

# June 2019



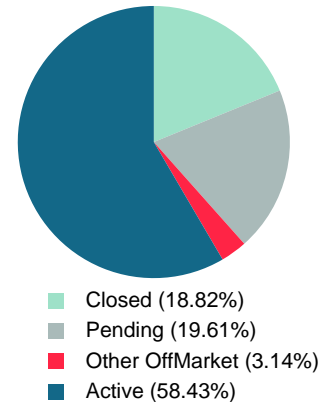
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	50	48	-4.00%
Pending Listings	52	50	-3.85%
New Listings	66	53	-19.70%
Median List Price	138,000	168,350	21.99%
Median Sale Price	133,125	169,000	26.95%
Median Percent of Selling Price to List Price	98.30%	99.06%	0.77%
Median Days on Market to Sale	26.50	25.50	-3.77%
End of Month Inventory	156	149	-4.49%
Months Supply of Inventory	4.45	3.85	-13.52%



**Absorption:** Last 12 months, an Average of **39** Sales/Month  
**Active Inventory** as of June 30, 2019 = **149**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **4.49%** to 149 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **3.85** 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 **26.95%** in June 2019 to \$169,000 versus the previous year at \$133,125.

#### Median Days on Market Shortens

The median number of **25.50** days that homes spent on the market before selling decreased by 1.00 days or **3.77%** in June 2019 compared to last year's same month at **26.50** DOM.

#### Sales Success for June 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 53 New Listings in June 2019, down **19.70%** from last year at 66. Furthermore, there were 48 Closed Listings this month versus last year at 50, a **-4.00%** decrease.

Closed versus Listed trends yielded a **90.6%** ratio, up from previous year's, June 2018, at **75.8%**, a **19.55%** 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>
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<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**

# June 2019



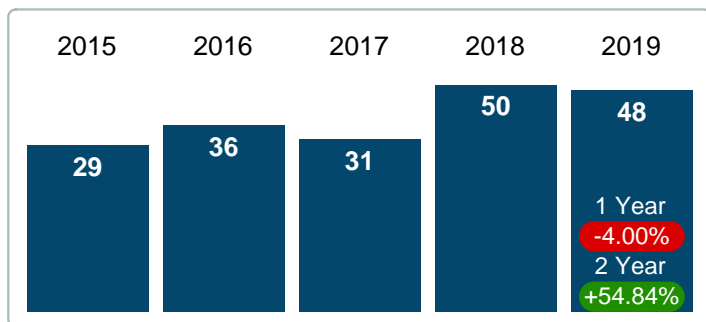
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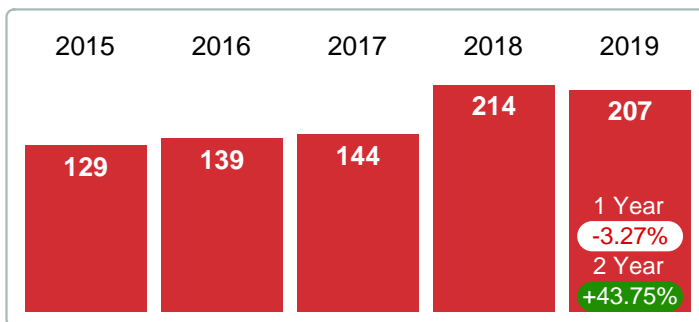
## CLOSED LISTINGS

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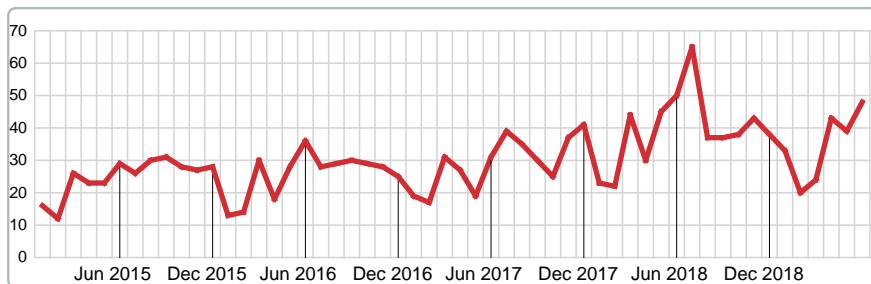
### JUNE



### YEAR TO DATE (YTD)

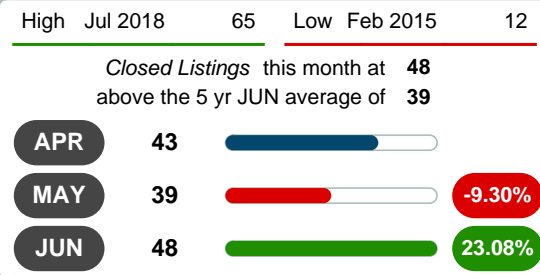


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 39



### 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	8.33%	40.5	2	2	0	0
\$50,001 - \$100,000	7	14.58%	15.0	3	2	2	0
\$100,001 - \$125,000	2	4.17%	55.0	0	2	0	0
\$125,001 - \$175,000	16	33.33%	19.5	0	10	6	0
\$175,001 - \$225,000	8	16.67%	10.0	0	6	2	0
\$225,001 - \$275,000	7	14.58%	58.0	0	4	2	1
\$275,001 and up	4	8.33%	31.5	0	2	0	2
<b>Total Closed Units</b>	<b>48</b>			<b>5</b>	<b>28</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>8,750,174</b>	<b>100%</b>	<b>25.5</b>	<b>260.50K</b>	<b>5.52M</b>	<b>2.06M</b>	<b>912.50K</b>
<b>Median Closed Price</b>	<b>\$169,000</b>			<b>\$72,000</b>	<b>\$169,000</b>	<b>\$172,287</b>	<b>\$318,000</b>

# June 2019



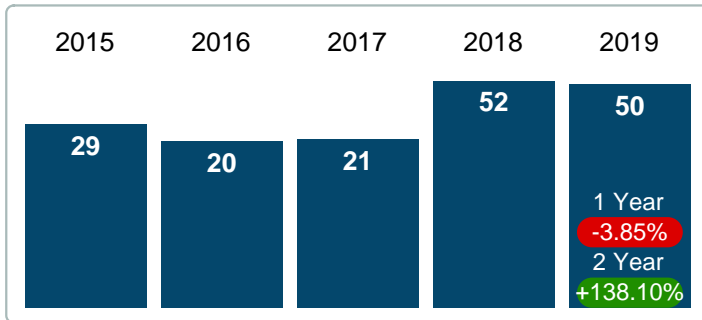
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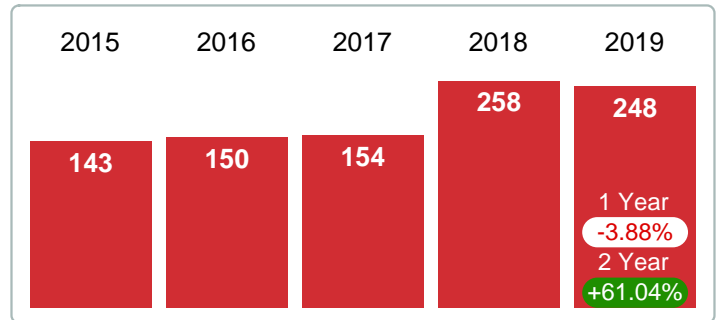
## PENDING LISTINGS

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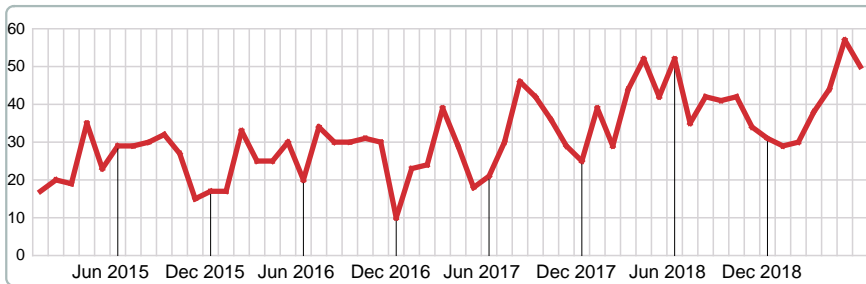
### JUNE



### YEAR TO DATE (YTD)

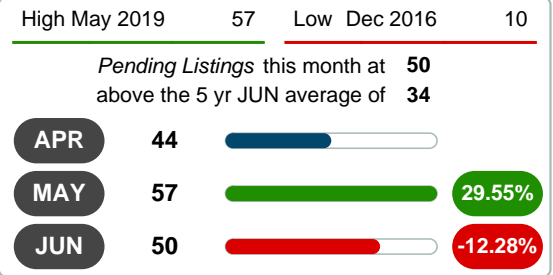


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 34



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	4.00%	10.5	0	2	0	0
\$75,001 - \$100,000	7	14.00%	38.0	2	3	2	0
\$100,001 - \$125,000	6	12.00%	51.5	3	3	0	0
\$125,001 - \$175,000	14	28.00%	8.0	0	13	1	0
\$175,001 - \$225,000	5	10.00%	19.0	0	4	1	0
\$225,001 - \$375,000	10	20.00%	33.0	0	5	4	1
\$375,001 and up	6	12.00%	21.5	0	0	5	1
<b>Total Pending Units</b>	<b>50</b>			<b>5</b>	<b>30</b>	<b>13</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>9,884,200</b>	<b>100%</b>	<b>20.0</b>	<b>518.50K</b>	<b>4.78M</b>	<b>3.81M</b>	<b>774.00K</b>
<b>Median Listing Price</b>	<b>\$162,750</b>			<b>\$109,000</b>	<b>\$161,200</b>	<b>\$299,000</b>	<b>\$387,000</b>

# June 2019



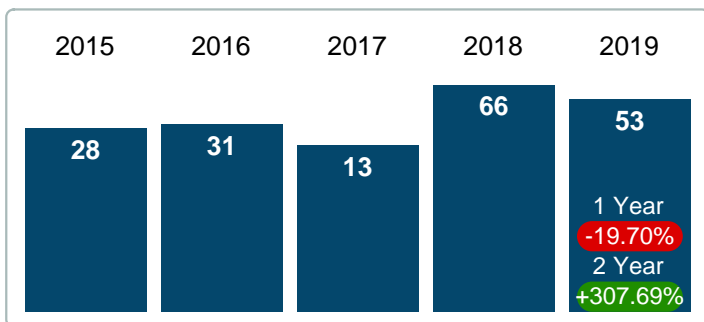
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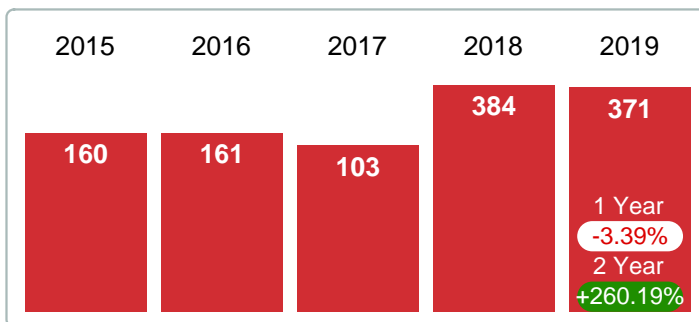
## NEW LISTINGS

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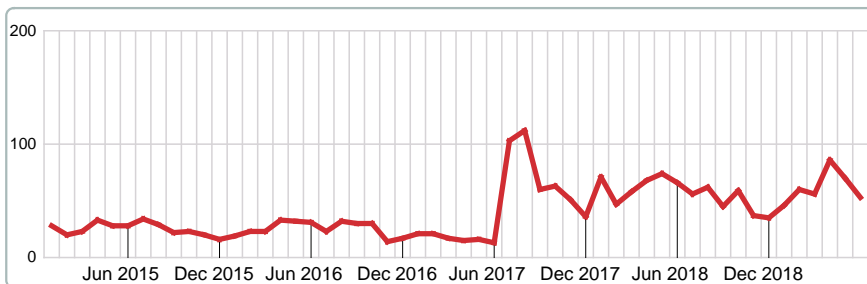
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 38

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 53  
above the 5 yr JUN average of 38



### 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	6	11.32%	1	5	0	0
\$75,001 - \$100,000	5	9.43%	0	4	0	1
\$100,001 - \$150,000	8	15.09%	1	4	3	0
\$150,001 - \$200,000	11	20.75%	1	10	0	0
\$200,001 - \$275,000	11	20.75%	1	8	2	0
\$275,001 - \$375,000	6	11.32%	1	5	0	0
\$375,001 and up	6	11.32%	0	1	3	2
<b>Total New Listed Units</b>	<b>53</b>		<b>5</b>	<b>37</b>	<b>8</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>11,157,364</b>	<b>100%</b>	<b>921.90K</b>	<b>6.97M</b>	<b>2.30M</b>	<b>967.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$167,500</b>		<b>\$158,000</b>	<b>\$164,500</b>	<b>\$256,200</b>	<b>\$419,000</b>

# June 2019



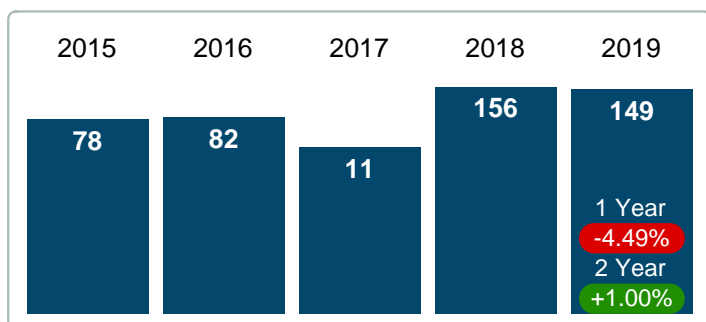
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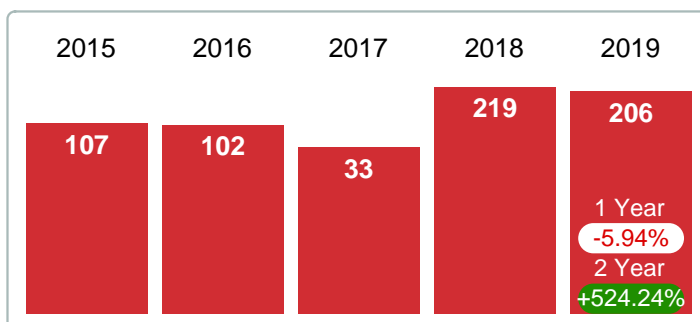
## ACTIVE INVENTORY

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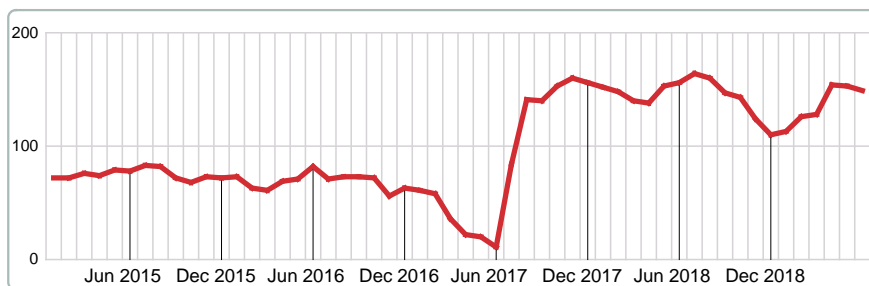
### END OF JUNE



### ACTIVE DURING JUNE

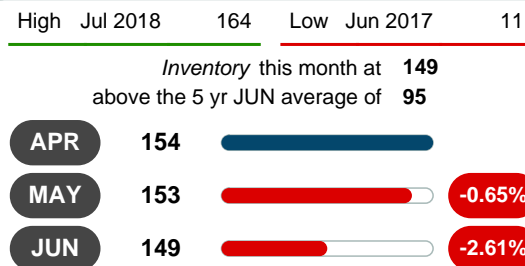


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 95



### 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	7	4.70%	62.0	3	3	1	0
\$50,001 - \$100,000	23	15.44%	60.0	3	16	1	3
\$100,001 - \$175,000	23	15.44%	40.0	3	16	4	0
\$175,001 - \$250,000	33	22.15%	81.0	1	22	9	1
\$250,001 - \$350,000	26	17.45%	66.0	2	13	11	0
\$350,001 - \$525,000	22	14.77%	76.5	1	8	6	7
\$525,001 and up	15	10.07%	124.0	0	7	3	5
<b>Total Active Inventory by Units</b>	<b>149</b>			<b>13</b>	<b>85</b>	<b>35</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>45,170,443</b>	<b>100%</b>	<b>67.0</b>	<b>1.92M</b>	<b>24.28M</b>	<b>10.16M</b>	<b>8.81M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$235,000</b>			<b>\$115,000</b>	<b>\$189,700</b>	<b>\$265,000</b>	<b>\$456,500</b>

# June 2019



Area Delimited by County Of Bryan - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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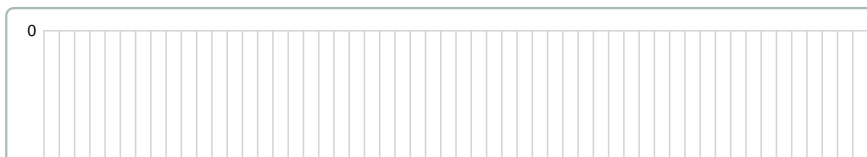
### MSI FOR JUNE

2015	2016	2017	2018	2019

### INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
149	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 JUN AVG = inf

High Jun 2019	inf	Low Jun 2019	inf
Months Supply this month at inf equal to 5 yr JUN average of inf			
APR	inf		%
MAY	inf		%
JUN	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7		4.70%	2.80	3.00	2.40	4.00	0.00	
\$50,001 - \$100,000	23		15.44%	3.78	1.57	5.05	1.00	0.00	
\$100,001 - \$175,000	23		15.44%	1.54	9.00	1.42	1.33	0.00	
\$175,001 - \$250,000	33		22.15%	2.98	12.00	2.75	3.18	6.00	
\$250,001 - \$350,000	26		17.45%	9.18	24.00	10.40	11.00	0.00	
\$350,001 - \$525,000	22		14.77%	26.40	0.00	32.00	12.00	84.00	
\$525,001 and up	15		10.07%	30.00	0.00	28.00	18.00	60.00	
Market Supply of Inventory (MSI)		3.85			3.80	3.34	4.00	13.71	
Total Active Inventory by Units		149	100%	3.85	13	85	35	16	

# June 2019



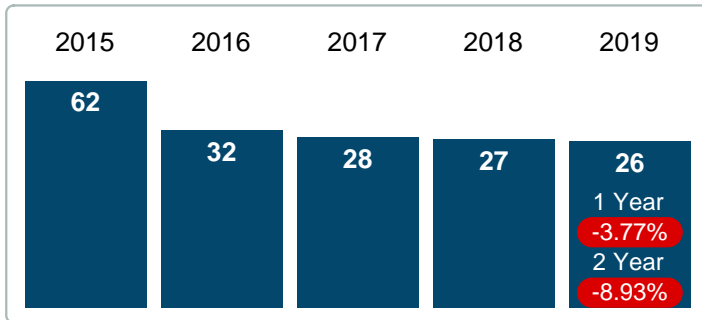
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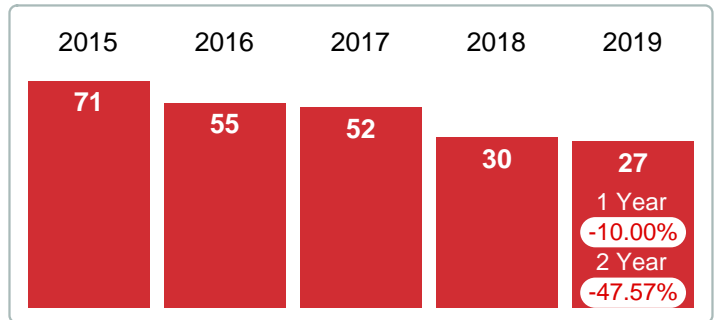
## MEDIAN DAYS ON MARKET TO SALE

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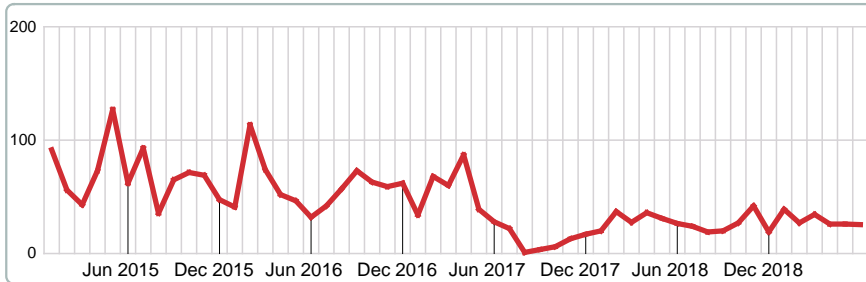
### JUNE



### YEAR TO DATE (YTD)

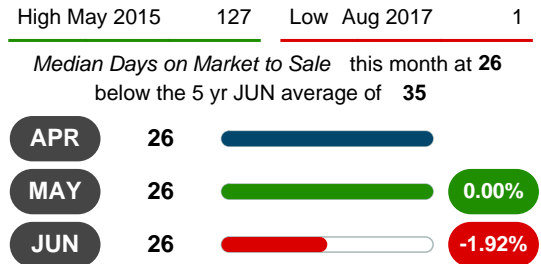


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 35



### 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	8.33%	41	90	36	0	0	
\$50,001 - \$100,000	14.58%	15	15	29	14	0	
\$100,001 - \$125,000	4.17%	55	0	55	0	0	
\$125,001 - \$175,000	33.33%	20	0	20	27	0	
\$175,001 - \$225,000	16.67%	10	0	6	104	0	
\$225,001 - \$275,000	14.58%	58	0	63	94	25	
\$275,001 and up	8.33%	32	0	32	0	49	
Median Closed DOM		26		15	13	53	25
Total Closed Units	100%	25.5	5	28	12	3	
Total Closed Volume		8,750,174	260.50K	5.52M	2.06M	912.50K	

# June 2019



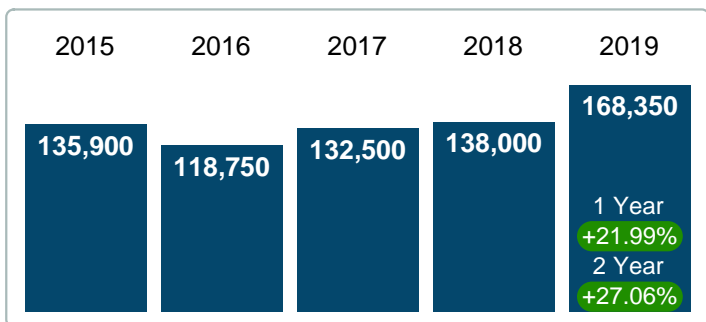
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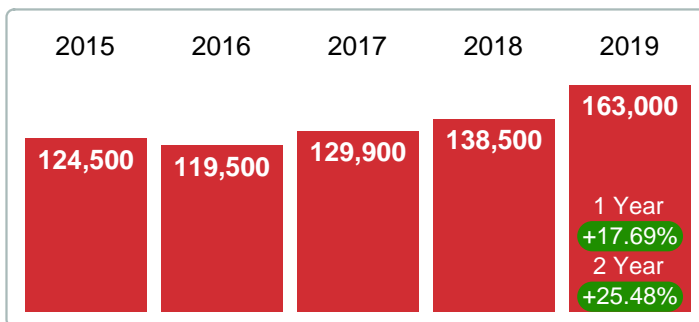
## MEDIAN LIST PRICE AT CLOSING

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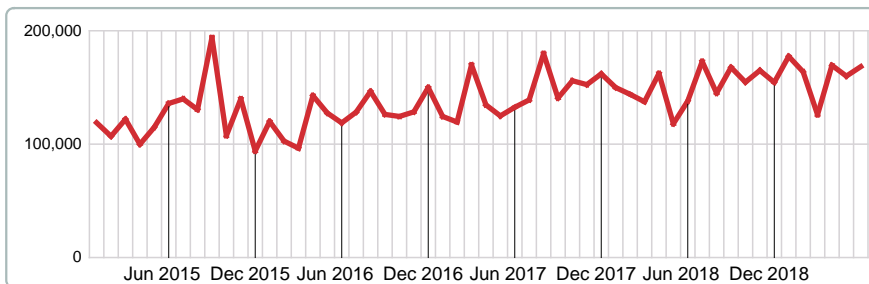
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 138,700

High Sep 2015 194,000    Low Dec 2015 93,950

Median List Price at Closing this month at **168,350**  
above the 5 yr JUN average of **138,700**

- APR 169,500
- MAY 160,000 (-5.60%)
- JUN 168,350 (5.22%)

### 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	8.33%	37,000	21,500	49,450	0	0
\$50,001 - \$100,000	7	14.58%	87,500	79,900	73,700	95,000	0
\$100,001 - \$125,000	2	4.17%	119,700	0	119,700	0	0
\$125,001 - \$175,000	12	25.00%	147,450	0	147,450	150,700	0
\$175,001 - \$225,000	13	27.08%	190,000	0	195,500	189,700	0
\$225,001 - \$275,000	5	10.42%	239,900	0	239,900	251,200	0
\$275,001 and up	5	10.42%	349,900	0	829,500	0	325,000
Median List Price			168,350	77,000	174,450	173,800	325,000
Total Closed Units		100%	168,350	5	28	12	3
Total Closed Volume			9,166,549	289.40K	5.85M	2.07M	954.80K



# June 2019



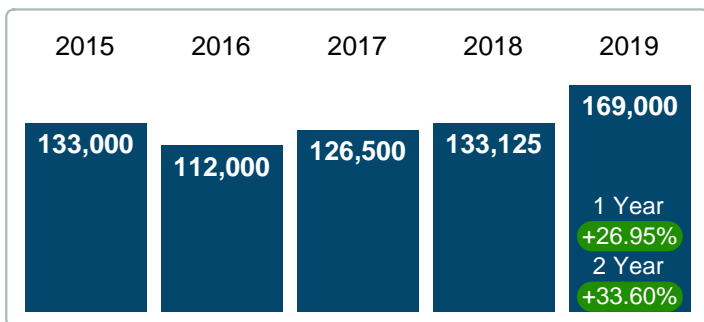
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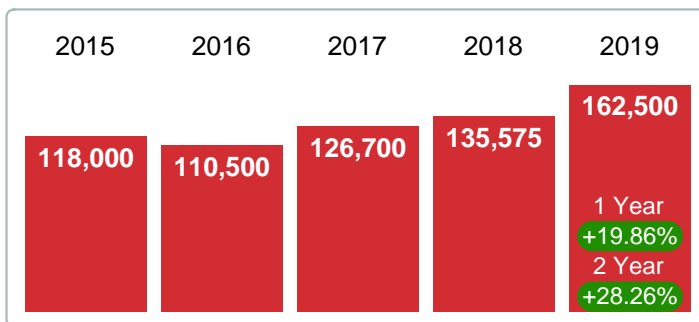
## MEDIAN SOLD PRICE AT CLOSING

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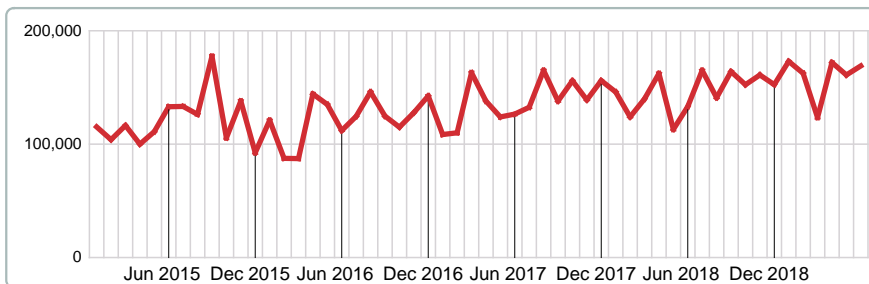
### JUNE



### YEAR TO DATE (YTD)

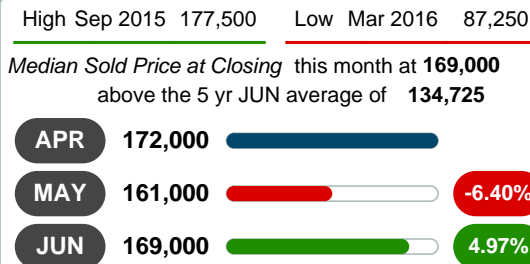


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 134,725



### 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	8.33%	30,000	15,500	44,500	0	0
\$50,001 - \$100,000	7	14.58%	82,500	75,000	72,000	98,500	0
\$100,001 - \$125,000	2	4.17%	120,450	0	120,450	0	0
\$125,001 - \$175,000	16	33.33%	154,750	0	149,000	168,737	0
\$175,001 - \$225,000	8	16.67%	196,000	0	196,000	205,750	0
\$225,001 - \$275,000	7	14.58%	235,500	0	231,250	250,250	275,000
\$275,001 and up	4	8.33%	340,750	0	697,750	0	318,750
Median Sold Price			169,000	72,000	169,000	172,287	318,000
Total Closed Units		100%	169,000	5	28	12	3
Total Closed Volume			8,750,174	260.50K	5.52M	2.06M	912.50K

# June 2019



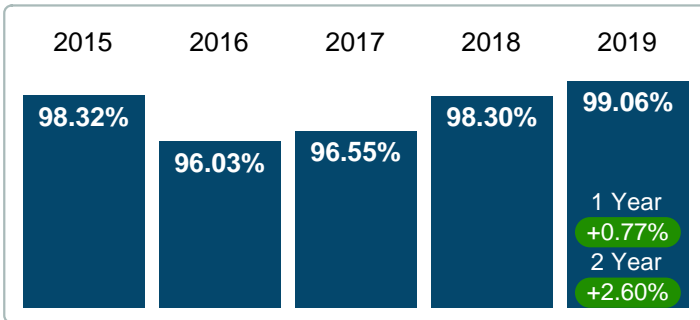
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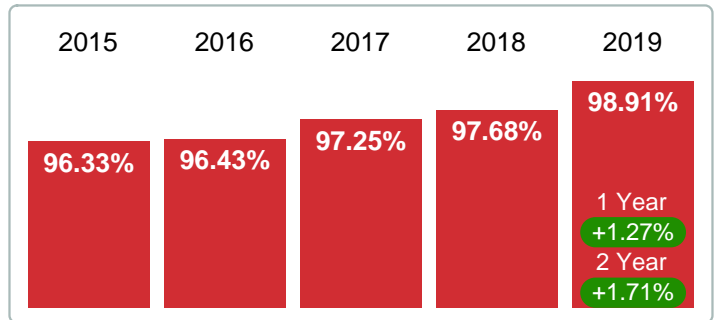
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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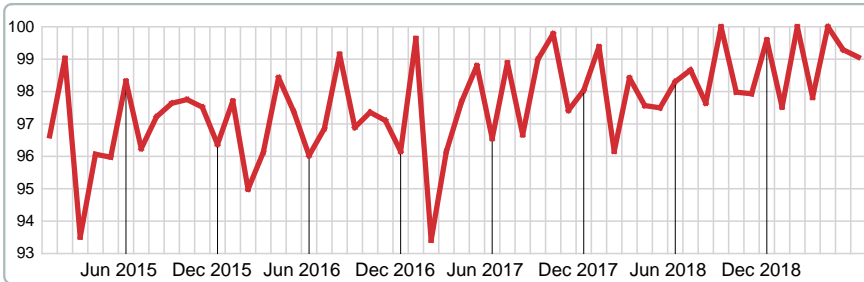
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

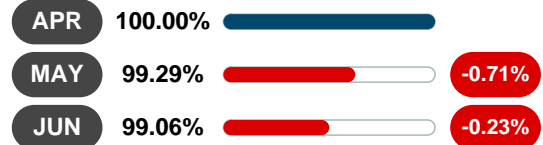


### 3 MONTHS

5 year JUN AVG = 97.65%

High Apr 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **99.06%**  
above the 5 yr JUN average of **97.65%**



## 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	8.33%	88.53%	74.44%	90.01%	0.00%	0.00%
\$50,001 - \$100,000	7	14.58%	97.40%	92.18%	96.77%	103.89%	0.00%
\$100,001 - \$125,000	2	4.17%	100.66%	0.00%	100.66%	0.00%	0.00%
\$125,001 - \$175,000	16	33.33%	99.07%	0.00%	97.16%	100.00%	0.00%
\$175,001 - \$225,000	8	16.67%	100.00%	0.00%	100.00%	100.00%	0.00%
\$225,001 - \$275,000	7	14.58%	98.91%	0.00%	98.54%	99.60%	98.25%
\$275,001 and up	4	8.33%	94.58%	0.00%	89.11%	0.00%	94.58%
Median Sold/List Ratio		99.06%		90.11%	99.23%	100.00%	97.85%
Total Closed Units		48	100%	5	28	12	3
Total Closed Volume		8,750,174		260.50K	5.52M	2.06M	912.50K

# June 2019



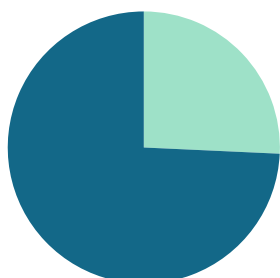
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

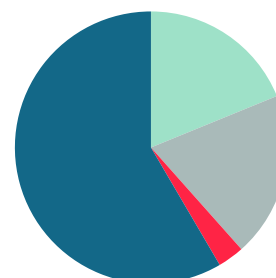


**Inventory**  
 New Listings  
**53 = 25.73%**  
 Start Inventory  
**153**  
 Total Inventory Units  
**206**  
 Volume  
**\$57,284,543**

### Market Activity

Closed Sales  
**48 = 18.82%**  
 Pending Sales  
**50 = 19.61%**  
 Other Off Market  
**8 = 3.14%**  
 Active Inventory  
**149 = 58.43%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	50	48	-4.00%	214	207	-3.27%
Pending Sales	52	50	-3.85%	258	248	-3.88%
New Listings	66	53	-19.70%	384	371	-3.39%
Median List Price	138,000	168,350	21.99%	138,500	163,000	17.69%
Median Sale Price	133,125	169,000	26.95%	135,575	162,500	19.86%
Median Percent of Selling Price to List Price	98.30%	99.06%	0.77%	97.68%	98.91%	1.27%
Median Days on Market to Sale	26.50	25.50	-3.77%	30.00	27.00	-10.00%
Monthly Inventory	156	149	-4.49%	156	149	-4.49%
Months Supply of Inventory	4.45	3.85	-13.52%	4.45	3.85	-13.52%

**Absorption:** Last 12 months, an Average of **39** Sales/Month

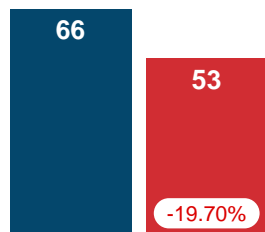
**Inventory** on June 30, 2019 = **149**

**2018** **2019**

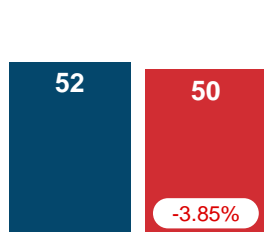
### JUNE MARKET

### MEDIAN PRICES

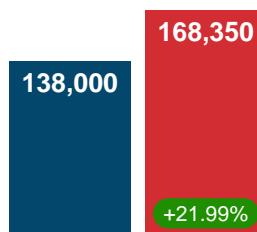
#### New Listings



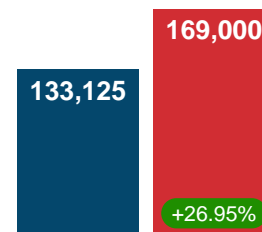
#### Pending Listings



#### List Price



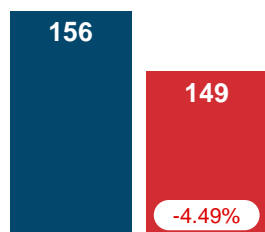
#### Sale Price



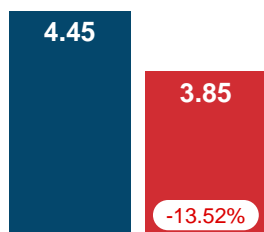
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

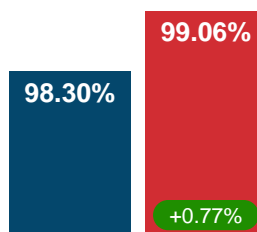
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

