

June 2020



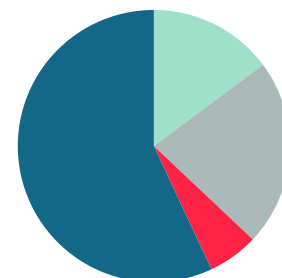
Area Delimited by County Of Washington



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%
Median List Price	159,900	142,450	-10.91%
Median Sale Price	153,000	133,500	-12.75%
Median Percent of Selling Price to List Price	97.58%	98.11%	0.55%
Median Days on Market to Sale	19.50	16.00	-17.95%
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.

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 **12.75%** in June 2020 to \$133,500 versus the previous year at \$153,000.

Median Days on Market Shortens

The median number of **16.00** days that homes spent on the market before selling decreased by 3.50 days or **17.95%** in June 2020 compared to last year's same month at **19.50** 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 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



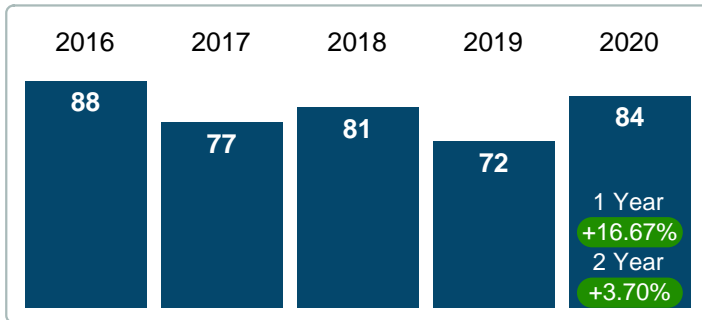
Area Delimited by County Of Washington



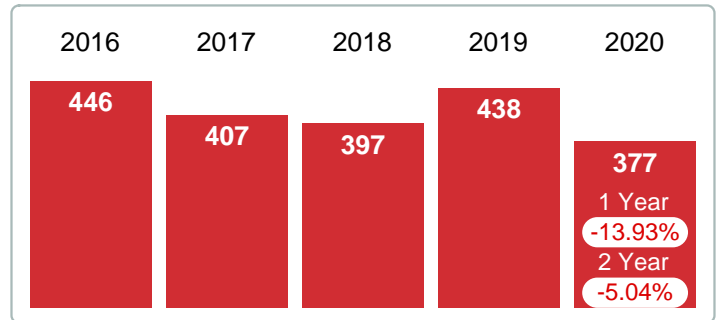
CLOSED LISTINGS

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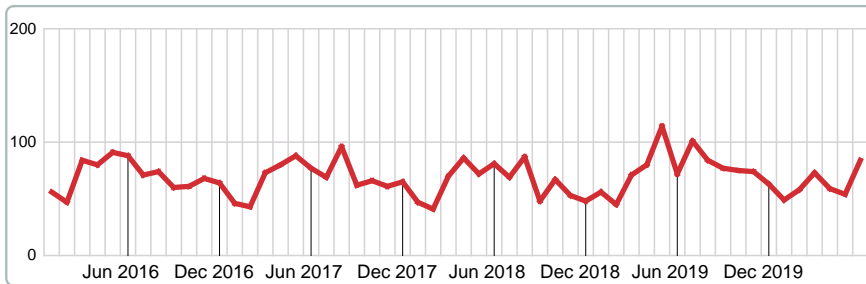
JUNE



YEAR TO DATE (YTD)

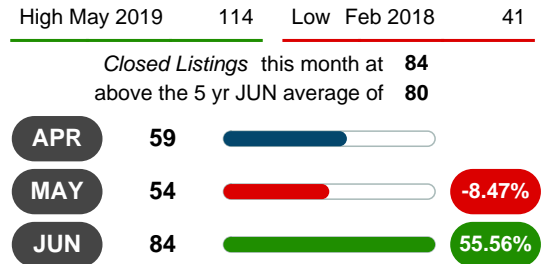


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 80



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	10.71%	16.0	6	3	0	0
\$50,001 - \$70,000	9	10.71%	20.0	4	4	1	0
\$70,001 - \$100,000	13	15.48%	20.0	2	10	1	0
\$100,001 - \$170,000	21	25.00%	16.0	1	17	3	0
\$170,001 - \$200,000	13	15.48%	4.0	1	6	5	1
\$200,001 - \$250,000	10	11.90%	8.5	0	5	5	0
\$250,001 and up	9	10.71%	19.0	0	1	6	2
Total Closed Units	84			14	46	21	3
Total Closed Volume	12,563,586	100%	16.0	899.00K	5.87M	4.96M	824.90K
Median Closed Price	\$133,500			\$57,500	\$113,797	\$204,000	\$299,900

June 2020



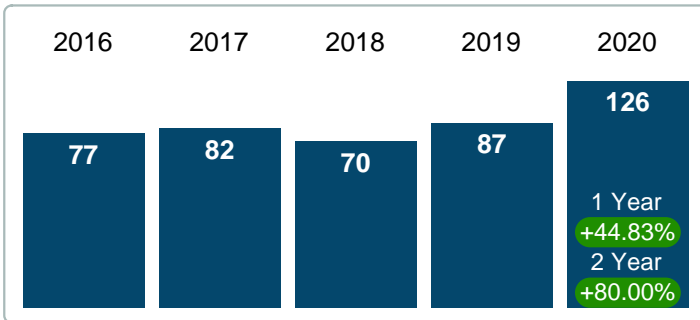
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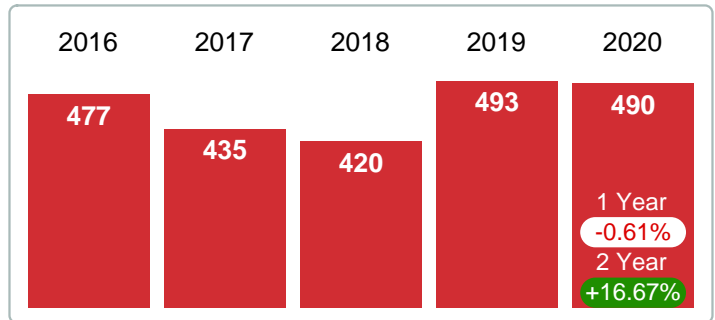
PENDING LISTINGS

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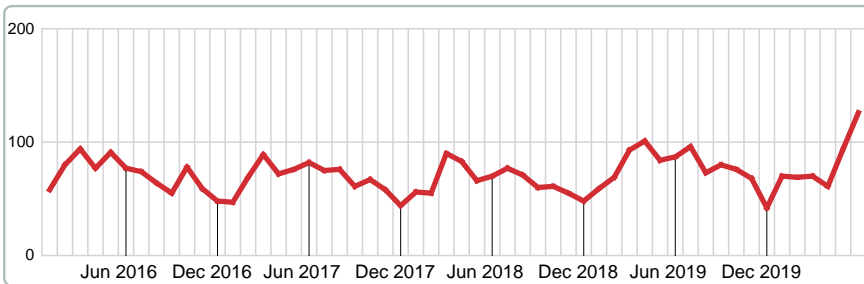
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

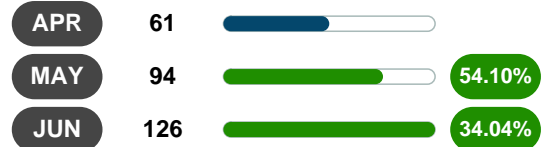


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	12	9.52%	22.0	10	1	1	0
\$40,001 - \$60,000	8	6.35%	41.0	4	4	0	0
\$60,001 - \$100,000	26	20.63%	13.5	7	16	3	0
\$100,001 - \$160,000	26	20.63%	19.0	3	18	5	0
\$160,001 - \$240,000	22	17.46%	43.0	1	10	9	2
\$240,001 - \$350,000	19	15.08%	11.0	4	1	13	1
\$350,001 and up	13	10.32%	64.0	2	3	7	1
Total Pending Units	126			31	53	38	4
Total Pending Volume	23,738,599	100%	22.0	5.57M	7.52M	9.33M	1.31M
Median Listing Price	\$141,200			\$62,000	\$109,999	\$244,450	\$287,000

June 2020



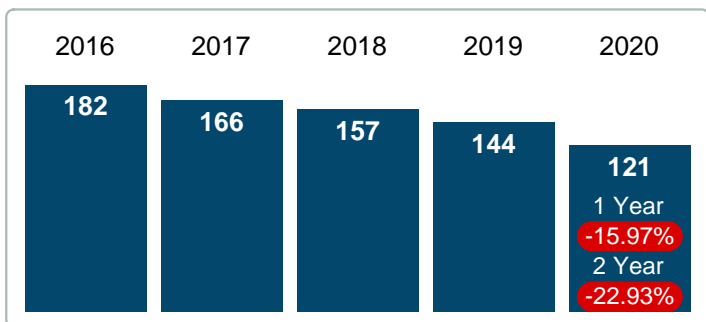
Area Delimited by County Of Washington



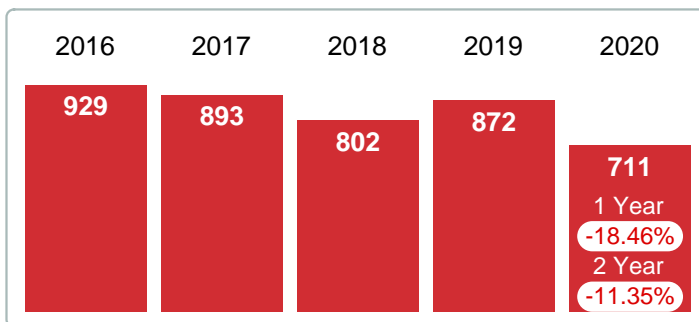
NEW LISTINGS

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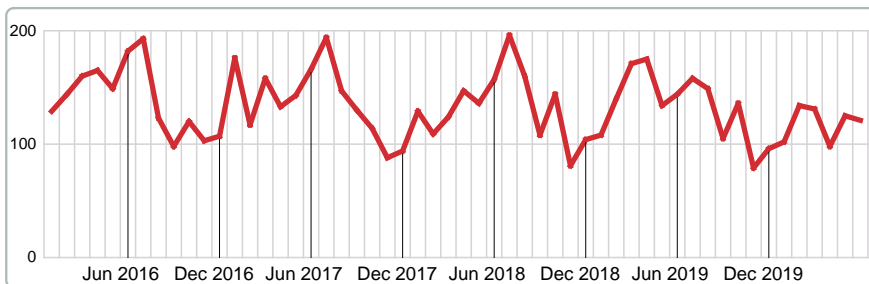
JUNE



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
Median New Listed Listing Price	\$122,500		\$56,200	\$102,250	\$245,000	\$484,000

June 2020



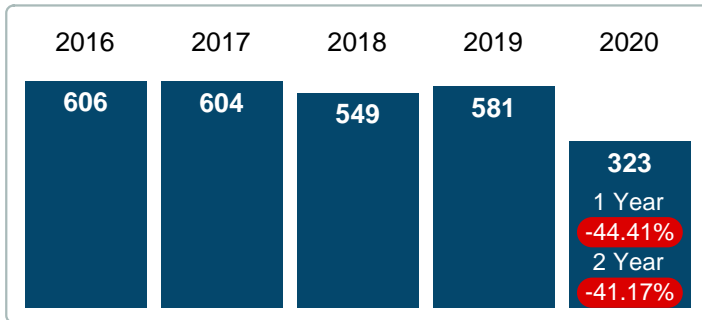
Area Delimited by County Of Washington



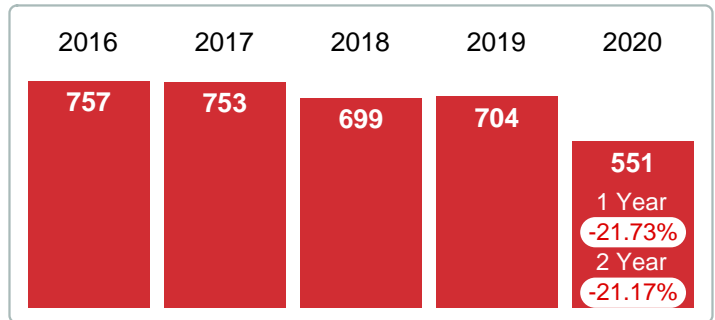
ACTIVE INVENTORY

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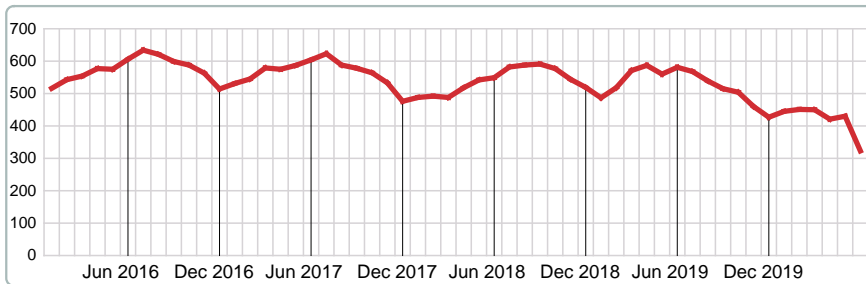
END OF JUNE



ACTIVE DURING JUNE

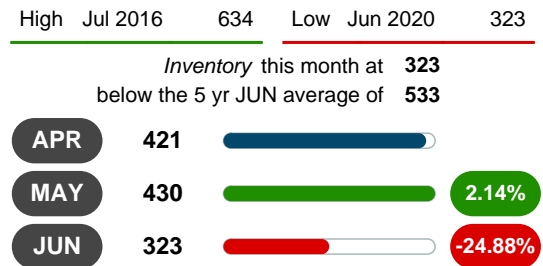


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 533



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	29	8.98%	202.0	27	2	0	0
\$20,001 - \$40,000	46	14.24%	111.0	41	4	1	0
\$40,001 - \$60,000	53	16.41%	134.0	49	4	0	0
\$60,001 - \$120,000	74	22.91%	109.5	49	24	1	0
\$120,001 - \$210,000	49	15.17%	60.0	17	18	14	0
\$210,001 - \$350,000	40	12.38%	58.5	3	7	25	5
\$350,001 and up	32	9.91%	102.5	21	1	6	4
Total Active Inventory by Units		323		207	60	47	9
Total Active Inventory by Volume		47,658,088	100%	24.64M	7.55M	12.31M	3.16M
Median Active Inventory Listing Price		\$75,000		\$57,500	\$117,250	\$247,500	\$339,000

June 2020



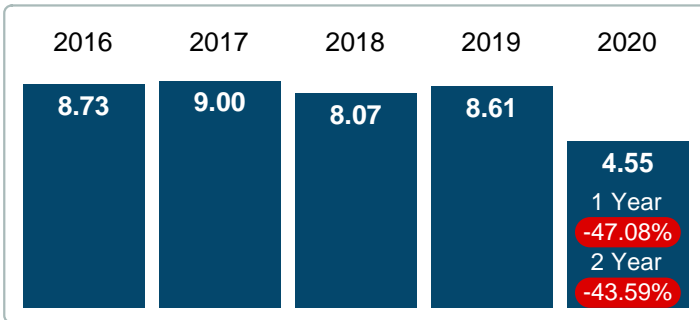
Area Delimited by County Of Washington



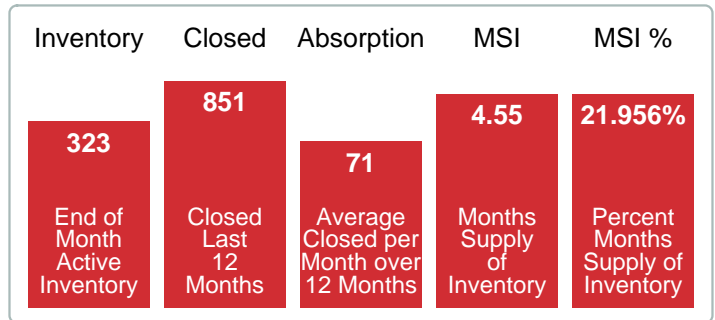
MONTHS SUPPLY of INVENTORY (MSI)

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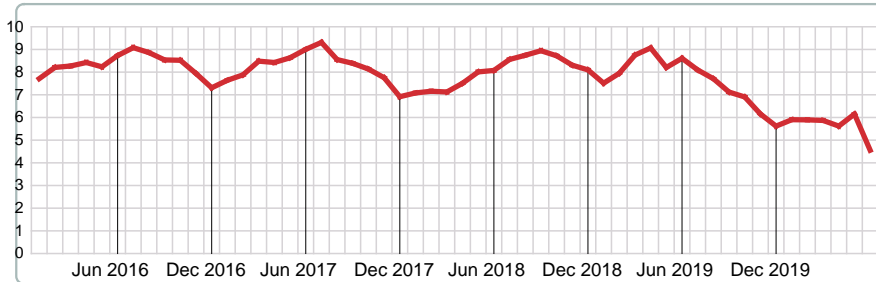
MSI FOR JUNE



INDICATORS FOR JUNE 2020

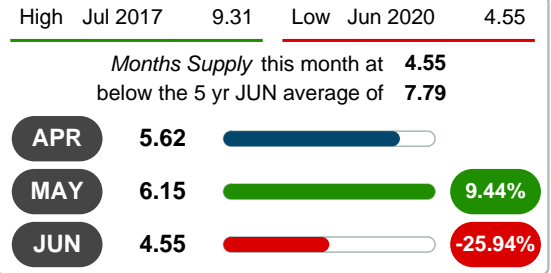


5 YEAR MARKET ACTIVITY TRENDS



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	323	100%	4.55	207	60	47	9

June 2020



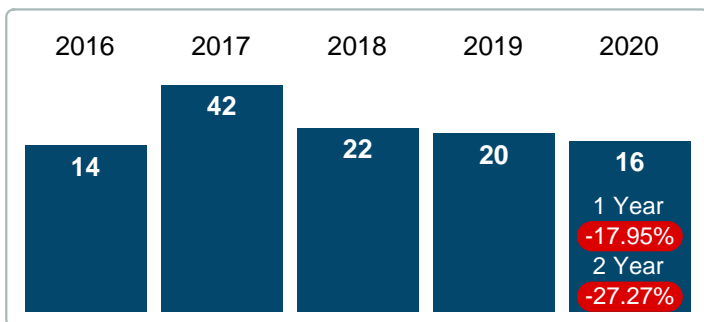
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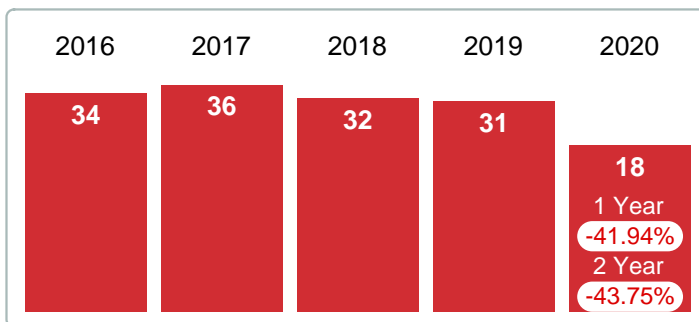
MEDIAN DAYS ON MARKET TO SALE

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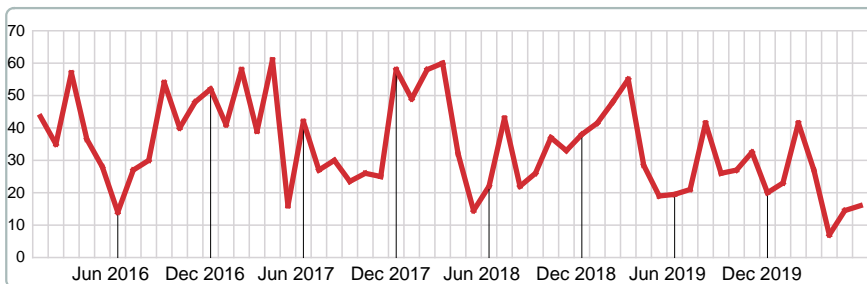
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

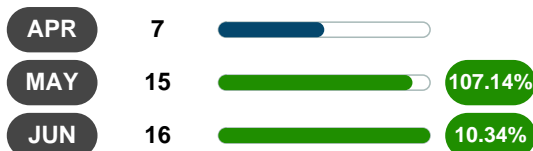


3 MONTHS

5 year JUN AVG = 23

High Apr 2017 61 Low Apr 2020 7

Median Days on Market to Sale this month at 16 below the 5 yr JUN average of 23



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
\$50,000 and less	10.71%	16	36	6	0	0
\$50,001 - \$70,000	10.71%	20	67	10	4	0
\$70,001 - \$100,000	15.48%	20	69	19	1	0
\$100,001 - \$170,000	25.00%	16	1	16	27	0
\$170,001 - \$200,000	15.48%	4	1	8	1	4
\$200,001 - \$250,000	11.90%	9	0	9	8	0
\$250,001 and up	10.71%	19	0	21	19	20
Median Closed DOM		16	52	12	8	4
Total Closed Units	100%	16.0	14	46	21	3
Total Closed Volume		12,563,586	899.00K	5.87M	4.96M	824.90K

June 2020



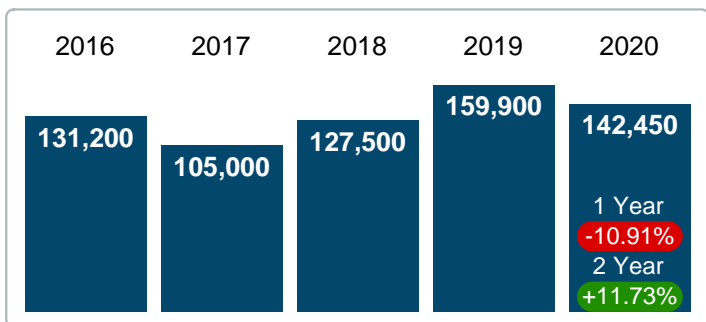
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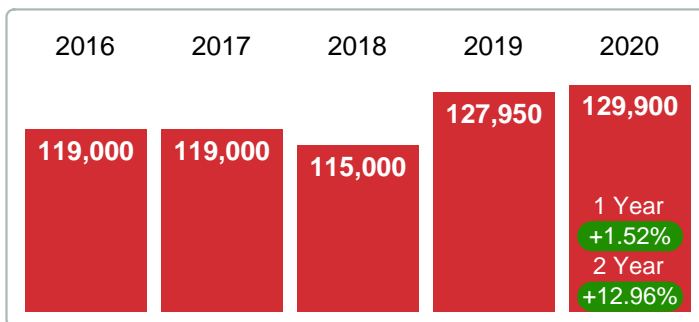
MEDIAN LIST PRICE AT CLOSING

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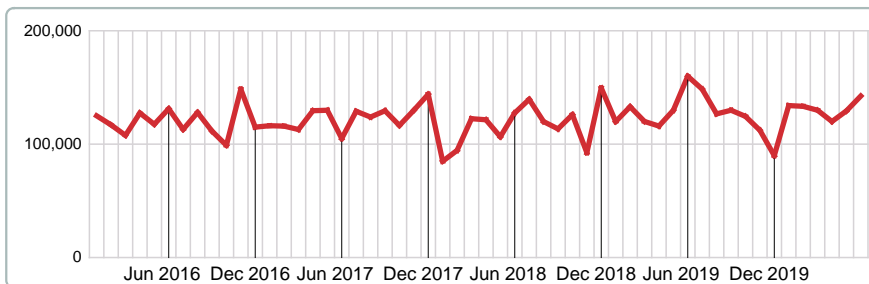
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 133,210

High Jun 2019 159,900 Low Jan 2018 84,900
 Median List Price at Closing this month at **142,450**
 above the 5 yr JUN average of **133,210**

APR 120,000

MAY 129,250 **7.71%**

JUN 142,450 **10.21%**

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
\$50,000 and less 8	9.52%	30,500	30,000	32,000	0	0
\$50,001 - \$70,000 9	10.71%	68,000	64,500	69,700	0	0
\$70,001 - \$100,000 13	15.48%	85,000	82,450	79,900	95,000	0
\$100,001 - \$170,000 20	23.81%	121,000	110,000	121,000	164,500	0
\$170,001 - \$200,000 15	17.86%	189,500	198,450	189,700	185,000	199,000
\$200,001 - \$250,000 9	10.71%	219,500	0	218,250	220,000	0
\$250,001 and up 10	11.90%	314,950	0	260,000	376,750	314,950
Median List Price		142,450	63,250	114,450	204,900	299,900
Total Closed Units	100%	142,450	14	46	21	3
Total Closed Volume		12,838,644	947.15K	5.99M	5.08M	828.90K

June 2020



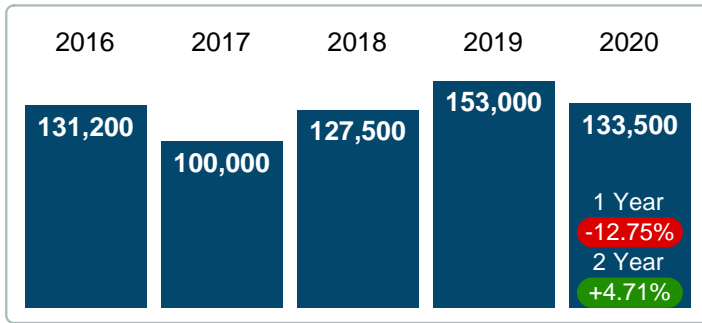
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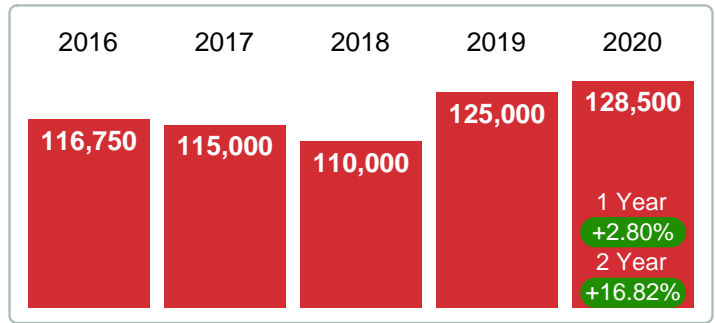
MEDIAN SOLD PRICE AT CLOSING

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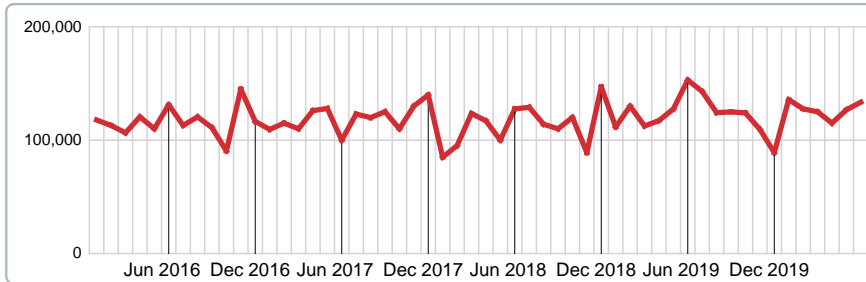
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

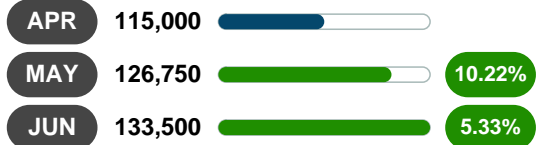


3 MONTHS

5 year JUN AVG = 129,040

High Jun 2019 153,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at 133,500 above the 5 yr JUN average of 129,040



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
\$50,000 and less	10.71%	27,500	28,750	27,500	0	0
\$50,001 - \$70,000	10.71%	65,000	61,750	68,500	67,500	0
\$70,001 - \$100,000	15.48%	82,000	80,750	82,450	100,000	0
\$100,001 - \$170,000	25.00%	133,000	110,000	126,000	160,000	0
\$170,001 - \$200,000	15.48%	189,000	195,500	188,200	189,000	195,000
\$200,001 - \$250,000	11.90%	218,500	0	219,000	218,000	0
\$250,001 and up	10.71%	330,000	0	255,000	373,750	314,950
Median Sold Price		133,500	57,500	113,797	204,000	299,900
Total Closed Units	100%	84	14	46	21	3
Total Closed Volume		12,563,586	899.00K	5.87M	4.96M	824.90K

June 2020



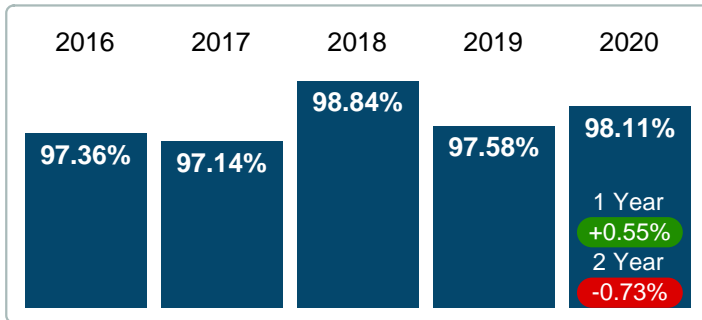
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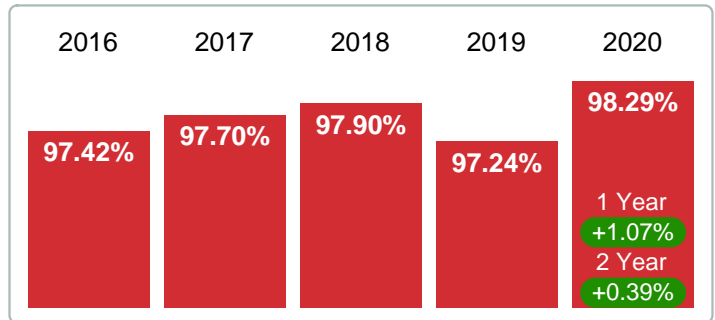
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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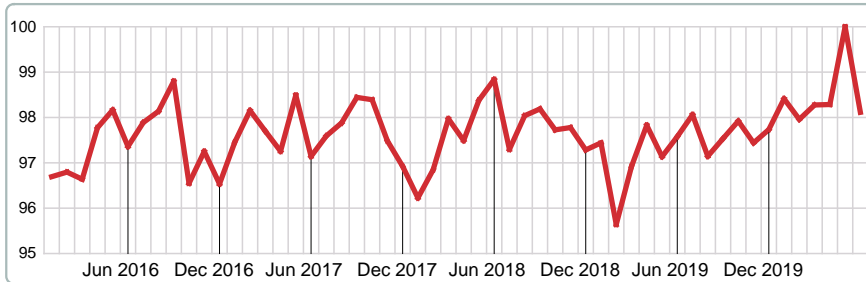
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

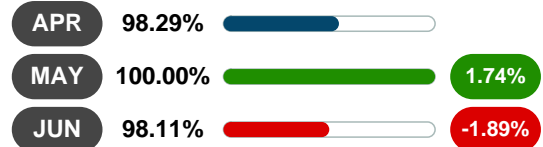


3 MONTHS

5 year JUN AVG = 97.81%

High May 2020 100.00% Low Feb 2019 95.64%

Median Sold/List Ratio this month at **98.11%**
equal to 5 yr JUN average of **97.81%**



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
\$50,000 and less	9	10.71%	92.22%	92.93%	92.22%	0.00%	0.00%
\$50,001 - \$70,000	9	10.71%	95.17%	93.88%	97.59%	75.00%	0.00%
\$70,001 - \$100,000	13	15.48%	99.50%	97.98%	99.74%	100.00%	0.00%
\$100,001 - \$170,000	21	25.00%	100.00%	100.00%	100.00%	96.66%	0.00%
\$170,001 - \$200,000	13	15.48%	98.51%	98.51%	98.68%	98.89%	97.99%
\$200,001 - \$250,000	10	11.90%	98.29%	0.00%	96.15%	99.79%	0.00%
\$250,001 and up	9	10.71%	98.15%	0.00%	98.08%	98.09%	100.00%
Median Sold/List Ratio		98.11%		94.98%	99.20%	98.03%	100.00%
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



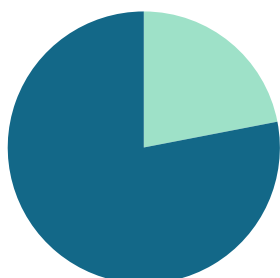
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

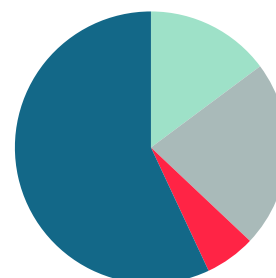


Inventory
 New Listings
121 = 21.96%
 Start Inventory
430
 Total Inventory Units
551
 Volume
\$86,583,447

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%
Median List Price	159,900	142,450	-10.91%	127,950	129,900	1.52%
Median Sale Price	153,000	133,500	-12.75%	125,000	128,500	2.80%
Median Percent of Selling Price to List Price	97.58%	98.11%	0.55%	97.24%	98.29%	1.07%
Median Days on Market to Sale	19.50	16.00	-17.95%	31.00	18.00	-41.94%
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

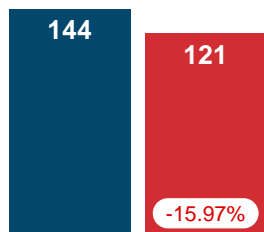
Inventory on June 30, 2020 = 323

2019 **2020**

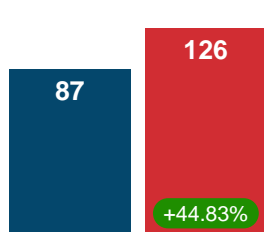
JUNE MARKET

MEDIAN PRICES

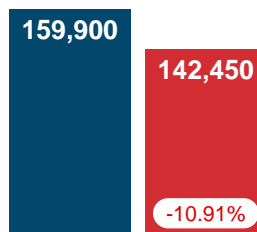
New Listings



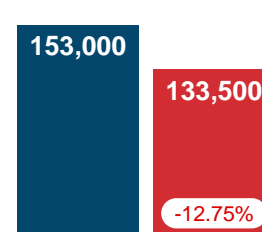
Pending Listings



List Price



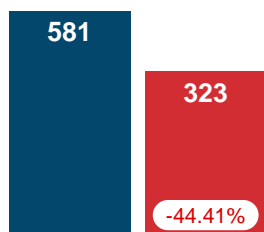
Sale Price



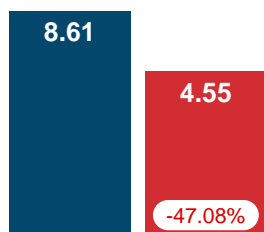
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

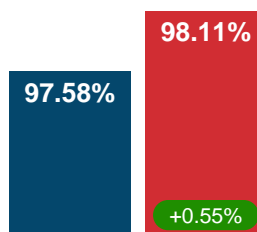
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

