

# April 2019



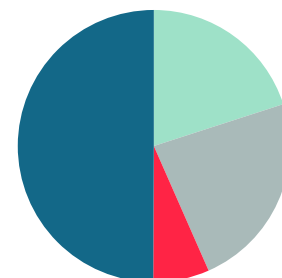
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	175,000	174,500	-0.29%
Median Sale Price	172,000	170,740	-0.73%
Median Percent of Selling Price to List Price	98.89%	99.23%	0.34%
Median Days on Market to Sale	24.00	20.00	-16.67%
End of Month Inventory	3,001	2,509	-16.39%
Months Supply of Inventory	3.60	3.02	-16.07%



■ Closed (20.02%)  
■ Pending (23.38%)  
■ Other OffMarket (6.67%)  
■ Active (49.93%)

**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.

#### 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 **0.73%** in April 2019 to \$170,740 versus the previous year at \$172,000.

#### Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 4.00 days or **16.67%** in April 2019 compared to last year's same month at **24.00** DOM.

#### Sales Success for April 2019 is Positive

Overall, with Median 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.

### What's in this Issue

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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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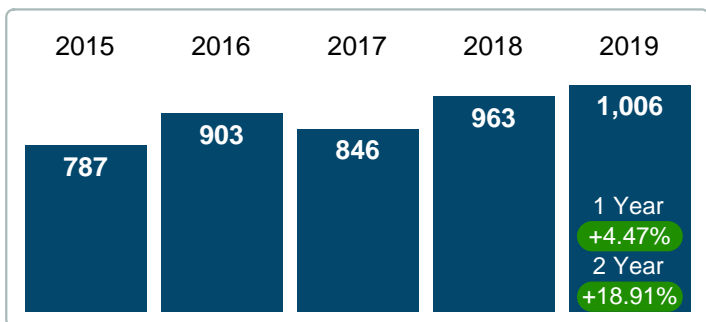
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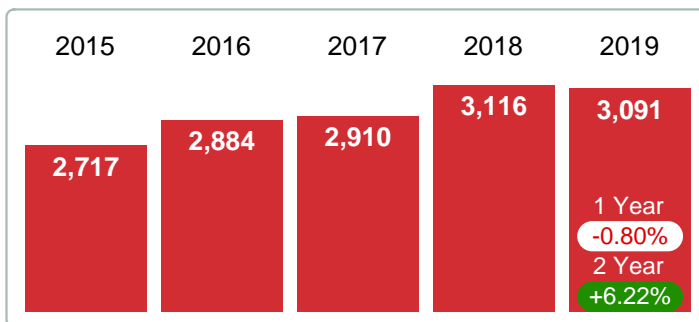
## CLOSED LISTINGS

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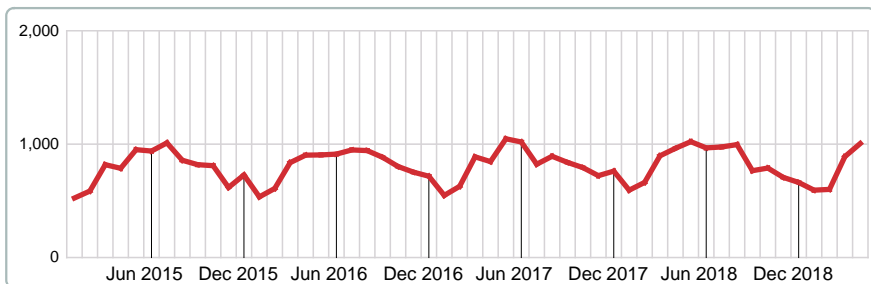
### APRIL



### YEAR TO DATE (YTD)

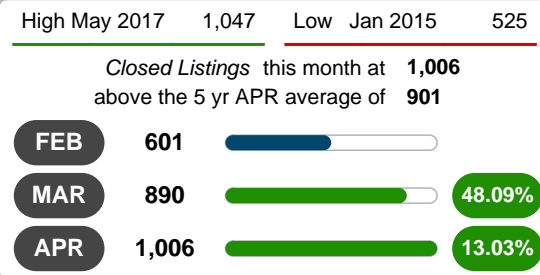


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 901



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	105	10.44%	20.0	54	46	4	1
\$75,001 - \$100,000	69	6.86%	15.0	17	44	7	1
\$100,001 - \$150,000	210	20.87%	15.5	23	158	26	3
\$150,001 - \$200,000	235	23.36%	17.0	12	156	64	3
\$200,001 - \$250,000	151	15.01%	25.0	4	73	67	7
\$250,001 - \$350,000	132	13.12%	28.0	1	28	90	13
\$350,001 and up	104	10.34%	23.5	2	20	59	23
<b>Total Closed Units</b>	<b>1,006</b>			<b>113</b>	<b>525</b>	<b>317</b>	<b>51</b>
<b>Total Closed Volume</b>	<b>203,386,525</b>	<b>100%</b>	<b>20.0</b>	<b>10.78M</b>	<b>86.64M</b>	<b>86.46M</b>	<b>19.51M</b>
<b>Median Closed Price</b>	<b>\$170,740</b>			<b>\$80,000</b>	<b>\$155,795</b>	<b>\$244,900</b>	<b>\$335,000</b>

# April 2019



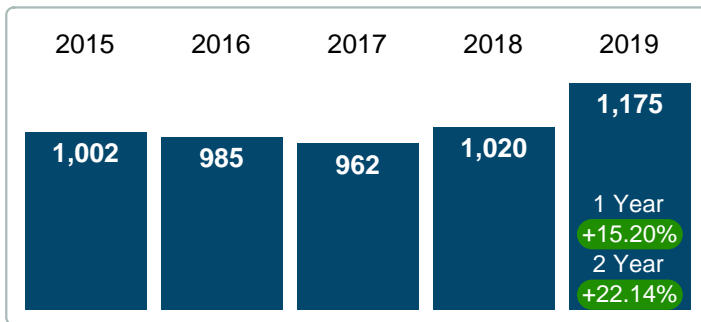
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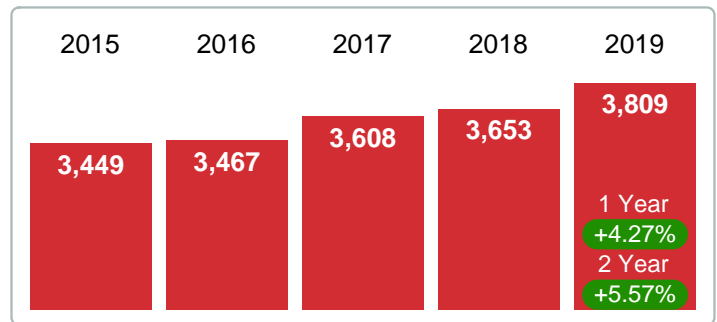
## PENDING LISTINGS

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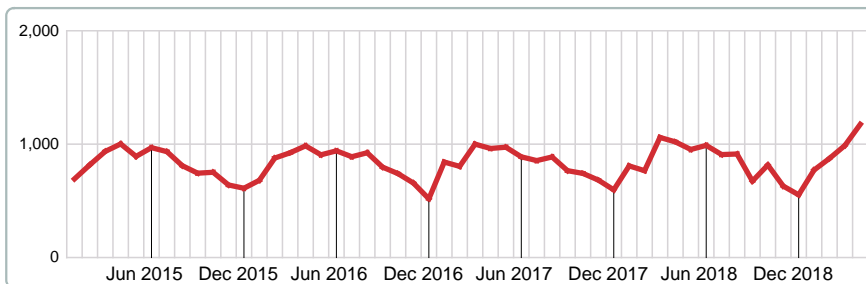
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

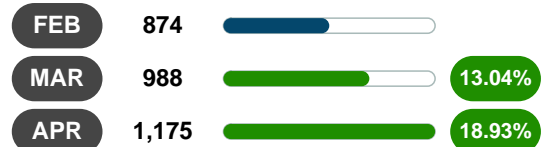


### 3 MONTHS

5 year APR AVG = 1,029

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	98	8.34%	20.5	48	45	5	0
\$75,001 - \$100,000	64	5.45%	13.5	17	41	6	0
\$100,001 - \$150,000	251	21.36%	10.0	34	192	22	3
\$150,001 - \$200,000	279	23.74%	14.0	17	189	68	5
\$200,001 - \$250,000	186	15.83%	16.5	6	86	83	11
\$250,001 - \$350,000	164	13.96%	18.0	7	45	93	19
\$350,001 and up	133	11.32%	28.0	2	38	68	25
<b>Total Pending Units</b>	<b>1,175</b>			<b>131</b>	<b>636</b>	<b>345</b>	<b>63</b>
<b>Total Pending Volume</b>	<b>252,095,579</b>	<b>100%</b>	<b>16.0</b>	<b>17.04M</b>	<b>113.78M</b>	<b>96.56M</b>	<b>24.71M</b>
<b>Median Listing Price</b>	<b>\$182,000</b>			<b>\$102,900</b>	<b>\$160,000</b>	<b>\$243,000</b>	<b>\$319,900</b>

# April 2019



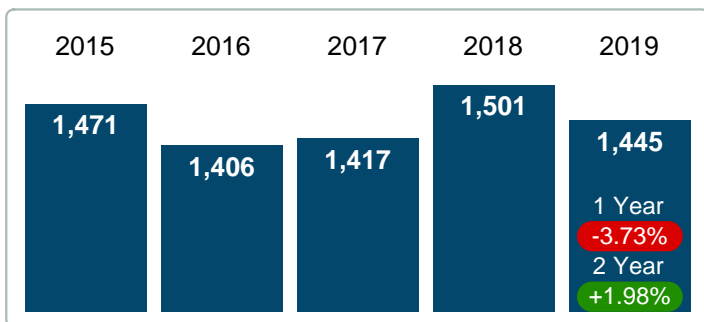
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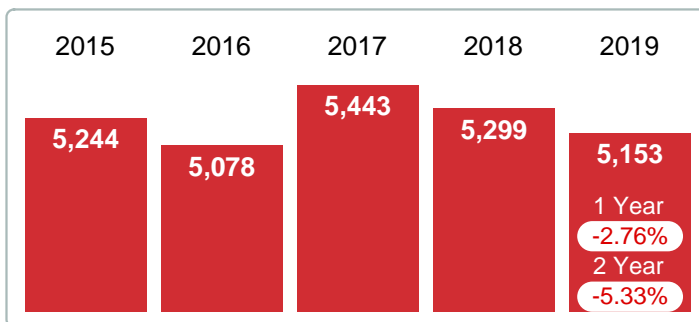
## NEW LISTINGS

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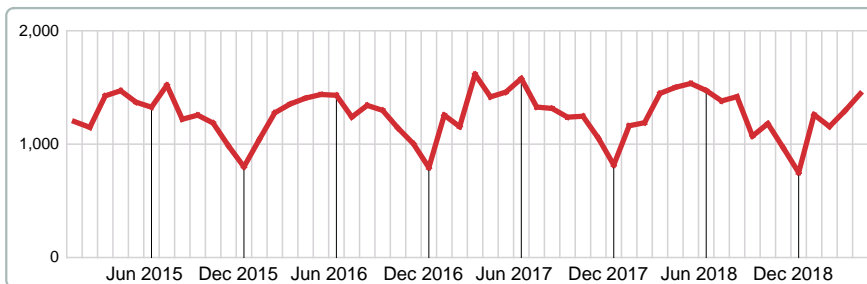
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 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
<b>Total New Listed Units</b>	<b>1,445</b>		<b>157</b>	<b>716</b>	<b>466</b>	<b>106</b>
<b>Total New Listed Volume</b>	<b>379,226,706</b>	<b>100%</b>	<b>19.04M</b>	<b>140.65M</b>	<b>166.14M</b>	<b>53.39M</b>
<b>Median New Listed Listing Price</b>	<b>\$200,000</b>		<b>\$91,000</b>	<b>\$165,387</b>	<b>\$289,900</b>	<b>\$422,000</b>

# April 2019



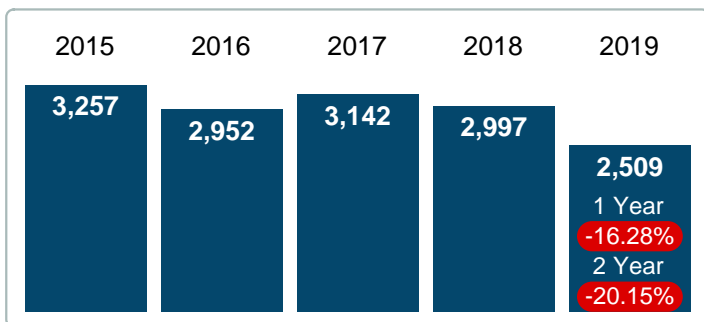
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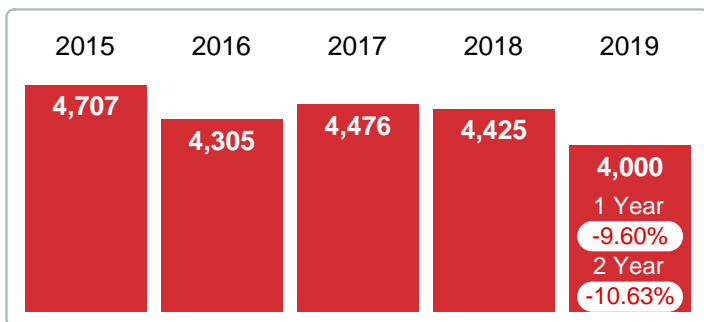
## ACTIVE INVENTORY

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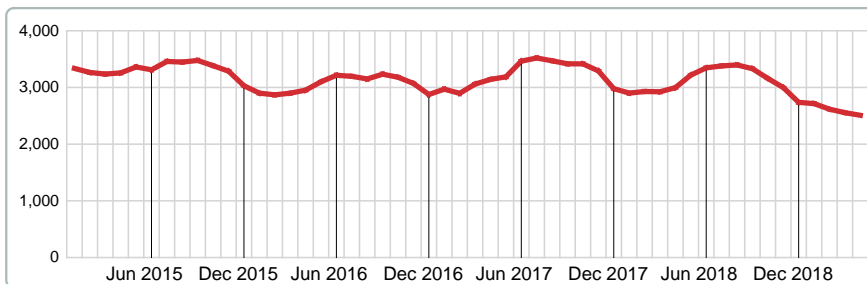
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS

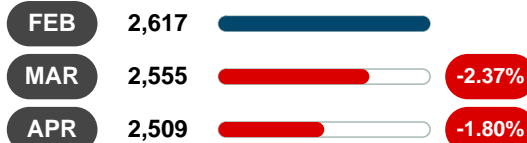


### 3 MONTHS

5 year APR AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	230	9.17%	60.5	122	83	24	1
\$75,001 - \$150,000	336	13.39%	33.0	81	219	36	0
\$150,001 - \$200,000	359	14.31%	39.0	36	237	81	5
\$200,001 - \$300,000	575	22.92%	43.0	33	222	273	47
\$300,001 - \$425,000	434	17.30%	65.5	6	110	253	65
\$425,001 - \$650,000	327	13.03%	56.0	2	48	184	93
\$650,001 and up	248	9.88%	64.0	3	26	108	111
Total Active Inventory by Units		2,509		283	945	959	322
Total Active Inventory by Volume		867,111,256	100%	34.49M	219.07M	396.86M	216.70M
Median Active Inventory Listing Price		\$259,999		\$85,500	\$184,900	\$334,500	\$512,000

# April 2019



Area Delimited by County Of Tulsa - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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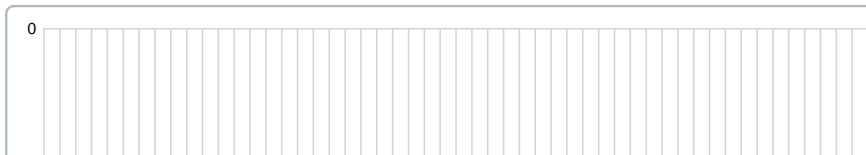
### MSI FOR APRIL

2015	2016	2017	2018	2019

### INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>2,509</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>			
<b>FEB</b>	inf		%
<b>MAR</b>	inf		%
<b>APR</b>	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	<b>230</b>	9.17%	2.58	2.99	1.87	7.02	3.00
\$75,001 - \$150,000	<b>336</b>	13.39%	1.42	2.56	1.21	1.64	0.00
\$150,001 - \$200,000	<b>359</b>	14.31%	1.87	4.04	1.86	1.55	1.43
\$200,001 - \$300,000	<b>575</b>	22.92%	3.11	5.35	2.94	2.97	4.21
\$300,001 - \$425,000	<b>434</b>	17.30%	5.49	2.67	5.45	5.34	7.09
\$425,001 - \$650,000	<b>327</b>	13.03%	9.64	4.00	8.11	9.20	12.40
\$650,001 and up	<b>248</b>	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		100%	3.02	283	945	959	322

# April 2019



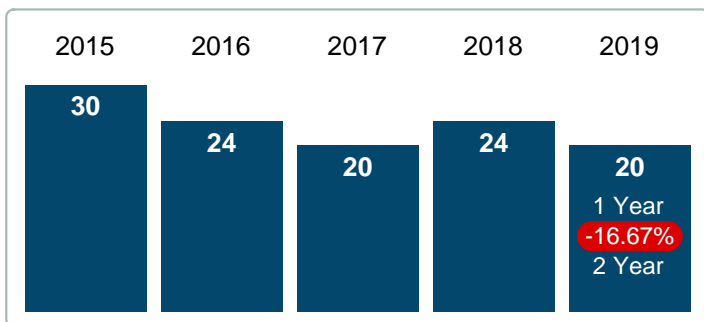
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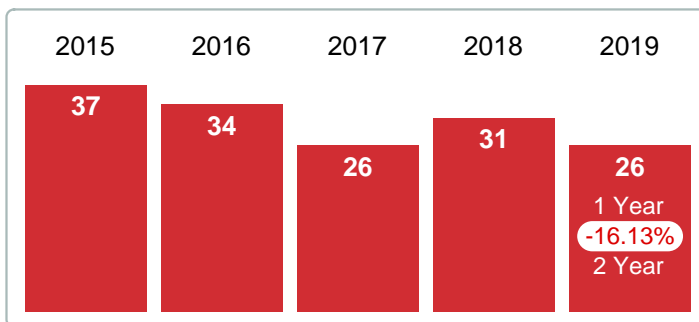
## MEDIAN DAYS ON MARKET TO SALE

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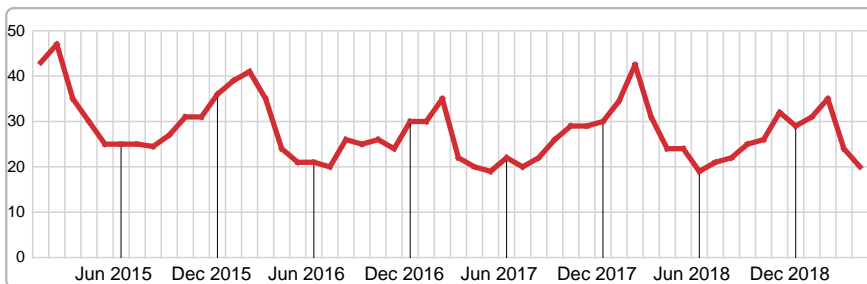
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

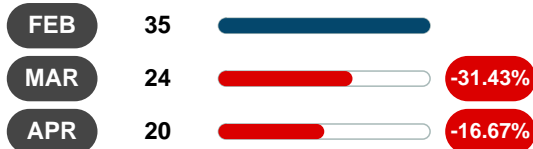


### 3 MONTHS

5 year APR AVG = 24

High Feb 2015 47 Low Jun 2018 19

Median Days on Market to Sale this month at 20 below the 5 yr APR average of 24



### 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
\$75,000 and less	10.44%	20	24	14	23	118
\$75,001 - \$100,000	6.86%	15	15	12	23	11
\$100,001 - \$150,000	20.87%	16	12	15	26	26
\$150,001 - \$200,000	23.36%	17	37	14	24	51
\$200,001 - \$250,000	15.01%	25	19	21	26	31
\$250,001 - \$350,000	13.12%	28	35	36	26	46
\$350,001 and up	10.34%	24	36	11	31	11
Median Closed DOM		20	22	16	26	24
Total Closed Units	100%	1,006	113	525	317	51
Total Closed Volume		203,386,525	10.78M	86.64M	86.46M	19.51M



# April 2019



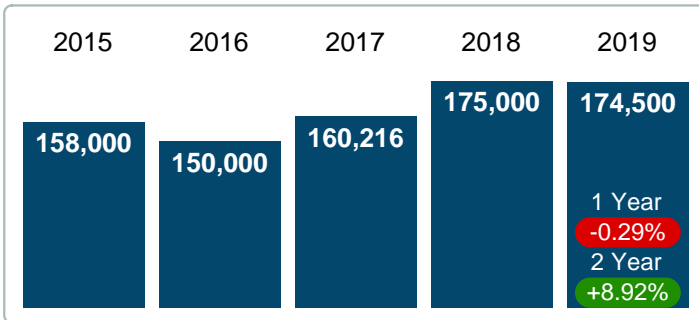
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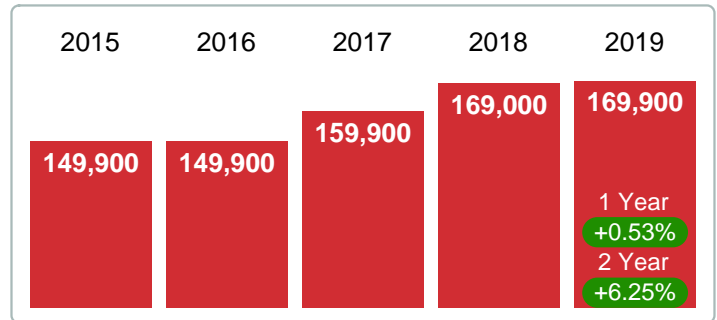
## MEDIAN LIST PRICE AT CLOSING

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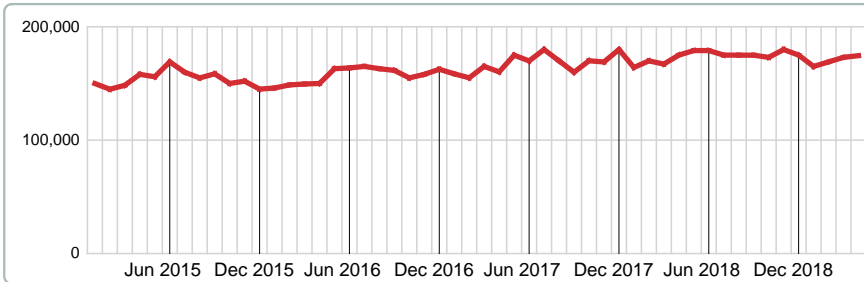
### APRIL



### YEAR TO DATE (YTD)

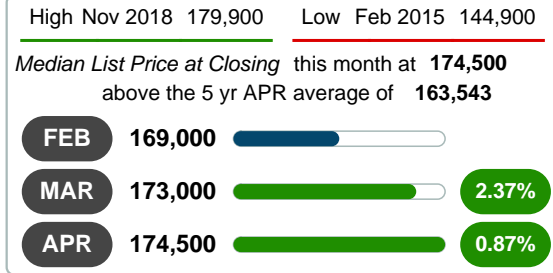


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 163,543



### 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
\$75,000 and less	10.34%	49,900	42,650	59,700	65,450	0
\$75,001 - \$100,000	6.46%	89,900	89,900	90,000	89,900	82,250
\$100,001 - \$150,000	20.48%	127,500	120,000	126,000	132,500	144,500
\$150,001 - \$200,000	23.06%	170,000	165,000	169,535	178,900	175,000
\$200,001 - \$250,000	15.11%	224,950	219,900	222,000	227,000	225,000
\$250,001 - \$350,000	13.52%	289,900	272,450	282,000	289,900	295,000
\$350,001 and up	11.03%	439,000	497,000	423,250	422,000	535,000
<b>Median List Price</b>		<b>174,500</b>	<b>80,000</b>	<b>155,945</b>	<b>249,000</b>	<b>348,000</b>
<b>Total Closed Units</b>	<b>1,006</b>	<b>100%</b>	<b>113</b>	<b>525</b>	<b>317</b>	<b>51</b>
<b>Total Closed Volume</b>	<b>207,974,491</b>		<b>11.28M</b>	<b>87.99M</b>	<b>88.40M</b>	<b>20.31M</b>



# April 2019



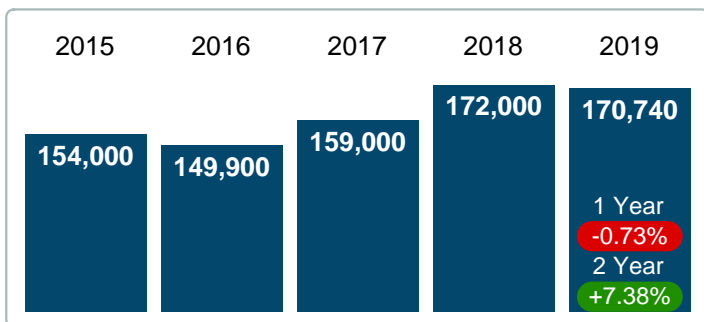
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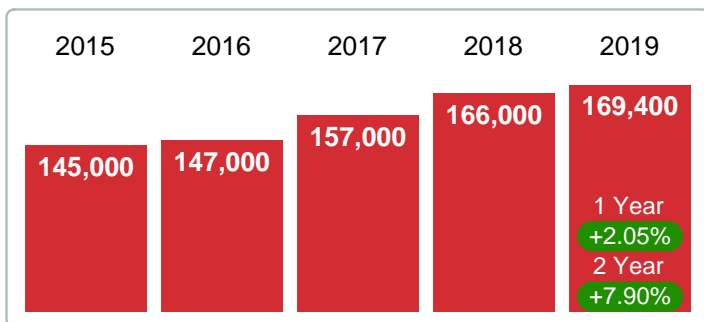
## MEDIAN SOLD PRICE AT CLOSING

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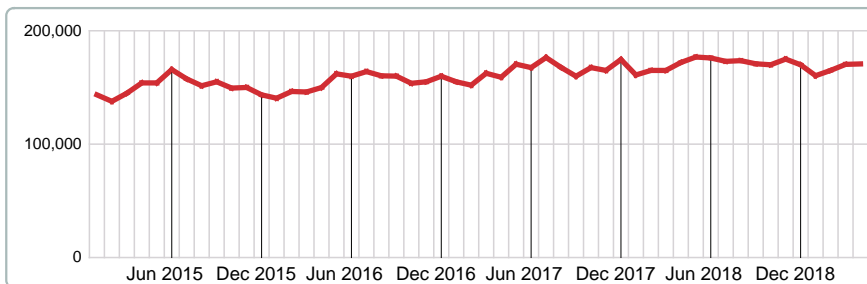
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

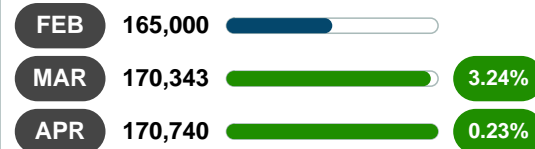


### 3 MONTHS

5 year APR AVG = 161,128

High May 2018 176,838 Low Feb 2015 137,750

Median Sold Price at Closing this month at **170,740**  
above the 5 yr APR average of **161,128**



### 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
\$75,000 and less	10.44%	48,750	40,000	55,500	62,500	75,000
\$75,001 - \$100,000	6.86%	90,000	90,000	89,750	92,000	87,100
\$100,001 - \$150,000	20.87%	126,750	119,000	126,000	135,125	140,000
\$150,001 - \$200,000	23.36%	170,000	172,000	169,000	176,500	170,000
\$200,001 - \$250,000	15.01%	223,900	227,500	219,972	225,000	232,000
\$250,001 - \$350,000	13.12%	290,000	278,000	287,350	290,500	280,000
\$350,001 and up	10.34%	434,950	467,500	433,500	424,300	520,000
Median Sold Price		170,740	80,000	155,795	244,900	335,000
Total Closed Units	100%	1,006	113	525	317	51
Total Closed Volume		203,386,525	10.78M	86.64M	86.46M	19.51M

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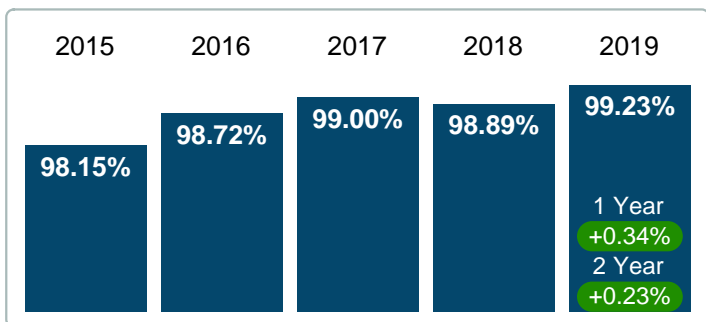
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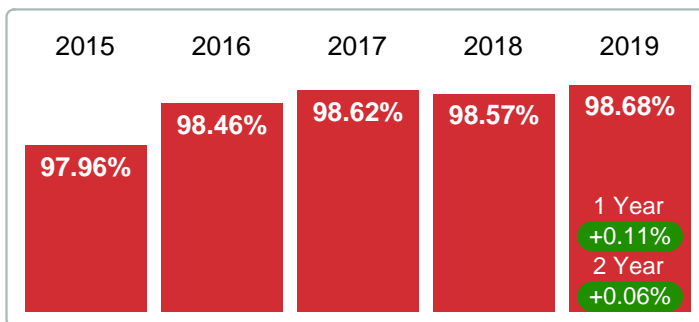
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

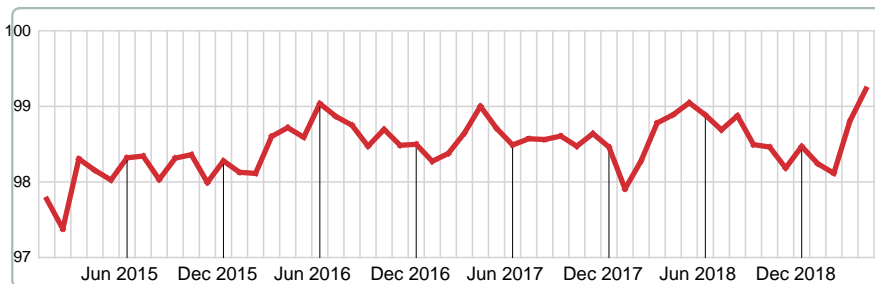
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

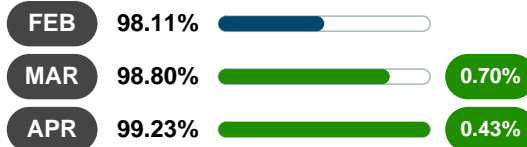


### 3 MONTHS

5 year APR AVG = 98.80%

High Apr 2019 99.23% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **99.23%**  
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
\$75,000 and less	105	10.44%	97.33%	95.20%	100.00%	98.26%	95.54%
\$75,001 - \$100,000	69	6.86%	100.00%	100.00%	100.00%	97.33%	101.28%
\$100,001 - \$150,000	210	20.87%	99.79%	97.32%	100.00%	99.48%	98.64%
\$150,001 - \$200,000	235	23.36%	100.00%	97.22%	100.00%	99.62%	97.14%
\$200,001 - \$250,000	151	15.01%	99.12%	97.04%	99.57%	98.98%	96.71%
\$250,001 - \$350,000	132	13.12%	98.54%	97.54%	98.46%	98.82%	97.10%
\$350,001 and up	104	10.34%	98.33%	93.94%	98.92%	98.10%	98.29%
Median Sold/List Ratio		99.23%		96.86%	100.00%	98.98%	97.64%
Total Closed Units		1,006	100%	113	525	317	51
Total Closed Volume		203,386,525		10.78M	86.64M	86.46M	19.51M

# April 2019



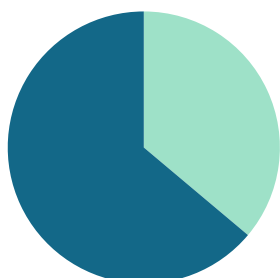
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

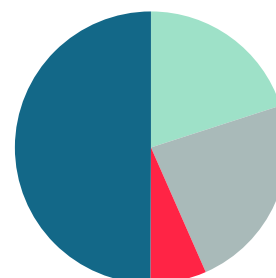


**Inventory**  
 New Listings  
**1,445 = 36.13%**  
 Start Inventory  
**2,555**  
 Total Inventory Units  
**4,000**  
 Volume  
**\$1,226,955,023**

### 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%
Median List Price	175,000	174,500	-0.29%	169,000	169,900	0.53%
Median Sale Price	172,000	170,740	-0.73%	166,000	169,400	2.05%
Median Percent of Selling Price to List Price	98.89%	99.23%	0.34%	98.57%	98.68%	0.11%
Median Days on Market to Sale	24.00	20.00	-16.67%	31.00	26.00	-16.13%
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

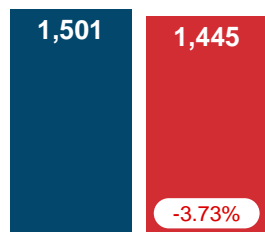
**Inventory** on April 30, 2019 = **2,509**

**2018** **2019**

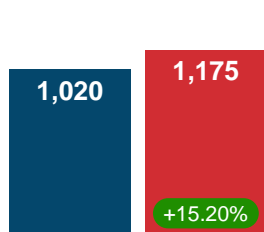
### APRIL MARKET

### MEDIAN PRICES

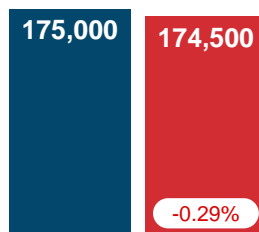
#### New Listings



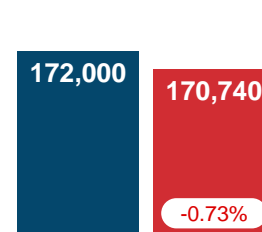
#### Pending Listings



#### List Price



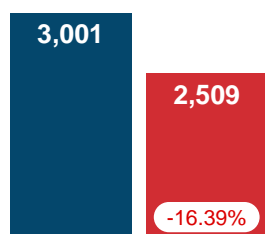
#### Sale Price



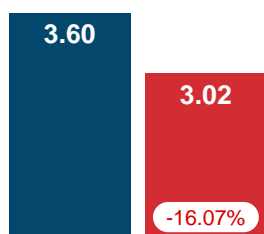
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

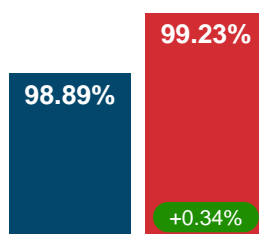
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

