

# May 2019

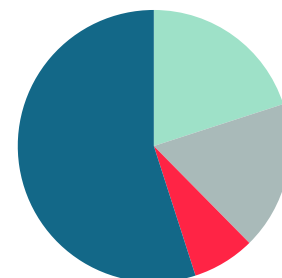
Area Delimited by County Of Tulsa



## 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%
Median List Price	164,950	168,050	1.88%
Median Sale Price	163,000	164,000	0.61%
Median Percent of Selling Price to List Price	99.61%	100.00%	0.39%
Median Days on Market to Sale	25.50	18.00	-29.41%
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.

#### 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 **0.61%** in May 2019 to \$164,000 versus the previous year at \$163,000.

#### Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 7.50 days or **29.41%** in May 2019 compared to last year's same month at **25.50** 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 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

<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 County Of Tulsa

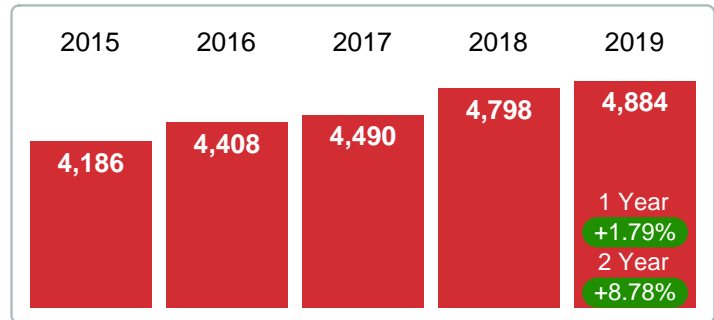
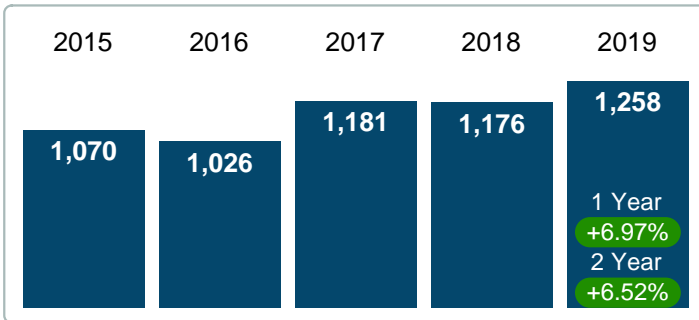


## CLOSED LISTINGS

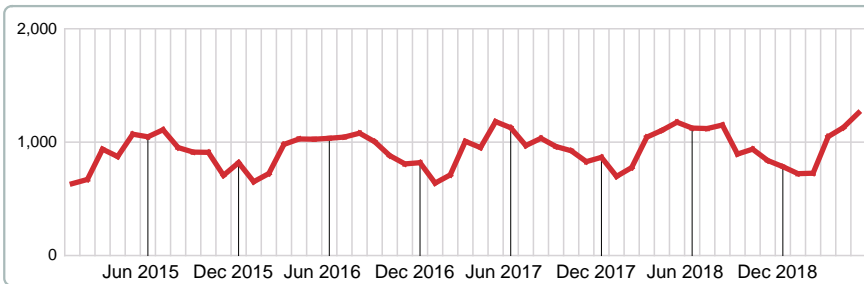
Report produced on Jun 11, 2019 for MLS Technology Inc.

### MAY

### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,142

High May 2019 1,258 Low Jan 2015 634

Closed Listings this month at 1,258 above the 5 yr MAY average of 1,142



### 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	258	20.51%	26.0	96	123	35	4
\$75,001-\$125,000	156	12.40%	10.5	40	105	9	2
\$125,001-\$175,000	263	20.91%	13.0	24	202	34	3
\$175,001-\$250,000	296	23.53%	16.0	18	140	123	15
\$250,001-\$325,000	134	10.65%	25.5	3	41	69	21
\$325,001 and up	151	12.00%	26.0	5	37	85	24
<b>Total Closed Units</b>	<b>1,258</b>			<b>186</b>	<b>648</b>	<b>355</b>	<b>69</b>
<b>Total Closed Volume</b>	<b>231,647,744</b>	<b>100%</b>	<b>18.0</b>	<b>17.40M</b>	<b>100.28M</b>	<b>91.46M</b>	<b>22.51M</b>
<b>Median Closed Price</b>	<b>\$164,000</b>			<b>\$67,500</b>	<b>\$150,000</b>	<b>\$233,500</b>	<b>\$290,000</b>

# May 2019



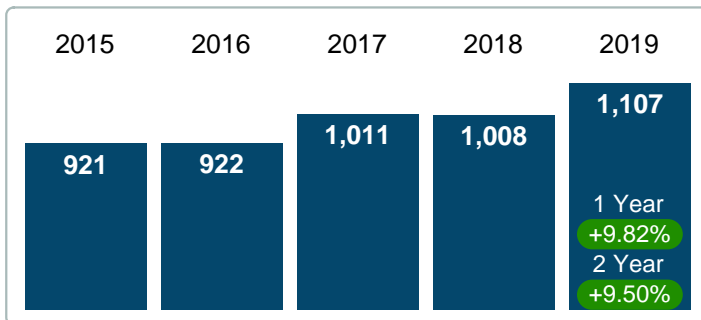
Area Delimited by County Of Tulsa



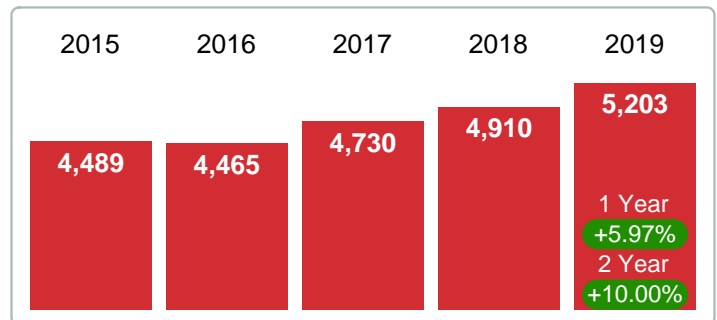
## PENDING LISTINGS

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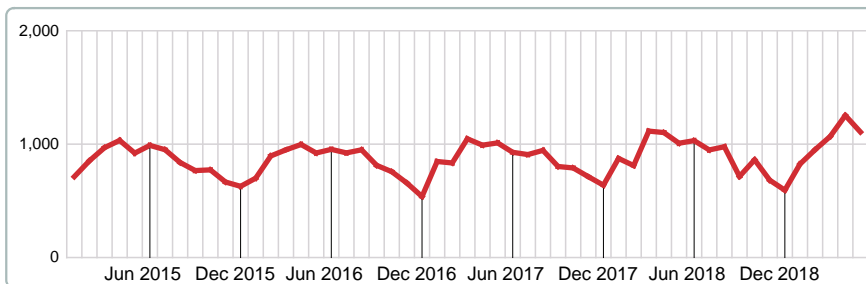
### MAY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	93	8.40%	23.0	42	38	12	1
\$50,001 - \$100,000	108	9.76%	22.0	42	61	5	0
\$100,001 - \$150,000	205	18.52%	12.0	30	154	21	0
\$150,001 - \$200,000	254	22.94%	12.0	19	176	59	0
\$200,001 - \$250,000	164	14.81%	17.0	14	66	79	5
\$250,001 - \$350,000	152	13.73%	27.0	4	50	83	15
\$350,001 and up	131	11.83%	39.0	5	26	79	21
<b>Total Pending Units</b>	<b>1,107</b>			<b>156</b>	<b>571</b>	<b>338</b>	<b>42</b>
<b>Total Pending Volume</b>	<b>235,631,740</b>	<b>100%</b>	<b>17.0</b>	<b>22.63M</b>	<b>97.76M</b>	<b>95.64M</b>	<b>19.61M</b>
<b>Median Listing Price</b>	<b>\$179,900</b>			<b>\$91,750</b>	<b>\$159,900</b>	<b>\$244,900</b>	<b>\$362,450</b>

# May 2019



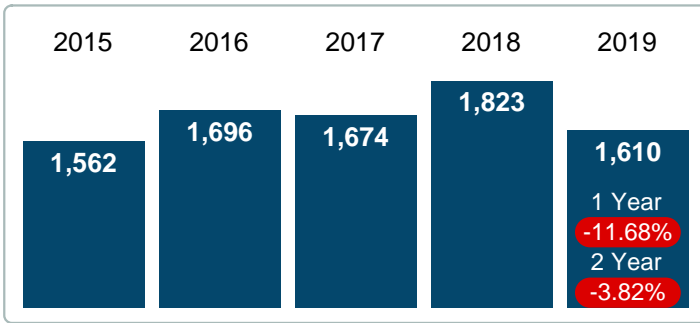
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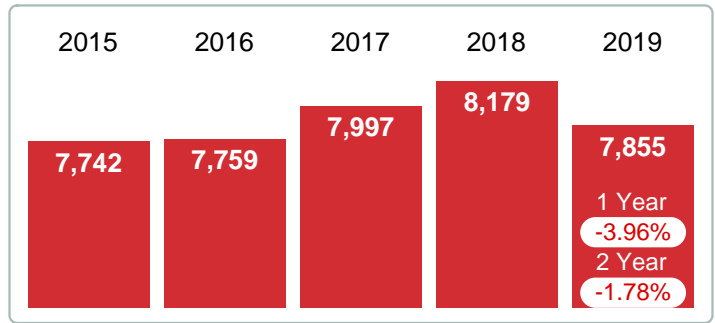
## NEW LISTINGS

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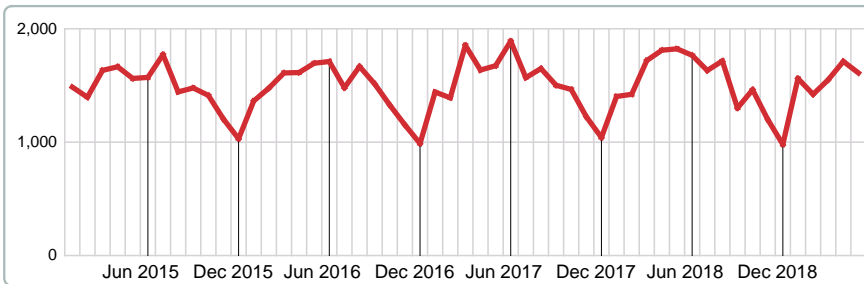
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

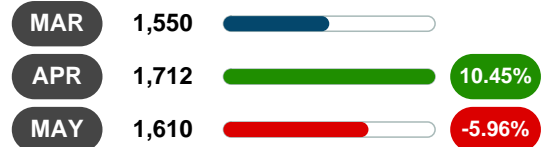


### 3 MONTHS

5 year MAY AVG = 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-\$75,000	306	19.01%	123	142	35	6
\$75,001-\$150,000	271	16.83%	51	197	22	1
\$150,001-\$225,000	393	24.41%	34	235	116	8
\$225,001-\$300,000	238	14.78%	25	85	108	20
\$300,001-\$525,000	245	15.22%	16	45	143	41
\$525,001 and up	157	9.75%	22	11	70	54
<b>Total New Listed Units</b>	<b>1,610</b>		<b>271</b>	<b>715</b>	<b>494</b>	<b>130</b>
<b>Total New Listed Volume</b>	<b>436,285,430</b>	<b>100%</b>	<b>61.78M</b>	<b>117.10M</b>	<b>165.50M</b>	<b>91.91M</b>
<b>Median New Listed Listing Price</b>	<b>\$189,000</b>		<b>\$89,900</b>	<b>\$155,000</b>	<b>\$276,500</b>	<b>\$452,400</b>

# May 2019



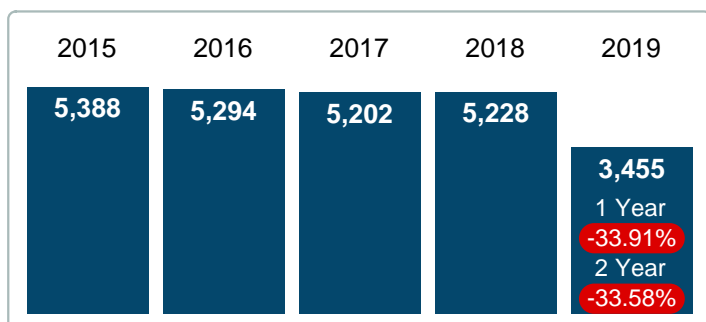
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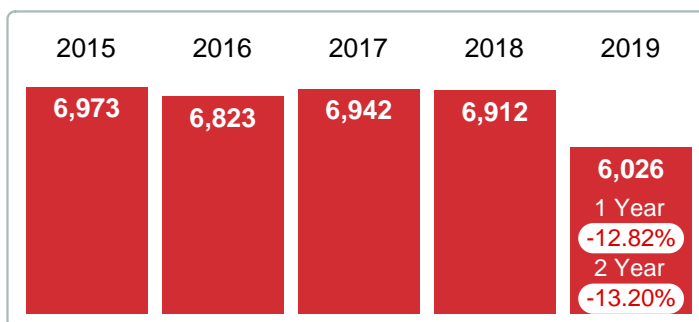
## ACTIVE INVENTORY

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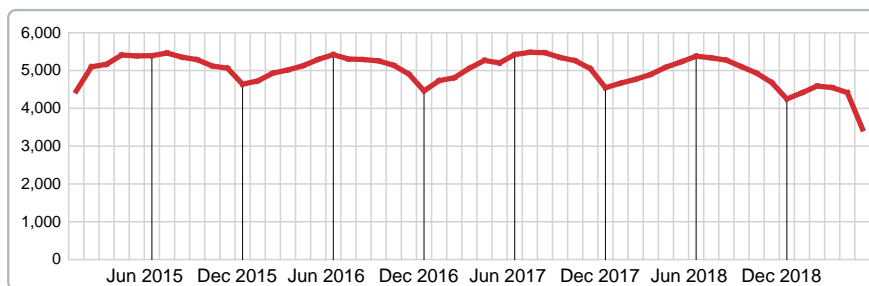
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS

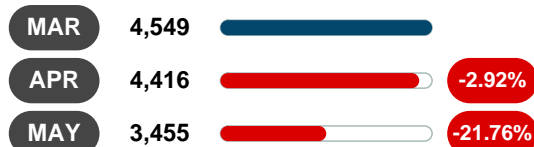


### 3 MONTHS

5 year MAY AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	279	8.08%	29.0	100	123	46	10
\$25,001 - \$100,000	436	12.62%	63.0	301	115	20	0
\$100,001 - \$175,000	535	15.48%	49.0	175	291	62	7
\$175,001 - \$300,000	889	25.73%	46.0	139	358	335	57
\$300,001 - \$425,000	522	15.11%	64.5	65	108	281	68
\$425,001 - \$725,000	438	12.68%	60.0	53	54	216	115
\$725,001 and up	356	10.30%	77.0	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
Median Active Inventory Listing Price			\$239,998	\$135,000	\$178,951	\$327,080	\$516,500

# May 2019



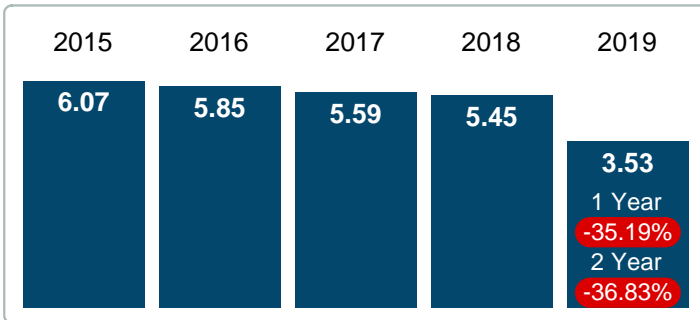
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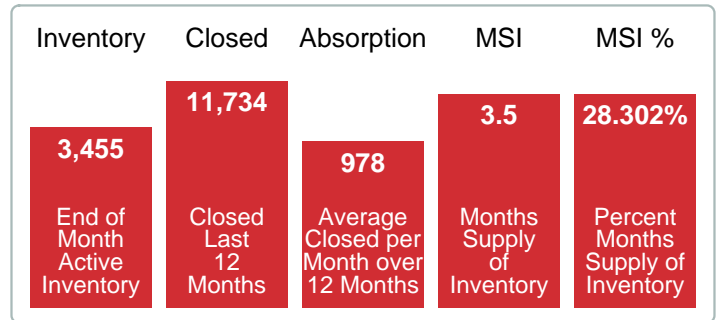
## MONTHS SUPPLY of INVENTORY (MSI)

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

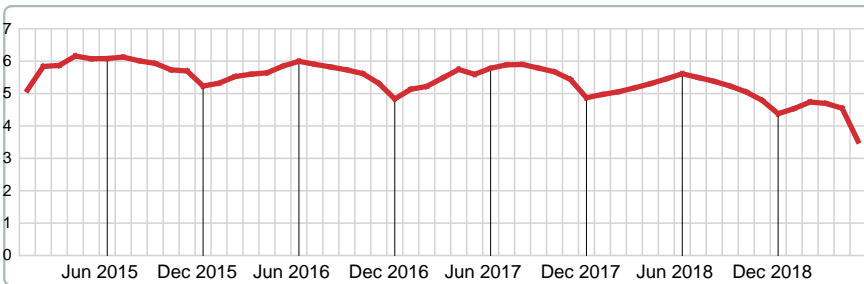
### MSI FOR MAY



### INDICATORS FOR MAY 2019

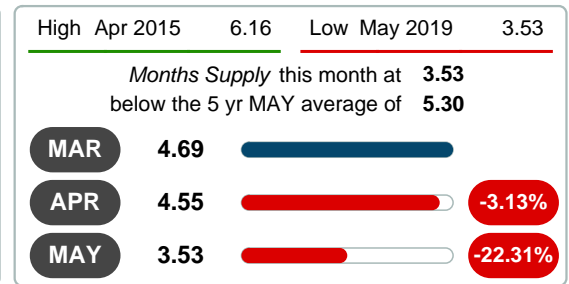


### 5 YEAR MARKET ACTIVITY TRENDS



### 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%	3,455	957	1,072	1,058	368

# May 2019

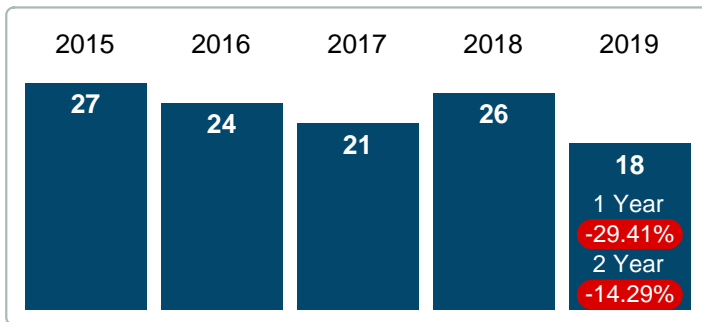
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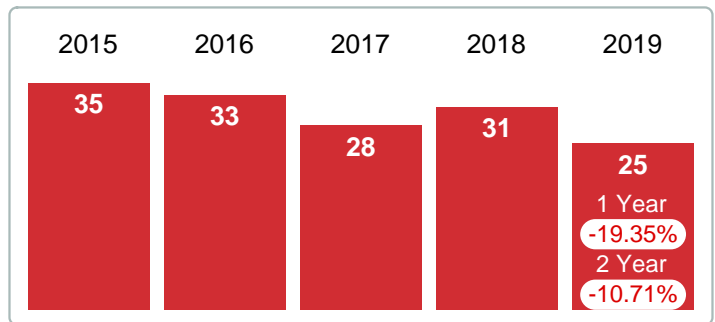
## MEDIAN DAYS ON MARKET TO SALE

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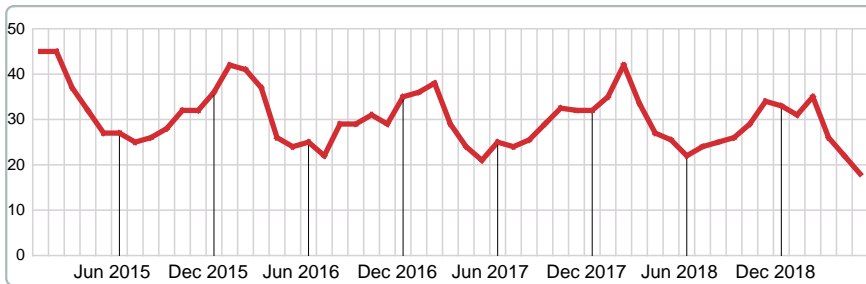
### MAY



### YEAR TO DATE (YTD)

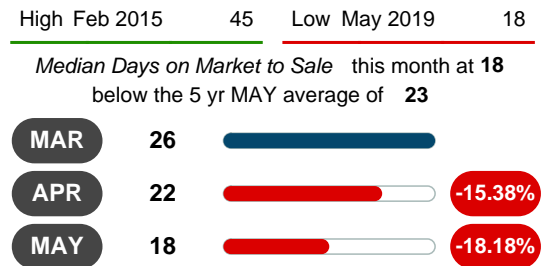


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 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%	77	0	0	0	0
\$1-\$75,000	258	20.51%	26	28	25	26	17
\$75,001-\$125,000	156	12.40%	11	24	8	11	25
\$125,001-\$175,000	263	20.91%	13	19	13	13	7
\$175,001-\$250,000	296	23.53%	16	14	12	20	38
\$250,001-\$325,000	134	10.65%	26	4	38	19	49
\$325,001 and up	151	12.00%	26	13	14	26	49
Median Closed DOM			18	26	14	21	38
Total Closed Units		100%	1,258	186	648	355	69
Total Closed Volume			231,647,744	17.40M	100.28M	91.46M	22.51M

# May 2019



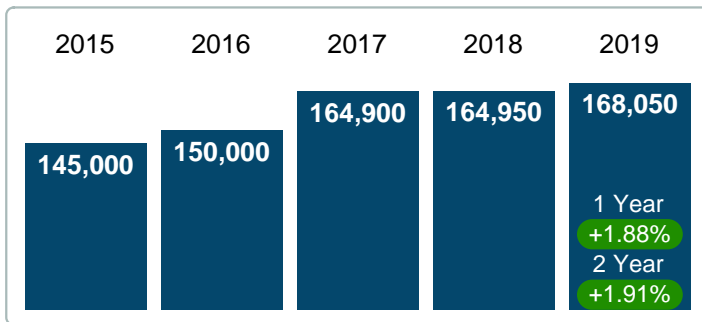
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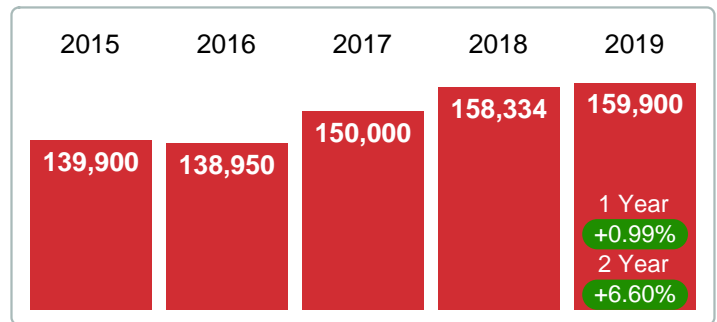
## MEDIAN LIST PRICE AT CLOSING

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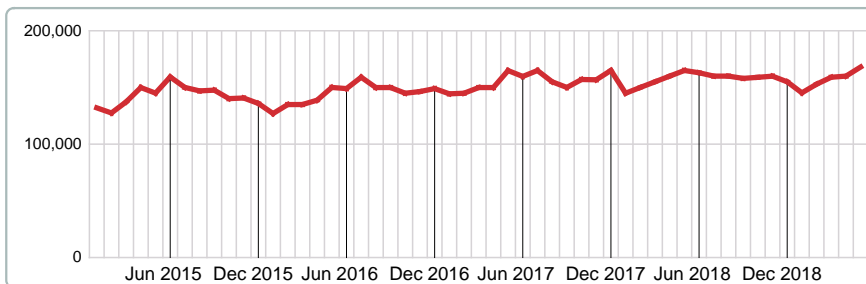
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

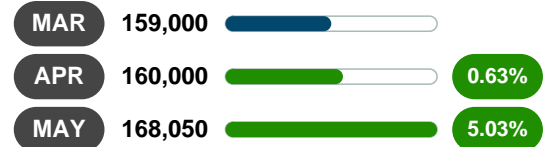


### 3 MONTHS

5 year MAY AVG = 158,580

High May 2019 168,050 Low Jan 2016 127,000

Median List Price at Closing this month at **168,050**  
above the 5 yr MAY average of **158,580**



### 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%	26	0	0	0	0
\$1-\$75,000	259	20.59%	1,750	33,700	1,350	1,645	2,550
\$75,001-\$125,000	141	11.21%	107,500	104,500	109,200	99,900	123,900
\$125,001-\$175,000	272	21.62%	152,250	148,000	150,000	157,900	150,000
\$175,001-\$250,000	297	23.61%	209,900	193,500	200,000	219,900	239,900
\$250,001-\$325,000	129	10.25%	285,000	300,000	277,200	285,000	292,450
\$325,001 and up	160	12.72%	409,450	595,000	405,000	409,900	435,000
Median List Price			168,050	74,700	150,000	238,400	299,000
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



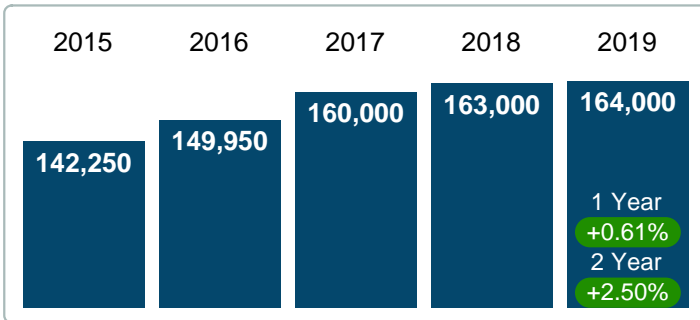
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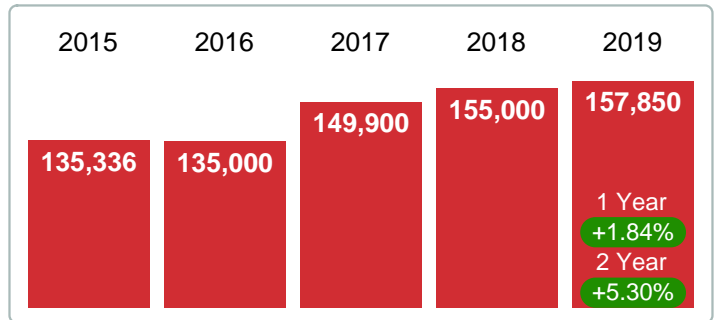
## MEDIAN SOLD PRICE AT CLOSING

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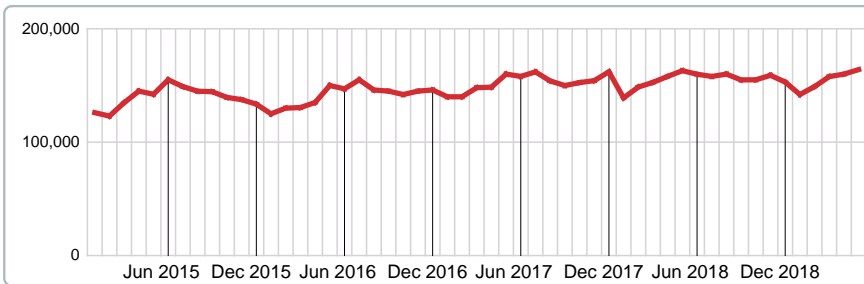
### MAY



### YEAR TO DATE (YTD)

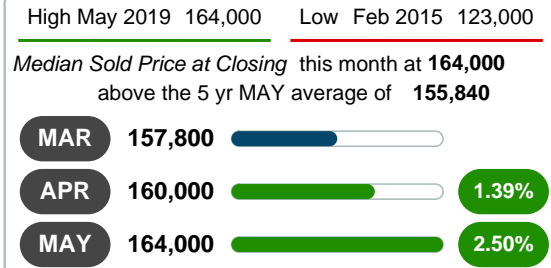


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 155,840



### 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%	409,450	0	0	0	0
\$1-\$75,000	258	20.51%	1,673	30,000	1,350	1,600	2,550
\$75,001-\$125,000	156	12.40%	106,250	101,000	108,500	110,000	114,950
\$125,001-\$175,000	263	20.91%	151,020	146,750	151,000	158,750	143,000
\$175,001-\$250,000	296	23.53%	205,500	190,000	198,000	213,000	235,000
\$250,001-\$325,000	134	10.65%	285,000	285,000	285,000	285,000	290,000
\$325,001 and up	151	12.00%	409,900	500,000	400,000	409,900	442,250
Median Sold Price			164,000	67,500	150,000	233,500	290,000
Total Closed Units		100%	1,258	186	648	355	69
Total Closed Volume			231,647,744	17.40M	100.28M	91.46M	22.51M

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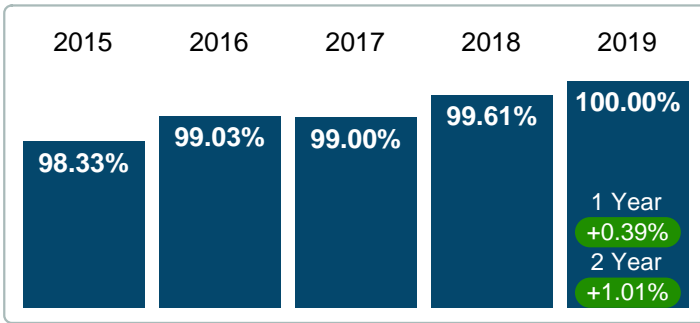
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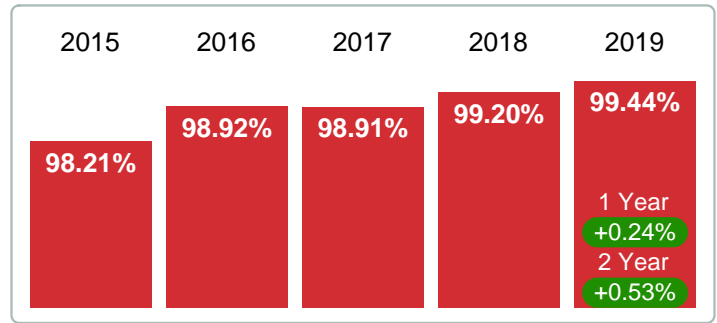
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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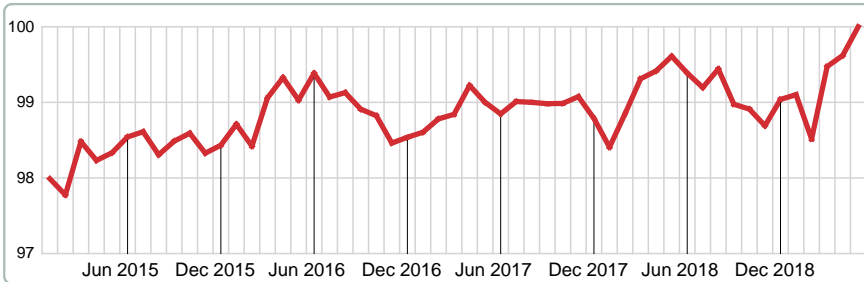
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

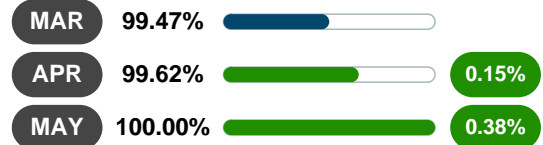


### 3 MONTHS

5 year MAY AVG = 99.19%

High May 2019 100.00% Low Feb 2015 97.78%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr MAY average of **99.19%**



## 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%	99.90%	0.00%	0.00%	0.00%	0.00%	
\$1-\$75,000	258	20.51%	100.00%	100.00%	100.00%	100.00%	100.00%	
\$75,001-\$125,000	156	12.40%	99.18%	96.05%	100.00%	97.28%	92.73%	
\$125,001-\$175,000	263	20.91%	100.00%	99.33%	100.00%	99.59%	100.00%	
\$175,001-\$250,000	296	23.53%	99.41%	97.74%	99.65%	99.21%	98.79%	
\$250,001-\$325,000	134	10.65%	99.26%	95.61%	99.67%	99.82%	98.60%	
\$325,001 and up	151	12.00%	98.31%	96.22%	98.27%	98.48%	98.25%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.25%	98.60%	
Total Closed Units		1,258	100%	100.00%	186	648	355	69
Total Closed Volume		231,647,744			17.40M	100.28M	91.46M	22.51M

# May 2019

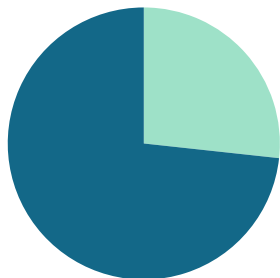
Area Delimited by County Of Tulsa



## MARKET SUMMARY

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

### INVENTORY

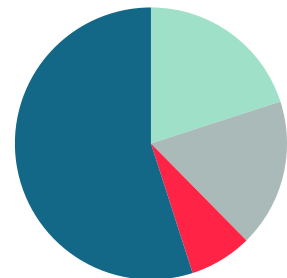


**Inventory**  
 New Listings  
**1,610 = 26.72%**  
 Start Inventory  
**4,416**  
 Total Inventory Units  
**6,026**  
 Volume  
**\$1,843,725,129**

### 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%
Median List Price	164,950	168,050	1.88%	158,334	159,900	0.99%
Median Sale Price	163,000	164,000	0.61%	155,000	157,850	1.84%
Median Percent of Selling Price to List Price	99.61%	100.00%	0.39%	99.20%	99.44%	0.24%
Median Days on Market to Sale	25.50	18.00	-29.41%	31.00	25.00	-19.35%
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

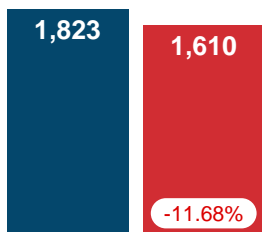
**Inventory** on May 31, 2019 = **3,455**

**2018** **2019**

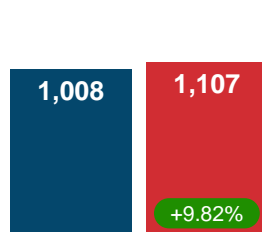
### MAY MARKET

### MEDIAN PRICES

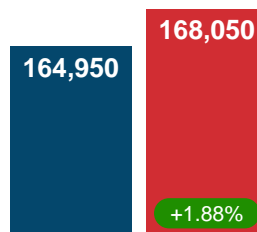
#### New Listings



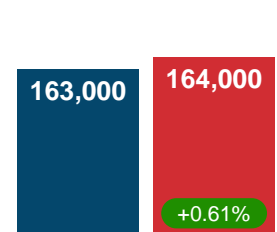
#### Pending Listings



#### List Price



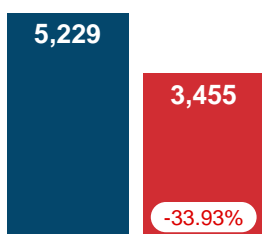
#### Sale Price



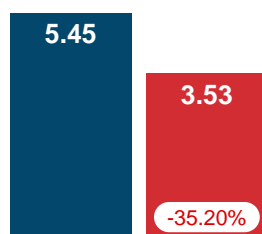
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

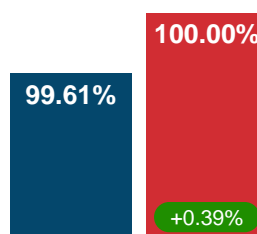
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

