

# March 2019



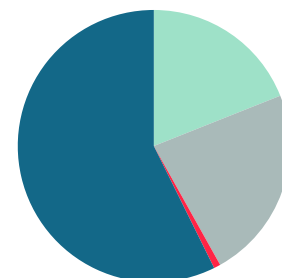
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		+/-%
	2018	2019	
Closed Listings	36	48	33.33%
Pending Listings	55	58	5.45%
New Listings	69	55	-20.29%
Median List Price	116,450	96,200	-17.39%
Median Sale Price	111,500	94,000	-15.70%
Median Percent of Selling Price to List Price	95.25%	96.38%	1.19%
Median Days on Market to Sale	88.50	109.50	23.73%
End of Month Inventory	190	145	-23.68%
Months Supply of Inventory	4.32	2.88	-33.29%



■ Closed (18.97%)  
■ Pending (22.92%)  
■ Other OffMarket (0.79%)  
■ Active (57.31%)

**Absorption:** Last 12 months, an Average of **50** Sales/Month  
**Active Inventory** as of March 31, 2019 = **145**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **23.68%** to 145 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **2.88** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **15.70%** in March 2019 to \$94,000 versus the previous year at \$111,500.

#### Median Days on Market Lengthens

The median number of **109.50** days that homes spent on the market before selling increased by 21.00 days or **23.73%** in March 2019 compared to last year's same month at **88.50** DOM.

#### Sales Success for March 2019 is Positive

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

There were 55 New Listings in March 2019, down **20.29%** from last year at 69. Furthermore, there were 48 Closed Listings this month versus last year at 36, a **33.33%** increase.

Closed versus Listed trends yielded a **87.3%** ratio, up from previous year's, March 2018, at **52.2%**, a **67.27%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

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

#### Identify a Professional to Manage the Procedure

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

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

Contact an experienced REALTOR®

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

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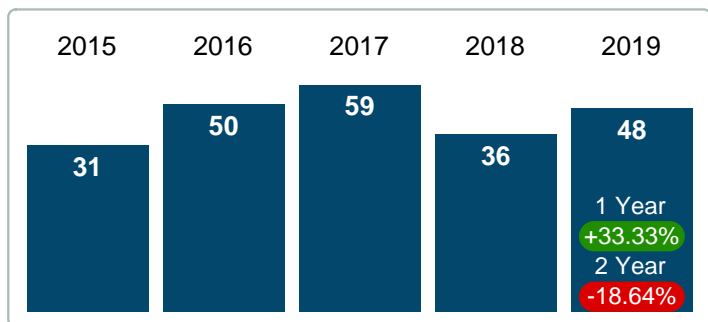
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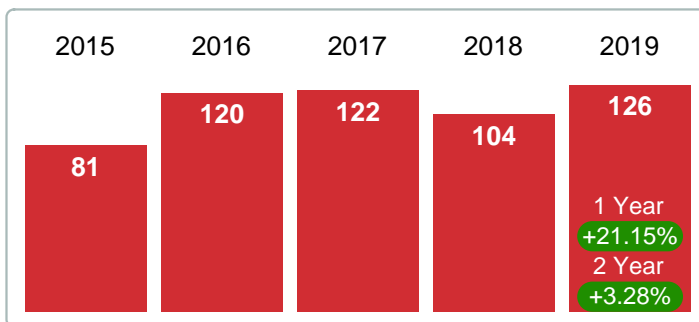
## CLOSED LISTINGS

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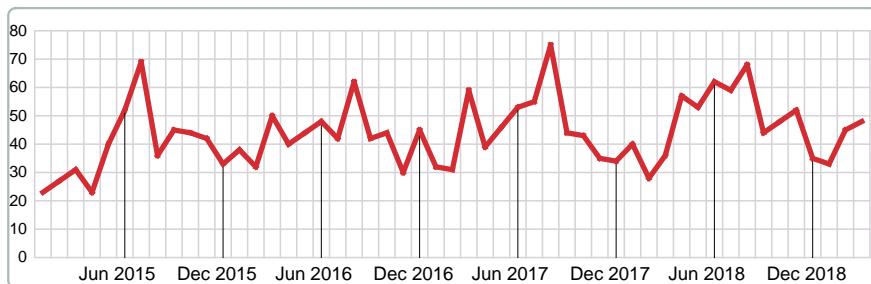
### MARCH



### YEAR TO DATE (YTD)

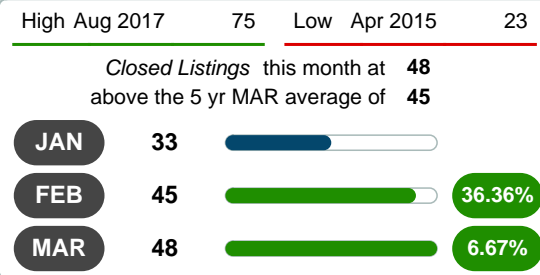


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 45



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	10.42%	71.0	4	1	0	0
\$40,001 - \$50,000	3	6.25%	107.0	1	2	0	0
\$50,001 - \$80,000	9	18.75%	135.0	2	7	0	0
\$80,001 - \$140,000	13	27.08%	151.0	2	11	0	0
\$140,001 - \$180,000	7	14.58%	124.0	0	6	1	0
\$180,001 - \$260,000	5	10.42%	56.0	0	4	1	0
\$260,001 and up	6	12.50%	214.5	0	4	2	0
<b>Total Closed Units</b>	<b>48</b>			<b>9</b>	<b>35</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,488,400</b>	<b>100%</b>	<b>109.5</b>	<b>496.00K</b>	<b>5.11M</b>	<b>880.40K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$94,000</b>			<b>\$49,000</b>	<b>\$102,500</b>	<b>\$229,700</b>	<b>\$0</b>

# March 2019



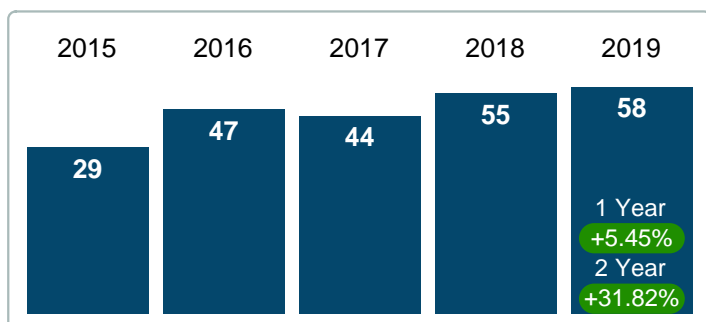
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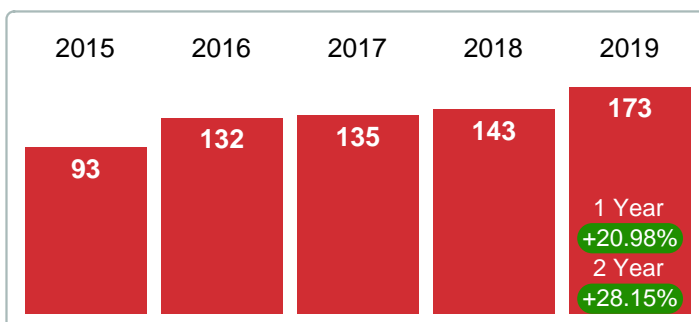
## PENDING LISTINGS

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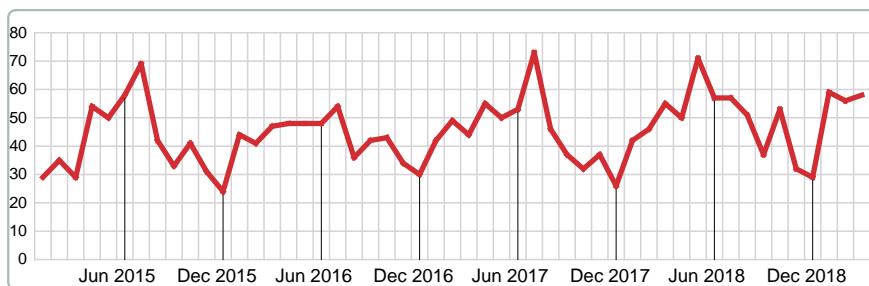
### MARCH



### YEAR TO DATE (YTD)

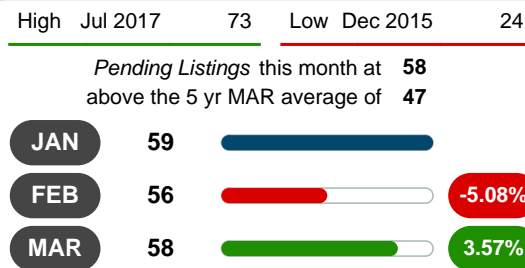


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 47



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	6.90%	8.5	2	1	1	0
\$30,001 - \$60,000	9	15.52%	55.0	3	5	1	0
\$60,001 - \$80,000	9	15.52%	53.0	3	6	0	0
\$80,001 - \$110,000	14	24.14%	116.5	7	6	1	0
\$110,001 - \$130,000	4	6.90%	7.0	0	4	0	0
\$130,001 - \$190,000	12	20.69%	32.5	2	10	0	0
\$190,001 and up	6	10.34%	92.0	0	4	2	0
<b>Total Pending Units</b>	<b>58</b>			<b>17</b>	<b>36</b>	<b>5</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>6,634,953</b>	<b>100%</b>	<b>48.5</b>	<b>1.38M</b>	<b>4.37M</b>	<b>883.70K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$89,700</b>			<b>\$84,600</b>	<b>\$112,200</b>	<b>\$85,000</b>	<b>\$0</b>

# March 2019



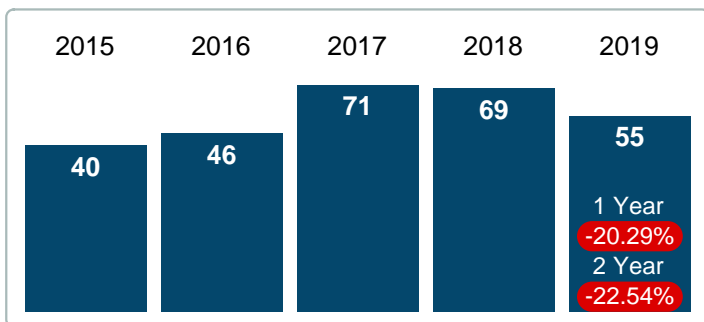
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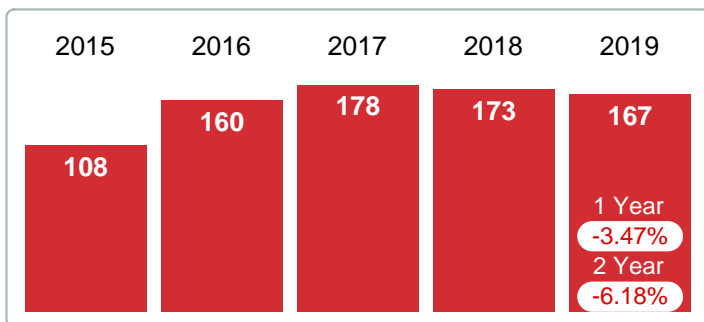
## NEW LISTINGS

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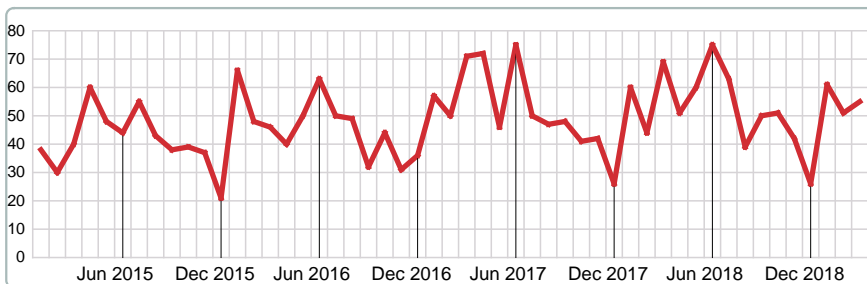
### MARCH



### YEAR TO DATE (YTD)

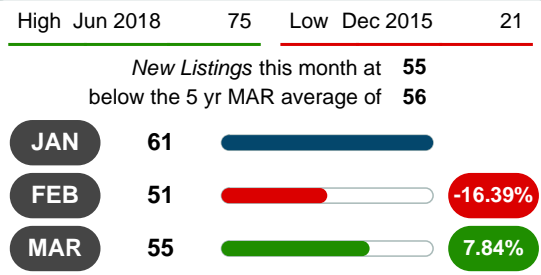


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 56



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.45%	1	2	0	0
\$20,001 - \$40,000	7	12.73%	2	5	0	0
\$40,001 - \$70,000	9	16.36%	4	5	0	0
\$70,001 - \$130,000	15	27.27%	4	9	2	0
\$130,001 - \$180,000	8	14.55%	2	3	3	0
\$180,001 - \$230,000	7	12.73%	0	7	0	0
\$230,001 and up	6	10.91%	0	4	2	0
<b>Total New Listed Units</b>	<b>55</b>		<b>13</b>	<b>35</b>	<b>7</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>6,712,600</b>	<b>100%</b>	<b>1.01M</b>	<b>4.25M</b>	<b>1.45M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$100,000</b>		<b>\$69,900</b>	<b>\$115,900</b>	<b>\$169,000</b>	<b>\$0</b>

# March 2019



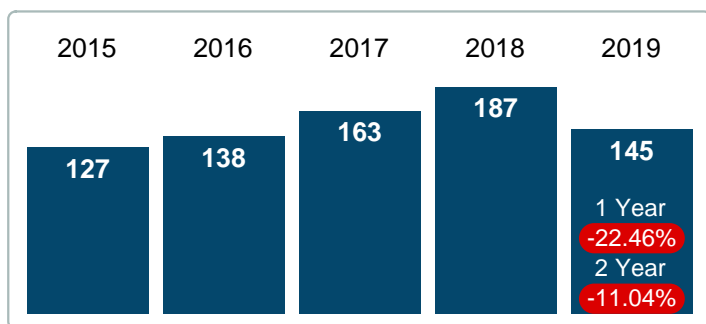
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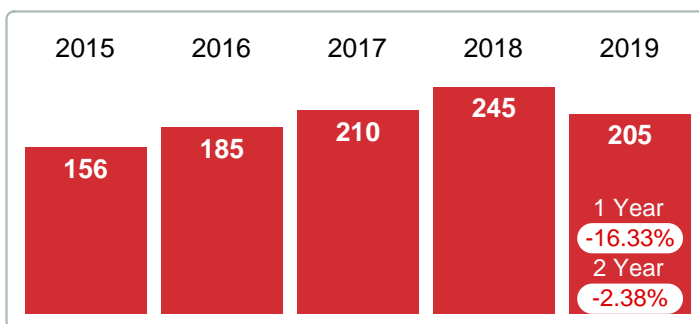
## ACTIVE INVENTORY

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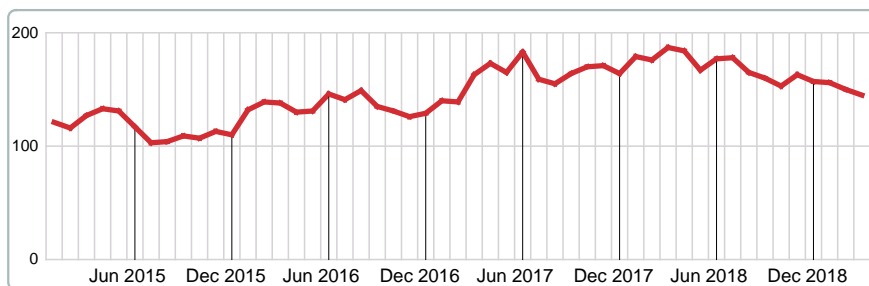
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 152

High Mar 2018 187 Low Jul 2015 103

Inventory this month at 145  
below the 5 yr MAR average of 152



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	8.28%	76.0	6	6	0	0
\$30,001 - \$40,000	13	8.97%	75.0	6	6	1	0
\$40,001 - \$80,000	26	17.93%	67.0	10	15	1	0
\$80,001 - \$130,000	35	24.14%	83.0	11	21	3	0
\$130,001 - \$170,000	20	13.79%	102.0	2	11	7	0
\$170,001 - \$250,000	24	16.55%	68.5	3	18	3	0
\$250,001 and up	15	10.34%	113.0	0	4	11	0
<b>Total Active Inventory by Units</b>	<b>145</b>			<b>38</b>	<b>81</b>	<b>26</b>	<b>0</b>
<b>Total Active Inventory by Volume</b>	<b>19,187,597</b>	<b>100%</b>	<b>82.0</b>	<b>2.86M</b>	<b>10.10M</b>	<b>6.22M</b>	<b>0.00B</b>
<b>Median Active Inventory Listing Price</b>	<b>\$107,900</b>			<b>\$59,900</b>	<b>\$115,900</b>	<b>\$212,250</b>	<b>\$0</b>

# March 2019



Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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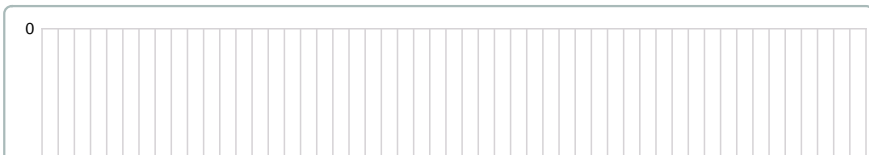
### MSI FOR MARCH

2015	2016	2017	2018	2019
------	------	------	------	------

### INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
145	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
\$30,000 and less	12	8.28%	3.69	3.00	5.54	0.00	0.00
\$30,001 - \$40,000	13	8.97%	4.59	3.43	6.00	12.00	0.00
\$40,001 - \$80,000	26	17.93%	2.58	3.33	2.43	1.20	0.00
\$80,001 - \$130,000	35	24.14%	2.88	5.50	2.36	2.77	0.00
\$130,001 - \$170,000	20	13.79%	2.26	4.80	1.45	9.33	0.00
\$170,001 - \$250,000	24	16.55%	2.53	12.00	2.88	1.03	0.00
\$250,001 and up	15	10.34%	4.09	0.00	2.82	5.28	0.00
Market Supply of Inventory (MSI)			2.88	4.04	2.50	3.28	0.00
		100%	2.88				
Total Active Inventory by Units			145	38	81	26	0

# March 2019



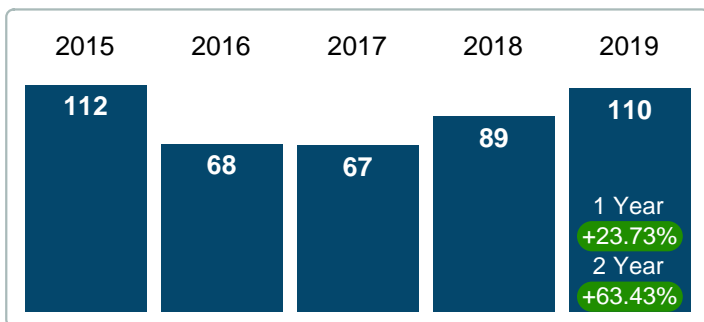
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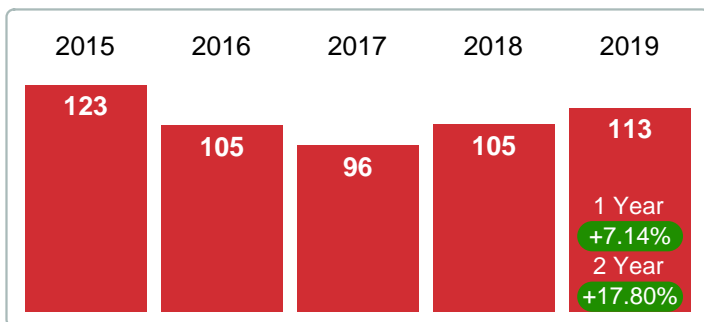
## MEDIAN DAYS ON MARKET TO SALE

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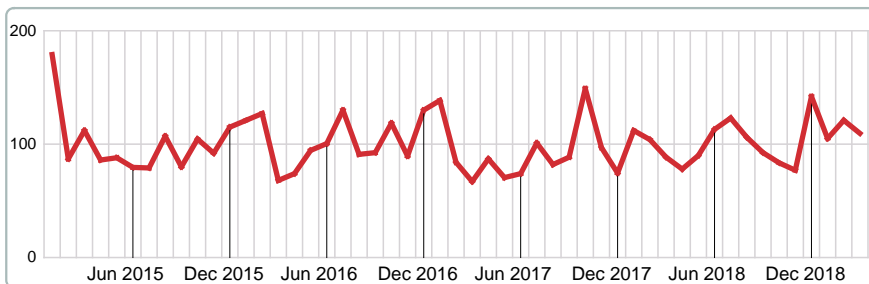
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

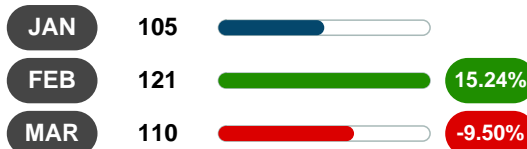


### 3 MONTHS

5 year MAR AVG = 89

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 110 above the 5 yr MAR average of 89



### 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
\$40,000 and less	10.42%	71	63	136	0	0
\$40,001 - \$50,000	6.25%	107	107	79	0	0
\$50,001 - \$80,000	18.75%	135	95	136	0	0
\$80,001 - \$140,000	27.08%	151	451	106	0	0
\$140,001 - \$180,000	14.58%	124	0	122	204	0
\$180,001 - \$260,000	10.42%	56	0	56	230	0
\$260,001 and up	12.50%	215	0	94	485	0
Median Closed DOM		110	81	107	348	0
Total Closed Units	100%	109.5	9	35	4	
Total Closed Volume		6,488,400	496.00K	5.11M	880.40K	0.00B

# March 2019



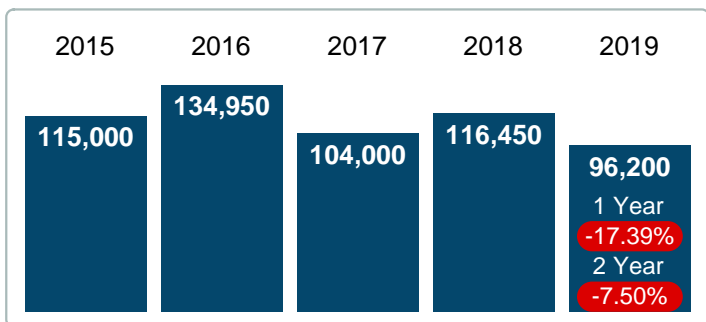
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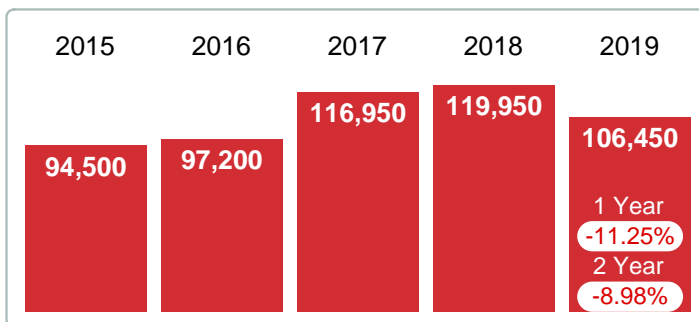
## MEDIAN LIST PRICE AT CLOSING

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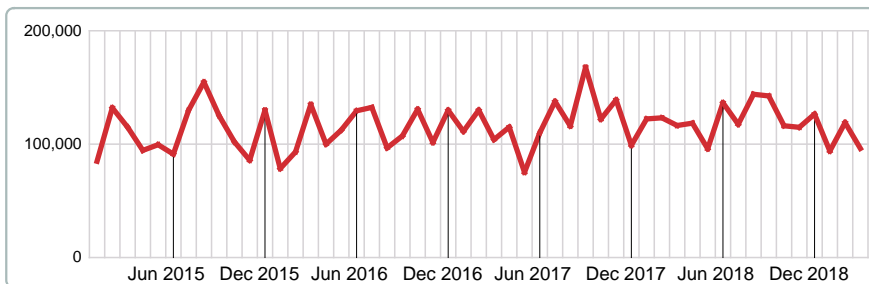
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

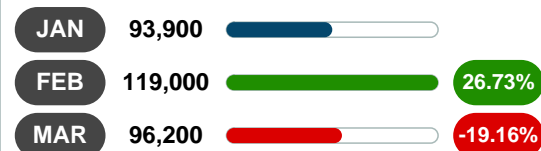


### 3 MONTHS

5 year MAR AVG = 113,320

High Sep 2017 167,750 Low May 2017 75,200

Median List Price at Closing this month at **96,200**  
below the 5 yr MAR average of **113,320**



### 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
\$40,000 and less	4.17%	32,900	32,900	0	0	0
\$40,001 - \$50,000	6.25%	49,500	47,900	49,700	0	0
\$50,001 - \$80,000	18.75%	59,900	61,200	59,000	0	0
\$80,001 - \$140,000	33.33%	90,950	105,450	89,900	0	0
\$140,001 - \$180,000	14.58%	160,000	0	165,500	159,900	0
\$180,001 - \$260,000	10.42%	195,000	0	205,000	194,500	0
\$260,001 and up	12.50%	280,000	0	354,500	267,450	0
<b>Median List Price</b>		<b>96,200</b>	<b>59,900</b>	<b>104,900</b>	<b>229,700</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>96,200</b>	<b>9</b>	<b>35</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,846,700</b>	<b>586.40K</b>	<b>5.37M</b>	<b>889.30K</b>	<b>0.00B</b>



# March 2019



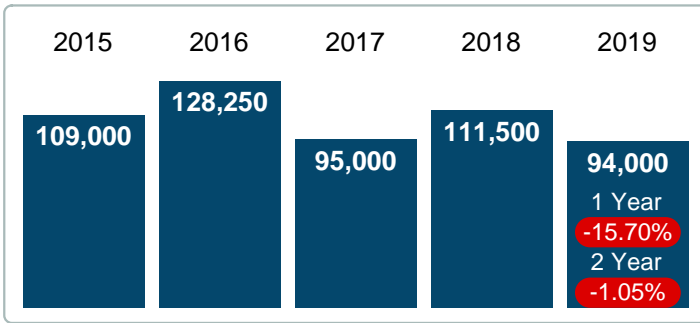
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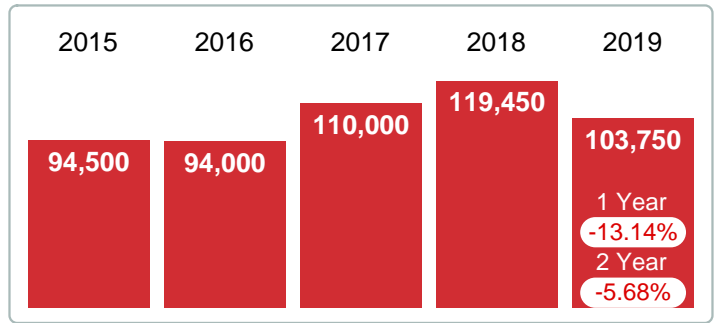
## MEDIAN SOLD PRICE AT CLOSING

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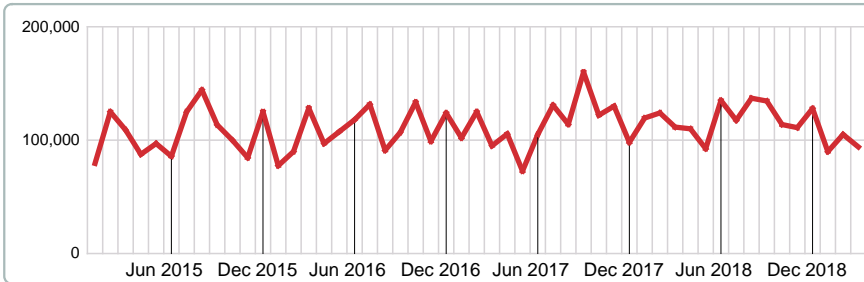
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 107,550

High Sep 2017 160,000 Low May 2017 72,750

Median Sold Price at Closing this month at **94,000**  
below the 5 yr MAR average of **107,550**



### 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
\$40,000 and less	10.42%	25,000	25,000	40,000	0	0
\$40,001 - \$50,000	6.25%	49,000	49,000	47,250	0	0
\$50,001 - \$80,000	18.75%	62,500	67,000	62,500	0	0
\$80,001 - \$140,000	27.08%	93,000	105,000	89,000	0	0
\$140,001 - \$180,000	14.58%	156,000	0	160,000	156,000	0
\$180,001 - \$260,000	10.42%	194,500	0	198,000	194,500	0
\$260,001 and up	12.50%	275,000	0	330,000	264,950	0
<b>Median Sold Price</b>		<b>94,000</b>	<b>49,000</b>	<b>102,500</b>	<b>229,700</b>	<b>0</b>
<b>Total Closed Units</b>		<b>48</b>	<b>9</b>	<b>35</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,488,400</b>	<b>496.00K</b>	<b>5.11M</b>	<b>880.40K</b>	<b>0.00B</b>

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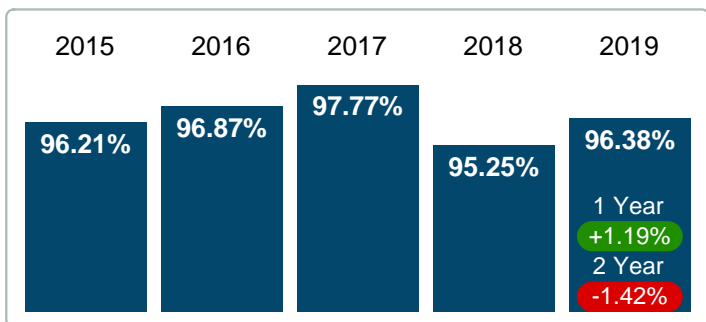
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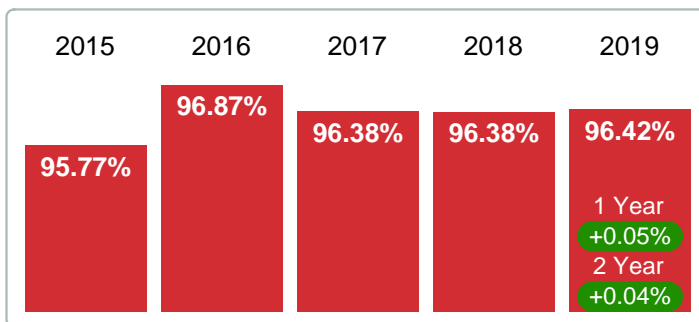
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

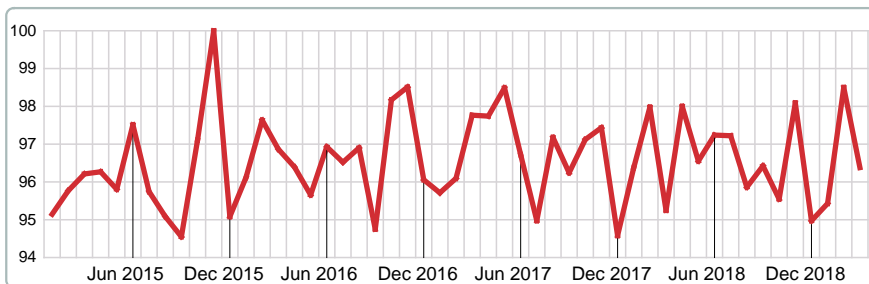
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

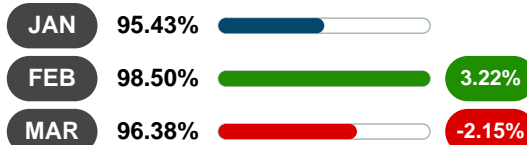


### 3 MONTHS

5 year MAR AVG = 96.49%

High Nov 2015 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **96.38%**  
equal to 5 yr MAR average of **96.49%**



### 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
\$40,000 and less	5	10.42%	70.23%	61.21%	80.16%	0.00%	0.00%
\$40,001 \$50,000	3	6.25%	81.82%	81.80%	90.91%	0.00%	0.00%
\$50,001 \$80,000	9	18.75%	93.64%	94.13%	88.14%	0.00%	0.00%
\$80,001 \$140,000	13	27.08%	96.37%	99.53%	95.51%	0.00%	0.00%
\$140,001 \$180,000	7	14.58%	97.56%	0.00%	97.64%	97.56%	0.00%
\$180,001 \$260,000	5	10.42%	97.43%	0.00%	97.31%	100.00%	0.00%
\$260,001 and up	6	12.50%	98.16%	0.00%	97.53%	99.07%	0.00%
Median Sold/List Ratio		96.38%		89.14%	96.39%	99.07%	0.00%
Total Closed Units		48	100%	9	35	4	
Total Closed Volume		6,488,400		496.00K	5.11M	880.40K	0.00B

# March 2019



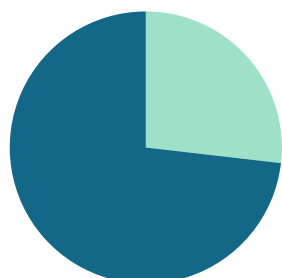
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

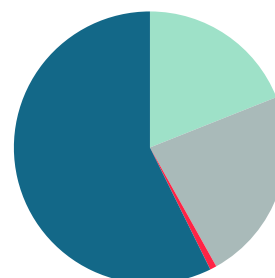


**Inventory**  
 New Listings  
**55 = 26.83%**  
 Start Inventory  
**150**  
 Total Inventory Units  
**205**  
 Volume  
**\$26,807,750**

### Market Activity

Closed Sales  
**48 = 18.97%**  
 Pending Sales  
**58 = 22.92%**  
 Other Off Market  
**2 = 0.79%**  
 Active Inventory  
**145 = 57.31%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	36	48	33.33%	104	126	21.15%
Pending Sales	55	58	5.45%	143	173	20.98%
New Listings	69	55	-20.29%	173	167	-3.47%
Median List Price	116,450	96,200	-17.39%	119,950	106,450	-11.25%
Median Sale Price	111,500	94,000	-15.70%	119,450	103,750	-13.14%
Median Percent of Selling Price to List Price	95.25%	96.38%	1.19%	96.38%	96.42%	0.05%
Median Days on Market to Sale	88.50	109.50	23.73%	105.00	112.50	7.14%
Monthly Inventory	190	145	-23.68%	190	145	-23.68%
Months Supply of Inventory	4.32	2.88	-33.29%	4.32	2.88	-33.29%

**Absorption:** Last 12 months, an Average of **50** Sales/Month

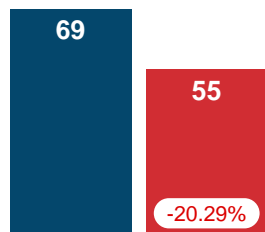
**Inventory** on March 31, 2019 = **145**

**2018** **2019**

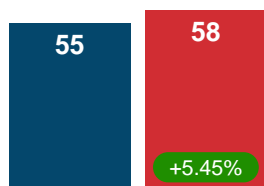
### MARCH MARKET

### MEDIAN PRICES

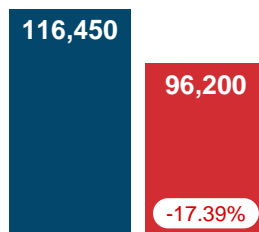
#### New Listings



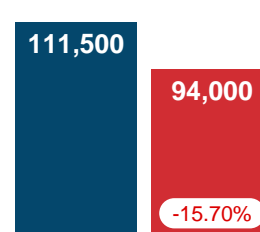
#### Pending Listings



#### List Price



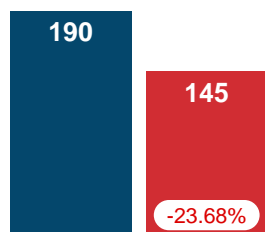
#### Sale Price



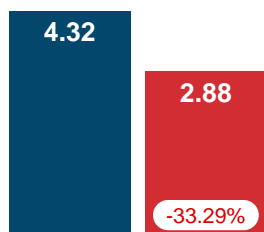
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

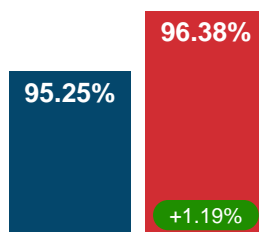
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

