

# July 2020



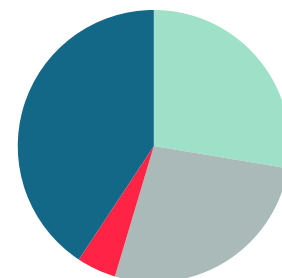
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	185,900	214,900	15.60%
Median Sale Price	185,000	212,000	14.59%
Median Percent of Selling Price to List Price	99.30%	100.00%	0.71%
Median Days on Market to Sale	15.00	8.00	-46.67%
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.

#### 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 **14.59%** in July 2020 to \$212,000 versus the previous year at \$185,000.

#### Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 7.00 days or **46.67%** in July 2020 compared to last year's same month at **15.00** 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 1,332 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

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
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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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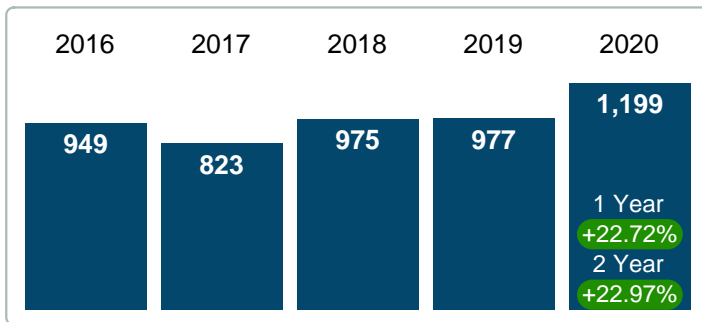
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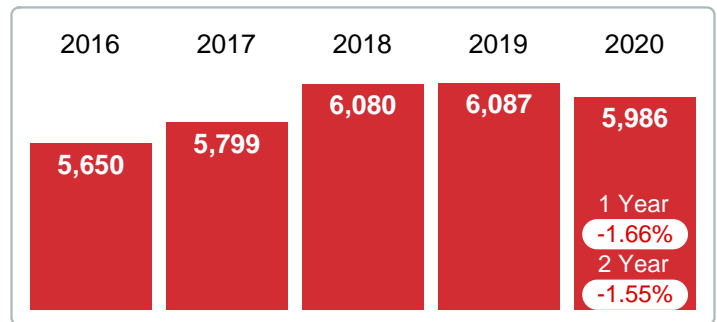
## CLOSED LISTINGS

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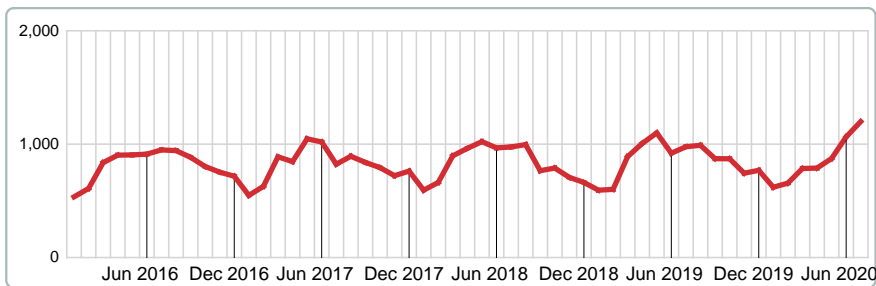
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

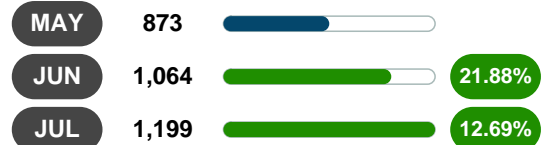


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	64	5.34%	9.0	22	36	6	0
\$75,001 - \$125,000	148	12.34%	6.0	40	97	9	2
\$125,001 - \$175,000	217	18.10%	4.0	21	169	25	2
\$175,001 - \$250,000	325	27.11%	6.0	18	159	136	12
\$250,001 - \$300,000	145	12.09%	10.0	6	52	80	7
\$300,001 - \$400,000	164	13.68%	22.5	2	40	106	16
\$400,001 and up	136	11.34%	25.5	0	24	61	51
<b>Total Closed Units</b>	<b>1,199</b>			<b>109</b>	<b>577</b>	<b>423</b>	<b>90</b>
<b>Total Closed Volume</b>	<b>297,551,981</b>	<b>100%</b>	<b>8.0</b>	<b>14.20M</b>	<b>110.78M</b>	<b>129.63M</b>	<b>42.94M</b>
<b>Median Closed Price</b>	<b>\$212,000</b>			<b>\$115,000</b>	<b>\$173,750</b>	<b>\$270,000</b>	<b>\$440,238</b>

# July 2020



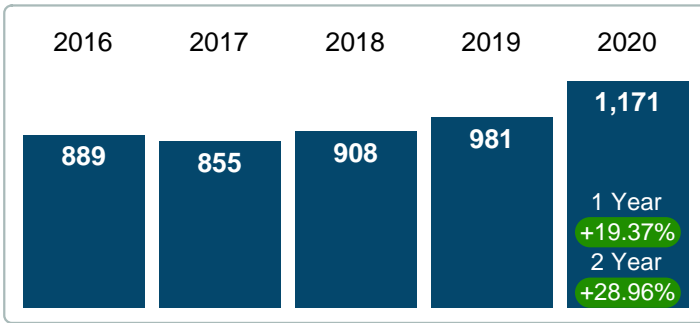
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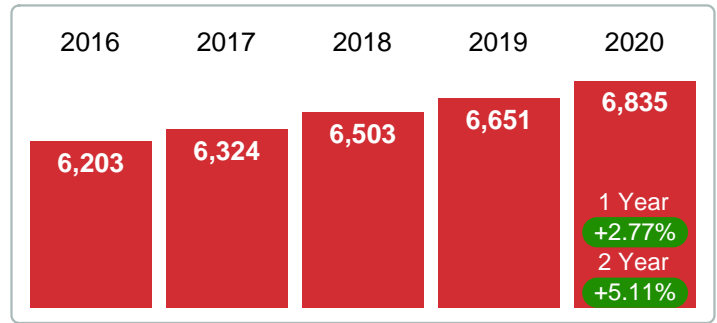
## PENDING LISTINGS

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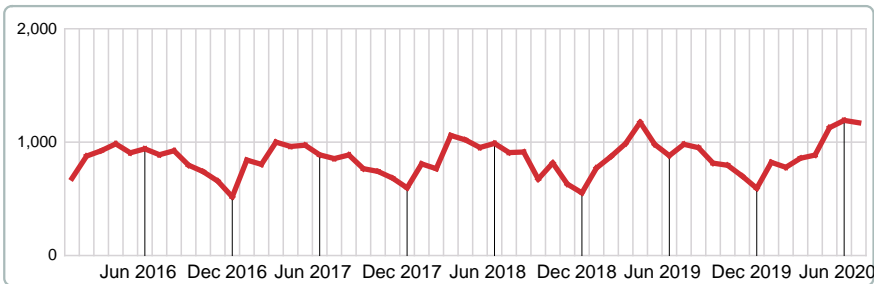
### JULY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	96	8.20%	8.5	51	35	9	1
\$100,001 - \$125,000	71	6.06%	5.0	21	43	6	1
\$125,001 - \$175,000	226	19.30%	5.0	17	188	21	0
\$175,001 - \$250,000	344	29.38%	8.5	16	175	141	12
\$250,001 - \$325,000	163	13.92%	19.0	6	74	65	18
\$325,001 - \$425,000	138	11.78%	23.0	1	40	79	18
\$425,001 and up	133	11.36%	51.0	0	17	74	42
<b>Total Pending Units</b>	<b>1,171</b>			<b>112</b>	<b>572</b>	<b>395</b>	<b>92</b>
<b>Total Pending Volume</b>	<b>303,469,461</b>	<b>100%</b>	<b>11.0</b>	<b>13.60M</b>	<b>117.33M</b>	<b>129.62M</b>	<b>42.92M</b>
<b>Median Listing Price</b>	<b>\$219,900</b>			<b>\$110,000</b>	<b>\$180,775</b>	<b>\$270,000</b>	<b>\$404,200</b>

# July 2020



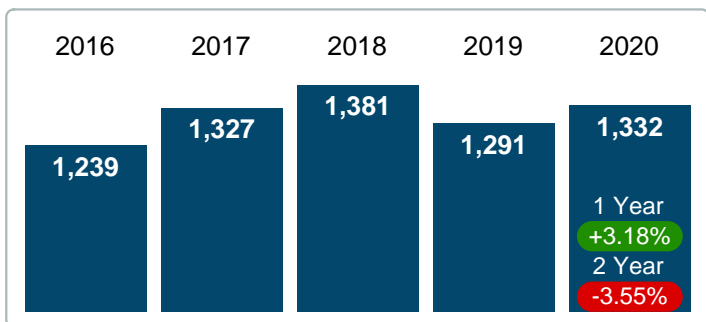
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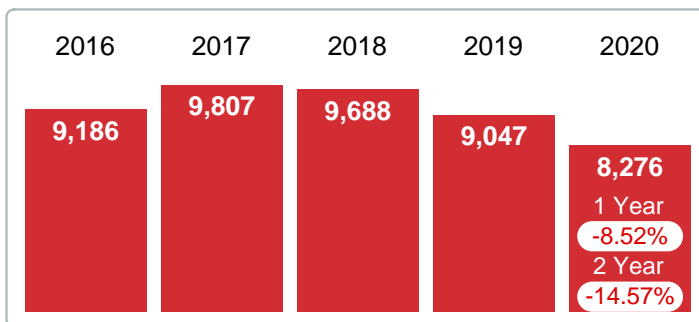
## NEW LISTINGS

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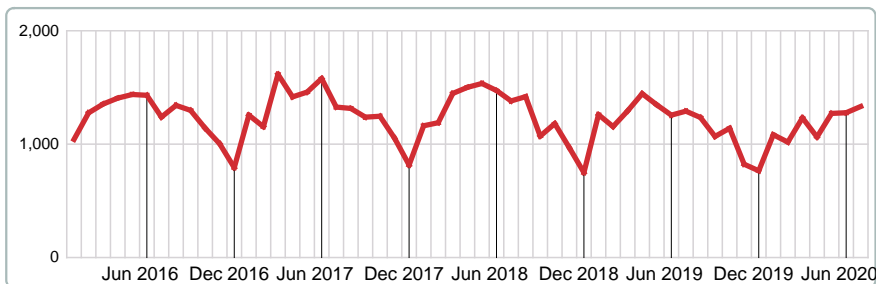
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

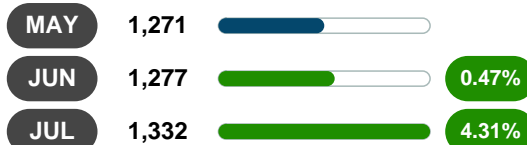


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>1,332</b>		<b>129</b>	<b>671</b>	<b>438</b>	<b>94</b>
<b>Total New Listed Volume</b>	<b>379,403,528</b>	<b>100%</b>	<b>20.09M</b>	<b>141.93M</b>	<b>159.16M</b>	<b>58.22M</b>
<b>Median New Listed Listing Price</b>	<b>\$224,250</b>		<b>\$115,000</b>	<b>\$182,500</b>	<b>\$302,250</b>	<b>\$421,950</b>

# July 2020



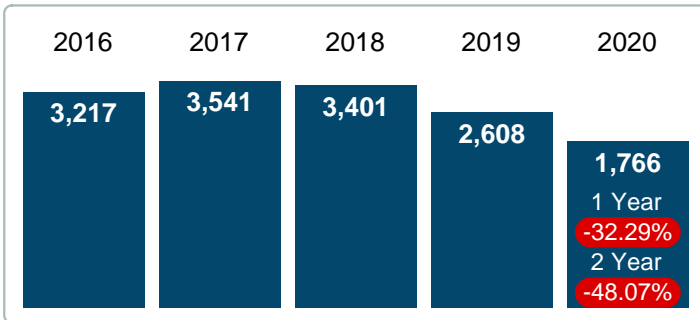
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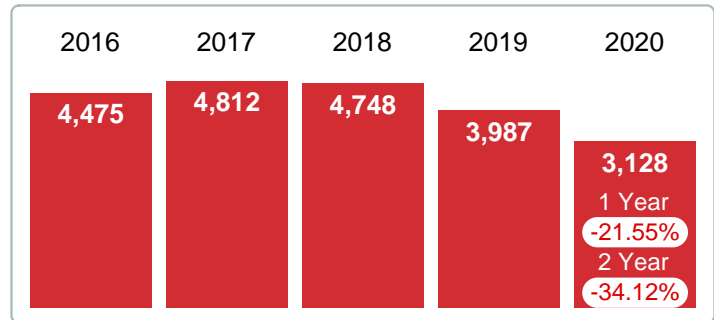
## ACTIVE INVENTORY

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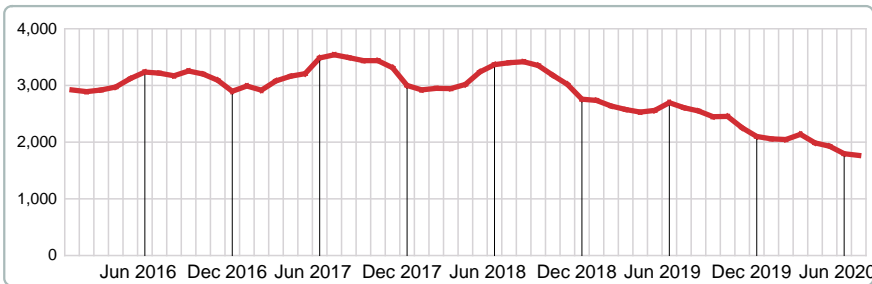
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

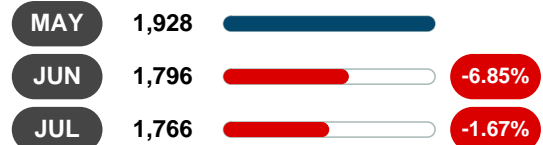


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	156	8.83%	54.5	91	53	12	0
\$100,001 - \$175,000	221	12.51%	23.0	30	170	19	2
\$175,001 - \$225,000	217	12.29%	30.0	14	129	68	6
\$225,001 - \$350,000	459	25.99%	37.0	22	198	195	44
\$350,001 - \$475,000	310	17.55%	55.5	9	88	173	40
\$475,001 - \$725,000	218	12.34%	65.0	3	36	122	57
\$725,001 and up	185	10.48%	73.0	5	27	74	79
Total Active Inventory by Units		1,766		174	701	663	228
Total Active Inventory by Volume		699,438,915	100%	30.62M	199.38M	293.64M	175.80M
Median Active Inventory Listing Price		\$299,900		\$95,450	\$225,000	\$375,000	\$547,000

# July 2020



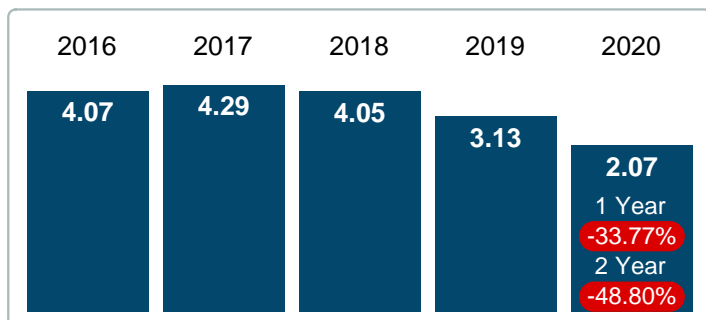
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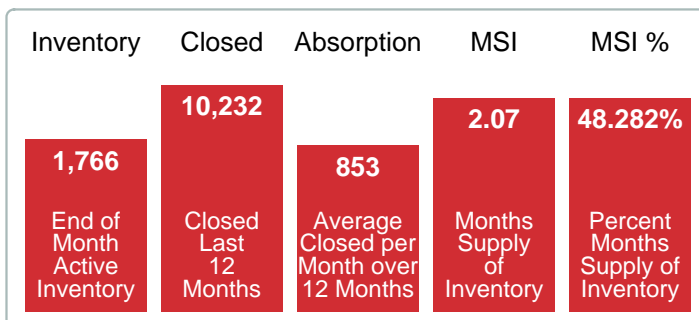
## MONTHS SUPPLY of INVENTORY (MSI)

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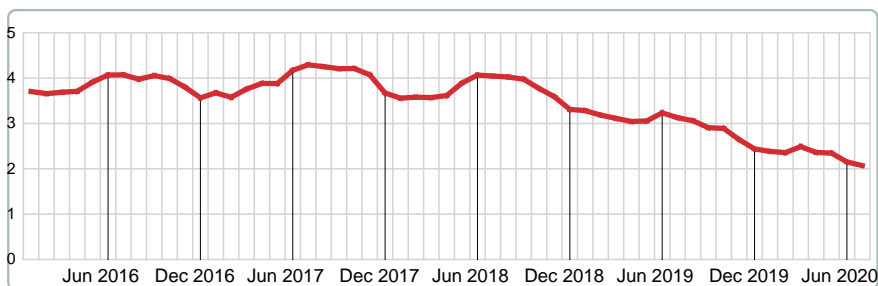
### MSI FOR JULY



### INDICATORS FOR JULY 2020

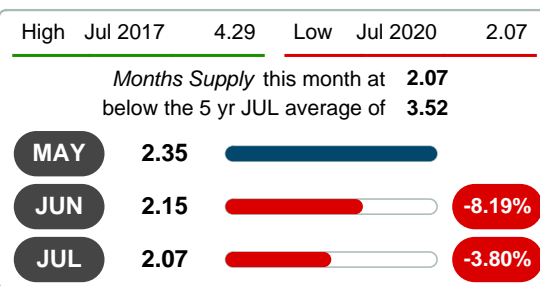


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



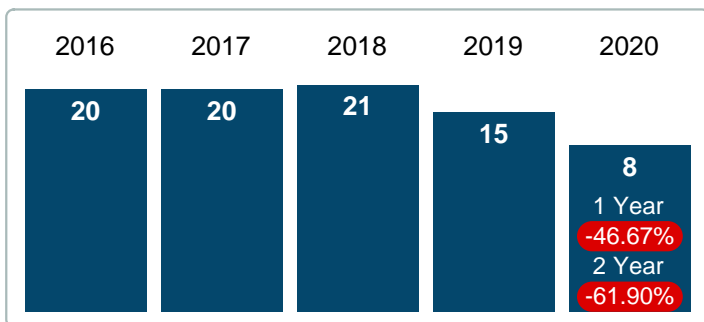
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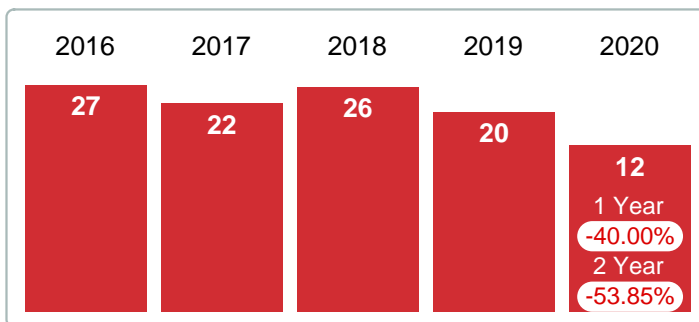
## MEDIAN DAYS ON MARKET TO SALE

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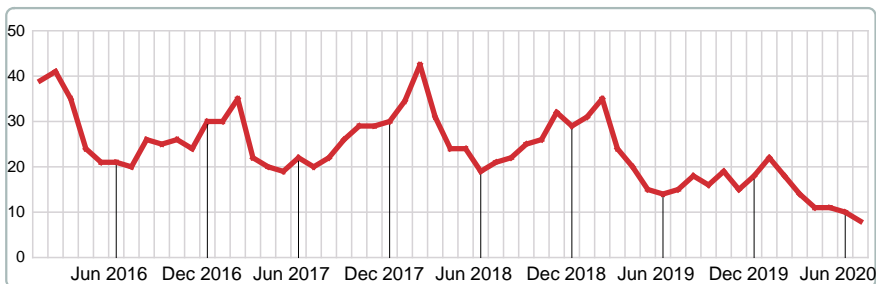
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 17

High Feb 2018 43 Low Jul 2020 8

Median Days on Market to Sale this month at 8 below the 5 yr JUL average of 17



### 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	5.34%	9	13	7	13	0
\$75,001 - \$125,000	12.34%	6	7	5	25	30
\$125,001 - \$175,000	18.10%	4	13	4	5	16
\$175,001 - \$250,000	27.11%	6	7	6	10	5
\$250,001 - \$300,000	12.09%	10	38	6	15	6
\$300,001 - \$400,000	13.68%	23	12	16	28	18
\$400,001 and up	11.34%	26	0	41	14	28
Median Closed DOM		8	10	5	14	20
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



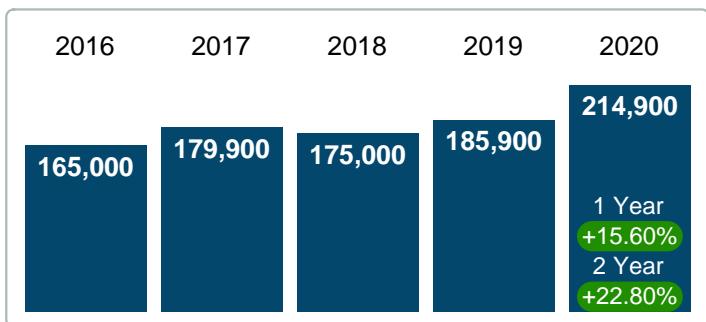
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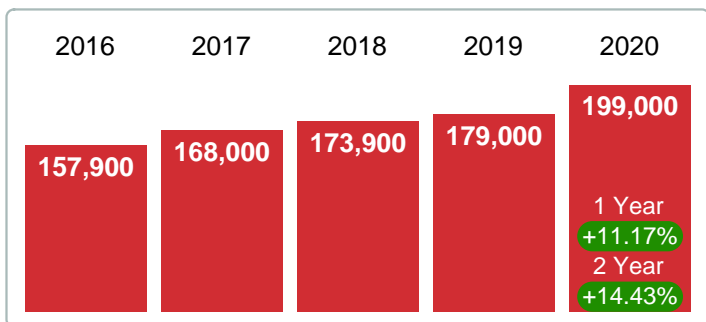
## MEDIAN LIST PRICE AT CLOSING

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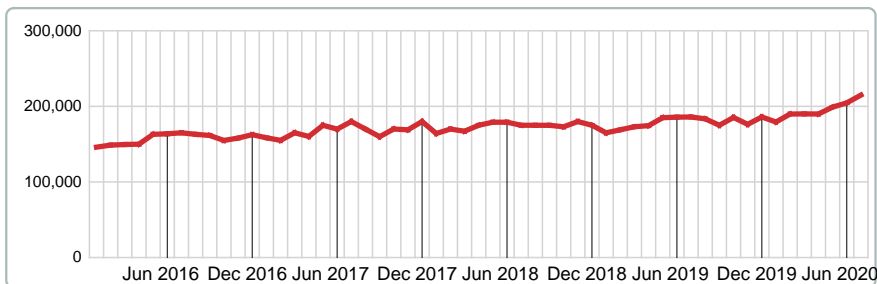
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 184,140

High Jul 2020 214,900 Low Jan 2016 146,000  
 Median List Price at Closing this month at **214,900**  
 above the 5 yr JUL average of **184,140**

MAY	199,000	<div style="width: 80%;"></div>
JUN	204,586	<div style="width: 90%;"></div> 2.81%
JUL	214,900	<div style="width: 100%;"></div> 5.04%

### 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 <b>61</b>	5.09%	59,000	46,250	60,500	69,900	0
\$75,001 - \$125,000 <b>152</b>	12.68%	107,950	95,900	109,999	110,000	111,200
\$125,001 - \$175,000 <b>211</b>	17.60%	154,900	145,000	157,500	155,000	159,950
\$175,001 - \$250,000 <b>329</b>	27.44%	210,000	219,450	199,900	224,950	224,550
\$250,001 - \$300,000 <b>145</b>	12.09%	274,900	270,000	274,000	274,950	290,000
\$300,001 - \$400,000 <b>163</b>	13.59%	349,900	339,000	338,000	359,000	337,400
\$400,001 and up <b>138</b>	11.51%	524,450	0	463,500	499,000	564,500
Median List Price		214,900	115,000	174,900	270,000	434,950
Total Closed Units	100%	214,900	109	577	423	90
Total Closed Volume		302,345,127	14.44M	111.97M	131.46M	44.48M



# July 2020



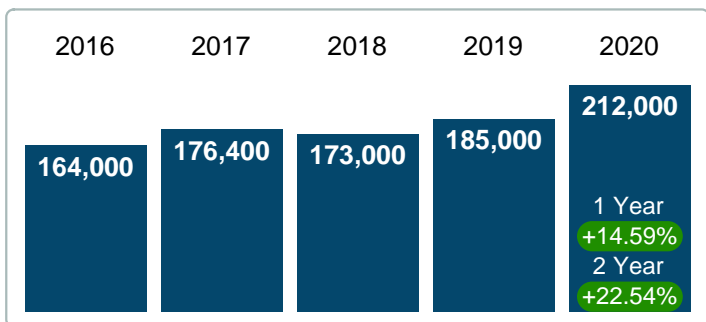
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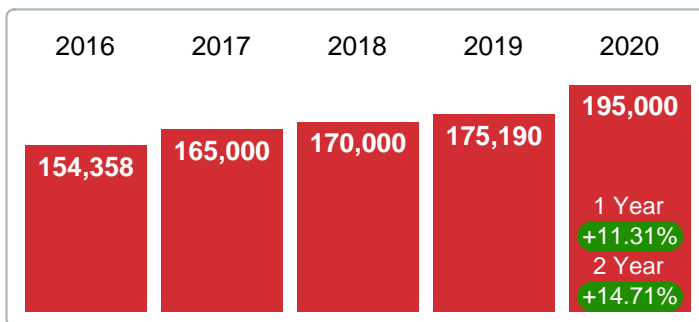
## MEDIAN SOLD PRICE AT CLOSING

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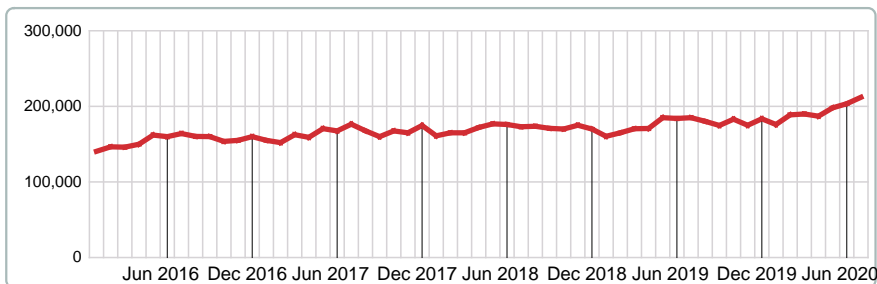
### JULY



### YEAR TO DATE (YTD)

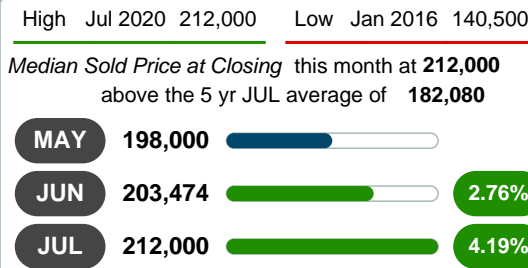


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 182,080



### 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	64	5.34%	58,450	42,250	62,000	61,950	0
\$75,001 - \$125,000	148	12.34%	106,750	96,500	108,000	111,000	101,427
\$125,001 - \$175,000	217	18.10%	155,000	142,000	155,000	155,000	159,950
\$175,001 - \$250,000	325	27.11%	210,000	219,543	200,000	221,000	220,000
\$250,001 - \$300,000	145	12.09%	275,000	272,500	275,000	274,900	285,000
\$300,001 - \$400,000	164	13.68%	338,992	335,500	333,500	348,000	326,250
\$400,001 and up	136	11.34%	519,450	0	455,500	498,000	545,000
Median Sold Price			212,000	115,000	173,750	270,000	440,238
Total Closed Units		100%	212,000	109	577	423	90
Total Closed Volume			297,551,981	14.20M	110.78M	129.63M	42.94M

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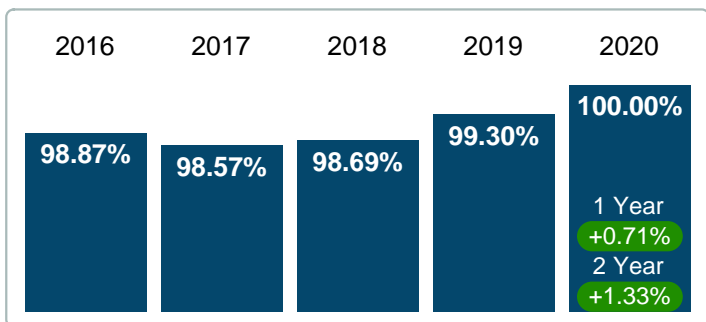
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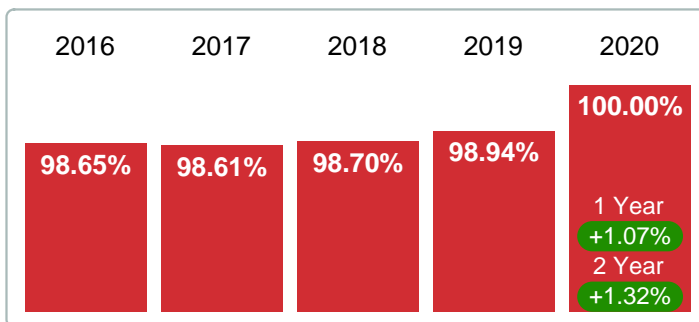
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 99.08%

High Jul 2020 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr JUL average of **99.08%**

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	64	5.34%	98.46%	97.23%	100.00%	91.71%	0.00%
\$75,001 - \$125,000	148	12.34%	100.00%	100.00%	100.00%	98.01%	96.29%
\$125,001 - \$175,000	217	18.10%	100.00%	99.31%	100.00%	100.00%	100.00%
\$175,001 - \$250,000	325	27.11%	100.00%	98.77%	100.00%	100.00%	100.00%
\$250,001 - \$300,000	145	12.09%	100.00%	100.00%	100.00%	100.00%	100.00%
\$300,001 - \$400,000	164	13.68%	100.00%	97.56%	99.85%	100.00%	98.43%
\$400,001 and up	136	11.34%	98.21%	0.00%	97.51%	99.82%	97.83%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	98.76%
Total Closed Units	1,199		100%	109	577	423	90
Total Closed Volume	297,551,981			14.20M	110.78M	129.63M	42.94M

# July 2020



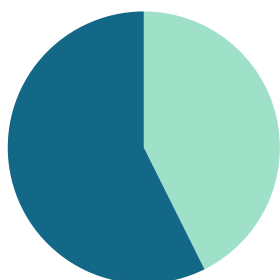
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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### INVENTORY

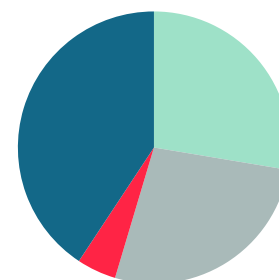


**Inventory**  
 New Listings  
**1,332 = 42.64%**  
 Start Inventory  
**1,792**  
 Total Inventory Units  
**3,124**  
 Volume  
**\$1,088,275,064**

### 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%
Median List Price	185,900	214,900	15.60%	179,000	199,000	11.17%
Median Sale Price	185,000	212,000	14.59%	175,190	195,000	11.31%
Median Percent of Selling Price to List Price	99.30%	100.00%	0.71%	98.94%	100.00%	1.07%
Median Days on Market to Sale	15.00	8.00	-46.67%	20.00	12.00	-40.00%
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%

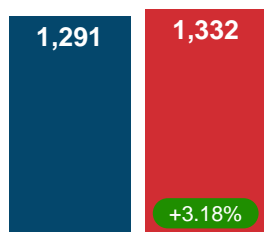
**Absorption:** Last 12 months, an Average of **853** Sales/Month

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

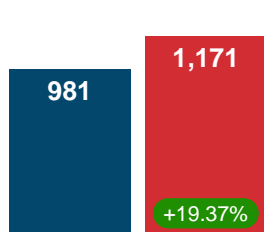
**2019** **2020**

### JULY MARKET

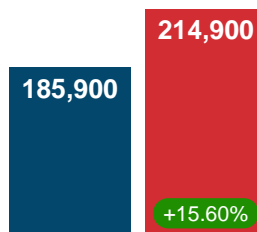
#### New Listings



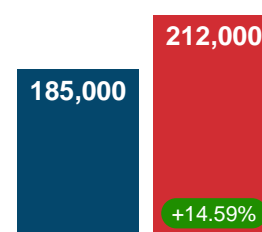
#### Pending Listings



#### List Price

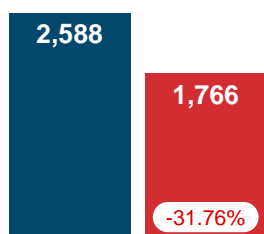


#### Sale Price

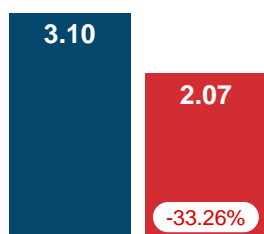


### INVENTORY

#### Active Inventory

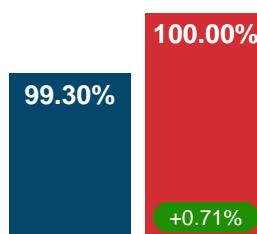


#### Monthly Supply of Inventory



### MEDIAN SOLD/LIST RATIO & DOM

#### Sale/List Ratio



#### Days on Market

