

June 2019



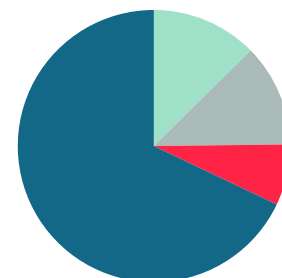
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	129,450	159,900	23.52%
Median Sale Price	134,000	149,000	11.19%
Median Percent of Selling Price to List Price	96.83%	98.00%	1.21%
Median Days on Market to Sale	43.50	27.00	-37.93%
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.

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 **11.19%** in June 2019 to \$149,000 versus the previous year at \$134,000.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 16.50 days or **37.93%** in June 2019 compared to last year's same month at **43.50** 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 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.

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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.

June 2019



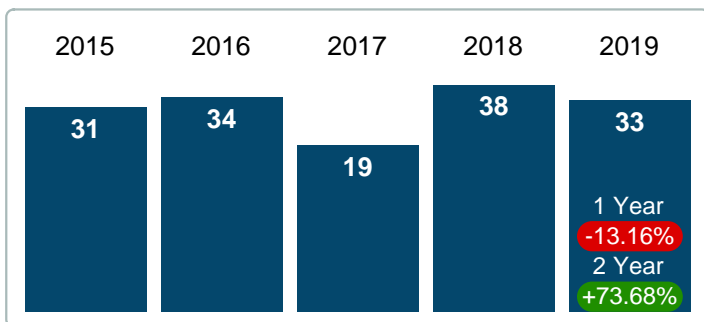
Area Delimited by County Of Mayes - Residential Property Type



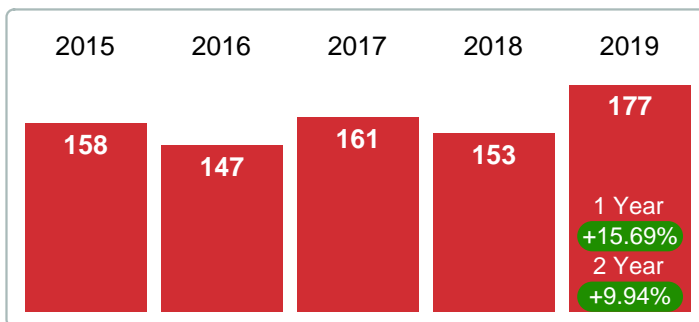
CLOSED LISTINGS

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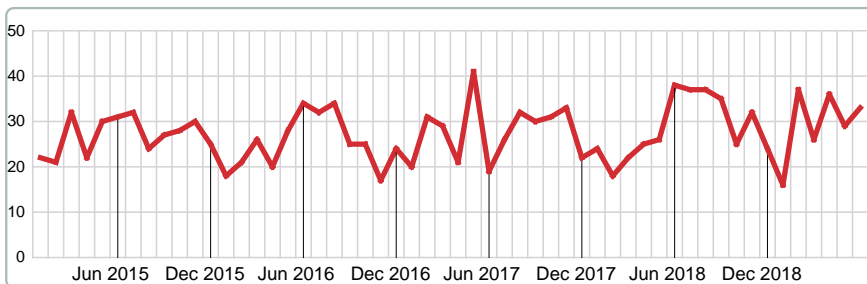
JUNE



YEAR TO DATE (YTD)

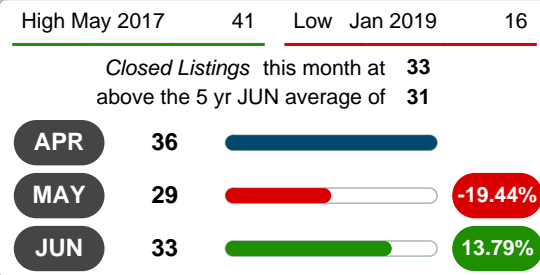


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 31



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	3	9.09%	26.0	0	2	1	0
\$90,001 - \$120,000	5	15.15%	26.0	0	4	1	0
\$120,001 - \$130,000	4	12.12%	8.5	1	3	0	0
\$130,001 - \$190,000	8	24.24%	30.0	2	6	0	0
\$190,001 - \$210,000	5	15.15%	25.0	0	5	0	0
\$210,001 - \$320,000	5	15.15%	52.0	0	2	3	0
\$320,001 and up	3	9.09%	81.0	0	1	2	0
Total Closed Units	33			3	23	7	0
Total Closed Volume	5,825,349	100%	27.0	405.40K	3.74M	1.68M	0.00B
Median Closed Price	\$149,000			\$137,900	\$149,000	\$275,000	\$0

June 2019



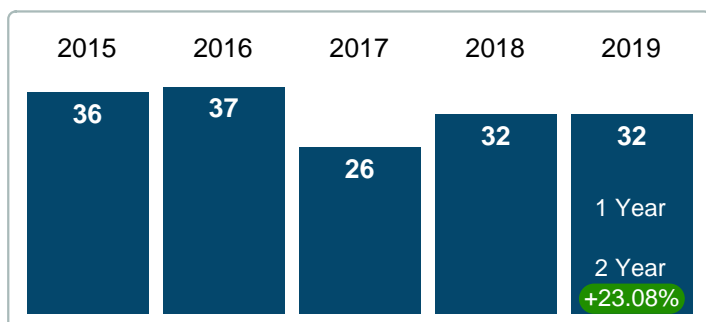
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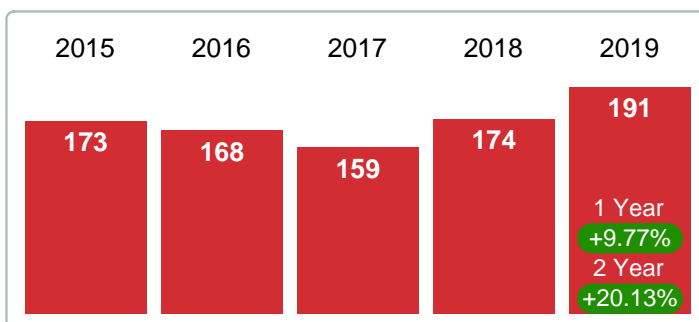
PENDING LISTINGS

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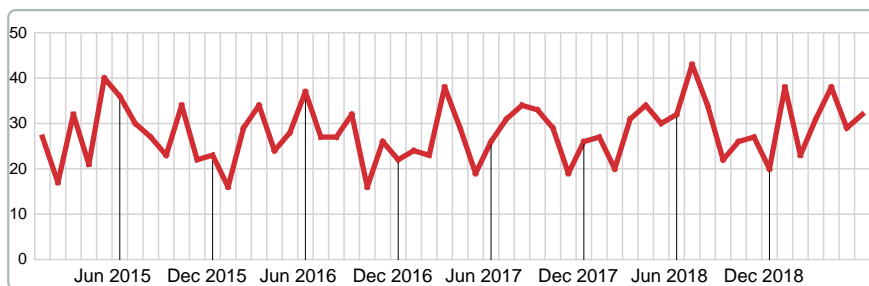
JUNE



YEAR TO DATE (YTD)

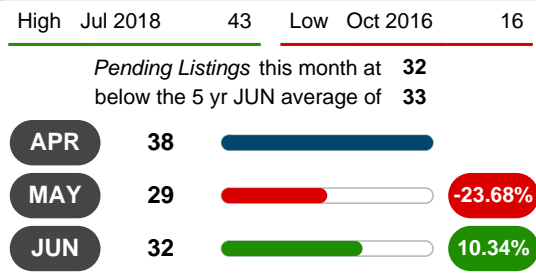


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	2	6.25%	102.5	2	0	0	0
\$70,001 - \$90,000	5	15.63%	15.0	1	4	0	0
\$90,001 - \$110,000	5	15.63%	26.0	1	4	0	0
\$110,001 - \$160,000	7	21.88%	24.0	2	4	0	1
\$160,001 - \$190,000	5	15.63%	79.0	1	3	1	0
\$190,001 - \$240,000	4	12.50%	102.5	0	2	2	0
\$240,001 and up	4	12.50%	54.5	0	3	1	0
Total Pending Units	32			7	20	4	1
Total Pending Volume	5,376,399	100%	56.5	730.80K	2.99M	1.50M	155.00K
Median Listing Price	\$149,900			\$95,000	\$147,450	\$209,450	\$155,000

June 2019



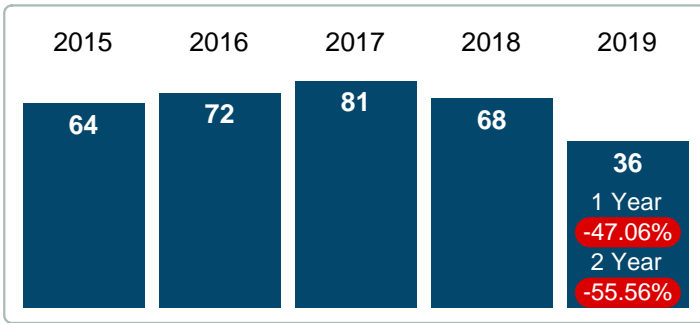
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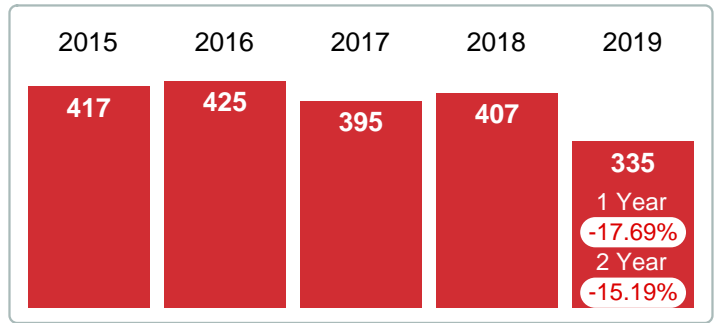
NEW LISTINGS

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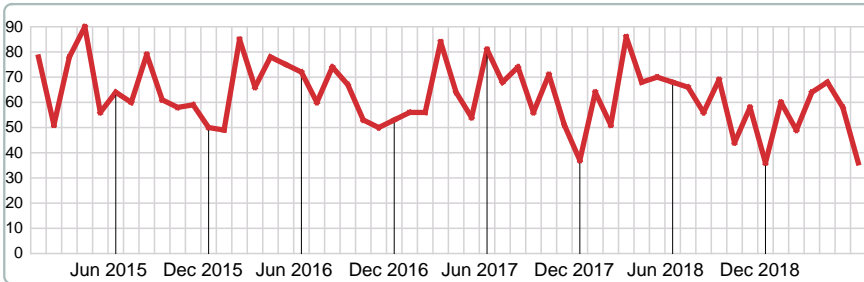
JUNE



YEAR TO DATE (YTD)

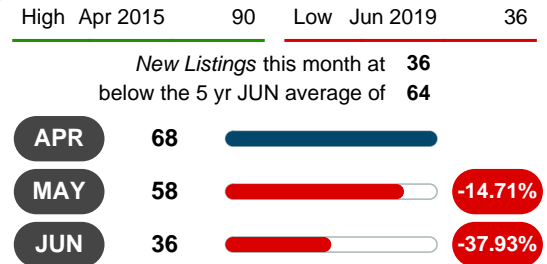


5 YEAR MARKET ACTIVITY TRENDS



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
\$60,000 and less	2	5.56%	0	2	0	0
\$60,001 - \$100,000	6	16.67%	4	2	0	0
\$100,001 - \$140,000	5	13.89%	1	4	0	0
\$140,001 - \$170,000	8	22.22%	3	5	0	0
\$170,001 - \$210,000	4	11.11%	2	2	0	0
\$210,001 - \$310,000	7	19.44%	0	4	2	1
\$310,001 and up	4	11.11%	0	2	2	0
Total New Listed Units	36		10	21	4	1
Total New Listed Volume	6,597,200	100%	1.27M	3.83M	1.27M	215.00K
Median New Listed Listing Price	\$149,900		\$139,950	\$149,900	\$299,450	\$215,000

June 2019



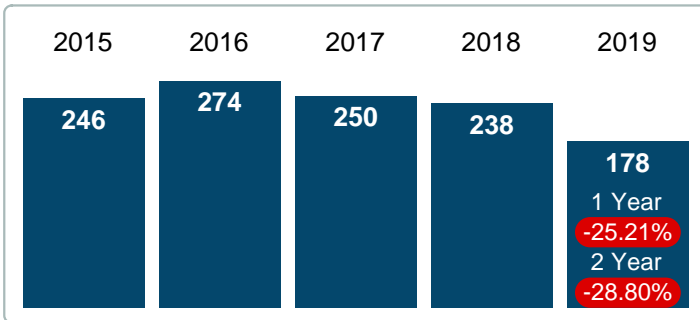
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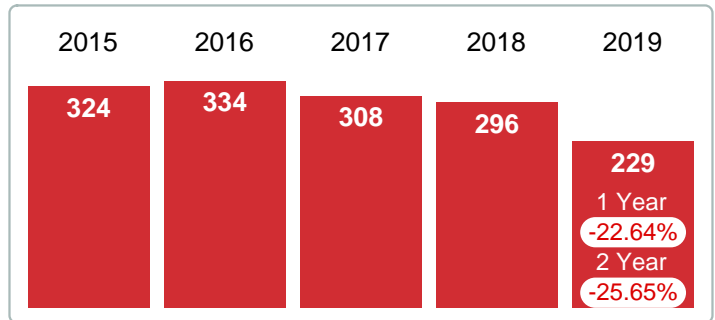
ACTIVE INVENTORY

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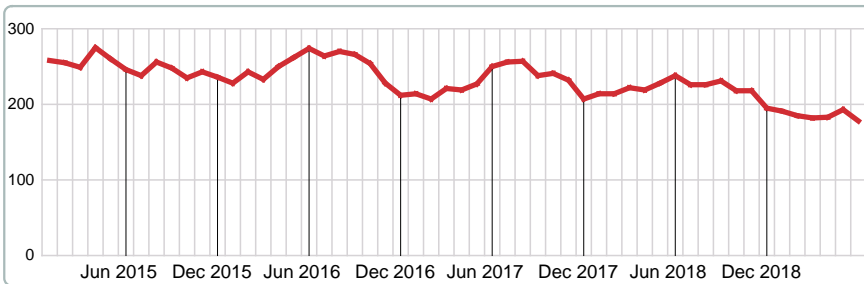
END OF JUNE



ACTIVE DURING JUNE

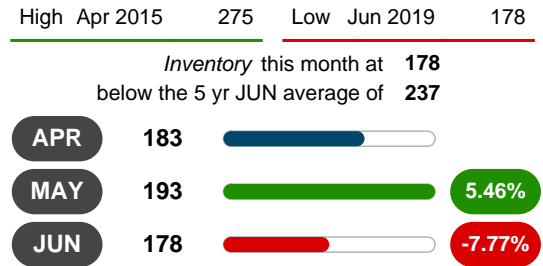


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 237



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	5.62%	69.5	5	5	0	0
\$50,001 - \$100,000	24	13.48%	64.0	9	14	1	0
\$100,001 - \$150,000	26	14.61%	45.5	6	17	3	0
\$150,001 - \$275,000	52	29.21%	82.5	6	33	11	2
\$275,001 - \$425,000	25	14.04%	88.0	3	11	9	2
\$425,001 - \$650,000	23	12.92%	76.0	2	13	3	5
\$650,001 and up	18	10.11%	63.5	2	1	9	6
Total Active Inventory by Units	178			33	94	36	15
Total Active Inventory by Volume	62,158,974	100%	76.0	6.53M	21.35M	16.01M	18.27M
Median Active Inventory Listing Price	\$206,000			\$142,900	\$181,750	\$292,000	\$565,000

June 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 JUNE

2015	2016	2017	2018	2019
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INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
178	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	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



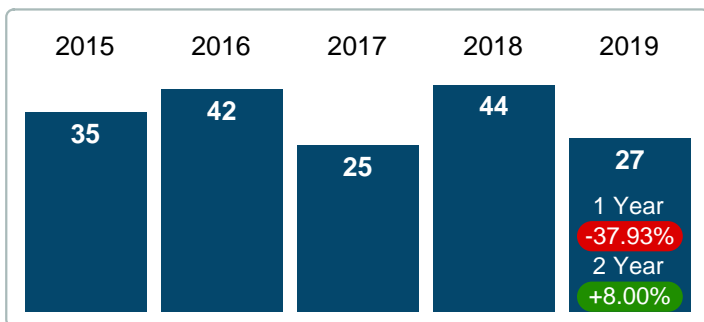
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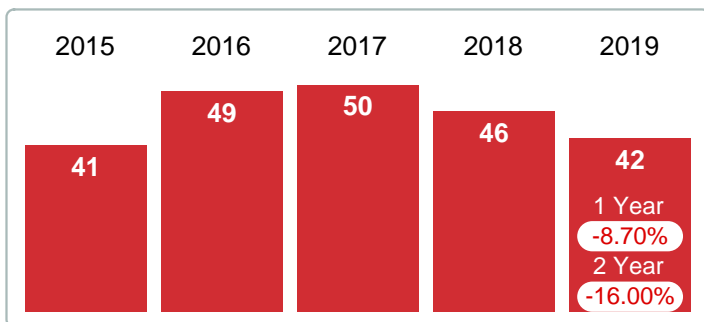
MEDIAN DAYS ON MARKET TO SALE

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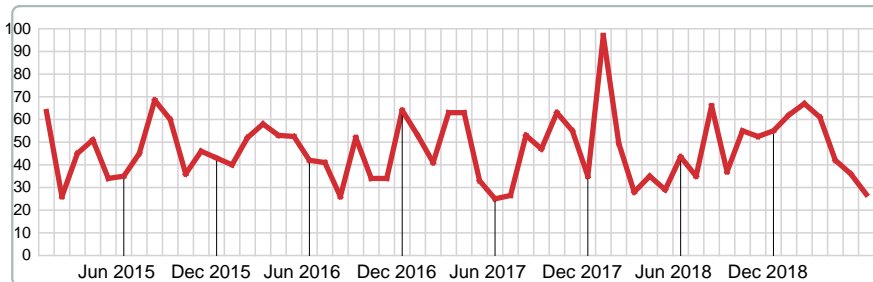
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

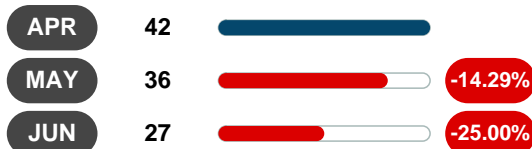


3 MONTHS

5 year JUN AVG = 35

High Jan 2018 97 Low Jun 2017 25

Median Days on Market to Sale this month at 27 below the 5 yr JUN average of 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
\$90,000 and less	9.09%	26	0	20	27	0
\$90,001 - \$120,000	15.15%	26	0	26	161	0
\$120,001 - \$130,000	12.12%	9	108	5	0	0
\$130,001 - \$190,000	24.24%	30	114	25	0	0
\$190,001 - \$210,000	15.15%	25	0	25	0	0
\$210,001 - \$320,000	15.15%	52	0	43	118	0
\$320,001 and up	9.09%	81	0	1	104	0
Median Closed DOM		27	108	25	118	0
Total Closed Units	100%	27.0	3	23	7	
Total Closed Volume		5,825,349	405.40K	3.74M	1.68M	0.00B

June 2019



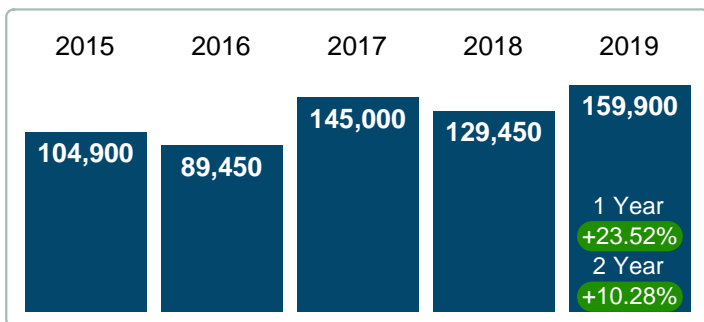
Area Delimited by County Of Mayes - Residential Property Type



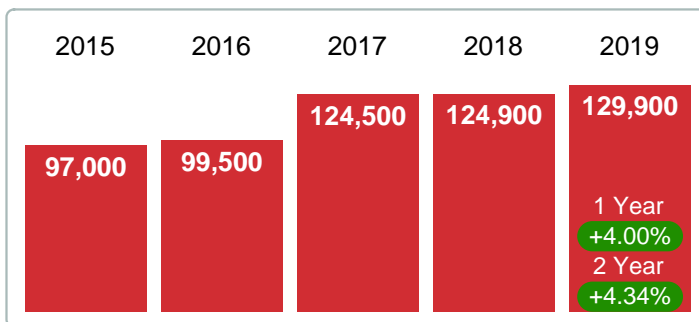
MEDIAN LIST PRICE AT CLOSING

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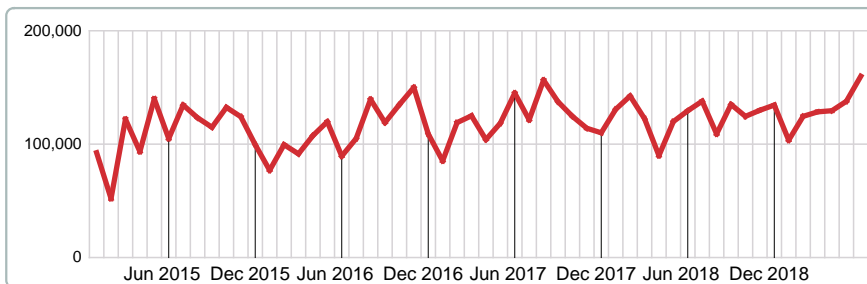
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 125,740

High Jun 2019 159,900 Low Feb 2015 52,000

Median List Price at Closing this month at **159,900**
above the 5 yr JUN average of **125,740**

- APR 129,500
- MAY 137,800 6.41%
- JUN 159,900 16.04%

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
\$75,000 and less	6.06%	56,000	0	56,000	0	0
\$75,001 - \$100,000	6.06%	93,500	0	0	93,500	0
\$100,001 - \$125,000	15.15%	110,000	125,000	108,750	0	0
\$125,001 - \$175,000	30.30%	147,000	152,450	144,500	0	0
\$175,001 - \$200,000	12.12%	194,875	0	194,875	0	0
\$200,001 - \$300,000	15.15%	219,900	0	212,000	249,950	0
\$300,001 and up	15.15%	352,000	0	350,500	365,000	0
Median List Price		159,900	145,000	149,900	280,000	0
Total Closed Units	100%	159,900	3	23	7	
Total Closed Volume		6,139,548	429.90K	3.88M	1.83M	0.00B

June 2019



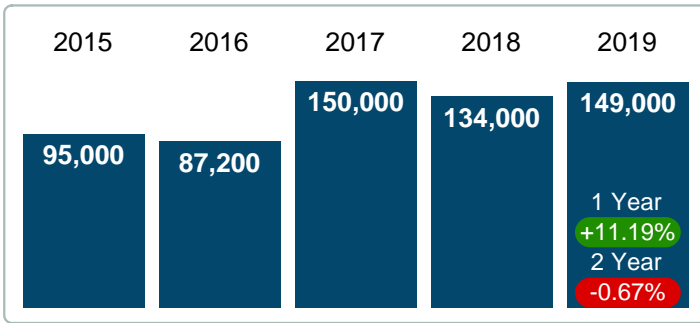
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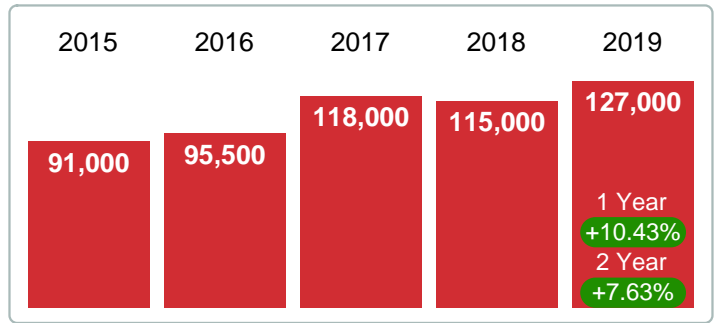
MEDIAN SOLD PRICE AT CLOSING

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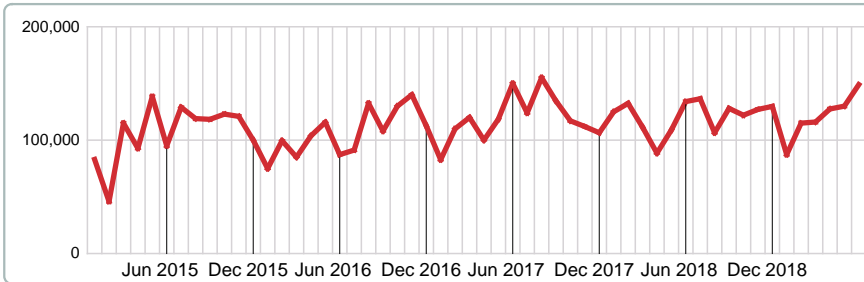
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

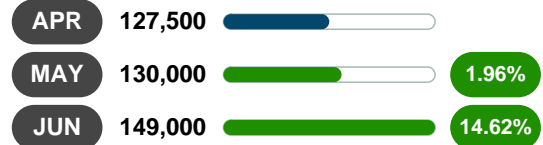


3 MONTHS

5 year JUN AVG = 123,040

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

Median Sold Price at Closing this month at **149,000**
above the 5 yr JUN average of **123,040**



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
\$90,000 and less	3	9.09%	73,000	0	57,500	85,000	0
\$90,001 - \$120,000	5	15.15%	107,500	0	107,750	93,000	0
\$120,001 - \$130,000	4	12.12%	129,000	122,500	129,999	0	0
\$130,001 - \$190,000	8	24.24%	147,650	141,450	149,450	0	0
\$190,001 - \$210,000	5	15.15%	195,000	0	195,000	0	0
\$210,001 - \$320,000	5	15.15%	275,000	0	285,000	275,000	0
\$320,001 and up	3	9.09%	341,000	0	341,000	360,000	0
Median Sold Price			149,000	137,900	149,000	275,000	0
Total Closed Units		100%	149,000	3	23	7	
Total Closed Volume			5,825,349	405.40K	3.74M	1.68M	0.00B

June 2019



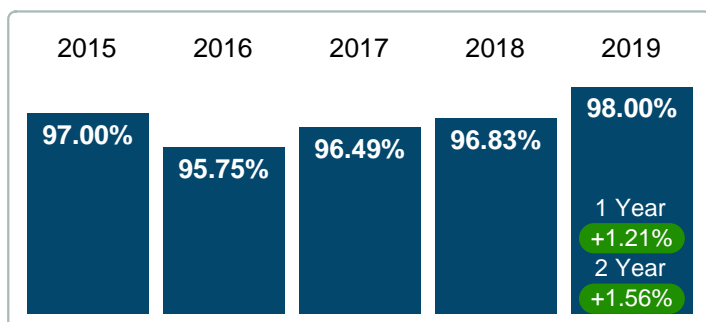
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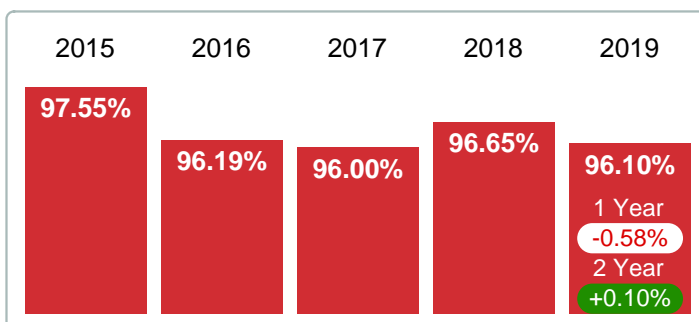
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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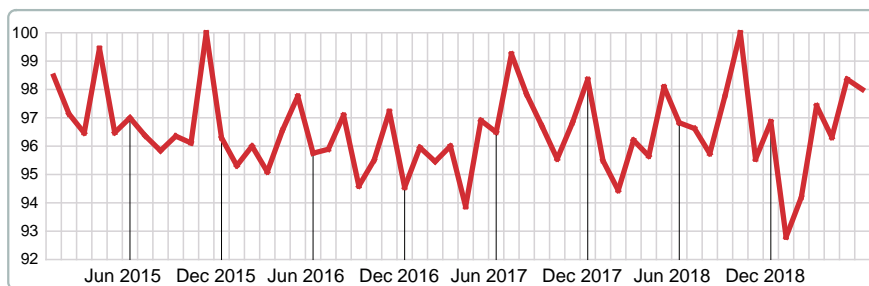
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

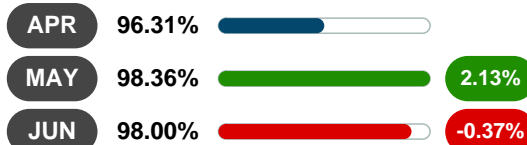


3 MONTHS

5 year JUN AVG = 96.81%

High Oct 2018 100.00% Low Jan 2019 92.79%

Median Sold/List Ratio this month at **98.00%**
above the 5 yr JUN average of **96.81%**



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
\$90,000 and less	<div style="width: 9.09%;"></div> 3	9.09%	100.00%	0.00%	102.14%	96.05%	0.00%
\$90,001 - \$120,000	<div style="width: 15.15%;"></div> 5	15.15%	100.00%	0.00%	100.04%	94.42%	0.00%
\$120,001 - \$130,000	<div style="width: 12.12%;"></div> 4	12.12%	99.00%	98.00%	100.00%	0.00%	0.00%
\$130,001 - \$190,000	<div style="width: 24.24%;"></div> 8	24.24%	97.84%	93.12%	97.84%	0.00%	0.00%
\$190,001 - \$210,000	<div style="width: 15.15%;"></div> 5	15.15%	100.00%	0.00%	100.00%	0.00%	0.00%
\$210,001 - \$320,000	<div style="width: 15.15%;"></div> 5	15.15%	92.63%	0.00%	92.16%	96.86%	0.00%
\$320,001 and up	<div style="width: 9.09%;"></div> 3	9.09%	93.15%	0.00%	96.88%	89.76%	0.00%
Median Sold/List Ratio		98.00%		98.00%	100.00%	94.42%	0.00%
Total Closed Units		33	100%	3	23	7	
Total Closed Volume		5,825,349		405.40K	3.74M	1.68M	0.00B

June 2019



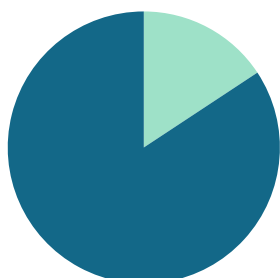
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY



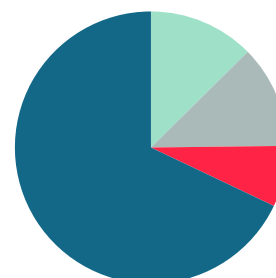
Inventory

- 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%
Median List Price	129,450	159,900	23.52%	124,900	129,900	4.00%
Median Sale Price	134,000	149,000	11.19%	115,000	127,000	10.43%
Median Percent of Selling Price to List Price	96.83%	98.00%	1.21%	96.65%	96.10%	-0.58%
Median Days on Market to Sale	43.50	27.00	-37.93%	46.00	42.00	-8.70%
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

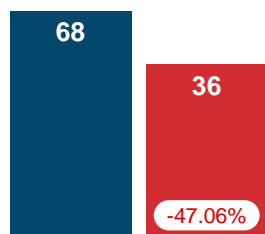
Inventory on June 30, 2019 = **178**

2018 **2019**

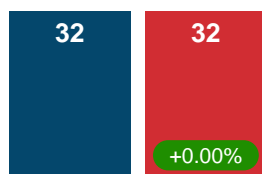
JUNE MARKET

MEDIAN PRICES

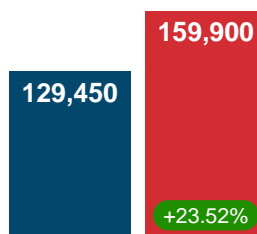
New Listings



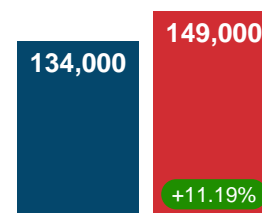
Pending Listings



List Price



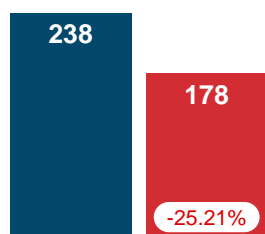
Sale Price



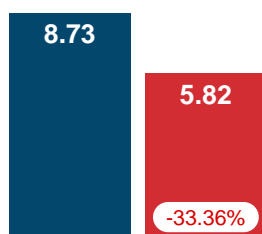
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

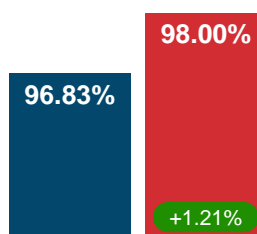
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

