

## June 2020



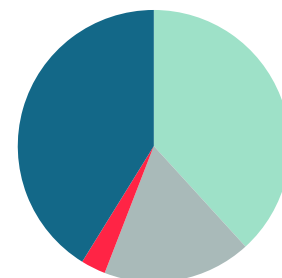
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	21	13	-38.10%
Pending Listings	12	6	-50.00%
New Listings	24	14	-41.67%
Average List Price	1,458	1,458	0.03%
Average Sale Price	1,457	1,443	-0.91%
Average Percent of Selling Price to List Price	99.91%	99.21%	-0.70%
Average Days on Market to Sale	32.76	17.23	-47.41%
End of Month Inventory	37	14	-62.16%
Months Supply of Inventory	2.55	0.94	-63.01%



■ Closed (38.24%)  
■ Pending (17.65%)  
■ Other OffMarket (2.94%)  
■ Active (41.18%)

**Absorption:** Last 12 months, an Average of **15 Sales/Month Active Inventory** as of June 30, 2020 = **14**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2020 decreased **62.16%** to 14 existing homes available for sale. Over the last 12 months this area has had an average of 15 closed sales per month. This represents an unsold inventory index of **0.94** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.91%** in June 2020 to \$1,443 versus the previous year at \$1,457.

##### Average Days on Market Shortens

The average number of **17.23** days that homes spent on the market before selling decreased by 15.53 days or **47.41%** in June 2020 compared to last year's same month at **32.76** DOM.

##### Sales Success for June 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 14 New Listings in June 2020, down **41.67%** from last year at 24. Furthermore, there were 13 Closed Listings this month versus last year at 21, a **-38.10%** decrease.

Closed versus Listed trends yielded a **92.9%** ratio, up from previous year's, June 2019, at **87.5%**, a **6.12%** 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>
<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



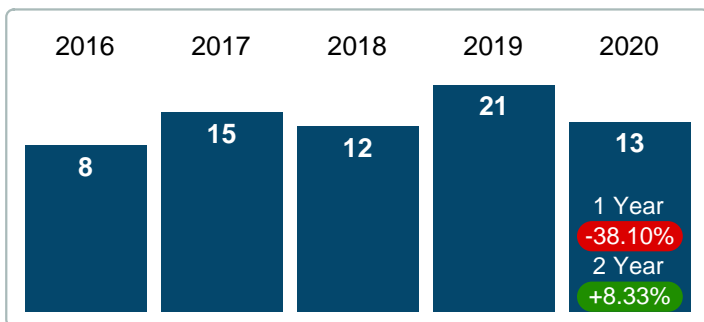
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



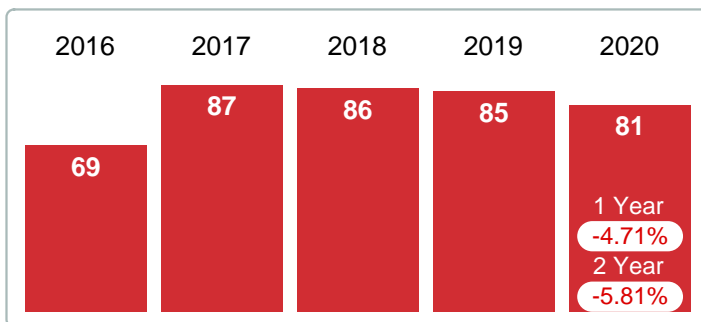
## CLOSED LISTINGS

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

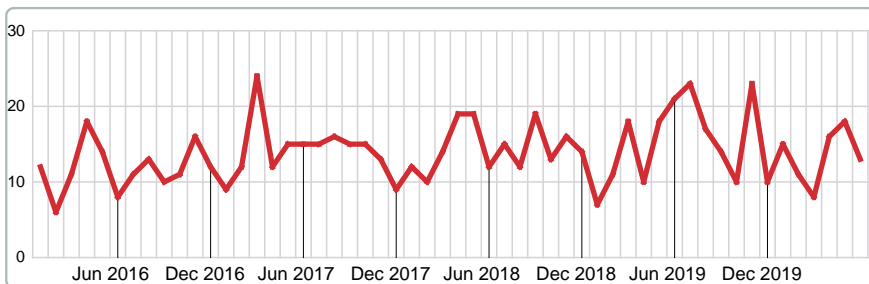
### JUNE



### YEAR TO DATE (YTD)

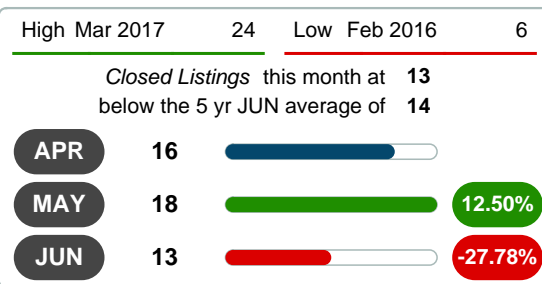


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 14



### 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	13	100.00%	17.2	0	9	4	0
<b>Total Closed Units</b>	<b>13</b>			<b>0</b>	<b>9</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>18,765</b>	<b>100%</b>	<b>17.2</b>	<b>0.00B</b>	<b>10.82K</b>	<b>7,945</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,443</b>			<b>\$0</b>	<b>\$1,202</b>	<b>\$1,986</b>	<b>\$0</b>

# June 2020



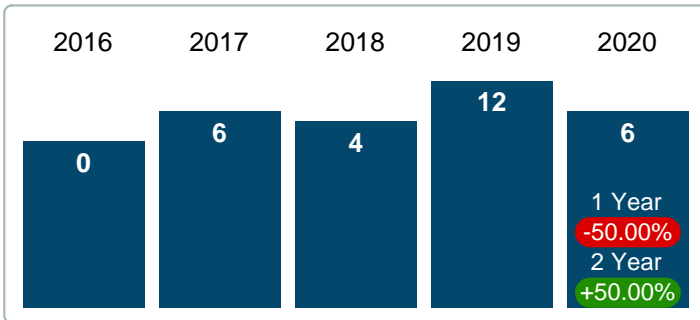
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



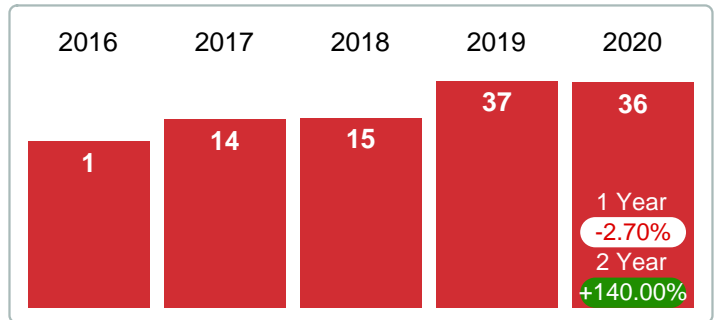
## PENDING LISTINGS

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

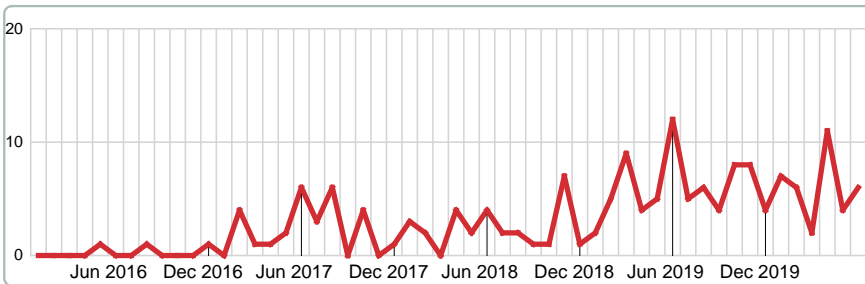
### JUNE



### YEAR TO DATE (YTD)

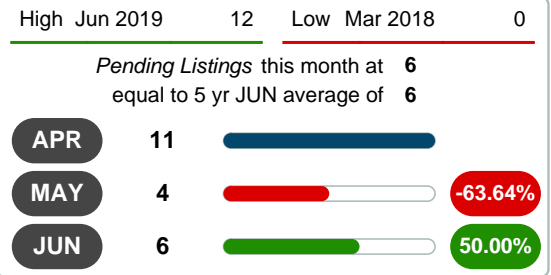


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 6



### 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	6	100.00%	12.5	0	4	2	0
<b>Total Pending Units</b>	<b>6</b>			<b>0</b>	<b>4</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>9,130</b>	<b>100%</b>	<b>12.5</b>	<b>0.00B</b>	<b>5,235</b>	<b>3,895</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,522</b>			<b>\$0</b>	<b>\$1,309</b>	<b>\$1,948</b>	<b>\$0</b>

# June 2020



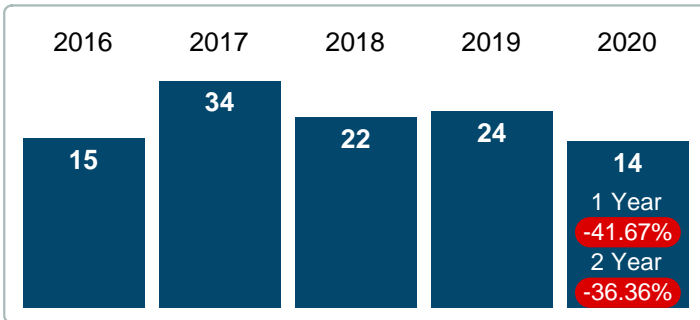
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



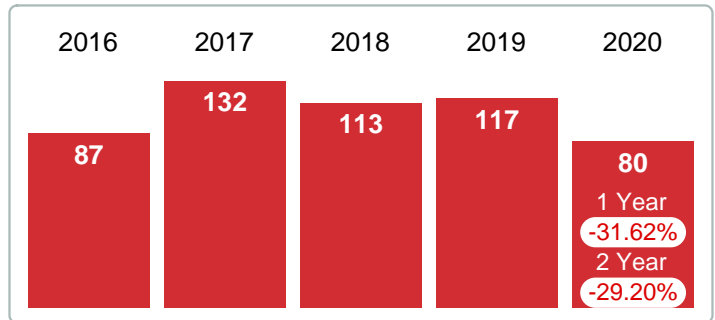
## NEW LISTINGS

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

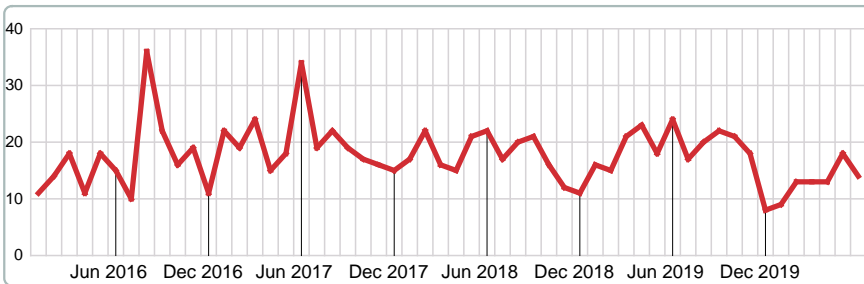
### JUNE



### YEAR TO DATE (YTD)

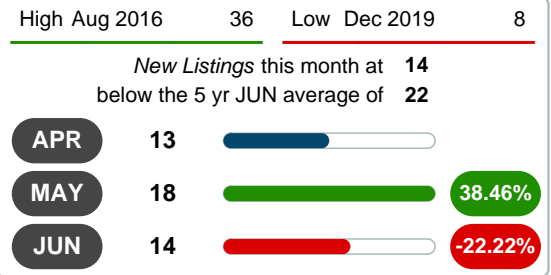


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 22



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	%		1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1-\$0	0.00%	0	0	0	0	0
\$1 and up	100.00%	14	2	7	5	0
<b>Total New Listed Units</b>		<b>14</b>	<b>2</b>	<b>7</b>	<b>5</b>	<b>0</b>
<b>Total New Listed Volume</b>		<b>19,305</b>	<b>2,695</b>	<b>8,900</b>	<b>7,710</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>		<b>\$1,372</b>	<b>\$1,348</b>	<b>\$1,271</b>	<b>\$1,542</b>	<b>\$0</b>

# June 2020



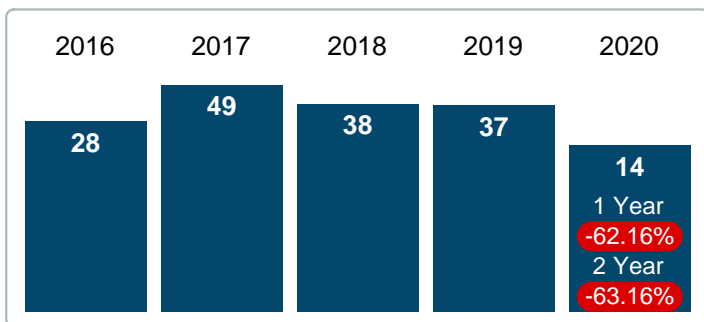
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



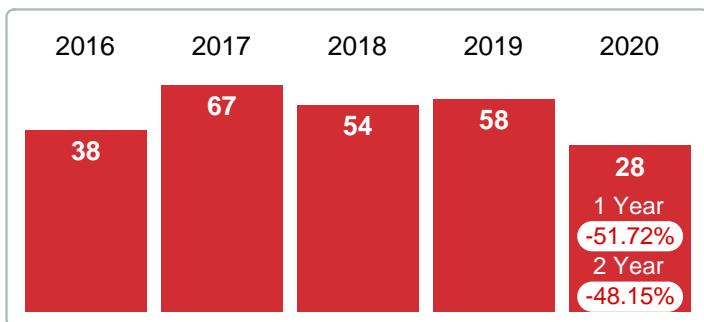
## ACTIVE INVENTORY

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

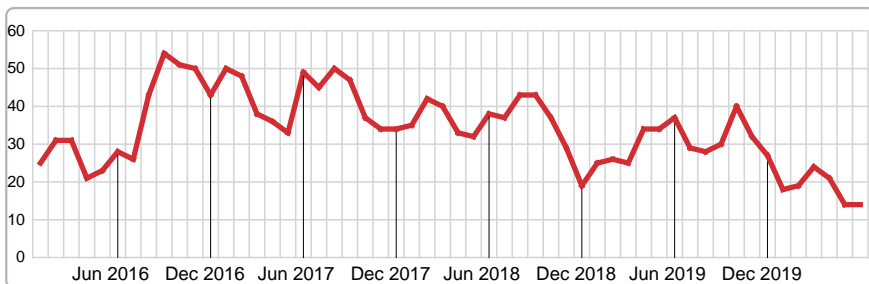
### END OF JUNE



### ACTIVE DURING JUNE

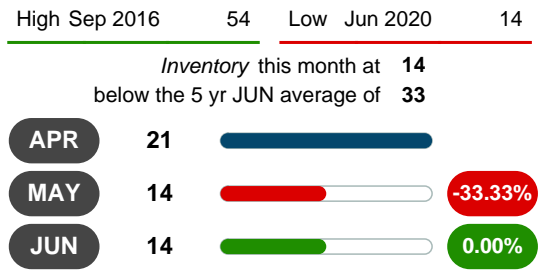


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 33



### 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	14	100.00%	38.1	3	4	7	0
Total Active Inventory by Units			14	3	4	7	0
Total Active Inventory by Volume			21,295	3,590	5,765	11.94K	0.00B
Average Active Inventory Listing Price			\$1,521	\$1,197	\$1,441	\$1,706	\$0

# June 2020



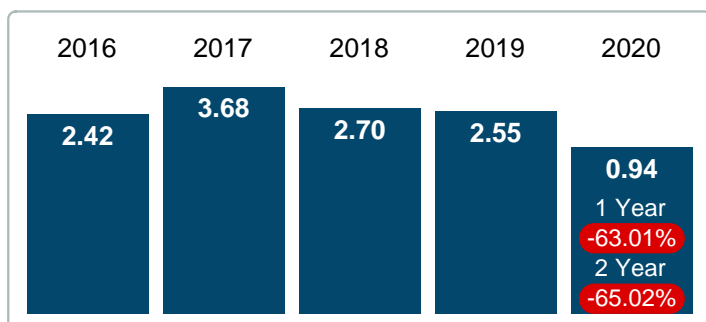
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



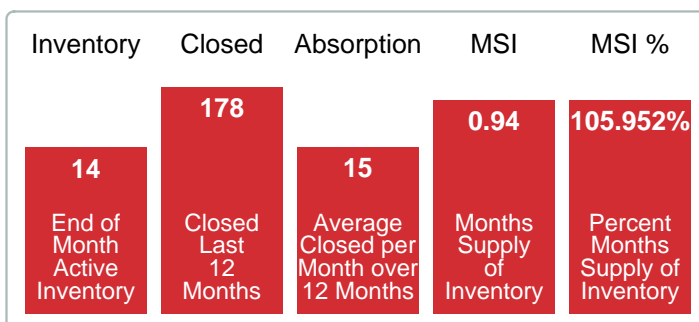
## MONTHS SUPPLY of INVENTORY (MSI)

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

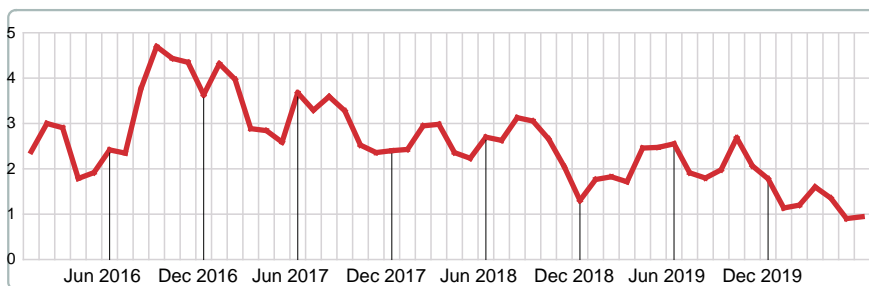
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

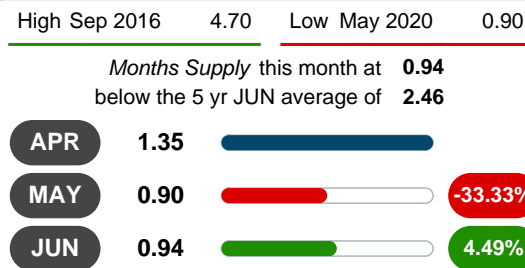


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2.46



### 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	14	100.00%	0.94	3.60	0.40	1.83	0.00
Market Supply of Inventory (MSI)			0.94	3.60	0.40	1.83	0.00
		100%	0.94	3	4	7	0
Total Active Inventory by Units			14				

# June 2020



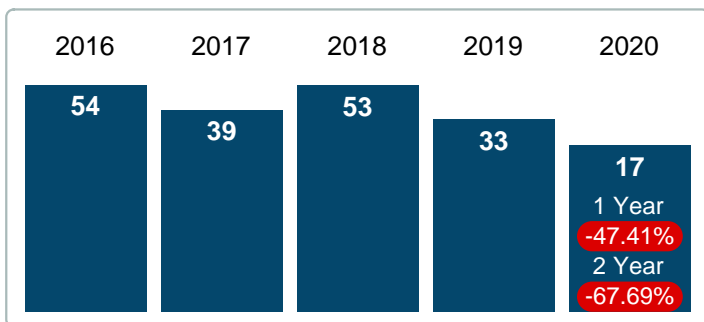
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



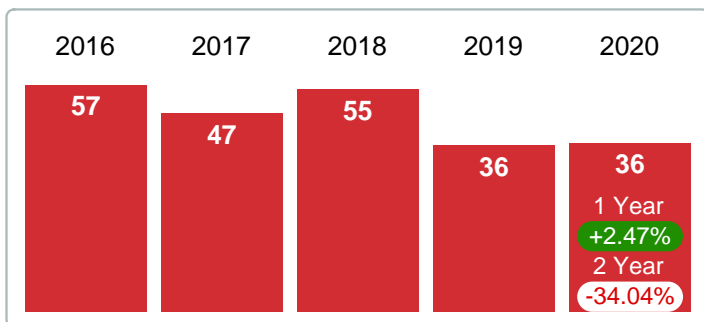
## AVERAGE DAYS ON MARKET TO SALE

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

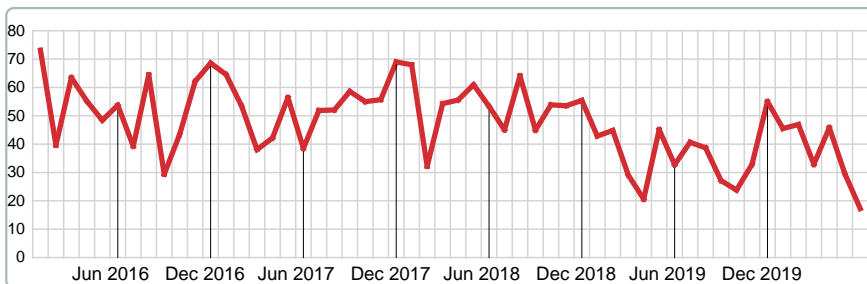
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

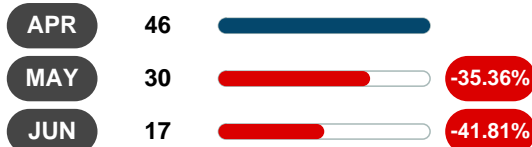


### 3 MONTHS

5 year JUN AVG = 39

High Jan 2016 73 Low Jun 2020 17

Average Days on Market to Sale this month at 17 below the 5 yr JUN average of 39



### 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	13	100.00%	17	0	8	38	0
Average Closed DOM			17	0	8	38	0
Total Closed Units		100%	17		9	4	
Total Closed Volume			18,765	0.00B	10.82K	7,945	0.00B

# June 2020



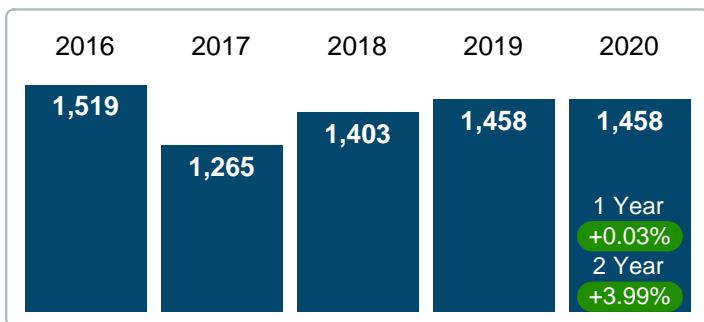
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



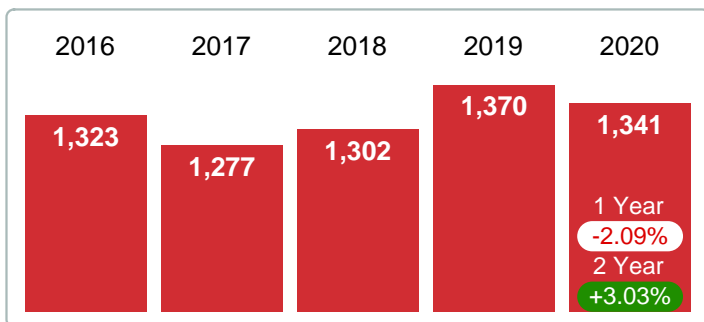
## AVERAGE LIST PRICE AT CLOSING

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

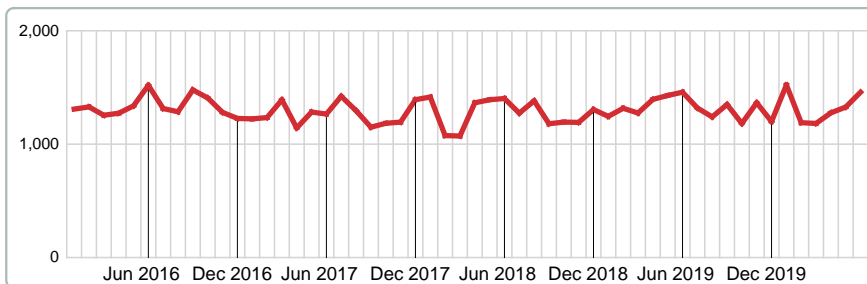
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,421

High Jan 2020 1,522 | Low Mar 2018 1,072

Average List Price at Closing this month at **1,458**  
 above the 5 yr JUN average of **1,421**

Month	Price	% Change
APR	1,276	
MAY	1,327	3.97%
JUN	1,458	9.91%

### 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	13	100.00%	1,458	0	1,202	2,035	0
Average List Price			1,458	0	1,202	2,035	0
Total Closed Units		100%	1,458		9	4	
Total Closed Volume			18,960	0.00B	10.82K	8,140	0.00B



# June 2020



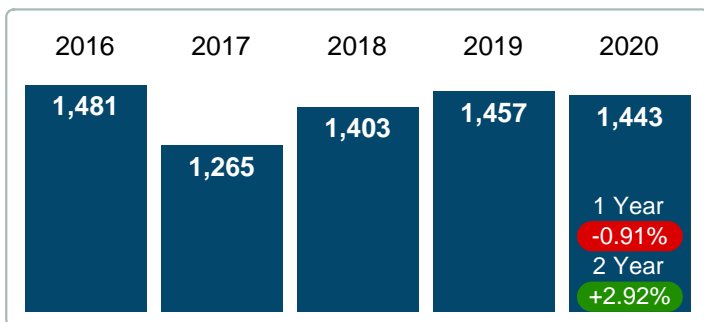
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



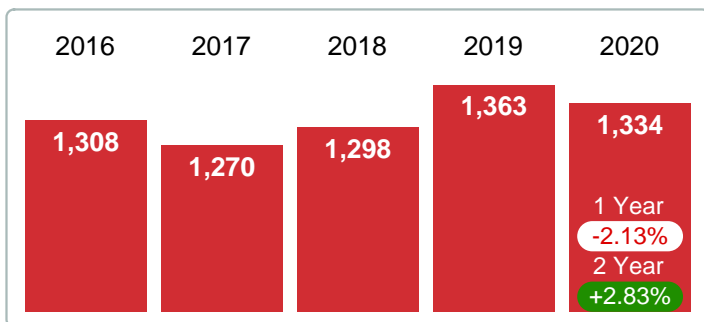
## AVERAGE SOLD PRICE AT CLOSING

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

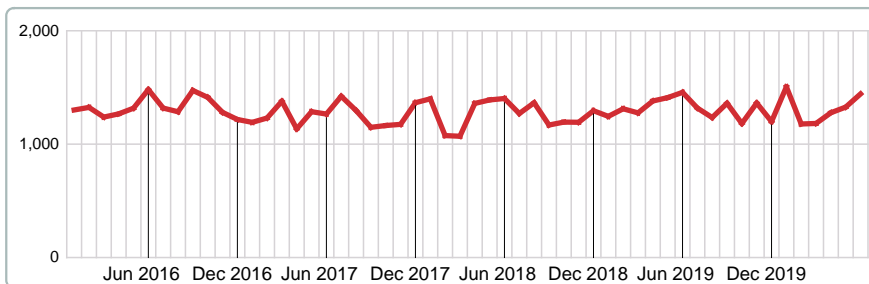
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,410

High Jan 2020 1,505 | Low Mar 2018 1,070

Average Sold Price at Closing this month at **1,443** above the 5 yr JUN average of **1,410**

- APR: 1,277
- MAY: 1,327 (3.90% increase)
- JUN: 1,443 (8.78% increase)

### 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	13	100.00%	1,443	0	1,202	1,986	0
<b>Average Sold Price</b>			1,443	0	1,202	1,986	0
<b>Total Closed Units</b>		100%	1,443		9	4	
<b>Total Closed Volume</b>			18,765	0.00B	10.82K	7,945	0.00B

# June 2020



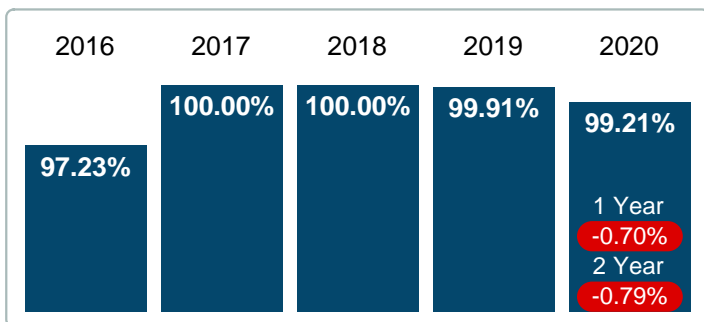
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



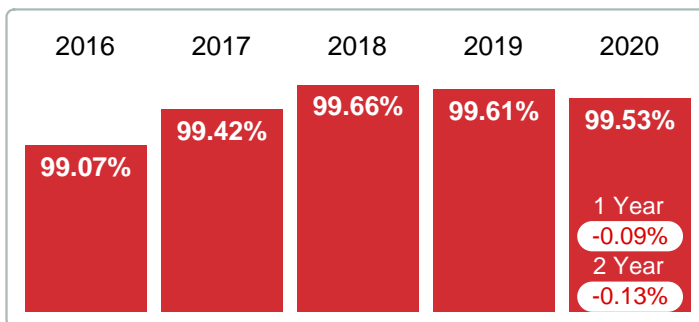
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

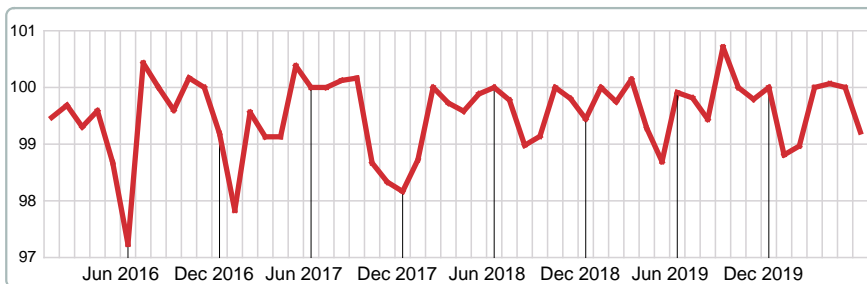
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

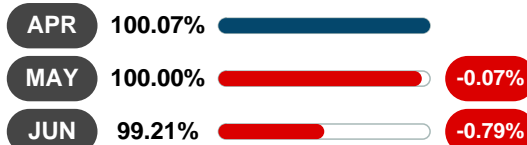


### 3 MONTHS

5 year JUN AVG = 99.27%

High Sep 2019 100.71% Low Jun 2016 97.23%

Average Sold/List Ratio this month at **99.21%** equal to 5 yr JUN average of **99.27%**



## 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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	13	100.00%	99.21%	0.00%	100.00%	97.44%	0.00%
Average Sold/List Ratio		99.20%		0.00%	100.00%	97.44%	0.00%
Total Closed Units		13	100%		9	4	
Total Closed Volume		18,765		0.00B	10.82K	7,945	0.00B

# June 2020



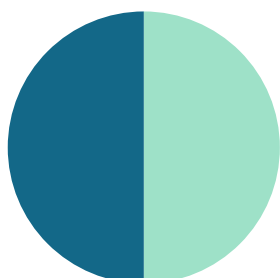
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

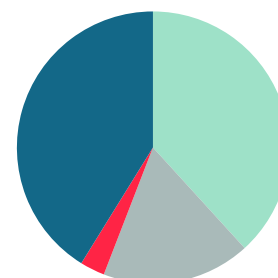


**Inventory**  
 New Listings  
**14 = 50.00%**  
 Start Inventory  
**14**  
 Total Inventory Units  
**28**  
 Volume  
**\$41,730**

### Market Activity

Closed Sales  
**13 = 38.24%**  
 Pending Sales  
**6 = 17.65%**  
 Other Off Market  
**1 = 2.94%**  
 Active Inventory  
**14 = 41.18%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	21	13	-38.10%	85	81	-4.71%
Pending Sales	12	6	-50.00%	37	36	-2.70%
New Listings	24	14	-41.67%	117	80	-31.62%
Average List Price	1,458	1,458	0.03%	1,370	1,341	-2.09%
Average Sale Price	1,457	1,443	-0.91%	1,363	1,334	-2.13%
Average Percent of Selling Price to List Price	99.91%	99.21%	-0.70%	99.61%	99.53%	-0.09%
Average Days on Market to Sale	32.76	17.23	-47.41%	35.56	36.44	2.47%
Monthly Inventory	37	14	-62.16%	37	14	-62.16%
Months Supply of Inventory	2.55	0.94	-63.01%	2.55	0.94	-63.01%

**Absorption:** Last 12 months, an Average of 15 Sales/Month

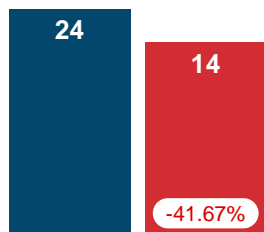
**Inventory on June 30, 2020 = 14**

2019 2020

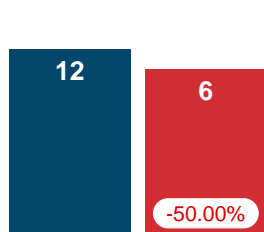
### JUNE MARKET

### AVERAGE PRICES

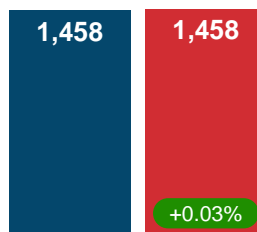
#### New Listings



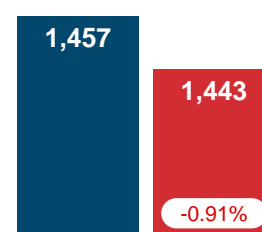
#### Pending Listings



#### List Price



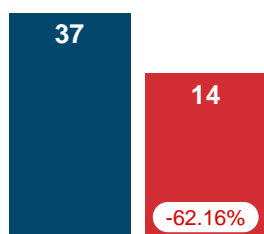
#### Sale Price



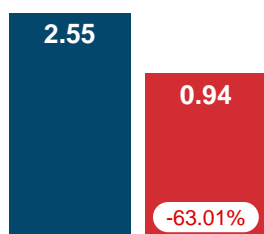
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

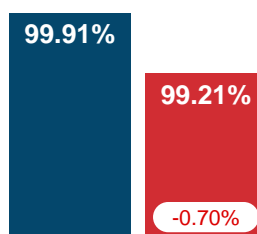
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

