

## June 2020



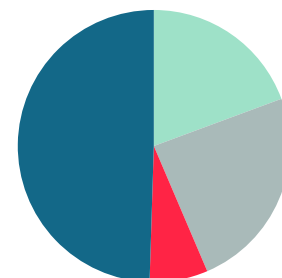
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	1,376	1,605	16.64%
Pending Listings	1,361	2,008	47.54%
New Listings	2,008	2,151	7.12%
Average List Price	215,212	223,016	3.63%
Average Sale Price	209,943	218,701	4.17%
Average Percent of Selling Price to List Price	97.80%	98.12%	0.33%
Average Days on Market to Sale	35.37	33.54	-5.17%
End of Month Inventory	7,322	4,104	-43.95%
Months Supply of Inventory	5.83	3.23	-44.64%



■ Closed (19.36%)  
■ Pending (24.22%)  
■ Other OffMarket (6.92%)  
■ Active (49.50%)

**Absorption:** Last 12 months, an Average of **1,272** Sales/Month  
**Active Inventory** as of June 30, 2020 = **4,104**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2020 decreased **43.95%** to 4,104 existing homes available for sale. Over the last 12 months this area has had an average of 1,272 closed sales per month. This represents an unsold inventory index of **3.23** 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 **4.17%** in June 2020 to \$218,701 versus the previous year at \$209,943.

##### Average Days on Market Shortens

The average number of **33.54** days that homes spent on the market before selling decreased by 1.83 days or **5.17%** in June 2020 compared to last year's same month at **35.37** 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 strong this month.

There were 2,151 New Listings in June 2020, up **7.12%** from last year at 2,008. Furthermore, there were 1,605 Closed Listings this month versus last year at 1,376, a **16.64%** increase.

Closed versus Listed trends yielded a **74.6%** ratio, up from previous year's, June 2019, at **68.5%**, a **8.89%** 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

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

# June 2020



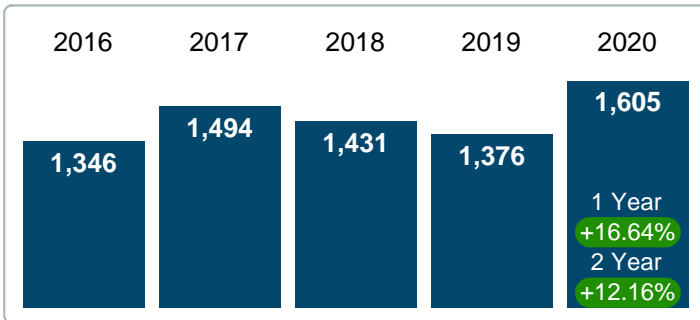
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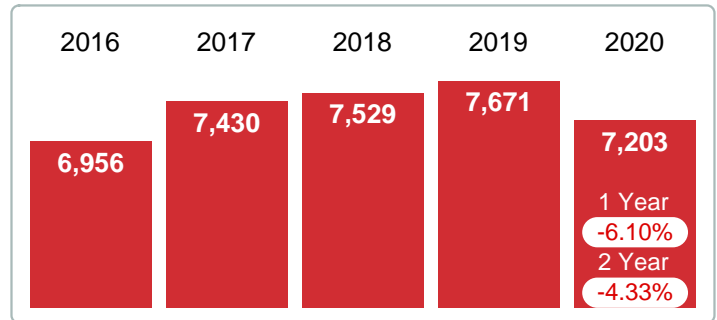
## CLOSED LISTINGS

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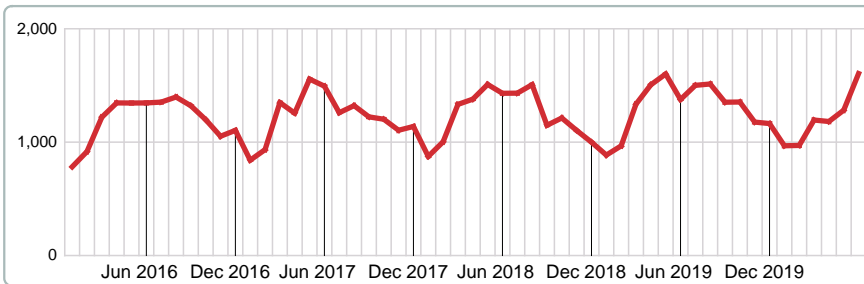
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,450

High Jun 2020 1,605 Low Jan 2016 782

Closed Listings this month at 1,605 above the 5 yr JUN average of 1,450



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	160	9.97%	46.4	107	45	8	0
\$75,001 - \$125,000	210	13.08%	29.6	66	124	19	1
\$125,001 - \$150,000	148	9.22%	24.1	23	111	14	0
\$150,001 - \$200,000	372	23.18%	22.0	22	273	76	1
\$200,001 - \$275,000	303	18.88%	32.1	21	140	135	7
\$275,001 - \$375,000	248	15.45%	36.7	8	82	130	28
\$375,001 and up	164	10.22%	58.7	6	21	96	41
<b>Total Closed Units</b>	<b>1,605</b>			<b>253</b>	<b>796</b>	<b>478</b>	<b>78</b>
<b>Total Closed Volume</b>	<b>351,015,768</b>	<b>100%</b>	<b>33.5</b>	<b>28.49M</b>	<b>148.45M</b>	<b>141.12M</b>	<b>32.95M</b>
<b>Average Closed Price</b>	<b>\$218,701</b>			<b>\$112,606</b>	<b>\$186,497</b>	<b>\$295,236</b>	<b>\$422,462</b>

# June 2020



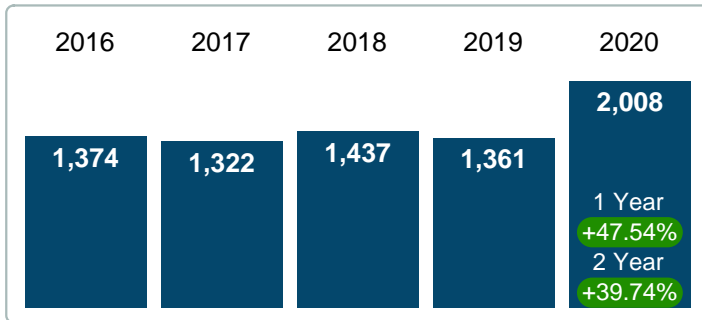
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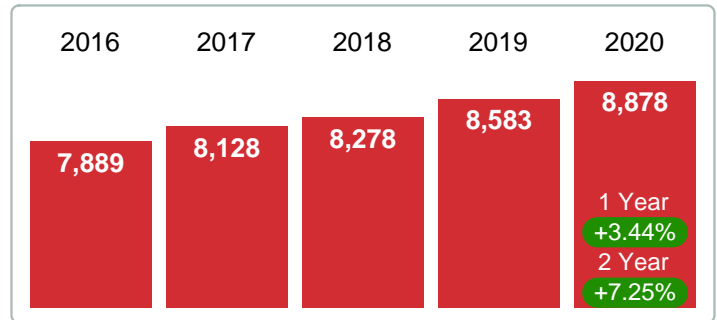
## PENDING LISTINGS

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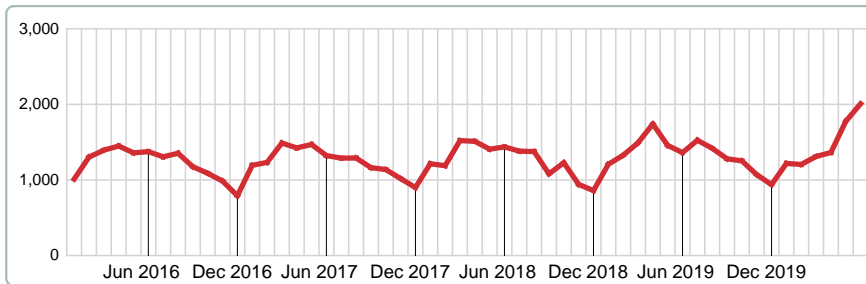
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,500

High Jun 2020 2,008 Low Dec 2016 791

Pending Listings this month at 2,008 above the 5 yr JUN average of 1,500



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	197	9.81%	49.9	137	49	9	2
\$75,001 - \$125,000	258	12.85%	32.7	80	154	19	5
\$125,001 - \$150,000	167	8.32%	31.3	31	115	20	1
\$150,001 - \$225,000	581	28.93%	30.1	43	394	127	17
\$225,001 - \$275,000	262	13.05%	35.3	11	113	125	13
\$275,001 - \$400,000	349	17.38%	41.0	13	106	183	47
\$400,001 and up	194	9.66%	54.7	6	31	99	58
<b>Total Pending Units</b>	<b>2,008</b>			<b>321</b>	<b>962</b>	<b>582</b>	<b>143</b>
<b>Total Pending Volume</b>	<b>485,240,324</b>	<b>100%</b>	<b>39.3</b>	<b>43.53M</b>	<b>194.03M</b>	<b>182.19M</b>	<b>65.49M</b>
<b>Average Listing Price</b>	<b>\$233,124</b>			<b>\$135,605</b>	<b>\$201,696</b>	<b>\$313,037</b>	<b>\$457,986</b>

# June 2020



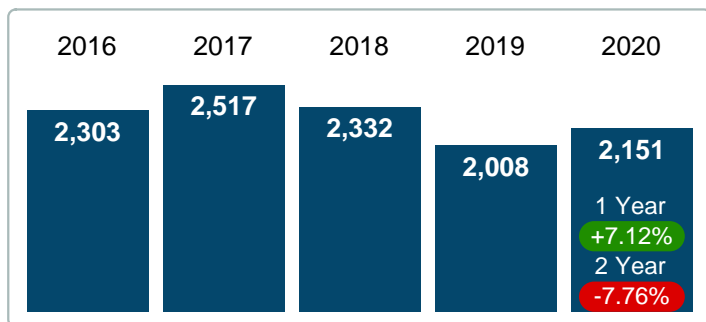
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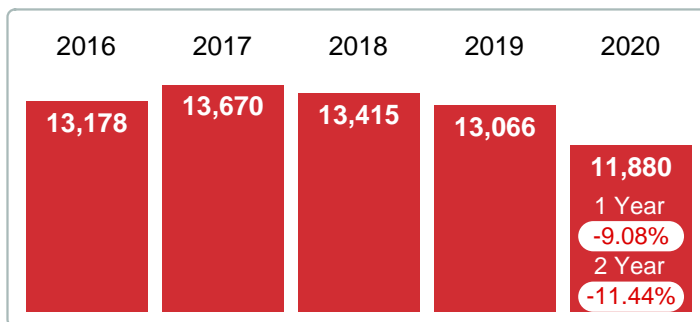
## NEW LISTINGS

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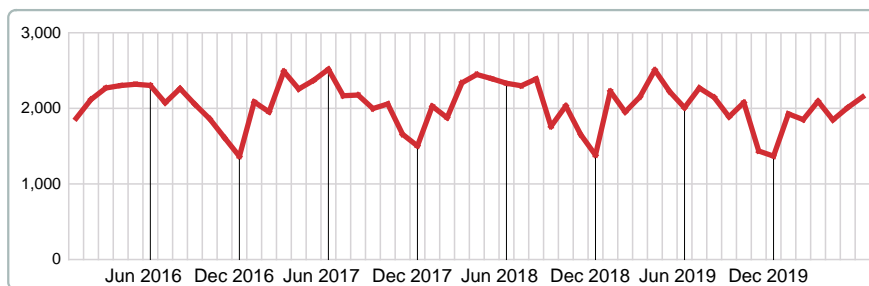
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

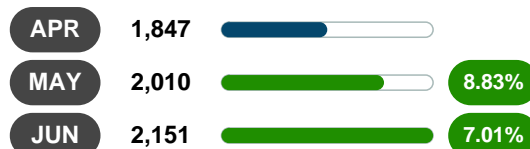


### 3 MONTHS

5 year JUN AVG = 2,262

High Jun 2017 2,517 Low Dec 2016 1,365

New Listings this month at 2,151  
below the 5 yr JUN average of 2,262



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	168	7.81%	145	20	2	1
\$50,001 - \$100,000	209	9.72%	113	87	8	1
\$100,001 - \$150,000	282	13.11%	60	202	17	3
\$150,001 - \$250,000	682	31.71%	53	430	180	19
\$250,001 - \$325,000	321	14.92%	31	117	145	28
\$325,001 - \$450,000	271	12.60%	31	69	134	37
\$450,001 and up	218	10.13%	42	32	86	58
<b>Total New Listed Units</b>	<b>2,151</b>		<b>475</b>	<b>957</b>	<b>572</b>	<b>147</b>
<b>Total New Listed Volume</b>	<b>571,715,181</b>	<b>100%</b>	<b>106.85M</b>	<b>202.39M</b>	<b>188.76M</b>	<b>73.72M</b>
<b>Average New Listed Listing Price</b>	<b>\$246,770</b>		<b>\$224,953</b>	<b>\$211,480</b>	<b>\$330,001</b>	<b>\$501,466</b>

# June 2020



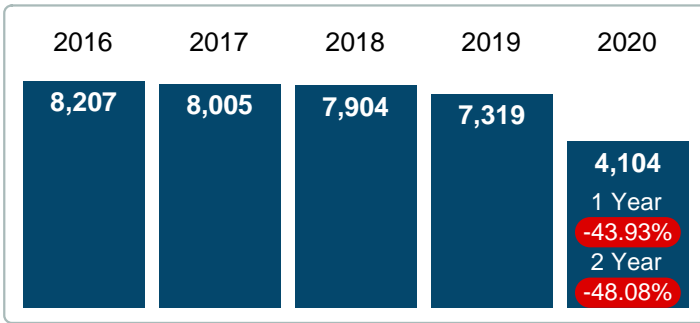
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



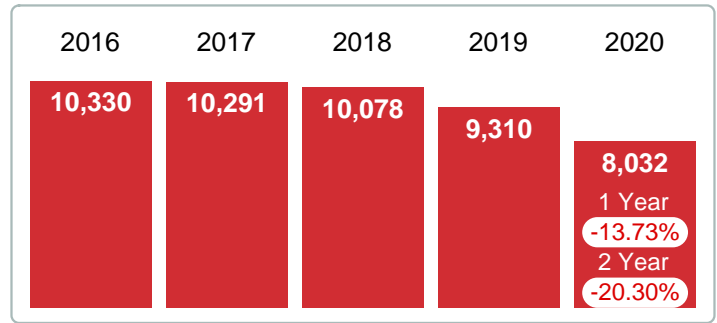
## ACTIVE INVENTORY

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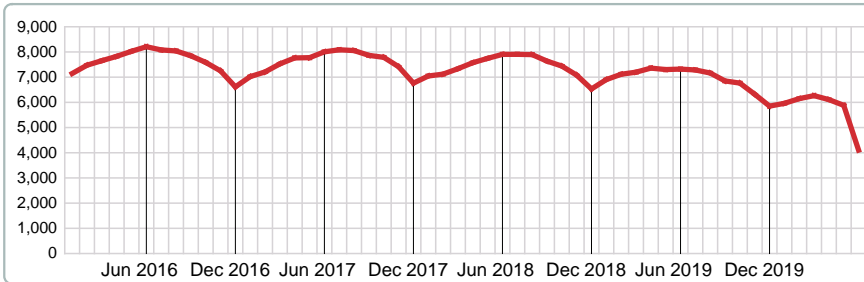
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

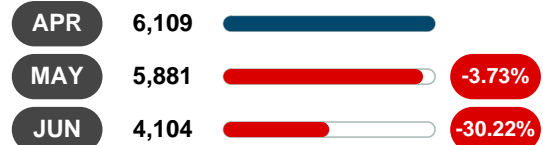


### 3 MONTHS

5 year JUN AVG = 7,108

High Jun 2016 8,207 Low Jun 2020 4,104

Inventory this month at 4,104  
below the 5 yr JUN average of 7,108



### 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	204	4.97%	87.1	193	7	3	1
\$25,001 - \$75,000	599	14.60%	95.6	495	84	18	2
\$75,001 - \$150,000	647	15.77%	83.3	419	196	27	5
\$150,001 - \$275,000	945	23.03%	64.7	242	423	252	28
\$275,001 - \$425,000	791	19.27%	72.1	120	255	332	84
\$425,001 - \$700,000	499	12.16%	79.8	86	82	228	103
\$700,001 and up	419	10.21%	98.2	171	35	101	112
<b>Total Active Inventory by Units</b>	<b>4,104</b>			<b>1,726</b>	<b>1,082</b>	<b>961</b>	<b>335</b>
<b>Total Active Inventory by Volume</b>	<b>1,438,256,500</b>	<b>100%</b>	<b>79.9</b>	<b>496.45M</b>	<b>288.73M</b>	<b>412.33M</b>	<b>240.75M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$350,452</b>			<b>\$287,630</b>	<b>\$266,846</b>	<b>\$429,065</b>	<b>\$718,654</b>

# June 2020



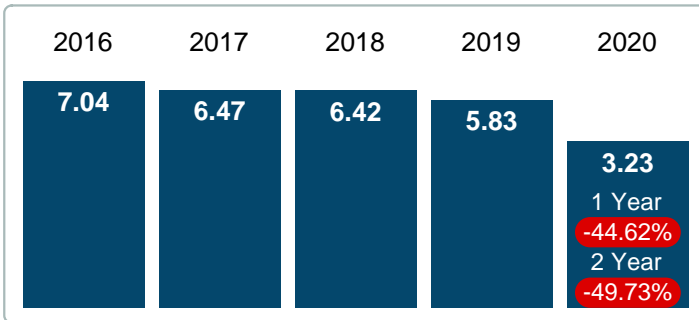
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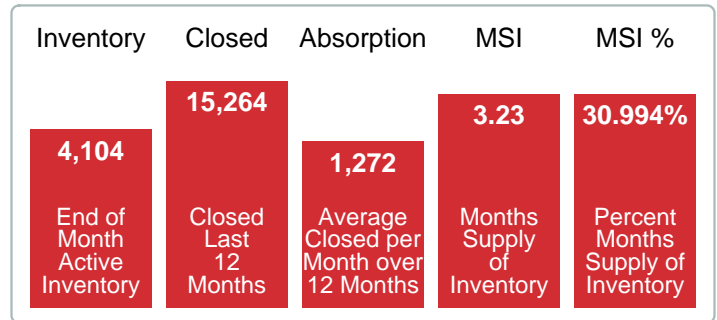
## MONTHS SUPPLY of INVENTORY (MSI)

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

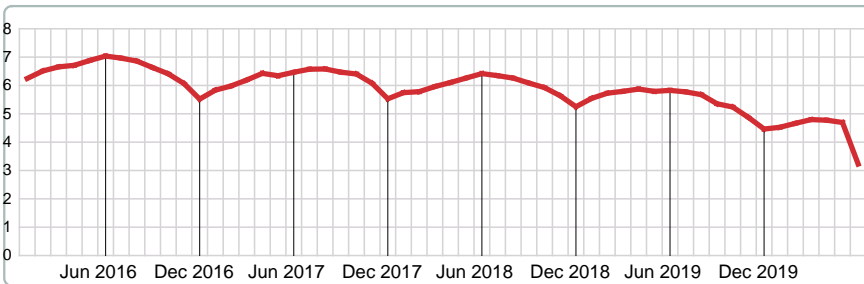
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

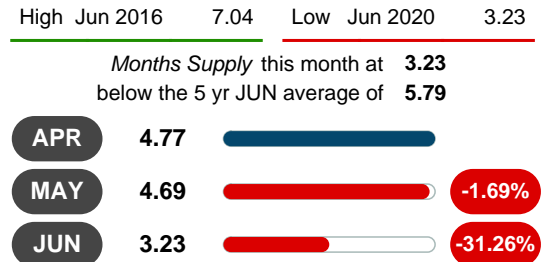


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 5.79



### 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
\$25,000 and less	204	4.97%	6.73	8.27	1.09	7.20	6.00
\$25,001 - \$75,000	599	14.60%	4.77	7.06	1.74	2.67	4.00
\$75,001 - \$150,000	647	15.77%	2.00	6.61	0.86	0.92	2.22
\$150,001 - \$275,000	945	23.03%	1.77	7.48	1.32	1.51	2.23
\$275,001 - \$425,000	791	19.27%	4.22	17.35	4.69	3.12	4.24
\$425,001 - \$700,000	499	12.16%	8.88	36.86	7.57	7.75	7.58
\$700,001 and up	419	10.21%	25.52	128.25	16.80	12.76	22.03
Market Supply of Inventory (MSI)			3.23	8.64	1.61	2.76	6.20
Total Active Inventory by Units		100%	3.23	1,726	1,082	961	335

# June 2020



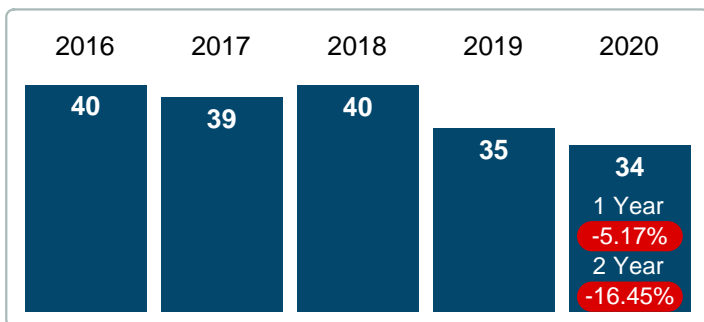
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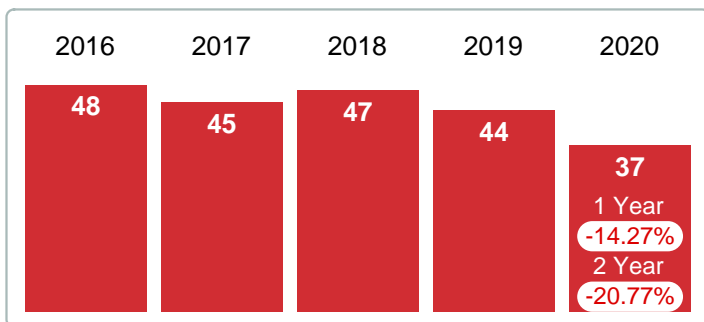
## AVERAGE DAYS ON MARKET TO SALE

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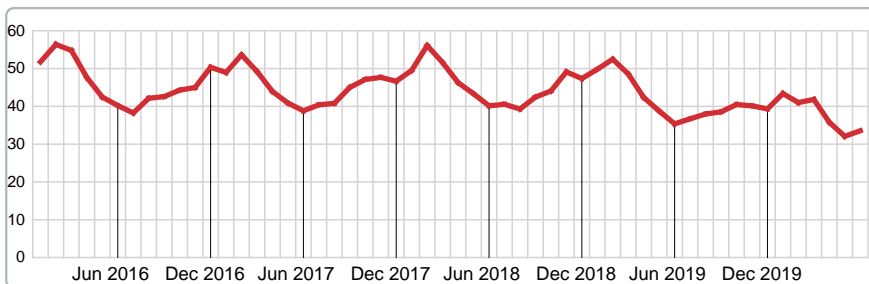
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

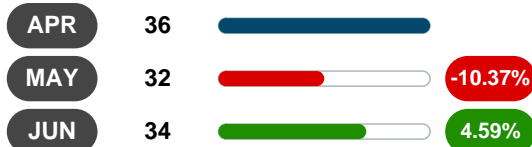


### 3 MONTHS

5 year JUN AVG = 38

High Feb 2016 56 Low May 2020 32

Average Days on Market to Sale this month at 34 below the 5 yr JUN average of 38



### 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
\$75,000 and less	9.97%	46	50	38	48	0
\$75,001 - \$125,000	13.08%	30	41	24	26	61
\$125,001 - \$150,000	9.22%	24	51	18	31	0
\$150,001 - \$200,000	23.18%	22	48	17	32	35
\$200,001 - \$275,000	18.88%	32	59	28	31	49
\$275,001 - \$375,000	15.45%	37	49	42	32	37
\$375,001 and up	10.22%	59	174	46	55	56
<b>Average Closed DOM</b>		<b>34</b>				
<b>Total Closed Units</b>		<b>1,605</b>				
<b>Total Closed Volume</b>		<b>351,015,768</b>				
			<b>51</b>	<b>25</b>	<b>37</b>	<b>48</b>
			<b>253</b>	<b>796</b>	<b>478</b>	<b>78</b>
			<b>28.49M</b>	<b>148.45M</b>	<b>141.12M</b>	<b>32.95M</b>

# June 2020



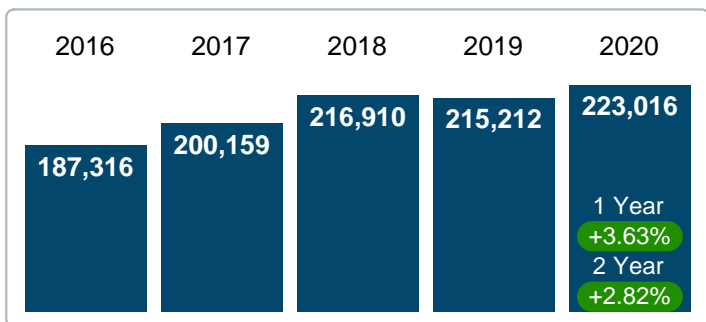
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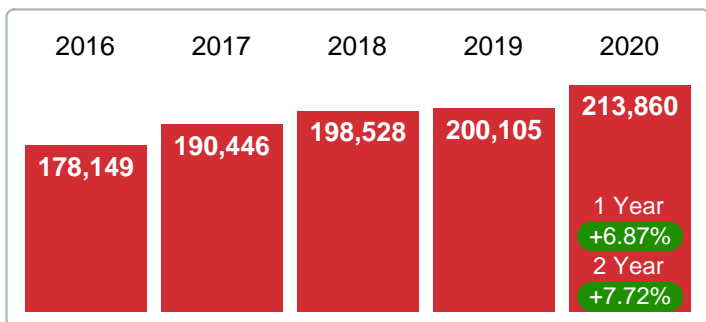
## AVERAGE LIST PRICE AT CLOSING

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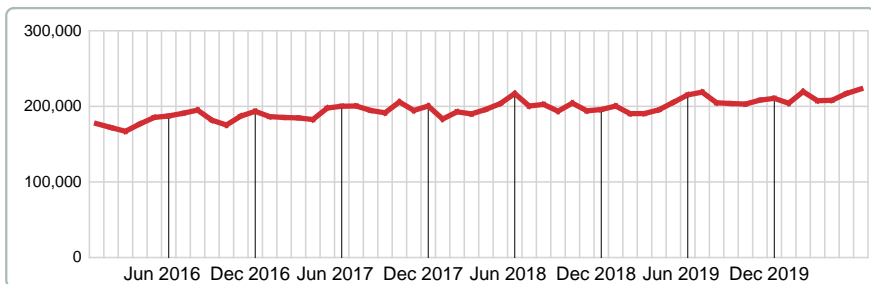
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

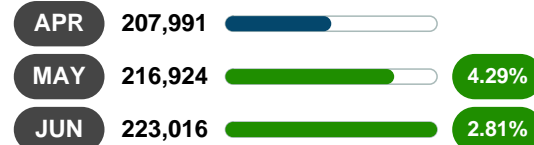


### 3 MONTHS

5 year JUN AVG = 208,523

High Jun 2020 223,016 Low Mar 2016 166,996

Average List Price at Closing this month at **223,016**  
above the 5 yr JUN average of **208,523**



### 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
\$75,000 and less	9.47%	46,394	43,998	56,311	65,863	0
\$75,001 - \$125,000	12.59%	105,005	108,268	108,048	116,022	145,000
\$125,001 - \$150,000	9.91%	139,173	142,178	138,801	139,471	0
\$150,001 - \$200,000	23.18%	176,682	178,027	175,672	183,450	176,500
\$200,001 - \$275,000	18.75%	235,171	233,705	234,313	238,607	250,529
\$275,001 - \$375,000	15.33%	318,420	334,813	322,322	319,566	327,564
\$375,001 and up	10.78%	535,873	521,500	574,448	535,979	548,975
<b>Average List Price</b>		<b>223,016</b>	<b>117,610</b>	<b>189,190</b>	<b>300,912</b>	<b>432,756</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>223,016</b>	<b>253</b>	<b>796</b>	<b>478</b>	<b>78</b>
<b>Total Closed Volume</b>		<b>357,941,009</b>	<b>29.76M</b>	<b>150.59M</b>	<b>143.84M</b>	<b>33.75M</b>



# June 2020



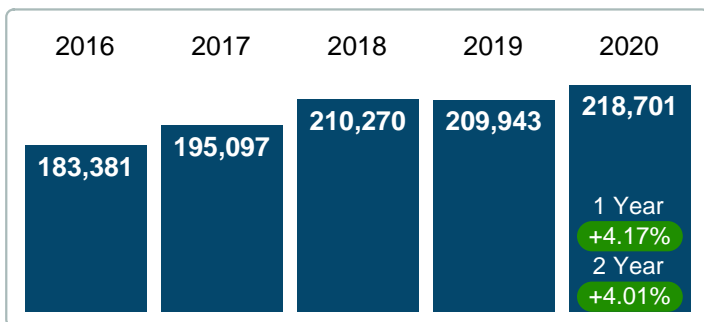
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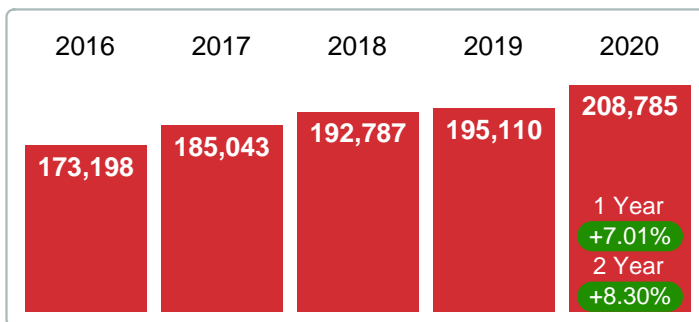
## AVERAGE SOLD PRICE AT CLOSING

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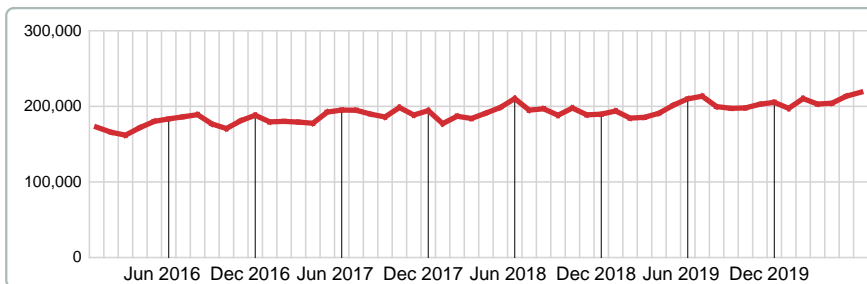
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

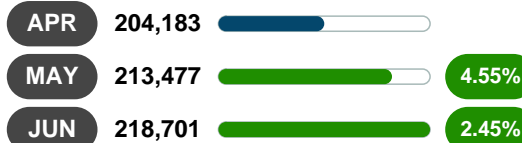


### 3 MONTHS

5 year JUN AVG = 203,478

High Jun 2020 218,701 Low Mar 2016 161,843

Average Sold Price at Closing this month at **218,701** above the 5 yr JUN average of **203,478**



### 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
\$75,000 and less	9.97%	44,843	40,944	51,430	59,938	0
\$75,001 - \$125,000	13.08%	104,787	103,244	105,512	104,716	118,000
\$125,001 - \$150,000	9.22%	138,995	139,506	138,984	138,250	0
\$150,001 - \$200,000	23.18%	176,117	174,341	174,846	181,177	177,500
\$200,001 - \$275,000	18.88%	233,946	230,993	231,397	236,465	245,214
\$275,001 - \$375,000	15.45%	316,325	308,781	315,228	316,188	322,332
\$375,001 and up	10.22%	526,918	488,167	554,729	520,015	534,507
<b>Average Sold Price</b>		<b>218,701</b>	<b>112,606</b>	<b>186,497</b>	<b>295,236</b>	<b>422,462</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>218,701</b>	<b>253</b>	<b>796</b>	<b>478</b>	<b>78</b>
<b>Total Closed Volume</b>		<b>351,015,768</b>	<b>28.49M</b>	<b>148.45M</b>	<b>141.12M</b>	<b>32.95M</b>

# June 2020



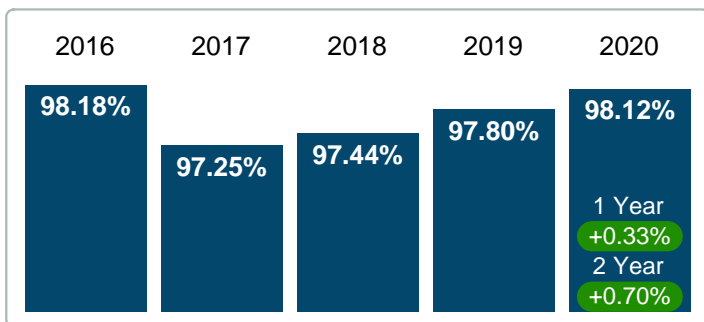
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



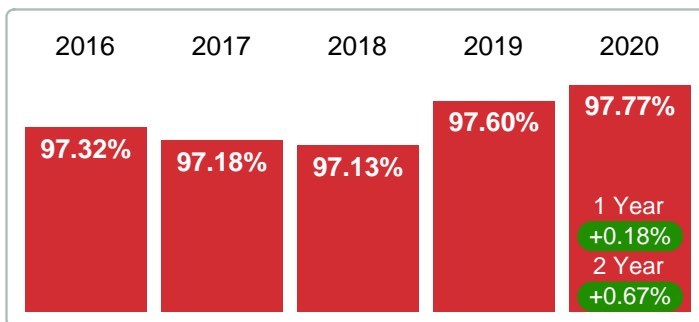
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

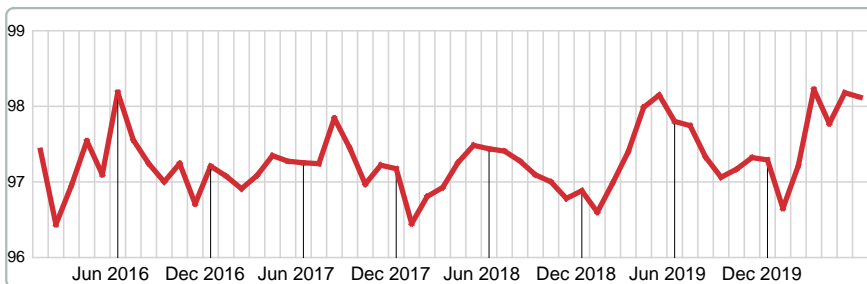
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

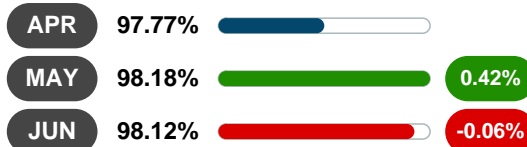


### 3 MONTHS

5 year JUN AVG = 97.76%

High Mar 2020 98.22% Low Feb 2016 96.44%

Average Sold/List Ratio this month at **98.12%** equal to 5 yr JUN average of **97.76%**



## 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
\$75,000 and less	160	9.97%	93.21%	94.05%	91.55%	91.19%	0.00%
\$75,001 - \$125,000	210	13.08%	97.16%	96.10%	98.55%	92.50%	81.38%
\$125,001 - \$150,000	148	9.22%	99.89%	98.27%	100.31%	99.21%	0.00%
\$150,001 - \$200,000	372	23.18%	99.38%	98.25%	99.60%	98.92%	100.57%
\$200,001 - \$275,000	303	18.88%	99.02%	98.87%	98.91%	99.21%	97.91%
\$275,001 - \$375,000	248	15.45%	98.44%	92.63%	98.02%	99.04%	98.55%
\$375,001 and up	164	10.22%	97.55%	94.14%	96.98%	97.71%	97.95%
Average Sold/List Ratio		98.10%		95.69%	98.73%	98.41%	97.98%
Total Closed Units	1,605	100%	98.10%	253	796	478	78
Total Closed Volume	351,015,768			28.49M	148.45M	141.12M	32.95M

# June 2020



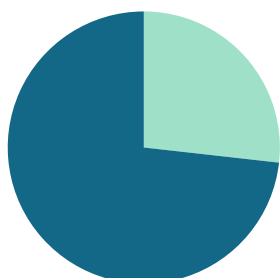
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

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

### INVENTORY

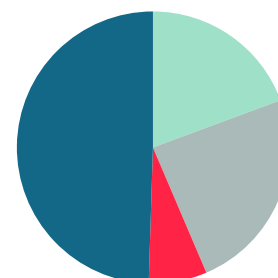


**Inventory**  
 New Listings  
**2,151 = 26.78%**  
 Start Inventory  
**5,882**  
 Total Inventory Units  
**8,033**  
 Volume  
**\$2,401,031,684**

### Market Activity

Closed Sales  
**1,605 = 19.36%**  
 Pending Sales  
**2,008 = 24.22%**  
 Other Off Market  
**574 = 6.92%**  
 Active Inventory  
**4,104 = 49.50%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,376	1,605	16.64%	7,671	7,203	-6.10%
Pending Sales	1,361	2,008	47.54%	8,583	8,878	3.44%
New Listings	2,008	2,151	7.12%	13,066	11,880	-9.08%
Average List Price	215,212	223,016	3.63%	200,105	213,860	6.87%
Average Sale Price	209,943	218,701	4.17%	195,110	208,785	7.01%
Average Percent of Selling Price to List Price	97.80%	98.12%	0.33%	97.60%	97.77%	0.18%
Average Days on Market to Sale	35.37	33.54	-5.17%	43.57	37.35	-14.27%
Monthly Inventory	7,322	4,104	-43.95%	7,322	4,104	-43.95%
Months Supply of Inventory	5.83	3.23	-44.64%	5.83	3.23	-44.64%

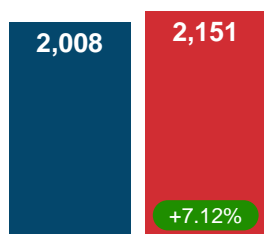
**Absorption:** Last 12 months, an Average of **1,272** Sales/Month

**Inventory on June 30, 2020 = 4,104** 2019 2020

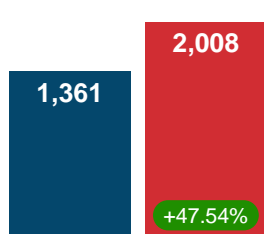
### JUNE MARKET

### AVERAGE PRICES

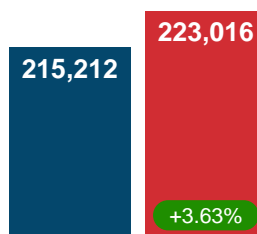
#### New Listings



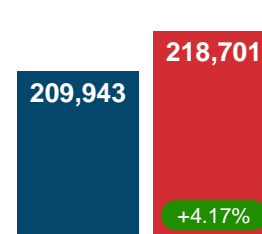
#### Pending Listings



#### List Price



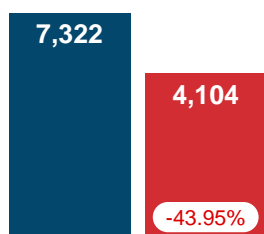
#### Sale Price



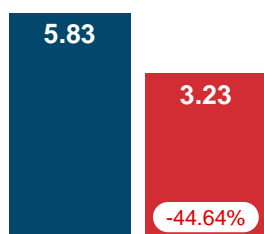
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

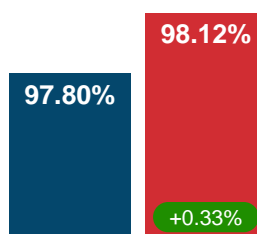
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

