

# October 2019



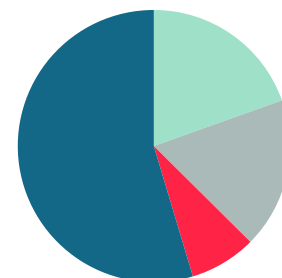
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	173,000	185,280	7.10%
Median Sale Price	170,000	183,000	7.65%
Median Percent of Selling Price to List Price	98.46%	98.74%	0.28%
Median Days on Market to Sale	26.00	19.00	-26.92%
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.

#### 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 **7.65%** in October 2019 to \$183,000 versus the previous year at \$170,000.

#### Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 7.00 days or **26.92%** in October 2019 compared to last year's same month at **26.00** DOM.

#### Sales Success for October 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 1,140 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
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<b>Inventory</b>	<b>5</b>
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<b>Median List Price at Closing</b>	<b>8</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®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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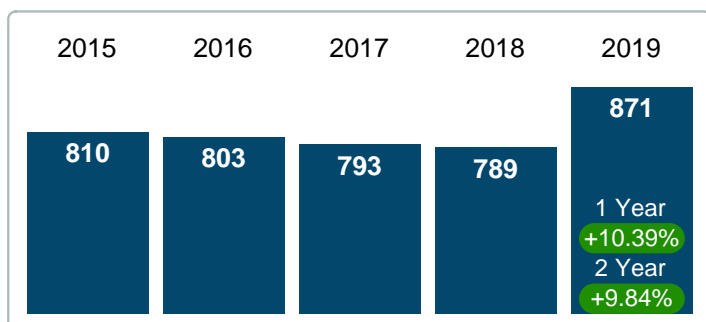
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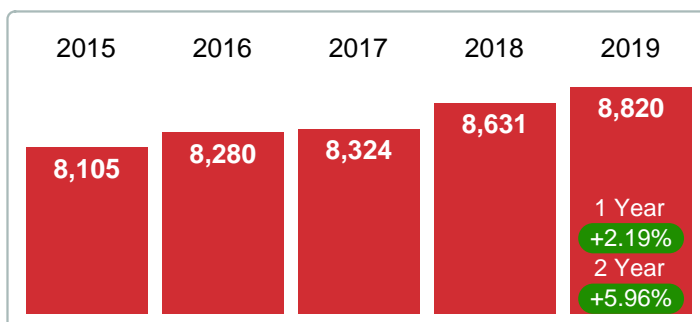
## CLOSED LISTINGS

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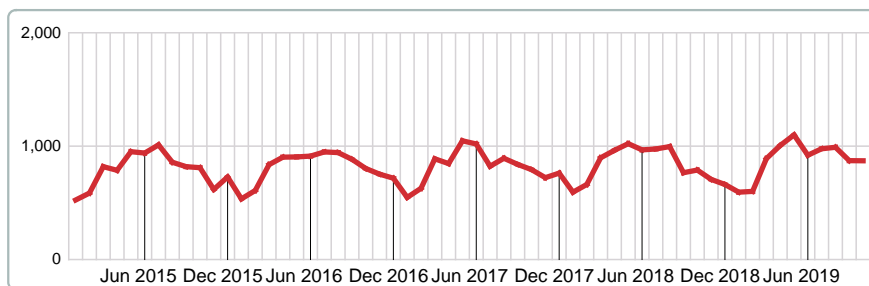
### OCTOBER



### YEAR TO DATE (YTD)

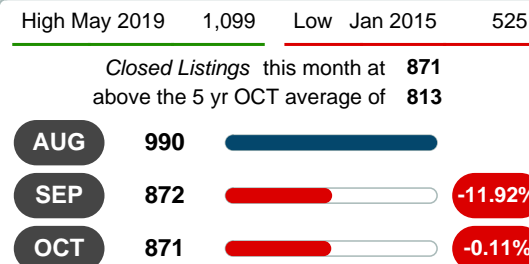


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 813



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	82	9.41%	29.5	38	35	8	1
\$75,001 - \$100,000	63	7.23%	8.0	19	40	4	0
\$100,001 - \$150,000	164	18.83%	13.0	16	126	21	1
\$150,001 - \$200,000	200	22.96%	17.0	15	125	56	4
\$200,001 - \$275,000	163	18.71%	21.0	5	89	63	6
\$275,001 - \$375,000	112	12.86%	40.5	2	37	66	7
\$375,001 and up	87	9.99%	34.0	2	23	45	17
<b>Total Closed Units</b>	<b>871</b>			<b>97</b>	<b>475</b>	<b>263</b>	<b>36</b>
<b>Total Closed Volume</b>	<b>185,538,250</b>	<b>100%</b>	<b>19.0</b>	<b>10.52M</b>	<b>88.41M</b>	<b>72.57M</b>	<b>14.05M</b>
<b>Median Closed Price</b>	<b>\$183,000</b>			<b>\$82,500</b>	<b>\$167,500</b>	<b>\$253,000</b>	<b>\$346,500</b>

# October 2019



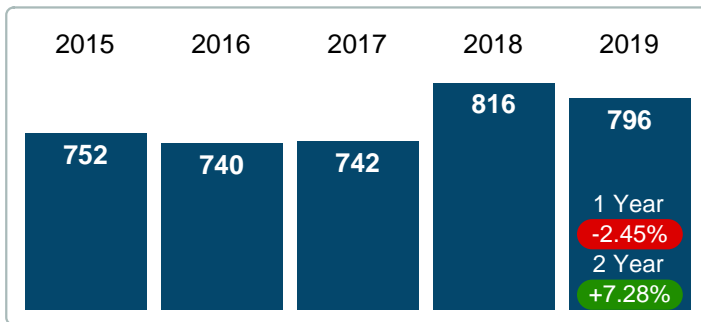
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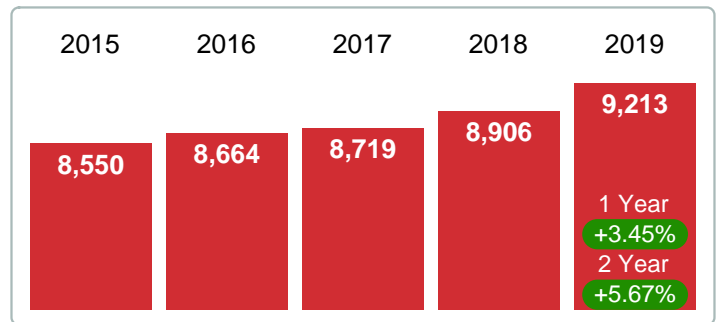
## PENDING LISTINGS

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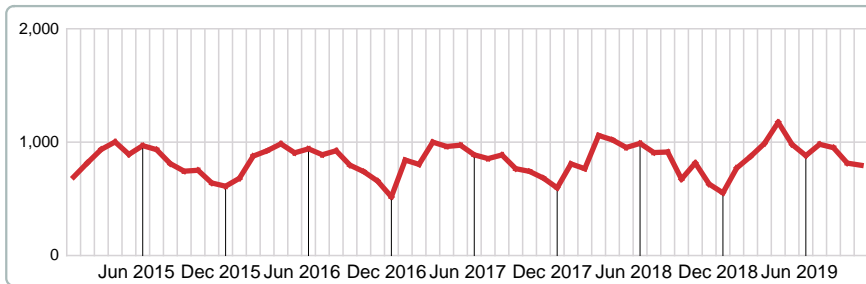
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

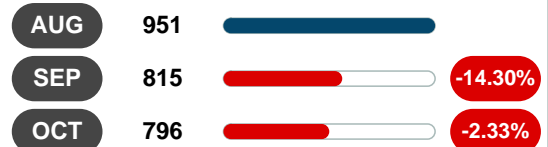


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	59	7.41%	17.0	34	21	4	0
\$50,001 - \$100,000	89	11.18%	14.0	30	54	5	0
\$100,001 - \$125,000	68	8.54%	11.0	5	56	6	1
\$125,001 - \$200,000	267	33.54%	15.0	18	195	48	6
\$200,001 - \$275,000	127	15.95%	27.0	5	57	60	5
\$275,001 - \$375,000	96	12.06%	46.0	2	27	61	6
\$375,001 and up	90	11.31%	45.0	2	13	56	19
<b>Total Pending Units</b>	<b>796</b>			<b>96</b>	<b>423</b>	<b>240</b>	<b>37</b>
<b>Total Pending Volume</b>	<b>175,080,396</b>	<b>100%</b>	<b>20.5</b>	<b>9.37M</b>	<b>72.81M</b>	<b>76.22M</b>	<b>16.68M</b>
<b>Median Listing Price</b>	<b>\$175,000</b>			<b>\$72,450</b>	<b>\$155,000</b>	<b>\$267,000</b>	<b>\$379,900</b>

# October 2019



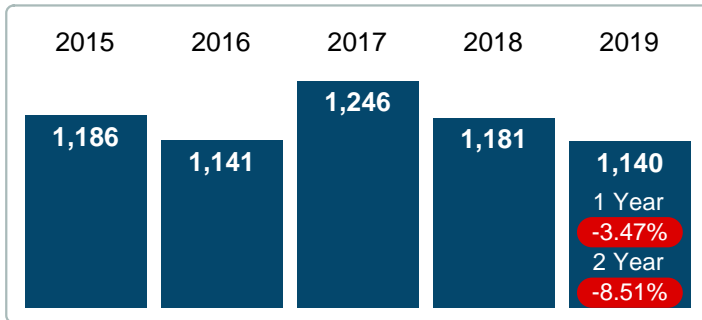
Area Delimited by County Of Tulsa - Residential Property Type



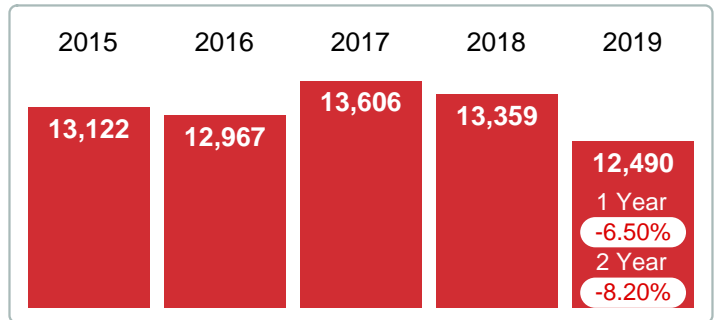
## NEW LISTINGS

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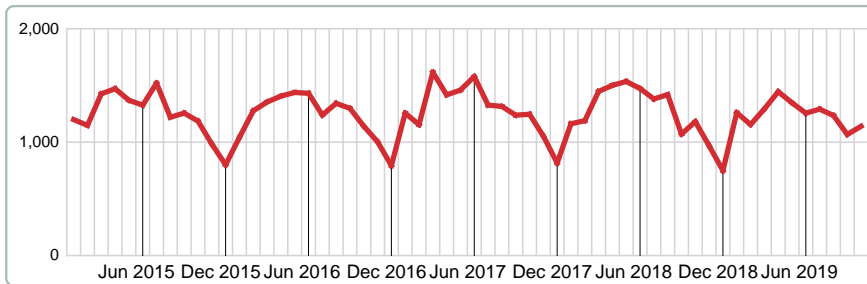
### OCTOBER



### YEAR TO DATE (YTD)

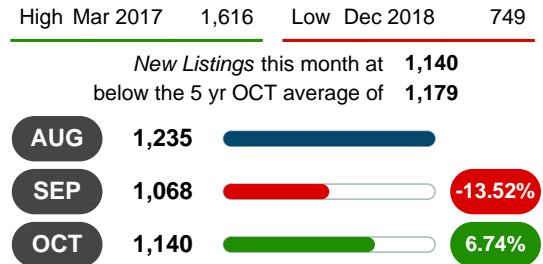


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 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
<b>Total New Listed Units</b>	<b>1,140</b>		<b>130</b>	<b>547</b>	<b>374</b>	<b>89</b>
<b>Total New Listed Volume</b>	<b>312,664,524</b>	<b>100%</b>	<b>14.21M</b>	<b>106.58M</b>	<b>134.60M</b>	<b>57.27M</b>
<b>Median New Listed Listing Price</b>	<b>\$212,500</b>		<b>\$84,400</b>	<b>\$165,729</b>	<b>\$311,250</b>	<b>\$464,500</b>

# October 2019



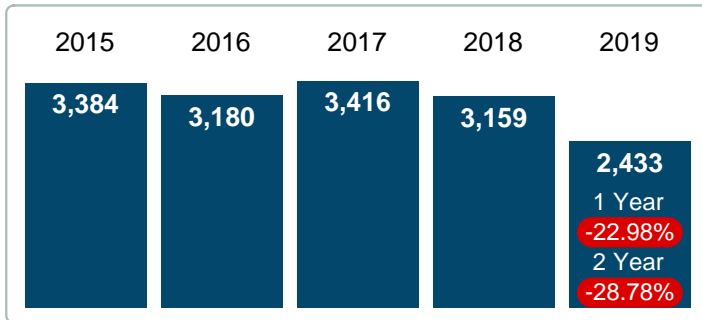
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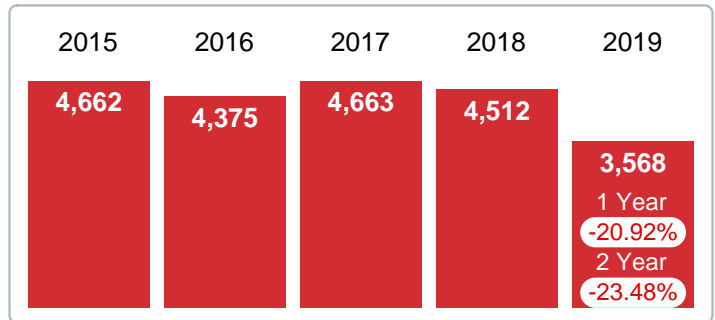
## ACTIVE INVENTORY

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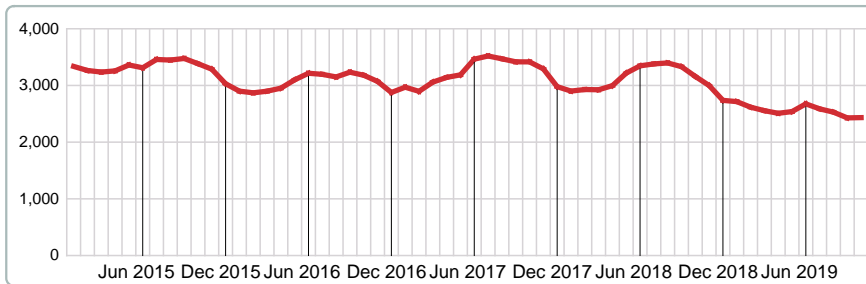
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 3,114

High Jul 2017 3,520 Low Sep 2019 2,428

Inventory this month at 2,433 below the 5 yr OCT average of 3,114



### 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	171	7.03%	56.0	89	71	10	1
\$75,001 - \$150,000	319	13.11%	38.0	68	226	20	5
\$150,001 - \$200,000	353	14.51%	45.0	31	222	96	4
\$200,001 - \$325,000	651	26.76%	48.0	28	262	315	46
\$325,001 - \$400,000	329	13.52%	70.0	5	87	197	40
\$400,001 - \$625,000	351	14.43%	65.0	1	67	196	87
\$625,001 and up	259	10.65%	72.0	1	16	115	127
Total Active Inventory by Units		2,433		223	951	949	310
Total Active Inventory by Volume		859,572,043	100%	27.95M	216.93M	387.43M	227.27M
Median Active Inventory Listing Price		\$269,900		\$99,900	\$193,500	\$344,900	\$540,000

# 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 %
<b>2,433</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 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



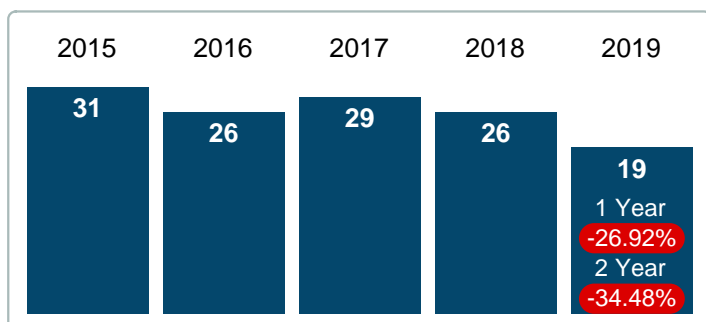
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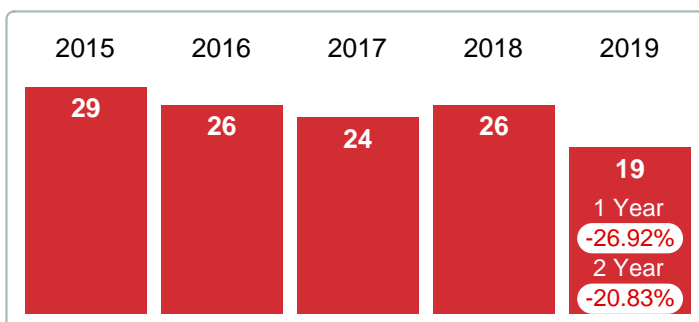
## MEDIAN DAYS ON MARKET TO SALE

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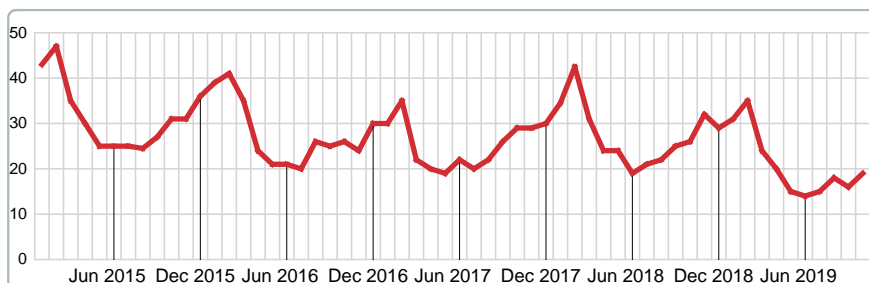
### OCTOBER



### YEAR TO DATE (YTD)

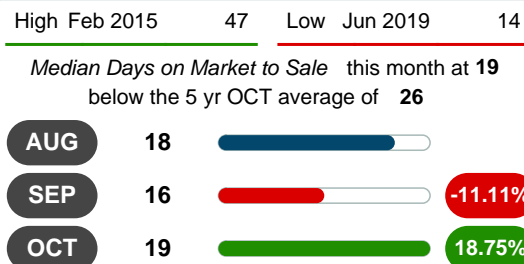


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 26



### 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	9.41%	30	41	17	33	61
\$75,001 - \$100,000	7.23%	8	8	8	45	0
\$100,001 - \$150,000	18.83%	13	12	13	18	1
\$150,001 - \$200,000	22.96%	17	19	12	25	10
\$200,001 - \$275,000	18.71%	21	26	17	35	15
\$275,001 - \$375,000	12.86%	41	44	16	61	103
\$375,001 and up	9.99%	34	42	7	31	109
Median Closed DOM		19	18	13	35	67
Total Closed Units	100%	871	97	475	263	36
Total Closed Volume		185,538,250	10.52M	88.41M	72.57M	14.05M



# October 2019



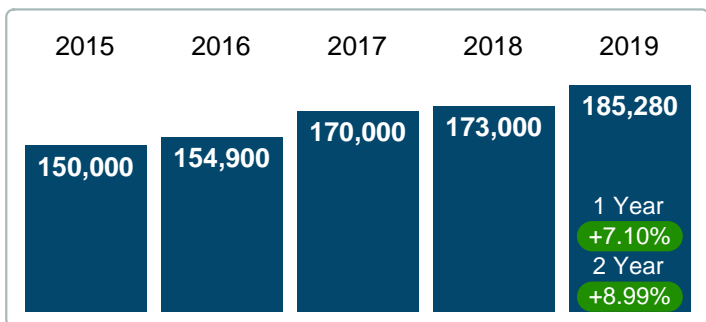
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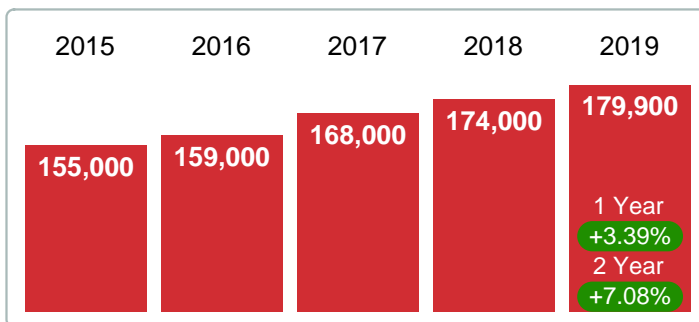
## MEDIAN LIST PRICE AT CLOSING

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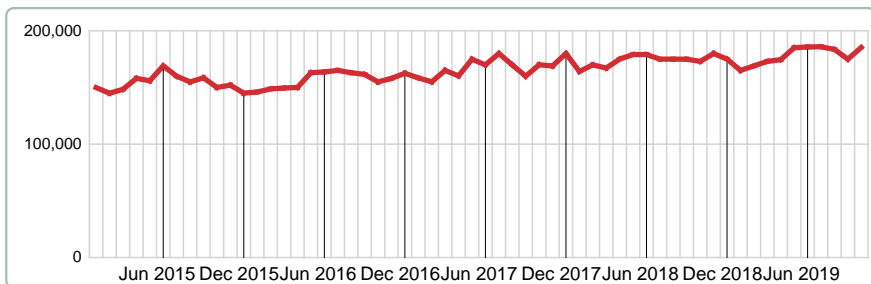
### OCTOBER



### YEAR TO DATE (YTD)

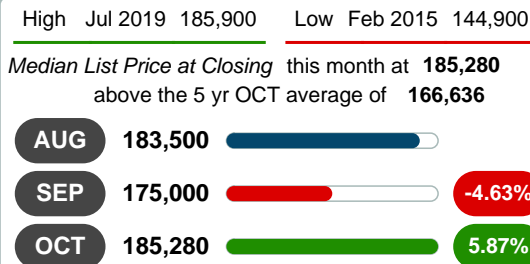


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 166,636



### 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	81	9.30%	54,900	55,000	54,500	52,450	39,900
\$75,001 - \$100,000	53	6.08%	87,500	83,750	91,450	89,900	0
\$100,001 - \$150,000	169	19.40%	130,000	117,000	130,000	139,995	103,900
\$150,001 - \$200,000	200	22.96%	179,900	175,000	177,500	179,900	174,450
\$200,001 - \$275,000	168	19.29%	237,084	220,000	230,000	239,900	247,950
\$275,001 - \$375,000	111	12.74%	311,000	287,400	316,621	313,000	315,000
\$375,001 and up	89	10.22%	482,500	440,000	483,750	469,900	517,500
Median List Price			185,280	84,900	168,500	255,000	356,000
Total Closed Units		100%	185,280	97	475	263	36
Total Closed Volume			190,061,124	10.95M	90.21M	74.32M	14.57M



# October 2019



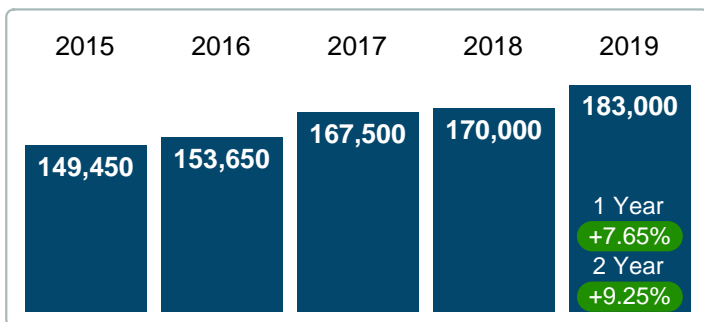
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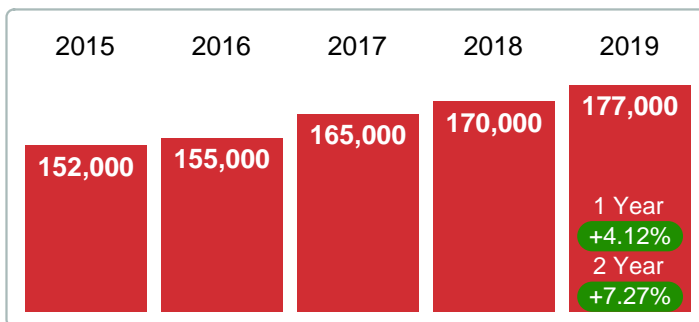
## MEDIAN SOLD PRICE AT CLOSING

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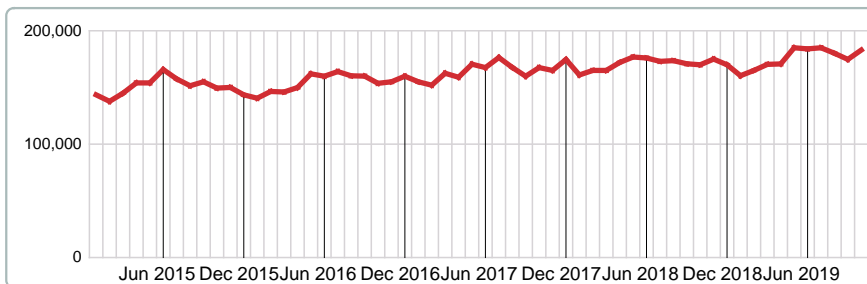
### OCTOBER



### YEAR TO DATE (YTD)

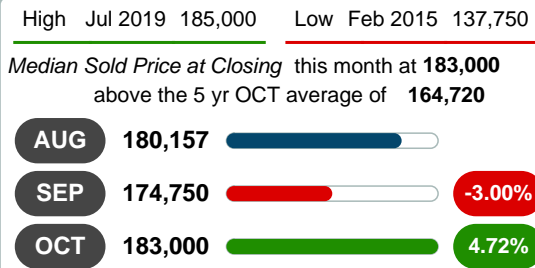


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 164,720



### 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	82	9.41%	51,000	50,001	55,000	52,500	25,000
\$75,001 - \$100,000	63	7.23%	87,000	82,000	89,250	86,500	0
\$100,001 - \$150,000	164	18.83%	130,000	121,500	129,500	139,900	103,900
\$150,001 - \$200,000	200	22.96%	177,000	176,000	175,000	179,950	174,000
\$200,001 - \$275,000	163	18.71%	236,000	220,000	234,000	239,900	244,450
\$275,001 - \$375,000	112	12.86%	309,000	283,500	310,000	310,000	300,000
\$375,001 and up	87	9.99%	475,200	425,000	475,000	485,000	479,000
Median Sold Price			183,000	82,500	167,500	253,000	346,500
Total Closed Units		100%	871	97	475	263	36
Total Closed Volume			185,538,250	10.52M	88.41M	72.57M	14.05M

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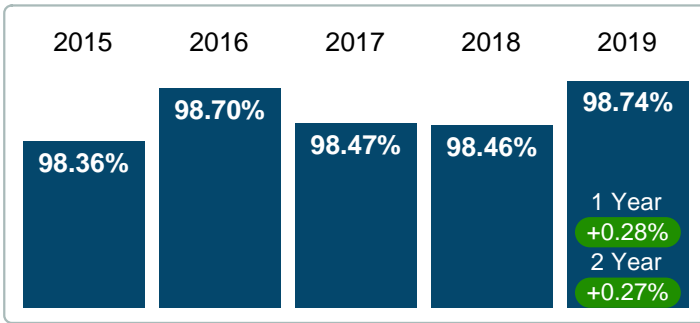
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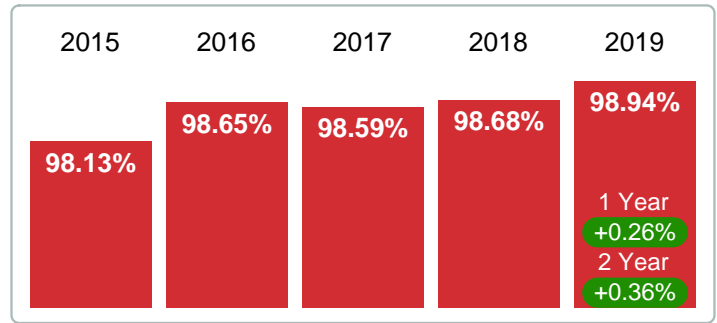
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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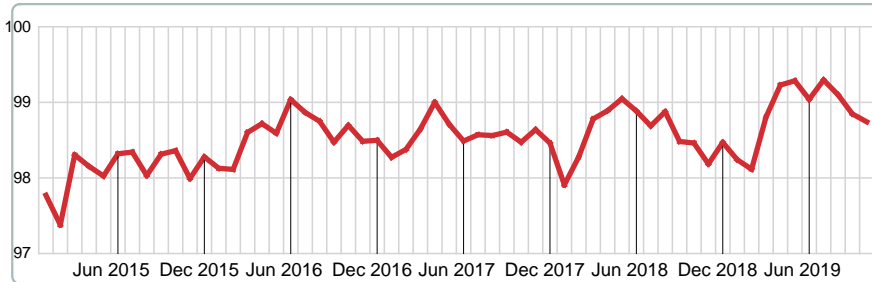
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

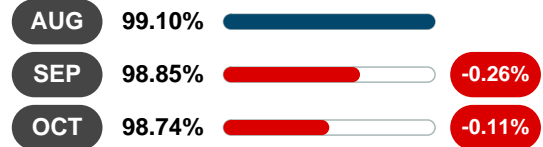


### 3 MONTHS

5 year OCT AVG = 98.55%

High Jul 2019 99.30% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **98.74%**  
equal to 5 yr OCT average of **98.55%**



### 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	82	9.41%	93.00%	93.02%	92.40%	93.42%	62.66%
\$75,001 - \$100,000	63	7.23%	97.07%	97.50%	96.15%	89.45%	0.00%
\$100,001 - \$150,000	164	18.83%	98.90%	98.62%	99.11%	98.64%	100.00%
\$150,001 - \$200,000	200	22.96%	99.63%	97.37%	100.00%	99.50%	98.30%
\$200,001 - \$275,000	163	18.71%	99.56%	95.89%	99.61%	99.38%	98.25%
\$275,001 - \$375,000	112	12.86%	98.69%	98.65%	98.85%	98.60%	99.45%
\$375,001 and up	87	9.99%	97.38%	96.51%	98.33%	96.99%	97.38%
Median Sold/List Ratio		98.74%		97.14%	99.04%	98.64%	97.85%
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



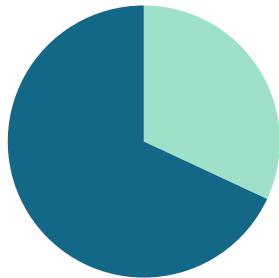
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

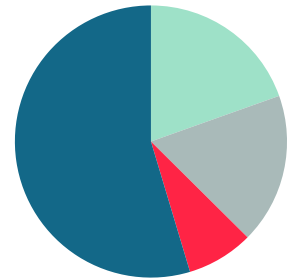


**Inventory**  
 New Listings  
**1,140 = 31.94%**  
 Start Inventory  
**2,429**  
 Total Inventory Units  
**3,569**  
 Volume  
**\$1,177,477,234**

### 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%
Median List Price	173,000	185,280	7.10%	174,000	179,900	3.39%
Median Sale Price	170,000	183,000	7.65%	170,000	177,000	4.12%
Median Percent of Selling Price to List Price	98.46%	98.74%	0.28%	98.68%	98.94%	0.26%
Median Days on Market to Sale	26.00	19.00	-26.92%	26.00	19.00	-26.92%
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

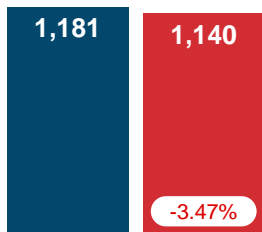
**Inventory** on October 31, 2019 = **2,433**

**2018** **2019**

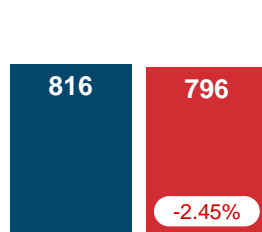
### OCTOBER MARKET

### MEDIAN PRICES

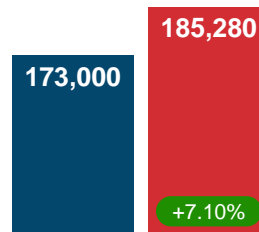
#### New Listings



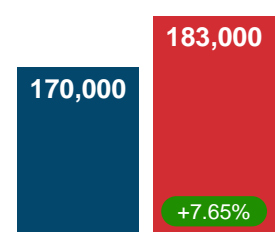
#### Pending Listings



#### List Price



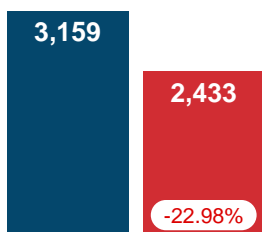
#### Sale Price



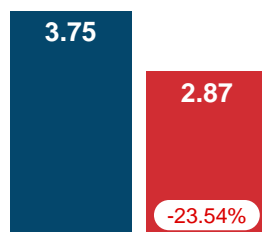
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

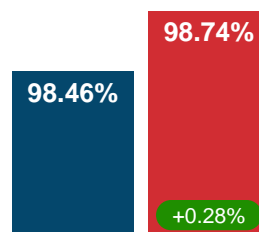
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

