

September 2019



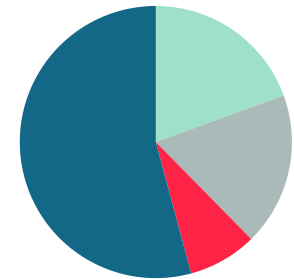
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	766	872	13.84%
Pending Listings	674	815	20.92%
New Listings	1,071	1,068	-0.28%
Median List Price	174,900	175,000	0.06%
Median Sale Price	170,875	174,750	2.27%
Median Percent of Selling Price to List Price	98.48%	98.85%	0.37%
Median Days on Market to Sale	25.00	16.00	-36.00%
End of Month Inventory	3,332	2,429	-27.10%
Months Supply of Inventory	3.95	2.88	-27.01%



■ Closed (19.45%)
■ Pending (18.18%)
■ Other OffMarket (8.19%)
■ Active (54.18%)

Absorption: Last 12 months, an Average of **842** Sales/Month
Active Inventory as of September 30, 2019 = **2,429**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **27.10%** to 2,429 existing homes available for sale. Over the last 12 months this area has had an average of 842 closed sales per month. This represents an unsold inventory index of **2.88** 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 **2.27%** in September 2019 to \$174,750 versus the previous year at \$170,875.

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 September 2019 compared to last year's same month at **25.00** DOM.

Sales Success for September 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 1,068 New Listings in September 2019, down **0.28%** from last year at 1,071. Furthermore, there were 872 Closed Listings this month versus last year at 766, a **13.84%** increase.

Closed versus Listed trends yielded a **81.6%** ratio, up from previous year's, September 2018, at **71.5%**, a **14.16%** 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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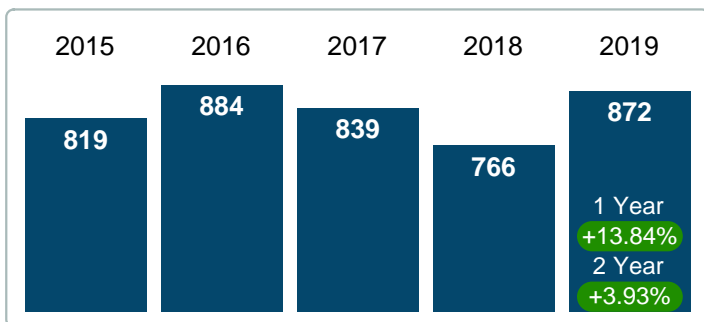
Area Delimited by County Of Tulsa - Residential Property Type



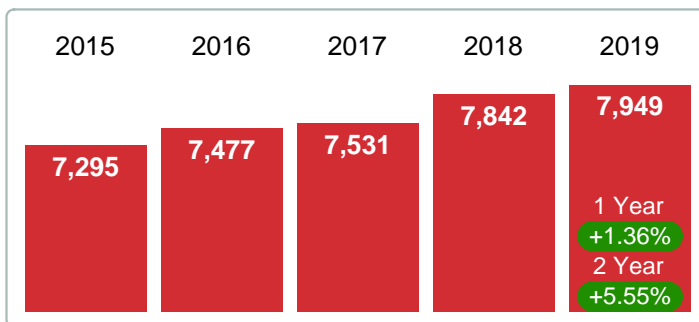
CLOSED LISTINGS

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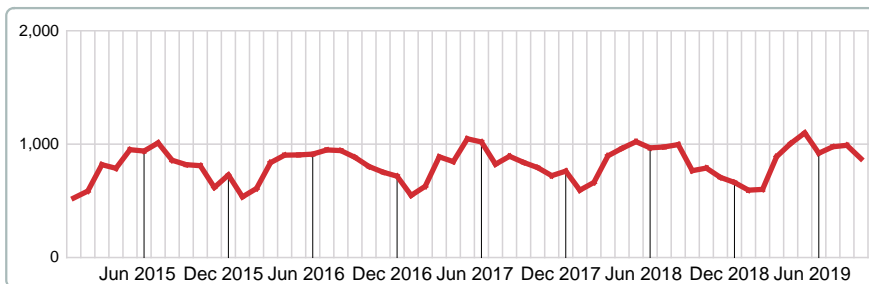
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 836

High May 2019 1,099 Low Jan 2015 525

Closed Listings this month at **872**
above the 5 yr SEP average of **836**

- JUL 977
- AUG 990 +1.33%
- SEP 872 -11.92%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	43	4.93%	18.0	29	14	0	0
\$50,001 - \$100,000	111	12.73%	14.0	30	72	9	0
\$100,001 - \$150,000	176	20.18%	11.0	20	140	13	3
\$150,001 - \$200,000	211	24.20%	14.0	14	155	38	4
\$200,001 - \$250,000	131	15.02%	17.0	3	71	51	6
\$250,001 - \$325,000	104	11.93%	21.5	7	32	53	12
\$325,001 and up	96	11.01%	48.5	2	19	45	30
Total Closed Units	872			105	503	209	55
Total Closed Volume	180,198,103	100%	16.0	11.37M	84.16M	56.88M	27.79M
Median Closed Price	\$174,750			\$84,500	\$157,900	\$240,000	\$340,000

September 2019



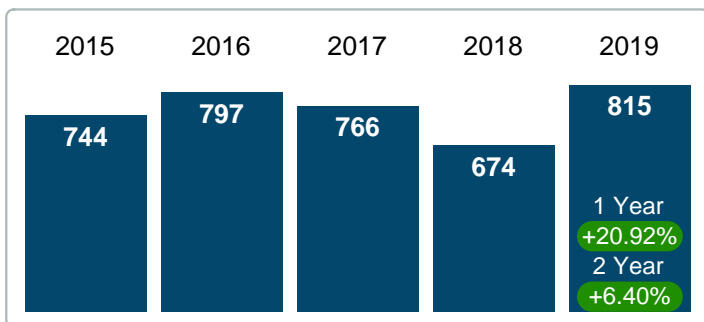
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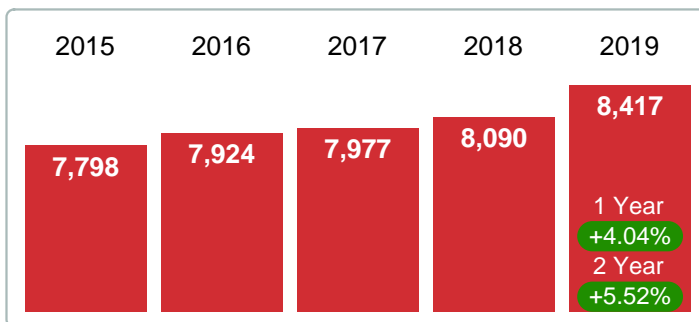
PENDING LISTINGS

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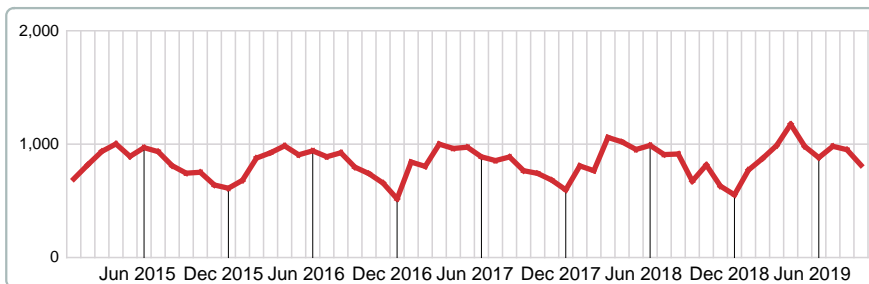
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

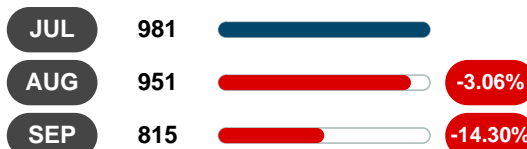


3 MONTHS

5 year SEP AVG = 759

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **815**
above the 5 yr SEP average of **759**



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	46	5.64%	31.0	28	15	2	1
\$50,001 - \$100,000	101	12.39%	12.0	38	53	9	1
\$100,001 - \$150,000	155	19.02%	14.0	21	116	17	1
\$150,001 - \$200,000	184	22.58%	20.0	13	121	48	2
\$200,001 - \$250,000	116	14.23%	37.0	5	69	38	4
\$250,001 - \$350,000	120	14.72%	26.5	1	37	71	11
\$350,001 and up	93	11.41%	31.0	4	27	48	14
Total Pending Units	815			110	438	233	34
Total Pending Volume	171,269,434	100%	20.0	11.57M	81.74M	66.23M	11.74M
Median Listing Price	\$179,900			\$79,250	\$164,950	\$255,000	\$327,500

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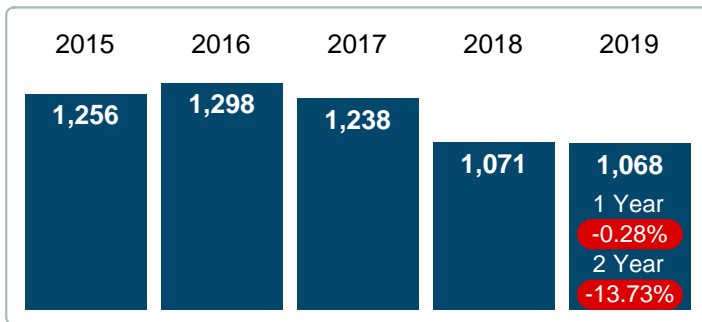
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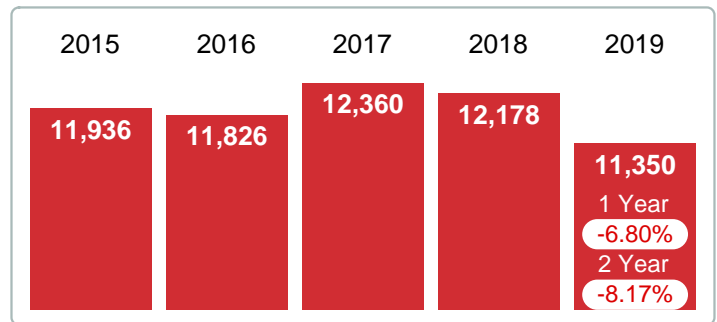
NEW LISTINGS

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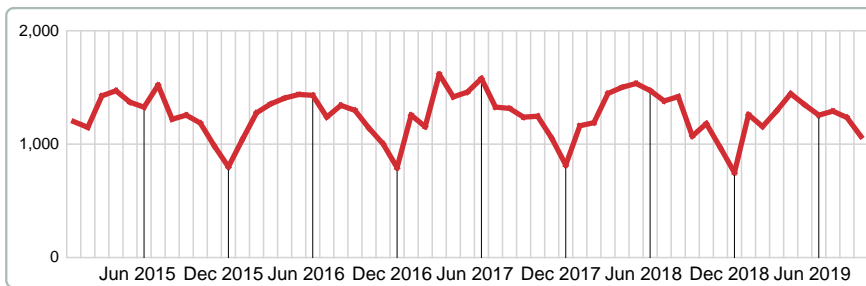
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YEAR TO DATE (YTD)

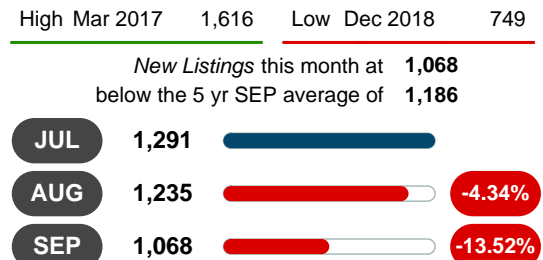


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,186



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	92	8.61%	54	33	5	0
\$75,001 - \$125,000	130	12.17%	39	82	7	2
\$125,001 - \$150,000	105	9.83%	10	79	13	3
\$150,001 - \$225,000	293	27.43%	15	198	74	6
\$225,001 - \$300,000	180	16.85%	7	66	92	15
\$300,001 - \$475,000	160	14.98%	7	52	85	16
\$475,001 and up	108	10.11%	0	16	56	36
Total New Listed Units	1,068		132	526	332	78
Total New Listed Volume	273,442,692	100%	15.12M	103.76M	112.87M	41.69M
Median New Listed Listing Price	\$199,900		\$86,700	\$172,000	\$285,000	\$419,700

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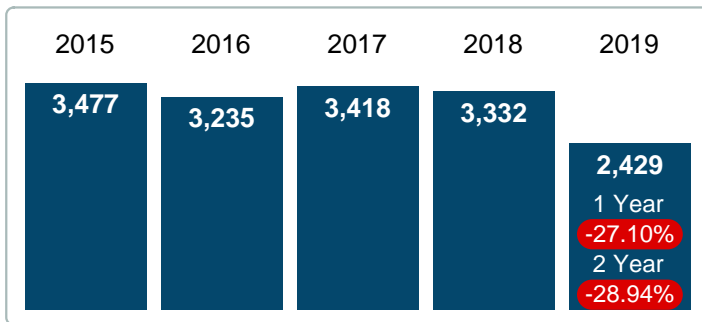
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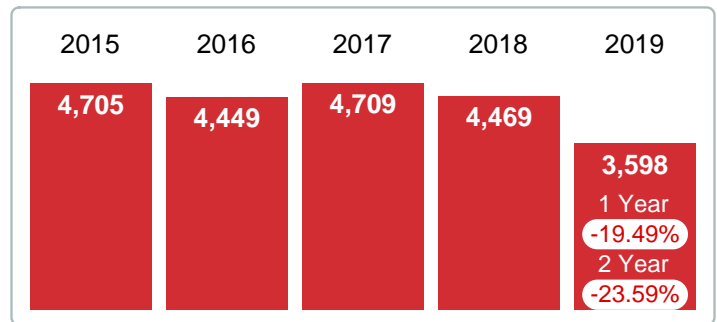
ACTIVE INVENTORY

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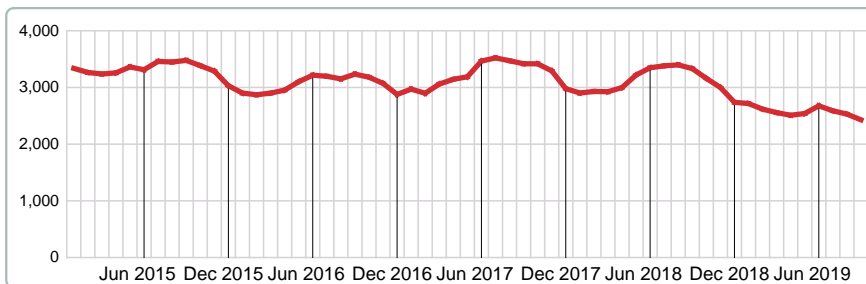
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

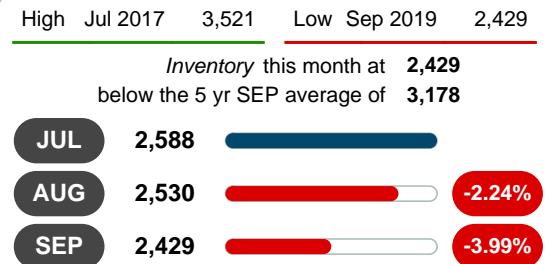


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3,178



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	181	7.45%	59.0	96	71	13	1
\$75,001 - \$150,000	321	13.22%	39.0	63	220	31	7
\$150,001 - \$200,000	380	15.64%	41.5	29	251	92	8
\$200,001 - \$325,000	628	25.85%	52.0	24	227	333	44
\$325,001 - \$425,000	355	14.62%	69.0	6	81	216	52
\$425,001 - \$650,000	321	13.22%	74.0	2	56	170	93
\$650,001 and up	243	10.00%	79.0	3	17	110	113
Total Active Inventory by Units	2,429			223	923	965	318
Total Active Inventory by Volume	864,812,710	100%	55.0	28.87M	210.14M	400.11M	225.69M
Median Active Inventory Listing Price	\$269,000			\$89,900	\$184,900	\$334,900	\$538,950

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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 SEPTEMBER

2015	2016	2017	2018	2019

INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
2,429	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 SEP AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	181	7.45%	2.15	2.49	1.73	3.06	3.00
\$75,001 - \$150,000	321	13.22%	1.40	1.82	1.28	1.52	3.00
\$150,001 - \$200,000	380	15.64%	1.90	2.52	1.83	1.90	2.40
\$200,001 - \$325,000	628	25.85%	2.83	3.27	2.68	2.92	2.84
\$325,001 - \$425,000	355	14.62%	6.16	4.80	5.20	6.37	7.61
\$425,001 - \$650,000	321	13.22%	9.63	12.00	8.10	9.40	11.39
\$650,001 and up	243	10.00%	15.11	12.00	8.87	13.33	19.94
Market Supply of Inventory (MSI)		2.88		2.38	2.01	3.90	7.54
		100%	2.88				
Total Active Inventory by Units		2,429		223	923	965	318

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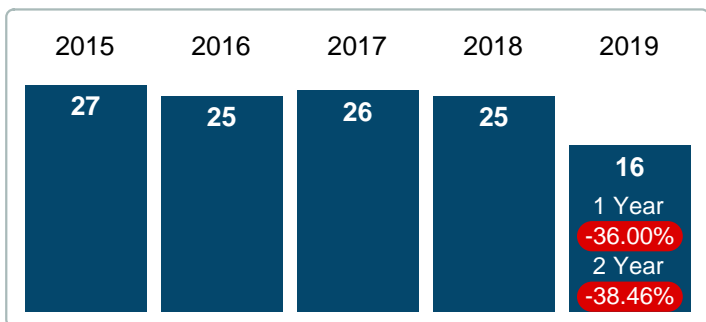
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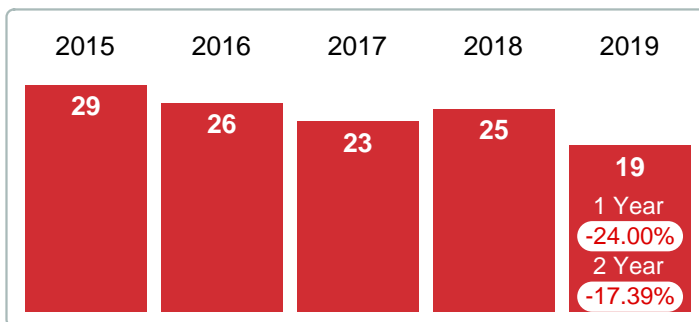
MEDIAN DAYS ON MARKET TO SALE

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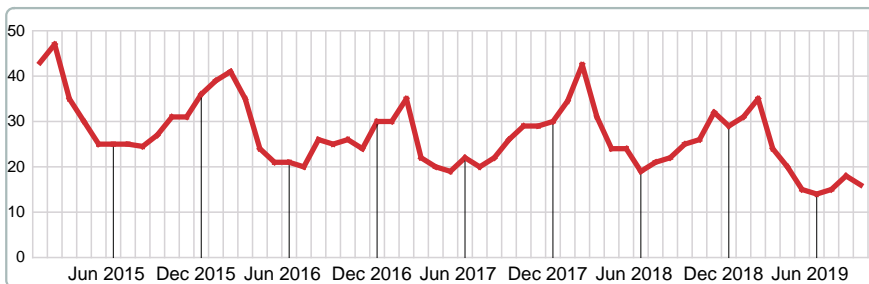
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 24

High Feb 2015 47 Low Jun 2019 14

Median Days on Market to Sale this month at 16 below the 5 yr SEP average of 24



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
\$50,000 and less	4.93%	18	18	20	0	0
\$50,001 - \$100,000	12.73%	14	23	12	13	0
\$100,001 - \$150,000	20.18%	11	11	11	13	11
\$150,001 - \$200,000	24.20%	14	31	11	24	4
\$200,001 - \$250,000	15.02%	17	64	14	23	74
\$250,001 - \$325,000	11.93%	22	25	21	20	40
\$325,001 and up	11.01%	49	1	17	62	50
Median Closed DOM		16	18	13	26	44
Total Closed Units	100%	872	105	503	209	55
Total Closed Volume		180,198,103	11.37M	84.16M	56.88M	27.79M

September 2019



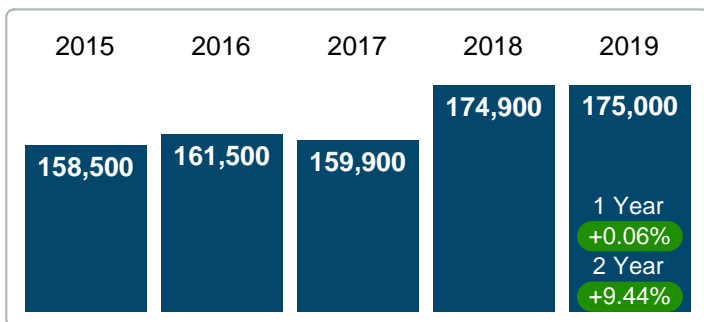
Area Delimited by County Of Tulsa - Residential Property Type



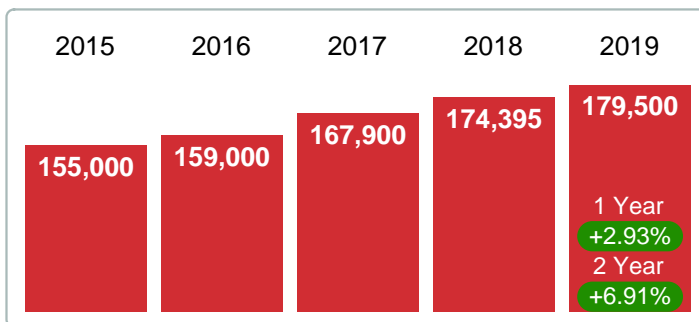
MEDIAN LIST PRICE AT CLOSING

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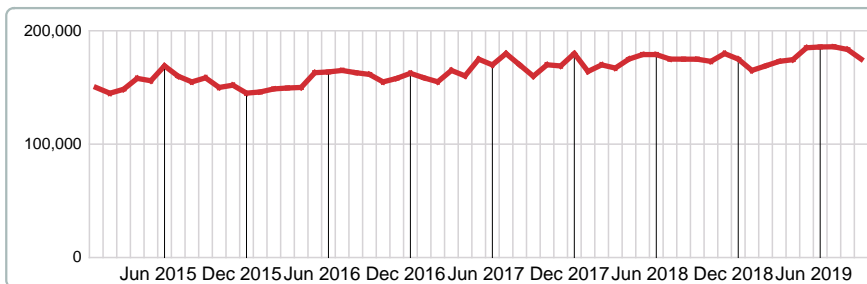
SEPTEMBER



YEAR TO DATE (YTD)

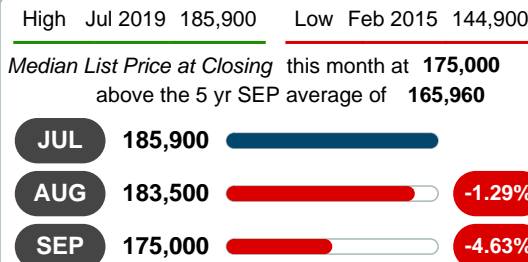


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 165,960



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
\$50,000 and less	4.47%	32,500	29,900	37,500	0	0
\$50,001 - \$100,000	12.61%	75,500	74,850	79,300	78,000	0
\$100,001 - \$150,000	20.41%	129,900	125,000	129,900	139,500	149,950
\$150,001 - \$200,000	22.94%	172,500	169,000	169,900	182,500	196,500
\$200,001 - \$250,000	15.94%	224,900	212,500	220,000	225,000	234,950
\$250,001 - \$325,000	11.93%	279,000	289,000	271,450	275,000	299,900
\$325,001 and up	11.70%	419,950	413,231	396,000	399,000	569,000
Median List Price		175,000	87,000	159,900	249,900	345,000
Total Closed Units	100%	175,000	105	503	209	55
Total Closed Volume		186,171,278	11.71M	86.10M	58.50M	29.86M

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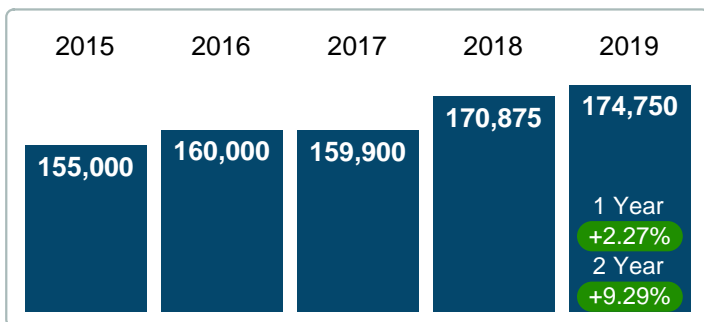
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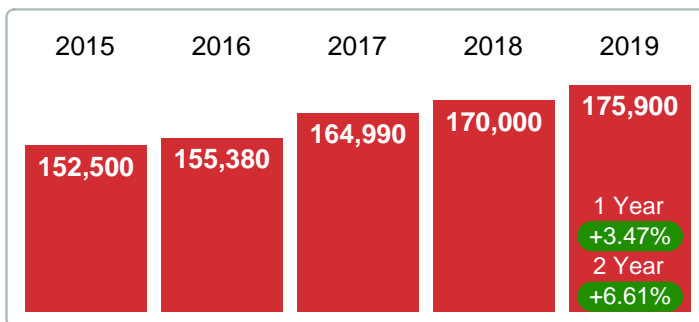
MEDIAN SOLD PRICE AT CLOSING

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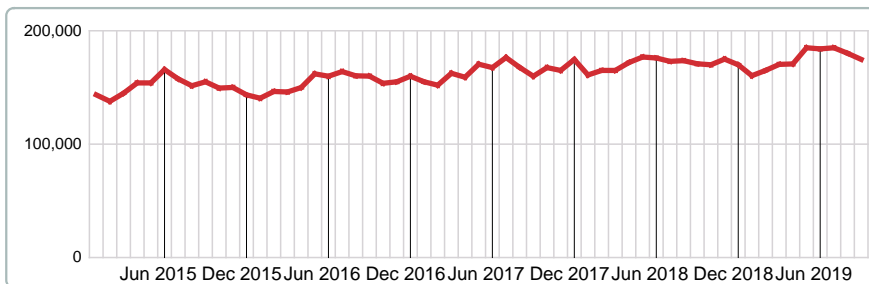
SEPTEMBER



YEAR TO DATE (YTD)

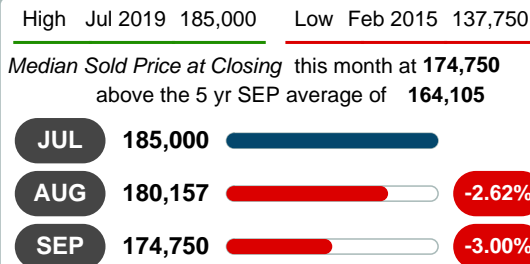


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 164,105



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
\$50,000 and less	43	4.93%	30,000	28,750	33,278	0	0
\$50,001 - \$100,000	111	12.73%	75,000	74,900	75,750	79,500	0
\$100,001 - \$150,000	176	20.18%	129,000	124,400	129,250	131,000	143,000
\$150,001 - \$200,000	211	24.20%	174,500	163,150	172,500	181,625	195,000
\$200,001 - \$250,000	131	15.02%	224,000	208,000	220,000	224,000	234,950
\$250,001 - \$325,000	104	11.93%	279,000	279,000	269,950	279,000	299,000
\$325,001 and up	96	11.01%	415,000	413,231	400,000	398,500	555,000
Median Sold Price			174,750	84,500	157,900	240,000	340,000
Total Closed Units		100%	872	105	503	209	55
Total Closed Volume			180,198,103	11.37M	84.16M	56.88M	27.79M

September 2019



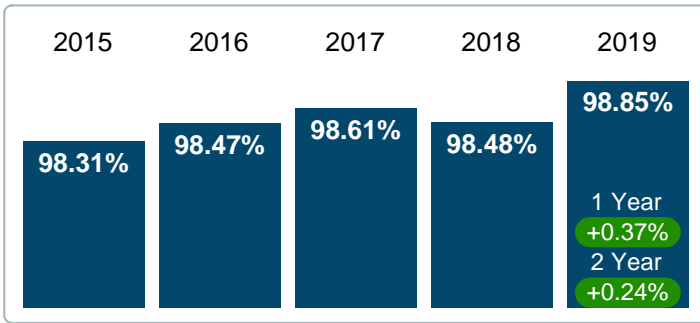
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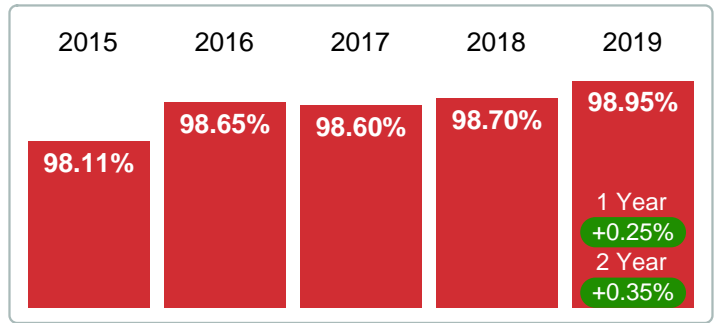
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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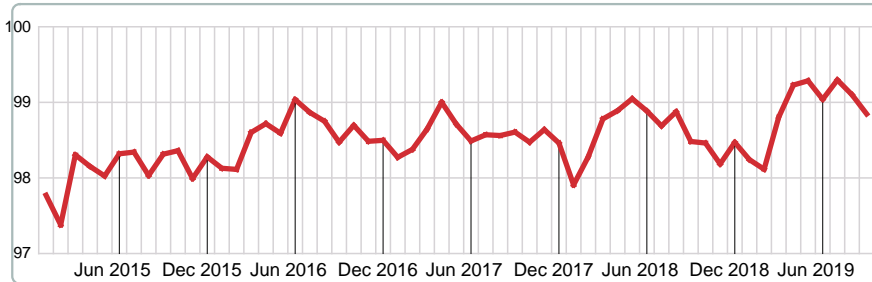
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

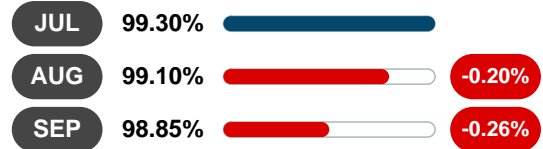


3 MONTHS

5 year SEP AVG = 98.54%

High Jul 2019 99.30% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **98.85%**
equal to 5 yr SEP average of **98.54%**



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
\$50,000 and less	43	4.93%	91.07%	91.67%	90.27%	0.00%	0.00%
\$50,001 - \$100,000	111	12.73%	97.70%	97.61%	100.00%	92.63%	0.00%
\$100,001 - \$150,000	176	20.18%	99.29%	100.00%	98.85%	100.00%	95.33%
\$150,001 - \$200,000	211	24.20%	100.00%	97.17%	100.00%	100.00%	99.21%
\$200,001 - \$250,000	131	15.02%	98.98%	97.77%	99.24%	98.64%	99.47%
\$250,001 - \$325,000	104	11.93%	98.93%	96.49%	100.00%	99.28%	97.25%
\$325,001 and up	96	11.01%	97.16%	100.00%	98.10%	97.18%	96.25%
Median Sold/List Ratio		98.85%		97.23%	100.00%	98.60%	97.14%
Total Closed Units		872	100%	105	503	209	55
Total Closed Volume		180,198,103		11.37M	84.16M	56.88M	27.79M

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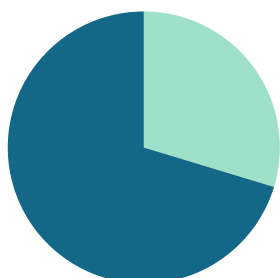
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

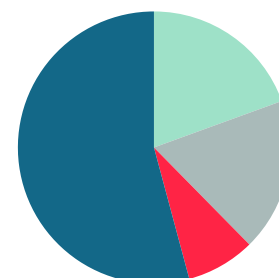


Inventory
 New Listings
1,068 = 29.68%
 Start Inventory
2,530
 Total Inventory Units
3,598
 Volume
\$1,173,182,798

Market Activity

Closed Sales
872 = 19.45%
 Pending Sales
815 = 18.18%
 Other Off Market
367 = 8.19%
 Active Inventory
2,429 = 54.18%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	766	872	13.84%	7,842	7,949	1.36%
Pending Sales	674	815	20.92%	8,090	8,417	4.04%
New Listings	1,071	1,068	-0.28%	12,178	11,350	-6.80%
Median List Price	174,900	175,000	0.06%	174,395	179,500	2.93%
Median Sale Price	170,875	174,750	2.27%	170,000	175,900	3.47%
Median Percent of Selling Price to List Price	98.48%	98.85%	0.37%	98.70%	98.95%	0.25%
Median Days on Market to Sale	25.00	16.00	-36.00%	25.00	19.00	-24.00%
Monthly Inventory	3,332	2,429	-27.10%	3,332	2,429	-27.10%
Months Supply of Inventory	3.95	2.88	-27.01%	3.95	2.88	-27.01%

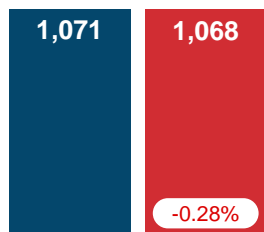
Absorption: Last 12 months, an Average of **842** Sales/Month

Inventory on September 30, 2019 = **2,429** 2018 2019

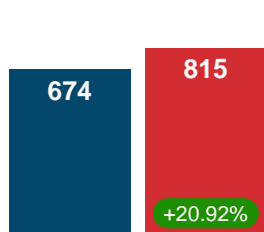
SEPTEMBER MARKET

MEDIAN PRICES

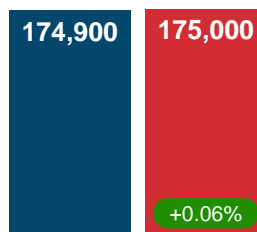
New Listings



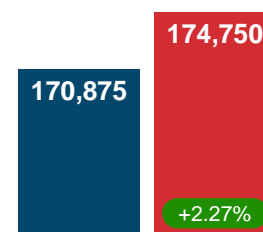
Pending Listings



List Price



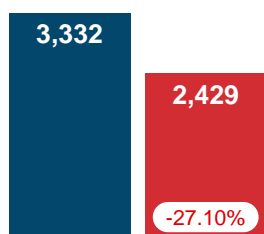
Sale Price



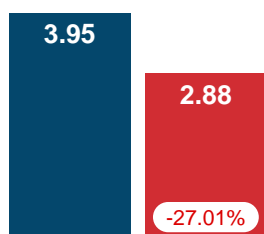
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

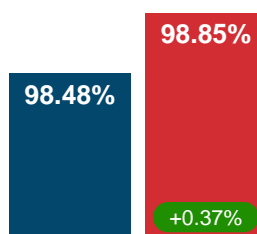
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

