

June 2020



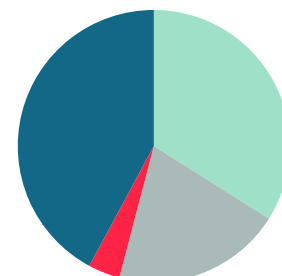
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



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%
Median List Price	995	1,075	8.04%
Median Sale Price	995	1,075	8.04%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	30.00	13.00	-56.67%
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.

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 **8.04%** in June 2020 to \$1,075 versus the previous year at \$995.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 17.00 days or **56.67%** in June 2020 compared to last year's same month at **30.00** DOM.

Sales Success for June 2020 is Positive

Overall, with Median 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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



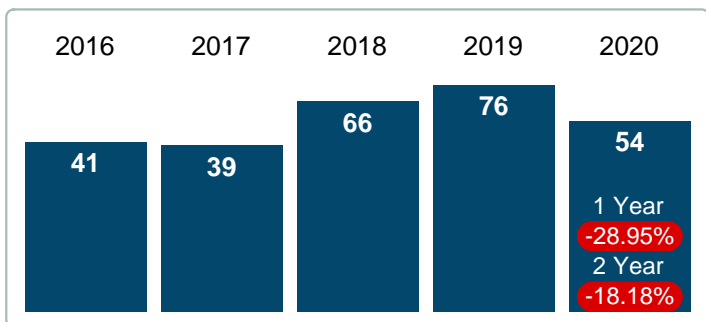
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



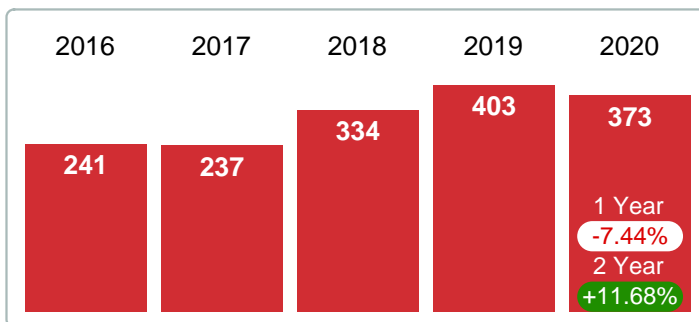
CLOSED LISTINGS

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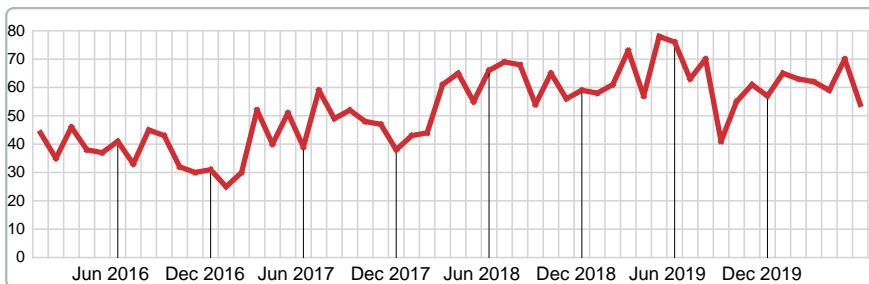
JUNE



YEAR TO DATE (YTD)

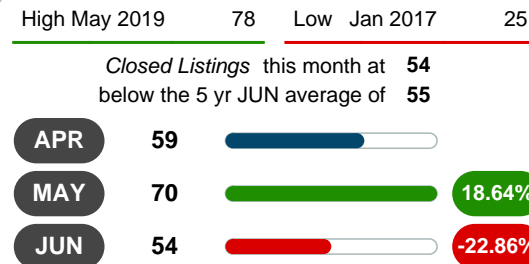


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 55



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	13.0	21	28	5	0
Total Closed Units	54			21	28	5	0
Total Closed Volume	60,625	100%	13.0	22.96K	29.82K	7,850	0.00B
Median Closed Price	\$1,075			\$1,100	\$1,023	\$1,300	\$0

June 2020



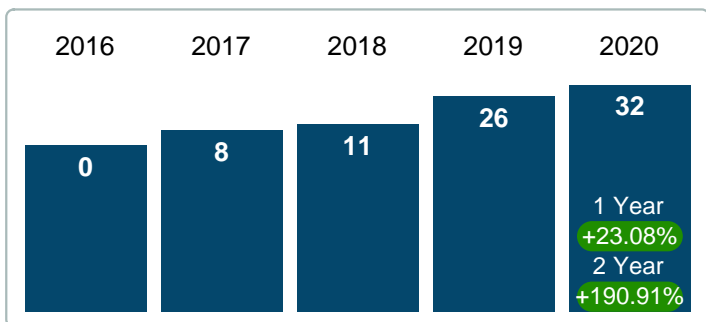
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



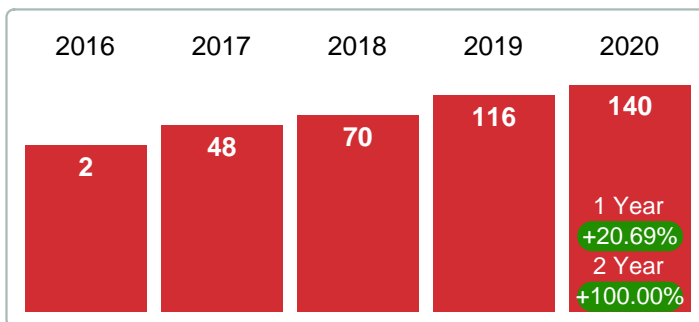
PENDING LISTINGS

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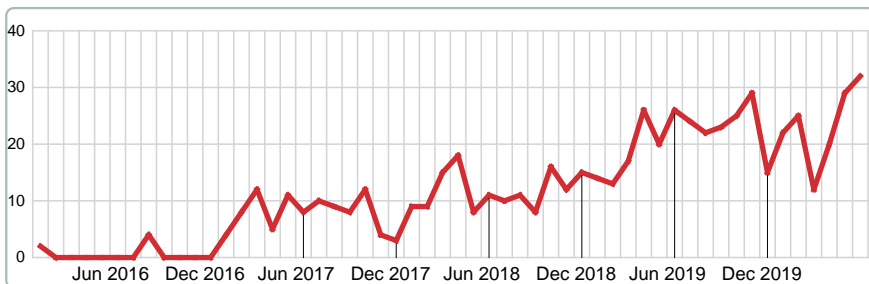
JUNE



YEAR TO DATE (YTD)

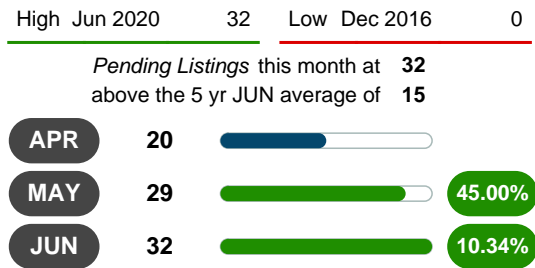


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 15



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1 and up	32	100.00%	13.0	9	20	3	0
Total Pending Units	32			9	20	3	0
Total Pending Volume	37,875	100%	13.0	8,860	22.95K	6,070	0.00B
Median Listing Price	\$1,123			\$895	\$1,123	\$1,475	\$0

June 2020



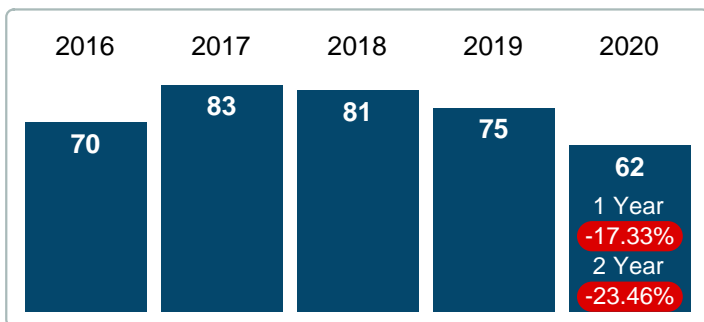
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



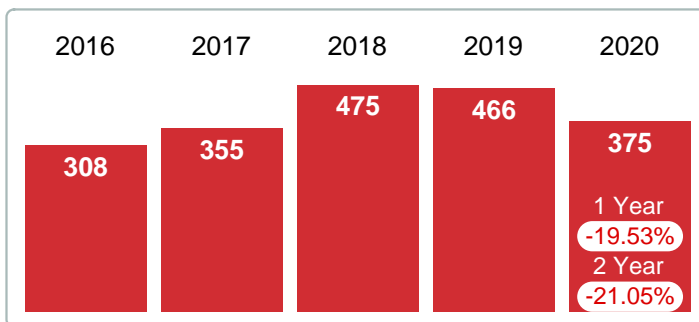
NEW LISTINGS

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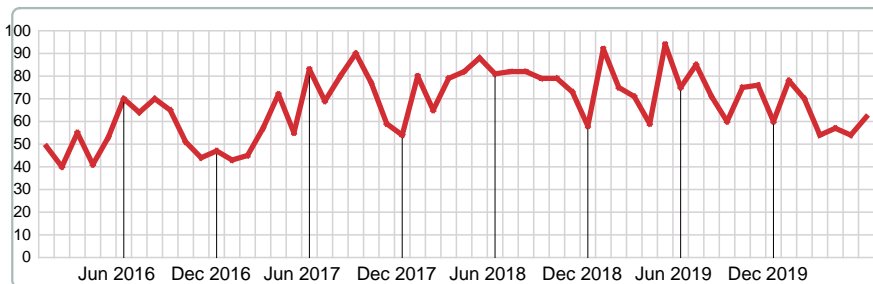
JUNE



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
Total New Listed Units	62		21	34	7	0
Total New Listed Volume	72,785	100%	21.30K	40.35K	11.14K	0.00B
Median New Listed Listing Price	\$1,123		\$975	\$1,163	\$1,300	\$0

June 2020



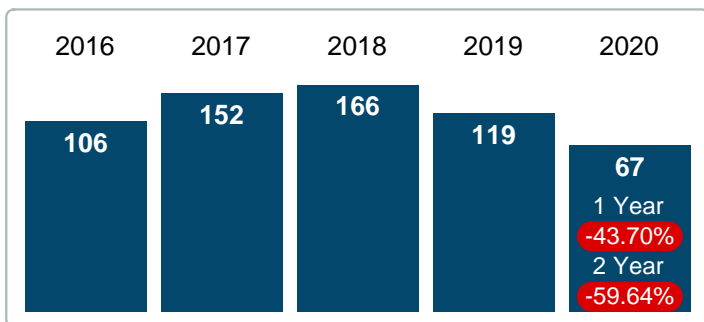
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



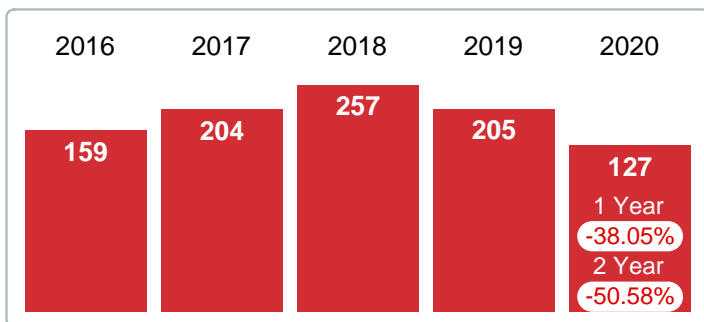
ACTIVE INVENTORY

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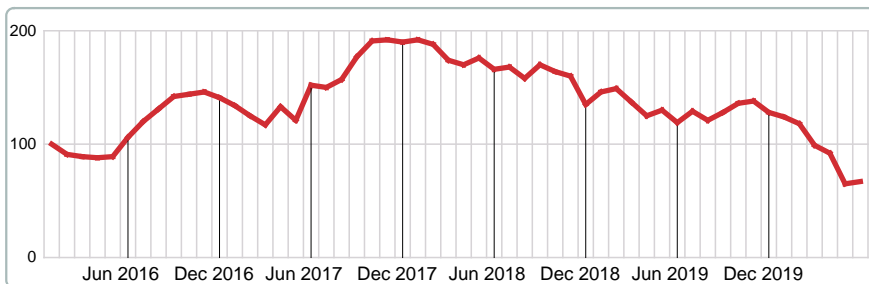
END OF JUNE



ACTIVE DURING JUNE

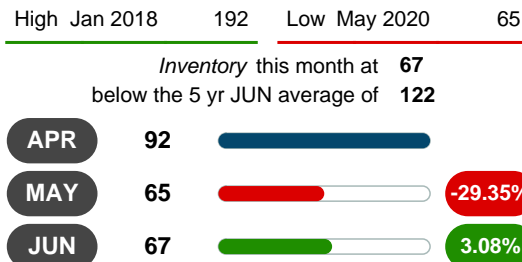


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 122



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1-\$0	0	0.00%	13.0	0	0	0	0
\$1 and up	67	100.00%	24.0	26	38	3	0
Total Active Inventory by Units		67		26	38	3	0
Total Active Inventory by Volume		82,780	100%	27.11K	51.38K	4,300	0.00B
Median Active Inventory Listing Price		\$1,195		\$898	\$1,200	\$1,475	\$0

June 2020



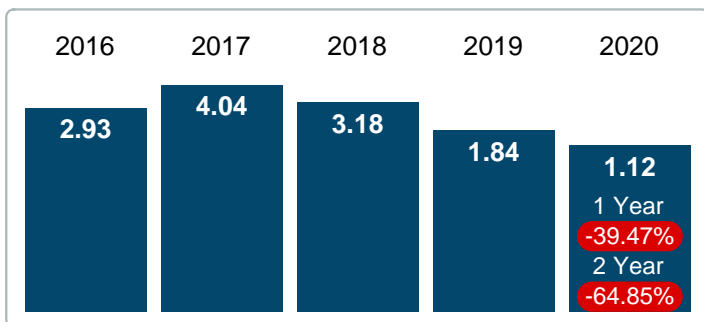
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



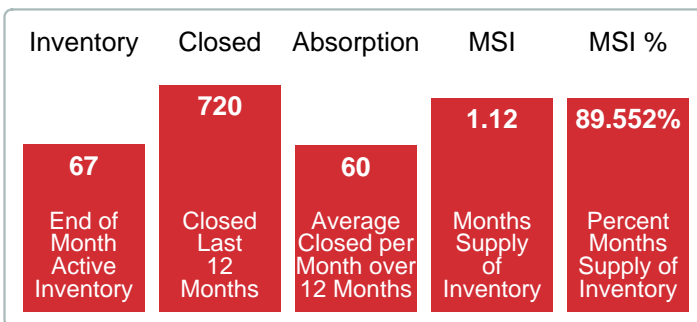
MONTHS SUPPLY of INVENTORY (MSI)

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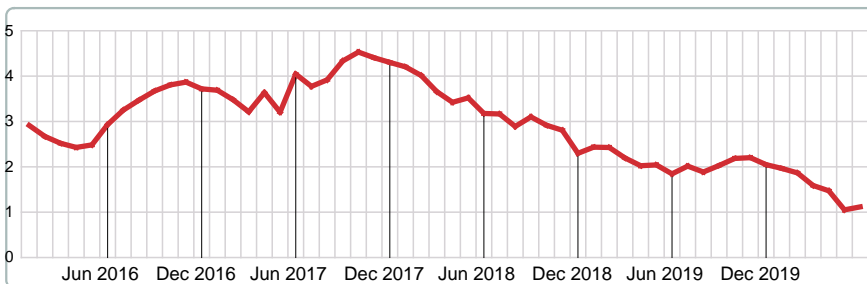
MSI FOR JUNE



INDICATORS FOR JUNE 2020

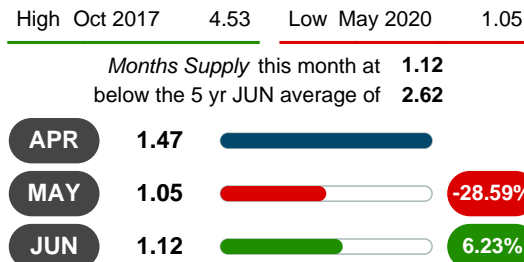


5 YEAR MARKET ACTIVITY TRENDS



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	100%	1.12	26	38	3	0

June 2020



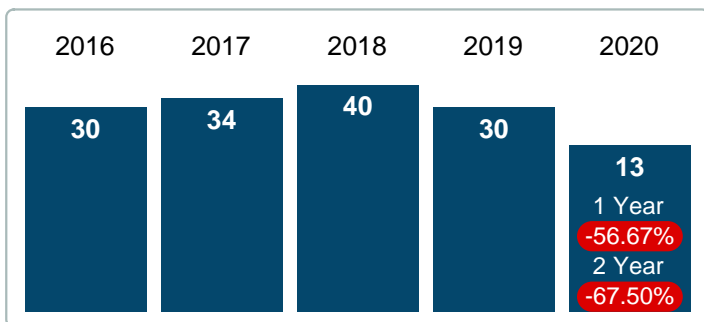
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



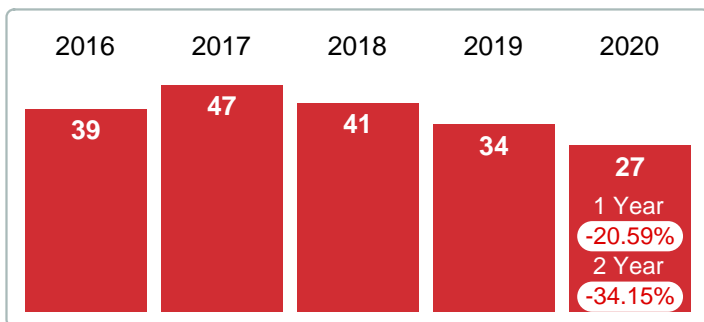
MEDIAN DAYS ON MARKET TO SALE

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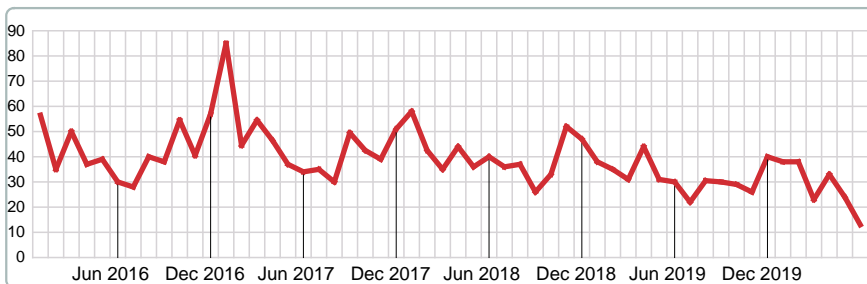
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

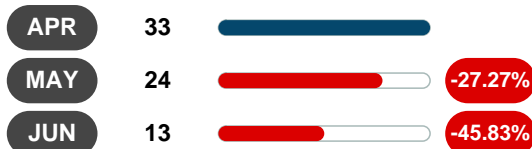


3 MONTHS

5 year JUN AVG = 29

High Jan 2017 85 Low Jun 2020 13

Median Days on Market to Sale this month at 13 below the 5 yr JUN average of 29



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
\$0 and less	0	0.00%	24	0	0	0	0
\$1-\$0	0	0.00%	24	0	0	0	0
\$1-\$0	0	0.00%	24	0	0	0	0
\$1-\$0	0	0.00%	24	0	0	0	0
\$1-\$0	0	0.00%	24	0	0	0	0
\$1-\$0	0	0.00%	24	0	0	0	0
\$1 and up	54	100.00%	13	19	13	4	0
Median Closed DOM			13	19	13	4	0
Total Closed Units		100%	13.0	21	28	5	
Total Closed Volume			60,625	22.96K	29.82K	7,850	0.00B

June 2020



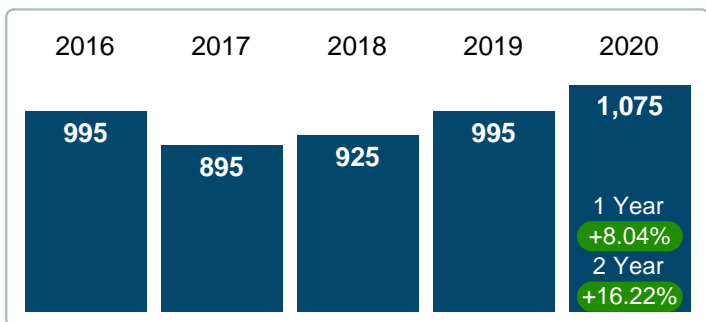
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



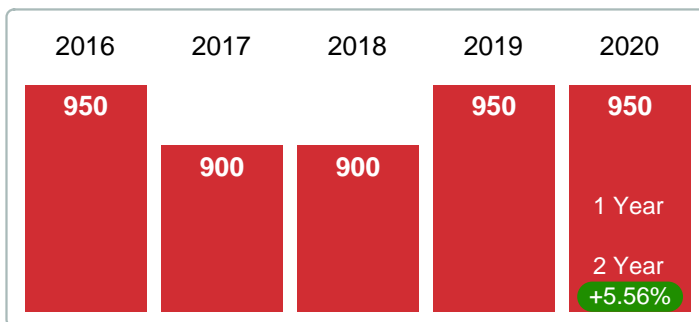
MEDIAN LIST PRICE AT CLOSING

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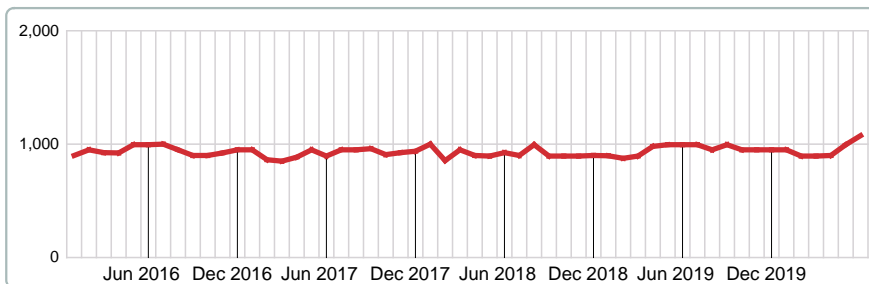
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 977

High Jun 2020 1,075 Low Mar 2017 850

Median List Price at Closing this month at 1,075 above the 5 yr JUN average of 977

- APR 900
- MAY 995 10.56%
- JUN 1,075 8.04%

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
\$0 and less	0	0.00%	13	0	0	0	0
\$1 \$0	0	0.00%	13	0	0	0	0
\$1 \$0	0	0.00%	13	0	0	0	0
\$1 \$0	0	0.00%	13	0	0	0	0
\$1 \$0	0	0.00%	13	0	0	0	0
\$1 \$0	0	0.00%	13	0	0	0	0
\$1 and up	54	100.00%	1,075	1,195	1,023	1,300	0
Median List Price			1,075	1,195	1,023	1,300	0
Total Closed Units		100%	1,075	21	28	5	
Total Closed Volume			60,905	23.13K	29.64K	8,140	0.00B

June 2020



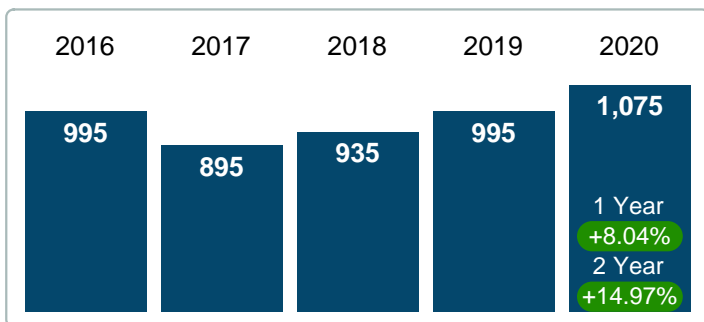
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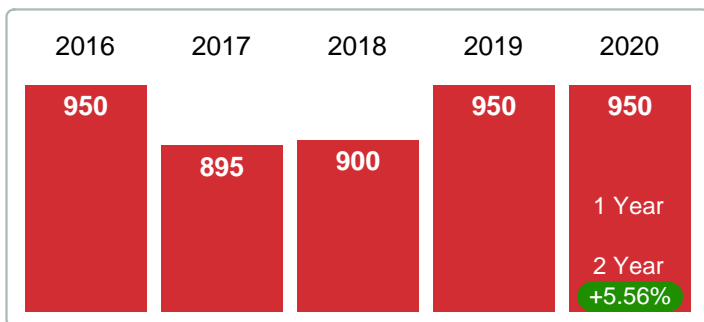
MEDIAN SOLD PRICE AT CLOSING

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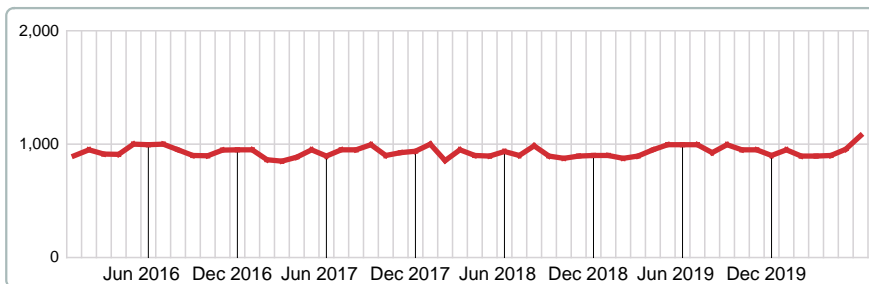
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 979

High Jun 2020 1,075 Low Mar 2017 850
 Median Sold Price at Closing this month at 1,075 above the 5 yr JUN average of 979

APR	900	6.11%
MAY	955	12.57%
JUN	1,075	

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
\$0 and less	0	0.00%	1,075	0	0	0	0
\$1 \$0	0	0.00%	1,075	0	0	0	0
\$1 \$0	0	0.00%	1,075	0	0	0	0
\$1 \$0	0	0.00%	1,075	0	0	0	0
\$1 \$0	0	0.00%	1,075	0	0	0	0
\$1 \$0	0	0.00%	1,075	0	0	0	0
\$1 and up	54	100.00%	1,075	1,100	1,023	1,300	0
Median Sold Price			1,075	1,100	1,023	1,300	0
Total Closed Units		100%	54	21	28	5	
Total Closed Volume			60,625	22.96K	29.82K	7,850	0.00B

June 2020



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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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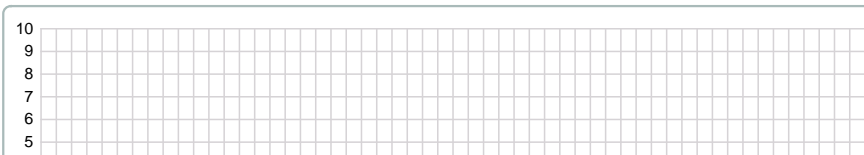
JUNE

2016	2017	2018	2019	2020
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YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
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5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 100.00%

High Jun 2020 100.00% Low Jun 2020 100.00%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JUN average of 100.00%

- APR 100.00%
- MAY 100.00%
- JUN 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,075.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	54	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		54	100%	100.00%	21	28	5
Total Closed Volume		60,625			22.96K	29.82K	7,850
							0.00B

June 2020



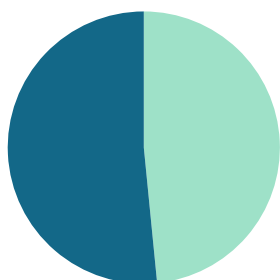
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MARKET SUMMARY

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INVENTORY

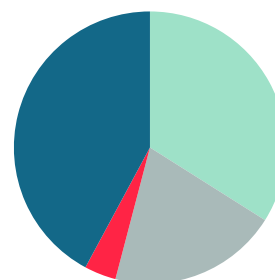


Inventory
 New Listings
62 = 48.44%
 Start Inventory
66
 Total Inventory Units
128
 Volume
\$152,180

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%
Median List Price	995	1,075	8.04%	950	950	0.00%
Median Sale Price	995	1,075	8.04%	950	950	0.00%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	30.00	13.00	-56.67%	34.00	27.00	-20.59%
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

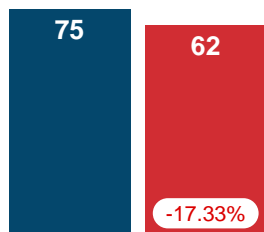
Inventory on June 30, 2020 = **67**

2019 **2020**

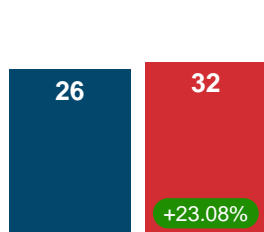
JUNE MARKET

MEDIAN PRICES

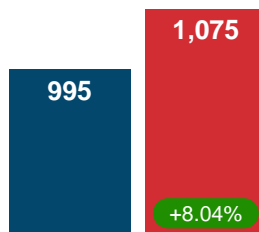
New Listings



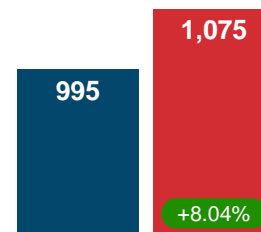
Pending Listings



List Price



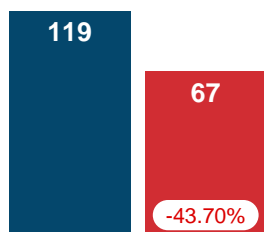
Sale Price



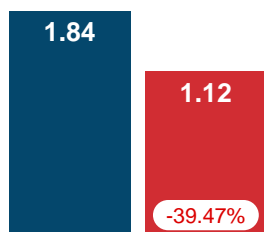
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

