

June 2020



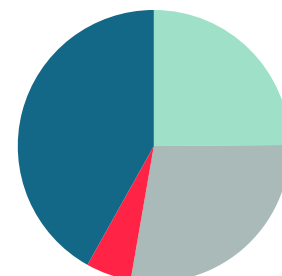
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	185,700	204,586	10.17%
Median Sale Price	184,000	203,474	10.58%
Median Percent of Selling Price to List Price	99.04%	100.00%	0.97%
Median Days on Market to Sale	14.00	10.00	-28.57%
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.

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 **10.58%** in June 2020 to \$203,474 versus the previous year at \$184,000.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 4.00 days or **28.57%** in June 2020 compared to last year's same month at **14.00** 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 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



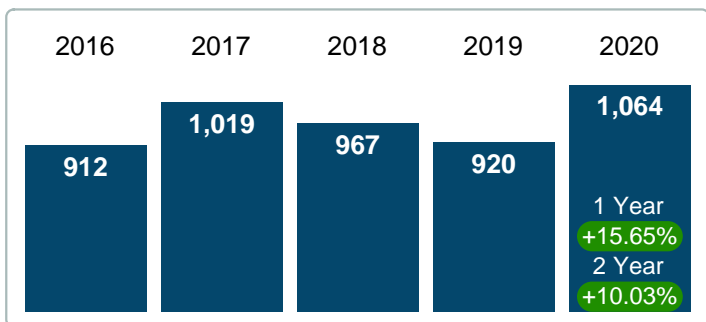
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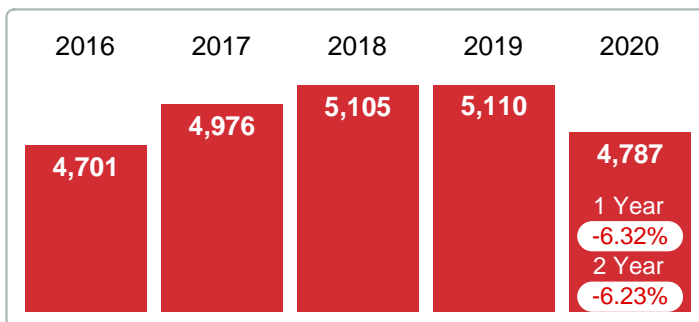
CLOSED LISTINGS

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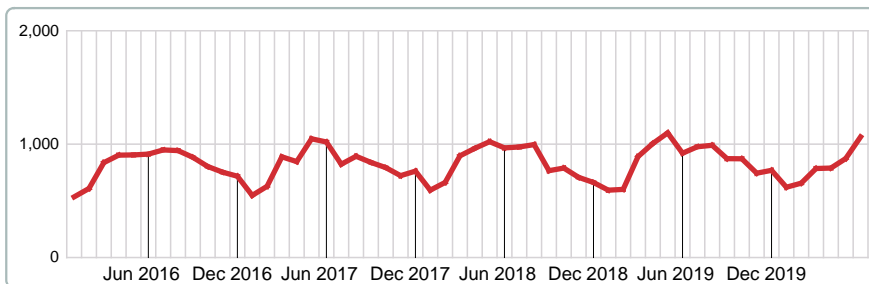
JUNE



YEAR TO DATE (YTD)

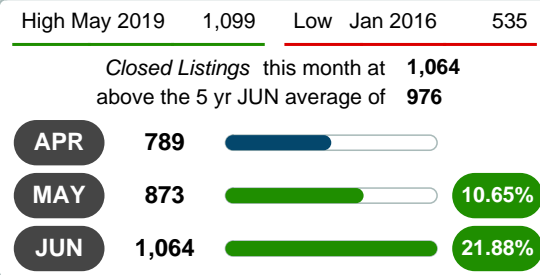


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 976



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	110	10.34%	14.0	54	48	8	0
\$100,001 - \$125,000	75	7.05%	6.0	18	51	6	0
\$125,001 - \$150,000	99	9.30%	5.0	12	80	7	0
\$150,001 - \$225,000	340	31.95%	6.5	24	219	94	3
\$225,001 - \$300,000	201	18.89%	14.0	8	69	114	10
\$300,001 - \$375,000	114	10.71%	21.0	3	33	65	13
\$375,001 and up	125	11.75%	33.0	0	20	73	32
Total Closed Units	1,064			119	520	367	58
Total Closed Volume	250,914,975	100%	10.0	14.39M	100.24M	111.39M	24.90M
Median Closed Price	\$203,474			\$109,000	\$170,000	\$270,000	\$394,275

June 2020



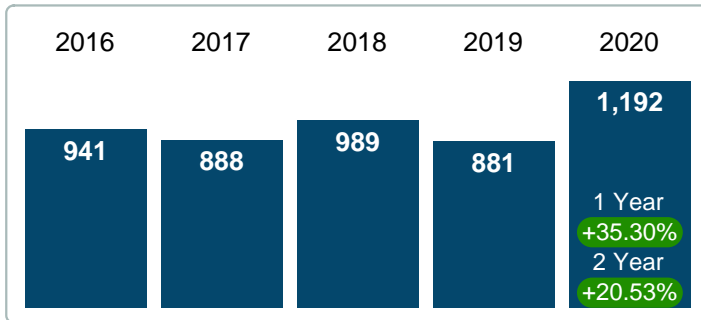
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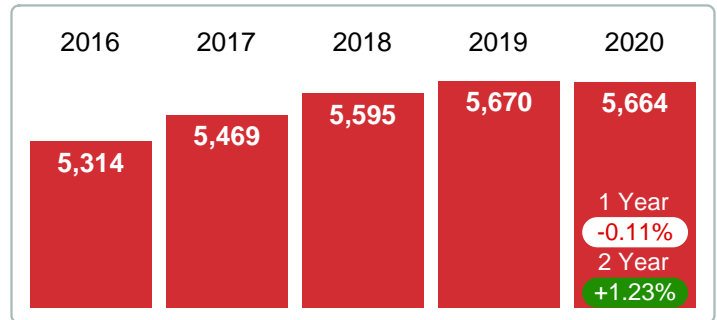
PENDING LISTINGS

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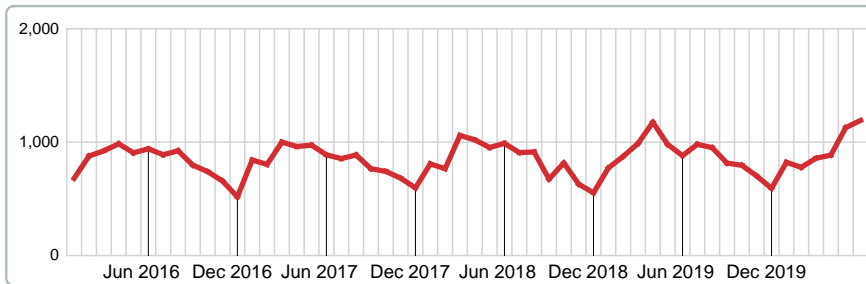
JUNE



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	115	9.65%	11.0	43	64	7	1
\$100,001 - \$125,000	89	7.47%	6.0	17	59	11	2
\$125,001 - \$175,000	211	17.70%	6.0	24	161	25	1
\$175,001 - \$250,000	309	25.92%	11.0	17	169	113	10
\$250,001 - \$325,000	200	16.78%	15.0	5	68	107	20
\$325,001 - \$400,000	134	11.24%	21.0	3	35	76	20
\$400,001 and up	134	11.24%	33.0	0	23	66	45
Total Pending Units	1,192			109	579	405	99
Total Pending Volume	310,325,942	100%	12.0	14.28M	120.30M	129.45M	46.29M
Median Listing Price	\$215,000			\$115,000	\$179,000	\$285,000	\$399,000

June 2020



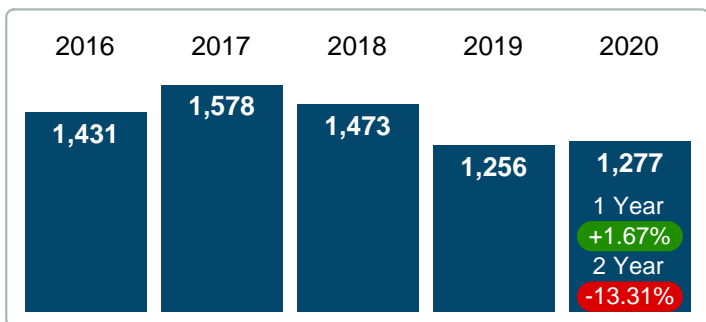
Area Delimited by County Of Tulsa - Residential Property Type



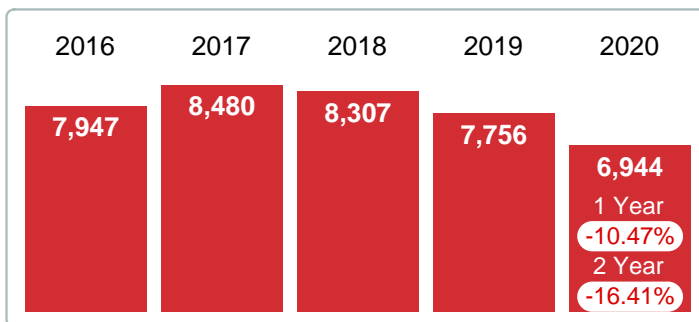
NEW LISTINGS

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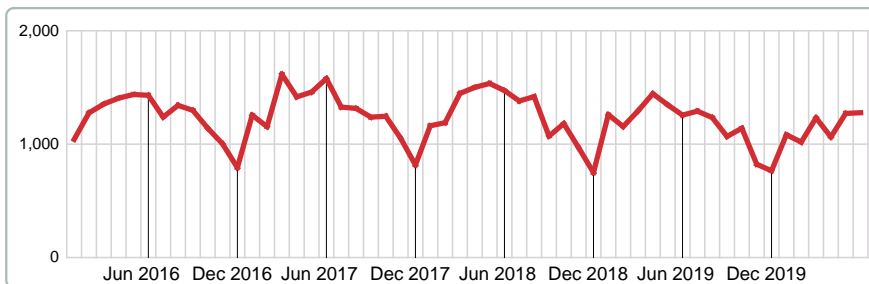
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

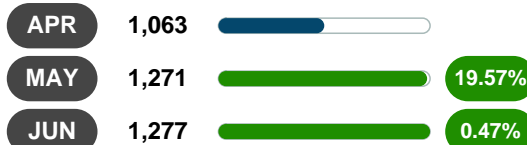


3 MONTHS

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
Median New Listed Listing Price	\$227,900		\$119,450	\$180,000	\$294,900	\$379,000

June 2020



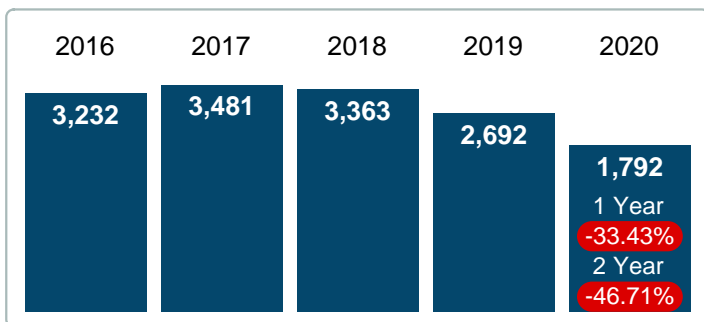
Area Delimited by County Of Tulsa - Residential Property Type



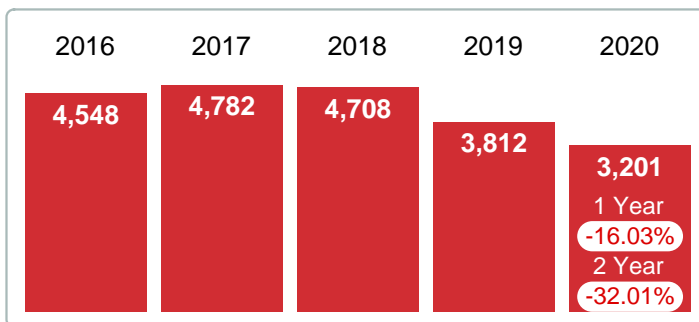
ACTIVE INVENTORY

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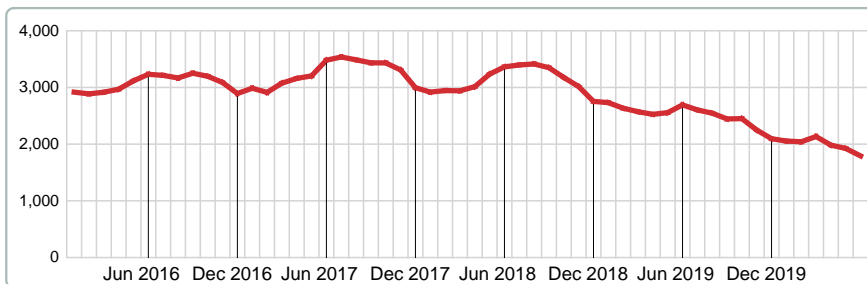
END OF JUNE



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	157	8.76%	35.0	93	50	13	1
\$100,001 - \$175,000	209	11.66%	27.0	36	152	19	2
\$175,001 - \$225,000	211	11.77%	33.0	11	116	77	7
\$225,001 - \$350,000	478	26.67%	39.0	20	202	205	51
\$350,001 - \$475,000	323	18.02%	67.0	8	102	169	44
\$475,001 - \$700,000	230	12.83%	60.5	4	35	130	61
\$700,001 and up	184	10.27%	76.0	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
Median Active Inventory Listing Price			\$299,925	\$95,000	\$235,000	\$374,500	\$527,000

June 2020



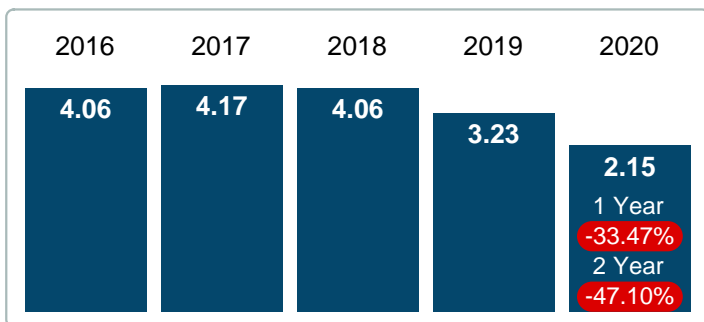
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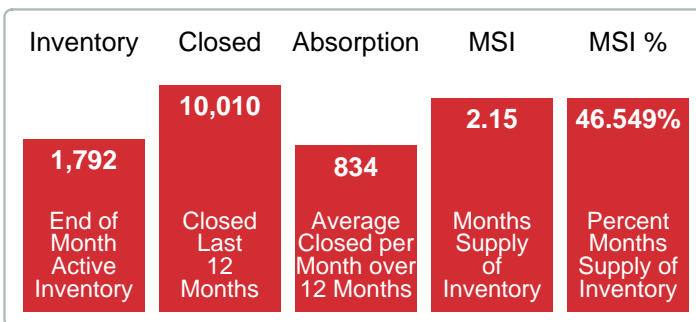
MONTHS SUPPLY of INVENTORY (MSI)

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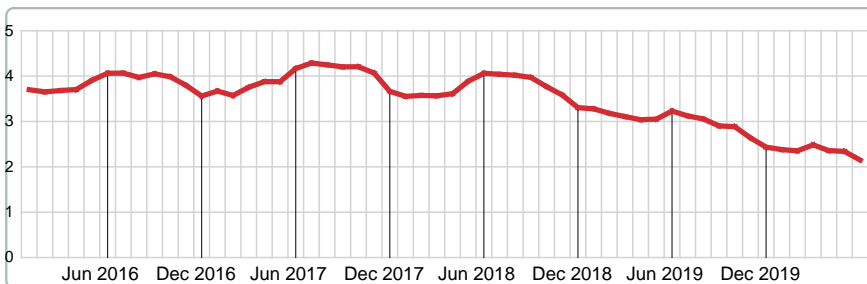
MSI FOR JUNE



INDICATORS FOR JUNE 2020

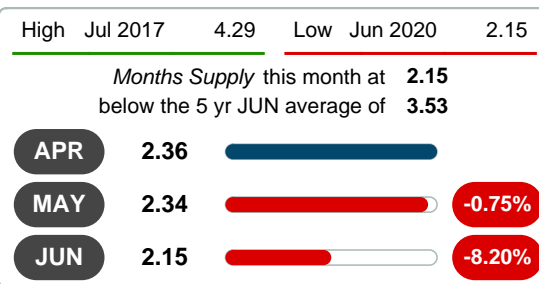


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 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



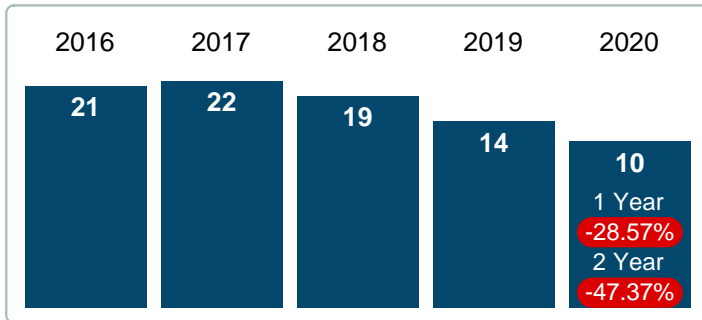
Area Delimited by County Of Tulsa - Residential Property Type



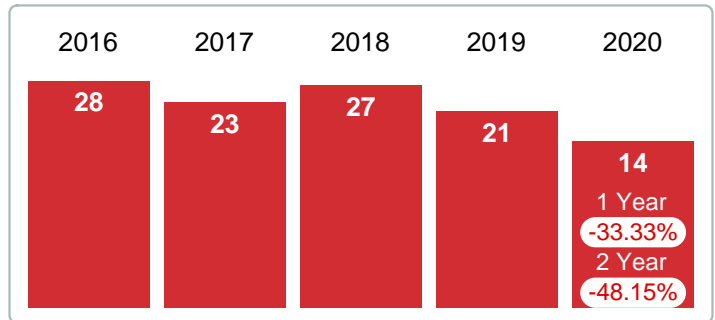
MEDIAN DAYS ON MARKET TO SALE

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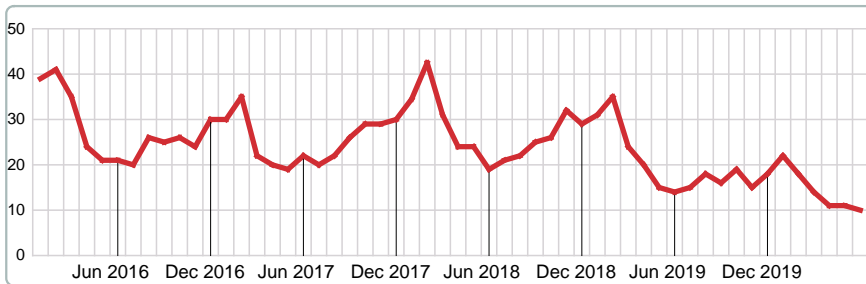
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

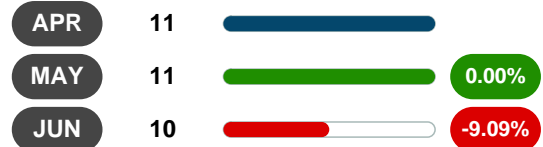


3 MONTHS

5 year JUN AVG = 17

High Feb 2018 43 Low Jun 2020 10

Median Days on Market to Sale this month at 10 below the 5 yr JUN average of 17



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
\$100,000 and less 110	10.34%	14	18	12	27	0
\$100,001 - \$125,000 75	7.05%	6	7	5	24	0
\$125,001 - \$150,000 99	9.30%	5	14	4	6	0
\$150,001 - \$225,000 340	31.95%	7	14	5	8	35
\$225,001 - \$300,000 201	18.89%	14	45	13	14	13
\$300,001 - \$375,000 114	10.71%	21	22	33	13	6
\$375,001 and up 125	11.75%	33	0	22	29	44
Median Closed DOM		10	13	7	17	29
Total Closed Units		1,064	119	520	367	58
Total Closed Volume		250,914,975	14.39M	100.24M	111.39M	24.90M

June 2020



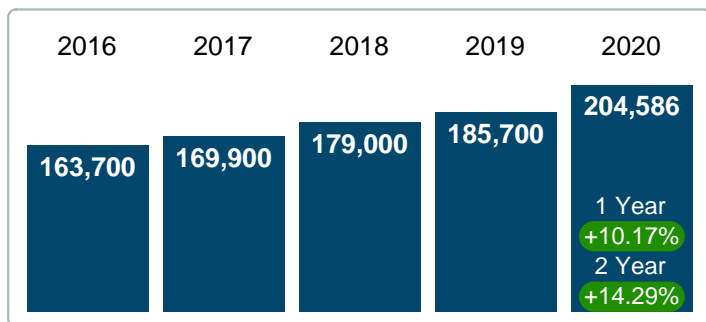
Area Delimited by County Of Tulsa - Residential Property Type



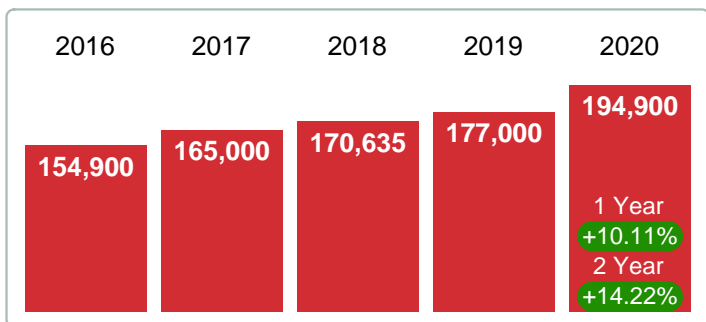
MEDIAN LIST PRICE AT CLOSING

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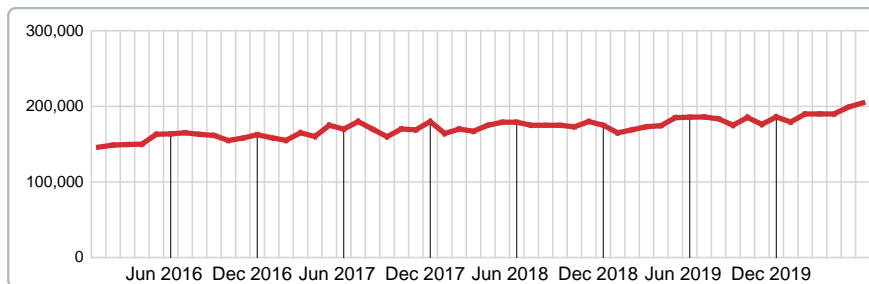
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 180,577

High Jun 2020 204,586 Low Jan 2016 146,000

Median List Price at Closing this month at **204,586**
above the 5 yr JUN average of **180,577**

- APR 189,900
- MAY 199,000 4.79%
- JUN 204,586 2.81%

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
\$100,000 and less	105	9.87%	69,900	65,000	73,950	68,250	0
\$100,001 - \$125,000	74	6.95%	117,250	113,500	119,000	115,000	0
\$125,001 - \$150,000	104	9.77%	139,000	135,000	139,500	137,750	0
\$150,001 - \$225,000	339	31.86%	184,900	181,250	179,500	199,000	198,250
\$225,001 - \$300,000	196	18.42%	261,575	258,000	259,000	264,000	279,900
\$300,001 - \$375,000	111	10.43%	334,345	329,500	334,623	329,950	336,950
\$375,001 and up	135	12.69%	460,000	379,000	450,000	469,000	445,000
Median List Price			204,586	112,000	170,000	274,751	399,350
Total Closed Units		100%	204,586	119	520	367	58
Total Closed Volume			255,318,361	14.87M	101.49M	113.55M	25.41M

June 2020



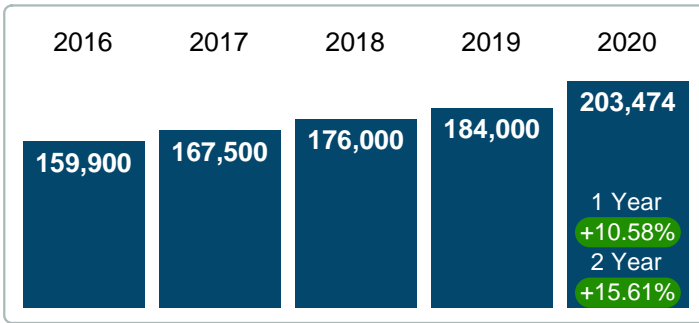
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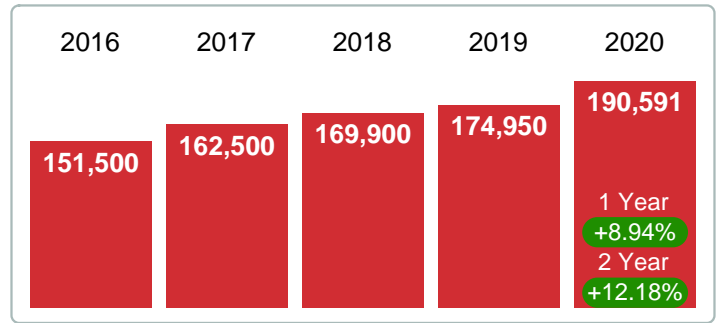
MEDIAN SOLD PRICE AT CLOSING

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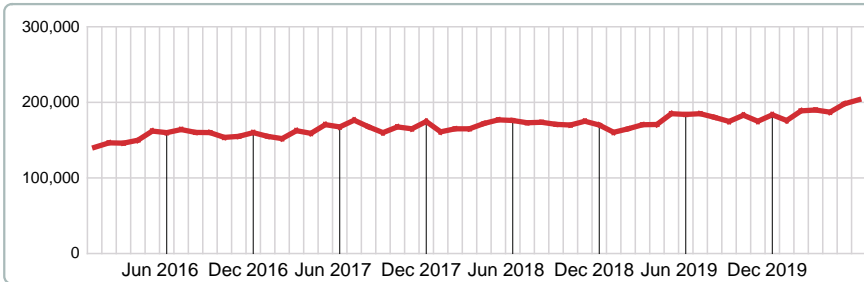
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

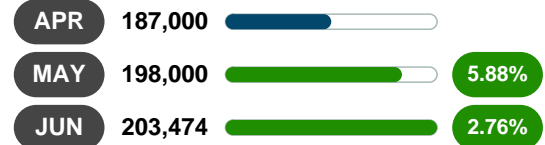


3 MONTHS

5 year JUN AVG = 178,175

High Jun 2020 203,474 Low Jan 2016 140,500

Median Sold Price at Closing this month at **203,474**
above the 5 yr JUN average of **178,175**



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
\$100,000 and less	10.34%	68,000	64,950	75,000	68,750	0
\$100,001 - \$125,000	7.05%	115,500	115,000	115,500	118,750	0
\$125,001 - \$150,000	9.30%	140,000	143,500	139,000	140,000	0
\$150,001 - \$225,000	31.95%	184,000	182,500	177,000	197,250	212,000
\$225,001 - \$300,000	18.89%	260,000	262,500	257,700	261,500	282,750
\$300,001 - \$375,000	10.71%	334,673	320,000	339,500	329,000	335,000
\$375,001 and up	11.75%	465,000	0	499,951	478,000	447,750
Median Sold Price		203,474	109,000	170,000	270,000	394,275
Total Closed Units		1,064	119	520	367	58
Total Closed Volume		250,914,975	14.39M	100.24M	111.39M	24.90M

June 2020



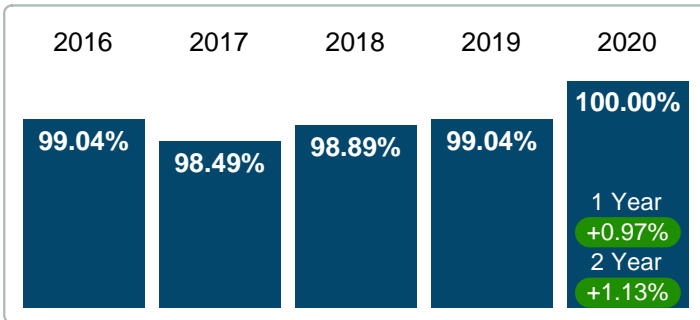
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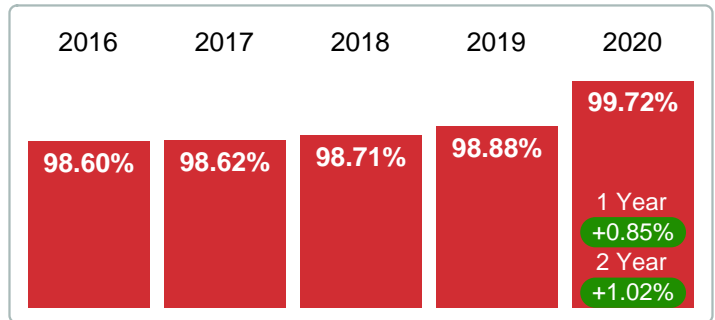
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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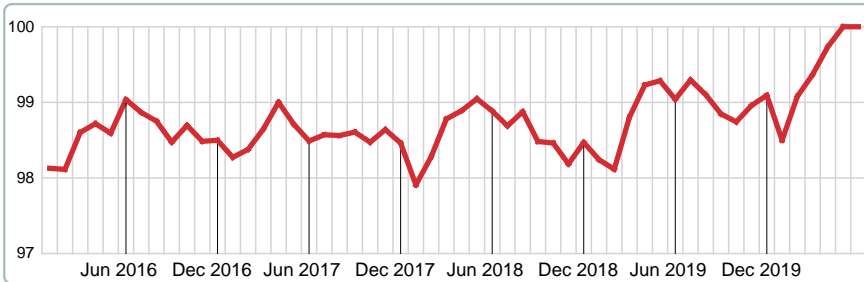
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

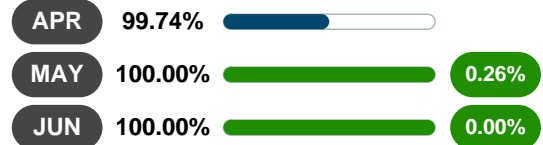


3 MONTHS

5 year JUN AVG = 99.09%

High Jun 2020 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **99.09%**



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
\$100,000 and less	110	10.34%	95.51%	95.05%	98.89%	90.73%	0.00%
\$100,001 - \$125,000	75	7.05%	99.20%	95.12%	100.00%	92.02%	0.00%
\$125,001 - \$150,000	99	9.30%	100.00%	99.32%	100.07%	100.00%	0.00%
\$150,001 - \$225,000	340	31.95%	100.00%	100.00%	100.00%	100.00%	100.57%
\$225,001 - \$300,000	201	18.89%	100.00%	100.00%	100.00%	100.00%	99.82%
\$300,001 - \$375,000	114	10.71%	99.13%	91.43%	98.89%	99.46%	99.68%
\$375,001 and up	125	11.75%	98.28%	0.00%	97.33%	97.99%	99.48%
Median Sold/List Ratio		100.00%		96.88%	100.00%	99.75%	99.66%
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



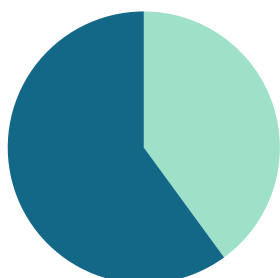
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

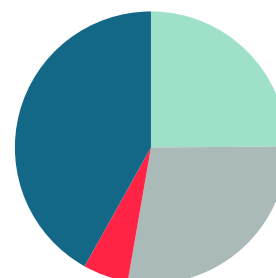


Inventory
 New Listings
1,277 = 39.96%
 Start Inventory
1,919
 Total Inventory Units
3,196
 Volume
\$1,096,516,864

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%
Median List Price	185,700	204,586	10.17%	177,000	194,900	10.11%
Median Sale Price	184,000	203,474	10.58%	174,950	190,591	8.94%
Median Percent of Selling Price to List Price	99.04%	100.00%	0.97%	98.88%	99.72%	0.85%
Median Days on Market to Sale	14.00	10.00	-28.57%	21.00	14.00	-33.33%
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

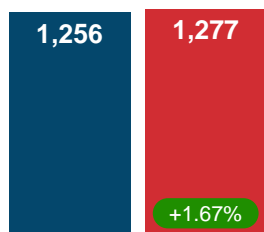
Inventory on June 30, 2020 = 1,792

2019 **2020**

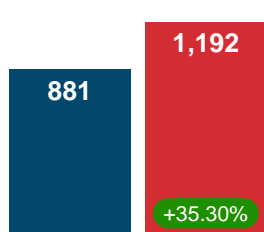
JUNE MARKET

MEDIAN PRICES

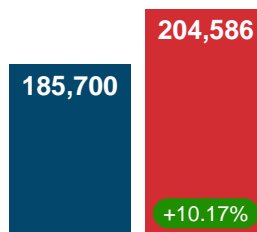
New Listings



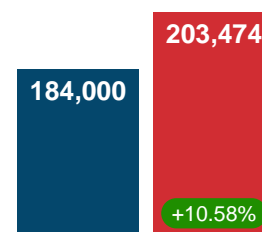
Pending Listings



List Price



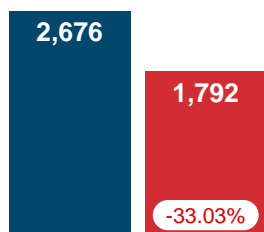
Sale Price



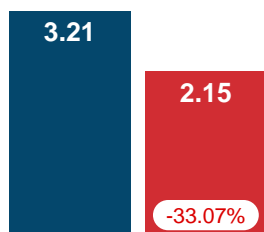
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

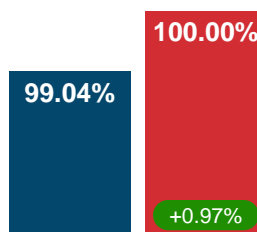
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

