

March 2020



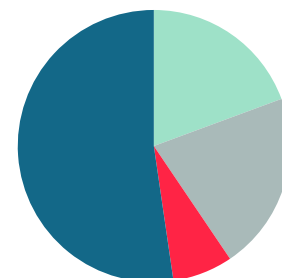
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	173,000	190,000	9.83%
Median Sale Price	170,343	189,900	11.48%
Median Percent of Selling Price to List Price	98.80%	99.37%	0.57%
Median Days on Market to Sale	24.00	14.00	-41.67%
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.

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 **11.48%** in March 2020 to \$189,900 versus the previous year at \$170,343.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 10.00 days or **41.67%** in March 2020 compared to last year's same month at **24.00** DOM.

Sales Success for March 2020 is Positive

Overall, with Median 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

March 2020



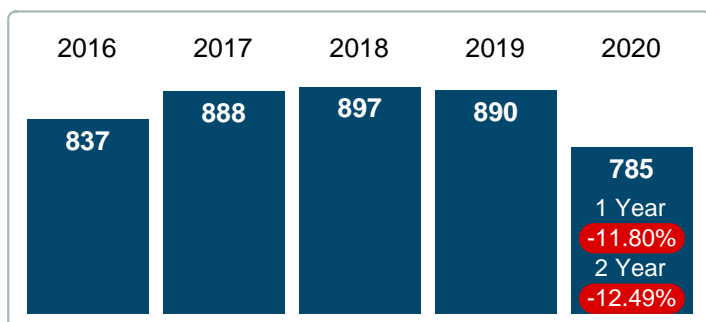
Area Delimited by County Of Tulsa - Residential Property Type



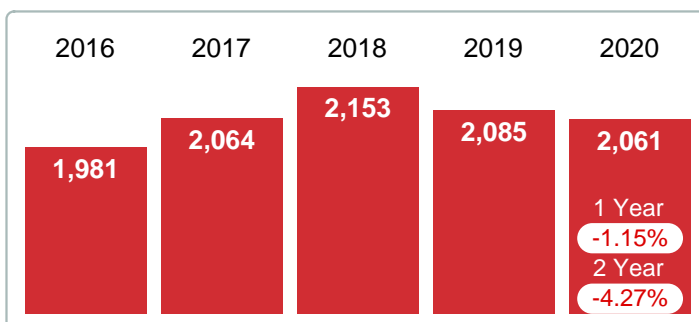
CLOSED LISTINGS

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

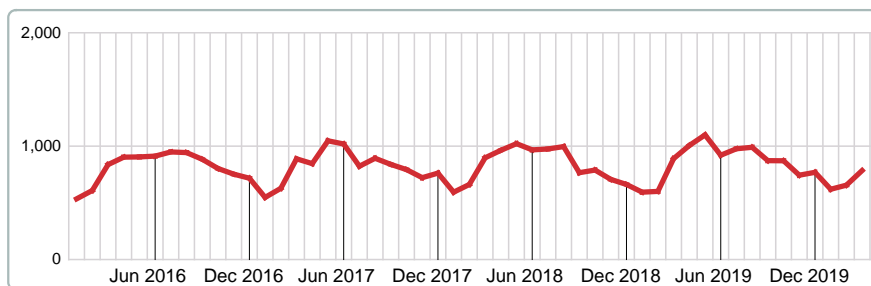
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

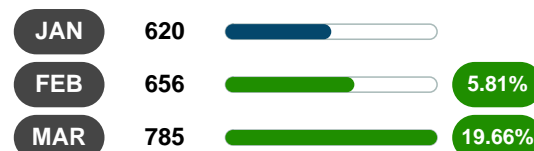


3 MONTHS

5 year MAR AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	80	10.19%	10.0	50	29	1	0
\$75,001 - \$100,000	48	6.11%	7.0	7	41	0	0
\$100,001 - \$150,000	131	16.69%	7.0	14	106	10	1
\$150,001 - \$225,000	229	29.17%	11.0	13	146	63	7
\$225,001 - \$275,000	115	14.65%	21.0	3	56	54	2
\$275,001 - \$375,000	98	12.48%	29.5	2	28	59	9
\$375,001 and up	84	10.70%	35.0	0	9	58	17
Total Closed Units	785			89	415	245	36
Total Closed Volume	171,356,810	100%	14.0	8.39M	72.37M	74.14M	16.46M
Median Closed Price	\$189,900			\$68,000	\$165,000	\$270,630	\$348,750

March 2020



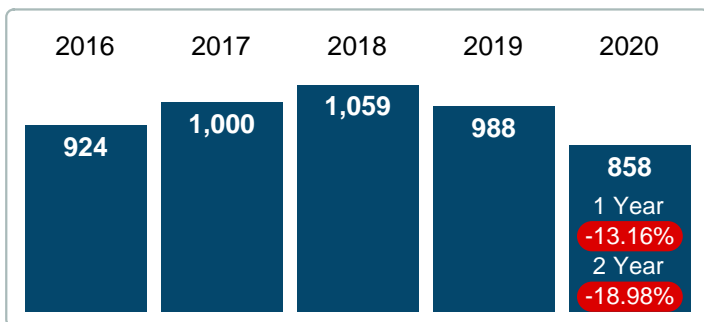
Area Delimited by County Of Tulsa - Residential Property Type



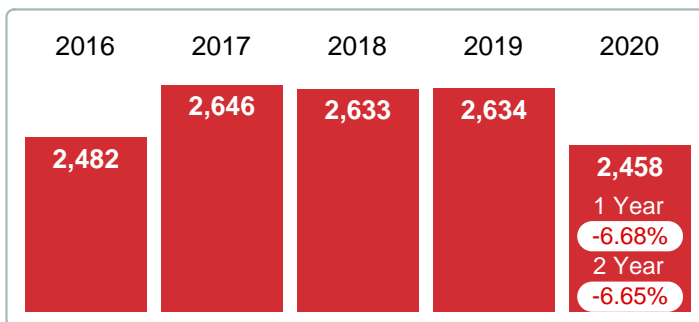
PENDING LISTINGS

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

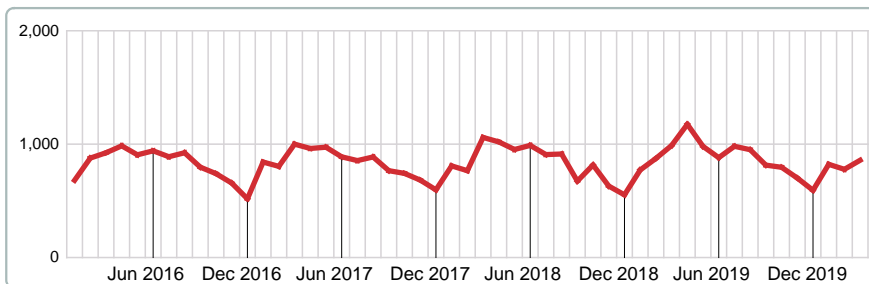
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

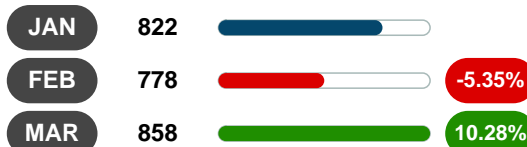


3 MONTHS

5 year MAR AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	72	8.39%	19.5	35	34	3	0
\$75,001 - \$125,000	115	13.40%	10.0	28	79	7	1
\$125,001 - \$150,000	103	12.00%	5.0	8	87	8	0
\$150,001 - \$225,000	237	27.62%	13.0	12	158	62	5
\$225,001 - \$275,000	130	15.15%	11.0	7	58	59	6
\$275,001 - \$350,000	103	12.00%	21.0	3	35	54	11
\$350,001 and up	98	11.42%	18.0	1	11	67	19
Total Pending Units	858			94	462	260	42
Total Pending Volume	187,119,579	100%	13.0	10.74M	80.87M	77.40M	18.12M
Median Listing Price	\$189,900			\$87,500	\$164,700	\$267,500	\$343,700

March 2020



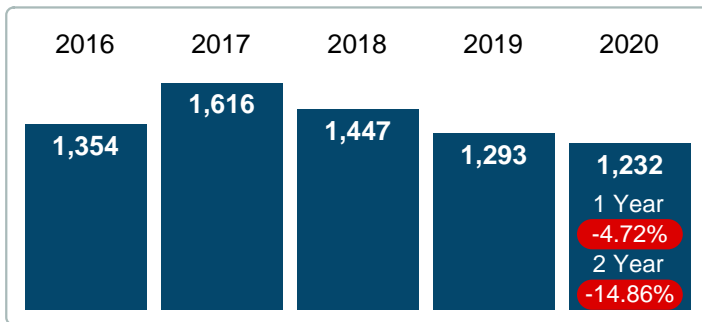
Area Delimited by County Of Tulsa - Residential Property Type



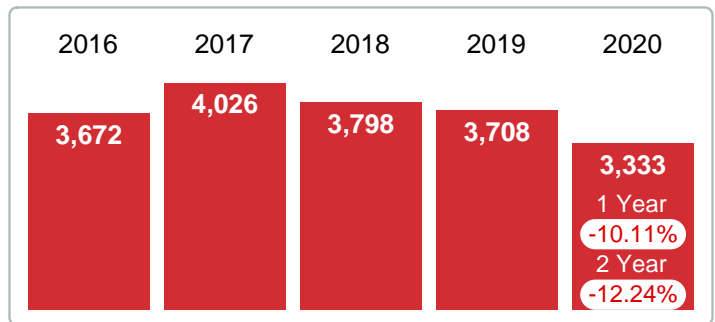
NEW LISTINGS

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

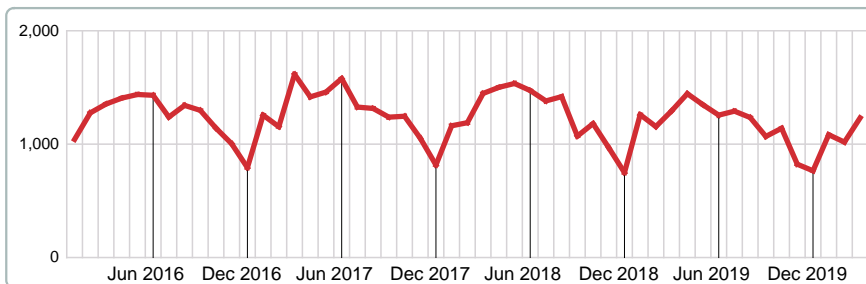
MARCH



YEAR TO DATE (YTD)

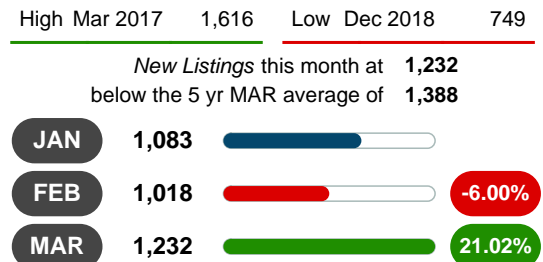


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 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
Total New Listed Units	1,232		116	589	416	111
Total New Listed Volume	349,357,596	100%	14.13M	120.08M	142.64M	72.50M
Median New Listed Listing Price	\$220,450		\$114,700	\$172,000	\$281,250	\$429,000

March 2020



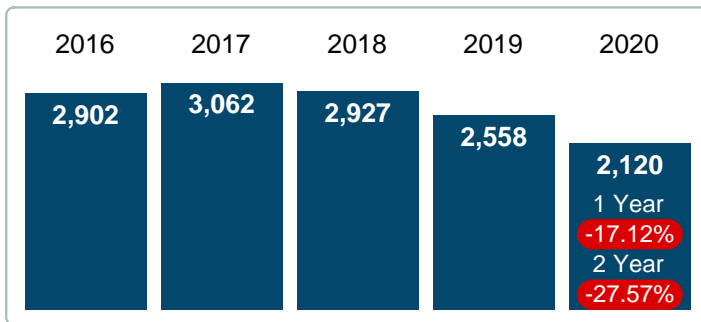
Area Delimited by County Of Tulsa - Residential Property Type



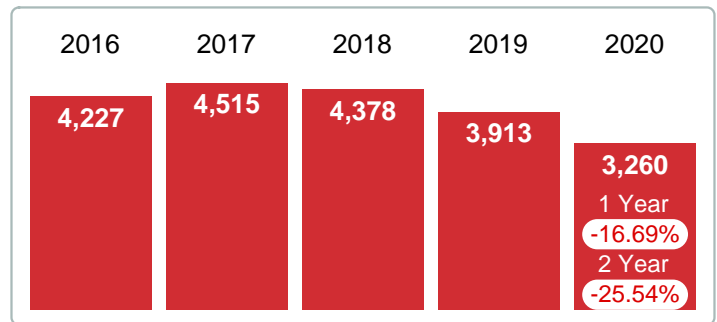
ACTIVE INVENTORY

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

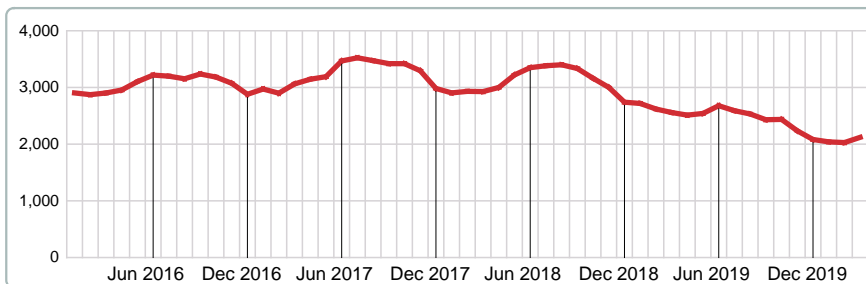
END OF MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	198	9.34%	41.5	98	81	18	1
\$100,001 - \$150,000	208	9.81%	40.0	62	122	22	2
\$150,001 - \$225,000	393	18.54%	33.0	36	231	119	7
\$225,001 - \$350,000	512	24.15%	41.0	26	192	251	43
\$350,001 - \$425,000	287	13.54%	57.0	3	74	167	43
\$425,001 - \$675,000	311	14.67%	60.0	4	70	169	68
\$675,001 and up	211	9.95%	60.0	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
Median Active Inventory Listing Price			\$285,950	\$117,978	\$209,900	\$358,900	\$522,500

March 2020



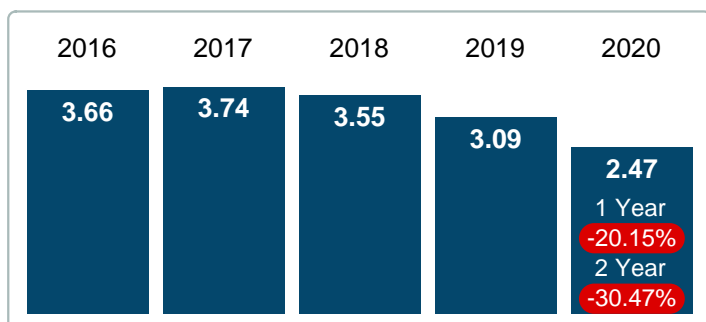
Area Delimited by County Of Tulsa - Residential Property Type



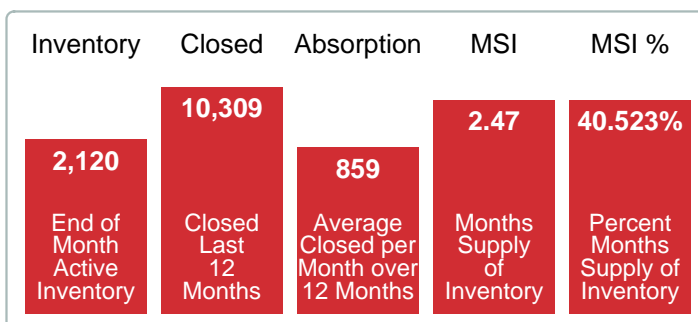
MONTHS SUPPLY of INVENTORY (MSI)

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

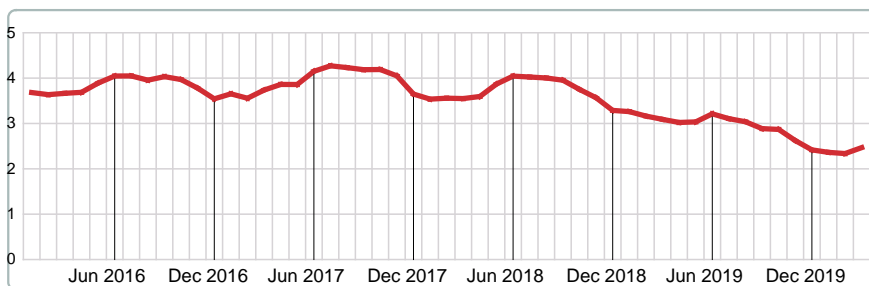
MSI FOR MARCH



INDICATORS FOR MARCH 2020

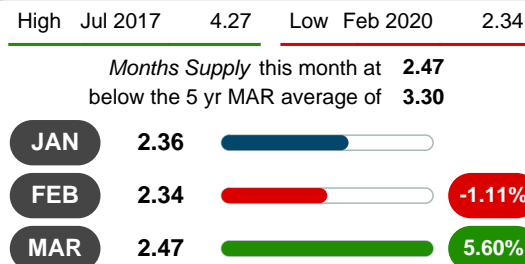


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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	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



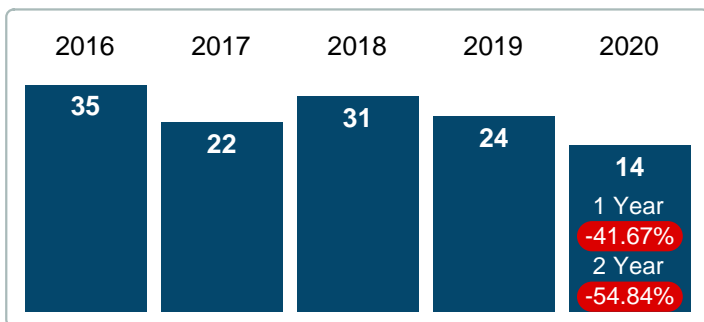
Area Delimited by County Of Tulsa - Residential Property Type



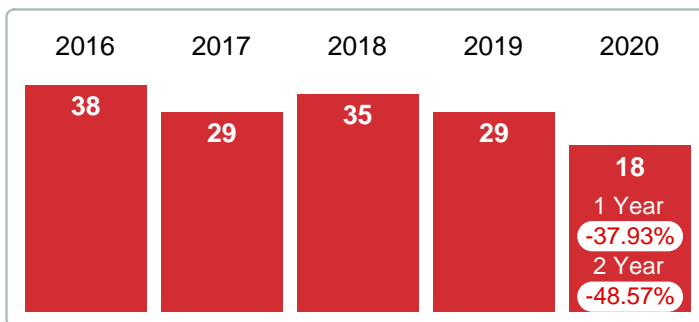
MEDIAN DAYS ON MARKET TO SALE

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

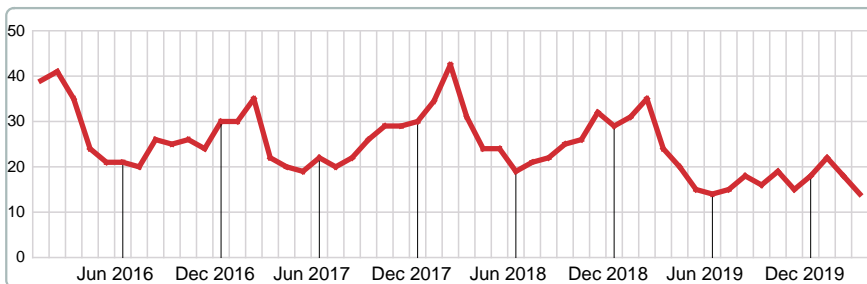
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

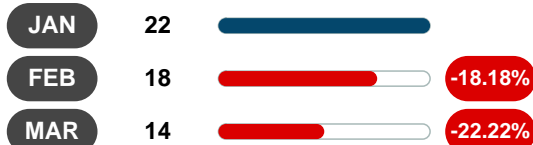


3 MONTHS

5 year MAR AVG = 25

High Feb 2018 43 Low Mar 2020 14

Median Days on Market to Sale this month at 14 below the 5 yr MAR average of 25



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	10.19%	10	9	12	4	0
\$75,001 - \$100,000	6.11%	7	56	6	0	0
\$100,001 - \$150,000	16.69%	7	6	7	25	4
\$150,001 - \$225,000	29.17%	11	16	11	11	29
\$225,001 - \$275,000	14.65%	21	103	12	23	14
\$275,001 - \$375,000	12.48%	30	87	66	25	74
\$375,001 and up	10.70%	35	0	20	24	54
Median Closed DOM		14	14	11	21	52
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



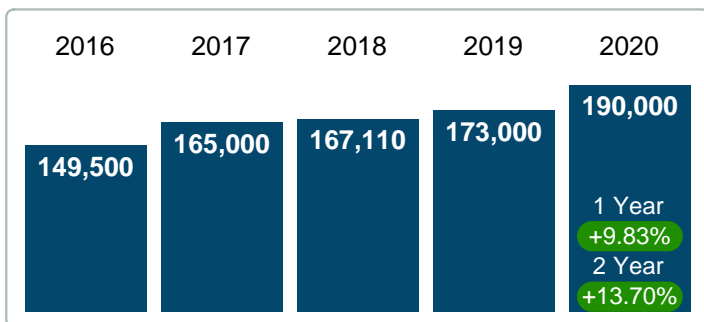
Area Delimited by County Of Tulsa - Residential Property Type



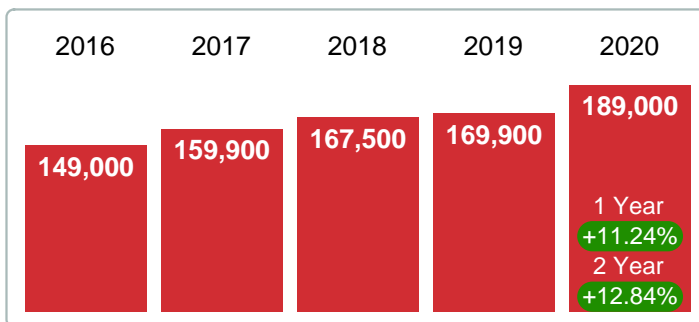
MEDIAN LIST PRICE AT CLOSING

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

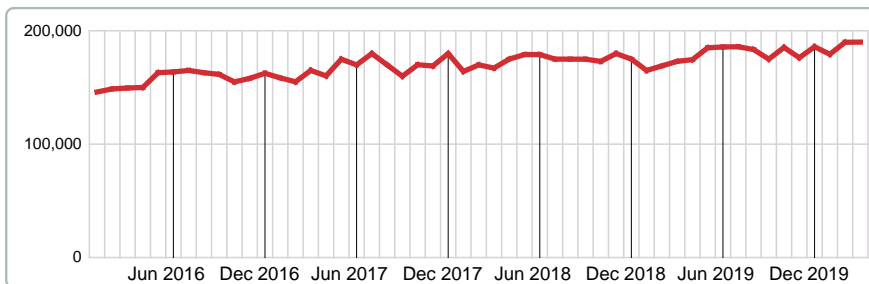
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

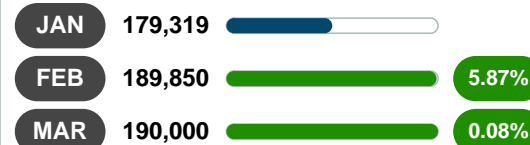


3 MONTHS

5 year MAR AVG = 168,922

High Mar 2020 190,000 Low Jan 2016 146,000

Median List Price at Closing this month at **190,000**
above the 5 yr MAR average of **168,922**



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 79	10.06%	44,000	40,000	49,900	30,000	0
\$75,001 - \$100,000 49	6.24%	90,000	85,000	90,000	100,000	0
\$100,001 - \$150,000 128	16.31%	129,900	125,000	129,900	126,200	150,000
\$150,001 - \$225,000 229	29.17%	184,900	181,000	179,900	199,950	207,500
\$225,001 - \$275,000 110	14.01%	249,900	249,900	250,000	247,450	266,950
\$275,001 - \$375,000 106	13.50%	310,000	352,500	300,000	310,000	347,450
\$375,001 and up 84	10.70%	449,950	0	512,000	429,000	627,000
Median List Price		190,000	69,900	165,000	275,939	359,500
Total Closed Units	100%	190,000	89	415	245	36
Total Closed Volume		174,821,162	8.53M	73.41M	75.71M	17.18M

March 2020



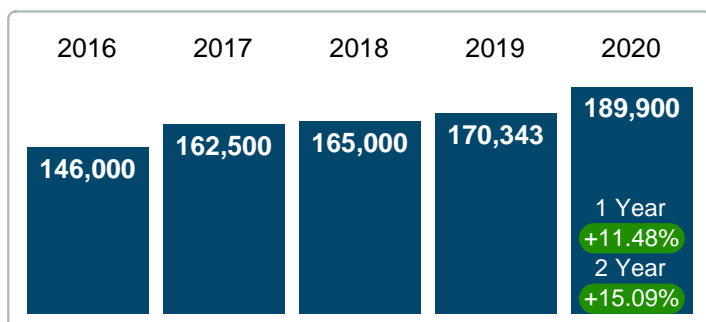
Area Delimited by County Of Tulsa - Residential Property Type



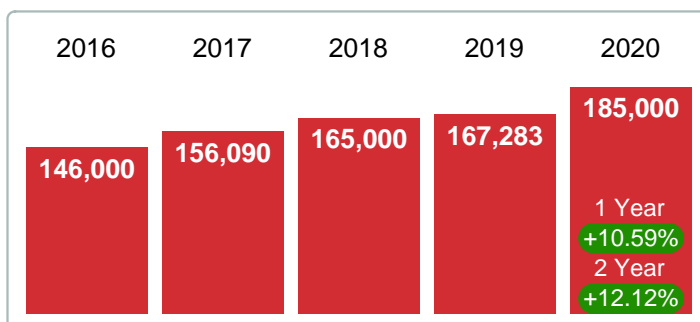
MEDIAN SOLD PRICE AT CLOSING

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

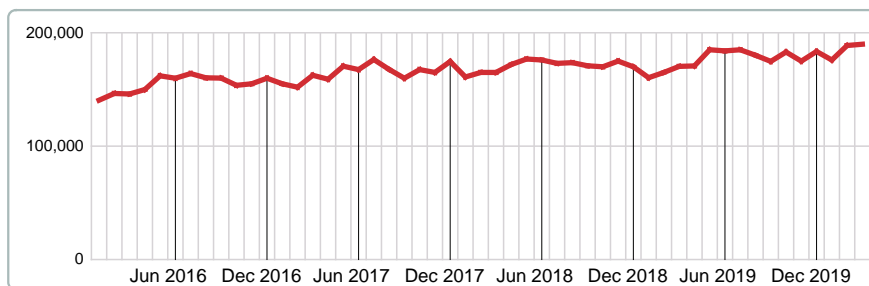
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

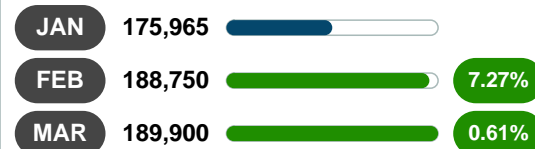


3 MONTHS

5 year MAR AVG = 166,749

High Mar 2020 189,900 Low Jan 2016 140,500

Median Sold Price at Closing this month at **189,900** above the 5 yr MAR average of **166,749**



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	10.19%	41,500	40,000	49,500	27,000	0
\$75,001 - \$100,000	6.11%	89,950	95,000	89,900	0	0
\$100,001 - \$150,000	16.69%	128,500	135,250	126,700	130,750	144,000
\$150,001 - \$225,000	29.17%	184,900	179,950	177,950	198,000	192,000
\$225,001 - \$275,000	14.65%	248,750	246,000	249,325	242,750	264,450
\$275,001 - \$375,000	12.48%	310,000	337,500	296,200	311,000	335,000
\$375,001 and up	10.70%	451,000	0	505,000	424,250	605,000
Median Sold Price		189,900	68,000	165,000	270,630	348,750
Total Closed Units	100%	189,900	89	415	245	36
Total Closed Volume		171,356,810	8.39M	72.37M	74.14M	16.46M

March 2020



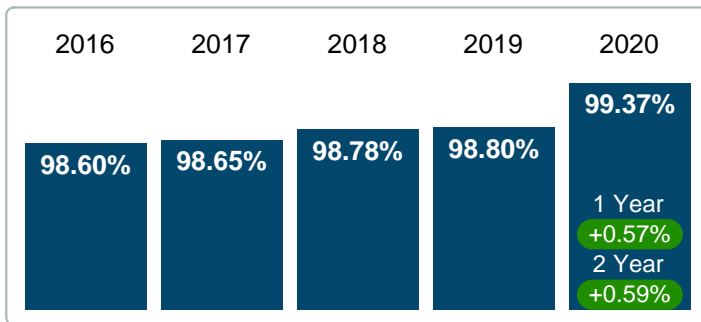
Area Delimited by County Of Tulsa - Residential Property Type



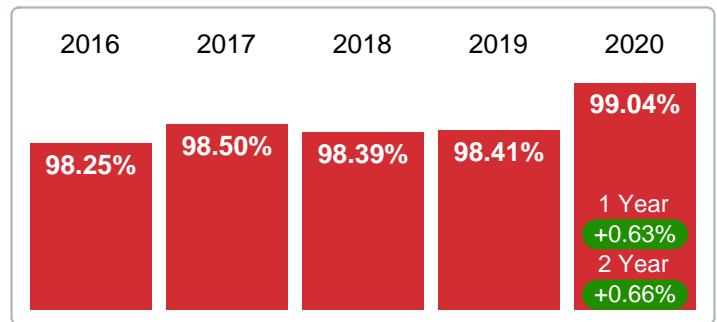
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

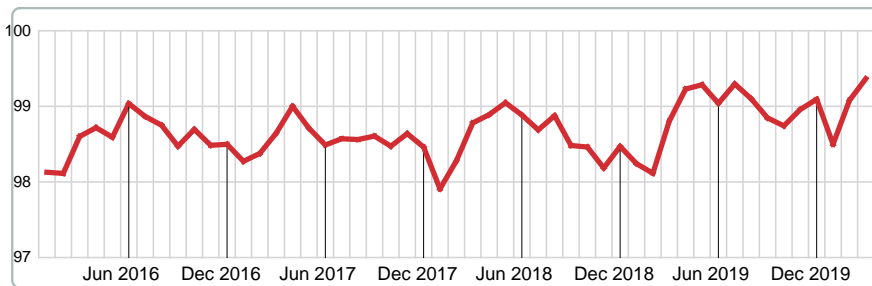
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

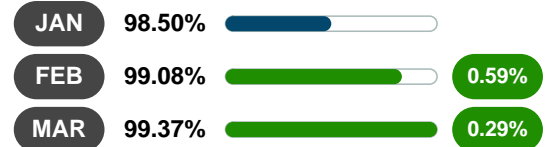


3 MONTHS

5 year MAR AVG = 98.84%

High Mar 2020 99.37% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **99.37%**
equal to 5 yr MAR average of **98.84%**



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	80	10.19%	100.00%	98.13%	100.00%	90.00%	0.00%
\$75,001 - \$100,000	48	6.11%	100.00%	100.00%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	131	16.69%	100.00%	100.88%	100.00%	96.84%	96.00%
\$150,001 - \$225,000	229	29.17%	100.00%	99.55%	100.00%	100.00%	100.00%
\$225,001 - \$275,000	115	14.65%	99.27%	98.44%	99.56%	99.16%	99.05%
\$275,001 - \$375,000	98	12.48%	98.39%	95.64%	99.20%	98.39%	97.22%
\$375,001 and up	84	10.70%	97.86%	0.00%	97.28%	98.44%	95.99%
Median Sold/List Ratio		99.37%		99.31%	100.00%	98.74%	97.51%
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



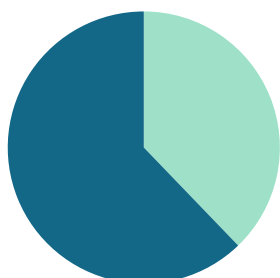
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

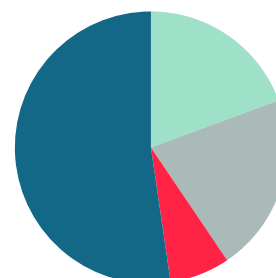


Inventory
 New Listings
1,232 = 37.80%
 Start Inventory
2,027
 Total Inventory Units
3,259
 Volume
\$1,067,858,260

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%
Median List Price	173,000	190,000	+9.83%	169,900	189,000	+11.24%
Median Sale Price	170,343	189,900	+11.48%	167,283	185,000	+10.59%
Median Percent of Selling Price to List Price	98.80%	99.37%	+0.57%	98.41%	99.04%	+0.63%
Median Days on Market to Sale	24.00	14.00	-41.67%	29.00	18.00	-37.93%
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

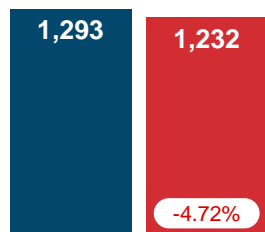
Inventory on March 31, 2020 = **2,120**

2019 **2020**

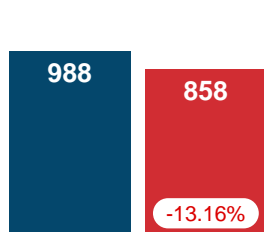
MARCH MARKET

MEDIAN PRICES

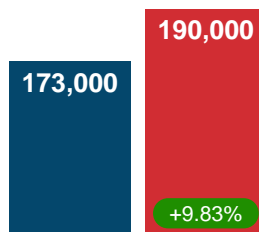
New Listings



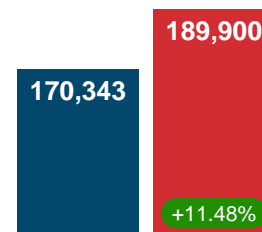
Pending Listings



List Price



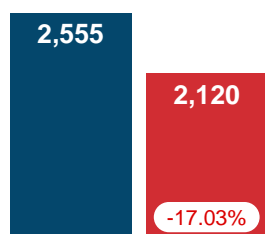
Sale Price



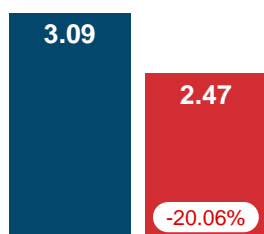
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

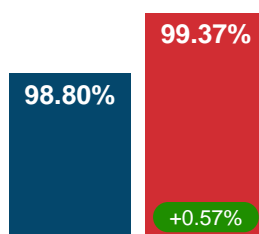
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

