

June 2020



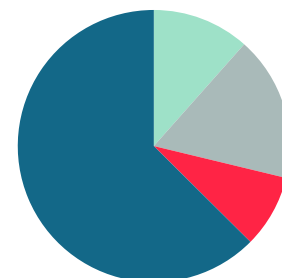
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



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%
Median List Price	159,500	152,400	-4.45%
Median Sale Price	150,000	144,700	-3.53%
Median Percent of Selling Price to List Price	98.15%	96.47%	-1.71%
Median Days on Market to Sale	36.00	33.50	-6.94%
End of Month Inventory	702	498	-29.06%
Months Supply of Inventory	10.14	6.75	-33.39%



■ Closed (11.56%)
■ Pending (17.21%)
■ Other OffMarket (8.67%)
■ Active (62.56%)

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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.53%** in June 2020 to \$144,700 versus the previous year at \$150,000.

Median Days on Market Shortens

The median number of **33.50** days that homes spent on the market before selling decreased by 2.50 days or **6.94%** in June 2020 compared to last year's same month at **36.00** DOM.

Sales Success for June 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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



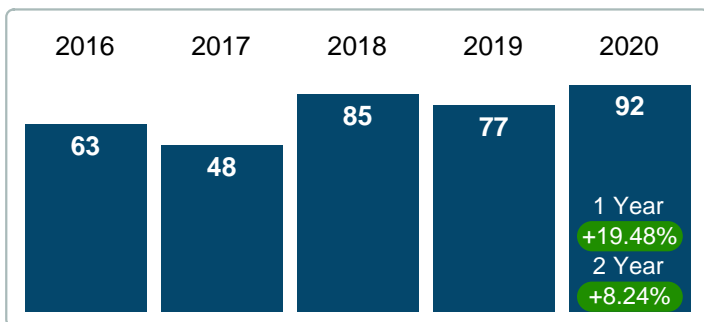
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



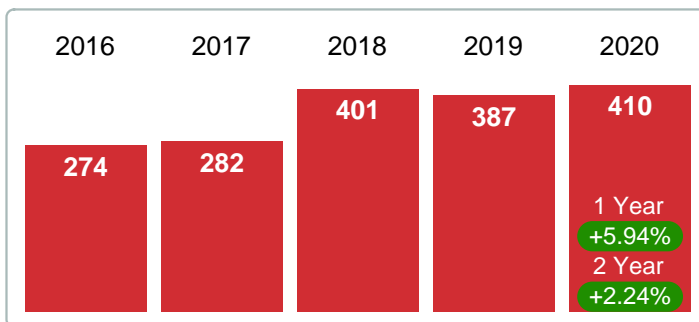
CLOSED LISTINGS

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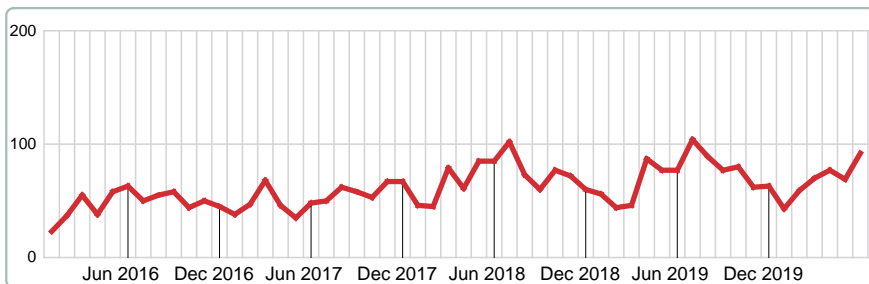
JUNE



YEAR TO DATE (YTD)

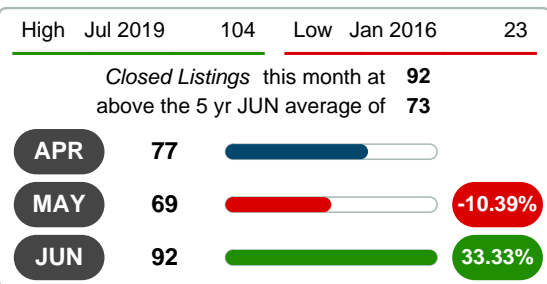


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 73



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	4.35%	100.0	4	0	0	0
\$20,001 - \$60,000	15	16.30%	51.0	13	2	0	0
\$60,001 - \$100,000	16	17.39%	45.5	10	5	1	0
\$100,001 - \$190,000	23	25.00%	15.0	7	12	4	0
\$190,001 - \$250,000	13	14.13%	33.0	0	7	6	0
\$250,001 - \$380,000	10	10.87%	33.5	3	2	5	0
\$380,001 and up	11	11.96%	53.0	1	3	4	3
Total Closed Units	92			38	31	20	3
Total Closed Volume	17,106,436	100%	33.5	3.61M	6.02M	6.27M	1.21M
Median Closed Price	\$144,700			\$81,500	\$165,000	\$244,000	\$408,000

June 2020



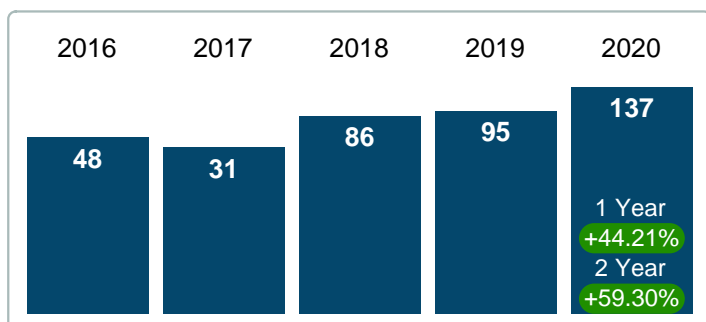
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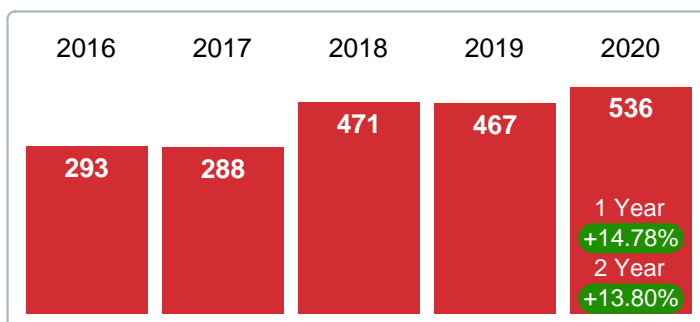
PENDING LISTINGS

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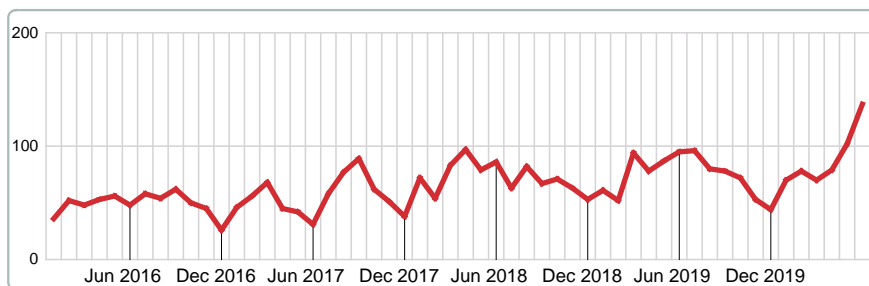
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

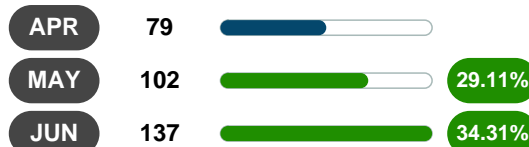


3 MONTHS

5 year JUN AVG = 79

High Jun 2020 137 Low Dec 2016 26

Pending Listings this month at 137
above the 5 yr JUN average of 79



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	2.92%	136.0	4	0	0	0
\$10,001 - \$30,000	21	15.33%	67.0	20	1	0	0
\$30,001 - \$70,000	23	16.79%	32.0	17	5	1	0
\$70,001 - \$160,000	36	26.28%	23.0	19	16	1	0
\$160,001 - \$190,000	18	13.14%	6.5	3	12	3	0
\$190,001 - \$320,000	21	15.33%	26.0	4	11	5	1
\$320,001 and up	14	10.22%	65.5	3	5	5	1
Total Pending Units	137			70	50	15	2
Total Pending Volume	21,353,702	100%	32.0	5.65M	9.34M	5.70M	668.90K
Median Listing Price	\$119,000			\$43,500	\$168,500	\$243,900	\$334,450

June 2020



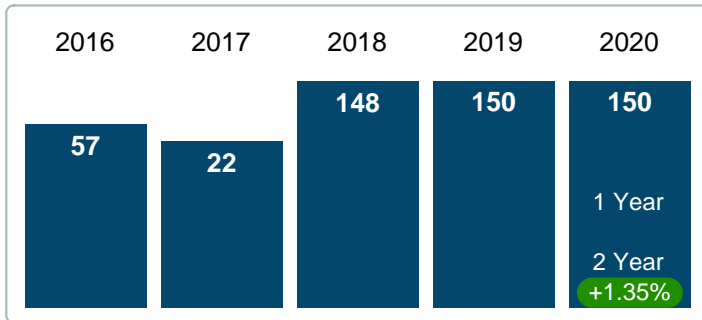
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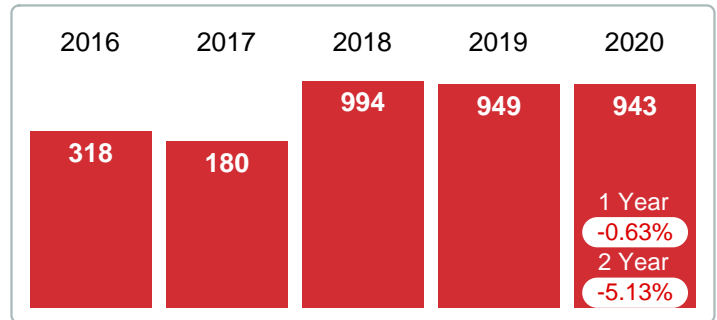
NEW LISTINGS

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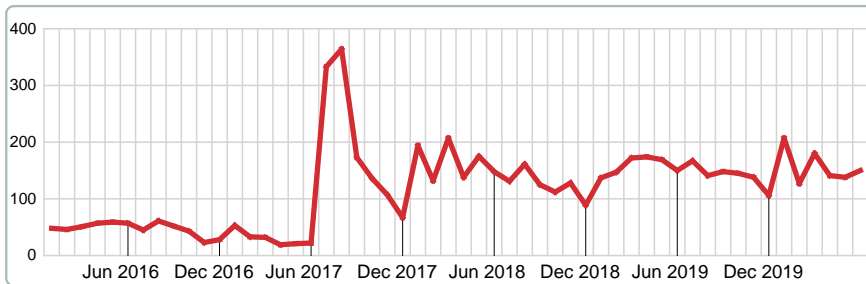
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 105

High Aug 2017 364 Low Apr 2017 19

New Listings this month at 150
above the 5 yr JUN average of 105



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	12	8.00%	12	0	0	0
\$25,001 - \$50,000	20	13.33%	17	3	0	0
\$50,001 - \$100,000	24	16.00%	17	7	0	0
\$100,001 - \$175,000	29	19.33%	8	19	2	0
\$175,001 - \$225,000	27	18.00%	5	18	4	0
\$225,001 - \$450,000	24	16.00%	7	11	4	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
Median New Listed Listing Price	\$152,700		\$70,500	\$179,700	\$225,000	\$457,450

June 2020



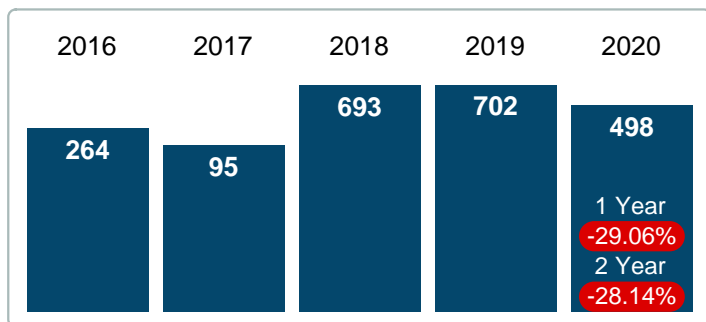
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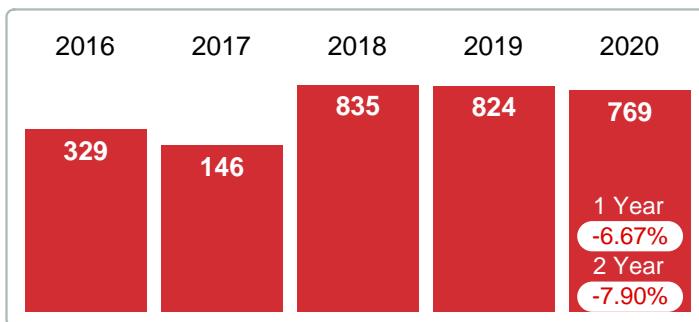
ACTIVE INVENTORY

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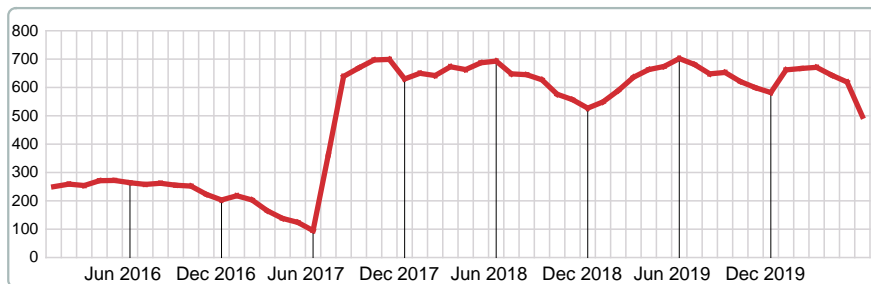
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

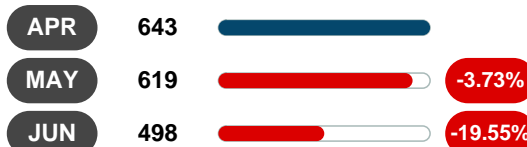


3 MONTHS

5 year JUN AVG = 450

High Jun 2019 702 Low Jun 2017 95

Inventory this month at 498
above the 5 yr JUN average of 450



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	44	8.84%	166.0	43	1	0	0
\$20,001 - \$30,000	63	12.65%	225.0	63	0	0	0
\$30,001 - \$50,000	72	14.46%	98.5	65	6	1	0
\$50,001 - \$150,000	131	26.31%	81.0	85	40	5	1
\$150,001 - \$280,000	75	15.06%	47.0	26	38	8	3
\$280,001 - \$490,000	63	12.65%	78.0	20	24	12	7
\$490,001 and up	50	10.04%	67.5	18	11	13	8
Total Active Inventory by Units		498		320	120	39	19
Total Active Inventory by Volume		99,107,362	100%	41.55M	29.14M	17.28M	11.14M
Median Active Inventory Listing Price		\$110,000		\$45,000	\$189,950	\$375,000	\$464,900

June 2020



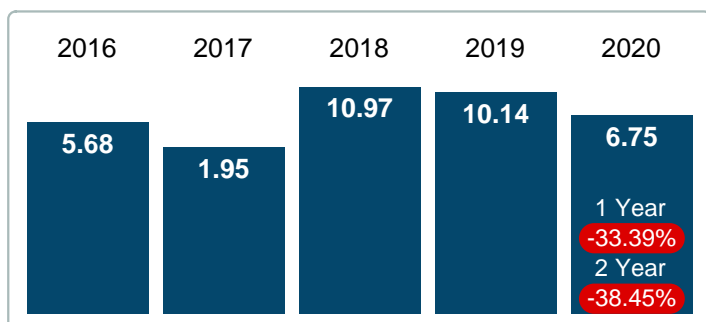
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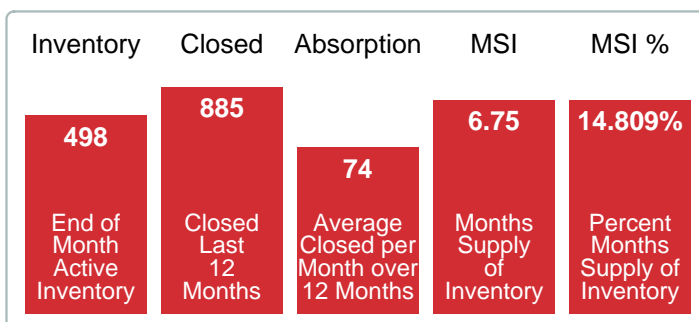
MONTHS SUPPLY of INVENTORY (MSI)

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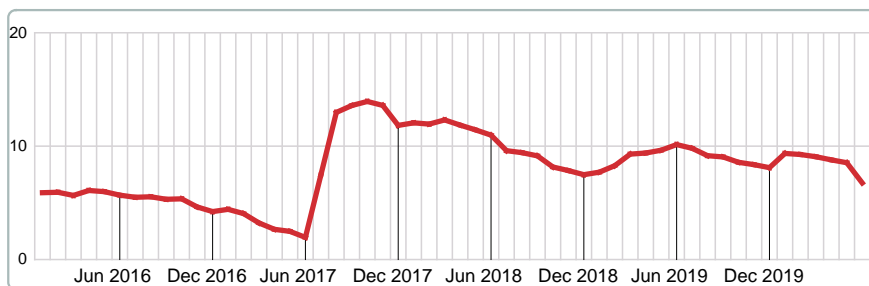
MSI FOR JUNE



INDICATORS FOR JUNE 2020

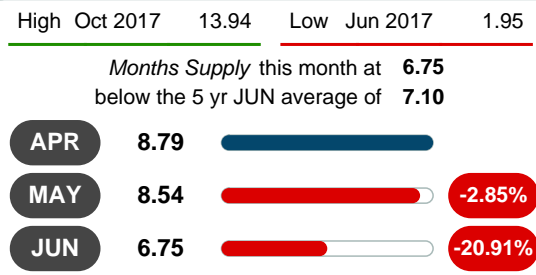


5 YEAR MARKET ACTIVITY TRENDS



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	44	8.84%	11.23	11.22	12.00	0.00	0.00
\$20,001 - \$30,000	63	12.65%	21.60	26.07	0.00	0.00	0.00
\$30,001 - \$50,000	72	14.46%	13.71	18.57	3.60	12.00	0.00
\$50,001 - \$150,000	131	26.31%	4.65	8.29	2.59	2.31	3.00
\$150,001 - \$280,000	75	15.06%	3.04	8.91	2.34	1.52	12.00
\$280,001 - \$490,000	63	12.65%	8.69	34.29	9.29	4.00	6.46
\$490,001 and up	50	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	498	100%	6.75	320	120	39	19

June 2020



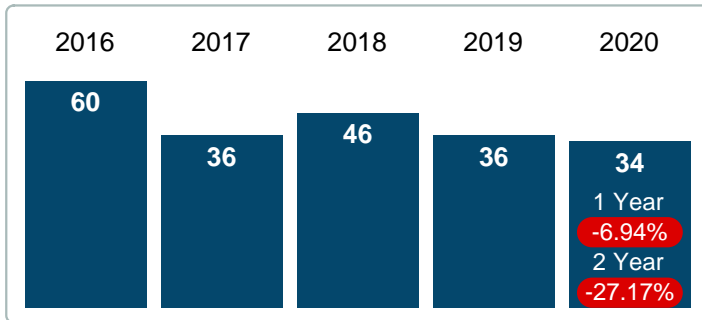
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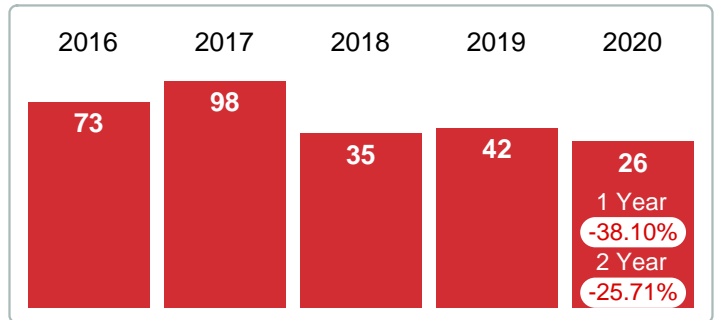
MEDIAN DAYS ON MARKET TO SALE

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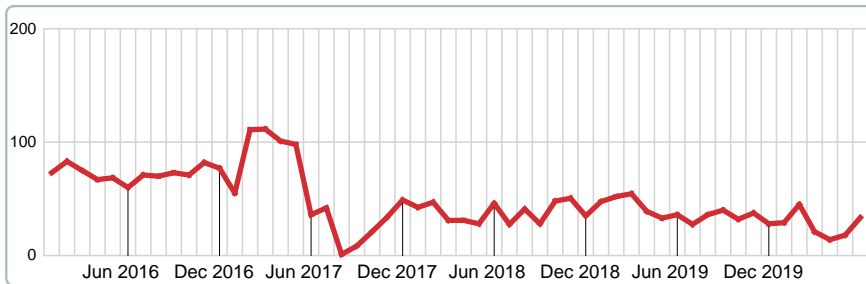
JUNE



YEAR TO DATE (YTD)

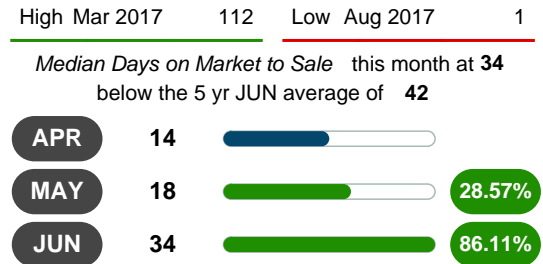


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 42



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
\$20,000 and less	4.35%	100	100	0	0	0
\$20,001 - \$60,000	16.30%	51	48	91	0	0
\$60,001 - \$100,000	17.39%	46	25	74	59	0
\$100,001 - \$190,000	25.00%	15	38	8	10	0
\$190,001 - \$250,000	14.13%	33	0	33	50	0
\$250,001 - \$380,000	10.87%	34	119	67	16	0
\$380,001 and up	11.96%	53	4	76	49	100
Median Closed DOM		34	40	26	23	100
Total Closed Units	100%	92	38	31	20	3
Total Closed Volume		17,106,436	3.61M	6.02M	6.27M	1.21M

June 2020



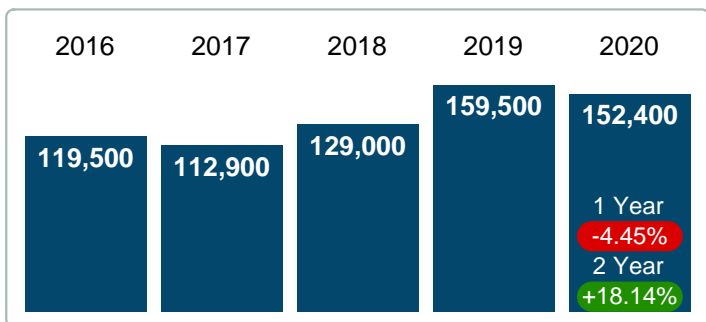
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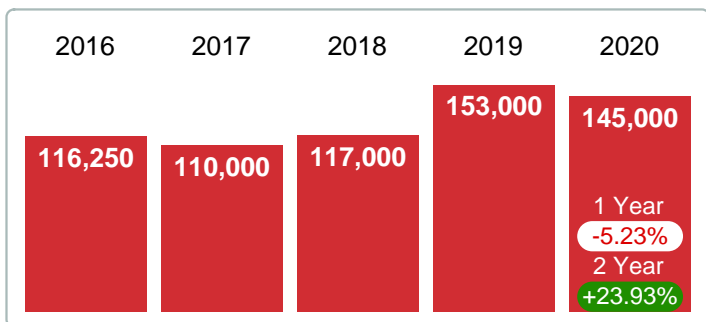
MEDIAN LIST PRICE AT CLOSING

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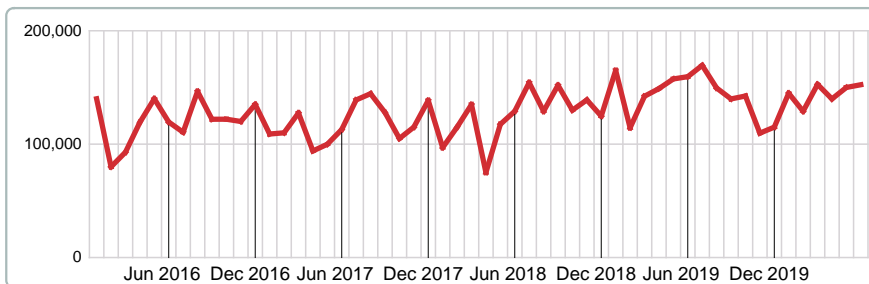
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

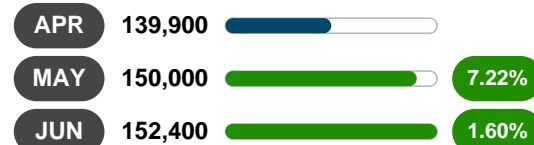


3 MONTHS

5 year JUN AVG = 134,660

High Jul 2019 169,450 Low Apr 2018 75,000

Median List Price at Closing this month at **152,400**
above the 5 yr JUN average of **134,660**



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
\$25,000 and less	9	9.78%	25,000	25,000	0	0	0
\$25,001 - \$50,000	8	8.70%	38,500	35,000	49,900	0	0
\$50,001 - \$100,000	16	17.39%	90,000	92,000	84,375	89,999	0
\$100,001 - \$175,000	23	25.00%	148,000	135,000	154,900	129,000	0
\$175,001 - \$250,000	15	16.30%	215,000	240,000	212,700	220,450	0
\$250,001 - \$375,000	10	10.87%	299,000	307,000	322,450	299,000	0
\$375,001 and up	11	11.96%	435,000	565,000	650,000	424,500	424,900
Median List Price			152,400	87,500	168,600	254,450	424,900
Total Closed Units		100%	152,400	38	31	20	3
Total Closed Volume			17,856,549	3.86M	6.28M	6.44M	1.28M

June 2020



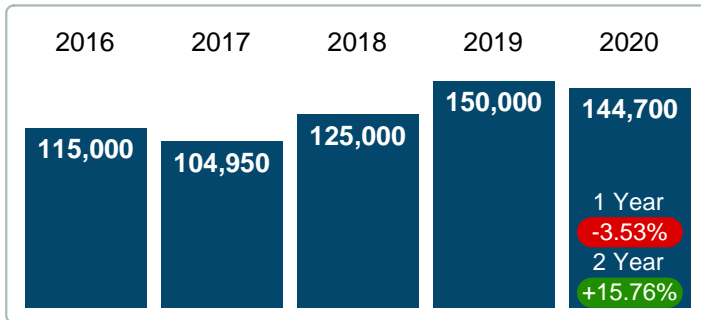
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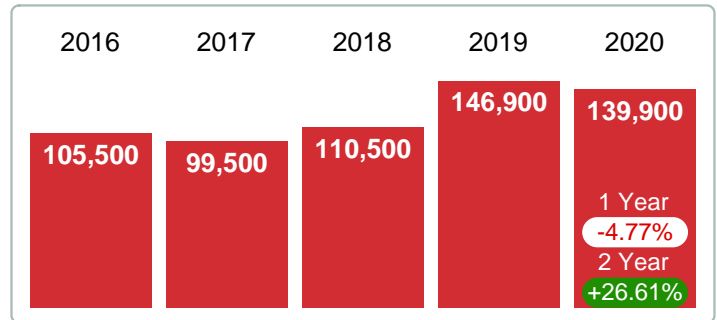
MEDIAN SOLD PRICE AT CLOSING

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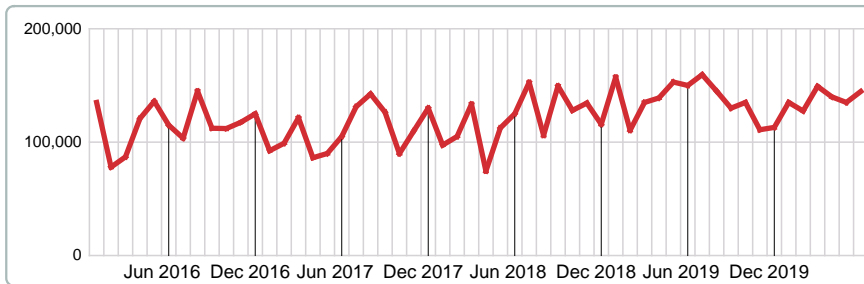
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

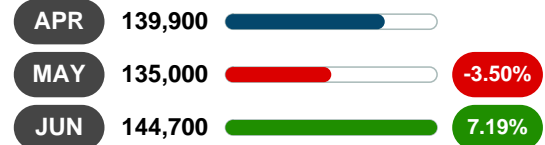


3 MONTHS

5 year JUN AVG = 127,930

High Jul 2019 159,500 Low Apr 2018 74,500

Median Sold Price at Closing this month at **144,700** above the 5 yr JUN average of **127,930**



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
\$20,000 and less	4.35%	8,750	8,750	0	0	0
\$20,001 - \$60,000	16.30%	32,600	30,000	42,600	0	0
\$60,001 - \$100,000	17.39%	89,500	90,000	89,000	81,000	0
\$100,001 - \$190,000	25.00%	145,900	130,000	151,500	145,250	0
\$190,001 - \$250,000	14.13%	212,000	0	208,500	225,500	0
\$250,001 - \$380,000	10.87%	292,000	269,136	303,500	299,000	0
\$380,001 and up	11.96%	412,500	530,000	600,000	387,500	408,000
Median Sold Price		144,700	81,500	165,000	244,000	408,000
Total Closed Units	100%	144,700	38	31	20	3
Total Closed Volume		17,106,436	3.61M	6.02M	6.27M	1.21M

June 2020



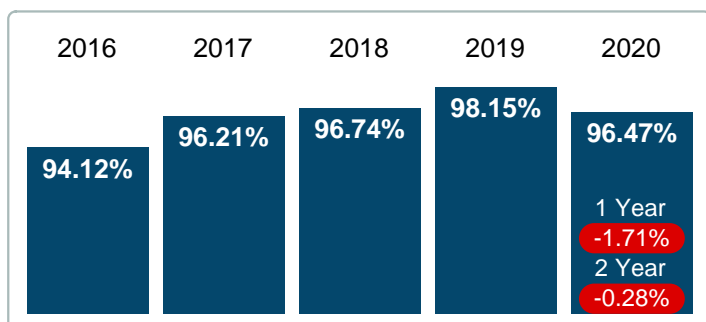
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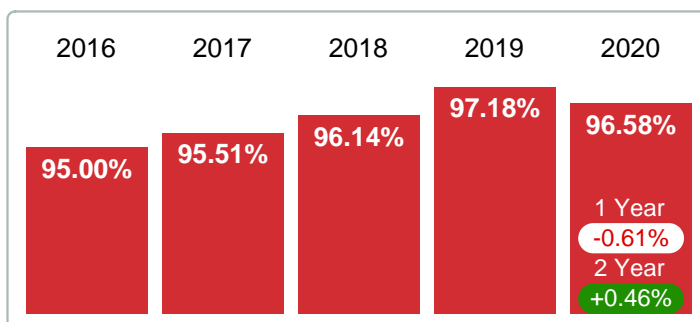
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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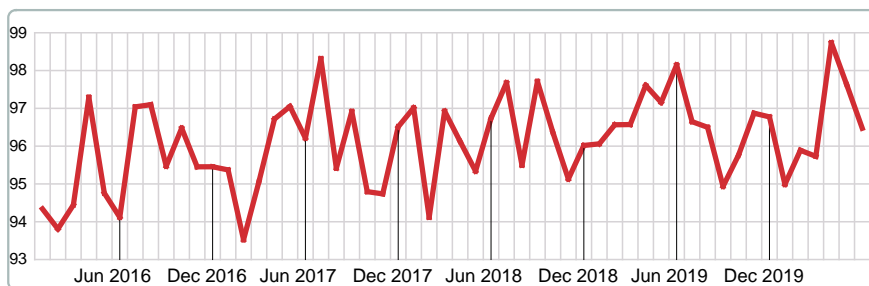
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

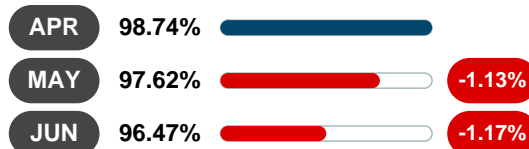


3 MONTHS

5 year JUN AVG = 96.34%

High Apr 2020 98.74% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **96.47%**
equal to 5 yr JUN average of **96.34%**



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
\$20,000 and less	4	4.35%	90.24%	90.24%	0.00%	0.00%	0.00%
\$20,001 - \$60,000	15	16.30%	97.02%	97.46%	81.72%	0.00%	0.00%
\$60,001 - \$100,000	16	17.39%	94.93%	93.25%	95.96%	90.00%	0.00%
\$100,001 - \$190,000	23	25.00%	97.71%	89.92%	97.91%	98.72%	0.00%
\$190,001 - \$250,000	13	14.13%	99.09%	0.00%	99.05%	99.55%	0.00%
\$250,001 - \$380,000	10	10.87%	97.92%	93.07%	93.90%	100.00%	0.00%
\$380,001 and up	11	11.96%	92.56%	93.81%	92.56%	92.07%	96.02%
Median Sold/List Ratio		96.47%		93.96%	95.96%	99.55%	96.02%
Total Closed Units		92	100%	38	31	20	3
Total Closed Volume		17,106,436		3.61M	6.02M	6.27M	1.21M

June 2020



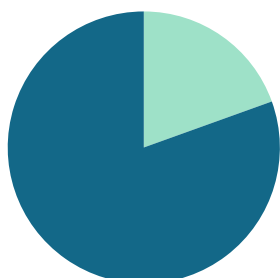
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

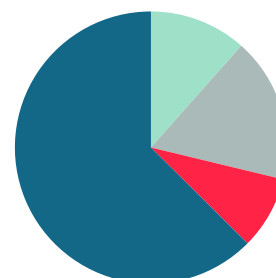


Inventory
 New Listings
150 = 19.51%
 Start Inventory
619
 Total Inventory Units
769
 Volume
\$142,962,566

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%
Median List Price	159,500	152,400	-4.45%	153,000	145,000	-5.23%
Median Sale Price	150,000	144,700	-3.53%	146,900	139,900	-4.77%
Median Percent of Selling Price to List Price	98.15%	96.47%	-1.71%	97.18%	96.58%	-0.61%
Median Days on Market to Sale	36.00	33.50	-6.94%	42.00	26.00	-38.10%
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

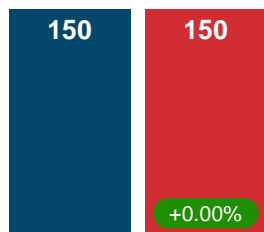
Inventory on June 30, 2020 = **498**

2019 **2020**

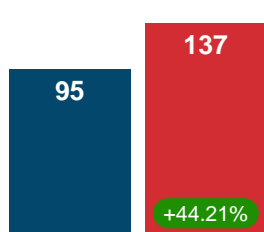
JUNE MARKET

MEDIAN PRICES

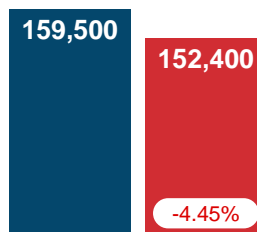
New Listings



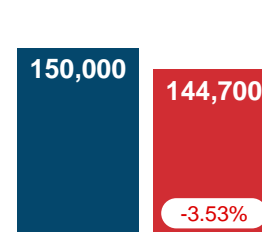
Pending Listings



List Price



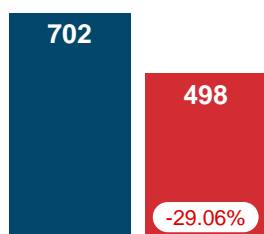
Sale Price



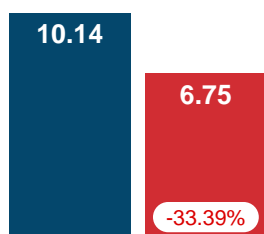
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

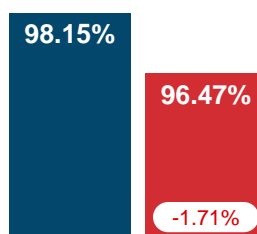
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

