

June 2020



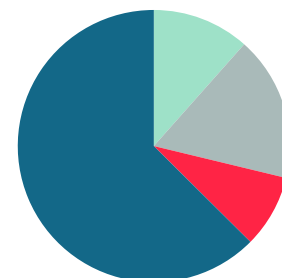
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	77	92	19.48%
Pending Listings	95	137	44.21%
New Listings	150	150	0.00%
Average List Price	170,824	194,093	13.62%
Average Sale Price	162,293	185,940	14.57%
Average Percent of Selling Price to List Price	94.38%	94.95%	0.60%
Average Days on Market to Sale	44.57	53.98	21.11%
End of Month Inventory	702	498	-29.06%
Months Supply of Inventory	10.14	6.75	-33.39%



Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of June 30, 2020 = **498**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **29.06%** to 498 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **6.75** 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 **14.57%** in June 2020 to \$185,940 versus the previous year at \$162,293.

Average Days on Market Lengthens

The average number of **53.98** days that homes spent on the market before selling increased by 9.41 days or **21.11%** in June 2020 compared to last year's same month at **44.57** 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 150 New Listings in June 2020, down **0.00%** from last year at 150. Furthermore, there were 92 Closed Listings this month versus last year at 77, a **19.48%** increase.

Closed versus Listed trends yielded a **61.3%** ratio, up from previous year's, June 2019, at **51.3%**, a **19.48%** 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



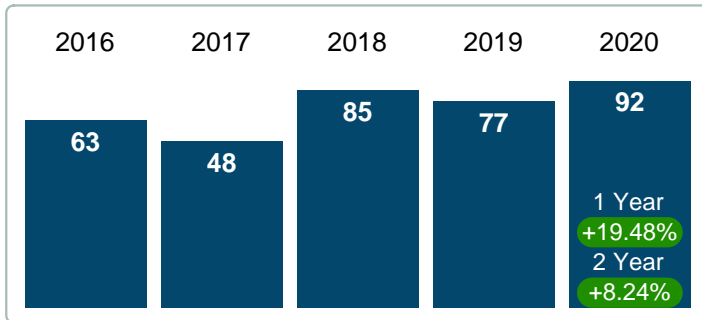
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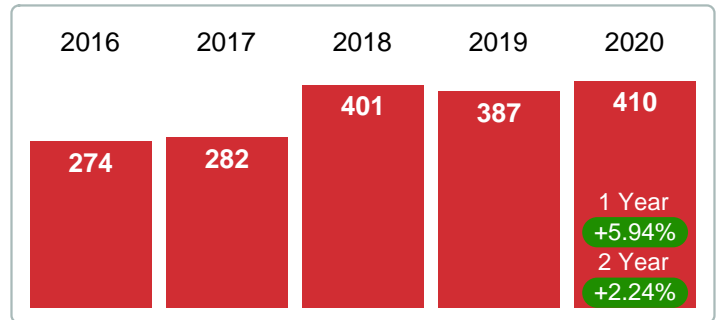
CLOSED LISTINGS

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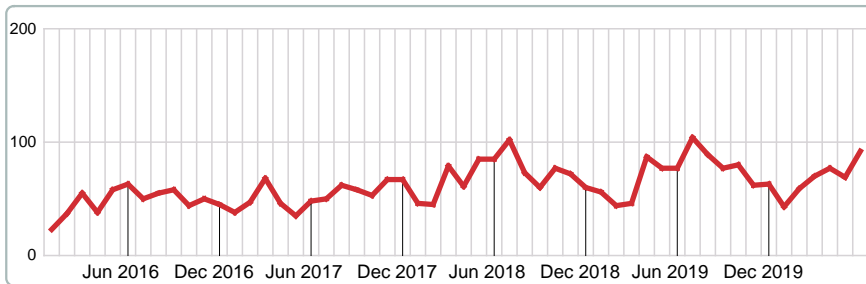
JUNE



YEAR TO DATE (YTD)

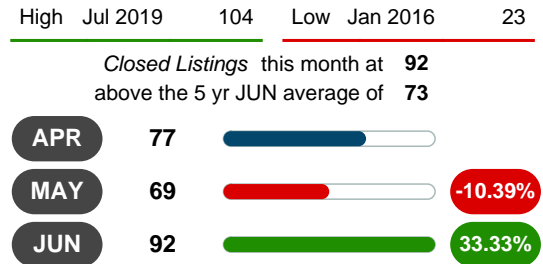


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 73



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	9	9.78%	101.3	9	0	0	0
\$25,001 - \$50,000	9	9.78%	66.6	7	2	0	0
\$50,001 - \$100,000	17	18.48%	53.9	11	5	1	0
\$100,001 - \$175,000	21	22.83%	31.3	7	11	3	0
\$175,001 - \$250,000	15	16.30%	47.6	0	8	7	0
\$250,001 - \$375,000	10	10.87%	53.4	3	2	5	0
\$375,001 and up	11	11.96%	57.5	1	3	4	3
Total Closed Units	92			38	31	20	3
Total Closed Volume	17,106,436	100%	54.0	3.61M	6.02M	6.27M	1.21M
Average Closed Price	\$185,940			\$95,079	\$194,111	\$313,275	\$403,500

June 2020



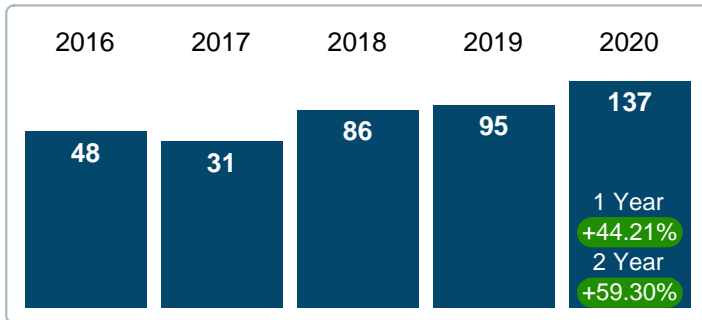
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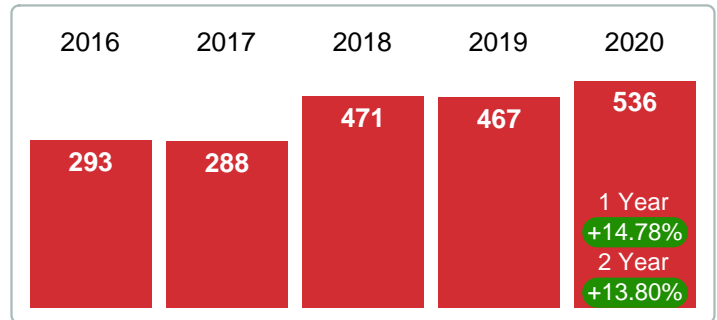
PENDING LISTINGS

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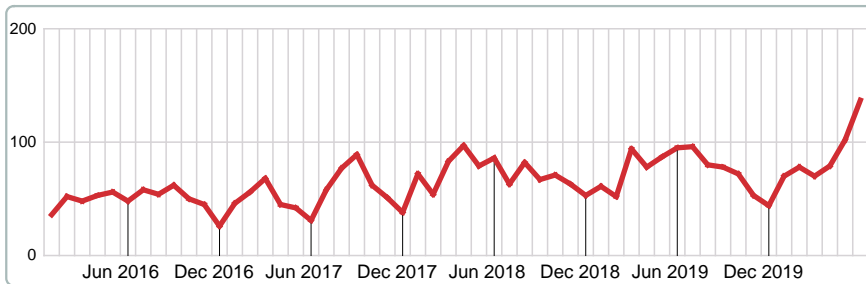
JUNE



YEAR TO DATE (YTD)

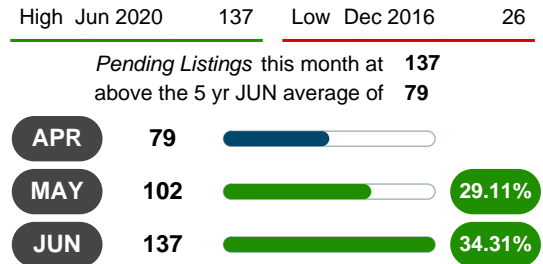


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 79



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings 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	19	13.87%	75.1	19	0	0	0
\$25,001-\$75,000	34	24.82%	72.8	26	7	1	0
\$75,001-\$150,000	29	21.17%	43.5	14	14	1	0
\$150,001-\$175,000	11	8.03%	38.4	3	6	2	0
\$175,001-\$325,000	30	21.90%	40.1	5	18	6	1
\$325,001 and up	14	10.22%	71.0	3	5	5	1
Total Pending Units	137			70	50	15	2
Total Pending Volume	21,353,702	100%	71.4	5.65M	9.34M	5.70M	668.90K
Average Listing Price	\$175,489			\$80,666	\$186,832	\$379,773	\$334,450

June 2020



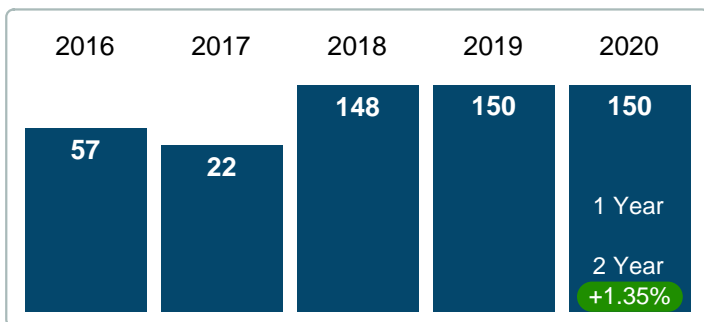
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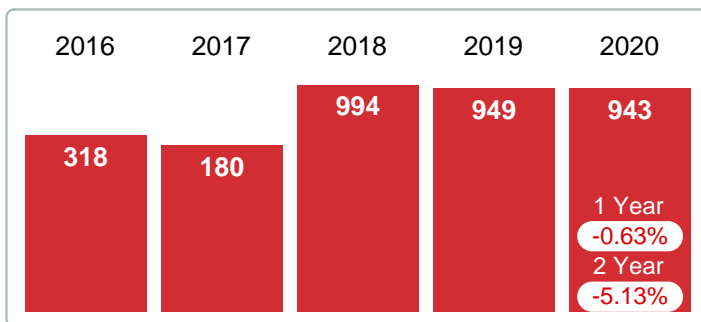
NEW LISTINGS

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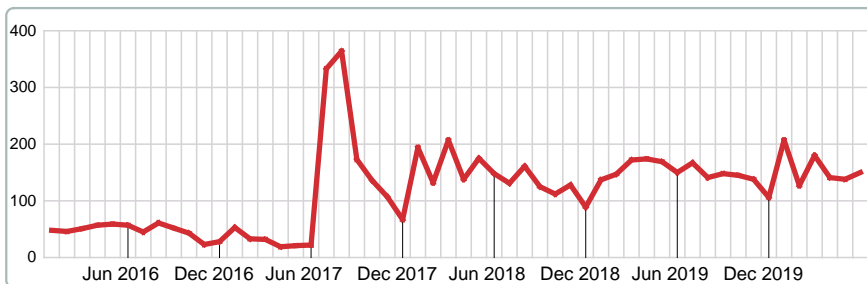
JUNE



YEAR TO DATE (YTD)

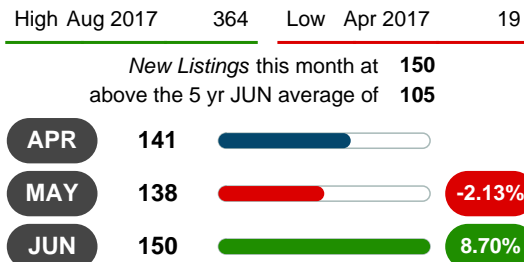


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 105



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	9	6.00%	9	0	0	0
\$20,001 - \$50,000	23	15.33%	20	3	0	0
\$50,001 - \$110,000	25	16.67%	17	8	0	0
\$110,001 - \$180,000	32	21.33%	9	21	2	0
\$180,001 - \$240,000	27	18.00%	5	17	5	0
\$240,001 - \$450,000	20	13.33%	6	9	3	2
\$450,001 and up	14	9.33%	6	4	2	2
Total New Listed Units	150		72	62	12	4
Total New Listed Volume	30,807,638	100%	10.49M	12.37M	5.12M	2.82M
Average New Listed Listing Price	\$133,417		\$145,744	\$199,525	\$426,688	\$705,818

June 2020



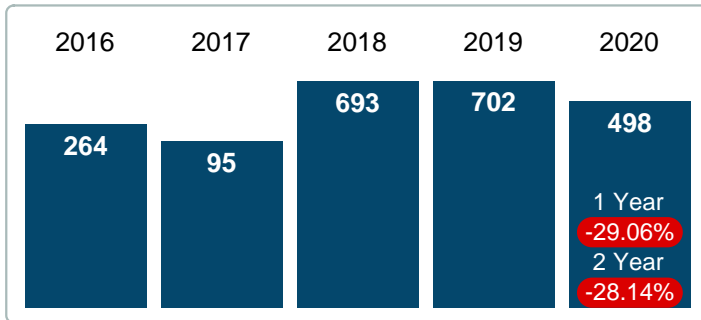
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



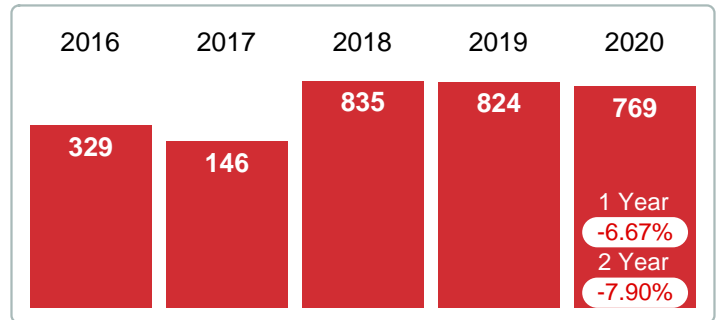
ACTIVE INVENTORY

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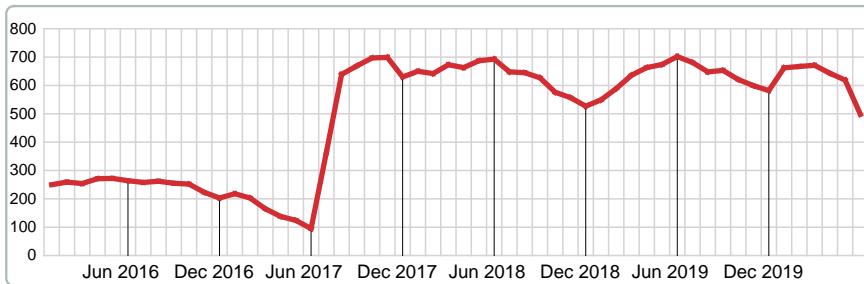
END OF JUNE



ACTIVE DURING JUNE

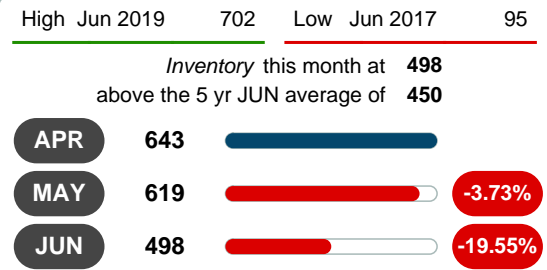


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 450



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	64	12.85%	182.0	63	1	0	0
\$25,001-\$50,000	115	23.09%	162.6	108	6	1	0
\$50,001-\$150,000	131	26.31%	90.5	85	40	5	1
\$150,001-\$275,000	74	14.86%	59.0	26	38	7	3
\$275,001-\$475,000	61	12.25%	86.1	20	23	12	6
\$475,001 and up	53	10.64%	87.8	18	12	14	9
Total Active Inventory by Units			498	320	120	39	19
Total Active Inventory by Volume			99,107,362	41.55M	29.14M	17.28M	11.14M
Average Active Inventory Listing Price			\$199,011	\$129,836	\$242,818	\$443,194	\$586,167

June 2020



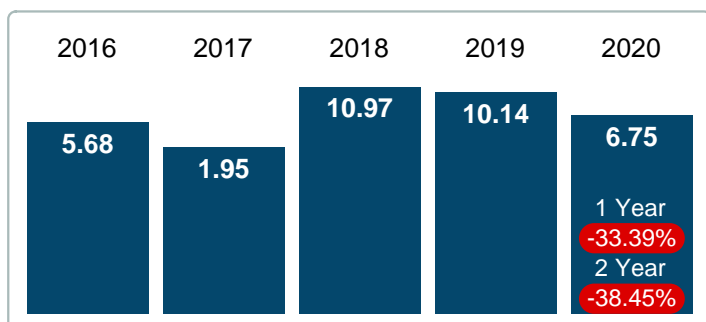
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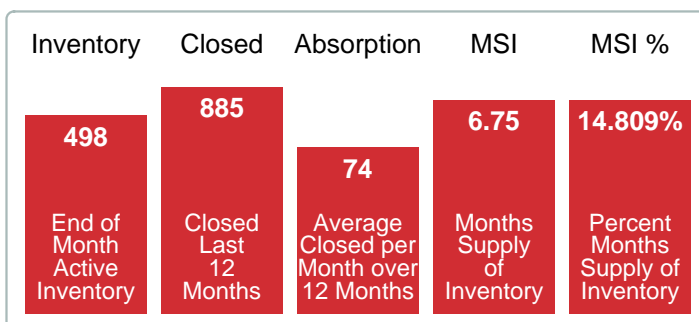
MONTHS SUPPLY of INVENTORY (MSI)

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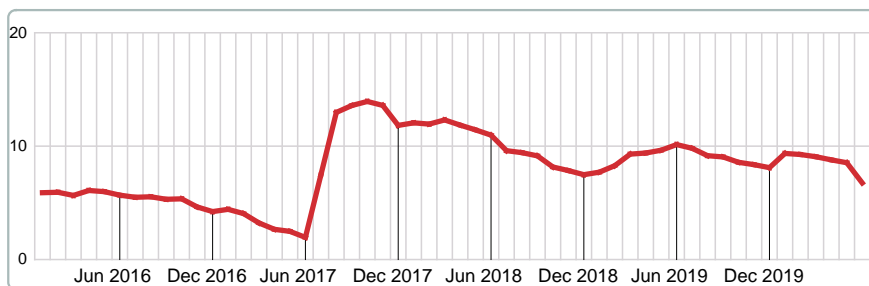
MSI FOR JUNE



INDICATORS FOR JUNE 2020

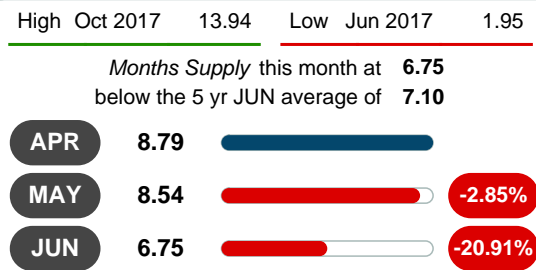


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 7.10



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	8.84%	11.23	11.22	12.00	0.00	0.00
\$20,001 - \$30,000	12.65%	21.60	26.07	0.00	0.00	0.00
\$30,001 - \$50,000	14.46%	13.71	18.57	3.60	12.00	0.00
\$50,001 - \$150,000	26.31%	4.65	8.29	2.59	2.31	3.00
\$150,001 - \$280,000	15.06%	3.04	8.91	2.34	1.52	12.00
\$280,001 - \$490,000	12.65%	8.69	34.29	9.29	4.00	6.46
\$490,001 and up	10.04%	31.58	108.00	18.86	19.50	48.00
Market Supply of Inventory (MSI)		6.75	13.52	3.24	3.47	10.36
Total Active Inventory by Units	100%	498	320	120	39	19

June 2020



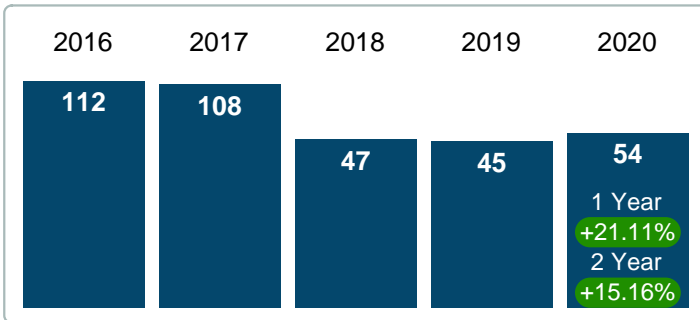
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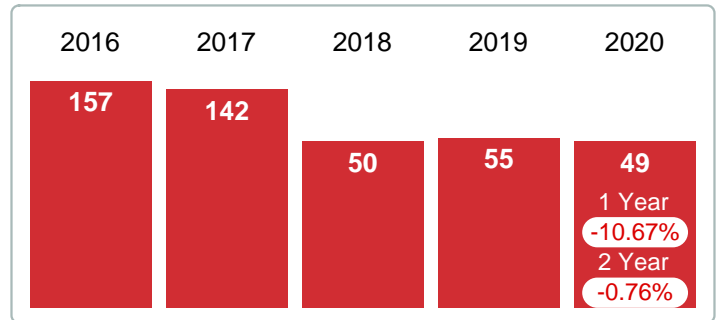
AVERAGE DAYS ON MARKET TO SALE

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

JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

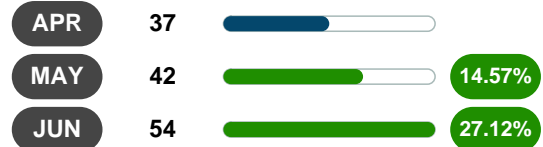


3 MONTHS

5 year JUN AVG = 73

High Apr 2016 276 Low Sep 2017 16

Average Days on Market to Sale this month at 54 below the 5 yr JUN average of 73



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	9.78%	101	101	0	0	0
\$25,001 - \$50,000	9.78%	67	60	91	0	0
\$50,001 - \$100,000	18.48%	54	43	77	59	0
\$100,001 - \$175,000	22.83%	31	49	27	8	0
\$175,001 - \$250,000	16.30%	48	0	48	48	0
\$250,001 - \$375,000	10.87%	53	91	67	25	0
\$375,001 and up	11.96%	58	4	53	38	107
Average Closed DOM		54	64	49	35	107
Total Closed Units	100%	54	38	31	20	3
Total Closed Volume		17,106,436	3.61M	6.02M	6.27M	1.21M

June 2020



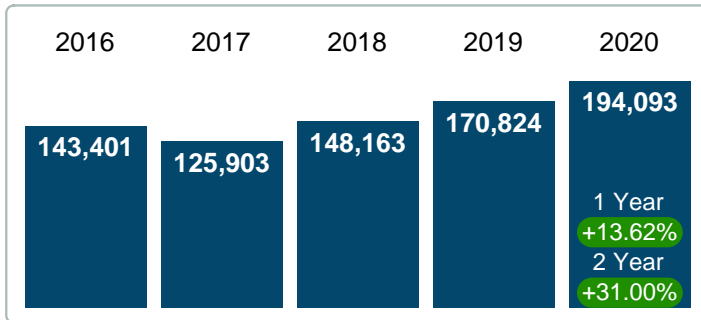
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



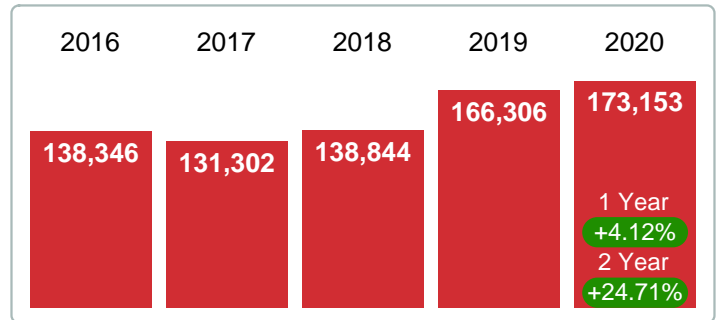
AVERAGE LIST PRICE AT CLOSING

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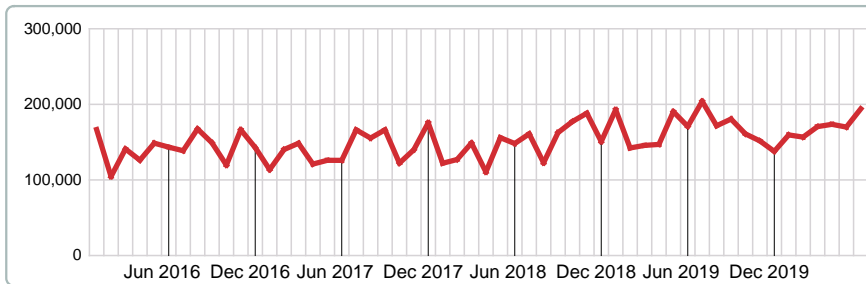
JUNE



YEAR TO DATE (YTD)

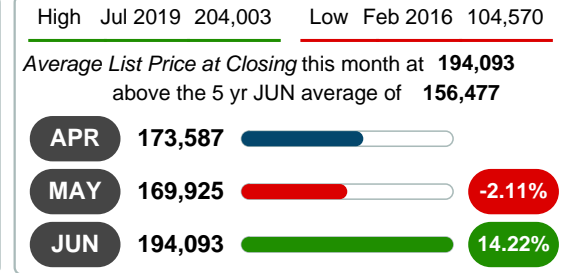


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 156,477



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	9.78%	18,667	18,667	0	0	0
\$25,001 - \$50,000	8.70%	39,425	37,929	52,400	0	0
\$50,001 - \$100,000	17.39%	84,709	91,364	88,530	89,999	0
\$100,001 - \$175,000	25.00%	143,330	142,843	150,500	134,667	0
\$175,001 - \$250,000	16.30%	214,140	0	205,913	226,386	0
\$250,001 - \$375,000	10.87%	306,630	284,667	322,450	309,500	0
\$375,001 and up	11.96%	585,709	565,000	594,667	703,500	426,600
Average List Price		194,093	101,511	202,553	322,010	426,600
Total Closed Units	100%	194,093	38	31	20	3
Total Closed Volume		17,856,549	3.86M	6.28M	6.44M	1.28M

June 2020



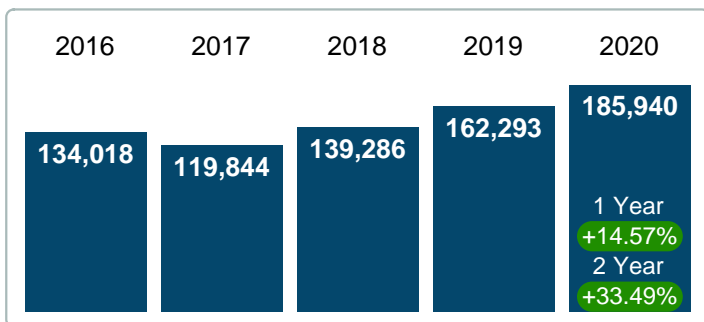
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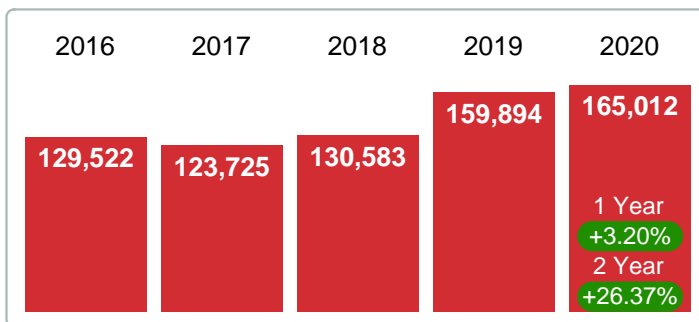
AVERAGE SOLD PRICE AT CLOSING

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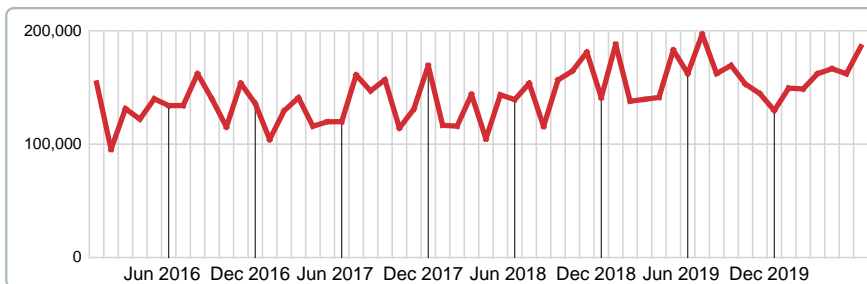
JUNE



YEAR TO DATE (YTD)

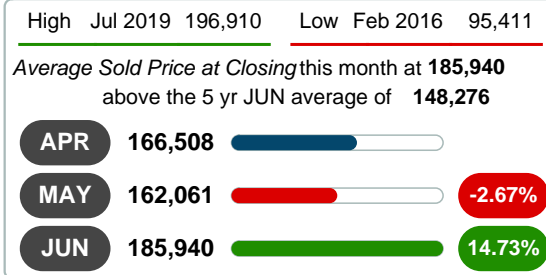


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 148,276



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	9.78%	17,917	17,917	0	0	0
\$25,001 - \$50,000	9.78%	35,978	34,086	42,600	0	0
\$50,001 - \$100,000	18.48%	84,244	84,591	84,130	81,000	0
\$100,001 - \$175,000	22.83%	139,719	130,429	147,327	133,500	0
\$175,001 - \$250,000	16.30%	210,733	0	202,375	220,286	0
\$250,001 - \$375,000	10.87%	298,114	279,879	303,500	306,900	0
\$375,001 and up	11.96%	555,727	530,000	555,000	676,875	403,500
Average Sold Price		185,940	95,079	194,111	313,275	403,500
Total Closed Units	100%	185,940	38	31	20	3
Total Closed Volume		17,106,436	3.61M	6.02M	6.27M	1.21M

June 2020



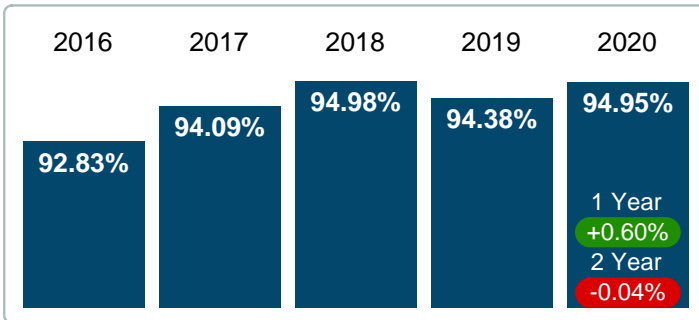
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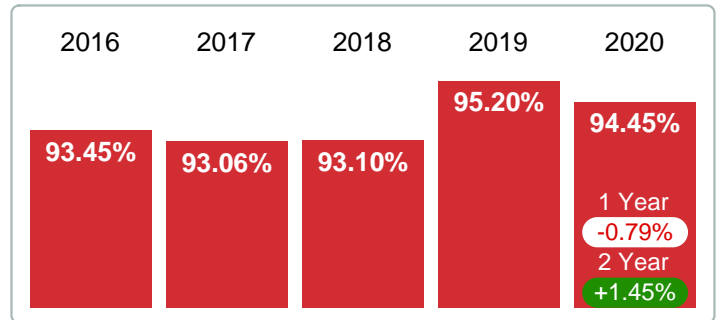
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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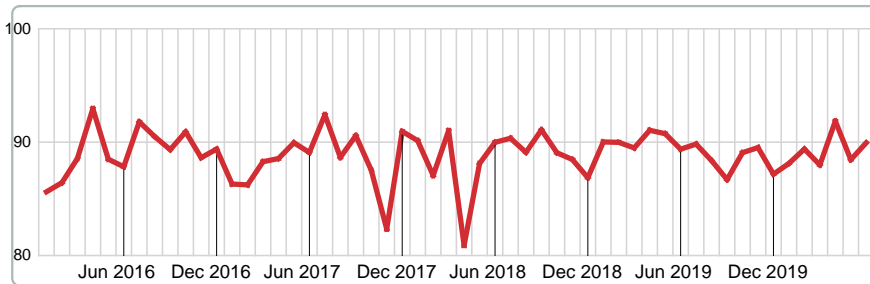
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

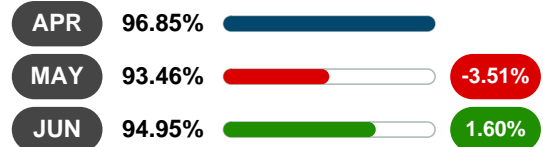


3 MONTHS

5 year JUN AVG = 94.25%

High Apr 2016 97.95% Low Apr 2018 85.90%

Average Sold/List Ratio this month at **94.95%**
above the 5 yr JUN average of **94.25%**



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	9	9.78%	93.88%	93.88%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	9	9.78%	88.50%	90.44%	81.72%	0.00%	0.00%
\$50,001 - \$100,000	17	18.48%	93.71%	93.15%	95.68%	90.00%	0.00%
\$100,001 - \$175,000	21	22.83%	96.10%	91.40%	98.27%	99.10%	0.00%
\$175,001 - \$250,000	15	16.30%	97.89%	0.00%	98.33%	97.39%	0.00%
\$250,001 - \$375,000	10	10.87%	98.12%	99.31%	93.90%	99.10%	0.00%
\$375,001 and up	11	11.96%	93.92%	93.81%	93.55%	93.68%	94.64%
Average Sold/List Ratio		94.90%		93.00%	96.06%	96.96%	94.64%
Total Closed Units		92	100%	38	31	20	3
Total Closed Volume		17,106,436		3.61M	6.02M	6.27M	1.21M

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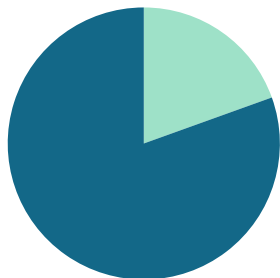
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MARKET SUMMARY

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

INVENTORY

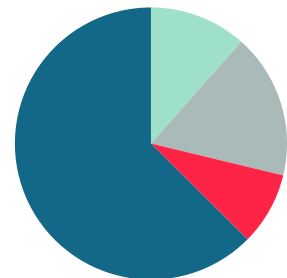


Inventory
 New Listings
150 = 19.51%
 Start Inventory
619
 Total Inventory Units
769
 Volume
\$142,962,566

Market Activity

Closed Sales
92 = 11.56%
 Pending Sales
137 = 17.21%
 Other Off Market
69 = 8.67%
 Active Inventory
498 = 62.56%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	77	92	19.48%	387	410	5.94%
Pending Sales	95	137	44.21%	467	536	14.78%
New Listings	150	150	0.00%	949	943	-0.63%
Average List Price	170,824	194,093	13.62%	166,306	173,153	4.12%
Average Sale Price	162,293	185,940	14.57%	159,894	165,012	3.20%
Average Percent of Selling Price to List Price	94.38%	94.95%	0.60%	95.20%	94.45%	-0.79%
Average Days on Market to Sale	44.57	53.98	21.11%	55.07	49.19	-10.67%
Monthly Inventory	702	498	-29.06%	702	498	-29.06%
Months Supply of Inventory	10.14	6.75	-33.39%	10.14	6.75	-33.39%

Absorption: Last 12 months, an Average of **74** Sales/Month

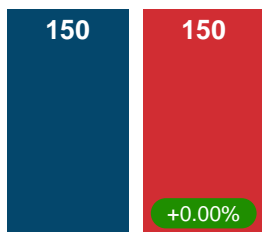
Inventory on June 30, 2020 = **498**

2019 **2020**

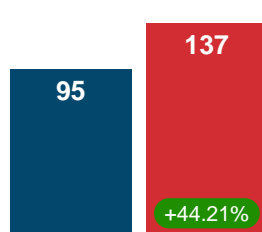
JUNE MARKET

AVERAGE PRICES

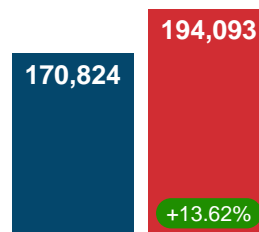
New Listings



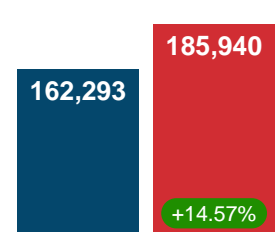
Pending Listings



List Price



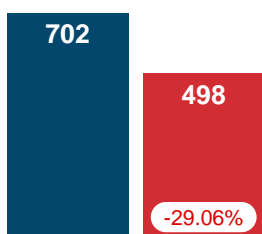
Sale Price



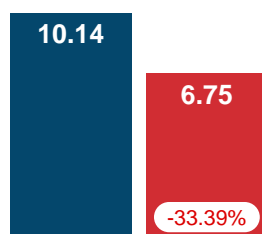
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

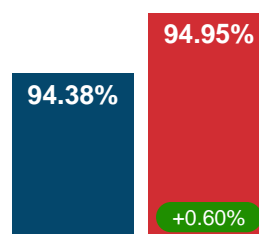
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

