

## March 2019

Area Delimited by County Of Tulsa

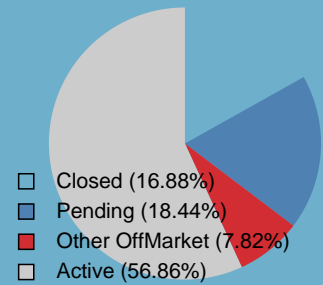


### MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2019 for MLS Technology Inc.

Compared Metrics	March		
	2018	2019	+/-%
Closed Listings	1,044	1,036	-0.77%
Pending Listings	1,115	1,132	1.52%
New Listings	1,720	1,550	-9.88%
Average List Price	185,369	182,434	-1.58%
Average Sale Price	180,185	177,398	-1.55%
Average Percent of List Price to Selling Price	97.42%	97.90%	0.49%
Average Days on Market to Sale	51.86	44.00	-15.17%
End of Month Inventory	4,891	3,490	-28.64%
Months Supply of Inventory	5.17	3.61	-30.19%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **967** Sales/Month  
**Active Inventory** as of March 31, 2019 = **3,490**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **28.64%** to 3,490 existing homes available for sale. Over the last 12 months this area has had an average of 967 closed sales per month. This represents an unsold inventory index of **3.61** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.55%** in March 2019 to \$177,398 versus the previous year at \$180,185.

##### Average Days on Market Shortens

The average number of **44.00** days that homes spent on the market before selling decreased by 7.87 days or **15.17%** in March 2019 compared to last year's same month at **51.86** DOM.

##### Sales Success for March 2019 is Positive

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

There were 1,550 New Listings in March 2019, down **9.88%** from last year at 1,720. Furthermore, there were 1,036 Closed Listings this month versus last year at 1,044, a **-0.77%** decrease.

Closed versus Listed trends yielded a **66.8%** ratio, up from previous year's, March 2018, at **60.7%**, a **10.12%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

#### 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



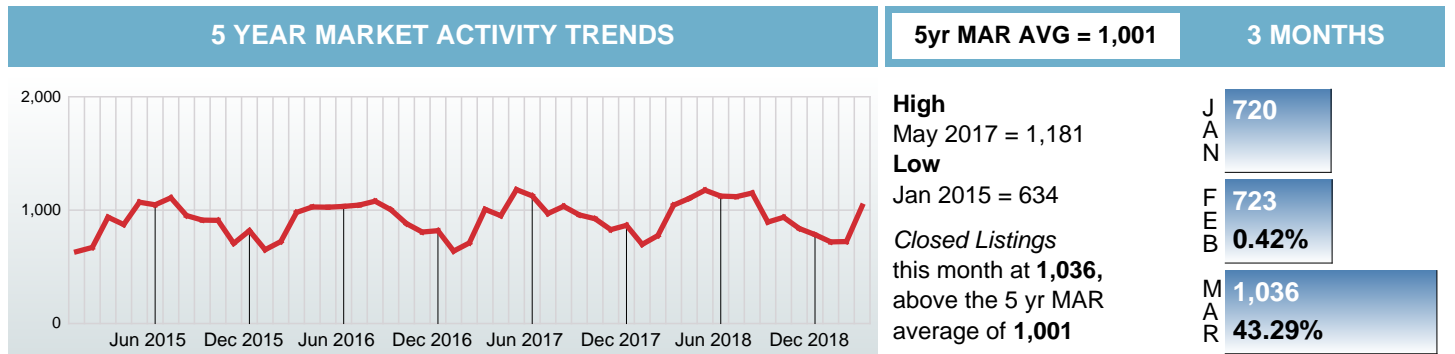
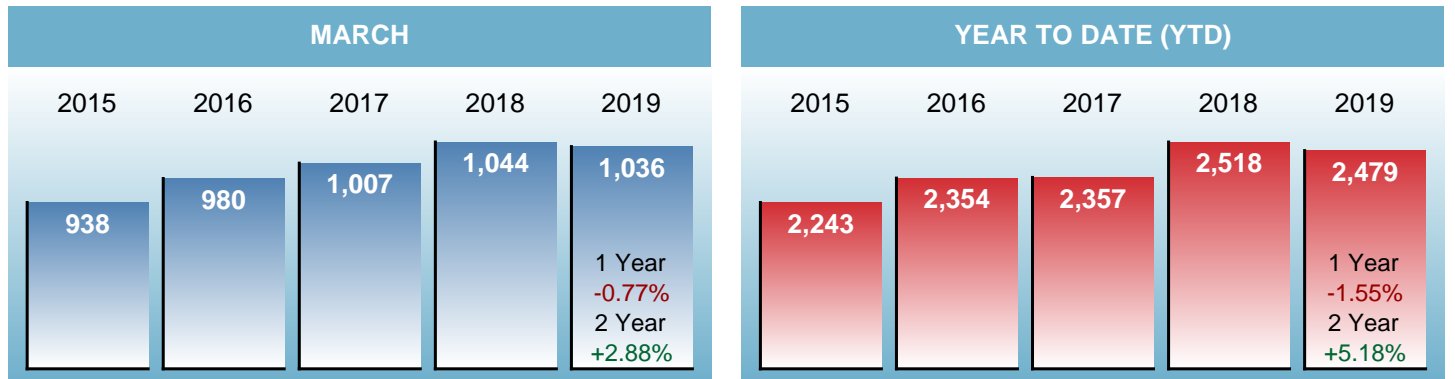
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## CLOSED LISTINGS

Report produced on Apr 11, 2019 for MLS Technology Inc.



## 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	<b>0</b>	0.00%	0.0	0	0	0	0
\$1-\$75,000	<b>223</b>	21.53%	34.3	83	115	24	1
\$75,001-\$125,000	<b>157</b>	15.15%	40.6	34	105	17	1
\$125,001-\$175,000	<b>241</b>	23.26%	43.8	27	179	32	3
\$175,001-\$225,000	<b>161</b>	15.54%	43.8	4	89	63	5
\$225,001-\$325,000	<b>150</b>	14.48%	48.7	7	52	86	5
\$325,001 and up	<b>104</b>	10.04%	64.2	9	22	51	22
<b>Total Closed Units</b>	<b>1,036</b>			<b>164</b>	<b>562</b>	<b>273</b>	<b>37</b>
<b>Total Closed Volume</b>	<b>183,783,904</b>	<b>100%</b>	<b>44.0</b>	<b>19.81M</b>	<b>81.92M</b>	<b>67.83M</b>	<b>14.23M</b>
<b>Average Closed Price</b>	<b>\$177,398</b>			<b>\$120,767</b>	<b>\$145,759</b>	<b>\$248,476</b>	<b>\$384,523</b>

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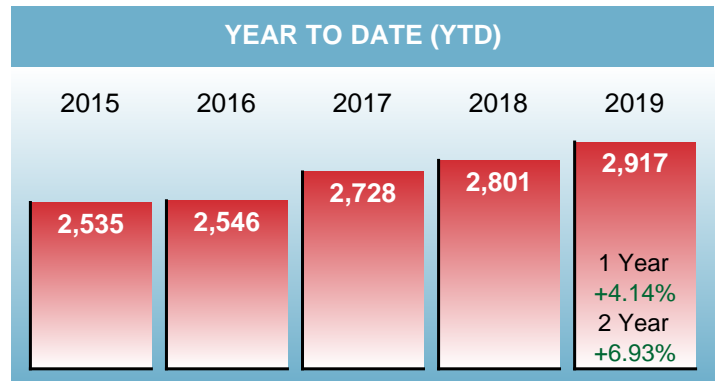
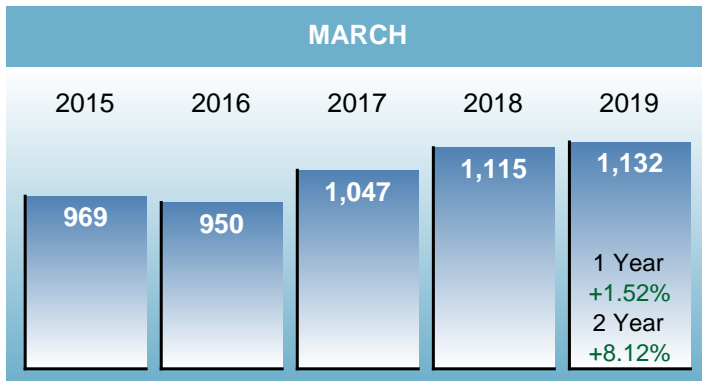
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## PENDING LISTINGS

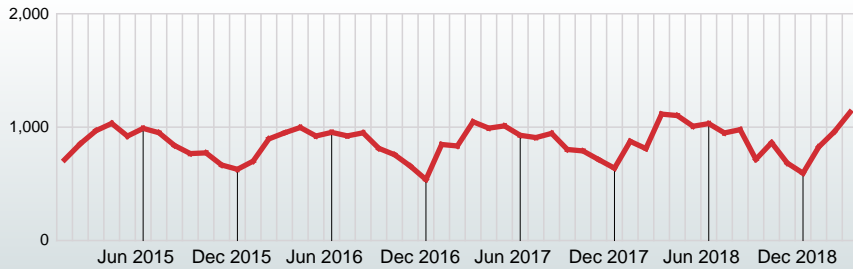
Report produced on Apr 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 1,043

3 MONTHS



**High**  
Mar 2019 = 1,132  
**Low**  
Dec 2016 = 538  
*Pending Listings*  
this month at **1,132**,  
above the 5 yr MAR  
average of **1,043**

JAN	825
FEB	960 16.36%
MAR	1,132 17.92%

### 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	115	10.16%	34.2	58	48	8	1
\$50,001 - \$100,000	128	11.31%	59.4	49	71	8	0
\$100,001 - \$125,000	93	8.22%	46.5	15	68	10	0
\$125,001 - \$200,000	372	32.86%	37.6	26	260	80	6
\$200,001 - \$250,000	146	12.90%	42.8	13	64	63	6
\$250,001 - \$350,000	164	14.49%	48.0	4	44	98	18
\$350,001 and up	114	10.07%	50.8	7	26	61	20
<b>Total Pending Units</b>	<b>1,132</b>			<b>172</b>	<b>581</b>	<b>328</b>	<b>51</b>
<b>Total Pending Volume</b>	<b>225,916,879</b>	<b>100%</b>	<b>35.2</b>	<b>19.10M</b>	<b>95.37M</b>	<b>89.89M</b>	<b>21.56M</b>
<b>Average Listing Price</b>	<b>\$179,973</b>			<b>\$111,018</b>	<b>\$164,152</b>	<b>\$274,054</b>	<b>\$422,737</b>

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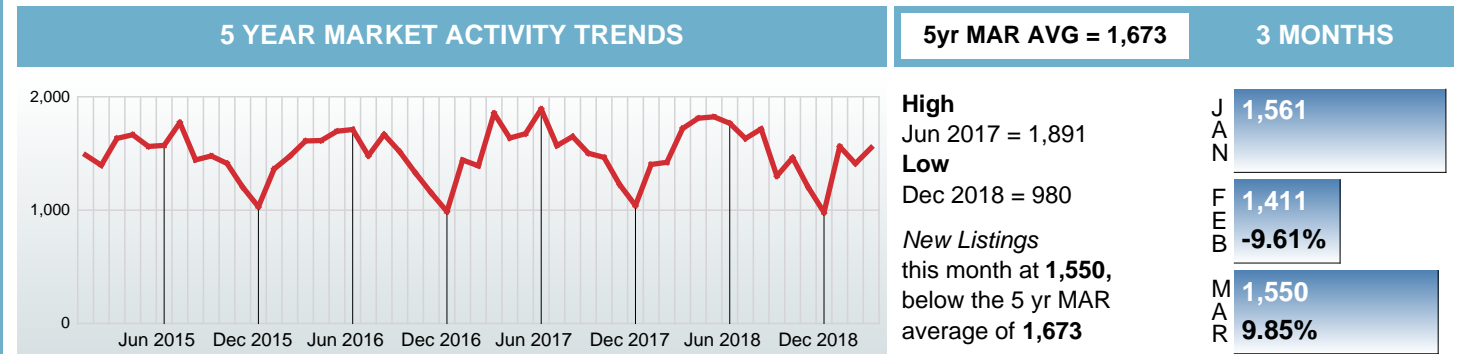
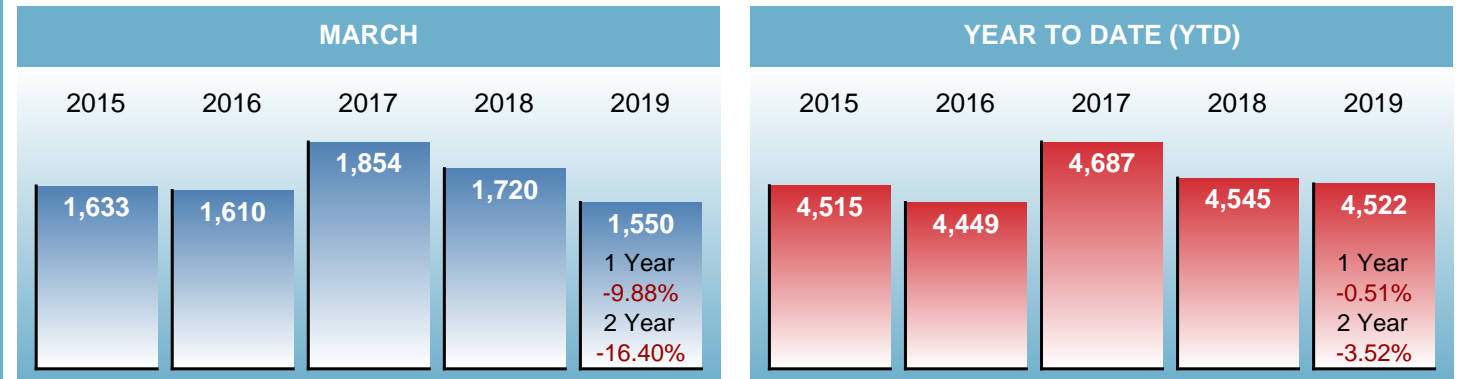
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## NEW LISTINGS

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### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	152	9.81%	37	84	28	3
\$20,001 - \$100,000	194	12.52%	101	78	15	0
\$100,001 - \$150,000	224	14.45%	48	153	20	3
\$150,001 - \$230,000	378	24.39%	30	237	104	7
\$230,001 - \$320,000	235	15.16%	20	70	125	20
\$320,001 - \$490,000	205	13.23%	17	43	106	39
\$490,001 and up	162	10.45%	29	19	64	50
<b>Total New Listed Units</b>	<b>1,550</b>		<b>282</b>	<b>684</b>	<b>462</b>	<b>122</b>
<b>Total New Listed Volume</b>	<b>400,139,847</b>	<b>100%</b>	<b>61.09M</b>	<b>119.28M</b>	<b>151.87M</b>	<b>67.91M</b>
<b>Average New Listed Listing Price</b>	<b>\$108,069</b>		<b>\$216,623</b>	<b>\$174,379</b>	<b>\$328,719</b>	<b>\$556,629</b>

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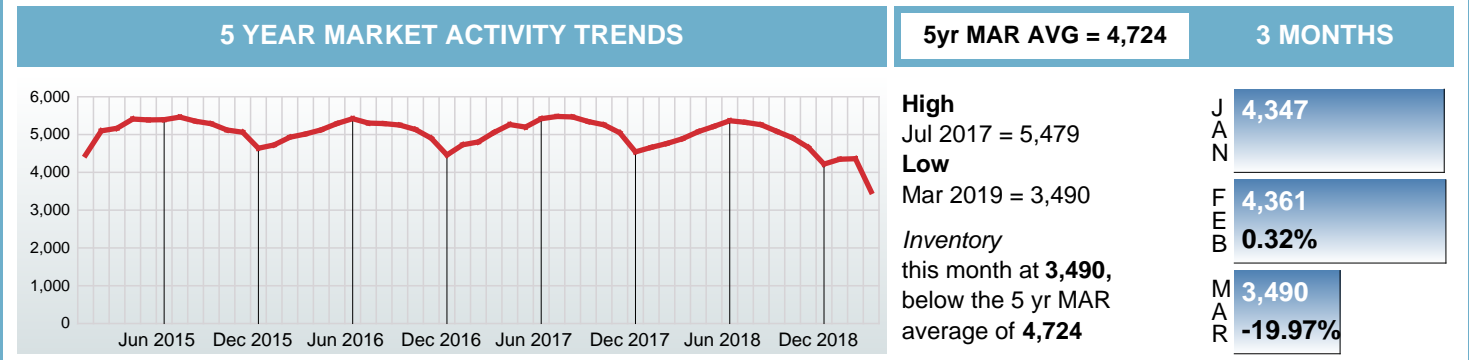
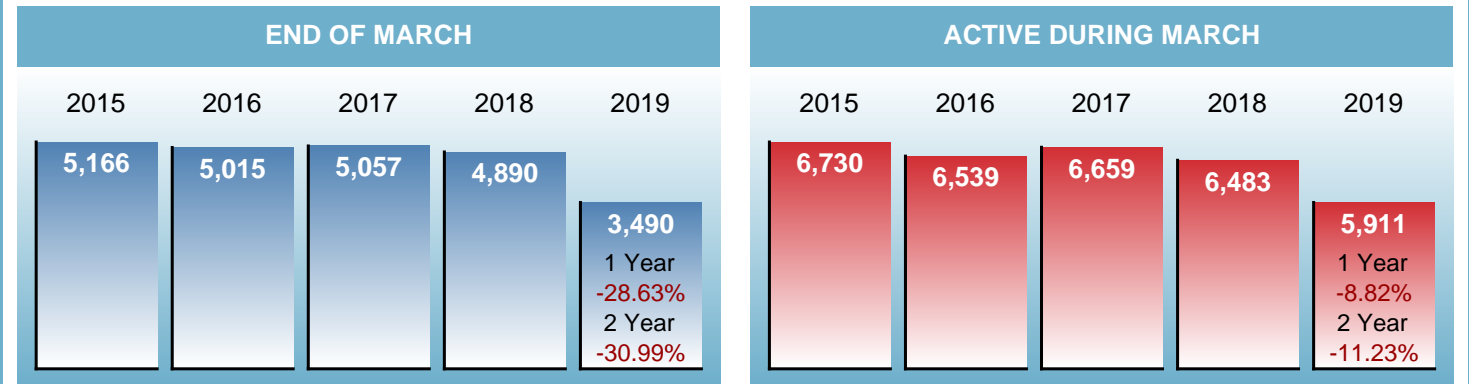
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## ACTIVE INVENTORY

Report produced on Apr 11, 2019 for MLS Technology Inc.



## 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	267	7.65%	55.0	116	104	38	9
\$25,001 - \$100,000	481	13.78%	79.0	322	126	32	1
\$100,001 - \$150,000	390	11.17%	67.5	156	202	30	2
\$150,001 - \$275,000	934	26.76%	61.9	156	436	306	36
\$275,001 - \$400,000	639	18.31%	72.7	78	159	329	73
\$400,001 - \$675,000	421	12.06%	69.3	48	58	216	99
\$675,001 and up	358	10.26%	77.4	136	24	90	108
<b>Total Active Inventory by Units</b>	3,490			1,012	1,109	1,041	328
<b>Total Active Inventory by Volume</b>	1,215,844,691	100%	68.8	371.32M	229.92M	398.77M	215.83M
<b>Average Active Inventory Listing Price</b>	\$348,380			\$366,914	\$207,326	\$383,066	\$658,025

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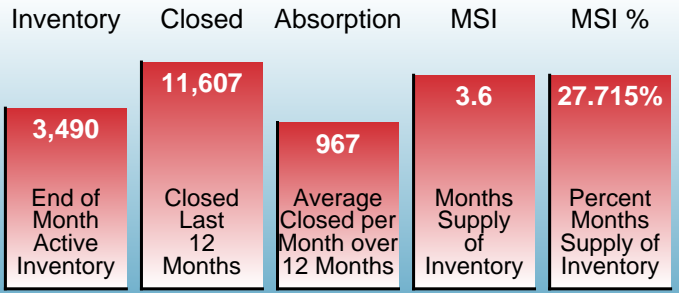
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Apr 11, 2019 for MLS Technology Inc.

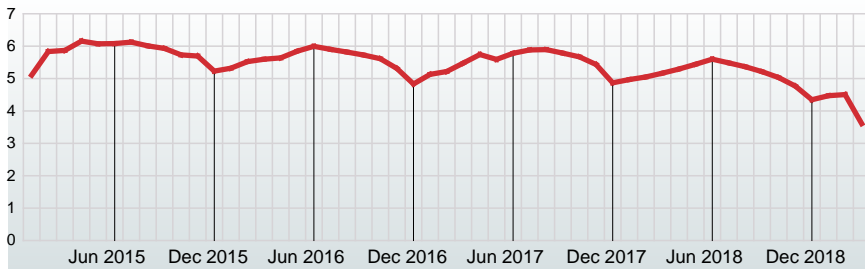
### MSI FOR MARCH



### INDICATORS FOR MARCH 2019



### 5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 5.1

3 MONTHS

**High**  
Apr 2015 = 6.2  
**Low**  
Mar 2019 = 3.6  
*Months Supply*  
this month at **3.6**,  
below the 5 yr MAR  
average of **5.1**

JAN	4.5
FEB	4.5
MAR	3.6
APR	0.78%
MAY	-19.92%

### 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	267	7.65%	2.1	3.7	1.4	1.7	3.4
\$25,001 - \$100,000	481	13.78%	3.2	5.4	1.5	4.2	2.4
\$100,001 - \$150,000	390	11.17%	2.2	6.6	1.5	1.8	1.1
\$150,001 - \$275,000	934	26.76%	2.7	8.4	2.3	2.5	3.2
\$275,001 - \$400,000	639	18.31%	6.1	17.7	5.7	5.4	6.6
\$400,001 - \$675,000	421	12.06%	9.6	18.0	7.1	8.9	11.4
\$675,001 and up	358	10.26%	22.0	60.4	16.0	11.5	23.1
Market Supply of Inventory (MSI)	3.6			7.1	2.1	4.0	8.1
Total Active Inventory by Units	3,490	100%	3.6	1,012	1,109	1,041	328

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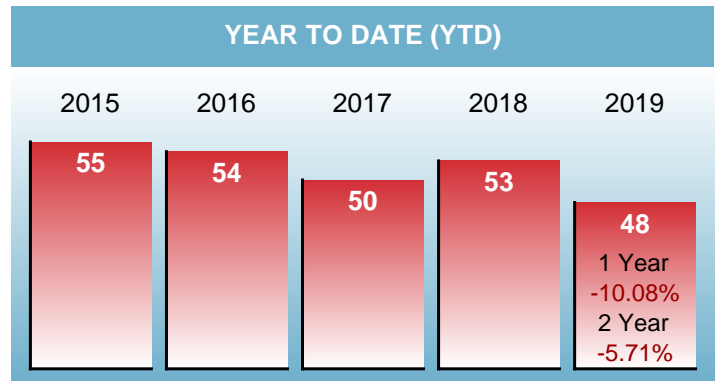
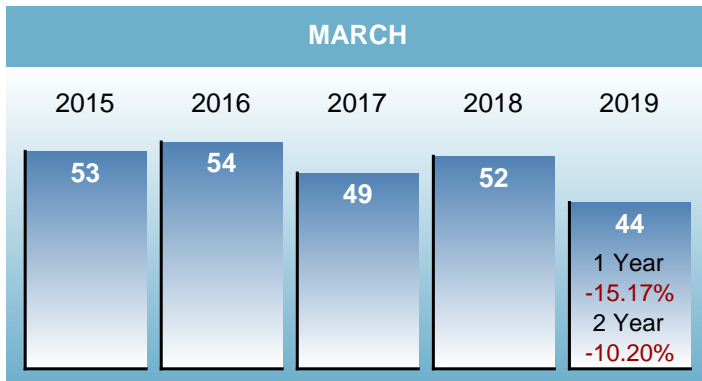
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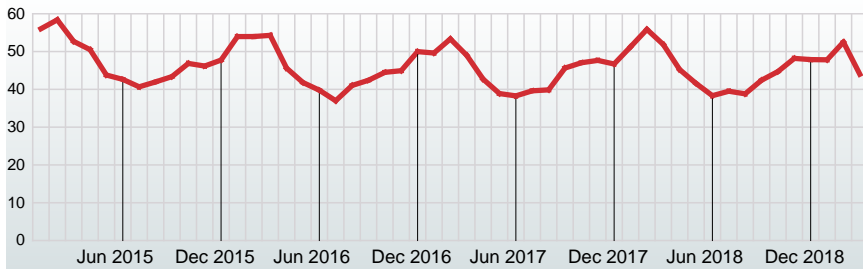


## AVERAGE DAYS ON MARKET TO SALE

Report produced on Apr 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

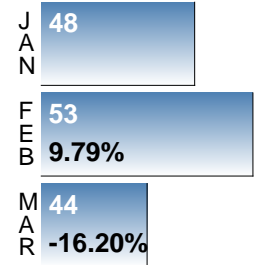


5yr MAR AVG = 50

3 MONTHS

**High**  
Feb 2015 = 58  
**Low**  
Jul 2016 = 37

Average Days on Market this month at **44**, below the 5 yr MAR average of **50**



### 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	0.0	0.0	0.0
\$1-\$75,000	223	21.53%	34.3	30.3	36.8	36.4	20.0
\$75,001-\$125,000	157	15.15%	40.6	40.1	39.3	51.5	3.0
\$125,001-\$175,000	241	23.26%	43.8	62.2	41.8	39.9	35.3
\$175,001-\$225,000	161	15.54%	43.8	65.0	39.0	49.6	38.0
\$225,001-\$325,000	150	14.48%	48.7	55.9	34.0	58.2	27.4
\$325,001 and up	104	10.04%	64.2	65.9	40.4	66.7	81.6
Average Closed DOM	44.0			41.5	39.1	53.3	60.9
Total Closed Units	1,036	100%	44.0	164	562	273	37
Total Closed Volume	183,783,904			19.81M	81.92M	67.83M	14.23M

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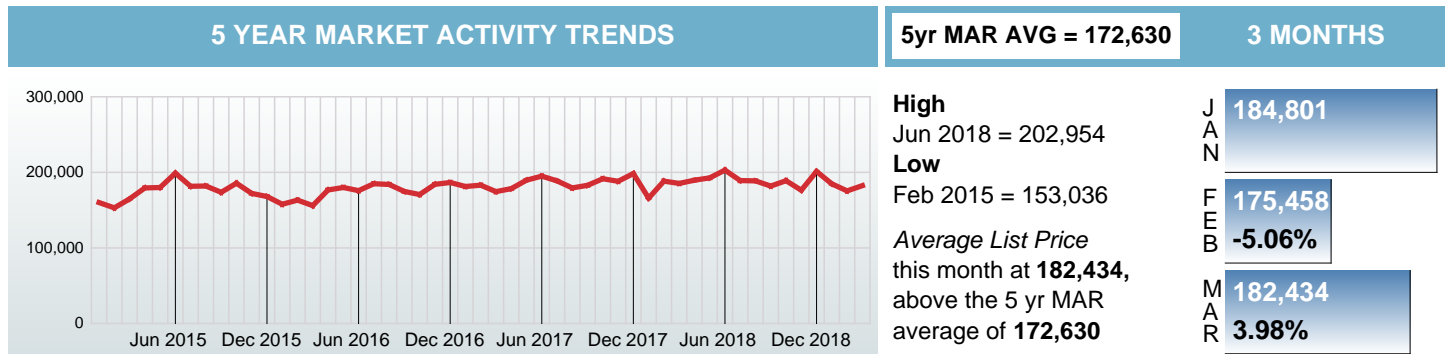
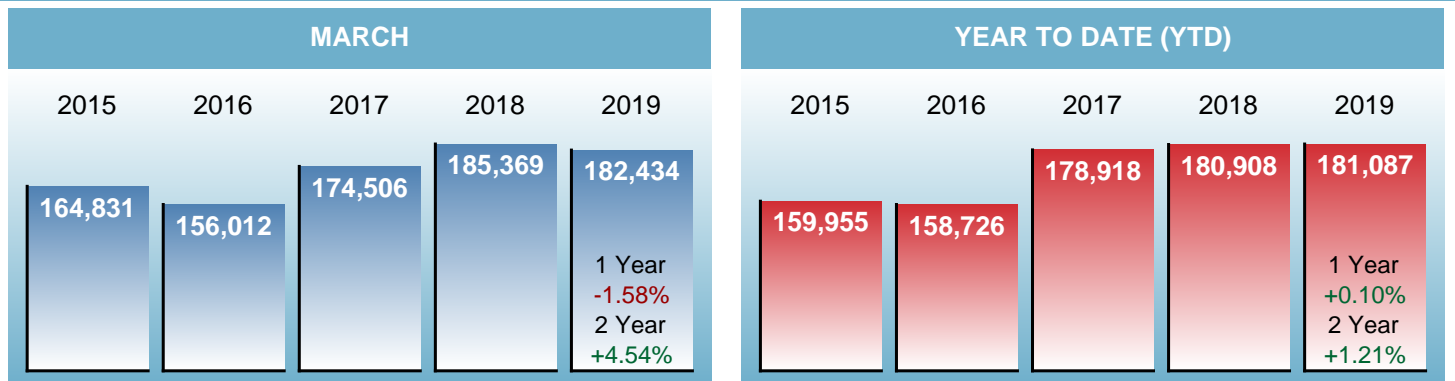
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## AVERAGE LIST PRICE AT CLOSING

Report produced on Apr 11, 2019 for MLS Technology Inc.



## 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	218	21.04%	22,024	34,702	17,780	15,846	2,400
\$75,001-\$125,000	148	14.29%	101,302	96,718	106,976	101,932	98,900
\$125,001-\$175,000	239	23.07%	152,125	148,633	154,838	162,172	184,000
\$175,001-\$225,000	171	16.51%	195,754	201,125	199,836	197,361	188,480
\$225,001-\$325,000	148	14.29%	268,235	270,486	271,970	273,652	276,400
\$325,001 and up	112	10.81%	532,829	925,988	501,287	502,544	543,661
Average List Price	182,434			129,351	149,376	252,382	403,736
Total Closed Units	1,036	100%	182,434	164	562	273	37
Total Closed Volume	189,001,333			21.21M	83.95M	68.90M	14.94M

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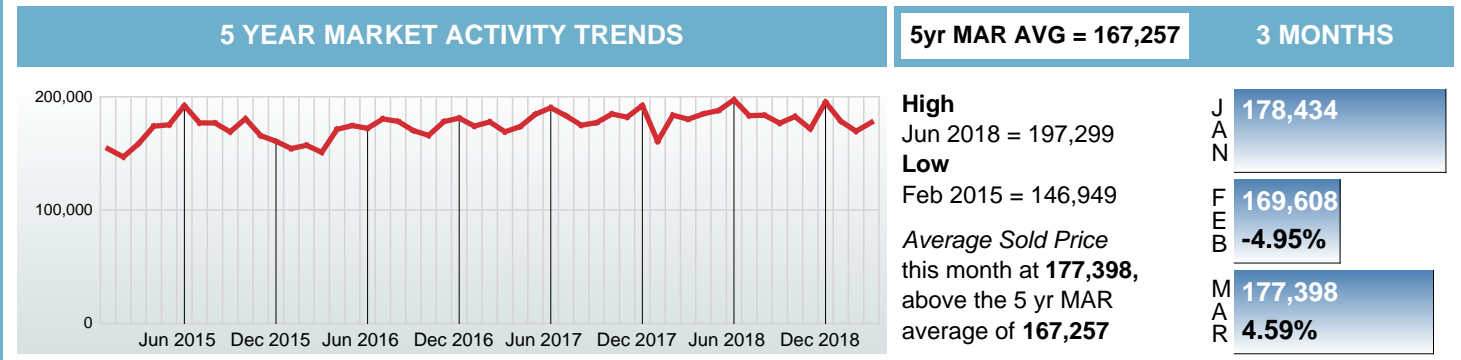
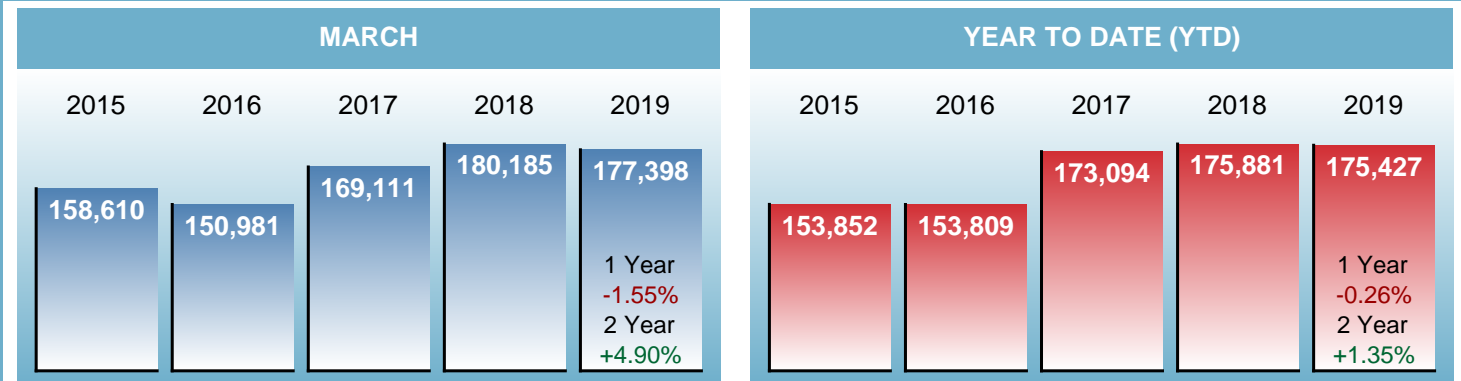
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## AVERAGE SOLD PRICE AT CLOSING

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## 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	223	21.53%	22,023	32,263	16,541	13,692	2,400
\$75,001-\$125,000	157	15.15%	101,231	93,324	104,120	98,801	108,000
\$125,001-\$175,000	241	23.26%	152,542	144,028	152,377	159,719	162,433
\$175,001-\$225,000	161	15.54%	195,307	194,500	196,570	194,021	189,680
\$225,001-\$325,000	150	14.48%	268,410	254,243	265,945	270,852	271,880
\$325,001 and up	104	10.04%	524,145	834,278	476,477	494,082	514,629
Average Sold Price	177,398			120,767	145,759	248,476	384,523
Total Closed Units	1,036	100%	177,398	164	562	273	37
Total Closed Volume	183,783,904			19.81M	81.92M	67.83M	14.23M

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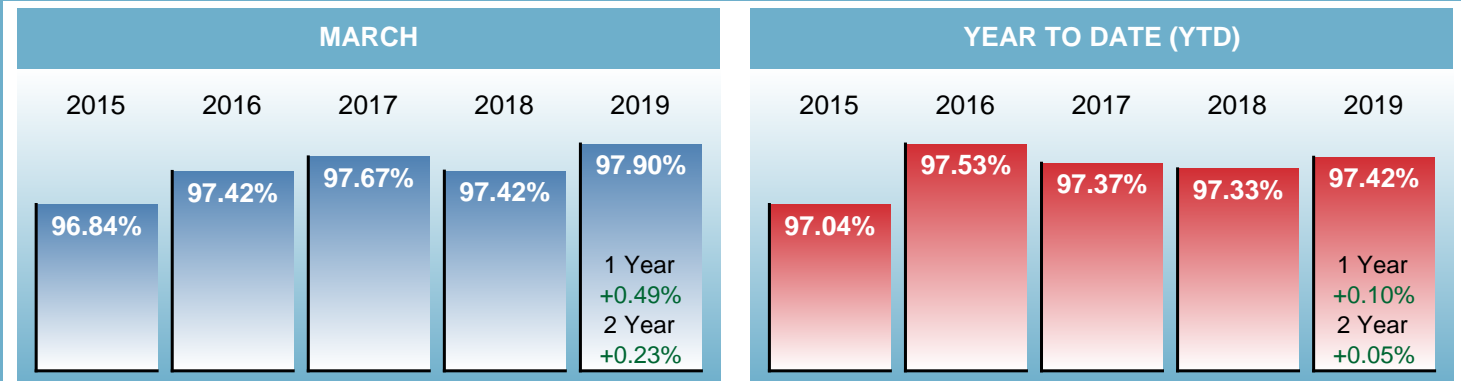
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## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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## 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	223	21.53%	96.11%	93.95%	97.36%	97.41%	100.00%
\$75,001-\$125,000	157	15.15%	99.12%	97.02%	99.90%	97.96%	109.20%
\$125,001-\$175,000	241	23.26%	98.21%	97.02%	98.48%	98.59%	88.89%
\$175,001-\$225,000	161	15.54%	98.45%	97.04%	98.45%	98.36%	100.70%
\$225,001-\$325,000	150	14.48%	98.66%	94.30%	98.01%	99.43%	98.30%
\$325,001 and up	104	10.04%	97.20%	92.06%	96.67%	98.60%	96.61%
Average Sold/List Ratio	97.90%			95.08%	98.40%	98.66%	97.19%
Total Closed Units	1,036	100%	97.90%	164	562	273	37
Total Closed Volume	183,783,904			19.81M	81.92M	67.83M	14.23M

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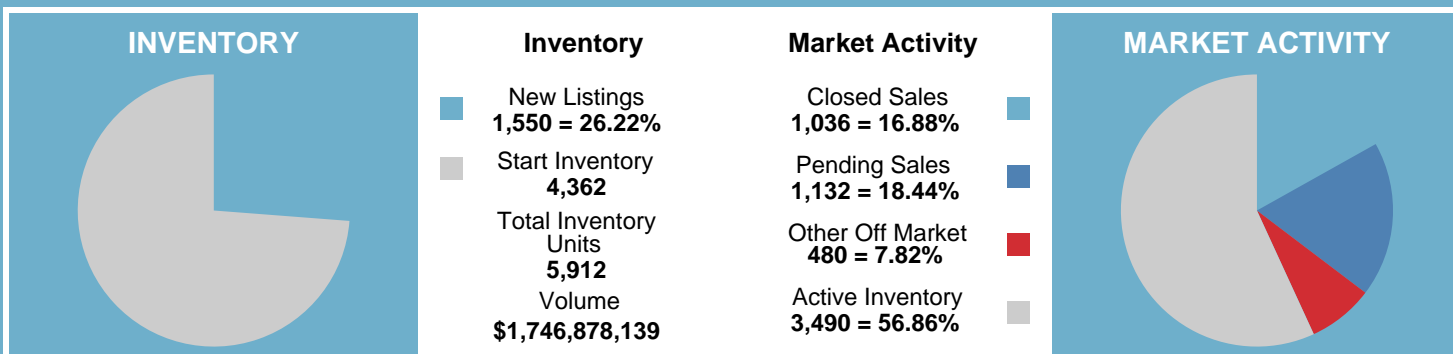
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## MARKET SUMMARY

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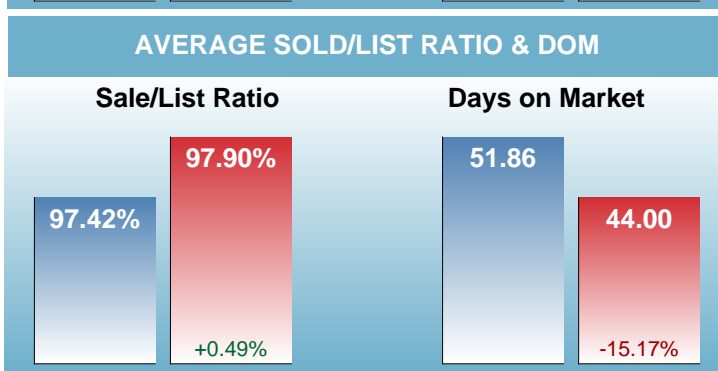
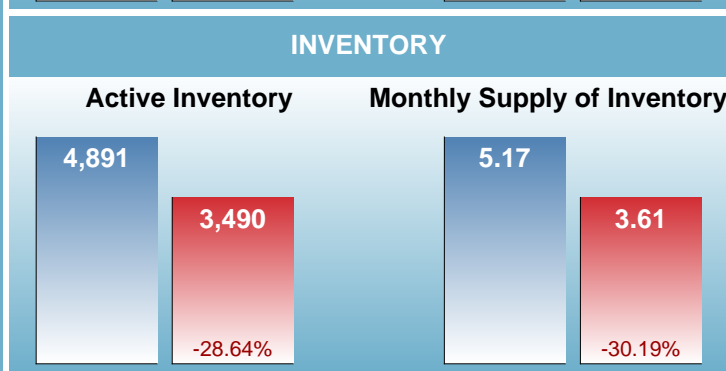
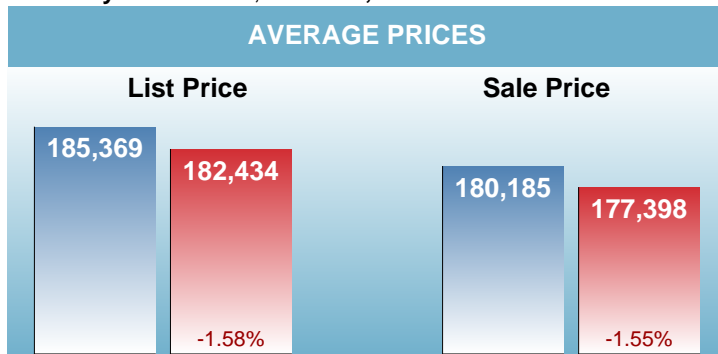
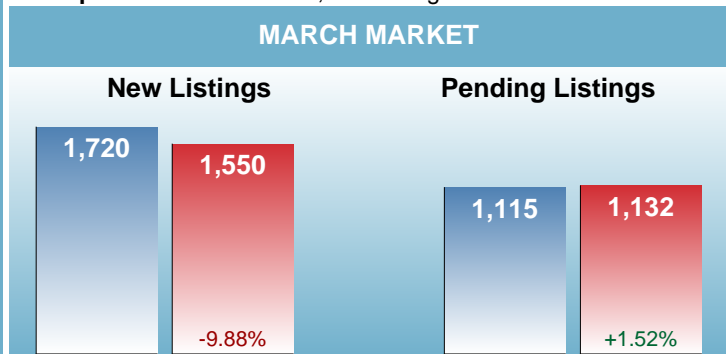


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,044	1,036	-0.77%	2,518	2,479	-1.55%
Pending Sales	1,115	1,132	1.52%	2,801	2,917	4.14%
New Listings	1,720	1,550	-9.88%	4,545	4,522	-0.51%
Average List Price	185,369	182,434	-1.58%	180,908	181,087	0.10%
Average Sale Price	180,185	177,398	-1.55%	175,881	175,427	-0.26%
Average Percent of Selling Price to List Price	97.42%	97.90%	0.49%	97.33%	97.42%	0.10%
Average Days on Market to Sale	51.86	44.00	-15.17%	52.92	47.59	-10.08%
Monthly Inventory	4,891	3,490	-28.64%	4,891	3,490	-28.64%
Months Supply of Inventory	5.17	3.61	-30.19%	5.17	3.61	-30.19%

**Absorption:** Last 12 months, an Average of **967** Sales/Month

**Inventory on March 31, 2019 = 3,490**

**2018** **2019**



Ready to Buy or Sell Real Estate?

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