

# July 2019



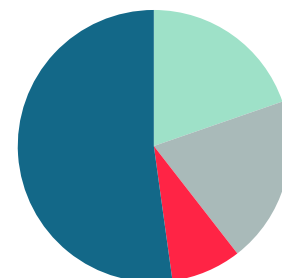
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	975	977	0.21%
Pending Listings	908	981	8.04%
New Listings	1,381	1,291	-6.52%
Average List Price	213,105	231,691	8.72%
Average Sale Price	207,305	226,480	9.25%
Average Percent of Selling Price to List Price	97.54%	98.34%	0.83%
Average Days on Market to Sale	37.98	32.70	-13.92%
End of Month Inventory	3,384	2,588	-23.52%
Months Supply of Inventory	4.02	3.10	-22.90%



■ Closed (19.70%)  
■ Pending (19.78%)  
■ Other OffMarket (8.33%)  
■ Active (52.19%)

**Absorption:** Last 12 months, an Average of **834** Sales/Month  
**Active Inventory** as of July 31, 2019 = **2,588**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2019 decreased **23.52%** to 2,588 existing homes available for sale. Over the last 12 months this area has had an average of 834 closed sales per month. This represents an unsold inventory index of **3.10** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **9.25%** in July 2019 to \$226,480 versus the previous year at \$207,305.

#### Average Days on Market Shortens

The average number of **32.70** days that homes spent on the market before selling decreased by 5.29 days or **13.92%** in July 2019 compared to last year's same month at **37.98** DOM.

#### Sales Success for July 2019 is Positive

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

There were 1,291 New Listings in July 2019, down **6.52%** from last year at 1,381. Furthermore, there were 977 Closed Listings this month versus last year at 975, a **0.21%** increase.

Closed versus Listed trends yielded a **75.7%** ratio, up from previous year's, July 2018, at **70.6%**, a **7.19%** 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

<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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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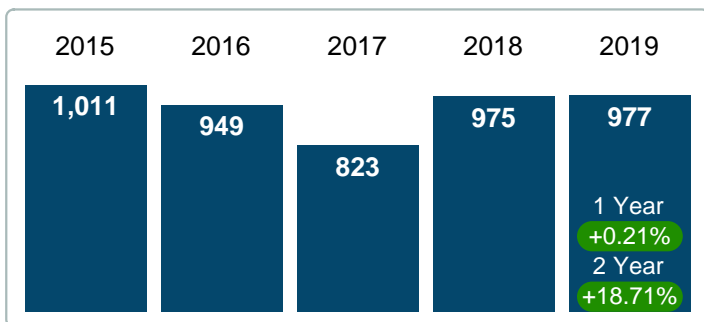
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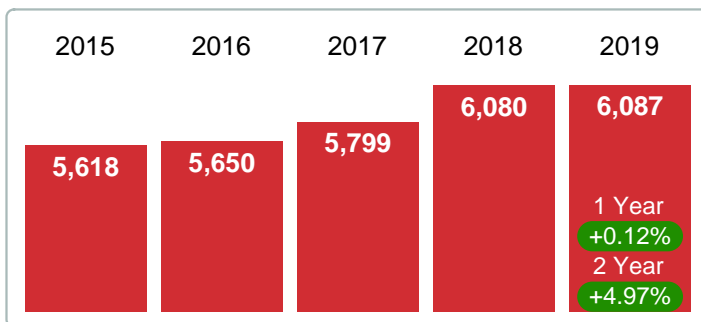
## CLOSED LISTINGS

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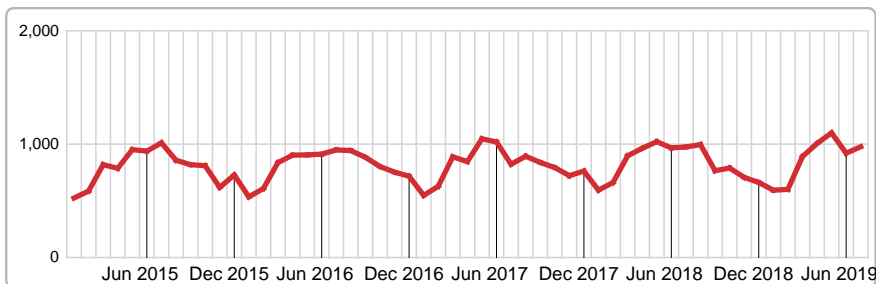
### JULY



### YEAR TO DATE (YTD)

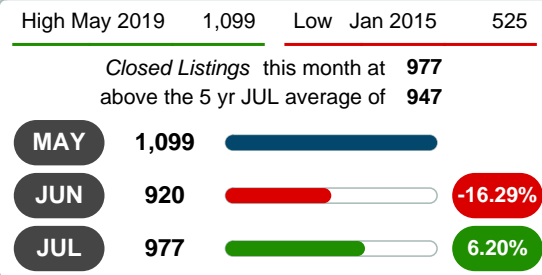


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 947



### 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	65	6.65%	33.4	28	34	3	0
\$75,001 - \$125,000	135	13.82%	23.3	31	98	5	1
\$125,001 - \$150,000	116	11.87%	21.6	13	87	16	0
\$150,001 - \$200,000	234	23.95%	26.5	11	164	54	5
\$200,001 - \$275,000	188	19.24%	37.5	6	75	97	10
\$275,001 - \$350,000	125	12.79%	43.7	3	39	70	13
\$350,001 and up	114	11.67%	47.4	3	23	64	24
<b>Total Closed Units</b>	<b>977</b>			<b>95</b>	<b>520</b>	<b>309</b>	<b>53</b>
<b>Total Closed Volume</b>	<b>221,271,447</b>	<b>100%</b>	<b>32.7</b>	<b>12.54M</b>	<b>93.09M</b>	<b>92.49M</b>	<b>23.15M</b>
<b>Average Closed Price</b>	<b>\$226,480</b>			<b>\$131,987</b>	<b>\$179,015</b>	<b>\$299,333</b>	<b>\$436,808</b>

# July 2019



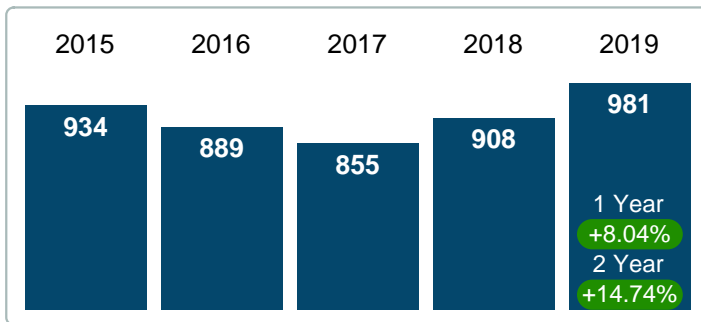
Area Delimited by County Of Tulsa - Residential Property Type



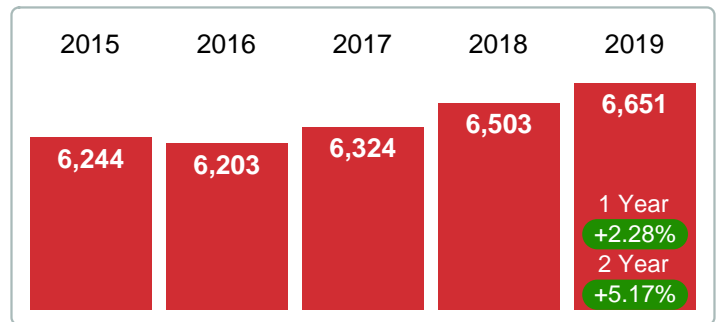
## PENDING LISTINGS

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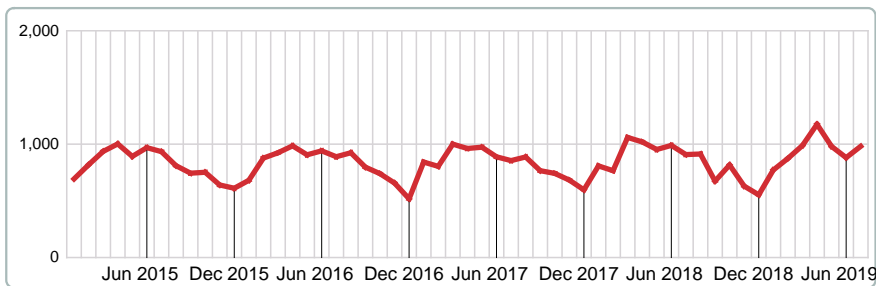
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 913

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **981**  
above the 5 yr JUL average of **913**



### 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	75	7.65%	34.5	35	35	4	1
\$75,001 - \$125,000	124	12.64%	33.1	30	89	5	0
\$125,001 - \$150,000	89	9.07%	16.1	7	73	8	1
\$150,001 - \$225,000	330	33.64%	37.3	28	217	77	8
\$225,001 - \$275,000	123	12.54%	46.4	3	41	71	8
\$275,001 - \$375,000	138	14.07%	42.8	5	32	90	11
\$375,001 and up	102	10.40%	60.1	0	19	61	22
<b>Total Pending Units</b>	<b>981</b>			<b>108</b>	<b>506</b>	<b>316</b>	<b>51</b>
<b>Total Pending Volume</b>	<b>234,870,617</b>	<b>100%</b>	<b>38.6</b>	<b>12.97M</b>	<b>90.97M</b>	<b>103.89M</b>	<b>27.03M</b>
<b>Average Listing Price</b>	<b>\$236,819</b>			<b>\$120,131</b>	<b>\$179,790</b>	<b>\$328,773</b>	<b>\$530,003</b>

# July 2019



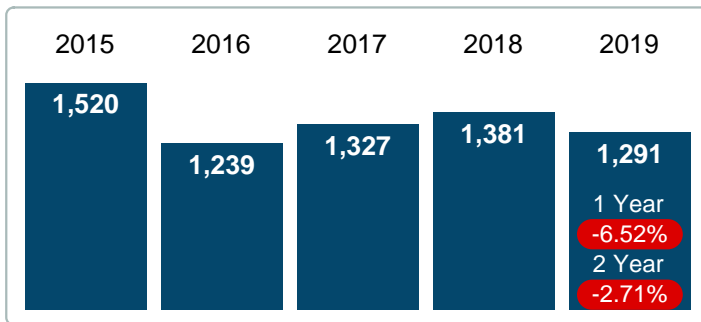
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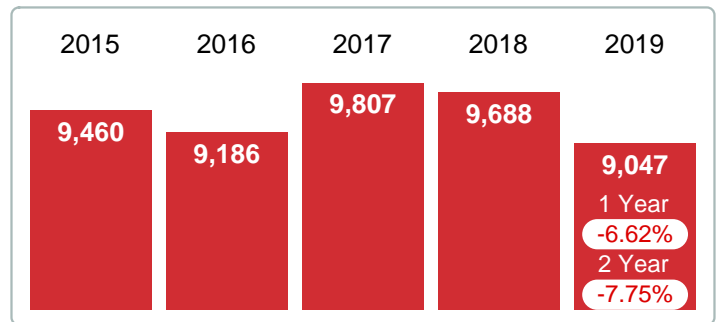
## NEW LISTINGS

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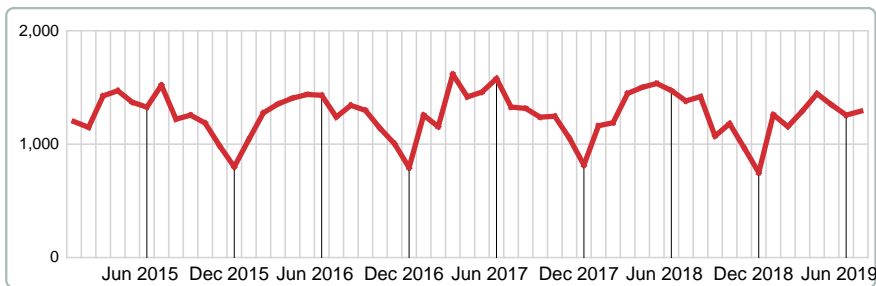
### JULY



### YEAR TO DATE (YTD)

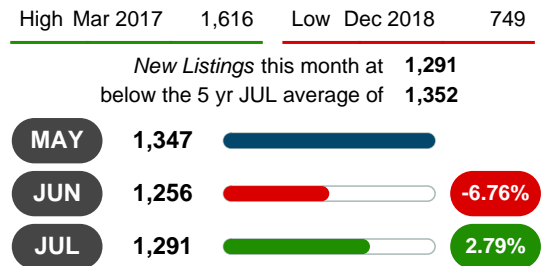


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,352



### 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	91	7.05%	38	48	3	2
\$75,001 - \$125,000	133	10.30%	31	94	8	0
\$125,001 - \$150,000	130	10.07%	8	106	14	2
\$150,001 - \$225,000	391	30.29%	26	262	98	5
\$225,001 - \$300,000	213	16.50%	7	90	102	14
\$300,001 - \$425,000	202	15.65%	3	45	118	36
\$425,001 and up	131	10.15%	0	15	72	44
<b>Total New Listed Units</b>	<b>1,291</b>		<b>113</b>	<b>660</b>	<b>415</b>	<b>103</b>
<b>Total New Listed Volume</b>	<b>347,567,517</b>	<b>100%</b>	<b>13.70M</b>	<b>126.11M</b>	<b>147.46M</b>	<b>60.30M</b>
<b>Average New Listed Listing Price</b>	<b>\$219,920</b>		<b>\$121,228</b>	<b>\$191,076</b>	<b>\$355,321</b>	<b>\$585,440</b>

# July 2019



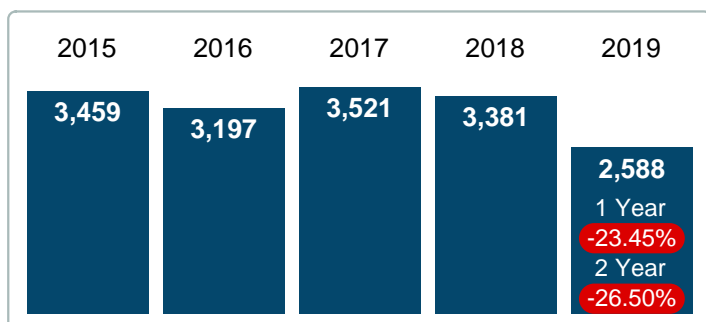
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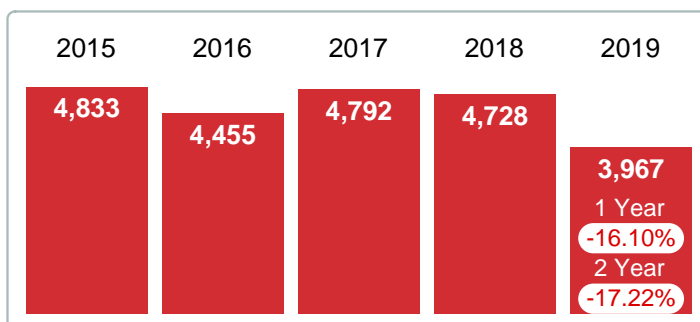
## ACTIVE INVENTORY

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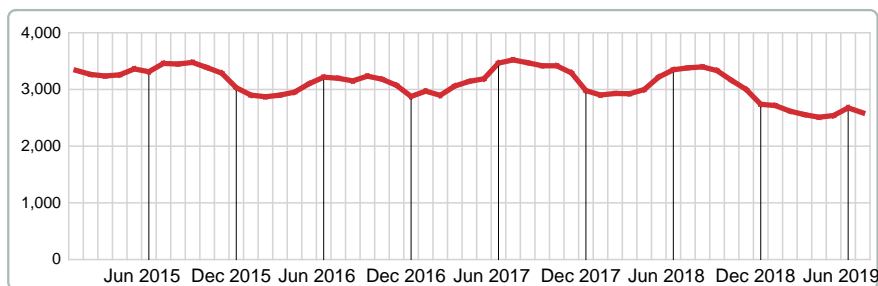
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

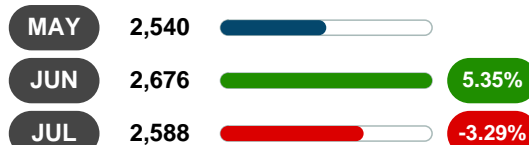


### 3 MONTHS

5 year JUL AVG = 3,229

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

Inventory this month at **2,588**  
below the 5 yr JUL average of **3,229**



### 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	200	7.73%	95.1	105	76	17	2
\$75,001 - \$150,000	358	13.83%	80.4	59	248	47	4
\$150,001 - \$200,000	386	14.91%	53.9	36	252	92	6
\$200,001 - \$300,000	609	23.53%	61.7	27	247	291	44
\$300,001 - \$425,000	436	16.85%	65.2	4	94	269	69
\$425,001 - \$650,000	338	13.06%	78.3	3	48	182	105
\$650,001 and up	261	10.09%	84.4	3	25	113	120
Total Active Inventory by Units	2,588			237	990	1,011	350
Total Active Inventory by Volume	913,912,320	100%	70.7	30.34M	225.29M	415.56M	242.72M
Average Active Inventory Listing Price	\$353,135			\$128,032	\$227,564	\$411,036	\$693,494

# July 2019



Area Delimited by County Of Tulsa - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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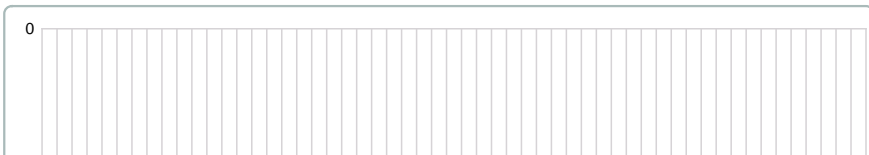
### MSI FOR JULY

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

Inventory	Closed	Absorption	MSI	MSI %
<b>2,588</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 JUL AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	200	7.73%	2.41	2.75	1.87	4.43	8.00
\$75,001 - \$150,000	358	13.83%	1.54	1.70	1.42	2.31	1.66
\$150,001 - \$200,000	386	14.91%	1.96	3.79	1.88	1.82	1.80
\$200,001 - \$300,000	609	23.53%	3.22	4.38	3.30	3.02	3.67
\$300,001 - \$425,000	436	16.85%	5.25	1.92	4.06	5.54	7.53
\$425,001 - \$650,000	338	13.06%	9.77	7.20	7.29	9.02	14.16
\$650,001 and up	261	10.09%	17.60	12.00	15.00	14.58	23.23
Market Supply of Inventory (MSI)			3.10	2.59	2.17	4.08	8.81
Total Active Inventory by Units		100%	3.10	237	990	1,011	350

# July 2019



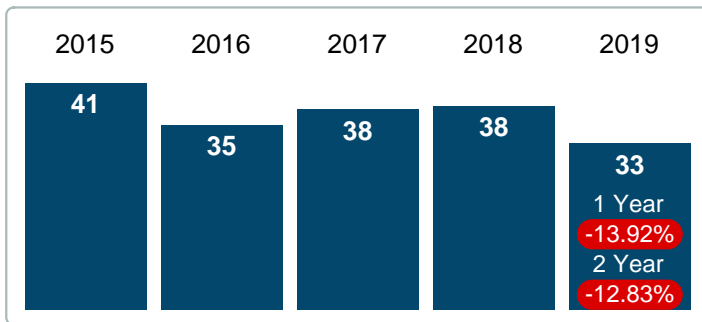
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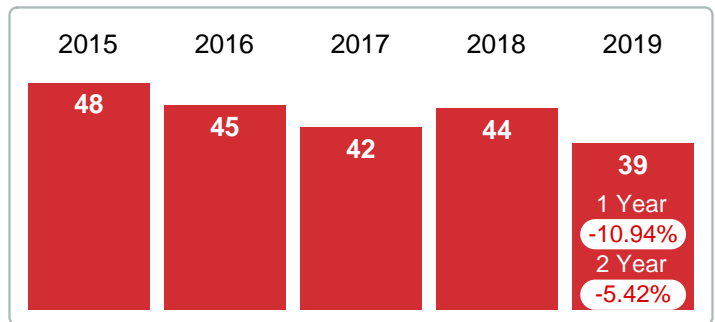
## AVERAGE DAYS ON MARKET TO SALE

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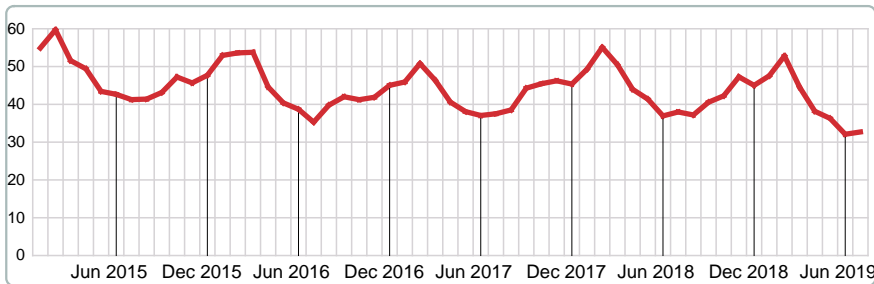
### JULY



### YEAR TO DATE (YTD)

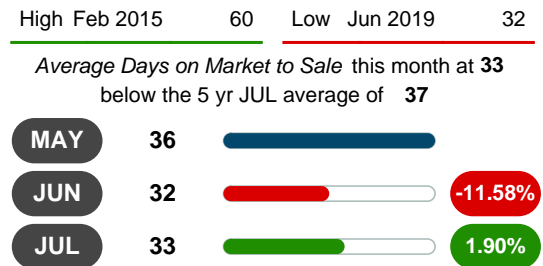


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 37



### 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	6.65%	33	43	28	6	0
\$75,001 - \$125,000	13.82%	23	31	21	29	3
\$125,001 - \$150,000	11.87%	22	30	21	19	0
\$150,001 - \$200,000	23.95%	26	28	24	35	28
\$200,001 - \$275,000	19.24%	38	38	37	37	51
\$275,001 - \$350,000	12.79%	44	111	29	45	63
\$350,001 and up	11.67%	47	89	44	43	57
<b>Average Closed DOM</b>		<b>33</b>	<b>39</b>	<b>26</b>	<b>38</b>	<b>53</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>977</b>	<b>95</b>	<b>520</b>	<b>309</b>	<b>53</b>
<b>Total Closed Volume</b>		<b>221,271,447</b>	<b>12.54M</b>	<b>93.09M</b>	<b>92.49M</b>	<b>23.15M</b>

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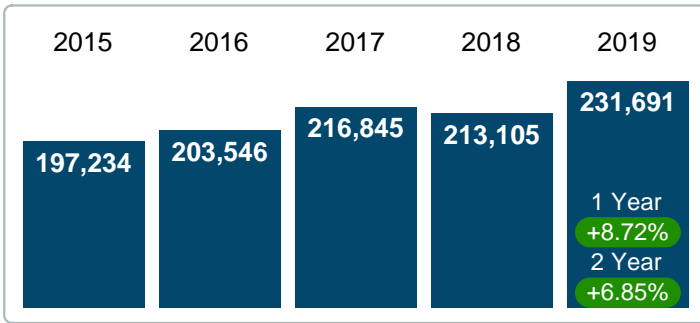
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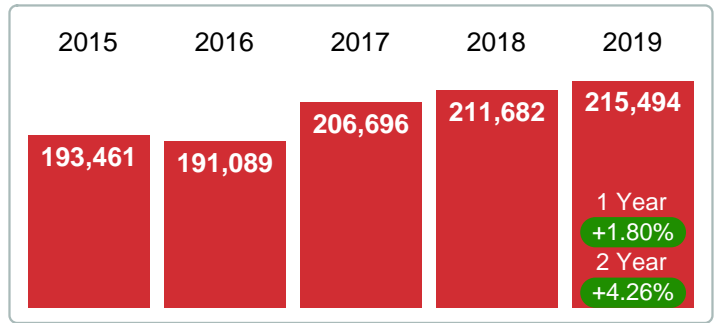
## AVERAGE LIST PRICE AT CLOSING

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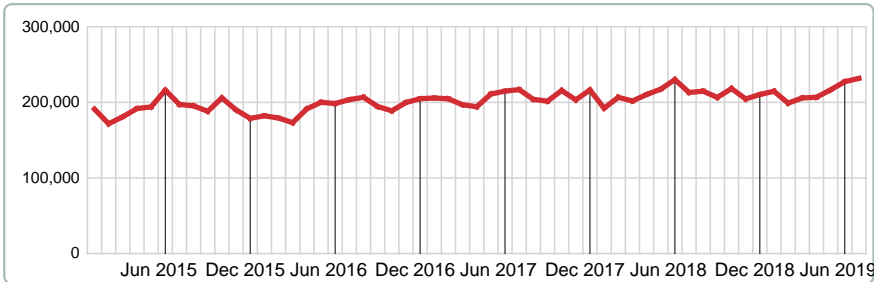
### JULY



### YEAR TO DATE (YTD)

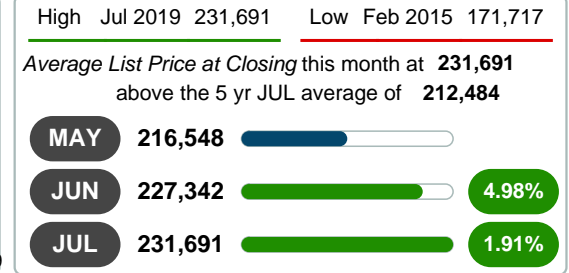


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 212,484



### 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	6.76%	53,468	48,093	59,600	59,967	0
\$75,001 - \$125,000	13.00%	105,573	99,437	108,066	119,460	119,000
\$125,001 - \$150,000	11.87%	139,390	143,500	141,425	140,337	0
\$150,001 - \$200,000	24.67%	175,010	172,391	172,946	182,460	180,040
\$200,001 - \$275,000	18.63%	235,935	238,033	238,486	235,110	248,330
\$275,001 - \$350,000	13.41%	310,119	326,000	308,754	310,690	319,900
\$350,001 and up	11.67%	592,220	836,500	505,350	581,481	671,469
<b>Average List Price</b>		<b>231,691</b>	<b>137,965</b>	<b>182,375</b>	<b>306,292</b>	<b>448,612</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>231,691</b>	<b>95</b>	<b>520</b>	<b>309</b>	<b>53</b>
<b>Total Closed Volume</b>		<b>226,362,204</b>	<b>13.11M</b>	<b>94.83M</b>	<b>94.64M</b>	<b>23.78M</b>



# July 2019



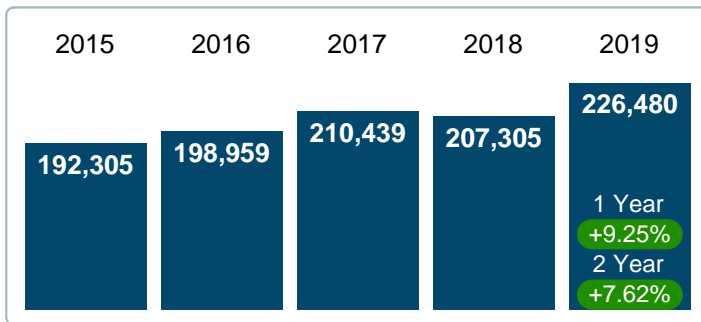
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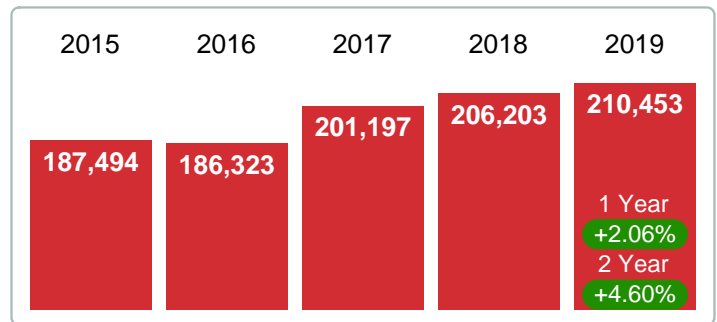
## AVERAGE SOLD PRICE AT CLOSING

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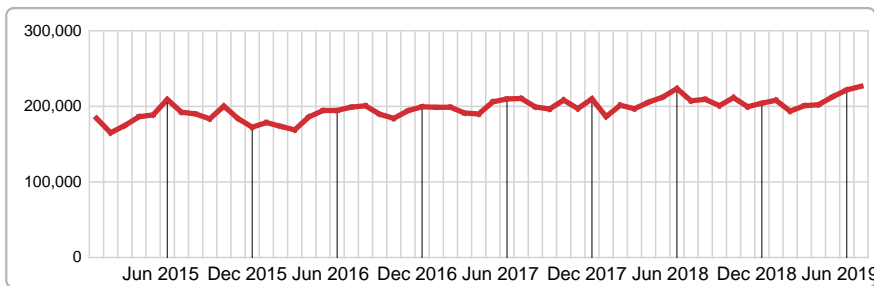
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

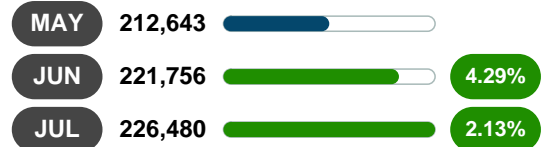


### 3 MONTHS

5 year JUL AVG = 207,097

High Jul 2019 226,480 Low Feb 2015 165,100

Average Sold Price at Closing this month at **226,480** above the 5 yr JUL average of **207,097**



### 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	6.65%	51,394	43,766	56,850	60,767	0
\$75,001 - \$125,000	13.82%	104,510	97,539	106,160	113,300	115,000
\$125,001 - \$150,000	11.87%	138,854	138,738	138,935	138,506	0
\$150,001 - \$200,000	23.95%	174,095	174,453	171,795	180,380	180,860
\$200,001 - \$275,000	19.24%	233,352	231,583	233,064	232,579	244,060
\$275,001 - \$350,000	12.79%	306,759	319,183	305,799	306,153	310,031
\$350,001 and up	11.67%	568,086	740,000	481,896	559,339	652,523
<b>Average Sold Price</b>		<b>226,480</b>	<b>131,987</b>	<b>179,015</b>	<b>299,333</b>	<b>436,808</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>226,480</b>	<b>95</b>	<b>520</b>	<b>309</b>	<b>53</b>
<b>Total Closed Volume</b>		<b>221,271,447</b>	<b>12.54M</b>	<b>93.09M</b>	<b>92.49M</b>	<b>23.15M</b>

# July 2019



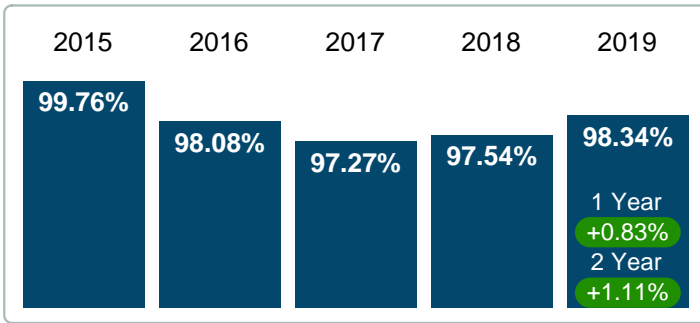
Area Delimited by County Of Tulsa - Residential Property Type



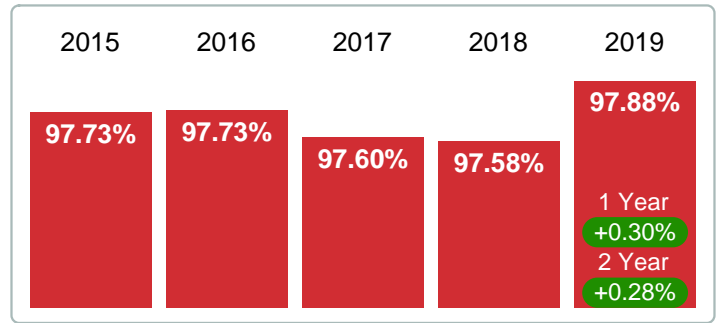
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

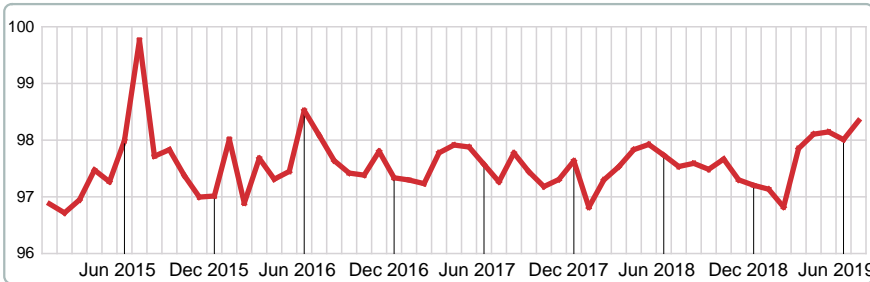
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

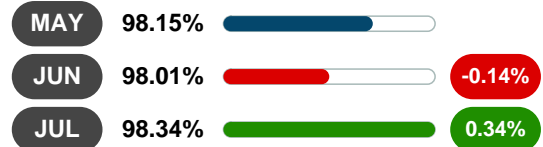


### 3 MONTHS

5 year JUL AVG = 98.20%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **98.34%**  
equal to 5 yr JUL average of **98.20%**



### 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	65	6.65%	93.77%	89.61%	96.50%	101.64%	0.00%
\$75,001 - \$125,000	135	13.82%	98.81%	98.42%	99.10%	96.12%	96.64%
\$125,001 - \$150,000	116	11.87%	98.27%	97.08%	98.34%	98.83%	0.00%
\$150,001 - \$200,000	234	23.95%	99.77%	108.33%	99.44%	98.96%	100.41%
\$200,001 - \$275,000	188	19.24%	98.47%	97.30%	97.91%	98.98%	98.32%
\$275,001 - \$350,000	125	12.79%	98.58%	98.01%	99.14%	98.57%	97.10%
\$350,001 and up	114	11.67%	97.06%	94.67%	96.51%	97.40%	96.97%
Average Sold/List Ratio		98.30%		96.59%	98.63%	98.53%	97.57%
Total Closed Units	977	100%	98.30%	95	520	309	53
Total Closed Volume	221,271,447			12.54M	93.09M	92.49M	23.15M

# July 2019



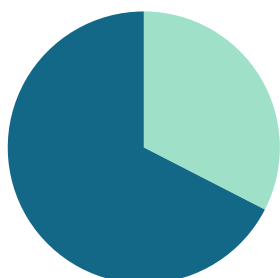
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

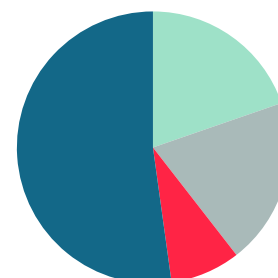


**Inventory**  
 New Listings  
**1,291 = 32.54%**  
 Start Inventory  
**2,676**  
 Total Inventory Units  
**3,967**  
 Volume  
**\$1,299,983,121**

### Market Activity

Closed Sales  
**977 = 19.70%**  
 Pending Sales  
**981 = 19.78%**  
 Other Off Market  
**413 = 8.33%**  
 Active Inventory  
**2,588 = 52.19%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	975	977	0.21%	6,080	6,087	0.12%
Pending Sales	908	981	8.04%	6,503	6,651	2.28%
New Listings	1,381	1,291	-6.52%	9,688	9,047	-6.62%
Average List Price	213,105	231,691	8.72%	211,682	215,494	1.80%
Average Sale Price	207,305	226,480	9.25%	206,203	210,453	2.06%
Average Percent of Selling Price to List Price	97.54%	98.34%	0.83%	97.58%	97.88%	0.30%
Average Days on Market to Sale	37.98	32.70	-13.92%	44.15	39.32	-10.94%
Monthly Inventory	3,384	2,588	-23.52%	3,384	2,588	-23.52%
Months Supply of Inventory	4.02	3.10	-22.90%	4.02	3.10	-22.90%

**Absorption:** Last 12 months, an Average of **834** Sales/Month

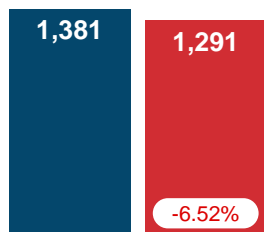
**Inventory** on July 31, 2019 = **2,588**

**2018** **2019**

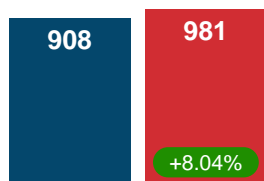
### JULY MARKET

### AVERAGE PRICES

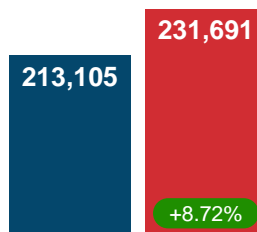
#### New Listings



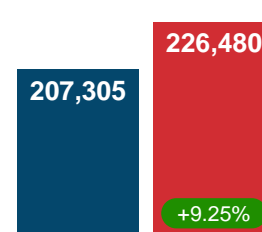
#### Pending Listings



#### List Price



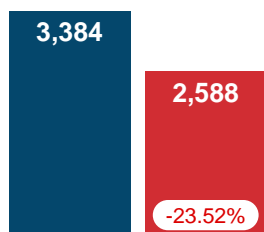
#### Sale Price



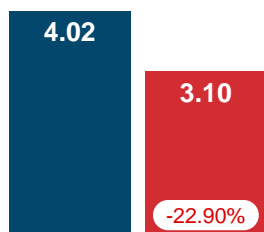
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

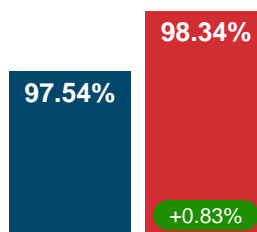
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

