

April 2019



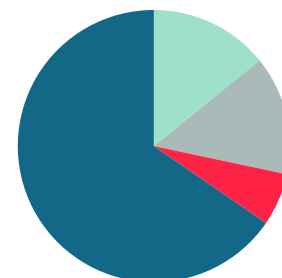
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	April 2019	+/-%
Closed Listings	41	68	65.85%
Pending Listings	76	68	-10.53%
New Listings	119	125	5.04%
Median List Price	139,900	159,250	13.83%
Median Sale Price	139,900	157,500	12.58%
Median Percent of Selling Price to List Price	97.30%	98.03%	0.75%
Median Days on Market to Sale	44.00	37.00	-15.91%
End of Month Inventory	321	314	-2.18%
Months Supply of Inventory	6.71	5.20	-22.55%



■ Closed (14.17%)
■ Pending (14.17%)
■ Other OffMarket (6.25%)
■ Active (65.42%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of April 30, 2019 = **314**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **2.18%** to 314 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **5.20** 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 **12.58%** in April 2019 to \$157,500 versus the previous year at \$139,900.

Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 7.00 days or **15.91%** in April 2019 compared to last year's same month at **44.00** DOM.

Sales Success for April 2019 is Positive

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

There were 125 New Listings in April 2019, up **5.04%** from last year at 119. Furthermore, there were 68 Closed Listings this month versus last year at 41, a **65.85%** increase.

Closed versus Listed trends yielded a **54.4%** ratio, up from previous year's, April 2018, at **34.5%**, a **57.89%** 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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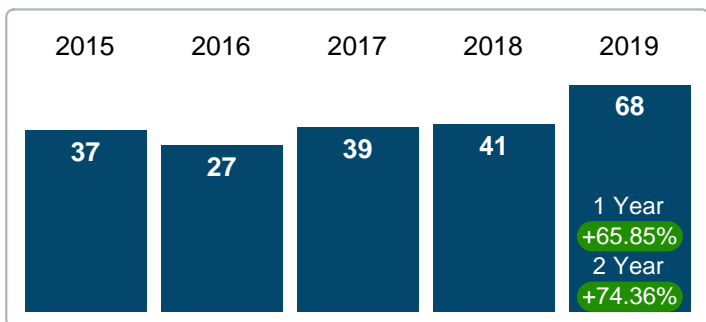
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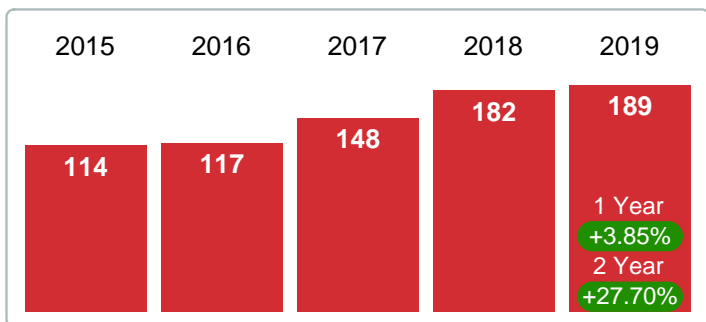
CLOSED LISTINGS

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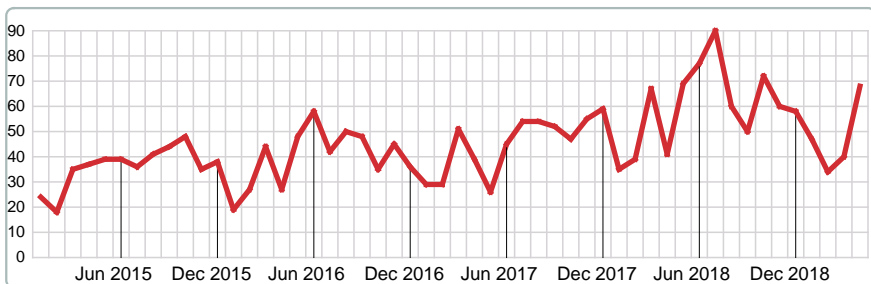
APRIL



YEAR TO DATE (YTD)

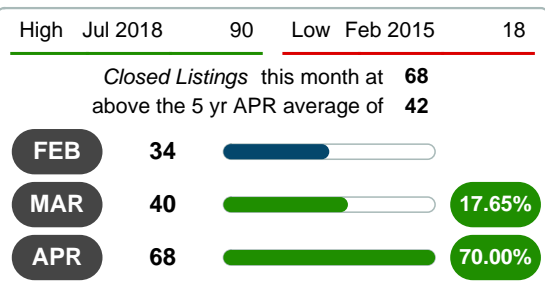


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.88%	67.5	3	1	0	0
\$50,001 - \$100,000	11	16.18%	12.0	3	6	2	0
\$100,001 - \$125,000	6	8.82%	32.5	0	5	1	0
\$125,001 - \$175,000	21	30.88%	26.0	0	18	2	1
\$175,001 - \$200,000	11	16.18%	40.0	1	8	2	0
\$200,001 - \$225,000	6	8.82%	27.5	0	4	2	0
\$225,001 and up	9	13.24%	110.0	0	7	2	0
Total Closed Units	68			7	49	11	1
Total Closed Volume	10,879,751	100%	37.0	518.00K	7.97M	2.26M	128.00K
Median Closed Price	\$157,500			\$71,000	\$159,500	\$186,500	\$128,000

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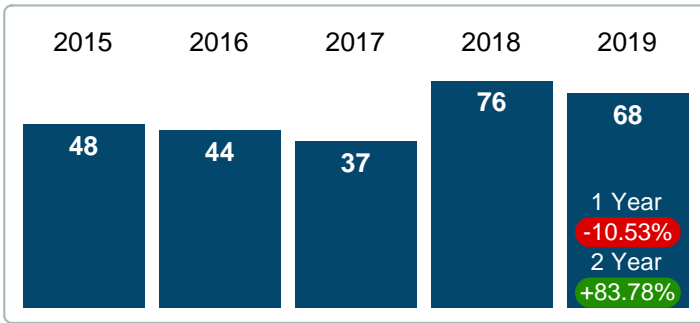
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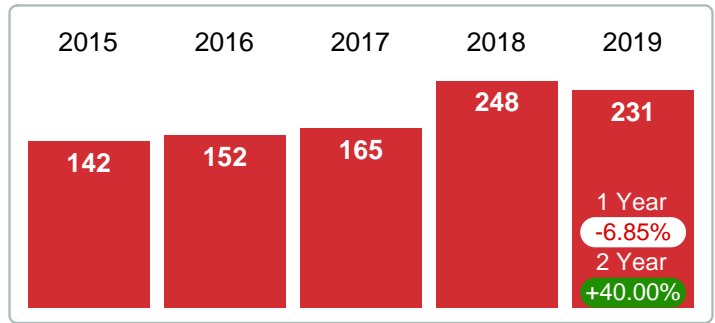
PENDING LISTINGS

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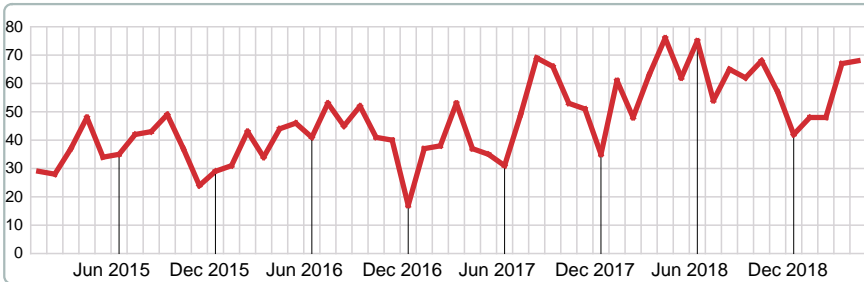
APRIL



YEAR TO DATE (YTD)

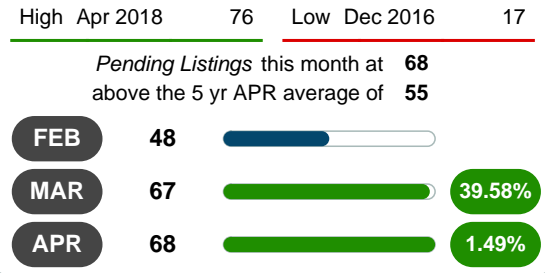


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 55



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	8.82%	22.0	4	2	0	0
\$60,001 - \$80,000	10	14.71%	12.5	3	7	0	0
\$80,001 - \$120,000	6	8.82%	4.5	1	4	1	0
\$120,001 - \$160,000	20	29.41%	27.5	1	16	3	0
\$160,001 - \$190,000	10	14.71%	36.5	0	8	2	0
\$190,001 - \$250,000	9	13.24%	6.0	1	8	0	0
\$250,001 and up	7	10.29%	60.0	0	6	0	1
Total Pending Units	68			10	51	6	1
Total Pending Volume	11,563,179	100%	22.0	783.40K	9.55M	877.00K	349.90K
Median Listing Price	\$149,450			\$67,000	\$157,500	\$147,450	\$349,900

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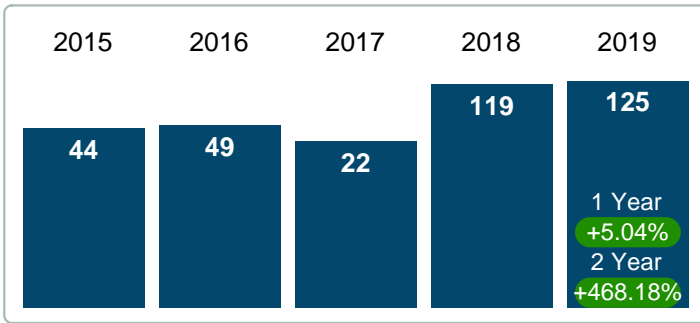
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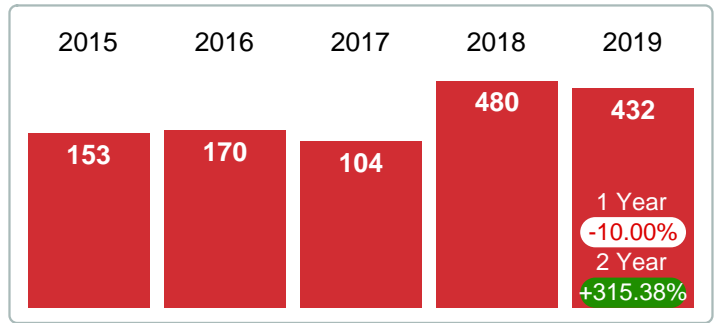
NEW LISTINGS

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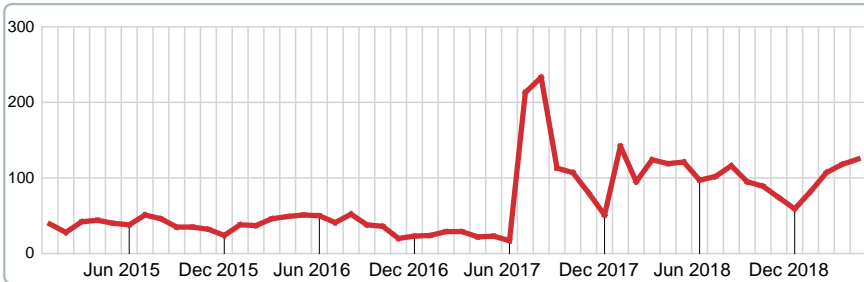
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 72

High Aug 2017 233 Low Jun 2017 17

New Listings this month at **125**
above the 5 yr APR average of **72**

FEB	107	<div style="width: 75%;"></div>
MAR	118	<div style="width: 85%;"></div> 10.28%
APR	125	<div style="width: 95%;"></div> 5.93%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	7.20%	5	4	0	0
\$75,001 - \$100,000	18	14.40%	3	11	3	1
\$100,001 - \$150,000	18	14.40%	3	13	2	0
\$150,001 - \$200,000	25	20.00%	1	20	4	0
\$200,001 - \$325,000	26	20.80%	3	12	9	2
\$325,001 - \$425,000	13	10.40%	2	6	3	2
\$425,001 and up	16	12.80%	1	8	4	3
Total New Listed Units	125		18	74	25	8
Total New Listed Volume	29,330,044	100%	2.96M	16.78M	6.52M	3.07M
Median New Listed Listing Price	\$189,900		\$119,950	\$174,450	\$210,680	\$389,250

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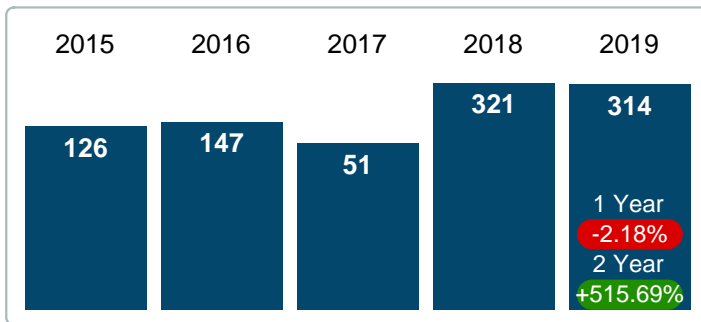
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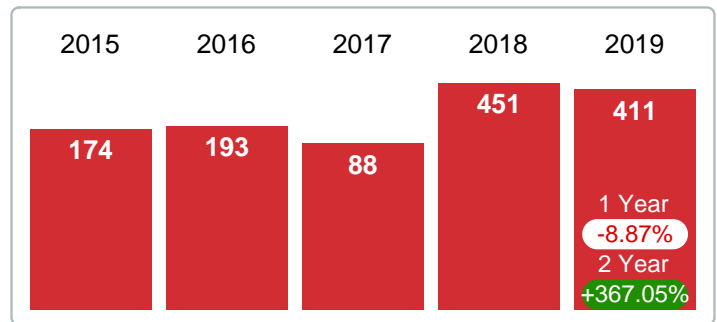
ACTIVE INVENTORY

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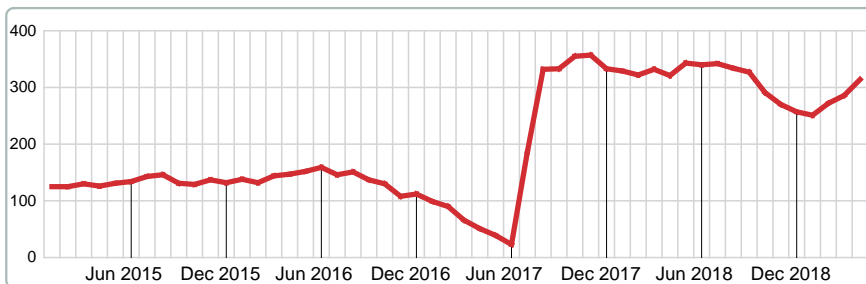
END OF APRIL



ACTIVE DURING APRIL

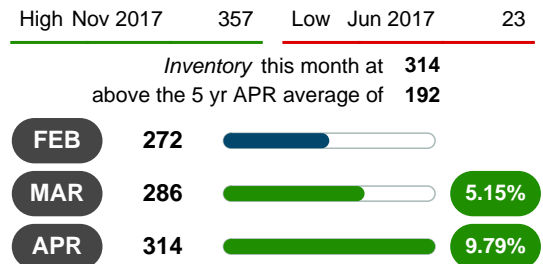


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 192



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	30	9.55%	56.5	16	11	2	1
\$75,001 - \$100,000	27	8.60%	26.0	5	18	3	1
\$100,001 - \$150,000	44	14.01%	69.0	12	26	3	3
\$150,001 - \$250,000	95	30.25%	50.0	5	60	29	1
\$250,001 - \$325,000	38	12.10%	51.5	3	21	10	4
\$325,001 - \$475,000	45	14.33%	49.0	4	20	13	8
\$475,001 and up	35	11.15%	68.0	0	13	13	9
Total Active Inventory by Units	314			45	169	73	27
Total Active Inventory by Volume	89,263,541	100%	55.5	5.95M	45.23M	25.01M	13.07M
Median Active Inventory Listing Price	\$208,500			\$110,000	\$190,000	\$249,000	\$399,000

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Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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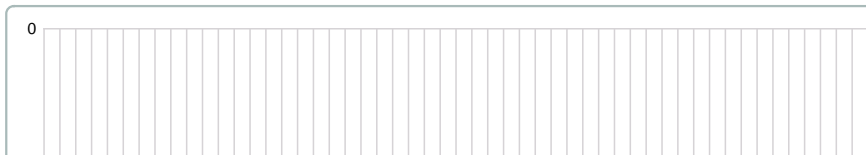
MSI FOR APRIL

2015	2016	2017	2018	2019

INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
314	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
\$75,000 and less	30	9.55%	2.34	3.31	1.61	2.00	6.00
\$75,001 - \$100,000	27	8.60%	4.44	3.75	5.27	2.25	0.00
\$100,001 - \$150,000	44	14.01%	3.14	8.47	2.48	1.80	7.20
\$150,001 - \$250,000	95	30.25%	4.51	7.50	4.29	4.90	2.00
\$250,001 - \$325,000	38	12.10%	9.70	18.00	9.69	7.50	16.00
\$325,001 - \$475,000	45	14.33%	31.76	0.00	60.00	19.50	19.20
\$475,001 and up	35	11.15%	32.31	0.00	39.00	22.29	54.00
Market Supply of Inventory (MSI)			5.20	5.35	4.50	5.84	14.09
Total Active Inventory by Units		100%	5.20	45	169	73	27

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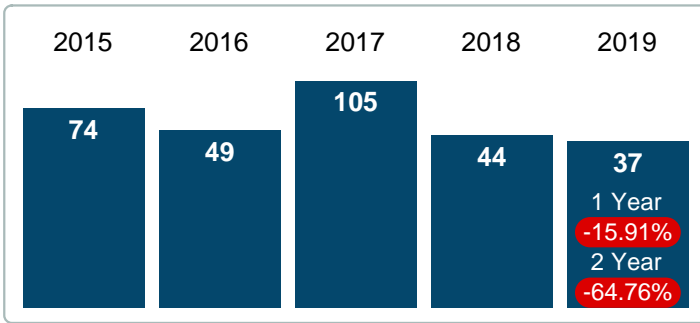
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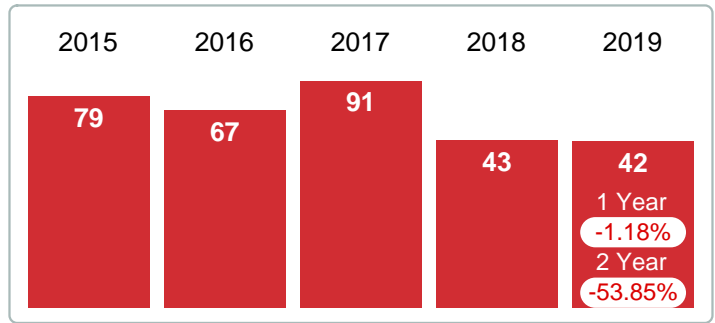
MEDIAN DAYS ON MARKET TO SALE

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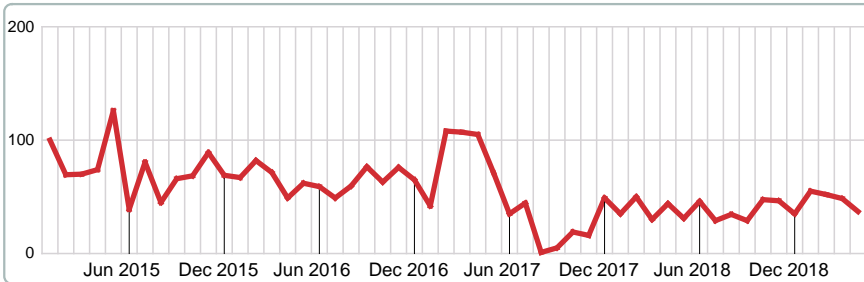
APRIL



YEAR TO DATE (YTD)

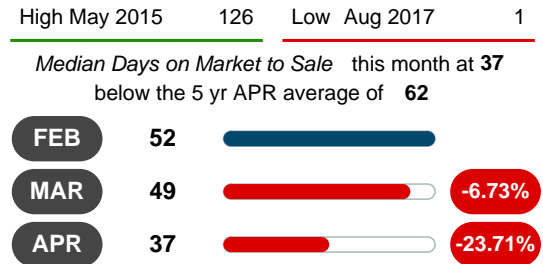


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 62



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
\$50,000 and less	5.88%	68	134	1	0	0
\$50,001 - \$100,000	16.18%	12	27	22	11	0
\$100,001 - \$125,000	8.82%	33	0	36	22	0
\$125,001 - \$175,000	30.88%	26	0	32	34	21
\$175,001 - \$200,000	16.18%	40	1	44	87	0
\$200,001 - \$225,000	8.82%	28	0	45	23	0
\$225,001 and up	13.24%	110	0	110	136	0
Median Closed DOM		37	27	39	28	21
Total Closed Units	100%	68	7	49	11	1
Total Closed Volume		10,879,751	518.00K	7.97M	2.26M	128.00K

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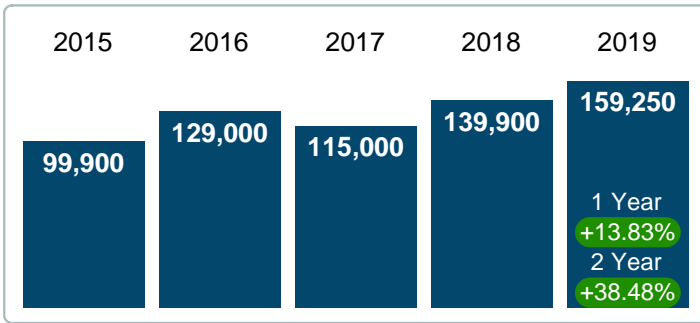
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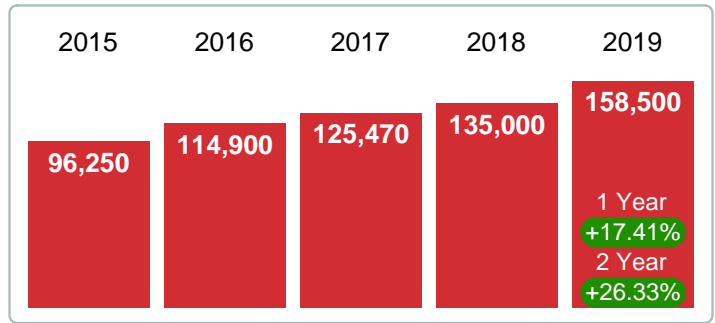
MEDIAN LIST PRICE AT CLOSING

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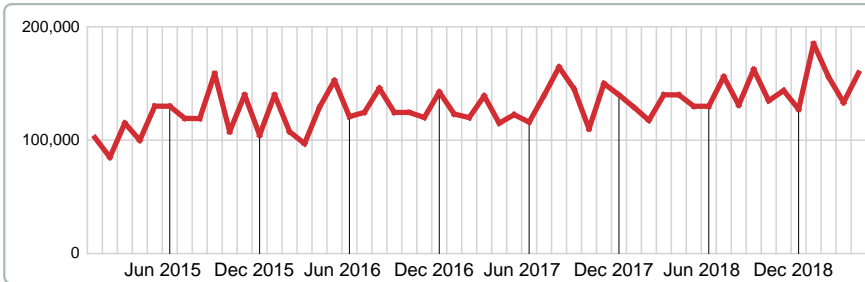
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YEAR TO DATE (YTD)

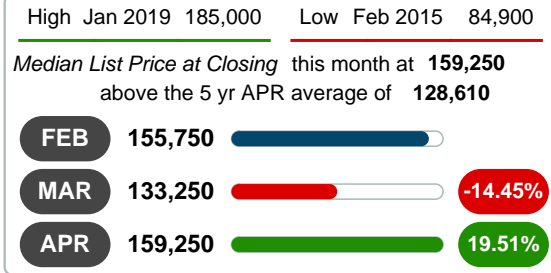


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 128,610



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
\$50,000 and less	4	5.88%	32,250	29,500	50,000	0	0
\$50,001 - \$100,000	11	16.18%	80,000	80,000	84,500	82,250	0
\$100,001 - \$125,000	4	5.88%	112,250	0	112,250	0	0
\$125,001 - \$175,000	20	29.41%	149,900	0	155,600	149,000	129,900
\$175,001 - \$200,000	12	17.65%	183,500	0	185,000	179,900	0
\$200,001 - \$225,000	6	8.82%	209,950	209,900	210,000	209,950	0
\$225,001 and up	11	16.18%	249,900	0	244,950	330,000	0
Median List Price			159,250	74,000	169,000	179,900	129,900
Total Closed Units		100%	159,250	7	49	11	1
Total Closed Volume			11,261,325	541.40K	8.22M	2.37M	129.90K

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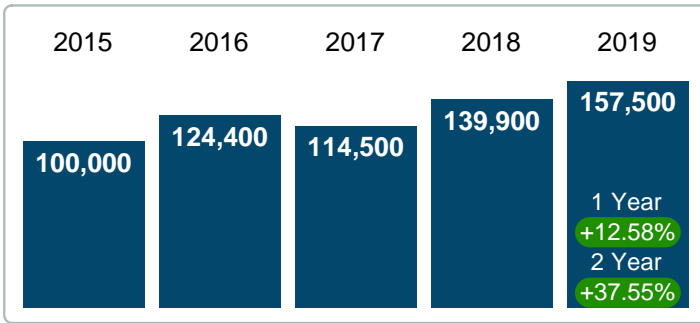
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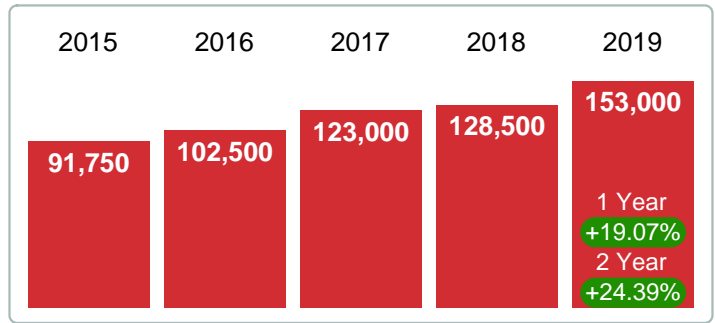
MEDIAN SOLD PRICE AT CLOSING

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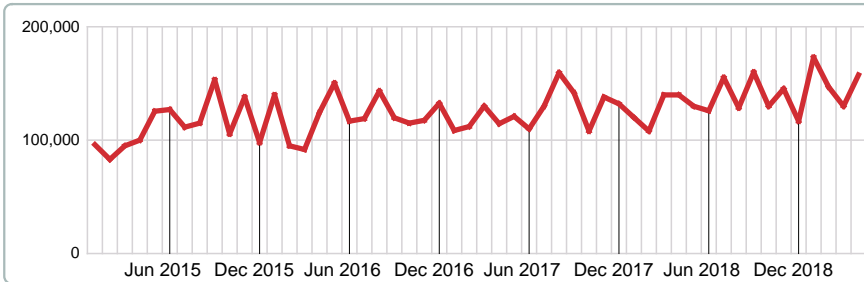
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

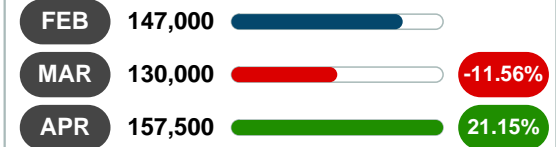


3 MONTHS

5 year APR AVG = 127,260

High Jan 2019 173,000 Low Feb 2015 83,000

Median Sold Price at Closing this month at 157,500 above the 5 yr APR average of 127,260



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
\$50,000 and less	4	5.88%	29,750	29,500	50,000	0	0
\$50,001 - \$100,000	11	16.18%	83,900	71,500	84,450	78,500	0
\$100,001 - \$125,000	6	8.82%	107,750	0	110,000	105,500	0
\$125,001 - \$175,000	21	30.88%	150,000	0	154,450	145,001	128,000
\$175,001 - \$200,000	11	16.18%	191,500	198,000	187,750	193,250	0
\$200,001 - \$225,000	6	8.82%	218,450	0	218,450	216,000	0
\$225,001 and up	9	13.24%	250,000	0	238,000	444,000	0
Median Sold Price			157,500	71,000	159,500	186,500	128,000
Total Closed Units		100%	157,500	7	49	11	1
Total Closed Volume			10,879,751	518.00K	7.97M	2.26M	128.00K

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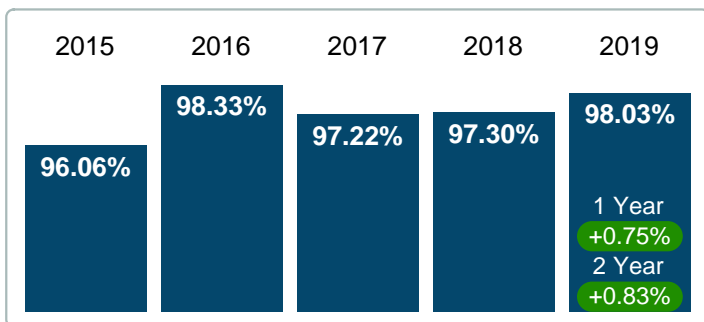
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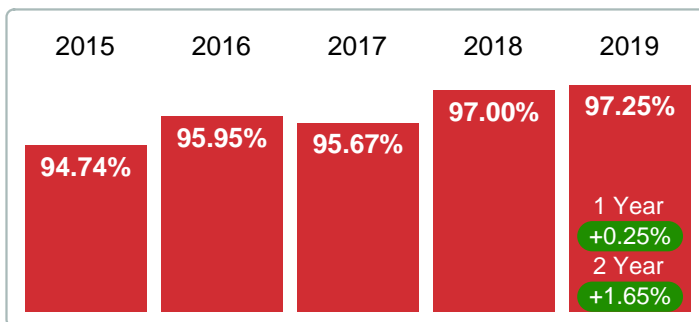
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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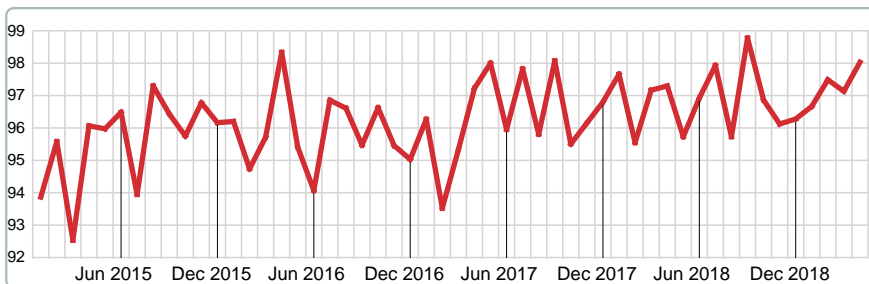
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

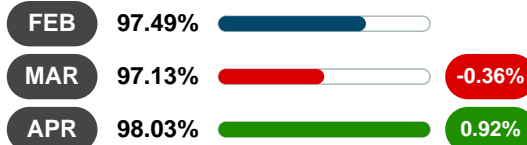


3 MONTHS

5 year APR AVG = 97.39%

High Sep 2018 98.78% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **98.03%**
above the 5 yr APR average of **97.39%**



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
\$50,000 and less	4	5.88%	100.00%	100.00%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	11	16.18%	96.62%	96.62%	97.32%	95.32%	0.00%
\$100,001 - \$125,000	6	8.82%	94.65%	0.00%	95.24%	70.81%	0.00%
\$125,001 - \$175,000	21	30.88%	98.54%	0.00%	98.44%	99.23%	98.54%
\$175,001 - \$200,000	11	16.18%	100.00%	94.33%	100.00%	100.64%	0.00%
\$200,001 - \$225,000	6	8.82%	97.68%	0.00%	99.54%	96.01%	0.00%
\$225,001 and up	9	13.24%	96.23%	0.00%	96.23%	96.03%	0.00%
Median Sold/List Ratio		98.03%		96.62%	98.97%	97.14%	98.54%
Total Closed Units		68	100%	7	49	11	1
Total Closed Volume		10,879,751		518.00K	7.97M	2.26M	128.00K

April 2019



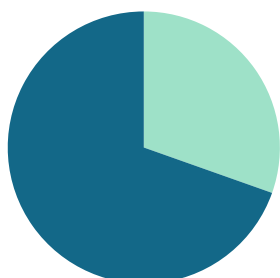
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

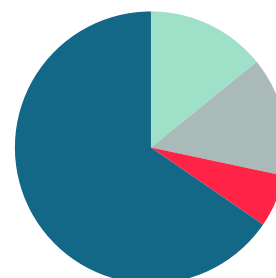


Inventory
 New Listings
125 = 30.41%
 Start Inventory
286
 Total Inventory Units
411
 Volume
\$112,682,820

Market Activity

Closed Sales
68 = 14.17%
 Pending Sales
68 = 14.17%
 Other Off Market
30 = 6.25%
 Active Inventory
314 = 65.42%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	41	68	65.85%	182	189	3.85%
Pending Sales	76	68	-10.53%	248	231	-6.85%
New Listings	119	125	5.04%	480	432	-10.00%
Median List Price	139,900	159,250	13.83%	135,000	158,500	17.41%
Median Sale Price	139,900	157,500	12.58%	128,500	153,000	19.07%
Median Percent of Selling Price to List Price	97.30%	98.03%	0.75%	97.00%	97.25%	0.25%
Median Days on Market to Sale	44.00	37.00	-15.91%	42.50	42.00	-1.18%
Monthly Inventory	321	314	-2.18%	321	314	-2.18%
Months Supply of Inventory	6.71	5.20	-22.55%	6.71	5.20	-22.55%

Absorption: Last 12 months, an Average of **60** Sales/Month

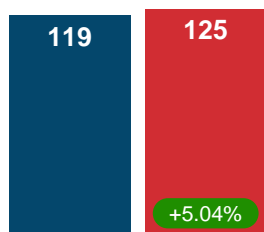
Inventory on April 30, 2019 = **314**

2018 **2019**

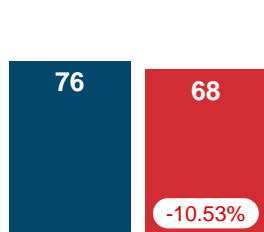
APRIL MARKET

MEDIAN PRICES

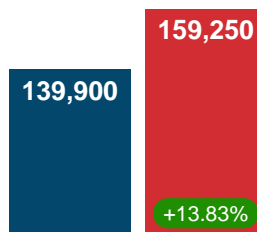
New Listings



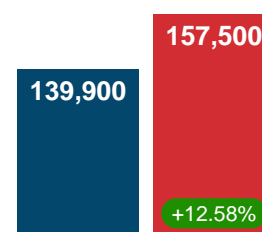
Pending Listings



List Price



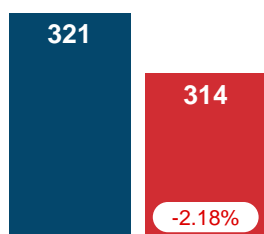
Sale Price



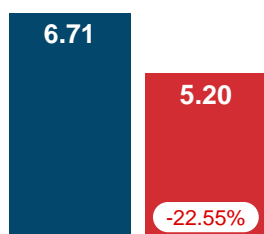
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

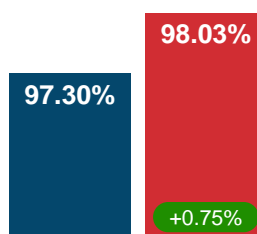
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

