

April 2019



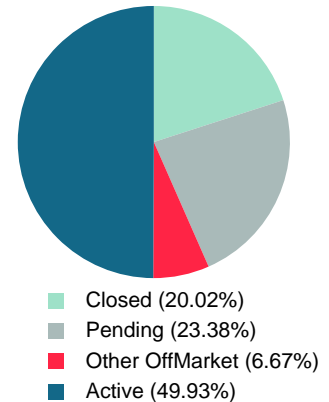
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	April 2019	+/-%
Closed Listings	963	1,006	4.47%
Pending Listings	1,020	1,175	15.20%
New Listings	1,501	1,445	-3.73%
Average List Price	210,318	206,734	-1.70%
Average Sale Price	205,480	202,173	-1.61%
Average Percent of Selling Price to List Price	97.83%	98.11%	0.28%
Average Days on Market to Sale	43.98	38.17	-13.22%
End of Month Inventory	3,001	2,509	-16.39%
Months Supply of Inventory	3.60	3.02	-16.07%



Absorption: Last 12 months, an Average of **831** Sales/Month
Active Inventory as of April 30, 2019 = **2,509**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **16.39%** to 2,509 existing homes available for sale. Over the last 12 months this area has had an average of 831 closed sales per month. This represents an unsold inventory index of **3.02** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.61%** in April 2019 to \$202,173 versus the previous year at \$205,480.

Average Days on Market Shortens

The average number of **38.17** days that homes spent on the market before selling decreased by 5.81 days or **13.22%** in April 2019 compared to last year's same month at **43.98** DOM.

Sales Success for April 2019 is Positive

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

There were 1,445 New Listings in April 2019, down **3.73%** from last year at 1,501. Furthermore, there were 1,006 Closed Listings this month versus last year at 963, a **4.47%** increase.

Closed versus Listed trends yielded a **69.6%** ratio, up from previous year's, April 2018, at **64.2%**, a **8.51%** 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.

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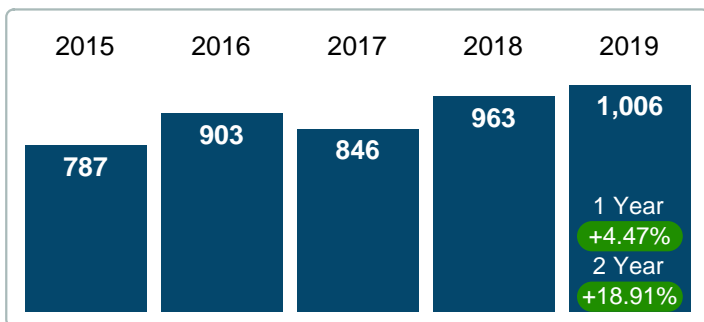
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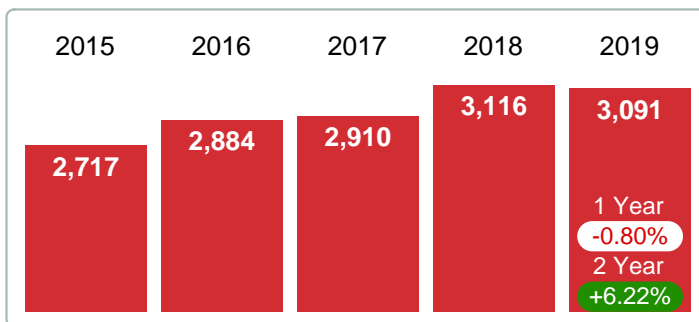
CLOSED LISTINGS

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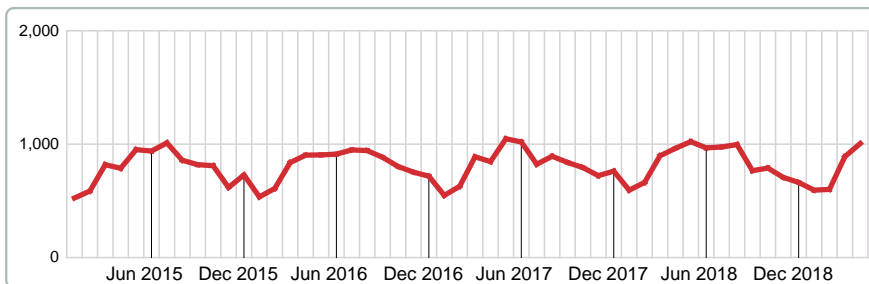
APRIL



YEAR TO DATE (YTD)

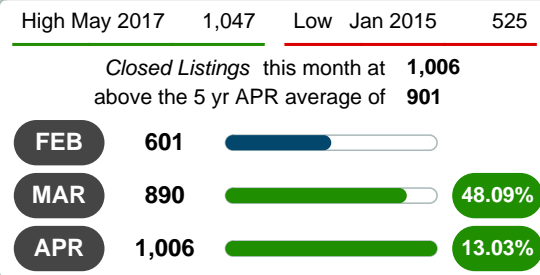


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 901



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	105	10.44%	30.9	54	46	4	1
\$75,001 - \$100,000	69	6.86%	31.5	17	44	7	1
\$100,001 - \$150,000	210	20.87%	34.6	23	158	26	3
\$150,001 - \$200,000	235	23.36%	35.0	12	156	64	3
\$200,001 - \$250,000	151	15.01%	45.2	4	73	67	7
\$250,001 - \$350,000	132	13.12%	45.9	1	28	90	13
\$350,001 and up	104	10.34%	44.3	2	20	59	23
Total Closed Units	1,006			113	525	317	51
Total Closed Volume	203,386,525	100%	38.2	10.78M	86.64M	86.46M	19.51M
Average Closed Price	\$202,173			\$95,418	\$165,026	\$272,742	\$382,483

April 2019



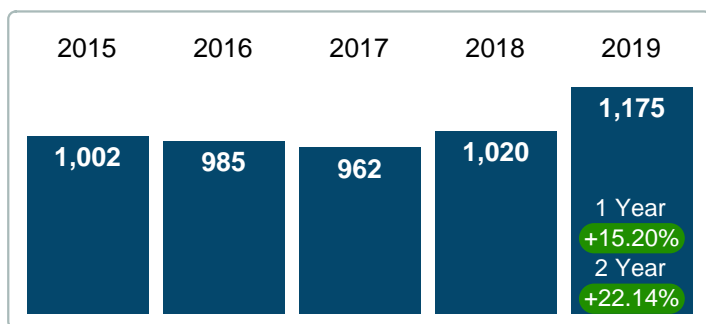
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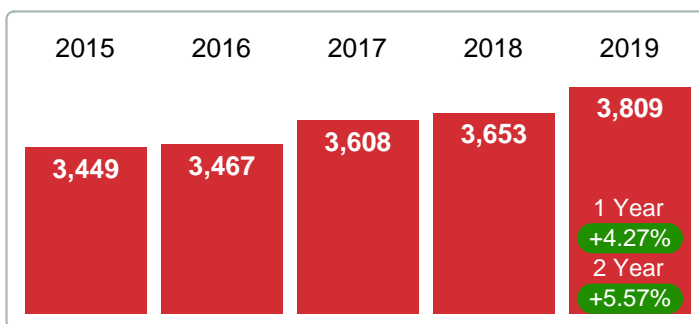
PENDING LISTINGS

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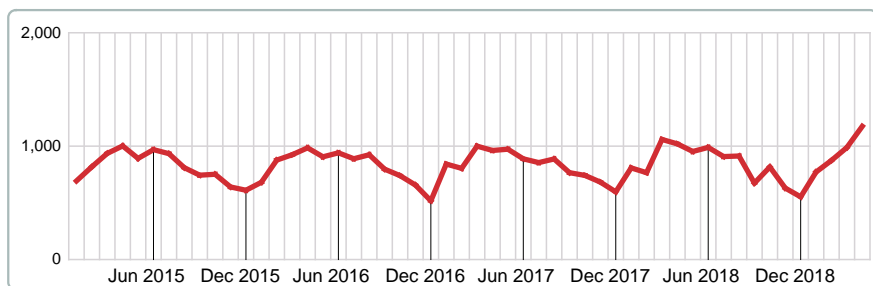
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

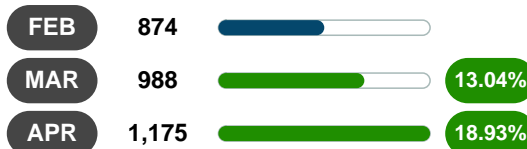


3 MONTHS

5 year APR AVG = 1,029

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at 1,175 above the 5 yr APR average of 1,029



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	98	8.34%	35.4	48	45	5	0
\$75,001 - \$100,000	64	5.45%	35.2	17	41	6	0
\$100,001 - \$150,000	251	21.36%	26.3	34	192	22	3
\$150,001 - \$200,000	279	23.74%	33.3	17	189	68	5
\$200,001 - \$250,000	186	15.83%	32.7	6	86	83	11
\$250,001 - \$350,000	164	13.96%	43.6	7	45	93	19
\$350,001 and up	133	11.32%	51.3	2	38	68	25
Total Pending Units	1,175			131	636	345	63
Total Pending Volume	252,095,579	100%	35.3	17.04M	113.78M	96.56M	24.71M
Average Listing Price	\$215,562			\$130,042	\$178,907	\$279,893	\$392,258

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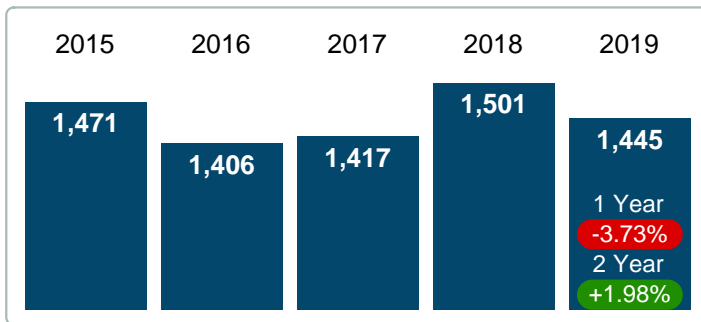
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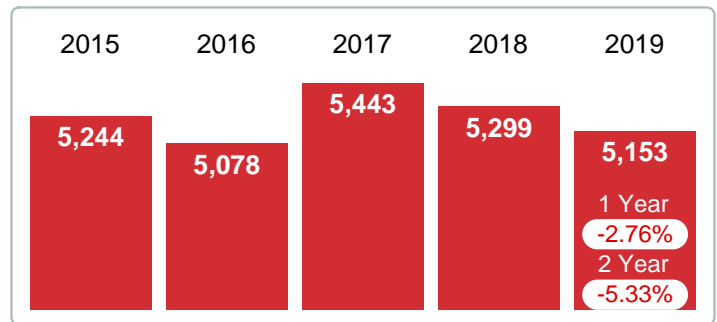
NEW LISTINGS

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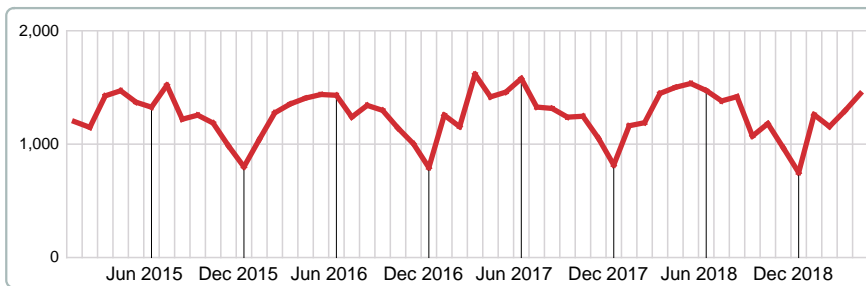
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,448

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,445 below the 5 yr APR average of 1,448



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	113	7.82%	64	45	4	0
\$75,001 - \$125,000	173	11.97%	40	121	11	1
\$125,001 - \$150,000	151	10.45%	14	114	22	1
\$150,001 - \$225,000	400	27.68%	21	275	96	8
\$225,001 - \$325,000	283	19.58%	14	86	148	35
\$325,001 - \$475,000	170	11.76%	1	56	98	15
\$475,001 and up	155	10.73%	3	19	87	46
Total New Listed Units	1,445		157	716	466	106
Total New Listed Volume	379,226,706	100%	19.04M	140.65M	166.14M	53.39M
Average New Listed Listing Price	\$219,411		\$121,302	\$196,444	\$356,515	\$503,699

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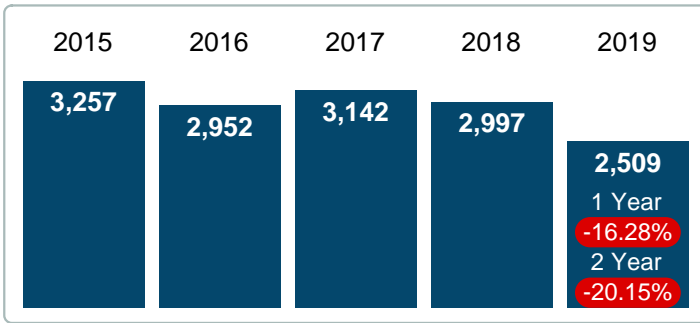
Area Delimited by County Of Tulsa - Residential Property Type



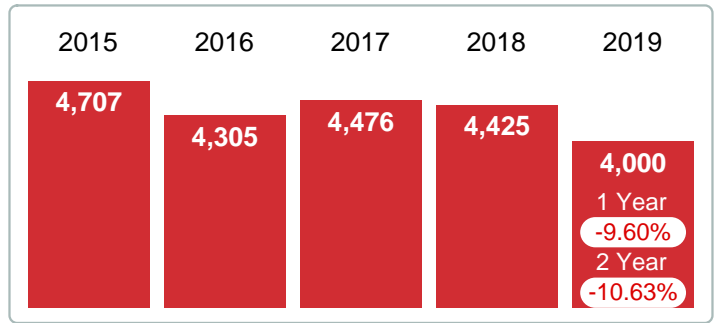
ACTIVE INVENTORY

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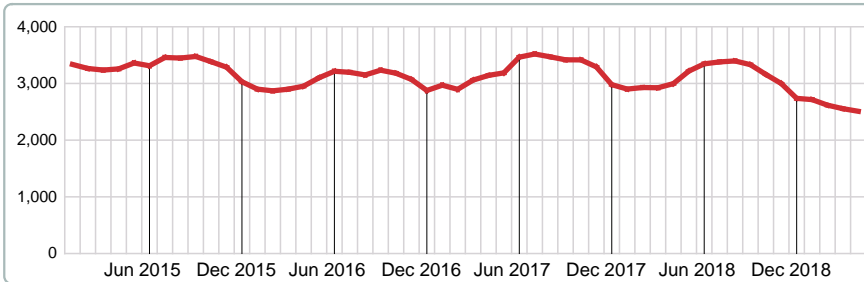
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

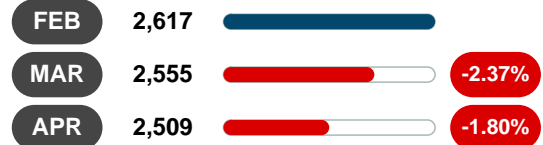


3 MONTHS

5 year APR AVG = 2,971

High Jul 2017 3,520 Low Apr 2019 2,509

Inventory this month at 2,509 below the 5 yr APR average of 2,971



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	230	9.17%	85.3	122	83	24	1
\$75,001 - \$150,000	336	13.39%	82.0	81	219	36	0
\$150,001 - \$200,000	359	14.31%	52.4	36	237	81	5
\$200,001 - \$300,000	575	22.92%	56.1	33	222	273	47
\$300,001 - \$425,000	434	17.30%	69.7	6	110	253	65
\$425,001 - \$650,000	327	13.03%	66.5	2	48	184	93
\$650,001 and up	248	9.88%	72.1	3	26	108	111
Total Active Inventory by Units			2,509	283	945	959	322
Total Active Inventory by Volume			867,111,256	34.49M	219.07M	396.86M	216.70M
Average Active Inventory Listing Price			\$345,600	\$121,876	\$231,818	\$413,822	\$672,973

April 2019



Area Delimited by County Of Tulsa - 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 %
2,509	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
\$75,000 and less	230	9.17%	2.58	2.99	1.87	7.02	3.00
\$75,001 - \$150,000	336	13.39%	1.42	2.56	1.21	1.64	0.00
\$150,001 - \$200,000	359	14.31%	1.87	4.04	1.86	1.55	1.43
\$200,001 - \$300,000	575	22.92%	3.11	5.35	2.94	2.97	4.21
\$300,001 - \$425,000	434	17.30%	5.49	2.67	5.45	5.34	7.09
\$425,001 - \$650,000	327	13.03%	9.64	4.00	8.11	9.20	12.40
\$650,001 and up	248	9.88%	16.35	18.00	15.60	12.71	22.97
Market Supply of Inventory (MSI)		3.02		3.13	2.07	3.91	8.33
Total Active Inventory by Units		2,509	100%	283	945	959	322

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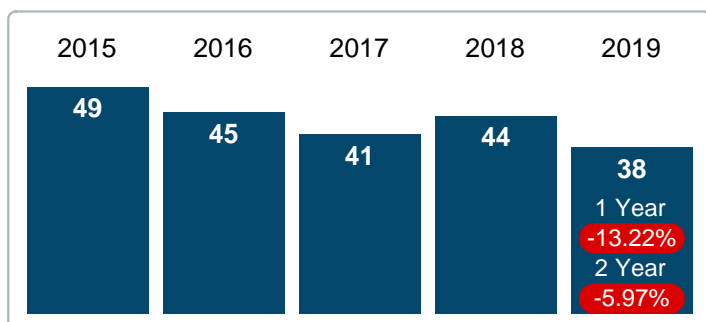
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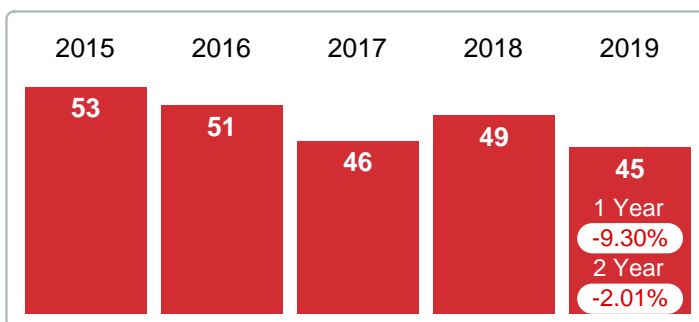
AVERAGE DAYS ON MARKET TO SALE

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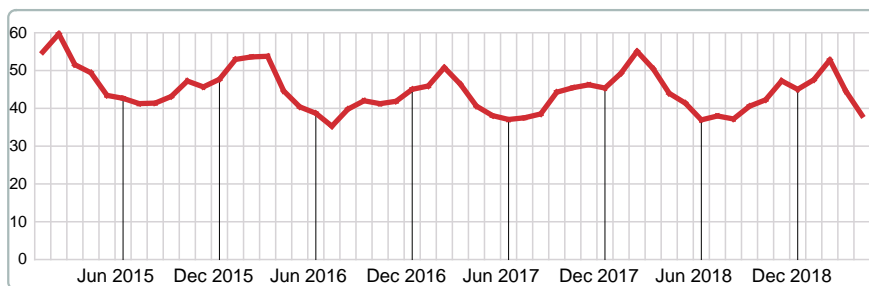
APRIL



YEAR TO DATE (YTD)

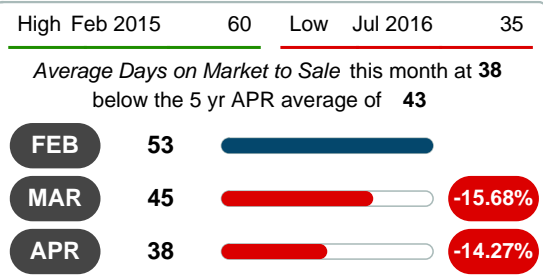


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 43



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
\$75,000 and less	105	10.44%	31	33	27	32	118
\$75,001 - \$100,000	69	6.86%	31	34	29	43	11
\$100,001 - \$150,000	210	20.87%	35	23	33	54	35
\$150,001 - \$200,000	235	23.36%	35	54	31	39	67
\$200,001 - \$250,000	151	15.01%	45	20	45	48	41
\$250,001 - \$350,000	132	13.12%	46	35	47	42	71
\$350,001 and up	104	10.34%	44	36	35	50	39
Average Closed DOM			38	33	34	45	50
Total Closed Units		100%	38	113	525	317	51
Total Closed Volume				10.78M	86.64M	86.46M	19.51M

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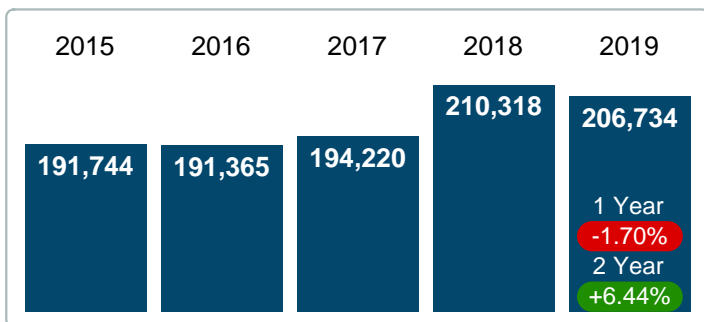
Area Delimited by County Of Tulsa - Residential Property Type



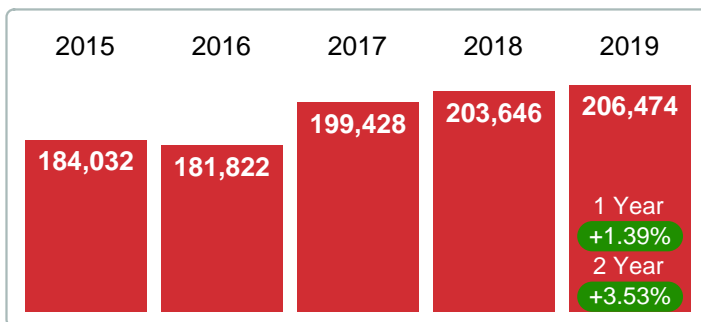
AVERAGE LIST PRICE AT CLOSING

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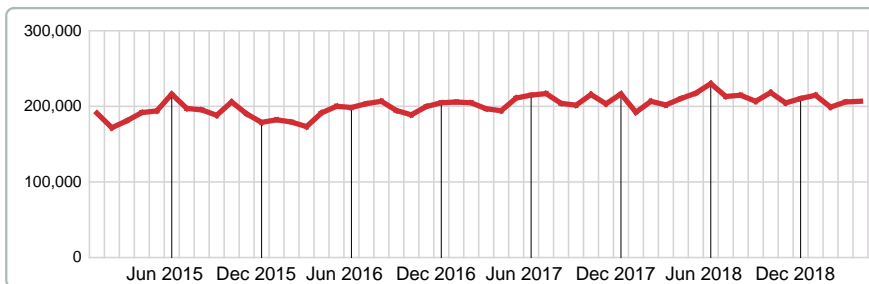
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YEAR TO DATE (YTD)

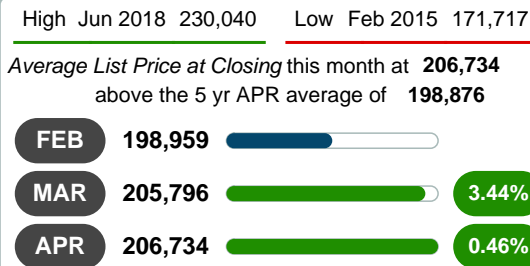


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 198,876



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
\$75,000 and less	10.34%	48,263	43,728	52,780	60,775	78,500
\$75,001 - \$100,000	6.46%	90,057	90,924	92,573	93,084	86,000
\$100,001 - \$150,000	20.48%	127,788	126,570	128,242	135,797	143,067
\$150,001 - \$200,000	23.06%	173,110	186,283	173,257	179,429	179,967
\$200,001 - \$250,000	15.11%	224,938	235,800	225,110	232,036	252,557
\$250,001 - \$350,000	13.52%	294,591	285,000	302,473	298,192	306,300
\$350,001 and up	11.03%	507,754	497,000	464,913	510,245	583,757
Average List Price		206,734	99,785	167,604	278,855	398,231
Total Closed Units	1,006	100%	113	525	317	51
Total Closed Volume	207,974,491		11.28M	87.99M	88.40M	20.31M

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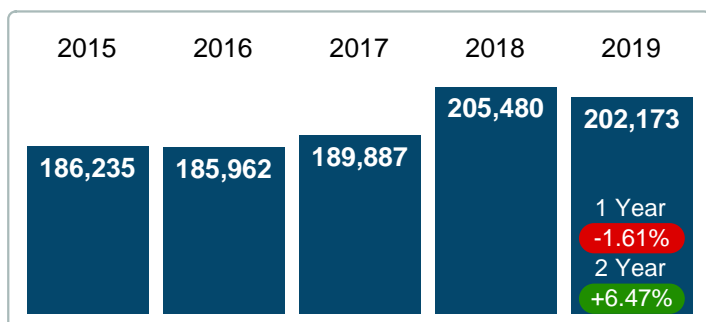
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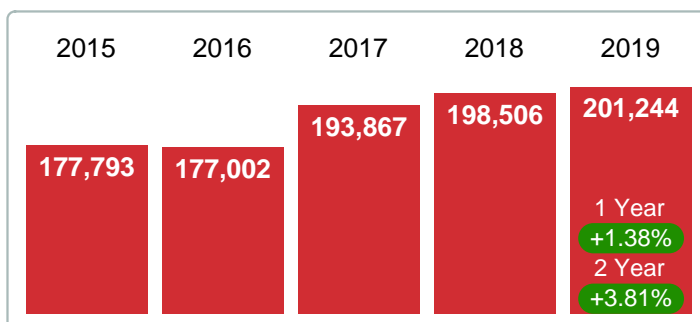
AVERAGE SOLD PRICE AT CLOSING

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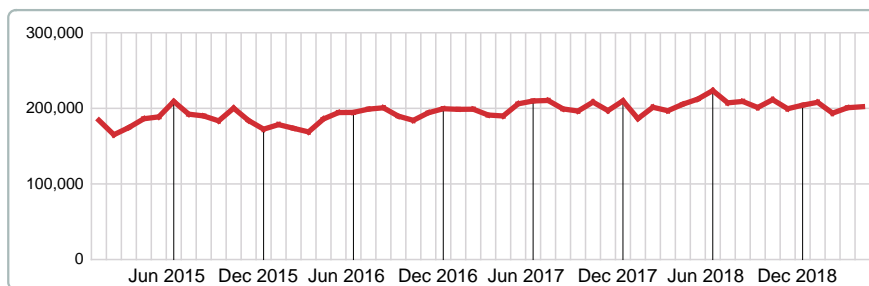
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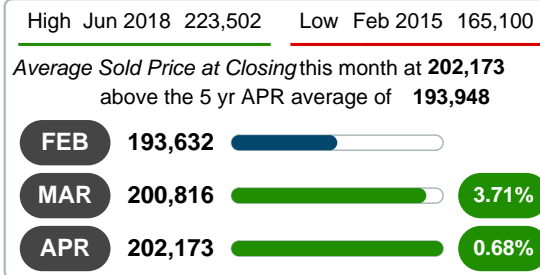


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 193,948



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
\$75,000 and less	10.44%	47,154	41,613	51,763	62,000	75,000
\$75,001 - \$100,000	6.86%	89,347	88,027	89,545	91,629	87,100
\$100,001 - \$150,000	20.87%	127,013	122,246	126,412	133,246	141,167
\$150,001 - \$200,000	23.36%	173,241	175,000	171,240	177,628	176,633
\$200,001 - \$250,000	15.01%	225,090	228,500	221,808	228,248	227,143
\$250,001 - \$350,000	13.12%	293,640	278,000	296,634	292,923	293,352
\$350,001 and up	10.34%	501,318	467,500	456,660	492,904	564,676
Average Sold Price		202,173	95,418	165,026	272,742	382,483
Total Closed Units		1,006	113	525	317	51
Total Closed Volume		203,386,525	10.78M	86.64M	86.46M	19.51M

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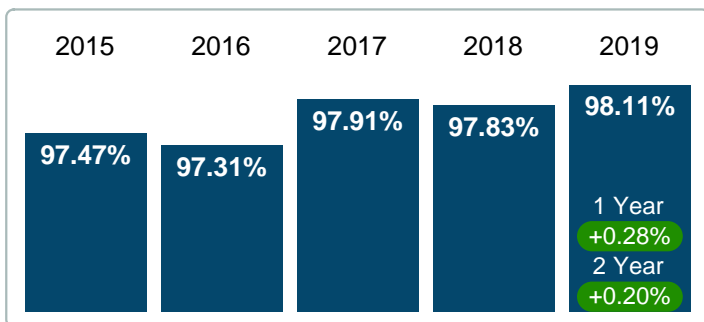
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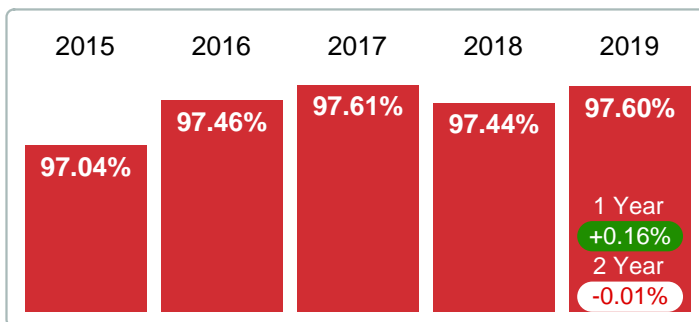
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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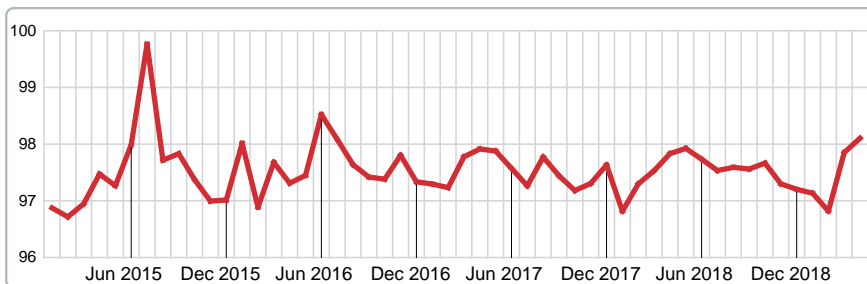
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

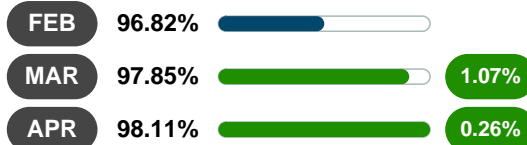


3 MONTHS

5 year APR AVG = 97.73%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **98.11%**
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
\$75,000 and less	105	10.44%	97.01%	94.30%	99.50%	105.42%	95.54%
\$75,001 - \$100,000	69	6.86%	97.57%	97.23%	97.47%	98.49%	101.28%
\$100,001 - \$150,000	210	20.87%	98.41%	96.75%	98.67%	98.32%	98.67%
\$150,001 - \$200,000	235	23.36%	98.73%	94.65%	98.92%	99.07%	98.04%
\$200,001 - \$250,000	151	15.01%	98.21%	96.91%	98.66%	98.47%	91.79%
\$250,001 - \$350,000	132	13.12%	98.02%	97.54%	98.11%	98.31%	95.86%
\$350,001 and up	104	10.34%	97.48%	93.94%	98.41%	97.26%	97.54%
Average Sold/List Ratio		98.10%		95.39%	98.67%	98.40%	96.45%
Total Closed Units		1,006	100%	113	525	317	51
Total Closed Volume		203,386,525		10.78M	86.64M	86.46M	19.51M

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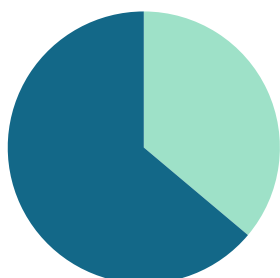
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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INVENTORY

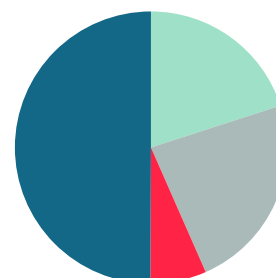


Inventory
 New Listings
1,445 = 36.13%
 Start Inventory
2,555
 Total Inventory Units
4,000
 Volume
\$1,226,955,023

Market Activity

Closed Sales
1,006 = 20.02%
 Pending Sales
1,175 = 23.38%
 Other Off Market
335 = 6.67%
 Active Inventory
2,509 = 49.93%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	963	1,006	4.47%	3,116	3,091	-0.80%
Pending Sales	1,020	1,175	15.20%	3,653	3,809	4.27%
New Listings	1,501	1,445	-3.73%	5,299	5,153	-2.76%
Average List Price	210,318	206,734	-1.70%	203,646	206,474	1.39%
Average Sale Price	205,480	202,173	-1.61%	198,506	201,244	1.38%
Average Percent of Selling Price to List Price	97.83%	98.11%	0.28%	97.44%	97.60%	0.16%
Average Days on Market to Sale	43.98	38.17	-13.22%	49.22	44.65	-9.30%
Monthly Inventory	3,001	2,509	-16.39%	3,001	2,509	-16.39%
Months Supply of Inventory	3.60	3.02	-16.07%	3.60	3.02	-16.07%

Absorption: Last 12 months, an Average of **831** Sales/Month

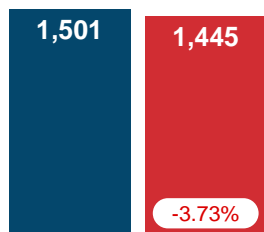
Inventory on April 30, 2019 = **2,509**

2018 **2019**

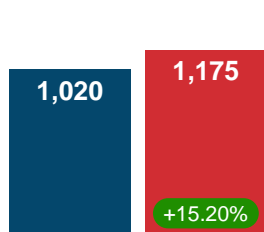
APRIL MARKET

AVERAGE PRICES

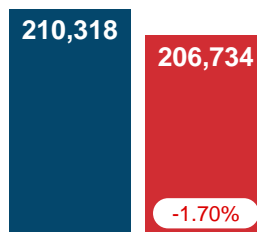
New Listings



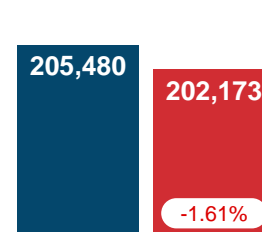
Pending Listings



List Price



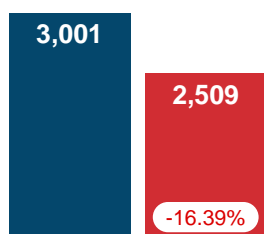
Sale Price



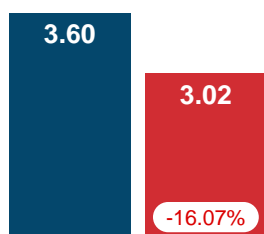
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

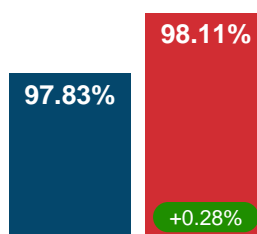
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

