

March 2019



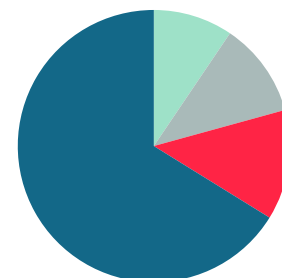
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	22	26	18.18%
Pending Listings	31	31	0.00%
New Listings	86	64	-25.58%
Average List Price	143,018	165,059	15.41%
Average Sale Price	134,527	157,270	16.91%
Average Percent of Selling Price to List Price	93.98%	94.53%	0.59%
Average Days on Market to Sale	51.77	74.12	43.16%
End of Month Inventory	222	182	-18.02%
Months Supply of Inventory	8.35	6.10	-26.95%



■ Closed (9.45%)
■ Pending (11.27%)
■ Other OffMarket (13.09%)
■ Active (66.18%)

Absorption: Last 12 months, an Average of **30** Sales/Month
Active Inventory as of March 31, 2019 = **182**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **18.02%** to 182 existing homes available for sale. Over the last 12 months this area has had an average of 30 closed sales per month. This represents an unsold inventory index of **6.10** 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 **16.91%** in March 2019 to \$157,270 versus the previous year at \$134,527.

Average Days on Market Lengthens

The average number of **74.12** days that homes spent on the market before selling increased by 22.34 days or **43.16%** in March 2019 compared to last year's same month at **51.77** DOM.

Sales Success for March 2019 is Positive

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

There were 64 New Listings in March 2019, down **25.58%** from last year at 86. Furthermore, there were 26 Closed Listings this month versus last year at 22, a **18.18%** increase.

Closed versus Listed trends yielded a **40.6%** ratio, up from previous year's, March 2018, at **25.6%**, a **58.81%** 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®

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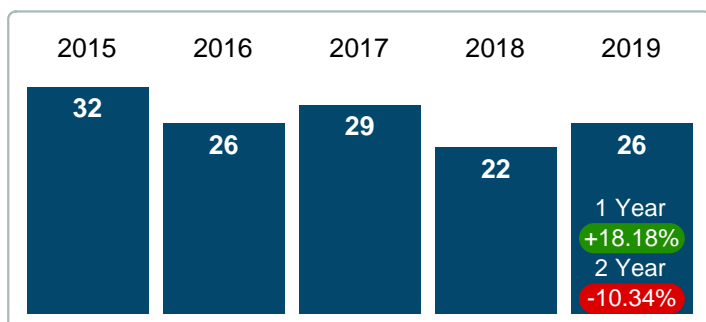
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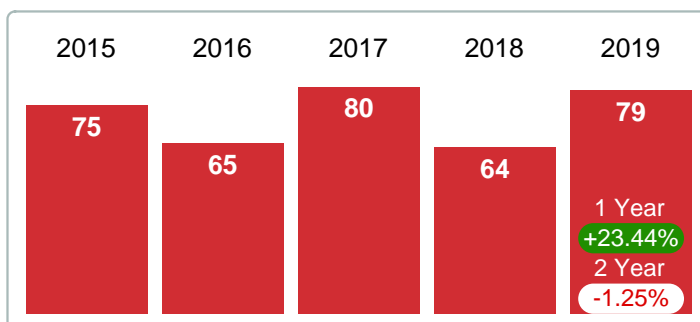
CLOSED LISTINGS

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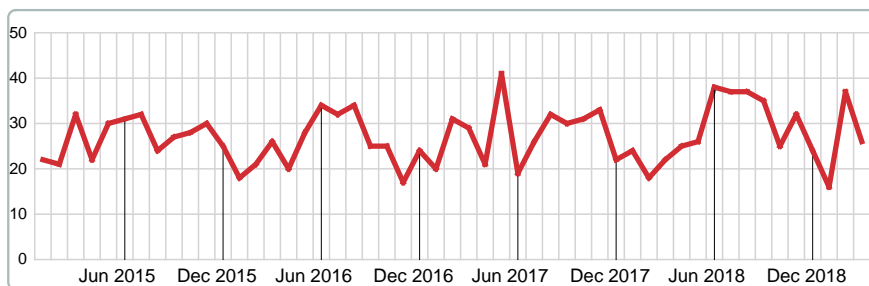
MARCH



YEAR TO DATE (YTD)

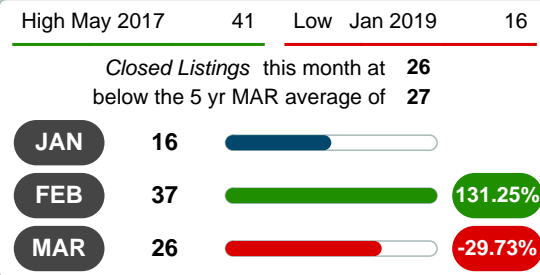


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	3.85%	126.0	1	0	0	0
\$25,001 - \$75,000	4	15.38%	54.0	1	3	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	9	34.62%	84.9	3	6	0	0
\$125,001 - \$175,000	6	23.08%	67.5	1	4	1	0
\$175,001 - \$300,000	3	11.54%	49.0	0	1	1	1
\$300,001 and up	3	11.54%	89.7	0	2	1	0
Total Closed Units	26			6	16	3	1
Total Closed Volume	4,089,032	100%	74.1	533.65K	2.57M	741.90K	245.00K
Average Closed Price	\$157,270			\$88,942	\$160,530	\$247,300	\$245,000

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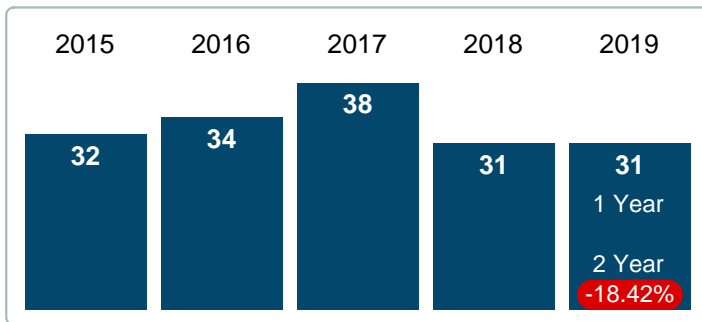
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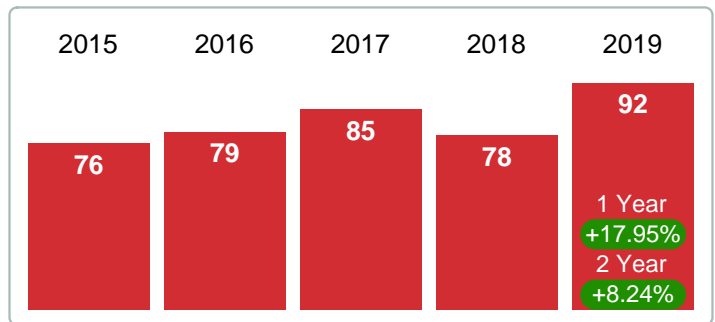
PENDING LISTINGS

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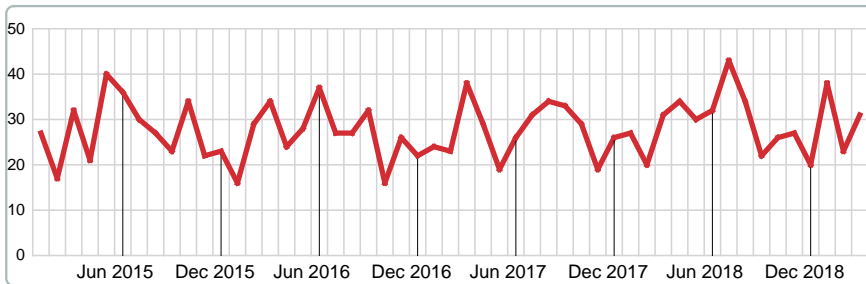
MARCH



YEAR TO DATE (YTD)

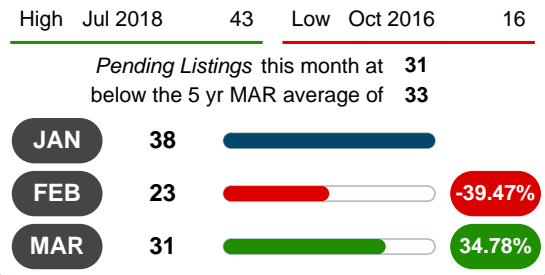


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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
\$50,000 and less	3	9.68%	99.3	2	1	0	0
\$50,001 - \$75,000	1	3.23%	7.0	0	1	0	0
\$75,001 - \$100,000	4	12.90%	47.5	1	3	0	0
\$100,001 - \$175,000	9	29.03%	59.6	2	6	1	0
\$175,001 - \$225,000	6	19.35%	59.2	1	4	1	0
\$225,001 - \$350,000	5	16.13%	29.4	1	3	1	0
\$350,001 and up	3	9.68%	81.7	0	1	2	0
Total Pending Units	31			7	19	5	0
Total Pending Volume	5,857,548	100%	57.4	827.20K	3.23M	1.80M	0.00B
Average Listing Price	\$188,953			\$118,171	\$170,018	\$360,000	\$0

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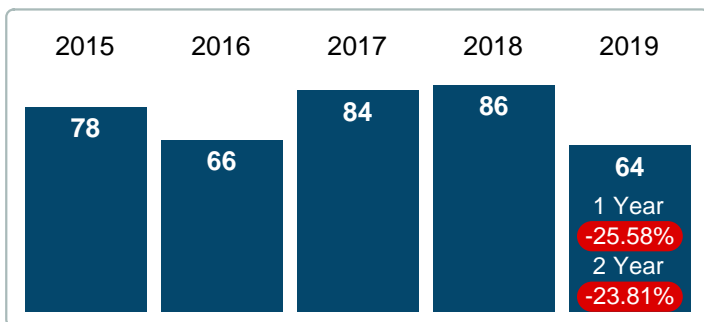
Area Delimited by County Of Mayes - Residential Property Type



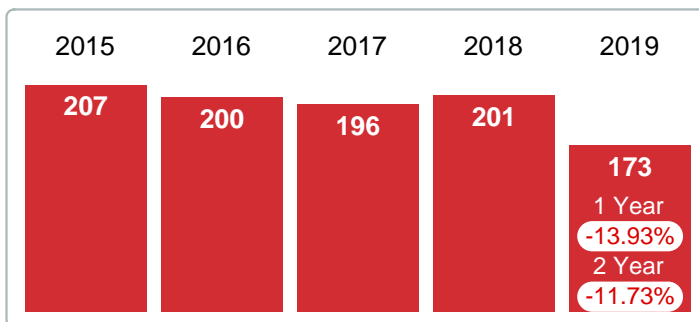
NEW LISTINGS

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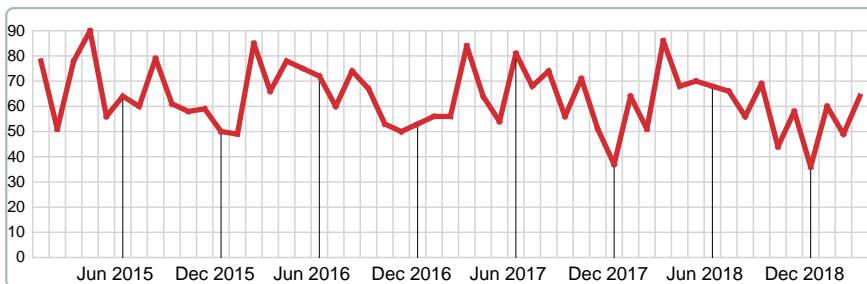
MARCH



YEAR TO DATE (YTD)

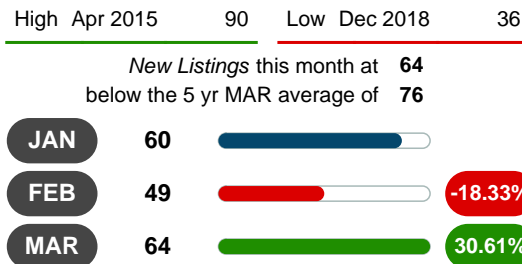


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 76



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	4	6.25%	1	2	1	0
\$50,001 - \$75,000	4	6.25%	0	4	0	0
\$75,001 - \$150,000	12	18.75%	0	9	3	0
\$150,001 - \$225,000	20	31.25%	1	15	3	1
\$225,001 - \$325,000	11	17.19%	2	5	4	0
\$325,001 - \$525,000	6	9.38%	1	2	0	3
\$525,001 and up	7	10.94%	2	0	4	1
Total New Listed Units	64		7	37	15	5
Total New Listed Volume	19,600,650	100%	2.49M	6.37M	6.53M	4.21M
Average New Listed Listing Price	\$182,493		\$355,036	\$172,195	\$435,360	\$842,760

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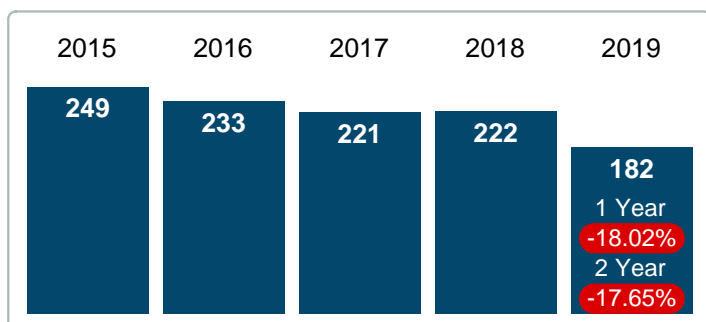
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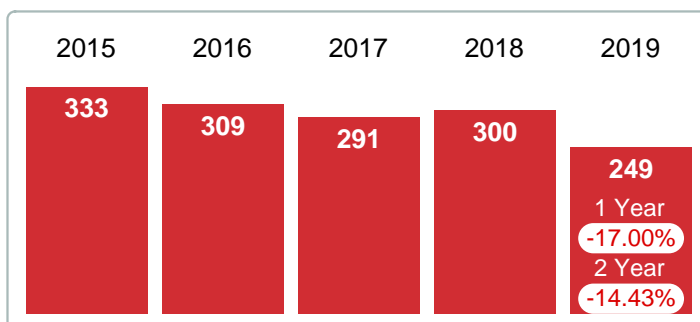
ACTIVE INVENTORY

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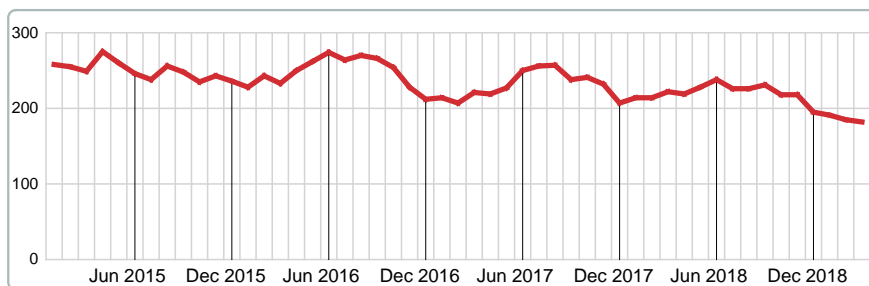
END OF MARCH



ACTIVE DURING MARCH

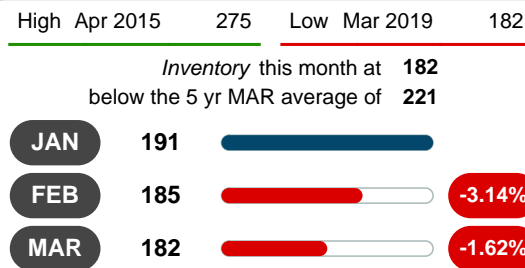


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 221



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	13	7.14%	57.9	9	3	1	0
\$50,001 - \$100,000	27	14.84%	75.9	8	14	5	0
\$100,001 - \$150,000	24	13.19%	74.8	5	15	4	0
\$150,001 - \$225,000	48	26.37%	56.6	5	32	9	2
\$225,001 - \$350,000	30	16.48%	61.9	6	13	11	0
\$350,001 - \$525,000	21	11.54%	77.7	1	9	6	5
\$525,001 and up	19	10.44%	93.9	4	1	8	6
Total Active Inventory by Units	182			38	87	44	13
Total Active Inventory by Volume	50,290,200	100%	69.2	7.42M	17.44M	15.69M	9.75M
Average Active Inventory Listing Price	\$276,320			\$195,150	\$200,472	\$356,506	\$749,785

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Area Delimited by County Of Mayes - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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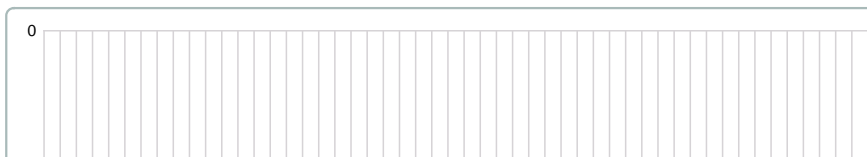
MSI FOR MARCH

2015	2016	2017	2018	2019

INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
182	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 MAR AVG = inf

High Mar 2019	inf	Low Mar 2019	inf
Months Supply this month at inf equal to 5 yr MAR average of inf			
JAN	inf		%
FEB	inf		%
MAR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	7.14%	3.39	4.91	1.71	4.00	0.00
\$50,001 - \$100,000	27	14.84%	3.38	3.31	2.95	6.67	0.00
\$100,001 - \$150,000	24	13.19%	3.03	6.00	2.54	3.69	0.00
\$150,001 - \$225,000	48	26.37%	9.60	12.00	8.35	13.50	24.00
\$225,001 - \$350,000	30	16.48%	8.18	14.40	6.78	10.15	0.00
\$350,001 - \$525,000	21	11.54%	21.00	6.00	18.00	24.00	60.00
\$525,001 and up	19	10.44%	45.60	0.00	4.00	96.00	72.00
Market Supply of Inventory (MSI)			6.10	6.25	4.60	10.56	19.50
Total Active Inventory by Units		100%	6.10	38	87	44	13

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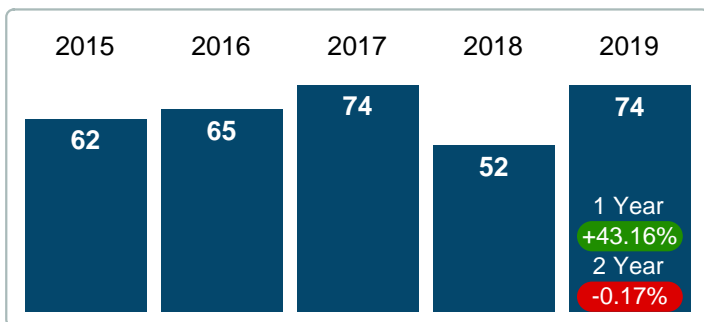
Area Delimited by County Of Mayes - Residential Property Type



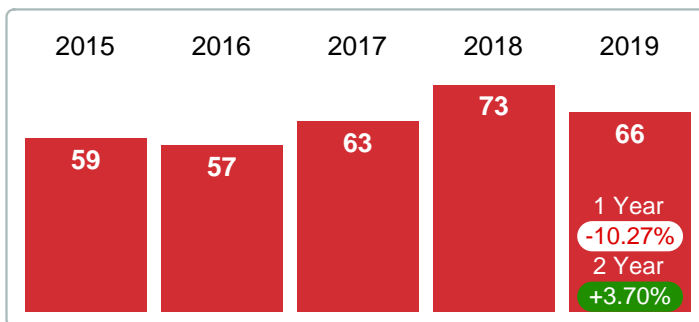
AVERAGE DAYS ON MARKET TO SALE

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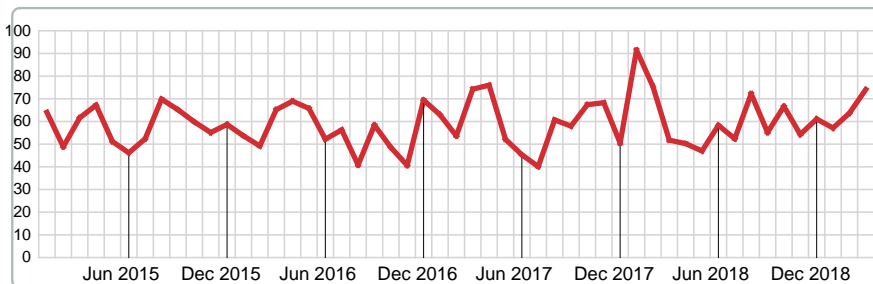
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

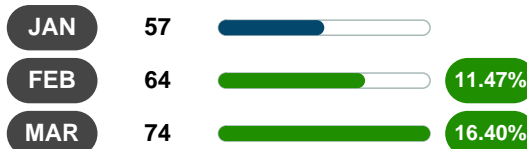


3 MONTHS

5 year MAR AVG = 65

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 74 above the 5 yr MAR average of 65



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
\$25,000 and less	3.85%	126	126	0	0	0
\$25,001 - \$75,000	15.38%	54	16	67	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	34.62%	85	91	82	0	0
\$125,001 - \$175,000	23.08%	68	116	58	58	0
\$175,001 - \$300,000	11.54%	49	0	130	6	11
\$300,001 and up	11.54%	90	0	88	93	0
Average Closed DOM		74	88	77	52	11
Total Closed Units	100%	74	6	16	3	1
Total Closed Volume		4,089,032	533.65K	2.57M	741.90K	245.00K

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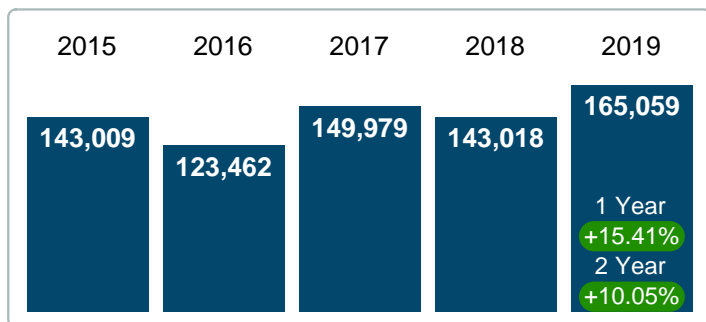
Area Delimited by County Of Mayes - Residential Property Type



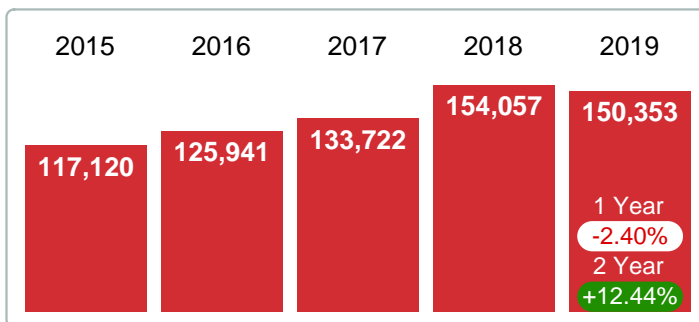
AVERAGE LIST PRICE AT CLOSING

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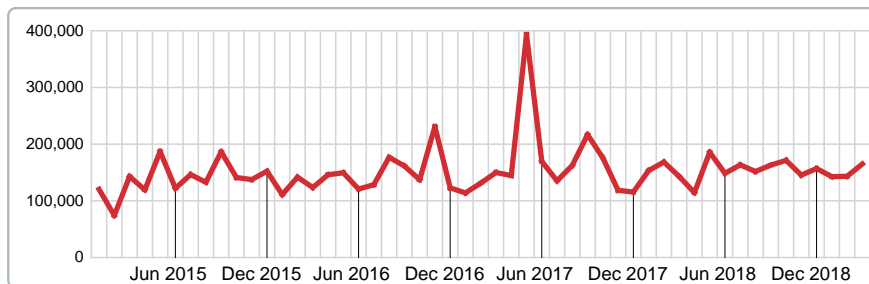
MARCH



YEAR TO DATE (YTD)

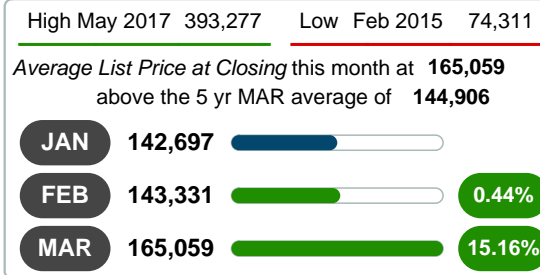


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 144,906



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
\$25,000 and less	3.85%	11,900	11,900	0	0	0
\$25,001 - \$75,000	7.69%	29,800	75,700	47,333	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	34.62%	97,486	126,890	106,962	0	0
\$125,001 - \$175,000	30.77%	152,934	170,000	155,825	127,000	0
\$175,001 - \$300,000	11.54%	238,300	0	280,000	184,900	250,000
\$300,001 and up	11.54%	468,100	0	482,500	439,300	0
Average List Price		165,059	106,378	165,755	250,400	250,000
Total Closed Units	100%	165,059	6	16	3	1
Total Closed Volume		4,291,543	638.27K	2.65M	751.20K	250.00K

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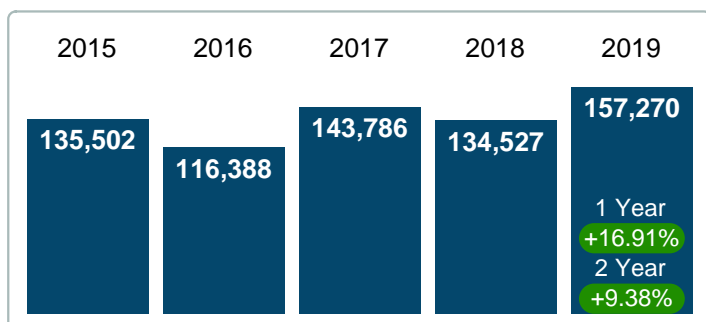
Area Delimited by County Of Mayes - Residential Property Type



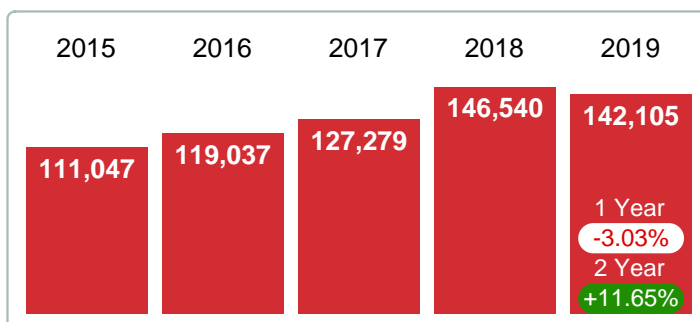
AVERAGE SOLD PRICE AT CLOSING

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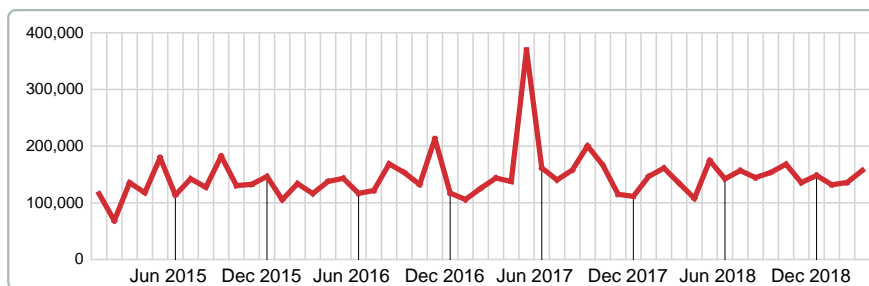
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

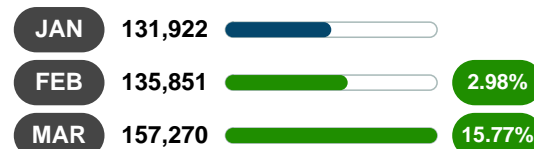


3 MONTHS

5 year MAR AVG = 137,495

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

Average Sold Price at Closing this month at 157,270 above the 5 yr MAR average of 137,495



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
\$25,000 and less	3.85%	11,900	11,900	0	0	0
\$25,001 - \$75,000	15.38%	50,523	70,700	43,797	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	34.62%	98,917	98,683	99,034	0	0
\$125,001 - \$175,000	23.08%	150,648	155,000	155,473	127,000	0
\$175,001 - \$300,000	11.54%	232,633	0	268,000	184,900	245,000
\$300,001 and up	11.54%	461,000	0	476,500	430,000	0
Average Sold Price		157,270	88,942	160,530	247,300	245,000
Total Closed Units	100%	157,270	6	16	3	1
Total Closed Volume		4,089,032	533.65K	2.57M	741.90K	245.00K

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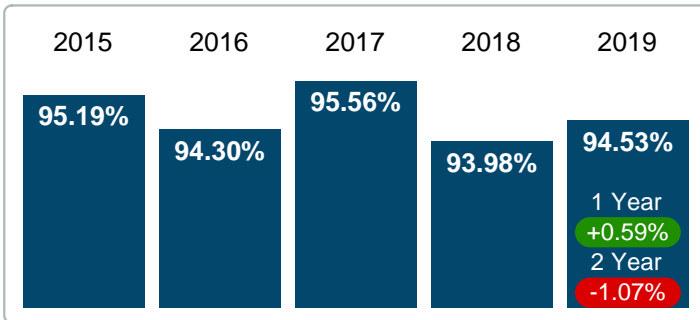
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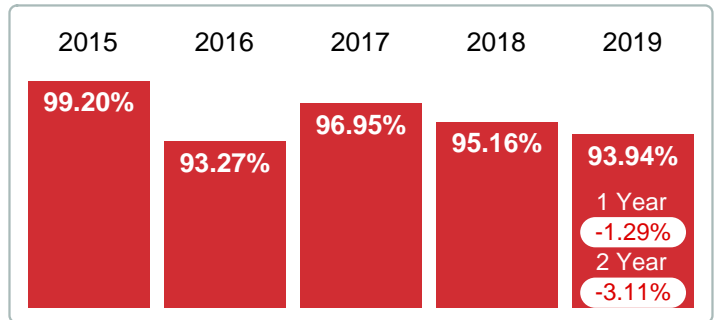
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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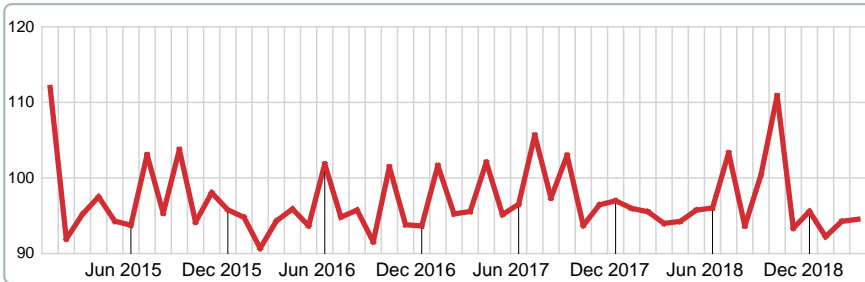
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

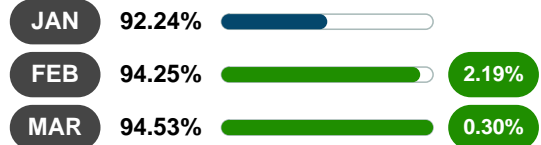


3 MONTHS

5 year MAR AVG = 94.71%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **94.53%**
equal to 5 yr MAR average of **94.71%**



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	
\$25,000 and less	1	3.85%	100.00%	100.00%	0.00%	0.00%	0.00%	
\$25,001 - \$75,000	4	15.38%	93.47%	93.39%	93.50%	0.00%	0.00%	
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$75,001 - \$125,000	9	34.62%	89.34%	82.00%	93.02%	0.00%	0.00%	
\$125,001 - \$175,000	6	23.08%	98.36%	91.18%	99.74%	100.00%	0.00%	
\$175,001 - \$300,000	3	11.54%	97.90%	0.00%	95.71%	100.00%	98.00%	
\$300,001 and up	3	11.54%	98.68%	0.00%	99.08%	97.88%	0.00%	
Average Sold/List Ratio		94.50%		88.43%	95.71%	99.29%	98.00%	
Total Closed Units		26	100%	94.50%	6	16	3	1
Total Closed Volume		4,089,032			533.65K	2.57M	741.90K	245.00K

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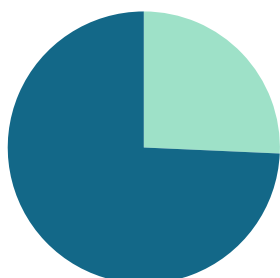
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

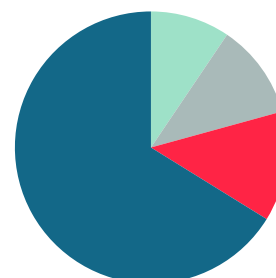


Inventory
 New Listings
64 = 25.70%
 Start Inventory
185
 Total Inventory Units
249
 Volume
\$69,497,947

Market Activity

Closed Sales
26 = 9.45%
 Pending Sales
31 = 11.27%
 Other Off Market
36 = 13.09%
 Active Inventory
182 = 66.18%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	22	26	18.18%	64	79	23.44%
Pending Sales	31	31	0.00%	78	92	17.95%
New Listings	86	64	-25.58%	201	173	-13.93%
Average List Price	143,018	165,059	15.41%	154,057	150,353	-2.40%
Average Sale Price	134,527	157,270	16.91%	146,540	142,105	-3.03%
Average Percent of Selling Price to List Price	93.98%	94.53%	0.59%	95.16%	93.94%	-1.29%
Average Days on Market to Sale	51.77	74.12	43.16%	73.31	65.78	-10.27%
Monthly Inventory	222	182	-18.02%	222	182	-18.02%
Months Supply of Inventory	8.35	6.10	-26.95%	8.35	6.10	-26.95%

Absorption: Last 12 months, an Average of **30** Sales/Month

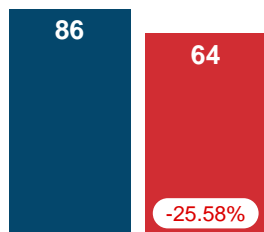
Inventory on March 31, 2019 = **182**

2018 **2019**

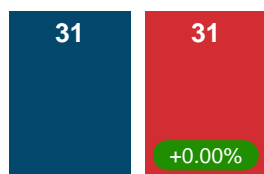
MARCH MARKET

AVERAGE PRICES

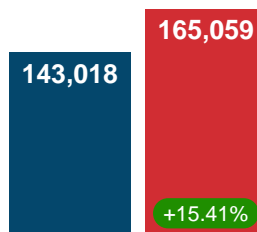
New Listings



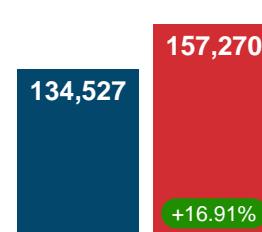
Pending Listings



List Price



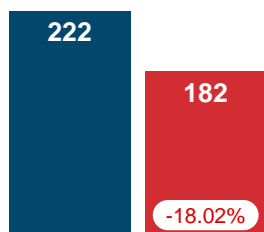
Sale Price



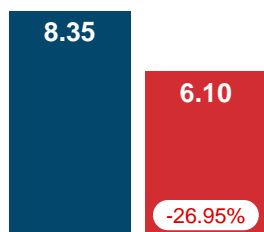
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

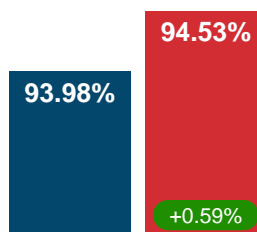
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

