

May 2020



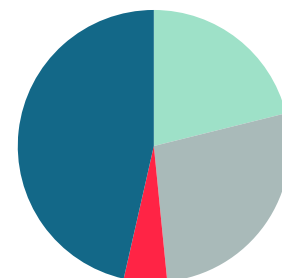
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	1,099	873	-20.56%
Pending Listings	980	1,128	15.10%
New Listings	1,347	1,271	-5.64%
Average List Price	216,548	231,198	6.77%
Average Sale Price	212,643	227,771	7.11%
Average Percent of Selling Price to List Price	98.15%	98.64%	0.51%
Average Days on Market to Sale	36.29	29.85	-17.76%
End of Month Inventory	2,539	1,919	-24.42%
Months Supply of Inventory	3.03	2.33	-22.99%



■ Closed (21.13%)
■ Pending (27.30%)
■ Other OffMarket (5.13%)
■ Active (46.44%)

Absorption: Last 12 months, an Average of **822** Sales/Month
Active Inventory as of May 31, 2020 = **1,919**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **24.42%** to 1,919 existing homes available for sale. Over the last 12 months this area has had an average of 822 closed sales per month. This represents an unsold inventory index of **2.33** 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 **7.11%** in May 2020 to \$227,771 versus the previous year at \$212,643.

Average Days on Market Shortens

The average number of **29.85** days that homes spent on the market before selling decreased by 6.45 days or **17.76%** in May 2020 compared to last year's same month at **36.29** DOM.

Sales Success for May 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 1,271 New Listings in May 2020, down **5.64%** from last year at 1,347. Furthermore, there were 873 Closed Listings this month versus last year at 1,099, a **-20.56%** decrease.

Closed versus Listed trends yielded a **68.7%** ratio, down from previous year's, May 2019, at **81.6%**, a **15.81%** downswing. 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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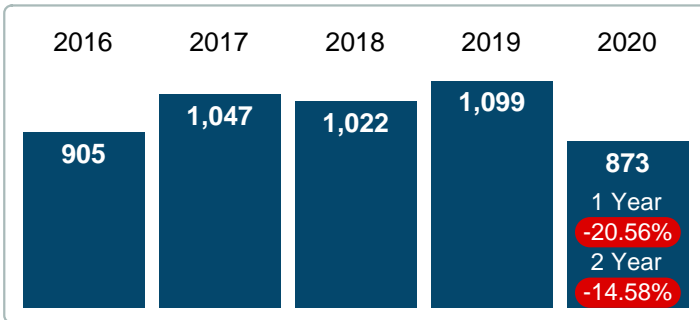
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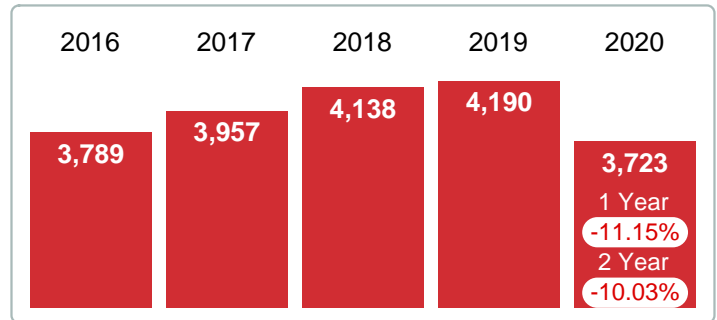
CLOSED LISTINGS

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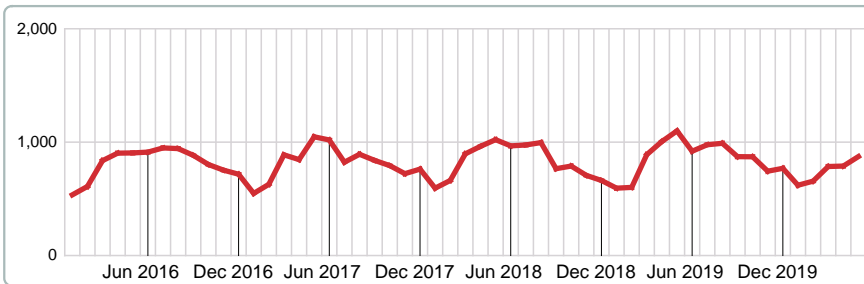
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 989

High May 2019 1,099 Low Jan 2016 535

Closed Listings this month at **873**
below the 5 yr MAY average of **989**



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	63	7.22%	38.1	30	27	5	1
\$75,001 - \$125,000	89	10.19%	21.9	23	57	9	0
\$125,001 - \$150,000	78	8.93%	12.4	9	63	6	0
\$150,001 - \$225,000	302	34.59%	21.6	19	199	79	5
\$225,001 - \$275,000	122	13.97%	29.9	4	48	66	4
\$275,001 - \$375,000	120	13.75%	38.4	2	35	72	11
\$375,001 and up	99	11.34%	60.2	4	19	53	23
Total Closed Units	873			91	448	290	44
Total Closed Volume	198,844,275	100%	29.8	11.90M	85.26M	82.67M	19.02M
Average Closed Price	\$227,771			\$130,759	\$190,302	\$285,064	\$432,304

May 2020



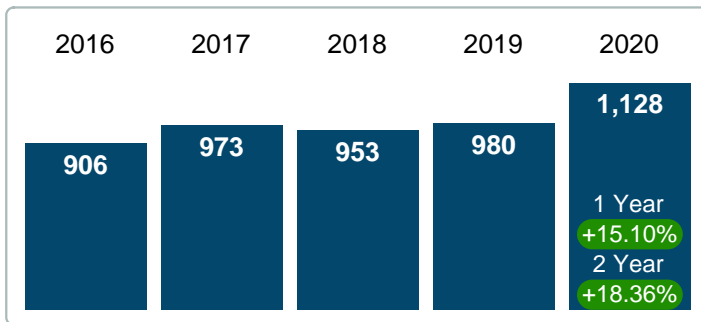
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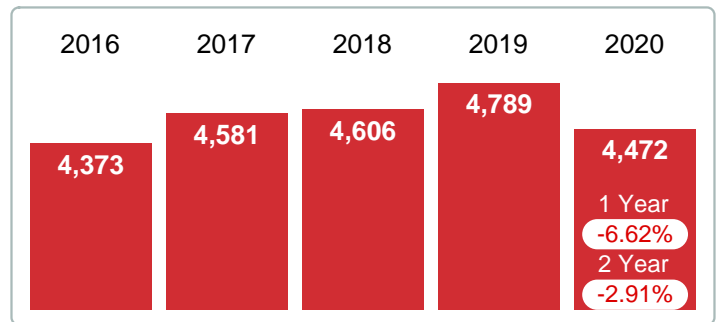
PENDING LISTINGS

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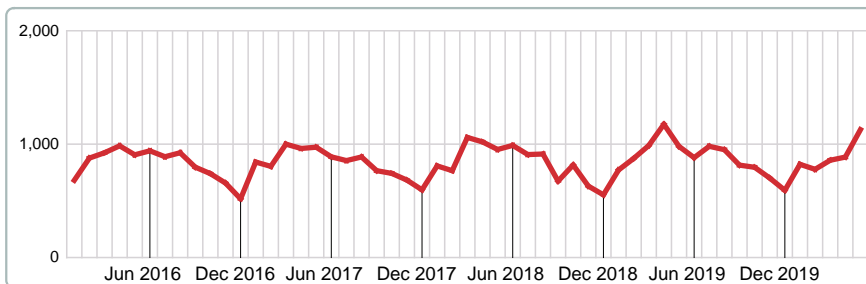
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

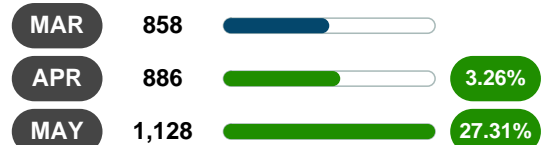


3 MONTHS

5 year MAY AVG = 988

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at 1,128 above the 5 yr MAY average of 988



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	69	6.12%	35.2	35	31	3	0
\$75,001 - \$125,000	129	11.44%	22.0	34	88	7	0
\$125,001 - \$175,000	231	20.48%	20.9	26	177	28	0
\$175,001 - \$225,000	211	18.71%	19.9	13	120	76	2
\$225,001 - \$300,000	210	18.62%	28.0	10	68	120	12
\$300,001 - \$400,000	158	14.01%	48.0	4	41	95	18
\$400,001 and up	120	10.64%	57.6	0	19	68	33
Total Pending Units	1,128			122	544	397	65
Total Pending Volume	276,007,057	100%	30.6	15.50M	104.52M	125.93M	30.05M
Average Listing Price	\$244,269			\$127,046	\$192,140	\$317,203	\$462,364

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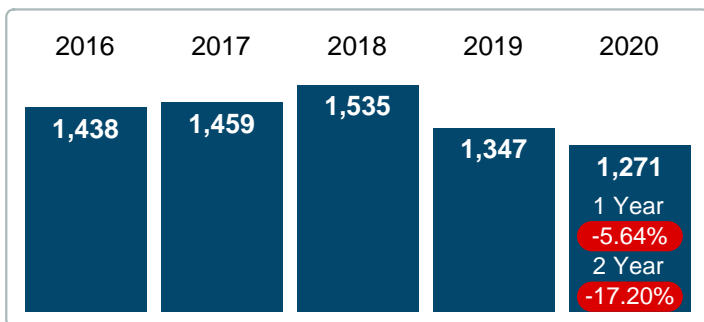
Area Delimited by County Of Tulsa - Residential Property Type



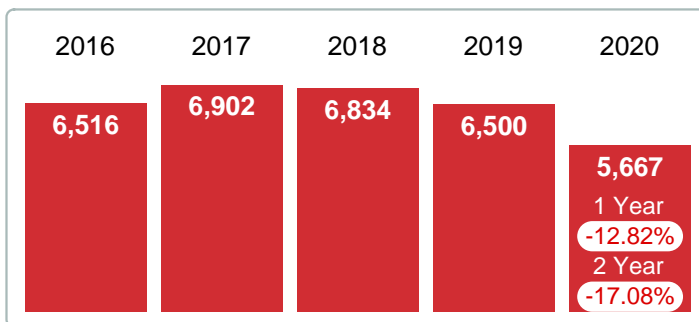
NEW LISTINGS

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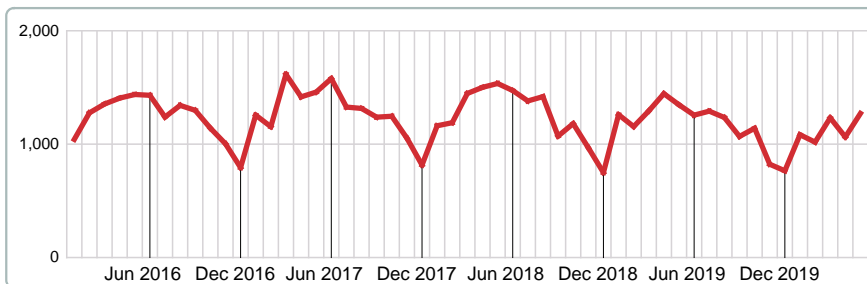
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,410

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,271 below the 5 yr MAY average of 1,410



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	122	9.60%	72	43	7	0
\$100,001 - \$125,000	91	7.16%	18	64	9	0
\$125,001 - \$175,000	217	17.07%	24	163	29	1
\$175,001 - \$250,000	335	26.36%	22	179	127	7
\$250,001 - \$325,000	181	14.24%	0	66	102	13
\$325,001 - \$525,000	180	14.16%	3	39	104	34
\$525,001 and up	145	11.41%	1	32	66	46
Total New Listed Units	1,271		140	586	444	101
Total New Listed Volume	369,040,850	100%	16.96M	137.11M	155.76M	59.21M
Average New Listed Listing Price	\$258,962		\$121,174	\$233,980	\$350,801	\$586,226

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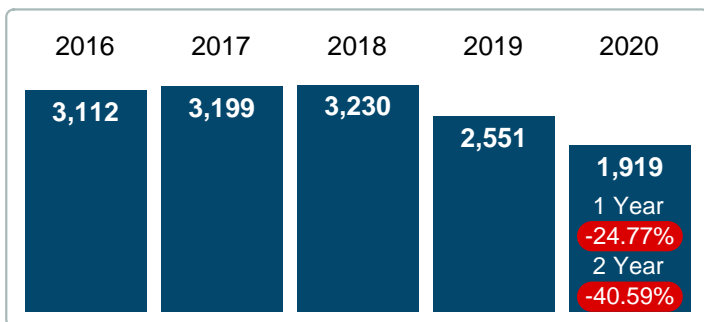
Area Delimited by County Of Tulsa - Residential Property Type



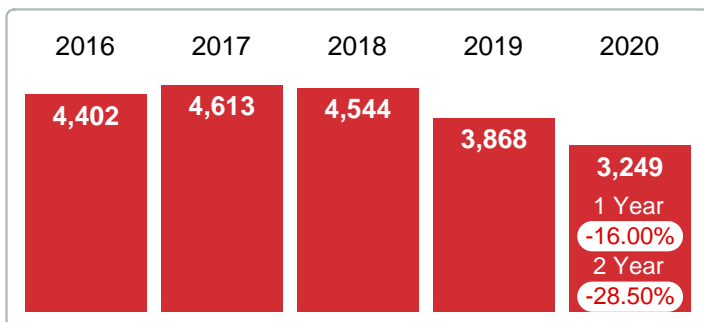
ACTIVE INVENTORY

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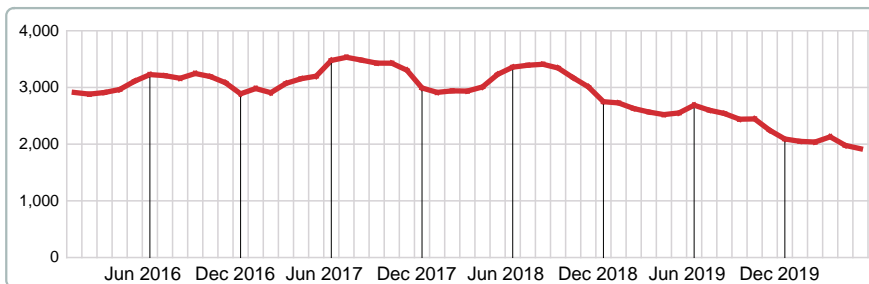
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2,802

High Jul 2017 3,532 Low May 2020 1,919

Inventory this month at 1,919 below the 5 yr MAY average of 2,802



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	179	9.33%	76.1	95	65	17	2
\$100,001 - \$175,000	250	13.03%	65.2	62	149	36	3
\$175,001 - \$225,000	243	12.66%	52.4	19	137	78	9
\$225,001 - \$350,000	472	24.60%	54.9	14	189	222	47
\$350,001 - \$475,000	338	17.61%	69.6	6	96	185	51
\$475,001 - \$725,000	240	12.51%	69.1	2	38	134	66
\$725,001 and up	197	10.27%	68.2	4	26	75	92
Total Active Inventory by Units	1,919			202	700	747	270
Total Active Inventory by Volume	746,234,611	100%	63.6	30.34M	202.03M	322.38M	191.48M
Average Active Inventory Listing Price	\$388,866			\$150,207	\$288,617	\$431,570	\$709,177

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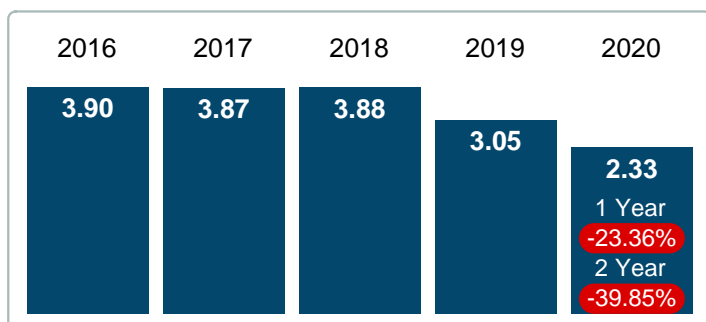
Area Delimited by County Of Tulsa - Residential Property Type



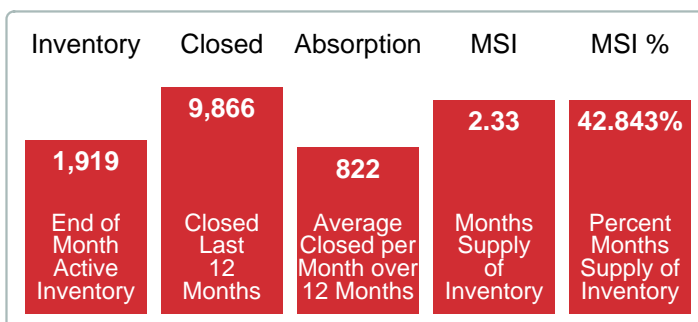
MONTHS SUPPLY of INVENTORY (MSI)

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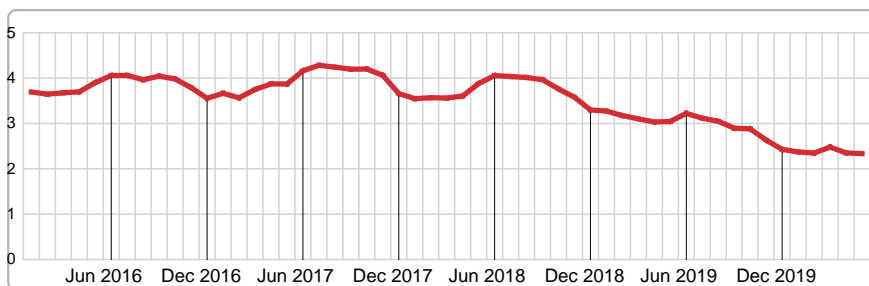
MSI FOR MAY



INDICATORS FOR MAY 2020

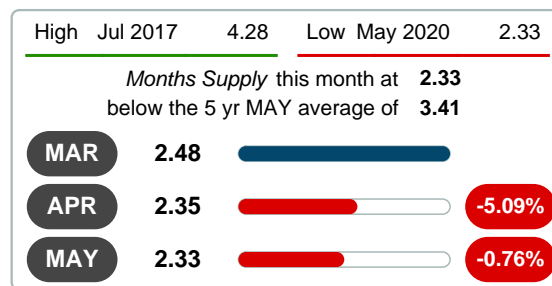


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3.41



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	179	9.33%	1.46	1.91	0.99	2.55	3.43
\$100,001 - \$175,000	250	13.03%	0.96	2.43	0.75	1.13	1.16
\$175,001 - \$225,000	243	12.66%	1.58	2.38	1.53	1.48	2.45
\$225,001 - \$350,000	472	24.60%	2.54	2.71	2.73	2.28	3.38
\$350,001 - \$475,000	338	17.61%	5.52	4.80	6.66	5.00	5.94
\$475,001 - \$725,000	240	12.51%	8.62	24.00	6.91	8.93	9.10
\$725,001 and up	197	10.27%	17.51	24.00	16.42	14.06	22.08
Market Supply of Inventory (MSI)			2.33	2.25	1.57	3.04	6.63
Total Active Inventory by Units		100%	2.33	202	700	747	270

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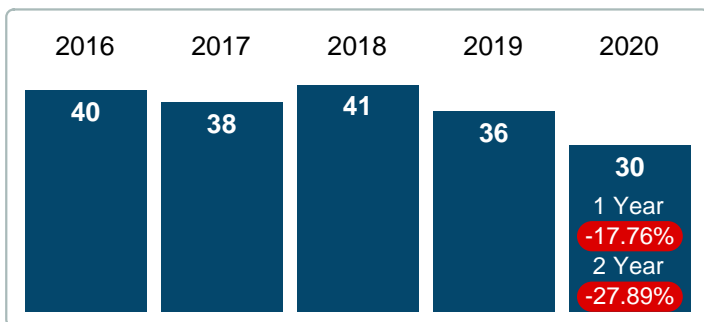
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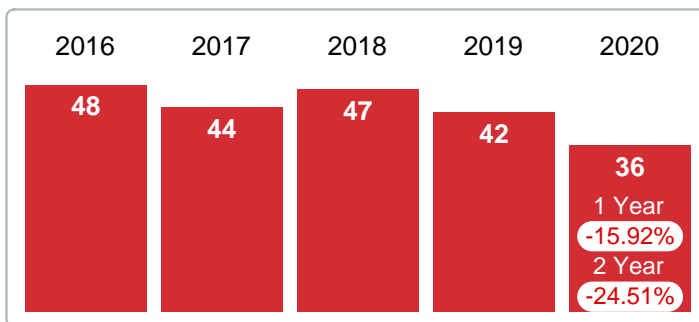
AVERAGE DAYS ON MARKET TO SALE

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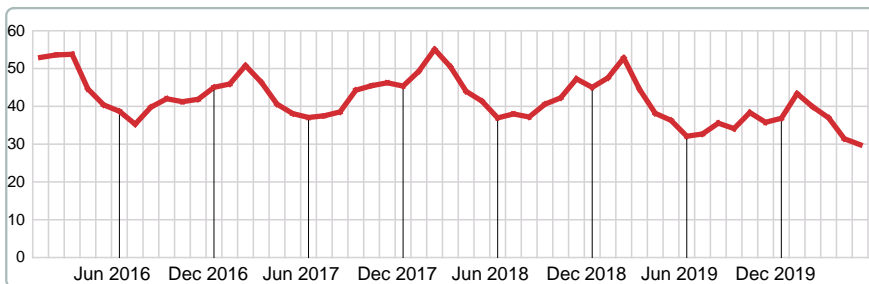
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

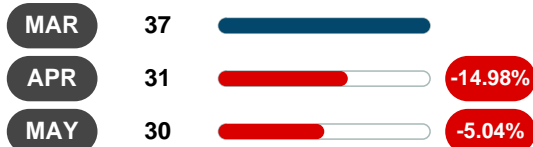


3 MONTHS

5 year MAY AVG = 37

High Feb 2018 55 Low May 2020 30

Average Days on Market to Sale this month at 30 below the 5 yr MAY average of 37



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	7.22%	38	42	29	62	39
\$75,001 - \$125,000	10.19%	22	25	21	15	0
\$125,001 - \$150,000	8.93%	12	9	14	5	0
\$150,001 - \$225,000	34.59%	22	28	19	27	19
\$225,001 - \$275,000	13.97%	30	4	28	34	8
\$275,001 - \$375,000	13.75%	38	33	35	42	25
\$375,001 and up	11.34%	60	33	40	69	63
Average Closed DOM		30	29	22	40	43
Total Closed Units	100%	30	91	448	290	44
Total Closed Volume		198,844,275	11.90M	85.26M	82.67M	19.02M

May 2020



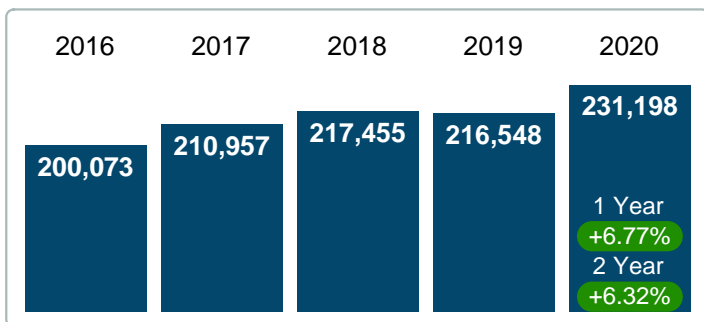
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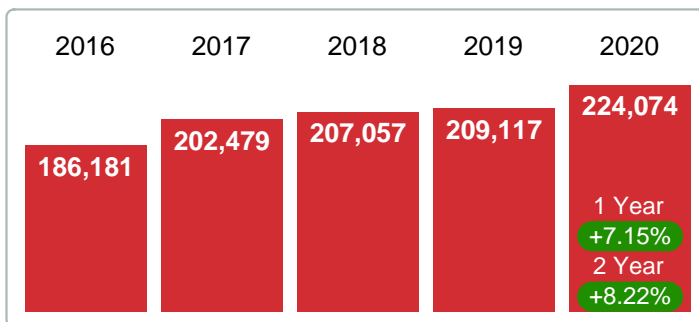
AVERAGE LIST PRICE AT CLOSING

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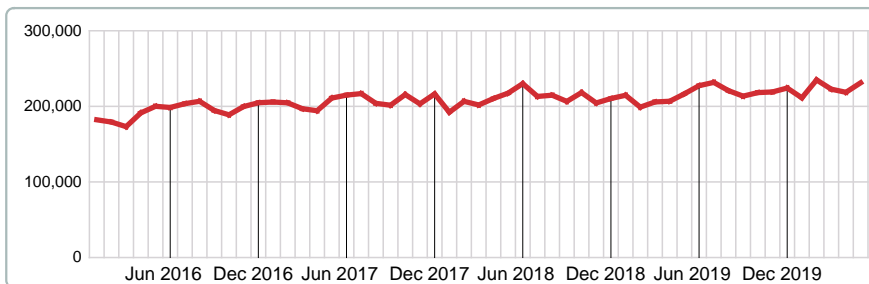
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

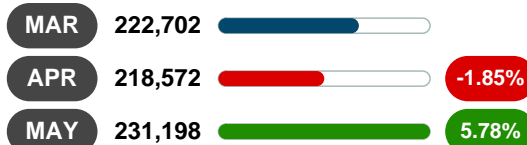


3 MONTHS

5 year MAY AVG = 215,246

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

Average List Price at Closing this month at **231,198**
above the 5 yr MAY average of **215,246**



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	6.87%	50,957	52,793	51,591	57,380	74,000
\$75,001 - \$125,000	9.97%	105,018	110,113	104,929	117,778	0
\$125,001 - \$150,000	9.28%	138,380	140,822	138,579	144,067	0
\$150,001 - \$225,000	34.02%	185,782	181,694	184,102	194,266	204,340
\$225,001 - \$275,000	14.43%	250,458	261,600	251,587	252,190	256,375
\$275,001 - \$375,000	13.52%	317,456	304,450	318,082	321,360	331,673
\$375,001 and up	11.91%	521,527	430,101	540,711	498,976	601,967
Average List Price		231,198	134,194	192,463	288,919	445,792
Total Closed Units	100%	231,198	91	448	290	44
Total Closed Volume		201,836,191	12.21M	86.22M	83.79M	19.61M

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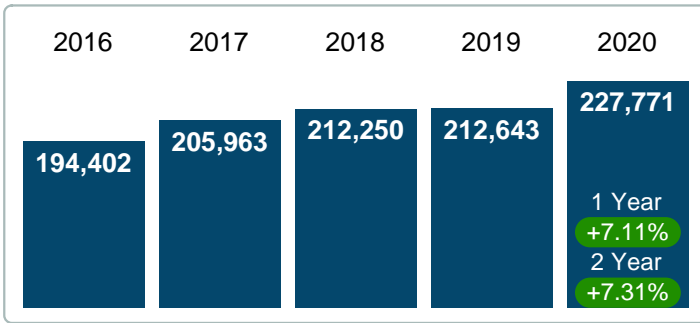
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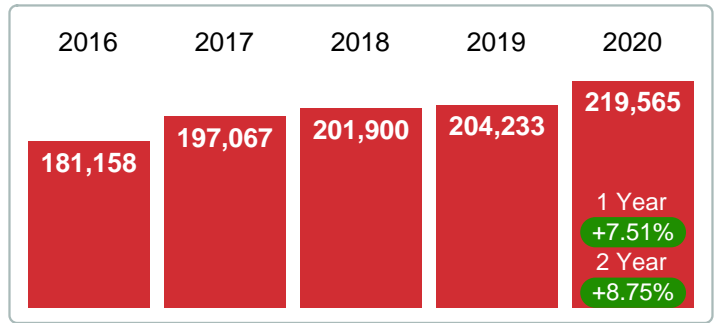
AVERAGE SOLD PRICE AT CLOSING

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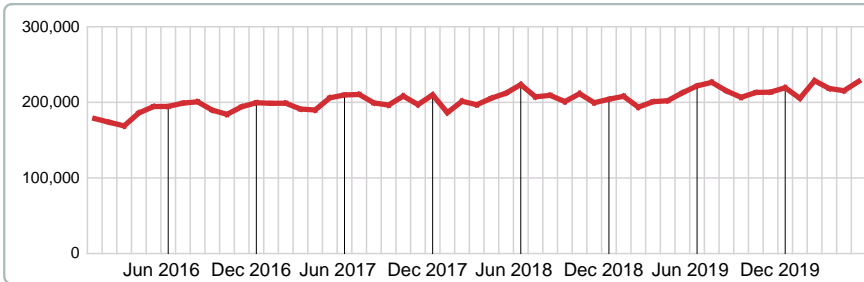
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

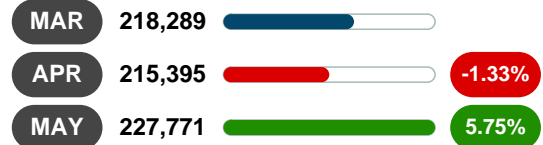


3 MONTHS

5 year MAY AVG = 210,606

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

Average Sold Price at Closing this month at **227,771** above the 5 yr MAY average of **210,606**



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	7.22%	49,894	48,752	49,750	53,700	69,000
\$75,001 - \$125,000	10.19%	105,448	108,184	103,108	113,278	0
\$125,001 - \$150,000	8.93%	138,115	137,600	137,843	141,750	0
\$150,001 - \$225,000	34.59%	185,298	178,473	182,764	193,120	188,500
\$225,001 - \$275,000	13.97%	250,347	255,875	248,819	250,637	258,375
\$275,001 - \$375,000	13.75%	318,137	297,000	317,151	317,777	327,473
\$375,001 and up	11.34%	513,780	425,351	523,001	487,766	581,486
Average Sold Price		227,771	130,759	190,302	285,064	432,304
Total Closed Units	100%	227,771	91	448	290	44
Total Closed Volume		198,844,275	11.90M	85.26M	82.67M	19.02M

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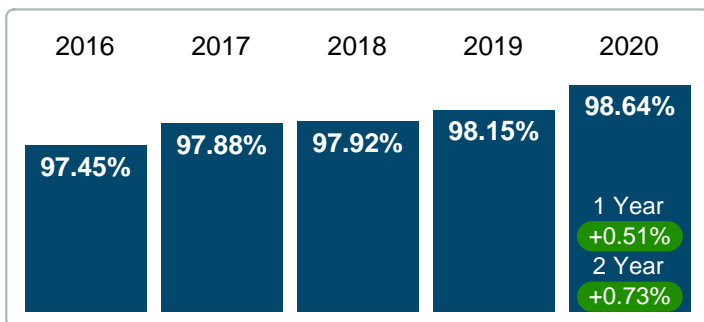
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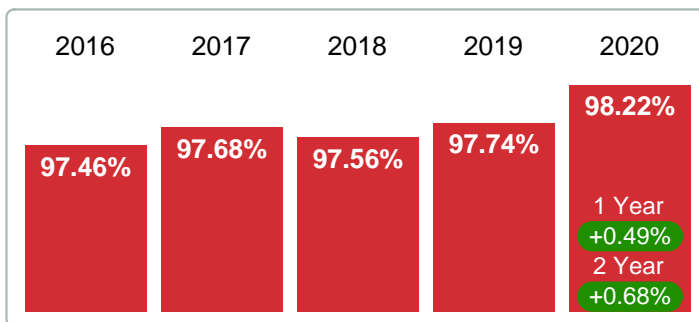
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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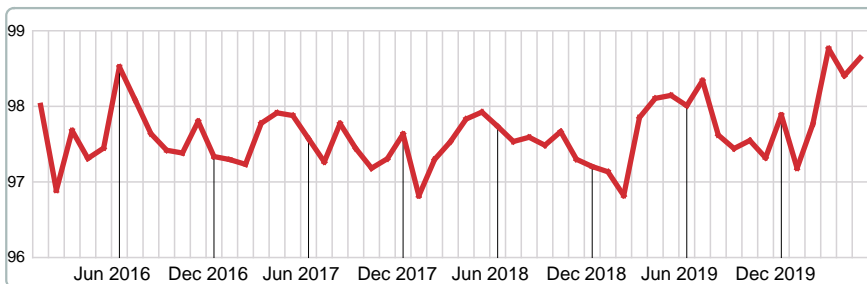
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

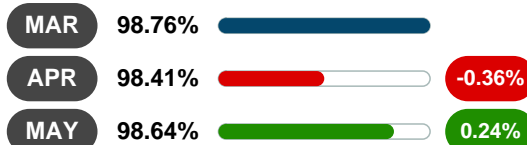


3 MONTHS

5 year MAY AVG = 98.01%

High Mar 2020 98.76% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.64%** above the 5 yr MAY average of **98.01%**



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	63	7.22%	94.07%	92.63%	95.83%	93.45%	93.24%
\$75,001 - \$125,000	89	10.19%	98.64%	98.58%	98.91%	97.09%	0.00%
\$125,001 - \$150,000	78	8.93%	99.36%	97.76%	99.58%	99.48%	0.00%
\$150,001 - \$225,000	302	34.59%	99.22%	98.40%	99.35%	99.48%	93.25%
\$225,001 - \$275,000	122	13.97%	99.23%	97.82%	98.95%	99.42%	100.75%
\$275,001 - \$375,000	120	13.75%	99.23%	97.60%	100.01%	98.96%	98.82%
\$375,001 and up	99	11.34%	97.77%	98.96%	97.24%	98.00%	97.50%
Average Sold/List Ratio		98.60%		96.46%	99.03%	98.89%	97.55%
Total Closed Units		873	100%	91	448	290	44
Total Closed Volume		198,844,275		11.90M	85.26M	82.67M	19.02M

May 2020



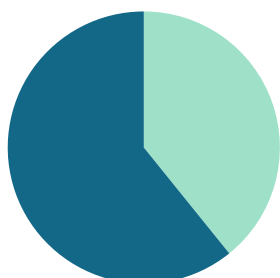
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

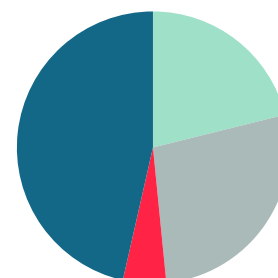


Inventory
 New Listings
1,271 = 39.19%
 Start Inventory
1,972
 Total Inventory Units
3,243
 Volume
\$1,110,136,341

Market Activity

Closed Sales
873 = 21.13%
 Pending Sales
1,128 = 27.30%
 Other Off Market
212 = 5.13%
 Active Inventory
1,919 = 46.44%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,099	873	-20.56%	4,190	3,723	-11.15%
Pending Sales	980	1,128	15.10%	4,789	4,472	-6.62%
New Listings	1,347	1,271	-5.64%	6,500	5,667	-12.82%
Average List Price	216,548	231,198	6.77%	209,117	224,074	7.15%
Average Sale Price	212,643	227,771	7.11%	204,233	219,565	7.51%
Average Percent of Selling Price to List Price	98.15%	98.64%	0.51%	97.74%	98.22%	0.49%
Average Days on Market to Sale	36.29	29.85	-17.76%	42.46	35.70	-15.92%
Monthly Inventory	2,539	1,919	-24.42%	2,539	1,919	-24.42%
Months Supply of Inventory	3.03	2.33	-22.99%	3.03	2.33	-22.99%

Absorption: Last 12 months, an Average of **822** Sales/Month

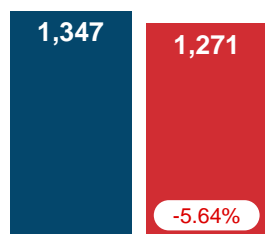
Inventory on May 31, 2020 = **1,919**

2019 2020

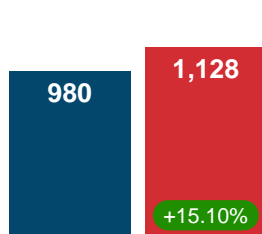
MAY MARKET

AVERAGE PRICES

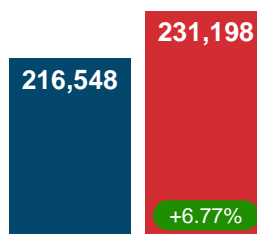
New Listings



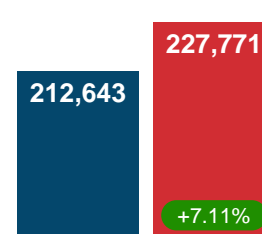
Pending Listings



List Price



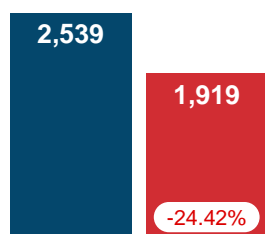
Sale Price



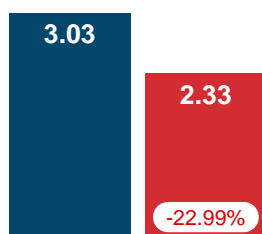
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

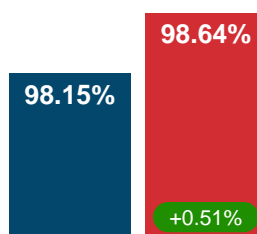
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

