

June 2020



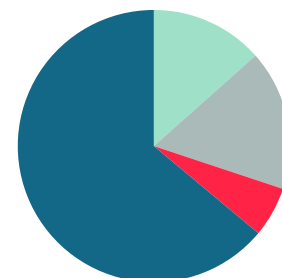
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2020 for MLS Technology Inc.

Compared Metrics	2019	June 2020	+/-%
Closed Listings	49	54	10.20%
Pending Listings	54	67	24.07%
New Listings	89	104	16.85%
Median List Price	119,000	159,900	34.37%
Median Sale Price	114,900	158,750	38.16%
Median Percent of Selling Price to List Price	95.56%	98.86%	3.46%
Median Days on Market to Sale	21.00	17.00	-19.05%
End of Month Inventory	359	257	-28.41%
Months Supply of Inventory	8.51	5.65	-33.66%



■ Closed (13.43%)
■ Pending (16.67%)
■ Other OffMarket (5.97%)
■ Active (63.93%)

Absorption: Last 12 months, an Average of **46** Sales/Month
Active Inventory as of June 30, 2020 = **257**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **28.41%** to 257 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **5.65** 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 **38.16%** in June 2020 to \$158,750 versus the previous year at \$114,900.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 4.00 days or **19.05%** in June 2020 compared to last year's same month at **21.00** DOM.

Sales Success for June 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 104 New Listings in June 2020, up **16.85%** from last year at 89. Furthermore, there were 54 Closed Listings this month versus last year at 49, a **10.20%** increase.

Closed versus Listed trends yielded a **51.9%** ratio, down from previous year's, June 2019, at **55.1%**, a **5.69%** downswing. 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

June 2020



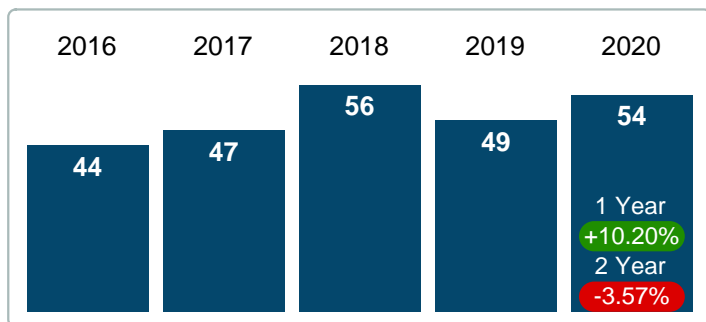
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



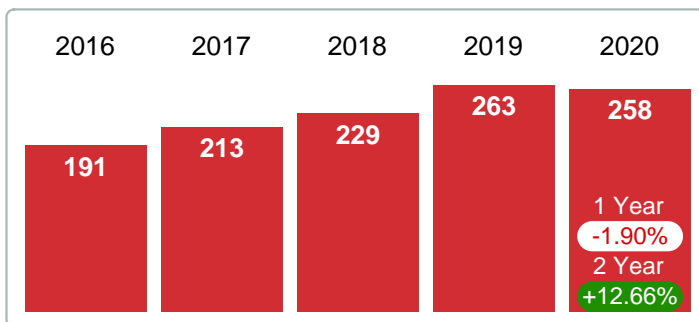
CLOSED LISTINGS

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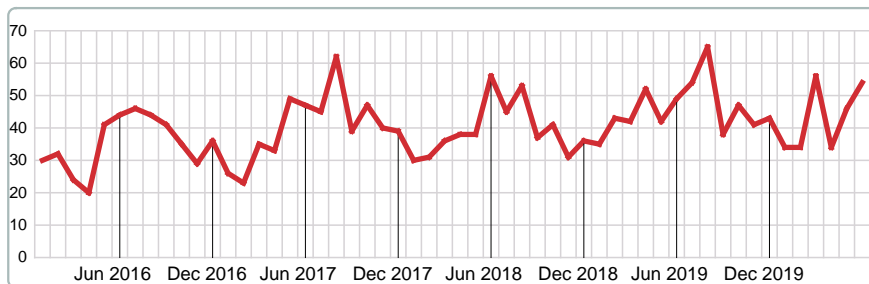
JUNE



YEAR TO DATE (YTD)

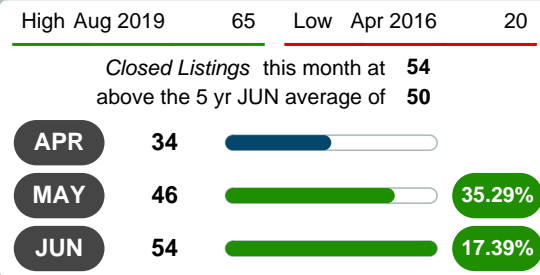


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	5.56%	97.0	3	0	0	0
\$25,001 - \$50,000	3	5.56%	11.0	3	0	0	0
\$50,001 - \$100,000	12	22.22%	56.5	5	6	1	0
\$100,001 - \$175,000	14	25.93%	20.0	2	9	3	0
\$175,001 - \$200,000	5	9.26%	40.0	0	4	1	0
\$200,001 - \$275,000	10	18.52%	23.5	0	7	3	0
\$275,001 and up	7	12.96%	6.0	0	3	3	1
Total Closed Units	54			13	29	11	1
Total Closed Volume	8,591,876	100%	17.0	855.90K	4.98M	2.36M	390.00K
Median Closed Price	\$158,750			\$69,500	\$167,000	\$212,000	\$390,000

June 2020



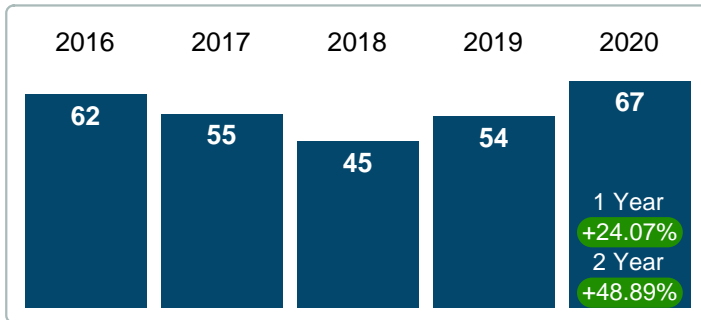
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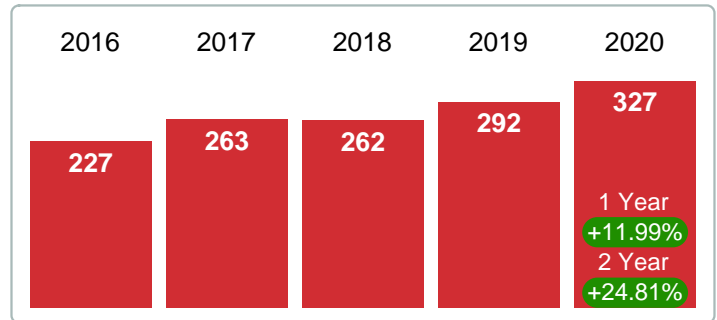
PENDING LISTINGS

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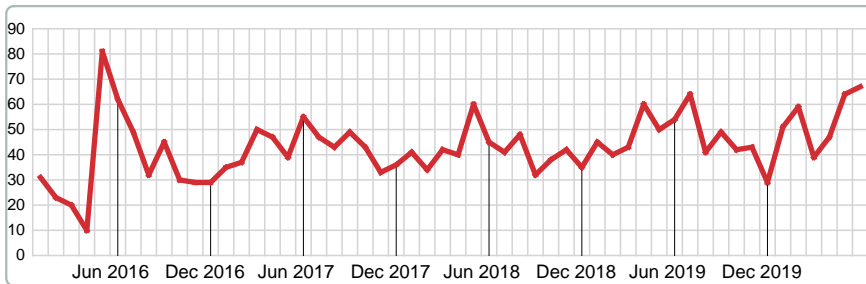
JUNE



YEAR TO DATE (YTD)

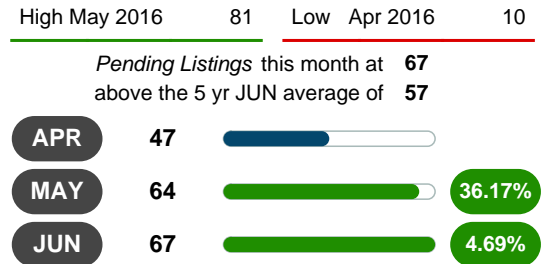


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 57



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	5	7.46%	98.0	5	0	0	0
\$50,001 - \$75,000	3	4.48%	94.0	0	1	2	0
\$75,001 - \$125,000	17	25.37%	24.0	2	14	1	0
\$125,001 - \$175,000	17	25.37%	15.0	1	14	2	0
\$175,001 - \$200,000	7	10.45%	9.0	0	4	3	0
\$200,001 - \$250,000	10	14.93%	35.5	1	4	5	0
\$250,001 and up	8	11.94%	17.5	1	3	3	1
Total Pending Units	67			10	40	16	1
Total Pending Volume	10,759,200	100%	18.0	1.21M	6.18M	2.98M	394.00K
Median Listing Price	\$154,900			\$65,000	\$149,450	\$202,000	\$394,000

June 2020



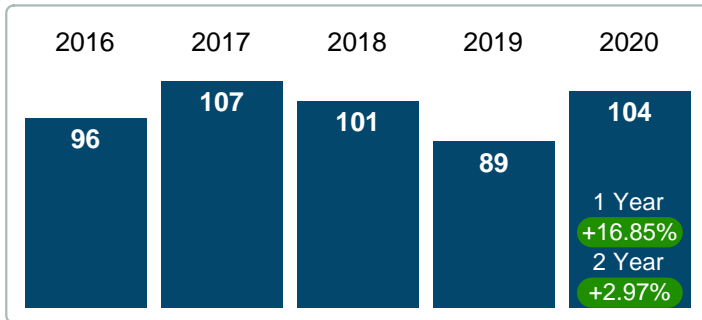
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



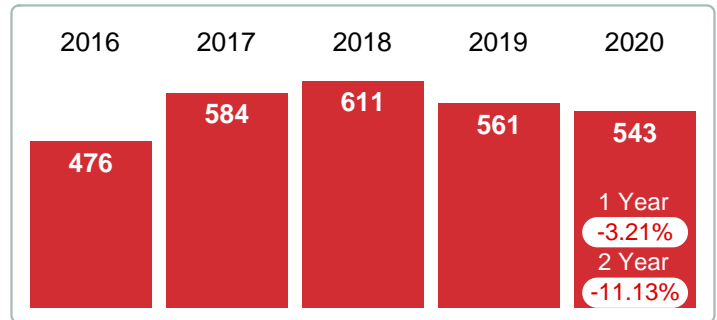
NEW LISTINGS

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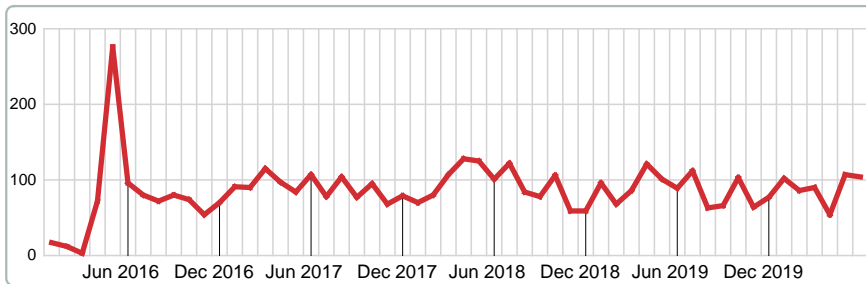
JUNE



YEAR TO DATE (YTD)

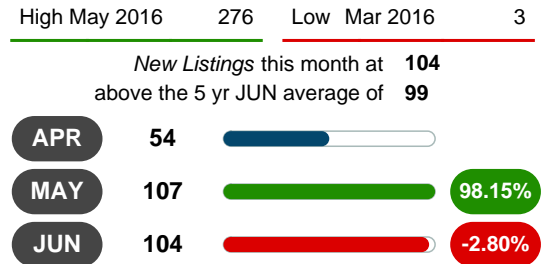


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	6.73%	6	1	0	0
\$40,001 - \$70,000	13	12.50%	11	2	0	0
\$70,001 - \$110,000	18	17.31%	3	13	2	0
\$110,001 - \$150,000	25	24.04%	5	18	2	0
\$150,001 - \$190,000	17	16.35%	7	6	4	0
\$190,001 - \$350,000	13	12.50%	1	8	4	0
\$350,001 and up	11	10.58%	5	5	1	0
Total New Listed Units	104		38	53	13	0
Total New Listed Volume	21,280,199	100%	6.32M	12.11M	2.86M	0.00B
Median New Listed Listing Price	\$135,000		\$80,700	\$139,900	\$189,000	\$0

June 2020



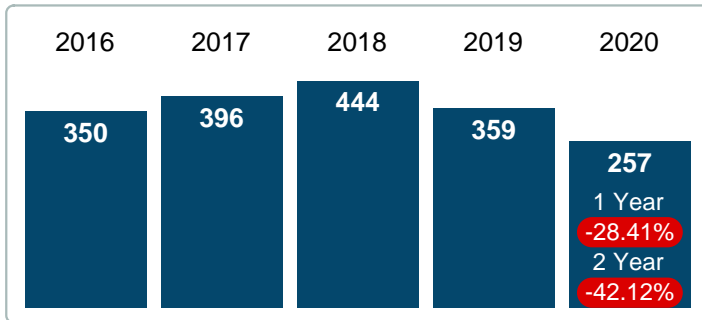
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



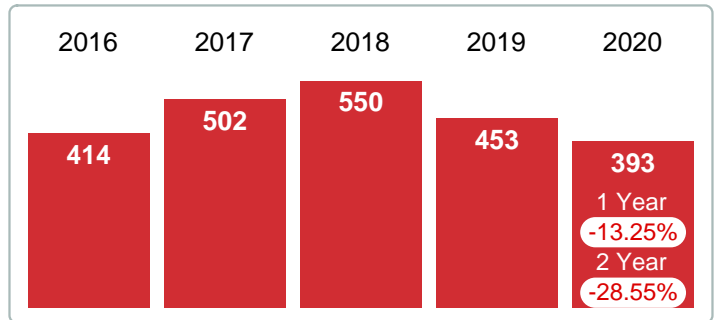
ACTIVE INVENTORY

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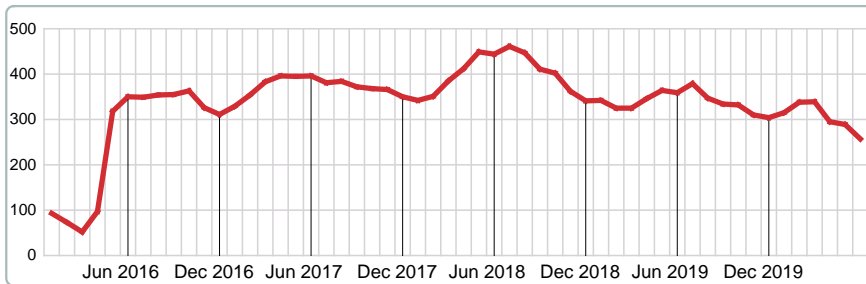
END OF JUNE



ACTIVE DURING JUNE

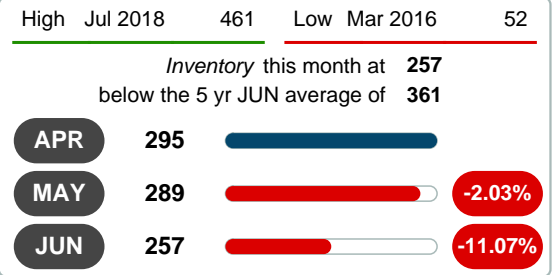


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 361



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	7	2.72%	47.0	7	0	0	0
\$10,001 - \$30,000	36	14.01%	117.5	33	2	1	0
\$30,001 - \$60,000	47	18.29%	57.0	35	9	3	0
\$60,001 - \$130,000	63	24.51%	43.0	22	37	4	0
\$130,001 - \$220,000	44	17.12%	32.0	19	20	5	0
\$220,001 - \$380,000	34	13.23%	94.5	12	17	5	0
\$380,001 and up	26	10.12%	86.0	16	4	5	1
Total Active Inventory by Units				257			
Total Active Inventory by Volume				45,744,368	100%	56.0	
Median Active Inventory Listing Price				\$99,000			
				144	89	23	1
				21.70M	17.17M	5.77M	1.10M
				\$57,250	\$125,000	\$189,000	\$1,100,000

June 2020



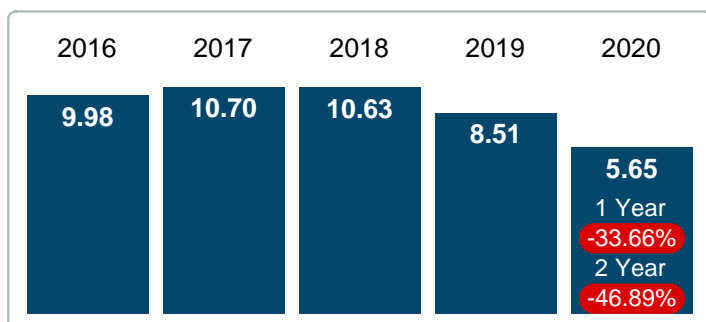
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



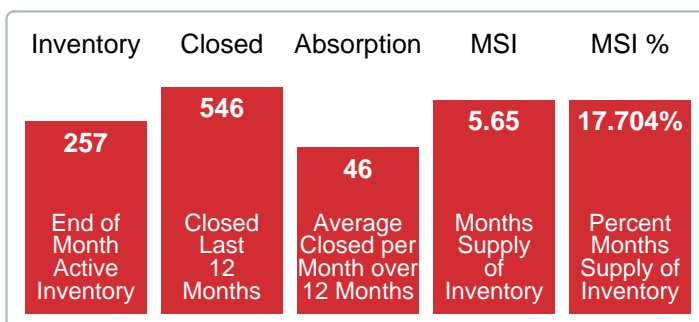
MONTHS SUPPLY of INVENTORY (MSI)

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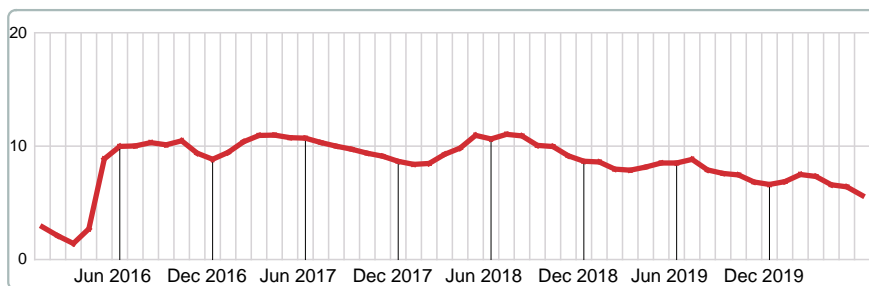
MSI FOR JUNE



INDICATORS FOR JUNE 2020

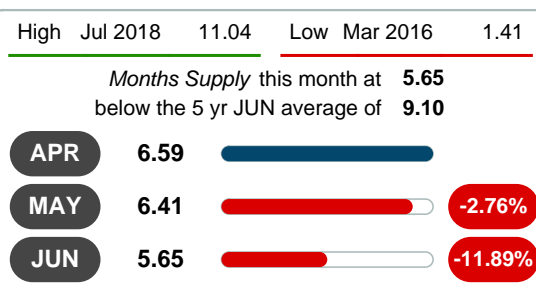


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 9.10



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
\$10,000 and less	7	2.72%	42.00	42.00	0.00	0.00	0.00
\$10,001 - \$30,000	36	14.01%	11.68	13.20	3.43	0.00	0.00
\$30,001 - \$60,000	47	18.29%	7.52	10.24	3.48	12.00	0.00
\$60,001 - \$130,000	63	24.51%	4.97	6.00	4.48	6.86	0.00
\$130,001 - \$220,000	44	17.12%	2.87	28.50	1.86	1.40	0.00
\$220,001 - \$380,000	34	13.23%	5.16	144.00	4.74	2.22	0.00
\$380,001 and up	26	10.12%	18.35	96.00	12.00	10.00	2.40
Market Supply of Inventory (MSI)			5.65	13.50	3.41	3.21	0.63
Total Active Inventory by Units		100%	5.65	144	89	23	1

June 2020



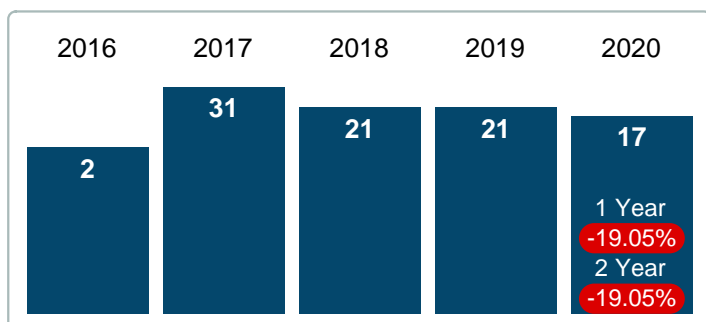
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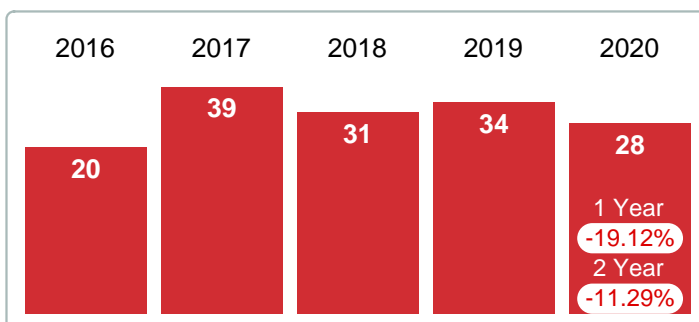
MEDIAN DAYS ON MARKET TO SALE

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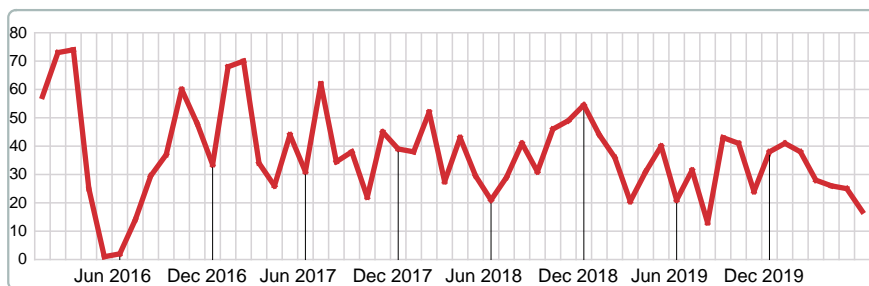
JUNE



YEAR TO DATE (YTD)

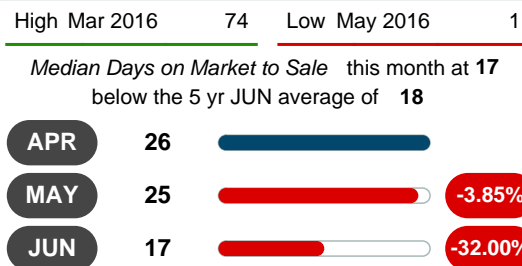


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 18



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
\$25,000 and less	5.56%	97	97	0	0	0
\$25,001 - \$50,000	5.56%	11	11	0	0	0
\$50,001 - \$100,000	22.22%	57	2	78	61	0
\$100,001 - \$175,000	25.93%	20	24	27	1	0
\$175,001 - \$200,000	9.26%	40	0	59	1	0
\$200,001 - \$275,000	18.52%	24	0	36	11	0
\$275,001 and up	12.96%	6	0	7	6	6
Median Closed DOM		17	11	40	9	6
Total Closed Units	100%	54	13	29	11	1
Total Closed Volume		8,591,876	855.90K	4.98M	2.36M	390.00K

June 2020



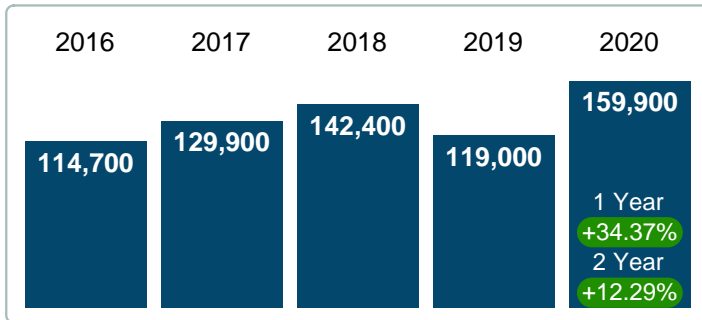
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



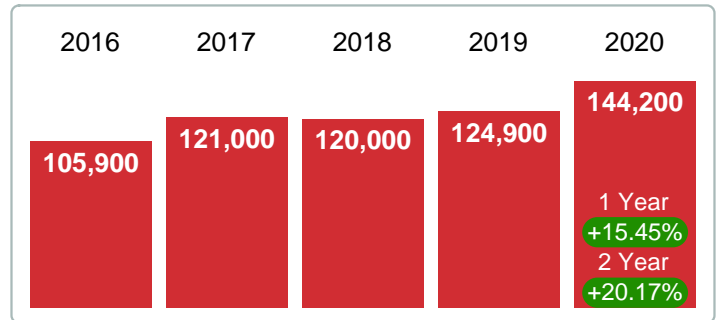
MEDIAN LIST PRICE AT CLOSING

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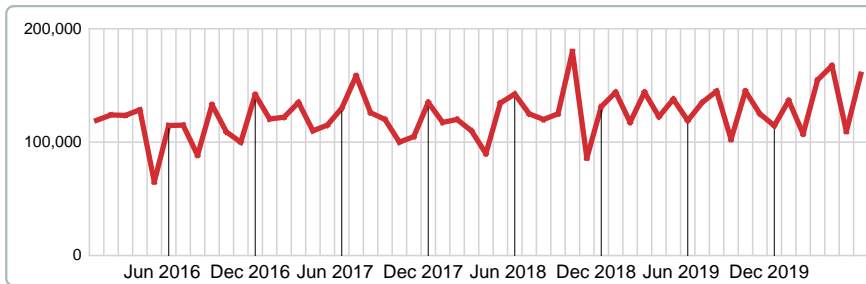
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

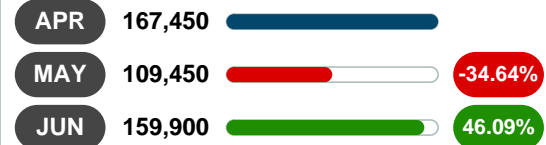


3 MONTHS

5 year JUN AVG = 133,180

High Oct 2018 179,900 Low May 2016 65,000

Median List Price at Closing this month at **159,900**
above the 5 yr JUN average of **133,180**



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
\$25,000 and less	3.70%	21,500	21,500	0	0	0
\$25,001 - \$50,000	7.41%	34,950	34,950	0	0	0
\$50,001 - \$100,000	24.07%	74,900	79,900	69,900	60,000	0
\$100,001 - \$175,000	20.37%	155,000	155,000	152,450	151,500	0
\$175,001 - \$200,000	14.81%	189,000	179,000	192,000	179,000	0
\$200,001 - \$275,000	14.81%	229,450	0	229,000	237,900	0
\$275,001 and up	14.81%	319,950	0	349,000	301,250	399,500
Median List Price		159,900	68,900	170,000	197,000	399,500
Total Closed Units	100%	159,900	13	29	11	1
Total Closed Volume		8,792,899	919.60K	5.11M	2.37M	399.50K

June 2020



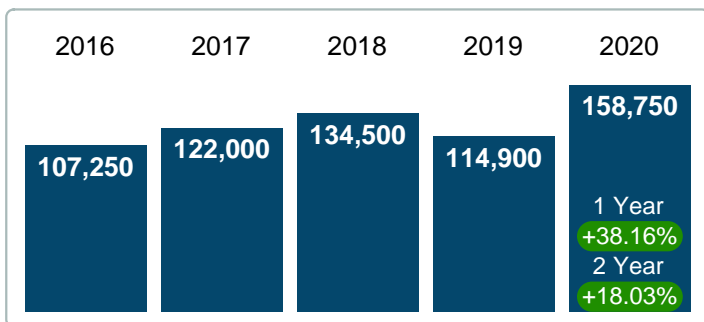
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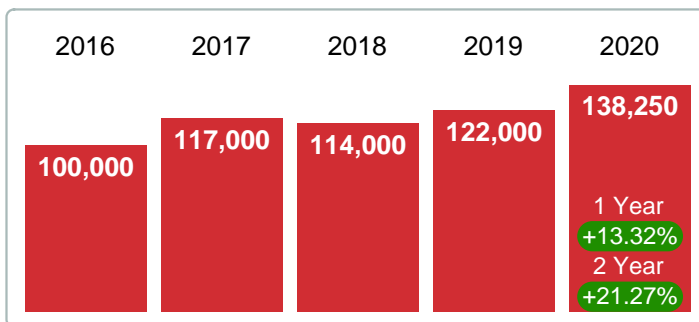
MEDIAN SOLD PRICE AT CLOSING

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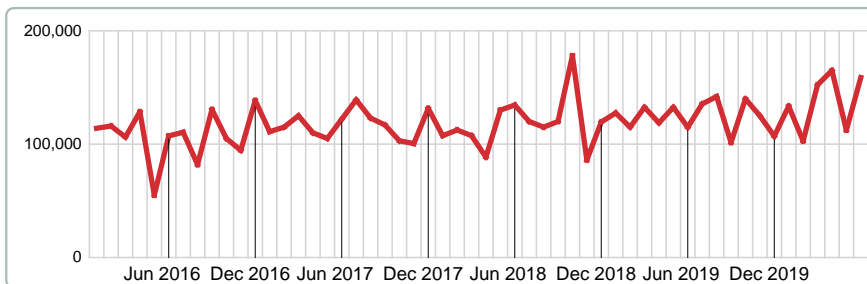
JUNE



YEAR TO DATE (YTD)

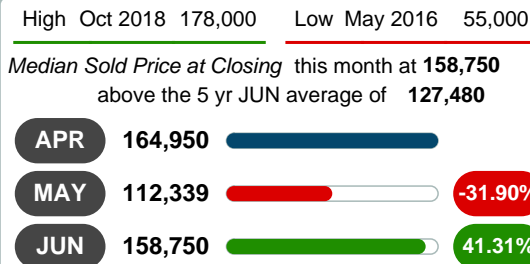


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 127,480



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
\$25,000 and less	3	5.56%	20,000	20,000	0	0	0
\$25,001 - \$50,000	3	5.56%	38,500	38,500	0	0	0
\$50,001 - \$100,000	12	22.22%	71,250	77,600	70,200	58,000	0
\$100,001 - \$175,000	14	25.93%	150,750	145,000	140,000	158,000	0
\$175,001 - \$200,000	5	9.26%	195,000	0	188,000	197,000	0
\$200,001 - \$275,000	10	18.52%	220,950	0	212,000	232,000	0
\$275,001 and up	7	12.96%	325,000	0	340,000	310,000	390,000
Median Sold Price			158,750	69,500	167,000	212,000	390,000
Total Closed Units		100%	54	13	29	11	1
Total Closed Volume			8,591,876	855.90K	4.98M	2.36M	390.00K

June 2020



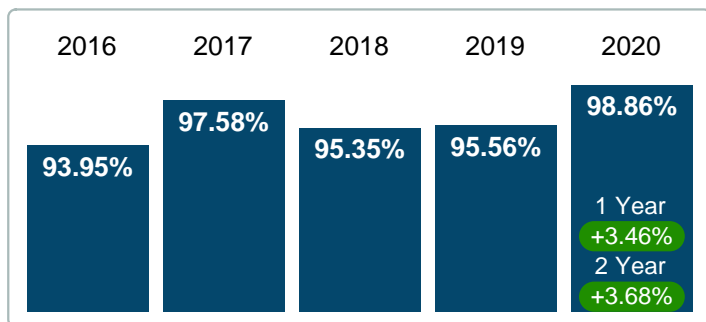
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



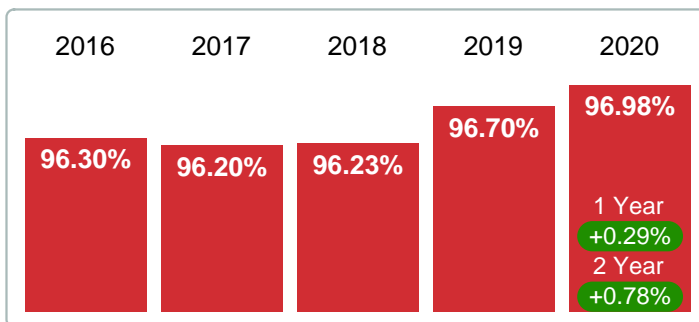
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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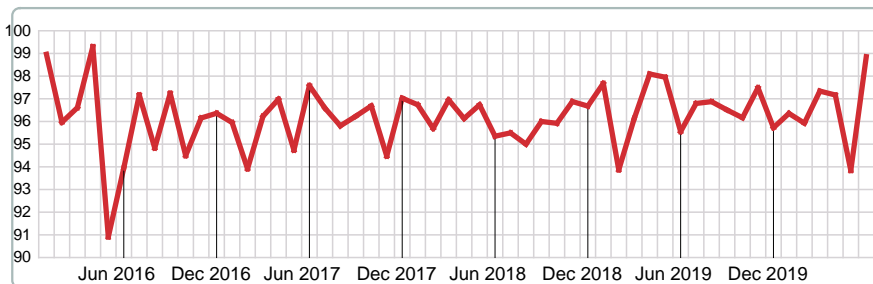
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

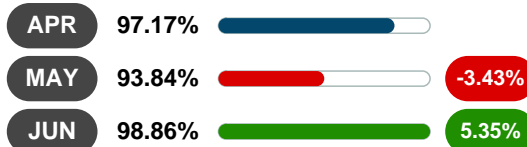


3 MONTHS

5 year JUN AVG = 96.26%

High Apr 2016 99.30% Low May 2016 90.91%

Median Sold/List Ratio this month at **98.86%**
above the 5 yr JUN average of **96.26%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	<div style="width: 5.56%; background-color: blue;"></div> 3	5.56%	83.00%	83.00%	0.00%	0.00%	0.00%
\$25,001 \$50,000	<div style="width: 5.56%; background-color: blue;"></div> 3	5.56%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 \$100,000	<div style="width: 22.22%; background-color: blue;"></div> 12	22.22%	99.28%	99.47%	99.55%	96.67%	0.00%
\$100,001 \$175,000	<div style="width: 25.93%; background-color: blue;"></div> 14	25.93%	98.35%	86.54%	98.82%	100.00%	0.00%
\$175,001 \$200,000	<div style="width: 9.26%; background-color: blue;"></div> 5	9.26%	100.00%	0.00%	97.88%	100.00%	0.00%
\$200,001 \$275,000	<div style="width: 18.52%; background-color: blue;"></div> 10	18.52%	98.36%	0.00%	99.04%	97.52%	0.00%
\$275,001 and up	<div style="width: 12.96%; background-color: blue;"></div> 7	12.96%	98.51%	0.00%	97.42%	98.90%	97.62%
Median Sold/List Ratio		98.86%		96.49%	99.04%	98.90%	97.62%
Total Closed Units		54	100%	13	29	11	1
Total Closed Volume		8,591,876		855.90K	4.98M	2.36M	390.00K

June 2020



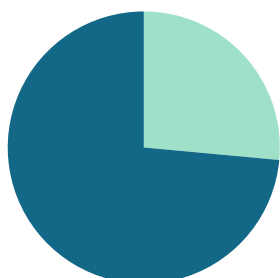
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Jul 13, 2020 for MLS Technology Inc.

INVENTORY

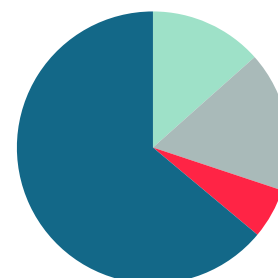


Inventory
 New Listings
104 = 26.46%
 Start Inventory
289
 Total Inventory Units
393
 Volume
\$67,692,467

Market Activity

Closed Sales
54 = 13.43%
 Pending Sales
67 = 16.67%
 Other Off Market
24 = 5.97%
 Active Inventory
257 = 63.93%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	49	54	10.20%	263	258	-1.90%
Pending Sales	54	67	24.07%	292	327	11.99%
New Listings	89	104	16.85%	561	543	-3.21%
Median List Price	119,000	159,900	34.37%	124,900	144,200	15.45%
Median Sale Price	114,900	158,750	38.16%	122,000	138,250	13.32%
Median Percent of Selling Price to List Price	95.56%	98.86%	3.46%	96.70%	96.98%	0.29%
Median Days on Market to Sale	21.00	17.00	-19.05%	34.00	27.50	-19.12%
Monthly Inventory	359	257	-28.41%	359	257	-28.41%
Months Supply of Inventory	8.51	5.65	-33.66%	8.51	5.65	-33.66%

Absorption: Last 12 months, an Average of **46** Sales/Month

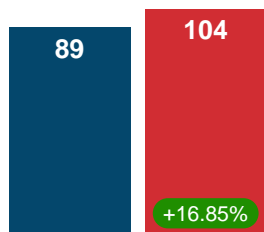
Inventory on June 30, 2020 = **257**

2019 **2020**

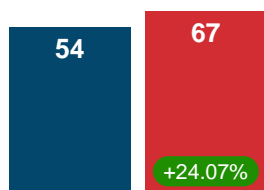
JUNE MARKET

MEDIAN PRICES

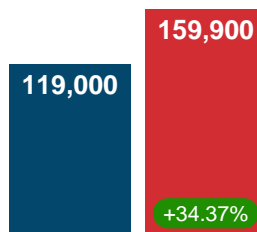
New Listings



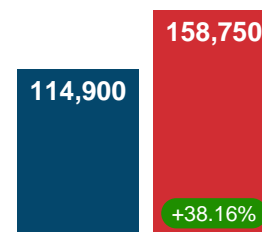
Pending Listings



List Price



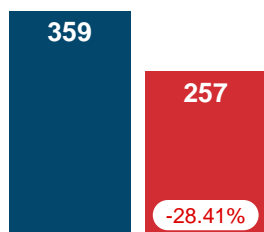
Sale Price



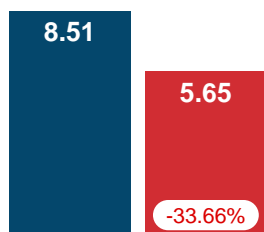
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

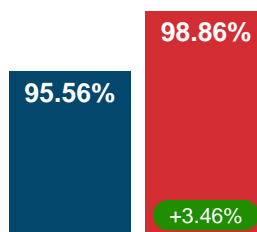
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

