

June 2020

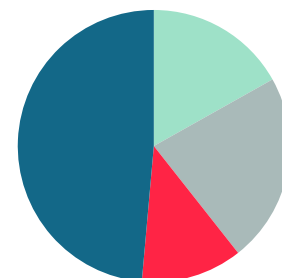
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2019 | June 2020 | +/-% |
|--|---------|-----------|---------|
| Closed Listings | 141 | 161 | 14.18% |
| Pending Listings | 161 | 215 | 33.54% |
| New Listings | 182 | 231 | 26.92% |
| Average List Price | 199,358 | 190,214 | -4.59% |
| Average Sale Price | 196,136 | 187,319 | -4.50% |
| Average Percent of Selling Price to List Price | 98.19% | 98.41% | 0.23% |
| Average Days on Market to Sale | 41.59 | 35.66 | -14.26% |
| End of Month Inventory | 791 | 464 | -41.34% |
| Months Supply of Inventory | 6.66 | 3.68 | -44.79% |



■ Closed (16.86%)
■ Pending (22.51%)
■ Other OffMarket (12.04%)
■ Active (48.59%)

Absorption: Last 12 months, an Average of **126** Sales/Month
Active Inventory as of June 30, 2020 = **464**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **41.34%** to 464 existing homes available for sale. Over the last 12 months this area has had an average of 126 closed sales per month. This represents an unsold inventory index of **3.68** 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 **4.50%** in June 2020 to \$187,319 versus the previous year at \$196,136.

Average Days on Market Shortens

The average number of **35.66** days that homes spent on the market before selling decreased by 5.93 days or **14.26%** in June 2020 compared to last year's same month at **41.59** DOM.

Sales Success for June 2020 is Positive

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

There were 231 New Listings in June 2020, up **26.92%** from last year at 182. Furthermore, there were 161 Closed Listings this month versus last year at 141, a **14.18%** increase.

Closed versus Listed trends yielded a **69.7%** ratio, down from previous year's, June 2019, at **77.5%**, a **10.04%** downswing. 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



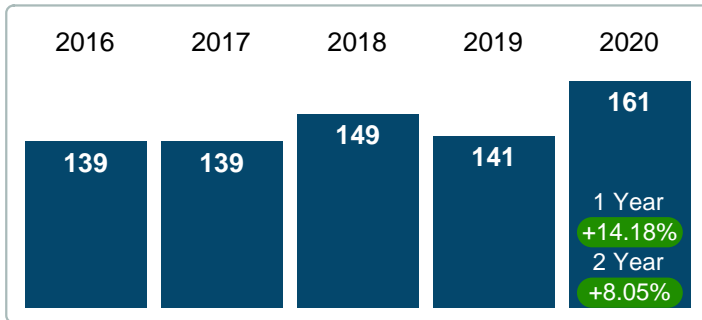
Area Delimited by County Of Wagoner



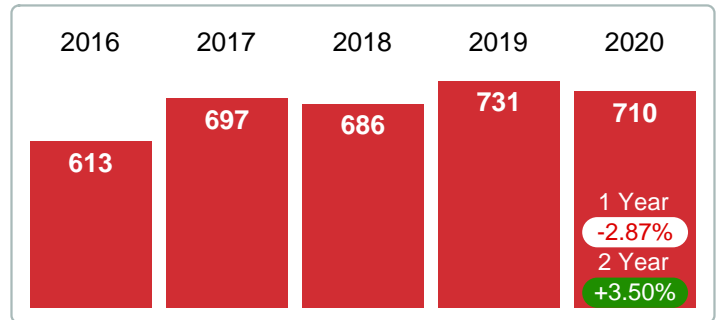
CLOSED LISTINGS

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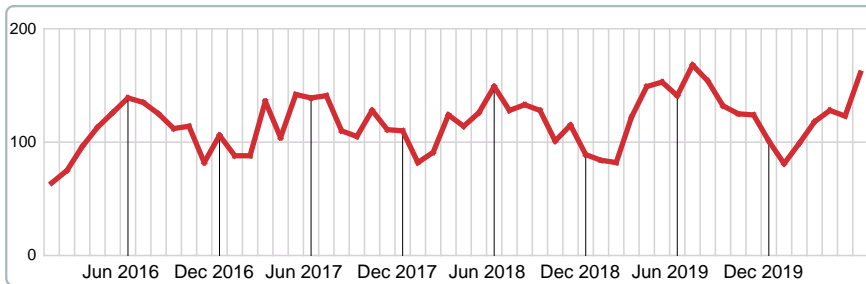
JUNE



YEAR TO DATE (YTD)

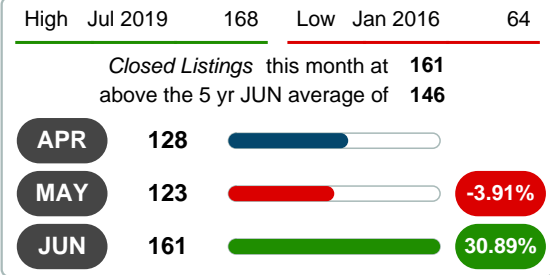


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 146



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$75,000 and less | 18 | 11.18% | 62.2 | 15 | 2 | 1 | 0 |
| \$75,001 - \$100,000 | 10 | 6.21% | 49.9 | 6 | 3 | 1 | 0 |
| \$100,001 - \$150,000 | 30 | 18.63% | 28.1 | 10 | 20 | 0 | 0 |
| \$150,001 - \$175,000 | 28 | 17.39% | 15.6 | 1 | 24 | 3 | 0 |
| \$175,001 - \$225,000 | 32 | 19.88% | 33.1 | 1 | 22 | 9 | 0 |
| \$225,001 - \$300,000 | 24 | 14.91% | 38.2 | 1 | 14 | 8 | 1 |
| \$300,001 and up | 19 | 11.80% | 45.8 | 0 | 5 | 9 | 5 |
| Total Closed Units | 161 | | | 34 | 90 | 31 | 6 |
| Total Closed Volume | 30,158,303 | 100% | 35.7 | 3.03M | 16.54M | 7.95M | 2.65M |
| Average Closed Price | \$187,319 | | | \$88,972 | \$183,764 | \$256,339 | \$441,333 |

June 2020



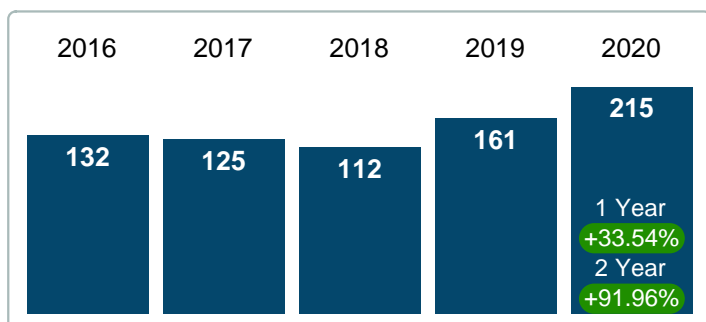
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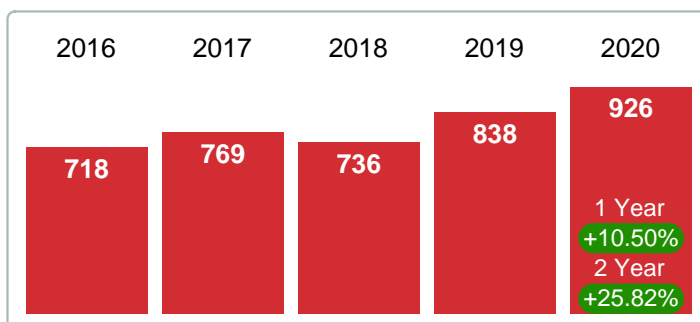
PENDING LISTINGS

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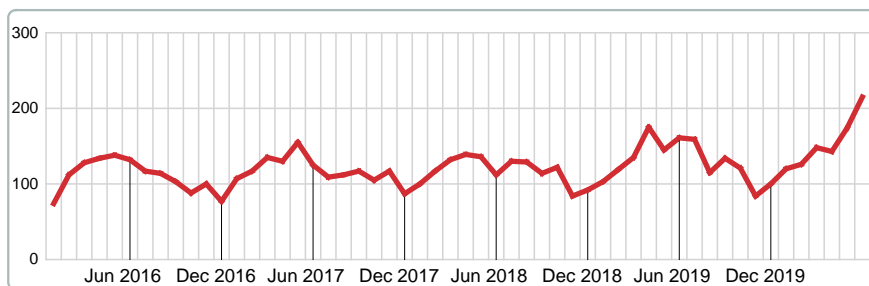
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

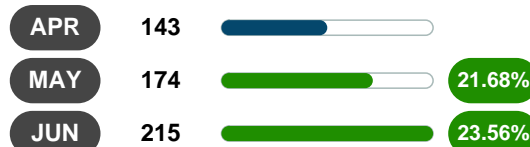


3 MONTHS

5 year JUN AVG = 149

High Jun 2020 215 Low Jan 2016 74

Pending Listings this month at 215
above the 5 yr JUN average of 149



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 16 | 7.44% | 76.3 | 16 | 0 | 0 | 0 |
| \$50,001 - \$125,000 | 31 | 14.42% | 49.6 | 15 | 15 | 1 | 0 |
| \$125,001 - \$150,000 | 22 | 10.23% | 40.1 | 5 | 11 | 6 | 0 |
| \$150,001 - \$200,000 | 49 | 22.79% | 23.7 | 1 | 39 | 7 | 2 |
| \$200,001 - \$250,000 | 48 | 22.33% | 35.6 | 1 | 26 | 17 | 4 |
| \$250,001 - \$300,000 | 25 | 11.63% | 18.7 | 1 | 11 | 11 | 2 |
| \$300,001 and up | 24 | 11.16% | 53.4 | 1 | 6 | 15 | 2 |
| Total Pending Units | 215 | | | 40 | 108 | 57 | 10 |
| Total Pending Volume | 44,409,943 | 100% | 31.4 | 3.44M | 21.03M | 16.13M | 3.82M |
| Average Listing Price | \$230,359 | | | \$85,903 | \$194,751 | \$282,901 | \$381,540 |

June 2020



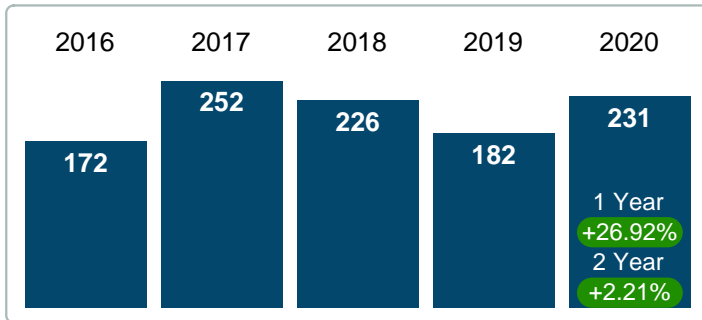
Area Delimited by County Of Wagoner



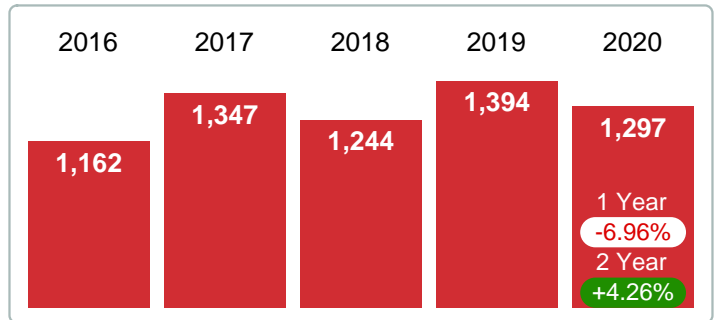
NEW LISTINGS

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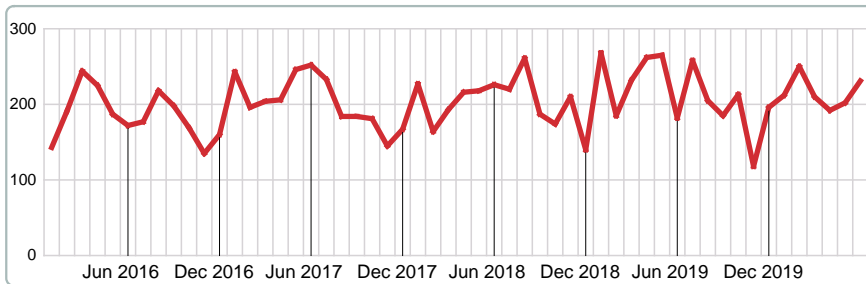
JUNE



YEAR TO DATE (YTD)

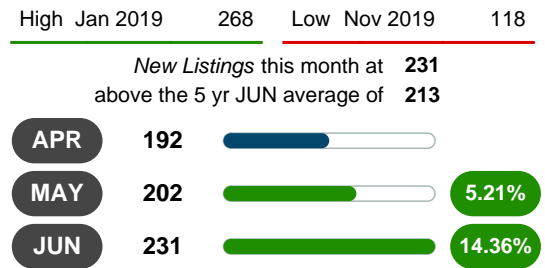


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 213



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 20 | 8.66% | 20 | 0 | 0 | 0 |
| \$50,001 - \$125,000 | 29 | 12.55% | 19 | 10 | 0 | 0 |
| \$125,001 - \$150,000 | 21 | 9.09% | 4 | 14 | 3 | 0 |
| \$150,001 - \$225,000 | 67 | 29.00% | 1 | 48 | 14 | 4 |
| \$225,001 - \$275,000 | 40 | 17.32% | 11 | 13 | 14 | 2 |
| \$275,001 - \$375,000 | 31 | 13.42% | 4 | 13 | 13 | 1 |
| \$375,001 and up | 23 | 9.96% | 5 | 4 | 11 | 3 |
| Total New Listed Units | 231 | | 64 | 102 | 55 | 10 |
| Total New Listed Volume | 50,893,191 | 100% | 9.32M | 21.60M | 16.62M | 3.36M |
| Average New Listed Listing Price | \$215,142 | | \$145,578 | \$211,723 | \$302,138 | \$336,290 |

June 2020



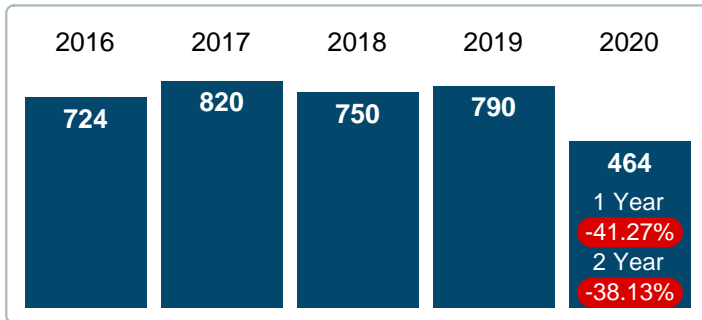
Area Delimited by County Of Wagoner



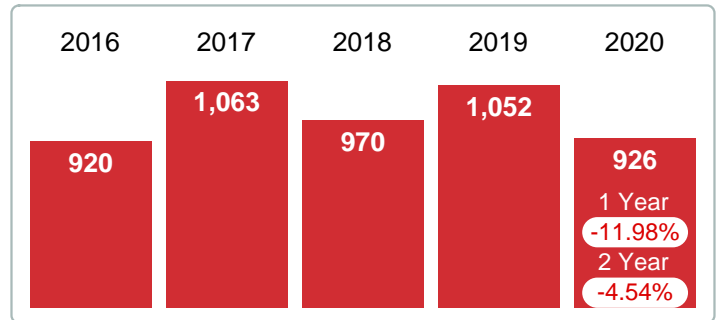
ACTIVE INVENTORY

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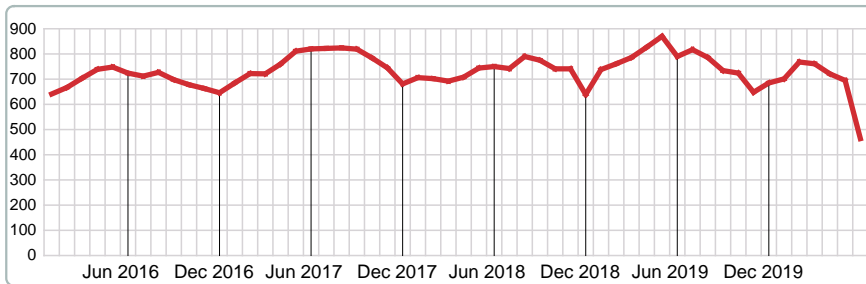
END OF JUNE



ACTIVE DURING JUNE

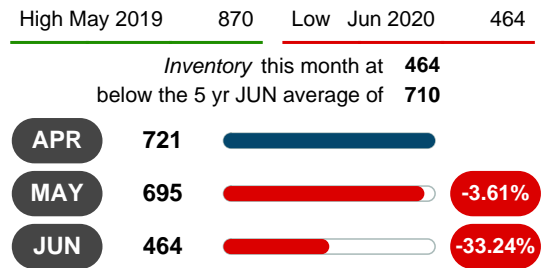


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 710



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 31 | 6.68% | 80.0 | 31 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 59 | 12.72% | 109.0 | 58 | 1 | 0 | 0 |
| \$50,001 - \$125,000 | 67 | 14.44% | 92.3 | 51 | 15 | 1 | 0 |
| \$125,001 - \$225,000 | 114 | 24.57% | 79.2 | 27 | 63 | 22 | 2 |
| \$225,001 - \$350,000 | 86 | 18.53% | 57.5 | 24 | 30 | 29 | 3 |
| \$350,001 - \$500,000 | 60 | 12.93% | 87.8 | 13 | 19 | 24 | 4 |
| \$500,001 and up | 47 | 10.13% | 98.6 | 24 | 6 | 9 | 8 |
| Total Active Inventory by Units | 464 | | | 228 | 134 | 85 | 17 |
| Total Active Inventory by Volume | 126,141,342 | 100% | 84.0 | 49.97M | 35.40M | 30.98M | 9.78M |
| Average Active Inventory Listing Price | \$271,856 | | | \$219,167 | \$264,202 | \$364,523 | \$575,506 |

June 2020



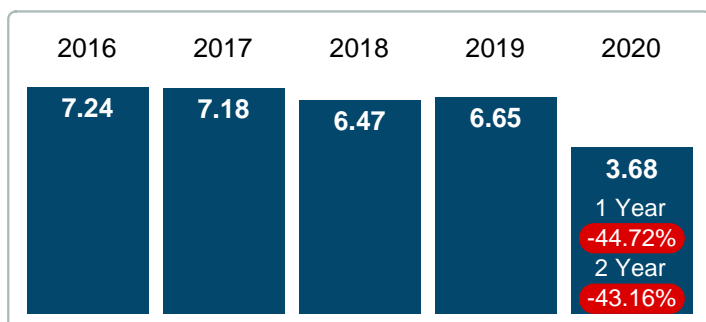
Area Delimited by County Of Wagoner



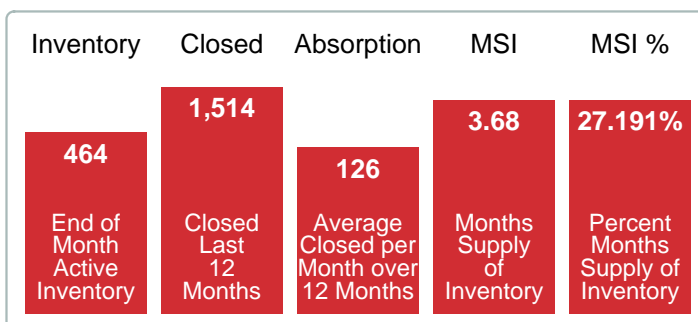
MONTHS SUPPLY of INVENTORY (MSI)

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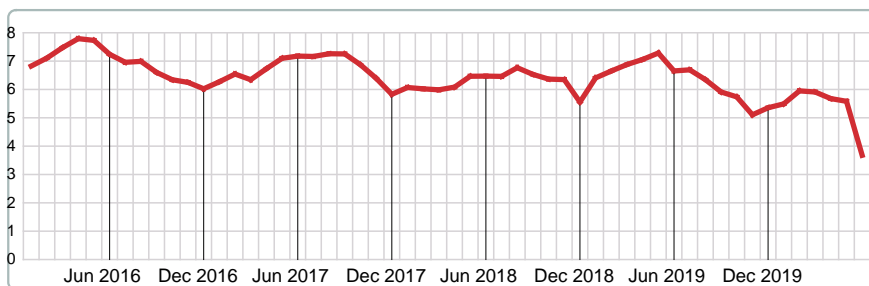
MSI FOR JUNE



INDICATORS FOR JUNE 2020

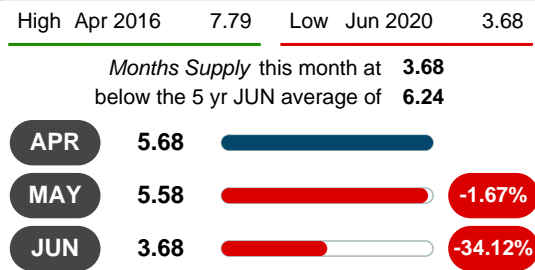


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 6.24



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 |
|---|------|--------|-------|----------|--------|--------|---------|
| \$25,000 and less | 31 | 6.68% | 11.27 | 14.31 | 0.00 | 0.00 | 0.00 |
| \$25,001 - \$50,000 | 59 | 12.72% | 12.00 | 15.82 | 1.00 | 0.00 | 0.00 |
| \$50,001 - \$125,000 | 67 | 14.44% | 3.39 | 6.73 | 1.51 | 0.44 | 0.00 |
| \$125,001 - \$225,000 | 114 | 24.57% | 1.65 | 9.26 | 1.27 | 1.34 | 6.00 |
| \$225,001 - \$350,000 | 86 | 18.53% | 4.03 | 36.00 | 3.10 | 2.85 | 3.60 |
| \$350,001 - \$500,000 | 60 | 12.93% | 9.60 | 39.00 | 11.40 | 6.55 | 6.86 |
| \$500,001 and up | 47 | 10.13% | 24.52 | 96.00 | 24.00 | 12.00 | 12.00 |
| Market Supply of Inventory (MSI) | 3.68 | | | 12.97 | 1.84 | 2.54 | 7.03 |
| Total Active Inventory by Units | 464 | 100% | 3.68 | 228 | 134 | 85 | 17 |

June 2020



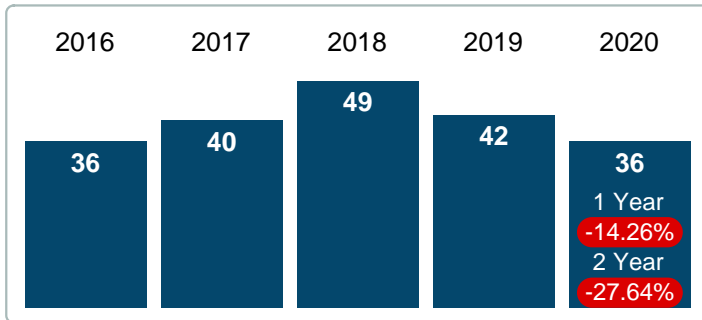
Area Delimited by County Of Wagoner



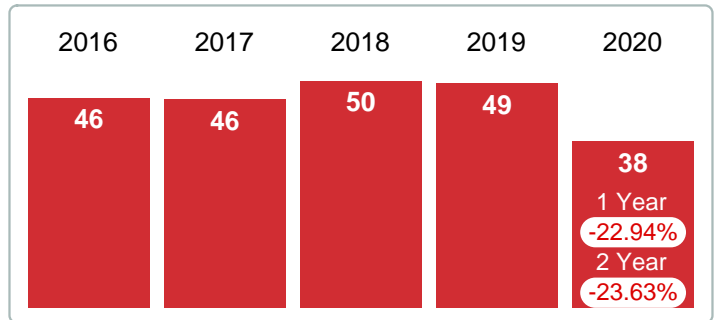
AVERAGE DAYS ON MARKET TO SALE

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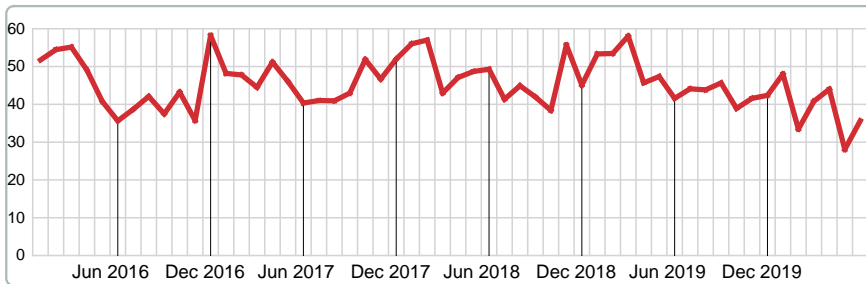
JUNE



YEAR TO DATE (YTD)

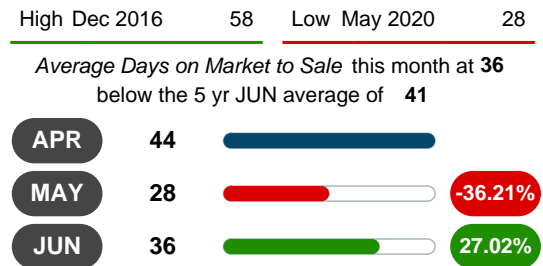


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 41



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 |
|---|-------------|-------------------|--------------|---------------|--------------|--------------|
| \$75,000 and less | 11.18% | 62 | 67 | 49 | 19 | 0 |
| \$75,001 - \$100,000 | 6.21% | 50 | 67 | 27 | 14 | 0 |
| \$100,001 - \$150,000 | 18.63% | 28 | 41 | 22 | 0 | 0 |
| \$150,001 - \$175,000 | 17.39% | 16 | 10 | 14 | 30 | 0 |
| \$175,001 - \$225,000 | 19.88% | 33 | 45 | 26 | 50 | 0 |
| \$225,001 - \$300,000 | 14.91% | 38 | 7 | 46 | 21 | 99 |
| \$300,001 and up | 11.80% | 46 | 0 | 38 | 48 | 50 |
| Average Closed DOM | | 36 | | | | |
| Total Closed Units | 100% | 36 | 34 | 90 | 31 | 6 |
| Total Closed Volume | | 30,158,303 | 3.03M | 16.54M | 7.95M | 2.65M |

June 2020



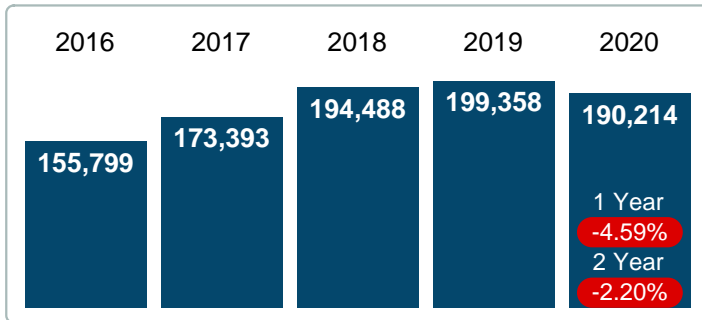
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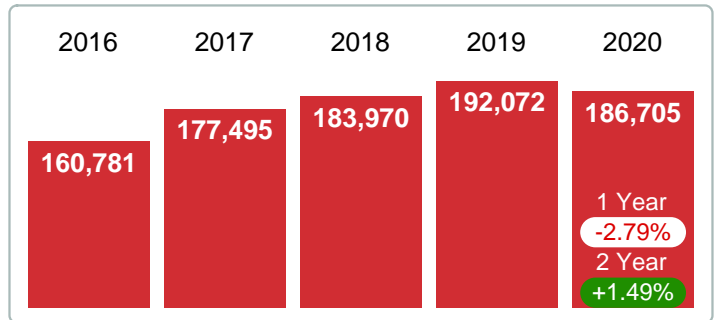
AVERAGE LIST PRICE AT CLOSING

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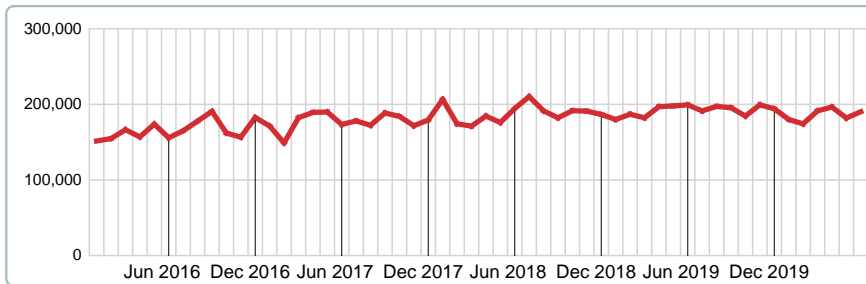
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

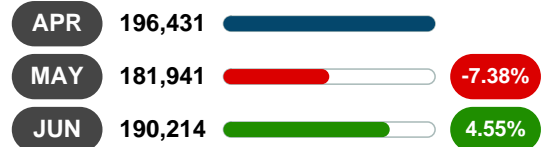


3 MONTHS

5 year JUN AVG = 182,650

High Jul 2018 210,284 Low Feb 2017 148,965

Average List Price at Closing this month at **190,214**
above the 5 yr JUN average of **182,650**



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 | |
|--|----|-------------------|----------|---------------|----------------|----------------|----------------|
| \$75,000 and less | 19 | 11.80% | 47,354 | 45,629 | 47,450 | 62,900 | |
| \$75,001 - \$100,000 | 8 | 4.97% | 86,475 | 94,108 | 82,800 | 79,500 | |
| \$100,001 - \$150,000 | 33 | 20.50% | 133,406 | 127,876 | 134,125 | 0 | |
| \$150,001 - \$175,000 | 25 | 15.53% | 165,519 | 152,900 | 166,233 | 160,633 | |
| \$175,001 - \$225,000 | 33 | 20.50% | 199,821 | 200,000 | 199,419 | 202,042 | |
| \$225,001 - \$300,000 | 23 | 14.29% | 257,132 | 255,000 | 258,323 | 263,377 | |
| \$300,001 and up | 20 | 12.42% | 399,216 | 0 | 338,824 | 386,367 | |
| Average List Price | | 190,214 | | 92,228 | 185,703 | 258,935 | 458,067 |
| Total Closed Units | | 161 | | 34 | 90 | 31 | 6 |
| Total Closed Volume | | 30,624,383 | | 3.14M | 16.71M | 8.03M | 2.75M |

June 2020



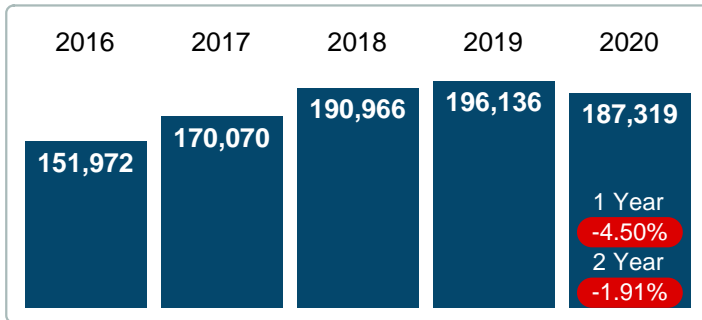
Area Delimited by County Of Wagoner



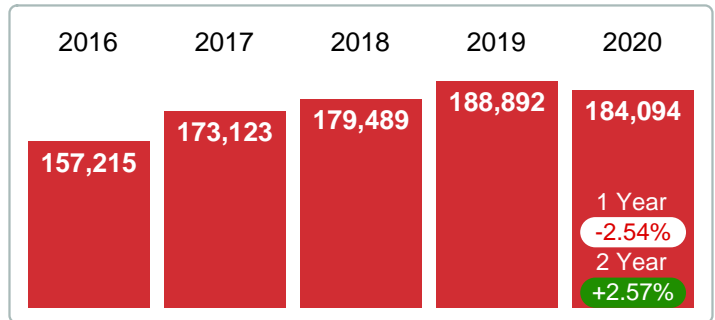
AVERAGE SOLD PRICE AT CLOSING

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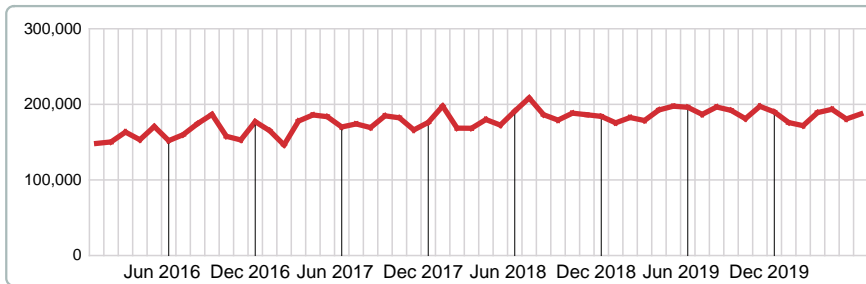
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

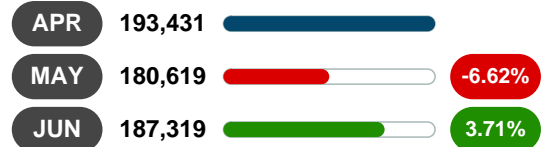


3 MONTHS

5 year JUN AVG = 179,293

High Jul 2018 208,445 Low Feb 2017 146,302

Average Sold Price at Closing this month at **187,319**
 above the 5 yr JUN average of **179,293**



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 |
|--|-------------|-------------------|---------------|----------------|----------------|----------------|
| \$75,000 and less | 11.18% | 42,864 | 41,870 | 41,750 | 60,000 | 0 |
| \$75,001 - \$100,000 | 6.21% | 88,990 | 93,583 | 81,133 | 85,000 | 0 |
| \$100,001 - \$150,000 | 18.63% | 129,215 | 121,249 | 133,198 | 0 | 0 |
| \$150,001 - \$175,000 | 17.39% | 164,129 | 160,000 | 164,525 | 162,333 | 0 |
| \$175,001 - \$225,000 | 19.88% | 199,469 | 200,000 | 199,019 | 200,509 | 0 |
| \$225,001 - \$300,000 | 14.91% | 256,252 | 263,000 | 253,069 | 263,884 | 233,000 |
| \$300,001 and up | 11.80% | 394,304 | 0 | 335,585 | 377,650 | 483,000 |
| Average Sold Price | | 187,319 | 88,972 | 183,764 | 256,339 | 441,333 |
| Total Closed Units | 100% | 161 | 34 | 90 | 31 | 6 |
| Total Closed Volume | | 30,158,303 | 3.03M | 16.54M | 7.95M | 2.65M |

June 2020



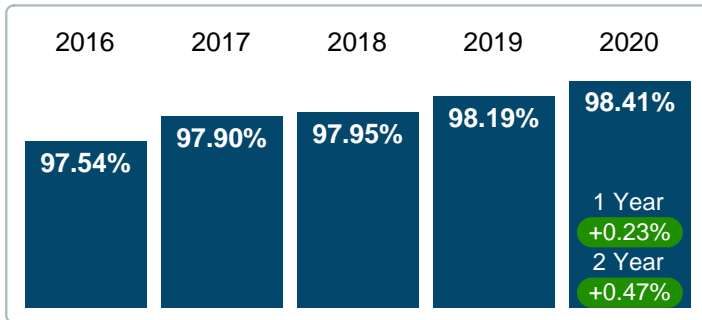
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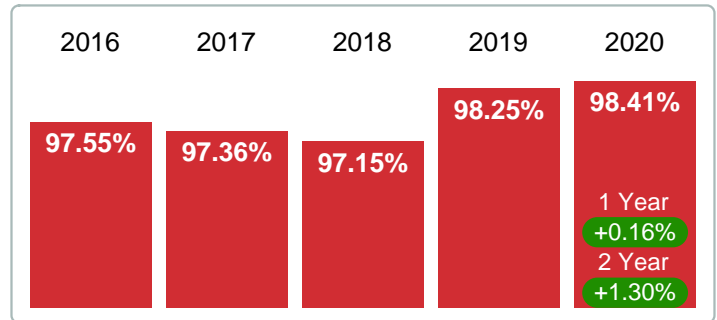
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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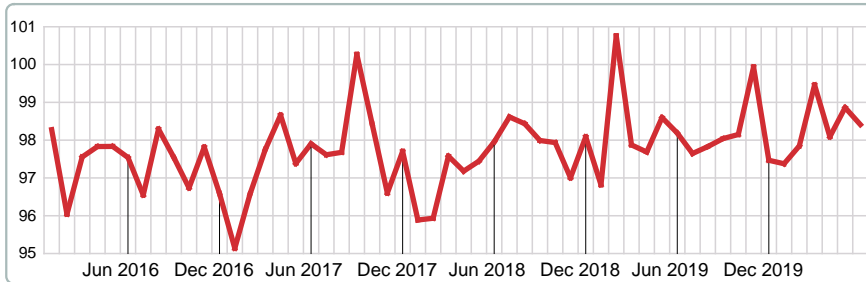
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

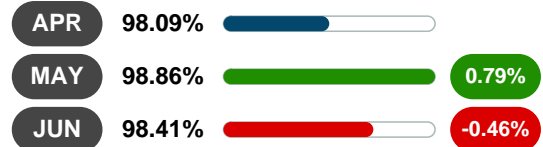


3 MONTHS

5 year JUN AVG = 98.00%

High Feb 2019 100.76% Low Jan 2017 95.14%

Average Sold/List Ratio this month at **98.41%**
equal to 5 yr JUN average of **98.00%**



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 |
|--|------------|--------|---------|----------|---------|---------|---------|
| \$75,000 and less | 18 | 11.18% | 91.98% | 91.77% | 91.85% | 95.39% | 0.00% |
| \$75,001 - \$100,000 | 10 | 6.21% | 101.47% | 102.23% | 98.13% | 106.92% | 0.00% |
| \$100,001 - \$150,000 | 30 | 18.63% | 98.60% | 95.10% | 100.36% | 0.00% | 0.00% |
| \$150,001 - \$175,000 | 28 | 17.39% | 99.47% | 104.64% | 99.04% | 101.17% | 0.00% |
| \$175,001 - \$225,000 | 32 | 19.88% | 99.72% | 100.00% | 99.88% | 99.30% | 0.00% |
| \$225,001 - \$300,000 | 24 | 14.91% | 99.00% | 103.14% | 98.16% | 100.21% | 96.88% |
| \$300,001 and up | 19 | 11.80% | 98.08% | 0.00% | 99.19% | 97.86% | 97.35% |
| Average Sold/List Ratio | | 98.40% | | 95.55% | 99.22% | 99.42% | 97.27% |
| Total Closed Units | 161 | 100% | 98.40% | 34 | 90 | 31 | 6 |
| Total Closed Volume | 30,158,303 | | | 3.03M | 16.54M | 7.95M | 2.65M |

June 2020



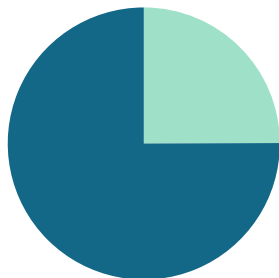
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY

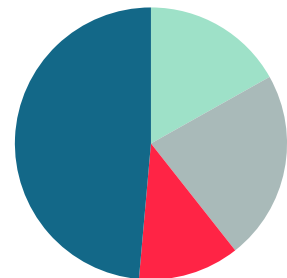


Inventory
 New Listings
231 = 24.95%
 Start Inventory
695
 Total Inventory Units
926
 Volume
\$218,373,612

Market Activity

Closed Sales
161 = 16.86%
 Pending Sales
215 = 22.51%
 Other Off Market
115 = 12.04%
 Active Inventory
464 = 48.59%

MARKET ACTIVITY



| Compared Metrics | June | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 141 | 161 | 14.18% | 731 | 710 | -2.87% |
| Pending Sales | 161 | 215 | 33.54% | 838 | 926 | 10.50% |
| New Listings | 182 | 231 | 26.92% | 1,394 | 1,297 | -6.96% |
| Average List Price | 199,358 | 190,214 | -4.59% | 192,072 | 186,705 | -2.79% |
| Average Sale Price | 196,136 | 187,319 | -4.50% | 188,892 | 184,094 | -2.54% |
| Average Percent of Selling Price to List Price | 98.19% | 98.41% | 0.23% | 98.25% | 98.41% | 0.16% |
| Average Days on Market to Sale | 41.59 | 35.66 | -14.26% | 49.06 | 37.81 | -22.94% |
| Monthly Inventory | 791 | 464 | -41.34% | 791 | 464 | -41.34% |
| Months Supply of Inventory | 6.66 | 3.68 | -44.79% | 6.66 | 3.68 | -44.79% |

Absorption: Last 12 months, an Average of **126** Sales/Month

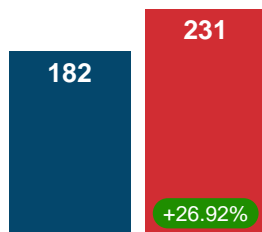
Inventory on June 30, 2020 = **464**

2019 **2020**

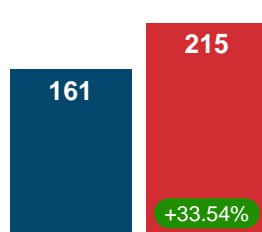
JUNE MARKET

AVERAGE PRICES

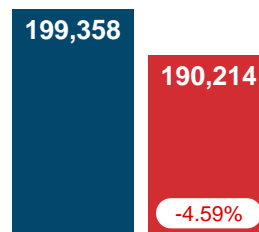
New Listings



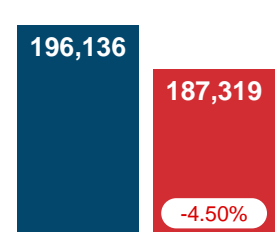
Pending Listings



List Price



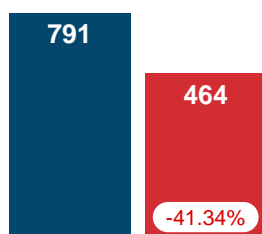
Sale Price



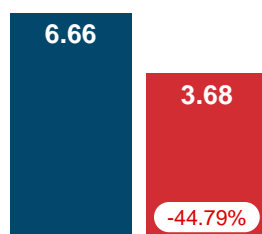
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

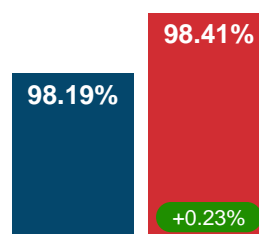
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

