

March 2019



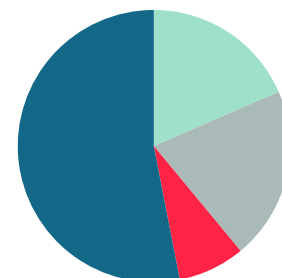
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	897	890	-0.78%
Pending Listings	1,059	988	-6.70%
New Listings	1,447	1,293	-10.64%
Average List Price	201,835	205,796	1.96%
Average Sale Price	196,860	200,816	2.01%
Average Percent of Selling Price to List Price	97.53%	97.85%	0.33%
Average Days on Market to Sale	50.49	44.52	-11.82%
End of Month Inventory	2,927	2,555	-12.71%
Months Supply of Inventory	3.55	3.09	-13.02%



■ Closed (18.48%)
■ Pending (20.51%)
■ Other OffMarket (7.95%)
■ Active (53.05%)

Absorption: Last 12 months, an Average of **828** Sales/Month
Active Inventory as of March 31, 2019 = **2,555**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **12.71%** to 2,555 existing homes available for sale. Over the last 12 months this area has had an average of 828 closed sales per month. This represents an unsold inventory index of **3.09** 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 **2.01%** in March 2019 to \$200,816 versus the previous year at \$196,860.

Average Days on Market Shortens

The average number of **44.52** days that homes spent on the market before selling decreased by 5.97 days or **11.82%** in March 2019 compared to last year's same month at **50.49** 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 1,293 New Listings in March 2019, down **10.64%** from last year at 1,447. Furthermore, there were 890 Closed Listings this month versus last year at 897, a **-0.78%** decrease.

Closed versus Listed trends yielded a **68.8%** ratio, up from previous year's, March 2018, at **62.0%**, a **11.04%** 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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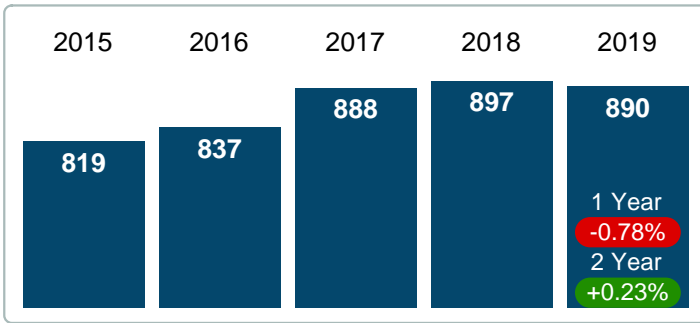
Area Delimited by County Of Tulsa - Residential Property Type



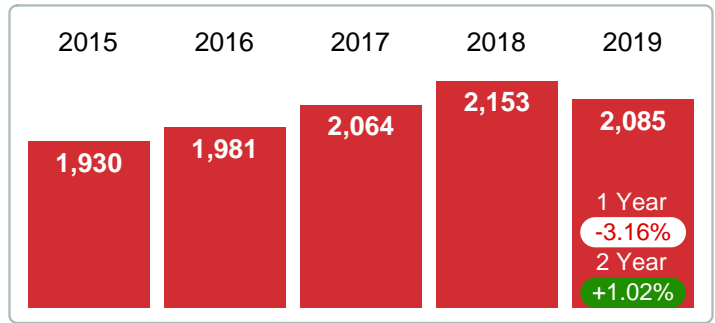
CLOSED LISTINGS

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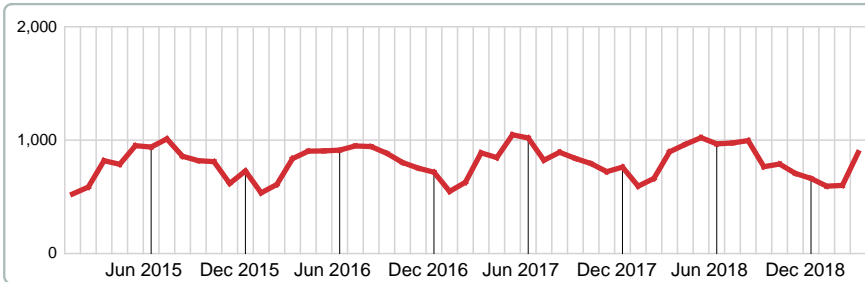
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

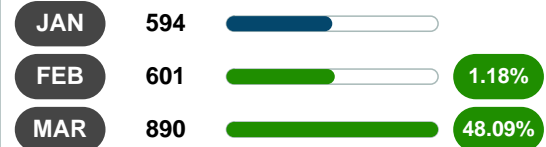


3 MONTHS

5 year MAR AVG = 866

High May 2017 1,047 Low Jan 2015 525

Closed Listings this month at **890**
above the 5 yr MAR average of **866**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	84	9.44%	27.6	40	39	5	0
\$75,001 - \$100,000	68	7.64%	39.5	17	43	8	0
\$100,001 - \$150,000	191	21.46%	40.9	24	148	17	2
\$150,001 - \$175,000	131	14.72%	45.8	4	99	26	2
\$175,001 - \$225,000	165	18.54%	43.8	4	89	67	5
\$225,001 - \$325,000	149	16.74%	48.5	4	52	88	5
\$325,001 and up	102	11.46%	62.3	3	24	52	23
Total Closed Units	890			96	494	263	37
Total Closed Volume	178,725,961	100%	44.5	10.61M	83.56M	69.94M	14.62M
Average Closed Price	\$200,816			\$110,480	\$169,153	\$265,919	\$395,174

March 2019



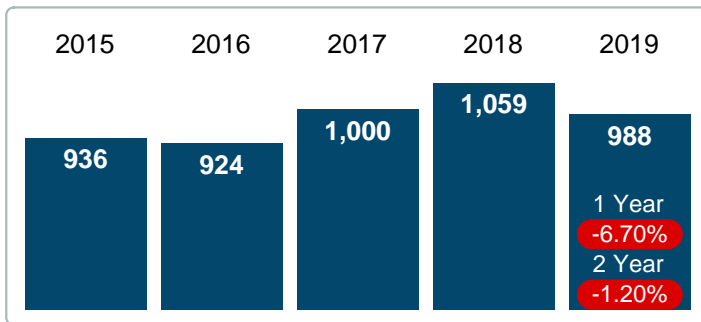
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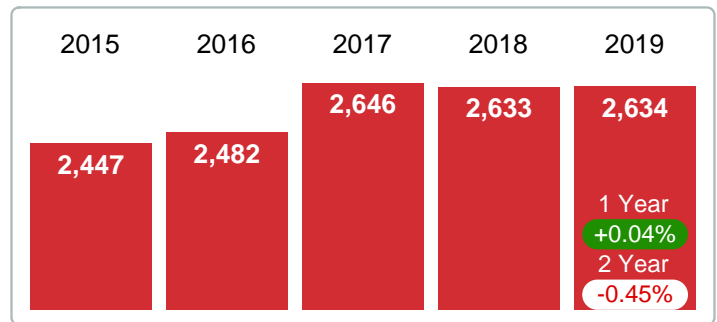
PENDING LISTINGS

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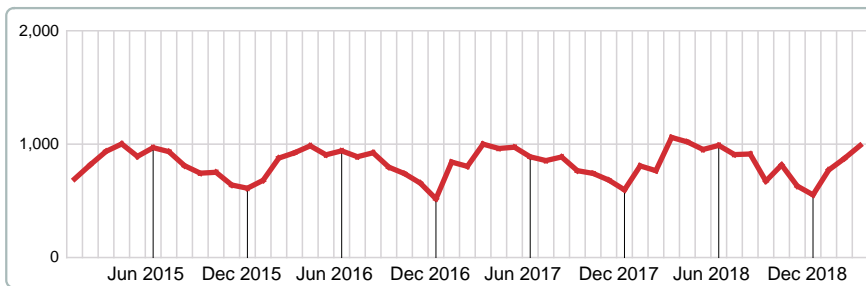
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

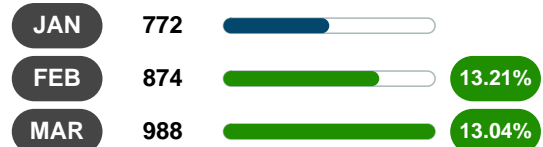


3 MONTHS

5 year MAR AVG = 981

High Mar 2018 1,059 Low Dec 2016 518

Pending Listings this month at **988**
above the 5 yr MAR average of **981**



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	90	9.11%	27.1	47	39	4	0
\$75,001 - \$100,000	61	6.17%	34.4	16	41	4	0
\$100,001 - \$150,000	200	20.24%	38.5	22	151	23	4
\$150,001 - \$200,000	238	24.09%	36.9	12	164	60	2
\$200,001 - \$250,000	138	13.97%	42.4	9	64	60	5
\$250,001 - \$350,000	153	15.49%	47.8	2	41	92	18
\$350,001 and up	108	10.93%	46.6	2	27	59	20
Total Pending Units	988			110	527	302	49
Total Pending Volume	210,479,717	100%	39.5	11.63M	92.29M	85.13M	21.43M
Average Listing Price	\$213,691			\$105,709	\$175,131	\$281,887	\$437,298

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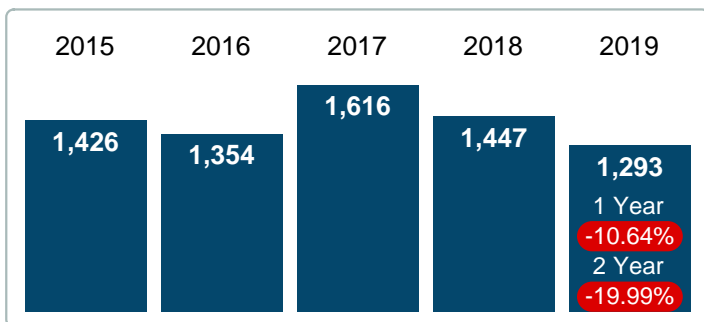
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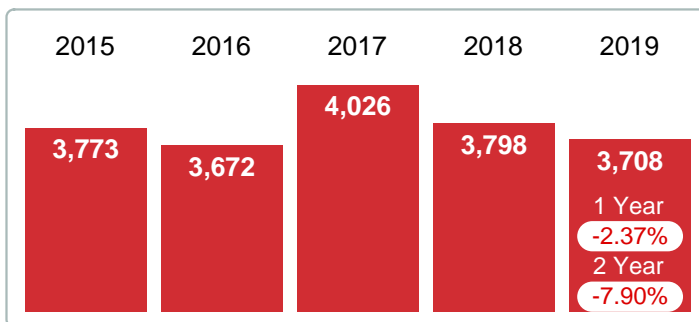
NEW LISTINGS

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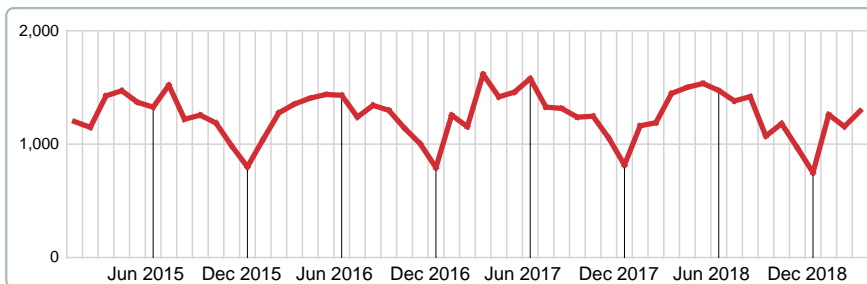
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,427

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,293 below the 5 yr MAR average of 1,427



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	105	8.12%	47	43	15	0
\$75,001 - \$125,000	153	11.83%	42	99	11	1
\$125,001 - \$150,000	119	9.20%	12	94	11	2
\$150,001 - \$225,000	353	27.30%	17	228	101	7
\$225,001 - \$325,000	257	19.88%	11	81	142	23
\$325,001 - \$475,000	167	12.92%	4	39	89	35
\$475,001 and up	139	10.75%	1	18	68	52
Total New Listed Units	1,293		134	602	437	120
Total New Listed Volume	348,988,878	100%	15.86M	116.19M	149.55M	67.39M
Average New Listed Listing Price	\$221,671		\$118,338	\$193,006	\$342,217	\$561,607

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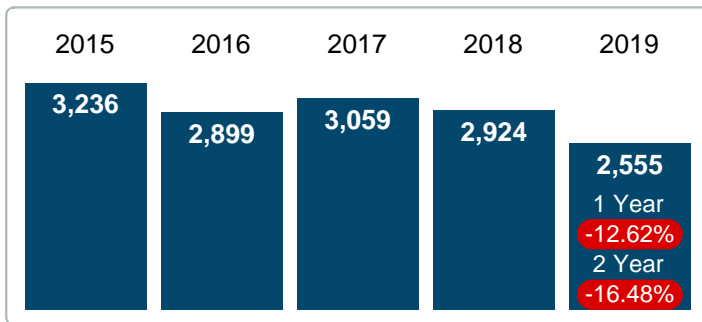
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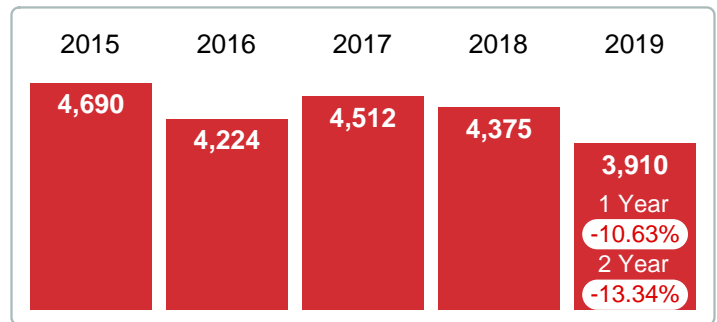
ACTIVE INVENTORY

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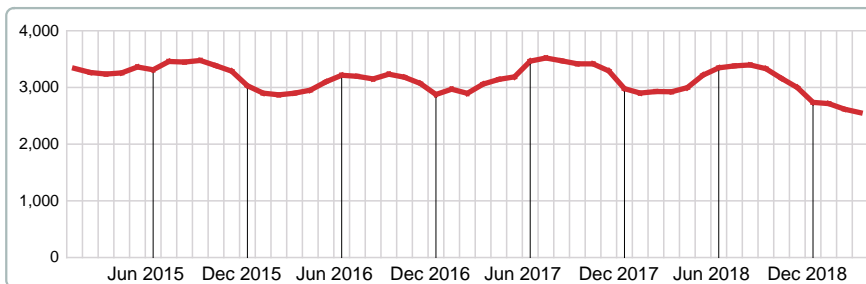
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2,935

High Jul 2017 3,520 Low Mar 2019 2,555

Inventory this month at 2,555 below the 5 yr MAR average of 2,935



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	233	9.12%	85.7	119	87	26	1
\$75,001 - \$125,000	234	9.16%	101.0	67	149	17	1
\$125,001 - \$175,000	336	13.15%	57.0	38	231	65	2
\$175,001 - \$300,000	759	29.71%	59.0	51	332	330	46
\$300,001 - \$400,000	419	16.40%	72.5	7	103	244	65
\$400,001 - \$600,000	315	12.33%	67.7	3	50	178	84
\$600,001 and up	259	10.14%	69.4	2	24	113	120
Total Active Inventory by Units	2,555			287	976	973	319
Total Active Inventory by Volume	847,728,317	100%	69.4	36.04M	216.06M	383.47M	212.16M
Average Active Inventory Listing Price	\$331,792			\$125,569	\$221,377	\$394,107	\$665,081

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Area Delimited by County Of Tulsa - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR MARCH

2015	2016	2017	2018	2019

INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
2,555	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
\$75,000 and less	233	9.12%	2.61	2.97	1.91	7.61	4.00
\$75,001 - \$125,000	234	9.16%	1.70	2.93	1.45	1.50	1.20
\$125,001 - \$175,000	336	13.15%	1.64	2.65	1.48	2.04	0.80
\$175,001 - \$300,000	759	29.71%	2.83	5.10	2.68	2.72	3.45
\$300,001 - \$400,000	419	16.40%	5.92	3.50	5.62	5.71	8.48
\$400,001 - \$600,000	315	12.33%	8.42	4.50	6.74	8.03	11.72
\$600,001 and up	259	10.14%	13.34	8.00	10.29	10.68	19.20
Market Supply of Inventory (MSI)		3.09		3.18	2.14	4.00	8.39
Total Active Inventory by Units		2,555	100%	287	976	973	319

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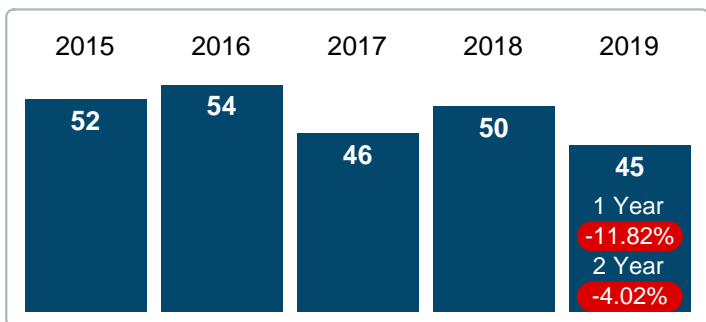
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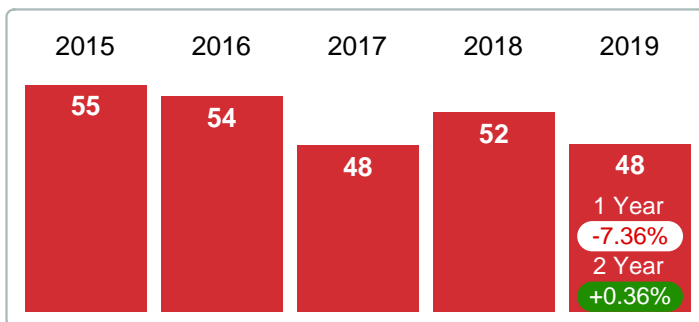
AVERAGE DAYS ON MARKET TO SALE

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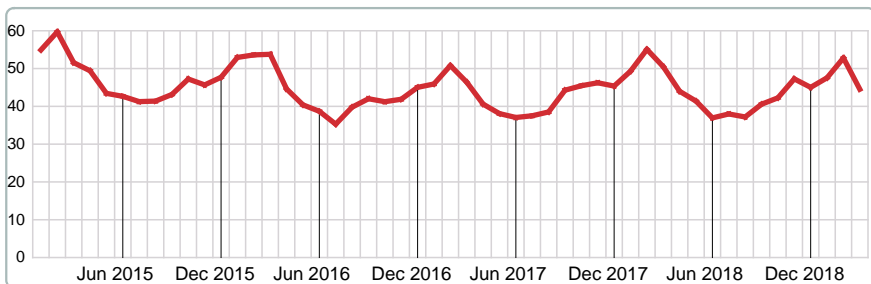
MARCH



YEAR TO DATE (YTD)

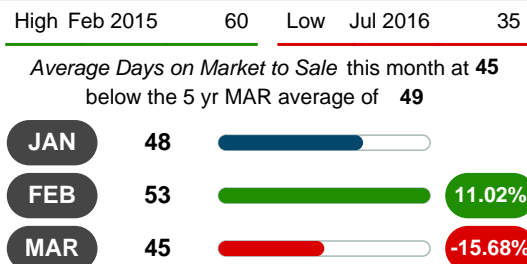


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 49



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9.44%	28	24	33	15	0
\$75,001 - \$100,000	7.64%	39	42	35	55	0
\$100,001 - \$150,000	21.46%	41	47	41	39	19
\$150,001 - \$175,000	14.72%	46	77	44	48	36
\$175,001 - \$225,000	18.54%	44	65	39	49	38
\$225,001 - \$325,000	16.74%	49	41	34	59	27
\$325,001 and up	11.46%	62	80	38	65	78
Average Closed DOM		45	39	39	54	60
Total Closed Units	100%	890	96	494	263	37
Total Closed Volume		178,725,961	10.61M	83.56M	69.94M	14.62M

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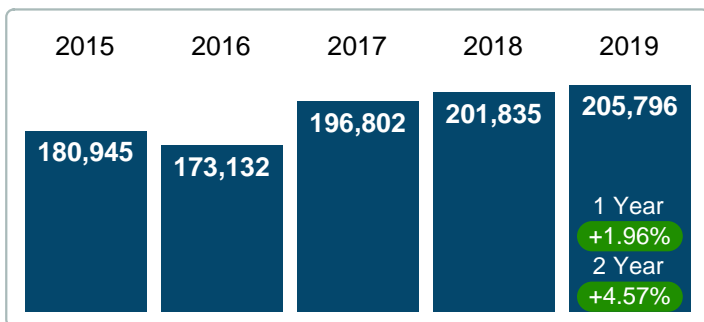
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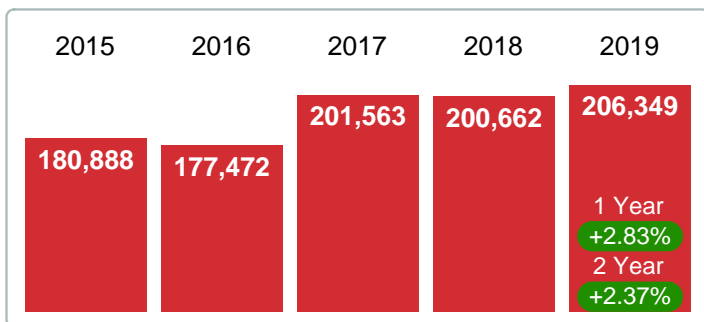
AVERAGE LIST PRICE AT CLOSING

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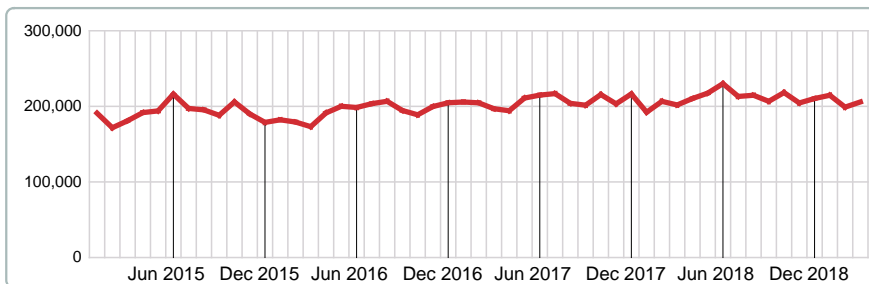
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

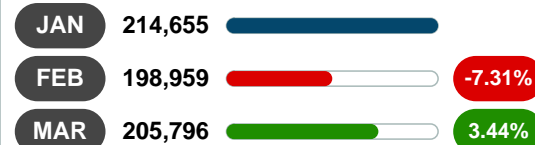


3 MONTHS

5 year MAR AVG = 191,702

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

Average List Price at Closing this month at **205,796**
above the 5 yr MAR average of **191,702**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8.99%	48,076	45,891	53,510	70,380	0
\$75,001 - \$100,000	7.53%	89,171	90,064	90,608	85,725	0
\$100,001 - \$150,000	21.35%	129,789	132,000	131,682	128,338	149,450
\$150,001 - \$175,000	13.71%	163,985	168,350	165,576	166,854	176,000
\$175,001 - \$225,000	19.55%	196,351	201,125	199,836	198,656	188,480
\$225,001 - \$325,000	16.52%	267,841	259,600	271,970	273,442	276,400
\$325,001 and up	12.36%	501,221	715,963	493,197	501,725	536,328
Average List Price		205,796	116,656	173,337	270,039	413,807
Total Closed Units	100%	205,796	96	494	263	37
Total Closed Volume		183,158,637	11.20M	85.63M	71.02M	15.31M

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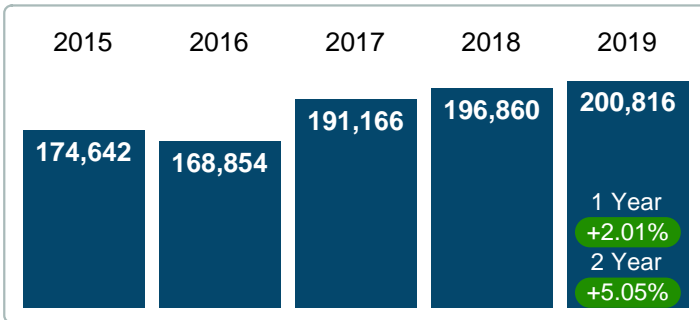
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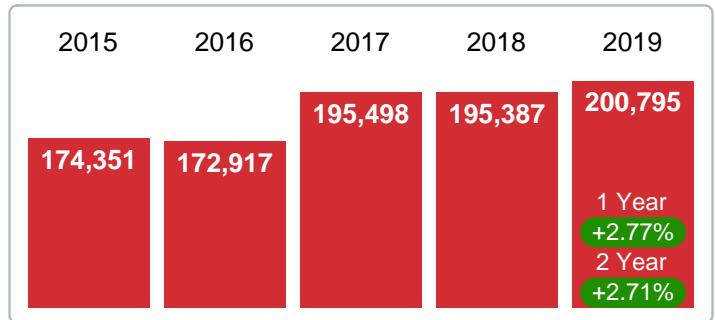
AVERAGE SOLD PRICE AT CLOSING

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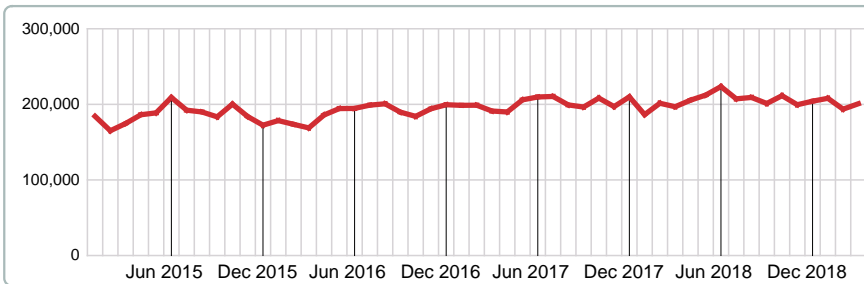
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

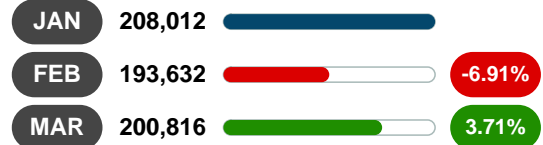


3 MONTHS

5 year MAR AVG = 186,468

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

Average Sold Price at Closing this month at **200,816** above the 5 yr MAR average of **186,468**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	84	9.44%	46,867	42,477	49,682	60,030	
\$75,001 - \$100,000	68	7.64%	88,013	86,714	88,810	86,488	
\$100,001 - \$150,000	191	21.46%	127,824	127,840	128,397	122,670	
\$150,001 - \$175,000	131	14.72%	164,149	165,875	163,613	165,579	
\$175,001 - \$225,000	165	18.54%	195,769	194,500	196,570	195,236	
\$225,001 - \$325,000	149	16.74%	268,580	253,675	265,945	270,627	
\$325,001 and up	102	11.46%	495,746	636,167	470,042	493,427	
Average Sold Price		200,816		110,480	169,153	265,919	395,174
Total Closed Units		890	100%	200,816	96	494	263
Total Closed Volume		178,725,961			10.61M	83.56M	69.94M

March 2019



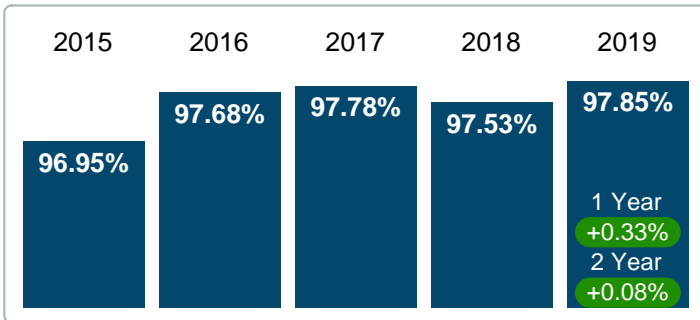
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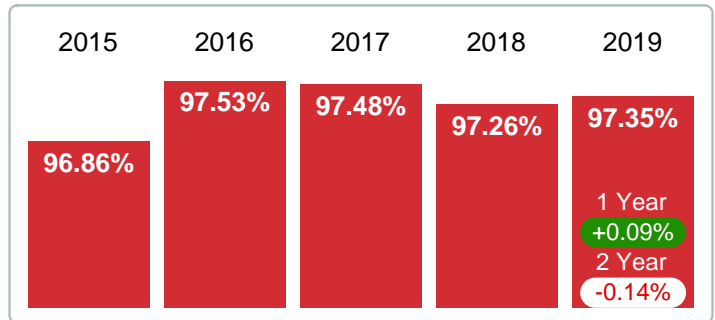
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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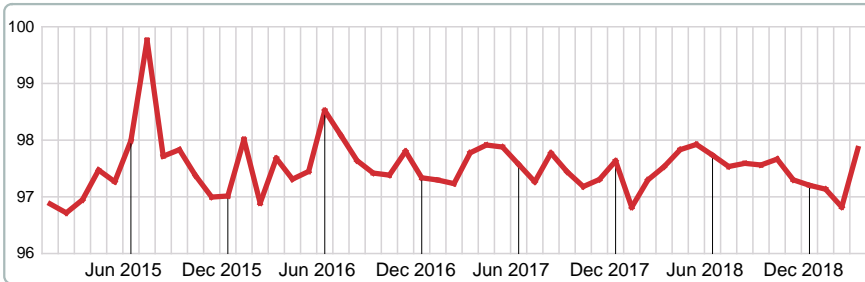
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 97.56%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **97.85%**
equal to 5 yr MAR average of **97.56%**



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

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	84	9.44%	91.55%	91.36%	92.41%	86.38%	0.00%
\$75,001 - \$100,000	68	7.64%	101.72%	96.55%	103.83%	101.39%	0.00%
\$100,001 - \$150,000	191	21.46%	97.32%	96.95%	97.62%	95.80%	92.10%
\$150,001 - \$175,000	131	14.72%	98.95%	98.54%	98.89%	99.46%	95.84%
\$175,001 - \$225,000	165	18.54%	98.44%	97.04%	98.45%	98.33%	100.70%
\$225,001 - \$325,000	149	16.74%	98.84%	97.75%	98.01%	99.41%	98.30%
\$325,001 and up	102	11.46%	97.66%	92.70%	96.83%	98.62%	97.00%
Average Sold/List Ratio		97.90%		94.52%	98.16%	98.56%	97.35%
Total Closed Units	890	100%	97.90%	96	494	263	37
Total Closed Volume	178,725,961			10.61M	83.56M	69.94M	14.62M

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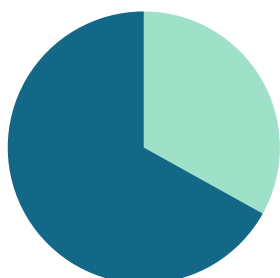
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MARKET SUMMARY

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INVENTORY

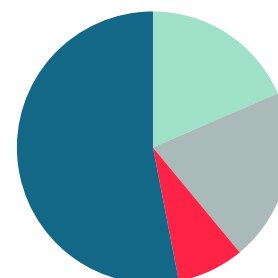


Inventory
 New Listings
1,293 = 33.07%
 Start Inventory
2,617
 Total Inventory Units
3,910
 Volume
\$1,182,025,690

Market Activity

Closed Sales
890 = 18.48%
 Pending Sales
988 = 20.51%
 Other Off Market
383 = 7.95%
 Active Inventory
2,555 = 53.05%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	897	890	-0.78%	2,153	2,085	-3.16%
Pending Sales	1,059	988	-6.70%	2,633	2,634	0.04%
New Listings	1,447	1,293	-10.64%	3,798	3,708	-2.37%
Average List Price	201,835	205,796	1.96%	200,662	206,349	2.83%
Average Sale Price	196,860	200,816	2.01%	195,387	200,795	2.77%
Average Percent of Selling Price to List Price	97.53%	97.85%	0.33%	97.26%	97.35%	0.09%
Average Days on Market to Sale	50.49	44.52	-11.82%	51.57	47.77	-7.36%
Monthly Inventory	2,927	2,555	-12.71%	2,927	2,555	-12.71%
Months Supply of Inventory	3.55	3.09	-13.02%	3.55	3.09	-13.02%

Absorption: Last 12 months, an Average of **828** Sales/Month

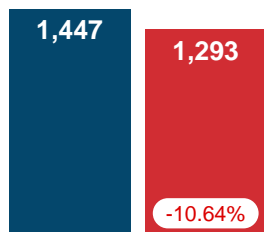
Inventory on March 31, 2019 = **2,555**

2018 **2019**

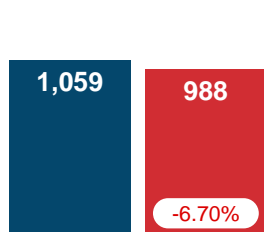
MARCH MARKET

AVERAGE PRICES

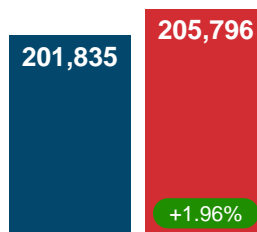
New Listings



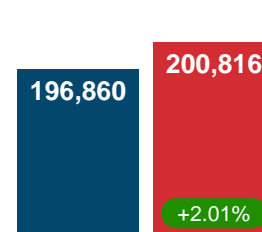
Pending Listings



List Price



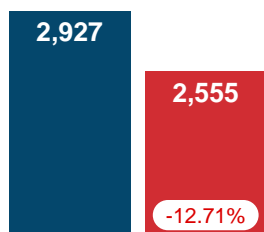
Sale Price



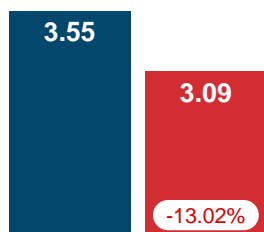
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

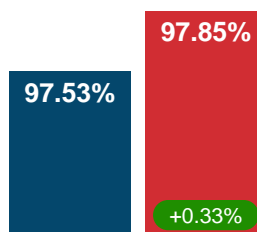
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

