

June 2019



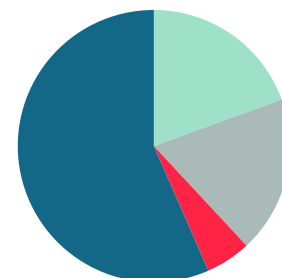
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	967	920	-4.86%
Pending Listings	989	881	-10.92%
New Listings	1,473	1,256	-14.73%
Average List Price	230,040	227,342	-1.17%
Average Sale Price	223,502	221,756	-0.78%
Average Percent of Selling Price to List Price	97.73%	98.01%	0.28%
Average Days on Market to Sale	36.94	32.09	-13.15%
End of Month Inventory	3,350	2,676	-20.12%
Months Supply of Inventory	4.05	3.21	-20.66%



■ Closed (19.45%)
■ Pending (18.62%)
■ Other OffMarket (5.37%)
■ Active (56.56%)

Absorption: Last 12 months, an Average of **834** Sales/Month
Active Inventory as of June 30, 2019 = **2,676**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **20.12%** to 2,676 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 **3.21** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.78%** in June 2019 to \$221,756 versus the previous year at \$223,502.

Average Days on Market Shortens

The average number of **32.09** days that homes spent on the market before selling decreased by 4.86 days or **13.15%** in June 2019 compared to last year's same month at **36.94** DOM.

Sales Success for June 2019 is Positive

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

There were 1,256 New Listings in June 2019, down **14.73%** from last year at 1,473. Furthermore, there were 920 Closed Listings this month versus last year at 967, a **-4.86%** decrease.

Closed versus Listed trends yielded a **73.2%** ratio, up from previous year's, June 2018, at **65.6%**, a **11.58%** 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

June 2019



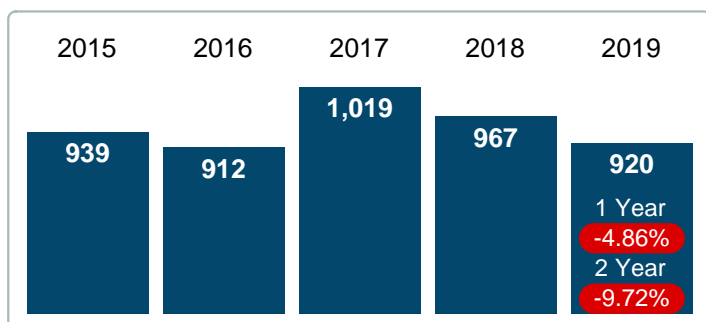
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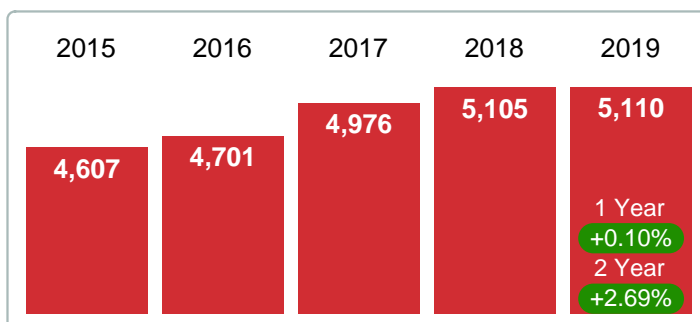
CLOSED LISTINGS

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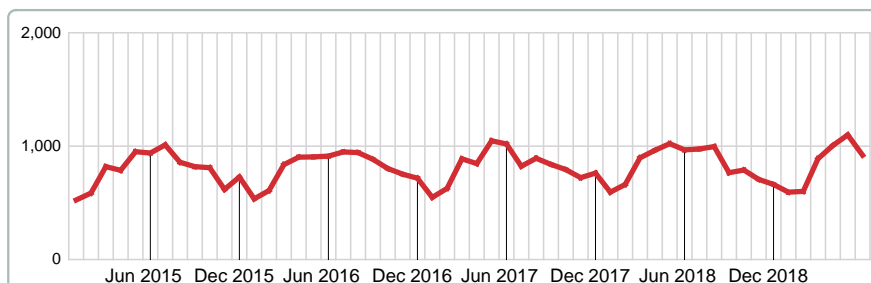
JUNE



YEAR TO DATE (YTD)

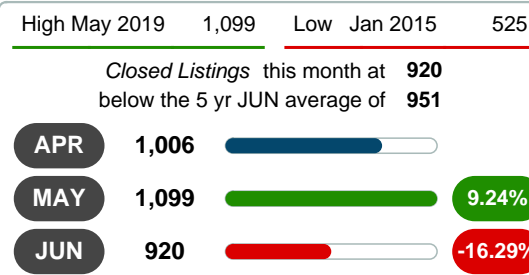


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 951



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	73	7.93%	35.6	39	25	9	0
\$75,001 - \$125,000	145	15.76%	22.2	28	104	13	0
\$125,001 - \$150,000	97	10.54%	19.9	8	78	11	0
\$150,001 - \$200,000	217	23.59%	26.0	16	154	47	0
\$200,001 - \$275,000	171	18.59%	32.8	9	77	79	6
\$275,001 - \$375,000	125	13.59%	44.1	2	33	81	9
\$375,001 and up	92	10.00%	54.3	0	18	53	21
Total Closed Units	920			102	489	293	36
Total Closed Volume	204,015,645	100%	32.1	11.05M	87.56M	85.85M	19.55M
Average Closed Price	\$221,756			\$108,303	\$179,069	\$293,014	\$543,084

June 2019



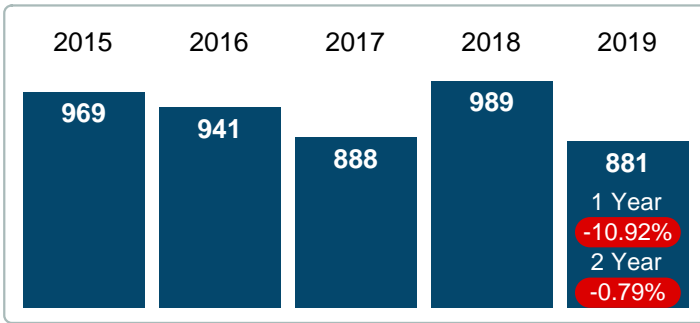
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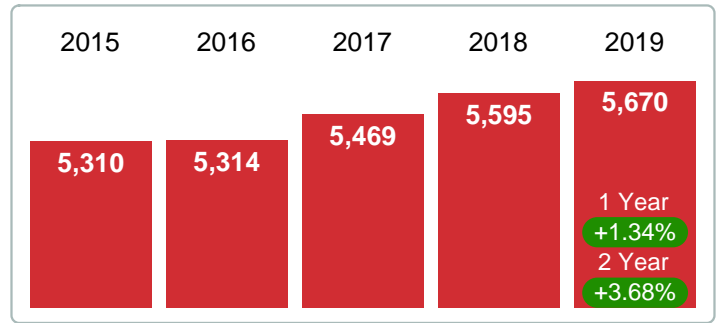
PENDING LISTINGS

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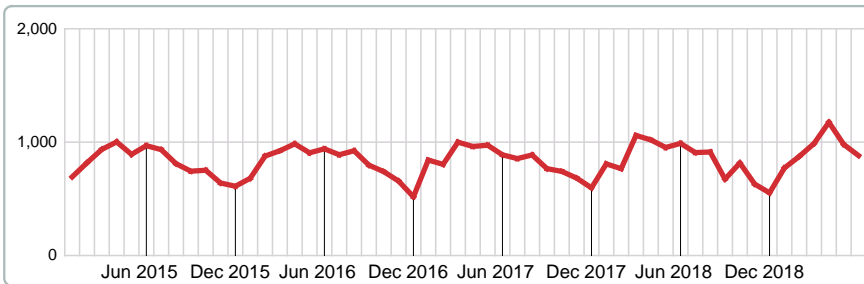
JUNE



YEAR TO DATE (YTD)

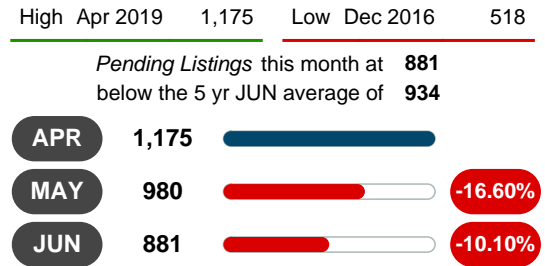


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 934



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	68	7.72%	38.4	27	37	4	0
\$75,001 - \$125,000	128	14.53%	29.2	32	89	6	1
\$125,001 - \$150,000	105	11.92%	24.3	10	81	14	0
\$150,001 - \$200,000	223	25.31%	29.1	11	150	54	8
\$200,001 - \$275,000	160	18.16%	33.9	9	74	71	6
\$275,001 - \$350,000	101	11.46%	49.3	4	32	54	11
\$350,001 and up	96	10.90%	48.7	1	23	53	19
Total Pending Units	881			94	486	256	45
Total Pending Volume	193,292,202	100%	34.6	11.42M	88.09M	75.76M	18.02M
Average Listing Price	\$220,770			\$121,468	\$181,265	\$295,927	\$400,498

June 2019



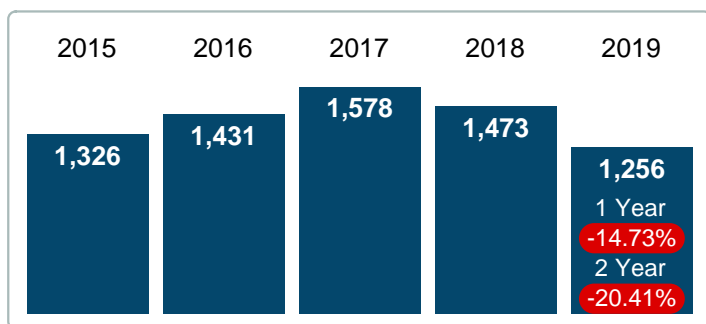
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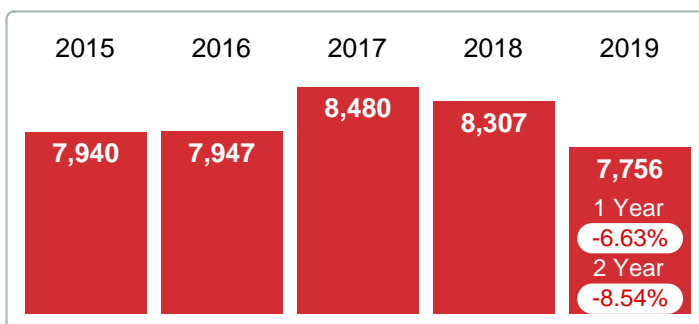
NEW LISTINGS

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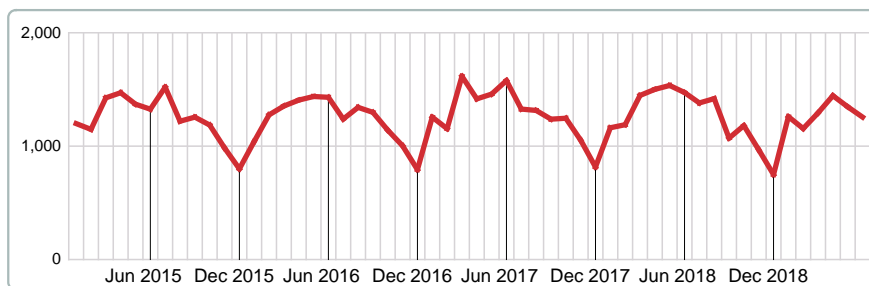
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

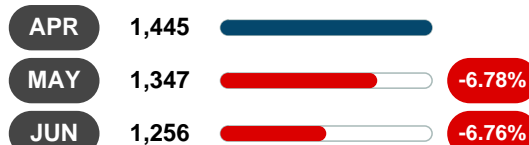


3 MONTHS

5 year JUN AVG = 1,413

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,256 below the 5 yr JUN average of 1,413



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	115	9.16%	51	56	8	0
\$75,001 - \$125,000	149	11.86%	29	107	12	1
\$125,001 - \$150,000	133	10.59%	15	100	17	1
\$150,001 - \$225,000	332	26.43%	30	208	89	5
\$225,001 - \$325,000	243	19.35%	5	84	141	13
\$325,001 - \$475,000	159	12.66%	4	34	102	19
\$475,001 and up	125	9.95%	0	22	57	46
Total New Listed Units	1,256		134	611	426	85
Total New Listed Volume	327,967,412	100%	15.96M	117.44M	142.09M	52.47M
Average New Listed Listing Price	\$213,718		\$119,139	\$192,213	\$333,536	\$617,342

June 2019



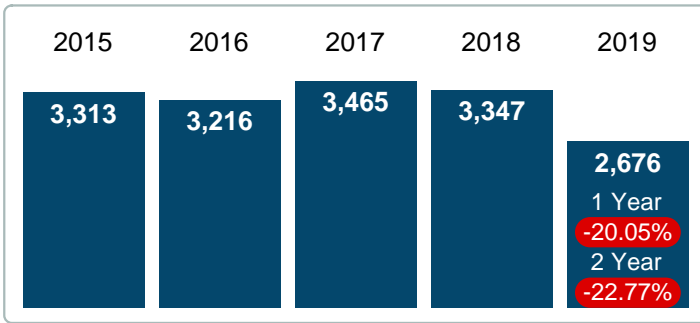
Area Delimited by County Of Tulsa - Residential Property Type



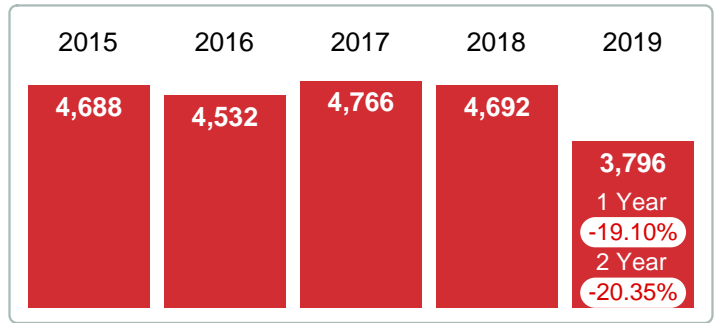
ACTIVE INVENTORY

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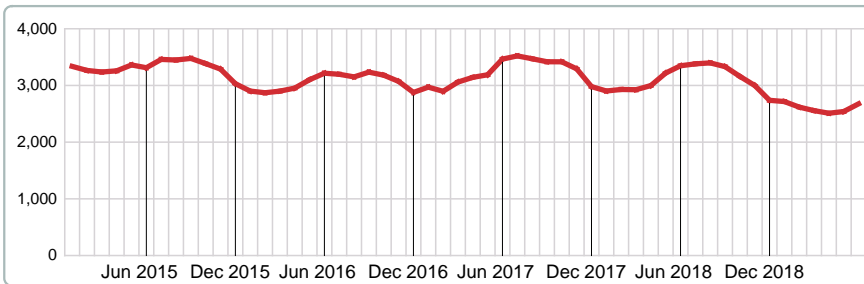
END OF JUNE



ACTIVE DURING JUNE

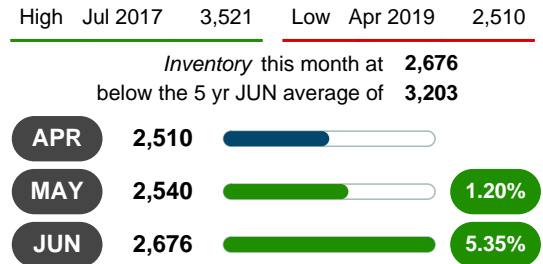


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3,203



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	239	8.93%	88.7	133	84	21	1
\$75,001 - \$150,000	338	12.63%	80.8	64	231	40	3
\$150,001 - \$200,000	390	14.57%	58.8	45	252	87	6
\$200,001 - \$325,000	714	26.68%	61.5	33	251	367	63
\$325,001 - \$425,000	354	13.23%	75.4	2	68	233	51
\$425,001 - \$675,000	377	14.09%	73.7	5	56	201	115
\$675,001 and up	264	9.87%	79.2	2	26	116	120
Total Active Inventory by Units	2,676			284	968	1,065	359
Total Active Inventory by Volume	952,415,604	100%	71.3	34.80M	224.67M	443.70M	249.25M
Average Active Inventory Listing Price	\$355,910			\$122,520	\$232,101	\$416,618	\$694,285

June 2019



Area Delimited by County Of Tulsa - 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 %
2,676	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
\$75,000 and less	239		8.93%	2.78	3.35	2.00	5.36	4.00	
\$75,001 - \$150,000	338		12.63%	1.44	1.94	1.30	1.88	1.29	
\$150,001 - \$200,000	390		14.57%	2.00	4.78	1.92	1.72	1.80	
\$200,001 - \$325,000	714		26.68%	3.36	4.77	3.08	3.32	4.67	
\$325,001 - \$425,000	354		13.23%	6.19	1.71	4.48	6.87	7.37	
\$425,001 - \$675,000	377		14.09%	10.55	12.00	8.51	9.53	15.00	
\$675,001 and up	264		9.87%	20.71	12.00	18.35	17.62	26.18	
Market Supply of Inventory (MSI)		3.21			3.13	2.12	4.29	9.30	
Total Active Inventory by Units		2,676	100%	3.21	284	968	1,065	359	

June 2019



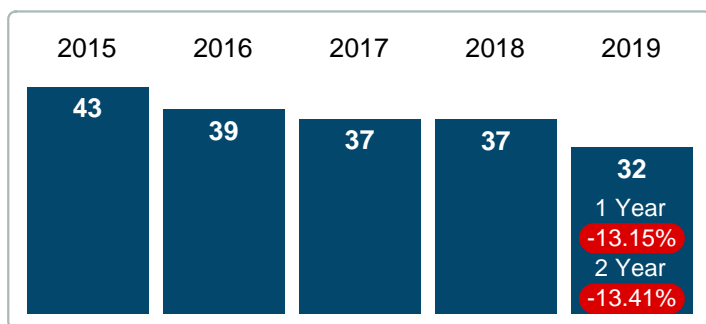
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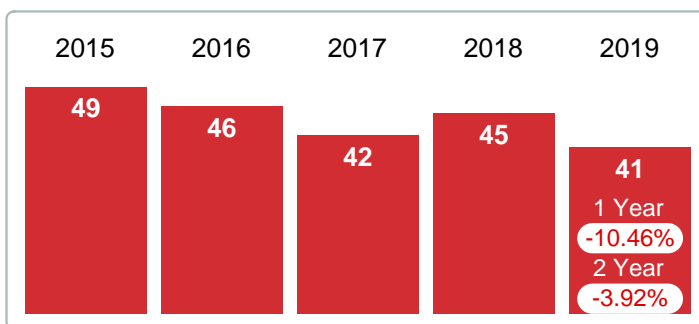
AVERAGE DAYS ON MARKET TO SALE

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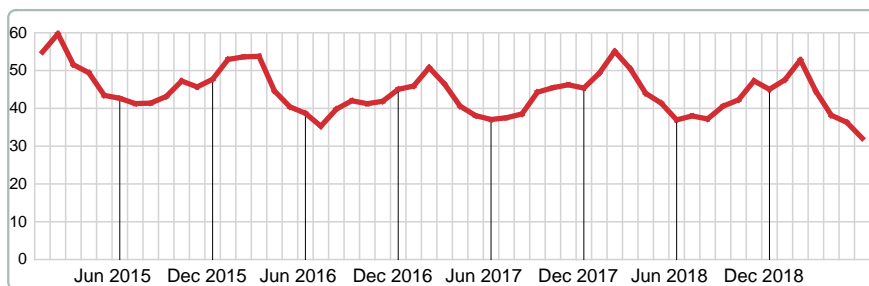
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

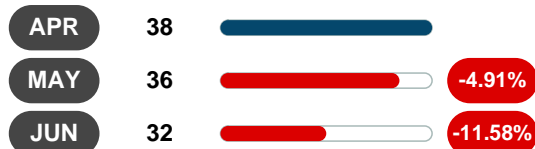


3 MONTHS

5 year JUN AVG = 37

High Feb 2015 60 Low Jun 2019 32

Average Days on Market to Sale this month at 32 below the 5 yr JUN average of 37



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7.93%	36	39	29	37	0
\$75,001 - \$125,000	15.76%	22	31	18	35	0
\$125,001 - \$150,000	10.54%	20	16	21	12	0
\$150,001 - \$200,000	23.59%	26	13	27	27	0
\$200,001 - \$275,000	18.59%	33	23	33	34	31
\$275,001 - \$375,000	13.59%	44	2	51	45	25
\$375,001 and up	10.00%	54	0	41	57	59
Average Closed DOM		32	29	27	39	46
Total Closed Units	100%	32	102	489	293	36
Total Closed Volume		204,015,645	11.05M	87.56M	85.85M	19.55M

June 2019



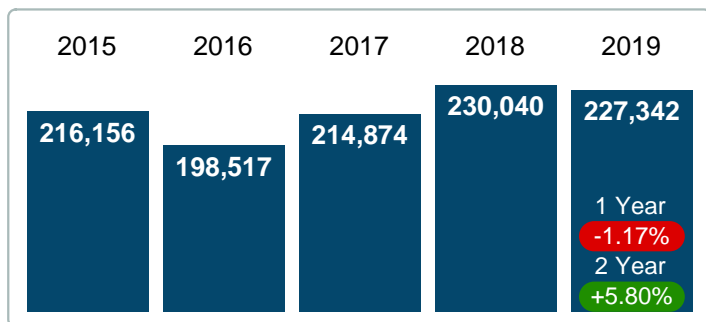
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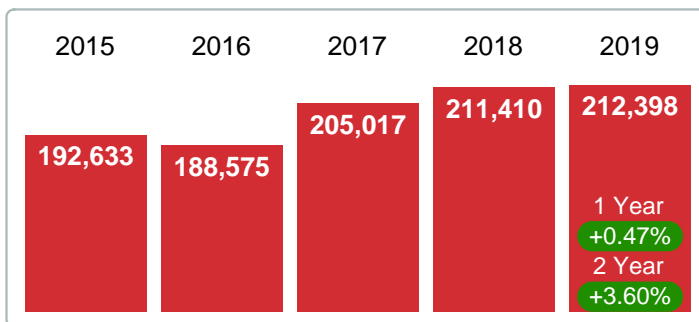
AVERAGE LIST PRICE AT CLOSING

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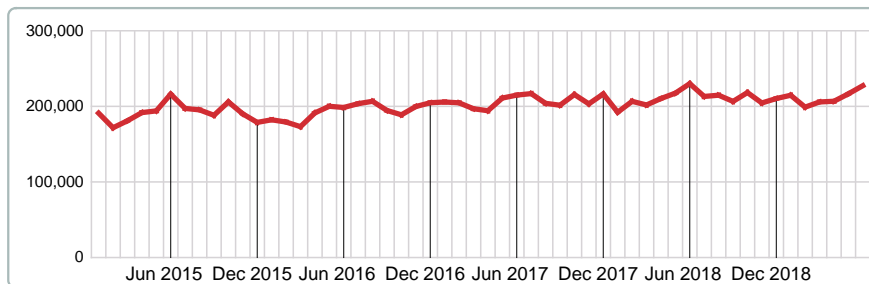
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 217,386

High Jun 2018 230,040 Low Feb 2015 171,717

Average List Price at Closing this month at **227,342**
above the 5 yr JUN average of **217,386**

- APR: 206,734
- MAY: 216,548 (+4.75%)
- JUN: 227,342 (+4.98%)

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	74	8.04%	51,751	49,028	56,328	51,411	0
\$75,001 - \$125,000	138	15.00%	105,323	97,454	108,055	111,931	0
\$125,001 - \$150,000	98	10.65%	140,035	145,225	141,272	140,782	0
\$150,001 - \$200,000	213	23.15%	176,849	178,531	177,160	182,303	0
\$200,001 - \$275,000	170	18.48%	233,595	242,755	233,890	240,785	242,000
\$275,001 - \$375,000	128	13.91%	322,114	307,000	332,375	328,801	316,667
\$375,001 and up	99	10.76%	590,466	0	507,783	566,552	791,048
Average List Price			227,342	112,332	182,139	299,375	580,944
Total Closed Units		100%	920	102	489	293	36
Total Closed Volume			209,154,386	11.46M	89.07M	87.72M	20.91M

June 2019



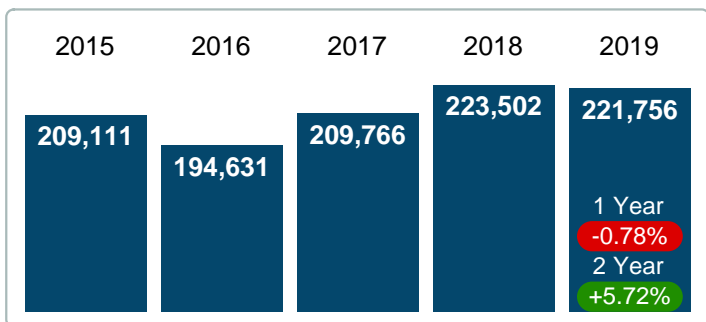
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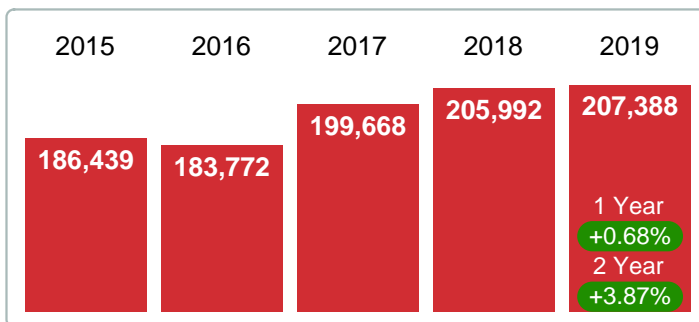
AVERAGE SOLD PRICE AT CLOSING

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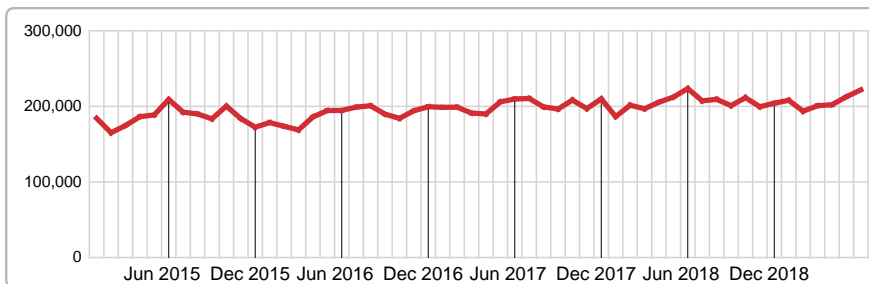
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

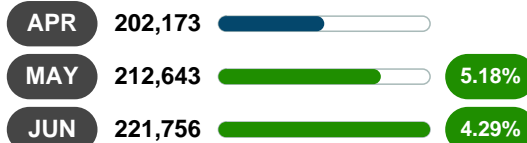


3 MONTHS

5 year JUN AVG = 211,754

High Jun 2018 223,502 Low Feb 2015 165,100

Average Sold Price at Closing this month at **221,756** above the 5 yr JUN average of **211,754**



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	7.93%	49,365	44,921	56,301	49,356	0
\$75,001 - \$125,000	15.76%	103,705	94,790	105,496	108,581	0
\$125,001 - \$150,000	10.54%	139,279	140,897	139,082	139,500	0
\$150,001 - \$200,000	23.59%	175,218	173,438	174,379	178,572	0
\$200,001 - \$275,000	18.59%	234,693	235,750	231,095	238,006	235,667
\$275,001 - \$375,000	13.59%	323,336	308,500	326,762	323,234	314,988
\$375,001 and up	10.00%	579,271	0	494,736	548,783	728,673
Average Sold Price		221,756	108,303	179,069	293,014	543,084
Total Closed Units	100%	221,756	102	489	293	36
Total Closed Volume		204,015,645	11.05M	87.56M	85.85M	19.55M

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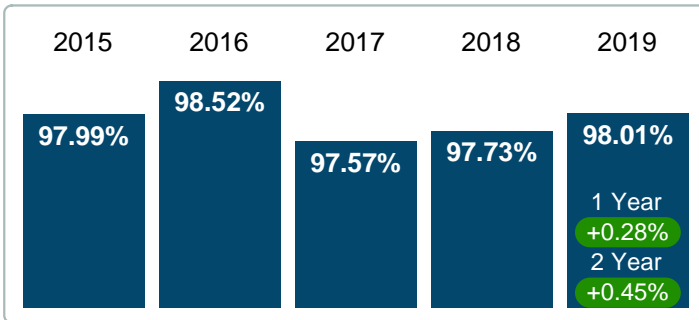
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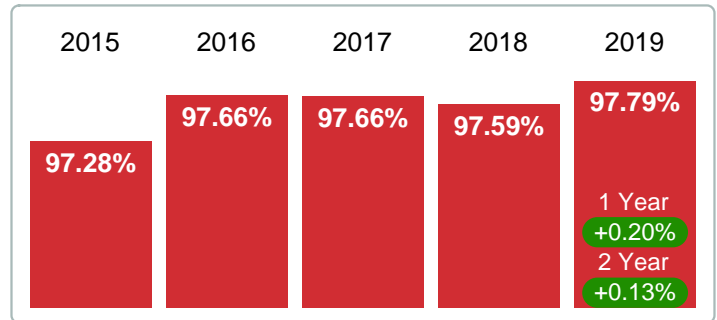
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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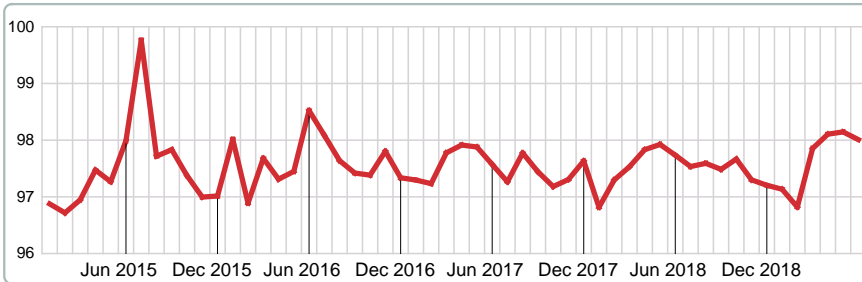
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

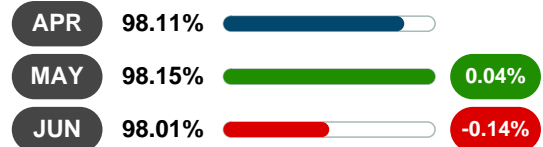


3 MONTHS

5 year JUN AVG = 97.97%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **98.01%**
equal to 5 yr JUN average of **97.97%**



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	73	7.93%	95.78%	90.57%	104.02%	95.44%	0.00%
\$75,001 - \$125,000	145	15.76%	97.76%	97.49%	97.87%	97.51%	0.00%
\$125,001 - \$150,000	97	10.54%	98.53%	97.12%	98.59%	99.17%	0.00%
\$150,001 - \$200,000	217	23.59%	98.35%	97.25%	98.55%	98.06%	0.00%
\$200,001 - \$275,000	171	18.59%	98.75%	97.27%	98.85%	98.93%	97.38%
\$275,001 - \$375,000	125	13.59%	98.49%	100.50%	98.38%	98.36%	99.52%
\$375,001 and up	92	10.00%	96.78%	0.00%	97.35%	97.36%	94.85%
Average Sold/List Ratio		98.00%		94.82%	98.68%	98.19%	96.44%
Total Closed Units	920	100%	98.00%	102	489	293	36
Total Closed Volume	204,015,645			11.05M	87.56M	85.85M	19.55M

June 2019



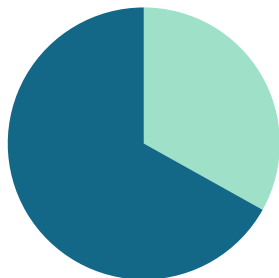
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

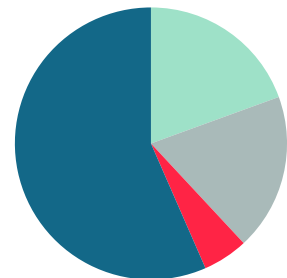


Inventory
 New Listings
1,256 = 33.10%
 Start Inventory
2,539
 Total Inventory Units
3,795
 Volume
\$1,240,567,143

Market Activity

Closed Sales
920 = 19.45%
 Pending Sales
881 = 18.62%
 Other Off Market
254 = 5.37%
 Active Inventory
2,676 = 56.56%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	967	920	-4.86%	5,105	5,110	0.10%
Pending Sales	989	881	-10.92%	5,595	5,670	1.34%
New Listings	1,473	1,256	-14.73%	8,307	7,756	-6.63%
Average List Price	230,040	227,342	-1.17%	211,410	212,398	0.47%
Average Sale Price	223,502	221,756	-0.78%	205,992	207,388	0.68%
Average Percent of Selling Price to List Price	97.73%	98.01%	0.28%	97.59%	97.79%	0.20%
Average Days on Market to Sale	36.94	32.09	-13.15%	45.33	40.59	-10.46%
Monthly Inventory	3,350	2,676	-20.12%	3,350	2,676	-20.12%
Months Supply of Inventory	4.05	3.21	-20.66%	4.05	3.21	-20.66%

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

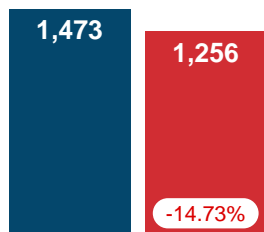
Inventory on June 30, 2019 = 2,676

2018 **2019**

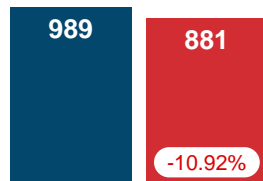
JUNE MARKET

AVERAGE PRICES

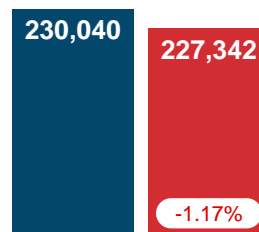
New Listings



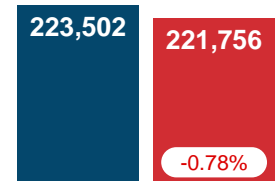
Pending Listings



List Price



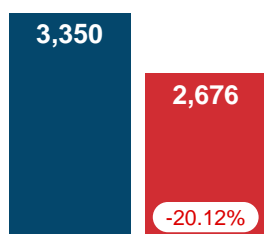
Sale Price



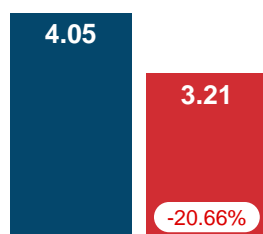
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

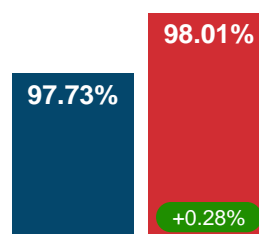
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

