apr 2016 1,548 Low Dec 2019 1,144

Average List Price at Closing this month at 1,315 below the 5 yr MAY average of 1,361



### 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> 26	100.00%	1,315	850	1,201	1,596	2,795
Average List Price			1,315	850	1,201	1,596	2,795
Total Closed Units		100%	1,315	4	14	7	1
Total Closed Volume			34,179	3,399	16.82K	11.17K	2,795



# May 2020



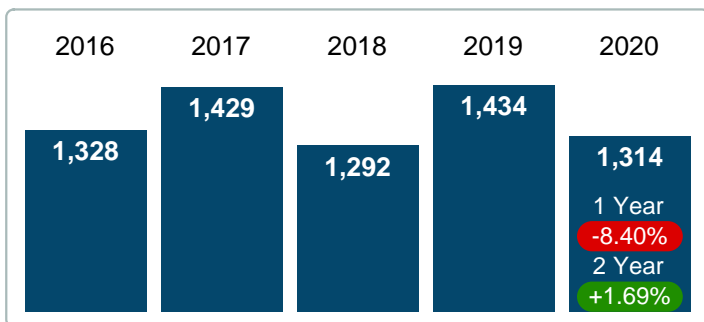
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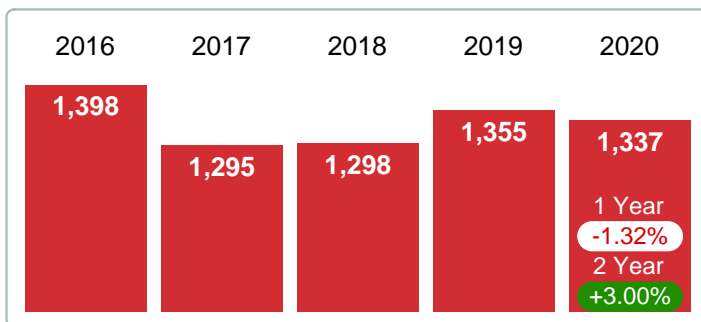
## AVERAGE SOLD PRICE AT CLOSING

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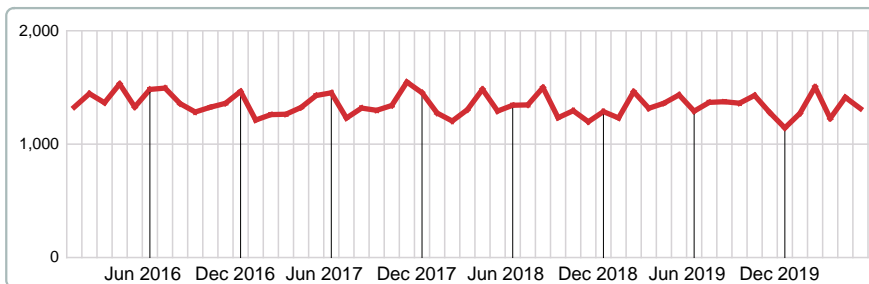
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,359

High Nov 2017 1,547    Low Dec 2019 1,143

Average Sold Price at Closing this month at **1,314**  
below the 5 yr MAY average of **1,359**

MAR	1,227	<div style="width: 80%;"></div>
APR	1,413	<div style="width: 100%;"></div> 15.14%
MAY	1,314	<div style="width: 90%;"></div> -7.02%

### 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	<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> 26	100.00%	1,314	856	1,201	1,589	2,795
Average Sold Price			1,314	856	1,201	1,589	2,795
Total Closed Units		100%	1,314	4	14	7	1
Total Closed Volume			34,154	3,424	16.82K	11.12K	2,795

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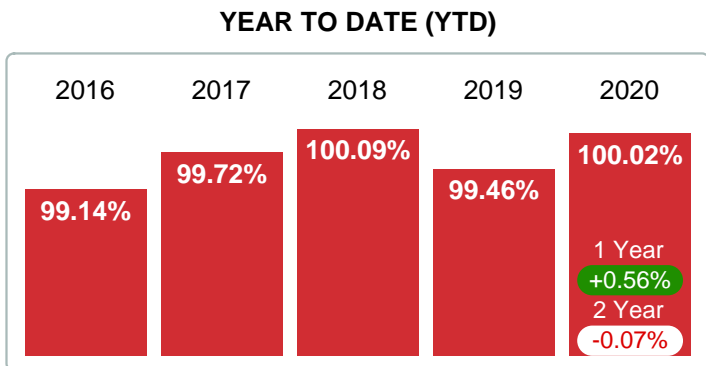
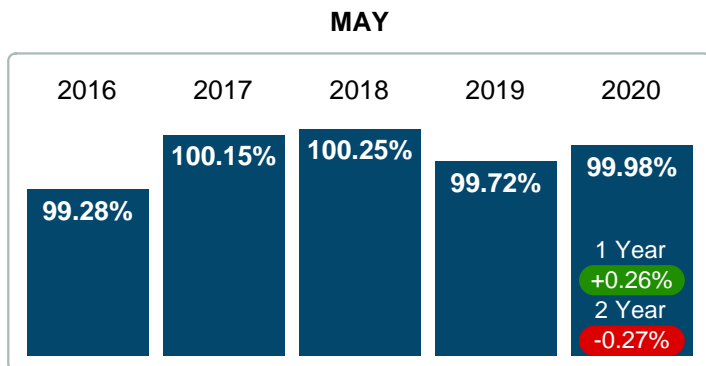


Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type

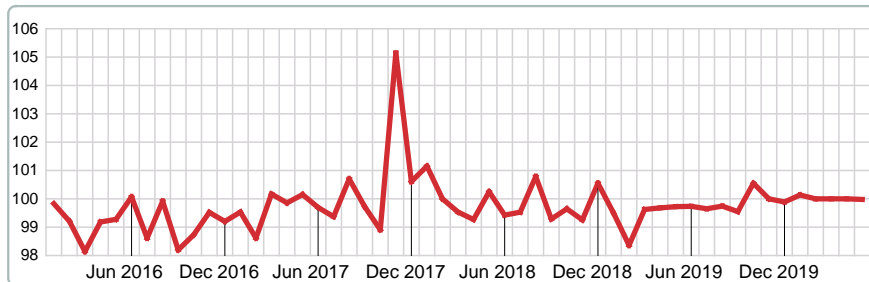


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

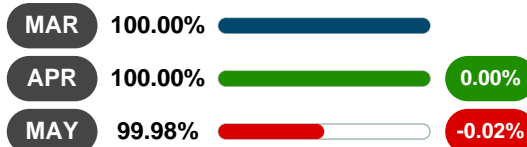


### 3 MONTHS

5 year MAY AVG = 99.88%

High Nov 2017 105.14% Low Mar 2016 98.14%

Average Sold/List Ratio this month at **99.98%**  
equal to 5 yr MAY average of **99.88%**



## 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	26	100.00%	99.98%	100.69%	100.00%	99.52%	100.00%
Average Sold/List Ratio		100.00%		100.69%	100.00%	99.52%	100.00%
Total Closed Units	26	100%	100.00%	4	14	7	1
Total Closed Volume	34,154			3,424	16.82K	11.12K	2,795

# May 2020



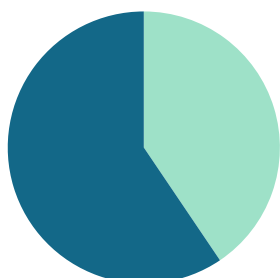
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



## MARKET SUMMARY

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### INVENTORY

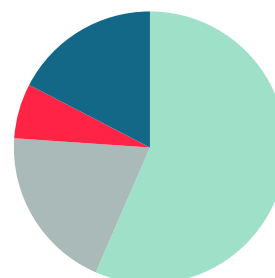


**Inventory**  
 New Listings  
**15 = 40.54%**  
 Start Inventory  
**22**  
 Total Inventory Units  
**37**  
 Volume  
**\$50,964**

### Market Activity

Closed Sales  
**26 = 56.52%**  
 Pending Sales  
**9 = 19.57%**  
 Other Off Market  
**3 = 6.52%**  
 Active Inventory  
**8 = 17.39%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	28	26	-7.14%	111	101	-9.01%
Pending Sales	4	9	125.00%	21	40	90.48%
New Listings	26	15	-42.31%	110	102	-7.27%
Average List Price	1,438	1,315	-8.56%	1,364	1,337	-2.03%
Average Sale Price	1,434	1,314	-8.40%	1,355	1,337	-1.32%
Average Percent of Selling Price to List Price	99.72%	99.98%	0.26%	99.46%	100.02%	0.56%
Average Days on Market to Sale	26.71	35.58	33.18%	36.59	32.07	-12.34%
Monthly Inventory	23	8	-65.22%	23	8	-65.22%
Months Supply of Inventory	1.13	0.39	-65.36%	1.13	0.39	-65.36%

**Absorption:** Last 12 months, an Average of **20** Sales/Month

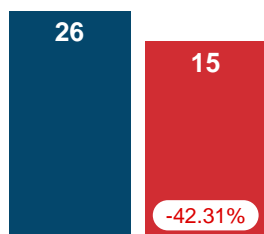
**Inventory** on May 31, 2020 = **8**

**2019** **2020**

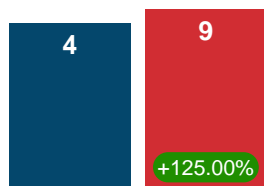
### MAY MARKET

### AVERAGE PRICES

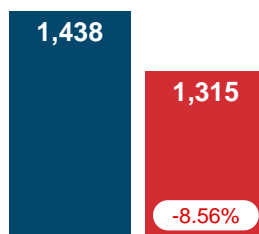
#### New Listings



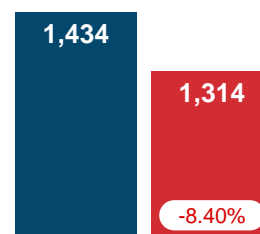
#### Pending Listings



#### List Price



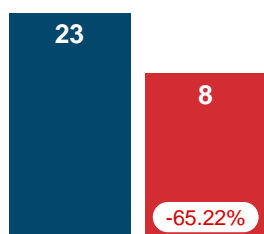
#### Sale Price



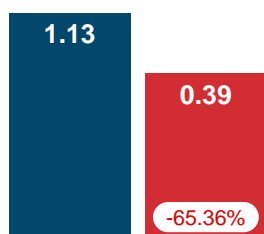
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

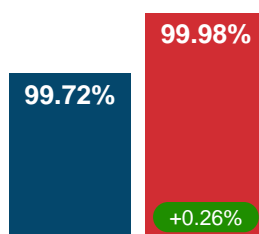
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

