

June 2020

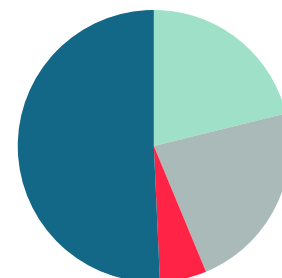
Area Delimited by County Of Creek



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%
Median List Price	158,000	145,000	-8.23%
Median Sale Price	153,000	142,000	-7.19%
Median Percent of Selling Price to List Price	97.50%	98.26%	0.78%
Median Days on Market to Sale	27.00	18.00	-33.33%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **7.19%** in June 2020 to \$142,000 versus the previous year at \$153,000.

Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 9.00 days or **33.33%** in June 2020 compared to last year's same month at **27.00** DOM.

Sales Success for June 2020 is Positive

Overall, with Median 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.

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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



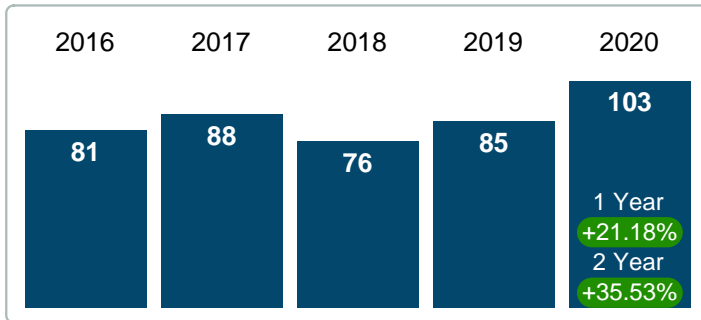
Area Delimited by County Of Creek



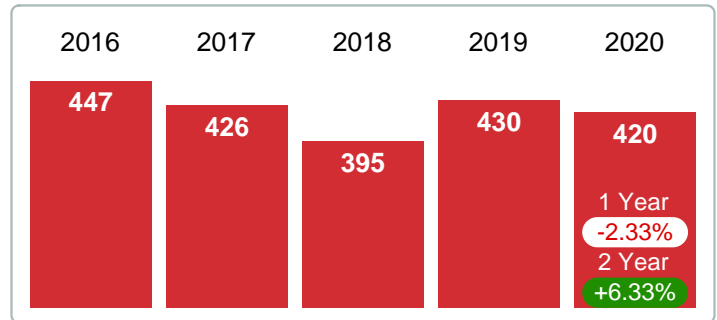
CLOSED LISTINGS

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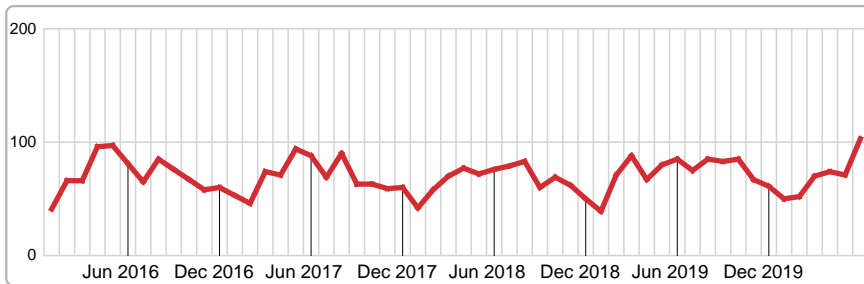
JUNE



YEAR TO DATE (YTD)

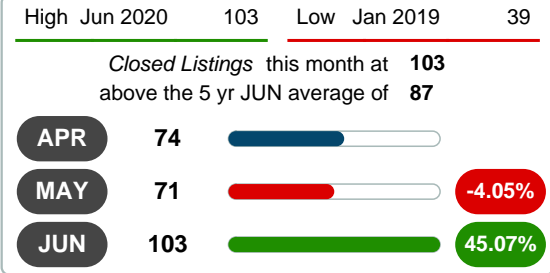


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 87



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	8.74%	29.0	9	0	0	0
\$40,001 - \$80,000	14	13.59%	25.0	5	8	1	0
\$80,001 - \$110,000	12	11.65%	11.5	5	7	0	0
\$110,001 - \$170,000	27	26.21%	11.0	5	16	6	0
\$170,001 - \$210,000	18	17.48%	7.5	2	12	4	0
\$210,001 - \$300,000	11	10.68%	19.0	1	8	2	0
\$300,001 and up	12	11.65%	20.0	0	3	7	2
Total Closed Units	103			27	54	20	2
Total Closed Volume	17,171,450	100%	18.0	2.32M	8.88M	5.10M	875.00K
Median Closed Price	\$142,000			\$77,500	\$152,500	\$204,500	\$437,500

June 2020



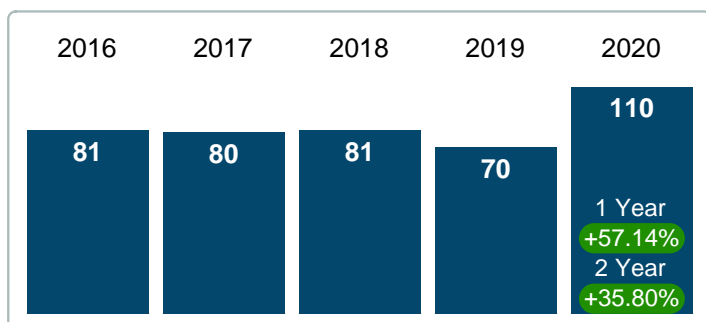
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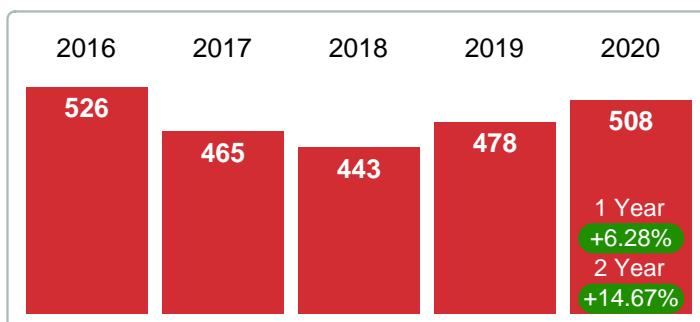
PENDING LISTINGS

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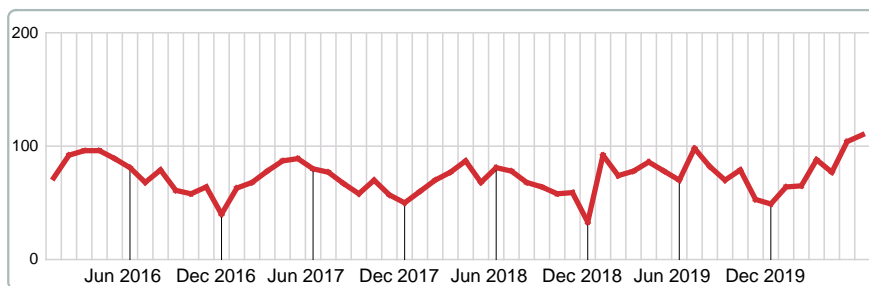
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

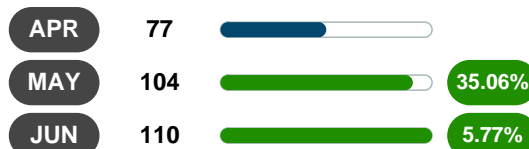


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	9	8.18%	7.0	8	1	0	0
\$60,001 - \$80,000	11	10.00%	46.0	5	3	1	2
\$80,001 - \$110,000	14	12.73%	3.5	5	7	1	1
\$110,001 - \$170,000	32	29.09%	9.5	4	24	3	1
\$170,001 - \$210,000	18	16.36%	4.5	2	12	3	1
\$210,001 - \$320,000	15	13.64%	13.0	2	10	1	2
\$320,001 and up	11	10.00%	97.0	1	2	5	3
Total Pending Units	110			27	59	14	10
Total Pending Volume	18,908,000	100%	14.0	3.18M	9.47M	3.91M	2.35M
Median Listing Price	\$139,450			\$83,000	\$149,000	\$192,200	\$212,000

June 2020



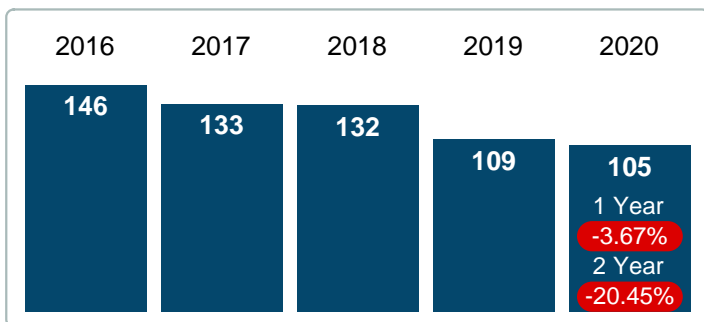
Area Delimited by County Of Creek



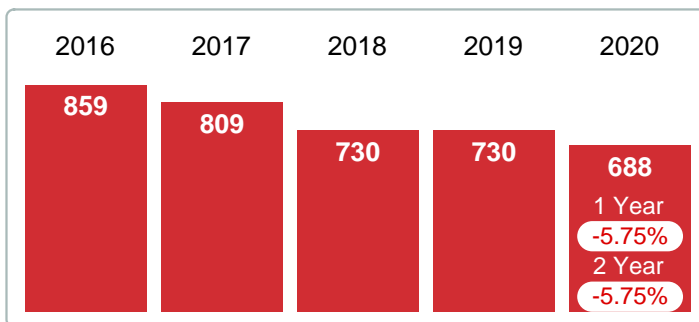
NEW LISTINGS

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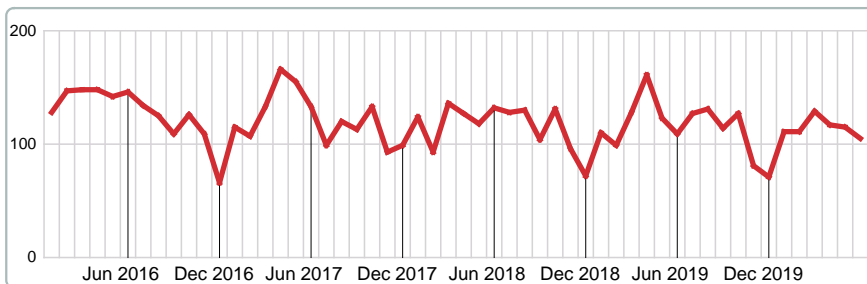
JUNE



YEAR TO DATE (YTD)

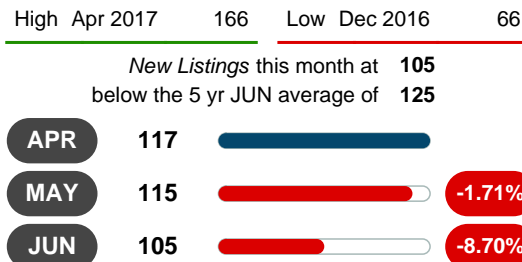


5 YEAR MARKET ACTIVITY TRENDS



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
\$25,000 and less	6	5.71%	6	0	0	0
\$25,001 - \$75,000	14	13.33%	13	1	0	0
\$75,001 - \$100,000	11	10.48%	7	3	0	1
\$100,001 - \$175,000	31	29.52%	5	22	1	3
\$175,001 - \$225,000	17	16.19%	0	15	2	0
\$225,001 - \$425,000	16	15.24%	3	7	6	0
\$425,001 and up	10	9.52%	3	2	0	5
Total New Listed Units	105		37	50	9	9
Total New Listed Volume	20,160,050	100%	4.78M	9.21M	2.49M	3.69M
Median New Listed Listing Price	\$155,000		\$75,000	\$167,500	\$259,900	\$465,000

June 2020



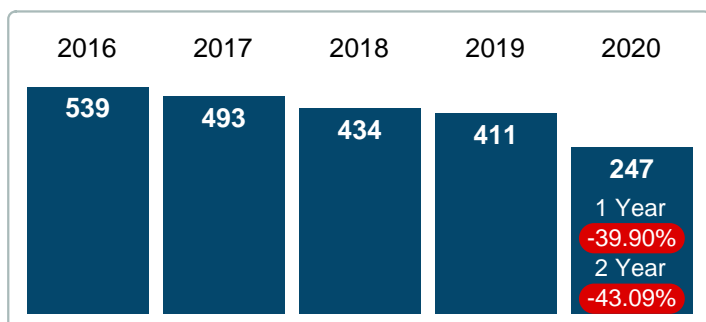
Area Delimited by County Of Creek



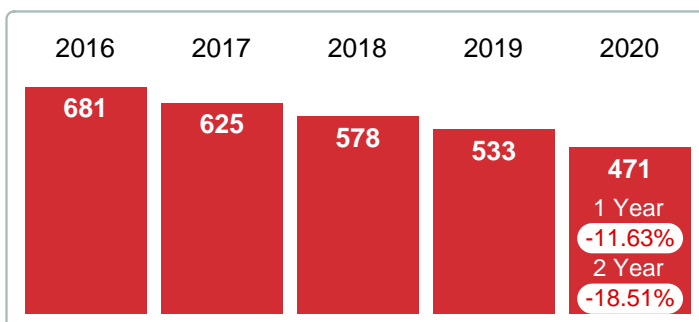
ACTIVE INVENTORY

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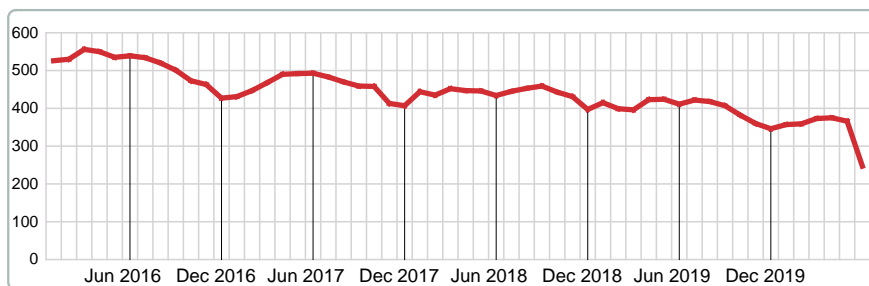
END OF JUNE



ACTIVE DURING JUNE

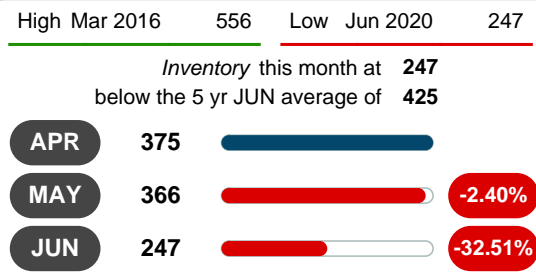


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 425



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	20	8.10%	60.5	17	1	2	0
\$30,001 - \$50,000	21	8.50%	77.0	19	2	0	0
\$50,001 - \$80,000	35	14.17%	97.0	30	4	1	0
\$80,001 - \$170,000	78	31.58%	68.5	50	26	0	2
\$170,001 - \$240,000	36	14.57%	85.0	20	13	2	1
\$240,001 - \$480,000	32	12.96%	83.5	10	7	9	6
\$480,001 and up	25	10.12%	54.0	8	2	8	7
Total Active Inventory by Units		247		154	55	22	16
Total Active Inventory by Volume		51,106,242	100%	23.37M	9.85M	9.39M	8.50M
Median Active Inventory Listing Price		\$130,000		\$89,900	\$140,000	\$423,700	\$467,500

June 2020

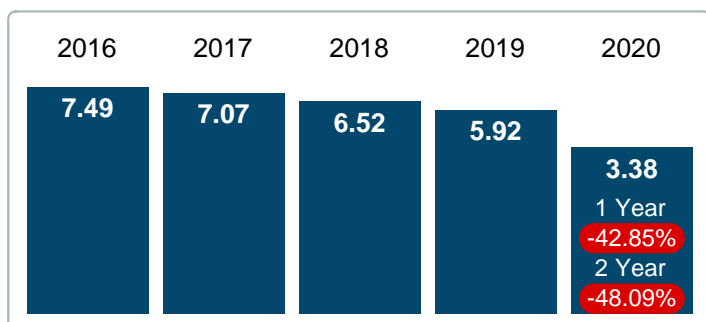
Area Delimited by County Of Creek



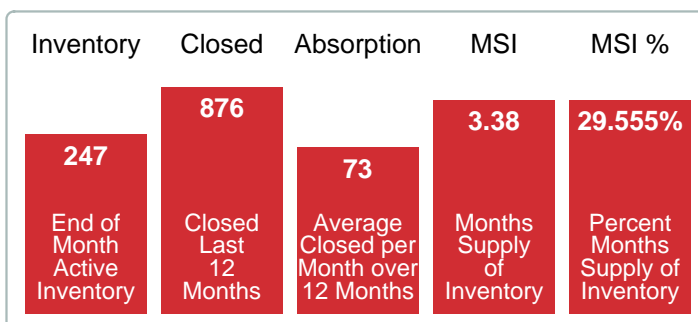
MONTHS SUPPLY of INVENTORY (MSI)

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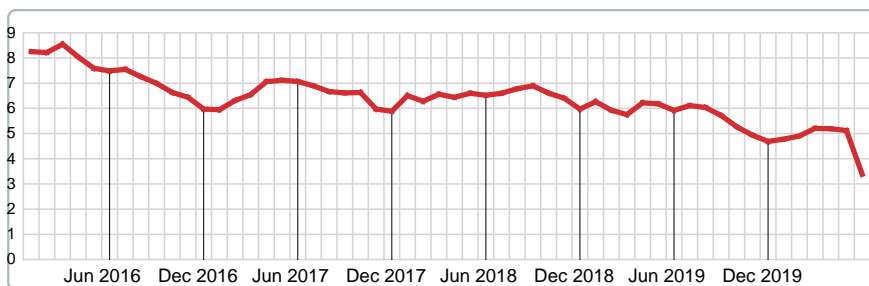
MSI FOR JUNE



INDICATORS FOR JUNE 2020

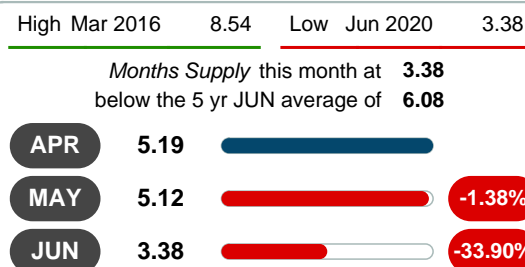


5 YEAR MARKET ACTIVITY TRENDS



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



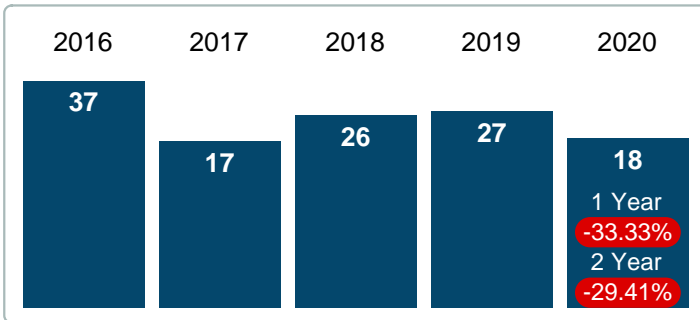
Area Delimited by County Of Creek



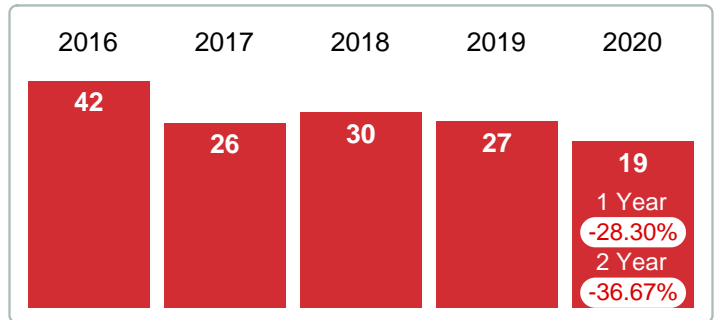
MEDIAN DAYS ON MARKET TO SALE

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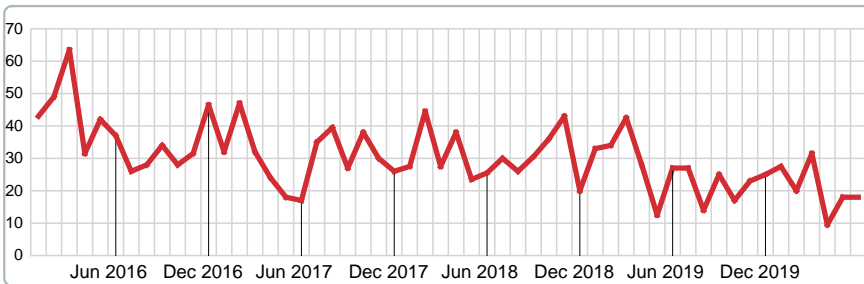
JUNE



YEAR TO DATE (YTD)

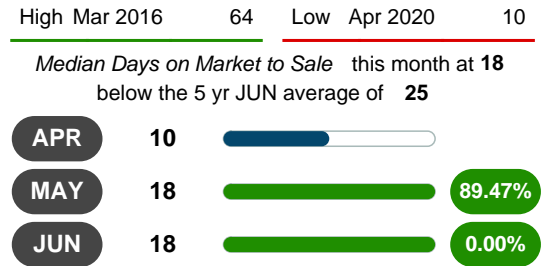


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 25



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
\$40,000 and less	8.74%	29	29	0	0	0
\$40,001 - \$80,000	13.59%	25	42	21	117	0
\$80,001 - \$110,000	11.65%	12	18	10	0	0
\$110,001 - \$170,000	26.21%	11	36	5	20	0
\$170,001 - \$210,000	17.48%	8	29	7	17	0
\$210,001 - \$300,000	10.68%	19	38	33	5	0
\$300,001 and up	11.65%	20	0	10	46	18
Median Closed DOM		18	36	10	22	18
Total Closed Units	100%	18.0	27	54	20	2
Total Closed Volume		17,171,450	2.32M	8.88M	5.10M	875.00K

June 2020



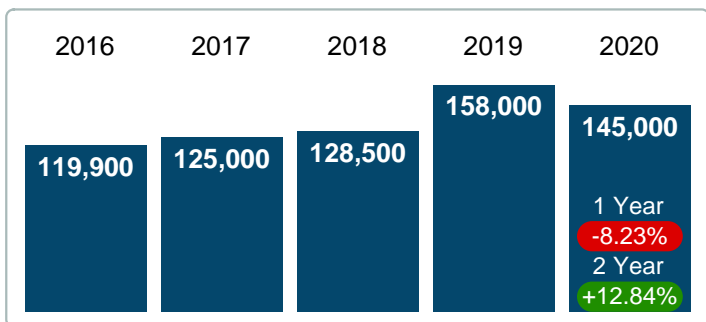
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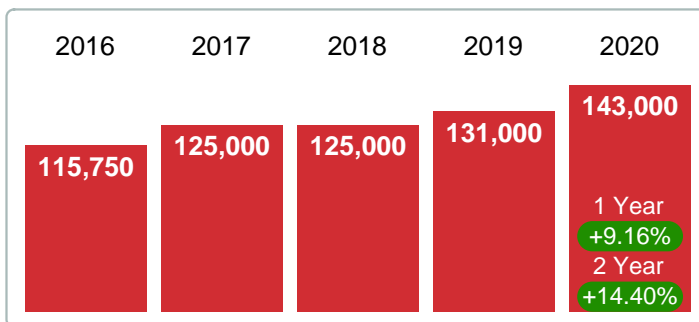
MEDIAN LIST PRICE AT CLOSING

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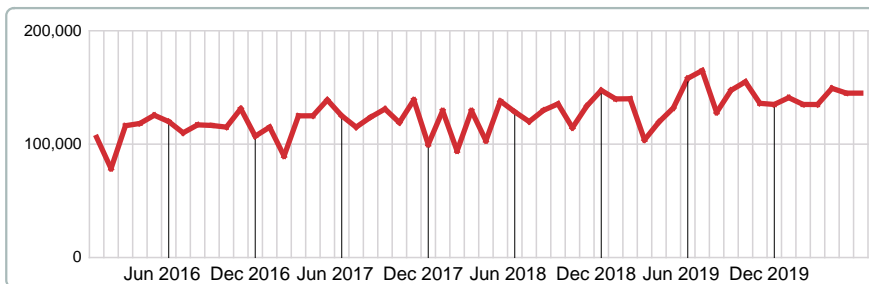
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

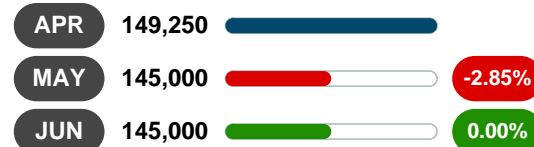


3 MONTHS

5 year JUN AVG = 135,280

High Jul 2019 164,900 Low Feb 2016 78,450

Median List Price at Closing this month at **145,000**
 above the 5 yr JUN average of **135,280**



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
\$40,000 and less	7.77%	29,950	29,950	0	0	0
\$40,001 - \$80,000	13.59%	65,500	64,500	66,000	65,000	0
\$80,001 - \$110,000	10.68%	95,000	97,850	95,000	0	0
\$110,001 - \$170,000	29.13%	134,950	128,750	134,950	146,000	0
\$170,001 - \$210,000	14.56%	185,000	195,000	185,000	196,500	0
\$210,001 - \$300,000	11.65%	247,450	225,000	255,000	246,500	0
\$300,001 and up	12.62%	375,000	0	345,000	374,900	472,450
Median List Price		145,000	79,900	154,950	217,500	472,450
Total Closed Units	103	100%	27	54	20	2
Total Closed Volume	17,599,900		2.40M	9.04M	5.22M	944.90K

June 2020



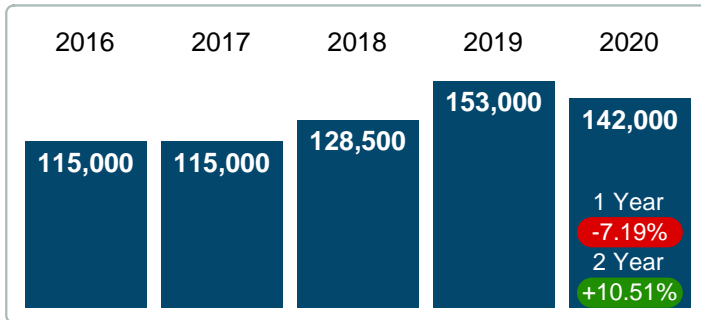
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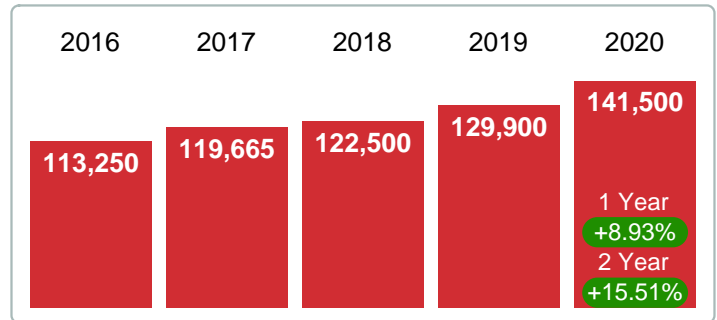
MEDIAN SOLD PRICE AT CLOSING

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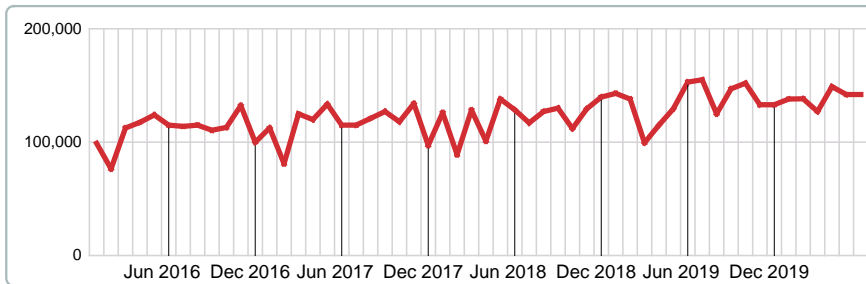
JUNE



YEAR TO DATE (YTD)

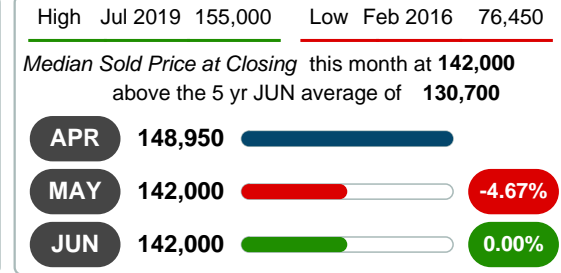


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 130,700



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
\$40,000 and less	8.74%	29,000	29,000	0	0	0
\$40,001 - \$80,000	13.59%	67,500	65,000	71,500	59,000	0
\$80,001 - \$110,000	11.65%	99,500	100,000	96,000	0	0
\$110,001 - \$170,000	26.21%	135,350	129,900	137,500	144,250	0
\$170,001 - \$210,000	17.48%	185,000	188,500	182,500	197,500	0
\$210,001 - \$300,000	10.68%	265,000	220,000	253,750	275,000	0
\$300,001 and up	11.65%	392,500	0	333,000	385,000	437,500
Median Sold Price		142,000	77,500	152,500	204,500	437,500
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



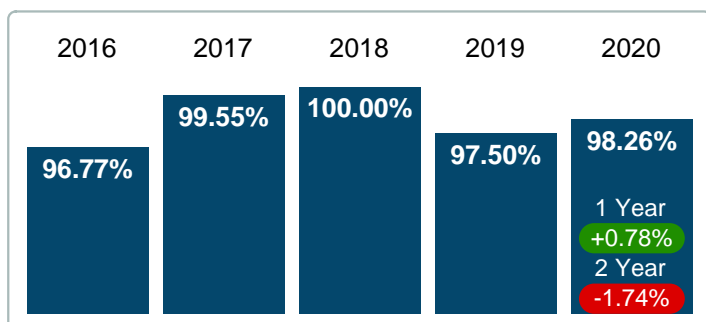
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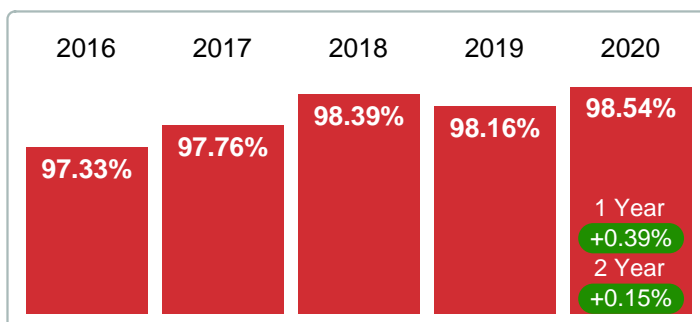
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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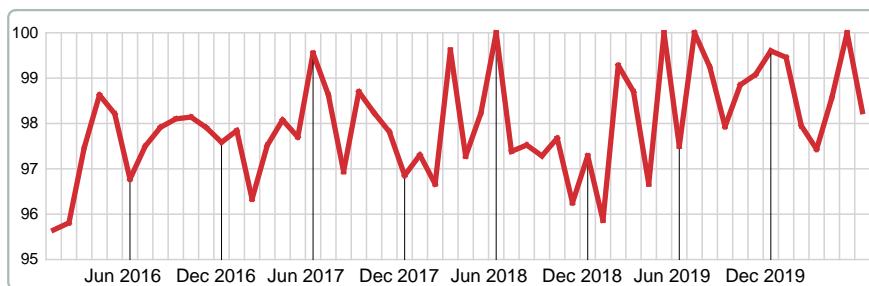
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

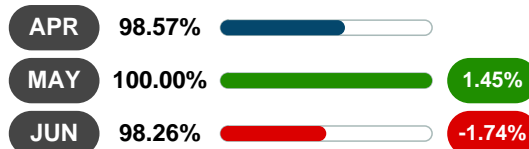


3 MONTHS

5 year JUN AVG = 98.42%

High May 2020 100.00% Low Jan 2016 95.65%

Median Sold/List Ratio this month at **98.26%**
equal to 5 yr JUN average of **98.42%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	8.74%	87.72%	87.72%	0.00%	0.00%	0.00%
\$40,001 - \$80,000	14	13.59%	96.36%	97.00%	96.36%	90.77%	0.00%
\$80,001 - \$110,000	12	11.65%	99.47%	100.00%	98.95%	0.00%	0.00%
\$110,001 - \$170,000	27	26.21%	100.00%	100.00%	100.00%	98.73%	0.00%
\$170,001 - \$210,000	18	17.48%	99.64%	96.59%	100.00%	97.37%	0.00%
\$210,001 - \$300,000	11	10.68%	97.96%	97.78%	97.83%	100.00%	0.00%
\$300,001 and up	12	11.65%	97.06%	0.00%	96.64%	97.89%	92.87%
Median Sold/List Ratio		98.26%		97.00%	99.41%	98.41%	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

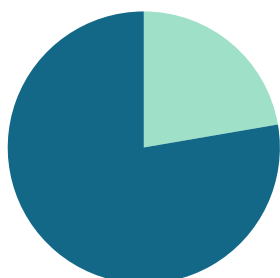
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

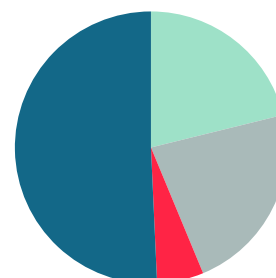


Inventory
 New Listings
105 = 22.29%
 Start Inventory
366
 Total Inventory Units
471
 Volume
\$89,276,542

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%
Median List Price	158,000	145,000	-8.23%	131,000	143,000	9.16%
Median Sale Price	153,000	142,000	-7.19%	129,900	141,500	8.93%
Median Percent of Selling Price to List Price	97.50%	98.26%	0.78%	98.16%	98.54%	0.39%
Median Days on Market to Sale	27.00	18.00	-33.33%	26.50	19.00	-28.30%
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

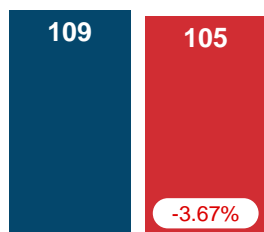
Inventory on June 30, 2020 = **247**

2019 **2020**

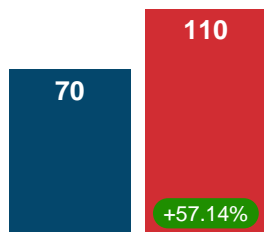
JUNE MARKET

MEDIAN PRICES

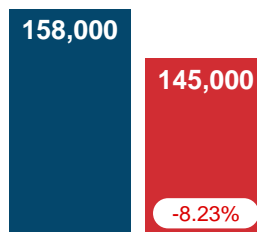
New Listings



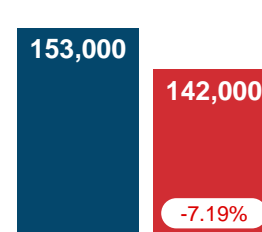
Pending Listings



List Price



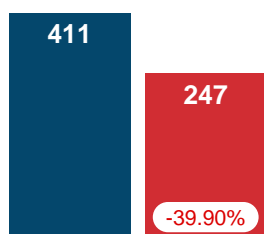
Sale Price



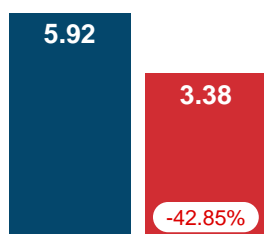
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

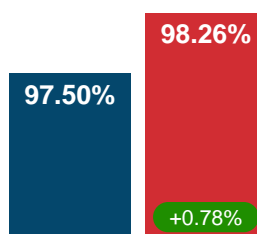
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

