

# June 2019



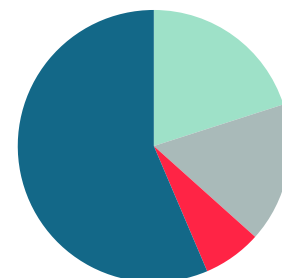
Area Delimited by County Of Creek - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	68	75	10.29%
Pending Listings	70	62	-11.43%
New Listings	108	91	-15.74%
Median List Price	132,000	159,900	21.14%
Median Sale Price	132,500	155,900	17.66%
Median Percent of Selling Price to List Price	99.88%	97.88%	-2.00%
Median Days on Market to Sale	25.50	25.00	-1.96%
End of Month Inventory	223	211	-5.38%
Months Supply of Inventory	3.83	3.50	-8.65%



■ Closed (20.05%)  
■ Pending (16.58%)  
■ Other OffMarket (6.95%)  
■ Active (56.42%)

**Absorption:** Last 12 months, an Average of **60** Sales/Month  
**Active Inventory** as of June 30, 2019 = **211**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2019 decreased **5.38%** to 211 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **3.50** 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 **17.66%** in June 2019 to \$155,900 versus the previous year at \$132,500.

#### Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 0.50 days or **1.96%** in June 2019 compared to last year's same month at **25.50** DOM.

#### Sales Success for June 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 91 New Listings in June 2019, down **15.74%** from last year at 108. Furthermore, there were 75 Closed Listings this month versus last year at 68, a **10.29%** increase.

Closed versus Listed trends yielded a **82.4%** ratio, up from previous year's, June 2018, at **63.0%**, a **30.90%** 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>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.**

# June 2019



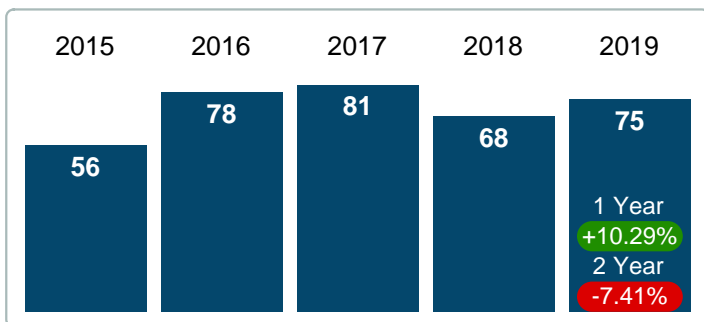
Area Delimited by County Of Creek - Residential Property Type



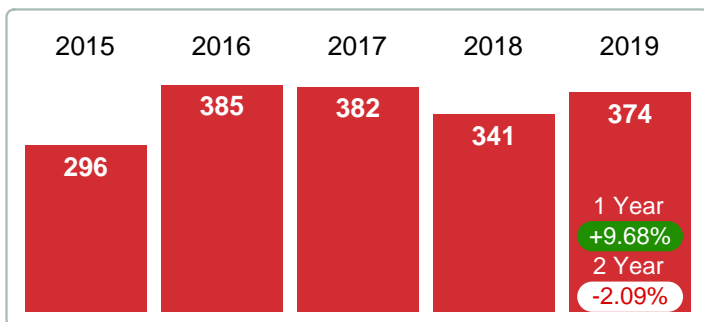
## CLOSED LISTINGS

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

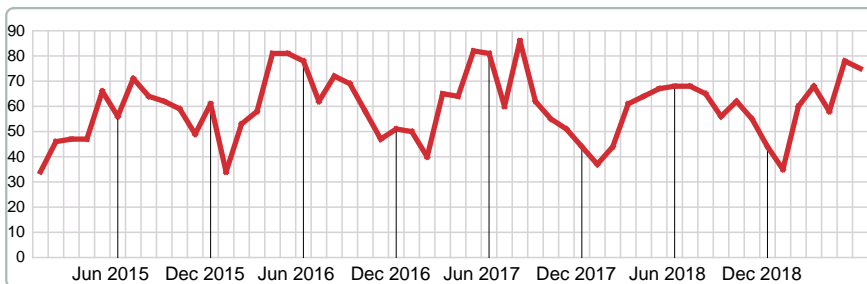
### JUNE



### YEAR TO DATE (YTD)

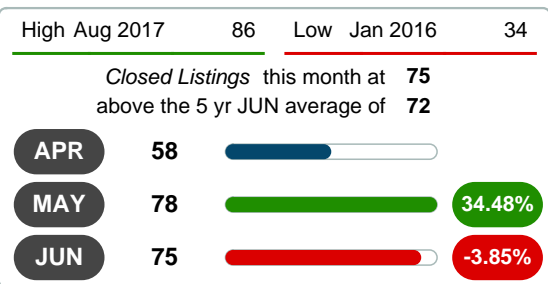


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 72



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.67%	52.0	1	4	0	0
\$50,001 - \$75,000	5	6.67%	58.0	2	3	0	0
\$75,001 - \$125,000	16	21.33%	20.0	2	11	3	0
\$125,001 - \$175,000	18	24.00%	13.5	3	14	1	0
\$175,001 - \$225,000	13	17.33%	23.0	0	10	3	0
\$225,001 - \$300,000	11	14.67%	44.0	0	7	2	2
\$300,001 and up	7	9.33%	39.0	0	1	4	2
<b>Total Closed Units</b>	<b>75</b>			<b>8</b>	<b>50</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>13,051,613</b>	<b>100%</b>	<b>25.0</b>	<b>767.40K</b>	<b>7.74M</b>	<b>3.21M</b>	<b>1.32M</b>
<b>Median Closed Price</b>	<b>\$155,900</b>			<b>\$84,500</b>	<b>\$150,500</b>	<b>\$219,500</b>	<b>\$337,450</b>

# June 2019



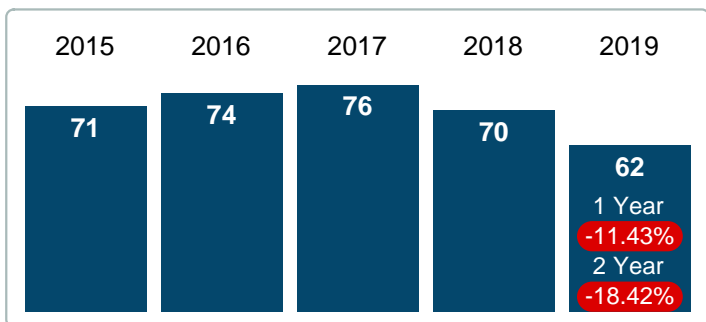
Area Delimited by County Of Creek - Residential Property Type



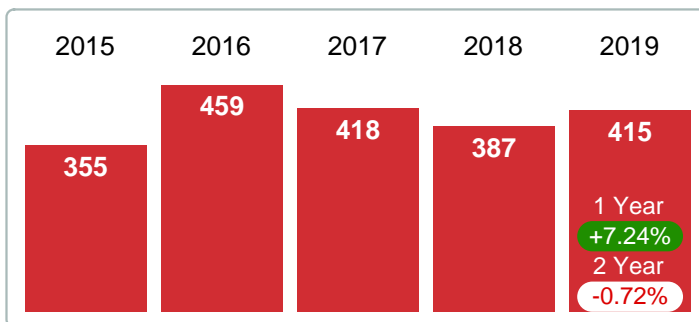
## PENDING LISTINGS

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

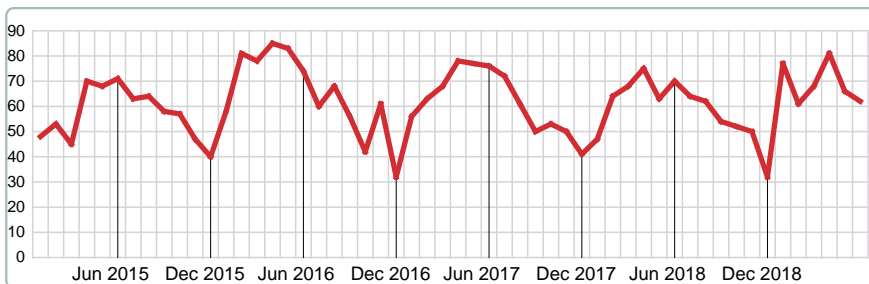
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 71

High Apr 2016 85 Low Dec 2018 32

Pending Listings this month at **62**  
below the 5 yr JUN average of **71**



### 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	6	9.68%	13.0	2	4	0	0
\$75,001 - \$100,000	8	12.90%	25.5	3	5	0	0
\$100,001 - \$125,000	7	11.29%	26.0	2	4	1	0
\$125,001 - \$150,000	8	12.90%	12.0	2	5	1	0
\$150,001 - \$225,000	19	30.65%	28.0	2	12	5	0
\$225,001 - \$325,000	7	11.29%	18.0	0	4	3	0
\$325,001 and up	7	11.29%	45.0	0	3	3	1
<b>Total Pending Units</b>	<b>62</b>			<b>11</b>	<b>37</b>	<b>13</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>11,052,350</b>	<b>100%</b>	<b>22.0</b>	<b>1.28M</b>	<b>6.12M</b>	<b>3.09M</b>	<b>569.00K</b>
<b>Median Listing Price</b>	<b>\$160,450</b>			<b>\$102,900</b>	<b>\$155,000</b>	<b>\$209,000</b>	<b>\$569,000</b>

# June 2019



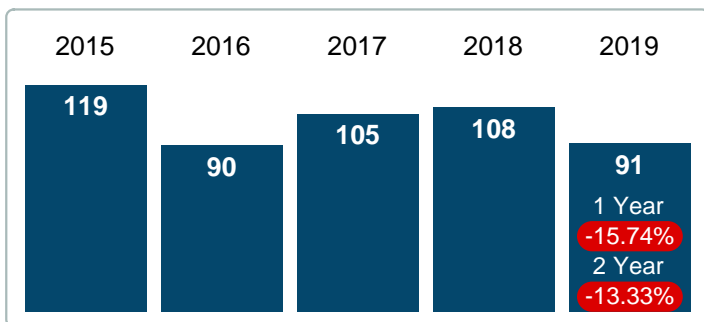
Area Delimited by County Of Creek - Residential Property Type



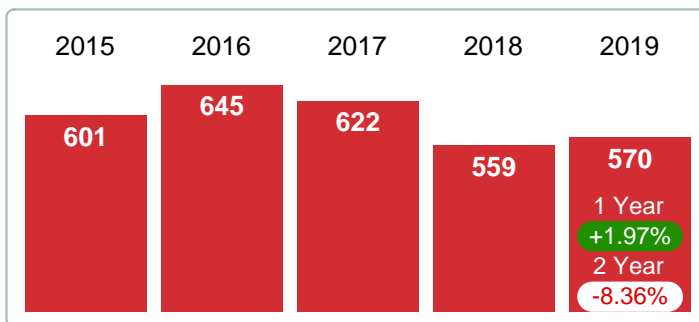
## NEW LISTINGS

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

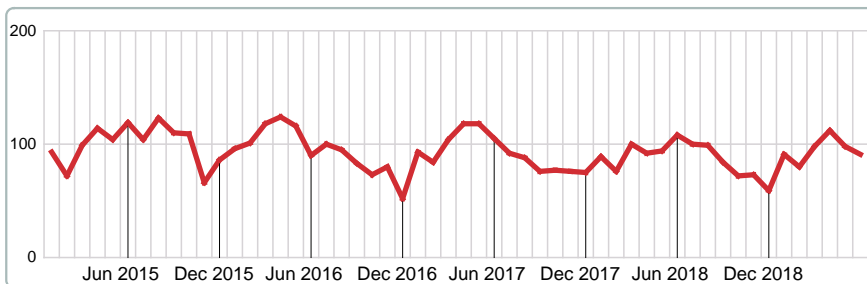
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

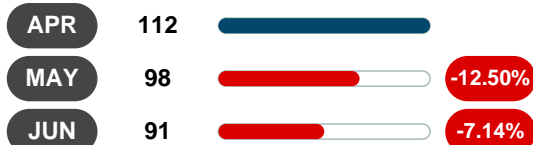


### 3 MONTHS

5 year JUN AVG = 103

High Apr 2016 124 Low Dec 2016 52

New Listings this month at 91 below the 5 yr JUN average of 103



### 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	6	6.59%	1	5	0	0
\$60,001 - \$80,000	10	10.99%	4	5	0	1
\$80,001 - \$120,000	20	21.98%	5	14	1	0
\$120,001 - \$170,000	18	19.78%	1	15	2	0
\$170,001 - \$250,000	16	17.58%	2	12	2	0
\$250,001 - \$330,000	9	9.89%	0	2	6	1
\$330,001 and up	12	13.19%	2	4	4	2
<b>Total New Listed Units</b>	<b>91</b>		<b>15</b>	<b>57</b>	<b>15</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>19,723,550</b>	<b>100%</b>	<b>2.51M</b>	<b>8.59M</b>	<b>6.28M</b>	<b>2.35M</b>
<b>Median New Listed Listing Price</b>	<b>\$145,000</b>		<b>\$89,500</b>	<b>\$135,000</b>	<b>\$290,000</b>	<b>\$435,950</b>

# June 2019



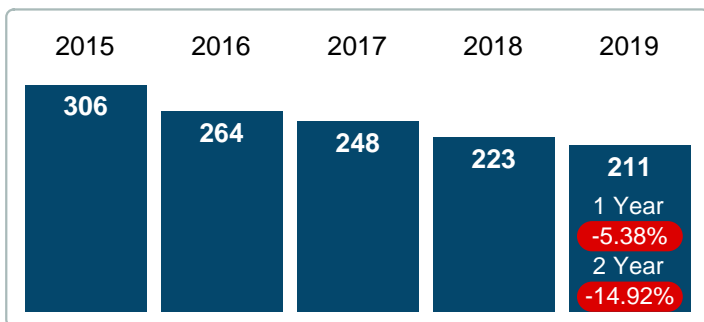
Area Delimited by County Of Creek - Residential Property Type



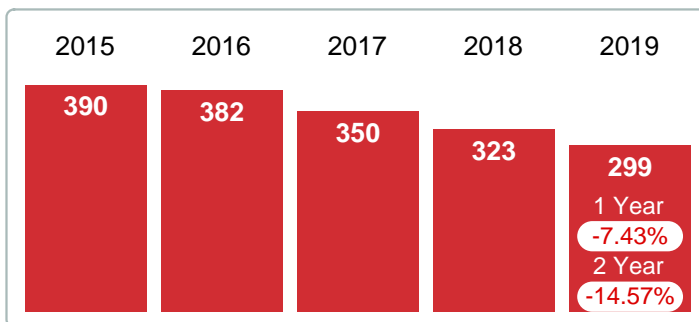
## ACTIVE INVENTORY

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

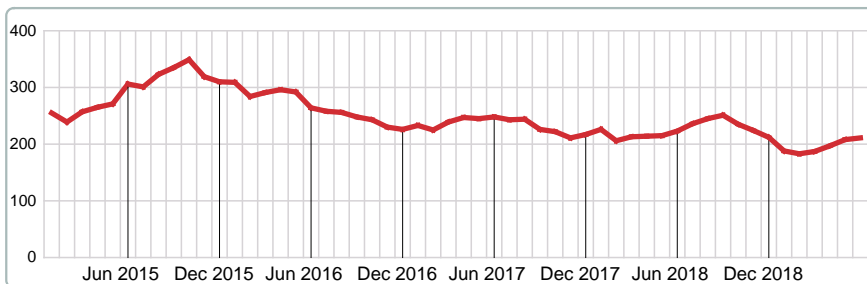
### END OF JUNE



### ACTIVE DURING JUNE

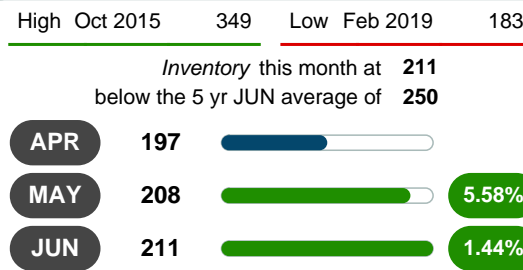


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 250



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	6.16%	64.0	5	7	1	0
\$50,001 - \$75,000	18	8.53%	51.0	9	9	0	0
\$75,001 - \$125,000	48	22.75%	43.5	10	31	5	2
\$125,001 - \$175,000	41	19.43%	46.0	4	28	9	0
\$175,001 - \$275,000	40	18.96%	45.5	1	27	11	1
\$275,001 - \$475,000	29	13.74%	53.0	0	8	18	3
\$475,001 and up	22	10.43%	66.5	2	1	13	6
<b>Total Active Inventory by Units</b>	<b>211</b>			<b>31</b>	<b>111</b>	<b>57</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>49,116,000</b>	<b>100%</b>	<b>47.0</b>	<b>3.83M</b>	<b>17.20M</b>	<b>21.70M</b>	<b>6.38M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$159,500</b>			<b>\$87,000</b>	<b>\$132,900</b>	<b>\$289,900</b>	<b>\$487,000</b>

# June 2019



Area Delimited by County Of Creek - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR JUNE

2015	2016	2017	2018	2019
------	------	------	------	------

### INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
211	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 JUN AVG = inf

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

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13		6.16%	2.23	1.94	2.21	12.00	0.00	
\$50,001 - \$75,000	18		8.53%	3.09	4.32	2.84	0.00	0.00	
\$75,001 - \$125,000	48		22.75%	3.13	4.62	2.76	3.00	8.00	
\$125,001 - \$175,000	41		19.43%	2.47	4.00	2.18	3.86	0.00	
\$175,001 - \$275,000	40		18.96%	3.56	3.00	3.72	3.47	2.00	
\$275,001 - \$475,000	29		13.74%	5.90	0.00	5.65	6.35	4.50	
\$475,001 and up	22		10.43%	37.71	0.00	12.00	78.00	18.00	
Market Supply of Inventory (MSI)		3.50			3.80	2.83	5.34	5.14	
Total Active Inventory by Units		211	100%	3.50	31	111	57	12	

# June 2019



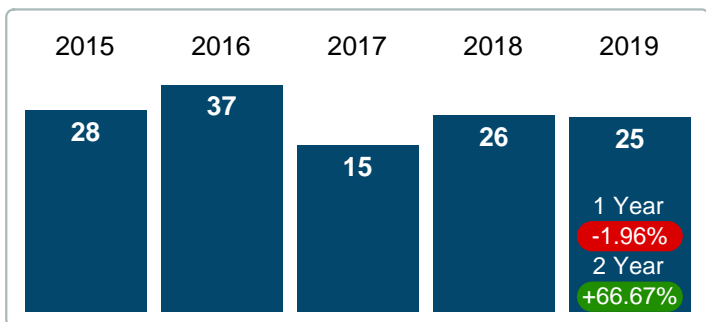
Area Delimited by County Of Creek - Residential Property Type



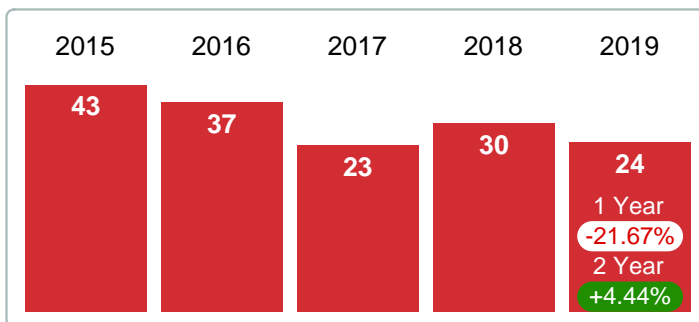
## MEDIAN DAYS ON MARKET TO SALE

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

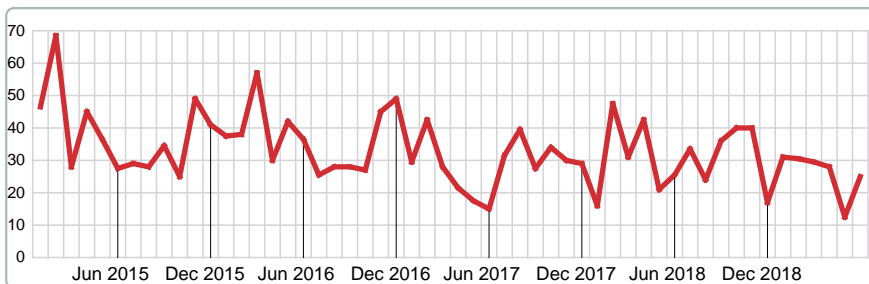
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

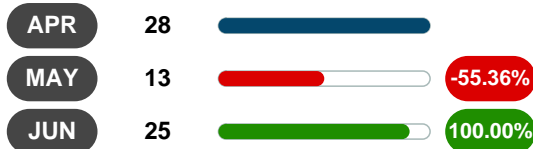


### 3 MONTHS

5 year JUN AVG = 26

High Feb 2015 69 Low May 2019 13

Median Days on Market to Sale this month at 25 below the 5 yr JUN average of 26



### 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
\$50,000 and less	6.67%	52	52	62	0	0
\$50,001 - \$75,000	6.67%	58	106	7	0	0
\$75,001 - \$125,000	21.33%	20	14	20	21	0
\$125,001 - \$175,000	24.00%	14	5	15	1	0
\$175,001 - \$225,000	17.33%	23	0	19	48	0
\$225,001 - \$300,000	14.67%	44	0	44	100	8
\$300,001 and up	9.33%	39	0	52	41	34
Median Closed DOM		25	36	22	48	20
Total Closed Units	100%	25.0	8	50	13	4
Total Closed Volume		13,051,613	767.40K	7.74M	3.21M	1.32M

# June 2019



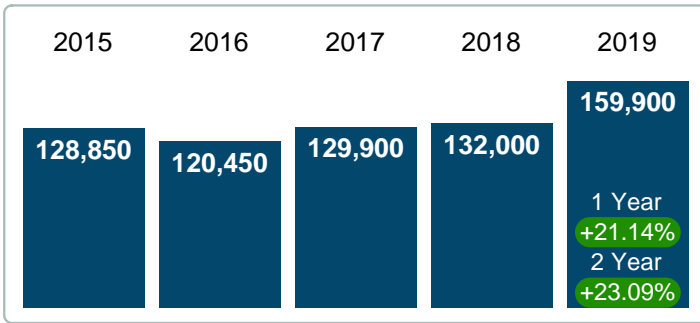
Area Delimited by County Of Creek - Residential Property Type



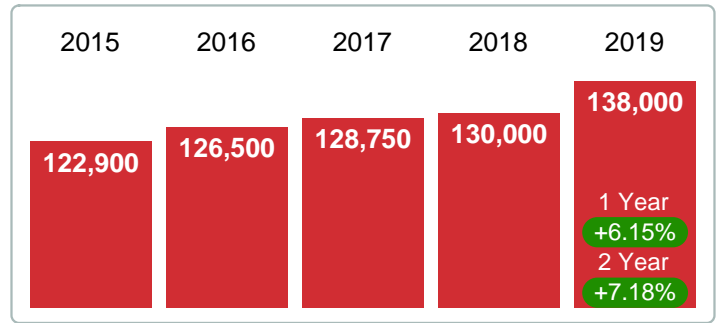
## MEDIAN LIST PRICE AT CLOSING

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

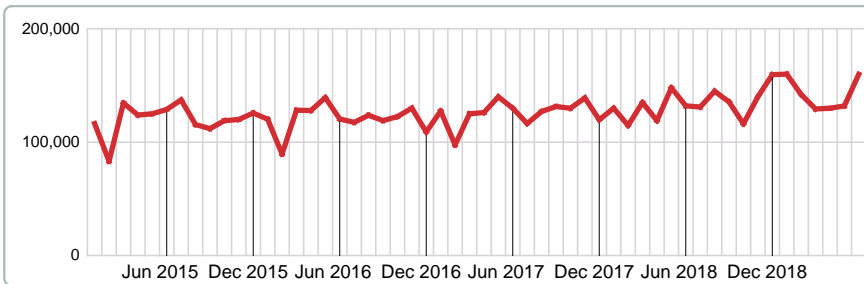
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

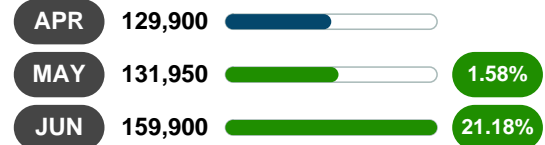


### 3 MONTHS

5 year JUN AVG = 134,220

High Jan 2019 160,000 Low Feb 2015 83,150

Median List Price at Closing this month at **159,900**  
above the 5 yr JUN average of **134,220**



### 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
\$50,000 and less	6.67%	39,900	39,900	44,900	0	0
\$50,001 - \$75,000	8.00%	67,250	56,400	69,700	0	0
\$75,001 - \$125,000	20.00%	99,900	88,950	102,350	115,000	0
\$125,001 - \$175,000	22.67%	155,900	149,900	155,900	161,000	0
\$175,001 - \$225,000	18.67%	199,700	0	199,900	195,000	0
\$225,001 - \$300,000	13.33%	272,400	0	259,900	285,000	267,450
\$300,001 and up	10.67%	394,950	0	525,000	380,000	412,450
<b>Median List Price</b>		<b>159,900</b>	<b>88,950</b>	<b>156,950</b>	<b>219,500</b>	<b>342,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>159,900</b>	<b>8</b>	<b>50</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>13,420,197</b>	<b>794.50K</b>	<b>8.01M</b>	<b>3.25M</b>	<b>1.36M</b>



# June 2019



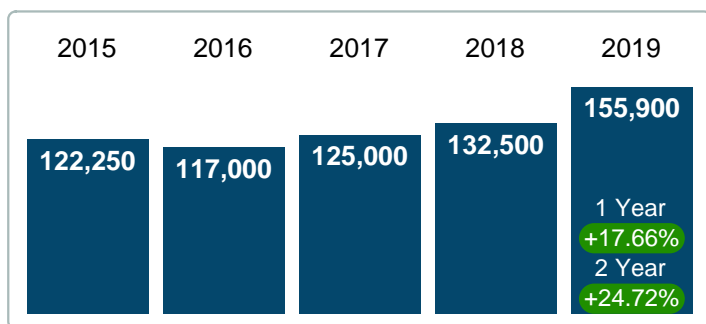
Area Delimited by County Of Creek - Residential Property Type



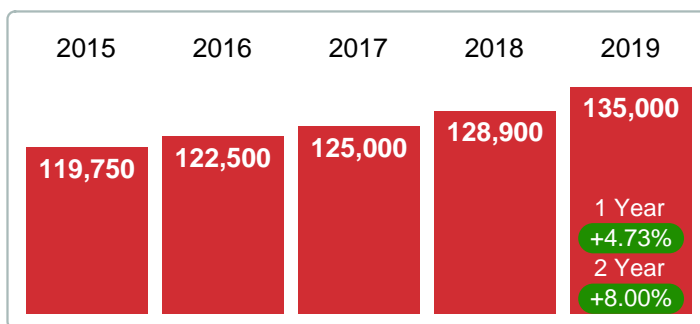
## MEDIAN SOLD PRICE AT CLOSING

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

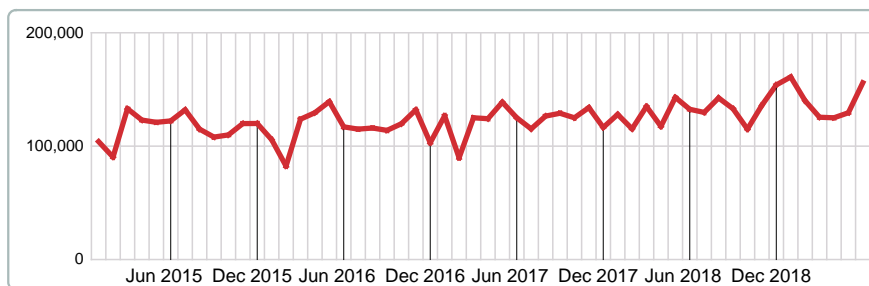
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

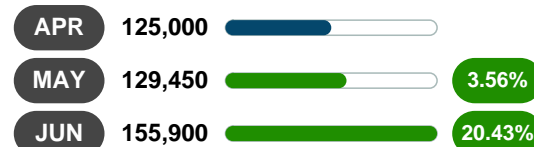


### 3 MONTHS

5 year JUN AVG = 130,530

High Jan 2019 161,000 Low Feb 2016 82,432

Median Sold Price at Closing this month at **155,900** above the 5 yr JUN average of **130,530**



### 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
\$50,000 and less	6.67%	37,500	37,500	36,950	0	0
\$50,001 - \$75,000	6.67%	61,050	62,450	61,050	0	0
\$75,001 - \$125,000	21.33%	100,269	84,500	100,000	115,000	0
\$125,001 - \$175,000	24.00%	150,500	147,000	150,500	164,200	0
\$175,001 - \$225,000	17.33%	195,000	0	195,000	195,000	0
\$225,001 - \$300,000	14.67%	265,000	0	259,900	283,000	260,000
\$300,001 and up	9.33%	399,900	0	465,000	372,500	402,450
<b>Median Sold Price</b>		<b>155,900</b>	<b>84,500</b>	<b>150,500</b>	<b>219,500</b>	<b>337,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>155,900</b>	<b>8</b>	<b>50</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>13,051,613</b>	<b>767.40K</b>	<b>7.74M</b>	<b>3.21M</b>	<b>1.32M</b>

# June 2019



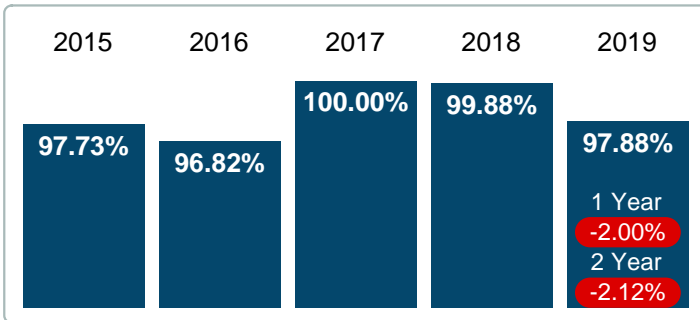
Area Delimited by County Of Creek - Residential Property Type



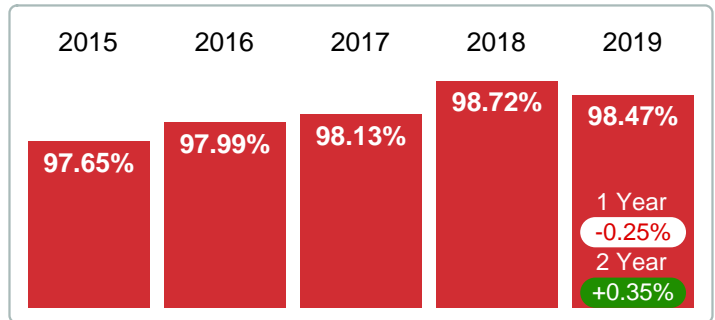
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

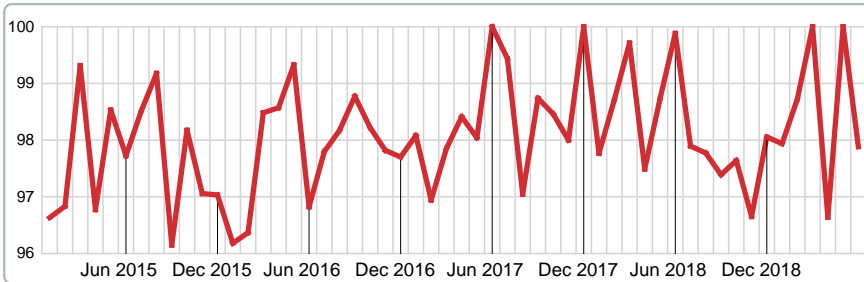
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

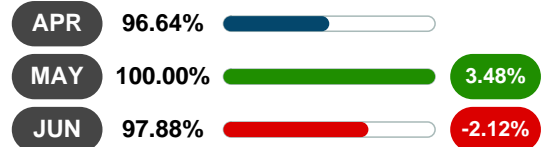


### 3 MONTHS

5 year JUN AVG = 98.46%

High May 2019 100.00% Low Sep 2015 96.15%

Median Sold/List Ratio this month at **97.88%**  
equal to 5 yr JUN average of **98.46%**



### 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	
\$50,000 and less	5	6.67%	88.18%	93.98%	82.55%	0.00%	0.00%	
\$50,001 - \$75,000	5	6.67%	103.78%	110.32%	89.41%	0.00%	0.00%	
\$75,001 - \$125,000	16	21.33%	99.84%	95.01%	100.00%	100.00%	0.00%	
\$125,001 - \$175,000	18	24.00%	97.62%	96.36%	97.71%	101.99%	0.00%	
\$175,001 - \$225,000	13	17.33%	98.43%	0.00%	98.10%	100.00%	0.00%	
\$225,001 - \$300,000	11	14.67%	96.49%	0.00%	96.39%	95.05%	97.27%	
\$300,001 and up	7	9.33%	98.68%	0.00%	88.57%	99.04%	97.65%	
Median Sold/List Ratio		97.88%		95.77%	97.37%	100.00%	97.27%	
Total Closed Units		75	100%	97.88%	8	50	13	4
Total Closed Volume		13,051,613			767.40K	7.74M	3.21M	1.32M

# June 2019



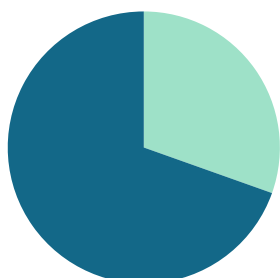
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

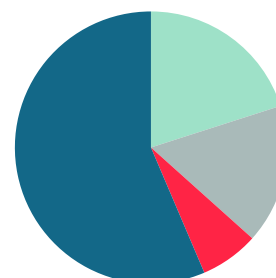


**Inventory**  
 New Listings  
**91 = 30.43%**  
 Start Inventory  
**208**  
 Total Inventory Units  
**299**  
 Volume  
**\$66,991,860**

### Market Activity

Closed Sales  
**75 = 20.05%**  
 Pending Sales  
**62 = 16.58%**  
 Other Off Market  
**26 = 6.95%**  
 Active Inventory  
**211 = 56.42%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	68	75	10.29%	341	374	9.68%
Pending Sales	70	62	-11.43%	387	415	7.24%
New Listings	108	91	-15.74%	559	570	1.97%
Median List Price	132,000	159,900	21.14%	130,000	138,000	6.15%
Median Sale Price	132,500	155,900	17.66%	128,900	135,000	4.73%
Median Percent of Selling Price to List Price	99.88%	97.88%	-2.00%	98.72%	98.47%	-0.25%
Median Days on Market to Sale	25.50	25.00	-1.96%	30.00	23.50	-21.67%
Monthly Inventory	223	211	-5.38%	223	211	-5.38%
Months Supply of Inventory	3.83	3.50	-8.65%	3.83	3.50	-8.65%

**Absorption:** Last 12 months, an Average of **60** Sales/Month

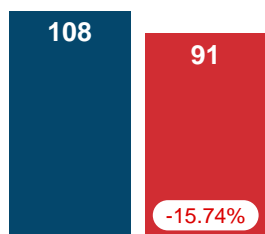
**Inventory** on June 30, 2019 = **211**

**2018** **2019**

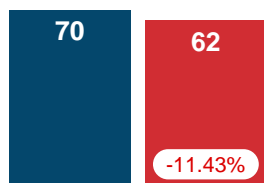
### JUNE MARKET

### MEDIAN PRICES

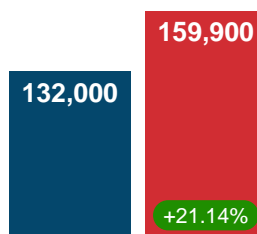
#### New Listings



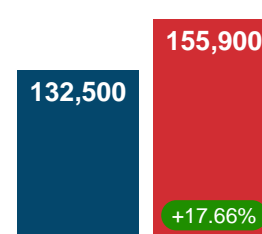
#### Pending Listings



#### List Price



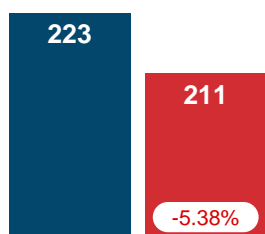
#### Sale Price



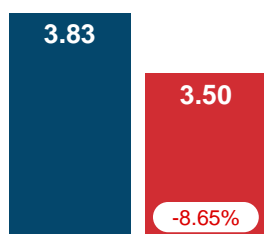
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

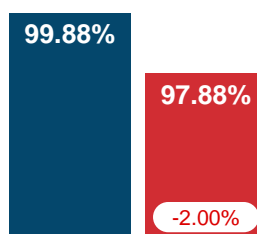
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

