

January 2019



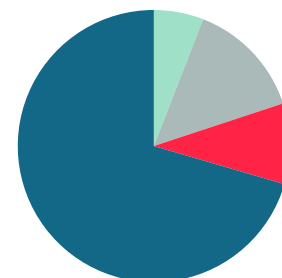
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	24	16	-33.33%
Pending Listings	27	38	40.74%
New Listings	64	60	-6.25%
Median List Price	130,700	103,500	-20.81%
Median Sale Price	125,000	87,250	-30.20%
Median Percent of Selling Price to List Price	95.49%	92.79%	-2.82%
Median Days on Market to Sale	97.00	62.00	-36.08%
End of Month Inventory	214	191	-10.75%
Months Supply of Inventory	7.58	6.84	-9.68%



■ Closed (5.90%)
■ Pending (14.02%)
■ Other OffMarket (9.59%)
■ Active (70.48%)

Absorption: Last 12 months, an Average of **28** Sales/Month
Active Inventory as of January 31, 2019 = **191**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **10.75%** to 191 existing homes available for sale. Over the last 12 months this area has had an average of 28 closed sales per month. This represents an unsold inventory index of **6.84** 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 **30.20%** in January 2019 to \$87,250 versus the previous year at \$125,000.

Median Days on Market Shortens

The median number of **62.00** days that homes spent on the market before selling decreased by 35.00 days or **36.08%** in January 2019 compared to last year's same month at **97.00** DOM.

Sales Success for January 2019 is Positive

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

There were 60 New Listings in January 2019, down **6.25%** from last year at 64. Furthermore, there were 16 Closed Listings this month versus last year at 24, a **-33.33%** decrease.

Closed versus Listed trends yielded a **26.7%** ratio, down from previous year's, January 2018, at **37.5%**, a **28.89%** 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®

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

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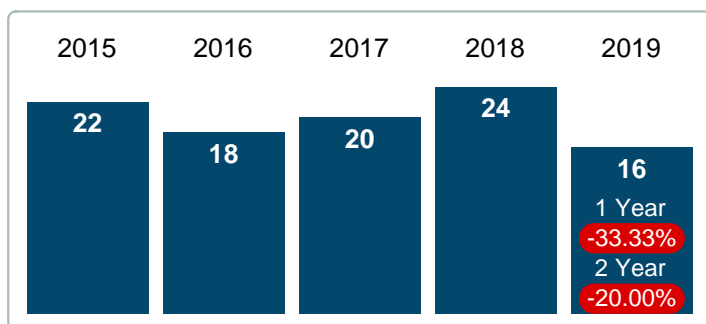
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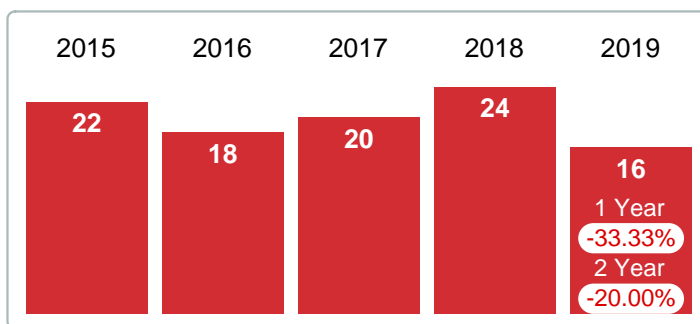
CLOSED LISTINGS

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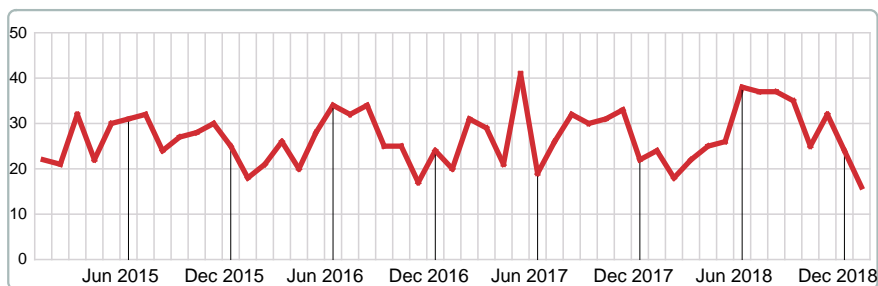
JANUARY



YEAR TO DATE (YTD)

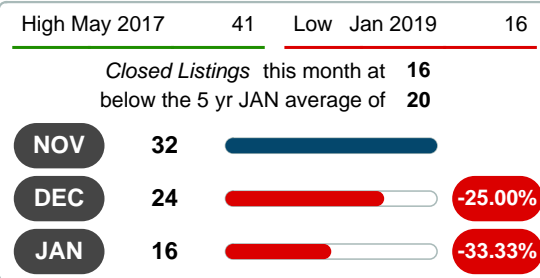


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 20



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	2	12.50%	27.0	0	2	0	0
\$50,001 - \$70,000	1	6.25%	74.0	0	1	0	0
\$70,001 - \$80,000	3	18.75%	70.0	0	3	0	0
\$80,001 - \$100,000	5	31.25%	39.0	2	1	2	0
\$100,001 - \$150,000	1	6.25%	141.0	0	1	0	0
\$150,001 - \$280,000	3	18.75%	39.0	0	3	0	0
\$280,001 and up	1	6.25%	76.0	0	1	0	0
Total Closed Units	16			2	12	2	0
Total Closed Volume	2,110,744	100%	62.0	174.50K	1.75M	185.00K	0.00B
Median Closed Price	\$87,250			\$87,250	\$90,000	\$92,500	\$0

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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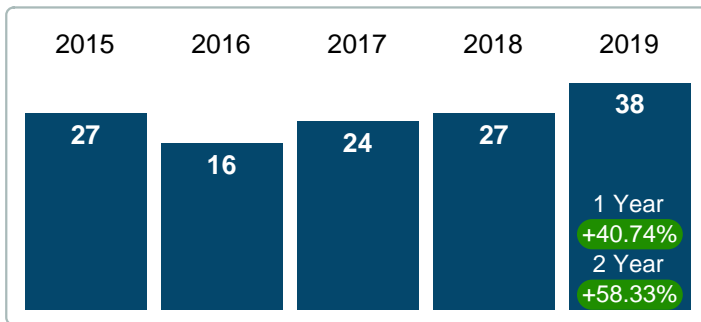
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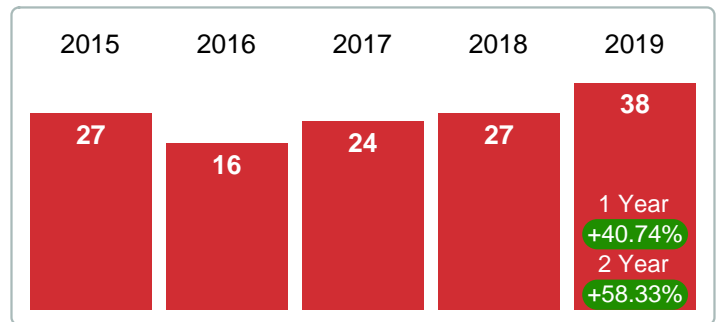
PENDING LISTINGS

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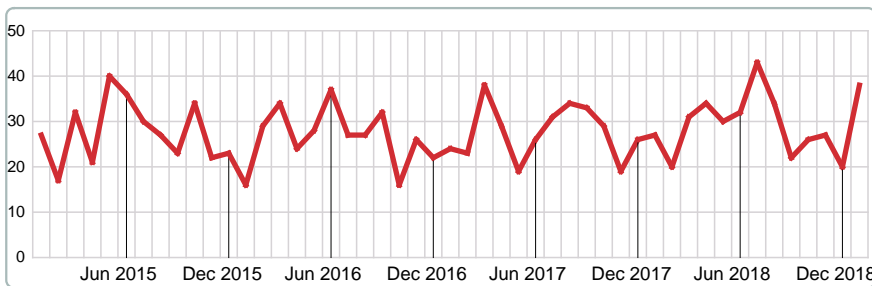
JANUARY



YEAR TO DATE (YTD)

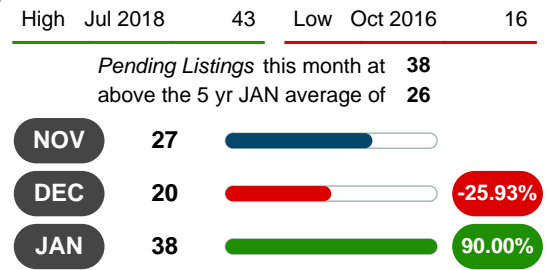


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 26



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	10.53%	27.0	1	3	0	0
\$50,001 - \$80,000	3	7.89%	18.0	1	2	0	0
\$80,001 - \$90,000	3	7.89%	116.0	2	1	0	0
\$90,001 - \$120,000	13	34.21%	78.0	2	10	1	0
\$120,001 - \$150,000	7	18.42%	35.0	0	5	1	1
\$150,001 - \$210,000	6	15.79%	103.5	1	5	0	0
\$210,001 and up	2	5.26%	118.5	0	2	0	0
Total Pending Units	38			7	28	2	1
Total Pending Volume	4,606,337	100%	63.5	673.67K	3.55M	228.70K	149.90K
Median Listing Price	\$109,950			\$89,900	\$113,750	\$114,350	\$149,900

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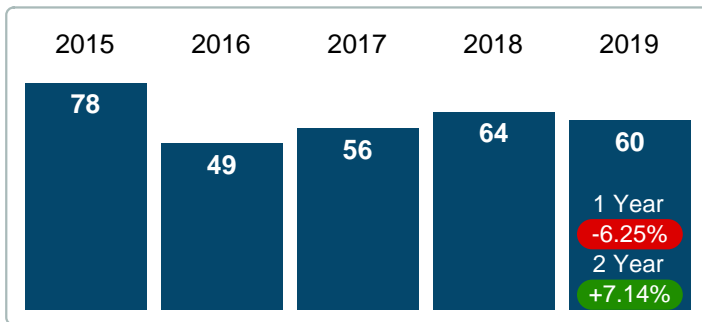
Area Delimited by County Of Mayes - Residential Property Type



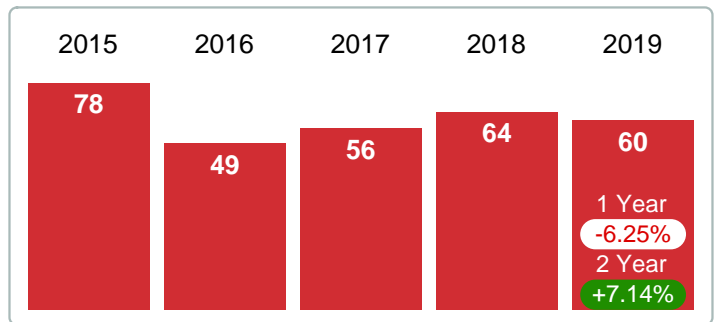
NEW LISTINGS

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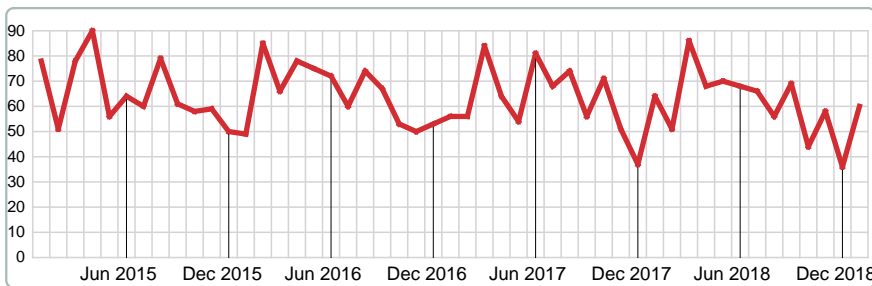
JANUARY



YEAR TO DATE (YTD)

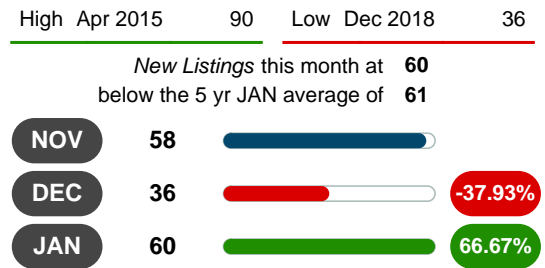


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 61



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	11.67%	4	3	0	0
\$50,001 - \$75,000	3	5.00%	3	0	0	0
\$75,001 - \$125,000	11	18.33%	5	6	0	0
\$125,001 - \$175,000	12	20.00%	1	9	2	0
\$175,001 - \$250,000	13	21.67%	2	7	3	1
\$250,001 - \$475,000	8	13.33%	1	4	3	0
\$475,001 and up	6	10.00%	1	1	3	1
Total New Listed Units	60		17	30	11	2
Total New Listed Volume	13,304,750	100%	2.25M	5.17M	4.98M	915.00K
Median New Listed Listing Price	\$167,000		\$92,500	\$157,500	\$279,000	\$457,500

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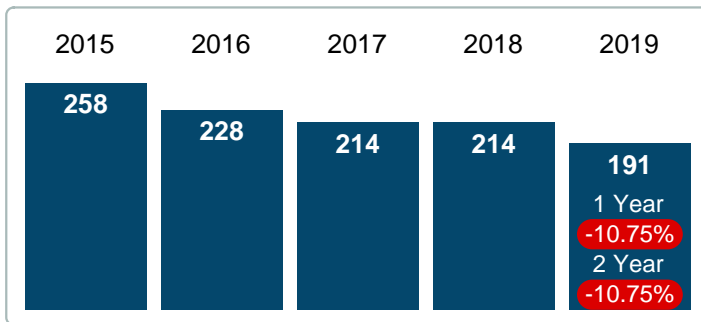
Area Delimited by County Of Mayes - Residential Property Type



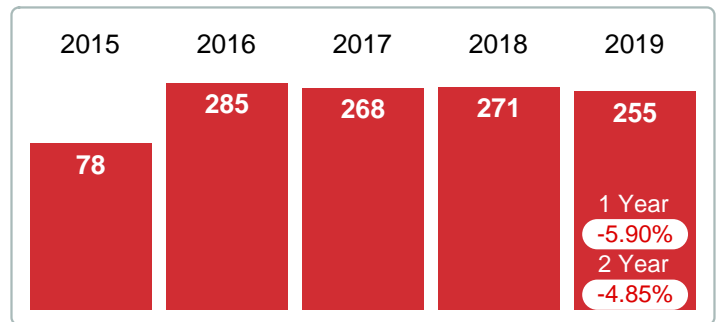
ACTIVE INVENTORY

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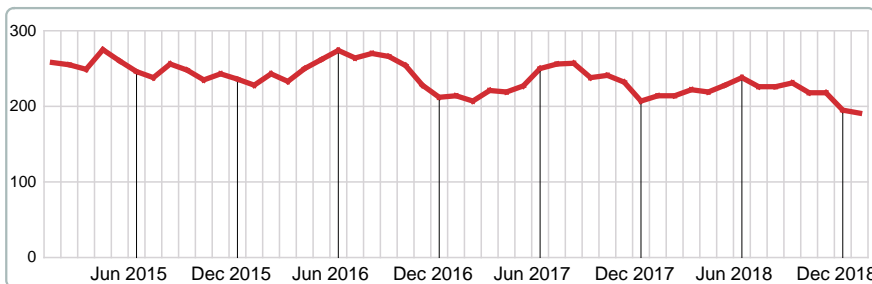
END OF JANUARY



ACTIVE DURING JANUARY

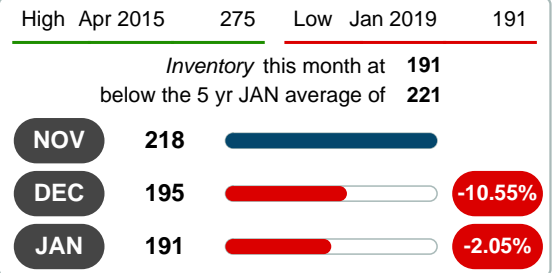


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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	15	7.85%	79.0	10	5	0	0	
\$50,001 - \$75,000	10	5.24%	76.0	3	7	0	0	
\$75,001 - \$125,000	35	18.32%	77.0	13	17	5	0	
\$125,001 - \$225,000	57	29.84%	59.0	10	37	9	1	
\$225,001 - \$325,000	28	14.66%	66.0	1	12	13	2	
\$325,001 - \$550,000	26	13.61%	102.0	3	12	11	0	
\$550,001 and up	20	10.47%	98.5	2	2	9	7	
Total Active Inventory by Units		191		42	92	47	10	
Total Active Inventory by Volume		51,799,699	100%	77.0	6.41M	18.28M	18.65M	8.47M
Median Active Inventory Listing Price		\$179,900			\$109,750	\$167,000	\$298,000	\$632,000

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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 JANUARY

2015	2016	2017	2018	2019

INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
191	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 JAN AVG = inf

High Jan 2019	inf	Low Jan 2019	inf
Months Supply this month at inf			
equal to 5 yr JAN average of inf			
NOV	inf		%
DEC	inf		%
JAN	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15		7.85%	4.00	5.71	3.00	0.00	0.00	
\$50,001 - \$75,000	10		5.24%	2.86	2.57	3.50	0.00	0.00	
\$75,001 - \$125,000	35		18.32%	4.67	8.67	3.34	6.00	0.00	
\$125,001 - \$225,000	57		29.84%	6.84	15.00	5.92	7.20	6.00	
\$225,001 - \$325,000	28		14.66%	8.62	3.00	7.58	11.14	12.00	
\$325,001 - \$550,000	26		13.61%	22.29	12.00	20.57	44.00	0.00	
\$550,001 and up	20		10.47%	48.00	0.00	8.00	108.00	84.00	
Market Supply of Inventory (MSI)		6.84			7.41	5.28	11.06	17.14	
Total Active Inventory by Units		191	100%	6.84	42	92	47	10	

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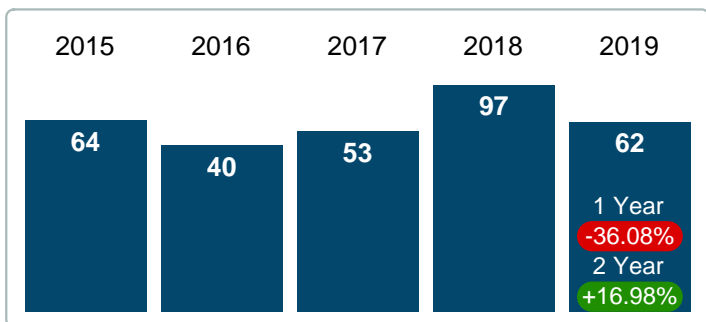
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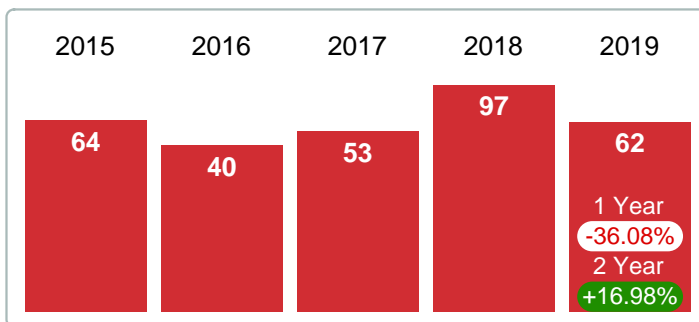
MEDIAN DAYS ON MARKET TO SALE

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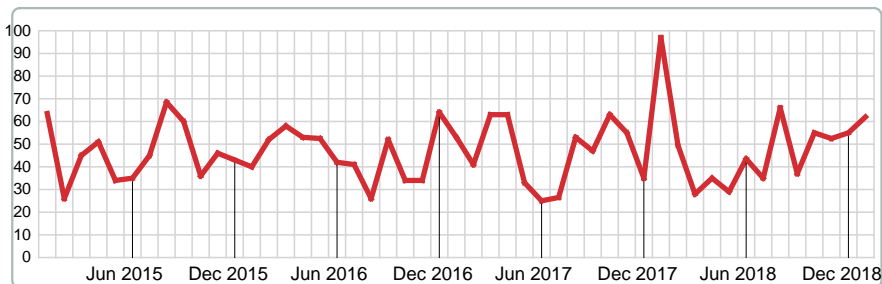
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

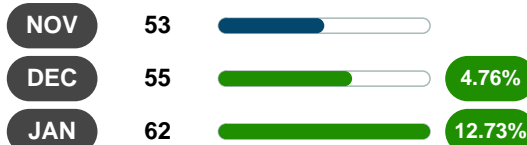


3 MONTHS

5 year JAN AVG = 63

High Jan 2018 97 Low Jun 2017 25

Median Days on Market to Sale this month at 62 below the 5 yr JAN average of 63



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	12.50%	27	0	27	0	0
\$50,001 - \$70,000	6.25%	74	0	74	0	0
\$70,001 - \$80,000	18.75%	70	0	70	0	0
\$80,001 - \$100,000	31.25%	39	8	103	69	0
\$100,001 - \$150,000	6.25%	141	0	141	0	0
\$150,001 - \$280,000	18.75%	39	0	39	0	0
\$280,001 and up	6.25%	76	0	76	0	0
Median Closed DOM		62	8	72	69	0
Total Closed Units	100%	62.0	2	12	2	
Total Closed Volume		2,110,744	174.50K	1.75M	185.00K	0.00B

January 2019



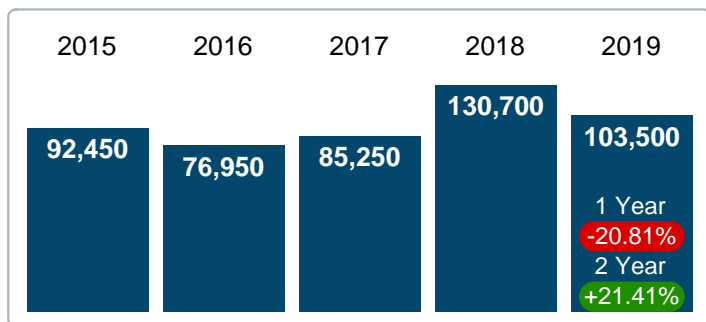
Area Delimited by County Of Mayes - Residential Property Type



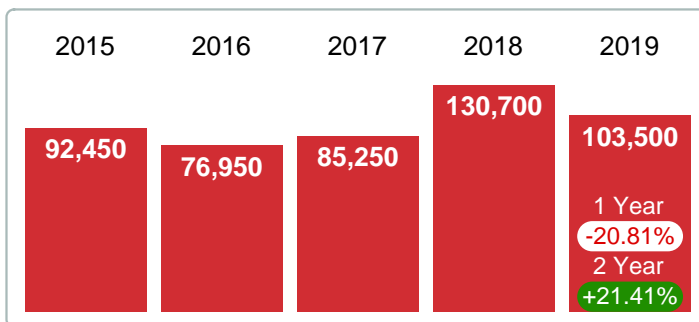
MEDIAN LIST PRICE AT CLOSING

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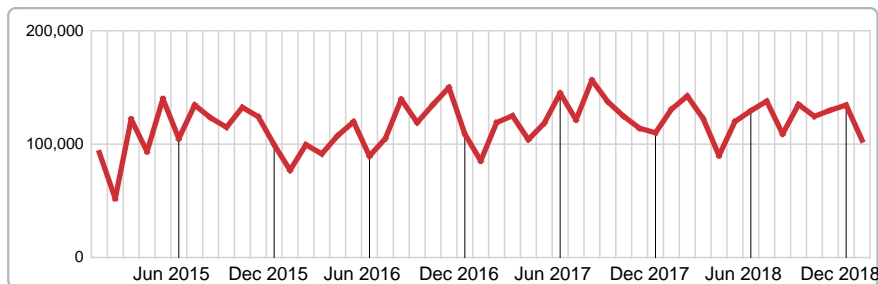
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

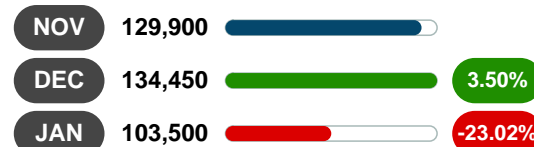


3 MONTHS

5 year JAN AVG = 97,770

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

Median List Price at Closing this month at **103,500**
above the 5 yr JAN average of **97,770**



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	6.25%	39,900	0	39,900	0	0
\$50,001 - \$70,000	6.25%	54,500	0	54,500	0	0
\$70,001 - \$80,000	12.50%	76,950	0	73,900	80,000	0
\$80,001 - \$100,000	25.00%	85,475	95,000	85,000	0	0
\$100,001 - \$150,000	25.00%	119,950	125,000	122,200	112,000	0
\$150,001 - \$280,000	12.50%	195,500	0	195,500	0	0
\$280,001 and up	12.50%	407,000	0	407,000	0	0
Median List Price		103,500	110,000	100,425	96,000	0
Total Closed Units	100%	103,500	2	12	2	0
Total Closed Volume		2,283,149	220.00K	1.87M	192.00K	0.00B

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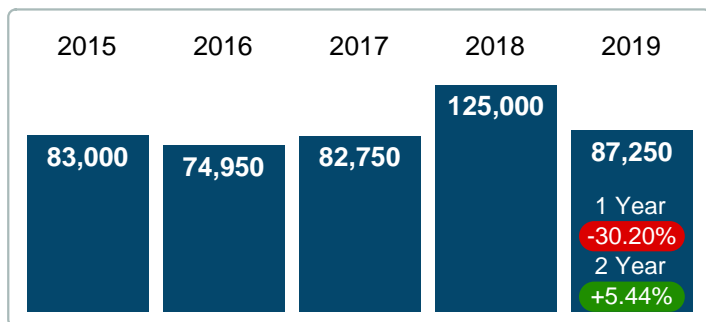
Area Delimited by County Of Mayes - Residential Property Type



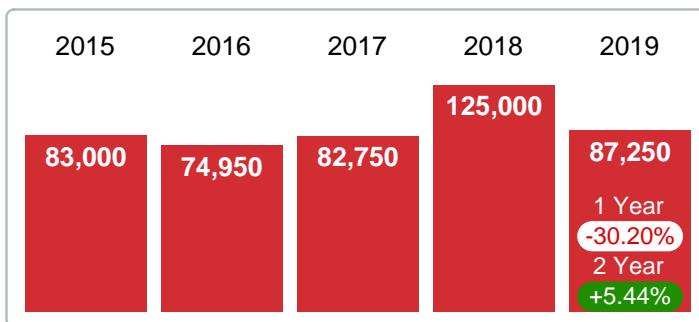
MEDIAN SOLD PRICE AT CLOSING

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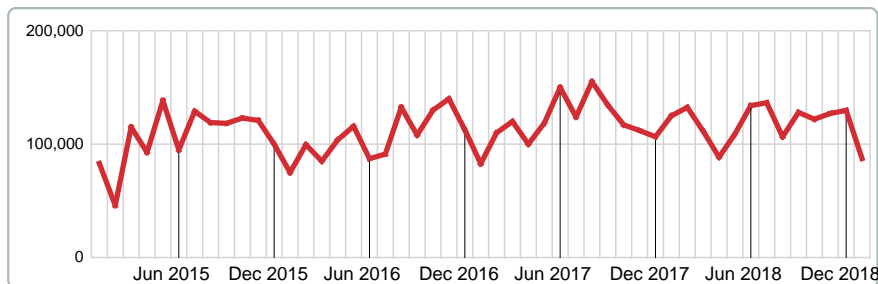
JANUARY



YEAR TO DATE (YTD)

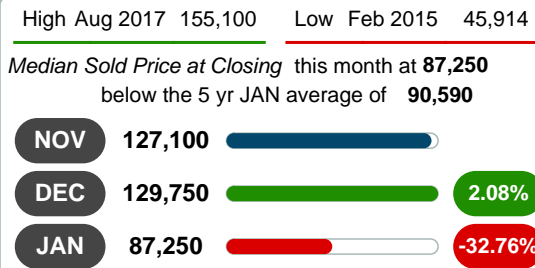


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 90,590



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	12.50%	46,142	0	46,142	0	0
\$50,001 - \$70,000	6.25%	65,000	0	65,000	0	0
\$70,001 - \$80,000	18.75%	76,260	0	76,260	0	0
\$80,001 - \$100,000	31.25%	89,500	87,250	100,000	92,500	0
\$100,001 - \$150,000	6.25%	125,000	0	125,000	0	0
\$150,001 - \$280,000	18.75%	222,000	0	222,000	0	0
\$280,001 and up	6.25%	485,000	0	485,000	0	0
Median Sold Price		87,250	87,250	90,000	92,500	0
Total Closed Units	100%	87,250	2	12	2	0
Total Closed Volume		2,110,744	174.50K	1.75M	185.00K	0.00B

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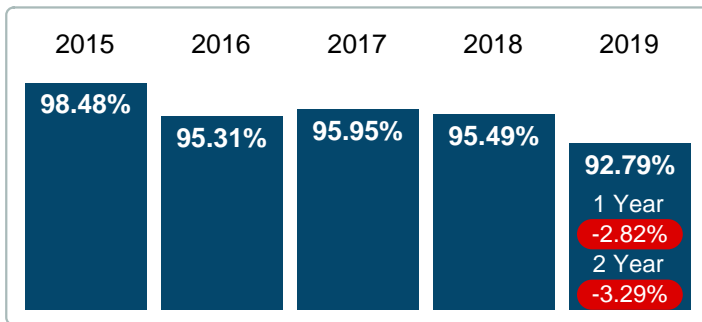
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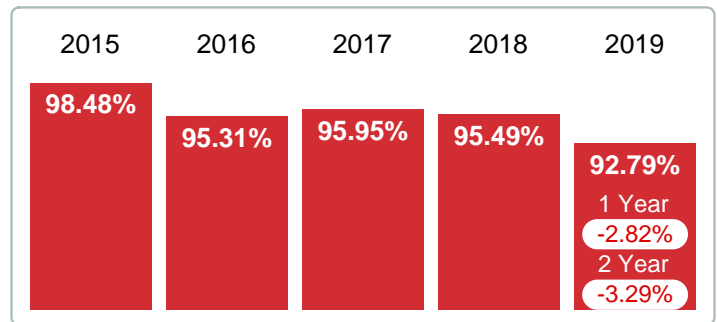
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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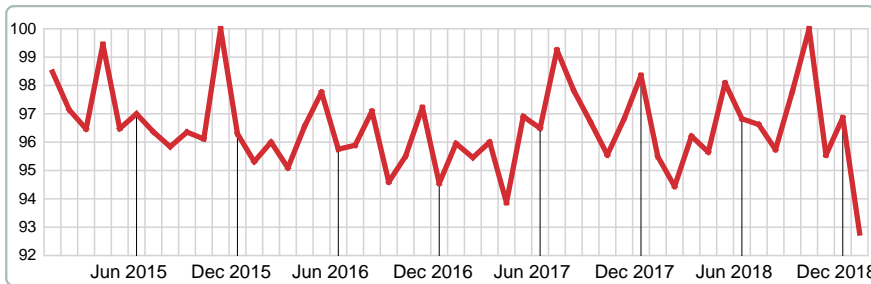
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

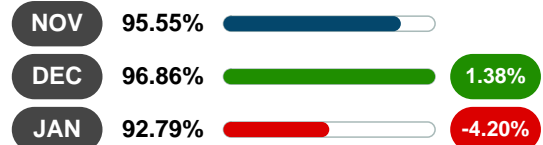


3 MONTHS

5 year JAN AVG = 95.60%

High Oct 2018 100.00% Low Jan 2019 92.79%

Median Sold/List Ratio this month at **92.79%**
below the 5 yr JAN average of **95.60%**



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	2	12.50%	98.86%	0.00%	98.86%	0.00%	0.00%
\$50,001 - \$70,000	1	6.25%	87.96%	0.00%	87.96%	0.00%	0.00%
\$70,001 - \$80,000	3	18.75%	92.44%	0.00%	92.44%	0.00%	0.00%
\$80,001 - \$100,000	5	31.25%	89.29%	81.11%	87.03%	97.77%	0.00%
\$100,001 - \$150,000	1	6.25%	96.53%	0.00%	96.53%	0.00%	0.00%
\$150,001 - \$280,000	3	18.75%	93.15%	0.00%	93.15%	0.00%	0.00%
\$280,001 and up	1	6.25%	95.28%	0.00%	95.28%	0.00%	0.00%
Median Sold/List Ratio		92.79%		81.11%	92.79%	97.77%	0.00%
Total Closed Units		16	100%	2	12	2	
Total Closed Volume		2,110,744		174.50K	1.75M	185.00K	0.00B

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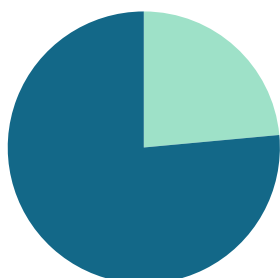
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

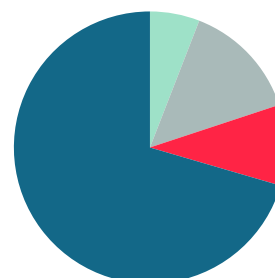


Inventory
 New Listings
60 = 23.53%
 Start Inventory
195
 Total Inventory Units
255
 Volume
\$65,429,135

Market Activity

Closed Sales
16 = 5.90%
 Pending Sales
38 = 14.02%
 Other Off Market
26 = 9.59%
 Active Inventory
191 = 70.48%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	24	16	-33.33%	24	16	-33.33%
Pending Sales	27	38	40.74%	27	38	40.74%
New Listings	64	60	-6.25%	64	60	-6.25%
Median List Price	130,700	103,500	-20.81%	130,700	103,500	-20.81%
Median Sale Price	125,000	87,250	-30.20%	125,000	87,250	-30.20%
Median Percent of Selling Price to List Price	95.49%	92.79%	-2.82%	95.49%	92.79%	-2.82%
Median Days on Market to Sale	97.00	62.00	-36.08%	97.00	62.00	-36.08%
Monthly Inventory	214	191	-10.75%	214	191	-10.75%
Months Supply of Inventory	7.58	6.84	-9.68%	7.58	6.84	-9.68%

Absorption: Last 12 months, an Average of **28** Sales/Month

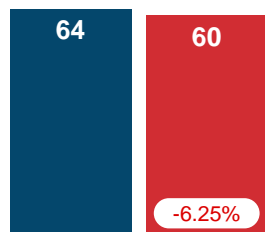
Inventory on January 31, 2019 = **191**

2018 **2019**

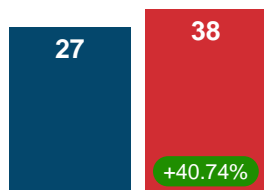
JANUARY MARKET

MEDIAN PRICES

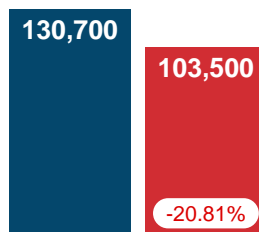
New Listings



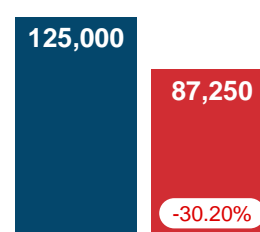
Pending Listings



List Price



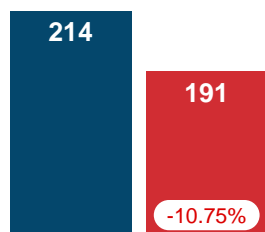
Sale Price



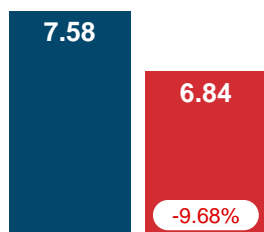
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

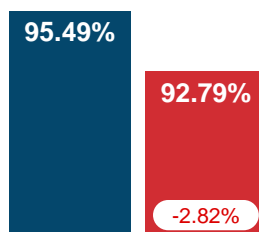
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

