

# April 2019



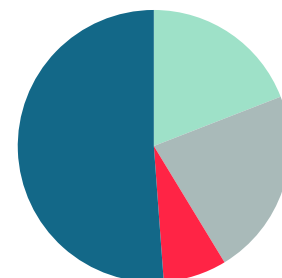
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	April 2019	+/-%
Closed Listings	1,313	1,410	7.39%
Pending Listings	1,420	1,640	15.49%
New Listings	2,107	2,151	2.09%
Average List Price	200,069	203,691	1.81%
Average Sale Price	195,314	199,178	1.98%
Average Percent of Selling Price to List Price	97.67%	98.16%	0.51%
Average Days on Market to Sale	45.55	40.41	-11.29%
End of Month Inventory	4,385	3,778	-13.84%
Months Supply of Inventory	3.72	3.19	-14.29%



■ Closed (19.10%)  
■ Pending (22.21%)  
■ Other OffMarket (7.53%)  
■ Active (51.16%)

**Absorption:** Last 12 months, an Average of **1,185** Sales/Month  
**Active Inventory** as of April 30, 2019 = **3,778**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **13.84%** to 3,778 existing homes available for sale. Over the last 12 months this area has had an average of 1,185 closed sales per month. This represents an unsold inventory index of **3.19** 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 **1.98%** in April 2019 to \$199,178 versus the previous year at \$195,314.

#### Average Days on Market Shortens

The average number of **40.41** days that homes spent on the market before selling decreased by 5.14 days or **11.29%** in April 2019 compared to last year's same month at **45.55** DOM.

#### Sales Success for April 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 2,151 New Listings in April 2019, up **2.09%** from last year at 2,107. Furthermore, there were 1,410 Closed Listings this month versus last year at 1,313, a **7.39%** increase.

Closed versus Listed trends yielded a **65.6%** ratio, up from previous year's, April 2018, at **62.3%**, a **5.19%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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](http://www.tulsarealtors.com) to find a REALTOR® today.

# April 2019



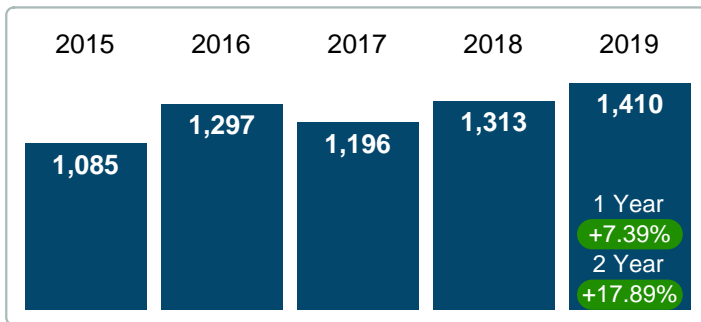
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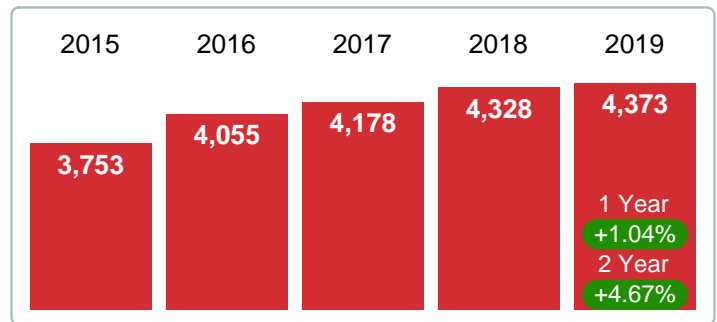
## CLOSED LISTINGS

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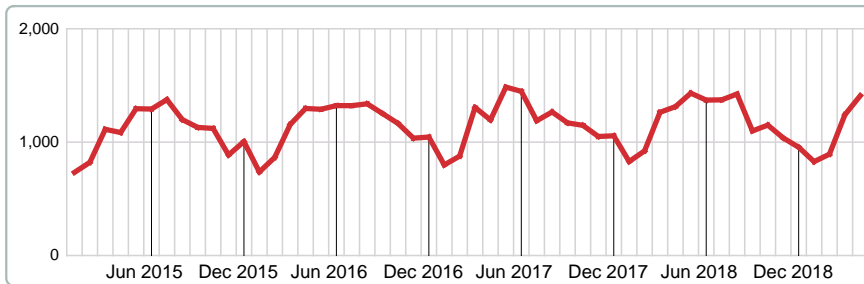
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 1,260

High May 2017 1,485 Low Jan 2015 733

Closed Listings this month at 1,410 above the 5 yr APR average of 1,260



### 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	88	6.24%	39.7	49	37	2	0
\$50,001 - \$100,000	164	11.63%	33.4	46	101	13	4
\$100,001 - \$125,000	136	9.65%	37.8	18	105	13	0
\$125,001 - \$200,000	491	34.82%	35.6	28	351	103	9
\$200,001 - \$250,000	207	14.68%	48.5	4	108	88	7
\$250,001 - \$350,000	186	13.19%	47.8	3	48	120	15
\$350,001 and up	138	9.79%	47.0	3	26	81	28
<b>Total Closed Units</b>	<b>1,410</b>			<b>151</b>	<b>776</b>	<b>420</b>	<b>63</b>
<b>Total Closed Volume</b>	<b>280,840,585</b>	<b>100%</b>	<b>40.4</b>	<b>14.56M</b>	<b>126.84M</b>	<b>115.10M</b>	<b>24.34M</b>
<b>Average Closed Price</b>	<b>\$199,178</b>			<b>\$96,433</b>	<b>\$163,448</b>	<b>\$274,048</b>	<b>\$386,400</b>

# April 2019



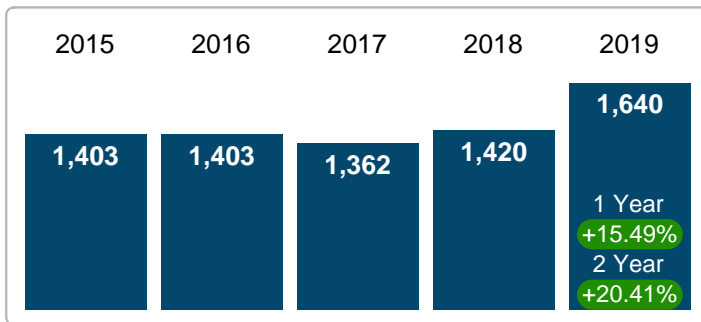
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



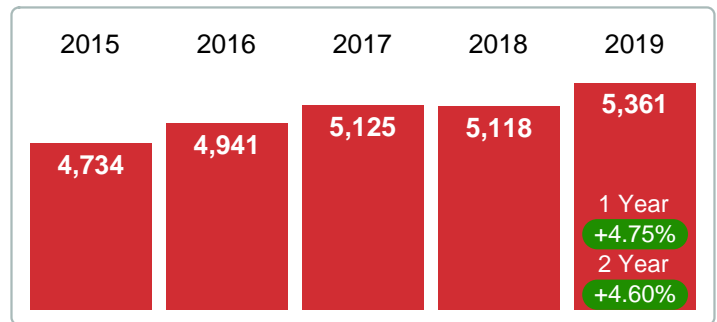
## PENDING LISTINGS

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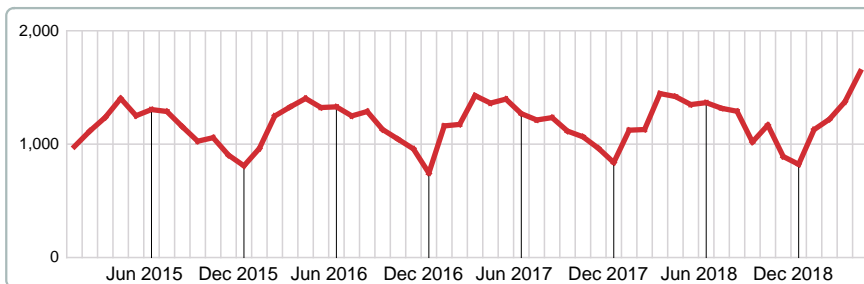
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

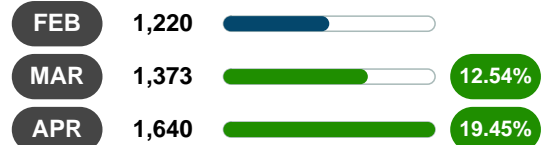


### 3 MONTHS

5 year APR AVG = 1,446

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at **1,640**  
above the 5 yr APR average of **1,446**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	144	8.78%	36.5	64	73	7	0
\$75,001 - \$100,000	95	5.79%	38.4	27	58	10	0
\$100,001 - \$150,000	346	21.10%	27.2	41	269	32	4
\$150,001 - \$200,000	405	24.70%	32.2	21	285	93	6
\$200,001 - \$250,000	254	15.49%	37.0	7	125	109	13
\$250,001 - \$350,000	226	13.78%	46.7	8	71	120	27
\$350,001 and up	170	10.37%	51.0	2	48	88	32
<b>Total Pending Units</b>	<b>1,640</b>			<b>170</b>	<b>929</b>	<b>459</b>	<b>82</b>
<b>Total Pending Volume</b>	<b>342,346,610</b>	<b>100%</b>	<b>36.3</b>	<b>20.87M</b>	<b>164.96M</b>	<b>124.98M</b>	<b>31.53M</b>
<b>Average Listing Price</b>	<b>\$209,586</b>			<b>\$122,788</b>	<b>\$177,567</b>	<b>\$272,283</b>	<b>\$384,569</b>

# April 2019



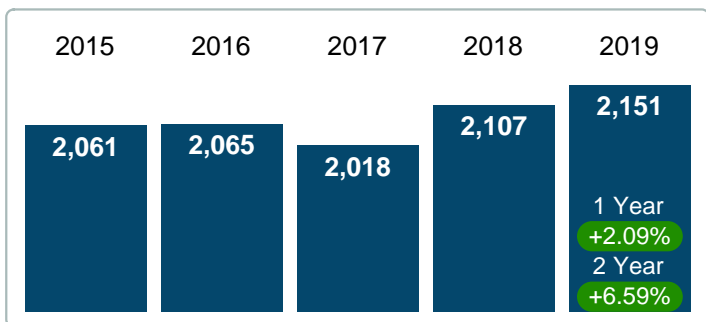
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



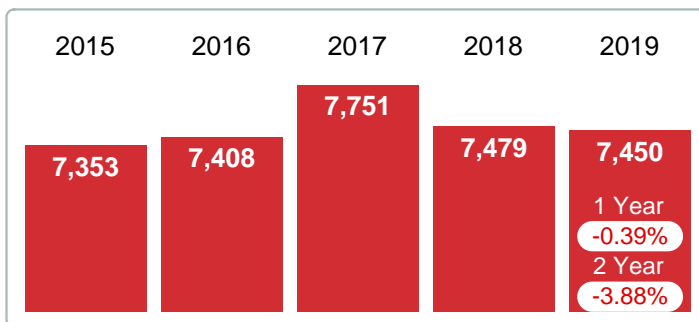
## NEW LISTINGS

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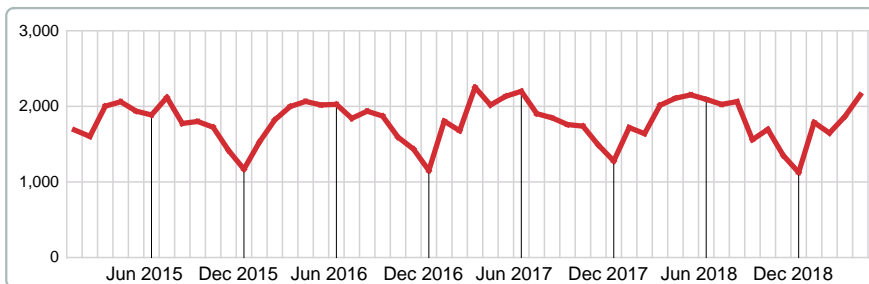
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2,080

High Mar 2017 2,251 Low Dec 2018 1,126

New Listings this month at **2,151**  
above the 5 yr APR average of **2,080**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	191	8.88%	88	95	8	0
\$75,001 - \$125,000	265	12.32%	59	185	20	1
\$125,001 - \$150,000	232	10.79%	17	178	35	2
\$150,001 - \$225,000	643	29.89%	29	436	165	13
\$225,001 - \$300,000	321	14.92%	15	119	151	36
\$300,001 - \$450,000	290	13.48%	4	87	170	29
\$450,001 and up	209	9.72%	3	28	113	65
<b>Total New Listed Units</b>	<b>2,151</b>		<b>215</b>	<b>1,128</b>	<b>662</b>	<b>146</b>
<b>Total New Listed Volume</b>	<b>532,212,619</b>	<b>100%</b>	<b>25.04M</b>	<b>212.66M</b>	<b>222.12M</b>	<b>72.40M</b>
<b>Average New Listed Listing Price</b>	<b>\$214,103</b>		<b>\$116,454</b>	<b>\$188,528</b>	<b>\$335,526</b>	<b>\$495,875</b>

# April 2019



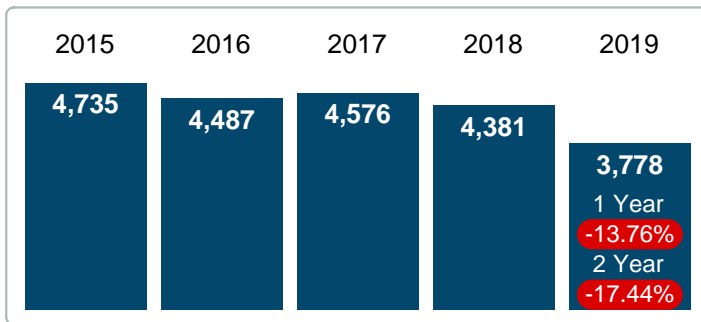
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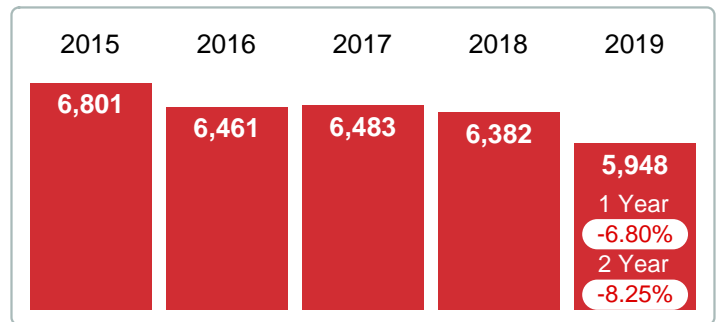
## ACTIVE INVENTORY

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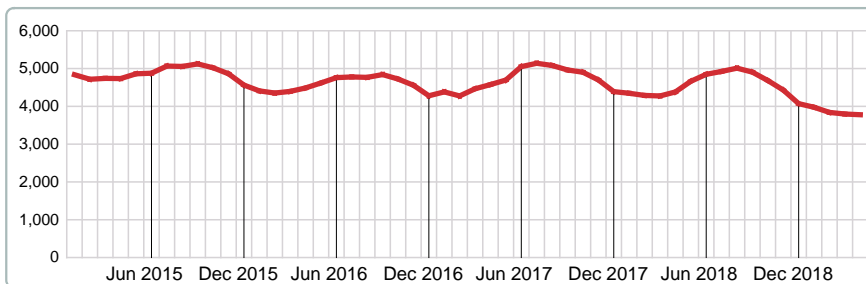
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS

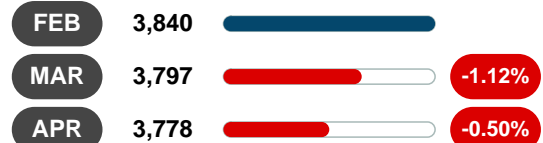


### 3 MONTHS

5 year APR AVG = 4,391

High Jul 2017 5,139 Low Apr 2019 3,778

Inventory this month at **3,778**  
below the 5 yr APR average of **4,391**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	208	5.51%	83.0	105	79	22	2
\$50,001 - \$125,000	546	14.45%	83.3	173	322	48	3
\$125,001 - \$175,000	585	15.48%	53.2	42	410	124	9
\$175,001 - \$275,000	889	23.53%	54.0	50	458	342	39
\$275,001 - \$375,000	598	15.83%	64.1	21	180	325	72
\$375,001 - \$575,000	537	14.21%	66.6	1	96	318	122
\$575,001 and up	415	10.98%	69.6	5	46	193	171
<b>Total Active Inventory by Units</b>	<b>3,778</b>			<b>397</b>	<b>1,591</b>	<b>1,372</b>	<b>418</b>
<b>Total Active Inventory by Volume</b>	<b>1,191,610,507</b>	<b>100%</b>	<b>64.8</b>	<b>45.41M</b>	<b>341.87M</b>	<b>530.90M</b>	<b>273.43M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$315,408</b>			<b>\$114,371</b>	<b>\$214,880</b>	<b>\$386,953</b>	<b>\$654,144</b>

# April 2019



Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

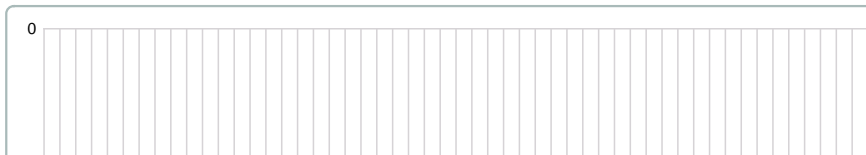
### MSI FOR APRIL

2015	2016	2017	2018	2019

### INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>3,778</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = inf

High Apr 2019	inf	Low Apr 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr APR average of <b>inf</b>			
FEB	inf		%
MAR	inf		%
APR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<b>208</b>	5.51%	2.97	3.08	2.48	6.44	4.00
\$50,001 - \$125,000	<b>546</b>	14.45%	2.04	3.13	1.73	2.00	1.64
\$125,001 - \$175,000	<b>585</b>	15.48%	1.91	2.39	1.71	2.67	2.35
\$175,001 - \$275,000	<b>889</b>	23.53%	2.73	5.08	2.72	2.53	3.14
\$275,001 - \$375,000	<b>598</b>	15.83%	4.86	6.46	5.31	4.45	5.65
\$375,001 - \$575,000	<b>537</b>	14.21%	8.33	0.92	7.48	8.15	10.53
\$575,001 and up	<b>415</b>	10.98%	15.76	15.00	14.53	13.62	19.73
Market Supply of Inventory (MSI)		3.19		3.27	2.35	4.09	8.10
Total Active Inventory by Units		3,778	100%	397	1,591	1,372	418

# April 2019



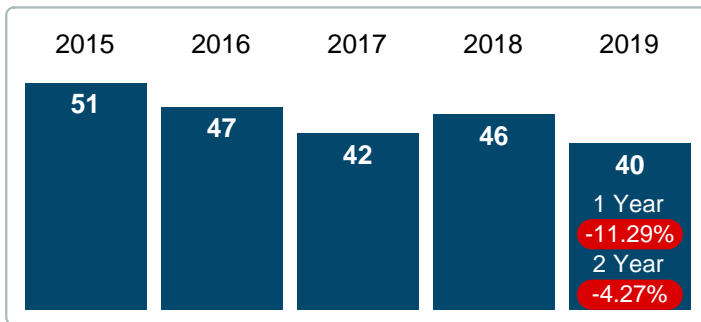
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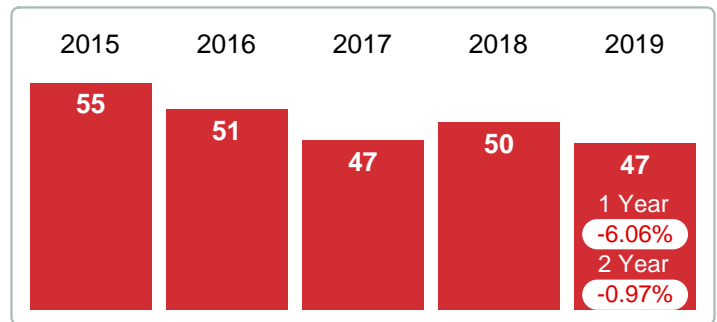
## AVERAGE DAYS ON MARKET TO SALE

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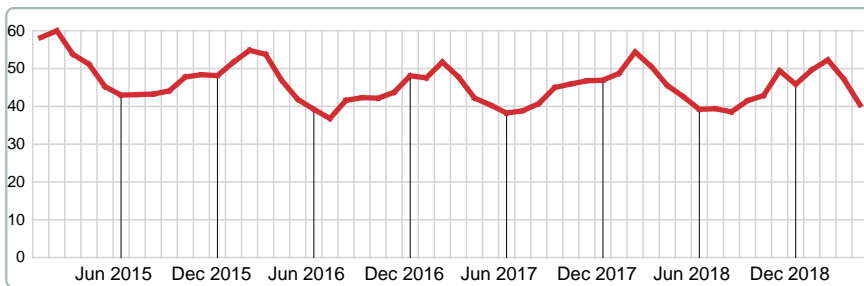
### APRIL



### YEAR TO DATE (YTD)

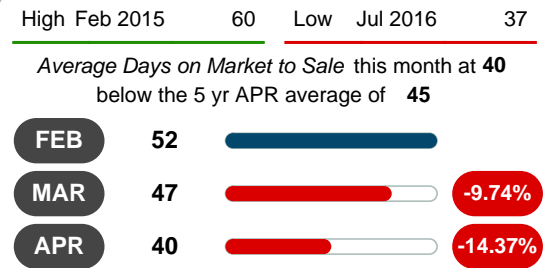


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 45



### 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	88	6.24%	40	41	37	70	0	
\$50,001 - \$100,000	164	11.63%	33	39	29	43	44	
\$100,001 - \$125,000	136	9.65%	38	27	35	74	0	
\$125,001 - \$200,000	491	34.82%	36	36	34	39	62	
\$200,001 - \$250,000	207	14.68%	48	20	45	55	41	
\$250,001 - \$350,000	186	13.19%	48	31	55	42	72	
\$350,001 and up	138	9.79%	47	62	44	46	52	
Average Closed DOM		40		37	37	46	56	
Total Closed Units		1,410	100%	40	151	776	420	63
Total Closed Volume		280,840,585			14.56M	126.84M	115.10M	24.34M

# April 2019



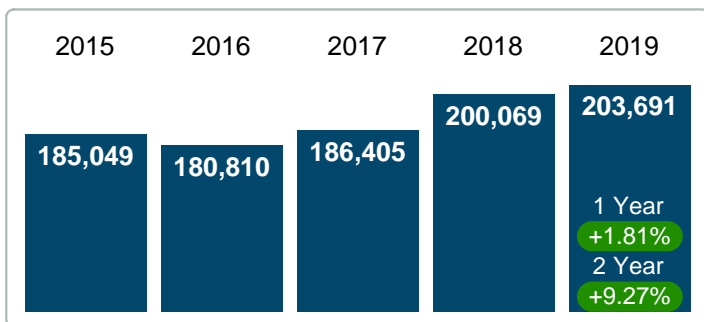
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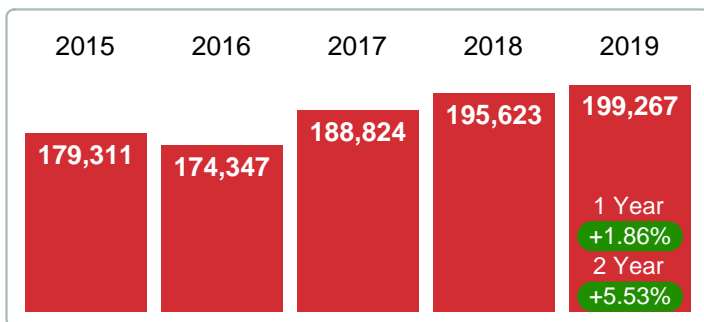
## AVERAGE LIST PRICE AT CLOSING

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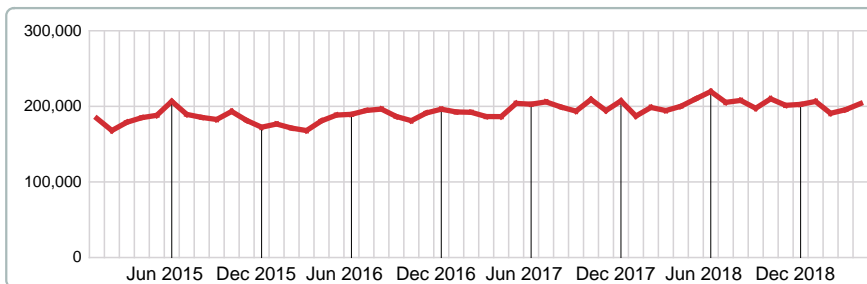
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

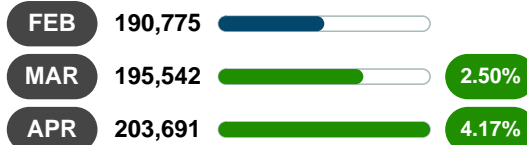


### 3 MONTHS

5 year APR AVG = 191,205

High Jun 2018 219,593 Low Mar 2016 167,971

Average List Price at Closing this month at **203,691**  
above the 5 yr APR average of **191,205**



### 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	86	6.10%	33,418	34,952	34,912	31,200	0	
\$50,001 - \$100,000	163	11.56%	80,446	76,952	83,243	91,130	78,575	
\$100,001 - \$125,000	128	9.08%	115,788	116,000	115,680	119,927	0	
\$125,001 - \$200,000	486	34.47%	161,131	163,282	160,918	171,041	167,456	
\$200,001 - \$250,000	209	14.82%	225,502	235,800	227,530	230,519	252,557	
\$250,001 - \$350,000	193	13.69%	295,475	316,333	298,540	298,675	309,120	
\$350,001 and up	145	10.28%	509,868	471,000	454,239	509,011	605,003	
<b>Average List Price</b>		<b>203,691</b>		<b>100,778</b>	<b>166,290</b>	<b>280,428</b>	<b>399,463</b>	
<b>Total Closed Units</b>		<b>1,410</b>	<b>100%</b>	<b>203,691</b>	<b>151</b>	<b>776</b>	<b>420</b>	<b>63</b>
<b>Total Closed Volume</b>		<b>287,204,688</b>			<b>15.22M</b>	<b>129.04M</b>	<b>117.78M</b>	<b>25.17M</b>



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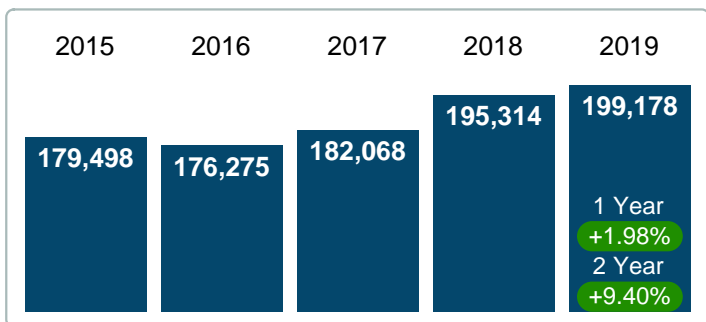
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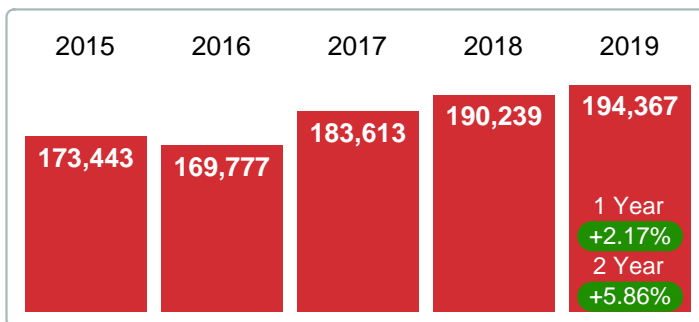
## AVERAGE SOLD PRICE AT CLOSING

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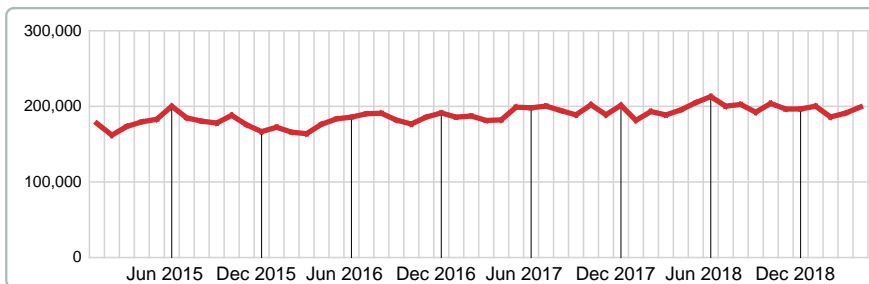
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

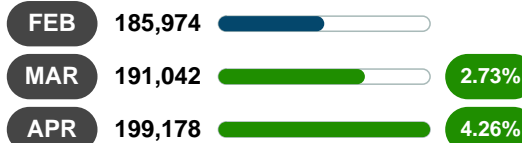


### 3 MONTHS

5 year APR AVG = 186,467

High Jun 2018 212,886 Low Feb 2015 161,926

Average Sold Price at Closing this month at **199,178** above the 5 yr APR average of **186,467**



### 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	6.24%	32,291	31,242	33,656	32,750	0
\$50,001 - \$100,000	11.63%	79,542	75,002	80,636	86,031	83,025
\$100,001 - \$125,000	9.65%	113,970	113,525	113,715	116,642	0
\$125,001 - \$200,000	34.82%	161,247	156,850	159,229	169,055	164,267
\$200,001 - \$250,000	14.68%	224,795	228,500	223,437	226,105	227,143
\$250,001 - \$350,000	13.19%	293,491	298,400	291,477	293,730	297,039
\$350,001 and up	9.79%	501,162	445,333	442,110	491,881	588,825
<b>Average Sold Price</b>		<b>199,178</b>	<b>96,433</b>	<b>163,448</b>	<b>274,048</b>	<b>386,400</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>1,410</b>	<b>151</b>	<b>776</b>	<b>420</b>	<b>63</b>
<b>Total Closed Volume</b>		<b>280,840,585</b>	<b>14.56M</b>	<b>126.84M</b>	<b>115.10M</b>	<b>24.34M</b>

# April 2019



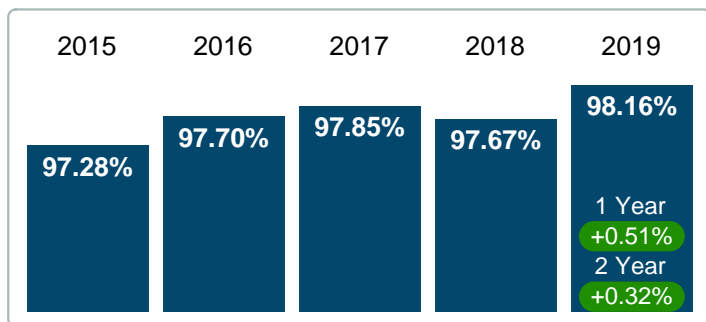
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



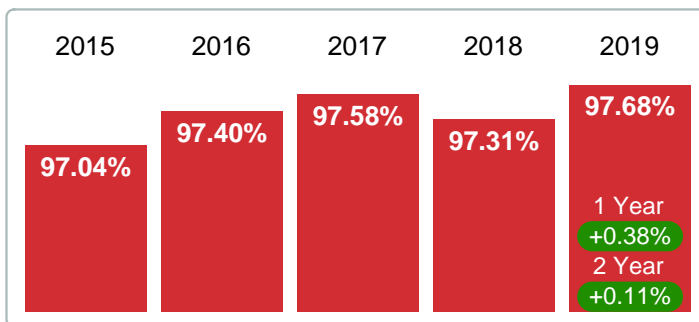
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

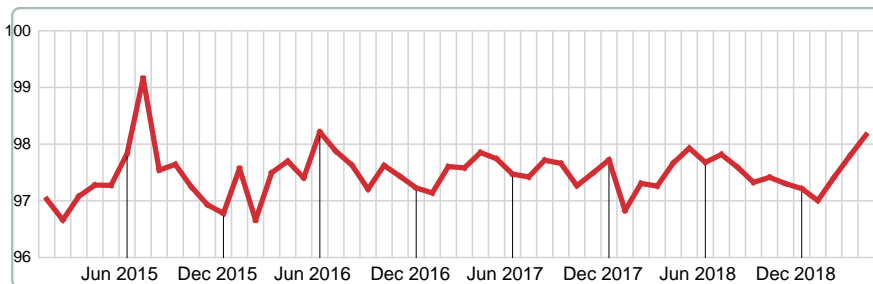
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

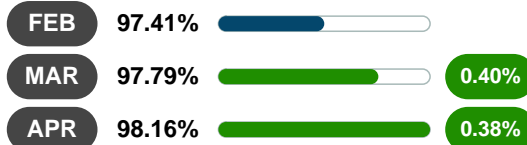


### 3 MONTHS

5 year APR AVG = 97.73%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **98.16%** equal to 5 yr APR 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
\$50,000 and less	88	6.24%	93.59%	89.84%	98.33%	97.79%	0.00%
\$50,001 - \$100,000	164	11.63%	97.63%	97.99%	97.45%	95.30%	105.75%
\$100,001 - \$125,000	136	9.65%	100.33%	97.99%	101.08%	97.51%	0.00%
\$125,001 - \$200,000	491	34.82%	98.92%	96.88%	99.10%	98.93%	98.15%
\$200,001 - \$250,000	207	14.68%	98.01%	96.91%	98.31%	98.18%	91.79%
\$250,001 - \$350,000	186	13.19%	97.97%	94.52%	97.68%	98.40%	96.16%
\$350,001 and up	138	9.79%	97.35%	94.53%	97.51%	97.18%	97.99%
Average Sold/List Ratio		98.20%		94.97%	98.87%	98.12%	97.38%
Total Closed Units	1,410	100%	98.20%	151	776	420	63
Total Closed Volume	280,840,585			14.56M	126.84M	115.10M	24.34M

# April 2019



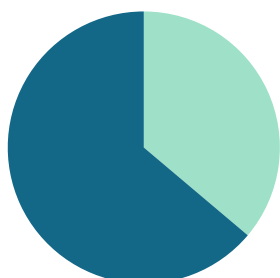
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

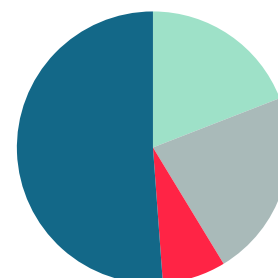


**Inventory**  
 New Listings  
**2,151 = 36.16%**  
 Start Inventory  
**3,798**  
 Total Inventory Units  
**5,949**  
 Volume  
**\$1,695,440,664**

### Market Activity

Closed Sales  
**1,410 = 19.10%**  
 Pending Sales  
**1,640 = 22.21%**  
 Other Off Market  
**556 = 7.53%**  
 Active Inventory  
**3,778 = 51.16%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,313	1,410	7.39%	4,328	4,373	1.04%
Pending Sales	1,420	1,640	15.49%	5,118	5,361	4.75%
New Listings	2,107	2,151	2.09%	7,479	7,450	-0.39%
Average List Price	200,069	203,691	1.81%	195,623	199,267	1.86%
Average Sale Price	195,314	199,178	1.98%	190,239	194,367	2.17%
Average Percent of Selling Price to List Price	97.67%	98.16%	0.51%	97.31%	97.68%	0.38%
Average Days on Market to Sale	45.55	40.41	-11.29%	49.51	46.51	-6.06%
Monthly Inventory	4,385	3,778	-13.84%	4,385	3,778	-13.84%
Months Supply of Inventory	3.72	3.19	-14.29%	3.72	3.19	-14.29%

**Absorption:** Last 12 months, an Average of **1,185** Sales/Month

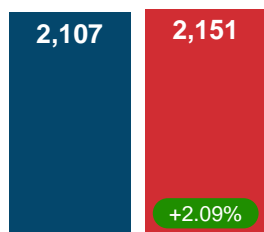
**Inventory** on April 30, 2019 = **3,778**

**2018** **2019**

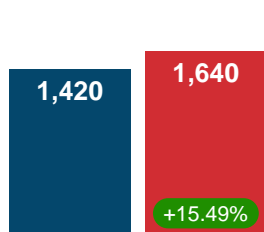
### APRIL MARKET

### AVERAGE PRICES

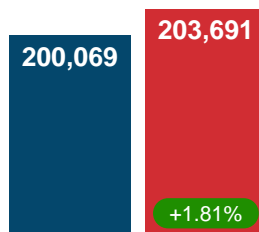
#### New Listings



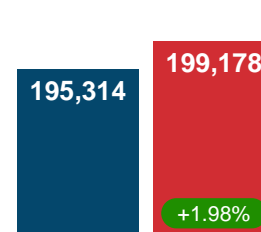
#### Pending Listings



#### List Price



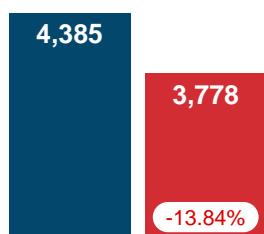
#### Sale Price



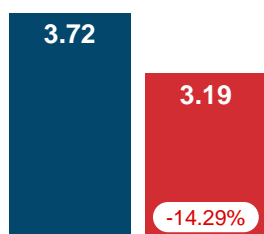
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

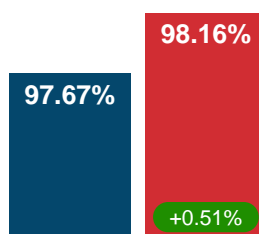
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

