

May 2019



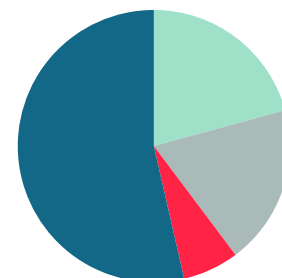
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	1,432	1,516	5.87%
Pending Listings	1,349	1,386	2.74%
New Listings	2,152	1,984	-7.81%
Average List Price	209,984	210,907	0.44%
Average Sale Price	204,963	207,738	1.35%
Average Percent of Selling Price to List Price	97.93%	98.55%	0.63%
Average Days on Market to Sale	42.57	37.51	-11.88%
End of Month Inventory	4,667	3,912	-16.18%
Months Supply of Inventory	3.98	3.28	-17.41%



■ Closed (20.76%)
■ Pending (18.98%)
■ Other OffMarket (6.67%)
■ Active (53.58%)

Absorption: Last 12 months, an Average of **1,192** Sales/Month
Active Inventory as of May 31, 2019 = **3,912**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **16.18%** to 3,912 existing homes available for sale. Over the last 12 months this area has had an average of 1,192 closed sales per month. This represents an unsold inventory index of **3.28** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.35%** in May 2019 to \$207,738 versus the previous year at \$204,963.

Average Days on Market Shortens

The average number of **37.51** days that homes spent on the market before selling decreased by 5.06 days or **11.88%** in May 2019 compared to last year's same month at **42.57** DOM.

Sales Success for May 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 1,984 New Listings in May 2019, down **7.81%** from last year at 2,152. Furthermore, there were 1,516 Closed Listings this month versus last year at 1,432, a **5.87%** increase.

Closed versus Listed trends yielded a **76.4%** ratio, up from previous year's, May 2018, at **66.5%**, a **14.83%** 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®

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May 2019



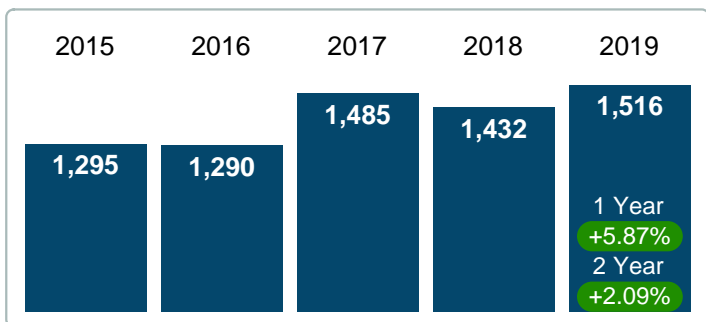
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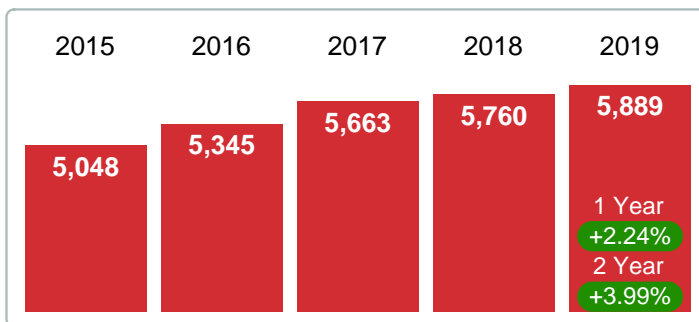
CLOSED LISTINGS

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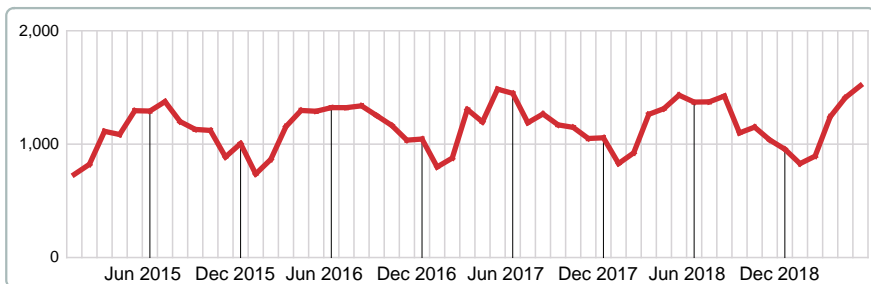
MAY



YEAR TO DATE (YTD)

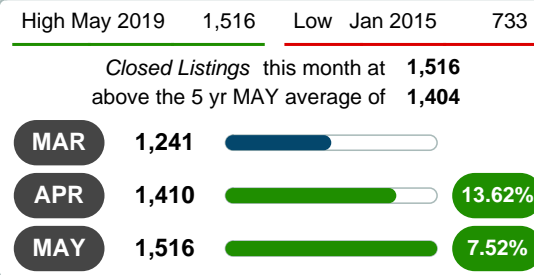


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,404



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	126	8.31%	39.5	58	63	5	0
\$75,001 - \$125,000	217	14.31%	32.2	41	160	13	3
\$125,001 - \$150,000	172	11.35%	30.3	19	135	15	3
\$150,001 - \$200,000	380	25.07%	31.6	17	276	82	5
\$200,001 - \$250,000	246	16.23%	37.9	6	103	124	13
\$250,001 - \$350,000	219	14.45%	48.0	4	75	107	33
\$350,001 and up	156	10.29%	50.3	1	37	90	28
Total Closed Units	1,516			146	849	436	85
Total Closed Volume	314,930,336	100%	37.5	15.94M	148.78M	120.42M	29.79M
Average Closed Price	\$207,738			\$109,161	\$175,240	\$276,202	\$350,473

May 2019



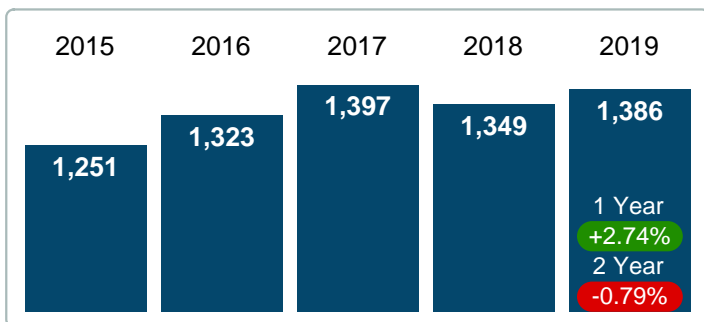
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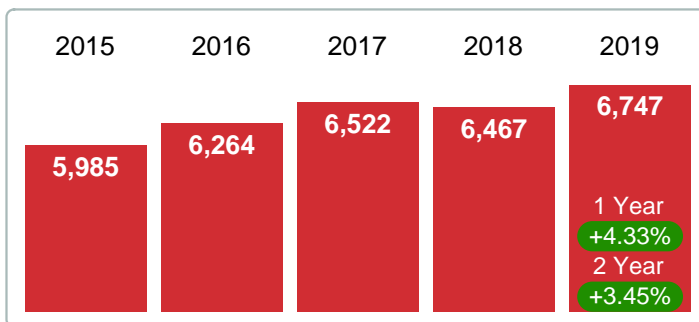
PENDING LISTINGS

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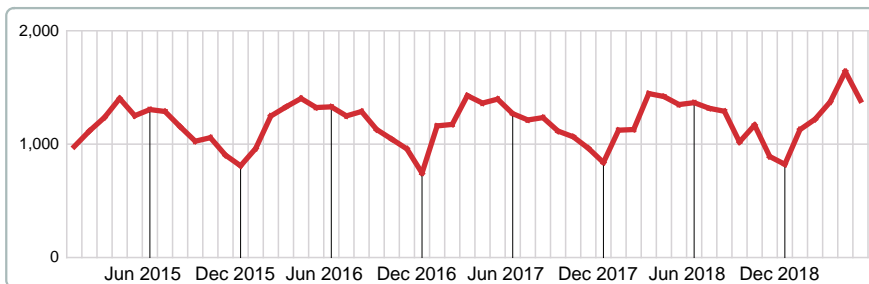
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,341

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at **1,386**
above the 5 yr MAY average of **1,341**



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	127	9.16%	40.7	57	65	5	0
\$75,001 - \$125,000	192	13.85%	28.4	35	143	14	0
\$125,001 - \$150,000	152	10.97%	24.8	10	118	23	1
\$150,001 - \$200,000	336	24.24%	31.6	21	246	67	2
\$200,001 - \$275,000	266	19.19%	36.8	11	114	130	11
\$275,001 - \$375,000	175	12.63%	48.3	4	54	103	14
\$375,001 and up	138	9.96%	52.4	0	27	84	27
Total Pending Units	1,386			138	767	426	55
Total Pending Volume	299,136,699	100%	36.1	14.90M	136.14M	123.05M	25.05M
Average Listing Price	\$216,291			\$107,951	\$177,501	\$288,847	\$455,407

May 2019



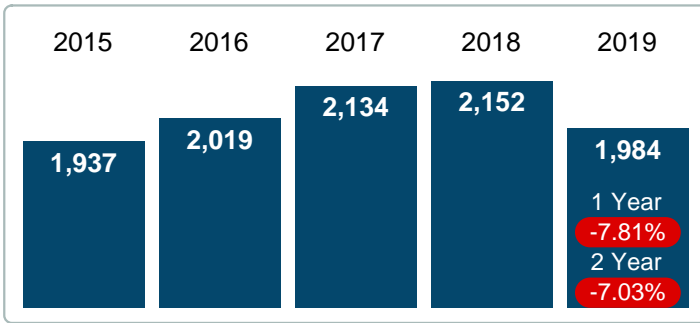
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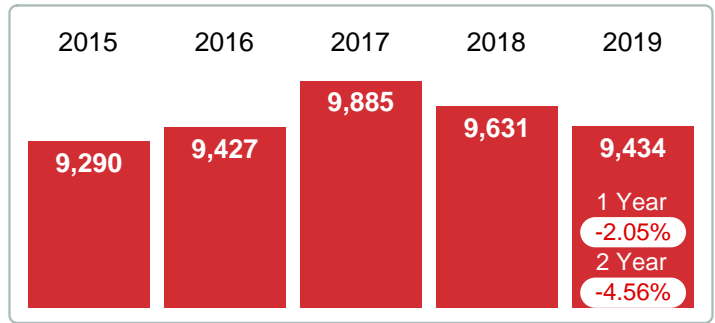
NEW LISTINGS

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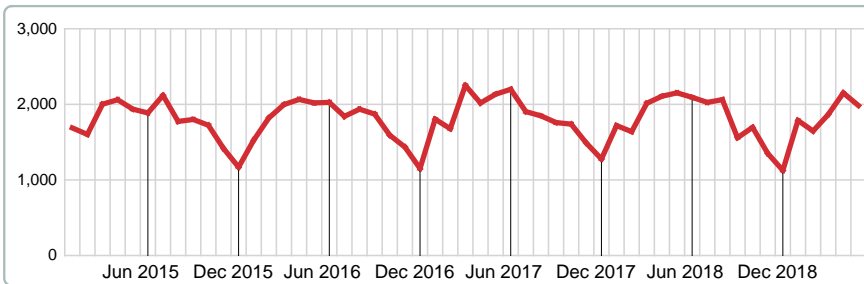
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2,045

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

New Listings this month at **1,984**
below the 5 yr MAY average of **2,045**



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	170	8.57%	75	87	8	0
\$75,001 - \$125,000	248	12.50%	48	176	22	2
\$125,001 - \$150,000	171	8.62%	15	130	25	1
\$150,001 - \$225,000	610	30.75%	33	387	180	10
\$225,001 - \$300,000	310	15.63%	10	126	149	25
\$300,001 - \$475,000	277	13.96%	2	60	172	43
\$475,001 and up	198	9.98%	1	20	103	74
Total New Listed Units	1,984		184	986	659	155
Total New Listed Volume	532,202,865	100%	20.35M	179.91M	223.20M	108.74M
Average New Listed Listing Price	\$223,514		\$110,609	\$182,469	\$338,697	\$701,517

May 2019



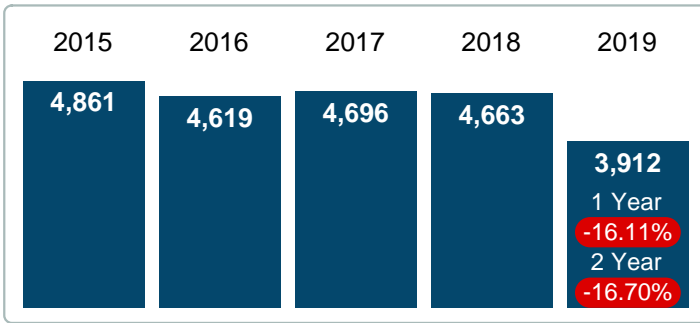
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



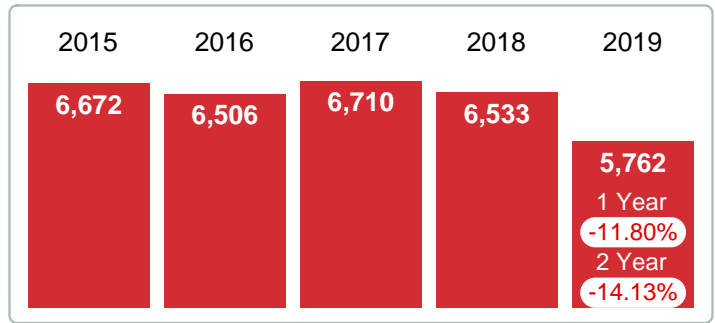
ACTIVE INVENTORY

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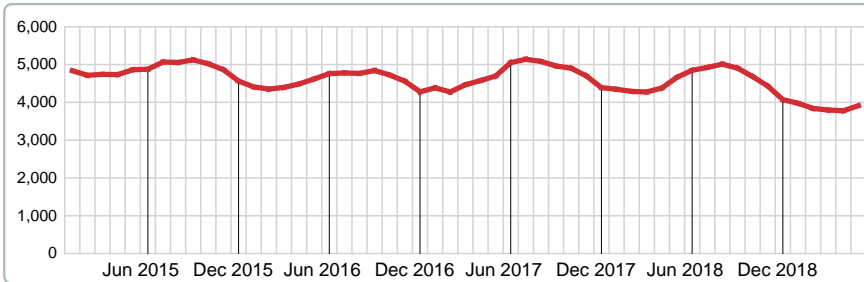
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 4,550

High Jul 2017 5,139 Low Apr 2019 3,778

Inventory this month at **3,912**
below the 5 yr MAY average of **4,550**



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	385	9.84%	79.8	169	180	33	3
\$75,001 - \$125,000	362	9.25%	90.3	92	224	42	4
\$125,001 - \$175,000	610	15.59%	53.2	53	414	132	11
\$175,001 - \$275,000	949	24.26%	55.4	44	489	372	44
\$275,001 - \$375,000	606	15.49%	64.5	19	177	329	81
\$375,001 - \$600,000	609	15.57%	67.7	1	100	358	150
\$600,001 and up	391	9.99%	70.6	6	40	180	165
Total Active Inventory by Units	3,912			384	1,624	1,446	458
Total Active Inventory by Volume	1,269,697,741	100%	65.5	45.34M	344.97M	567.33M	312.06M
Average Active Inventory Listing Price	\$324,565			\$118,063	\$212,420	\$392,344	\$681,360

May 2019



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



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR MAY

2015	2016	2017	2018	2019
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INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
3,912	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 MAY AVG = inf

High May 2019	inf	Low May 2019	inf
Months Supply this month at inf			
equal to 5 yr MAY average of inf			
MAR	inf		%
APR	inf		%
MAY	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	385	9.84%	2.87	2.91	2.64	4.83	4.00
\$75,001 - \$125,000	362	9.25%	1.81	2.89	1.52	2.19	2.40
\$125,001 - \$175,000	610	15.59%	1.98	2.99	1.72	2.92	2.87
\$175,001 - \$275,000	949	24.26%	2.85	4.26	2.87	2.68	3.36
\$275,001 - \$375,000	606	15.49%	4.85	6.00	4.99	4.51	6.04
\$375,001 - \$600,000	609	15.57%	8.64	1.00	7.14	8.33	12.00
\$600,001 and up	391	9.99%	18.05	18.00	13.33	16.36	22.50
Market Supply of Inventory (MSI)		3.28		3.13	2.39	4.29	8.71
		100%	3.28				
Total Active Inventory by Units		3,912		384	1,624	1,446	458

May 2019



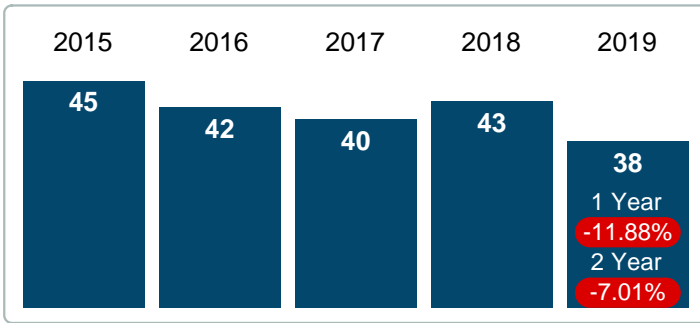
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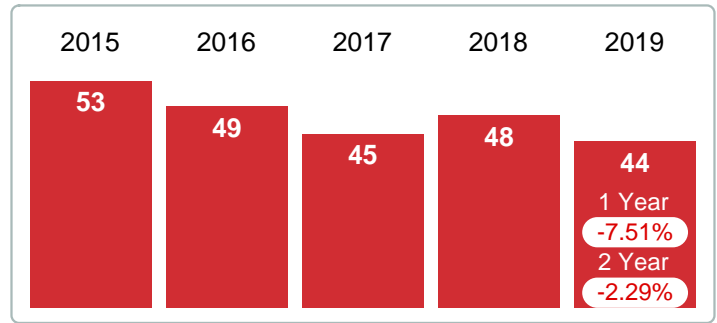
AVERAGE DAYS ON MARKET TO SALE

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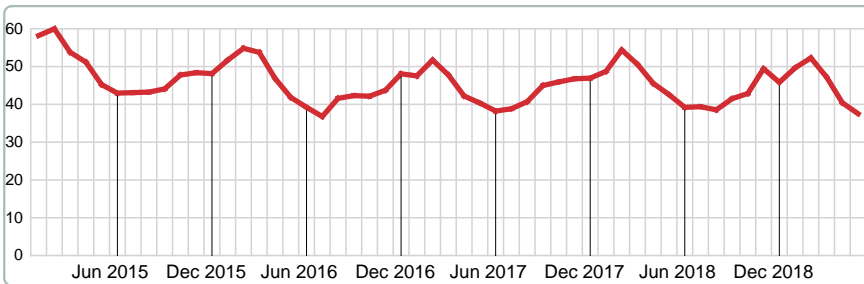
MAY



YEAR TO DATE (YTD)

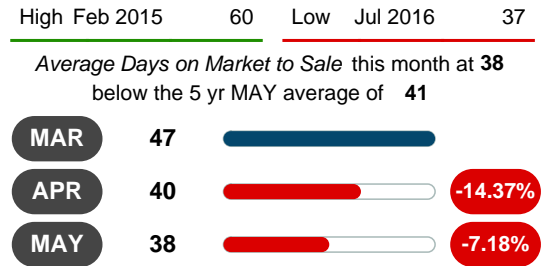


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 41



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	126	8.31%	40	36	41	58	0
\$75,001 - \$125,000	217	14.31%	32	37	31	21	69
\$125,001 - \$150,000	172	11.35%	30	38	30	22	32
\$150,001 - \$200,000	380	25.07%	32	48	28	39	38
\$200,001 - \$250,000	246	16.23%	38	29	36	39	50
\$250,001 - \$350,000	219	14.45%	48	45	48	45	56
\$350,001 and up	156	10.29%	50	56	44	48	67
Average Closed DOM			38	38	33	41	57
Total Closed Units		100%	38	146	849	436	85
Total Closed Volume			314,930,336	15.94M	148.78M	120.42M	29.79M

May 2019



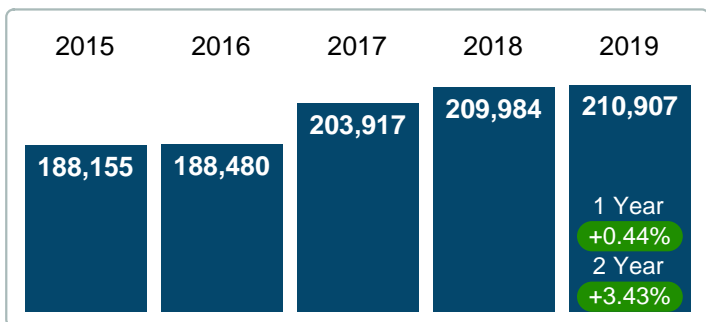
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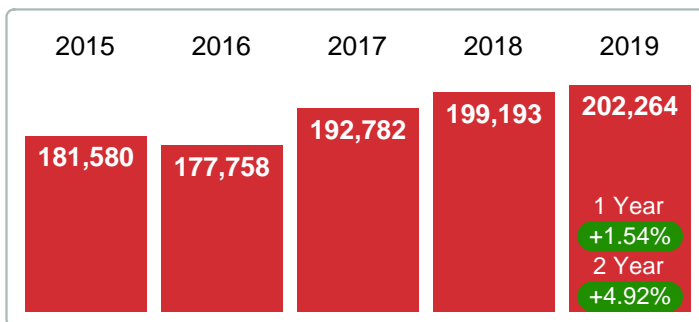
AVERAGE LIST PRICE AT CLOSING

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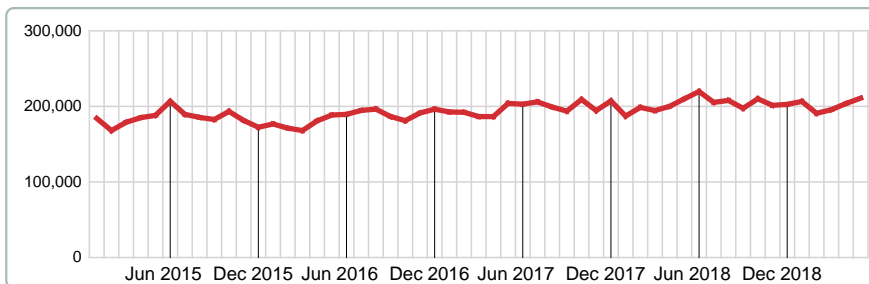
MAY



YEAR TO DATE (YTD)

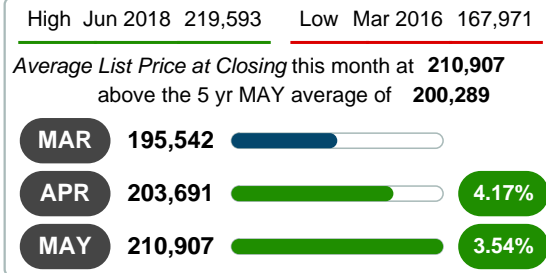


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 200,289



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	8.44%	49,385	44,048	54,902	62,920	0
\$75,001 - \$125,000	13.46%	104,549	100,229	106,134	107,769	123,433
\$125,001 - \$150,000	11.87%	140,058	142,600	141,397	141,477	143,000
\$150,001 - \$200,000	24.41%	175,293	181,053	174,562	181,489	185,999
\$200,001 - \$250,000	16.56%	226,455	202,283	229,173	226,803	238,915
\$250,001 - \$350,000	14.84%	298,048	318,000	292,472	301,908	310,333
\$350,001 and up	10.42%	494,403	1,150,000	472,083	479,875	554,284
Average List Price		210,907	110,186	177,521	280,588	359,955
Total Closed Units	100%	1,516	146	849	436	85
Total Closed Volume		319,734,819	16.09M	150.72M	122.34M	30.60M

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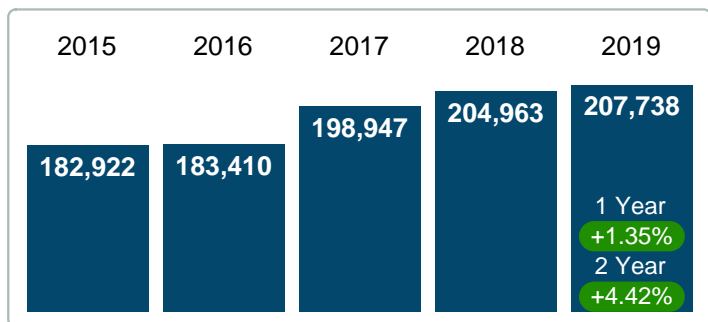
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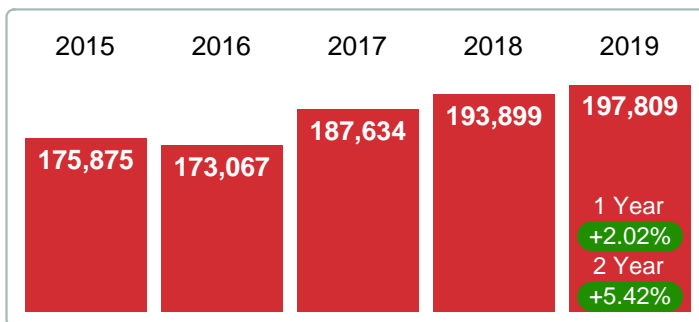
AVERAGE SOLD PRICE AT CLOSING

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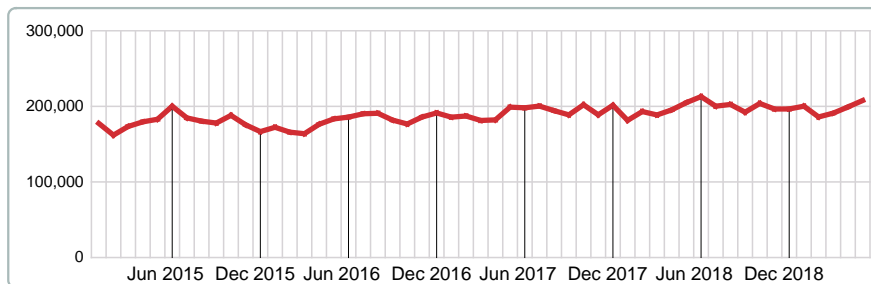
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 195,596

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

Average Sold Price at Closing this month at **207,738**
above the 5 yr MAY average of **195,596**

MAR	191,042	<div style="width: 80%;"></div>
APR	199,178	<div style="width: 90%;"></div> 4.26%
MAY	207,738	<div style="width: 100%;"></div> 4.30%

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 126	8.31%	47,222	40,955	52,144	57,910	0
\$75,001 - \$125,000 217	14.31%	103,526	96,516	104,953	104,781	117,800
\$125,001 - \$150,000 172	11.35%	139,255	139,358	139,318	138,603	139,000
\$150,001 - \$200,000 380	25.07%	174,253	176,454	172,659	178,872	178,999
\$200,001 - \$250,000 246	16.23%	225,207	224,579	225,775	224,023	232,281
\$250,001 - \$350,000 219	14.45%	296,137	296,250	289,535	298,494	303,482
\$350,001 and up 156	10.29%	487,772	1,425,000	466,729	470,091	538,939
Average Sold Price		207,738	109,161	175,240	276,202	350,473
Total Closed Units	100%	207,738	146	849	436	85
Total Closed Volume		314,930,336	15.94M	148.78M	120.42M	29.79M

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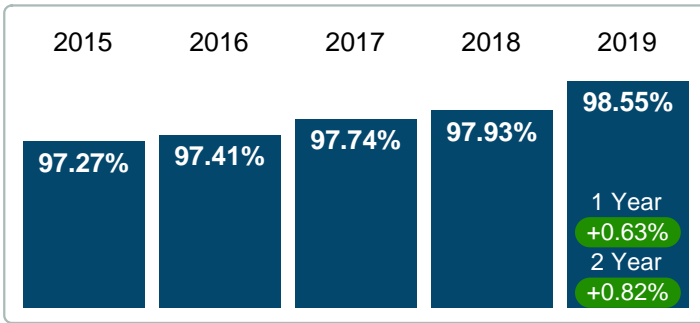
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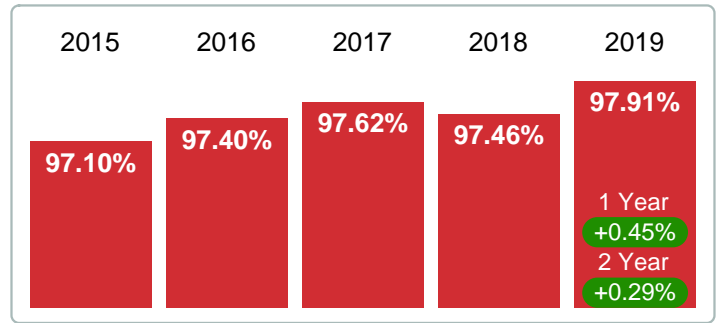
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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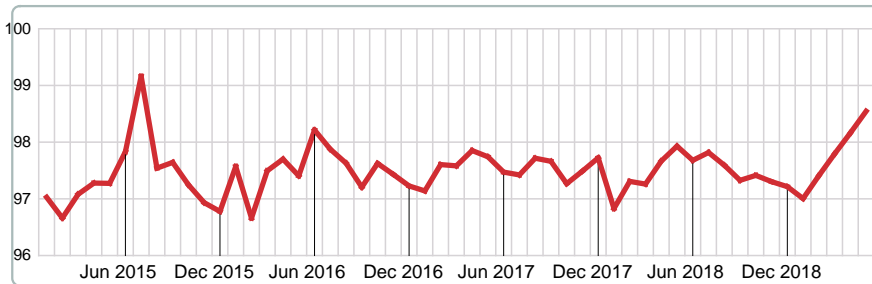
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

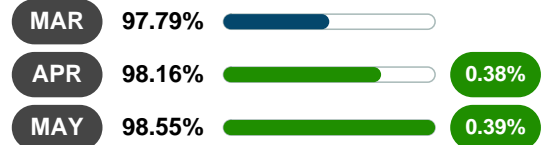


3 MONTHS

5 year MAY AVG = 97.78%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **98.55%** above the 5 yr MAY average of **97.78%**



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	126	8.31%	94.17%	92.35%	95.81%	94.49%	0.00%
\$75,001 - \$125,000	217	14.31%	98.92%	96.86%	99.65%	97.18%	95.43%
\$125,001 - \$150,000	172	11.35%	98.45%	97.76%	98.61%	98.13%	97.42%
\$150,001 - \$200,000	380	25.07%	98.84%	97.54%	99.00%	98.68%	96.94%
\$200,001 - \$250,000	246	16.23%	99.96%	153.30%	98.58%	98.81%	97.22%
\$250,001 - \$350,000	219	14.45%	98.71%	93.56%	99.02%	98.93%	97.86%
\$350,001 and up	156	10.29%	98.50%	123.91%	98.91%	98.34%	97.56%
Average Sold/List Ratio		98.50%		97.68%	98.77%	98.60%	97.51%
Total Closed Units	1,516	100%	98.50%	146	849	436	85
Total Closed Volume	314,930,336			15.94M	148.78M	120.42M	29.79M

May 2019



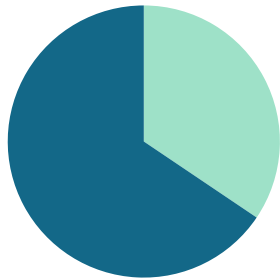
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

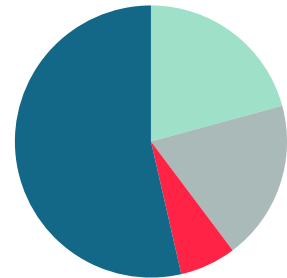


Inventory
 New Listings
1,984 = 34.43%
 Start Inventory
3,778
 Total Inventory Units
5,762
 Volume
\$1,723,813,372

Market Activity

Closed Sales
1,516 = 20.76%
 Pending Sales
1,386 = 18.98%
 Other Off Market
487 = 6.67%
 Active Inventory
3,912 = 53.58%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,432	1,516	5.87%	5,760	5,889	2.24%
Pending Sales	1,349	1,386	2.74%	6,467	6,747	4.33%
New Listings	2,152	1,984	-7.81%	9,631	9,434	-2.05%
Average List Price	209,984	210,907	0.44%	199,193	202,264	1.54%
Average Sale Price	204,963	207,738	1.35%	193,899	197,809	2.02%
Average Percent of Selling Price to List Price	97.93%	98.55%	0.63%	97.46%	97.91%	0.45%
Average Days on Market to Sale	42.57	37.51	-11.88%	47.79	44.20	-7.51%
Monthly Inventory	4,667	3,912	-16.18%	4,667	3,912	-16.18%
Months Supply of Inventory	3.98	3.28	-17.41%	3.98	3.28	-17.41%

Absorption: Last 12 months, an Average of **1,192** Sales/Month

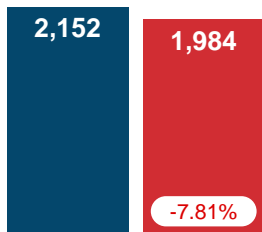
Inventory on May 31, 2019 = **3,912**

2018 **2019**

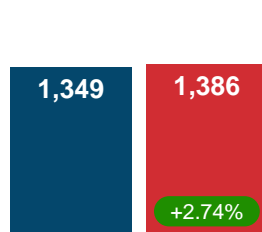
MAY MARKET

AVERAGE PRICES

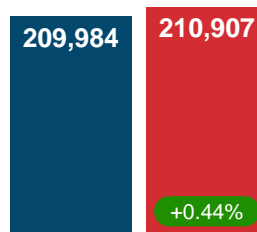
New Listings



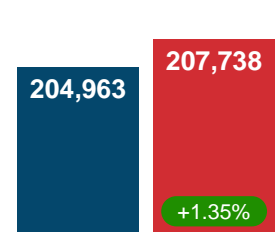
Pending Listings



List Price



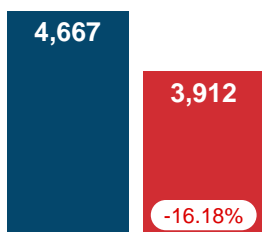
Sale Price



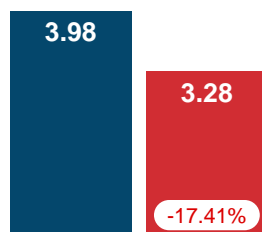
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

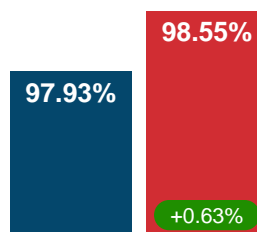
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

