

June 2020



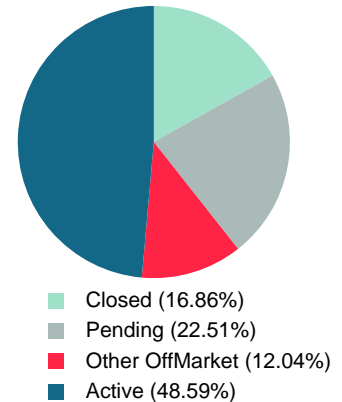
Area Delimited by County Of Wagoner



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%
Median List Price	189,900	170,000	-10.48%
Median Sale Price	185,000	170,000	-8.11%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	20.00	14.00	-30.00%
End of Month Inventory	791	464	-41.34%
Months Supply of Inventory	6.66	3.68	-44.79%



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.

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 **8.11%** in June 2020 to \$170,000 versus the previous year at \$185,000.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 6.00 days or **30.00%** in June 2020 compared to last year's same month at **20.00** DOM.

Sales Success for June 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished 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



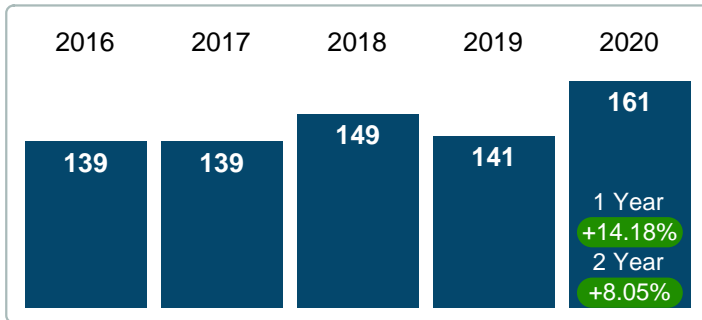
Area Delimited by County Of Wagoner



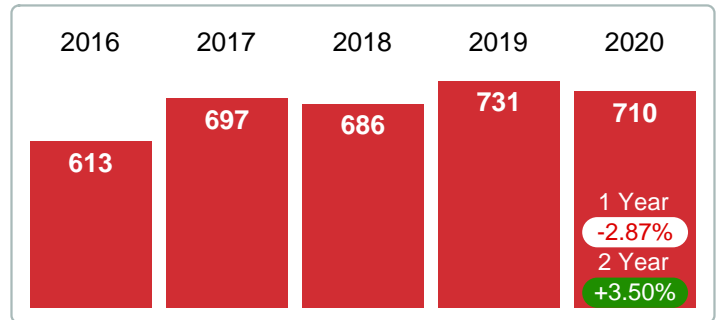
CLOSED LISTINGS

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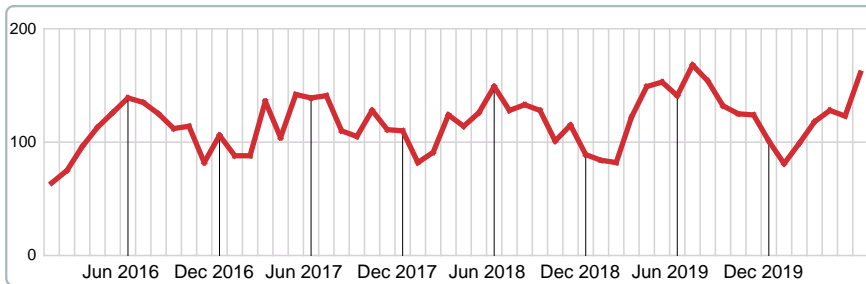
JUNE



YEAR TO DATE (YTD)

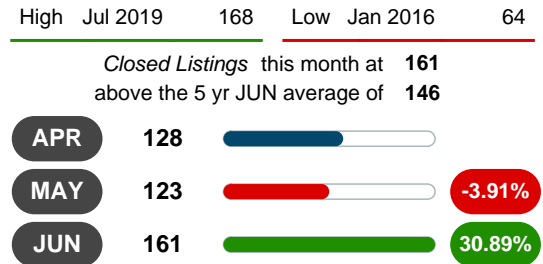


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 146



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	18	11.18%	46.5	15	2	1	0
\$75,001 - \$100,000	10	6.21%	19.0	6	3	1	0
\$100,001 - \$150,000	30	18.63%	11.0	10	20	0	0
\$150,001 - \$175,000	28	17.39%	5.0	1	24	3	0
\$175,001 - \$225,000	32	19.88%	16.0	1	22	9	0
\$225,001 - \$300,000	24	14.91%	12.5	1	14	8	1
\$300,001 and up	19	11.80%	34.0	0	5	9	5
Total Closed Units	161			34	90	31	6
Total Closed Volume	30,158,303	100%	14.0	3.03M	16.54M	7.95M	2.65M
Median Closed Price	\$170,000			\$91,250	\$170,000	\$244,500	\$371,500

June 2020



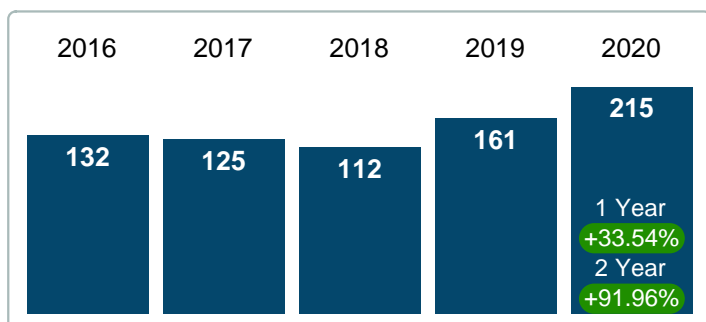
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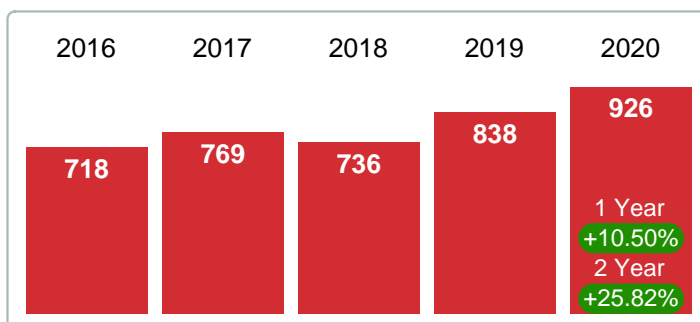
PENDING LISTINGS

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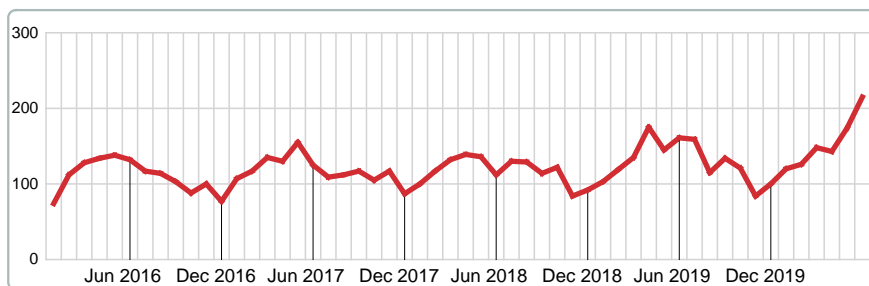
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

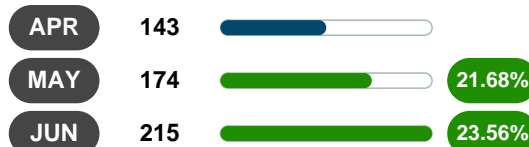


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	7.44%	81.0	16	0	0	0
\$50,001 - \$125,000	31	14.42%	8.0	15	15	1	0
\$125,001 - \$150,000	22	10.23%	19.5	5	11	6	0
\$150,001 - \$200,000	49	22.79%	6.0	1	39	7	2
\$200,001 - \$250,000	48	22.33%	15.0	1	26	17	4
\$250,001 - \$300,000	25	11.63%	5.0	1	11	11	2
\$300,001 and up	24	11.16%	43.5	1	6	15	2
Total Pending Units	215			40	108	57	10
Total Pending Volume	44,409,943	100%	14.0	3.44M	21.03M	16.13M	3.82M
Median Listing Price	\$189,000			\$69,950	\$177,250	\$249,000	\$234,000

June 2020



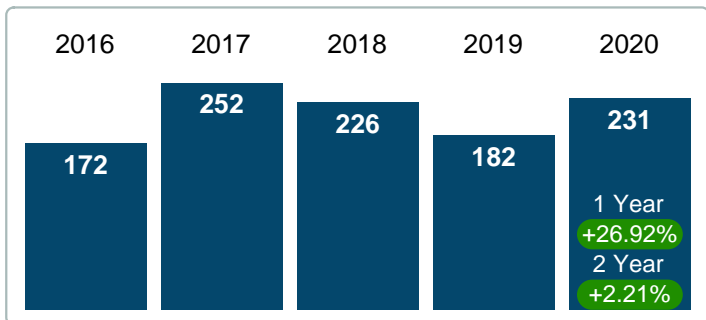
Area Delimited by County Of Wagoner



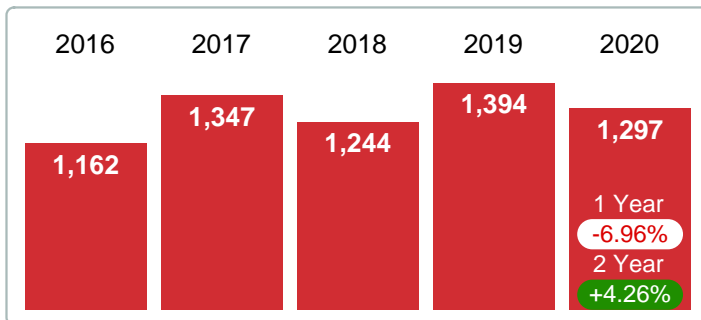
NEW LISTINGS

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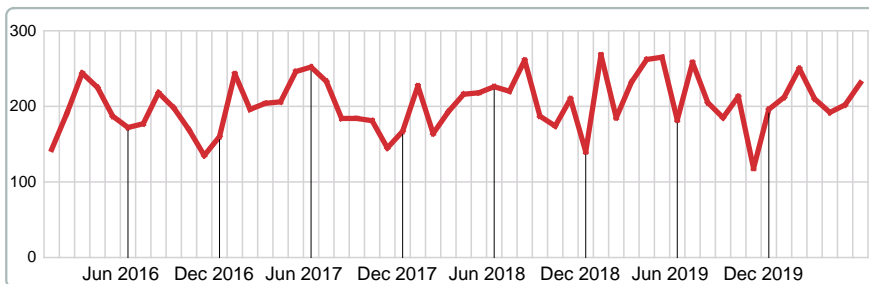
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 213

High Jan 2019 268 Low Nov 2019 118

New Listings this month at 231
above the 5 yr JUN average of 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
Median New Listed Listing Price	\$205,000		\$72,500	\$187,500	\$265,000	\$249,000

June 2020



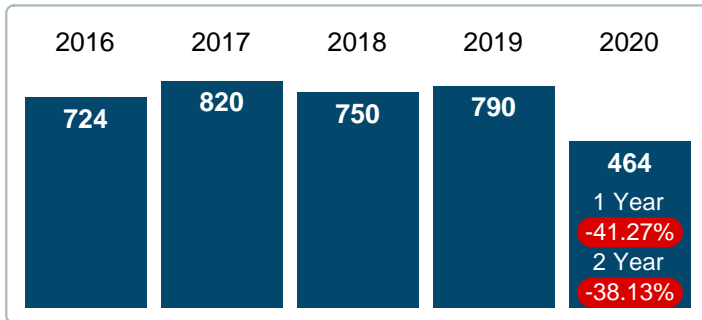
Area Delimited by County Of Wagoner



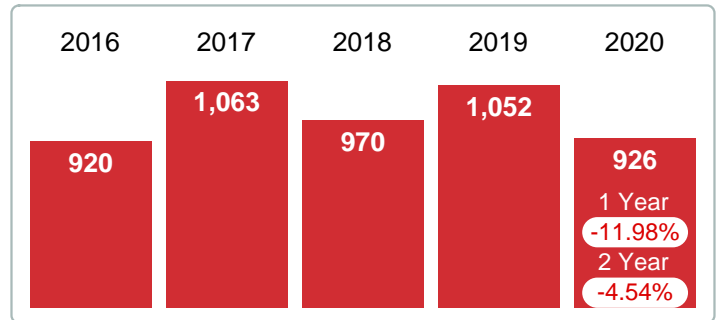
ACTIVE INVENTORY

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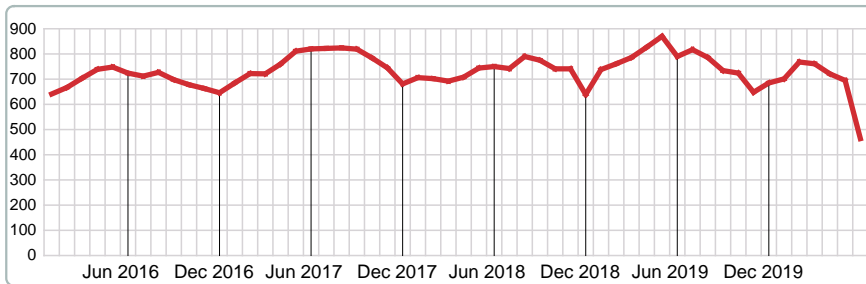
END OF JUNE



ACTIVE DURING JUNE

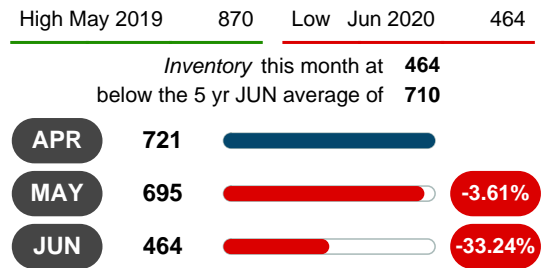


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 710



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	31	6.68%	64.0	31	0	0	0
\$25,001 - \$50,000	59	12.72%	147.0	58	1	0	0
\$50,001 - \$125,000	67	14.44%	85.0	51	15	1	0
\$125,001 - \$225,000	114	24.57%	71.0	27	63	22	2
\$225,001 - \$350,000	86	18.53%	56.0	24	30	29	3
\$350,001 - \$500,000	60	12.93%	69.0	13	19	24	4
\$500,001 and up	47	10.13%	92.0	24	6	9	8
Total Active Inventory by Units		464		228	134	85	17
Total Active Inventory by Volume		126,141,342	100%	49.97M	35.40M	30.98M	9.78M
Median Active Inventory Listing Price		\$194,500		\$79,750	\$203,250	\$298,950	\$474,000

June 2020



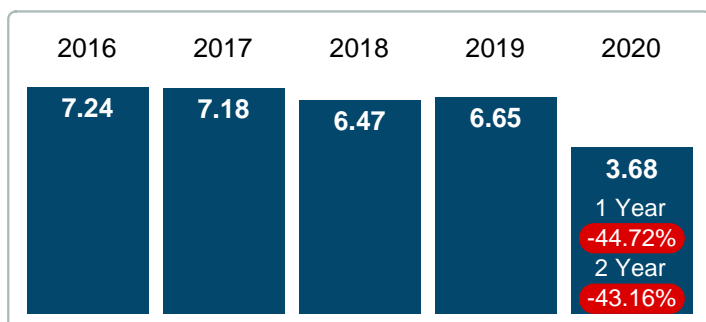
Area Delimited by County Of Wagoner



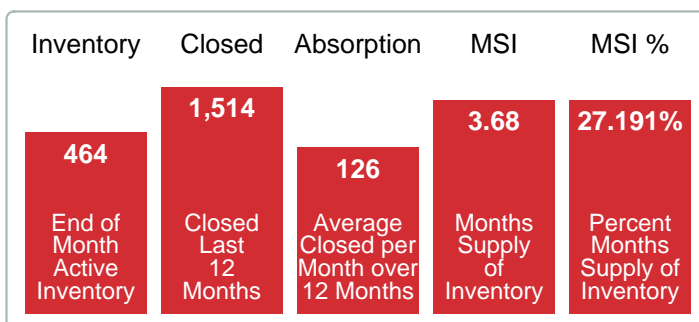
MONTHS SUPPLY of INVENTORY (MSI)

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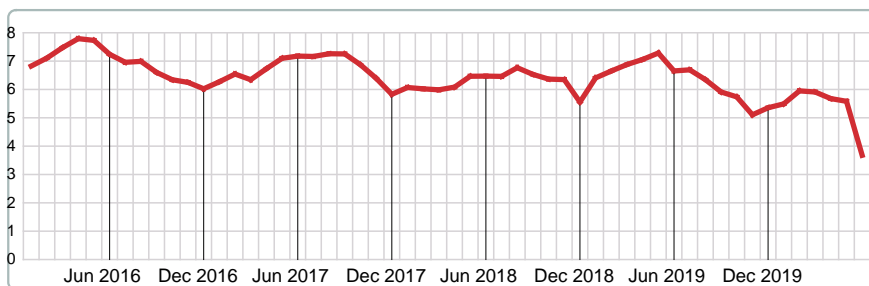
MSI FOR JUNE



INDICATORS FOR JUNE 2020

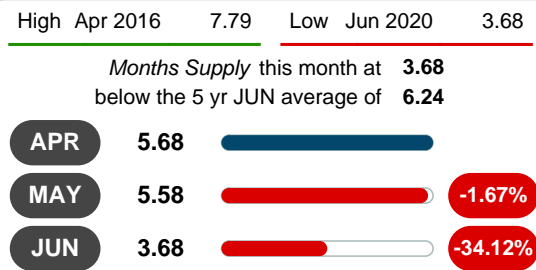


5 YEAR MARKET ACTIVITY TRENDS



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



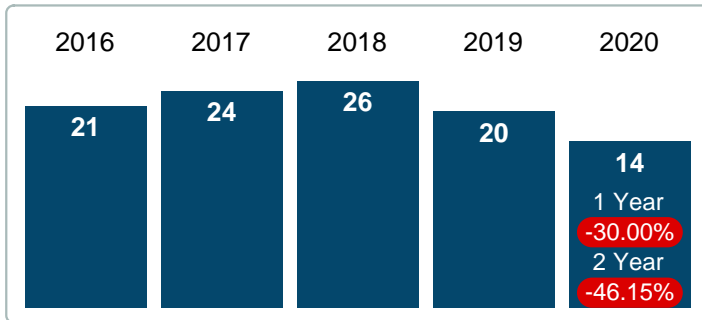
Area Delimited by County Of Wagoner



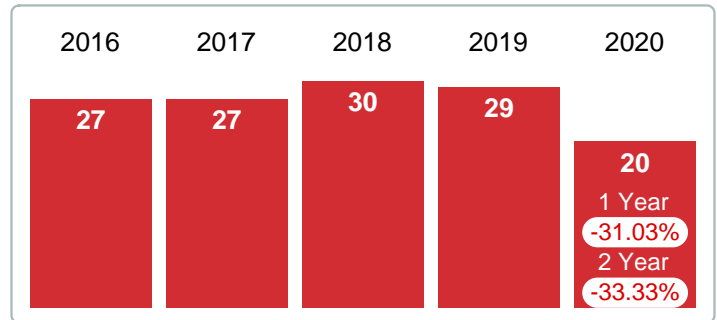
MEDIAN DAYS ON MARKET TO SALE

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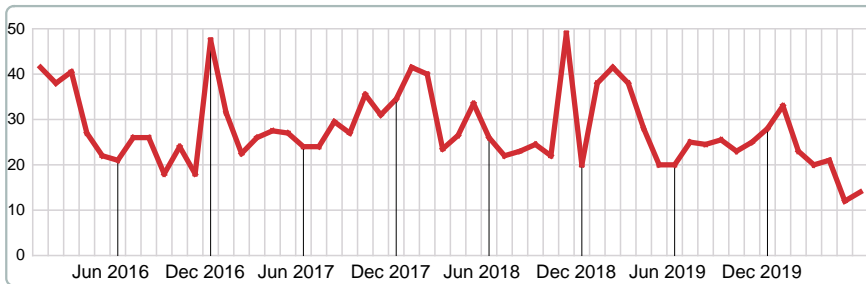
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 21

High Nov 2018 49 Low May 2020 12

Median Days on Market to Sale this month at 14 below the 5 yr JUN average of 21



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	11.18%	47	52	49	19	0
\$75,001 - \$100,000	6.21%	19	42	11	14	0
\$100,001 - \$150,000	18.63%	11	50	7	0	0
\$150,001 - \$175,000	17.39%	5	10	5	35	0
\$175,001 - \$225,000	19.88%	16	45	9	41	0
\$225,001 - \$300,000	14.91%	13	7	17	10	99
\$300,001 and up	11.80%	34	0	30	38	50
Median Closed DOM		14	46	7	21	62
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



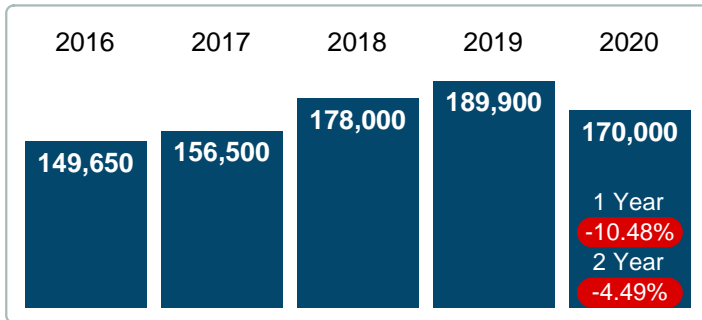
Area Delimited by County Of Wagoner



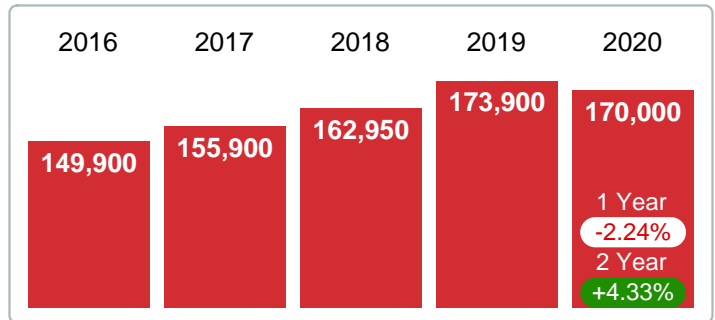
MEDIAN LIST PRICE AT CLOSING

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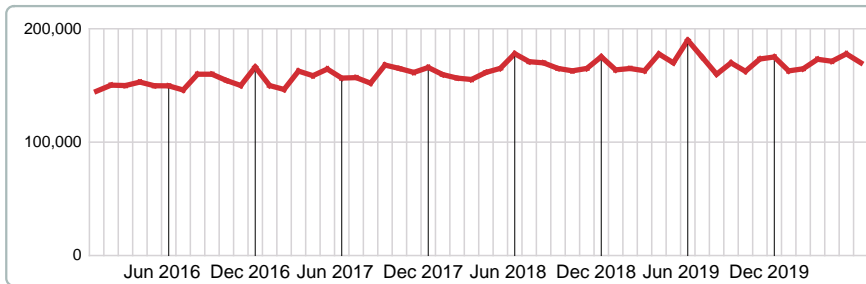
JUNE



YEAR TO DATE (YTD)

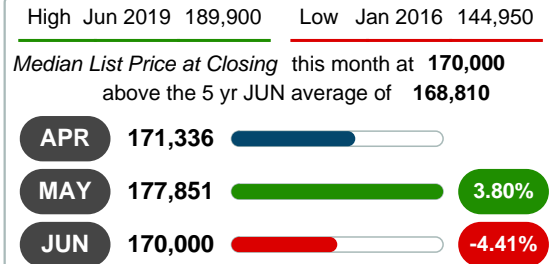


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 168,810



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	19	45,000	44,000	69,900	62,900	0
\$75,001 - \$100,000	8	85,500	93,450	79,900	79,500	0
\$100,001 - \$150,000	33	139,900	122,450	140,000	149,999	0
\$150,001 - \$175,000	25	165,000	152,900	165,000	165,950	0
\$175,001 - \$225,000	33	199,900	200,000	199,500	208,863	0
\$225,001 - \$300,000	23	249,900	255,000	249,900	255,773	240,500
\$300,001 and up	20	341,359	0	331,409	324,900	393,000
Median List Price		170,000	93,450	172,500	245,473	371,500
Total Closed Units		161	34	90	31	6
Total Closed Volume		30,624,383	3.14M	16.71M	8.03M	2.75M

June 2020



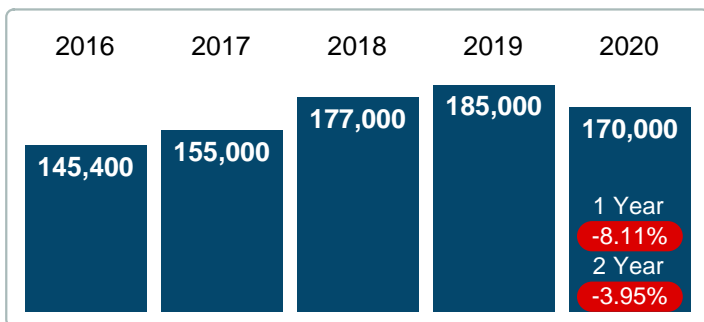
Area Delimited by County Of Wagoner



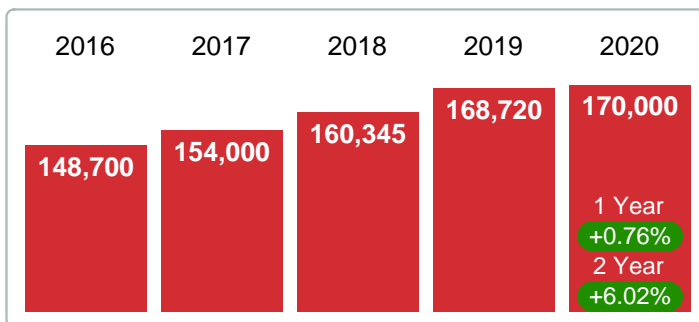
MEDIAN SOLD PRICE AT CLOSING

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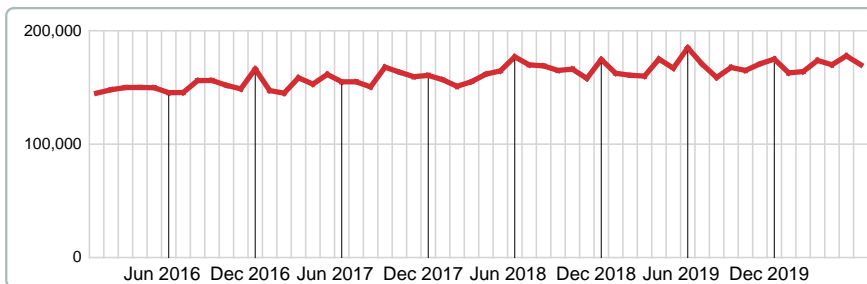
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 166,480

High Jun 2019 185,000 Low Feb 2017 144,950

Median Sold Price at Closing this month at **170,000**
 above the 5 yr JUN average of **166,480**

APR	170,000	
MAY	177,851	+4.62%
JUN	170,000	-4.41%

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	18	11.18%	40,000	40,000	41,750	60,000	0
\$75,001 - \$100,000	10	6.21%	89,500	93,250	79,900	85,000	0
\$100,001 - \$150,000	30	18.63%	130,000	121,000	136,250	0	0
\$150,001 - \$175,000	28	17.39%	164,419	160,000	165,000	163,000	0
\$175,001 - \$225,000	32	19.88%	200,000	200,000	199,700	201,816	0
\$225,001 - \$300,000	24	14.91%	250,464	263,000	249,950	256,487	233,000
\$300,001 and up	19	11.80%	337,818	0	337,818	313,150	393,000
Median Sold Price			170,000	91,250	170,000	244,500	371,500
Total Closed Units		100%	170,000	34	90	31	6
Total Closed Volume			30,158,303	3.03M	16.54M	7.95M	2.65M

June 2020



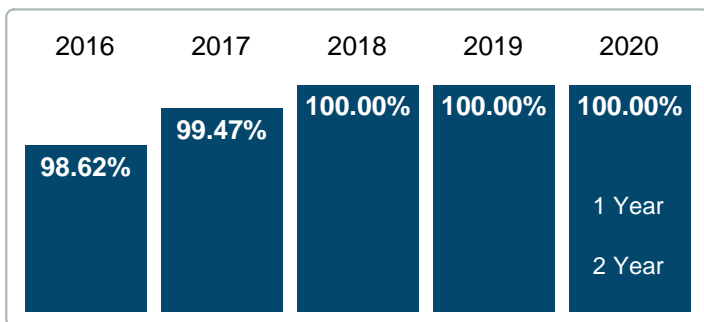
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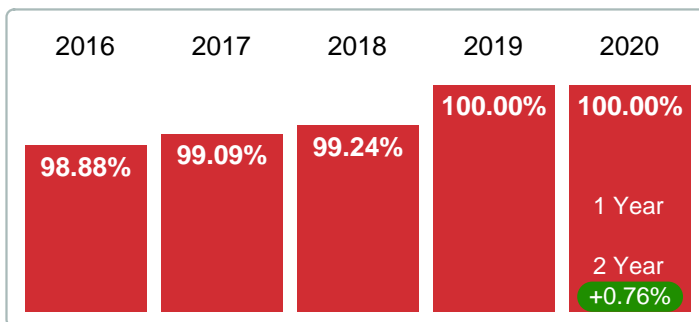
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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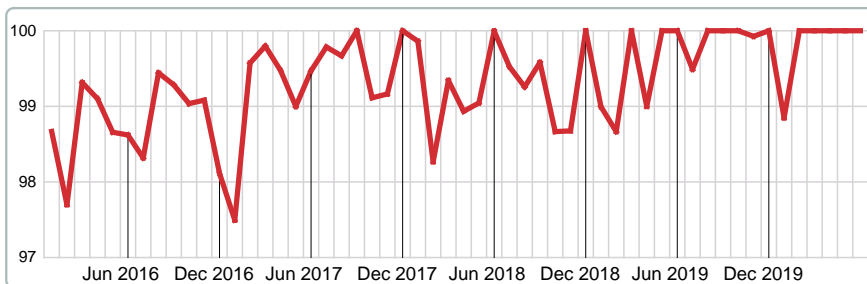
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

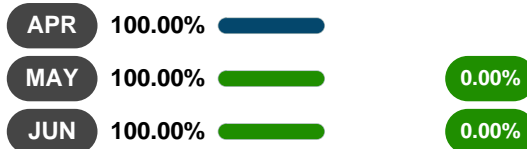


3 MONTHS

5 year JUN AVG = 99.62%

High Jun 2020 100.00% Low Jan 2017 97.49%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JUN average of 99.62%



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	18	11.18%	93.79%	92.19%	91.85%	95.39%	0.00%
\$75,001 - \$100,000	10	6.21%	98.74%	97.11%	100.00%	106.92%	0.00%
\$100,001 - \$150,000	30	18.63%	99.83%	96.72%	100.00%	0.00%	0.00%
\$150,001 - \$175,000	28	17.39%	100.00%	104.64%	100.00%	102.52%	0.00%
\$175,001 - \$225,000	32	19.88%	100.00%	100.00%	100.00%	100.00%	0.00%
\$225,001 - \$300,000	24	14.91%	100.00%	103.14%	99.79%	100.00%	96.88%
\$300,001 and up	19	11.80%	98.12%	0.00%	98.60%	97.17%	98.12%
Median Sold/List Ratio		100.00%		96.94%	100.00%	100.00%	97.50%
Total Closed Units		161	100%	34	90	31	6
Total Closed Volume		30,158,303		3.03M	16.54M	7.95M	2.65M

June 2020



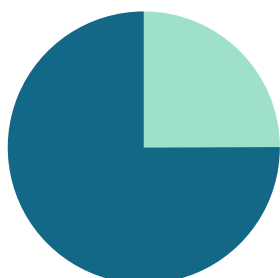
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY

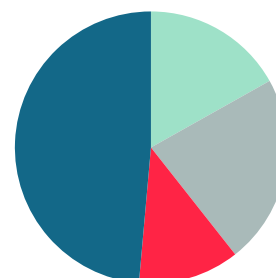


Inventory
 New Listings
231 = 24.95%
 Start Inventory
695
 Total Inventory Units
926
 Volume
\$218,373,612

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%
Median List Price	189,900	170,000	-10.48%	173,900	170,000	-2.24%
Median Sale Price	185,000	170,000	-8.11%	168,720	170,000	0.76%
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	20.00	14.00	-30.00%	29.00	20.00	-31.03%
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

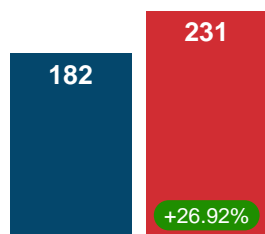
Inventory on June 30, 2020 = 464

2019 **2020**

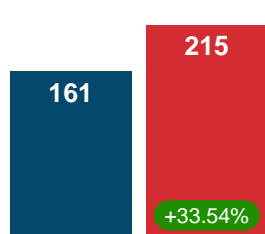
JUNE MARKET

MEDIAN PRICES

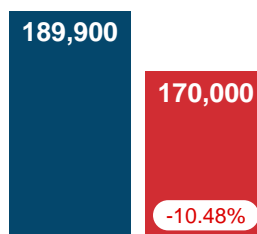
New Listings



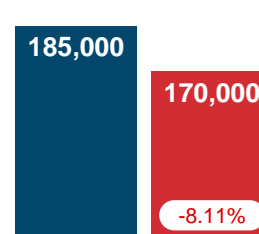
Pending Listings



List Price



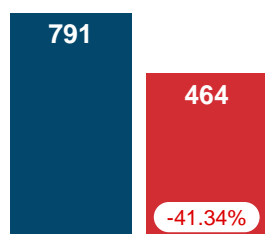
Sale Price



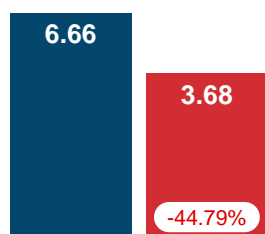
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

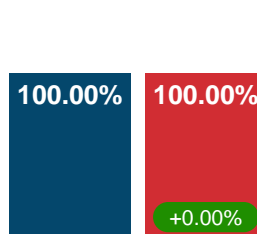
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

