

# June 2019



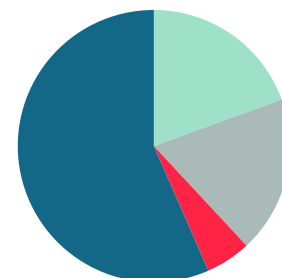
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	179,000	185,700	3.74%
Median Sale Price	176,000	184,000	4.55%
Median Percent of Selling Price to List Price	98.89%	99.04%	0.16%
Median Days on Market to Sale	19.00	14.00	-26.32%
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.

#### 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 **4.55%** in June 2019 to \$184,000 versus the previous year at \$176,000.

#### Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 5.00 days or **26.32%** in June 2019 compared to last year's same month at **19.00** 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 1,256 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.

### 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®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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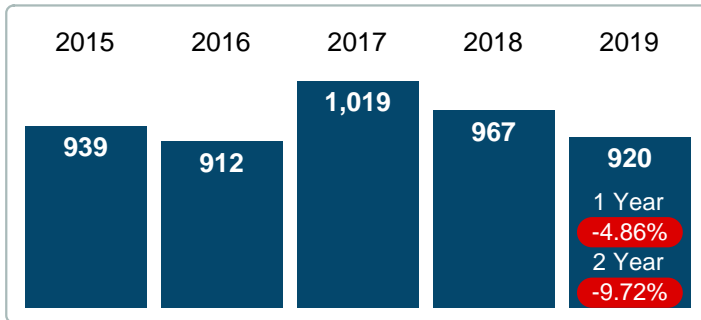
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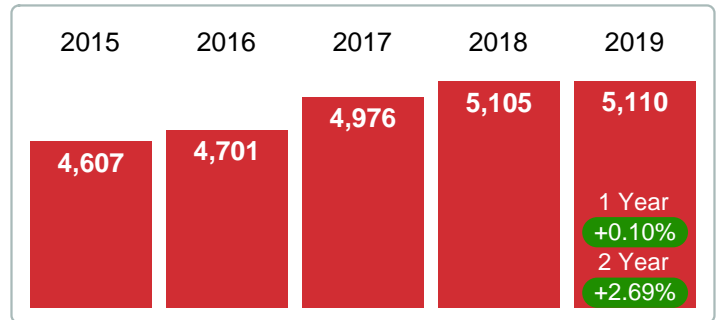
## CLOSED LISTINGS

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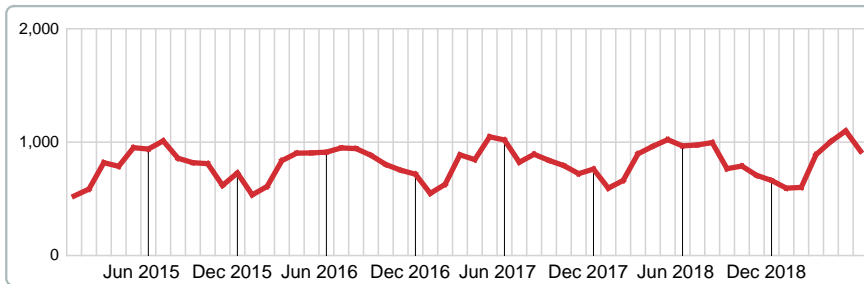
### JUNE



### YEAR TO DATE (YTD)

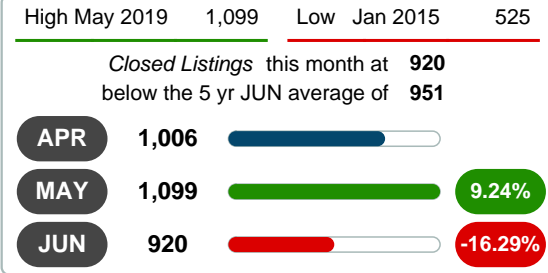


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 951



### 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	73	7.93%	26.0	39	25	9	0
\$75,001 - \$125,000	145	15.76%	10.0	28	104	13	0
\$125,001 - \$150,000	97	10.54%	10.0	8	78	11	0
\$150,001 - \$200,000	217	23.59%	11.0	16	154	47	0
\$200,001 - \$275,000	171	18.59%	19.0	9	77	79	6
\$275,001 - \$375,000	125	13.59%	24.0	2	33	81	9
\$375,001 and up	92	10.00%	40.0	0	18	53	21
<b>Total Closed Units</b>	<b>920</b>			<b>102</b>	<b>489</b>	<b>293</b>	<b>36</b>
<b>Total Closed Volume</b>	<b>204,015,645</b>	<b>100%</b>	<b>14.0</b>	<b>11.05M</b>	<b>87.56M</b>	<b>85.85M</b>	<b>19.55M</b>
<b>Median Closed Price</b>	<b>\$184,000</b>			<b>\$89,500</b>	<b>\$163,000</b>	<b>\$265,000</b>	<b>\$442,000</b>

# June 2019



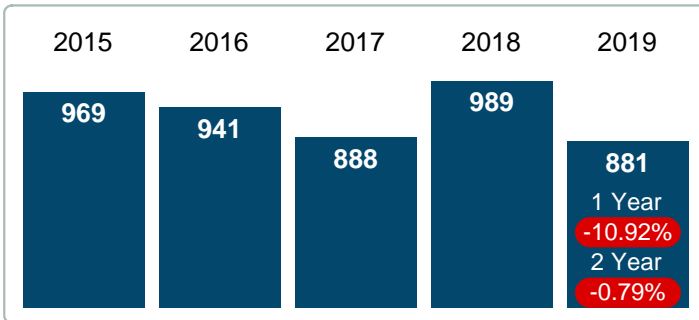
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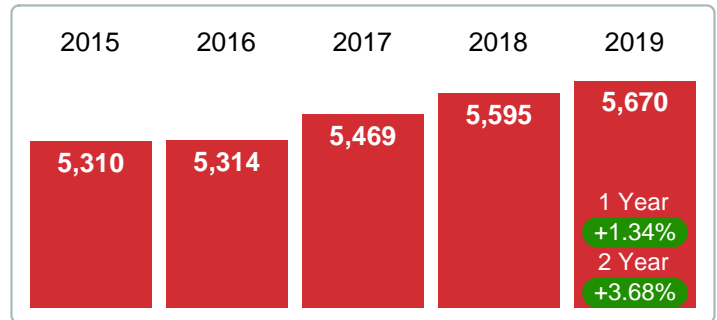
## PENDING LISTINGS

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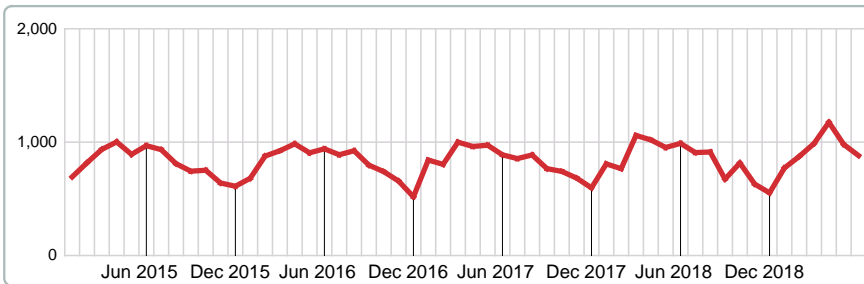
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

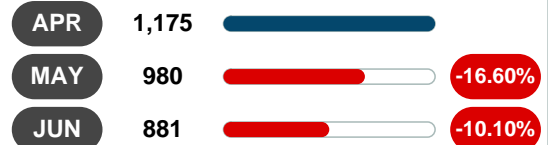


### 3 MONTHS

5 year JUN AVG = 934

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **881**  
below the 5 yr JUN average of **934**



### 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	68	7.72%	15.0	27	37	4	0
\$75,001 - \$125,000	128	14.53%	14.0	32	89	6	1
\$125,001 - \$150,000	105	11.92%	7.0	10	81	14	0
\$150,001 - \$200,000	223	25.31%	15.0	11	150	54	8
\$200,001 - \$275,000	160	18.16%	22.5	9	74	71	6
\$275,001 - \$350,000	101	11.46%	31.0	4	32	54	11
\$350,001 and up	96	10.90%	35.5	1	23	53	19
<b>Total Pending Units</b>	<b>881</b>			<b>94</b>	<b>486</b>	<b>256</b>	<b>45</b>
<b>Total Pending Volume</b>	<b>193,292,202</b>	<b>100%</b>	<b>18.0</b>	<b>11.42M</b>	<b>88.09M</b>	<b>75.76M</b>	<b>18.02M</b>
<b>Median Listing Price</b>	<b>\$180,000</b>			<b>\$99,900</b>	<b>\$159,900</b>	<b>\$247,500</b>	<b>\$321,500</b>

# June 2019



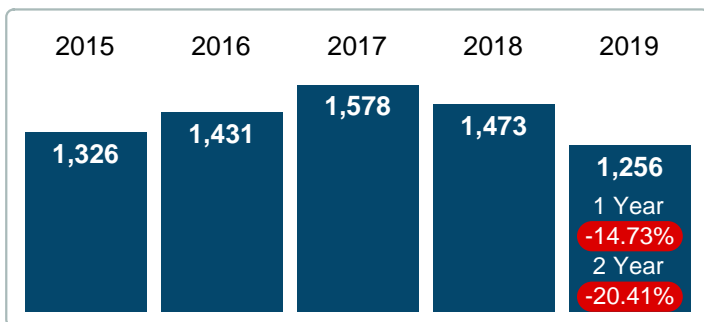
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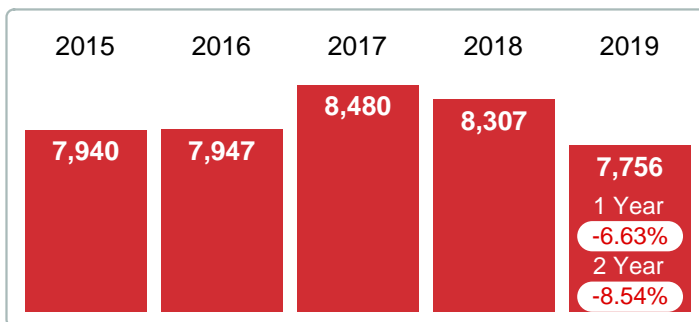
## NEW LISTINGS

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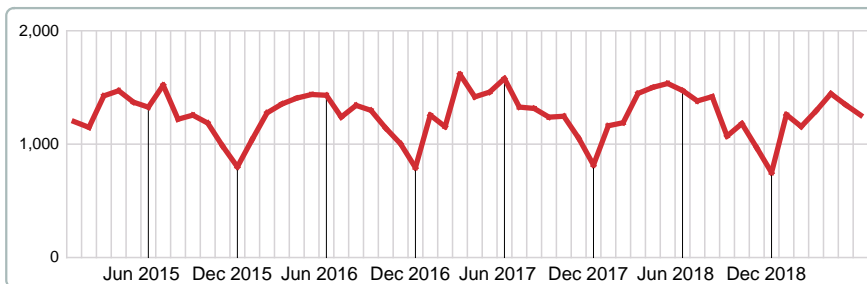
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

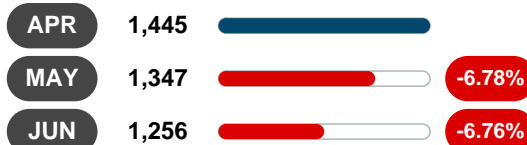


### 3 MONTHS

5 year JUN AVG = 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
<b>Total New Listed Units</b>	<b>1,256</b>		<b>134</b>	<b>611</b>	<b>426</b>	<b>85</b>
<b>Total New Listed Volume</b>	<b>327,967,412</b>	<b>100%</b>	<b>15.96M</b>	<b>117.44M</b>	<b>142.09M</b>	<b>52.47M</b>
<b>Median New Listed Listing Price</b>	<b>\$197,900</b>		<b>\$94,950</b>	<b>\$161,900</b>	<b>\$279,000</b>	<b>\$498,995</b>

# June 2019



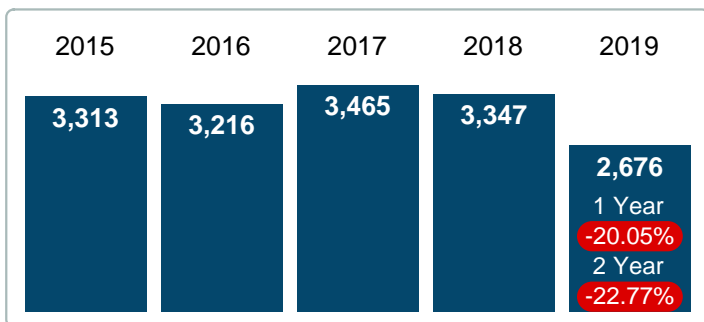
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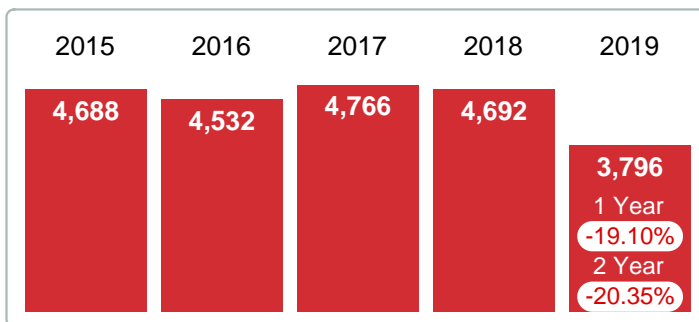
## ACTIVE INVENTORY

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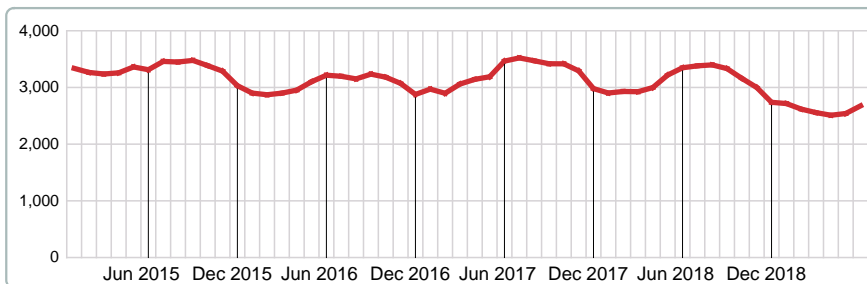
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

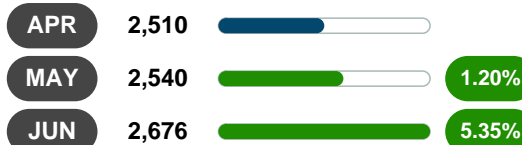


### 3 MONTHS

5 year JUN AVG = 3,203

High Jul 2017 3,521 Low Apr 2019 2,510

Inventory this month at **2,676**  
below the 5 yr JUN average of **3,203**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	239	8.93%	57.0	133	84	21	1
\$75,001 - \$150,000	338	12.63%	32.5	64	231	40	3
\$150,001 - \$200,000	390	14.57%	44.5	45	252	87	6
\$200,001 - \$325,000	714	26.68%	54.0	33	251	367	63
\$325,001 - \$425,000	354	13.23%	65.0	2	68	233	51
\$425,001 - \$675,000	377	14.09%	66.0	5	56	201	115
\$675,001 and up	264	9.87%	72.0	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%	34.80M	224.67M	443.70M	249.25M
Median Active Inventory Listing Price		\$260,000		\$84,900	\$184,900	\$335,000	\$538,000

# June 2019



Area Delimited by County Of Tulsa - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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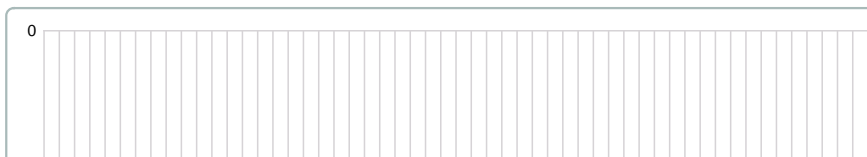
### MSI FOR JUNE

2015	2016	2017	2018	2019

### INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>2,676</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
\$75,000 and less	<b>239</b>		8.93%	2.78	3.35	2.00	5.36	4.00	
\$75,001 - \$150,000	<b>338</b>		12.63%	1.44	1.94	1.30	1.88	1.29	
\$150,001 - \$200,000	<b>390</b>		14.57%	2.00	4.78	1.92	1.72	1.80	
\$200,001 - \$325,000	<b>714</b>		26.68%	3.36	4.77	3.08	3.32	4.67	
\$325,001 - \$425,000	<b>354</b>		13.23%	6.19	1.71	4.48	6.87	7.37	
\$425,001 - \$675,000	<b>377</b>		14.09%	10.55	12.00	8.51	9.53	15.00	
\$675,001 and up	<b>264</b>		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



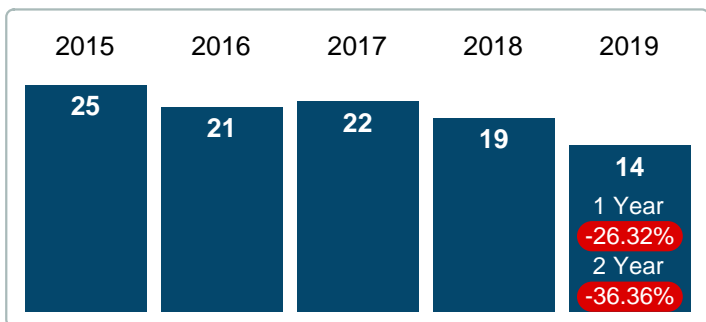
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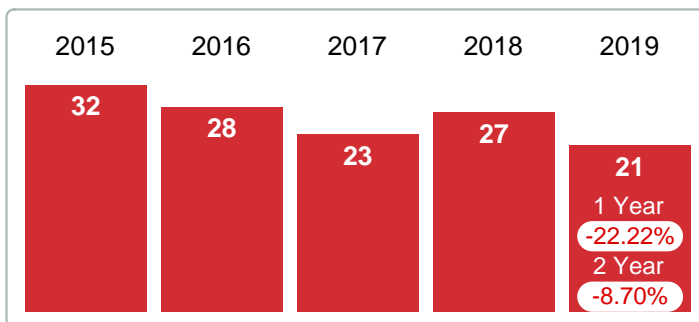
## MEDIAN DAYS ON MARKET TO SALE

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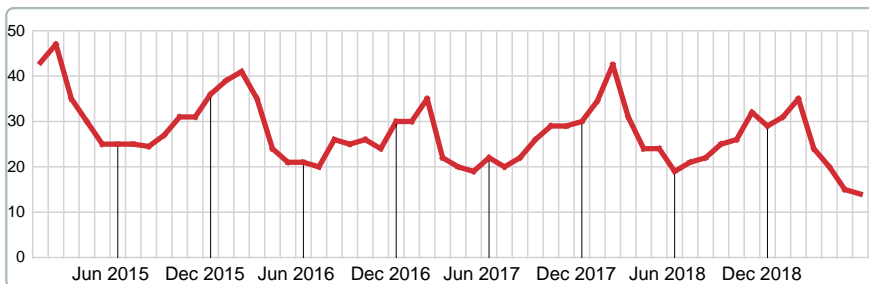
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

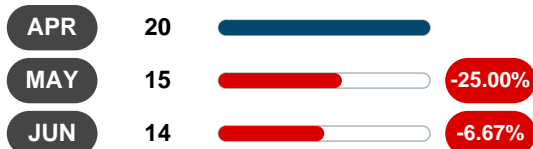


### 3 MONTHS

5 year JUN AVG = 20

High Feb 2015 47 Low Jun 2019 14

Median Days on Market to Sale this month at 14 below the 5 yr JUN average of 20



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

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7.93%	26	26	9	27	0
\$75,001 - \$125,000	15.76%	10	28	9	24	0
\$125,001 - \$150,000	10.54%	10	7	11	11	0
\$150,001 - \$200,000	23.59%	11	4	11	14	0
\$200,001 - \$275,000	18.59%	19	30	12	22	24
\$275,001 - \$375,000	13.59%	24	2	32	18	14
\$375,001 and up	10.00%	40	0	18	41	55
Median Closed DOM		14	18	11	22	29
Total Closed Units	100%	920	102	489	293	36
Total Closed Volume		204,015,645	11.05M	87.56M	85.85M	19.55M



# June 2019



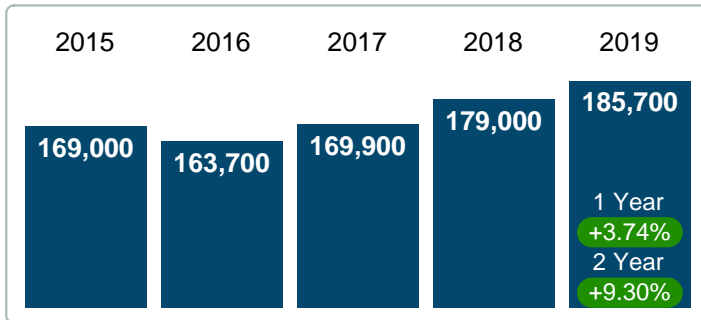
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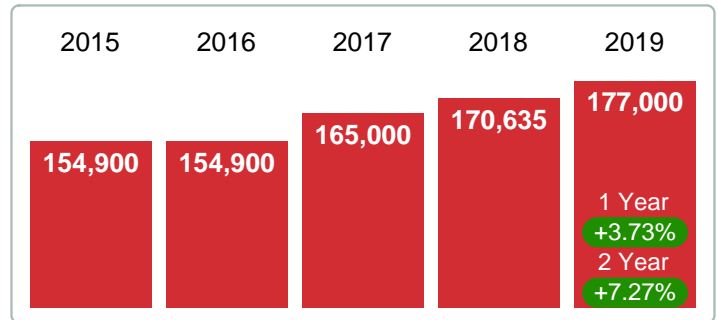
## MEDIAN LIST PRICE AT CLOSING

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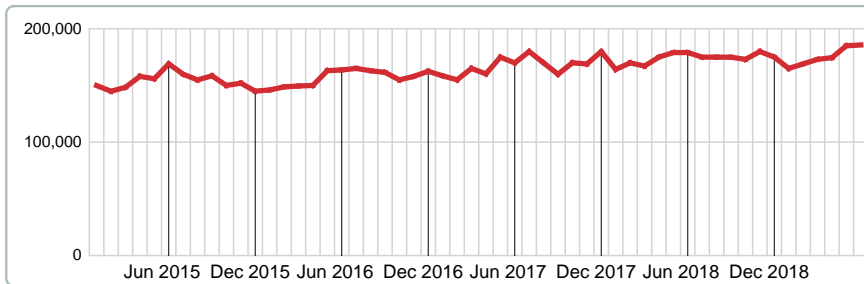
### JUNE



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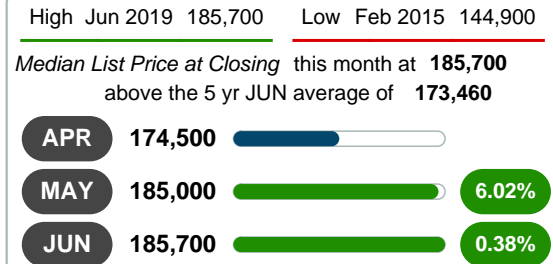


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 173,460



### 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	8.04%	55,000	49,900	60,500	57,000	0
\$75,001 - \$125,000	15.00%	107,250	96,500	109,500	110,000	0
\$125,001 - \$150,000	10.65%	139,900	141,400	139,900	138,450	0
\$150,001 - \$200,000	23.15%	177,900	174,999	175,000	182,450	0
\$200,001 - \$275,000	18.48%	230,389	239,450	229,999	233,523	240,000
\$275,001 - \$375,000	13.91%	319,000	299,000	328,950	315,950	305,000
\$375,001 and up	10.76%	485,000	0	450,000	479,900	644,000
Median List Price		185,700	94,950	165,000	265,000	441,500
Total Closed Units	100%	185,700	102	489	293	36
Total Closed Volume		209,154,386	11.46M	89.07M	87.72M	20.91M



# June 2019



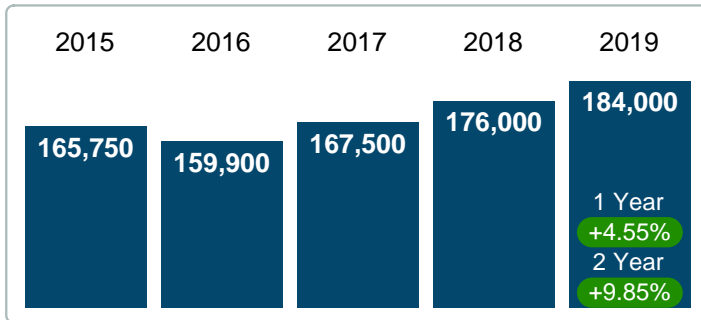
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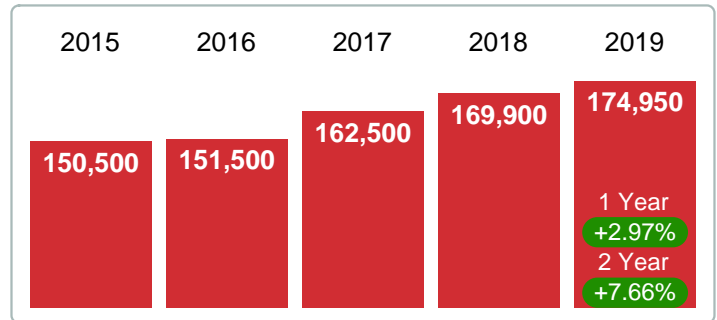
## MEDIAN SOLD PRICE AT CLOSING

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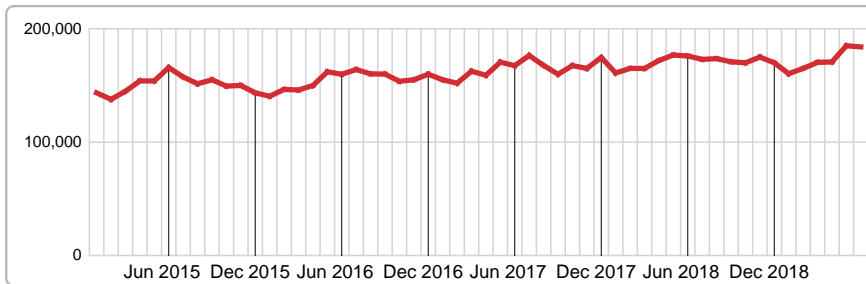
### JUNE



### YEAR TO DATE (YTD)

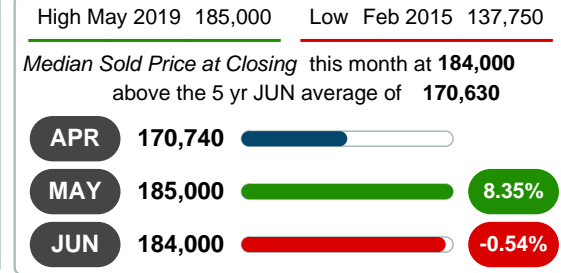


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 170,630



### 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	73	7.93%	54,400	45,000	61,950	50,000	0
\$75,001 - \$125,000	145	15.76%	105,000	94,500	108,000	110,250	0
\$125,001 - \$150,000	97	10.54%	139,900	141,438	139,900	137,000	0
\$150,001 - \$200,000	217	23.59%	175,000	169,250	174,900	181,000	0
\$200,001 - \$275,000	171	18.59%	232,000	238,750	228,500	234,000	235,000
\$275,001 - \$375,000	125	13.59%	317,000	308,500	329,900	317,000	302,000
\$375,001 and up	92	10.00%	485,750	0	447,500	487,500	625,138
Median Sold Price			184,000	89,500	163,000	265,000	442,000
Total Closed Units		100%	920	102	489	293	36
Total Closed Volume			204,015,645	11.05M	87.56M	85.85M	19.55M

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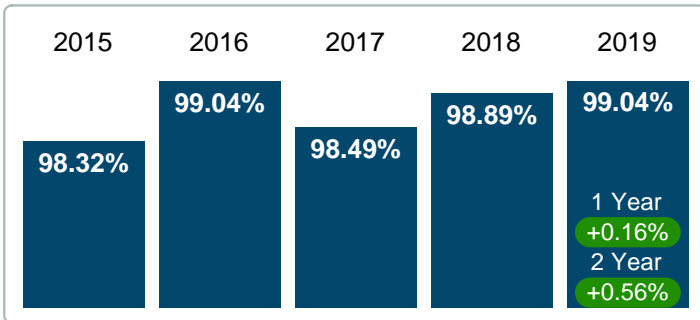
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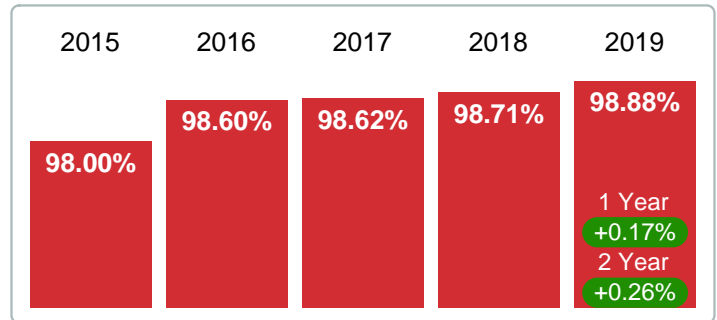
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

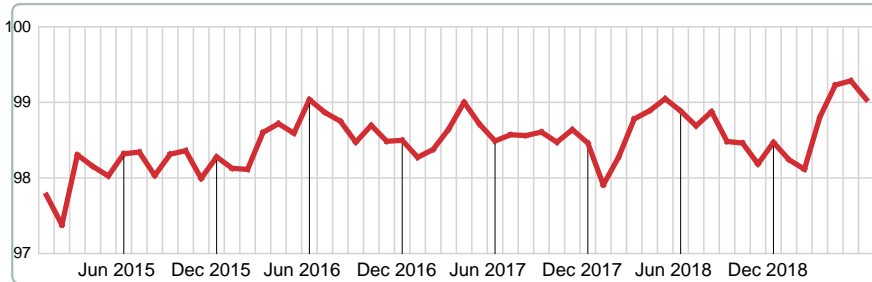
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

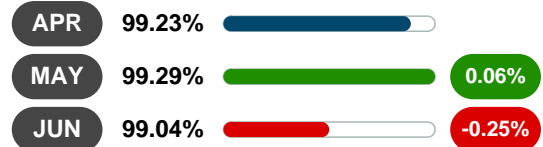


### 3 MONTHS

5 year JUN AVG = 98.75%

High May 2019 99.29% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **99.04%**  
equal to 5 yr JUN average of **98.75%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	73	7.93%	94.42%	93.33%	100.00%	96.67%	0.00%
\$75,001 - \$125,000	145	15.76%	99.14%	98.80%	99.59%	100.00%	0.00%
\$125,001 - \$150,000	97	10.54%	100.00%	97.64%	100.00%	100.00%	0.00%
\$150,001 - \$200,000	217	23.59%	99.53%	98.71%	99.80%	98.95%	0.00%
\$200,001 - \$275,000	171	18.59%	99.62%	98.14%	100.00%	100.00%	97.00%
\$275,001 - \$375,000	125	13.59%	98.94%	100.50%	100.00%	98.75%	100.00%
\$375,001 and up	92	10.00%	97.60%	0.00%	98.58%	97.96%	96.25%
Median Sold/List Ratio		99.04%		97.42%	100.00%	98.94%	97.25%
Total Closed Units		920	100%	102	489	293	36
Total Closed Volume		204,015,645		11.05M	87.56M	85.85M	19.55M

# June 2019



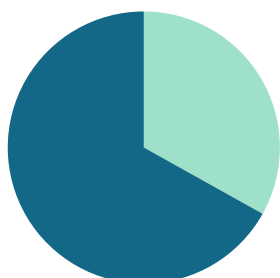
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

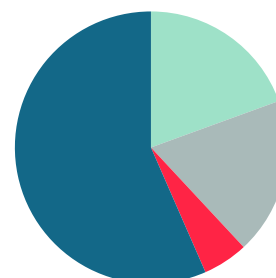


**Inventory**  
 New Listings  
**1,256 = 33.10%**  
 Start Inventory  
**2,539**  
 Total Inventory Units  
**3,795**  
 Volume  
**\$1,240,567,143**

### 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%
Median List Price	179,000	185,700	3.74%	170,635	177,000	3.73%
Median Sale Price	176,000	184,000	4.55%	169,900	174,950	2.97%
Median Percent of Selling Price to List Price	98.89%	99.04%	0.16%	98.71%	98.88%	0.17%
Median Days on Market to Sale	19.00	14.00	-26.32%	27.00	21.00	-22.22%
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

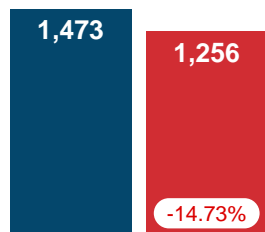
**Inventory on June 30, 2019 = 2,676**

**2018** **2019**

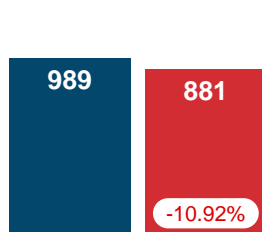
### JUNE MARKET

### MEDIAN PRICES

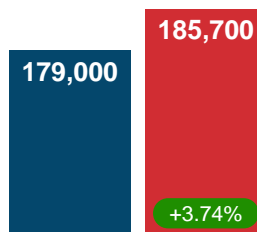
#### New Listings



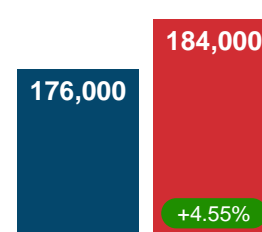
#### Pending Listings



#### List Price



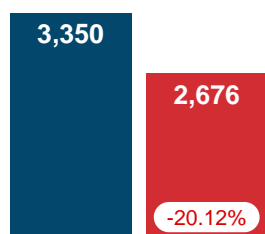
#### Sale Price



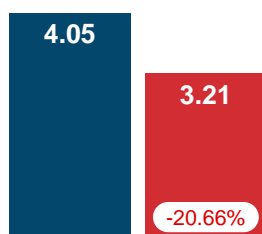
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

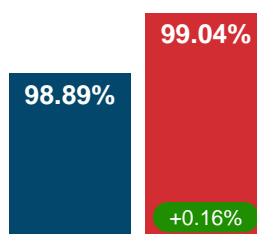
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

