

June 2020



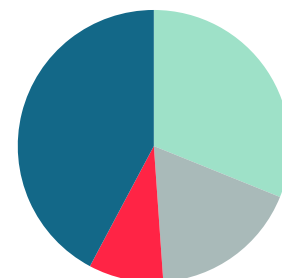
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
(3) - Leasing Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 26, 2021 for MLS Technology Inc.

Compared Metrics	2019	June 2020	+/-%
Closed Listings	21	14	-33.33%
Pending Listings	6	8	33.33%
New Listings	26	29	11.54%
Average List Price	1,296	1,321	1.93%
Average Sale Price	1,291	1,321	2.31%
Average Percent of Selling Price to List Price	99.73%	100.00%	0.27%
Average Days on Market to Sale	28.43	9.07	-68.09%
End of Month Inventory	27	19	-29.63%
Months Supply of Inventory	1.32	0.96	-27.26%



■ Closed (31.11%)
■ Pending (17.78%)
■ Other OffMarket (8.89%)
■ Active (42.22%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of June 30, 2020 = **19**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **29.63%** to 19 existing homes available for sale. Over the last 12 months this area has had an average of 20 closed sales per month. This represents an unsold inventory index of **0.96** 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 **2.31%** in June 2020 to \$1,321 versus the previous year at \$1,291.

Average Days on Market Shortens

The average number of **9.07** days that homes spent on the market before selling decreased by 19.36 days or **68.09%** in June 2020 compared to last year's same month at **28.43** DOM.

Sales Success for June 2020 is Positive

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

There were 29 New Listings in June 2020, up **11.54%** from last year at 26. Furthermore, there were 14 Closed Listings this month versus last year at 21, a **-33.33%** decrease.

Closed versus Listed trends yielded a **48.3%** ratio, down from previous year's, June 2019, at **80.8%**, a **40.23%** 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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

June 2020



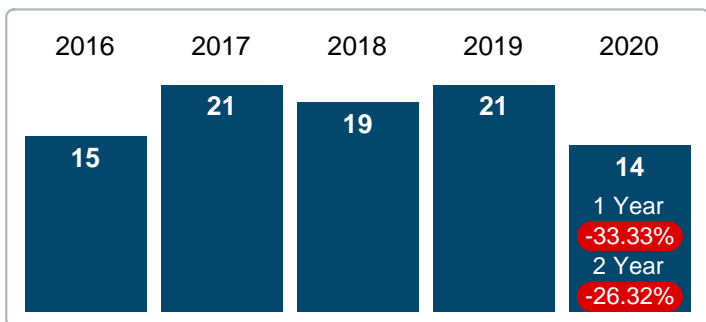
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



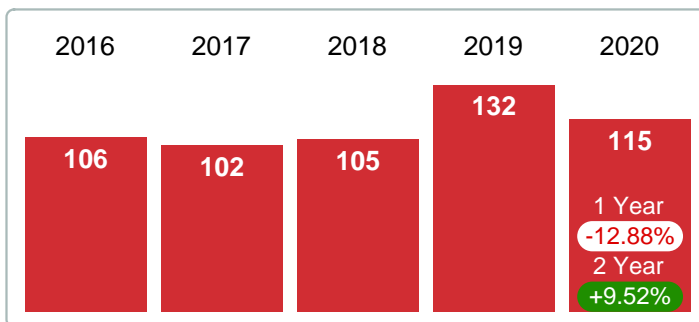
CLOSED LISTINGS

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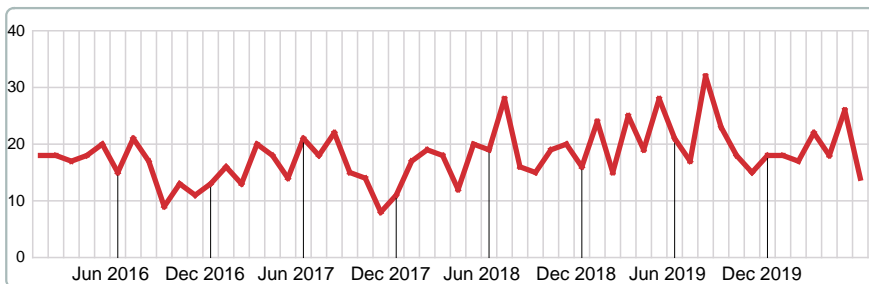
JUNE



YEAR TO DATE (YTD)

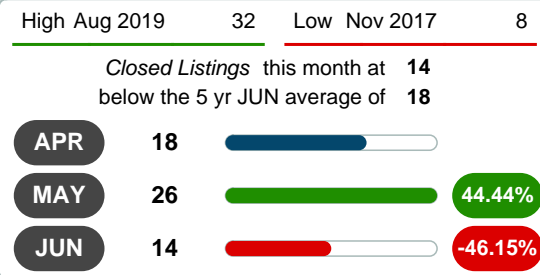


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 18



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	14	100.00%	9.1	1	10	3	0
Total Closed Units	14			1	10	3	0
Total Closed Volume	18,490	100%	9.1	825	12.85K	4,815	0.00B
Average Closed Price	\$1,321			\$825	\$1,285	\$1,605	\$0

June 2020



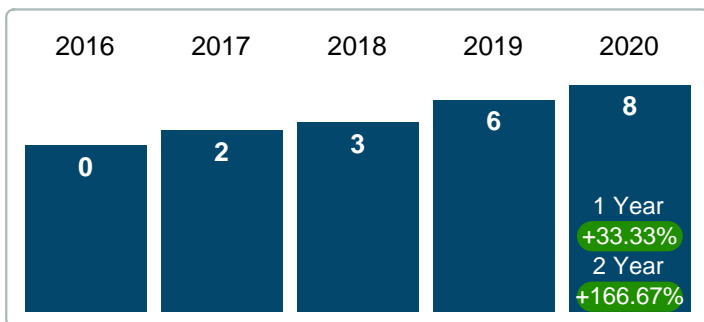
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



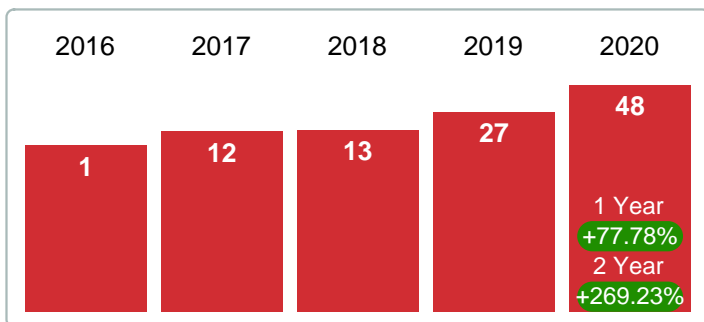
PENDING LISTINGS

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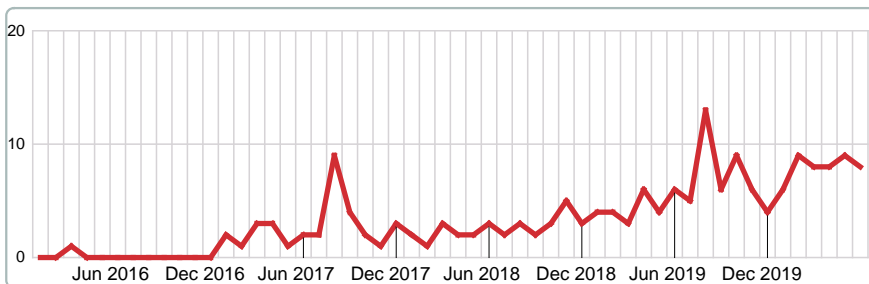
JUNE



YEAR TO DATE (YTD)

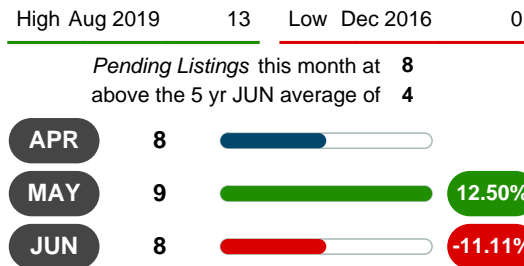


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 4



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	8	100.00%	9.0	0	4	4	0
Total Pending Units	8			0	4	4	0
Total Pending Volume	12,335	100%	9.0	0.00B	5,095	7,240	0.00B
Average Listing Price	\$1,542			\$0	\$1,274	\$1,810	\$0

June 2020



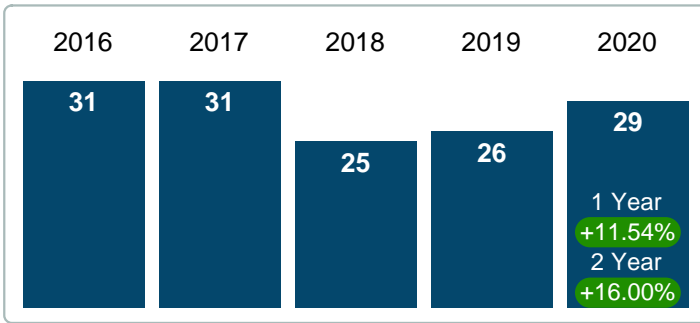
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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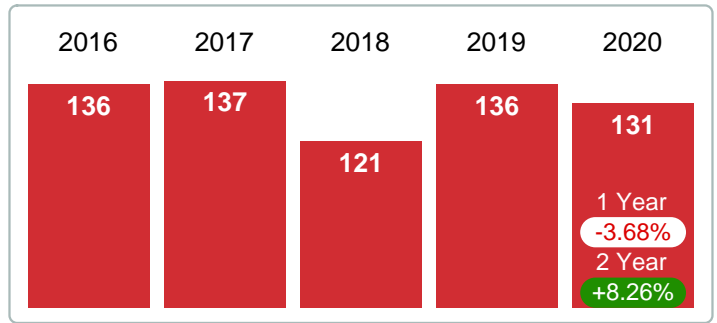
NEW LISTINGS

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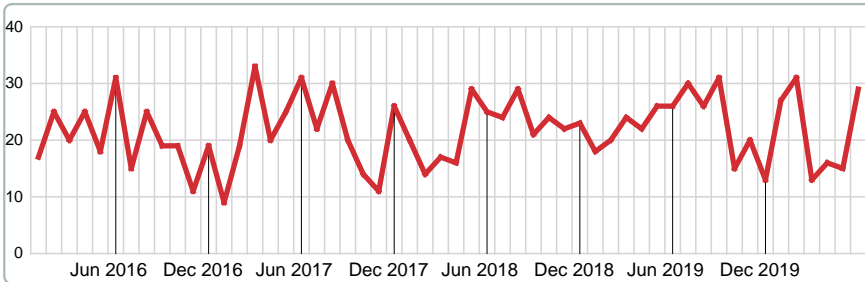
JUNE



YEAR TO DATE (YTD)

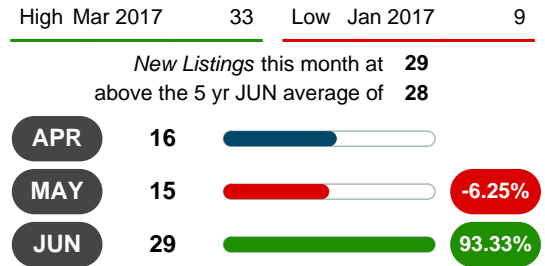


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 28



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1 and up	29	100.00%	1	20	8	0
Total New Listed Units	29		1	20	8	0
Total New Listed Volume	41,825	100%	825	27.14K	13.86K	0.00B
Average New Listed Listing Price	\$1,466		\$825	\$1,357	\$1,733	\$0

June 2020



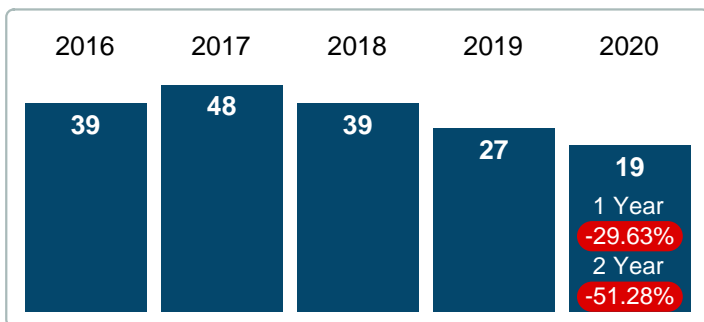
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



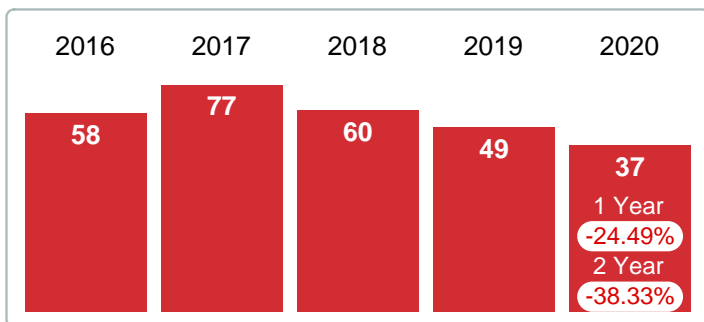
ACTIVE INVENTORY

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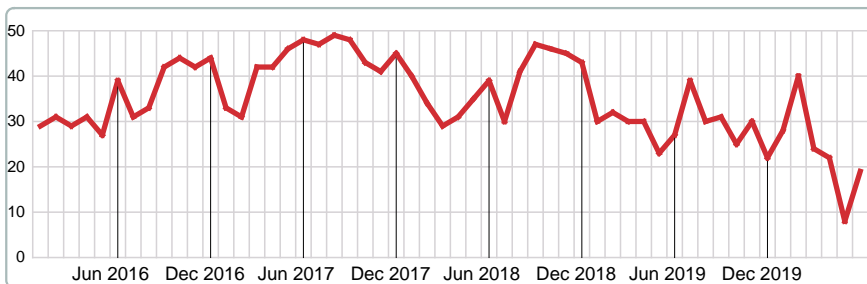
END OF JUNE



ACTIVE DURING JUNE

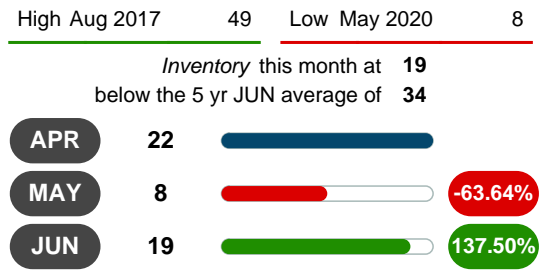


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 34



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 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 and up	19	100.00%	27.9	0	13	6	0
Total Active Inventory by Units			19	0	13	6	0
Total Active Inventory by Volume			28,740	0.00B	18.20K	10.54K	0.00B
Average Active Inventory Listing Price			\$1,513	\$0	\$1,400	\$1,757	\$0

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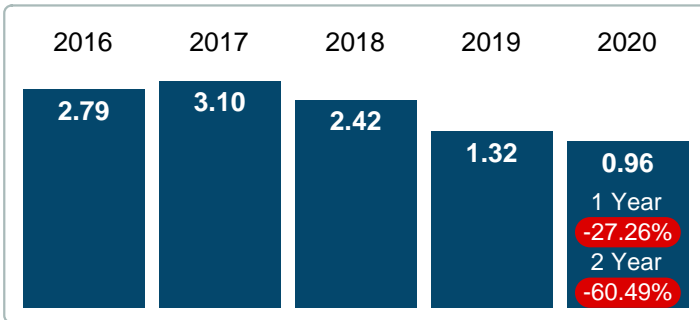
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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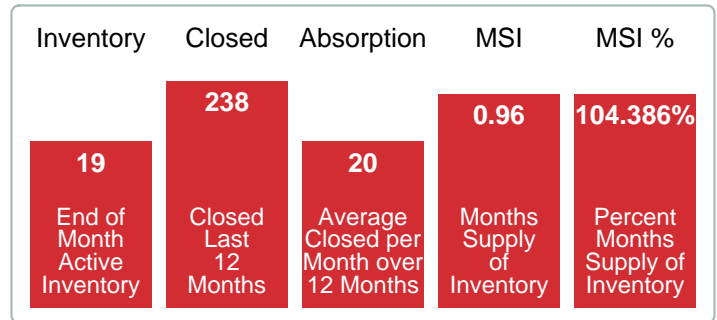
MONTHS SUPPLY of INVENTORY (MSI)

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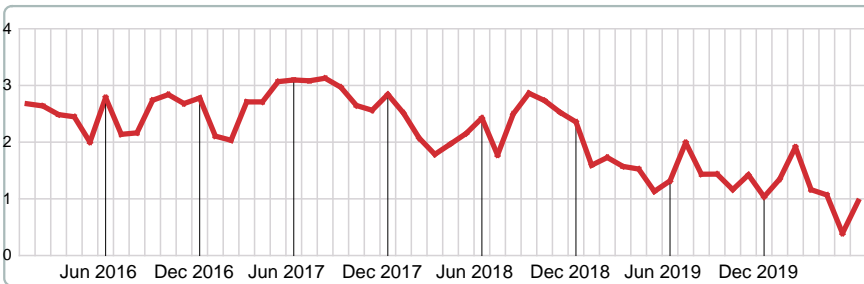
MSI FOR JUNE



INDICATORS FOR JUNE 2020

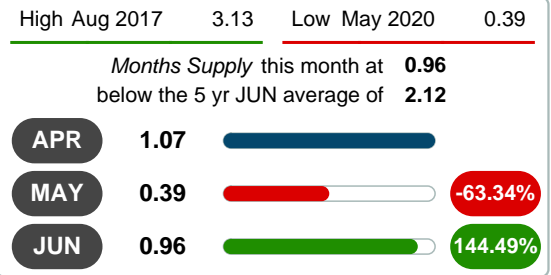


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 2.12



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 and up	19	100.00%	0.96	0.00	1.00	1.29	0.00
Market Supply of Inventory (MSI)	0.96			0.00	1.00	1.29	0.00
Total Active Inventory by Units	19	100%	0.96	0	13	6	0

June 2020



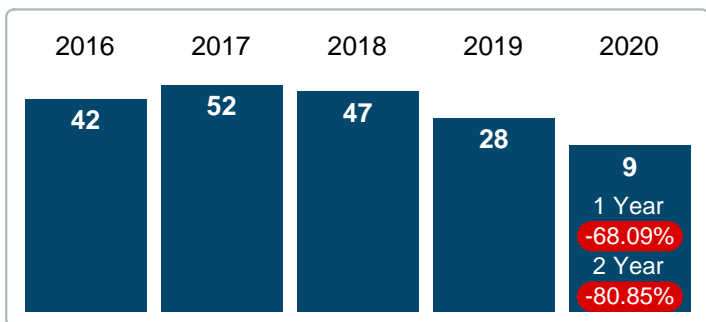
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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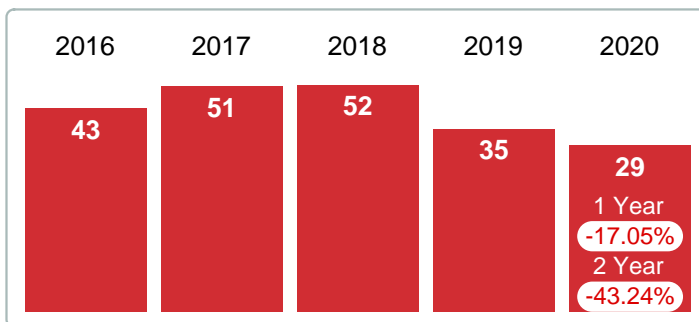
AVERAGE DAYS ON MARKET TO SALE

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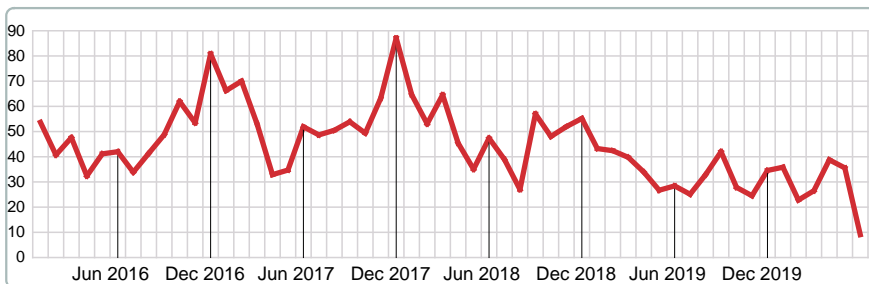
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

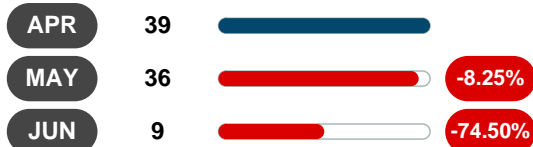


3 MONTHS

5 year JUN AVG = 36

High Dec 2017 87 Low Jun 2020 9

Average Days on Market to Sale this month at 9 below the 5 yr JUN average of 36



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	14	100.00%	9	1	8	15	0
Average Closed DOM			9	1	8	15	0
Total Closed Units		100%	9	1	10	3	
Total Closed Volume			18,490	825	12.85K	4,815	0.00B

June 2020



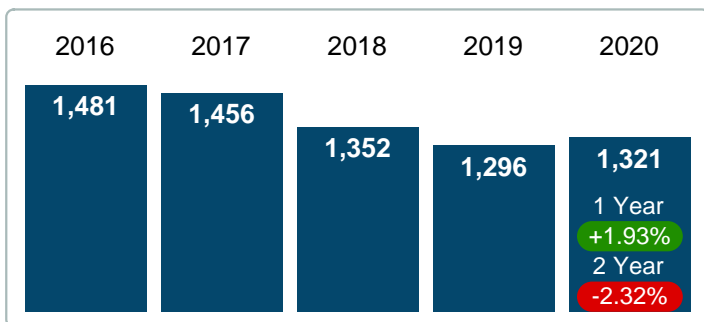
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



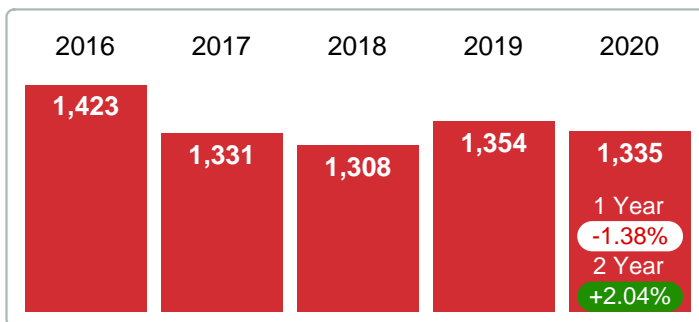
AVERAGE LIST PRICE AT CLOSING

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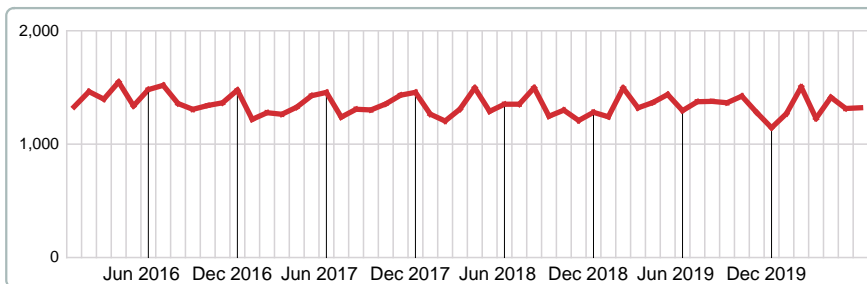
JUNE



YEAR TO DATE (YTD)

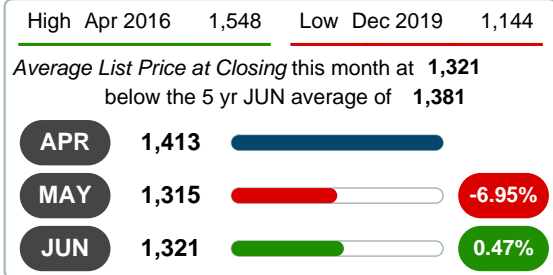


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,381



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	14	100.00%	1,321	825	1,285	1,605	0
Average List Price			1,321	825	1,285	1,605	0
Total Closed Units		100%	1,321	1	10	3	
Total Closed Volume			18,490	825	12.85K	4,815	0.00B

June 2020



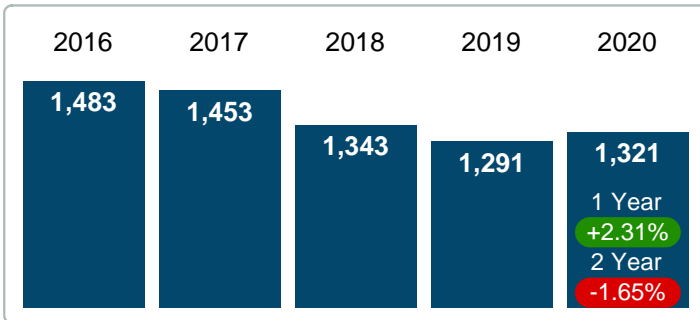
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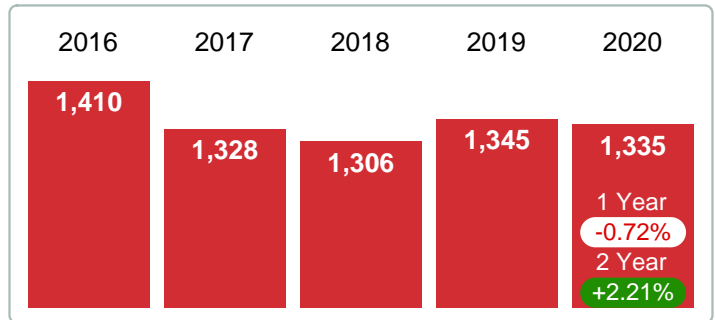
AVERAGE SOLD PRICE AT CLOSING

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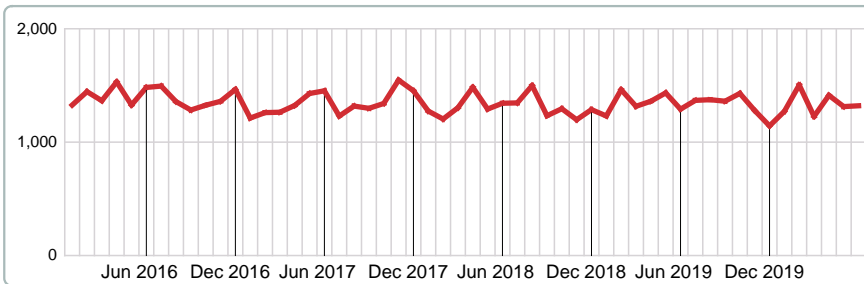
JUNE



YEAR TO DATE (YTD)

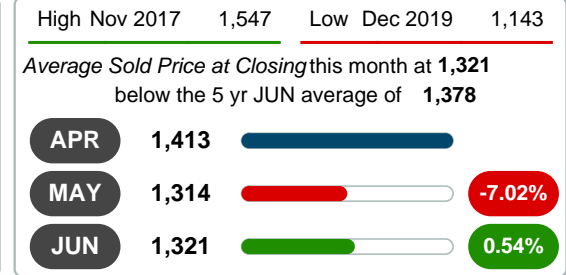


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,378



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	14	100.00%	1,321	825	1,285	1,605	0
Average Sold Price			1,321	825	1,285	1,605	0
Total Closed Units		100%	1,321	1	10	3	
Total Closed Volume			18,490	825	12.85K	4,815	0.00B

June 2020



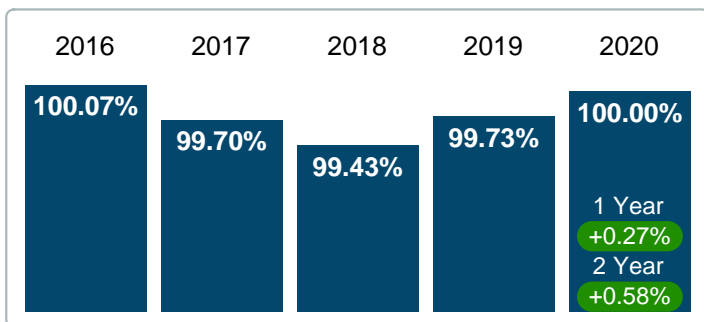
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



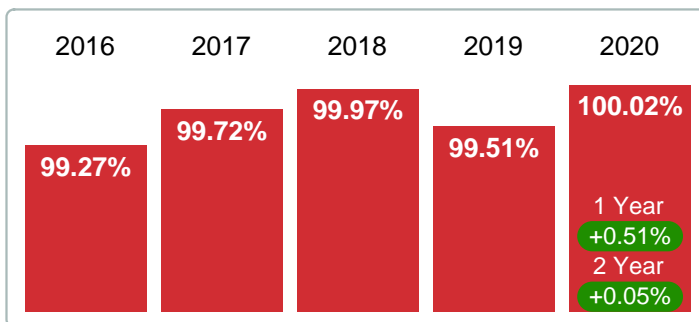
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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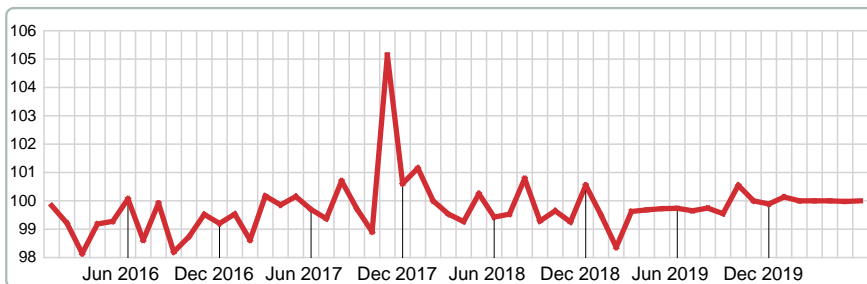
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

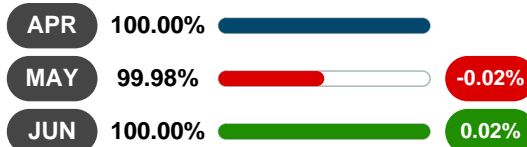


3 MONTHS

5 year JUN AVG = 99.78%

High Nov 2017 105.14% Low Mar 2016 98.14%

Average Sold/List Ratio this month at **100.00%** equal to 5 yr JUN average of **99.78%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	14	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		14	100%	1	10	3	
Total Closed Volume		18,490		825	12.85K	4,815	0.00B

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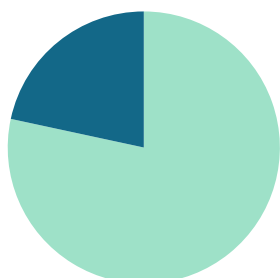
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MARKET SUMMARY

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INVENTORY

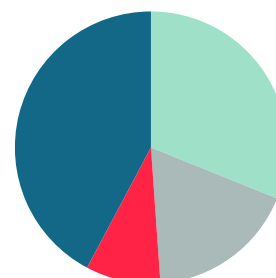


Inventory
 New Listings
29 = 78.38%
 Start Inventory
8
 Total Inventory Units
37
 Volume
\$52,215

Market Activity

Closed Sales
14 = 31.11%
 Pending Sales
8 = 17.78%
 Other Off Market
4 = 8.89%
 Active Inventory
19 = 42.22%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	21	14	-33.33%	132	115	-12.88%
Pending Sales	6	8	33.33%	27	48	77.78%
New Listings	26	29	11.54%	136	131	-3.68%
Average List Price	1,296	1,321	1.93%	1,354	1,335	-1.38%
Average Sale Price	1,291	1,321	2.31%	1,345	1,335	-0.72%
Average Percent of Selling Price to List Price	99.73%	100.00%	0.27%	99.51%	100.02%	0.51%
Average Days on Market to Sale	28.43	9.07	-68.09%	35.29	29.27	-17.05%
Monthly Inventory	27	19	-29.63%	27	19	-29.63%
Months Supply of Inventory	1.32	0.96	-27.26%	1.32	0.96	-27.26%

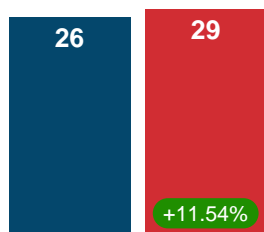
Absorption: Last 12 months, an Average of **20** Sales/Month

Inventory on June 30, 2020 = **19**

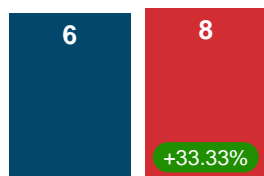
2019 **2020**

JUNE MARKET

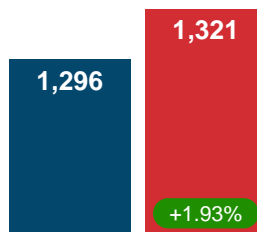
New Listings



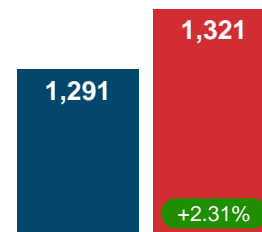
Pending Listings



List Price

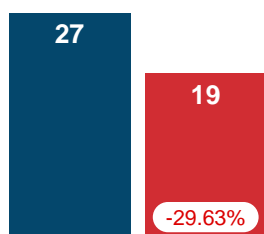


Sale Price

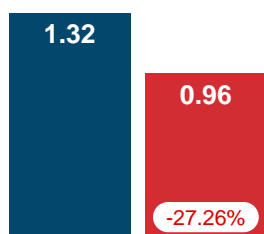


INVENTORY

Active Inventory

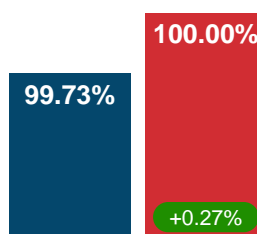


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

