

## March 2020



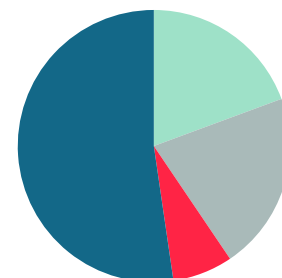
Area Delimited by County Of Tulsa - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	890	785	-11.80%
Pending Listings	988	858	-13.16%
New Listings	1,293	1,232	-4.72%
Average List Price	205,796	222,702	8.21%
Average Sale Price	200,816	218,289	8.70%
Average Percent of Selling Price to List Price	97.85%	98.76%	0.93%
Average Days on Market to Sale	44.52	36.96	-16.98%
End of Month Inventory	2,555	2,120	-17.03%
Months Supply of Inventory	3.09	2.47	-20.06%



■ Closed (19.37%)  
■ Pending (21.17%)  
■ Other OffMarket (7.16%)  
■ Active (52.31%)

**Absorption:** Last 12 months, an Average of **859** Sales/Month  
**Active Inventory** as of March 31, 2020 = **2,120**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2020 decreased **17.03%** to 2,120 existing homes available for sale. Over the last 12 months this area has had an average of 859 closed sales per month. This represents an unsold inventory index of **2.47** 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 **8.70%** in March 2020 to \$218,289 versus the previous year at \$200,816.

##### Average Days on Market Shortens

The average number of **36.96** days that homes spent on the market before selling decreased by 7.56 days or **16.98%** in March 2020 compared to last year's same month at **44.52** DOM.

##### Sales Success for March 2020 is Positive

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

There were 1,232 New Listings in March 2020, down **4.72%** from last year at 1,293. Furthermore, there were 785 Closed Listings this month versus last year at 890, a **-11.80%** decrease.

Closed versus Listed trends yielded a **63.7%** ratio, down from previous year's, March 2019, at **68.8%**, a **7.43%** downswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</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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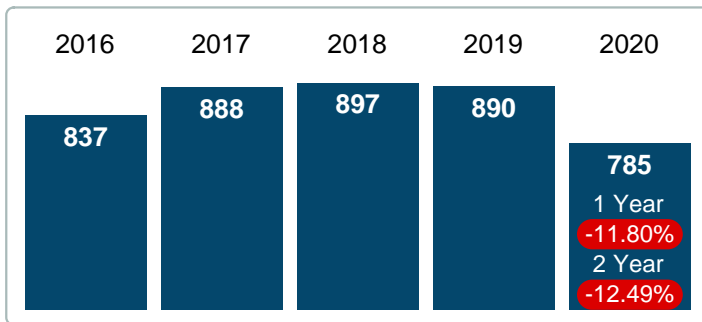
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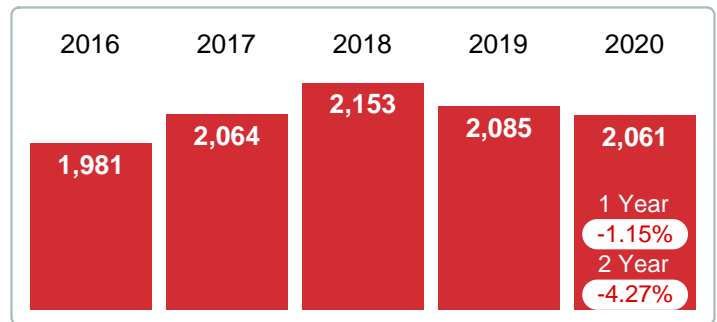
## CLOSED LISTINGS

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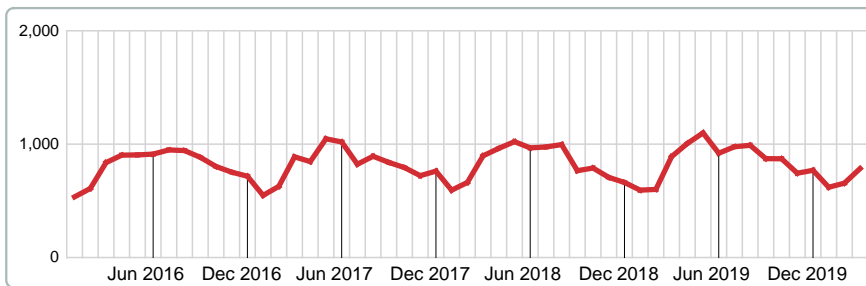
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

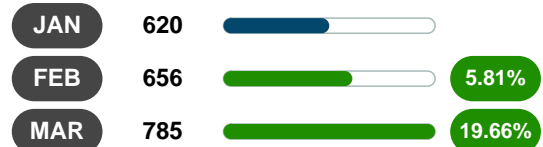


### 3 MONTHS

5 year MAR AVG = 859

High May 2019 1,099 Low Jan 2016 535

Closed Listings this month at **785**  
below the 5 yr MAR average of **859**



### 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	80	10.19%	30.4	50	29	1	0
\$75,001 - \$100,000	48	6.11%	28.6	7	41	0	0
\$100,001 - \$150,000	131	16.69%	23.6	14	106	10	1
\$150,001 - \$225,000	229	29.17%	32.3	13	146	63	7
\$225,001 - \$275,000	115	14.65%	45.0	3	56	54	2
\$275,001 - \$375,000	98	12.48%	52.7	2	28	59	9
\$375,001 and up	84	10.70%	52.1	0	9	58	17
<b>Total Closed Units</b>	<b>785</b>			<b>89</b>	<b>415</b>	<b>245</b>	<b>36</b>
<b>Total Closed Volume</b>	<b>171,356,810</b>	<b>100%</b>	<b>37.0</b>	<b>8.39M</b>	<b>72.37M</b>	<b>74.14M</b>	<b>16.46M</b>
<b>Average Closed Price</b>	<b>\$218,289</b>			<b>\$94,245</b>	<b>\$174,381</b>	<b>\$302,629</b>	<b>\$457,128</b>

# March 2020



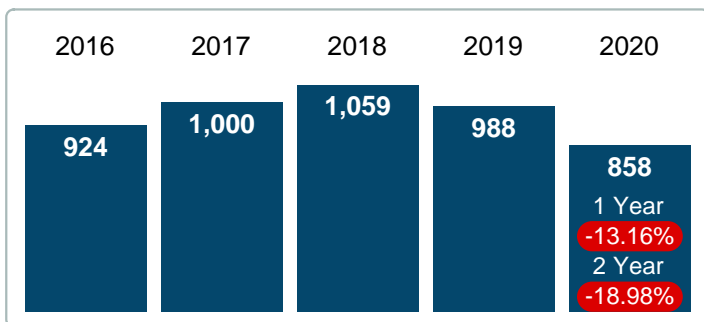
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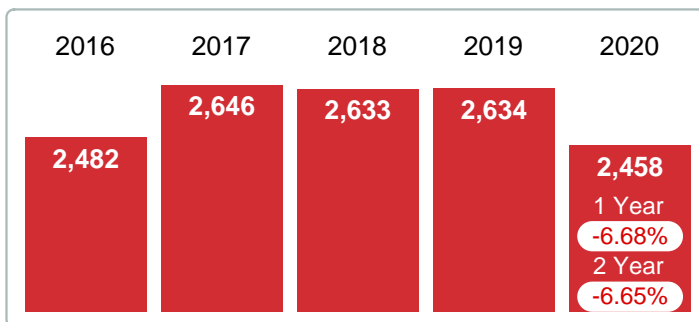
## PENDING LISTINGS

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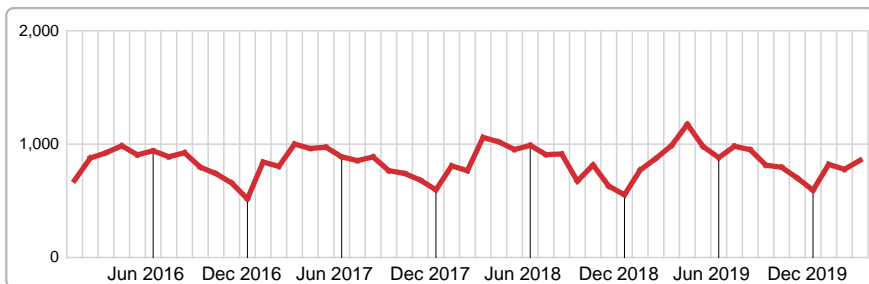
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

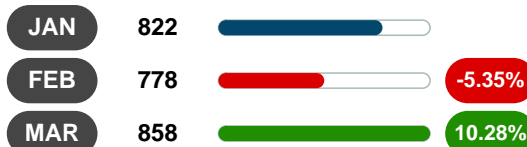


### 3 MONTHS

5 year MAR AVG = 966

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **858**  
below the 5 yr MAR average of **966**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	72	8.39%	35.2	35	34	3	0
\$75,001 - \$125,000	115	13.40%	26.1	28	79	7	1
\$125,001 - \$150,000	103	12.00%	22.0	8	87	8	0
\$150,001 - \$225,000	237	27.62%	30.1	12	158	62	5
\$225,001 - \$275,000	130	15.15%	35.3	7	58	59	6
\$275,001 - \$350,000	103	12.00%	46.0	3	35	54	11
\$350,001 and up	98	11.42%	51.9	1	11	67	19
<b>Total Pending Units</b>	<b>858</b>			<b>94</b>	<b>462</b>	<b>260</b>	<b>42</b>
<b>Total Pending Volume</b>	<b>187,119,579</b>	<b>100%</b>	<b>33.8</b>	<b>10.74M</b>	<b>80.87M</b>	<b>77.40M</b>	<b>18.12M</b>
<b>Average Listing Price</b>	<b>\$218,066</b>			<b>\$114,254</b>	<b>\$175,041</b>	<b>\$297,673</b>	<b>\$431,320</b>

# March 2020



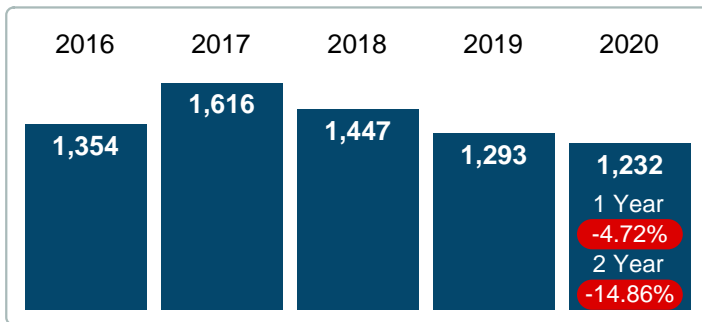
Area Delimited by County Of Tulsa - Residential Property Type



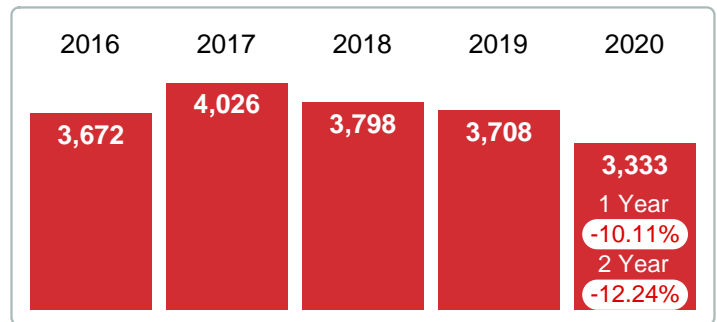
## NEW LISTINGS

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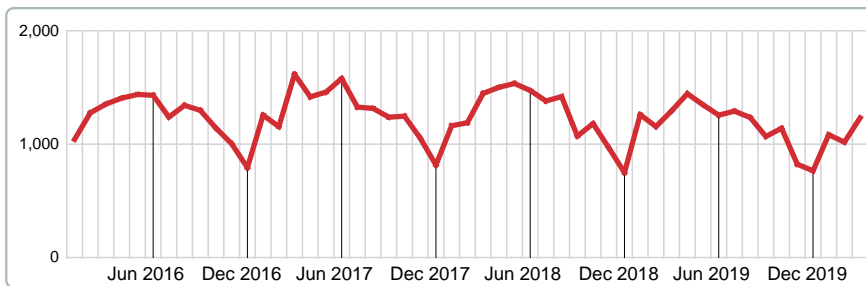
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,388

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,232 below the 5 yr MAR average of 1,388



### 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	81	6.57%	42	33	6	0
\$75,001 - \$125,000	129	10.47%	29	90	10	0
\$125,001 - \$175,000	235	19.07%	19	184	31	1
\$175,001 - \$250,000	286	23.21%	15	145	117	9
\$250,001 - \$325,000	191	15.50%	9	70	91	21
\$325,001 - \$475,000	178	14.45%	2	49	96	31
\$475,001 and up	132	10.71%	0	18	65	49
<b>Total New Listed Units</b>	<b>1,232</b>		<b>116</b>	<b>589</b>	<b>416</b>	<b>111</b>
<b>Total New Listed Volume</b>	<b>349,357,596</b>	<b>100%</b>	<b>14.13M</b>	<b>120.08M</b>	<b>142.64M</b>	<b>72.50M</b>
<b>Average New Listed Listing Price</b>	<b>\$243,180</b>		<b>\$121,831</b>	<b>\$203,876</b>	<b>\$342,883</b>	<b>\$653,177</b>

# March 2020



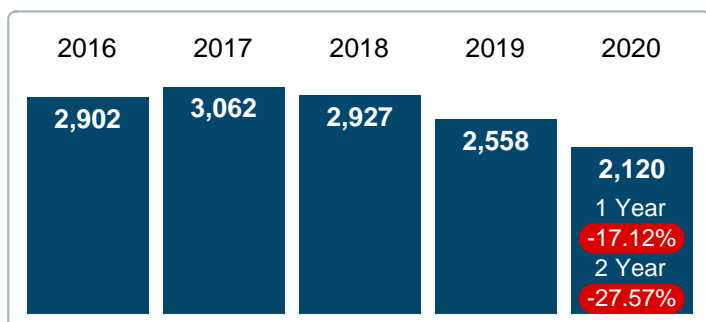
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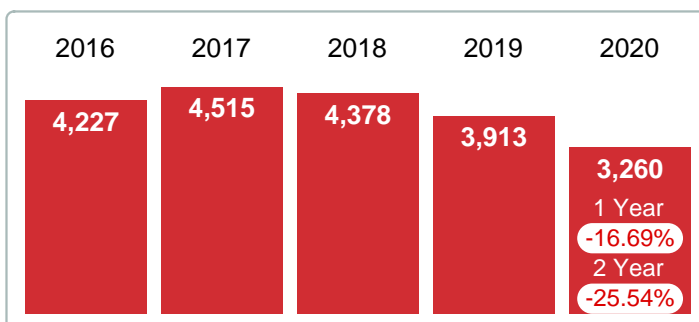
## ACTIVE INVENTORY

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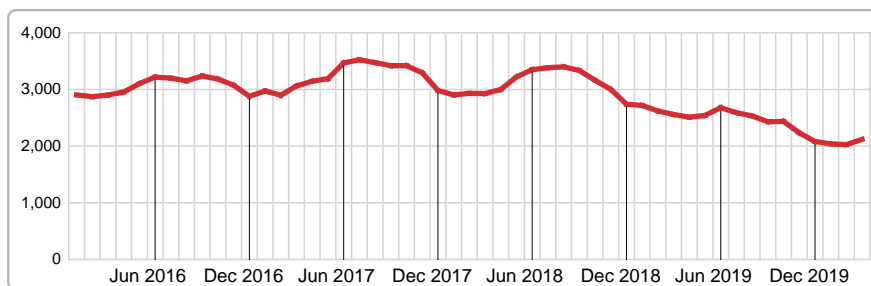
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 2,714

High Jul 2017 3,523 Low Feb 2020 2,028

Inventory this month at 2,120 below the 5 yr MAR average of 2,714



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	198	9.34%	73.2	98	81	18	1
\$100,001 - \$150,000	208	9.81%	55.3	62	122	22	2
\$150,001 - \$225,000	393	18.54%	48.9	36	231	119	7
\$225,001 - \$350,000	512	24.15%	59.5	26	192	251	43
\$350,001 - \$425,000	287	13.54%	73.9	3	74	167	43
\$425,001 - \$675,000	311	14.67%	77.0	4	70	169	68
\$675,001 and up	211	9.95%	72.3	1	15	89	106
Total Active Inventory by Units			2,120	230	785	835	270
Total Active Inventory by Volume			775,031,754	31.69M	201.48M	348.98M	192.88M
Average Active Inventory Listing Price			\$365,581	\$137,788	\$256,661	\$417,938	\$714,384

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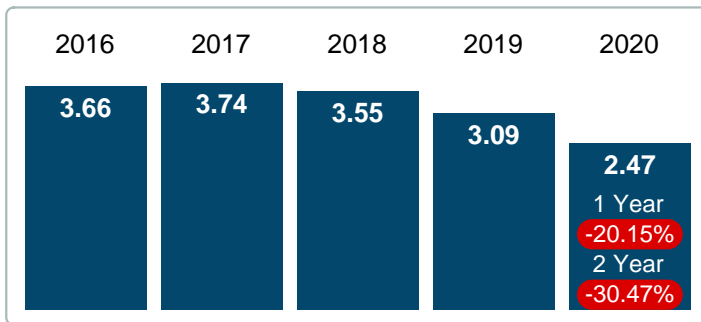
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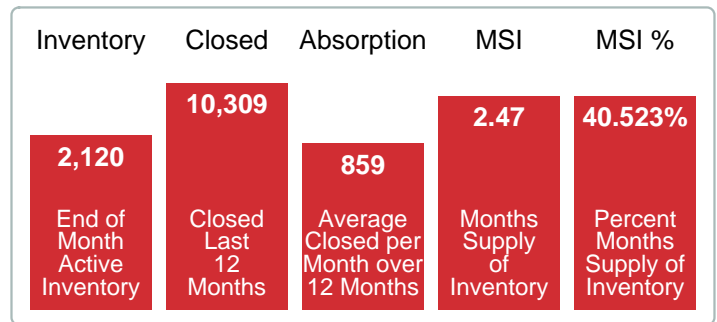
## MONTHS SUPPLY of INVENTORY (MSI)

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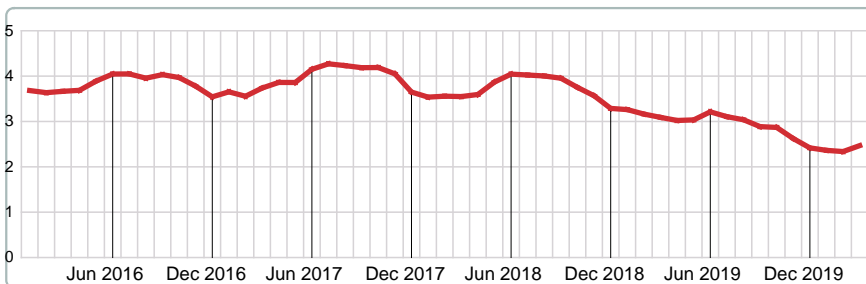
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020



### 5 YEAR MARKET ACTIVITY TRENDS

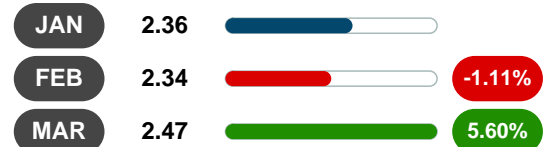


### 3 MONTHS

5 year MAR AVG = 3.30

High Jul 2017 4.27 Low Feb 2020 2.34

Months Supply this month at 2.47 below the 5 yr MAR average of 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	198	9.34%	1.50	1.83	1.15	2.48	1.50
\$100,001 - \$150,000	208	9.81%	1.25	3.32	0.94	1.32	1.14
\$150,001 - \$225,000	393	18.54%	1.45	2.31	1.32	1.58	1.29
\$225,001 - \$350,000	512	24.15%	2.72	5.38	2.84	2.51	2.73
\$350,001 - \$425,000	287	13.54%	6.06	3.60	6.12	5.71	8.32
\$425,001 - \$675,000	311	14.67%	7.87	12.00	8.57	8.24	6.48
\$675,001 and up	211	9.95%	14.47	12.00	7.20	11.74	21.93
Market Supply of Inventory (MSI)			2.47	2.45	1.69	3.26	6.12
Total Active Inventory by Units		100%	2,120	230	785	835	270

# March 2020



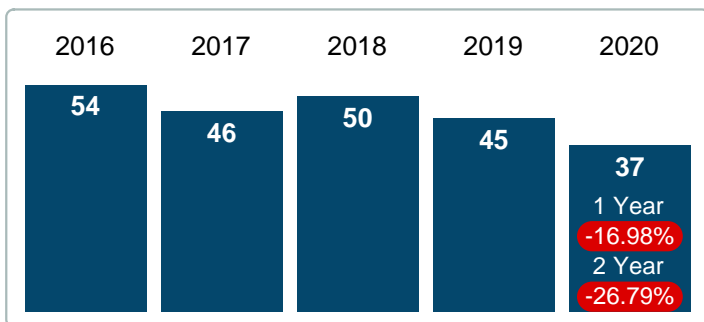
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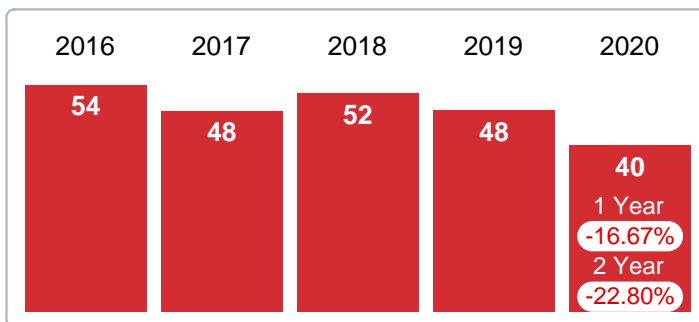
## AVERAGE DAYS ON MARKET TO SALE

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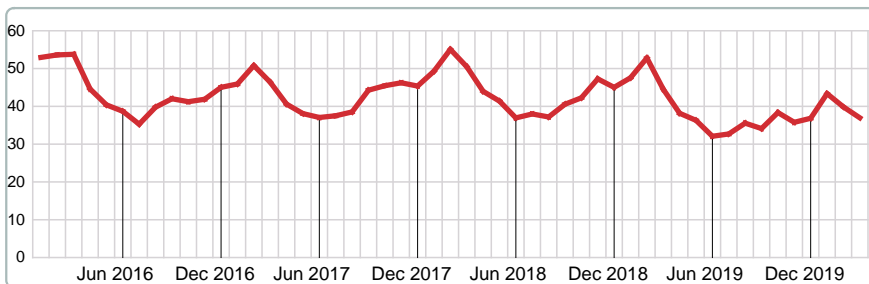
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 46

High Feb 2018 55 Low Jun 2019 32

Average Days on Market to Sale this month at 37 below the 5 yr MAR average of 46



### 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	10.19%	30	31	30	4	0
\$75,001 - \$100,000	6.11%	29	50	25	0	0
\$100,001 - \$150,000	16.69%	24	25	22	37	4
\$150,001 - \$225,000	29.17%	32	29	30	37	41
\$225,001 - \$275,000	14.65%	45	96	36	52	14
\$275,001 - \$375,000	12.48%	53	87	65	44	67
\$375,001 and up	10.70%	52	0	43	50	63
Average Closed DOM		37	35	31	45	55
Total Closed Units	100%	785	89	415	245	36
Total Closed Volume		171,356,810	8.39M	72.37M	74.14M	16.46M



# March 2020



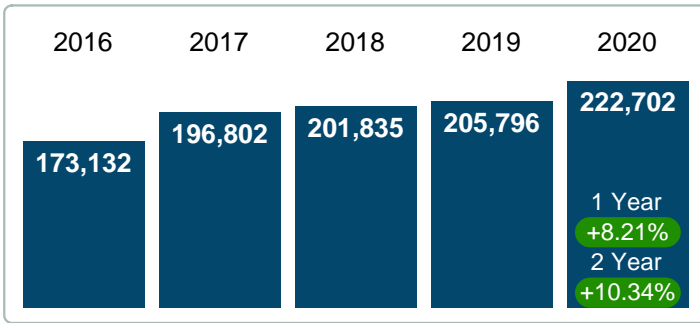
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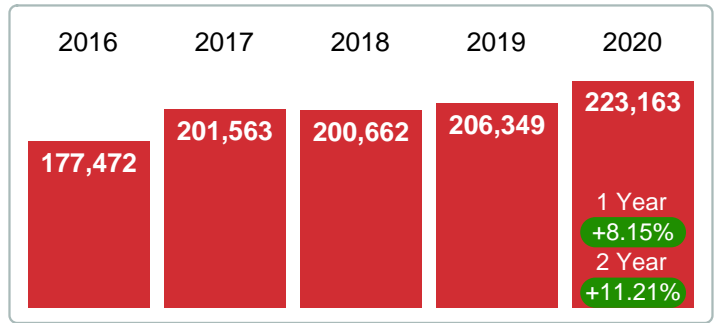
## AVERAGE LIST PRICE AT CLOSING

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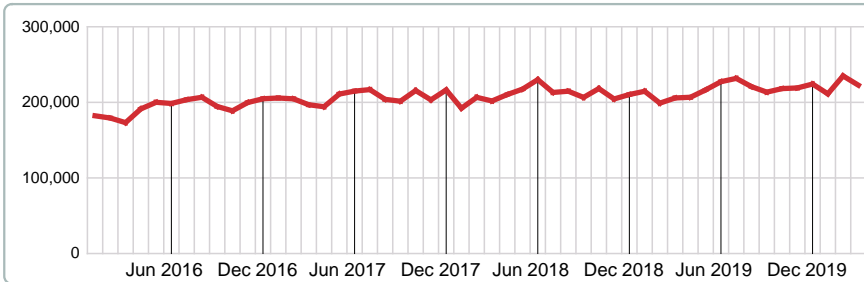
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

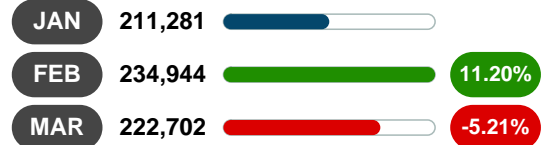


### 3 MONTHS

5 year MAR AVG = 200,054

High Feb 2020 234,944 Low Mar 2016 173,132

Average List Price at Closing this month at **222,702** above the 5 yr MAR average of **200,054**



### 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	10.06%	44,352	43,842	48,079	30,000	0
\$75,001 - \$100,000	6.24%	90,119	90,057	91,818	0	0
\$100,001 - \$150,000	16.31%	128,401	128,925	128,753	132,710	150,000
\$150,001 - \$225,000	29.17%	187,414	187,069	183,990	198,353	198,686
\$225,001 - \$275,000	14.01%	250,895	254,933	253,085	251,102	266,950
\$275,001 - \$375,000	13.50%	320,412	352,500	312,450	326,221	336,082
\$375,001 and up	10.70%	547,454	0	534,944	500,826	710,571
<b>Average List Price</b>		<b>222,702</b>	<b>95,833</b>	<b>176,880</b>	<b>309,012</b>	<b>477,198</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>222,702</b>	<b>89</b>	<b>415</b>	<b>245</b>	<b>36</b>
<b>Total Closed Volume</b>		<b>174,821,162</b>	<b>8.53M</b>	<b>73.41M</b>	<b>75.71M</b>	<b>17.18M</b>



# March 2020



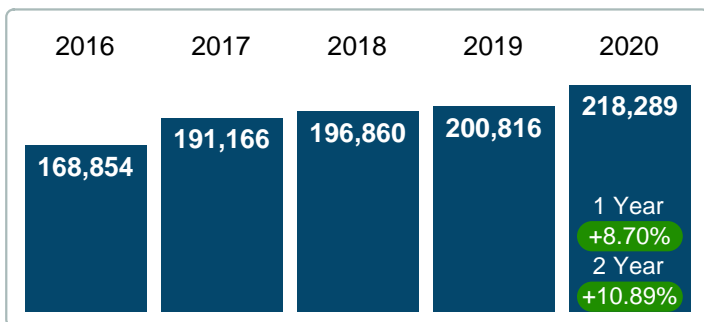
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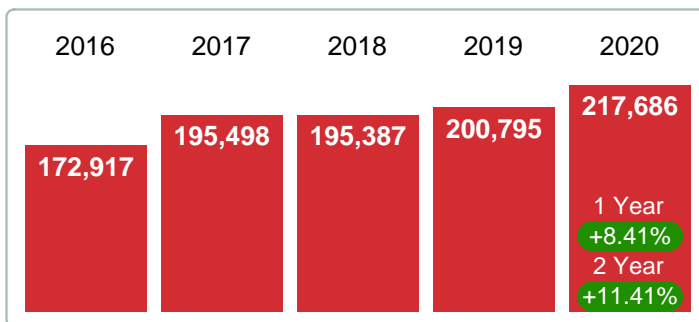
## AVERAGE SOLD PRICE AT CLOSING

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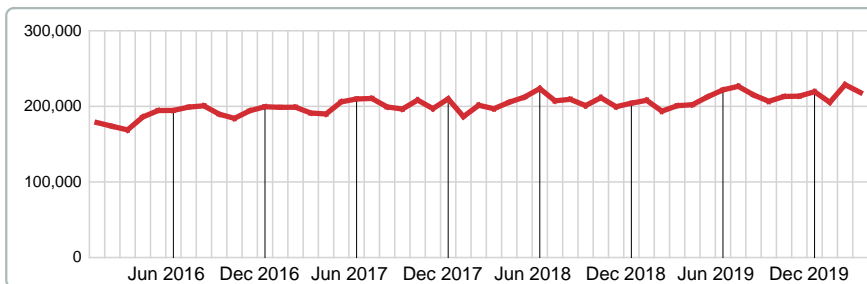
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

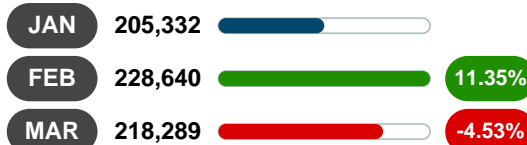


### 3 MONTHS

5 year MAR AVG = 195,197

High Feb 2020 228,640 Low Mar 2016 168,854

Average Sold Price at Closing this month at **218,289** above the 5 yr MAR average of **195,197**



### 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	10.19%	43,696	42,204	46,844	27,000	0
\$75,001 - \$100,000	6.11%	89,123	90,071	88,961	0	0
\$100,001 - \$150,000	16.69%	127,872	129,288	127,453	128,715	144,000
\$150,001 - \$225,000	29.17%	186,228	185,081	181,654	196,120	194,714
\$225,001 - \$275,000	14.65%	250,158	252,000	250,709	248,955	264,450
\$275,001 - \$375,000	12.48%	317,444	337,500	308,843	319,474	326,444
\$375,001 and up	10.70%	527,477	0	515,944	485,894	675,454
<b>Average Sold Price</b>		<b>218,289</b>	<b>94,245</b>	<b>174,381</b>	<b>302,629</b>	<b>457,128</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>785</b>	<b>89</b>	<b>415</b>	<b>245</b>	<b>36</b>
<b>Total Closed Volume</b>		<b>171,356,810</b>	<b>8.39M</b>	<b>72.37M</b>	<b>74.14M</b>	<b>16.46M</b>

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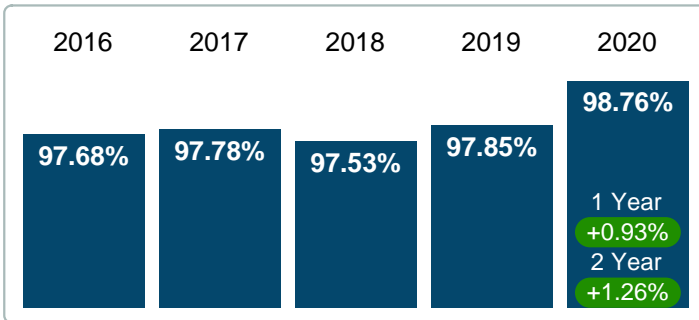
Area Delimited by County Of Tulsa - Residential Property Type



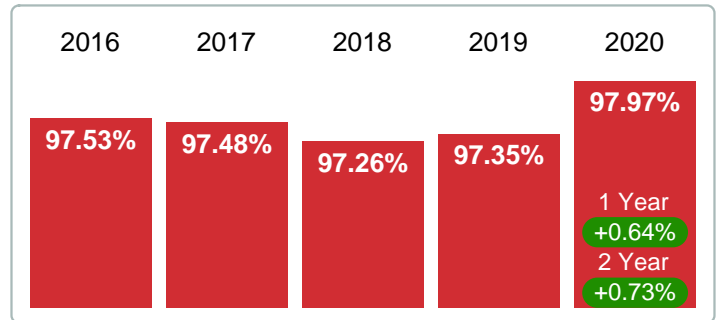
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

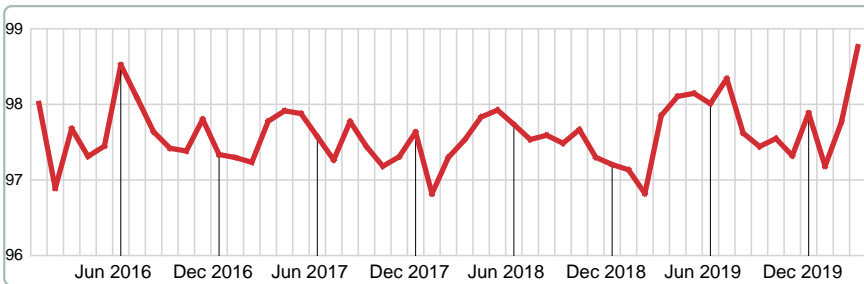
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

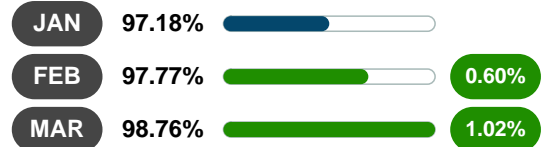


### 3 MONTHS

5 year MAR AVG = 97.92%

High Mar 2020 98.76% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.76%**  
above the 5 yr MAR average of **97.92%**



## 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	80	10.19%	98.56%	96.97%	101.59%	90.00%	0.00%
\$75,001 - \$100,000	48	6.11%	97.75%	100.34%	97.30%	0.00%	0.00%
\$100,001 - \$150,000	131	16.69%	99.42%	100.43%	99.53%	97.13%	96.00%
\$150,001 - \$225,000	229	29.17%	98.86%	98.91%	98.87%	98.90%	98.19%
\$225,001 - \$275,000	115	14.65%	99.96%	98.89%	99.12%	100.93%	99.05%
\$275,001 - \$375,000	98	12.48%	98.13%	95.64%	98.84%	98.01%	97.24%
\$375,001 and up	84	10.70%	97.36%	0.00%	96.35%	97.60%	97.05%
Average Sold/List Ratio		98.80%		98.10%	99.05%	98.72%	97.40%
Total Closed Units		785	100%	89	415	245	36
Total Closed Volume		171,356,810		8.39M	72.37M	74.14M	16.46M

# March 2020



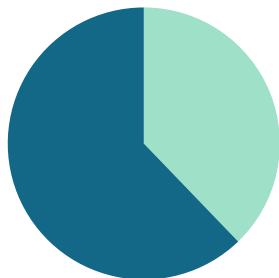
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

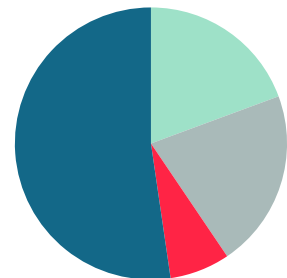


**Inventory**  
 New Listings  
**1,232 = 37.80%**  
 Start Inventory  
**2,027**  
 Total Inventory Units  
**3,259**  
 Volume  
**\$1,067,858,260**

### Market Activity

Closed Sales  
**785 = 19.37%**  
 Pending Sales  
**858 = 21.17%**  
 Other Off Market  
**290 = 7.16%**  
 Active Inventory  
**2,120 = 52.31%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	890	785	-11.80%	2,085	2,061	-1.15%
Pending Sales	988	858	-13.16%	2,634	2,458	-6.68%
New Listings	1,293	1,232	-4.72%	3,708	3,333	-10.11%
Average List Price	205,796	222,702	8.21%	206,349	223,163	8.15%
Average Sale Price	200,816	218,289	8.70%	200,795	217,686	8.41%
Average Percent of Selling Price to List Price	97.85%	98.76%	0.93%	97.35%	97.97%	0.64%
Average Days on Market to Sale	44.52	36.96	-16.98%	47.77	39.81	-16.67%
Monthly Inventory	2,555	2,120	-17.03%	2,555	2,120	-17.03%
Months Supply of Inventory	3.09	2.47	-20.06%	3.09	2.47	-20.06%

**Absorption:** Last 12 months, an Average of **859** Sales/Month

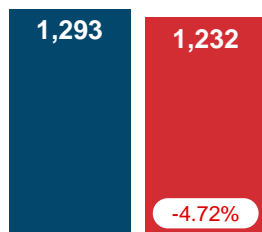
**Inventory** on March 31, 2020 = **2,120**

**2019** **2020**

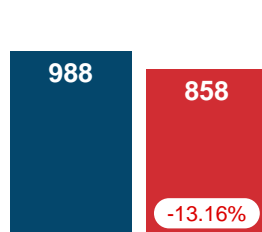
### MARCH MARKET

### AVERAGE PRICES

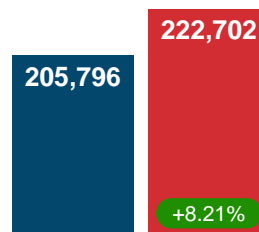
#### New Listings



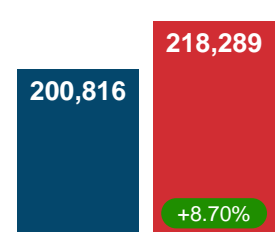
#### Pending Listings



#### List Price



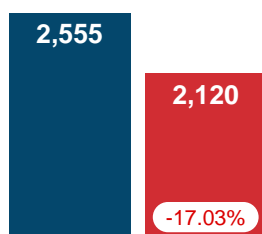
#### Sale Price



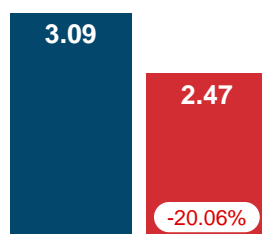
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

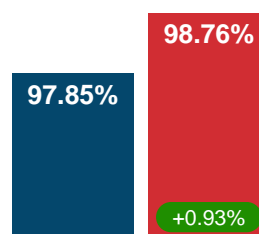
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

