

# May 2019



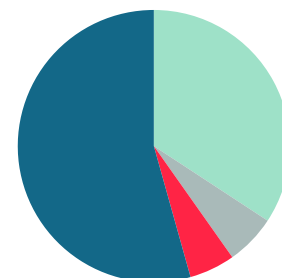
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	46	63	36.96%
Pending Listings	6	11	83.33%
New Listings	72	76	5.56%
Median List Price	850	975	14.71%
Median Sale Price	850	975	14.71%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	35.00	28.00	-20.00%
End of Month Inventory	142	100	-29.58%
Months Supply of Inventory	3.35	1.90	-43.48%



■ Closed (34.24%)  
■ Pending (5.98%)  
■ Other OffMarket (5.43%)  
■ Active (54.35%)

**Absorption:** Last 12 months, an Average of **53** Sales/Month  
**Active Inventory** as of May 31, 2019 = **100**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2019 decreased **29.58%** to 100 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **1.90** 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 **14.71%** in May 2019 to \$975 versus the previous year at \$850.

#### Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 7.00 days or **20.00%** in May 2019 compared to last year's same month at **35.00** DOM.

#### Sales Success for May 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 76 New Listings in May 2019, up **5.56%** from last year at 72. Furthermore, there were 63 Closed Listings this month versus last year at 46, a **36.96%** increase.

Closed versus Listed trends yielded a **82.9%** ratio, up from previous year's, May 2018, at **63.9%**, a **29.75%** 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of Selling Price to List 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

# May 2019



Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type

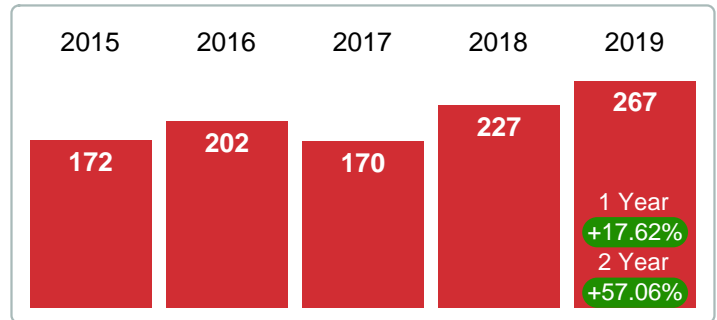
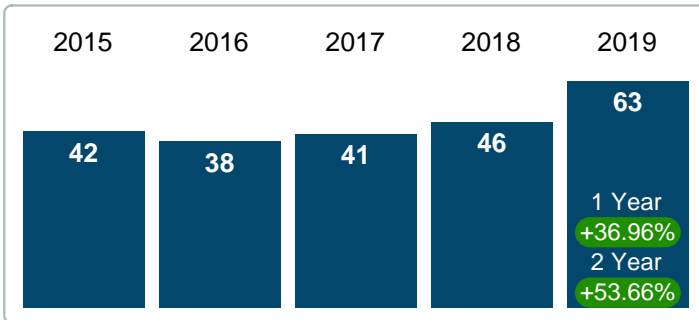


## CLOSED LISTINGS

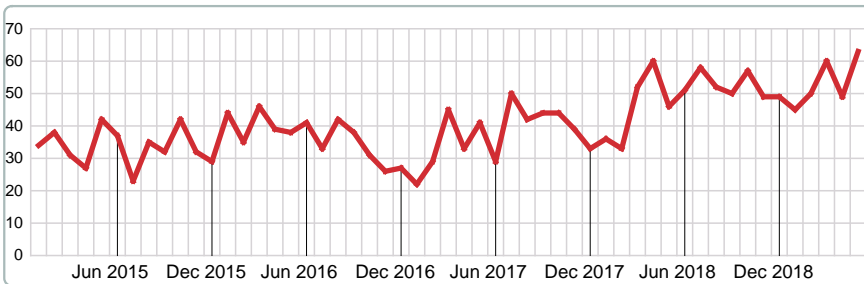
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### MAY

### YEAR TO DATE (YTD)

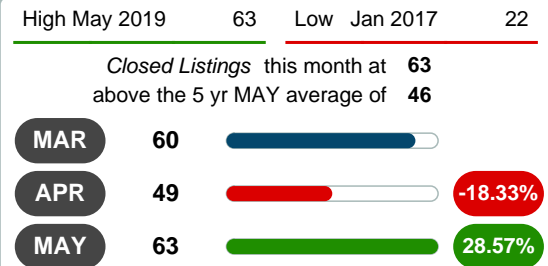


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 46



### 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	63	100.00%	28.0	22	35	5	1
<b>Total Closed Units</b>	<b>63</b>			<b>22</b>	<b>35</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>64,885</b>	<b>100%</b>	<b>28.0</b>	<b>19.81K</b>	<b>36.64K</b>	<b>5,840</b>	<b>2,600</b>
<b>Median Closed Price</b>	<b>\$975</b>			<b>\$795</b>	<b>\$1,000</b>	<b>\$1,150</b>	<b>\$2,600</b>

# May 2019



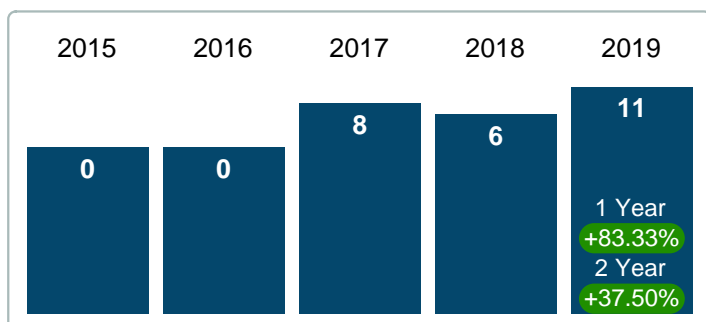
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



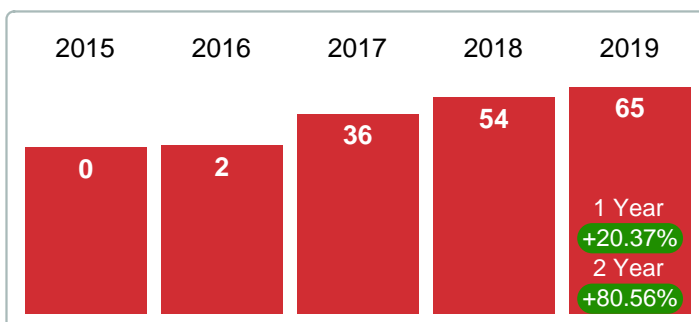
## PENDING LISTINGS

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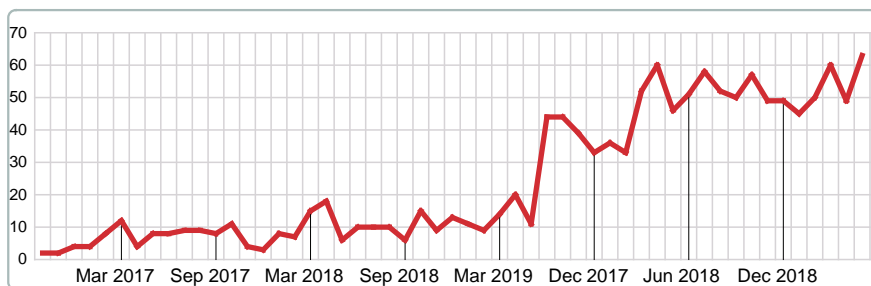
### MAY



### YEAR TO DATE (YTD)

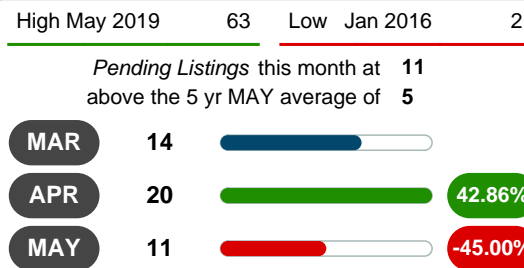


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 5



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	28.0	0	0	0	0
\$1-\$0	0	0.00%	28.0	0	0	0	0
\$1-\$0	0	0.00%	28.0	0	0	0	0
\$1-\$0	0	0.00%	28.0	0	0	0	0
\$1-\$0	0	0.00%	28.0	0	0	0	0
\$1-\$0	0	0.00%	28.0	0	0	0	0
\$1 and up	11	100.00%	18.0	4	7	0	0
<b>Total Pending Units</b>	<b>11</b>			<b>4</b>	<b>7</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>11,465</b>	<b>100%</b>	<b>18.0</b>	<b>4,095</b>	<b>7,370</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$995</b>			<b>\$1,025</b>	<b>\$995</b>	<b>\$0</b>	<b>\$0</b>

# May 2019



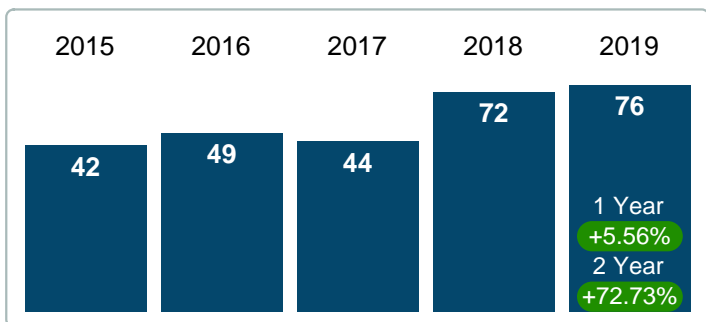
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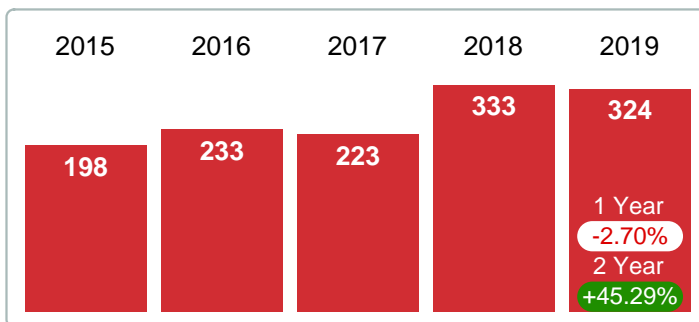
## NEW LISTINGS

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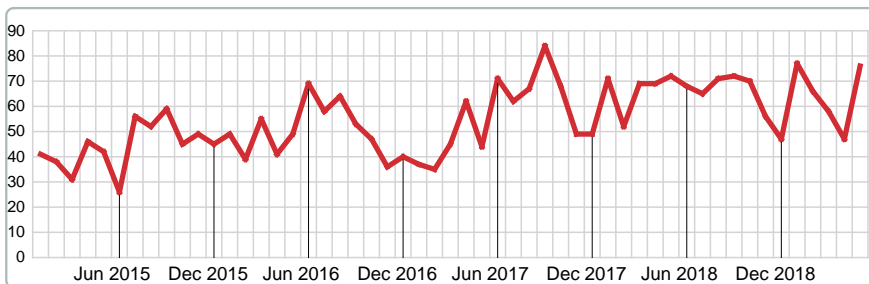
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 57

High Sep 2017 84 Low Jun 2015 26

New Listings this month at **76**  
above the 5 yr MAY average of **57**

- MAR 58
- APR 47 (-18.97%)
- MAY 76 (61.70%)

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1 and up	76	100.00%	29	43	4	0
<b>Total New Listed Units</b>	<b>76</b>		<b>29</b>	<b>43</b>	<b>4</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>76,630</b>	<b>100%</b>	<b>25.82K</b>	<b>46.73K</b>	<b>4,085</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$950</b>		<b>\$850</b>	<b>\$995</b>	<b>\$995</b>	<b>\$0</b>

# May 2019



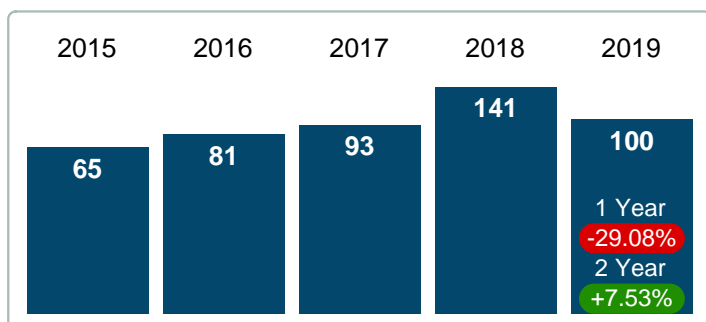
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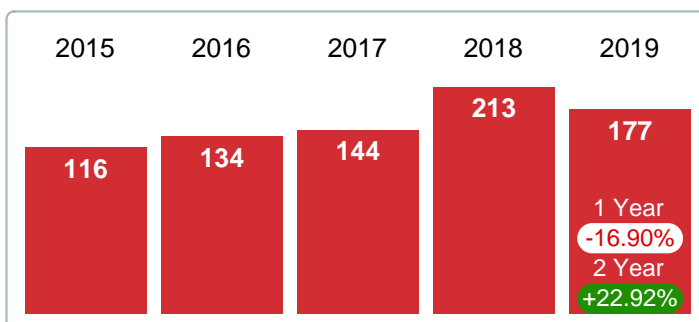
## ACTIVE INVENTORY

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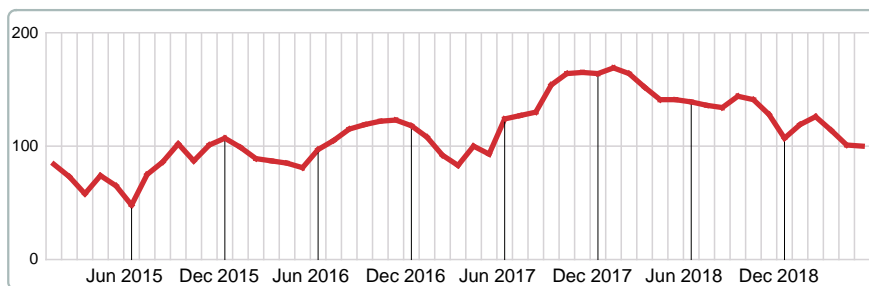
### END OF MAY



### ACTIVE DURING MAY

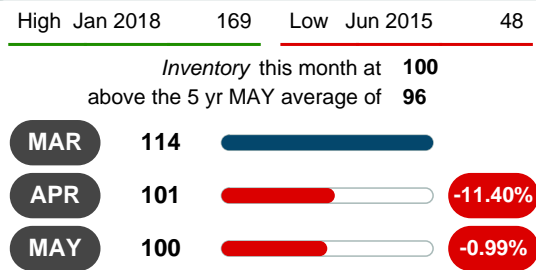


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 96



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	18.0	0	0	0	0
\$1-\$0	0	0.00%	18.0	0	0	0	0
\$1-\$0	0	0.00%	18.0	0	0	0	0
\$1-\$0	0	0.00%	18.0	0	0	0	0
\$1-\$0	0	0.00%	18.0	0	0	0	0
\$1-\$0	0	0.00%	18.0	0	0	0	0
\$1 and up	100	100.00%	28.0	40	52	7	1
Total Active Inventory by Units			100	40	52	7	1
Total Active Inventory by Volume			108,025	36.40K	59.52K	10.29K	1,825
Median Active Inventory Listing Price			\$913	\$898	\$980	\$1,250	\$1,825

# May 2019



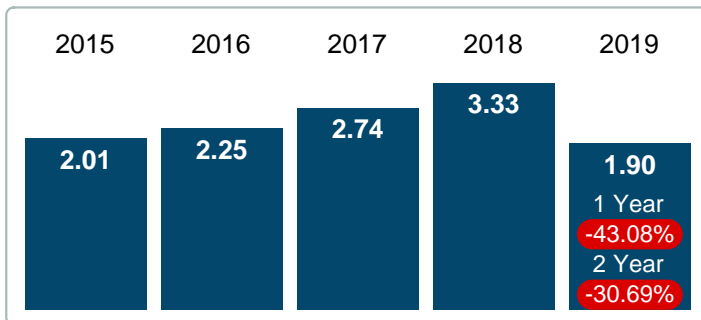
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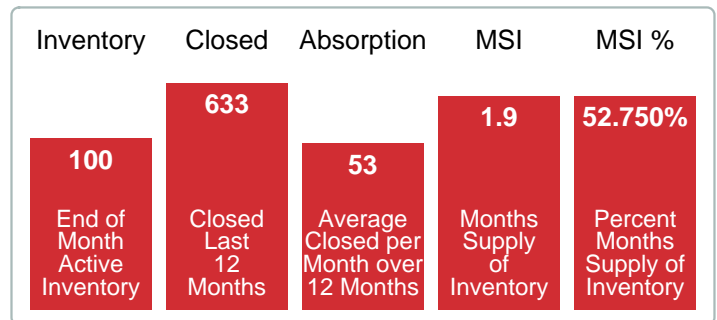
## MONTHS SUPPLY of INVENTORY (MSI)

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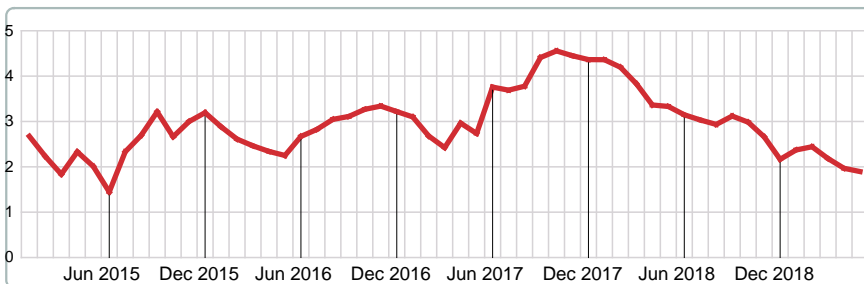
### MSI FOR MAY



### INDICATORS FOR MAY 2019

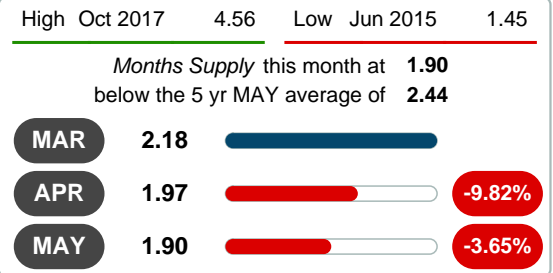


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 2.44



### 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
\$0 and less	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 and up	100	100.00%	1.90	2.07	1.73	2.21	6.00
Market Supply of Inventory (MSI)			1.90	2.07	1.73	2.21	6.00
Total Active Inventory by Units		100%	100	40	52	7	1

# May 2019



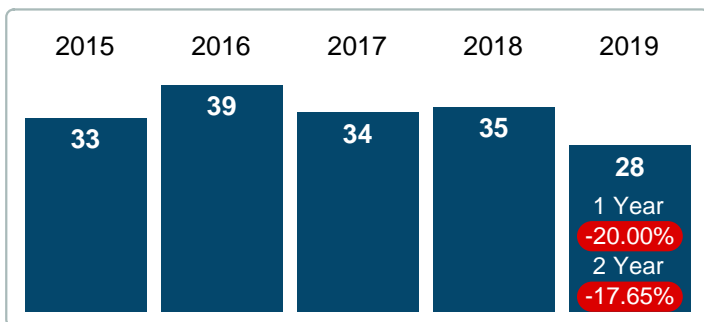
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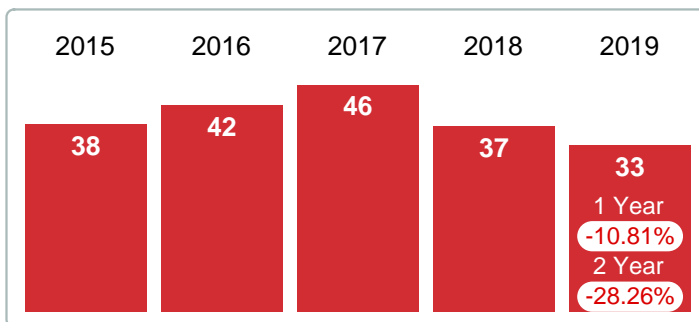
## MEDIAN DAYS ON MARKET TO SALE

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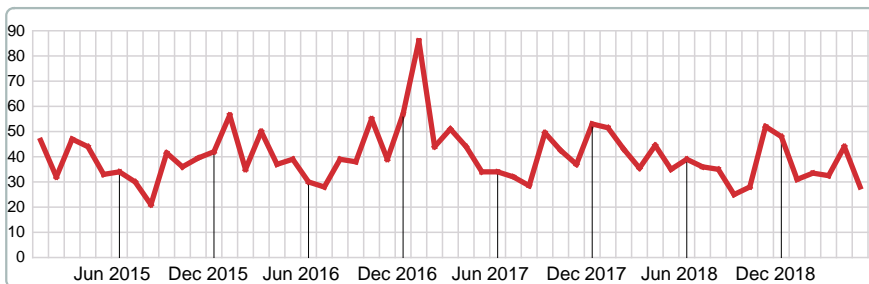
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

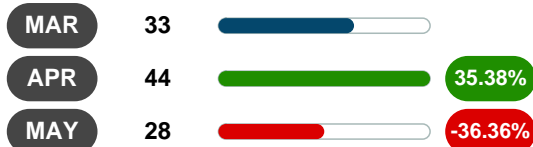


### 3 MONTHS

5 year MAY AVG = 34

High Jan 2017 86 Low Aug 2015 21

Median Days on Market to Sale this month at 28 below the 5 yr MAY average of 34



### 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	<div style="width: 0%;"></div> 0	0.00%	28	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	28	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	28	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	28	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	28	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	28	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 63	100.00%	28	35	23	54	68
Median Closed DOM			28	35	23	54	68
Total Closed Units		100%	28.0	22	35	5	1
Total Closed Volume			64,885	19.81K	36.64K	5,840	2,600

# May 2019



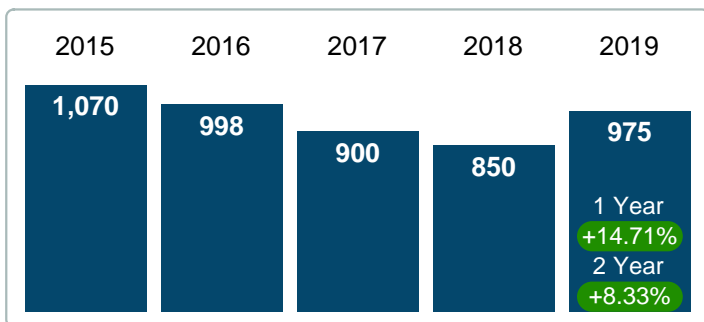
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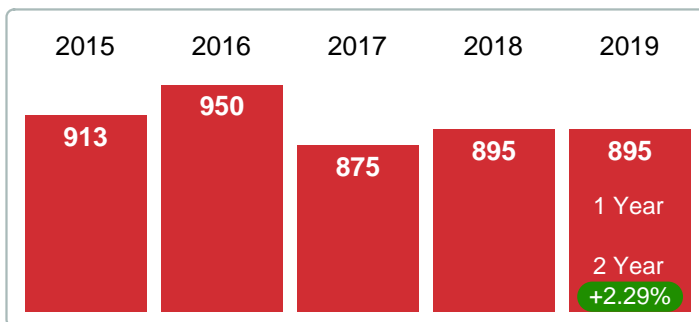
## MEDIAN LIST PRICE AT CLOSING

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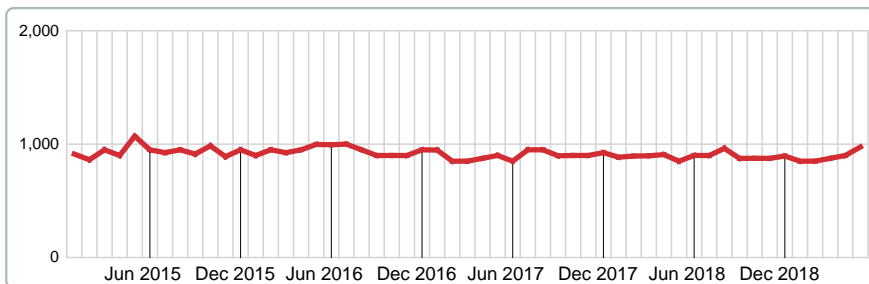
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 959

High May 2015 1,070 Low Feb 2019 850

Median List Price at Closing this month at **975** above the 5 yr MAY average of **959**

Month	Price	% Change
MAR	875	
APR	900	2.86%
MAY	975	8.33%

### 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%	28	0	0	0	0
\$1 \$0	0	0.00%	28	0	0	0	0
\$1 \$0	0	0.00%	28	0	0	0	0
\$1 \$0	0	0.00%	28	0	0	0	0
\$1 \$0	0	0.00%	28	0	0	0	0
\$1 \$0	0	0.00%	28	0	0	0	0
\$1 and up	63	100.00%	975	795	1,000	1,150	2,600
Median List Price			975	795	1,000	1,150	2,600
Total Closed Units		100%	975	22	35	5	1
Total Closed Volume			65,290	19.98K	36.82K	5,890	2,600



# May 2019



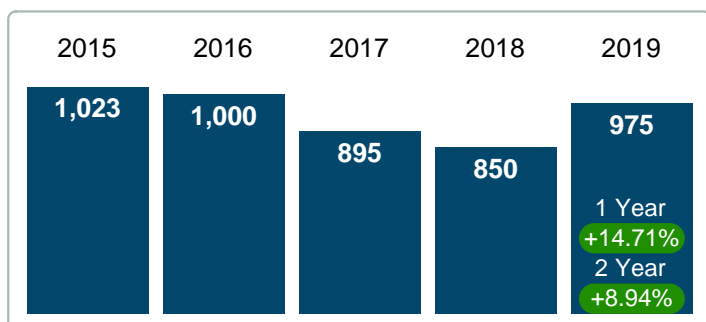
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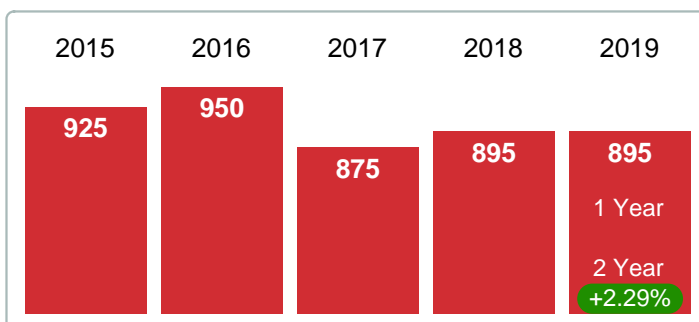
## MEDIAN SOLD PRICE AT CLOSING

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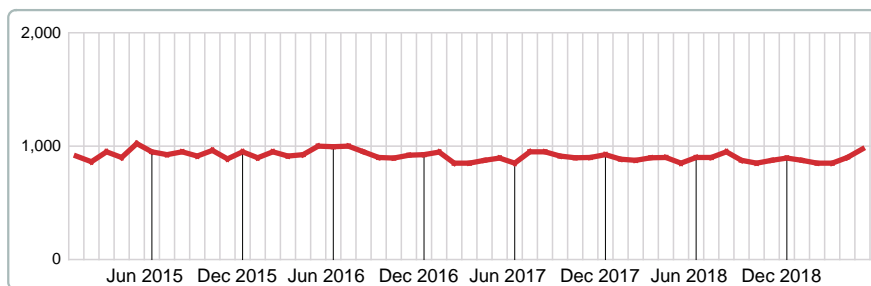
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 949

High May 2015 1,023    Low Mar 2019 850

Median Sold Price at Closing this month at **975**  
above the 5 yr MAY average of **949**

Month	Price	% Change
MAR	850	
APR	900	5.88%
MAY	975	8.33%

### 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%	975	0	0	0	0
\$1 \$0	0	0.00%	975	0	0	0	0
\$1 \$0	0	0.00%	975	0	0	0	0
\$1 \$0	0	0.00%	975	0	0	0	0
\$1 \$0	0	0.00%	975	0	0	0	0
\$1 \$0	0	0.00%	975	0	0	0	0
\$1 and up	63	100.00%	975	795	1,000	1,150	2,600
Median Sold Price			975	795	1,000	1,150	2,600
Total Closed Units		100%	975	22	35	5	1
Total Closed Volume			64,885	19.81K	36.64K	5,840	2,600

# May 2019



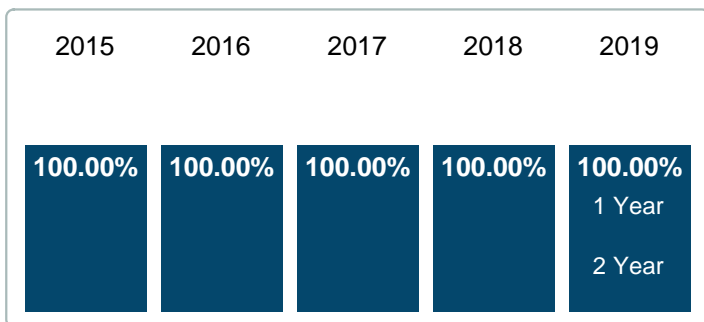
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



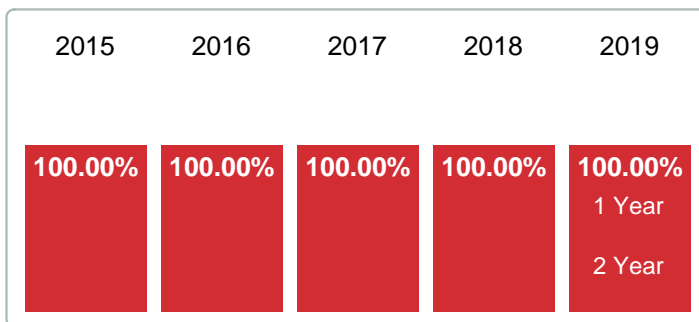
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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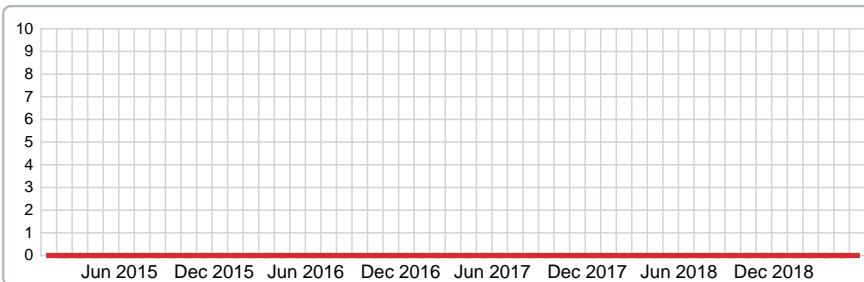
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

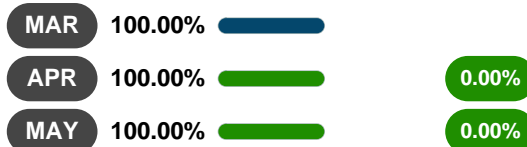


### 3 MONTHS

5 year MAY AVG = 100.00%

High May 2019 100.00% Low May 2019 100.00%

Median Sold/List Ratio this month at 100.00% equal to 5 yr MAY average of 100.00%



## 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%	975.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	975.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	975.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	975.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	975.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	975.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	63	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		63	100%	22	35	5	1
Total Closed Volume		64,885		19.81K	36.64K	5,840	2,600

# May 2019



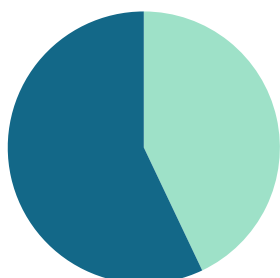
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

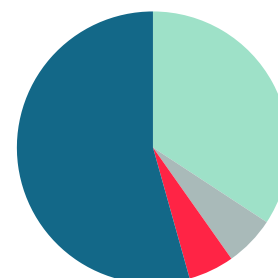


**Inventory**  
 New Listings  
**76 = 42.94%**  
 Start Inventory  
**101**  
 Total Inventory Units  
**177**  
 Volume  
**\$193,054**

### Market Activity

Closed Sales  
**63 = 34.24%**  
 Pending Sales  
**11 = 5.98%**  
 Other Off Market  
**10 = 5.43%**  
 Active Inventory  
**100 = 54.35%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	46	63	36.96%	227	267	17.62%
Pending Sales	6	11	83.33%	54	65	20.37%
New Listings	72	76	5.56%	333	324	-2.70%
Median List Price	850	975	14.71%	895	895	0.00%
Median Sale Price	850	975	14.71%	895	895	0.00%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	35.00	28.00	-20.00%	37.00	33.00	-10.81%
Monthly Inventory	142	100	-29.58%	142	100	-29.58%
Months Supply of Inventory	3.35	1.90	-43.48%	3.35	1.90	-43.48%

**Absorption:** Last 12 months, an Average of **53** Sales/Month

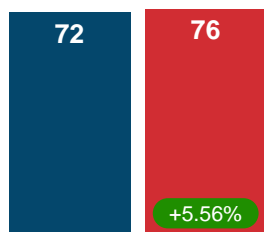
**Inventory** on May 31, 2019 = **100**

**2018** **2019**

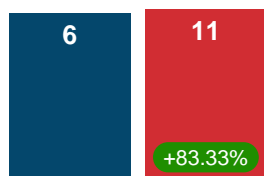
### MAY MARKET

### MEDIAN PRICES

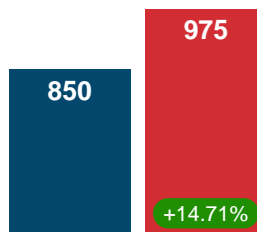
#### New Listings



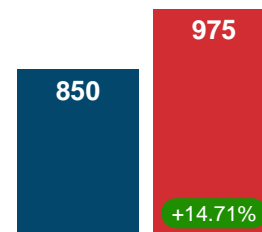
#### Pending Listings



#### List Price



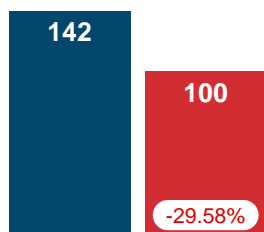
#### Sale Price



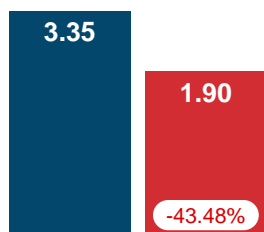
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

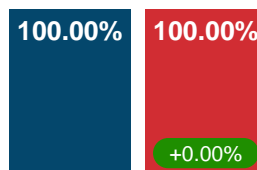
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

