

## May 2020



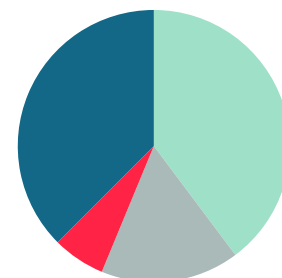
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -  
Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	78	70	-10.26%
Pending Listings	20	29	45.00%
New Listings	94	54	-42.55%
Average List Price	1,062	1,135	6.91%
Average Sale Price	1,056	1,122	6.17%
Average Percent of Selling Price to List Price	99.51%	99.09%	-0.42%
Average Days on Market to Sale	40.19	40.20	0.02%
End of Month Inventory	130	66	-49.23%
Months Supply of Inventory	2.04	1.07	-47.73%



**Absorption:** Last 12 months, an Average of **62 Sales/Month**  
**Active Inventory** as of May 31, 2020 = **66**

#### Analysis Wrap-Up

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

The total housing inventory at the end of May 2020 decreased **49.23%** to 66 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **1.07** 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 **6.17%** in May 2020 to \$1,122 versus the previous year at \$1,056.

##### Average Days on Market Lengthens

The average number of **40.20** days that homes spent on the market before selling increased by 0.01 days or **0.02%** in May 2020 compared to last year's same month at **40.19** DOM.

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

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

There were 54 New Listings in May 2020, down **42.55%** from last year at 94. Furthermore, there were 70 Closed Listings this month versus last year at 78, a **-10.26%** decrease.

Closed versus Listed trends yielded a **129.6%** ratio, up from previous year's, May 2019, at **83.0%**, a **56.22%** 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

# May 2020



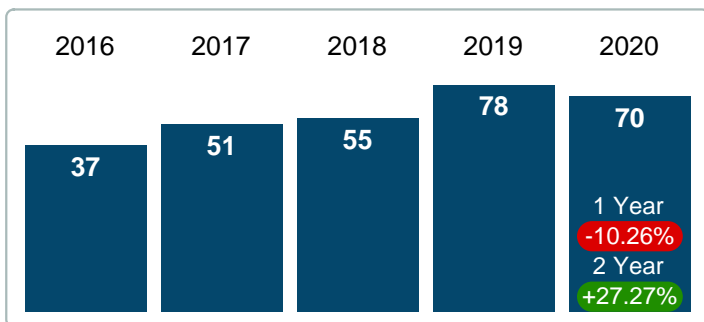
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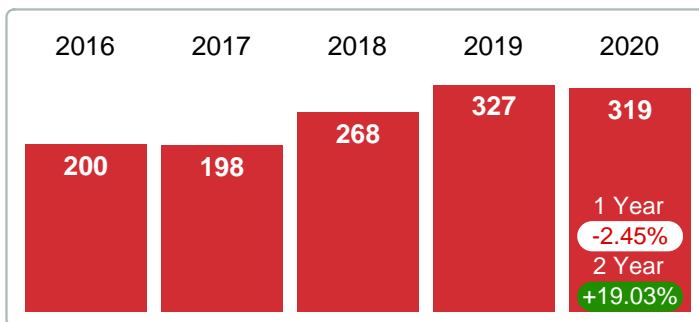
## CLOSED LISTINGS

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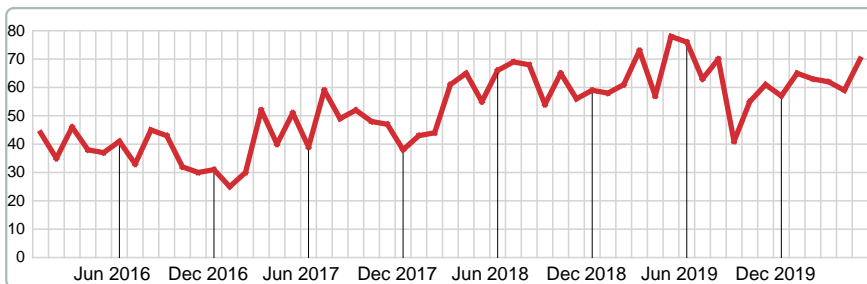
### MAY



### YEAR TO DATE (YTD)

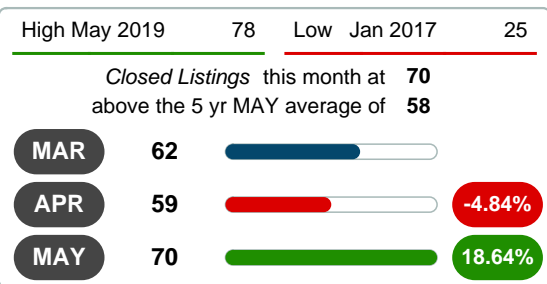


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 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	70	100.00%	40.2	24	41	4	1
<b>Total Closed Units</b>	<b>70</b>			<b>24</b>	<b>41</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>78,515</b>	<b>100%</b>	<b>40.2</b>	<b>21.68K</b>	<b>47.62K</b>	<b>7,495</b>	<b>1,725</b>
<b>Average Closed Price</b>	<b>\$1,122</b>			<b>\$903</b>	<b>\$1,161</b>	<b>\$1,874</b>	<b>\$1,725</b>

# May 2020



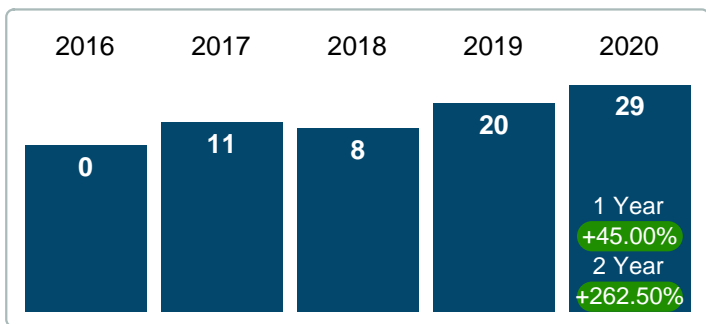
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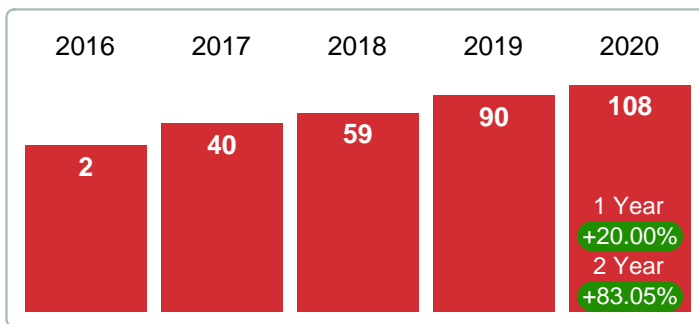
## PENDING LISTINGS

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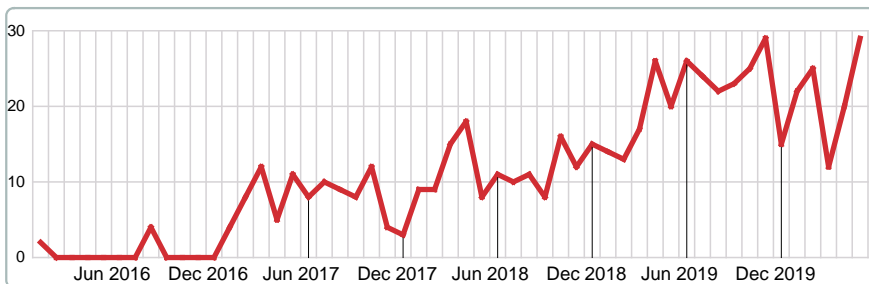
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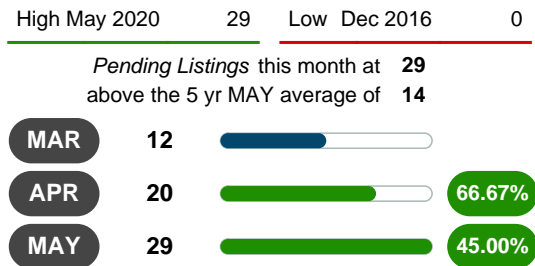


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 14



### 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	29	100.00%	34.0	8	18	2	1
<b>Total Pending Units</b>	<b>29</b>			<b>8</b>	<b>18</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>35,590</b>	<b>100%</b>	<b>34.7</b>	<b>10.74K</b>	<b>19.93K</b>	<b>3,200</b>	<b>1,725</b>
<b>Average Listing Price</b>	<b>\$1,225</b>			<b>\$1,342</b>	<b>\$1,107</b>	<b>\$1,600</b>	<b>\$1,725</b>

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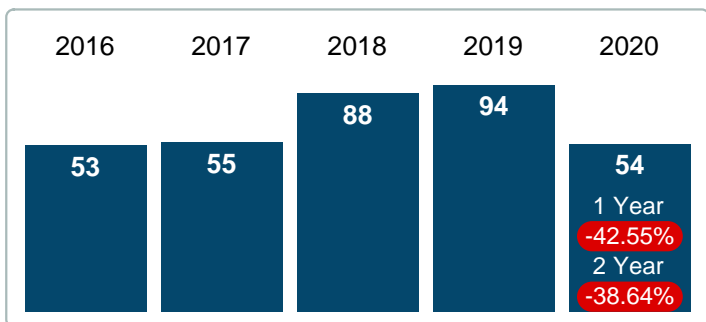
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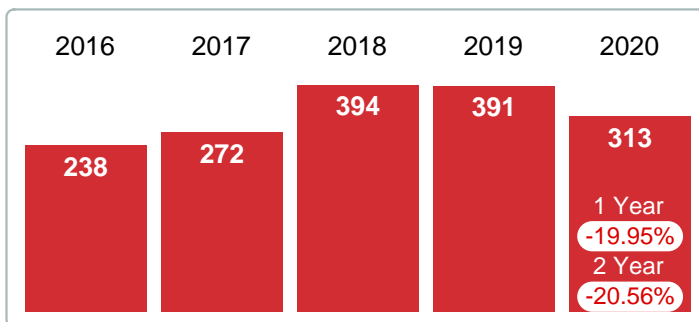
## NEW LISTINGS

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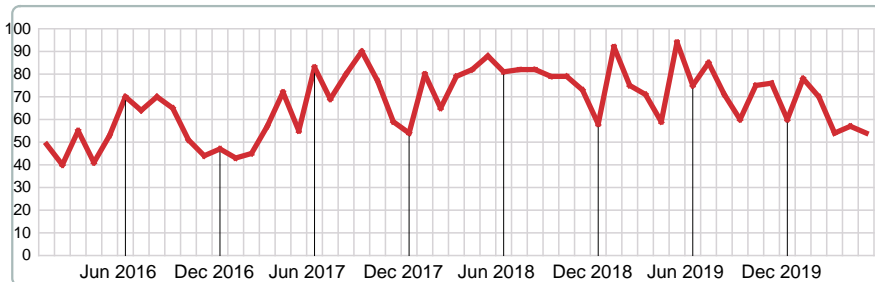
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

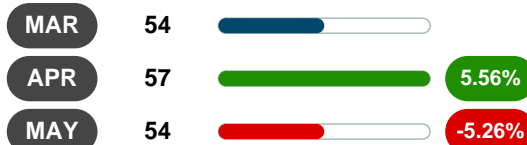


### 3 MONTHS

5 year MAY AVG = 69

High May 2019 94 Low Feb 2016 40

New Listings this month at 54 below the 5 yr MAY average of 69



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	%		1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1 and up	100.00%	54	21	28	5	0
<b>Total New Listed Units</b>		<b>54</b>	<b>21</b>	<b>28</b>	<b>5</b>	<b>0</b>
<b>Total New Listed Volume</b>		<b>62,900</b>	<b>21.08K</b>	<b>34.78K</b>	<b>7,045</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>		<b>\$1,163</b>	<b>\$1,004</b>	<b>\$1,242</b>	<b>\$1,409</b>	<b>\$0</b>

# May 2020



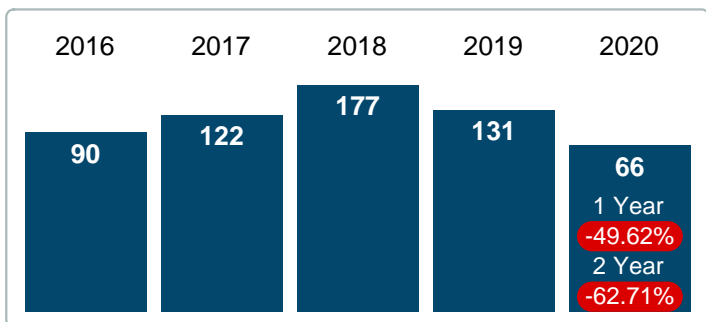
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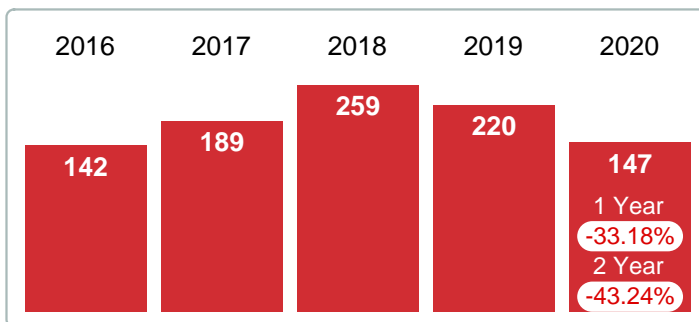
## ACTIVE INVENTORY

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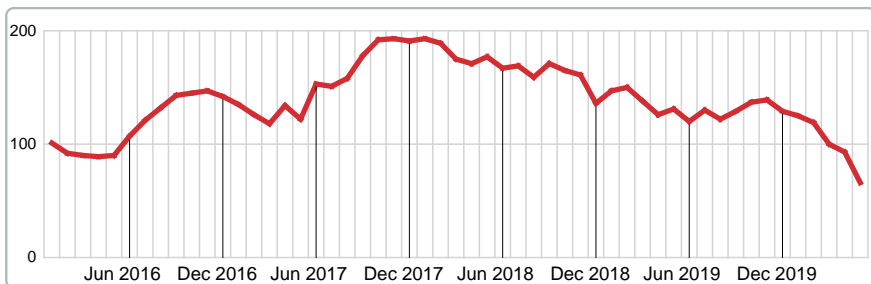
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 117

High Jan 2018 193 Low May 2020 66

Inventory this month at 66 below the 5 yr MAY average of 117



### 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	66	100.00%	66.3	30	33	3	0
Total Active Inventory by Units			66	30	33	3	0
Total Active Inventory by Volume			79,395	33.28K	41.87K	4,250	0.00B
Average Active Inventory Listing Price			\$1,203	\$1,109	\$1,269	\$1,417	\$0

# May 2020



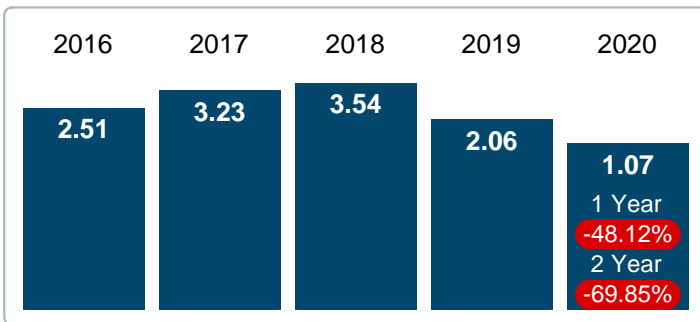
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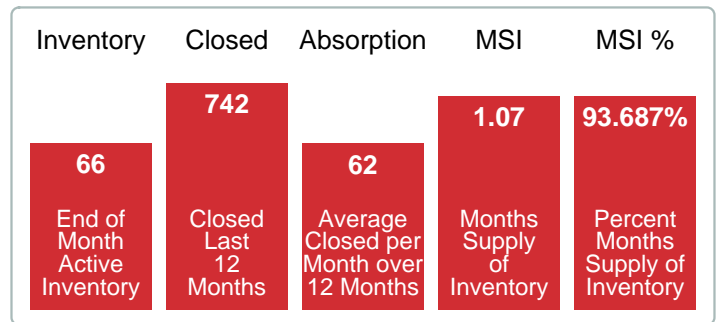
## MONTHS SUPPLY of INVENTORY (MSI)

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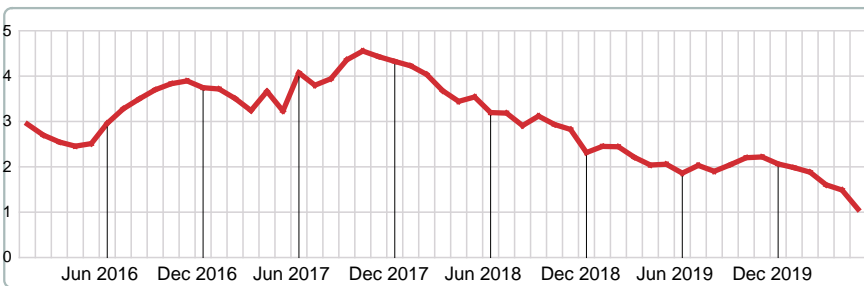
### MSI FOR MAY



### INDICATORS FOR MAY 2020

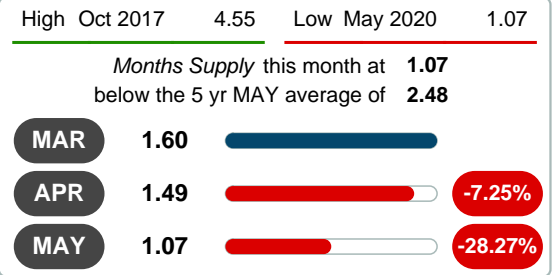


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 2.48



### 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	66	100.00%	1.07	1.23	0.99	0.78	0.00
Market Supply of Inventory (MSI)			1.07	1.23	0.99	0.78	0.00
Total Active Inventory by Units		100%	1.07	30	33	3	0

# May 2020



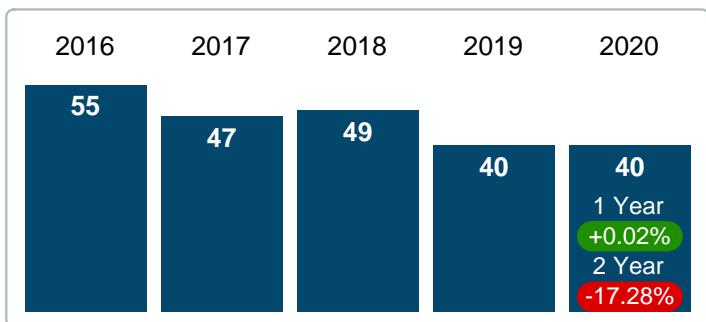
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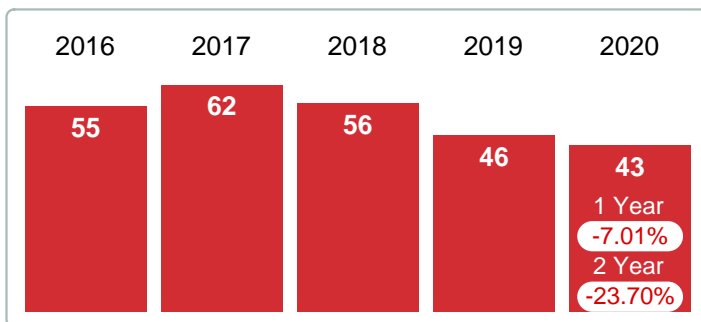
## AVERAGE DAYS ON MARKET TO SALE

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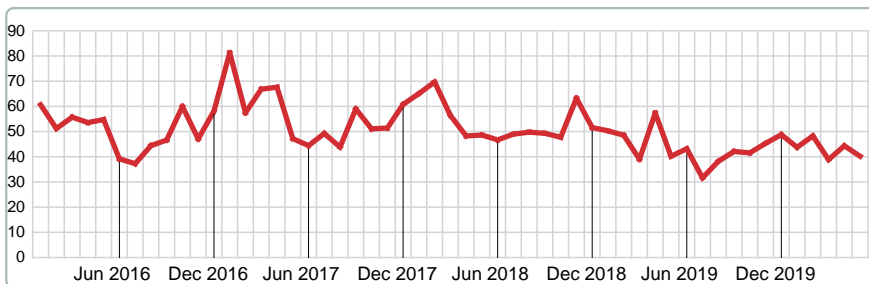
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

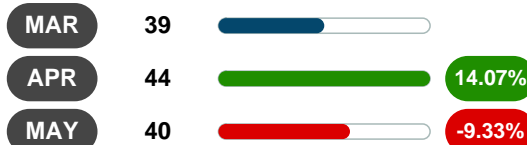


### 3 MONTHS

5 year MAY AVG = 46

High Jan 2017 81 Low Jul 2019 32

Average Days on Market to Sale this month at 40 below the 5 yr MAY average of 46



### 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	<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> 70	100.00%	40	47	38	23	51
Average Closed DOM			40	47	38	23	51
Total Closed Units		100%	40	24	41	4	1
Total Closed Volume			78,515	21.68K	47.62K	7,495	1,725

# May 2020



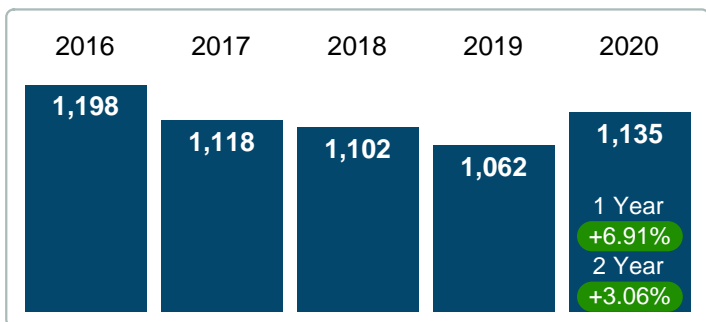
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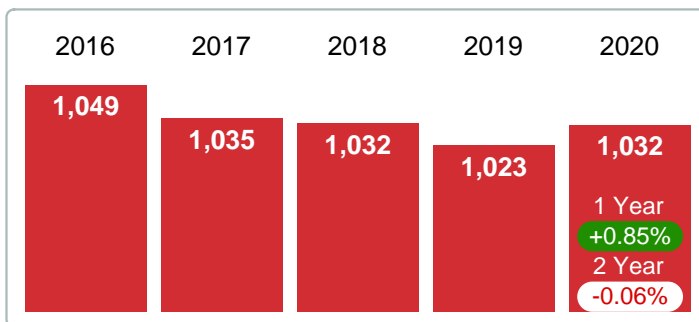
## AVERAGE LIST PRICE AT CLOSING

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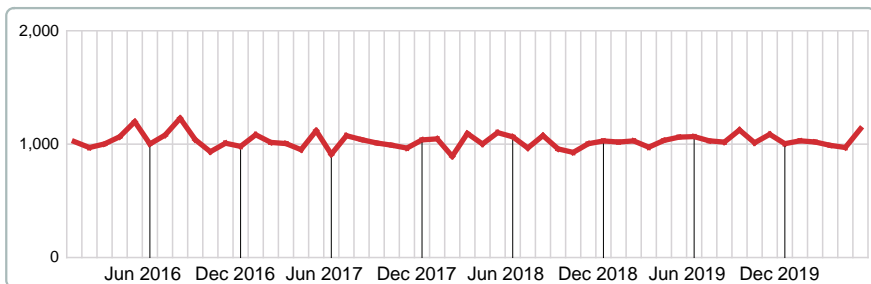
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,123

High Aug 2016 1,228 | Low Feb 2018 893

Average List Price at Closing this month at **1,135**  
 above the 5 yr MAY average of **1,123**

Month	Price	Change
MAR	989	
APR	970	-1.91%
MAY	1,135	17.00%

### 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	70	100.00%	1,135	905	1,179	1,924	1,725
Average List Price			1,135	905	1,179	1,924	1,725
Total Closed Units		100%	1,135	24	41	4	1
Total Closed Volume			79,470	21.73K	48.33K	7,695	1,725



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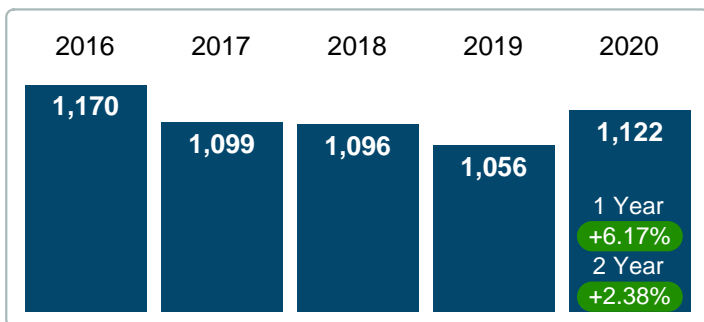
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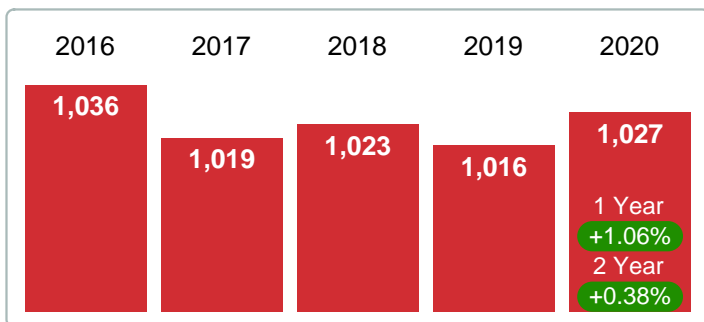
## AVERAGE SOLD PRICE AT CLOSING

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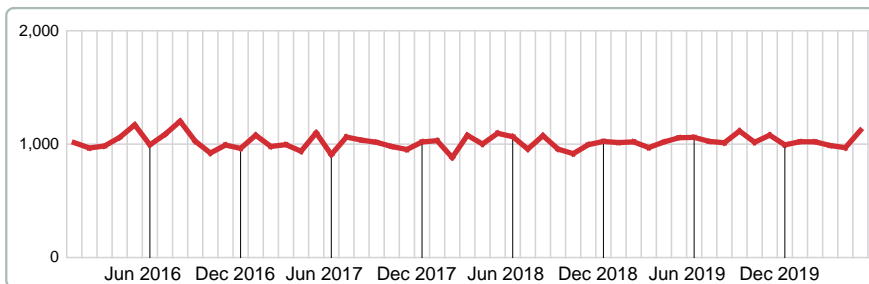
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,109

High Aug 2016 1,202 Low Feb 2018 882

Average Sold Price at Closing this month at 1,122 above the 5 yr MAY average of 1,109

MAR	988	
APR	969	-1.93%
MAY	1,122	15.79%

### 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	70	100.00%	1,122	903	1,161	1,874	1,725
Average Sold Price			1,122	903	1,161	1,874	1,725
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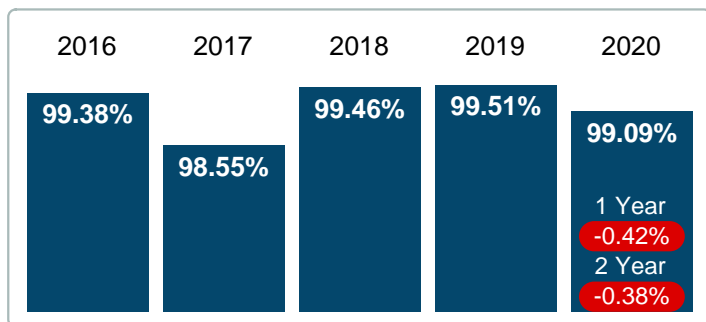
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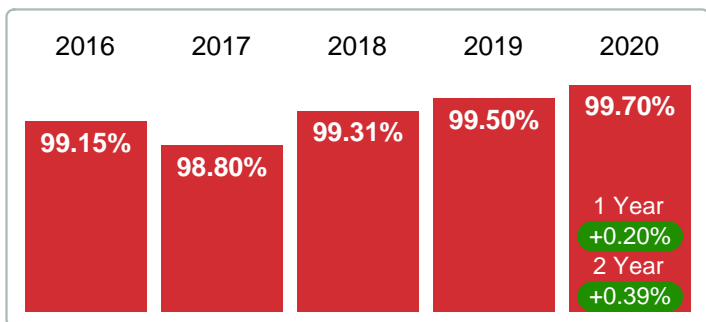
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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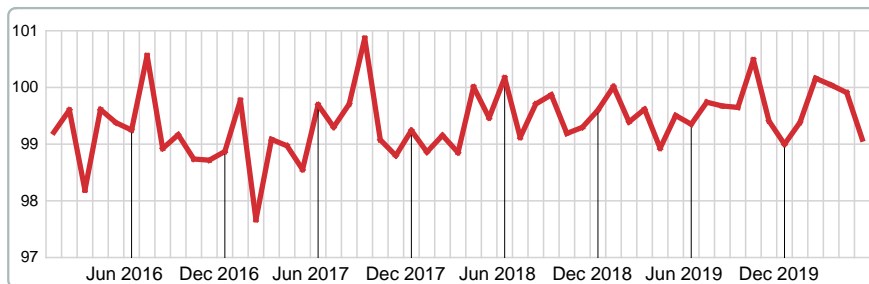
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

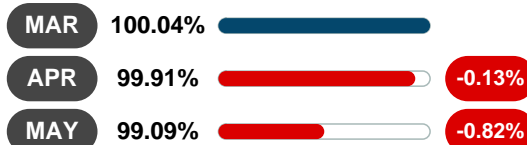


### 3 MONTHS

5 year MAY AVG = 99.20%

High Sep 2017 100.87% Low Feb 2017 97.67%

Average Sold/List Ratio this month at **99.09%** equal to 5 yr MAY average of **99.20%**



### 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	70	100.00%	99.09%	99.76%	98.70%	98.73%	100.00%
Average Sold/List Ratio		99.10%		99.76%	98.70%	98.73%	100.00%
Total Closed Units		70	100%	24	41	4	1
Total Closed Volume		78,515		21.68K	47.62K	7,495	1,725

# May 2020



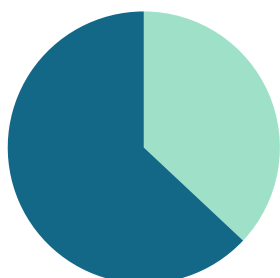
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

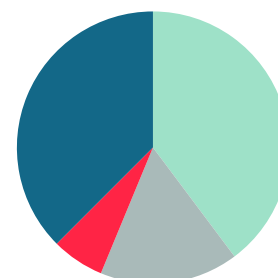


**Inventory**  
 New Listings  
**54 = 36.99%**  
 Start Inventory  
**92**  
 Total Inventory Units  
**146**  
 Volume  
**\$167,130**

### Market Activity

Closed Sales  
**70 = 39.77%**  
 Pending Sales  
**29 = 16.48%**  
 Other Off Market  
**11 = 6.25%**  
 Active Inventory  
**66 = 37.50%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	78	70	-10.26%	327	319	-2.45%
Pending Sales	20	29	45.00%	90	108	20.00%
New Listings	94	54	-42.55%	391	313	-19.95%
Average List Price	1,062	1,135	6.91%	1,023	1,032	0.85%
Average Sale Price	1,056	1,122	6.17%	1,016	1,027	1.06%
Average Percent of Selling Price to List Price	99.51%	99.09%	-0.42%	99.50%	99.70%	0.20%
Average Days on Market to Sale	40.19	40.20	0.02%	46.26	43.02	-7.01%
Monthly Inventory	130	66	-49.23%	130	66	-49.23%
Months Supply of Inventory	2.04	1.07	-47.73%	2.04	1.07	-47.73%

**Absorption:** Last 12 months, an Average of **62** Sales/Month

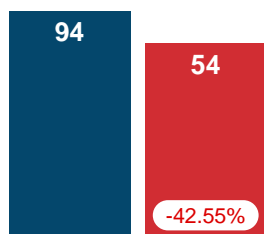
**Inventory** on May 31, 2020 = **66**

**2019** **2020**

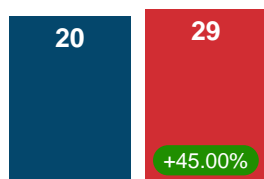
### MAY MARKET

### AVERAGE PRICES

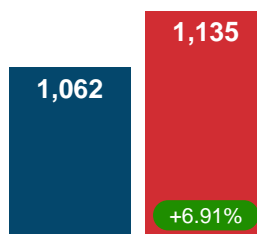
#### New Listings



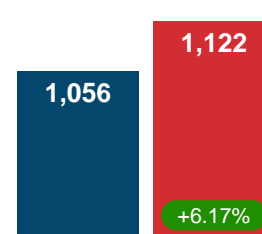
#### Pending Listings



#### List Price



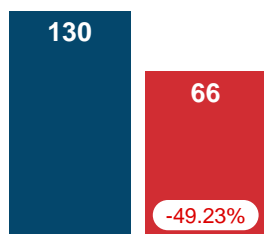
#### Sale Price



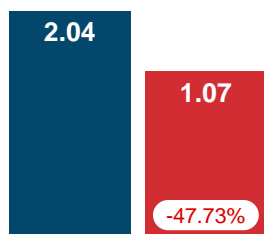
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

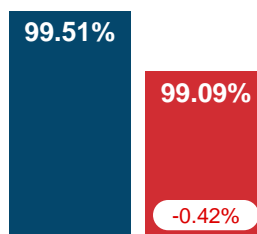
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

