

# June 2019



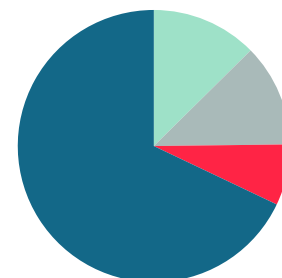
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	38	33	-13.16%
Pending Listings	32	32	0.00%
New Listings	68	36	-47.06%
Average List Price	148,553	186,047	25.24%
Average Sale Price	142,274	176,526	24.07%
Average Percent of Selling Price to List Price	96.03%	96.08%	0.06%
Average Days on Market to Sale	58.29	55.06	-5.54%
End of Month Inventory	238	178	-25.21%
Months Supply of Inventory	8.73	5.82	-33.36%



■ Closed (12.60%)  
■ Pending (12.21%)  
■ Other OffMarket (7.25%)  
■ Active (67.94%)

**Absorption:** Last 12 months, an Average of **31** Sales/Month  
**Active Inventory** as of June 30, 2019 = **178**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2019 decreased **25.21%** to 178 existing homes available for sale. Over the last 12 months this area has had an average of 31 closed sales per month. This represents an unsold inventory index of **5.82** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **24.07%** in June 2019 to \$176,526 versus the previous year at \$142,274.

#### Average Days on Market Shortens

The average number of **55.06** days that homes spent on the market before selling decreased by 3.23 days or **5.54%** in June 2019 compared to last year's same month at **58.29** DOM.

#### Sales Success for June 2019 is Positive

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

There were 36 New Listings in June 2019, down **47.06%** from last year at 68. Furthermore, there were 33 Closed Listings this month versus last year at 38, a **-13.16%** decrease.

Closed versus Listed trends yielded a **91.7%** ratio, up from previous year's, June 2018, at **55.9%**, a **64.04%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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.**

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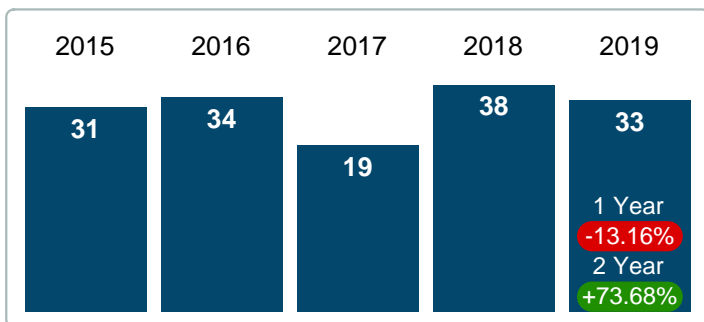
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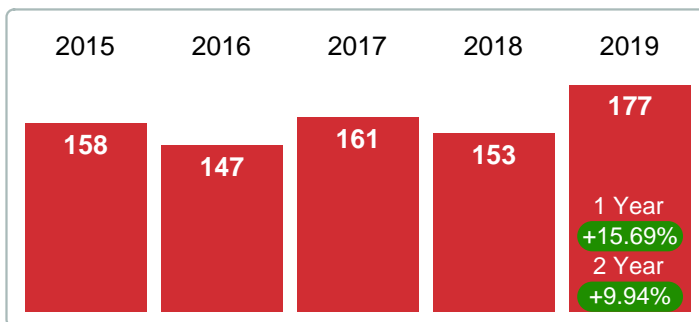
## CLOSED LISTINGS

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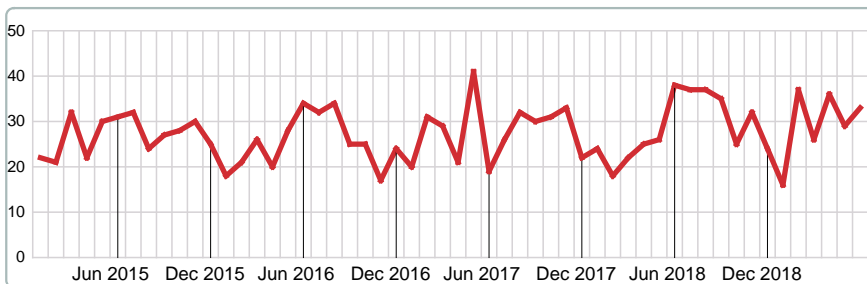
### JUNE



### YEAR TO DATE (YTD)

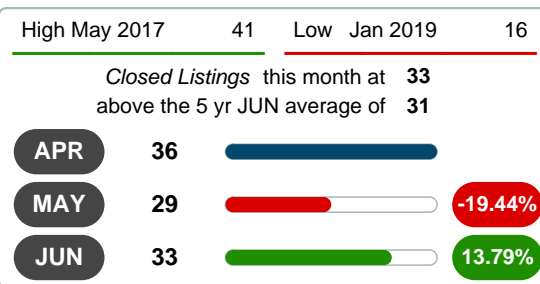


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 31



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	6.06%	20.0	0	2	0	0
\$75,001 - \$100,000	3	9.09%	71.3	0	1	2	0
\$100,001 - \$125,000	4	12.12%	45.3	1	3	0	0
\$125,001 - \$175,000	10	30.30%	37.7	2	8	0	0
\$175,001 - \$200,000	5	15.15%	78.6	0	5	0	0
\$200,001 - \$300,000	5	15.15%	74.2	0	2	3	0
\$300,001 and up	4	12.12%	60.3	0	2	2	0
<b>Total Closed Units</b>	<b>33</b>			<b>3</b>	<b>23</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,825,349</b>	<b>100%</b>	<b>55.1</b>	<b>405.40K</b>	<b>3.74M</b>	<b>1.68M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$176,526</b>			<b>\$135,133</b>	<b>\$162,780</b>	<b>\$239,429</b>	<b>\$0</b>

# June 2019



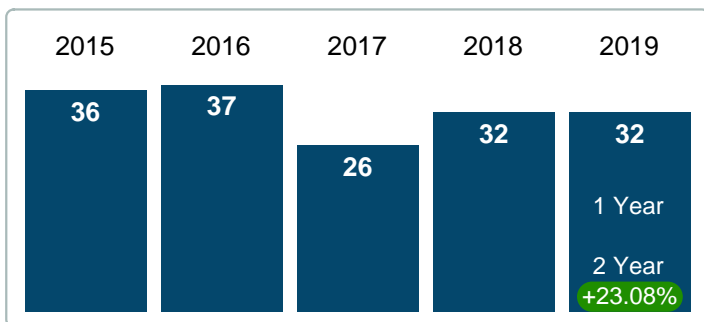
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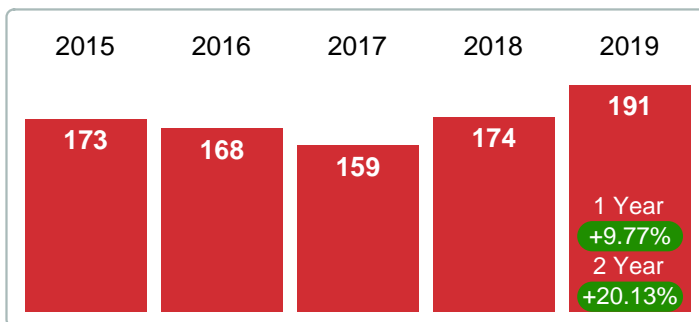
## PENDING LISTINGS

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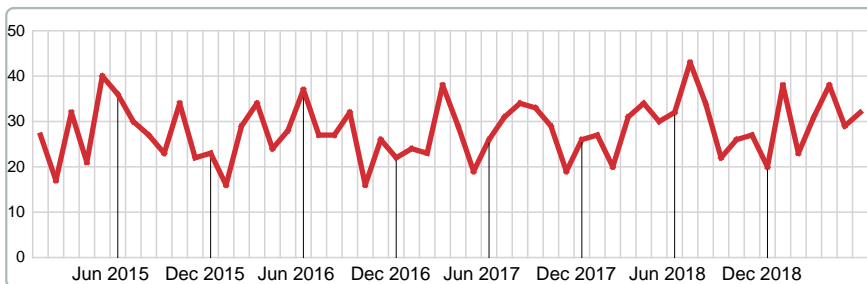
### JUNE



### YEAR TO DATE (YTD)

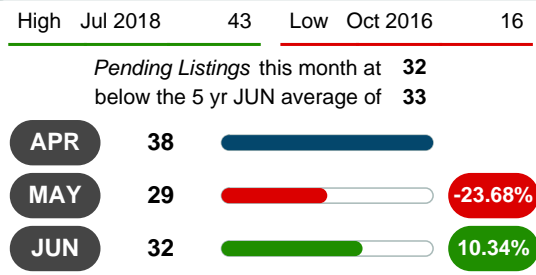


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 33



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	9.38%	71.3	3	0	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$100,000	6	18.75%	39.8	1	5	0	0
\$100,001 - \$150,000	9	28.13%	42.8	2	7	0	0
\$150,001 - \$175,000	3	9.38%	80.7	0	2	0	1
\$175,001 - \$225,000	7	21.88%	79.1	1	3	3	0
\$225,001 and up	4	12.50%	72.5	0	3	1	0
<b>Total Pending Units</b>	<b>32</b>			<b>7</b>	<b>20</b>	<b>4</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,376,399</b>	<b>100%</b>	<b>60.1</b>	<b>730.80K</b>	<b>2.99M</b>	<b>1.50M</b>	<b>155.00K</b>
<b>Average Listing Price</b>	<b>\$168,012</b>			<b>\$104,400</b>	<b>\$149,740</b>	<b>\$373,950</b>	<b>\$155,000</b>

# June 2019



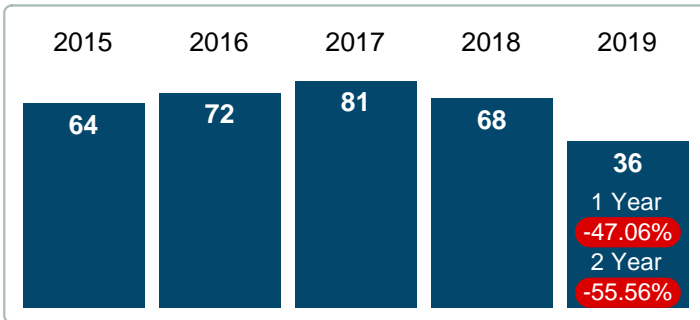
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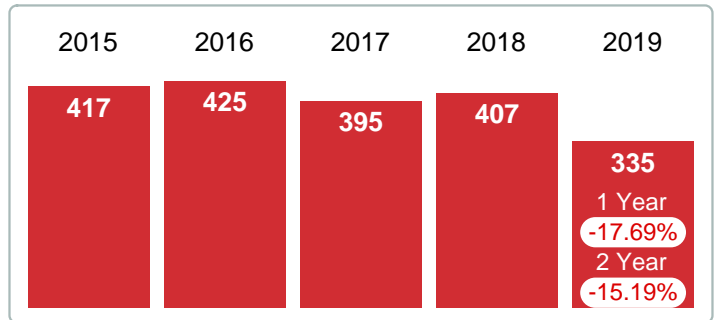
## NEW LISTINGS

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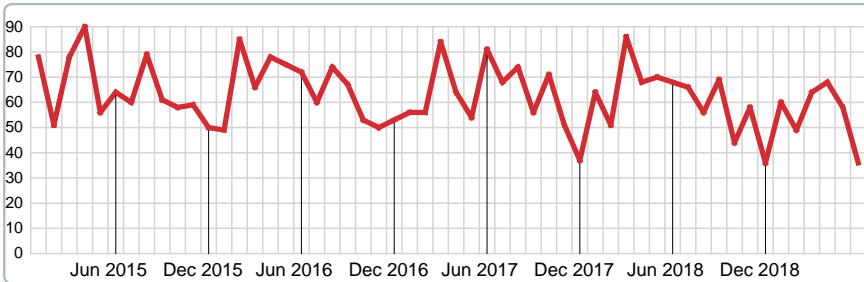
### JUNE



### YEAR TO DATE (YTD)

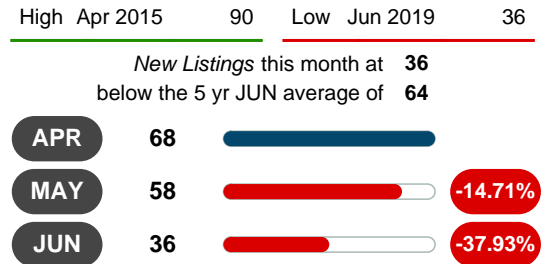


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 64



### 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	1	2.78%	0	1	0	0
\$50,001 - \$100,000	7	19.44%	4	3	0	0
\$100,001 - \$125,000	3	8.33%	0	3	0	0
\$125,001 - \$175,000	11	30.56%	4	7	0	0
\$175,001 - \$200,000	3	8.33%	2	1	0	0
\$200,001 - \$300,000	7	19.44%	0	4	2	1
\$300,001 and up	4	11.11%	0	2	2	0
<b>Total New Listed Units</b>	<b>36</b>		<b>10</b>	<b>21</b>	<b>4</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>6,597,200</b>	<b>100%</b>	<b>1.27M</b>	<b>3.83M</b>	<b>1.27M</b>	<b>215.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$179,070</b>		<b>\$127,370</b>	<b>\$182,600</b>	<b>\$318,475</b>	<b>\$215,000</b>

# June 2019



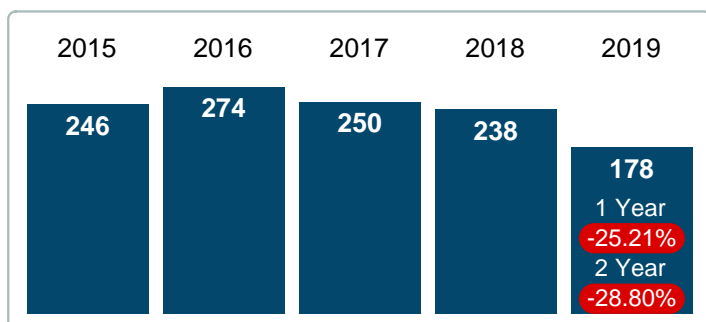
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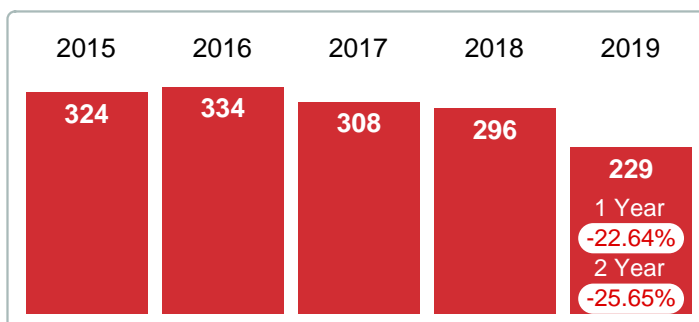
## ACTIVE INVENTORY

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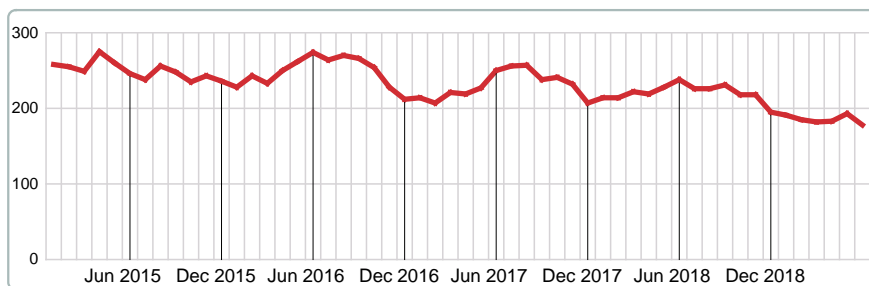
### END OF JUNE



### ACTIVE DURING JUNE

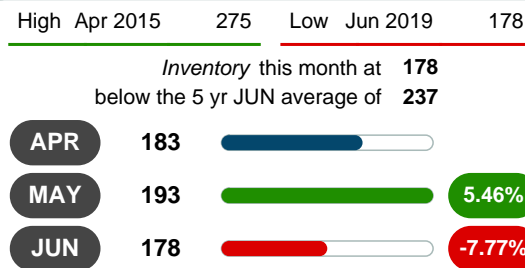


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 237



### 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	10	5.62%	85.6	5	5	0	0
\$50,001 - \$100,000	24	13.48%	75.6	9	14	1	0
\$100,001 - \$150,000	26	14.61%	66.9	6	17	3	0
\$150,001 - \$275,000	52	29.21%	81.3	6	33	11	2
\$275,001 - \$425,000	25	14.04%	92.4	3	11	9	2
\$425,001 - \$650,000	23	12.92%	79.3	2	13	3	5
\$650,001 and up	18	10.11%	81.8	2	1	9	6
<b>Total Active Inventory by Units</b>	<b>178</b>			<b>33</b>	<b>94</b>	<b>36</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>62,158,974</b>	<b>100%</b>	<b>80.0</b>	<b>6.53M</b>	<b>21.35M</b>	<b>16.01M</b>	<b>18.27M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$349,208</b>			<b>\$198,024</b>	<b>\$227,100</b>	<b>\$444,589</b>	<b>\$1,218,107</b>

# June 2019



Area Delimited by County Of Mayes - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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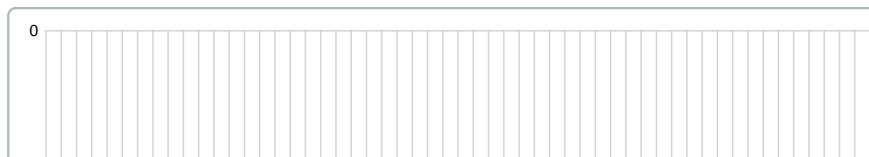
### MSI FOR JUNE

2015	2016	2017	2018	2019

### INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>178</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 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	10			5.62%	2.55	2.61	2.86	0.00	0.00
\$50,001 - \$100,000	24			13.48%	3.31	4.70	3.17	1.20	0.00
\$100,001 - \$150,000	26			14.61%	2.92	4.80	2.58	3.00	0.00
\$150,001 - \$275,000	52			29.21%	6.93	9.00	6.95	6.29	6.00
\$275,001 - \$425,000	25			14.04%	11.54	12.00	11.00	10.80	24.00
\$425,001 - \$650,000	23			12.92%	34.50	24.00	26.00	36.00	0.00
\$650,001 and up	18			10.11%	108.00	0.00	12.00	108.00	0.00
Market Supply of Inventory (MSI)					5.82	5.42	4.93	7.45	25.71
Total Active Inventory by Units				100%	5.82	33	94	36	15

# June 2019



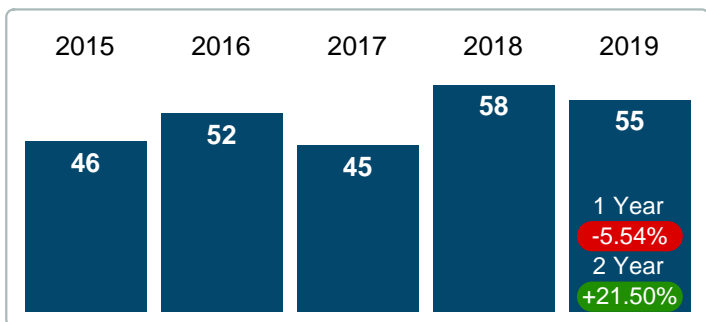
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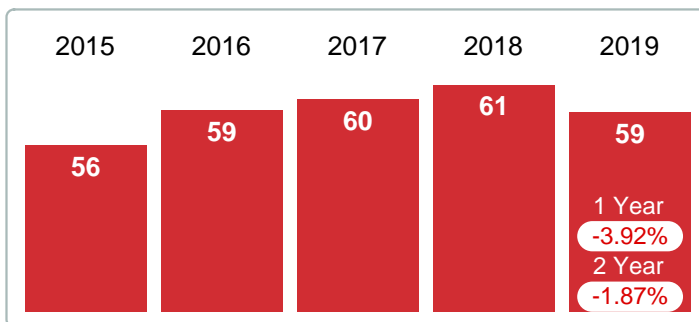
## AVERAGE DAYS ON MARKET TO SALE

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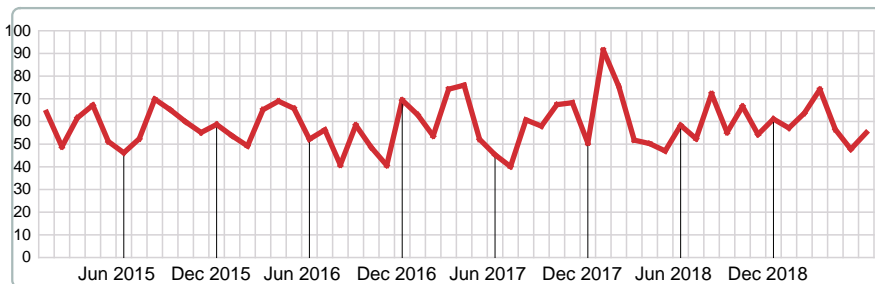
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

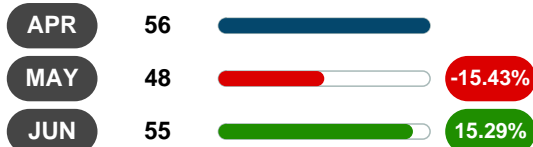


### 3 MONTHS

5 year JUN AVG = 51

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 55 above the 5 yr JUN average of 51



### 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
\$75,000 and less	6.06%	20	0	20	0	0
\$75,001 - \$100,000	9.09%	71	0	26	94	0
\$100,001 - \$125,000	12.12%	45	108	24	0	0
\$125,001 - \$175,000	30.30%	38	114	19	0	0
\$175,001 - \$200,000	15.15%	79	0	79	0	0
\$200,001 - \$300,000	15.15%	74	0	39	98	0
\$300,001 and up	12.12%	60	0	17	104	0
<b>Average Closed DOM</b>		<b>55</b>	<b>112</b>	<b>34</b>	<b>98</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>55</b>	<b>3</b>	<b>23</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,825,349</b>	<b>405.40K</b>	<b>3.74M</b>	<b>1.68M</b>	<b>0.00B</b>

# June 2019



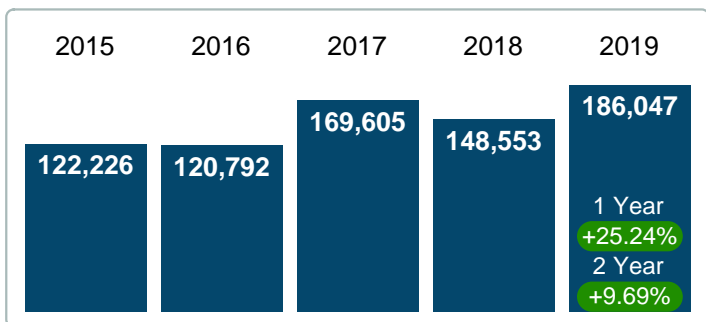
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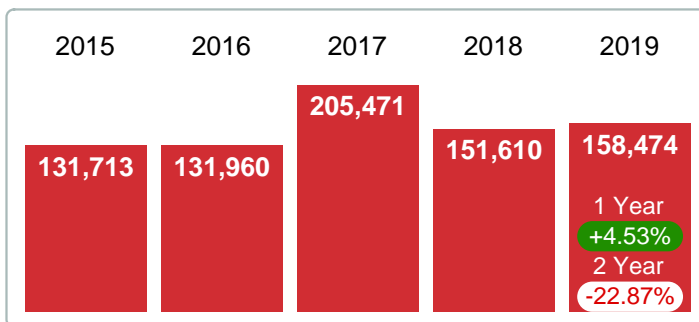
## AVERAGE LIST PRICE AT CLOSING

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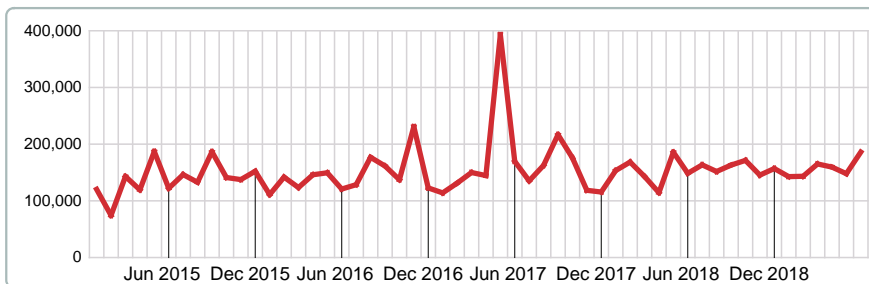
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

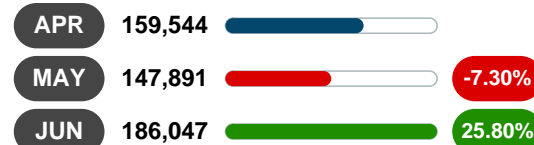


### 3 MONTHS

5 year JUN AVG = 149,445

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

Average List Price at Closing this month at **186,047**  
above the 5 yr JUN average of **149,445**



### 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
\$75,000 and less	6.06%	56,000	0	56,000	0	0
\$75,001 - \$100,000	6.06%	93,500	0	110,000	93,500	0
\$100,001 - \$125,000	15.15%	113,480	125,000	110,800	0	0
\$125,001 - \$175,000	30.30%	147,010	152,450	145,650	0	0
\$175,001 - \$200,000	12.12%	193,438	0	197,150	0	0
\$200,001 - \$300,000	15.15%	237,360	0	237,450	278,800	0
\$300,001 and up	15.15%	368,500	0	350,500	402,500	0
<b>Average List Price</b>		<b>186,047</b>	<b>143,300</b>	<b>168,750</b>	<b>261,200</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>186,047</b>	<b>3</b>	<b>23</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,139,548</b>	<b>429.90K</b>	<b>3.88M</b>	<b>1.83M</b>	<b>0.00B</b>



# June 2019



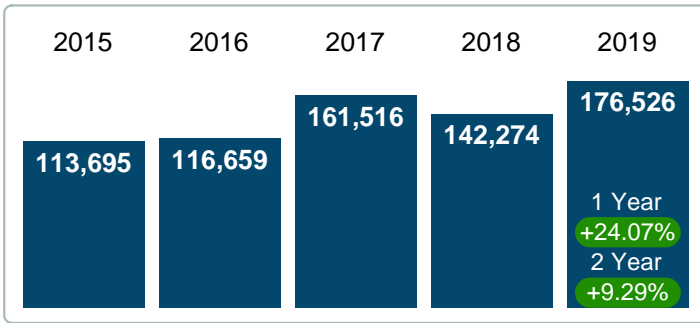
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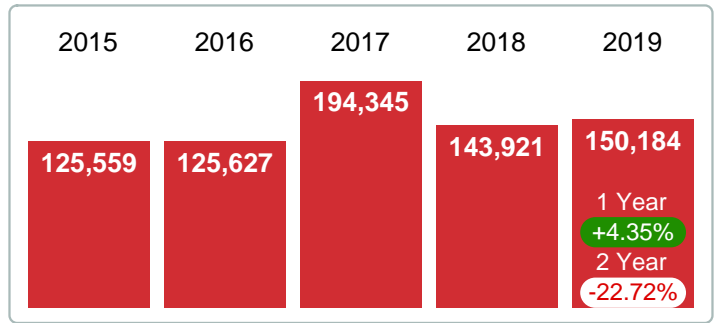
## AVERAGE SOLD PRICE AT CLOSING

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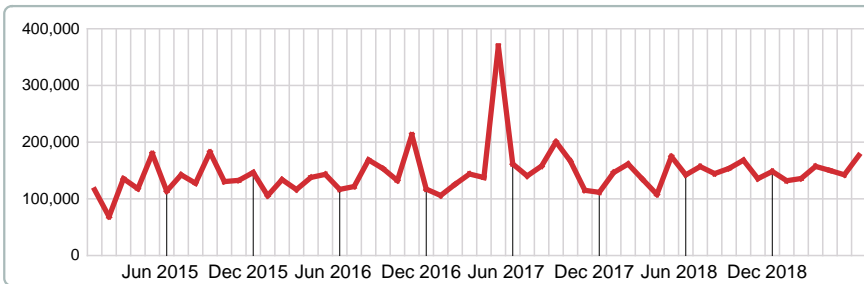
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

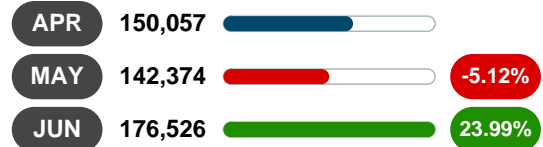


### 3 MONTHS

5 year JUN AVG = 142,134

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

Average Sold Price at Closing this month at **176,526**  
above the 5 yr JUN average of **142,134**



### 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
\$75,000 and less	6.06%	57,500	0	57,500	0	0
\$75,001 - \$100,000	9.09%	91,333	0	96,000	89,000	0
\$100,001 - \$125,000	12.12%	114,500	122,500	111,833	0	0
\$125,001 - \$175,000	30.30%	140,585	141,450	140,369	0	0
\$175,001 - \$200,000	15.15%	191,700	0	191,700	0	0
\$200,001 - \$300,000	15.15%	246,600	0	227,500	259,333	0
\$300,001 and up	12.12%	345,250	0	330,500	360,000	0
<b>Average Sold Price</b>		<b>176,526</b>	<b>135,133</b>	<b>162,780</b>	<b>239,429</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>176,526</b>	<b>3</b>	<b>23</b>	<b>7</b>	
<b>Total Closed Volume</b>		<b>5,825,349</b>	<b>405.40K</b>	<b>3.74M</b>	<b>1.68M</b>	<b>0.00B</b>

# June 2019



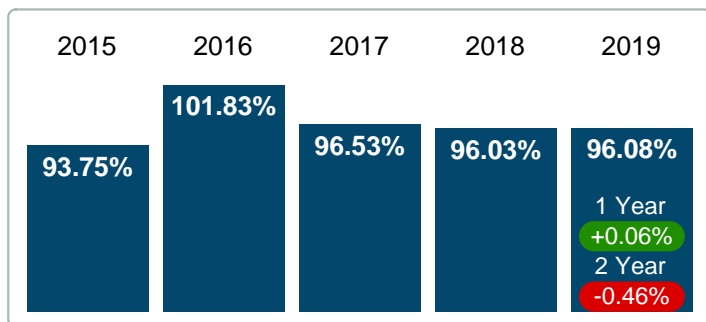
Area Delimited by County Of Mayes - Residential Property Type



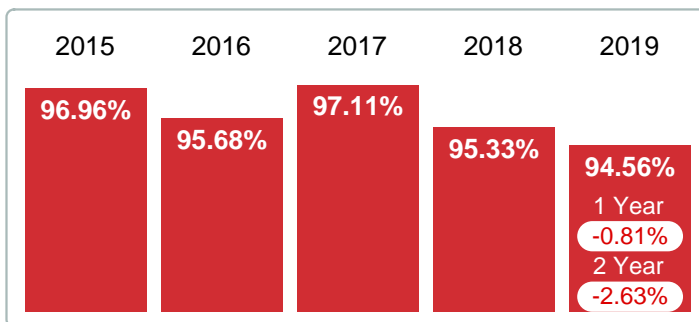
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

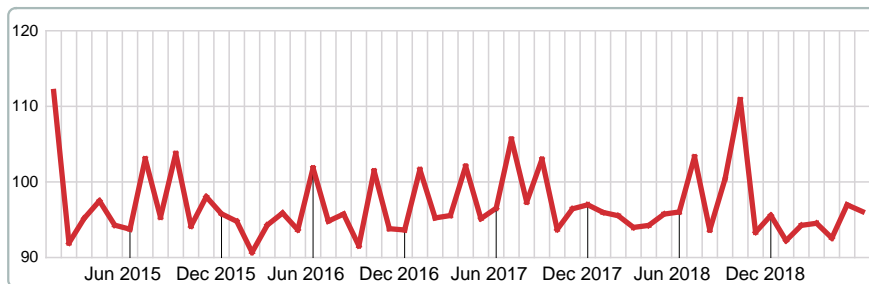
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

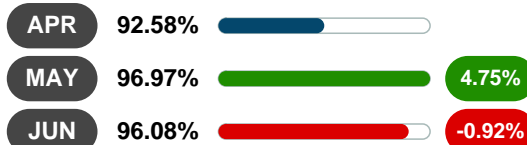


### 3 MONTHS

5 year JUN AVG = 96.84%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **96.08%**  
below the 5 yr JUN average of **96.84%**



### 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	
\$75,000 and less	2	6.06%	102.14%	0.00%	102.14%	0.00%	0.00%	
\$75,001 - \$100,000	3	9.09%	92.58%	0.00%	87.27%	95.23%	0.00%	
\$100,001 - \$125,000	4	12.12%	100.24%	98.00%	100.98%	0.00%	0.00%	
\$125,001 - \$175,000	10	30.30%	95.93%	93.12%	96.63%	0.00%	0.00%	
\$175,001 - \$200,000	5	15.15%	97.31%	0.00%	97.31%	0.00%	0.00%	
\$200,001 - \$300,000	5	15.15%	94.78%	0.00%	96.31%	93.75%	0.00%	
\$300,001 and up	4	12.12%	92.02%	0.00%	94.28%	89.76%	0.00%	
Average Sold/List Ratio		96.10%		94.75%	97.19%	93.03%	0.00%	
Total Closed Units		33	100%	96.10%	3	23	7	
Total Closed Volume		5,825,349			405.40K	3.74M	1.68M	0.00B

# June 2019



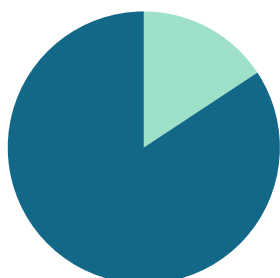
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

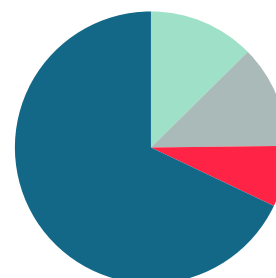


**Inventory**  
 New Listings  
**36 = 15.72%**  
 Start Inventory  
**193**  
 Total Inventory Units  
**229**  
 Volume  
**\$71,428,123**

### Market Activity

Closed Sales  
**33 = 12.60%**  
 Pending Sales  
**32 = 12.21%**  
 Other Off Market  
**19 = 7.25%**  
 Active Inventory  
**178 = 67.94%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	38	33	-13.16%	153	177	15.69%
Pending Sales	32	32	0.00%	174	191	9.77%
New Listings	68	36	-47.06%	407	335	-17.69%
Average List Price	148,553	186,047	25.24%	151,610	158,474	4.53%
Average Sale Price	142,274	176,526	24.07%	143,921	150,184	4.35%
Average Percent of Selling Price to List Price	96.03%	96.08%	0.06%	95.33%	94.56%	-0.81%
Average Days on Market to Sale	58.29	55.06	-5.54%	61.34	58.94	-3.92%
Monthly Inventory	238	178	-25.21%	238	178	-25.21%
Months Supply of Inventory	8.73	5.82	-33.36%	8.73	5.82	-33.36%

**Absorption:** Last 12 months, an Average of **31** Sales/Month

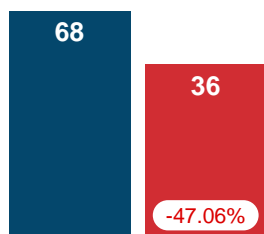
**Inventory** on June 30, 2019 = **178**

**2018** **2019**

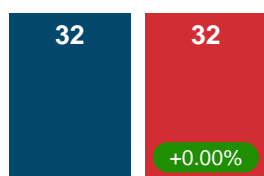
### JUNE MARKET

### AVERAGE PRICES

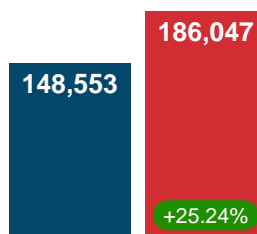
#### New Listings



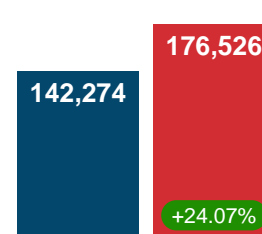
#### Pending Listings



#### List Price



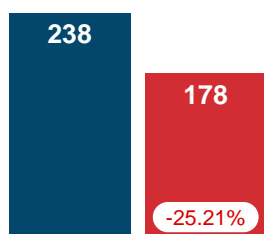
#### Sale Price



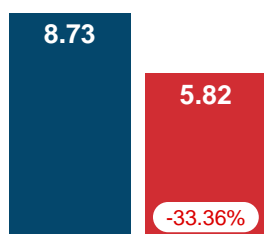
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

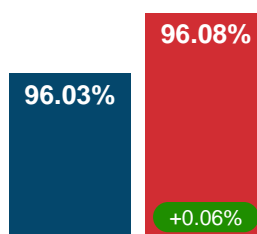
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

