

June 2019



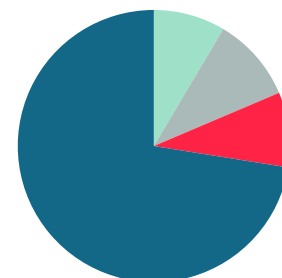
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	16	22	37.50%
Pending Listings	21	26	23.81%
New Listings	37	40	8.11%
Median List Price	103,750	125,000	20.48%
Median Sale Price	102,500	113,500	10.73%
Median Percent of Selling Price to List Price	96.87%	95.78%	-1.13%
Median Days on Market to Sale	59.50	49.00	-17.65%
End of Month Inventory	208	187	-10.10%
Months Supply of Inventory	11.50	9.97	-13.29%



■ Closed (8.53%)
■ Pending (10.08%)
■ Other OffMarket (8.91%)
■ Active (72.48%)

Absorption: Last 12 months, an Average of **19** Sales/Month
Active Inventory as of June 30, 2019 = **187**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **10.10%** to 187 existing homes available for sale. Over the last 12 months this area has had an average of 19 closed sales per month. This represents an unsold inventory index of **9.97** 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 **10.73%** in June 2019 to \$113,500 versus the previous year at \$102,500.

Median Days on Market Shortens

The median number of **49.00** days that homes spent on the market before selling decreased by 10.50 days or **17.65%** in June 2019 compared to last year's same month at **59.50** 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 40 New Listings in June 2019, up **8.11%** from last year at 37. Furthermore, there were 22 Closed Listings this month versus last year at 16, a **37.50%** increase.

Closed versus Listed trends yielded a **55.0%** ratio, up from previous year's, June 2018, at **43.2%**, a **27.19%** 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



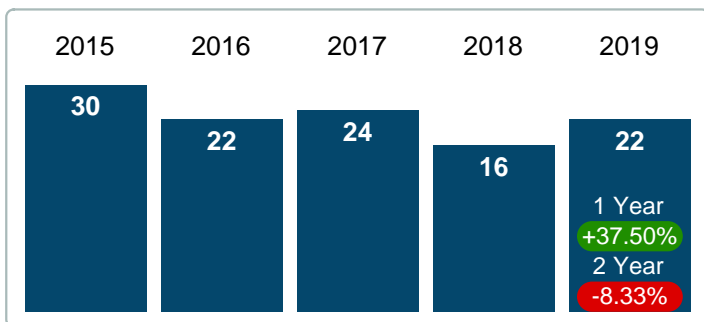
Area Delimited by County Of McIntosh - Residential Property Type



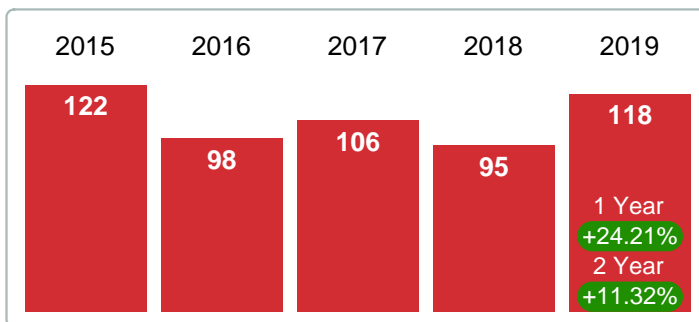
CLOSED LISTINGS

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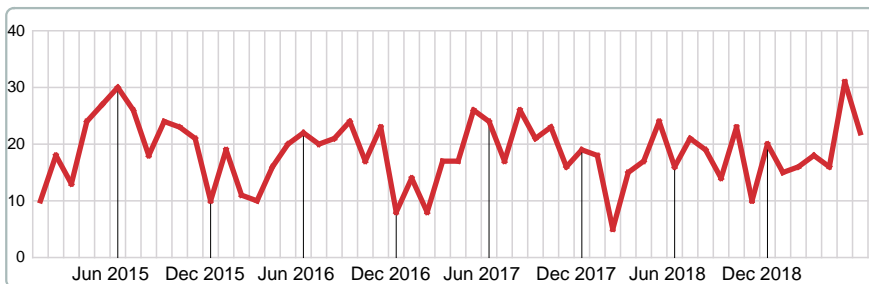
JUNE



YEAR TO DATE (YTD)

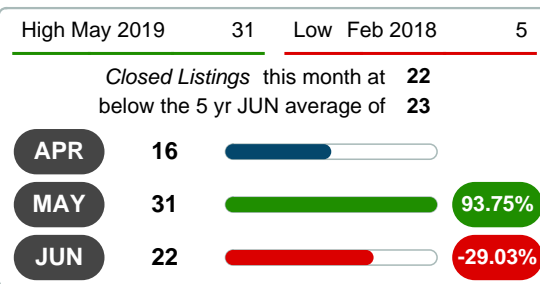


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 23



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	9.09%	81.5	1	1	0	0
\$40,001 - \$50,000	3	13.64%	10.0	1	2	0	0
\$50,001 - \$90,000	3	13.64%	56.0	3	0	0	0
\$90,001 - \$140,000	4	18.18%	73.0	4	0	0	0
\$140,001 - \$220,000	5	22.73%	21.0	0	4	1	0
\$220,001 - \$280,000	2	9.09%	75.0	0	2	0	0
\$280,001 and up	3	13.64%	42.0	0	3	0	0
Total Closed Units	22			9	12	1	0
Total Closed Volume	3,118,800	100%	49.0	718.90K	2.22M	180.00K	0.00B
Median Closed Price	\$113,500			\$84,900	\$192,500	\$180,000	\$0

June 2019



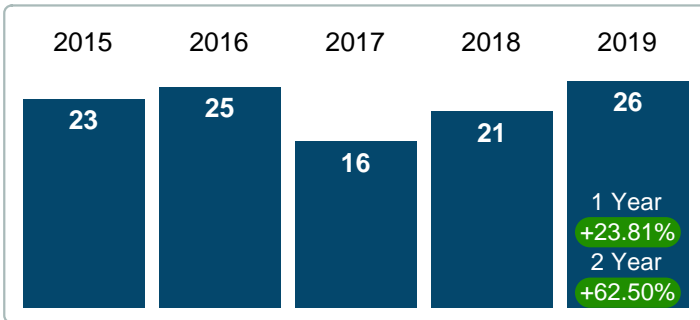
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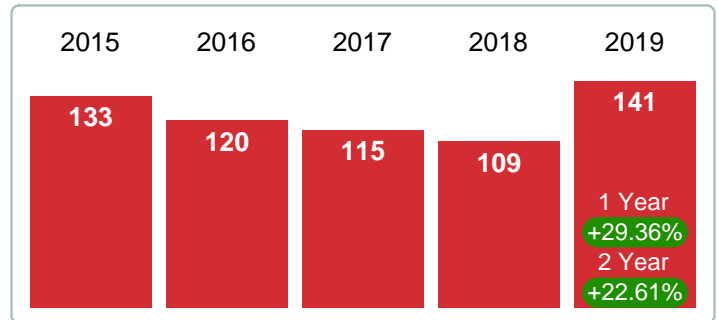
PENDING LISTINGS

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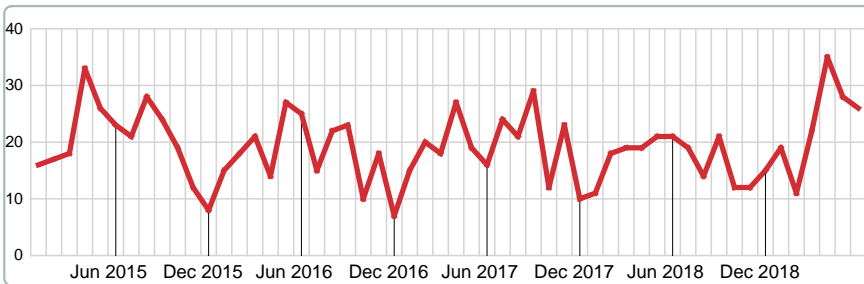
JUNE



YEAR TO DATE (YTD)

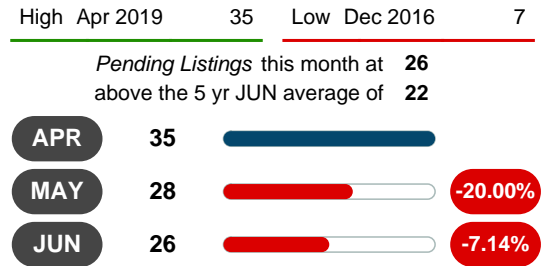


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 22



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	3.85%	157.0	0	1	0	0
\$30,001 - \$50,000	2	7.69%	55.0	1	0	1	0
\$50,001 - \$70,000	7	26.92%	30.0	0	7	0	0
\$70,001 - \$180,000	6	23.08%	38.5	2	4	0	0
\$180,001 - \$270,000	4	15.38%	92.0	0	3	1	0
\$270,001 - \$290,000	2	7.69%	28.5	0	1	1	0
\$290,001 and up	4	15.38%	97.5	0	1	3	0
Total Pending Units	26			3	17	6	0
Total Pending Volume	4,038,399	100%	66.5	232.00K	2.12M	1.69M	0.00B
Median Listing Price	\$103,000			\$91,500	\$98,000	\$294,450	\$0

June 2019



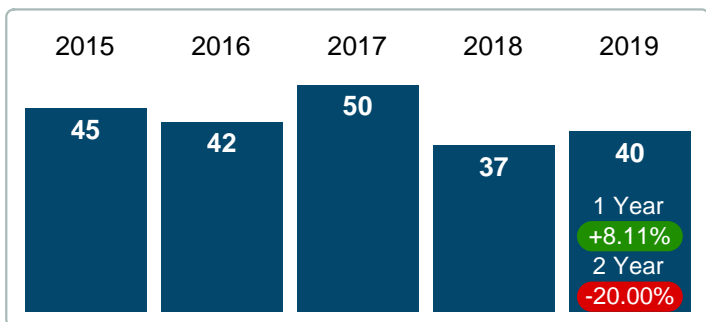
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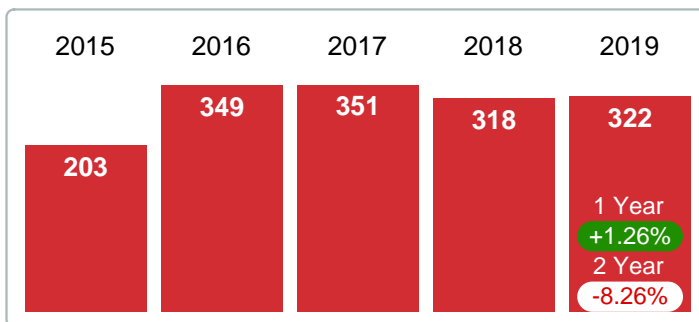
NEW LISTINGS

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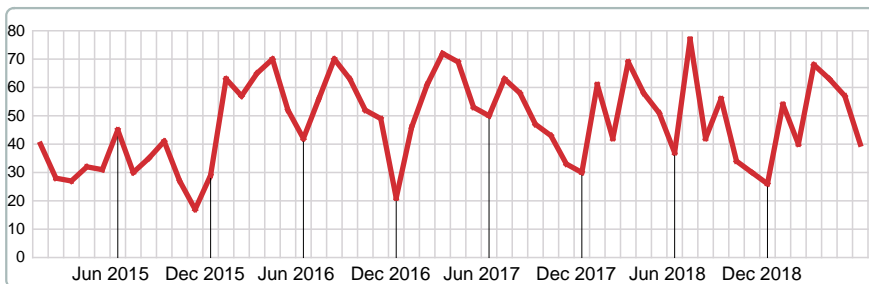
JUNE



YEAR TO DATE (YTD)

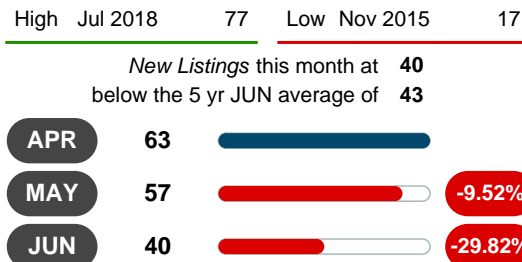


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 43



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	12.50%	4	1	0	0
\$30,001 - \$50,000	1	2.50%	1	0	0	0
\$50,001 - \$90,000	8	20.00%	2	6	0	0
\$90,001 - \$130,000	10	25.00%	3	7	0	0
\$130,001 - \$230,000	7	17.50%	1	4	2	0
\$230,001 - \$880,000	6	15.00%	0	3	2	1
\$880,001 and up	3	7.50%	0	2	1	0
Total New Listed Units	40		11	23	5	1
Total New Listed Volume	9,282,300	100%	754.00K	5.43M	2.44M	650.00K
Median New Listed Listing Price	\$115,000		\$55,000	\$115,000	\$280,000	\$650,000

June 2019



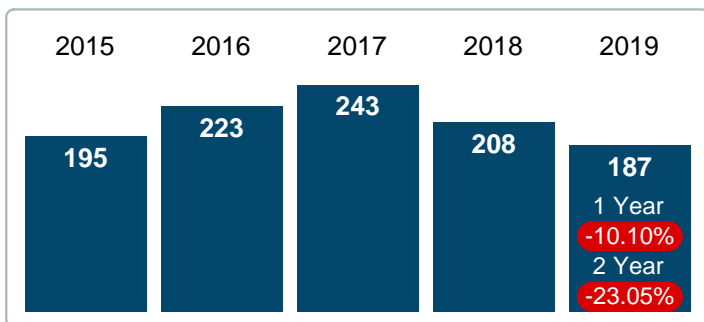
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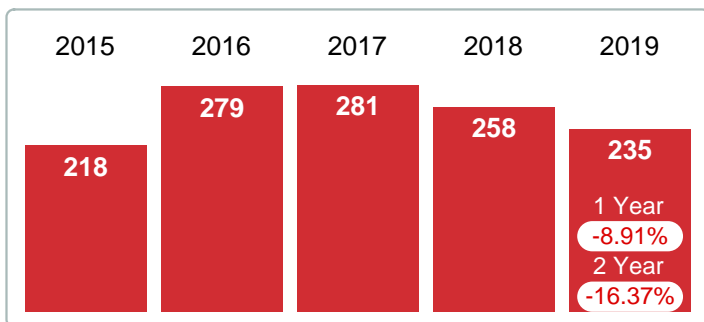
ACTIVE INVENTORY

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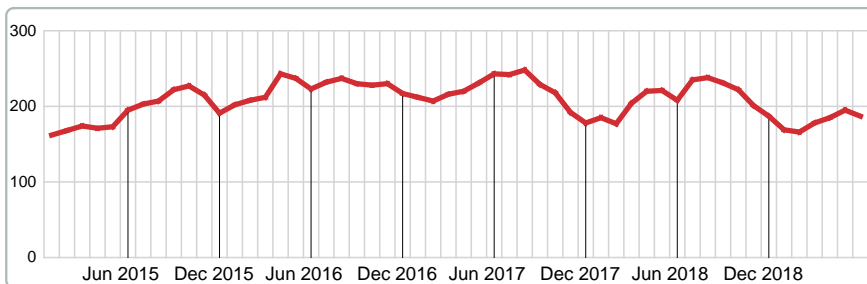
END OF JUNE



ACTIVE DURING JUNE

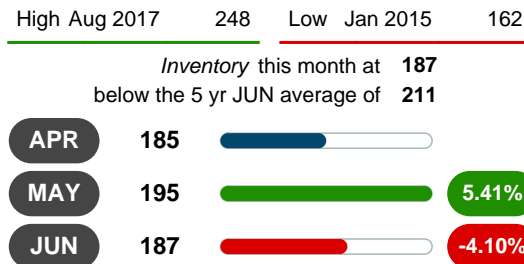


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 211



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	14	7.49%	66.5	10	4	0	0
\$30,001 - \$60,000	26	13.90%	73.5	16	9	1	0
\$60,001 - \$90,000	29	15.51%	74.0	11	14	4	0
\$90,001 - \$160,000	46	24.60%	67.5	12	29	5	0
\$160,001 - \$230,000	26	13.90%	75.0	7	10	7	2
\$230,001 - \$350,000	27	14.44%	79.0	1	12	12	2
\$350,001 and up	19	10.16%	94.0	0	10	6	3
Total Active Inventory by Units	187			57	88	35	7
Total Active Inventory by Volume	34,111,265	100%	75.0	4.77M	17.03M	9.39M	2.93M
Median Active Inventory Listing Price	\$129,500			\$70,000	\$135,250	\$249,000	\$270,000

June 2019



Area Delimited by County Of McIntosh - 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 %
187	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
\$30,000 and less	14	7.49%	10.50	10.91	16.00	0.00	0.00
\$30,001 - \$60,000	26	13.90%	9.45	19.20	4.91	12.00	0.00
\$60,001 - \$90,000	29	15.51%	7.91	6.00	9.88	9.60	0.00
\$90,001 - \$160,000	46	24.60%	8.49	8.00	8.92	7.50	0.00
\$160,001 - \$230,000	26	13.90%	8.21	42.00	3.64	42.00	24.00
\$230,001 - \$350,000	27	14.44%	14.73	6.00	13.09	20.57	12.00
\$350,001 and up	19	10.16%	32.57	0.00	30.00	36.00	36.00
Market Supply of Inventory (MSI)			9.97	10.52	8.19	15.56	21.00
		100%	9.97				
Total Active Inventory by Units			187	57	88	35	7

June 2019



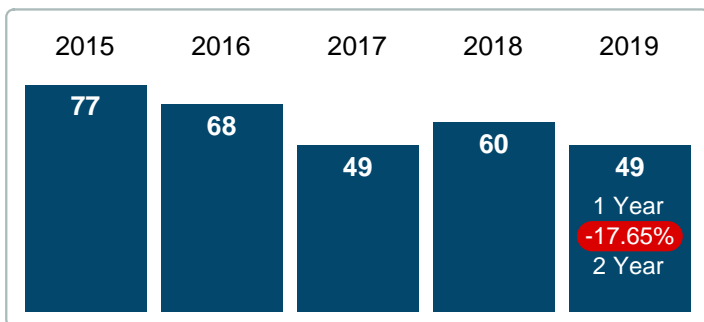
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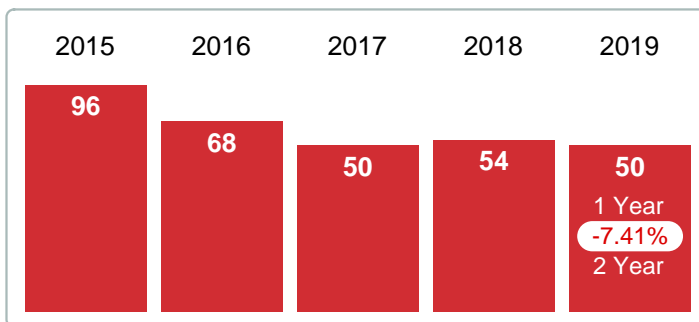
MEDIAN DAYS ON MARKET TO SALE

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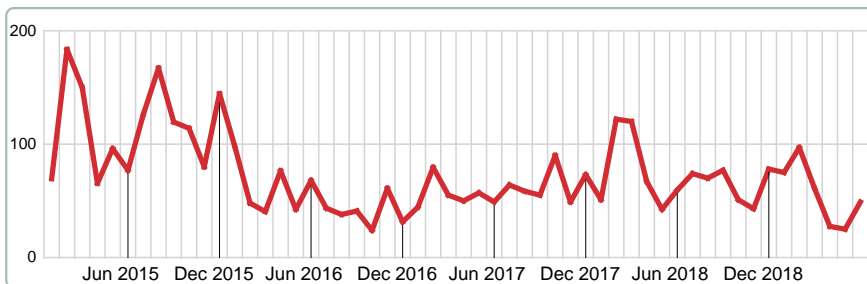
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 61

High Feb 2015 184 Low Oct 2016 24

Median Days on Market to Sale this month at 49 below the 5 yr JUN average of 61



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
\$40,000 and less	9.09%	82	6	157	0	0
\$40,001 - \$50,000	13.64%	10	10	80	0	0
\$50,001 - \$90,000	13.64%	56	56	0	0	0
\$90,001 - \$140,000	18.18%	73	73	0	0	0
\$140,001 - \$220,000	22.73%	21	0	61	8	0
\$220,001 - \$280,000	9.09%	75	0	75	0	0
\$280,001 and up	13.64%	42	0	42	0	0
Median Closed DOM		49	56	72	8	0
Total Closed Units	100%	49.0	9	12	1	0
Total Closed Volume		3,118,800	718.90K	2.22M	180.00K	0.00B

June 2019



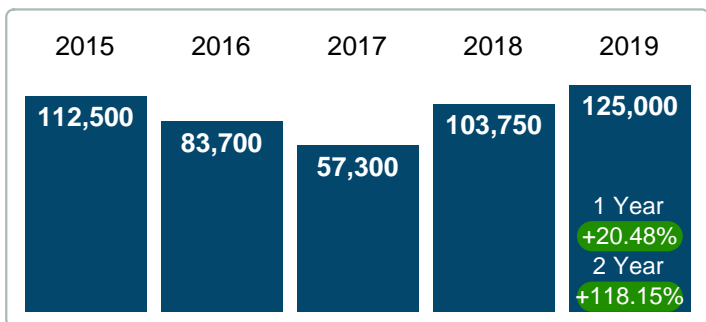
Area Delimited by County Of McIntosh - Residential Property Type



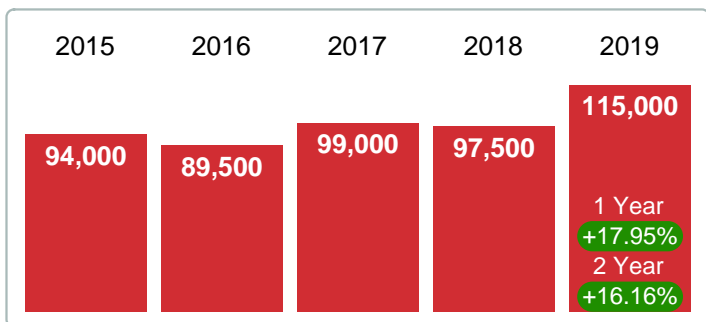
MEDIAN LIST PRICE AT CLOSING

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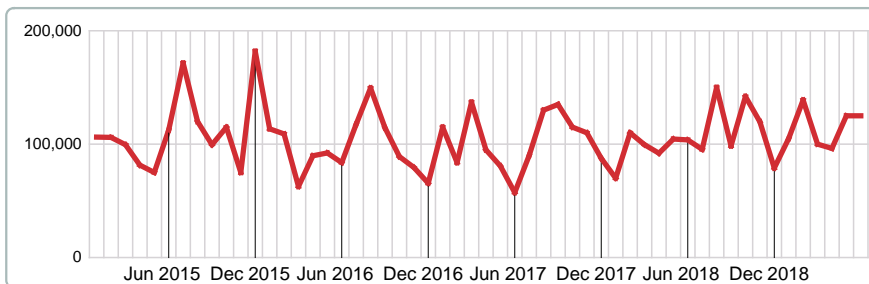
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 96,450

High Dec 2015 181,900 Low Jun 2017 57,300

Median List Price at Closing this month at **125,000**
above the 5 yr JUN average of **96,450**

APR	96,250	<div style="width: 20%;"></div>
MAY	125,000	<div style="width: 100%;"></div> 29.87%
JUN	125,000	<div style="width: 100%;"></div> 0.00%

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
\$40,000 and less	9.09%	24,950	30,000	19,900	0	0
\$40,001 - \$50,000	0.00%	24,950	0	0	0	0
\$50,001 - \$90,000	27.27%	57,000	71,950	53,900	0	0
\$90,001 - \$140,000	18.18%	112,500	112,500	0	0	0
\$140,001 - \$220,000	18.18%	164,000	0	143,000	190,000	0
\$220,001 - \$280,000	13.64%	239,000	0	239,000	0	0
\$280,001 and up	13.64%	335,000	0	335,000	0	0
Median List Price		125,000	85,000	202,750	190,000	0
Total Closed Units	100%	125,000	9	12	1	0
Total Closed Volume		3,282,499	773.90K	2.32M	190.00K	0.00B

June 2019



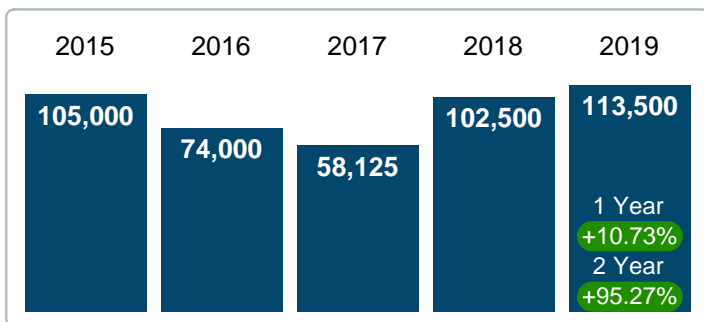
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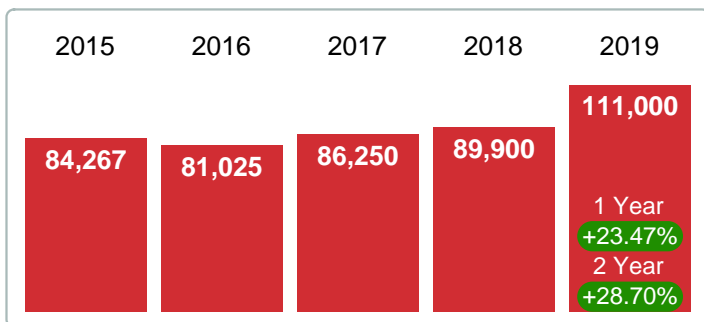
MEDIAN SOLD PRICE AT CLOSING

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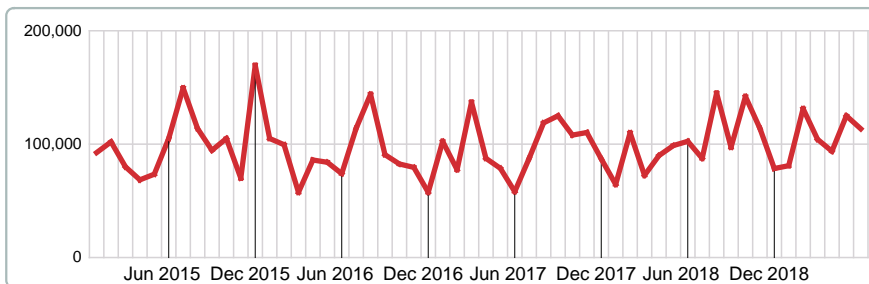
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

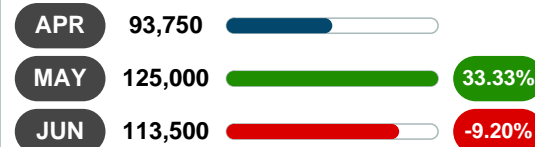


3 MONTHS

5 year JUN AVG = 90,625

High Dec 2015 169,500 Low Dec 2016 57,500

Median Sold Price at Closing this month at 113,500 above the 5 yr JUN average of 90,625



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
\$40,000 and less	9.09%	22,500	30,000	15,000	0	0
\$40,001 - \$50,000	13.64%	47,500	45,000	48,750	0	0
\$50,001 - \$90,000	13.64%	80,000	80,000	0	0	0
\$90,001 - \$140,000	18.18%	104,500	104,500	0	0	0
\$140,001 - \$220,000	22.73%	180,000	0	164,000	180,000	0
\$220,001 - \$280,000	9.09%	227,500	0	227,500	0	0
\$280,001 and up	13.64%	322,500	0	322,500	0	0
Median Sold Price		113,500	84,900	192,500	180,000	0
Total Closed Units	100%	113,500	9	12	1	
Total Closed Volume		3,118,800	718.90K	2.22M	180.00K	0.00B

June 2019



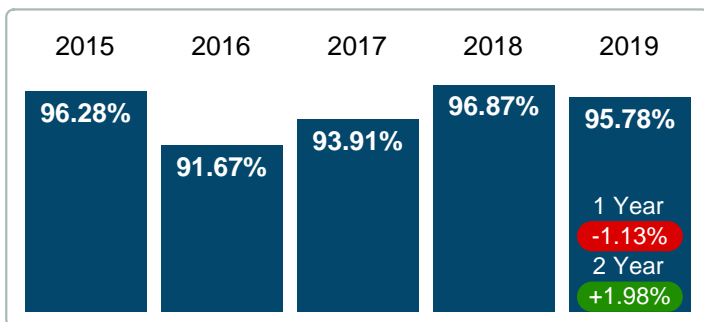
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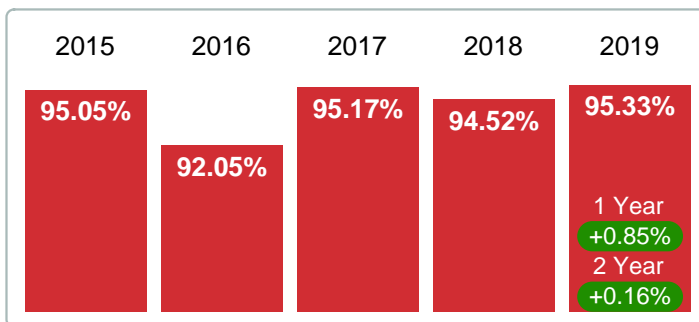
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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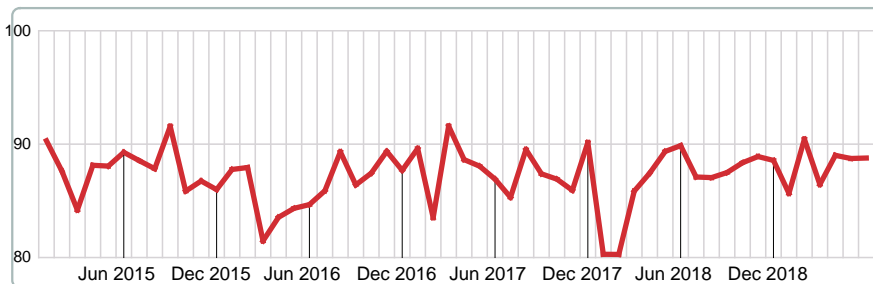
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

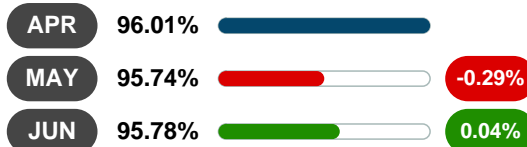


3 MONTHS

5 year JUN AVG = 94.90%

High Mar 2017 98.59% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **95.78%**
above the 5 yr JUN average of **94.90%**



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
\$40,000 and less	2	9.09%	87.69%	100.00%	75.38%	0.00%	0.00%
\$40,001 - \$50,000	3	13.64%	89.96%	81.82%	90.44%	0.00%	0.00%
\$50,001 - \$90,000	3	13.64%	100.00%	100.00%	0.00%	0.00%	0.00%
\$90,001 - \$140,000	4	18.18%	91.68%	91.68%	0.00%	0.00%	0.00%
\$140,001 - \$220,000	5	22.73%	100.00%	0.00%	100.00%	94.74%	0.00%
\$220,001 - \$280,000	2	9.09%	93.57%	0.00%	93.57%	0.00%	0.00%
\$280,001 and up	3	13.64%	96.27%	0.00%	96.27%	0.00%	0.00%
Median Sold/List Ratio		95.78%		97.00%	95.78%	94.74%	0.00%
Total Closed Units		22	100%	9	12	1	
Total Closed Volume		3,118,800		718.90K	2.22M	180.00K	0.00B

June 2019



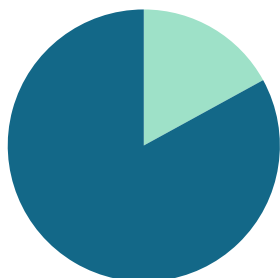
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MARKET SUMMARY

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INVENTORY

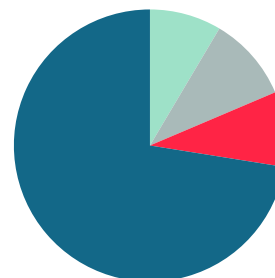


Inventory
 New Listings
40 = 17.02%
 Start Inventory
195
 Total Inventory Units
235
 Volume
\$45,920,764

Market Activity

Closed Sales
22 = 8.53%
 Pending Sales
26 = 10.08%
 Other Off Market
23 = 8.91%
 Active Inventory
187 = 72.48%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	16	22	37.50%	95	118	24.21%
Pending Sales	21	26	23.81%	109	141	29.36%
New Listings	37	40	8.11%	318	322	1.26%
Median List Price	103,750	125,000	20.48%	97,500	115,000	17.95%
Median Sale Price	102,500	113,500	10.73%	89,900	111,000	23.47%
Median Percent of Selling Price to List Price	96.87%	95.78%	-1.13%	94.52%	95.33%	0.85%
Median Days on Market to Sale	59.50	49.00	-17.65%	54.00	50.00	-7.41%
Monthly Inventory	208	187	-10.10%	208	187	-10.10%
Months Supply of Inventory	11.50	9.97	-13.29%	11.50	9.97	-13.29%

Absorption: Last 12 months, an Average of **19** Sales/Month

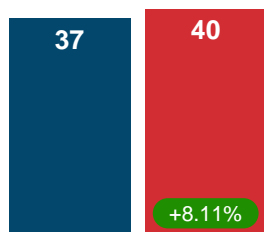
Inventory on June 30, 2019 = **187**

2018 **2019**

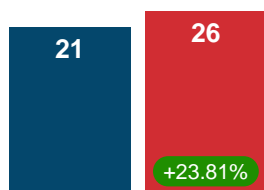
JUNE MARKET

MEDIAN PRICES

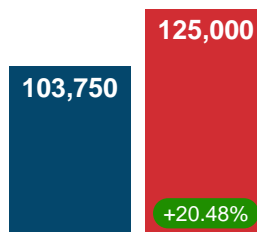
New Listings



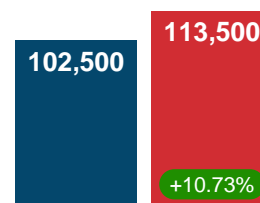
Pending Listings



List Price



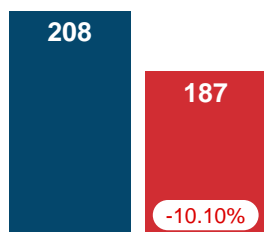
Sale Price



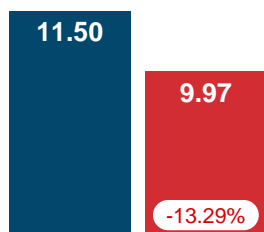
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

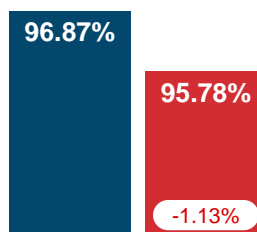
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

