

## June 2020



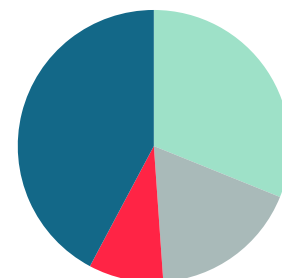
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist  
(3) - Leasing Property Type



### 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%
Median List Price	1,300	1,323	1.73%
Median Sale Price	1,300	1,323	1.73%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	25.00	8.00	-68.00%
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.

##### 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 **1.73%** in June 2020 to \$1,323 versus the previous year at \$1,300.

##### Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 17.00 days or **68.00%** in June 2020 compared to last year's same month at **25.00** 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 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.

#### 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>
<b>Market Summary</b>	<b>11</b>

#### 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



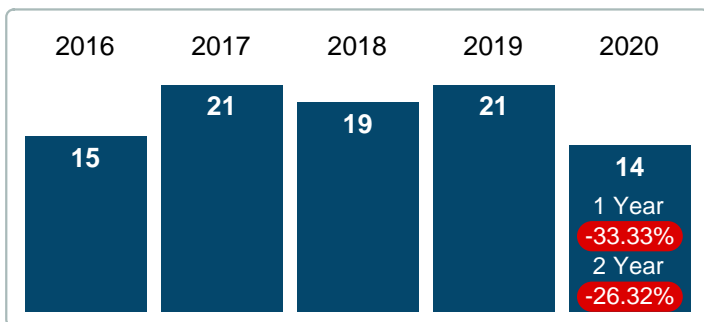
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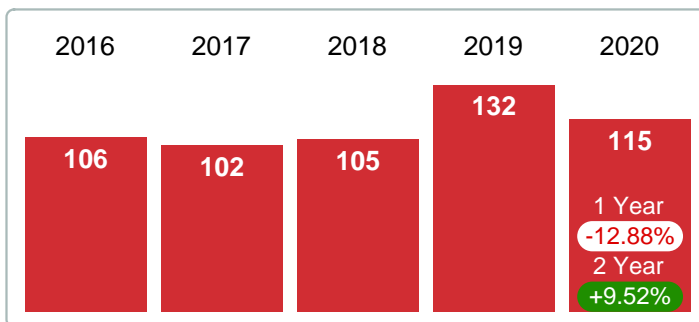
## CLOSED LISTINGS

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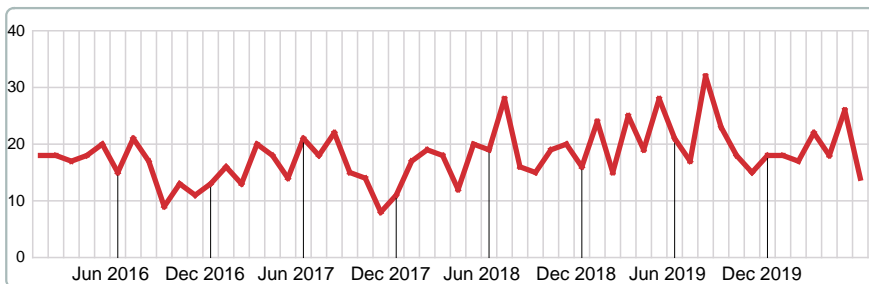
### JUNE



### YEAR TO DATE (YTD)

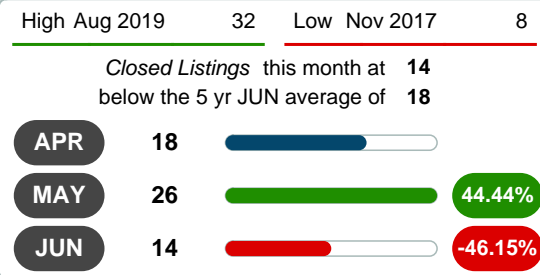


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 18



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	8.0	1	10	3	0
<b>Total Closed Units</b>	<b>14</b>			<b>1</b>	<b>10</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>18,490</b>	<b>100%</b>	<b>8.0</b>	<b>825</b>	<b>12.85K</b>	<b>4,815</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$1,323</b>			<b>\$825</b>	<b>\$1,260</b>	<b>\$1,645</b>	<b>\$0</b>

# June 2020



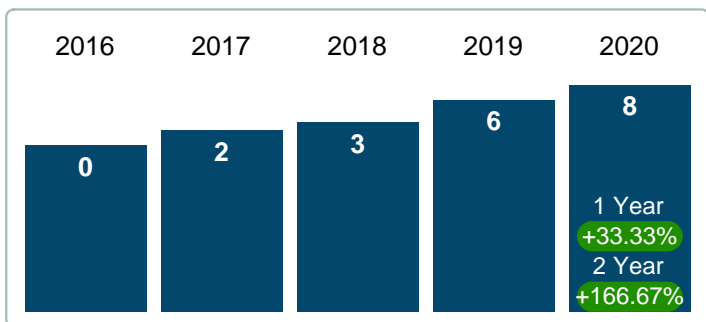
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



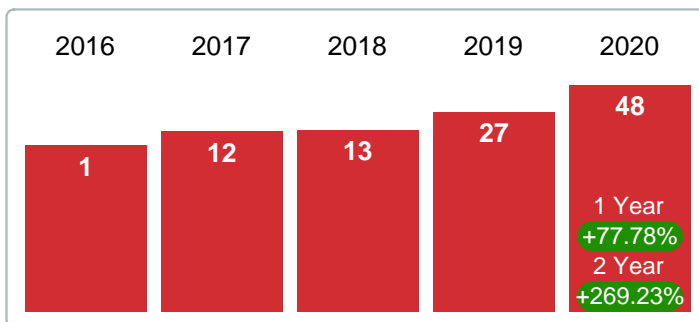
## PENDING LISTINGS

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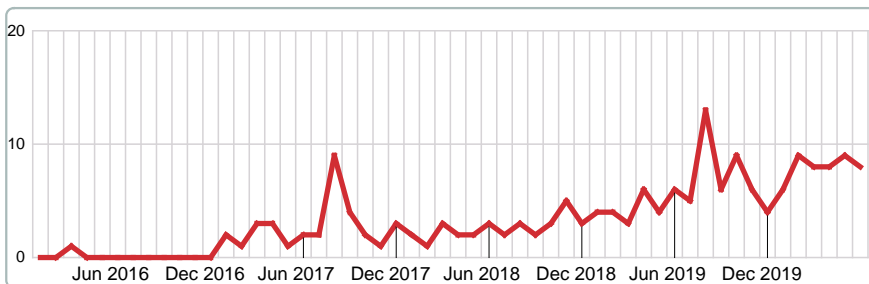
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

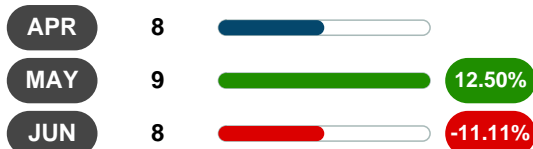


### 3 MONTHS

5 year JUN AVG = 4

High Aug 2019 13 Low Dec 2016 0

Pending Listings this month at 8 above the 5 yr JUN average of 4



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	8.0	0	0	0	0
\$1-\$0	0	0.00%	8.0	0	0	0	0
\$1-\$0	0	0.00%	8.0	0	0	0	0
\$1-\$0	0	0.00%	8.0	0	0	0	0
\$1-\$0	0	0.00%	8.0	0	0	0	0
\$1-\$0	0	0.00%	8.0	0	0	0	0
\$1 and up	8	100.00%	7.0	0	4	4	0
<b>Total Pending Units</b>	<b>8</b>			<b>0</b>	<b>4</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>12,335</b>	<b>100%</b>	<b>7.0</b>	<b>0.00B</b>	<b>5,095</b>	<b>7,240</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$1,570</b>			<b>\$0</b>	<b>\$1,275</b>	<b>\$1,785</b>	<b>\$0</b>

# June 2020



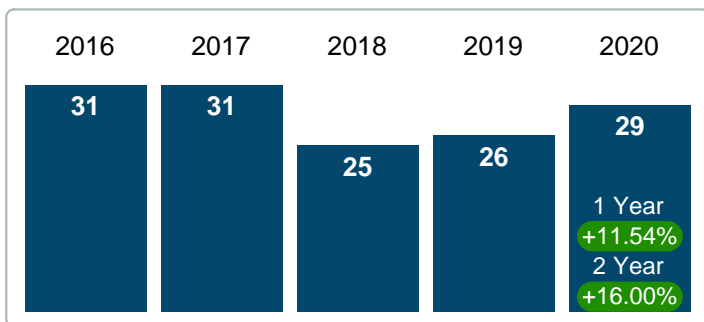
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



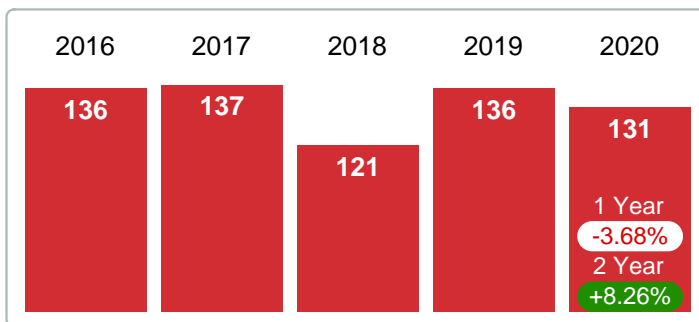
## NEW LISTINGS

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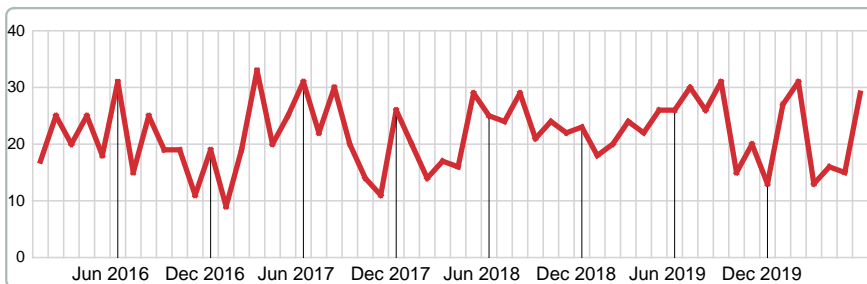
### JUNE



### YEAR TO DATE (YTD)

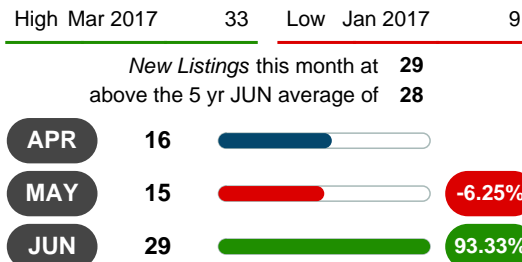


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>29</b>		<b>1</b>	<b>20</b>	<b>8</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>41,825</b>	<b>100%</b>	<b>825</b>	<b>27.14K</b>	<b>13.86K</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$1,445</b>		<b>\$825</b>	<b>\$1,325</b>	<b>\$1,660</b>	<b>\$0</b>

# June 2020



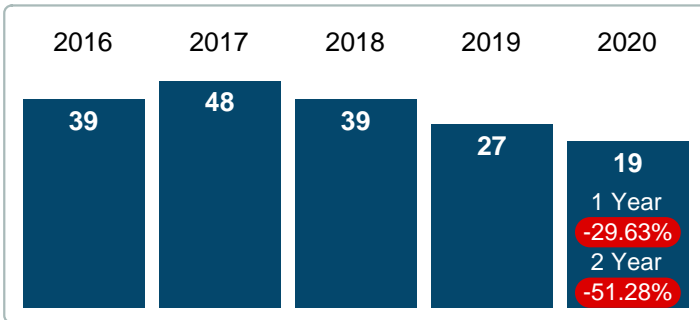
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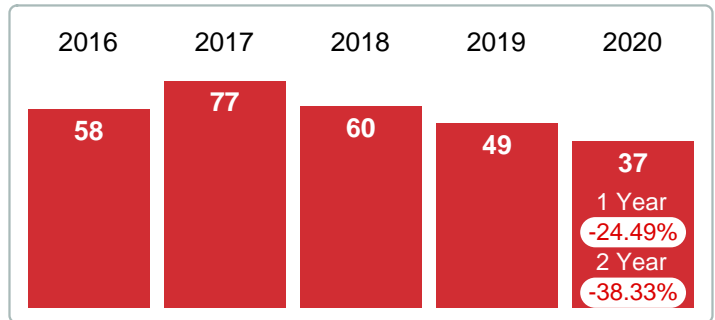
## ACTIVE INVENTORY

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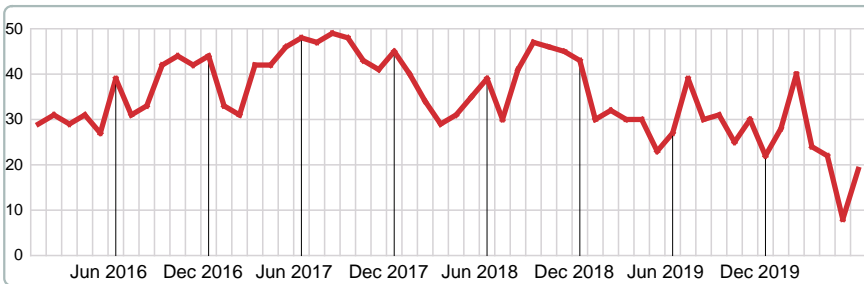
### END OF JUNE



### ACTIVE DURING JUNE

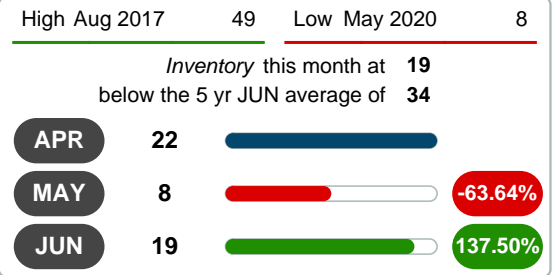


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 34



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	7.0	0	0	0	0
\$1 \$0	0	0.00%	7.0	0	0	0	0
\$1 \$0	0	0.00%	7.0	0	0	0	0
\$1 \$0	0	0.00%	7.0	0	0	0	0
\$1 \$0	0	0.00%	7.0	0	0	0	0
\$1 \$0	0	0.00%	7.0	0	0	0	0
\$1 and up	19	100.00%	21.0	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
Median Active Inventory Listing Price			\$1,450	\$0	\$1,395	\$1,748	\$0

# June 2020



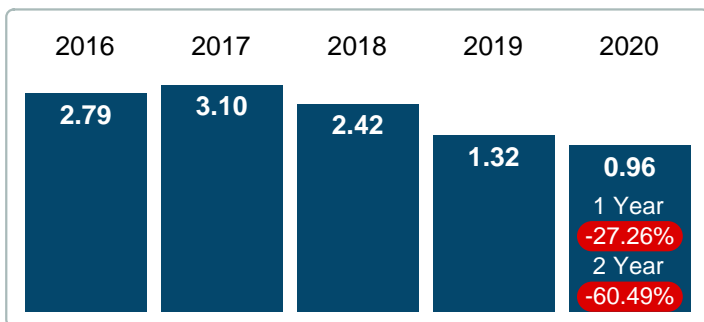
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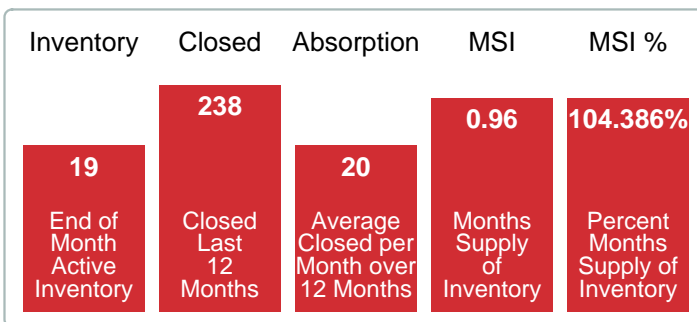
## MONTHS SUPPLY of INVENTORY (MSI)

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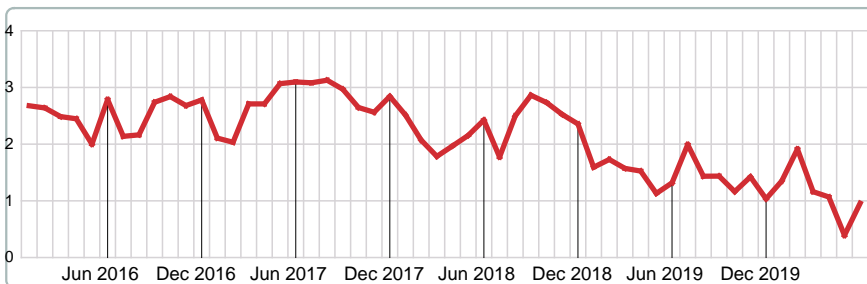
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2.12

High Aug 2017 3.13 Low May 2020 0.39

Months Supply this month at 0.96 below the 5 yr JUN average of 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



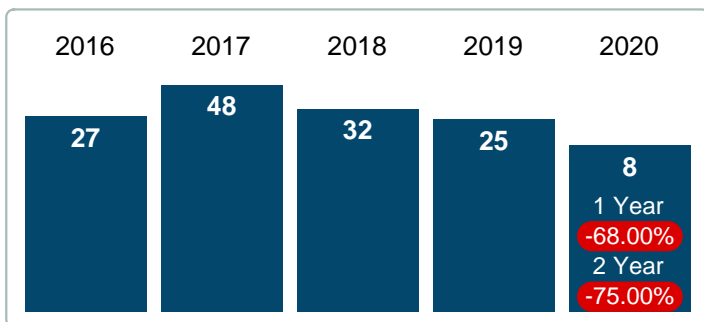
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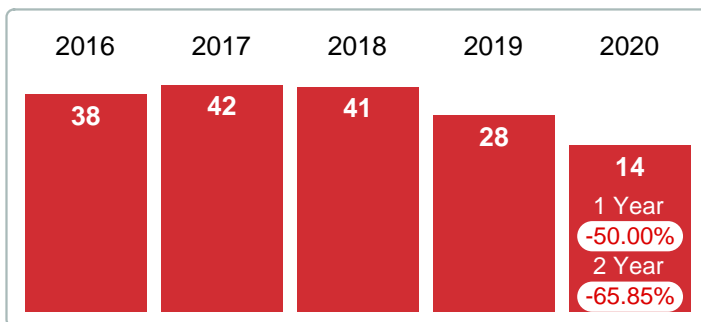
## MEDIAN DAYS ON MARKET TO SALE

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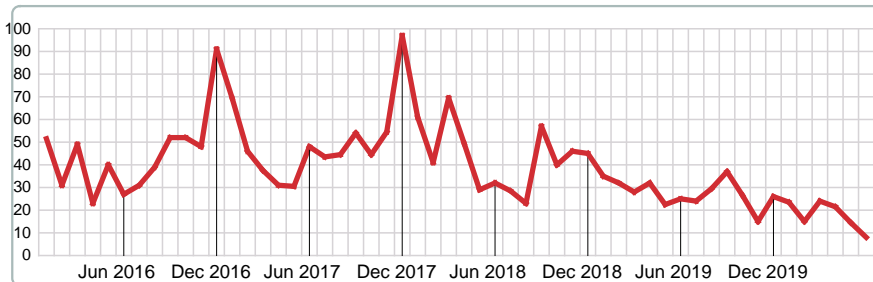
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

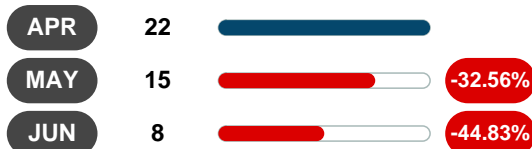


### 3 MONTHS

5 year JUN AVG = 28

High Dec 2017 97 Low Jun 2020 8

Median Days on Market to Sale this month at 8 below the 5 yr JUN average of 28



### 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
\$0 and less	0	0.00%	21	0	0	0	0
\$1-\$0	0	0.00%	21	0	0	0	0
\$1-\$0	0	0.00%	21	0	0	0	0
\$1-\$0	0	0.00%	21	0	0	0	0
\$1-\$0	0	0.00%	21	0	0	0	0
\$1-\$0	0	0.00%	21	0	0	0	0
\$1 and up	14	100.00%	8	1	8	11	0
Median Closed DOM	8			1	8	11	0
Total Closed Units	14	100%	8.0	1	10	3	
Total Closed Volume	18,490			825	12.85K	4,815	0.00B

# June 2020



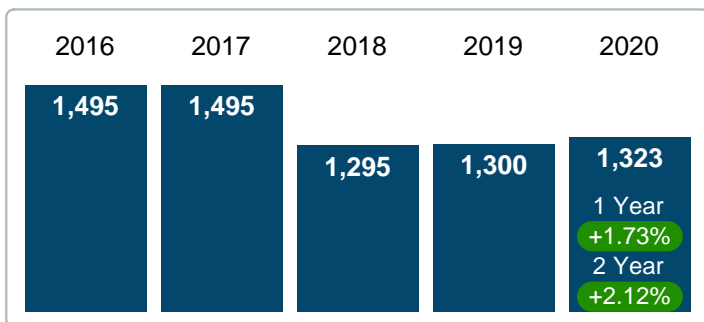
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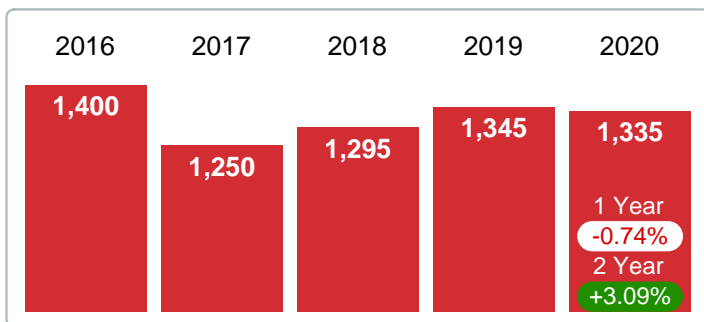
## MEDIAN LIST PRICE AT CLOSING

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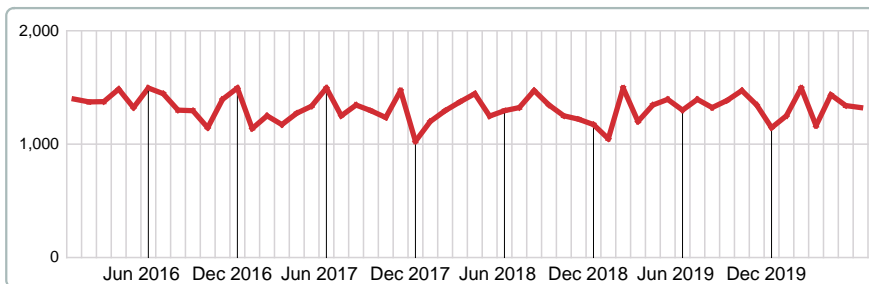
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

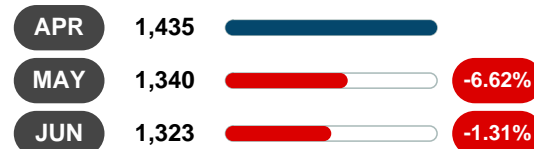


### 3 MONTHS

5 year JUN AVG = 1,382

High Feb 2020 1,495 Low Dec 2017 1,025

Median List Price at Closing this month at 1,323 below the 5 yr JUN average of 1,382



### 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
\$0 and less	0	0.00%	8	0	0	0	0
\$1 \$0	0	0.00%	8	0	0	0	0
\$1 \$0	0	0.00%	8	0	0	0	0
\$1 \$0	0	0.00%	8	0	0	0	0
\$1 \$0	0	0.00%	8	0	0	0	0
\$1 \$0	0	0.00%	8	0	0	0	0
\$1 and up	14	100.00%	1,323	825	1,260	1,645	0
Median List Price			1,323	825	1,260	1,645	0
Total Closed Units		100%	1,323	1	10	3	
Total Closed Volume			18,490	825	12.85K	4,815	0.00B



# June 2020



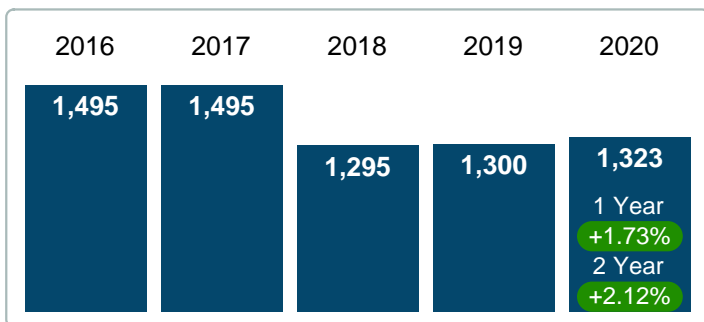
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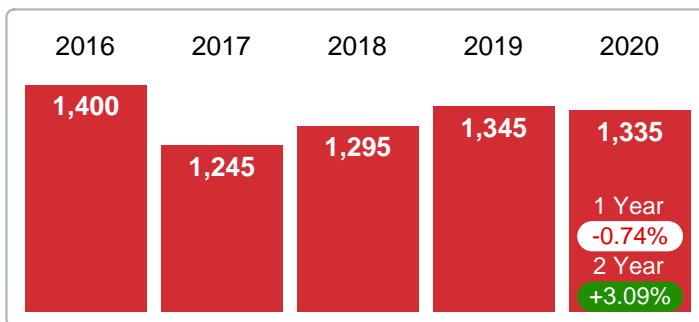
## MEDIAN SOLD PRICE AT CLOSING

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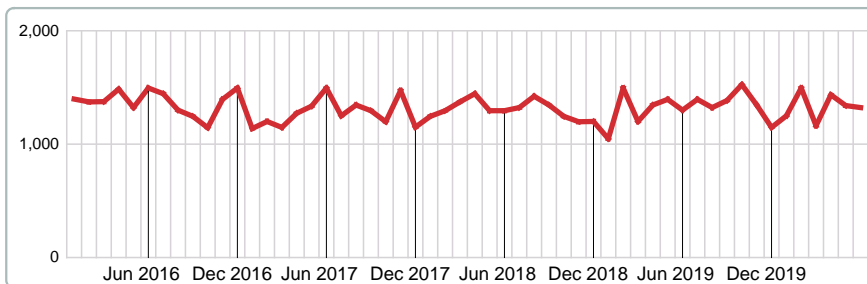
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

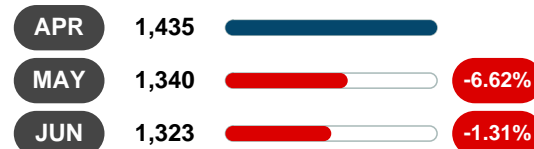


### 3 MONTHS

5 year JUN AVG = 1,382

High Oct 2019 1,525 Low Jan 2019 1,048

Median Sold Price at Closing this month at 1,323 below the 5 yr JUN average of 1,382



### 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
\$0 and less	0	0.00%	1,323	0	0	0	0
\$1 \$0	0	0.00%	1,323	0	0	0	0
\$1 \$0	0	0.00%	1,323	0	0	0	0
\$1 \$0	0	0.00%	1,323	0	0	0	0
\$1 \$0	0	0.00%	1,323	0	0	0	0
\$1 \$0	0	0.00%	1,323	0	0	0	0
\$1 and up	14	100.00%	1,323	825	1,260	1,645	0
Median Sold Price			1,323	825	1,260	1,645	0
Total Closed Units		100%	1,323	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



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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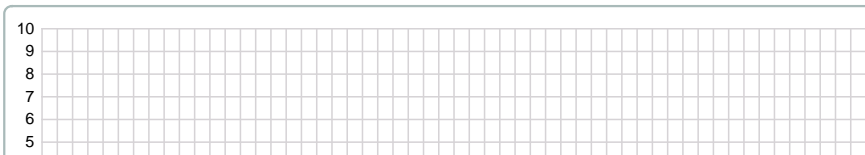
### JUNE

2016	2017	2018	2019	2020
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### YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
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### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 100.00%

High Jun 2020 100.00% Low Jun 2020 100.00%

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

- APR 100.00%
- MAY 100.00%
- JUN 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
\$0 and less	0	0.00%	1,322.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,322.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,322.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,322.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,322.50%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,322.50%	0.00%	0.00%	0.00%	0.00%
\$1 and up	14	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		14	100%	100.00%	1	10	3
Total Closed Volume		18,490			825	12.85K	4,815
							0.00B

# June 2020



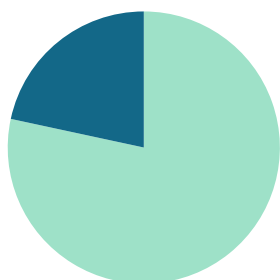
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

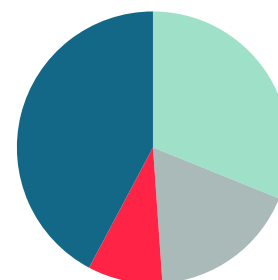


**Inventory**  
 New Listings  
**29 = 78.38%**  
 Start Inventory  
**8**  
 Total Inventory Units  
**37**  
 Volume  
**\$52,215**

### 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%
Median List Price	1,300	1,323	1.73%	1,345	1,335	-0.74%
Median Sale Price	1,300	1,323	1.73%	1,345	1,335	-0.74%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	25.00	8.00	-68.00%	28.00	14.00	-50.00%
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%

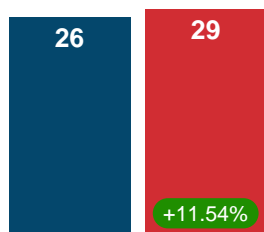
**Absorption:** Last 12 months, an Average of **20** Sales/Month

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

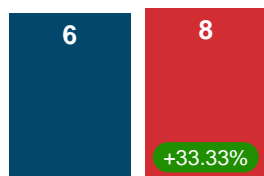
**2019** **2020**

### JUNE MARKET

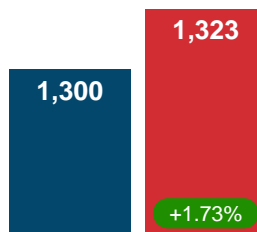
#### New Listings



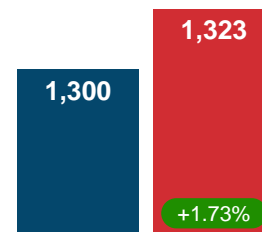
#### Pending Listings



#### List Price

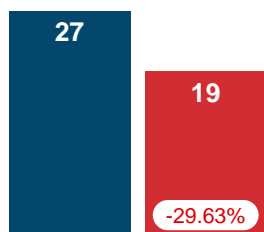


#### Sale Price

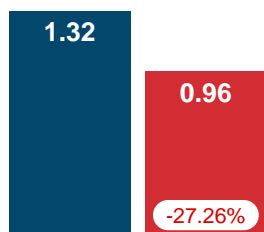


### INVENTORY

#### Active Inventory



#### Monthly Supply of Inventory



### MEDIAN SOLD/LIST RATIO & DOM

#### Sale/List Ratio

+0.00%

#### Days on Market

