

October 2019



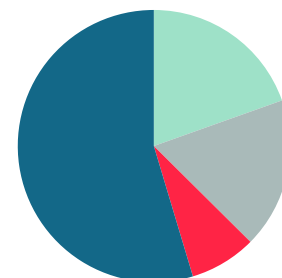
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	789	871	10.39%
Pending Listings	816	796	-2.45%
New Listings	1,181	1,140	-3.47%
Average List Price	218,236	218,210	-0.01%
Average Sale Price	211,440	213,018	0.75%
Average Percent of Selling Price to List Price	97.67%	97.55%	-0.12%
Average Days on Market to Sale	42.26	38.36	-9.24%
End of Month Inventory	3,159	2,433	-22.98%
Months Supply of Inventory	3.75	2.87	-23.54%



■ Closed (19.56%)
■ Pending (17.88%)
■ Other OffMarket (7.93%)
■ Active (54.64%)

Absorption: Last 12 months, an Average of **849** Sales/Month
Active Inventory as of October 31, 2019 = **2,433**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **22.98%** to 2,433 existing homes available for sale. Over the last 12 months this area has had an average of 849 closed sales per month. This represents an unsold inventory index of **2.87** 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 **0.75%** in October 2019 to \$213,018 versus the previous year at \$211,440.

Average Days on Market Shortens

The average number of **38.36** days that homes spent on the market before selling decreased by 3.90 days or **9.24%** in October 2019 compared to last year's same month at **42.26** DOM.

Sales Success for October 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 1,140 New Listings in October 2019, down **3.47%** from last year at 1,181. Furthermore, there were 871 Closed Listings this month versus last year at 789, a **10.39%** increase.

Closed versus Listed trends yielded a **76.4%** ratio, up from previous year's, October 2018, at **66.8%**, a **14.36%** 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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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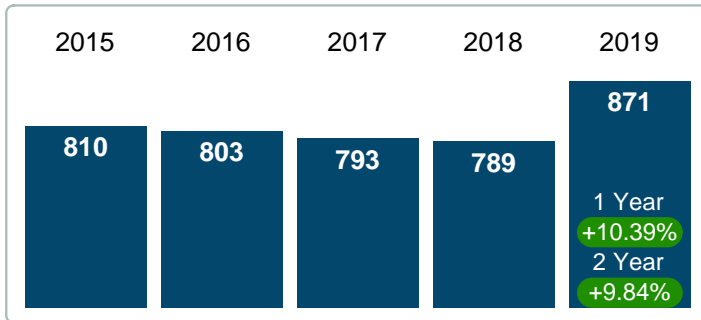
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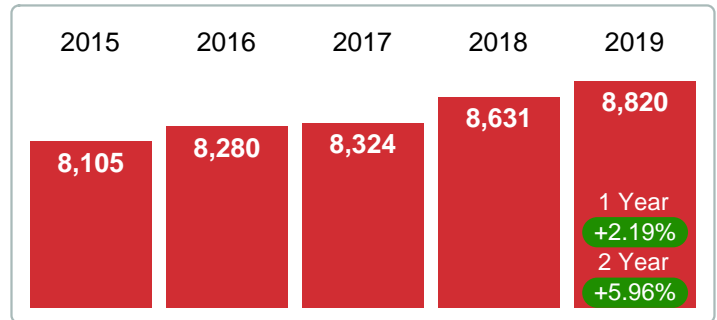
CLOSED LISTINGS

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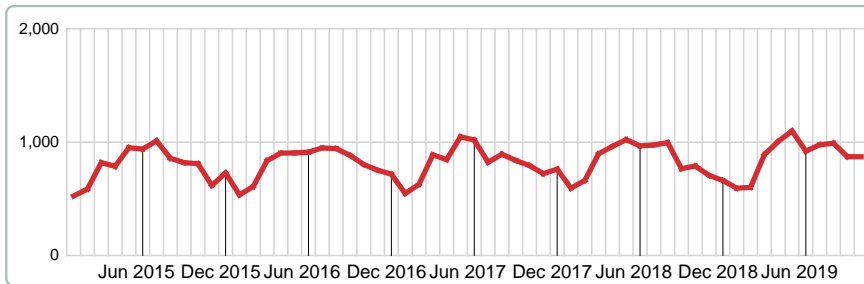
OCTOBER



YEAR TO DATE (YTD)

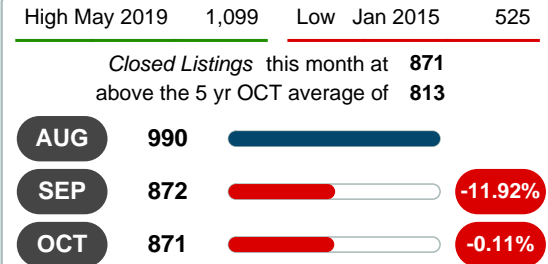


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 813



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	82	9.41%	47.5	38	35	8	1
\$75,001 - \$100,000	63	7.23%	18.2	19	40	4	0
\$100,001 - \$150,000	164	18.83%	24.2	16	126	21	1
\$150,001 - \$200,000	200	22.96%	33.8	15	125	56	4
\$200,001 - \$275,000	163	18.71%	41.0	5	89	63	6
\$275,001 - \$375,000	112	12.86%	55.3	2	37	66	7
\$375,001 and up	87	9.99%	54.6	2	23	45	17
Total Closed Units	871			97	475	263	36
Total Closed Volume	185,538,250	100%	38.4	10.52M	88.41M	72.57M	14.05M
Average Closed Price	\$213,018			\$108,435	\$186,126	\$275,914	\$390,141

October 2019



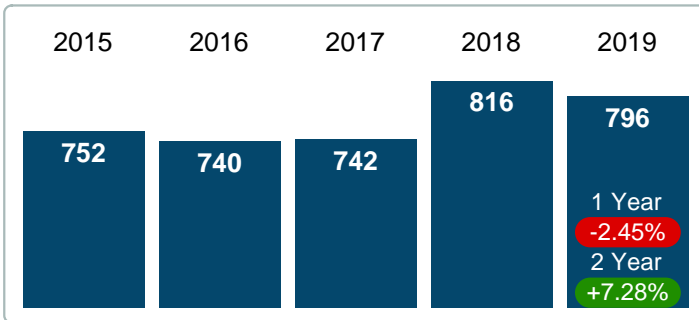
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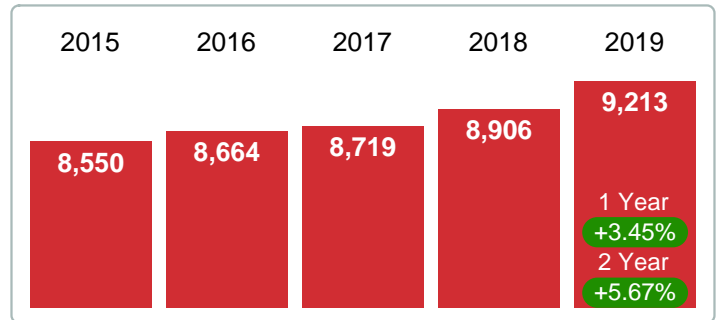
PENDING LISTINGS

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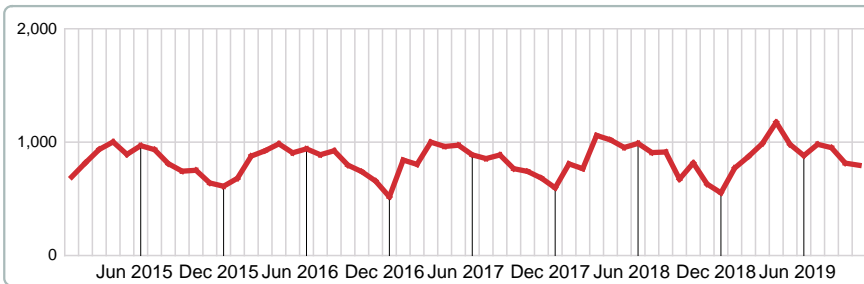
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

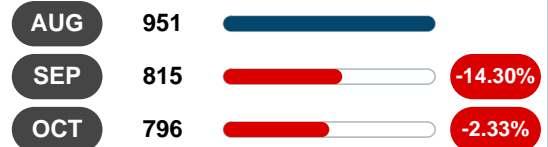


3 MONTHS

5 year OCT AVG = 769

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **796**
above the 5 yr OCT average of **769**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	59	7.41%	40.6	34	21	4	0
\$50,001 - \$100,000	89	11.18%	31.0	30	54	5	0
\$100,001 - \$125,000	68	8.54%	27.2	5	56	6	1
\$125,001 - \$200,000	267	33.54%	31.3	18	195	48	6
\$200,001 - \$275,000	127	15.95%	43.2	5	57	60	5
\$275,001 - \$375,000	96	12.06%	58.5	2	27	61	6
\$375,001 and up	90	11.31%	61.6	2	13	56	19
Total Pending Units	796			96	423	240	37
Total Pending Volume	175,080,396	100%	40.1	9.37M	72.81M	76.22M	16.68M
Average Listing Price	\$221,304			\$97,598	\$172,131	\$317,569	\$450,892

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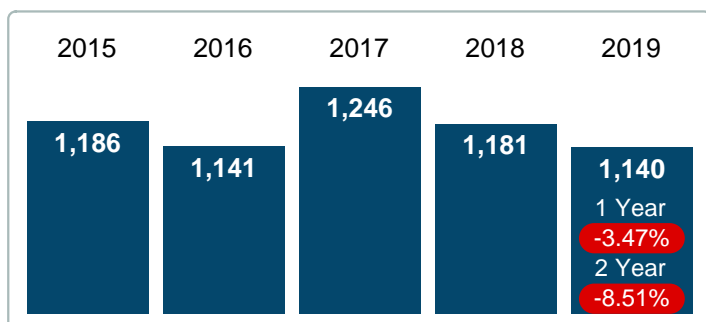
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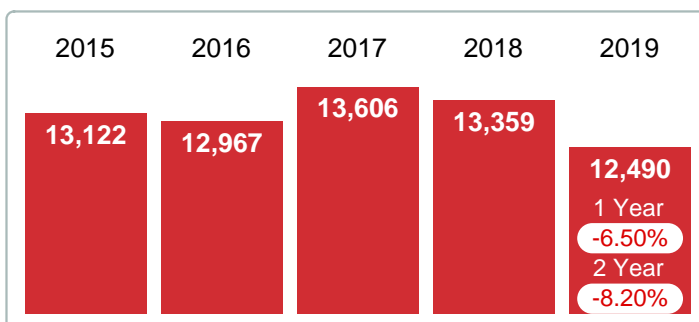
NEW LISTINGS

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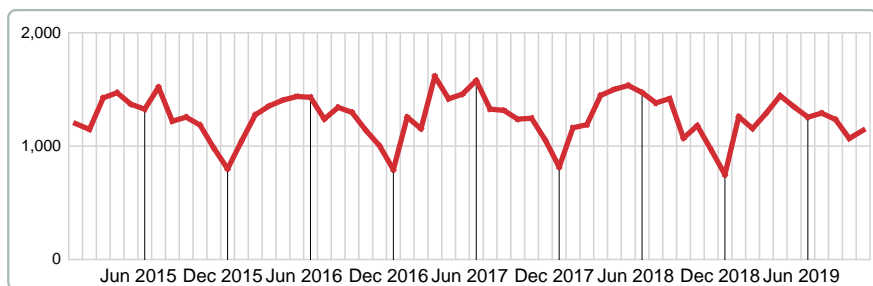
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

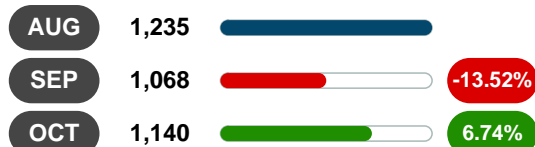


3 MONTHS

5 year OCT AVG = 1,179

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,140 below the 5 yr OCT average of 1,179



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	9.21%	58	44	3	0
\$75,001 - \$125,000	141	12.37%	29	103	6	3
\$125,001 - \$150,000	111	9.74%	10	91	10	0
\$150,001 - \$250,000	349	30.61%	26	193	123	7
\$250,001 - \$350,000	160	14.04%	6	67	74	13
\$350,001 - \$475,000	152	13.33%	1	36	93	22
\$475,001 and up	122	10.70%	0	13	65	44
Total New Listed Units	1,140		130	547	374	89
Total New Listed Volume	312,664,524	100%	14.21M	106.58M	134.60M	57.27M
Average New Listed Listing Price	\$215,241		\$109,299	\$194,849	\$359,902	\$643,485

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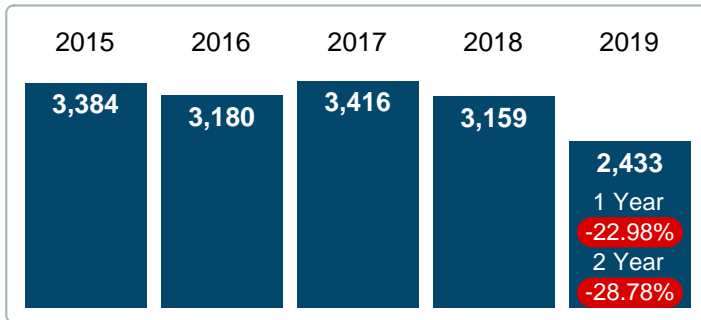
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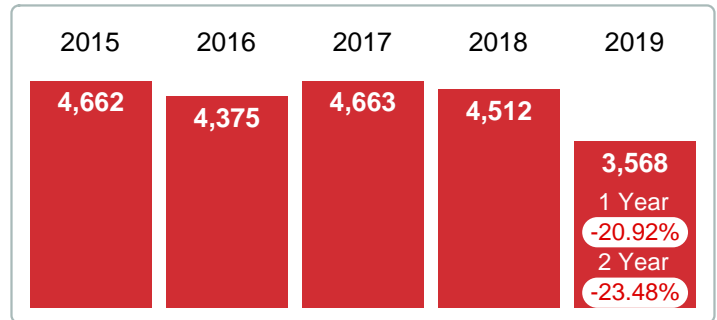
ACTIVE INVENTORY

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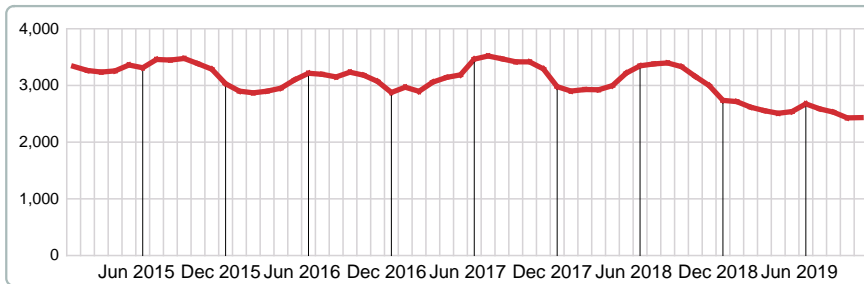
END OF OCTOBER



ACTIVE DURING OCTOBER

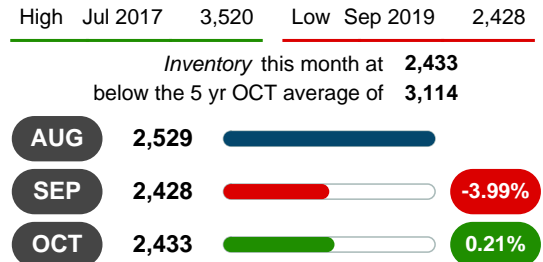


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3,114



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	171	7.03%	94.3	89	71	10	1
\$75,001 - \$150,000	319	13.11%	52.1	68	226	20	5
\$150,001 - \$200,000	353	14.51%	57.7	31	222	96	4
\$200,001 - \$325,000	651	26.76%	60.7	28	262	315	46
\$325,001 - \$400,000	329	13.52%	71.8	5	87	197	40
\$400,001 - \$625,000	351	14.43%	76.2	1	67	196	87
\$625,001 and up	259	10.65%	82.2	1	16	115	127
Total Active Inventory by Units			2,433	223	951	949	310
Total Active Inventory by Volume			859,572,043	27.95M	216.93M	387.43M	227.27M
Average Active Inventory Listing Price			\$353,297	\$125,333	\$228,106	\$408,246	\$733,124

October 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 OCTOBER

2015	2016	2017	2018	2019

INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
2,433	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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at inf equal to 5 yr OCT average of inf			
AUG	inf		%
SEP	inf		%
OCT	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	171	7.03%	2.05	2.34	1.77	2.14	2.40
\$75,001 - \$150,000	319	13.11%	1.39	1.92	1.32	0.94	2.31
\$150,001 - \$200,000	353	14.51%	1.76	2.58	1.62	2.01	1.23
\$200,001 - \$325,000	651	26.76%	2.87	3.91	2.96	2.71	3.15
\$325,001 - \$400,000	329	13.52%	6.62	5.45	6.37	6.74	6.86
\$400,001 - \$625,000	351	14.43%	8.36	2.00	7.18	8.49	9.58
\$625,001 and up	259	10.65%	14.59	4.00	6.00	12.55	22.41
Market Supply of Inventory (MSI)			2.87	2.37	2.06	3.77	7.56
Total Active Inventory by Units		100%	2,433	223	951	949	310

October 2019



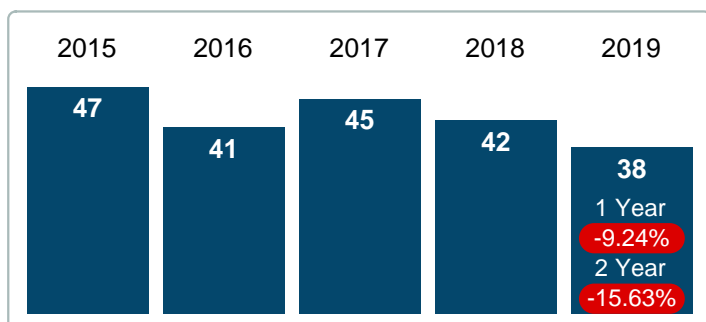
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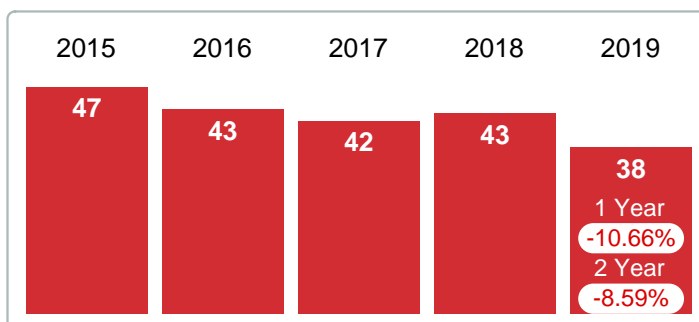
AVERAGE DAYS ON MARKET TO SALE

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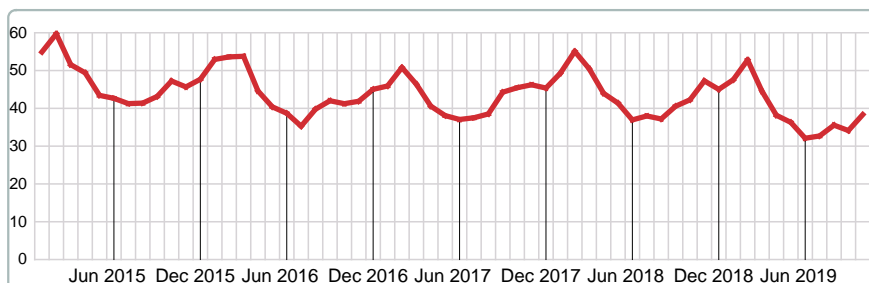
OCTOBER



YEAR TO DATE (YTD)

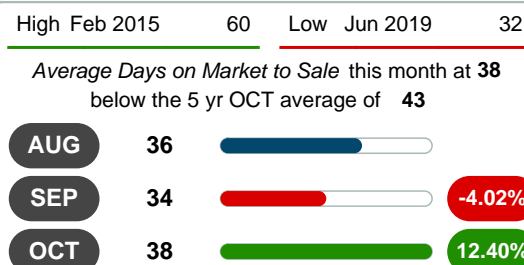


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43



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	9.41%	47	56	40	35	61
\$75,001 - \$100,000	7.23%	18	10	20	39	0
\$100,001 - \$150,000	18.83%	24	25	23	31	1
\$150,001 - \$200,000	22.96%	34	38	32	37	34
\$200,001 - \$275,000	18.71%	41	37	37	47	36
\$275,001 - \$375,000	12.86%	55	44	35	65	77
\$375,001 and up	9.99%	55	42	41	48	93
Average Closed DOM		38	38	31	48	70
Total Closed Units	100%	38	97	475	263	36
Total Closed Volume		185,538,250	10.52M	88.41M	72.57M	14.05M

October 2019



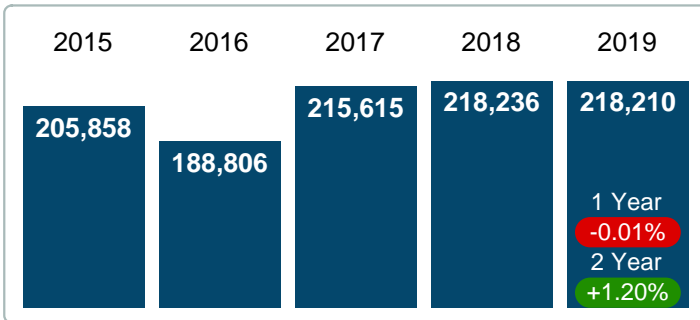
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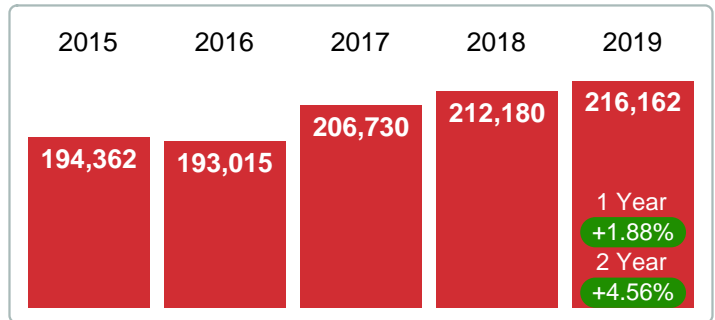
AVERAGE LIST PRICE AT CLOSING

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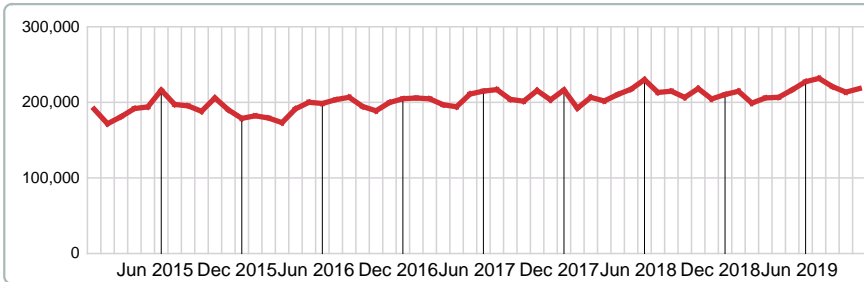
OCTOBER



YEAR TO DATE (YTD)

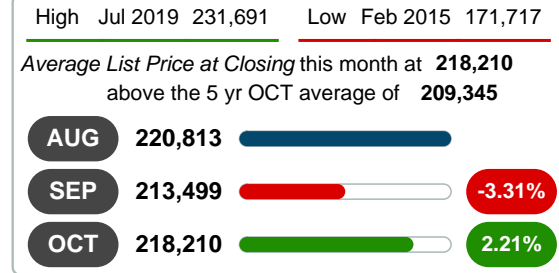


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 209,345



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	81	9.30%	51,760	51,392	53,554	54,613	39,900
\$75,001 - \$100,000	53	6.08%	88,325	87,258	94,038	109,450	0
\$100,001 - \$150,000	169	19.40%	129,635	126,669	131,487	138,997	103,900
\$150,001 - \$200,000	200	22.96%	177,218	179,280	178,935	180,082	177,225
\$200,001 - \$275,000	168	19.29%	236,998	234,000	233,437	243,988	243,633
\$275,001 - \$375,000	111	12.74%	317,604	287,400	318,613	319,655	320,729
\$375,001 and up	89	10.22%	547,932	440,000	568,597	532,844	588,995
Average List Price			218,210	112,902	189,921	282,603	404,792
Total Closed Units			871	97	475	263	36
Total Closed Volume			190,061,124	10.95M	90.21M	74.32M	14.57M

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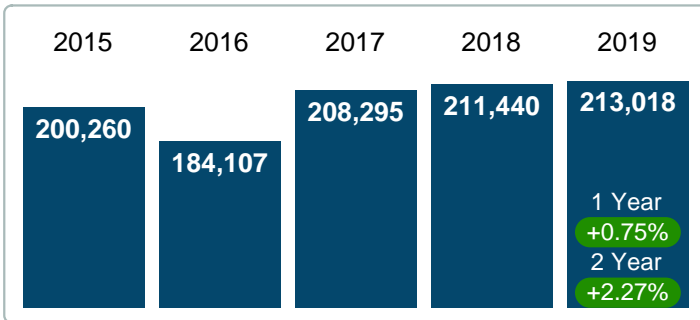
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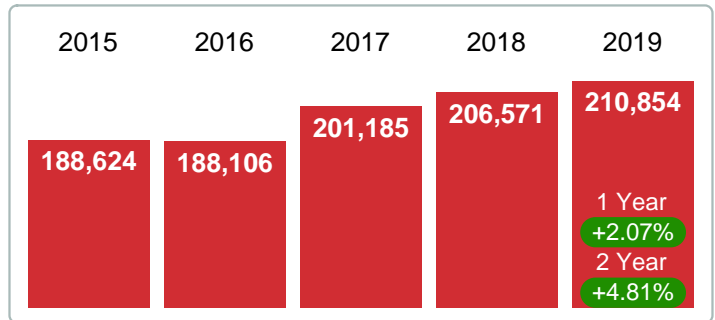
AVERAGE SOLD PRICE AT CLOSING

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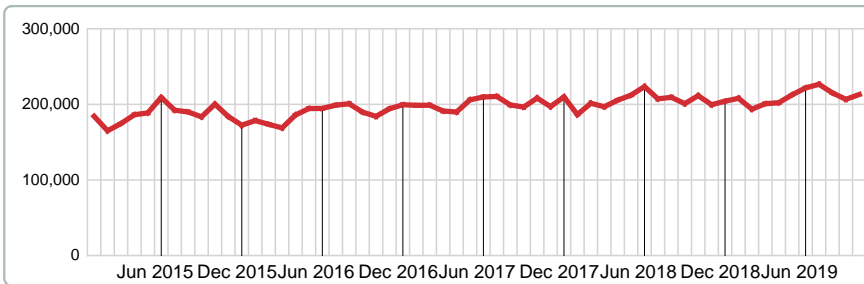
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

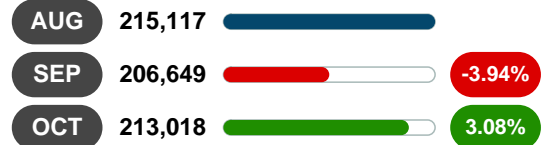


3 MONTHS

5 year OCT AVG = 203,424

High Jul 2019 226,480 Low Feb 2015 165,100

Average Sold Price at Closing this month at **213,018** above the 5 yr OCT average of **203,424**



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	82	9.41%	48,161	47,428	49,321	49,463	25,000
\$75,001 - \$100,000	63	7.23%	87,664	84,689	89,144	87,000	0
\$100,001 - \$150,000	164	18.83%	128,893	123,238	128,465	136,957	103,900
\$150,001 - \$200,000	200	22.96%	176,362	173,833	176,333	177,246	174,375
\$200,001 - \$275,000	163	18.71%	235,657	222,100	232,831	240,595	237,017
\$275,001 - \$375,000	112	12.86%	313,205	283,500	314,570	313,560	311,129
\$375,001 and up	87	9.99%	530,625	425,000	544,712	514,830	565,805
Average Sold Price			213,018	108,435	186,126	275,914	390,141
Total Closed Units			871	97	475	263	36
Total Closed Volume			185,538,250	10.52M	88.41M	72.57M	14.05M

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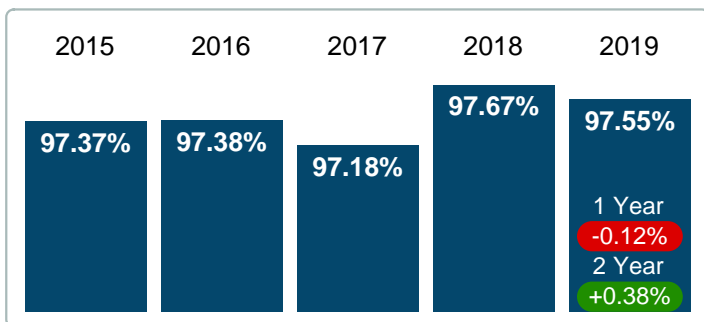
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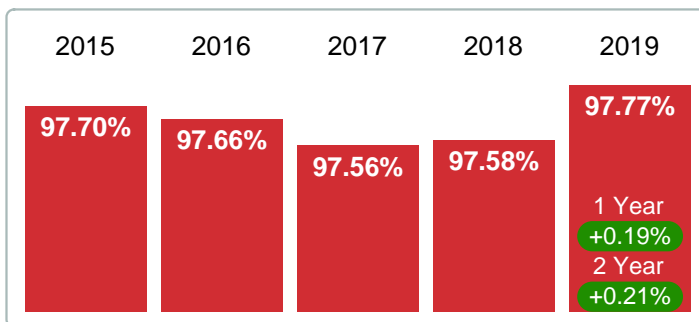
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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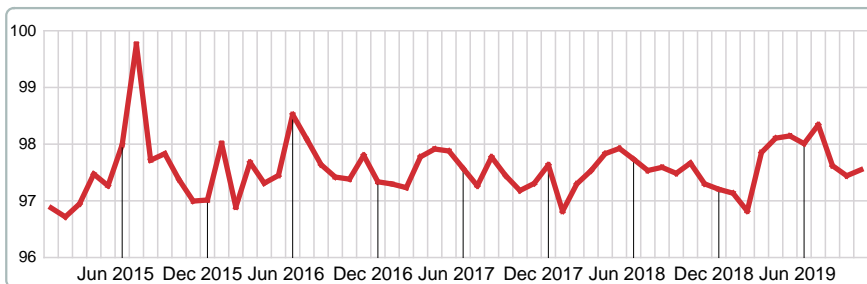
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

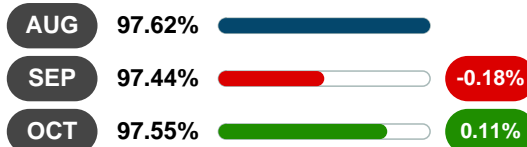


3 MONTHS

5 year OCT AVG = 97.43%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **97.55%**
above the 5 yr OCT average of **97.43%**



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	82	9.41%	91.53%	91.97%	92.10%	90.56%	62.66%
\$75,001 - \$100,000	63	7.23%	95.40%	97.38%	95.32%	86.79%	0.00%
\$100,001 - \$150,000	164	18.83%	97.98%	97.43%	97.88%	98.86%	100.00%
\$150,001 - \$200,000	200	22.96%	98.48%	97.19%	98.64%	98.48%	98.60%
\$200,001 - \$275,000	163	18.71%	99.43%	95.19%	100.34%	98.68%	97.46%
\$275,001 - \$375,000	112	12.86%	98.33%	98.65%	98.76%	98.21%	97.14%
\$375,001 and up	87	9.99%	97.28%	96.51%	97.18%	97.17%	97.79%
Average Sold/List Ratio		97.50%		95.13%	97.93%	97.85%	96.78%
Total Closed Units		871	100%	97	475	263	36
Total Closed Volume		185,538,250		10.52M	88.41M	72.57M	14.05M

October 2019



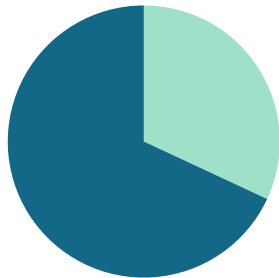
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

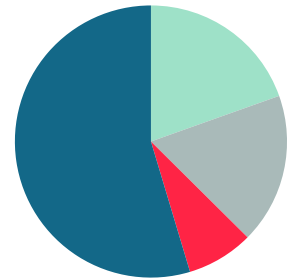


Inventory
 New Listings
1,140 = 31.94%
 Start Inventory
2,429
 Total Inventory Units
3,569
 Volume
\$1,177,477,234

Market Activity

Closed Sales
871 = 19.56%
 Pending Sales
796 = 17.88%
 Other Off Market
353 = 7.93%
 Active Inventory
2,433 = 54.64%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	789	871	10.39%	8,631	8,820	2.19%
Pending Sales	816	796	-2.45%	8,906	9,213	3.45%
New Listings	1,181	1,140	-3.47%	13,359	12,490	-6.50%
Average List Price	218,236	218,210	-0.01%	212,180	216,162	1.88%
Average Sale Price	211,440	213,018	0.75%	206,571	210,854	2.07%
Average Percent of Selling Price to List Price	97.67%	97.55%	-0.12%	97.58%	97.77%	0.19%
Average Days on Market to Sale	42.26	38.36	-9.24%	42.86	38.29	-10.66%
Monthly Inventory	3,159	2,433	-22.98%	3,159	2,433	-22.98%
Months Supply of Inventory	3.75	2.87	-23.54%	3.75	2.87	-23.54%

Absorption: Last 12 months, an Average of **849** Sales/Month

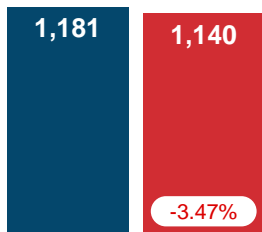
Inventory on October 31, 2019 = **2,433**

2018 **2019**

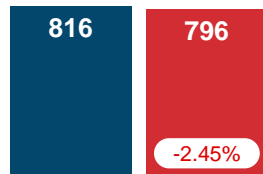
OCTOBER MARKET

AVERAGE PRICES

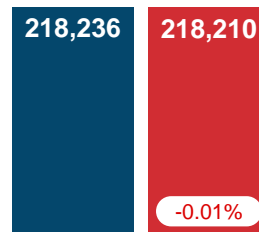
New Listings



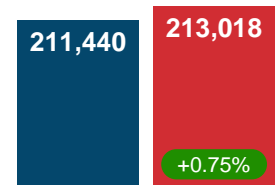
Pending Listings



List Price



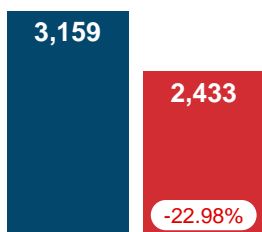
Sale Price



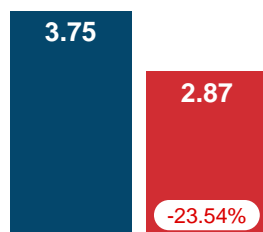
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

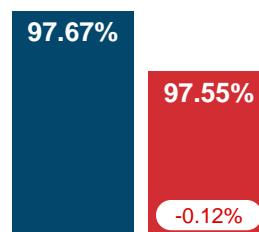
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

