

## June 2019



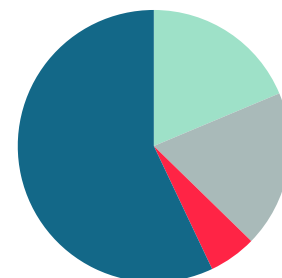
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	1,371	1,316	-4.01%
Pending Listings	1,366	1,312	-3.95%
New Listings	2,093	1,798	-14.09%
Average List Price	219,593	219,584	0.00%
Average Sale Price	212,886	214,581	0.80%
Average Percent of Selling Price to List Price	97.68%	98.05%	0.38%
Average Days on Market to Sale	39.21	33.73	-13.96%
End of Month Inventory	4,852	4,019	-17.17%
Months Supply of Inventory	4.16	3.39	-18.52%



■ Closed (18.68%)  
■ Pending (18.62%)  
■ Other OffMarket (5.65%)  
■ Active (57.05%)

**Absorption:** Last 12 months, an Average of **1,187** Sales/Month  
**Active Inventory** as of June 30, 2019 = **4,019**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2019 decreased **17.17%** to 4,019 existing homes available for sale. Over the last 12 months this area has had an average of 1,187 closed sales per month. This represents an unsold inventory index of **3.39** 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 **0.80%** in June 2019 to \$214,581 versus the previous year at \$212,886.

##### Average Days on Market Shortens

The average number of **33.73** days that homes spent on the market before selling decreased by 5.47 days or **13.96%** in June 2019 compared to last year's same month at **39.21** DOM.

##### Sales Success for June 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 1,798 New Listings in June 2019, down **14.09%** from last year at 2,093. Furthermore, there were 1,316 Closed Listings this month versus last year at 1,371, a **-4.01%** decrease.

Closed versus Listed trends yielded a **73.2%** ratio, up from previous year's, June 2018, at **65.5%**, a **11.74%** 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

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<b>Pending Listings</b>	<b>3</b>
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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®

Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

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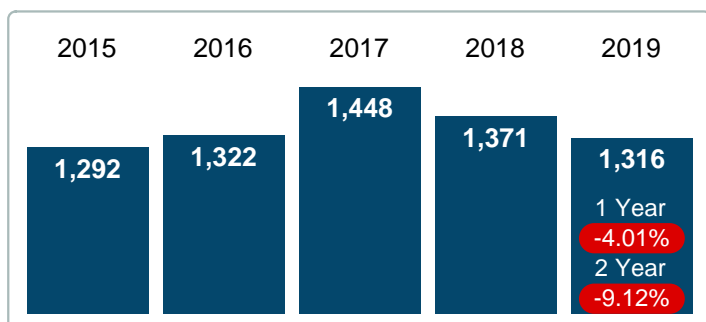
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



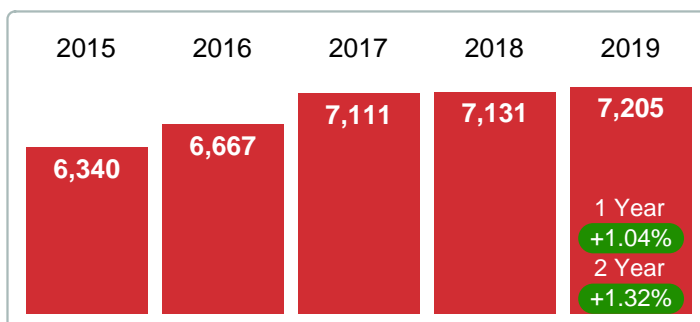
## CLOSED LISTINGS

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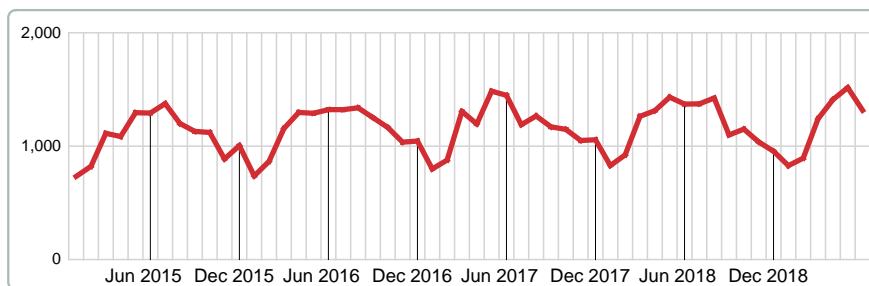
### JUNE



### YEAR TO DATE (YTD)

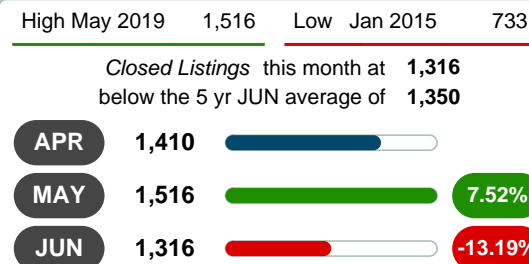


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,350



### 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	110	8.36%	39.6	50	49	11	0
\$75,001 - \$100,000	90	6.84%	24.2	23	61	6	0
\$100,001 - \$150,000	256	19.45%	22.7	23	203	29	1
\$150,001 - \$200,000	329	25.00%	29.1	19	233	74	3
\$200,001 - \$250,000	180	13.68%	35.3	7	93	72	8
\$250,001 - \$350,000	191	14.51%	40.8	4	58	115	14
\$350,001 and up	160	12.16%	52.1	0	35	97	28
<b>Total Closed Units</b>	<b>1,316</b>			<b>126</b>	<b>732</b>	<b>404</b>	<b>54</b>
<b>Total Closed Volume</b>	<b>282,389,249</b>	<b>100%</b>	<b>33.7</b>	<b>13.11M</b>	<b>128.65M</b>	<b>115.60M</b>	<b>25.03M</b>
<b>Average Closed Price</b>	<b>\$214,581</b>			<b>\$104,081</b>	<b>\$175,753</b>	<b>\$286,132</b>	<b>\$463,456</b>

# June 2019



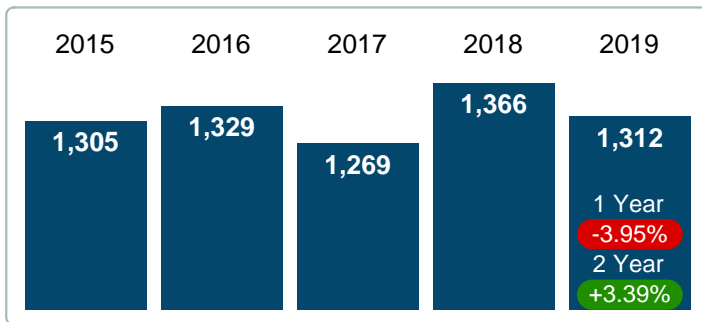
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



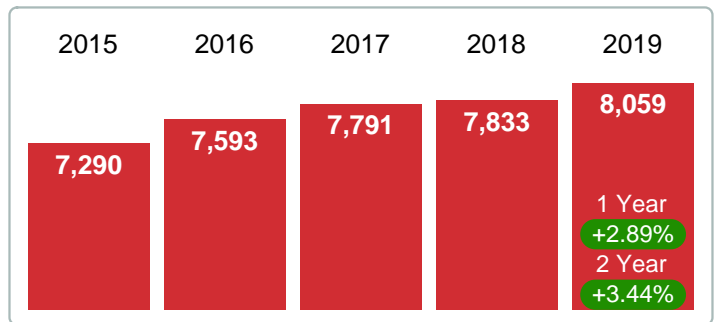
## PENDING LISTINGS

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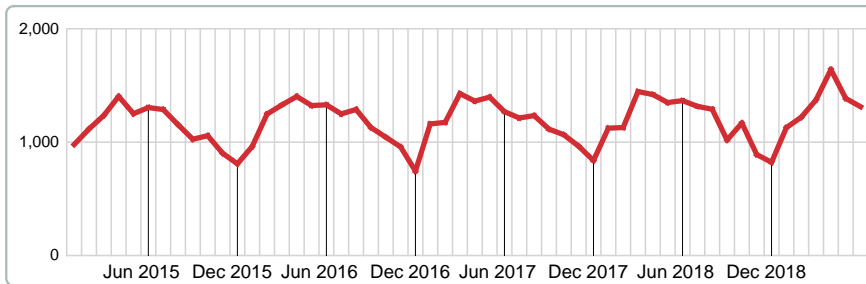
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

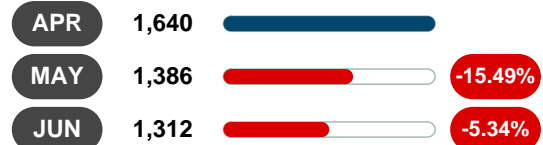


### 3 MONTHS

5 year JUN AVG = 1,316

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at 1,312 below the 5 yr JUN average of 1,316



### 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	117	8.92%	42.9	37	72	7	1
\$75,001 - \$100,000	89	6.78%	32.4	29	56	4	0
\$100,001 - \$150,000	259	19.74%	27.9	29	197	31	2
\$150,001 - \$200,000	345	26.30%	31.3	13	234	88	10
\$200,001 - \$250,000	167	12.73%	38.0	8	82	76	1
\$250,001 - \$350,000	198	15.09%	46.1	6	81	91	20
\$350,001 and up	137	10.44%	52.2	1	30	78	28
<b>Total Pending Units</b>	<b>1,312</b>			<b>123</b>	<b>752</b>	<b>375</b>	<b>62</b>
<b>Total Pending Volume</b>	<b>277,680,978</b>	<b>100%</b>	<b>37.1</b>	<b>14.29M</b>	<b>132.46M</b>	<b>105.52M</b>	<b>25.41M</b>
<b>Average Listing Price</b>	<b>\$212,573</b>			<b>\$116,156</b>	<b>\$176,141</b>	<b>\$281,388</b>	<b>\$409,919</b>

# June 2019



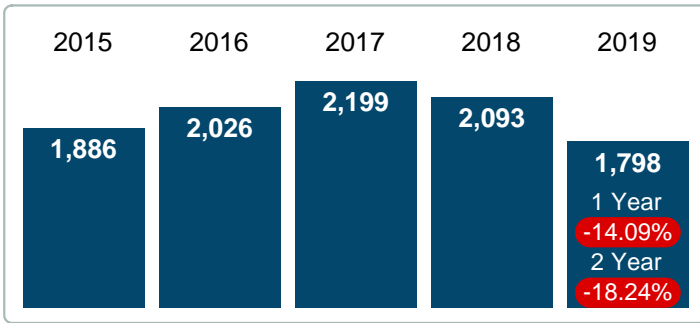
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



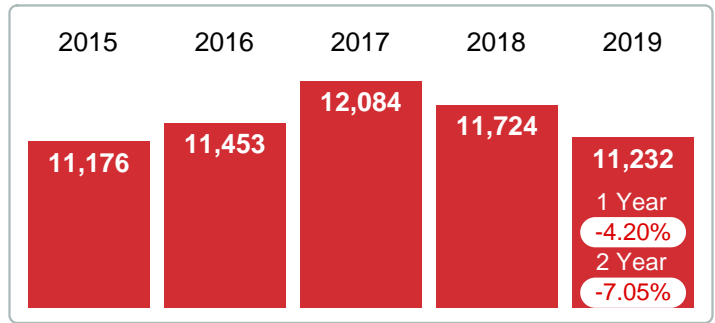
## NEW LISTINGS

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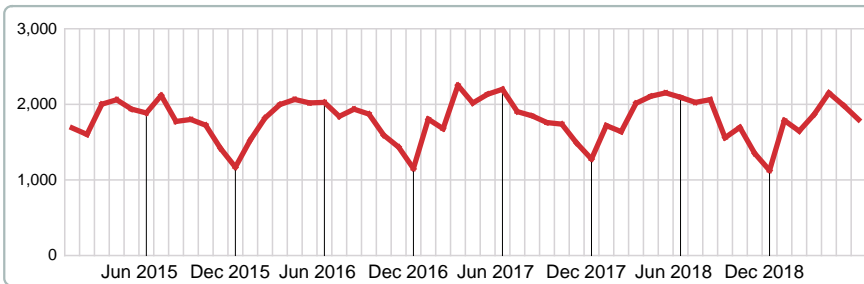
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

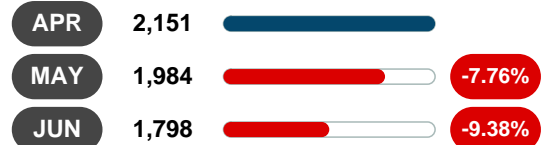


### 3 MONTHS

5 year JUN AVG = 2,000

High Mar 2017 2,251 Low Dec 2018 1,126

New Listings this month at 1,798 below the 5 yr JUN average of 2,000



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	87	4.84%	40	42	5	0
\$50,001 - \$100,000	210	11.68%	72	124	13	1
\$100,001 - \$150,000	325	18.08%	34	248	39	4
\$150,001 - \$225,000	477	26.53%	36	313	121	7
\$225,001 - \$300,000	287	15.96%	5	106	162	14
\$300,001 - \$450,000	237	13.18%	6	53	156	22
\$450,001 and up	175	9.73%	2	36	81	56
<b>Total New Listed Units</b>	<b>1,798</b>		<b>195</b>	<b>922</b>	<b>577</b>	<b>104</b>
<b>Total New Listed Volume</b>	<b>443,319,063</b>	<b>100%</b>	<b>22.69M</b>	<b>169.83M</b>	<b>188.91M</b>	<b>61.89M</b>
<b>Average New Listed Listing Price</b>	<b>\$206,914</b>		<b>\$116,359</b>	<b>\$184,194</b>	<b>\$327,402</b>	<b>\$595,106</b>

# June 2019



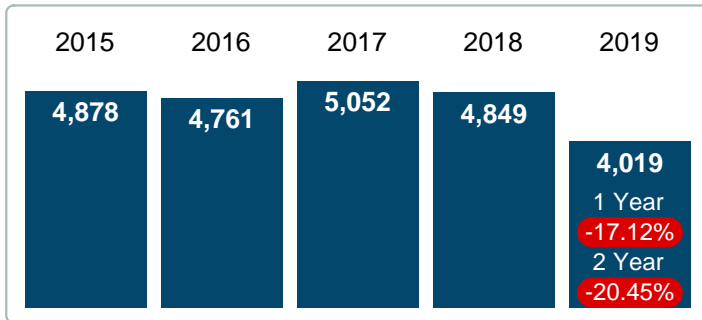
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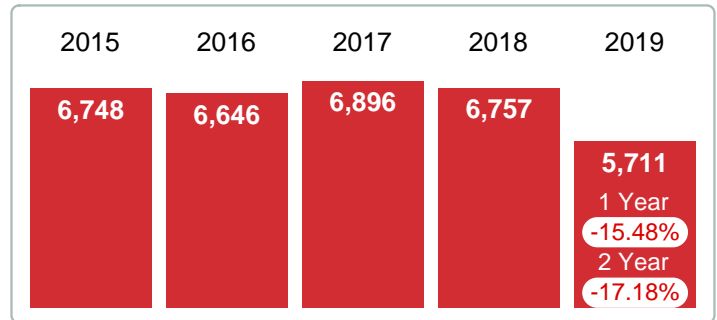
## ACTIVE INVENTORY

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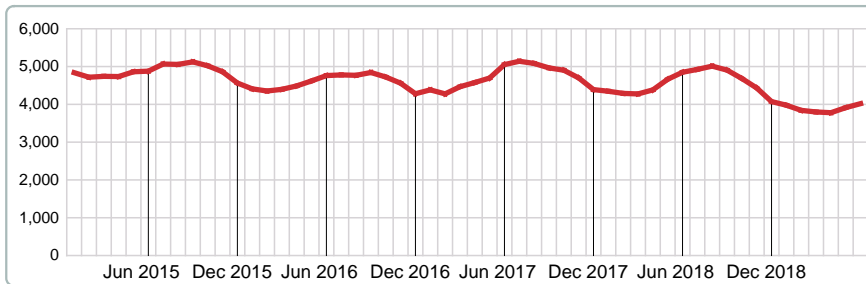
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 4,712

High Jul 2017 5,140 Low Apr 2019 3,779

Inventory this month at **4,019**  
below the 5 yr JUN average of **4,712**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	220	5.47%	90.9	108	88	22	2
\$50,001 - \$125,000	581	14.46%	82.4	173	339	64	5
\$125,001 - \$175,000	597	14.85%	55.7	67	411	109	10
\$175,001 - \$275,000	978	24.33%	59.7	46	499	391	42
\$275,001 - \$375,000	595	14.80%	69.9	17	156	350	72
\$375,001 - \$600,000	641	15.95%	73.4	5	114	372	150
\$600,001 and up	407	10.13%	77.7	6	43	191	167
Total Active Inventory by Units			4,019	422	1,650	1,499	448
Total Active Inventory by Volume			1,301,679,496	49.65M	352.23M	589.60M	310.19M
Average Active Inventory Listing Price			\$323,881	\$117,659	\$213,475	\$393,332	\$692,385

# June 2019



Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - 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
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### INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>4,019</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 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	<b>220</b>		5.47%	3.18	3.14	2.86	6.00	6.00	
\$50,001 - \$125,000	<b>581</b>		14.46%	2.23	3.19	1.87	2.81	2.73	
\$125,001 - \$175,000	<b>597</b>		14.85%	1.95	3.71	1.72	2.39	2.73	
\$175,001 - \$275,000	<b>978</b>		24.33%	2.93	4.28	2.90	2.83	3.19	
\$275,001 - \$375,000	<b>595</b>		14.80%	4.74	6.00	4.36	4.73	5.57	
\$375,001 - \$600,000	<b>641</b>		15.95%	9.14	5.45	7.86	8.75	12.24	
\$600,001 and up	<b>407</b>		10.13%	18.64	18.00	13.58	17.91	21.78	
Market Supply of Inventory (MSI)				3.39	3.47	2.44	4.44	8.64	
Total Active Inventory by Units			100%	3,39	422	1,650	1,499	448	

# June 2019



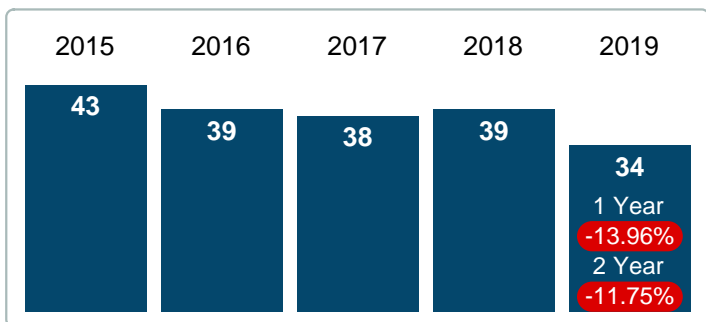
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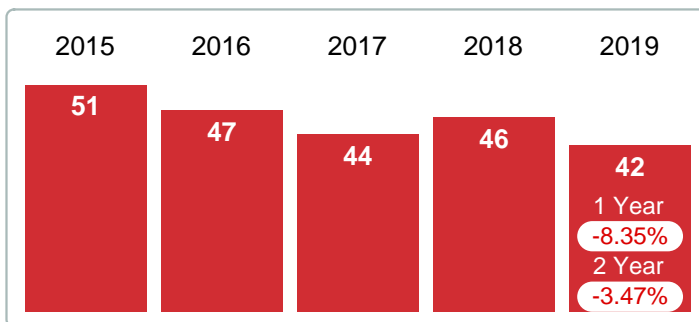
## AVERAGE DAYS ON MARKET TO SALE

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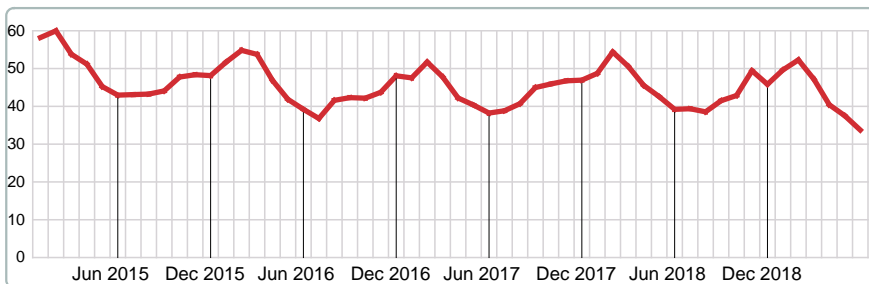
### JUNE



### YEAR TO DATE (YTD)

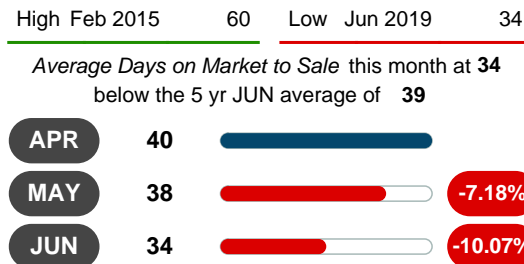


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 39



### 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	8.36%	40	46	33	39	0
\$75,001 - \$100,000	6.84%	24	36	18	46	0
\$100,001 - \$150,000	19.45%	23	24	22	28	15
\$150,001 - \$200,000	25.00%	29	14	29	31	50
\$200,001 - \$250,000	13.68%	35	25	33	39	33
\$250,001 - \$350,000	14.51%	41	9	44	43	21
\$350,001 and up	12.16%	52	0	51	53	52
Average Closed DOM		34	33	29	41	40
Total Closed Units	100%	34	126	732	404	54
Total Closed Volume		282,389,249	13.11M	128.65M	115.60M	25.03M

# June 2019



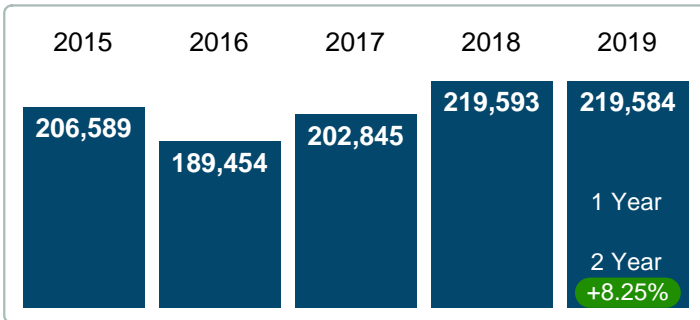
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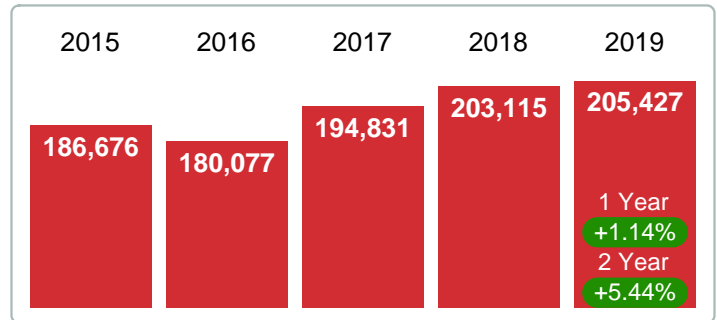
## AVERAGE LIST PRICE AT CLOSING

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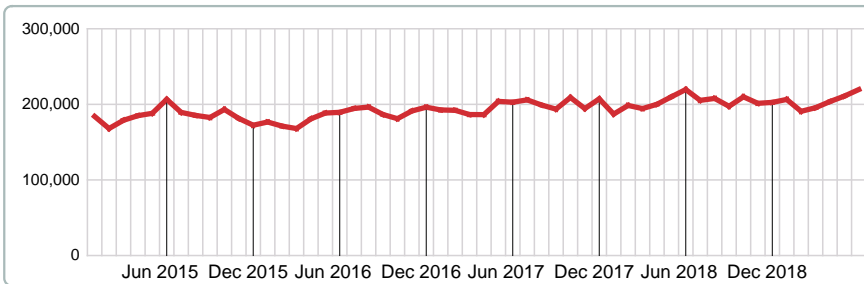
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

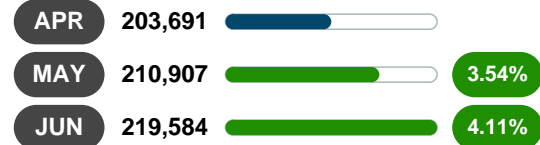


### 3 MONTHS

5 year JUN AVG = 207,613

High Jun 2018 219,593 Low Mar 2016 167,971

Average List Price at Closing this month at **219,584**  
above the 5 yr JUN average of **207,613**



### 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	8.21%	51,429	48,772	55,702	53,882	0
\$75,001 - \$100,000	6.61%	89,921	87,165	93,377	99,233	0
\$100,001 - \$150,000	19.38%	128,650	126,948	130,070	127,772	138,500
\$150,001 - \$200,000	24.70%	176,249	177,658	176,474	179,411	190,392
\$200,001 - \$250,000	14.06%	226,066	235,686	227,271	227,840	231,662
\$250,001 - \$350,000	14.51%	298,547	287,250	301,229	302,274	297,900
\$350,001 and up	12.54%	525,235	0	470,028	500,764	706,600
<b>Average List Price</b>		<b>219,584</b>	<b>107,440</b>	<b>178,971</b>	<b>291,856</b>	<b>491,081</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>219,584</b>	<b>126</b>	<b>732</b>	<b>404</b>	<b>54</b>
<b>Total Closed Volume</b>		<b>288,972,383</b>	<b>13.54M</b>	<b>131.01M</b>	<b>117.91M</b>	<b>26.52M</b>



# June 2019



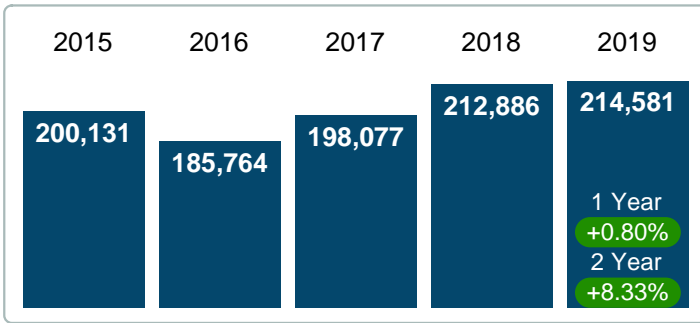
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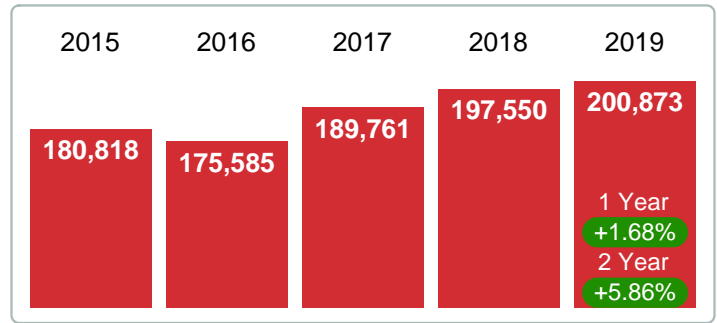
## AVERAGE SOLD PRICE AT CLOSING

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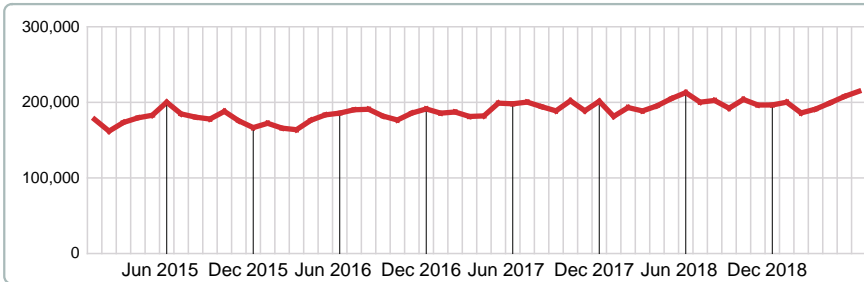
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

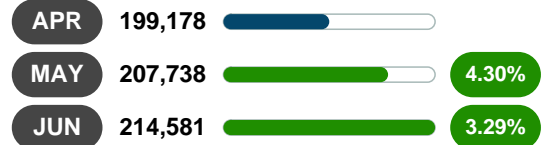


### 3 MONTHS

5 year JUN AVG = 202,288

High Jun 2019 214,581 Low Feb 2015 161,926

Average Sold Price at Closing this month at 214,581 above the 5 yr JUN average of 202,288



## 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	8.36%	49,183	45,194	52,668	51,791	0
\$75,001 - \$100,000	6.84%	89,149	84,979	90,623	90,150	0
\$100,001 - \$150,000	19.45%	127,703	125,355	128,084	126,614	136,000
\$150,001 - \$200,000	25.00%	174,579	172,526	173,801	177,095	185,965
\$200,001 - \$250,000	13.68%	224,964	227,750	224,142	225,556	226,750
\$250,001 - \$350,000	14.51%	296,151	286,125	296,157	296,972	292,242
\$350,001 and up	12.16%	511,055	0	457,818	487,813	658,119
<b>Average Sold Price</b>		<b>214,581</b>	<b>104,081</b>	<b>175,753</b>	<b>286,132</b>	<b>463,456</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>1,316</b>	<b>126</b>	<b>732</b>	<b>404</b>	<b>54</b>
<b>Total Closed Volume</b>		<b>282,389,249</b>	<b>13.11M</b>	<b>128.65M</b>	<b>115.60M</b>	<b>25.03M</b>

# June 2019



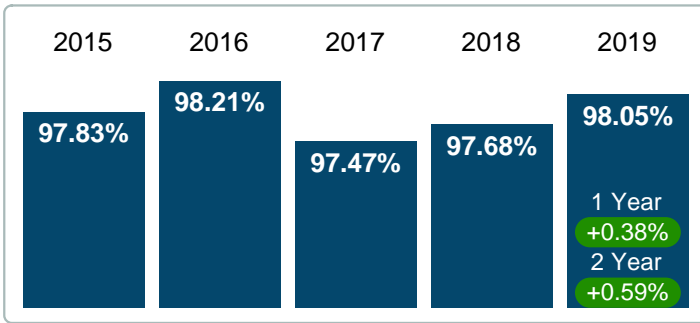
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



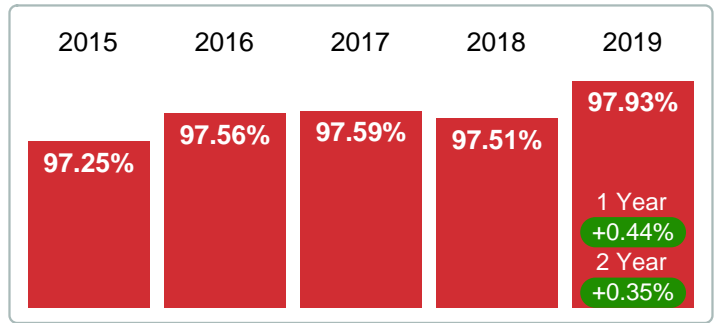
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

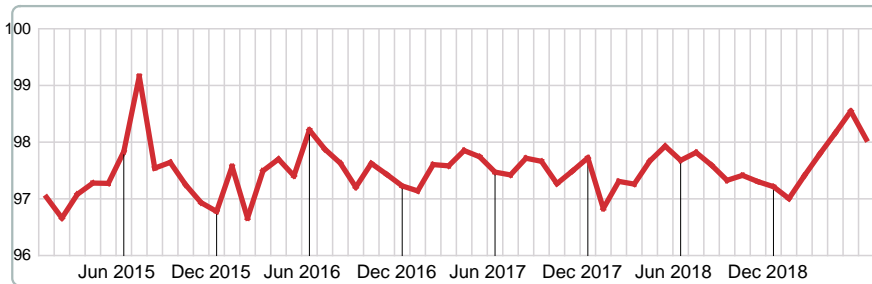
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

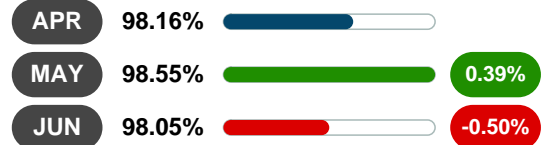


### 3 MONTHS

5 year JUN AVG = 97.85%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **98.05%**  
equal to 5 yr JUN average of **97.85%**



### 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	110	8.36%	94.55%	91.45%	97.47%	95.64%	0.00%
\$75,001 - \$100,000	90	6.84%	97.03%	97.64%	97.39%	91.14%	0.00%
\$100,001 - \$150,000	256	19.45%	98.95%	99.95%	98.74%	99.66%	98.19%
\$150,001 - \$200,000	329	25.00%	98.55%	97.19%	98.58%	98.85%	97.65%
\$200,001 - \$250,000	180	13.68%	98.71%	96.78%	98.69%	99.02%	97.85%
\$250,001 - \$350,000	191	14.51%	98.36%	99.75%	98.43%	98.31%	98.12%
\$350,001 and up	160	12.16%	97.43%	0.00%	97.50%	97.87%	95.82%
Average Sold/List Ratio		98.00%		95.56%	98.40%	98.35%	96.86%
Total Closed Units	1,316	100%	98.00%	126	732	404	54
Total Closed Volume	282,389,249			13.11M	128.65M	115.60M	25.03M

# June 2019



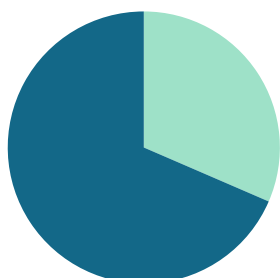
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

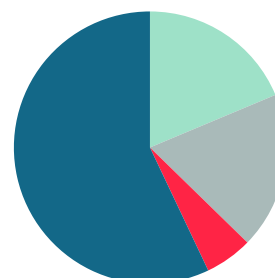


**Inventory**  
 New Listings  
**1,798 = 31.49%**  
 Start Inventory  
**3,912**  
 Total Inventory Units  
**5,710**  
 Volume  
**\$1,713,016,804**

### Market Activity

Closed Sales  
**1,316 = 18.68%**  
 Pending Sales  
**1,312 = 18.62%**  
 Other Off Market  
**398 = 5.65%**  
 Active Inventory  
**4,019 = 57.05%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,371	1,316	-4.01%	7,131	7,205	1.04%
Pending Sales	1,366	1,312	-3.95%	7,833	8,059	2.89%
New Listings	2,093	1,798	-14.09%	11,724	11,232	-4.20%
Average List Price	219,593	219,584	0.00%	203,115	205,427	1.14%
Average Sale Price	212,886	214,581	0.80%	197,550	200,873	1.68%
Average Percent of Selling Price to List Price	97.68%	98.05%	0.38%	97.51%	97.93%	0.44%
Average Days on Market to Sale	39.21	33.73	-13.96%	46.14	42.28	-8.35%
Monthly Inventory	4,852	4,019	-17.17%	4,852	4,019	-17.17%
Months Supply of Inventory	4.16	3.39	-18.52%	4.16	3.39	-18.52%

**Absorption:** Last 12 months, an Average of **1,187** Sales/Month

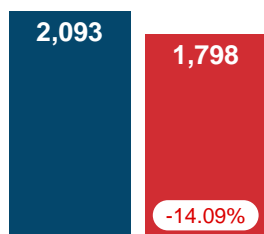
**Inventory on June 30, 2019 = 4,019**

**2018** **2019**

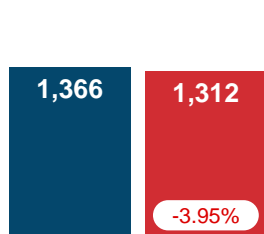
### JUNE MARKET

### AVERAGE PRICES

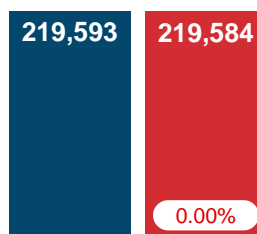
#### New Listings



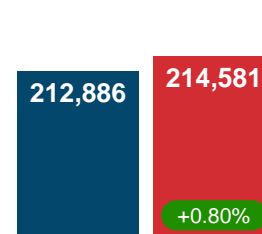
#### Pending Listings



#### List Price



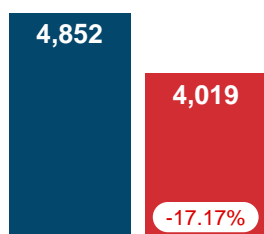
#### Sale Price



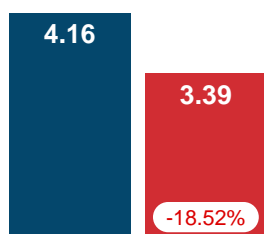
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

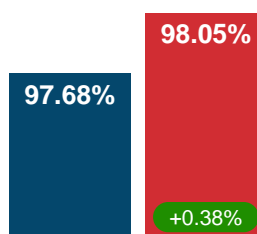
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

