

July 2019



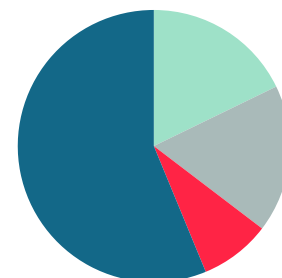
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	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%
Median List Price	160,000	169,900	6.19%
Median Sale Price	157,950	168,472	6.66%
Median Percent of Selling Price to List Price	99.20%	100.00%	0.81%
Median Days on Market to Sale	24.00	18.00	-25.00%
End of Month Inventory	5,346	3,519	-34.18%
Months Supply of Inventory	5.50	3.61	-34.44%



■ Closed (17.80%)
■ Pending (17.56%)
■ Other OffMarket (8.41%)
■ Active (56.23%)

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.

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 **6.66%** in July 2019 to \$168,472 versus the previous year at \$157,950.

Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 6.00 days or **25.00%** in July 2019 compared to last year's same month at **24.00** DOM.

Sales Success for July 2019 is Positive

Overall, with Median 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.

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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

July 2019



Area Delimited by County Of Tulsa

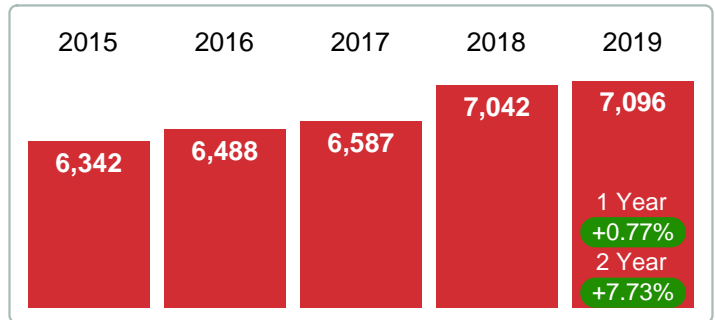
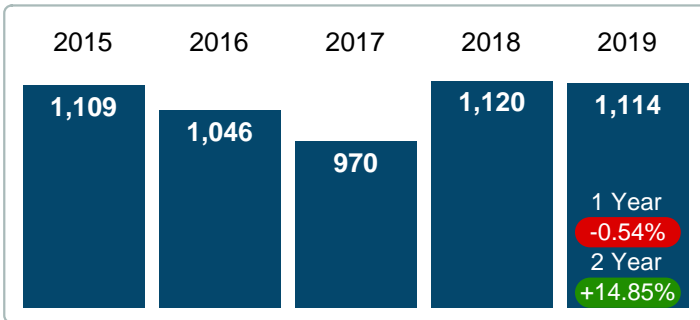


CLOSED LISTINGS

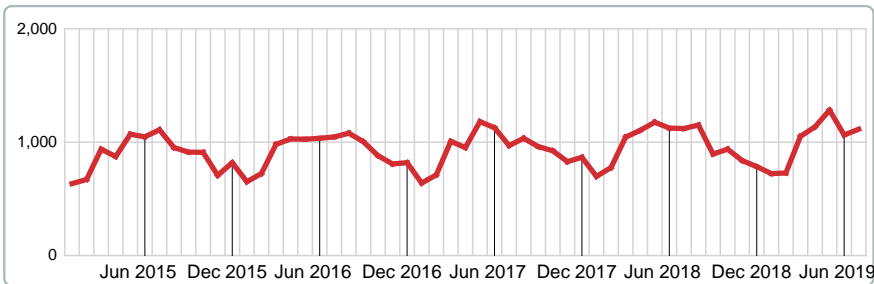
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JULY

YEAR TO DATE (YTD)

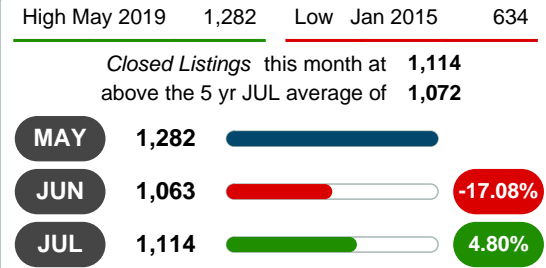


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,072



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	25.5	67	121	27	3
\$75,001-\$125,000	138	12.39%	9.0	34	98	5	1
\$125,001-\$200,000	341	30.61%	9.0	26	241	69	5
\$200,001-\$250,000	139	12.48%	23.0	10	53	69	7
\$250,001-\$350,000	162	14.54%	26.5	5	56	85	16
\$350,001 and up	116	10.41%	29.0	6	23	64	23
Total Closed Units	1,114			148	592	319	55
Total Closed Volume	217,772,990	100%	18.0	16.64M	90.39M	88.99M	21.76M
Median Closed Price	\$168,472			\$85,500	\$150,000	\$239,900	\$324,900

July 2019



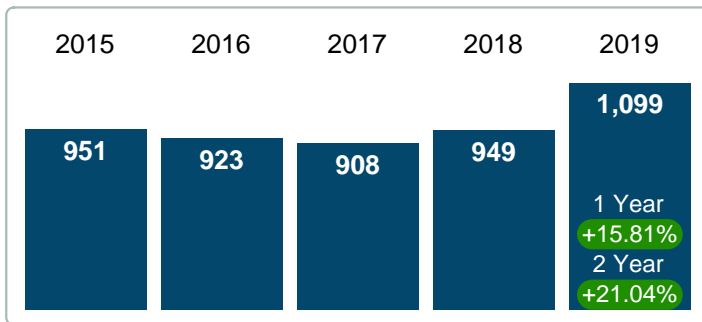
Area Delimited by County Of Tulsa



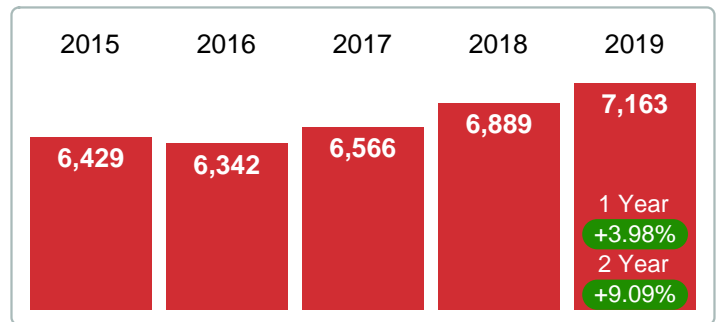
PENDING LISTINGS

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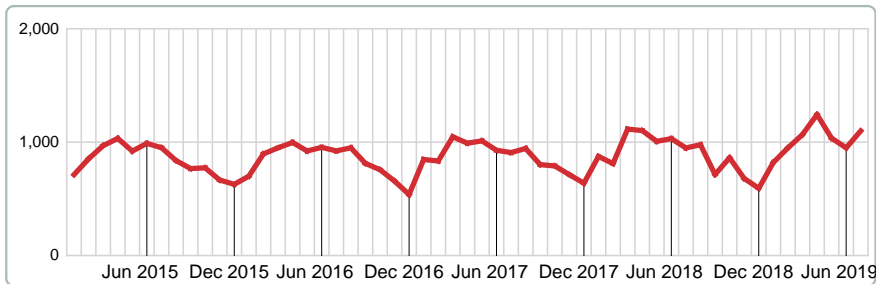
JULY



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**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	76	6.92%	28.0	34	33	9	0
\$50,001 - \$100,000	109	9.92%	12.0	39	67	2	1
\$100,001 - \$150,000	179	16.29%	12.0	27	134	16	2
\$150,001 - \$200,000	269	24.48%	18.0	31	185	49	4
\$200,001 - \$275,000	203	18.47%	29.0	7	85	97	14
\$275,001 - \$375,000	147	13.38%	23.0	9	36	91	11
\$375,001 and up	116	10.56%	55.0	10	18	66	22
Total Pending Units	1,099			157	558	330	54
Total Pending Volume	260,339,396	100%	23.0	30.88M	95.57M	107.08M	26.82M
Median Listing Price	\$184,000			\$117,500	\$160,950	\$269,950	\$319,950

July 2019



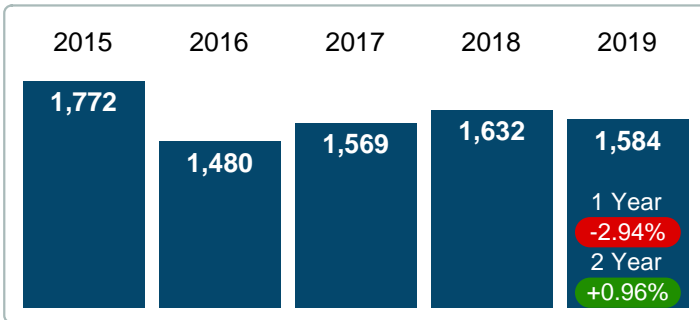
Area Delimited by County Of Tulsa



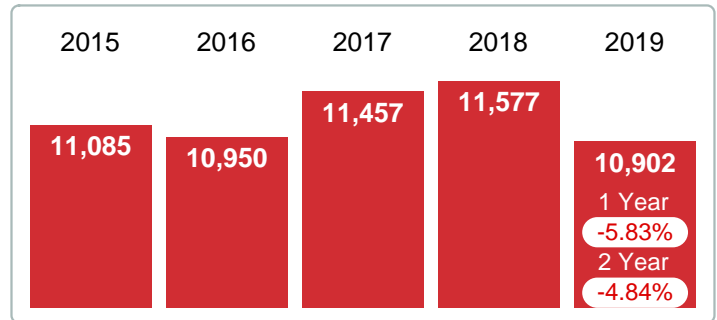
NEW LISTINGS

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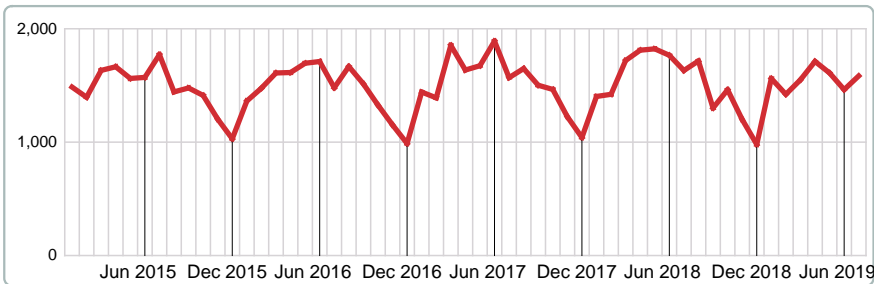
JULY



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**



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-\$75,000	293	18.50%	121	141	27	4
\$75,001-\$150,000	271	17.11%	56	194	20	1
\$150,001-\$225,000	405	25.57%	44	268	87	6
\$225,001-\$300,000	219	13.83%	20	86	101	12
\$300,001-\$450,000	244	15.40%	22	54	127	41
\$450,001 and up	152	9.60%	36	13	63	40
Total New Listed Units	1,584		299	756	425	104
Total New Listed Volume	420,434,765	100%	85.78M	129.59M	144.54M	60.53M
Median New Listed Listing Price	\$188,950		\$109,000	\$160,000	\$289,900	\$404,500

July 2019



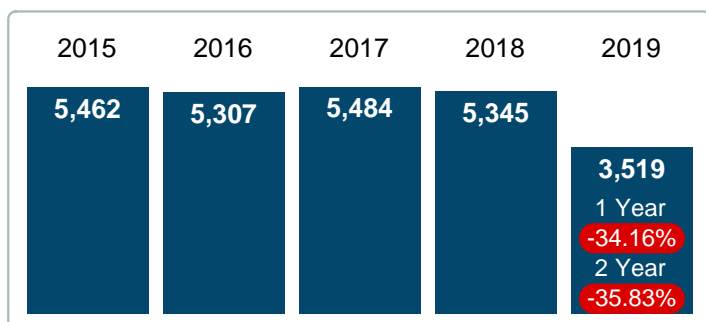
Area Delimited by County Of Tulsa



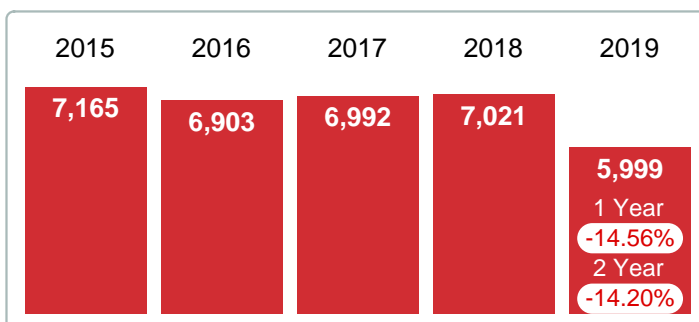
ACTIVE INVENTORY

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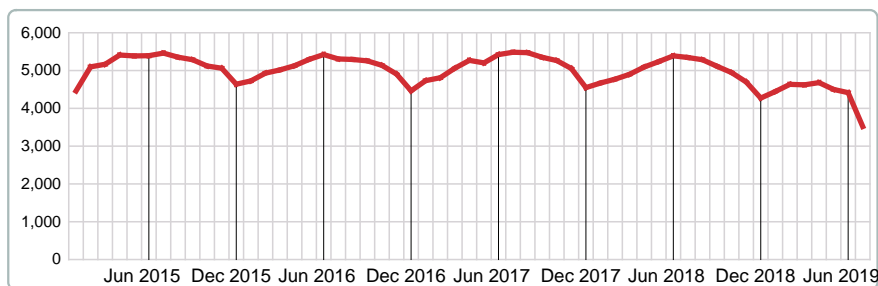
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

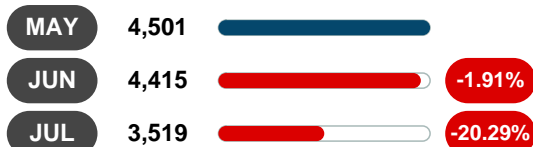


3 MONTHS

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**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	261	7.42%	30.0	100	118	39	4
\$25,001 - \$100,000	417	11.85%	64.0	271	126	19	1
\$100,001 - \$175,000	588	16.71%	48.0	197	320	66	5
\$175,001 - \$275,000	762	21.65%	48.5	121	357	259	25
\$275,001 - \$425,000	693	19.69%	55.0	85	145	376	87
\$425,001 - \$700,000	439	12.48%	75.0	50	58	205	126
\$700,001 and up	359	10.20%	89.0	136	23	91	109
Total Active Inventory by Units			3,519	960	1,147	1,055	357
Total Active Inventory by Volume			1,255,266,106	346.32M	239.38M	414.86M	254.70M
Median Active Inventory Listing Price			\$236,900	\$140,000	\$177,500	\$319,999	\$538,000

July 2019



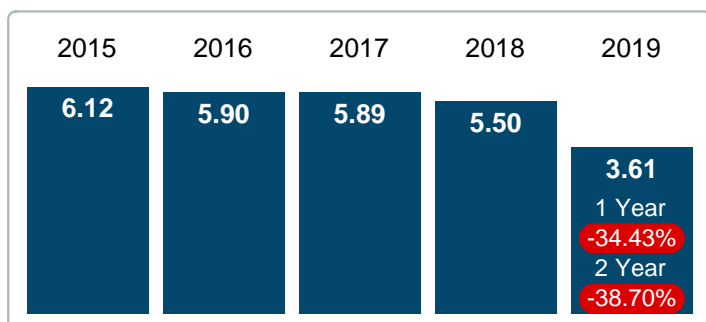
Area Delimited by County Of Tulsa



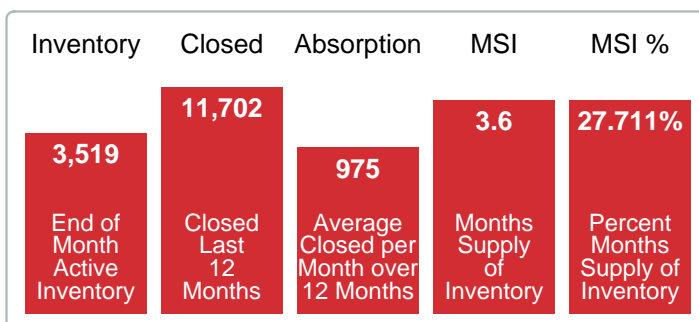
MONTHS SUPPLY of INVENTORY (MSI)

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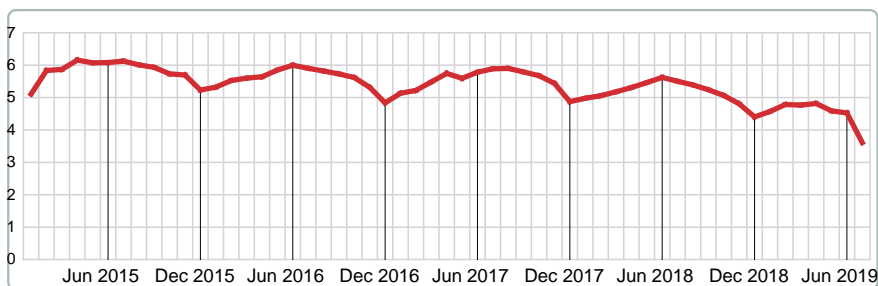
MSI FOR JULY



INDICATORS FOR JULY 2019

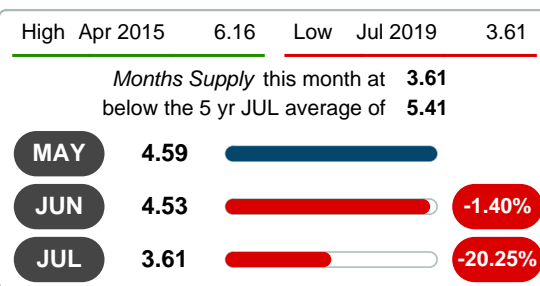


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.41



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
\$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	6.56	2.20	3.96	8.53
Total Active Inventory by Units		100%	3,519	960	1,147	1,055	357

July 2019



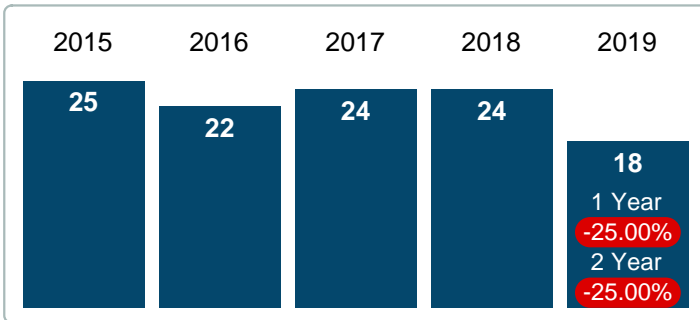
Area Delimited by County Of Tulsa



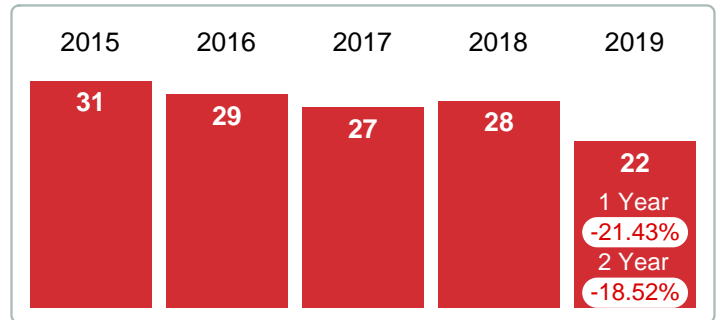
MEDIAN DAYS ON MARKET TO SALE

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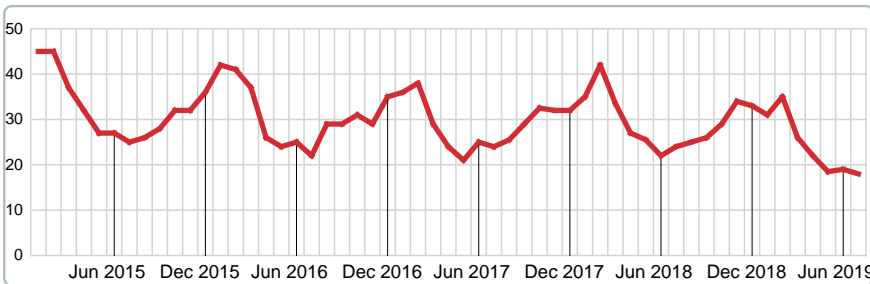
JULY



YEAR TO DATE (YTD)

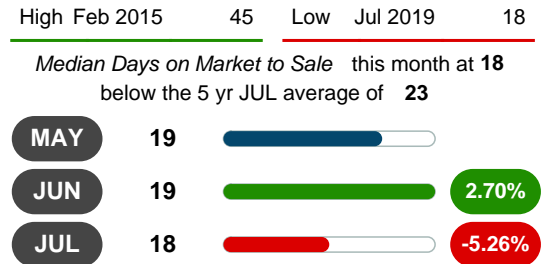


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 23



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
\$0 and less	0	0.00%	89	0	0	0	0
\$1-\$75,000	218	19.57%	26	32	21	22	42
\$75,001-\$125,000	138	12.39%	9	13	9	5	3
\$125,001-\$200,000	341	30.61%	9	7	8	17	22
\$200,001-\$250,000	139	12.48%	23	43	21	23	36
\$250,001-\$350,000	162	14.54%	27	89	21	33	45
\$350,001 and up	116	10.41%	29	98	20	25	67
Median Closed DOM			18	28	13	22	43
Total Closed Units		100%	1,114	148	592	319	55
Total Closed Volume			217,772,990	16.64M	90.39M	88.99M	21.76M

July 2019



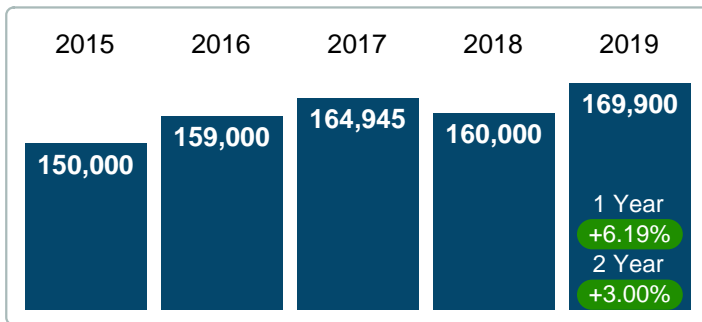
Area Delimited by County Of Tulsa



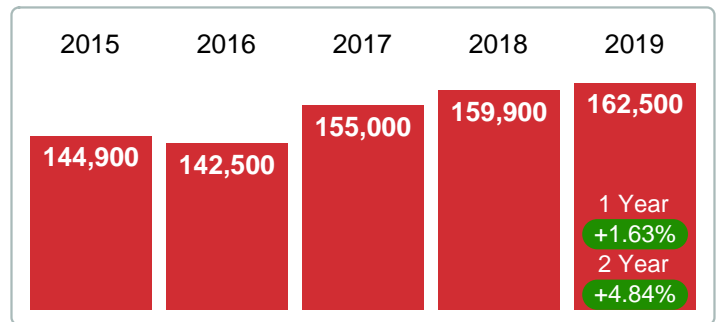
MEDIAN LIST PRICE AT CLOSING

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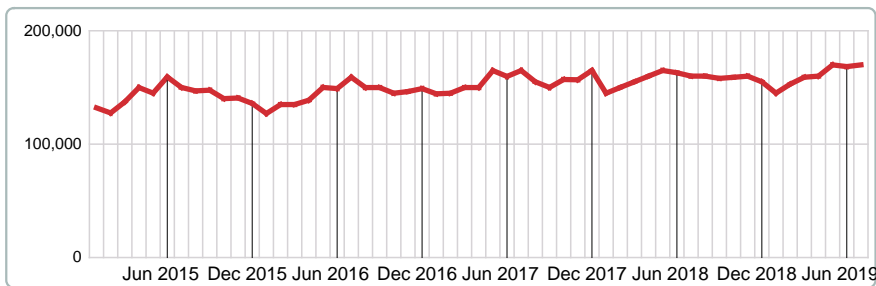
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

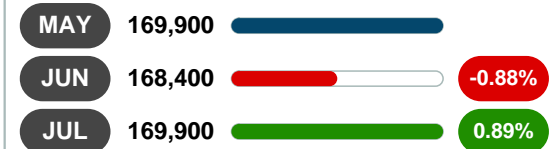


3 MONTHS

5 year JUL AVG = 160,769

High Jul 2019 169,900 Low Jan 2016 127,000

Median List Price at Closing this month at **169,900** above the 5 yr JUL average of **160,769**



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
\$0 and less	0	0.00%	29	0	0	0	0
\$1 to \$75,000	219	19.66%	1,450	25,000	1,345	1,625	2,350
\$75,001 to \$125,000	129	11.58%	109,900	99,450	112,000	115,000	119,000
\$125,001 to \$200,000	348	31.24%	162,500	150,000	159,900	174,900	179,000
\$200,001 to \$250,000	128	11.49%	225,000	230,000	225,000	224,900	229,750
\$250,001 to \$350,000	174	15.62%	295,000	296,019	291,400	295,000	294,500
\$350,001 and up	116	10.41%	482,900	750,000	422,000	472,500	552,450
Median List Price			169,900	86,000	150,000	242,000	325,000
Total Closed Units		100%	1,114	148	592	319	55
Total Closed Volume			223,406,241	17.78M	92.11M	91.13M	22.38M

July 2019

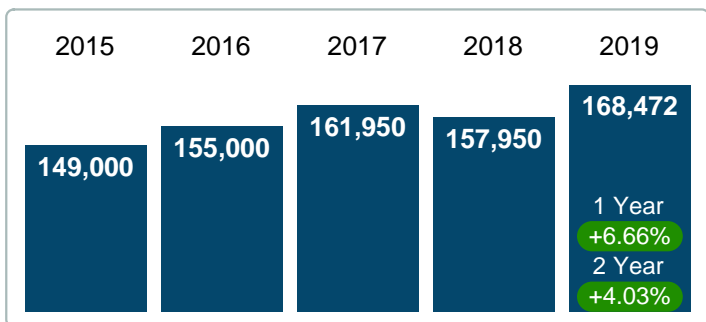
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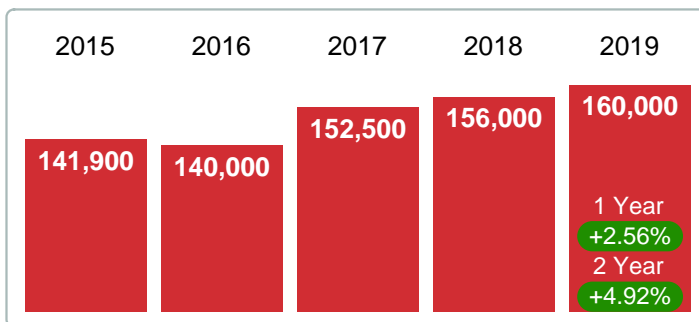
MEDIAN SOLD PRICE AT CLOSING

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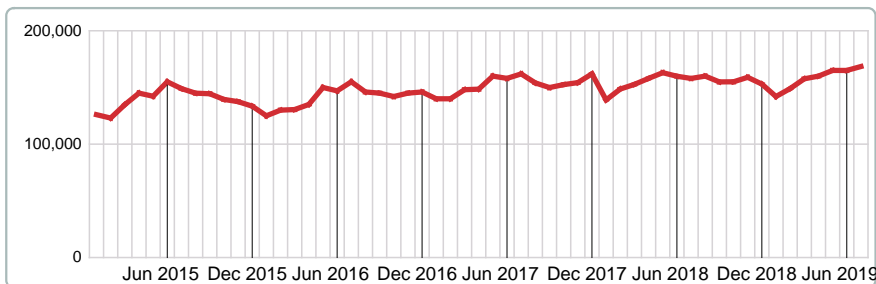
JULY



YEAR TO DATE (YTD)

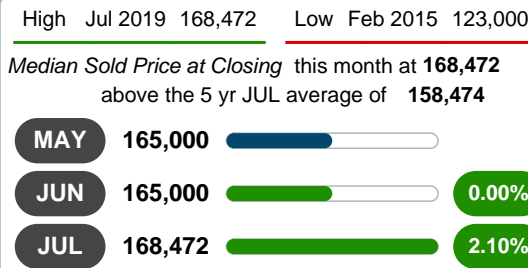


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 158,474



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
\$0 and less	0	0.00%	482,900	0	0	0	0
\$1-\$75,000	218	19.57%	1,448	19,000	1,345	1,625	2,350
\$75,001-\$125,000	138	12.39%	105,000	96,450	110,000	118,000	115,000
\$125,001-\$200,000	341	30.61%	161,000	150,000	159,900	174,900	188,900
\$200,001-\$250,000	139	12.48%	225,000	231,500	220,000	225,000	238,500
\$250,001-\$350,000	162	14.54%	293,500	299,000	286,950	294,000	302,500
\$350,001 and up	116	10.41%	462,500	512,500	419,000	447,500	545,000
Median Sold Price			168,472	85,500	150,000	239,900	324,900
Total Closed Units		100%	1,114	148	592	319	55
Total Closed Volume			217,772,990	16.64M	90.39M	88.99M	21.76M

July 2019

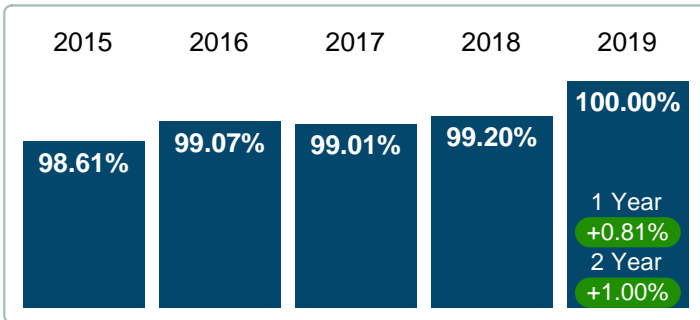
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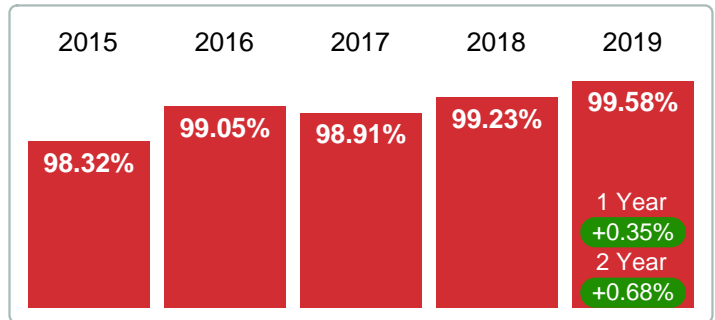
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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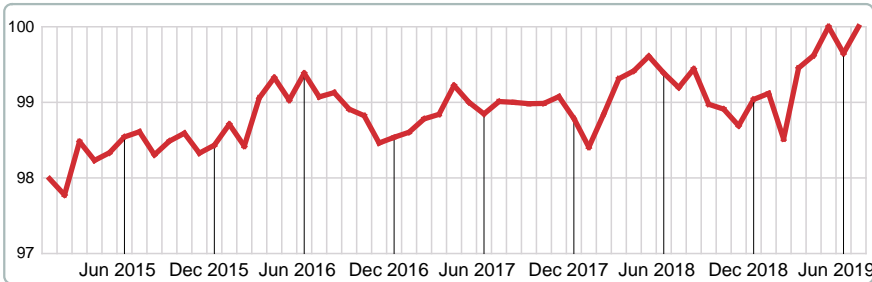
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

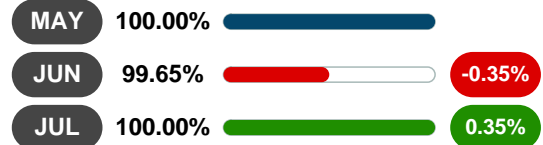


3 MONTHS

5 year JUL AVG = 99.18%

High Jul 2019 100.00% Low Feb 2015 97.78%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **99.18%**



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
\$0 and less	0	0.00%	62.5000%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	218	19.57%	100.00%	100.00%	100.00%	100.00%	100.00%
\$75,001-\$125,000	138	12.39%	100.00%	98.45%	100.00%	93.11%	96.64%
\$125,001-\$200,000	341	30.61%	100.00%	97.73%	100.00%	100.00%	100.00%
\$200,001-\$250,000	139	12.48%	99.54%	95.45%	99.03%	100.00%	98.59%
\$250,001-\$350,000	162	14.54%	98.78%	97.80%	98.97%	98.85%	98.19%
\$350,001 and up	116	10.41%	97.79%	90.85%	97.11%	98.32%	97.55%
Median Sold/List Ratio		100.00%		99.75%	100.00%	99.65%	98.25%
Total Closed Units		1,114	100%	148	592	319	55
Total Closed Volume		217,772,990		16.64M	90.39M	88.99M	21.76M

July 2019

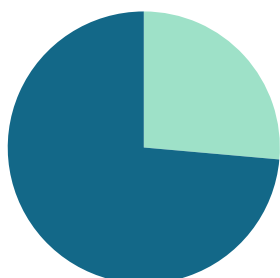
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

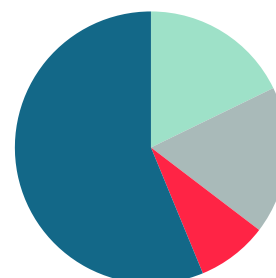


Inventory
 New Listings
1,584 = 26.40%
 Start Inventory
4,416
 Total Inventory Units
6,000
 Volume
\$1,876,564,713

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			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
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%
Median List Price	160,000	169,900	6.19%	159,900	162,500	1.63%
Median Sale Price	157,950	168,472	6.66%	156,000	160,000	2.56%
Median Percent of Selling Price to List Price	99.20%	100.00%	0.81%	99.23%	99.58%	0.35%
Median Days on Market to Sale	24.00	18.00	-25.00%	28.00	22.00	-21.43%
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

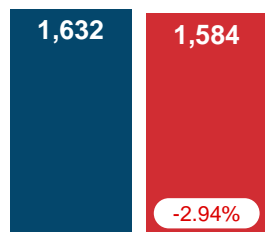
Inventory on July 31, 2019 = **3,519**

2018 **2019**

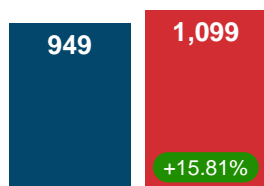
JULY MARKET

MEDIAN PRICES

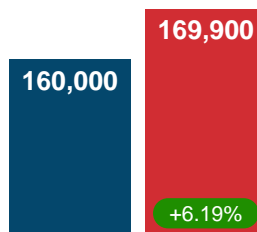
New Listings



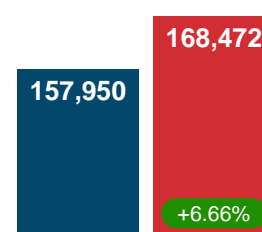
Pending Listings



List Price



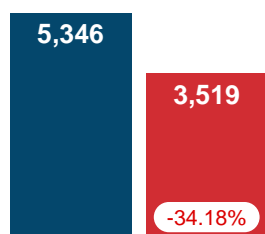
Sale Price



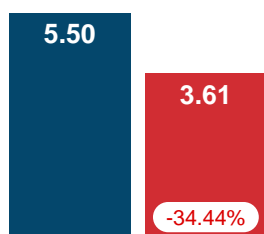
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

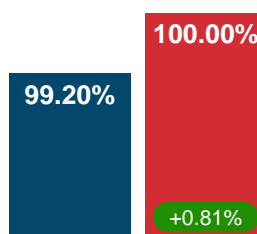
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

