

June 2020

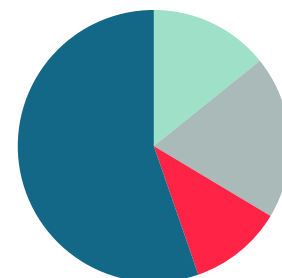
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	54	55	1.85%
Pending Listings	58	75	29.31%
New Listings	85	88	3.53%
Median List Price	162,450	149,900	-7.73%
Median Sale Price	163,200	145,900	-10.60%
Median Percent of Selling Price to List Price	98.21%	96.95%	-1.28%
Median Days on Market to Sale	32.50	38.00	16.92%
End of Month Inventory	334	214	-35.93%
Months Supply of Inventory	7.68	4.54	-40.91%



■ Closed (14.21%)
■ Pending (19.38%)
■ Other OffMarket (11.11%)
■ Active (55.30%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of June 30, 2020 = **214**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **35.93%** to 214 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **4.54** 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 **10.60%** in June 2020 to \$145,900 versus the previous year at \$163,200.

Median Days on Market Lengthens

The median number of **38.00** days that homes spent on the market before selling increased by 5.50 days or **16.92%** in June 2020 compared to last year's same month at **32.50** DOM.

Sales Success for June 2020 is Positive

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

There were 88 New Listings in June 2020, up **3.53%** from last year at 85. Furthermore, there were 55 Closed Listings this month versus last year at 54, a **1.85%** increase.

Closed versus Listed trends yielded a **62.5%** ratio, down from previous year's, June 2019, at **63.5%**, a **1.62%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

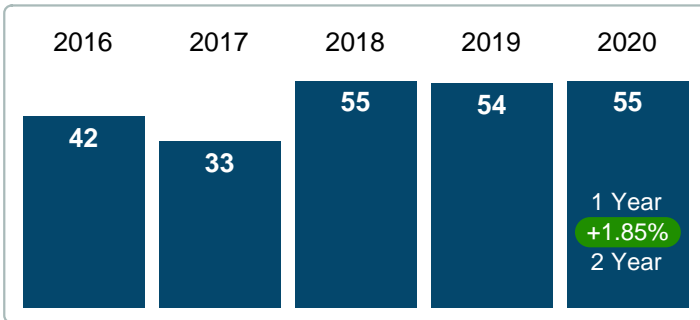
Area Delimited by County Of Bryan



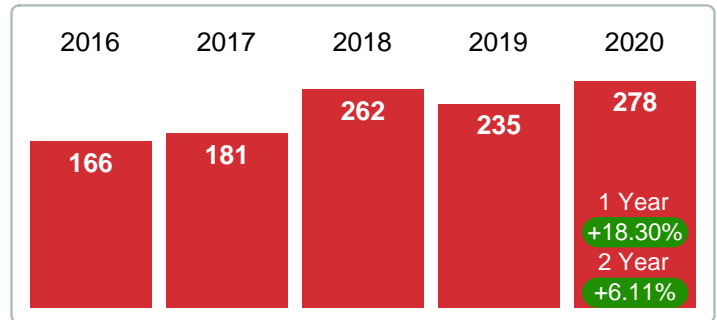
CLOSED LISTINGS

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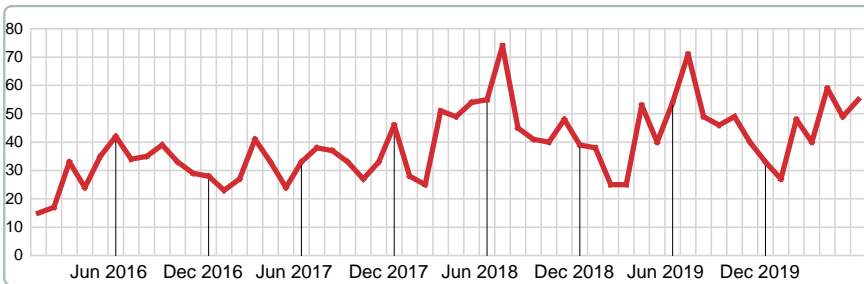
JUNE



YEAR TO DATE (YTD)

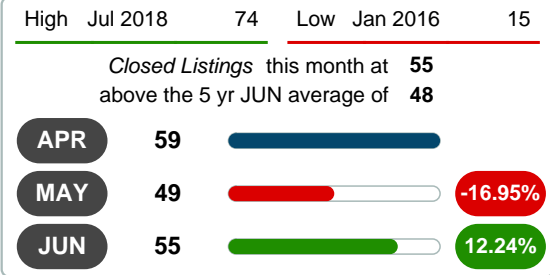


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	3.64%	100.0	2	0	0	0
\$20,001 - \$80,000	9	16.36%	67.0	7	2	0	0
\$80,001 - \$100,000	10	18.18%	18.0	7	2	1	0
\$100,001 - \$190,000	14	25.45%	20.5	5	6	3	0
\$190,001 - \$230,000	8	14.55%	6.0	0	4	4	0
\$230,001 - \$380,000	6	10.91%	100.0	1	1	4	0
\$380,001 and up	6	10.91%	48.5	0	1	3	2
Total Closed Units	55			22	16	15	2
Total Closed Volume	10,377,350	100%	38.0	1.89M	2.86M	4.82M	798.00K
Median Closed Price	\$145,900			\$87,500	\$162,500	\$230,000	\$399,000

June 2020



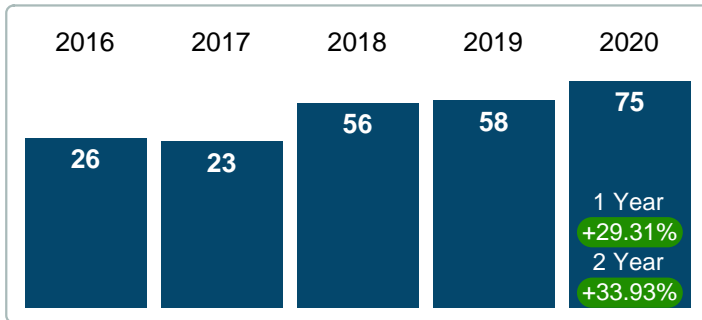
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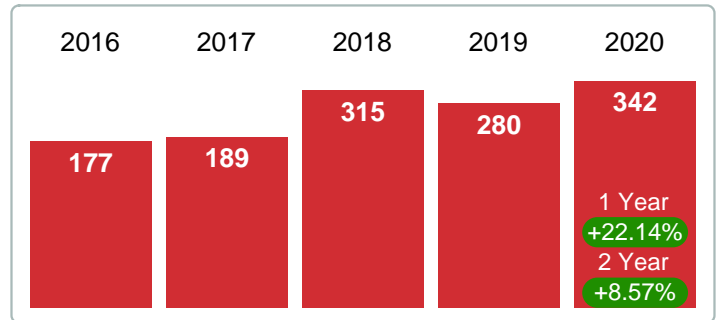
PENDING LISTINGS

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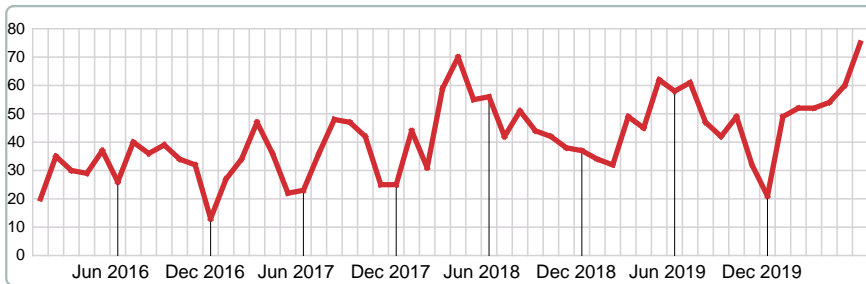
JUNE



YEAR TO DATE (YTD)

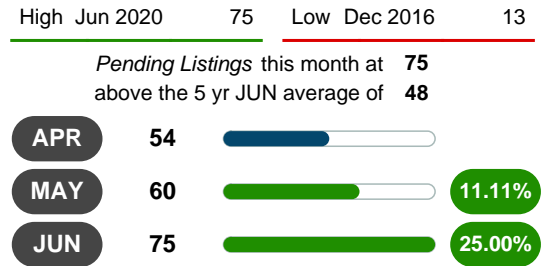


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 48



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	48.5	0	0	0	0
\$10,001 - \$50,000	16	21.33%	17.5	14	1	1	0
\$50,001 - \$90,000	12	16.00%	13.5	9	3	0	0
\$90,001 - \$170,000	17	22.67%	10.0	6	9	2	0
\$170,001 - \$220,000	13	17.33%	6.0	2	10	1	0
\$220,001 - \$320,000	9	12.00%	3.0	1	4	4	0
\$320,001 and up	8	10.67%	65.0	2	3	3	0
Total Pending Units	75			34	30	11	0
Total Pending Volume	13,584,702	100%	13.0	3.23M	6.00M	4.35M	0.00B
Median Listing Price	\$149,900			\$76,000	\$186,950	\$229,000	\$0

June 2020



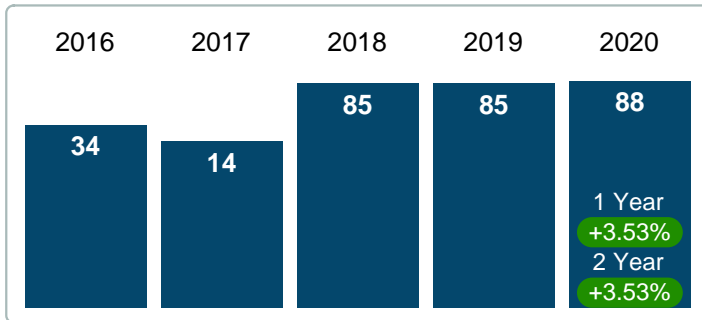
Area Delimited by County Of Bryan



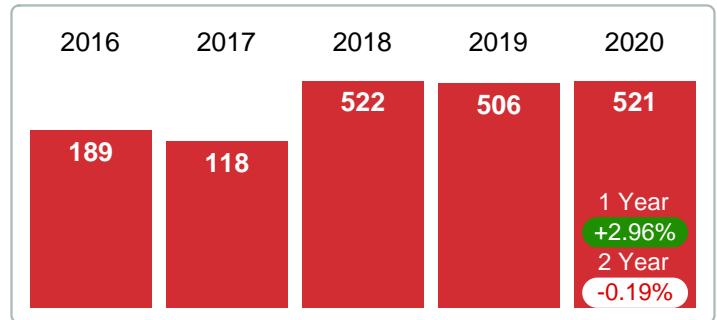
NEW LISTINGS

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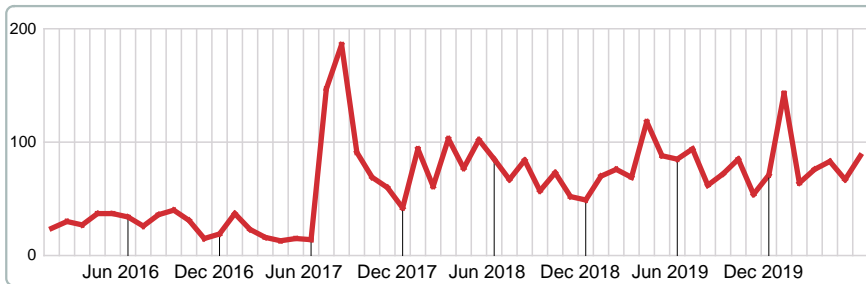
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 61

High Aug 2017 186 Low Apr 2017 13

New Listings this month at **88**
above the 5 yr JUN average of **61**



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-\$50,000	17	19.32%	16	1	0	0
\$50,001-\$100,000	12	13.64%	9	3	0	0
\$100,001-\$175,000	18	20.45%	5	11	2	0
\$175,001-\$225,000	18	20.45%	2	13	3	0
\$225,001-\$450,000	14	15.91%	4	6	3	1
\$450,001 and up	9	10.23%	4	2	1	2
Total New Listed Units	88		40	36	9	3
Total New Listed Volume	20,152,268	100%	6.47M	7.31M	4.00M	2.37M
Median New Listed Listing Price	\$165,500		\$80,000	\$188,900	\$221,000	\$464,900

June 2020



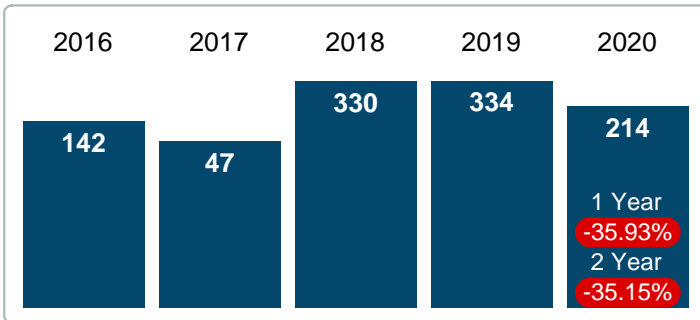
Area Delimited by County Of Bryan



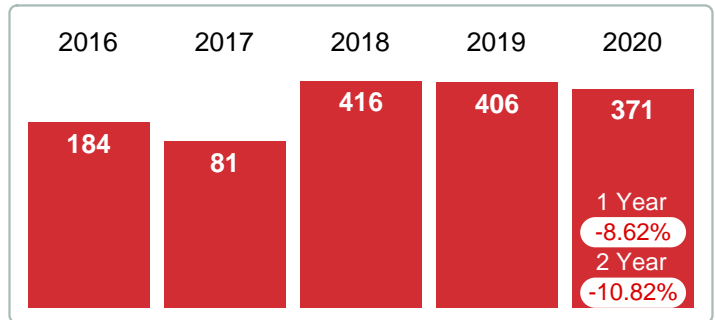
ACTIVE INVENTORY

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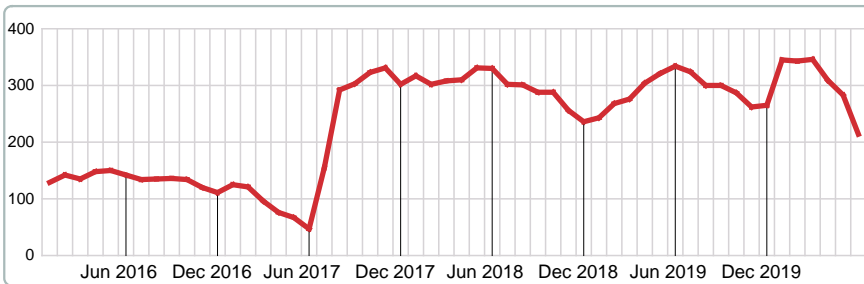
END OF JUNE



ACTIVE DURING JUNE

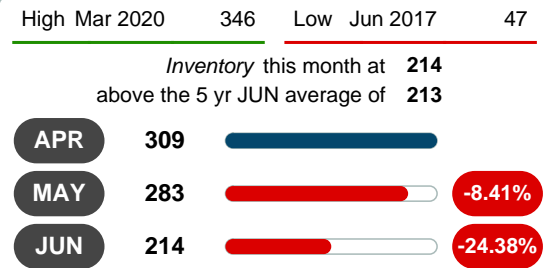


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 213



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%	65.0	0	0	0	0
\$1-\$25,000	30	14.02%	166.0	30	0	0	0
\$25,001-\$75,000	42	19.63%	89.5	35	7	0	0
\$75,001-\$225,000	62	28.97%	46.0	25	29	6	2
\$225,001-\$350,000	30	14.02%	93.0	10	14	4	2
\$350,001-\$600,000	30	14.02%	89.0	12	6	6	6
\$600,001 and up	20	9.35%	63.0	10	3	3	4
Total Active Inventory by Units		214		122	59	19	14
Total Active Inventory by Volume		55,382,993	100%	24.01M	14.80M	8.08M	8.49M
Median Active Inventory Listing Price		\$165,000		\$68,500	\$199,500	\$299,000	\$457,450

June 2020



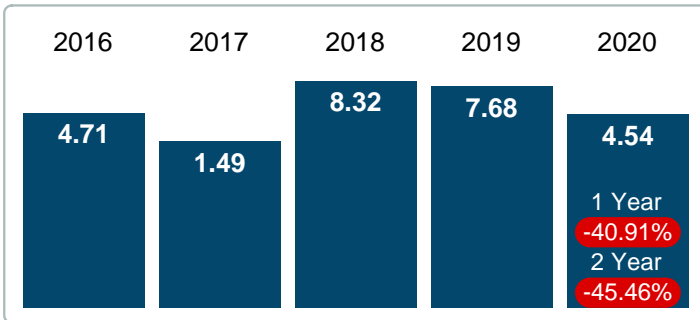
Area Delimited by County Of Bryan



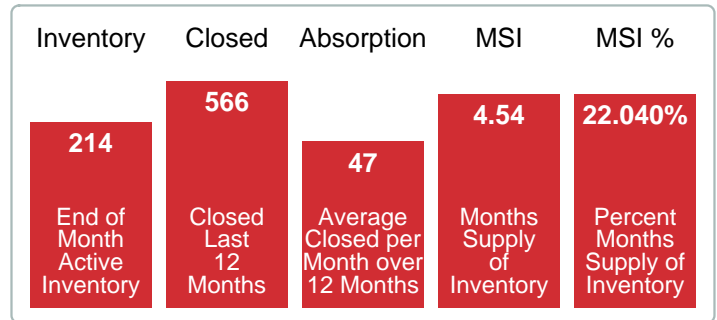
MONTHS SUPPLY of INVENTORY (MSI)

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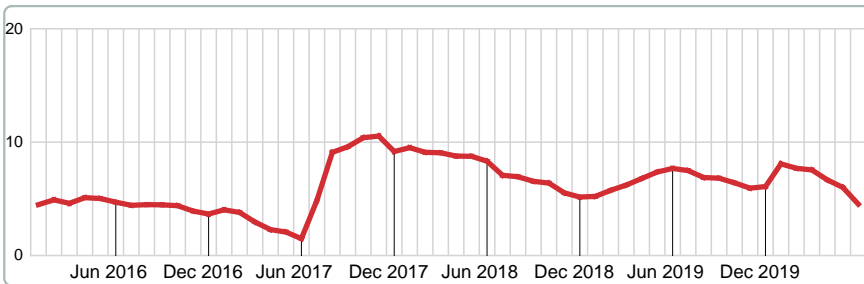
MSI FOR JUNE



INDICATORS FOR JUNE 2020

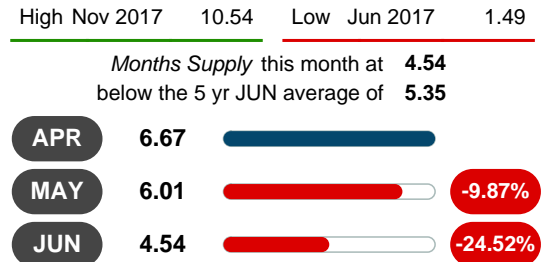


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 5.35



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%	0.00	0.00	0.00	0.00	0.00
\$1-\$25,000	30	14.02%	13.33	14.40	0.00	0.00	0.00
\$25,001-\$75,000	42	19.63%	7.00	9.55	3.36	0.00	0.00
\$75,001-\$225,000	62	28.97%	2.15	4.55	1.53	1.50	6.00
\$225,001-\$350,000	30	14.02%	4.39	15.00	4.10	1.66	6.00
\$350,001-\$600,000	30	14.02%	12.41	144.00	10.29	5.14	10.29
\$600,001 and up	20	9.35%	24.00	120.00	18.00	7.20	24.00
Market Supply of Inventory (MSI)	4.54			10.10	2.32	2.33	9.33
Total Active Inventory by Units	214	100%	4.54	122	59	19	14

June 2020



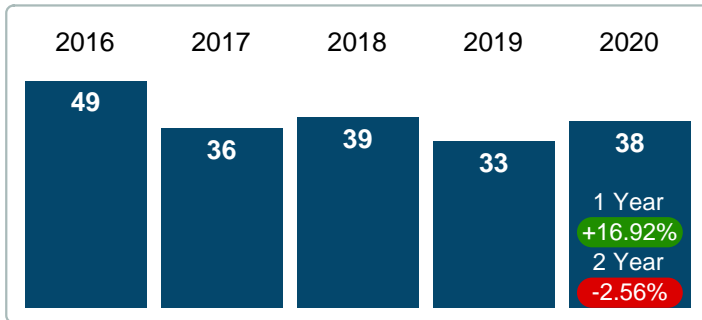
Area Delimited by County Of Bryan



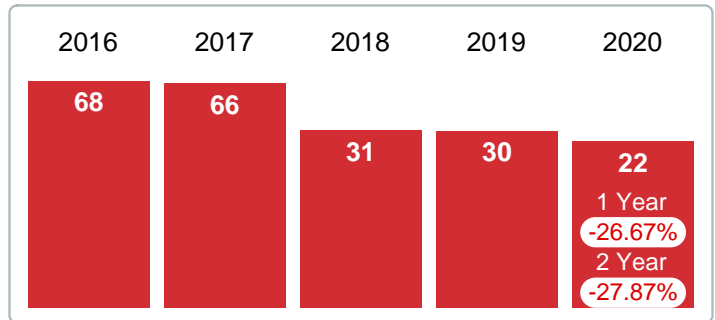
MEDIAN DAYS ON MARKET TO SALE

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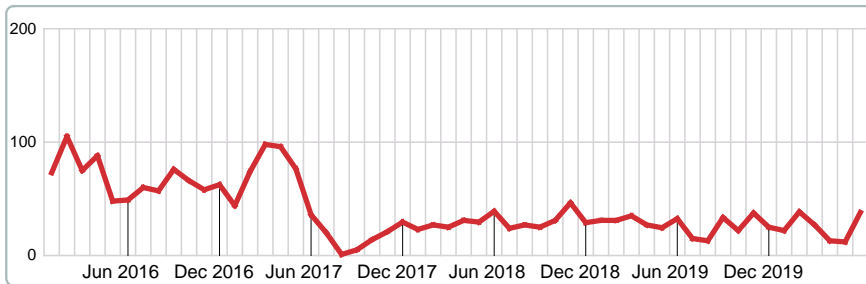
JUNE



YEAR TO DATE (YTD)

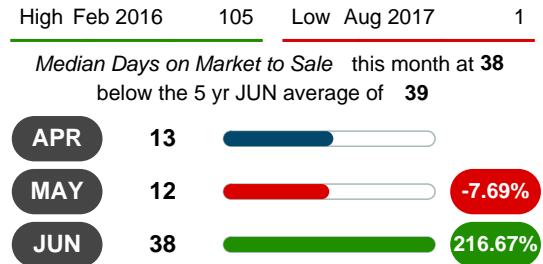


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 39



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
\$20,000 and less	2	3.64%	100	100	0	0	0
\$20,001 - \$80,000	9	16.36%	67	51	91	0	0
\$80,001 - \$100,000	10	18.18%	18	18	41	59	0
\$100,001 - \$190,000	14	25.45%	21	38	6	14	0
\$190,001 - \$230,000	8	14.55%	6	0	49	6	0
\$230,001 - \$380,000	6	10.91%	100	140	119	51	0
\$380,001 and up	6	10.91%	49	0	1	45	110
Median Closed DOM			38	45	17	14	110
Total Closed Units		100%	55	22	16	15	2
Total Closed Volume			10,377,350	1.89M	2.86M	4.82M	798.00K

June 2020



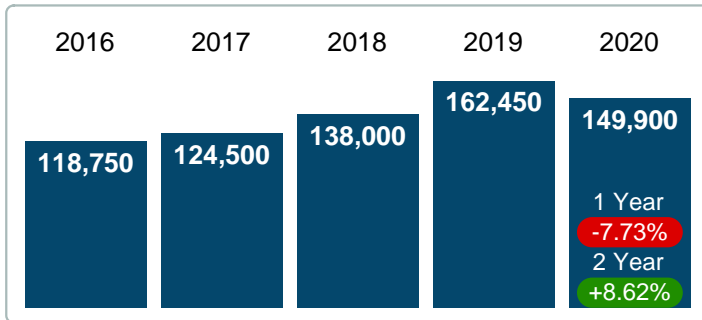
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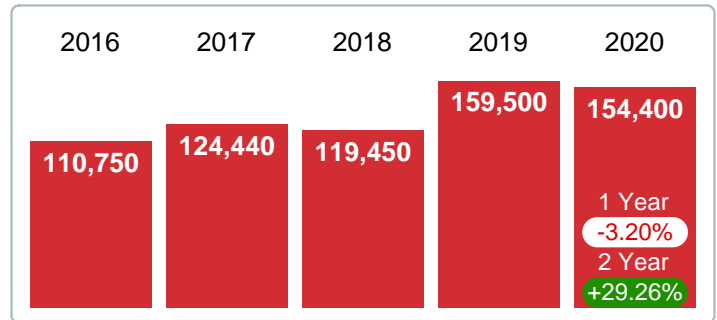
MEDIAN LIST PRICE AT CLOSING

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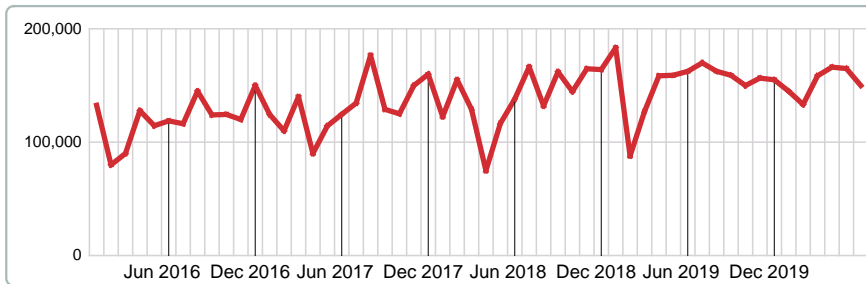
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

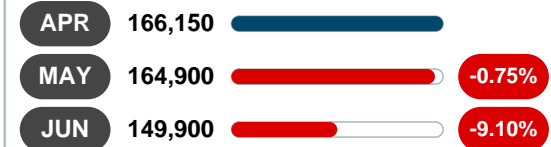


3 MONTHS

5 year JUN AVG = 138,720

High Jan 2019 183,200 Low Apr 2018 74,900

Median List Price at Closing this month at **149,900**
above the 5 yr JUN average of **138,720**



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
\$20,000 and less	3.64%	16,250	16,250	0	0	0
\$20,001 - \$80,000	14.55%	27,450	25,000	52,400	0	0
\$80,001 - \$100,000	18.18%	92,750	93,500	93,100	89,999	0
\$100,001 - \$190,000	25.45%	148,950	141,500	157,450	147,000	0
\$190,001 - \$230,000	16.36%	214,900	0	212,700	219,900	0
\$230,001 - \$380,000	10.91%	284,950	339,000	284,900	272,450	0
\$380,001 and up	10.91%	430,000	0	650,000	425,000	429,950
Median List Price		149,900	92,750	167,500	230,000	429,950
Total Closed Units	100%	149,900	22	16	15	2
Total Closed Volume		10,840,899	2.05M	2.98M	4.95M	859.90K

June 2020



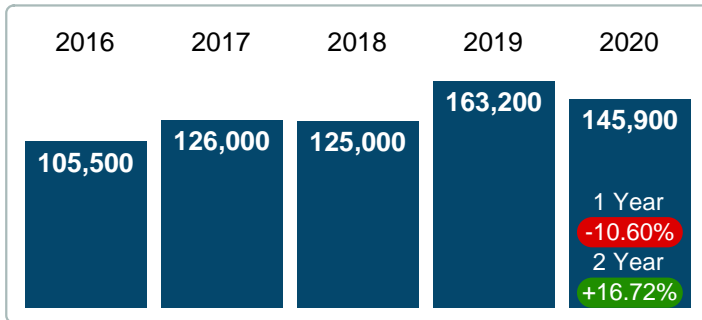
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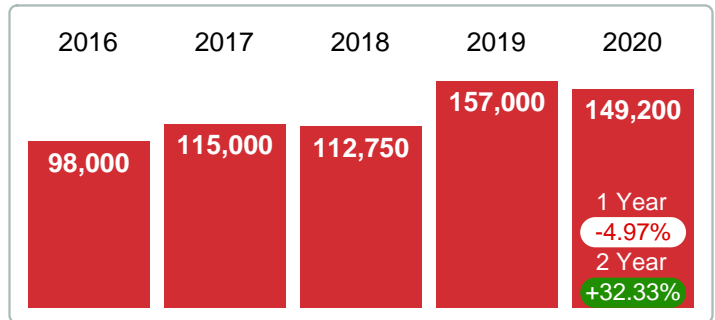
MEDIAN SOLD PRICE AT CLOSING

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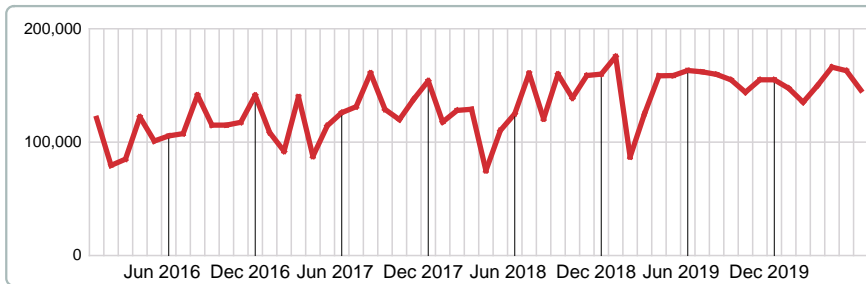
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

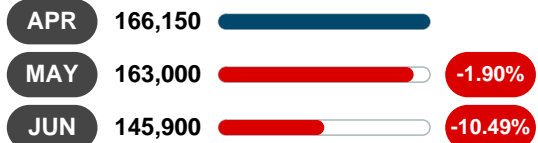


3 MONTHS

5 year JUN AVG = 133,120

High Jan 2019 175,500 Low Apr 2018 74,900

Median Sold Price at Closing this month at **145,900**
above the 5 yr JUN average of **133,120**



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
\$20,000 and less	3.64%	14,750	14,750	0	0	0
\$20,001 - \$80,000	16.36%	28,000	24,750	42,600	0	0
\$80,001 - \$100,000	18.18%	91,500	93,000	92,150	81,000	0
\$100,001 - \$190,000	25.45%	146,950	130,000	150,450	165,000	0
\$190,001 - \$230,000	14.55%	210,250	0	210,250	214,500	0
\$230,001 - \$380,000	10.91%	273,500	315,500	262,000	267,000	0
\$380,001 and up	10.91%	399,000	0	600,000	390,000	399,000
Median Sold Price		145,900	87,500	162,500	230,000	399,000
Total Closed Units	100%	145,900	22	16	15	2
Total Closed Volume		10,377,350	1.89M	2.86M	4.82M	798.00K

June 2020



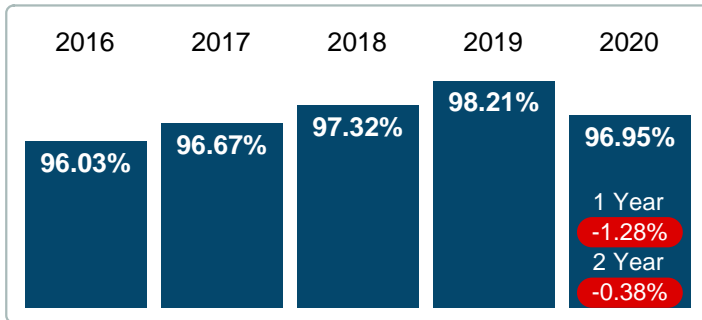
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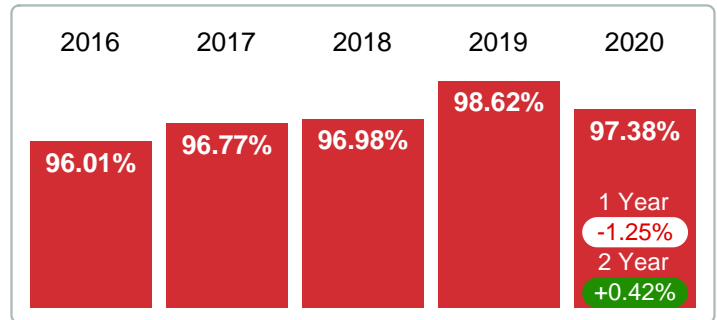
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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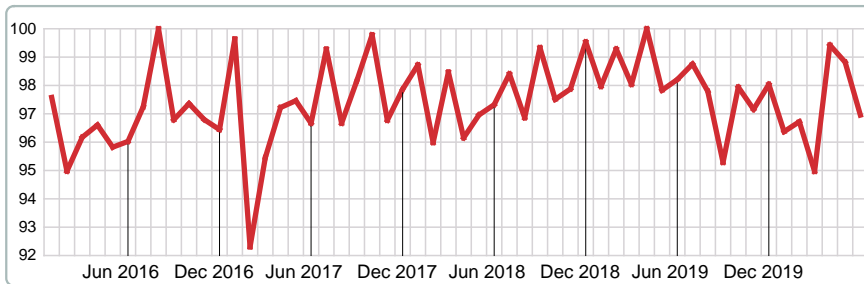
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

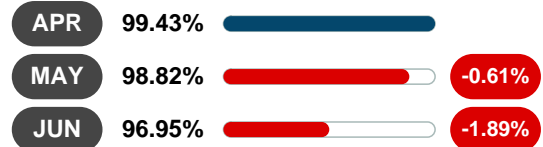


3 MONTHS

5 year JUN AVG = 97.04%

High Apr 2019 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **96.95%**
equal to 5 yr JUN average of **97.04%**



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
\$20,000 and less	2	3.64%	90.24%	90.24%	0.00%	0.00%	0.00%
\$20,001 - \$80,000	9	16.36%	94.12%	98.00%	81.72%	0.00%	0.00%
\$80,001 - \$100,000	10	18.18%	92.31%	92.39%	93.36%	90.00%	0.00%
\$100,001 - \$190,000	14	25.45%	98.72%	89.92%	100.00%	97.44%	0.00%
\$190,001 - \$230,000	8	14.55%	99.07%	0.00%	98.40%	99.55%	0.00%
\$230,001 - \$380,000	6	10.91%	96.53%	93.07%	91.96%	100.00%	0.00%
\$380,001 and up	6	10.91%	92.14%	0.00%	92.31%	91.98%	92.84%
Median Sold/List Ratio		96.95%		93.88%	97.65%	99.09%	92.84%
Total Closed Units		55	100%	22	16	15	2
Total Closed Volume		10,377,350		1.89M	2.86M	4.82M	798.00K

June 2020

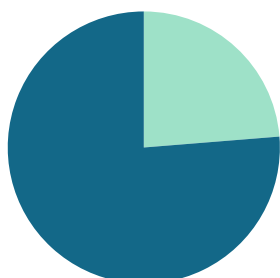
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

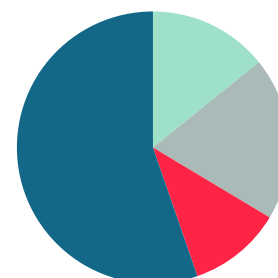


Inventory
 New Listings **88 = 23.72%**
 Start Inventory **283**
 Total Inventory Units **371**
 Volume **\$81,038,564**

Market Activity

Closed Sales **55 = 14.21%**
 Pending Sales **75 = 19.38%**
 Other Off Market **43 = 11.11%**
 Active Inventory **214 = 55.30%**

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	54	55	1.85%	235	278	18.30%
Pending Sales	58	75	29.31%	280	342	22.14%
New Listings	85	88	3.53%	506	521	2.96%
Median List Price	162,450	149,900	-7.73%	159,500	154,400	-3.20%
Median Sale Price	163,200	145,900	-10.60%	157,000	149,200	-4.97%
Median Percent of Selling Price to List Price	98.21%	96.95%	-1.28%	98.62%	97.38%	-1.25%
Median Days on Market to Sale	32.50	38.00	16.92%	30.00	22.00	-26.67%
Monthly Inventory	334	214	-35.93%	334	214	-35.93%
Months Supply of Inventory	7.68	4.54	-40.91%	7.68	4.54	-40.91%

Absorption: Last 12 months, an Average of **47** Sales/Month

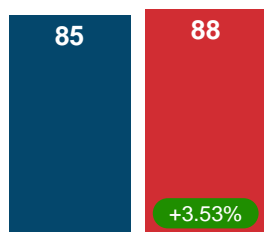
Inventory on June 30, 2020 = **214**

2019 **2020**

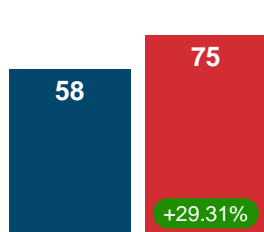
JUNE MARKET

MEDIAN PRICES

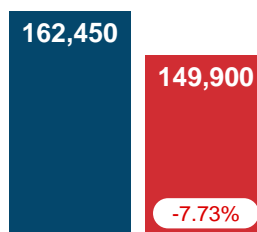
New Listings



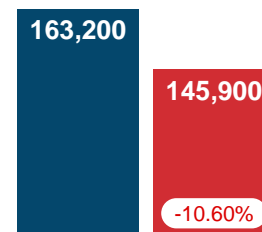
Pending Listings



List Price



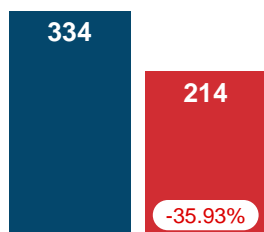
Sale Price



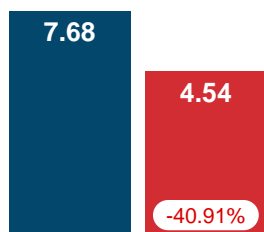
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

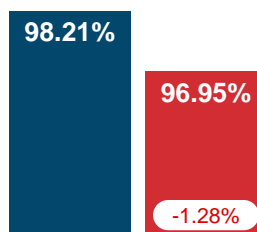
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

