

# April 2019



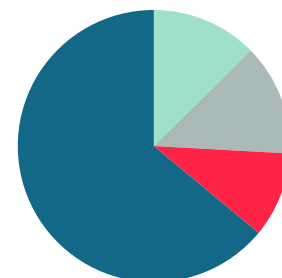
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	89,900	129,500	44.05%
Median Sale Price	88,500	127,500	44.07%
Median Percent of Selling Price to List Price	95.65%	96.31%	0.69%
Median Days on Market to Sale	35.00	42.00	20.00%
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.

#### 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 **44.07%** in April 2019 to \$127,500 versus the previous year at \$88,500.

#### Median Days on Market Lengthens

The median number of **42.00** days that homes spent on the market before selling increased by 7.00 days or **20.00%** in April 2019 compared to last year's same month at **35.00** DOM.

#### Sales Success for April 2019 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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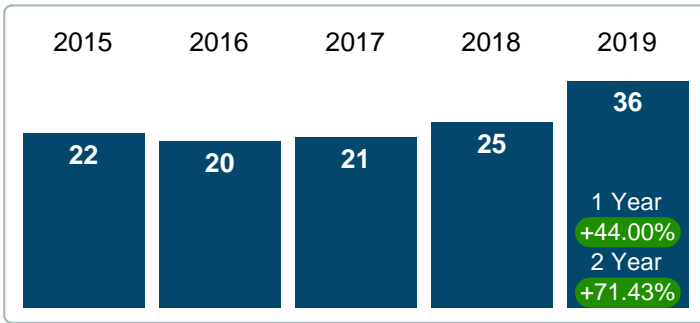
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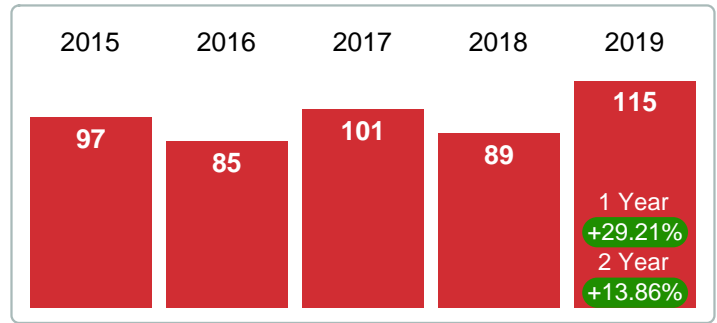
## CLOSED LISTINGS

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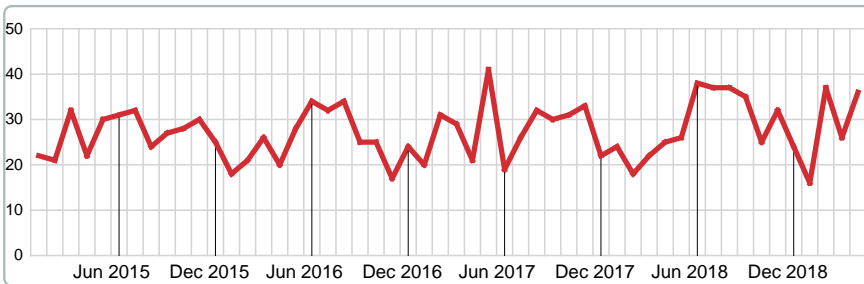
### APRIL



### YEAR TO DATE (YTD)

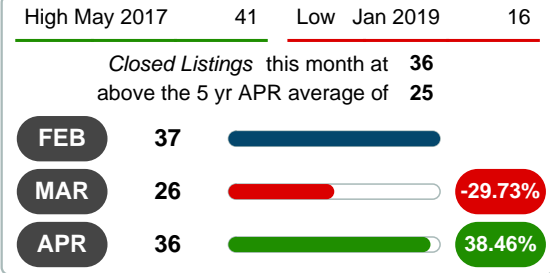


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 25



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	2.78%	154.0	1	0	0	0
\$20,001 - \$60,000	7	19.44%	35.0	5	2	0	0
\$60,001 - \$90,000	5	13.89%	52.0	2	2	1	0
\$90,001 - \$160,000	9	25.00%	41.0	0	8	1	0
\$160,001 - \$220,000	5	13.89%	41.0	1	3	1	0
\$220,001 - \$270,000	6	16.67%	35.5	1	3	1	1
\$270,001 and up	3	8.33%	84.0	0	0	3	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>42.0</b>	<b>753.40K</b>	<b>2.40M</b>	<b>2.02M</b>	<b>230.00K</b>
<b>Median Closed Price</b>	<b>\$127,500</b>			<b>\$39,250</b>	<b>\$127,500</b>	<b>\$263,000</b>	<b>\$230,000</b>

# April 2019



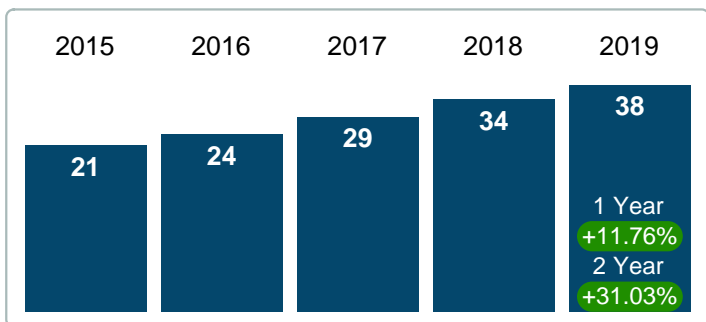
Area Delimited by County Of Mayes - Residential Property Type



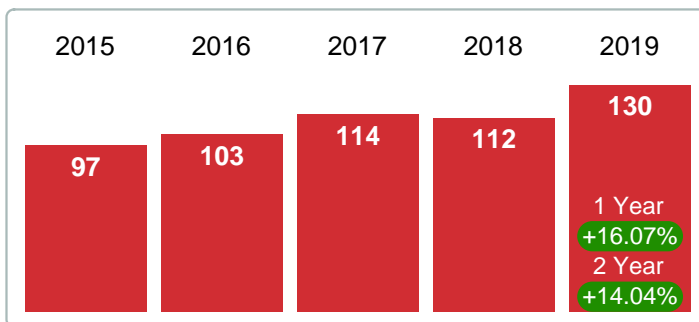
## PENDING LISTINGS

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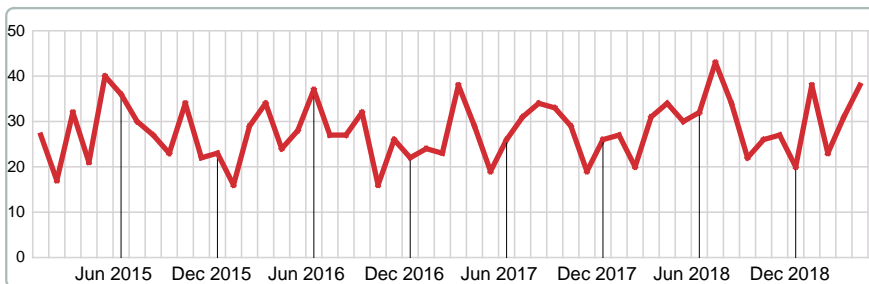
### APRIL



### YEAR TO DATE (YTD)

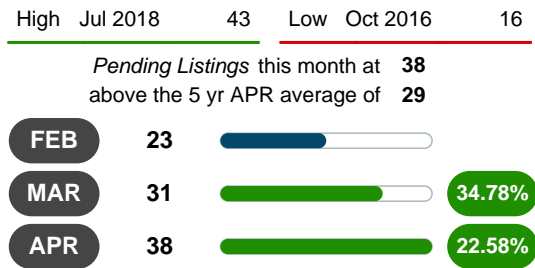


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 29



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	7.89%	74.0	2	1	0	0
\$40,001 - \$60,000	5	13.16%	28.0	3	1	1	0
\$60,001 - \$100,000	5	13.16%	46.0	1	3	1	0
\$100,001 - \$140,000	8	21.05%	36.5	0	8	0	0
\$140,001 - \$190,000	8	21.05%	33.0	2	5	1	0
\$190,001 - \$270,000	5	13.16%	22.0	0	5	0	0
\$270,001 and up	4	10.53%	86.0	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>41.0</b>	<b>571.00K</b>	<b>3.15M</b>	<b>1.48M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$138,400</b>			<b>\$53,125</b>	<b>\$139,000</b>	<b>\$274,500</b>	<b>\$0</b>

# April 2019



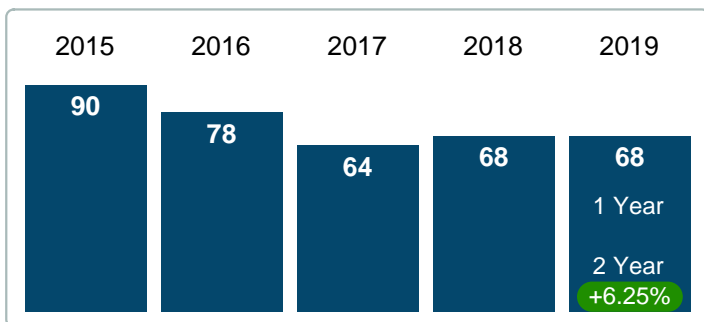
Area Delimited by County Of Mayes - Residential Property Type



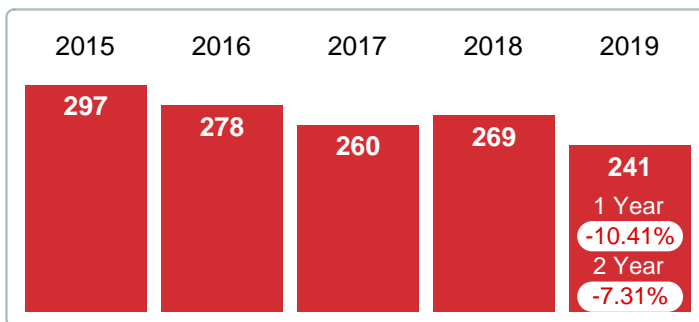
## NEW LISTINGS

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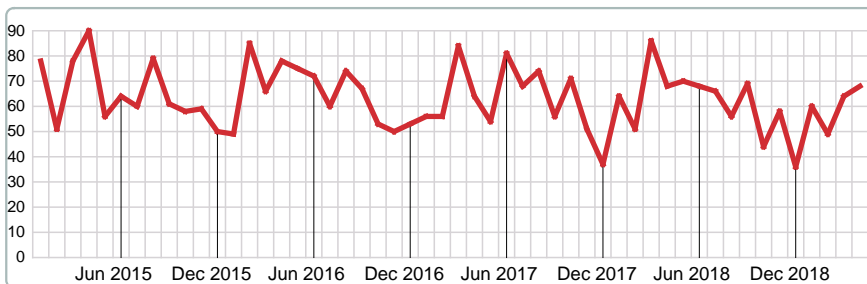
### APRIL



### YEAR TO DATE (YTD)

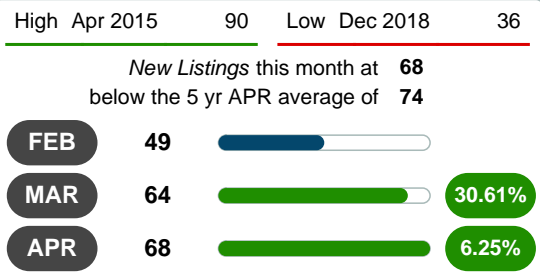


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 74



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$50,000 and less	5	7.35%
\$50,001 - \$100,000	10	14.71%
\$100,001 - \$125,000	3	4.41%
\$125,001 - \$250,000	24	35.29%
\$250,001 - \$325,000	7	10.29%
\$325,001 - \$550,000	12	17.65%
\$550,001 and up	7	10.29%
<b>Total New Listed Units</b>	<b>68</b>	
<b>Total New Listed Volume</b>	<b>17,429,533</b>	<b>100%</b>
<b>Median New Listed Listing Price</b>	<b>\$196,500</b>	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	3	0	0
\$50,001 - \$100,000	1	8	1	0
\$100,001 - \$125,000	0	2	1	0
\$125,001 - \$250,000	4	16	4	0
\$250,001 - \$325,000	0	3	4	0
\$325,001 - \$550,000	1	8	2	1
\$550,001 and up	0	1	3	3
<b>Total</b>	<b>8</b>	<b>41</b>	<b>15</b>	<b>4</b>
<b>Volume</b>	<b>1.13M</b>	<b>8.15M</b>	<b>5.63M</b>	<b>2.52M</b>
<b>Median Price</b>	<b>\$137,450</b>	<b>\$159,500</b>	<b>\$285,000</b>	<b>\$577,000</b>

# April 2019



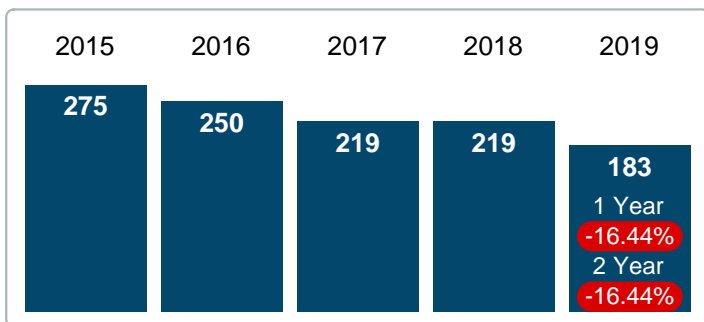
Area Delimited by County Of Mayes - Residential Property Type



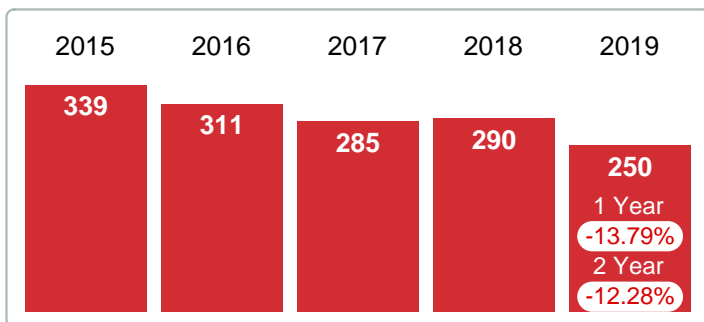
## ACTIVE INVENTORY

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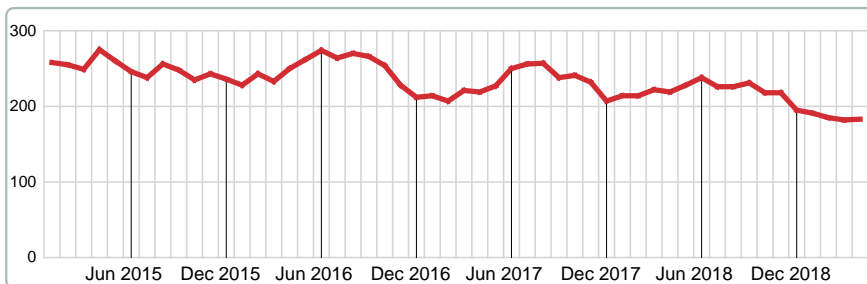
### END OF APRIL



### ACTIVE DURING APRIL

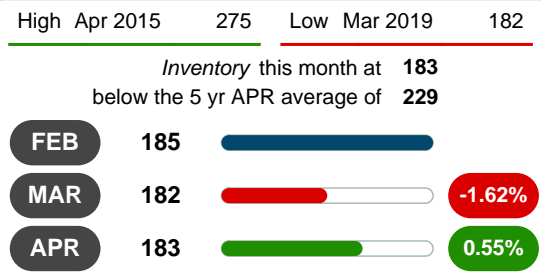


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 229



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	5.46%	57.0	6	4	0	0
\$50,001 - \$100,000	26	14.21%	48.5	7	15	4	0
\$100,001 - \$150,000	23	12.57%	68.0	5	14	4	0
\$150,001 - \$250,000	55	30.05%	53.0	6	34	13	2
\$250,001 - \$350,000	26	14.21%	48.0	3	15	8	0
\$350,001 - \$550,000	24	13.11%	67.5	2	10	6	6
\$550,001 and up	19	10.38%	50.0	3	2	9	5
<b>Total Active Inventory by Units</b>	<b>183</b>			<b>32</b>	<b>94</b>	<b>44</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>52,356,083</b>	<b>100%</b>	<b>55.0</b>	<b>6.62M</b>	<b>20.11M</b>	<b>17.19M</b>	<b>8.44M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$192,500</b>			<b>\$127,500</b>	<b>\$181,750</b>	<b>\$282,500</b>	<b>\$474,500</b>

# April 2019



Area Delimited by County Of Mayes - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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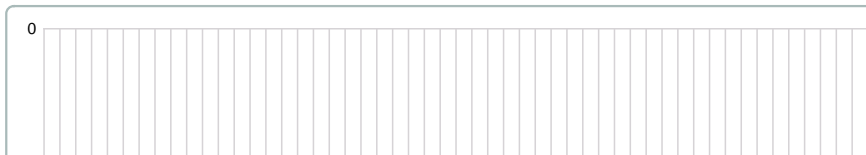
### MSI FOR APRIL

2015	2016	2017	2018	2019
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### 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 inf equal to 5 yr APR average of inf			
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		100%	5.95	32	94	44	13

# April 2019



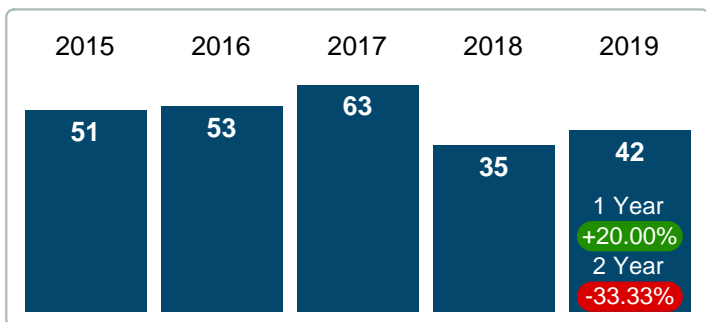
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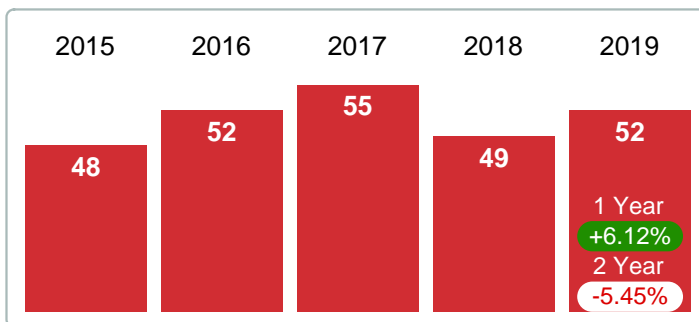
## MEDIAN DAYS ON MARKET TO SALE

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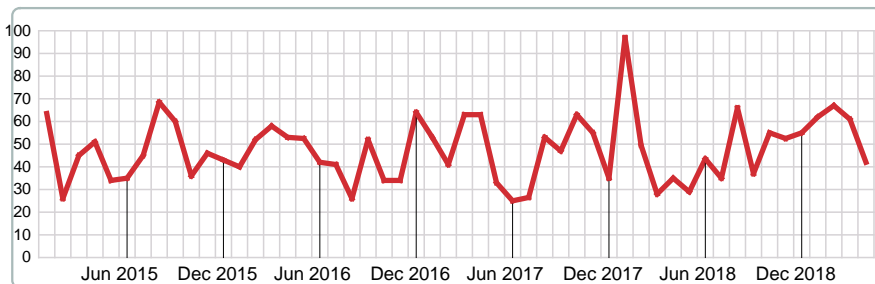
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

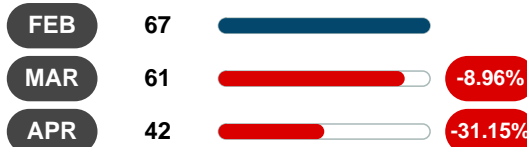


### 3 MONTHS

5 year APR AVG = 49

High Jan 2018 97 Low Jun 2017 25

Median Days on Market to Sale this month at 42 below the 5 yr APR average of 49



### 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
\$20,000 and less	2.78%	154	154	0	0	0
\$20,001 - \$60,000	19.44%	35	35	73	0	0
\$60,001 - \$90,000	13.89%	52	104	30	14	0
\$90,001 - \$160,000	25.00%	41	0	40	96	0
\$160,001 - \$220,000	13.89%	41	63	22	41	0
\$220,001 - \$270,000	16.67%	36	28	14	43	73
\$270,001 and up	8.33%	84	0	0	84	0
<b>Median Closed DOM</b>		<b>42</b>	<b>61</b>	<b>30</b>	<b>43</b>	<b>73</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42.0</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



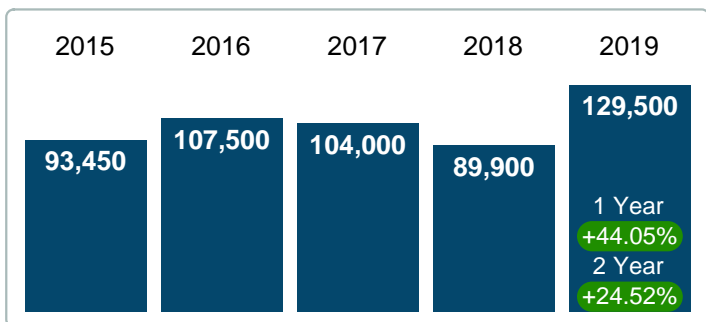
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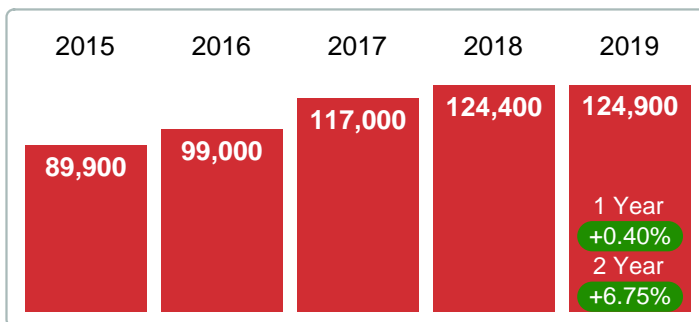
## MEDIAN LIST PRICE AT CLOSING

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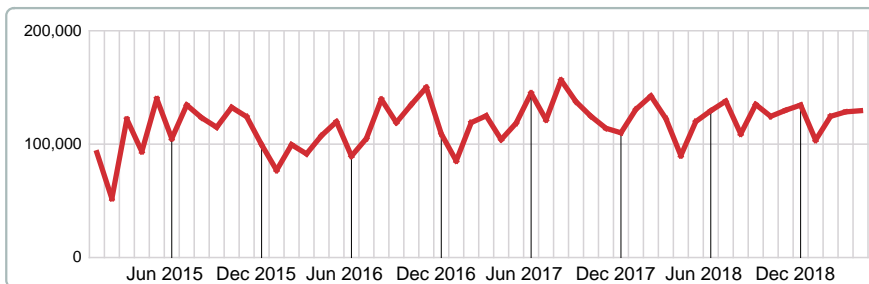
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 104,870

High Aug 2017 156,450    Low Feb 2015 52,000

Median List Price at Closing this month at **129,500**  
above the 5 yr APR average of **104,870**

FEB	124,500	
MAR	128,450	3.17%
APR	129,500	0.82%

### 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
\$20,000 and less	2.78%	16,900	16,900	0	0	0
\$20,001 - \$60,000	19.44%	44,000	44,000	36,500	0	0
\$60,001 - \$90,000	8.33%	81,900	81,900	74,275	0	0
\$90,001 - \$160,000	30.56%	119,500	94,500	124,250	117,000	0
\$160,001 - \$220,000	13.89%	189,000	195,000	184,999	189,000	0
\$220,001 - \$270,000	11.11%	239,500	244,999	228,950	0	249,000
\$270,001 and up	13.89%	350,000	0	279,900	352,500	0
<b>Median List Price</b>		<b>129,500</b>	<b>46,075</b>	<b>129,500</b>	<b>279,000</b>	<b>249,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>129,500</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



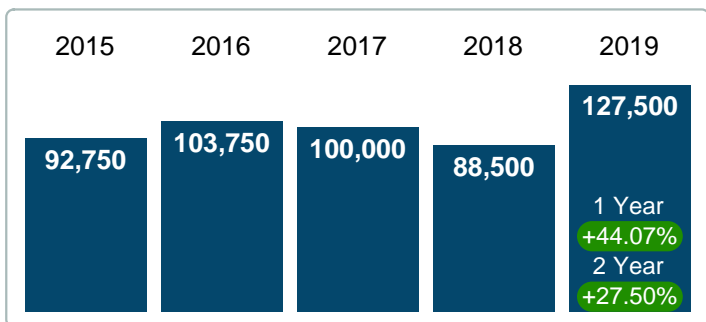
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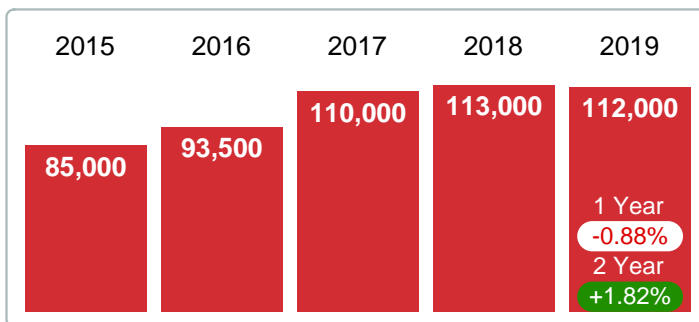
## MEDIAN SOLD PRICE AT CLOSING

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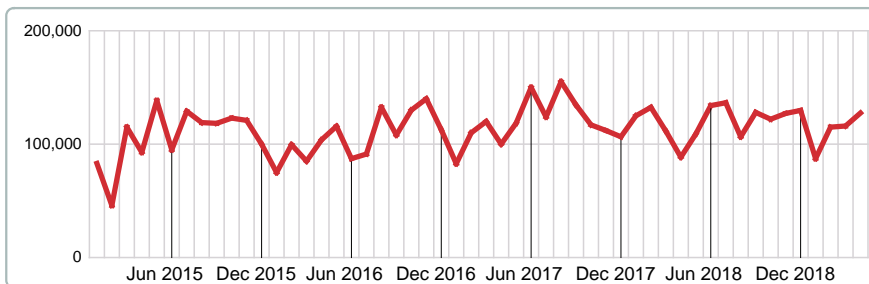
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

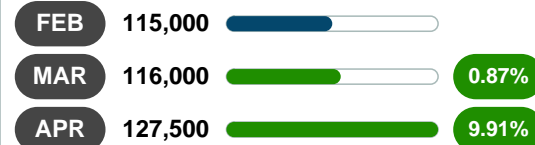


### 3 MONTHS

5 year APR AVG = 102,500

High Aug 2017 155,100 Low Feb 2015 45,914

Median Sold Price at Closing this month at 127,500 above the 5 yr APR average of 102,500



### 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
\$20,000 and less	1	2.78%	15,000	15,000	0	0	0
\$20,001 - \$60,000	7	19.44%	25,500	27,500	25,000	0	0
\$60,001 - \$90,000	5	13.89%	77,900	76,450	75,125	90,000	0
\$90,001 - \$160,000	9	25.00%	125,000	0	118,500	136,500	0
\$160,001 - \$220,000	5	13.89%	187,500	187,500	178,500	190,000	0
\$220,001 - \$270,000	6	16.67%	239,500	244,999	234,000	263,000	230,000
\$270,001 and up	3	8.33%	315,000	0	0	315,000	0
Median Sold Price			127,500	39,250	127,500	263,000	230,000
Total Closed Units		100%	127,500	10	18	7	1
Total Closed Volume			5,402,049	753.40K	2.40M	2.02M	230.00K

# April 2019



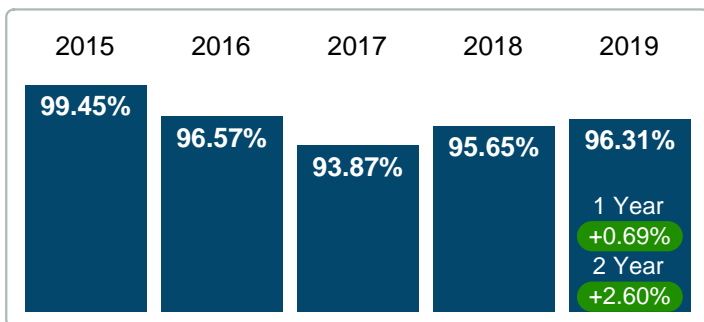
Area Delimited by County Of Mayes - Residential Property Type



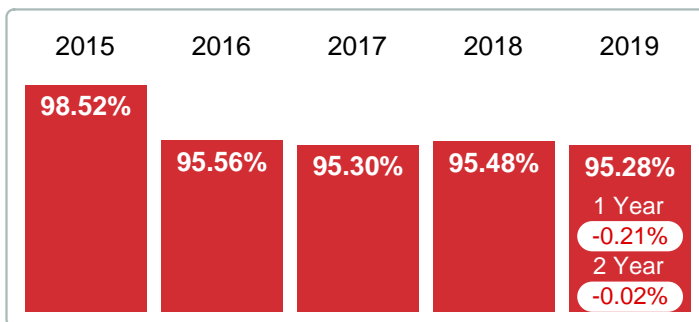
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

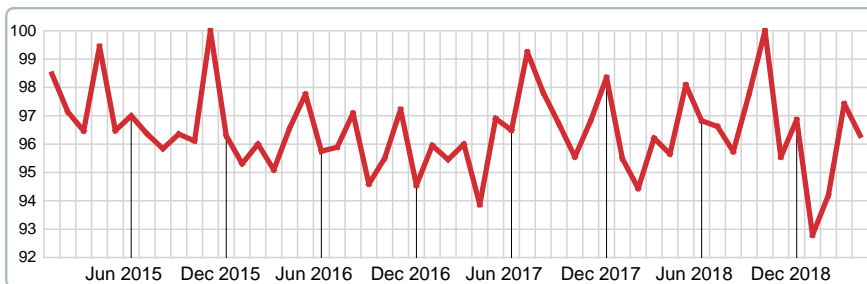
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

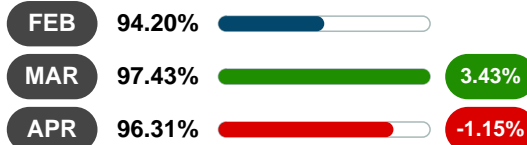


### 3 MONTHS

5 year APR AVG = 96.37%

High Oct 2018 100.00% Low Jan 2019 92.79%

Median Sold/List Ratio this month at **96.31%**  
equal to 5 yr APR average of **96.37%**



### 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	
\$20,000 and less	1	2.78%	88.76%	88.76%	0.00%	0.00%	0.00%	
\$20,001 - \$60,000	7	19.44%	89.73%	89.73%	76.52%	0.00%	0.00%	
\$60,001 - \$90,000	5	13.89%	95.12%	87.24%	101.81%	92.78%	0.00%	
\$90,001 - \$160,000	9	25.00%	96.90%	0.00%	96.19%	99.64%	0.00%	
\$160,001 - \$220,000	5	13.89%	98.18%	96.15%	98.18%	100.53%	0.00%	
\$220,001 - \$270,000	6	16.67%	98.23%	100.00%	100.00%	94.27%	92.37%	
\$270,001 and up	3	8.33%	88.73%	0.00%	0.00%	88.73%	0.00%	
Median Sold/List Ratio		96.31%		92.28%	97.54%	94.27%	92.37%	
Total Closed Units		36	100%	96.31%	10	18	7	1
Total Closed Volume		5,402,049			753.40K	2.40M	2.02M	230.00K

# April 2019



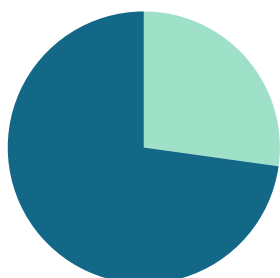
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

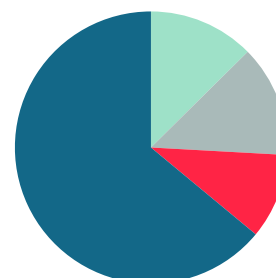


**Inventory**  
 New Listings  
**68 = 27.20%**  
 Start Inventory  
**182**  
 Total Inventory Units  
**250**  
 Volume  
**\$67,719,733**

### 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%
Median List Price	89,900	129,500	44.05%	124,400	124,900	0.40%
Median Sale Price	88,500	127,500	44.07%	113,000	112,000	-0.88%
Median Percent of Selling Price to List Price	95.65%	96.31%	0.69%	95.48%	95.28%	-0.21%
Median Days on Market to Sale	35.00	42.00	20.00%	49.00	52.00	6.12%
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

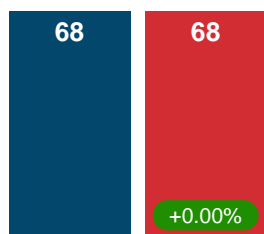
**Inventory** on April 30, 2019 = **183**

**2018** **2019**

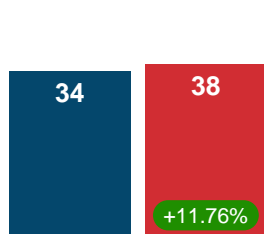
### APRIL MARKET

### MEDIAN PRICES

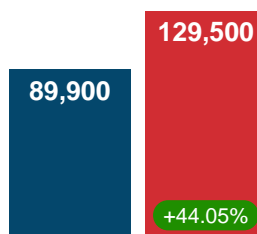
#### New Listings



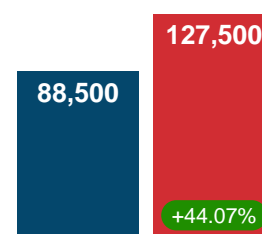
#### Pending Listings



#### List Price



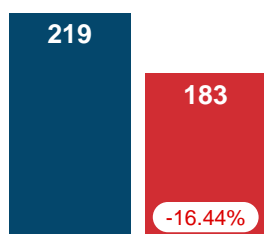
#### Sale Price



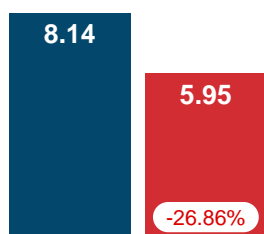
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

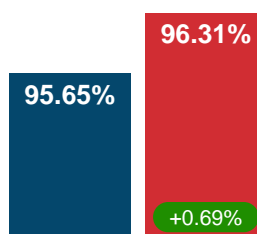
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

