

May 2020



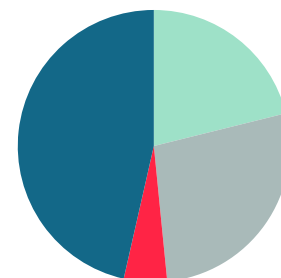
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	185,000	199,000	7.57%
Median Sale Price	185,000	198,000	7.03%
Median Percent of Selling Price to List Price	99.29%	100.00%	0.72%
Median Days on Market to Sale	15.00	11.00	-26.67%
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.

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 **7.03%** in May 2020 to \$198,000 versus the previous year at \$185,000.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 4.00 days or **26.67%** in May 2020 compared to last year's same month at **15.00** DOM.

Sales Success for May 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 1,271 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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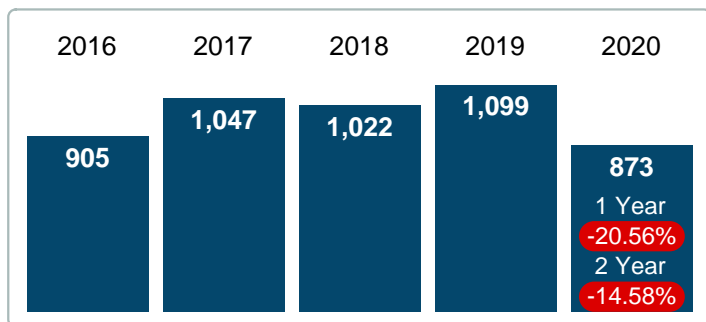
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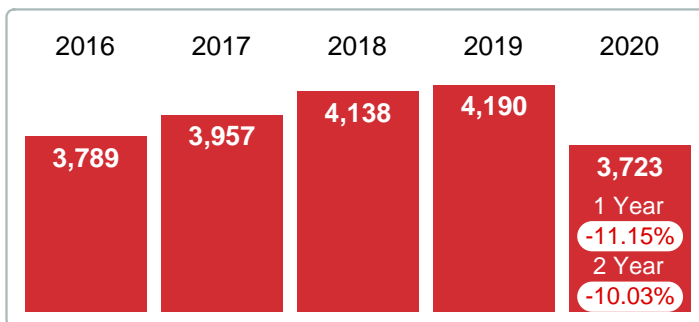
CLOSED LISTINGS

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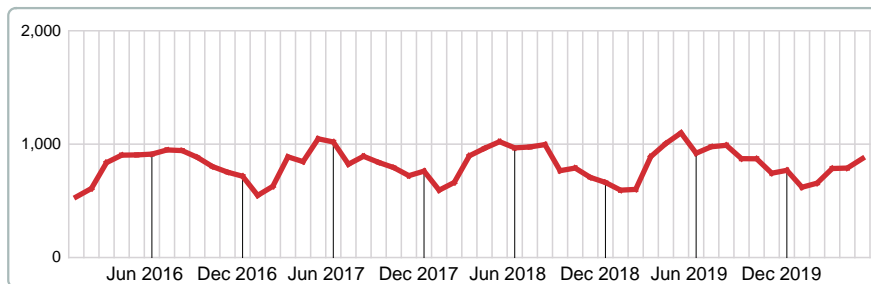
MAY



YEAR TO DATE (YTD)

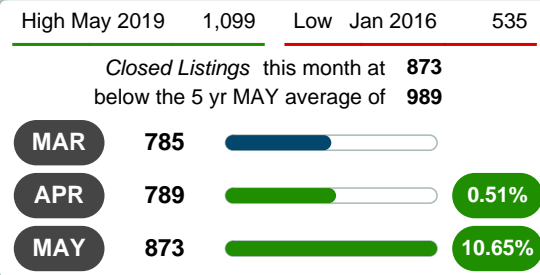


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 989



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	7.22%	27.0	30	27	5	1
\$75,001 - \$125,000	89	10.19%	8.0	23	57	9	0
\$125,001 - \$150,000	78	8.93%	5.0	9	63	6	0
\$150,001 - \$225,000	302	34.59%	8.0	19	199	79	5
\$225,001 - \$275,000	122	13.97%	12.0	4	48	66	4
\$275,001 - \$375,000	120	13.75%	16.5	2	35	72	11
\$375,001 and up	99	11.34%	42.0	4	19	53	23
Total Closed Units	873			91	448	290	44
Total Closed Volume	198,844,275	100%	11.0	11.90M	85.26M	82.67M	19.02M
Median Closed Price	\$198,000			\$119,300	\$170,657	\$257,793	\$389,000

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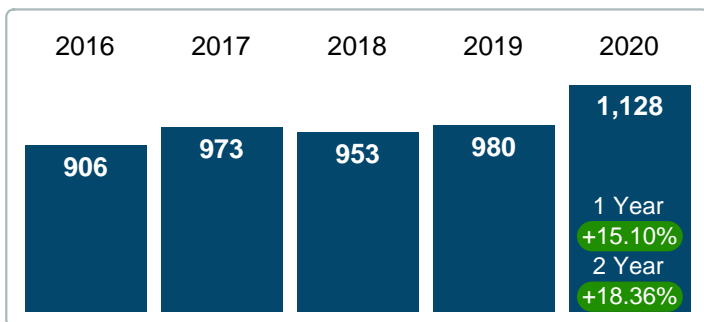
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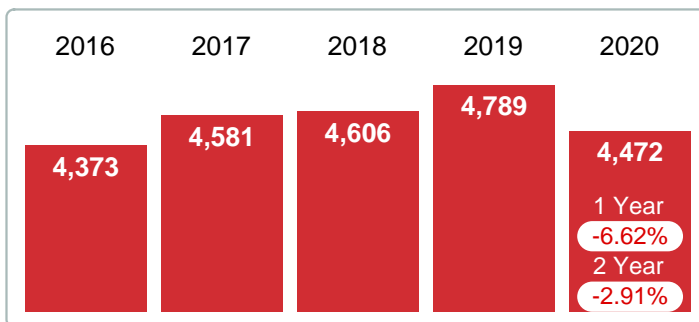
PENDING LISTINGS

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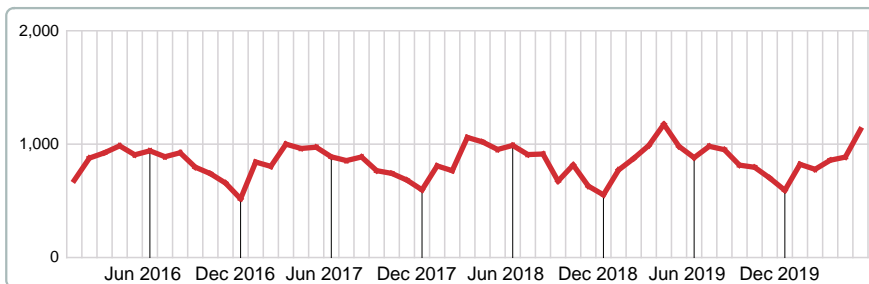
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

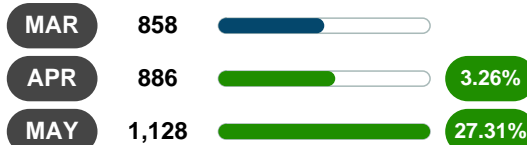


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	69	6.12%	18.0	35	31	3	0
\$75,001 - \$125,000	129	11.44%	7.0	34	88	7	0
\$125,001 - \$175,000	231	20.48%	6.0	26	177	28	0
\$175,001 - \$225,000	211	18.71%	6.0	13	120	76	2
\$225,001 - \$300,000	210	18.62%	15.5	10	68	120	12
\$300,001 - \$400,000	158	14.01%	28.0	4	41	95	18
\$400,001 and up	120	10.64%	45.0	0	19	68	33
Total Pending Units	1,128			122	544	397	65
Total Pending Volume	276,007,057	100%	11.0	15.50M	104.52M	125.93M	30.05M
Median Listing Price	\$210,000			\$115,000	\$169,900	\$279,000	\$412,500

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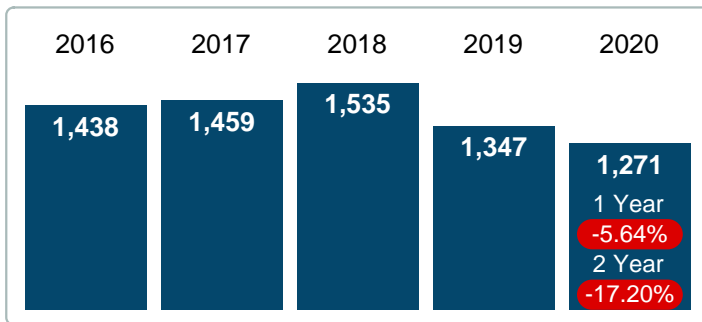
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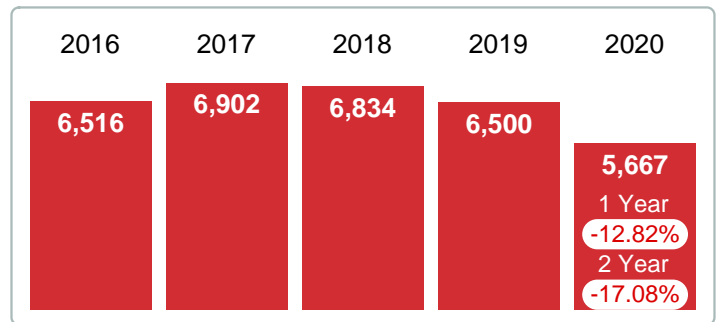
NEW LISTINGS

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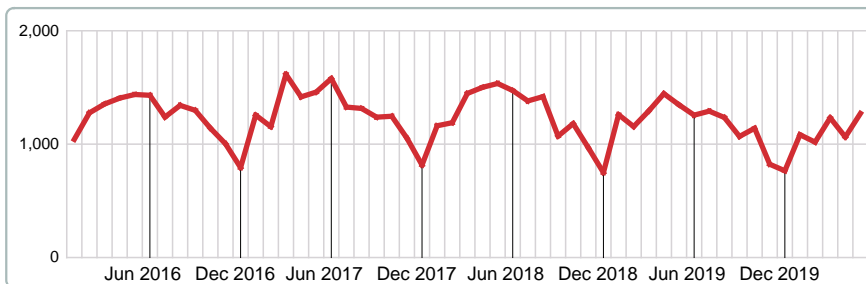
MAY



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
Median New Listed Listing Price	\$217,921		\$96,950	\$182,932	\$289,900	\$479,000

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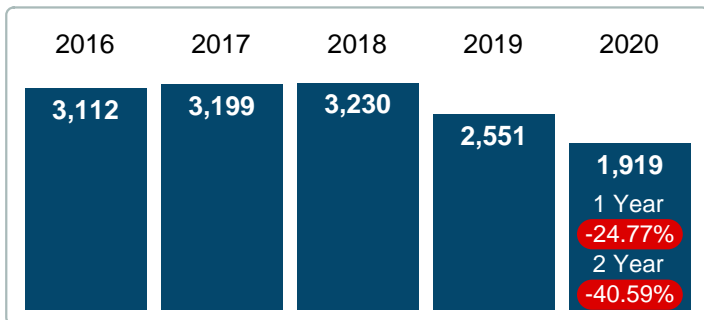
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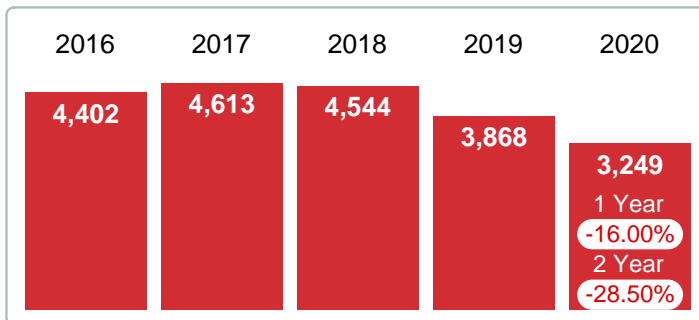
ACTIVE INVENTORY

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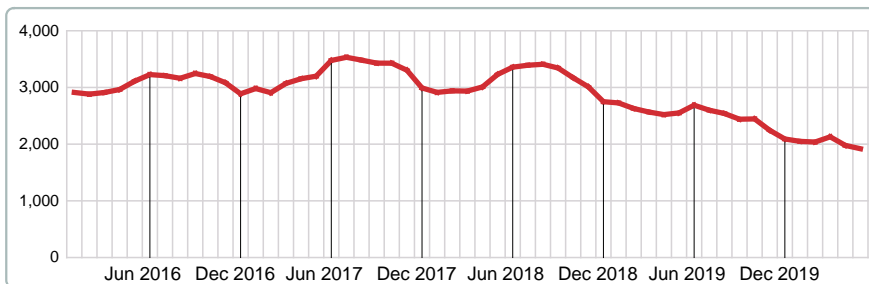
END OF MAY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	179	9.33%	39.0	95	65	17	2
\$100,001 - \$175,000	250	13.03%	46.0	62	149	36	3
\$175,001 - \$225,000	243	12.66%	34.0	19	137	78	9
\$225,001 - \$350,000	472	24.60%	40.0	14	189	222	47
\$350,001 - \$475,000	338	17.61%	60.5	6	96	185	51
\$475,001 - \$725,000	240	12.51%	59.0	2	38	134	66
\$725,001 and up	197	10.27%	66.0	4	26	75	92
Total Active Inventory by Units			1,919	202	700	747	270
Total Active Inventory by Volume			746,234,611	30.34M	202.03M	322.38M	191.48M
Median Active Inventory Listing Price			\$299,000	\$109,950	\$225,000	\$365,000	\$539,450

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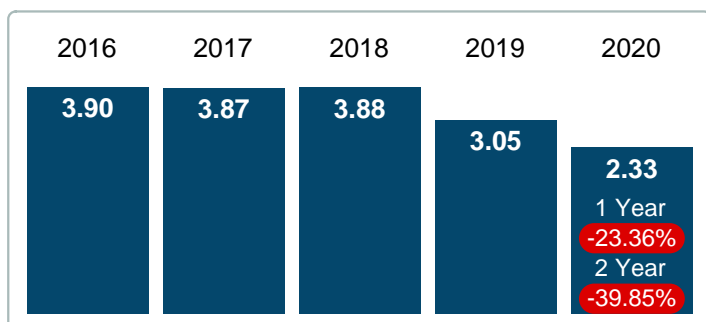
Area Delimited by County Of Tulsa - Residential Property Type



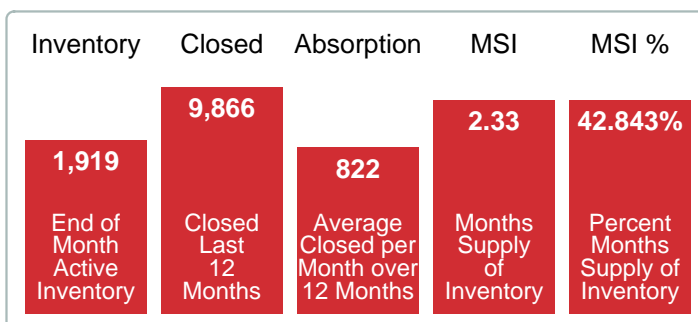
MONTHS SUPPLY of INVENTORY (MSI)

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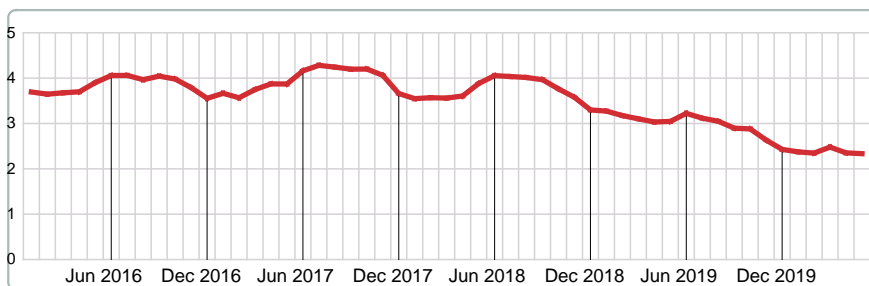
MSI FOR MAY



INDICATORS FOR MAY 2020

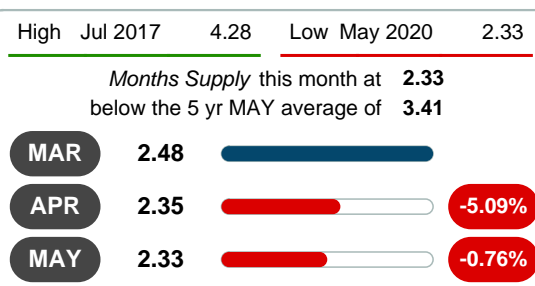


5 YEAR MARKET ACTIVITY TRENDS



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

May 2020



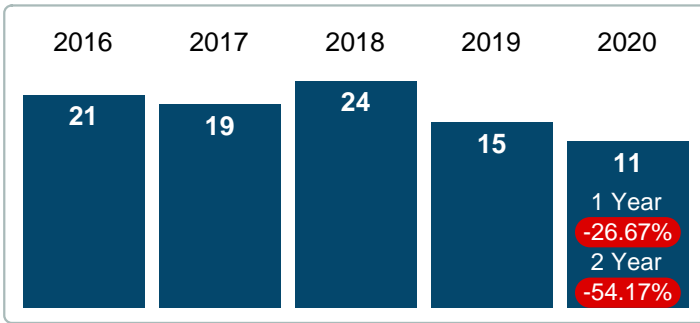
Area Delimited by County Of Tulsa - Residential Property Type



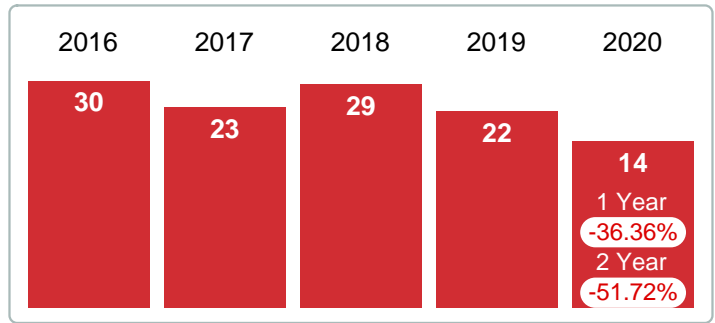
MEDIAN DAYS ON MARKET TO SALE

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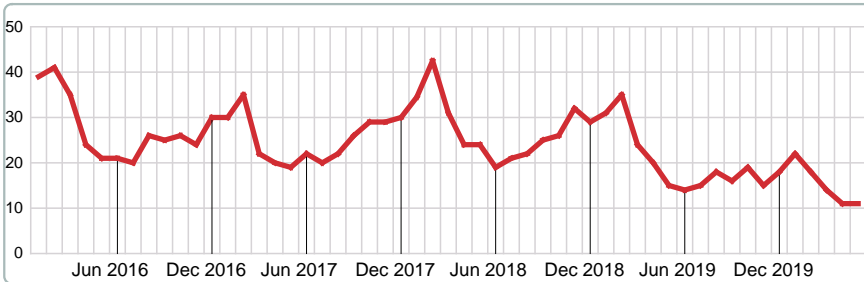
MAY



YEAR TO DATE (YTD)

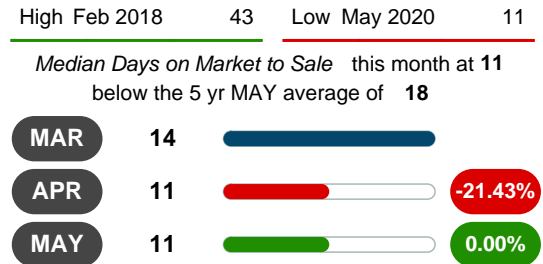


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 18



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	7.22%	27	29	17	58	39
\$75,001 - \$125,000	10.19%	8	7	8	19	0
\$125,001 - \$150,000	8.93%	5	5	5	5	0
\$150,001 - \$225,000	34.59%	8	12	7	13	16
\$225,001 - \$275,000	13.97%	12	4	14	15	6
\$275,001 - \$375,000	13.75%	17	33	16	18	11
\$375,001 and up	11.34%	42	10	31	58	50
Median Closed DOM		11	13	8	18	24
Total Closed Units	100%	873	91	448	290	44
Total Closed Volume		198,844,275	11.90M	85.26M	82.67M	19.02M

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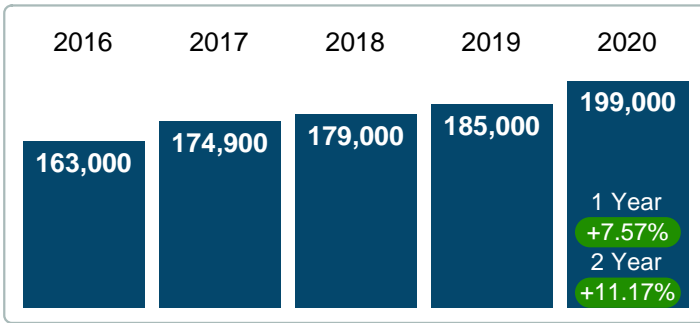
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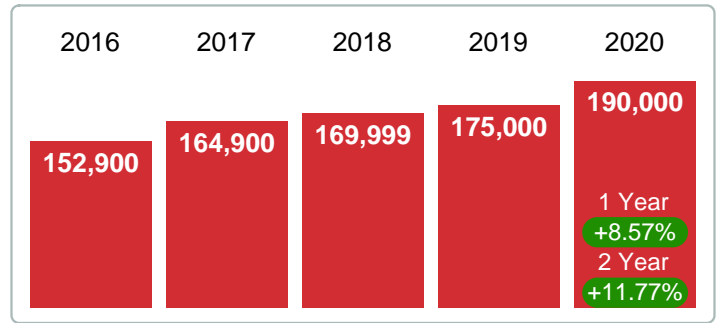
MEDIAN LIST PRICE AT CLOSING

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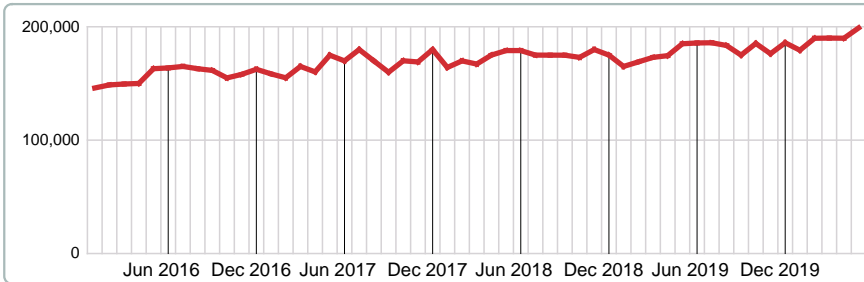
MAY



YEAR TO DATE (YTD)

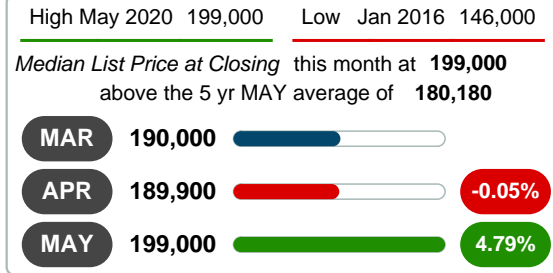


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 180,180



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	60	6.87%	50,000	49,950	61,000	74,000
\$75,001 - \$125,000	87	9.97%	103,500	108,400	110,000	0
\$125,001 - \$150,000	81	9.28%	139,900	139,000	132,200	0
\$150,001 - \$225,000	297	34.02%	175,000	176,500	195,000	179,000
\$225,001 - \$275,000	126	14.43%	250,750	249,500	250,897	247,500
\$275,001 - \$375,000	118	13.52%	299,000	319,000	309,900	329,900
\$375,001 and up	104	11.91%	427,500	476,750	450,000	489,900
Median List Price		199,000	118,000	172,500	259,632	394,950
Total Closed Units	873	100%	91	448	290	44
Total Closed Volume	201,836,191		12.21M	86.22M	83.79M	19.61M

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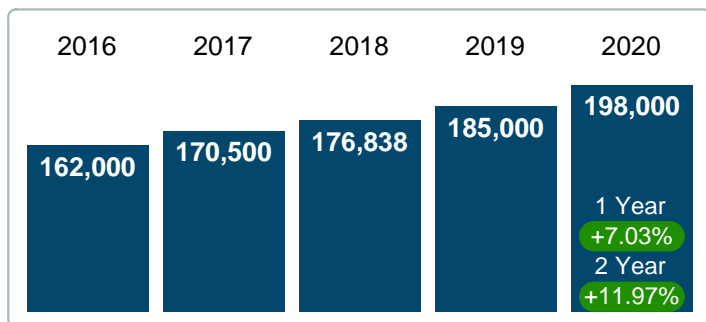
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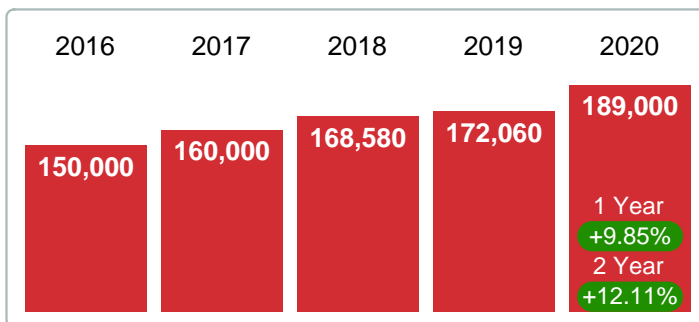
MEDIAN SOLD PRICE AT CLOSING

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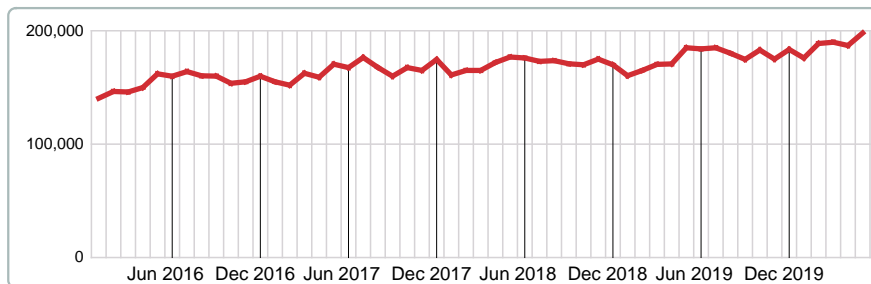
MAY



YEAR TO DATE (YTD)

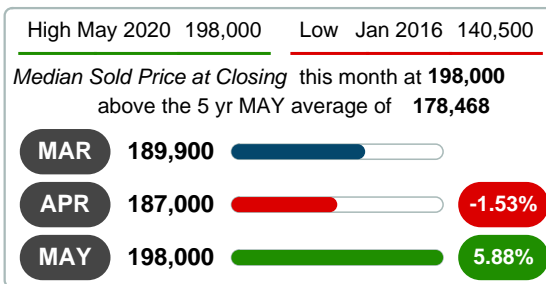


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 178,468



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	7.22%	50,000	49,000	53,000	56,000	69,000
\$75,001 - \$125,000	10.19%	106,500	108,000	103,000	110,000	0
\$125,001 - \$150,000	8.93%	139,000	135,000	138,000	140,500	0
\$150,001 - \$225,000	34.59%	182,000	177,000	176,500	195,000	179,000
\$225,001 - \$275,000	13.97%	250,000	259,500	249,700	250,000	257,750
\$275,001 - \$375,000	13.75%	312,250	297,000	319,000	308,161	329,900
\$375,001 and up	11.34%	462,000	422,500	470,000	455,000	500,000
Median Sold Price		198,000	119,300	170,657	257,793	389,000
Total Closed Units	100%	198,000	91	448	290	44
Total Closed Volume		198,844,275	11.90M	85.26M	82.67M	19.02M

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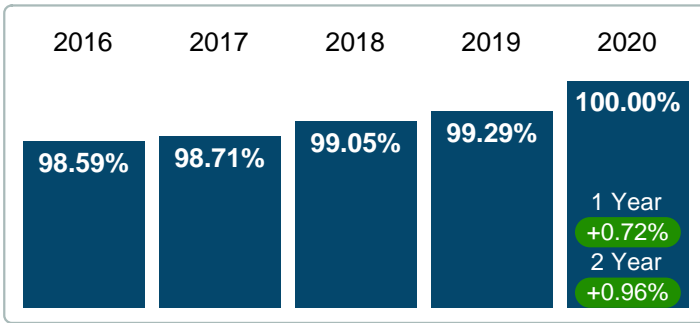
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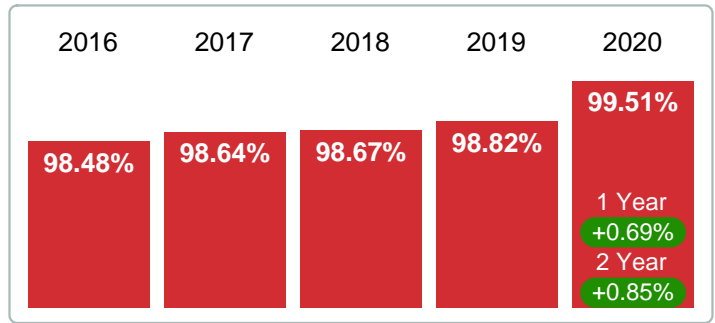
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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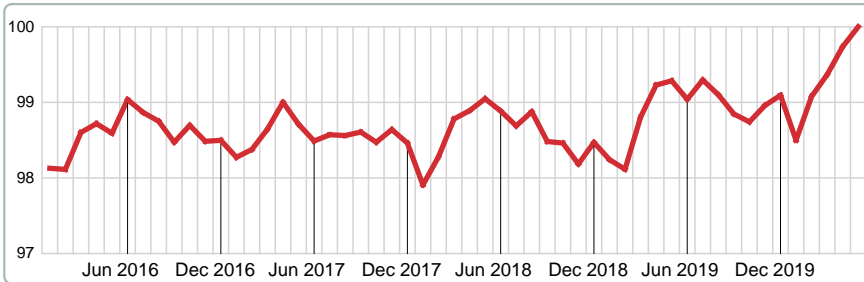
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

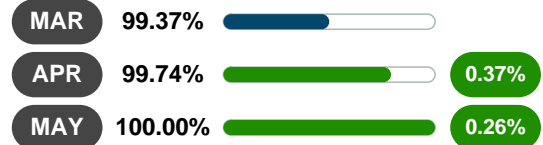


3 MONTHS

5 year MAY AVG = 99.13%

High May 2020 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **99.13%**



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	7.22%	95.08%	93.64%	97.28%	93.20%	93.24%
\$75,001 - \$125,000	89	10.19%	100.00%	100.00%	100.00%	100.00%	0.00%
\$125,001 - \$150,000	78	8.93%	100.00%	100.00%	100.00%	102.32%	0.00%
\$150,001 - \$225,000	302	34.59%	100.00%	99.21%	100.00%	100.00%	99.60%
\$225,001 - \$275,000	122	13.97%	100.00%	97.41%	100.00%	100.00%	100.00%
\$275,001 - \$375,000	120	13.75%	99.78%	97.60%	99.68%	99.66%	100.00%
\$375,001 and up	99	11.34%	98.41%	99.06%	97.96%	98.59%	97.45%
Median Sold/List Ratio		100.00%		98.00%	100.00%	100.00%	99.68%
Total Closed Units	873	100%	100.00%	91	448	290	44
Total Closed Volume	198,844,275			11.90M	85.26M	82.67M	19.02M

May 2020



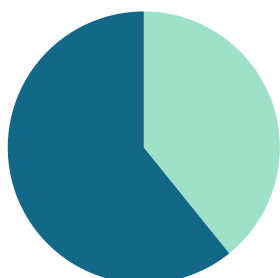
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

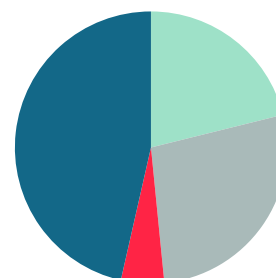


Inventory
 New Listings
1,271 = 39.19%
 Start Inventory
1,972
 Total Inventory Units
3,243
 Volume
\$1,110,136,341

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%
Median List Price	185,000	199,000	7.57%	175,000	190,000	8.57%
Median Sale Price	185,000	198,000	7.03%	172,060	189,000	9.85%
Median Percent of Selling Price to List Price	99.29%	100.00%	0.72%	98.82%	99.51%	0.69%
Median Days on Market to Sale	15.00	11.00	-26.67%	22.00	14.00	-36.36%
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

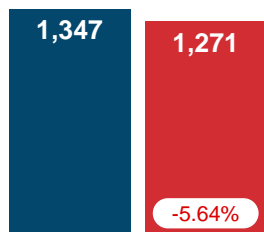
Inventory on May 31, 2020 = **1,919**

2019 **2020**

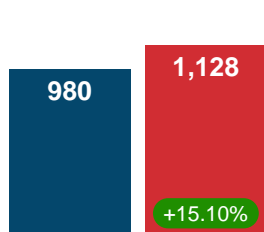
MAY MARKET

MEDIAN PRICES

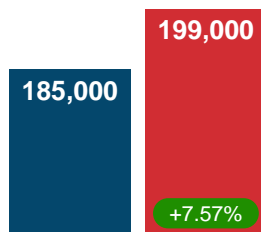
New Listings



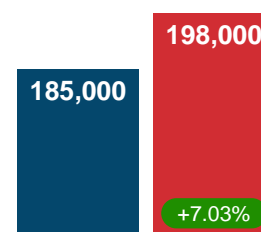
Pending Listings



List Price



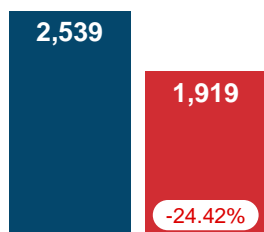
Sale Price



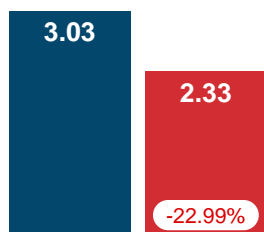
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

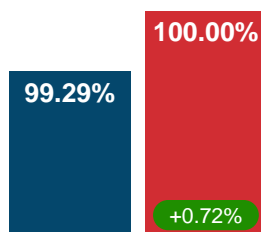
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

