

June 2020



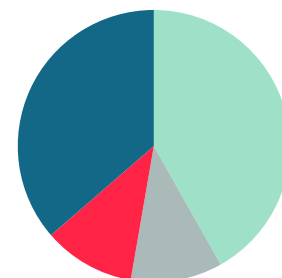
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	13	23	76.92%
Pending Listings	12	6	-50.00%
New Listings	14	27	92.86%
Average List Price	1,450	1,474	1.61%
Average Sale Price	1,442	1,463	1.48%
Average Percent of Selling Price to List Price	98.87%	99.25%	0.39%
Average Days on Market to Sale	50.92	26.13	-48.69%
End of Month Inventory	34	20	-41.18%
Months Supply of Inventory	2.28	1.22	-46.55%



■ Closed (41.82%)
■ Pending (10.91%)
■ Other OffMarket (10.91%)
■ Active (36.36%)

Absorption: Last 12 months, an Average of **16 Sales/Month Active Inventory** as of June 30, 2020 = **20**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **41.18%** to 20 existing homes available for sale. Over the last 12 months this area has had an average of 16 closed sales per month. This represents an unsold inventory index of **1.22** 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 **1.48%** in June 2020 to \$1,463 versus the previous year at \$1,442.

Average Days on Market Shortens

The average number of **26.13** days that homes spent on the market before selling decreased by 24.79 days or **48.69%** in June 2020 compared to last year's same month at **50.92** 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 27 New Listings in June 2020, up **92.86%** from last year at 14. Furthermore, there were 23 Closed Listings this month versus last year at 13, a **76.92%** increase.

Closed versus Listed trends yielded a **85.2%** ratio, down from previous year's, June 2019, at **92.9%**, a **8.26%** 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

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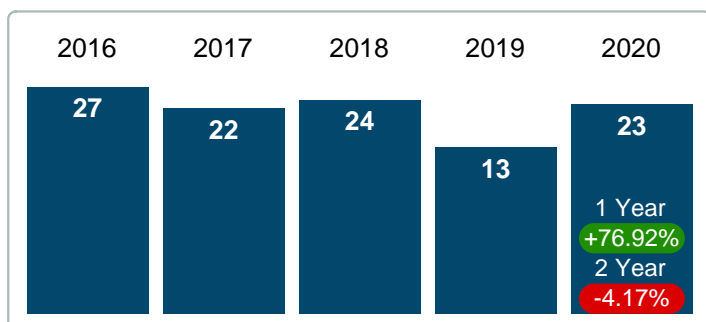
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



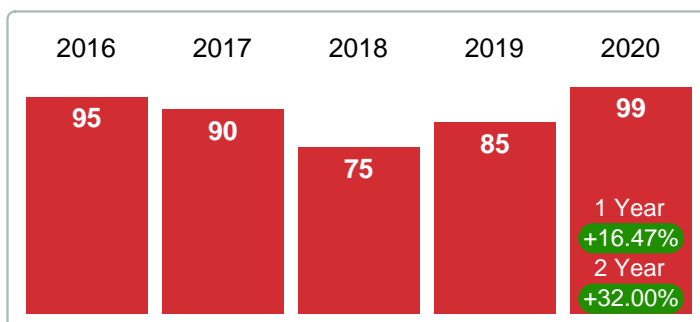
CLOSED LISTINGS

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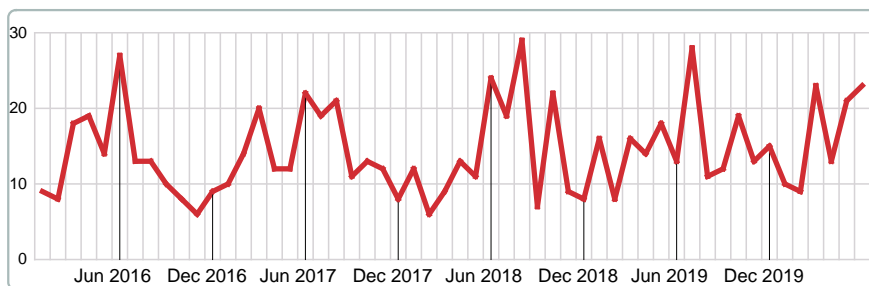
JUNE



YEAR TO DATE (YTD)

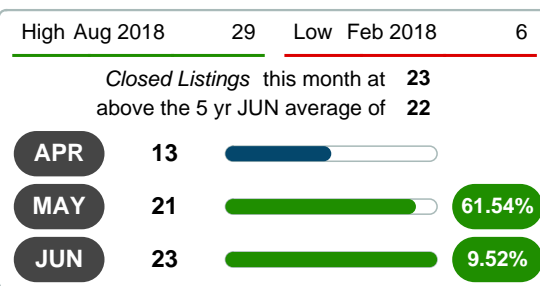


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 22



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	23	100.00%	26.1	1	17	5	0
Total Closed Units	23			1	17	5	0
Total Closed Volume	33,655	100%	26.1	695	24.57K	8,395	0.00B
Average Closed Price	\$1,463			\$695	\$1,445	\$1,679	\$0

June 2020



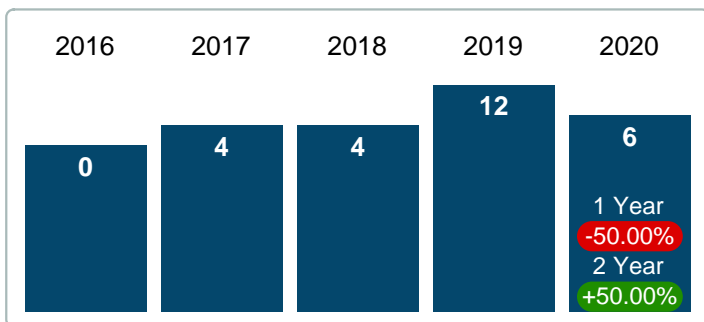
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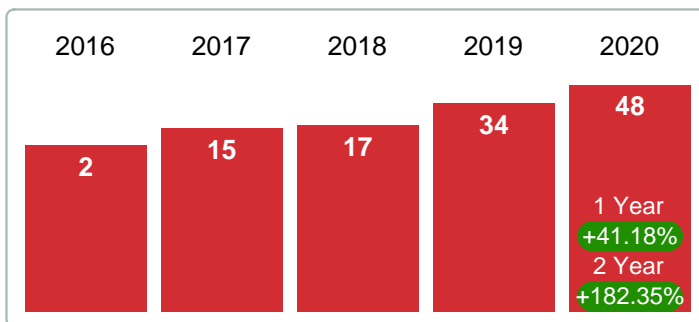
PENDING LISTINGS

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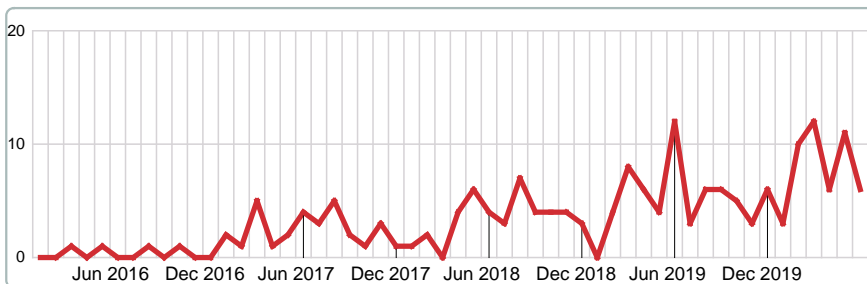
JUNE



YEAR TO DATE (YTD)

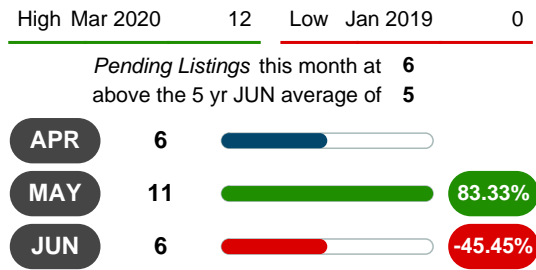


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 5



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	6	100.00%	4.7	1	4	1	0
Total Pending Units	6			1	4	1	0
Total Pending Volume	8,165	100%	4.7	950	5,670	1,545	0.00B
Average Listing Price	\$1,361			\$950	\$1,418	\$1,545	\$0

June 2020



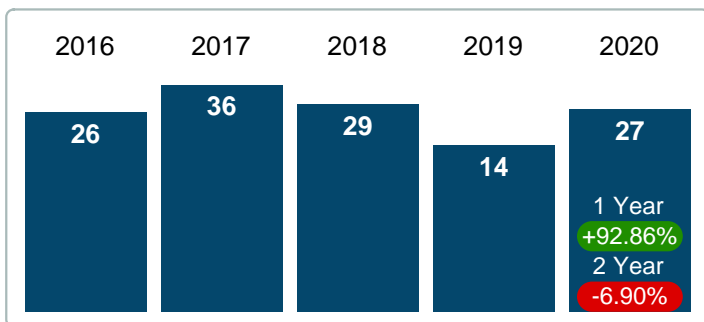
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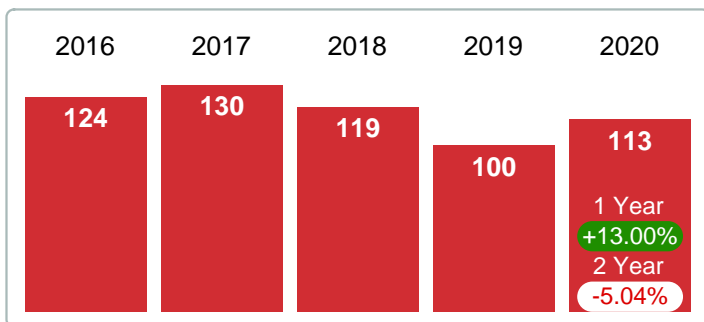
NEW LISTINGS

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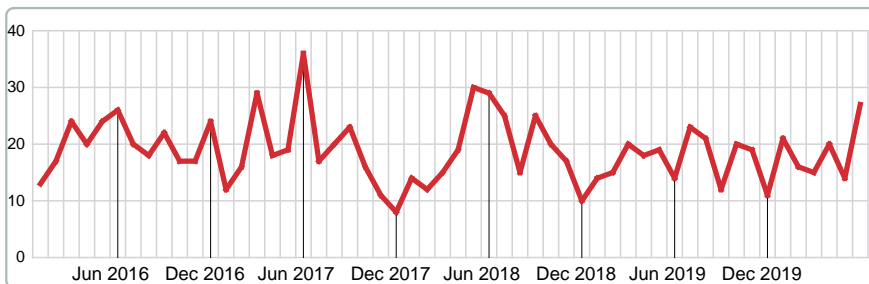
JUNE



YEAR TO DATE (YTD)

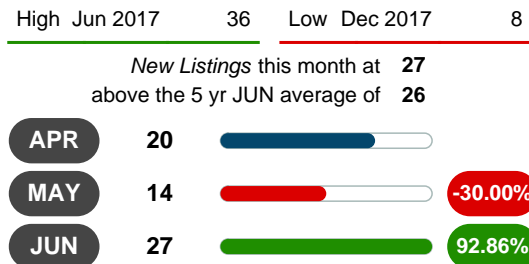


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 26



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	27	100.00%	5	16	6	0
Total New Listed Units	27		5	16	6	0
Total New Listed Volume	42,615	100%	4,200	22.77K	15.65K	0.00B
Average New Listed Listing Price	\$1,588		\$840	\$1,423	\$2,608	\$0

June 2020



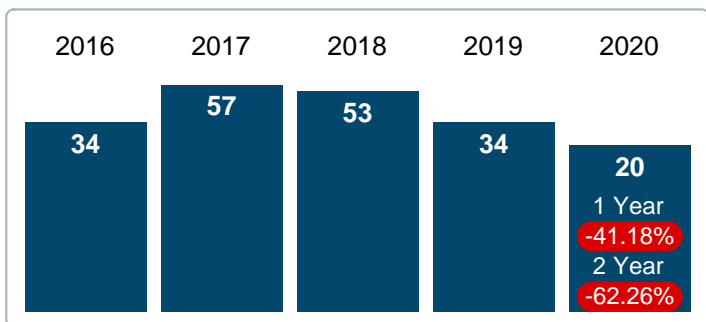
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



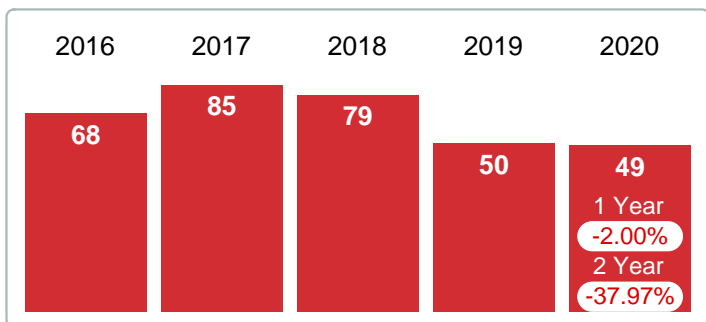
ACTIVE INVENTORY

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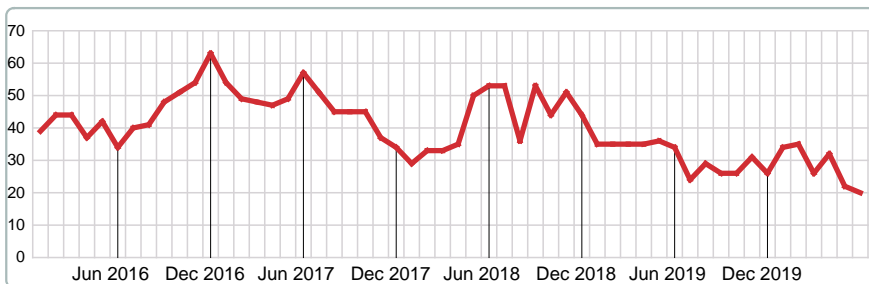
END OF JUNE



ACTIVE DURING JUNE

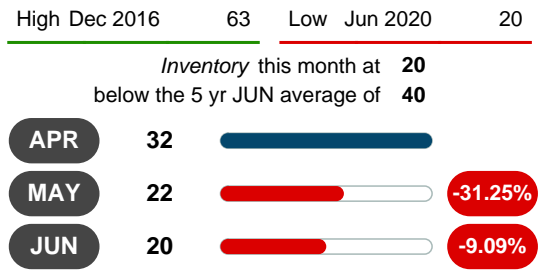


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 40



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	20	100.00%	28.6	6	8	5	1
Total Active Inventory by Units			20	6	8	5	1
Total Active Inventory by Volume			34,035	5,195	11.24K	14.10K	3,500
Average Active Inventory Listing Price			\$1,702	\$866	\$1,405	\$2,820	\$3,500

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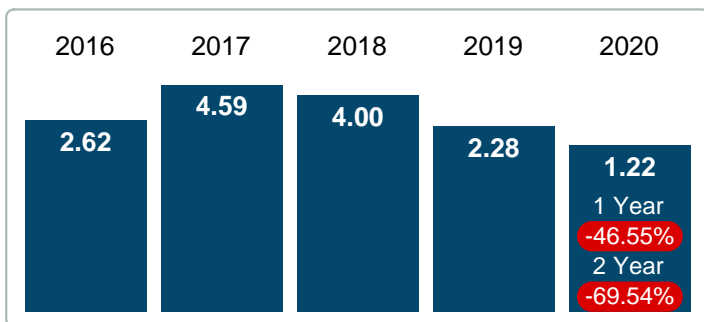
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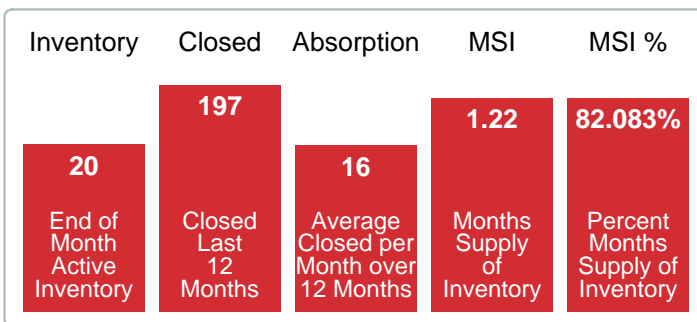
MONTHS SUPPLY of INVENTORY (MSI)

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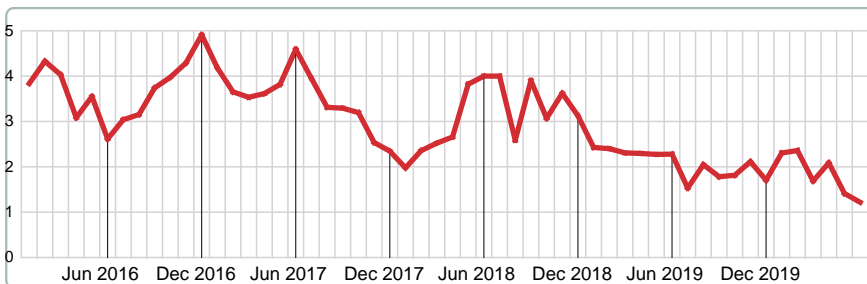
MSI FOR JUNE



INDICATORS FOR JUNE 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 2.94

High Dec 2016 4.91 Low Jun 2020 1.22

Months Supply this month at 1.22 below the 5 yr JUN average of 2.94



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	20	100.00%	1.22	3.43	0.81	1.22	1.50
Market Supply of Inventory (MSI)			1.22	3.43	0.81	1.22	1.50
Total Active Inventory by Units		100%	1.22	6	8	5	1

June 2020



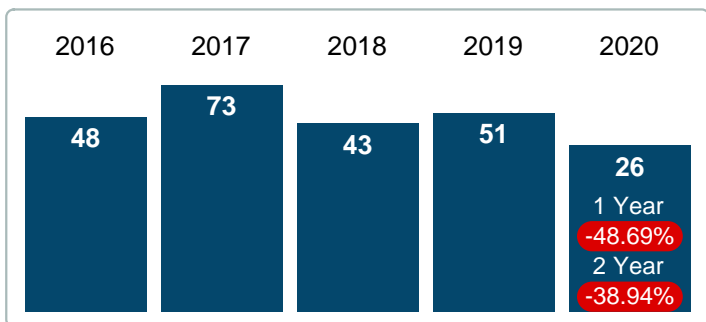
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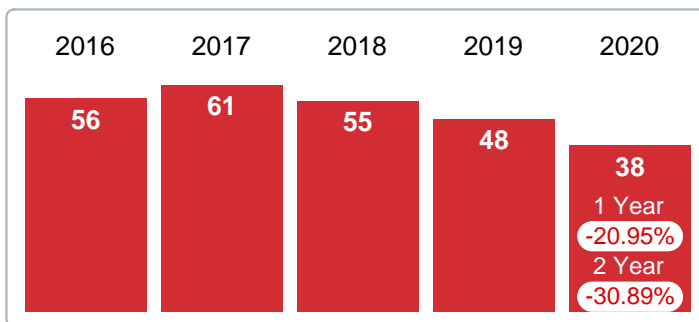
AVERAGE DAYS ON MARKET TO SALE

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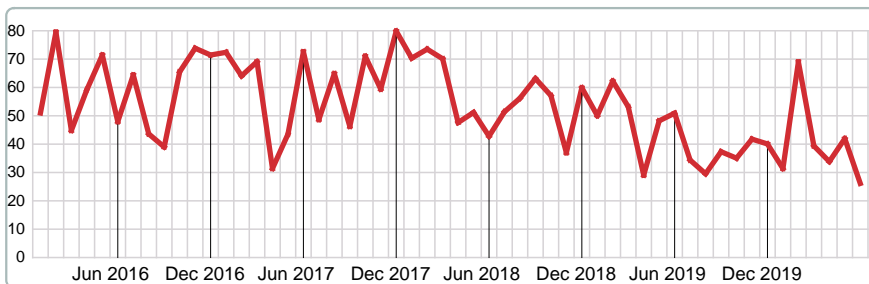
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

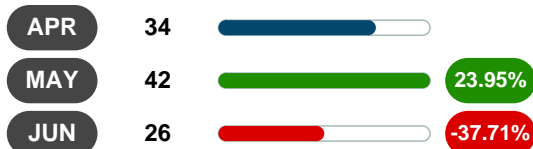


3 MONTHS

5 year JUN AVG = 48

High Dec 2017 80 Low Jun 2020 26

Average Days on Market to Sale this month at 26 below the 5 yr JUN average of 48



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	23	100.00%	26	30	29	17	0
Average Closed DOM			26	30	29	17	0
Total Closed Units		100%	26	1	17	5	
Total Closed Volume			33,655	695	24.57K	8,395	0.00B

June 2020



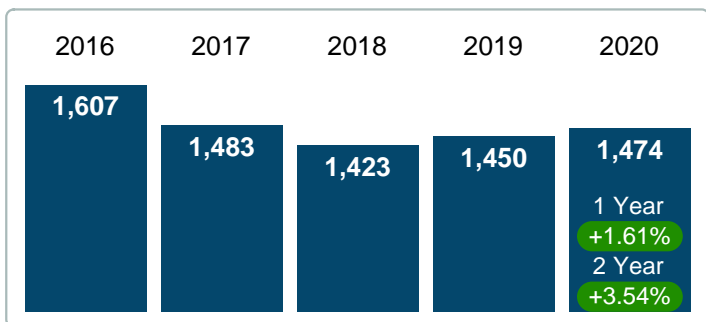
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



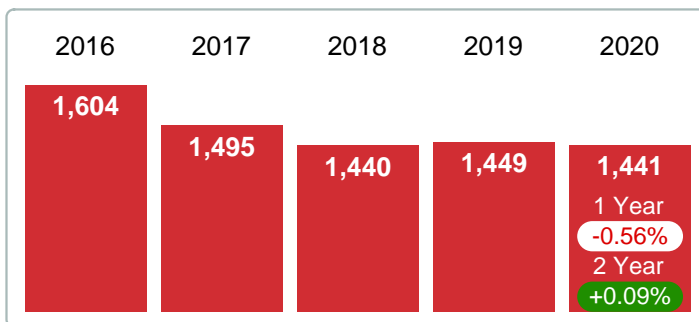
AVERAGE LIST PRICE AT CLOSING

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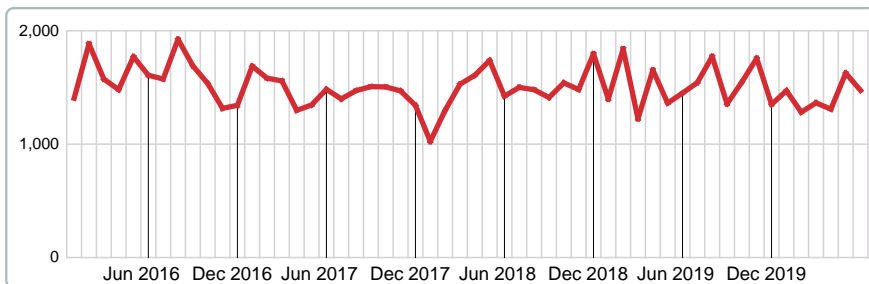
JUNE



YEAR TO DATE (YTD)

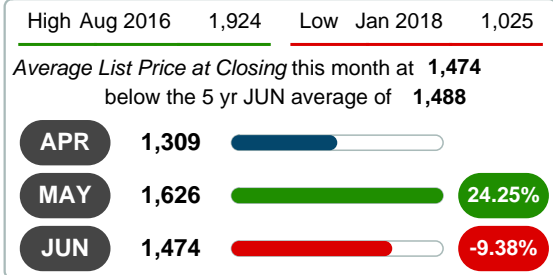


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,488



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	23	100.00%	1,474	695	1,447	1,719	0
Average List Price			1,474	695	1,447	1,719	0
Total Closed Units		100%	1,474	1	17	5	
Total Closed Volume			33,895	695	24.61K	8,595	0.00B

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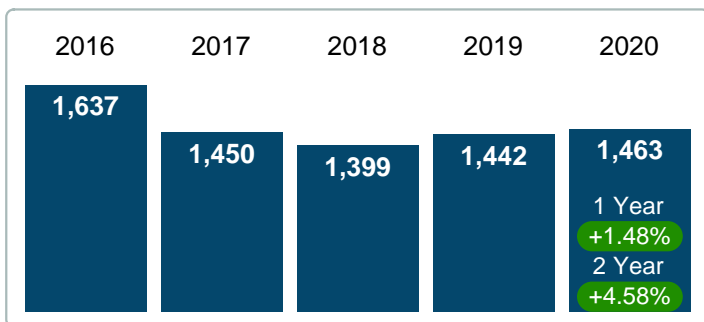
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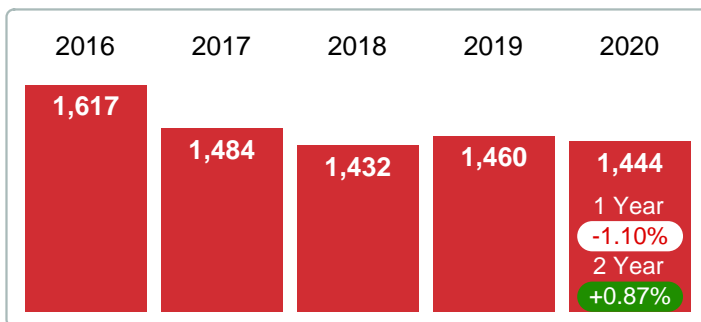
AVERAGE SOLD PRICE AT CLOSING

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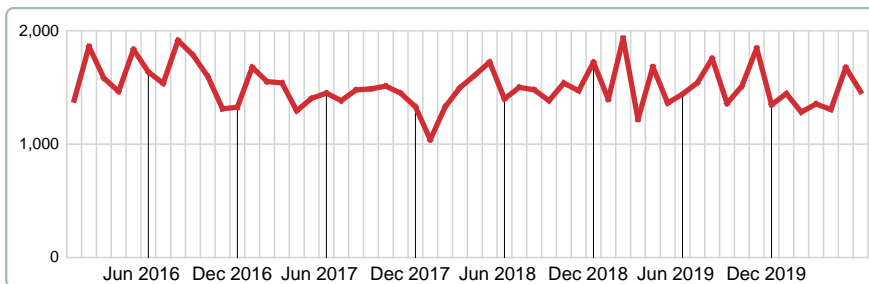
JUNE



YEAR TO DATE (YTD)

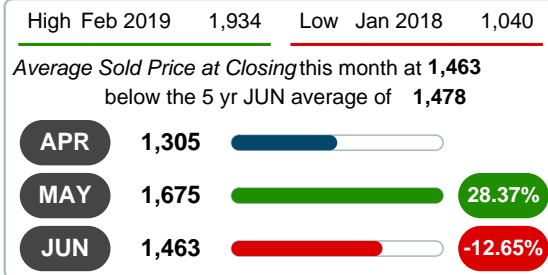


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,478



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	23	100.00%	1,463	695	1,445	1,679	0
Average Sold Price			1,463	695	1,445	1,679	0
Total Closed Units		100%	1,463	1	17	5	
Total Closed Volume			33,655	695	24.57K	8,395	0.00B

June 2020



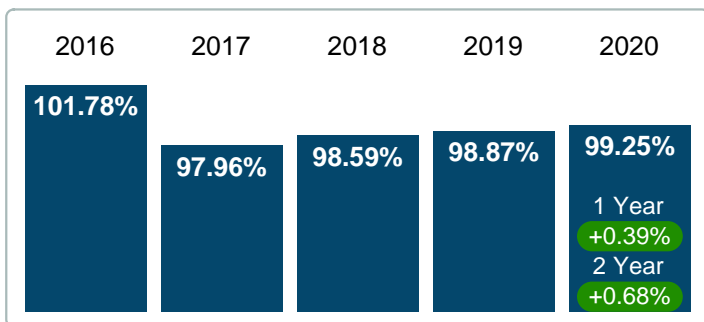
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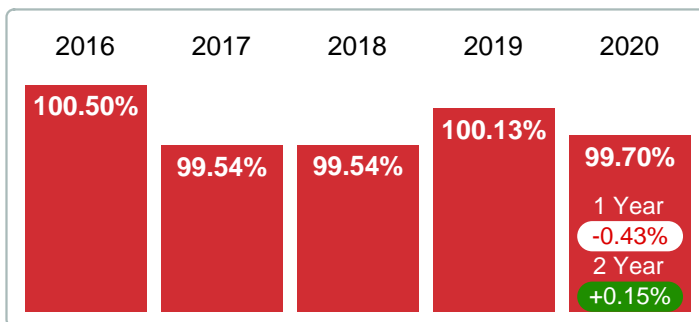
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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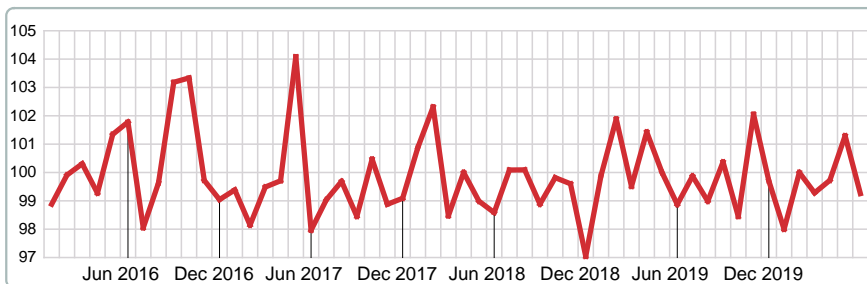
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

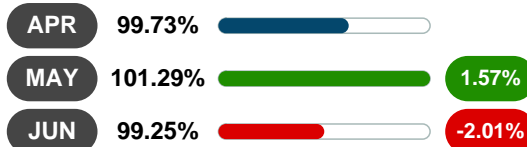


3 MONTHS

5 year JUN AVG = 99.29%

High May 2017 104.08% Low Dec 2018 97.04%

Average Sold/List Ratio this month at **99.25%** equal to 5 yr JUN average of **99.29%**



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	23	100.00%	99.25%	100.00%	99.50%	98.26%	0.00%
Average Sold/List Ratio		99.30%		100.00%	99.50%	98.26%	0.00%
Total Closed Units		23	100%	1	17	5	
Total Closed Volume		33,655		695	24.57K	8,395	0.00B

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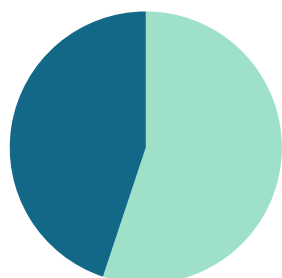
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MARKET SUMMARY

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INVENTORY

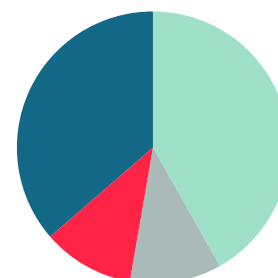


Inventory
 New Listings
27 = 55.10%
 Start Inventory
22
 Total Inventory Units
49
 Volume
\$73,525

Market Activity

Closed Sales
23 = 41.82%
 Pending Sales
6 = 10.91%
 Other Off Market
6 = 10.91%
 Active Inventory
20 = 36.36%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	13	23	76.92%	85	99	16.47%
Pending Sales	12	6	-50.00%	34	48	41.18%
New Listings	14	27	92.86%	100	113	13.00%
Average List Price	1,450	1,474	1.61%	1,449	1,441	-0.56%
Average Sale Price	1,442	1,463	1.48%	1,460	1,444	-1.10%
Average Percent of Selling Price to List Price	98.87%	99.25%	0.39%	100.13%	99.70%	-0.43%
Average Days on Market to Sale	50.92	26.13	-48.69%	48.08	38.01	-20.95%
Monthly Inventory	34	20	-41.18%	34	20	-41.18%
Months Supply of Inventory	2.28	1.22	-46.55%	2.28	1.22	-46.55%

Absorption: Last 12 months, an Average of **16** Sales/Month

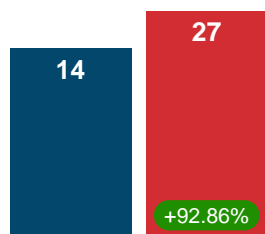
Inventory on June 30, 2020 = 20

2019 **2020**

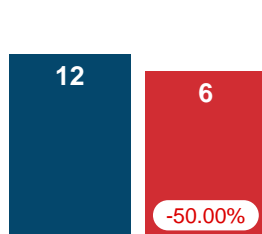
JUNE MARKET

AVERAGE PRICES

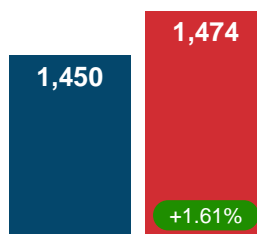
New Listings



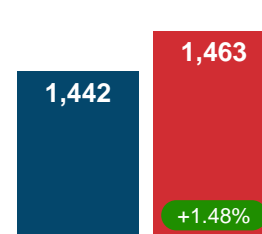
Pending Listings



List Price



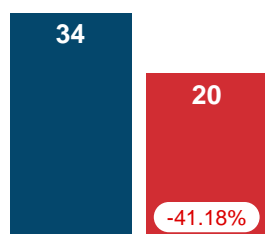
Sale Price



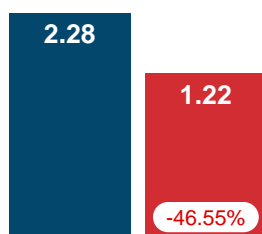
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

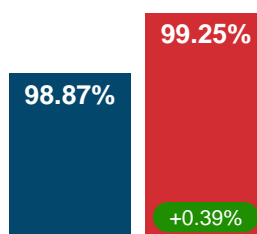
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

