

August 2020



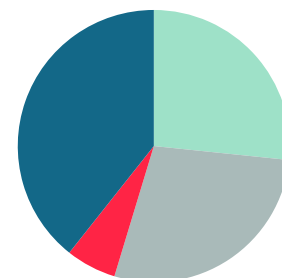
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	183,500	219,900	19.84%
Median Sale Price	180,157	217,250	20.59%
Median Percent of Selling Price to List Price	99.10%	100.00%	0.91%
Median Days on Market to Sale	18.00	8.00	-55.56%
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.

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 **20.59%** in August 2020 to \$217,250 versus the previous year at \$180,157.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 10.00 days or **55.56%** in August 2020 compared to last year's same month at **18.00** DOM.

Sales Success for August 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 1,232 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.

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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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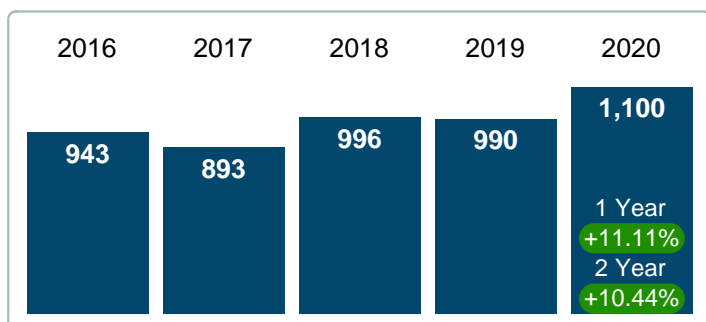
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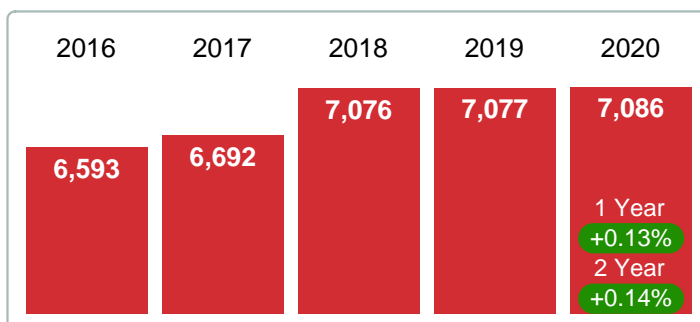
CLOSED LISTINGS

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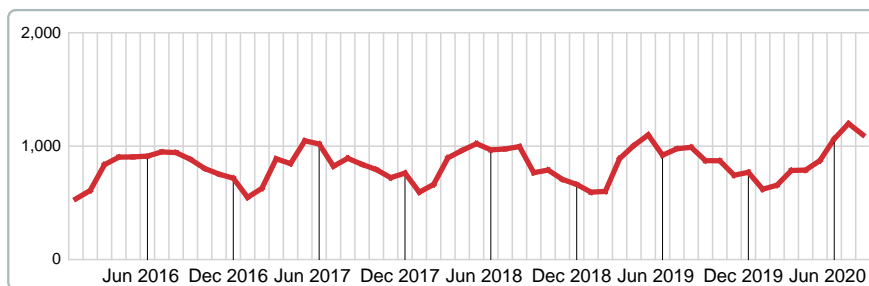
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	85	7.73%	10.0	42	33	10	0
\$100,001 - \$150,000	155	14.09%	4.0	22	119	14	0
\$150,001 - \$175,000	123	11.18%	4.0	14	95	14	0
\$175,001 - \$250,000	318	28.91%	7.0	14	176	117	11
\$250,001 - \$325,000	165	15.00%	12.0	6	65	72	22
\$325,001 - \$450,000	144	13.09%	23.5	2	31	76	35
\$450,001 and up	110	10.00%	38.5	0	11	69	30
Total Closed Units	1,100			100	530	372	98
Total Closed Volume	287,685,207	100%	8.0	12.63M	106.21M	124.25M	44.59M
Median Closed Price	\$217,250			\$119,225	\$179,950	\$283,450	\$374,750

August 2020



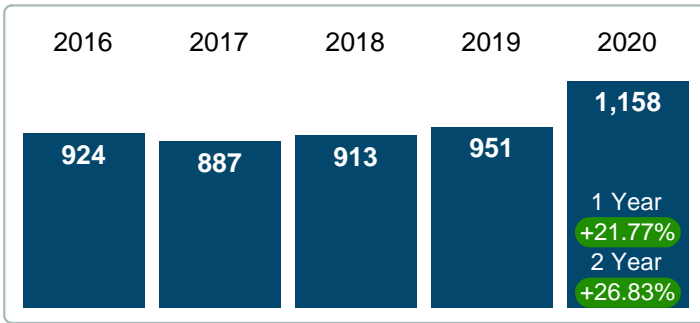
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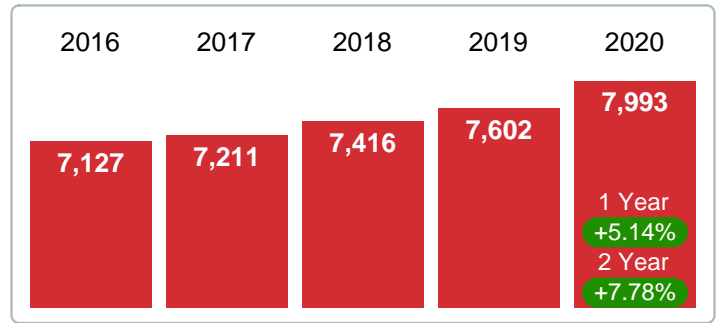
PENDING LISTINGS

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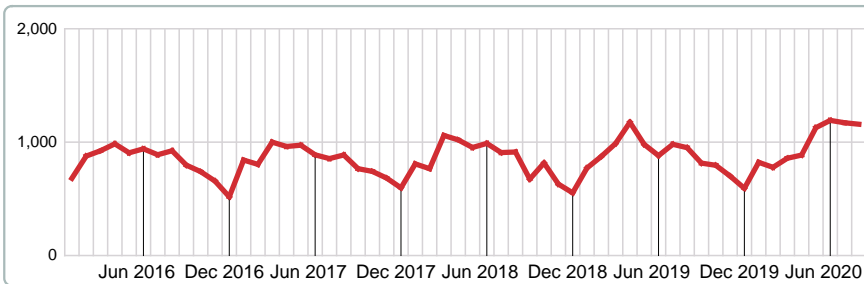
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

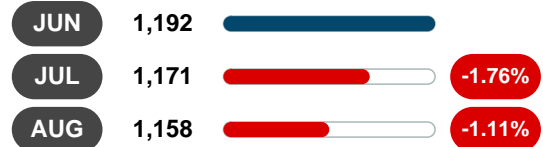


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	110	9.50%	10.0	56	48	5	1
\$100,001 - \$150,000	153	13.21%	4.0	24	116	13	0
\$150,001 - \$175,000	135	11.66%	6.0	9	114	12	0
\$175,001 - \$250,000	322	27.81%	9.0	12	187	115	8
\$250,001 - \$300,000	142	12.26%	15.5	7	52	72	11
\$300,001 - \$425,000	178	15.37%	15.0	4	52	100	22
\$425,001 and up	118	10.19%	46.5	3	13	69	33
Total Pending Units	1,158			115	582	386	75
Total Pending Volume	297,210,378	100%	11.0	16.00M	116.34M	126.53M	38.33M
Median Listing Price	\$215,000			\$115,000	\$179,900	\$287,350	\$389,900

August 2020



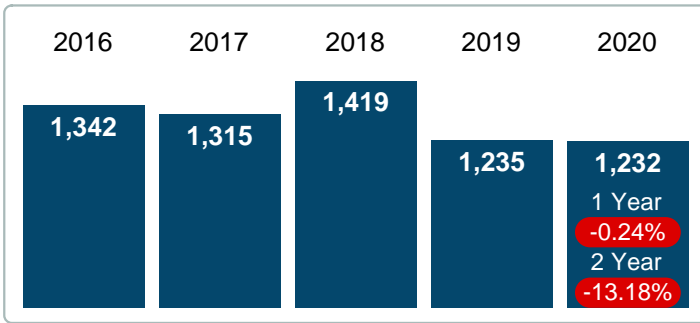
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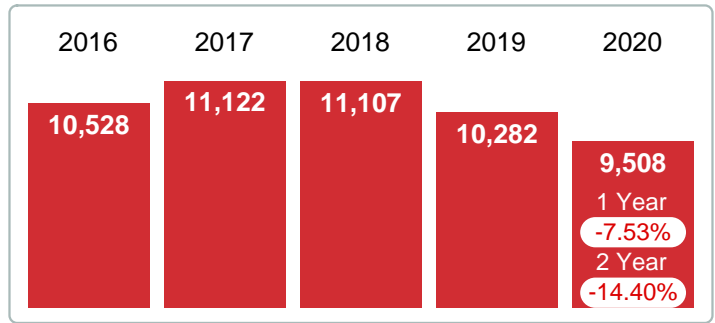
NEW LISTINGS

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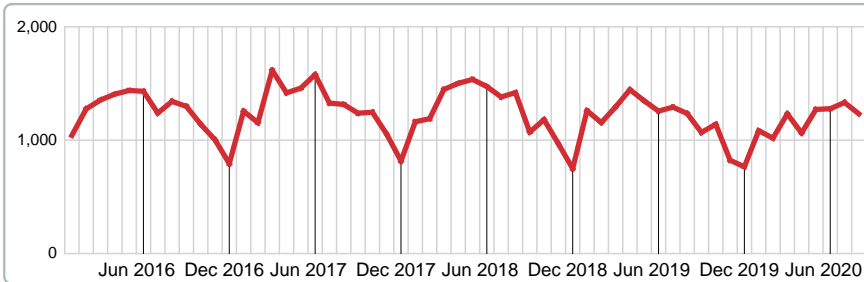
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

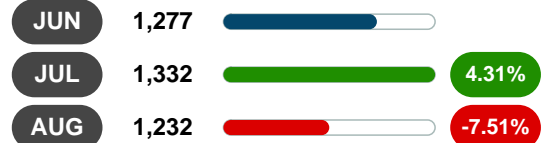


3 MONTHS

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
Total New Listed Units	1,232		126	614	415	77
Total New Listed Volume	344,692,997	100%	18.35M	131.41M	146.88M	48.05M
Median New Listed Listing Price	\$220,000		\$113,200	\$180,000	\$289,000	\$450,000

August 2020



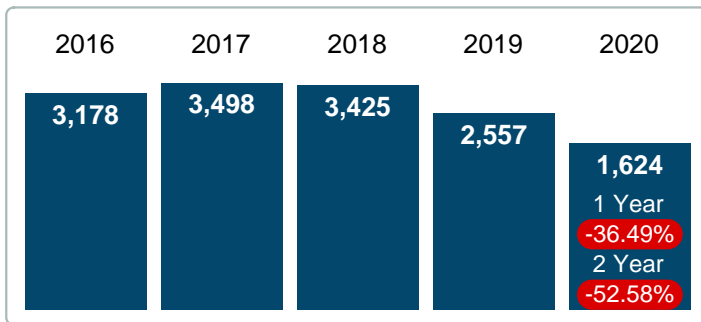
Area Delimited by County Of Tulsa - Residential Property Type



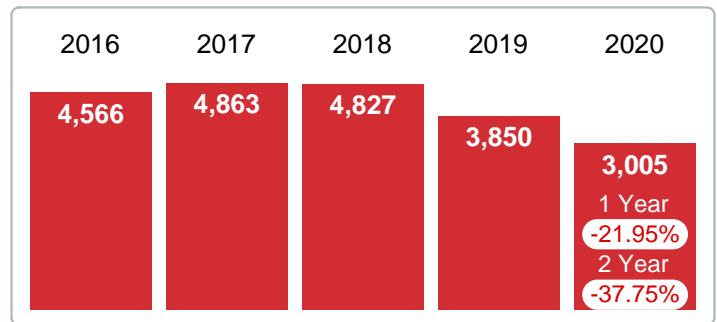
ACTIVE INVENTORY

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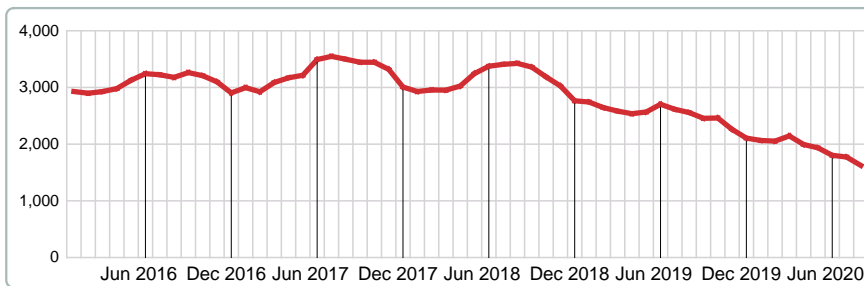
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

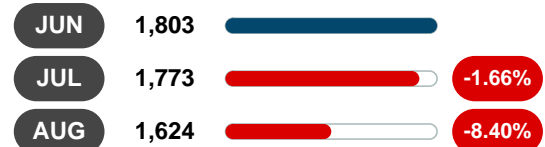


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	166	10.22%	39.5	91	61	14	0
\$100,001 - \$175,000	203	12.50%	30.0	27	149	22	5
\$175,001 - \$225,000	185	11.39%	31.0	11	114	57	3
\$225,001 - \$350,000	421	25.92%	38.0	24	186	184	27
\$350,001 - \$475,000	277	17.06%	62.0	7	82	149	39
\$475,001 - \$750,000	207	12.75%	52.0	4	37	109	57
\$750,001 and up	165	10.16%	74.0	4	25	73	63
Total Active Inventory by Units			1,624	168	654	608	194
Total Active Inventory by Volume			643,130,540	29.00M	186.90M	273.44M	153.79M
Median Active Inventory Listing Price			\$295,000	\$95,000	\$228,250	\$370,580	\$589,950

August 2020



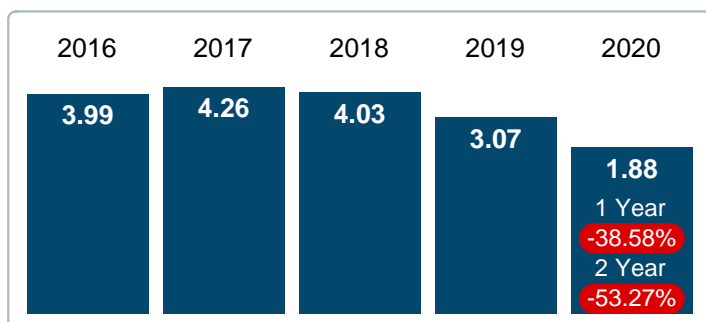
Area Delimited by County Of Tulsa - Residential Property Type



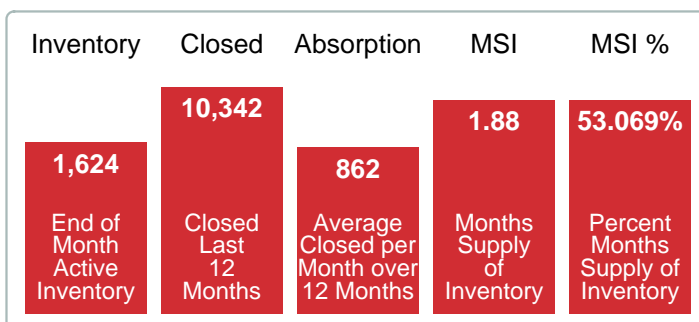
MONTHS SUPPLY of INVENTORY (MSI)

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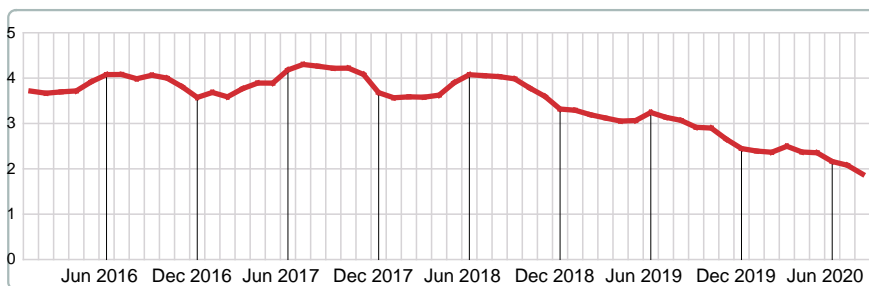
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

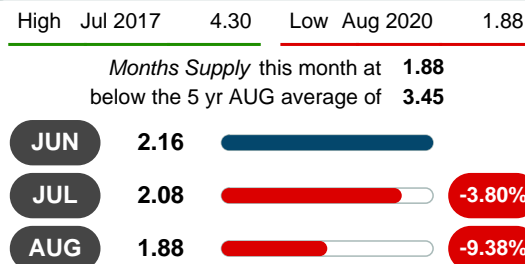


5 YEAR MARKET ACTIVITY TRENDS



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



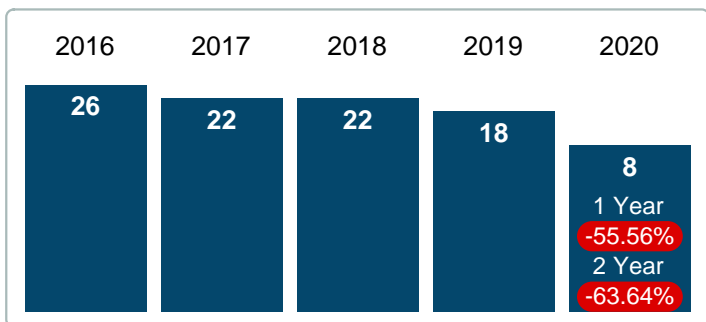
Area Delimited by County Of Tulsa - Residential Property Type



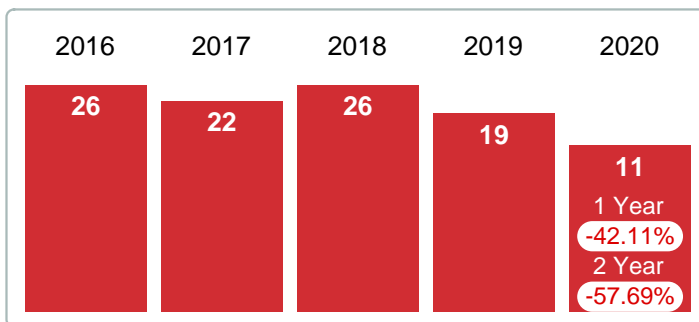
MEDIAN DAYS ON MARKET TO SALE

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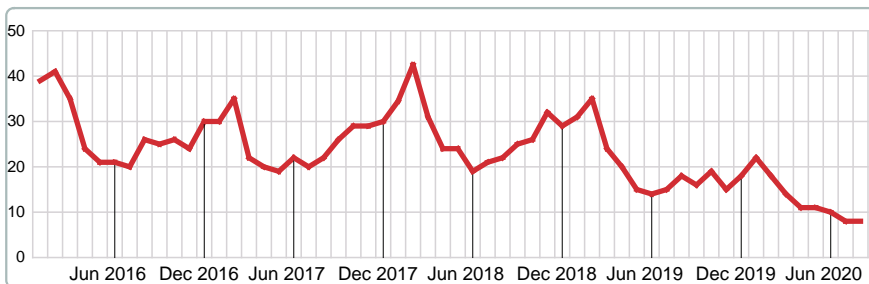
AUGUST



YEAR TO DATE (YTD)

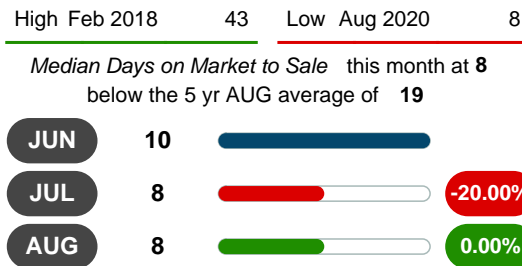


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 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
\$100,000 and less	7.73%	10	13	7	13	0
\$100,001 - \$150,000	14.09%	4	4	4	4	0
\$150,001 - \$175,000	11.18%	4	28	3	11	0
\$175,001 - \$250,000	28.91%	7	4	5	12	19
\$250,001 - \$325,000	15.00%	12	3	10	14	33
\$325,001 - \$450,000	13.09%	24	4	38	17	47
\$450,001 and up	10.00%	39	0	37	15	102
Median Closed DOM		8	6	5	12	53
Total Closed Units	100%	1,100	100	530	372	98
Total Closed Volume		287,685,207	12.63M	106.21M	124.25M	44.59M

August 2020



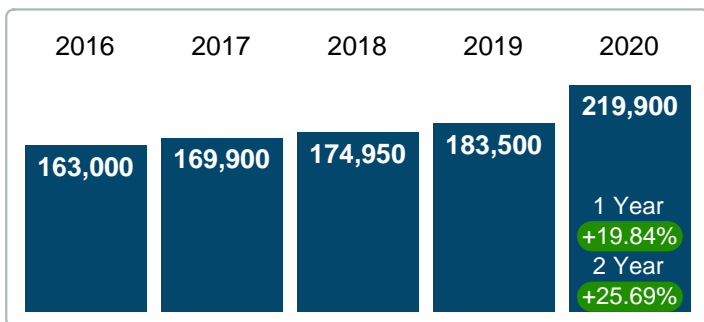
Area Delimited by County Of Tulsa - Residential Property Type



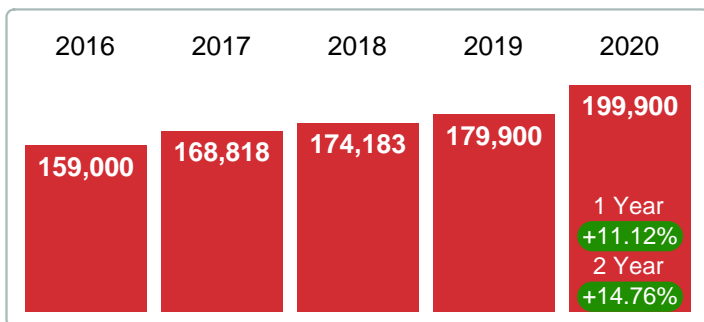
MEDIAN LIST PRICE AT CLOSING

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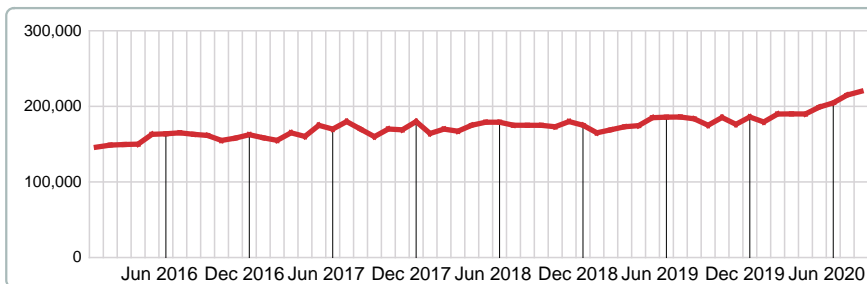
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

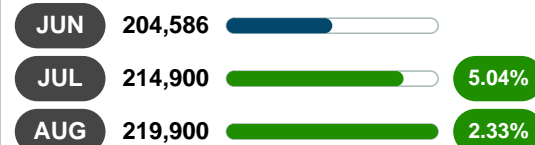


3 MONTHS

5 year AUG AVG = 182,250

High Aug 2020 219,900 Low Jan 2016 146,000

Median List Price at Closing this month at **219,900**
above the 5 yr AUG average of **182,250**



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
\$100,000 and less 84	7.64%	66,250	57,000	79,950	68,000	0
\$100,001 - \$150,000 155	14.09%	129,900	122,500	129,900	132,950	0
\$150,001 - \$175,000 122	11.09%	164,708	162,500	164,393	169,250	0
\$175,001 - \$250,000 309	28.09%	209,900	193,750	205,000	219,900	219,950
\$250,001 - \$325,000 170	15.45%	284,700	267,450	282,000	284,950	285,000
\$325,001 - \$450,000 143	13.00%	375,000	390,000	364,000	374,900	389,900
\$450,001 and up 117	10.64%	569,900	0	545,000	550,000	675,000
Median List Price		219,900	118,950	179,950	283,700	389,900
Total Closed Units		1,100	100	530	372	98
Total Closed Volume		292,422,604	12.78M	107.32M	126.22M	46.10M

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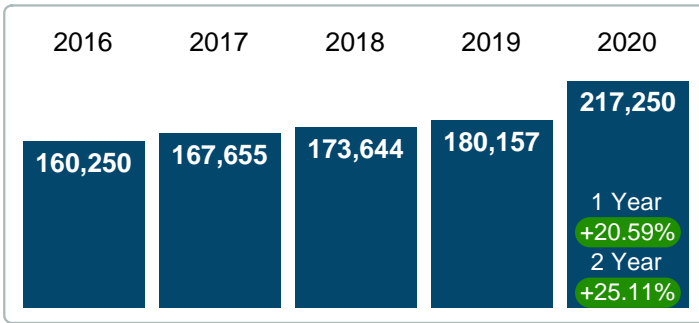
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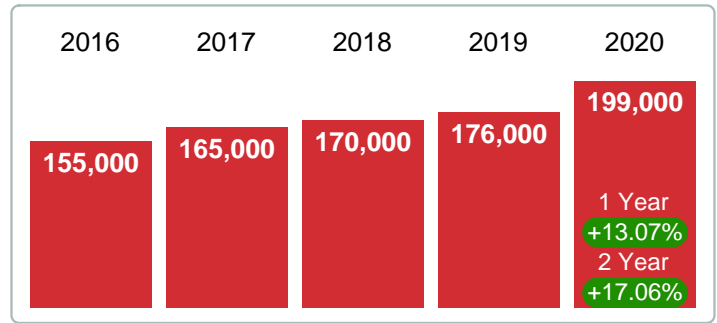
MEDIAN SOLD PRICE AT CLOSING

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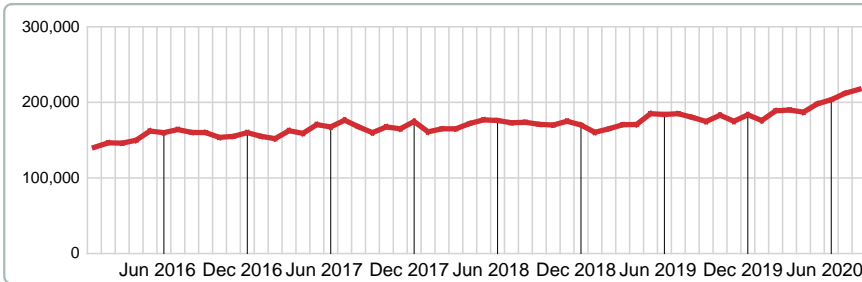
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

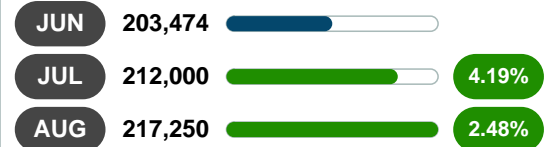


3 MONTHS

5 year AUG AVG = 179,791

High Aug 2020 217,250 Low Jan 2016 140,500

Median Sold Price at Closing this month at 217,250 above the 5 yr AUG average of 179,791



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
\$100,000 and less	7.73%	65,000	53,000	76,000	65,000	0
\$100,001 - \$150,000	14.09%	128,000	122,250	130,000	135,950	0
\$150,001 - \$175,000	11.18%	165,000	164,000	164,886	169,500	0
\$175,001 - \$250,000	28.91%	210,000	189,500	205,000	219,900	215,000
\$250,001 - \$325,000	15.00%	284,900	270,000	282,000	290,000	284,385
\$325,001 - \$450,000	13.09%	375,000	386,250	360,000	375,000	384,900
\$450,001 and up	10.00%	586,950	0	555,000	560,000	669,034
Median Sold Price		217,250	119,225	179,950	283,450	374,750
Total Closed Units		1,100	100	530	372	98
Total Closed Volume		287,685,207	12.63M	106.21M	124.25M	44.59M

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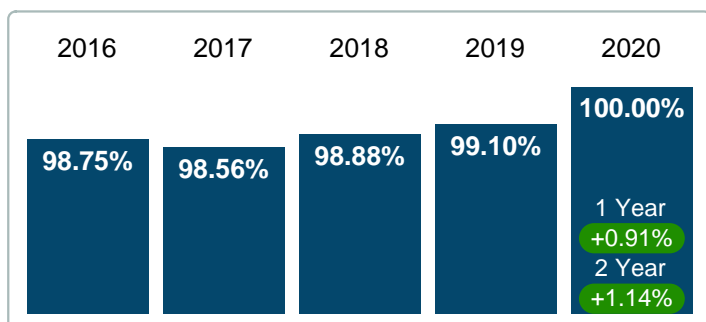
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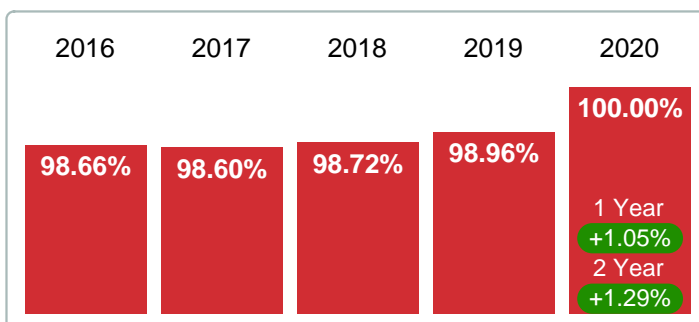
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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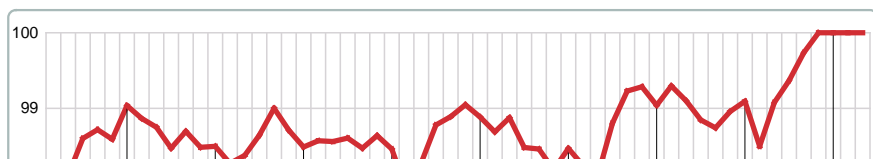
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.06%

High Aug 2020 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr AUG average of **99.06%**

JUN 100.00%
JUL 100.00%
AUG 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
\$100,000 and less	85	7.73%	97.14%	97.92%	96.77%	96.57%	0.00%
\$100,001 - \$150,000	155	14.09%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001 - \$175,000	123	11.18%	100.00%	97.53%	100.00%	98.81%	0.00%
\$175,001 - \$250,000	318	28.91%	100.00%	100.00%	100.00%	100.00%	98.93%
\$250,001 - \$325,000	165	15.00%	100.00%	100.98%	100.00%	100.00%	99.19%
\$325,001 - \$450,000	144	13.09%	99.23%	99.03%	99.22%	100.00%	98.66%
\$450,001 and up	110	10.00%	98.23%	0.00%	98.24%	98.77%	97.04%
Median Sold/List Ratio		100.00%		99.60%	100.00%	100.00%	98.27%
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



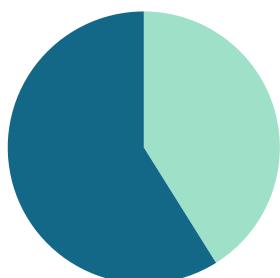
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

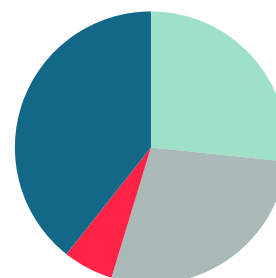


Inventory
 New Listings
1,232 = 41.09%
 Start Inventory
1,766
 Total Inventory Units
2,998
 Volume
\$1,044,131,912

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%
Median List Price	183,500	219,900	19.84%	179,900	199,900	11.12%
Median Sale Price	180,157	217,250	20.59%	176,000	199,000	13.07%
Median Percent of Selling Price to List Price	99.10%	100.00%	0.91%	98.96%	100.00%	1.05%
Median Days on Market to Sale	18.00	8.00	-55.56%	19.00	11.00	-42.11%
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

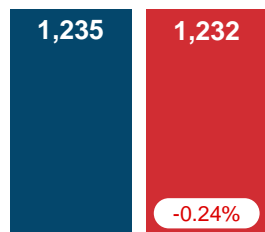
Inventory on August 31, 2020 = **1,624**

2019 **2020**

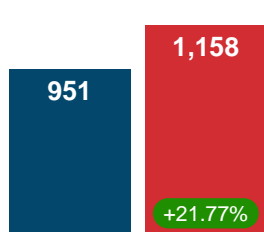
AUGUST MARKET

MEDIAN PRICES

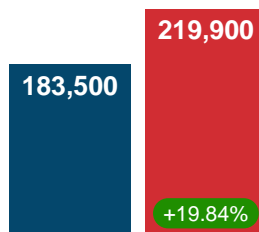
New Listings



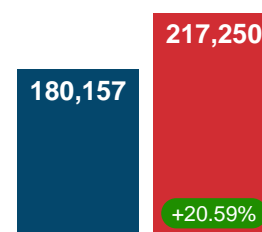
Pending Listings



List Price



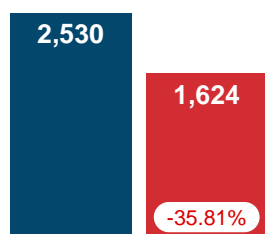
Sale Price



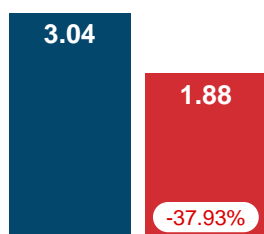
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

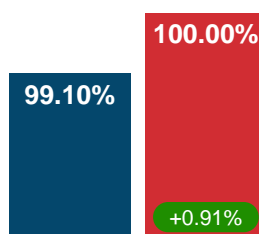
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

