

June 2020



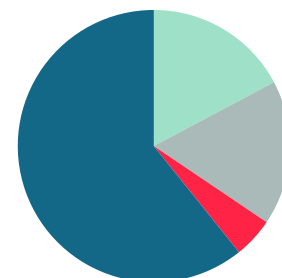
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	59	72	22.03%
Pending Listings	61	72	18.03%
New Listings	94	95	1.06%
Median List Price	127,500	118,950	-6.71%
Median Sale Price	120,000	119,750	-0.21%
Median Percent of Selling Price to List Price	97.14%	100.00%	2.94%
Median Days on Market to Sale	28.00	22.50	-19.64%
End of Month Inventory	408	254	-37.75%
Months Supply of Inventory	7.22	4.55	-37.00%



■ Closed (17.22%)
■ Pending (17.22%)
■ Other OffMarket (4.78%)
■ Active (60.77%)

Absorption: Last 12 months, an Average of **56** Sales/Month
Active Inventory as of June 30, 2020 = **254**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **37.75%** to 254 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **4.55** 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 **0.21%** in June 2020 to \$119,750 versus the previous year at \$120,000.

Median Days on Market Shortens

The median number of **22.50** days that homes spent on the market before selling decreased by 5.50 days or **19.64%** in June 2020 compared to last year's same month at **28.00** DOM.

Sales Success for June 2020 is Positive

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

There were 95 New Listings in June 2020, up **1.06%** from last year at 94. Furthermore, there were 72 Closed Listings this month versus last year at 59, a **22.03%** increase.

Closed versus Listed trends yielded a **75.8%** ratio, up from previous year's, June 2019, at **62.8%**, a **20.75%** 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

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



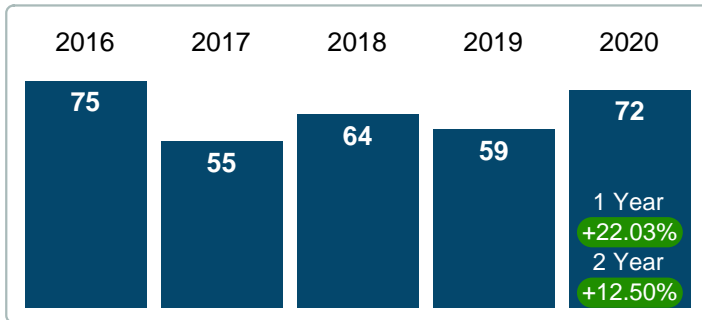
Area Delimited by County Of Muskogee



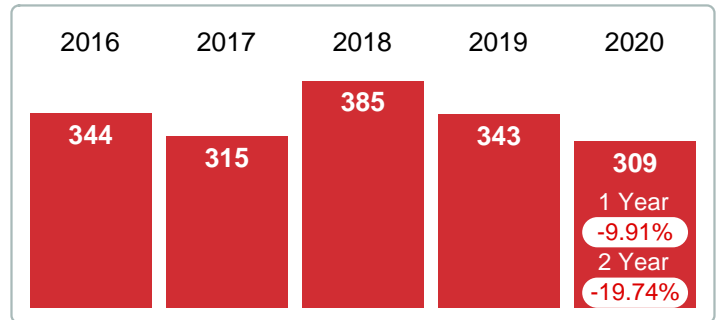
CLOSED LISTINGS

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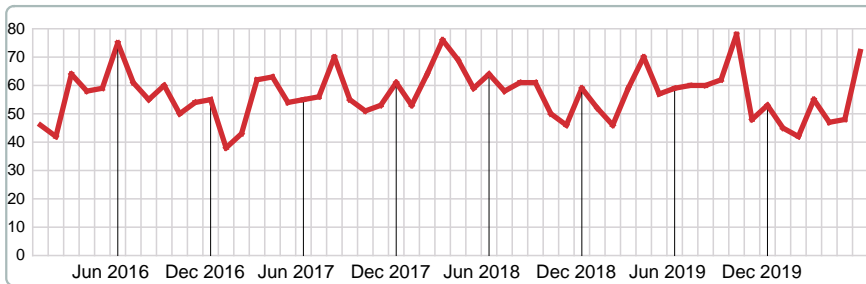
JUNE



YEAR TO DATE (YTD)

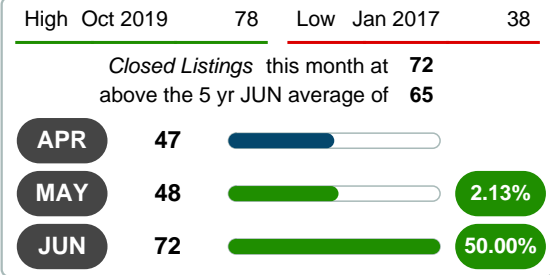


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	9.72%	25.0	6	1	0	0
\$30,001 - \$50,000	9	12.50%	23.0	5	2	2	0
\$50,001 - \$90,000	8	11.11%	25.5	2	6	0	0
\$90,001 - \$150,000	23	31.94%	10.0	2	17	4	0
\$150,001 - \$190,000	10	13.89%	26.5	1	6	3	0
\$190,001 - \$280,000	6	8.33%	8.0	0	1	5	0
\$280,001 and up	9	12.50%	33.0	1	3	3	2
Total Closed Units	72			17	36	17	2
Total Closed Volume	9,698,051	100%	22.5	1.18M	4.58M	3.16M	785.00K
Median Closed Price	\$119,750			\$32,000	\$119,750	\$190,000	\$392,500

June 2020



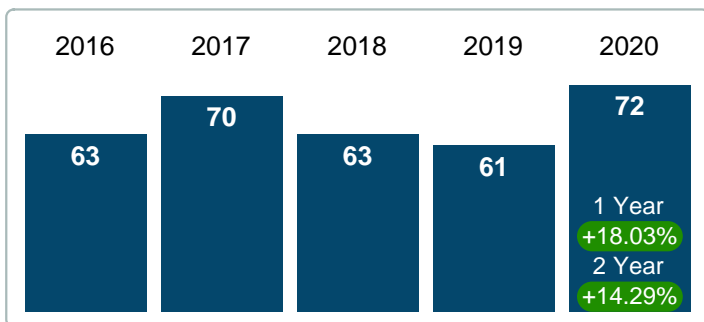
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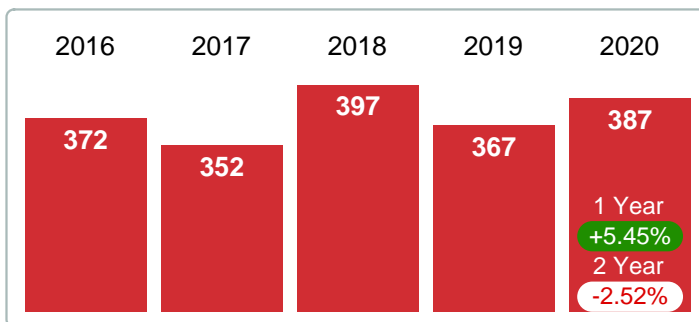
PENDING LISTINGS

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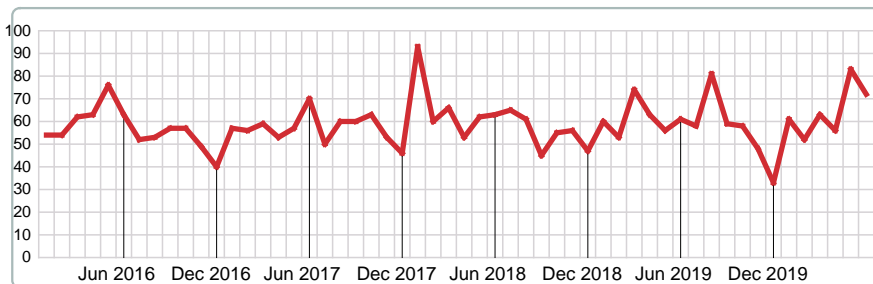
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 66

High Jan 2018 93 Low Dec 2019 33

Pending Listings this month at 72
above the 5 yr JUN average of 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	6.94%	52.0	4	0	1	0
\$20,001 - \$50,000	9	12.50%	27.0	7	2	0	0
\$50,001 - \$70,000	11	15.28%	11.0	3	7	1	0
\$70,001 - \$140,000	16	22.22%	6.5	1	13	2	0
\$140,001 - \$170,000	11	15.28%	10.0	0	8	3	0
\$170,001 - \$270,000	11	15.28%	14.0	2	6	3	0
\$270,001 and up	9	12.50%	82.0	0	1	3	5
Total Pending Units	72			17	37	13	5
Total Pending Volume	10,377,749	100%	14.5	1.01M	4.82M	2.59M	1.96M
Median Listing Price	\$112,450			\$36,500	\$122,000	\$149,999	\$370,000

June 2020



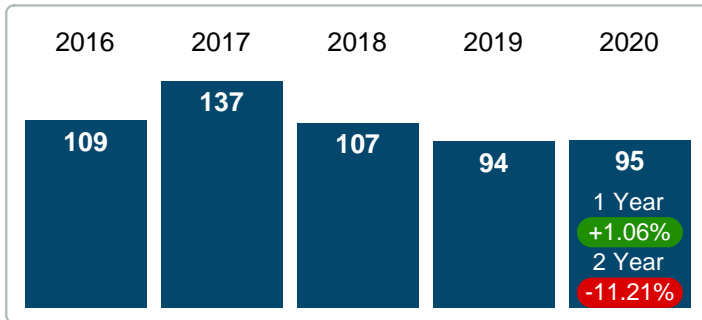
Area Delimited by County Of Muskogee



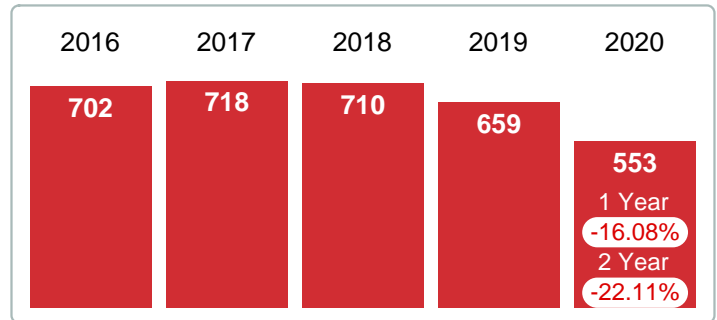
NEW LISTINGS

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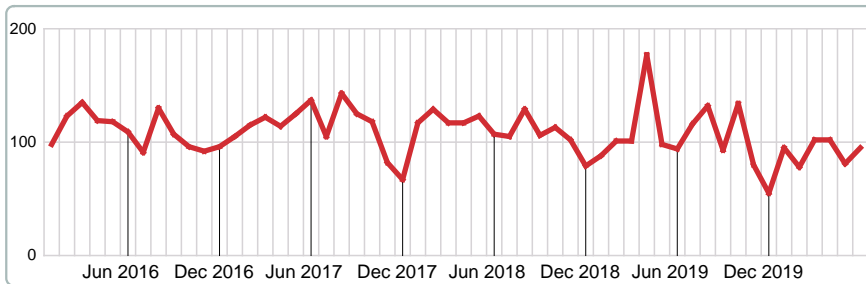
JUNE



YEAR TO DATE (YTD)

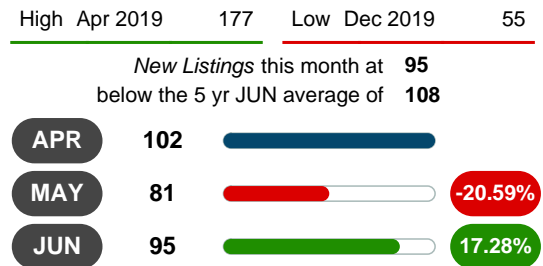


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 108



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	8.42%	4	3	1	0
\$30,001 - \$60,000	12	12.63%	7	3	1	1
\$60,001 - \$90,000	14	14.74%	3	8	2	1
\$90,001 - \$150,000	22	23.16%	4	13	4	1
\$150,001 - \$190,000	17	17.89%	0	14	3	0
\$190,001 - \$270,000	12	12.63%	3	3	4	2
\$270,001 and up	10	10.53%	2	2	6	0
Total New Listed Units	95		23	46	21	5
Total New Listed Volume	14,918,050	100%	2.45M	7.69M	4.09M	686.30K
Median New Listed Listing Price	\$129,900		\$62,500	\$132,400	\$179,900	\$149,500

June 2020



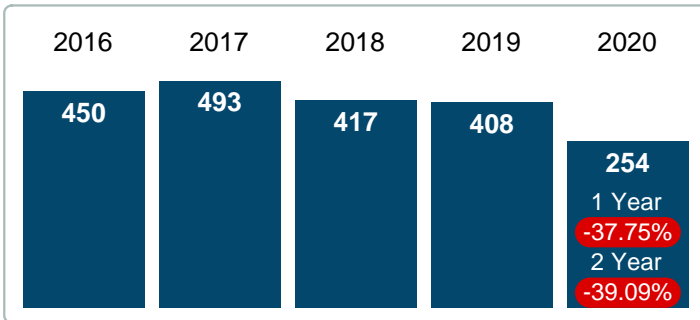
Area Delimited by County Of Muskogee



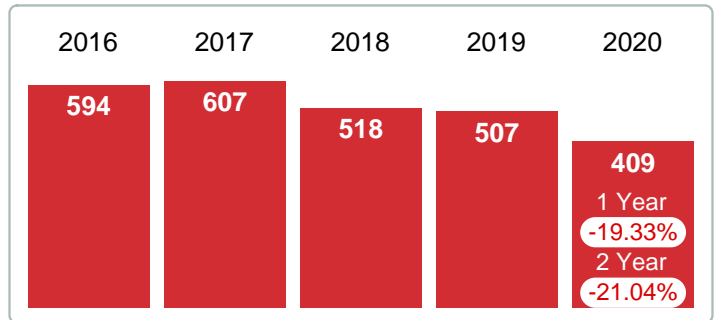
ACTIVE INVENTORY

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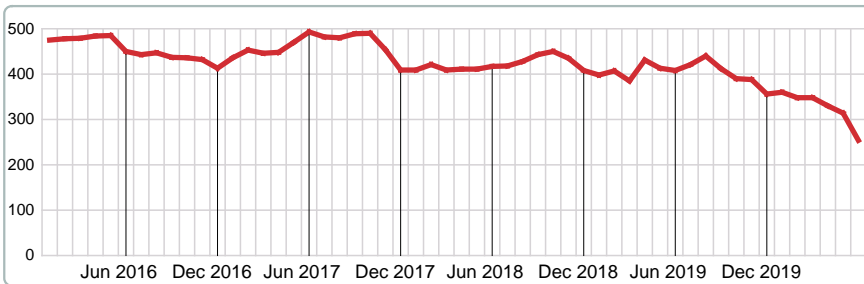
END OF JUNE



ACTIVE DURING JUNE

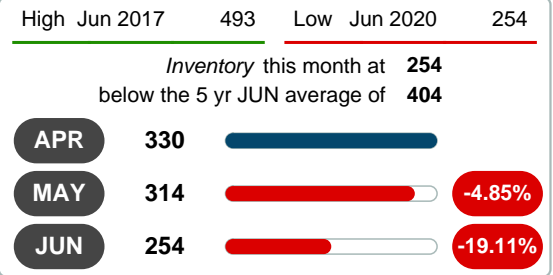


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 404



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	10	3.94%	142.5	10	0	0	0
\$10,001 - \$20,000	41	16.14%	90.0	41	0	0	0
\$20,001 - \$50,000	33	12.99%	95.0	25	7	0	1
\$50,001 - \$140,000	72	28.35%	76.0	38	25	6	3
\$140,001 - \$220,000	39	15.35%	35.0	7	23	6	3
\$220,001 - \$390,000	33	12.99%	85.0	14	6	12	1
\$390,001 and up	26	10.24%	115.0	8	11	6	1
Total Active Inventory by Units	254			143	72	30	9
Total Active Inventory by Volume	49,208,383	100%	90.0	18.68M	19.54M	8.88M	2.12M
Median Active Inventory Listing Price	\$90,950			\$48,000	\$156,700	\$266,700	\$149,500

June 2020



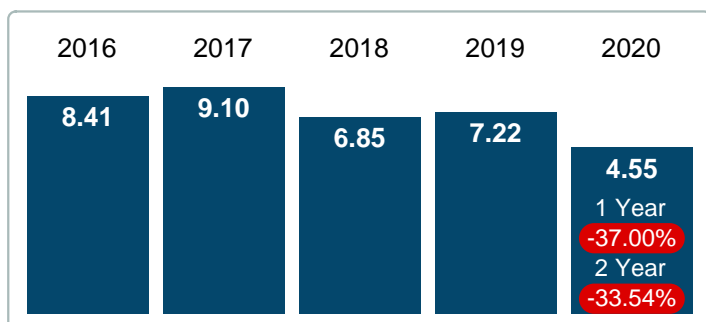
Area Delimited by County Of Muskogee



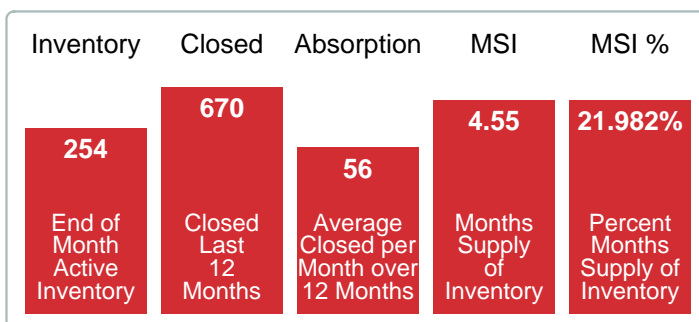
MONTHS SUPPLY of INVENTORY (MSI)

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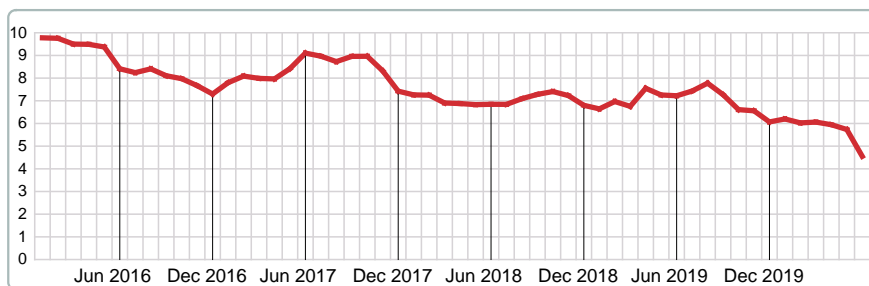
MSI FOR JUNE



INDICATORS FOR JUNE 2020

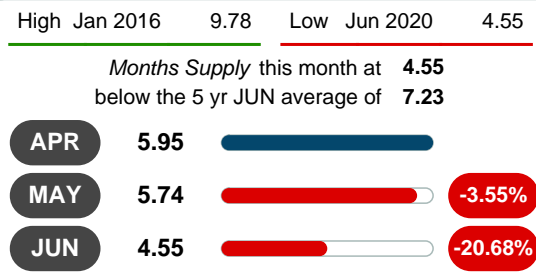


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 7.23



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	10	3.94%	8.57	15.00	0.00	0.00	0.00
\$10,001 - \$20,000	41	16.14%	14.47	23.43	0.00	0.00	0.00
\$20,001 - \$50,000	33	12.99%	4.45	5.77	3.11	0.00	6.00
\$50,001 - \$140,000	72	28.35%	2.88	8.77	1.46	1.85	12.00
\$140,001 - \$220,000	39	15.35%	3.44	10.50	3.14	1.89	18.00
\$220,001 - \$390,000	33	12.99%	4.60	18.67	2.77	3.69	1.00
\$390,001 and up	26	10.24%	28.36	48.00	33.00	36.00	4.00
Market Supply of Inventory (MSI)			4.55	11.29	2.35	2.81	4.70
Total Active Inventory by Units		100%	4.55	143	72	30	9

June 2020



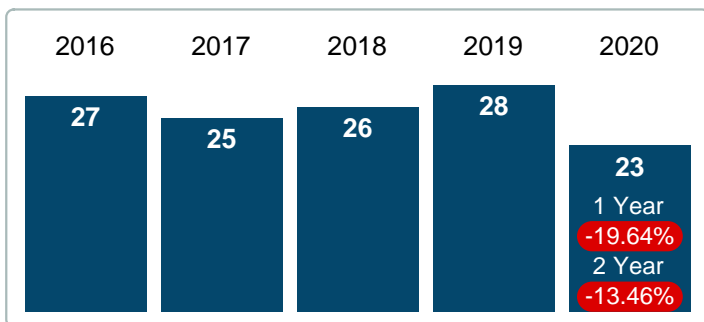
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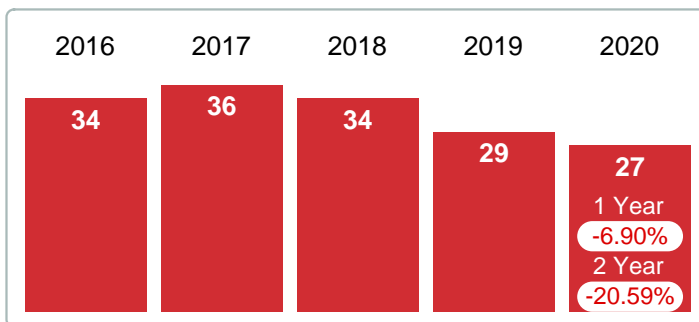
MEDIAN DAYS ON MARKET TO SALE

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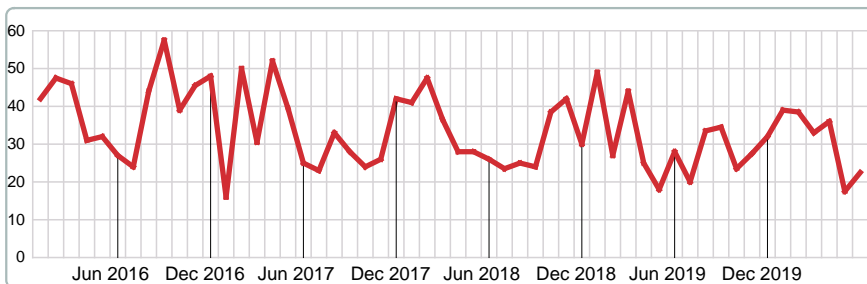
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

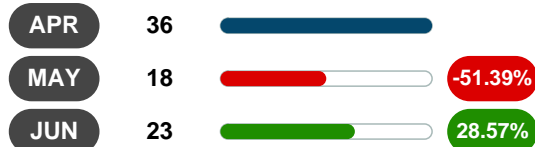


3 MONTHS

5 year JUN AVG = 26

High Sep 2016 58 Low Jan 2017 16

Median Days on Market to Sale this month at 23 below the 5 yr JUN average of 26



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
\$30,000 and less	9.72%	25	61	11	0	0
\$30,001 - \$50,000	12.50%	23	23	40	14	0
\$50,001 - \$90,000	11.11%	26	30	26	0	0
\$90,001 - \$150,000	31.94%	10	111	7	28	0
\$150,001 - \$190,000	13.89%	27	39	20	31	0
\$190,001 - \$280,000	8.33%	8	0	26	5	0
\$280,001 and up	12.50%	33	42	39	6	36
Median Closed DOM		23	39	19	8	36
Total Closed Units	100%	72	17	36	17	2
Total Closed Volume		9,698,051	1.18M	4.58M	3.16M	785.00K

June 2020



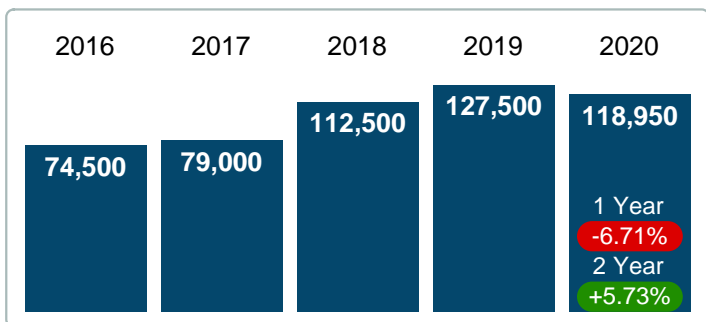
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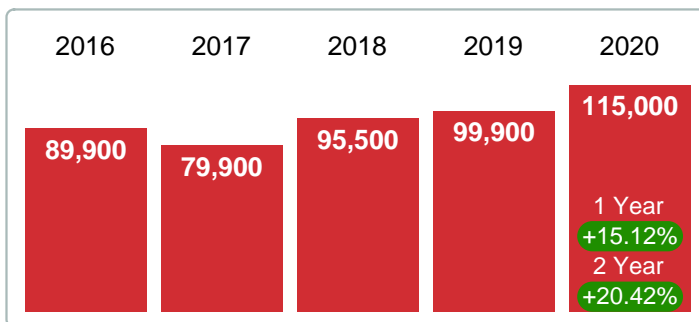
MEDIAN LIST PRICE AT CLOSING

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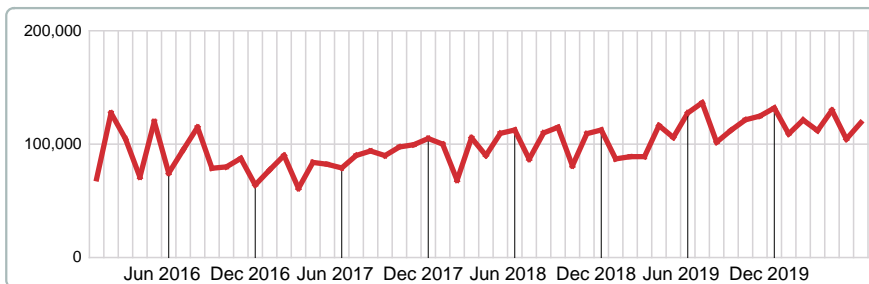
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

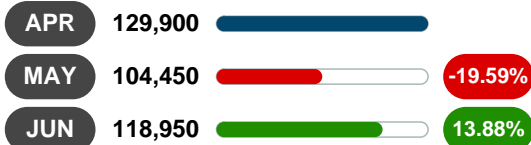


3 MONTHS

5 year JUN AVG = 102,490

High Jul 2019 136,500 Low Mar 2017 61,000

Median List Price at Closing this month at **118,950**
 above the 5 yr JUN average of **102,490**



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
\$30,000 and less	9.72%	25,000	25,000	17,000	0	0
\$30,001 - \$50,000	11.11%	39,000	37,500	49,900	37,500	0
\$50,001 - \$90,000	13.89%	64,900	74,900	64,900	53,000	0
\$90,001 - \$150,000	29.17%	118,900	131,200	115,900	123,450	0
\$150,001 - \$190,000	13.89%	176,900	0	172,500	185,000	0
\$190,001 - \$280,000	8.33%	199,250	0	199,000	199,500	0
\$280,001 and up	13.89%	322,500	304,500	310,500	350,000	392,450
Median List Price		118,950	38,500	117,400	190,000	392,450
Total Closed Units	100%	118,950	17	36	17	2
Total Closed Volume		10,013,800	1.37M	4.63M	3.23M	784.90K

June 2020



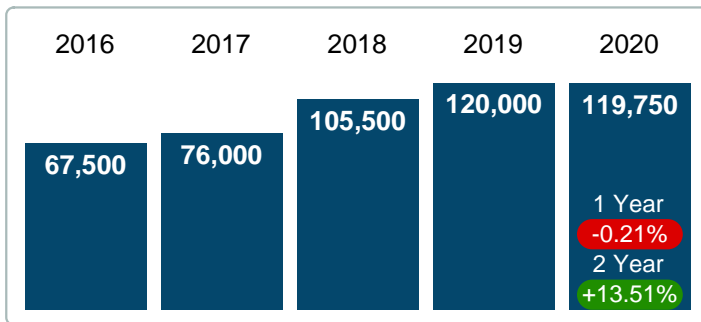
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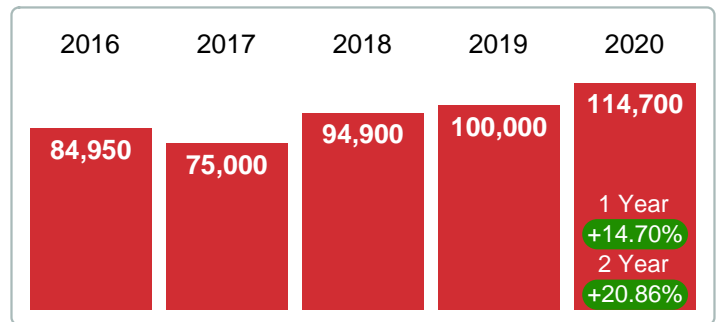
MEDIAN SOLD PRICE AT CLOSING

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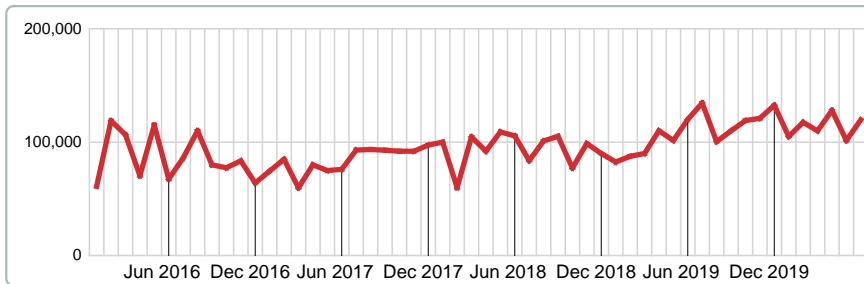
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 97,750

High Jul 2019 134,500 Low Mar 2017 59,750

Median Sold Price at Closing this month at 119,750 above the 5 yr JUN average of 97,750



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
\$30,000 and less	9.72%	22,000	23,500	18,001	0	0
\$30,001 - \$50,000	12.50%	38,000	32,000	41,000	41,500	0
\$50,001 - \$90,000	11.11%	66,200	73,750	59,400	0	0
\$90,001 - \$150,000	31.94%	119,000	125,000	119,000	123,450	0
\$150,001 - \$190,000	13.89%	172,950	190,000	169,750	179,900	0
\$190,001 - \$280,000	8.33%	196,250	0	195,000	197,500	0
\$280,001 and up	12.50%	300,000	285,000	295,400	350,000	392,500
Median Sold Price		119,750	32,000	119,750	190,000	392,500
Total Closed Units	100%	119,750	17	36	17	2
Total Closed Volume		9,698,051	1.18M	4.58M	3.16M	785.00K

June 2020



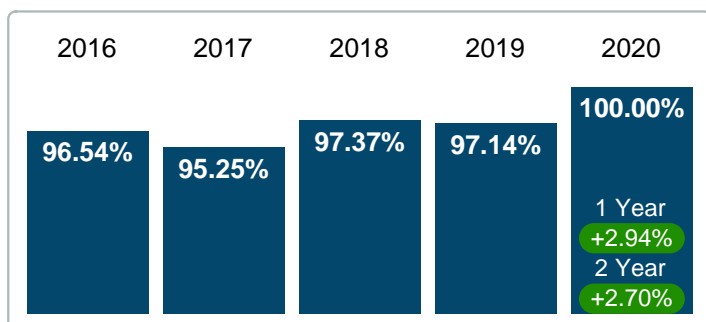
Area Delimited by County Of Muskogee



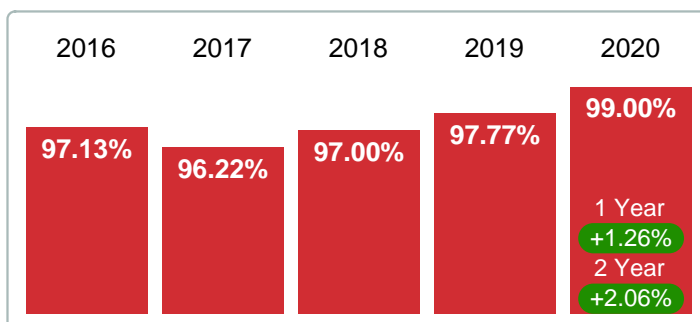
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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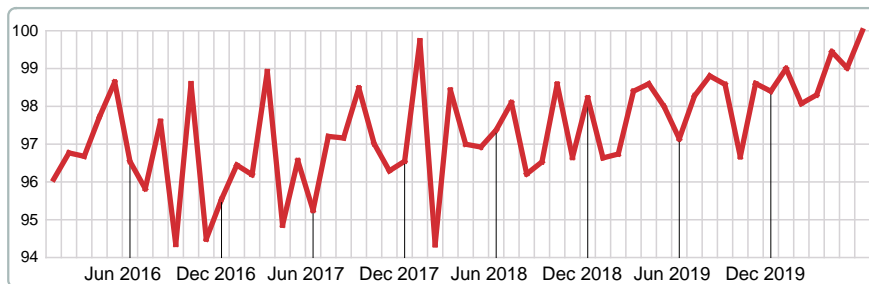
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

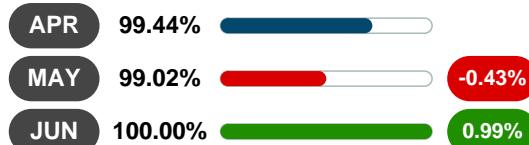


3 MONTHS

5 year JUN AVG = 97.26%

High Jun 2020 100.00% Low Feb 2018 94.34%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **97.26%**



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
\$30,000 and less	7	9.72%	91.67%	91.60%	105.89%	0.00%	0.00%
\$30,001 \$50,000	9	12.50%	87.72%	87.72%	93.38%	93.12%	0.00%
\$50,001 \$90,000	8	11.11%	99.59%	98.40%	99.59%	0.00%	0.00%
\$90,001 \$150,000	23	31.94%	100.00%	94.99%	100.00%	100.00%	0.00%
\$150,001 \$190,000	10	13.89%	100.00%	65.74%	100.00%	100.00%	0.00%
\$190,001 \$280,000	6	8.33%	98.49%	0.00%	97.99%	99.00%	0.00%
\$280,001 and up	9	12.50%	95.89%	89.06%	95.14%	100.00%	100.01%
Median Sold/List Ratio		100.00%		91.43%	100.00%	100.00%	100.01%
Total Closed Units		72	100%	17	36	17	2
Total Closed Volume		9,698,051		1.18M	4.58M	3.16M	785.00K

June 2020



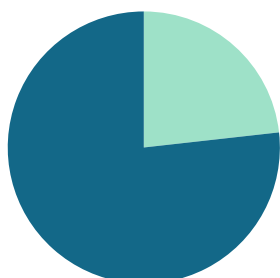
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

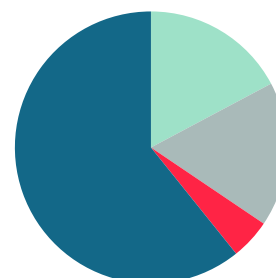


Inventory
 New Listings
95 = 23.23%
 Start Inventory
314
 Total Inventory Units
409
 Volume
\$71,192,127

Market Activity

Closed Sales
72 = 17.22%
 Pending Sales
72 = 17.22%
 Other Off Market
20 = 4.78%
 Active Inventory
254 = 60.77%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	59	72	22.03%	343	309	-9.91%
Pending Sales	61	72	18.03%	367	387	5.45%
New Listings	94	95	1.06%	659	553	-16.08%
Median List Price	127,500	118,950	-6.71%	99,900	115,000	15.12%
Median Sale Price	120,000	119,750	-0.21%	100,000	114,700	14.70%
Median Percent of Selling Price to List Price	97.14%	100.00%	2.94%	97.77%	99.00%	1.26%
Median Days on Market to Sale	28.00	22.50	-19.64%	29.00	27.00	-6.90%
Monthly Inventory	408	254	-37.75%	408	254	-37.75%
Months Supply of Inventory	7.22	4.55	-37.00%	7.22	4.55	-37.00%

Absorption: Last 12 months, an Average of **56** Sales/Month

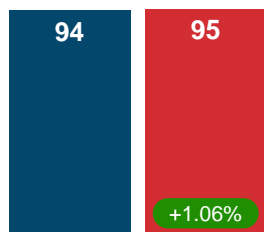
Inventory on June 30, 2020 = **254**

2019 **2020**

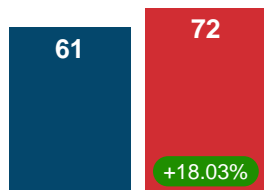
JUNE MARKET

MEDIAN PRICES

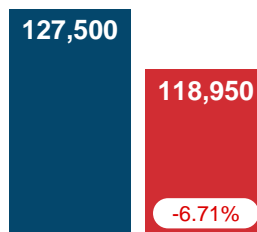
New Listings



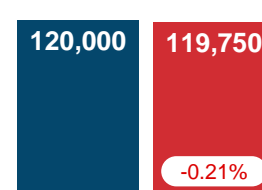
Pending Listings



List Price



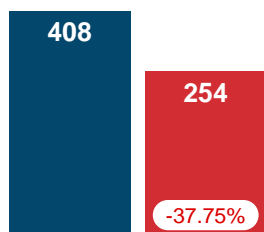
Sale Price



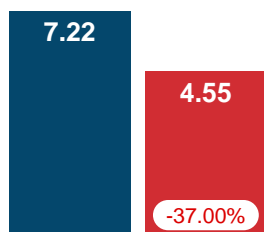
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

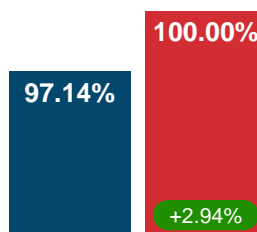
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

