

June 2020



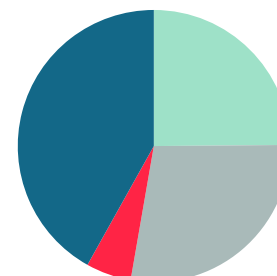
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	June 2020	+/-%
Closed Listings	920	1,064	15.65%
Pending Listings	881	1,192	35.30%
New Listings	1,256	1,277	1.67%
Average List Price	227,342	239,961	5.55%
Average Sale Price	221,756	235,822	6.34%
Average Percent of Selling Price to List Price	98.01%	98.64%	0.65%
Average Days on Market to Sale	32.09	28.98	-9.68%
End of Month Inventory	2,676	1,792	-33.03%
Months Supply of Inventory	3.21	2.15	-33.07%



■ Closed (24.87%)
■ Pending (27.86%)
■ Other OffMarket (5.38%)
■ Active (41.89%)

Absorption: Last 12 months, an Average of **834** Sales/Month
Active Inventory as of June 30, 2020 = **1,792**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **33.03%** to 1,792 existing homes available for sale. Over the last 12 months this area has had an average of 834 closed sales per month. This represents an unsold inventory index of **2.15** 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 **6.34%** in June 2020 to \$235,822 versus the previous year at \$221,756.

Average Days on Market Shortens

The average number of **28.98** days that homes spent on the market before selling decreased by 3.11 days or **9.68%** in June 2020 compared to last year's same month at **32.09** 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 strong this month.

There were 1,277 New Listings in June 2020, up **1.67%** from last year at 1,256. Furthermore, there were 1,064 Closed Listings this month versus last year at 920, a **15.65%** increase.

Closed versus Listed trends yielded a **83.3%** ratio, up from previous year's, June 2019, at **73.2%**, a **13.75%** 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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

June 2020



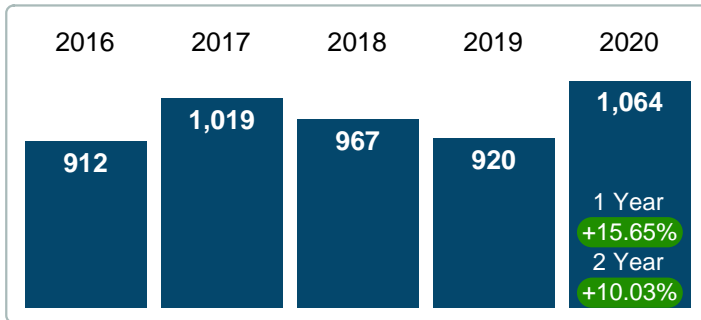
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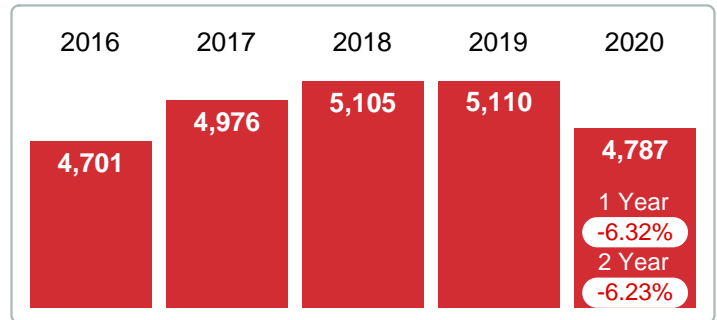
CLOSED LISTINGS

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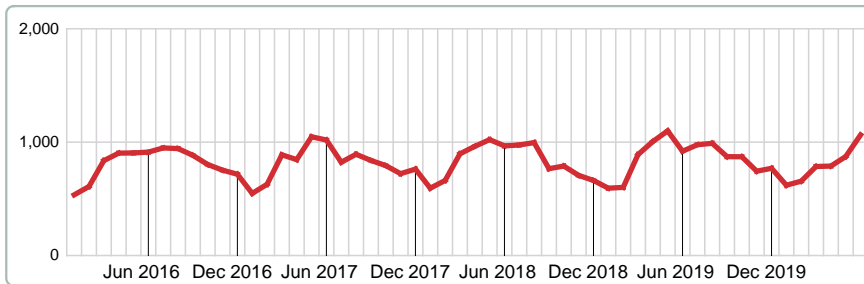
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

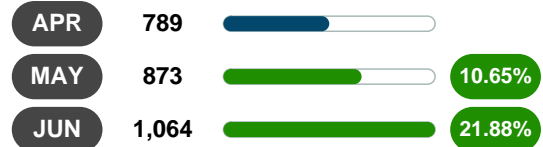


3 MONTHS

5 year JUN AVG = 976

High May 2019 1,099 Low Jan 2016 535

Closed Listings this month at **1,064**
above the 5 yr JUN average of **976**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	110	10.34%	31.1	54	48	8	0
\$100,001 - \$125,000	75	7.05%	19.3	18	51	6	0
\$125,001 - \$150,000	99	9.30%	19.5	12	80	7	0
\$150,001 - \$225,000	340	31.95%	20.2	24	219	94	3
\$225,001 - \$300,000	201	18.89%	32.3	8	69	114	10
\$300,001 - \$375,000	114	10.71%	38.0	3	33	65	13
\$375,001 and up	125	11.75%	50.8	0	20	73	32
Total Closed Units	1,064			119	520	367	58
Total Closed Volume	250,914,975	100%	29.0	14.39M	100.24M	111.39M	24.90M
Average Closed Price	\$235,822			\$120,953	\$192,761	\$303,507	\$429,287

June 2020



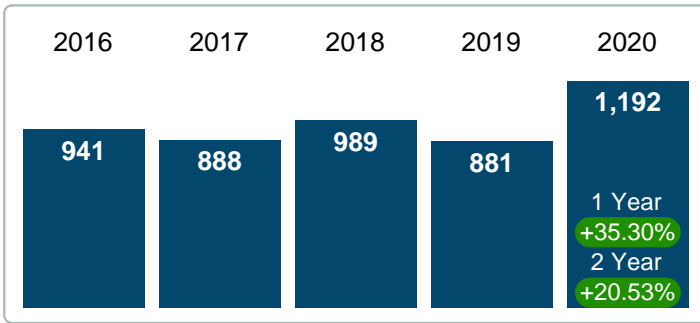
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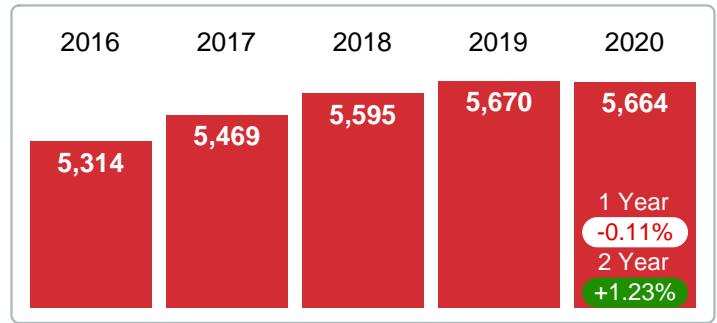
PENDING LISTINGS

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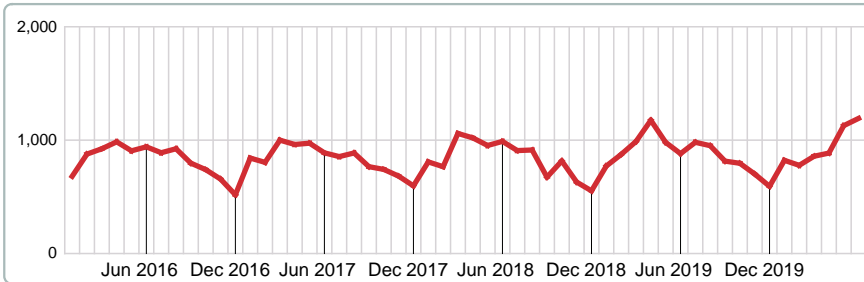
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 978

High Jun 2020 1,192 Low Dec 2016 518

Pending Listings this month at 1,192 above the 5 yr JUN average of 978



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	115	9.65%	30.0	43	64	7	1
\$100,001 - \$125,000	89	7.47%	23.8	17	59	11	2
\$125,001 - \$175,000	211	17.70%	25.8	24	161	25	1
\$175,001 - \$250,000	309	25.92%	27.3	17	169	113	10
\$250,001 - \$325,000	200	16.78%	31.6	5	68	107	20
\$325,001 - \$400,000	134	11.24%	41.7	3	35	76	20
\$400,001 and up	134	11.24%	50.1	0	23	66	45
Total Pending Units	1,192			109	579	405	99
Total Pending Volume	310,325,942	100%	31.8	14.28M	120.30M	129.45M	46.29M
Average Listing Price	\$257,062			\$131,042	\$207,774	\$319,632	\$467,578

June 2020



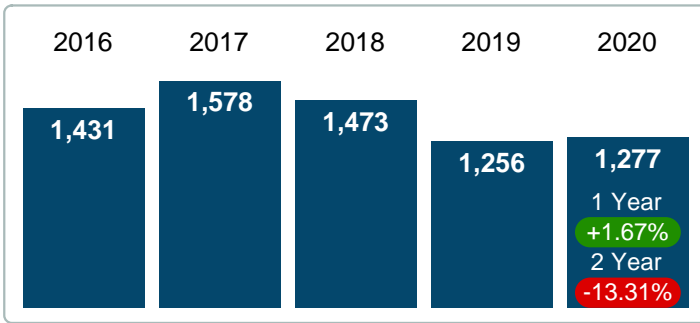
Area Delimited by County Of Tulsa - Residential Property Type



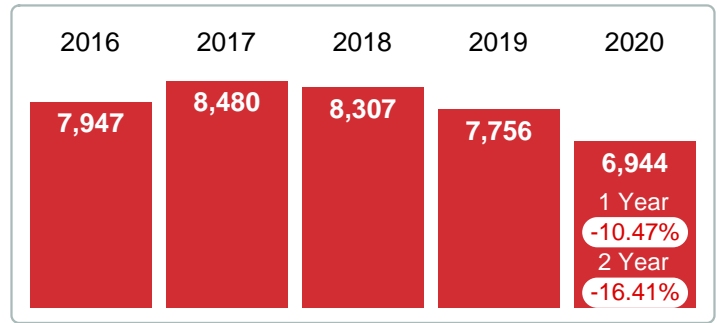
NEW LISTINGS

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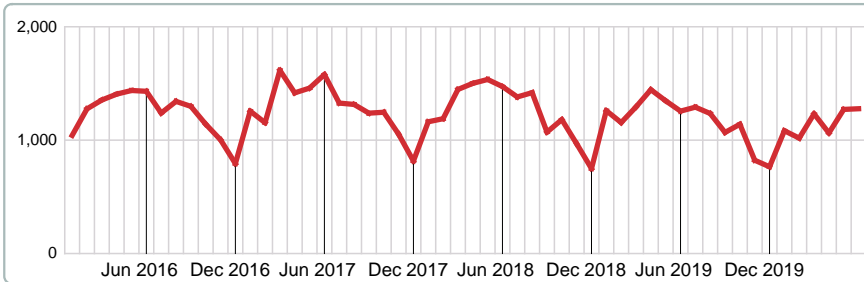
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

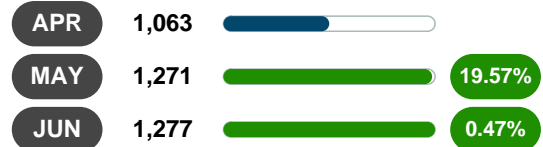


3 MONTHS

5 year JUN AVG = 1,403

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,277
 below the 5 yr JUN average of 1,403



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	113	8.85%	47	62	4	0
\$100,001 - \$125,000	81	6.34%	18	58	3	2
\$125,001 - \$175,000	218	17.07%	18	177	22	1
\$175,001 - \$250,000	325	25.45%	14	179	121	11
\$250,001 - \$325,000	218	17.07%	8	86	99	25
\$325,001 - \$450,000	187	14.64%	8	50	100	29
\$450,001 and up	135	10.57%	3	21	72	39
Total New Listed Units	1,277		116	633	421	107
Total New Listed Volume	350,282,253	100%	17.83M	138.06M	141.53M	52.86M
Average New Listed Listing Price	\$251,961		\$153,730	\$218,104	\$336,164	\$494,060

June 2020



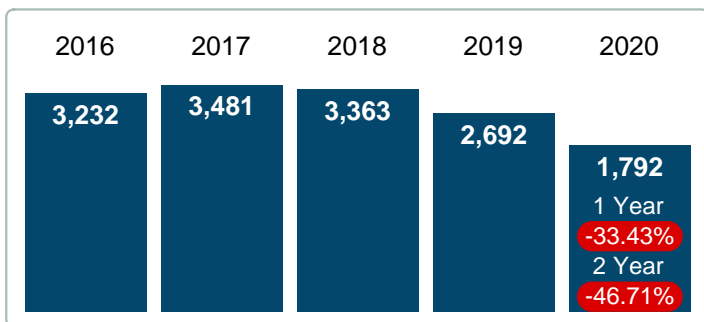
Area Delimited by County Of Tulsa - Residential Property Type



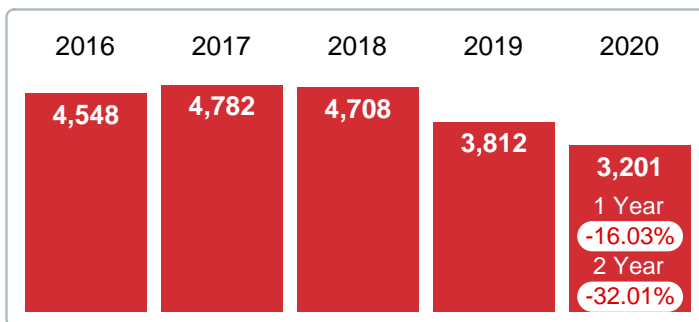
ACTIVE INVENTORY

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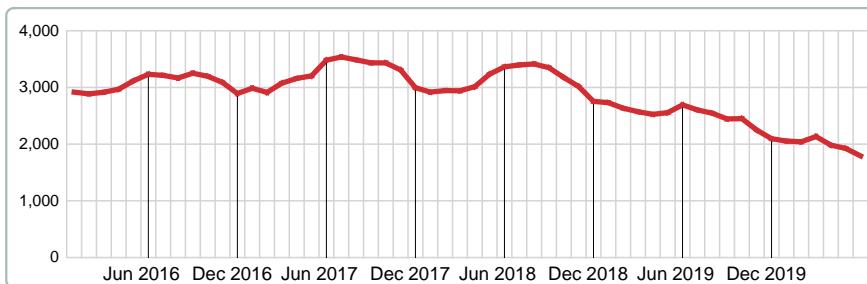
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

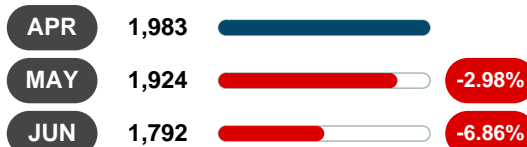


3 MONTHS

5 year JUN AVG = 2,912

High Jul 2017 3,537 Low Jun 2020 1,792

Inventory this month at 1,792 below the 5 yr JUN average of 2,912



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	157	8.76%	80.1	93	50	13	1
\$100,001 - \$175,000	209	11.66%	46.7	36	152	19	2
\$175,001 - \$225,000	211	11.77%	49.5	11	116	77	7
\$225,001 - \$350,000	478	26.67%	54.2	20	202	205	51
\$350,001 - \$475,000	323	18.02%	71.1	8	102	169	44
\$475,001 - \$700,000	230	12.83%	73.4	4	35	130	61
\$700,001 and up	184	10.27%	82.5	4	24	74	82
Total Active Inventory by Units			1,792	176	681	687	248
Total Active Inventory by Volume			708,871,536	29.00M	196.40M	302.94M	180.53M
Average Active Inventory Listing Price			\$395,576	\$164,796	\$288,396	\$440,965	\$727,931

June 2020



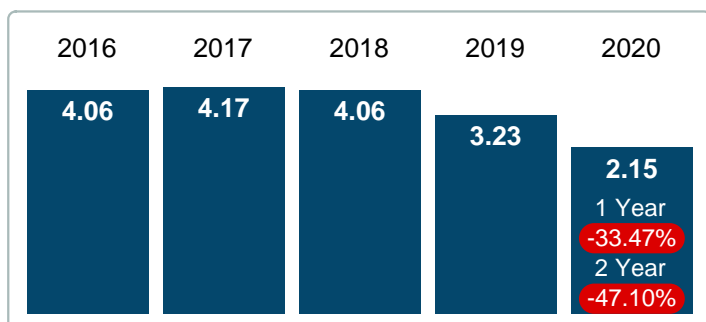
Area Delimited by County Of Tulsa - Residential Property Type



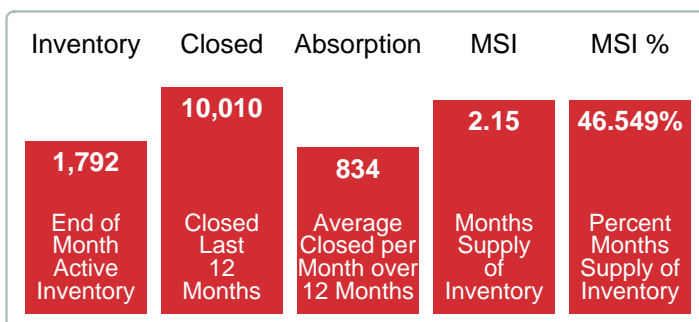
MONTHS SUPPLY of INVENTORY (MSI)

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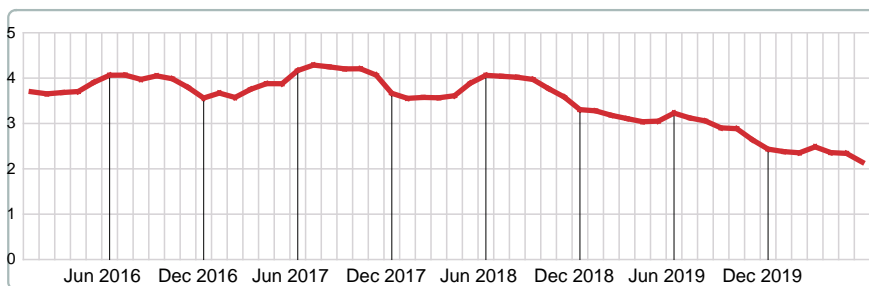
MSI FOR JUNE



INDICATORS FOR JUNE 2020

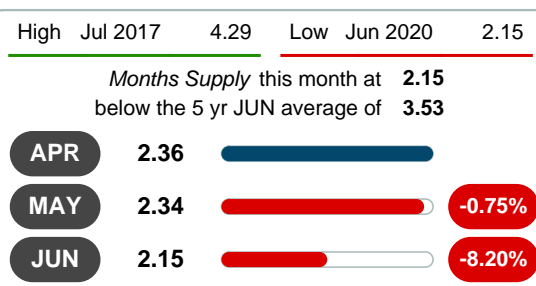


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.53



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
\$100,000 and less	157	8.76%	1.30	1.88	0.78	2.05	1.71
\$100,001 - \$175,000	209	11.66%	0.80	1.37	0.76	0.61	0.77
\$175,001 - \$225,000	211	11.77%	1.35	1.29	1.29	1.41	1.91
\$225,001 - \$350,000	478	26.67%	2.47	3.64	2.83	2.02	3.46
\$350,001 - \$475,000	323	18.02%	5.13	6.40	7.12	4.49	4.55
\$475,001 - \$700,000	230	12.83%	8.60	48.00	6.18	9.29	8.71
\$700,001 and up	184	10.27%	13.80	24.00	13.09	10.57	18.92
Market Supply of Inventory (MSI)			2.15	1.93	1.52	2.72	5.82
Total Active Inventory by Units		100%	2.15	176	681	687	248

June 2020



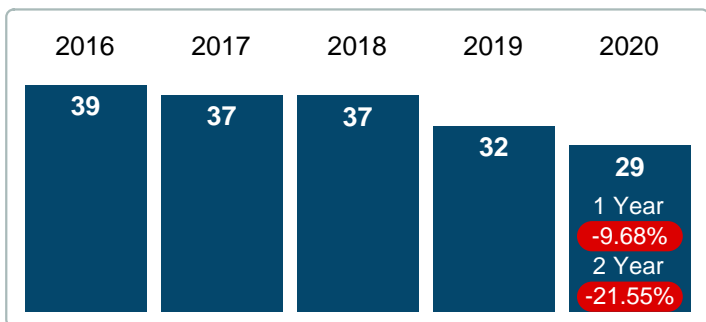
Area Delimited by County Of Tulsa - Residential Property Type



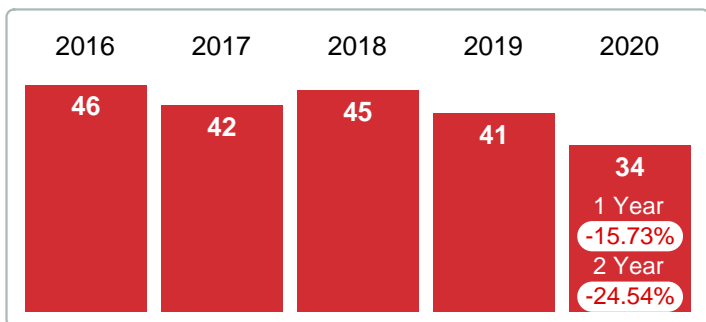
AVERAGE DAYS ON MARKET TO SALE

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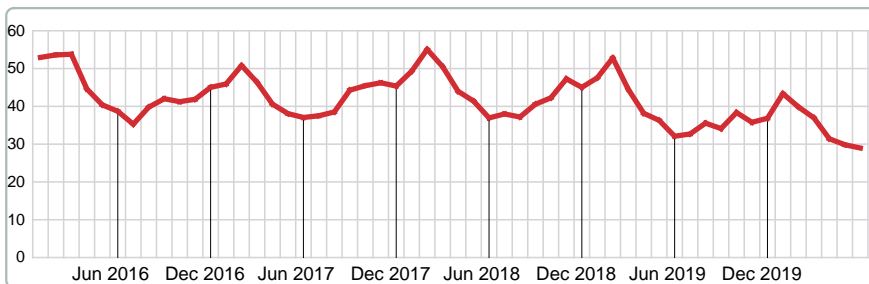
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 35

High Feb 2018 55 Low Jun 2020 29

Average Days on Market to Sale this month at 29 below the 5 yr JUN average of 35



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
\$100,000 and less	10.34%	31	33	29	30	0
\$100,001 - \$125,000	7.05%	19	26	16	28	0
\$125,001 - \$150,000	9.30%	19	31	18	18	0
\$150,001 - \$225,000	31.95%	20	38	17	22	58
\$225,001 - \$300,000	18.89%	32	63	29	33	19
\$300,001 - \$375,000	10.71%	38	43	44	35	38
\$375,001 and up	11.75%	51	0	46	48	60
Average Closed DOM		29	35	23	33	48
Total Closed Units	100%	29	119	520	367	58
Total Closed Volume		250,914,975	14.39M	100.24M	111.39M	24.90M

June 2020



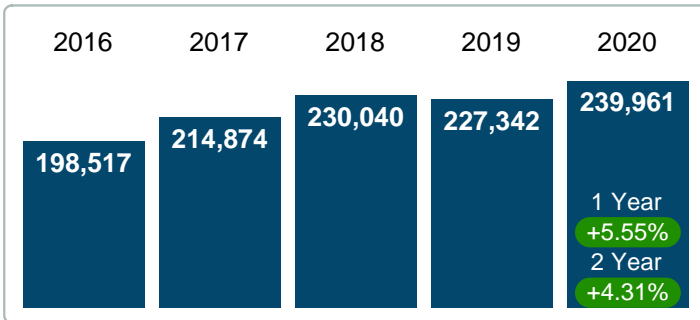
Area Delimited by County Of Tulsa - Residential Property Type



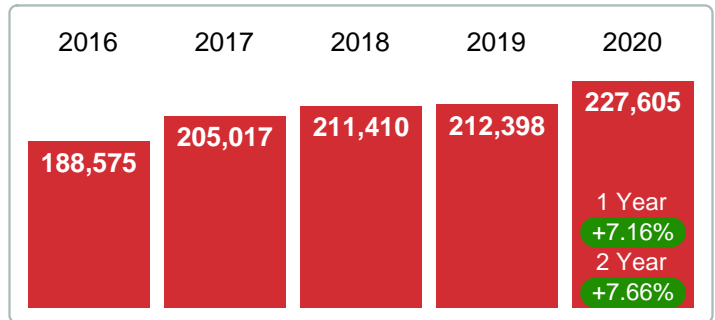
AVERAGE LIST PRICE AT CLOSING

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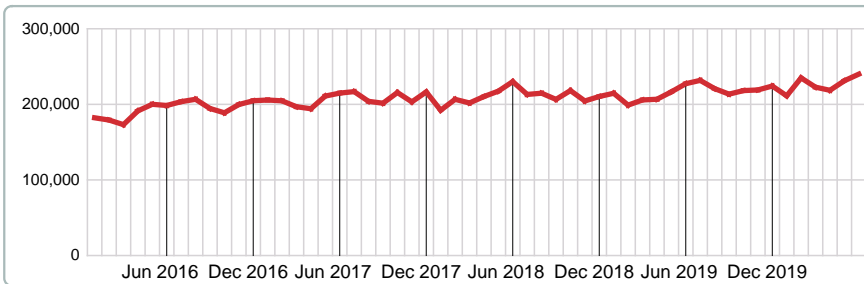
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

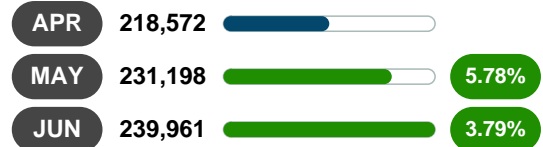


3 MONTHS

5 year JUN AVG = 222,147

High Jun 2020 239,961 Low Mar 2016 173,132

Average List Price at Closing this month at **239,961**
above the 5 yr JUN average of **222,147**



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
\$100,000 and less	9.87%	63,913	59,845	71,377	78,288	0
\$100,001 - \$125,000	6.95%	116,670	120,572	118,241	136,250	0
\$125,001 - \$150,000	9.77%	138,766	143,625	137,298	138,257	0
\$150,001 - \$225,000	31.86%	187,164	189,446	182,402	198,367	215,133
\$225,001 - \$300,000	18.42%	263,860	267,738	264,989	265,545	279,040
\$300,001 - \$375,000	10.43%	334,821	352,833	343,754	337,447	341,623
\$375,001 and up	12.69%	542,310	0	573,645	551,810	547,978
Average List Price		239,961	124,979	195,168	309,391	438,141
Total Closed Units	100%	239,961	119	520	367	58
Total Closed Volume		255,318,361	14.87M	101.49M	113.55M	25.41M

June 2020



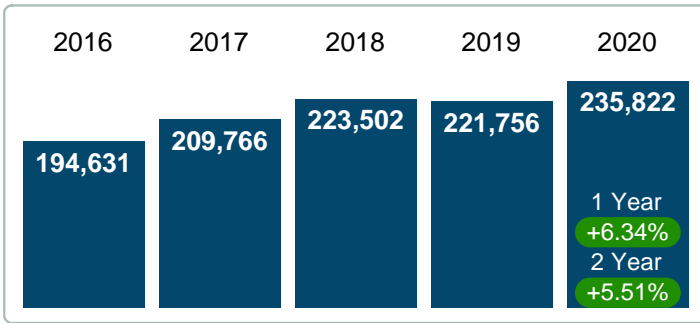
Area Delimited by County Of Tulsa - Residential Property Type



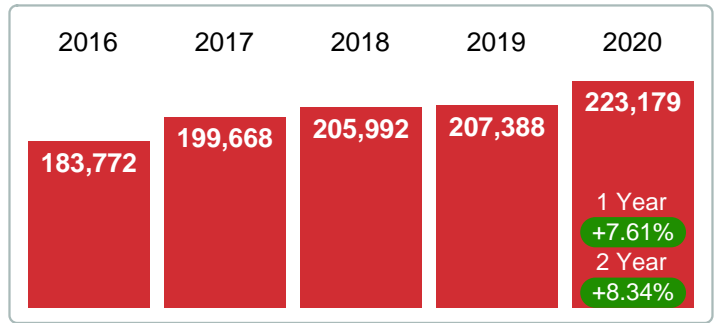
AVERAGE SOLD PRICE AT CLOSING

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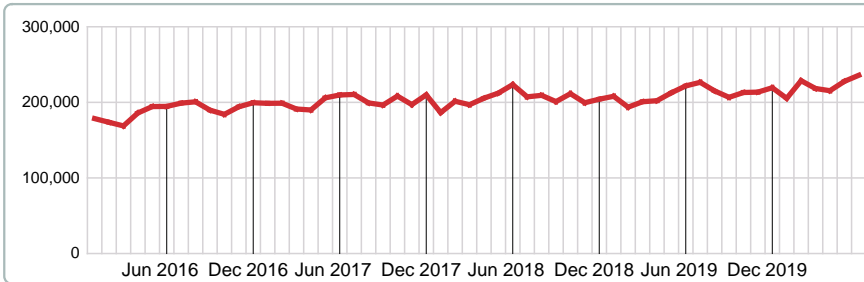
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

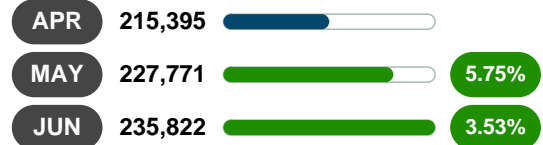


3 MONTHS

5 year JUN AVG = 217,096

High Jun 2020 235,822 Low Mar 2016 168,854

Average Sold Price at Closing this month at **235,822** above the 5 yr JUN average of **217,096**



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
\$100,000 and less	10.34%	63,198	56,797	69,132	70,800	0
\$100,001 - \$125,000	7.05%	115,782	115,272	115,608	118,792	0
\$125,001 - \$150,000	9.30%	138,902	141,408	138,516	139,014	0
\$150,001 - \$225,000	31.95%	186,336	186,681	181,679	196,518	204,500
\$225,001 - \$300,000	18.89%	262,997	262,875	260,345	263,243	278,600
\$300,001 - \$375,000	10.71%	334,094	323,750	336,606	332,909	336,031
\$375,001 and up	11.75%	537,798	0	554,040	534,428	535,337
Average Sold Price		235,822	120,953	192,761	303,507	429,287
Total Closed Units	100%	235,822	119	520	367	58
Total Closed Volume		250,914,975	14.39M	100.24M	111.39M	24.90M

June 2020



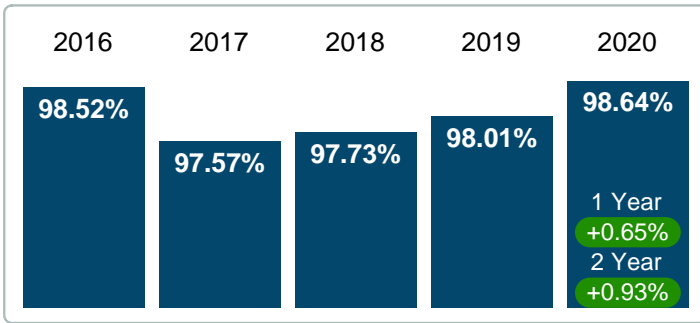
Area Delimited by County Of Tulsa - Residential Property Type



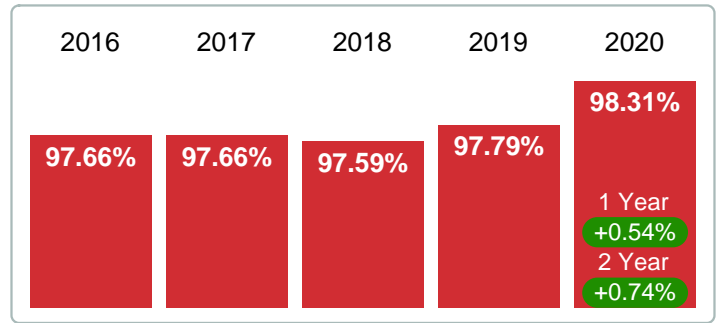
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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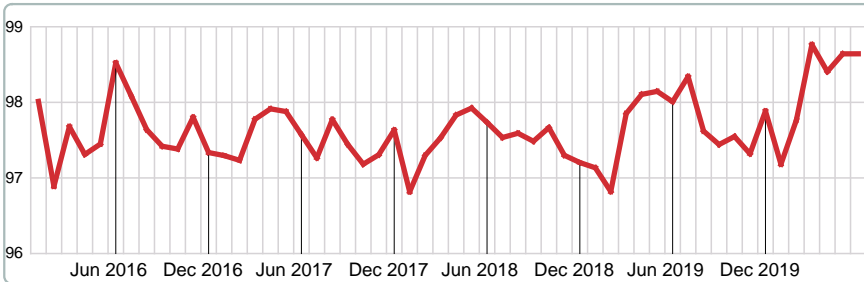
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

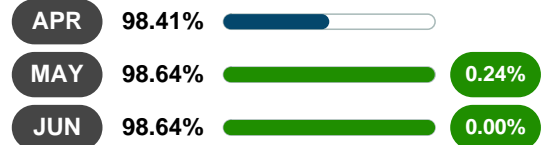


3 MONTHS

5 year JUN AVG = 98.10%

High Mar 2020 98.76% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.64%**
above the 5 yr JUN average of **98.10%**



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
\$100,000 and less	110	10.34%	96.49%	96.64%	97.30%	90.65%	0.00%
\$100,001 - \$125,000	75	7.05%	96.83%	95.88%	98.10%	88.85%	0.00%
\$125,001 - \$150,000	99	9.30%	100.70%	98.60%	101.03%	100.54%	0.00%
\$150,001 - \$225,000	340	31.95%	99.43%	98.69%	99.67%	99.18%	95.85%
\$225,001 - \$300,000	201	18.89%	98.99%	98.35%	98.61%	99.18%	99.91%
\$300,001 - \$375,000	114	10.71%	98.32%	91.80%	98.00%	98.75%	98.52%
\$375,001 and up	125	11.75%	97.59%	0.00%	97.03%	97.43%	98.31%
Average Sold/List Ratio		98.60%		97.13%	99.16%	98.43%	98.51%
Total Closed Units		1,064	100%	119	520	367	58
Total Closed Volume		250,914,975		14.39M	100.24M	111.39M	24.90M

June 2020



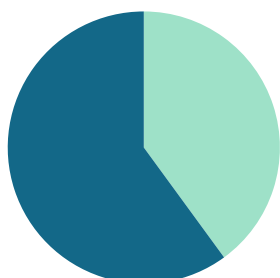
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

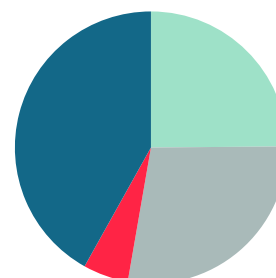


Inventory
 New Listings
1,277 = 39.96%
 Start Inventory
1,919
 Total Inventory Units
3,196
 Volume
\$1,096,516,864

Market Activity

Closed Sales
1,064 = 24.87%
 Pending Sales
1,192 = 27.86%
 Other Off Market
230 = 5.38%
 Active Inventory
1,792 = 41.89%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	920	1,064	15.65%	5,110	4,787	-6.32%
Pending Sales	881	1,192	35.30%	5,670	5,664	-0.11%
New Listings	1,256	1,277	1.67%	7,756	6,944	-10.47%
Average List Price	227,342	239,961	5.55%	212,398	227,605	7.16%
Average Sale Price	221,756	235,822	6.34%	207,388	223,179	7.61%
Average Percent of Selling Price to List Price	98.01%	98.64%	0.65%	97.79%	98.31%	0.54%
Average Days on Market to Sale	32.09	28.98	-9.68%	40.59	34.20	-15.73%
Monthly Inventory	2,676	1,792	-33.03%	2,676	1,792	-33.03%
Months Supply of Inventory	3.21	2.15	-33.07%	3.21	2.15	-33.07%

Absorption: Last 12 months, an Average of **834** Sales/Month

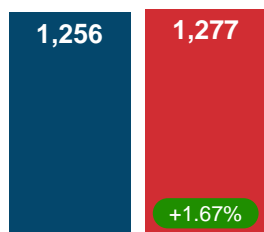
Inventory on June 30, 2020 = **1,792**

2019 **2020**

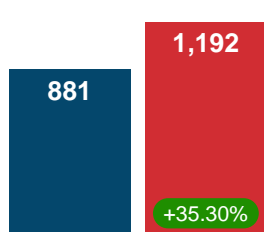
JUNE MARKET

AVERAGE PRICES

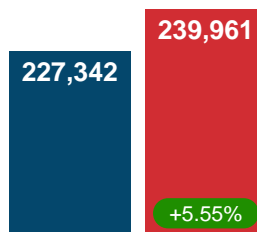
New Listings



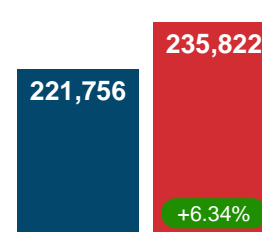
Pending Listings



List Price



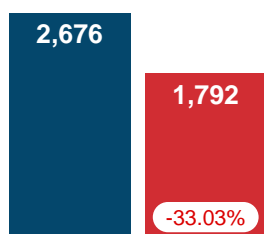
Sale Price



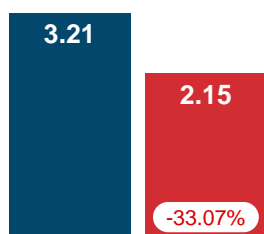
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

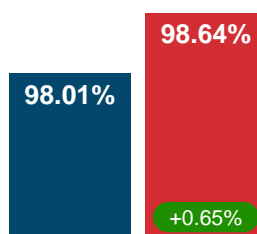
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

