

June 2020

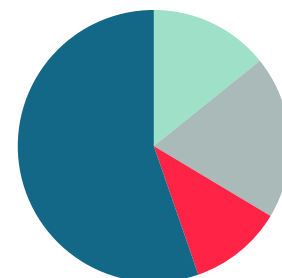
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	54	55	1.85%
Pending Listings	58	75	29.31%
New Listings	85	88	3.53%
Average List Price	168,229	197,107	17.17%
Average Sale Price	161,512	188,679	16.82%
Average Percent of Selling Price to List Price	95.69%	94.91%	-0.81%
Average Days on Market to Sale	44.74	48.24	7.81%
End of Month Inventory	334	214	-35.93%
Months Supply of Inventory	7.68	4.54	-40.91%



■ Closed (14.21%)
■ Pending (19.38%)
■ Other OffMarket (11.11%)
■ Active (55.30%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of June 30, 2020 = **214**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **35.93%** to 214 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **4.54** 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 **16.82%** in June 2020 to \$188,679 versus the previous year at \$161,512.

Average Days on Market Lengthens

The average number of **48.24** days that homes spent on the market before selling increased by 3.50 days or **7.81%** in June 2020 compared to last year's same month at **44.74** 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 88 New Listings in June 2020, up **3.53%** from last year at 85. Furthermore, there were 55 Closed Listings this month versus last year at 54, a **1.85%** increase.

Closed versus Listed trends yielded a **62.5%** ratio, down from previous year's, June 2019, at **63.5%**, a **1.62%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

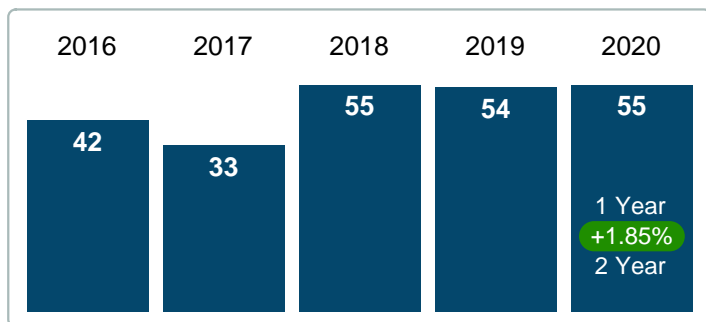
Area Delimited by County Of Bryan



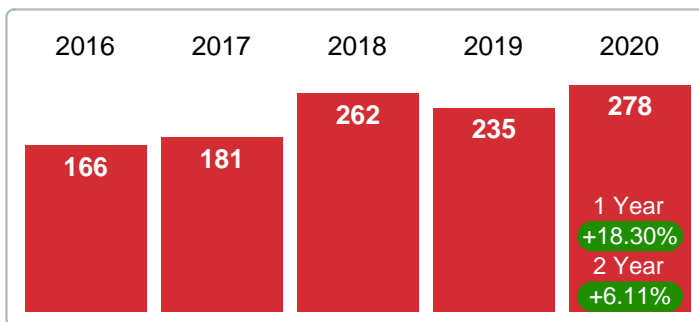
CLOSED LISTINGS

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

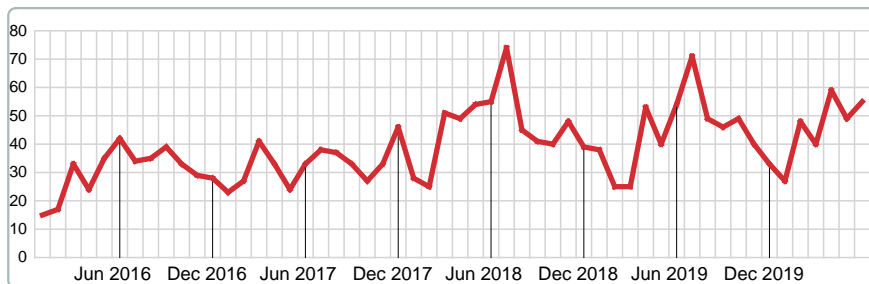
JUNE



YEAR TO DATE (YTD)

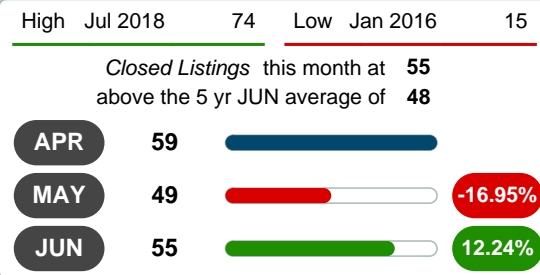


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 48



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-\$75,000	10	18.18%	71.9	8	2	0	0
\$75,001-\$100,000	11	20.00%	35.1	8	2	1	0
\$100,001-\$175,000	12	21.82%	30.5	5	5	2	0
\$175,001-\$225,000	9	16.36%	42.9	0	5	4	0
\$225,001-\$375,000	7	12.73%	68.1	1	1	5	0
\$375,001 and up	6	10.91%	53.2	0	1	3	2
Total Closed Units	55			22	16	15	2
Total Closed Volume	10,377,350	100%	48.2	1.89M	2.86M	4.82M	798.00K
Average Closed Price	\$188,679			\$86,102	\$178,913	\$321,500	\$399,000

June 2020



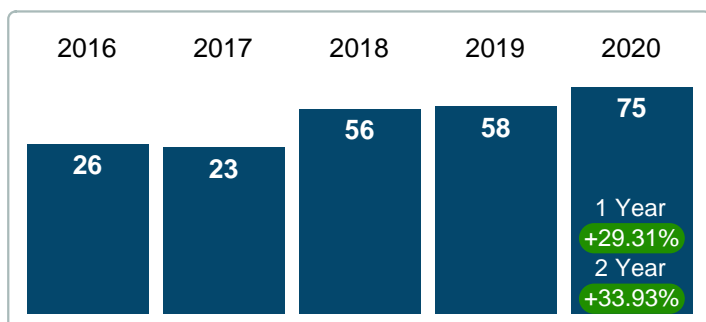
Area Delimited by County Of Bryan



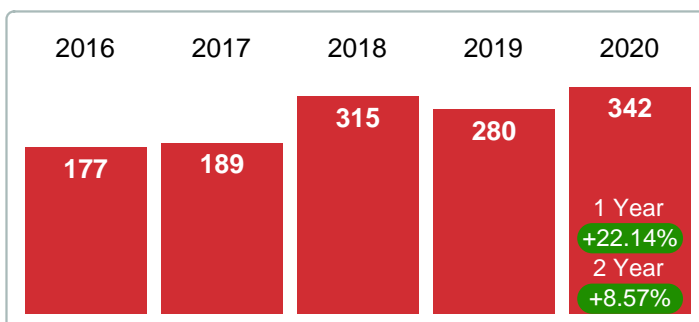
PENDING LISTINGS

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

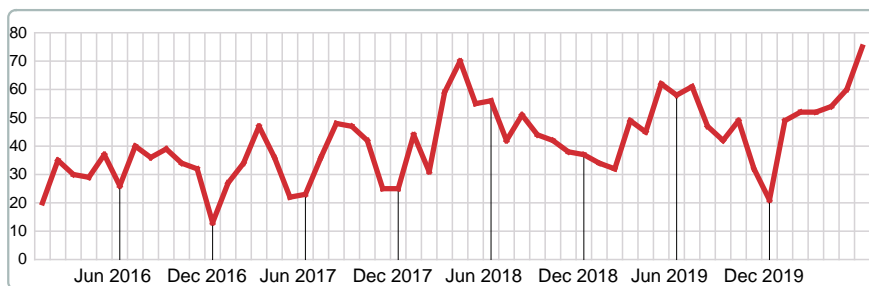
JUNE



YEAR TO DATE (YTD)

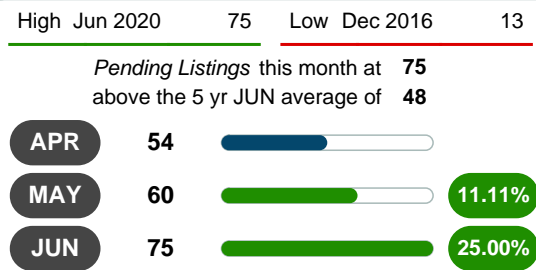


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 48



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-\$50,000	16	21.33%	40.8	14	1	1	0
\$50,001-\$75,000	5	6.67%	59.6	3	2	0	0
\$75,001-\$175,000	24	32.00%	32.5	12	10	2	0
\$175,001-\$200,000	13	17.33%	39.2	2	10	1	0
\$200,001-\$325,000	9	12.00%	23.2	1	4	4	0
\$325,001 and up	8	10.67%	55.6	2	3	3	0
Total Pending Units	75			34	30	11	0
Total Pending Volume	13,584,702	100%	43.4	3.23M	6.00M	4.35M	0.00B
Average Listing Price	\$252,482			\$95,088	\$200,003	\$395,600	\$0

June 2020



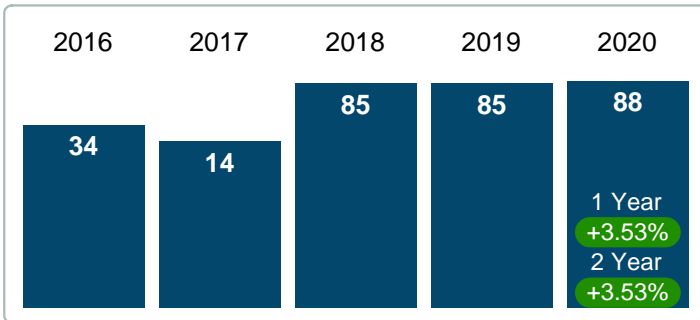
Area Delimited by County Of Bryan



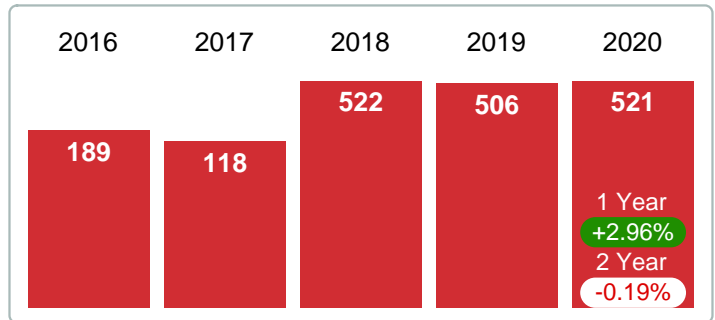
NEW LISTINGS

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

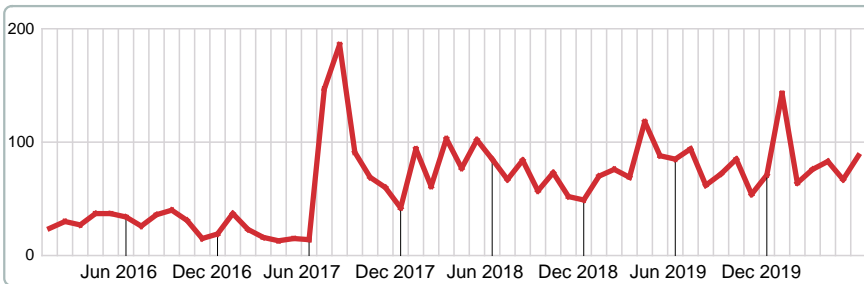
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 61

High Aug 2017 186 Low Apr 2017 13

New Listings this month at **88**
above the 5 yr JUN average of **61**



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-\$50,000	17	19.32%	16	1	0	0
\$50,001-\$100,000	12	13.64%	9	3	0	0
\$100,001-\$175,000	18	20.45%	5	11	2	0
\$175,001-\$225,000	18	20.45%	2	13	3	0
\$225,001-\$450,000	14	15.91%	4	6	3	1
\$450,001 and up	9	10.23%	4	2	1	2
Total New Listed Units	88		40	36	9	3
Total New Listed Volume	20,152,268	100%	6.47M	7.31M	4.00M	2.37M
Average New Listed Listing Price	\$159,400		\$161,822	\$203,024	\$444,139	\$791,090

June 2020



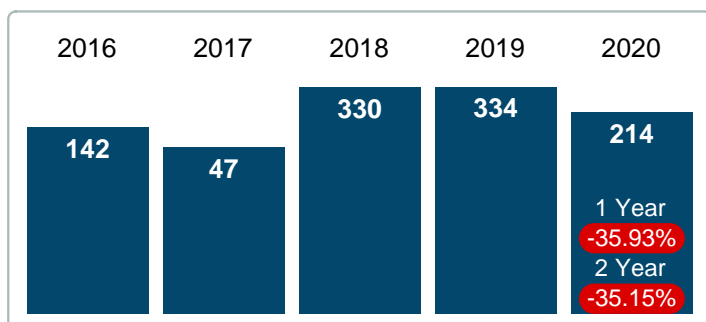
Area Delimited by County Of Bryan



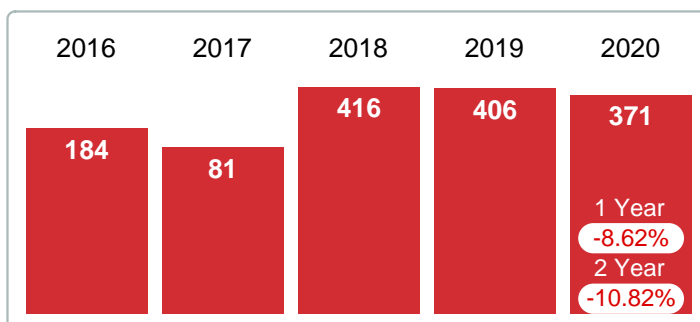
ACTIVE INVENTORY

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

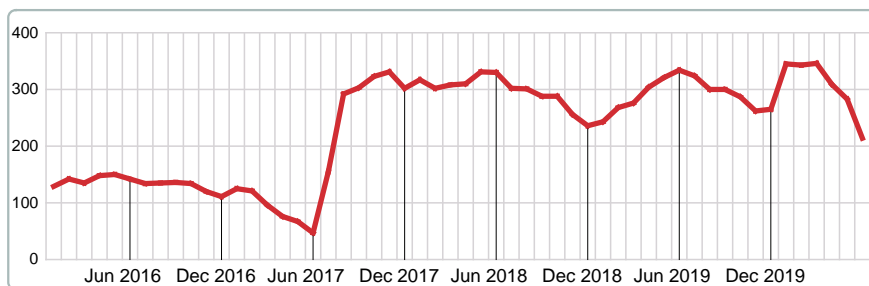
END OF JUNE



ACTIVE DURING JUNE

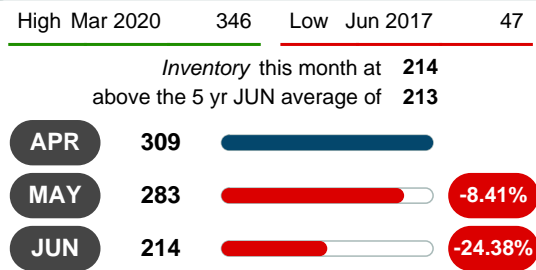


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 213



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	30	14.02%	136.2	30	0	0	0
\$25,001-\$75,000	42	19.63%	101.5	35	7	0	0
\$75,001-\$225,000	62	28.97%	57.2	25	29	6	2
\$225,001-\$350,000	30	14.02%	94.1	10	14	4	2
\$350,001-\$600,000	30	14.02%	101.4	12	6	6	6
\$600,001 and up	20	9.35%	73.2	10	3	3	4
Total Active Inventory by Units			214	122	59	19	14
Total Active Inventory by Volume			55,382,993	24.01M	14.80M	8.08M	8.49M
Average Active Inventory Listing Price			\$258,799	\$196,830	\$250,847	\$425,292	\$606,369

June 2020



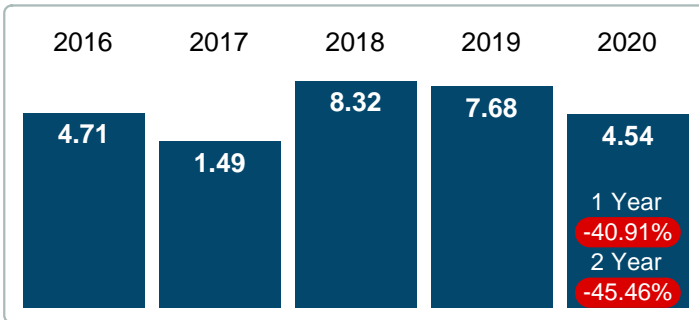
Area Delimited by County Of Bryan



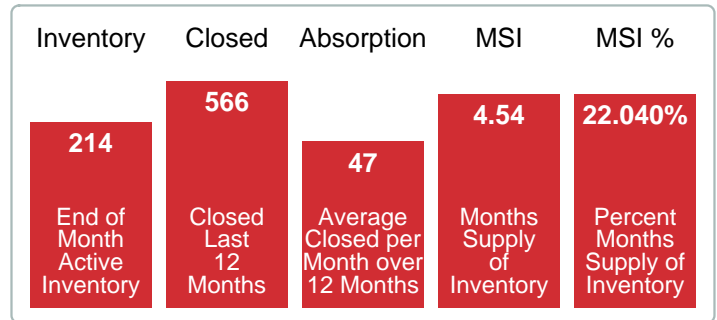
MONTHS SUPPLY of INVENTORY (MSI)

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

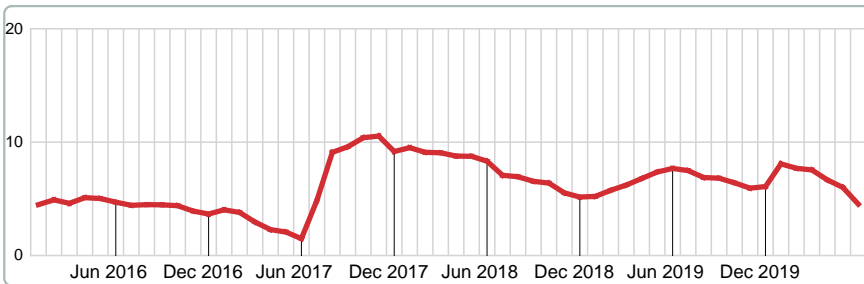
MSI FOR JUNE



INDICATORS FOR JUNE 2020

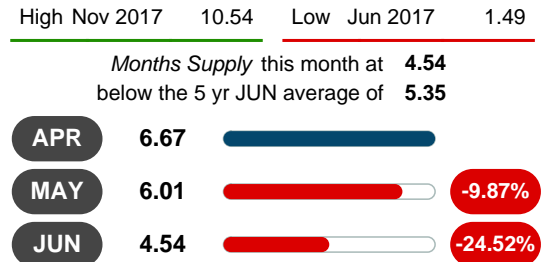


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 5.35



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%	0.00	0.00	0.00	0.00	0.00
\$1-\$25,000	30	14.02%	13.33	14.40	0.00	0.00	0.00
\$25,001-\$75,000	42	19.63%	7.00	9.55	3.36	0.00	0.00
\$75,001-\$225,000	62	28.97%	2.15	4.55	1.53	1.50	6.00
\$225,001-\$350,000	30	14.02%	4.39	15.00	4.10	1.66	6.00
\$350,001-\$600,000	30	14.02%	12.41	144.00	10.29	5.14	10.29
\$600,001 and up	20	9.35%	24.00	120.00	18.00	7.20	24.00
Market Supply of Inventory (MSI)	4.54			10.10	2.32	2.33	9.33
Total Active Inventory by Units	214	100%	4.54	122	59	19	14

June 2020



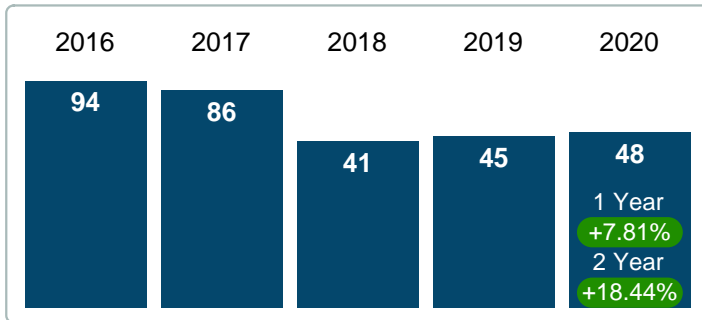
Area Delimited by County Of Bryan



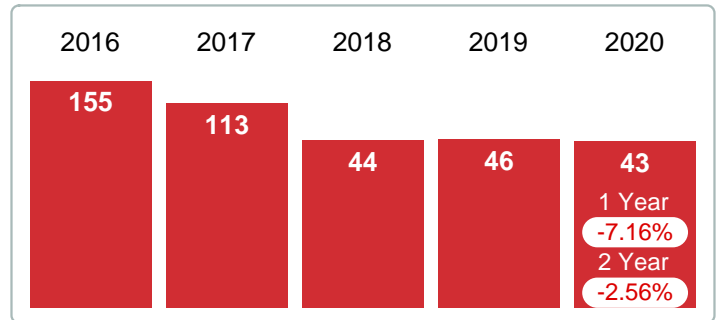
AVERAGE DAYS ON MARKET TO SALE

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

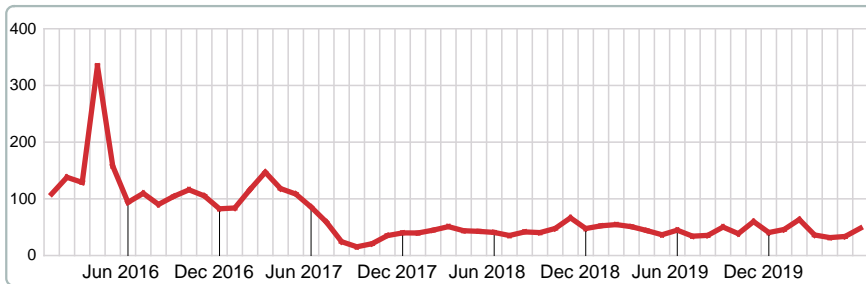
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 63

High Apr 2016 335 Low Sep 2017 15

Average Days on Market to Sale this month at 48 below the 5 yr JUN average of 63



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-\$75,000	10	18.18%	72	67	91	0	0
\$75,001-\$100,000	11	20.00%	35	31	41	59	0
\$100,001-\$175,000	12	21.82%	31	45	25	9	0
\$175,001-\$225,000	9	16.36%	43	0	52	31	0
\$225,001-\$375,000	7	12.73%	68	140	119	44	0
\$375,001 and up	6	10.91%	53	0	1	33	110
Average Closed DOM	48			52	48	34	110
Total Closed Units	55	100%	48	22	16	15	2
Total Closed Volume	10,377,350			1.89M	2.86M	4.82M	798.00K

June 2020



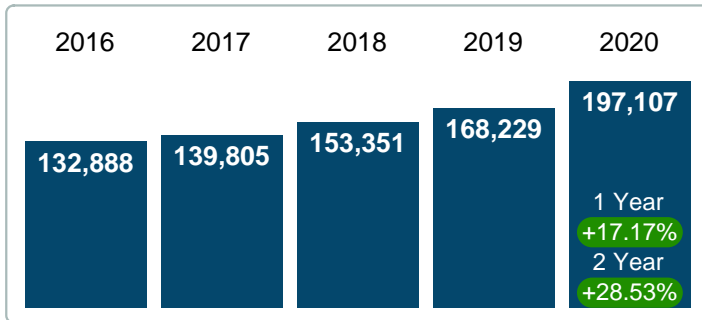
Area Delimited by County Of Bryan



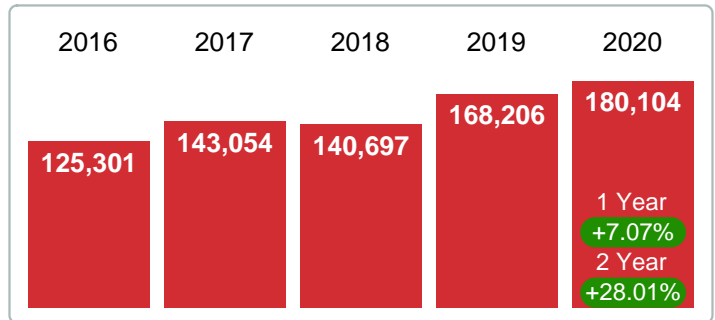
AVERAGE LIST PRICE AT CLOSING

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

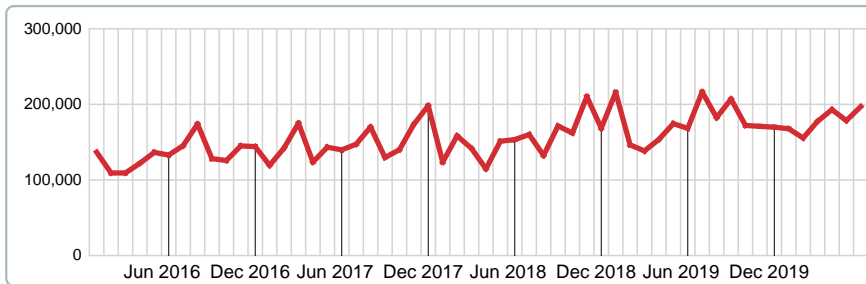
JUNE



YEAR TO DATE (YTD)

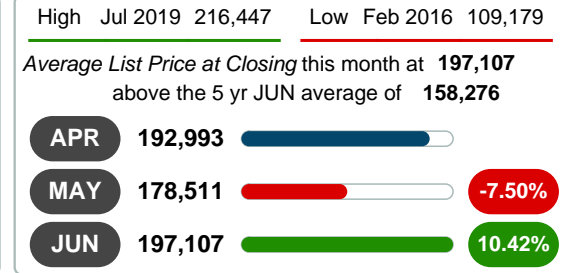


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 158,276



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-\$75,000	10	18.18%	31,220	25,925	52,400	0	0
\$75,001-\$100,000	10	18.18%	93,270	96,125	99,450	89,999	0
\$100,001-\$175,000	13	23.64%	143,938	146,000	144,400	147,000	0
\$175,001-\$225,000	9	16.36%	207,678	0	204,660	211,450	0
\$225,001-\$375,000	7	12.73%	278,114	339,000	284,900	264,580	0
\$375,001 and up	6	10.91%	651,483	0	650,000	799,667	429,950
Average List Price			197,107	92,973	186,494	330,113	429,950
Total Closed Units		100%	197,107	22	16	15	2
Total Closed Volume			10,840,899	2.05M	2.98M	4.95M	859.90K

June 2020



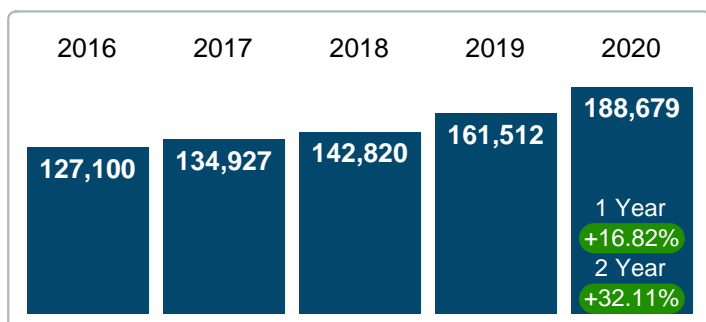
Area Delimited by County Of Bryan



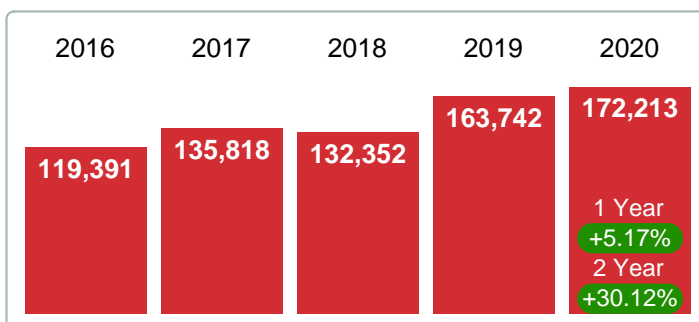
AVERAGE SOLD PRICE AT CLOSING

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

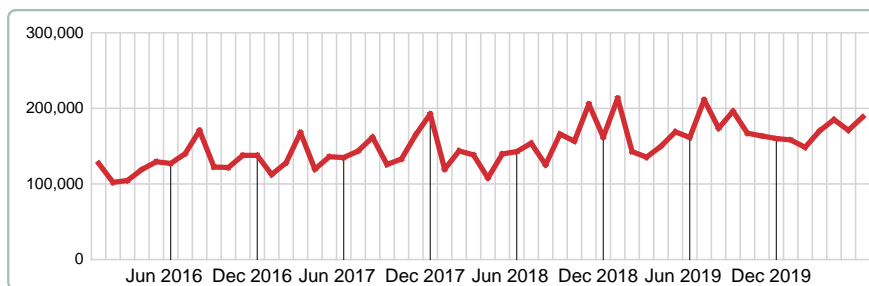
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 151,008

High Jan 2019 213,308 Low Feb 2016 102,085

Average Sold Price at Closing this month at **188,679**
above the 5 yr JUN average of **151,008**

- APR: 185,059
- MAY: 170,984 (-7.61%)
- JUN: 188,679 (10.35%)

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-\$75,000	10	18.18%	28,095	24,469	42,600	0	0
\$75,001-\$100,000	11	20.00%	89,573	90,000	92,150	81,000	0
\$100,001-\$175,000	12	21.82%	139,425	132,600	143,920	145,250	0
\$175,001-\$225,000	9	16.36%	203,944	0	202,300	206,000	0
\$225,001-\$375,000	7	12.73%	268,500	315,500	262,000	260,400	0
\$375,001 and up	6	10.91%	620,500	0	600,000	775,000	399,000
Average Sold Price			188,679	86,102	178,913	321,500	399,000
Total Closed Units		100%	188,679	22	16	15	2
Total Closed Volume			10,377,350	1.89M	2.86M	4.82M	798.00K

June 2020



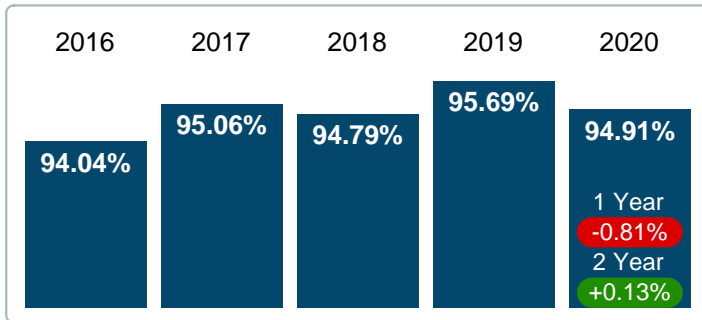
Area Delimited by County Of Bryan



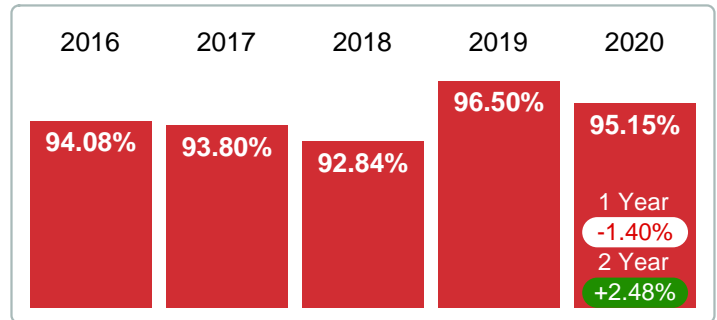
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

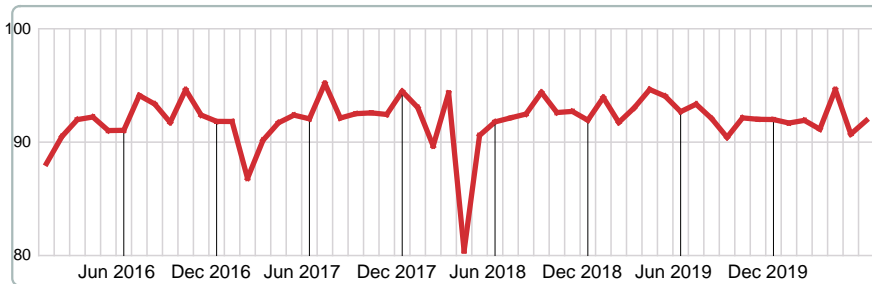
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

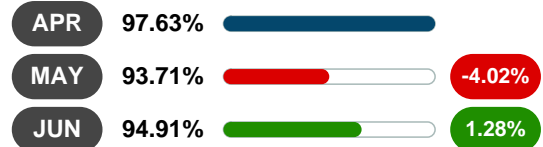


3 MONTHS

5 year JUN AVG = 94.90%

High Jul 2017 98.18% Low Apr 2018 83.41%

Average Sold/List Ratio this month at **94.91%**
equal to 5 yr JUN average of **94.90%**



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-\$75,000	10	18.18%	91.95%	94.50%	81.72%	0.00%	0.00%
\$75,001-\$100,000	11	20.00%	93.33%	93.74%	93.36%	90.00%	0.00%
\$100,001-\$175,000	12	21.82%	96.01%	90.53%	100.44%	98.64%	0.00%
\$175,001-\$225,000	9	16.36%	98.24%	0.00%	98.88%	97.44%	0.00%
\$225,001-\$375,000	7	12.73%	96.71%	93.07%	91.96%	98.39%	0.00%
\$375,001 and up	6	10.91%	93.43%	0.00%	92.31%	94.19%	92.84%
Average Sold/List Ratio			94.90%	93.26%	95.69%	96.77%	92.84%
Total Closed Units		100%	94.90%	22	16	15	2
Total Closed Volume				1.89M	2.86M	4.82M	798.00K

June 2020

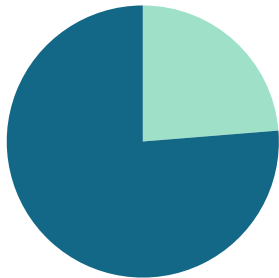
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

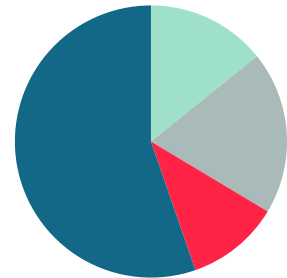


Inventory
 New Listings
88 = 23.72%
 Start Inventory
283
 Total Inventory Units
371
 Volume
\$81,038,564

Market Activity

Closed Sales
55 = 14.21%
 Pending Sales
75 = 19.38%
 Other Off Market
43 = 11.11%
 Active Inventory
214 = 55.30%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	54	55	1.85%	235	278	18.30%
Pending Sales	58	75	29.31%	280	342	22.14%
New Listings	85	88	3.53%	506	521	2.96%
Average List Price	168,229	197,107	17.17%	168,206	180,104	7.07%
Average Sale Price	161,512	188,679	16.82%	163,742	172,213	5.17%
Average Percent of Selling Price to List Price	95.69%	94.91%	-0.81%	96.50%	95.15%	-1.40%
Average Days on Market to Sale	44.74	48.24	7.81%	46.14	42.83	-7.16%
Monthly Inventory	334	214	-35.93%	334	214	-35.93%
Months Supply of Inventory	7.68	4.54	-40.91%	7.68	4.54	-40.91%

Absorption: Last 12 months, an Average of **47** Sales/Month

Inventory on June 30, 2020 = **214**

2019 **2020**

JUNE MARKET

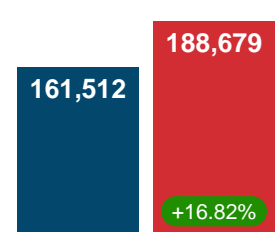
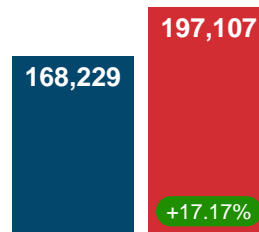
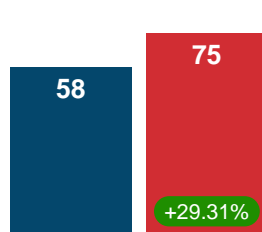
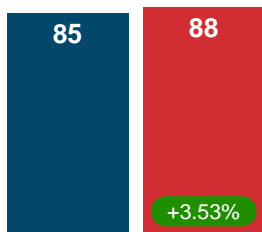
AVERAGE PRICES

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

