

## June 2019



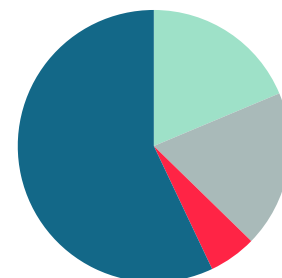
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### 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%
Median List Price	174,900	183,950	5.17%
Median Sale Price	172,000	180,000	4.65%
Median Percent of Selling Price to List Price	98.87%	99.10%	0.23%
Median Days on Market to Sale	21.00	16.00	-23.81%
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.

##### 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 **4.65%** in June 2019 to \$180,000 versus the previous year at \$172,000.

##### Median Days on Market Shortens

The median number of **16.00** days that homes spent on the market before selling decreased by 5.00 days or **23.81%** in June 2019 compared to last year's same month at **21.00** 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 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

<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.

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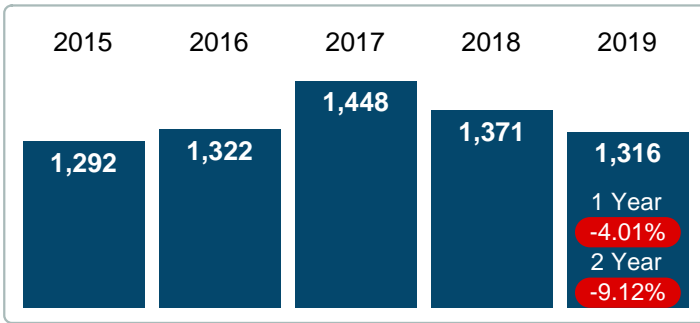
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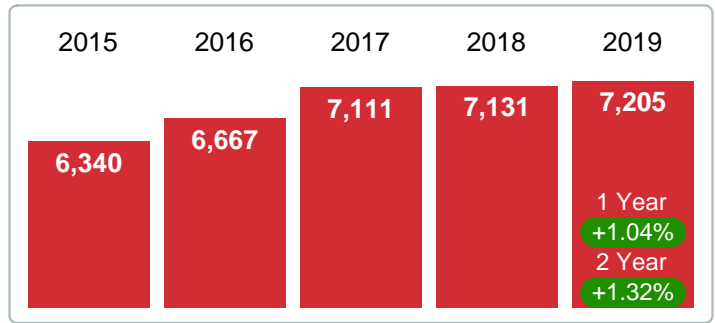
## CLOSED LISTINGS

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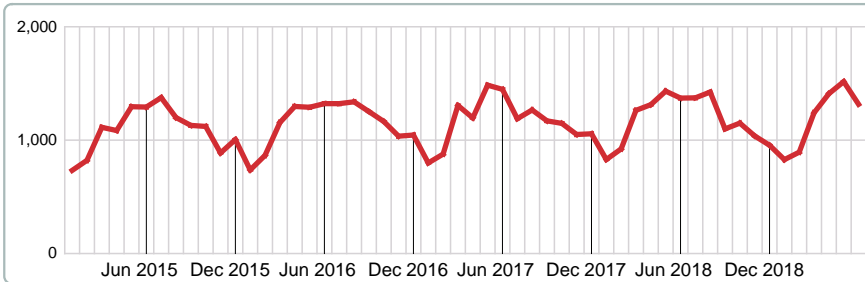
### JUNE



### YEAR TO DATE (YTD)

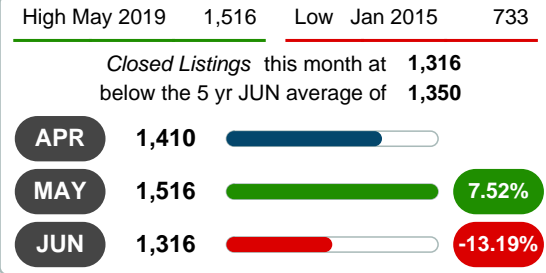


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,350



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	110	8.36%	27.0	50	49	11	0
\$75,001 - \$100,000	90	6.84%	13.0	23	61	6	0
\$100,001 - \$150,000	256	19.45%	11.0	23	203	29	1
\$150,001 - \$200,000	329	25.00%	13.0	19	233	74	3
\$200,001 - \$250,000	180	13.68%	21.5	7	93	72	8
\$250,001 - \$350,000	191	14.51%	21.0	4	58	115	14
\$350,001 and up	160	12.16%	41.5	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>16.0</b>	<b>13.11M</b>	<b>128.65M</b>	<b>115.60M</b>	<b>25.03M</b>
<b>Median Closed Price</b>	<b>\$180,000</b>			<b>\$84,500</b>	<b>\$159,900</b>	<b>\$257,250</b>	<b>\$360,000</b>

# June 2019



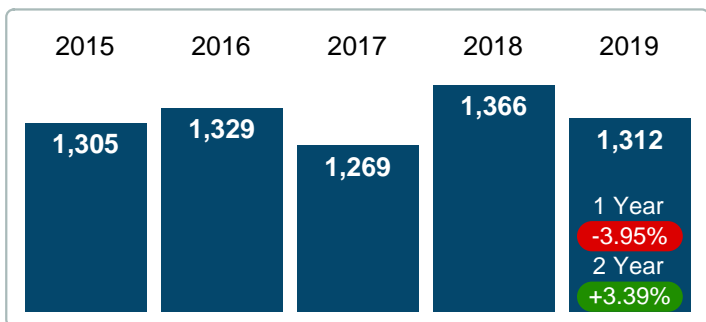
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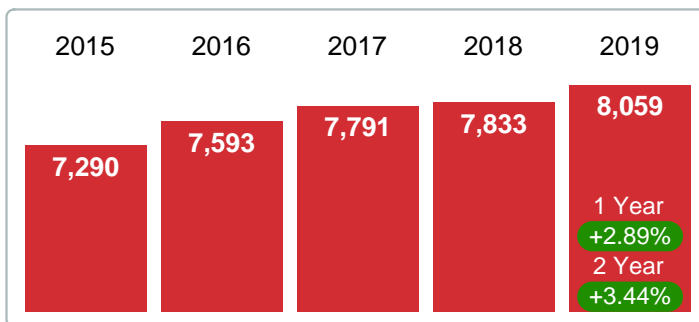
## PENDING LISTINGS

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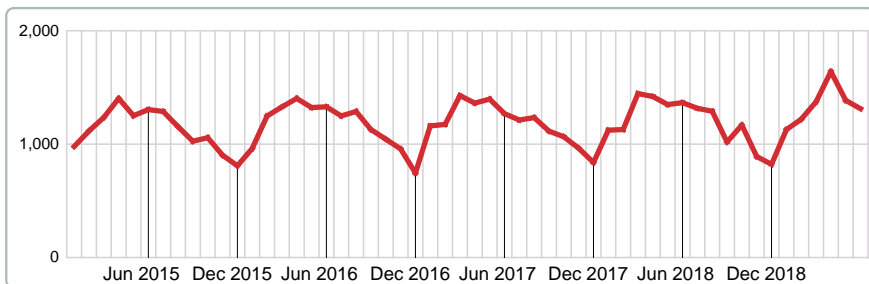
### JUNE



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	117	8.92%	20.0	37	72	7	1
\$75,001 - \$100,000	89	6.78%	15.0	29	56	4	0
\$100,001 - \$150,000	259	19.74%	12.0	29	197	31	2
\$150,001 - \$200,000	345	26.30%	18.0	13	234	88	10
\$200,001 - \$250,000	167	12.73%	25.0	8	82	76	1
\$250,001 - \$350,000	198	15.09%	31.5	6	81	91	20
\$350,001 and up	137	10.44%	42.0	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>21.0</b>	<b>14.29M</b>	<b>132.46M</b>	<b>105.52M</b>	<b>25.41M</b>
<b>Median Listing Price</b>	<b>\$175,450</b>			<b>\$99,900</b>	<b>\$159,900</b>	<b>\$235,800</b>	<b>\$327,500</b>

# June 2019



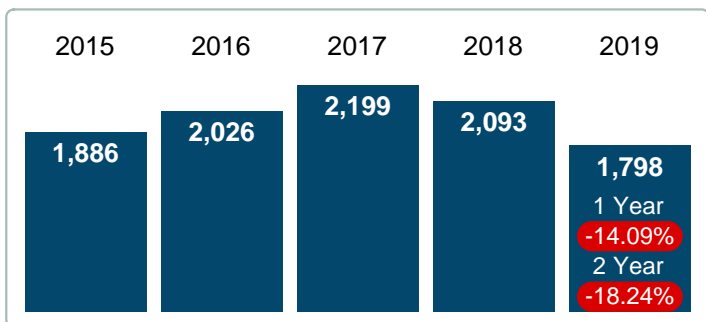
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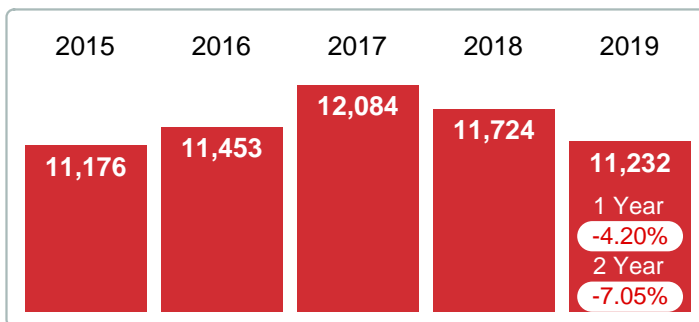
## NEW LISTINGS

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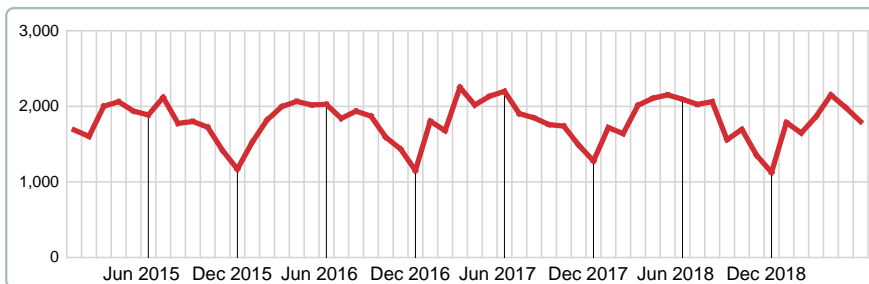
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

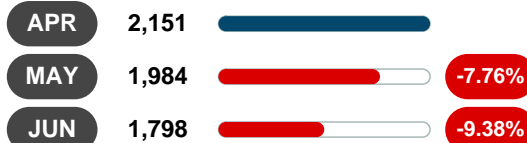


### 3 MONTHS

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>Median New Listed Listing Price</b>	<b>\$189,000</b>		<b>\$87,000</b>	<b>\$159,900</b>	<b>\$275,000</b>	<b>\$486,950</b>

# June 2019



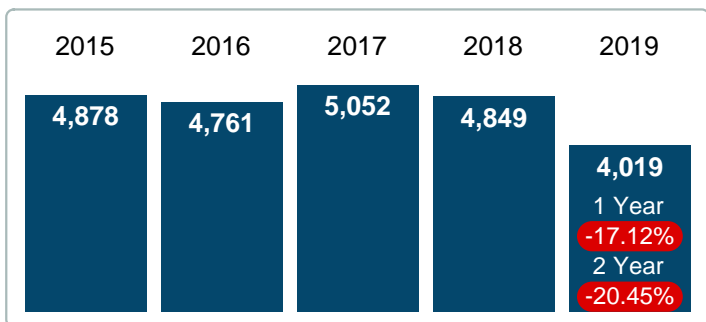
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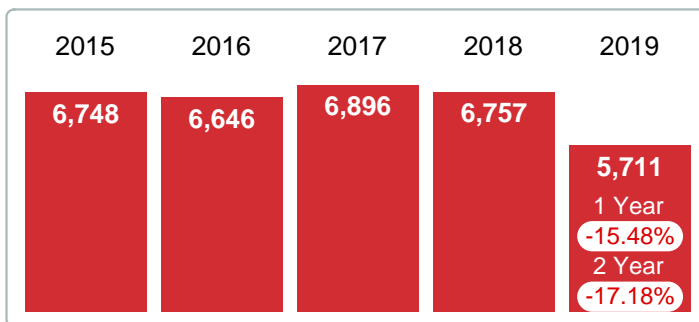
## ACTIVE INVENTORY

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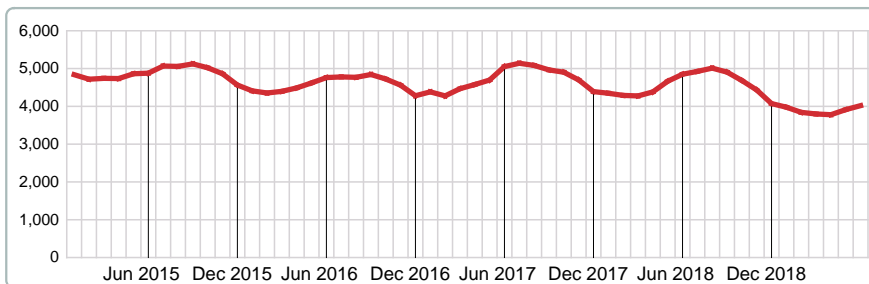
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

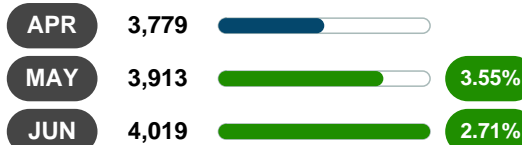


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	220	5.47%	62.0	108	88	22	2
\$50,001 - \$125,000	581	14.46%	45.0	173	339	64	5
\$125,001 - \$175,000	597	14.85%	44.0	67	411	109	10
\$175,001 - \$275,000	978	24.33%	49.5	46	499	391	42
\$275,001 - \$375,000	595	14.80%	61.0	17	156	350	72
\$375,001 - \$600,000	641	15.95%	66.0	5	114	372	150
\$600,001 and up	407	10.13%	69.0	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	100%	49.65M	352.23M	589.60M	310.19M
Median Active Inventory Listing Price		\$234,900		\$82,200	\$174,900	\$319,000	\$522,000

# 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



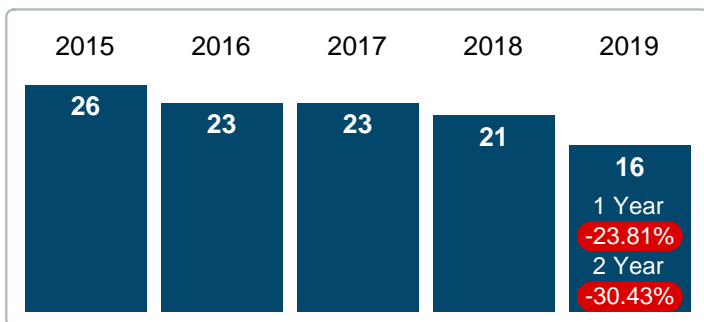
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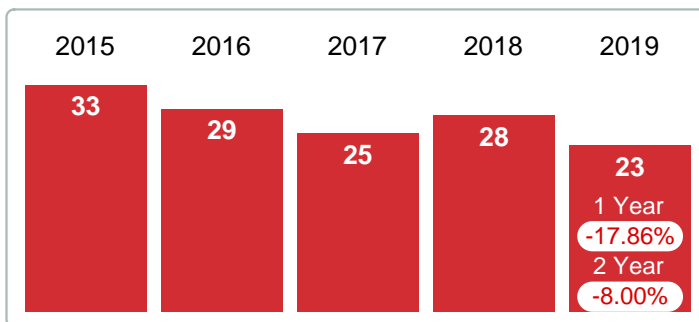
## MEDIAN DAYS ON MARKET TO SALE

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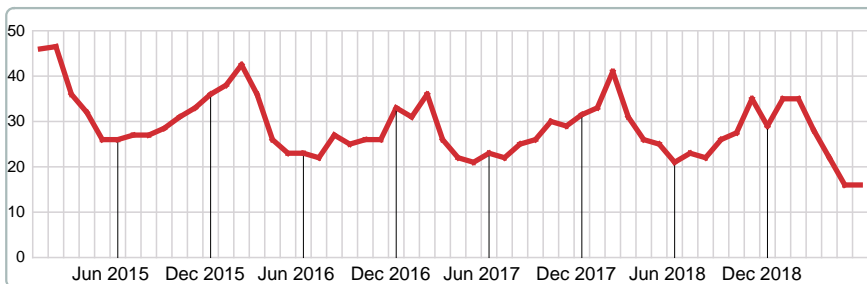
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

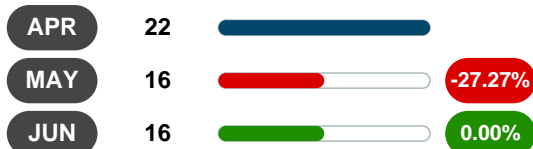


### 3 MONTHS

5 year JUN AVG = 22

High Feb 2015 47 Low Jun 2019 16

Median Days on Market to Sale this month at 16 below the 5 yr JUN average of 22



### 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	110	8.36%	27	30	18	27	0
\$75,001 - \$100,000	90	6.84%	13	30	10	43	0
\$100,001 - \$150,000	256	19.45%	11	8	10	18	15
\$150,001 - \$200,000	329	25.00%	13	4	13	15	67
\$200,001 - \$250,000	180	13.68%	22	31	17	26	32
\$250,001 - \$350,000	191	14.51%	21	3	23	23	14
\$350,001 and up	160	12.16%	42	0	40	41	44
Median Closed DOM			16	21	13	25	28
Total Closed Units		100%	16.0	126	732	404	54
Total Closed Volume			282,389,249	13.11M	128.65M	115.60M	25.03M

# June 2019



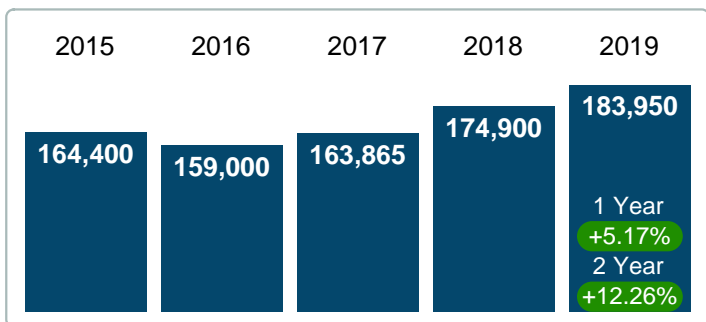
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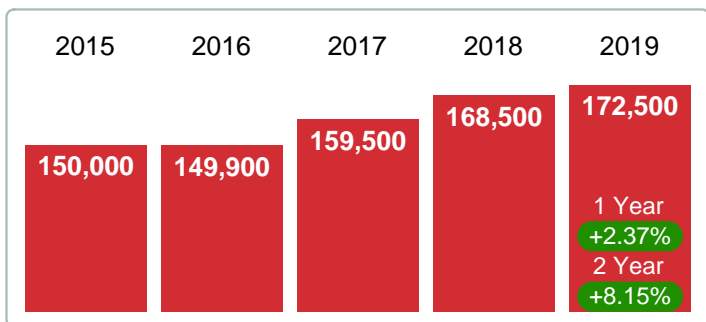
## MEDIAN LIST PRICE AT CLOSING

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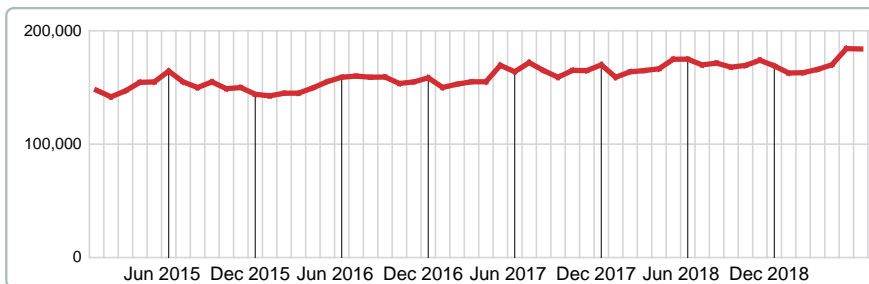
### JUNE



### YEAR TO DATE (YTD)

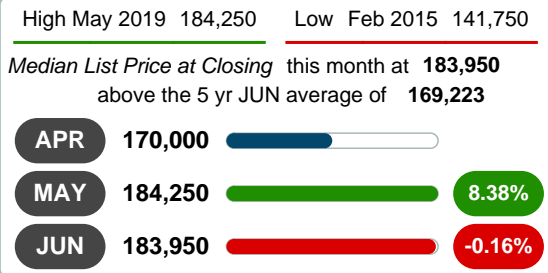


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 169,223



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8.21%	52,950	49,900	59,900	59,400	0
\$75,001 - \$100,000	6.61%	90,000	86,250	90,000	94,000	0
\$100,001 - \$150,000	19.38%	129,900	124,900	129,900	130,000	138,500
\$150,001 - \$200,000	24.70%	175,000	175,000	175,000	179,000	188,500
\$200,001 - \$250,000	14.06%	225,000	229,000	223,450	225,900	232,250
\$250,001 - \$350,000	14.51%	297,500	292,000	287,900	298,450	299,900
\$350,001 and up	12.54%	449,500	0	439,950	429,500	525,000
<b>Median List Price</b>		<b>183,950</b>	<b>88,700</b>	<b>160,000</b>	<b>263,755</b>	<b>361,950</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>288,972,383</b>	<b>13.54M</b>	<b>131.01M</b>	<b>117.91M</b>	<b>26.52M</b>



# June 2019



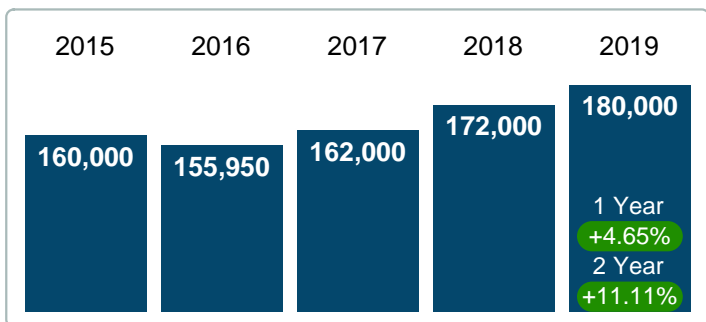
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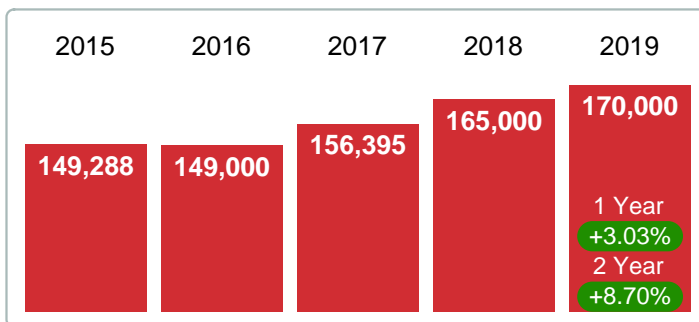
## MEDIAN SOLD PRICE AT CLOSING

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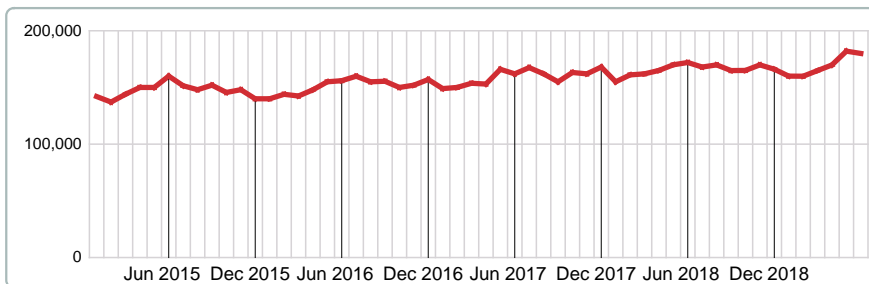
### JUNE



### YEAR TO DATE (YTD)

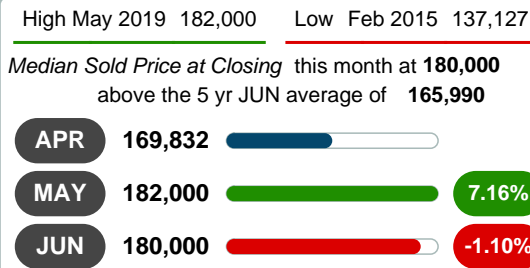


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 165,990



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8.36%	50,000	44,950	54,900	55,000	0
\$75,001 - \$100,000	6.84%	89,900	82,500	90,000	90,950	0
\$100,001 - \$150,000	19.45%	128,250	122,500	128,500	126,400	136,000
\$150,001 - \$200,000	25.00%	175,000	167,500	173,000	178,500	184,900
\$200,001 - \$250,000	13.68%	225,000	225,000	222,000	225,000	224,000
\$250,001 - \$350,000	14.51%	295,500	283,500	289,500	296,603	297,450
\$350,001 and up	12.16%	438,750	0	430,000	425,000	497,000
<b>Median Sold Price</b>		<b>180,000</b>	<b>84,500</b>	<b>159,900</b>	<b>257,250</b>	<b>360,000</b>
<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>13.11M</b>	<b>128.65M</b>	<b>115.60M</b>	<b>25.03M</b>

# June 2019



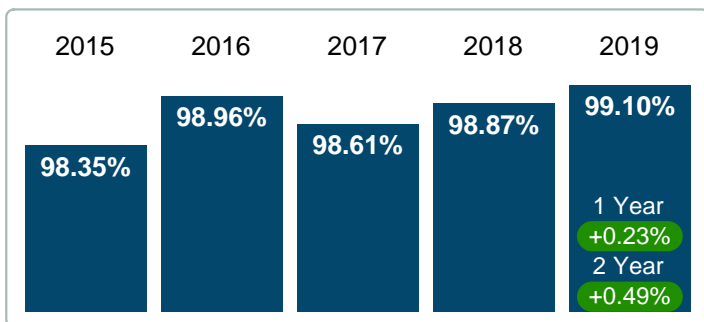
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



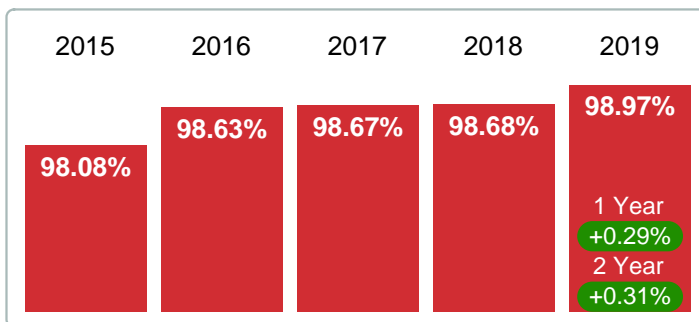
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

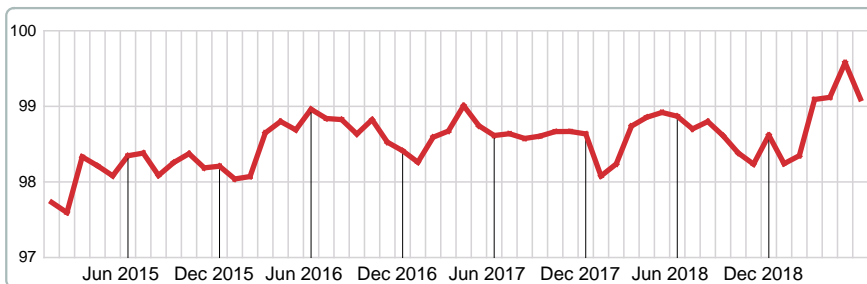
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

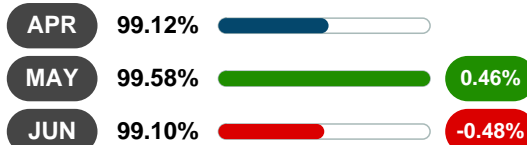


### 3 MONTHS

5 year JUN AVG = 98.78%

High May 2019 99.58% Low Feb 2015 97.60%

Median Sold/List Ratio this month at **99.10%**  
equal to 5 yr JUN average of **98.78%**



### 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	<b>110</b>	8.36%	93.90%	93.44%	94.20%	96.67%	0.00%
\$75,001 - \$100,000	<b>90</b>	6.84%	100.00%	98.86%	100.00%	89.74%	0.00%
\$100,001 - \$150,000	<b>256</b>	19.45%	100.00%	98.10%	100.00%	100.00%	98.19%
\$150,001 - \$200,000	<b>329</b>	25.00%	99.53%	98.61%	99.55%	100.00%	100.00%
\$200,001 - \$250,000	<b>180</b>	13.68%	99.39%	98.14%	99.40%	99.92%	97.86%
\$250,001 - \$350,000	<b>191</b>	14.51%	99.19%	100.50%	99.30%	99.27%	97.41%
\$350,001 and up	<b>160</b>	12.16%	98.13%	0.00%	98.77%	98.56%	97.11%
Median Sold/List Ratio		99.10%		97.25%	99.62%	99.13%	97.49%
Total Closed Units		1,316	100%	126	732	404	54
Total Closed Volume		282,389,249		13.11M	128.65M	115.60M	25.03M

# June 2019



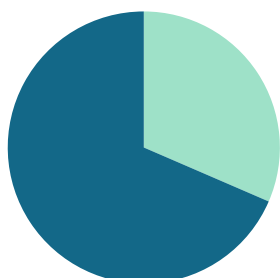
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

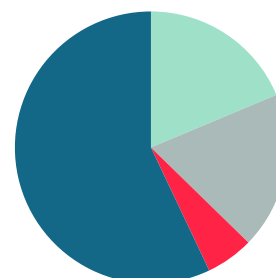


**Inventory**  
 New Listings  
**1,798 = 31.49%**  
 Start Inventory  
**3,912**  
 Total Inventory Units  
**5,710**  
 Volume  
**\$1,713,016,804**

### 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%
Median List Price	174,900	183,950	5.17%	168,500	172,500	2.37%
Median Sale Price	172,000	180,000	4.65%	165,000	170,000	3.03%
Median Percent of Selling Price to List Price	98.87%	99.10%	0.23%	98.68%	98.97%	0.29%
Median Days on Market to Sale	21.00	16.00	-23.81%	28.00	23.00	-17.86%
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

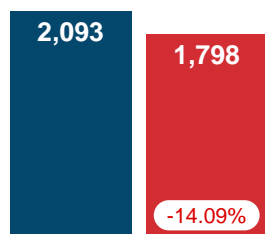
**Inventory on June 30, 2019 = 4,019**

**2018** **2019**

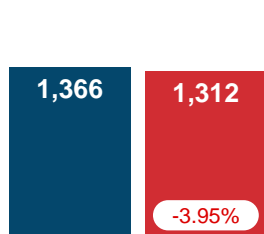
### JUNE MARKET

### MEDIAN PRICES

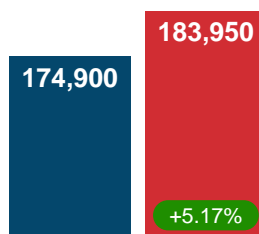
#### New Listings



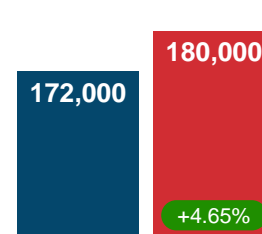
#### Pending Listings



#### List Price



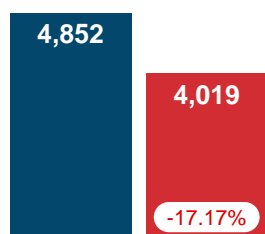
#### Sale Price



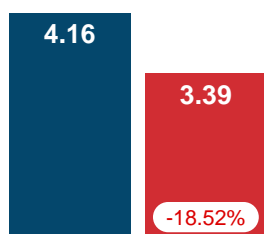
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

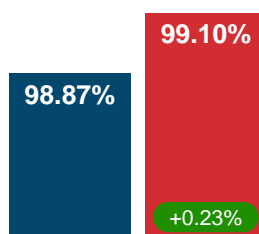
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

