

## March 2019



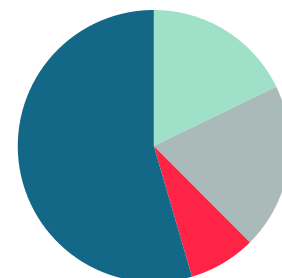
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### 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%
Median List Price	164,900	165,900	0.61%
Median Sale Price	162,000	164,900	1.79%
Median Percent of Selling Price to List Price	98.74%	99.09%	0.36%
Median Days on Market to Sale	31.00	28.00	-9.68%
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.

##### 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 **1.79%** in March 2019 to \$164,900 versus the previous year at \$162,000.

##### Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 3.00 days or **9.68%** in March 2019 compared to last year's same month at **31.00** DOM.

##### Sales Success for March 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 1,865 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.

#### What's in this Issue

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<b>Pending Listings</b>	<b>3</b>
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#### Real Estate is Local

##### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

##### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

##### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

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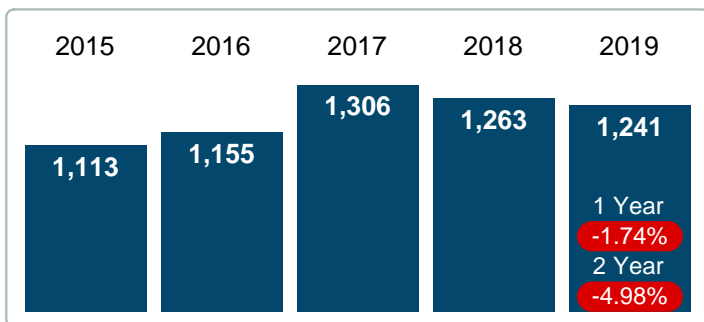
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



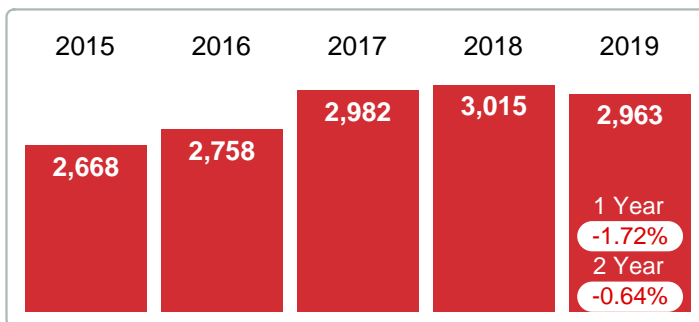
## CLOSED LISTINGS

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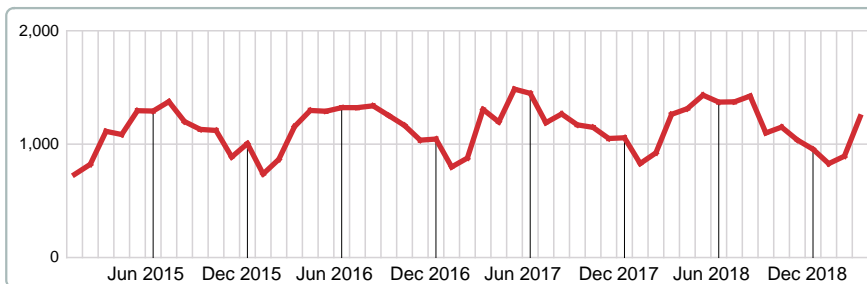
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

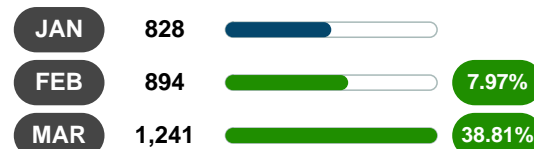


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	83	6.69%	19.0	39	37	7	0
\$50,001 - \$100,000	163	13.13%	25.0	47	100	15	1
\$100,001 - \$125,000	108	8.70%	27.0	10	80	17	1
\$125,001 - \$175,000	348	28.04%	22.0	23	274	47	4
\$175,001 - \$225,000	216	17.41%	29.0	5	119	85	7
\$225,001 - \$325,000	190	15.31%	32.0	4	73	107	6
\$325,001 and up	133	10.72%	56.0	3	32	70	28
<b>Total Closed Units</b>	<b>1,241</b>			<b>131</b>	<b>715</b>	<b>348</b>	<b>47</b>
<b>Total Closed Volume</b>	<b>237,083,254</b>	<b>100%</b>	<b>28.0</b>	<b>13.21M</b>	<b>116.99M</b>	<b>89.00M</b>	<b>17.89M</b>
<b>Median Closed Price</b>	<b>\$164,900</b>			<b>\$80,000</b>	<b>\$154,500</b>	<b>\$229,361</b>	<b>\$350,000</b>

# March 2019



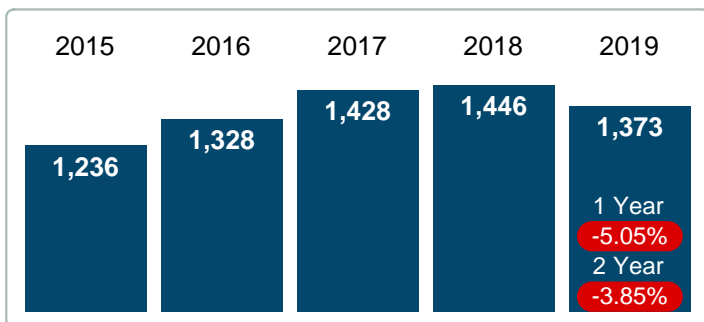
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



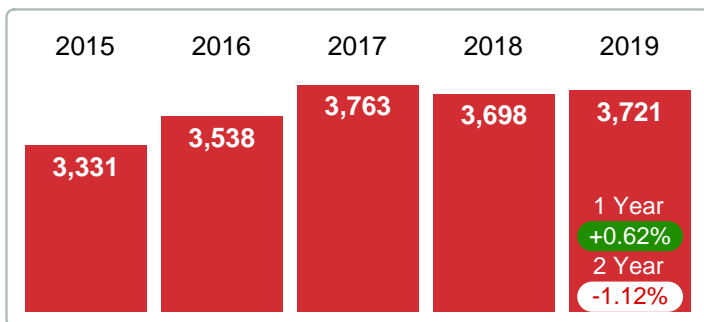
## PENDING LISTINGS

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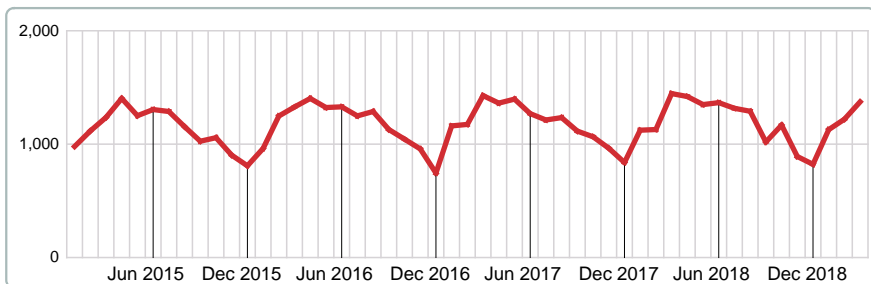
### MARCH



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	133	9.69%	24.0	60	63	9	1
\$75,001 - \$100,000	105	7.65%	20.0	23	77	5	0
\$100,001 - \$150,000	277	20.17%	19.0	27	217	27	6
\$150,001 - \$200,000	318	23.16%	18.5	13	230	73	2
\$200,001 - \$250,000	189	13.77%	23.0	9	90	82	8
\$250,001 - \$350,000	209	15.22%	28.0	4	71	114	20
\$350,001 and up	142	10.34%	27.0	2	33	85	22
<b>Total Pending Units</b>	<b>1,373</b>			<b>138</b>	<b>781</b>	<b>395</b>	<b>59</b>
<b>Total Pending Volume</b>	<b>284,793,413</b>	<b>100%</b>	<b>22.0</b>	<b>14.36M</b>	<b>133.89M</b>	<b>112.33M</b>	<b>24.22M</b>
<b>Median Listing Price</b>	<b>\$175,000</b>			<b>\$85,650</b>	<b>\$158,000</b>	<b>\$252,900</b>	<b>\$324,900</b>

# March 2019



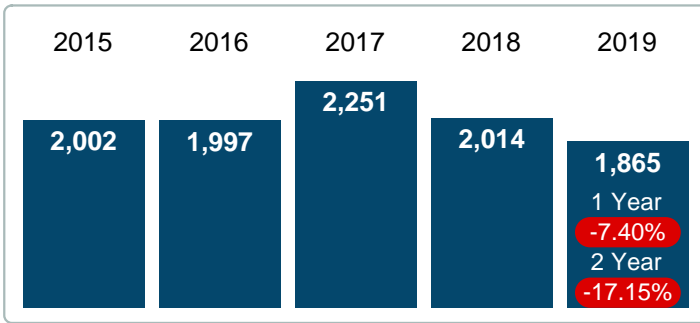
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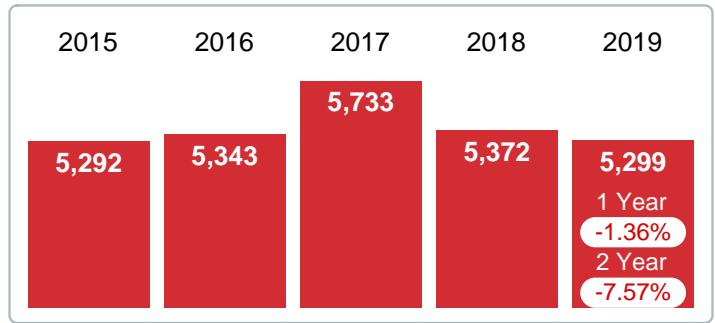
## NEW LISTINGS

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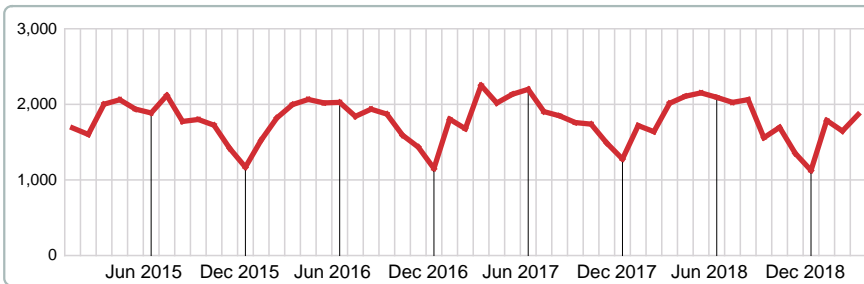
### MARCH



### 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
<b>Total New Listed Units</b>	<b>1,865</b>		<b>176</b>	<b>927</b>	<b>614</b>	<b>148</b>
<b>Total New Listed Volume</b>	<b>484,696,046</b>	<b>100%</b>	<b>19.96M</b>	<b>176.21M</b>	<b>205.77M</b>	<b>82.74M</b>
<b>Median New Listed Listing Price</b>	<b>\$195,000</b>		<b>\$93,000</b>	<b>\$162,900</b>	<b>\$279,900</b>	<b>\$426,950</b>

# March 2019



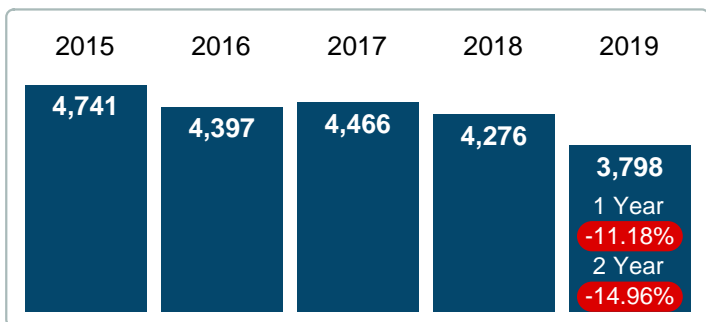
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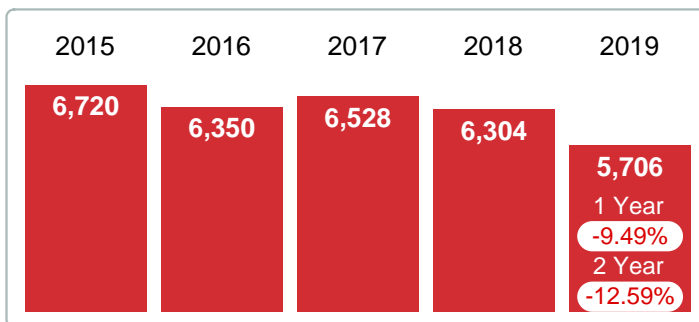
## ACTIVE INVENTORY

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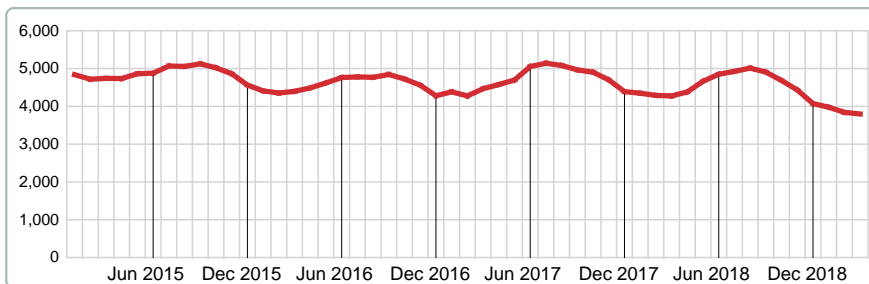
### END OF MARCH



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	196	5.16%	49.5	100	74	20	2
\$50,001 - \$125,000	602	15.85%	51.5	187	353	57	5
\$125,001 - \$175,000	584	15.38%	40.0	54	405	117	8
\$175,001 - \$275,000	905	23.83%	44.0	53	449	366	37
\$275,001 - \$375,000	622	16.38%	59.0	16	196	331	79
\$375,001 - \$575,000	515	13.56%	59.0	3	94	300	118
\$575,001 and up	374	9.85%	59.0	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
Median Active Inventory Listing Price			\$227,250	\$84,700	\$171,812	\$309,900	\$474,000

# 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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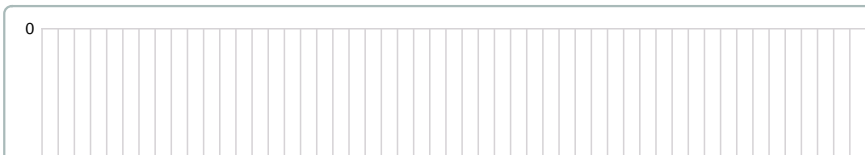
### MSI FOR MARCH

2015	2016	2017	2018	2019

### INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>3,798</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 MAR AVG = inf

High Mar 2019	inf	Low Mar 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr MAR average of <b>inf</b>			
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	<b>196</b>		5.16%	2.83	3.05	2.30	5.22	4.00	
\$50,001 - \$125,000	<b>602</b>		15.85%	2.25	3.38	1.88	2.42	3.00	
\$125,001 - \$175,000	<b>584</b>		15.38%	1.91	3.07	1.71	2.51	2.13	
\$175,001 - \$275,000	<b>905</b>		23.83%	2.80	5.34	2.70	2.72	3.02	
\$275,001 - \$375,000	<b>622</b>		16.38%	5.08	5.19	5.67	4.59	6.28	
\$375,001 - \$575,000	<b>515</b>		13.56%	8.23	3.60	7.32	7.98	10.41	
\$575,001 and up	<b>374</b>		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



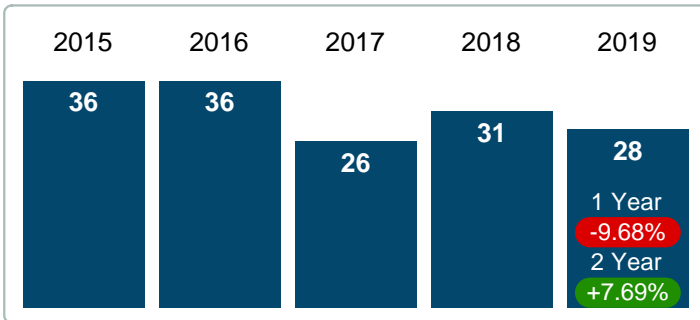
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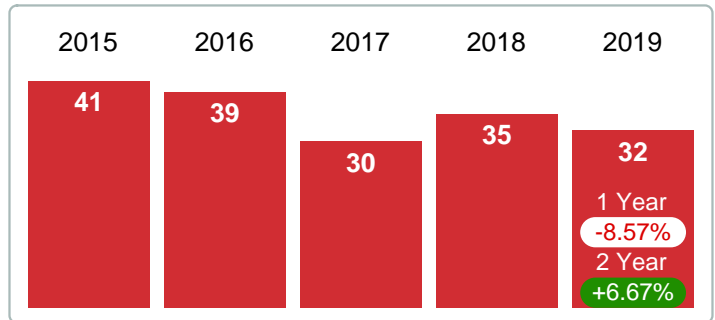
## MEDIAN DAYS ON MARKET TO SALE

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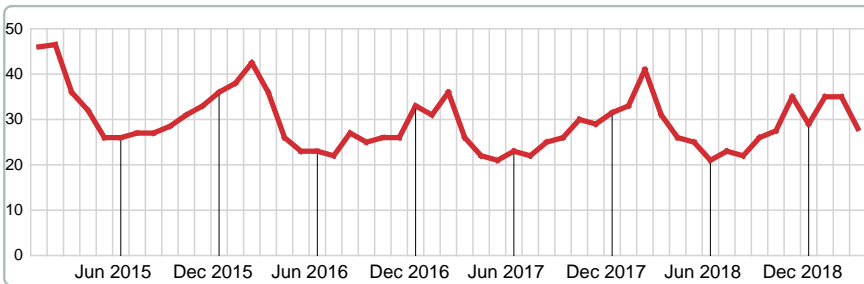
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

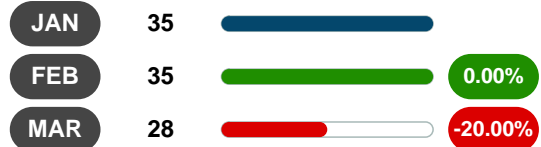


### 3 MONTHS

5 year MAR AVG = 31

High Feb 2015 47 Low Jun 2018 21

Median Days on Market to Sale this month at 28 below the 5 yr MAR average of 31



### 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	
\$50,000 and less	83	6.69%	19	12	35	10	0
\$50,001 - \$100,000	163	13.13%	25	35	21	33	1
\$100,001 - \$125,000	108	8.70%	27	42	15	63	3
\$125,001 - \$175,000	348	28.04%	22	26	21	25	42
\$175,001 - \$225,000	216	17.41%	29	76	19	31	41
\$225,001 - \$325,000	190	15.31%	32	40	25	44	24
\$325,001 and up	133	10.72%	56	88	29	56	74
Median Closed DOM		28		26	21	40	58
Total Closed Units		1,241		131	715	348	47
Total Closed Volume		237,083,254		13.21M	116.99M	89.00M	17.89M

# March 2019



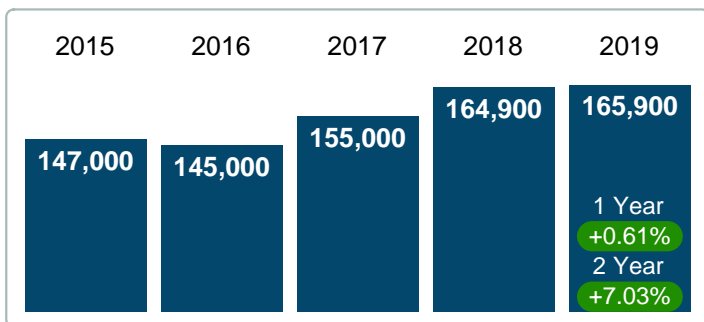
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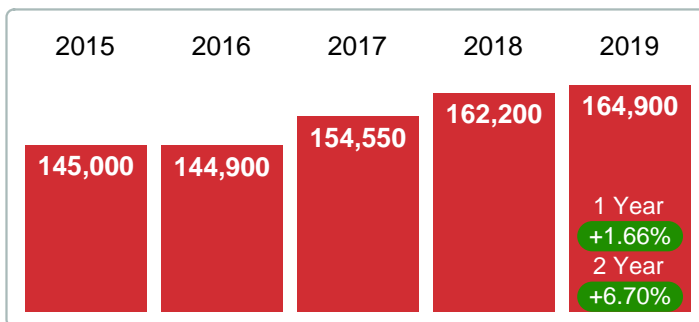
## MEDIAN LIST PRICE AT CLOSING

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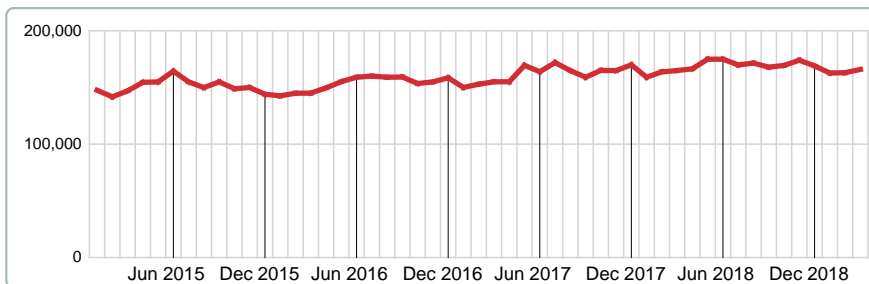
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

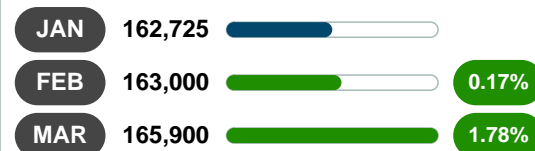


### 3 MONTHS

5 year MAR AVG = 155,560

High Jun 2018 174,900 Low Feb 2015 141,750

Median List Price at Closing this month at **165,900**  
above the 5 yr MAR average of **155,560**



### 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
\$50,000 and less	77	6.20%	35,000	35,000	36,500	21,500	0
\$50,001 - \$100,000	161	12.97%	81,000	79,500	82,800	80,000	99,325
\$100,001 - \$125,000	99	7.98%	115,000	113,450	116,200	115,000	0
\$125,001 - \$175,000	345	27.80%	153,500	140,000	153,900	155,000	171,000
\$175,001 - \$225,000	226	18.21%	194,950	205,000	194,897	195,000	189,000
\$225,001 - \$325,000	191	15.39%	259,900	259,450	250,000	264,900	286,250
\$325,001 and up	142	11.44%	393,218	379,990	401,500	384,900	461,000
Median List Price			165,900	85,000	155,000	229,900	350,000
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



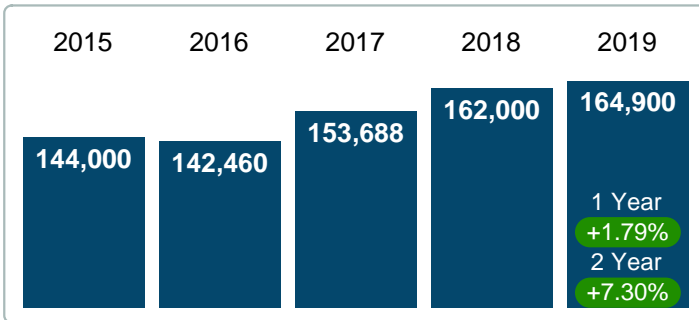
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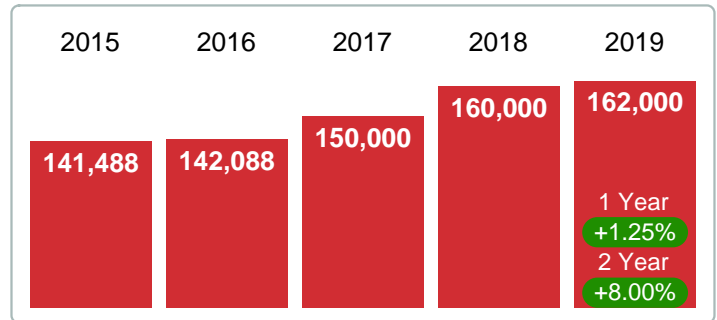
## MEDIAN SOLD PRICE AT CLOSING

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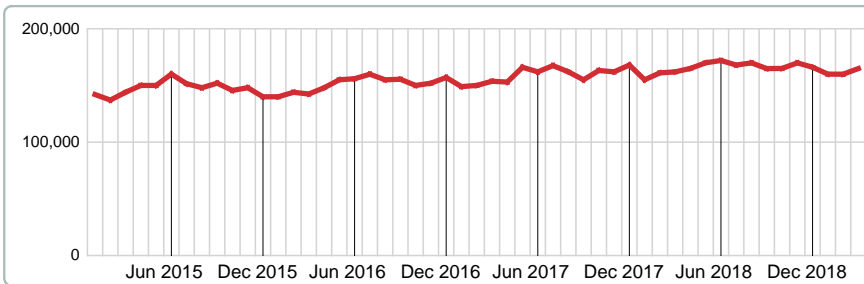
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

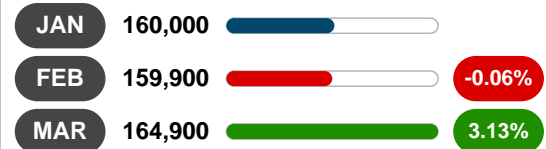


### 3 MONTHS

5 year MAR AVG = 153,410

High Jun 2018 172,000 Low Feb 2015 137,127

Median Sold Price at Closing this month at **164,900** above the 5 yr MAR average of **153,410**



### 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
\$50,000 and less	6.69%	34,500	33,500	35,000	21,500	0
\$50,001 - \$100,000	13.13%	80,000	79,500	84,301	78,000	97,750
\$100,001 - \$125,000	8.70%	114,950	115,000	116,250	112,000	108,000
\$125,001 - \$175,000	28.04%	154,500	139,000	153,785	159,490	168,000
\$175,001 - \$225,000	17.41%	194,950	190,000	194,900	195,000	187,000
\$225,001 - \$325,000	15.31%	260,000	253,000	253,000	264,900	281,500
\$325,001 and up	10.72%	393,500	370,000	420,000	379,500	450,492
Median Sold Price		164,900	80,000	154,500	229,361	350,000
Total Closed Units	100%	1,241	131	715	348	47
Total Closed Volume		237,083,254	13.21M	116.99M	89.00M	17.89M

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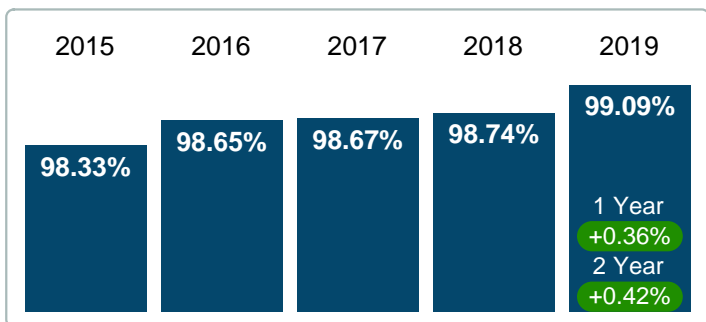
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



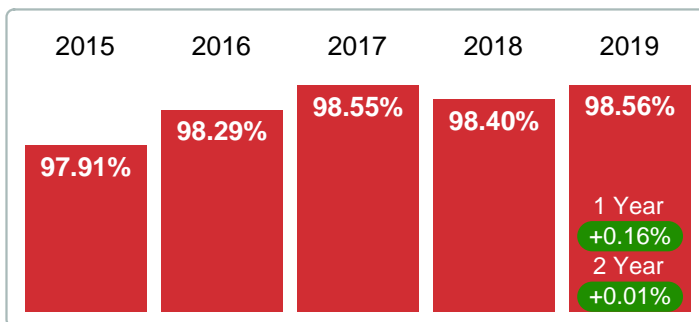
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

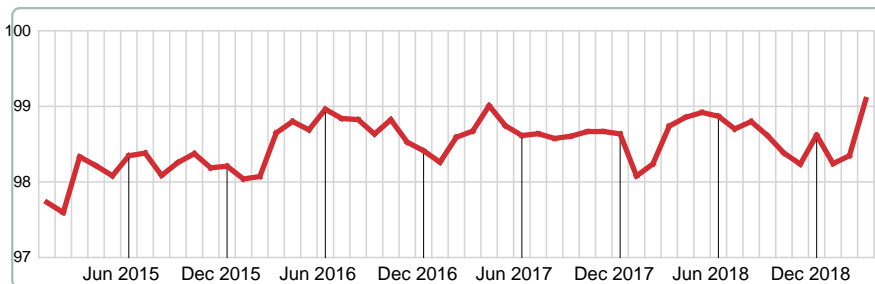
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

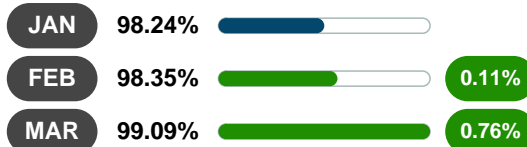


### 3 MONTHS

5 year MAR AVG = 98.70%

High Mar 2019 99.09% Low Feb 2015 97.60%

Median Sold/List Ratio this month at **99.09%**  
equal to 5 yr MAR average of **98.70%**



## 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	
\$50,000 and less	83	6.69%	93.46%	94.56%	91.72%	94.12%	0.00%	
\$50,001 - \$100,000	163	13.13%	97.38%	97.50%	97.19%	97.14%	97.99%	
\$100,001 - \$125,000	108	8.70%	99.09%	100.00%	98.38%	99.22%	109.20%	
\$125,001 - \$175,000	348	28.04%	100.00%	97.84%	100.00%	100.00%	95.84%	
\$175,001 - \$225,000	216	17.41%	99.50%	97.03%	99.80%	98.97%	100.00%	
\$225,001 - \$325,000	190	15.31%	99.22%	97.59%	99.22%	99.24%	97.12%	
\$325,001 and up	133	10.72%	97.98%	96.09%	97.32%	98.52%	97.52%	
Median Sold/List Ratio		99.09%		96.97%	99.57%	99.21%	97.89%	
Total Closed Units		1,241	100%	99.09%	131	715	348	47
Total Closed Volume		237,083,254			13.21M	116.99M	89.00M	17.89M

# March 2019



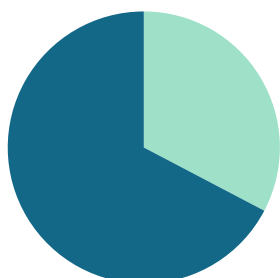
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

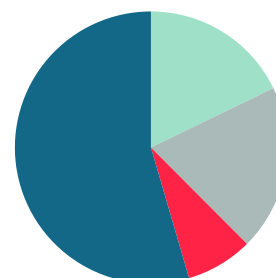


**Inventory**  
 New Listings  
**1,865 = 32.69%**  
 Start Inventory  
**3,840**  
 Total Inventory Units  
**5,705**  
 Volume  
**\$1,621,757,559**

### 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%
Median List Price	164,900	165,900	0.61%	162,200	164,900	1.66%
Median Sale Price	162,000	164,900	1.79%	160,000	162,000	1.25%
Median Percent of Selling Price to List Price	98.74%	99.09%	0.36%	98.40%	98.56%	0.16%
Median Days on Market to Sale	31.00	28.00	-9.68%	35.00	32.00	-8.57%
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

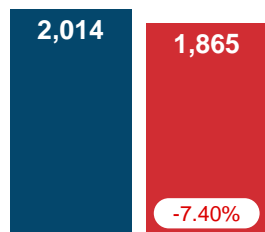
**Inventory** on March 31, 2019 = **3,798**

**2018** **2019**

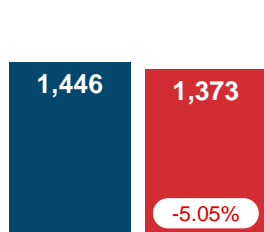
### MARCH MARKET

### MEDIAN PRICES

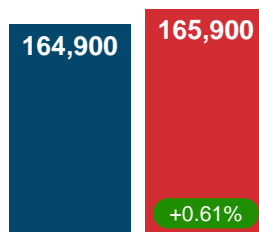
#### New Listings



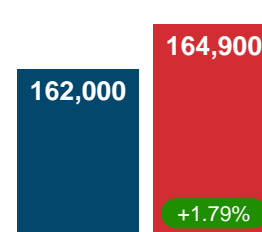
#### Pending Listings



#### List Price



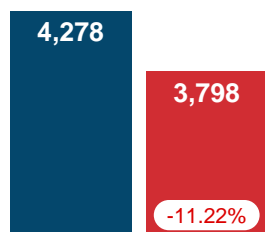
#### Sale Price



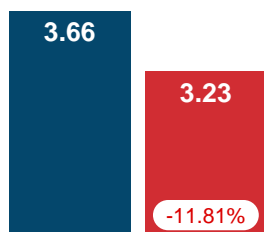
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

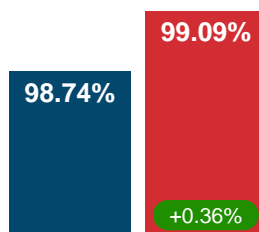
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

