

# March 2019



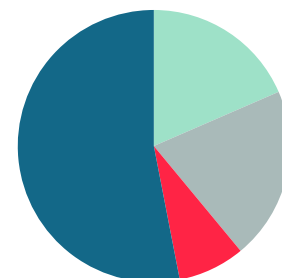
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	167,110	173,000	3.52%
Median Sale Price	165,000	170,343	3.24%
Median Percent of Selling Price to List Price	98.78%	98.80%	0.02%
Median Days on Market to Sale	31.00	24.00	-22.58%
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.

#### 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 **3.24%** in March 2019 to \$170,343 versus the previous year at \$165,000.

#### Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 7.00 days or **22.58%** 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 1,293 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.

### What's in this Issue

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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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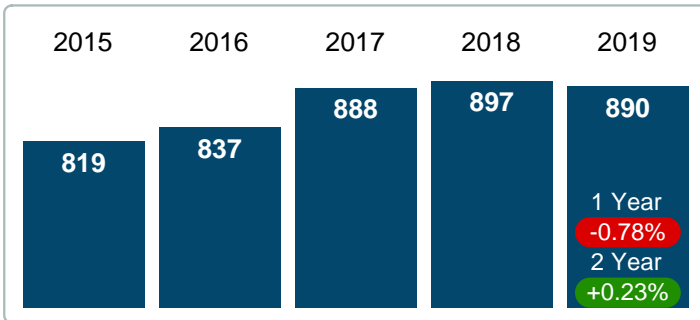
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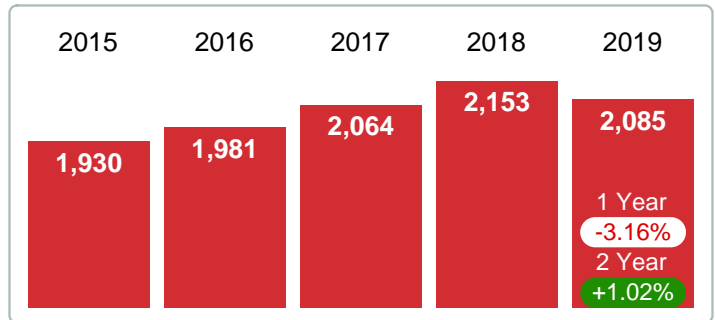
## CLOSED LISTINGS

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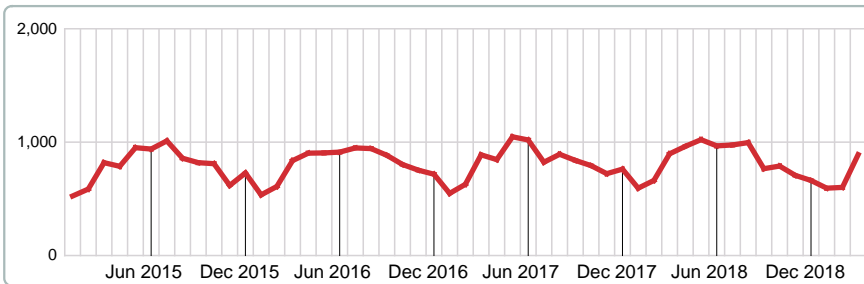
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	84	9.44%	17.5	40	39	5	0
\$75,001 - \$100,000	68	7.64%	16.0	17	43	8	0
\$100,001 - \$150,000	191	21.46%	22.0	24	148	17	2
\$150,001 - \$175,000	131	14.72%	24.0	4	99	26	2
\$175,001 - \$225,000	165	18.54%	24.0	4	89	67	5
\$225,001 - \$325,000	149	16.74%	26.0	4	52	88	5
\$325,001 and up	102	11.46%	56.5	3	24	52	23
<b>Total Closed Units</b>	<b>890</b>			<b>96</b>	<b>494</b>	<b>263</b>	<b>37</b>
<b>Total Closed Volume</b>	<b>178,725,961</b>	<b>100%</b>	<b>24.0</b>	<b>10.61M</b>	<b>83.56M</b>	<b>69.94M</b>	<b>14.62M</b>
<b>Median Closed Price</b>	<b>\$170,343</b>			<b>\$83,250</b>	<b>\$156,750</b>	<b>\$235,500</b>	<b>\$350,595</b>

# March 2019



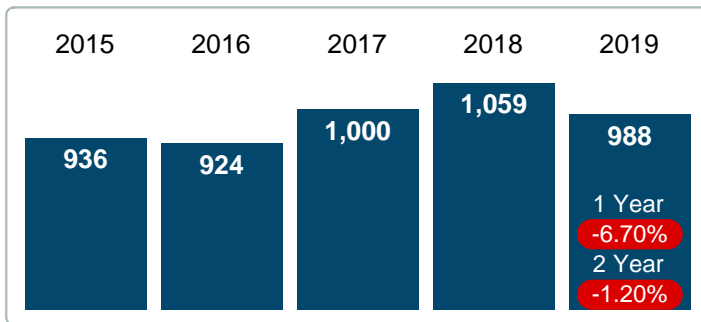
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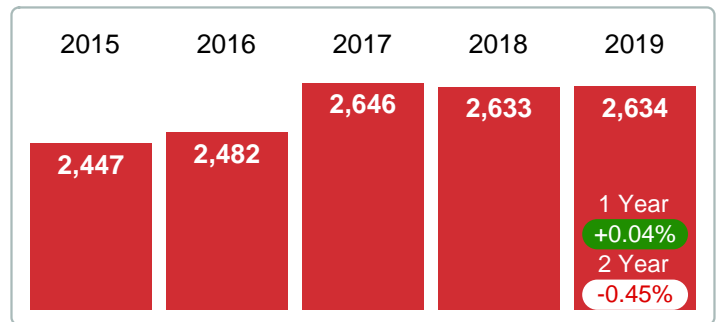
## PENDING LISTINGS

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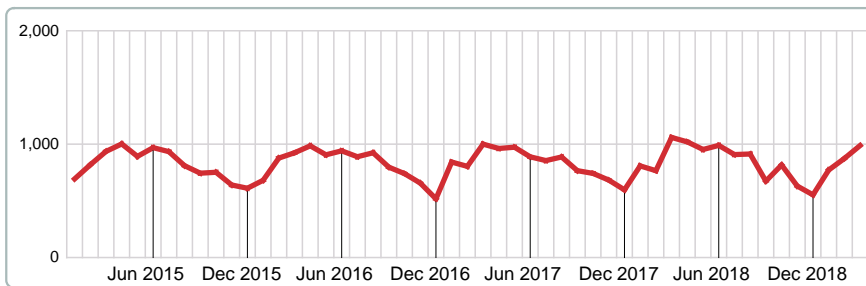
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

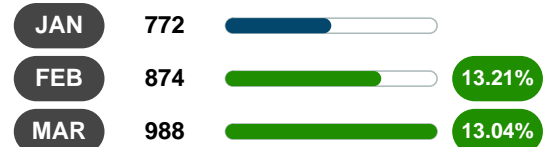


### 3 MONTHS

5 year MAR AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	90	9.11%	21.0	47	39	4	0
\$75,001 - \$100,000	61	6.17%	15.0	16	41	4	0
\$100,001 - \$150,000	200	20.24%	17.5	22	151	23	4
\$150,001 - \$200,000	238	24.09%	16.0	12	164	60	2
\$200,001 - \$250,000	138	13.97%	19.0	9	64	60	5
\$250,001 - \$350,000	153	15.49%	28.0	2	41	92	18
\$350,001 and up	108	10.93%	27.0	2	27	59	20
<b>Total Pending Units</b>	<b>988</b>			<b>110</b>	<b>527</b>	<b>302</b>	<b>49</b>
<b>Total Pending Volume</b>	<b>210,479,717</b>	<b>100%</b>	<b>20.0</b>	<b>11.63M</b>	<b>92.29M</b>	<b>85.13M</b>	<b>21.43M</b>
<b>Median Listing Price</b>	<b>\$177,950</b>			<b>\$87,000</b>	<b>\$159,900</b>	<b>\$251,000</b>	<b>\$329,500</b>

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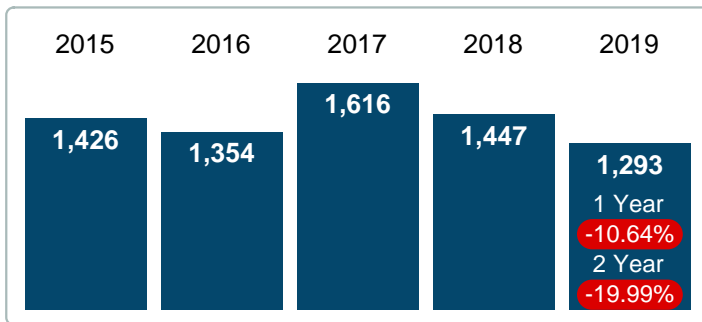
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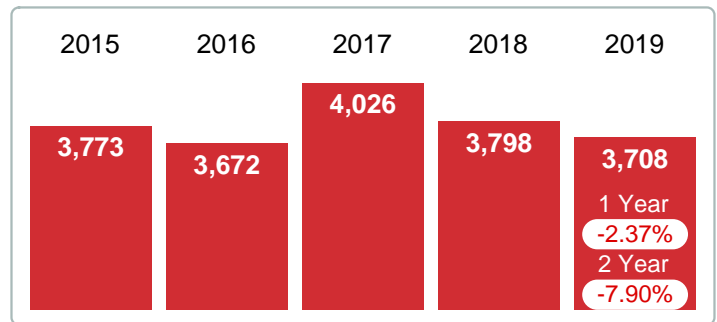
## NEW LISTINGS

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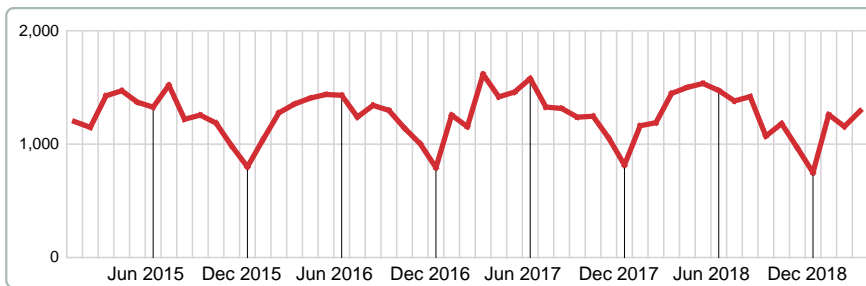
### MARCH



### 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
<b>Total New Listed Units</b>	<b>1,293</b>		<b>134</b>	<b>602</b>	<b>437</b>	<b>120</b>
<b>Total New Listed Volume</b>	<b>348,988,878</b>	<b>100%</b>	<b>15.86M</b>	<b>116.19M</b>	<b>149.55M</b>	<b>67.39M</b>
<b>Median New Listed Listing Price</b>	<b>\$204,900</b>		<b>\$99,750</b>	<b>\$167,003</b>	<b>\$279,900</b>	<b>\$422,500</b>

# March 2019



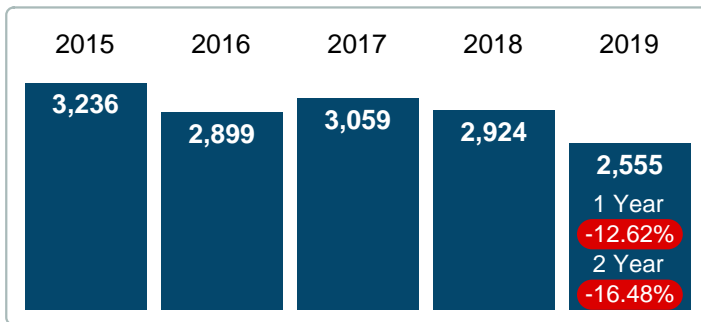
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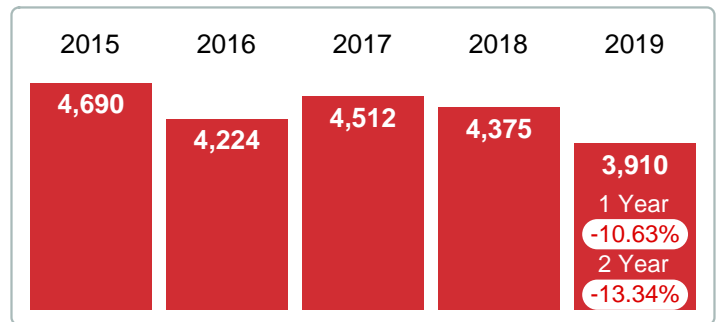
## ACTIVE INVENTORY

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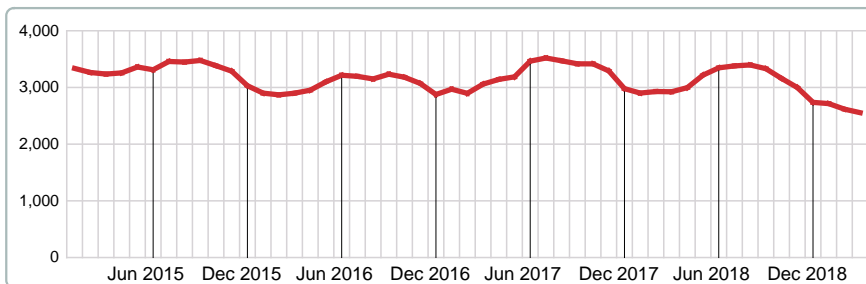
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	233	9.12%	55.0	119	87	26	1
\$75,001 - \$125,000	234	9.16%	39.0	67	149	17	1
\$125,001 - \$175,000	336	13.15%	38.5	38	231	65	2
\$175,001 - \$300,000	759	29.71%	45.0	51	332	330	46
\$300,001 - \$400,000	419	16.40%	66.0	7	103	244	65
\$400,001 - \$600,000	315	12.33%	59.0	3	50	178	84
\$600,001 and up	259	10.14%	58.0	2	24	113	120
<b>Total Active Inventory by Units</b>	<b>2,555</b>			<b>287</b>	<b>976</b>	<b>973</b>	<b>319</b>
<b>Total Active Inventory by Volume</b>	<b>847,728,317</b>	<b>100%</b>	<b>51.0</b>	<b>36.04M</b>	<b>216.06M</b>	<b>383.47M</b>	<b>212.16M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$249,900</b>			<b>\$86,000</b>	<b>\$179,900</b>	<b>\$324,900</b>	<b>\$485,000</b>

# March 2019



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 %
<b>2,555</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
\$75,000 and less	<b>233</b>	9.12%	2.61	2.97	1.91	7.61	4.00
\$75,001 - \$125,000	<b>234</b>	9.16%	1.70	2.93	1.45	1.50	1.20
\$125,001 - \$175,000	<b>336</b>	13.15%	1.64	2.65	1.48	2.04	0.80
\$175,001 - \$300,000	<b>759</b>	29.71%	2.83	5.10	2.68	2.72	3.45
\$300,001 - \$400,000	<b>419</b>	16.40%	5.92	3.50	5.62	5.71	8.48
\$400,001 - \$600,000	<b>315</b>	12.33%	8.42	4.50	6.74	8.03	11.72
\$600,001 and up	<b>259</b>	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

# March 2019



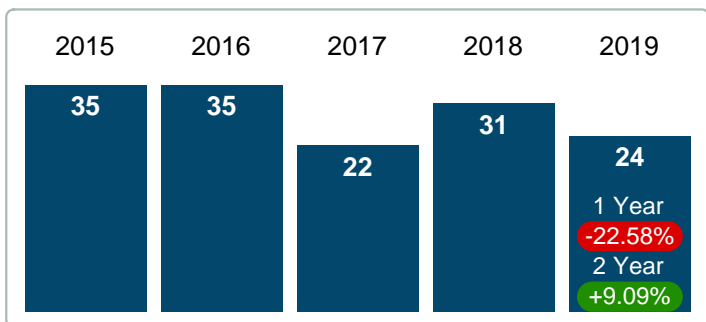
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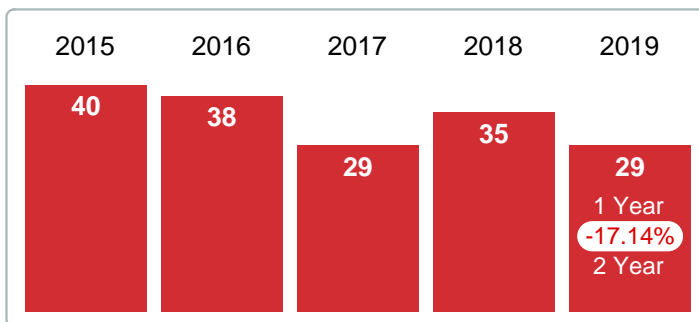
## MEDIAN DAYS ON MARKET TO SALE

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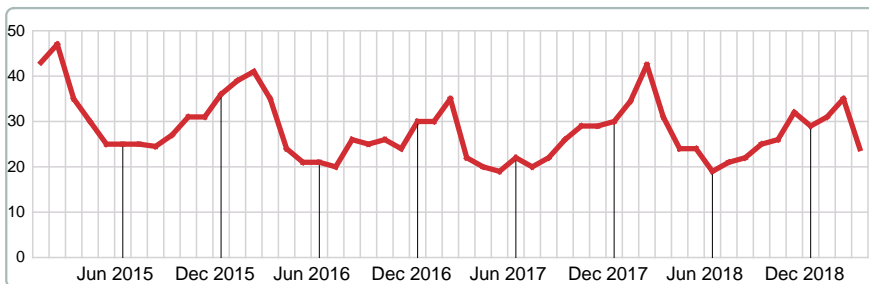
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

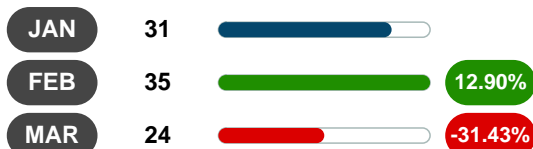


### 3 MONTHS

5 year MAR AVG = 29

High Feb 2015 47 Low Jun 2018 19

Median Days on Market to Sale this month at 24 below the 5 yr MAR average of 29



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

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	84	9.44%	18	16	19	6	
\$75,001 - \$100,000	68	7.64%	16	35	14	29	
\$100,001 - \$150,000	191	21.46%	22	28	20	16	
\$150,001 - \$175,000	131	14.72%	24	77	23	28	
\$175,001 - \$225,000	165	18.54%	24	43	14	30	
\$225,001 - \$325,000	149	16.74%	26	40	17	37	
\$325,001 and up	102	11.46%	57	88	23	56	
Median Closed DOM		24		24	20	35	60
Total Closed Units		890		96	494	263	37
Total Closed Volume		178,725,961		10.61M	83.56M	69.94M	14.62M

# March 2019



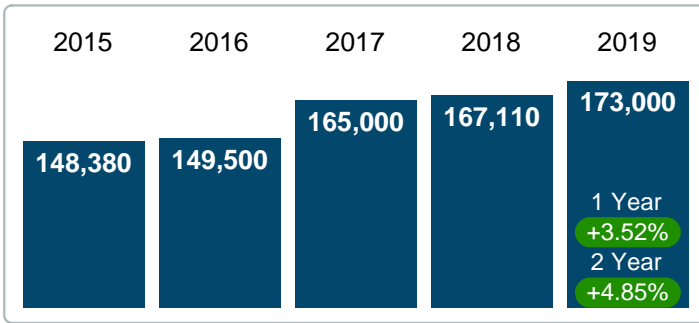
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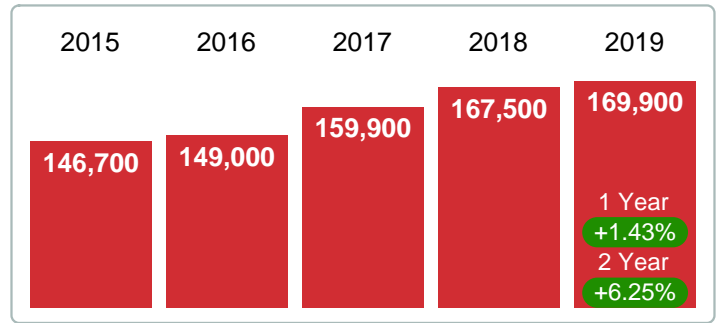
## MEDIAN LIST PRICE AT CLOSING

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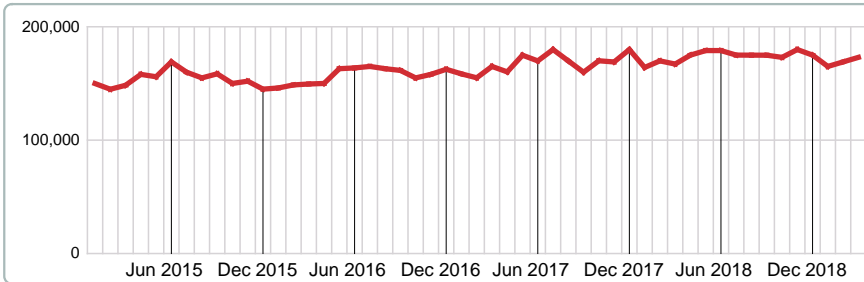
### MARCH



### YEAR TO DATE (YTD)

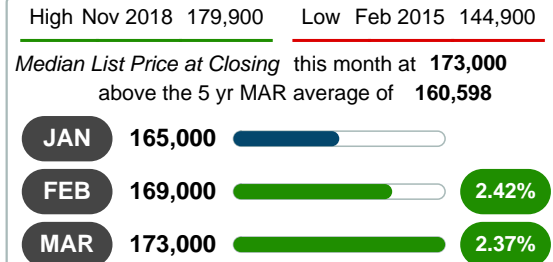


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 160,598



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

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	80	8.99%	49,900	47,800	55,000	70,000	0
\$75,001 - \$100,000	67	7.53%	89,900	86,348	90,000	87,500	98,900
\$100,001 - \$150,000	190	21.35%	130,000	132,500	129,900	138,500	0
\$150,001 - \$175,000	122	13.71%	164,900	169,000	164,050	169,000	172,000
\$175,001 - \$225,000	174	19.55%	192,000	202,000	194,950	190,000	189,000
\$225,001 - \$325,000	147	16.52%	261,550	259,450	250,000	265,000	273,500
\$325,001 and up	110	12.36%	401,400	379,990	428,793	385,550	454,000
Median List Price			173,000	88,348	158,000	235,000	365,000
Total Closed Units		100%	173,000	96	494	263	37
Total Closed Volume			183,158,637	11.20M	85.63M	71.02M	15.31M



# March 2019



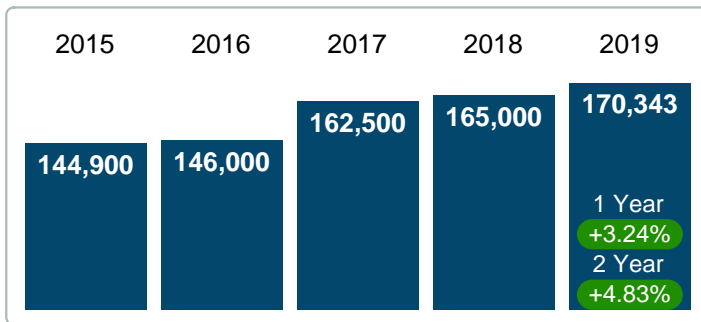
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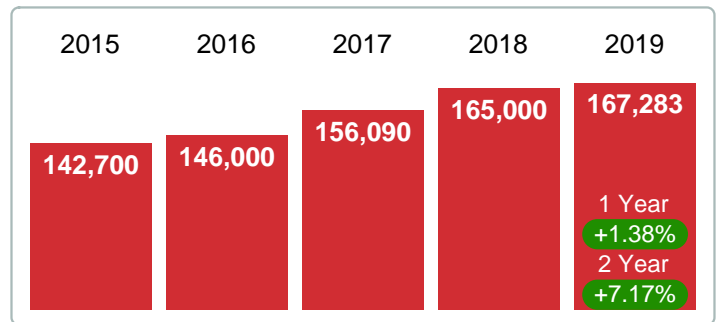
## MEDIAN SOLD PRICE AT CLOSING

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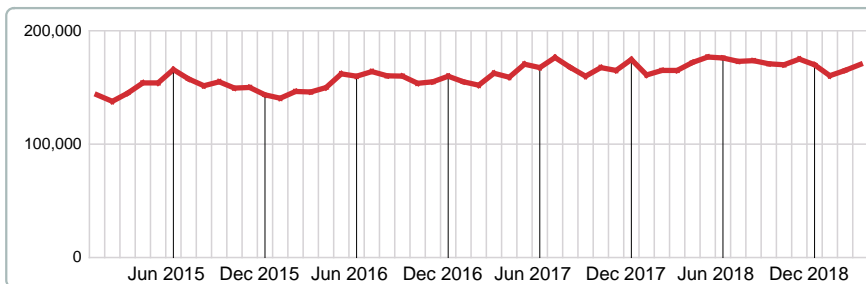
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

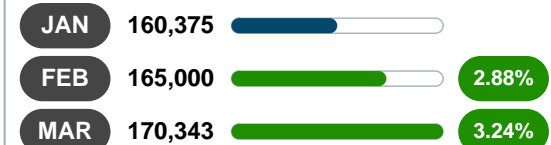


### 3 MONTHS

5 year MAR AVG = 157,749

High May 2018 176,838 Low Feb 2015 137,750

Median Sold Price at Closing this month at **170,343**  
above the 5 yr MAR average of **157,749**



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

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	84	9.44%	48,950	46,250	52,343	65,000	
\$75,001 - \$100,000	68	7.64%	89,488	84,000	90,000	83,950	
\$100,001 - \$150,000	191	21.46%	128,500	130,000	128,250	125,000	
\$150,001 - \$175,000	131	14.72%	164,900	164,750	164,000	167,700	
\$175,001 - \$225,000	165	18.54%	193,000	189,500	194,900	191,000	
\$225,001 - \$325,000	149	16.74%	264,900	253,000	260,775	265,000	
\$325,001 and up	102	11.46%	412,500	370,000	446,938	390,968	
Median Sold Price		170,343		83,250	156,750	235,500	350,595
Total Closed Units		890	100%	96	494	263	37
Total Closed Volume		178,725,961		10.61M	83.56M	69.94M	14.62M

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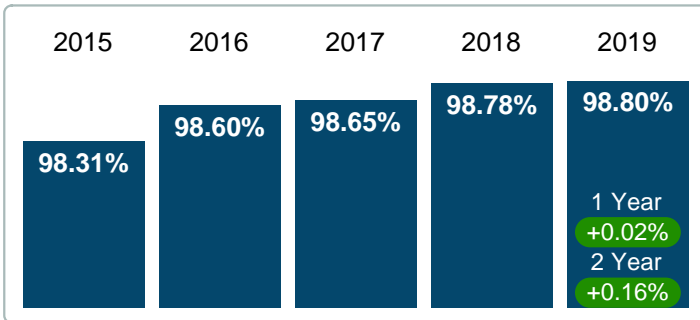
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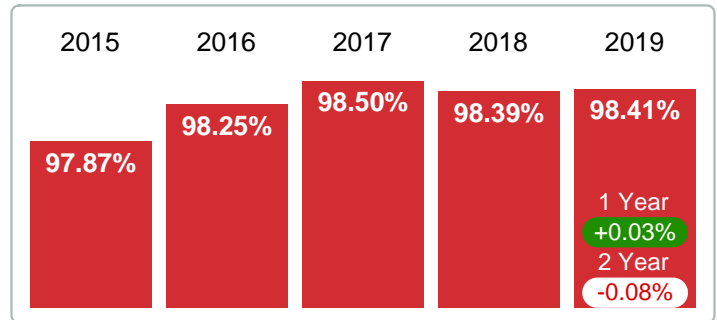
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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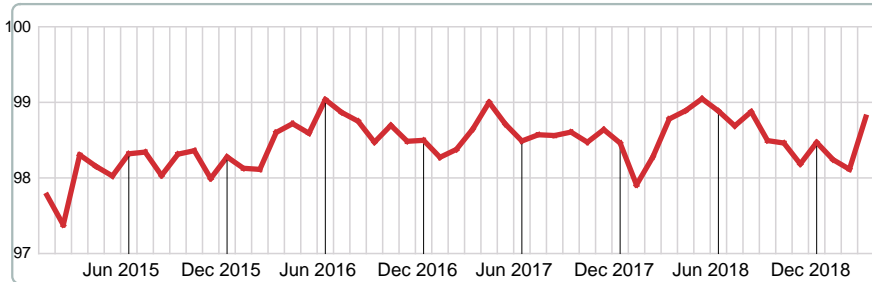
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 98.63%

High May 2018 99.05% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **98.80%**  
equal to 5 yr MAR average of **98.63%**



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

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	84	9.44%	93.33%	94.88%	92.59%	83.43%	0.00%	
\$75,001 - \$100,000	68	7.64%	98.61%	98.62%	97.00%	100.00%	0.00%	
\$100,001 - \$150,000	191	21.46%	98.69%	97.70%	98.89%	98.82%	92.10%	
\$150,001 - \$175,000	131	14.72%	100.00%	99.13%	99.99%	100.00%	95.84%	
\$175,001 - \$225,000	165	18.54%	99.12%	98.51%	99.21%	98.75%	100.00%	
\$225,001 - \$325,000	149	16.74%	99.20%	97.59%	98.92%	99.43%	97.26%	
\$325,001 and up	102	11.46%	98.00%	96.09%	97.12%	98.60%	97.40%	
Median Sold/List Ratio		98.80%		96.57%	98.81%	99.22%	97.89%	
Total Closed Units		890	100%	98.80%	96	494	263	37
Total Closed Volume		178,725,961			10.61M	83.56M	69.94M	14.62M

# March 2019



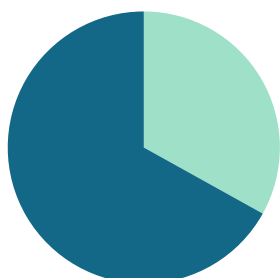
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

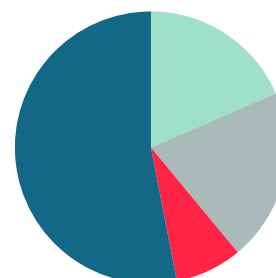


**Inventory**  
 New Listings  
**1,293 = 33.07%**  
 Start Inventory  
**2,617**  
 Total Inventory Units  
**3,910**  
 Volume  
**\$1,182,025,690**

### 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%
Median List Price	167,110	173,000	3.52%	167,500	169,900	1.43%
Median Sale Price	165,000	170,343	3.24%	165,000	167,283	1.38%
Median Percent of Selling Price to List Price	98.78%	98.80%	0.02%	98.39%	98.41%	0.03%
Median Days on Market to Sale	31.00	24.00	-22.58%	35.00	29.00	-17.14%
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

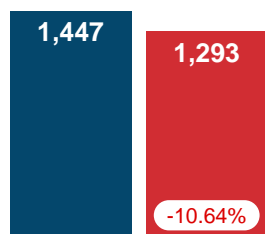
**Inventory** on March 31, 2019 = **2,555**

**2018** **2019**

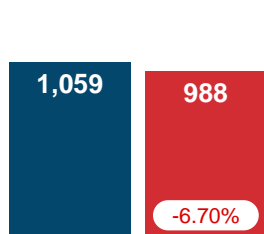
### MARCH MARKET

### MEDIAN PRICES

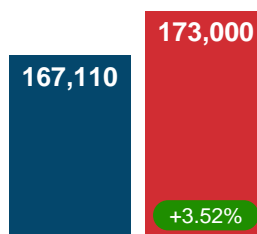
#### New Listings



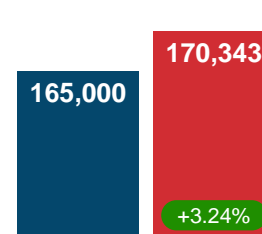
#### Pending Listings



#### List Price



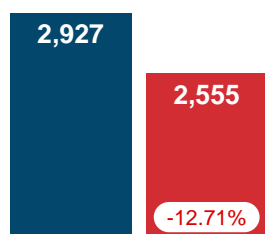
#### Sale Price



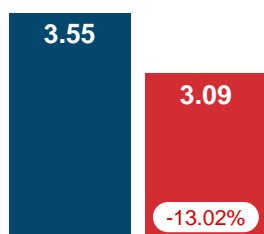
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

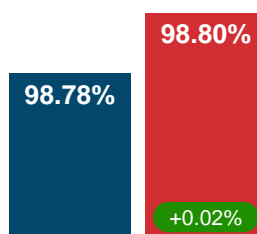
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

