

March 2019



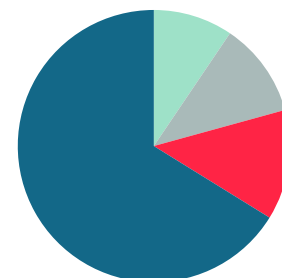
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	122,500	128,450	4.86%
Median Sale Price	111,500	116,000	4.04%
Median Percent of Selling Price to List Price	96.21%	97.43%	1.26%
Median Days on Market to Sale	28.00	61.00	117.86%
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.

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 **4.04%** in March 2019 to \$116,000 versus the previous year at \$111,500.

Median Days on Market Lengthens

The median number of **61.00** days that homes spent on the market before selling increased by 33.00 days or **117.86%** in March 2019 compared to last year's same month at **28.00** DOM.

Sales Success for March 2019 is Positive

Overall, with Median 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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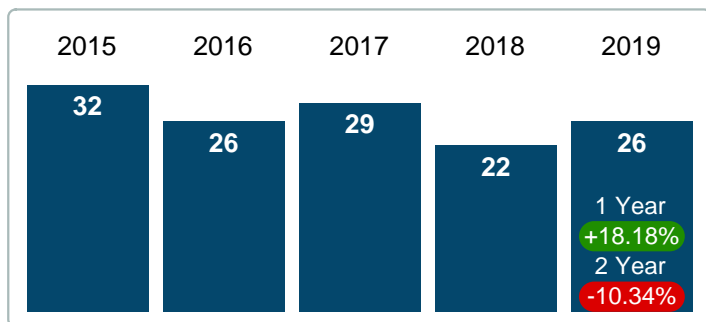
Area Delimited by County Of Mayes - Residential Property Type



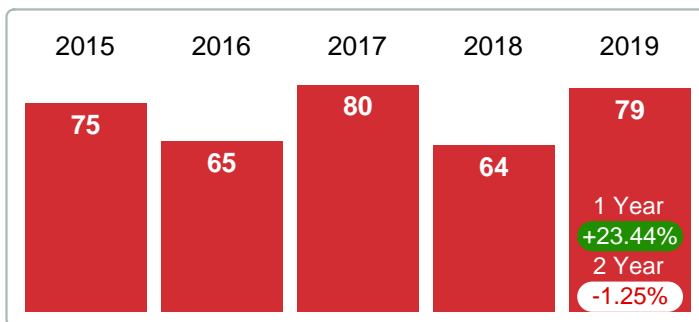
CLOSED LISTINGS

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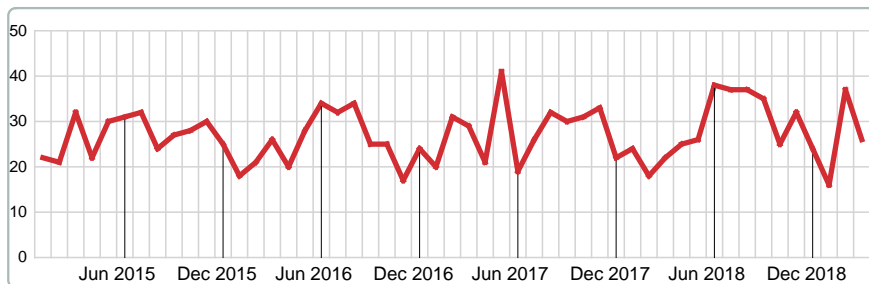
MARCH



YEAR TO DATE (YTD)

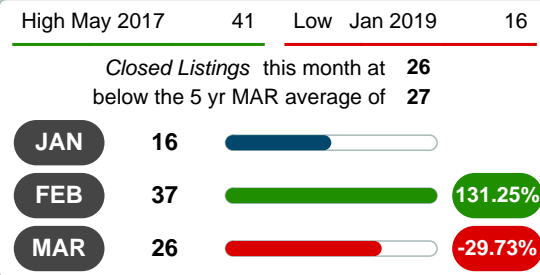


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	3.85%	126.0	1	0	0	0
\$20,001 - \$80,000	4	15.38%	21.0	1	3	0	0
\$80,001 - \$90,000	1	3.85%	12.0	0	1	0	0
\$90,001 - \$140,000	10	38.46%	65.5	3	6	1	0
\$140,001 - \$180,000	4	15.38%	78.5	1	3	0	0
\$180,001 - \$310,000	3	11.54%	11.0	0	1	1	1
\$310,001 and up	3	11.54%	93.0	0	2	1	0
Total Closed Units	26			6	16	3	1
Total Closed Volume	4,089,032	100%	61.0	533.65K	2.57M	741.90K	245.00K
Median Closed Price	\$116,000			\$94,525	\$110,851	\$184,900	\$245,000

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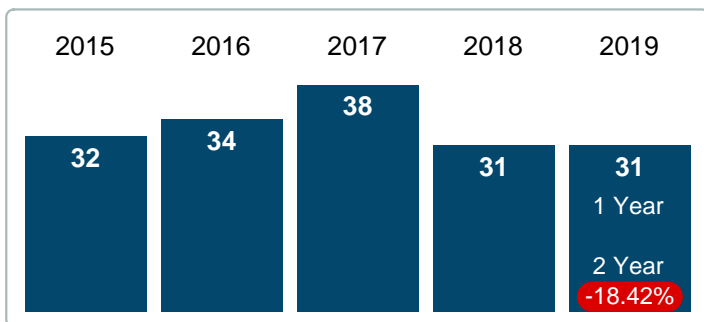
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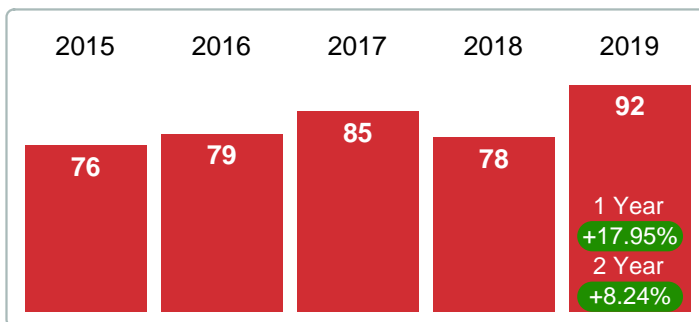
PENDING LISTINGS

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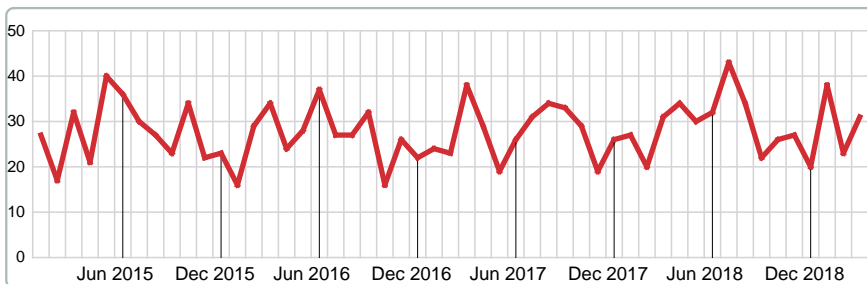
MARCH



YEAR TO DATE (YTD)

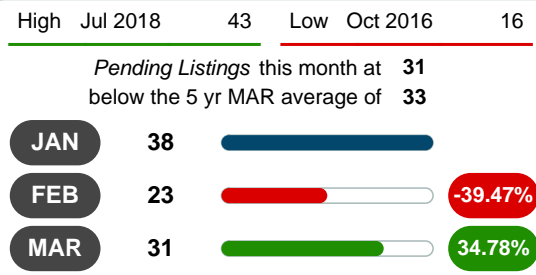


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.68%	126.0	2	1	0	0
\$50,001 - \$75,000	1	3.23%	7.0	0	1	0	0
\$75,001 - \$100,000	4	12.90%	46.5	1	3	0	0
\$100,001 - \$175,000	9	29.03%	46.0	2	6	1	0
\$175,001 - \$225,000	6	19.35%	60.0	1	4	1	0
\$225,001 - \$350,000	5	16.13%	15.0	1	3	1	0
\$350,001 and up	3	9.68%	76.0	0	1	2	0
Total Pending Units	31			7	19	5	0
Total Pending Volume	5,857,548	100%	46.0	827.20K	3.23M	1.80M	0.00B
Median Listing Price	\$155,000			\$124,500	\$155,000	\$350,000	\$0

March 2019



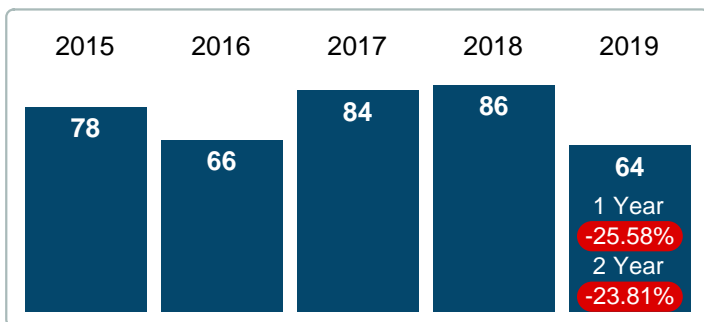
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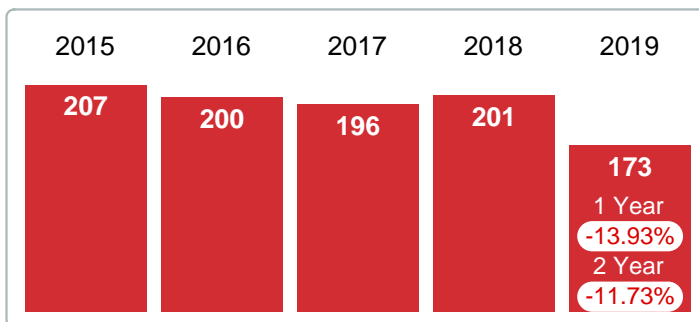
NEW LISTINGS

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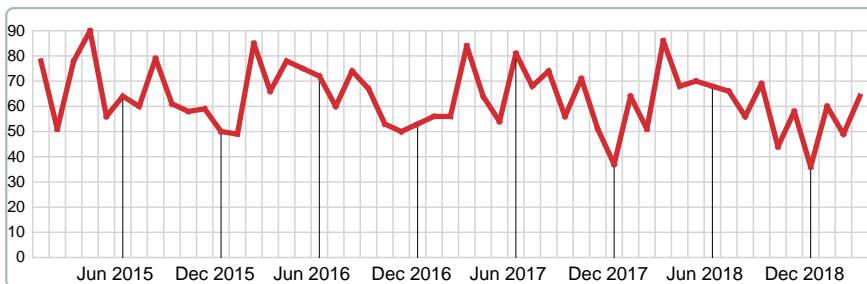
MARCH



YEAR TO DATE (YTD)

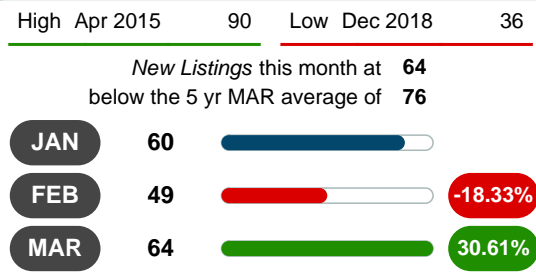


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$189,900		\$325,000	\$176,000	\$245,000	\$429,000

March 2019



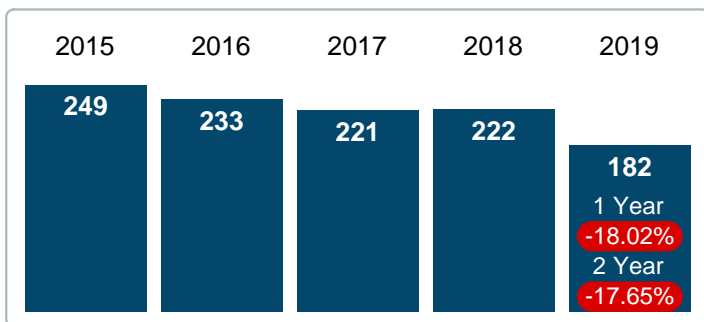
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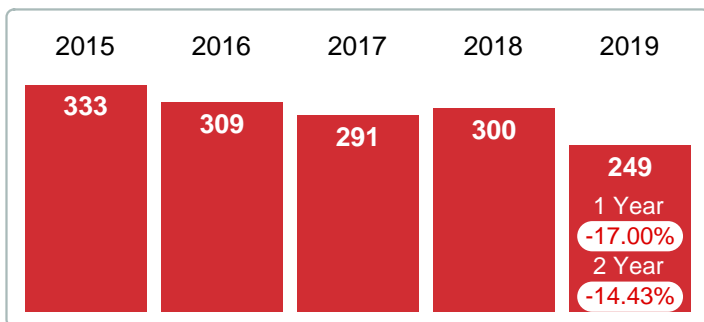
ACTIVE INVENTORY

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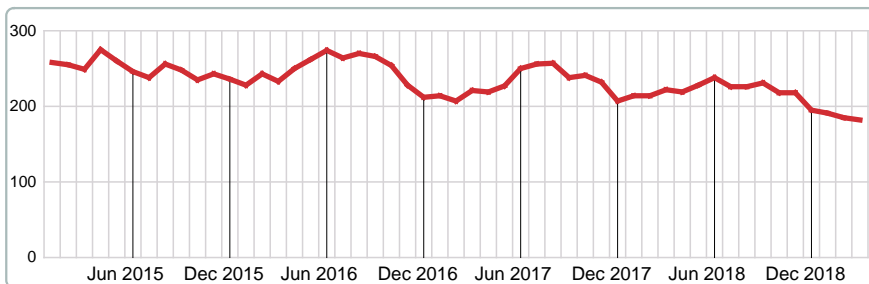
END OF MARCH



ACTIVE DURING MARCH

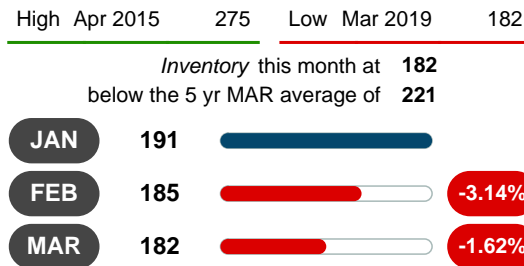


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 221



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	7.14%	53.0	9	3	1	0
\$50,001 - \$100,000	27	14.84%	78.0	8	14	5	0
\$100,001 - \$150,000	24	13.19%	60.5	5	15	4	0
\$150,001 - \$225,000	48	26.37%	47.0	5	32	9	2
\$225,001 - \$350,000	30	16.48%	40.0	6	13	11	0
\$350,001 - \$525,000	21	11.54%	58.0	1	9	6	5
\$525,001 and up	19	10.44%	86.0	4	1	8	6
Total Active Inventory by Units	182			38	87	44	13
Total Active Inventory by Volume	50,290,200	100%	55.0	7.42M	17.44M	15.69M	9.75M
Median Active Inventory Listing Price	\$187,250			\$114,750	\$179,000	\$264,750	\$499,900

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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 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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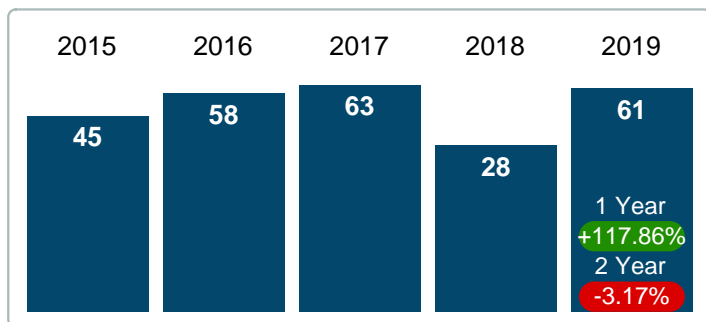
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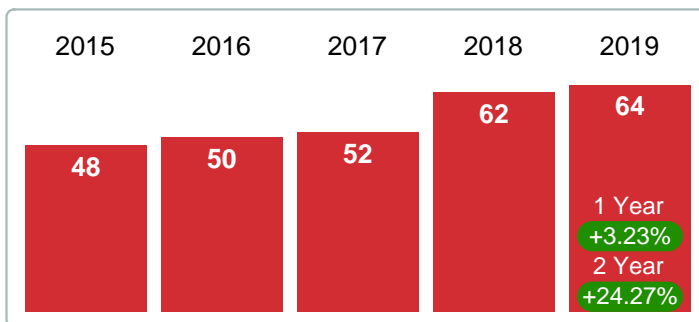
MEDIAN DAYS ON MARKET TO SALE

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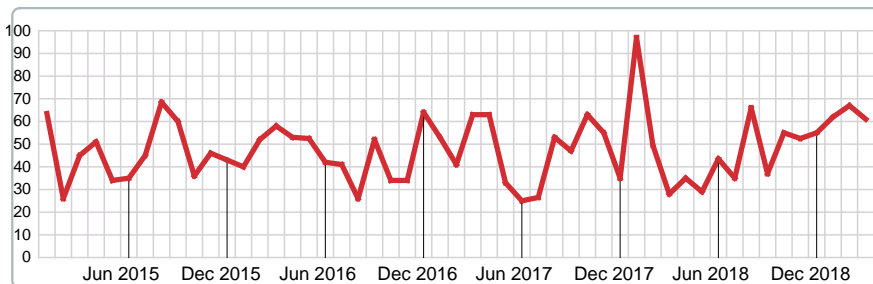
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

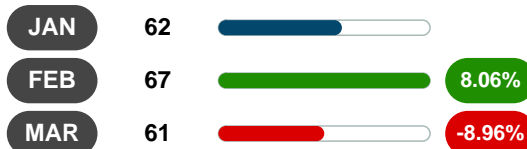


3 MONTHS

5 year MAR AVG = 51

High Jan 2018 97 Low Jun 2017 25

Median Days on Market to Sale this month at 61 above the 5 yr MAR average of 51



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
\$20,000 and less	3.85%	126	126	0	0	0
\$20,001 - \$80,000	15.38%	21	16	26	0	0
\$80,001 - \$90,000	3.85%	12	0	12	0	0
\$90,001 - \$140,000	38.46%	66	85	66	58	0
\$140,001 - \$180,000	15.38%	79	116	52	0	0
\$180,001 - \$310,000	11.54%	11	0	130	6	11
\$310,001 and up	11.54%	93	0	88	93	0
Median Closed DOM		61	101	58	58	11
Total Closed Units	100%	26	6	16	3	1
Total Closed Volume		4,089,032	533.65K	2.57M	741.90K	245.00K

March 2019



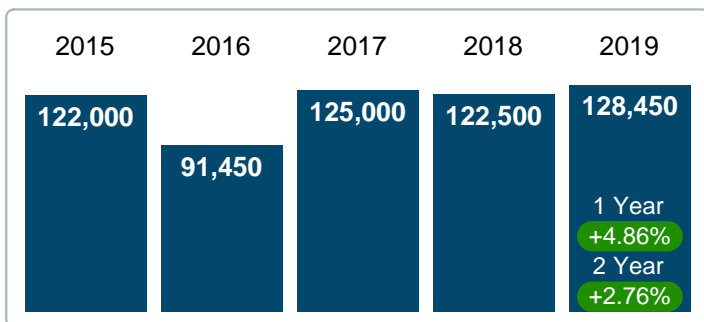
Area Delimited by County Of Mayes - Residential Property Type



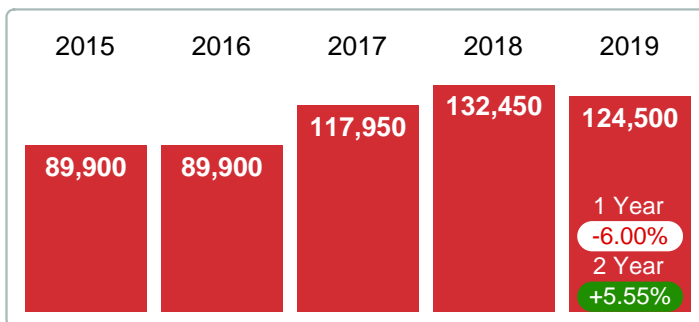
MEDIAN LIST PRICE AT CLOSING

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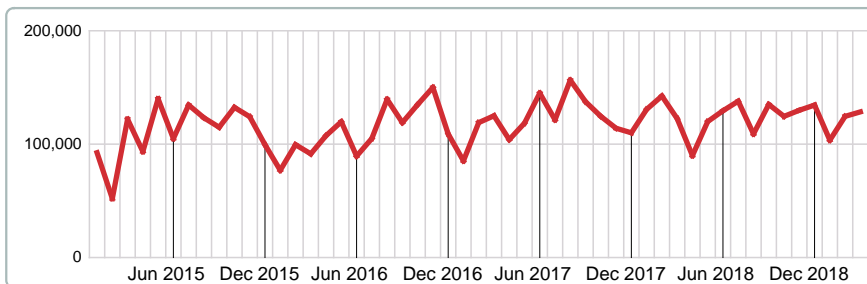
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

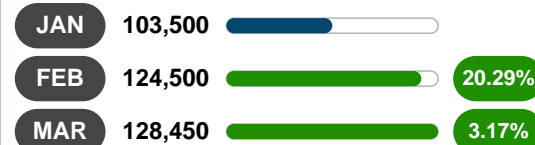


3 MONTHS

5 year MAR AVG = 117,880

High Aug 2017 156,450 Low Feb 2015 52,000

Median List Price at Closing this month at **128,450**
above the 5 yr MAR average of **117,880**



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
\$20,000 and less	3.85%	11,900	11,900	0	0	0
\$20,001 - \$80,000	11.54%	32,100	75,700	29,800	0	0
\$80,001 - \$90,000	3.85%	82,400	0	82,400	0	0
\$90,001 - \$140,000	38.46%	107,150	108,700	104,400	127,000	0
\$140,001 - \$180,000	19.23%	169,900	166,635	169,900	0	0
\$180,001 - \$310,000	11.54%	250,000	0	280,000	184,900	250,000
\$310,001 and up	11.54%	439,300	0	482,500	439,300	0
Median List Price		128,450	108,700	119,900	184,900	250,000
Total Closed Units	100%	128,450	6	16	3	1
Total Closed Volume		4,291,543	638.27K	2.65M	751.20K	250.00K

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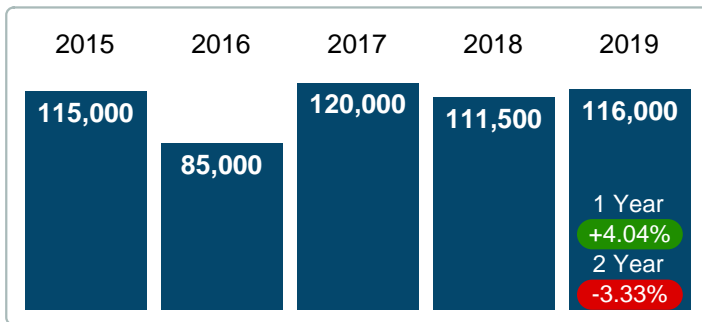
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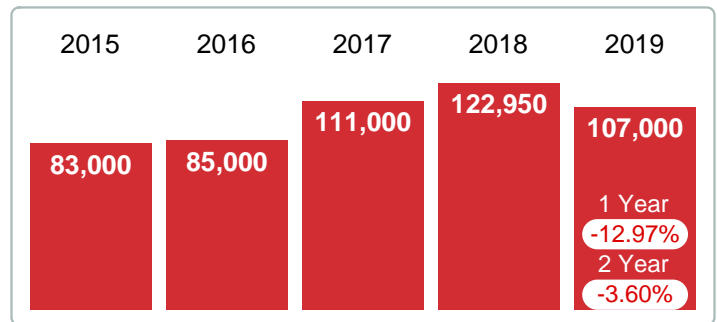
MEDIAN SOLD PRICE AT CLOSING

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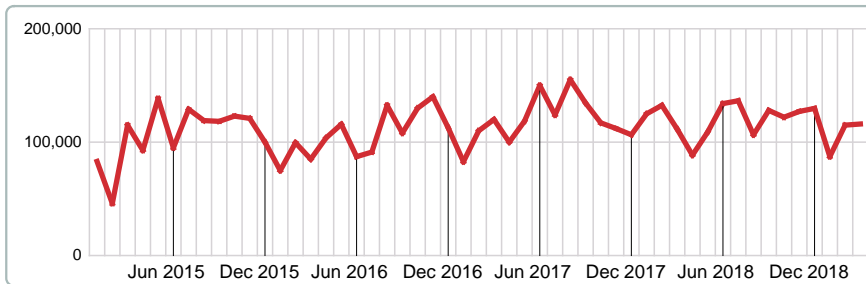
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

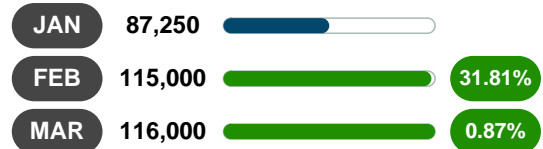


3 MONTHS

5 year MAR AVG = 109,500

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

Median Sold Price at Closing this month at 116,000 above the 5 yr MAR average of 109,500



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
\$20,000 and less	3.85%	11,900	11,900	0	0	0
\$20,001 - \$80,000	15.38%	50,295	70,700	29,890	0	0
\$80,001 - \$90,000	3.85%	88,500	0	88,500	0	0
\$90,001 - \$140,000	38.46%	96,351	95,050	96,351	127,000	0
\$140,001 - \$180,000	15.38%	162,450	155,000	169,900	0	0
\$180,001 - \$310,000	11.54%	245,000	0	268,000	184,900	245,000
\$310,001 and up	11.54%	430,000	0	476,500	430,000	0
Median Sold Price		116,000	94,525	110,851	184,900	245,000
Total Closed Units		26	6	16	3	1
Total Closed Volume		4,089,032	533.65K	2.57M	741.90K	245.00K

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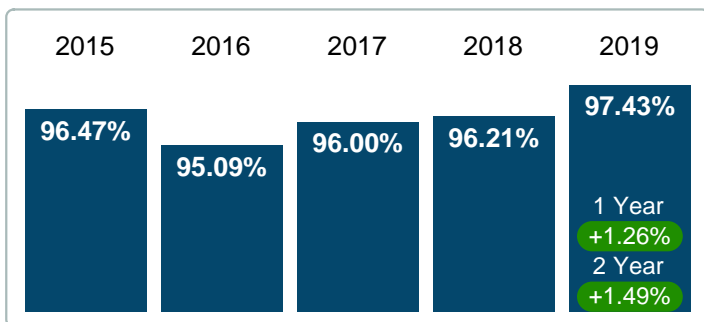
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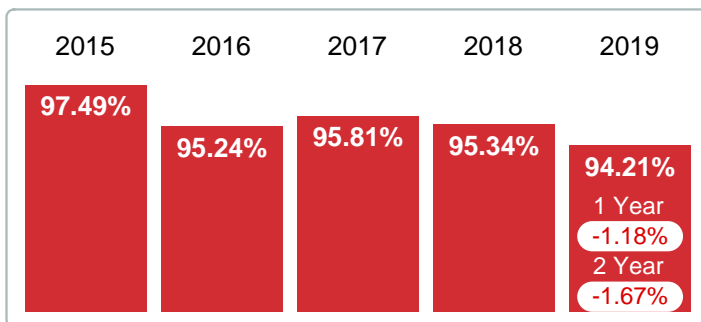
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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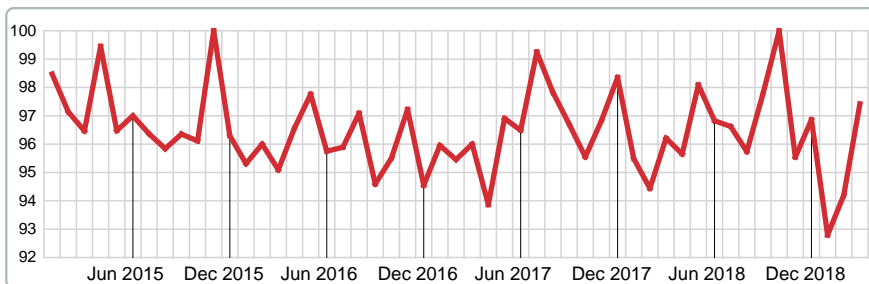
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

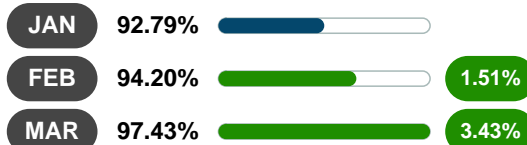


3 MONTHS

5 year MAR AVG = 96.24%

High Oct 2018 100.00% Low Jan 2019 92.79%

Median Sold/List Ratio this month at **97.43%**
above the 5 yr MAR average of **96.24%**



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
\$20,000 and less	1	3.85%	100.00%	100.00%	0.00%	0.00%	0.00%
\$20,001 - \$80,000	4	15.38%	93.26%	93.39%	93.12%	0.00%	0.00%
\$80,001 - \$90,000	1	3.85%	93.16%	0.00%	93.16%	0.00%	0.00%
\$90,001 - \$140,000	10	38.46%	94.80%	85.67%	94.80%	100.00%	0.00%
\$140,001 - \$180,000	4	15.38%	99.83%	91.18%	99.99%	0.00%	0.00%
\$180,001 - \$310,000	3	11.54%	98.00%	0.00%	95.71%	100.00%	98.00%
\$310,001 and up	3	11.54%	98.15%	0.00%	99.08%	97.88%	0.00%
Median Sold/List Ratio		97.43%		92.29%	96.67%	100.00%	98.00%
Total Closed Units		26	100%	6	16	3	1
Total Closed Volume		4,089,032		533.65K	2.57M	741.90K	245.00K

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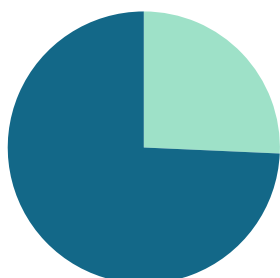
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

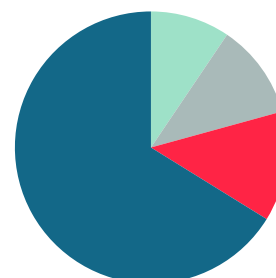


Inventory
 New Listings
64 = 25.70%
 Start Inventory
185
 Total Inventory Units
249
 Volume
\$69,497,947

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%
Median List Price	122,500	128,450	4.86%	132,450	124,500	-6.00%
Median Sale Price	111,500	116,000	4.04%	122,950	107,000	-12.97%
Median Percent of Selling Price to List Price	96.21%	97.43%	1.26%	95.34%	94.21%	-1.18%
Median Days on Market to Sale	28.00	61.00	117.86%	62.00	64.00	3.23%
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

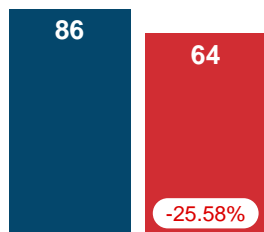
Inventory on March 31, 2019 = **182**

2018 **2019**

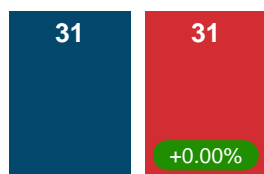
MARCH MARKET

MEDIAN PRICES

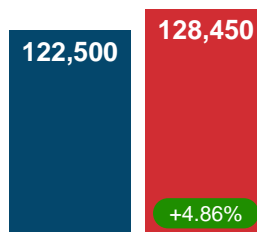
New Listings



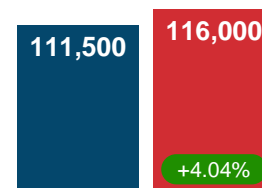
Pending Listings



List Price



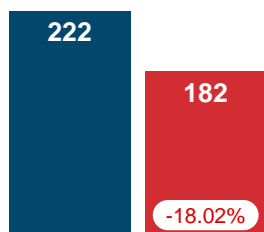
Sale Price



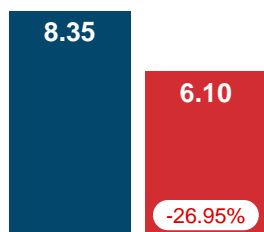
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

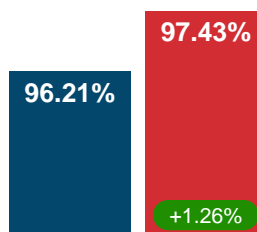
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

