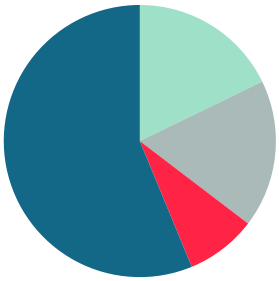
July 2019

Area Delimited by County Of Tulsa

MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	July 2018	July 2019	+/-%
Closed Listings	1,120	1,114	-0.54%
Pending Listings	949	1,099	15.81%
New Listings	1,632	1,584	-2.94%
Average List Price	189,171	200,544	6.01%
Average Sale Price	183,400	195,487	6.59%
Average Percent of Selling Price to List Price	97.58%	98.27%	0.70%
Average Days on Market to Sale	39.56	33.79	-14.60%
End of Month Inventory	5,346	3,519	-34.18%
Months Supply of Inventory	5.50	3.61	-34.44%



Absorption: Last 12 months, an Average of **975** Sales/Month
Active Inventory as of July 31, 2019 = **3,519**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **34.18%** to 3,519 existing homes available for sale. Over the last 12 months this area has had an average of 975 closed sales per month. This represents an unsold inventory index of **3.61** 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 **6.59%** in July 2019 to $195,487 versus the previous year at $183,400.

Average Days on Market Shortens

The average number of **33.79** days that homes spent on the market before selling decreased by 5.77 days or **14.60%** in July 2019 compared to last year's same month at **39.56** DOM.

Sales Success for July 2019 is Positive

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

There were 1,584 New Listings in July 2019, down **2.94%** from last year at 1,632. Furthermore, there were 1,114 Closed Listings this month versus last year at 1,120, a **-0.54%** decrease.

Closed versus Listed trends yielded a **70.3%** ratio, up from previous year's, July 2018, at **68.6%**, a **2.48%** 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

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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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CLOSED LISTINGS

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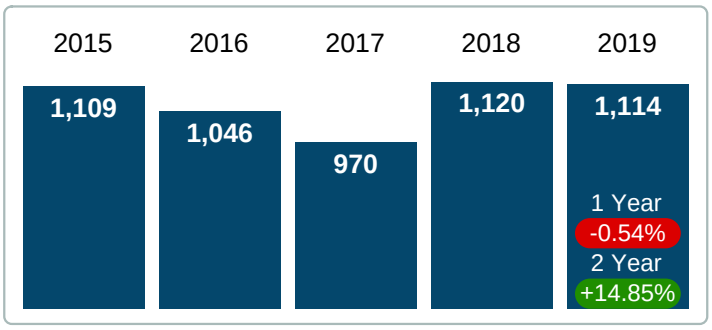
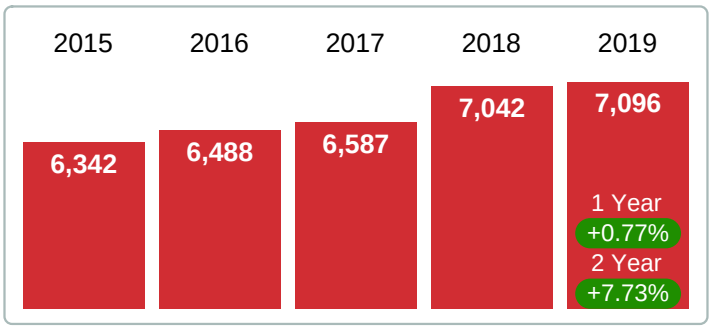
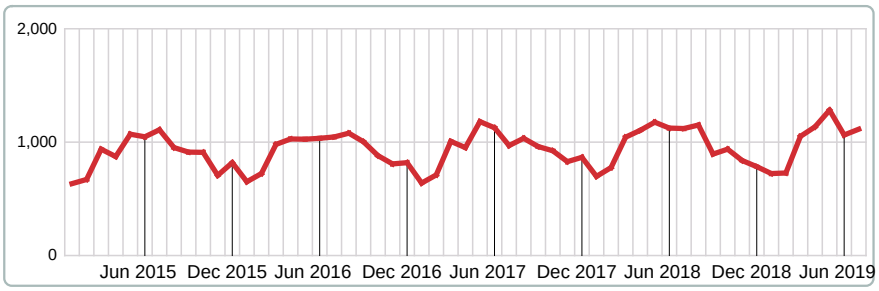
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,072

High May 2019 1,282 | Low Jan 2015 634

Closed Listings this month at **1,114**
above the 5 yr JUL average of **1,072**

MAY	1,282	
JUN	1,063	-17.08%
JUL	1,114	4.80%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$0 and less	0	0.00%	0.0	0	0	0	0
$1 $75,000	218	19.57%	33.7	67	121	27	3
$75,001 $125,000	138	12.39%	23.8	34	98	5	1
$125,001 $200,000	341	30.61%	25.2	26	241	69	5
$200,001 $250,000	139	12.48%	36.8	10	53	69	7
$250,001 $350,000	162	14.54%	46.6	5	56	85	16
$350,001 and up	116	10.41%	49.5	6	23	64	23
Total Closed Units	1,114	100%	33.8	148	592	319	55
Total Closed Volume	217,772,990			16.64M	90.39M	88.99M	21.76M
Average Closed Price	$195,487			$112,409	$152,683	$278,963	$395,614

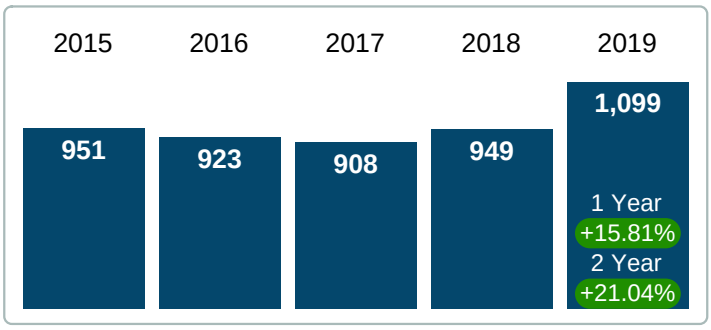
July 2019

Area Delimited by County Of Tulsa

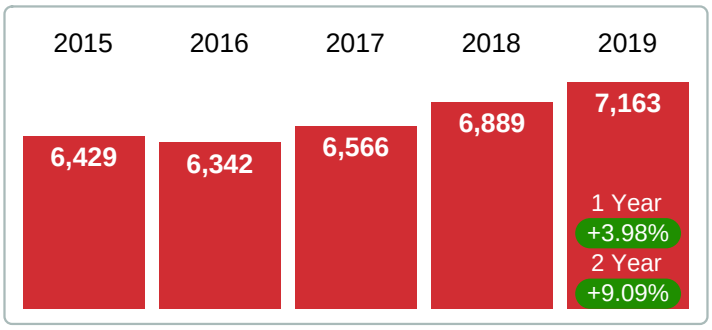
PENDING LISTINGS

Report produced on Aug 12, 2019 for MLS Technology Inc.

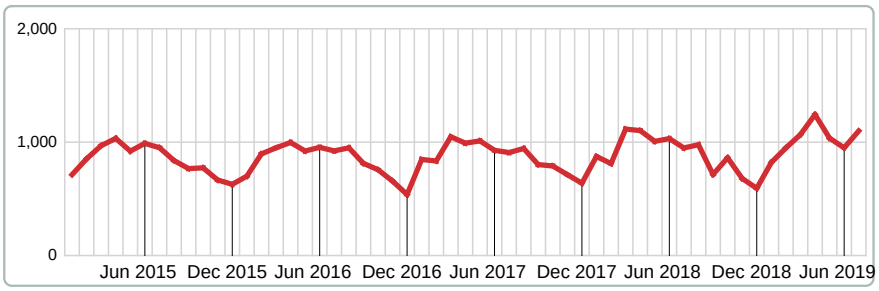
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 966

High Apr 2019 1,243 | Low Dec 2016 538

Pending Listings this month at **1,099**
above the 5 yr JUL average of **966**

MAY	1,035	
JUN	950	-8.21%
JUL	1,099	15.68%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$50,000 and less	76	6.92%	45.7	34	33	9	0
$50,001 $100,000	109	9.92%	31.4	39	67	2	1
$100,001 $150,000	179	16.29%	26.8	27	134	16	2
$150,001 $200,000	269	24.48%	36.3	31	185	49	4
$200,001 $275,000	203	18.47%	46.0	7	85	97	14
$275,001 $375,000	147	13.38%	43.1	9	36	91	11
$375,001 and up	116	10.56%	63.1	10	18	66	22
Total Pending Units	1,099	100%	38.6	157	558	330	54
Total Pending Volume	260,339,396			30.88M	95.57M	107.08M	26.82M
Average Listing Price	$194,110			$196,665	$171,271	$324,475	$496,612

July 2019

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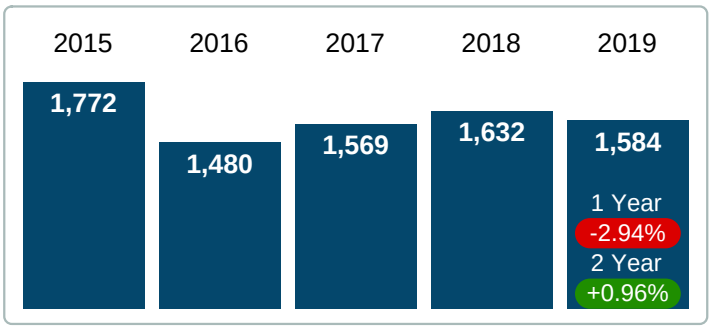
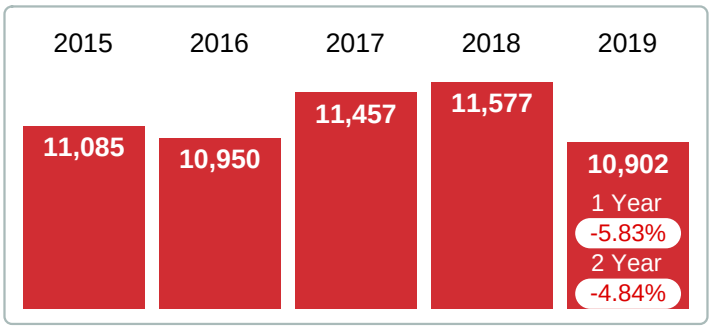
NEW LISTINGS

Report produced on Aug 12, 2019 for MLS Technology Inc.

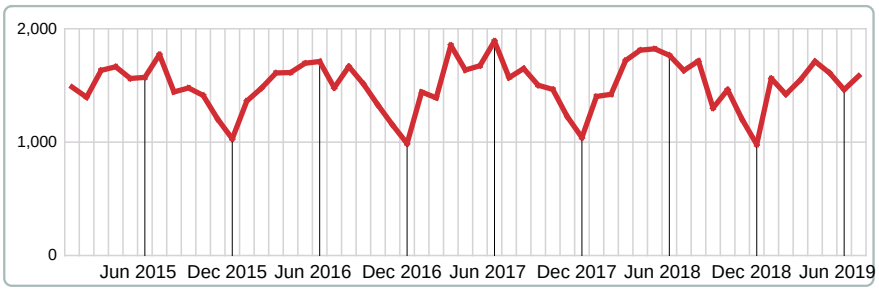
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,607

High Jun 2017 1,891 | Low Dec 2018 980

New Listings this month at **1,584**
below the 5 yr JUL average of **1,607**

MAY	1,610	
JUN	1,463	-9.13%
JUL	1,584	8.27%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
$0 and less	0	0.00%	0	0	0	0
$1 $90,000	337	21.28%	139	165	29	4
$90,001 $150,000	227	14.33%	38	170	18	1
$150,001 $230,000	420	26.52%	46	272	95	7
$230,001 $320,000	243	15.34%	20	91	117	15
$320,001 $450,000	205	12.94%	20	45	103	37
$450,001 and up	152	9.60%	36	13	63	40
Total New Listed Units	1,584	100%	299	756	425	104
Total New Listed Volume	420,434,765		85.78M	129.59M	144.54M	60.53M
Average New Listed Listing Price	$96,105		$286,879	$171,415	$340,088	$582,028

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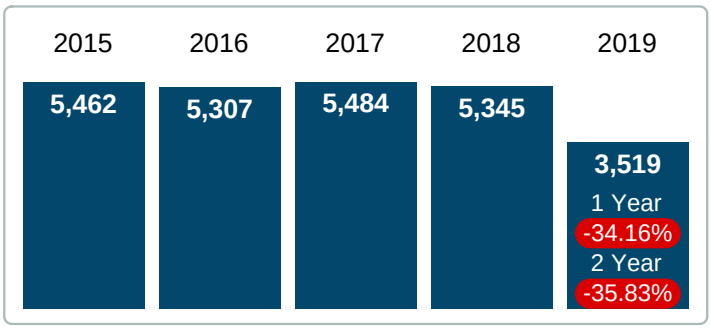
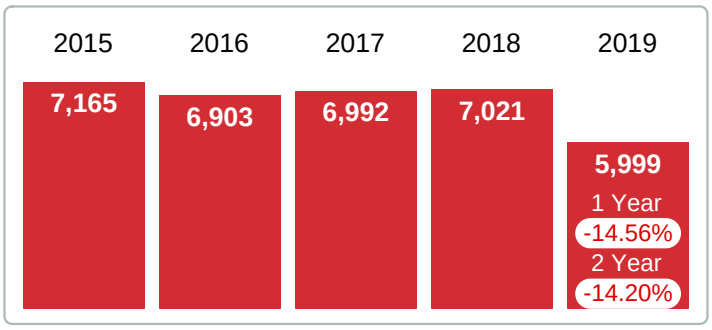
ACTIVE INVENTORY

Report produced on Aug 12, 2019 for MLS Technology Inc.

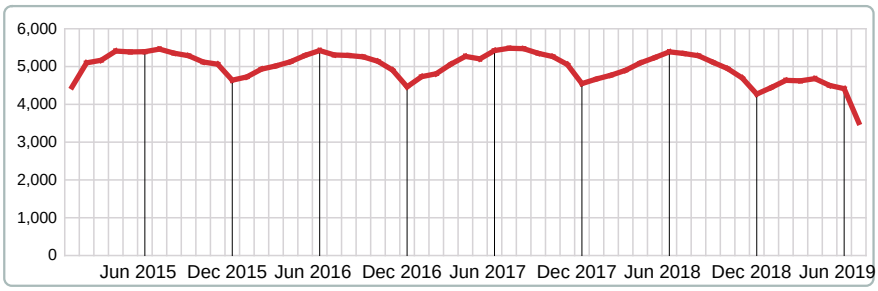
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5,023

High Jul 2017 5,484 Low Jul 2019 3,519

Inventory this month at **3,519**
below the 5 yr JUL average of **5,023**

MAY	4,501	
JUN	4,415	-1.91%
JUL	3,519	-20.29%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$25,000 and less	261	7.42%	47.6	100	118	39	4
$25,001 $100,000	417	11.85%	83.3	271	126	19	1
$100,001 $175,000	588	16.71%	71.5	197	320	66	5
$175,001 $275,000	762	21.65%	64.4	121	357	259	25
$275,001 $425,000	693	19.69%	68.9	85	145	376	87
$425,001 $700,000	439	12.48%	79.5	50	58	205	126
$700,001 and up	359	10.20%	94.7	136	23	91	109
Total Active Inventory by Units	3,519	100%	72.4	960	1,147	1,055	357
Total Active Inventory by Volume	1,255,266,106			346.32M	239.38M	414.86M	254.70M
Average Active Inventory Listing Price	$356,711			$360,748	$208,705	$393,232	$713,454

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MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 12, 2019 for MLS Technology Inc.

MSI FOR JULY

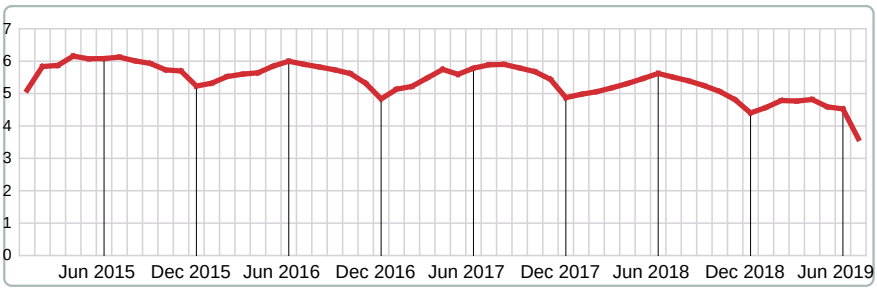
2015	2016	2017	2018	2019
6.12	5.90	5.89	5.50	3.61

1 Year -34.43%
2 Year -38.70%

INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
3,519	11,702	975	3.6	27.711%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.41

High Apr 2015 6.16 | Low Jul 2019 3.61

Months Supply this month at **3.61**
below the 5 yr JUL average of **5.41**

MAY	4.59	
JUN	4.53	-1.40%
JUL	3.61	-20.25%

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
$25,000 and less	261	7.42%	1.96	2.93	1.59	1.73	1.55
$25,001 $100,000	417	11.85%	2.93	4.49	1.71	2.40	2.00
$100,001 $175,000	588	16.71%	2.05	6.49	1.48	1.82	1.54
$175,001 $275,000	762	21.65%	3.12	9.13	3.07	2.49	2.34
$275,001 $425,000	693	19.69%	5.94	18.55	4.55	5.55	6.91
$425,001 $700,000	439	12.48%	11.26	23.08	8.29	9.46	15.43
$700,001 and up	359	10.20%	28.16	90.67	19.71	15.17	26.69
Market Supply of Inventory (MSI)	3.61	100%	3.61	6.56	2.20	3.96	8.53
Total Active Inventory by Units	3,519			960	1,147	1,055	357

Contact: MLS Technology Inc. **Phone: 918-663-7500** **Email: support@mlstechnology.com**

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.

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AVERAGE DAYS ON MARKET TO SALE

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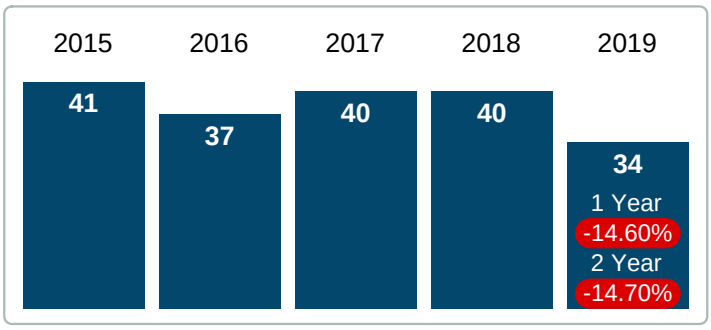
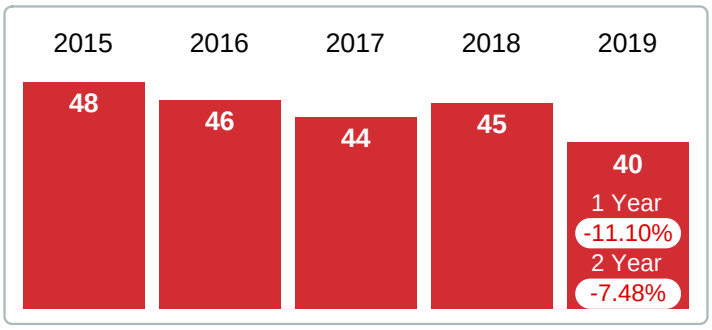
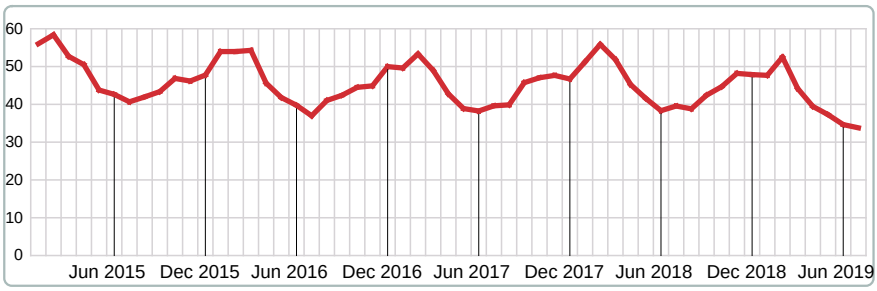
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 38

High Feb 2015 58 | Low Jul 2019 34

Average Days on Market to Sale this month at **34** below the 5 yr JUL average of **38**

MAY	37	
JUN	35	-7.06%
JUL	34	-2.47%

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
$0 and less	0	0.00%	0	0	0	0	0
$1 $75,000	218	19.57%	34	44	29	32	34
$75,001 $125,000	138	12.39%	24	32	21	29	3
$125,001 $200,000	341	30.61%	25	28	23	32	28
$200,001 $250,000	139	12.48%	37	62	37	32	45
$250,001 $350,000	162	14.54%	47	117	33	48	63
$350,001 and up	116	10.41%	49	102	44	43	59
Average Closed DOM	34			44	27	39	53
Total Closed Units	1,114	100%	33.8	148	592	319	55
Total Closed Volume	217,772,990			16.64M	90.39M	88.99M	21.76M

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AVERAGE LIST PRICE AT CLOSING

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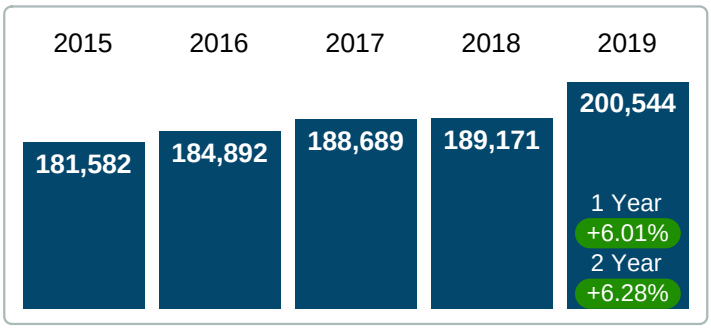
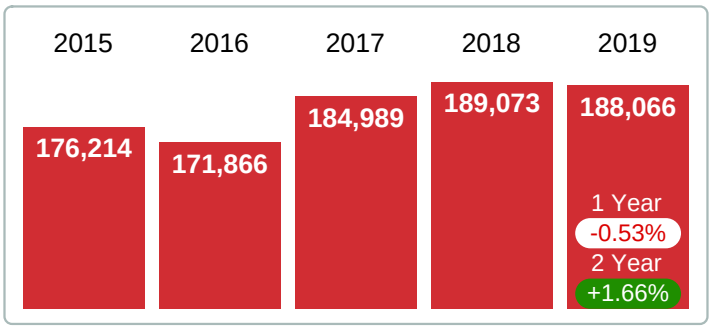
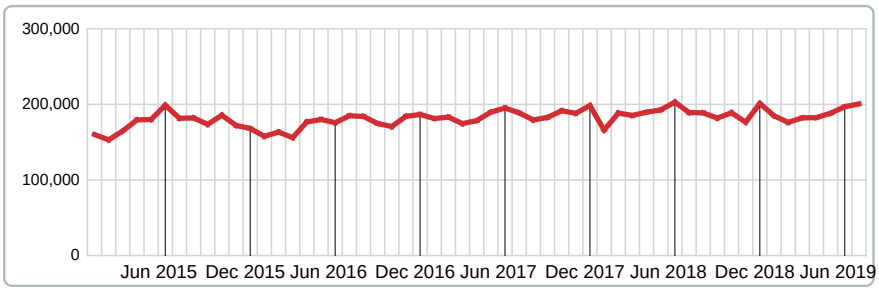
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 188,976

High Jun 2018 202,954 Low Feb 2015 153,036

Average List Price at Closing this month at **200,544**
above the 5 yr JUL average of **188,976**

MAY	188,245	
JUN	196,864	4.58%
JUL	200,544	1.87%

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
$0 and less	0	0.00%	0	0	0	0	0
$1 $75,000	219	19.66%	18,026	24,925	17,127	8,198	2,638
$75,001 $125,000	129	11.58%	105,625	99,421	108,066	119,460	119,000
$125,001 $200,000	348	31.24%	163,270	158,769	162,128	172,794	180,040
$200,001 $250,000	128	11.49%	226,510	245,876	229,302	226,401	241,628
$250,001 $350,000	174	15.62%	297,754	307,705	296,349	300,613	309,413
$350,001 and up	116	10.41%	588,039	768,167	505,350	581,481	639,793
Average List Price	200,544			120,166	155,587	285,674	406,988
Total Closed Units	1,114	100%	200,544	148	592	319	55
Total Closed Volume	223,406,241			17.78M	92.11M	91.13M	22.38M

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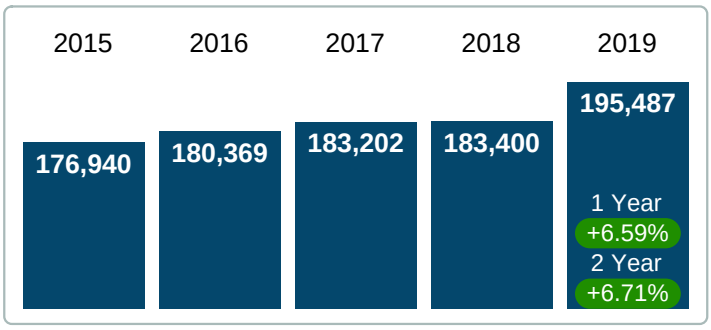
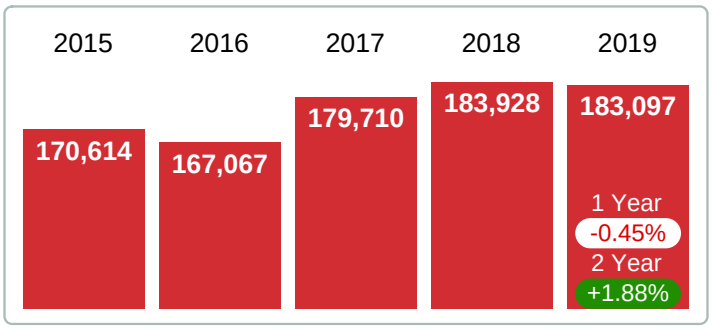
AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 12, 2019 for MLS Technology Inc.

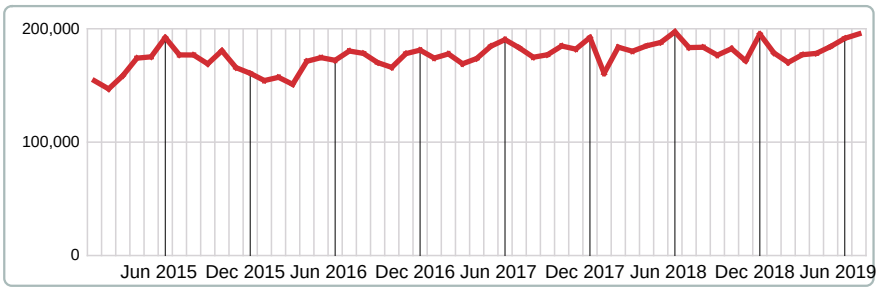
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 183,880

High Jun 2018 197,299 Low Feb 2015 146,949

Average Sold Price at Closing this month at **195,487**
above the 5 yr JUL average of **183,880**

MAY	184,313	
JUN	191,532	3.92%
JUL	195,487	2.07%

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
$0 and less	0	0.00%	0	0	0	0	0
$1 $75,000	218	19.57%	17,233	22,913	16,445	8,289	2,638
$75,001 $125,000	138	12.39%	104,264	97,153	106,160	113,300	115,000
$125,001 $200,000	341	30.61%	162,173	151,900	160,447	170,715	180,860
$200,001 $250,000	139	12.48%	225,086	230,250	224,070	223,986	236,243
$250,001 $350,000	162	14.54%	295,390	300,250	292,280	296,081	301,081
$350,001 and up	116	10.41%	561,956	674,167	481,896	559,339	620,024
Average Sold Price	195,487	100%	195,487	112,409	152,683	278,963	395,614
Total Closed Units	1,114			148	592	319	55
Total Closed Volume	217,772,990			16.64M	90.39M	88.99M	21.76M

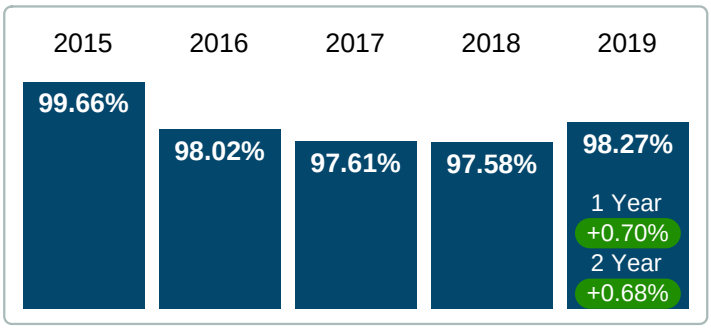
July 2019

Area Delimited by County Of Tulsa

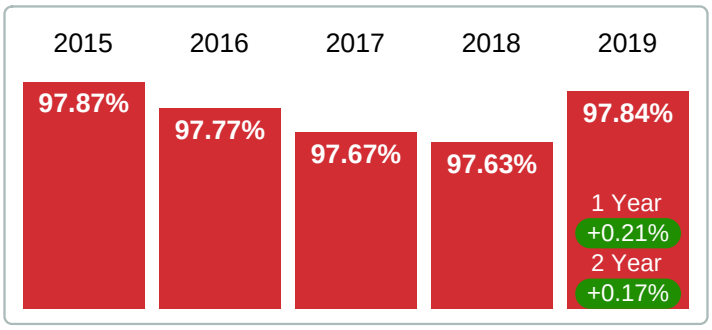
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 12, 2019 for MLS Technology Inc.

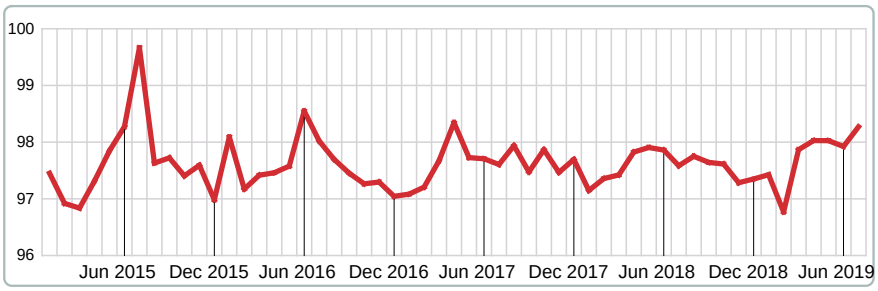
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 98.23%

High Jul 2015 99.66% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **98.27%**
equal to 5 yr JUL average of **98.23%**

MAY	98.03%	
JUN	97.92%	-0.10%
JUL	98.27%	0.35%

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
$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
$1 $75,000	218	19.57%	97.85%	94.78%	98.97%	100.23%	100.00%
$75,001 $125,000	138	12.39%	98.74%	98.16%	99.10%	96.12%	96.64%
$125,001 $200,000	341	30.61%	98.79%	96.06%	99.02%	98.90%	100.41%
$200,001 $250,000	139	12.48%	98.18%	94.11%	97.95%	98.98%	97.86%
$250,001 $350,000	162	14.54%	98.46%	97.67%	98.68%	98.53%	97.53%
$350,001 and up	116	10.41%	96.81%	91.66%	96.51%	97.40%	96.84%
Average Sold/List Ratio	98.30%			95.70%	98.80%	98.59%	97.66%
Total Closed Units	1,114	100%	98.30%	148	592	319	55
Total Closed Volume	217,772,990			16.64M	90.39M	88.99M	21.76M

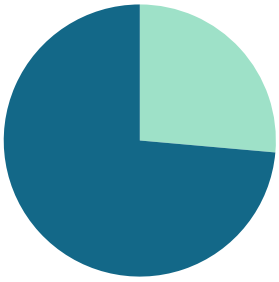
July 2019

Area Delimited by County Of Tulsa

MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

INVENTORY



Inventory

New Listings
1,584 = 26.40%

Start Inventory
4,416

Total Inventory Units
6,000

Volume
$1,876,564,713

Market Activity

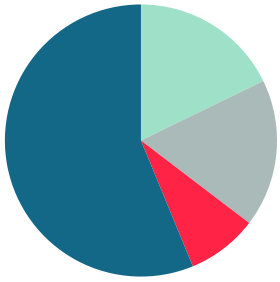
Closed Sales
1,114 = 17.80%

Pending Sales
1,099 = 17.56%

Other Off Market
526 = 8.41%

Active Inventory
3,519 = 56.23%

MARKET ACTIVITY



Compared Metrics	July 2018	July 2019	July +/-%	Year to Date 2018	Year to Date 2019	Year to Date +/-%
Closed Sales	1,120	1,114	-0.54%	7,042	7,096	0.77%
Pending Sales	949	1,099	15.81%	6,889	7,163	3.98%
New Listings	1,632	1,584	-2.94%	11,577	10,902	-5.83%
Average List Price	189,171	200,544	6.01%	189,073	188,066	-0.53%
Average Sale Price	183,400	195,487	6.59%	183,928	183,097	-0.45%
Average Percent of Selling Price to List Price	97.58%	98.27%	0.70%	97.63%	97.84%	0.21%
Average Days on Market to Sale	39.56	33.79	-14.60%	45.37	40.33	-11.10%
Monthly Inventory	5,346	3,519	-34.18%	5,346	3,519	-34.18%
Months Supply of Inventory	5.50	3.61	-34.44%	5.50	3.61	-34.44%

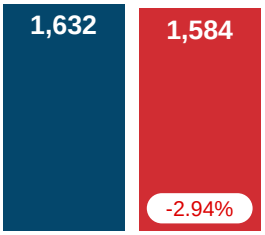
Absorption: Last 12 months, an Average of **975** Sales/Month

Inventory on July 31, 2019 = **3,519**

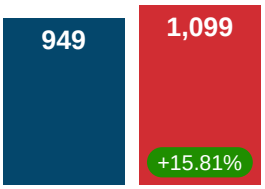
2018 2019

JULY MARKET

New Listings

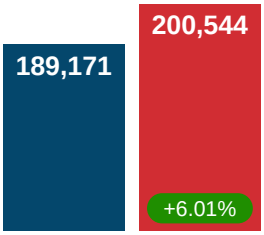


Pending Listings

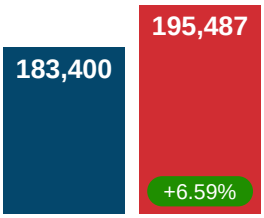


AVERAGE PRICES

List Price

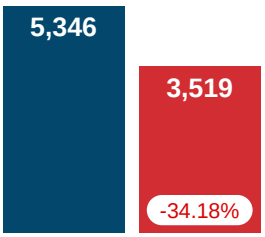


Sale Price

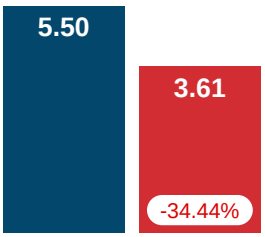


INVENTORY

Active Inventory

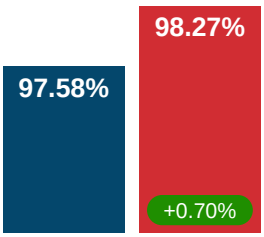


Monthly Supply of Inventory

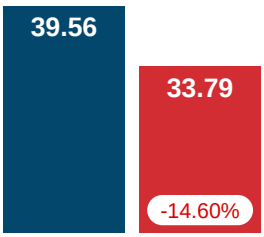


AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market



Contact: MLS Technology Inc. **Phone: 918-663-7500** **Email: support@mlstechnology.com**

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