

# April 2019



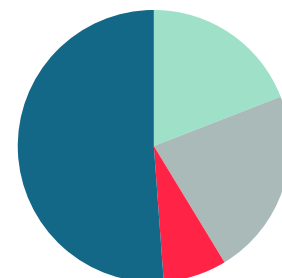
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## 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%
Median List Price	166,500	170,000	2.10%
Median Sale Price	165,000	169,832	2.93%
Median Percent of Selling Price to List Price	98.86%	99.12%	0.27%
Median Days on Market to Sale	26.00	22.00	-15.38%
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.

#### 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 **2.93%** in April 2019 to \$169,832 versus the previous year at \$165,000.

#### Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 4.00 days or **15.38%** in April 2019 compared to last year's same month at **26.00** DOM.

#### Sales Success for April 2019 is Positive

Overall, with Median 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>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.

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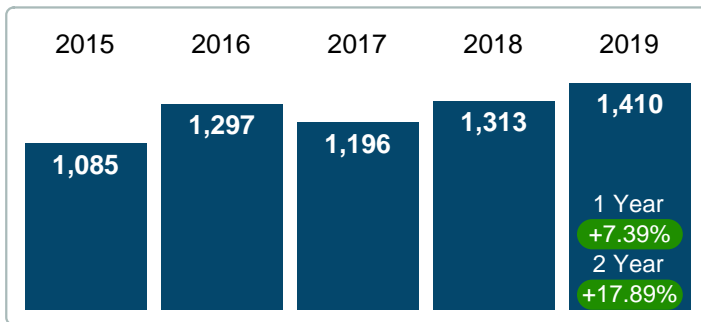
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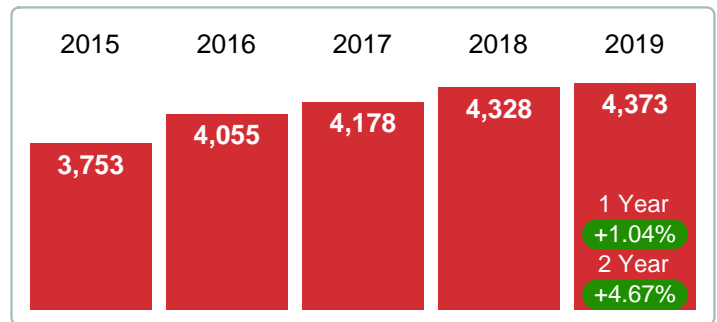
## CLOSED LISTINGS

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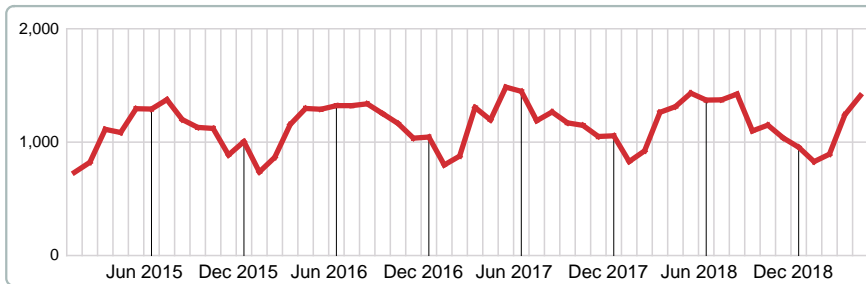
### APRIL



### YEAR TO DATE (YTD)

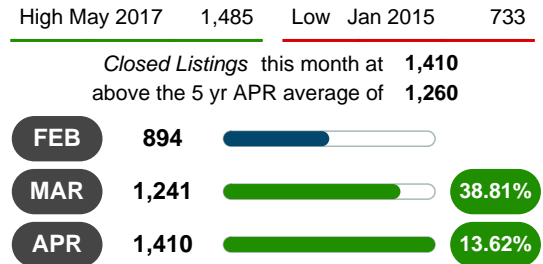


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 1,260



### 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	88	6.24%	22.5	49	37	2	0
\$50,001 - \$100,000	164	11.63%	22.0	46	101	13	4
\$100,001 - \$125,000	136	9.65%	19.0	18	105	13	0
\$125,001 - \$200,000	491	34.82%	17.0	28	351	103	9
\$200,001 - \$250,000	207	14.68%	28.0	4	108	88	7
\$250,001 - \$350,000	186	13.19%	32.0	3	48	120	15
\$350,001 and up	138	9.79%	28.0	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>22.0</b>	<b>14.56M</b>	<b>126.84M</b>	<b>115.10M</b>	<b>24.34M</b>
<b>Median Closed Price</b>	<b>\$169,832</b>			<b>\$79,000</b>	<b>\$155,000</b>	<b>\$244,950</b>	<b>\$332,000</b>

# April 2019



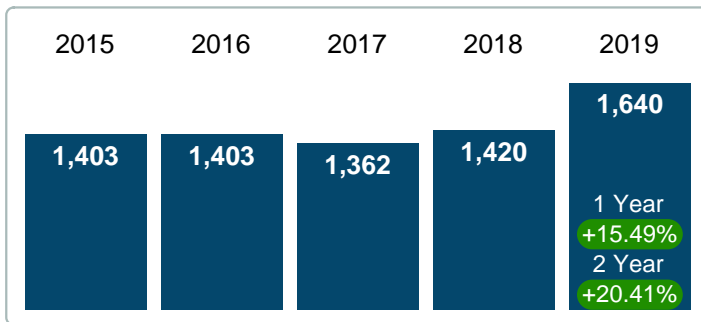
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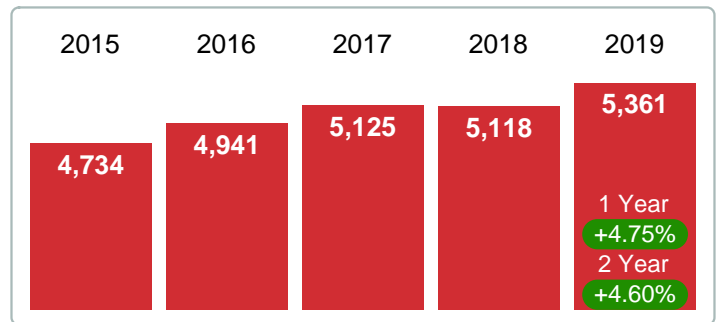
## PENDING LISTINGS

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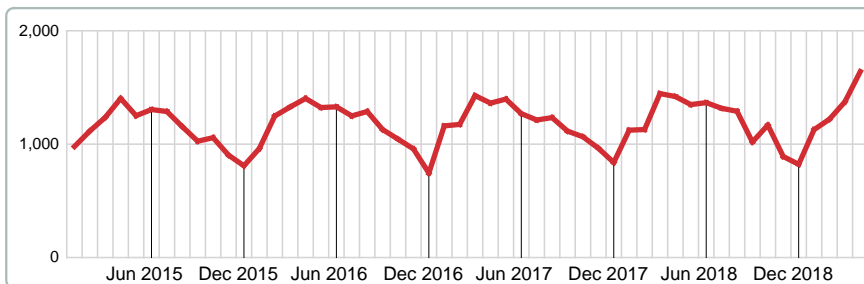
### APRIL



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	144	8.78%	20.5	64	73	7	0
\$75,001 - \$100,000	95	5.79%	16.0	27	58	10	0
\$100,001 - \$150,000	346	21.10%	11.0	41	269	32	4
\$150,001 - \$200,000	405	24.70%	13.0	21	285	93	6
\$200,001 - \$250,000	254	15.49%	17.5	7	125	109	13
\$250,001 - \$350,000	226	13.78%	26.5	8	71	120	27
\$350,001 and up	170	10.37%	28.0	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>16.0</b>	<b>20.87M</b>	<b>164.96M</b>	<b>124.98M</b>	<b>31.53M</b>
<b>Median Listing Price</b>	<b>\$179,900</b>			<b>\$99,500</b>	<b>\$159,999</b>	<b>\$239,500</b>	<b>\$315,000</b>

# April 2019



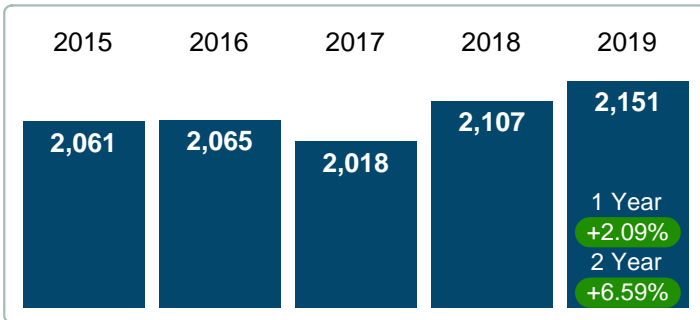
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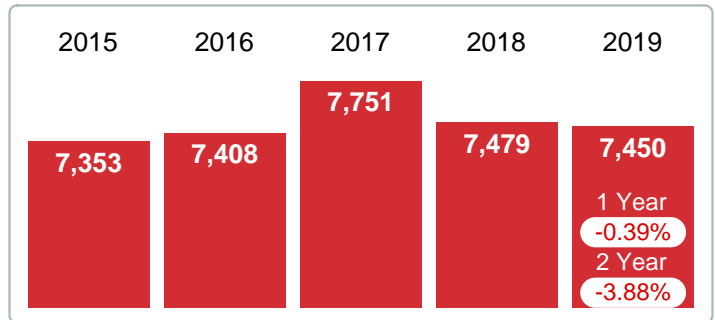
## NEW LISTINGS

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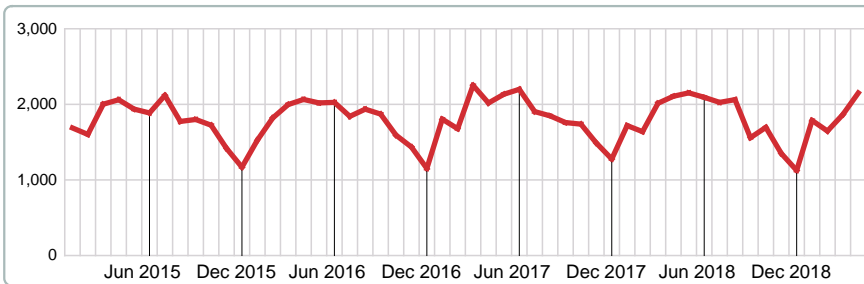
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

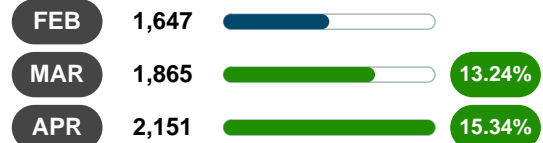


### 3 MONTHS

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>Median New Listed Listing Price</b>	<b>\$192,000</b>		<b>\$88,000</b>	<b>\$164,479</b>	<b>\$279,700</b>	<b>\$421,500</b>

# April 2019



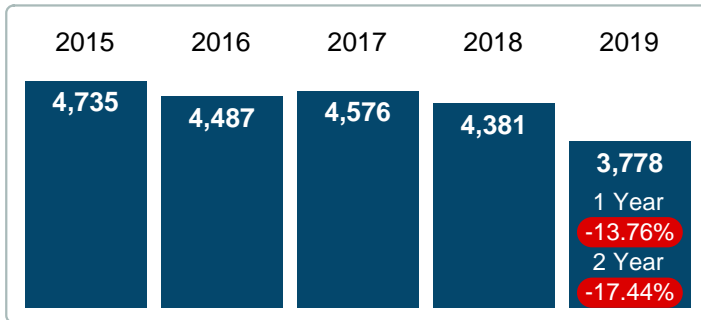
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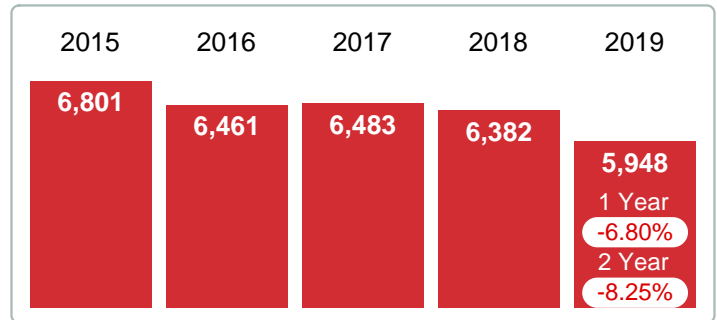
## ACTIVE INVENTORY

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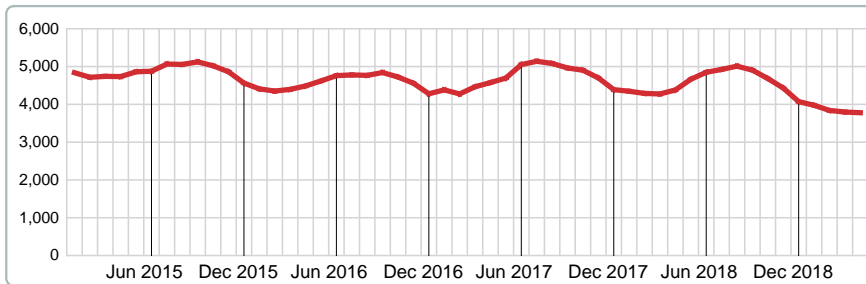
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS

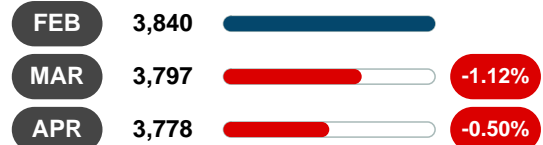


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	208	5.51%	53.5	105	79	22	2
\$50,001 - \$125,000	546	14.45%	45.0	173	322	48	3
\$125,001 - \$175,000	585	15.48%	39.0	42	410	124	9
\$175,001 - \$275,000	889	23.53%	38.0	50	458	342	39
\$275,001 - \$375,000	598	15.83%	53.5	21	180	325	72
\$375,001 - \$575,000	537	14.21%	60.0	1	96	318	122
\$575,001 and up	415	10.98%	60.0	5	46	193	171
Total Active Inventory by Units			3,778	397	1,591	1,372	418
Total Active Inventory by Volume			1,191,610,507	45.41M	341.87M	530.90M	273.43M
Median Active Inventory Listing Price			\$231,200	\$80,000	\$174,999	\$315,000	\$498,500

# 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



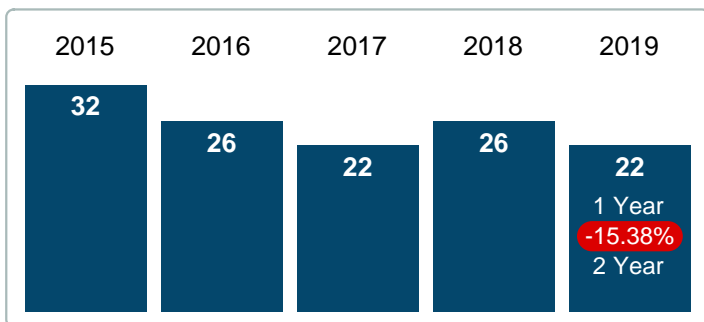
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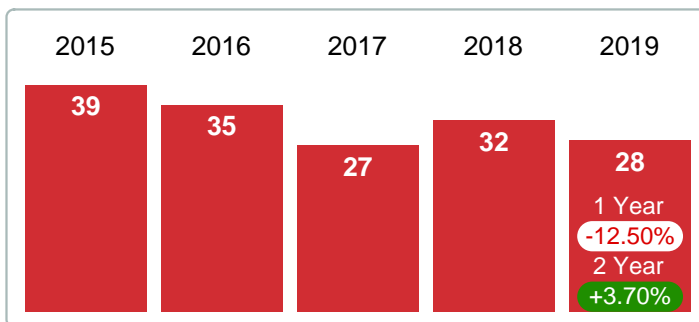
## MEDIAN DAYS ON MARKET TO SALE

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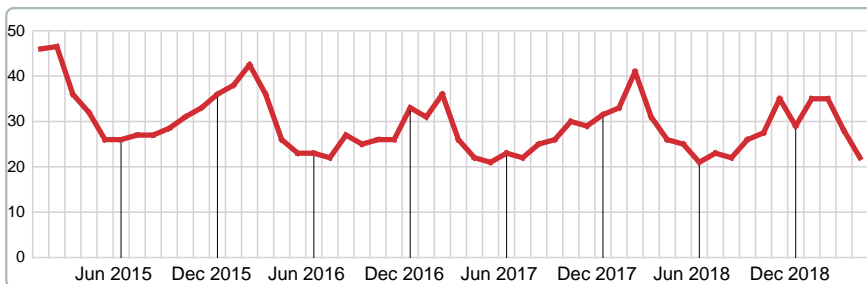
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

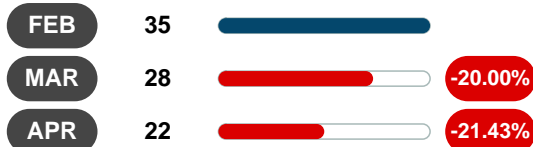


### 3 MONTHS

5 year APR AVG = 26

High Feb 2015 47 Low Jun 2018 21

Median Days on Market to Sale this month at 22 below the 5 yr APR average of 26



### 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	88	6.24%	23	35	11	70	0
\$50,001 - \$100,000	164	11.63%	22	22	21	23	23
\$100,001 - \$125,000	136	9.65%	19	9	20	77	0
\$125,001 - \$200,000	491	34.82%	17	27	15	19	51
\$200,001 - \$250,000	207	14.68%	28	19	22	43	31
\$250,001 - \$350,000	186	13.19%	32	35	39	26	46
\$350,001 and up	138	9.79%	28	49	31	29	13
Median Closed DOM			22	24	19	27	26
Total Closed Units		100%	22.0	151	776	420	63
Total Closed Volume				14.56M	126.84M	115.10M	24.34M

# April 2019



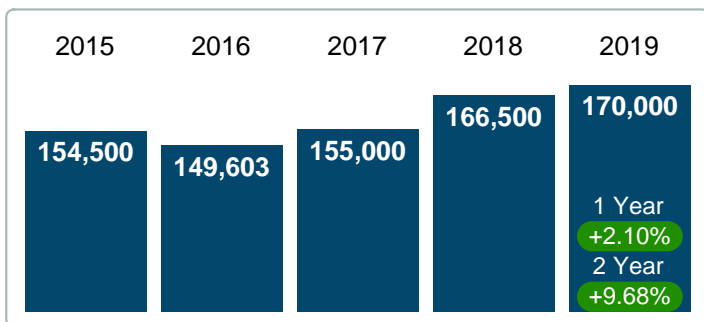
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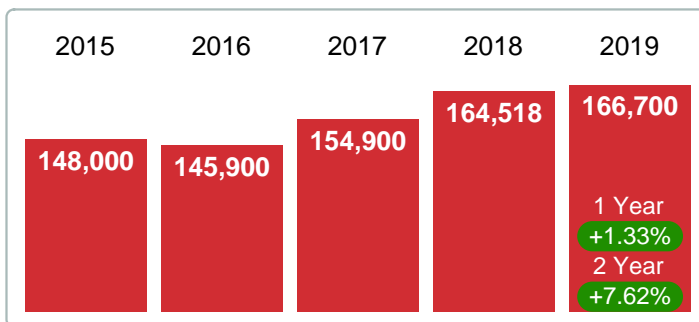
## MEDIAN LIST PRICE AT CLOSING

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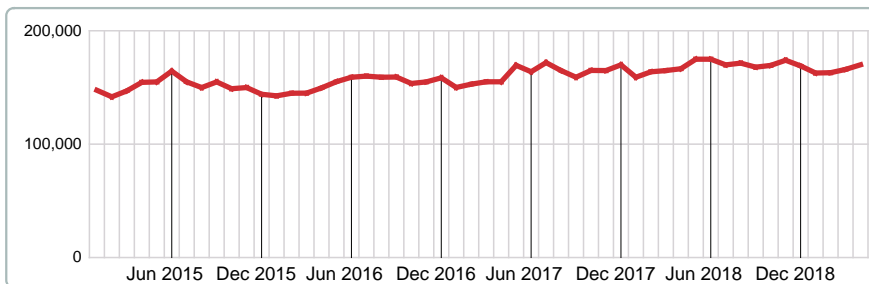
### APRIL



### YEAR TO DATE (YTD)

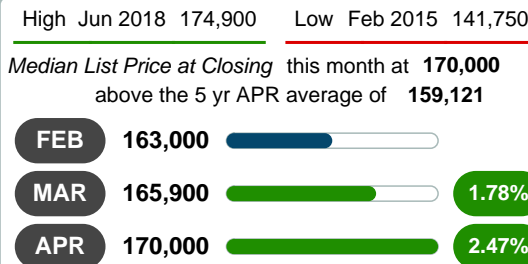


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 159,121



### 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	86	6.10%	31,550	30,000	33,000	31,200	0
\$50,001 - \$100,000	163	11.56%	79,900	75,000	80,000	89,900	79,200
\$100,001 - \$125,000	128	9.08%	115,000	115,000	115,000	115,000	0
\$125,001 - \$200,000	486	34.47%	159,900	153,348	159,500	169,900	154,900
\$200,001 - \$250,000	209	14.82%	225,000	219,900	225,000	226,900	221,500
\$250,001 - \$350,000	193	13.69%	289,900	305,000	279,925	289,900	310,000
\$350,001 and up	145	10.28%	439,000	469,000	411,830	425,000	542,500
Median List Price			170,000	79,900	155,000	249,700	345,000
Total Closed Units		100%	170,000	151	776	420	63
Total Closed Volume			287,204,688	15.22M	129.04M	117.78M	25.17M



# April 2019



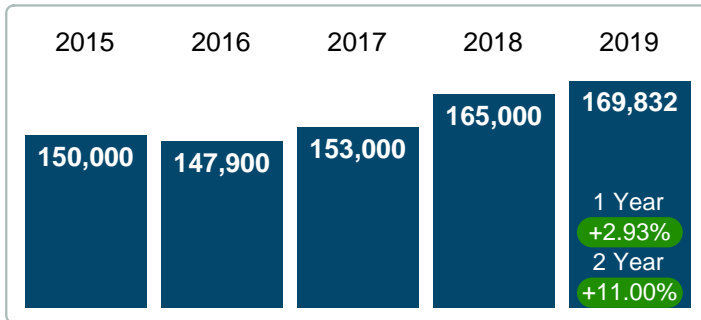
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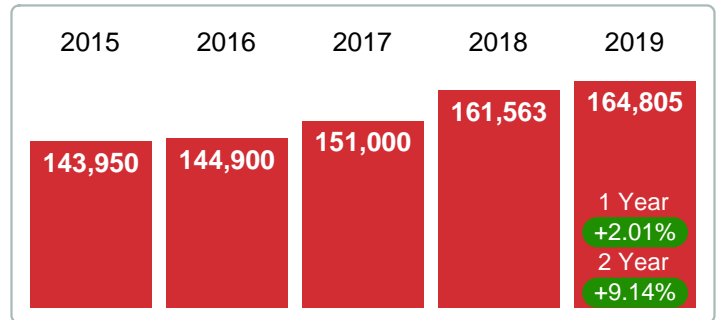
## MEDIAN SOLD PRICE AT CLOSING

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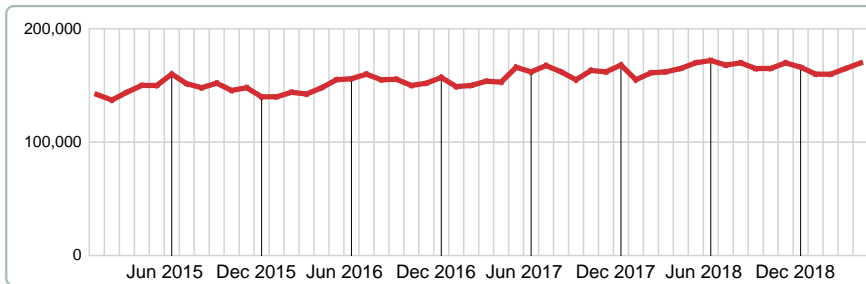
### APRIL



### YEAR TO DATE (YTD)

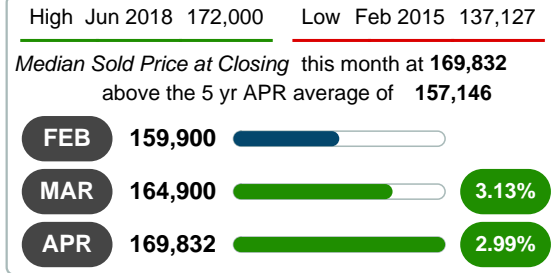


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 157,146



### 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	6.24%	32,534	29,855	35,000	32,750	0
\$50,001 - \$100,000	11.63%	80,500	75,000	82,000	89,000	81,050
\$100,001 - \$125,000	9.65%	114,925	111,950	114,450	117,000	0
\$125,001 - \$200,000	34.82%	160,000	154,278	159,500	170,000	160,000
\$200,001 - \$250,000	14.68%	223,900	227,500	221,000	225,000	232,000
\$250,001 - \$350,000	13.19%	289,500	307,200	280,975	290,000	281,000
\$350,001 and up	9.79%	434,302	430,000	422,500	424,300	535,605
Median Sold Price		169,832	79,000	155,000	244,950	332,000
Total Closed Units	100%	1,410	151	776	420	63
Total Closed Volume		280,840,585	14.56M	126.84M	115.10M	24.34M

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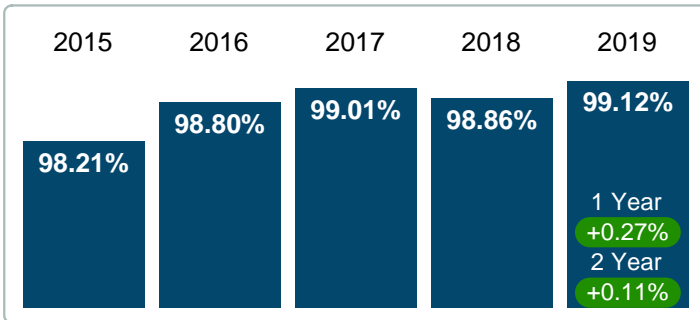
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



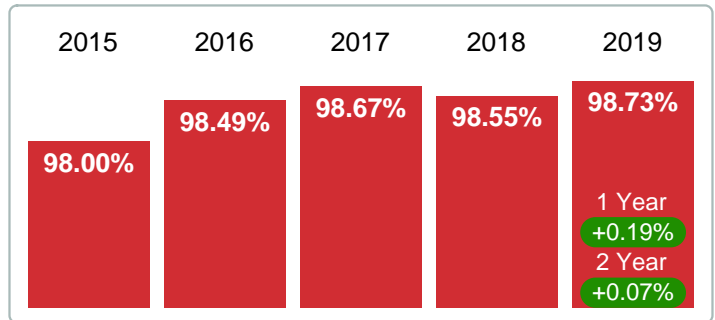
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

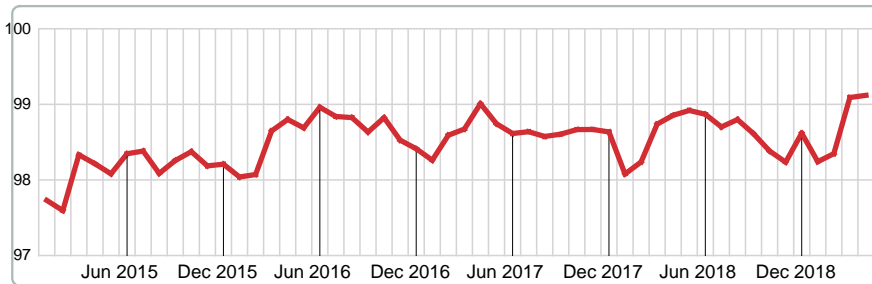
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

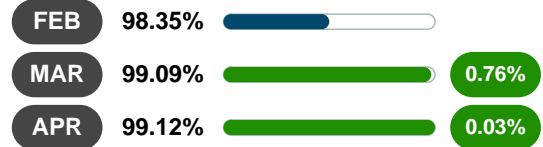


### 3 MONTHS

5 year APR AVG = 98.80%

High Apr 2019 99.12% Low Feb 2015 97.60%

Median Sold/List Ratio this month at 99.12% equal to 5 yr APR average of 98.80%



### 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	88	6.24%	94.78%	89.09%	100.00%	97.79%	0.00%
\$50,001 - \$100,000	164	11.63%	98.61%	100.00%	98.33%	95.60%	104.29%
\$100,001 - \$125,000	136	9.65%	99.62%	97.92%	100.00%	99.67%	0.00%
\$125,001 - \$200,000	491	34.82%	100.00%	97.64%	100.00%	100.00%	97.14%
\$200,001 - \$250,000	207	14.68%	98.81%	97.04%	99.17%	98.80%	96.71%
\$250,001 - \$350,000	186	13.19%	98.46%	95.38%	98.22%	98.95%	97.10%
\$350,001 and up	138	9.79%	98.33%	95.70%	98.69%	98.16%	98.33%
Median Sold/List Ratio		99.12%		96.52%	99.58%	98.95%	97.64%
Total Closed Units		1,410	100%	151	776	420	63
Total Closed Volume		280,840,585		14.56M	126.84M	115.10M	24.34M

# April 2019



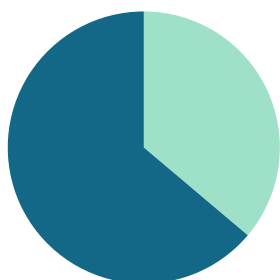
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

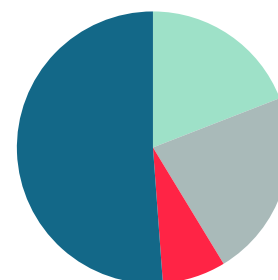


**Inventory**  
 New Listings  
**2,151 = 36.16%**  
 Start Inventory  
**3,798**  
 Total Inventory Units  
**5,949**  
 Volume  
**\$1,695,440,664**

### 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%
Median List Price	166,500	170,000	2.10%	164,518	166,700	1.33%
Median Sale Price	165,000	169,832	2.93%	161,563	164,805	2.01%
Median Percent of Selling Price to List Price	98.86%	99.12%	0.27%	98.55%	98.73%	0.19%
Median Days on Market to Sale	26.00	22.00	-15.38%	32.00	28.00	-12.50%
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

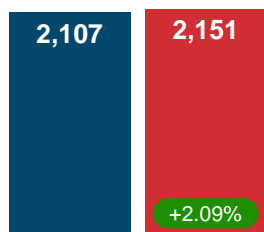
**Inventory** on April 30, 2019 = **3,778**

**2018** **2019**

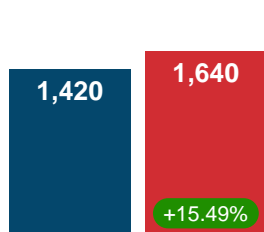
### APRIL MARKET

### MEDIAN PRICES

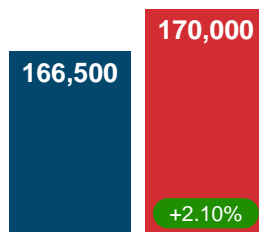
#### New Listings



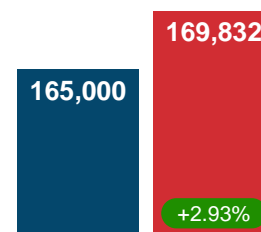
#### Pending Listings



#### List Price



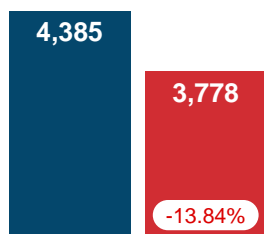
#### Sale Price



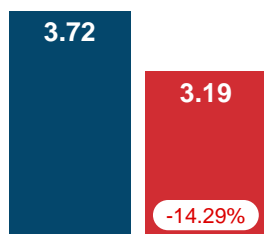
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

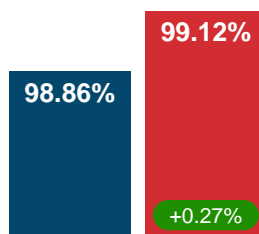
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

