

# August 2020



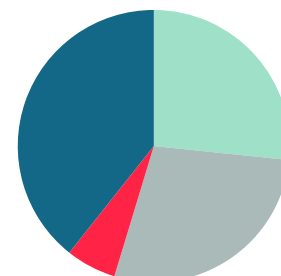
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	August 2020	+/-%
Closed Listings	990	1,100	11.11%
Pending Listings	951	1,158	21.77%
New Listings	1,235	1,232	-0.24%
Average List Price	220,813	265,839	20.39%
Average Sale Price	215,117	261,532	21.58%
Average Percent of Selling Price to List Price	97.62%	98.76%	1.17%
Average Days on Market to Sale	35.55	27.20	-23.51%
End of Month Inventory	2,530	1,624	-35.81%
Months Supply of Inventory	3.04	1.88	-37.93%



■ Closed (26.64%)  
■ Pending (28.05%)  
■ Other OffMarket (5.98%)  
■ Active (39.33%)

**Absorption:** Last 12 months, an Average of **862** Sales/Month  
**Active Inventory** as of August 31, 2020 = **1,624**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **35.81%** to 1,624 existing homes available for sale. Over the last 12 months this area has had an average of 862 closed sales per month. This represents an unsold inventory index of **1.88** 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 **21.58%** in August 2020 to \$261,532 versus the previous year at \$215,117.

#### Average Days on Market Shortens

The average number of **27.20** days that homes spent on the market before selling decreased by 8.36 days or **23.51%** in August 2020 compared to last year's same month at **35.55** 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 1,232 New Listings in August 2020, down **0.24%** from last year at 1,235. Furthermore, there were 1,100 Closed Listings this month versus last year at 990, a **11.11%** increase.

Closed versus Listed trends yielded a **89.3%** ratio, up from previous year's, August 2019, at **80.2%**, a **11.38%** 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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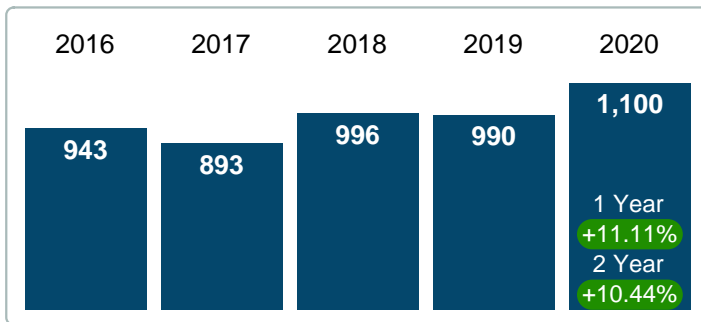
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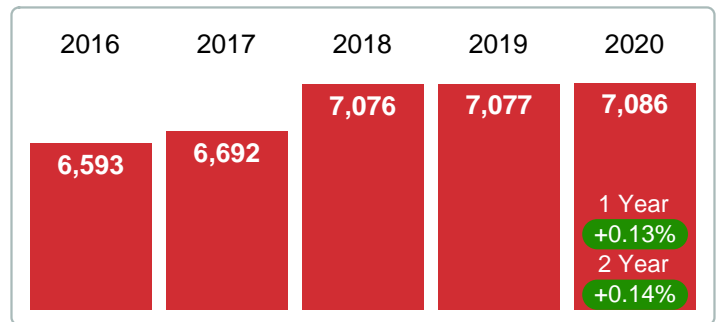
## CLOSED LISTINGS

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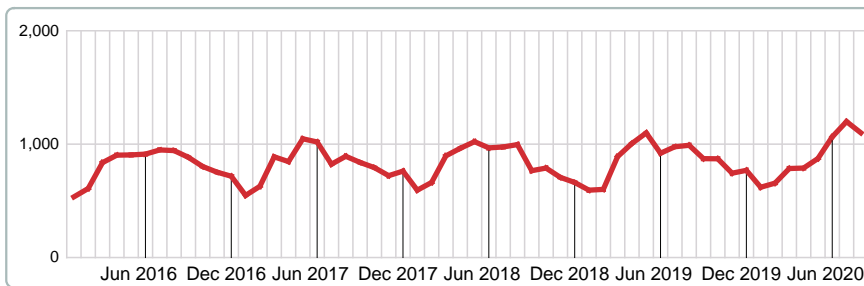
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

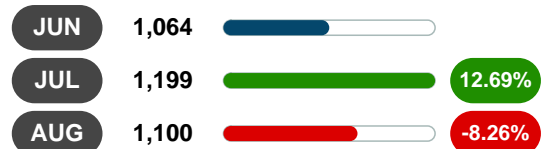


### 3 MONTHS

5 year AUG AVG = 984

High Jul 2020 1,199 Low Jan 2016 535

Closed Listings this month at **1,100**  
above the 5 yr AUG average of **984**



### 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	85	7.73%	25.8	42	33	10	0
\$100,001 - \$150,000	155	14.09%	11.0	22	119	14	0
\$150,001 - \$175,000	123	11.18%	16.9	14	95	14	0
\$175,001 - \$250,000	318	28.91%	17.9	14	176	117	11
\$250,001 - \$325,000	165	15.00%	34.9	6	65	72	22
\$325,001 - \$450,000	144	13.09%	43.4	2	31	76	35
\$450,001 and up	110	10.00%	56.7	0	11	69	30
<b>Total Closed Units</b>	<b>1,100</b>			<b>100</b>	<b>530</b>	<b>372</b>	<b>98</b>
<b>Total Closed Volume</b>	<b>287,685,207</b>	<b>100%</b>	<b>27.2</b>	<b>12.63M</b>	<b>106.21M</b>	<b>124.25M</b>	<b>44.59M</b>
<b>Average Closed Price</b>	<b>\$261,532</b>			<b>\$126,346</b>	<b>\$200,395</b>	<b>\$334,016</b>	<b>\$454,974</b>

# August 2020



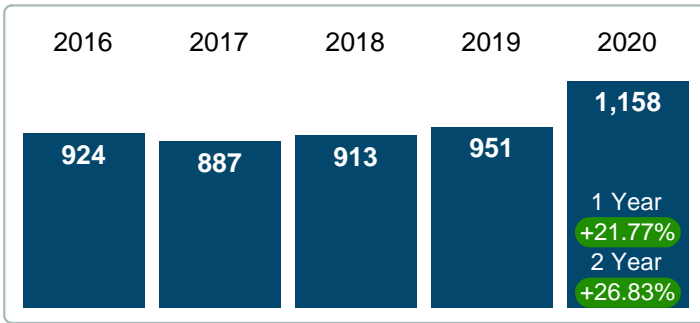
Area Delimited by County Of Tulsa - Residential Property Type



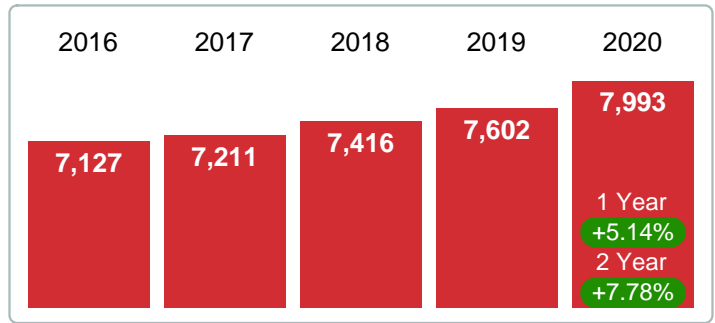
## PENDING LISTINGS

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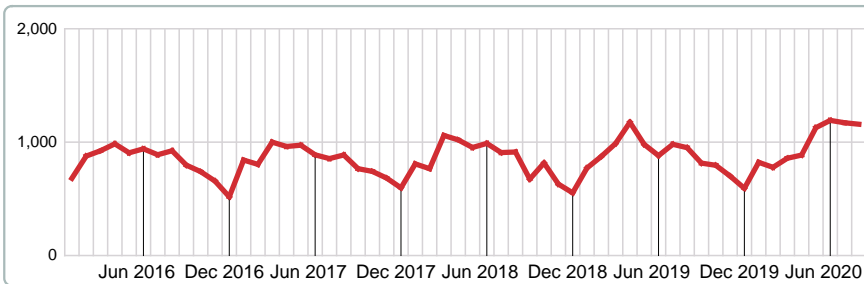
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

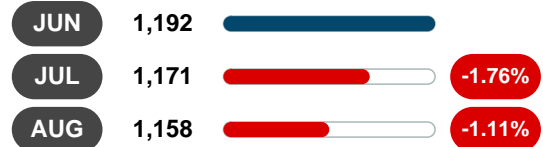


### 3 MONTHS

5 year AUG AVG = 967

High Jun 2020 1,192 Low Dec 2016 518

Pending Listings this month at 1,158 above the 5 yr AUG average of 967



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	110	9.50%	33.4	56	48	5	1
\$100,001 - \$150,000	153	13.21%	21.5	24	116	13	0
\$150,001 - \$175,000	135	11.66%	19.9	9	114	12	0
\$175,001 - \$250,000	322	27.81%	24.2	12	187	115	8
\$250,001 - \$300,000	142	12.26%	26.0	7	52	72	11
\$300,001 - \$425,000	178	15.37%	35.3	4	52	100	22
\$425,001 and up	118	10.19%	60.2	3	13	69	33
<b>Total Pending Units</b>	<b>1,158</b>			<b>115</b>	<b>582</b>	<b>386</b>	<b>75</b>
<b>Total Pending Volume</b>	<b>297,210,378</b>	<b>100%</b>	<b>29.6</b>	<b>16.00M</b>	<b>116.34M</b>	<b>126.53M</b>	<b>38.33M</b>
<b>Average Listing Price</b>	<b>\$257,368</b>			<b>\$139,170</b>	<b>\$199,903</b>	<b>\$327,798</b>	<b>\$511,096</b>

# August 2020



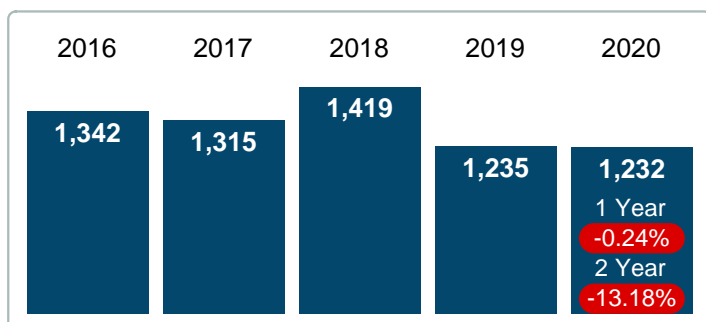
Area Delimited by County Of Tulsa - Residential Property Type



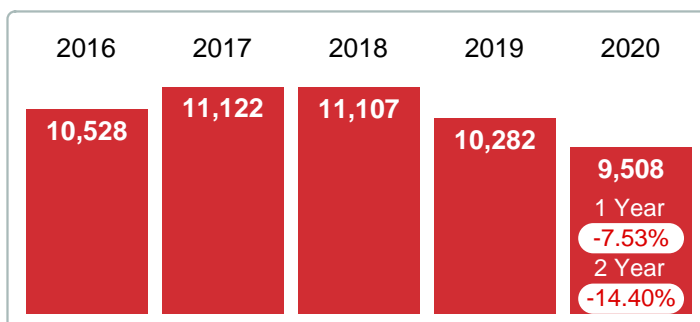
## NEW LISTINGS

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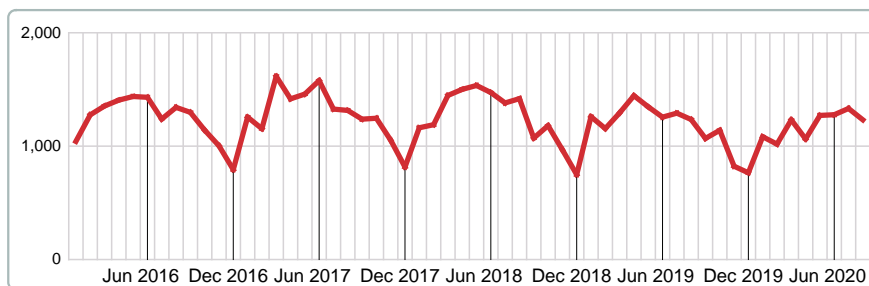
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

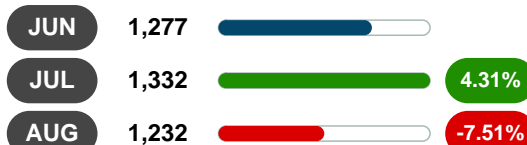


### 3 MONTHS

5 year AUG AVG = 1,309

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,232 below the 5 yr AUG average of 1,309



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	129	10.47%	62	57	9	1
\$100,001 - \$150,000	154	12.50%	25	115	13	1
\$150,001 - \$175,000	128	10.39%	6	106	13	3
\$175,001 - \$250,000	337	27.35%	13	198	123	3
\$250,001 - \$325,000	178	14.45%	11	67	87	13
\$325,001 - \$475,000	180	14.61%	7	51	101	21
\$475,001 and up	126	10.23%	2	20	69	35
<b>Total New Listed Units</b>	<b>1,232</b>		<b>126</b>	<b>614</b>	<b>415</b>	<b>77</b>
<b>Total New Listed Volume</b>	<b>344,692,997</b>	<b>100%</b>	<b>18.35M</b>	<b>131.41M</b>	<b>146.88M</b>	<b>48.05M</b>
<b>Average New Listed Listing Price</b>	<b>\$258,735</b>		<b>\$145,638</b>	<b>\$214,028</b>	<b>\$353,916</b>	<b>\$624,080</b>

# August 2020



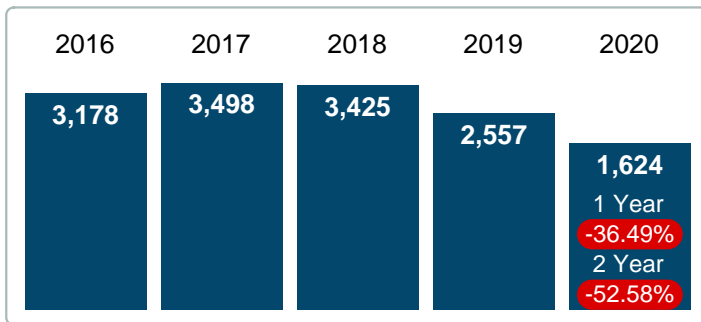
Area Delimited by County Of Tulsa - Residential Property Type



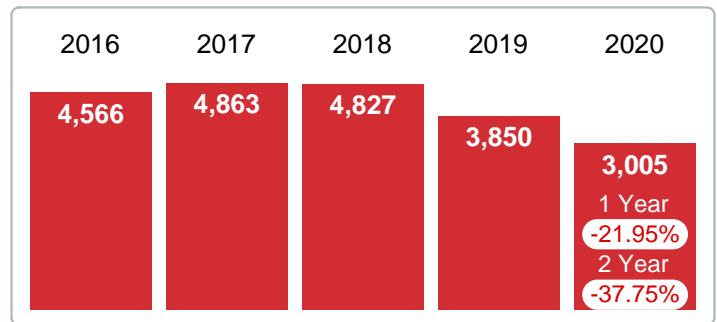
## ACTIVE INVENTORY

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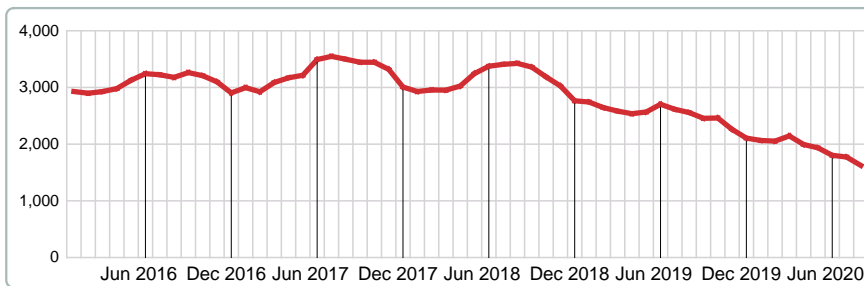
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

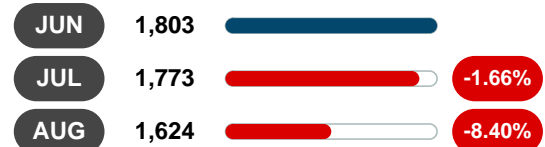


### 3 MONTHS

5 year AUG AVG = 2,856

High Jul 2017 3,548 Low Aug 2020 1,624

Inventory this month at 1,624 below the 5 yr AUG average of 2,856



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	166	10.22%	78.6	91	61	14	0
\$100,001 - \$175,000	203	12.50%	47.4	27	149	22	5
\$175,001 - \$225,000	185	11.39%	46.9	11	114	57	3
\$225,001 - \$350,000	421	25.92%	54.7	24	186	184	27
\$350,001 - \$475,000	277	17.06%	75.2	7	82	149	39
\$475,001 - \$750,000	207	12.75%	70.1	4	37	109	57
\$750,001 and up	165	10.16%	79.7	4	25	73	63
<b>Total Active Inventory by Units</b>	<b>1,624</b>			<b>168</b>	<b>654</b>	<b>608</b>	<b>194</b>
<b>Total Active Inventory by Volume</b>	<b>643,130,540</b>	<b>100%</b>	<b>63.4</b>	<b>29.00M</b>	<b>186.90M</b>	<b>273.44M</b>	<b>153.79M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$396,016</b>			<b>\$172,626</b>	<b>\$285,779</b>	<b>\$449,732</b>	<b>\$792,748</b>

# August 2020



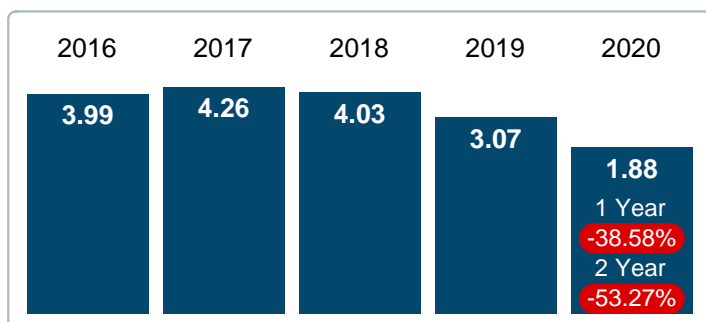
Area Delimited by County Of Tulsa - Residential Property Type



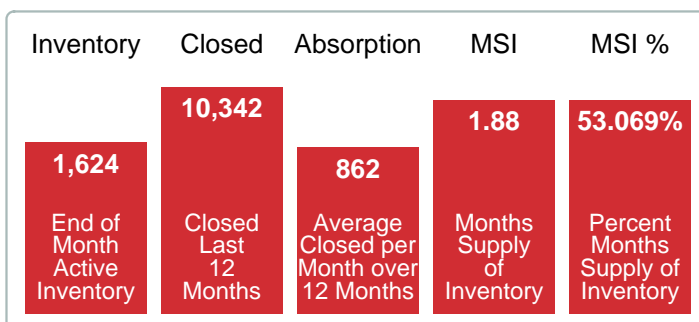
## MONTHS SUPPLY of INVENTORY (MSI)

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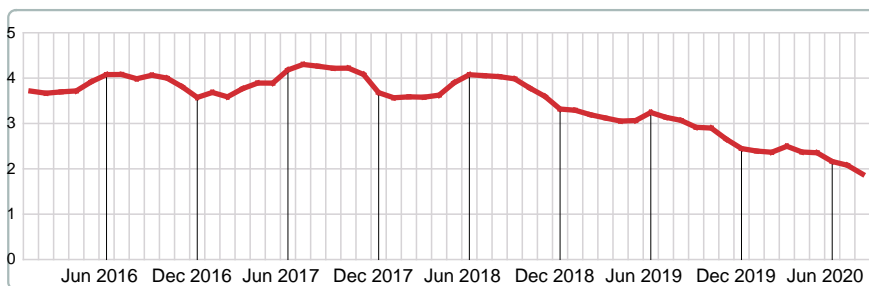
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

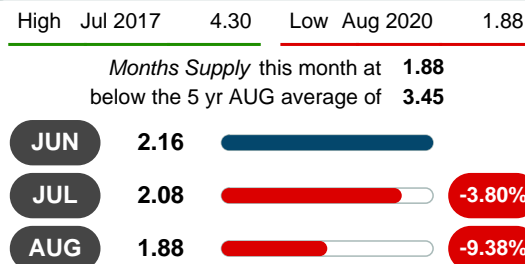


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 3.45



### 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
\$100,000 and less	166	10.22%	1.42	1.89	1.00	2.00	0.00
\$100,001 - \$175,000	203	12.50%	0.80	1.01	0.76	0.75	2.22
\$175,001 - \$225,000	185	11.39%	1.13	1.25	1.20	1.02	0.72
\$225,001 - \$350,000	421	25.92%	2.03	3.89	2.41	1.70	1.68
\$350,001 - \$475,000	277	17.06%	3.80	5.60	5.18	3.45	3.10
\$475,001 - \$750,000	207	12.75%	5.87	48.00	5.77	5.76	5.80
\$750,001 and up	165	10.16%	14.04	48.00	17.65	12.88	13.75
Market Supply of Inventory (MSI)			1.88	1.84	1.45	2.27	3.87
Total Active Inventory by Units		100%	1,624	168	654	608	194

# August 2020



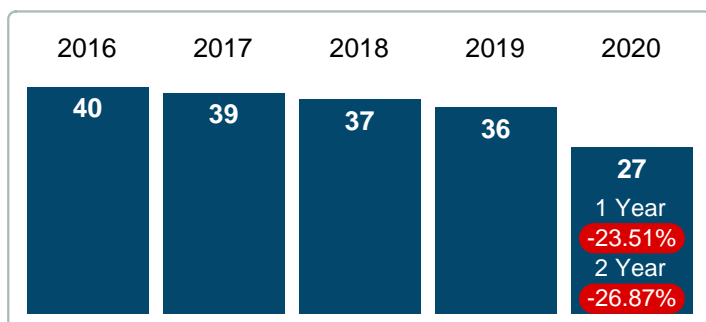
Area Delimited by County Of Tulsa - Residential Property Type



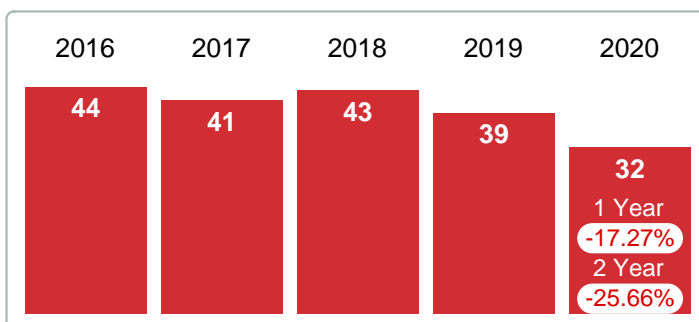
## AVERAGE DAYS ON MARKET TO SALE

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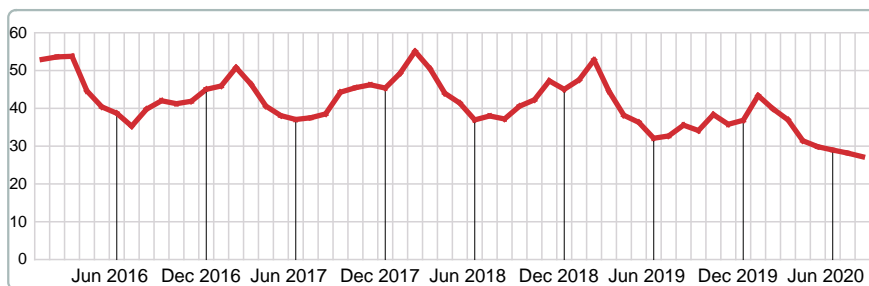
### AUGUST



### YEAR TO DATE (YTD)

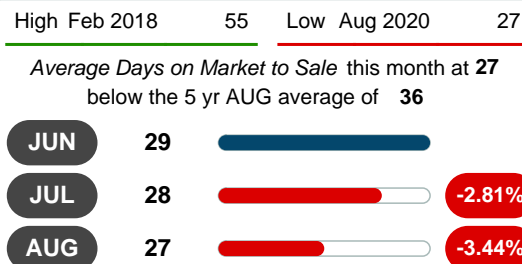


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 36



### 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	7.73%	26	25	22	43	0
\$100,001 - \$150,000	14.09%	11	16	10	12	0
\$150,001 - \$175,000	11.18%	17	40	13	18	0
\$175,001 - \$250,000	28.91%	18	8	15	23	29
\$250,001 - \$325,000	15.00%	35	6	36	33	47
\$325,001 - \$450,000	13.09%	43	4	54	39	46
\$450,001 and up	10.00%	57	0	63	37	99
Average Closed DOM		27	21	20	31	61
Total Closed Units	100%	27	100	530	372	98
Total Closed Volume		287,685,207	12.63M	106.21M	124.25M	44.59M

# August 2020



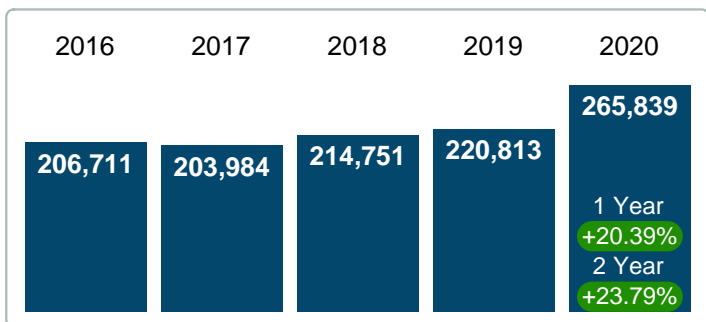
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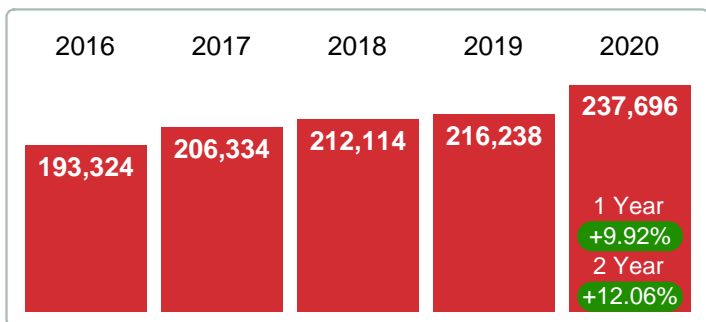
## AVERAGE LIST PRICE AT CLOSING

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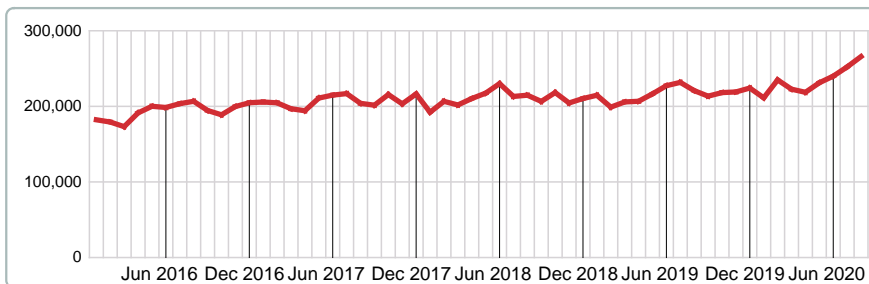
### AUGUST



### YEAR TO DATE (YTD)

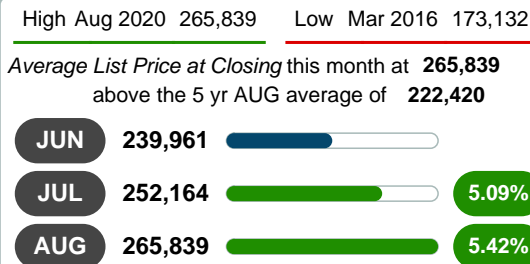


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 222,420



### 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	84	7.64%	65,505	58,858	75,478	65,610	0	
\$100,001 - \$150,000	155	14.09%	128,816	123,645	129,773	135,811	0	
\$150,001 - \$175,000	122	11.09%	164,147	167,221	164,300	171,539	0	
\$175,001 - \$250,000	309	28.09%	211,539	202,100	210,093	217,614	220,245	
\$250,001 - \$325,000	170	15.45%	285,782	272,200	286,317	293,813	289,427	
\$325,001 - \$450,000	143	13.00%	379,403	390,000	378,667	383,768	393,998	
\$450,001 and up	117	10.64%	672,860	0	586,891	659,167	783,987	
Average List Price		265,839		127,760	202,498	339,310	470,404	
Total Closed Units		1,100	100%	265,839	100	530	372	98
Total Closed Volume		292,422,604			12.78M	107.32M	126.22M	46.10M



# August 2020



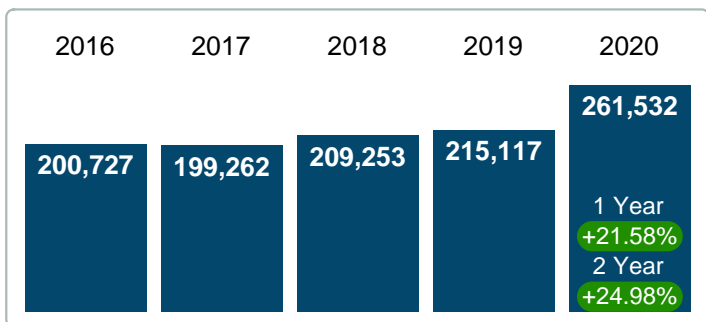
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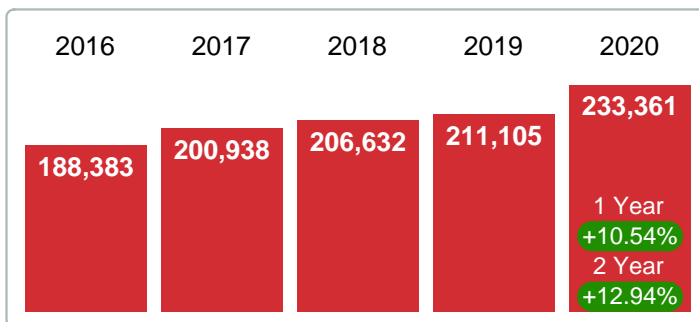
## AVERAGE SOLD PRICE AT CLOSING

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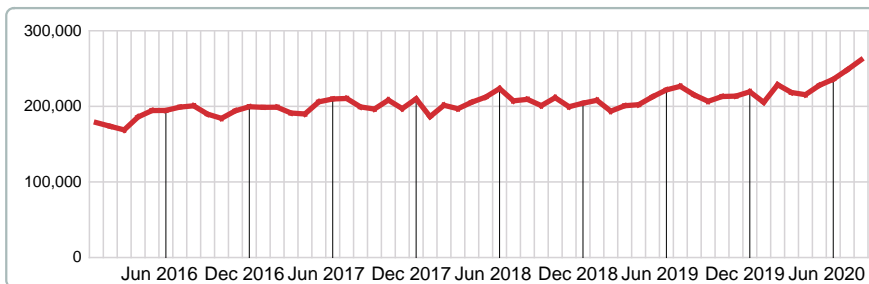
### AUGUST



### YEAR TO DATE (YTD)

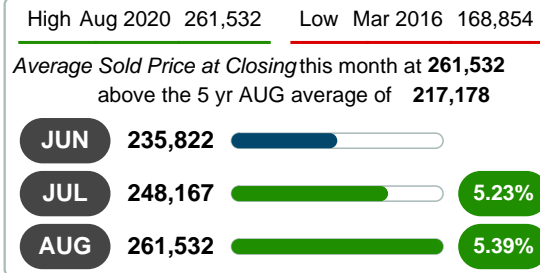


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 217,178



### 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	85	7.73%	62,731	55,946	71,973	60,730	0
\$100,001 - \$150,000	155	14.09%	128,508	123,069	129,129	131,783	0
\$150,001 - \$175,000	123	11.18%	164,606	163,640	164,467	166,518	0
\$175,001 - \$250,000	318	28.91%	211,174	203,090	208,024	216,716	212,900
\$250,001 - \$325,000	165	15.00%	287,278	278,442	283,857	291,551	285,812
\$325,001 - \$450,000	144	13.09%	379,099	386,250	370,503	379,962	384,431
\$450,001 and up	110	10.00%	664,030	0	572,273	641,241	750,088
Average Sold Price			261,532	126,346	200,395	334,016	454,974
Total Closed Units		100%	261,532	100	530	372	98
Total Closed Volume			287,685,207	12.63M	106.21M	124.25M	44.59M

# August 2020



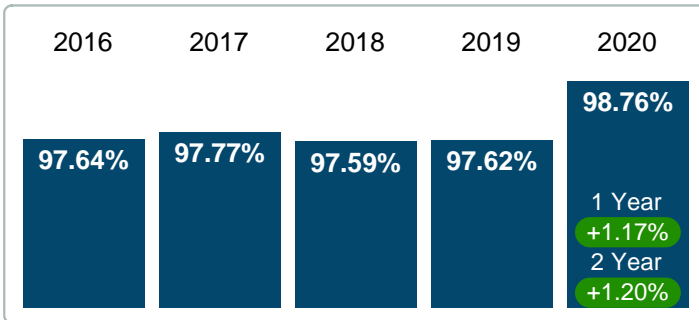
Area Delimited by County Of Tulsa - Residential Property Type



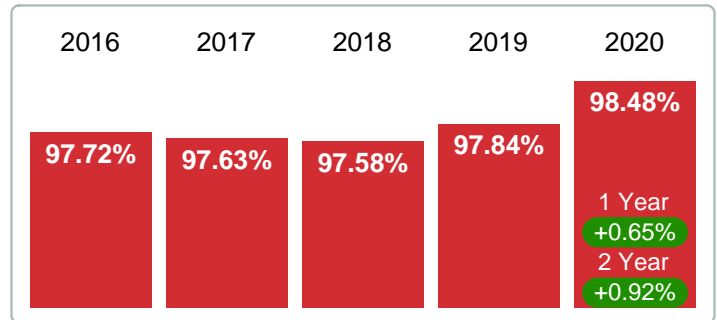
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

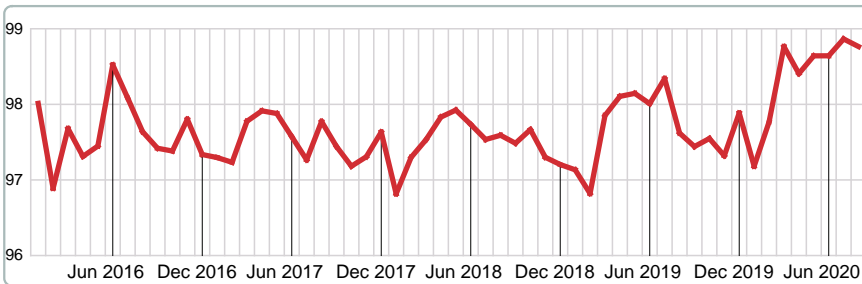
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

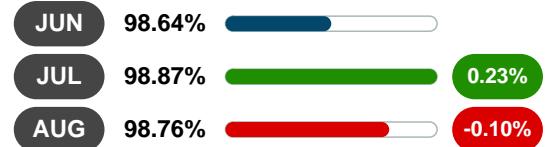


### 3 MONTHS

5 year AUG AVG = 97.88%

High Jul 2020 98.87% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.76%**  
above the 5 yr AUG average of **97.88%**



### 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
\$100,000 and less	85	7.73%	95.03%	95.00%	95.11%	94.90%	0.00%
\$100,001 - \$150,000	155	14.09%	99.46%	99.61%	99.70%	97.14%	0.00%
\$150,001 - \$175,000	123	11.18%	99.63%	98.17%	100.21%	97.21%	0.00%
\$175,001 - \$250,000	318	28.91%	99.35%	100.57%	99.18%	99.67%	96.97%
\$250,001 - \$325,000	165	15.00%	99.30%	102.20%	99.23%	99.27%	98.77%
\$325,001 - \$450,000	144	13.09%	98.52%	99.03%	97.98%	99.08%	97.75%
\$450,001 and up	110	10.00%	97.53%	0.00%	97.53%	98.05%	96.34%
Average Sold/List Ratio		98.80%		97.75%	99.13%	98.86%	97.46%
Total Closed Units		1,100	100%	100	530	372	98
Total Closed Volume		287,685,207		12.63M	106.21M	124.25M	44.59M

# August 2020



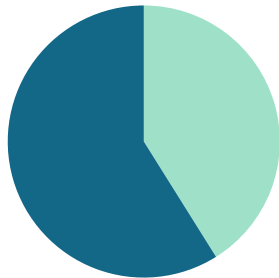
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

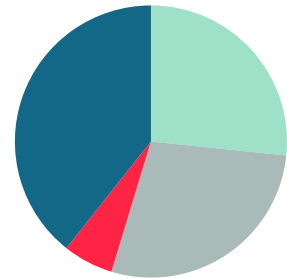


**Inventory**  
 New Listings  
**1,232 = 41.09%**  
 Start Inventory  
**1,766**  
 Total Inventory Units  
**2,998**  
 Volume  
**\$1,044,131,912**

### Market Activity

Closed Sales  
**1,100 = 26.64%**  
 Pending Sales  
**1,158 = 28.05%**  
 Other Off Market  
**247 = 5.98%**  
 Active Inventory  
**1,624 = 39.33%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	990	1,100	11.11%	7,077	7,086	0.13%
Pending Sales	951	1,158	21.77%	7,602	7,993	5.14%
New Listings	1,235	1,232	-0.24%	10,282	9,508	-7.53%
Average List Price	220,813	265,839	20.39%	216,238	237,696	9.92%
Average Sale Price	215,117	261,532	21.58%	211,105	233,361	10.54%
Average Percent of Selling Price to List Price	97.62%	98.76%	1.17%	97.84%	98.48%	0.65%
Average Days on Market to Sale	35.55	27.20	-23.51%	38.79	32.09	-17.27%
Monthly Inventory	2,530	1,624	-35.81%	2,530	1,624	-35.81%
Months Supply of Inventory	3.04	1.88	-37.93%	3.04	1.88	-37.93%

**Absorption:** Last 12 months, an Average of **862** Sales/Month

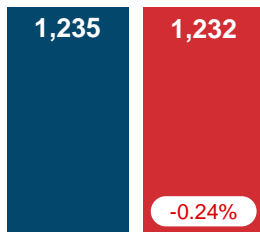
**Inventory** on August 31, 2020 = **1,624**

**2019** **2020**

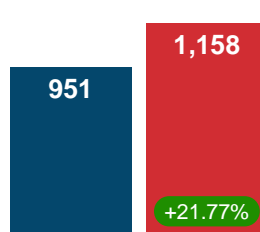
### AUGUST MARKET

### AVERAGE PRICES

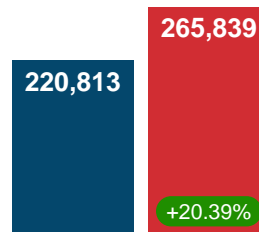
#### New Listings



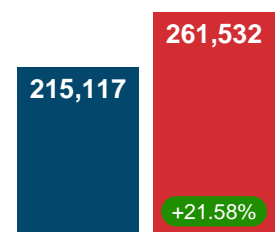
#### Pending Listings



#### List Price



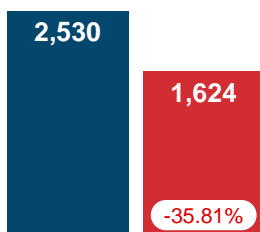
#### Sale Price



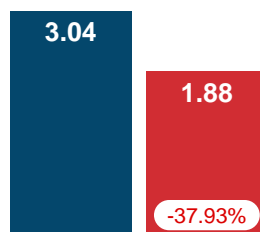
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

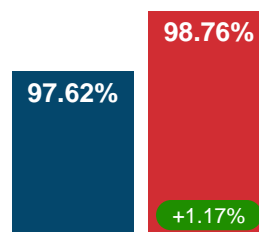
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

