

# April 2019



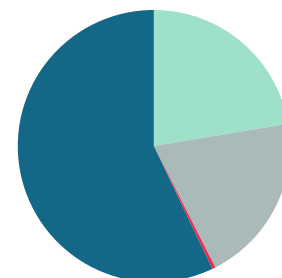
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	118,500	109,950	-7.22%
Median Sale Price	110,000	104,700	-4.82%
Median Percent of Selling Price to List Price	98.00%	97.19%	-0.82%
Median Days on Market to Sale	78.00	93.00	19.23%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.82%** in April 2019 to \$104,700 versus the previous year at \$110,000.

#### Median Days on Market Lengthens

The median number of **93.00** days that homes spent on the market before selling increased by 15.00 days or **19.23%** in April 2019 compared to last year's same month at **78.00** DOM.

#### Sales Success for April 2019 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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 Monthly 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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.

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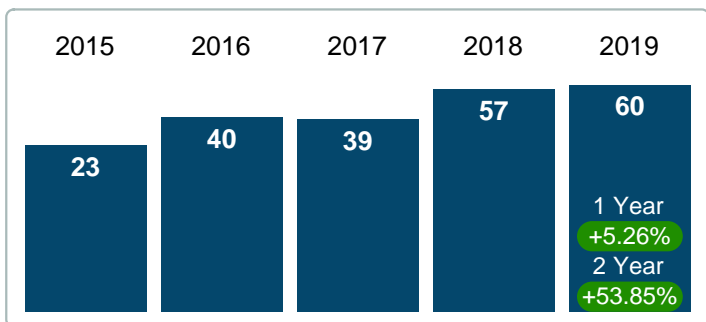
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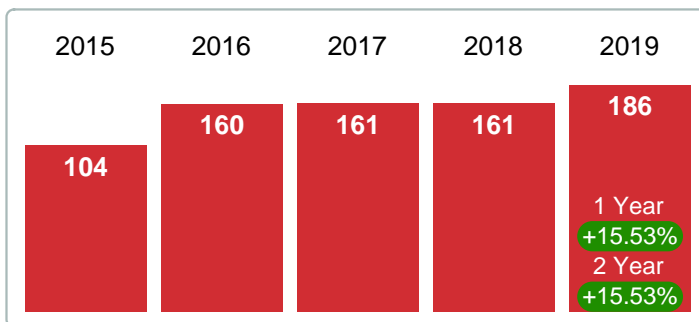
## CLOSED LISTINGS

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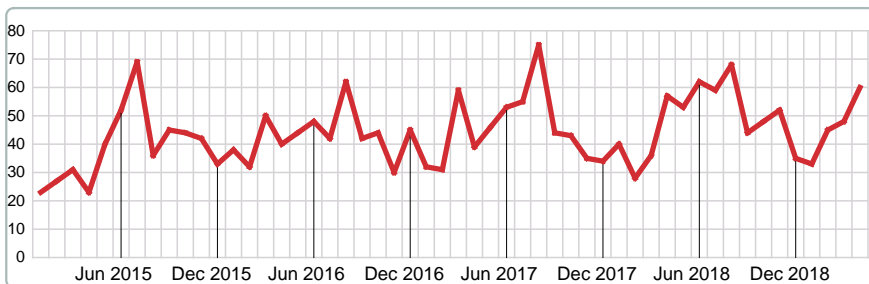
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 44

High Aug 2017 75 Low Apr 2015 23

Closed Listings this month at **60**  
above the 5 yr APR average of **44**

- FEB 45
- MAR 48 6.67%
- APR 60 25.00%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.33%	39.0	4	1	0	0
\$30,001 - \$60,000	8	13.33%	106.0	2	4	2	0
\$60,001 - \$80,000	6	10.00%	101.5	3	2	1	0
\$80,001 - \$120,000	17	28.33%	108.0	5	9	3	0
\$120,001 - \$160,000	11	18.33%	119.0	1	10	0	0
\$160,001 - \$230,000	7	11.67%	60.0	0	5	2	0
\$230,001 and up	6	10.00%	121.0	0	2	1	3
<b>Total Closed Units</b>	<b>60</b>			<b>15</b>	<b>33</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>7,812,311</b>	<b>100%</b>	<b>93.0</b>	<b>980.00K</b>	<b>4.38M</b>	<b>1.32M</b>	<b>1.13M</b>
<b>Median Closed Price</b>	<b>\$104,700</b>			<b>\$73,500</b>	<b>\$125,000</b>	<b>\$103,700</b>	<b>\$305,000</b>

# April 2019



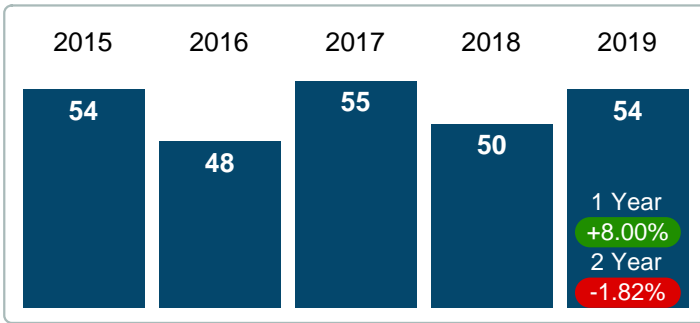
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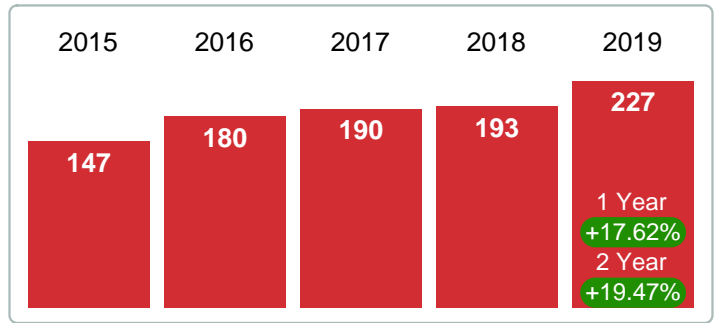
## PENDING LISTINGS

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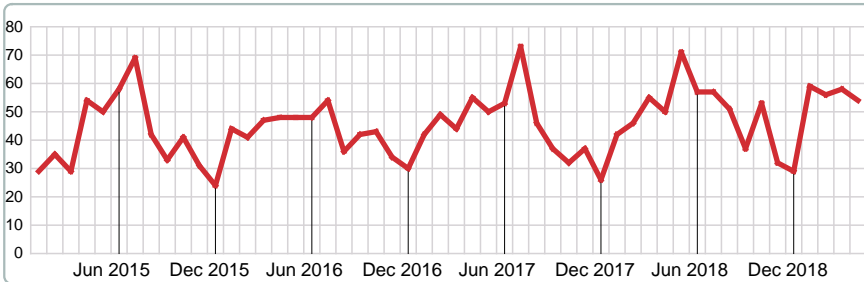
### APRIL



### YEAR TO DATE (YTD)

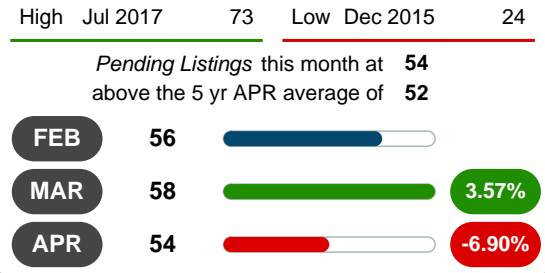


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 52



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.41%	132.5	3	1	0	0
\$30,001 - \$60,000	9	16.67%	17.0	7	0	2	0
\$60,001 - \$90,000	6	11.11%	13.0	2	3	1	0
\$90,001 - \$140,000	13	24.07%	53.0	2	11	0	0
\$140,001 - \$170,000	7	12.96%	25.0	0	4	3	0
\$170,001 - \$250,000	9	16.67%	20.0	0	6	3	0
\$250,001 and up	6	11.11%	20.5	0	2	4	0
<b>Total Pending Units</b>	<b>54</b>			<b>14</b>	<b>27</b>	<b>13</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,184,900</b>	<b>100%</b>	<b>27.0</b>	<b>767.80K</b>	<b>3.87M</b>	<b>2.55M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$117,250</b>			<b>\$53,850</b>	<b>\$129,900</b>	<b>\$176,500</b>	<b>\$0</b>

# April 2019



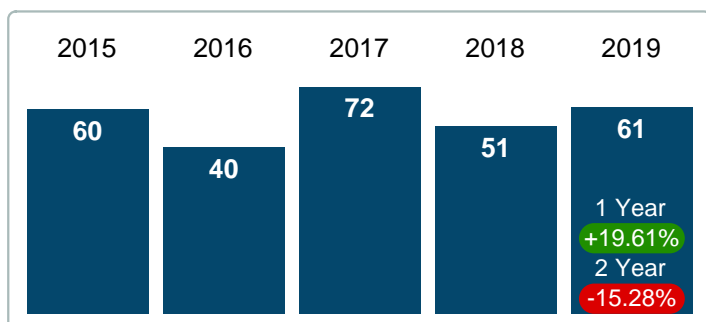
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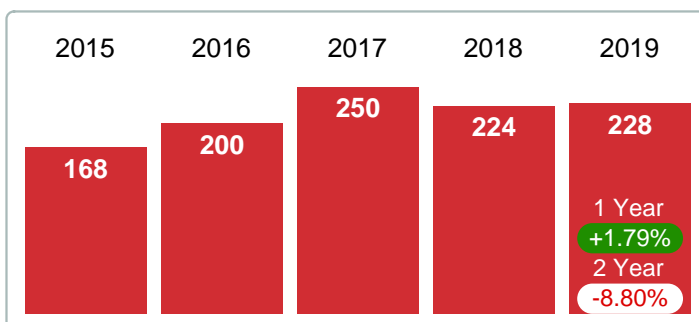
## NEW LISTINGS

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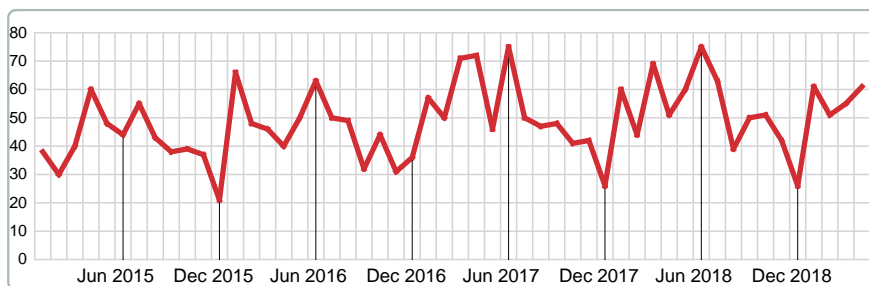
### APRIL



### YEAR TO DATE (YTD)

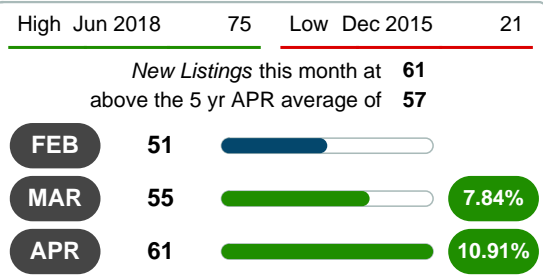


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 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
<b>Total New Listed Units</b>	<b>61</b>		<b>20</b>	<b>30</b>	<b>10</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>7,245,500</b>	<b>100%</b>	<b>1.27M</b>	<b>4.19M</b>	<b>1.65M</b>	<b>137.50K</b>
<b>Median New Listed Listing Price</b>	<b>\$115,000</b>		<b>\$59,500</b>	<b>\$139,950</b>	<b>\$164,900</b>	<b>\$137,500</b>

# April 2019



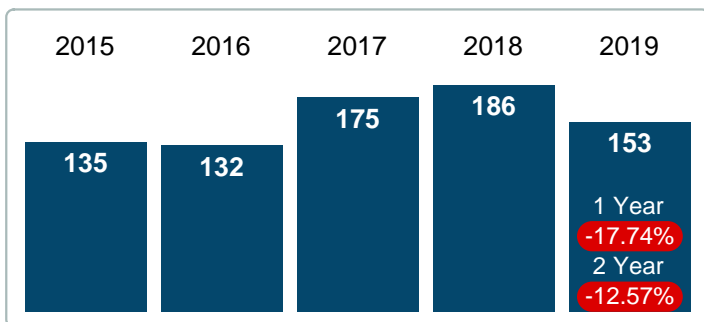
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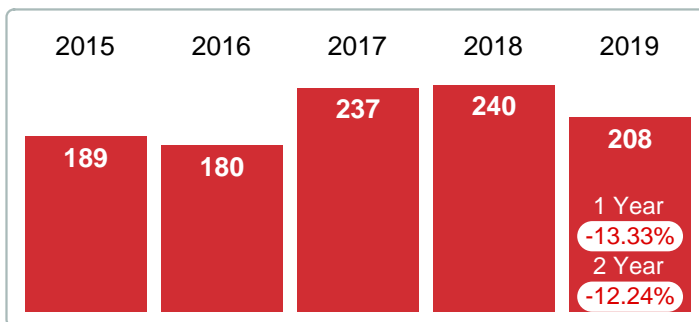
## ACTIVE INVENTORY

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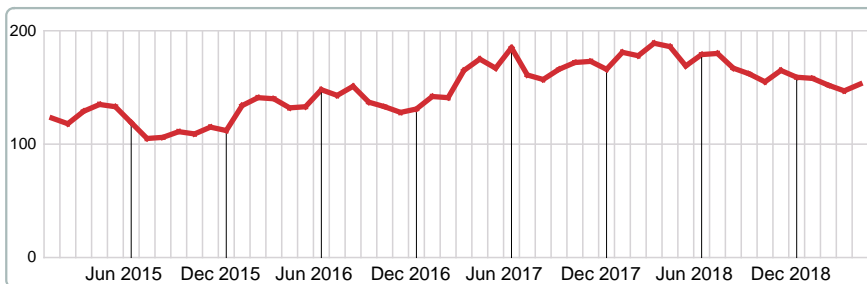
### END OF APRIL



### ACTIVE DURING APRIL

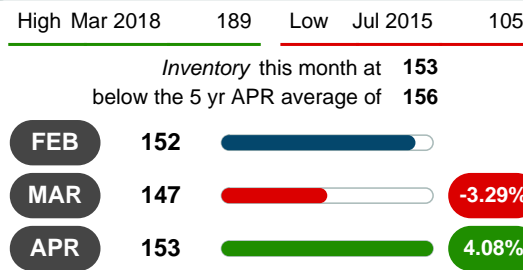


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 156



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	14	9.15%	51.0	9	5	0	0
\$30,001 - \$50,000	20	13.07%	105.5	9	11	0	0
\$50,001 - \$80,000	23	15.03%	30.0	8	13	2	0
\$80,001 - \$130,000	32	20.92%	90.0	12	16	4	0
\$130,001 - \$170,000	29	18.95%	40.0	2	20	6	1
\$170,001 - \$240,000	20	13.07%	61.5	4	16	0	0
\$240,001 and up	15	9.80%	75.0	0	4	11	0
<b>Total Active Inventory by Units</b>	<b>153</b>			<b>44</b>	<b>85</b>	<b>23</b>	<b>1</b>
<b>Total Active Inventory by Volume</b>	<b>19,393,297</b>	<b>100%</b>	<b>67.0</b>	<b>3.36M</b>	<b>10.58M</b>	<b>5.31M</b>	<b>137.50K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$106,900</b>			<b>\$66,200</b>	<b>\$125,500</b>	<b>\$169,900</b>	<b>\$137,500</b>

# April 2019



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



## MONTHS SUPPLY of INVENTORY (MSI)

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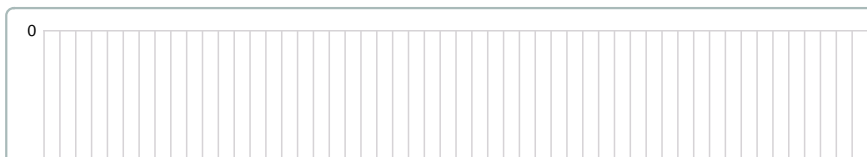
### MSI FOR APRIL

2015	2016	2017	2018	2019

### INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>153</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 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	

# April 2019



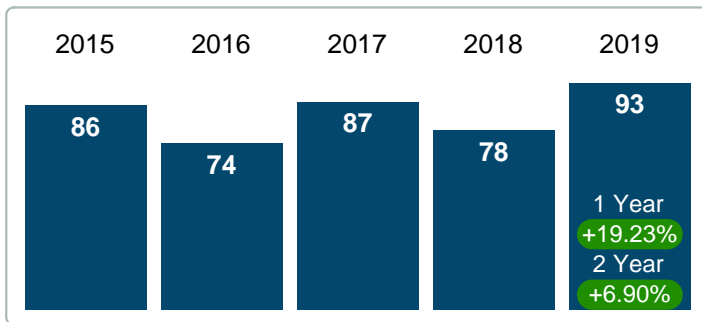
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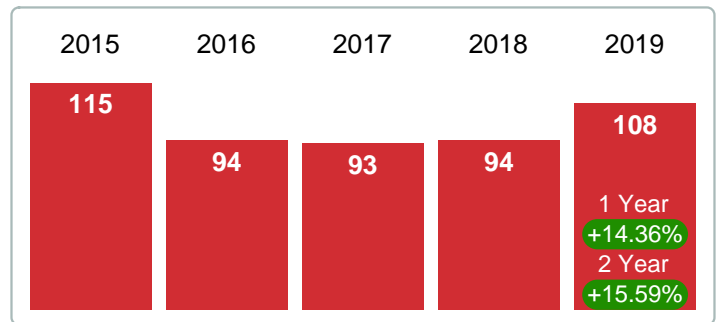
## MEDIAN DAYS ON MARKET TO SALE

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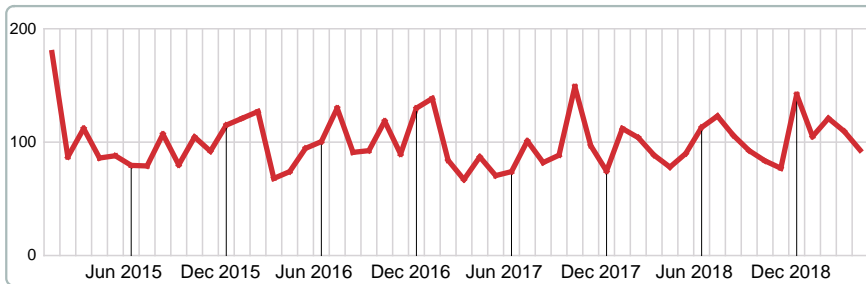
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

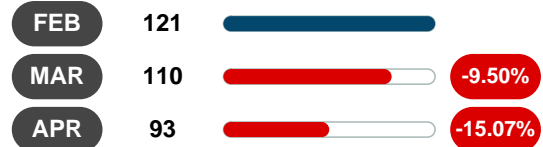


### 3 MONTHS

5 year APR AVG = 84

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 93 above the 5 yr APR average of 84



### 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
\$30,000 and less	5	8.33%	39	43	32	0	0
\$30,001 - \$60,000	8	13.33%	106	159	103	78	0
\$60,001 - \$80,000	6	10.00%	102	84	99	146	0
\$80,001 - \$120,000	17	28.33%	108	82	76	161	0
\$120,001 - \$160,000	11	18.33%	119	71	140	0	0
\$160,001 - \$230,000	7	11.67%	60	0	60	65	0
\$230,001 and up	6	10.00%	121	0	121	188	84
Median Closed DOM			93	82	119	108	84
Total Closed Units		100%	60	15	33	9	3
Total Closed Volume			7,812,311	980.00K	4.38M	1.32M	1.13M

# April 2019



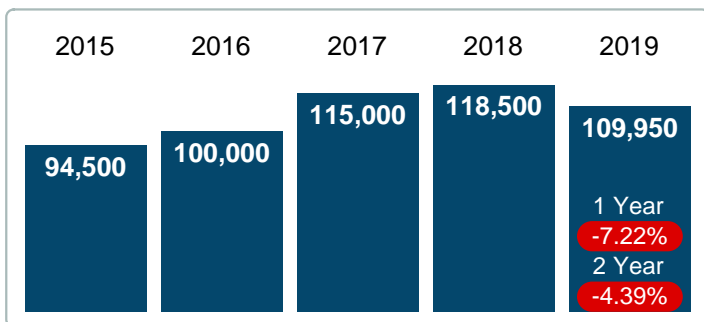
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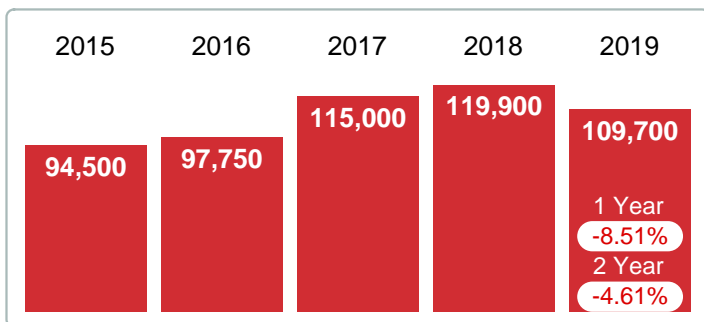
## MEDIAN LIST PRICE AT CLOSING

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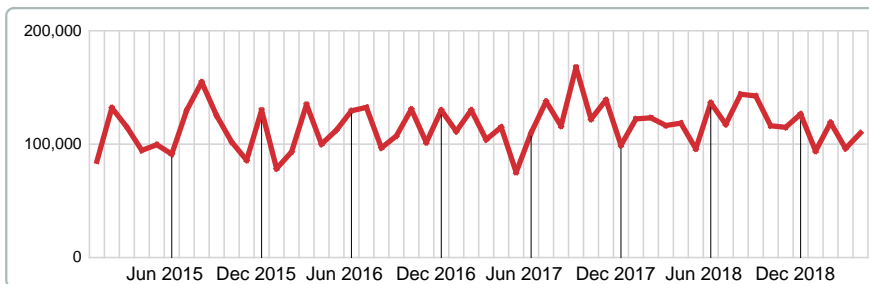
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

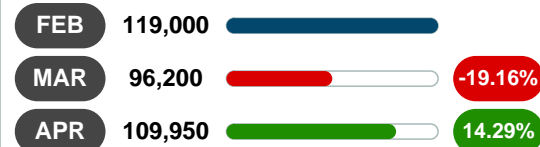


### 3 MONTHS

5 year APR AVG = 107,590

High Sep 2017 167,750 Low May 2017 75,200

Median List Price at Closing this month at **109,950**  
above the 5 yr APR average of **107,590**



### 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
\$30,000 and less	8.33%	12,500	12,500	9,000	29,900	0
\$30,001 - \$60,000	13.33%	47,000	40,000	46,000	59,900	0
\$60,001 - \$80,000	6.67%	69,900	69,700	71,400	0	0
\$80,001 - \$120,000	30.00%	102,250	92,450	110,950	99,950	0
\$120,001 - \$160,000	16.67%	141,250	149,900	140,000	0	0
\$160,001 - \$230,000	13.33%	176,950	0	176,950	189,450	0
\$230,001 and up	11.67%	349,000	0	349,000	499,000	306,425
<b>Median List Price</b>		<b>109,950</b>	<b>69,900</b>	<b>125,000</b>	<b>105,000</b>	<b>306,425</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>109,950</b>	<b>15</b>	<b>33</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>8,134,078</b>	<b>1.04M</b>	<b>4.59M</b>	<b>1.36M</b>	<b>1.14M</b>



# April 2019



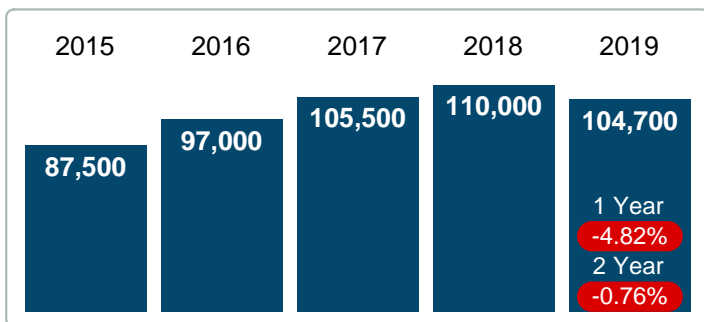
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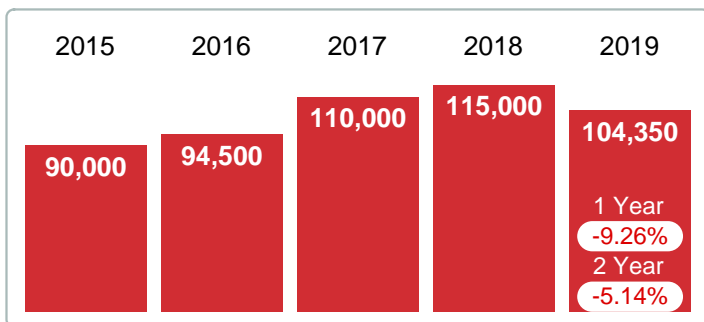
## MEDIAN SOLD PRICE AT CLOSING

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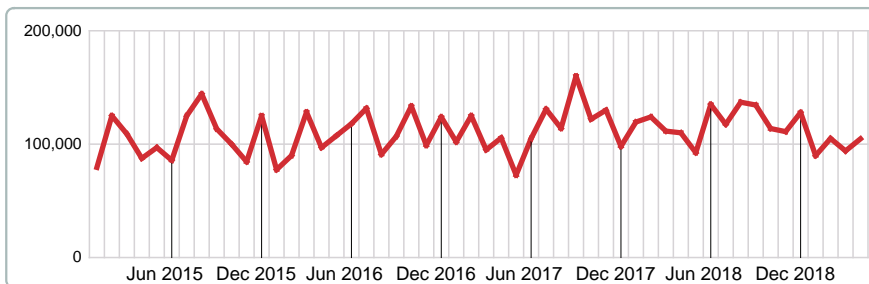
### APRIL



### YEAR TO DATE (YTD)

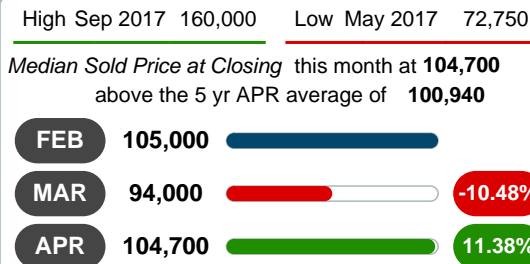


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 100,940



### 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
\$30,000 and less	5	8.33%	10,000	12,000	7,000	0	0
\$30,001 - \$60,000	8	13.33%	45,000	46,000	44,000	46,500	0
\$60,001 - \$80,000	6	10.00%	69,900	73,500	69,900	65,000	0
\$80,001 - \$120,000	17	28.33%	99,000	92,000	110,000	103,700	0
\$120,001 - \$160,000	11	18.33%	140,500	146,000	139,750	0	0
\$160,001 - \$230,000	7	11.67%	172,000	0	172,000	185,000	0
\$230,001 and up	6	10.00%	392,500	0	392,500	485,000	305,000
Median Sold Price			104,700	73,500	125,000	103,700	305,000
Total Closed Units		100%	104,700	15	33	9	3
Total Closed Volume			7,812,311	980.00K	4.38M	1.32M	1.13M

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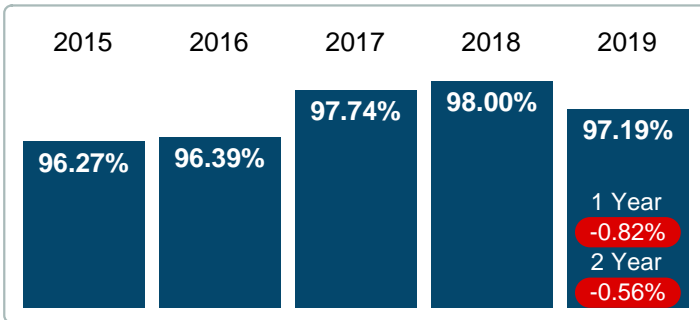
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



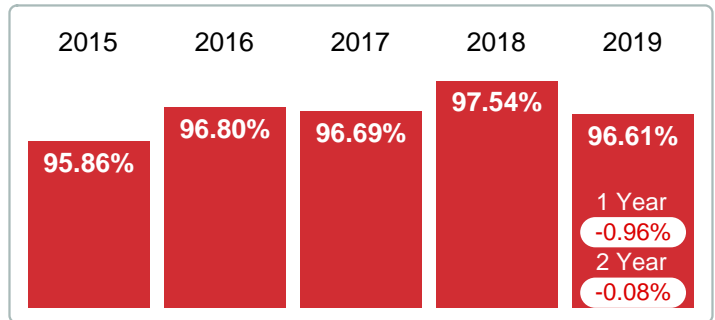
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

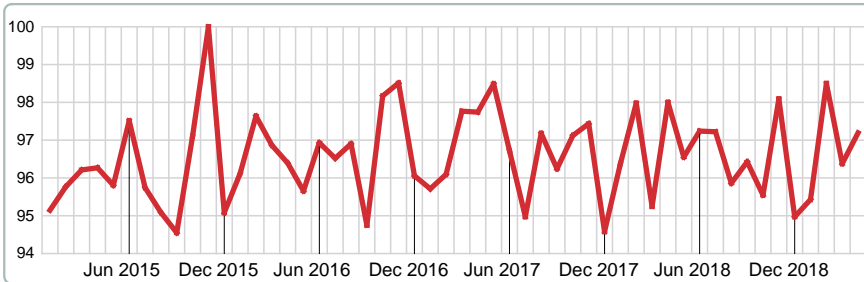
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

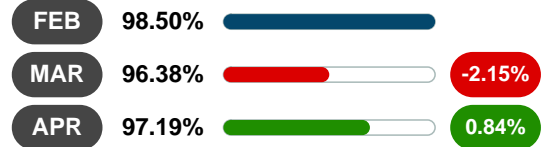


### 3 MONTHS

5 year APR AVG = 97.12%

High Nov 2015 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **97.19%**  
equal to 5 yr APR average of **97.12%**



### 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
\$30,000 and less	5	8.33%	77.78%	77.59%	77.78%	0.00%	0.00%
\$30,001 - \$60,000	8	13.33%	96.75%	92.54%	97.37%	106.10%	0.00%
\$60,001 - \$80,000	6	10.00%	95.78%	95.68%	97.94%	76.47%	0.00%
\$80,001 - \$120,000	17	28.33%	98.76%	100.00%	97.17%	98.76%	0.00%
\$120,001 - \$160,000	11	18.33%	97.45%	97.40%	97.89%	0.00%	0.00%
\$160,001 - \$230,000	7	11.67%	95.61%	0.00%	95.61%	97.94%	0.00%
\$230,001 and up	6	10.00%	96.95%	0.00%	93.24%	97.19%	99.53%
Median Sold/List Ratio		97.19%		95.68%	97.17%	98.50%	99.53%
Total Closed Units		60	100%	15	33	9	3
Total Closed Volume		7,812,311		980.00K	4.38M	1.32M	1.13M

# April 2019



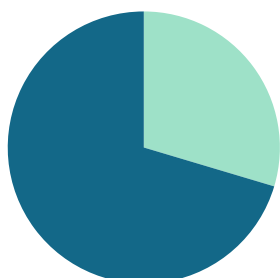
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

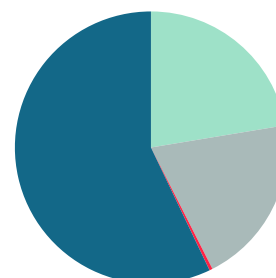


**Inventory**  
 New Listings  
**61 = 29.61%**  
 Start Inventory  
**145**  
 Total Inventory Units  
**206**  
 Volume  
**\$26,433,097**

### 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%
Median List Price	118,500	109,950	-7.22%	119,900	109,700	-8.51%
Median Sale Price	110,000	104,700	-4.82%	115,000	104,350	-9.26%
Median Percent of Selling Price to List Price	98.00%	97.19%	-0.82%	97.54%	96.61%	-0.96%
Median Days on Market to Sale	78.00	93.00	19.23%	94.00	107.50	14.36%
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

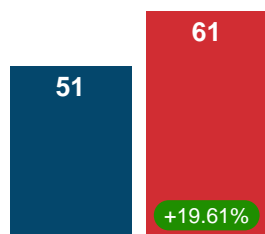
**Inventory** on April 30, 2019 = **153**

**2018** **2019**

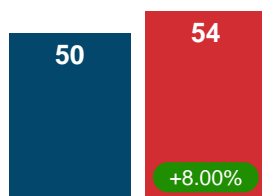
### APRIL MARKET

### MEDIAN PRICES

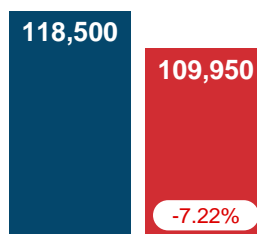
#### New Listings



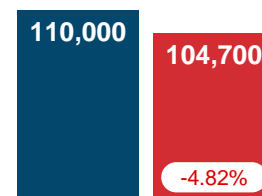
#### Pending Listings



#### List Price



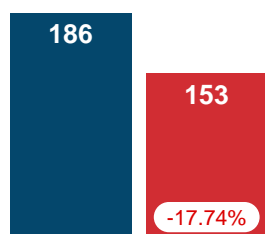
#### Sale Price



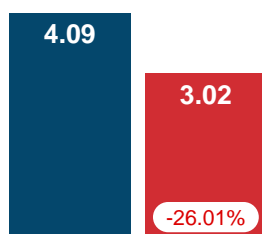
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

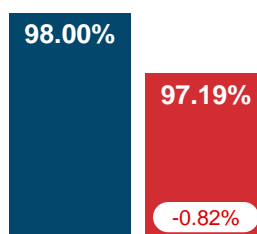
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

