

June 2020



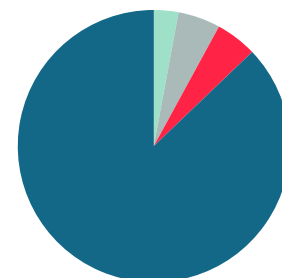
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	56	25	-55.36%
Pending Listings	49	43	-12.24%
New Listings	183	90	-50.82%
Average List Price	129,332	241,012	86.35%
Average Sale Price	121,524	229,218	88.62%
Average Percent of Selling Price to List Price	91.05%	92.57%	1.67%
Average Days on Market to Sale	65.25	52.28	-19.88%
End of Month Inventory	907	746	-17.75%
Months Supply of Inventory	17.47	20.72	18.61%



■ Closed (2.92%)
■ Pending (5.02%)
■ Other OffMarket (4.91%)
■ Active (87.15%)

Absorption: Last 12 months, an Average of **36** Sales/Month
Active Inventory as of June 30, 2020 = **746**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **17.75%** to 746 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **20.72** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **88.62%** in June 2020 to \$229,218 versus the previous year at \$121,524.

Average Days on Market Shortens

The average number of **52.28** days that homes spent on the market before selling decreased by 12.97 days or **19.88%** in June 2020 compared to last year's same month at **65.25** DOM.

Sales Success for June 2020 is Positive

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

There were 90 New Listings in June 2020, down **50.82%** from last year at 183. Furthermore, there were 25 Closed Listings this month versus last year at 56, a **-55.36%** decrease.

Closed versus Listed trends yielded a **27.8%** ratio, down from previous year's, June 2019, at **30.6%**, a **9.23%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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



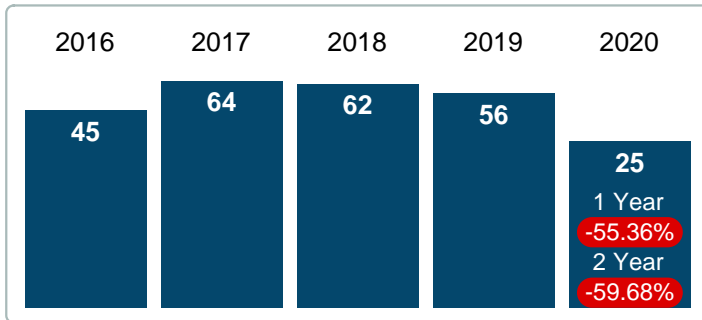
Area Delimited by County Of Cherokee



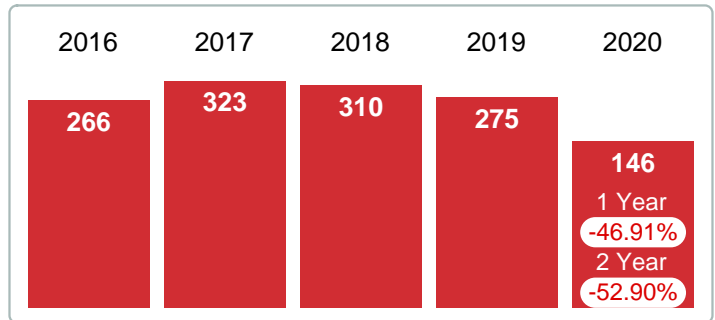
CLOSED LISTINGS

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

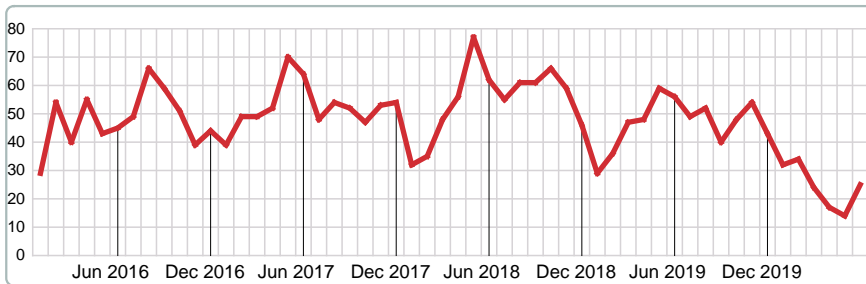
JUNE



YEAR TO DATE (YTD)

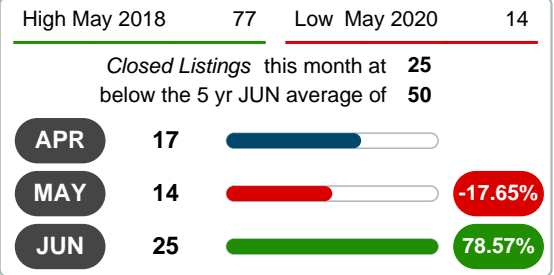


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	12.00%	62.3	3	0	0	0
\$50,001 - \$75,000	2	8.00%	36.5	1	1	0	0
\$75,001 - \$125,000	3	12.00%	76.0	3	0	0	0
\$125,001 - \$175,000	7	28.00%	51.1	0	6	1	0
\$175,001 - \$350,000	4	16.00%	36.5	0	4	0	0
\$350,001 - \$400,000	2	8.00%	89.0	0	1	0	1
\$400,001 and up	4	16.00%	34.3	2	1	1	0
Total Closed Units	25			9	13	2	1
Total Closed Volume	5,730,450	100%	52.3	1.29M	3.02M	1.03M	389.00K
Average Closed Price	\$229,218			\$143,256	\$232,212	\$516,700	\$389,000

June 2020



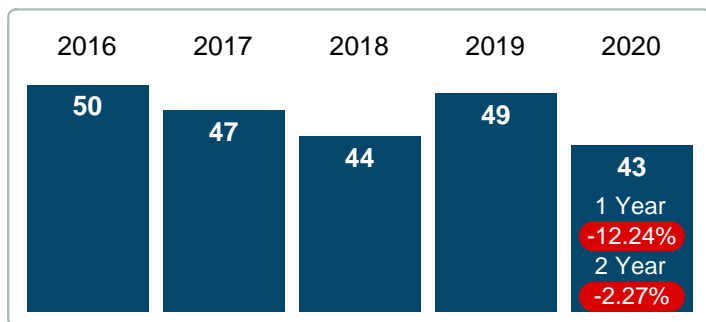
Area Delimited by County Of Cherokee



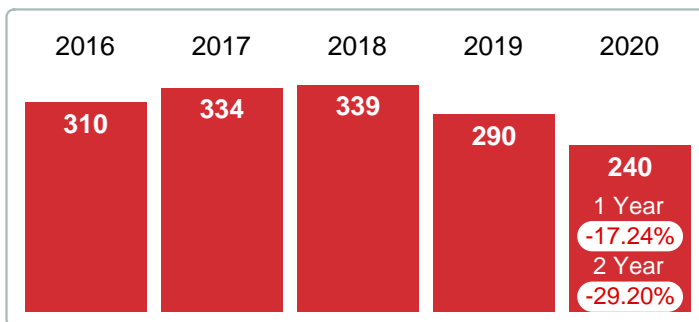
PENDING LISTINGS

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

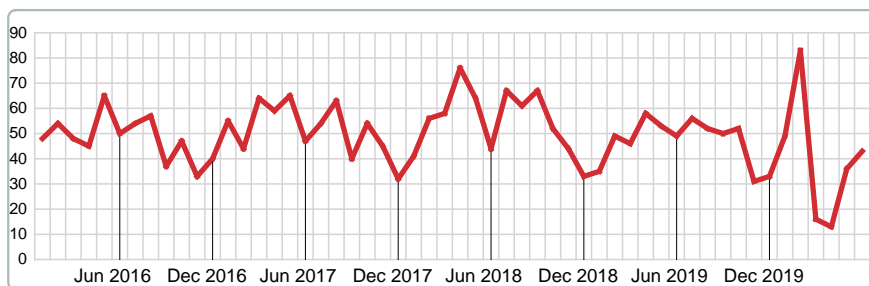
JUNE



YEAR TO DATE (YTD)

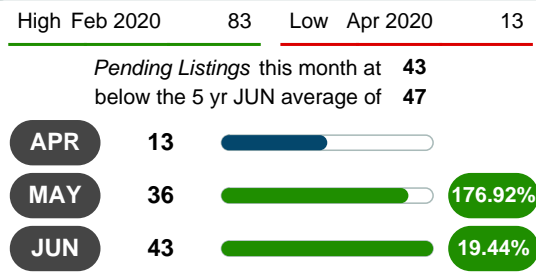


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 47



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	9.30%	90.3	4	0	0	0
\$25,001 - \$50,000	4	9.30%	80.5	3	0	1	0
\$50,001 - \$75,000	6	13.95%	60.0	5	1	0	0
\$75,001 - \$150,000	12	27.91%	41.6	3	7	2	0
\$150,001 - \$175,000	4	9.30%	2.5	0	3	1	0
\$175,001 - \$250,000	7	16.28%	23.4	2	3	2	0
\$250,001 and up	6	13.95%	104.2	0	3	2	1
Total Pending Units	43			17	17	8	1
Total Pending Volume	5,990,450	100%	2.0	1.24M	2.66M	1.77M	319.90K
Average Listing Price	\$177,000			\$73,194	\$156,353	\$221,031	\$319,900

June 2020



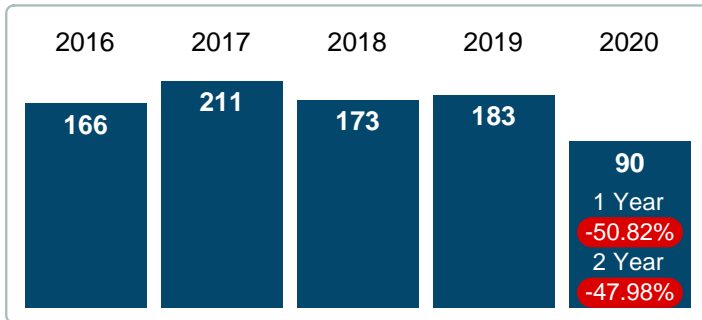
Area Delimited by County Of Cherokee



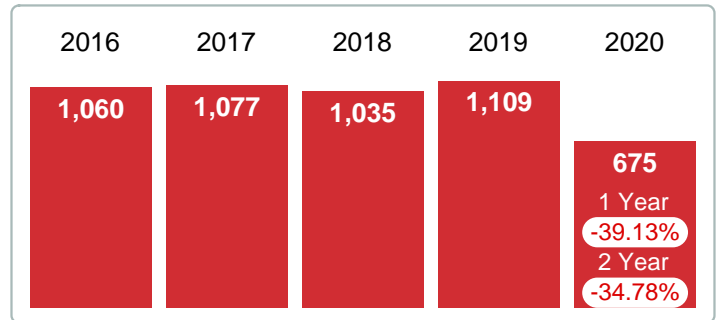
NEW LISTINGS

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

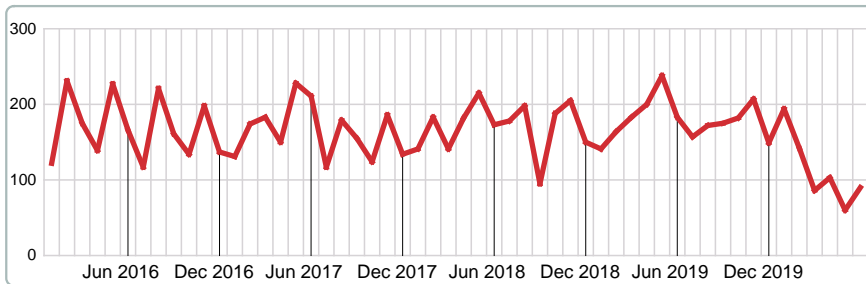
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 165

High May 2019: 238 | Low May 2020: 60

New Listings this month at **90**
below the 5 yr JUN average of **165**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	13	14.44%	13	0	0	0
\$25,001-\$50,000	14	15.56%	13	1	0	0
\$50,001-\$150,000	29	32.22%	11	16	2	0
\$150,001-\$175,000	5	5.56%	0	3	2	0
\$175,001-\$250,000	20	22.22%	4	10	6	0
\$250,001 and up	9	10.00%	1	3	1	4
Total New Listed Units	90		42	33	11	4
Total New Listed Volume	13,192,874	100%	3.08M	6.05M	2.15M	1.91M
Average New Listed Listing Price	\$177,000		\$73,346	\$183,333	\$195,720	\$477,350

June 2020



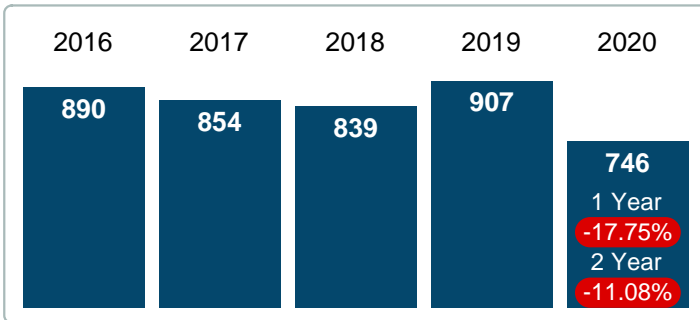
Area Delimited by County Of Cherokee



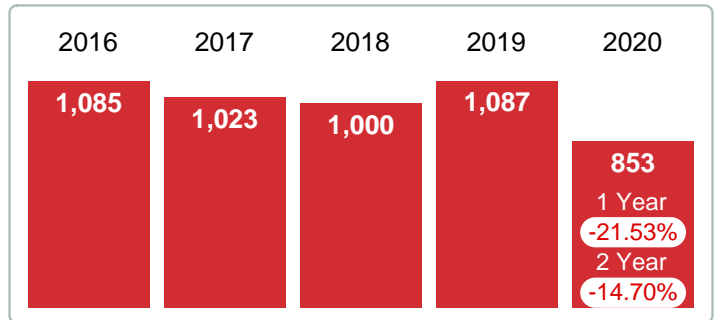
ACTIVE INVENTORY

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

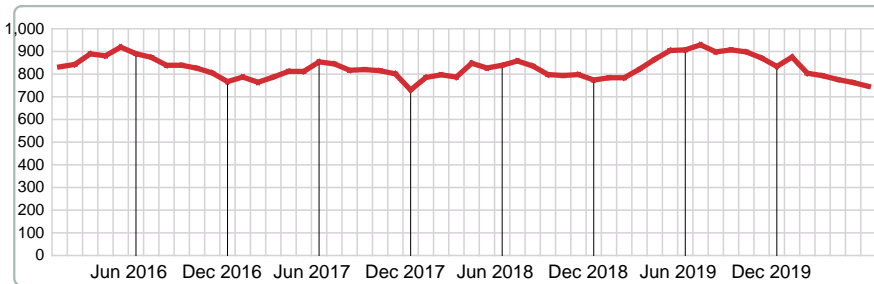
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

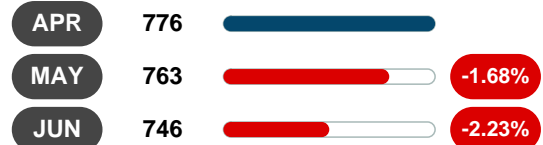


3 MONTHS

5 year JUN AVG = 847

High Jul 2019 929 Low Dec 2017 730

Inventory this month at **746**
below the 5 yr JUN average of **847**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	24	3.22%	138.3	24	0	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$30,000	249	33.38%	144.4	248	1	0	0
\$30,001 - \$80,000	191	25.60%	177.5	170	20	1	0
\$80,001 - \$170,000	113	15.15%	151.5	48	51	10	4
\$170,001 - \$330,000	95	12.73%	142.3	23	43	22	7
\$330,001 and up	74	9.92%	160.0	29	25	11	9
Total Active Inventory by Units	746			542	140	44	20
Total Active Inventory by Volume	98,102,081	100%	155.0	45.11M	29.70M	13.85M	9.44M
Average Active Inventory Listing Price	\$131,504			\$83,230	\$212,149	\$314,868	\$471,820

June 2020



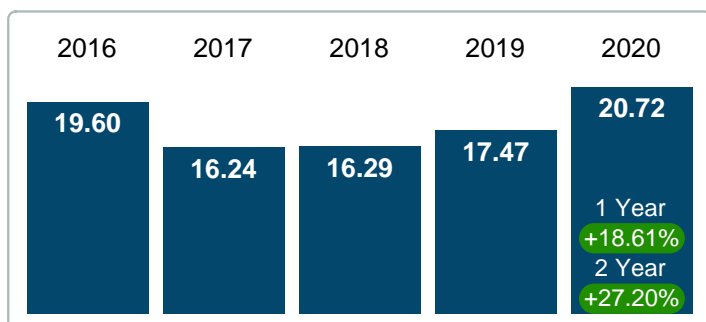
Area Delimited by County Of Cherokee



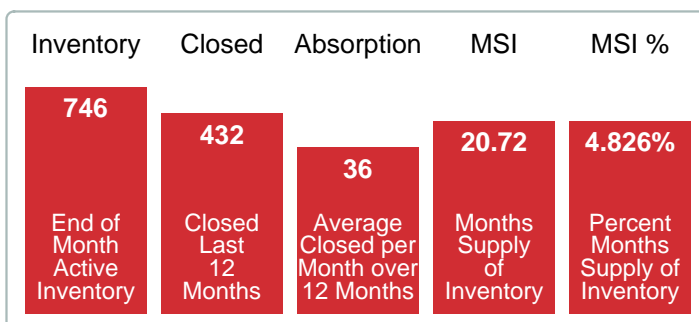
MONTHS SUPPLY of INVENTORY (MSI)

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

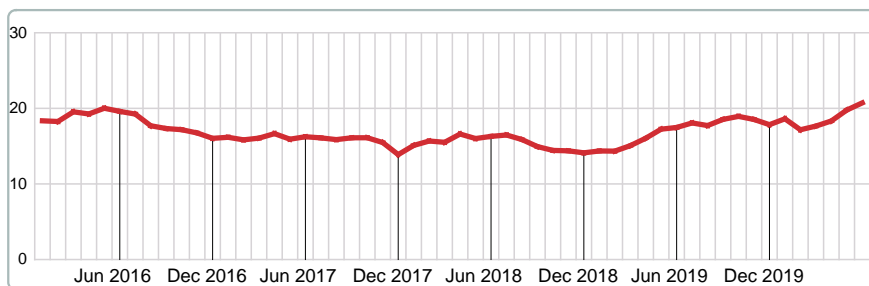
MSI FOR JUNE



INDICATORS FOR JUNE 2020



5 YEAR MARKET ACTIVITY TRENDS

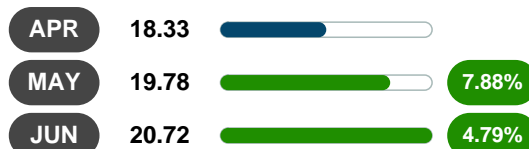


3 MONTHS

5 year JUN AVG = 18.06

High Jun 2020 20.72 Low Dec 2017 13.88

Months Supply this month at 20.72
above the 5 yr JUN average of 18.06



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
\$10,000 and less	24	3.22%	26.18	26.18	0.00	0.00	0.00
\$10,001 - \$10,000	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$10,001 - \$30,000	249	33.38%	55.33	60.73	3.00	0.00	0.00
\$30,001 - \$80,000	191	25.60%	25.19	42.50	6.49	2.40	0.00
\$80,001 - \$170,000	113	15.15%	8.53	15.57	5.77	9.23	16.00
\$170,001 - \$330,000	95	12.73%	11.63	25.09	9.92	9.10	14.00
\$330,001 and up	74	9.92%	46.74	87.00	42.86	33.00	27.00
Market Supply of Inventory (MSI)			20.72	40.65	8.16	10.15	17.14
Total Active Inventory by Units		100%	20.72	542	140	44	20

June 2020



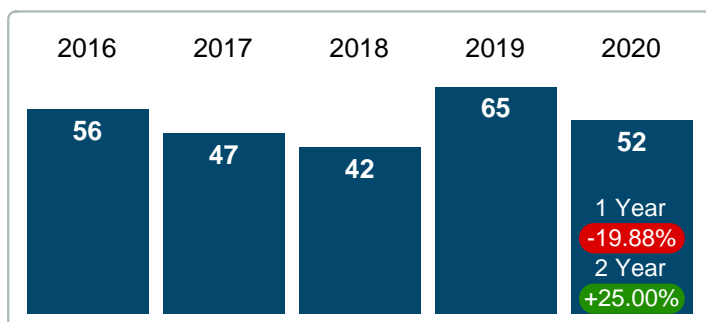
Area Delimited by County Of Cherokee



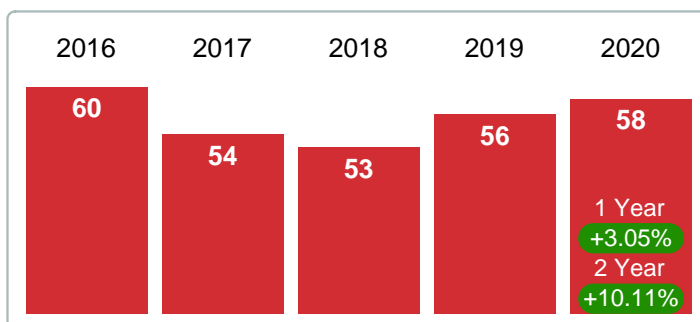
AVERAGE DAYS ON MARKET TO SALE

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

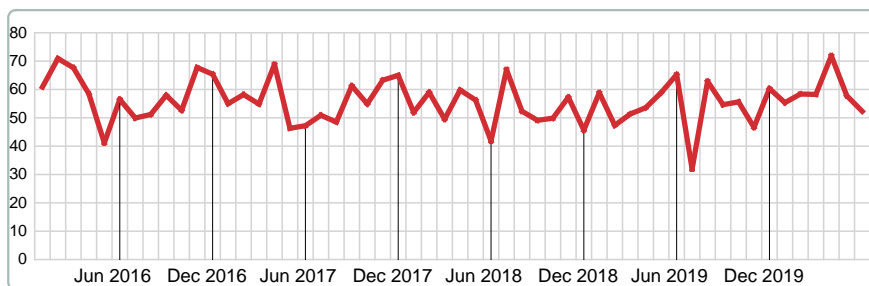
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

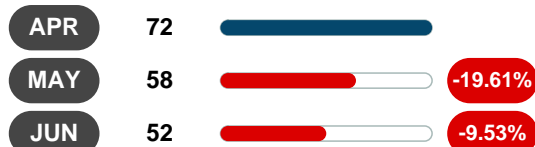


3 MONTHS

5 year JUN AVG = 53

High Apr 2020 72 Low Jul 2019 32

Average Days on Market to Sale this month at 52 below the 5 yr JUN average of 53



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
\$50,000 and less	12.00%	62	62	0	0	0
\$50,001 - \$75,000	8.00%	37	27	46	0	0
\$75,001 - \$125,000	12.00%	76	76	0	0	0
\$125,001 - \$175,000	28.00%	51	0	36	141	0
\$175,001 - \$350,000	16.00%	37	0	37	0	0
\$350,001 - \$400,000	8.00%	89	0	66	0	112
\$400,001 and up	16.00%	34	40	53	4	0
Average Closed DOM		52	58	41	73	112
Total Closed Units	100%	52	9	13	2	1
Total Closed Volume		5,730,450	1.29M	3.02M	1.03M	389.00K

June 2020



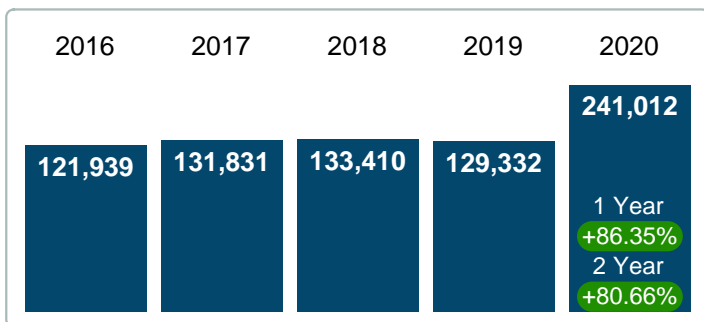
Area Delimited by County Of Cherokee



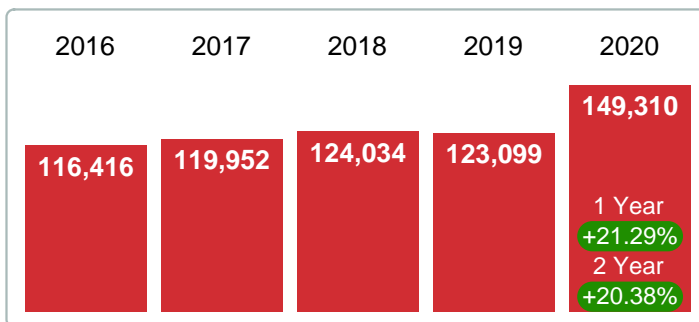
AVERAGE LIST PRICE AT CLOSING

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

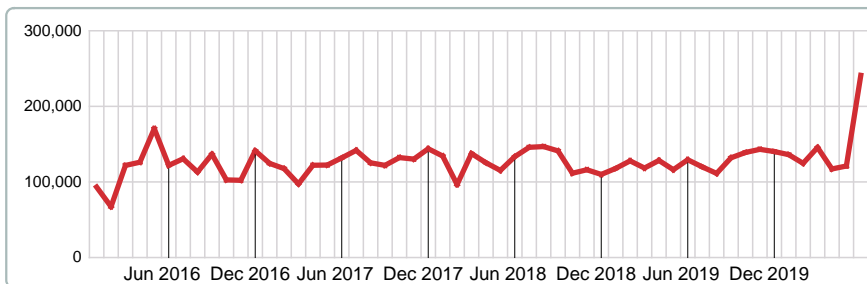
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

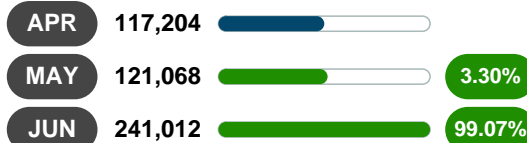


3 MONTHS

5 year JUN AVG = 151,505

High Jun 2020 241,012 Low Feb 2016 67,320

Average List Price at Closing this month at **241,012** above the 5 yr JUN average of **151,505**



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
\$50,000 and less	8.00%	35,450	41,967	0	0	0
\$50,001 - \$75,000	12.00%	64,633	69,000	69,900	0	0
\$75,001 - \$125,000	8.00%	102,250	134,500	0	0	0
\$125,001 - \$175,000	28.00%	152,900	0	153,467	149,500	0
\$175,001 - \$350,000	20.00%	203,200	0	204,250	0	0
\$350,001 - \$400,000	8.00%	384,900	0	379,900	0	389,900
\$400,001 and up	16.00%	674,975	424,950	850,000	1,000,000	0
Average List Price		241,012	160,922	233,662	574,750	389,900
Total Closed Units	100%	241,012	9	13	2	1
Total Closed Volume		6,025,300	1.45M	3.04M	1.15M	389.90K

June 2020



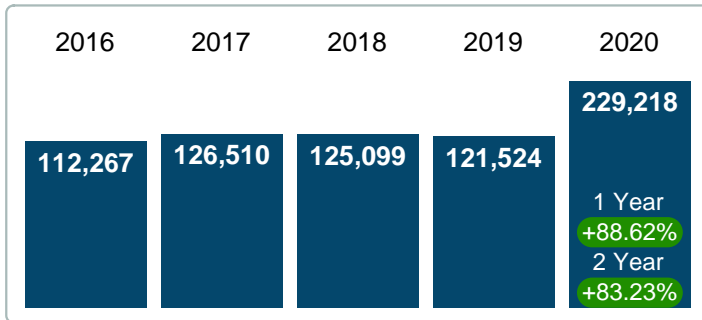
Area Delimited by County Of Cherokee



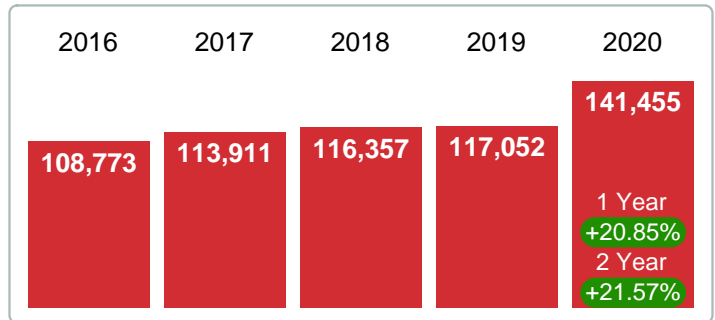
AVERAGE SOLD PRICE AT CLOSING

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

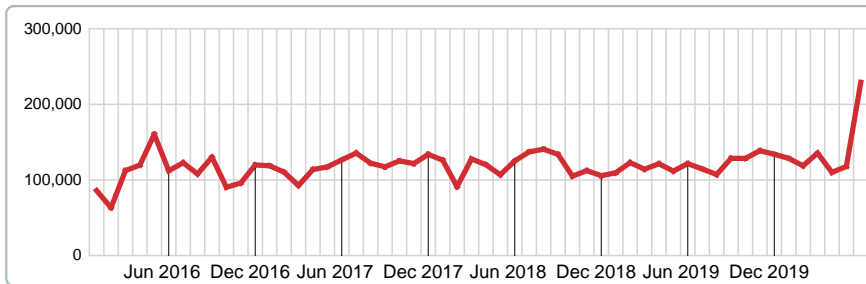
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

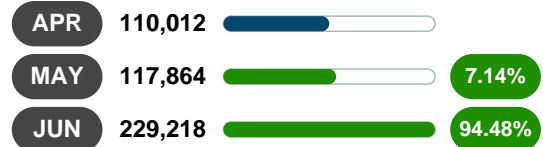


3 MONTHS

5 year JUN AVG = 142,923

High Jun 2020 229,218 Low Feb 2016 63,298

Average Sold Price at Closing this month at **229,218**
above the 5 yr JUN average of **142,923**



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
\$50,000 and less	12.00%	34,767	34,767	0	0	0
\$50,001 - \$75,000	8.00%	56,500	55,000	58,000	0	0
\$75,001 - \$125,000	12.00%	104,167	104,167	0	0	0
\$125,001 - \$175,000	28.00%	149,593	0	148,125	158,400	0
\$175,001 - \$350,000	16.00%	196,750	0	196,750	0	0
\$350,001 - \$400,000	8.00%	374,500	0	360,000	0	389,000
\$400,001 and up	16.00%	654,375	408,750	925,000	875,000	0
Average Sold Price		229,218	143,256	232,212	516,700	389,000
Total Closed Units	100%	229,218	9	13	2	1
Total Closed Volume		5,730,450	1.29M	3.02M	1.03M	389.00K

June 2020



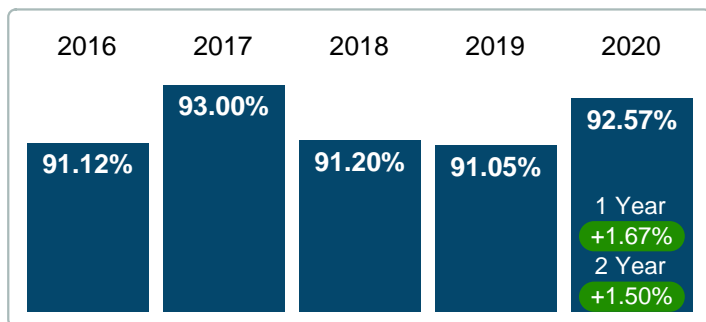
Area Delimited by County Of Cherokee



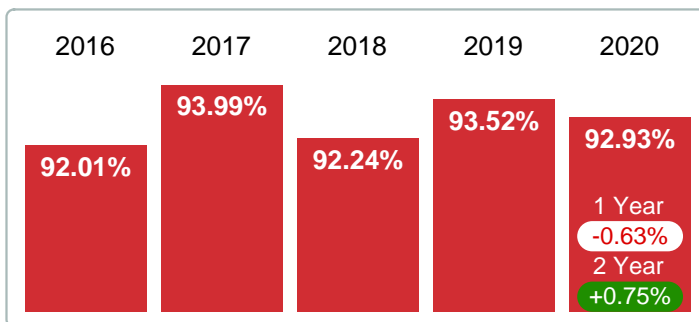
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

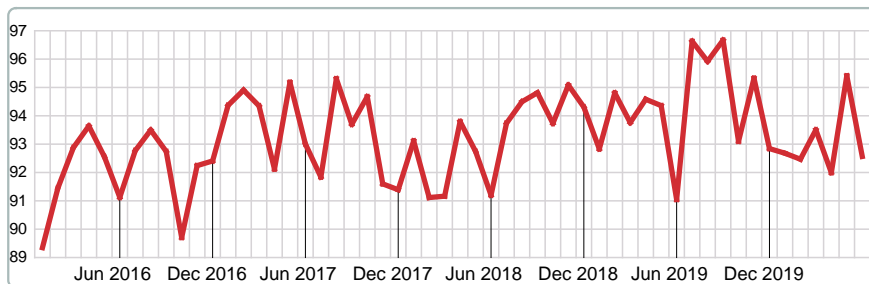
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

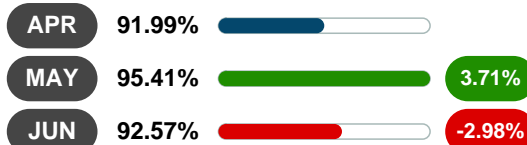


3 MONTHS

5 year JUN AVG = 91.79%

High Sep 2019 96.67% Low Jan 2016 89.35%

Average Sold/List Ratio this month at **92.57%**
above the 5 yr JUN average of **91.79%**



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
\$50,000 and less	3	12.00%	83.04%	83.04%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	2	8.00%	81.34%	79.71%	82.98%	0.00%	0.00%
\$75,001 - \$125,000	3	12.00%	82.97%	82.97%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	7	28.00%	97.84%	0.00%	96.49%	105.95%	0.00%
\$175,001 - \$350,000	4	16.00%	96.32%	0.00%	96.32%	0.00%	0.00%
\$350,001 - \$400,000	2	8.00%	97.27%	0.00%	94.76%	0.00%	99.77%
\$400,001 and up	4	16.00%	97.18%	96.20%	108.82%	87.50%	0.00%
Average Sold/List Ratio		92.60%		85.57%	96.21%	96.73%	99.77%
Total Closed Units		25	100%	9	13	2	1
Total Closed Volume		5,730,450		1.29M	3.02M	1.03M	389.00K

June 2020



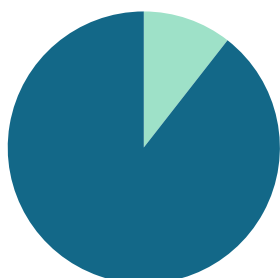
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

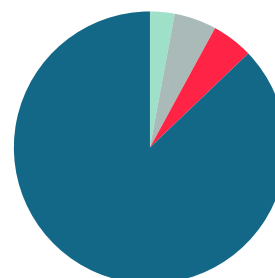


Inventory
 New Listings
90 = 10.55%
 Start Inventory
763
 Total Inventory Units
853
 Volume
\$116,409,720

Market Activity

Closed Sales
25 = 2.92%
 Pending Sales
43 = 5.02%
 Other Off Market
42 = 4.91%
 Active Inventory
746 = 87.15%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	56	25	-55.36%	275	146	-46.91%
Pending Sales	49	43	-12.24%	290	240	-17.24%
New Listings	183	90	-50.82%	1,109	675	-39.13%
Average List Price	129,332	241,012	+86.35%	123,099	149,310	+21.29%
Average Sale Price	121,524	229,218	+88.62%	117,052	141,455	+20.85%
Average Percent of Selling Price to List Price	91.05%	92.57%	+1.67%	93.52%	92.93%	-0.63%
Average Days on Market to Sale	65.25	52.28	-19.88%	56.44	58.16	+3.05%
Monthly Inventory	907	746	-17.75%	907	746	-17.75%
Months Supply of Inventory	17.47	20.72	+18.61%	17.47	20.72	+18.61%

Absorption: Last 12 months, an Average of **36** Sales/Month

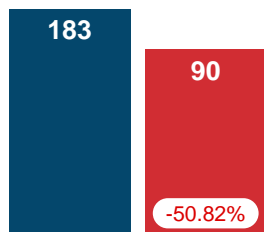
Inventory on June 30, 2020 = **746**

2019 **2020**

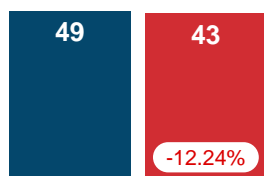
JUNE MARKET

AVERAGE PRICES

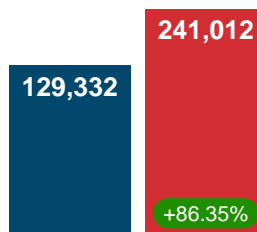
New Listings



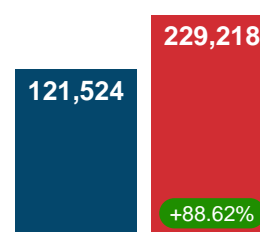
Pending Listings



List Price



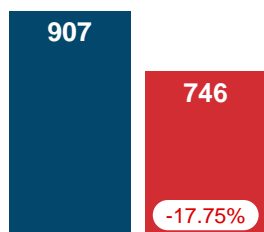
Sale Price



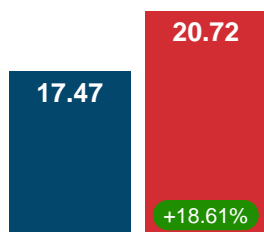
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

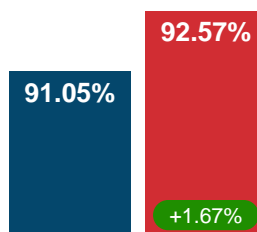
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

