

July 2020

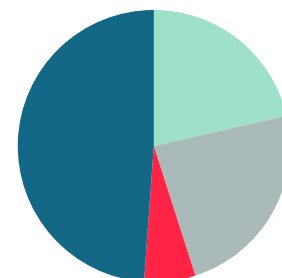
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	1,154	1,232	6.76%
Pending Listings	1,040	1,360	30.77%
New Listings	1,613	1,570	-2.67%
Median List Price	170,000	208,500	22.65%
Median Sale Price	170,000	206,750	21.62%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	17.00	9.00	-47.06%
End of Month Inventory	4,688	2,810	-40.06%
Months Supply of Inventory	4.74	2.94	-37.97%



■ Closed (21.42%)
■ Pending (23.64%)
■ Other OffMarket (6.08%)
■ Active (48.85%)

Absorption: Last 12 months, an Average of **955** Sales/Month
Active Inventory as of July 31, 2020 = **2,810**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **40.06%** to 2,810 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 **2.94** 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 **21.62%** in July 2020 to \$206,750 versus the previous year at \$170,000.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 8.00 days or **47.06%** in July 2020 compared to last year's same month at **17.00** 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 strong this month.

There were 1,570 New Listings in July 2020, down **2.67%** from last year at 1,613. Furthermore, there were 1,232 Closed Listings this month versus last year at 1,154, a **6.76%** increase.

Closed versus Listed trends yielded a **78.5%** ratio, up from previous year's, July 2019, at **71.5%**, a **9.68%** 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



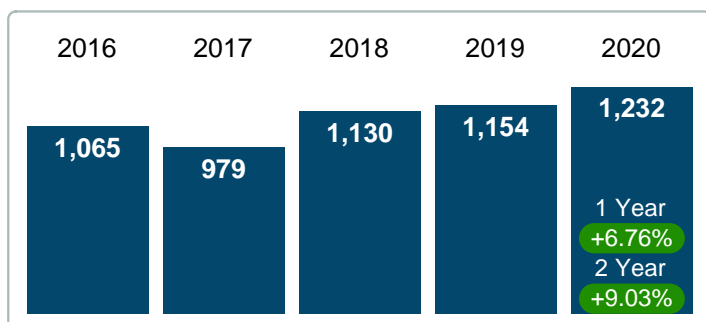
Area Delimited by County Of Tulsa



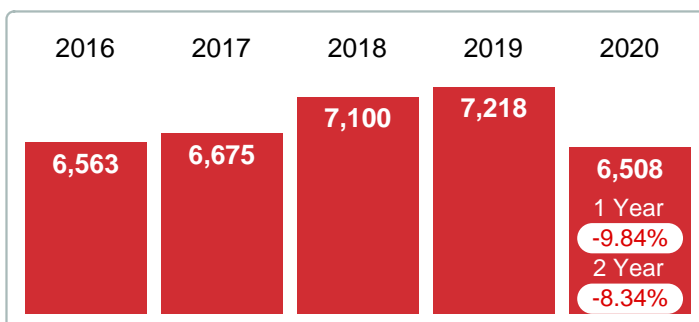
CLOSED LISTINGS

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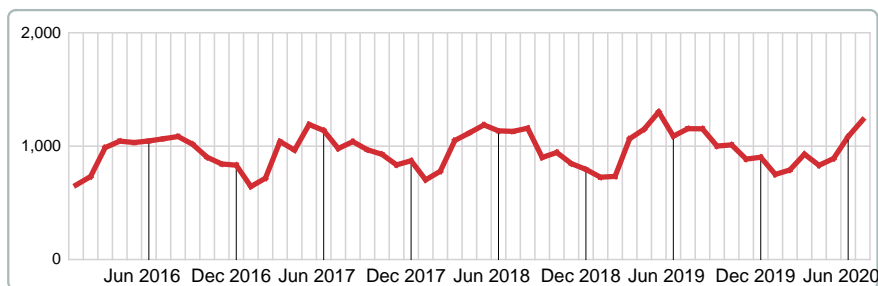
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,112

High May 2019 1,302 Low Jan 2017 644

Closed Listings this month at 1,232 above the 5 yr JUL average of 1,112



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	92	7.47%	16.5	50	36	6	0
\$75,001 - \$125,000	152	12.34%	6.0	44	97	9	2
\$125,001 - \$175,000	219	17.78%	4.0	25	167	25	2
\$175,001 - \$225,000	239	19.40%	7.0	23	128	80	8
\$225,001 - \$300,000	230	18.67%	10.0	13	81	125	11
\$300,001 - \$400,000	164	13.31%	22.5	2	40	106	16
\$400,001 and up	136	11.04%	25.5	2	24	60	50
Total Closed Units	1,232			159	573	411	89
Total Closed Volume	298,751,484	100%	9.0	20.00M	110.03M	126.42M	42.30M
Median Closed Price	\$206,750			\$108,000	\$173,750	\$274,900	\$440,000

July 2020



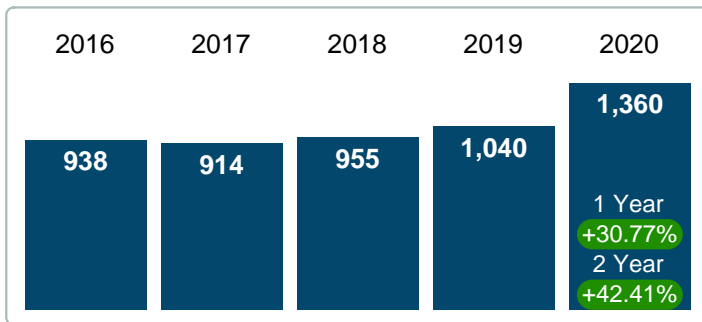
Area Delimited by County Of Tulsa



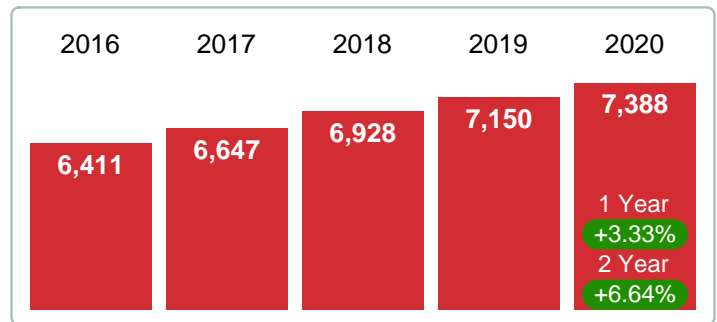
PENDING LISTINGS

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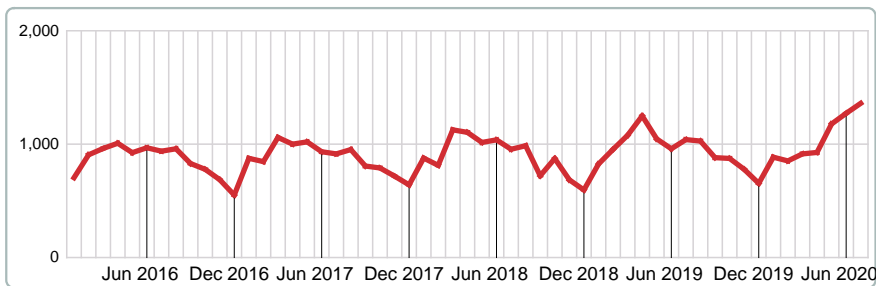
JULY



YEAR TO DATE (YTD)

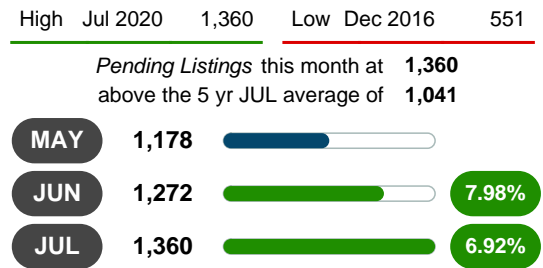


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,041



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	102	7.50%	20.0	51	36	13	2
\$50,001 - \$125,000	177	13.01%	8.0	79	83	13	2
\$125,001 - \$150,000	117	8.60%	5.0	11	100	6	0
\$150,001 - \$225,000	367	26.99%	6.0	26	241	93	7
\$225,001 - \$300,000	264	19.41%	14.5	13	114	118	19
\$300,001 - \$425,000	186	13.68%	25.0	6	55	101	24
\$425,001 and up	147	10.81%	49.0	8	19	77	43
Total Pending Units	1,360			194	648	421	97
Total Pending Volume	335,423,401	100%	11.5	28.56M	126.49M	136.15M	44.23M
Median Listing Price	\$205,000			\$89,240	\$175,000	\$270,000	\$398,550

July 2020



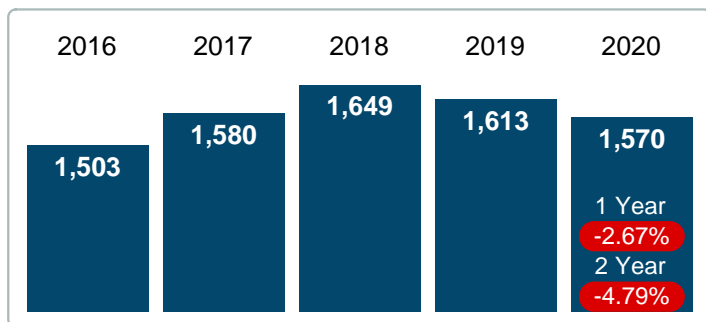
Area Delimited by County Of Tulsa



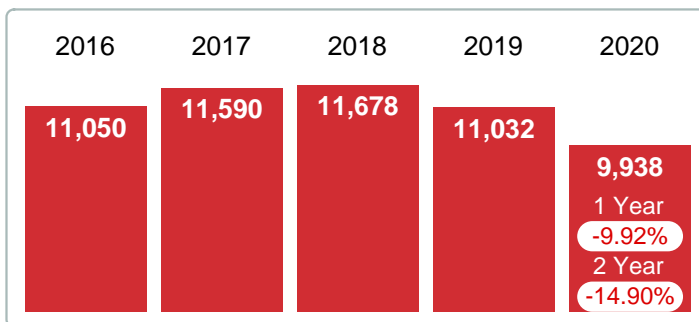
NEW LISTINGS

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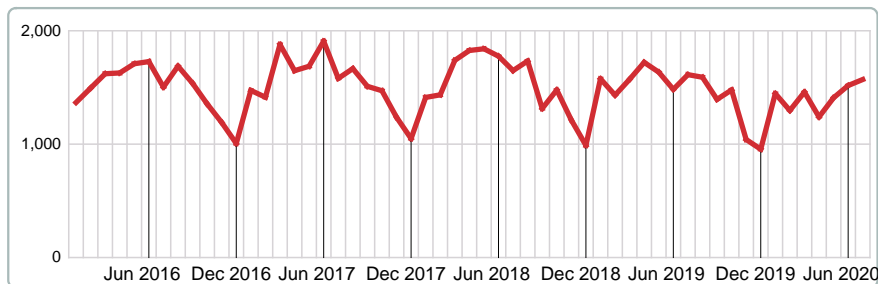
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

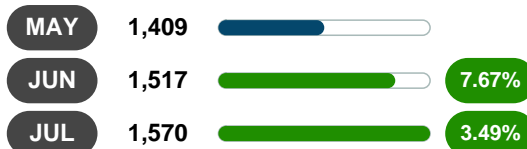


3 MONTHS

5 year JUL AVG = 1,583

High Jun 2017 1,908 Low Dec 2019 955

New Listings this month at 1,570
below the 5 yr JUL average of 1,583



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	156	9.94%	64	66	23	3
\$50,001 - \$125,000	187	11.91%	89	88	9	1
\$125,001 - \$150,000	117	7.45%	11	99	7	0
\$150,001 - \$250,000	521	33.18%	39	336	134	12
\$250,001 - \$325,000	196	12.48%	21	69	88	18
\$325,001 - \$525,000	233	14.84%	21	57	126	29
\$525,001 and up	160	10.19%	37	19	70	34
Total New Listed Units	1,570		282	734	457	97
Total New Listed Volume	449,036,009	100%	85.16M	143.68M	160.61M	59.59M
Median New Listed Listing Price	\$210,000		\$115,250	\$174,950	\$295,000	\$419,900

July 2020



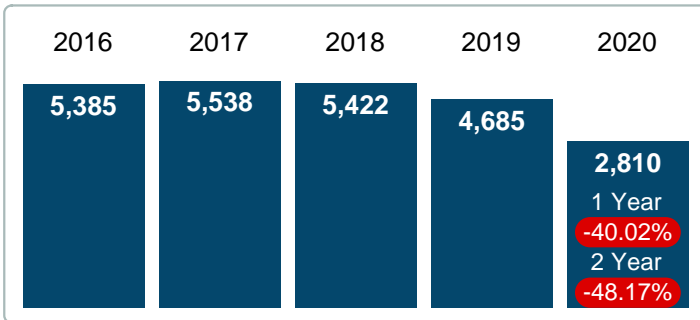
Area Delimited by County Of Tulsa



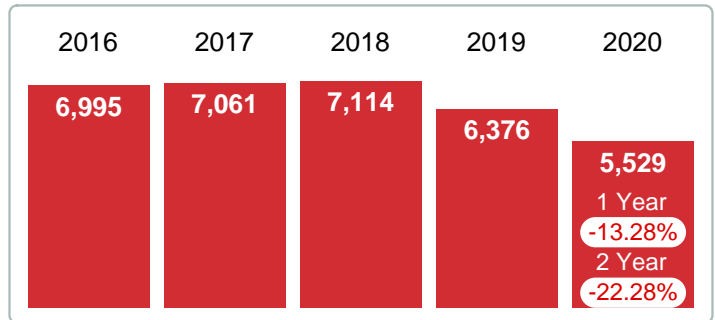
ACTIVE INVENTORY

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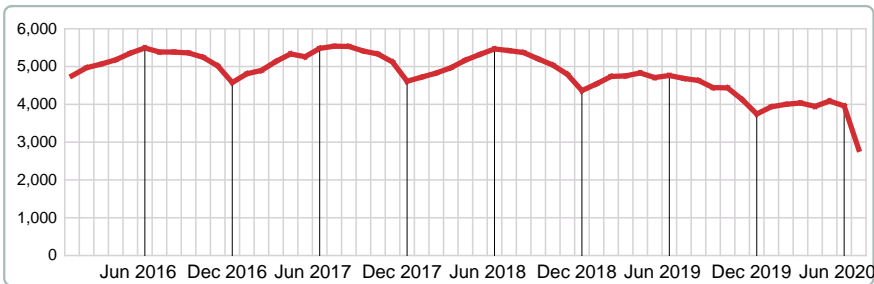
END OF JULY



ACTIVE DURING JULY

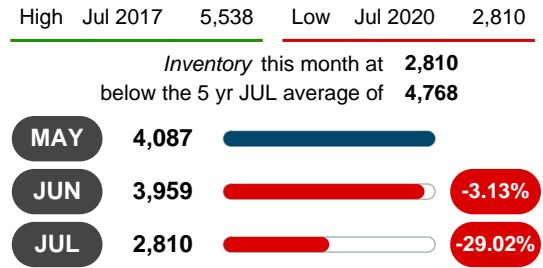


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4,768



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%	49.0	0	0	0	0
\$1	609	21.67%	66.0	318	229	54	8
\$100,001	400	14.23%	65.0	192	186	20	2
\$175,001	725	25.80%	42.0	122	311	251	41
\$325,001	447	15.91%	56.0	71	117	201	58
\$475,001	348	12.38%	71.0	71	46	147	84
\$800,001 and up	281	10.00%	88.0	138	24	61	58
Total Active Inventory by Units		2,810		912	913	734	251
Total Active Inventory by Volume		1,096,912,299	100%	397.98M	209.28M	305.17M	184.49M
Median Active Inventory Listing Price		\$253,200		\$150,000	\$195,000	\$360,000	\$519,000

July 2020



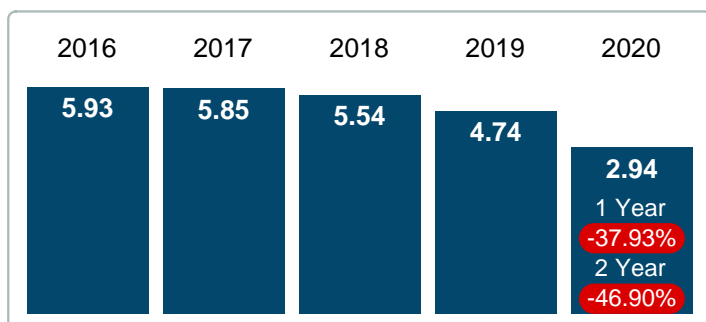
Area Delimited by County Of Tulsa



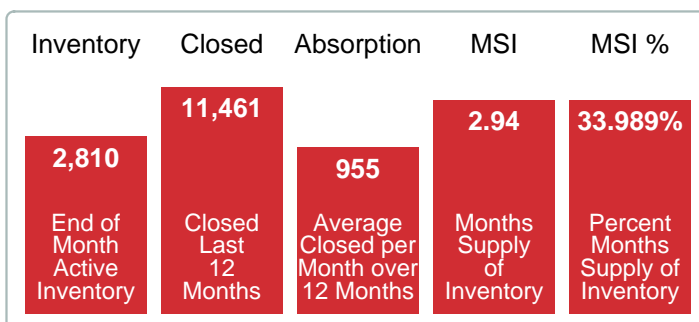
MONTHS SUPPLY of INVENTORY (MSI)

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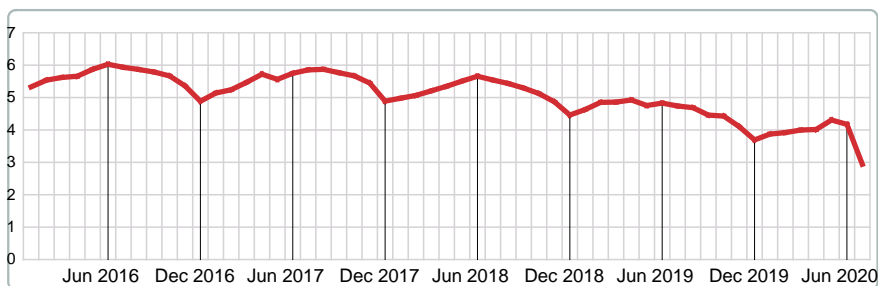
MSI FOR JULY



INDICATORS FOR JULY 2020

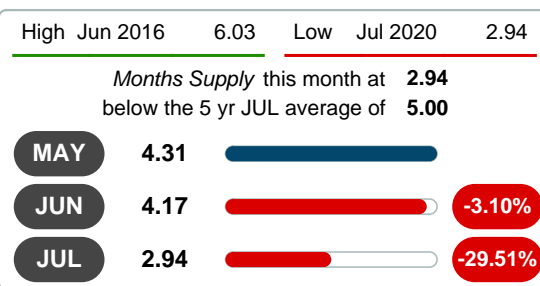


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.00



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-\$100,000	609	21.67%	2.89	3.88	2.10	2.97	4.57
\$100,001-\$175,000	400	14.23%	1.52	6.02	0.94	0.66	0.77
\$175,001-\$325,000	725	25.80%	2.11	6.00	1.95	1.70	2.60
\$325,001-\$475,000	447	15.91%	4.76	17.75	5.22	3.75	4.17
\$475,001-\$800,000	348	12.38%	9.87	35.50	7.08	8.32	9.25
\$800,001 and up	281	10.00%	30.38	127.38	24.00	17.02	16.19
Market Supply of Inventory (MSI)			2.94	6.46	1.84	2.71	5.38
Total Active Inventory by Units		100%	2,810	912	913	734	251

July 2020



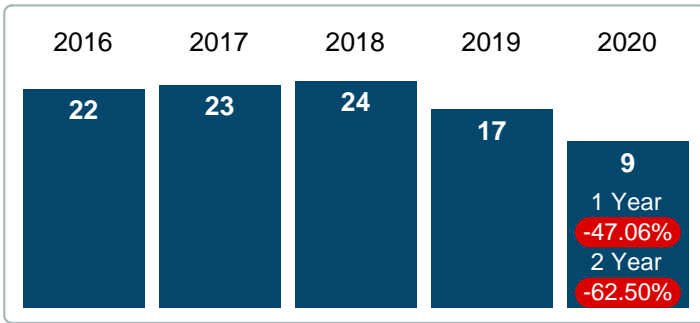
Area Delimited by County Of Tulsa



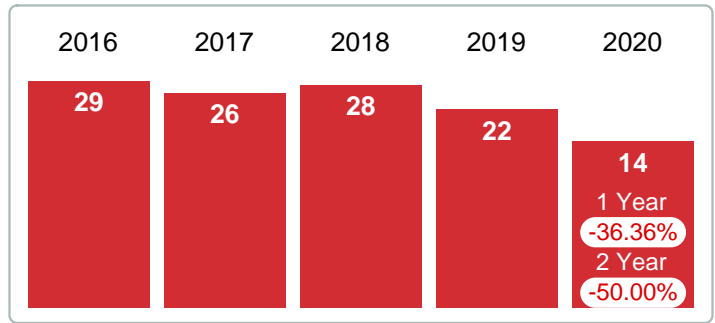
MEDIAN DAYS ON MARKET TO SALE

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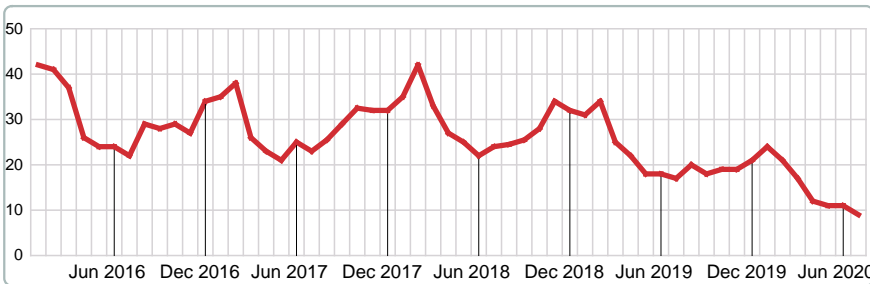
JULY



YEAR TO DATE (YTD)

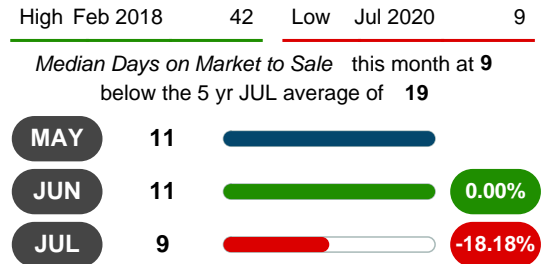


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 19



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
\$75,000 and less	7.47%	17	29	7	13	0
\$75,001 - \$125,000	12.34%	6	7	5	25	30
\$125,001 - \$175,000	17.78%	4	21	4	5	16
\$175,001 - \$225,000	19.40%	7	22	5	9	11
\$225,001 - \$300,000	18.67%	10	16	7	14	5
\$300,001 - \$400,000	13.31%	23	12	16	28	18
\$400,001 and up	11.04%	26	48	41	14	28
Median Closed DOM		9	17	5	15	20
Total Closed Units	100%	1,232	159	573	411	89
Total Closed Volume		298,751,484	20.00M	110.03M	126.42M	42.30M

July 2020

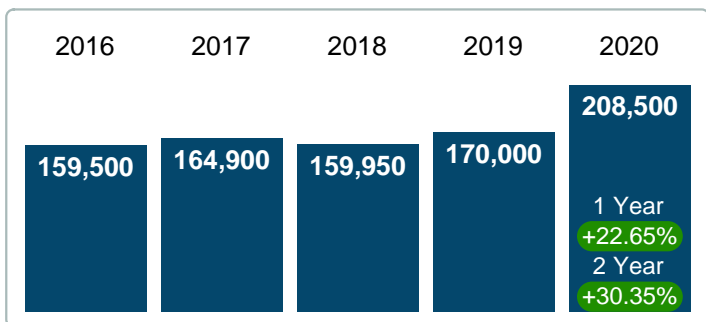
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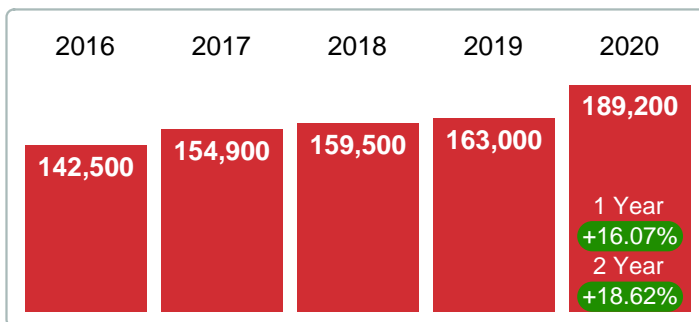
MEDIAN LIST PRICE AT CLOSING

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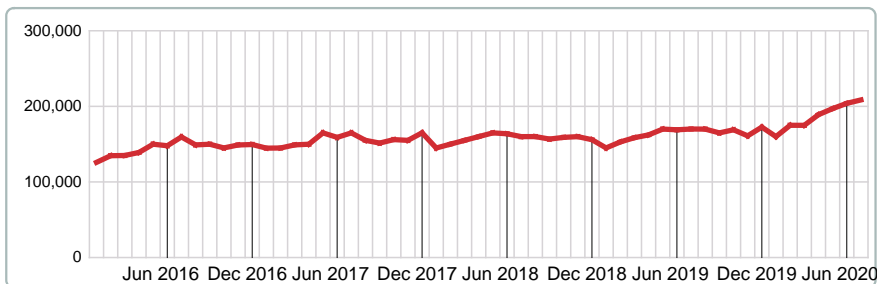
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 172,570

High Jul 2020 208,500 Low Jan 2016 125,900
 Median List Price at Closing this month at **208,500**
 above the 5 yr JUL average of **172,570**

MAY	197,000	
JUN	203,974	3.54%
JUL	208,500	2.22%

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	
\$75,000 and less	88	7.14%	50,750	34,500	60,500	69,900	0
\$75,001 - \$125,000	157	12.74%	105,000	95,600	109,999	110,000	111,200
\$125,001 - \$175,000	213	17.29%	154,900	146,750	157,500	155,000	159,950
\$175,001 - \$225,000	235	19.07%	199,900	209,000	194,900	205,000	212,450
\$225,001 - \$300,000	239	19.40%	259,000	249,950	259,000	256,179	279,995
\$300,001 - \$400,000	162	13.15%	349,900	339,000	338,000	358,950	337,400
\$400,001 and up	138	11.20%	534,000	858,500	463,500	499,500	570,000
Median List Price		208,500		105,000	174,900	274,900	429,900
Total Closed Units	1,232	100%	208,500	159	573	411	89
Total Closed Volume	303,971,137			20.66M	111.21M	128.18M	43.92M

July 2020



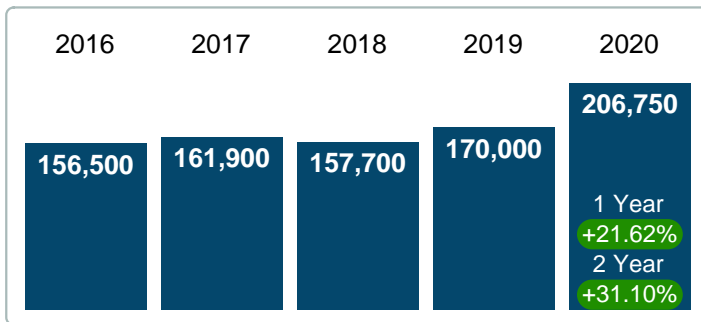
Area Delimited by County Of Tulsa



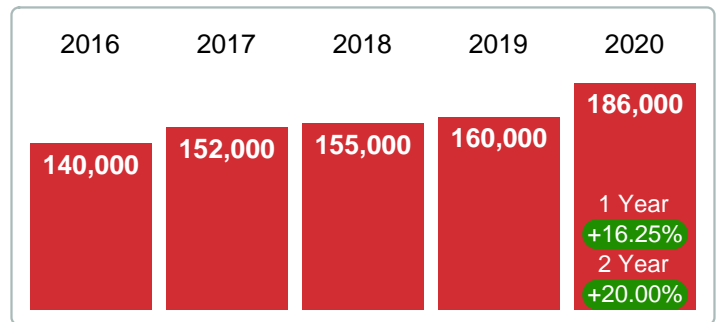
MEDIAN SOLD PRICE AT CLOSING

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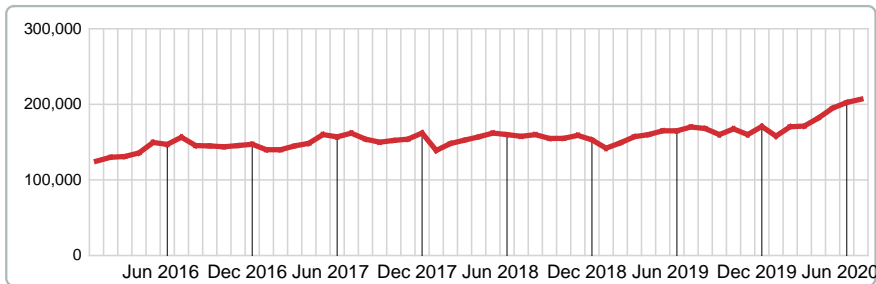
JULY



YEAR TO DATE (YTD)

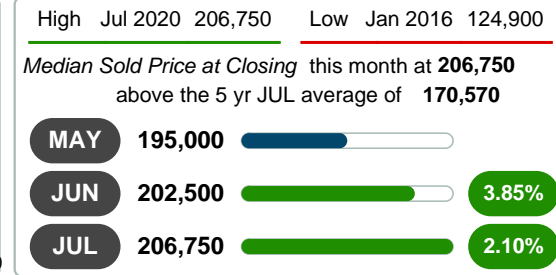


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 170,570



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
\$75,000 and less	7.47%	48,750	32,500	62,000	61,950	0
\$75,001 - \$125,000	12.34%	105,500	96,500	108,000	111,000	101,427
\$125,001 - \$175,000	17.78%	155,000	144,000	155,000	155,000	159,950
\$175,001 - \$225,000	19.40%	199,000	215,000	195,800	206,757	186,563
\$225,001 - \$300,000	18.67%	259,450	264,000	260,000	255,900	257,000
\$300,001 - \$400,000	13.31%	338,992	335,500	333,500	348,000	326,250
\$400,001 and up	11.04%	519,950	775,695	455,500	503,500	553,000
Median Sold Price		206,750	108,000	173,750	274,900	440,000
Total Closed Units	100%	206,750	159	573	411	89
Total Closed Volume		298,751,484	20.00M	110.03M	126.42M	42.30M

July 2020



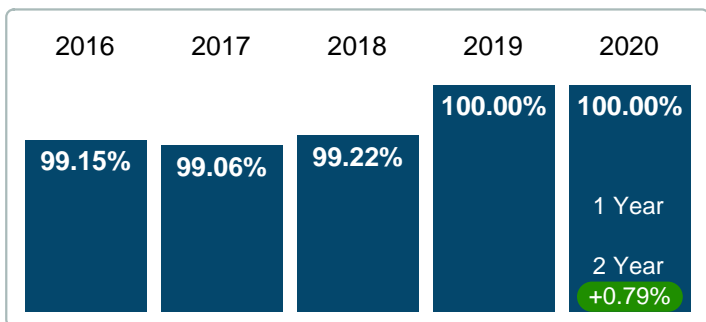
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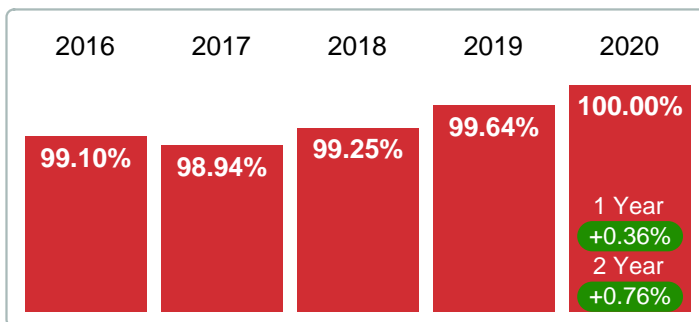
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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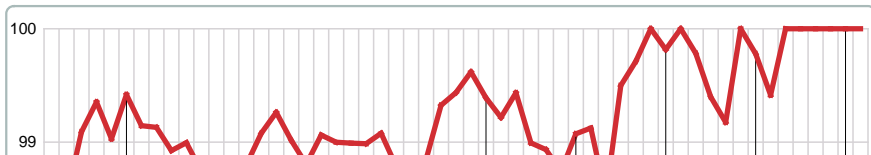
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99.49%

High Jul 2020 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% above the 5 yr JUL average of 99.49%

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
\$75,000 and less	92	7.47%	95.93%	93.28%	100.00%	91.71%	0.00%
\$75,001 - \$125,000	152	12.34%	100.00%	100.00%	100.00%	98.01%	96.29%
\$125,001 - \$175,000	219	17.78%	100.00%	97.93%	100.00%	100.00%	100.00%
\$175,001 - \$225,000	239	19.40%	100.00%	98.11%	100.00%	100.00%	99.45%
\$225,001 - \$300,000	230	18.67%	100.00%	98.91%	100.00%	100.00%	100.00%
\$300,001 - \$400,000	164	13.31%	100.00%	97.56%	99.85%	100.00%	98.43%
\$400,001 and up	136	11.04%	98.21%	92.20%	97.51%	99.46%	97.83%
Median Sold/List Ratio		100.00%		98.11%	100.00%	100.00%	98.72%
Total Closed Units		1,232	100%	159	573	411	89
Total Closed Volume		298,751,484		20.00M	110.03M	126.42M	42.30M

July 2020

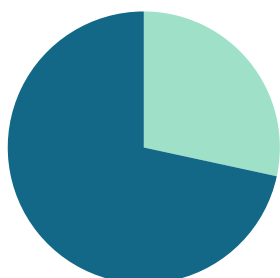
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

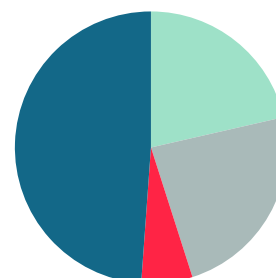


Inventory
 New Listings
1,570 = 28.39%
 Start Inventory
3,960
 Total Inventory Units
5,530
 Volume
\$1,830,022,214

Market Activity

Closed Sales
1,232 = 21.42%
 Pending Sales
1,360 = 23.64%
 Other Off Market
350 = 6.08%
 Active Inventory
2,810 = 48.85%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,154	1,232	6.76%	7,218	6,508	-9.84%
Pending Sales	1,040	1,360	30.77%	7,150	7,388	3.33%
New Listings	1,613	1,570	-2.67%	11,032	9,938	-9.92%
Median List Price	170,000	208,500	22.65%	163,000	189,200	16.07%
Median Sale Price	170,000	206,750	21.62%	160,000	186,000	16.25%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.64%	100.00%	0.36%
Median Days on Market to Sale	17.00	9.00	-47.06%	22.00	14.00	-36.36%
Monthly Inventory	4,688	2,810	-40.06%	4,688	2,810	-40.06%
Months Supply of Inventory	4.74	2.94	-37.97%	4.74	2.94	-37.97%

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

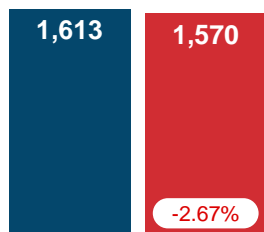
Inventory on July 31, 2020 = **2,810**

2019 **2020**

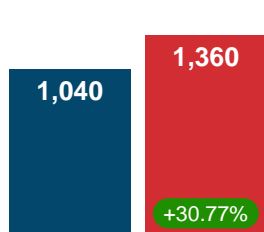
JULY MARKET

MEDIAN PRICES

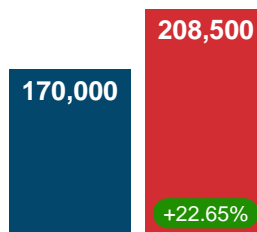
New Listings



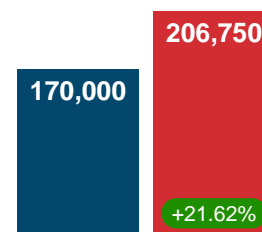
Pending Listings



List Price



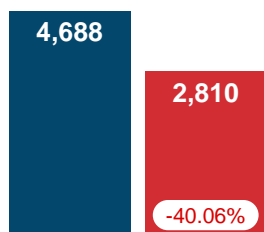
Sale Price



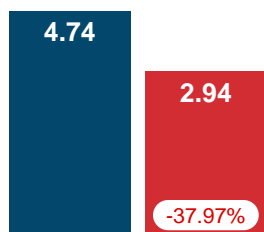
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

