

## June 2020

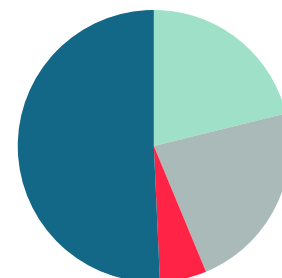
Area Delimited by County Of Creek



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	85	103	21.18%
Pending Listings	70	110	57.14%
New Listings	109	105	-3.67%
Average List Price	172,079	170,873	-0.70%
Average Sale Price	169,425	166,713	-1.60%
Average Percent of Selling Price to List Price	99.25%	97.24%	-2.02%
Average Days on Market to Sale	41.54	32.33	-22.17%
End of Month Inventory	411	247	-39.90%
Months Supply of Inventory	5.92	3.38	-42.85%



■ Closed (21.15%)  
■ Pending (22.59%)  
■ Other OffMarket (5.54%)  
■ Active (50.72%)

**Absorption:** Last 12 months, an Average of **73** Sales/Month  
**Active Inventory** as of June 30, 2020 = **247**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **39.90%** to 247 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **3.38** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.60%** in June 2020 to \$166,713 versus the previous year at \$169,425.

##### Average Days on Market Shortens

The average number of **32.33** days that homes spent on the market before selling decreased by 9.21 days or **22.17%** in June 2020 compared to last year's same month at **41.54** DOM.

##### Sales Success for June 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 105 New Listings in June 2020, down **3.67%** from last year at 109. Furthermore, there were 103 Closed Listings this month versus last year at 85, a **21.18%** increase.

Closed versus Listed trends yielded a **98.1%** ratio, up from previous year's, June 2019, at **78.0%**, a **25.79%** upswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**

# June 2020



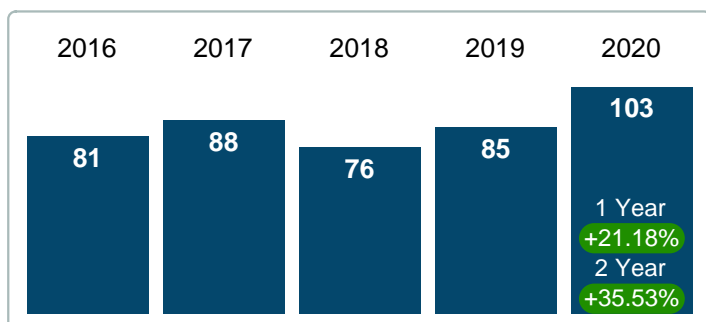
Area Delimited by County Of Creek



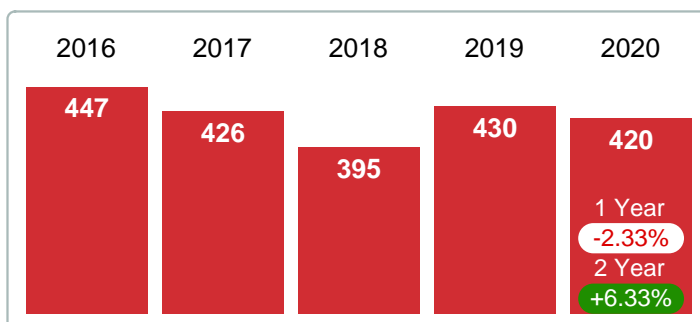
## CLOSED LISTINGS

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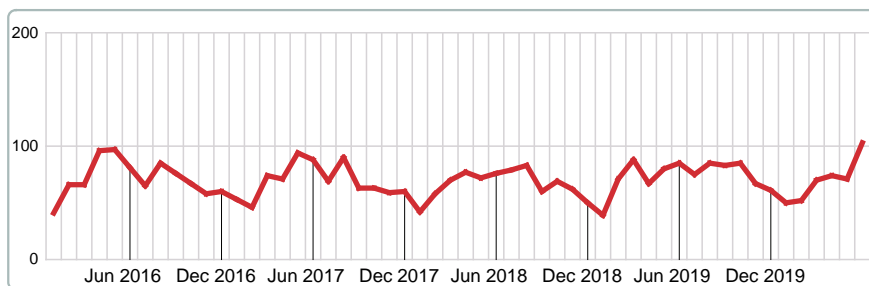
### JUNE



### YEAR TO DATE (YTD)

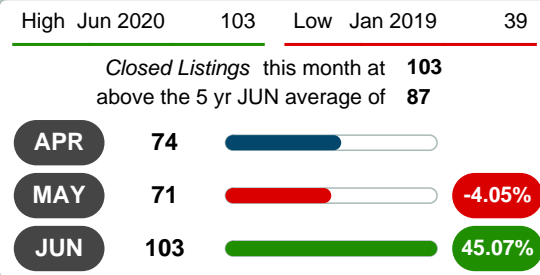


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 87



### 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	2.91%	41.7	3	0	0	0
\$25,001 - \$75,000	16	15.53%	49.3	10	5	1	0
\$75,001 - \$100,000	12	11.65%	21.5	4	8	0	0
\$100,001 - \$175,000	34	33.01%	29.4	8	20	6	0
\$175,001 - \$200,000	12	11.65%	19.1	0	9	3	0
\$200,001 - \$300,000	14	13.59%	39.0	2	9	3	0
\$300,001 and up	12	11.65%	31.8	0	3	7	2
<b>Total Closed Units</b>	<b>103</b>			<b>27</b>	<b>54</b>	<b>20</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>17,171,450</b>	<b>100%</b>	<b>32.3</b>	<b>2.32M</b>	<b>8.88M</b>	<b>5.10M</b>	<b>875.00K</b>
<b>Average Closed Price</b>	<b>\$166,713</b>			<b>\$85,787</b>	<b>\$164,504</b>	<b>\$254,850</b>	<b>\$437,500</b>

# June 2020



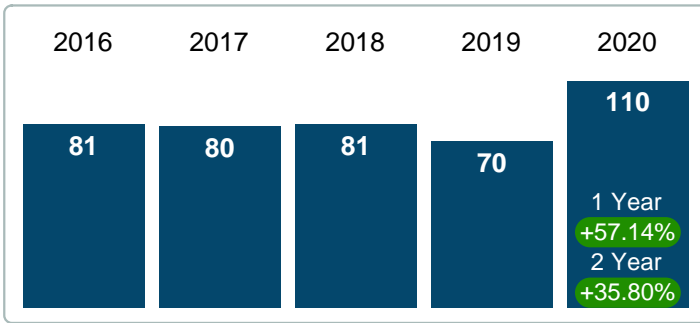
Area Delimited by County Of Creek



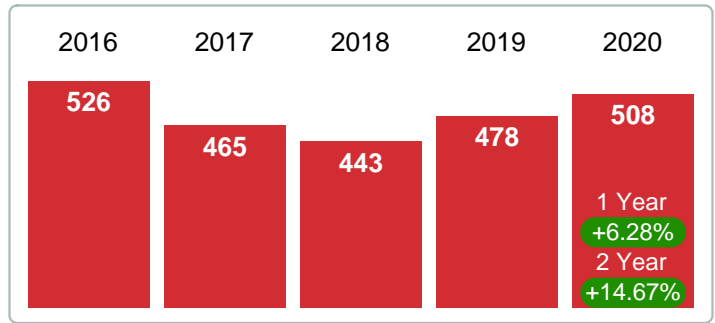
## PENDING LISTINGS

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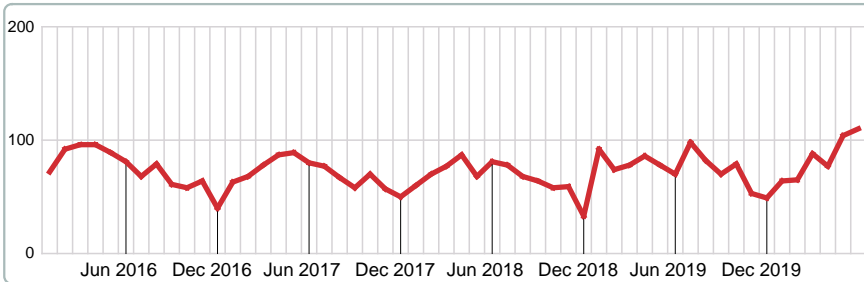
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

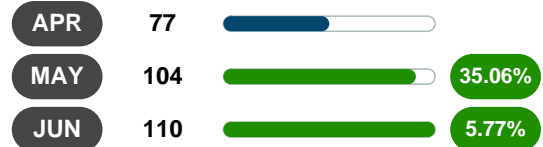


### 3 MONTHS

5 year JUN AVG = 84

High Jun 2020 110 Low Dec 2018 33

Pending Listings this month at 110  
above the 5 yr JUN average of 84



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	7.27%	24.4	7	1	0	0
\$50,001 - \$75,000	12	10.91%	71.6	6	3	1	2
\$75,001 - \$100,000	10	9.09%	19.1	5	4	0	1
\$100,001 - \$175,000	38	34.55%	32.9	4	27	5	2
\$175,001 - \$200,000	14	12.73%	21.6	1	11	2	0
\$200,001 - \$300,000	17	15.45%	42.7	3	11	1	2
\$300,001 and up	11	10.00%	67.5	1	2	5	3
<b>Total Pending Units</b>	<b>110</b>			<b>27</b>	<b>59</b>	<b>14</b>	<b>10</b>
<b>Total Pending Volume</b>	<b>18,908,000</b>	<b>100%</b>	<b>49.4</b>	<b>3.18M</b>	<b>9.47M</b>	<b>3.91M</b>	<b>2.35M</b>
<b>Average Listing Price</b>	<b>\$185,600</b>			<b>\$117,894</b>	<b>\$160,431</b>	<b>\$279,461</b>	<b>\$234,700</b>

# June 2020



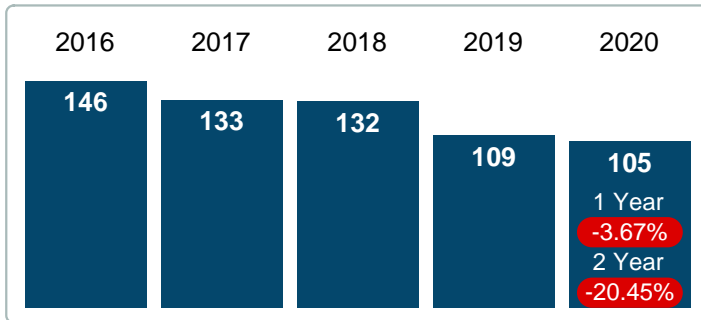
Area Delimited by County Of Creek



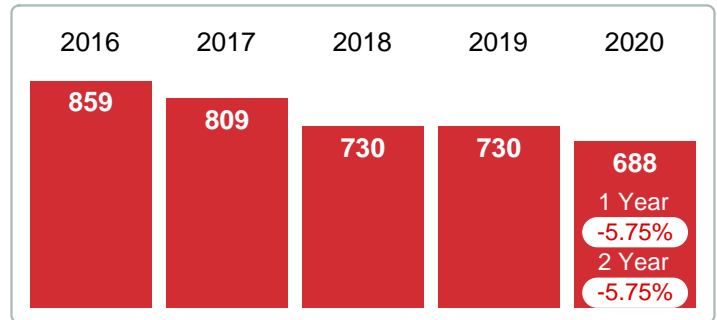
## NEW LISTINGS

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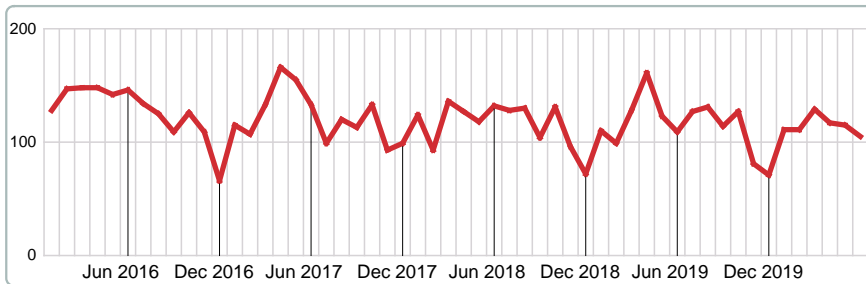
### JUNE



### YEAR TO DATE (YTD)

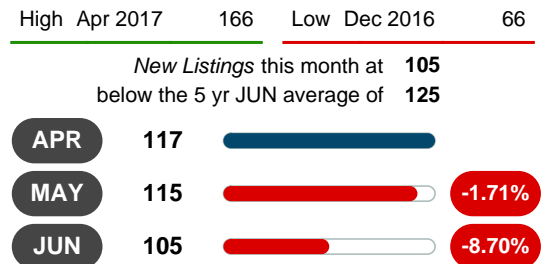


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 125



### 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	8	7.62%	8	0	0	0
\$40,001 - \$80,000	13	12.38%	12	1	0	0
\$80,001 - \$110,000	16	15.24%	8	7	0	1
\$110,001 - \$180,000	27	25.71%	3	20	1	3
\$180,001 - \$240,000	18	17.14%	0	16	2	0
\$240,001 - \$420,000	12	11.43%	3	4	5	0
\$420,001 and up	11	10.48%	3	2	1	5
<b>Total New Listed Units</b>	<b>105</b>		<b>37</b>	<b>50</b>	<b>9</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>20,160,050</b>	<b>100%</b>	<b>4.78M</b>	<b>9.21M</b>	<b>2.49M</b>	<b>3.69M</b>
<b>Average New Listed Listing Price</b>	<b>\$107,500</b>		<b>\$129,099</b>	<b>\$184,232</b>	<b>\$276,144</b>	<b>\$409,611</b>

# June 2020



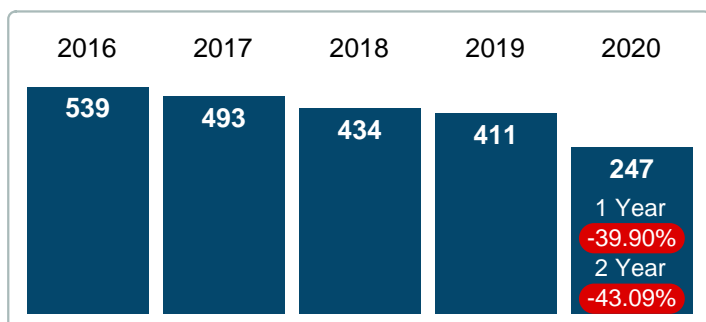
Area Delimited by County Of Creek



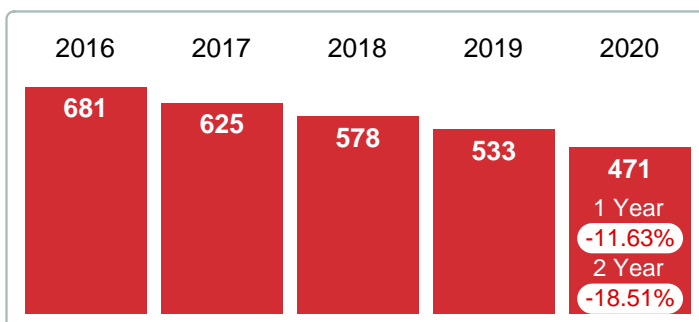
## ACTIVE INVENTORY

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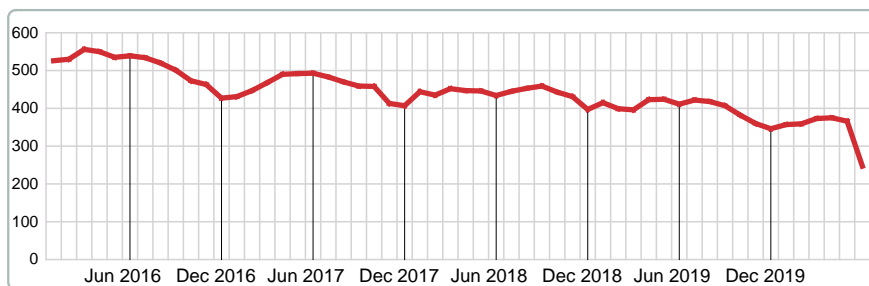
### END OF JUNE



### ACTIVE DURING JUNE

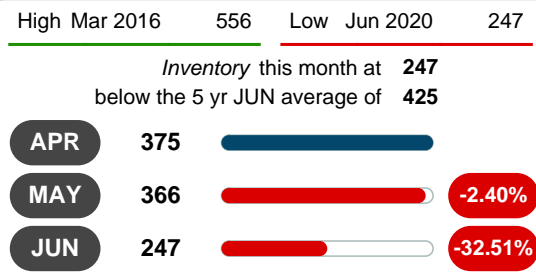


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 425



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	16	6.48%	72.0	14	1	1	0
\$25,001 - \$50,000	25	10.12%	84.6	22	2	1	0
\$50,001 - \$75,000	30	12.15%	123.6	26	3	1	0
\$75,001 - \$150,000	71	28.74%	85.2	47	23	0	1
\$150,001 - \$225,000	45	18.22%	100.6	27	14	2	2
\$225,001 - \$475,000	34	13.77%	87.4	10	10	8	6
\$475,001 and up	26	10.53%	79.4	8	2	9	7
Total Active Inventory by Units			247	154	55	22	16
Total Active Inventory by Volume			51,106,242	23.37M	9.85M	9.39M	8.50M
Average Active Inventory Listing Price			\$206,908	\$151,777	\$179,059	\$426,616	\$531,175

# June 2020



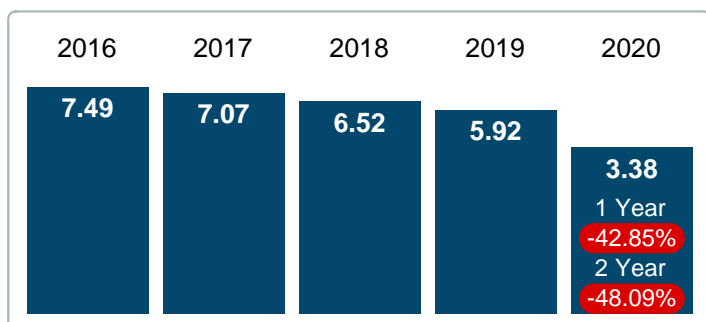
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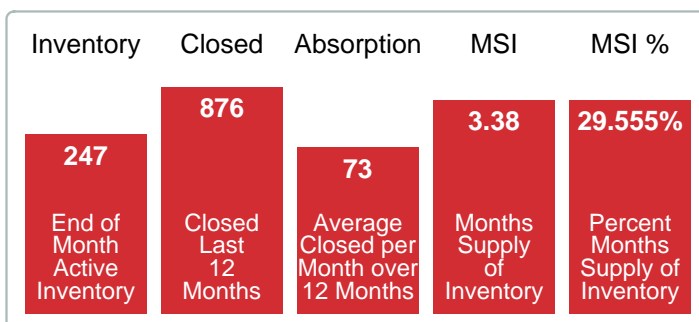
## MONTHS SUPPLY of INVENTORY (MSI)

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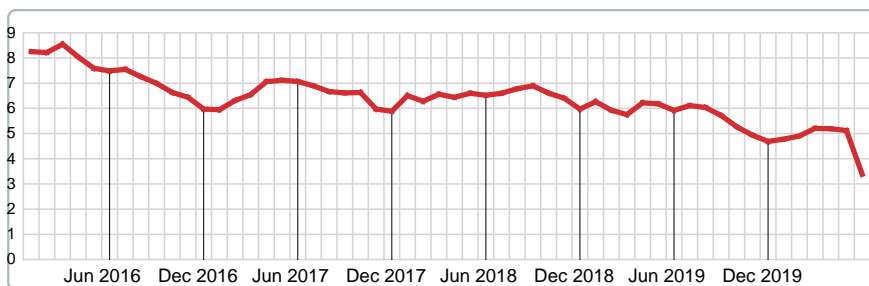
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

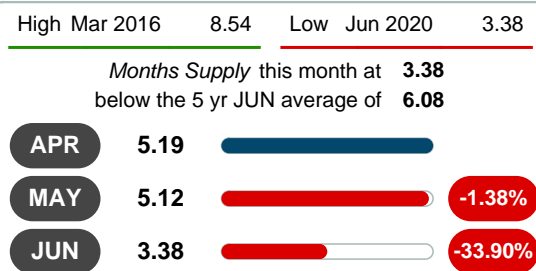


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 6.08



### 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
\$30,000 and less	20	8.10%	6.15	7.03	1.20	0.00	0.00
\$30,001 - \$50,000	21	8.50%	4.75	6.33	1.50	0.00	0.00
\$50,001 - \$80,000	35	14.17%	4.72	8.00	1.14	6.00	0.00
\$80,001 - \$170,000	78	31.58%	2.38	8.22	1.15	0.00	0.00
\$170,001 - \$240,000	36	14.57%	2.63	16.00	1.32	0.77	0.00
\$240,001 - \$480,000	32	12.96%	3.17	20.00	1.79	1.89	6.55
\$480,001 and up	25	10.12%	17.65	24.00	12.00	12.00	28.00
Market Supply of Inventory (MSI)			3.38	8.88	1.30	1.78	13.71
Total Active Inventory by Units		100%	3.38	154	55	22	16

# June 2020



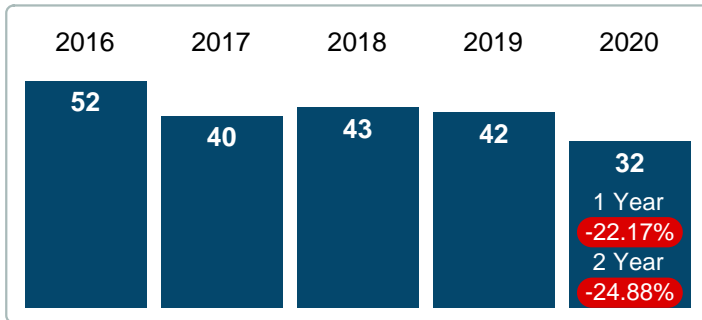
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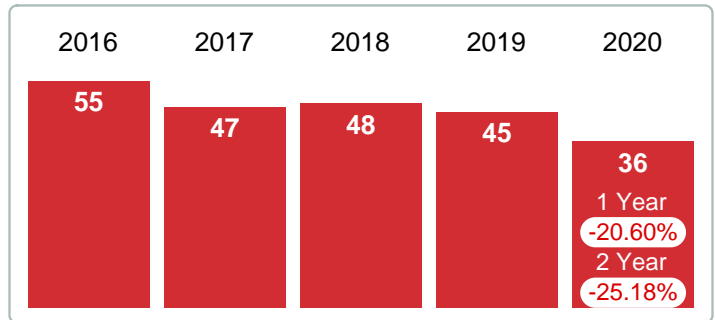
## AVERAGE DAYS ON MARKET TO SALE

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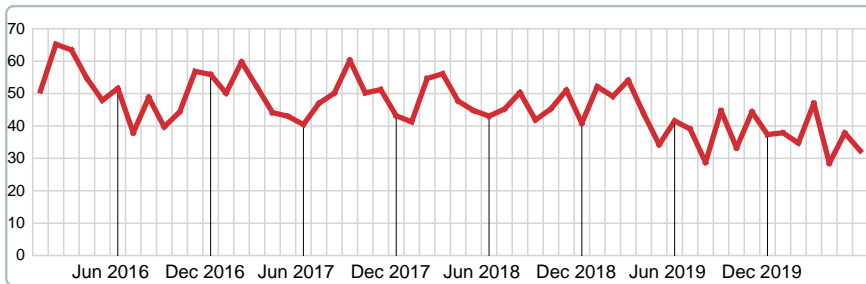
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 42

High Feb 2016 65 Low Apr 2020 28

Average Days on Market to Sale this month at 32 below the 5 yr JUN average of 42



### 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	2.91%	42	42	0	0	0
\$25,001 - \$75,000	15.53%	49	51	33	117	0
\$75,001 - \$100,000	11.65%	22	42	11	0	0
\$100,001 - \$175,000	33.01%	29	45	23	29	0
\$175,001 - \$200,000	11.65%	19	0	11	44	0
\$200,001 - \$300,000	13.59%	39	42	47	14	0
\$300,001 and up	11.65%	32	0	10	45	18
<b>Average Closed DOM</b>		<b>32</b>	<b>46</b>	<b>24</b>	<b>39</b>	<b>18</b>
<b>Total Closed Units</b>	<b>103</b>	<b>100%</b>	<b>27</b>	<b>54</b>	<b>20</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>17,171,450</b>		<b>2.32M</b>	<b>8.88M</b>	<b>5.10M</b>	<b>875.00K</b>

# June 2020



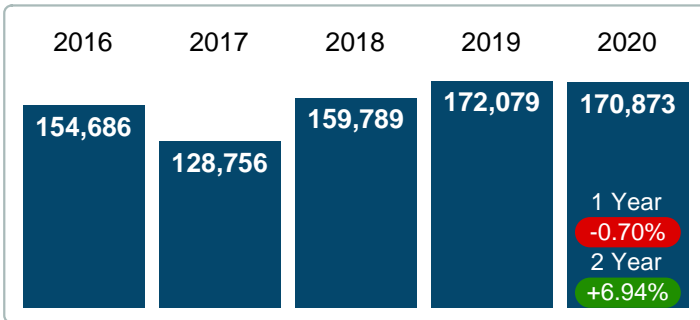
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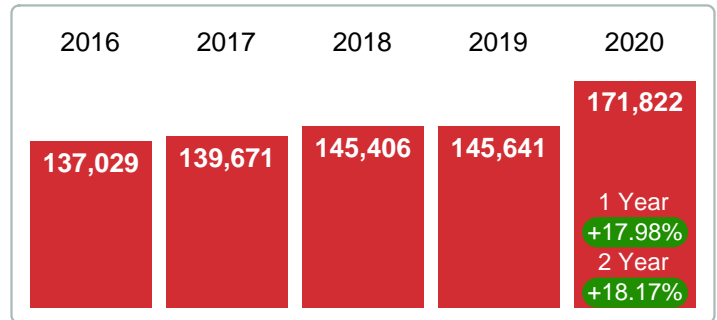
## AVERAGE LIST PRICE AT CLOSING

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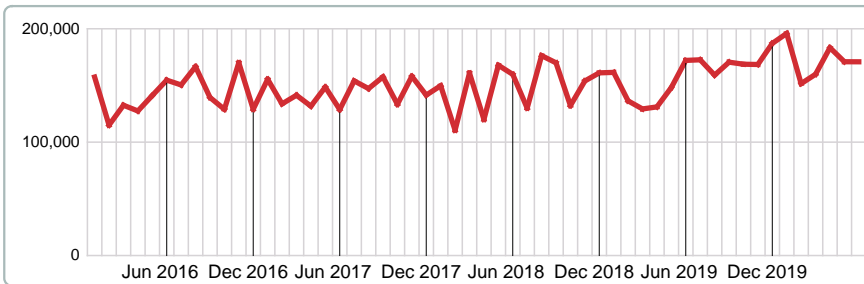
### JUNE



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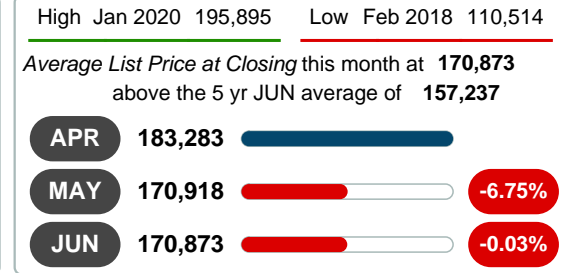


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 157,237



## 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	1.94%	10,250	16,333	0	0	0
\$25,001 - \$75,000	14.56%	49,073	47,370	66,460	65,000	0
\$75,001 - \$100,000	13.59%	88,171	92,650	88,175	0	0
\$100,001 - \$175,000	32.04%	138,485	133,975	139,910	148,333	0
\$175,001 - \$200,000	11.65%	185,708	0	184,289	205,333	0
\$200,001 - \$300,000	13.59%	242,086	217,500	250,678	254,000	0
\$300,001 and up	12.62%	417,015	0	428,333	412,329	472,450
<b>Average List Price</b>		<b>170,873</b>	<b>88,893</b>	<b>167,326</b>	<b>260,965</b>	<b>472,450</b>
<b>Total Closed Units</b>	<b>103</b>	<b>100%</b>	<b>27</b>	<b>54</b>	<b>20</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>17,599,900</b>		<b>2.40M</b>	<b>9.04M</b>	<b>5.22M</b>	<b>944.90K</b>



# June 2020



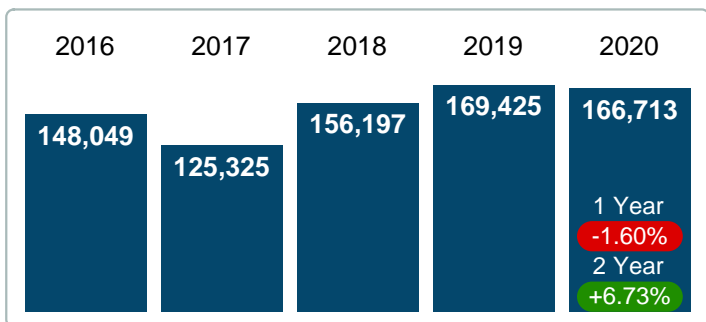
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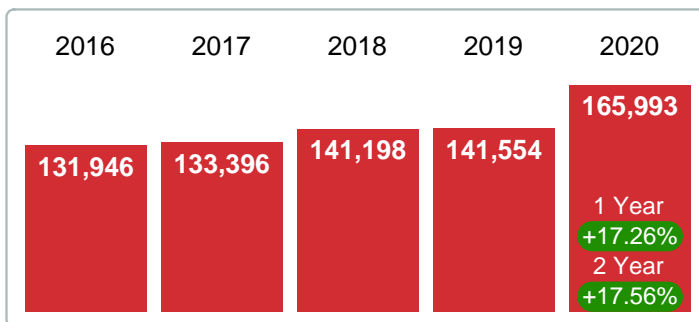
## AVERAGE SOLD PRICE AT CLOSING

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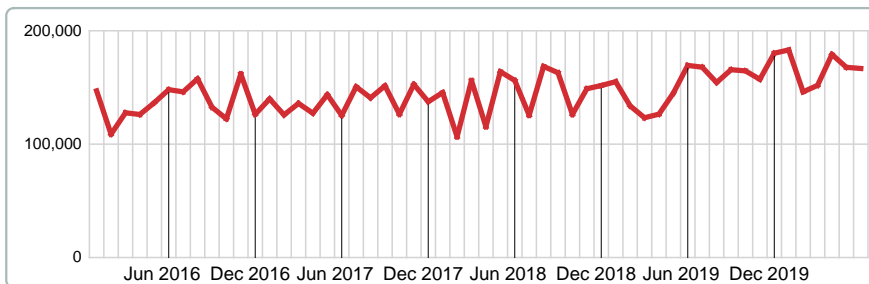
### JUNE



### YEAR TO DATE (YTD)

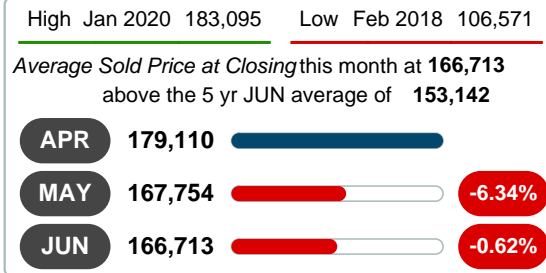


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 153,142



## 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	2.91%	14,333	14,333	0	0	0
\$25,001 - \$75,000	15.53%	50,250	43,050	62,900	59,000	0
\$75,001 - \$100,000	11.65%	88,333	91,625	86,688	0	0
\$100,001 - \$175,000	33.01%	137,681	131,406	137,870	145,417	0
\$175,001 - \$200,000	11.65%	187,075	0	184,989	193,333	0
\$200,001 - \$300,000	13.59%	244,350	212,500	248,544	253,000	0
\$300,001 and up	11.65%	409,792	0	405,333	403,786	437,500
<b>Average Sold Price</b>		<b>166,713</b>	<b>85,787</b>	<b>164,504</b>	<b>254,850</b>	<b>437,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>166,713</b>	<b>27</b>	<b>54</b>	<b>20</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>17,171,450</b>	<b>2.32M</b>	<b>8.88M</b>	<b>5.10M</b>	<b>875.00K</b>

# June 2020



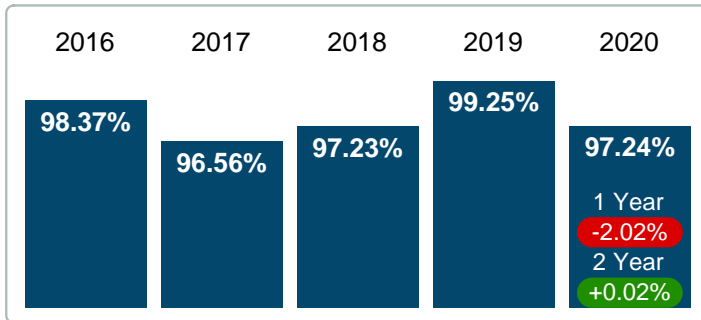
Area Delimited by County Of Creek



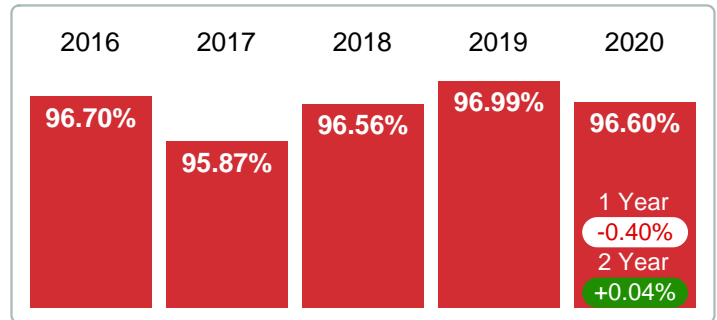
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

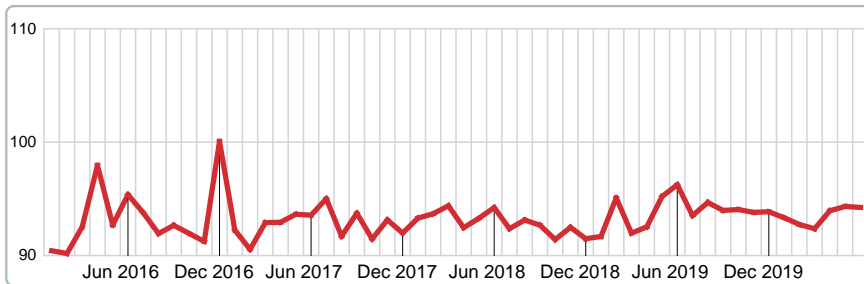
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

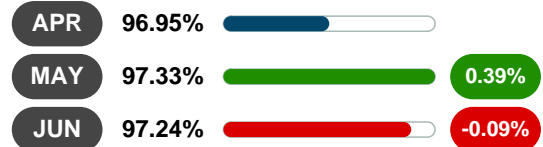


### 3 MONTHS

5 year JUN AVG = 97.73%

High Dec 2016 103.06% Low Feb 2016 93.18%

Average Sold/List Ratio this month at **97.24%**  
below the 5 yr JUN average of **97.73%**



### 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	2.91%	92.33%	92.33%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	16	15.53%	92.16%	91.12%	94.52%	90.77%	0.00%
\$75,001 - \$100,000	12	11.65%	98.49%	98.92%	98.28%	0.00%	0.00%
\$100,001 - \$175,000	34	33.01%	98.46%	98.45%	98.60%	98.01%	0.00%
\$175,001 - \$200,000	12	11.65%	98.96%	0.00%	100.44%	94.53%	0.00%
\$200,001 - \$300,000	14	13.59%	99.24%	97.70%	99.49%	99.53%	0.00%
\$300,001 and up	12	11.65%	96.48%	0.00%	94.41%	98.41%	92.87%
Average Sold/List Ratio		97.20%		95.07%	98.40%	97.49%	92.87%
Total Closed Units		103	100%	27	54	20	2
Total Closed Volume		17,171,450		2.32M	8.88M	5.10M	875.00K

# June 2020

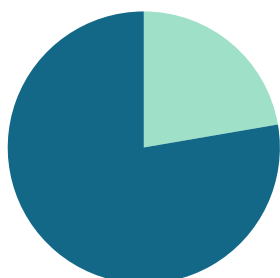
Area Delimited by County Of Creek



## MARKET SUMMARY

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

### INVENTORY

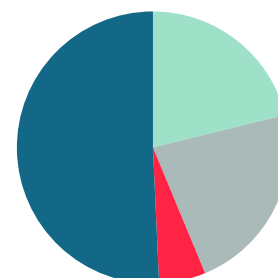


**Inventory**  
 New Listings  
**105 = 22.29%**  
 Start Inventory  
**366**  
 Total Inventory Units  
**471**  
 Volume  
**\$89,276,542**

### Market Activity

Closed Sales  
**103 = 21.15%**  
 Pending Sales  
**110 = 22.59%**  
 Other Off Market  
**27 = 5.54%**  
 Active Inventory  
**247 = 50.72%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	85	103	21.18%	430	420	-2.33%
Pending Sales	70	110	57.14%	478	508	6.28%
New Listings	109	105	-3.67%	730	688	-5.75%
Average List Price	172,079	170,873	-0.70%	145,641	171,822	17.98%
Average Sale Price	169,425	166,713	-1.60%	141,554	165,993	17.26%
Average Percent of Selling Price to List Price	99.25%	97.24%	-2.02%	96.99%	96.60%	-0.40%
Average Days on Market to Sale	41.54	32.33	-22.17%	45.31	35.98	-20.60%
Monthly Inventory	411	247	-39.90%	411	247	-39.90%
Months Supply of Inventory	5.92	3.38	-42.85%	5.92	3.38	-42.85%

**Absorption:** Last 12 months, an Average of **73** Sales/Month

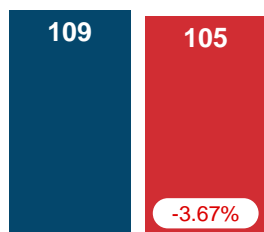
**Inventory** on June 30, 2020 = **247**

**2019** **2020**

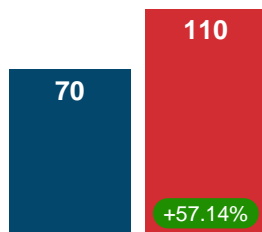
### JUNE MARKET

### AVERAGE PRICES

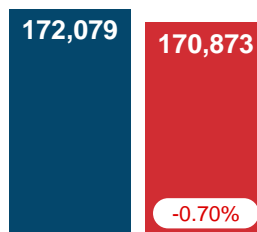
#### New Listings



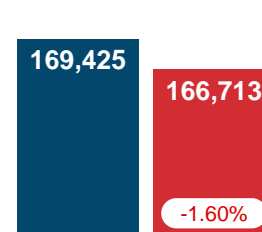
#### Pending Listings



#### List Price



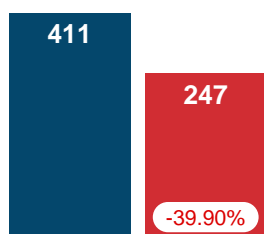
#### Sale Price



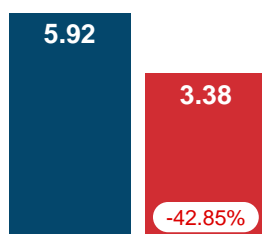
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

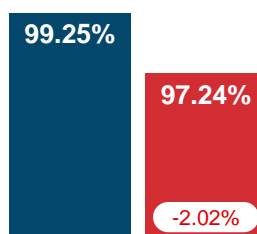
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

