

June 2020



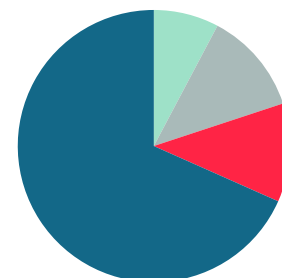
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	98,250	134,900	37.30%
Median Sale Price	91,600	127,000	38.65%
Median Percent of Selling Price to List Price	95.86%	95.71%	-0.16%
Median Days on Market to Sale	41.50	50.00	20.48%
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.

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 **38.65%** in June 2020 to \$127,000 versus the previous year at \$91,600.

Median Days on Market Lengthens

The median number of **50.00** days that homes spent on the market before selling increased by 8.50 days or **20.48%** in June 2020 compared to last year's same month at **41.50** 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 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



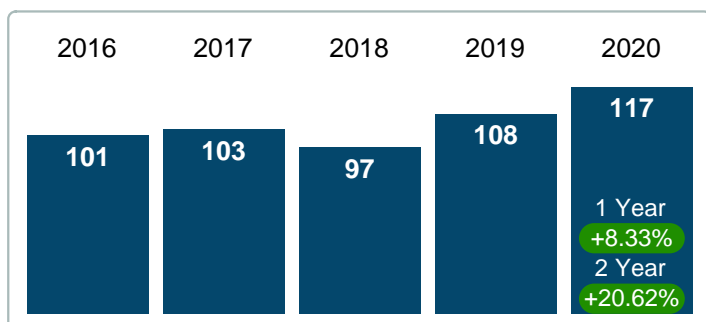
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



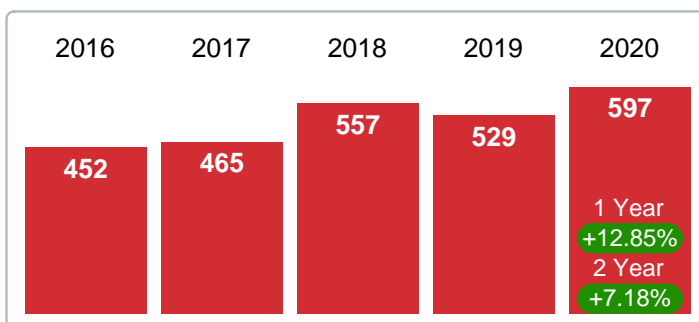
CLOSED LISTINGS

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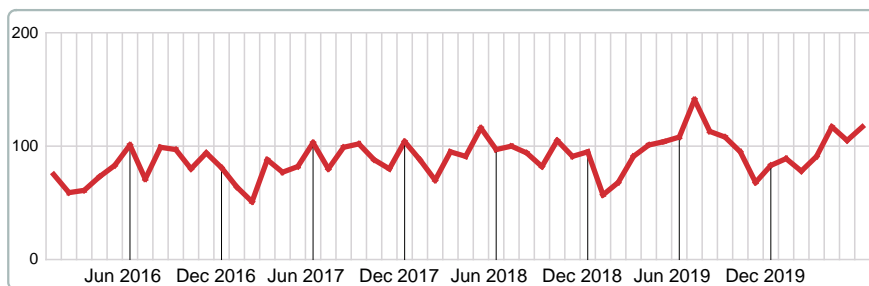
JUNE



YEAR TO DATE (YTD)

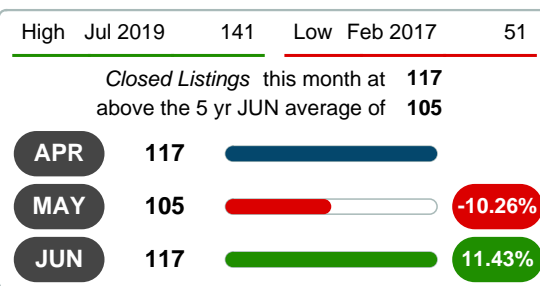


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 105



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	10.26%	71.5	8	3	1	0
\$30,001 - \$60,000	13	11.11%	68.0	8	5	0	0
\$60,001 - \$90,000	18	15.38%	67.5	9	9	0	0
\$90,001 - \$160,000	26	22.22%	39.0	7	15	4	0
\$160,001 - \$250,000	23	19.66%	70.0	4	15	4	0
\$250,001 - \$360,000	14	11.97%	18.5	3	11	0	0
\$360,001 and up	11	9.40%	15.0	1	5	5	0
Total Closed Units	117			40	63	14	0
Total Closed Volume	19,688,450	100%	50.0	4.33M	11.61M	3.75M	0.00B
Median Closed Price	\$127,000			\$63,750	\$154,000	\$188,000	\$0

June 2020



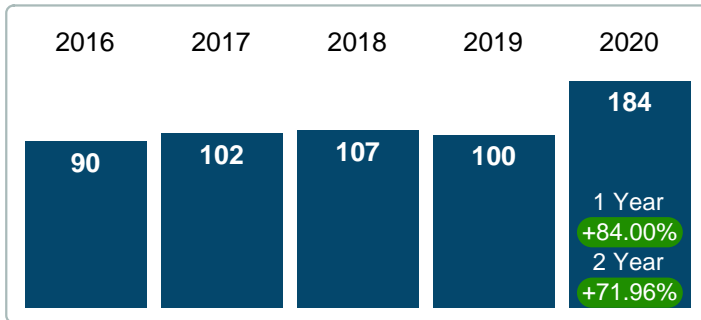
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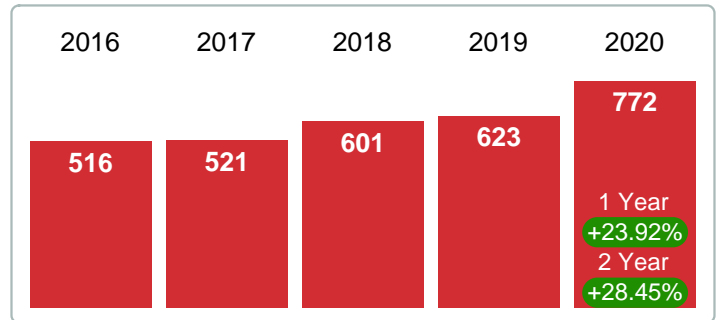
PENDING LISTINGS

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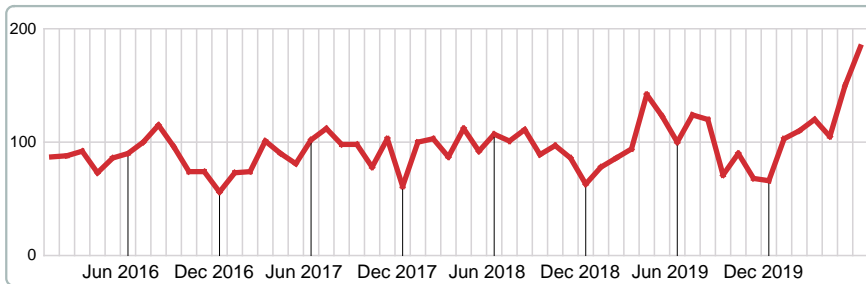
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

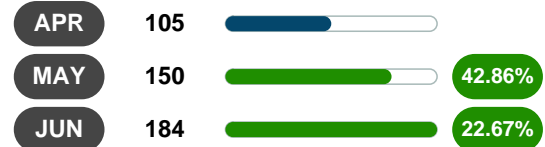


3 MONTHS

5 year JUN AVG = 117

High Jun 2020 184 Low Dec 2016 56

Pending Listings this month at 184 above the 5 yr JUN average of 117



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	13	7.07%	40.0	10	2	1	0
\$30,001 - \$60,000	26	14.13%	71.5	16	9	1	0
\$60,001 - \$100,000	32	17.39%	53.0	14	16	2	0
\$100,001 - \$160,000	38	20.65%	31.5	11	25	2	0
\$160,001 - \$240,000	32	17.39%	93.5	8	17	6	1
\$240,001 - \$340,000	23	12.50%	48.0	8	10	3	2
\$340,001 and up	20	10.87%	68.5	1	8	9	2
Total Pending Units	184			68	87	24	5
Total Pending Volume	31,236,254	100%	53.5	7.71M	14.48M	7.03M	2.01M
Median Listing Price	\$135,750			\$85,000	\$139,500	\$244,700	\$289,900

June 2020



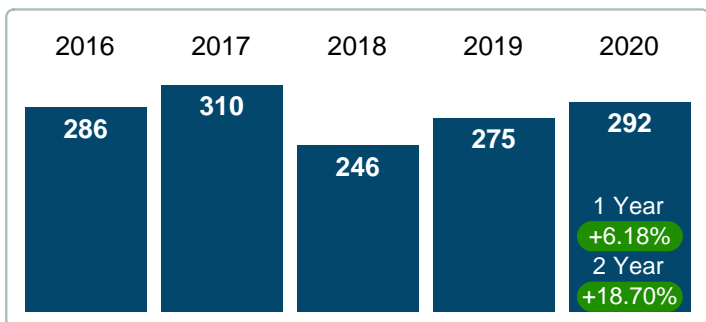
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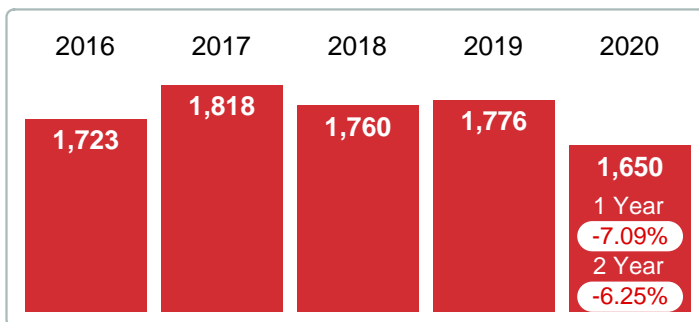
NEW LISTINGS

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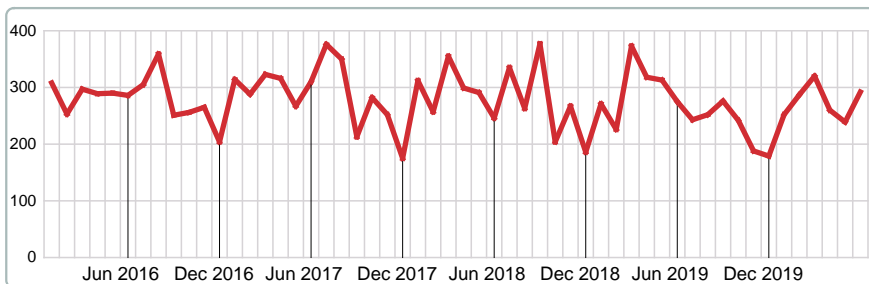
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 282

High Sep 2018 377 Low Dec 2017 175

New Listings this month at 292
above the 5 yr JUN average of 282



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	20	6.85%	19	1	0	0
\$20,001 - \$40,000	24	8.22%	23	0	1	0
\$40,001 - \$60,000	50	17.12%	46	4	0	0
\$60,001 - \$140,000	84	28.77%	45	34	5	0
\$140,001 - \$200,000	47	16.10%	18	21	6	2
\$200,001 - \$310,000	37	12.67%	14	17	6	0
\$310,001 and up	30	10.27%	8	7	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
Median New Listed Listing Price	\$109,900		\$59,900	\$148,400	\$257,400	\$575,000

June 2020



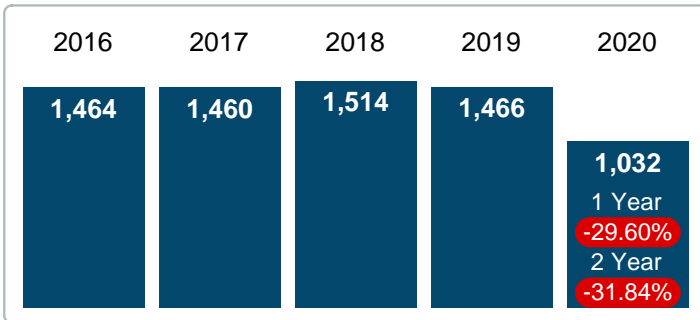
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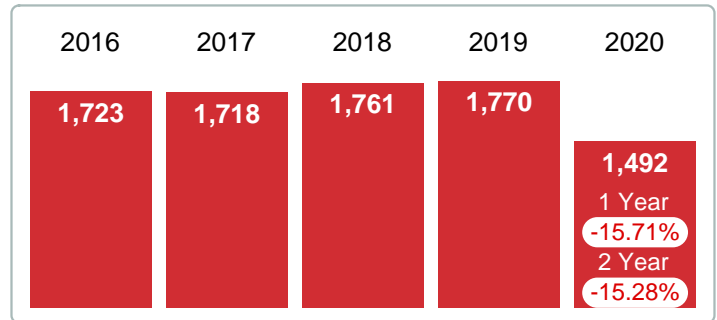
ACTIVE INVENTORY

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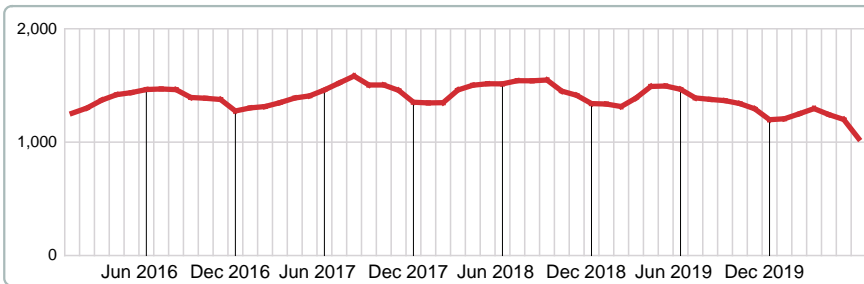
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

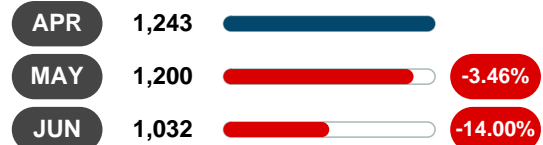


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	109	10.56%	103.0	105	4	0	0
\$20,001 \$30,000	81	7.85%	105.0	80	1	0	0
\$30,001 \$60,000	166	16.09%	65.5	149	14	2	1
\$60,001 \$130,000	268	25.97%	64.5	161	96	10	1
\$130,001 \$220,000	162	15.70%	72.5	78	57	24	3
\$220,001 \$390,000	140	13.57%	90.0	50	55	30	5
\$390,001 and up	106	10.27%	86.5	38	25	31	12
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
Median Active Inventory Listing Price			\$94,450	\$60,000	\$141,000	\$276,000	\$409,450

June 2020



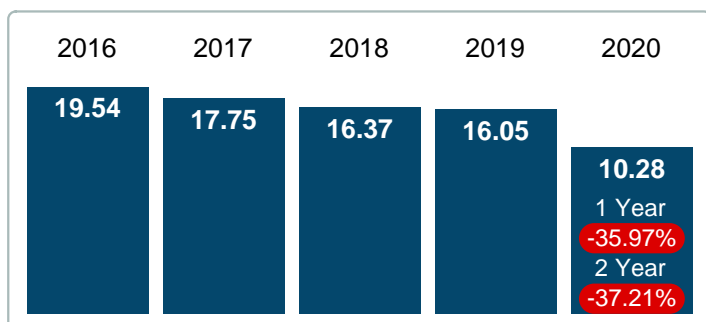
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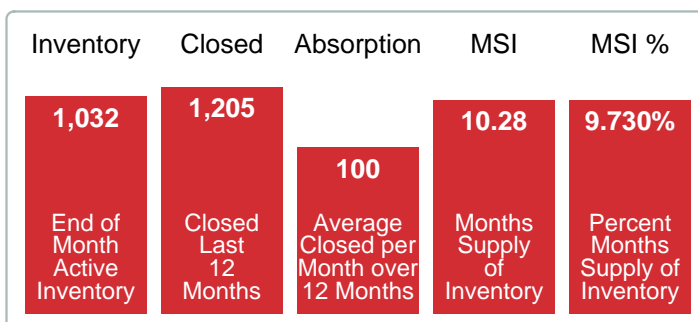
MONTHS SUPPLY of INVENTORY (MSI)

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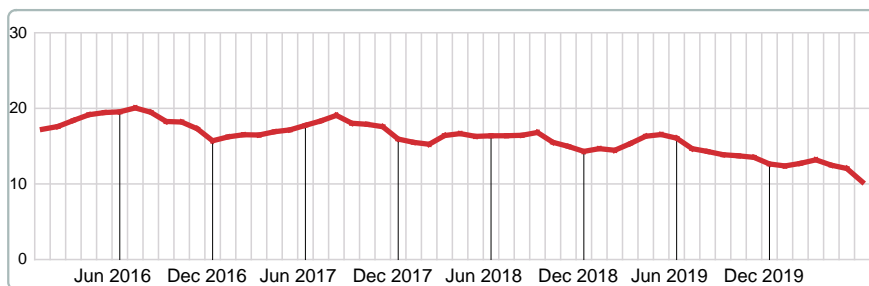
MSI FOR JUNE



INDICATORS FOR JUNE 2020

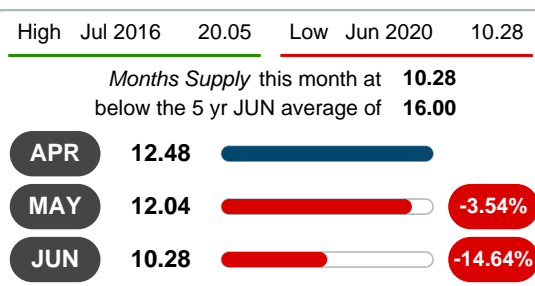


5 YEAR MARKET ACTIVITY TRENDS



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



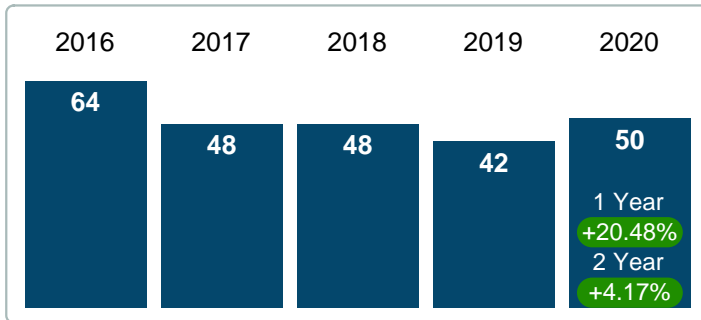
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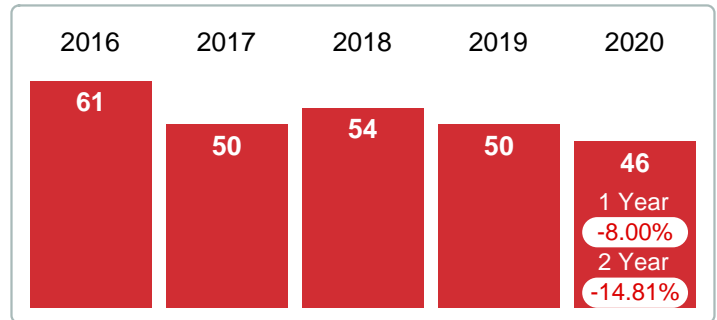
MEDIAN DAYS ON MARKET TO SALE

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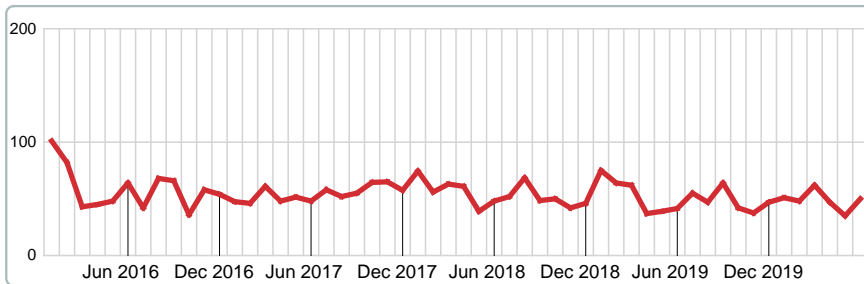
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 50

High Jan 2016 101 Low May 2020 35

Median Days on Market to Sale this month at 50 equal to 5 yr JUN average of 50



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
\$30,000 and less	10.26%	72	72	42	151	0
\$30,001 - \$60,000	11.11%	68	73	58	0	0
\$60,001 - \$90,000	15.38%	68	70	65	0	0
\$90,001 - \$160,000	22.22%	39	25	50	18	0
\$160,001 - \$250,000	19.66%	70	50	65	72	0
\$250,001 - \$360,000	11.97%	19	15	22	0	0
\$360,001 and up	9.40%	15	36	15	89	0
Median Closed DOM		50	56	46	72	0
Total Closed Units	100%	117	40	63	14	
Total Closed Volume		19,688,450	4.33M	11.61M	3.75M	0.00B

June 2020



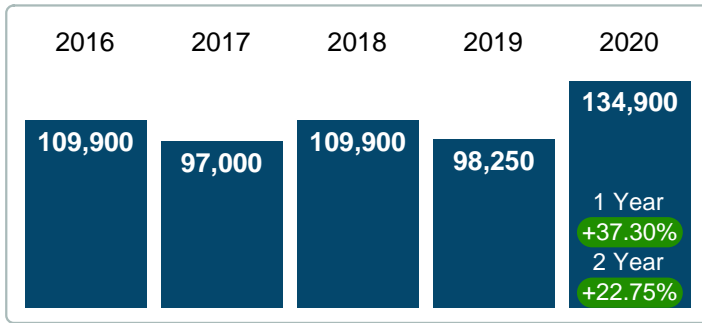
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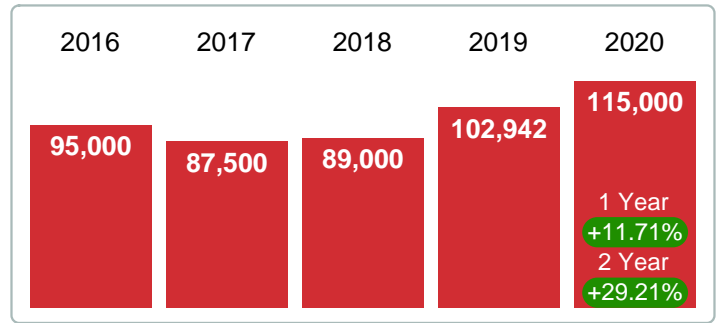
MEDIAN LIST PRICE AT CLOSING

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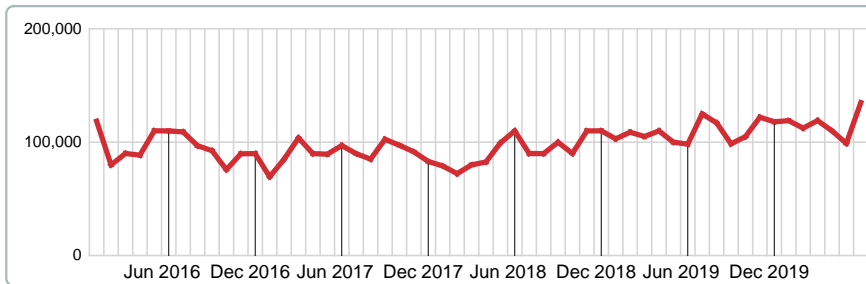
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

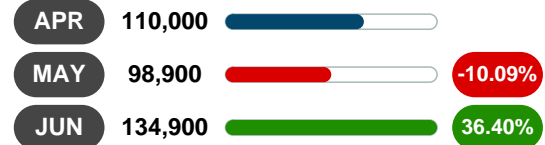


3 MONTHS

5 year JUN AVG = 109,990

High Jun 2020 134,900 Low Jan 2017 69,450

Median List Price at Closing this month at **134,900** above the 5 yr JUN average of **109,990**



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
\$30,000 and less	7	19,000	24,200	18,500	9,900	0
\$30,001 - \$60,000	15	45,900	50,450	45,000	0	0
\$60,001 - \$90,000	18	69,900	69,900	69,999	0	0
\$90,001 - \$160,000	29	128,000	112,500	128,950	125,000	0
\$160,001 - \$250,000	24	200,450	234,900	195,730	192,450	0
\$250,001 - \$360,000	12	312,000	302,000	323,500	0	0
\$360,001 and up	12	494,500	671,664	459,000	525,000	0
Median List Price		134,900	69,950	159,000	192,450	0
Total Closed Units		117	40	63	14	
Total Closed Volume		20,619,991	4.88M	11.90M	3.84M	0.00B

June 2020



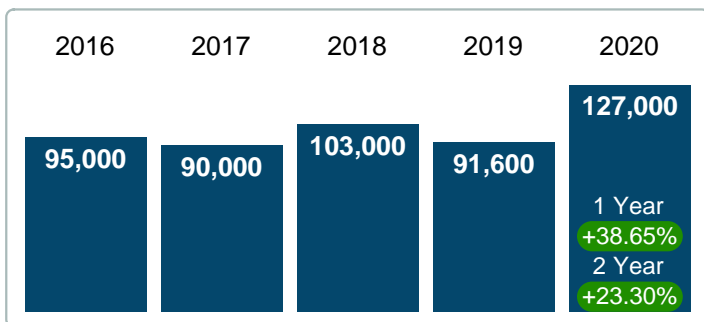
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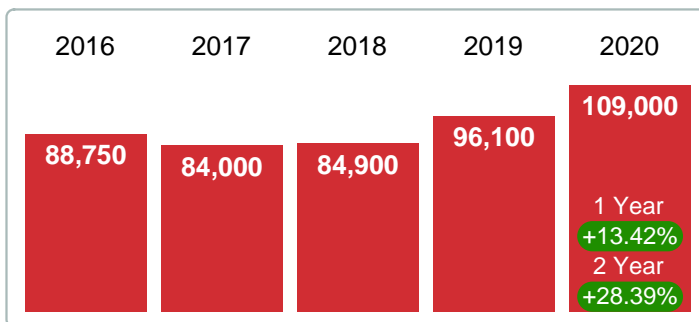
MEDIAN SOLD PRICE AT CLOSING

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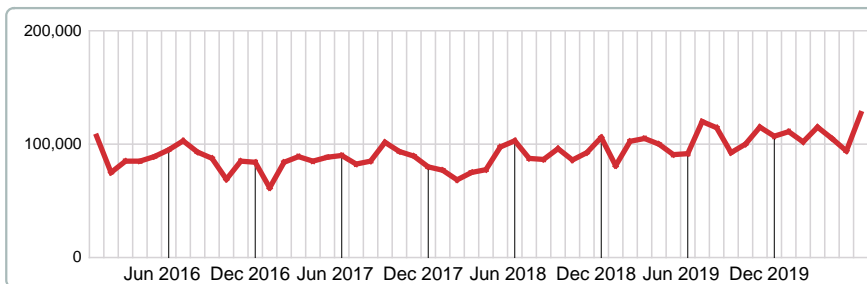
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

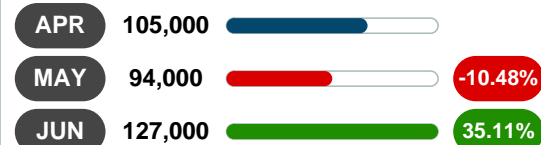


3 MONTHS

5 year JUN AVG = 101,320

High Jun 2020 127,000 Low Jan 2017 61,500

Median Sold Price at Closing this month at 127,000 above the 5 yr JUN average of 101,320



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
\$30,000 and less	10.26%	22,850	22,950	25,700	9,000	0
\$30,001 - \$60,000	11.11%	50,000	50,000	50,000	0	0
\$60,001 - \$90,000	15.38%	69,000	64,000	75,000	0	0
\$90,001 - \$160,000	22.22%	120,000	113,000	123,500	119,250	0
\$160,001 - \$250,000	19.66%	200,000	240,000	184,000	188,000	0
\$250,001 - \$360,000	11.97%	295,750	292,000	299,500	0	0
\$360,001 and up	9.40%	492,000	504,000	455,000	515,000	0
Median Sold Price		127,000	63,750	154,000	188,000	0
Total Closed Units	100%	117	40	63	14	
Total Closed Volume		19,688,450	4.33M	11.61M	3.75M	0.00B

June 2020



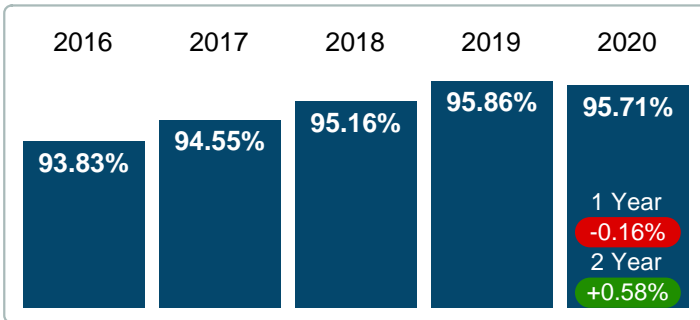
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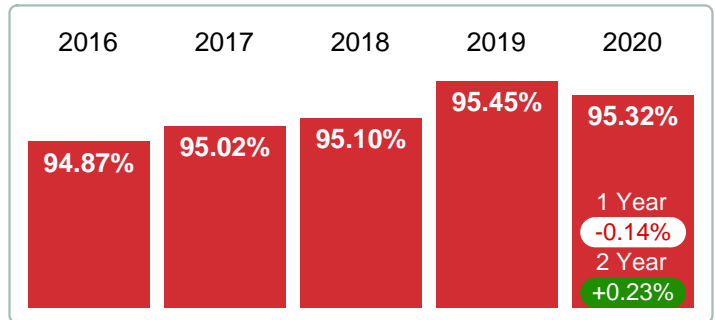
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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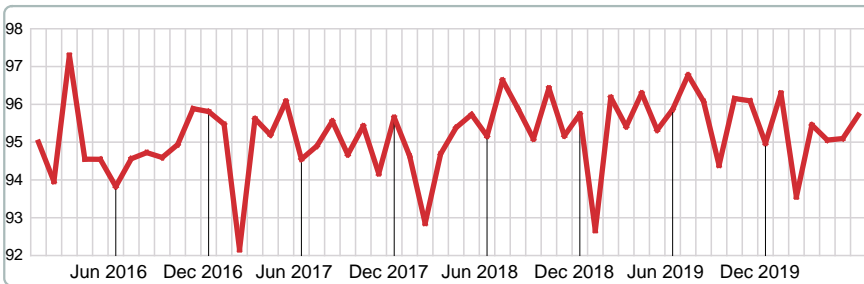
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

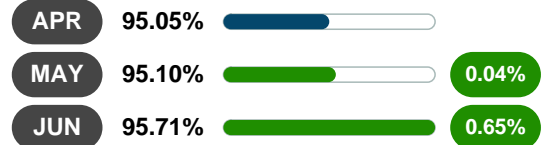


3 MONTHS

5 year JUN AVG = 95.02%

High Mar 2016 97.30% Low Feb 2017 92.15%

Median Sold/List Ratio this month at **95.71%**
above the 5 yr JUN average of **95.02%**



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
\$30,000 and less	12	10.26%	84.74%	78.63%	83.33%	90.91%	0.00%
\$30,001 \$60,000	13	11.11%	90.91%	90.91%	93.33%	0.00%	0.00%
\$60,001 \$90,000	18	15.38%	94.69%	90.71%	95.71%	0.00%	0.00%
\$90,001 \$160,000	26	22.22%	94.86%	93.33%	94.34%	100.00%	0.00%
\$160,001 \$250,000	23	19.66%	97.91%	98.96%	98.19%	97.69%	0.00%
\$250,001 \$360,000	14	11.97%	98.29%	95.24%	99.11%	0.00%	0.00%
\$360,001 and up	11	9.40%	96.58%	75.04%	96.58%	97.45%	0.00%
Median Sold/List Ratio		95.71%		91.63%	96.58%	97.69%	0.00%
Total Closed Units		117	100%	95.71%	40	63	14
Total Closed Volume		19,688,450			4.33M	11.61M	3.75M

June 2020



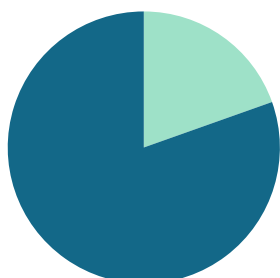
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

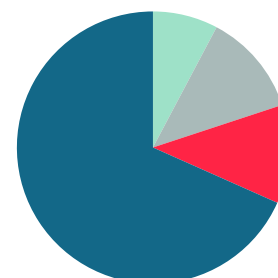


Inventory
 New Listings
292 = 19.57%
 Start Inventory
1,200
 Total Inventory Units
1,492
 Volume
\$262,612,869

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%
Median List Price	98,250	134,900	37.30%	102,942	115,000	11.71%
Median Sale Price	91,600	127,000	38.65%	96,100	109,000	13.42%
Median Percent of Selling Price to List Price	95.86%	95.71%	-0.16%	95.45%	95.32%	-0.14%
Median Days on Market to Sale	41.50	50.00	20.48%	50.00	46.00	-8.00%
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

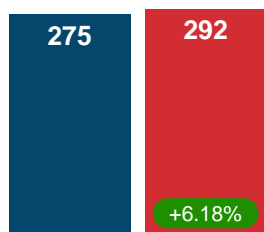
Inventory on June 30, 2020 = 1,032

2019 **2020**

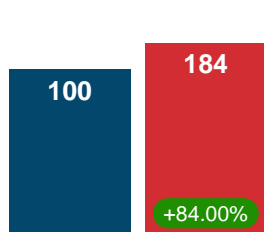
JUNE MARKET

MEDIAN PRICES

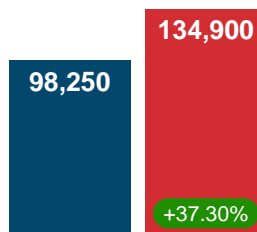
New Listings



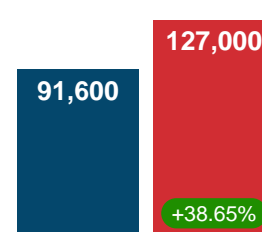
Pending Listings



List Price



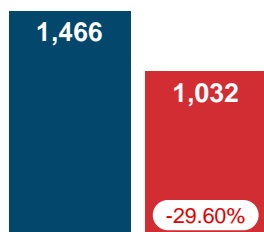
Sale Price



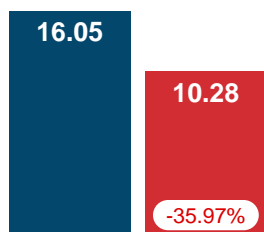
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

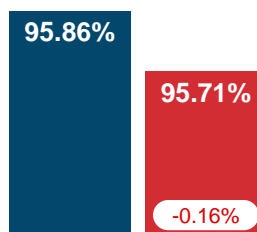
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

