

# May 2019



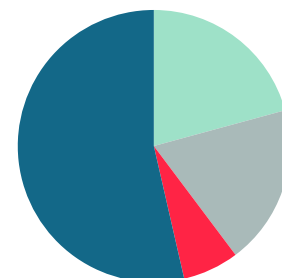
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## 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%
Median List Price	174,900	184,250	5.35%
Median Sale Price	170,000	182,000	7.06%
Median Percent of Selling Price to List Price	98.92%	99.58%	0.67%
Median Days on Market to Sale	25.00	16.00	-36.00%
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.

#### 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 **7.06%** in May 2019 to \$182,000 versus the previous year at \$170,000.

#### Median Days on Market Shortens

The median number of **16.00** days that homes spent on the market before selling decreased by 9.00 days or **36.00%** in May 2019 compared to last year's same month at **25.00** DOM.

#### Sales Success for May 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 1,984 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.

### 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>
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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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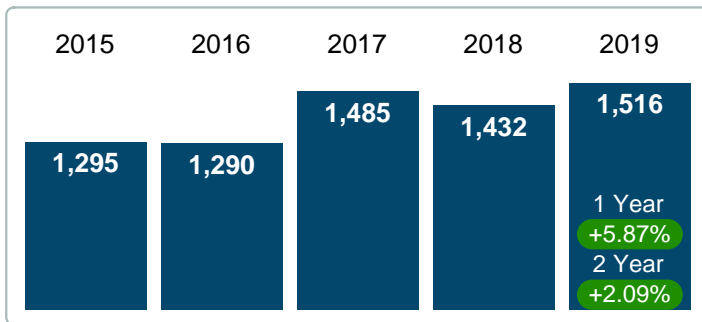
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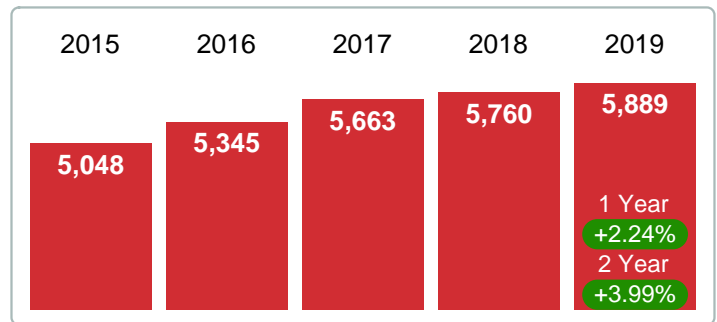
## CLOSED LISTINGS

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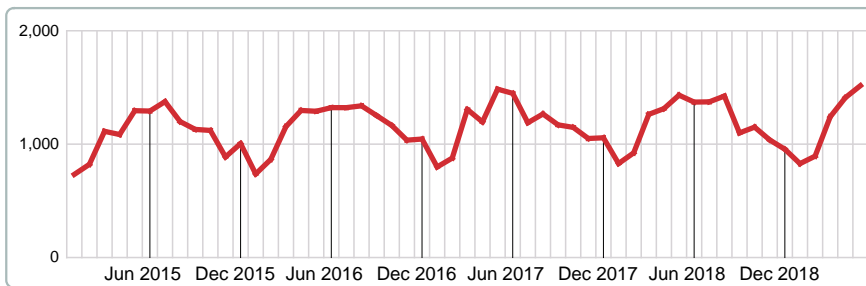
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

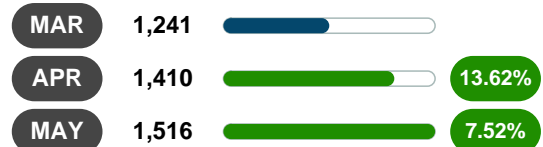


### 3 MONTHS

5 year MAY AVG = 1,404

High May 2019 1,516 Low Jan 2015 733

Closed Listings this month at 1,516  
above the 5 yr MAY average of 1,404



### 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	126	8.31%	21.0	58	63	5	0
\$75,001 - \$125,000	217	14.31%	12.0	41	160	13	3
\$125,001 - \$150,000	172	11.35%	13.5	19	135	15	3
\$150,001 - \$200,000	380	25.07%	12.5	17	276	82	5
\$200,001 - \$250,000	246	16.23%	17.0	6	103	124	13
\$250,001 - \$350,000	219	14.45%	28.0	4	75	107	33
\$350,001 and up	156	10.29%	27.0	1	37	90	28
<b>Total Closed Units</b>	<b>1,516</b>			<b>146</b>	<b>849</b>	<b>436</b>	<b>85</b>
<b>Total Closed Volume</b>	<b>314,930,336</b>	<b>100%</b>	<b>16.0</b>	<b>15.94M</b>	<b>148.78M</b>	<b>120.42M</b>	<b>29.79M</b>
<b>Median Closed Price</b>	<b>\$182,000</b>			<b>\$89,950</b>	<b>\$159,900</b>	<b>\$239,500</b>	<b>\$310,000</b>

# May 2019



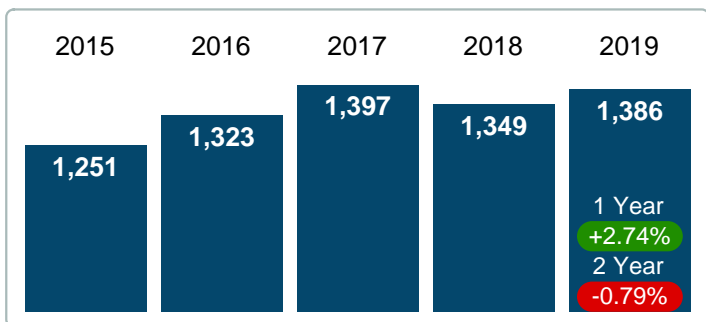
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



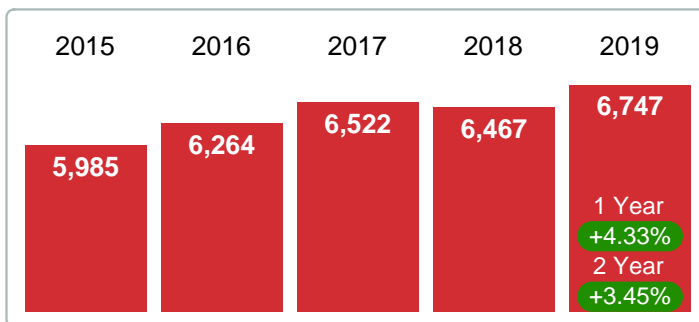
## PENDING LISTINGS

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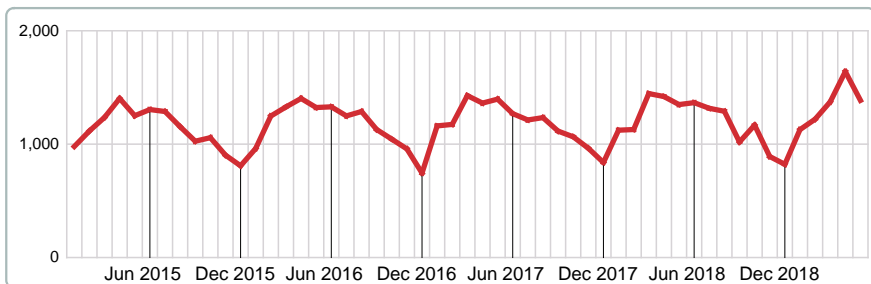
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

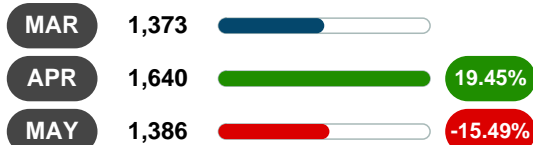


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	127	9.16%	26.0	57	65	5	0
\$75,001 - \$125,000	192	13.85%	13.0	35	143	14	0
\$125,001 - \$150,000	152	10.97%	13.0	10	118	23	1
\$150,001 - \$200,000	336	24.24%	15.0	21	246	67	2
\$200,001 - \$275,000	266	19.19%	19.5	11	114	130	11
\$275,001 - \$375,000	175	12.63%	28.0	4	54	103	14
\$375,001 and up	138	9.96%	39.0	0	27	84	27
<b>Total Pending Units</b>	<b>1,386</b>			<b>138</b>	<b>767</b>	<b>426</b>	<b>55</b>
<b>Total Pending Volume</b>	<b>299,136,699</b>	<b>100%</b>	<b>18.0</b>	<b>14.90M</b>	<b>136.14M</b>	<b>123.05M</b>	<b>25.05M</b>
<b>Median Listing Price</b>	<b>\$183,250</b>			<b>\$89,900</b>	<b>\$159,900</b>	<b>\$258,450</b>	<b>\$374,900</b>

# May 2019



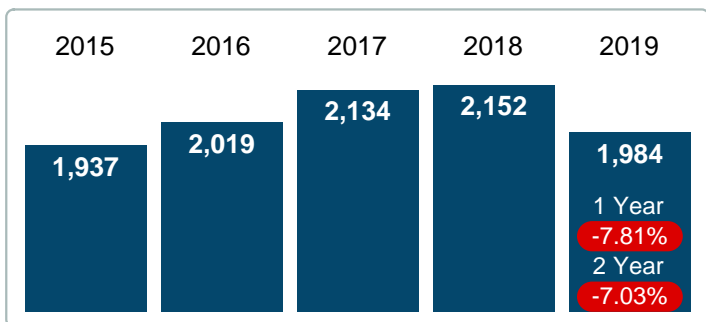
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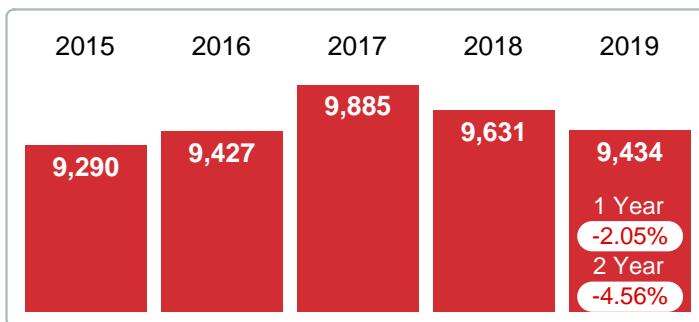
## NEW LISTINGS

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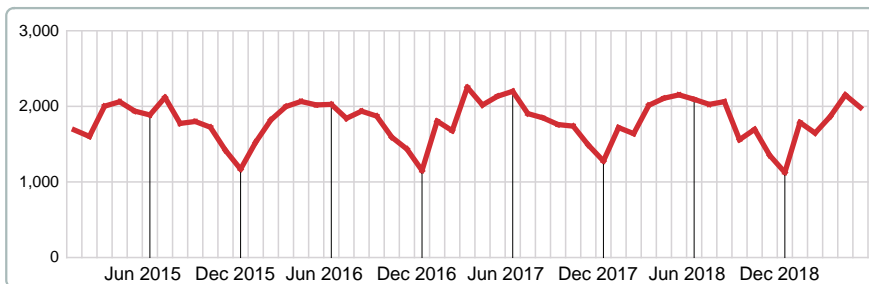
### MAY



### 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
<b>Total New Listed Units</b>	<b>1,984</b>		<b>184</b>	<b>986</b>	<b>659</b>	<b>155</b>
<b>Total New Listed Volume</b>	<b>532,202,865</b>	100%	<b>20.35M</b>	<b>179.91M</b>	<b>223.20M</b>	<b>108.74M</b>
<b>Median New Listed Listing Price</b>	<b>\$192,000</b>		<b>\$95,750</b>	<b>\$165,000</b>	<b>\$270,000</b>	<b>\$460,000</b>

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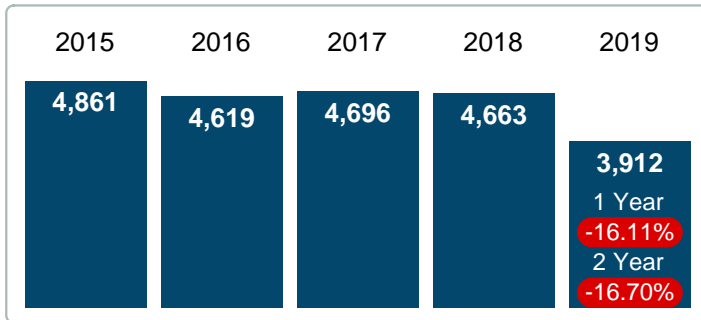
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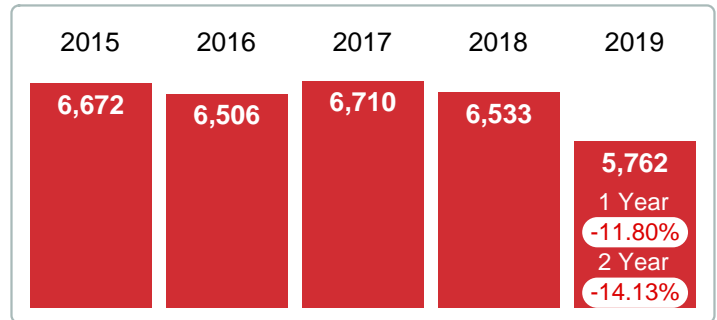
## ACTIVE INVENTORY

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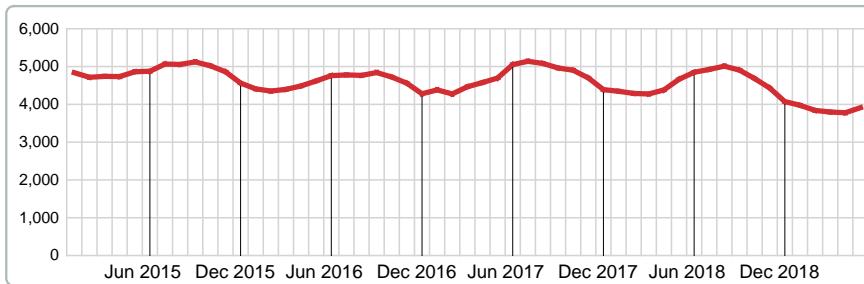
### END OF MAY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	385	9.84%	52.0	169	180	33	3
\$75,001 - \$125,000	362	9.25%	42.0	92	224	42	4
\$125,001 - \$175,000	610	15.59%	38.0	53	414	132	11
\$175,001 - \$275,000	949	24.26%	43.0	44	489	372	44
\$275,001 - \$375,000	606	15.49%	57.0	19	177	329	81
\$375,001 - \$600,000	609	15.57%	58.0	1	100	358	150
\$600,001 and up	391	9.99%	64.0	6	40	180	165
<b>Total Active Inventory by Units</b>	<b>3,912</b>			<b>384</b>	<b>1,624</b>	<b>1,446</b>	<b>458</b>
<b>Total Active Inventory by Volume</b>	<b>1,269,697,741</b>	<b>100%</b>	<b>49.0</b>	<b>45.34M</b>	<b>344.97M</b>	<b>567.33M</b>	<b>312.06M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$234,000</b>			<b>\$84,950</b>	<b>\$175,000</b>	<b>\$311,815</b>	<b>\$499,000</b>

# May 2019



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



## MONTHS SUPPLY of INVENTORY (MSI)

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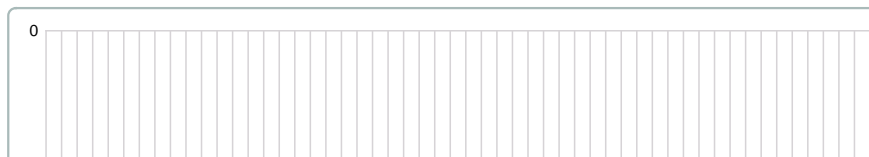
### MSI FOR MAY

2015	2016	2017	2018	2019

### INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>3,912</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 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	<b>385</b>	9.84%	2.87	2.91	2.64	4.83	4.00
\$75,001 - \$125,000	<b>362</b>	9.25%	1.81	2.89	1.52	2.19	2.40
\$125,001 - \$175,000	<b>610</b>	15.59%	1.98	2.99	1.72	2.92	2.87
\$175,001 - \$275,000	<b>949</b>	24.26%	2.85	4.26	2.87	2.68	3.36
\$275,001 - \$375,000	<b>606</b>	15.49%	4.85	6.00	4.99	4.51	6.04
\$375,001 - \$600,000	<b>609</b>	15.57%	8.64	1.00	7.14	8.33	12.00
\$600,001 and up	<b>391</b>	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



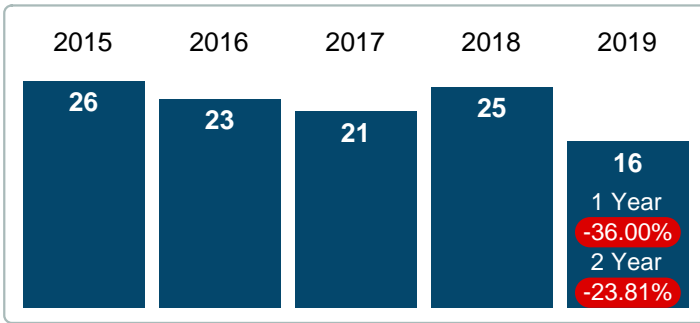
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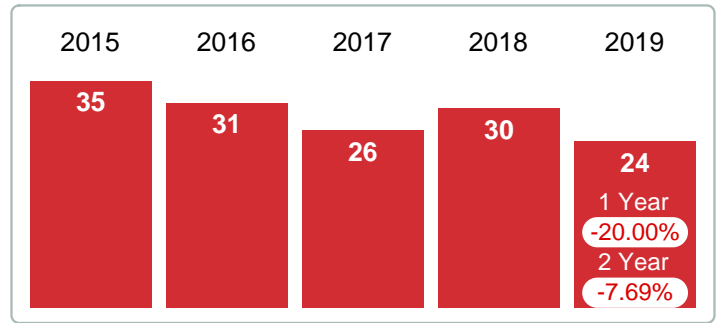
## MEDIAN DAYS ON MARKET TO SALE

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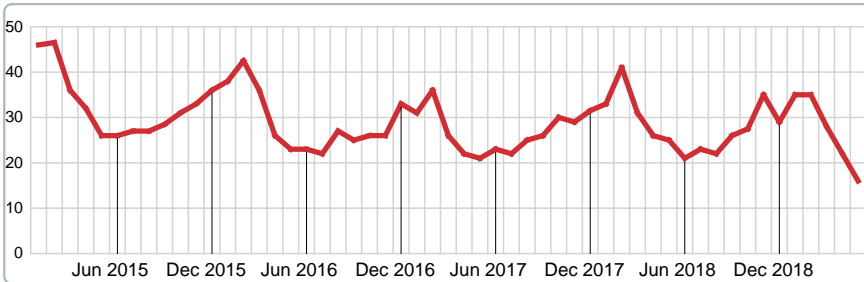
### MAY



### YEAR TO DATE (YTD)

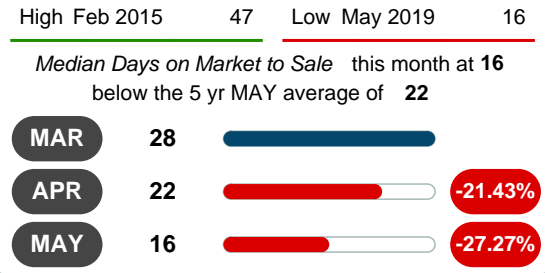


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 22



### 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	8.31%	21	22	19	37	0
\$75,001 - \$125,000	14.31%	12	15	12	12	39
\$125,001 - \$150,000	11.35%	14	21	13	11	8
\$150,001 - \$200,000	25.07%	13	16	11	20	7
\$200,001 - \$250,000	16.23%	17	19	14	20	38
\$250,001 - \$350,000	14.45%	28	13	36	22	49
\$350,001 and up	10.29%	27	56	20	26	58
Median Closed DOM		16	19	14	20	43
Total Closed Units	100%	1,516	146	849	436	85
Total Closed Volume		314,930,336	15.94M	148.78M	120.42M	29.79M

# May 2019



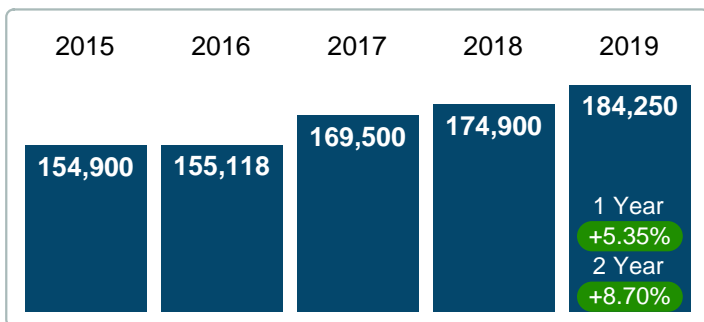
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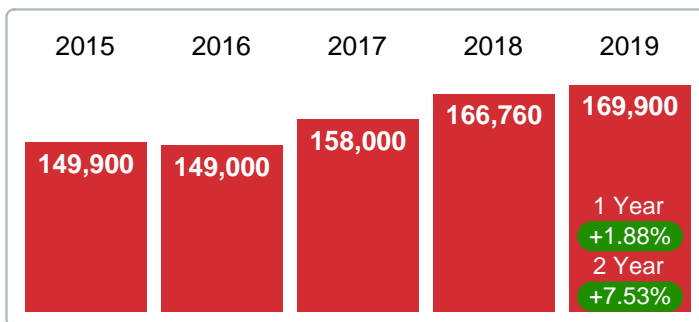
## MEDIAN LIST PRICE AT CLOSING

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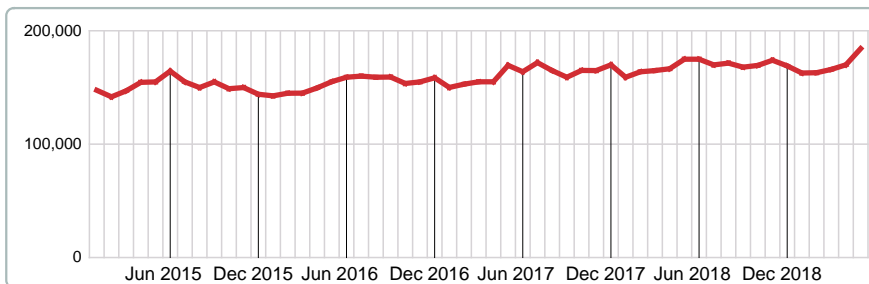
### MAY



### YEAR TO DATE (YTD)

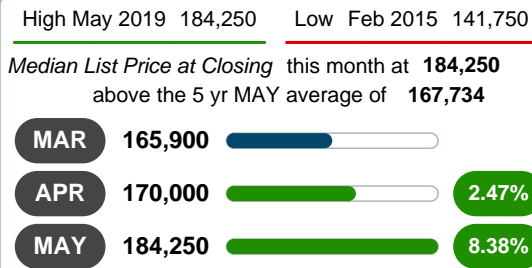


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 167,734



### 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	8.44%	50,000	45,000	55,900	57,500	0
\$75,001 - \$125,000	13.46%	107,250	99,700	109,500	103,950	122,900
\$125,001 - \$150,000	11.87%	140,000	141,200	140,000	137,750	139,000
\$150,001 - \$200,000	24.41%	175,000	179,750	169,999	184,900	179,998
\$200,001 - \$250,000	16.56%	225,000	219,900	225,000	225,000	239,950
\$250,001 - \$350,000	14.84%	294,900	319,000	285,000	299,900	310,000
\$350,001 and up	10.42%	429,000	1,150,000	419,500	417,450	456,000
<b>Median List Price</b>		<b>184,250</b>	<b>89,950</b>	<b>160,000</b>	<b>242,450</b>	<b>319,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>1,516</b>	<b>146</b>	<b>849</b>	<b>436</b>	<b>85</b>
<b>Total Closed Volume</b>		<b>319,734,819</b>	<b>16.09M</b>	<b>150.72M</b>	<b>122.34M</b>	<b>30.60M</b>



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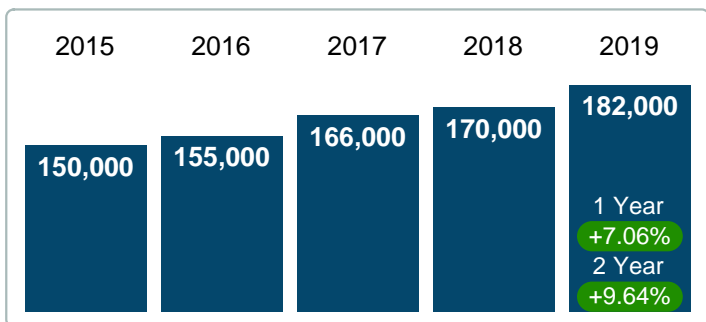
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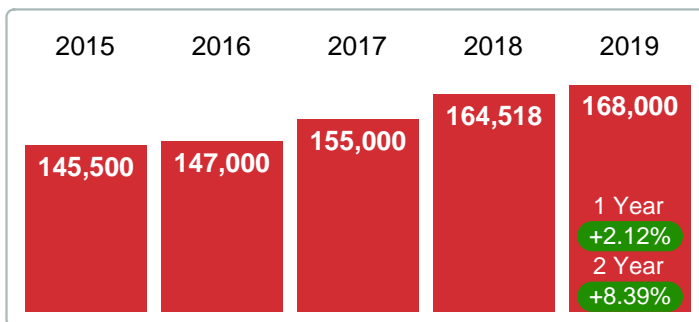
## MEDIAN SOLD PRICE AT CLOSING

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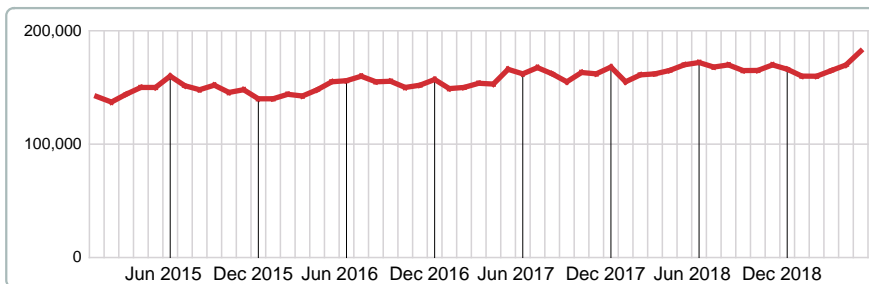
### MAY



### YEAR TO DATE (YTD)

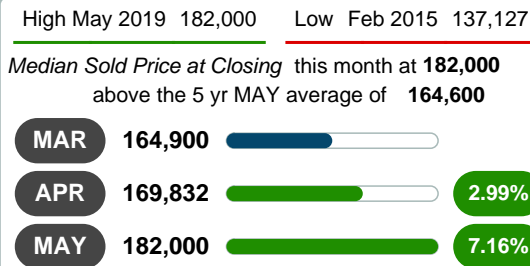


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 164,600



### 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	8.31%	50,000	40,950	56,500	54,500	0
\$75,001 - \$125,000	14.31%	106,000	95,000	107,500	110,000	122,900
\$125,001 - \$150,000	11.35%	139,900	136,000	139,900	140,000	139,000
\$150,001 - \$200,000	25.07%	174,654	180,000	170,000	183,000	180,000
\$200,001 - \$250,000	16.23%	224,950	221,800	225,000	223,500	235,000
\$250,001 - \$350,000	14.45%	290,000	290,000	287,400	295,000	303,000
\$350,001 and up	10.29%	421,500	1,425,000	408,000	413,918	457,748
Median Sold Price		182,000	89,950	159,900	239,500	310,000
Total Closed Units	100%	1,516	146	849	436	85
Total Closed Volume		314,930,336	15.94M	148.78M	120.42M	29.79M

# May 2019



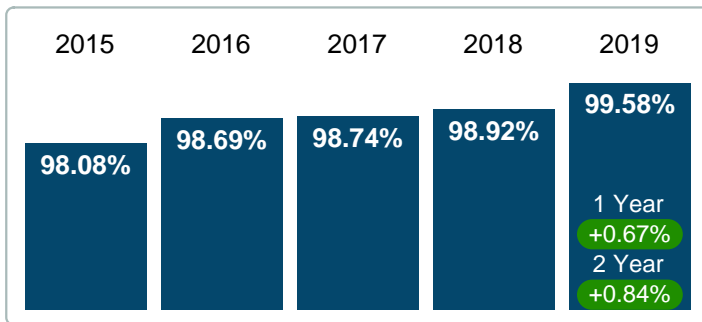
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



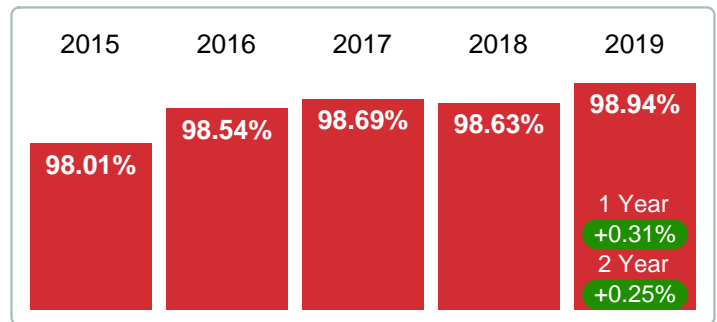
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

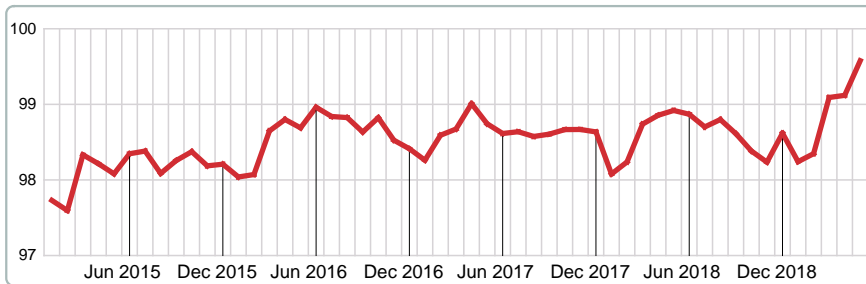
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

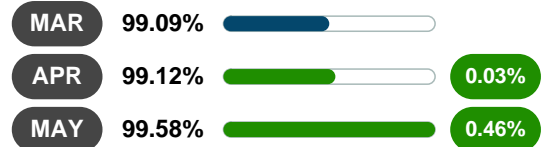


### 3 MONTHS

5 year MAY AVG = 98.80%

High May 2019 99.58% Low Feb 2015 97.60%

Median Sold/List Ratio this month at **99.58%**  
above the 5 yr MAY average of **98.80%**



## 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	126	8.31%	97.72%	95.06%	100.00%	92.31%	0.00%
\$75,001 - \$125,000	217	14.31%	100.00%	97.50%	100.00%	98.32%	98.40%
\$125,001 - \$150,000	172	11.35%	99.97%	99.32%	100.00%	98.96%	100.00%
\$150,001 - \$200,000	380	25.07%	100.00%	98.05%	100.00%	99.51%	100.00%
\$200,001 - \$250,000	246	16.23%	99.58%	97.09%	99.64%	99.58%	98.79%
\$250,001 - \$350,000	219	14.45%	99.27%	96.37%	100.00%	99.25%	98.51%
\$350,001 and up	156	10.29%	98.67%	123.91%	98.27%	98.83%	98.22%
Median Sold/List Ratio		99.58%		97.30%	100.00%	99.26%	98.51%
Total Closed Units	1,516	100%	99.58%	146	849	436	85
Total Closed Volume	314,930,336			15.94M	148.78M	120.42M	29.79M

# May 2019



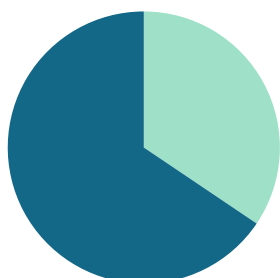
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

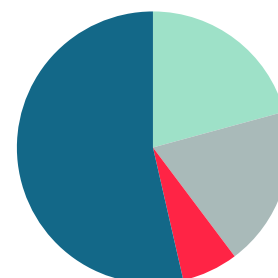


**Inventory**  
 New Listings  
**1,984 = 34.43%**  
 Start Inventory  
**3,778**  
 Total Inventory Units  
**5,762**  
 Volume  
**\$1,723,813,372**

### 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%
Median List Price	174,900	184,250	5.35%	166,760	169,900	1.88%
Median Sale Price	170,000	182,000	7.06%	164,518	168,000	2.12%
Median Percent of Selling Price to List Price	98.92%	99.58%	0.67%	98.63%	98.94%	0.31%
Median Days on Market to Sale	25.00	16.00	-36.00%	30.00	24.00	-20.00%
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

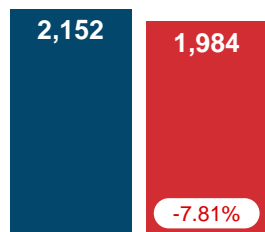
**Inventory** on May 31, 2019 = **3,912**

**2018** **2019**

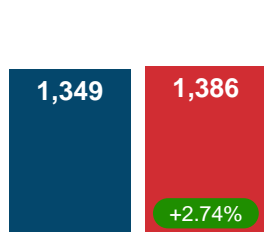
### MAY MARKET

### MEDIAN PRICES

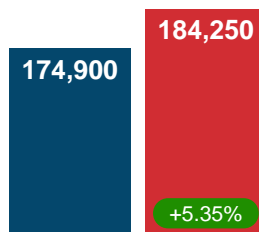
#### New Listings



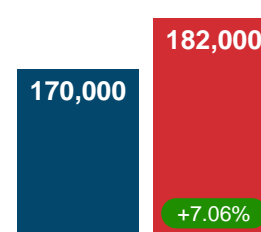
#### Pending Listings



#### List Price



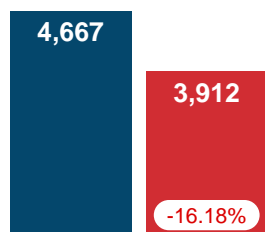
#### Sale Price



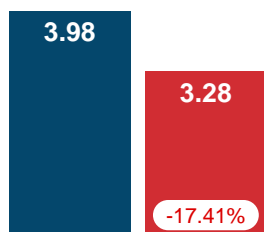
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

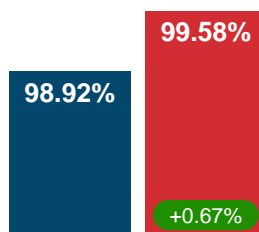
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

