

May 2020

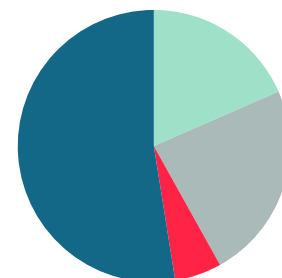
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on Jun 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	May 2020	+/-%
Closed Listings	1,294	996	-23.03%
Pending Listings	1,035	1,267	22.42%
New Listings	1,619	1,454	-10.19%
Median List Price	169,450	179,000	5.64%
Median Sale Price	165,000	178,000	7.88%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	18.00	13.00	-27.78%
End of Month Inventory	4,684	2,836	-39.45%
Months Supply of Inventory	4.76	2.98	-37.47%



■ Closed (18.44%)
■ Pending (23.46%)
■ Other OffMarket (5.57%)
■ Active (52.52%)

Absorption: Last 12 months, an Average of **953** Sales/Month
Active Inventory as of May 31, 2020 = **2,836**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **39.45%** to 2,836 existing homes available for sale. Over the last 12 months this area has had an average of 953 closed sales per month. This represents an unsold inventory index of **2.98** 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 **7.88%** in May 2020 to \$178,000 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 5.00 days or **27.78%** in May 2020 compared to last year's same month at **18.00** DOM.

Sales Success for May 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 1,454 New Listings in May 2020, down **10.19%** from last year at 1,619. Furthermore, there were 996 Closed Listings this month versus last year at 1,294, a **-23.03%** decrease.

Closed versus Listed trends yielded a **68.5%** ratio, down from previous year's, May 2019, at **79.9%**, a **14.29%** downswing. 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

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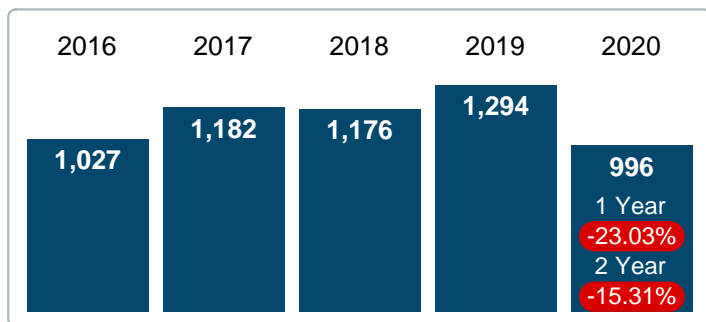
Area Delimited by County Of Tulsa



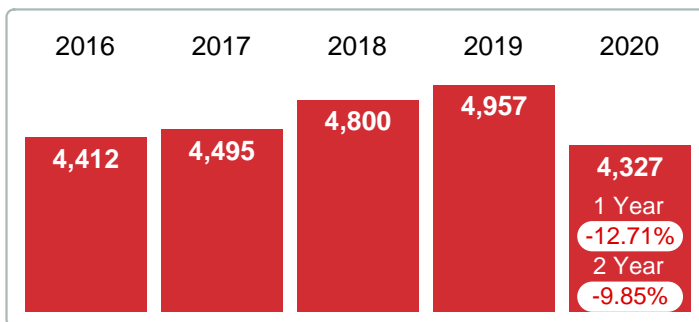
CLOSED LISTINGS

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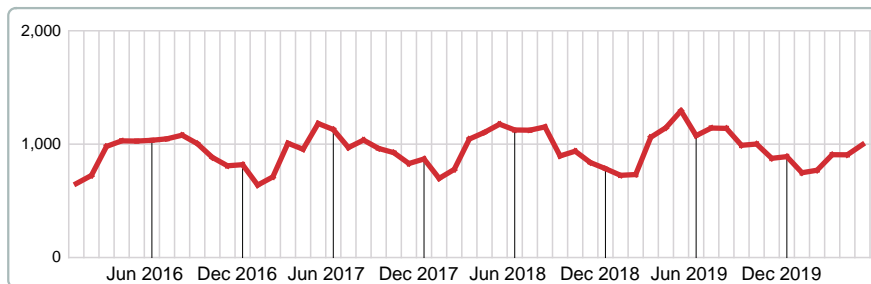
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

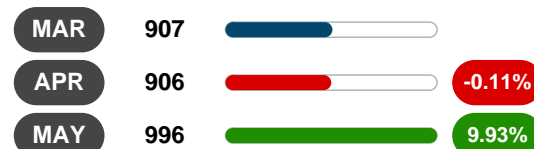


3 MONTHS

5 year MAY AVG = 1,135

High May 2019 1,294 Low Jan 2017 639

Closed Listings this month at 996
below the 5 yr MAY average of 1,135



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	197	19.78%	21.0	68	102	23	4
\$75,001-\$150,000	170	17.07%	7.0	38	117	15	0
\$150,001-\$200,000	218	21.89%	8.0	19	150	45	4
\$200,001-\$250,000	145	14.56%	13.0	4	75	63	3
\$250,001-\$375,000	165	16.57%	18.0	5	51	96	13
\$375,001 and up	101	10.14%	42.0	7	19	52	23
Total Closed Units	996			141	514	294	47
Total Closed Volume	197,539,306	100%	13.0	16.36M	83.48M	78.67M	19.03M
Median Closed Price	\$178,000			\$85,000	\$164,000	\$252,950	\$364,900

May 2020



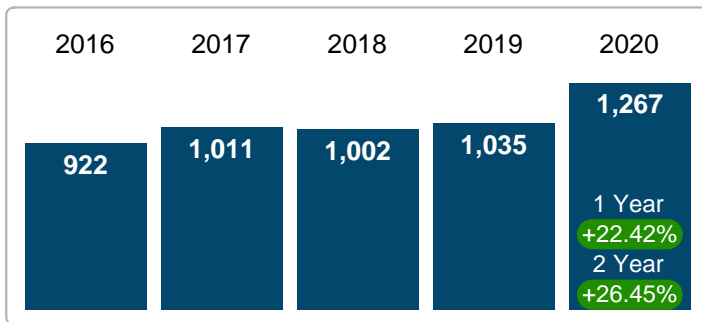
Area Delimited by County Of Tulsa



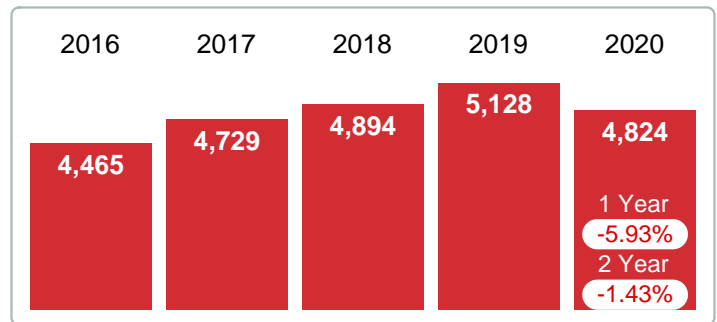
PENDING LISTINGS

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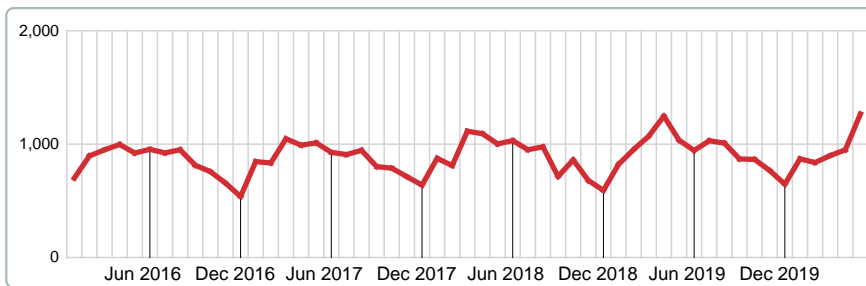
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

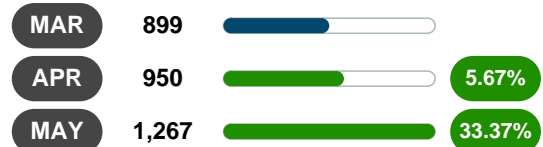


3 MONTHS

5 year MAY AVG = 1,047

High May 2020 1,267 Low Dec 2016 538

Pending Listings this month at 1,267 above the 5 yr MAY average of 1,047



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	7.34%	16.0	36	53	2	2
\$50,001 - \$125,000	187	14.76%	10.0	63	113	10	1
\$125,001 - \$150,000	116	9.16%	7.0	25	84	7	0
\$150,001 - \$225,000	364	28.73%	6.0	29	229	103	3
\$225,001 - \$300,000	212	16.73%	18.0	14	71	115	12
\$300,001 - \$400,000	161	12.71%	27.0	4	42	96	19
\$400,001 and up	134	10.58%	48.0	6	20	73	35
Total Pending Units	1,267			177	612	406	72
Total Pending Volume	302,758,044	100%	13.0	31.32M	109.43M	129.80M	32.21M
Median Listing Price	\$199,000			\$115,000	\$168,250	\$279,000	\$399,350

May 2020



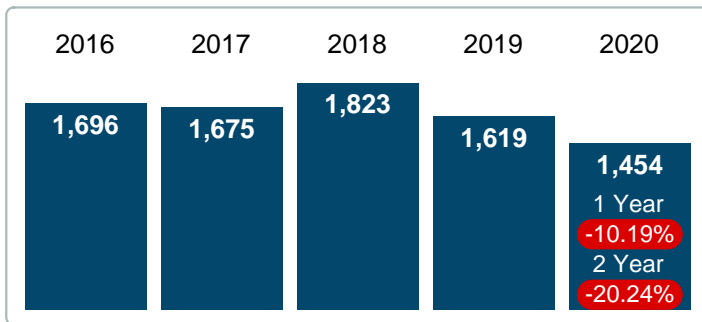
Area Delimited by County Of Tulsa



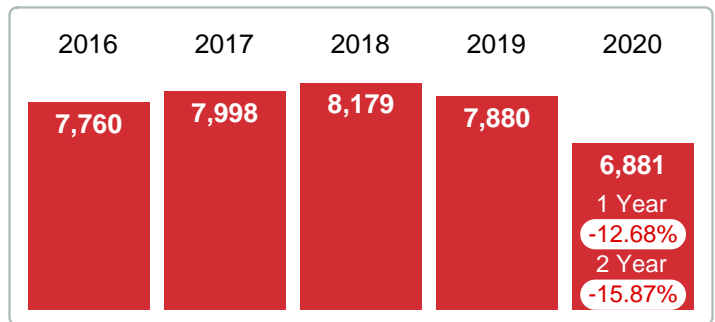
NEW LISTINGS

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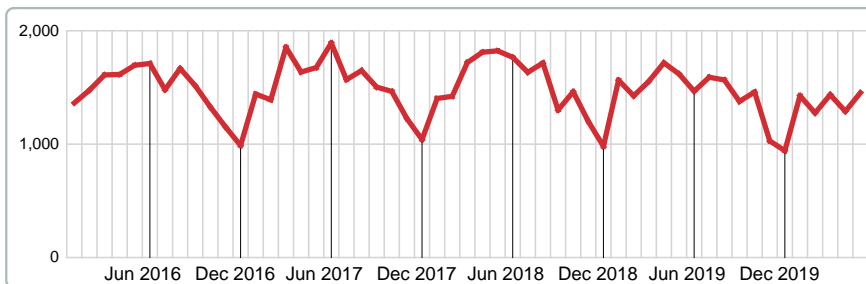
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,653

High Jun 2017 1,892 Low Dec 2019 942

New Listings this month at 1,454 below the 5 yr MAY average of 1,653



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	112	7.70%	26	61	23	2
\$25,001 - \$100,000	140	9.63%	93	42	5	0
\$100,001 - \$150,000	191	13.14%	39	133	19	0
\$150,001 - \$250,000	465	31.98%	48	267	142	8
\$250,001 - \$325,000	185	12.72%	9	65	99	12
\$325,001 - \$550,000	208	14.31%	10	41	118	39
\$550,001 and up	153	10.52%	24	31	57	41
Total New Listed Units	1,454		249	640	463	102
Total New Listed Volume	427,014,195	100%	72.38M	137.15M	156.57M	60.92M
Median New Listed Listing Price	\$209,450		\$109,900	\$175,000	\$288,700	\$499,500

May 2020



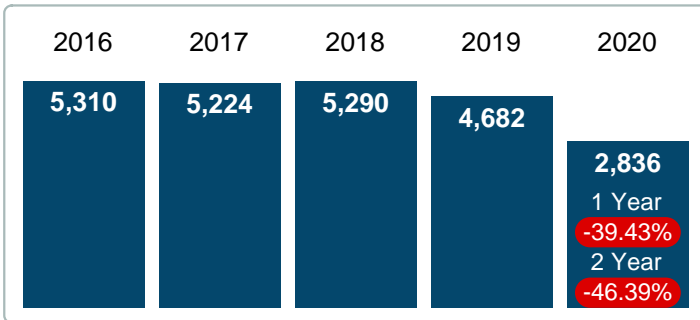
Area Delimited by County Of Tulsa



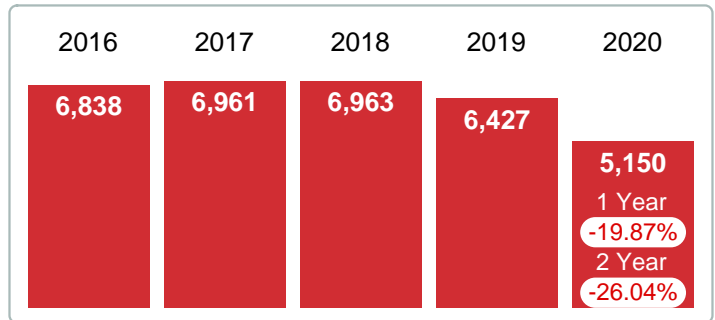
ACTIVE INVENTORY

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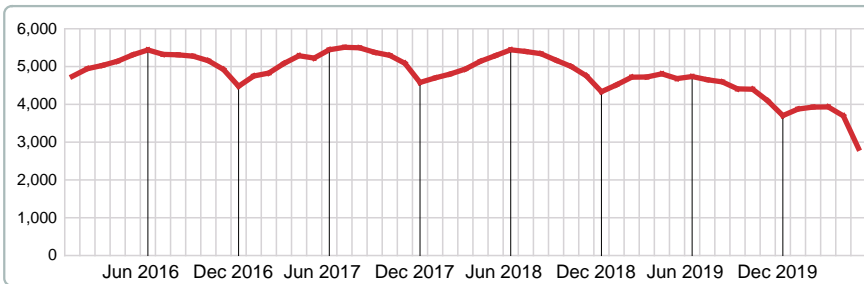
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

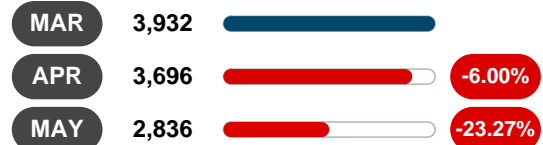


3 MONTHS

5 year MAY AVG = 4,668

High Jul 2017 5,509 Low May 2020 2,836

Inventory this month at **2,836**
below the 5 yr MAY average of **4,668**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	228	8.04%	51.5	134	75	15	4
\$50,001 - \$125,000	384	13.54%	81.0	254	102	27	1
\$125,001 - \$175,000	304	10.72%	53.0	154	122	26	2
\$175,001 - \$325,000	784	27.64%	46.0	139	309	300	36
\$325,001 - \$475,000	497	17.52%	65.0	67	133	228	69
\$475,001 - \$825,000	354	12.48%	68.0	68	45	147	94
\$825,001 and up	285	10.05%	90.0	129	25	63	68
Total Active Inventory by Units			2,836	945	811	806	274
Total Active Inventory by Volume			1,144,669,365	393.16M	216.63M	337.63M	197.25M
Median Active Inventory Listing Price			\$262,500	\$150,000	\$209,900	\$350,000	\$542,500

May 2020



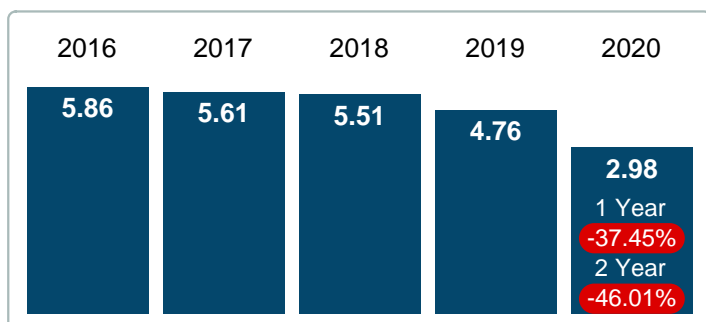
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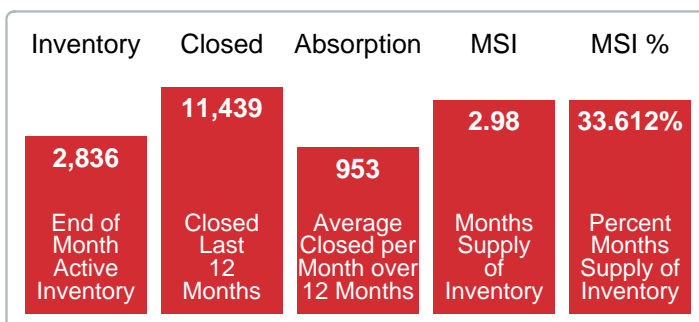
MONTHS SUPPLY of INVENTORY (MSI)

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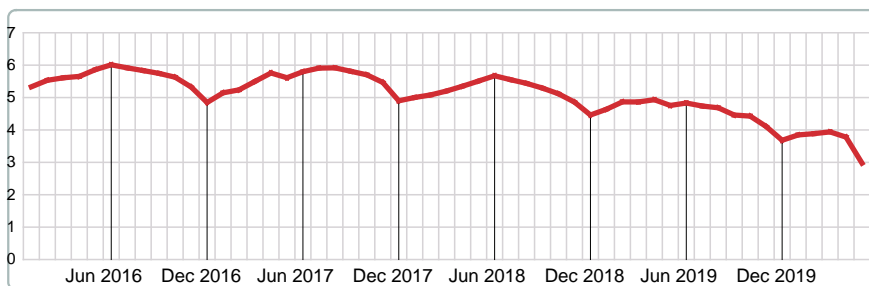
MSI FOR MAY



INDICATORS FOR MAY 2020

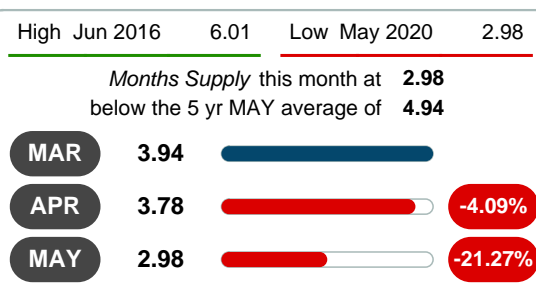


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 4.94



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
\$50,000 and less	228	8.04%	1.41	2.42	0.90	0.73	1.66
\$50,001 - \$125,000	384	13.54%	2.45	5.63	1.01	2.75	1.33
\$125,001 - \$175,000	304	10.72%	1.55	8.03	0.82	1.00	0.96
\$175,001 - \$325,000	784	27.64%	2.48	7.65	2.08	2.23	2.43
\$325,001 - \$475,000	497	17.52%	6.07	20.10	6.54	4.80	6.47
\$475,001 - \$825,000	354	12.48%	10.70	37.09	7.40	8.60	11.63
\$825,001 and up	285	10.05%	34.20	119.08	33.33	19.89	20.40
Market Supply of Inventory (MSI)			2.98	6.56	1.59	3.12	6.50
Total Active Inventory by Units		100%	2,836	945	811	806	274

May 2020

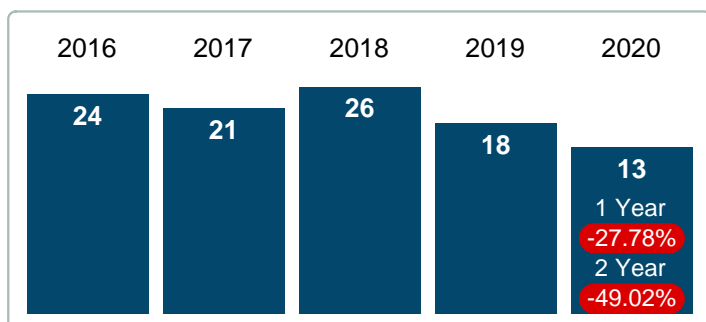
Area Delimited by County Of Tulsa



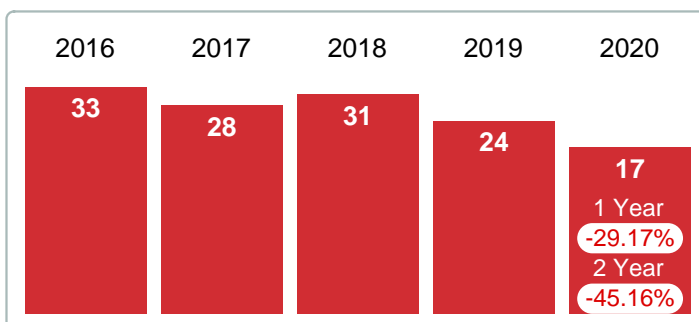
MEDIAN DAYS ON MARKET TO SALE

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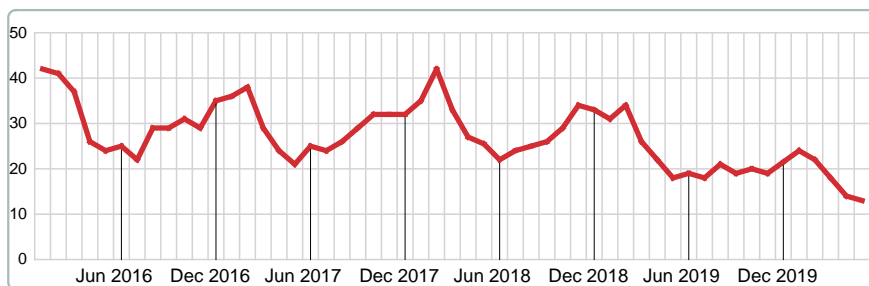
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

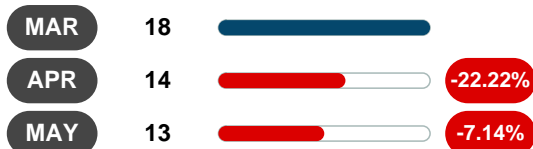


3 MONTHS

5 year MAY AVG = 20

High Feb 2018 42 Low May 2020 13

Median Days on Market to Sale this month at 13 below the 5 yr MAY average of 20



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%	90	0	0	0	0	
\$1-\$75,000	197	19.78%	21	31	16	27	51	
\$75,001-\$150,000	170	17.07%	7	9	6	7	0	
\$150,001-\$200,000	218	21.89%	8	12	6	11	12	
\$200,001-\$250,000	145	14.56%	13	49	8	16	8	
\$250,001-\$375,000	165	16.57%	18	4	18	19	11	
\$375,001 and up	101	10.14%	42	3	31	64	50	
Median Closed DOM			13	19	9	18	24	
Total Closed Units		100%	996	13.0	141	514	294	47
Total Closed Volume			197,539,306		16.36M	83.48M	78.67M	19.03M

May 2020



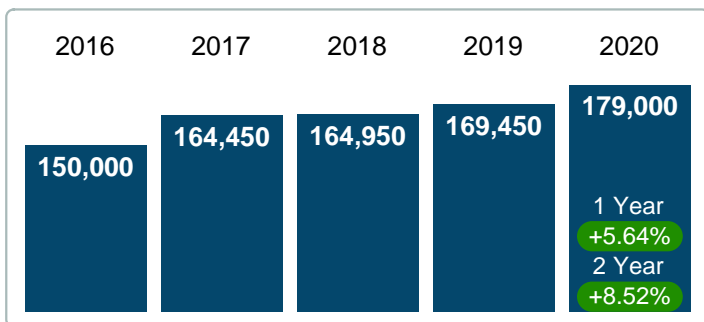
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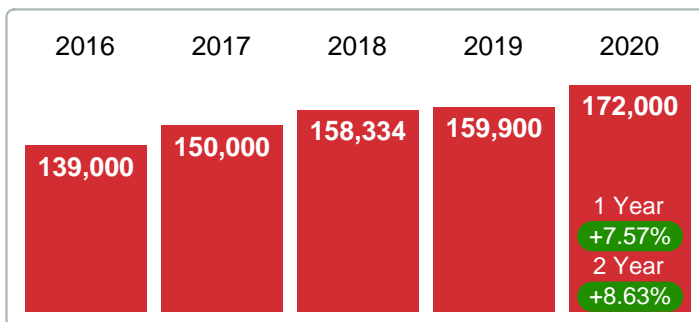
MEDIAN LIST PRICE AT CLOSING

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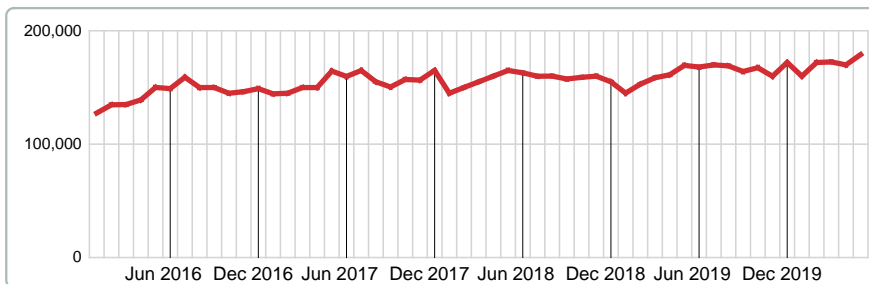
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

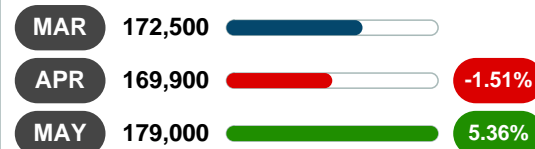


3 MONTHS

5 year MAY AVG = 165,570

High May 2020 179,000 Low Jan 2016 127,450

Median List Price at Closing this month at **179,000**
above the 5 yr MAY average of **165,570**



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%	42	0	0	0	0
\$1-\$75,000	194	19.48%	1,463	6,500	1,395	1,650	3,398
\$75,001-\$150,000	170	17.07%	125,000	117,250	127,900	120,000	0
\$150,001-\$200,000	219	21.99%	174,900	169,950	173,000	179,900	179,000
\$200,001-\$250,000	142	14.26%	224,950	225,000	223,601	224,950	244,950
\$250,001-\$375,000	165	16.57%	295,000	272,450	287,000	299,900	329,000
\$375,001 and up	106	10.64%	467,000	695,000	476,750	450,000	489,900
Median List Price			179,000	84,900	164,950	254,825	359,900
Total Closed Units		100%	179,000	141	514	294	47
Total Closed Volume			200,515,299	16.76M	84.44M	79.69M	19.62M

May 2020

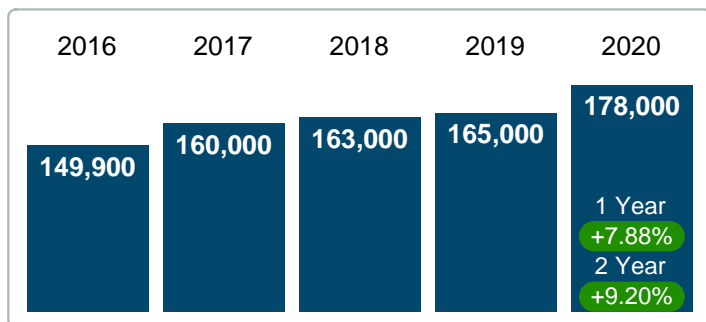
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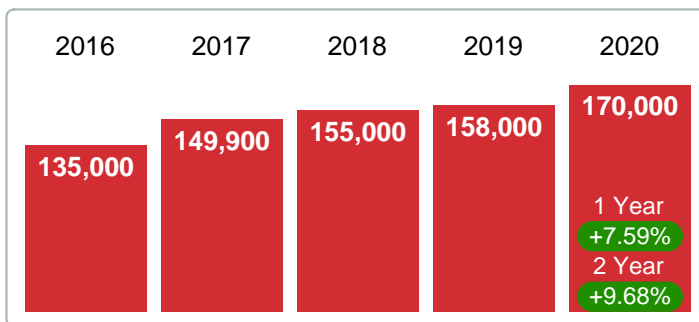
MEDIAN SOLD PRICE AT CLOSING

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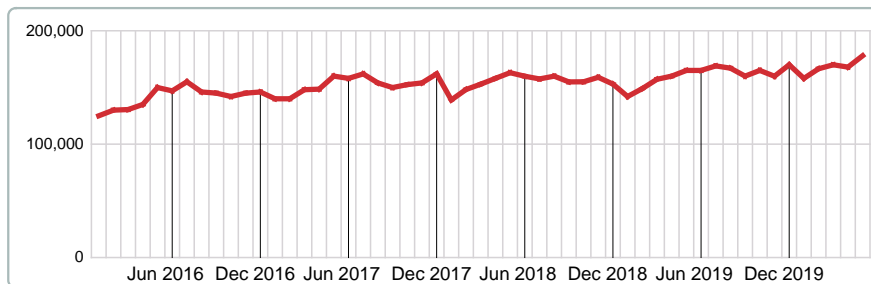
MAY



YEAR TO DATE (YTD)

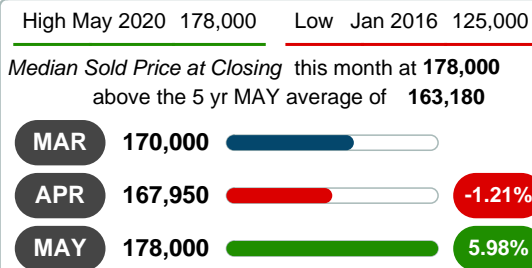


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 163,180



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%	467,000	0	0	0	0
\$1-\$75,000	197	19.78%	1,475	9,500	1,395	1,645	3,898
\$75,001-\$150,000	170	17.07%	124,750	120,500	127,900	123,000	0
\$150,001-\$200,000	218	21.89%	174,761	171,000	171,340	180,000	177,000
\$200,001-\$250,000	145	14.56%	222,222	227,500	220,000	222,400	245,000
\$250,001-\$375,000	165	16.57%	296,500	270,000	289,900	299,950	329,000
\$375,001 and up	101	10.14%	465,000	715,000	470,000	450,000	500,000
Median Sold Price			178,000	85,000	164,000	252,950	364,900
Total Closed Units		100%	996	141	514	294	47
Total Closed Volume			197,539,306	16.36M	83.48M	78.67M	19.03M

May 2020

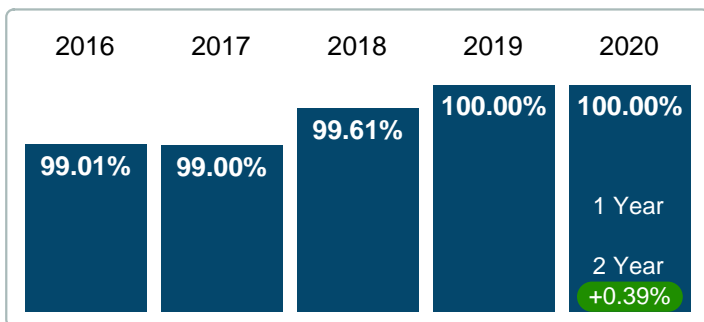
Area Delimited by County Of Tulsa



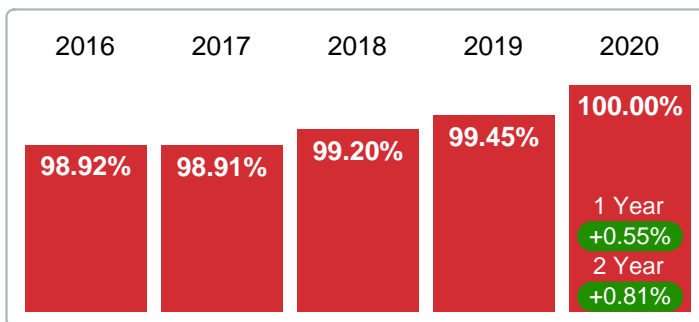
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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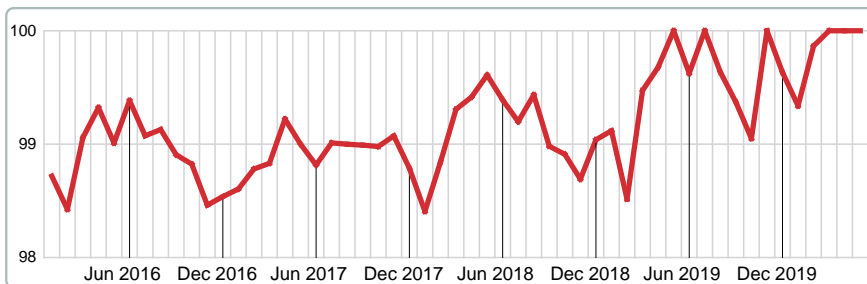
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

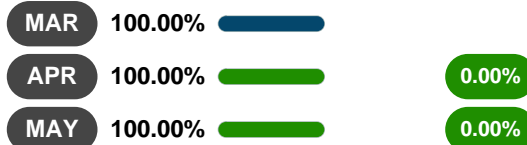


3 MONTHS

5 year MAY AVG = 99.52%

High May 2020 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr MAY average of 99.52%



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%	65.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	197	19.78%	100.00%	100.00%	100.00%	100.00%	100.00%
\$75,001-\$150,000	170	17.07%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001-\$200,000	218	21.89%	100.00%	99.23%	100.00%	100.00%	97.60%
\$200,001-\$250,000	145	14.56%	100.00%	96.22%	100.00%	100.00%	100.00%
\$250,001-\$375,000	165	16.57%	100.00%	98.11%	100.00%	99.92%	100.00%
\$375,001 and up	101	10.14%	98.44%	100.00%	97.96%	98.74%	97.45%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		996	100%	141	514	294	47
Total Closed Volume		197,539,306		16.36M	83.48M	78.67M	19.03M

May 2020

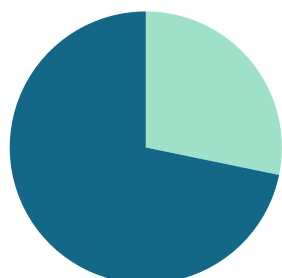
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on Jun 11, 2020 for MLS Technology Inc.

INVENTORY

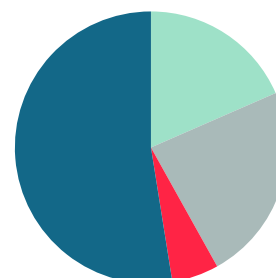


Inventory
 New Listings
1,454 = 28.23%
 Start Inventory
3,696
 Total Inventory Units
5,150
 Volume
\$1,734,211,805

Market Activity

Closed Sales
996 = 18.44%
 Pending Sales
1,267 = 23.46%
 Other Off Market
301 = 5.57%
 Active Inventory
2,836 = 52.52%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,294	996	-23.03%	4,957	4,327	-12.71%
Pending Sales	1,035	1,267	22.42%	5,128	4,824	-5.93%
New Listings	1,619	1,454	-10.19%	7,880	6,881	-12.68%
Median List Price	169,450	179,000	5.64%	159,900	172,000	7.57%
Median Sale Price	165,000	178,000	7.88%	158,000	170,000	7.59%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.45%	100.00%	0.55%
Median Days on Market to Sale	18.00	13.00	-27.78%	24.00	17.00	-29.17%
Monthly Inventory	4,684	2,836	-39.45%	4,684	2,836	-39.45%
Months Supply of Inventory	4.76	2.98	-37.47%	4.76	2.98	-37.47%

Absorption: Last 12 months, an Average of **953** Sales/Month

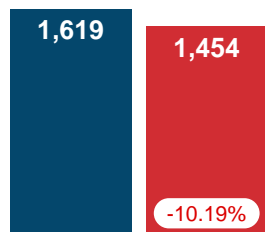
Inventory on May 31, 2020 = **2,836**

2019 **2020**

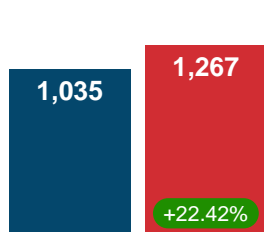
MAY MARKET

MEDIAN PRICES

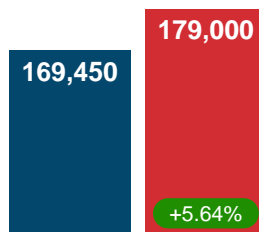
New Listings



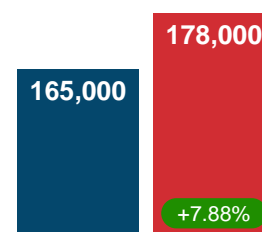
Pending Listings



List Price



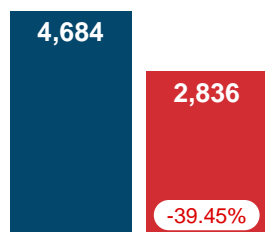
Sale Price



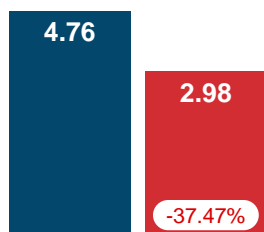
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

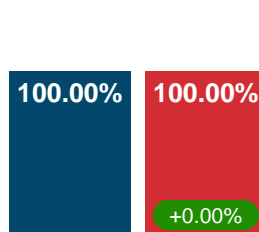
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

