

## June 2020



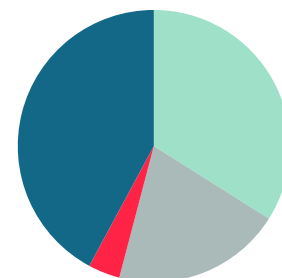
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -  
Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Jan 26, 2021 for MLS Technology Inc.

Compared Metrics	2019	June 2020	+/-%
Closed Listings	76	54	-28.95%
Pending Listings	26	32	23.08%
New Listings	75	62	-17.33%
Average List Price	1,067	1,128	5.74%
Average Sale Price	1,060	1,123	5.95%
Average Percent of Selling Price to List Price	99.35%	99.95%	0.60%
Average Days on Market to Sale	43.17	26.24	-39.22%
End of Month Inventory	119	67	-43.70%
Months Supply of Inventory	1.84	1.12	-39.47%



■ Closed (33.96%)  
■ Pending (20.13%)  
■ Other OffMarket (3.77%)  
■ Active (42.14%)

**Absorption:** Last 12 months, an Average of **60** Sales/Month  
**Active Inventory** as of June 30, 2020 = **67**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2020 decreased **43.70%** to 67 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **1.12** 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 **5.95%** in June 2020 to \$1,123 versus the previous year at \$1,060.

##### Average Days on Market Shortens

The average number of **26.24** days that homes spent on the market before selling decreased by 16.93 days or **39.22%** in June 2020 compared to last year's same month at **43.17** 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 weak this month.

There were 62 New Listings in June 2020, down **17.33%** from last year at 75. Furthermore, there were 54 Closed Listings this month versus last year at 76, a **-28.95%** decrease.

Closed versus Listed trends yielded a **87.1%** ratio, down from previous year's, June 2019, at **101.3%**, a **14.05%** downswing. 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>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# June 2020



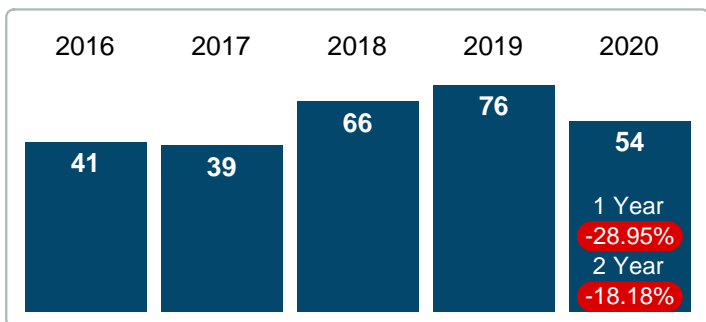
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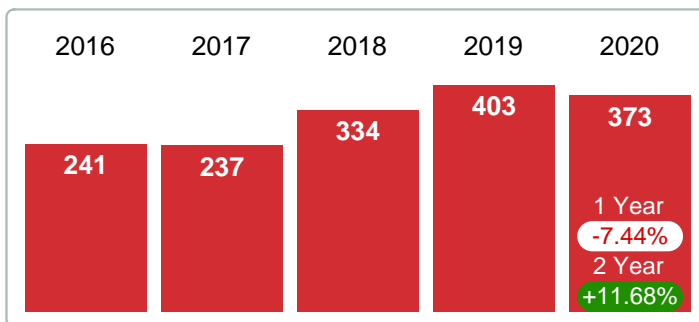
## CLOSED LISTINGS

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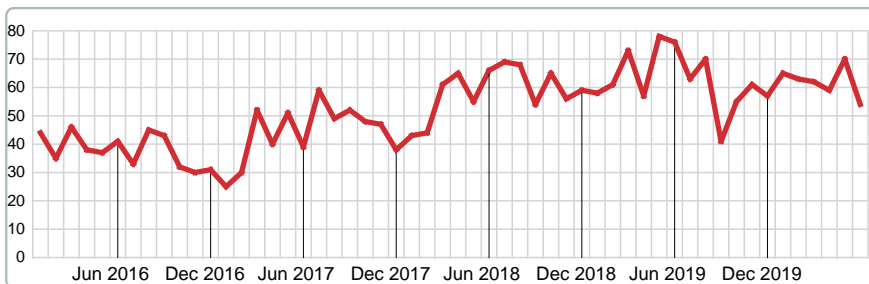
### JUNE



### YEAR TO DATE (YTD)

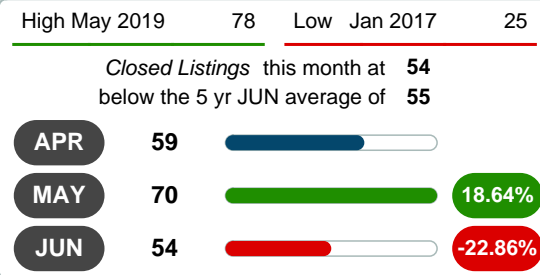


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 55



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	54	100.00%	26.2	21	28	5	0
<b>Total Closed Units</b>	<b>54</b>			<b>21</b>	<b>28</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>60,625</b>	<b>100%</b>	<b>26.2</b>	<b>22.96K</b>	<b>29.82K</b>	<b>7,850</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,123</b>			<b>\$1,093</b>	<b>\$1,065</b>	<b>\$1,570</b>	<b>\$0</b>

# June 2020



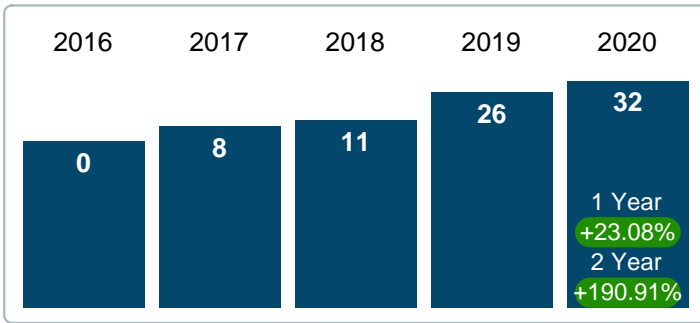
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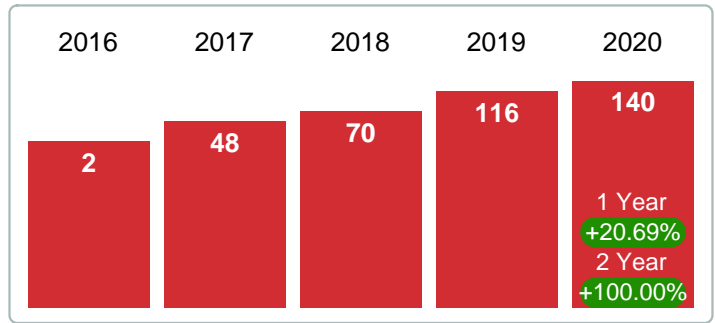
## PENDING LISTINGS

Report produced on Jan 26, 2021 for MLS Technology Inc.

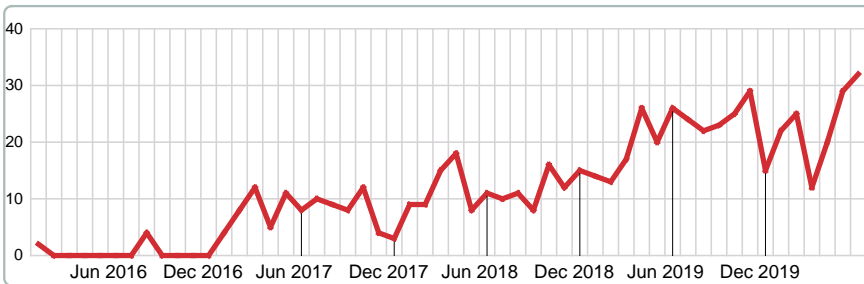
### JUNE



### YEAR TO DATE (YTD)

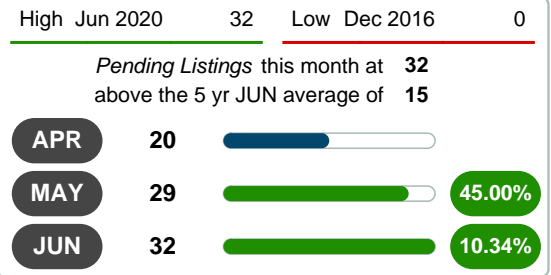


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 15



### 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	32	100.00%	23.9	9	20	3	0
<b>Total Pending Units</b>	<b>32</b>			<b>9</b>	<b>20</b>	<b>3</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>37,875</b>	<b>100%</b>	<b>24.5</b>	<b>8,860</b>	<b>22.95K</b>	<b>6,070</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,194</b>			<b>\$984</b>	<b>\$1,147</b>	<b>\$2,023</b>	<b>\$0</b>

# June 2020



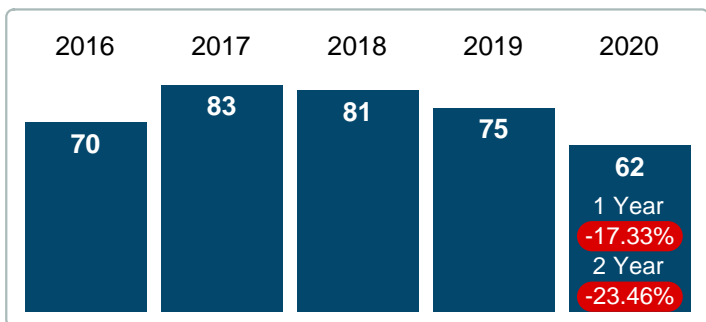
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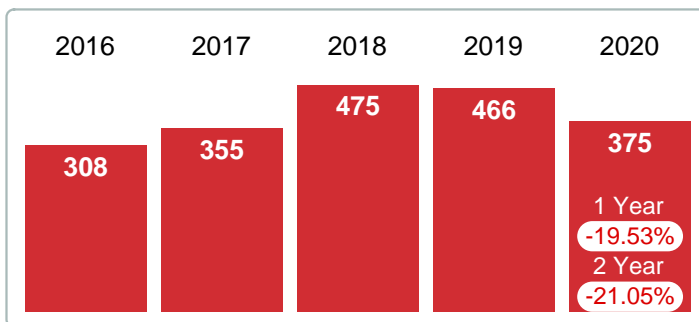
## NEW LISTINGS

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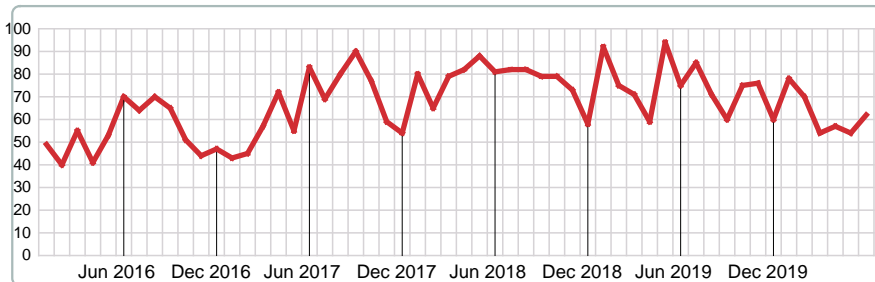
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 74

High May 2019 94 Low Feb 2016 40

New Listings this month at **62**  
below the 5 yr JUN average of **74**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1 and up	62	100.00%	21	34	7	0
<b>Total New Listed Units</b>	<b>62</b>		<b>21</b>	<b>34</b>	<b>7</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>72,785</b>	<b>100%</b>	<b>21.30K</b>	<b>40.35K</b>	<b>11.14K</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,186</b>		<b>\$1,014</b>	<b>\$1,187</b>	<b>\$1,591</b>	<b>\$0</b>

# June 2020



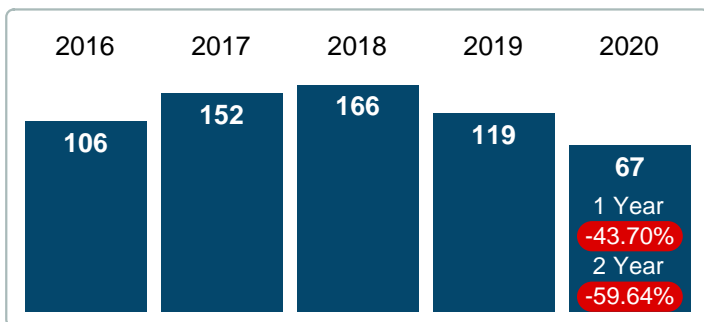
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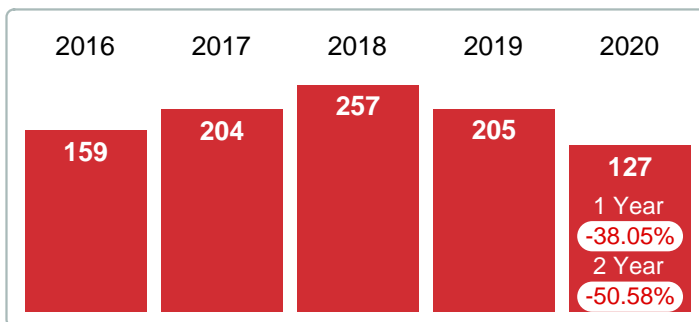
## ACTIVE INVENTORY

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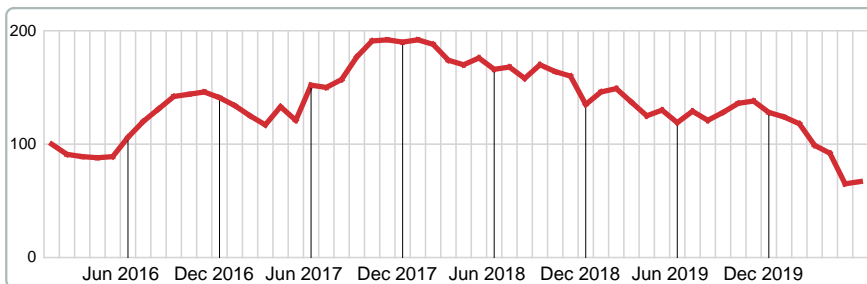
### END OF JUNE



### ACTIVE DURING JUNE

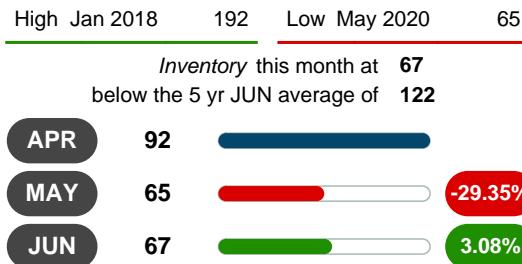


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 122



### 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	67	100.00%	64.6	26	38	3	0
Total Active Inventory by Units			67	26	38	3	0
Total Active Inventory by Volume			82,780	27.11K	51.38K	4,300	0.00B
Average Active Inventory Listing Price			\$1,236	\$1,043	\$1,352	\$1,433	\$0

# June 2020



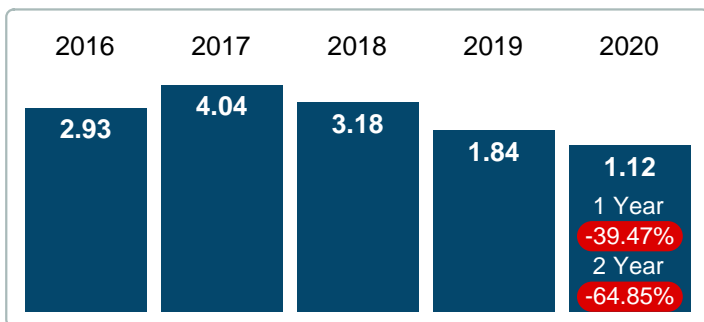
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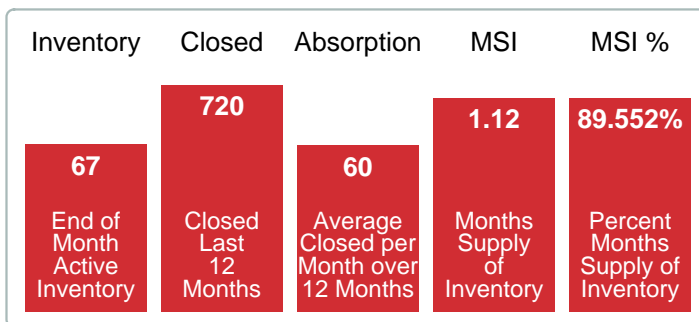
## MONTHS SUPPLY of INVENTORY (MSI)

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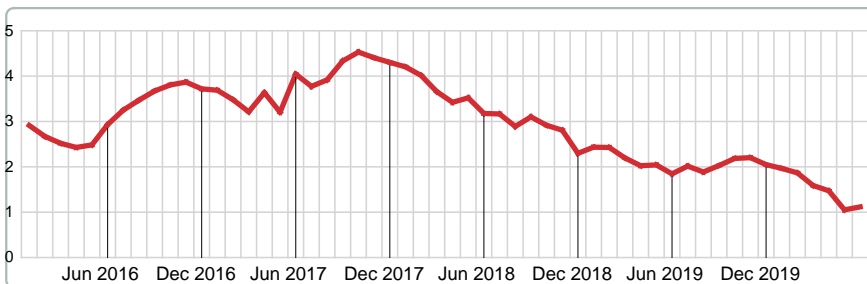
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

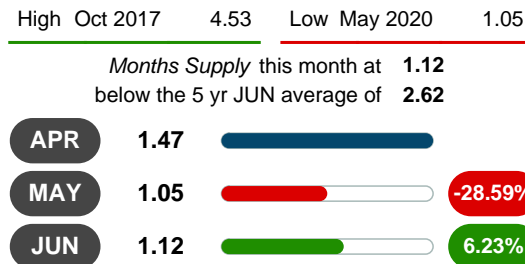


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2.62



### 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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 and up	67	100.00%	1.12	1.08	1.18	0.82	0.00
Market Supply of Inventory (MSI)			1.12	1.08	1.18	0.82	0.00
Total Active Inventory by Units			67	26	38	3	0

# June 2020



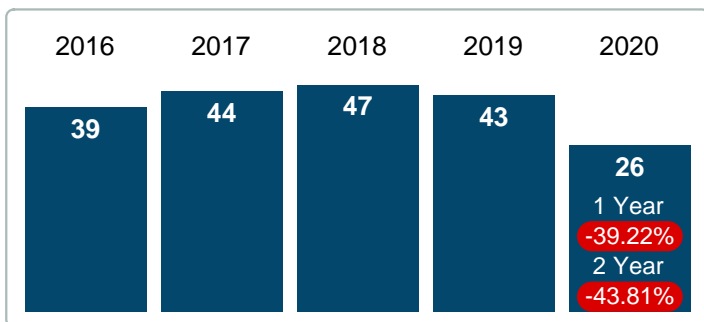
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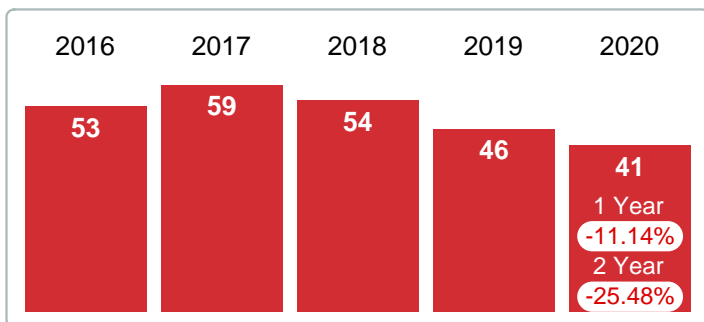
## AVERAGE DAYS ON MARKET TO SALE

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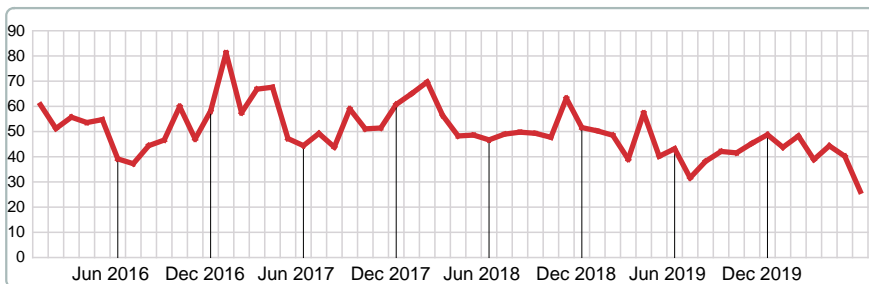
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

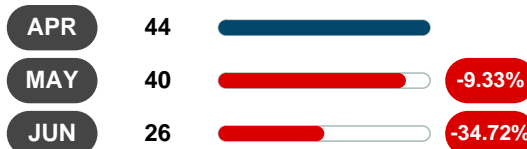


### 3 MONTHS

5 year JUN AVG = 40

High Jan 2017 81 Low Jun 2020 26

Average Days on Market to Sale this month at 26 below the 5 yr JUN average of 40



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	54	100.00%	26	34	24	6	0
Average Closed DOM			26	34	24	6	0
Total Closed Units		100%	26	21	28	5	
Total Closed Volume			60,625	22.96K	29.82K	7,850	0.00B

# June 2020



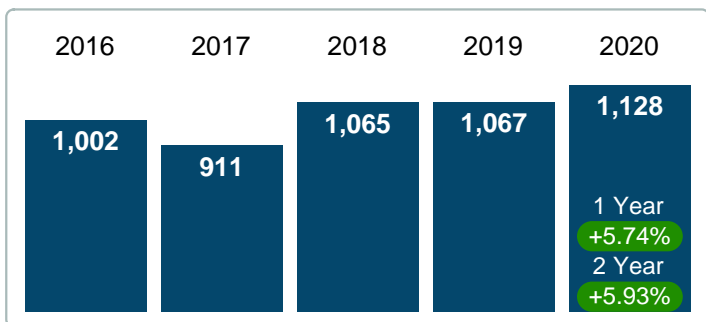
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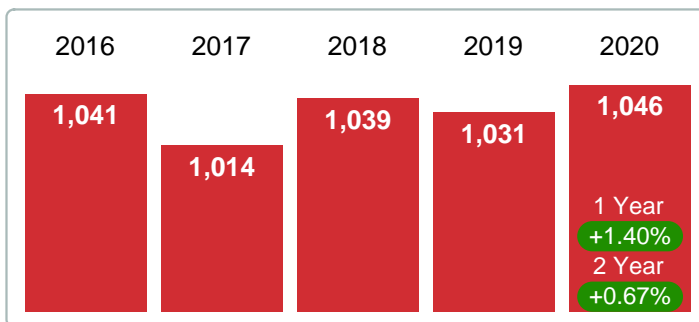
## AVERAGE LIST PRICE AT CLOSING

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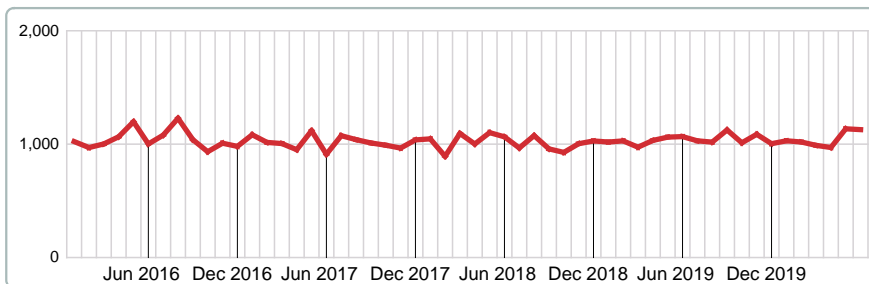
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,034

High Aug 2016 1,228    Low Feb 2018 893

Average List Price at Closing this month at **1,128**  
above the 5 yr JUN average of **1,034**

Month	Price	Change
APR	970	
MAY	1,135	+17.00%
JUN	1,128	-0.65%

### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	54	100.00%	1,128	1,101	1,059	1,628	0
Average List Price			1,128	1,101	1,059	1,628	0
Total Closed Units		100%	1,128	21	28	5	
Total Closed Volume			60,905	23.13K	29.64K	8,140	0.00B



# June 2020



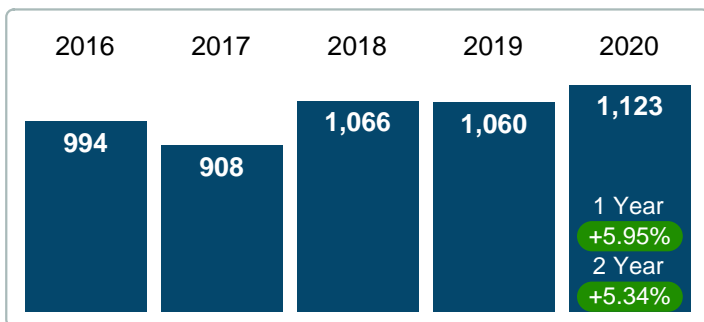
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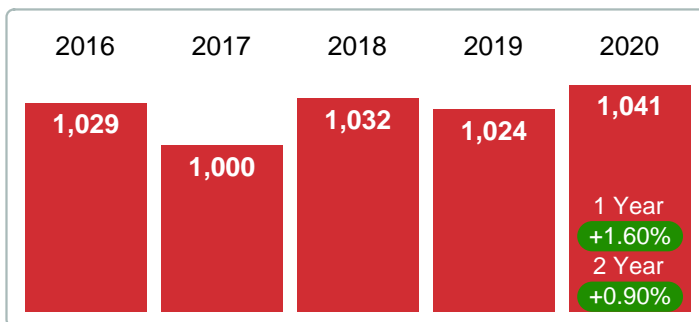
## AVERAGE SOLD PRICE AT CLOSING

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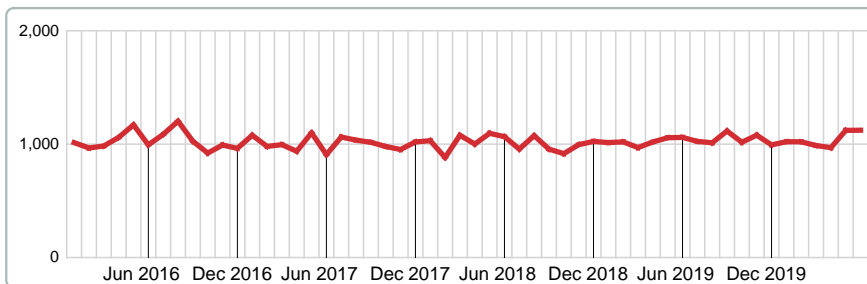
### JUNE



### YEAR TO DATE (YTD)

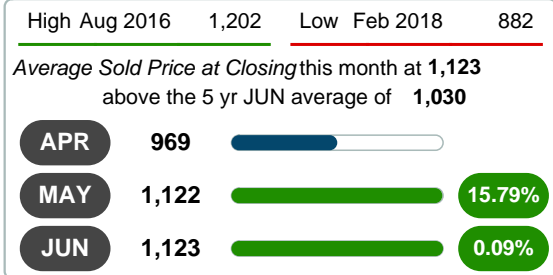


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,030



## 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	54	100.00%	1,123	1,093	1,065	1,570	0
Average Sold Price			1,123	1,093	1,065	1,570	0
Total Closed Units		100%	1,123	21	28	5	
Total Closed Volume			60,625	22.96K	29.82K	7,850	0.00B

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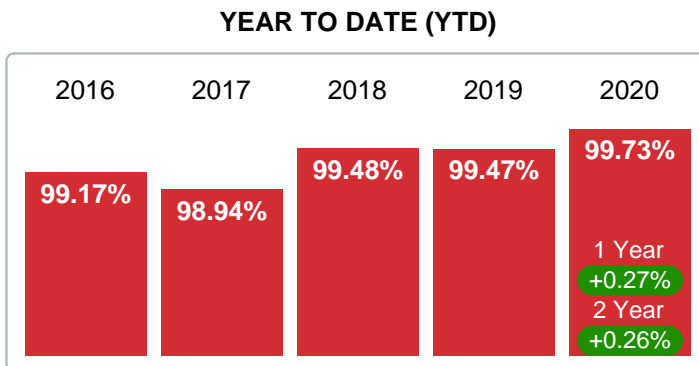
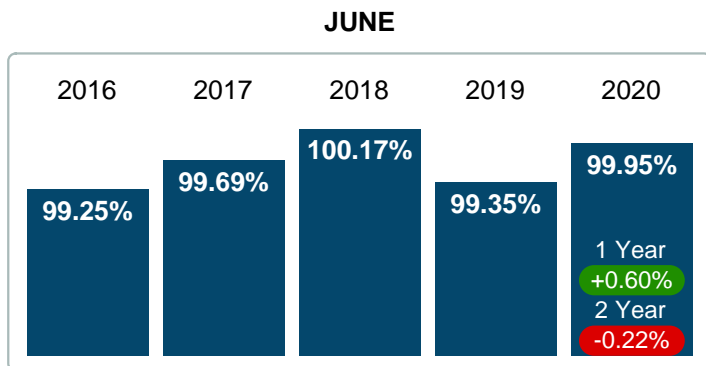


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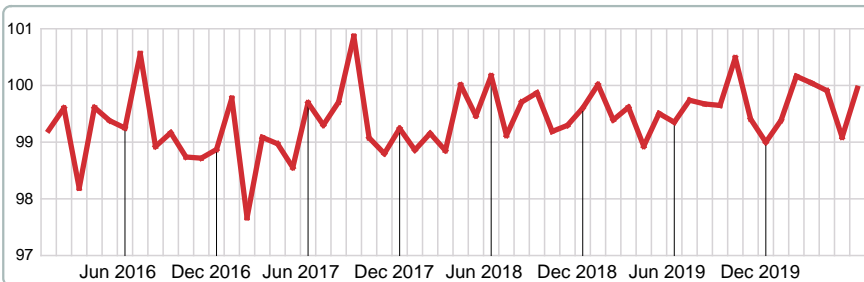


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS

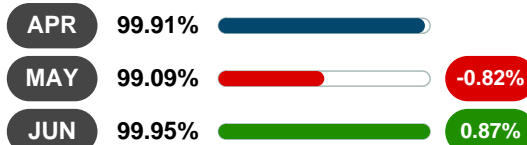


### 3 MONTHS

5 year JUN AVG = 99.68%

High Sep 2017 100.87% Low Feb 2017 97.67%

Average Sold/List Ratio this month at **99.95%** equal to 5 yr JUN average of **99.68%**



## 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
\$0 and less	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%; background-color: blue; border-radius: 10px; padding: 2px;">0</div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	<div style="width: 54%; background-color: blue; border-radius: 10px; padding: 2px;">54</div>	100.00%	99.95%	99.42%	100.64%	98.29%	0.00%
Average Sold/List Ratio		100.00%		99.42%	100.64%	98.29%	0.00%
Total Closed Units		54	100%	21	28	5	
Total Closed Volume		60,625		22.96K	29.82K	7,850	0.00B

# June 2020



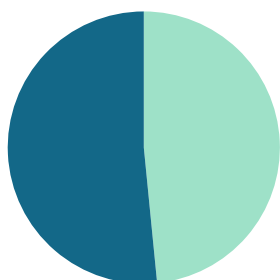
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



## MARKET SUMMARY

Report produced on Jan 26, 2021 for MLS Technology Inc.

### INVENTORY

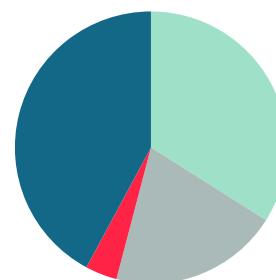


**Inventory**  
 New Listings  
**62 = 48.44%**  
 Start Inventory  
**66**  
 Total Inventory Units  
**128**  
 Volume  
**\$152,180**

### Market Activity

Closed Sales  
**54 = 33.96%**  
 Pending Sales  
**32 = 20.13%**  
 Other Off Market  
**6 = 3.77%**  
 Active Inventory  
**67 = 42.14%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	76	54	-28.95%	403	373	-7.44%
Pending Sales	26	32	23.08%	116	140	20.69%
New Listings	75	62	-17.33%	466	375	-19.53%
Average List Price	1,067	1,128	5.74%	1,031	1,046	1.40%
Average Sale Price	1,060	1,123	5.95%	1,024	1,041	1.60%
Average Percent of Selling Price to List Price	99.35%	99.95%	0.60%	99.47%	99.73%	0.27%
Average Days on Market to Sale	43.17	26.24	-39.22%	45.68	40.59	-11.14%
Monthly Inventory	119	67	-43.70%	119	67	-43.70%
Months Supply of Inventory	1.84	1.12	-39.47%	1.84	1.12	-39.47%

**Absorption:** Last 12 months, an Average of **60** Sales/Month

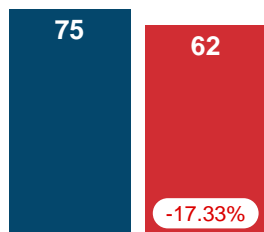
**Inventory** on June 30, 2020 = **67**

**2019** **2020**

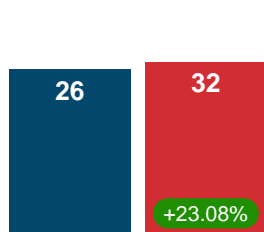
### JUNE MARKET

### AVERAGE PRICES

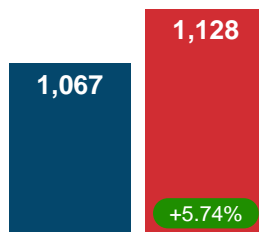
#### New Listings



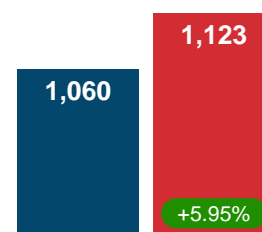
#### Pending Listings



#### List Price



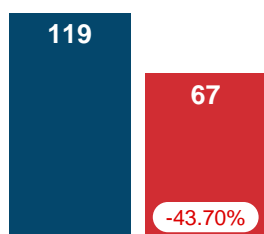
#### Sale Price



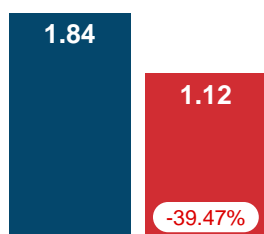
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

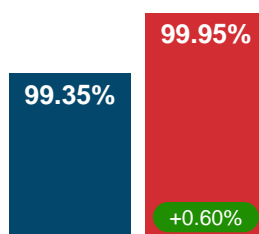
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

