

June 2020



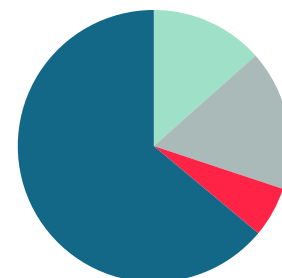
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	145,967	162,831	11.55%
Average Sale Price	139,559	159,109	14.01%
Average Percent of Selling Price to List Price	93.58%	97.24%	3.92%
Average Days on Market to Sale	41.94	42.69	1.78%
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.

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 **14.01%** in June 2020 to \$159,109 versus the previous year at \$139,559.

Average Days on Market Lengthens

The average number of **42.69** days that homes spent on the market before selling increased by 0.75 days or **1.78%** in June 2020 compared to last year's same month at **41.94** DOM.

Sales Success for June 2020 is Positive

Overall, with Average Prices going up and Days on Market increasing, 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



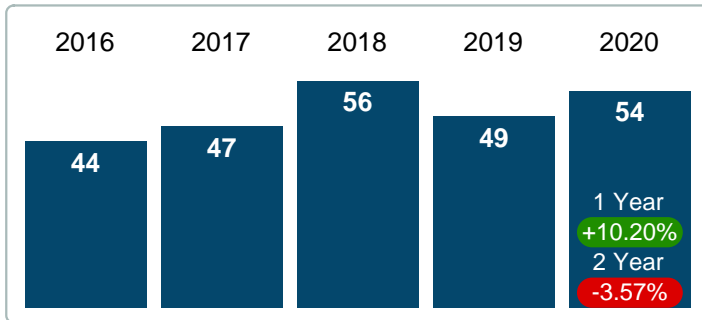
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



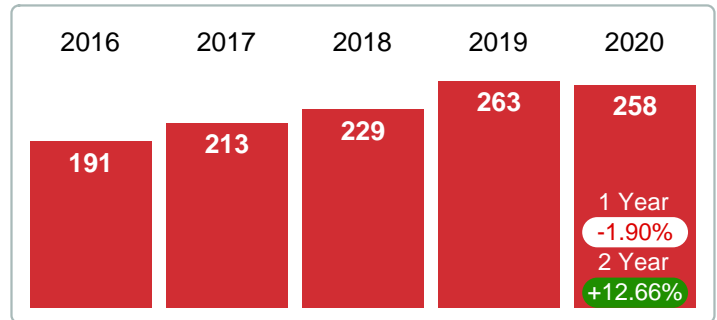
CLOSED LISTINGS

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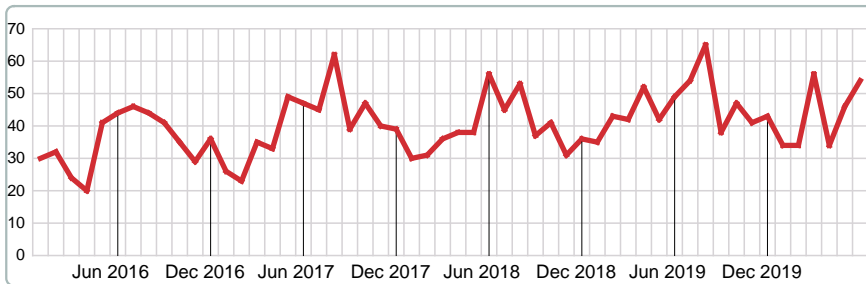
JUNE



YEAR TO DATE (YTD)

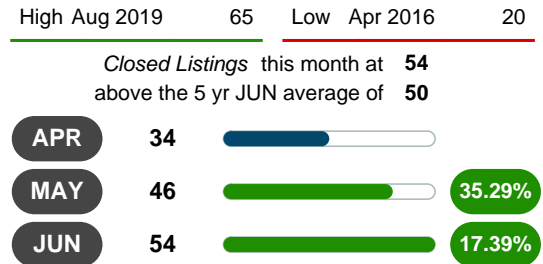


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	5.56%	72.3	3	0	0	0
\$25,001 - \$50,000	3	5.56%	9.3	3	0	0	0
\$50,001 - \$100,000	12	22.22%	49.1	5	6	1	0
\$100,001 - \$175,000	14	25.93%	30.1	2	9	3	0
\$175,001 - \$200,000	5	9.26%	61.6	0	4	1	0
\$200,001 - \$275,000	10	18.52%	47.3	0	7	3	0
\$275,001 and up	7	12.96%	38.3	0	3	3	1
Total Closed Units	54			13	29	11	1
Total Closed Volume	8,591,876	100%	42.7	855.90K	4.98M	2.36M	390.00K
Average Closed Price	\$159,109			\$65,838	\$171,869	\$214,707	\$390,000

June 2020



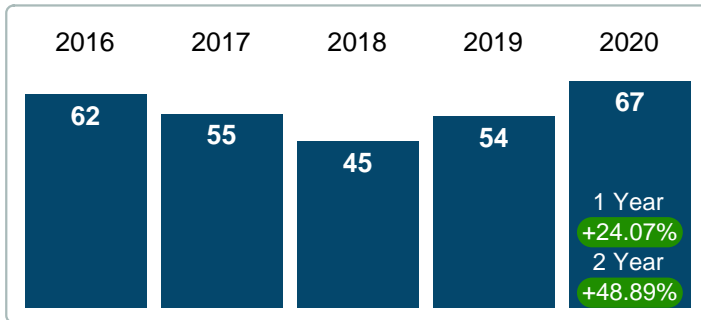
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



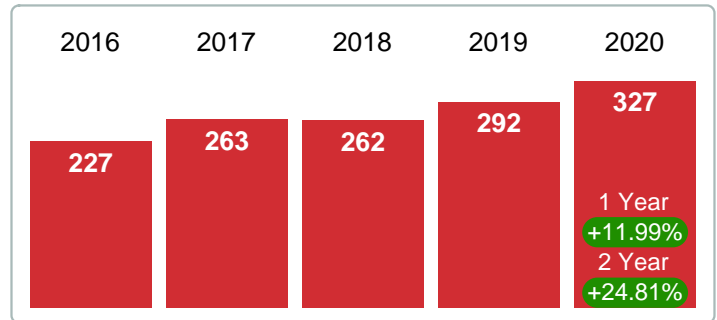
PENDING LISTINGS

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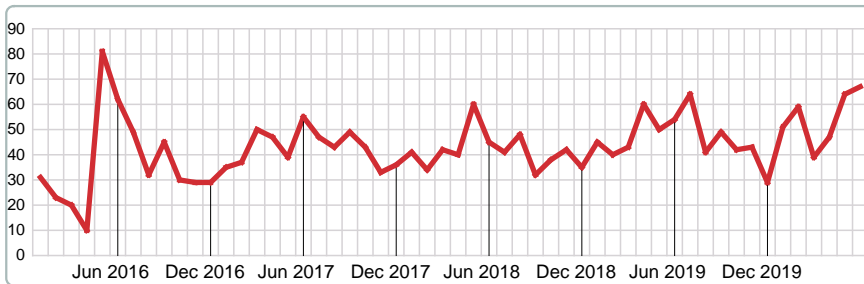
JUNE



YEAR TO DATE (YTD)

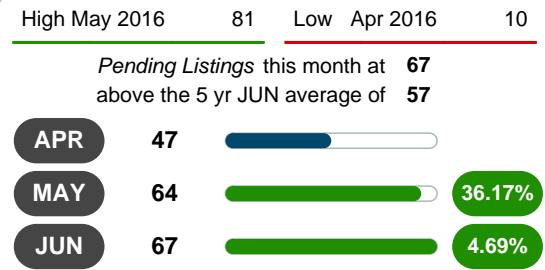


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 57



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	8.96%	86.2	5	0	1	0
\$60,001 - \$90,000	9	13.43%	48.9	1	6	2	0
\$90,001 - \$120,000	9	13.43%	50.2	1	8	0	0
\$120,001 - \$170,000	16	23.88%	39.1	1	13	2	0
\$170,001 - \$210,000	11	16.42%	31.4	0	7	4	0
\$210,001 - \$260,000	9	13.43%	57.2	1	3	5	0
\$260,001 and up	7	10.45%	50.7	1	3	2	1
Total Pending Units	67			10	40	16	1
Total Pending Volume	10,759,200	100%	20.2	1.21M	6.18M	2.98M	394.00K
Average Listing Price	\$148,180			\$120,590	\$154,423	\$186,400	\$394,000

June 2020



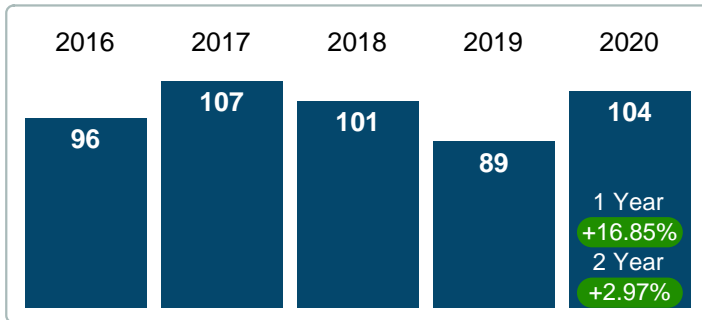
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



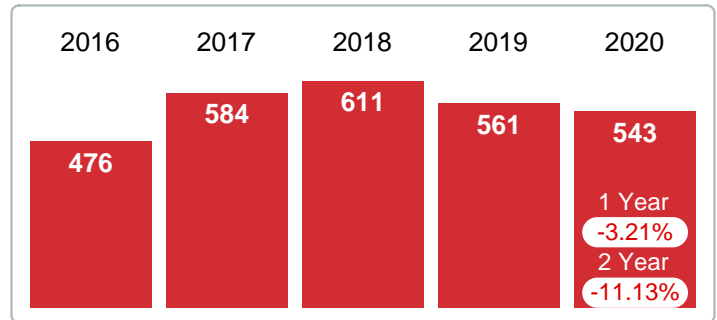
NEW LISTINGS

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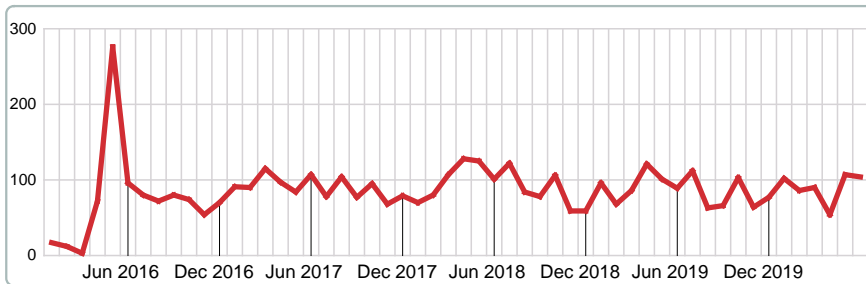
JUNE



YEAR TO DATE (YTD)

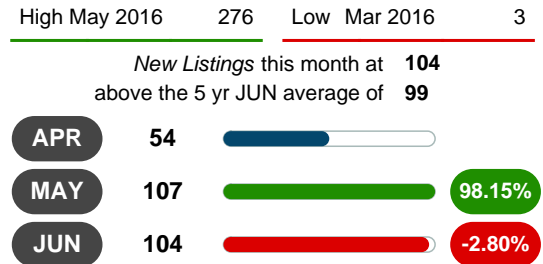


5 YEAR MARKET ACTIVITY TRENDS



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
Average New Listed Listing Price	\$130,333		\$166,232	\$228,460	\$219,615	\$0

June 2020



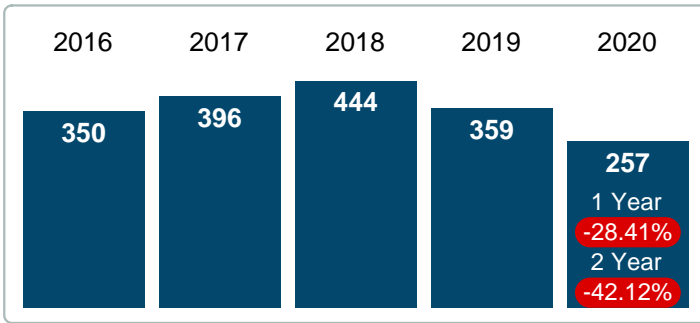
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



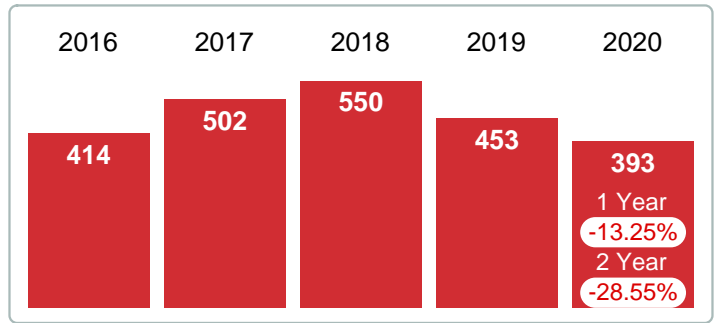
ACTIVE INVENTORY

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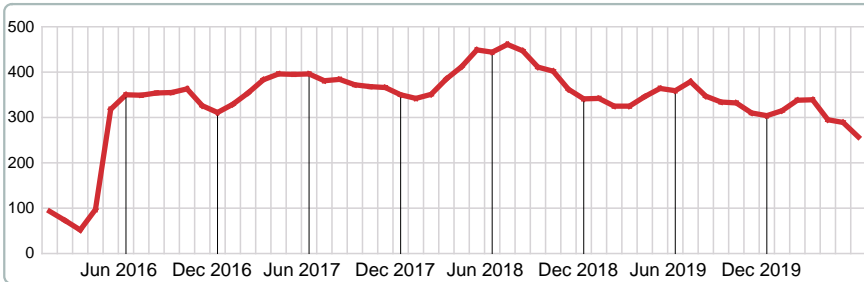
END OF JUNE



ACTIVE DURING JUNE

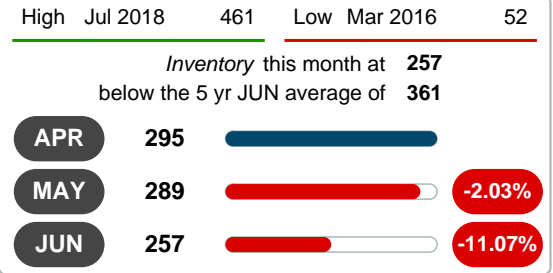


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 361



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	36	14.01%	97.1	34	2	0	0
\$25,001-\$50,000	38	14.79%	86.3	31	4	3	0
\$50,001-\$125,000	75	29.18%	74.2	30	40	5	0
\$125,001-\$225,000	51	19.84%	50.5	22	24	5	0
\$225,001-\$375,000	31	12.06%	99.5	11	15	5	0
\$375,001 and up	26	10.12%	85.2	16	4	5	1
Total Active Inventory by Units	257			144	89	23	1
Total Active Inventory by Volume	45,744,368	100%	78.6	21.70M	17.17M	5.77M	1.10M
Average Active Inventory Listing Price	\$177,994			\$150,726	\$192,871	\$251,057	\$1,100,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

June 2020



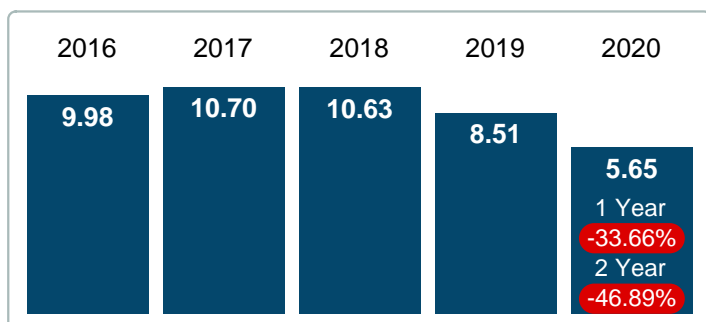
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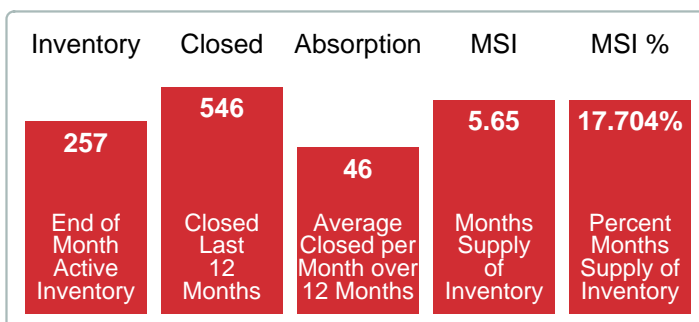
MONTHS SUPPLY of INVENTORY (MSI)

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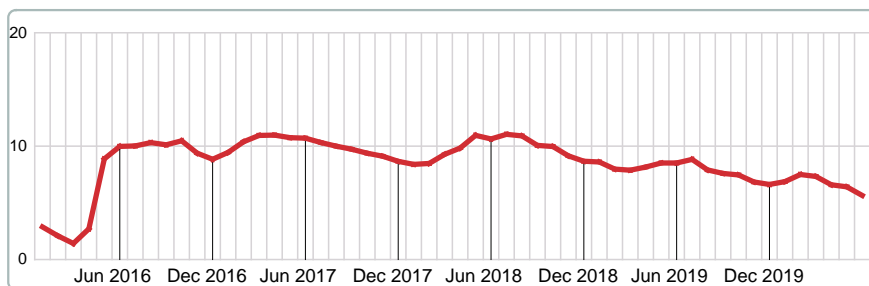
MSI FOR JUNE



INDICATORS FOR JUNE 2020

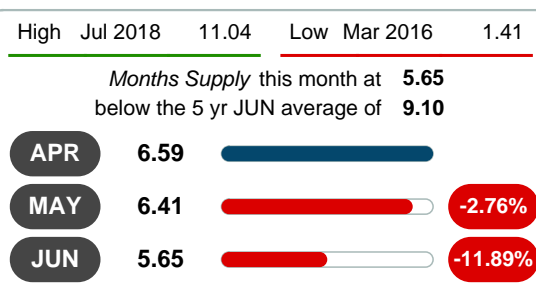


5 YEAR MARKET ACTIVITY TRENDS



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



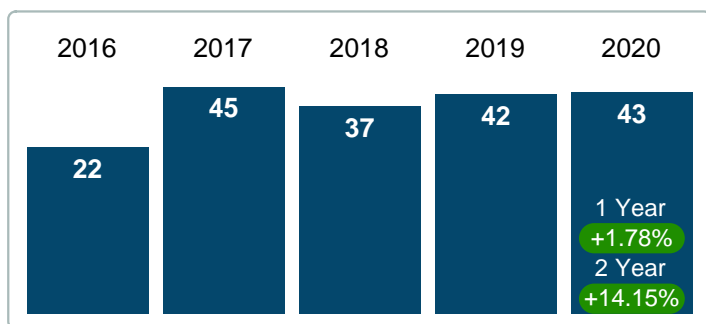
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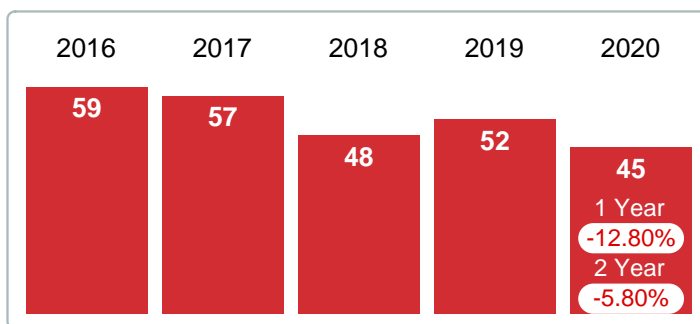
AVERAGE DAYS ON MARKET TO SALE

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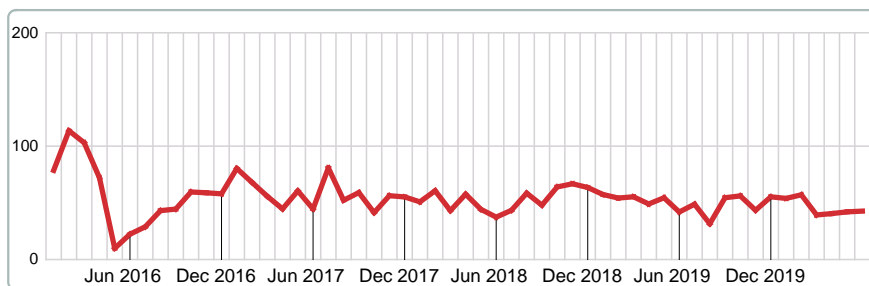
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

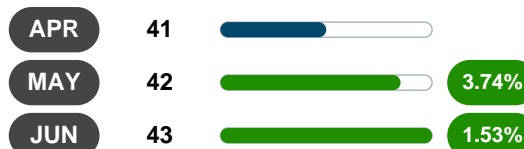


3 MONTHS

5 year JUN AVG = 38

High Feb 2016 114 Low May 2016 10

Average Days on Market to Sale this month at 43 above the 5 yr JUN average of 38



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	
\$25,000 and less	3	5.56%	72	72	0	0	
\$25,001 - \$50,000	3	5.56%	9	9	0	0	
\$50,001 - \$100,000	12	22.22%	49	14	77	61	
\$100,001 - \$175,000	14	25.93%	30	24	40	5	
\$175,001 - \$200,000	5	9.26%	62	0	77	1	
\$200,001 - \$275,000	10	18.52%	47	0	54	32	
\$275,001 and up	7	12.96%	38	0	55	32	
Average Closed DOM	43			28	58	24	6
Total Closed Units	54	100%	43	13	29	11	1
Total Closed Volume	8,591,876			855.90K	4.98M	2.36M	390.00K

June 2020



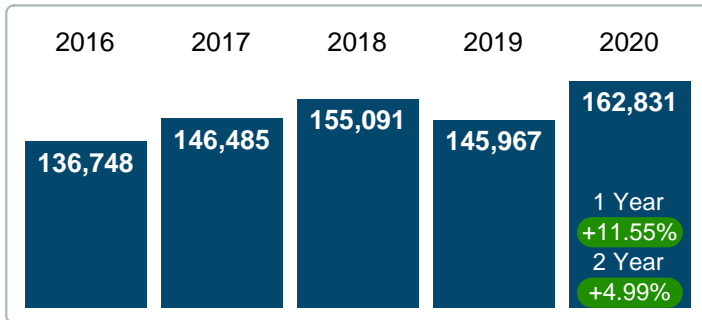
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



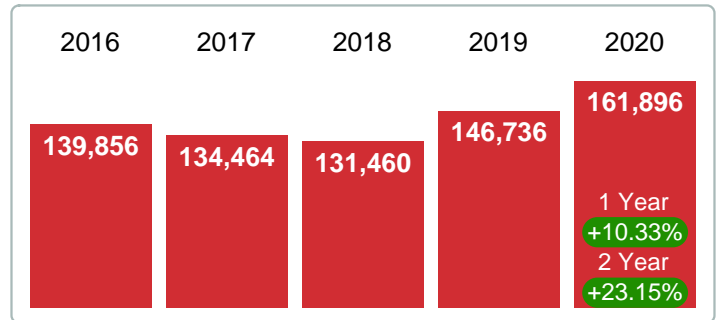
AVERAGE LIST PRICE AT CLOSING

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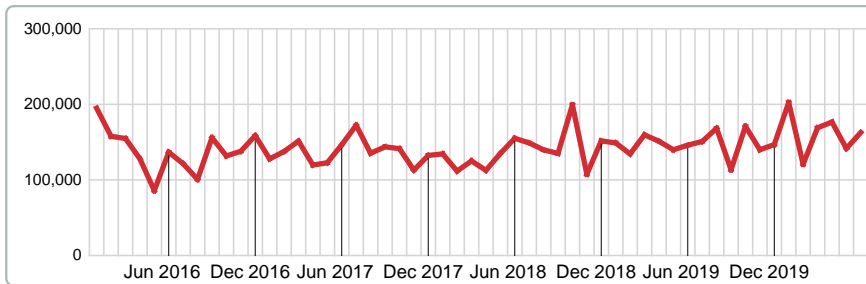
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

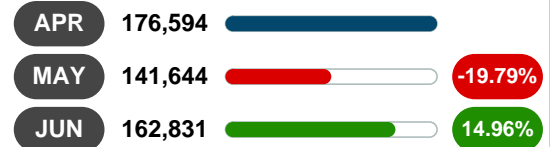


3 MONTHS

5 year JUN AVG = 149,425

High Jan 2020 202,512 Low May 2016 85,896

Average List Price at Closing this month at **162,831** above the 5 yr JUN average of **149,425**



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
\$25,000 and less	3.70%	21,500	24,333	0	0	0
\$25,001 - \$50,000	7.41%	35,350	37,133	0	0	0
\$50,001 - \$100,000	24.07%	78,500	80,240	76,633	60,000	0
\$100,001 - \$175,000	20.37%	147,427	167,000	140,356	160,667	0
\$175,001 - \$200,000	14.81%	187,550	0	192,225	197,000	0
\$200,001 - \$275,000	14.81%	230,963	0	229,971	232,267	0
\$275,001 and up	14.81%	327,275	0	334,633	310,800	399,500
Average List Price		162,831	70,738	176,055	215,291	399,500
Total Closed Units	100%	162,831	13	29	11	1
Total Closed Volume		8,792,899	919.60K	5.11M	2.37M	399.50K

June 2020



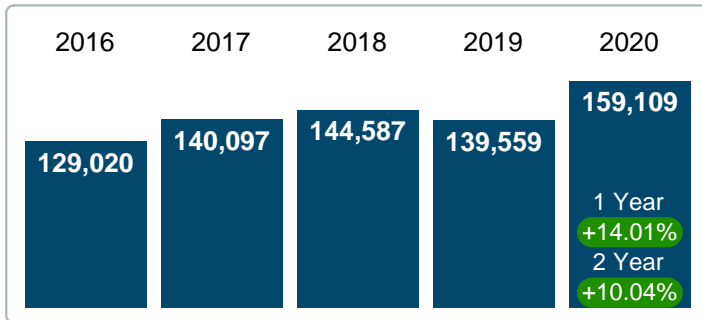
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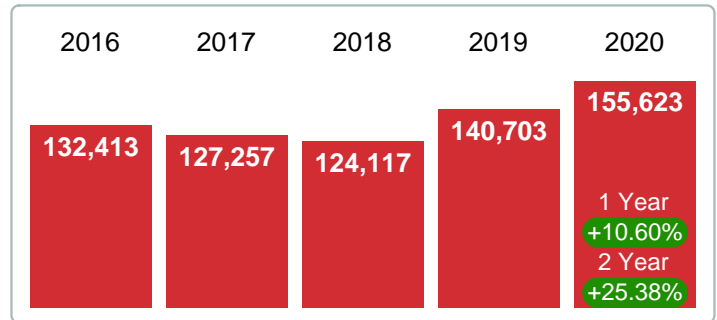
AVERAGE SOLD PRICE AT CLOSING

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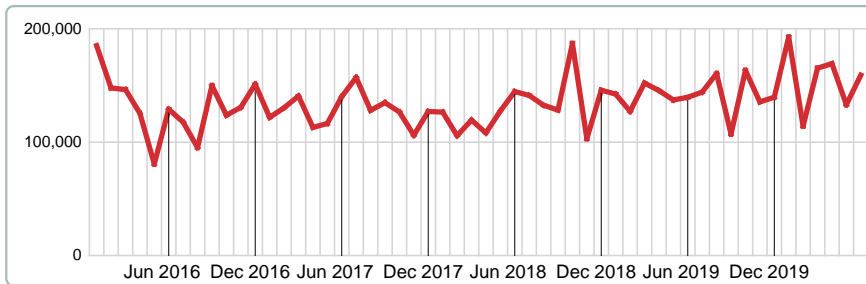
JUNE



YEAR TO DATE (YTD)

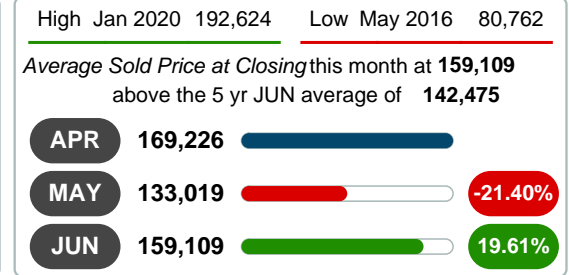


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 142,475



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
\$25,000 and less	3	5.56%	20,967	0	0	0
\$25,001 - \$50,000	3	5.56%	36,667	0	0	0
\$50,001 - \$100,000	12	22.22%	78,600	73,983	58,000	0
\$100,001 - \$175,000	14	25.93%	145,000	137,511	157,833	0
\$175,001 - \$200,000	5	9.26%	0	187,250	197,000	0
\$200,001 - \$275,000	10	18.52%	0	224,114	236,333	0
\$275,001 and up	7	12.96%	0	328,300	308,092	390,000
Average Sold Price		159,109	65,838	171,869	214,707	390,000
Total Closed Units		54	13	29	11	1
Total Closed Volume		8,591,876	855.90K	4.98M	2.36M	390.00K

June 2020



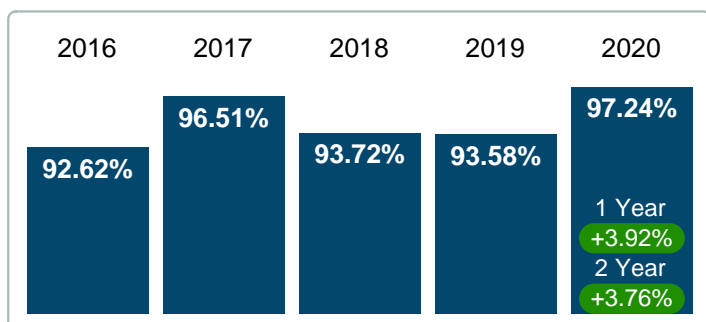
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



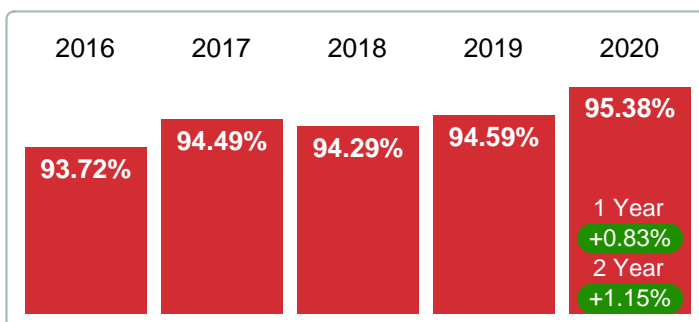
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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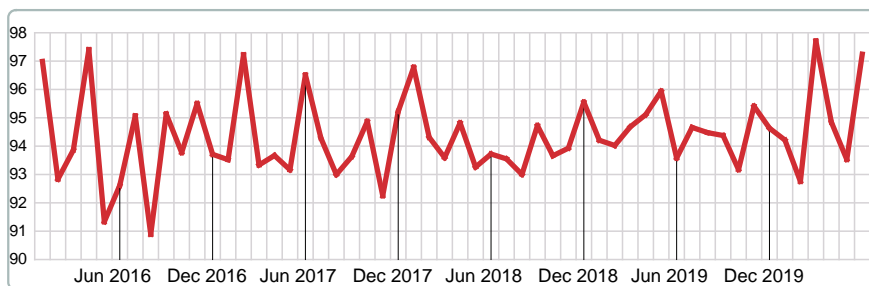
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

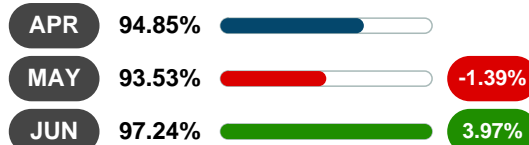


3 MONTHS

5 year JUN AVG = 94.73%

High Mar 2020 97.71% Low Aug 2016 90.89%

Average Sold/List Ratio this month at **97.24%**
above the 5 yr JUN average of **94.73%**



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
\$25,000 and less	3	5.56%	87.67%	87.67%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	3	5.56%	98.83%	98.83%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	12	22.22%	97.21%	97.99%	96.65%	96.67%	0.00%
\$100,001 - \$175,000	14	25.93%	96.57%	86.54%	98.18%	98.42%	0.00%
\$175,001 - \$200,000	5	9.26%	97.89%	0.00%	97.37%	100.00%	0.00%
\$200,001 - \$275,000	10	18.52%	99.41%	0.00%	97.51%	103.82%	0.00%
\$275,001 and up	7	12.96%	98.53%	0.00%	98.23%	99.14%	97.62%
Average Sold/List Ratio		97.20%		94.04%	97.60%	100.07%	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



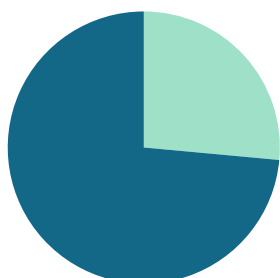
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

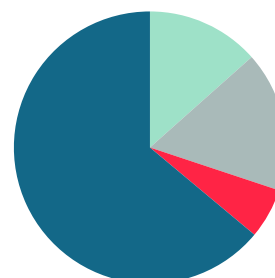


Inventory
 New Listings
104 = 26.46%
 Start Inventory
289
 Total Inventory Units
393
 Volume
\$67,692,467

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%
Average List Price	145,967	162,831	11.55%	146,736	161,896	10.33%
Average Sale Price	139,559	159,109	14.01%	140,703	155,623	10.60%
Average Percent of Selling Price to List Price	93.58%	97.24%	3.92%	94.59%	95.38%	0.83%
Average Days on Market to Sale	41.94	42.69	1.78%	51.54	44.94	-12.80%
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

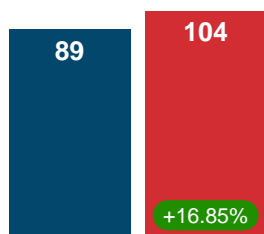
Inventory on June 30, 2020 = **257**

2019 **2020**

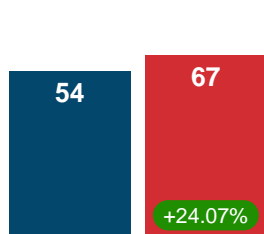
JUNE MARKET

AVERAGE PRICES

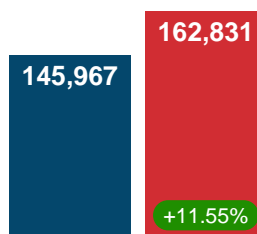
New Listings



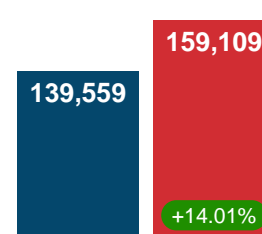
Pending Listings



List Price



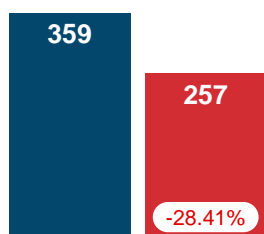
Sale Price



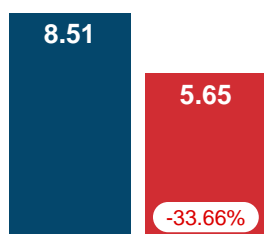
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

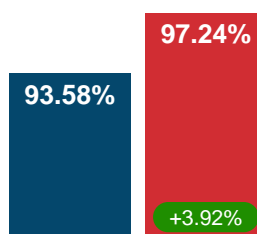
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

