

# June 2020



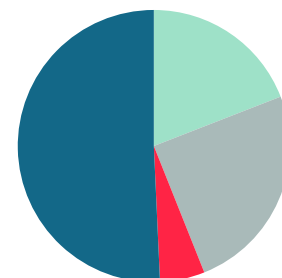
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	146	172	17.81%
Pending Listings	151	224	48.34%
New Listings	215	241	12.09%
Average List Price	224,233	230,694	2.88%
Average Sale Price	219,774	227,213	3.38%
Average Percent of Selling Price to List Price	97.87%	98.31%	0.45%
Average Days on Market to Sale	36.69	38.65	5.34%
End of Month Inventory	857	457	-46.67%
Months Supply of Inventory	6.53	3.28	-49.83%



■ Closed (19.09%)  
■ Pending (24.86%)  
■ Other OffMarket (5.33%)  
■ Active (50.72%)

**Absorption:** Last 12 months, an Average of **140** Sales/Month  
**Active Inventory** as of June 30, 2020 = **457**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2020 decreased **46.67%** to 457 existing homes available for sale. Over the last 12 months this area has had an average of 140 closed sales per month. This represents an unsold inventory index of **3.28** 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 **3.38%** in June 2020 to \$227,213 versus the previous year at \$219,774.

#### Average Days on Market Lengthens

The average number of **38.65** days that homes spent on the market before selling increased by 1.96 days or **5.34%** in June 2020 compared to last year's same month at **36.69** DOM.

#### Sales Success for June 2020 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 241 New Listings in June 2020, up **12.09%** from last year at 215. Furthermore, there were 172 Closed Listings this month versus last year at 146, a **17.81%** increase.

Closed versus Listed trends yielded a **71.4%** ratio, up from previous year's, June 2019, at **67.9%**, a **5.10%** 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



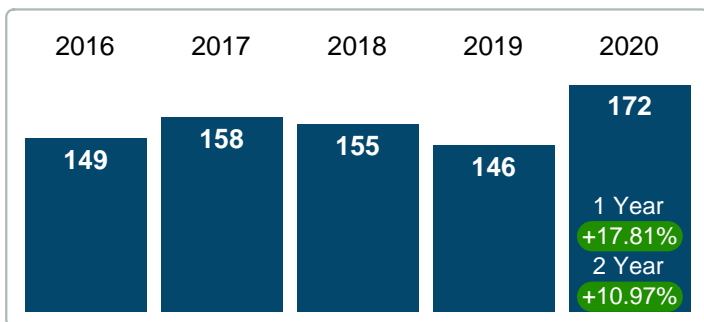
Area Delimited by County Of Rogers



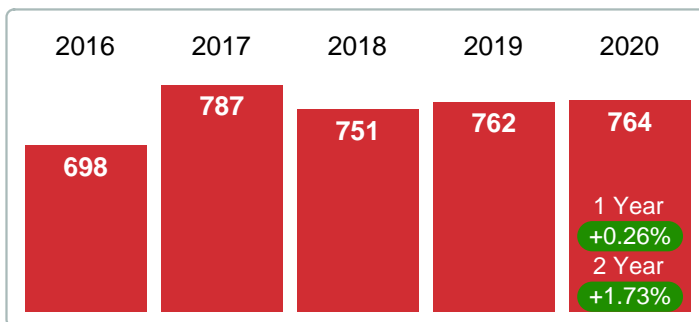
## CLOSED LISTINGS

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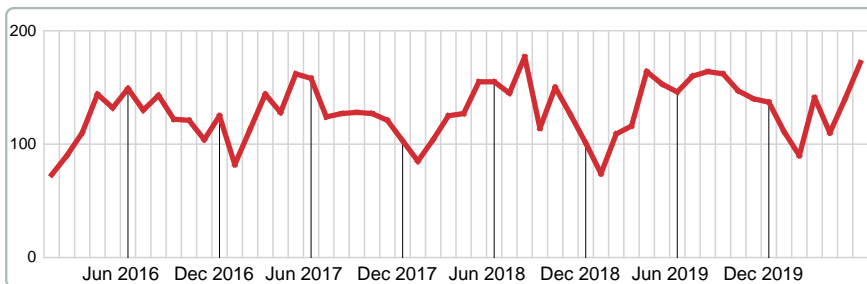
### JUNE



### YEAR TO DATE (YTD)

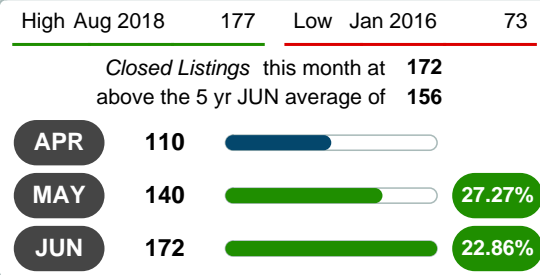


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 156



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	9.30%	41.0	14	2	0	0
\$50,001 - \$100,000	10	5.81%	43.4	5	4	1	0
\$100,001 - \$150,000	24	13.95%	22.1	4	15	5	0
\$150,001 - \$225,000	51	29.65%	31.8	1	39	11	0
\$225,001 - \$300,000	29	16.86%	38.2	1	13	13	2
\$300,001 - \$400,000	24	13.95%	46.3	0	7	14	3
\$400,001 and up	18	10.47%	65.9	0	0	15	3
<b>Total Closed Units</b>	<b>172</b>			<b>25</b>	<b>80</b>	<b>59</b>	<b>8</b>
<b>Total Closed Volume</b>	<b>39,080,552</b>	<b>100%</b>	<b>38.7</b>	<b>1.69M</b>	<b>15.30M</b>	<b>18.80M</b>	<b>3.28M</b>
<b>Average Closed Price</b>	<b>\$227,213</b>			<b>\$67,744</b>	<b>\$191,296</b>	<b>\$318,701</b>	<b>\$409,988</b>

# June 2020



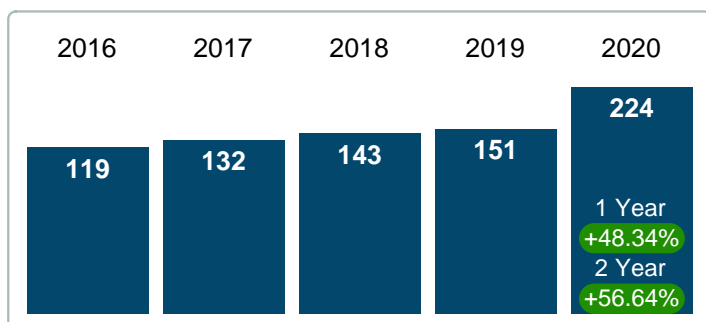
Area Delimited by County Of Rogers



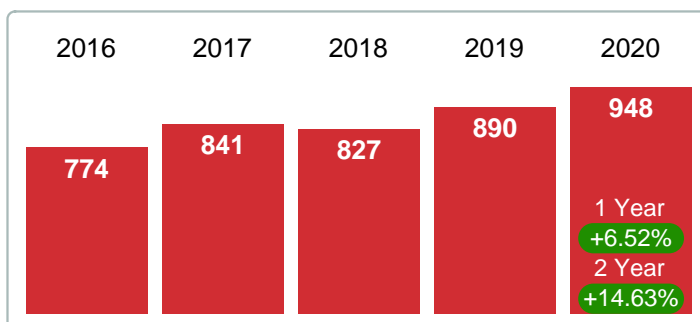
## PENDING LISTINGS

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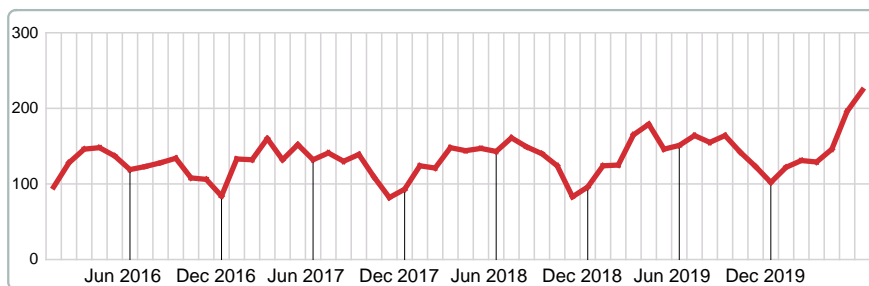
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

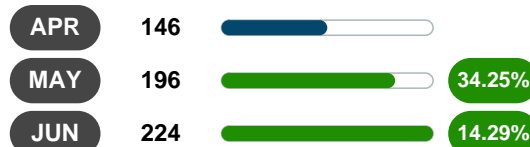


### 3 MONTHS

5 year JUN AVG = 154

High Jun 2020 224 Low Nov 2017 82

Pending Listings this month at 224 above the 5 yr JUN average of 154



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	2.68%	77.3	5	0	1	0
\$25,001 - \$100,000	44	19.64%	47.3	32	10	2	0
\$100,001 - \$150,000	25	11.16%	28.4	4	17	3	1
\$150,001 - \$225,000	68	30.36%	45.6	2	48	18	0
\$225,001 - \$275,000	34	15.18%	34.2	1	19	14	0
\$275,001 - \$375,000	23	10.27%	46.5	0	8	14	1
\$375,001 and up	24	10.71%	56.6	1	2	13	8
<b>Total Pending Units</b>	<b>224</b>			<b>45</b>	<b>104</b>	<b>65</b>	<b>10</b>
<b>Total Pending Volume</b>	<b>49,175,163</b>	<b>100%</b>	<b>39.2</b>	<b>4.32M</b>	<b>19.90M</b>	<b>18.21M</b>	<b>6.74M</b>
<b>Average Listing Price</b>	<b>\$183,331</b>			<b>\$96,020</b>	<b>\$191,317</b>	<b>\$280,224</b>	<b>\$674,270</b>

# June 2020



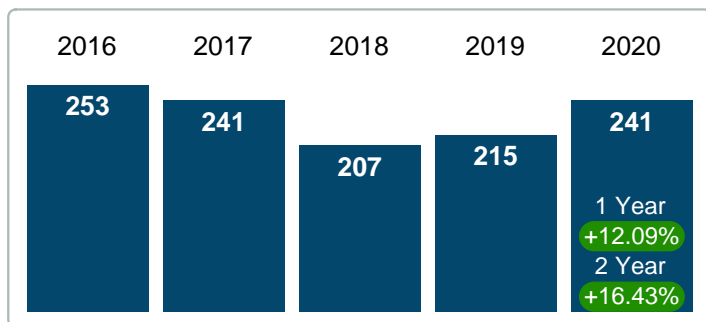
Area Delimited by County Of Rogers



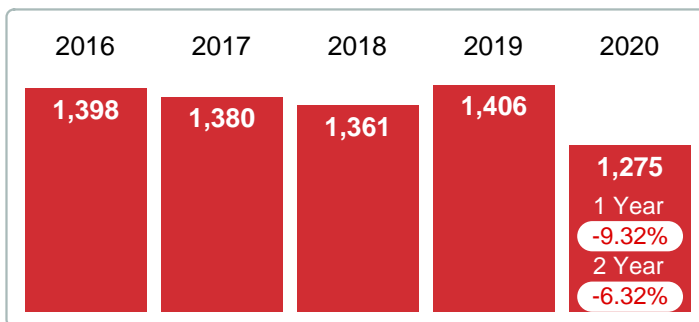
## NEW LISTINGS

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

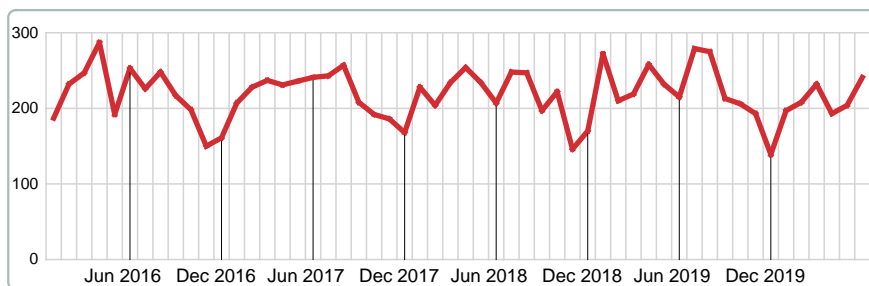
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

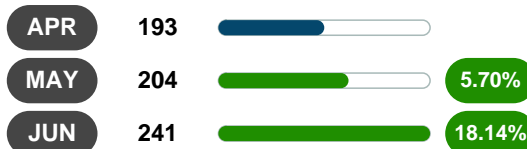


### 3 MONTHS

5 year JUN AVG = 231

High Apr 2016 287 Low Dec 2019 139

New Listings this month at **241**  
above the 5 yr JUN average of **231**



### 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	3	1.24%	3	0	0	0
\$25,001 - \$75,000	46	19.09%	33	10	2	1
\$75,001 - \$150,000	39	16.18%	12	24	3	0
\$150,001 - \$225,000	57	23.65%	4	40	13	0
\$225,001 - \$300,000	40	16.60%	5	15	19	1
\$300,001 - \$425,000	29	12.03%	3	7	14	5
\$425,001 and up	27	11.20%	4	2	9	12
<b>Total New Listed Units</b>	<b>241</b>		<b>64</b>	<b>98</b>	<b>60</b>	<b>19</b>
<b>Total New Listed Volume</b>	<b>58,713,877</b>	<b>100%</b>	<b>10.81M</b>	<b>18.02M</b>	<b>18.02M</b>	<b>11.87M</b>
<b>Average New Listed Listing Price</b>	<b>\$212,727</b>		<b>\$168,917</b>	<b>\$183,846</b>	<b>\$300,263</b>	<b>\$624,763</b>

# June 2020



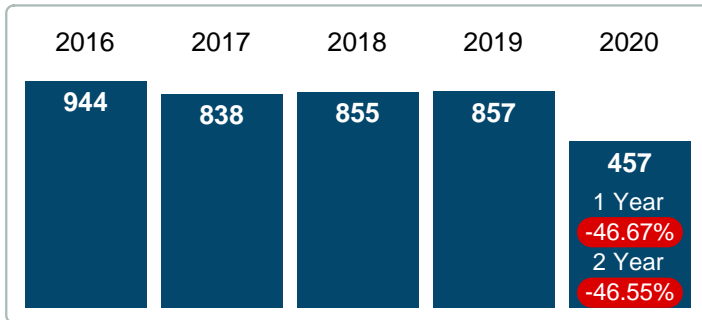
Area Delimited by County Of Rogers



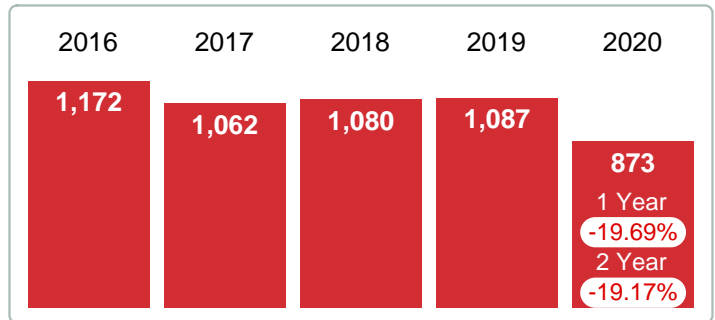
## ACTIVE INVENTORY

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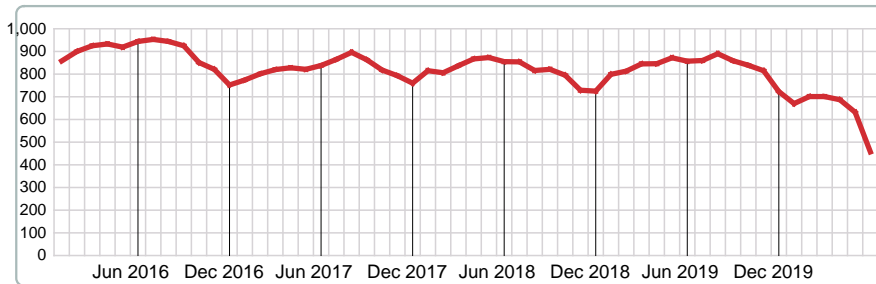
### END OF JUNE



### ACTIVE DURING JUNE

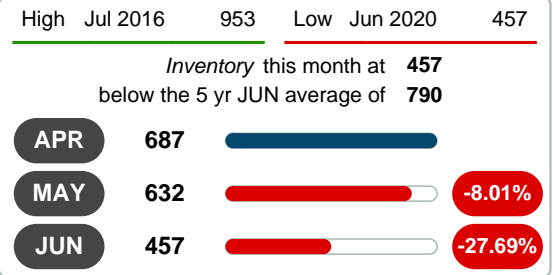


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 790



### 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	11	2.41%	85.1	11	0	0	0
\$25,001 - \$50,000	88	19.26%	93.4	80	6	1	1
\$50,001 - \$125,000	73	15.97%	68.0	51	18	4	0
\$125,001 - \$250,000	108	23.63%	70.4	40	38	29	1
\$250,001 - \$375,000	70	15.32%	63.4	10	19	28	13
\$375,001 - \$625,000	60	13.13%	76.5	10	7	31	12
\$625,001 and up	47	10.28%	81.3	14	4	9	20
Total Active Inventory by Units			457	216	92	102	47
Total Active Inventory by Volume			138,677,898	43.02M	22.06M	37.17M	36.44M
Average Active Inventory Listing Price			\$303,453	\$199,149	\$239,764	\$364,389	\$775,228

# June 2020



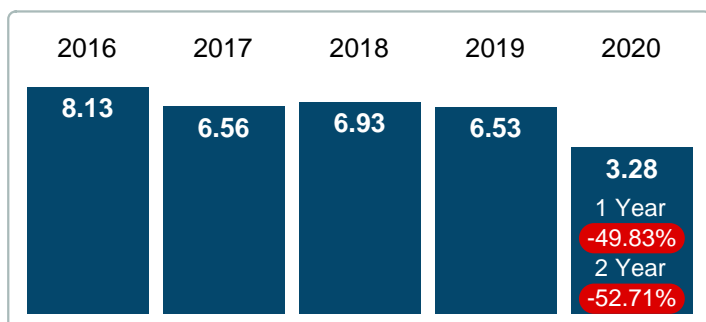
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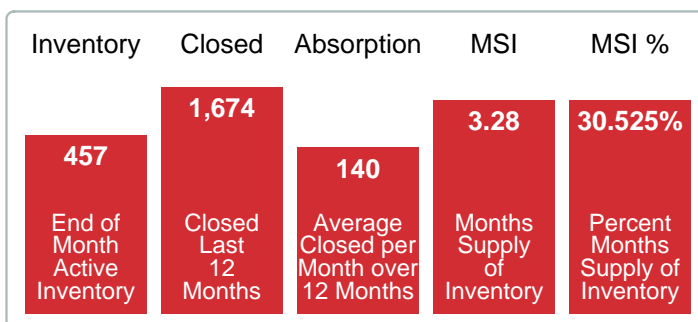
## MONTHS SUPPLY of INVENTORY (MSI)

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

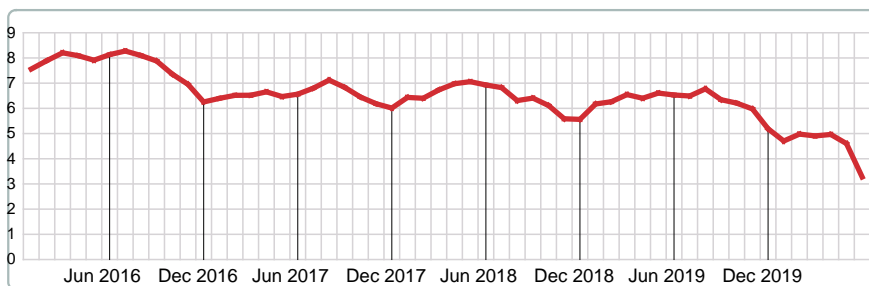
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

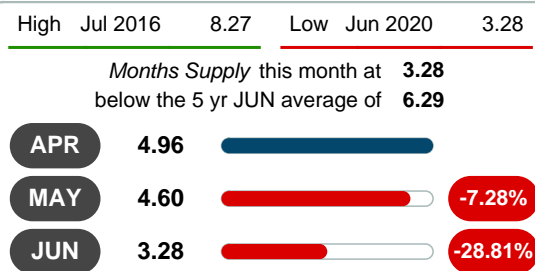


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 6.29



### 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	11	2.41%	2.87	3.07	0.00	0.00	0.00
\$25,001 - \$50,000	88	19.26%	13.20	14.12	9.00	3.00	0.00
\$50,001 - \$125,000	73	15.97%	2.96	5.56	1.29	2.82	0.00
\$125,001 - \$250,000	108	23.63%	1.66	6.96	0.90	1.78	1.09
\$250,001 - \$375,000	70	15.32%	2.95	30.00	2.21	2.24	5.57
\$375,001 - \$625,000	60	13.13%	4.56	120.00	3.50	3.38	6.26
\$625,001 and up	47	10.28%	20.89	84.00	16.00	9.82	21.82
Market Supply of Inventory (MSI)			3.28	8.73	1.36	2.51	7.52
Total Active Inventory by Units		100%	3.28	216	92	102	47

# June 2020



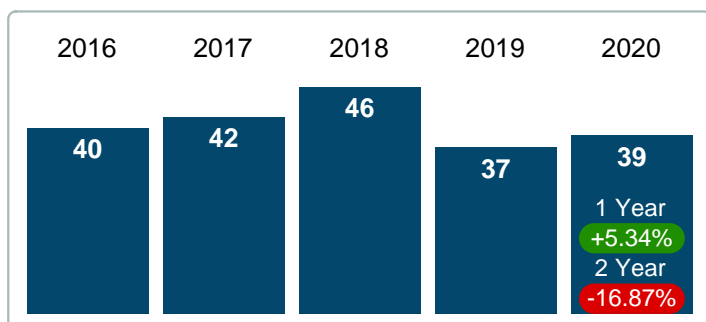
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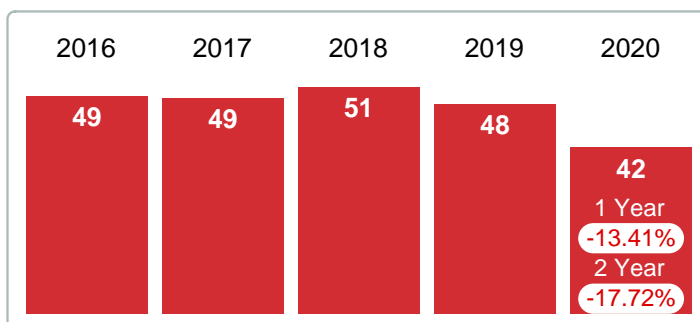
## AVERAGE DAYS ON MARKET TO SALE

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

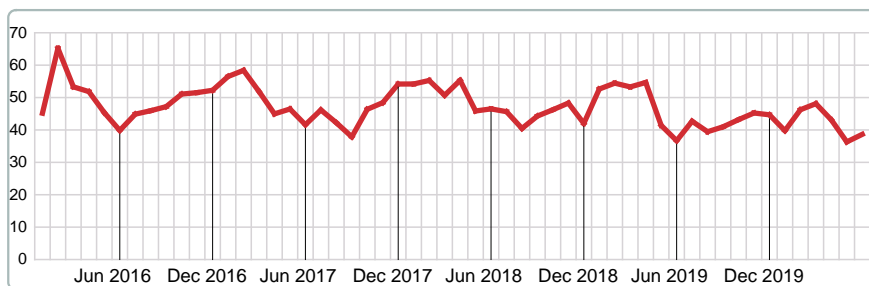
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 41

High Feb 2016 65 Low May 2020 36

Average Days on Market to Sale this month at 39 below the 5 yr JUN average of 41



### 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
\$50,000 and less	9.30%	41	37	72	0	0
\$50,001 - \$100,000	5.81%	43	59	26	37	0
\$100,001 - \$150,000	13.95%	22	13	19	39	0
\$150,001 - \$225,000	29.65%	32	1	24	61	0
\$225,001 - \$300,000	16.86%	38	1	28	47	61
\$300,001 - \$400,000	13.95%	46	0	47	40	71
\$400,001 and up	10.47%	66	0	0	70	46
<b>Average Closed DOM</b>		<b>39</b>	<b>34</b>	<b>27</b>	<b>53</b>	<b>59</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>39</b>	<b>25</b>	<b>80</b>	<b>59</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>39,080,552</b>	<b>1.69M</b>	<b>15.30M</b>	<b>18.80M</b>	<b>3.28M</b>

# June 2020



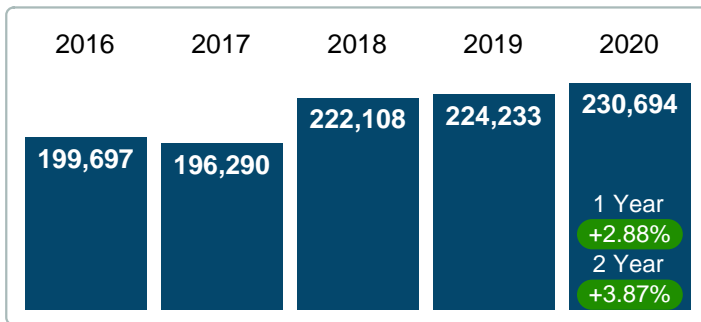
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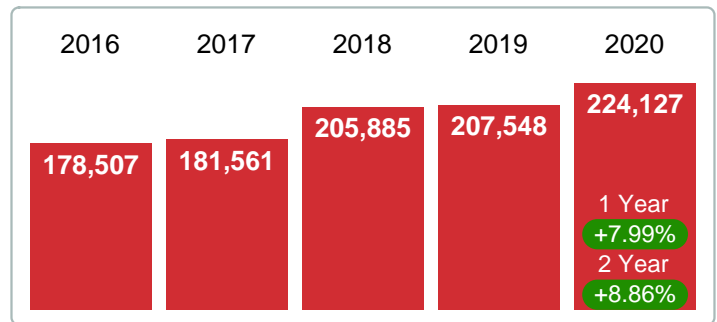
## AVERAGE LIST PRICE AT CLOSING

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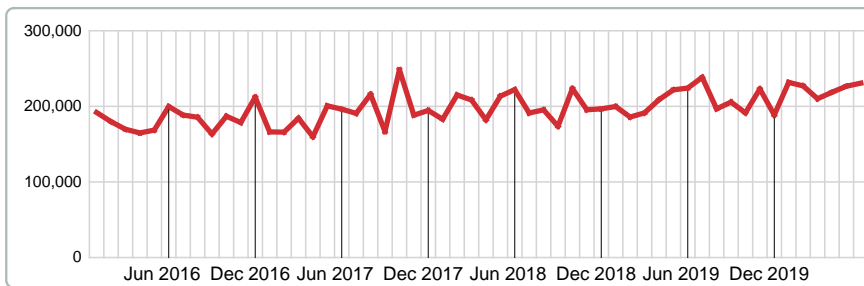
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

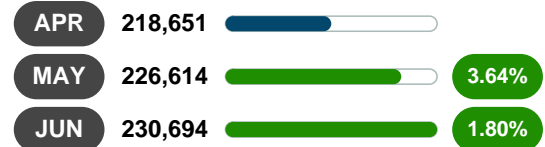


### 3 MONTHS

5 year JUN AVG = 214,604

High Oct 2017 248,362 Low Apr 2017 159,802

Average List Price at Closing this month at **230,694**  
above the 5 yr JUN average of **214,604**



### 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
\$50,000 and less	9.30%	33,562	32,607	40,250	0	0
\$50,001 - \$100,000	6.40%	82,086	71,960	90,625	90,250	0
\$100,001 - \$150,000	12.21%	125,695	124,825	129,987	120,960	0
\$150,001 - \$225,000	28.49%	184,209	172,500	189,365	192,445	0
\$225,001 - \$300,000	19.19%	264,265	255,000	258,562	275,173	277,450
\$300,001 - \$400,000	13.95%	350,002	0	344,857	357,426	346,633
\$400,001 and up	10.47%	525,151	0	0	508,675	588,267
<b>Average List Price</b>		<b>230,694</b>	<b>69,724</b>	<b>194,417</b>	<b>322,428</b>	<b>419,950</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>230,694</b>	<b>25</b>	<b>80</b>	<b>59</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>39,679,322</b>	<b>1.74M</b>	<b>15.55M</b>	<b>19.02M</b>	<b>3.36M</b>



# June 2020



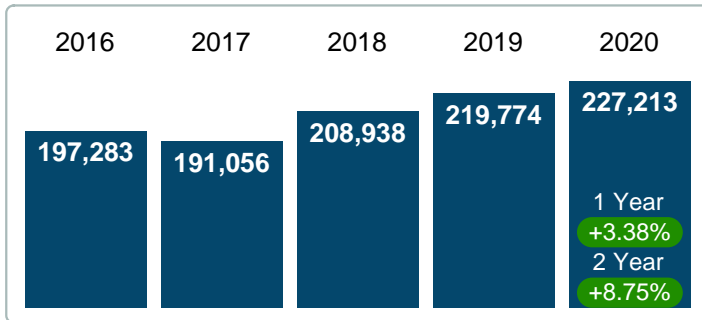
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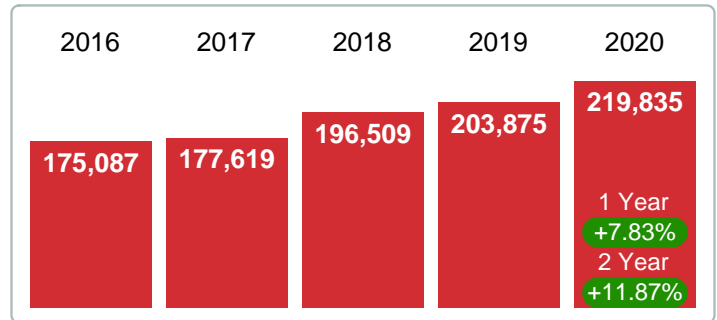
## AVERAGE SOLD PRICE AT CLOSING

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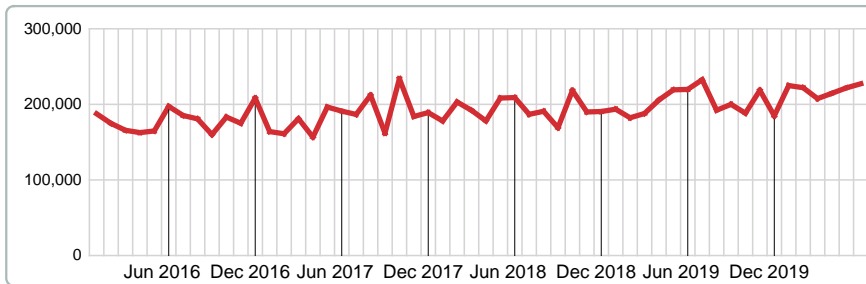
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

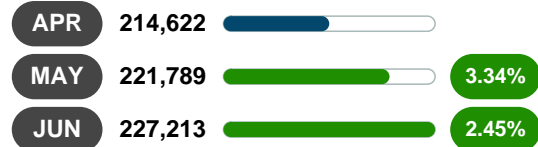


### 3 MONTHS

5 year JUN AVG = 208,853

High Oct 2017 233,942 Low Apr 2017 156,721

Average Sold Price at Closing this month at **227,213**  
above the 5 yr JUN average of **208,853**



### 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
\$50,000 and less	9.30%	31,606	30,514	39,250	0	0
\$50,001 - \$100,000	5.81%	79,470	70,380	88,200	90,000	0
\$100,001 - \$150,000	13.95%	124,417	121,750	126,467	120,400	0
\$150,001 - \$225,000	29.65%	186,749	172,500	186,056	190,501	0
\$225,001 - \$300,000	16.86%	266,133	255,000	257,438	274,480	273,950
\$300,001 - \$400,000	13.95%	346,359	0	338,928	352,294	336,000
\$400,001 and up	10.47%	513,305	0	0	501,033	574,667
<b>Average Sold Price</b>		<b>227,213</b>	<b>67,744</b>	<b>191,296</b>	<b>318,701</b>	<b>409,988</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>227,213</b>	<b>25</b>	<b>80</b>	<b>59</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>39,080,552</b>	<b>1.69M</b>	<b>15.30M</b>	<b>18.80M</b>	<b>3.28M</b>

# June 2020



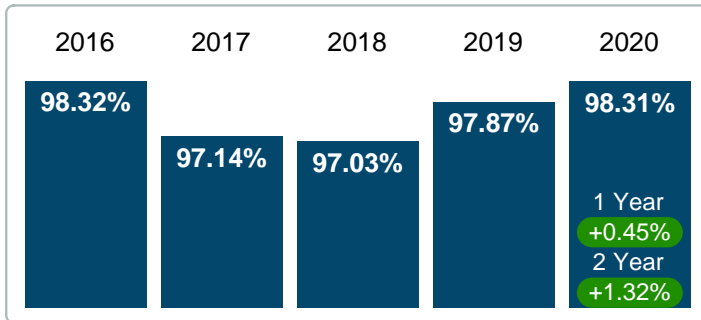
Area Delimited by County Of Rogers



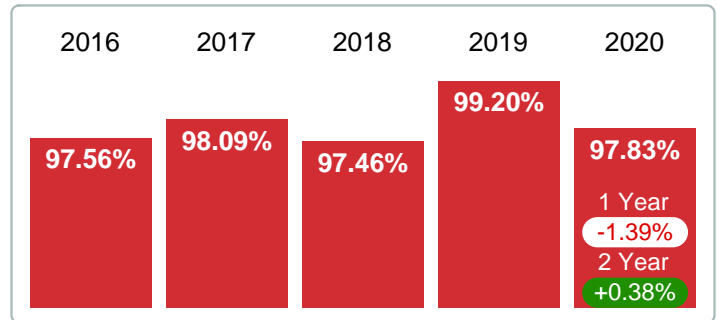
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

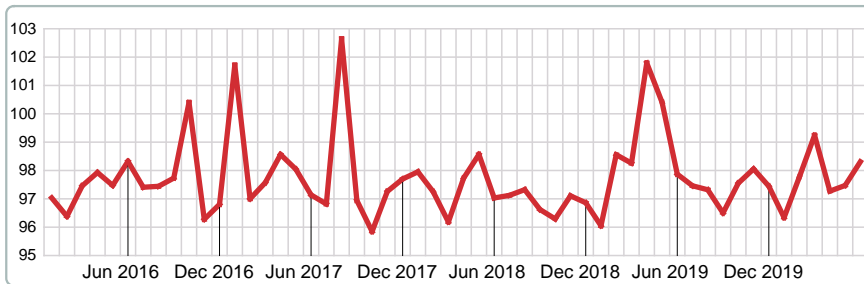
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

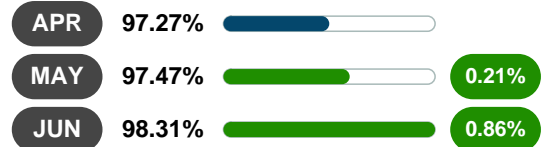


### 3 MONTHS

5 year JUN AVG = 97.73%

High Aug 2017 102.64% Low Oct 2017 95.85%

Average Sold/List Ratio this month at **98.31%**  
equal to 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
\$50,000 and less	16	9.30%	93.95%	93.51%	97.06%	0.00%	0.00%
\$50,001 - \$100,000	10	5.81%	97.49%	97.21%	97.28%	99.72%	0.00%
\$100,001 - \$150,000	24	13.95%	98.20%	97.64%	97.52%	100.68%	0.00%
\$150,001 - \$225,000	51	29.65%	98.68%	100.00%	98.54%	99.09%	0.00%
\$225,001 - \$300,000	29	16.86%	99.64%	100.00%	99.63%	99.75%	98.73%
\$300,001 - \$400,000	24	13.95%	98.39%	0.00%	98.31%	98.70%	97.10%
\$400,001 and up	18	10.47%	99.48%	0.00%	0.00%	99.83%	97.72%
Average Sold/List Ratio		98.30%		95.43%	98.40%	99.48%	97.74%
Total Closed Units		172	100%	25	80	59	8
Total Closed Volume		39,080,552		1.69M	15.30M	18.80M	3.28M

# June 2020



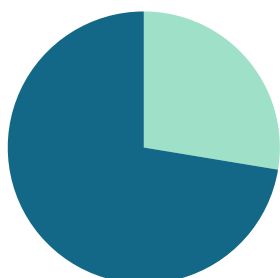
Area Delimited by County Of Rogers



## MARKET SUMMARY

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

### INVENTORY

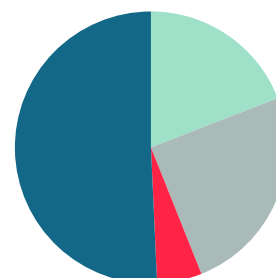


**Inventory**  
 New Listings  
**241 = 27.61%**  
 Start Inventory  
**632**  
 Total Inventory Units  
**873**  
 Volume  
**\$235,168,796**

### Market Activity

Closed Sales  
**172 = 19.09%**  
 Pending Sales  
**224 = 24.86%**  
 Other Off Market  
**48 = 5.33%**  
 Active Inventory  
**457 = 50.72%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	146	172	17.81%	762	764	0.26%
Pending Sales	151	224	48.34%	890	948	6.52%
New Listings	215	241	12.09%	1,406	1,275	-9.32%
Average List Price	224,233	230,694	2.88%	207,548	224,127	7.99%
Average Sale Price	219,774	227,213	3.38%	203,875	219,835	7.83%
Average Percent of Selling Price to List Price	97.87%	98.31%	0.45%	99.20%	97.83%	-1.39%
Average Days on Market to Sale	36.69	38.65	5.34%	48.12	41.67	-13.41%
Monthly Inventory	857	457	-46.67%	857	457	-46.67%
Months Supply of Inventory	6.53	3.28	-49.83%	6.53	3.28	-49.83%

**Absorption:** Last 12 months, an Average of **140** Sales/Month

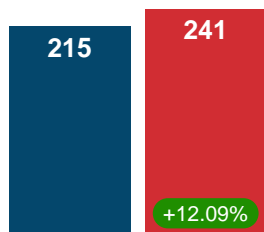
**Inventory** on June 30, 2020 = **457**

**2019** **2020**

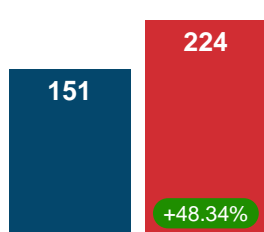
### JUNE MARKET

### AVERAGE PRICES

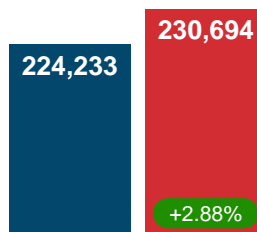
#### New Listings



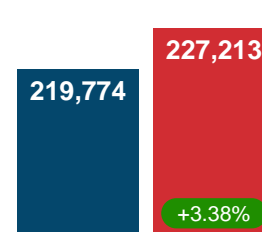
#### Pending Listings



#### List Price



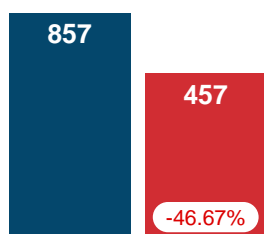
#### Sale Price



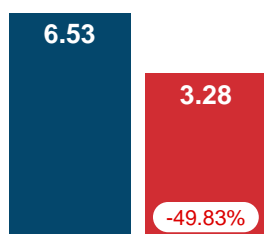
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

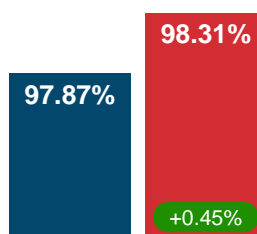
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

