

June 2020



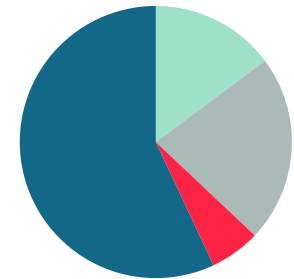
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	72	84	16.67%
Pending Listings	87	126	44.83%
New Listings	144	121	-15.97%
Average List Price	176,876	152,841	-13.59%
Average Sale Price	171,564	149,567	-12.82%
Average Percent of Selling Price to List Price	96.95%	96.96%	0.01%
Average Days on Market to Sale	35.36	31.96	-9.61%
End of Month Inventory	581	323	-44.41%
Months Supply of Inventory	8.61	4.55	-47.08%



■ Closed (14.81%)
■ Pending (22.22%)
■ Other OffMarket (6.00%)
■ Active (56.97%)

Absorption: Last 12 months, an Average of **71** Sales/Month
Active Inventory as of June 30, 2020 = **323**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **44.41%** to 323 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **4.55** 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 **12.82%** in June 2020 to \$149,567 versus the previous year at \$171,564.

Average Days on Market Shortens

The average number of **31.96** days that homes spent on the market before selling decreased by 3.40 days or **9.61%** in June 2020 compared to last year's same month at **35.36** DOM.

Sales Success for June 2020 is Positive

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

There were 121 New Listings in June 2020, down **15.97%** from last year at 144. Furthermore, there were 84 Closed Listings this month versus last year at 72, a **16.67%** increase.

Closed versus Listed trends yielded a **69.4%** ratio, up from previous year's, June 2019, at **50.0%**, a **38.84%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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 to find a REALTOR® today.

June 2020



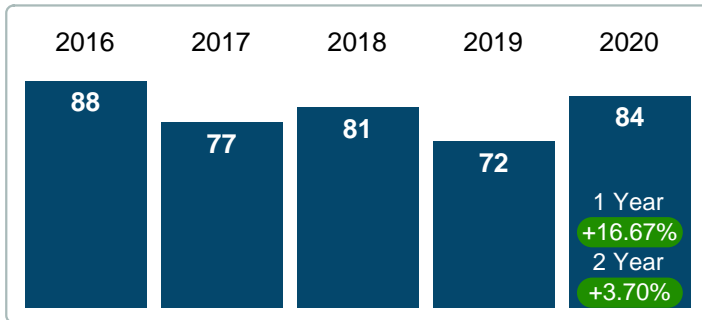
Area Delimited by County Of Washington



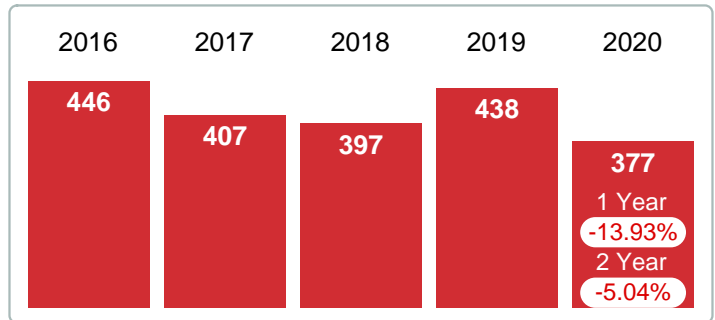
CLOSED LISTINGS

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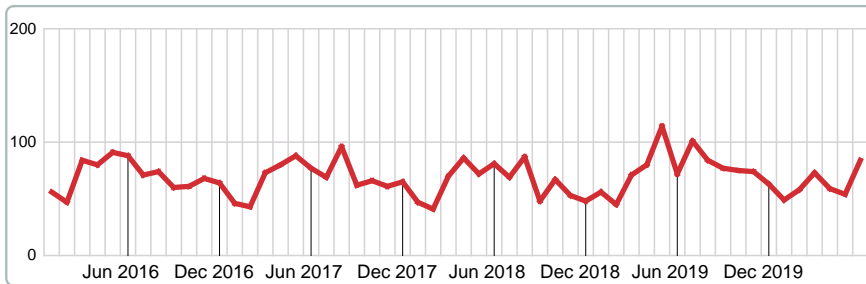
JUNE



YEAR TO DATE (YTD)

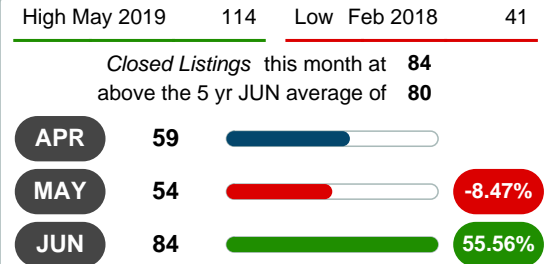


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 80



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	9	10.71%	36.4	6	3	0	0
\$50,001 - \$70,000	9	10.71%	43.9	4	4	1	0
\$70,001 - \$100,000	13	15.48%	38.5	2	10	1	0
\$100,001 - \$170,000	21	25.00%	35.3	1	17	3	0
\$170,001 - \$200,000	13	15.48%	18.2	1	6	5	1
\$200,001 - \$250,000	10	11.90%	25.6	0	5	5	0
\$250,001 and up	9	10.71%	25.3	0	1	6	2
Total Closed Units	84			14	46	21	3
Total Closed Volume	12,563,586	100%	32.0	899.00K	5.87M	4.96M	824.90K
Average Closed Price	\$149,567			\$64,214	\$127,716	\$236,417	\$274,967

June 2020



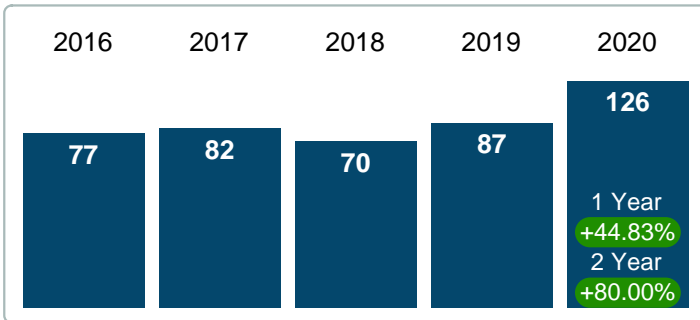
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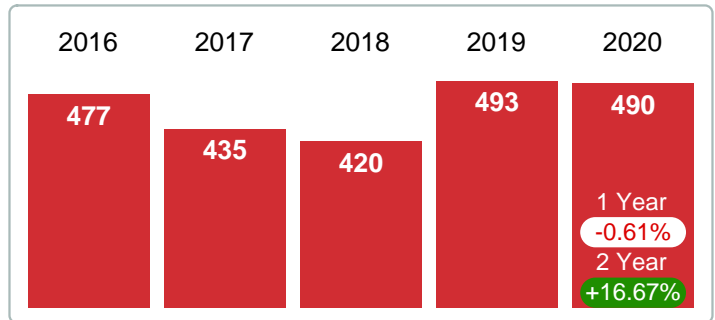
PENDING LISTINGS

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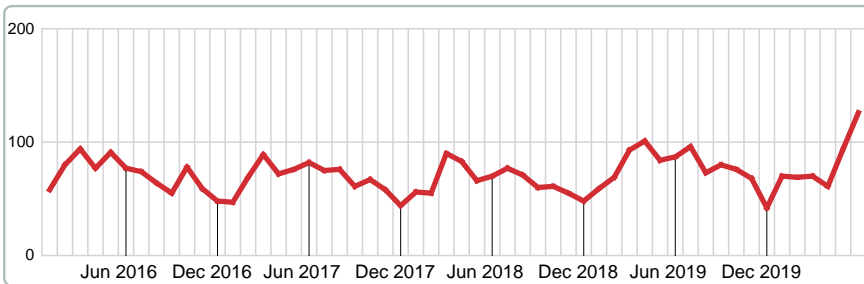
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

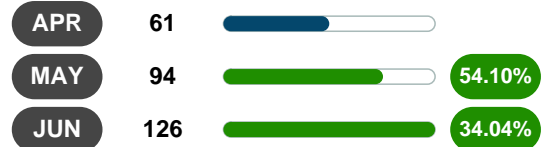


3 MONTHS

5 year JUN AVG = 88

High Jun 2020 126 Low Dec 2019 42

Pending Listings this month at 126
above the 5 yr JUN average of 88



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	12	9.52%	43.8	10	1	1	0
\$40,001 - \$60,000	8	6.35%	37.3	4	4	0	0
\$60,001 - \$100,000	26	20.63%	45.4	7	16	3	0
\$100,001 - \$160,000	26	20.63%	36.8	3	18	5	0
\$160,001 - \$240,000	22	17.46%	52.0	1	10	9	2
\$240,001 - \$350,000	19	15.08%	35.3	4	1	13	1
\$350,001 and up	13	10.32%	79.6	2	3	7	1
Total Pending Units	126			31	53	38	4
Total Pending Volume	23,738,599	100%	33.0	5.57M	7.52M	9.33M	1.31M
Average Listing Price	\$128,900			\$179,832	\$141,930	\$245,489	\$328,225

June 2020



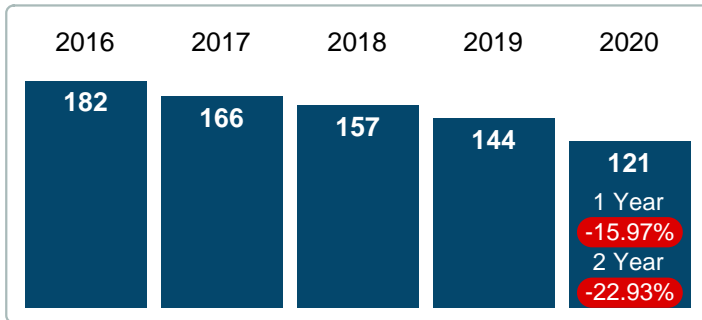
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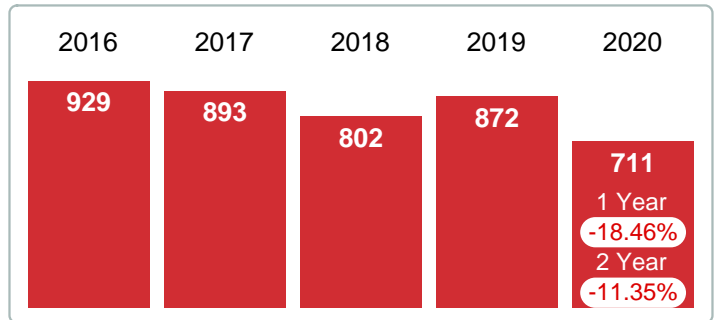
NEW LISTINGS

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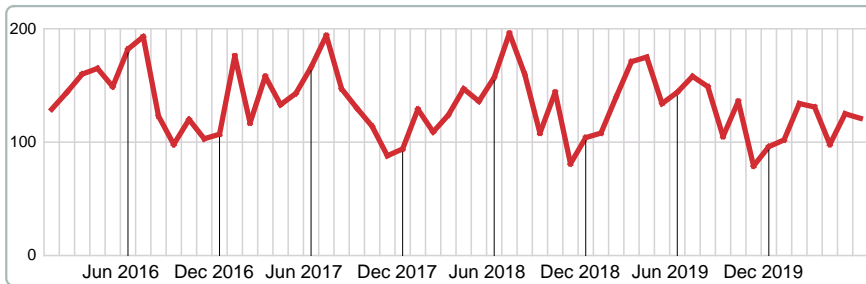
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 154

High Jul 2018 196 Low Nov 2019 79

New Listings this month at 121
below the 5 yr JUN average of 154



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	11	9.09%	10	1	0	0
\$30,001 - \$60,000	16	13.22%	12	3	1	0
\$60,001 - \$90,000	17	14.05%	3	13	1	0
\$90,001 - \$170,000	30	24.79%	6	20	4	0
\$170,001 - \$240,000	18	14.88%	2	7	9	0
\$240,001 - \$310,000	15	12.40%	1	0	14	0
\$310,001 and up	14	11.57%	4	2	6	2
Total New Listed Units	121		38	46	35	2
Total New Listed Volume	19,994,678	100%	4.14M	6.08M	8.80M	968.00K
Average New Listed Listing Price	\$99,967		\$108,955	\$132,263	\$251,494	\$484,000

June 2020



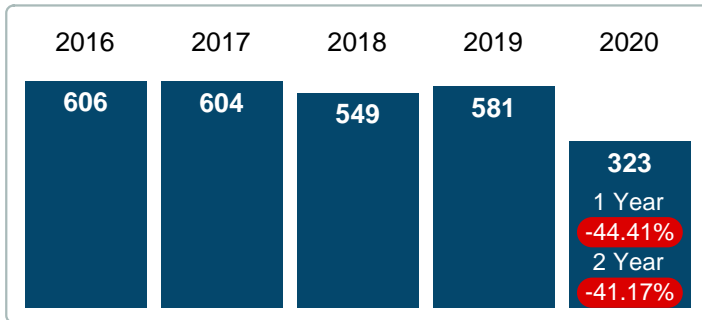
Area Delimited by County Of Washington



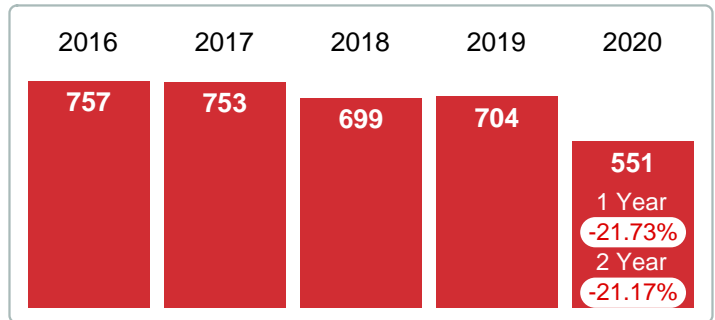
ACTIVE INVENTORY

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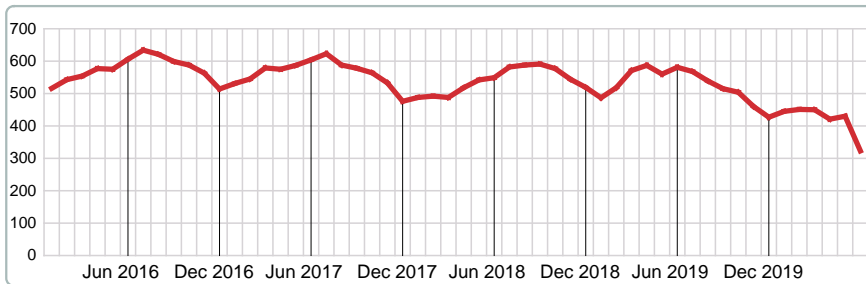
END OF JUNE



ACTIVE DURING JUNE

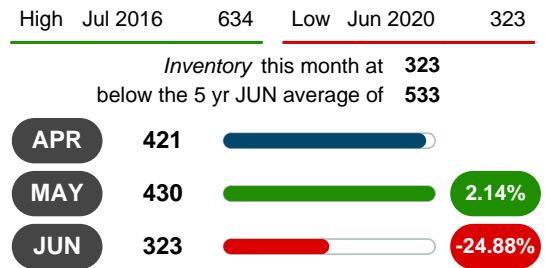


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 533



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	29	8.98%	185.3	27	2	0	0
\$20,001 - \$40,000	46	14.24%	134.2	41	4	1	0
\$40,001 - \$60,000	53	16.41%	178.4	49	4	0	0
\$60,001 - \$120,000	74	22.91%	101.1	49	24	1	0
\$120,001 - \$210,000	49	15.17%	68.3	17	18	14	0
\$210,001 - \$350,000	40	12.38%	71.5	3	7	25	5
\$350,001 and up	32	9.91%	103.9	21	1	6	4
Total Active Inventory by Units	323			207	60	47	9
Total Active Inventory by Volume	47,658,088	100%	117.7	24.64M	7.55M	12.31M	3.16M
Average Active Inventory Listing Price	\$147,548			\$119,054	\$125,758	\$261,895	\$351,033

June 2020



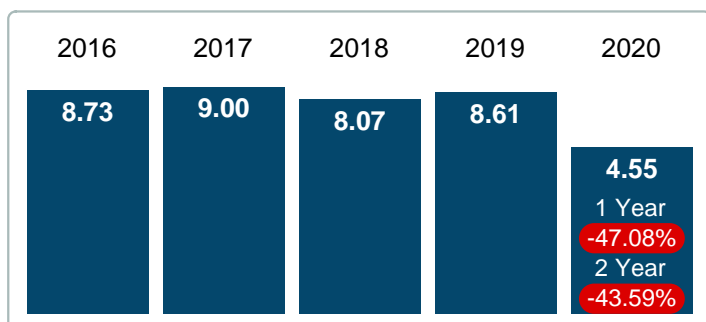
Area Delimited by County Of Washington



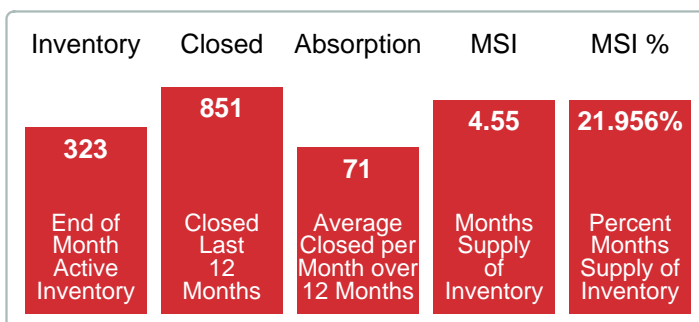
MONTHS SUPPLY of INVENTORY (MSI)

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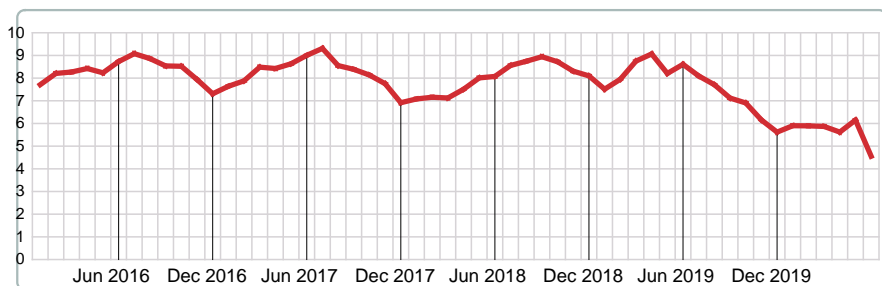
MSI FOR JUNE



INDICATORS FOR JUNE 2020

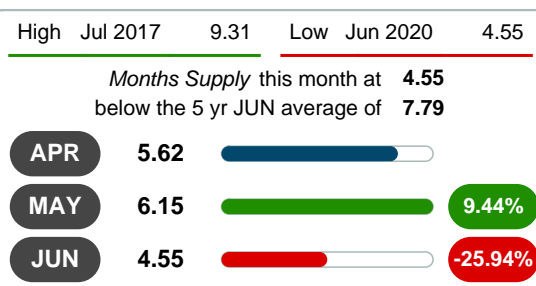


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 7.79



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
\$20,000 and less	29	8.98%	11.60	17.05	2.18	0.00	0.00
\$20,001 - \$40,000	46	14.24%	9.86	17.57	1.92	4.00	0.00
\$40,001 - \$60,000	53	16.41%	9.35	19.60	1.41	0.00	0.00
\$60,001 - \$120,000	74	22.91%	3.44	12.25	1.56	0.55	0.00
\$120,001 - \$210,000	49	15.17%	2.24	18.55	1.34	2.07	0.00
\$210,001 - \$350,000	40	12.38%	3.16	36.00	2.40	3.09	3.16
\$350,001 and up	32	9.91%	15.36	0.00	1.33	7.20	8.00
Market Supply of Inventory (MSI)			4.55	18.13	1.57	2.60	2.92
Total Active Inventory by Units		100%	4.55	207	60	47	9

June 2020



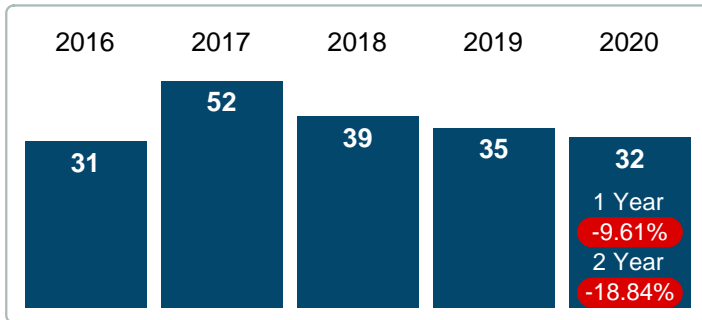
Area Delimited by County Of Washington



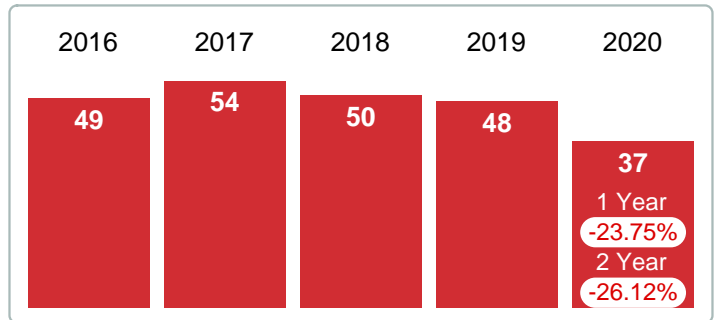
AVERAGE DAYS ON MARKET TO SALE

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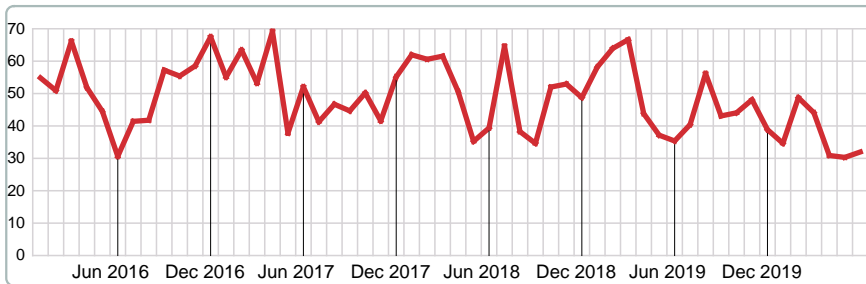
JUNE



YEAR TO DATE (YTD)

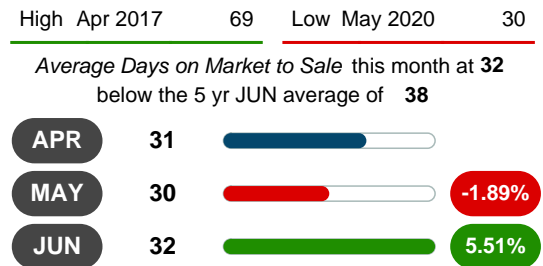


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 38



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	10.71%	36	51	8	0	0
\$50,001 - \$70,000	10.71%	44	66	32	4	0
\$70,001 - \$100,000	15.48%	39	69	36	1	0
\$100,001 - \$170,000	25.00%	35	1	38	30	0
\$170,001 - \$200,000	15.48%	18	1	18	24	4
\$200,001 - \$250,000	11.90%	26	0	33	18	0
\$250,001 and up	10.71%	25	0	21	28	20
Average Closed DOM		32				
Total Closed Units	100%	32	14	46	21	3
Total Closed Volume		12,563,586	899.00K	5.87M	4.96M	824.90K

June 2020



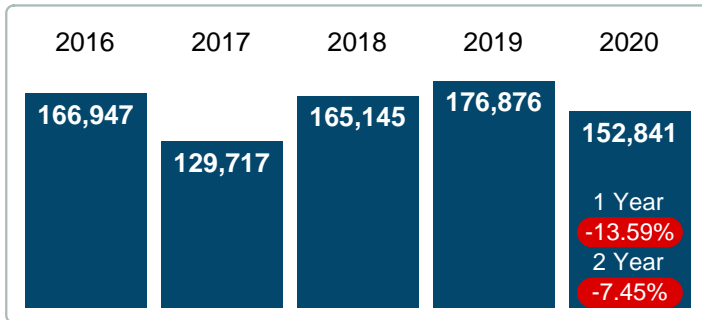
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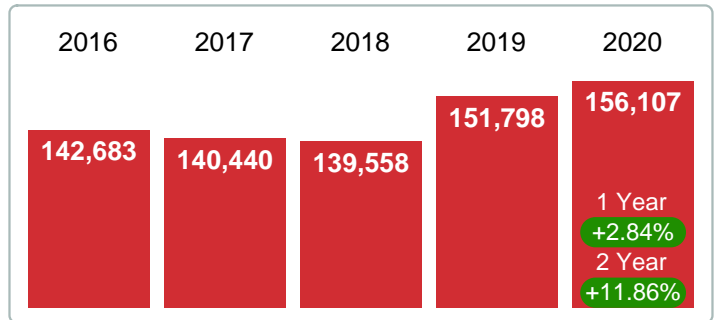
AVERAGE LIST PRICE AT CLOSING

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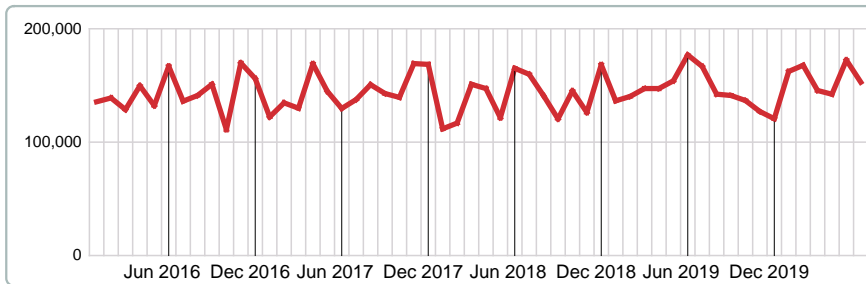
JUNE



YEAR TO DATE (YTD)

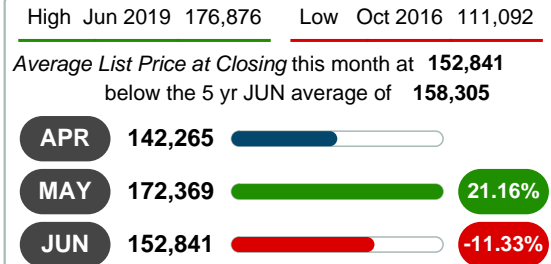


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 158,305



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	9.52%	30,349	36,233	29,967	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	26.19%	78,145	70,217	82,021	95,000	0
\$100,001 - \$150,000	17.86%	120,233	110,000	122,200	0	0
\$150,001 - \$200,000	23.81%	180,613	198,450	174,910	185,088	199,000
\$200,001 - \$250,000	10.71%	220,967	0	230,080	216,660	0
\$250,001 and up	11.90%	347,220	0	260,000	387,050	314,950
Average List Price		152,841	67,653	130,137	241,729	276,300
Total Closed Units	100%	152,841	14	46	21	3
Total Closed Volume		12,838,644	947.15K	5.99M	5.08M	828.90K

June 2020



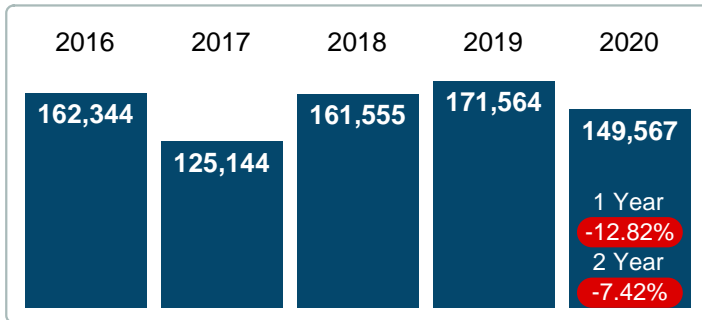
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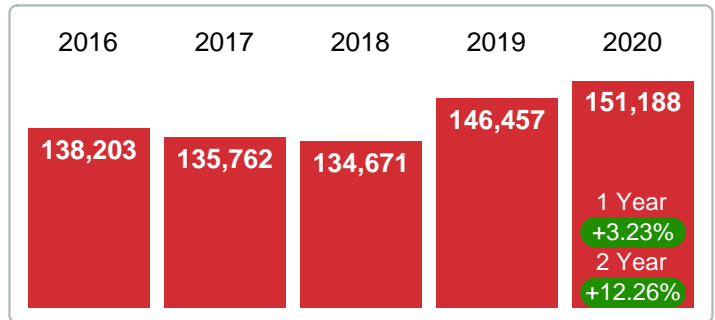
AVERAGE SOLD PRICE AT CLOSING

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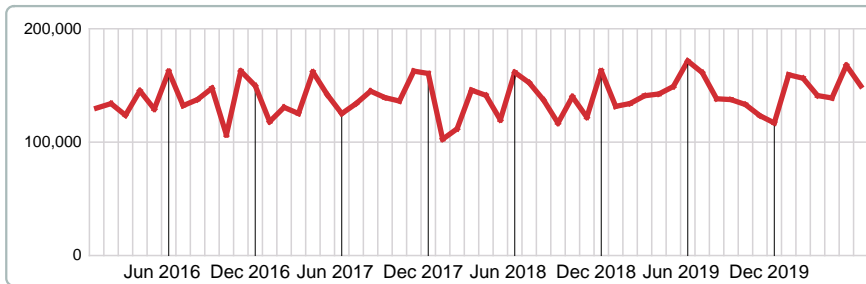
JUNE



YEAR TO DATE (YTD)

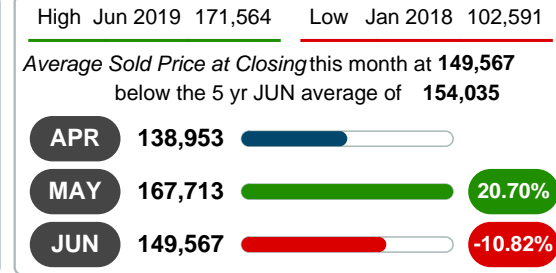


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 154,035



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	10.71%	30,000	31,500	27,000	0	0
\$50,001 - \$70,000	10.71%	64,711	60,750	67,975	67,500	0
\$70,001 - \$100,000	15.48%	85,860	80,750	85,468	100,000	0
\$100,001 - \$170,000	25.00%	132,350	110,000	128,388	162,250	0
\$170,001 - \$200,000	15.48%	187,559	195,500	185,627	186,800	195,000
\$200,001 - \$250,000	11.90%	220,400	0	223,200	217,600	0
\$250,001 and up	10.71%	352,600	0	255,000	381,417	314,950
Average Sold Price		149,567	64,214	127,716	236,417	274,967
Total Closed Units	100%	149,567	14	46	21	3
Total Closed Volume		12,563,586	899.00K	5.87M	4.96M	824.90K

June 2020



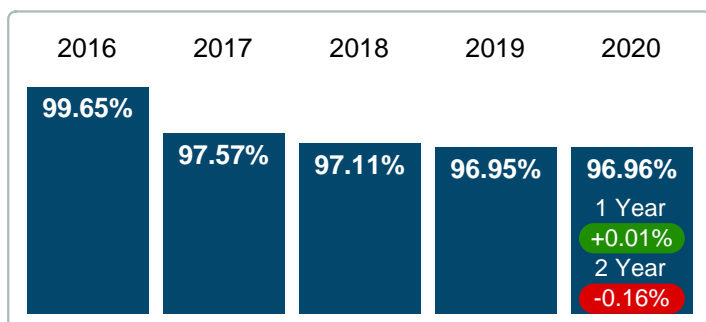
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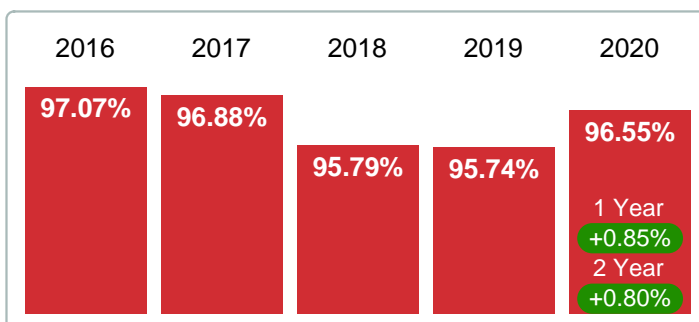
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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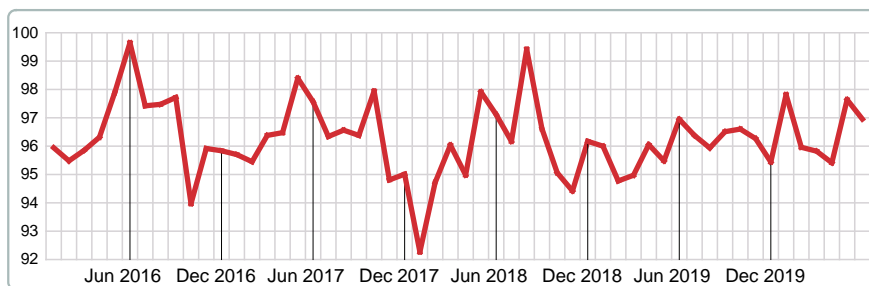
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

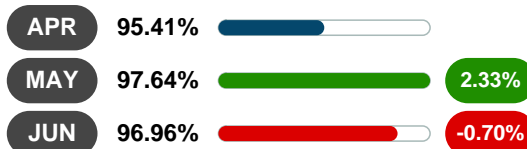


3 MONTHS

5 year JUN AVG = 97.65%

High Jun 2016 99.65% Low Jan 2018 92.27%

Average Sold/List Ratio this month at **96.96%**
below the 5 yr JUN average of **97.65%**



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	9	10.71%	88.75%	87.92%	90.39%	0.00%	0.00%
\$50,001 - \$70,000	9	10.71%	93.68%	94.98%	97.04%	75.00%	0.00%
\$70,001 - \$100,000	13	15.48%	98.79%	97.98%	98.83%	100.00%	0.00%
\$100,001 - \$170,000	21	25.00%	98.14%	100.00%	98.86%	93.48%	0.00%
\$170,001 - \$200,000	13	15.48%	98.25%	98.51%	98.87%	97.50%	97.99%
\$200,001 - \$250,000	10	11.90%	99.02%	0.00%	97.23%	100.82%	0.00%
\$250,001 and up	9	10.71%	98.85%	0.00%	98.08%	98.59%	100.00%
Average Sold/List Ratio		97.00%		93.00%	97.95%	97.08%	99.33%
Total Closed Units		84	100%	14	46	21	3
Total Closed Volume		12,563,586		899.00K	5.87M	4.96M	824.90K

June 2020



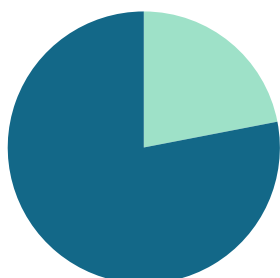
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

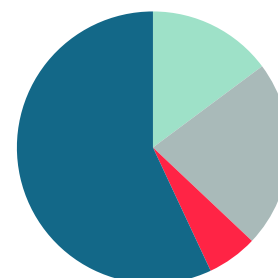


Inventory
 New Listings
121 = 21.96%
 Start Inventory
430
 Total Inventory Units
551
 Volume
\$86,583,447

Market Activity

Closed Sales
84 = 14.81%
 Pending Sales
126 = 22.22%
 Other Off Market
34 = 6.00%
 Active Inventory
323 = 56.97%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	72	84	16.67%	438	377	-13.93%
Pending Sales	87	126	44.83%	493	490	-0.61%
New Listings	144	121	-15.97%	872	711	-18.46%
Average List Price	176,876	152,841	-13.59%	151,798	156,107	2.84%
Average Sale Price	171,564	149,567	-12.82%	146,457	151,188	3.23%
Average Percent of Selling Price to List Price	96.95%	96.96%	0.01%	95.74%	96.55%	0.85%
Average Days on Market to Sale	35.36	31.96	-9.61%	48.29	36.82	-23.75%
Monthly Inventory	581	323	-44.41%	581	323	-44.41%
Months Supply of Inventory	8.61	4.55	-47.08%	8.61	4.55	-47.08%

Absorption: Last 12 months, an Average of **71** Sales/Month

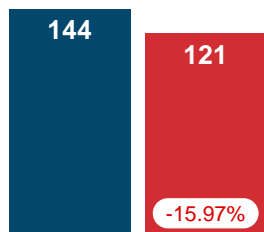
Inventory on June 30, 2020 = **323**

2019 **2020**

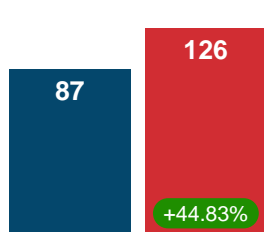
JUNE MARKET

AVERAGE PRICES

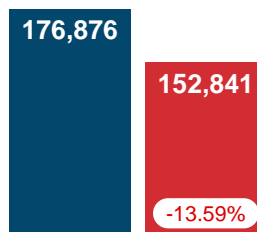
New Listings



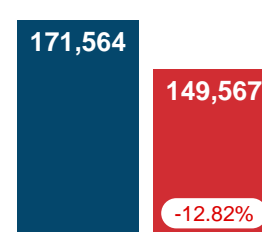
Pending Listings



List Price



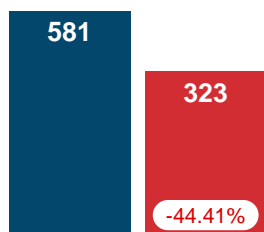
Sale Price



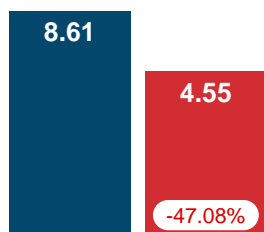
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

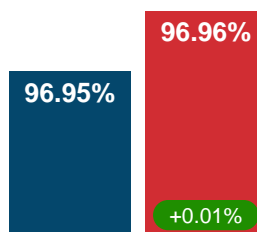
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

