

# June 2020



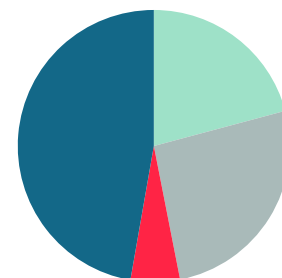
Area Delimited by County Of Tulsa



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	933	1,057	13.29%
Pending Listings	884	1,323	49.66%
New Listings	1,301	1,373	5.53%
Average List Price	224,634	238,898	6.35%
Average Sale Price	218,686	234,463	7.21%
Average Percent of Selling Price to List Price	97.72%	98.51%	0.81%
Average Days on Market to Sale	33.24	30.66	-7.74%
End of Month Inventory	4,413	2,397	-45.68%
Months Supply of Inventory	5.16	2.85	-44.80%



■ Closed (20.83%)  
■ Pending (26.07%)  
■ Other OffMarket (5.85%)  
■ Active (47.24%)

**Absorption:** Last 12 months, an Average of **841** Sales/Month  
**Active Inventory** as of June 30, 2020 = **2,397**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **45.68%** to 2,397 existing homes available for sale. Over the last 12 months this area has had an average of 841 closed sales per month. This represents an unsold inventory index of **2.85** 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 **7.21%** in June 2020 to \$234,463 versus the previous year at \$218,686.

#### Average Days on Market Shortens

The average number of **30.66** days that homes spent on the market before selling decreased by 2.57 days or **7.74%** in June 2020 compared to last year's same month at **33.24** 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 1,373 New Listings in June 2020, up **5.53%** from last year at 1,301. Furthermore, there were 1,057 Closed Listings this month versus last year at 933, a **13.29%** increase.

Closed versus Listed trends yielded a **77.0%** ratio, up from previous year's, June 2019, at **71.7%**, a **7.35%** 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>
<b>Pending Listings</b>	<b>3</b>
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<b>Inventory</b>	<b>5</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.

# June 2020



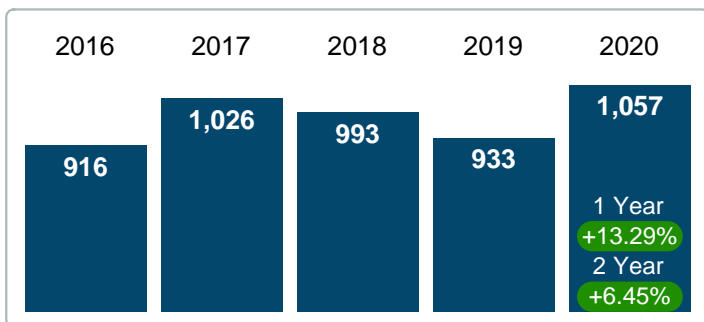
Area Delimited by County Of Tulsa



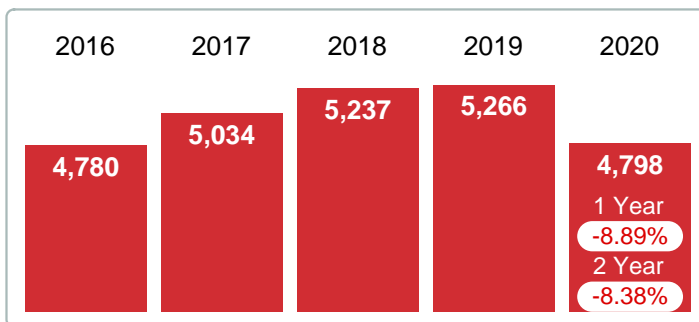
## CLOSED LISTINGS

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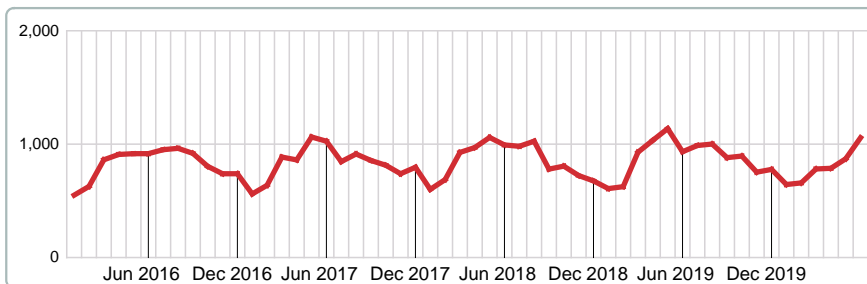
### JUNE



### YEAR TO DATE (YTD)

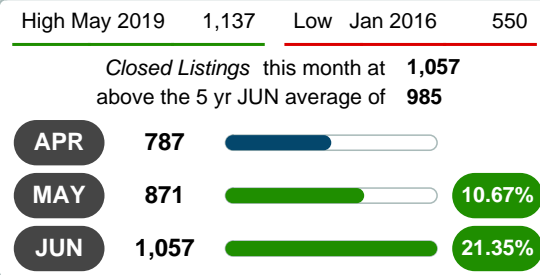


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 985



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	74	7.00%	37.0	45	24	5	0
\$75,001 - \$125,000	116	10.97%	23.4	33	74	9	0
\$125,001 - \$150,000	100	9.46%	24.1	15	78	7	0
\$150,001 - \$225,000	336	31.79%	19.9	24	215	94	3
\$225,001 - \$300,000	196	18.54%	32.6	9	70	107	10
\$300,001 - \$375,000	110	10.41%	37.7	3	32	62	13
\$375,001 and up	125	11.83%	58.5	6	18	69	32
<b>Total Closed Units</b>	<b>1,057</b>			<b>135</b>	<b>511</b>	<b>353</b>	<b>58</b>
<b>Total Closed Volume</b>	<b>247,827,113</b>	<b>100%</b>	<b>30.7</b>	<b>18.29M</b>	<b>98.15M</b>	<b>106.49M</b>	<b>24.90M</b>
<b>Average Closed Price</b>	<b>\$234,463</b>			<b>\$135,466</b>	<b>\$192,084</b>	<b>\$301,659</b>	<b>\$429,287</b>

# June 2020



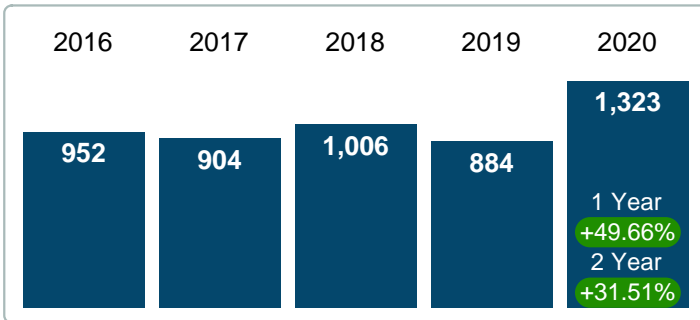
Area Delimited by County Of Tulsa



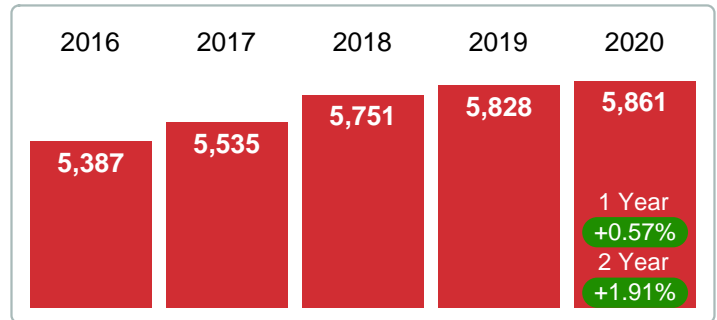
## PENDING LISTINGS

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

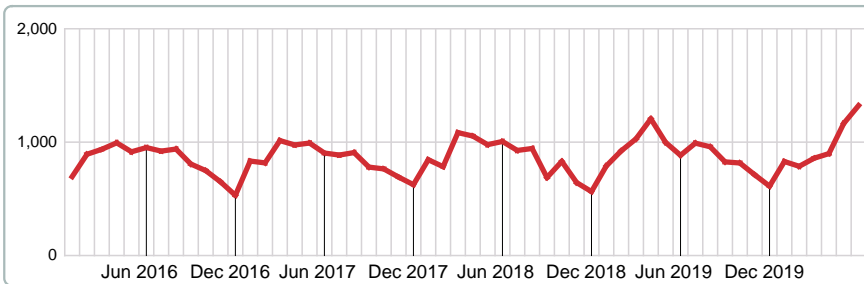
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,014

High Jun 2020 1,323 Low Dec 2016 531

Pending Listings this month at 1,323 above the 5 yr JUN average of 1,014



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	82	6.20%	45.6	48	29	5	0
\$75,001 - \$125,000	168	12.70%	31.0	50	102	13	3
\$125,001 - \$175,000	231	17.46%	27.7	32	173	25	1
\$175,001 - \$250,000	342	25.85%	29.7	26	181	124	11
\$250,001 - \$325,000	211	15.95%	34.3	6	76	106	23
\$325,001 - \$400,000	140	10.58%	43.0	5	36	77	22
\$400,001 and up	149	11.26%	51.3	3	26	72	48
<b>Total Pending Units</b>	<b>1,323</b>			<b>170</b>	<b>623</b>	<b>422</b>	<b>108</b>
<b>Total Pending Volume</b>	<b>345,448,031</b>	<b>100%</b>	<b>39.8</b>	<b>28.63M</b>	<b>129.94M</b>	<b>136.25M</b>	<b>50.62M</b>
<b>Average Listing Price</b>	<b>\$249,168</b>			<b>\$168,417</b>	<b>\$208,579</b>	<b>\$322,867</b>	<b>\$468,728</b>

# June 2020



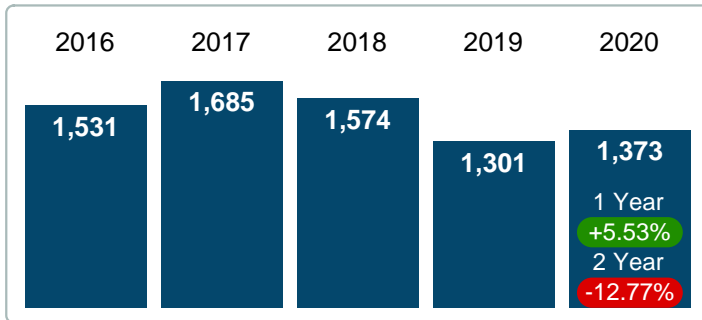
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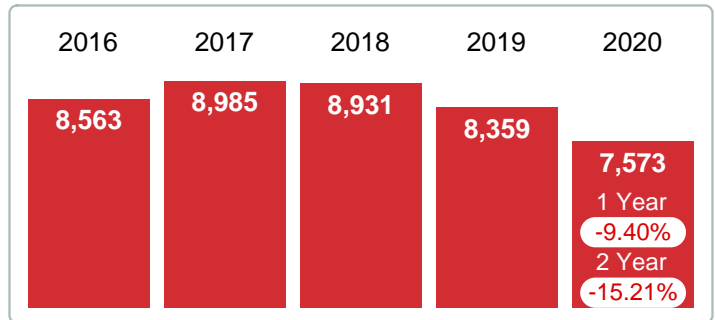
## NEW LISTINGS

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

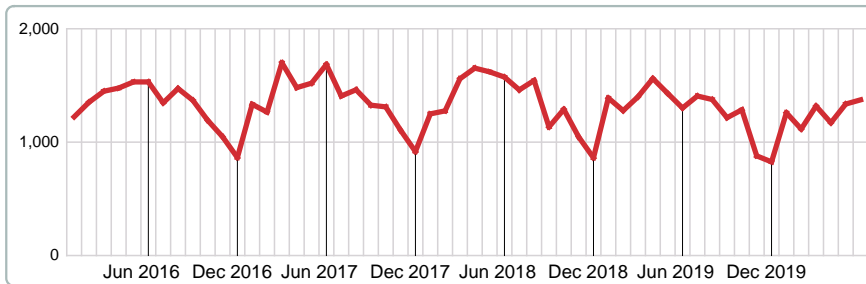
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,493

High Mar 2017 1,700 Low Dec 2019 826

New Listings this month at **1,373**  
below the 5 yr JUN average of **1,493**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	93	6.77%	59	31	3	0
\$75,001 - \$125,000	136	9.91%	46	85	3	2
\$125,001 - \$175,000	219	15.95%	23	175	20	1
\$175,001 - \$250,000	328	23.89%	23	176	118	11
\$250,001 - \$350,000	285	20.76%	22	103	132	28
\$350,001 - \$475,000	167	12.16%	16	38	82	31
\$475,001 and up	145	10.56%	30	21	62	32
<b>Total New Listed Units</b>	<b>1,373</b>		<b>219</b>	<b>629</b>	<b>420</b>	<b>105</b>
<b>Total New Listed Volume</b>	<b>409,544,067</b>	<b>100%</b>	<b>74.34M</b>	<b>139.58M</b>	<b>142.91M</b>	<b>52.72M</b>
<b>Average New Listed Listing Price</b>	<b>\$286,929</b>		<b>\$339,447</b>	<b>\$221,903</b>	<b>\$340,263</b>	<b>\$502,074</b>

# June 2020



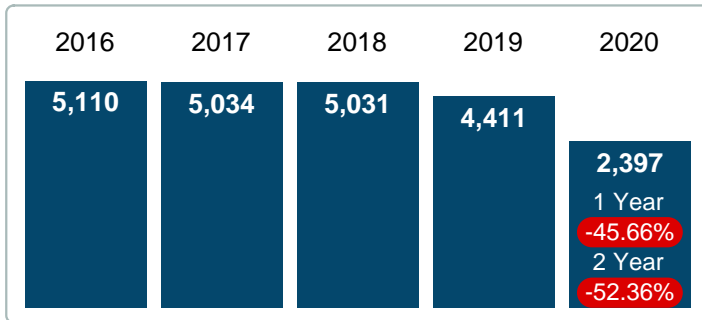
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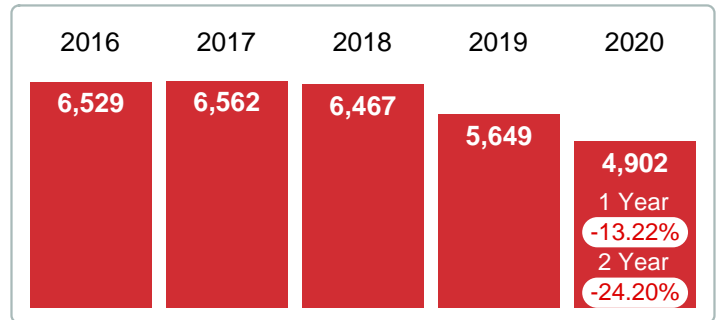
## ACTIVE INVENTORY

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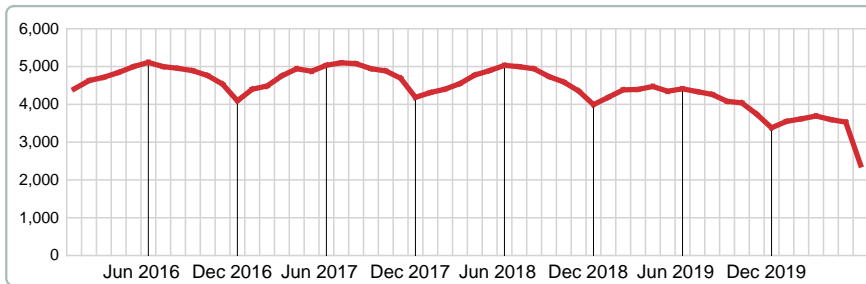
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

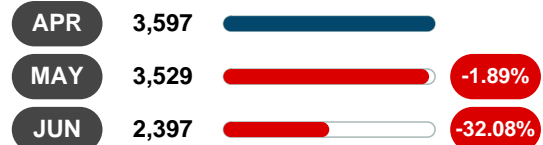


### 3 MONTHS

5 year JUN AVG = 4,397

High Jun 2016 5,110 Low Jun 2020 2,397

Inventory this month at 2,397  
below the 5 yr JUN average of 4,397



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	234	9.76%	93.0	187	37	9	1
\$75,001 - \$125,000	189	7.88%	91.0	130	52	7	0
\$125,001 - \$200,000	386	16.10%	73.9	163	171	48	4
\$200,001 - \$350,000	647	26.99%	59.2	97	255	247	48
\$350,001 - \$475,000	364	15.19%	79.1	42	97	176	49
\$475,001 - \$825,000	332	13.85%	77.6	55	42	152	83
\$825,001 and up	245	10.22%	104.9	105	22	56	62
Total Active Inventory by Units			2,397	779	676	695	247
Total Active Inventory by Volume			1,014,590,423	324.12M	198.14M	308.92M	183.42M
Average Active Inventory Listing Price			\$423,275	\$416,069	\$293,099	\$444,487	\$742,585

# June 2020



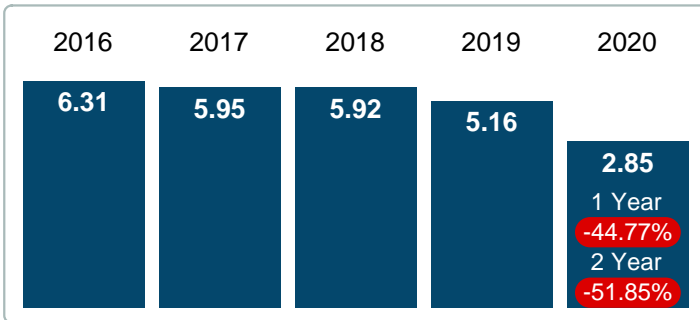
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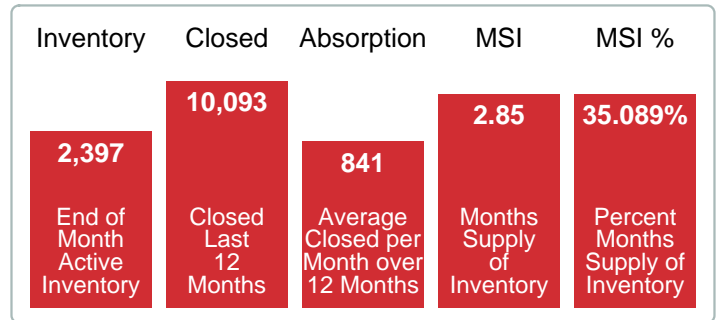
## MONTHS SUPPLY of INVENTORY (MSI)

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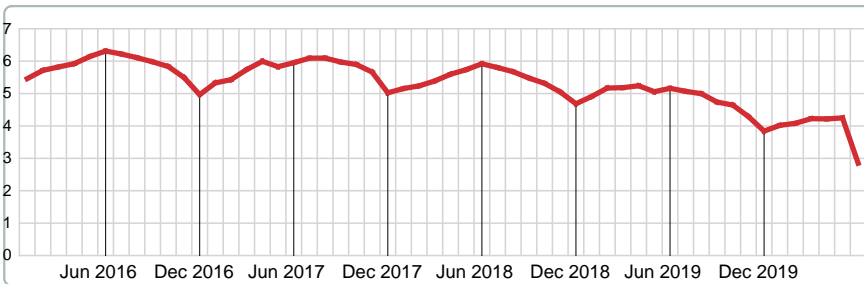
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

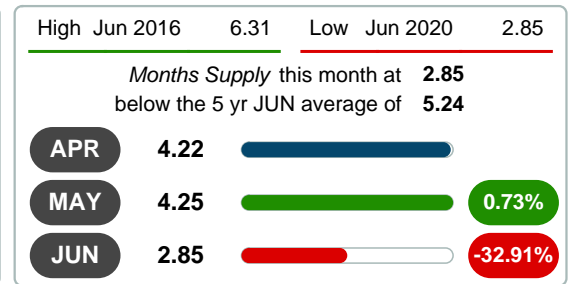


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 5.24



### 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
\$75,000 and less	234	9.76%	2.82	4.01	1.17	2.12	2.00
\$75,001 - \$125,000	189	7.88%	1.65	4.98	0.65	0.95	0.00
\$125,001 - \$200,000	386	16.10%	1.35	6.84	0.83	0.91	1.02
\$200,001 - \$350,000	647	26.99%	2.54	7.92	2.47	2.00	2.97
\$350,001 - \$475,000	364	15.19%	5.81	21.91	6.89	4.72	5.20
\$475,001 - \$825,000	332	13.85%	10.06	66.00	6.55	8.77	9.86
\$825,001 and up	245	10.22%	32.31	210.00	26.40	16.80	21.26
Market Supply of Inventory (MSI)			2.85	6.96	1.53	2.83	5.90
Total Active Inventory by Units		100%	2,397	779	676	695	247

# June 2020



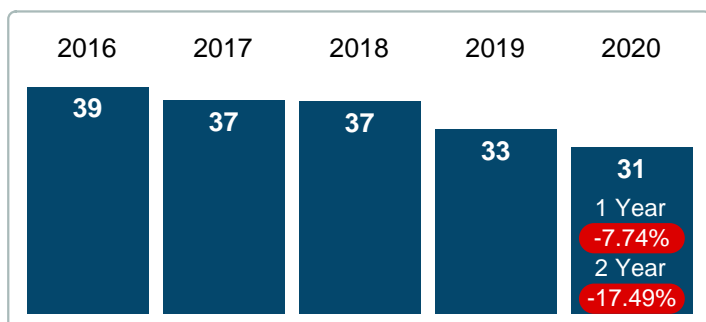
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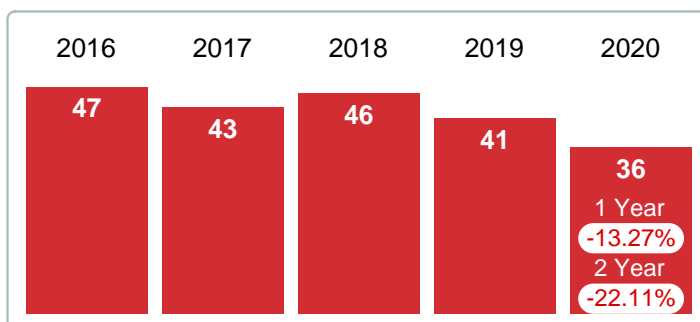
## AVERAGE DAYS ON MARKET TO SALE

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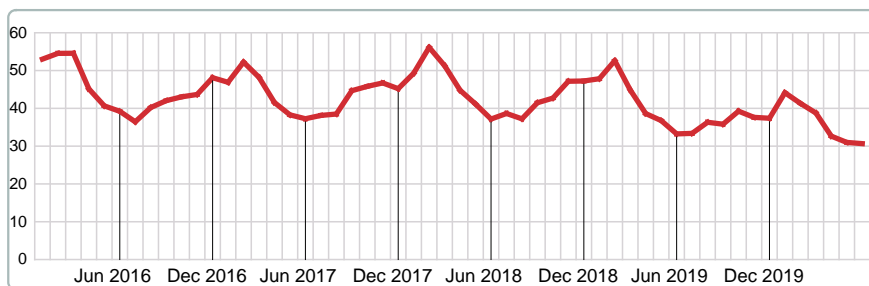
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 36

High Feb 2018 56 Low Jun 2020 31

Average Days on Market to Sale this month at 31 below the 5 yr JUN average of 36



### 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
\$75,000 and less	7.00%	37	42	26	43	0
\$75,001 - \$125,000	10.97%	23	28	22	21	0
\$125,001 - \$150,000	9.46%	24	57	18	18	0
\$150,001 - \$225,000	31.79%	20	38	16	22	58
\$225,001 - \$300,000	18.54%	33	70	29	33	19
\$300,001 - \$375,000	10.41%	38	43	45	34	38
\$375,001 and up	11.83%	59	174	47	51	60
Average Closed DOM		31	47	22	33	48
Total Closed Units	100%	31	135	511	353	58
Total Closed Volume		247,827,113	18.29M	98.15M	106.49M	24.90M

# June 2020



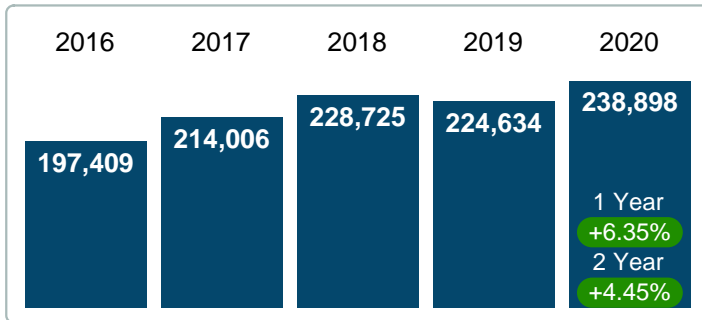
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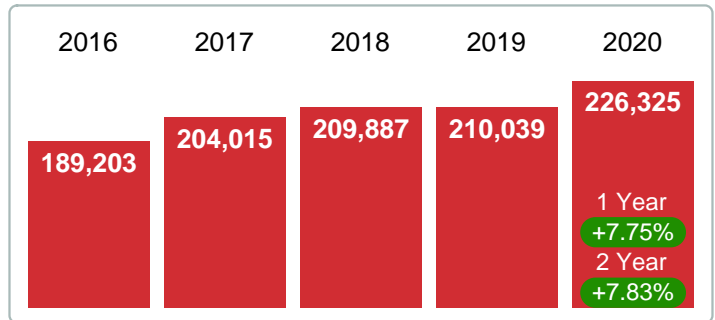
## AVERAGE LIST PRICE AT CLOSING

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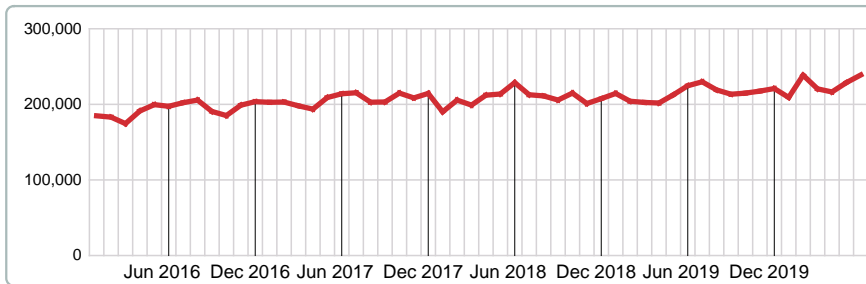
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

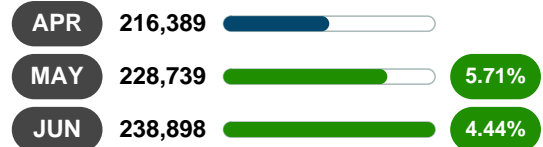


### 3 MONTHS

5 year JUN AVG = 220,735

High Jun 2020 238,898 Low Mar 2016 174,523

Average List Price at Closing this month at **238,898**  
above the 5 yr JUN average of **220,735**



### 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	
\$75,000 and less	73	6.91%	49,545	46,446	55,300	64,300	
\$75,001 - \$125,000	110	10.41%	106,524	108,073	108,172	124,700	
\$125,001 - \$150,000	105	9.93%	138,790	145,233	137,117	138,257	
\$150,001 - \$225,000	336	31.79%	186,778	189,446	181,812	198,367	
\$225,001 - \$300,000	191	18.07%	263,557	278,544	265,144	264,619	
\$300,001 - \$375,000	107	10.12%	335,919	352,833	344,262	338,383	
\$375,001 and up	135	12.77%	544,946	521,500	593,356	555,092	
<b>Average List Price</b>		<b>238,898</b>		<b>141,304</b>	<b>194,469</b>	<b>307,800</b>	<b>438,141</b>
<b>Total Closed Units</b>		<b>1,057</b>	<b>100%</b>	<b>238,898</b>	<b>135</b>	<b>511</b>	<b>353</b>
<b>Total Closed Volume</b>		<b>252,515,178</b>			<b>19.08M</b>	<b>99.37M</b>	<b>108.65M</b>



# June 2020



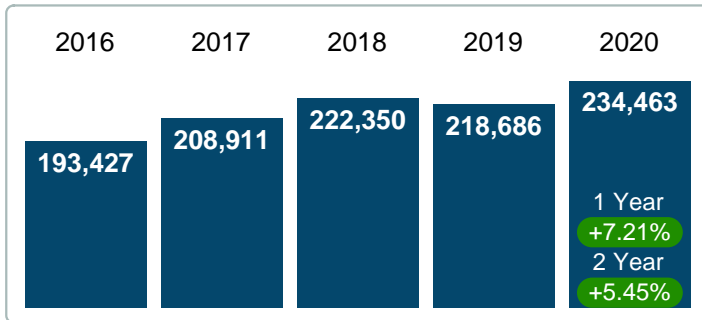
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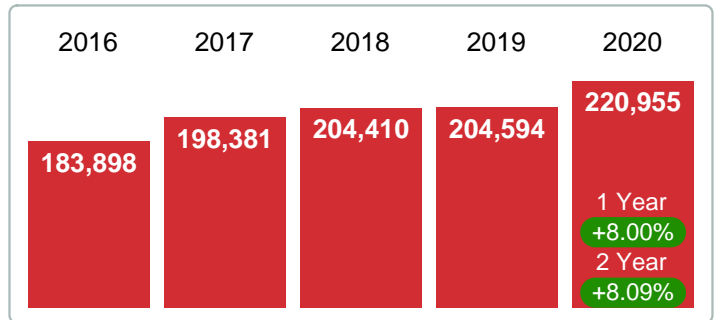
## AVERAGE SOLD PRICE AT CLOSING

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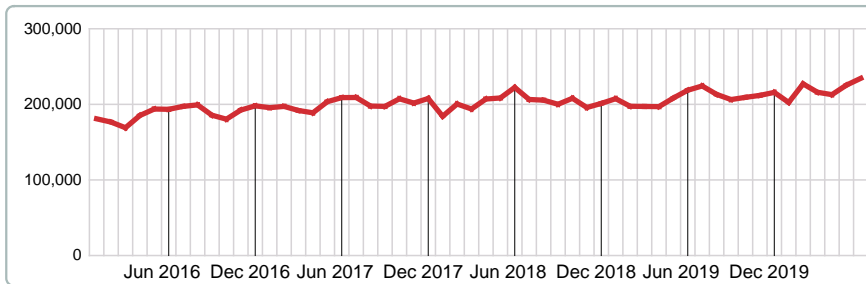
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

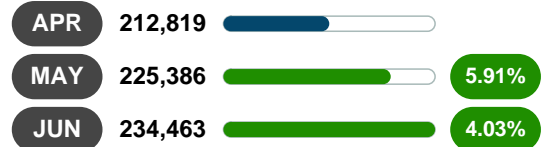


### 3 MONTHS

5 year JUN AVG = 215,567

High Jun 2020 234,463 Low Mar 2016 169,044

Average Sold Price at Closing this month at **234,463** above the 5 yr JUN average of **215,567**



### 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
\$75,000 and less	7.00%	46,744	43,228	51,139	57,300	0
\$75,001 - \$125,000	10.97%	105,615	102,915	106,250	110,294	0
\$125,001 - \$150,000	9.46%	139,023	142,660	138,324	139,014	0
\$150,001 - \$225,000	31.79%	186,066	187,640	181,064	196,518	204,500
\$225,001 - \$300,000	18.54%	262,639	267,000	260,567	262,137	278,600
\$300,001 - \$375,000	10.41%	334,766	323,750	337,437	333,656	336,031
\$375,001 and up	11.83%	539,156	488,167	572,739	536,600	535,337
<b>Average Sold Price</b>		<b>234,463</b>	<b>135,466</b>	<b>192,084</b>	<b>301,659</b>	<b>429,287</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>234,463</b>	<b>135</b>	<b>511</b>	<b>353</b>	<b>58</b>
<b>Total Closed Volume</b>		<b>247,827,113</b>	<b>18.29M</b>	<b>98.15M</b>	<b>106.49M</b>	<b>24.90M</b>

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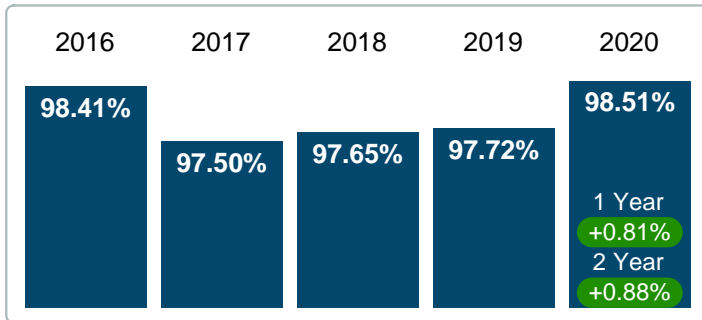
Area Delimited by County Of Tulsa



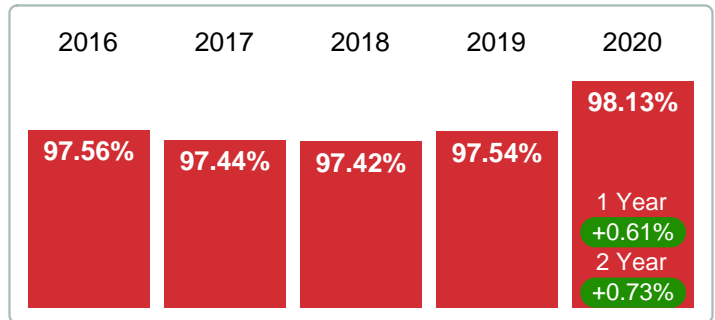
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

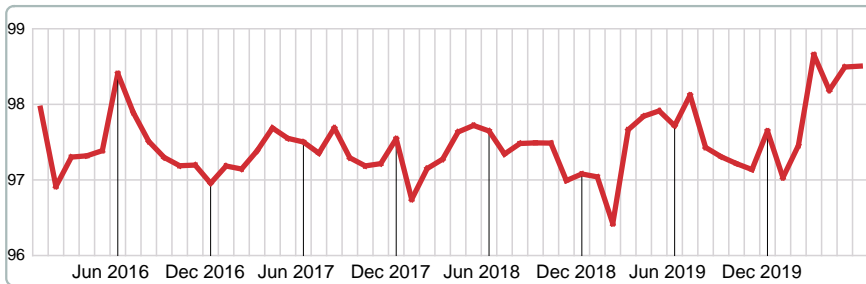
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

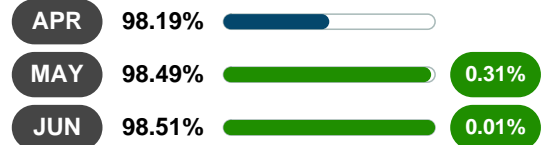


### 3 MONTHS

5 year JUN AVG = 97.96%

High Mar 2020 98.66% Low Feb 2019 96.42%

Average Sold/List Ratio this month at **98.51%**  
above the 5 yr JUN average of **97.96%**



## 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
\$75,000 and less	74	7.00%	94.37%	95.48%	93.29%	89.58%	0.00%
\$75,001 - \$125,000	116	10.97%	97.43%	95.66%	99.12%	90.05%	0.00%
\$125,001 - \$150,000	100	9.46%	100.60%	98.41%	101.02%	100.54%	0.00%
\$150,001 - \$225,000	336	31.79%	99.45%	99.13%	99.65%	99.18%	95.85%
\$225,001 - \$300,000	196	18.54%	98.87%	96.56%	98.63%	99.12%	99.91%
\$300,001 - \$375,000	110	10.41%	98.32%	91.80%	98.11%	98.70%	98.52%
\$375,001 and up	125	11.83%	97.34%	94.14%	96.99%	97.26%	98.31%
Average Sold/List Ratio		98.50%		96.43%	99.16%	98.36%	98.51%
Total Closed Units		1,057	100%	135	511	353	58
Total Closed Volume		247,827,113		18.29M	98.15M	106.49M	24.90M

# June 2020

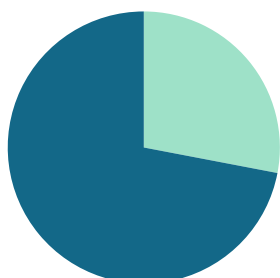
Area Delimited by County Of Tulsa



## MARKET SUMMARY

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

### INVENTORY

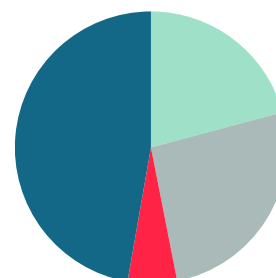


**Inventory**  
 New Listings  
**1,373 = 28.00%**  
 Start Inventory  
**3,530**  
 Total Inventory Units  
**4,903**  
 Volume  
**\$1,693,587,427**

### Market Activity

Closed Sales  
**1,057 = 20.83%**  
 Pending Sales  
**1,323 = 26.07%**  
 Other Off Market  
**297 = 5.85%**  
 Active Inventory  
**2,397 = 47.24%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	933	1,057	13.29%	5,266	4,798	-8.89%
Pending Sales	884	1,323	49.66%	5,828	5,861	0.57%
New Listings	1,301	1,373	5.53%	8,359	7,573	-9.40%
Average List Price	224,634	238,898	6.35%	210,039	226,325	7.75%
Average Sale Price	218,686	234,463	7.21%	204,594	220,955	8.00%
Average Percent of Selling Price to List Price	97.72%	98.51%	0.81%	97.54%	98.13%	0.61%
Average Days on Market to Sale	33.24	30.66	-7.74%	41.09	35.64	-13.27%
Monthly Inventory	4,413	2,397	-45.68%	4,413	2,397	-45.68%
Months Supply of Inventory	5.16	2.85	-44.80%	5.16	2.85	-44.80%

**Absorption:** Last 12 months, an Average of **841** Sales/Month

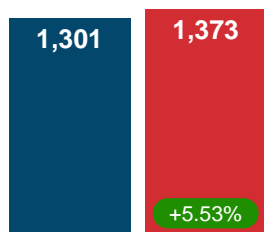
**Inventory on June 30, 2020 = 2,397**

**2019** **2020**

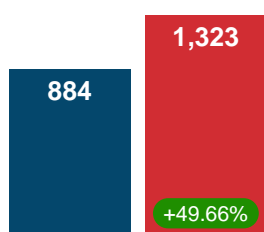
### JUNE MARKET

### AVERAGE PRICES

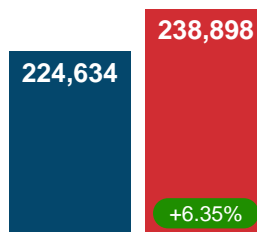
#### New Listings



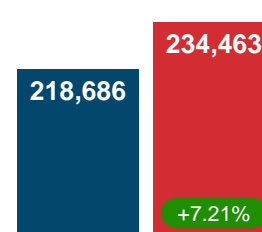
#### Pending Listings



#### List Price



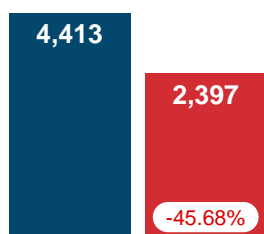
#### Sale Price



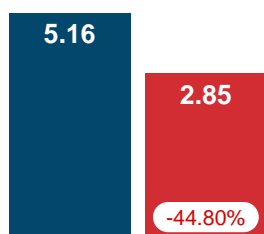
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

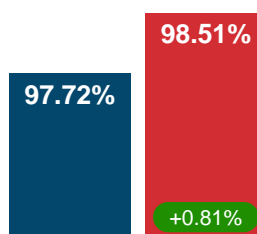
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

