

June 2020



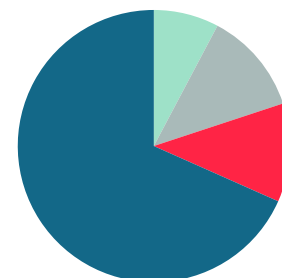
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	108	117	8.33%
Pending Listings	100	184	84.00%
New Listings	275	292	6.18%
Average List Price	137,788	176,239	27.91%
Average Sale Price	131,759	168,277	27.72%
Average Percent of Selling Price to List Price	94.55%	93.78%	-0.81%
Average Days on Market to Sale	58.90	56.21	-4.57%
End of Month Inventory	1,466	1,032	-29.60%
Months Supply of Inventory	16.05	10.28	-35.97%



■ Closed (7.75%)
■ Pending (12.19%)
■ Other OffMarket (11.72%)
■ Active (68.34%)

Absorption: Last 12 months, an Average of **100** Sales/Month
Active Inventory as of June 30, 2020 = **1,032**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **29.60%** to 1,032 existing homes available for sale. Over the last 12 months this area has had an average of 100 closed sales per month. This represents an unsold inventory index of **10.28** 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 **27.72%** in June 2020 to \$168,277 versus the previous year at \$131,759.

Average Days on Market Shortens

The average number of **56.21** days that homes spent on the market before selling decreased by 2.69 days or **4.57%** in June 2020 compared to last year's same month at **58.90** 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 292 New Listings in June 2020, up **6.18%** from last year at 275. Furthermore, there were 117 Closed Listings this month versus last year at 108, a **8.33%** increase.

Closed versus Listed trends yielded a **40.1%** ratio, up from previous year's, June 2019, at **39.3%**, a **2.03%** upswing. 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

June 2020



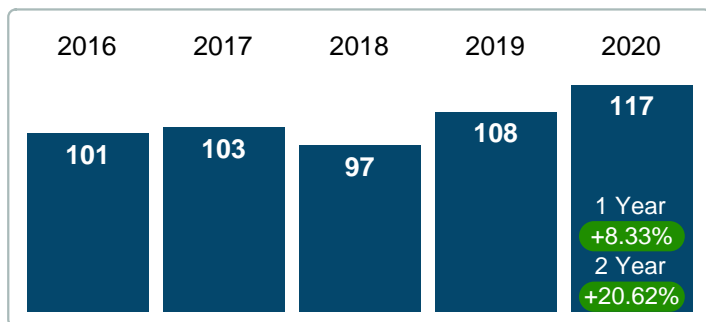
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



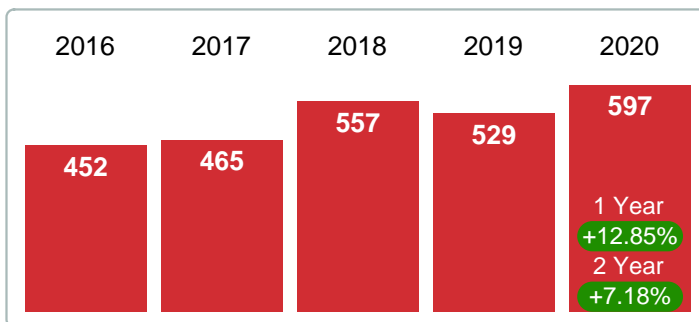
CLOSED LISTINGS

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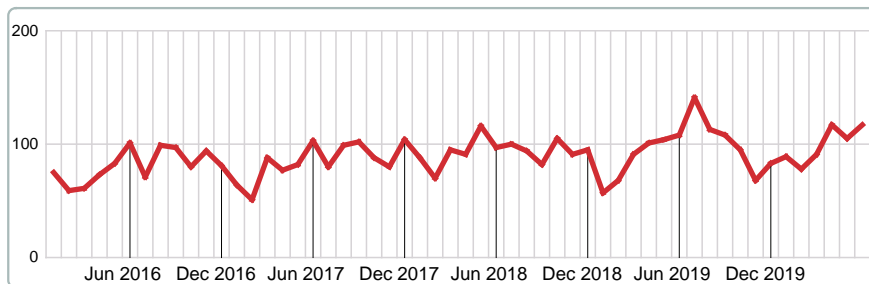
JUNE



YEAR TO DATE (YTD)

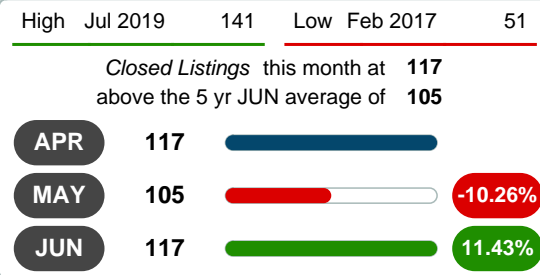


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 105



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.13%	108.3	4	1	1	0
\$25,001 - \$50,000	14	11.97%	75.6	9	5	0	0
\$50,001 - \$75,000	17	14.53%	57.5	10	7	0	0
\$75,001 - \$150,000	30	25.64%	51.4	8	18	4	0
\$150,001 - \$250,000	25	21.37%	57.4	5	16	4	0
\$250,001 - \$350,000	13	11.11%	27.3	3	10	0	0
\$350,001 and up	12	10.26%	46.4	1	6	5	0
Total Closed Units	117			40	63	14	0
Total Closed Volume	19,688,450	100%	56.2	4.33M	11.61M	3.75M	0.00B
Average Closed Price	\$168,277			\$108,218	\$184,251	\$267,996	\$0

June 2020



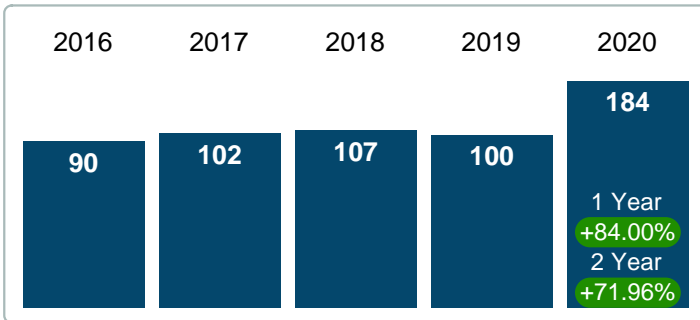
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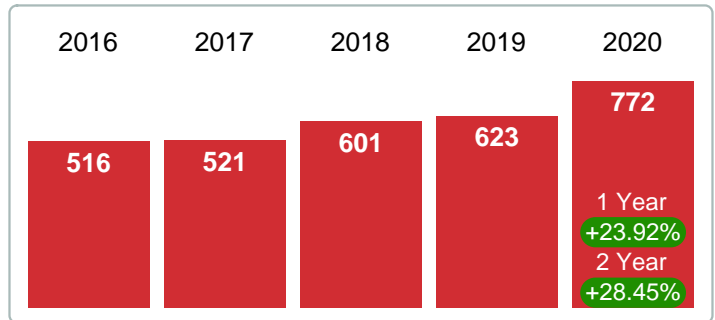
PENDING LISTINGS

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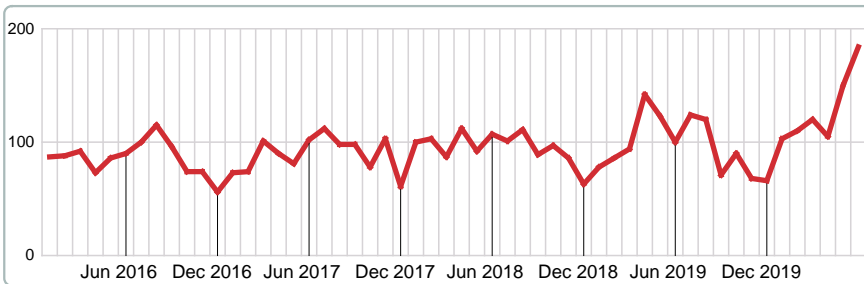
JUNE



YEAR TO DATE (YTD)

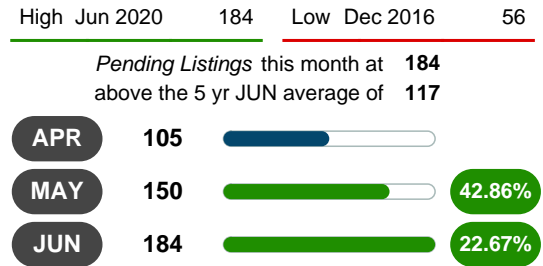


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 117



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	10	5.43%	63.4	8	1	1	0
\$25,001 - \$50,000	21	11.41%	71.9	12	8	1	0
\$50,001 - \$100,000	40	21.74%	84.4	20	18	2	0
\$100,001 - \$150,000	33	17.93%	68.5	9	22	2	0
\$150,001 - \$225,000	29	15.76%	63.2	8	17	3	1
\$225,001 - \$325,000	29	15.76%	65.9	10	12	5	2
\$325,001 and up	22	11.96%	70.1	1	9	10	2
Total Pending Units	184			68	87	24	5
Total Pending Volume	31,236,254	100%	60.1	7.71M	14.48M	7.03M	2.01M
Average Listing Price	\$153,818			\$113,424	\$166,468	\$293,033	\$401,580

June 2020



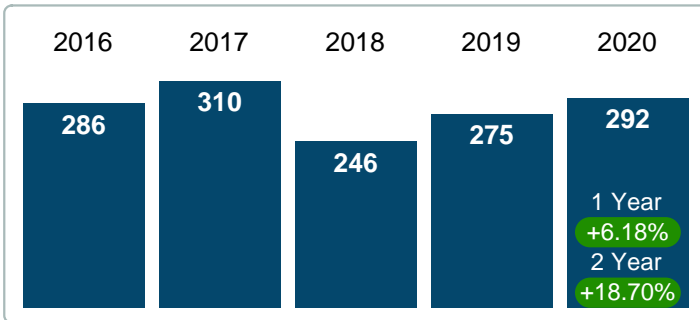
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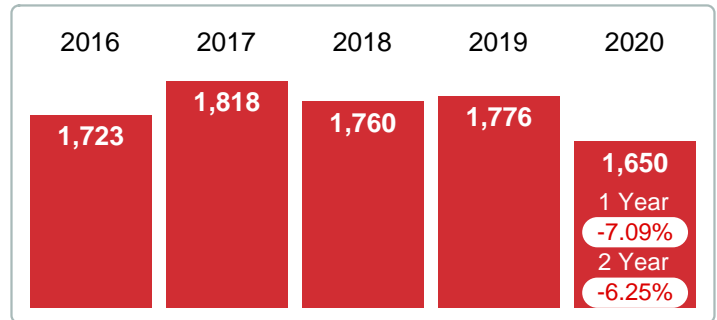
NEW LISTINGS

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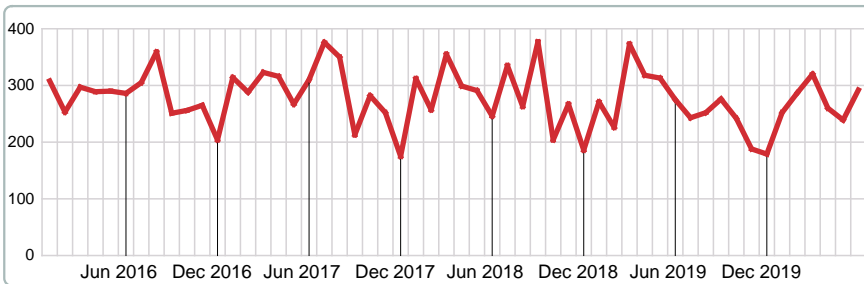
JUNE



YEAR TO DATE (YTD)

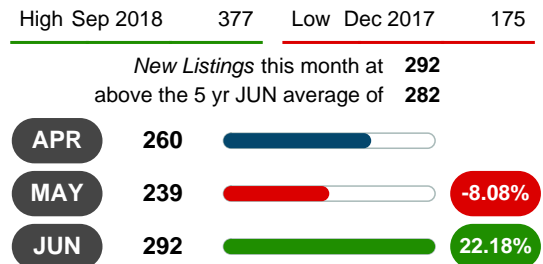


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 282



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	28	9.59%	26	1	1	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$50,000	43	14.73%	41	2	0	0
\$50,001 - \$125,000	91	31.16%	61	29	1	0
\$125,001 - \$200,000	63	21.58%	23	28	10	2
\$200,001 - \$300,000	35	11.99%	13	16	6	0
\$300,001 and up	32	10.96%	9	8	12	3
Total New Listed Units	292		173	84	30	5
Total New Listed Volume	48,556,609	100%	19.62M	14.64M	9.67M	4.63M
Average New Listed Listing Price	\$154,750		\$113,426	\$174,264	\$322,343	\$925,080

June 2020



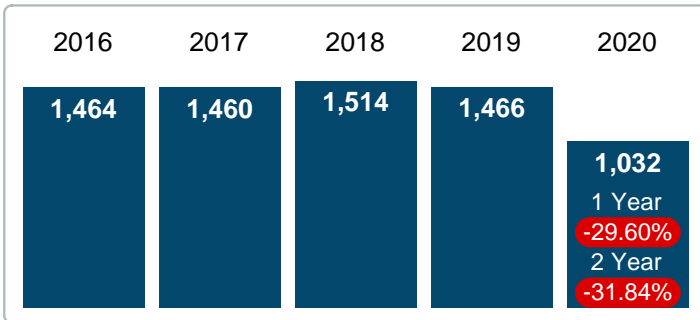
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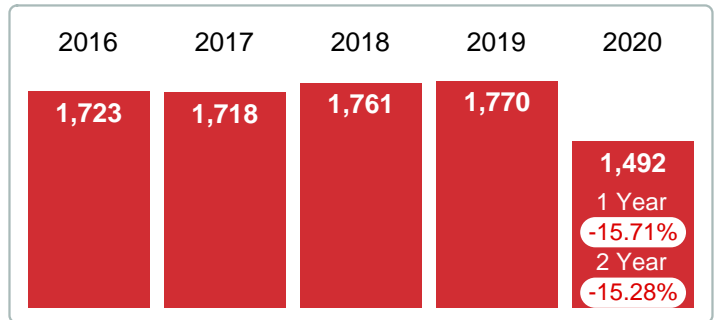
ACTIVE INVENTORY

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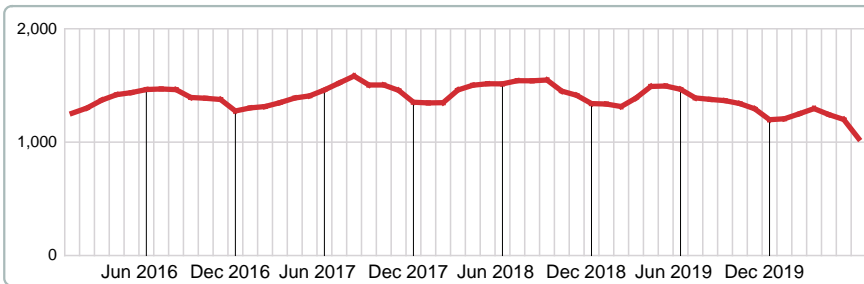
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

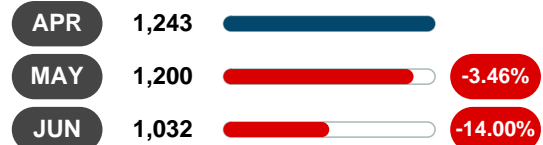


3 MONTHS

5 year JUN AVG = 1,387

High Aug 2017 1,583 Low Jun 2020 1,032

Inventory this month at 1,032 below the 5 yr JUN average of 1,387



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-\$25,000	151	14.63%	111.3	147	4	0	0
\$25,001-\$50,000	165	15.99%	127.8	152	11	1	1
\$50,001-\$125,000	293	28.39%	97.0	188	96	8	1
\$125,001-\$225,000	187	18.12%	92.5	88	67	29	3
\$225,001-\$375,000	126	12.21%	86.2	46	49	27	4
\$375,001 and up	110	10.66%	97.5	40	25	32	13
Total Active Inventory by Units			1,032	661	252	97	22
Total Active Inventory by Volume			183,437,069	82.27M	53.87M	33.80M	13.50M
Average Active Inventory Listing Price			\$177,749	\$124,469	\$213,761	\$348,437	\$613,500

June 2020



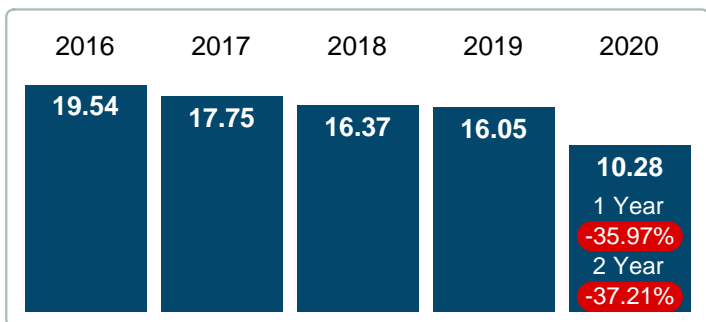
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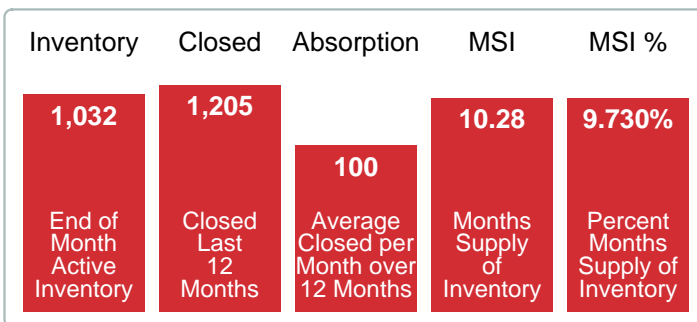
MONTHS SUPPLY of INVENTORY (MSI)

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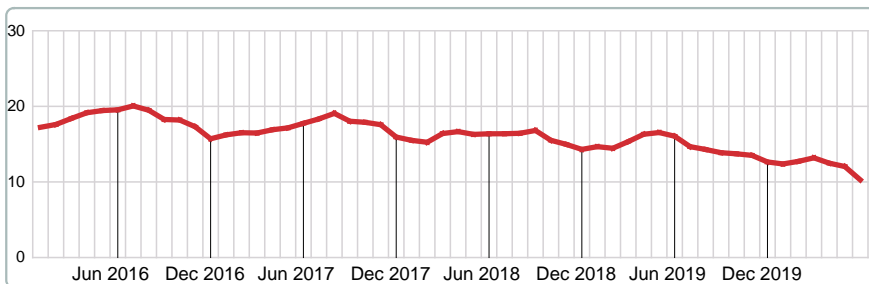
MSI FOR JUNE



INDICATORS FOR JUNE 2020

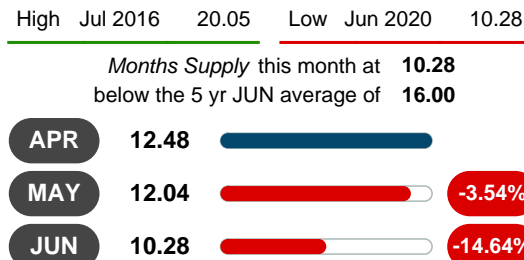


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 16.00



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
\$20,000 and less	109	10.56%	16.15	20.00	3.00	0.00	0.00
\$20,001 - \$30,000	81	7.85%	13.89	20.00	0.60	0.00	0.00
\$30,001 - \$60,000	166	16.09%	11.19	19.43	2.21	2.40	0.00
\$60,001 - \$130,000	268	25.97%	7.98	16.37	4.70	3.53	2.00
\$130,001 - \$220,000	162	15.70%	7.45	28.36	3.80	6.26	18.00
\$220,001 - \$390,000	140	13.57%	11.59	24.00	8.68	9.00	15.00
\$390,001 and up	106	10.27%	18.99	30.40	11.54	19.58	20.57
Market Supply of Inventory (MSI)			10.28	20.13	4.73	7.66	13.20
Total Active Inventory by Units		100%	10,280	661	252	97	22

June 2020



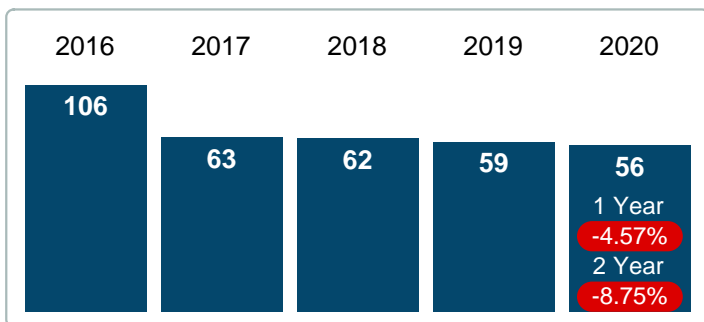
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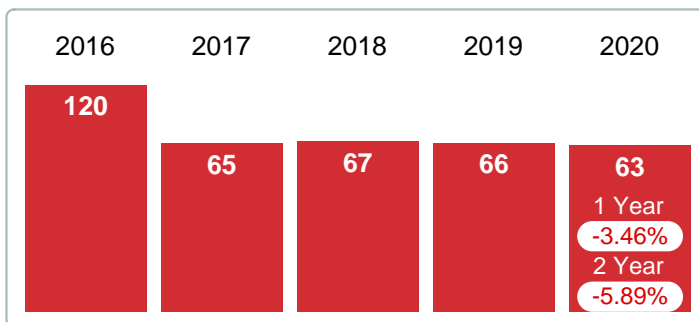
AVERAGE DAYS ON MARKET TO SALE

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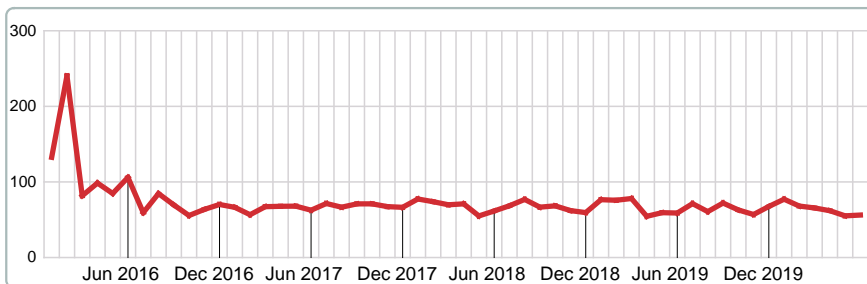
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 69

High Feb 2016 240 Low Apr 2019 55

Average Days on Market to Sale this month at 56 below the 5 yr JUN average of 69



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		
\$25,000 and less	6	5.13%	108	102	92	151	0	
\$25,001 - \$50,000	14	11.97%	76	78	72	0	0	
\$50,001 - \$75,000	17	14.53%	58	67	44	0	0	
\$75,001 - \$150,000	30	25.64%	51	56	54	31	0	
\$150,001 - \$250,000	25	21.37%	57	36	62	65	0	
\$250,001 - \$350,000	13	11.11%	27	23	29	0	0	
\$350,001 and up	12	10.26%	46	36	26	74	0	
Average Closed DOM		56		63	50	64	0	
Total Closed Units		117	100%	56	40	63	14	
Total Closed Volume		19,688,450			4.33M	11.61M	3.75M	0.00B

June 2020



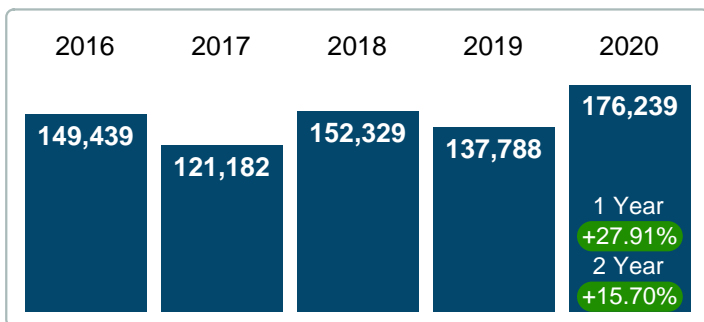
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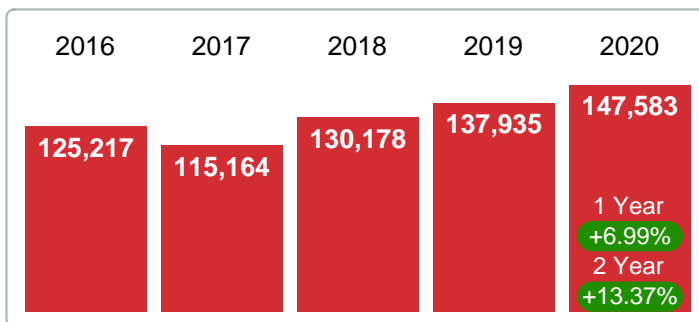
AVERAGE LIST PRICE AT CLOSING

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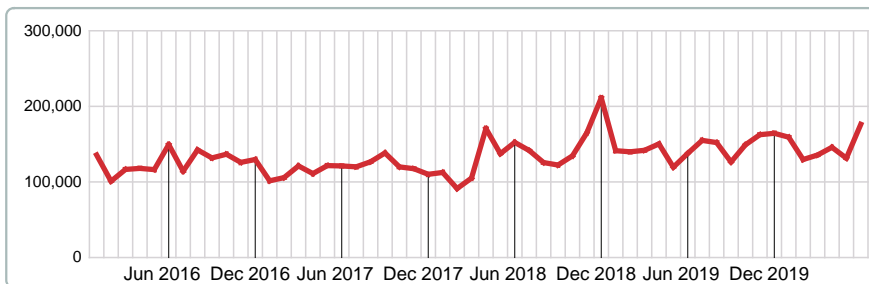
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 147,395

High Dec 2018 211,191 Low Feb 2018 91,261

Average List Price at Closing this month at **176,239**
above the 5 yr JUN average of **147,395**

- APR 145,801
- MAY 131,463 -9.83%
- JUN 176,239 34.06%

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		
\$25,000 and less	5	4.27%	16,320	28,650	18,000	9,900	0	
\$25,001 - \$50,000	10	8.55%	37,810	45,800	41,580	0	0	
\$50,001 - \$75,000	20	17.09%	64,742	69,640	68,093	0	0	
\$75,001 - \$150,000	31	26.50%	115,181	113,675	120,239	120,725	0	
\$150,001 - \$250,000	27	23.08%	199,636	238,160	194,564	201,088	0	
\$250,001 - \$350,000	12	10.26%	311,083	294,333	296,490	0	0	
\$350,001 and up	12	10.26%	514,305	671,664	493,000	508,400	0	
Average List Price		176,239		121,952	188,933	274,225	0	
Total Closed Units		117	100%	176,239	40	63	14	0
Total Closed Volume		20,619,991			4.88M	11.90M	3.84M	0.00B

June 2020



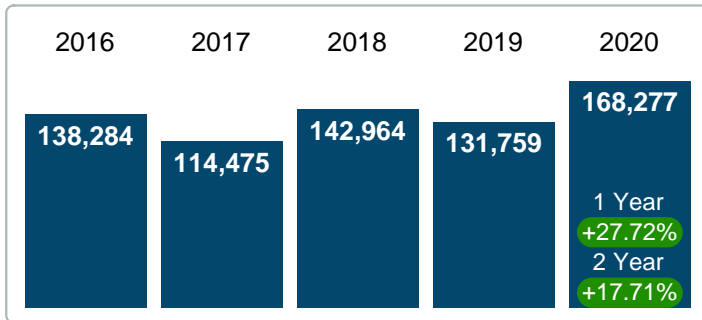
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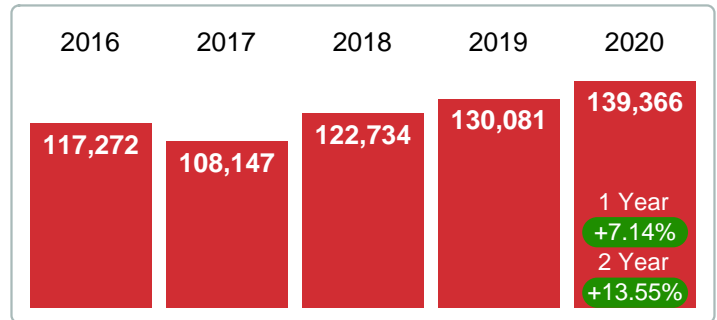
AVERAGE SOLD PRICE AT CLOSING

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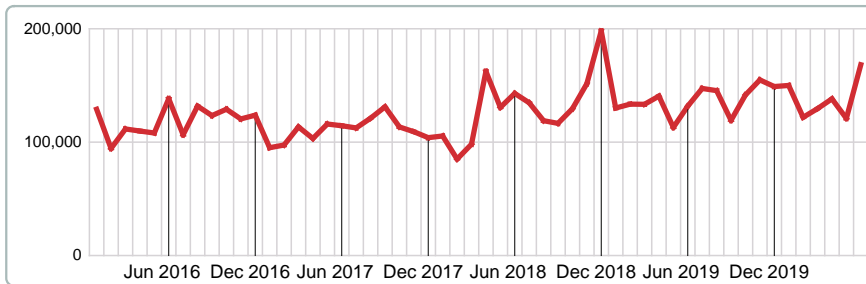
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

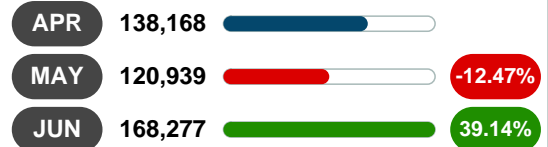


3 MONTHS

5 year JUN AVG = 139,152

High Dec 2018 198,081 Low Feb 2018 85,057

Average Sold Price at Closing this month at **168,277** above the 5 yr JUN average of **139,152**



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		
\$25,000 and less	6	5.13%	14,083	15,750	12,500	9,000	0	
\$25,001 - \$50,000	14	11.97%	37,936	38,100	37,640	0	0	
\$50,001 - \$75,000	17	14.53%	63,053	62,080	64,443	0	0	
\$75,001 - \$150,000	30	25.64%	112,473	105,125	114,483	118,125	0	
\$150,001 - \$250,000	25	21.37%	197,294	221,000	190,088	196,488	0	
\$250,001 - \$350,000	13	11.11%	296,069	284,000	299,690	0	0	
\$350,001 and up	12	10.26%	487,125	504,000	476,167	496,900	0	
Average Sold Price		168,277		108,218	184,251	267,996	0	
Total Closed Units		117	100%	168,277	40	63	14	0
Total Closed Volume		19,688,450			4.33M	11.61M	3.75M	0.00B

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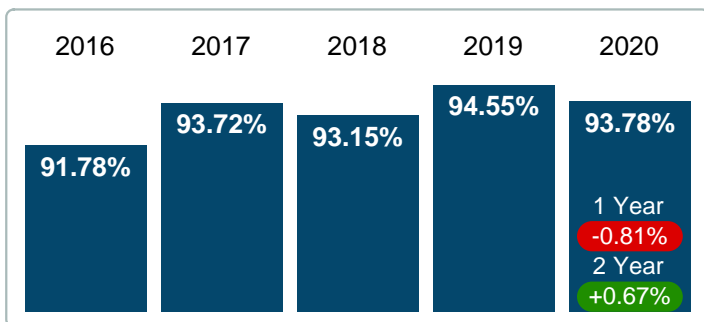
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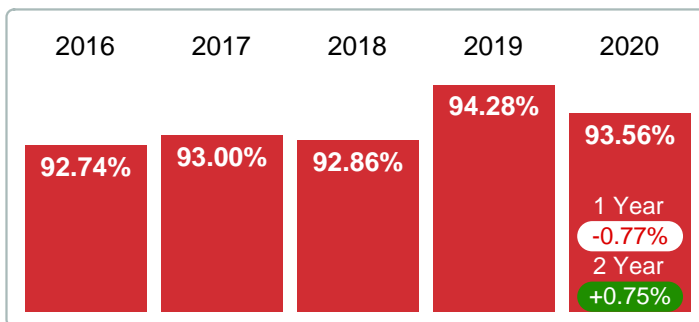
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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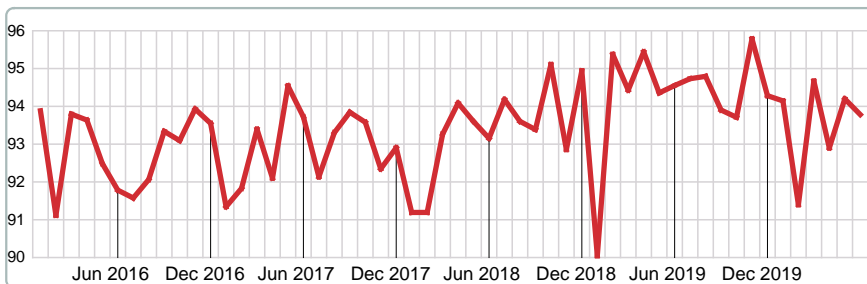
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

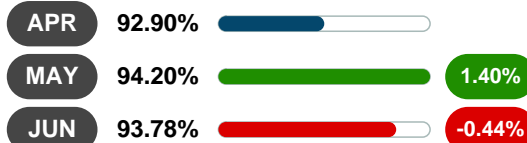


3 MONTHS

5 year JUN AVG = 93.40%

High Nov 2019 95.78% Low Jan 2019 90.05%

Average Sold/List Ratio this month at **93.78%**
above the 5 yr JUN average of **93.40%**



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
\$25,000 and less	6	5.13%	69.59%	64.29%	69.44%	90.91%	0.00%
\$25,001 - \$50,000	14	11.97%	89.31%	85.43%	96.30%	0.00%	0.00%
\$50,001 - \$75,000	17	14.53%	91.85%	89.78%	94.82%	0.00%	0.00%
\$75,001 - \$150,000	30	25.64%	95.22%	92.84%	95.68%	97.89%	0.00%
\$150,001 - \$250,000	25	21.37%	97.41%	95.82%	97.79%	97.89%	0.00%
\$250,001 - \$350,000	13	11.11%	100.71%	96.49%	101.98%	0.00%	0.00%
\$350,001 and up	12	10.26%	95.17%	75.04%	96.50%	97.60%	0.00%
Average Sold/List Ratio		93.80%		87.75%	96.83%	97.29%	0.00%
Total Closed Units		117	100%	40	63	14	
Total Closed Volume		19,688,450		4.33M	11.61M	3.75M	0.00B

June 2020



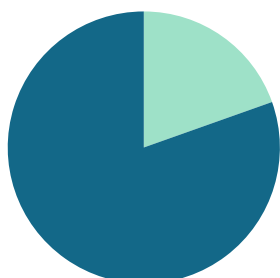
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

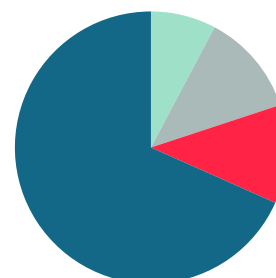


Inventory
 New Listings
292 = 19.57%
 Start Inventory
1,200
 Total Inventory Units
1,492
 Volume
\$262,612,869

Market Activity

Closed Sales
117 = 7.75%
 Pending Sales
184 = 12.19%
 Other Off Market
177 = 11.72%
 Active Inventory
1,032 = 68.34%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	108	117	8.33%	529	597	12.85%
Pending Sales	100	184	84.00%	623	772	23.92%
New Listings	275	292	6.18%	1,776	1,650	-7.09%
Average List Price	137,788	176,239	27.91%	137,935	147,583	6.99%
Average Sale Price	131,759	168,277	27.72%	130,081	139,366	7.14%
Average Percent of Selling Price to List Price	94.55%	93.78%	-0.81%	94.28%	93.56%	-0.77%
Average Days on Market to Sale	58.90	56.21	-4.57%	65.52	63.26	-3.46%
Monthly Inventory	1,466	1,032	-29.60%	1,466	1,032	-29.60%
Months Supply of Inventory	16.05	10.28	-35.97%	16.05	10.28	-35.97%

Absorption: Last 12 months, an Average of **100** Sales/Month

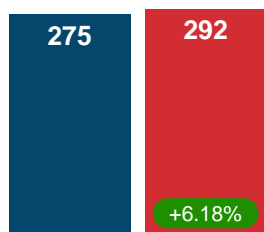
Inventory on June 30, 2020 = 1,032

2019 **2020**

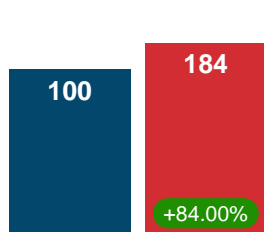
JUNE MARKET

AVERAGE PRICES

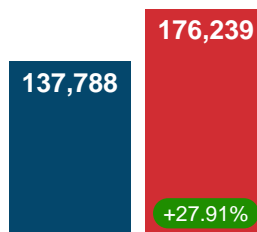
New Listings



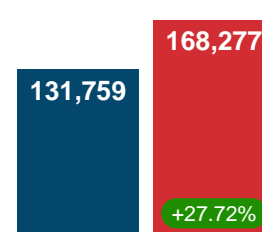
Pending Listings



List Price



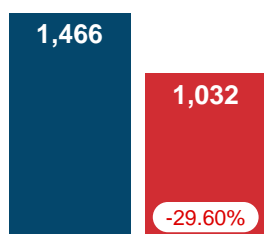
Sale Price



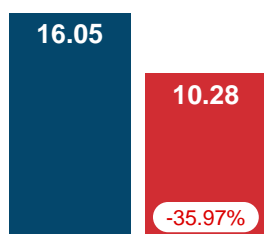
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

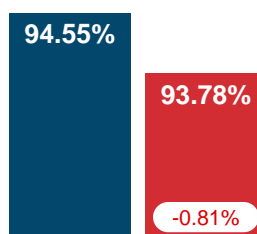
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

