

July 2020



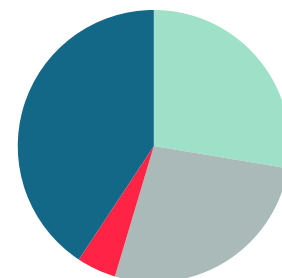
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	977	1,199	22.72%
Pending Listings	981	1,171	19.37%
New Listings	1,291	1,332	3.18%
Average List Price	231,691	252,164	8.84%
Average Sale Price	226,480	248,167	9.58%
Average Percent of Selling Price to List Price	98.34%	98.87%	0.53%
Average Days on Market to Sale	32.70	28.17	-13.85%
End of Month Inventory	2,588	1,766	-31.76%
Months Supply of Inventory	3.10	2.07	-33.26%



■ Closed (27.63%)
■ Pending (26.99%)
■ Other OffMarket (4.68%)
■ Active (40.70%)

Absorption: Last 12 months, an Average of **853** Sales/Month
Active Inventory as of July 31, 2020 = **1,766**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **31.76%** to 1,766 existing homes available for sale. Over the last 12 months this area has had an average of 853 closed sales per month. This represents an unsold inventory index of **2.07** 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 **9.58%** in July 2020 to \$248,167 versus the previous year at \$226,480.

Average Days on Market Shortens

The average number of **28.17** days that homes spent on the market before selling decreased by 4.53 days or **13.85%** in July 2020 compared to last year's same month at **32.70** DOM.

Sales Success for July 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 1,332 New Listings in July 2020, up **3.18%** from last year at 1,291. Furthermore, there were 1,199 Closed Listings this month versus last year at 977, a **22.72%** increase.

Closed versus Listed trends yielded a **90.0%** ratio, up from previous year's, July 2019, at **75.7%**, a **18.95%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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



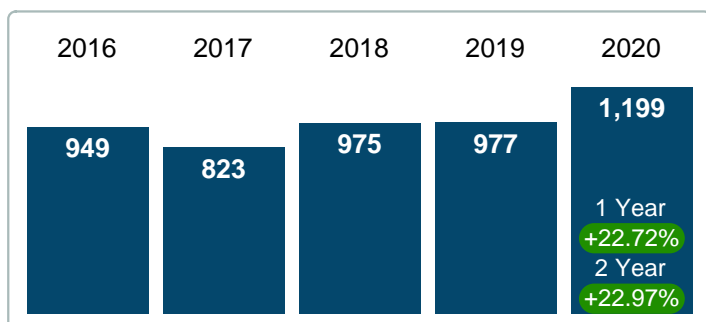
Area Delimited by County Of Tulsa - Residential Property Type



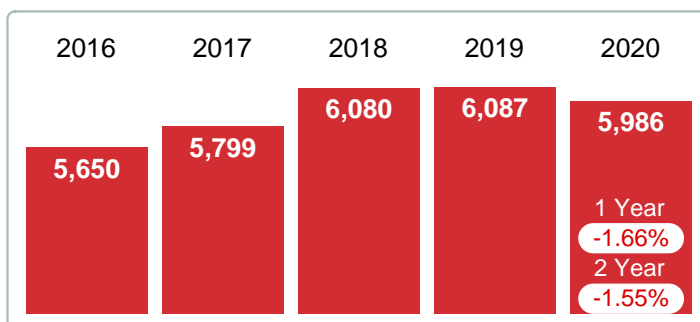
CLOSED LISTINGS

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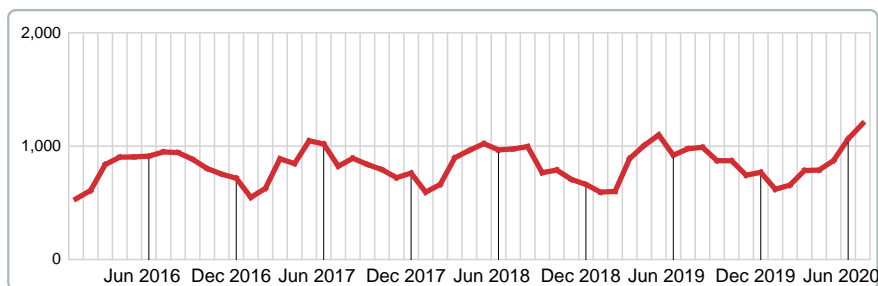
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

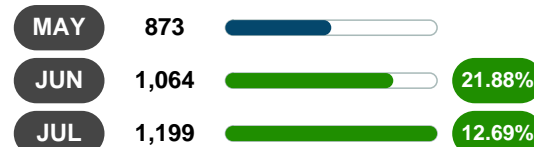


3 MONTHS

5 year JUL AVG = 985

High Jul 2020 1,199 Low Jan 2016 535

Closed Listings this month at 1,199 above the 5 yr JUL average of 985



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	64	5.34%	31.2	22	36	6	0
\$75,001 - \$125,000	148	12.34%	19.7	40	97	9	2
\$125,001 - \$175,000	217	18.10%	17.9	21	169	25	2
\$175,001 - \$250,000	325	27.11%	22.5	18	159	136	12
\$250,001 - \$300,000	145	12.09%	33.0	6	52	80	7
\$300,001 - \$400,000	164	13.68%	40.8	2	40	106	16
\$400,001 and up	136	11.34%	45.5	0	24	61	51
Total Closed Units	1,199			109	577	423	90
Total Closed Volume	297,551,981	100%	28.2	14.20M	110.78M	129.63M	42.94M
Average Closed Price	\$248,167			\$130,256	\$191,990	\$306,461	\$477,144

July 2020



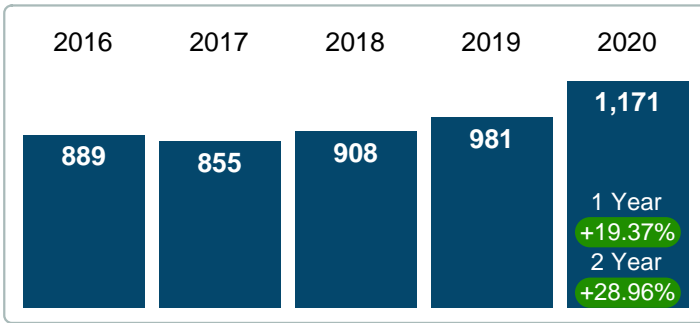
Area Delimited by County Of Tulsa - Residential Property Type



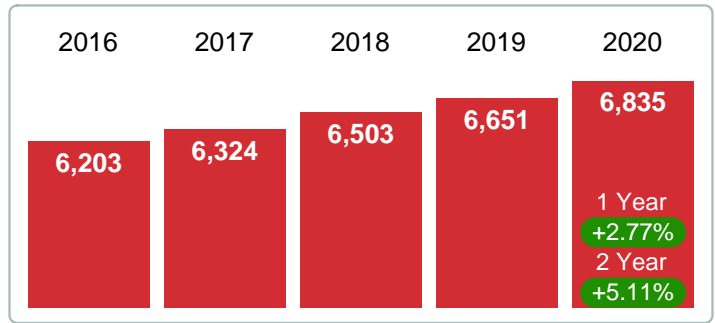
PENDING LISTINGS

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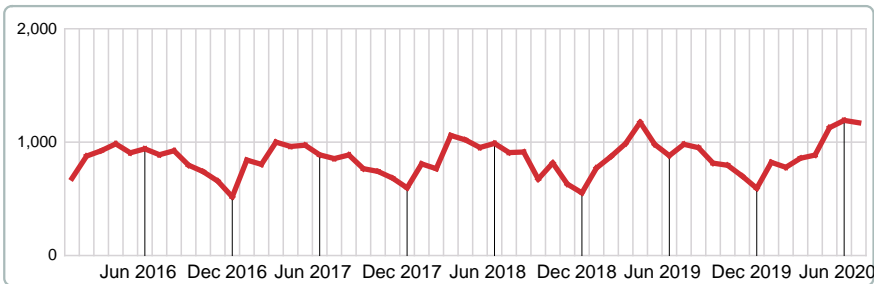
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 961

High Jun 2020 1,192 Low Dec 2016 518

Pending Listings this month at 1,171 above the 5 yr JUL average of 961



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	96	8.20%	29.4	51	35	9	1
\$100,001 - \$125,000	71	6.06%	18.4	21	43	6	1
\$125,001 - \$175,000	226	19.30%	15.2	17	188	21	0
\$175,001 - \$250,000	344	29.38%	21.0	16	175	141	12
\$250,001 - \$325,000	163	13.92%	37.0	6	74	65	18
\$325,001 - \$425,000	138	11.78%	42.8	1	40	79	18
\$425,001 and up	133	11.36%	61.2	0	17	74	42
Total Pending Units	1,171			112	572	395	92
Total Pending Volume	303,469,461	100%	29.7	13.60M	117.33M	129.62M	42.92M
Average Listing Price	\$259,552			\$121,450	\$205,119	\$328,143	\$466,548

July 2020



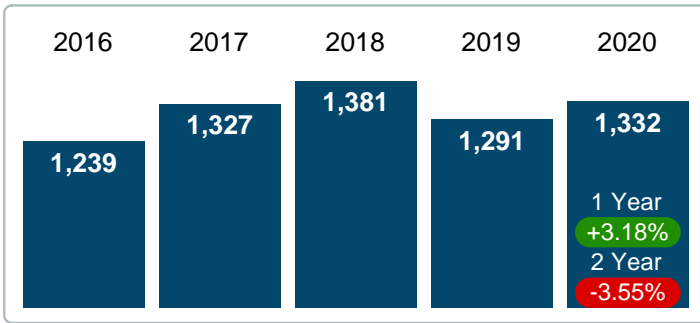
Area Delimited by County Of Tulsa - Residential Property Type



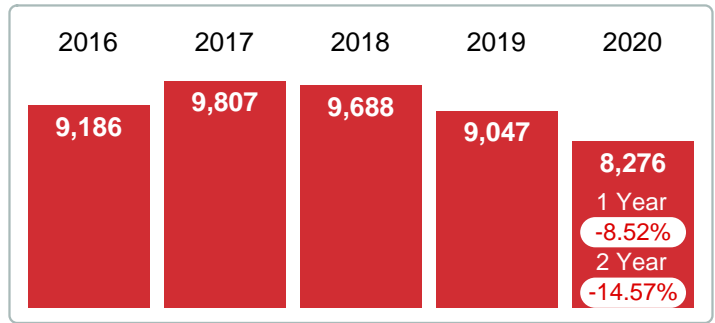
NEW LISTINGS

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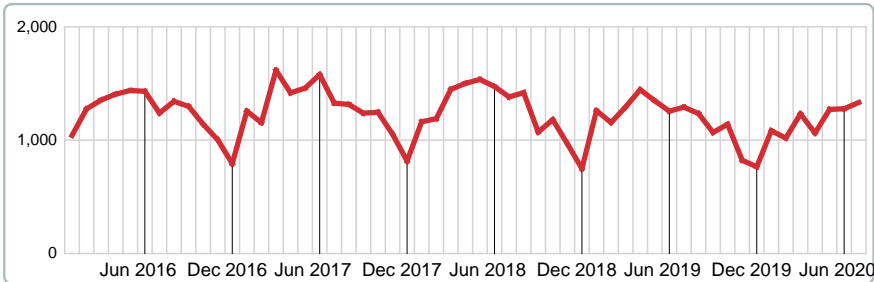
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,314

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at **1,332**
above the 5 yr JUL average of **1,314**



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	108	8.11%	55	46	7	0
\$100,001 - \$150,000	188	14.11%	30	145	12	1
\$150,001 - \$175,000	143	10.74%	7	122	14	0
\$175,001 - \$250,000	369	27.70%	17	216	124	12
\$250,001 - \$325,000	186	13.96%	12	70	86	18
\$325,001 - \$500,000	207	15.54%	6	52	121	28
\$500,001 and up	131	9.83%	2	20	74	35
Total New Listed Units	1,332		129	671	438	94
Total New Listed Volume	379,403,528	100%	20.09M	141.93M	159.16M	58.22M
Average New Listed Listing Price	\$256,530		\$155,759	\$211,516	\$363,386	\$619,360

July 2020



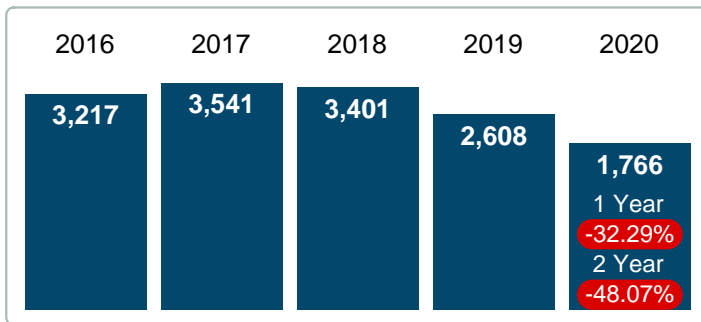
Area Delimited by County Of Tulsa - Residential Property Type



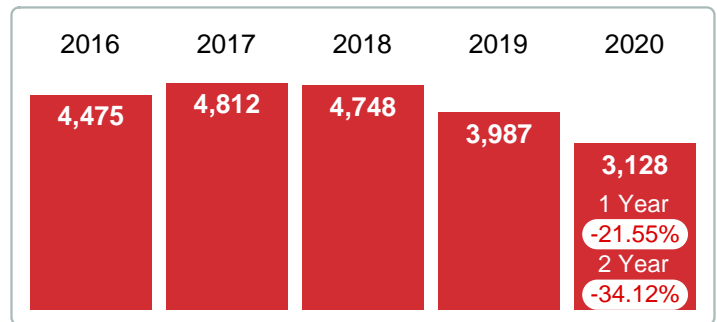
ACTIVE INVENTORY

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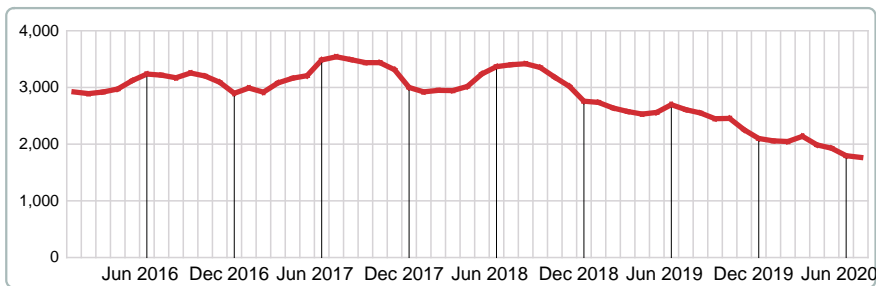
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2,907

High Jul 2017 3,541 Low Jul 2020 1,766

Inventory this month at 1,766 below the 5 yr JUL average of 2,907



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	156	8.83%	84.0	91	53	12	0
\$100,001 - \$175,000	221	12.51%	45.8	30	170	19	2
\$175,001 - \$225,000	217	12.29%	49.7	14	129	68	6
\$225,001 - \$350,000	459	25.99%	52.0	22	198	195	44
\$350,001 - \$475,000	310	17.55%	72.7	9	88	173	40
\$475,001 - \$725,000	218	12.34%	74.6	3	36	122	57
\$725,001 and up	185	10.48%	79.6	5	27	74	79
Total Active Inventory by Units	1,766			174	701	663	228
Total Active Inventory by Volume	699,438,915	100%	63.1	30.62M	199.38M	293.64M	175.80M
Average Active Inventory Listing Price	\$396,058			\$175,982	\$284,415	\$442,897	\$771,063

July 2020



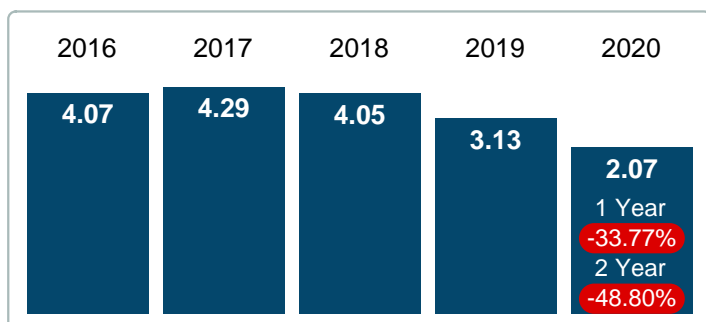
Area Delimited by County Of Tulsa - Residential Property Type



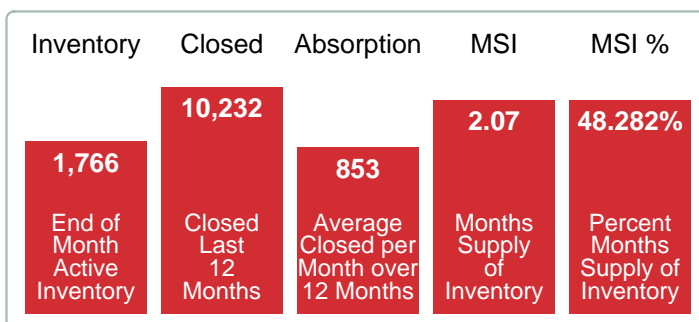
MONTHS SUPPLY of INVENTORY (MSI)

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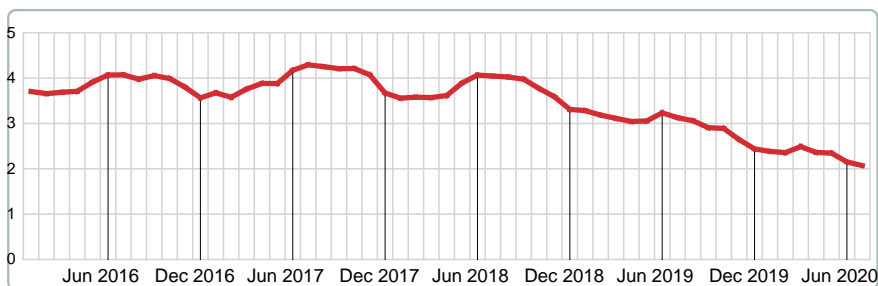
MSI FOR JULY



INDICATORS FOR JULY 2020

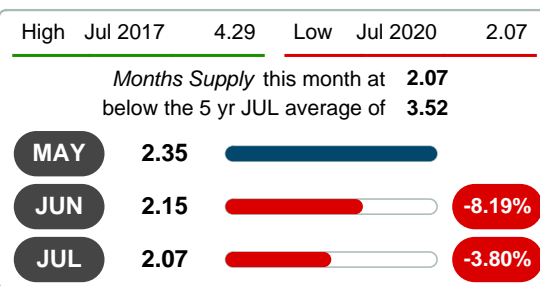


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.52



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	156	8.83%	1.28	1.84	0.82	1.80	0.00
\$100,001 - \$175,000	221	12.51%	0.86	1.12	0.86	0.63	0.77
\$175,001 - \$225,000	217	12.29%	1.35	1.54	1.39	1.23	1.57
\$225,001 - \$350,000	459	25.99%	2.28	3.72	2.68	1.83	2.93
\$350,001 - \$475,000	310	17.55%	4.50	8.31	5.68	4.18	3.69
\$475,001 - \$725,000	218	12.34%	7.31	36.00	6.08	7.87	6.84
\$725,001 and up	185	10.48%	15.42	60.00	16.20	12.69	17.89
Market Supply of Inventory (MSI)			2.07	1.88	1.55	2.53	4.99
Total Active Inventory by Units		100%	2.07	174	701	663	228

July 2020



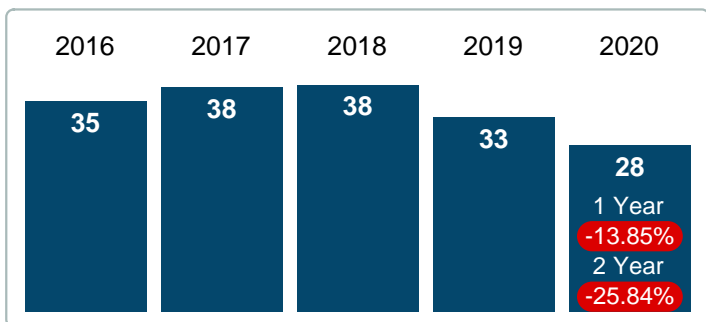
Area Delimited by County Of Tulsa - Residential Property Type



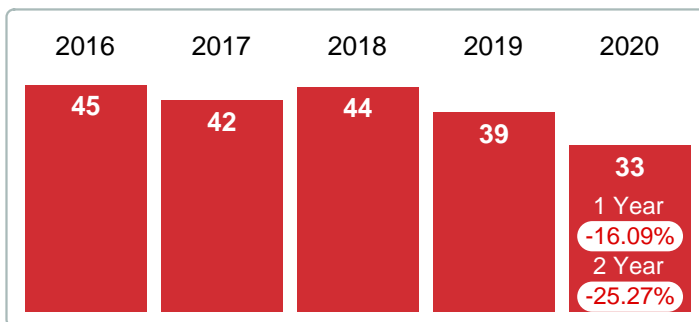
AVERAGE DAYS ON MARKET TO SALE

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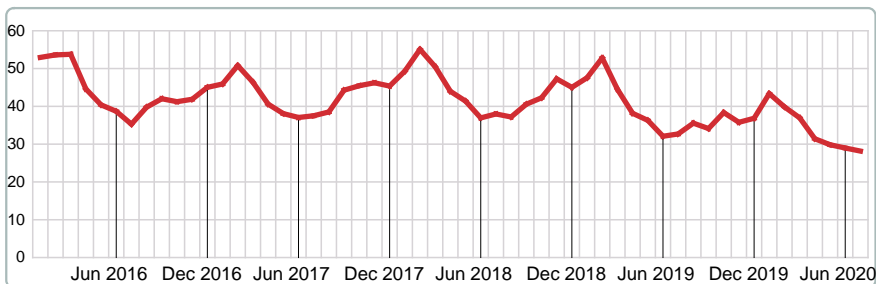
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

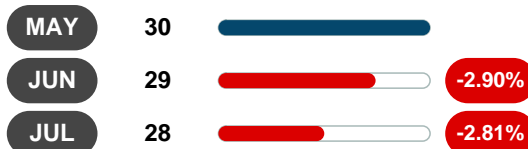


3 MONTHS

5 year JUL AVG = 34

High Feb 2018 55 Low Jul 2020 28

Average Days on Market to Sale this month at 28 below the 5 yr JUL average of 34



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
\$75,000 and less	5.34%	31	45	22	38	0
\$75,001 - \$125,000	12.34%	20	17	19	40	30
\$125,001 - \$175,000	18.10%	18	34	15	21	16
\$175,001 - \$250,000	27.11%	22	38	18	26	12
\$250,001 - \$300,000	12.09%	33	49	31	34	25
\$300,001 - \$400,000	13.68%	41	12	41	43	31
\$400,001 and up	11.34%	45	0	59	38	49
Average Closed DOM		28	31	22	34	38
Total Closed Units	100%	1,199	109	577	423	90
Total Closed Volume		297,551,981	14.20M	110.78M	129.63M	42.94M

July 2020



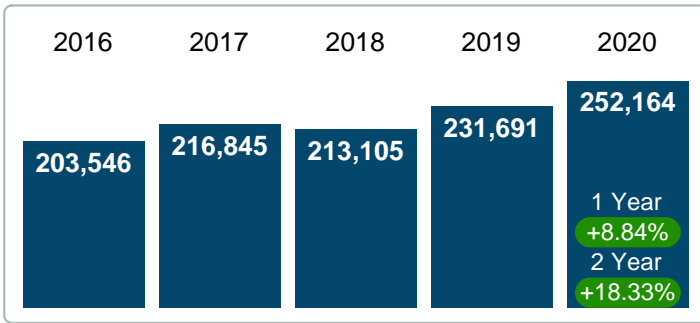
Area Delimited by County Of Tulsa - Residential Property Type



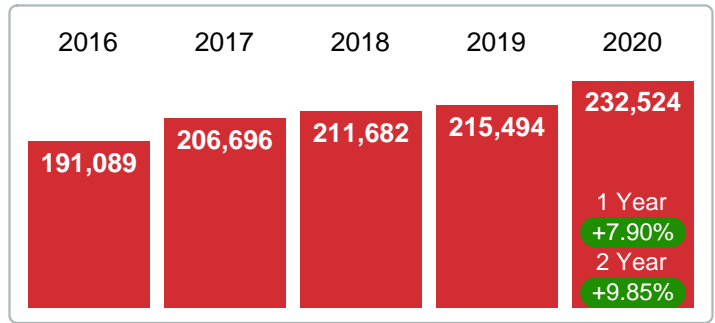
AVERAGE LIST PRICE AT CLOSING

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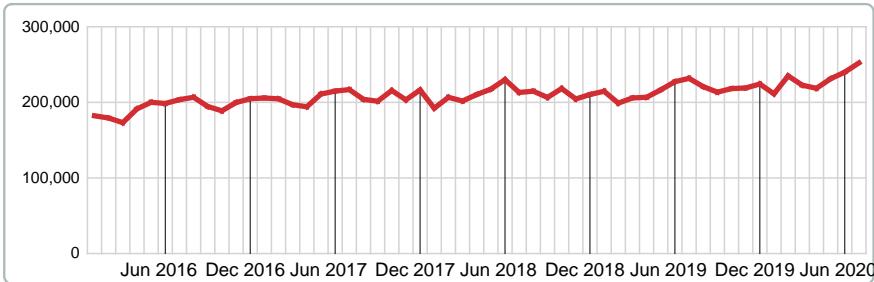
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

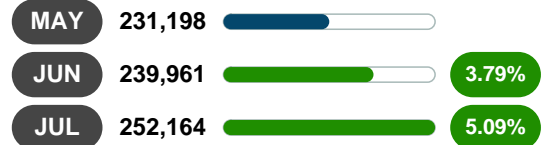


3 MONTHS

5 year JUL AVG = 223,470

High Jul 2020 252,164 Low Mar 2016 173,132

Average List Price at Closing this month at **252,164**
above the 5 yr JUL average of **223,470**



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
\$75,000 and less	5.09%	52,741	46,736	58,155	67,483	0
\$75,001 - \$125,000	12.68%	105,025	99,829	107,480	115,729	105,100
\$125,001 - \$175,000	17.60%	153,864	147,081	155,041	158,872	159,950
\$175,001 - \$250,000	27.44%	211,869	220,939	204,827	219,361	207,083
\$250,001 - \$300,000	12.09%	275,981	278,150	275,397	277,520	281,742
\$300,001 - \$400,000	13.59%	351,343	344,000	346,633	355,456	343,675
\$400,001 and up	11.51%	606,578	0	520,521	595,489	666,508
Average List Price		252,164	132,512	194,050	310,771	494,200
Total Closed Units	100%	252,164	109	577	423	90
Total Closed Volume		302,345,127	14.44M	111.97M	131.46M	44.48M

July 2020



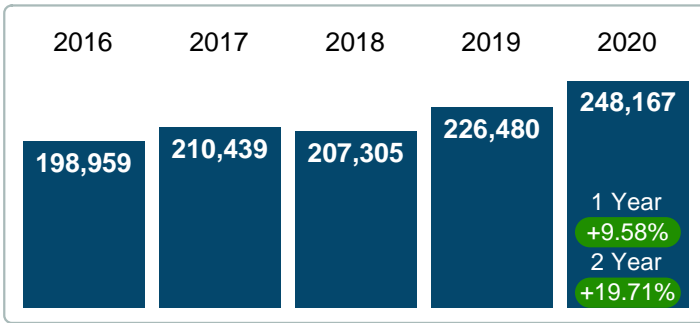
Area Delimited by County Of Tulsa - Residential Property Type



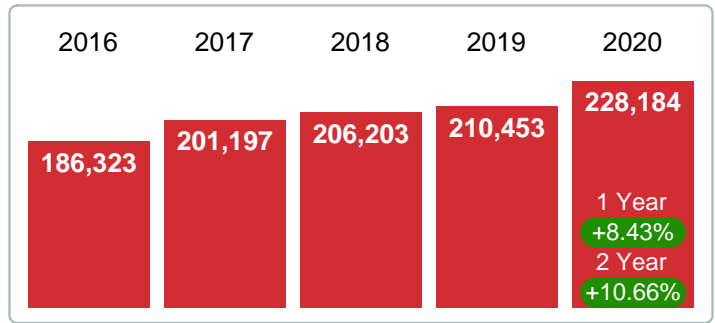
AVERAGE SOLD PRICE AT CLOSING

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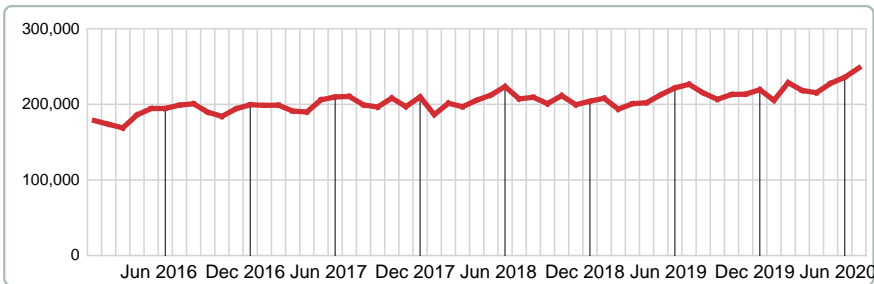
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

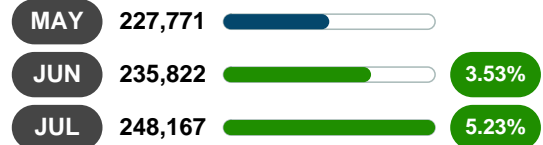


3 MONTHS

5 year JUL AVG = 218,270

High Jul 2020 248,167 Low Mar 2016 168,854

Average Sold Price at Closing this month at **248,167** above the 5 yr JUL average of **218,270**



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
\$75,000 and less	5.34%	51,615	44,198	55,308	56,650	0
\$75,001 - \$125,000	12.34%	103,788	99,356	104,884	112,200	101,427
\$125,001 - \$175,000	18.10%	153,325	145,495	154,017	154,697	159,950
\$175,001 - \$250,000	27.11%	211,380	214,996	204,764	218,523	212,660
\$250,001 - \$300,000	12.09%	274,771	275,833	274,005	274,458	283,142
\$300,001 - \$400,000	13.68%	346,830	335,500	341,366	350,707	336,222
\$400,001 and up	11.34%	589,677	0	505,171	583,037	637,386
Average Sold Price		248,167	130,256	191,990	306,461	477,144
Total Closed Units	100%	248,167	109	577	423	90
Total Closed Volume		297,551,981	14.20M	110.78M	129.63M	42.94M

July 2020



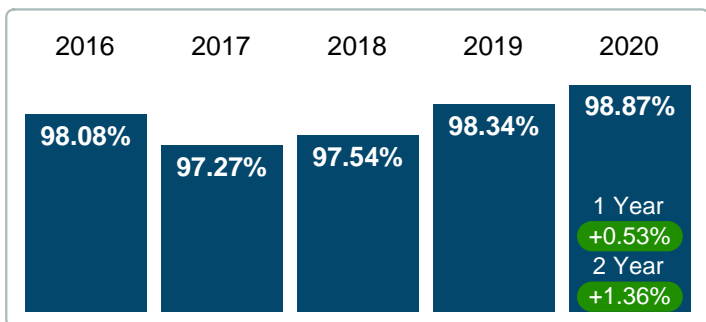
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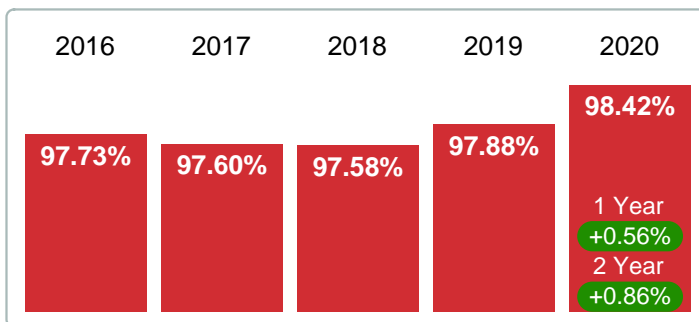
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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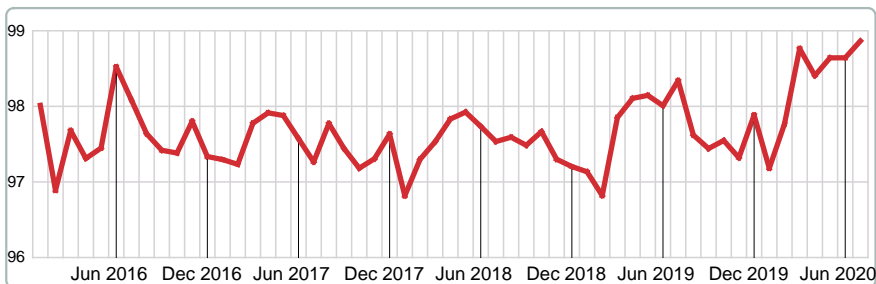
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

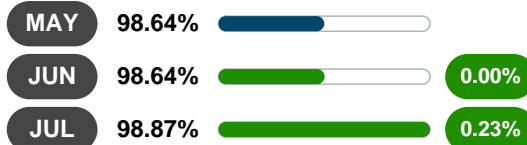


3 MONTHS

5 year JUL AVG = 98.02%

High Jul 2020 98.87% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.87%** above the 5 yr JUL average of **98.02%**



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
\$75,000 and less	64	5.34%	94.69%	94.22%	96.22%	87.21%	0.00%
\$75,001 - \$125,000	148	12.34%	98.43%	99.59%	98.10%	97.28%	96.29%
\$125,001 - \$175,000	217	18.10%	99.39%	99.28%	99.56%	98.24%	100.00%
\$175,001 - \$250,000	325	27.11%	99.96%	97.47%	100.02%	99.76%	105.20%
\$250,001 - \$300,000	145	12.09%	99.31%	99.23%	99.55%	99.05%	100.61%
\$300,001 - \$400,000	164	13.68%	98.60%	97.56%	98.64%	98.71%	97.97%
\$400,001 and up	136	11.34%	97.69%	0.00%	97.16%	98.51%	96.97%
Average Sold/List Ratio		98.90%		98.04%	99.07%	98.86%	98.58%
Total Closed Units	1,199	100%	98.90%	109	577	423	90
Total Closed Volume	297,551,981			14.20M	110.78M	129.63M	42.94M

July 2020



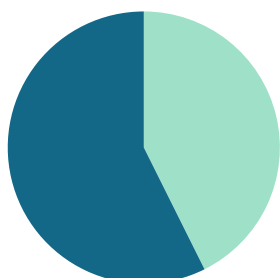
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

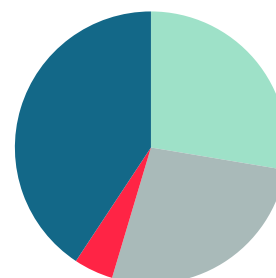


Inventory
 New Listings
1,332 = 42.64%
 Start Inventory
1,792
 Total Inventory Units
3,124
 Volume
\$1,088,275,064

Market Activity

Closed Sales
1,199 = 27.63%
 Pending Sales
1,171 = 26.99%
 Other Off Market
203 = 4.68%
 Active Inventory
1,766 = 40.70%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	977	1,199	22.72%	6,087	5,986	-1.66%
Pending Sales	981	1,171	19.37%	6,651	6,835	2.77%
New Listings	1,291	1,332	3.18%	9,047	8,276	-8.52%
Average List Price	231,691	252,164	8.84%	215,494	232,524	7.90%
Average Sale Price	226,480	248,167	9.58%	210,453	228,184	8.43%
Average Percent of Selling Price to List Price	98.34%	98.87%	0.53%	97.88%	98.42%	0.56%
Average Days on Market to Sale	32.70	28.17	-13.85%	39.32	32.99	-16.09%
Monthly Inventory	2,588	1,766	-31.76%	2,588	1,766	-31.76%
Months Supply of Inventory	3.10	2.07	-33.26%	3.10	2.07	-33.26%

Absorption: Last 12 months, an Average of **853** Sales/Month

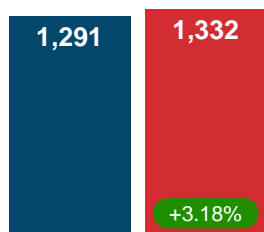
Inventory on July 31, 2020 = **1,766**

2019 **2020**

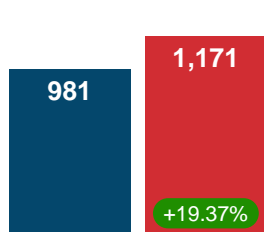
JULY MARKET

AVERAGE PRICES

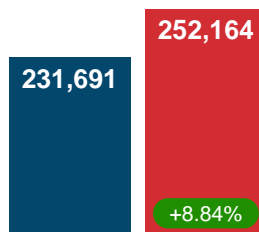
New Listings



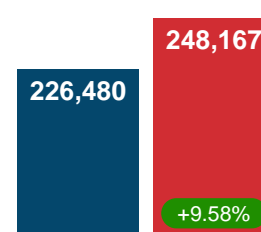
Pending Listings



List Price



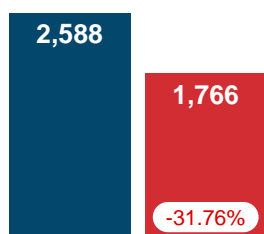
Sale Price



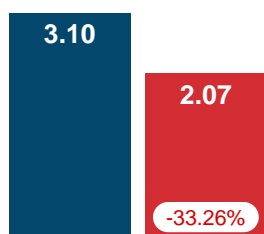
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

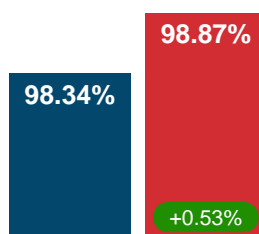
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

