

# April 2019



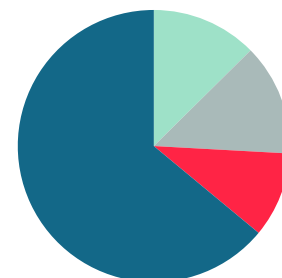
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	April 2019	+/-%
Closed Listings	25	36	44.00%
Pending Listings	34	38	11.76%
New Listings	68	68	0.00%
Average List Price	114,464	159,544	39.38%
Average Sale Price	107,823	150,057	39.17%
Average Percent of Selling Price to List Price	94.25%	92.58%	-1.78%
Average Days on Market to Sale	50.24	56.47	12.40%
End of Month Inventory	219	183	-16.44%
Months Supply of Inventory	8.14	5.95	-26.86%



■ Closed (12.59%)  
■ Pending (13.29%)  
■ Other OffMarket (10.14%)  
■ Active (63.99%)

**Absorption:** Last 12 months, an Average of **31** Sales/Month  
**Active Inventory** as of April 30, 2019 = **183**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2019 decreased **16.44%** to 183 existing homes available for sale. Over the last 12 months this area has had an average of 31 closed sales per month. This represents an unsold inventory index of **5.95** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **39.17%** in April 2019 to \$150,057 versus the previous year at \$107,823.

#### Average Days on Market Lengthens

The average number of **56.47** days that homes spent on the market before selling increased by 6.23 days or **12.40%** in April 2019 compared to last year's same month at **50.24** DOM.

#### Sales Success for April 2019 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 68 New Listings in April 2019, down **0.00%** from last year at 68. Furthermore, there were 36 Closed Listings this month versus last year at 25, a **44.00%** increase.

Closed versus Listed trends yielded a **52.9%** ratio, up from previous year's, April 2018, at **36.8%**, a **44.00%** 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>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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®

Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

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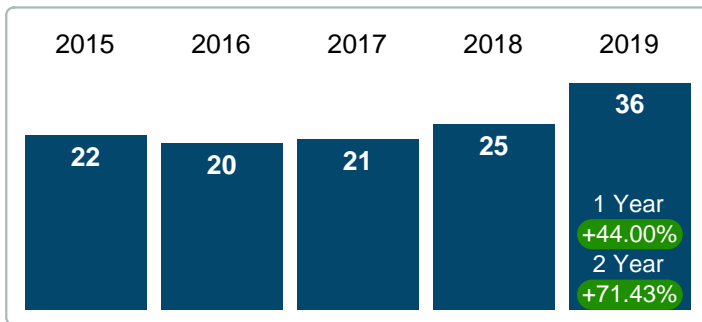
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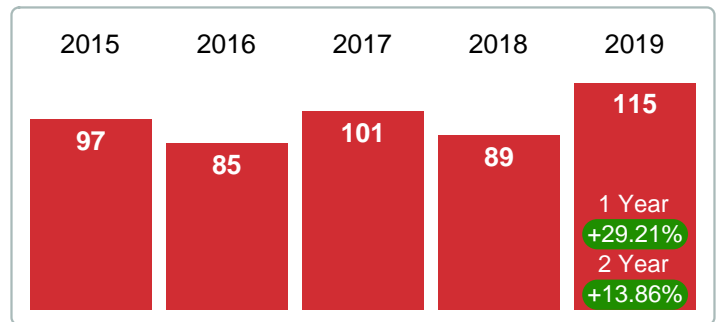
## CLOSED LISTINGS

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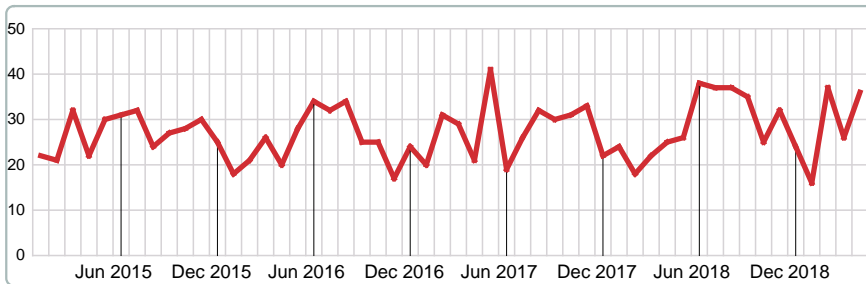
### APRIL



### YEAR TO DATE (YTD)

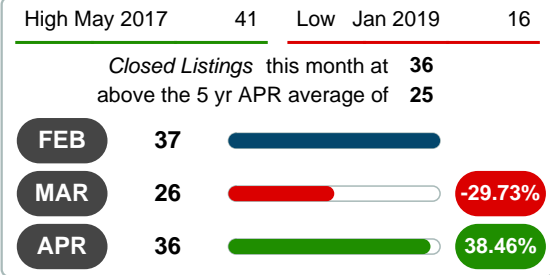


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 25



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	11.11%	102.5	3	1	0	0
\$25,001 - \$50,000	4	11.11%	32.0	3	1	0	0
\$50,001 - \$75,000	2	5.56%	62.5	1	1	0	0
\$75,001 - \$150,000	12	33.33%	56.3	1	9	2	0
\$150,001 - \$200,000	5	13.89%	44.2	1	3	1	0
\$200,001 - \$250,000	4	11.11%	43.0	1	2	0	1
\$250,001 and up	5	13.89%	60.4	0	1	4	0
<b>Total Closed Units</b>	<b>36</b>			<b>10</b>	<b>18</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>5,402,049</b>	<b>100%</b>	<b>56.5</b>	<b>753.40K</b>	<b>2.40M</b>	<b>2.02M</b>	<b>230.00K</b>
<b>Average Closed Price</b>	<b>\$150,057</b>			<b>\$75,340</b>	<b>\$133,175</b>	<b>\$288,786</b>	<b>\$230,000</b>

# April 2019



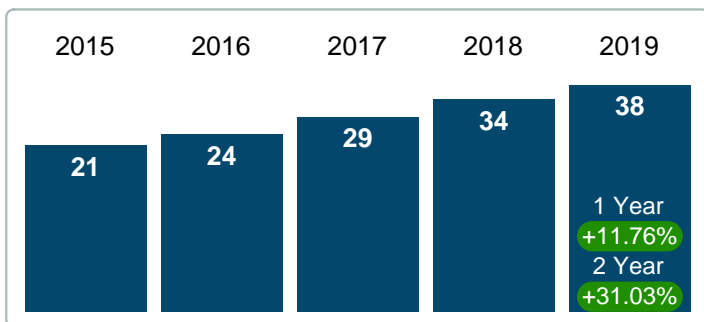
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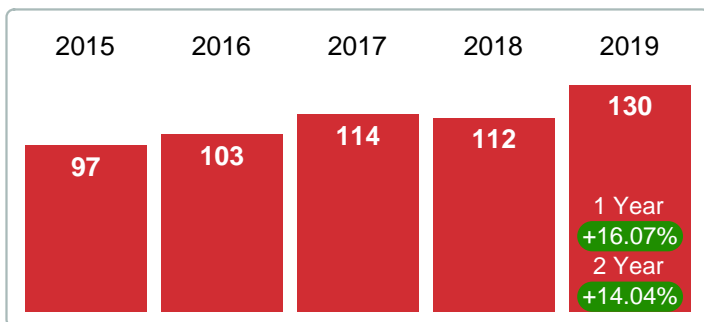
## PENDING LISTINGS

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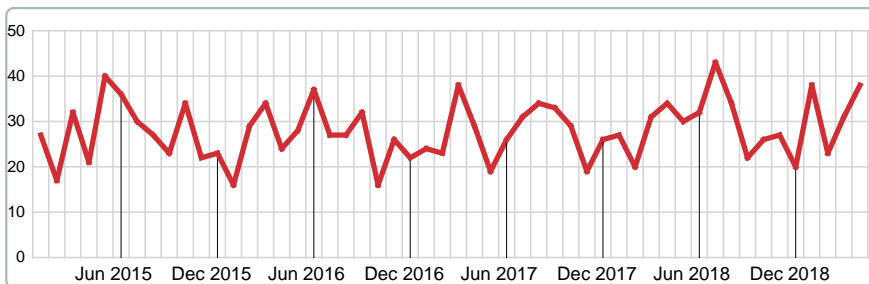
### APRIL



### YEAR TO DATE (YTD)

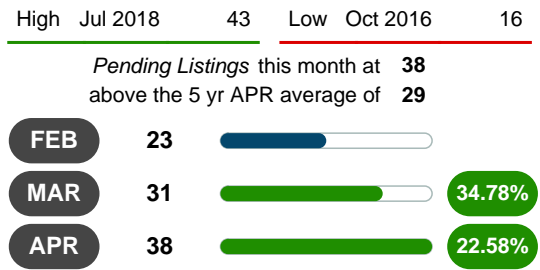


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 29



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	7.89%	80.3	2	1	0	0
\$40,001 - \$60,000	5	13.16%	29.4	3	1	1	0
\$60,001 - \$100,000	5	13.16%	55.4	1	3	1	0
\$100,001 - \$140,000	8	21.05%	48.5	0	8	0	0
\$140,001 - \$190,000	8	21.05%	58.1	2	5	1	0
\$190,001 - \$270,000	5	13.16%	53.4	0	5	0	0
\$270,001 and up	4	10.53%	88.8	0	0	4	0
<b>Total Pending Units</b>	<b>38</b>			<b>8</b>	<b>23</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,200,750</b>	<b>100%</b>	<b>56.3</b>	<b>571.00K</b>	<b>3.15M</b>	<b>1.48M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$136,862</b>			<b>\$71,375</b>	<b>\$136,863</b>	<b>\$211,700</b>	<b>\$0</b>

# April 2019



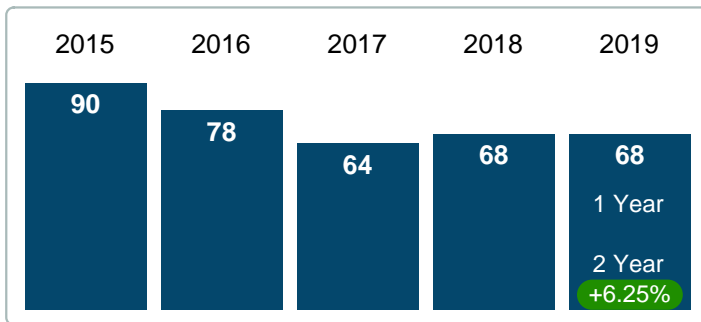
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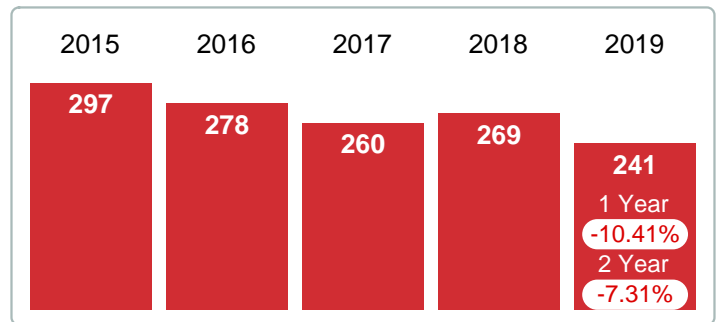
## NEW LISTINGS

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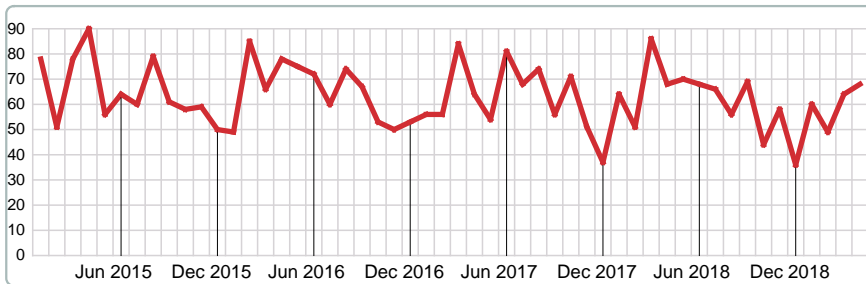
### APRIL



### YEAR TO DATE (YTD)

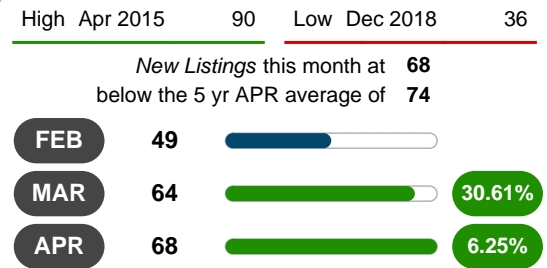


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 74



### 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
\$50,000 and less	5	7.35%	2	3	0	0
\$50,001 - \$100,000	10	14.71%	1	8	1	0
\$100,001 - \$125,000	3	4.41%	0	2	1	0
\$125,001 - \$250,000	24	35.29%	4	16	4	0
\$250,001 - \$325,000	7	10.29%	0	3	4	0
\$325,001 - \$550,000	12	17.65%	1	8	2	1
\$550,001 and up	7	10.29%	0	1	3	3
<b>Total New Listed Units</b>	<b>68</b>		<b>8</b>	<b>41</b>	<b>15</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>17,429,533</b>	<b>100%</b>	<b>1.13M</b>	<b>8.15M</b>	<b>5.63M</b>	<b>2.52M</b>
<b>Average New Listed Listing Price</b>	<b>\$193,201</b>		<b>\$140,925</b>	<b>\$198,829</b>	<b>\$375,417</b>	<b>\$629,725</b>

# April 2019



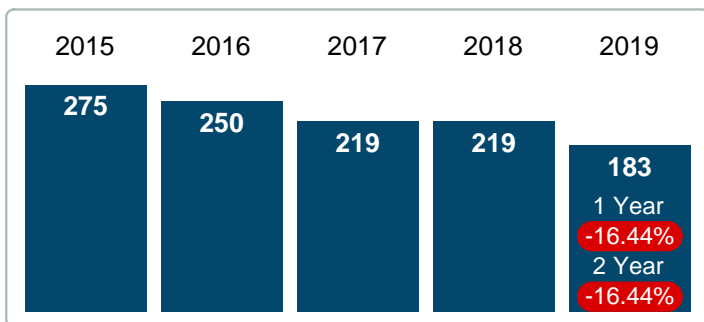
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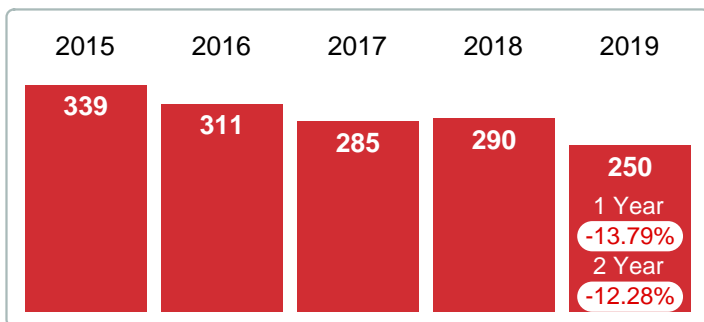
## ACTIVE INVENTORY

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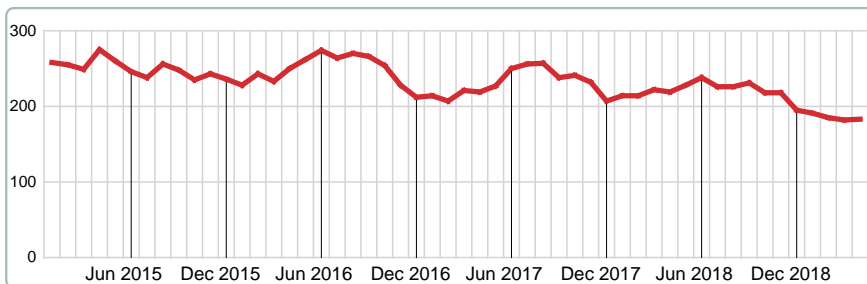
### END OF APRIL



### ACTIVE DURING APRIL

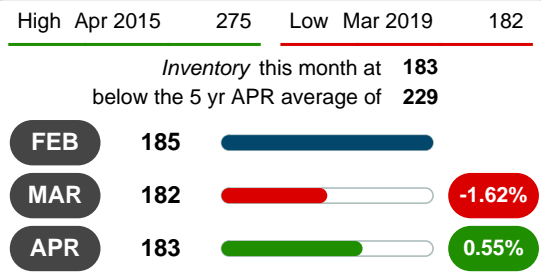


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 229



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	5.46%	51.6	6	4	0	0
\$50,001 - \$100,000	26	14.21%	67.2	7	15	4	0
\$100,001 - \$150,000	23	12.57%	67.7	5	14	4	0
\$150,001 - \$250,000	55	30.05%	63.4	6	34	13	2
\$250,001 - \$350,000	26	14.21%	53.7	3	15	8	0
\$350,001 - \$550,000	24	13.11%	71.8	2	10	6	6
\$550,001 and up	19	10.38%	66.0	3	2	9	5
Total Active Inventory by Units			183	32	94	44	13
Total Active Inventory by Volume			52,356,083	6.62M	20.11M	17.19M	8.44M
Average Active Inventory Listing Price			\$286,099	\$206,947	\$213,908	\$390,666	\$649,008

# April 2019



Area Delimited by County Of Mayes - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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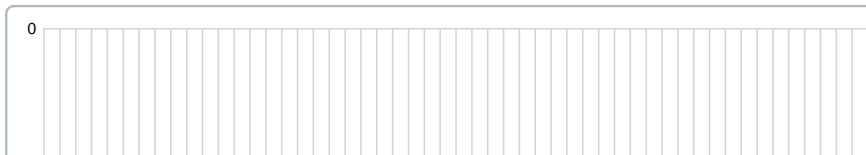
### MSI FOR APRIL

2015	2016	2017	2018	2019

### INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>183</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = inf

High Apr 2019	inf	Low Apr 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr APR average of <b>inf</b>			
FEB	inf		%
MAR	inf		%
APR	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10		5.46%	2.55	3.00	2.29	0.00	0.00	
\$50,001 - \$100,000	26		14.21%	3.25	2.80	3.21	5.33	0.00	
\$100,001 - \$150,000	23		12.57%	2.82	6.00	2.30	3.43	0.00	
\$150,001 - \$250,000	55		30.05%	8.35	9.00	7.85	10.40	6.00	
\$250,001 - \$350,000	26		14.21%	9.75	9.00	10.00	10.67	0.00	
\$350,001 - \$550,000	24		13.11%	26.18	12.00	20.00	36.00	72.00	
\$550,001 and up	19		10.38%	38.00	0.00	8.00	54.00	60.00	
Market Supply of Inventory (MSI)		5.95			4.92	4.93	9.96	17.33	
Total Active Inventory by Units		183	100%	5.95	32	94	44	13	

# April 2019



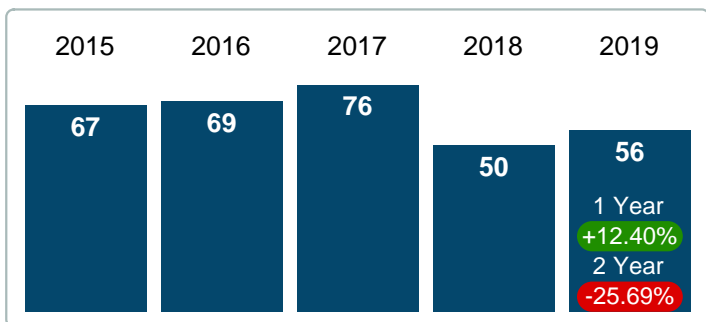
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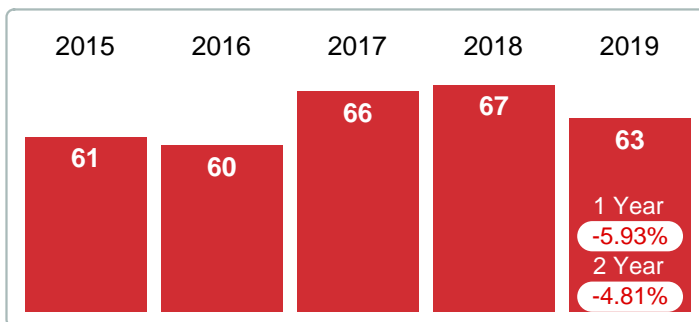
## AVERAGE DAYS ON MARKET TO SALE

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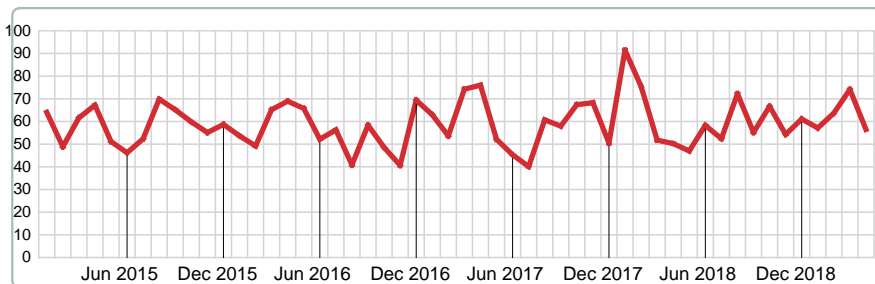
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

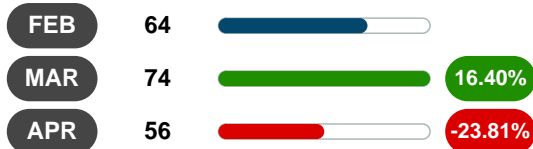


### 3 MONTHS

5 year APR AVG = 64

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 56 below the 5 yr APR average of 64



### 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
\$25,000 and less	11.11%	103	90	139	0	0
\$25,001 - \$50,000	11.11%	32	41	6	0	0
\$50,001 - \$75,000	5.56%	63	118	7	0	0
\$75,001 - \$150,000	33.33%	56	89	53	55	0
\$150,001 - \$200,000	13.89%	44	63	39	41	0
\$200,001 - \$250,000	11.11%	43	28	36	0	73
\$250,001 and up	13.89%	60	0	6	74	0
<b>Average Closed DOM</b>		<b>56</b>	<b>69</b>	<b>46</b>	<b>64</b>	<b>73</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>56</b>	<b>10</b>	<b>18</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,402,049</b>	<b>753.40K</b>	<b>2.40M</b>	<b>2.02M</b>	<b>230.00K</b>



# April 2019



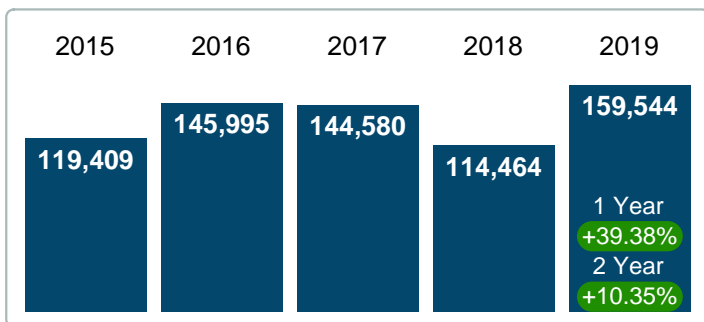
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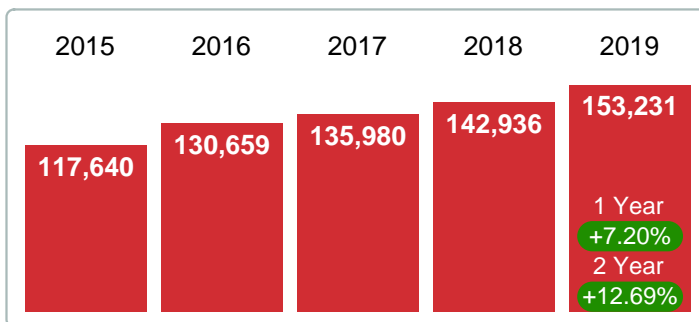
## AVERAGE LIST PRICE AT CLOSING

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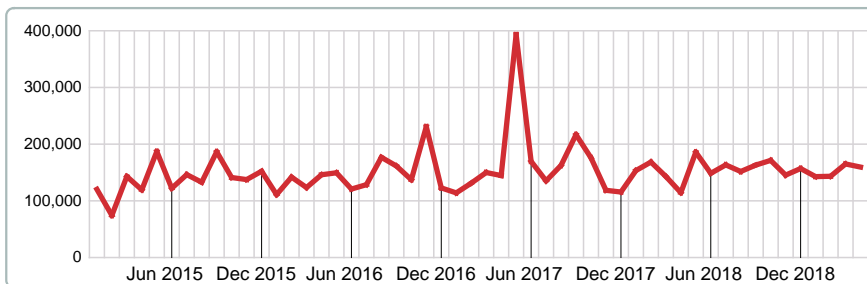
### APRIL



### YEAR TO DATE (YTD)

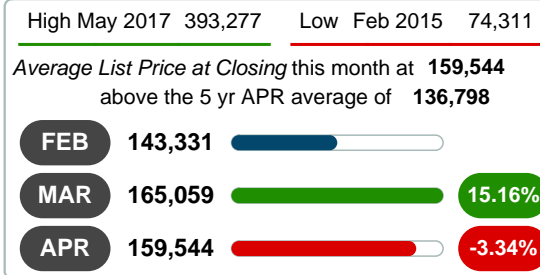


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 136,798



### 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
\$25,000 and less	8.33%	21,300	27,633	48,000	0	0
\$25,001 - \$50,000	13.89%	42,630	40,383	25,000	0	0
\$50,001 - \$75,000	2.78%	64,000	94,500	64,000	0	0
\$75,001 - \$150,000	30.56%	106,305	81,900	119,317	117,000	0
\$150,001 - \$200,000	19.44%	178,343	195,000	183,166	189,000	0
\$200,001 - \$250,000	11.11%	237,975	244,999	228,950	0	249,000
\$250,001 and up	13.89%	406,580	0	279,900	438,250	0
<b>Average List Price</b>		<b>159,544</b>	<b>82,045</b>	<b>138,786</b>	<b>310,857</b>	<b>249,000</b>
<b>Total Closed Units</b>	100%	<b>159,544</b>	<b>10</b>	<b>18</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,743,598</b>	<b>820.45K</b>	<b>2.50M</b>	<b>2.18M</b>	<b>249.00K</b>



# April 2019



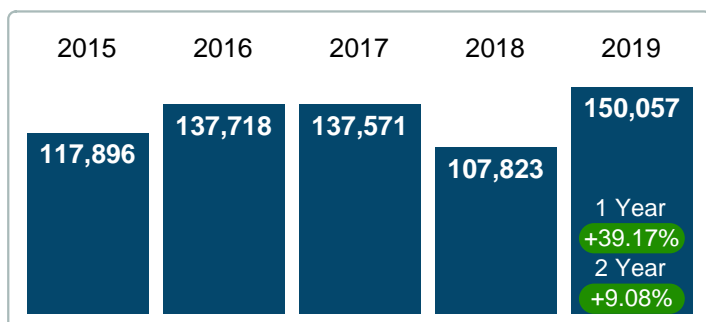
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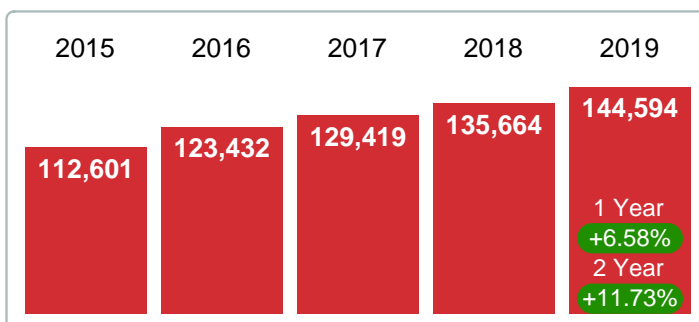
## AVERAGE SOLD PRICE AT CLOSING

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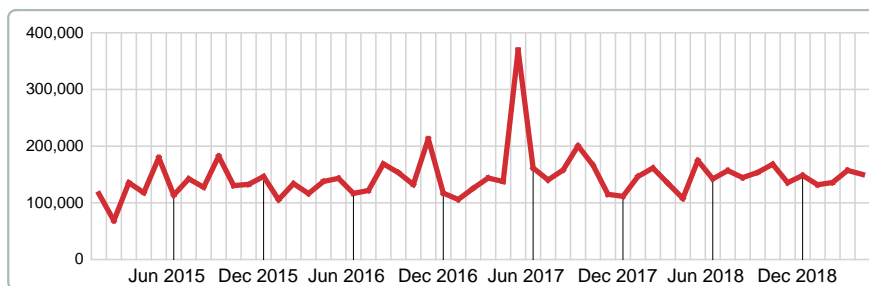
### APRIL



### YEAR TO DATE (YTD)

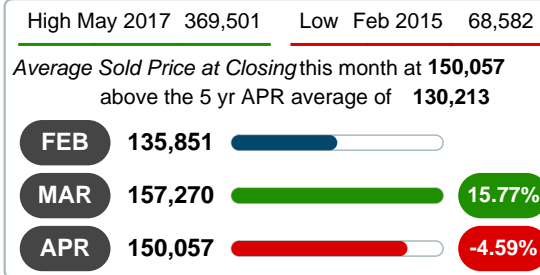


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 130,213



### 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
\$25,000 and less	11.11%	21,625	20,667	24,500	0	0
\$25,001 - \$50,000	11.11%	32,875	35,333	25,500	0	0
\$50,001 - \$75,000	5.56%	71,625	75,000	68,250	0	0
\$75,001 - \$150,000	33.33%	109,617	77,900	112,333	113,250	0
\$150,001 - \$200,000	13.89%	183,500	187,500	180,000	190,000	0
\$200,001 - \$250,000	11.11%	233,225	244,999	228,950	0	230,000
\$250,001 and up	13.89%	375,000	0	270,000	401,250	0
<b>Average Sold Price</b>		<b>150,057</b>	<b>75,340</b>	<b>133,175</b>	<b>288,786</b>	<b>230,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>150,057</b>	<b>10</b>	<b>18</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,402,049</b>	<b>753.40K</b>	<b>2.40M</b>	<b>2.02M</b>	<b>230.00K</b>

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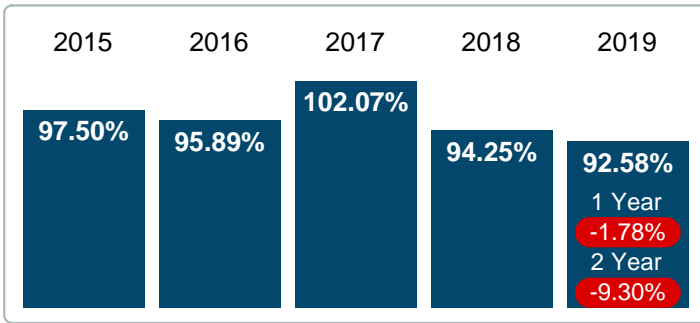
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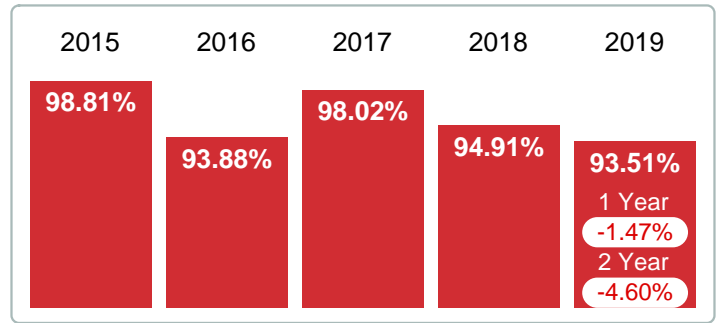
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

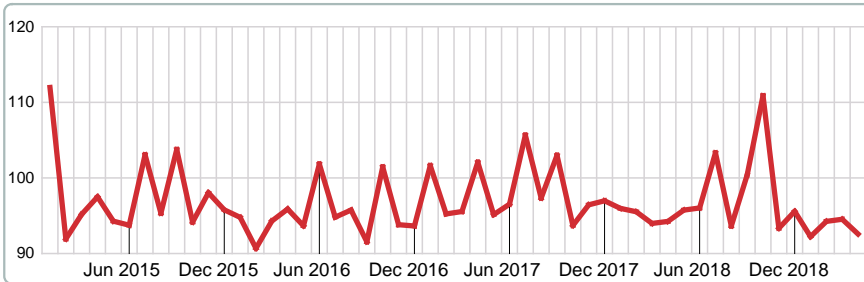
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

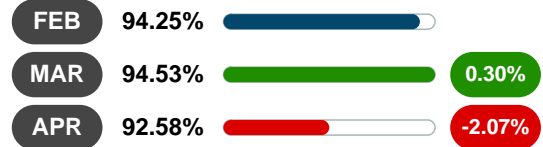


### 3 MONTHS

5 year APR AVG = 96.46%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **92.58%**  
below the 5 yr APR average of **96.46%**



### 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	
\$25,000 and less	4	11.11%	74.15%	81.86%	51.04%	0.00%	0.00%	
\$25,001 - \$50,000	4	11.11%	91.79%	88.39%	102.00%	0.00%	0.00%	
\$50,001 - \$75,000	2	5.56%	93.00%	79.37%	106.64%	0.00%	0.00%	
\$75,001 - \$150,000	12	33.33%	95.16%	95.12%	94.94%	96.21%	0.00%	
\$150,001 - \$200,000	5	13.89%	98.27%	96.15%	98.22%	100.53%	0.00%	
\$200,001 - \$250,000	4	11.11%	98.09%	100.00%	100.00%	0.00%	92.37%	
\$250,001 and up	5	13.89%	91.48%	0.00%	96.46%	90.23%	0.00%	
Average Sold/List Ratio		92.60%		88.14%	94.73%	93.41%	92.37%	
Total Closed Units		36	100%	92.60%	10	18	7	1
Total Closed Volume		5,402,049			753.40K	2.40M	2.02M	230.00K

# April 2019



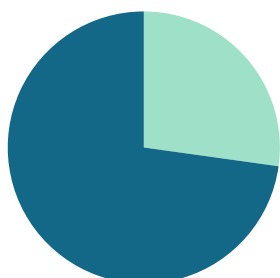
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

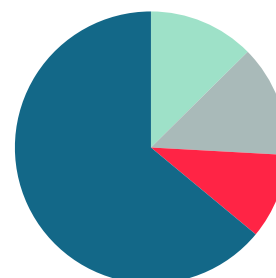


**Inventory**  
 New Listings  
**68 = 27.20%**  
 Start Inventory  
**182**  
 Total Inventory Units  
**250**  
 Volume  
**\$67,719,733**

### Market Activity

Closed Sales  
**36 = 12.59%**  
 Pending Sales  
**38 = 13.29%**  
 Other Off Market  
**29 = 10.14%**  
 Active Inventory  
**183 = 63.99%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	25	36	44.00%	89	115	29.21%
Pending Sales	34	38	11.76%	112	130	16.07%
New Listings	68	68	0.00%	269	241	-10.41%
Average List Price	114,464	159,544	39.38%	142,936	153,231	7.20%
Average Sale Price	107,823	150,057	39.17%	135,664	144,594	6.58%
Average Percent of Selling Price to List Price	94.25%	92.58%	-1.78%	94.91%	93.51%	-1.47%
Average Days on Market to Sale	50.24	56.47	12.40%	66.83	62.87	-5.93%
Monthly Inventory	219	183	-16.44%	219	183	-16.44%
Months Supply of Inventory	8.14	5.95	-26.86%	8.14	5.95	-26.86%

**Absorption:** Last 12 months, an Average of **31** Sales/Month

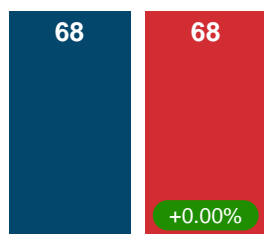
**Inventory** on April 30, 2019 = **183**

**2018** **2019**

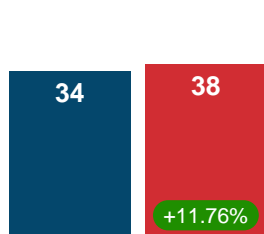
### APRIL MARKET

### AVERAGE PRICES

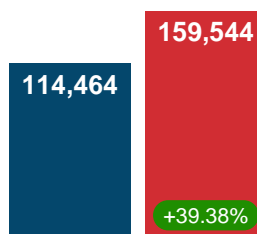
#### New Listings



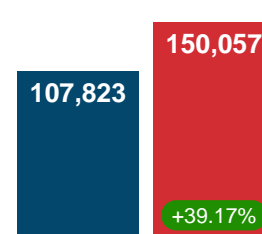
#### Pending Listings



#### List Price



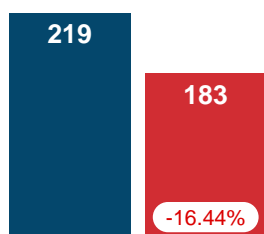
#### Sale Price



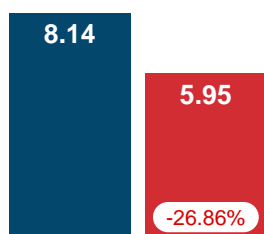
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

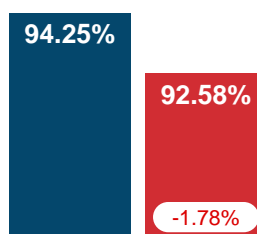
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

