

# May 2019



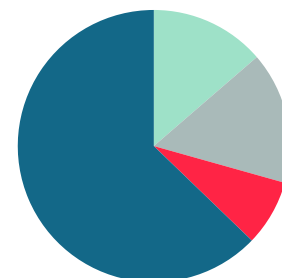
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	46	47	2.17%
Pending Listings	66	54	-18.18%
New Listings	112	85	-24.11%
Average List Price	133,113	151,287	13.65%
Average Sale Price	124,628	148,570	19.21%
Average Percent of Selling Price to List Price	92.11%	97.19%	5.51%
Average Days on Market to Sale	67.39	77.26	14.64%
End of Month Inventory	295	216	-26.78%
Months Supply of Inventory	6.79	4.65	-31.51%



■ Closed (13.66%)  
■ Pending (15.70%)  
■ Other OffMarket (7.85%)  
■ Active (62.79%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of May 31, 2019 = **216**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2019 decreased **26.78%** to 216 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **4.65** 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 **19.21%** in May 2019 to \$148,570 versus the previous year at \$124,628.

#### Average Days on Market Lengthens

The average number of **77.26** days that homes spent on the market before selling increased by 9.86 days or **14.64%** in May 2019 compared to last year's same month at **67.39** DOM.

#### Sales Success for May 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 85 New Listings in May 2019, down **24.11%** from last year at 112. Furthermore, there were 47 Closed Listings this month versus last year at 46, a **2.17%** increase.

Closed versus Listed trends yielded a **55.3%** ratio, up from previous year's, May 2018, at **41.1%**, a **34.63%** 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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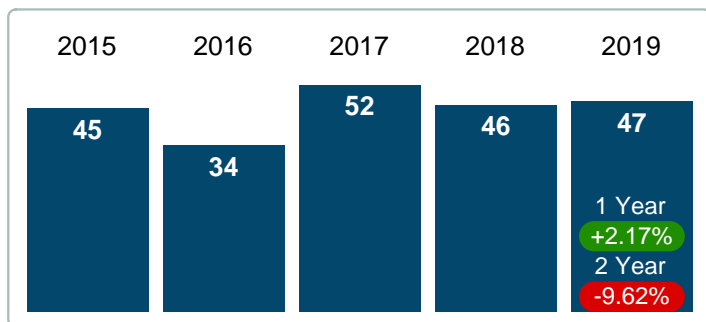
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



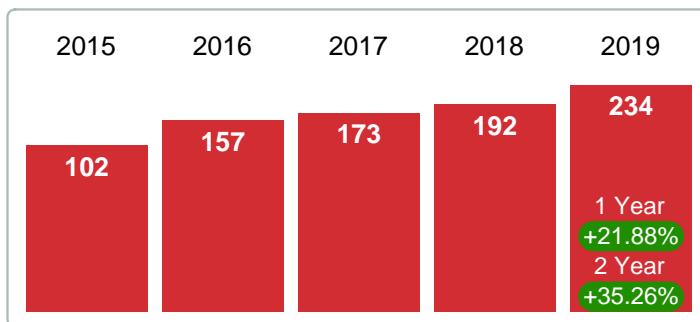
## CLOSED LISTINGS

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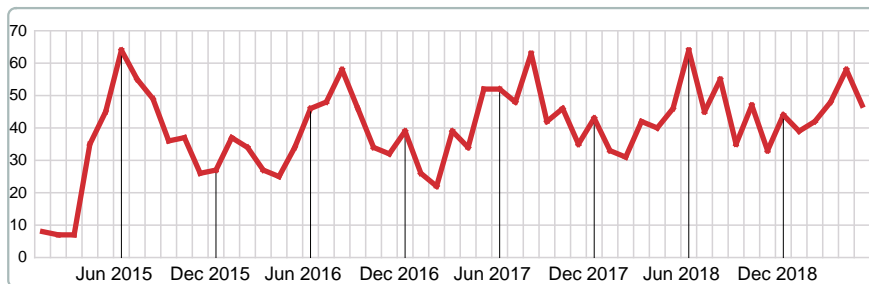
### MAY



### YEAR TO DATE (YTD)

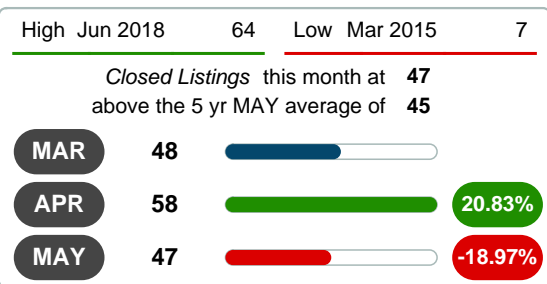


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 45



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	4	8.51%	25.8	2	2	0	0
\$70,001 - \$80,000	5	10.64%	109.8	1	4	0	0
\$80,001 - \$100,000	8	17.02%	118.5	1	7	0	0
\$100,001 - \$140,000	11	23.40%	51.8	0	11	0	0
\$140,001 - \$160,000	5	10.64%	104.4	0	4	1	0
\$160,001 - \$280,000	9	19.15%	103.0	1	6	2	0
\$280,001 and up	5	10.64%	2.4	0	2	3	0
<b>Total Closed Units</b>	<b>47</b>			<b>5</b>	<b>36</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,982,806</b>	<b>100%</b>	<b>77.3</b>	<b>428.50K</b>	<b>4.88M</b>	<b>1.68M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$148,570</b>			<b>\$85,700</b>	<b>\$135,533</b>	<b>\$279,184</b>	<b>\$0</b>

# May 2019



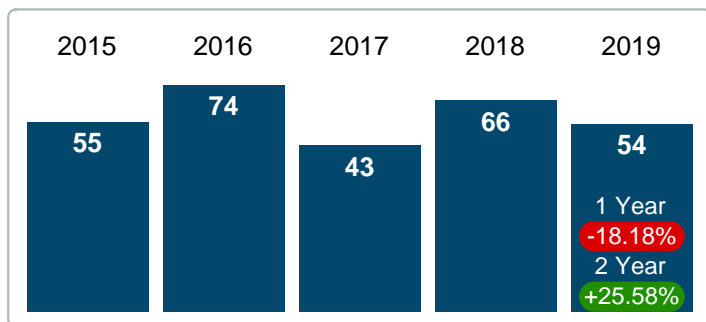
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



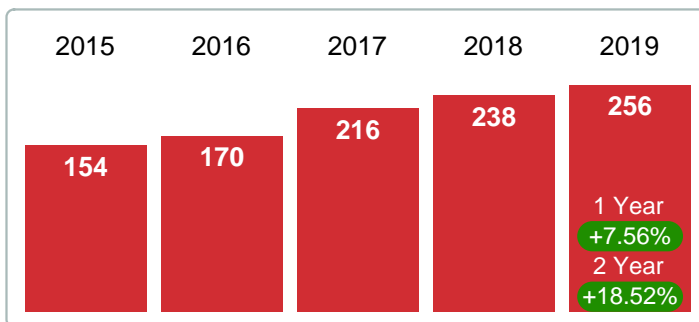
## PENDING LISTINGS

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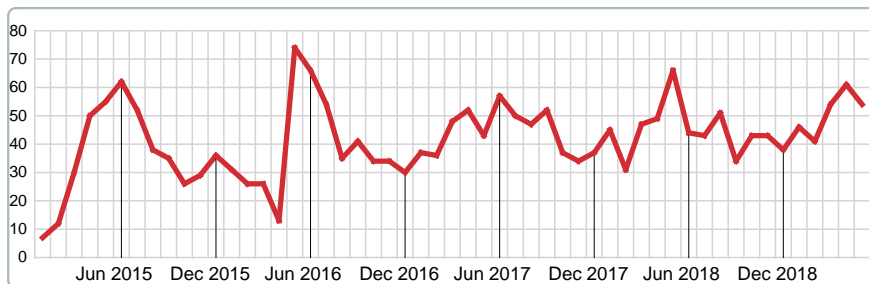
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 58

High May 2016: 74 | Low Jan 2015: 7

Pending Listings this month at **54**  
below the 5 yr MAY average of **58**

Month	Pending Listings	% Change
MAR	54	
APR	61	+12.96%
MAY	54	-11.48%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	5.56%	20.0	3	0	0	0
\$40,001 - \$90,000	9	16.67%	64.2	1	8	0	0
\$90,001 - \$110,000	7	12.96%	8.1	1	6	0	0
\$110,001 - \$150,000	13	24.07%	39.8	1	10	2	0
\$150,001 - \$190,000	9	16.67%	118.9	0	7	2	0
\$190,001 - \$240,000	6	11.11%	53.0	0	3	3	0
\$240,001 and up	7	12.96%	152.9	0	4	3	0
<b>Total Pending Units</b>	<b>54</b>			<b>6</b>	<b>38</b>	<b>10</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,093,200</b>	<b>100%</b>	<b>68.0</b>	<b>421.10K</b>	<b>5.41M</b>	<b>2.26M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$149,874</b>			<b>\$70,183</b>	<b>\$142,332</b>	<b>\$226,350</b>	<b>\$0</b>

# May 2019



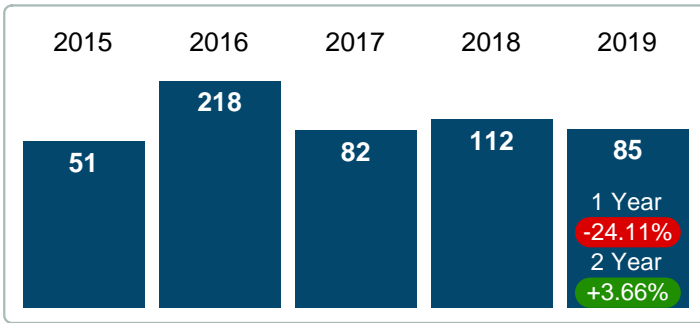
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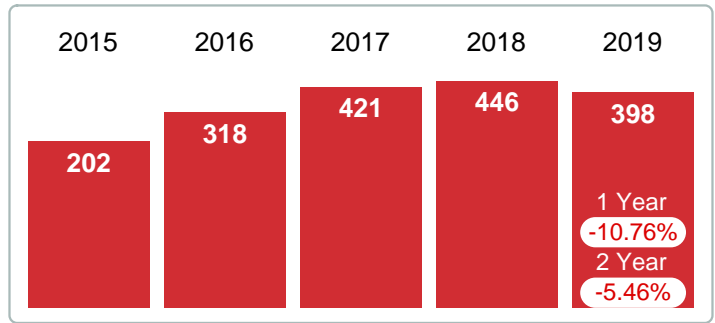
## NEW LISTINGS

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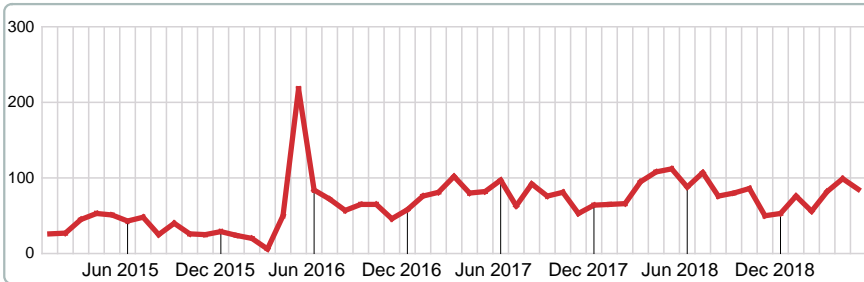
### MAY



### YEAR TO DATE (YTD)

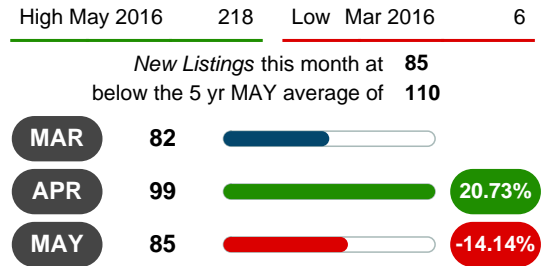


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 110



### 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	4.71%	2	2	0	0
\$50,001 - \$75,000	7	8.24%	4	3	0	0
\$75,001 - \$100,000	16	18.82%	0	15	1	0
\$100,001 - \$150,000	25	29.41%	4	17	4	0
\$150,001 - \$200,000	10	11.76%	0	6	3	1
\$200,001 - \$275,000	11	12.94%	0	5	4	2
\$275,001 and up	12	14.12%	0	5	5	2
<b>Total New Listed Units</b>	<b>85</b>		<b>10</b>	<b>53</b>	<b>17</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>14,758,194</b>	<b>100%</b>	<b>765.50K</b>	<b>7.61M</b>	<b>3.90M</b>	<b>2.48M</b>
<b>Average New Listed Listing Price</b>	<b>\$159,349</b>		<b>\$76,550</b>	<b>\$143,674</b>	<b>\$229,123</b>	<b>\$496,580</b>

# May 2019



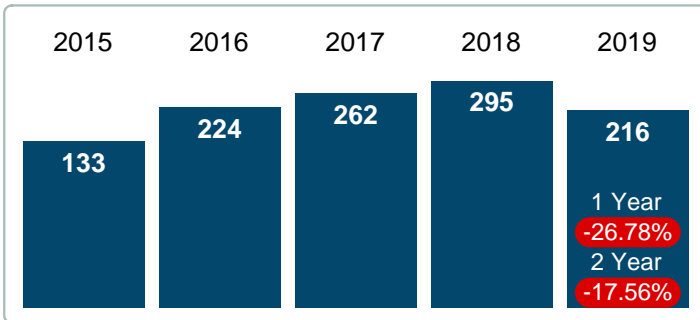
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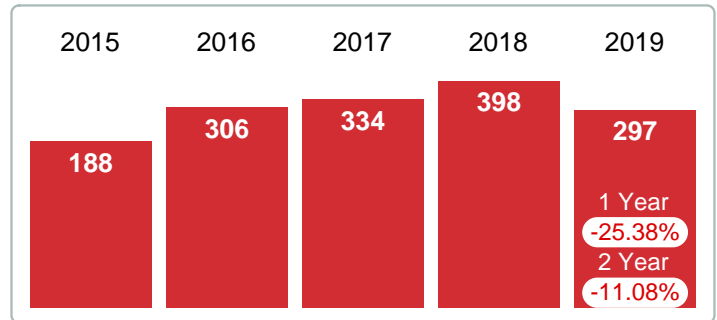
## ACTIVE INVENTORY

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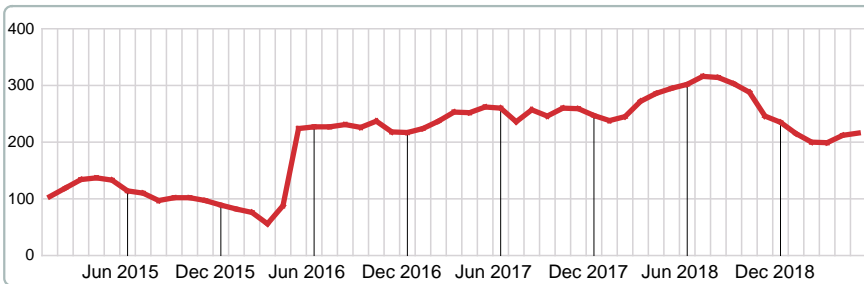
### END OF MAY



### ACTIVE DURING MAY

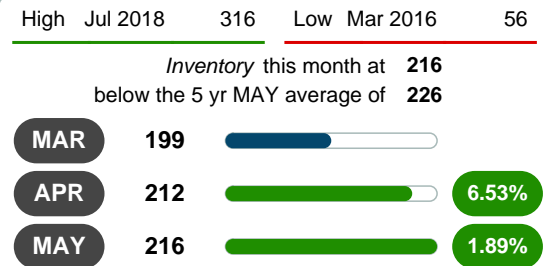


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 226



### 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	20	9.26%	133.3	13	6	0	1
\$50,001 - \$75,000	19	8.80%	71.2	7	9	2	1
\$75,001 - \$100,000	34	15.74%	65.0	7	23	4	0
\$100,001 - \$175,000	62	28.70%	65.9	6	41	11	4
\$175,001 - \$225,000	27	12.50%	63.3	1	18	8	0
\$225,001 - \$300,000	31	14.35%	73.6	1	17	10	3
\$300,001 and up	23	10.65%	73.8	0	8	10	5
Total Active Inventory by Units	216			35	122	45	14
Total Active Inventory by Volume	40,907,889	100%	74.1	2.71M	22.00M	10.46M	5.74M
Average Active Inventory Listing Price	\$189,388			\$77,477	\$180,300	\$232,340	\$410,307

# May 2019



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR MAY

2015	2016	2017	2018	2019

### INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>216</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 MAY AVG = inf

High May 2019	inf	Low May 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr MAY average of <b>inf</b>			
MAR	inf		%
APR	inf		%
MAY	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<b>20</b>	9.26%	3.81	5.57	2.18	0.00	0.00
\$50,001 - \$70,000	<b>13</b>	6.02%	2.69	4.94	1.71	2.00	0.00
\$70,001 - \$110,000	<b>45</b>	20.83%	4.29	3.86	4.24	4.62	8.00
\$110,001 - \$170,000	<b>53</b>	24.54%	4.05	3.60	3.35	7.76	36.00
\$170,001 - \$230,000	<b>35</b>	16.20%	5.53	12.00	5.88	4.50	0.00
\$230,001 - \$310,000	<b>28</b>	12.96%	7.30	0.00	6.72	6.32	18.00
\$310,001 and up	<b>22</b>	10.19%	8.52	0.00	13.71	5.68	12.00
Market Supply of Inventory (MSI)		4.65		4.94	4.07	5.40	14.00
Total Active Inventory by Units		216	100%	35	122	45	14

# May 2019



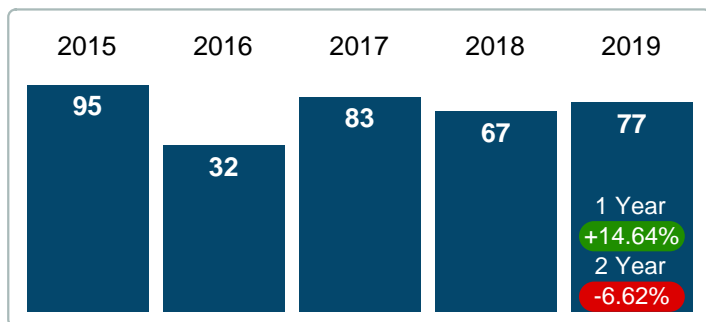
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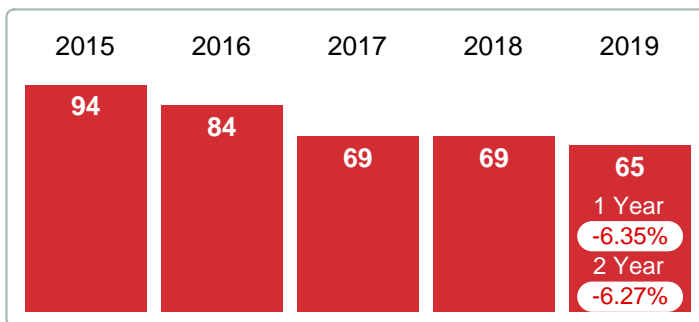
## AVERAGE DAYS ON MARKET TO SALE

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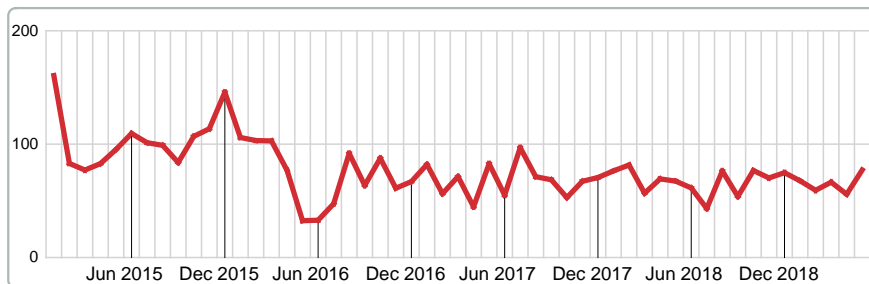
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 71

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 77 above the 5 yr MAY average of 71



### 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
\$70,000 and less	8.51%	26	32	20	0	0
\$70,001 - \$80,000	10.64%	110	44	126	0	0
\$80,001 - \$100,000	17.02%	119	628	46	0	0
\$100,001 - \$140,000	23.40%	52	0	52	0	0
\$140,001 - \$160,000	10.64%	104	0	104	106	0
\$160,001 - \$280,000	19.15%	103	60	122	67	0
\$280,001 and up	10.64%	2	0	4	1	0
<b>Average Closed DOM</b>		<b>77</b>	<b>159</b>	<b>72</b>	<b>41</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>77</b>	<b>5</b>	<b>36</b>	<b>6</b>	<b></b>
<b>Total Closed Volume</b>		<b>6,982,806</b>	<b>428.50K</b>	<b>4.88M</b>	<b>1.68M</b>	<b>0.00B</b>



# May 2019



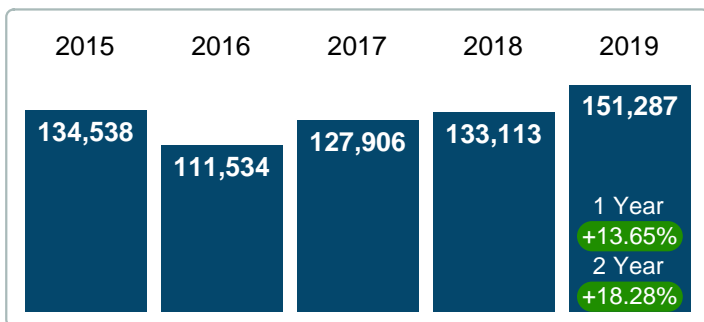
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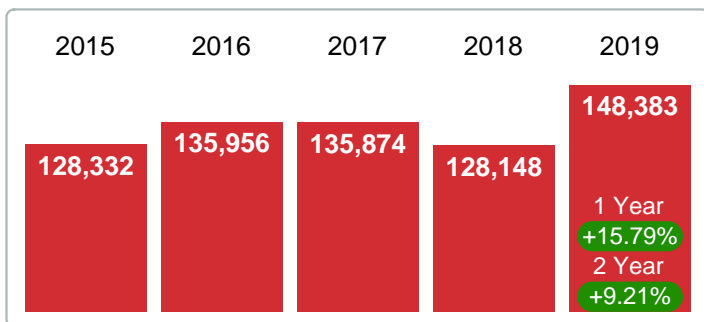
## AVERAGE LIST PRICE AT CLOSING

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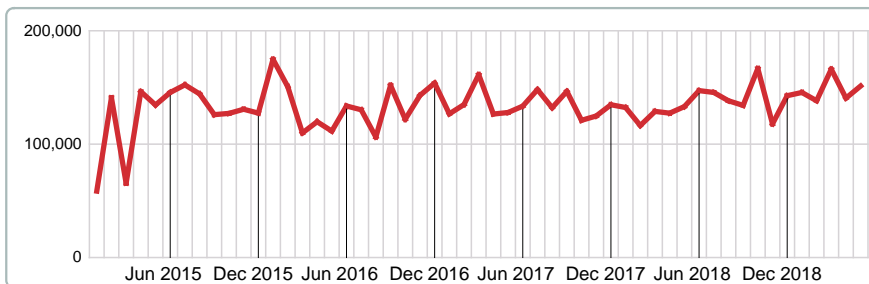
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 131,676

High Jan 2016 174,776 Low Jan 2015 58,588

Average List Price at Closing this month at **151,287** above the 5 yr MAY average of **131,676**

- MAR 166,073
- APR 140,589 (-15.35%)
- MAY 151,287 (7.61%)

### 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
\$50,000 and less	3	43,267	39,900	44,950	0	0
\$50,001 - \$75,000	4	69,725	68,500	70,950	0	0
\$75,001 - \$100,000	10	89,430	85,000	89,922	0	0
\$100,001 - \$125,000	5	114,580	0	114,580	0	0
\$125,001 - \$150,000	9	142,855	0	143,855	145,000	0
\$150,001 - \$275,000	11	190,964	185,000	194,671	199,450	0
\$275,001 and up	5	369,660	0	354,950	379,467	0
<b>Average List Price</b>		<b>151,287</b>	<b>89,380</b>	<b>138,369</b>	<b>280,383</b>	<b>0</b>
<b>Total Closed Units</b>		<b>47</b>	<b>5</b>	<b>36</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,110,499</b>	<b>446.90K</b>	<b>4.98M</b>	<b>1.68M</b>	<b>0.00B</b>



# May 2019



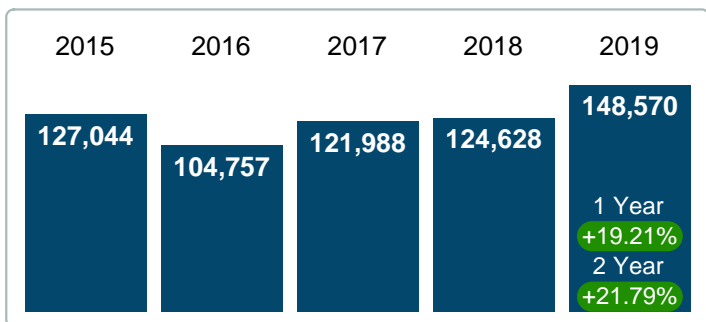
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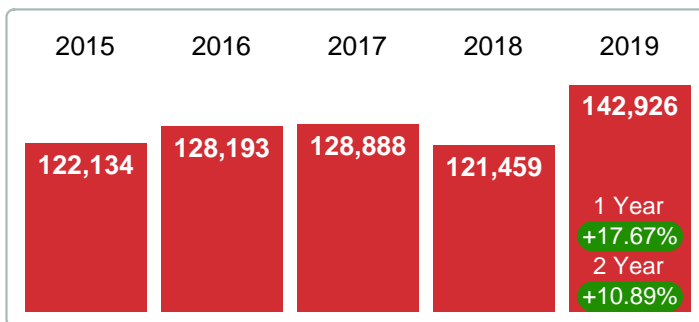
## AVERAGE SOLD PRICE AT CLOSING

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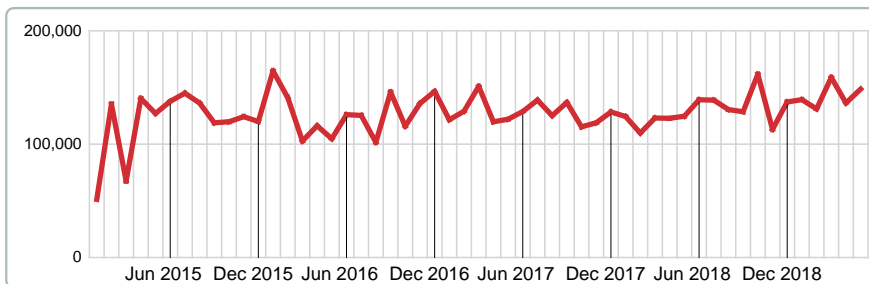
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

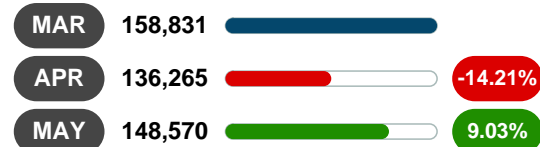


### 3 MONTHS

5 year MAY AVG = 125,398

High Jan 2016 164,586 Low Jan 2015 51,263

Average Sold Price at Closing this month at **148,570** above the 5 yr MAY average of **125,398**



### 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
\$70,000 and less	8.51%	41,500	52,500	30,500	0	0
\$70,001 - \$80,000	10.64%	75,500	74,000	75,875	0	0
\$80,001 - \$100,000	17.02%	89,825	87,500	90,157	0	0
\$100,001 - \$140,000	23.40%	125,064	0	125,064	0	0
\$140,001 - \$160,000	10.64%	148,600	0	149,500	145,000	0
\$160,001 - \$280,000	19.15%	195,089	162,000	201,150	193,450	0
\$280,001 and up	10.64%	369,241	0	351,500	381,069	0
<b>Average Sold Price</b>		<b>148,570</b>	<b>85,700</b>	<b>135,533</b>	<b>279,184</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>148,570</b>	<b>5</b>	<b>36</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,982,806</b>	<b>428.50K</b>	<b>4.88M</b>	<b>1.68M</b>	<b>0.00B</b>

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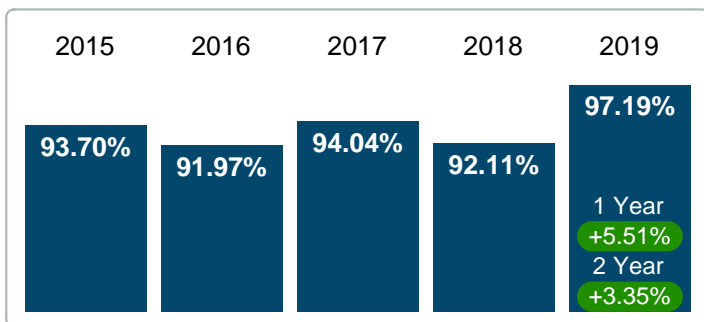
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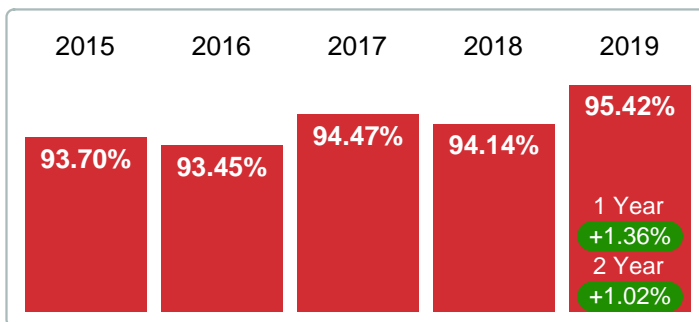
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

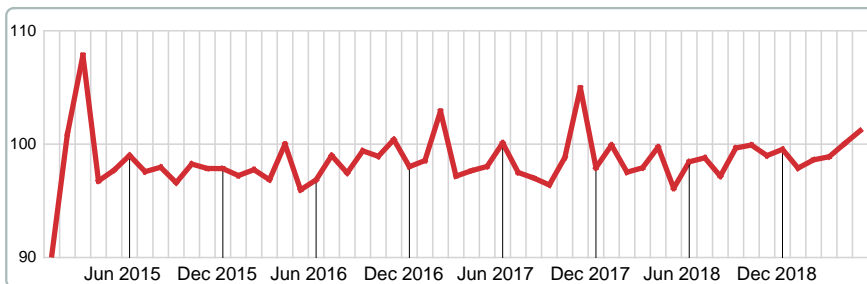
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

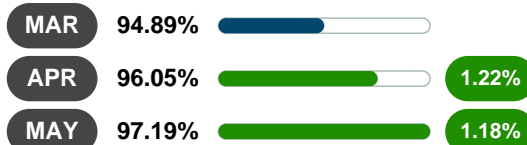


### 3 MONTHS

5 year MAY AVG = 93.80%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **97.19%** above the 5 yr MAY average of **93.80%**



### 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
\$70,000 and less	4	8.51%	82.74%	97.62%	67.85%	0.00%	0.00%
\$70,001 - \$80,000	5	10.64%	102.74%	105.71%	101.99%	0.00%	0.00%
\$80,001 - \$100,000	8	17.02%	97.53%	102.94%	96.76%	0.00%	0.00%
\$100,001 - \$140,000	11	23.40%	96.98%	0.00%	96.98%	0.00%	0.00%
\$140,001 - \$160,000	5	10.64%	98.60%	0.00%	98.26%	100.00%	0.00%
\$160,001 - \$280,000	9	19.15%	98.28%	87.57%	100.40%	97.26%	0.00%
\$280,001 and up	5	10.64%	99.74%	0.00%	98.97%	100.25%	0.00%
Average Sold/List Ratio		97.20%		98.29%	96.70%	99.21%	0.00%
Total Closed Units		47	100%	5	36	6	
Total Closed Volume		6,982,806		428.50K	4.88M	1.68M	0.00B

# May 2019



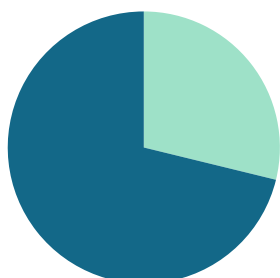
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

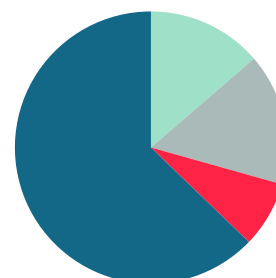


**Inventory**  
 New Listings **85 = 28.81%**  
 Start Inventory **210**  
 Total Inventory Units **295**  
 Volume **\$53,727,089**

### Market Activity

Closed Sales **47 = 13.66%**  
 Pending Sales **54 = 15.70%**  
 Other Off Market **27 = 7.85%**  
 Active Inventory **216 = 62.79%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	46	47	2.17%	192	234	21.88%
Pending Sales	66	54	-18.18%	238	256	7.56%
New Listings	112	85	-24.11%	446	398	-10.76%
Average List Price	133,113	151,287	13.65%	128,148	148,383	15.79%
Average Sale Price	124,628	148,570	19.21%	121,459	142,926	17.67%
Average Percent of Selling Price to List Price	92.11%	97.19%	5.51%	94.14%	95.42%	1.36%
Average Days on Market to Sale	67.39	77.26	14.64%	69.31	64.91	-6.35%
Monthly Inventory	295	216	-26.78%	295	216	-26.78%
Months Supply of Inventory	6.79	4.65	-31.51%	6.79	4.65	-31.51%

**Absorption:** Last 12 months, an Average of **46** Sales/Month

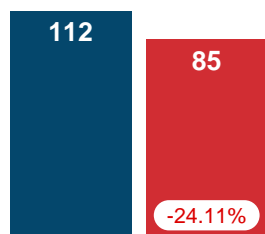
**Inventory** on May 31, 2019 = **216**

**2018** **2019**

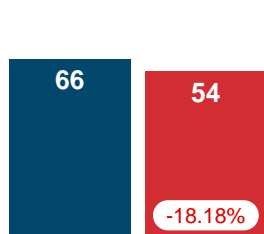
### MAY MARKET

### AVERAGE PRICES

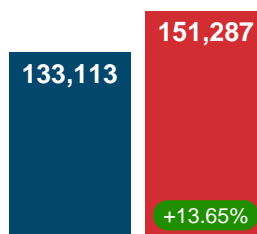
#### New Listings



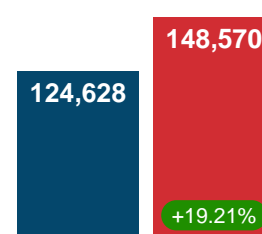
#### Pending Listings



#### List Price



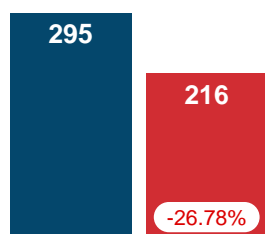
#### Sale Price



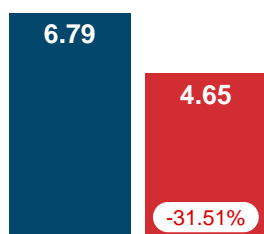
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

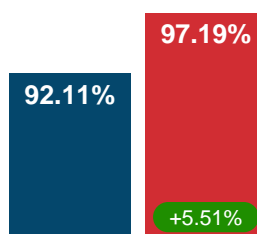
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

