

April 2019



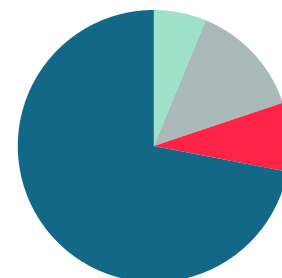
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	April 2019	+/-%
Closed Listings	17	16	-5.88%
Pending Listings	19	35	84.21%
New Listings	58	63	8.62%
Average List Price	148,129	139,406	-5.89%
Average Sale Price	140,053	134,563	-3.92%
Average Percent of Selling Price to List Price	93.99%	97.33%	3.55%
Average Days on Market to Sale	70.94	41.06	-42.12%
End of Month Inventory	220	185	-15.91%
Months Supply of Inventory	11.63	10.47	-9.96%



■ Closed (6.23%)
■ Pending (13.62%)
■ Other OffMarket (8.17%)
■ Active (71.98%)

Absorption: Last 12 months, an Average of **18** Sales/Month
Active Inventory as of April 30, 2019 = **185**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **15.91%** to 185 existing homes available for sale. Over the last 12 months this area has had an average of 18 closed sales per month. This represents an unsold inventory index of **10.47** 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 **3.92%** in April 2019 to \$134,563 versus the previous year at \$140,053.

Average Days on Market Shortens

The average number of **41.06** days that homes spent on the market before selling decreased by 29.88 days or **42.12%** in April 2019 compared to last year's same month at **70.94** DOM.

Sales Success for April 2019 is Positive

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

There were 63 New Listings in April 2019, up **8.62%** from last year at 58. Furthermore, there were 16 Closed Listings this month versus last year at 17, a **-5.88%** decrease.

Closed versus Listed trends yielded a **25.4%** ratio, down from previous year's, April 2018, at **29.3%**, a **13.35%** downswing. This will certainly create pressure on a decreasing Monthly 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®

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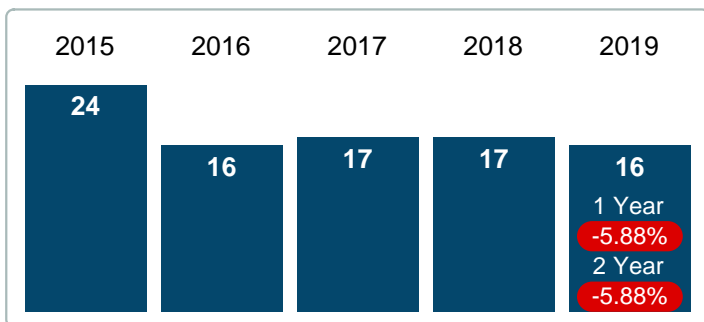
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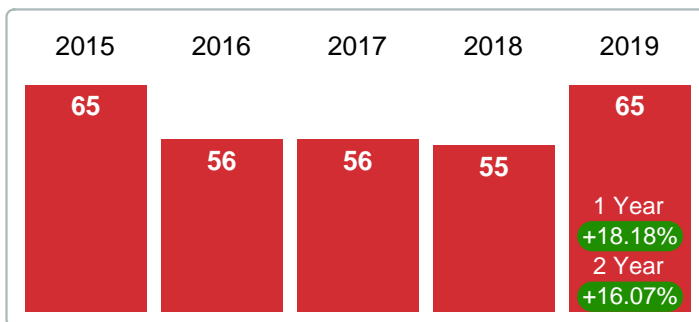
CLOSED LISTINGS

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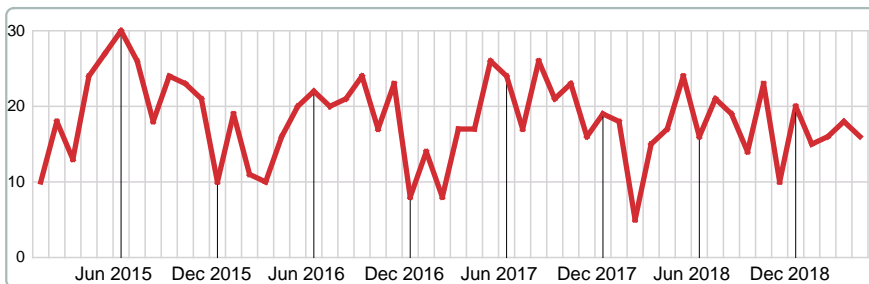
APRIL



YEAR TO DATE (YTD)

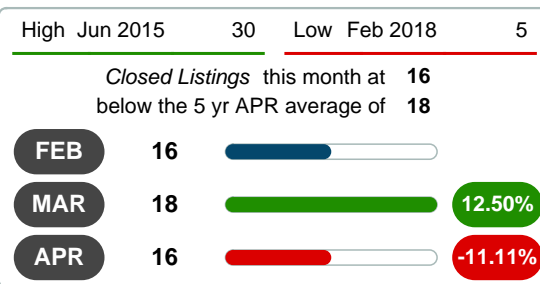


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 18



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	6.25%	32.0	0	0	1	0
\$30,001 - \$70,000	3	18.75%	50.3	1	2	0	0
\$70,001 - \$70,000	0	0.00%	0.0	0	0	0	0
\$70,001 - \$140,000	6	37.50%	28.3	1	5	0	0
\$140,001 - \$220,000	2	12.50%	8.5	0	2	0	0
\$220,001 - \$320,000	2	12.50%	58.0	0	2	0	0
\$320,001 and up	2	12.50%	85.5	0	1	1	0
Total Closed Units	16			2	12	2	0
Total Closed Volume	2,153,003	100%	41.1	157.50K	1.60M	399.50K	0.00B
Average Closed Price	\$134,563			\$78,750	\$133,000	\$199,752	\$0

April 2019



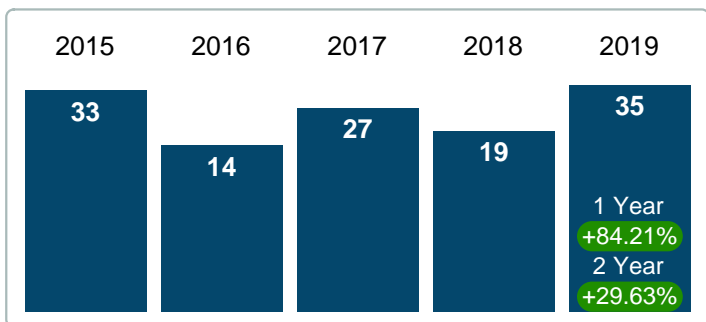
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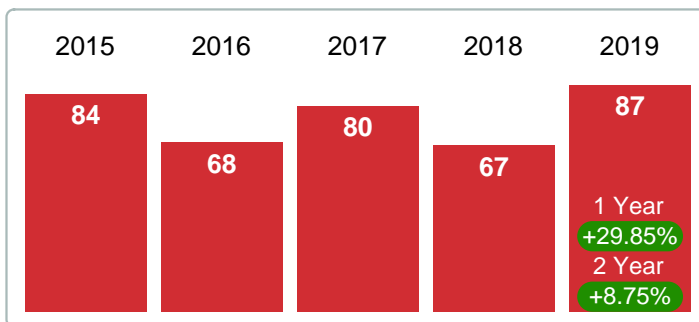
PENDING LISTINGS

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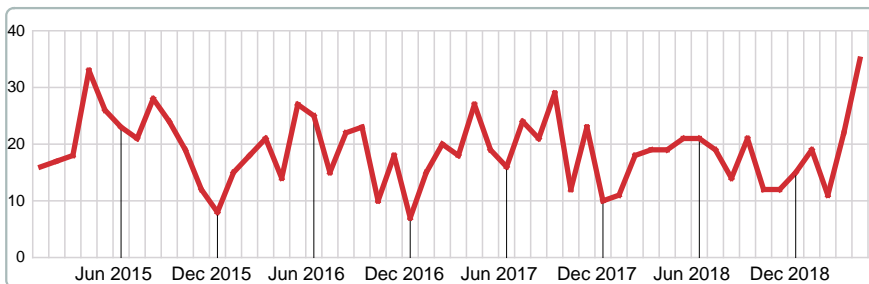
APRIL



YEAR TO DATE (YTD)

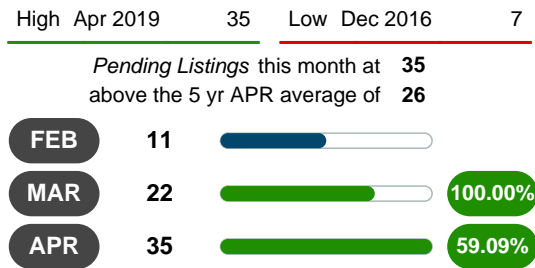


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 26



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	8.57%	45.3	1	1	1	0
\$40,001 - \$50,000	2	5.71%	20.5	1	1	0	0
\$50,001 - \$100,000	9	25.71%	60.8	4	5	0	0
\$100,001 - \$140,000	5	14.29%	80.8	2	3	0	0
\$140,001 - \$220,000	8	22.86%	49.6	1	6	0	1
\$220,001 - \$280,000	3	8.57%	75.3	0	2	1	0
\$280,001 and up	5	14.29%	21.8	0	2	2	1
Total Pending Units	35			9	20	4	2
Total Pending Volume	5,075,299	100%	53.1	825.80K	2.86M	866.90K	519.90K
Average Listing Price	\$145,009			\$91,756	\$143,135	\$216,725	\$259,950

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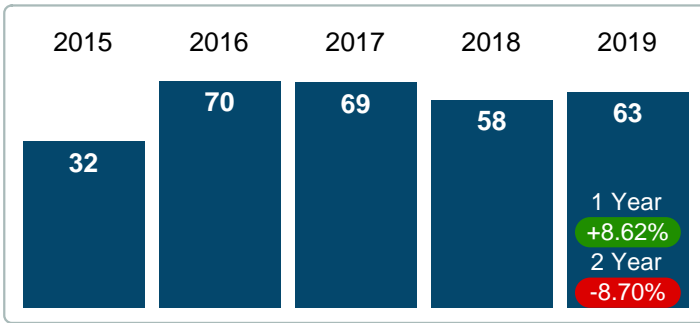
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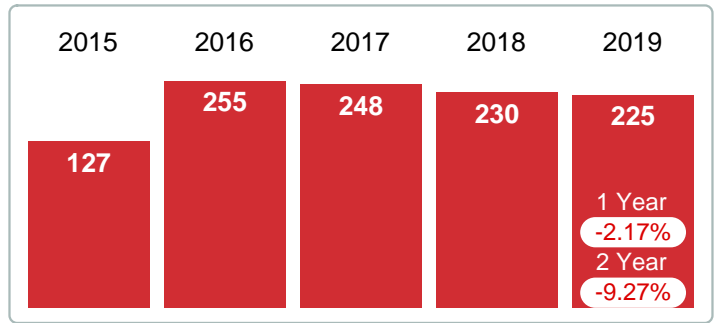
NEW LISTINGS

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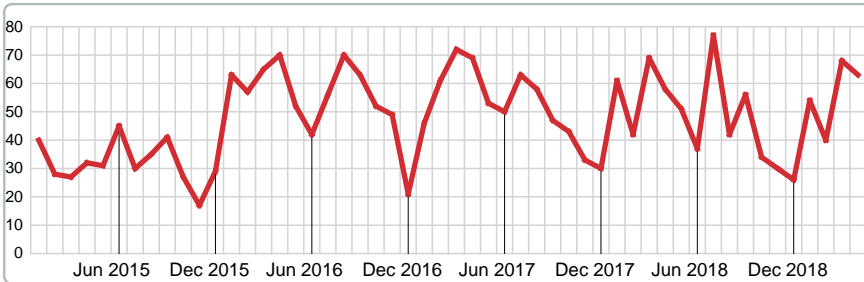
APRIL



YEAR TO DATE (YTD)

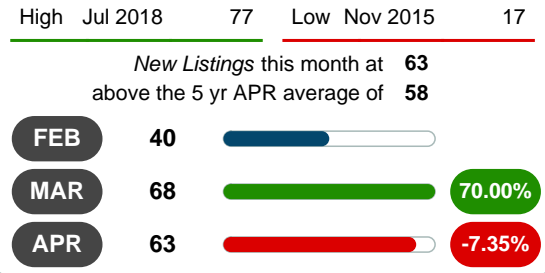


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 58



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	3	4.76%	2	1	0	0
\$25,001 - \$50,000	8	12.70%	6	2	0	0
\$50,001 - \$100,000	13	20.63%	7	5	1	0
\$100,001 - \$150,000	10	15.87%	0	9	1	0
\$150,001 - \$225,000	12	19.05%	3	7	2	0
\$225,001 - \$325,000	10	15.87%	1	6	3	0
\$325,001 and up	7	11.11%	0	3	3	1
Total New Listed Units	63		19	33	10	1
Total New Listed Volume	12,176,700	100%	1.59M	5.79M	4.47M	330.00K
Average New Listed Listing Price	\$159,377		\$83,521	\$175,455	\$446,980	\$330,000

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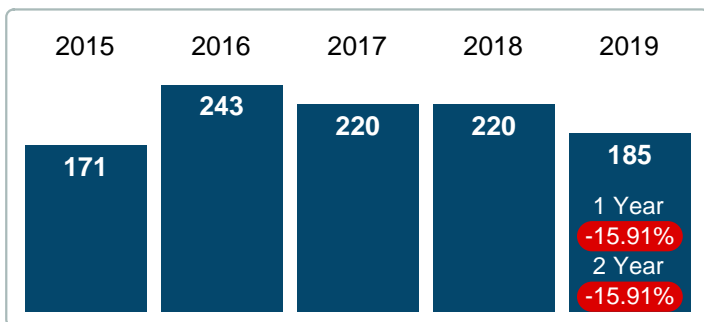
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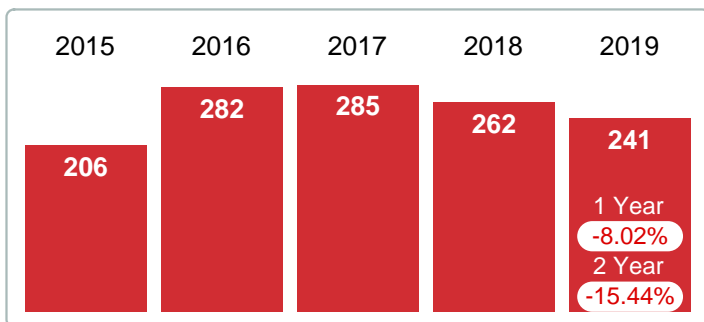
ACTIVE INVENTORY

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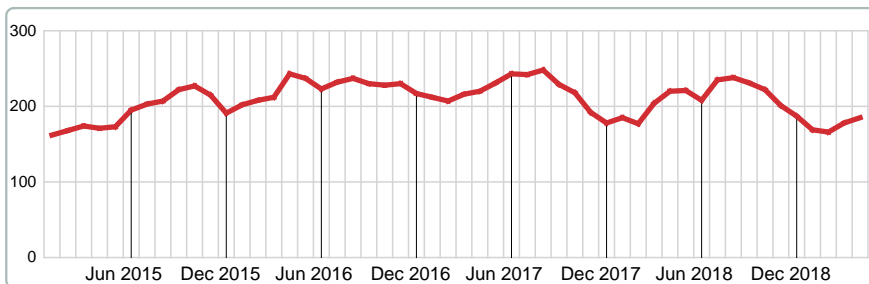
END OF APRIL



ACTIVE DURING APRIL

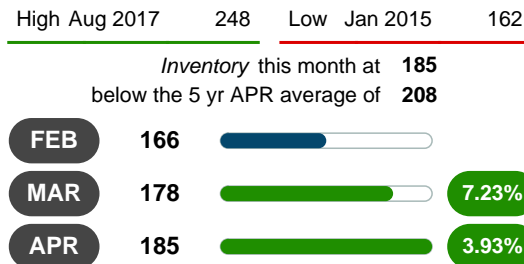


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 208



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	8	4.32%	60.1	5	3	0	0
\$25,001 - \$50,000	18	9.73%	62.7	15	2	1	0
\$50,001 - \$100,000	43	23.24%	63.3	20	20	3	0
\$100,001 - \$175,000	45	24.32%	65.2	11	27	7	0
\$175,001 - \$225,000	24	12.97%	69.2	6	13	4	1
\$225,001 - \$350,000	27	14.59%	52.2	1	14	10	2
\$350,001 and up	20	10.81%	81.3	0	7	9	4
Total Active Inventory by Units	185			58	86	34	7
Total Active Inventory by Volume	35,640,069	100%	64.7	5.10M	15.57M	11.68M	3.29M
Average Active Inventory Listing Price	\$192,649			\$87,933	\$181,057	\$343,447	\$470,271

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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Area Delimited by County Of McIntosh - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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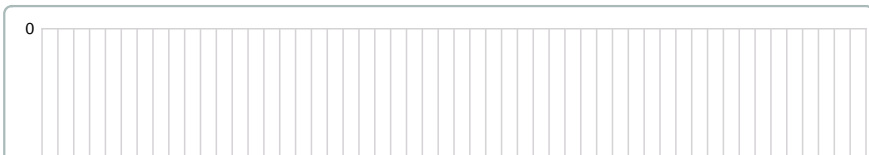
MSI FOR APRIL

2015	2016	2017	2018	2019
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INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
185	0	0	inf	0.000%
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
\$30,000 and less	11	5.95%	9.43	9.60	18.00	0.00	0.00
\$30,001 - \$70,000	31	16.76%	9.54	16.62	6.26	4.00	0.00
\$70,001 - \$100,000	27	14.59%	6.89	8.40	5.45	7.20	0.00
\$100,001 - \$170,000	45	24.32%	8.71	8.80	8.53	10.50	0.00
\$170,001 - \$240,000	27	14.59%	14.09	0.00	8.18	48.00	0.00
\$240,001 - \$360,000	25	13.51%	15.79	0.00	12.00	33.00	24.00
\$360,001 and up	19	10.27%	28.50	0.00	21.00	48.00	24.00
Market Supply of Inventory (MSI)			10.47	11.60	8.39	16.32	21.00
		100%	10.47				
Total Active Inventory by Units			185	58	86	34	7

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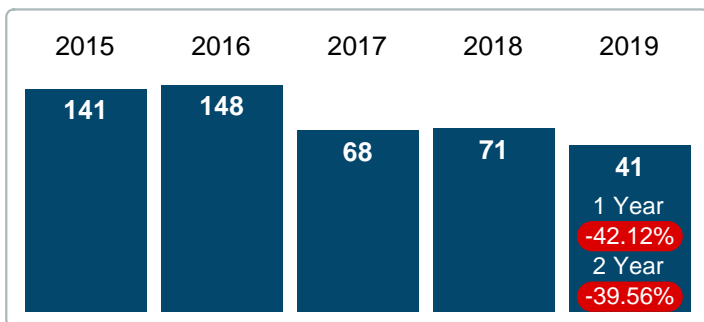
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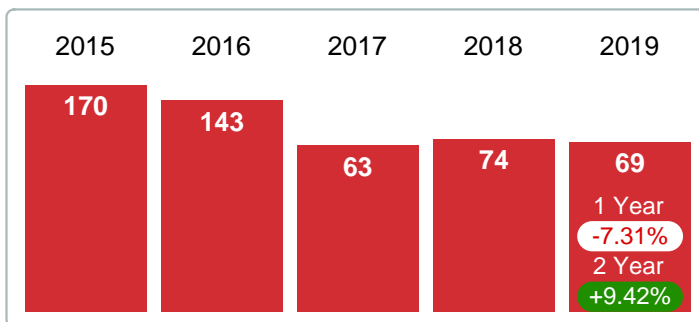
AVERAGE DAYS ON MARKET TO SALE

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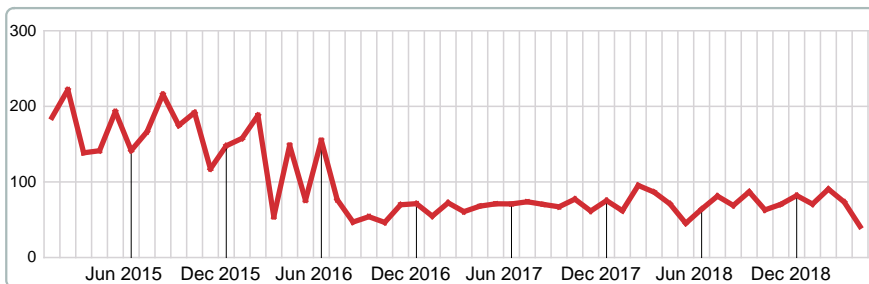
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

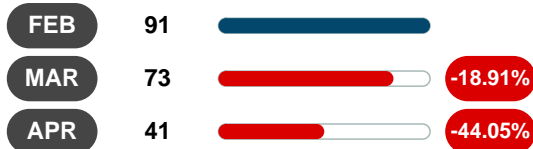


3 MONTHS

5 year APR AVG = 94

High Feb 2015 222 Low Apr 2019 41

Average Days on Market to Sale this month at 41 below the 5 yr APR average of 94



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
\$30,000 and less	6.25%	32	0	0	32	0
\$30,001 - \$70,000	18.75%	50	6	73	0	0
\$70,001 - \$70,000	0.00%	0	0	0	0	0
\$70,001 - \$140,000	37.50%	28	8	32	0	0
\$140,001 - \$220,000	12.50%	9	0	9	0	0
\$220,001 - \$320,000	12.50%	58	0	58	0	0
\$320,001 and up	12.50%	86	0	62	109	0
Average Closed DOM		41	7	42	71	0
Total Closed Units	100%	41	2	12	2	0
Total Closed Volume		2,153,003	157.50K	1.60M	399.50K	0.00B

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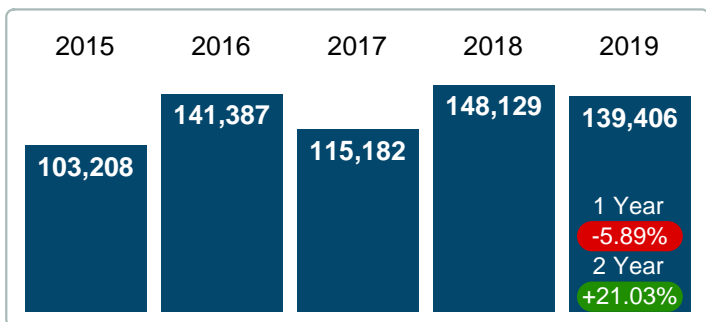
Area Delimited by County Of McIntosh - Residential Property Type



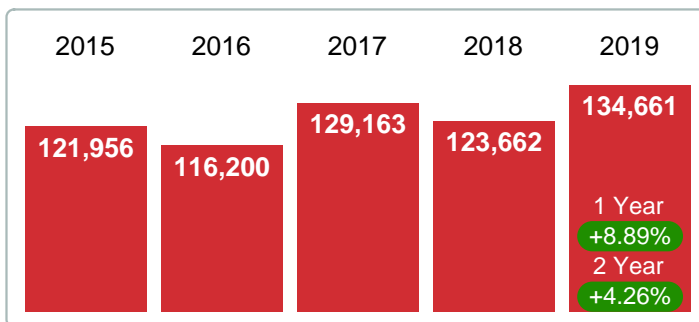
AVERAGE LIST PRICE AT CLOSING

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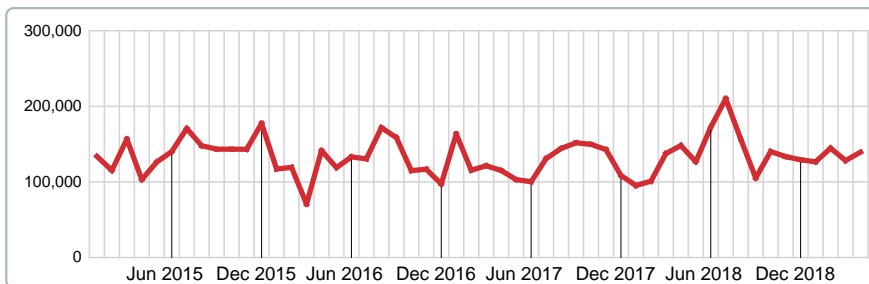
APRIL



YEAR TO DATE (YTD)

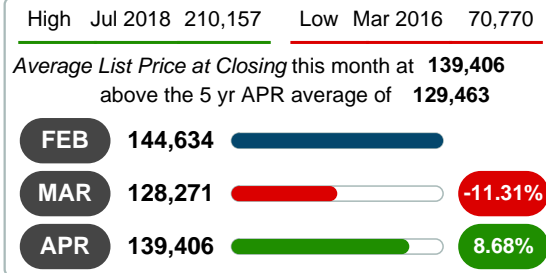


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 129,463



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
\$30,000 and less	6.25%	19,900	0	0	19,900	0
\$30,001 - \$70,000	12.50%	48,200	82,000	48,200	0	0
\$70,001 - \$70,000	0.00%	0	0	0	0	0
\$70,001 - \$140,000	50.00%	93,675	87,500	89,000	0	0
\$140,001 - \$220,000	6.25%	159,900	0	147,400	0	0
\$220,001 - \$320,000	12.50%	240,000	0	240,000	0	0
\$320,001 and up	12.50%	362,450	0	335,000	389,900	0
Average List Price		139,406	84,750	137,600	204,900	0
Total Closed Units	100%	139,406	2	12	2	0
Total Closed Volume		2,230,500	169.50K	1.65M	409.80K	0.00B

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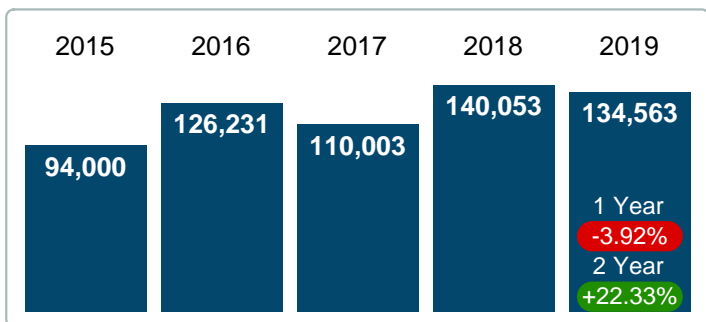
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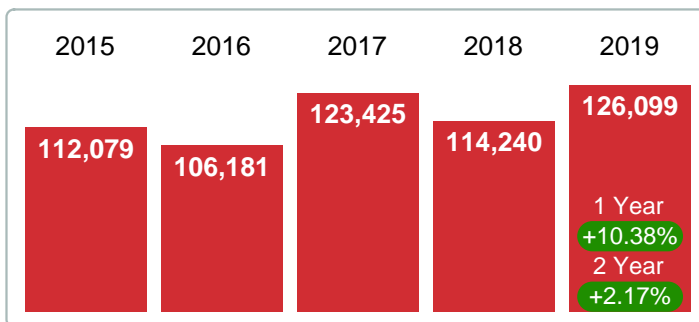
AVERAGE SOLD PRICE AT CLOSING

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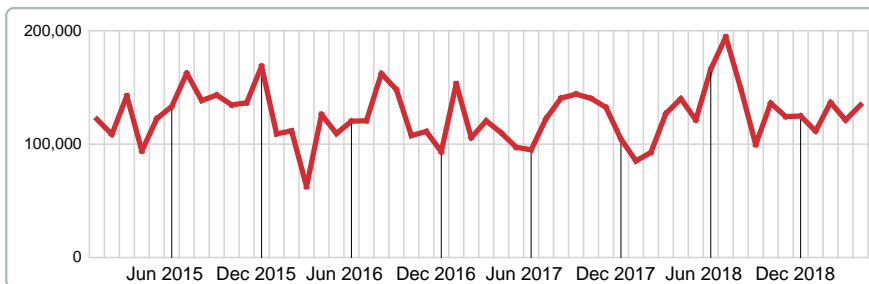
APRIL



YEAR TO DATE (YTD)

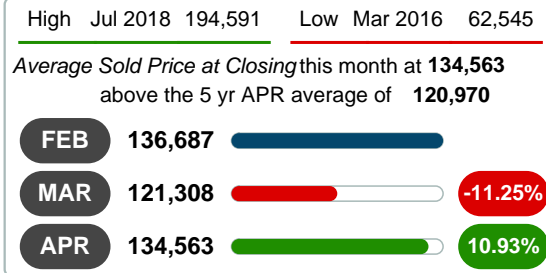


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 120,970



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
\$30,000 and less	6.25%	22,503	0	0	22,503	0
\$30,001 - \$70,000	18.75%	52,833	70,000	44,250	0	0
\$70,001 - \$70,000	0.00%	0	0	0	0	0
\$70,001 - \$140,000	37.50%	87,333	87,500	87,300	0	0
\$140,001 - \$220,000	12.50%	148,000	0	148,000	0	0
\$220,001 - \$320,000	12.50%	224,000	0	224,000	0	0
\$320,001 and up	12.50%	352,000	0	327,000	377,000	0
Average Sold Price		134,563	78,750	133,000	199,752	0
Total Closed Units	100%	134,563	2	12	2	0
Total Closed Volume		2,153,003	157.50K	1.60M	399.50K	0.00B

April 2019



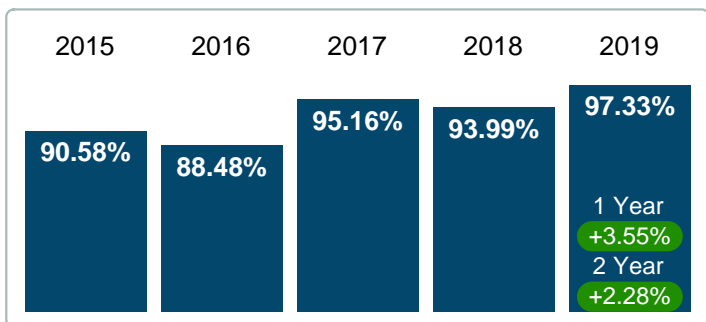
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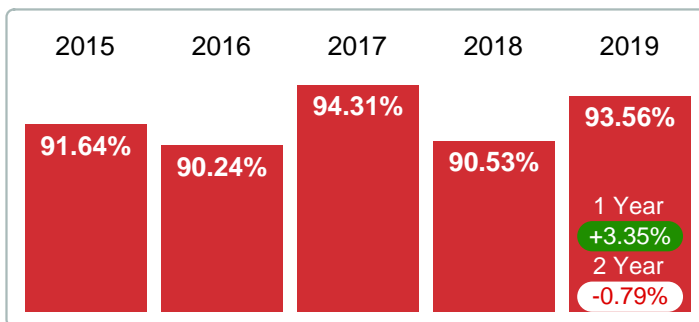
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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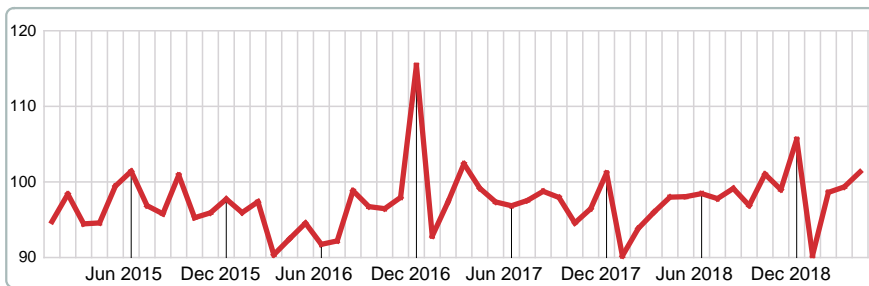
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

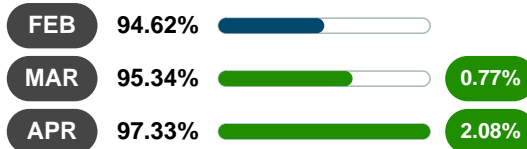


3 MONTHS

5 year APR AVG = 93.11%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **97.33%** above the 5 yr APR average of **93.11%**



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
\$30,000 and less	1	6.25%	113.08%	0.00%	0.00%	113.08%	0.00%
\$30,001 - \$70,000	3	18.75%	89.98%	85.37%	92.28%	0.00%	0.00%
\$70,001 - \$70,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$70,001 - \$140,000	6	37.50%	98.43%	100.00%	98.11%	0.00%	0.00%
\$140,001 - \$220,000	2	12.50%	101.31%	0.00%	101.31%	0.00%	0.00%
\$220,001 - \$320,000	2	12.50%	93.37%	0.00%	93.37%	0.00%	0.00%
\$320,001 and up	2	12.50%	97.15%	0.00%	97.61%	96.69%	0.00%
Average Sold/List Ratio		97.30%		92.68%	96.84%	104.89%	0.00%
Total Closed Units		16	100%	2	12	2	
Total Closed Volume		2,153,003		157.50K	1.60M	399.50K	0.00B

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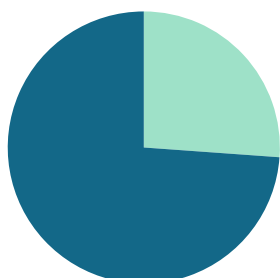
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

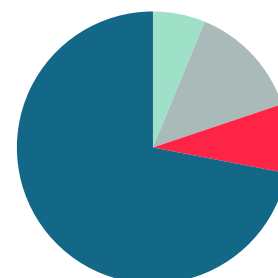


Inventory
 New Listings
63 = 26.14%
 Start Inventory
178
 Total Inventory Units
241
 Volume
\$45,187,917

Market Activity

Closed Sales
16 = 6.23%
 Pending Sales
35 = 13.62%
 Other Off Market
21 = 8.17%
 Active Inventory
185 = 71.98%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	17	16	-5.88%	55	65	18.18%
Pending Sales	19	35	84.21%	67	87	29.85%
New Listings	58	63	8.62%	230	225	-2.17%
Average List Price	148,129	139,406	-5.89%	123,662	134,661	8.89%
Average Sale Price	140,053	134,563	-3.92%	114,240	126,099	10.38%
Average Percent of Selling Price to List Price	93.99%	97.33%	3.55%	90.53%	93.56%	3.35%
Average Days on Market to Sale	70.94	41.06	-42.12%	74.47	69.03	-7.31%
Monthly Inventory	220	185	-15.91%	220	185	-15.91%
Months Supply of Inventory	11.63	10.47	-9.96%	11.63	10.47	-9.96%

Absorption: Last 12 months, an Average of **18** Sales/Month

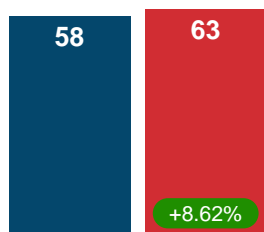
Inventory on April 30, 2019 = **185**

2018 **2019**

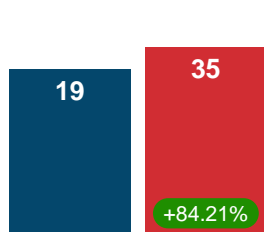
APRIL MARKET

AVERAGE PRICES

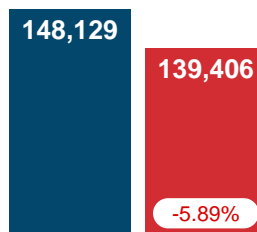
New Listings



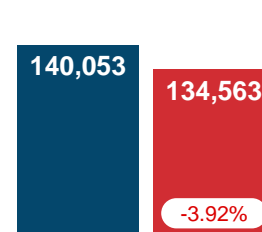
Pending Listings



List Price



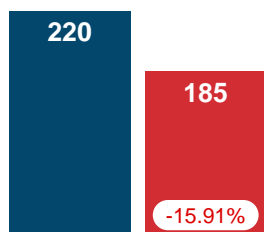
Sale Price



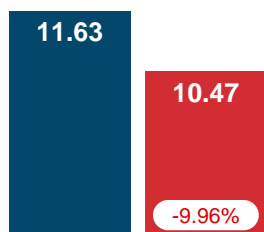
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

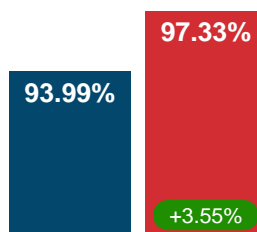
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

