

## June 2020



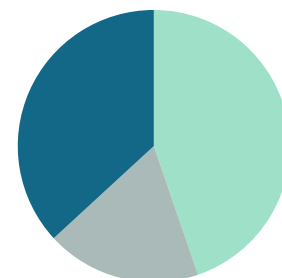
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) -  
Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	13	17	30.77%
Pending Listings	11	7	-36.36%
New Listings	13	21	61.54%
Average List Price	1,885	1,716	-9.01%
Average Sale Price	1,843	1,702	-7.65%
Average Percent of Selling Price to List Price	98.84%	99.15%	0.31%
Average Days on Market to Sale	48.85	10.00	-79.53%
End of Month Inventory	26	14	-46.15%
Months Supply of Inventory	2.81	1.49	-47.11%



■ Closed (44.74%)  
■ Pending (18.42%)  
■ Other OffMarket (0.00%)  
■ Active (36.84%)

**Absorption:** Last 12 months, an Average of **9** 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 **46.15%** to 14 existing homes available for sale. Over the last 12 months this area has had an average of 9 closed sales per month. This represents an unsold inventory index of **1.49** 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 **7.65%** in June 2020 to \$1,702 versus the previous year at \$1,843.

##### Average Days on Market Shortens

The average number of **10.00** days that homes spent on the market before selling decreased by 38.85 days or **79.53%** in June 2020 compared to last year's same month at **48.85** 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 21 New Listings in June 2020, up **61.54%** from last year at 13. Furthermore, there were 17 Closed Listings this month versus last year at 13, a **30.77%** increase.

Closed versus Listed trends yielded a **81.0%** ratio, down from previous year's, June 2019, at **100.0%**, a **19.05%** downswing. 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



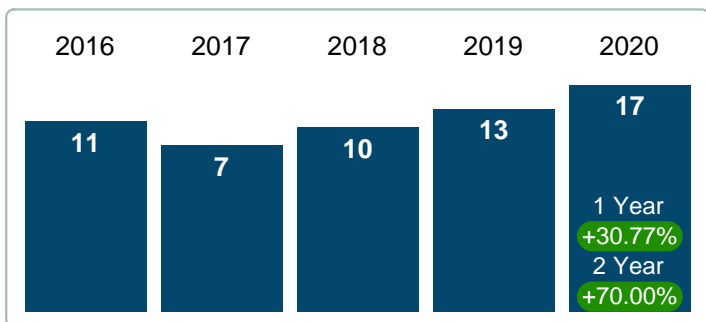
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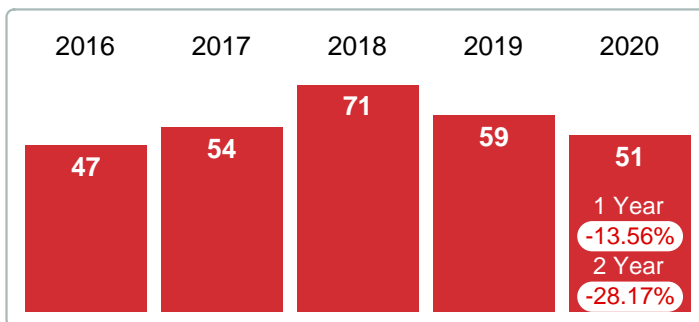
## CLOSED LISTINGS

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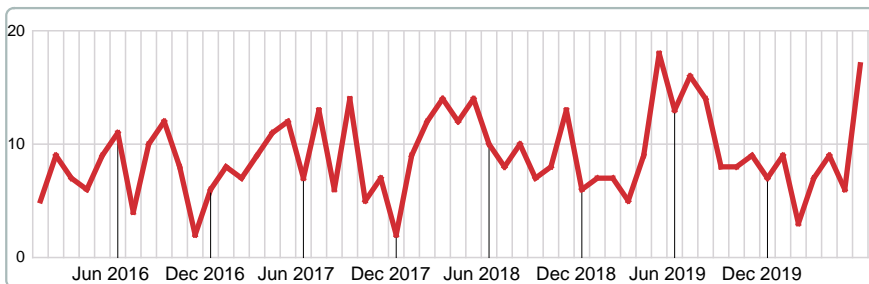
### JUNE



### YEAR TO DATE (YTD)

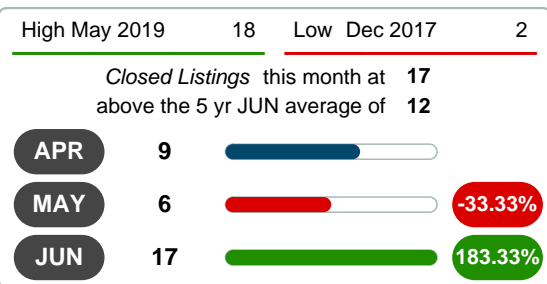


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 12



### 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	17	100.00%	10.0	0	9	7	1
<b>Total Closed Units</b>	<b>17</b>			<b>0</b>	<b>9</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>28,940</b>	<b>100%</b>	<b>10.0</b>	<b>0.00B</b>	<b>12.34K</b>	<b>14.31K</b>	<b>2,300</b>
<b>Average Closed Price</b>	<b>\$1,702</b>			<b>\$0</b>	<b>\$1,371</b>	<b>\$2,044</b>	<b>\$2,300</b>

# June 2020



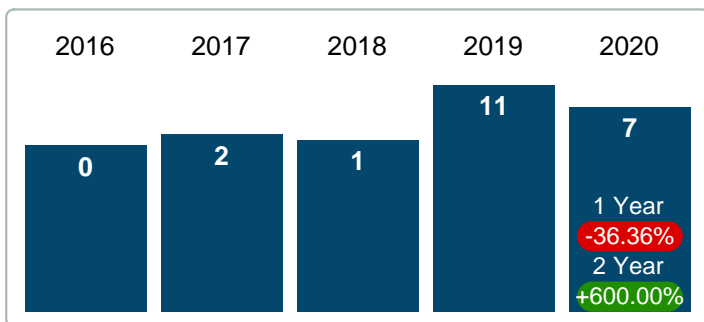
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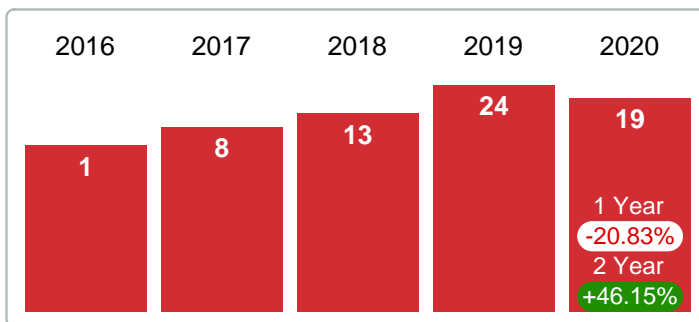
## PENDING LISTINGS

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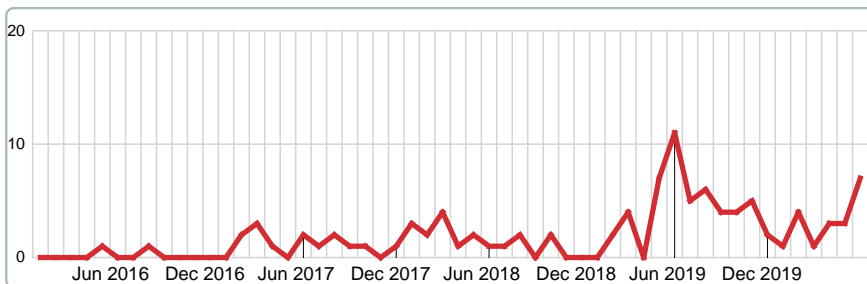
### JUNE



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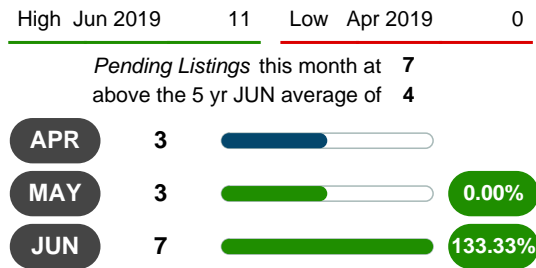


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 4



### 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	7	100.00%	12.6	0	4	2	1
<b>Total Pending Units</b>	<b>7</b>			<b>0</b>	<b>4</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>13,155</b>	<b>100%</b>	<b>12.6</b>	<b>0.00B</b>	<b>6,110</b>	<b>4,745</b>	<b>2,300</b>
<b>Average Listing Price</b>	<b>\$1,879</b>			<b>\$0</b>	<b>\$1,528</b>	<b>\$2,373</b>	<b>\$2,300</b>

# June 2020



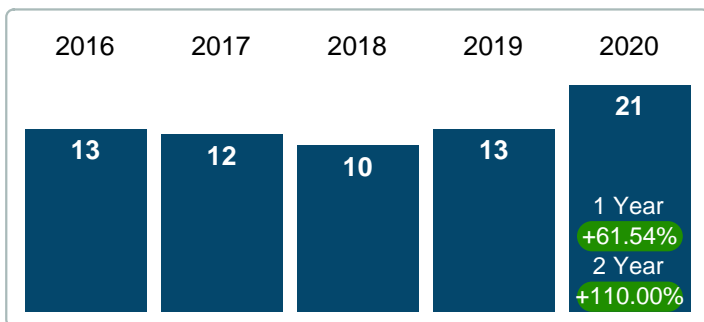
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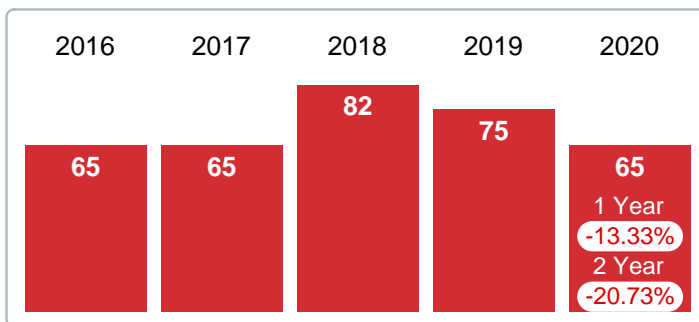
## NEW LISTINGS

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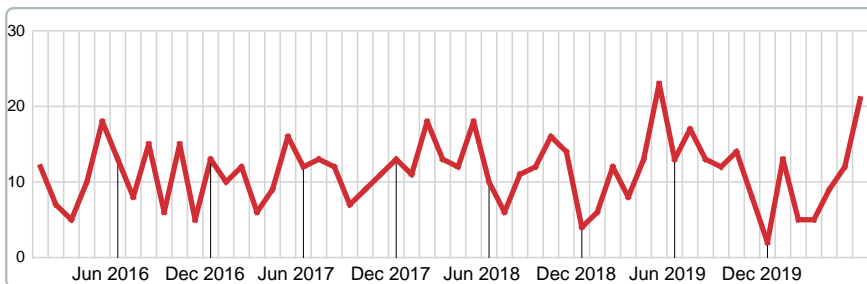
### JUNE



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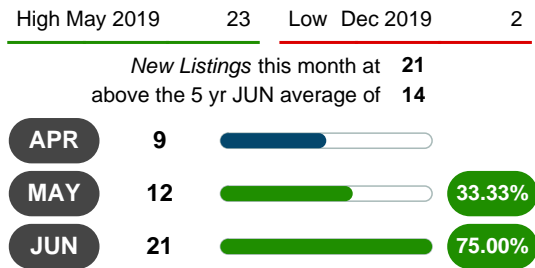


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 14



### 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 and up	21	100.00%	0	11	8	2
<b>Total New Listed Units</b>	<b>21</b>		<b>0</b>	<b>11</b>	<b>8</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>36,045</b>	<b>100%</b>	<b>0.00B</b>	<b>15.80K</b>	<b>15.15K</b>	<b>5,095</b>
<b>Average New Listed Listing Price</b>	<b>\$1,720</b>		<b>\$0</b>	<b>\$1,436</b>	<b>\$1,894</b>	<b>\$2,548</b>

# June 2020



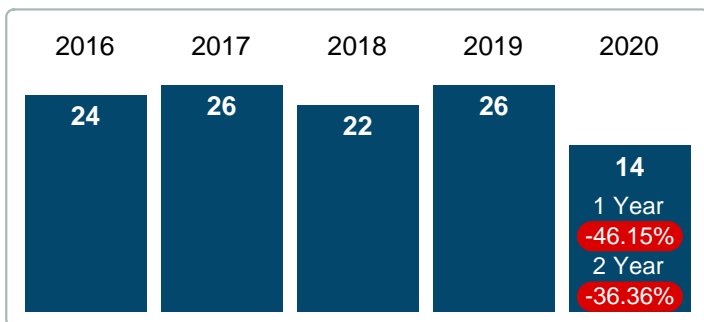
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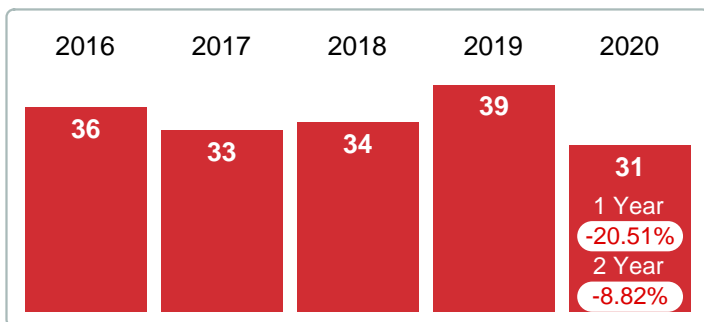
## ACTIVE INVENTORY

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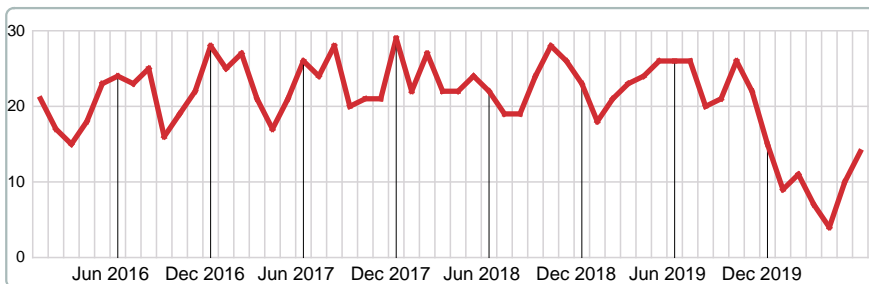
### END OF JUNE



### ACTIVE DURING JUNE

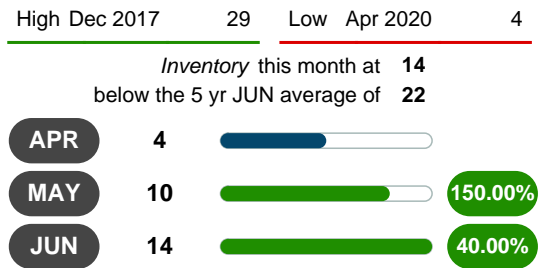


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 22



### 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%	31.6	0	9	3	2
Total Active Inventory by Units			14	0	9	3	2
Total Active Inventory by Volume			27,490	0.00B	16.56K	6,445	4,490
Average Active Inventory Listing Price			\$1,964	\$0	\$1,839	\$2,148	\$2,245

# June 2020



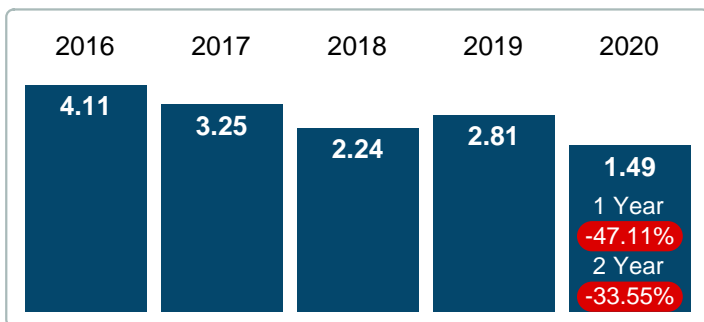
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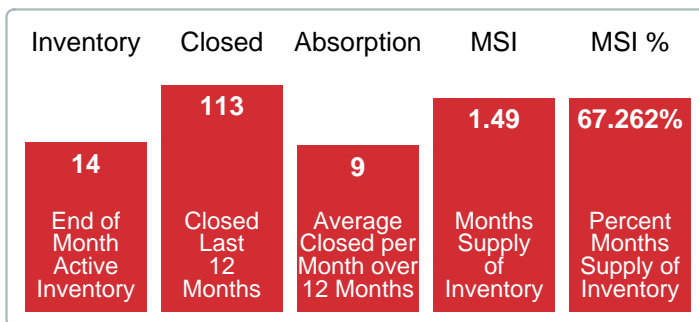
## MONTHS SUPPLY of INVENTORY (MSI)

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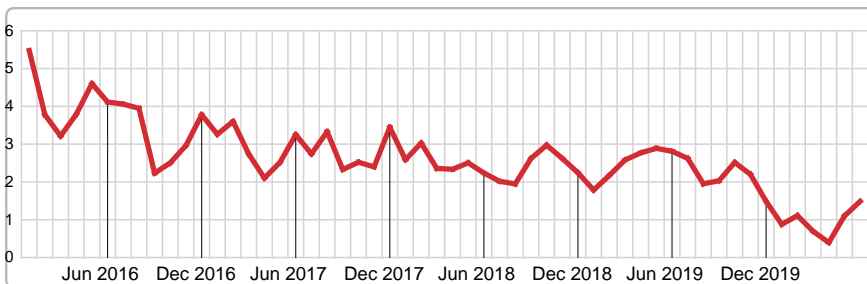
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020



### 5 YEAR MARKET ACTIVITY TRENDS

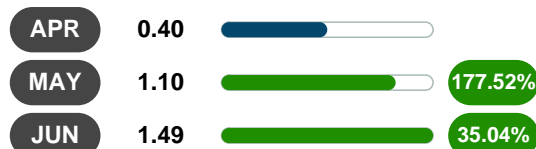


### 3 MONTHS

5 year JUN AVG = 2.78

High Jan 2016 5.48 Low Apr 2020 0.40

Months Supply this month at 1.49 below the 5 yr JUN average of 2.78



### 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%	1.49	0.00	1.64	1.03	3.00
Market Supply of Inventory (MSI)	1.49			0.00	1.64	1.03	3.00
Total Active Inventory by Units	14	100%	1.49	0	9	3	2

# June 2020



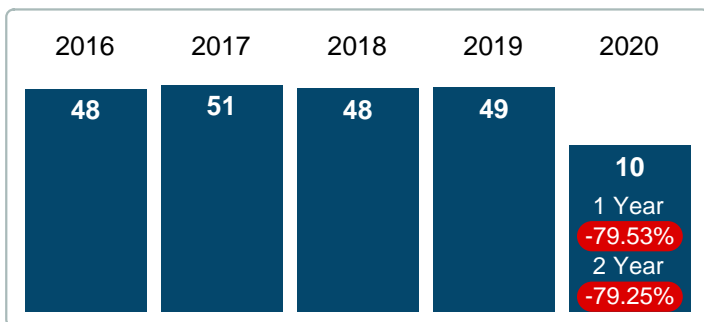
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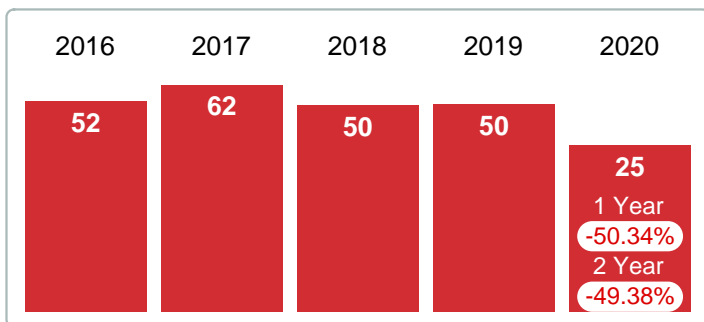
## AVERAGE DAYS ON MARKET TO SALE

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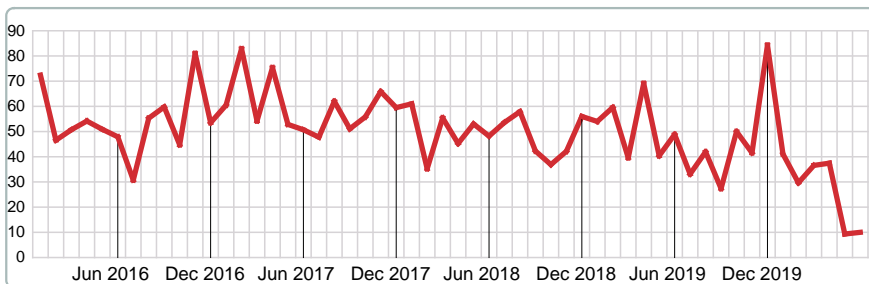
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

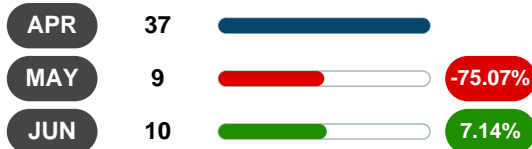


### 3 MONTHS

5 year JUN AVG = 41

High Dec 2019 84 Low May 2020 9

Average Days on Market to Sale this month at 10 below the 5 yr JUN average of 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
\$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	17	100.00%	10	0	7	12	18
Average Closed DOM			10	0	7	12	18
Total Closed Units		100%	10		9	7	1
Total Closed Volume			28,940	0.00B	12.34K	14.31K	2,300

# June 2020



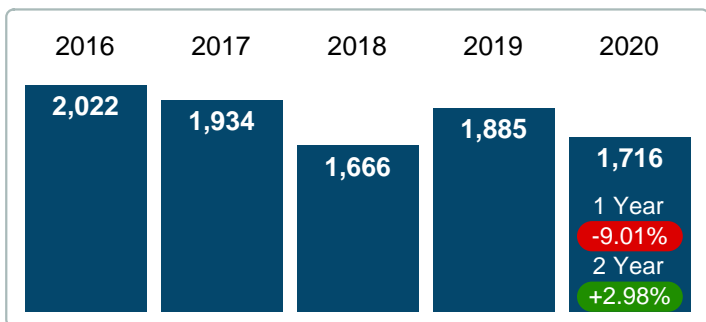
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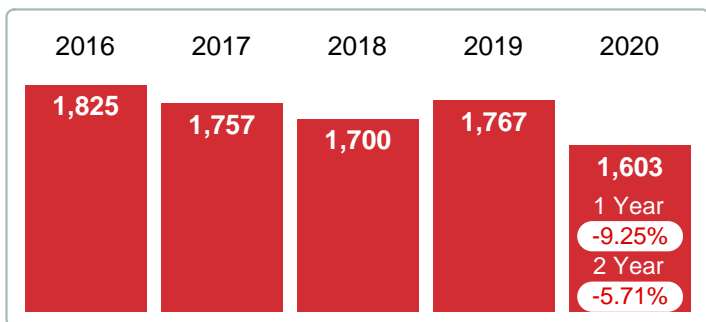
## AVERAGE LIST PRICE AT CLOSING

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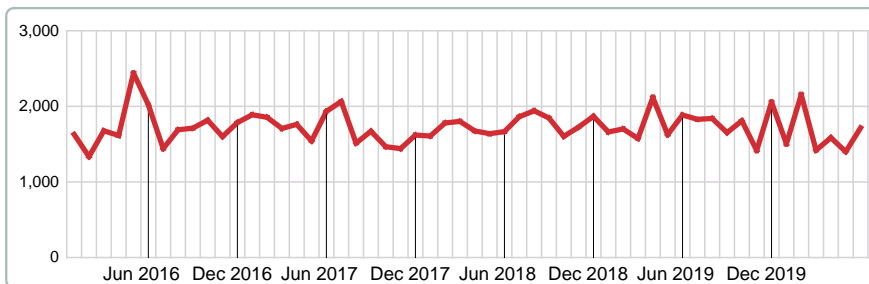
### JUNE



### YEAR TO DATE (YTD)

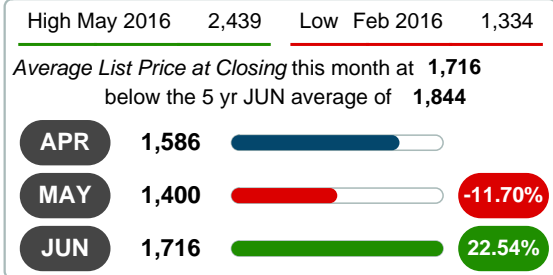


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,844



### 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	17	100.00%	1,716	0	1,396	2,044	2,300
Average List Price			1,716	0	1,396	2,044	2,300
Total Closed Units		100%	1,716		9	7	1
Total Closed Volume			29,165	0.00B	12.56K	14.31K	2,300



# June 2020



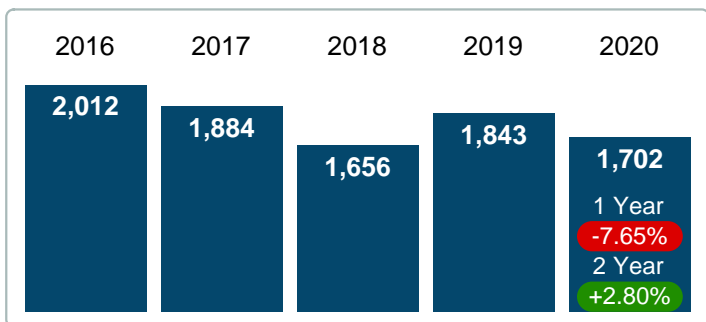
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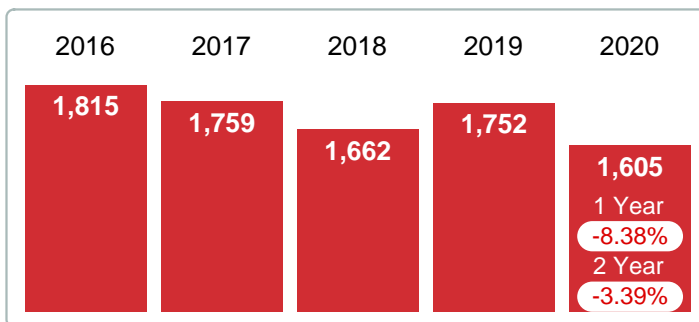
## AVERAGE SOLD PRICE AT CLOSING

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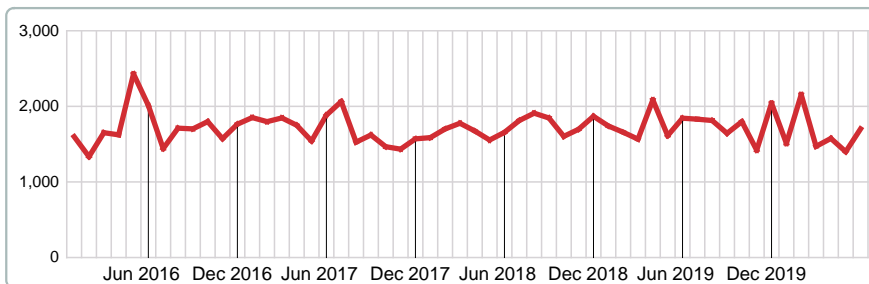
### JUNE



### YEAR TO DATE (YTD)

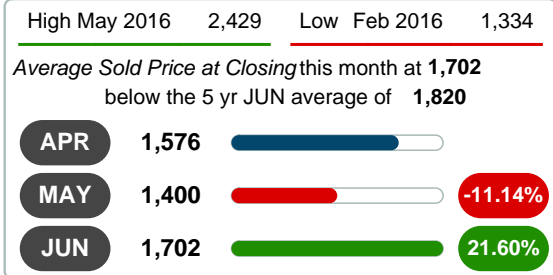


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,820



### 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	17	100.00%	1,702	0	1,371	2,044	2,300
Average Sold Price			1,702	0	1,371	2,044	2,300
Total Closed Units		100%	1,702		9	7	1
Total Closed Volume			28,940	0.00B	12.34K	14.31K	2,300

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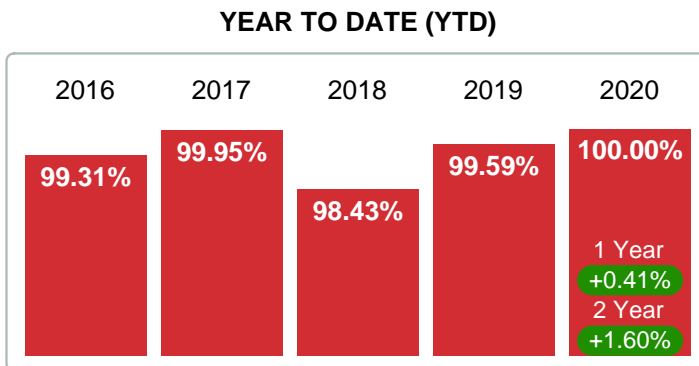
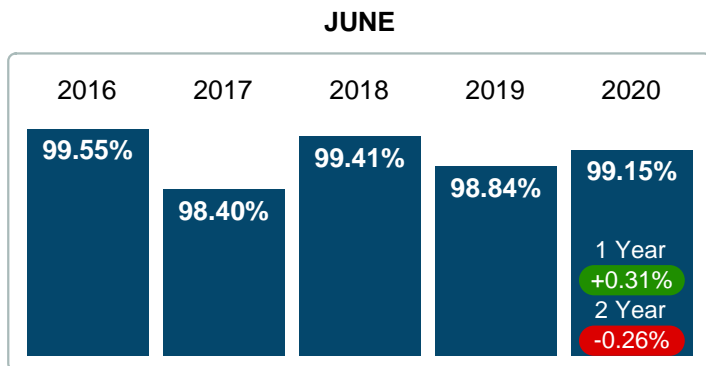


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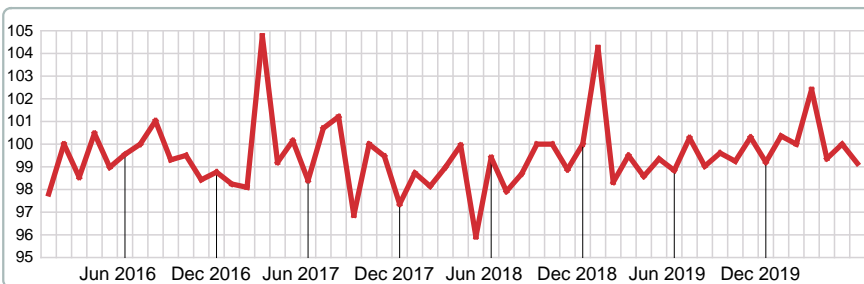


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS

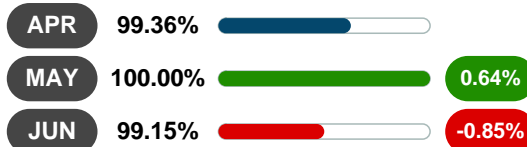


### 3 MONTHS

5 year JUN AVG = 99.07%

High Mar 2017 104.78% Low May 2018 95.92%

Average Sold/List Ratio this month at **99.15%** equal to 5 yr JUN average of **99.07%**



### 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	17	100.00%	99.15%	0.00%	98.39%	100.00%	100.00%
Average Sold/List Ratio		99.10%		0.00%	98.39%	100.00%	100.00%
Total Closed Units		17	100%		9	7	1
Total Closed Volume		28,940		0.00B	12.34K	14.31K	2,300

# June 2020



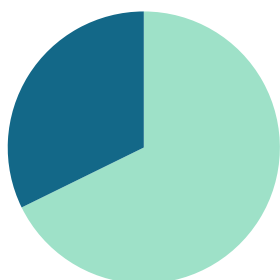
Area Delimited by County Of Tulsa; School District Bixby - Sch Dist (4) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

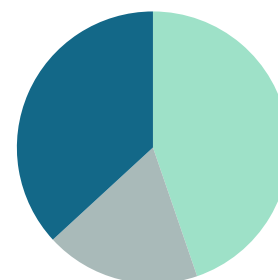


**Inventory**  
 New Listings  
**21 = 67.74%**  
 Start Inventory  
**10**  
 Total Inventory Units  
**31**  
 Volume  
**\$56,655**

### Market Activity

Closed Sales  
**17 = 44.74%**  
 Pending Sales  
**7 = 18.42%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**14 = 36.84%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	13	17	30.77%	59	51	-13.56%
Pending Sales	11	7	-36.36%	24	19	-20.83%
New Listings	13	21	61.54%	75	65	-13.33%
Average List Price	1,885	1,716	-9.01%	1,767	1,603	-9.25%
Average Sale Price	1,843	1,702	-7.65%	1,752	1,605	-8.38%
Average Percent of Selling Price to List Price	98.84%	99.15%	0.31%	99.59%	100.00%	0.41%
Average Days on Market to Sale	48.85	10.00	-79.53%	50.46	25.06	-50.34%
Monthly Inventory	26	14	-46.15%	26	14	-46.15%
Months Supply of Inventory	2.81	1.49	-47.11%	2.81	1.49	-47.11%

**Absorption:** Last 12 months, an Average of **9** Sales/Month

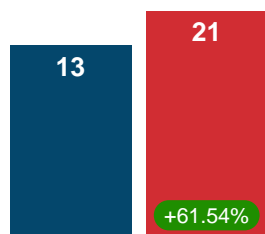
**Inventory on June 30, 2020 = 14**

**2019** **2020**

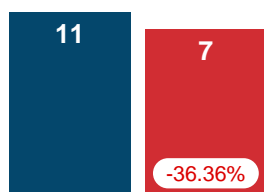
### JUNE MARKET

### AVERAGE PRICES

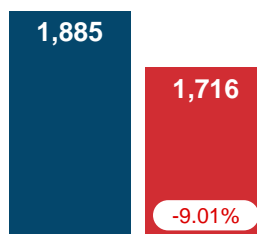
#### New Listings



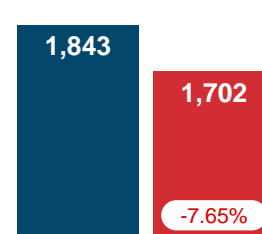
#### Pending Listings



#### List Price



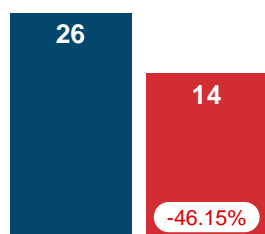
#### Sale Price



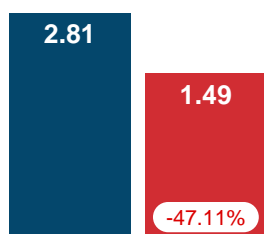
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

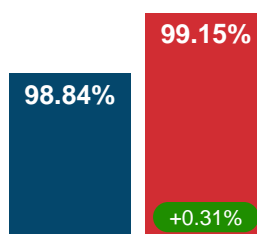
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

