

# June 2020

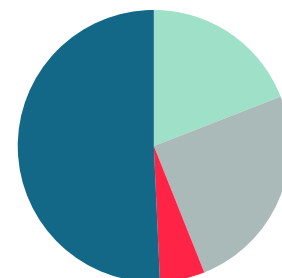
Area Delimited by County Of Rogers



## 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%
Median List Price	182,598	199,700	9.37%
Median Sale Price	180,000	197,000	9.44%
Median Percent of Selling Price to List Price	99.20%	99.82%	0.62%
Median Days on Market to Sale	16.00	22.50	40.63%
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.

#### 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 **9.44%** in June 2020 to \$197,000 versus the previous year at \$180,000.

#### Median Days on Market Lengthens

The median number of **22.50** days that homes spent on the market before selling increased by 6.50 days or **40.63%** in June 2020 compared to last year's same month at **16.00** DOM.

#### Sales Success for June 2020 is Positive

Overall, with Median 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>
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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.

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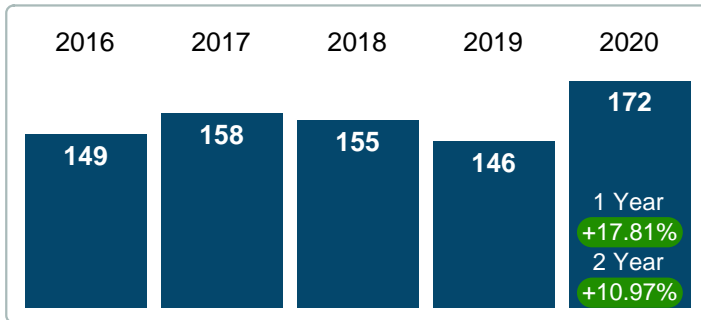
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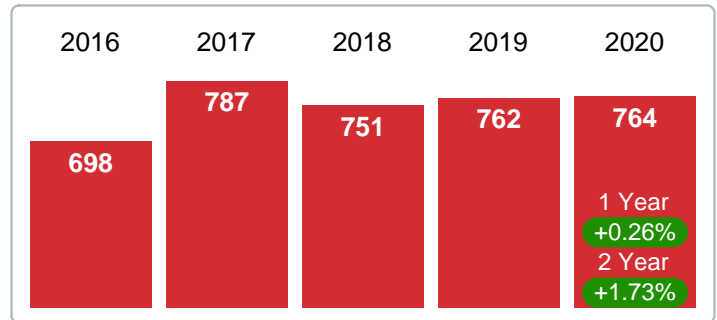
## CLOSED LISTINGS

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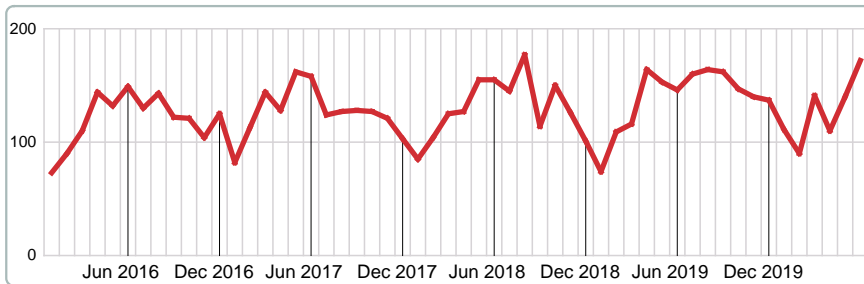
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 156

High Aug 2018 177 Low Jan 2016 73

Closed Listings this month at 172  
above the 5 yr JUN average of 156



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	9.30%	39.0	14	2	0	0
\$50,001 - \$100,000	10	5.81%	32.5	5	4	1	0
\$100,001 - \$150,000	24	13.95%	5.0	4	15	5	0
\$150,001 - \$225,000	51	29.65%	11.0	1	39	11	0
\$225,001 - \$300,000	29	16.86%	20.0	1	13	13	2
\$300,001 - \$400,000	24	13.95%	32.0	0	7	14	3
\$400,001 and up	18	10.47%	66.5	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>22.5</b>	<b>1.69M</b>	<b>15.30M</b>	<b>18.80M</b>	<b>3.28M</b>
<b>Median Closed Price</b>	<b>\$197,000</b>			<b>\$45,600</b>	<b>\$186,250</b>	<b>\$289,000</b>	<b>\$351,500</b>

# June 2020



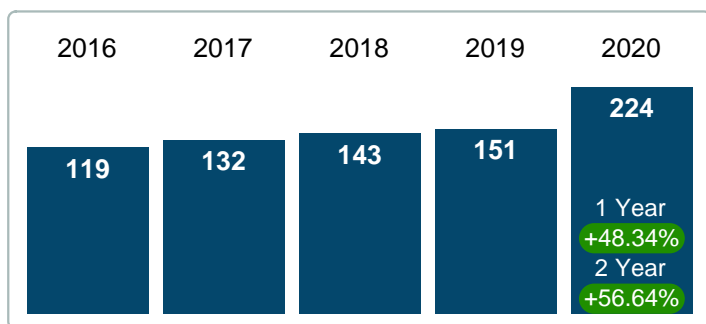
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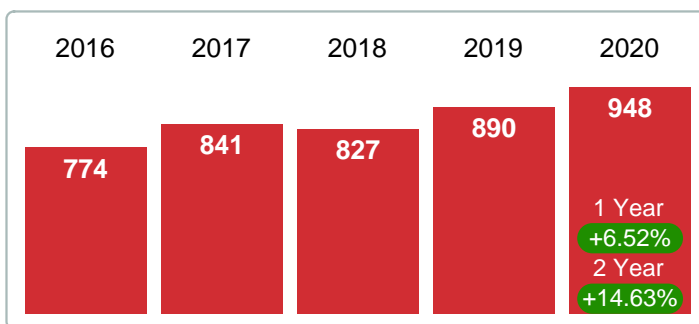
## PENDING LISTINGS

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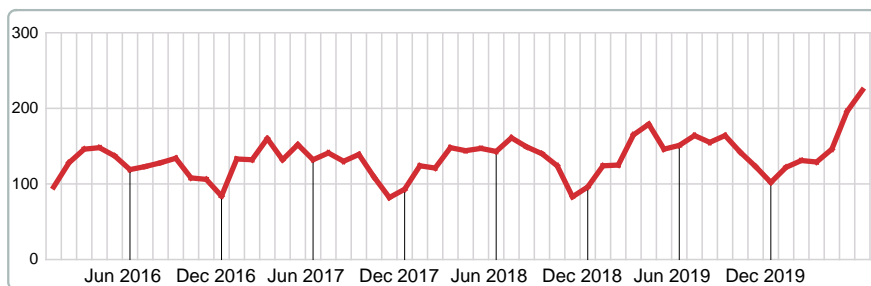
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

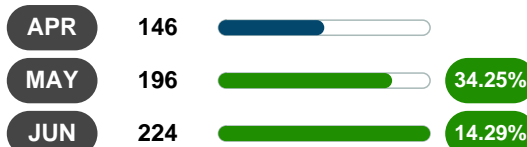


### 3 MONTHS

5 year JUN AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	2.68%	58.0	5	0	1	0
\$25,001 - \$100,000	44	19.64%	14.0	32	10	2	0
\$100,001 - \$150,000	25	11.16%	7.0	4	17	3	1
\$150,001 - \$225,000	68	30.36%	22.5	2	48	18	0
\$225,001 - \$275,000	34	15.18%	11.0	1	19	14	0
\$275,001 - \$375,000	23	10.27%	32.0	0	8	14	1
\$375,001 and up	24	10.71%	45.5	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>15.0</b>	<b>4.32M</b>	<b>19.90M</b>	<b>18.21M</b>	<b>6.74M</b>
<b>Median Listing Price</b>	<b>\$184,200</b>			<b>\$48,000</b>	<b>\$180,000</b>	<b>\$272,900</b>	<b>\$509,450</b>

# June 2020



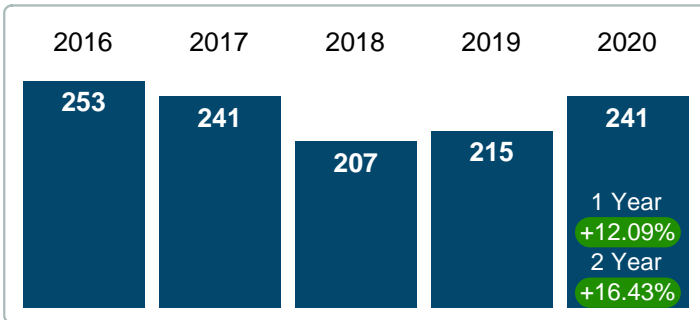
Area Delimited by County Of Rogers



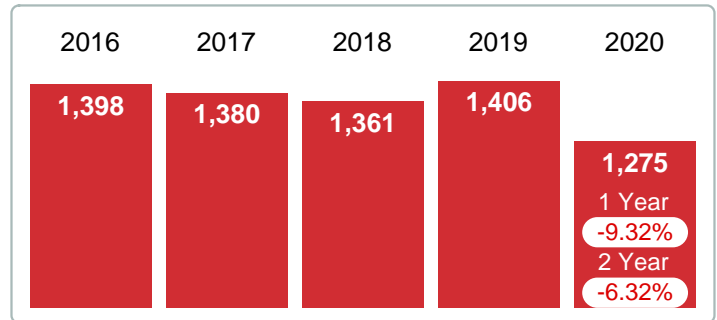
## NEW LISTINGS

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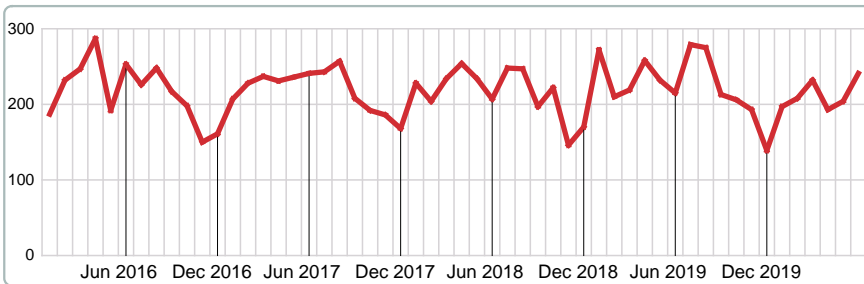
### JUNE



### YEAR TO DATE (YTD)

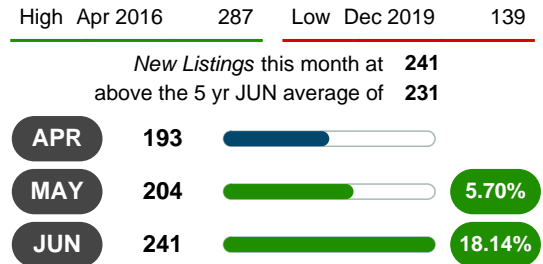


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 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>Median New Listed Listing Price</b>	<b>\$185,000</b>		<b>\$55,715</b>	<b>\$171,350</b>	<b>\$280,000</b>	<b>\$459,999</b>

# June 2020



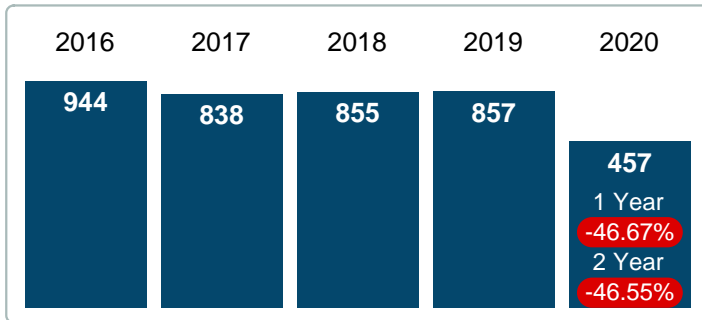
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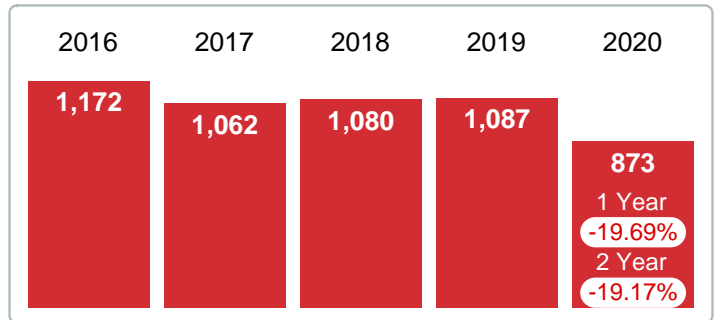
## ACTIVE INVENTORY

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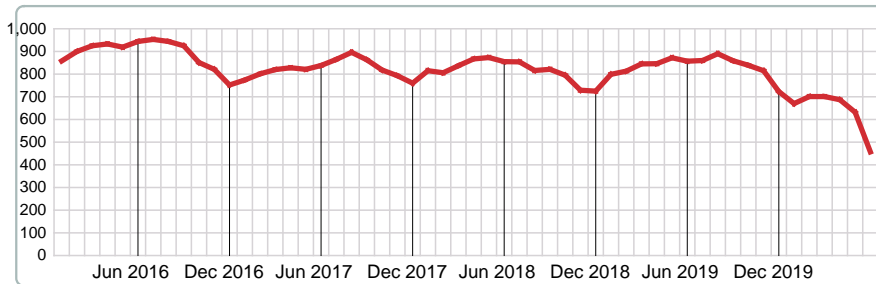
### END OF JUNE



### ACTIVE DURING JUNE

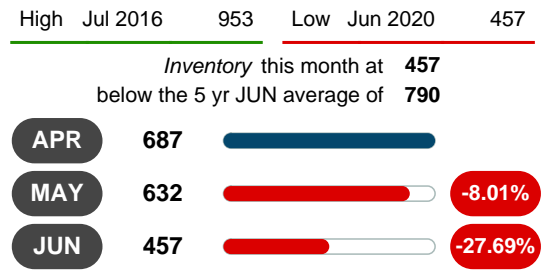


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 790



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	11	2.41%	77.0	11	0	0	0
\$25,001 - \$50,000	88	19.26%	103.0	80	6	1	1
\$50,001 - \$125,000	73	15.97%	50.0	51	18	4	0
\$125,001 - \$250,000	108	23.63%	53.0	40	38	29	1
\$250,001 - \$375,000	70	15.32%	58.0	10	19	28	13
\$375,001 - \$625,000	60	13.13%	68.0	10	7	31	12
\$625,001 and up	47	10.28%	77.0	14	4	9	20
Total Active Inventory by Units		457		216	92	102	47
Total Active Inventory by Volume		138,677,898	100%	43.02M	22.06M	37.17M	36.44M
Median Active Inventory Listing Price		\$190,000		\$69,700	\$191,500	\$315,000	\$489,000

# June 2020



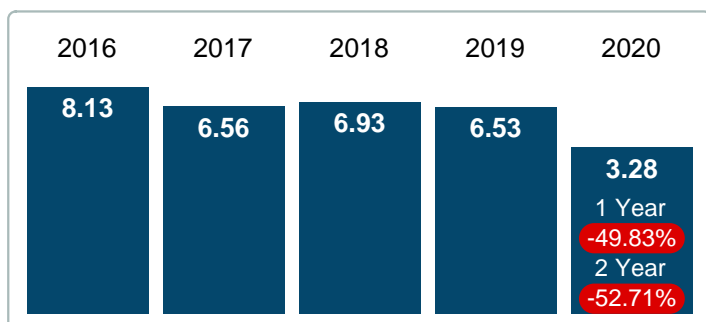
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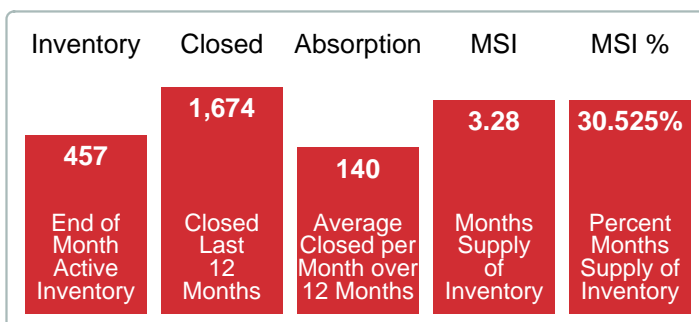
## MONTHS SUPPLY of INVENTORY (MSI)

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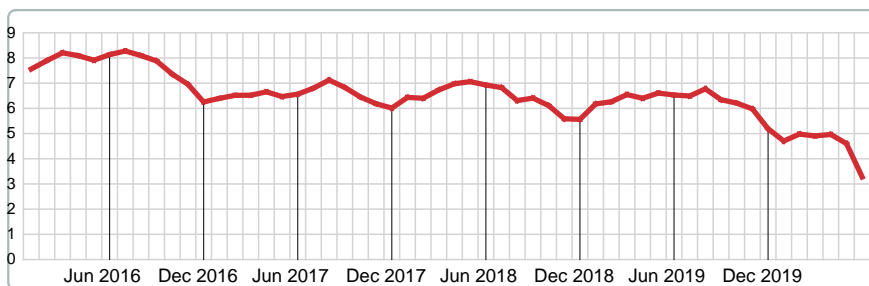
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

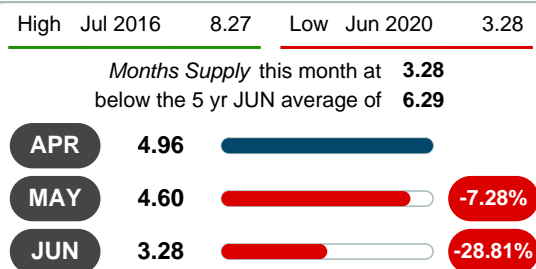


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 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



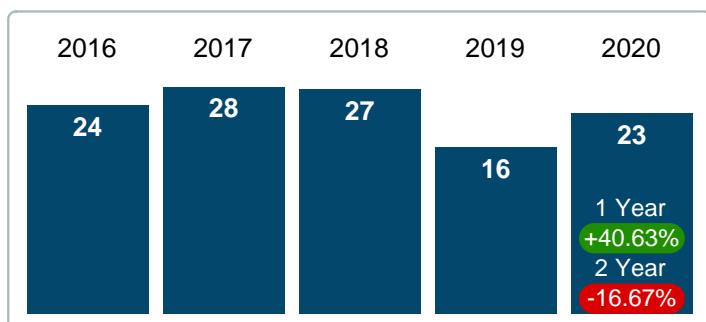
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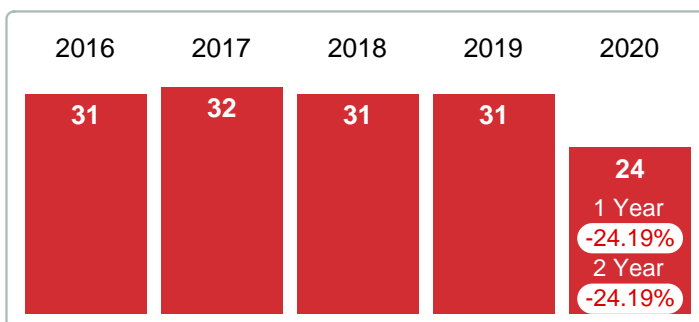
## MEDIAN DAYS ON MARKET TO SALE

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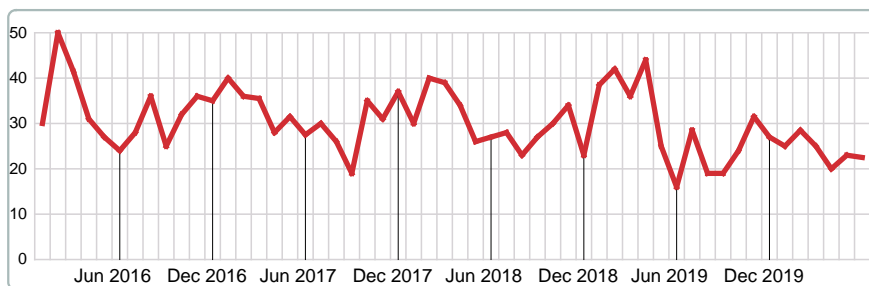
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

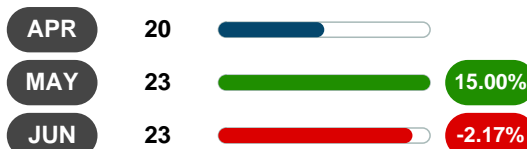


### 3 MONTHS

5 year JUN AVG = 23

High Feb 2016 50 Low Jun 2019 16

Median Days on Market to Sale this month at 23 equal to 5 yr JUN average of 23



### 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
\$50,000 and less	9.30%	39	36	72	0	0
\$50,001 - \$100,000	5.81%	33	42	4	37	0
\$100,001 - \$150,000	13.95%	5	5	5	29	0
\$150,001 - \$225,000	29.65%	11	1	6	53	0
\$225,001 - \$300,000	16.86%	20	1	15	20	61
\$300,001 - \$400,000	13.95%	32	0	40	25	60
\$400,001 and up	10.47%	67	0	0	75	63
Median Closed DOM		23	28	8	37	62
Total Closed Units	100%	22.5	25	80	59	8
Total Closed Volume		39,080,552	1.69M	15.30M	18.80M	3.28M

# June 2020



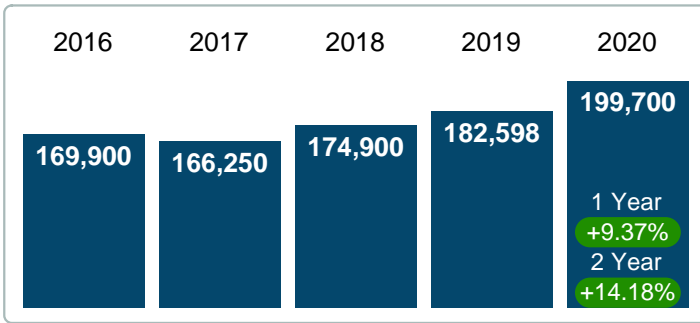
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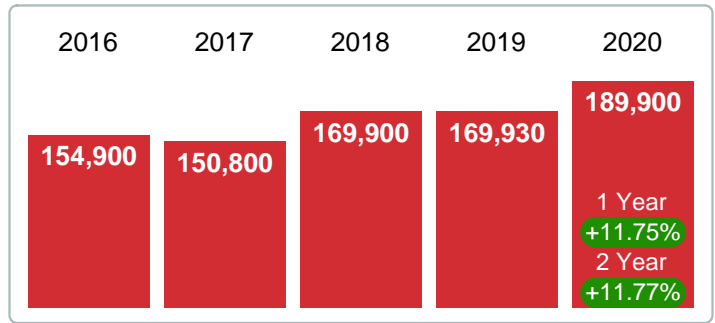
## MEDIAN LIST PRICE AT CLOSING

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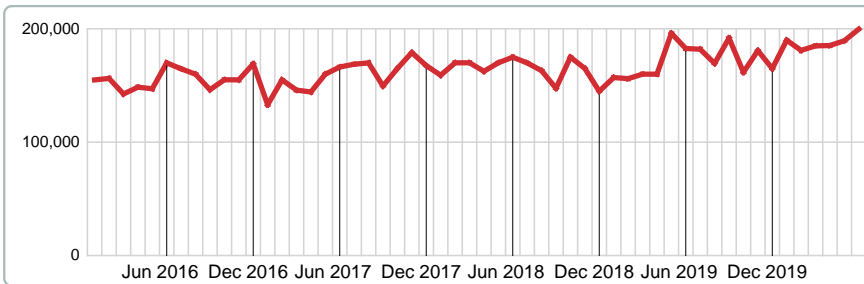
### JUNE



### YEAR TO DATE (YTD)

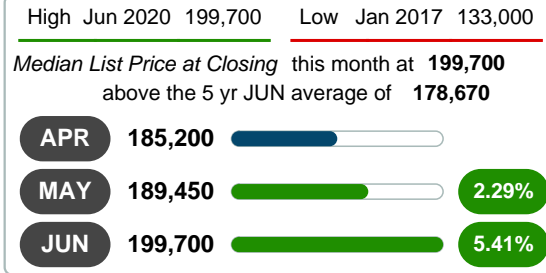


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 178,670



### 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
\$50,000 and less	16	9.30%	35,000	35,000	40,250	0	0
\$50,001 - \$100,000	11	6.40%	89,000	69,000	92,000	90,325	0
\$100,001 - \$150,000	21	12.21%	124,900	124,900	124,950	115,000	0
\$150,001 - \$225,000	49	28.49%	184,900	172,500	184,900	185,296	0
\$225,001 - \$300,000	33	19.19%	275,000	255,000	246,500	280,875	277,450
\$300,001 - \$400,000	24	13.95%	349,950	0	345,000	349,950	365,000
\$400,001 and up	18	10.47%	429,900	0	0	429,900	534,900
Median List Price			199,700	47,000	186,700	289,000	367,450
Total Closed Units		100%	199,700	25	80	59	8
Total Closed Volume			39,679,322	1.74M	15.55M	19.02M	3.36M



# June 2020



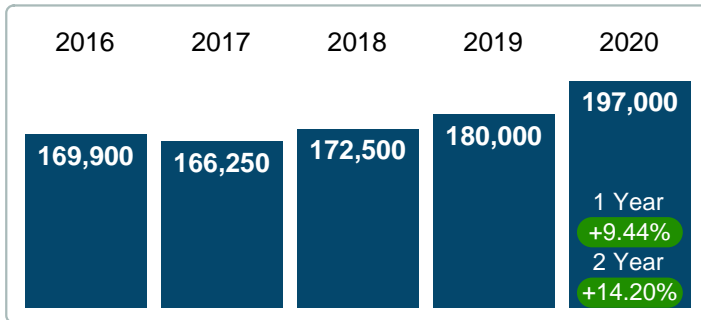
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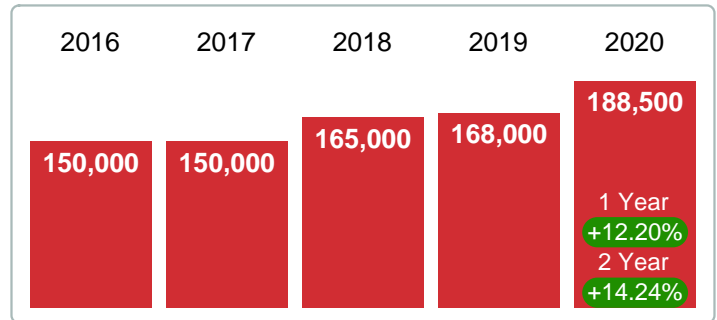
## MEDIAN SOLD PRICE AT CLOSING

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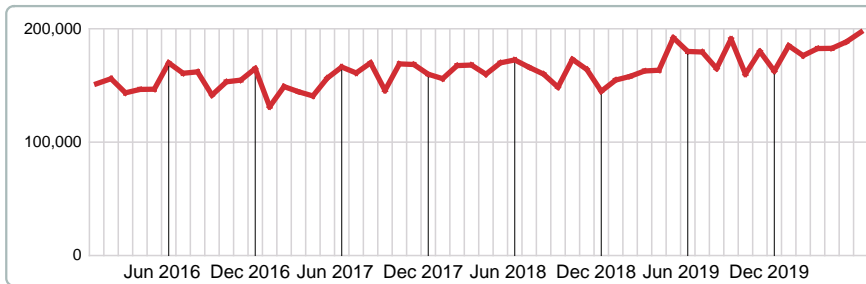
### JUNE



### YEAR TO DATE (YTD)

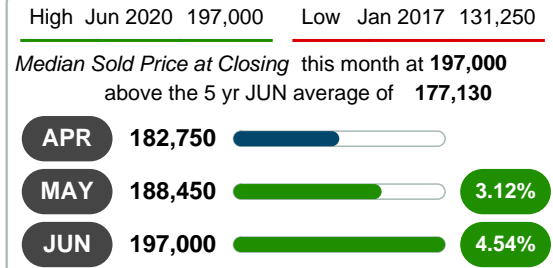


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 177,130



### 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
\$50,000 and less	9.30%	31,000	31,000	39,250	0	0
\$50,001 - \$100,000	5.81%	82,500	64,000	90,000	90,000	0
\$100,001 - \$150,000	13.95%	121,450	119,500	123,000	109,000	0
\$150,001 - \$225,000	29.65%	185,000	172,500	187,500	185,000	0
\$225,001 - \$300,000	16.86%	275,000	255,000	249,000	284,715	273,950
\$300,001 - \$400,000	13.95%	345,750	0	335,000	350,500	343,000
\$400,001 and up	10.47%	431,200	0	0	429,900	524,000
<b>Median Sold Price</b>		<b>197,000</b>	<b>45,600</b>	<b>186,250</b>	<b>289,000</b>	<b>351,500</b>
<b>Total Closed Units</b>	<b>100%</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>1.69M</b>	<b>15.30M</b>	<b>18.80M</b>	<b>3.28M</b>

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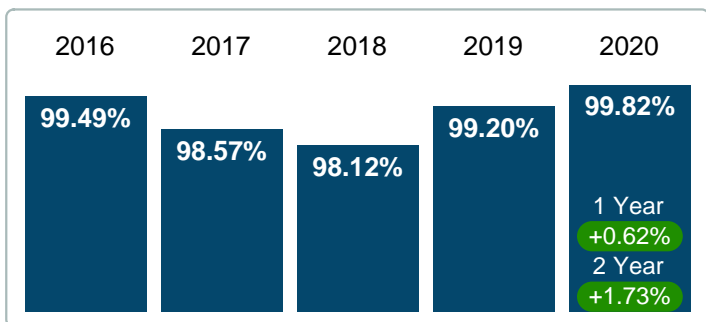
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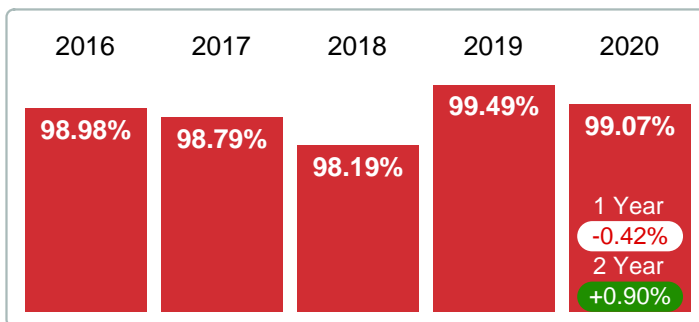
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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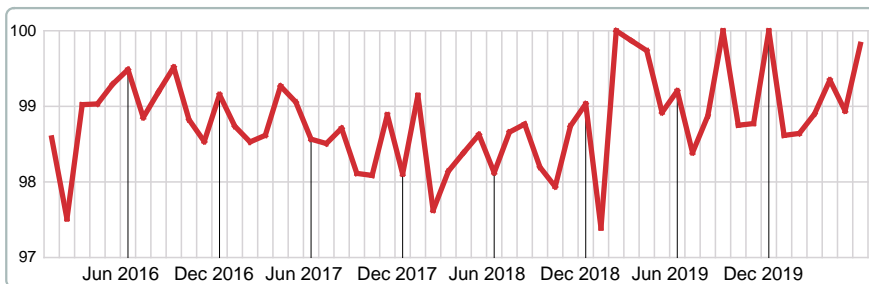
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

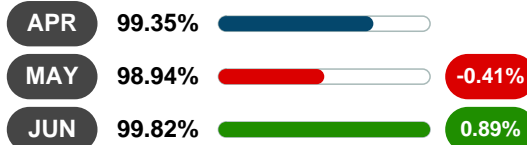


### 3 MONTHS

5 year JUN AVG = 99.04%

High Dec 2019 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **99.82%**  
above the 5 yr JUN average of **99.04%**



### 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
\$50,000 and less	16	9.30%	94.56%	92.50%	97.06%	0.00%	0.00%
\$50,001 - \$100,000	10	5.81%	99.86%	100.00%	97.10%	99.72%	0.00%
\$100,001 - \$150,000	24	13.95%	99.40%	99.09%	100.00%	99.54%	0.00%
\$150,001 - \$225,000	51	29.65%	100.00%	100.00%	100.00%	99.79%	0.00%
\$225,001 - \$300,000	29	16.86%	100.00%	100.00%	100.00%	100.00%	98.73%
\$300,001 - \$400,000	24	13.95%	98.72%	0.00%	98.53%	98.93%	97.32%
\$400,001 and up	18	10.47%	99.11%	0.00%	0.00%	99.79%	97.70%
Median Sold/List Ratio		99.82%		95.56%	100.00%	99.82%	97.60%
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

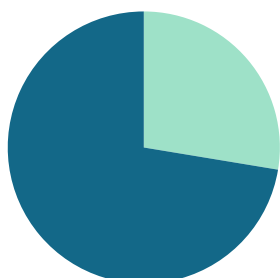
Area Delimited by County Of Rogers



## MARKET SUMMARY

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

### INVENTORY

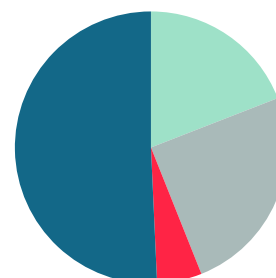


**Inventory**  
 New Listings  
**241 = 27.61%**  
 Start Inventory  
**632**  
 Total Inventory Units  
**873**  
 Volume  
**\$235,168,796**

### 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%
Median List Price	182,598	199,700	9.37%	169,930	189,900	11.75%
Median Sale Price	180,000	197,000	9.44%	168,000	188,500	12.20%
Median Percent of Selling Price to List Price	99.20%	99.82%	0.62%	99.49%	99.07%	-0.42%
Median Days on Market to Sale	16.00	22.50	40.63%	31.00	23.50	-24.19%
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

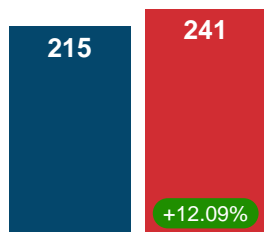
**Inventory** on June 30, 2020 = **457**

**2019** **2020**

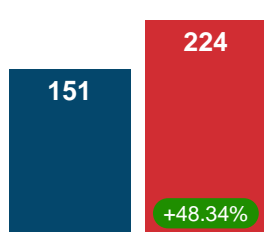
### JUNE MARKET

### MEDIAN PRICES

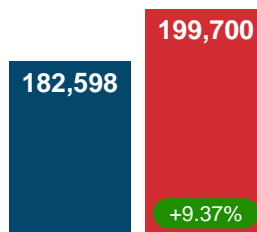
#### New Listings



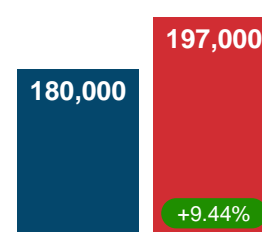
#### Pending Listings



#### List Price



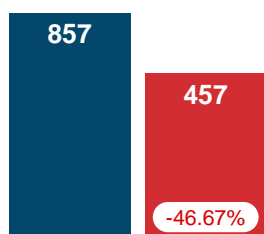
#### Sale Price



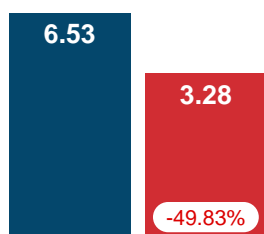
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

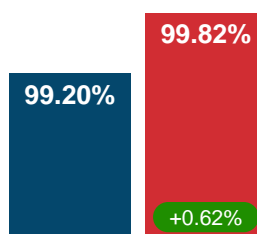
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

