

# April 2019



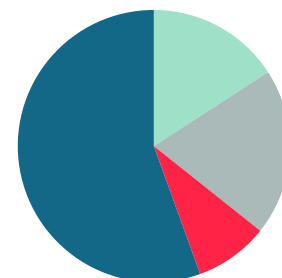
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	April 2019	+/-%
Closed Listings	83	76	-8.43%
Pending Listings	80	95	18.75%
New Listings	125	141	12.80%
Median List Price	124,500	115,950	-6.87%
Median Sale Price	120,000	117,250	-2.29%
Median Percent of Selling Price to List Price	97.49%	97.83%	0.34%
Median Days on Market to Sale	32.00	27.50	-14.06%
End of Month Inventory	274	266	-2.92%
Months Supply of Inventory	4.15	4.28	3.34%



■ Closed (15.87%)  
■ Pending (19.83%)  
■ Other OffMarket (8.77%)  
■ Active (55.53%)

**Absorption:** Last 12 months, an Average of **62** Sales/Month  
**Active Inventory** as of April 30, 2019 = **266**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **2.92%** to 266 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **4.28** 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 **2.29%** in April 2019 to \$117,250 versus the previous year at \$120,000.

#### Median Days on Market Shortens

The median number of **27.50** days that homes spent on the market before selling decreased by 4.50 days or **14.06%** in April 2019 compared to last year's same month at **32.00** DOM.

#### Sales Success for April 2019 is Positive

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

There were 141 New Listings in April 2019, up **12.80%** from last year at 125. Furthermore, there were 76 Closed Listings this month versus last year at 83, a **-8.43%** decrease.

Closed versus Listed trends yielded a **53.9%** ratio, down from previous year's, April 2018, at **66.4%**, a **18.82%** 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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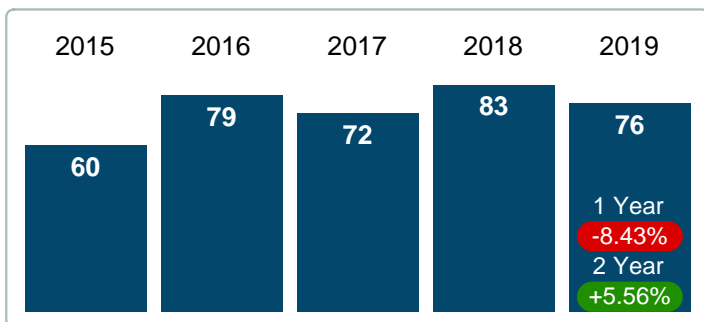
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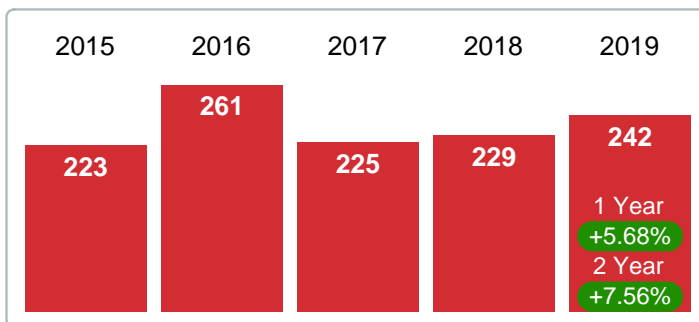
## CLOSED LISTINGS

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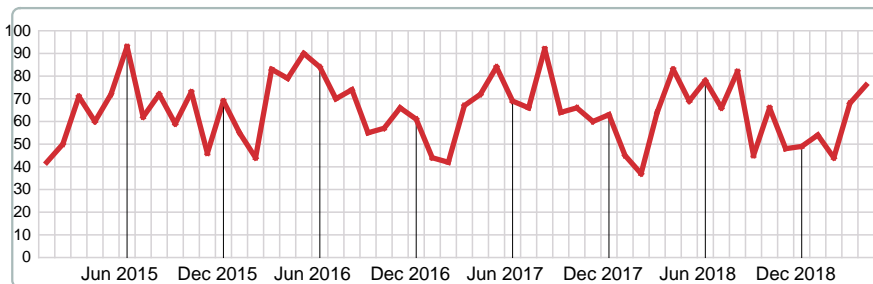
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 74

High Jun 2015 93 Low Feb 2018 37

Closed Listings this month at **76**  
above the 5 yr APR average of **74**

FEB	44	<div style="width: 44%;"></div>
MAR	68	<div style="width: 68%;"></div> 54.55%
APR	76	<div style="width: 76%;"></div> 11.76%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	7.89%	17.0	3	3	0	0
\$40,001 - \$60,000	10	13.16%	61.5	3	7	0	0
\$60,001 - \$90,000	11	14.47%	32.0	2	9	0	0
\$90,001 - \$130,000	20	26.32%	24.0	2	13	5	0
\$130,001 - \$200,000	11	14.47%	24.0	0	5	6	0
\$200,001 - \$270,000	11	14.47%	16.0	0	3	8	0
\$270,001 and up	7	9.21%	51.0	0	1	6	0
<b>Total Closed Units</b>	<b>76</b>			<b>10</b>	<b>41</b>	<b>25</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>10,767,696</b>	<b>100%</b>	<b>27.5</b>	<b>614.20K</b>	<b>4.42M</b>	<b>5.74M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$117,250</b>			<b>\$56,500</b>	<b>\$91,500</b>	<b>\$215,000</b>	<b>\$0</b>

# April 2019



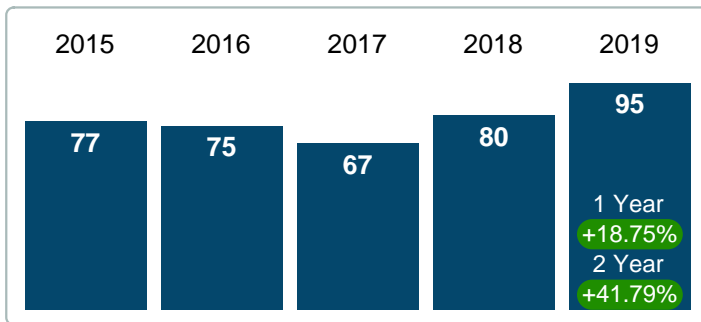
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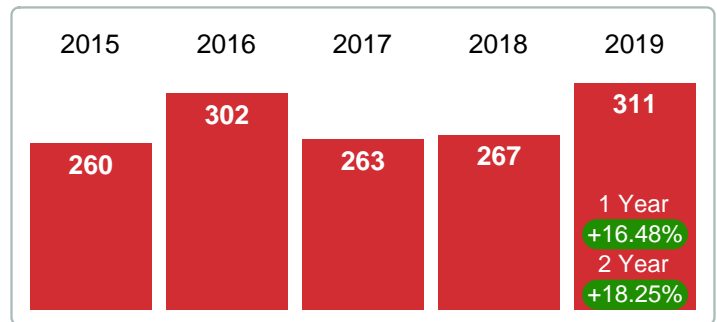
## PENDING LISTINGS

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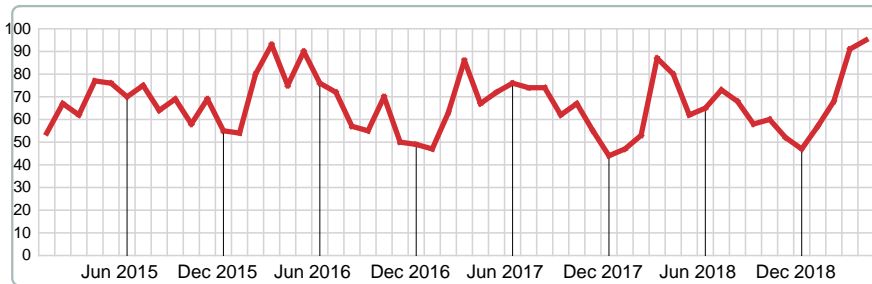
### APRIL



### YEAR TO DATE (YTD)

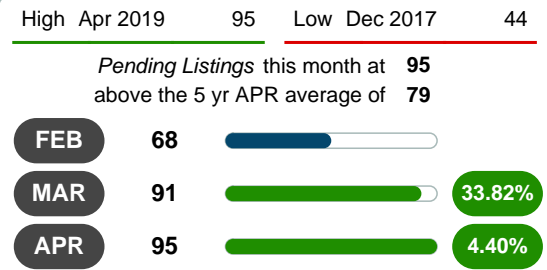


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 79



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.47%	19.0	3	4	2	0
\$50,001 - \$100,000	12	12.63%	43.0	2	10	0	0
\$100,001 - \$120,000	11	11.58%	12.0	2	8	1	0
\$120,001 - \$180,000	27	28.42%	18.0	1	19	6	1
\$180,001 - \$240,000	11	11.58%	21.0	0	4	7	0
\$240,001 - \$290,000	13	13.68%	22.0	0	3	10	0
\$290,001 and up	12	12.63%	32.5	0	1	10	1
<b>Total Pending Units</b>	<b>95</b>			<b>8</b>	<b>49</b>	<b>36</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>16,084,150</b>	<b>100%</b>	<b>21.0</b>	<b>613.80K</b>	<b>6.46M</b>	<b>8.53M</b>	<b>479.90K</b>
<b>Median Listing Price</b>	<b>\$144,000</b>			<b>\$76,500</b>	<b>\$129,500</b>	<b>\$249,900</b>	<b>\$239,950</b>

# April 2019



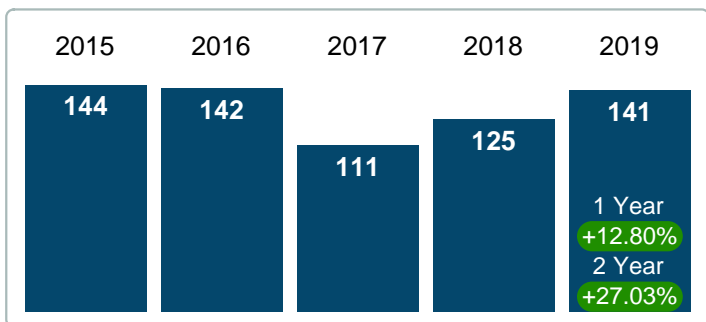
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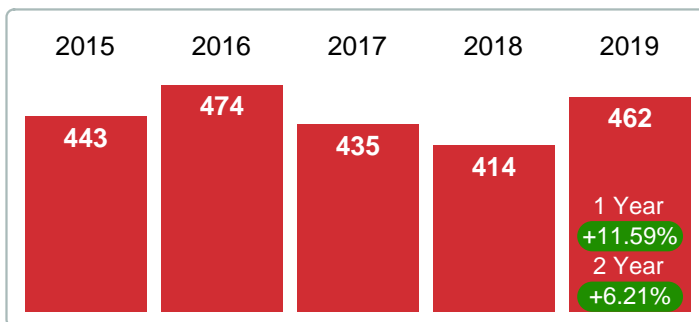
## NEW LISTINGS

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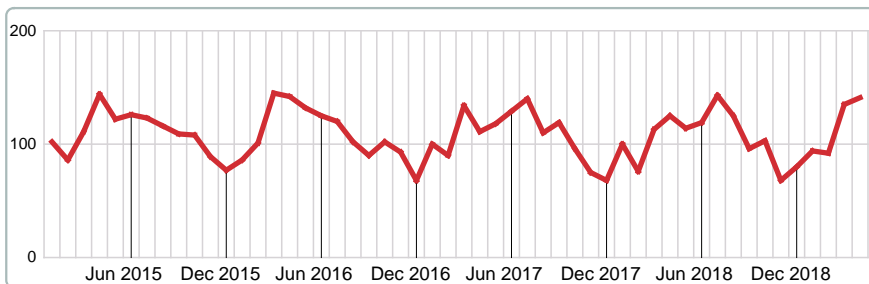
### APRIL



### YEAR TO DATE (YTD)

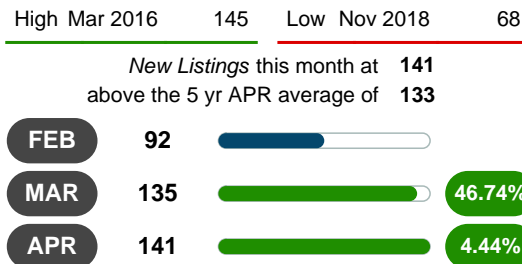


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 133



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	11	7.80%	4	6	1	0
\$60,001 - \$80,000	15	10.64%	3	9	3	0
\$80,001 - \$120,000	26	18.44%	3	22	1	0
\$120,001 - \$180,000	37	26.24%	0	23	12	2
\$180,001 - \$240,000	20	14.18%	0	8	9	3
\$240,001 - \$310,000	16	11.35%	0	4	11	1
\$310,001 and up	16	11.35%	0	3	9	4
<b>Total New Listed Units</b>	<b>141</b>		<b>10</b>	<b>75</b>	<b>46</b>	<b>10</b>
<b>Total New Listed Volume</b>	<b>26,934,995</b>	<b>100%</b>	<b>685.25K</b>	<b>11.35M</b>	<b>10.69M</b>	<b>4.21M</b>
<b>Median New Listed Listing Price</b>	<b>\$149,900</b>		<b>\$69,425</b>	<b>\$124,000</b>	<b>\$220,950</b>	<b>\$250,000</b>

# April 2019



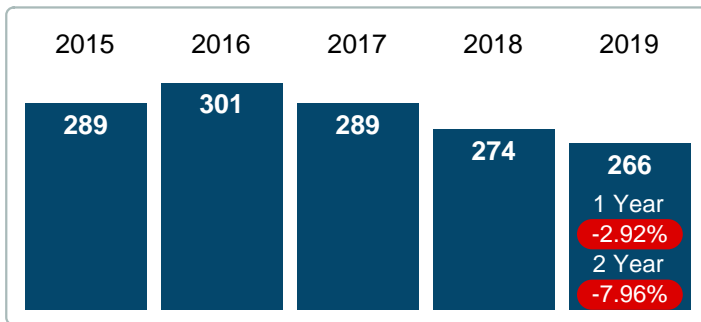
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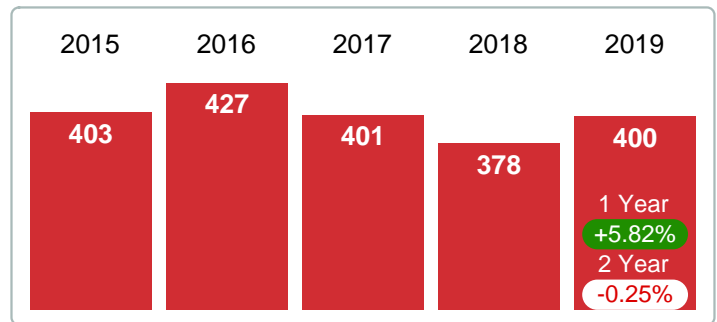
## ACTIVE INVENTORY

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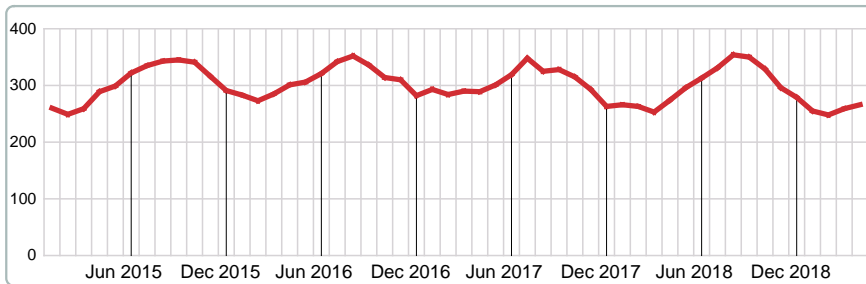
### END OF APRIL



### ACTIVE DURING APRIL

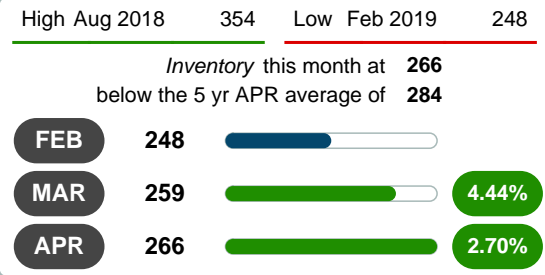


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 284



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	21	7.89%	55.0	9	11	1	0
\$40,001 - \$70,000	33	12.41%	42.0	9	21	3	0
\$70,001 - \$100,000	35	13.16%	42.0	10	21	4	0
\$100,001 - \$170,000	76	28.57%	32.0	2	54	19	1
\$170,001 - \$250,000	42	15.79%	31.0	0	13	23	6
\$250,001 - \$360,000	31	11.65%	62.0	0	5	21	5
\$360,001 and up	28	10.53%	55.5	1	7	12	8
<b>Total Active Inventory by Units</b>	<b>266</b>			<b>31</b>	<b>132</b>	<b>83</b>	<b>20</b>
<b>Total Active Inventory by Volume</b>	<b>49,836,627</b>	<b>100%</b>	<b>39.0</b>	<b>2.78M</b>	<b>19.02M</b>	<b>20.22M</b>	<b>7.81M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$136,250</b>			<b>\$60,000</b>	<b>\$114,950</b>	<b>\$225,000</b>	<b>\$314,500</b>

# April 2019



Area Delimited by County Of Washington - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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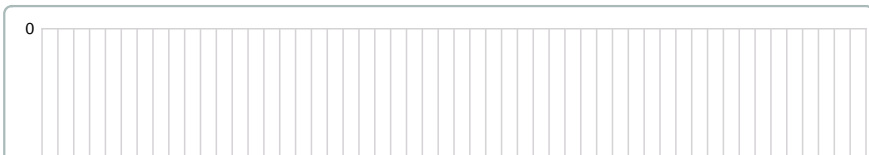
### MSI FOR APRIL

2015	2016	2017	2018	2019
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### INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
266	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
\$40,000 and less	21	7.89%	3.45	4.50	2.93	4.00	0.00
\$40,001 - \$70,000	33	12.41%	4.26	4.50	3.76	18.00	0.00
\$70,001 - \$100,000	35	13.16%	3.13	6.67	2.65	2.53	0.00
\$100,001 - \$170,000	76	28.57%	3.80	1.60	4.32	3.17	4.00
\$170,001 - \$250,000	42	15.79%	4.27	0.00	3.80	3.89	18.00
\$250,001 - \$360,000	31	11.65%	5.81	0.00	5.00	5.86	7.50
\$360,001 and up	28	10.53%	14.61	0.00	28.00	8.00	48.00
Market Supply of Inventory (MSI)			4.28	4.43	3.84	4.37	12.00
Total Active Inventory by Units		100%	4.28	31	132	83	20

# April 2019



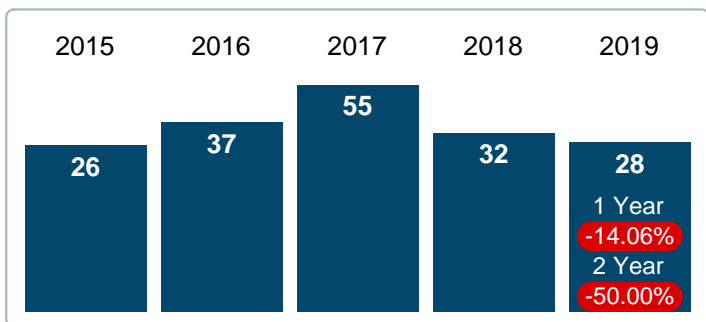
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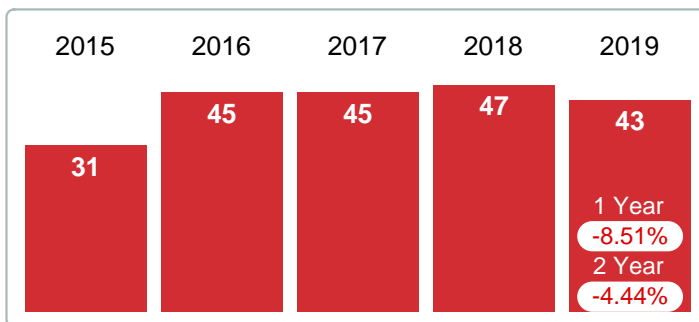
## MEDIAN DAYS ON MARKET TO SALE

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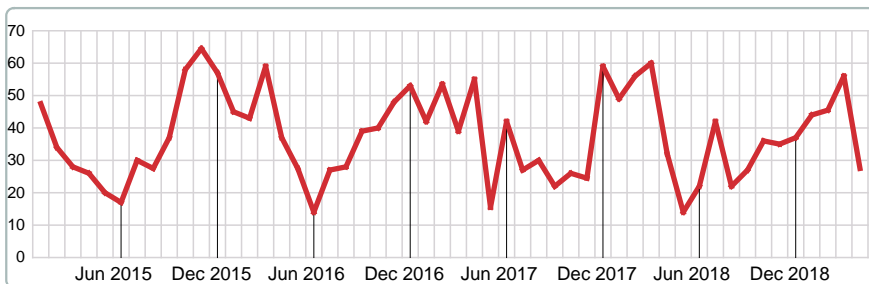
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

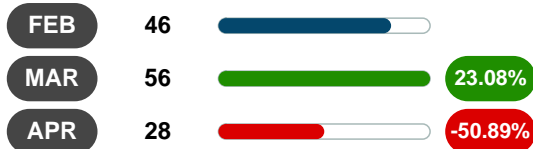


### 3 MONTHS

5 year APR AVG = 36

High Nov 2015 65 Low May 2018 14

Median Days on Market to Sale this month at 28 below the 5 yr APR average of 36



### 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
\$40,000 and less	7.89%	17	8	34	0	0
\$40,001 - \$60,000	13.16%	62	81	53	0	0
\$60,001 - \$90,000	14.47%	32	104	27	0	0
\$90,001 - \$130,000	26.32%	24	42	20	6	0
\$130,001 - \$200,000	14.47%	24	0	7	48	0
\$200,001 - \$270,000	14.47%	16	0	12	20	0
\$270,001 and up	9.21%	51	0	75	28	0
<b>Median Closed DOM</b>		<b>28</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>27.5</b>	<b>10</b>	<b>41</b>	<b>25</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,767,696</b>	<b>614.20K</b>	<b>4.42M</b>	<b>5.74M</b>	<b>0.00B</b>

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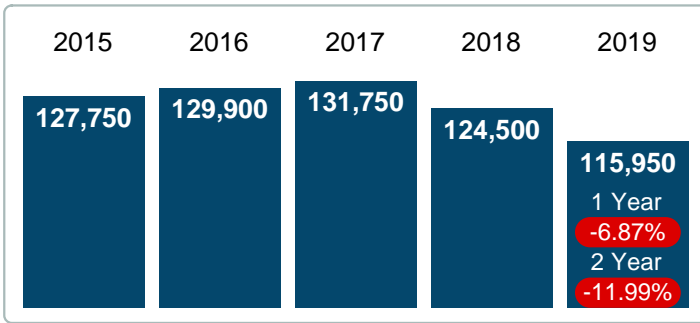
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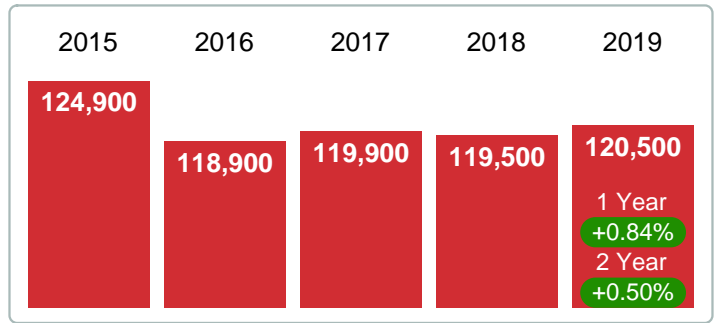
## MEDIAN LIST PRICE AT CLOSING

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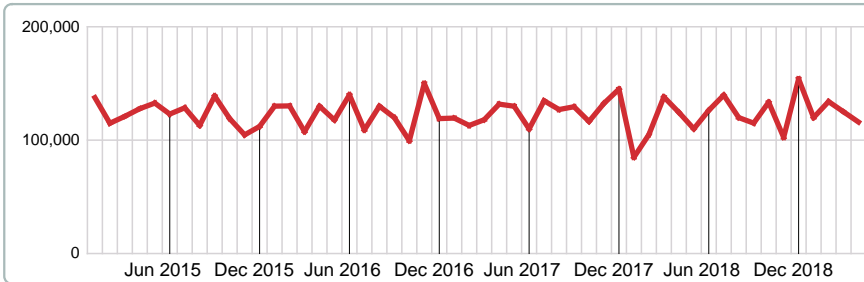
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

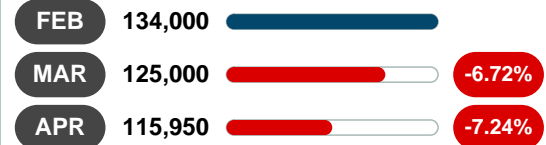


### 3 MONTHS

5 year APR AVG = 125,970

High Dec 2018 154,000 Low Jan 2018 84,900

Median List Price at Closing this month at 115,950 below the 5 yr APR average of 125,970



### 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
\$40,000 and less	9.21%	35,700	37,500	34,850	0	0
\$40,001 - \$60,000	10.53%	54,950	54,450	56,500	0	0
\$60,001 - \$90,000	15.79%	79,450	79,000	79,900	0	0
\$90,001 - \$130,000	23.68%	113,450	106,725	113,500	112,950	0
\$130,001 - \$200,000	17.11%	159,000	0	152,750	175,000	0
\$200,001 - \$270,000	13.16%	245,000	0	245,000	249,500	0
\$270,001 and up	10.53%	344,900	0	398,000	339,900	0
<b>Median List Price</b>		<b>115,950</b>	<b>60,950</b>	<b>95,000</b>	<b>225,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>115,950</b>	<b>10</b>	<b>41</b>	<b>25</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,115,850</b>	<b>639.65K</b>	<b>4.57M</b>	<b>5.91M</b>	<b>0.00B</b>



# April 2019



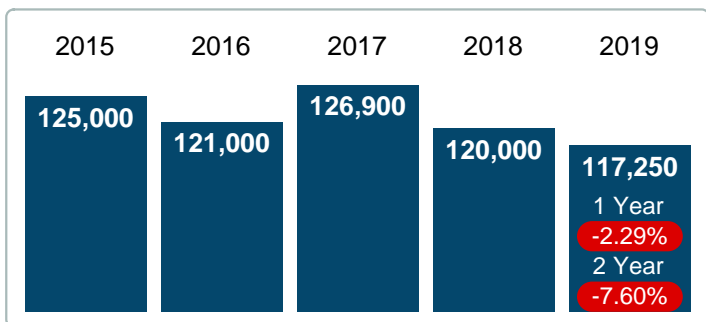
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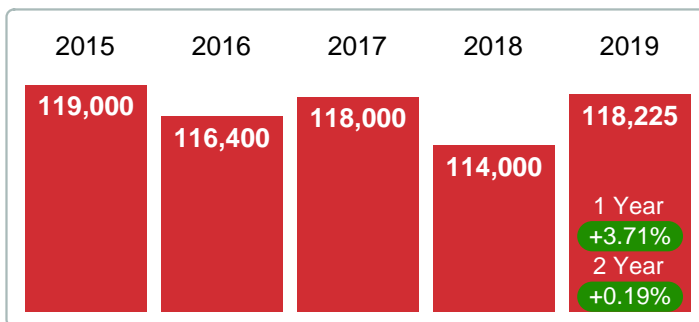
## MEDIAN SOLD PRICE AT CLOSING

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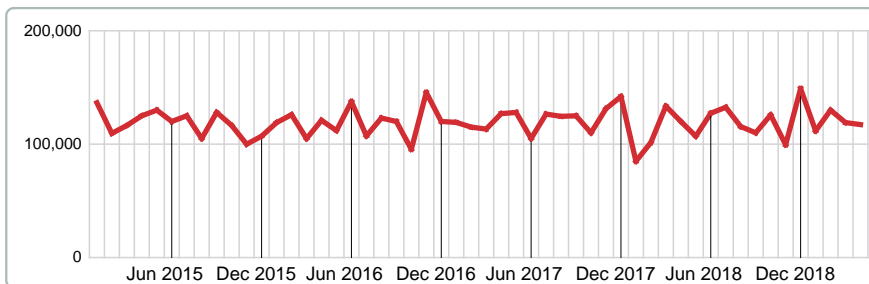
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

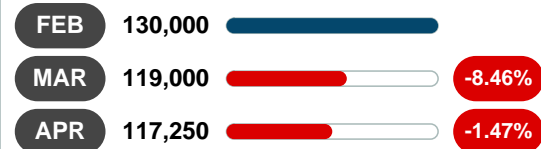


### 3 MONTHS

5 year APR AVG = 122,030

High Dec 2018 149,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at 117,250 below the 5 yr APR average of 122,030



### 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
\$40,000 and less	7.89%	27,450	32,900	22,000	0	0
\$40,001 - \$60,000	13.16%	51,700	53,000	50,900	0	0
\$60,001 - \$90,000	14.47%	79,900	79,500	79,900	0	0
\$90,001 - \$130,000	26.32%	115,750	105,725	116,500	114,900	0
\$130,001 - \$200,000	14.47%	167,000	0	157,000	172,950	0
\$200,001 - \$270,000	14.47%	235,000	0	227,500	240,000	0
\$270,001 and up	9.21%	340,000	0	355,000	332,500	0
<b>Median Sold Price</b>		<b>117,250</b>	<b>56,500</b>	<b>91,500</b>	<b>215,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>117,250</b>	<b>10</b>	<b>41</b>	<b>25</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,767,696</b>	<b>614.20K</b>	<b>4.42M</b>	<b>5.74M</b>	<b>0.00B</b>

# April 2019



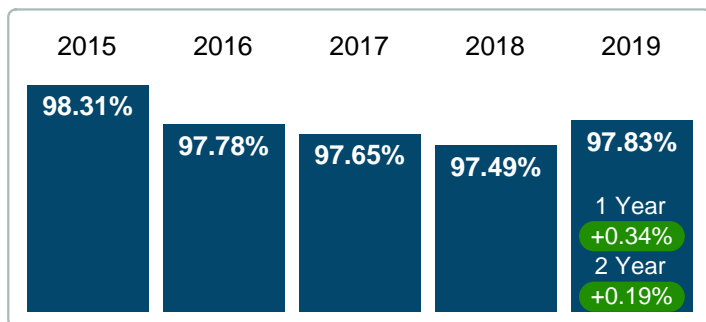
Area Delimited by County Of Washington - Residential Property Type



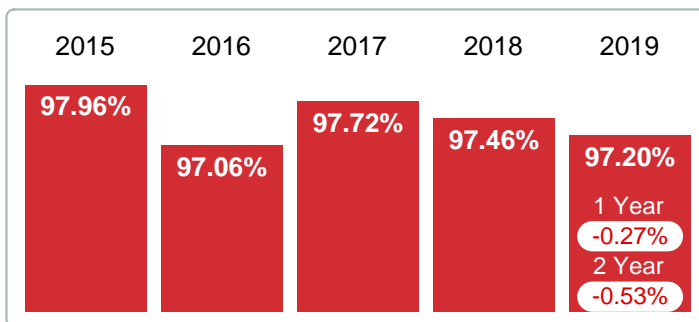
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

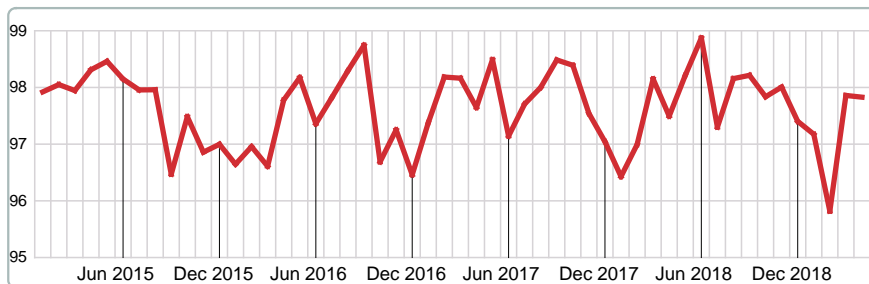
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

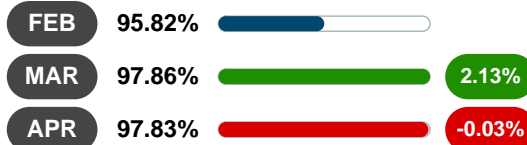


### 3 MONTHS

5 year APR AVG = 97.81%

High Jun 2018 98.87% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **97.83%**  
equal to 5 yr APR average of **97.81%**



### 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
\$40,000 and less	6	7.89%	88.74%	89.74%	72.00%	0.00%	0.00%
\$40,001 - \$60,000	10	13.16%	96.00%	89.55%	100.00%	0.00%	0.00%
\$60,001 - \$90,000	11	14.47%	100.00%	100.00%	97.76%	0.00%	0.00%
\$90,001 - \$130,000	20	26.32%	98.53%	98.95%	99.17%	97.04%	0.00%
\$130,001 - \$200,000	11	14.47%	99.37%	0.00%	100.00%	97.93%	0.00%
\$200,001 - \$270,000	11	14.47%	95.98%	0.00%	95.98%	97.02%	0.00%
\$270,001 and up	7	9.21%	95.99%	0.00%	89.20%	96.58%	0.00%
Median Sold/List Ratio		97.83%		97.22%	99.17%	97.24%	0.00%
Total Closed Units		76	100%	10	41	25	
Total Closed Volume		10,767,696		614.20K	4.42M	5.74M	0.00B

# April 2019



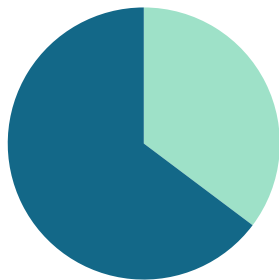
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

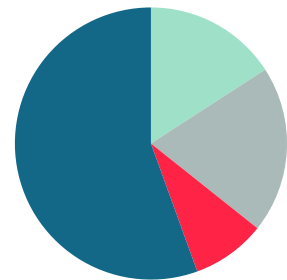


**Inventory**  
 New Listings  
**141 = 35.25%**  
 Start Inventory  
**259**  
 Total Inventory Units  
**400**  
 Volume  
**\$72,370,926**

### Market Activity

Closed Sales  
**76 = 15.87%**  
 Pending Sales  
**95 = 19.83%**  
 Other Off Market  
**42 = 8.77%**  
 Active Inventory  
**266 = 55.53%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	83	76	-8.43%	229	242	5.68%
Pending Sales	80	95	18.75%	267	311	16.48%
New Listings	125	141	12.80%	414	462	11.59%
Median List Price	124,500	115,950	-6.87%	119,500	120,500	0.84%
Median Sale Price	120,000	117,250	-2.29%	114,000	118,225	3.71%
Median Percent of Selling Price to List Price	97.49%	97.83%	0.34%	97.46%	97.20%	-0.27%
Median Days on Market to Sale	32.00	27.50	-14.06%	47.00	43.00	-8.51%
Monthly Inventory	274	266	-2.92%	274	266	-2.92%
Months Supply of Inventory	4.15	4.28	3.34%	4.15	4.28	3.34%

**Absorption:** Last 12 months, an Average of **62** Sales/Month

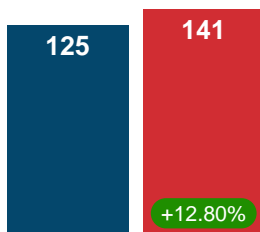
**Inventory** on April 30, 2019 = **266**

**2018** **2019**

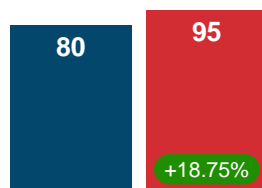
### APRIL MARKET

### MEDIAN PRICES

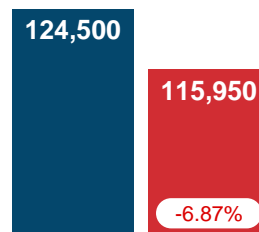
#### New Listings



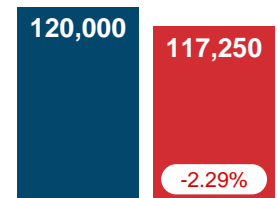
#### Pending Listings



#### List Price



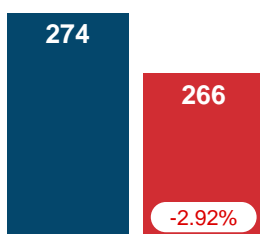
#### Sale Price



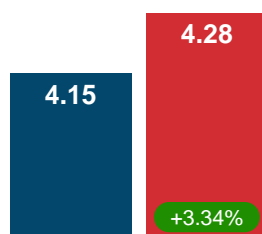
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

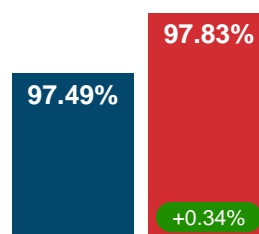
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

