

April 2019



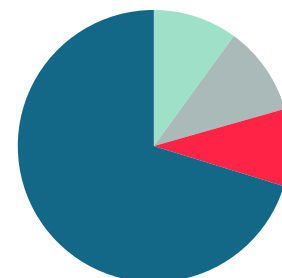
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	April 2019	+/-%
Closed Listings	66	84	27.27%
Pending Listings	91	89	-2.20%
New Listings	180	176	-2.22%
Average List Price	113,533	160,268	41.16%
Average Sale Price	107,956	150,433	39.35%
Average Percent of Selling Price to List Price	95.78%	96.38%	0.63%
Average Days on Market to Sale	64.14	51.58	-19.57%
End of Month Inventory	592	590	-0.34%
Months Supply of Inventory	8.88	8.64	-2.65%



■ Closed (10.00%)
■ Pending (10.60%)
■ Other OffMarket (9.17%)
■ Active (70.24%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of April 30, 2019 = **590**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **0.34%** to 590 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **8.64** 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 **39.35%** in April 2019 to \$150,433 versus the previous year at \$107,956.

Average Days on Market Shortens

The average number of **51.58** days that homes spent on the market before selling decreased by 12.55 days or **19.57%** in April 2019 compared to last year's same month at **64.14** DOM.

Sales Success for April 2019 is Positive

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

There were 176 New Listings in April 2019, down **2.22%** from last year at 180. Furthermore, there were 84 Closed Listings this month versus last year at 66, a **27.27%** increase.

Closed versus Listed trends yielded a **47.7%** ratio, up from previous year's, April 2018, at **36.7%**, a **30.17%** upswing. 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

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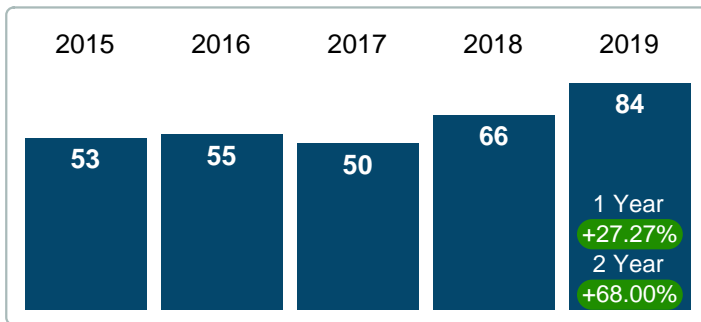
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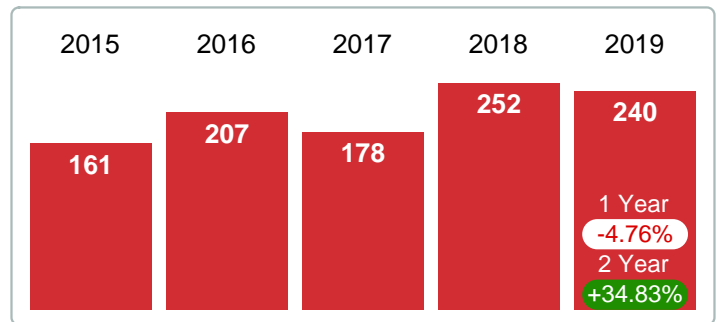
CLOSED LISTINGS

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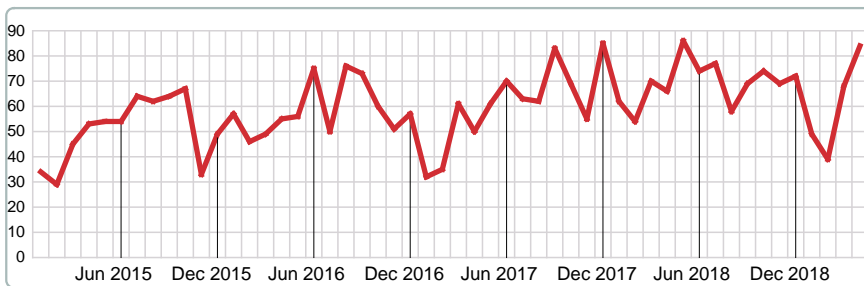
APRIL



YEAR TO DATE (YTD)

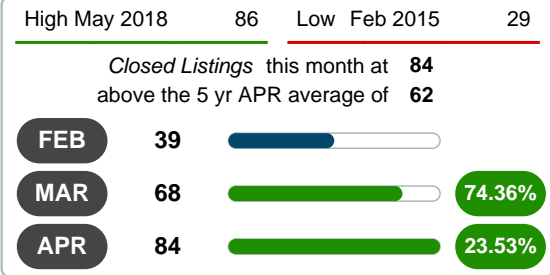


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 62



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	3	3.57%	76.3	2	1	0	0
\$25,001 - \$50,000	13	15.48%	53.6	1	10	2	0
\$50,001 - \$75,000	13	15.48%	32.3	3	9	1	0
\$75,001 - \$125,000	14	16.67%	73.6	2	10	2	0
\$125,001 - \$200,000	22	26.19%	57.0	1	17	4	0
\$200,001 - \$300,000	9	10.71%	50.1	0	4	4	1
\$300,001 and up	10	11.90%	25.0	0	5	4	1
Total Closed Units	84			9	56	17	2
Total Closed Volume	12,636,410	100%	51.6	566.79K	7.66M	3.74M	668.00K
Average Closed Price	\$150,433			\$62,977	\$136,854	\$219,871	\$334,000

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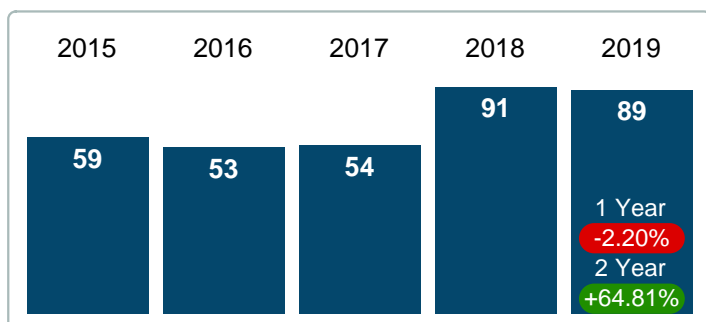
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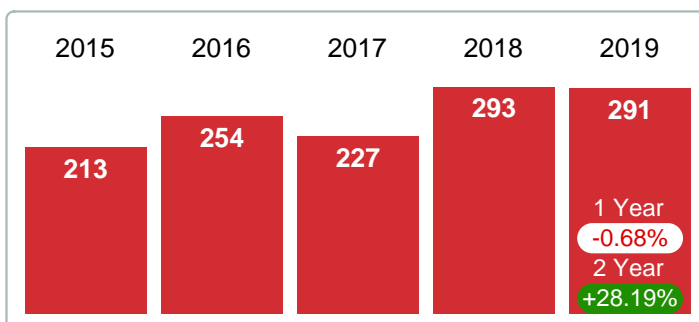
PENDING LISTINGS

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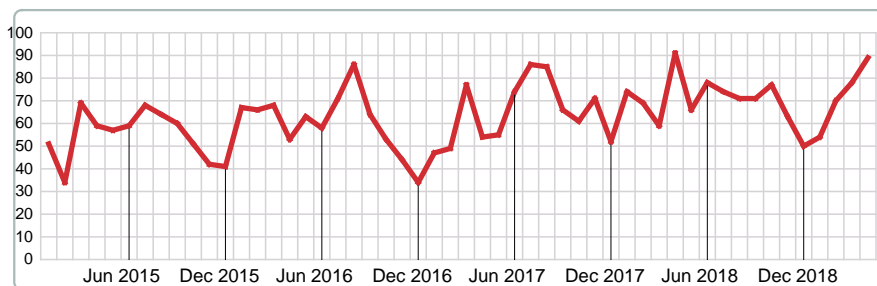
APRIL



YEAR TO DATE (YTD)

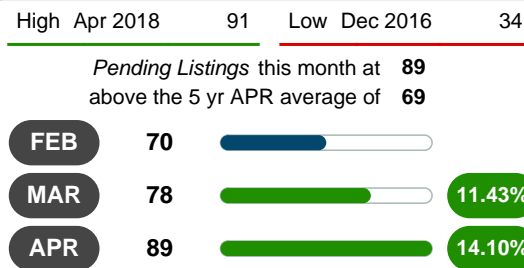


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 69



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	6.74%	41.0	3	2	1	0
\$30,001 - \$60,000	15	16.85%	51.0	7	8	0	0
\$60,001 - \$80,000	13	14.61%	51.0	4	8	1	0
\$80,001 - \$140,000	19	21.35%	76.7	2	15	2	0
\$140,001 - \$200,000	15	16.85%	72.1	2	7	5	1
\$200,001 - \$250,000	11	12.36%	75.3	0	6	5	0
\$250,001 and up	10	11.24%	56.3	1	5	3	1
Total Pending Units	89			19	51	17	2
Total Pending Volume	12,492,150	100%	63.0	1.65M	6.95M	3.11M	779.80K
Average Listing Price	\$140,361			\$86,861	\$136,300	\$182,982	\$389,900

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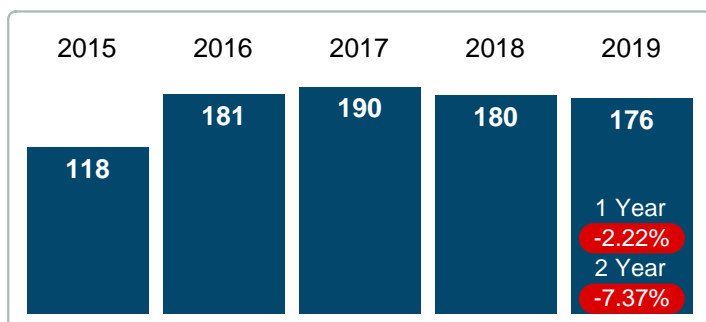
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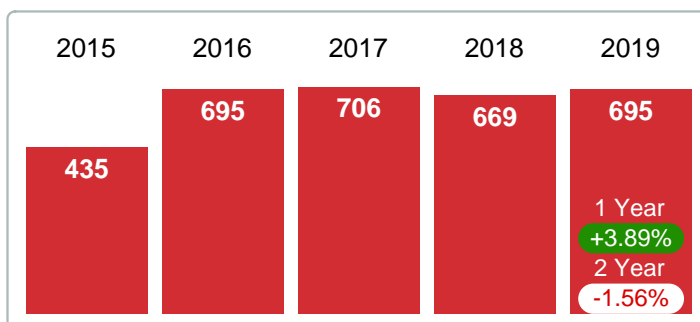
NEW LISTINGS

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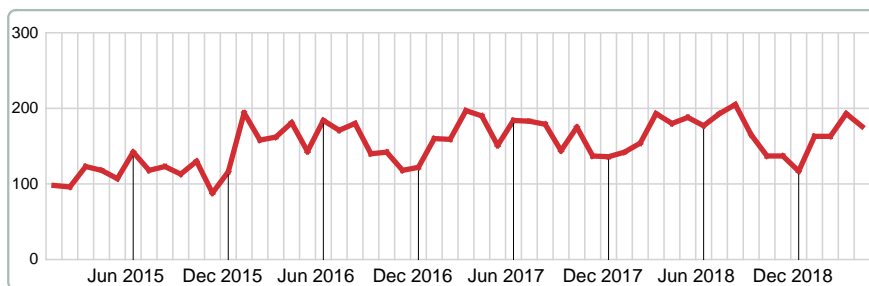
APRIL



YEAR TO DATE (YTD)

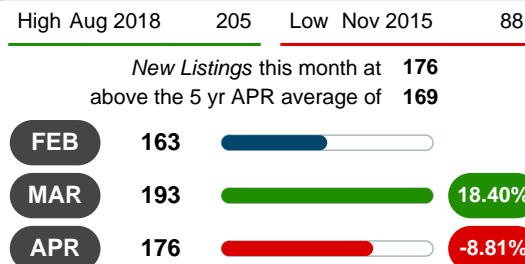


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 169



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16	9.09%	6	10	0	0
\$40,001 - \$70,000	21	11.93%	9	11	1	0
\$70,001 - \$90,000	23	13.07%	3	18	1	1
\$90,001 - \$160,000	42	23.86%	11	21	9	1
\$160,001 - \$240,000	33	18.75%	1	22	8	2
\$240,001 - \$390,000	21	11.93%	4	9	8	0
\$390,001 and up	20	11.36%	0	8	10	2
Total New Listed Units	176		34	99	37	6
Total New Listed Volume	33,713,819	100%	3.61M	17.87M	10.18M	2.06M
Average New Listed Listing Price	\$134,395		\$106,150	\$180,477	\$275,003	\$343,733

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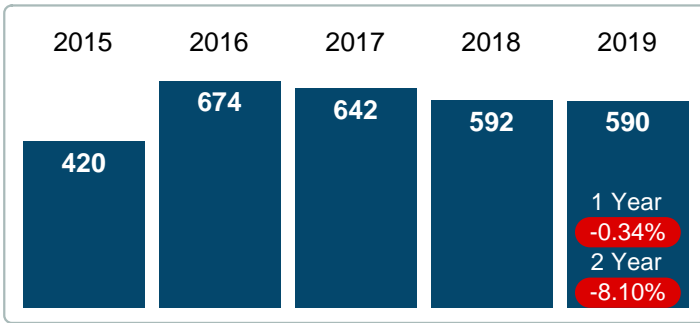
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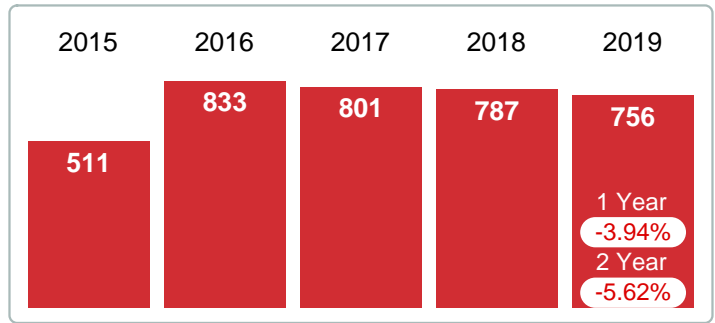
ACTIVE INVENTORY

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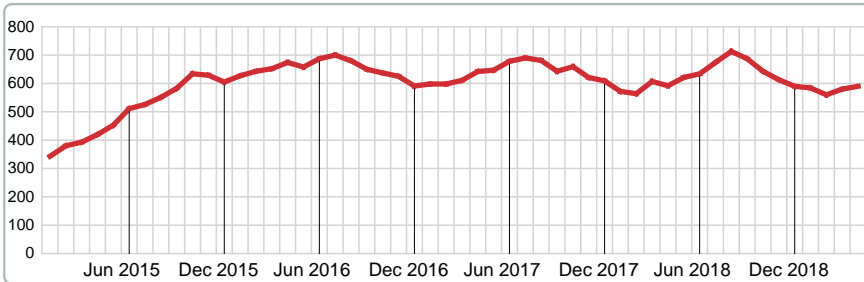
END OF APRIL



ACTIVE DURING APRIL

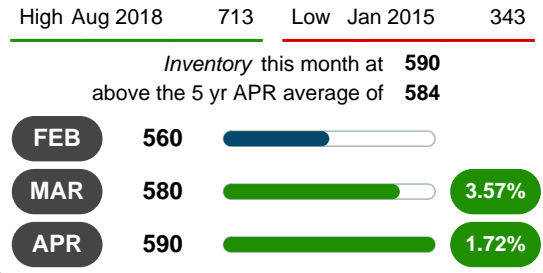


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 584



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	18	3.05%	59.6	8	10	0	0
\$25,001 - \$75,000	119	20.17%	65.5	46	66	7	0
\$75,001 - \$100,000	82	13.90%	96.1	14	51	15	2
\$100,001 - \$175,000	133	22.54%	78.8	14	93	24	2
\$175,001 - \$275,000	81	13.73%	73.2	13	45	21	2
\$275,001 - \$450,000	96	16.27%	74.6	11	49	29	7
\$450,001 and up	61	10.34%	74.5	1	21	30	9
Total Active Inventory by Units			590	107	335	126	22
Total Active Inventory by Volume			133,086,021	13.36M	65.15M	40.69M	13.88M
Average Active Inventory Listing Price			\$225,570	\$124,878	\$194,484	\$322,940	\$630,974

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Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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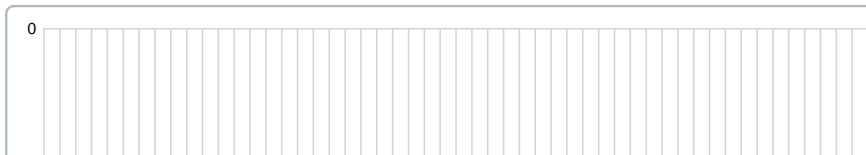
MSI FOR APRIL

2015	2016	2017	2018	2019

INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
590	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
\$40,000 and less	45	7.63%	4.78	5.28	4.94	2.00	0.00
\$40,001 - \$70,000	76	12.88%	6.56	10.18	5.56	4.80	0.00
\$70,001 - \$100,000	98	16.61%	8.34	8.31	7.44	12.80	0.00
\$100,001 - \$190,000	150	25.42%	7.38	12.00	6.57	9.94	4.80
\$190,001 - \$290,000	72	12.20%	8.00	48.00	6.81	7.13	6.00
\$290,001 - \$460,000	90	15.25%	19.64	120.00	21.33	19.50	6.55
\$460,001 and up	59	10.00%	37.26	12.00	28.50	45.00	54.00
Market Supply of Inventory (MSI)			8.64	9.88	7.50	11.81	10.56
Total Active Inventory by Units		100%	8.64	107	335	126	22

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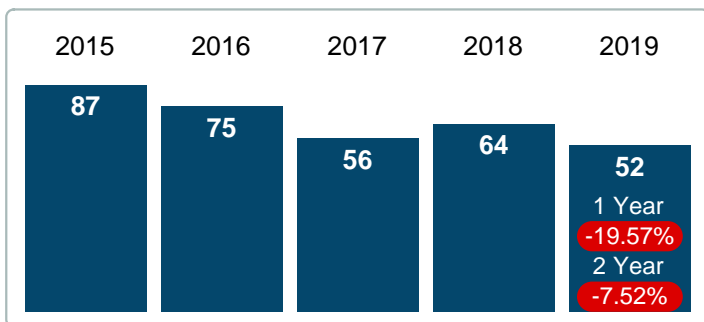
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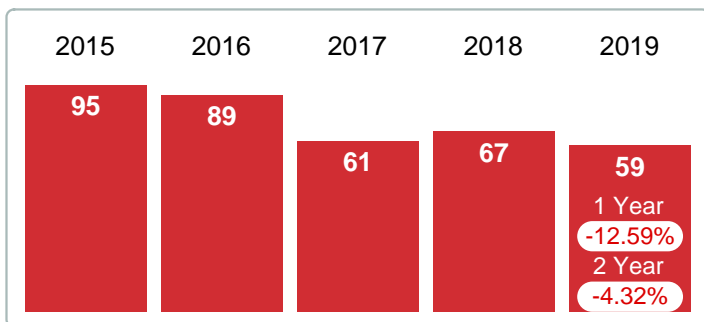
AVERAGE DAYS ON MARKET TO SALE

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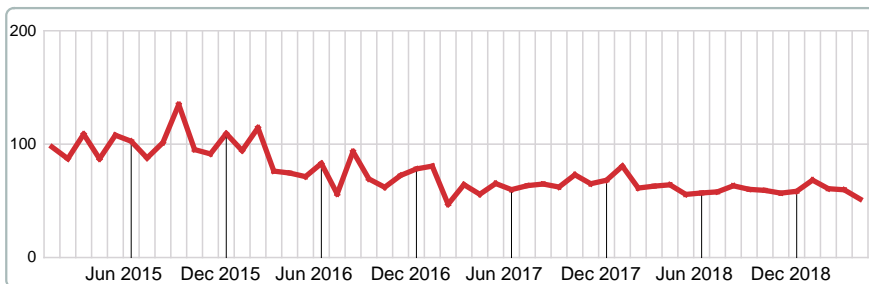
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

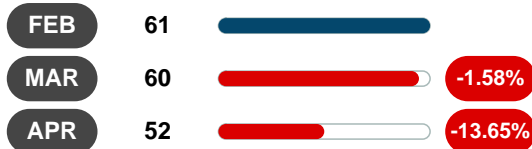


3 MONTHS

5 year APR AVG = 67

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 52 below the 5 yr APR average of 67



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	3.57%	76	82	65	0	0
\$25,001 - \$50,000	15.48%	54	10	52	86	0
\$50,001 - \$75,000	15.48%	32	30	32	44	0
\$75,001 - \$125,000	16.67%	74	96	66	88	0
\$125,001 - \$200,000	26.19%	57	9	46	115	0
\$200,001 - \$300,000	10.71%	50	0	73	28	46
\$300,001 and up	11.90%	25	0	24	29	11
Average Closed DOM		52	52	49	64	29
Total Closed Units	100%	52	9	56	17	2
Total Closed Volume		12,636,410	566.79K	7.66M	3.74M	668.00K

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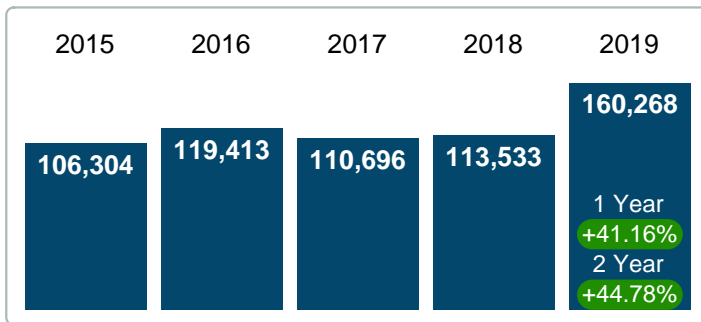
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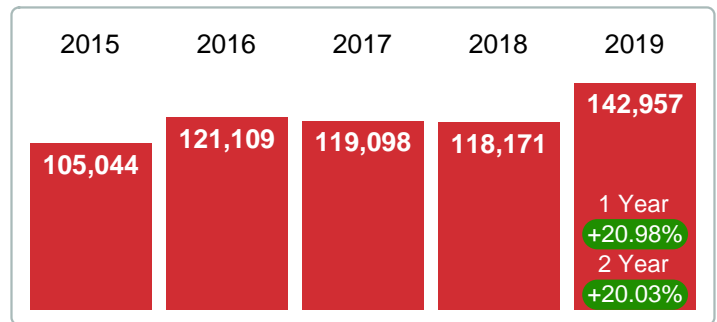
AVERAGE LIST PRICE AT CLOSING

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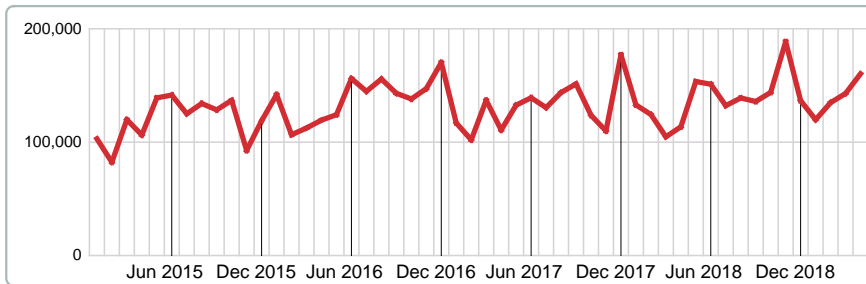
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

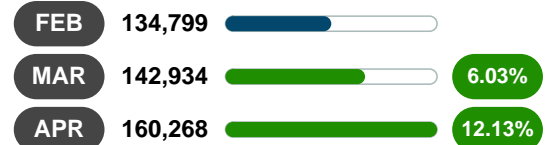


3 MONTHS

5 year APR AVG = 122,043

High Nov 2018 188,596 Low Feb 2015 82,286

Average List Price at Closing this month at **160,268**
above the 5 yr APR average of **122,043**



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	3	3.57%	20,000	22,500	27,500	0	0
\$25,001 - \$50,000	12	14.29%	37,348	15,000	44,156	33,905	0
\$50,001 - \$75,000	10	11.90%	63,035	65,083	69,433	83,900	0
\$75,001 - \$125,000	18	21.43%	102,933	95,500	107,280	113,300	0
\$125,001 - \$200,000	22	26.19%	159,945	135,000	161,471	159,700	0
\$200,001 - \$300,000	9	10.71%	248,289	0	264,675	237,725	225,000
\$300,001 and up	10	11.90%	471,780	0	443,980	499,725	499,000
Average List Price			160,268	64,583	146,256	233,348	362,000
Total Closed Units		100%	160,268	9	56	17	2
Total Closed Volume			13,462,520	581.25K	8.19M	3.97M	724.00K

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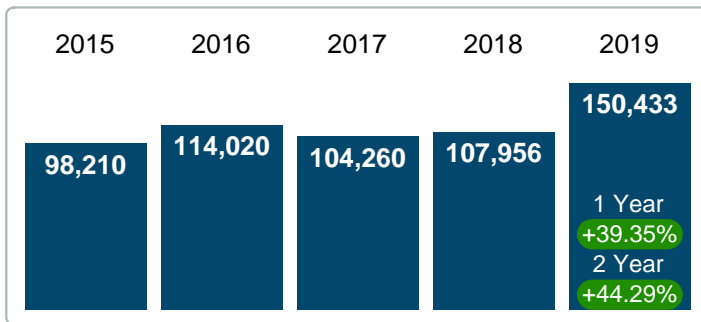
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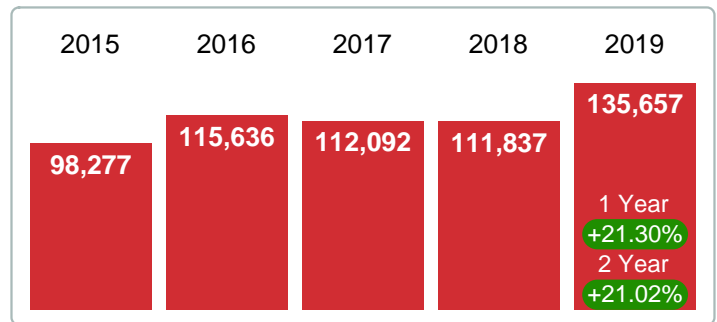
AVERAGE SOLD PRICE AT CLOSING

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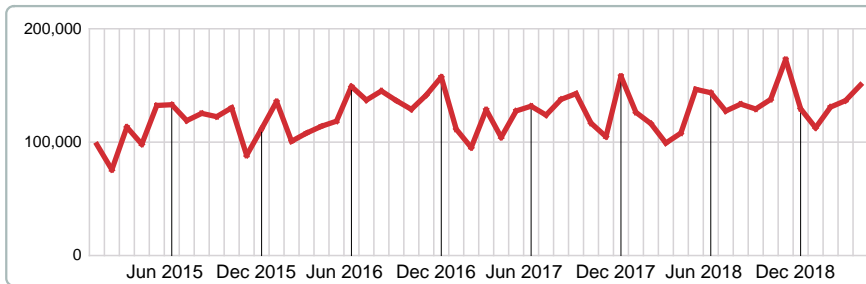
APRIL



YEAR TO DATE (YTD)

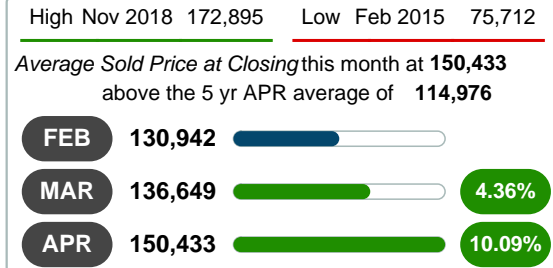


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 114,976



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	3.57%	20,667	20,000	22,000	0	0
\$25,001 - \$50,000	15.48%	37,135	30,040	38,621	33,250	0
\$50,001 - \$75,000	15.48%	64,770	63,250	64,139	75,000	0
\$75,001 - \$125,000	16.67%	101,750	88,500	104,350	102,000	0
\$125,001 - \$200,000	26.19%	154,909	130,000	156,971	152,375	0
\$200,001 - \$300,000	10.71%	239,889	0	251,250	236,500	208,000
\$300,001 and up	11.90%	425,816	0	392,271	459,200	460,000
Average Sold Price		150,433	62,977	136,854	219,871	334,000
Total Closed Units	100%	150,433	9	56	17	2
Total Closed Volume		12,636,410	566.79K	7.66M	3.74M	668.00K

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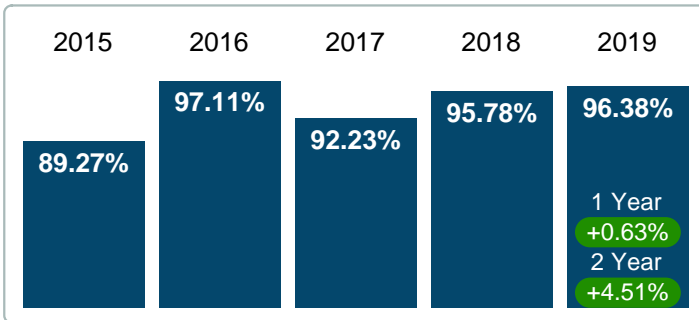
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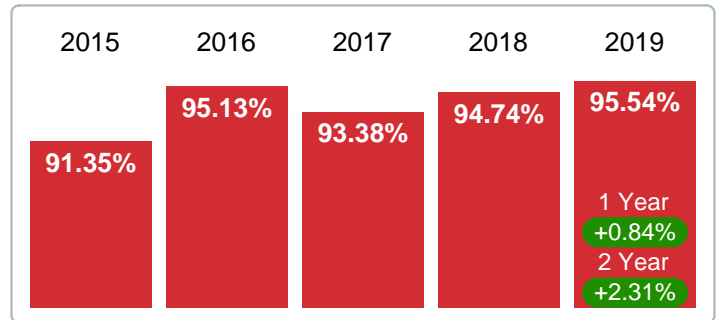
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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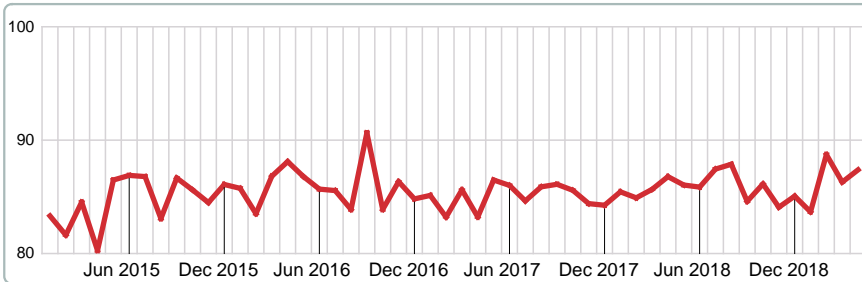
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

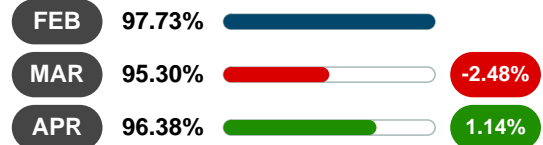


3 MONTHS

5 year APR AVG = 94.15%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **96.38%** above the 5 yr APR average of **94.15%**



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	3	3.57%	86.67%	90.00%	80.00%	0.00%	0.00%
\$25,001 - \$50,000	13	15.48%	101.41%	200.27%	91.92%	99.41%	0.00%
\$50,001 - \$75,000	13	15.48%	96.31%	97.16%	96.79%	89.39%	0.00%
\$75,001 - \$125,000	14	16.67%	96.44%	93.58%	98.51%	88.97%	0.00%
\$125,001 - \$200,000	22	26.19%	97.17%	96.30%	97.53%	95.85%	0.00%
\$200,001 - \$300,000	9	10.71%	96.75%	0.00%	95.16%	99.42%	92.44%
\$300,001 and up	10	11.90%	90.73%	0.00%	89.80%	91.52%	92.18%
Average Sold/List Ratio		96.40%		106.13%	95.41%	94.90%	92.31%
Total Closed Units	84	100%	96.40%	9	56	17	2
Total Closed Volume	12,636,410			566.79K	7.66M	3.74M	668.00K

April 2019



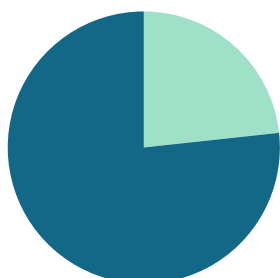
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

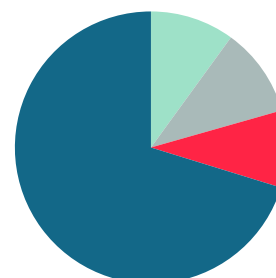


Inventory
 New Listings
176 = 23.28%
 Start Inventory
580
 Total Inventory Units
756
 Volume
\$163,869,421

Market Activity

Closed Sales
84 = 10.00%
 Pending Sales
89 = 10.60%
 Other Off Market
77 = 9.17%
 Active Inventory
590 = 70.24%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	66	84	27.27%	252	240	-4.76%
Pending Sales	91	89	-2.20%	293	291	-0.68%
New Listings	180	176	-2.22%	669	695	3.89%
Average List Price	113,533	160,268	41.16%	118,171	142,957	20.98%
Average Sale Price	107,956	150,433	39.35%	111,837	135,657	21.30%
Average Percent of Selling Price to List Price	95.78%	96.38%	0.63%	94.74%	95.54%	0.84%
Average Days on Market to Sale	64.14	51.58	-19.57%	67.24	58.78	-12.59%
Monthly Inventory	592	590	-0.34%	592	590	-0.34%
Months Supply of Inventory	8.88	8.64	-2.65%	8.88	8.64	-2.65%

Absorption: Last 12 months, an Average of **68** Sales/Month

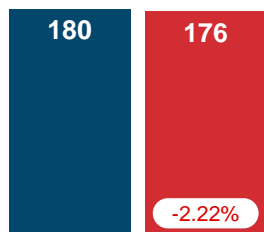
Inventory on April 30, 2019 = **590**

2018 **2019**

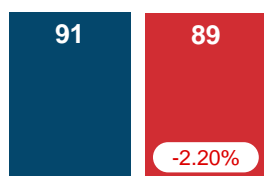
APRIL MARKET

AVERAGE PRICES

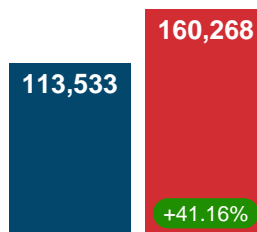
New Listings



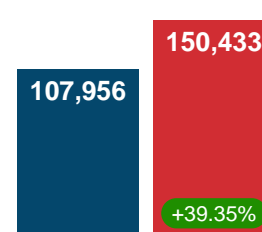
Pending Listings



List Price



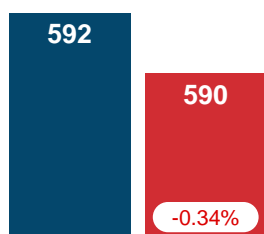
Sale Price



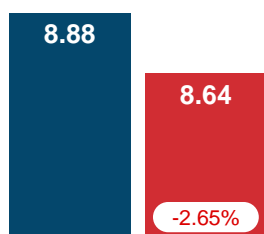
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

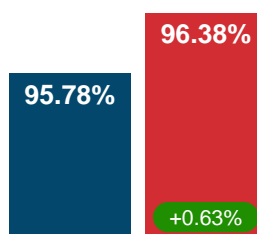
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

