

August 2020



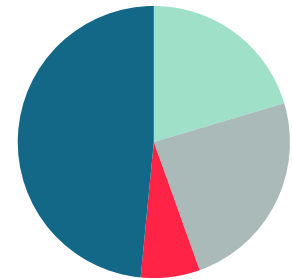
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	1,153	1,140	-1.13%
Pending Listings	1,027	1,349	31.35%
New Listings	1,590	1,493	-6.10%
Average List Price	198,197	262,759	32.57%
Average Sale Price	192,949	257,434	33.42%
Average Percent of Selling Price to List Price	97.61%	98.37%	0.78%
Average Days on Market to Sale	36.19	29.10	-19.59%
End of Month Inventory	4,638	2,708	-41.61%
Months Supply of Inventory	4.69	2.84	-39.57%



■ Closed (20.40%)
■ Pending (24.14%)
■ Other OffMarket (7.01%)
■ Active (48.45%)

Absorption: Last 12 months, an Average of **955** Sales/Month
Active Inventory as of August 31, 2020 = **2,708**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **41.61%** to 2,708 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 **2.84** 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 **33.42%** in August 2020 to \$257,434 versus the previous year at \$192,949.

Average Days on Market Shortens

The average number of **29.10** days that homes spent on the market before selling decreased by 7.09 days or **19.59%** in August 2020 compared to last year's same month at **36.19** DOM.

Sales Success for August 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 1,493 New Listings in August 2020, down **6.10%** from last year at 1,590. Furthermore, there were 1,140 Closed Listings this month versus last year at 1,153, a **-1.13%** decrease.

Closed versus Listed trends yielded a **76.4%** ratio, up from previous year's, August 2019, at **72.5%**, a **5.30%** 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

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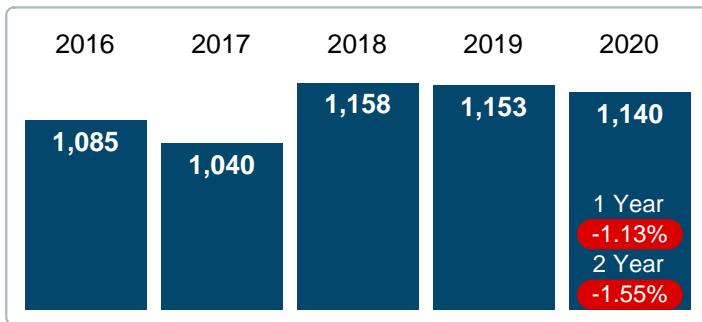
Area Delimited by County Of Tulsa



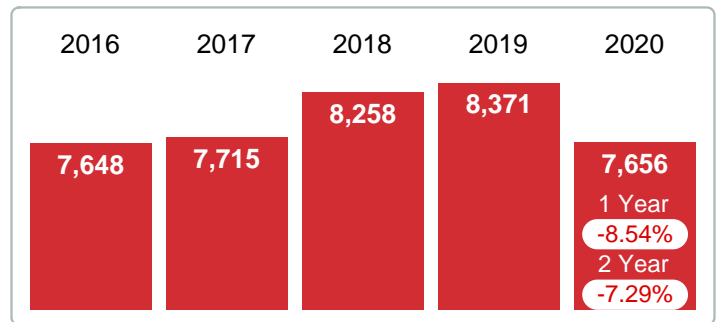
CLOSED LISTINGS

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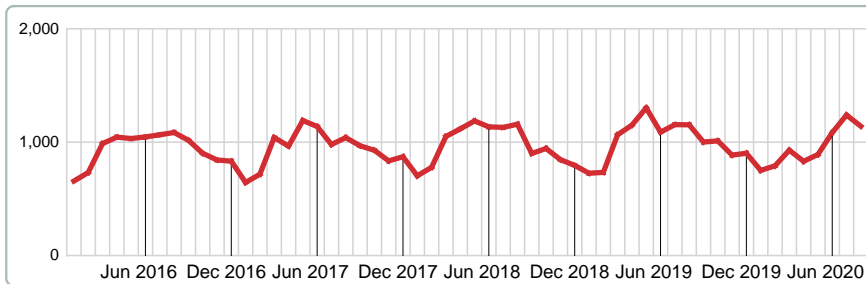
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

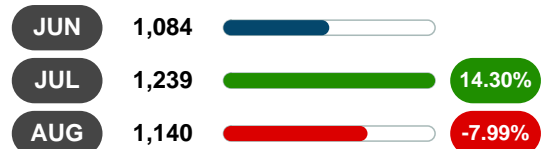


3 MONTHS

5 year AUG AVG = 1,115

High May 2019 1,302 Low Jan 2017 644

Closed Listings this month at 1,140 above the 5 yr AUG average of 1,115



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	112	9.82%	32.2	69	33	10	0
\$100,001 - \$125,000	73	6.40%	25.4	19	49	5	0
\$125,001 - \$175,000	213	18.68%	14.5	26	164	23	0
\$175,001 - \$250,000	318	27.89%	18.0	19	174	114	11
\$250,001 - \$325,000	166	14.56%	36.0	9	64	71	22
\$325,001 - \$450,000	144	12.63%	44.2	3	31	75	35
\$450,001 and up	114	10.00%	57.6	5	11	69	29
Total Closed Units	1,140			150	526	367	97
Total Closed Volume	293,475,277	100%	29.1	21.36M	105.38M	122.81M	43.92M
Average Closed Price	\$257,434			\$142,428	\$200,336	\$334,632	\$452,829

August 2020



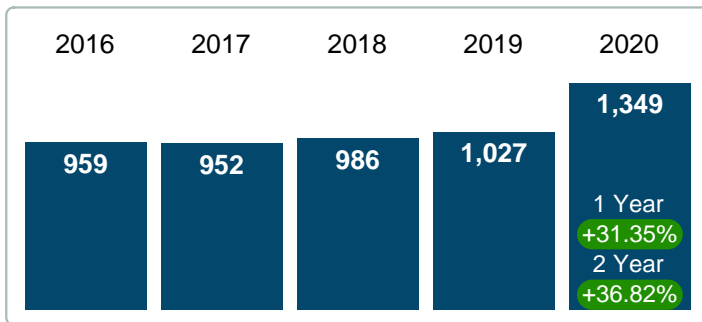
Area Delimited by County Of Tulsa



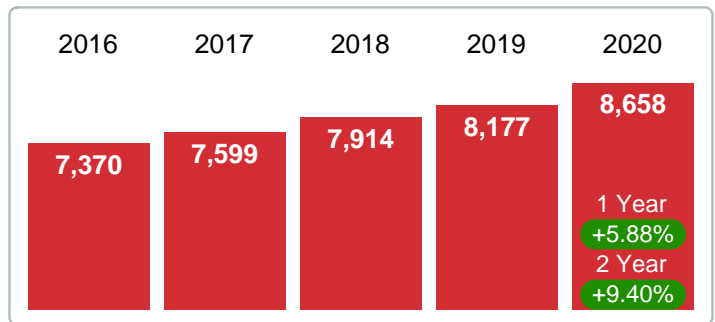
PENDING LISTINGS

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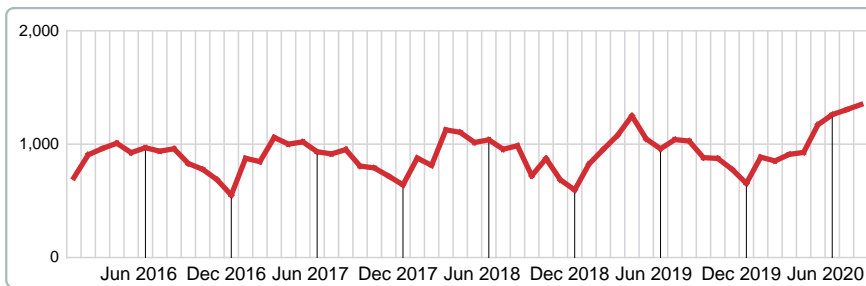
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

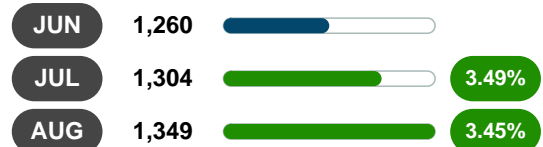


3 MONTHS

5 year AUG AVG = 1,055

High Aug 2020 1,349 Low Dec 2016 551

Pending Listings this month at 1,349 above the 5 yr AUG average of 1,055



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	104	7.71%	31.4	53	44	7	0
\$50,001 - \$125,000	169	12.53%	31.5	63	99	6	1
\$125,001 - \$150,000	105	7.78%	25.2	20	75	10	0
\$150,001 - \$225,000	392	29.06%	25.9	24	277	87	4
\$225,001 - \$300,000	256	18.98%	29.5	17	102	121	16
\$300,001 - \$400,000	166	12.31%	37.0	6	51	89	20
\$400,001 and up	157	11.64%	52.9	12	20	87	38
Total Pending Units	1,349			195	668	407	79
Total Pending Volume	326,938,670	100%	37.4	29.62M	125.48M	132.02M	39.81M
Average Listing Price	\$286,500			\$151,916	\$187,841	\$324,385	\$503,961

August 2020



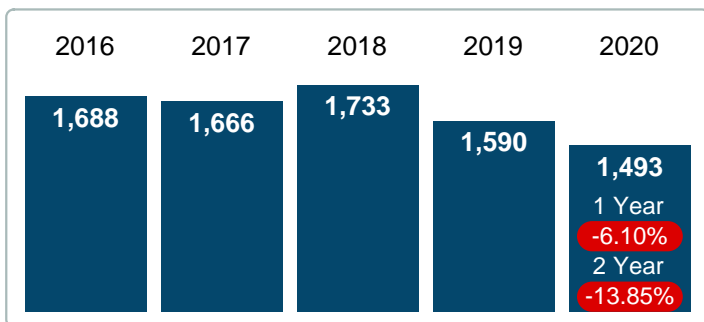
Area Delimited by County Of Tulsa



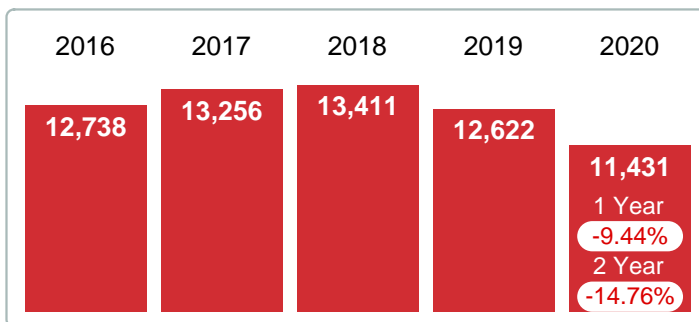
NEW LISTINGS

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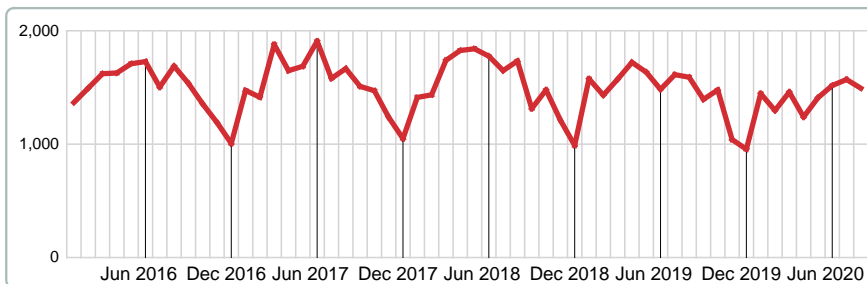
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,634

High Jun 2017 1,908 Low Dec 2019 955

New Listings this month at **1,493**
 below the 5 yr AUG average of **1,634**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	145	9.71%	48	82	14	1
\$25,001 - \$100,000	151	10.11%	85	56	9	1
\$100,001 - \$150,000	161	10.78%	34	114	12	1
\$150,001 - \$250,000	484	32.42%	41	303	133	7
\$250,001 - \$325,000	191	12.79%	24	66	90	11
\$325,001 - \$475,000	196	13.13%	20	51	102	23
\$475,001 and up	165	11.05%	37	21	71	36
Total New Listed Units	1,493		289	693	431	80
Total New Listed Volume	429,945,276	100%	99.67M	132.29M	148.52M	49.46M
Average New Listed Listing Price	\$284,792		\$344,879	\$190,900	\$344,594	\$618,270

August 2020

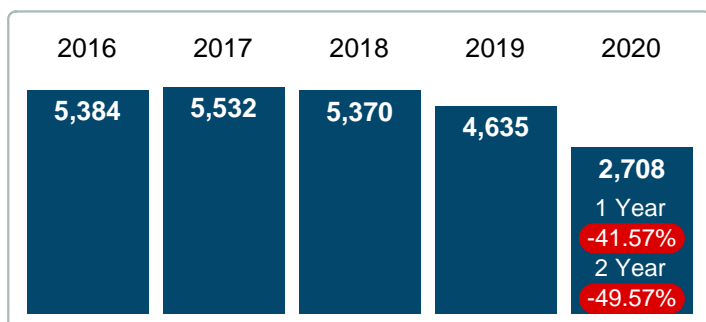
Area Delimited by County Of Tulsa



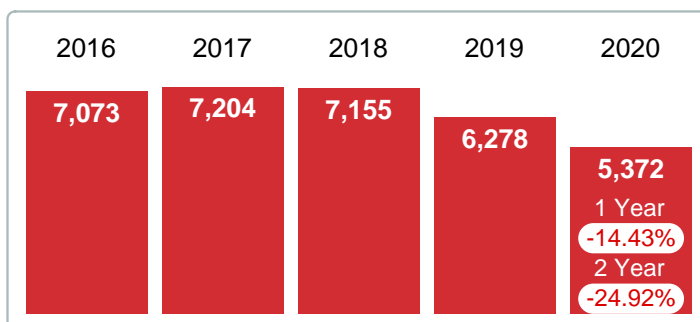
ACTIVE INVENTORY

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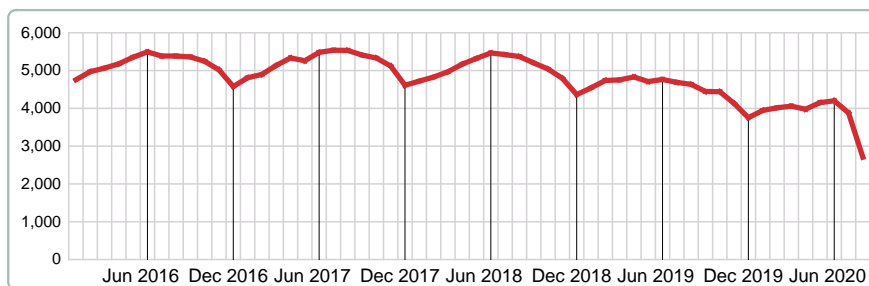
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

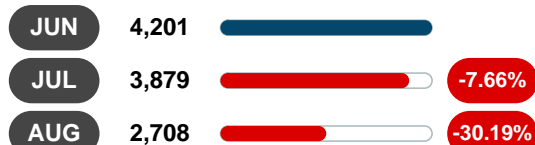


3 MONTHS

5 year AUG AVG = 4,726

High Jul 2017 5,538 Low Aug 2020 2,708

Inventory this month at **2,708**
below the 5 yr AUG average of **4,726**



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-\$75,000	581	21.45%	106.7	267	243	61	10
\$75,001-\$175,000	439	16.21%	75.2	216	189	29	5
\$175,001-\$325,000	669	24.70%	57.7	120	297	227	25
\$325,001-\$450,000	391	14.44%	76.0	66	108	174	43
\$450,001-\$825,000	349	12.89%	82.8	79	44	148	78
\$825,001 and up	279	10.30%	101.9	140	26	63	50
Total Active Inventory by Units			2,708	888	907	702	211
Total Active Inventory by Volume			1,068,162,349	422.69M	197.31M	290.88M	157.28M
Average Active Inventory Listing Price			\$394,447	\$476,000	\$217,545	\$414,357	\$745,416

August 2020



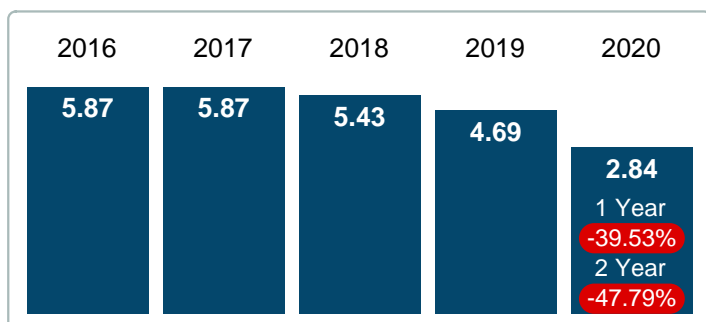
Area Delimited by County Of Tulsa



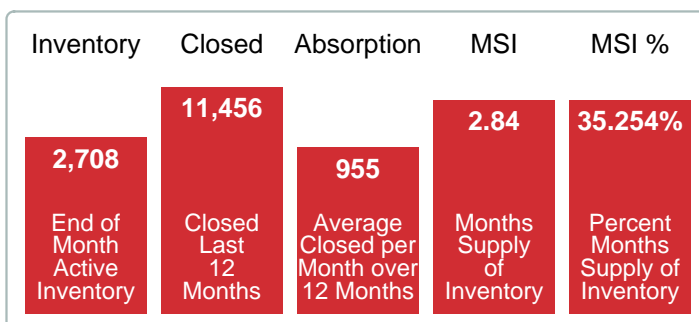
MONTHS SUPPLY of INVENTORY (MSI)

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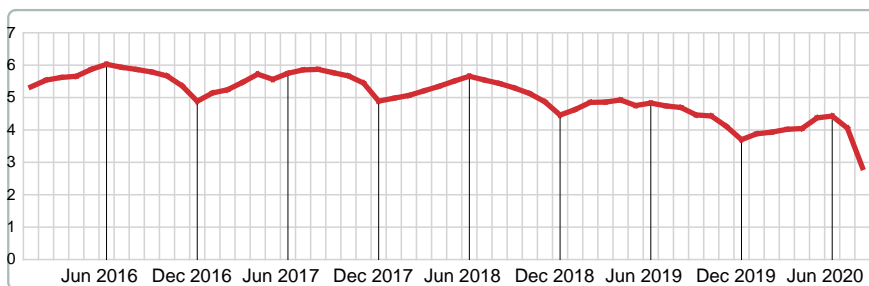
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

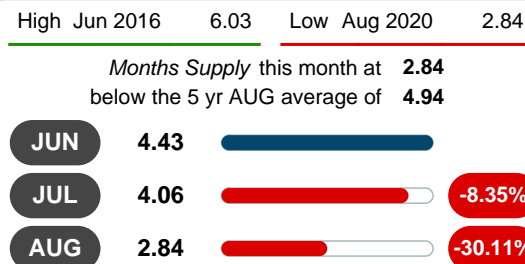


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 4.94



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-\$75,000	581	21.45%	3.97	4.22	3.59	4.33	7.50
\$75,001-\$175,000	439	16.21%	1.42	4.46	0.83	0.92	2.07
\$175,001-\$325,000	669	24.70%	1.91	5.83	1.81	1.52	1.50
\$325,001-\$450,000	391	14.44%	4.28	19.32	4.93	3.35	3.09
\$450,001-\$825,000	349	12.89%	7.31	30.58	5.44	6.10	6.08
\$825,001 and up	279	10.30%	29.63	129.23	31.20	16.80	13.33
Market Supply of Inventory (MSI)	2.84	100%	2.84	6.37	1.85	2.55	4.14
Total Active Inventory by Units	2,708			888	907	702	211

August 2020



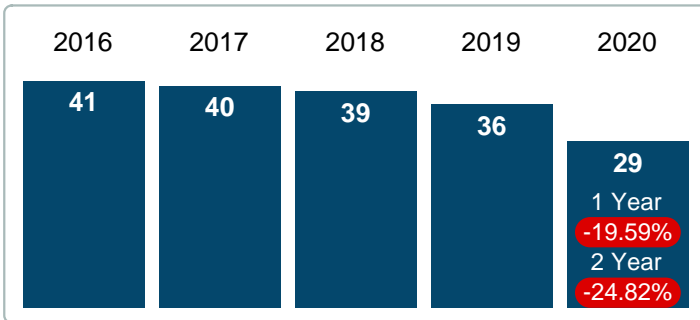
Area Delimited by County Of Tulsa



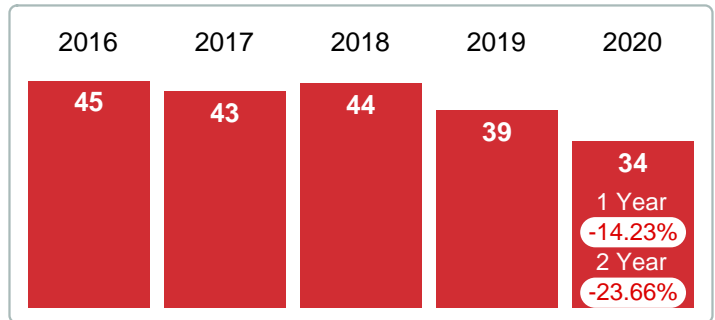
AVERAGE DAYS ON MARKET TO SALE

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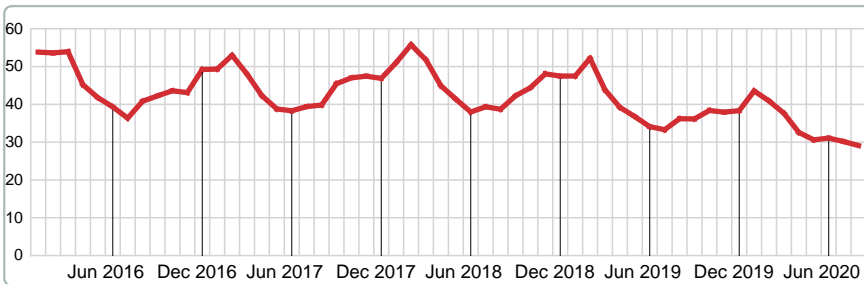
AUGUST



YEAR TO DATE (YTD)

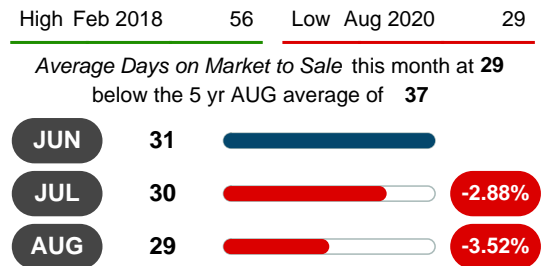


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 37



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
\$100,000 and less	9.82%	32	36	22	43	0
\$100,001 - \$125,000	6.40%	25	55	14	27	0
\$125,001 - \$175,000	18.68%	14	39	11	13	0
\$175,001 - \$250,000	27.89%	18	15	15	22	29
\$250,001 - \$325,000	14.56%	36	28	36	33	47
\$325,001 - \$450,000	12.63%	44	41	54	39	46
\$450,001 and up	10.00%	58	89	63	37	98
Average Closed DOM		29	38	20	31	60
Total Closed Units	100%	29	150	526	367	97
Total Closed Volume		293,475,277	21.36M	105.38M	122.81M	43.92M

August 2020

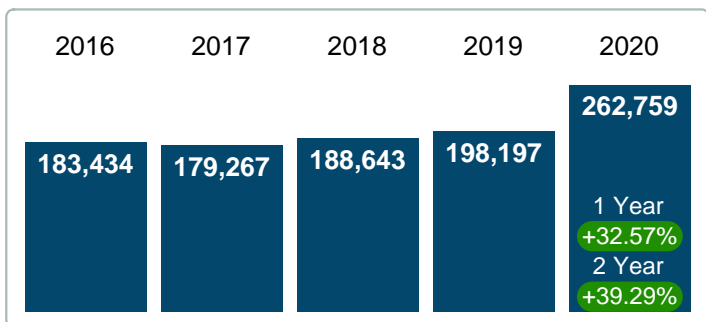
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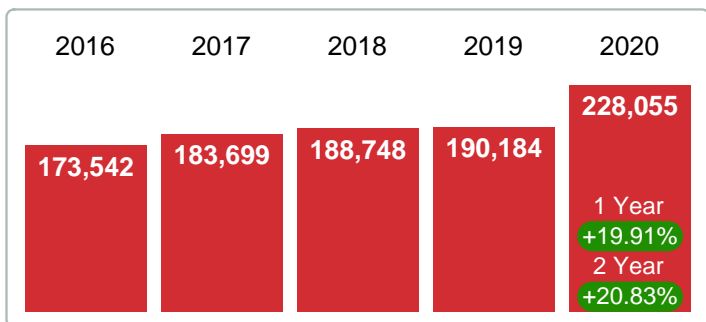
AVERAGE LIST PRICE AT CLOSING

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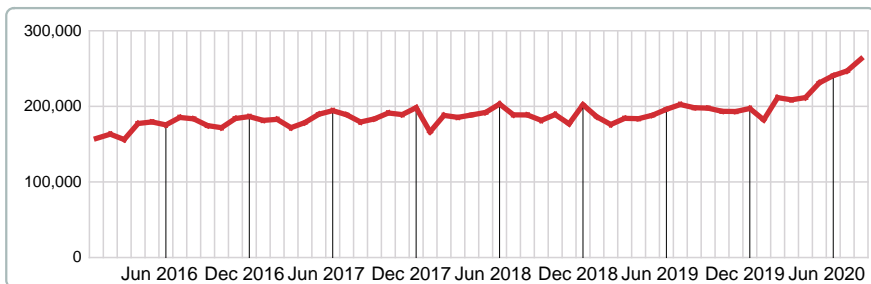
AUGUST



YEAR TO DATE (YTD)

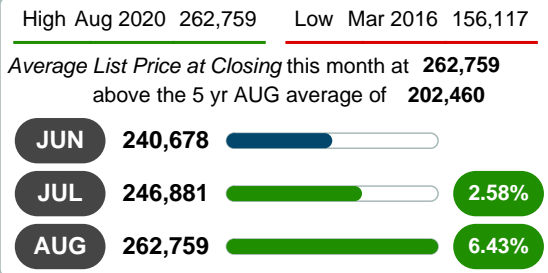


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 202,460



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		
\$100,000 and less	109	9.56%	63,815	61,094	75,478	65,610	0	
\$100,001 - \$125,000	68	5.96%	115,415	118,853	117,462	122,400	0	
\$125,001 - \$175,000	218	19.12%	153,553	159,923	153,453	160,474	0	
\$175,001 - \$250,000	309	27.11%	211,343	211,279	210,106	216,891	220,245	
\$250,001 - \$325,000	171	15.00%	286,114	288,133	286,463	294,182	289,427	
\$325,001 - \$450,000	144	12.63%	378,720	385,000	378,667	382,966	393,998	
\$450,001 and up	121	10.61%	681,823	892,000	586,891	659,167	787,434	
Average List Price		262,759		152,361	202,470	339,990	468,202	
Total Closed Units		1,140	100%	262,759	150	526	367	97
Total Closed Volume		299,545,480			22.85M	106.50M	124.78M	45.42M

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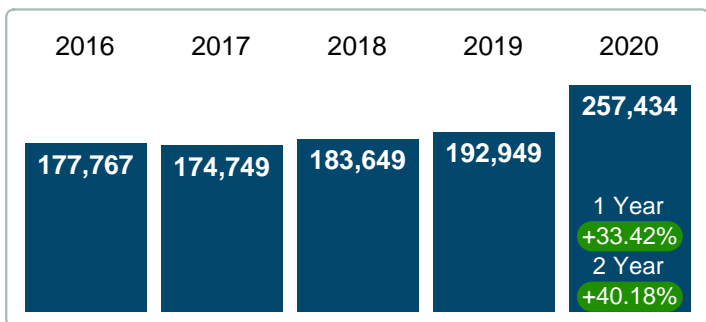
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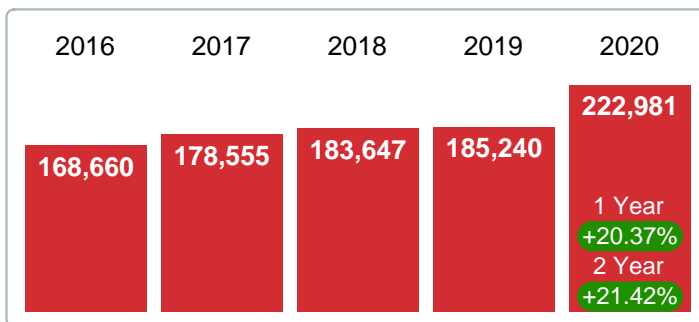
AVERAGE SOLD PRICE AT CLOSING

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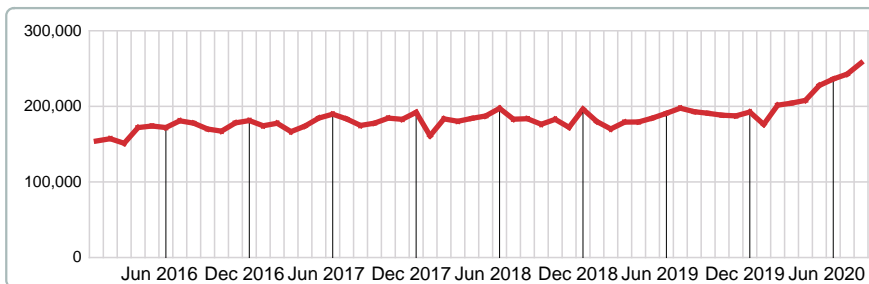
AUGUST



YEAR TO DATE (YTD)

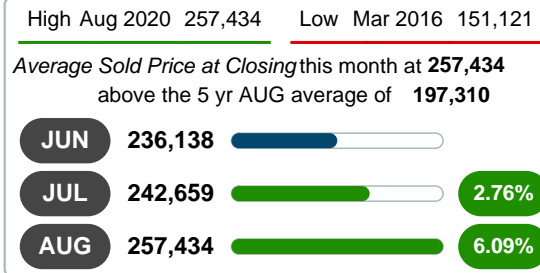


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 197,310



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
\$100,000 and less	9.82%	61,144	56,025	71,973	60,730	0
\$100,001 - \$125,000	6.40%	115,652	116,839	115,324	114,363	0
\$125,001 - \$175,000	18.68%	154,215	155,136	153,718	156,713	0
\$175,001 - \$250,000	27.89%	211,054	208,198	208,013	215,994	212,900
\$250,001 - \$325,000	14.56%	287,591	284,650	283,847	291,889	285,812
\$325,001 - \$450,000	12.63%	378,620	382,500	370,503	379,109	384,431
\$450,001 and up	10.00%	666,316	715,972	572,273	641,241	753,088
Average Sold Price		257,434	142,428	200,336	334,632	452,829
Total Closed Units	100%	257,434	150	526	367	97
Total Closed Volume		293,475,277	21.36M	105.38M	122.81M	43.92M

August 2020



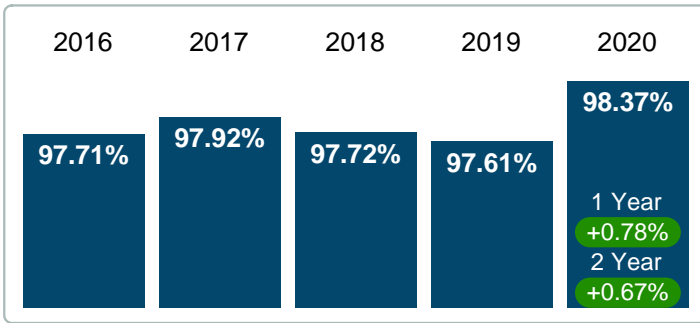
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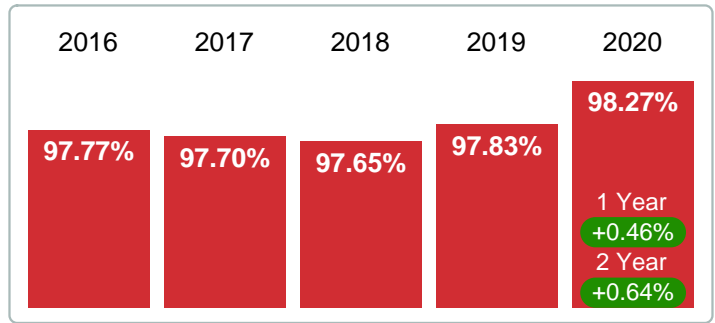
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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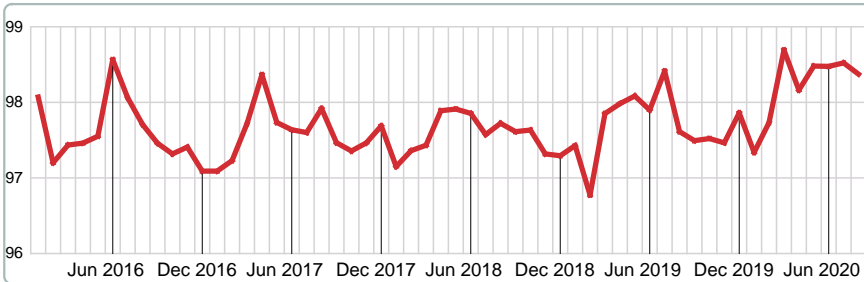
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

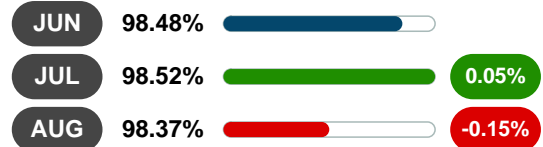


3 MONTHS

5 year AUG AVG = 97.87%

High Mar 2020 98.69% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **98.37%**
equal to 5 yr AUG average of **97.87%**



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
\$100,000 and less	112	9.82%	93.48%	92.50%	95.11%	94.90%	0.00%
\$100,001 - \$125,000	73	6.40%	98.25%	98.52%	98.57%	94.02%	0.00%
\$125,001 - \$175,000	213	18.68%	99.71%	97.40%	100.33%	97.86%	0.00%
\$175,001 - \$250,000	318	27.89%	99.25%	98.77%	99.17%	99.68%	96.97%
\$250,001 - \$325,000	166	14.56%	99.16%	99.10%	99.18%	99.26%	98.77%
\$325,001 - \$450,000	144	12.63%	98.52%	99.36%	97.98%	99.07%	97.75%
\$450,001 and up	114	10.00%	96.98%	84.87%	97.53%	98.05%	96.32%
Average Sold/List Ratio		98.40%		95.19%	99.12%	98.85%	97.46%
Total Closed Units	1,140	100%	98.40%	150	526	367	97
Total Closed Volume	293,475,277			21.36M	105.38M	122.81M	43.92M

August 2020

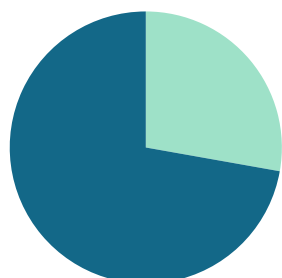
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

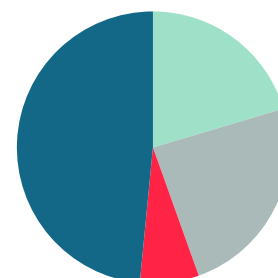


Inventory
 New Listings
 1,493 = 27.79%
 Start Inventory
 3,879
 Total Inventory Units
 5,372
 Volume
 \$1,802,156,800

Market Activity

Closed Sales
 1,140 = 20.40%
 Pending Sales
 1,349 = 24.14%
 Other Off Market
 392 = 7.01%
 Active Inventory
 2,708 = 48.45%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,153	1,140	-1.13%	8,371	7,656	-8.54%
Pending Sales	1,027	1,349	31.35%	8,177	8,658	5.88%
New Listings	1,590	1,493	-6.10%	12,622	11,431	-9.44%
Average List Price	198,197	262,759	32.57%	190,184	228,055	19.91%
Average Sale Price	192,949	257,434	33.42%	185,240	222,981	20.37%
Average Percent of Selling Price to List Price	97.61%	98.37%	0.78%	97.83%	98.27%	0.46%
Average Days on Market to Sale	36.19	29.10	-19.59%	39.38	33.77	-14.23%
Monthly Inventory	4,638	2,708	-41.61%	4,638	2,708	-41.61%
Months Supply of Inventory	4.69	2.84	-39.57%	4.69	2.84	-39.57%

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

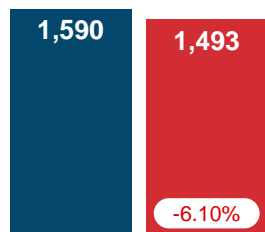
Inventory on August 31, 2020 = 2,708

2019 2020

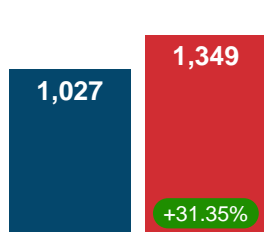
AUGUST MARKET

AVERAGE PRICES

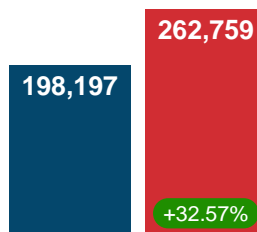
New Listings



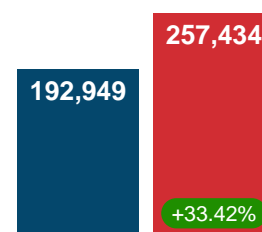
Pending Listings



List Price



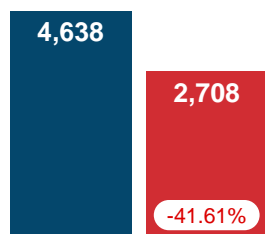
Sale Price



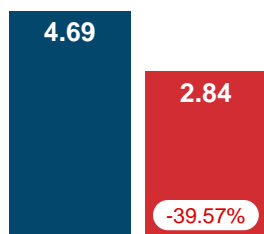
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

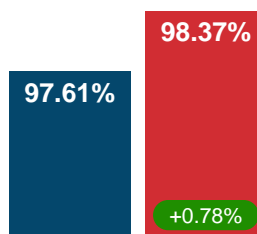
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

