

# February 2019



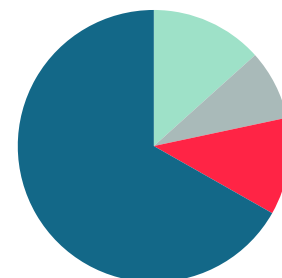
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2018	2019	
Closed Listings	18	37	105.56%
Pending Listings	20	23	15.00%
New Listings	51	49	-3.92%
Median List Price	142,450	124,500	-12.60%
Median Sale Price	132,450	115,000	-13.17%
Median Percent of Selling Price to List Price	94.44%	94.20%	-0.26%
Median Days on Market to Sale	49.50	67.00	35.35%
End of Month Inventory	214	185	-13.55%
Months Supply of Inventory	7.88	6.27	-20.39%



■ Closed (13.36%)  
■ Pending (8.30%)  
■ Other OffMarket (11.55%)  
■ Active (66.79%)

**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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **13.17%** in February 2019 to \$115,000 versus the previous year at \$132,450.

#### Median Days on Market Lengthens

The median number of **67.00** days that homes spent on the market before selling increased by 17.50 days or **35.35%** in February 2019 compared to last year's same month at **49.50** DOM.

#### Sales Success for February 2019 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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

<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.

# February 2019



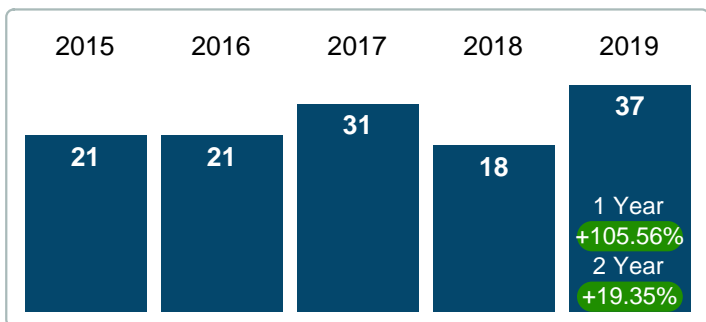
Area Delimited by County Of Mayes - Residential Property Type



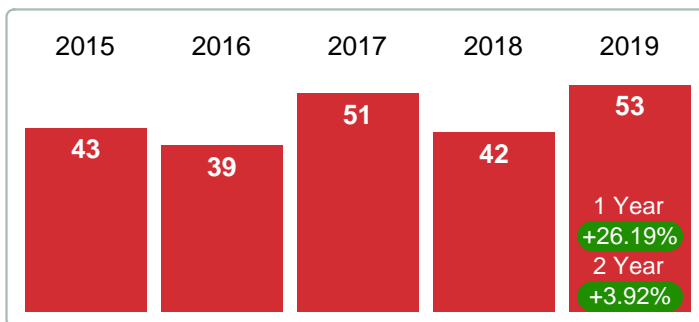
## CLOSED LISTINGS

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

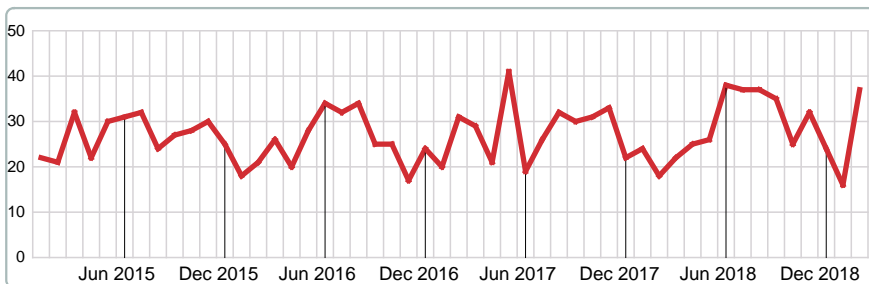
### FEBRUARY



### YEAR TO DATE (YTD)

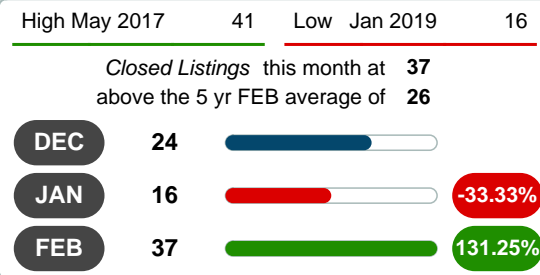


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 26



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	8.11%	10.0	1	2	0	0
\$50,001 - \$80,000	6	16.22%	63.0	4	1	1	0
\$80,001 - \$90,000	1	2.70%	21.0	1	0	0	0
\$90,001 - \$140,000	14	37.84%	60.5	1	13	0	0
\$140,001 - \$170,000	4	10.81%	77.5	0	3	0	1
\$170,001 - \$230,000	6	16.22%	78.0	0	6	0	0
\$230,001 and up	3	8.11%	81.0	0	2	1	0
<b>Total Closed Units</b>	<b>37</b>			<b>7</b>	<b>27</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>5,026,494</b>	<b>100%</b>	<b>67.0</b>	<b>508.35K</b>	<b>4.01M</b>	<b>360.00K</b>	<b>149.90K</b>
<b>Median Closed Price</b>	<b>\$115,000</b>			<b>\$75,000</b>	<b>\$128,500</b>	<b>\$180,000</b>	<b>\$149,900</b>

# February 2019



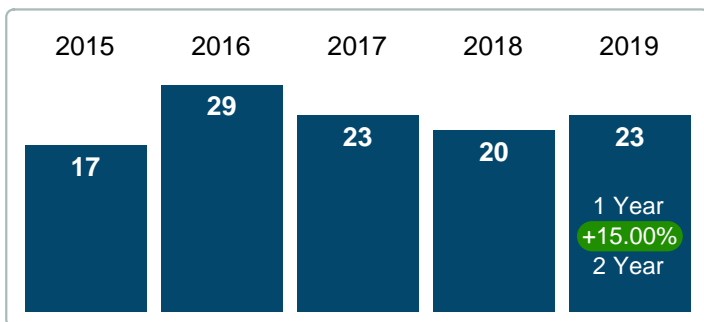
Area Delimited by County Of Mayes - Residential Property Type



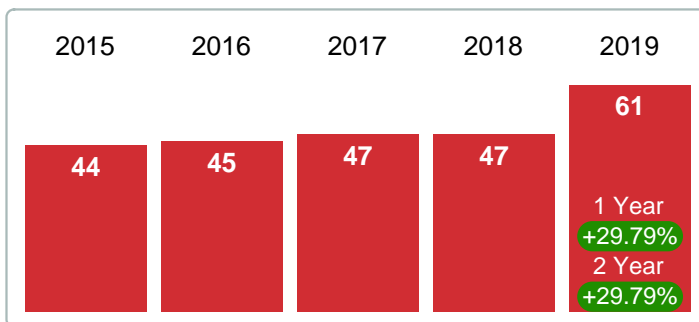
## PENDING LISTINGS

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

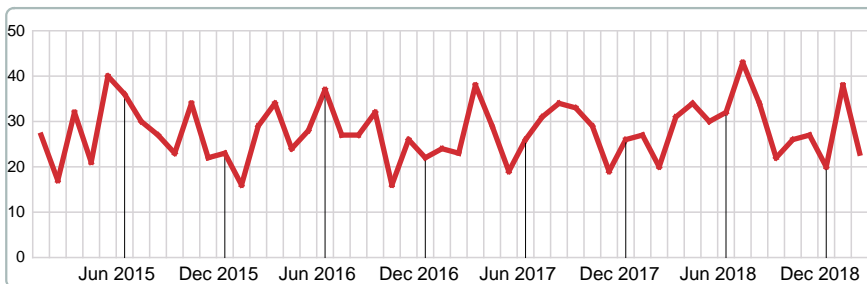
### FEBRUARY



### YEAR TO DATE (YTD)

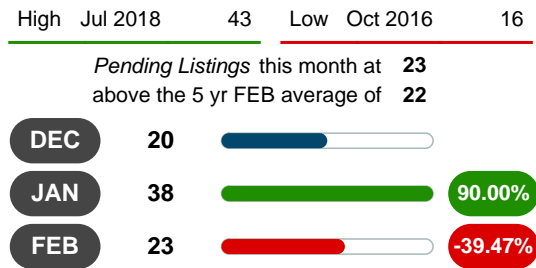


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 22



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	4.35%	154.0	1	0	0	0
\$20,001 - \$90,000	4	17.39%	31.0	2	2	0	0
\$90,001 - \$100,000	3	13.04%	17.0	2	1	0	0
\$100,001 - \$170,000	7	30.43%	67.0	1	6	0	0
\$170,001 - \$240,000	2	8.70%	8.0	0	1	1	0
\$240,001 - \$270,000	3	13.04%	13.0	0	1	0	2
\$270,001 and up	3	13.04%	43.0	0	1	2	0
<b>Total Pending Units</b>	<b>23</b>			<b>6</b>	<b>12</b>	<b>3</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>3,789,100</b>	<b>100%</b>	<b>35.0</b>	<b>424.90K</b>	<b>2.10M</b>	<b>761.90K</b>	<b>499.00K</b>
<b>Median Listing Price</b>	<b>\$148,500</b>			<b>\$60,750</b>	<b>\$144,200</b>	<b>\$279,000</b>	<b>\$249,500</b>

# February 2019



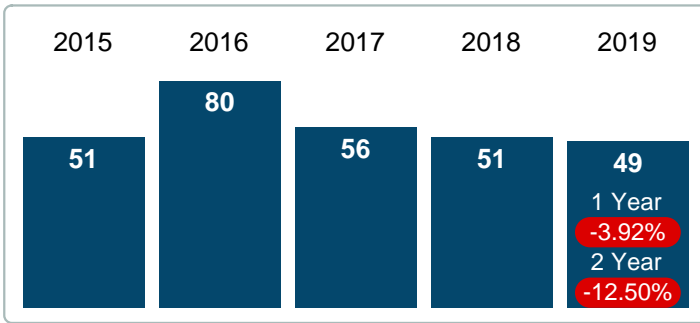
Area Delimited by County Of Mayes - Residential Property Type



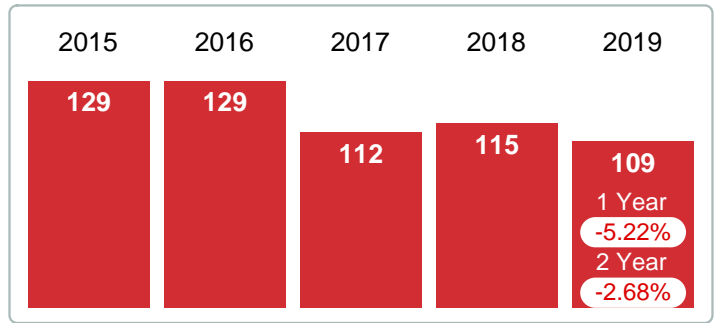
## NEW LISTINGS

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

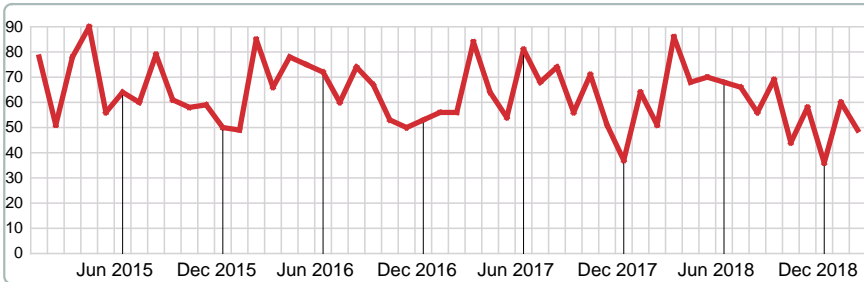
### FEBRUARY



### YEAR TO DATE (YTD)

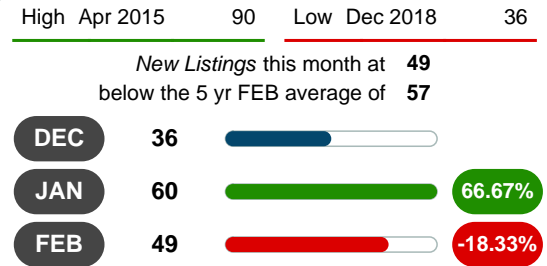


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 57



### 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	0	0.00%	0	0	0	0
\$25,001 - \$100,000	9	18.37%	6	3	0	0
\$100,001 - \$125,000	5	10.20%	2	2	1	0
\$125,001 - \$200,000	15	30.61%	1	10	3	1
\$200,001 - \$275,000	7	14.29%	1	4	2	0
\$275,001 - \$450,000	8	16.33%	1	4	2	1
\$450,001 and up	5	10.20%	0	4	0	1
<b>Total New Listed Units</b>	<b>49</b>		<b>11</b>	<b>27</b>	<b>8</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>10,852,598</b>	<b>100%</b>	<b>1.39M</b>	<b>6.55M</b>	<b>1.88M</b>	<b>1.04M</b>
<b>Median New Listed Listing Price</b>	<b>\$184,900</b>		<b>\$95,000</b>	<b>\$184,999</b>	<b>\$204,450</b>	<b>\$375,000</b>

# February 2019



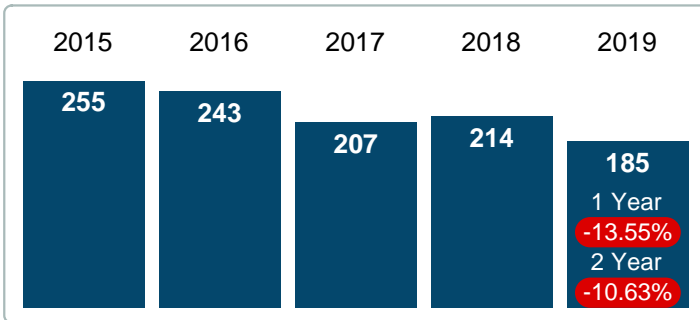
Area Delimited by County Of Mayes - Residential Property Type



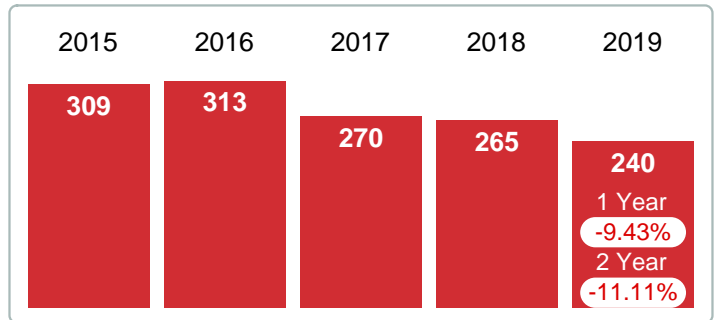
## ACTIVE INVENTORY

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

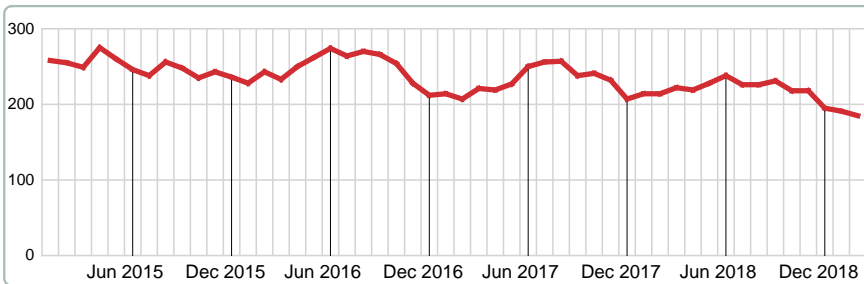
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

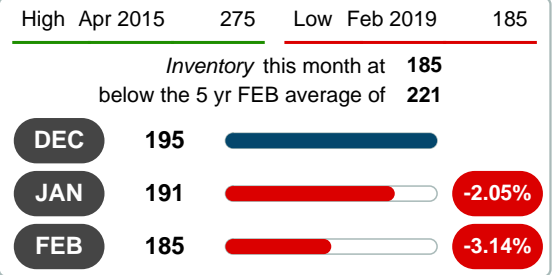


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 221



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	7.57%	45.0	10	4	0	0
\$50,001 - \$100,000	26	14.05%	89.5	10	12	4	0
\$100,001 - \$150,000	29	15.68%	60.0	7	17	5	0
\$150,001 - \$225,000	46	24.86%	51.0	6	29	9	2
\$225,001 - \$350,000	29	15.68%	73.0	4	14	11	0
\$350,001 - \$550,000	22	11.89%	60.5	2	10	8	2
\$550,001 and up	19	10.27%	125.0	2	2	8	7
<b>Total Active Inventory by Units</b>	<b>185</b>			<b>41</b>	<b>88</b>	<b>45</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>49,897,297</b>	<b>100%</b>	<b>69.0</b>	<b>6.55M</b>	<b>18.11M</b>	<b>16.23M</b>	<b>9.01M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$185,000</b>			<b>\$110,000</b>	<b>\$174,400</b>	<b>\$295,000</b>	<b>\$599,000</b>

# 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 %
<b>185</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 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		100%	6.27	41	88	45	11

# February 2019



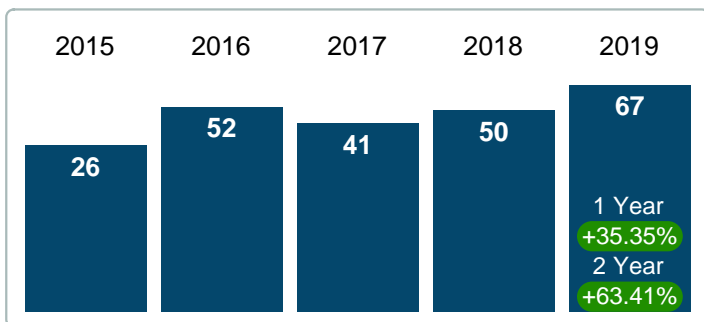
Area Delimited by County Of Mayes - Residential Property Type



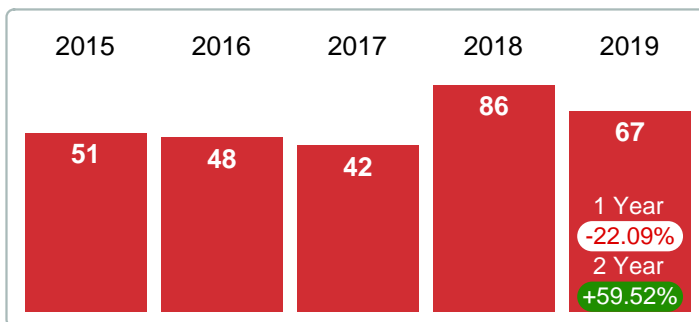
## MEDIAN DAYS ON MARKET TO SALE

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

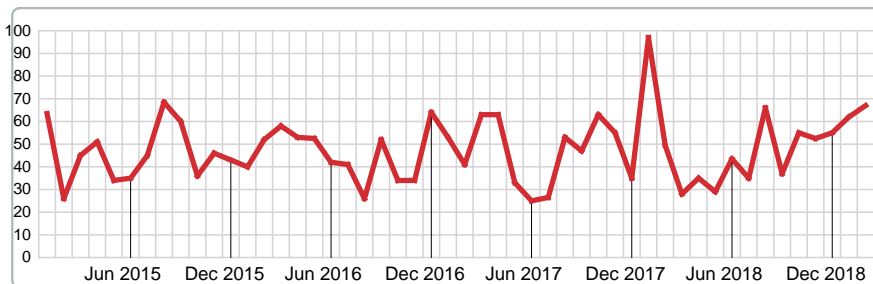
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

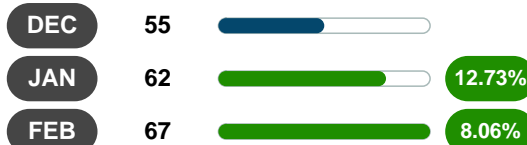


### 3 MONTHS

5 year FEB AVG = 47

High Jan 2018 97 Low Jun 2017 25

Median Days on Market to Sale this month at 67 above the 5 yr FEB average of 47



### 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	8.11%	10	33	6	0	0
\$50,001 - \$80,000	16.22%	63	63	21	83	0
\$80,001 - \$90,000	2.70%	21	21	0	0	0
\$90,001 - \$140,000	37.84%	61	36	69	0	0
\$140,001 - \$170,000	10.81%	78	0	8	0	153
\$170,001 - \$230,000	16.22%	78	0	78	0	0
\$230,001 and up	8.11%	81	0	92	81	0
Median Closed DOM		67	47	67	82	153
Total Closed Units	100%	37	7	27	2	1
Total Closed Volume		5,026,494	508.35K	4.01M	360.00K	149.90K



# February 2019



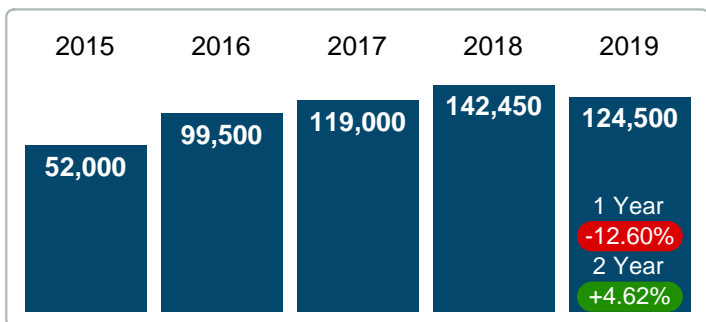
Area Delimited by County Of Mayes - Residential Property Type



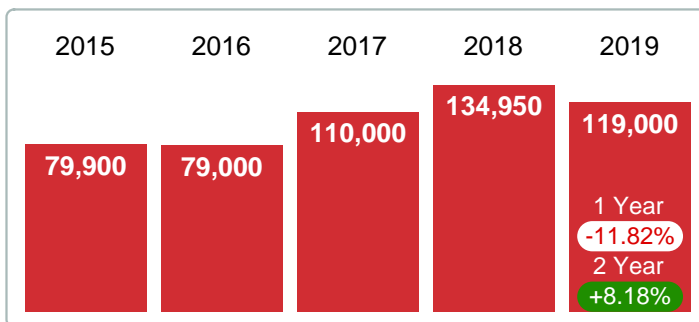
## MEDIAN LIST PRICE AT CLOSING

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

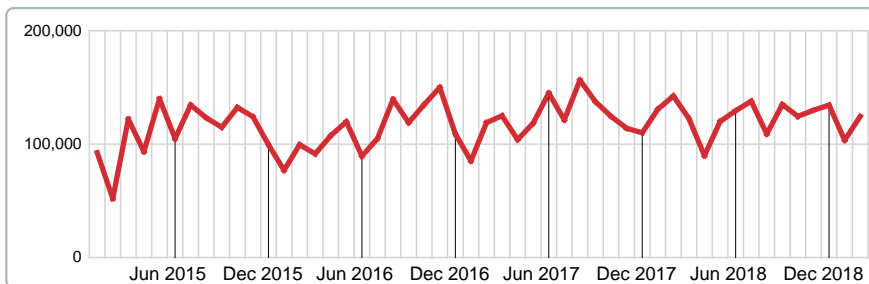
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

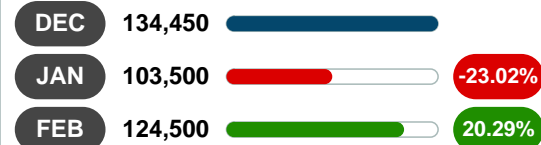


### 3 MONTHS

5 year FEB AVG = 107,490

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

Median List Price at Closing this month at **124,500**  
above the 5 yr FEB average of **107,490**



### 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	10.81%	47,450	44,900	50,000	0	0
\$50,001 - \$80,000	8.11%	78,500	78,500	0	0	0
\$80,001 - \$90,000	5.41%	87,400	87,400	0	0	0
\$90,001 - \$140,000	35.14%	117,500	120,000	117,500	101,700	0
\$140,001 - \$170,000	16.22%	149,950	0	150,000	0	149,900
\$170,001 - \$230,000	13.51%	209,750	0	209,750	0	0
\$230,001 and up	10.81%	281,500	0	265,000	298,000	0
<b>Median List Price</b>		<b>124,500</b>	<b>80,000</b>	<b>130,000</b>	<b>199,850</b>	<b>149,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>124,500</b>	<b>7</b>	<b>27</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,303,234</b>	<b>563.20K</b>	<b>4.19M</b>	<b>399.70K</b>	<b>149.90K</b>



# February 2019



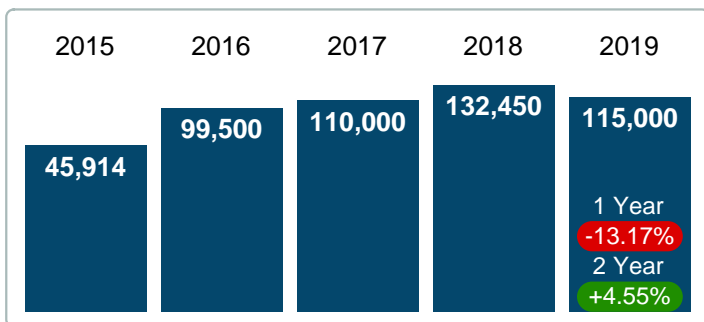
Area Delimited by County Of Mayes - Residential Property Type



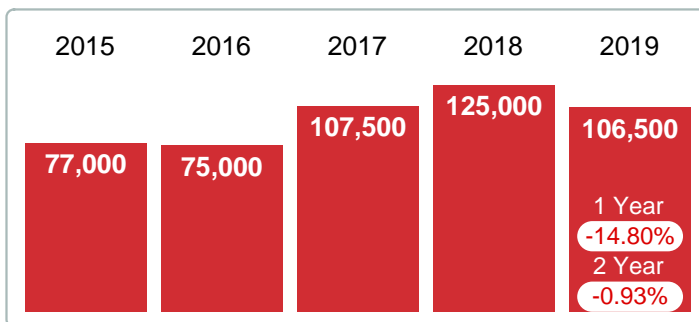
## MEDIAN SOLD PRICE AT CLOSING

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

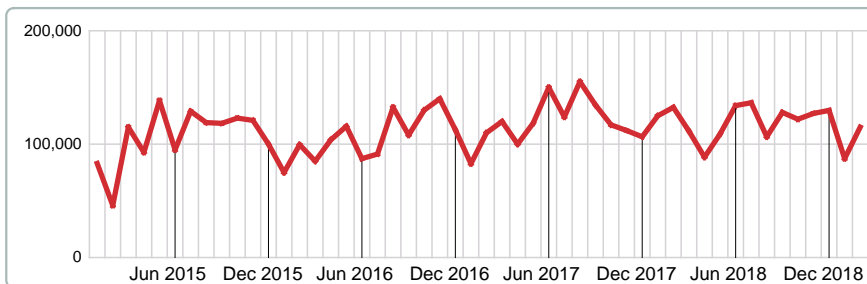
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

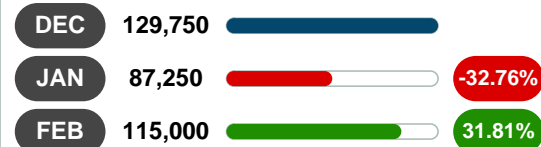


### 3 MONTHS

5 year FEB AVG = 100,573

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

Median Sold Price at Closing this month at 115,000 above the 5 yr FEB average of 100,573



### 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	8.11%	39,500	39,500	38,750	0	0
\$50,001 - \$80,000	16.22%	74,600	74,600	57,000	80,000	0
\$80,001 - \$90,000	2.70%	81,650	81,650	0	0	0
\$90,001 - \$140,000	37.84%	110,250	107,500	113,000	0	0
\$140,001 - \$170,000	10.81%	149,950	0	150,000	0	149,900
\$170,001 - \$230,000	16.22%	206,000	0	206,000	0	0
\$230,001 and up	8.11%	280,000	0	364,122	280,000	0
<b>Median Sold Price</b>		<b>115,000</b>	<b>75,000</b>	<b>128,500</b>	<b>180,000</b>	<b>149,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>115,000</b>	<b>7</b>	<b>27</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,026,494</b>	<b>508.35K</b>	<b>4.01M</b>	<b>360.00K</b>	<b>149.90K</b>

# February 2019



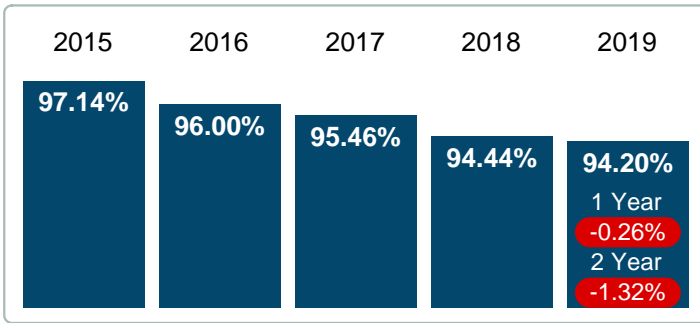
Area Delimited by County Of Mayes - Residential Property Type



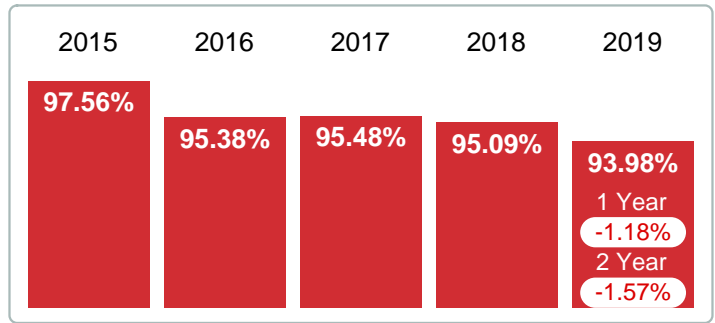
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

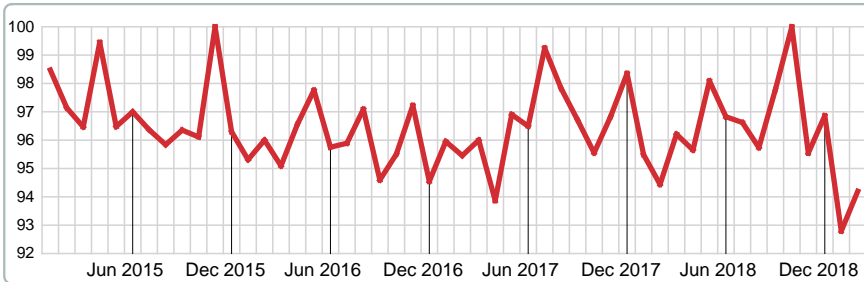
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

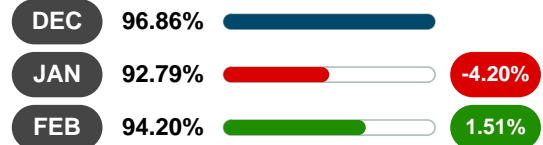


### 3 MONTHS

5 year FEB AVG = 95.45%

High Oct 2018 100.00% Low Jan 2019 92.79%

Median Sold/List Ratio this month at **94.20%**  
below the 5 yr FEB average of **95.45%**



## 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	3	8.11%	87.97%	87.97%	87.29%	0.00%	0.00%
\$50,001 - \$80,000	6	16.22%	85.41%	85.41%	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%	95.21%	89.58%	95.45%	0.00%	0.00%
\$140,001 - \$170,000	4	10.81%	96.42%	0.00%	92.84%	0.00%	100.00%
\$170,001 - \$230,000	6	16.22%	95.14%	0.00%	95.14%	0.00%	0.00%
\$230,001 and up	3	8.11%	98.11%	0.00%	99.06%	93.96%	0.00%
Median Sold/List Ratio		94.20%		87.97%	95.45%	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

# February 2019



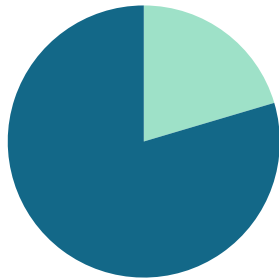
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

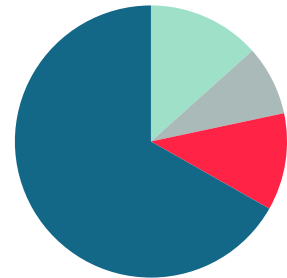


**Inventory**  
 New Listings  
**49 = 20.42%**  
 Start Inventory  
**191**  
 Total Inventory Units  
**240**  
 Volume  
**\$62,652,297**

### 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%
Median List Price	142,450	124,500	-12.60%	134,950	119,000	-11.82%
Median Sale Price	132,450	115,000	-13.17%	125,000	106,500	-14.80%
Median Percent of Selling Price to List Price	94.44%	94.20%	-0.26%	95.09%	93.98%	-1.18%
Median Days on Market to Sale	49.50	67.00	35.35%	86.00	67.00	-22.09%
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

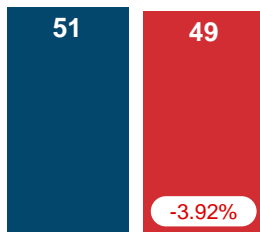
**Inventory** on February 28, 2019 = **185**

**2018** **2019**

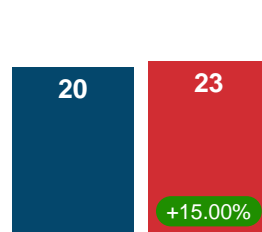
### FEBRUARY MARKET

### MEDIAN PRICES

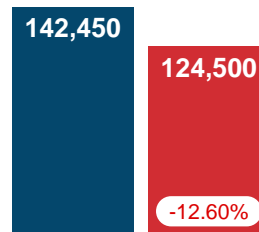
#### New Listings



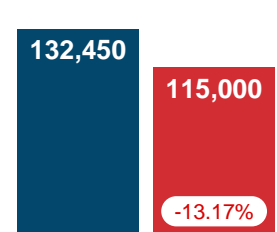
#### Pending Listings



#### List Price



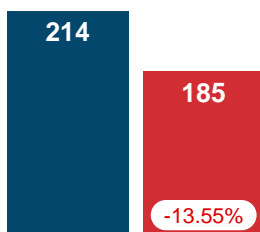
#### Sale Price



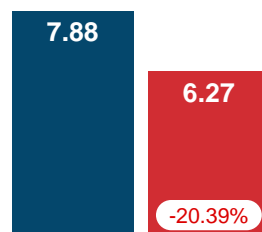
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

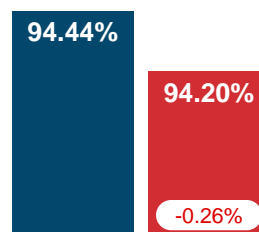
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

