

June 2020

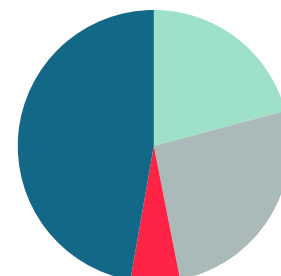
Area Delimited by County Of Tulsa



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%
Median List Price	184,500	199,900	8.35%
Median Sale Price	180,000	200,000	11.11%
Median Percent of Selling Price to List Price	98.95%	100.00%	1.06%
Median Days on Market to Sale	15.00	11.00	-26.67%
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.

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 **11.11%** in June 2020 to \$200,000 versus the previous year at \$180,000.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 4.00 days or **26.67%** in June 2020 compared to last year's same month at **15.00** 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 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.

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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



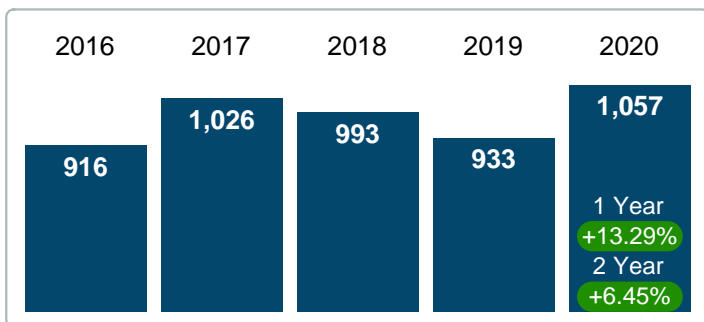
Area Delimited by County Of Tulsa



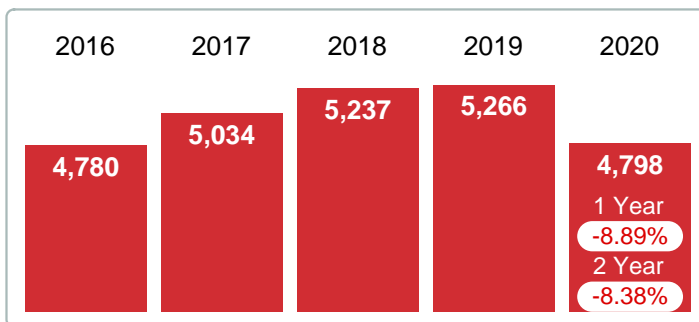
CLOSED LISTINGS

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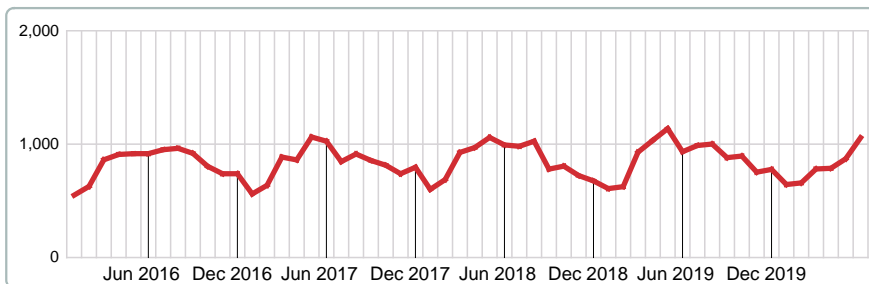
JUNE



YEAR TO DATE (YTD)

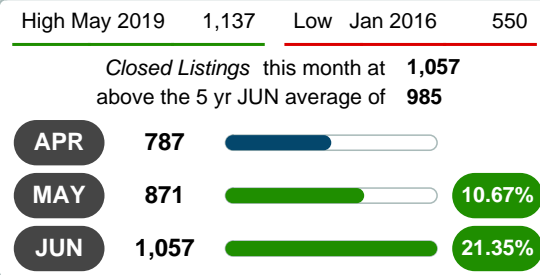


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 985



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	74	7.00%	30.0	45	24	5	0
\$75,001 - \$125,000	116	10.97%	9.0	33	74	9	0
\$125,001 - \$150,000	100	9.46%	5.0	15	78	7	0
\$150,001 - \$225,000	336	31.79%	6.5	24	215	94	3
\$225,001 - \$300,000	196	18.54%	14.0	9	70	107	10
\$300,001 - \$375,000	110	10.41%	21.0	3	32	62	13
\$375,001 and up	125	11.83%	38.0	6	18	69	32
Total Closed Units	1,057			135	511	353	58
Total Closed Volume	247,827,113	100%	11.0	18.29M	98.15M	106.49M	24.90M
Median Closed Price	\$200,000			\$113,500	\$170,000	\$264,636	\$394,275

June 2020



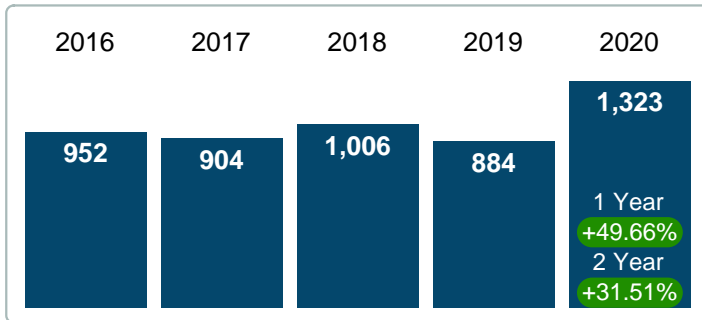
Area Delimited by County Of Tulsa



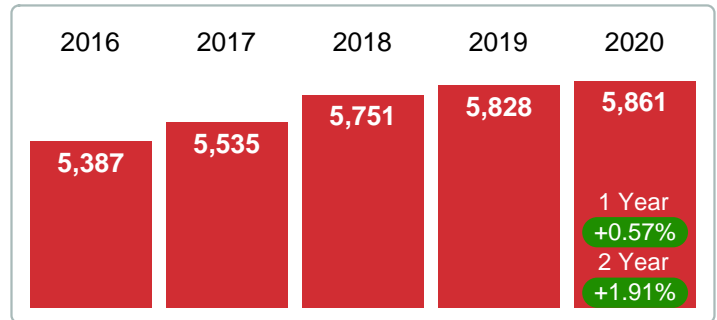
PENDING LISTINGS

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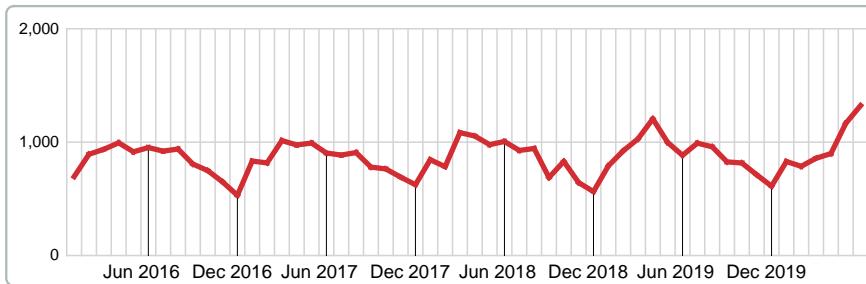
JUNE



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	82	6.20%	27.0	48	29	5	0
\$75,001 - \$125,000	168	12.70%	9.0	50	102	13	3
\$125,001 - \$175,000	231	17.46%	6.0	32	173	25	1
\$175,001 - \$250,000	342	25.85%	11.0	26	181	124	11
\$250,001 - \$325,000	211	15.95%	15.0	6	76	106	23
\$325,001 - \$400,000	140	10.58%	21.0	5	36	77	22
\$400,001 and up	149	11.26%	33.0	3	26	72	48
Total Pending Units	1,323			170	623	422	108
Total Pending Volume	345,448,031	100%	13.0	28.63M	129.94M	136.25M	50.62M
Median Listing Price	\$209,900			\$110,000	\$179,500	\$279,900	\$396,750

June 2020



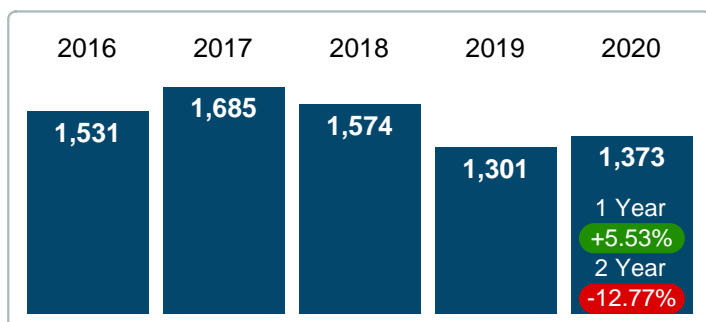
Area Delimited by County Of Tulsa



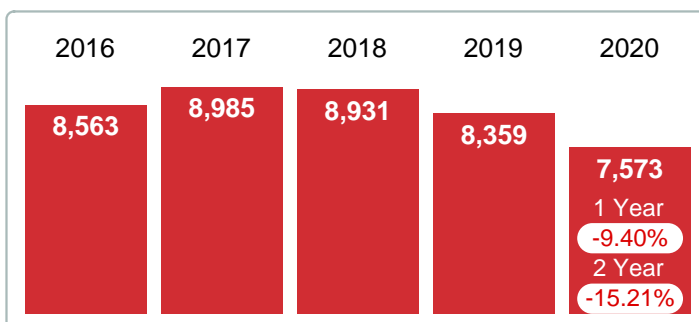
NEW LISTINGS

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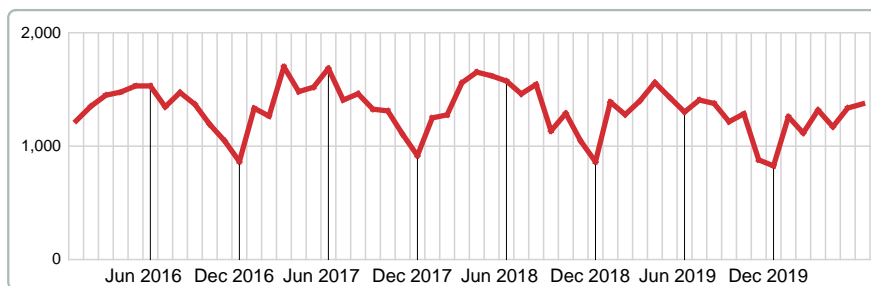
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

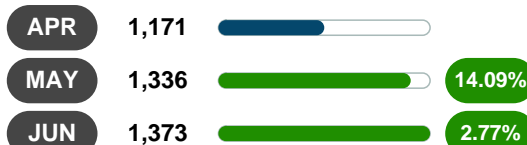


3 MONTHS

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
Total New Listed Units	1,373		219	629	420	105
Total New Listed Volume	409,544,067	100%	74.34M	139.58M	142.91M	52.72M
Median New Listed Listing Price	\$229,900		\$130,000	\$184,000	\$299,000	\$389,500

June 2020



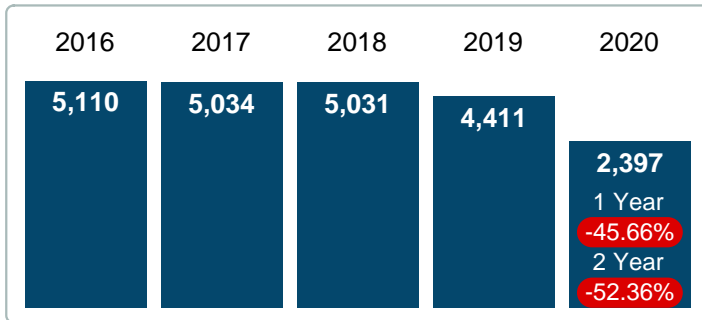
Area Delimited by County Of Tulsa



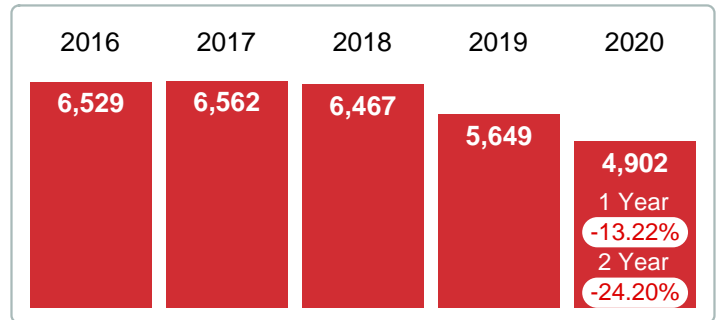
ACTIVE INVENTORY

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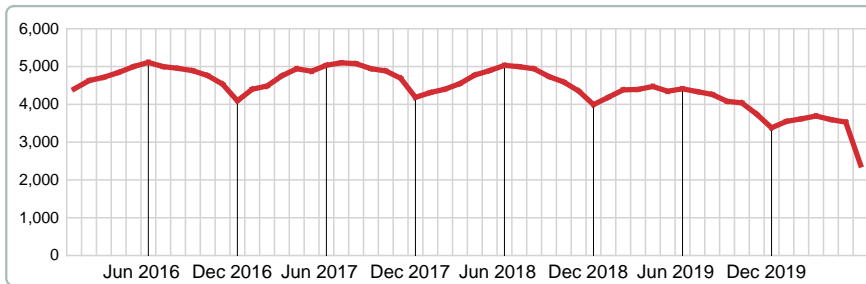
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

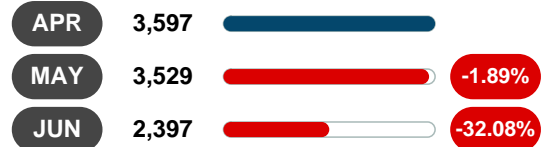


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	234	9.76%	67.0	187	37	9	1
\$75,001 - \$125,000	189	7.88%	77.0	130	52	7	0
\$125,001 - \$200,000	386	16.10%	67.5	163	171	48	4
\$200,001 - \$350,000	647	26.99%	41.0	97	255	247	48
\$350,001 - \$475,000	364	15.19%	68.0	42	97	176	49
\$475,001 - \$825,000	332	13.85%	68.0	55	42	152	83
\$825,001 and up	245	10.22%	102.0	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
Median Active Inventory Listing Price			\$285,900	\$146,500	\$239,950	\$375,000	\$539,000

June 2020



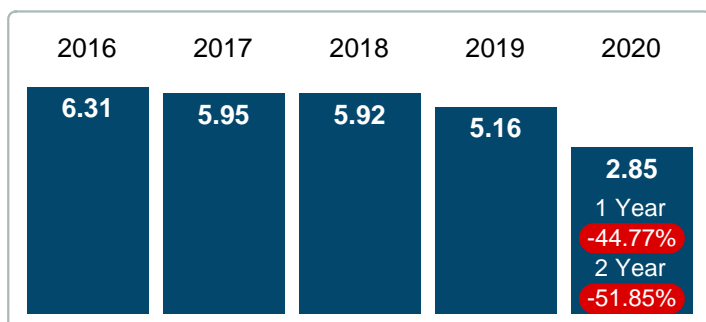
Area Delimited by County Of Tulsa



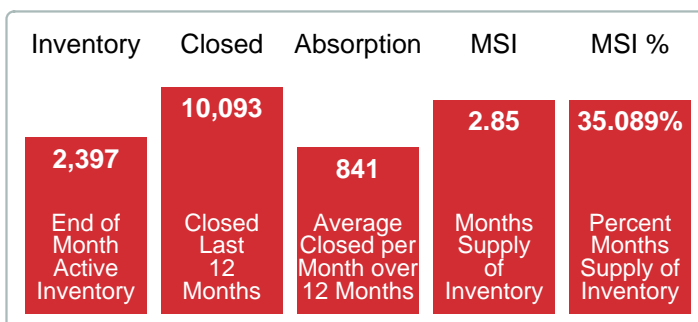
MONTHS SUPPLY of INVENTORY (MSI)

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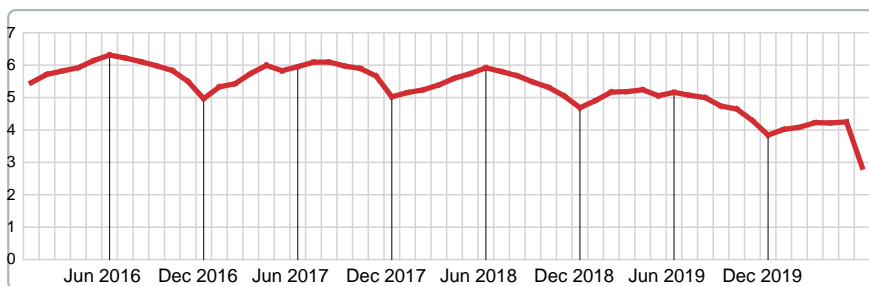
MSI FOR JUNE



INDICATORS FOR JUNE 2020

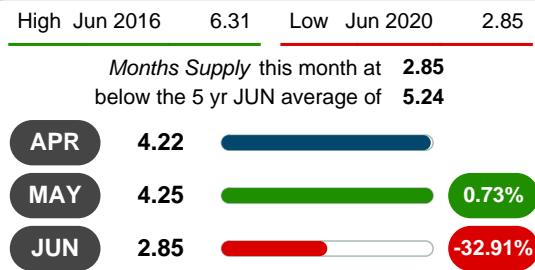


5 YEAR MARKET ACTIVITY TRENDS



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



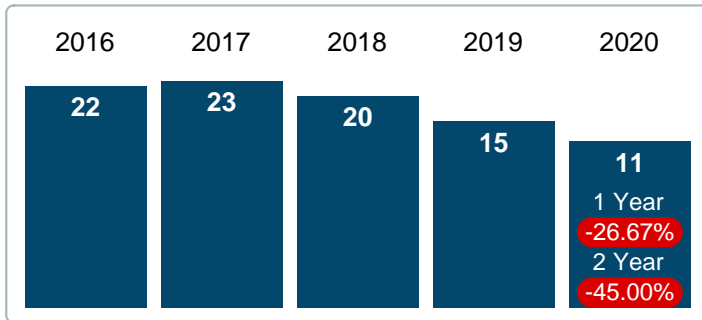
Area Delimited by County Of Tulsa



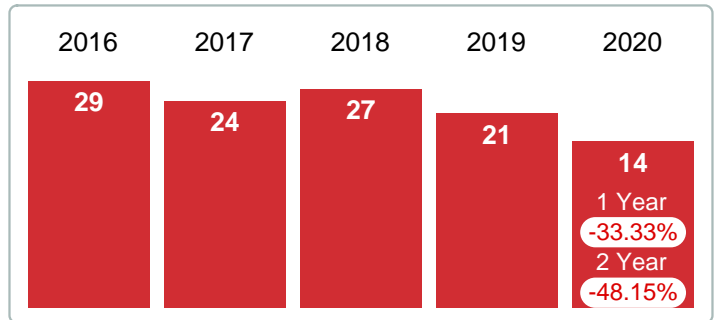
MEDIAN DAYS ON MARKET TO SALE

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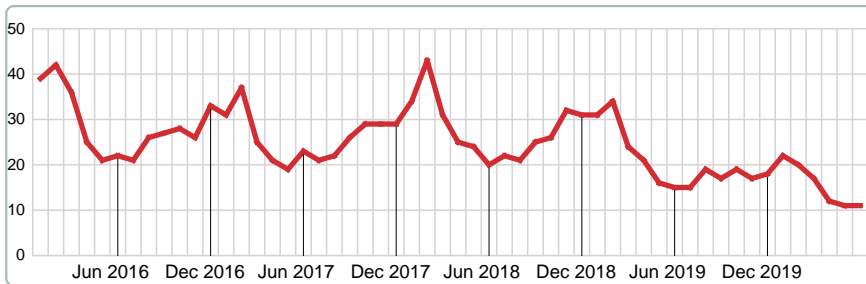
JUNE



YEAR TO DATE (YTD)

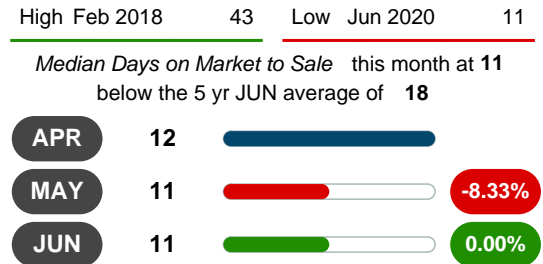


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 18



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
\$75,000 and less	74	7.00%	30	41	12	40	0
\$75,001 - \$125,000	116	10.97%	9	11	6	13	0
\$125,001 - \$150,000	100	9.46%	5	56	4	6	0
\$150,001 - \$225,000	336	31.79%	7	14	5	8	35
\$225,001 - \$300,000	196	18.54%	14	47	13	14	13
\$300,001 - \$375,000	110	10.41%	21	22	34	15	6
\$375,001 and up	125	11.83%	38	189	22	33	44
Median Closed DOM	11			28	7	17	29
Total Closed Units	1,057	100%	11.0	135	511	353	58
Total Closed Volume	247,827,113			18.29M	98.15M	106.49M	24.90M

June 2020



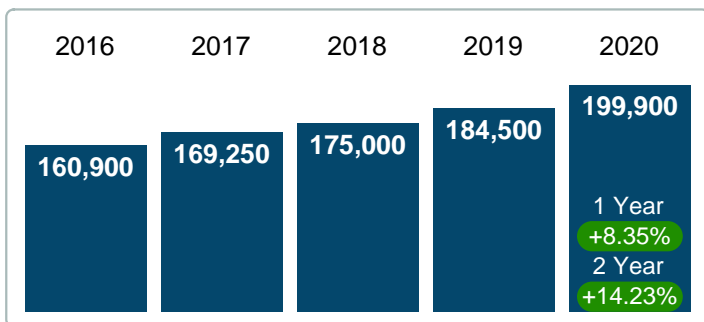
Area Delimited by County Of Tulsa



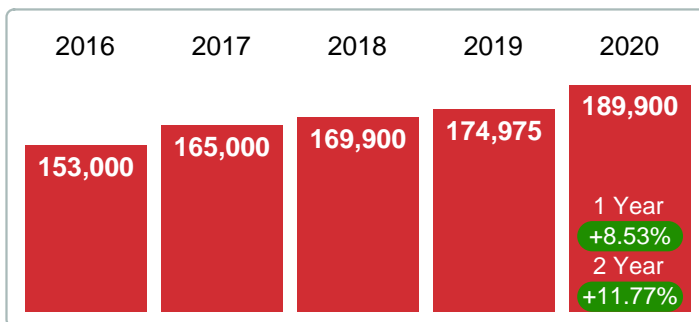
MEDIAN LIST PRICE AT CLOSING

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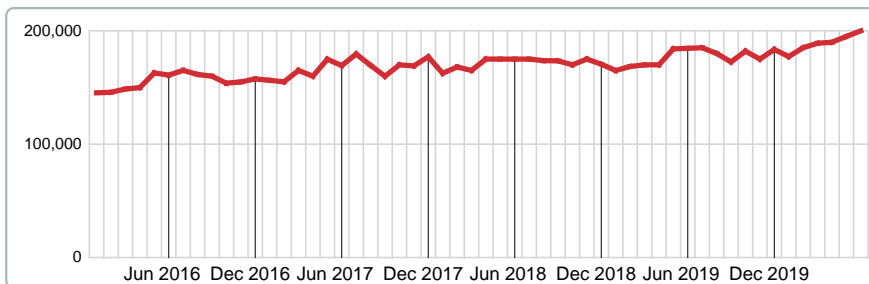
JUNE



YEAR TO DATE (YTD)

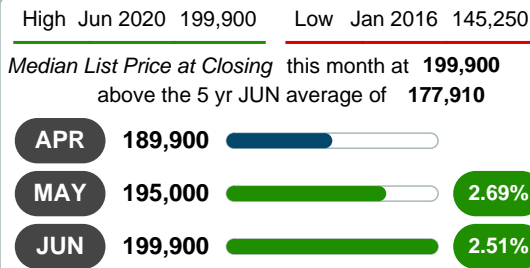


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 177,910



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
\$75,000 and less	6.91%	52,500	43,600	57,950	52,500	0
\$75,001 - \$125,000	10.41%	110,000	102,400	115,000	109,950	0
\$125,001 - \$150,000	9.93%	139,000	137,500	139,500	137,750	0
\$150,001 - \$225,000	31.79%	184,900	180,000	179,061	199,000	198,250
\$225,001 - \$300,000	18.07%	260,000	258,000	259,450	262,500	279,900
\$300,001 - \$375,000	10.12%	334,900	339,750	334,900	332,500	336,950
\$375,001 and up	12.77%	460,000	450,000	499,907	465,000	445,000
Median List Price		199,900	118,000	170,000	267,456	399,350
Total Closed Units	100%	1,057	135	511	353	58
Total Closed Volume		252,515,178	19.08M	99.37M	108.65M	25.41M

June 2020



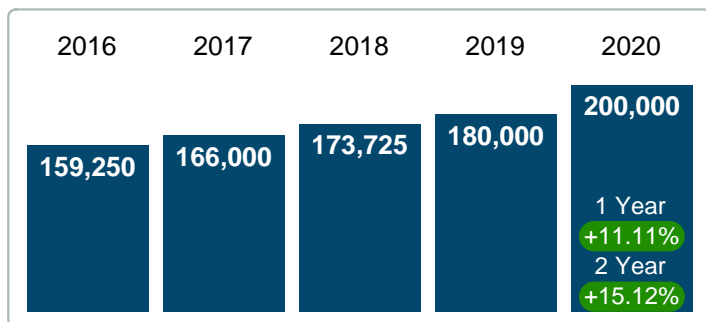
Area Delimited by County Of Tulsa



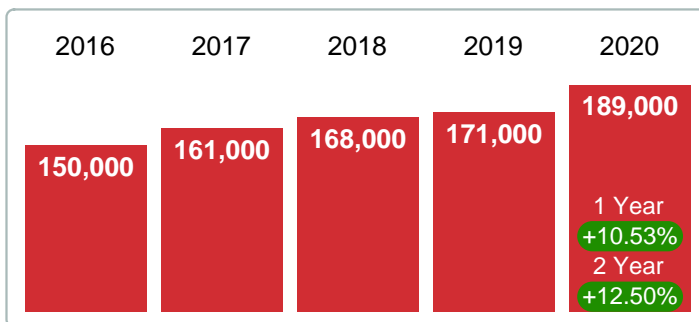
MEDIAN SOLD PRICE AT CLOSING

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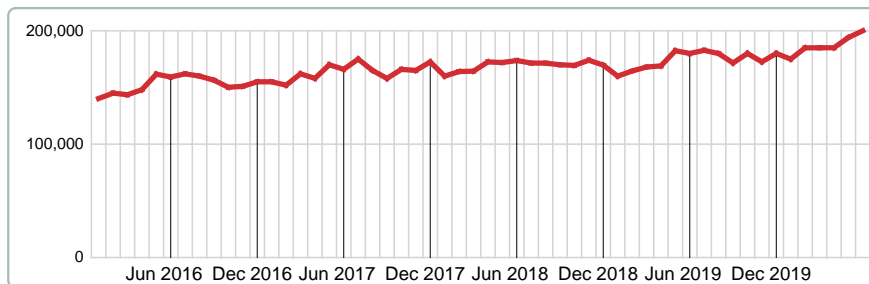
JUNE



YEAR TO DATE (YTD)

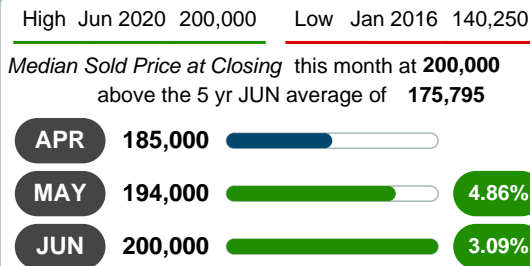


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 175,795



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
\$75,000 and less	7.00%	45,000	41,500	52,500	54,000	0
\$75,001 - \$125,000	10.97%	108,500	107,000	110,000	115,500	0
\$125,001 - \$150,000	9.46%	140,000	145,000	138,500	140,000	0
\$150,001 - \$225,000	31.79%	184,000	182,500	176,000	197,250	212,000
\$225,001 - \$300,000	18.54%	260,000	265,000	258,350	260,000	282,750
\$300,001 - \$375,000	10.41%	335,000	320,000	340,750	329,450	335,000
\$375,001 and up	11.83%	465,000	467,000	510,998	465,000	447,750
Median Sold Price		200,000	113,500	170,000	264,636	394,275
Total Closed Units	100%	200,000	135	511	353	58
Total Closed Volume		247,827,113	18.29M	98.15M	106.49M	24.90M

June 2020



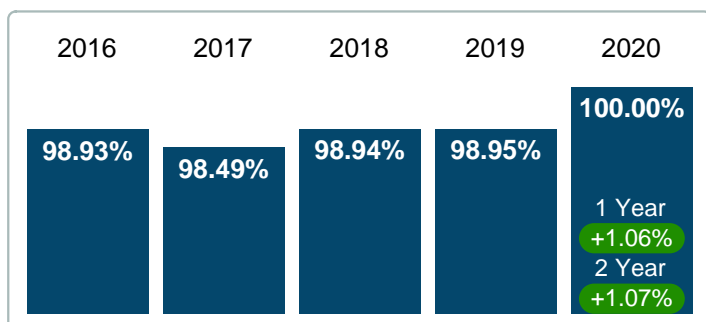
Area Delimited by County Of Tulsa



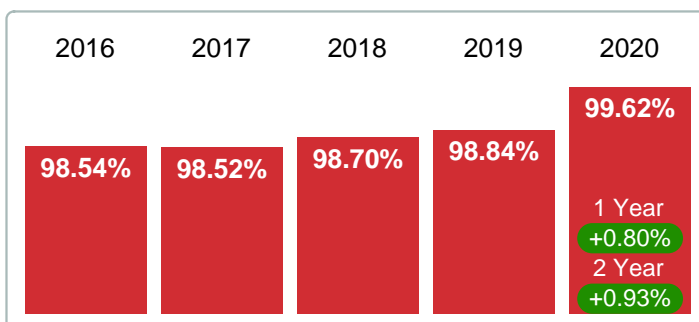
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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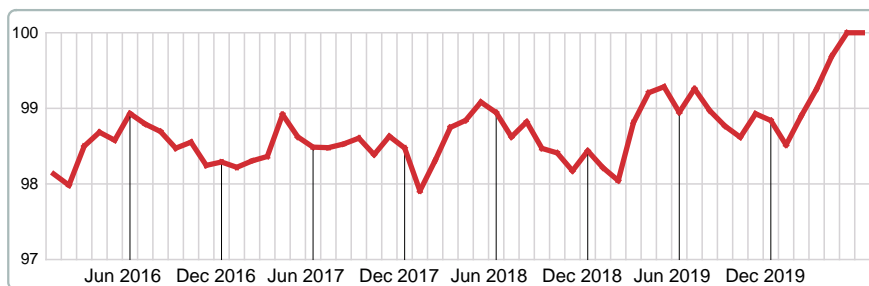
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

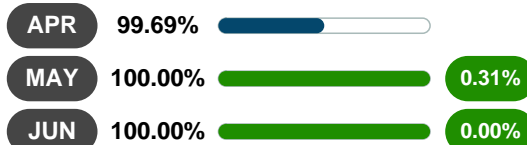


3 MONTHS

5 year JUN AVG = 99.06%

High Jun 2020 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **99.06%**



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
\$75,000 and less	74	7.00%	93.59%	93.65%	95.26%	90.48%	0.00%
\$75,001 - \$125,000	116	10.97%	97.97%	95.33%	100.00%	90.99%	0.00%
\$125,001 - \$150,000	100	9.46%	100.00%	100.00%	100.04%	100.00%	0.00%
\$150,001 - \$225,000	336	31.79%	100.00%	100.00%	100.00%	100.00%	100.57%
\$225,001 - \$300,000	196	18.54%	100.00%	100.00%	100.00%	100.00%	99.82%
\$300,001 - \$375,000	110	10.41%	99.00%	91.43%	99.00%	99.16%	99.68%
\$375,001 and up	125	11.83%	98.10%	95.40%	97.33%	97.98%	99.48%
Median Sold/List Ratio		100.00%		96.88%	100.00%	99.55%	99.66%
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

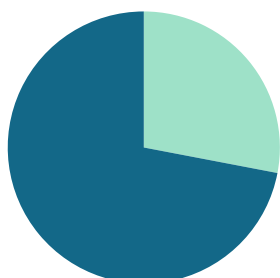
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

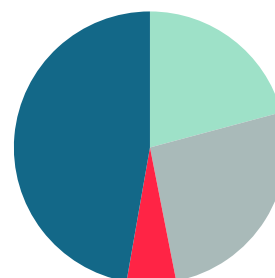


Inventory
 New Listings
1,373 = 28.00%
 Start Inventory
3,530
 Total Inventory Units
4,903
 Volume
\$1,693,587,427

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%
Median List Price	184,500	199,900	8.35%	174,975	189,900	8.53%
Median Sale Price	180,000	200,000	11.11%	171,000	189,000	10.53%
Median Percent of Selling Price to List Price	98.95%	100.00%	1.06%	98.84%	99.62%	0.80%
Median Days on Market to Sale	15.00	11.00	-26.67%	21.00	14.00	-33.33%
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

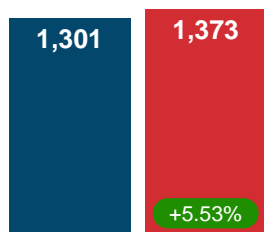
Inventory on June 30, 2020 = 2,397

2019 **2020**

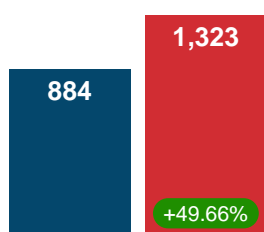
JUNE MARKET

MEDIAN PRICES

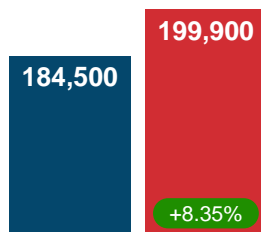
New Listings



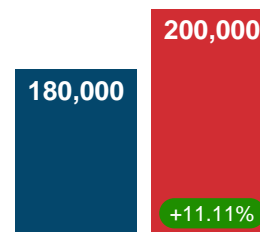
Pending Listings



List Price



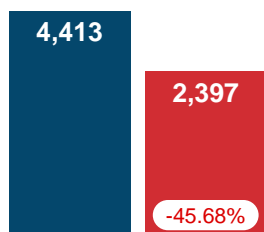
Sale Price



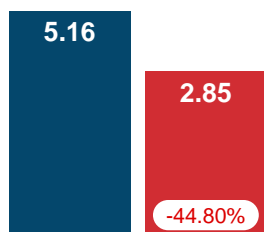
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

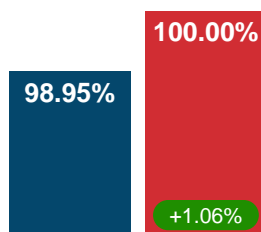
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

