

## June 2020



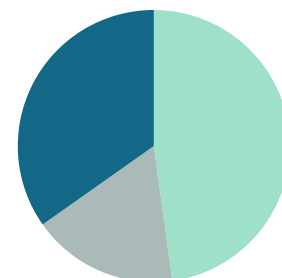
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) -  
Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	14	11	-21.43%
Pending Listings	6	4	-33.33%
New Listings	12	12	0.00%
Median List Price	1,360	1,425	4.78%
Median Sale Price	1,360	1,425	4.78%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	22.00	12.00	-45.45%
End of Month Inventory	15	8	-46.67%
Months Supply of Inventory	1.65	0.85	-48.55%



■ Closed (47.83%)  
■ Pending (17.39%)  
■ Other OffMarket (0.00%)  
■ Active (34.78%)

**Absorption:** Last 12 months, an Average of **9** Sales/Month  
**Active Inventory** as of June 30, 2020 = **8**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2020 decreased **46.67%** to 8 existing homes available for sale. Over the last 12 months this area has had an average of 9 closed sales per month. This represents an unsold inventory index of **0.85** MSI for this period.

##### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.78%** in June 2020 to \$1,425 versus the previous year at \$1,360.

##### Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 10.00 days or **45.45%** in June 2020 compared to last year's same month at **22.00** DOM.

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

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 12 New Listings in June 2020, down **0.00%** from last year at 12. Furthermore, there were 11 Closed Listings this month versus last year at 14, a **-21.43%** decrease.

Closed versus Listed trends yielded a **91.7%** ratio, down from previous year's, June 2019, at **116.7%**, a **21.43%** 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

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# June 2020



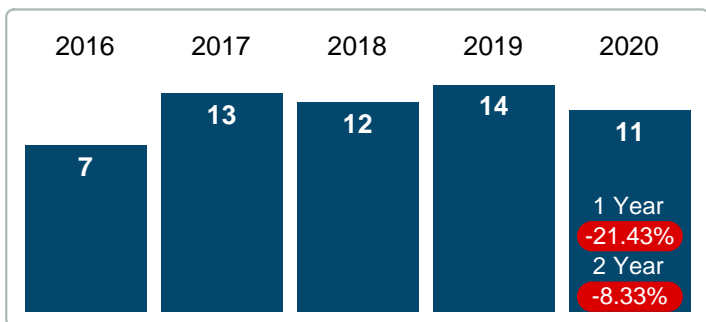
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



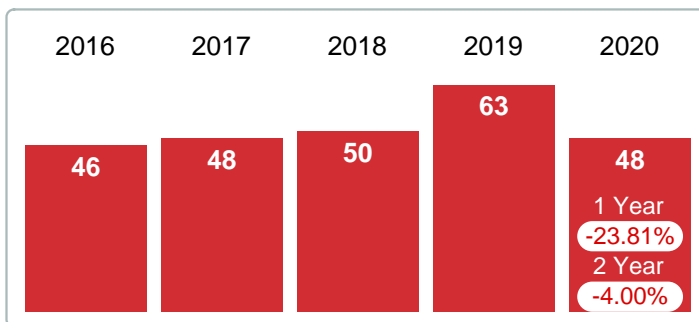
## CLOSED LISTINGS

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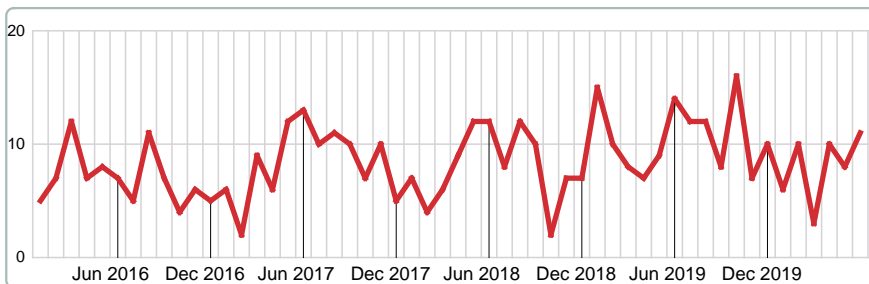
### JUNE



### YEAR TO DATE (YTD)

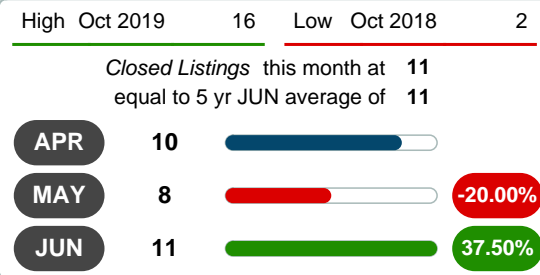


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 11



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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	11	100.00%	12.0	0	5	6	0
<b>Total Closed Units</b>	<b>11</b>			<b>0</b>	<b>5</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>17,760</b>	<b>100%</b>	<b>12.0</b>	<b>0.00B</b>	<b>7,245</b>	<b>10.52K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$1,425</b>			<b>\$0</b>	<b>\$1,395</b>	<b>\$1,510</b>	<b>\$0</b>

# June 2020



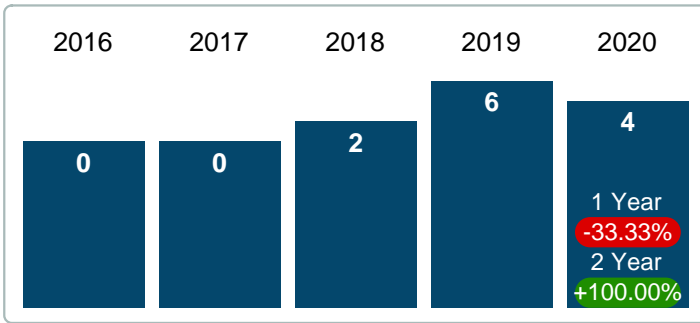
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



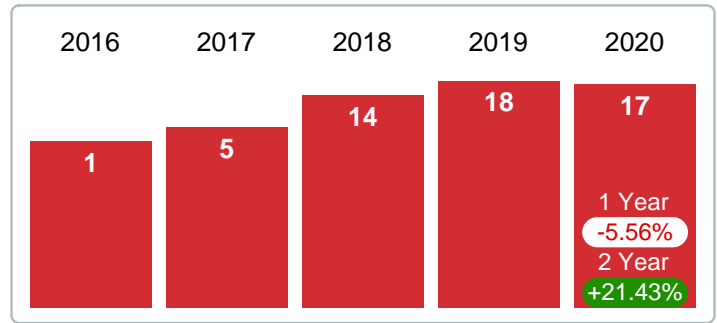
## PENDING LISTINGS

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

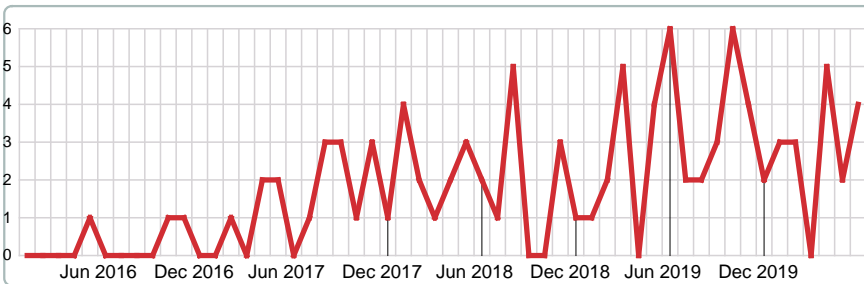
### JUNE



### YEAR TO DATE (YTD)

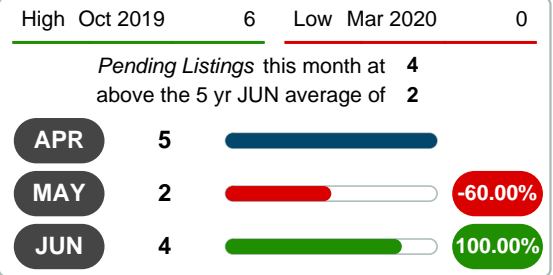


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	12.0	0	0	0	0
\$1-\$0	0	0.00%	12.0	0	0	0	0
\$1-\$0	0	0.00%	12.0	0	0	0	0
\$1-\$0	0	0.00%	12.0	0	0	0	0
\$1-\$0	0	0.00%	12.0	0	0	0	0
\$1-\$0	0	0.00%	12.0	0	0	0	0
\$1 and up	4	100.00%	9.0	0	1	3	0
<b>Total Pending Units</b>	<b>4</b>			<b>0</b>	<b>1</b>	<b>3</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>6,495</b>	<b>100%</b>	<b>9.0</b>	<b>0.00B</b>	<b>1,975</b>	<b>4,520</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$1,613</b>			<b>\$0</b>	<b>\$1,975</b>	<b>\$1,425</b>	<b>\$0</b>

# June 2020



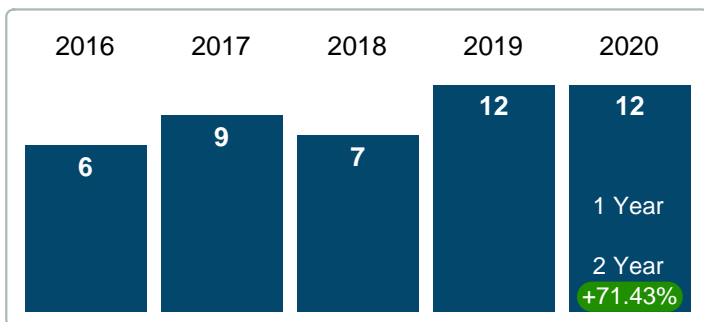
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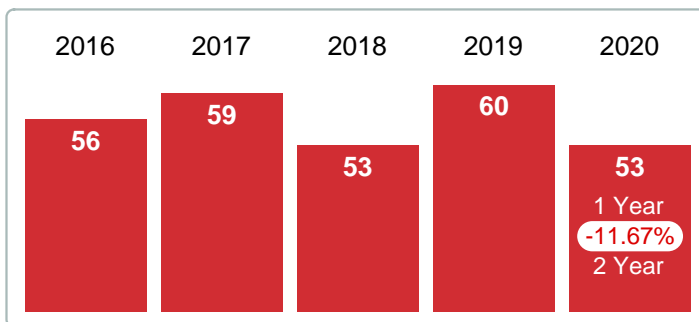
## NEW LISTINGS

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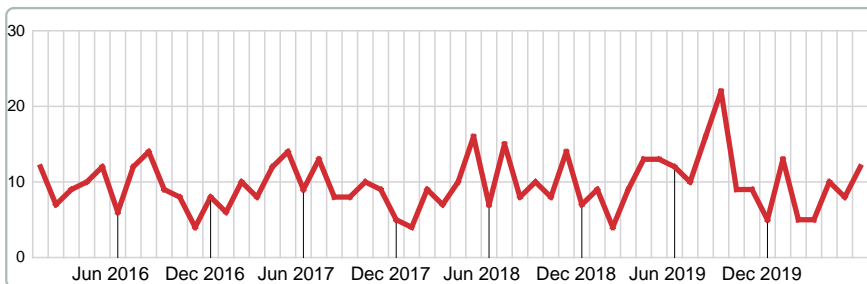
### JUNE



### YEAR TO DATE (YTD)

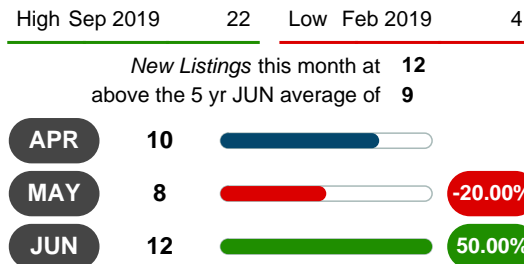


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 9



### 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	12	100.00%	0	8	4	0
<b>Total New Listed Units</b>	<b>12</b>		<b>0</b>	<b>8</b>	<b>4</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>17,570</b>	<b>100%</b>	<b>0.00B</b>	<b>11.56K</b>	<b>6,010</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$1,450</b>		<b>\$0</b>	<b>\$1,400</b>	<b>\$1,510</b>	<b>\$0</b>

# June 2020



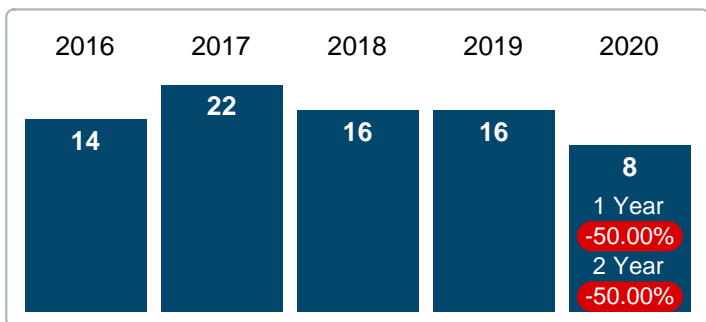
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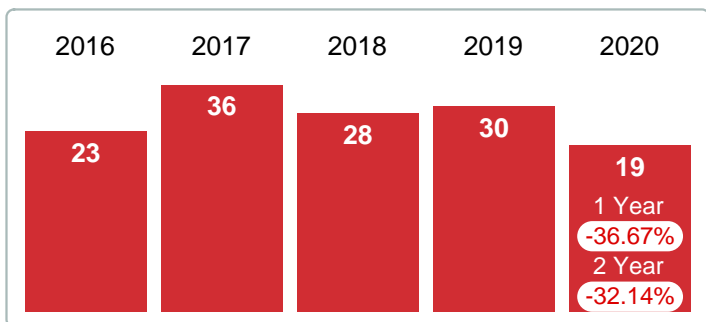
## ACTIVE INVENTORY

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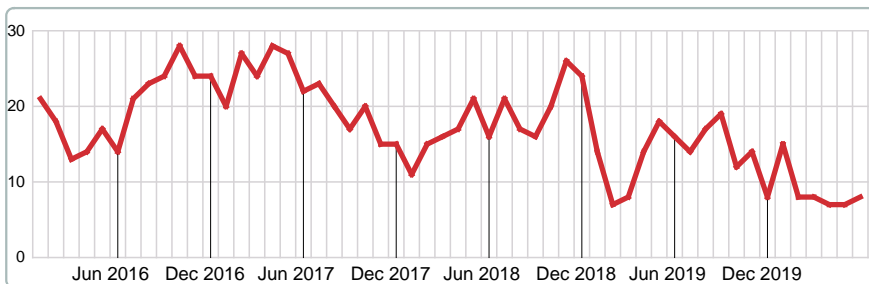
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

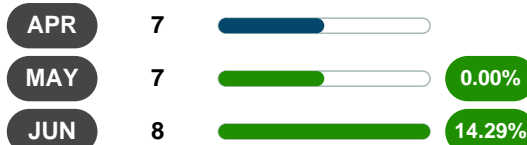


### 3 MONTHS

5 year JUN AVG = 15

High Apr 2017 28 Low May 2020 7

Inventory this month at 8  
below the 5 yr JUN average of 15



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	<div style="width: 0%;"></div>	0.00%	9.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	9.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	9.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	9.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	9.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	9.0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div>	100.00%	13.0	0	6	2	0
<b>Total Active Inventory by Units</b>	<b>8</b>			<b>0</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Active Inventory by Volume</b>	<b>10,800</b>	<b>100%</b>	<b>13.0</b>	<b>0.00B</b>	<b>7,810</b>	<b>2,990</b>	<b>0.00B</b>
<b>Median Active Inventory Listing Price</b>	<b>\$1,318</b>			<b>\$0</b>	<b>\$1,318</b>	<b>\$1,495</b>	<b>\$0</b>

# June 2020



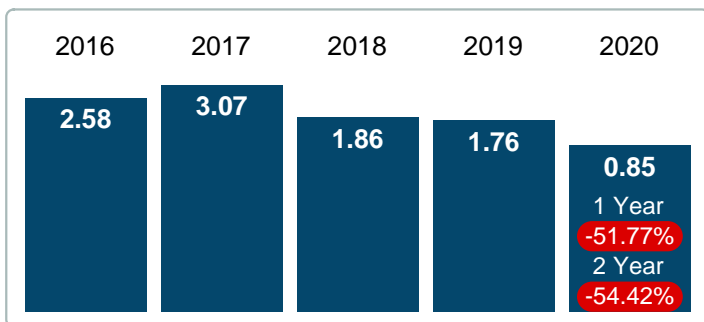
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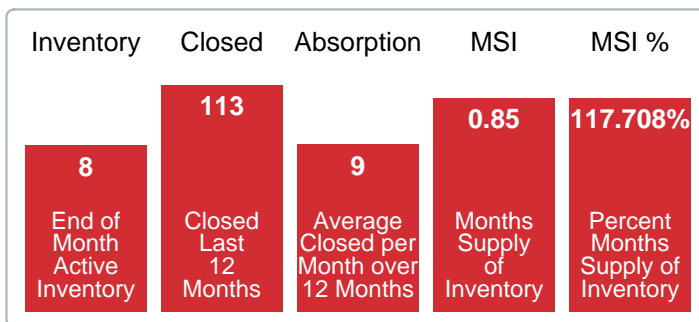
## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR JUNE



### INDICATORS FOR JUNE 2020



### 5 YEAR MARKET ACTIVITY TRENDS

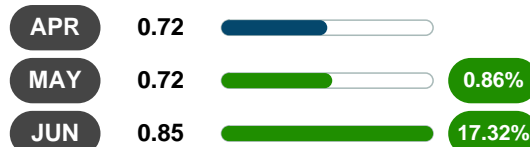


### 3 MONTHS

5 year JUN AVG = 2.03

High Jan 2016 6.30 Low Apr 2020 0.72

Months Supply this month at **0.85**  
below the 5 yr JUN average of **2.03**



### 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	8	100.00%	0.85	0.00	1.04	0.77	0.00
Market Supply of Inventory (MSI)	0.85			0.00	1.04	0.77	0.00
Total Active Inventory by Units	8	100%	0.85	0	6	2	0

# June 2020



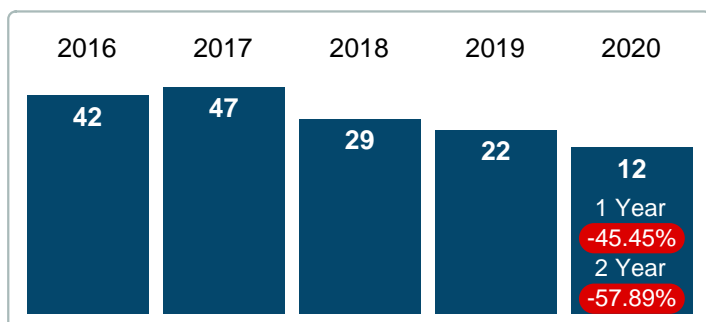
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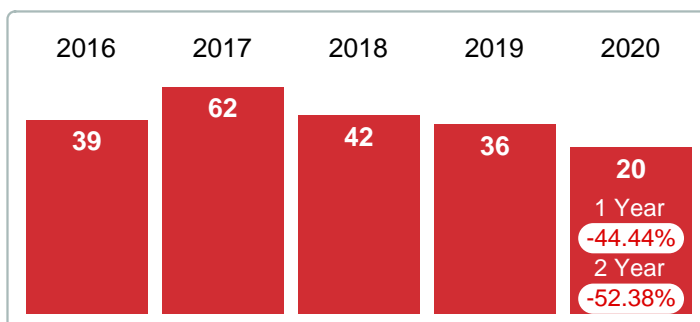
## MEDIAN DAYS ON MARKET TO SALE

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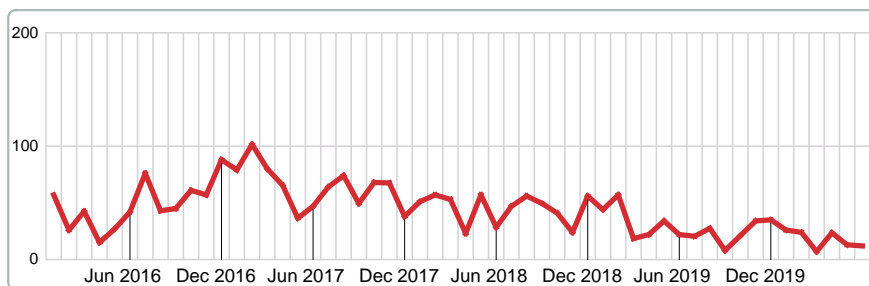
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

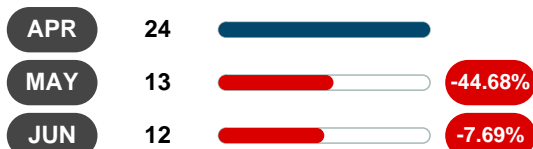


### 3 MONTHS

5 year JUN AVG = 30

High Feb 2017 102 Low Mar 2020 7

Median Days on Market to Sale this month at 12 below the 5 yr JUN average of 30



### 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
\$0 and less	0	0.00%	13	0	0	0	0
\$1-\$0	0	0.00%	13	0	0	0	0
\$1-\$0	0	0.00%	13	0	0	0	0
\$1-\$0	0	0.00%	13	0	0	0	0
\$1-\$0	0	0.00%	13	0	0	0	0
\$1-\$0	0	0.00%	13	0	0	0	0
\$1 and up	11	100.00%	12	0	12	13	0
Median Closed DOM			12	0	12	13	0
Total Closed Units		100%	12.0		5	6	
Total Closed Volume			17,760	0.00B	7,245	10.52K	0.00B

# June 2020



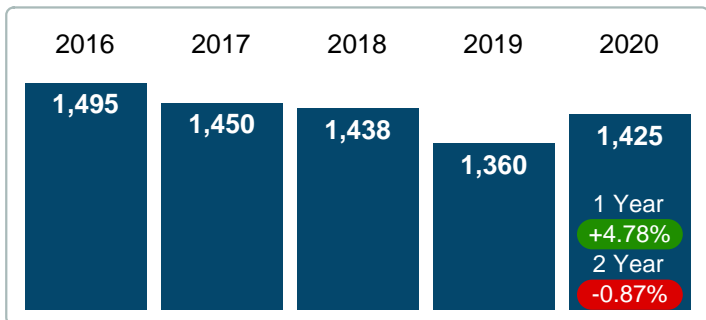
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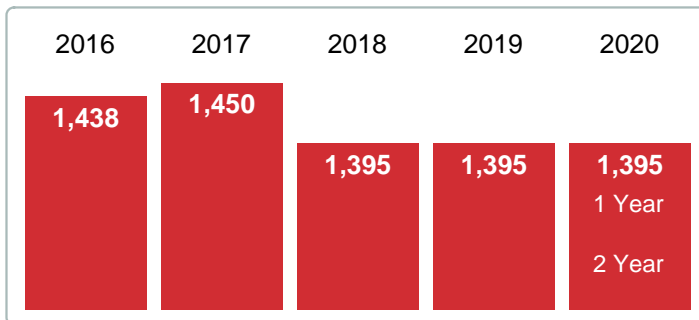
## MEDIAN LIST PRICE AT CLOSING

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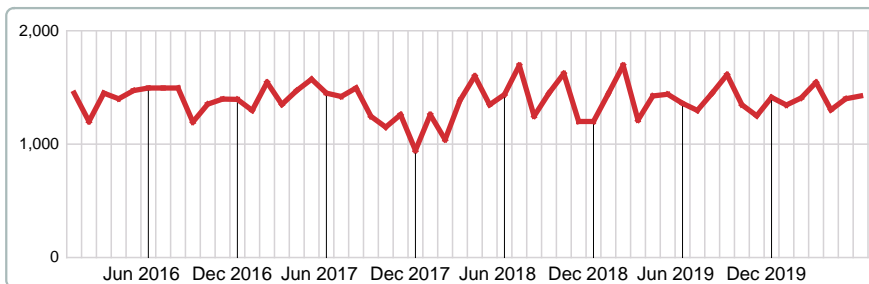
### JUNE



### YEAR TO DATE (YTD)

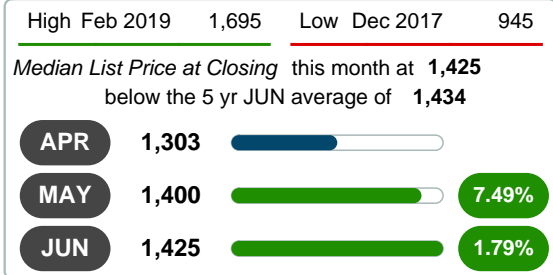


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,434



### 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
\$0 and less	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 \$0	0	0.00%	12	0	0	0	0
\$1 and up	11	100.00%	1,425	0	1,395	1,510	0
Median List Price			1,425	0	1,395	1,510	0
Total Closed Units		100%	1,425		5	6	
Total Closed Volume			17,760	0.00B	7,245	10.52K	0.00B



# June 2020



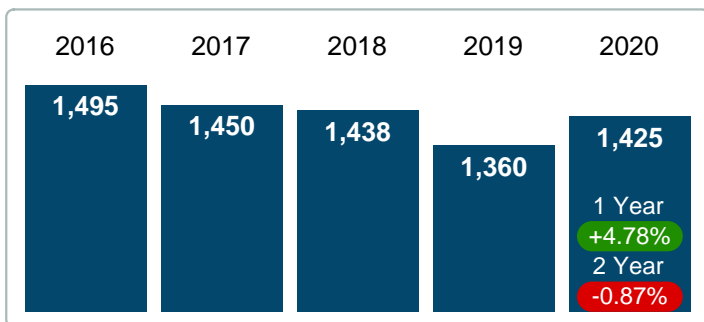
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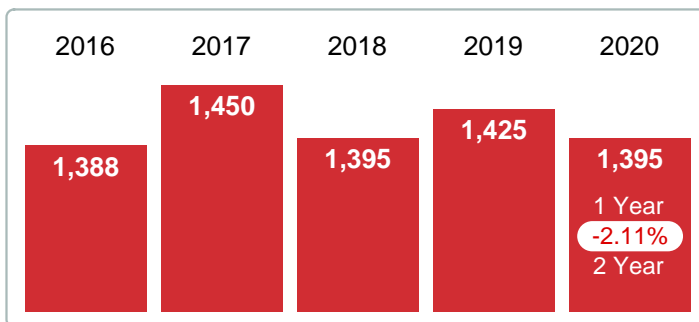
## MEDIAN SOLD PRICE AT CLOSING

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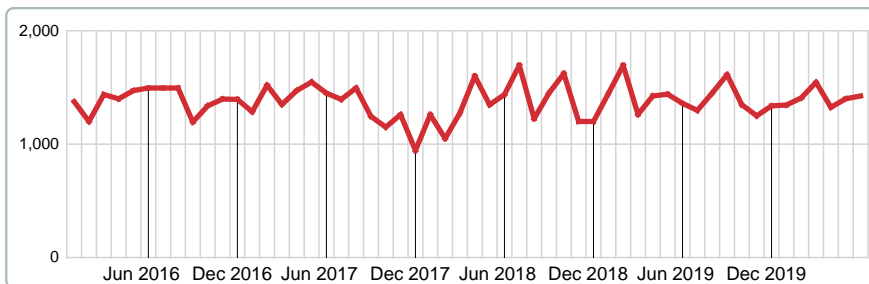
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,434

High Feb 2019 1,695 Low Dec 2017 945

Median Sold Price at Closing this month at 1,425 below the 5 yr JUN average of 1,434



### 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
\$0 and less	<div style="width: 0%;"></div> 0	0.00%	1,425	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,425	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,425	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,425	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,425	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,425	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 11	100.00%	1,425	0	1,395	1,510	0
Median Sold Price			1,425	0	1,395	1,510	0
Total Closed Units		100%	1,425		5	6	
Total Closed Volume			17,760	0.00B	7,245	10.52K	0.00B

# June 2020



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## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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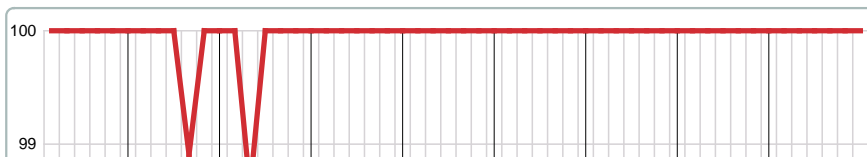
### JUNE

2016	2017	2018	2019	2020
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### YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
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### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 100.00%

High Jun 2020 100.00% Low Feb 2017 98.61%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JUN average of 100.00%

APR 100.00%  
MAY 100.00%  
JUN 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	1,425.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,425.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,425.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,425.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,425.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,425.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	11	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		0.00%	100.00%	100.00%	0.00%
Total Closed Units		11	100%		5	6	
Total Closed Volume		17,760		0.00B	7,245	10.52K	0.00B

# June 2020



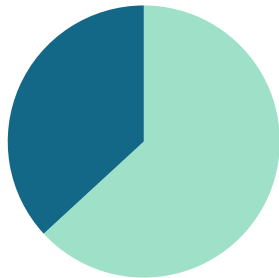
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

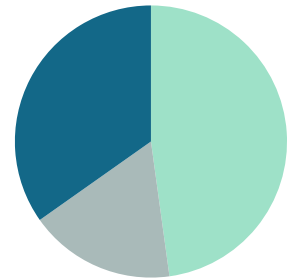


**Inventory**  
 New Listings  
**12 = 63.16%**  
 Start Inventory  
**7**  
 Total Inventory Units  
**19**  
 Volume  
**\$28,560**

### Market Activity

Closed Sales  
**11 = 47.83%**  
 Pending Sales  
**4 = 17.39%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**8 = 34.78%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	14	11	-21.43%	63	48	-23.81%
Pending Sales	6	4	-33.33%	18	17	-5.56%
New Listings	12	12	0.00%	60	53	-11.67%
Median List Price	1,360	1,425	4.78%	1,395	1,395	0.00%
Median Sale Price	1,360	1,425	4.78%	1,425	1,395	-2.11%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	22.00	12.00	-45.45%	36.00	20.00	-44.44%
Monthly Inventory	15	8	-46.67%	15	8	-46.67%
Months Supply of Inventory	1.65	0.85	-48.55%	1.65	0.85	-48.55%

**Absorption:** Last 12 months, an Average of **9** Sales/Month

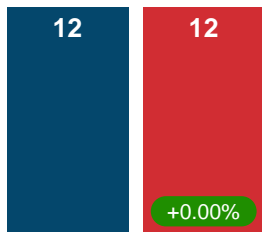
**Inventory** on June 30, 2020 = **8**

**2019** **2020**

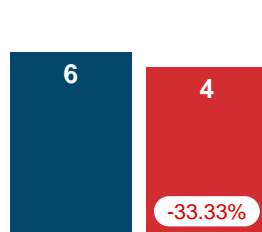
### JUNE MARKET

### MEDIAN PRICES

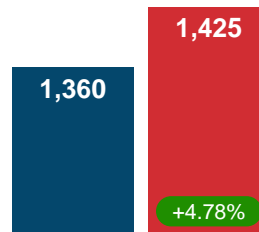
#### New Listings



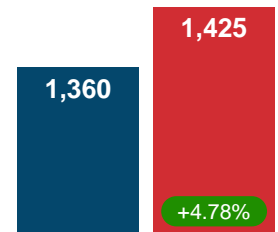
#### Pending Listings



#### List Price



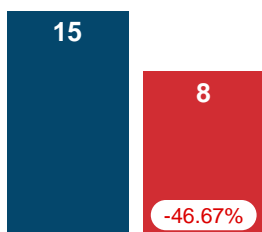
#### Sale Price



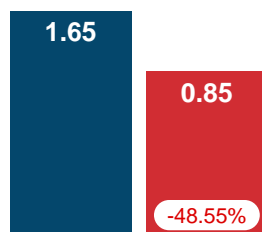
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

