

May 2019

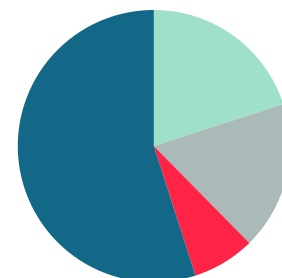
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	1,176	1,258	6.97%
Pending Listings	1,008	1,107	9.82%
New Listings	1,823	1,610	-11.68%
Average List Price	192,686	188,085	-2.39%
Average Sale Price	187,945	184,140	-2.02%
Average Percent of Selling Price to List Price	97.91%	98.04%	0.13%
Average Days on Market to Sale	41.56	36.70	-11.71%
End of Month Inventory	5,229	3,455	-33.93%
Months Supply of Inventory	5.45	3.53	-35.20%



■ Closed (20.01%)
■ Pending (17.61%)
■ Other OffMarket (7.43%)
■ Active (54.95%)

Absorption: Last 12 months, an Average of **978** Sales/Month
Active Inventory as of May 31, 2019 = **3,455**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **33.93%** to 3,455 existing homes available for sale. Over the last 12 months this area has had an average of 978 closed sales per month. This represents an unsold inventory index of **3.53** 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 **2.02%** in May 2019 to \$184,140 versus the previous year at \$187,945.

Average Days on Market Shortens

The average number of **36.70** days that homes spent on the market before selling decreased by 4.87 days or **11.71%** in May 2019 compared to last year's same month at **41.56** DOM.

Sales Success for May 2019 is Positive

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

There were 1,610 New Listings in May 2019, down **11.68%** from last year at 1,823. Furthermore, there were 1,258 Closed Listings this month versus last year at 1,176, a **6.97%** increase.

Closed versus Listed trends yielded a **78.1%** ratio, up from previous year's, May 2018, at **64.5%**, a **21.13%** 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

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

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 County Of Tulsa

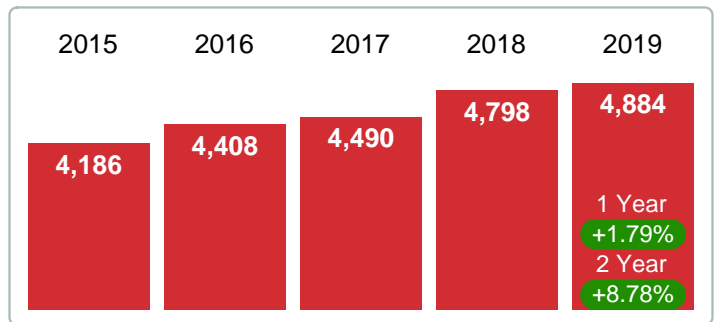
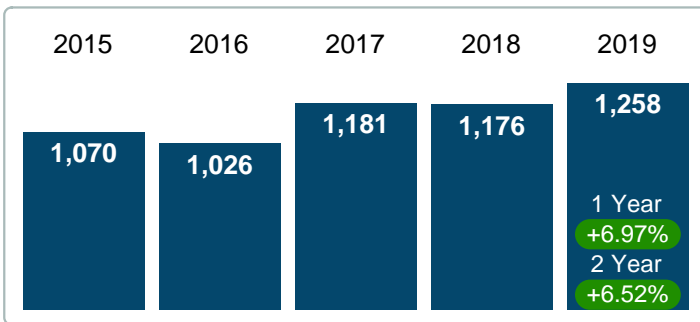


CLOSED LISTINGS

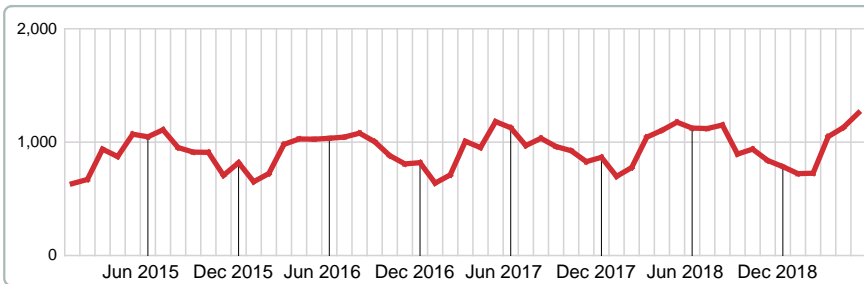
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MAY

YEAR TO DATE (YTD)

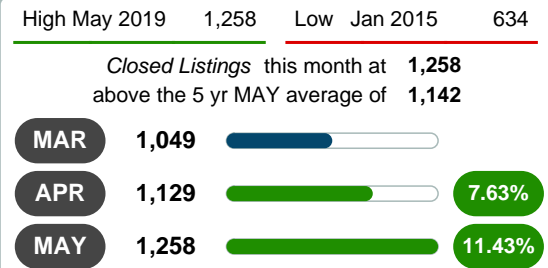


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,142



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	258	20.51%	38.9	96	123	35	4
\$75,001-\$125,000	156	12.40%	31.1	40	105	9	2
\$125,001-\$175,000	263	20.91%	29.2	24	202	34	3
\$175,001-\$250,000	296	23.53%	34.1	18	140	123	15
\$250,001-\$325,000	134	10.65%	46.5	3	41	69	21
\$325,001 and up	151	12.00%	48.2	5	37	85	24
Total Closed Units	1,258			186	648	355	69
Total Closed Volume	231,647,744	100%	36.7	17.40M	100.28M	91.46M	22.51M
Average Closed Price	\$184,140			\$93,556	\$154,755	\$257,631	\$326,179

May 2019



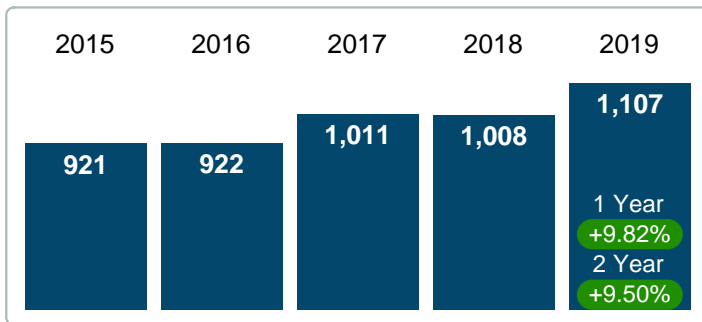
Area Delimited by County Of Tulsa



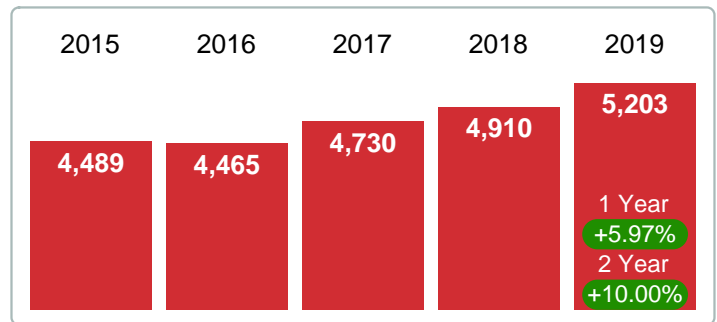
PENDING LISTINGS

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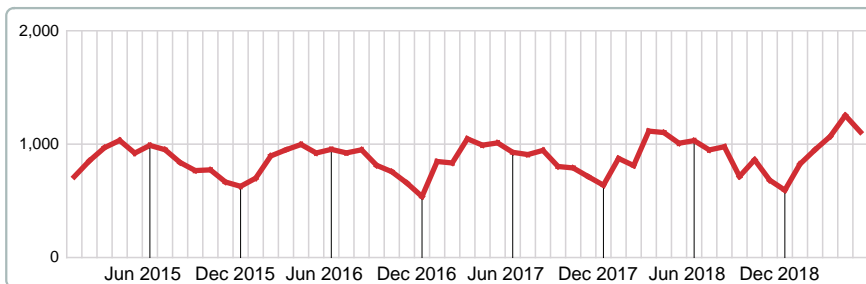
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

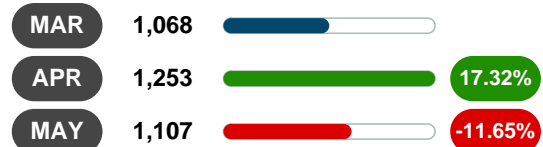


3 MONTHS

5 year MAY AVG = 994

High Apr 2019 1,253 Low Dec 2016 538

Pending Listings this month at **1,107**
above the 5 yr MAY average of **994**



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	93	8.40%	32.5	42	38	12	1
\$50,001 - \$100,000	108	9.76%	42.8	42	61	5	0
\$100,001 - \$150,000	205	18.52%	25.0	30	154	21	0
\$150,001 - \$200,000	254	22.94%	27.3	19	176	59	0
\$200,001 - \$250,000	164	14.81%	35.2	14	66	79	5
\$250,001 - \$350,000	152	13.73%	47.1	4	50	83	15
\$350,001 and up	131	11.83%	54.1	5	26	79	21
Total Pending Units	1,107			156	571	338	42
Total Pending Volume	235,631,740	100%	41.4	22.63M	97.76M	95.64M	19.61M
Average Listing Price	\$167,452			\$145,036	\$171,204	\$282,969	\$466,798

May 2019



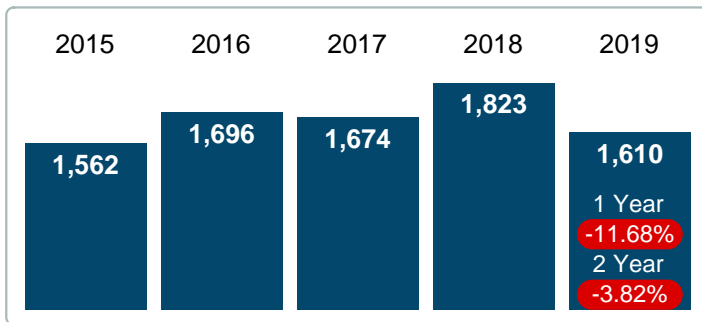
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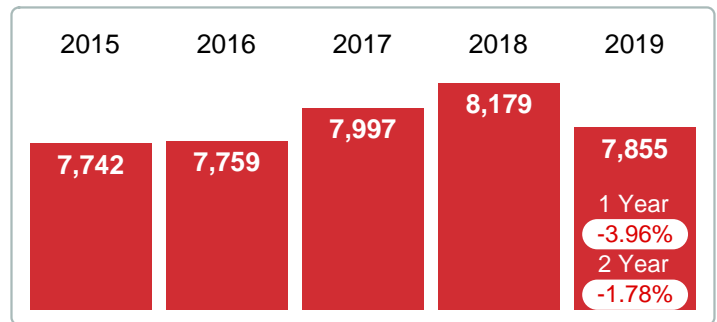
NEW LISTINGS

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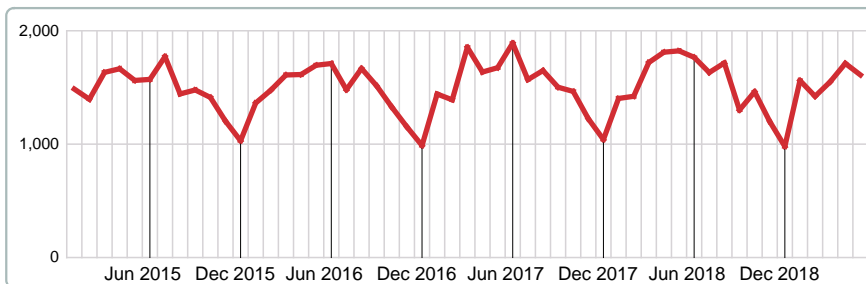
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,673

High Jun 2017 1,891 Low Dec 2018 980

New Listings this month at **1,610**
below the 5 yr MAY average of **1,673**



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 to \$90,000	341	21.18%	138	162	35	6
\$90,001 to \$150,000	236	14.66%	36	177	22	1
\$150,001 to \$230,000	416	25.84%	37	245	126	8
\$230,001 to \$310,000	233	14.47%	24	76	110	23
\$310,001 to \$520,000	222	13.79%	14	44	126	38
\$520,001 and up	162	10.06%	22	11	75	54
Total New Listed Units	1,610		271	715	494	130
Total New Listed Volume	436,285,430	100%	61.78M	117.10M	165.50M	91.91M
Average New Listed Listing Price	\$95,477		\$227,968	\$163,774	\$335,025	\$706,965

May 2019

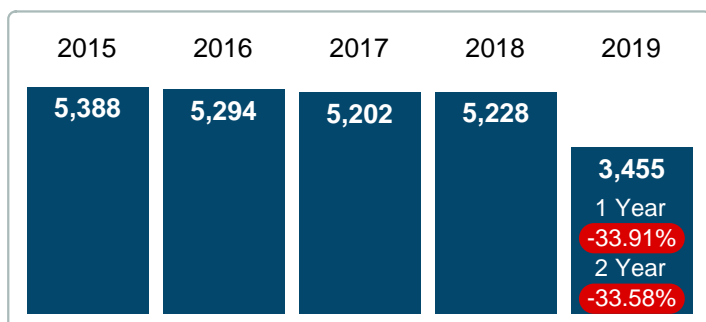
Area Delimited by County Of Tulsa



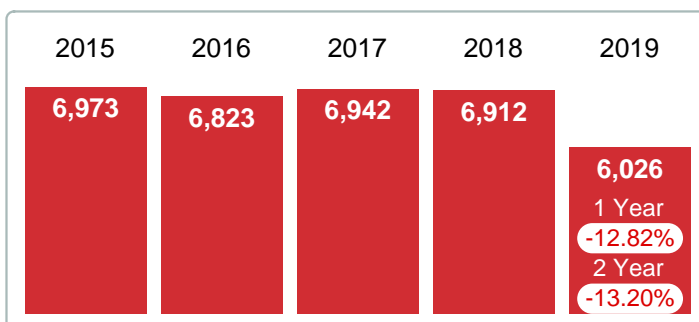
ACTIVE INVENTORY

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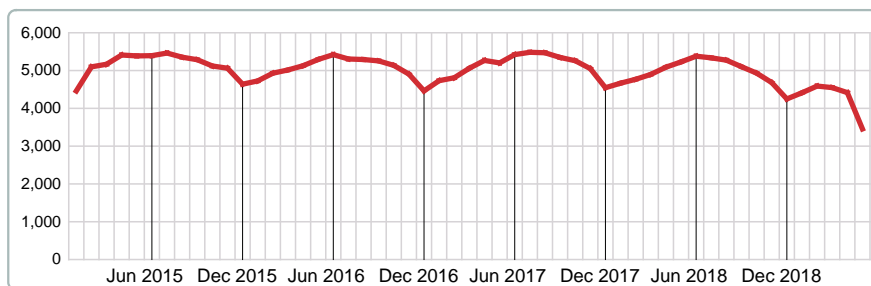
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

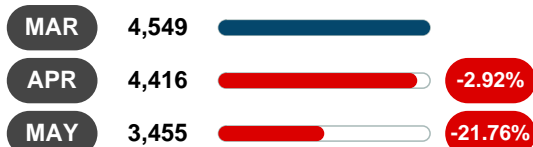


3 MONTHS

5 year MAY AVG = 4,913

High Jul 2017 5,483 Low May 2019 3,455

Inventory this month at **3,455**
below the 5 yr MAY average of **4,913**



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	279	8.08%	47.3	100	123	46	10
\$25,001 - \$100,000	436	12.62%	82.8	301	115	20	0
\$100,001 - \$175,000	535	15.48%	63.3	175	291	62	7
\$175,001 - \$300,000	889	25.73%	59.0	139	358	335	57
\$300,001 - \$425,000	522	15.11%	74.7	65	108	281	68
\$425,001 - \$725,000	438	12.68%	69.3	53	54	216	115
\$725,001 and up	356	10.30%	80.8	124	23	98	111
Total Active Inventory by Units			3,455	957	1,072	1,058	368
Total Active Inventory by Volume			1,255,742,708	337.48M	226.26M	435.96M	256.04M
Average Active Inventory Listing Price			\$363,457	\$352,648	\$211,065	\$412,057	\$695,763

May 2019

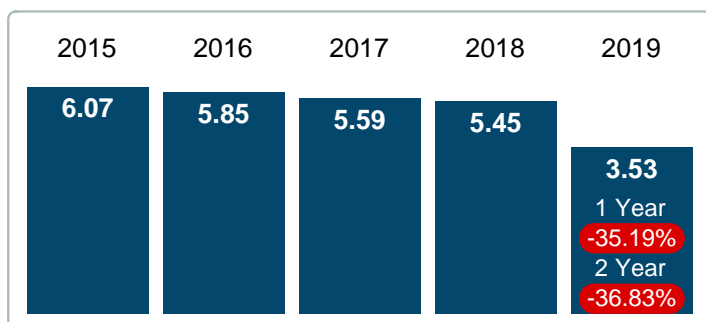
Area Delimited by County Of Tulsa



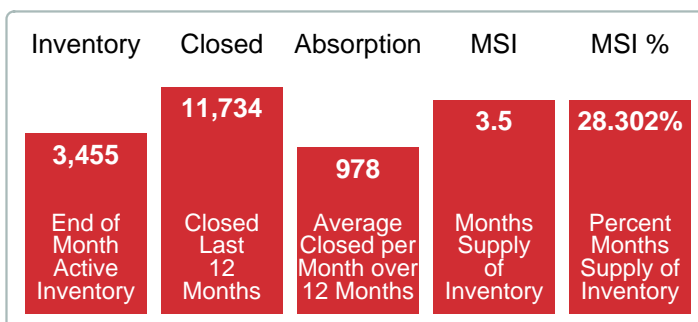
MONTHS SUPPLY of INVENTORY (MSI)

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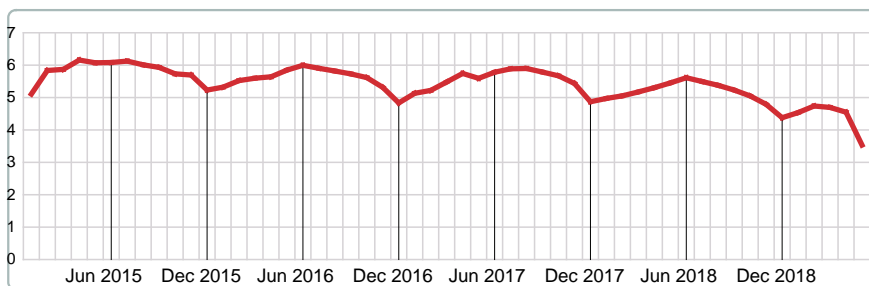
MSI FOR MAY



INDICATORS FOR MAY 2019

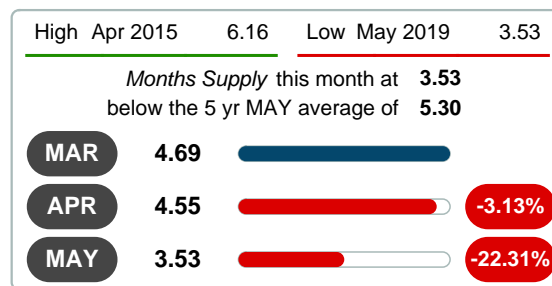


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.30



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	279	8.08%	2.10	2.86	1.69	2.02	3.87
\$25,001 - \$100,000	436	12.62%	2.98	4.98	1.48	2.55	0.00
\$100,001 - \$175,000	535	15.48%	1.84	5.88	1.32	1.66	2.10
\$175,001 - \$300,000	889	25.73%	3.23	9.75	2.89	2.72	4.02
\$300,001 - \$425,000	522	15.11%	6.46	21.08	5.18	5.87	7.56
\$425,001 - \$725,000	438	12.68%	10.90	23.56	7.90	9.49	13.80
\$725,001 and up	356	10.30%	31.18	74.40	23.00	18.67	31.71
Market Supply of Inventory (MSI)			3.53	6.54	2.05	3.97	8.89
Total Active Inventory by Units		100%	3,453	957	1,072	1,058	368

May 2019



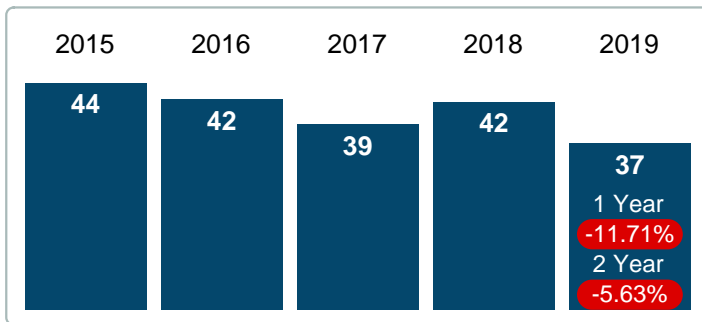
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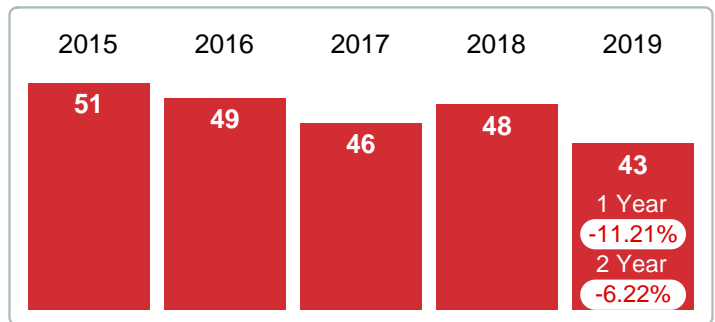
AVERAGE DAYS ON MARKET TO SALE

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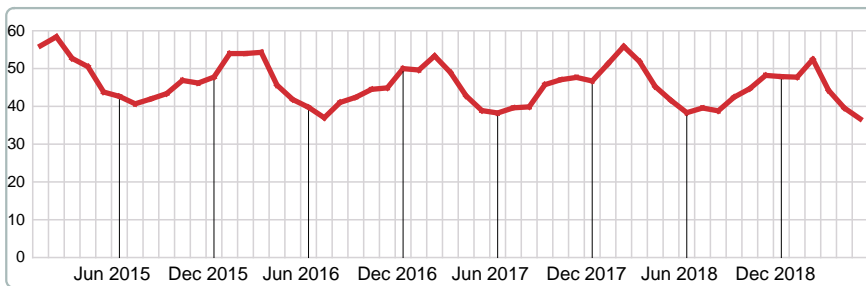
MAY



YEAR TO DATE (YTD)

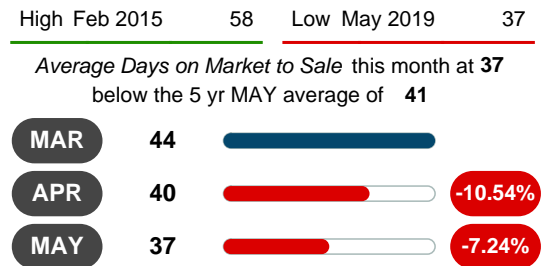


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 41



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	258	20.51%	39	37	42	35	27
\$75,001-\$125,000	156	12.40%	31	39	29	24	25
\$125,001-\$175,000	263	20.91%	29	42	28	32	6
\$175,001-\$250,000	296	23.53%	34	37	27	39	55
\$250,001-\$325,000	134	10.65%	46	6	55	39	61
\$325,001 and up	151	12.00%	48	39	40	49	61
Average Closed DOM			37	38	33	40	54
Total Closed Units		100%	36.7	186	648	355	69
Total Closed Volume				17.40M	100.28M	91.46M	22.51M

May 2019



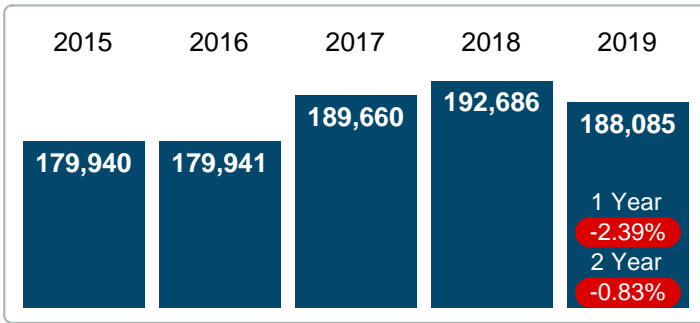
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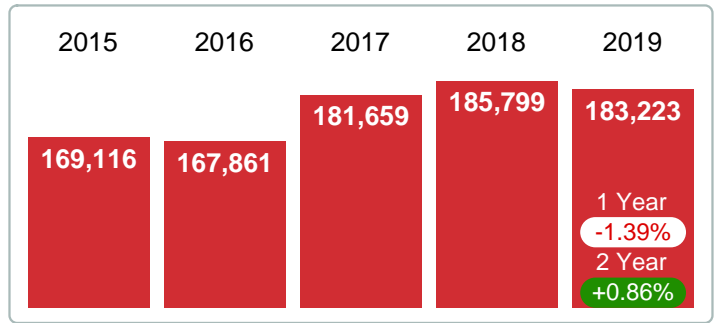
AVERAGE LIST PRICE AT CLOSING

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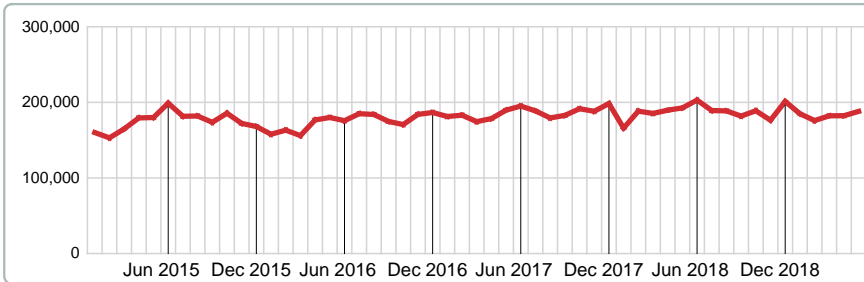
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

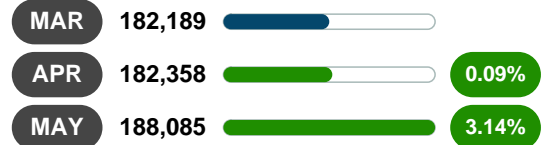


3 MONTHS

5 year MAY AVG = 186,062

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

Average List Price at Closing this month at **188,085**
above the 5 yr MAY average of **186,062**



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	259	20.59%	21,010	32,386	17,900	3,438	2,474
\$75,001-\$125,000	141	11.21%	105,163	110,032	107,259	107,822	123,900
\$125,001-\$175,000	272	21.62%	152,090	153,438	153,117	156,747	146,667
\$175,001-\$250,000	297	23.61%	211,087	202,017	207,000	216,578	229,066
\$250,001-\$325,000	129	10.25%	286,521	294,667	287,243	289,511	300,976
\$325,001 and up	160	12.72%	470,739	538,800	453,107	471,137	531,313
Average List Price			188,085	98,963	157,277	262,203	336,314
Total Closed Units		100%	1,258	186	648	355	69
Total Closed Volume			236,610,434	18.41M	101.92M	93.08M	23.21M

May 2019



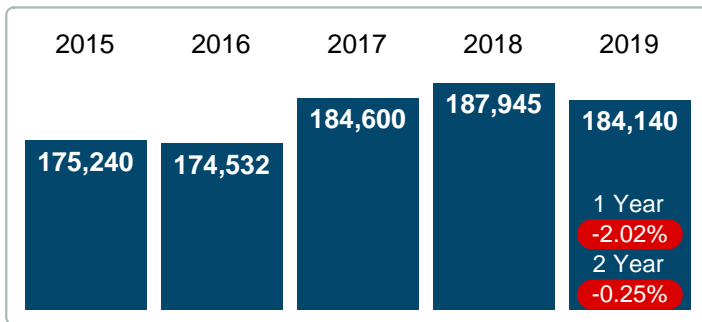
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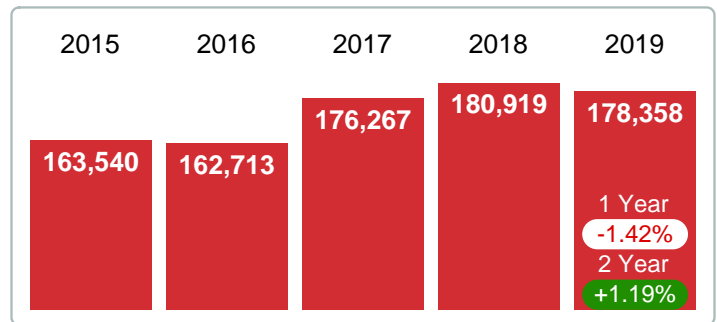
AVERAGE SOLD PRICE AT CLOSING

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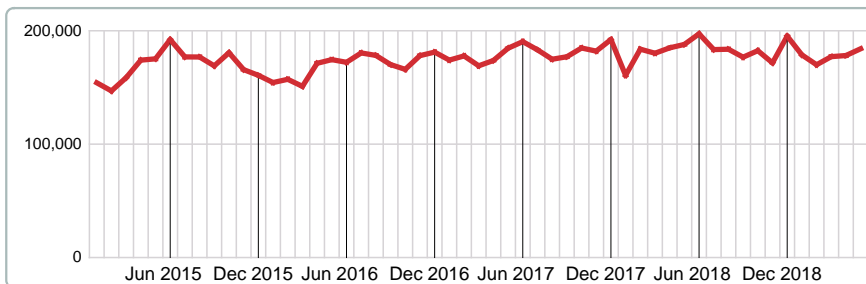
MAY



YEAR TO DATE (YTD)

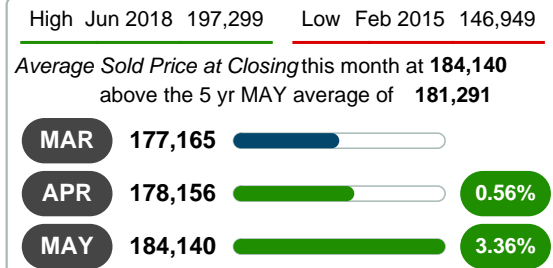


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 181,291



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	258	20.51%	19,953	30,844	16,765	3,286	2,449
\$75,001-\$125,000	156	12.40%	104,071	100,034	105,446	103,556	114,950
\$125,001-\$175,000	263	20.91%	150,730	147,634	150,627	154,091	144,333
\$175,001-\$250,000	296	23.53%	208,648	196,015	204,294	213,753	222,583
\$250,001-\$325,000	134	10.65%	286,815	285,333	283,744	286,919	292,676
\$325,001 and up	151	12.00%	466,422	502,300	445,561	459,808	514,529
Average Sold Price	184,140			93,556	154,755	257,631	326,179
Total Closed Units	1,258	100%	184,140	186	648	355	69
Total Closed Volume	231,647,744			17.40M	100.28M	91.46M	22.51M

May 2019



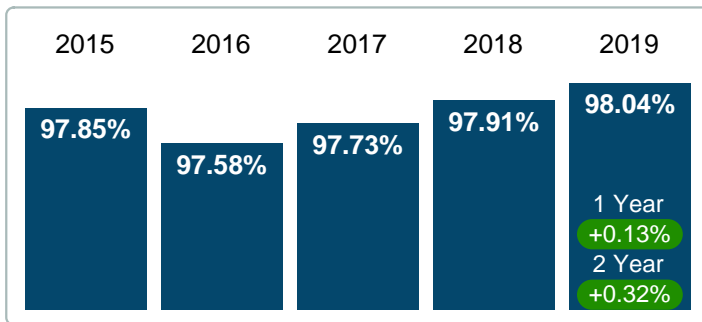
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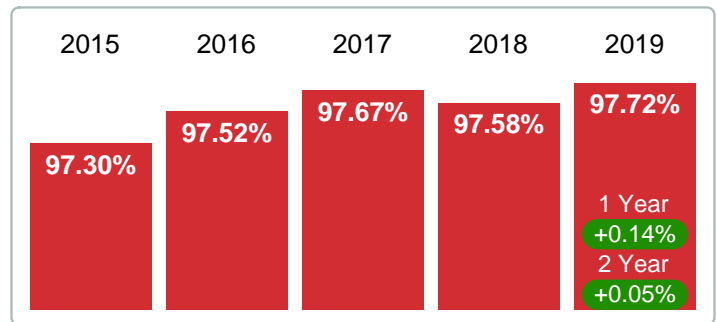
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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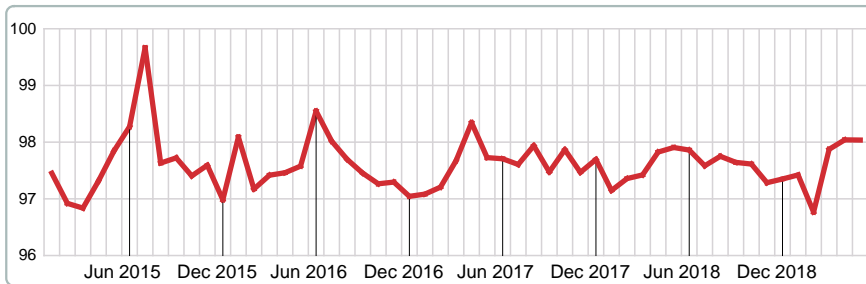
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

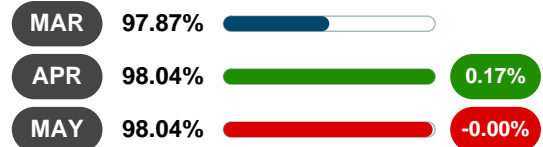


3 MONTHS

5 year MAY AVG = 97.82%

High Jul 2015 99.66% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **98.04%**
equal to 5 yr MAY average of **97.82%**



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	258	20.51%	97.35%	95.90%	97.90%	99.19%	99.11%
\$75,001-\$125,000	156	12.40%	97.03%	93.32%	98.61%	96.01%	92.73%
\$125,001-\$175,000	263	20.91%	98.37%	96.57%	98.59%	98.38%	98.53%
\$175,001-\$250,000	296	23.53%	98.64%	97.22%	98.81%	98.82%	97.23%
\$250,001-\$325,000	134	10.65%	98.73%	97.00%	98.85%	99.14%	97.40%
\$325,001 and up	151	12.00%	97.87%	94.00%	98.60%	97.95%	97.31%
Average Sold/List Ratio		98.00%		95.53%	98.52%	98.60%	97.35%
Total Closed Units		1,258	100%	186	648	355	69
Total Closed Volume		231,647,744		17.40M	100.28M	91.46M	22.51M

May 2019

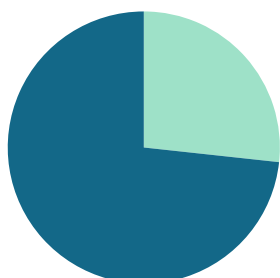
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

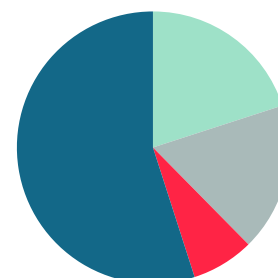


Inventory
 New Listings
1,610 = 26.72%
 Start Inventory
4,416
 Total Inventory Units
6,026
 Volume
\$1,843,725,129

Market Activity

Closed Sales
1,258 = 20.01%
 Pending Sales
1,107 = 17.61%
 Other Off Market
467 = 7.43%
 Active Inventory
3,455 = 54.95%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,176	1,258	6.97%	4,798	4,884	1.79%
Pending Sales	1,008	1,107	9.82%	4,910	5,203	5.97%
New Listings	1,823	1,610	-11.68%	8,179	7,855	-3.96%
Average List Price	192,686	188,085	-2.39%	185,799	183,223	-1.39%
Average Sale Price	187,945	184,140	-2.02%	180,919	178,358	-1.42%
Average Percent of Selling Price to List Price	97.91%	98.04%	0.13%	97.58%	97.72%	0.14%
Average Days on Market to Sale	41.56	36.70	-11.71%	48.37	42.94	-11.21%
Monthly Inventory	5,229	3,455	-33.93%	5,229	3,455	-33.93%
Months Supply of Inventory	5.45	3.53	-35.20%	5.45	3.53	-35.20%

Absorption: Last 12 months, an Average of **978** Sales/Month

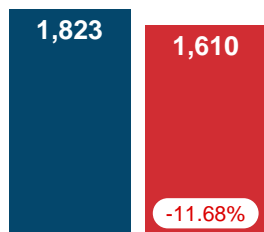
Inventory on May 31, 2019 = **3,455**

2018 **2019**

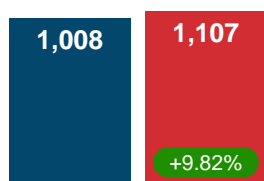
MAY MARKET

AVERAGE PRICES

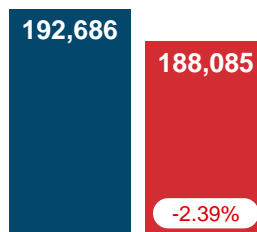
New Listings



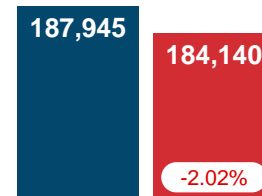
Pending Listings



List Price



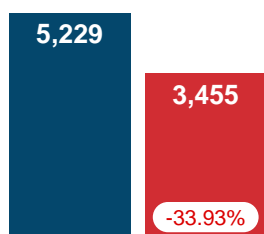
Sale Price



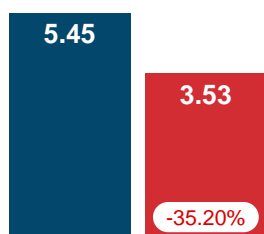
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

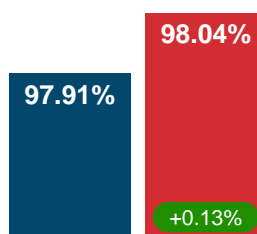
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

