

May 2019



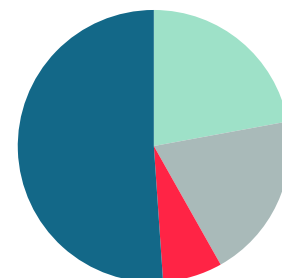
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	1,022	1,099	7.53%
Pending Listings	953	980	2.83%
New Listings	1,535	1,347	-12.25%
Average List Price	217,455	216,548	-0.42%
Average Sale Price	212,250	212,643	0.18%
Average Percent of Selling Price to List Price	97.92%	98.15%	0.23%
Average Days on Market to Sale	41.39	36.29	-12.32%
End of Month Inventory	3,222	2,539	-21.20%
Months Supply of Inventory	3.87	3.03	-21.69%



■ Closed (22.11%)
■ Pending (19.72%)
■ Other OffMarket (7.08%)
■ Active (51.09%)

Absorption: Last 12 months, an Average of **838** Sales/Month
Active Inventory as of May 31, 2019 = **2,539**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **21.20%** to 2,539 existing homes available for sale. Over the last 12 months this area has had an average of 838 closed sales per month. This represents an unsold inventory index of **3.03** 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 **0.18%** in May 2019 to \$212,643 versus the previous year at \$212,250.

Average Days on Market Shortens

The average number of **36.29** days that homes spent on the market before selling decreased by 5.10 days or **12.32%** in May 2019 compared to last year's same month at **41.39** 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 1,347 New Listings in May 2019, down **12.25%** from last year at 1,535. Furthermore, there were 1,099 Closed Listings this month versus last year at 1,022, a **7.53%** increase.

Closed versus Listed trends yielded a **81.6%** ratio, up from previous year's, May 2018, at **66.6%**, a **22.54%** 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

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

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



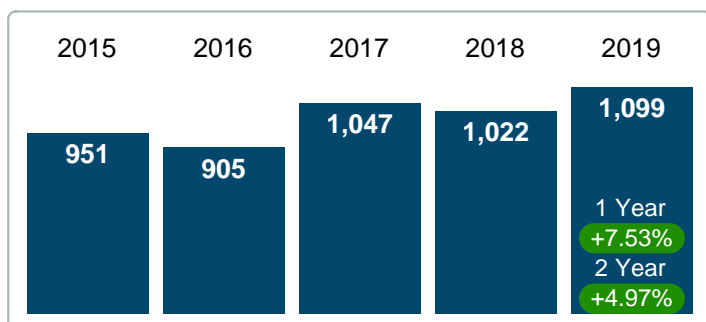
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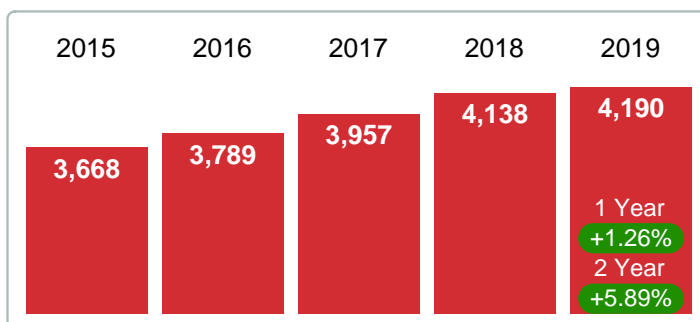
CLOSED LISTINGS

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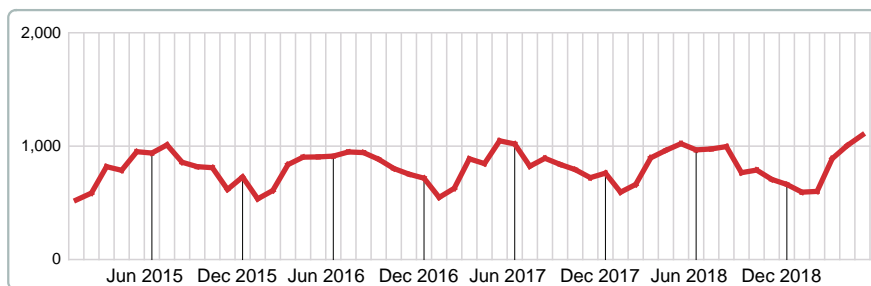
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

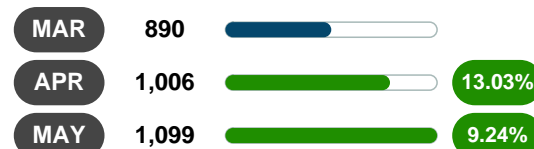


3 MONTHS

5 year MAY AVG = 1,005

High May 2019 1,099 Low Jan 2015 525

Closed Listings this month at 1,099
above the 5 yr MAY average of 1,005



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	85	7.73%	38.5	42	42	1	0
\$75,001 - \$125,000	153	13.92%	31.0	33	109	9	2
\$125,001 - \$150,000	126	11.46%	27.3	13	101	10	2
\$150,001 - \$200,000	264	24.02%	32.4	16	183	61	4
\$200,001 - \$250,000	181	16.47%	33.7	4	70	95	12
\$250,001 - \$350,000	171	15.56%	45.6	3	52	90	26
\$350,001 and up	119	10.83%	50.3	0	30	69	20
Total Closed Units	1,099			111	587	335	66
Total Closed Volume	233,694,222	100%	36.3	11.30M	104.37M	95.07M	22.95M
Average Closed Price	\$212,643			\$101,816	\$177,802	\$283,794	\$347,758

May 2019



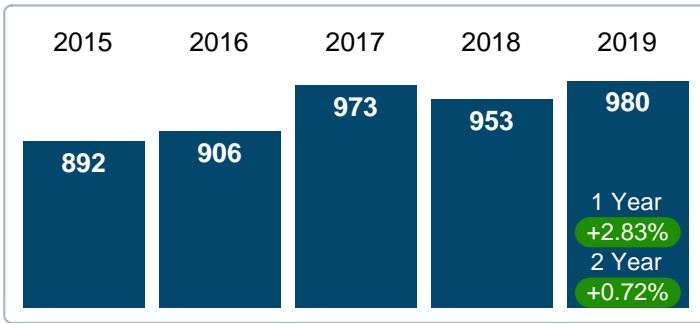
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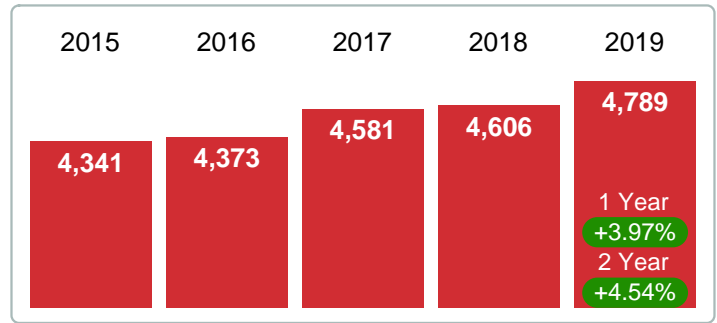
PENDING LISTINGS

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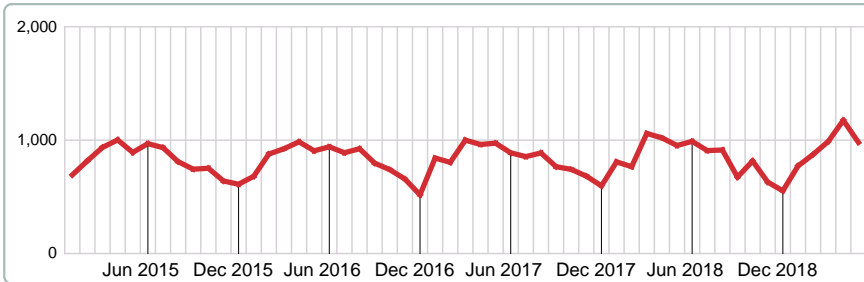
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

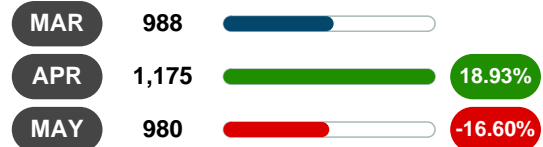


3 MONTHS

5 year MAY AVG = 941

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **980**
above the 5 yr MAY average of **941**



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	93	9.49%	36.8	43	45	5	0
\$75,001 - \$125,000	124	12.65%	24.2	27	92	5	0
\$125,001 - \$150,000	106	10.82%	21.7	8	83	15	0
\$150,001 - \$200,000	226	23.06%	26.1	16	163	47	0
\$200,001 - \$275,000	200	20.41%	34.8	11	83	100	6
\$275,001 - \$375,000	132	13.47%	49.0	2	40	77	13
\$375,001 and up	99	10.10%	52.8	0	17	62	20
Total Pending Units	980			107	523	311	39
Total Pending Volume	215,841,280	100%	33.5	11.77M	93.49M	91.48M	19.10M
Average Listing Price	\$220,112			\$109,964	\$178,753	\$294,163	\$489,808

May 2019



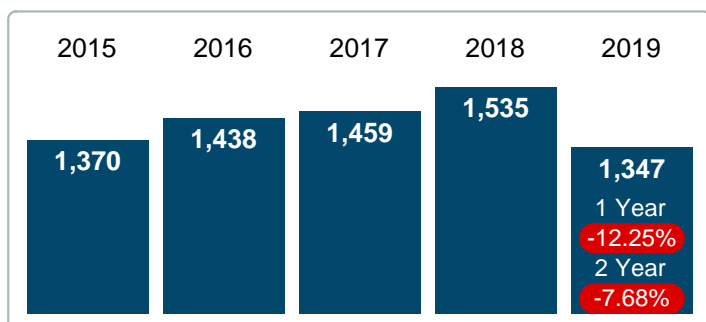
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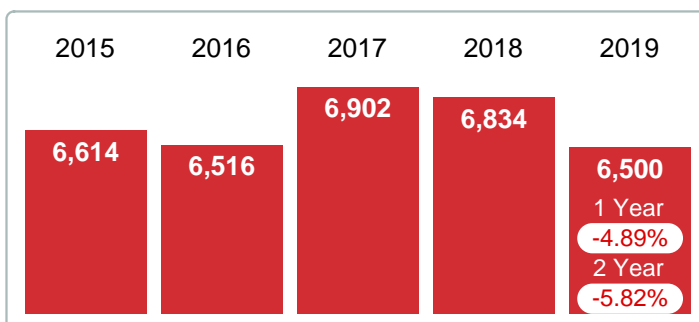
NEW LISTINGS

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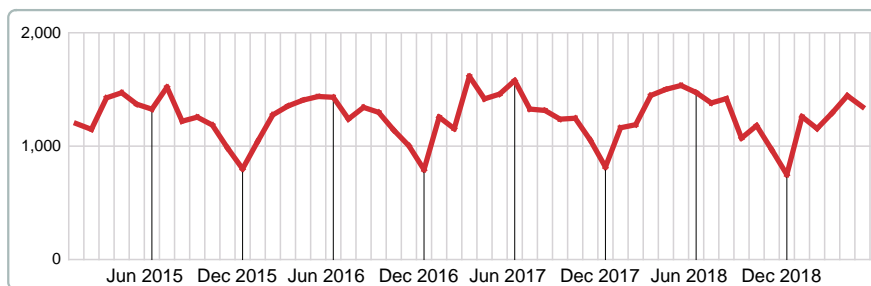
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

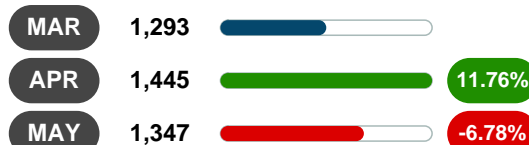


3 MONTHS

5 year MAY AVG = 1,430

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at **1,347**
below the 5 yr MAY average of **1,430**



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	103	7.65%	59	43	1	0
\$75,001 - \$125,000	157	11.66%	24	126	6	1
\$125,001 - \$150,000	102	7.57%	10	75	16	1
\$150,001 - \$250,000	485	36.01%	32	276	161	16
\$250,001 - \$325,000	188	13.96%	6	60	104	18
\$325,001 - \$500,000	174	12.92%	1	32	105	36
\$500,001 and up	138	10.24%	0	12	72	54
Total New Listed Units	1,347		132	624	465	126
Total New Listed Volume	383,385,933	100%	14.70M	117.51M	163.60M	87.58M
Average New Listed Listing Price	\$236,855		\$111,373	\$188,316	\$351,825	\$695,057

May 2019



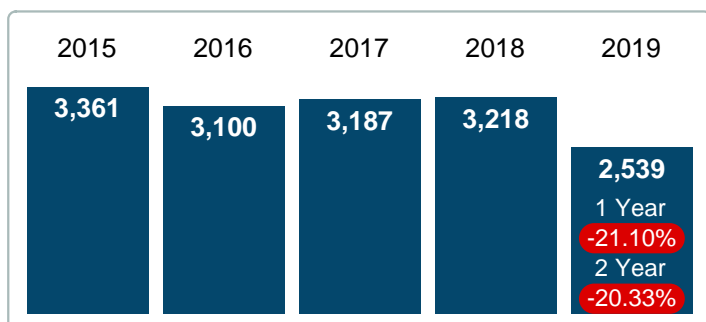
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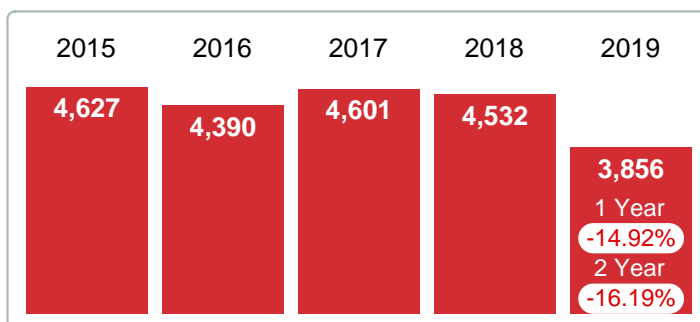
ACTIVE INVENTORY

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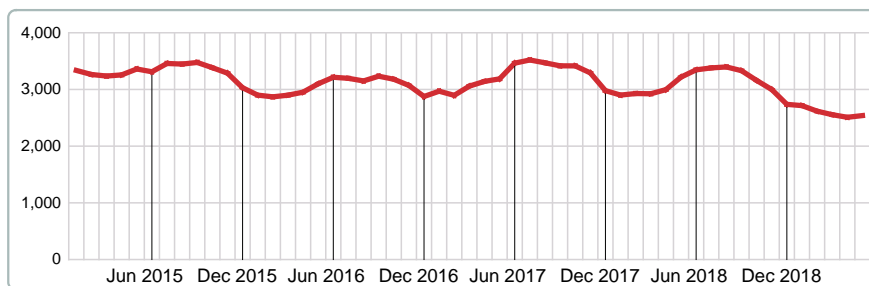
END OF MAY



ACTIVE DURING MAY

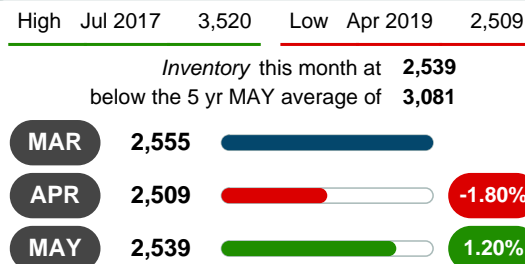


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3,081



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	210	8.27%	91.4	117	73	19	1
\$75,001 - \$150,000	311	12.25%	87.9	66	209	34	2
\$150,001 - \$200,000	390	15.36%	51.4	39	249	91	11
\$200,001 - \$325,000	686	27.02%	57.0	34	254	328	70
\$325,001 - \$425,000	347	13.67%	72.8	4	74	217	52
\$425,001 - \$675,000	339	13.35%	67.2	3	41	188	107
\$675,001 and up	256	10.08%	70.1	2	25	112	117
Total Active Inventory by Units			2,539	265	925	989	360
Total Active Inventory by Volume			912,599,731	32.92M	214.61M	419.57M	245.50M
Average Active Inventory Listing Price			\$359,433	\$124,239	\$232,007	\$424,242	\$681,931

May 2019



Area Delimited by County Of Tulsa - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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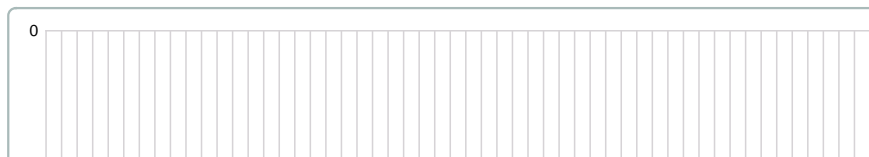
MSI FOR MAY

2015	2016	2017	2018	2019

INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
2,539	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	210	8.27%	2.41	2.88	1.70	5.70	3.00
\$75,001 - \$150,000	311	12.25%	1.31	2.03	1.15	1.59	0.83
\$150,001 - \$200,000	390	15.36%	2.01	4.37	1.91	1.79	3.00
\$200,001 - \$325,000	686	27.02%	3.22	4.98	3.09	2.98	4.97
\$325,001 - \$425,000	347	13.67%	6.14	3.00	5.10	6.41	7.61
\$425,001 - \$675,000	339	13.35%	9.37	7.20	6.23	8.85	13.52
\$675,001 and up	256	10.08%	19.95	12.00	17.65	15.81	28.08
Market Supply of Inventory (MSI)			3.03	2.92	2.01	3.99	9.13
Total Active Inventory by Units		100%	3.03	265	925	989	360

May 2019



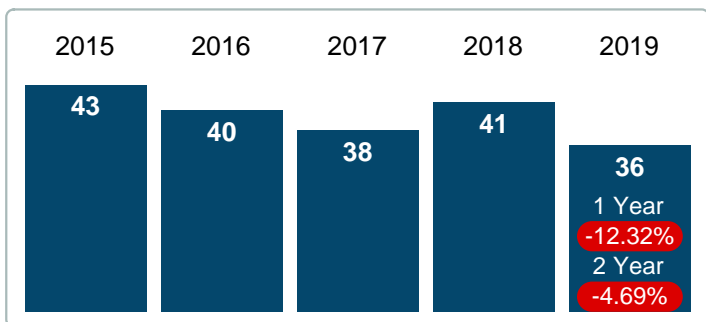
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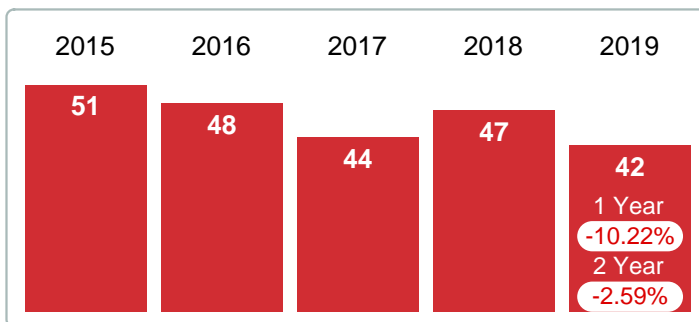
AVERAGE DAYS ON MARKET TO SALE

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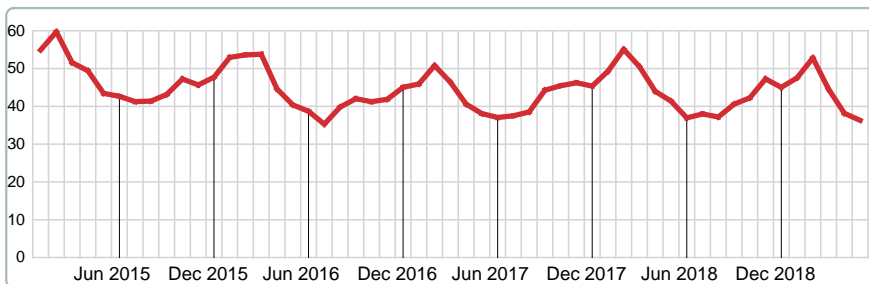
MAY



YEAR TO DATE (YTD)

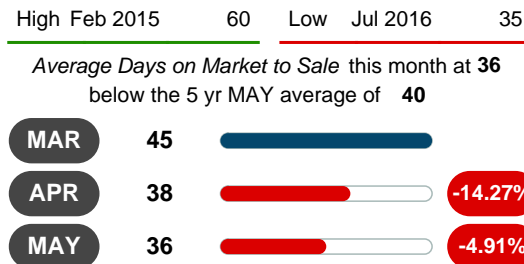


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 40



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	7.73%	38	32	46	20	0
\$75,001 - \$125,000	13.92%	31	36	30	24	25
\$125,001 - \$150,000	11.46%	27	27	29	11	6
\$150,001 - \$200,000	24.02%	32	51	27	43	44
\$200,001 - \$250,000	16.47%	34	11	29	36	54
\$250,001 - \$350,000	15.56%	46	10	51	41	56
\$350,001 and up	10.83%	50	0	44	49	64
Average Closed DOM		36	34	33	40	55
Total Closed Units	100%	36	111	587	335	66
Total Closed Volume		233,694,222	11.30M	104.37M	95.07M	22.95M

May 2019



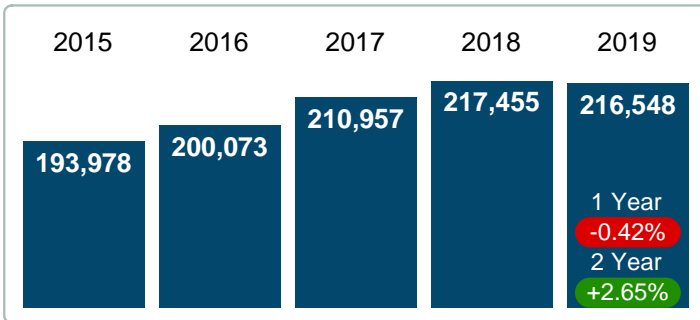
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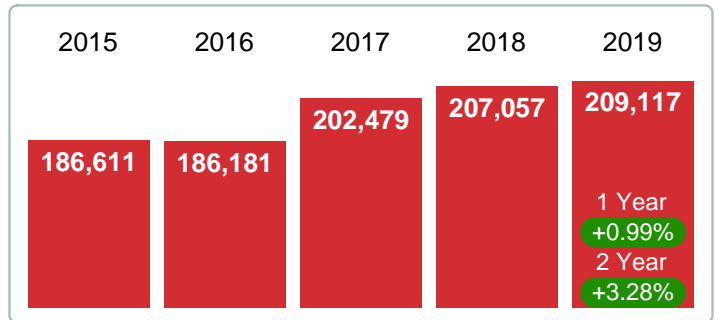
AVERAGE LIST PRICE AT CLOSING

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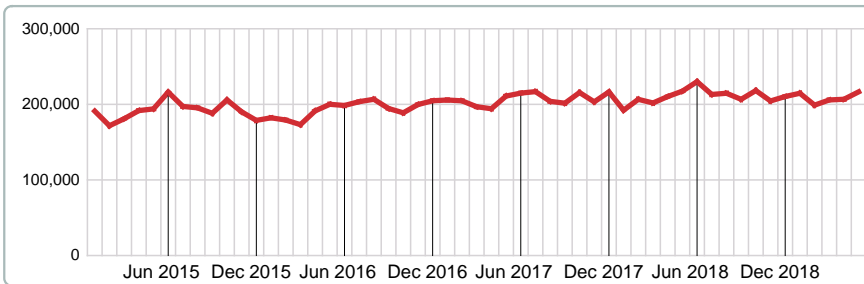
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

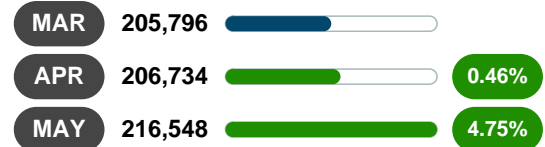


3 MONTHS

5 year MAY AVG = 207,802

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

Average List Price at Closing this month at **216,548**
above the 5 yr MAY average of **207,802**



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	7.92%	49,237	43,218	55,307	65,000	0	
\$75,001 - \$125,000	12.92%	105,312	99,282	107,510	107,822	123,900	
\$125,001 - \$150,000	12.10%	139,690	142,931	141,186	138,715	145,000	
\$150,001 - \$200,000	23.48%	175,791	180,181	174,941	181,132	177,499	
\$200,001 - \$250,000	16.83%	226,495	227,200	227,865	226,627	239,667	
\$250,001 - \$350,000	15.74%	298,139	311,000	294,003	300,031	308,819	
\$350,001 and up	11.01%	506,904	0	480,918	502,722	574,257	
Average List Price		216,548	105,173	180,548	288,632	358,155	
Total Closed Units	1,099	100%	216,548	111	587	335	66
Total Closed Volume	237,985,789			11.67M	105.98M	96.69M	23.64M

May 2019



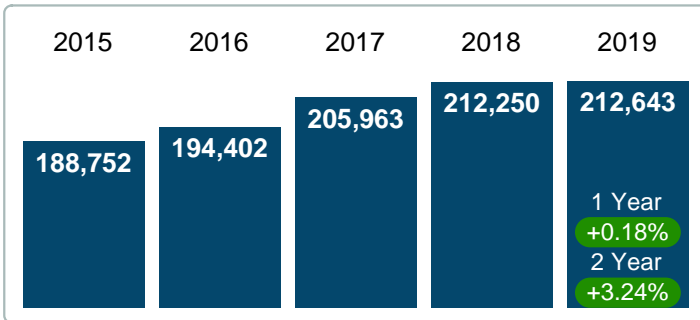
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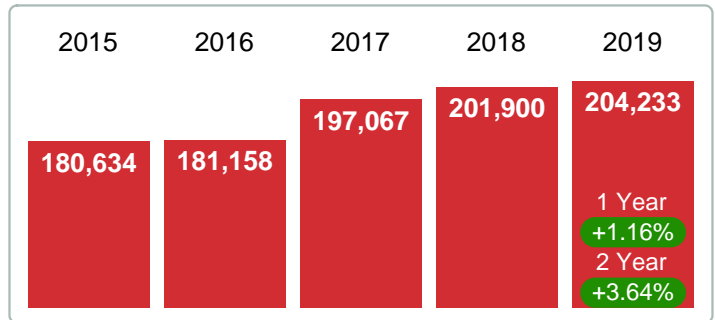
AVERAGE SOLD PRICE AT CLOSING

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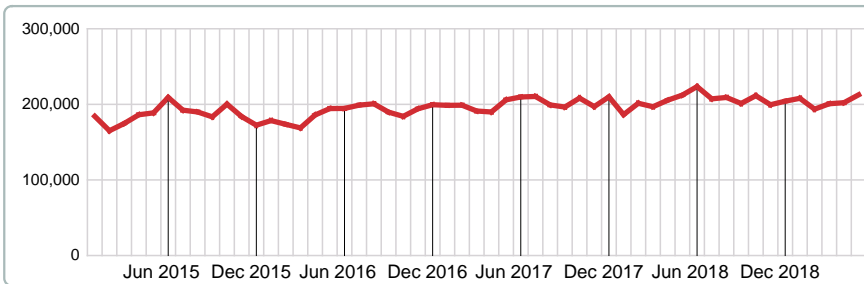
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

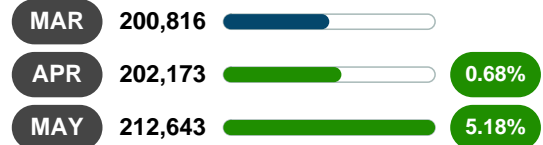


3 MONTHS

5 year MAY AVG = 202,802

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

Average Sold Price at Closing this month at **212,643** above the 5 yr MAY average of **202,802**



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	7.73%	46,359	40,399	51,995	60,000	0
\$75,001 - \$125,000	13.92%	103,507	96,405	105,443	103,556	114,950
\$125,001 - \$150,000	11.46%	138,984	139,600	139,157	136,435	139,000
\$150,001 - \$200,000	24.02%	174,561	175,670	172,925	179,069	176,249
\$200,001 - \$250,000	16.47%	224,402	221,994	224,345	223,536	232,396
\$250,001 - \$350,000	15.56%	296,087	303,333	291,739	296,883	301,192
\$350,001 and up	10.83%	496,413	0	470,592	490,377	555,970
Average Sold Price		212,643	101,816	177,802	283,794	347,758
Total Closed Units	100%	212,643	111	587	335	66
Total Closed Volume		233,694,222	11.30M	104.37M	95.07M	22.95M

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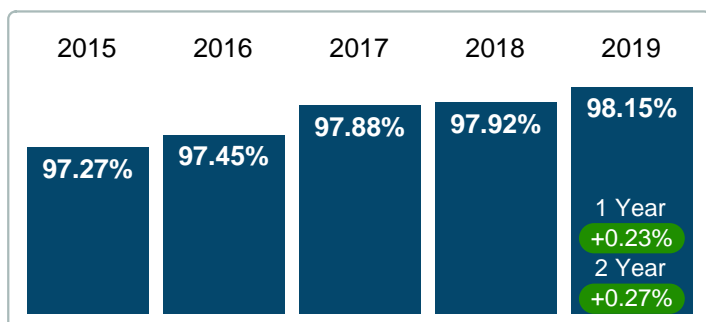
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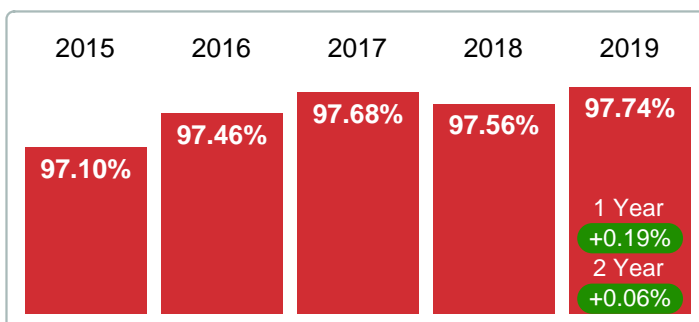
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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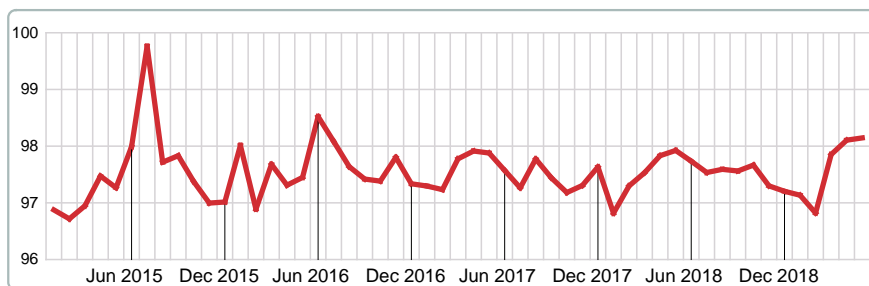
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

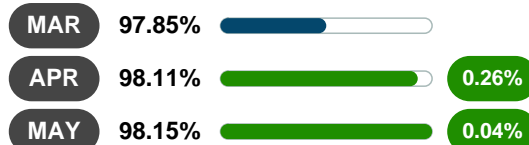


3 MONTHS

5 year MAY AVG = 97.73%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **98.15%**
equal to 5 yr MAY average of **97.73%**



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	85	7.73%	93.97%	93.20%	94.77%	92.31%	0.00%
\$75,001 - \$125,000	153	13.92%	97.96%	97.42%	98.38%	96.01%	92.73%
\$125,001 - \$150,000	126	11.46%	98.49%	97.69%	98.65%	98.41%	96.13%
\$150,001 - \$200,000	264	24.02%	98.89%	97.58%	98.95%	99.01%	99.58%
\$200,001 - \$250,000	181	16.47%	98.48%	97.66%	98.51%	98.68%	96.95%
\$250,001 - \$350,000	171	15.56%	98.86%	97.71%	99.26%	99.01%	97.64%
\$350,001 and up	119	10.83%	97.82%	0.00%	97.93%	97.94%	97.27%
Average Sold/List Ratio		98.10%		95.90%	98.42%	98.58%	97.32%
Total Closed Units	1,099	100%	98.10%	111	587	335	66
Total Closed Volume	233,694,222			11.30M	104.37M	95.07M	22.95M

May 2019



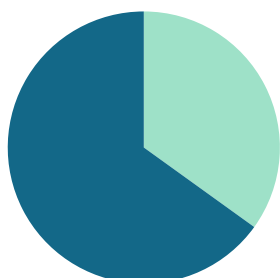
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

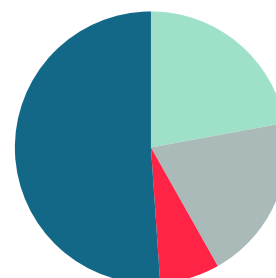


Inventory
 New Listings
1,347 = 34.93%
 Start Inventory
2,509
 Total Inventory Units
3,856
 Volume
\$1,250,497,189

Market Activity

Closed Sales
1,099 = 22.11%
 Pending Sales
980 = 19.72%
 Other Off Market
352 = 7.08%
 Active Inventory
2,539 = 51.09%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,022	1,099	7.53%	4,138	4,190	1.26%
Pending Sales	953	980	2.83%	4,606	4,789	3.97%
New Listings	1,535	1,347	-12.25%	6,834	6,500	-4.89%
Average List Price	217,455	216,548	-0.42%	207,057	209,117	0.99%
Average Sale Price	212,250	212,643	0.18%	201,900	204,233	1.16%
Average Percent of Selling Price to List Price	97.92%	98.15%	0.23%	97.56%	97.74%	0.19%
Average Days on Market to Sale	41.39	36.29	-12.32%	47.29	42.46	-10.22%
Monthly Inventory	3,222	2,539	-21.20%	3,222	2,539	-21.20%
Months Supply of Inventory	3.87	3.03	-21.69%	3.87	3.03	-21.69%

Absorption: Last 12 months, an Average of **838** Sales/Month

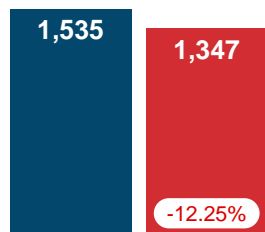
Inventory on May 31, 2019 = **2,539**

2018 **2019**

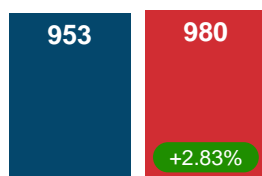
MAY MARKET

AVERAGE PRICES

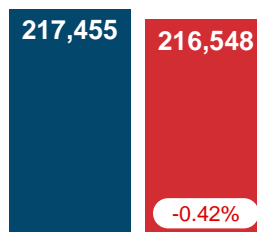
New Listings



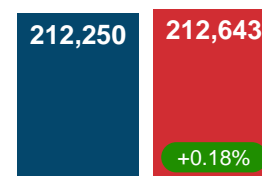
Pending Listings



List Price



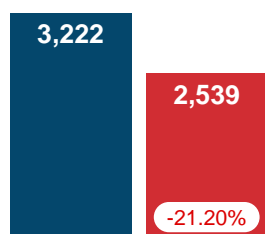
Sale Price



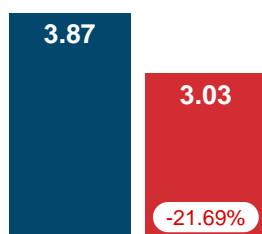
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

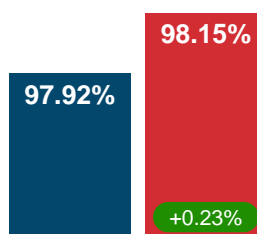
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

