

August 2019



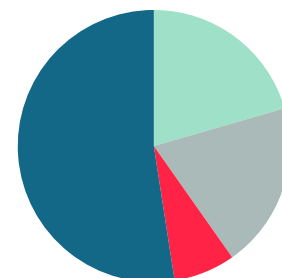
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	996	990	-0.60%
Pending Listings	913	951	4.16%
New Listings	1,419	1,235	-12.97%
Median List Price	174,950	183,500	4.89%
Median Sale Price	173,644	180,157	3.75%
Median Percent of Selling Price to List Price	98.88%	99.10%	0.23%
Median Days on Market to Sale	22.00	18.00	-18.18%
End of Month Inventory	3,401	2,530	-25.61%
Months Supply of Inventory	4.00	3.04	-24.19%



■ Closed (20.52%)
■ Pending (19.71%)
■ Other OffMarket (7.32%)
■ Active (52.45%)

Absorption: Last 12 months, an Average of **833** Sales/Month
Active Inventory as of August 31, 2019 = **2,530**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **25.61%** to 2,530 existing homes available for sale. Over the last 12 months this area has had an average of 833 closed sales per month. This represents an unsold inventory index of **3.04** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **3.75%** in August 2019 to \$180,157 versus the previous year at \$173,644.

Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 4.00 days or **18.18%** in August 2019 compared to last year's same month at **22.00** DOM.

Sales Success for August 2019 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,235 New Listings in August 2019, down **12.97%** from last year at 1,419. Furthermore, there were 990 Closed Listings this month versus last year at 996, a **-0.60%** decrease.

Closed versus Listed trends yielded a **80.2%** ratio, up from previous year's, August 2018, at **70.2%**, a **14.21%** 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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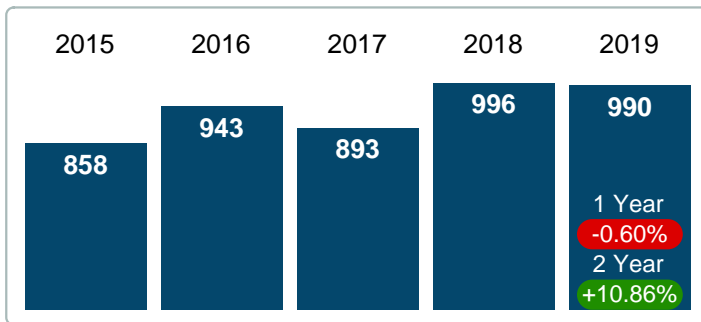
Area Delimited by County Of Tulsa - Residential Property Type



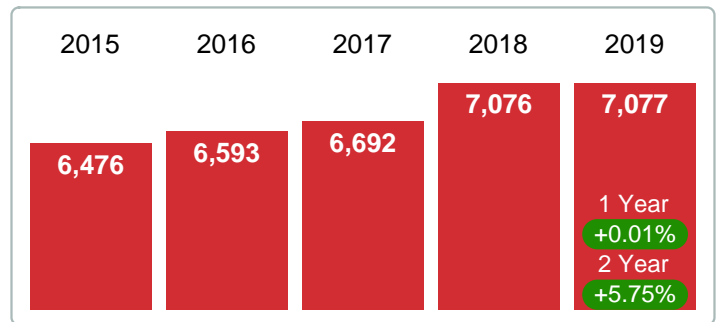
CLOSED LISTINGS

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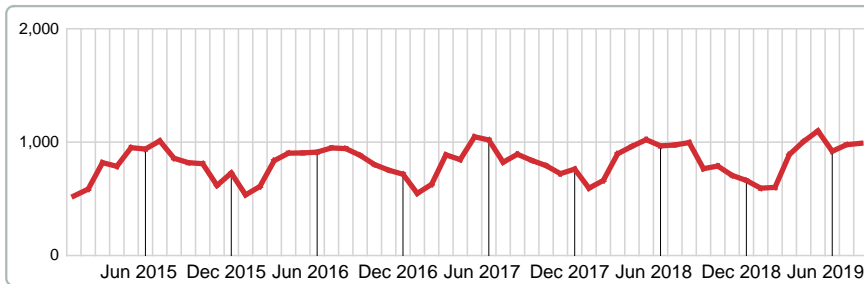
AUGUST



YEAR TO DATE (YTD)

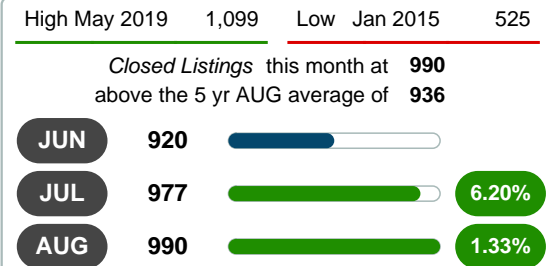


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 936



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	87	8.79%	23.0	39	42	5	1
\$75,001 - \$125,000	139	14.04%	10.0	32	101	5	1
\$125,001 - \$150,000	111	11.21%	8.0	8	85	18	0
\$150,001 - \$200,000	246	24.85%	14.0	22	171	48	5
\$200,001 - \$250,000	146	14.75%	24.5	10	61	66	9
\$250,001 - \$350,000	157	15.86%	25.0	3	48	93	13
\$350,001 and up	104	10.51%	48.0	0	26	62	16
Total Closed Units	990			114	534	297	45
Total Closed Volume	212,966,300	100%	18.0	13.23M	93.89M	88.56M	17.29M
Median Closed Price	\$180,157			\$99,000	\$161,232	\$258,421	\$299,000

August 2019



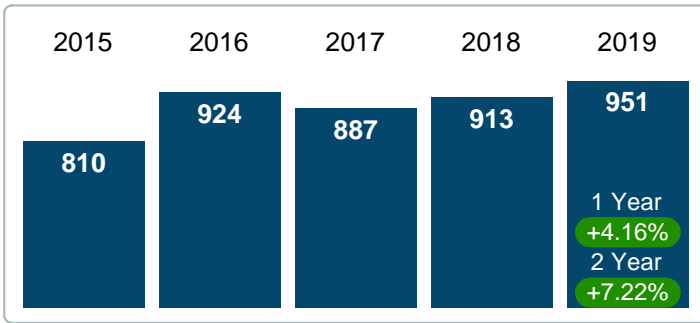
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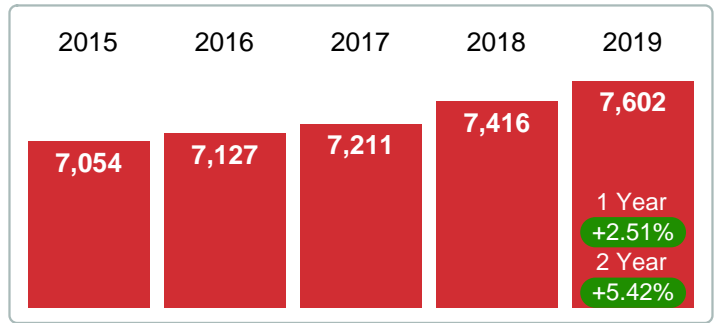
PENDING LISTINGS

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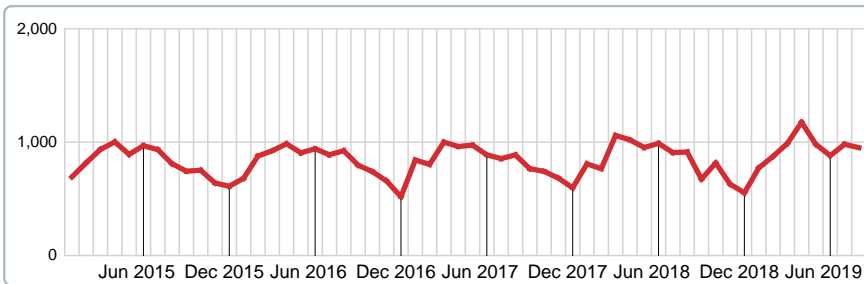
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 897

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **951**
above the 5 yr AUG average of **897**



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	89	9.36%	16.0	40	47	2	0
\$75,001 - \$100,000	56	5.89%	13.5	14	36	6	0
\$100,001 - \$150,000	210	22.08%	11.5	17	162	28	3
\$150,001 - \$200,000	220	23.13%	12.5	12	157	46	5
\$200,001 - \$250,000	135	14.20%	21.0	4	77	49	5
\$250,001 - \$350,000	134	14.09%	29.5	6	46	67	15
\$350,001 and up	107	11.25%	44.0	1	25	56	25
Total Pending Units	951			94	550	254	53
Total Pending Volume	203,401,758	100%	17.0	10.37M	95.88M	73.54M	23.61M
Median Listing Price	\$177,524			\$84,950	\$159,900	\$240,636	\$345,000

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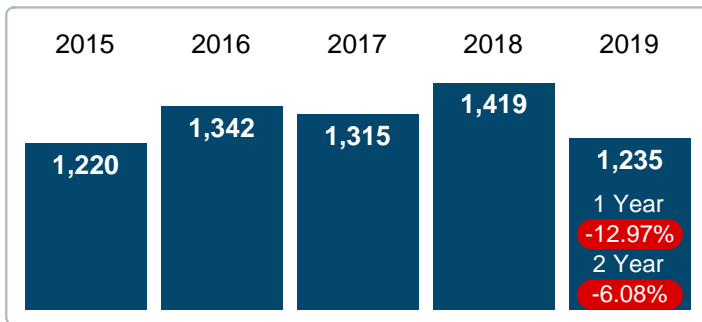
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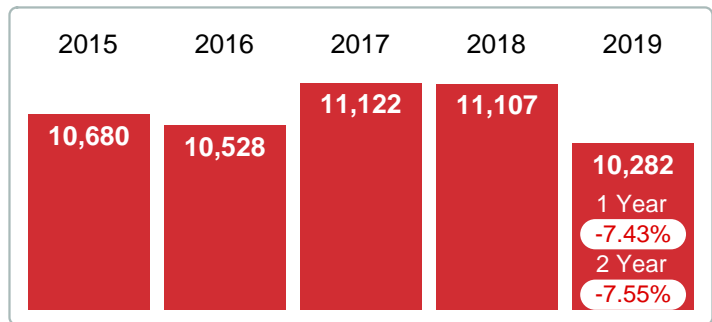
NEW LISTINGS

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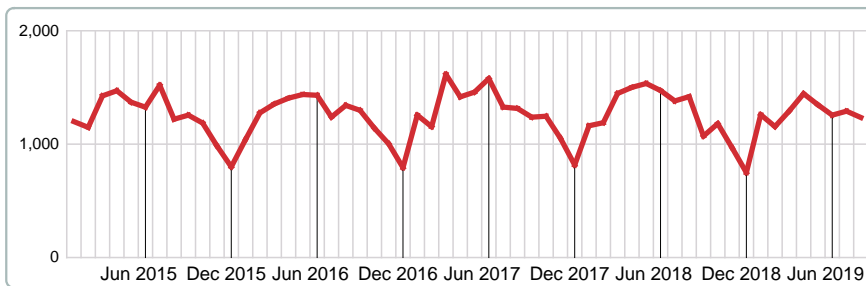
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,306

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,235 below the 5 yr AUG average of 1,306



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	117	9.47%	52	56	9	0
\$75,001 - \$125,000	163	13.20%	25	124	14	0
\$125,001 - \$150,000	114	9.23%	13	87	12	2
\$150,001 - \$225,000	350	28.34%	18	229	96	7
\$225,001 - \$300,000	201	16.28%	8	75	105	13
\$300,001 - \$425,000	150	12.15%	3	39	92	16
\$425,001 and up	140	11.34%	1	25	65	49
Total New Listed Units	1,235		120	635	393	87
Total New Listed Volume	316,106,097	100%	14.53M	117.78M	131.66M	52.14M
Median New Listed Listing Price	\$194,900		\$85,950	\$161,000	\$275,000	\$445,000

August 2019



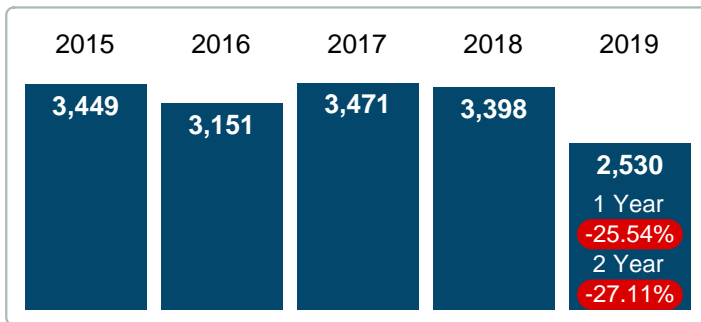
Area Delimited by County Of Tulsa - Residential Property Type



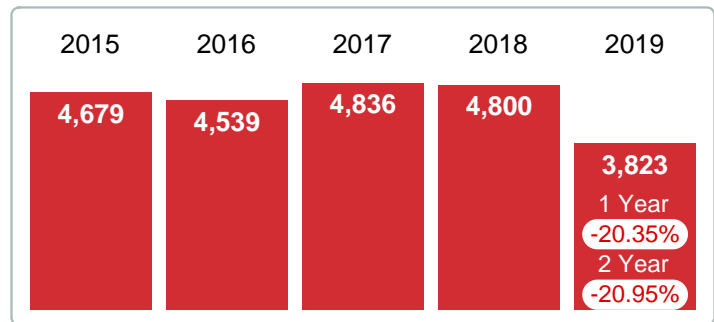
ACTIVE INVENTORY

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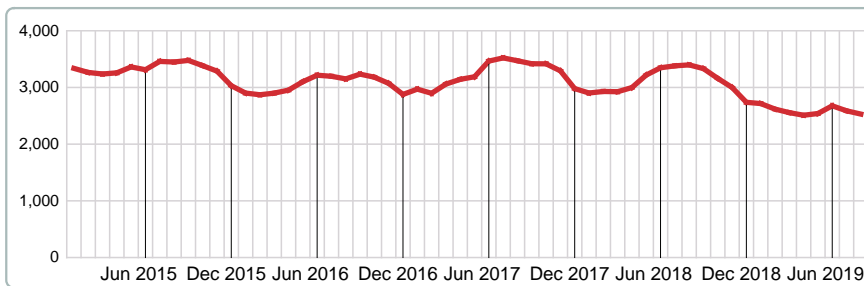
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3,200

High Jul 2017 3,521 Low Apr 2019 2,510

Inventory this month at 2,530
below the 5 yr AUG average of 3,200



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	205	8.10%	59.0	106	78	19	2
\$75,001 - \$150,000	335	13.24%	37.0	58	240	34	3
\$150,001 - \$200,000	381	15.06%	39.0	29	252	95	5
\$200,001 - \$325,000	663	26.21%	52.0	25	237	354	47
\$325,001 - \$425,000	368	14.55%	59.0	3	78	229	58
\$425,001 - \$650,000	323	12.77%	75.0	3	53	172	95
\$650,001 and up	255	10.08%	85.0	3	24	109	119
Total Active Inventory by Units			2,530	227	962	1,012	329
Total Active Inventory by Volume			899,740,106	28.50M	219.64M	416.79M	234.81M
Median Active Inventory Listing Price			\$264,250	\$85,250	\$184,500	\$328,500	\$538,500

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Area Delimited by County Of Tulsa - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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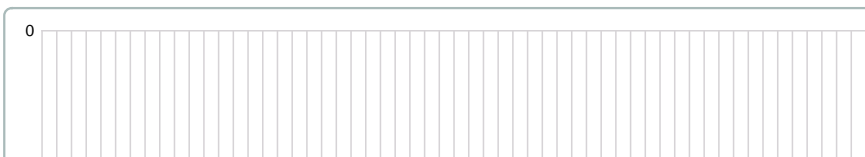
MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
2,530	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 AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf			
equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	205	8.10%	2.48	2.81	1.92	4.75	6.00
\$75,001 - \$150,000	335	13.24%	1.46	1.69	1.39	1.68	1.33
\$150,001 - \$200,000	381	15.06%	1.93	2.60	1.87	1.94	1.58
\$200,001 - \$325,000	663	26.21%	3.05	3.57	2.87	3.12	3.20
\$325,001 - \$425,000	368	14.55%	6.48	2.77	4.85	6.89	9.04
\$425,001 - \$650,000	323	12.77%	9.36	9.00	7.76	8.67	12.67
\$650,001 and up	255	10.08%	16.72	12.00	13.09	13.63	23.03
Market Supply of Inventory (MSI)			3.04	2.47	2.12	4.09	8.33
Total Active Inventory by Units		100%	3.04	227	962	1,012	329

August 2019



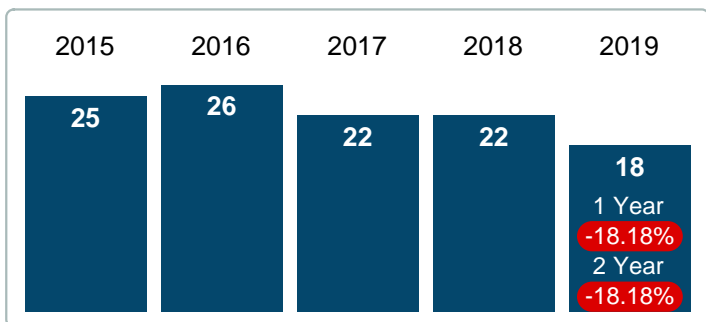
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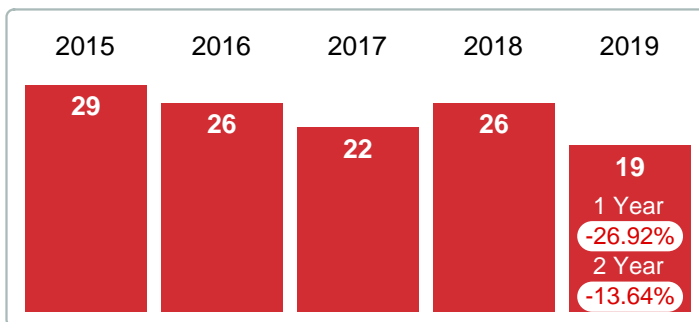
MEDIAN DAYS ON MARKET TO SALE

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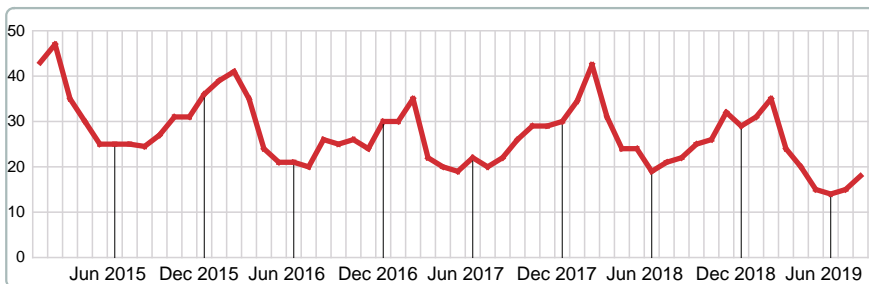
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

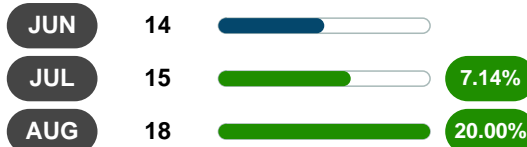


3 MONTHS

5 year AUG AVG = 23

High Feb 2015 47 Low Jun 2019 14

Median Days on Market to Sale this month at 18 below the 5 yr AUG average of 23



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	8.79%	23	34	14	32	16
\$75,001 - \$125,000	14.04%	10	11	9	66	46
\$125,001 - \$150,000	11.21%	8	20	7	8	0
\$150,001 - \$200,000	24.85%	14	16	13	22	14
\$200,001 - \$250,000	14.75%	25	54	17	28	26
\$250,001 - \$350,000	15.86%	25	28	20	21	63
\$350,001 and up	10.51%	48	0	21	56	81
Median Closed DOM		18	23	13	28	50
Total Closed Units	100%	990	114	534	297	45
Total Closed Volume		212,966,300	13.23M	93.89M	88.56M	17.29M

August 2019



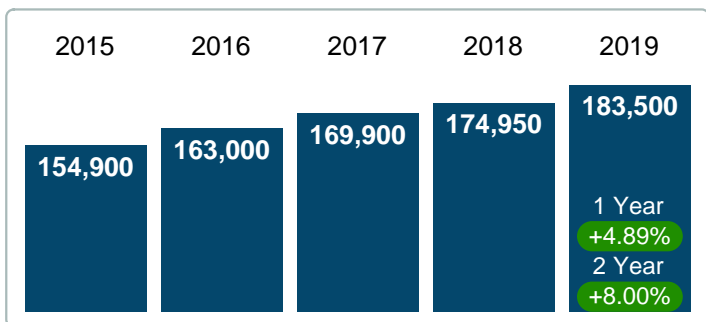
Area Delimited by County Of Tulsa - Residential Property Type



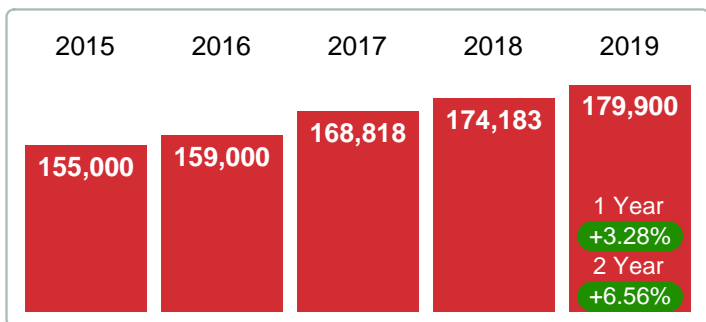
MEDIAN LIST PRICE AT CLOSING

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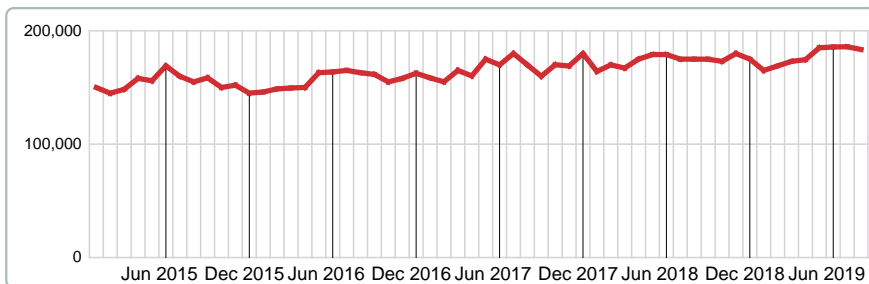
AUGUST



YEAR TO DATE (YTD)

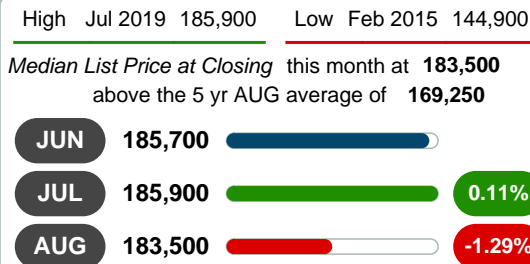


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 169,250



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	8.38%	57,600	57,900	59,000	41,450	69,900
\$75,001 - \$125,000	13.64%	105,000	99,900	106,200	116,900	0
\$125,001 - \$150,000	11.31%	141,900	146,200	141,900	140,450	149,000
\$150,001 - \$200,000	24.85%	175,000	159,950	175,000	180,000	195,000
\$200,001 - \$250,000	15.05%	228,900	224,950	225,000	230,000	242,500
\$250,001 - \$350,000	15.66%	295,000	327,500	279,900	296,000	305,000
\$350,001 and up	11.11%	449,450	359,000	448,950	434,450	479,100
Median List Price		183,500	105,000	162,950	259,900	310,000
Total Closed Units	100%	990	114	534	297	45
Total Closed Volume		218,604,581	13.70M	95.44M	91.40M	18.07M

August 2019



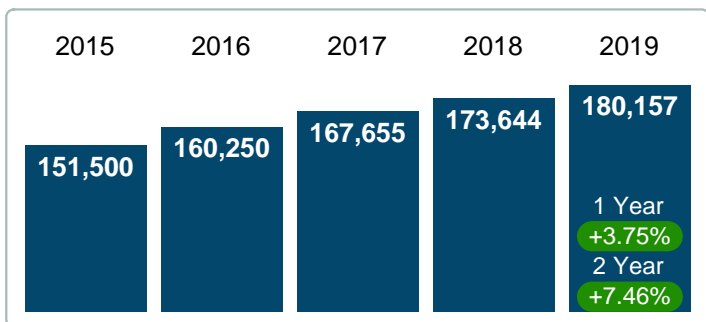
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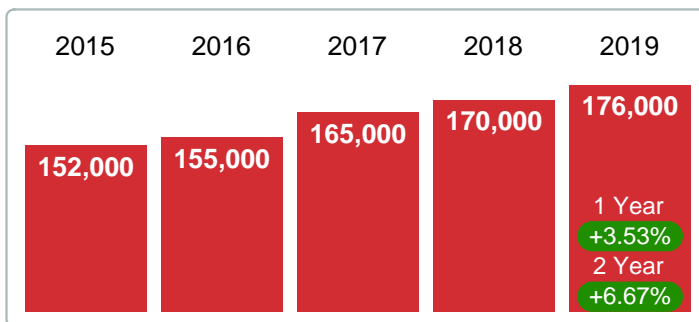
MEDIAN SOLD PRICE AT CLOSING

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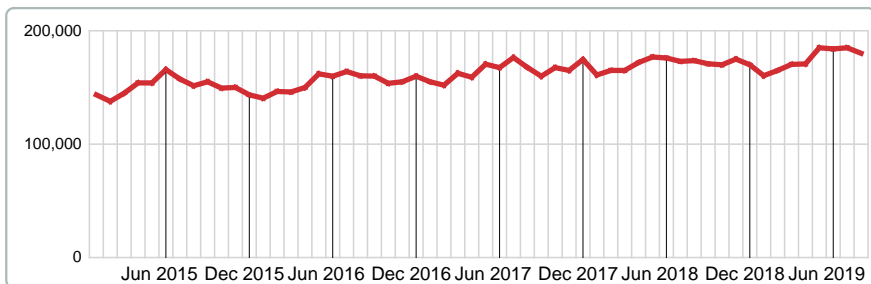
AUGUST



YEAR TO DATE (YTD)

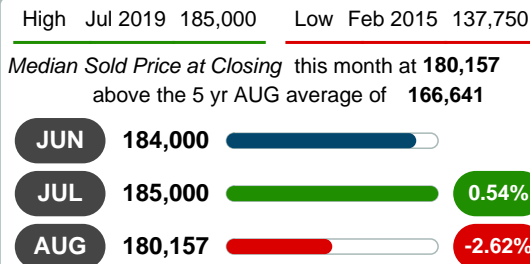


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 166,641



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	8.79%	53,000	54,376	52,837	42,108	66,405
\$75,001 - \$125,000	14.04%	106,000	93,750	107,000	115,000	107,500
\$125,001 - \$150,000	11.21%	141,000	145,500	139,900	141,000	0
\$150,001 - \$200,000	24.85%	175,000	167,450	174,750	182,187	169,900
\$200,001 - \$250,000	14.75%	225,001	215,950	225,000	229,500	240,000
\$250,001 - \$350,000	15.86%	290,000	330,000	274,875	291,000	299,000
\$350,001 and up	10.51%	440,950	0	429,500	416,750	479,000
Median Sold Price		180,157	99,000	161,232	258,421	299,000
Total Closed Units	100%	990	114	534	297	45
Total Closed Volume		212,966,300	13.23M	93.89M	88.56M	17.29M

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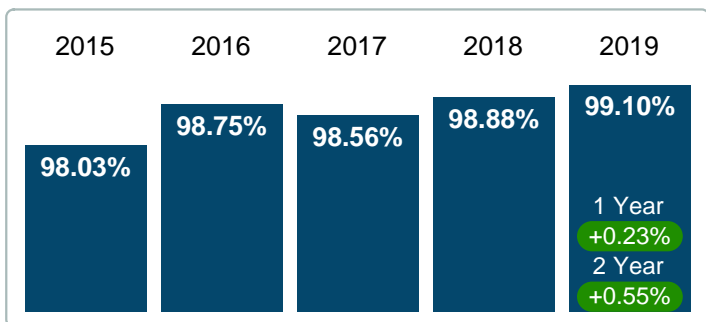
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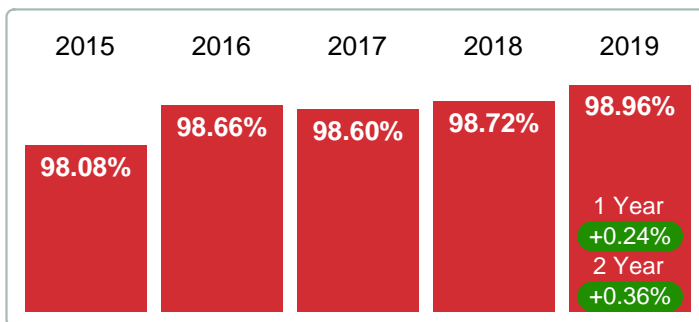
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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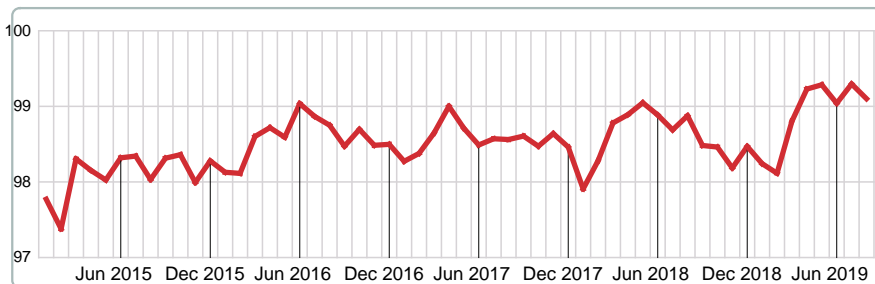
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

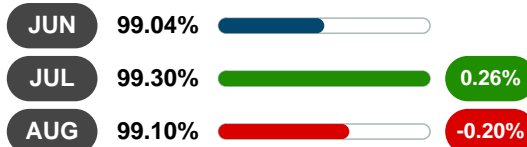


3 MONTHS

5 year AUG AVG = 98.66%

High Jul 2019 99.30% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **99.10%**
equal to 5 yr AUG average of **98.66%**



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	87	8.79%	93.33%	94.62%	91.38%	67.13%	95.00%
\$75,001 - \$125,000	139	14.04%	100.00%	98.20%	100.00%	97.56%	72.15%
\$125,001 - \$150,000	111	11.21%	100.00%	96.28%	100.00%	100.00%	0.00%
\$150,001 - \$200,000	246	24.85%	100.00%	99.38%	100.00%	100.00%	96.36%
\$200,001 - \$250,000	146	14.75%	99.62%	97.84%	100.00%	99.61%	98.97%
\$250,001 - \$350,000	157	15.86%	98.44%	100.00%	98.11%	98.65%	98.22%
\$350,001 and up	104	10.51%	97.42%	0.00%	99.34%	96.93%	97.60%
Median Sold/List Ratio		99.10%		97.85%	99.96%	98.72%	97.72%
Total Closed Units		990	100%	114	534	297	45
Total Closed Volume		212,966,300		13.23M	93.89M	88.56M	17.29M

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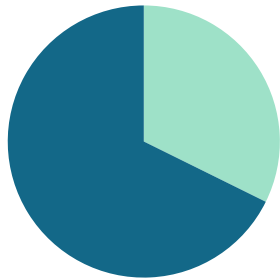
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

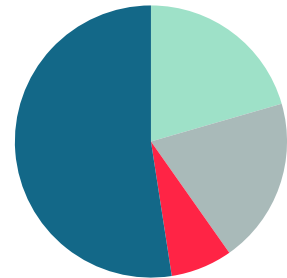


Inventory
 New Listings
1,235 = 32.30%
 Start Inventory
2,588
 Total Inventory Units
3,823
 Volume
\$1,230,018,417

Market Activity

Closed Sales
990 = 20.52%
 Pending Sales
951 = 19.71%
 Other Off Market
353 = 7.32%
 Active Inventory
2,530 = 52.45%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	996	990	-0.60%	7,076	7,077	0.01%
Pending Sales	913	951	4.16%	7,416	7,602	2.51%
New Listings	1,419	1,235	-12.97%	11,107	10,282	-7.43%
Median List Price	174,950	183,500	4.89%	174,183	179,900	3.28%
Median Sale Price	173,644	180,157	3.75%	170,000	176,000	3.53%
Median Percent of Selling Price to List Price	98.88%	99.10%	0.23%	98.72%	98.96%	0.24%
Median Days on Market to Sale	22.00	18.00	-18.18%	26.00	19.00	-26.92%
Monthly Inventory	3,401	2,530	-25.61%	3,401	2,530	-25.61%
Months Supply of Inventory	4.00	3.04	-24.19%	4.00	3.04	-24.19%

Absorption: Last 12 months, an Average of **833** Sales/Month

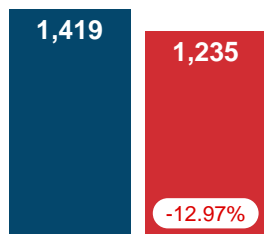
Inventory on August 31, 2019 = **2,530**

2018 **2019**

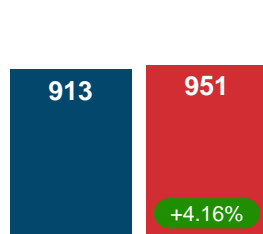
AUGUST MARKET

MEDIAN PRICES

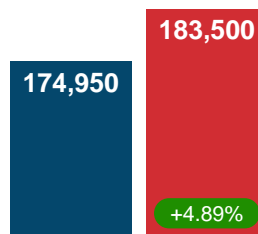
New Listings



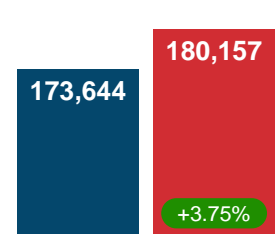
Pending Listings



List Price



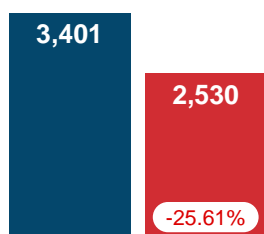
Sale Price



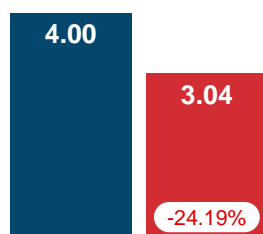
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

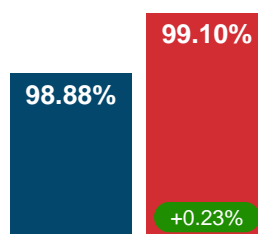
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

