

July 2019



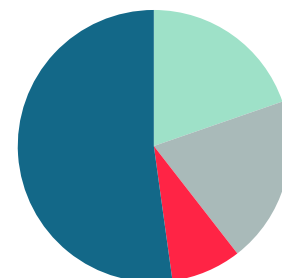
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	175,000	185,900	6.23%
Median Sale Price	173,000	185,000	6.94%
Median Percent of Selling Price to List Price	98.69%	99.30%	0.62%
Median Days on Market to Sale	21.00	15.00	-28.57%
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.

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 **6.94%** in July 2019 to \$185,000 versus the previous year at \$173,000.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 6.00 days or **28.57%** in July 2019 compared to last year's same month at **21.00** DOM.

Sales Success for July 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 1,291 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.

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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

July 2019



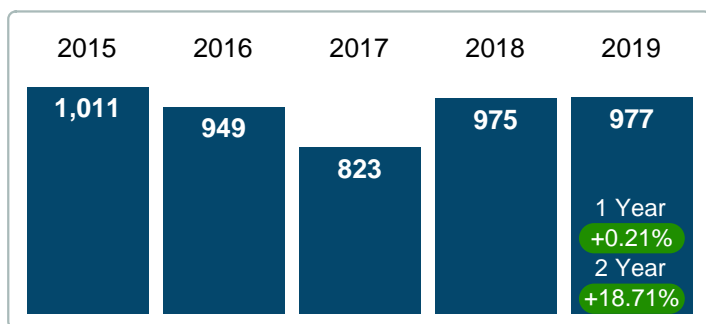
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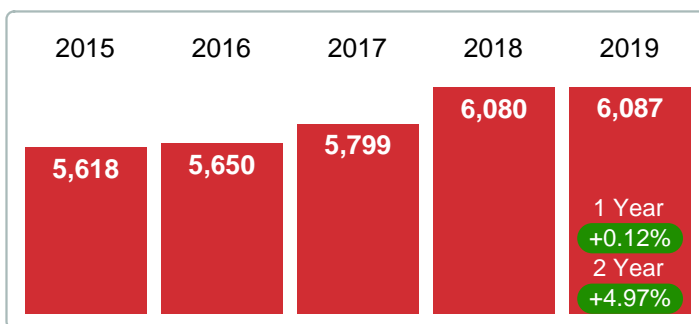
CLOSED LISTINGS

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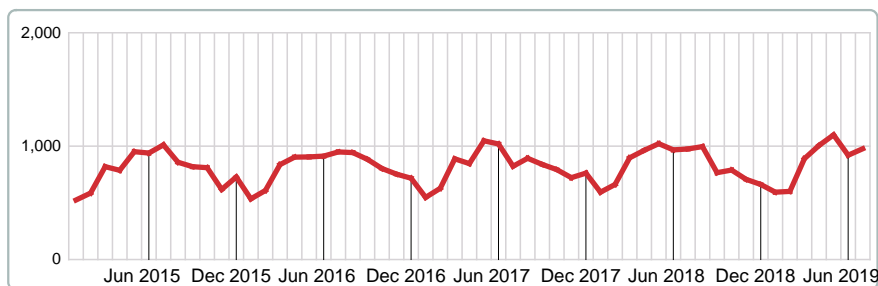
JULY



YEAR TO DATE (YTD)

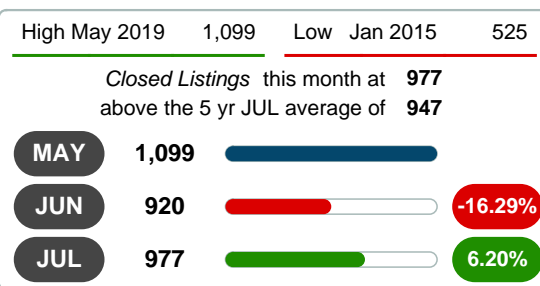


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 947



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	65	6.65%	23.0	28	34	3	0
\$75,001 - \$125,000	135	13.82%	9.0	31	98	5	1
\$125,001 - \$150,000	116	11.87%	7.0	13	87	16	0
\$150,001 - \$200,000	234	23.95%	10.5	11	164	54	5
\$200,001 - \$275,000	188	19.24%	24.0	6	75	97	10
\$275,001 - \$350,000	125	12.79%	23.0	3	39	70	13
\$350,001 and up	114	11.67%	26.0	3	23	64	24
Total Closed Units	977			95	520	309	53
Total Closed Volume	221,271,447	100%	15.0	12.54M	93.09M	92.49M	23.15M
Median Closed Price	\$185,000			\$101,500	\$159,950	\$252,000	\$328,000

July 2019



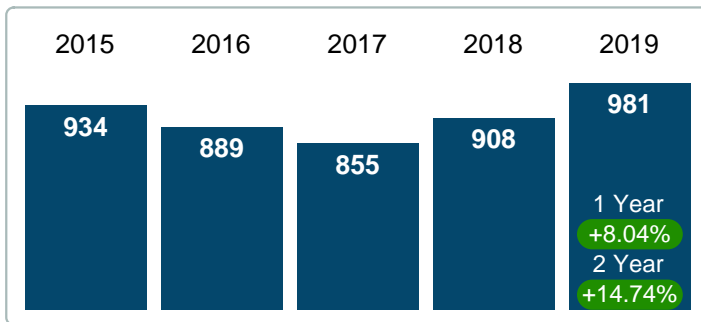
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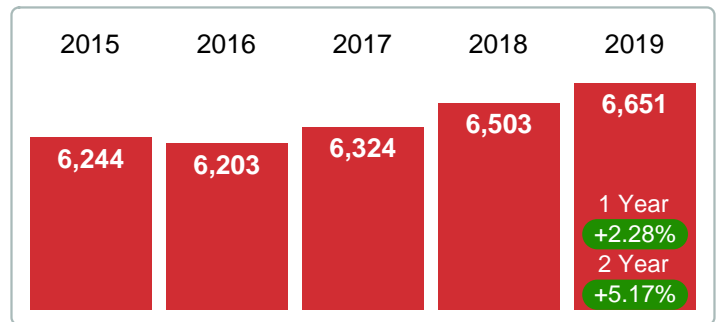
PENDING LISTINGS

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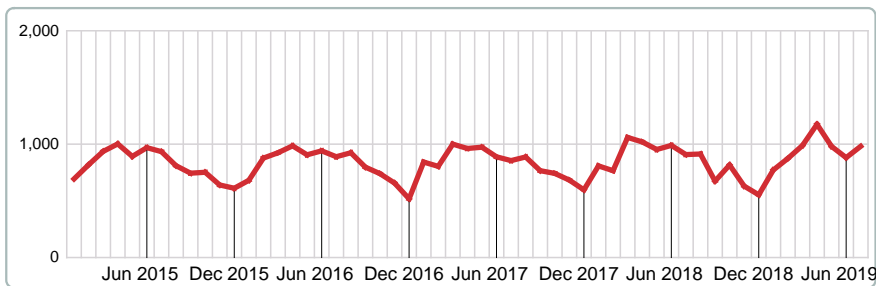
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

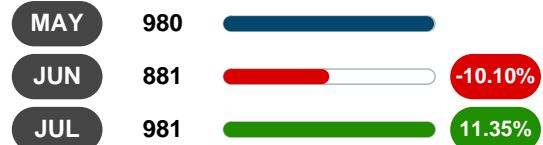


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	75	7.65%	22.0	35	35	4	1
\$75,001 - \$125,000	124	12.64%	17.5	30	89	5	0
\$125,001 - \$150,000	89	9.07%	8.0	7	73	8	1
\$150,001 - \$225,000	330	33.64%	18.5	28	217	77	8
\$225,001 - \$275,000	123	12.54%	32.0	3	41	71	8
\$275,001 - \$375,000	138	14.07%	22.5	5	32	90	11
\$375,001 and up	102	10.40%	51.0	0	19	61	22
Total Pending Units	981			108	506	316	51
Total Pending Volume	234,870,617	100%	21.0	12.97M	90.97M	103.89M	27.03M
Median Listing Price	\$189,900			\$107,000	\$164,900	\$270,000	\$324,900

July 2019



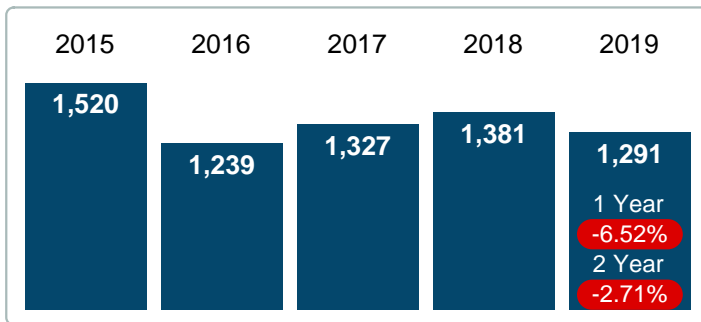
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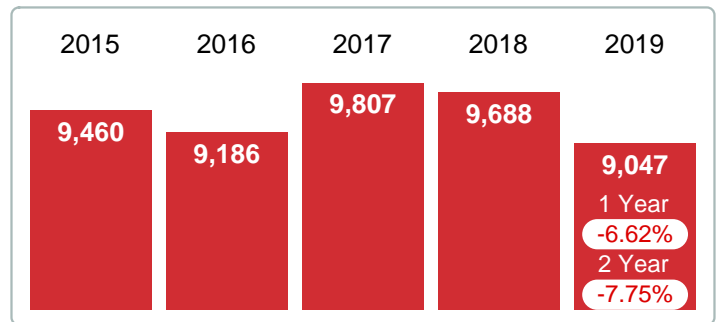
NEW LISTINGS

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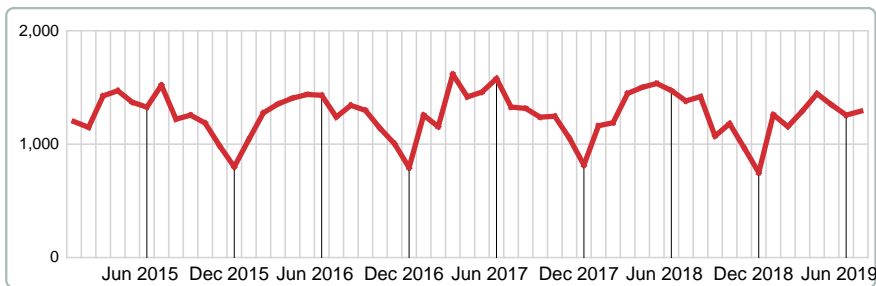
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

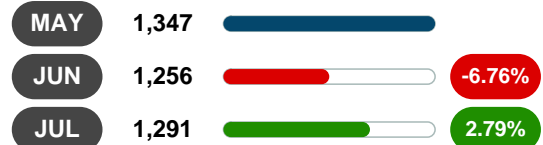


3 MONTHS

5 year JUL AVG = 1,352

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,291
below the 5 yr JUL average of 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
Total New Listed Units	1,291		113	660	415	103
Total New Listed Volume	347,567,517	100%	13.70M	126.11M	147.46M	60.30M
Median New Listed Listing Price	\$199,900		\$102,000	\$169,900	\$289,940	\$400,000

July 2019



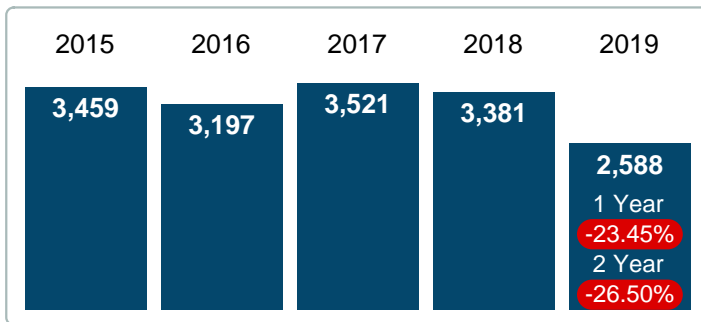
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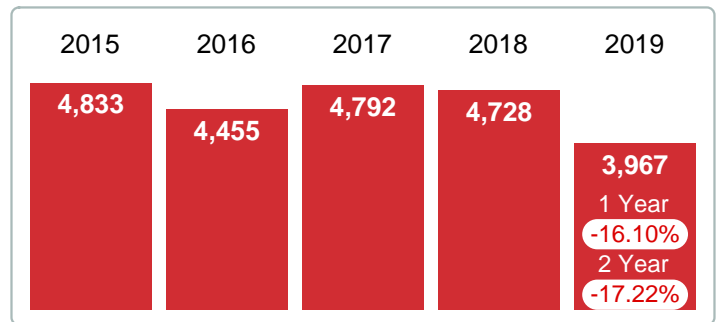
ACTIVE INVENTORY

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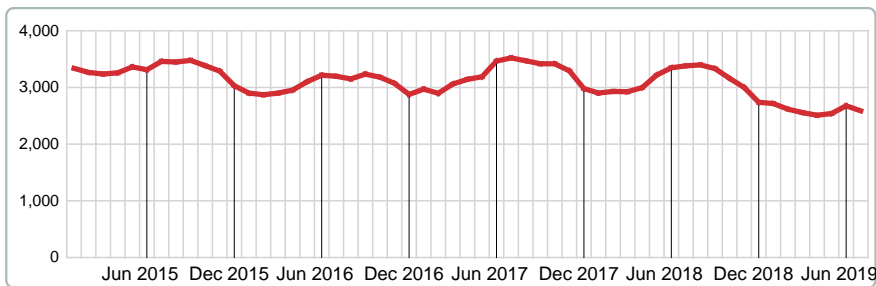
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

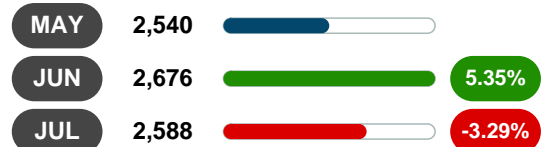


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	200 <div style="width: 6.1%;"></div>	7.73%	54.5	105	76	17	2
\$75,001 - \$150,000	358 <div style="width: 11.2%;"></div>	13.83%	40.5	59	248	47	4
\$150,001 - \$200,000	386 <div style="width: 11.9%;"></div>	14.91%	35.0	36	252	92	6
\$200,001 - \$300,000	609 <div style="width: 18.9%;"></div>	23.53%	48.0	27	247	291	44
\$300,001 - \$425,000	436 <div style="width: 13.4%;"></div>	16.85%	51.0	4	94	269	69
\$425,001 - \$650,000	338 <div style="width: 10.3%;"></div>	13.06%	72.0	3	48	182	105
\$650,001 and up	261 <div style="width: 8.0%;"></div>	10.09%	83.0	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%	30.34M	225.29M	415.56M	242.72M
Median Active Inventory Listing Price		\$260,000		\$89,500	\$185,000	\$329,900	\$532,000

July 2019



Area Delimited by County Of Tulsa - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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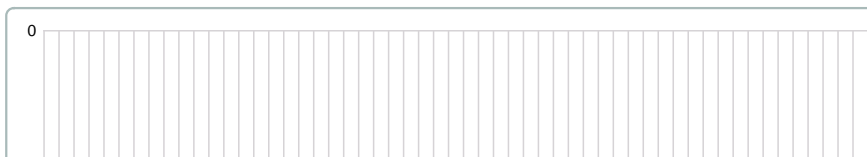
MSI FOR JULY

2015	2016	2017	2018	2019

INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
2,588	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 JUL AVG = inf

High	Jul 2019	Low	Jul 2019
inf	inf	inf	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



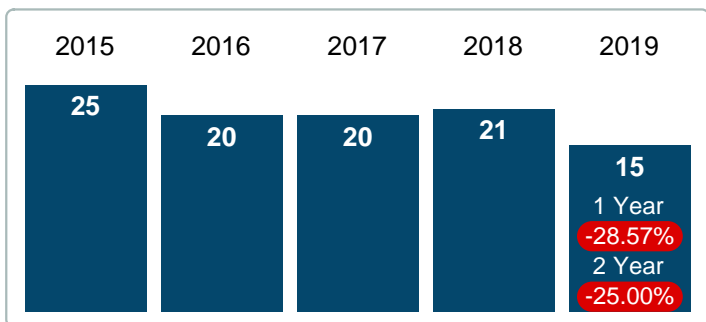
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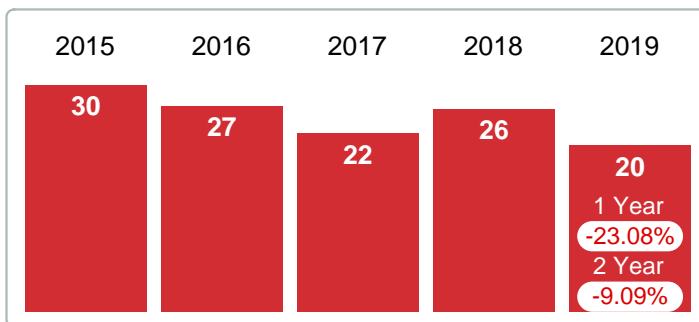
MEDIAN DAYS ON MARKET TO SALE

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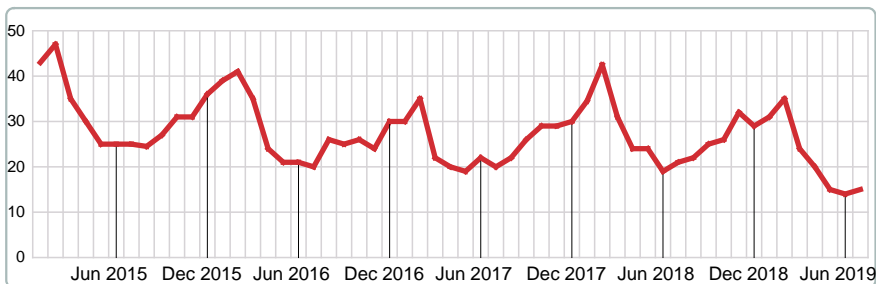
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 20

High Feb 2015 47 Low Jun 2019 14

Median Days on Market to Sale this month at 15 below the 5 yr JUL average of 20



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	6.65%	23	30	12	3	0
\$75,001 - \$125,000	13.82%	9	13	9	5	3
\$125,001 - \$150,000	11.87%	7	5	7	12	0
\$150,001 - \$200,000	23.95%	11	11	8	21	22
\$200,001 - \$275,000	19.24%	24	22	22	23	39
\$275,001 - \$350,000	12.79%	23	89	20	22	47
\$350,001 and up	11.67%	26	79	20	25	65
Median Closed DOM		15	21	9	21	43
Total Closed Units	100%	977	95	520	309	53
Total Closed Volume		221,271,447	12.54M	93.09M	92.49M	23.15M

July 2019



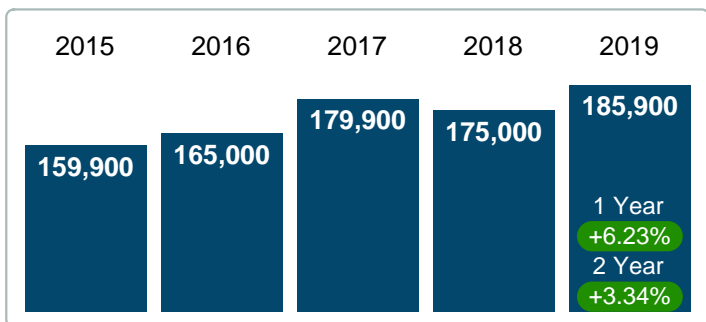
Area Delimited by County Of Tulsa - Residential Property Type



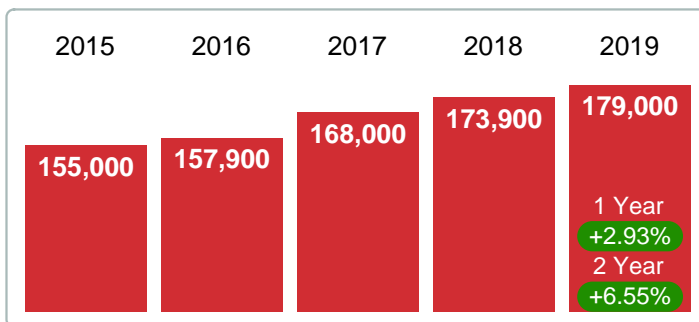
MEDIAN LIST PRICE AT CLOSING

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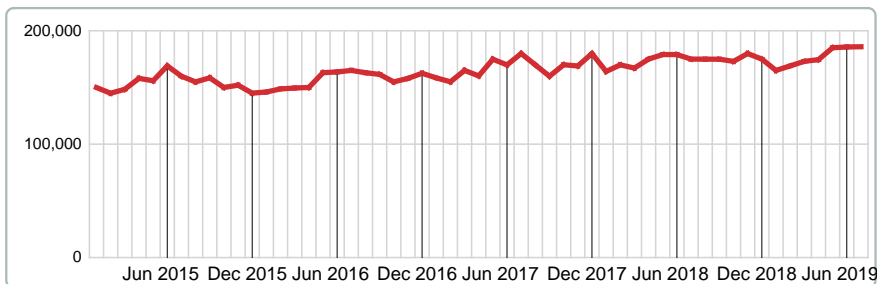
JULY



YEAR TO DATE (YTD)

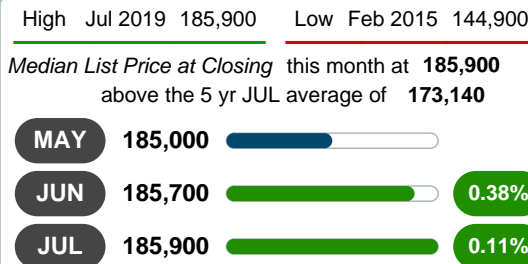


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 173,140



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	6.76%	57,450	43,700	62,000	59,900	0
\$75,001 - \$125,000	13.00%	109,900	99,450	112,000	115,000	119,000
\$125,001 - \$150,000	11.87%	139,900	140,450	139,900	137,450	0
\$150,001 - \$200,000	24.67%	174,900	182,500	170,000	181,104	179,000
\$200,001 - \$275,000	18.63%	231,093	231,400	229,999	230,000	255,750
\$275,001 - \$350,000	13.41%	306,500	339,250	299,900	305,000	318,250
\$350,001 and up	11.67%	482,900	1,080,000	422,000	472,500	564,900
Median List Price		185,900	101,900	159,900	257,000	339,900
Total Closed Units	100%	185,900	95	520	309	53
Total Closed Volume		226,362,204	13.11M	94.83M	94.64M	23.78M

July 2019



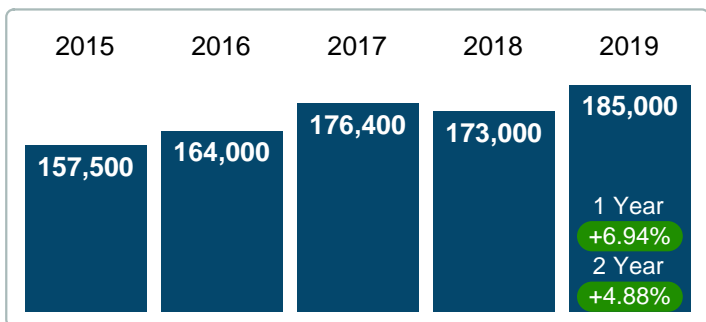
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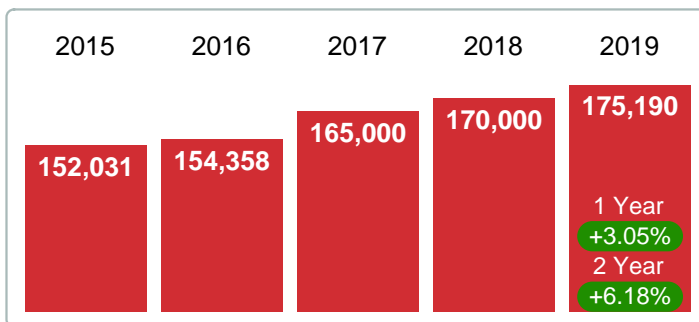
MEDIAN SOLD PRICE AT CLOSING

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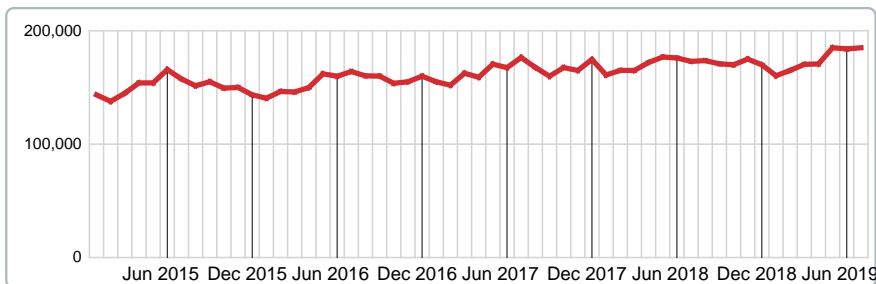
JULY



YEAR TO DATE (YTD)

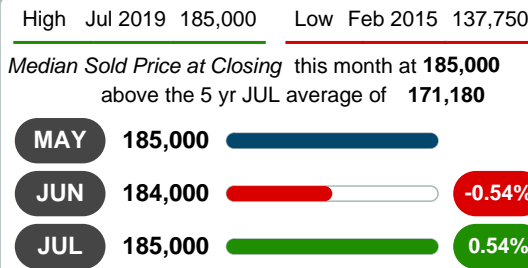


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 171,180



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	6.65%	56,500	40,000	62,250	65,000	0
\$75,001 - \$125,000	13.82%	105,000	98,000	110,000	118,000	115,000
\$125,001 - \$150,000	11.87%	138,450	137,900	139,000	137,400	0
\$150,001 - \$200,000	23.95%	174,900	175,000	170,000	179,900	188,900
\$200,001 - \$275,000	19.24%	229,950	225,000	229,900	228,000	250,000
\$275,001 - \$350,000	12.79%	300,000	321,750	305,000	299,450	309,500
\$350,001 and up	11.67%	462,500	365,000	419,000	447,500	558,500
Median Sold Price		185,000	101,500	159,950	252,000	328,000
Total Closed Units	100%	977	95	520	309	53
Total Closed Volume		221,271,447	12.54M	93.09M	92.49M	23.15M

July 2019



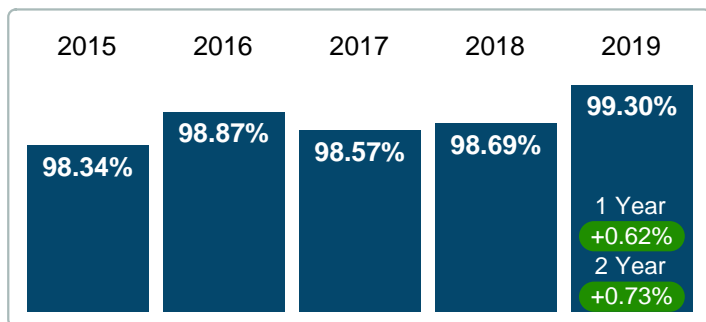
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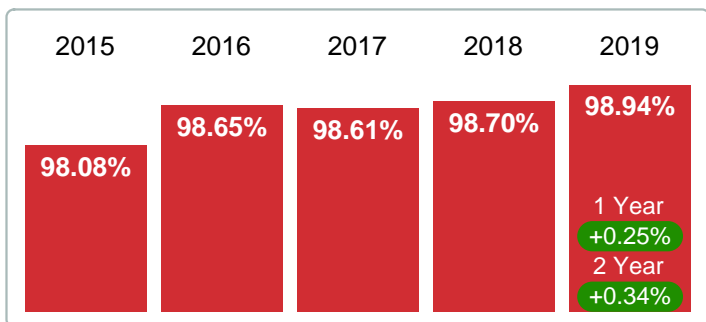
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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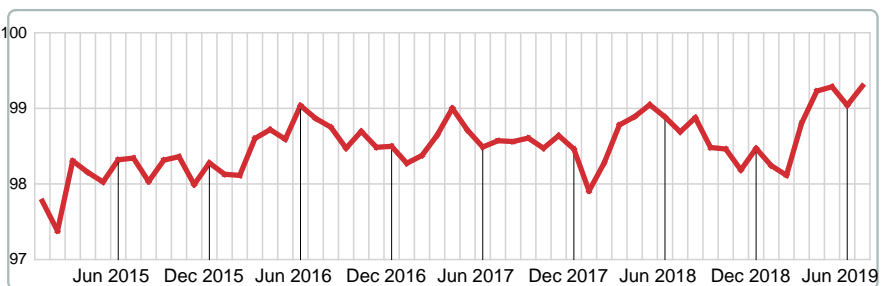
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

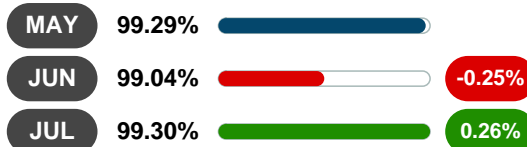


3 MONTHS

5 year JUL AVG = 98.75%

High Jul 2019 99.30% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **99.30%**
equal to 5 yr JUL average of **98.75%**



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	65	6.65%	94.59%	92.50%	95.55%	100.00%	0.00%	
\$75,001 - \$125,000	135	13.82%	100.00%	98.21%	100.00%	93.11%	96.64%	
\$125,001 - \$150,000	116	11.87%	100.00%	98.26%	100.00%	100.00%	0.00%	
\$150,001 - \$200,000	234	23.95%	100.00%	97.22%	100.00%	100.00%	100.00%	
\$200,001 - \$275,000	188	19.24%	99.44%	96.54%	98.64%	100.00%	98.79%	
\$275,001 - \$350,000	125	12.79%	99.03%	97.80%	100.00%	98.97%	97.91%	
\$350,001 and up	114	11.67%	98.00%	98.65%	97.11%	98.32%	97.62%	
Median Sold/List Ratio		99.30%		97.71%	99.71%	99.34%	98.13%	
Total Closed Units		977	100%	99.30%	95	520	309	53
Total Closed Volume		221,271,447			12.54M	93.09M	92.49M	23.15M

July 2019



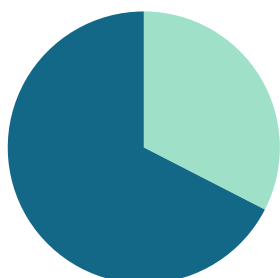
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

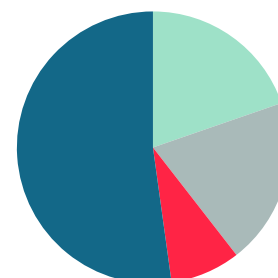


Inventory
 New Listings
1,291 = 32.54%
 Start Inventory
2,676
 Total Inventory Units
3,967
 Volume
\$1,299,983,121

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%
Median List Price	175,000	185,900	6.23%	173,900	179,000	2.93%
Median Sale Price	173,000	185,000	6.94%	170,000	175,190	3.05%
Median Percent of Selling Price to List Price	98.69%	99.30%	0.62%	98.70%	98.94%	0.25%
Median Days on Market to Sale	21.00	15.00	-28.57%	26.00	20.00	-23.08%
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

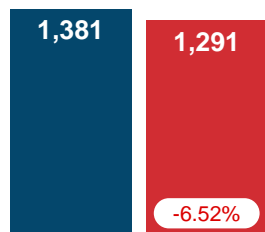
Inventory on July 31, 2019 = **2,588**

2018 **2019**

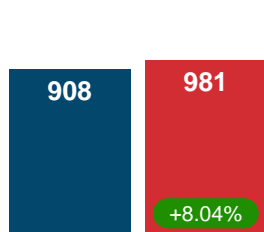
JULY MARKET

MEDIAN PRICES

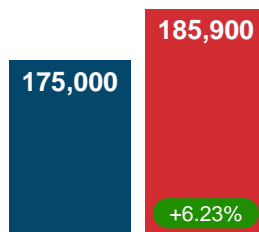
New Listings



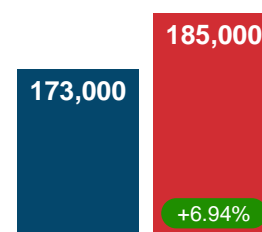
Pending Listings



List Price



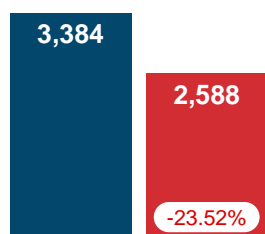
Sale Price



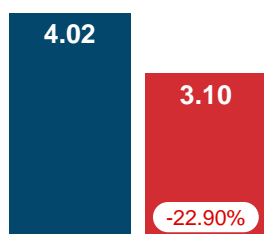
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

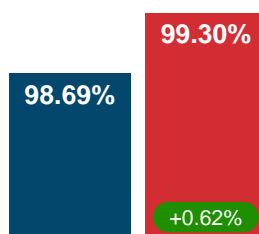
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

