

## June 2020



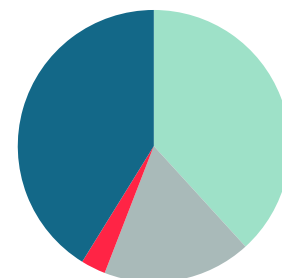
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



### 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%
Median List Price	1,450	1,300	-10.34%
Median Sale Price	1,450	1,300	-10.34%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	32.00	7.00	-78.13%
End of Month Inventory	37	14	-62.16%
Months Supply of Inventory	2.55	0.94	-63.01%



**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.

##### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **10.34%** in June 2020 to \$1,300 versus the previous year at \$1,450.

##### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 25.00 days or **78.13%** in June 2020 compared to last year's same month at **32.00** DOM.

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

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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



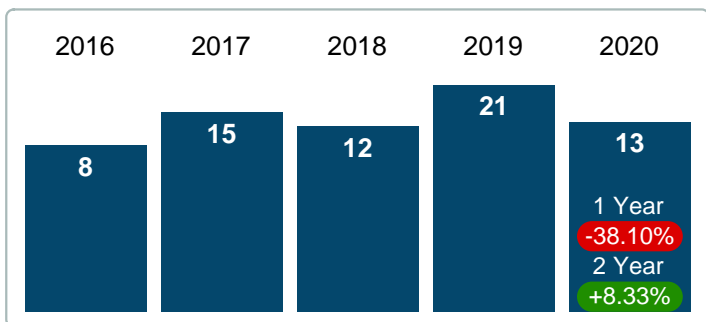
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



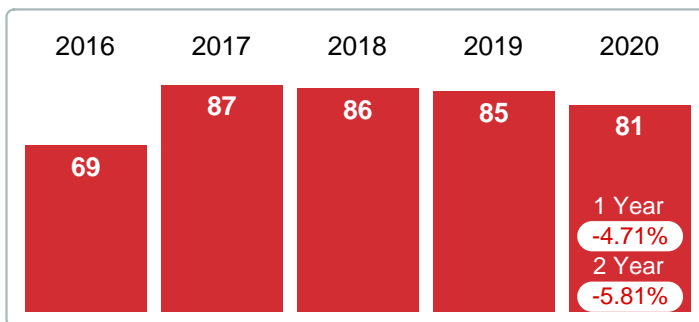
## CLOSED LISTINGS

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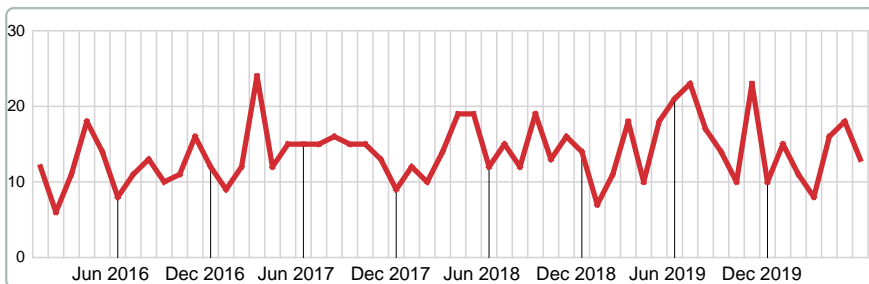
### JUNE



### YEAR TO DATE (YTD)

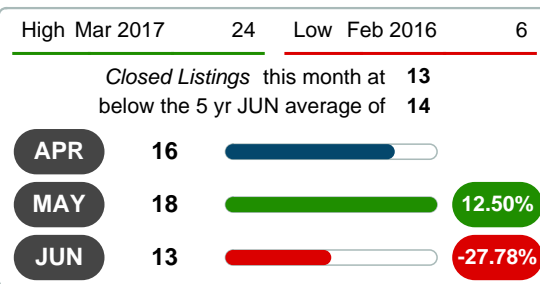


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 14



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	13	100.00%	7.0	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>7.0</b>	<b>0.00B</b>	<b>10.82K</b>	<b>7,945</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$1,300</b>			<b>\$0</b>	<b>\$1,100</b>	<b>\$2,100</b>	<b>\$0</b>

# June 2020



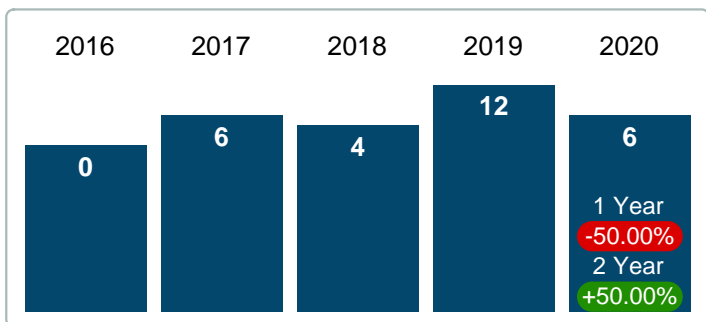
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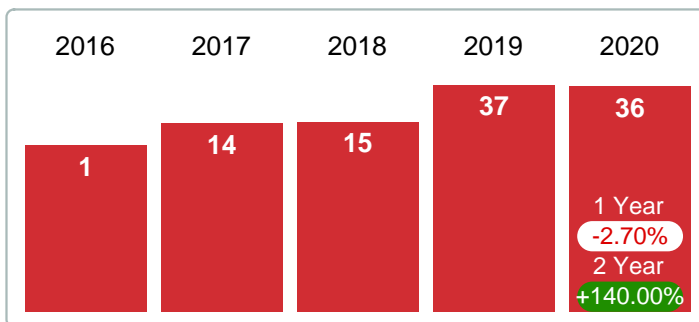
## PENDING LISTINGS

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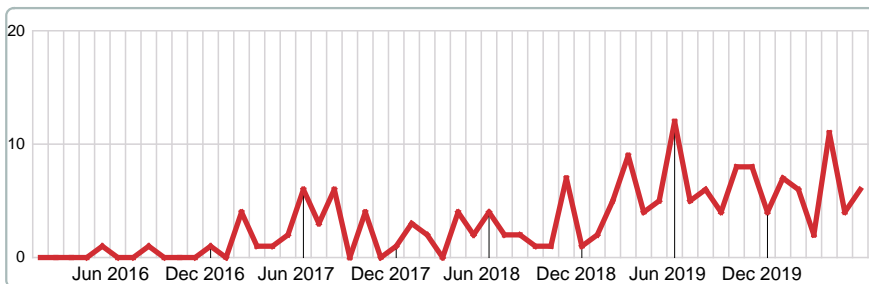
### JUNE



### YEAR TO DATE (YTD)

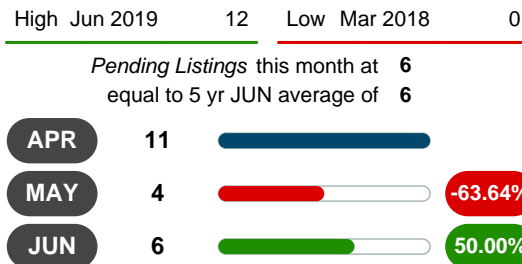


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 6



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	7.0	0	0	0	0
\$1 \$0	0	0.00%	7.0	0	0	0	0
\$1 \$0	0	0.00%	7.0	0	0	0	0
\$1 \$0	0	0.00%	7.0	0	0	0	0
\$1 \$0	0	0.00%	7.0	0	0	0	0
\$1 \$0	0	0.00%	7.0	0	0	0	0
\$1 and up	6	100.00%	5.0	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>5.0</b>	<b>0.00B</b>	<b>5,235</b>	<b>3,895</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$1,348</b>			<b>\$0</b>	<b>\$1,348</b>	<b>\$1,948</b>	<b>\$0</b>

# June 2020



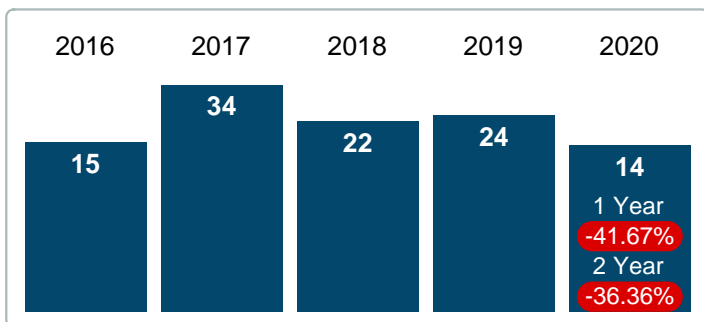
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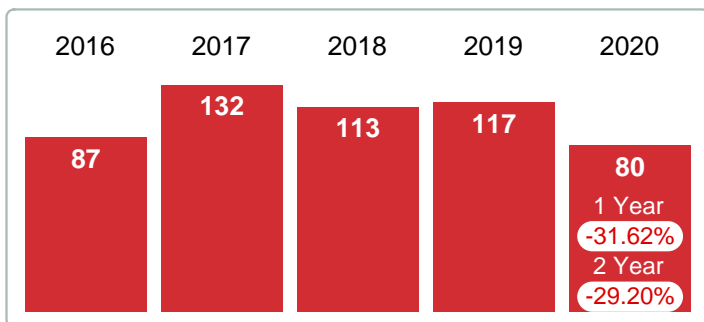
## NEW LISTINGS

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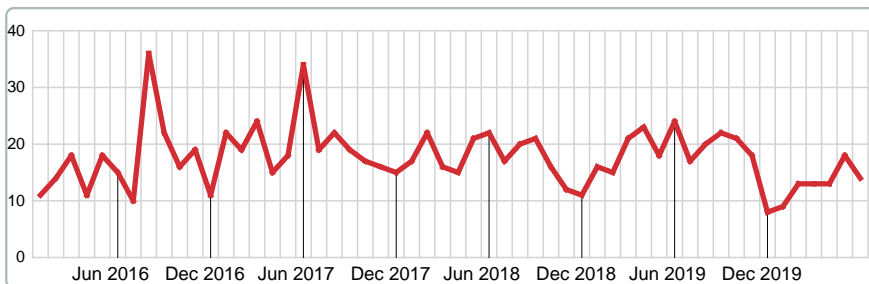
### JUNE



### YEAR TO DATE (YTD)

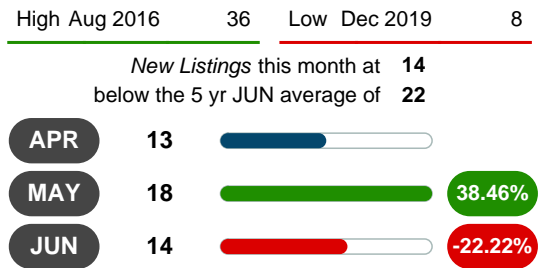


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 22



### 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-\$0	0	0.00%	0	0	0	0
\$1 and up	14	100.00%	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>100%</b>	<b>2,695</b>	<b>8,900</b>	<b>7,710</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$1,298</b>		<b>\$1,348</b>	<b>\$1,275</b>	<b>\$1,475</b>	<b>\$0</b>

# June 2020



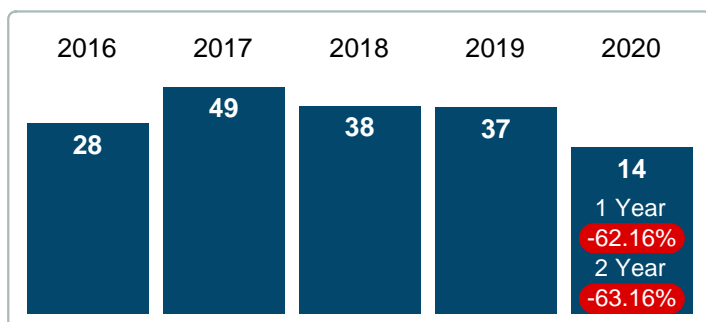
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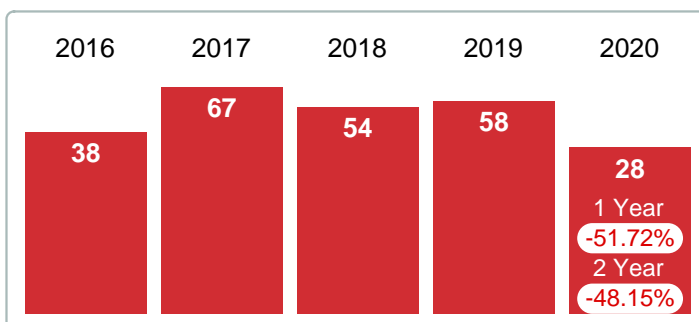
## ACTIVE INVENTORY

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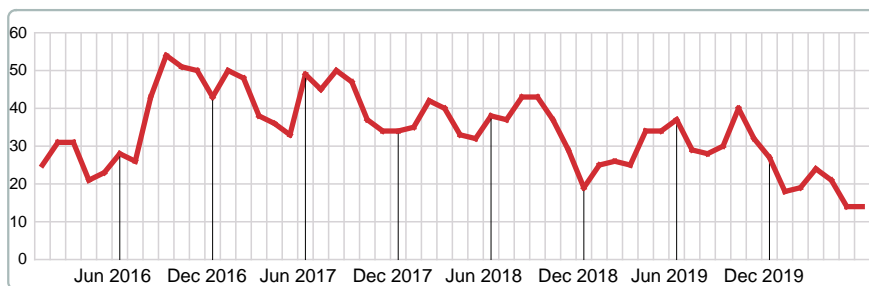
### END OF JUNE



### ACTIVE DURING JUNE

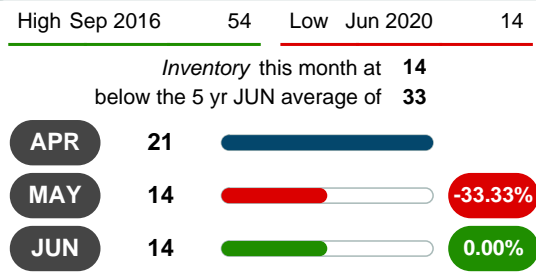


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 33



### 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%	5.0	0	0	0	0
\$1 \$0	0	0.00%	5.0	0	0	0	0
\$1 \$0	0	0.00%	5.0	0	0	0	0
\$1 \$0	0	0.00%	5.0	0	0	0	0
\$1 \$0	0	0.00%	5.0	0	0	0	0
\$1 \$0	0	0.00%	5.0	0	0	0	0
\$1 and up	14	100.00%	31.5	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
Median Active Inventory Listing Price			\$1,313	\$1,195	\$1,235	\$1,800	\$0

# June 2020



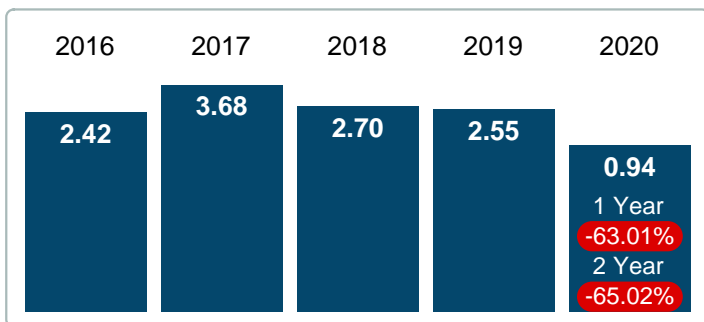
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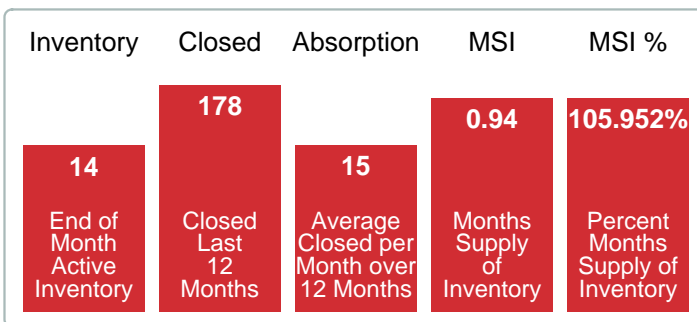
## MONTHS SUPPLY of INVENTORY (MSI)

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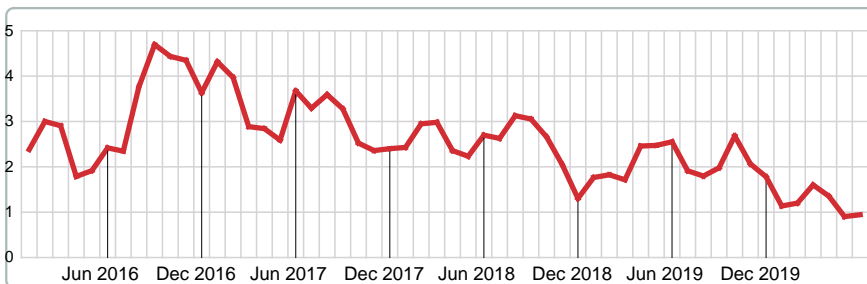
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

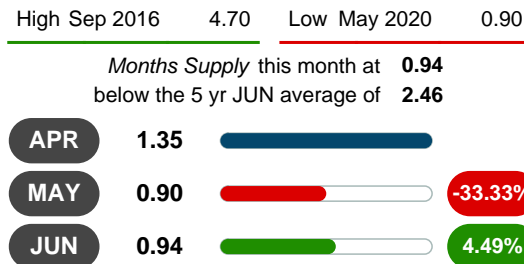


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2.46



### 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
Total Active Inventory by Units	14	100%	0.94	3	4	7	0

# June 2020



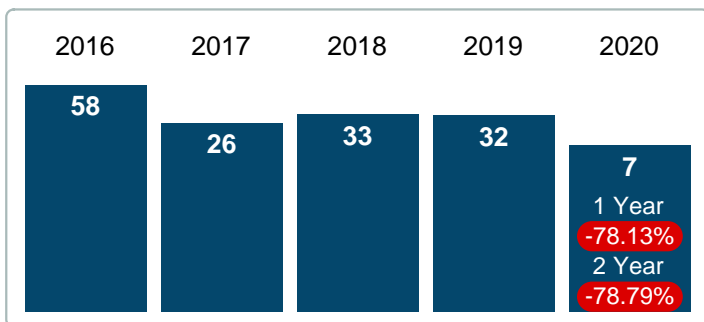
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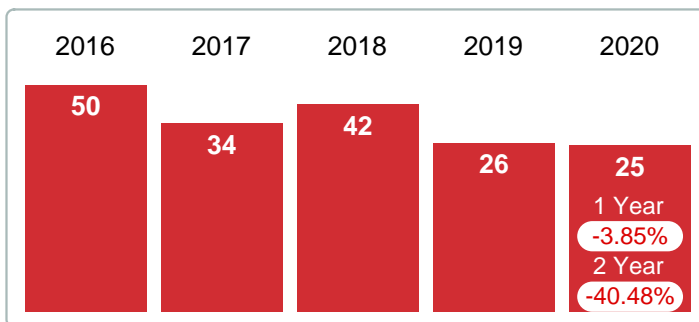
## MEDIAN DAYS ON MARKET TO SALE

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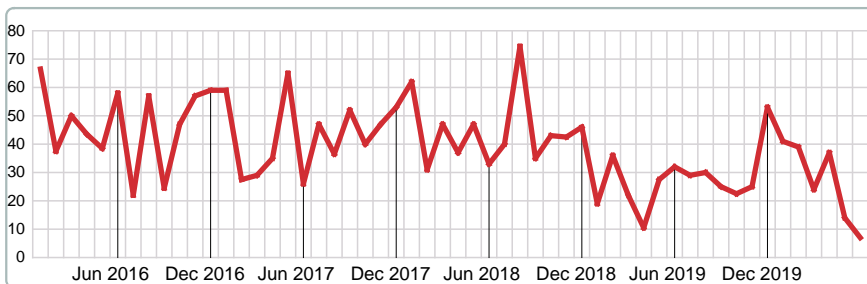
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

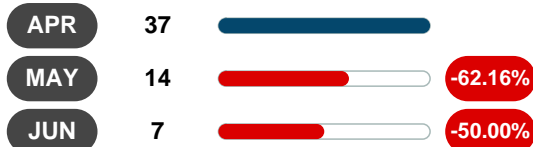


### 3 MONTHS

5 year JUN AVG = 31

High Aug 2018 75 Low Jun 2020 7

Median Days on Market to Sale this month at 7 below the 5 yr JUN average of 31



### 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%	32	0	0	0	0
\$1-\$0	0	0.00%	32	0	0	0	0
\$1-\$0	0	0.00%	32	0	0	0	0
\$1-\$0	0	0.00%	32	0	0	0	0
\$1-\$0	0	0.00%	32	0	0	0	0
\$1-\$0	0	0.00%	32	0	0	0	0
\$1 and up	13	100.00%	7	0	6	24	0
Median Closed DOM			7	0	6	24	0
Total Closed Units		100%	7.0		9	4	
Total Closed Volume			18,765	0.00B	10.82K	7,945	0.00B

# June 2020



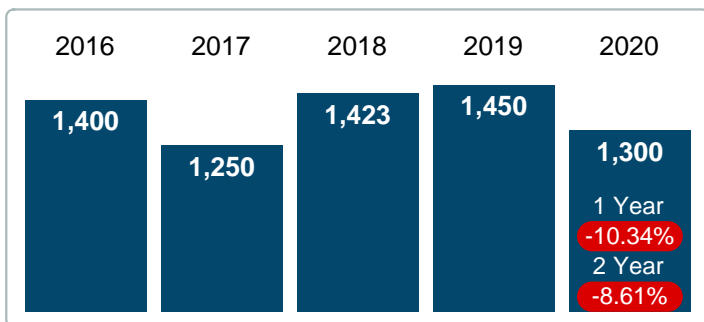
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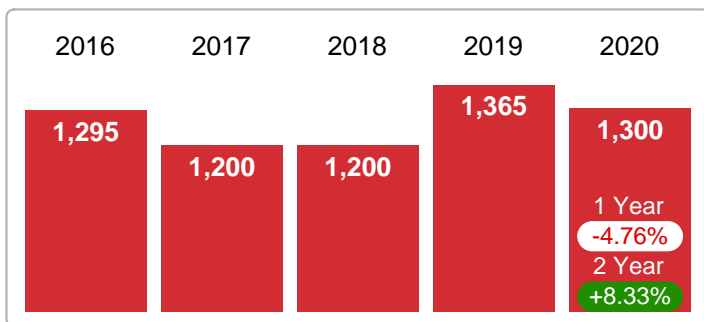
## MEDIAN LIST PRICE AT CLOSING

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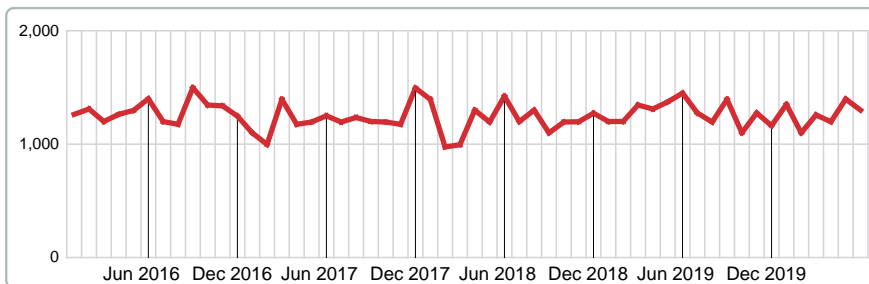
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,365

High Sep 2016 1,498 Low Feb 2018 975

Median List Price at Closing this month at 1,300 below the 5 yr JUN average of 1,365



### 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%	7	0	0	0	0
\$1 \$0	0	0.00%	7	0	0	0	0
\$1 \$0	0	0.00%	7	0	0	0	0
\$1 \$0	0	0.00%	7	0	0	0	0
\$1 \$0	0	0.00%	7	0	0	0	0
\$1 \$0	0	0.00%	7	0	0	0	0
\$1 and up	13	100.00%	1,300	0	1,100	2,125	0
Median List Price			1,300	0	1,100	2,125	0
Total Closed Units		100%	1,300		9	4	
Total Closed Volume			18,960	0.00B	10.82K	8,140	0.00B



# June 2020



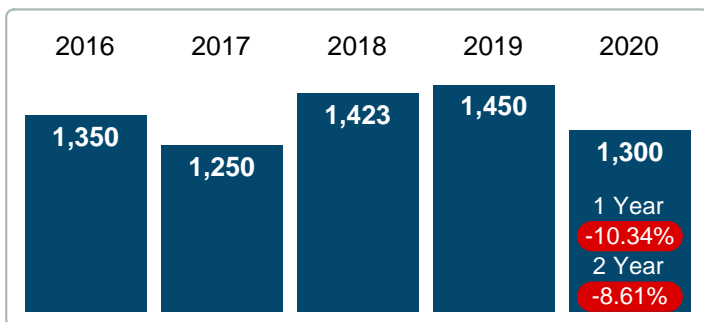
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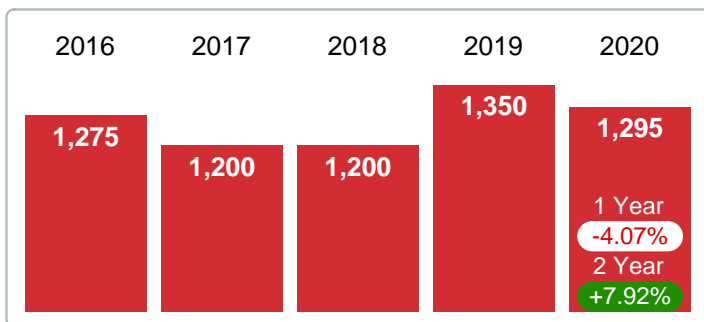
## MEDIAN SOLD PRICE AT CLOSING

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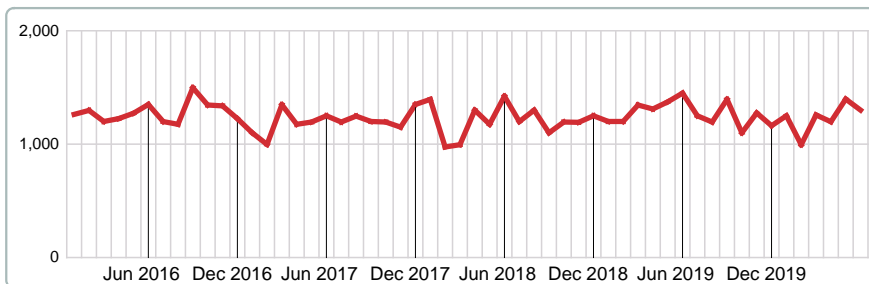
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,355

High Sep 2016 1,498 | Low Feb 2018 975

Median Sold Price at Closing this month at **1,300**  
 below the 5 yr JUN average of **1,355**

APR	1,198	<div style="width: 80%;"></div>
MAY	1,398	<div style="width: 100%;"></div> 16.70%
JUN	1,300	<div style="width: 90%;"></div> -6.98%

### 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	<div style="width: 0%;"></div> 0	0.00%	1,300	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,300	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,300	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,300	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,300	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	1,300	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 13	100.00%	1,300	0	1,100	2,100	0
Median Sold Price	1,300			0	1,100	2,100	0
Total Closed Units	13				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



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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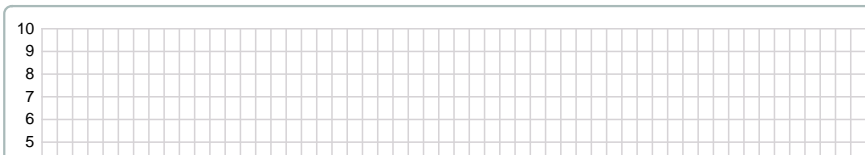
### JUNE

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%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,300.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	13	100.00%	100.00%	0.00%	100.00%	96.82%	0.00%
Median Sold/List Ratio		100.00%		0.00%	100.00%	96.82%	0.00%
Total Closed Units		13	100%		9	4	
Total Closed Volume		18,765		0.00B	10.82K	7,945	0.00B

# June 2020



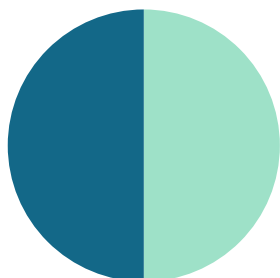
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

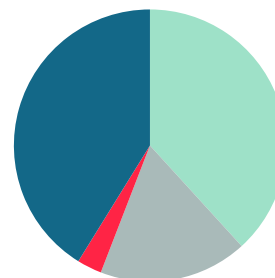


**Inventory**  
 New Listings  
**14 = 50.00%**  
 Start Inventory  
**14**  
 Total Inventory Units  
**28**  
 Volume  
**\$41,730**

### 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%
Median List Price	1,450	1,300	-10.34%	1,365	1,300	-4.76%
Median Sale Price	1,450	1,300	-10.34%	1,350	1,295	-4.07%
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	32.00	7.00	-78.13%	26.00	25.00	-3.85%
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

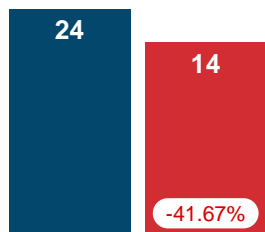
**Inventory on June 30, 2020 = 14**

2019 2020

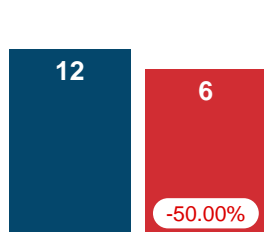
### JUNE MARKET

### MEDIAN PRICES

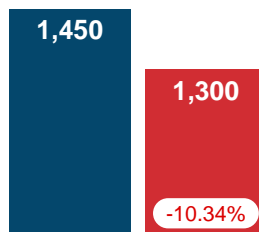
#### New Listings



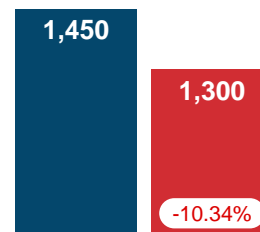
#### Pending Listings



#### List Price



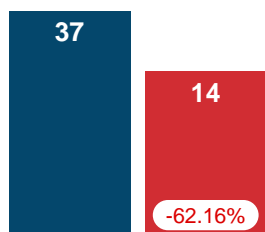
#### Sale Price



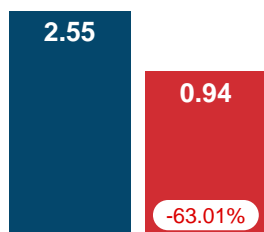
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

