

## June 2020



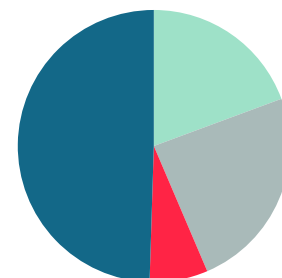
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	1,376	1,605	16.64%
Pending Listings	1,361	2,008	47.54%
New Listings	2,008	2,151	7.12%
Median List Price	179,900	189,900	5.56%
Median Sale Price	176,800	187,900	6.28%
Median Percent of Selling Price to List Price	98.95%	100.00%	1.06%
Median Days on Market to Sale	17.00	14.00	-17.65%
End of Month Inventory	7,322	4,104	-43.95%
Months Supply of Inventory	5.83	3.23	-44.64%



■ Closed (19.36%)  
■ Pending (24.22%)  
■ Other OffMarket (6.92%)  
■ Active (49.50%)

**Absorption:** Last 12 months, an Average of **1,272** Sales/Month  
**Active Inventory** as of June 30, 2020 = **4,104**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **43.95%** to 4,104 existing homes available for sale. Over the last 12 months this area has had an average of 1,272 closed sales per month. This represents an unsold inventory index of **3.23** MSI for this period.

##### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **6.28%** in June 2020 to \$187,900 versus the previous year at \$176,800.

##### Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 3.00 days or **17.65%** in June 2020 compared to last year's same month at **17.00** DOM.

##### Sales Success for June 2020 is Positive

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

There were 2,151 New Listings in June 2020, up **7.12%** from last year at 2,008. Furthermore, there were 1,605 Closed Listings this month versus last year at 1,376, a **16.64%** increase.

Closed versus Listed trends yielded a **74.6%** ratio, up from previous year's, June 2019, at **68.5%**, a **8.89%** upswing. 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>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.

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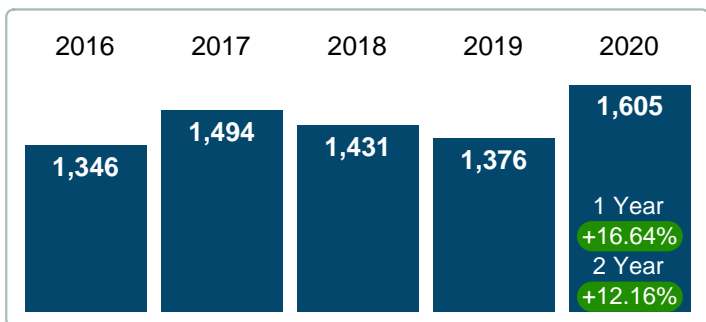
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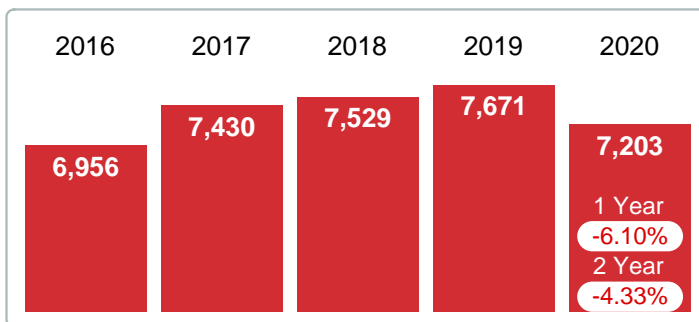
## CLOSED LISTINGS

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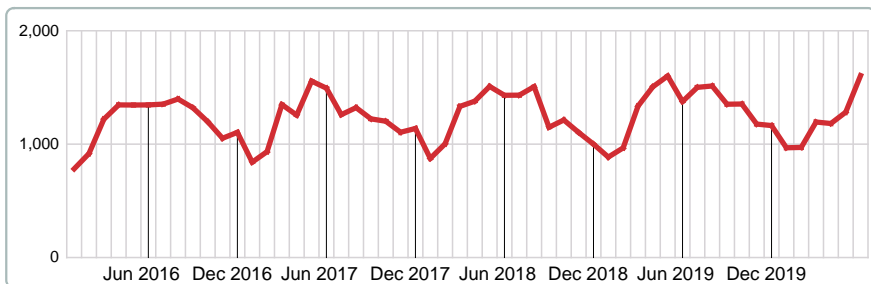
### JUNE



### YEAR TO DATE (YTD)

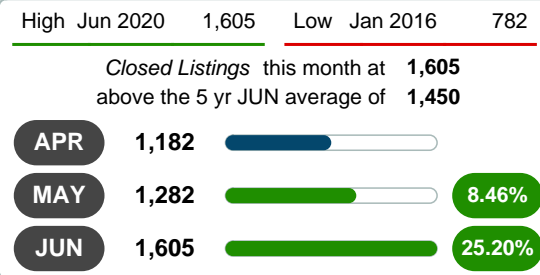


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,450



### 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	160	9.97%	35.5	107	45	8	0
\$75,001 - \$125,000	210	13.08%	11.0	66	124	19	1
\$125,001 - \$150,000	148	9.22%	5.0	23	111	14	0
\$150,001 - \$200,000	372	23.18%	6.0	22	273	76	1
\$200,001 - \$275,000	303	18.88%	13.0	21	140	135	7
\$275,001 - \$375,000	248	15.45%	20.0	8	82	130	28
\$375,001 and up	164	10.22%	42.5	6	21	96	41
<b>Total Closed Units</b>	<b>1,605</b>			<b>253</b>	<b>796</b>	<b>478</b>	<b>78</b>
<b>Total Closed Volume</b>	<b>351,015,768</b>	<b>100%</b>	<b>14.0</b>	<b>28.49M</b>	<b>148.45M</b>	<b>141.12M</b>	<b>32.95M</b>
<b>Median Closed Price</b>	<b>\$187,900</b>			<b>\$93,000</b>	<b>\$170,000</b>	<b>\$264,818</b>	<b>\$391,000</b>

# June 2020



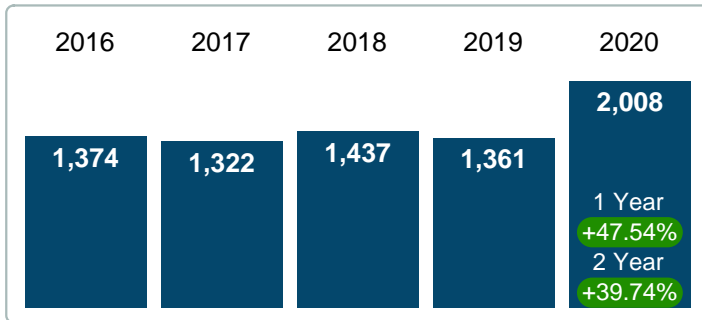
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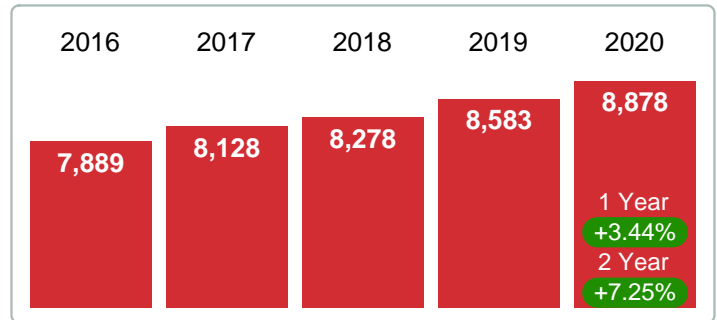
## PENDING LISTINGS

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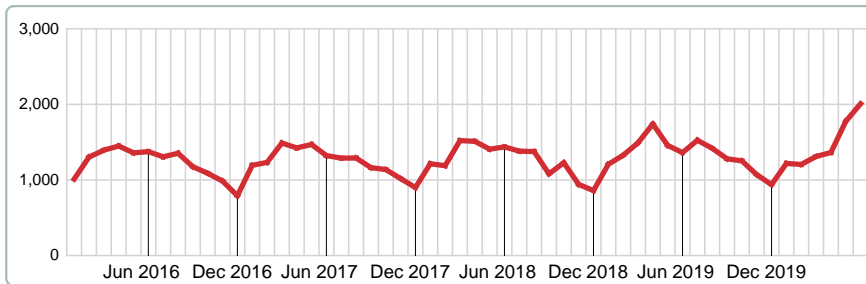
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

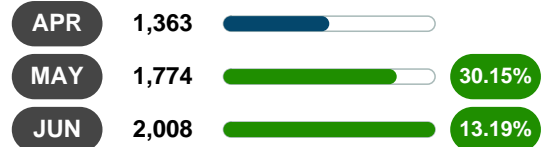


### 3 MONTHS

5 year JUN AVG = 1,500

High Jun 2020 2,008 Low Dec 2016 791

Pending Listings this month at 2,008 above the 5 yr JUN average of 1,500



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	197	9.81%	22.0	137	49	9	2
\$75,001 - \$125,000	258	12.85%	9.0	80	154	19	5
\$125,001 - \$150,000	167	8.32%	10.0	31	115	20	1
\$150,001 - \$225,000	581	28.93%	10.0	43	394	127	17
\$225,001 - \$275,000	262	13.05%	13.0	11	113	125	13
\$275,001 - \$400,000	349	17.38%	21.0	13	106	183	47
\$400,001 and up	194	9.66%	35.0	6	31	99	58
<b>Total Pending Units</b>	<b>2,008</b>			<b>321</b>	<b>962</b>	<b>582</b>	<b>143</b>
<b>Total Pending Volume</b>	<b>485,240,324</b>	<b>100%</b>	<b>14.0</b>	<b>43.53M</b>	<b>194.03M</b>	<b>182.19M</b>	<b>65.49M</b>
<b>Median Listing Price</b>	<b>\$199,500</b>			<b>\$89,000</b>	<b>\$177,205</b>	<b>\$275,000</b>	<b>\$379,000</b>

# June 2020



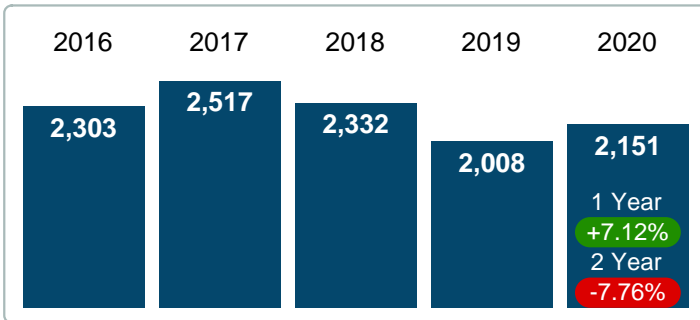
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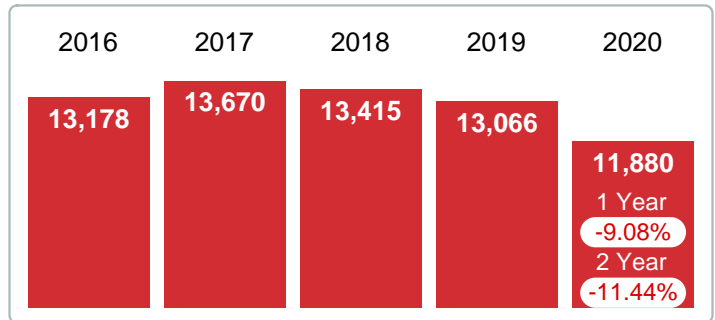
## NEW LISTINGS

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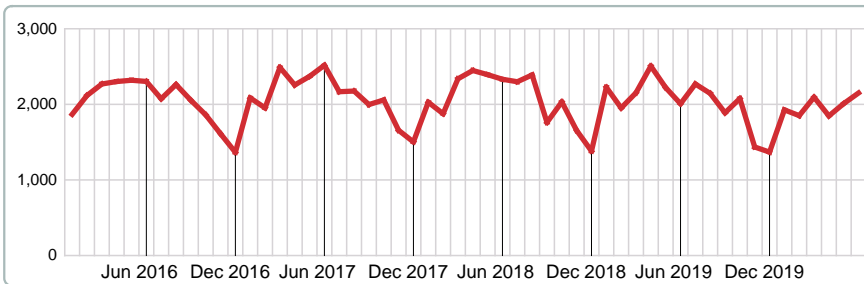
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

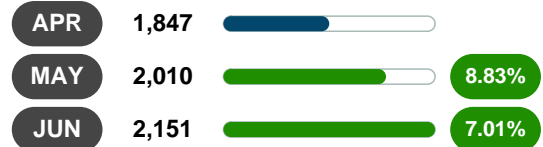


### 3 MONTHS

5 year JUN AVG = 2,262

High Jun 2017 2,517 Low Dec 2016 1,365

New Listings this month at 2,151 below the 5 yr JUN average of 2,262



### 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	168	7.81%	145	20	2	1
\$50,001 - \$100,000	209	9.72%	113	87	8	1
\$100,001 - \$150,000	282	13.11%	60	202	17	3
\$150,001 - \$250,000	682	31.71%	53	430	180	19
\$250,001 - \$325,000	321	14.92%	31	117	145	28
\$325,001 - \$450,000	271	12.60%	31	69	134	37
\$450,001 and up	218	10.13%	42	32	86	58
<b>Total New Listed Units</b>	<b>2,151</b>		<b>475</b>	<b>957</b>	<b>572</b>	<b>147</b>
<b>Total New Listed Volume</b>	<b>571,715,181</b>	100%	<b>106.85M</b>	<b>202.39M</b>	<b>188.76M</b>	<b>73.72M</b>
<b>Median New Listed Listing Price</b>	<b>\$209,900</b>		<b>\$95,000</b>	<b>\$179,900</b>	<b>\$294,700</b>	<b>\$389,900</b>

# June 2020



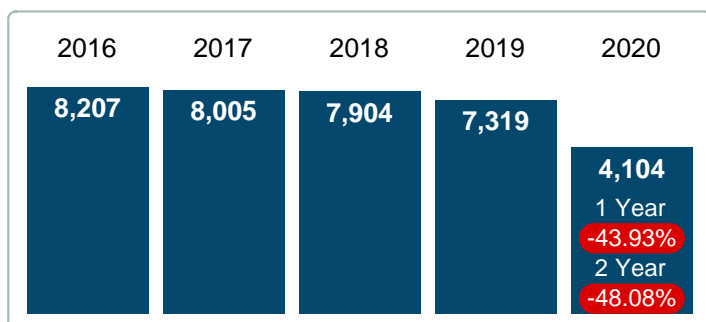
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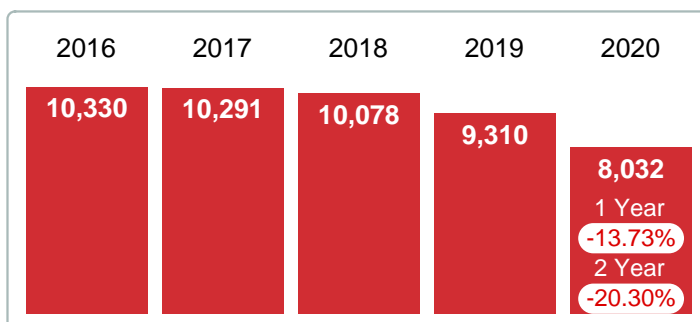
## ACTIVE INVENTORY

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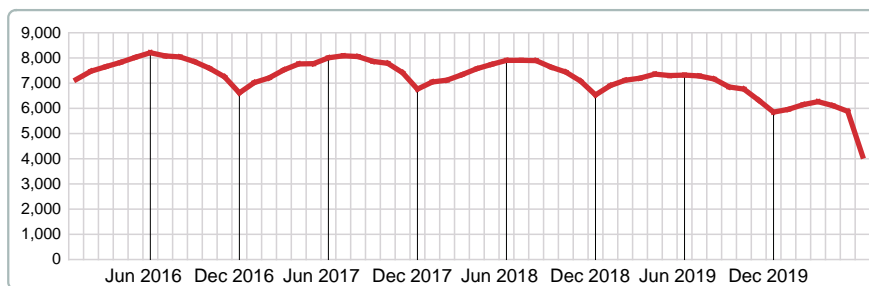
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

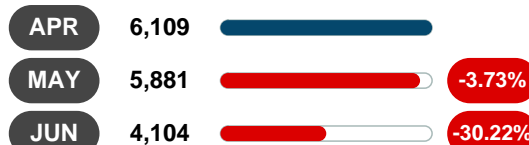


### 3 MONTHS

5 year JUN AVG = 7,108

High Jun 2016 8,207 Low Jun 2020 4,104

Inventory this month at 4,104  
below the 5 yr JUN average of 7,108



### 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	204	4.97%	76.0	193	7	3	1
\$25,001 - \$75,000	599	14.60%	85.0	495	84	18	2
\$75,001 - \$150,000	647	15.77%	81.0	419	196	27	5
\$150,001 - \$275,000	945	23.03%	47.0	242	423	252	28
\$275,001 - \$425,000	791	19.27%	62.0	120	255	332	84
\$425,001 - \$700,000	499	12.16%	67.0	86	82	228	103
\$700,001 and up	419	10.21%	91.0	171	35	101	112
<b>Total Active Inventory by Units</b>	<b>4,104</b>			<b>1,726</b>	<b>1,082</b>	<b>961</b>	<b>335</b>
<b>Total Active Inventory by Volume</b>	<b>1,438,256,500</b>	<b>100%</b>	<b>67.0</b>	<b>496.45M</b>	<b>288.73M</b>	<b>412.33M</b>	<b>240.75M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$227,700</b>			<b>\$106,000</b>	<b>\$219,900</b>	<b>\$365,000</b>	<b>\$519,900</b>

# June 2020



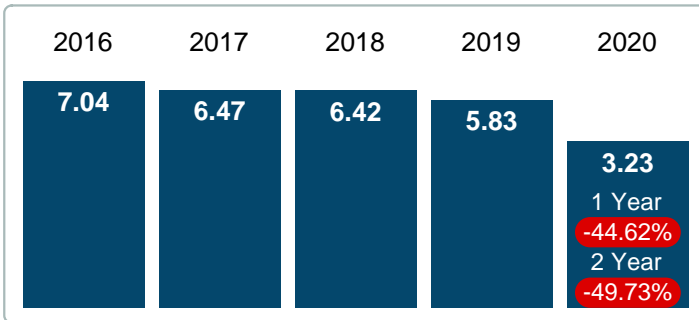
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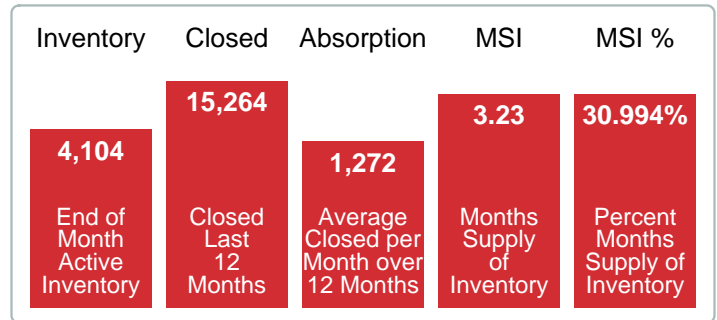
## MONTHS SUPPLY of INVENTORY (MSI)

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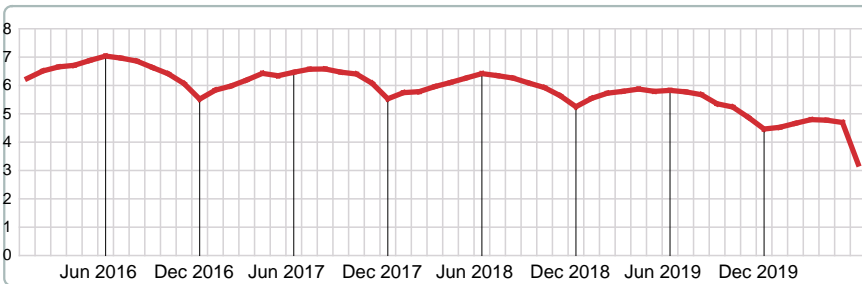
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

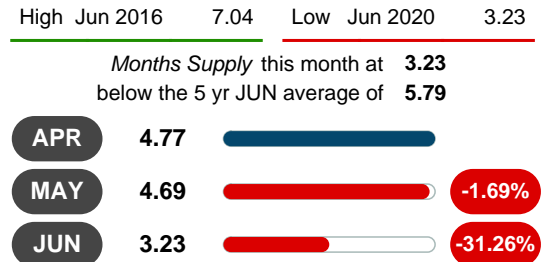


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 5.79



### 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	204	4.97%	6.73	8.27	1.09	7.20	6.00
\$25,001 - \$75,000	599	14.60%	4.77	7.06	1.74	2.67	4.00
\$75,001 - \$150,000	647	15.77%	2.00	6.61	0.86	0.92	2.22
\$150,001 - \$275,000	945	23.03%	1.77	7.48	1.32	1.51	2.23
\$275,001 - \$425,000	791	19.27%	4.22	17.35	4.69	3.12	4.24
\$425,001 - \$700,000	499	12.16%	8.88	36.86	7.57	7.75	7.58
\$700,001 and up	419	10.21%	25.52	128.25	16.80	12.76	22.03
Market Supply of Inventory (MSI)			3.23	8.64	1.61	2.76	6.20
Total Active Inventory by Units		100%	3.23	1,726	1,082	961	335

# June 2020



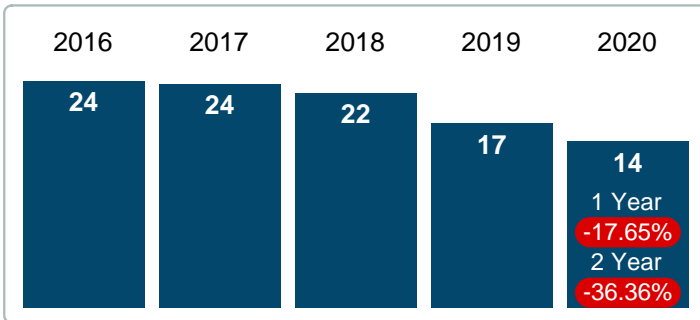
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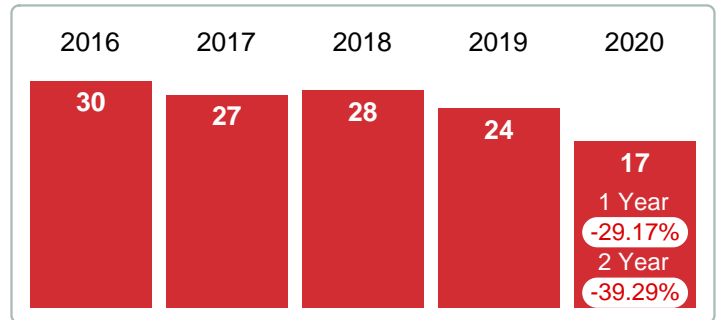
## MEDIAN DAYS ON MARKET TO SALE

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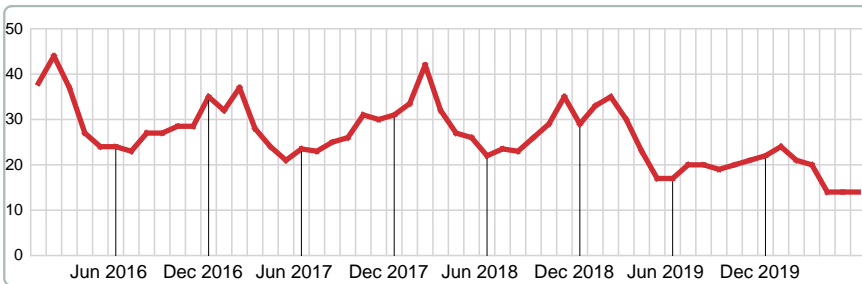
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 20

High Feb 2016 44 Low Jun 2020 14

Median Days on Market to Sale this month at 14 below the 5 yr JUN average of 20



### 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	9.97%	36	41	20	38	0
\$75,001 - \$125,000	13.08%	11	24	8	19	61
\$125,001 - \$150,000	9.22%	5	55	4	20	0
\$150,001 - \$200,000	23.18%	6	16	5	15	35
\$200,001 - \$275,000	18.88%	13	43	12	16	10
\$275,001 - \$375,000	15.45%	20	22	26	12	22
\$375,001 and up	10.22%	43	189	20	44	39
Median Closed DOM		14	36	8	19	33
Total Closed Units	100%	1,605	253	796	478	78
Total Closed Volume		351,015,768	28.49M	148.45M	141.12M	32.95M

# June 2020



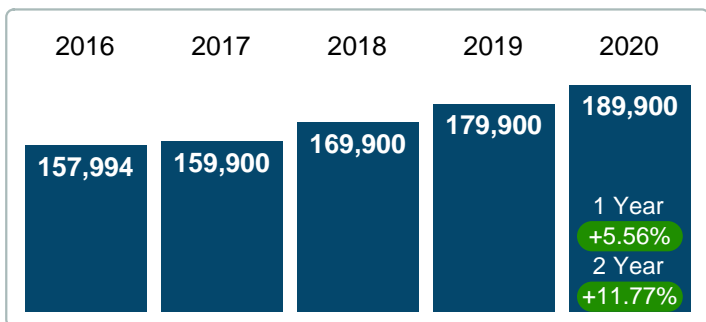
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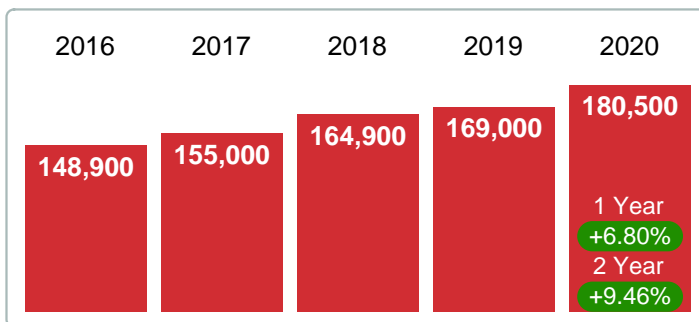
## MEDIAN LIST PRICE AT CLOSING

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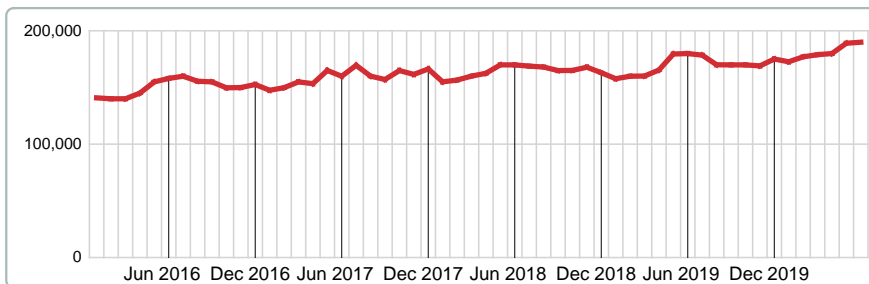
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 171,519

High Jun 2020 189,900    Low Mar 2016 140,000  
 Median List Price at Closing this month at **189,900**  
 above the 5 yr JUN average of **171,519**

- APR 179,900
- MAY 189,000 **+5.06%**
- JUN 189,900 **+0.48%**

### 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	9.47%	46,500	39,950	58,900	57,500	0
\$75,001 - \$125,000	12.59%	109,000	104,900	114,900	107,750	0
\$125,001 - \$150,000	9.91%	139,900	135,000	139,900	138,500	145,000
\$150,001 - \$200,000	23.18%	175,000	173,700	175,000	182,500	176,500
\$200,001 - \$275,000	18.75%	232,500	222,450	229,950	234,900	248,900
\$275,001 - \$375,000	15.33%	315,000	315,000	315,000	310,000	325,000
\$375,001 and up	10.78%	450,000	450,000	474,954	447,000	447,500
Median List Price		189,900	95,000	170,000	269,900	396,200
Total Closed Units	100%	1,605	253	796	478	78
Total Closed Volume		357,941,009	29.76M	150.59M	143.84M	33.75M



# June 2020



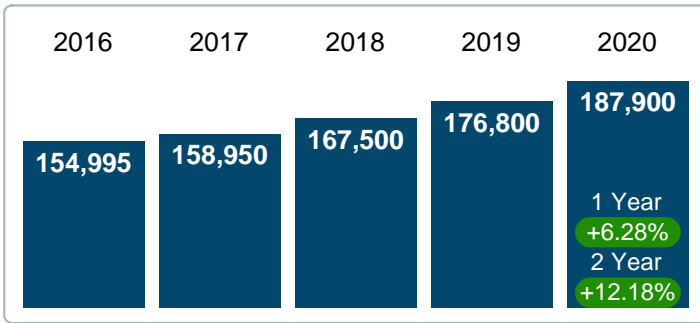
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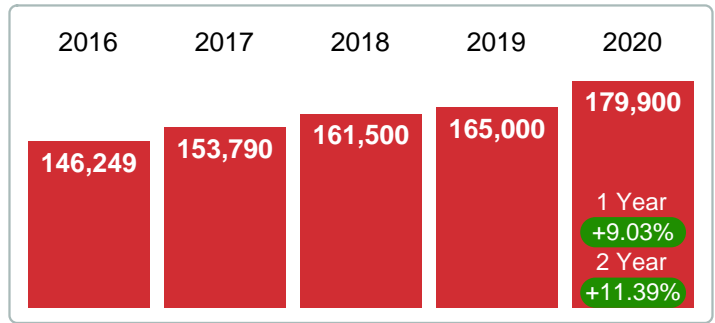
## MEDIAN SOLD PRICE AT CLOSING

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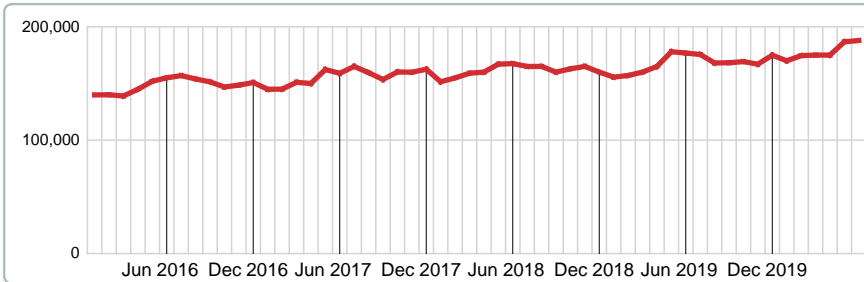
### JUNE



### YEAR TO DATE (YTD)

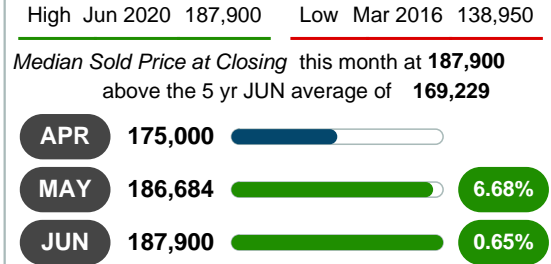


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 169,229



### 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	9.97%	44,675	38,000	53,000	59,500	0
\$75,001 - \$125,000	13.08%	108,000	105,500	110,000	108,000	118,000
\$125,001 - \$150,000	9.22%	139,900	140,000	139,500	139,250	0
\$150,001 - \$200,000	23.18%	175,000	174,950	172,500	184,953	177,500
\$200,001 - \$275,000	18.88%	230,000	220,000	228,000	234,900	246,000
\$275,001 - \$375,000	15.45%	312,750	303,125	313,500	311,000	325,750
\$375,001 and up	10.22%	450,000	467,000	499,995	449,500	450,000
Median Sold Price		187,900	93,000	170,000	264,818	391,000
Total Closed Units	100%	1,605	253	796	478	78
Total Closed Volume		351,015,768	28.49M	148.45M	141.12M	32.95M

# June 2020



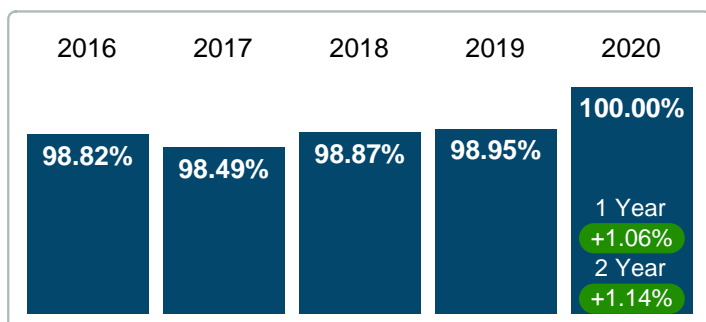
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



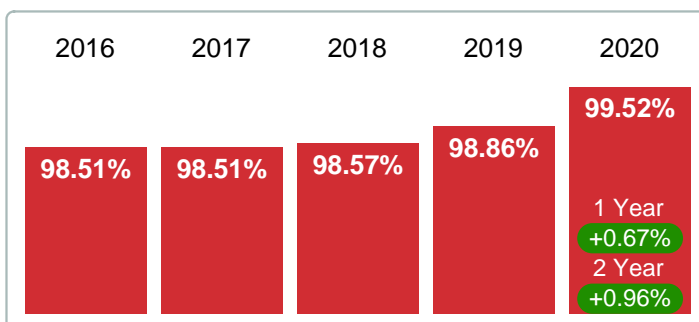
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

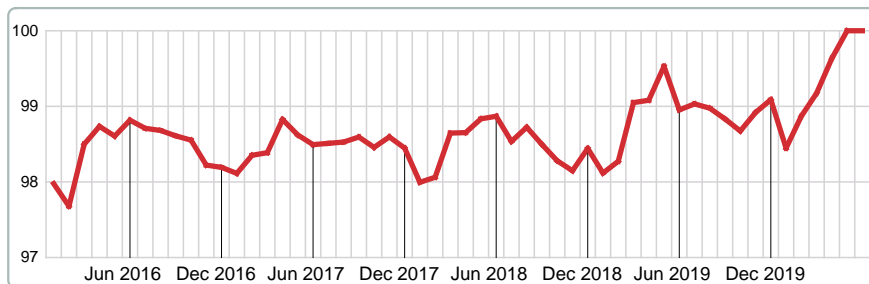
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

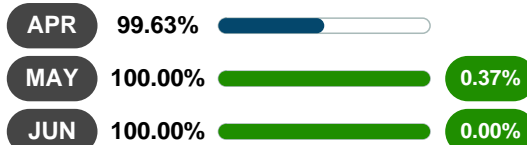


### 3 MONTHS

5 year JUN AVG = 99.03%

High Jun 2020 100.00% Low Feb 2016 97.68%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr JUN average of **99.03%**



### 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	160	9.97%	93.59%	93.65%	93.87%	90.95%	0.00%
\$75,001 - \$125,000	210	13.08%	98.04%	96.41%	100.00%	97.00%	81.38%
\$125,001 - \$150,000	148	9.22%	100.00%	98.92%	100.00%	100.00%	0.00%
\$150,001 - \$200,000	372	23.18%	100.00%	99.92%	100.00%	100.00%	100.57%
\$200,001 - \$275,000	303	18.88%	100.00%	100.00%	100.00%	100.00%	100.04%
\$275,001 - \$375,000	248	15.45%	99.69%	92.19%	98.64%	100.00%	99.50%
\$375,001 and up	164	10.22%	98.10%	95.40%	96.88%	98.15%	98.82%
Median Sold/List Ratio		100.00%		96.77%	100.00%	99.77%	99.12%
Total Closed Units		1,605	100%	253	796	478	78
Total Closed Volume		351,015,768		28.49M	148.45M	141.12M	32.95M

# June 2020



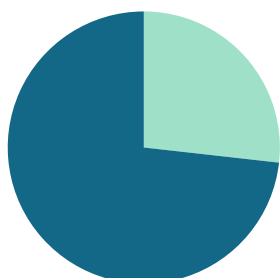
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

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

### INVENTORY

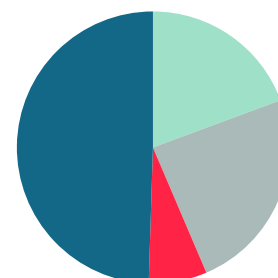


**Inventory**  
 New Listings  
**2,151 = 26.78%**  
 Start Inventory  
**5,882**  
 Total Inventory Units  
**8,033**  
 Volume  
**\$2,401,031,684**

### Market Activity

Closed Sales  
**1,605 = 19.36%**  
 Pending Sales  
**2,008 = 24.22%**  
 Other Off Market  
**574 = 6.92%**  
 Active Inventory  
**4,104 = 49.50%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,376	1,605	16.64%	7,671	7,203	-6.10%
Pending Sales	1,361	2,008	47.54%	8,583	8,878	3.44%
New Listings	2,008	2,151	7.12%	13,066	11,880	-9.08%
Median List Price	179,900	189,900	5.56%	169,000	180,500	6.80%
Median Sale Price	176,800	187,900	6.28%	165,000	179,900	9.03%
Median Percent of Selling Price to List Price	98.95%	100.00%	1.06%	98.86%	99.52%	0.67%
Median Days on Market to Sale	17.00	14.00	-17.65%	24.00	17.00	-29.17%
Monthly Inventory	7,322	4,104	-43.95%	7,322	4,104	-43.95%
Months Supply of Inventory	5.83	3.23	-44.64%	5.83	3.23	-44.64%

**Absorption:** Last 12 months, an Average of **1,272** Sales/Month

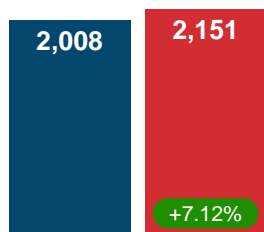
**Inventory** on June 30, 2020 = **4,104**

**2019** **2020**

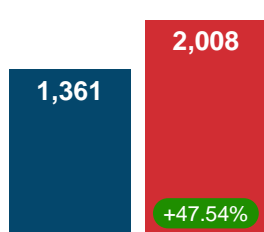
### JUNE MARKET

### MEDIAN PRICES

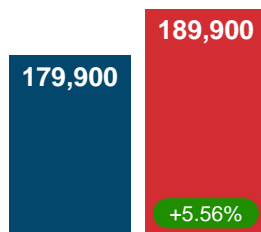
#### New Listings



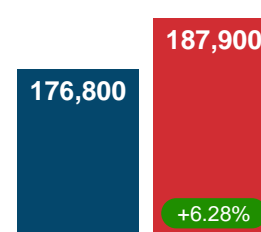
#### Pending Listings



#### List Price



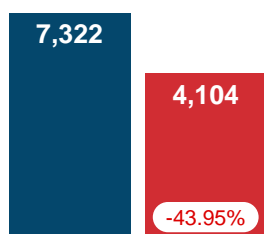
#### Sale Price



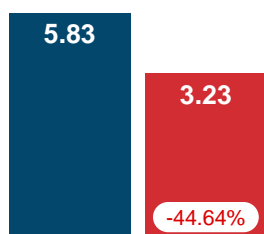
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

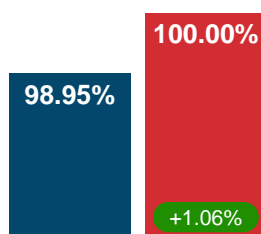
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

