

August 2019



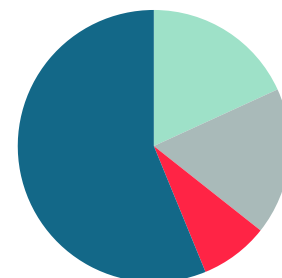
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	1,151	1,108	-3.74%
Pending Listings	977	1,066	9.11%
New Listings	1,716	1,566	-8.74%
Average List Price	188,702	197,239	4.52%
Average Sale Price	183,709	191,937	4.48%
Average Percent of Selling Price to List Price	97.75%	97.62%	-0.14%
Average Days on Market to Sale	38.82	36.20	-6.74%
End of Month Inventory	5,292	3,427	-35.24%
Months Supply of Inventory	5.39	3.52	-34.66%



■ Closed (18.17%)
■ Pending (17.48%)
■ Other OffMarket (8.15%)
■ Active (56.20%)

Absorption: Last 12 months, an Average of **972** Sales/Month
Active Inventory as of August 31, 2019 = **3,427**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **35.24%** to 3,427 existing homes available for sale. Over the last 12 months this area has had an average of 972 closed sales per month. This represents an unsold inventory index of **3.52** 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 **4.48%** in August 2019 to \$191,937 versus the previous year at \$183,709.

Average Days on Market Shortens

The average number of **36.20** days that homes spent on the market before selling decreased by 2.62 days or **6.74%** in August 2019 compared to last year's same month at **38.82** DOM.

Sales Success for August 2019 is Positive

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

There were 1,566 New Listings in August 2019, down **8.74%** from last year at 1,716. Furthermore, there were 1,108 Closed Listings this month versus last year at 1,151, a **-3.74%** decrease.

Closed versus Listed trends yielded a **70.8%** ratio, up from previous year's, August 2018, at **67.1%**, a **5.48%** 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

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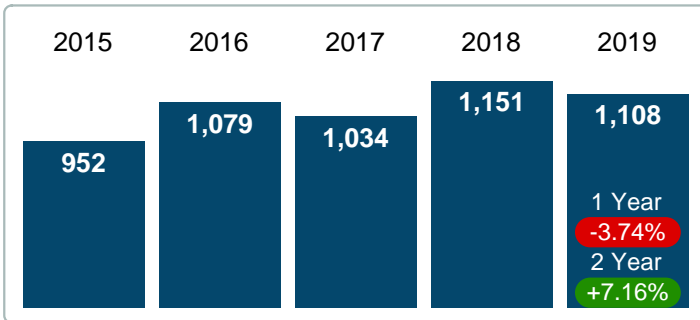
Area Delimited by County Of Tulsa



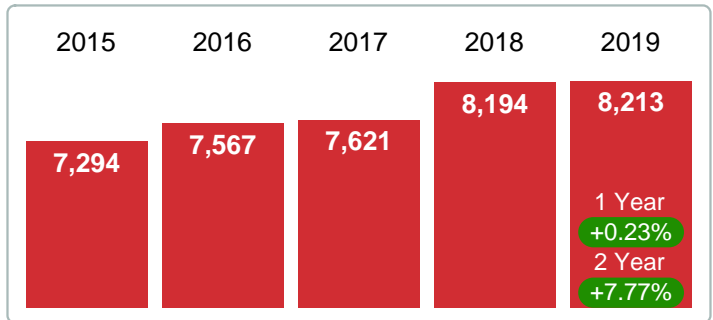
CLOSED LISTINGS

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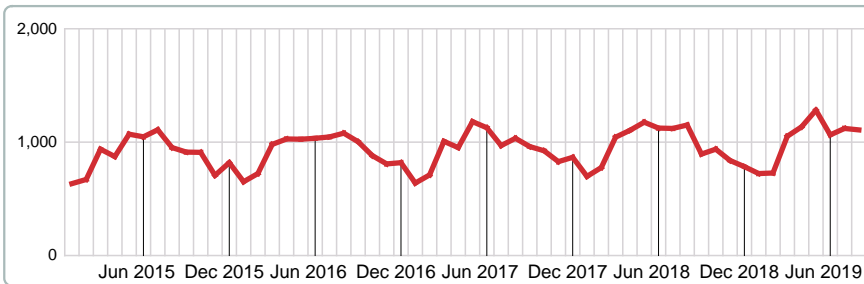
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,065

High May 2019 1,282 Low Jan 2015 634

Closed Listings this month at 1,108 above the 5 yr AUG average of 1,065



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	229	20.67%	36.5	80	116	30	3
\$75,001-\$125,000	139	12.55%	26.0	32	101	5	1
\$125,001-\$175,000	238	21.48%	26.4	24	176	35	3
\$175,001-\$250,000	250	22.56%	35.6	23	126	90	11
\$250,001-\$350,000	145	13.09%	45.5	6	46	80	13
\$350,001 and up	107	9.66%	59.5	4	25	62	16
Total Closed Units	1,108			169	590	302	47
Total Closed Volume	212,666,671	100%	36.2	22.06M	90.00M	83.32M	17.29M
Average Closed Price	\$191,937			\$130,535	\$152,537	\$275,880	\$367,951

August 2019



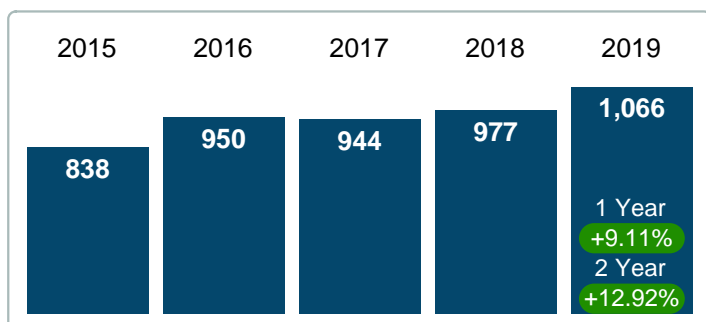
Area Delimited by County Of Tulsa



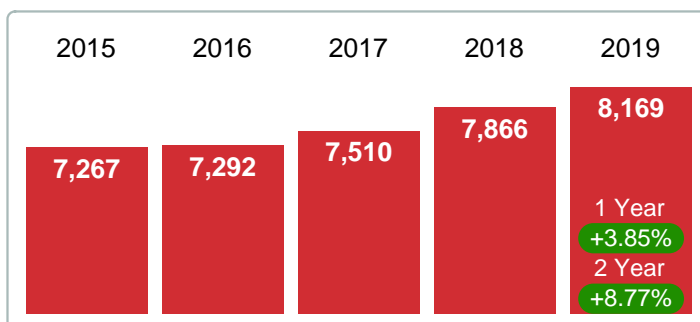
PENDING LISTINGS

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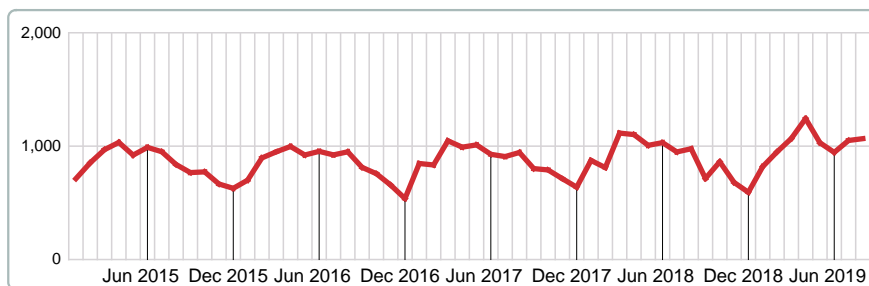
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

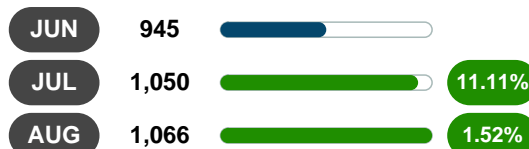


3 MONTHS

5 year AUG AVG = 955

High Apr 2019 1,243 Low Dec 2016 538

Pending Listings this month at **1,066**
above the 5 yr AUG average of **955**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	85	7.97%	36.0	38	35	10	2
\$50,001 - \$100,000	122	11.44%	34.6	40	72	10	0
\$100,001 - \$125,000	92	8.63%	34.9	13	70	9	0
\$125,001 - \$175,000	264	24.77%	32.6	27	194	39	4
\$175,001 - \$250,000	246	23.08%	35.4	12	143	82	9
\$250,001 - \$350,000	138	12.95%	53.5	9	45	69	15
\$350,001 and up	119	11.16%	64.6	9	24	59	27
Total Pending Units	1,066			148	583	278	57
Total Pending Volume	221,680,670	100%	34.2	23.47M	96.84M	76.86M	24.52M
Average Listing Price	\$189,208			\$158,560	\$166,108	\$276,462	\$430,110

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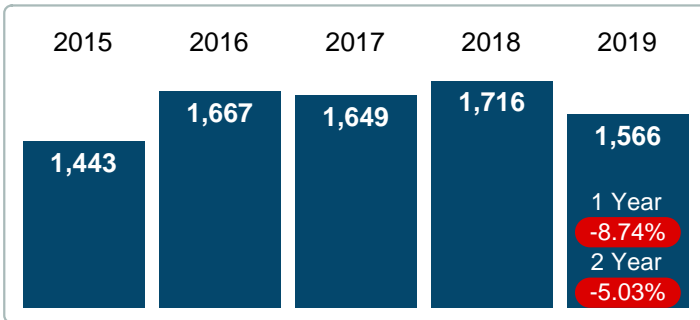
Area Delimited by County Of Tulsa



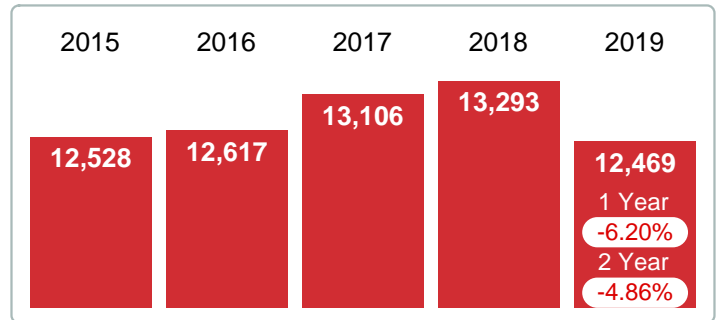
NEW LISTINGS

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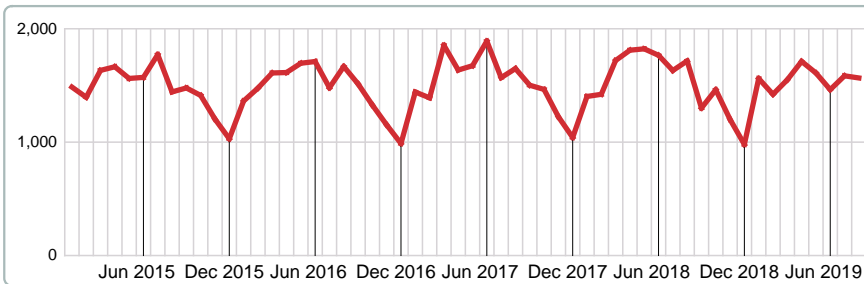
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,608

High Jun 2017 1,891 | Low Dec 2018 980

New Listings this month at **1,566**
below the 5 yr AUG average of **1,608**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	313	19.99%	125	144	39	5
\$75,001-\$125,000	191	12.20%	55	121	15	0
\$125,001-\$200,000	407	25.99%	74	260	66	7
\$200,001-\$300,000	303	19.35%	29	124	135	15
\$300,001-\$450,000	189	12.07%	21	42	102	24
\$450,001 and up	163	10.41%	35	22	62	44
Total New Listed Units	1,566		339	713	419	95
Total New Listed Volume	386,309,293	100%	81.39M	116.94M	132.22M	55.76M
Average New Listed Listing Price	\$162,675		\$240,077	\$164,013	\$315,563	\$586,962

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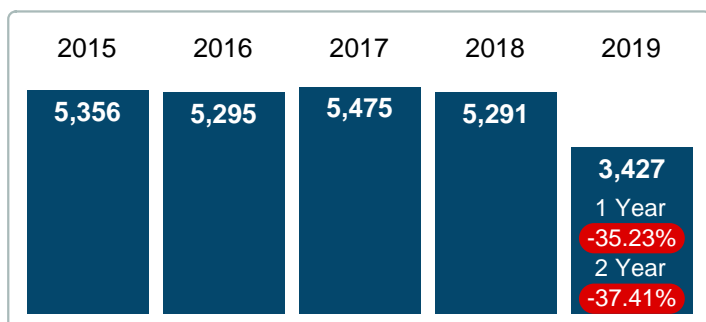
Area Delimited by County Of Tulsa



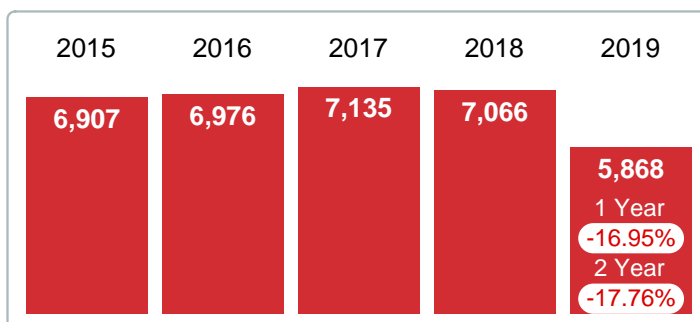
ACTIVE INVENTORY

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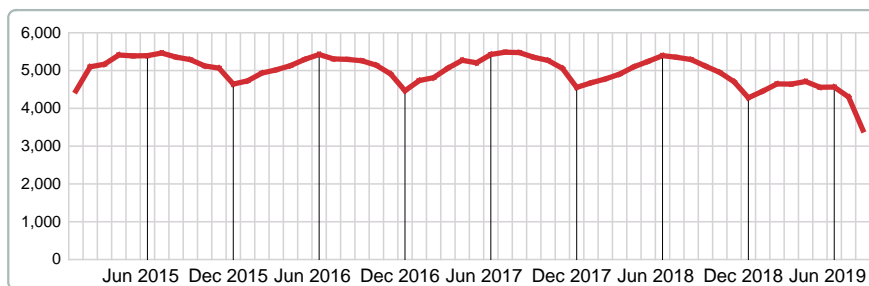
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

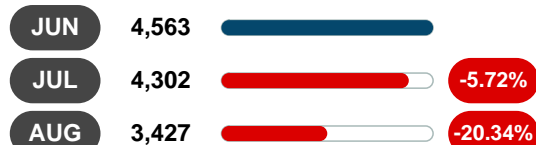


3 MONTHS

5 year AUG AVG = 4,969

High Jul 2017 5,486 Low Aug 2019 3,427

Inventory this month at **3,427**
below the 5 yr AUG average of **4,969**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	258	7.53%	52.1	96	119	38	5
\$25,001 - \$100,000	421	12.28%	71.6	276	123	21	1
\$100,001 - \$175,000	581	16.95%	72.7	212	300	63	6
\$175,001 - \$300,000	887	25.88%	61.7	139	355	352	41
\$300,001 - \$425,000	498	14.53%	70.5	62	94	274	68
\$425,001 - \$725,000	432	12.61%	81.0	53	64	203	112
\$725,001 and up	350	10.21%	95.5	136	21	84	109
Total Active Inventory by Units			3,427	974	1,076	1,035	342
Total Active Inventory by Volume			1,236,022,704	352.17M	227.17M	411.42M	245.27M
Average Active Inventory Listing Price			\$360,672	\$361,566	\$211,121	\$397,511	\$717,157

August 2019

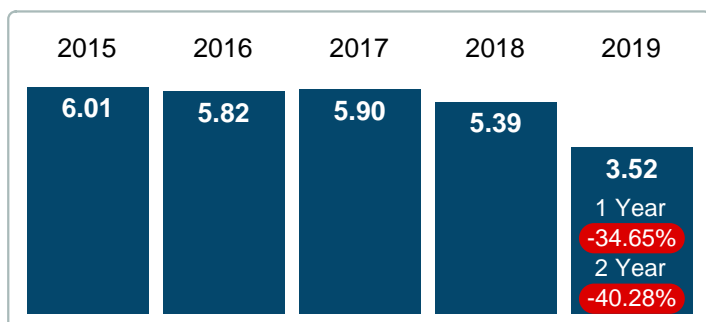
Area Delimited by County Of Tulsa



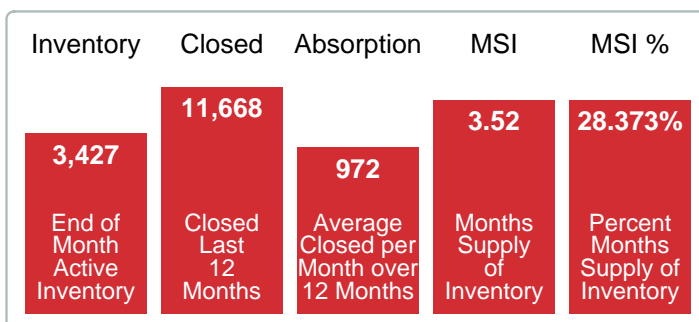
MONTHS SUPPLY of INVENTORY (MSI)

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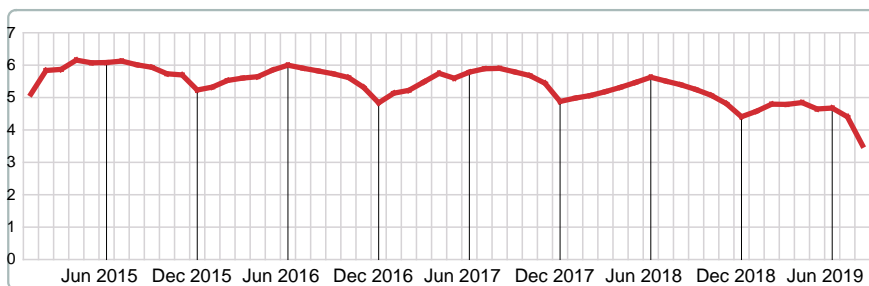
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019

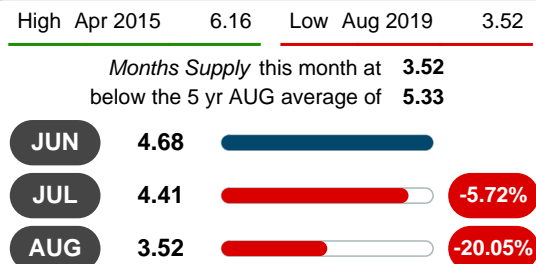


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 5.33



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
\$25,000 and less	258	7.53%	1.92	2.74	1.61	1.70	1.82
\$25,001 - \$100,000	421	12.28%	3.01	4.67	1.70	2.77	1.71
\$100,001 - \$175,000	581	16.95%	2.05	6.88	1.40	1.76	2.00
\$175,001 - \$300,000	887	25.88%	3.17	8.92	2.82	2.85	2.83
\$300,001 - \$425,000	498	14.53%	6.05	21.88	4.03	5.76	7.92
\$425,001 - \$725,000	432	12.61%	10.67	23.56	8.73	9.02	13.31
\$725,001 and up	350	10.21%	30.00	90.67	18.00	16.52	27.83
Market Supply of Inventory (MSI)			3.52	6.62	2.07	3.91	8.19
Total Active Inventory by Units		100%	3,427	974	1,076	1,035	342

August 2019

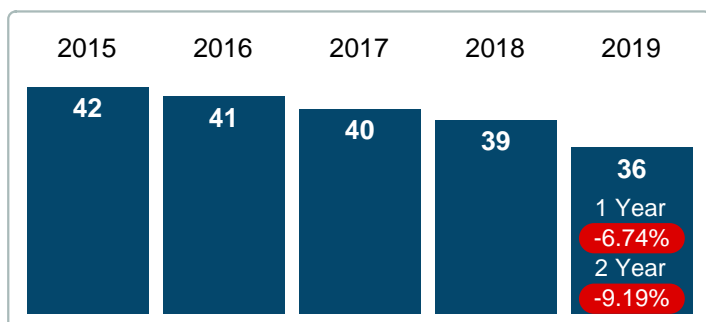
Area Delimited by County Of Tulsa



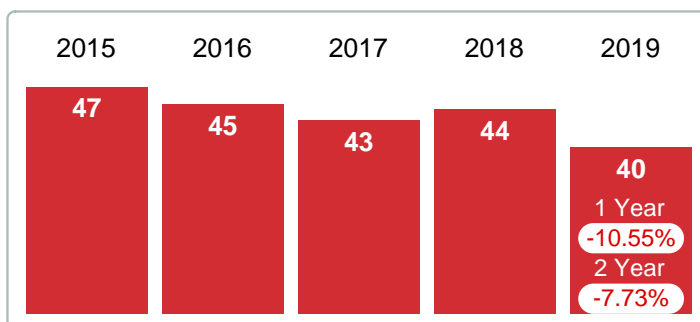
AVERAGE DAYS ON MARKET TO SALE

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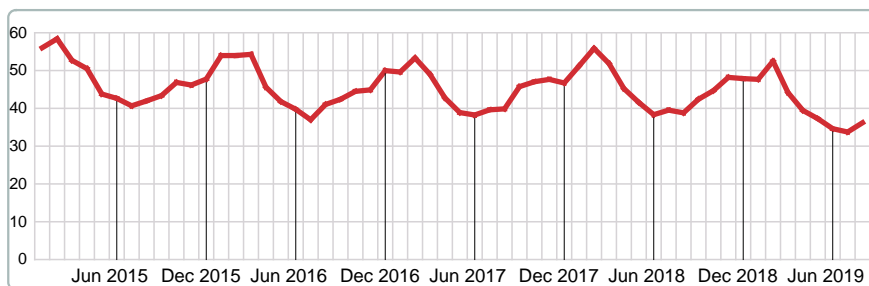
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 40

High Feb 2015 58 Low Jul 2019 34

Average Days on Market to Sale this month at 36 below the 5 yr AUG average of 40



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	229	20.67%	37	43	31	40	37
\$75,001-\$125,000	139	12.55%	26	23	25	50	46
\$125,001-\$175,000	238	21.48%	26	52	23	27	25
\$175,001-\$250,000	250	22.56%	36	51	32	35	48
\$250,001-\$350,000	145	13.09%	46	66	41	44	65
\$350,001 and up	107	9.66%	60	30	36	64	86
Average Closed DOM			36	42	29	43	64
Total Closed Units		100%	36	169	590	302	47
Total Closed Volume			212,666,671	22.06M	90.00M	83.32M	17.29M

August 2019



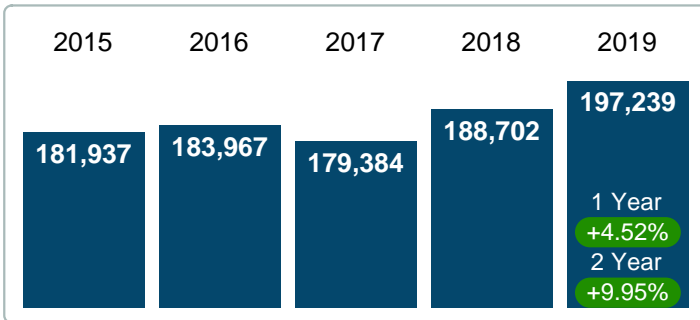
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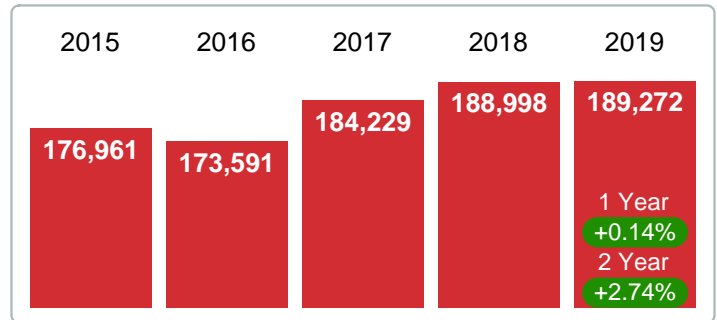
AVERAGE LIST PRICE AT CLOSING

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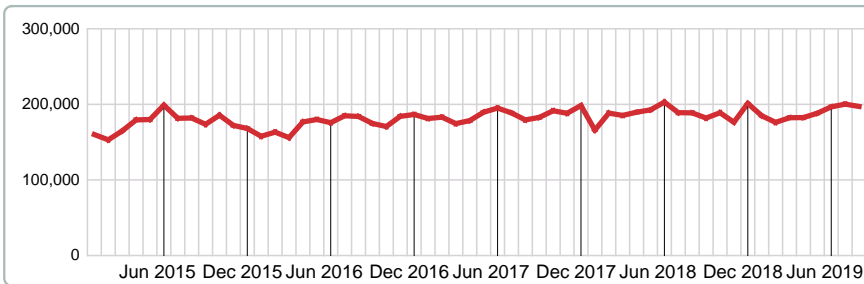
AUGUST



YEAR TO DATE (YTD)

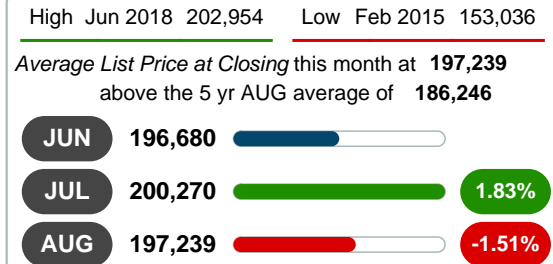


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 186,246



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	226	20.40%	22,748	33,547	20,720	9,893	24,898
\$75,001-\$125,000	134	12.09%	104,024	100,431	106,411	116,520	149,000
\$125,001-\$175,000	233	21.03%	152,771	158,146	154,354	154,831	176,333
\$175,001-\$250,000	258	23.29%	209,464	216,814	205,045	217,940	231,327
\$250,001-\$350,000	144	13.00%	299,259	342,000	292,529	305,521	308,053
\$350,001 and up	113	10.20%	590,535	1,546,875	473,932	576,380	673,238
Average List Price			197,239	135,617	155,013	285,067	384,549
Total Closed Units		100%	1,108	169	590	302	47
Total Closed Volume			218,541,116	22.92M	91.46M	86.09M	18.07M

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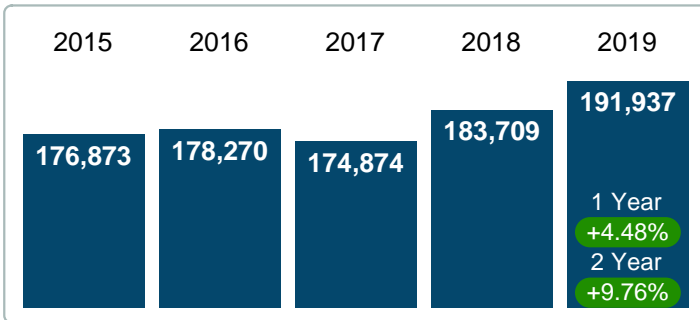
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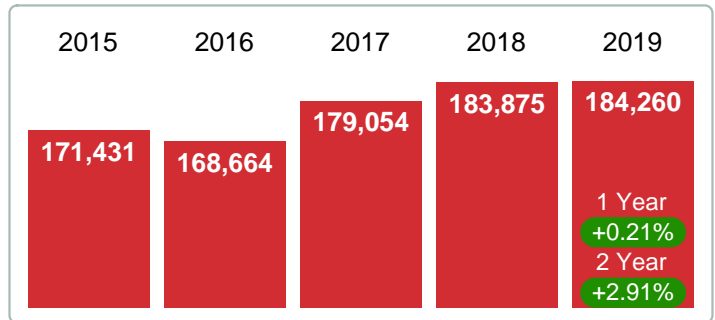
AVERAGE SOLD PRICE AT CLOSING

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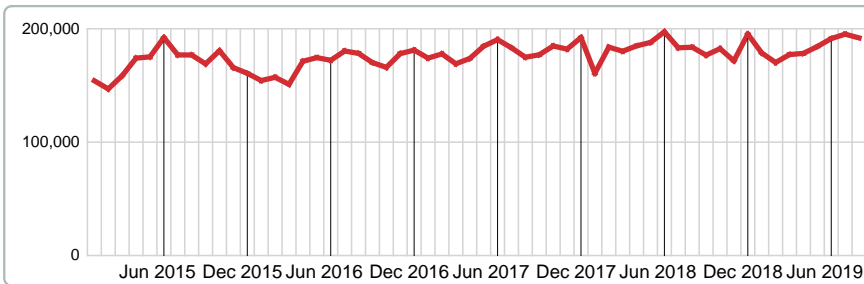
AUGUST



YEAR TO DATE (YTD)

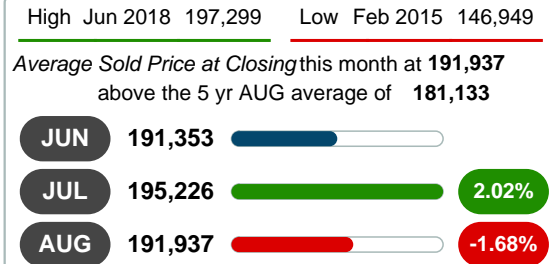


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 181,133



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	229	20.67%	21,434	30,152	18,975	7,462	23,767
\$75,001-\$125,000	139	12.55%	103,526	97,455	105,038	111,048	107,500
\$125,001-\$175,000	238	21.48%	152,836	154,335	152,517	152,401	164,633
\$175,001-\$250,000	250	22.56%	208,569	206,984	202,953	214,509	227,627
\$250,001-\$350,000	145	13.09%	296,042	325,417	285,021	299,427	300,646
\$350,001 and up	107	9.66%	578,735	1,528,125	466,432	547,461	638,043
Average Sold Price			191,937	130,535	152,537	275,880	367,951
Total Closed Units		100%	1,108	169	590	302	47
Total Closed Volume			212,666,671	22.06M	90.00M	83.32M	17.29M

August 2019



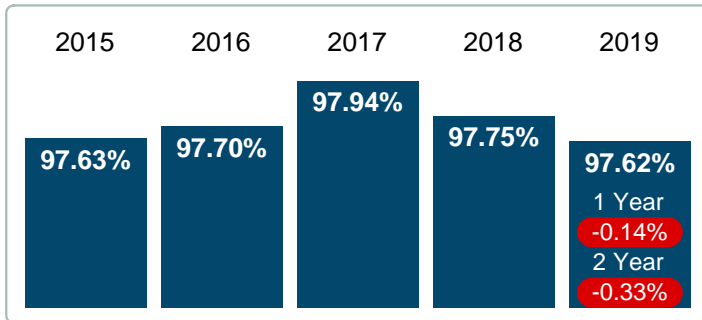
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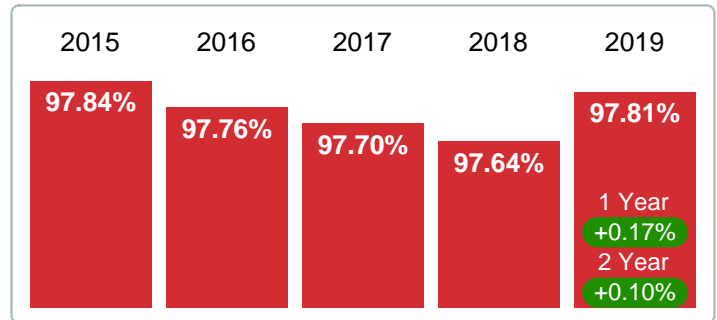
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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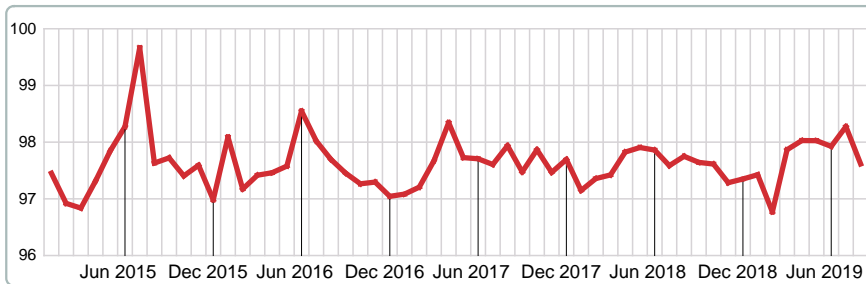
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

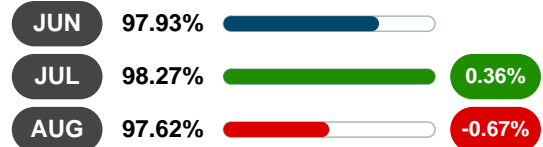


3 MONTHS

5 year AUG AVG = 97.73%

High Jul 2015 99.66% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **97.62%** equal to 5 yr AUG average of **97.73%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	229	20.67%	95.48%	93.11%	96.74%	96.56%	99.53%
\$75,001-\$125,000	139	12.55%	98.45%	97.07%	99.30%	95.31%	72.15%
\$125,001-\$175,000	238	21.48%	98.66%	97.63%	98.91%	98.55%	93.71%
\$175,001-\$250,000	250	22.56%	98.53%	95.83%	99.04%	98.53%	98.30%
\$250,001-\$350,000	145	13.09%	97.73%	95.13%	97.50%	98.07%	97.69%
\$350,001 and up	107	9.66%	96.49%	96.20%	98.51%	96.02%	95.20%
Average Sold/List Ratio		97.60%		95.02%	98.45%	97.65%	96.31%
Total Closed Units		1,108	100%	169	590	302	47
Total Closed Volume		212,666,671		22.06M	90.00M	83.32M	17.29M

August 2019



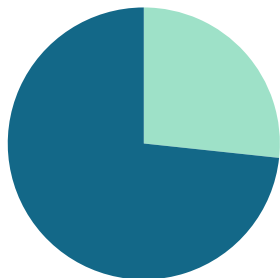
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

INVENTORY

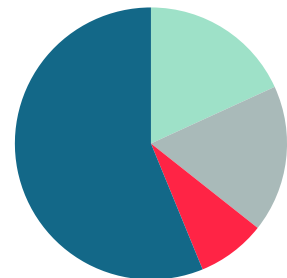


Inventory
 New Listings
1,566 = 26.69%
 Start Inventory
4,302
 Total Inventory
 Units
5,868
 Volume
\$1,808,318,504

Market Activity

Closed Sales
1,108 = 18.17%
 Pending Sales
1,066 = 17.48%
 Other Off Market
497 = 8.15%
 Active Inventory
3,427 = 56.20%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,151	1,108	-3.74%	8,194	8,213	0.23%
Pending Sales	977	1,066	9.11%	7,866	8,169	3.85%
New Listings	1,716	1,566	-8.74%	13,293	12,469	-6.20%
Average List Price	188,702	197,239	4.52%	188,998	189,272	0.14%
Average Sale Price	183,709	191,937	4.48%	183,875	184,260	0.21%
Average Percent of Selling Price to List Price	97.75%	97.62%	-0.14%	97.64%	97.81%	0.17%
Average Days on Market to Sale	38.82	36.20	-6.74%	44.44	39.75	-10.55%
Monthly Inventory	5,292	3,427	-35.24%	5,292	3,427	-35.24%
Months Supply of Inventory	5.39	3.52	-34.66%	5.39	3.52	-34.66%

Absorption: Last 12 months, an Average of **972** Sales/Month

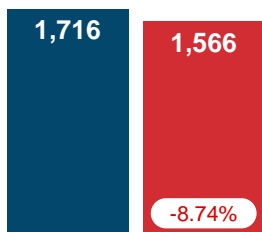
Inventory on August 31, 2019 = **3,427**

2018 **2019**

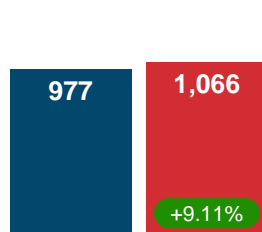
AUGUST MARKET

AVERAGE PRICES

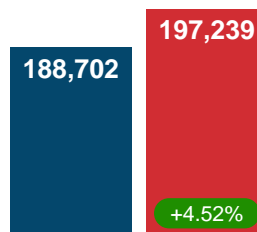
New Listings



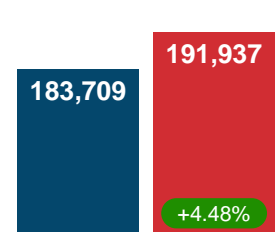
Pending Listings



List Price



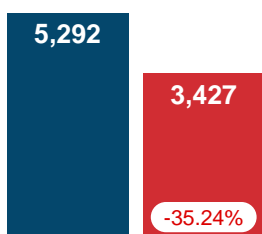
Sale Price



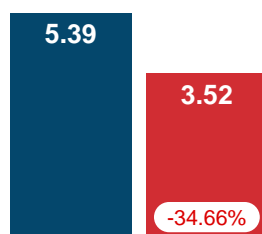
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

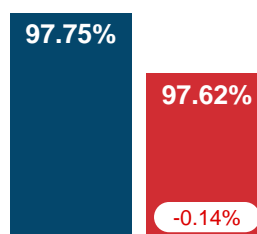
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

