

April 2019



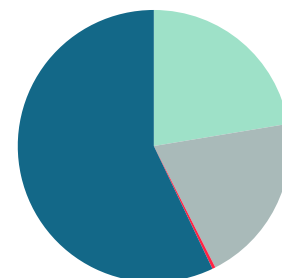
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	April 2019	+/-%
Closed Listings	57	60	5.26%
Pending Listings	50	54	8.00%
New Listings	51	61	19.61%
Average List Price	125,970	135,568	7.62%
Average Sale Price	120,771	130,205	7.81%
Average Percent of Selling Price to List Price	96.06%	95.17%	-0.93%
Average Days on Market to Sale	123.81	123.13	-0.54%
End of Month Inventory	186	153	-17.74%
Months Supply of Inventory	4.09	3.02	-26.01%



■ Closed (22.39%)
■ Pending (20.15%)
■ Other OffMarket (0.37%)
■ Active (57.09%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of April 30, 2019 = **153**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **17.74%** to 153 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **3.02** 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 **7.81%** in April 2019 to \$130,205 versus the previous year at \$120,771.

Average Days on Market Shortens

The average number of **123.13** days that homes spent on the market before selling decreased by 0.67 days or **0.54%** in April 2019 compared to last year's same month at **123.81** 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 weak this month.

There were 61 New Listings in April 2019, up **19.61%** from last year at 51. Furthermore, there were 60 Closed Listings this month versus last year at 57, a **5.26%** increase.

Closed versus Listed trends yielded a **98.4%** ratio, down from previous year's, April 2018, at **111.8%**, a **11.99%** downswing. 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

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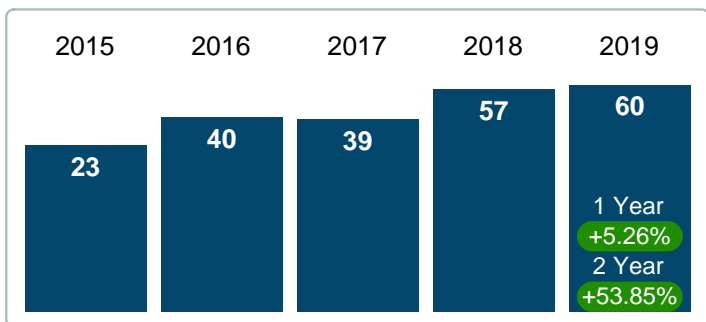
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



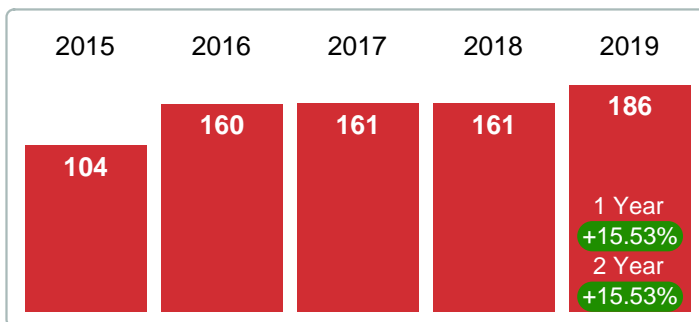
CLOSED LISTINGS

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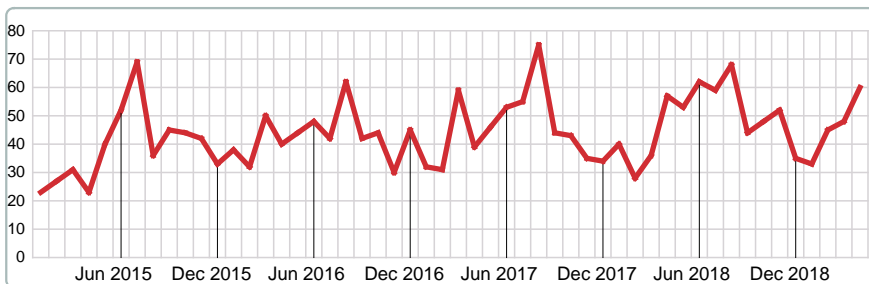
APRIL



YEAR TO DATE (YTD)

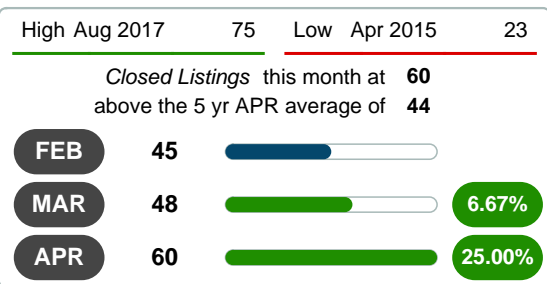


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.33%	86.4	4	1	0	0
\$30,001 - \$60,000	8	13.33%	120.8	2	4	2	0
\$60,001 - \$80,000	6	10.00%	105.8	3	2	1	0
\$80,001 - \$120,000	17	28.33%	129.6	5	9	3	0
\$120,001 - \$160,000	11	18.33%	142.2	1	10	0	0
\$160,001 - \$230,000	7	11.67%	92.9	0	5	2	0
\$230,001 and up	6	10.00%	156.3	0	2	1	3
Total Closed Units	60			15	33	9	3
Total Closed Volume	7,812,311	100%	123.1	980.00K	4.38M	1.32M	1.13M
Average Closed Price	\$130,205			\$65,333	\$132,785	\$146,489	\$377,333

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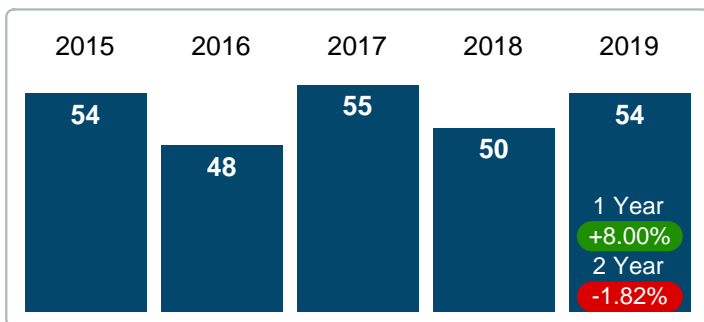
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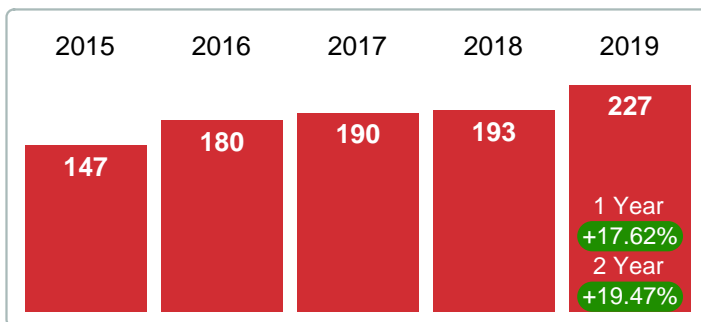
PENDING LISTINGS

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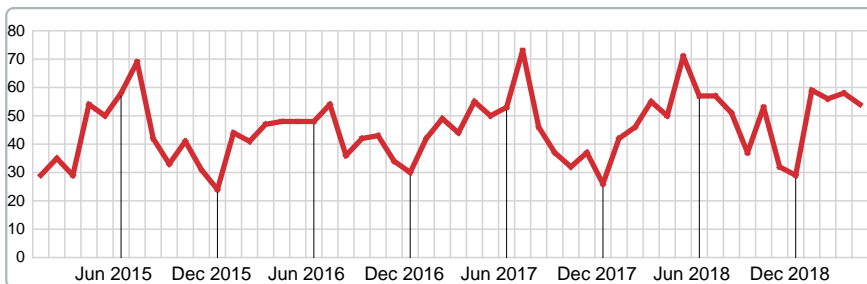
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

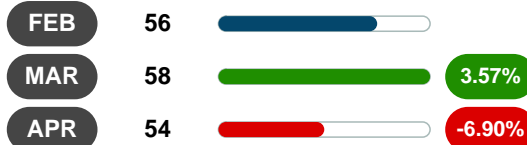


3 MONTHS

5 year APR AVG = 52

High Jul 2017 73 Low Dec 2015 24

Pending Listings this month at 54 above the 5 yr APR average of 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.41%	181.3	3	1	0	0
\$30,001 - \$60,000	9	16.67%	43.3	7	0	2	0
\$60,001 - \$90,000	6	11.11%	29.5	2	3	1	0
\$90,001 - \$140,000	13	24.07%	110.2	2	11	0	0
\$140,001 - \$170,000	7	12.96%	34.3	0	4	3	0
\$170,001 - \$250,000	9	16.67%	70.6	0	6	3	0
\$250,001 and up	6	11.11%	62.8	0	2	4	0
Total Pending Units	54			14	27	13	0
Total Pending Volume	7,184,900	100%	73.6	767.80K	3.87M	2.55M	0.00B
Average Listing Price	\$133,054			\$54,843	\$143,241	\$196,123	\$0

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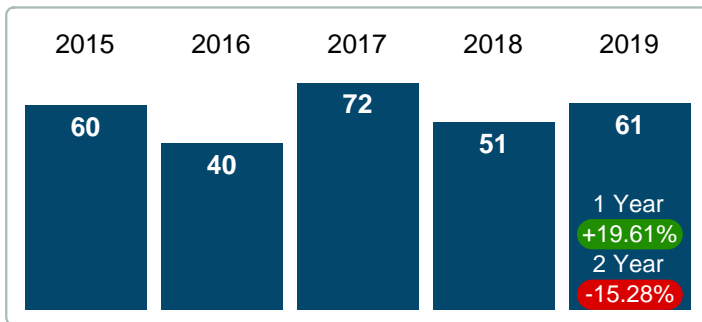
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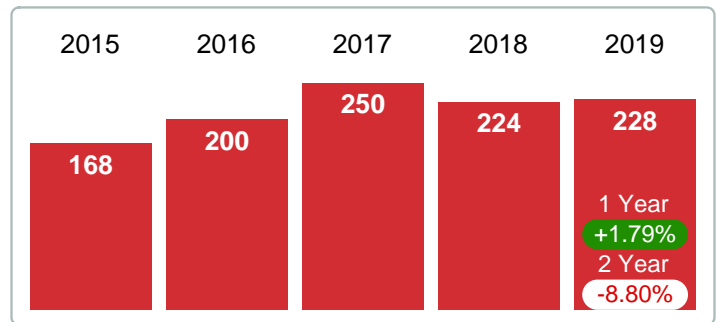
NEW LISTINGS

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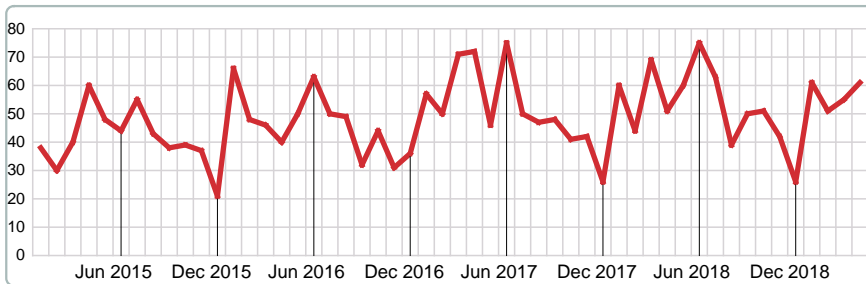
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YEAR TO DATE (YTD)

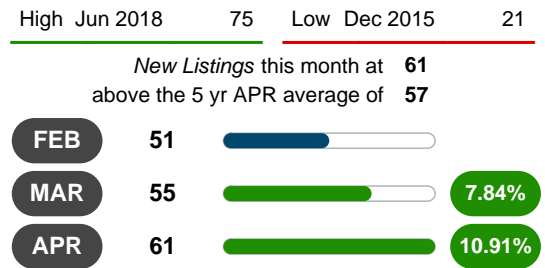


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 57



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	9.84%	6	0	0	0
\$30,001 - \$60,000	6	9.84%	5	0	1	0
\$60,001 - \$70,000	4	6.56%	1	2	1	0
\$70,001 - \$130,000	18	29.51%	7	9	2	0
\$130,001 - \$160,000	13	21.31%	0	11	1	1
\$160,001 - \$210,000	7	11.48%	0	5	2	0
\$210,001 and up	7	11.48%	1	3	3	0
Total New Listed Units	61		20	30	10	1
Total New Listed Volume	7,245,500	100%	1.27M	4.19M	1.65M	137.50K
Average New Listed Listing Price	\$119,433		\$63,500	\$139,600	\$165,000	\$137,500

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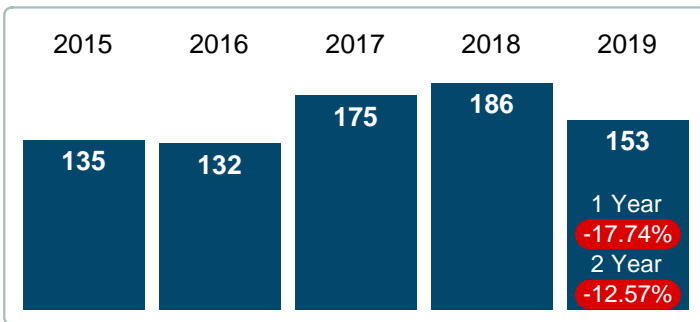
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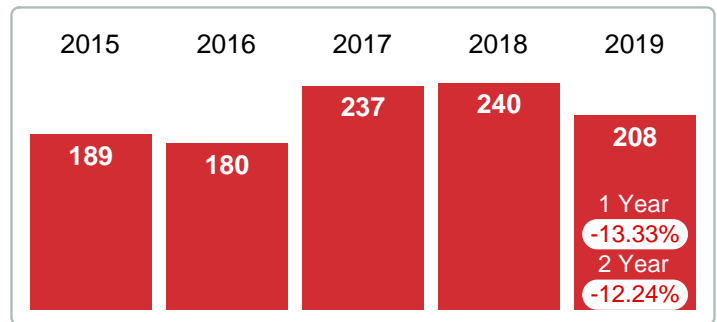
ACTIVE INVENTORY

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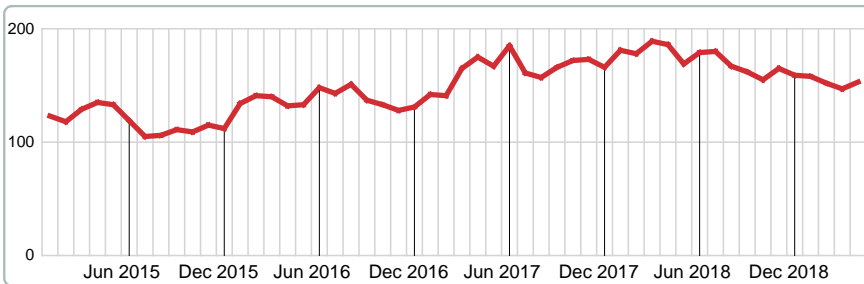
END OF APRIL



ACTIVE DURING APRIL

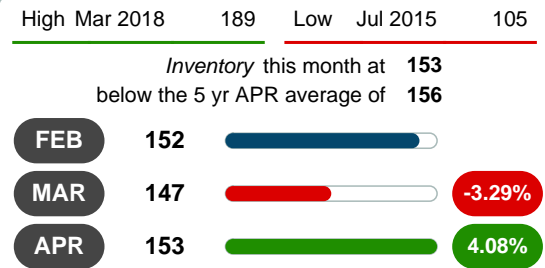


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 156



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	14	9.15%	255.2	9	5	0	0
\$30,001 - \$50,000	20	13.07%	121.1	9	11	0	0
\$50,001 - \$80,000	23	15.03%	86.6	8	13	2	0
\$80,001 - \$130,000	32	20.92%	192.6	12	16	4	0
\$130,001 - \$170,000	29	18.95%	117.3	2	20	6	1
\$170,001 - \$240,000	20	13.07%	123.0	4	16	0	0
\$240,001 and up	15	9.80%	161.3	0	4	11	0
Total Active Inventory by Units	153			44	85	23	1
Total Active Inventory by Volume	19,393,297	100%	146.6	3.36M	10.58M	5.31M	137.50K
Average Active Inventory Listing Price	\$126,754			\$76,423	\$124,474	\$230,996	\$137,500

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Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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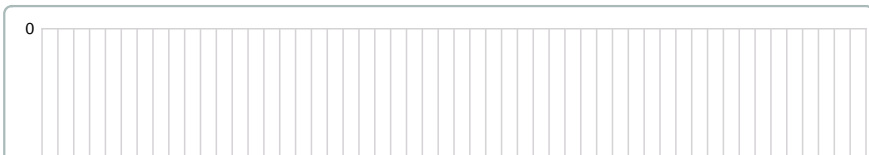
MSI FOR APRIL

2015	2016	2017	2018	2019

INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
153	0	0	inf	0.000%
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 inf equal to 5 yr APR average of inf			
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
\$30,000 and less	14		9.15%	4.42	4.15	5.45	0.00	0.00	
\$30,001 - \$50,000	20		13.07%	4.90	4.50	6.00	0.00	0.00	
\$50,001 - \$80,000	23		15.03%	2.65	3.20	2.48	2.40	0.00	
\$80,001 - \$130,000	32		20.92%	2.48	5.14	1.75	3.20	0.00	
\$130,001 - \$170,000	29		18.95%	3.22	4.80	2.55	9.00	12.00	
\$170,001 - \$240,000	20		13.07%	2.33	16.00	2.78	0.00	0.00	
\$240,001 and up	15		9.80%	3.60	0.00	2.53	5.08	0.00	
Market Supply of Inventory (MSI)		3.02			4.55	2.63	2.97	1.20	
Total Active Inventory by Units		153	100%	3.02	44	85	23	1	

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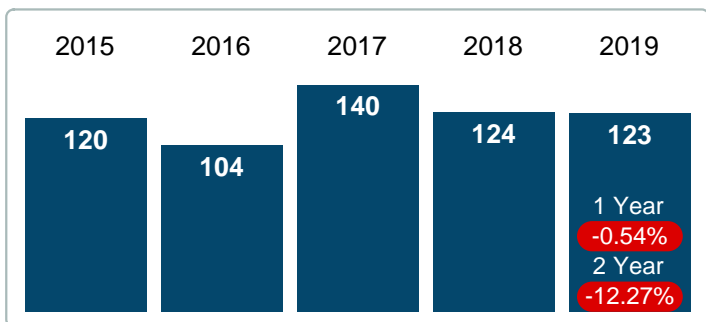
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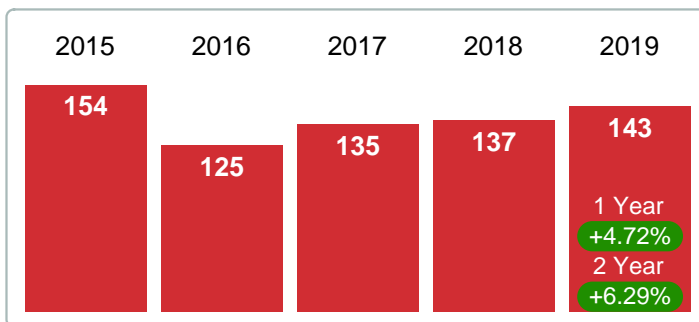
AVERAGE DAYS ON MARKET TO SALE

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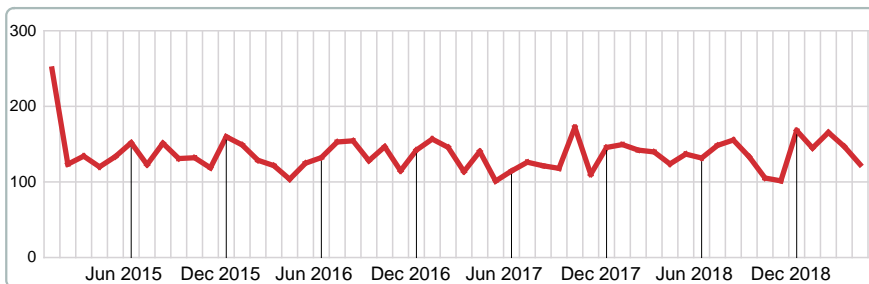
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

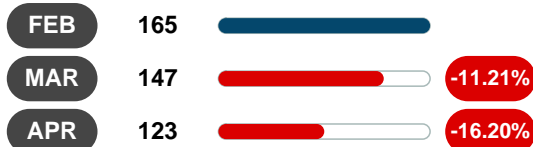


3 MONTHS

5 year APR AVG = 122

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 123 above the 5 yr APR average of 122



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
\$30,000 and less	8.33%	86	100	32	0	0
\$30,001 - \$60,000	13.33%	121	159	123	78	0
\$60,001 - \$80,000	10.00%	106	97	99	146	0
\$80,001 - \$120,000	28.33%	130	103	135	157	0
\$120,001 - \$160,000	18.33%	142	71	149	0	0
\$160,001 - \$230,000	11.67%	93	0	104	65	0
\$230,001 and up	10.00%	156	0	121	188	169
Average Closed DOM		123	106	127	121	169
Total Closed Units	100%	123	15	33	9	3
Total Closed Volume		7,812,311	980.00K	4.38M	1.32M	1.13M

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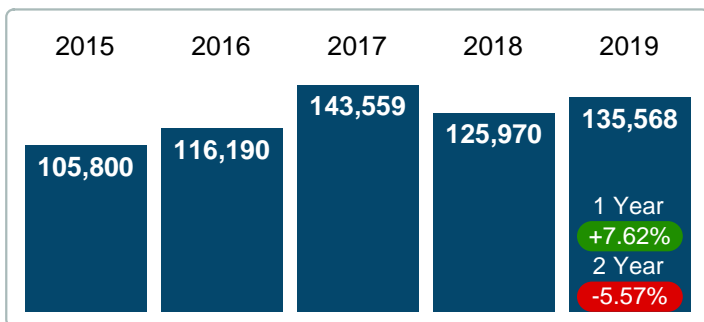
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



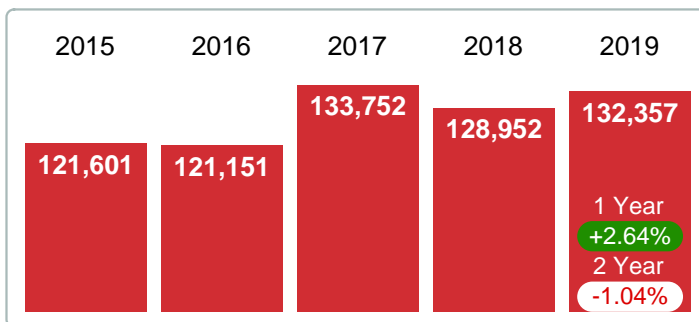
AVERAGE LIST PRICE AT CLOSING

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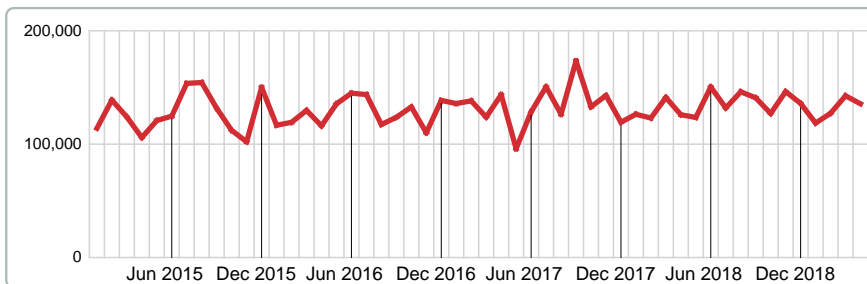
APRIL



YEAR TO DATE (YTD)

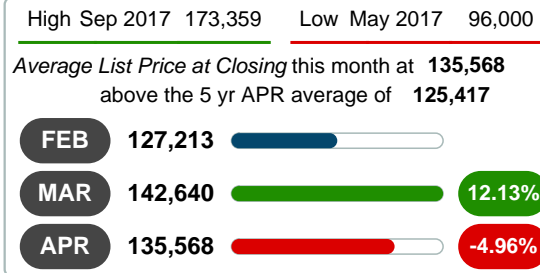


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 125,417



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
\$30,000 and less	5	8.33%	15,780	19,975	9,000	0	0
\$30,001 - \$60,000	8	13.33%	47,844	49,977	45,750	44,900	0
\$60,001 - \$80,000	4	6.67%	70,550	76,133	71,400	85,000	0
\$80,001 - \$120,000	18	30.00%	100,839	95,800	109,700	103,267	0
\$120,001 - \$160,000	10	16.67%	141,220	149,900	146,230	0	0
\$160,001 - \$230,000	8	13.33%	177,950	0	192,940	189,450	0
\$230,001 and up	7	11.67%	391,332	0	422,000	499,000	380,442
Average List Price			135,568	69,144	139,185	151,389	380,442
Total Closed Units		100%	135,568	15	33	9	3
Total Closed Volume			8,134,078	1.04M	4.59M	1.36M	1.14M

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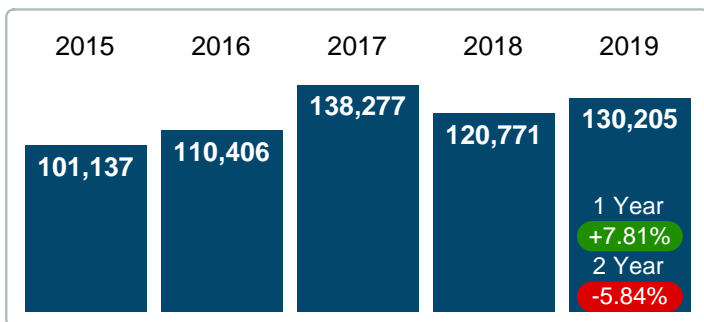
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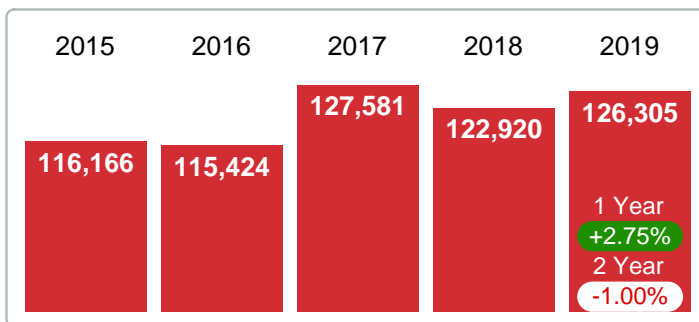
AVERAGE SOLD PRICE AT CLOSING

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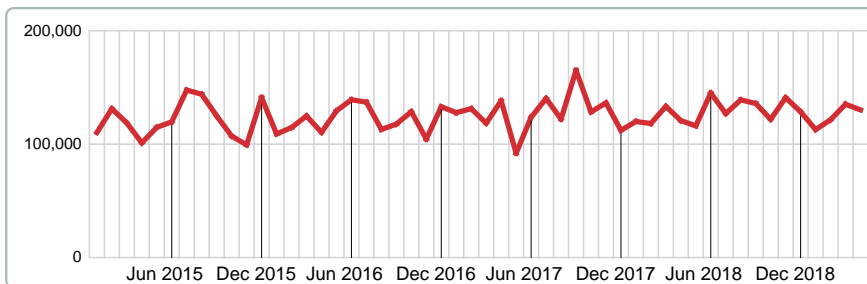
APRIL



YEAR TO DATE (YTD)

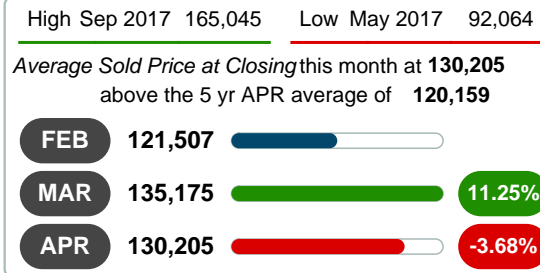


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 120,159



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
\$30,000 and less	8.33%	14,000	15,750	7,000	0	0
\$30,001 - \$60,000	13.33%	45,038	46,000	43,825	46,500	0
\$60,001 - \$80,000	10.00%	70,800	73,333	69,900	65,000	0
\$80,001 - \$120,000	28.33%	99,729	91,800	103,444	101,800	0
\$120,001 - \$160,000	18.33%	142,546	146,000	142,201	0	0
\$160,001 - \$230,000	11.67%	184,543	0	184,360	185,000	0
\$230,001 and up	10.00%	400,333	0	392,500	485,000	377,333
Average Sold Price		130,205	65,333	132,785	146,489	377,333
Total Closed Units	100%	130,205	15	33	9	3
Total Closed Volume		7,812,311	980.00K	4.38M	1.32M	1.13M

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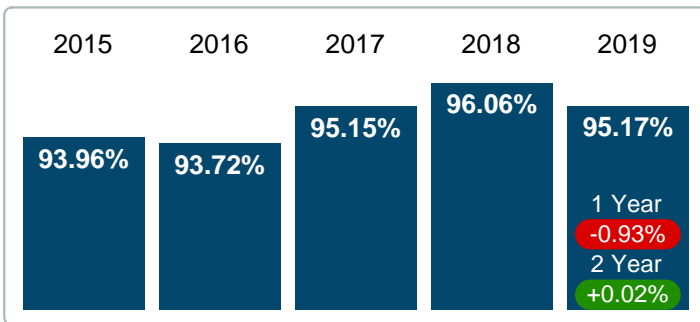
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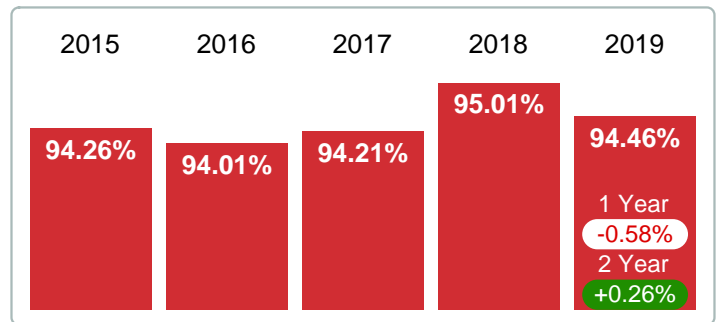
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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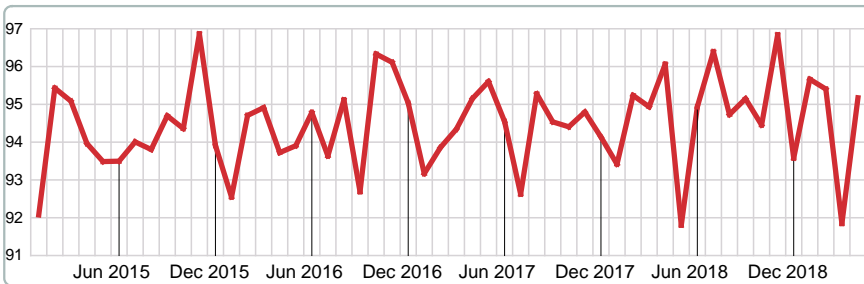
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

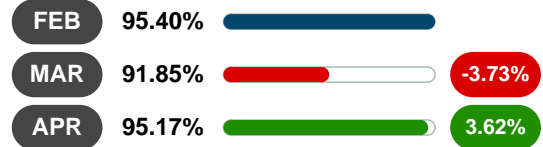


3 MONTHS

5 year APR AVG = 94.81%

High Nov 2015 96.87% Low May 2018 91.80%

Average Sold/List Ratio this month at **95.17%** equal to 5 yr APR average of **94.81%**



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
\$30,000 and less	5	8.33%	80.99%	81.80%	77.78%	0.00%	0.00%
\$30,001 - \$60,000	8	13.33%	98.03%	92.54%	96.73%	106.10%	0.00%
\$60,001 - \$80,000	6	10.00%	93.85%	96.91%	97.94%	76.47%	0.00%
\$80,001 - \$120,000	17	28.33%	95.89%	96.31%	94.71%	98.70%	0.00%
\$120,001 - \$160,000	11	18.33%	97.46%	97.40%	97.47%	0.00%	0.00%
\$160,001 - \$230,000	7	11.67%	96.59%	0.00%	96.05%	97.94%	0.00%
\$230,001 and up	6	10.00%	96.65%	0.00%	93.24%	97.19%	98.75%
Average Sold/List Ratio		95.20%		92.13%	95.59%	97.54%	98.75%
Total Closed Units		60	100%	15	33	9	3
Total Closed Volume		7,812,311		980.00K	4.38M	1.32M	1.13M

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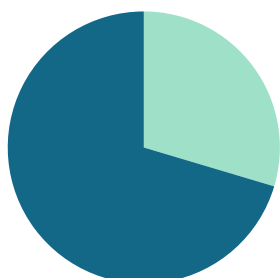
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

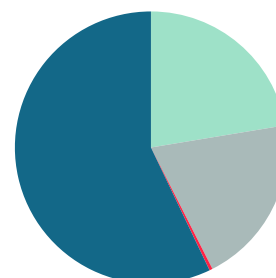


Inventory
 New Listings
61 = 29.61%
 Start Inventory
145
 Total Inventory Units
206
 Volume
\$26,433,097

Market Activity

Closed Sales
60 = 22.39%
 Pending Sales
54 = 20.15%
 Other Off Market
1 = 0.37%
 Active Inventory
153 = 57.09%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	57	60	5.26%	161	186	15.53%
Pending Sales	50	54	8.00%	193	227	17.62%
New Listings	51	61	19.61%	224	228	1.79%
Average List Price	125,970	135,568	7.62%	128,952	132,357	2.64%
Average Sale Price	120,771	130,205	7.81%	122,920	126,305	2.75%
Average Percent of Selling Price to List Price	96.06%	95.17%	-0.93%	95.01%	94.46%	-0.58%
Average Days on Market to Sale	123.81	123.13	-0.54%	136.91	143.38	4.72%
Monthly Inventory	186	153	-17.74%	186	153	-17.74%
Months Supply of Inventory	4.09	3.02	-26.01%	4.09	3.02	-26.01%

Absorption: Last 12 months, an Average of **51** Sales/Month

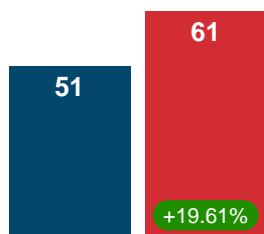
Inventory on April 30, 2019 = **153**

2018 **2019**

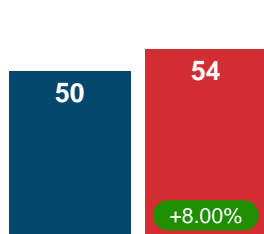
APRIL MARKET

AVERAGE PRICES

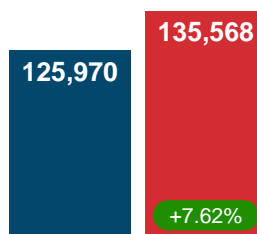
New Listings



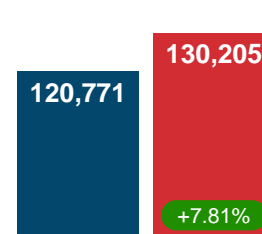
Pending Listings



List Price



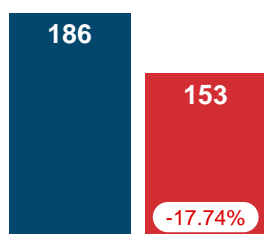
Sale Price



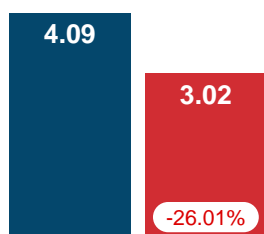
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

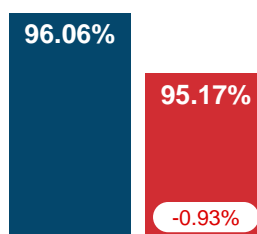
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

