

March 2019



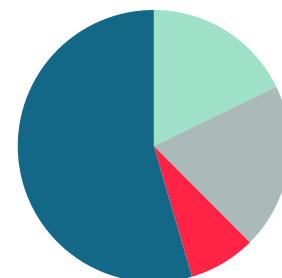
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		+/-%
	2018	2019	
Closed Listings	1,263	1,241	-1.74%
Pending Listings	1,446	1,373	-5.05%
New Listings	2,014	1,865	-7.40%
Average List Price	194,422	195,542	0.58%
Average Sale Price	188,628	191,042	1.28%
Average Percent of Selling Price to List Price	97.26%	97.79%	0.55%
Average Days on Market to Sale	50.58	47.19	-6.69%
End of Month Inventory	4,278	3,798	-11.22%
Months Supply of Inventory	3.66	3.23	-11.81%



■ Closed (17.82%)
■ Pending (19.71%)
■ Other OffMarket (7.95%)
■ Active (54.52%)

Absorption: Last 12 months, an Average of **1,176** Sales/Month
Active Inventory as of March 31, 2019 = **3,798**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **11.22%** to 3,798 existing homes available for sale. Over the last 12 months this area has had an average of 1,176 closed sales per month. This represents an unsold inventory index of **3.23** 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 **1.28%** in March 2019 to \$191,042 versus the previous year at \$188,628.

Average Days on Market Shortens

The average number of **47.19** days that homes spent on the market before selling decreased by 3.38 days or **6.69%** in March 2019 compared to last year's same month at **50.58** DOM.

Sales Success for March 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 1,865 New Listings in March 2019, down **7.40%** from last year at 2,014. Furthermore, there were 1,241 Closed Listings this month versus last year at 1,263, a **-1.74%** decrease.

Closed versus Listed trends yielded a **66.5%** ratio, up from previous year's, March 2018, at **62.7%**, a **6.11%** 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

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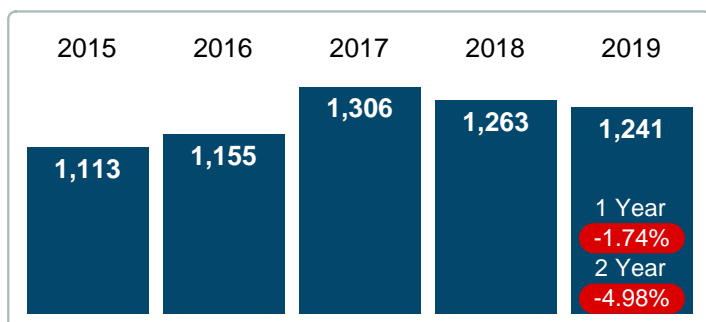
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



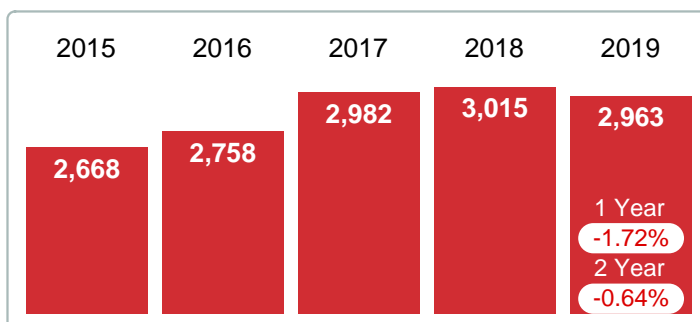
CLOSED LISTINGS

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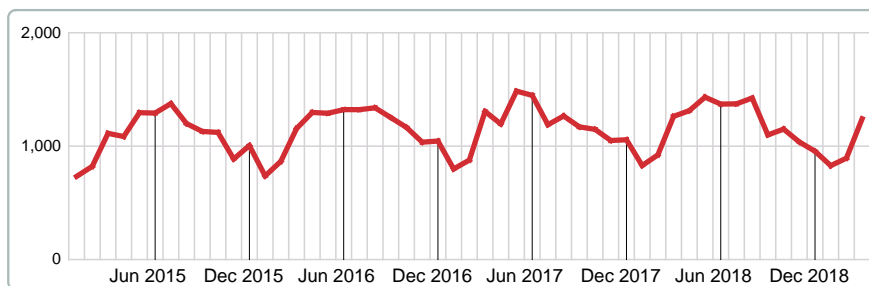
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

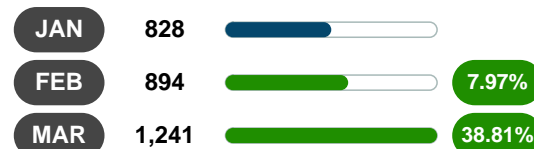


3 MONTHS

5 year MAR AVG = 1,216

High May 2017 1,485 Low Jan 2015 733

Closed Listings this month at **1,241**
above the 5 yr MAR average of **1,216**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	83	6.69%	41.1	39	37	7	0
\$50,001 - \$100,000	163	13.13%	39.4	47	100	15	1
\$100,001 - \$125,000	108	8.70%	46.3	10	80	17	1
\$125,001 - \$175,000	348	28.04%	42.3	23	274	47	4
\$175,001 - \$225,000	216	17.41%	48.6	5	119	85	7
\$225,001 - \$325,000	190	15.31%	51.8	4	73	107	6
\$325,001 and up	133	10.72%	65.2	3	32	70	28
Total Closed Units	1,241			131	715	348	47
Total Closed Volume	237,083,254	100%	47.2	13.21M	116.99M	89.00M	17.89M
Average Closed Price	\$191,042			\$100,823	\$163,617	\$255,735	\$380,704

March 2019



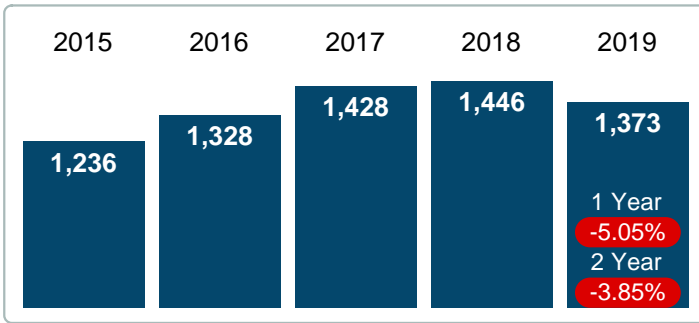
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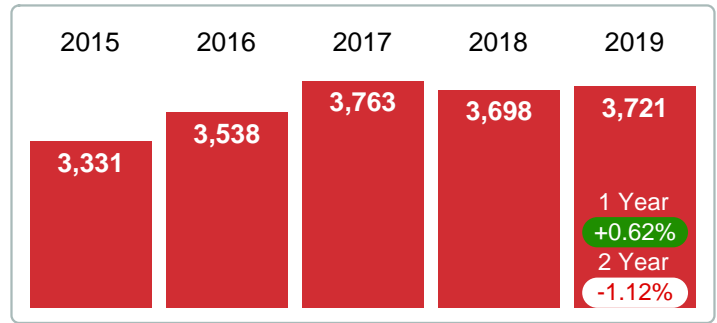
PENDING LISTINGS

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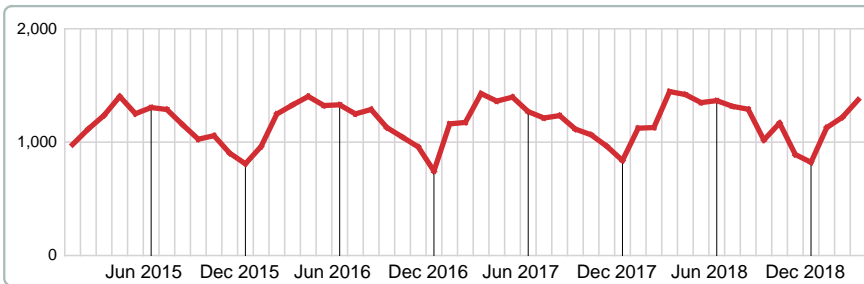
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

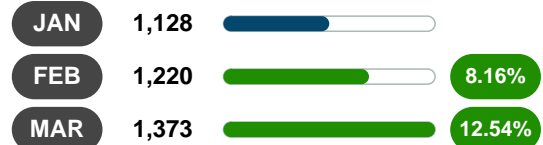


3 MONTHS

5 year MAR AVG = 1,362

High Mar 2018 1,446 Low Dec 2016 745

Pending Listings this month at 1,373 above the 5 yr MAR average of 1,362



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	133	9.69%	35.9	60	63	9	1
\$75,001 - \$100,000	105	7.65%	35.1	23	77	5	0
\$100,001 - \$150,000	277	20.17%	40.2	27	217	27	6
\$150,001 - \$200,000	318	23.16%	38.6	13	230	73	2
\$200,001 - \$250,000	189	13.77%	43.2	9	90	82	8
\$250,001 - \$350,000	209	15.22%	46.5	4	71	114	20
\$350,001 and up	142	10.34%	46.7	2	33	85	22
Total Pending Units	1,373			138	781	395	59
Total Pending Volume	284,793,413	100%	40.8	14.36M	133.89M	112.33M	24.22M
Average Listing Price	\$207,892			\$104,046	\$171,433	\$284,369	\$410,515

March 2019



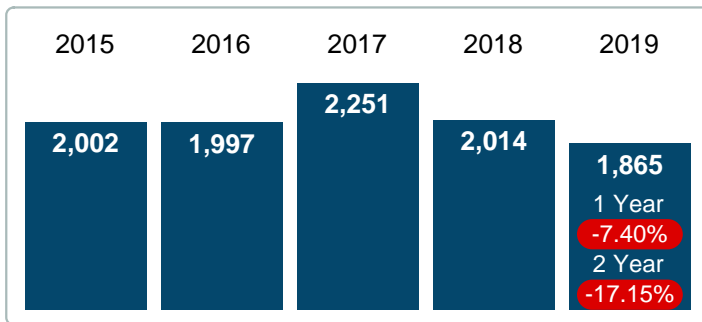
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



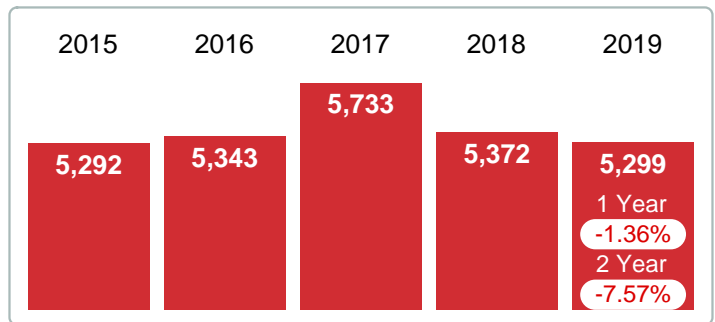
NEW LISTINGS

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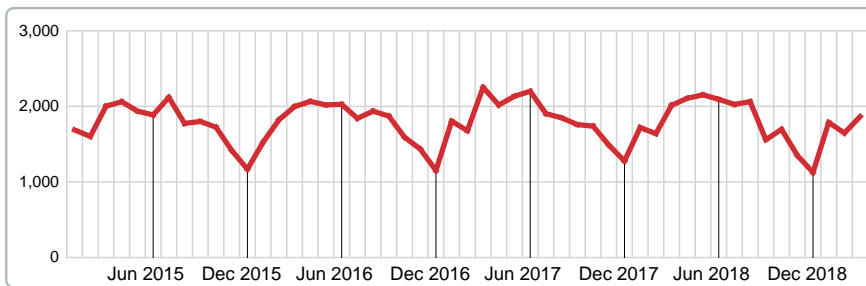
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2,026

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

New Listings this month at 1,865 below the 5 yr MAR average of 2,026



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	160	8.58%	64	77	19	0
\$75,001 - \$125,000	240	12.87%	56	163	20	1
\$125,001 - \$150,000	186	9.97%	17	147	20	2
\$150,001 - \$225,000	502	26.92%	22	325	146	9
\$225,001 - \$325,000	358	19.20%	11	133	188	26
\$325,001 - \$450,000	219	11.74%	4	48	125	42
\$450,001 and up	200	10.72%	2	34	96	68
Total New Listed Units	1,865		176	927	614	148
Total New Listed Volume	484,696,046	100%	19.96M	176.21M	205.77M	82.74M
Average New Listed Listing Price	\$219,789		\$113,434	\$190,090	\$335,136	\$559,085

March 2019



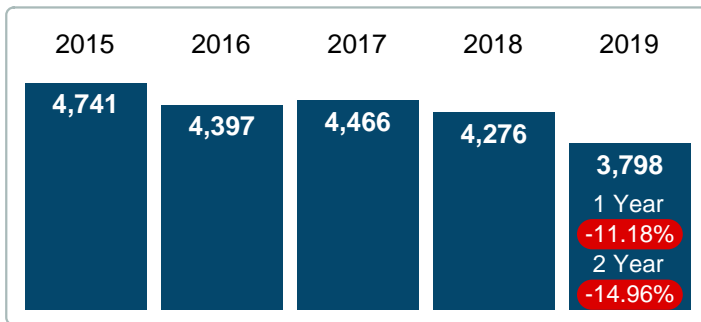
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



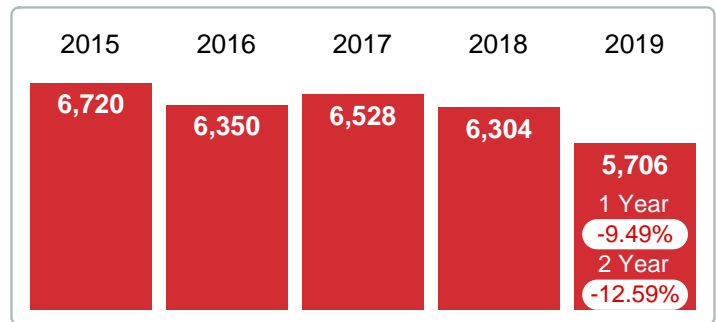
ACTIVE INVENTORY

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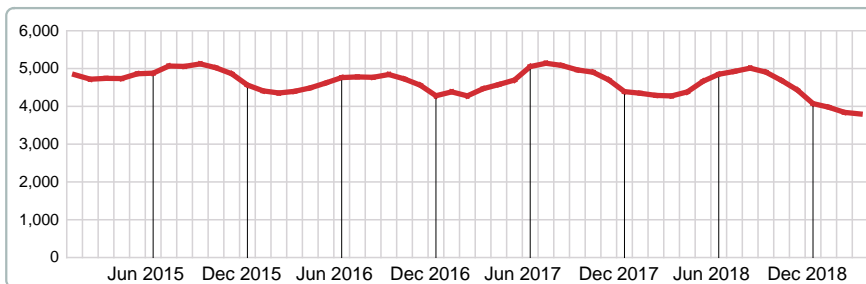
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4,336

High Jul 2017 5,140 Low Mar 2019 3,798

Inventory this month at **3,798**
below the 5 yr MAR average of **4,336**



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	196	5.16%	85.8	100	74	20	2
\$50,001 - \$125,000	602	15.85%	88.0	187	353	57	5
\$125,001 - \$175,000	584	15.38%	58.6	54	405	117	8
\$175,001 - \$275,000	905	23.83%	60.1	53	449	366	37
\$275,001 - \$375,000	622	16.38%	67.7	16	196	331	79
\$375,001 - \$575,000	515	13.56%	68.8	3	94	300	118
\$575,001 and up	374	9.85%	71.9	3	41	170	160
Total Active Inventory by Units			3,798	416	1,612	1,361	409
Total Active Inventory by Volume			1,163,228,045	48.09M	339.35M	509.44M	266.34M
Average Active Inventory Listing Price			\$306,274	\$115,611	\$210,513	\$374,314	\$651,210

March 2019



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



MONTHS SUPPLY of INVENTORY (MSI)

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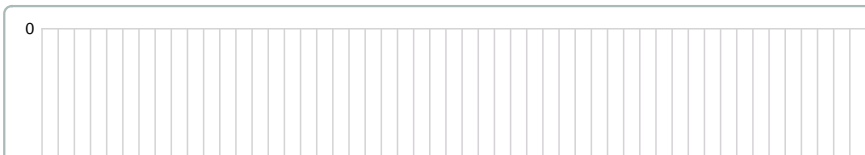
MSI FOR MARCH

2015	2016	2017	2018	2019

INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
3,798	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 MAR AVG = inf

High Mar 2019	inf	Low Mar 2019	inf
Months Supply this month at inf equal to 5 yr MAR average of inf			
JAN	inf		%
FEB	inf		%
MAR	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	196		5.16%	2.83	3.05	2.30	5.22	4.00	
\$50,001 - \$125,000	602		15.85%	2.25	3.38	1.88	2.42	3.00	
\$125,001 - \$175,000	584		15.38%	1.91	3.07	1.71	2.51	2.13	
\$175,001 - \$275,000	905		23.83%	2.80	5.34	2.70	2.72	3.02	
\$275,001 - \$375,000	622		16.38%	5.08	5.19	5.67	4.59	6.28	
\$375,001 - \$575,000	515		13.56%	8.23	3.60	7.32	7.98	10.41	
\$575,001 and up	374		9.85%	14.25	7.20	12.62	12.29	18.29	
Market Supply of Inventory (MSI)		3.23			3.47	2.39	4.10	8.05	
Total Active Inventory by Units		3,798	100%	3.23	416	1,612	1,361	409	

March 2019



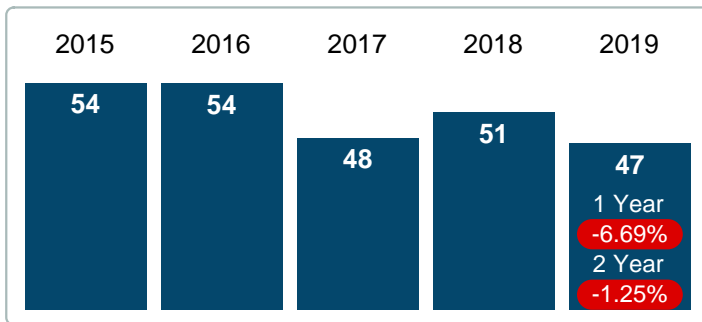
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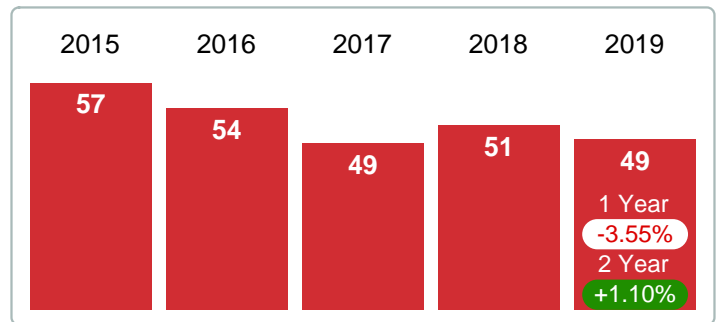
AVERAGE DAYS ON MARKET TO SALE

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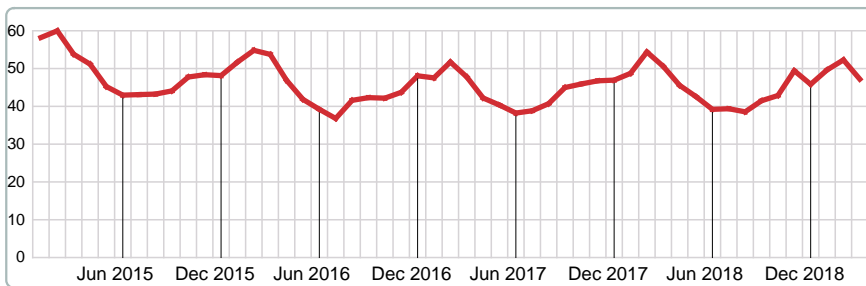
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

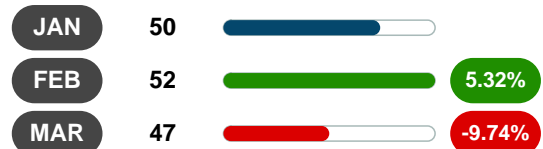


3 MONTHS

5 year MAR AVG = 51

High Feb 2015 60 Low Jul 2016 37

Average Days on Market to Sale this month at 47 below the 5 yr MAR average of 51



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		
\$50,000 and less	83	6.69%	41	35	52	18	0	
\$50,001 - \$100,000	163	13.13%	39	45	37	43	1	
\$100,001 - \$125,000	108	8.70%	46	53	43	61	3	
\$125,001 - \$175,000	348	28.04%	42	55	40	47	39	
\$175,001 - \$225,000	216	17.41%	49	83	45	52	50	
\$225,001 - \$325,000	190	15.31%	52	41	42	60	37	
\$325,001 and up	133	10.72%	65	80	49	68	74	
Average Closed DOM		47		46	42	56	60	
Total Closed Units		1,241	100%	47	131	715	348	47
Total Closed Volume		237,083,254			13.21M	116.99M	89.00M	17.89M

March 2019



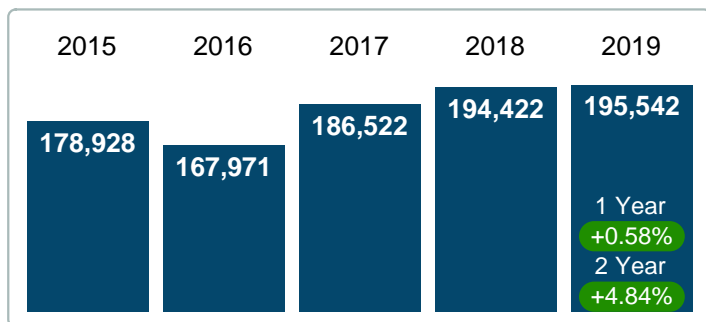
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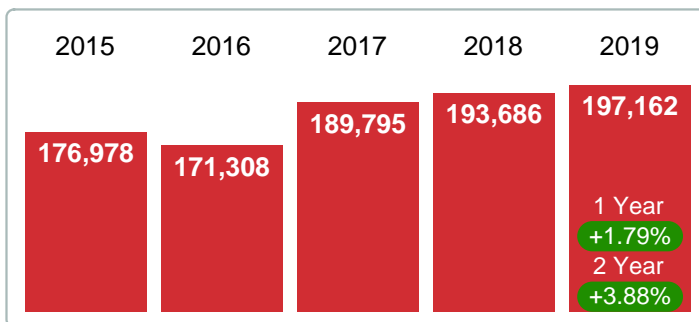
AVERAGE LIST PRICE AT CLOSING

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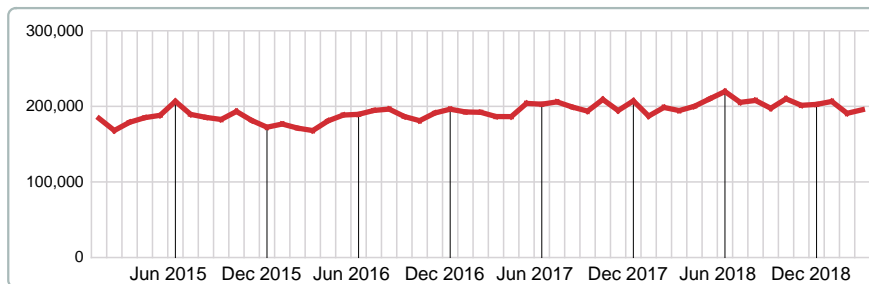
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 184,677

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

Average List Price at Closing this month at **195,542**
above the 5 yr MAR average of **184,677**

- JAN 206,487
- FEB 190,775 -7.61%
- MAR 195,542 2.50%

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
\$50,000 and less 77	6.20%	33,699	35,792	37,227	28,779	0
\$50,001 - \$100,000 161	12.97%	79,908	78,763	83,620	80,880	99,750
\$100,001 - \$125,000 99	7.98%	115,312	118,280	119,017	116,735	98,900
\$125,001 - \$175,000 345	27.80%	151,596	150,348	153,601	159,845	180,500
\$175,001 - \$225,000 226	18.21%	196,568	201,900	199,482	200,173	190,700
\$225,001 - \$325,000 191	15.39%	266,333	259,600	267,527	273,262	284,500
\$325,001 and up 142	11.44%	480,257	715,963	466,107	476,854	524,791
Average List Price		195,542	106,369	167,176	260,188	396,951
Total Closed Units	100%	1,241	131	715	348	47
Total Closed Volume		242,667,140	13.93M	119.53M	90.55M	18.66M

March 2019



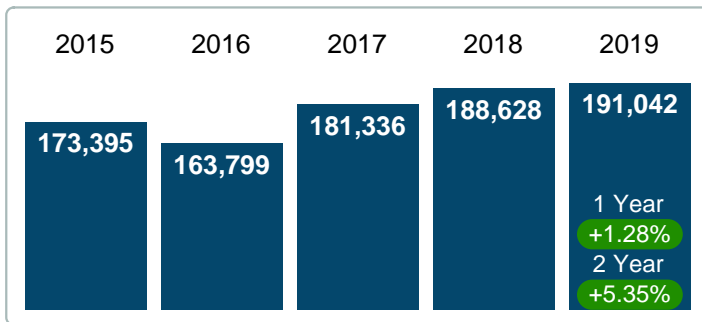
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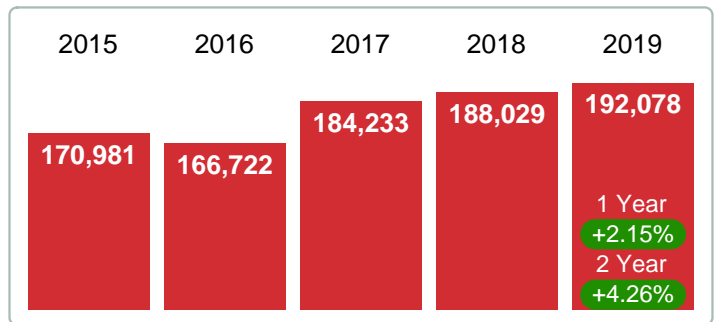
AVERAGE SOLD PRICE AT CLOSING

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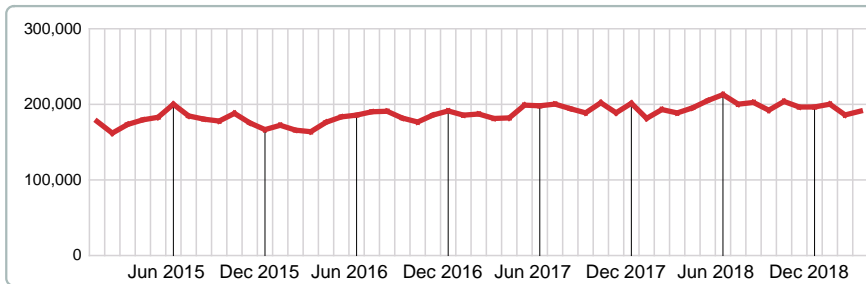
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

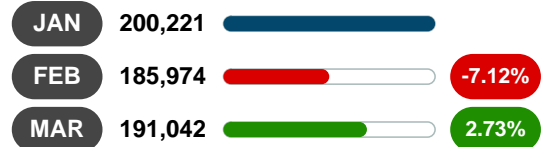


3 MONTHS

5 year MAR AVG = 179,640

High Jun 2018 212,886 Low Feb 2015 161,926

Average Sold Price at Closing this month at **191,042** above the 5 yr MAR average of **179,640**



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	
\$50,000 and less	83	6.69%	32,540	32,971	32,864	28,429	0
\$50,001 - \$100,000	163	13.13%	79,269	75,823	81,159	76,237	97,750
\$100,001 - \$125,000	108	8.70%	114,762	114,440	115,713	110,872	108,000
\$125,001 - \$175,000	348	28.04%	152,192	144,250	151,698	157,926	164,325
\$175,001 - \$225,000	216	17.41%	196,328	194,600	196,279	197,002	190,200
\$225,001 - \$325,000	190	15.31%	266,722	253,675	262,672	269,375	277,400
\$325,001 and up	133	10.72%	473,838	636,167	446,873	468,253	501,222
Average Sold Price		191,042		100,823	163,617	255,735	380,704
Total Closed Units		1,241	100%	131	715	348	47
Total Closed Volume		237,083,254		13.21M	116.99M	89.00M	17.89M

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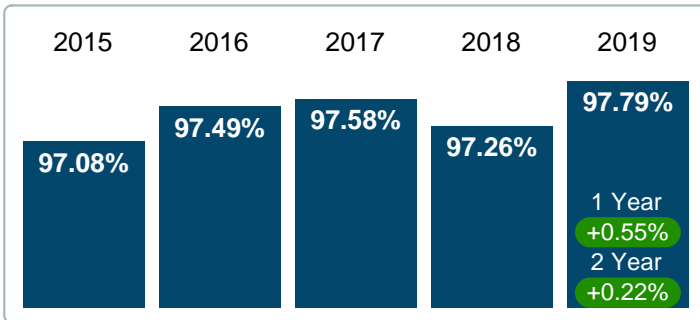
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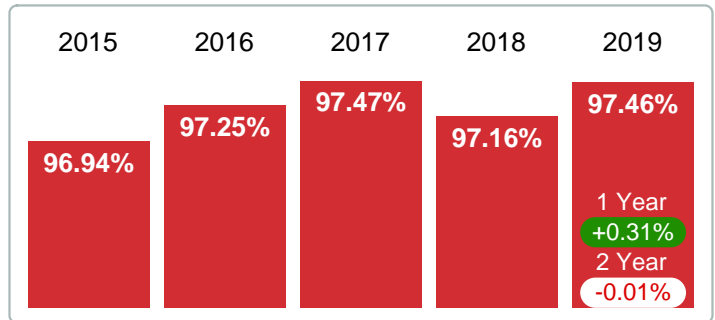
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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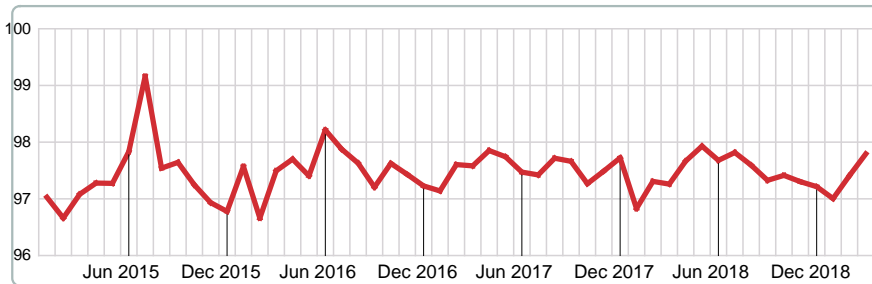
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

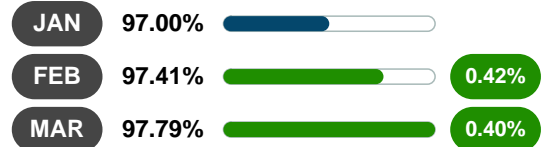


3 MONTHS

5 year MAR AVG = 97.44%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.79%**
above the 5 yr MAR average of **97.44%**



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
\$50,000 and less	83	6.69%	90.73%	90.88%	89.74%	95.15%	0.00%
\$50,001 - \$100,000	163	13.13%	98.13%	96.38%	99.52%	94.30%	97.99%
\$100,001 - \$125,000	108	8.70%	97.19%	96.94%	97.45%	95.40%	109.20%
\$125,001 - \$175,000	348	28.04%	98.61%	96.47%	98.83%	98.91%	91.67%
\$175,001 - \$225,000	216	17.41%	98.49%	96.65%	98.51%	98.46%	99.78%
\$225,001 - \$325,000	190	15.31%	98.68%	97.75%	98.38%	98.98%	97.56%
\$325,001 and up	133	10.72%	97.77%	92.70%	97.14%	98.50%	97.19%
Average Sold/List Ratio		97.80%		94.77%	98.13%	98.29%	97.42%
Total Closed Units		1,241	100%	131	715	348	47
Total Closed Volume		237,083,254		13.21M	116.99M	89.00M	17.89M

March 2019



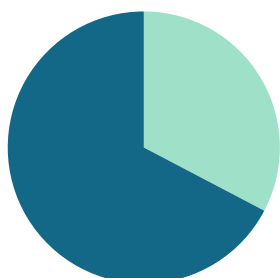
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

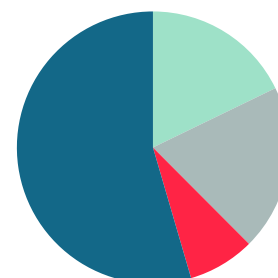


Inventory
 New Listings
1,865 = 32.69%
 Start Inventory
3,840
 Total Inventory Units
5,705
 Volume
\$1,621,757,559

Market Activity

Closed Sales
1,241 = 17.82%
 Pending Sales
1,373 = 19.71%
 Other Off Market
554 = 7.95%
 Active Inventory
3,798 = 54.52%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,263	1,241	-1.74%	3,015	2,963	-1.72%
Pending Sales	1,446	1,373	-5.05%	3,698	3,721	0.62%
New Listings	2,014	1,865	-7.40%	5,372	5,299	-1.36%
Average List Price	194,422	195,542	0.58%	193,686	197,162	1.79%
Average Sale Price	188,628	191,042	1.28%	188,029	192,078	2.15%
Average Percent of Selling Price to List Price	97.26%	97.79%	0.55%	97.16%	97.46%	0.31%
Average Days on Market to Sale	50.58	47.19	-6.69%	51.23	49.41	-3.55%
Monthly Inventory	4,278	3,798	-11.22%	4,278	3,798	-11.22%
Months Supply of Inventory	3.66	3.23	-11.81%	3.66	3.23	-11.81%

Absorption: Last 12 months, an Average of **1,176** Sales/Month

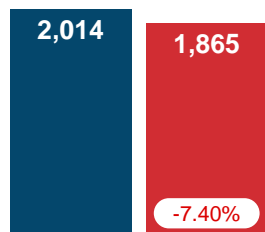
Inventory on March 31, 2019 = **3,798**

2018 **2019**

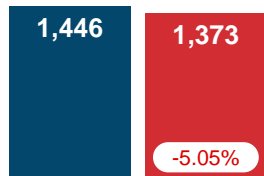
MARCH MARKET

AVERAGE PRICES

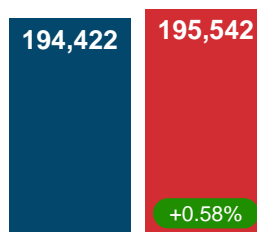
New Listings



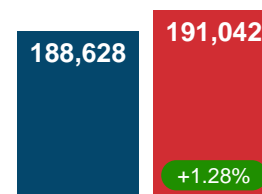
Pending Listings



List Price



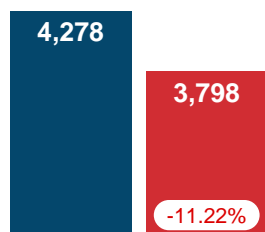
Sale Price



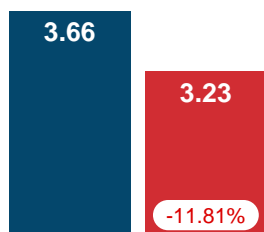
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

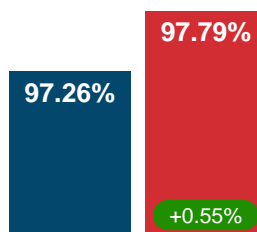
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

