

# April 2020



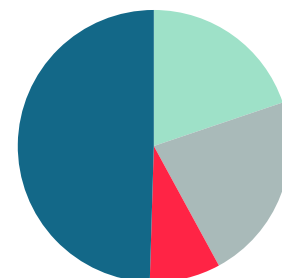
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	1,006	789	-21.57%
Pending Listings	1,175	886	-24.60%
New Listings	1,445	1,063	-26.44%
Median List Price	174,500	189,900	8.83%
Median Sale Price	170,740	187,000	9.52%
Median Percent of Selling Price to List Price	99.23%	99.74%	0.51%
Median Days on Market to Sale	20.00	11.00	-45.00%
End of Month Inventory	2,509	1,972	-21.40%
Months Supply of Inventory	3.02	2.34	-22.31%



■ Closed (19.81%)  
■ Pending (22.25%)  
■ Other OffMarket (8.41%)  
■ Active (49.52%)

**Absorption:** Last 12 months, an Average of **841** Sales/Month  
**Active Inventory** as of April 30, 2020 = **1,972**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **21.40%** to 1,972 existing homes available for sale. Over the last 12 months this area has had an average of 841 closed sales per month. This represents an unsold inventory index of **2.34** 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 **9.52%** in April 2020 to \$187,000 versus the previous year at \$170,740.

#### Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 9.00 days or **45.00%** in April 2020 compared to last year's same month at **20.00** DOM.

#### Sales Success for April 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,063 New Listings in April 2020, down **26.44%** from last year at 1,445. Furthermore, there were 789 Closed Listings this month versus last year at 1,006, a **-21.57%** decrease.

Closed versus Listed trends yielded a **74.2%** ratio, up from previous year's, April 2019, at **69.6%**, a **6.61%** 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>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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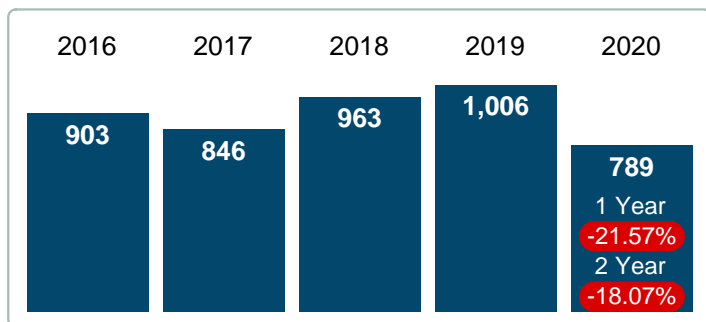
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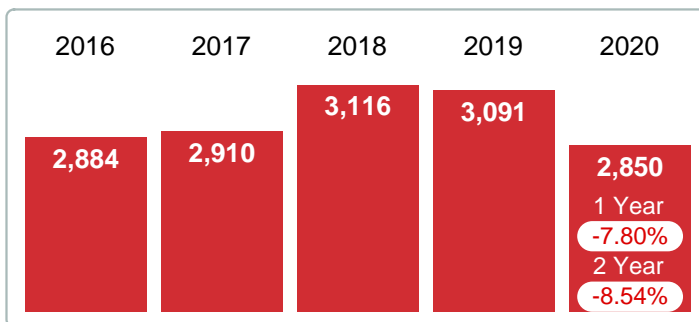
## CLOSED LISTINGS

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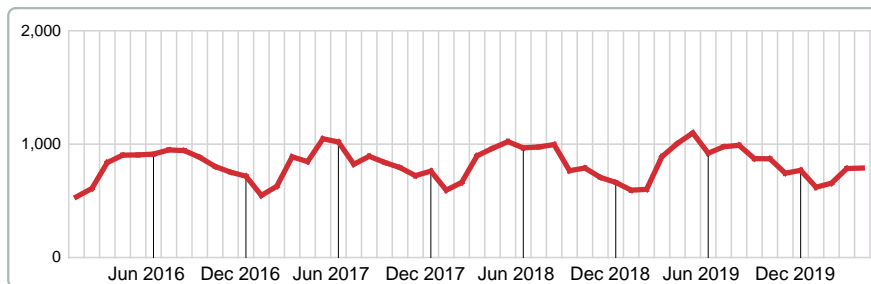
### APRIL



### YEAR TO DATE (YTD)

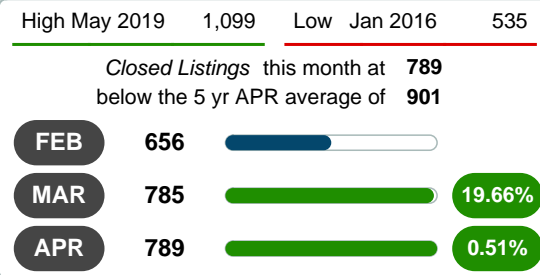


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 901



### 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	63	7.98%	21.0	30	30	3	0
\$75,001 - \$125,000	111	14.07%	5.0	30	76	4	1
\$125,001 - \$150,000	93	11.79%	6.0	6	80	7	0
\$150,001 - \$225,000	231	29.28%	12.0	11	155	61	4
\$225,001 - \$275,000	114	14.45%	18.0	4	48	55	7
\$275,001 - \$350,000	86	10.90%	11.0	2	27	48	9
\$350,001 and up	91	11.53%	15.0	1	18	60	12
<b>Total Closed Units</b>	<b>789</b>			<b>84</b>	<b>434</b>	<b>238</b>	<b>33</b>
<b>Total Closed Volume</b>	<b>169,946,460</b>	<b>100%</b>	<b>11.0</b>	<b>9.46M</b>	<b>78.21M</b>	<b>69.83M</b>	<b>12.45M</b>
<b>Median Closed Price</b>	<b>\$187,000</b>			<b>\$87,500</b>	<b>\$160,500</b>	<b>\$260,950</b>	<b>\$315,750</b>

# April 2020



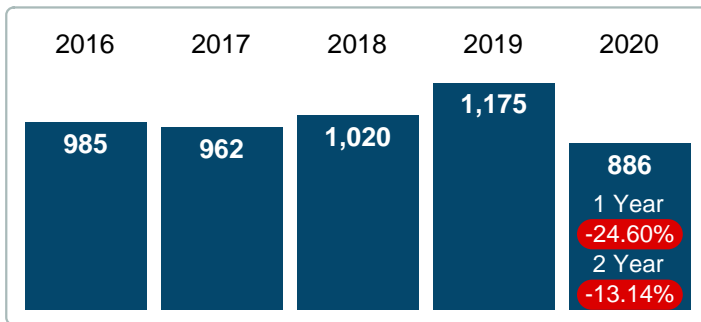
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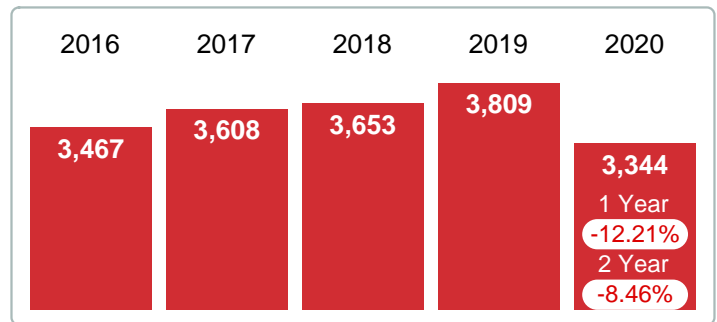
## PENDING LISTINGS

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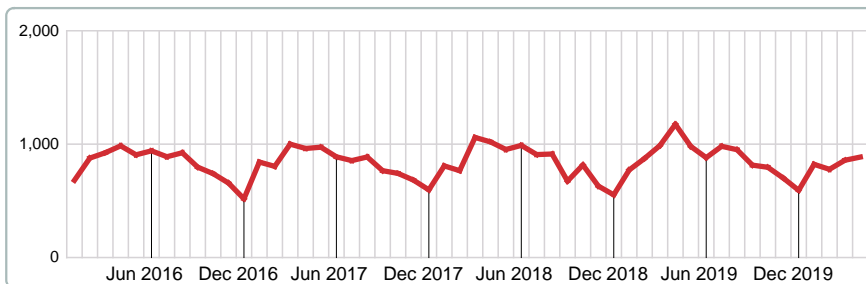
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

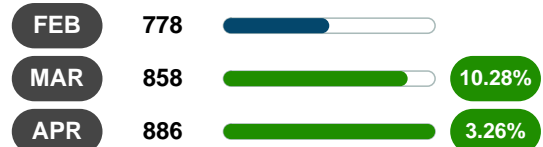


### 3 MONTHS

5 year APR AVG = 1,006

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **886**  
below the 5 yr APR average of **1,006**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	88	9.93%	22.5	36	44	7	1
\$100,001 - \$125,000	62	7.00%	7.0	13	43	6	0
\$125,001 - \$150,000	81	9.14%	7.0	9	65	7	0
\$150,001 - \$225,000	312	35.21%	12.0	21	204	84	3
\$225,001 - \$275,000	119	13.43%	17.0	5	43	66	5
\$275,001 - \$375,000	117	13.21%	16.0	3	28	71	15
\$375,001 and up	107	12.08%	35.0	2	25	61	19
<b>Total Pending Units</b>	<b>886</b>			<b>89</b>	<b>452</b>	<b>302</b>	<b>43</b>
<b>Total Pending Volume</b>	<b>206,141,710</b>	<b>100%</b>	<b>14.0</b>	<b>12.14M</b>	<b>87.79M</b>	<b>87.50M</b>	<b>18.70M</b>
<b>Median Listing Price</b>	<b>\$197,000</b>			<b>\$119,000</b>	<b>\$170,000</b>	<b>\$264,950</b>	<b>\$359,900</b>

# April 2020



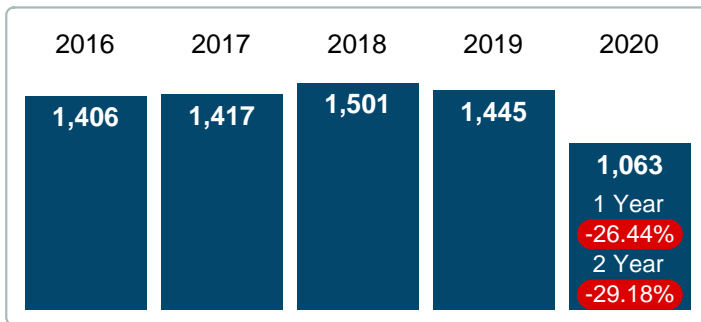
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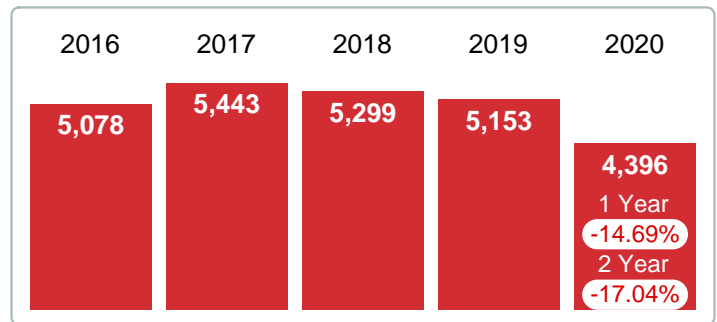
## NEW LISTINGS

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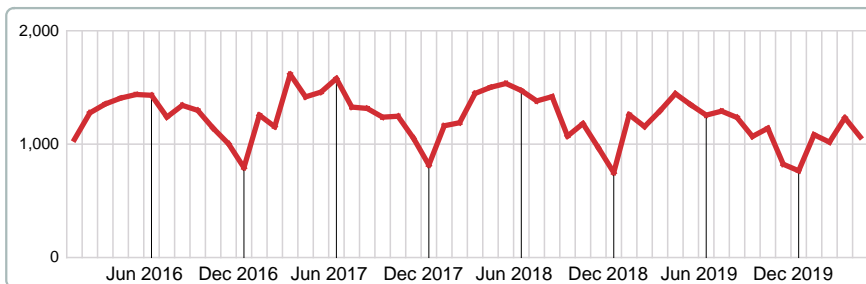
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 1,366

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at **1,063**  
 below the 5 yr APR average of **1,366**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	102	9.60%	41	55	4	2
\$100,001 - \$150,000	131	12.32%	17	104	10	0
\$150,001 - \$175,000	106	9.97%	8	85	13	0
\$175,001 - \$275,000	318	29.92%	11	159	134	14
\$275,001 - \$350,000	139	13.08%	3	51	70	15
\$350,001 - \$475,000	152	14.30%	1	40	87	24
\$475,001 and up	115	10.82%	4	11	56	44
<b>Total New Listed Units</b>	<b>1,063</b>		<b>85</b>	<b>505</b>	<b>374</b>	<b>99</b>
<b>Total New Listed Volume</b>	<b>306,410,442</b>	<b>100%</b>	<b>13.76M</b>	<b>105.82M</b>	<b>132.72M</b>	<b>54.10M</b>
<b>Median New Listed Listing Price</b>	<b>\$230,000</b>		<b>\$104,900</b>	<b>\$179,500</b>	<b>\$299,950</b>	<b>\$449,000</b>

# April 2020



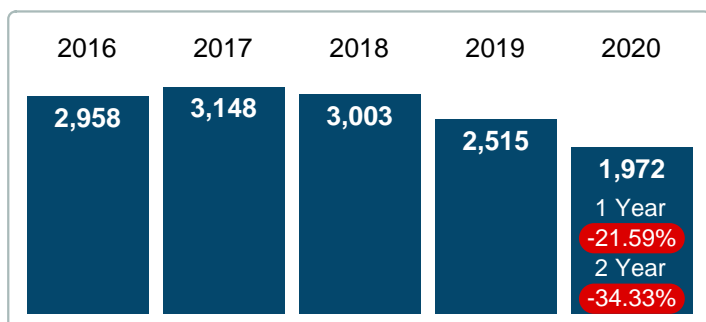
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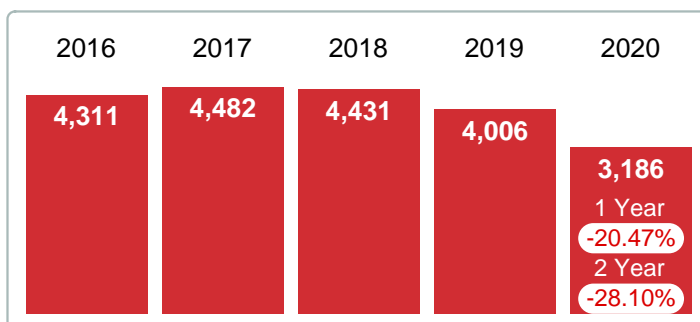
## ACTIVE INVENTORY

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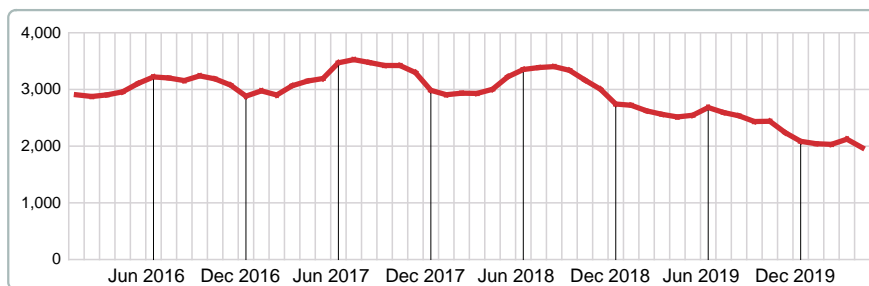
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2,719

High Jul 2017 3,526 Low Apr 2020 1,972

Inventory this month at 1,972 below the 5 yr APR average of 2,719



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	190	9.63%	48.5	89	84	15	2
\$100,001 - \$150,000	180	9.13%	51.0	56	104	18	2
\$150,001 - \$225,000	332	16.84%	41.0	27	204	93	8
\$225,001 - \$350,000	479	24.29%	43.0	23	179	232	45
\$350,001 - \$450,000	346	17.55%	50.0	4	100	189	53
\$450,001 - \$675,000	242	12.27%	64.0	4	42	134	62
\$675,001 and up	203	10.29%	64.0	3	12	89	99
<b>Total Active Inventory by Units</b>	<b>1,972</b>			<b>206</b>	<b>725</b>	<b>770</b>	<b>271</b>
<b>Total Active Inventory by Volume</b>	<b>741,095,491</b>	<b>100%</b>	<b>50.0</b>	<b>31.09M</b>	<b>188.58M</b>	<b>331.03M</b>	<b>190.40M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$295,900</b>			<b>\$117,978</b>	<b>\$210,000</b>	<b>\$369,900</b>	<b>\$517,000</b>

# April 2020



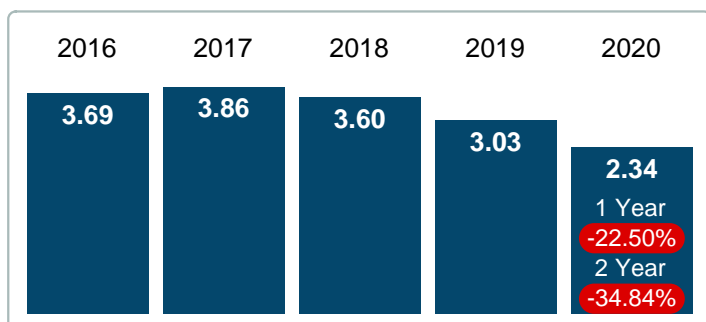
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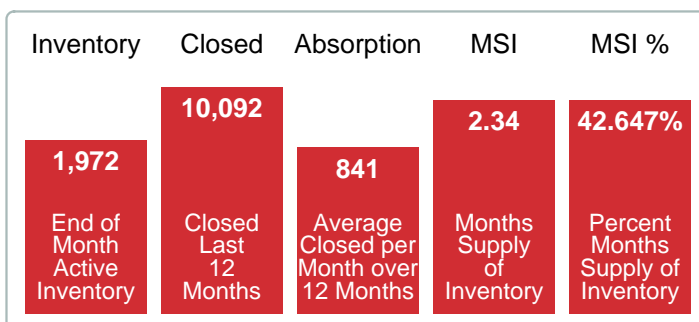
## MONTHS SUPPLY of INVENTORY (MSI)

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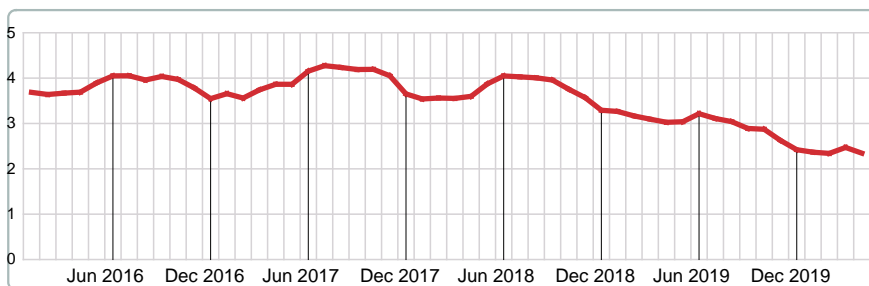
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020

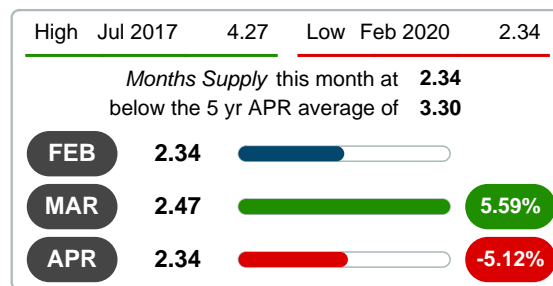


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 3.30



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	190	9.63%	1.50	1.72	1.24	2.25	4.00
\$100,001 - \$150,000	180	9.13%	1.11	3.08	0.82	1.17	1.26
\$150,001 - \$225,000	332	16.84%	1.26	1.76	1.20	1.29	1.52
\$225,001 - \$350,000	479	24.29%	2.54	4.52	2.58	2.36	2.87
\$350,001 - \$450,000	346	17.55%	6.23	4.36	7.27	5.55	7.85
\$450,001 - \$675,000	242	12.27%	7.98	48.00	6.63	8.46	7.67
\$675,001 and up	203	10.29%	14.00	18.00	5.76	11.87	20.84
Market Supply of Inventory (MSI)			2.34	2.25	1.59	3.08	6.36
Total Active Inventory by Units		100%	2.34	206	725	770	271

# April 2020



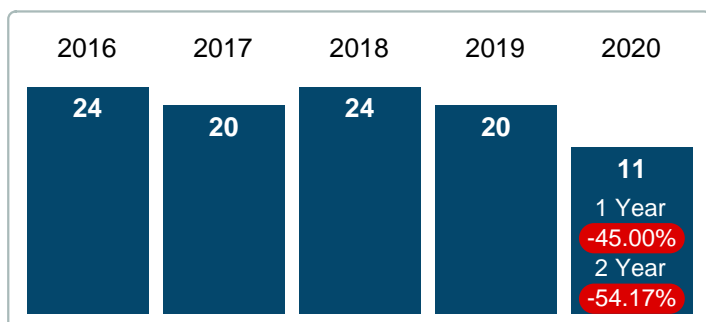
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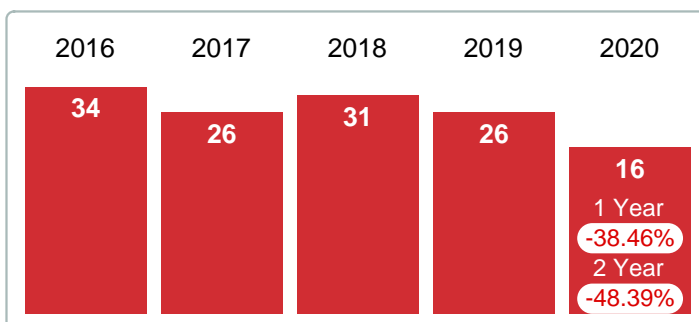
## MEDIAN DAYS ON MARKET TO SALE

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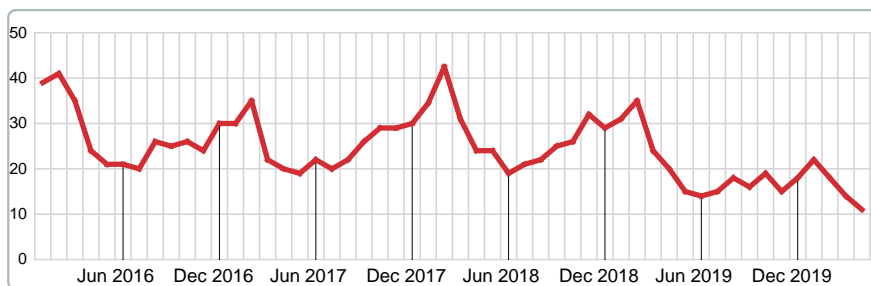
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

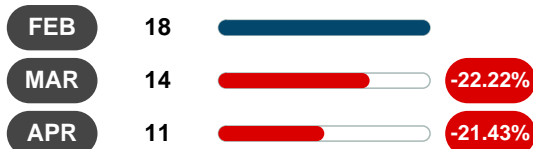


### 3 MONTHS

5 year APR AVG = 20

High Feb 2018 43 Low Apr 2020 11

Median Days on Market to Sale this month at 11 below the 5 yr APR average of 20



### 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	7.98%	21	25	19	24	0
\$75,001 - \$125,000	14.07%	5	10	5	4	44
\$125,001 - \$150,000	11.79%	6	14	5	6	0
\$150,001 - \$225,000	29.28%	12	17	11	15	19
\$225,001 - \$275,000	14.45%	18	98	17	17	31
\$275,001 - \$350,000	10.90%	11	46	14	12	5
\$350,001 and up	11.53%	15	1	13	18	11
Median Closed DOM		11	14	9	15	8
Total Closed Units	100%	789	84	434	238	33
Total Closed Volume		169,946,460	9.46M	78.21M	69.83M	12.45M



# April 2020



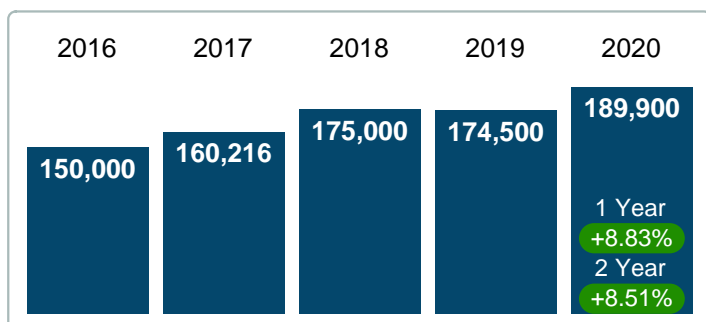
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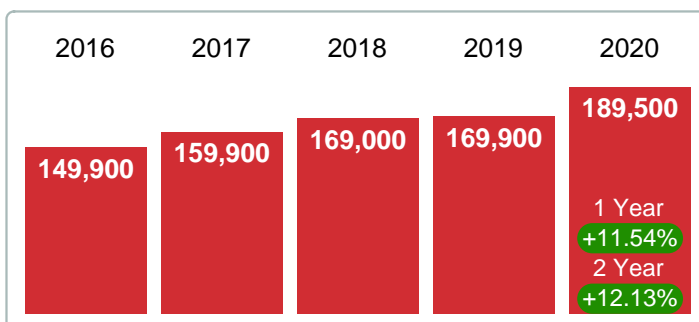
## MEDIAN LIST PRICE AT CLOSING

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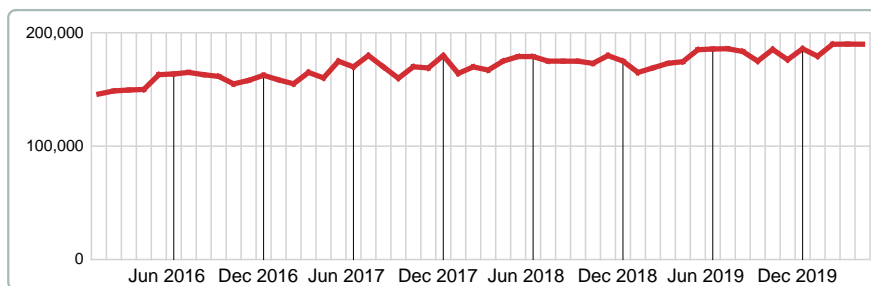
### APRIL



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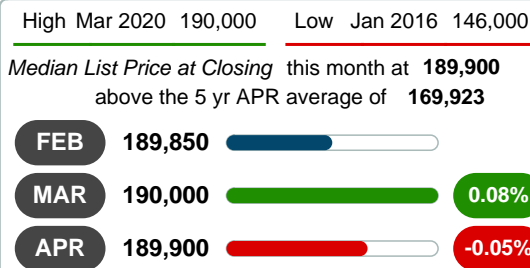


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 169,923



### 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	7.98%	49,900	42,900	56,000	54,400	0
\$75,001 - \$125,000	13.94%	105,000	94,450	110,000	115,500	100,000
\$125,001 - \$150,000	12.17%	139,900	139,950	139,900	145,500	0
\$150,001 - \$225,000	27.88%	186,250	168,450	180,000	189,900	200,000
\$225,001 - \$275,000	15.34%	248,900	252,000	245,000	249,214	254,450
\$275,001 - \$350,000	11.41%	309,500	307,000	314,950	304,900	319,000
\$350,001 and up	11.28%	449,900	849,000	420,000	439,000	525,950
<b>Median List Price</b>		<b>189,900</b>	<b>89,250</b>	<b>162,750</b>	<b>265,000</b>	<b>319,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>189,900</b>	<b>84</b>	<b>434</b>	<b>238</b>	<b>33</b>
<b>Total Closed Volume</b>		<b>172,453,179</b>	<b>9.82M</b>	<b>79.07M</b>	<b>70.96M</b>	<b>12.59M</b>



# April 2020



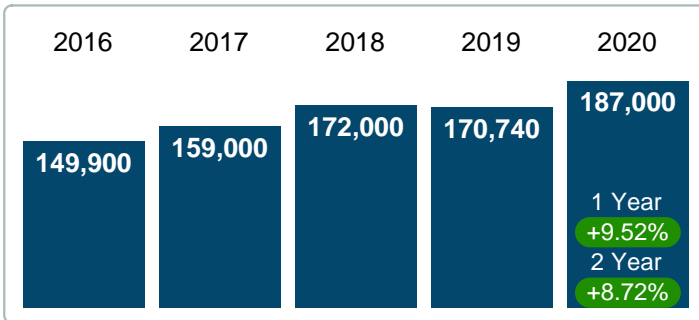
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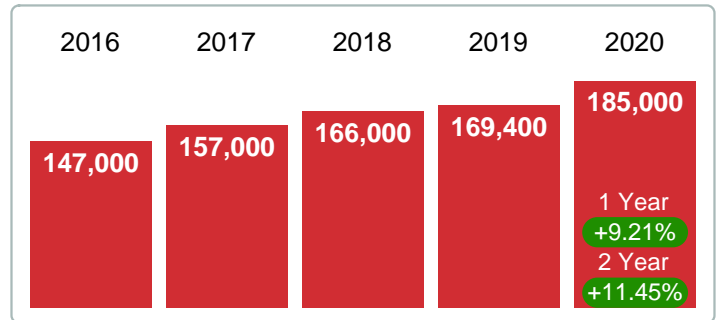
## MEDIAN SOLD PRICE AT CLOSING

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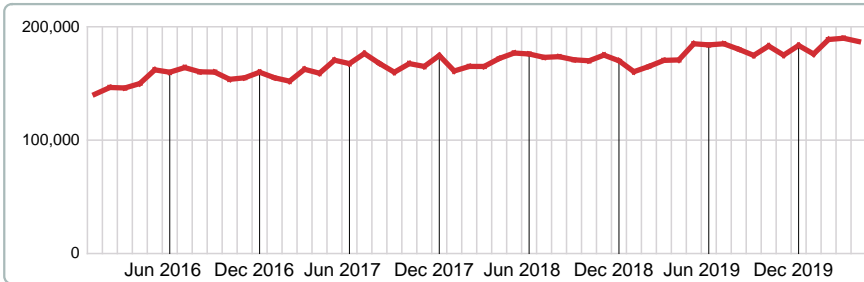
### APRIL



### YEAR TO DATE (YTD)

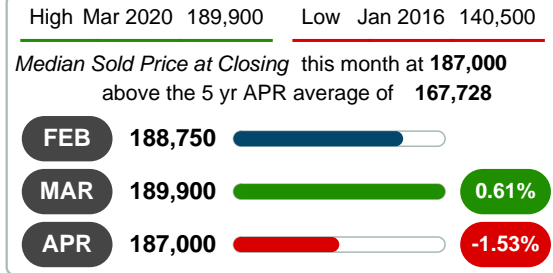


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 167,728



### 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	7.98%	49,500	39,950	53,750	48,000	0
\$75,001 - \$125,000	14.07%	104,000	92,250	107,125	109,000	120,000
\$125,001 - \$150,000	11.79%	139,000	141,000	138,750	146,000	0
\$150,001 - \$225,000	29.28%	182,000	170,000	177,000	187,500	196,000
\$225,001 - \$275,000	14.45%	247,250	240,925	247,750	247,000	250,950
\$275,001 - \$350,000	10.90%	304,000	301,900	309,000	300,000	315,750
\$350,001 and up	11.53%	420,000	849,000	409,500	417,500	515,950
<b>Median Sold Price</b>		<b>187,000</b>	<b>87,500</b>	<b>160,500</b>	<b>260,950</b>	<b>315,750</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>187,000</b>	<b>84</b>	<b>434</b>	<b>238</b>	<b>33</b>
<b>Total Closed Volume</b>		<b>169,946,460</b>	<b>9.46M</b>	<b>78.21M</b>	<b>69.83M</b>	<b>12.45M</b>

# April 2020



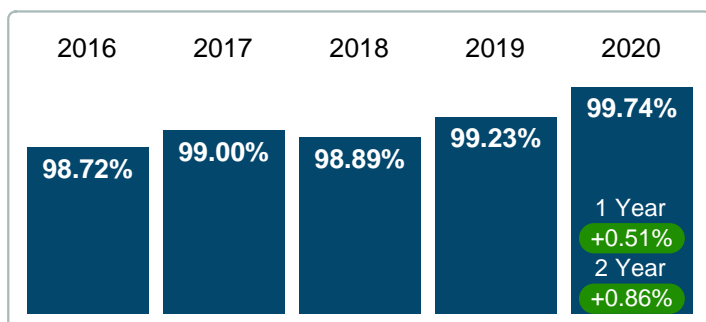
Area Delimited by County Of Tulsa - Residential Property Type



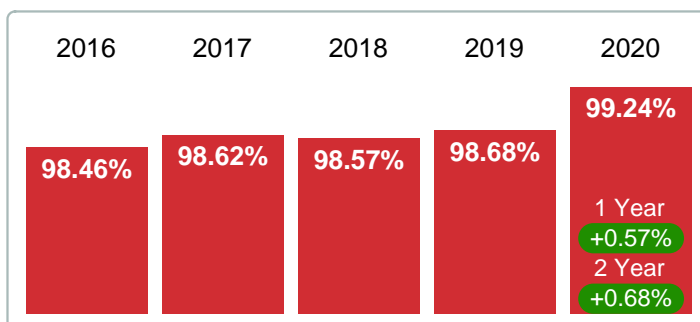
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

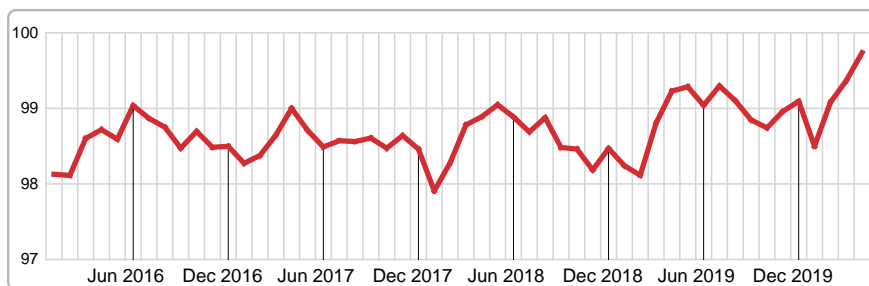
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

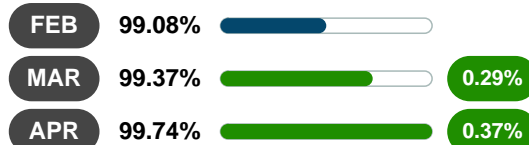


### 3 MONTHS

5 year APR AVG = 99.11%

High Apr 2020 99.74% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **99.74%**  
above the 5 yr APR average of **99.11%**



### 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	63	7.98%	94.71%	96.02%	86.44%	96.19%	0.00%
\$75,001 - \$125,000	111	14.07%	100.00%	98.84%	100.00%	99.21%	60.00%
\$125,001 - \$150,000	93	11.79%	100.00%	99.63%	100.00%	100.00%	0.00%
\$150,001 - \$225,000	231	29.28%	99.74%	96.84%	99.77%	100.00%	100.25%
\$225,001 - \$275,000	114	14.45%	100.00%	96.18%	100.00%	99.63%	100.00%
\$275,001 - \$350,000	86	10.90%	99.90%	98.26%	100.00%	99.74%	100.00%
\$350,001 and up	91	11.53%	98.89%	100.00%	99.54%	98.86%	98.62%
Median Sold/List Ratio		99.74%		97.53%	100.00%	99.61%	100.00%
Total Closed Units		789	100%	84	434	238	33
Total Closed Volume		169,946,460		9.46M	78.21M	69.83M	12.45M

# April 2020



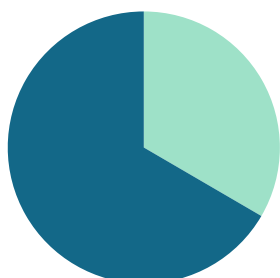
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

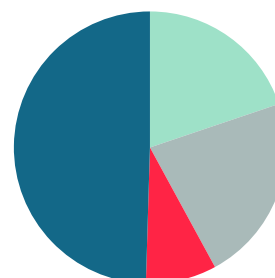


**Inventory**  
 New Listings  
**1,063 = 33.40%**  
 Start Inventory  
**2,120**  
 Total Inventory Units  
**3,183**  
 Volume  
**\$1,081,442,196**

### Market Activity

Closed Sales  
**789 = 19.81%**  
 Pending Sales  
**886 = 22.25%**  
 Other Off Market  
**335 = 8.41%**  
 Active Inventory  
**1,972 = 49.52%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,006	789	-21.57%	3,091	2,850	-7.80%
Pending Sales	1,175	886	-24.60%	3,809	3,344	-12.21%
New Listings	1,445	1,063	-26.44%	5,153	4,396	-14.69%
Median List Price	174,500	189,900	8.83%	169,900	189,500	11.54%
Median Sale Price	170,740	187,000	9.52%	169,400	185,000	9.21%
Median Percent of Selling Price to List Price	99.23%	99.74%	0.51%	98.68%	99.24%	0.57%
Median Days on Market to Sale	20.00	11.00	-45.00%	26.00	16.00	-38.46%
Monthly Inventory	2,509	1,972	-21.40%	2,509	1,972	-21.40%
Months Supply of Inventory	3.02	2.34	-22.31%	3.02	2.34	-22.31%

**Absorption:** Last 12 months, an Average of **841** Sales/Month

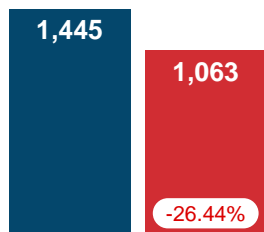
**Inventory** on April 30, 2020 = **1,972**

**2019** **2020**

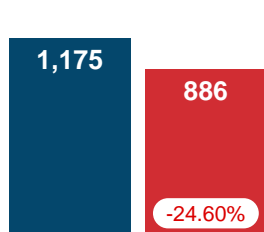
### APRIL MARKET

### MEDIAN PRICES

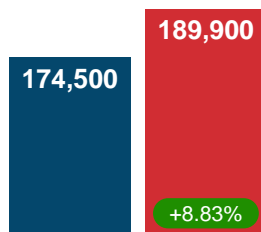
#### New Listings



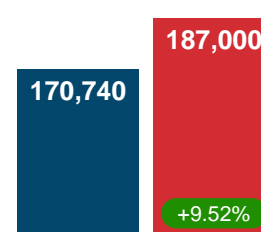
#### Pending Listings



#### List Price



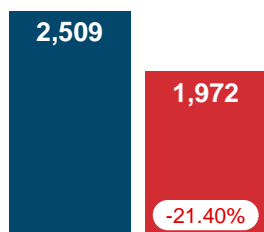
#### Sale Price



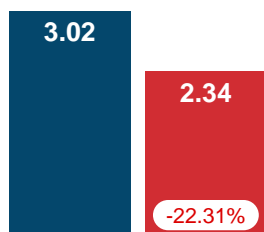
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

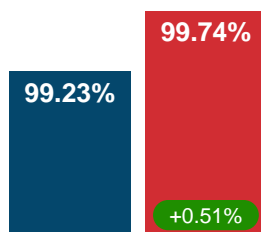
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

