

May 2019



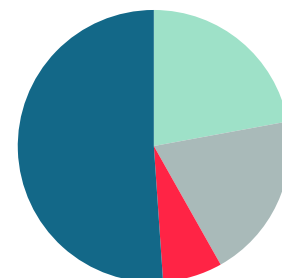
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	179,000	185,000	3.35%
Median Sale Price	176,838	185,000	4.62%
Median Percent of Selling Price to List Price	99.05%	99.29%	0.24%
Median Days on Market to Sale	24.00	15.00	-37.50%
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.

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 **4.62%** in May 2019 to \$185,000 versus the previous year at \$176,838.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 9.00 days or **37.50%** in May 2019 compared to last year's same month at **24.00** 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 1,347 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.

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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.

May 2019



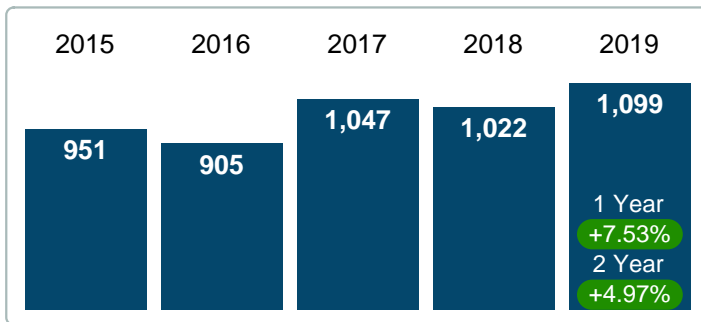
Area Delimited by County Of Tulsa - Residential Property Type



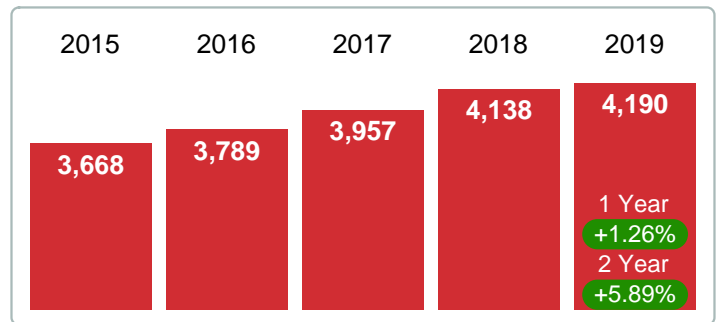
CLOSED LISTINGS

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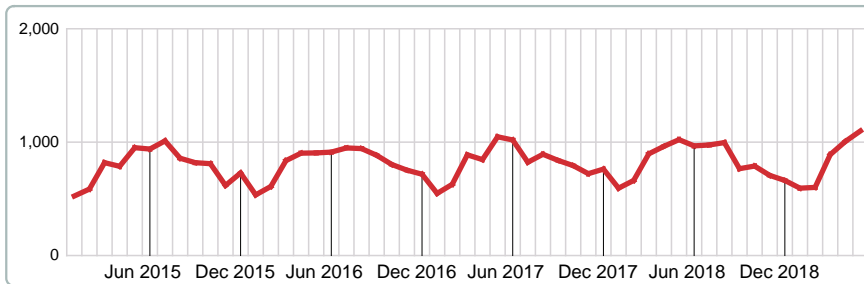
MAY



YEAR TO DATE (YTD)

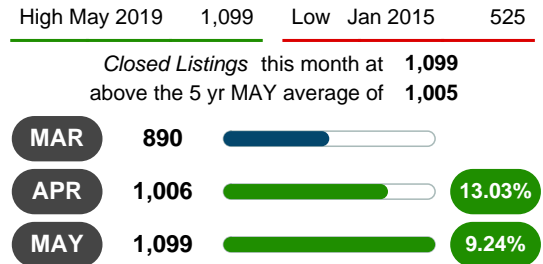


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,005



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	85	7.73%	17.0	42	42	1	0
\$75,001 - \$125,000	153	13.92%	10.0	33	109	9	2
\$125,001 - \$150,000	126	11.46%	12.0	13	101	10	2
\$150,001 - \$200,000	264	24.02%	12.5	16	183	61	4
\$200,001 - \$250,000	181	16.47%	16.0	4	70	95	12
\$250,001 - \$350,000	171	15.56%	22.0	3	52	90	26
\$350,001 and up	119	10.83%	27.0	0	30	69	20
Total Closed Units	1,099			111	587	335	66
Total Closed Volume	233,694,222	100%	15.0	11.30M	104.37M	95.07M	22.95M
Median Closed Price	\$185,000			\$91,500	\$159,900	\$244,900	\$301,500

May 2019



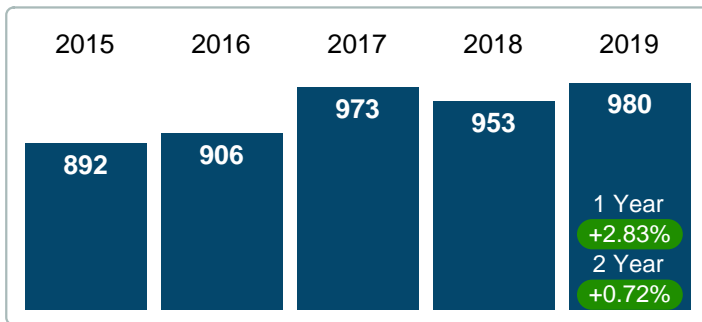
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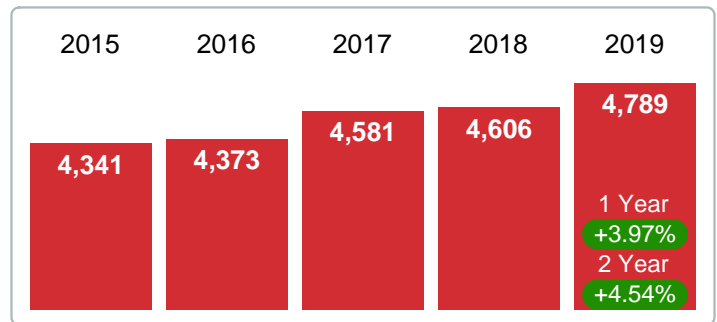
PENDING LISTINGS

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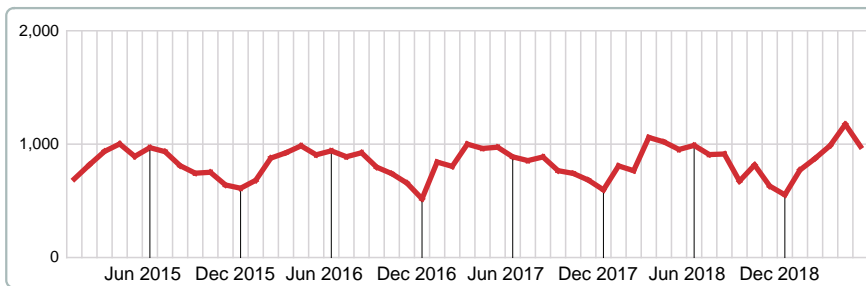
MAY



YEAR TO DATE (YTD)

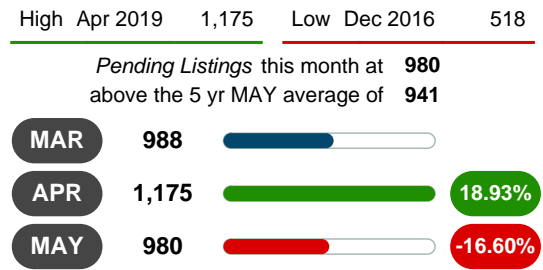


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 941



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	93	9.49%	17.0	43	45	5	0
\$75,001 - \$125,000	124	12.65%	10.0	27	92	5	0
\$125,001 - \$150,000	106	10.82%	11.5	8	83	15	0
\$150,001 - \$200,000	226	23.06%	12.0	16	163	47	0
\$200,001 - \$275,000	200	20.41%	16.5	11	83	100	6
\$275,001 - \$375,000	132	13.47%	28.5	2	40	77	13
\$375,001 and up	99	10.10%	36.0	0	17	62	20
Total Pending Units	980			107	523	311	39
Total Pending Volume	215,841,280	100%	15.0	11.77M	93.49M	91.48M	19.10M
Median Listing Price	\$188,027			\$96,500	\$164,900	\$257,000	\$379,900

May 2019



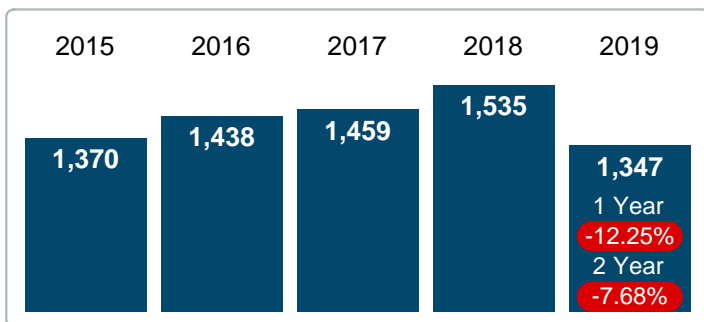
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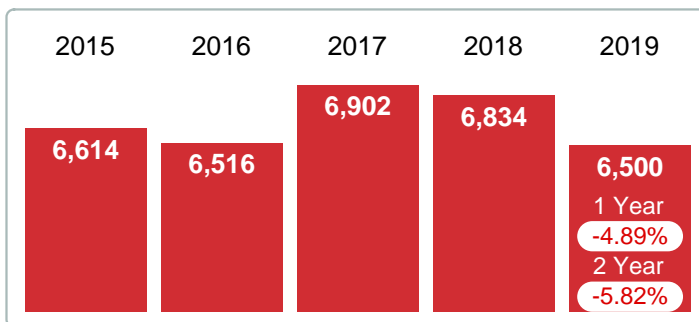
NEW LISTINGS

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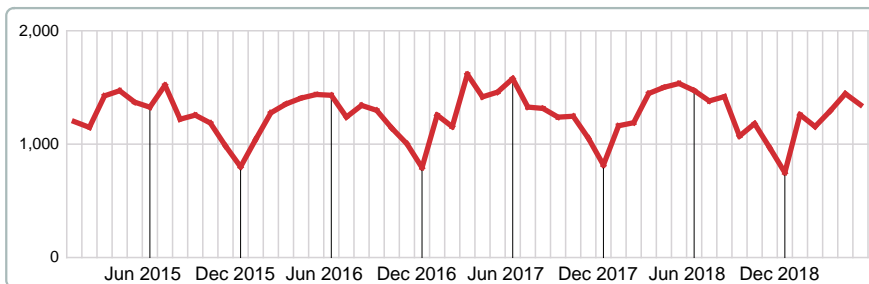
MAY



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
Median New Listed Listing Price	\$206,095		\$89,950	\$169,900	\$284,900	\$474,950

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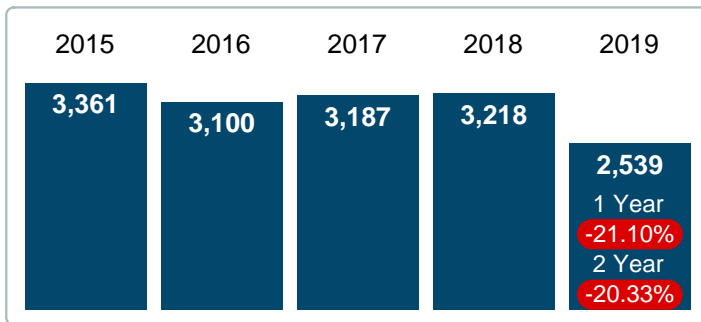
Area Delimited by County Of Tulsa - Residential Property Type



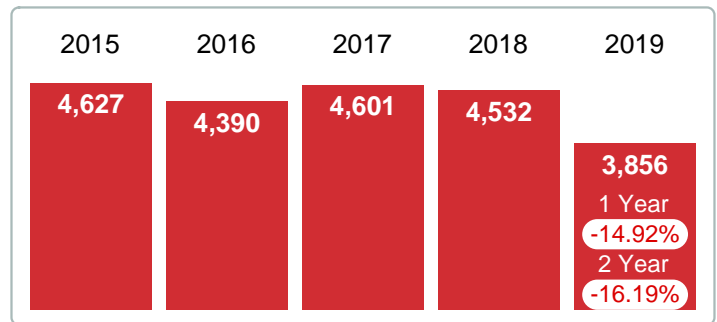
ACTIVE INVENTORY

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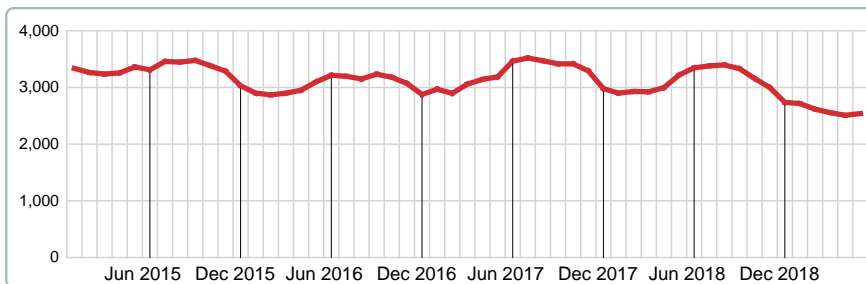
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3,081

High Jul 2017 3,520 Low Apr 2019 2,509

Inventory this month at **2,539**
below the 5 yr MAY average of **3,081**



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	210	8.27%	54.0	117	73	19	1
\$75,001 - \$150,000	311	12.25%	42.0	66	209	34	2
\$150,001 - \$200,000	390	15.36%	37.0	39	249	91	11
\$200,001 - \$325,000	686	27.02%	46.0	34	254	328	70
\$325,001 - \$425,000	347	13.67%	64.0	4	74	217	52
\$425,001 - \$675,000	339	13.35%	59.0	3	41	188	107
\$675,001 and up	256	10.08%	64.5	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
Median Active Inventory Listing Price			\$265,000	\$85,000	\$185,000	\$339,000	\$504,450

May 2019



Area Delimited by County Of Tulsa - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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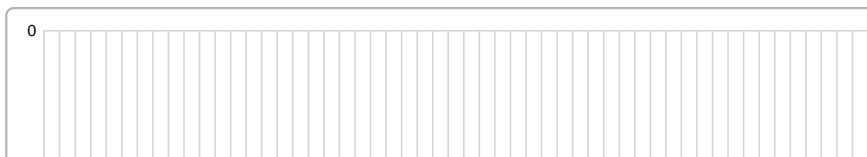
MSI FOR MAY

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

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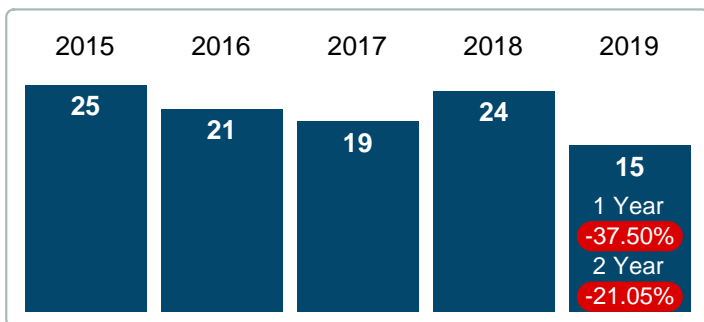
Area Delimited by County Of Tulsa - Residential Property Type



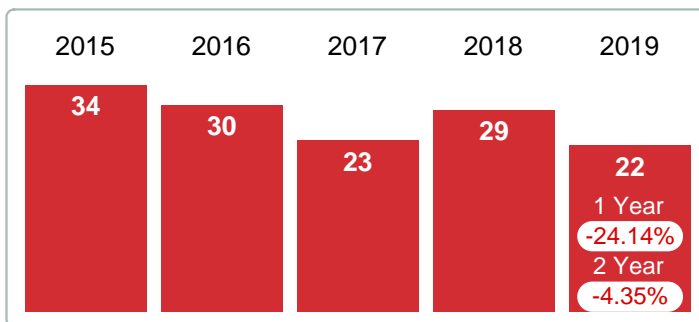
MEDIAN DAYS ON MARKET TO SALE

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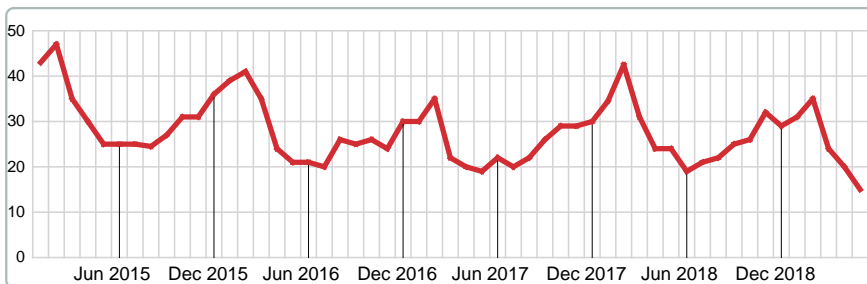
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 21

High Feb 2015 47 Low May 2019 15

Median Days on Market to Sale this month at 15 below the 5 yr MAY average of 21



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	7.73%	17	16	17	20	0
\$75,001 - \$125,000	13.92%	10	15	8	11	25
\$125,001 - \$150,000	11.46%	12	19	13	9	6
\$150,001 - \$200,000	24.02%	13	23	11	27	6
\$200,001 - \$250,000	16.47%	16	5	14	17	41
\$250,001 - \$350,000	15.56%	22	12	36	19	46
\$350,001 and up	10.83%	27	0	20	27	49
Median Closed DOM		15	14	13	20	39
Total Closed Units	100%	1,099	111	587	335	66
Total Closed Volume		233,694,222	11.30M	104.37M	95.07M	22.95M

May 2019



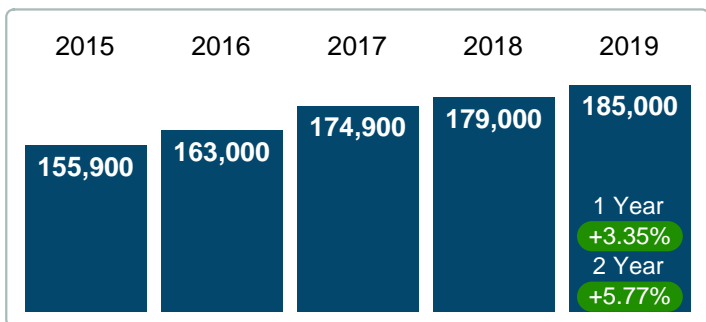
Area Delimited by County Of Tulsa - Residential Property Type



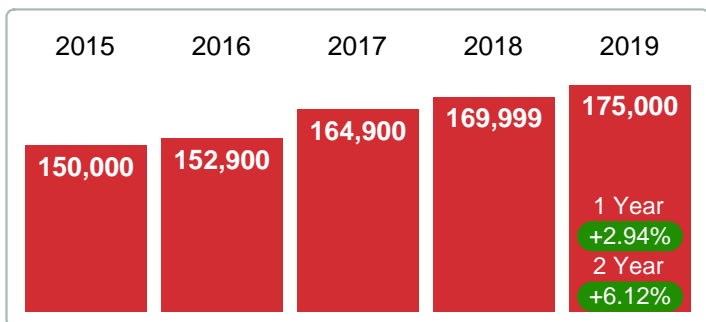
MEDIAN LIST PRICE AT CLOSING

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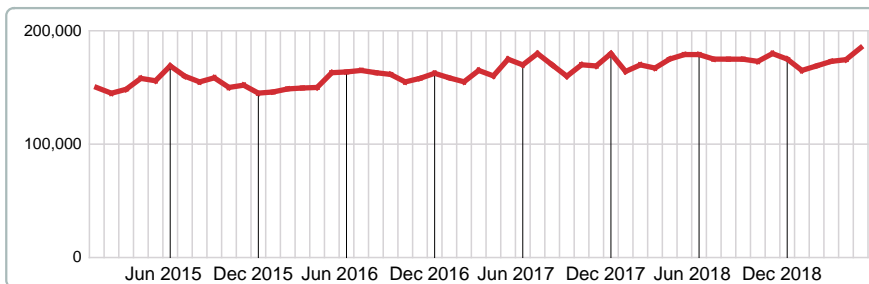
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 171,560

High May 2019 185,000 Low Feb 2015 144,900

Median List Price at Closing this month at **185,000**
above the 5 yr MAY average of **171,560**

- MAR 173,000
- APR 174,500 0.87%
- MAY 185,000 6.02%

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 87	7.92%	50,000	45,000	57,500	65,000	0
\$75,001 - \$125,000 142	12.92%	107,700	99,900	109,500	99,900	123,900
\$125,001 - \$150,000 133	12.10%	139,900	141,700	139,900	136,000	142,500
\$150,001 - \$200,000 258	23.48%	175,000	179,750	172,500	184,900	179,998
\$200,001 - \$250,000 185	16.83%	225,000	219,900	225,000	226,147	241,000
\$250,001 - \$350,000 173	15.74%	295,000	319,000	289,900	299,000	305,000
\$350,001 and up 121	11.01%	435,000	0	422,450	434,950	475,000
Median List Price		185,000	93,900	160,000	245,000	310,000
Total Closed Units	1,099	100%	111	587	335	66
Total Closed Volume	237,985,789		11.67M	105.98M	96.69M	23.64M

May 2019



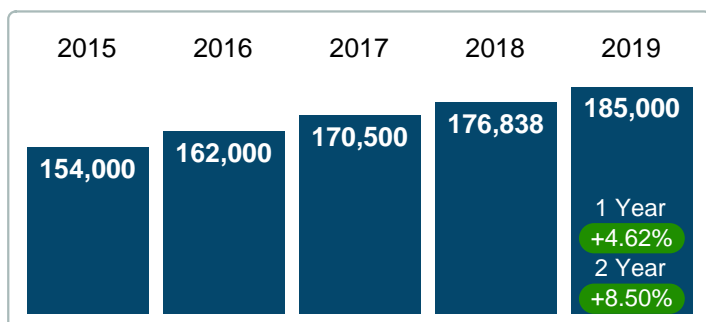
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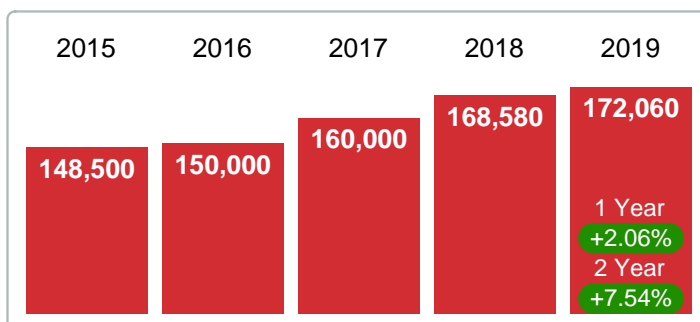
MEDIAN SOLD PRICE AT CLOSING

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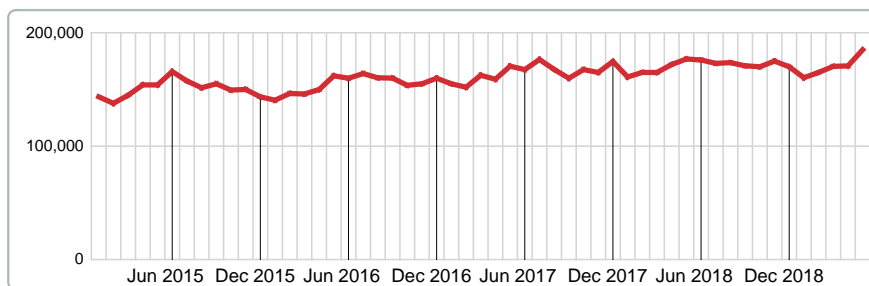
MAY



YEAR TO DATE (YTD)

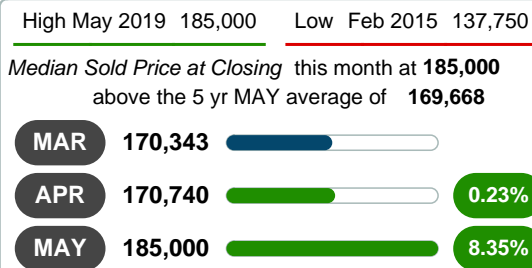


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 169,668



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	7.73%	45,000	40,950	57,250	60,000	0
\$75,001 - \$125,000	13.92%	106,000	95,000	108,500	110,000	114,950
\$125,001 - \$150,000	11.46%	139,900	136,000	139,900	136,000	139,000
\$150,001 - \$200,000	24.02%	175,000	180,000	172,000	183,000	179,998
\$200,001 - \$250,000	16.47%	224,500	219,800	223,675	224,000	236,000
\$250,001 - \$350,000	15.56%	292,000	305,000	290,000	290,000	301,500
\$350,001 and up	10.83%	435,000	0	412,500	435,000	470,000
Median Sold Price		185,000	91,500	159,900	244,900	301,500
Total Closed Units	100%	1,099	111	587	335	66
Total Closed Volume		233,694,222	11.30M	104.37M	95.07M	22.95M

May 2019



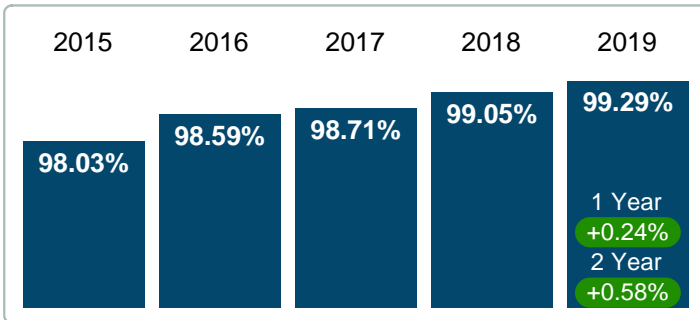
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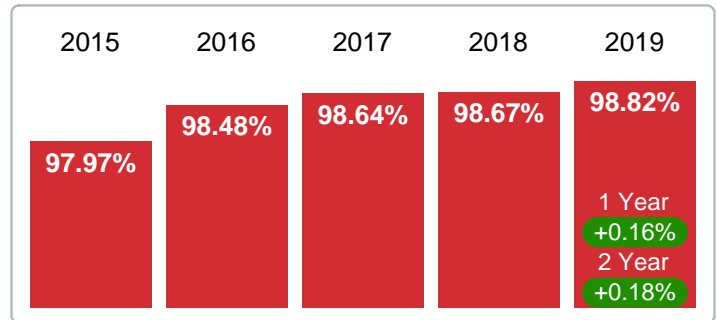
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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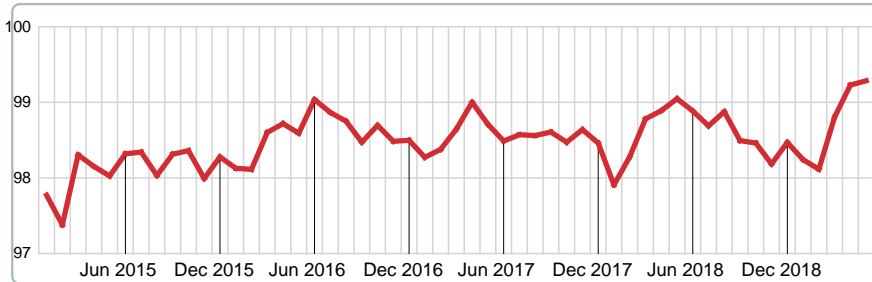
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

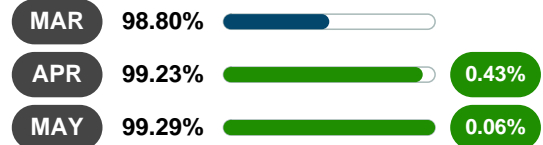


3 MONTHS

5 year MAY AVG = 98.73%

High May 2019 99.29% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **99.29%**
equal to 5 yr MAY average of **98.73%**



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	85	7.73%	96.00%	95.91%	97.79%	92.31%	0.00%
\$75,001 - \$125,000	153	13.92%	99.29%	98.56%	100.00%	97.28%	92.73%
\$125,001 - \$150,000	126	11.46%	100.00%	99.32%	100.00%	98.74%	96.13%
\$150,001 - \$200,000	264	24.02%	100.00%	98.12%	100.00%	99.43%	100.00%
\$200,001 - \$250,000	181	16.47%	99.53%	97.09%	99.54%	99.57%	98.37%
\$250,001 - \$350,000	171	15.56%	99.27%	97.13%	100.00%	99.20%	98.56%
\$350,001 and up	119	10.83%	98.27%	0.00%	97.92%	98.33%	98.56%
Median Sold/List Ratio		99.29%		97.33%	100.00%	99.07%	98.56%
Total Closed Units		1,099	100%	111	587	335	66
Total Closed Volume		233,694,222		11.30M	104.37M	95.07M	22.95M

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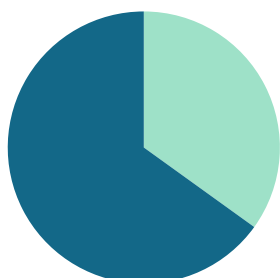
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MARKET SUMMARY

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INVENTORY

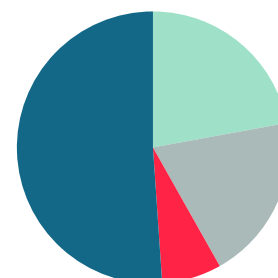


Inventory
 New Listings
1,347 = 34.93%
 Start Inventory
2,509
 Total Inventory Units
3,856
 Volume
\$1,250,497,189

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%
Median List Price	179,000	185,000	3.35%	169,999	175,000	2.94%
Median Sale Price	176,838	185,000	4.62%	168,580	172,060	2.06%
Median Percent of Selling Price to List Price	99.05%	99.29%	0.24%	98.67%	98.82%	0.16%
Median Days on Market to Sale	24.00	15.00	-37.50%	29.00	22.00	-24.14%
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

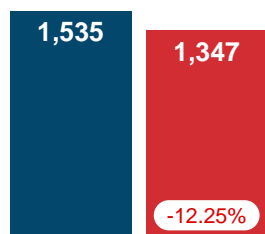
Inventory on May 31, 2019 = **2,539**

2018 **2019**

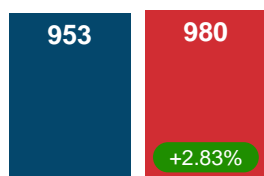
MAY MARKET

MEDIAN PRICES

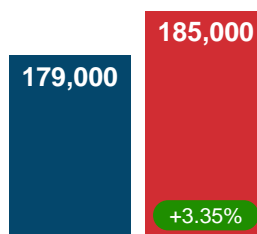
New Listings



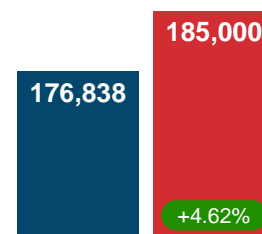
Pending Listings



List Price



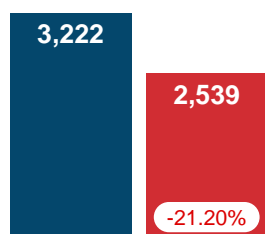
Sale Price



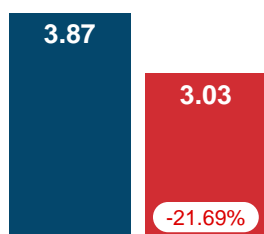
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

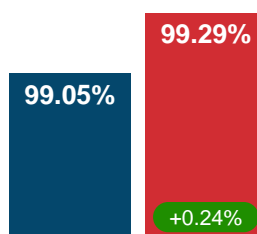
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

