

February 2019



Area Delimited by County Of Mayes - Residential Property Type

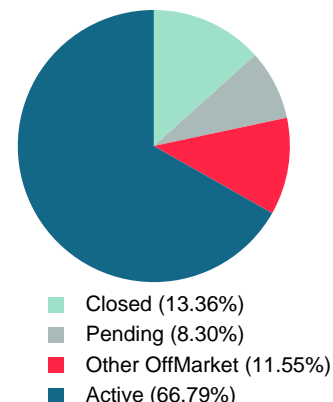


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	February 2019	+/- %
Closed Listings	18	37	105.56%
Pending Listings	20	23	15.00%
New Listings	51	49	-3.92%
Average List Price	168,389	143,331	-14.88%
Average Sale Price	161,396	135,851	-15.83%
Average Percent of Selling Price to List Price	95.53%	94.25%	-1.34%
Average Days on Market to Sale	75.44	63.68	-15.60%
End of Month Inventory	214	185	-13.55%
Months Supply of Inventory	7.88	6.27	-20.39%

Absorption: Last 12 months, an Average of **30** Sales/Month
Active Inventory as of February 28, 2019 = **185**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **13.55%** to 185 existing homes available for sale. Over the last 12 months this area has had an average of 30 closed sales per month. This represents an unsold inventory index of **6.27** 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 **15.83%** in February 2019 to \$135,851 versus the previous year at \$161,396.

Average Days on Market Shortens

The average number of **63.68** days that homes spent on the market before selling decreased by 11.77 days or **15.60%** in February 2019 compared to last year's same month at **75.44** DOM.

Sales Success for February 2019 is Positive

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

There were 49 New Listings in February 2019, down **3.92%** from last year at 51. Furthermore, there were 37 Closed Listings this month versus last year at 18, a **105.56%** increase.

Closed versus Listed trends yielded a **75.5%** ratio, up from previous year's, February 2018, at **35.3%**, a **113.95%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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.

February 2019



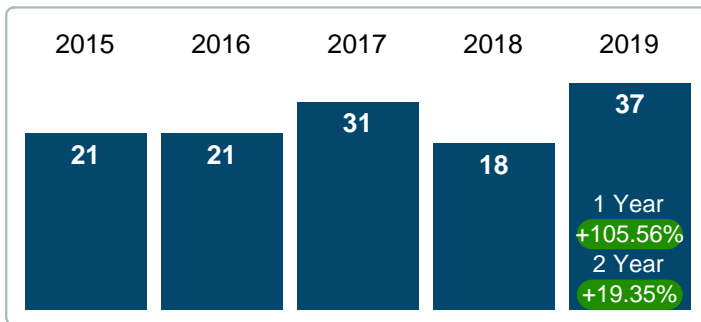
Area Delimited by County Of Mayes - Residential Property Type



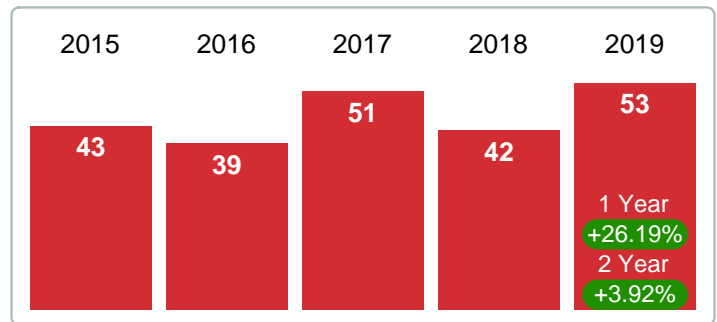
CLOSED LISTINGS

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

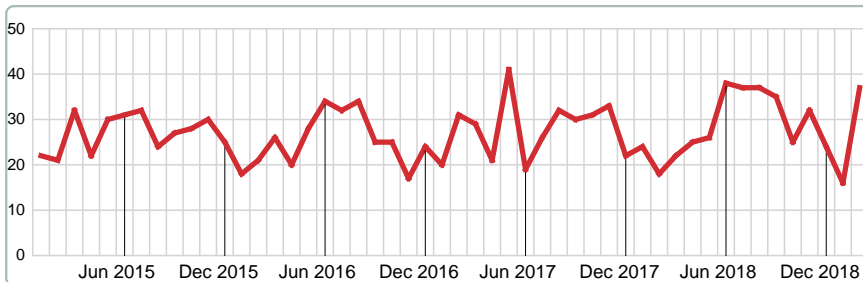
FEBRUARY



YEAR TO DATE (YTD)

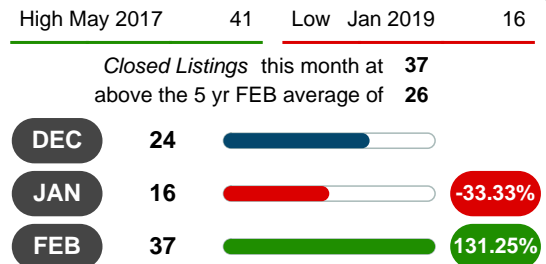


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 26



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	8.11%	15.0	1	2	0	0
\$50,001 \$80,000	6	16.22%	65.3	4	1	1	0
\$80,001 \$90,000	1	2.70%	21.0	1	0	0	0
\$90,001 \$140,000	14	37.84%	61.5	1	13	0	0
\$140,001 \$170,000	4	10.81%	78.5	0	3	0	1
\$170,001 \$230,000	6	16.22%	76.5	0	6	0	0
\$230,001 and up	3	8.11%	88.0	0	2	1	0
Total Closed Units	37			7	27	2	1
Total Closed Volume	5,026,494	100%	63.7	508.35K	4.01M	360.00K	149.90K
Average Closed Price	\$135,851			\$72,621	\$148,453	\$180,000	\$149,900

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

February 2019



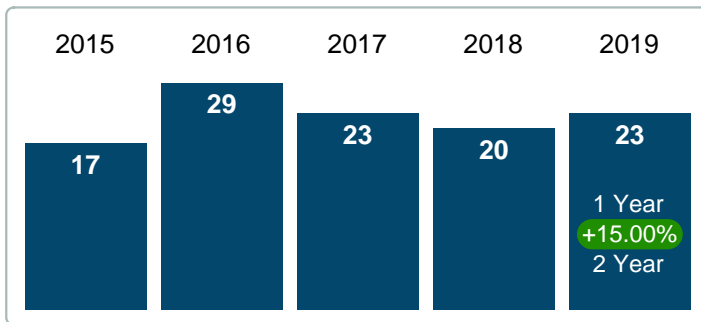
Area Delimited by County Of Mayes - Residential Property Type



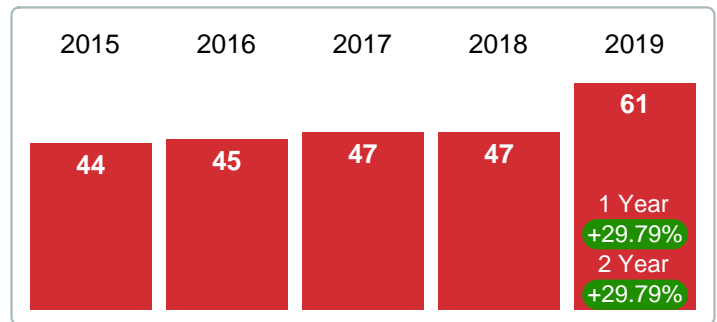
PENDING LISTINGS

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

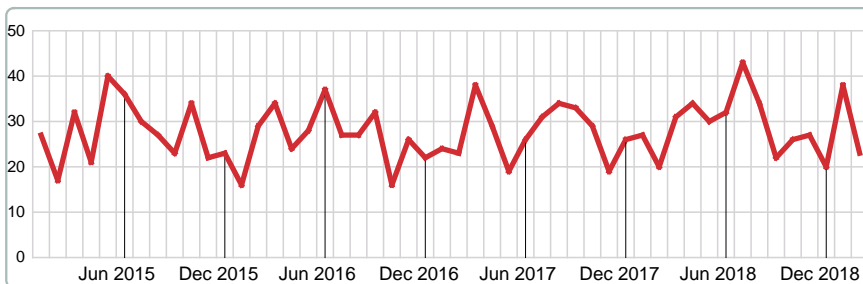
FEBRUARY



YEAR TO DATE (YTD)

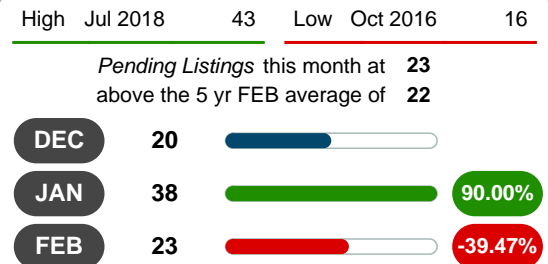


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 22



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	8.70%	123.5	2	0	0	0
\$25,001 - \$75,000	3	13.04%	25.7	1	2	0	0
\$75,001 - \$100,000	3	13.04%	46.3	2	1	0	0
\$100,001 - \$150,000	4	17.39%	35.0	0	4	0	0
\$150,001 - \$225,000	5	21.74%	76.8	1	3	1	0
\$225,001 - \$275,000	3	13.04%	32.3	0	1	0	2
\$275,001 and up	3	13.04%	50.3	0	1	2	0
Total Pending Units	23			6	12	3	2
Total Pending Volume	3,789,100	100%	53.7	424.90K	2.10M	761.90K	499.00K
Average Listing Price	\$164,743			\$70,817	\$175,275	\$253,967	\$249,500

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

February 2019



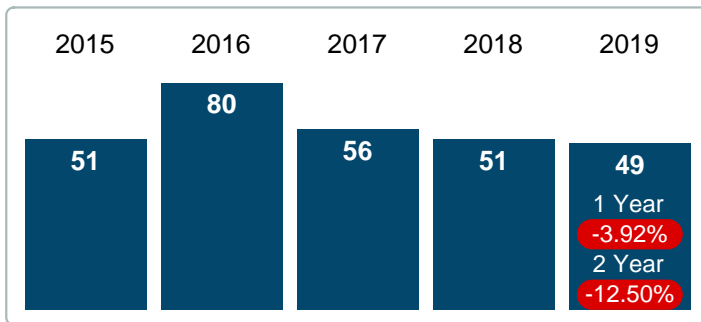
Area Delimited by County Of Mayes - Residential Property Type



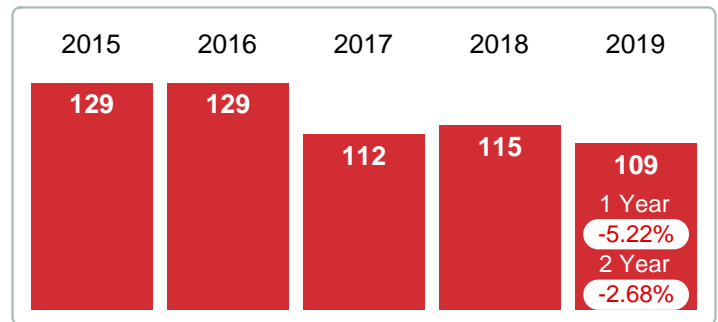
NEW LISTINGS

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

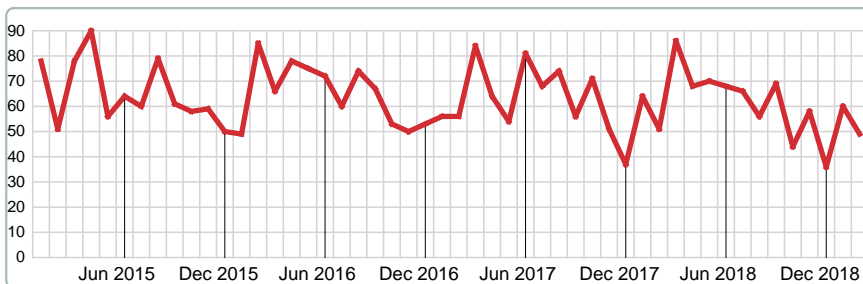
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 57

High Apr 2015 90 Low Dec 2018 36

New Listings this month at **49**
below the 5 yr FEB average of **57**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$25,000 and less	0	0.00%
\$25,001 - \$100,000	9	18.37%
\$100,001 - \$125,000	5	10.20%
\$125,001 - \$200,000	15	30.61%
\$200,001 - \$275,000	7	14.29%
\$275,001 - \$450,000	8	16.33%
\$450,001 and up	5	10.20%
Total New Listed Units	49	
Total New Listed Volume	10,852,598	100%
Average New Listed Listing Price	\$189,208	

1-2 Beds	3 Beds	4 Beds	5+ Beds
0	0	0	0
6	3	0	0
2	2	1	0
1	10	3	1
1	4	2	0
1	4	2	1
0	4	0	1
11	27	8	3
1.39M	6.55M	1.88M	1.04M
\$125,936	\$242,674	\$234,463	\$346,467

February 2019



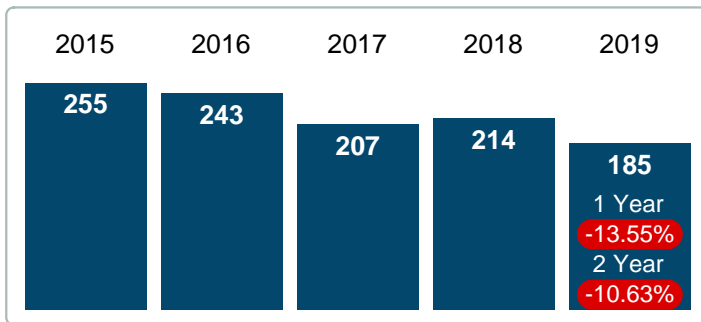
Area Delimited by County Of Mayes - Residential Property Type



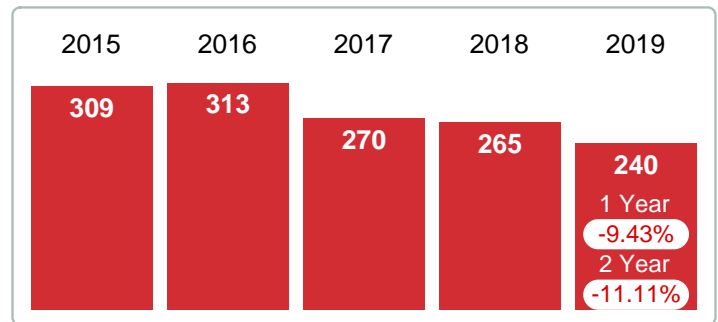
ACTIVE INVENTORY

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

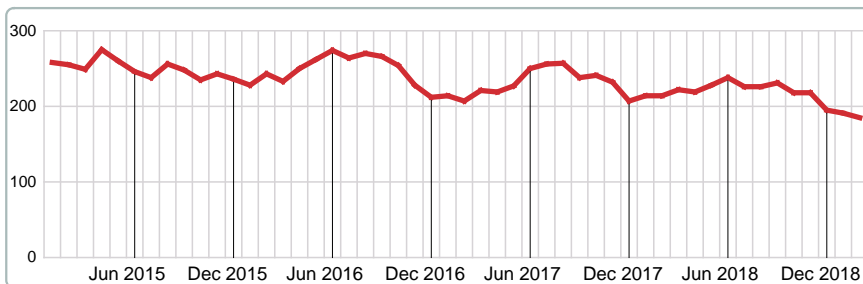
END OF FEBRUARY



ACTIVE DURING FEBRUARY

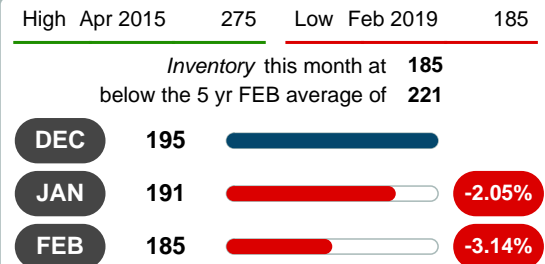


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 221



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	14		7.57%	73.4	10	4	0	0
\$50,001 - \$100,000	26		14.05%	141.8	10	12	4	0
\$100,001 - \$150,000	29		15.68%	62.2	7	17	5	0
\$150,001 - \$225,000	46		24.86%	93.0	6	29	9	2
\$225,001 - \$350,000	29		15.68%	78.2	4	14	11	0
\$350,001 - \$550,000	22		11.89%	80.3	2	10	8	2
\$550,001 and up	19		10.27%	121.2	2	2	8	7
Total Active Inventory by Units					41	88	45	11
Total Active Inventory by Volume					6.55M	18.11M	16.23M	9.01M
Average Active Inventory Listing Price					\$159,696	\$205,782	\$360,724	\$818,936

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

February 2019



Area Delimited by County Of Mayes - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR FEBRUARY

2015	2016	2017	2018	2019

INDICATORS FOR FEBRUARY 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 FEB AVG = inf



High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at inf			
equal to 5 yr FEB average of inf			

DEC	inf
JAN	inf
FEB	inf

%

%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14			7.57%	3.65	5.71	2.18	0.00	0.00
\$50,001 - \$100,000	26			14.05%	3.32	4.14	2.62	5.33	0.00
\$100,001 - \$150,000	29			15.68%	3.66	9.33	2.83	4.62	0.00
\$150,001 - \$225,000	46			24.86%	9.20	18.00	7.25	15.43	24.00
\$225,001 - \$350,000	29			15.68%	8.09	9.60	7.30	10.15	0.00
\$350,001 - \$550,000	22			11.89%	22.00	12.00	20.00	32.00	24.00
\$550,001 and up	19			10.27%	57.00	0.00	12.00	96.00	84.00
Market Supply of Inventory (MSI)				6.27		7.03	4.63	11.02	18.86
Total Active Inventory by Units				185	100%	41	88	45	11

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

February 2019



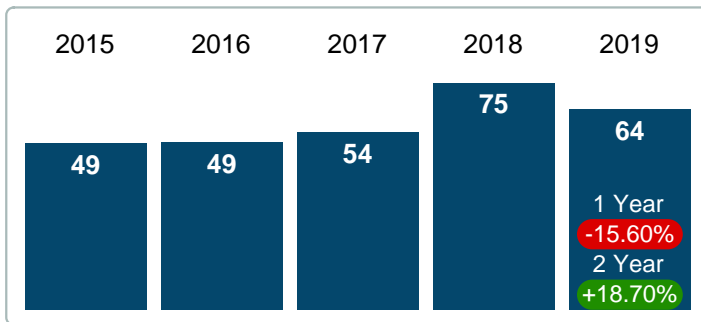
Area Delimited by County Of Mayes - Residential Property Type



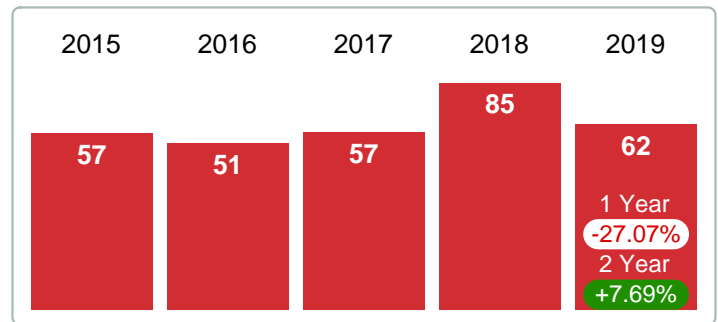
AVERAGE DAYS ON MARKET TO SALE

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

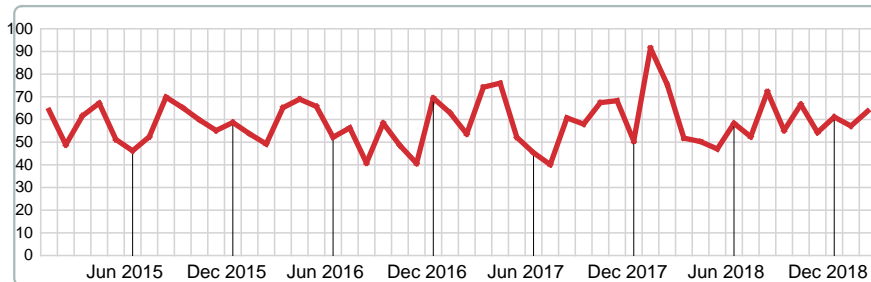
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 58

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 64
above the 5 yr FEB average of 58

DEC	61		
JAN	57		-6.48%
FEB	64		11.47%

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
\$50,000 and less	3	8.11%	15	33	6	0	0
\$50,001 \$80,000	6	16.22%	65	72	21	83	0
\$80,001 \$90,000	1	2.70%	21	21	0	0	0
\$90,001 \$140,000	14	37.84%	62	36	63	0	0
\$140,001 \$170,000	4	10.81%	79	0	54	0	153
\$170,001 \$230,000	6	16.22%	77	0	77	0	0
\$230,001 and up	3	8.11%	88	0	92	81	0
Average Closed DOM	64			54	62	82	153
Total Closed Units	37	100%	64	7	27	2	1
Total Closed Volume	5,026,494			508.35K	4.01M	360.00K	149.90K

February 2019



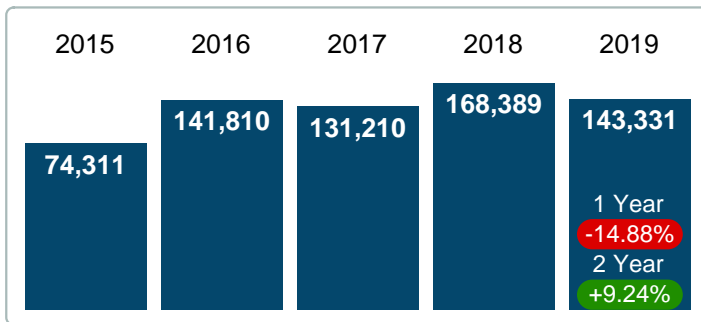
Area Delimited by County Of Mayes - Residential Property Type



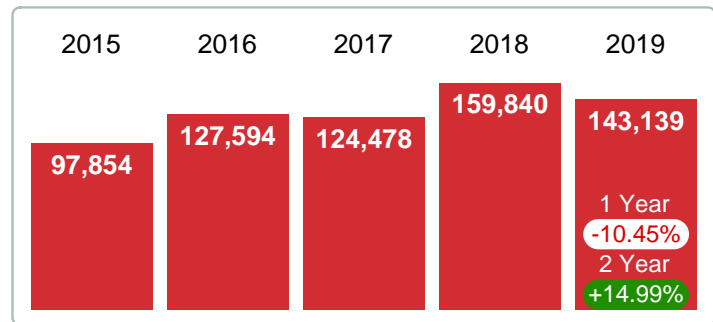
AVERAGE LIST PRICE AT CLOSING

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

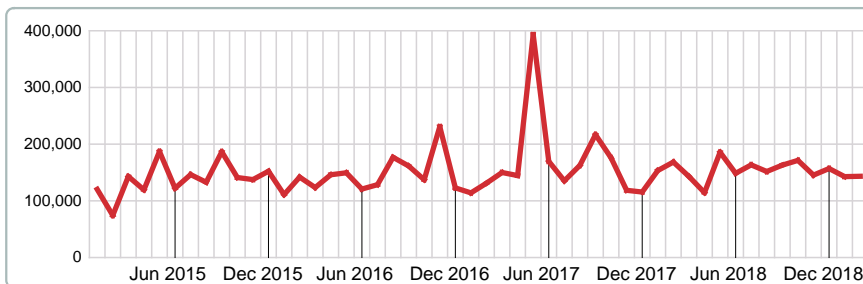
FEBRUARY



YEAR TO DATE (YTD)



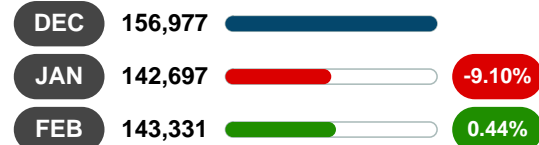
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 131,810

High May 2017 393,277 Low Feb 2015 74,311

Average List Price at Closing this month at **143,331**
above the 5 yr FEB average of **131,810**

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
\$50,000 and less	4	10.81%	45,725	44,900	44,000	0	0
\$50,001 \$80,000	3	8.11%	74,500	79,950	50,000	101,700	0
\$80,001 \$90,000	2	5.41%	87,400	78,500	0	0	0
\$90,001 \$140,000	13	35.14%	113,031	120,000	118,785	0	0
\$140,001 \$170,000	6	16.22%	153,900	0	159,000	0	149,900
\$170,001 \$230,000	5	13.51%	205,750	0	215,625	0	0
\$230,001 and up	4	10.81%	325,121	0	368,742	298,000	0
Average List Price			143,331	80,457	155,201	199,850	149,900
Total Closed Units		100%	143,331	7	27	2	1
Total Closed Volume			5,303,234	563.20K	4.19M	399.70K	149.90K

February 2019



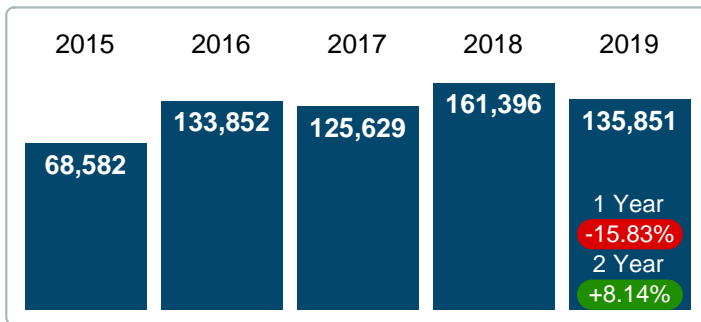
Area Delimited by County Of Mayes - Residential Property Type



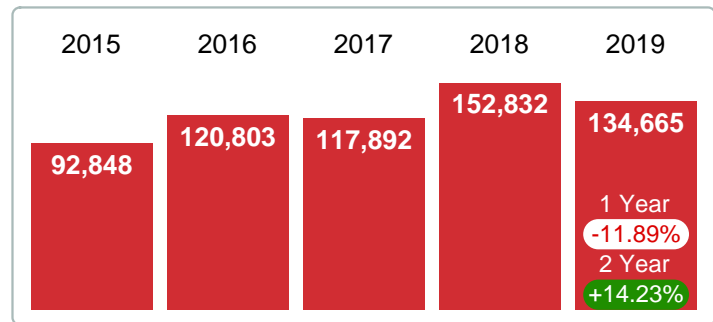
AVERAGE SOLD PRICE AT CLOSING

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

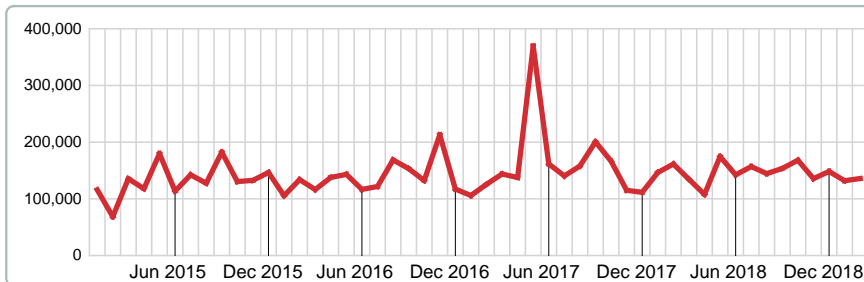
FEBRUARY



YEAR TO DATE (YTD)



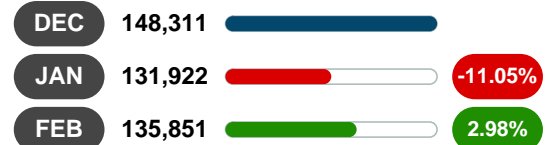
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 125,062

High May 2017 369,501 Low Feb 2015 68,582

Average Sold Price at Closing this month at 135,851
above the 5 yr FEB average of 125,062

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
\$50,000 and less	3	8.11%	39,000	39,500	38,750	0	0
\$50,001 \$80,000	6	16.22%	69,450	69,925	57,000	80,000	0
\$80,001 \$90,000	1	2.70%	81,650	81,650	0	0	0
\$90,001 \$140,000	14	37.84%	112,714	107,500	113,115	0	0
\$140,001 \$170,000	4	10.81%	150,100	0	150,167	0	149,900
\$170,001 \$230,000	6	16.22%	204,083	0	204,083	0	0
\$230,001 and up	3	8.11%	336,081	0	364,122	280,000	0
Average Sold Price			135,851	72,621	148,453	180,000	149,900
Total Closed Units		100%	135,851	7	27	2	1
Total Closed Volume			5,026,494	508.35K	4.01M	360.00K	149.90K

February 2019



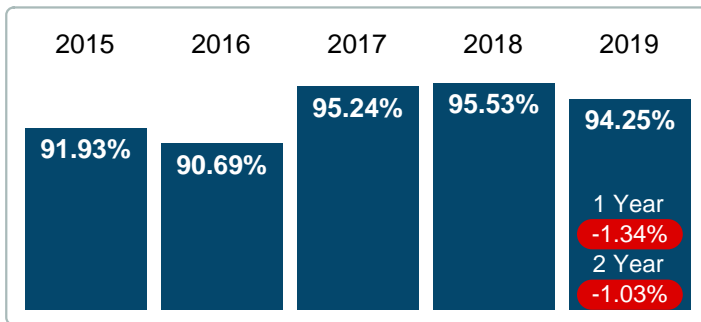
Area Delimited by County Of Mayes - Residential Property Type



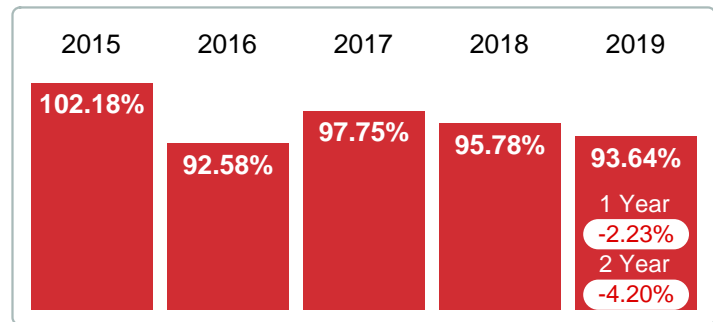
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

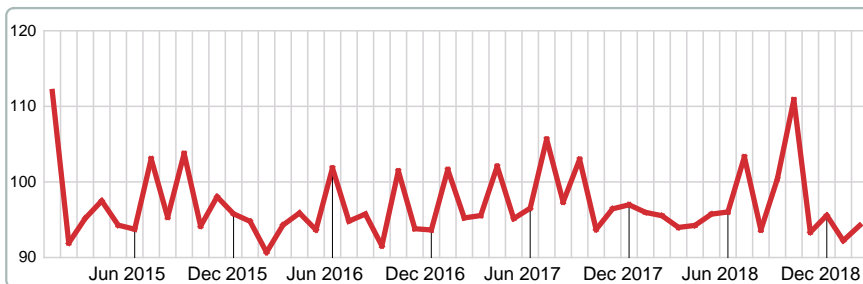
FEBRUARY



YEAR TO DATE (YTD)



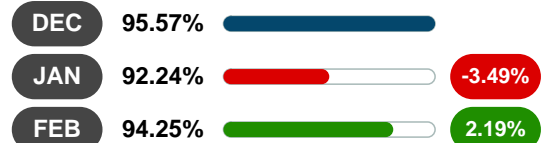
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 93.53%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **94.25%**
equal to 5 yr FEB average of **93.53%**

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
\$50,000 and less	3	8.11%	87.52%	87.97%	87.29%	0.00%	0.00%
\$50,001 \$80,000	6	16.22%	90.36%	87.38%	114.00%	78.66%	0.00%
\$80,001 \$90,000	1	2.70%	104.01%	104.01%	0.00%	0.00%	0.00%
\$90,001 \$140,000	14	37.84%	95.11%	89.58%	95.54%	0.00%	0.00%
\$140,001 \$170,000	4	10.81%	96.01%	0.00%	94.67%	0.00%	100.00%
\$170,001 \$230,000	6	16.22%	95.16%	0.00%	95.16%	0.00%	0.00%
\$230,001 and up	3	8.11%	97.36%	0.00%	99.06%	93.96%	0.00%
Average Sold/List Ratio		94.30%		90.16%	95.69%	86.31%	100.00%
Total Closed Units		37	100%	7	27	2	1
Total Closed Volume		5,026,494		508.35K	4.01M	360.00K	149.90K

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

February 2019



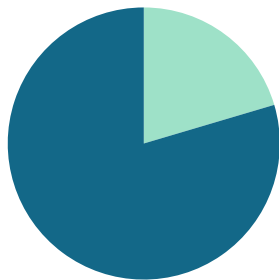
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

New Listings
49 = 20.42%

Start Inventory
191

Total Inventory
Units
240

Volume
\$62,652,297

Market Activity

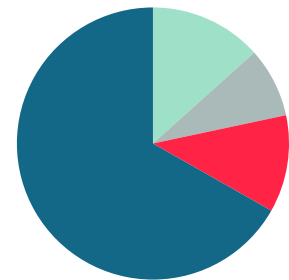
Closed Sales
37 = 13.36%

Pending Sales
23 = 8.30%

Other Off Market
32 = 11.55%

Active Inventory
185 = 66.79%

MARKET ACTIVITY



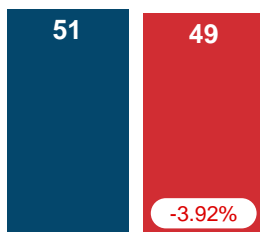
Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	18	37	105.56%	42	53	26.19%
Pending Sales	20	23	15.00%	47	61	29.79%
New Listings	51	49	-3.92%	115	109	-5.22%
Average List Price	168,389	143,331	-14.88%	159,840	143,139	-10.45%
Average Sale Price	161,396	135,851	-15.83%	152,832	134,665	-11.89%
Average Percent of Selling Price to List Price	95.53%	94.25%	-1.34%	95.78%	93.64%	-2.23%
Average Days on Market to Sale	75.44	63.68	-15.60%	84.60	61.70	-27.07%
Monthly Inventory	214	185	-13.55%	214	185	-13.55%
Months Supply of Inventory	7.88	6.27	-20.39%	7.88	6.27	-20.39%

Absorption: Last 12 months, an Average of **30** Sales/Month**Inventory** on February 28, 2019 = **185**
2018 2019

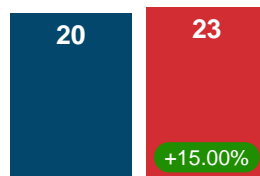
FEBRUARY MARKET

AVERAGE PRICES

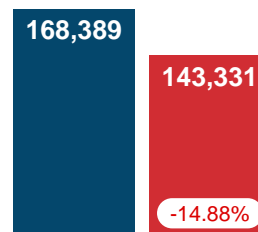
New Listings



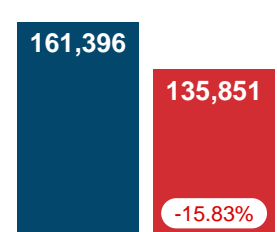
Pending Listings



List Price



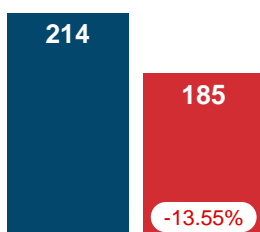
Sale Price



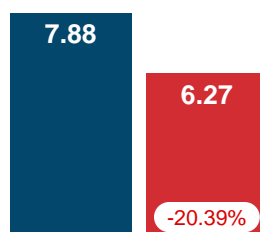
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

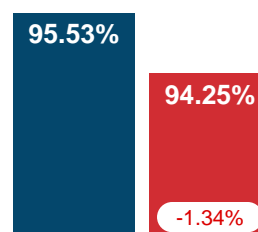
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

