

May 2019



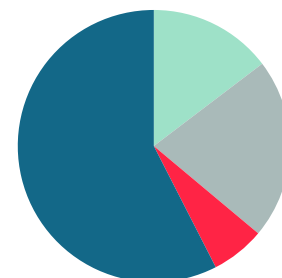
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	45	39	-13.33%
Pending Listings	42	57	35.71%
New Listings	74	70	-5.41%
Average List Price	131,062	173,779	32.59%
Average Sale Price	126,718	170,192	34.31%
Average Percent of Selling Price to List Price	95.48%	98.60%	3.27%
Average Days on Market to Sale	42.13	36.72	-12.85%
End of Month Inventory	153	153	0.00%
Months Supply of Inventory	4.57	3.93	-13.92%



■ Closed (14.66%)
■ Pending (21.43%)
■ Other OffMarket (6.39%)
■ Active (57.52%)

Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of May 31, 2019 = **153**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **0.00%** to 153 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **3.93** 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 **34.31%** in May 2019 to \$170,192 versus the previous year at \$126,718.

Average Days on Market Shortens

The average number of **36.72** days that homes spent on the market before selling decreased by 5.42 days or **12.85%** in May 2019 compared to last year's same month at **42.13** DOM.

Sales Success for May 2019 is Positive

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

There were 70 New Listings in May 2019, down **5.41%** from last year at 74. Furthermore, there were 39 Closed Listings this month versus last year at 45, a **-13.33%** decrease.

Closed versus Listed trends yielded a **55.7%** ratio, down from previous year's, May 2018, at **60.8%**, a **8.38%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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.

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May 2019



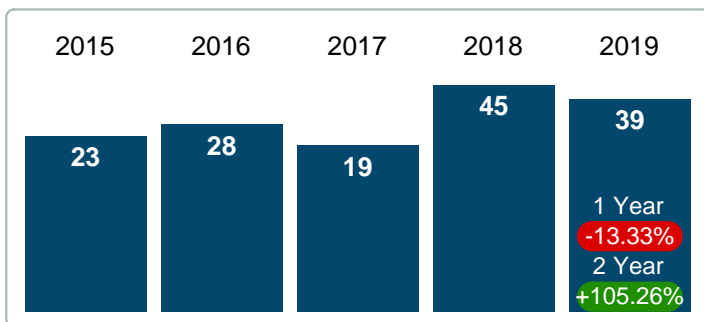
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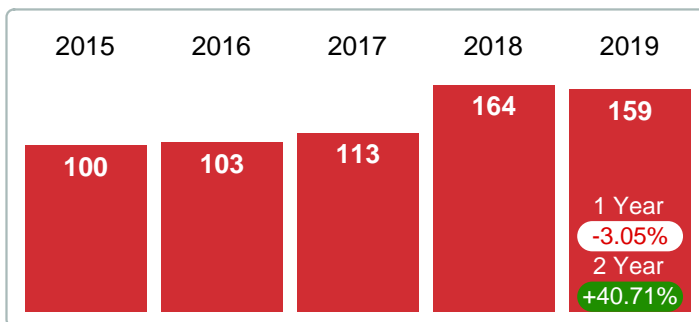
CLOSED LISTINGS

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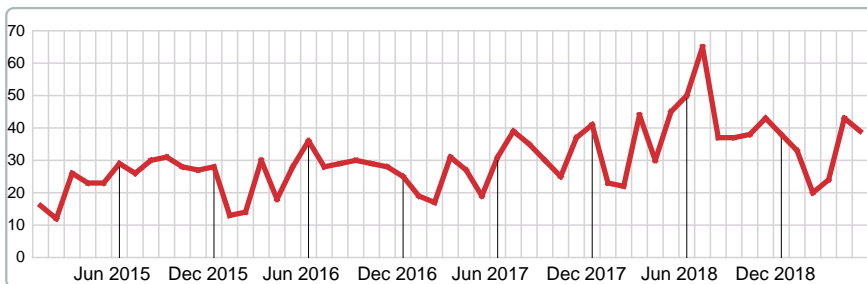
MAY



YEAR TO DATE (YTD)

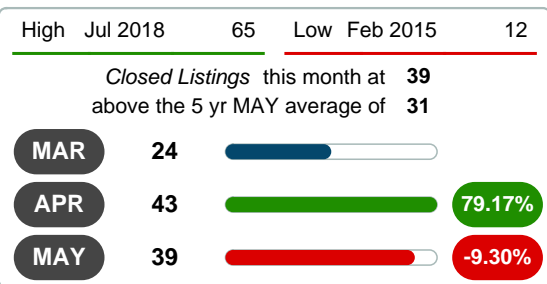


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 31



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	5.13%	16.5	2	0	0	0
\$50,001 - \$100,000	4	10.26%	24.8	2	2	0	0
\$100,001 - \$125,000	3	7.69%	35.7	1	0	2	0
\$125,001 - \$175,000	14	35.90%	47.1	0	12	2	0
\$175,001 - \$200,000	6	15.38%	25.7	0	6	0	0
\$200,001 - \$275,000	7	17.95%	32.0	0	5	2	0
\$275,001 and up	3	7.69%	51.7	0	3	0	0
Total Closed Units	39			5	28	6	0
Total Closed Volume	6,637,500	100%	36.7	300.20K	5.30M	1.03M	0.00B
Average Closed Price	\$170,192			\$60,040	\$189,404	\$172,333	\$0

May 2019



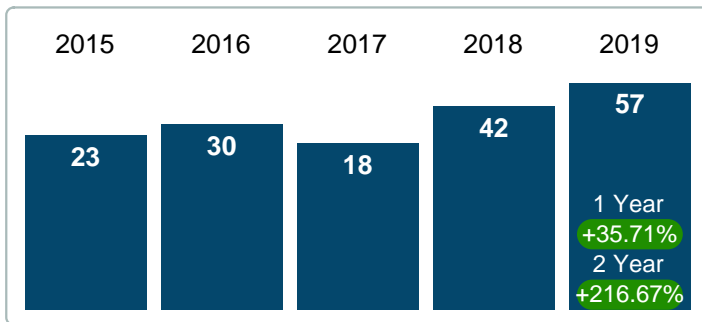
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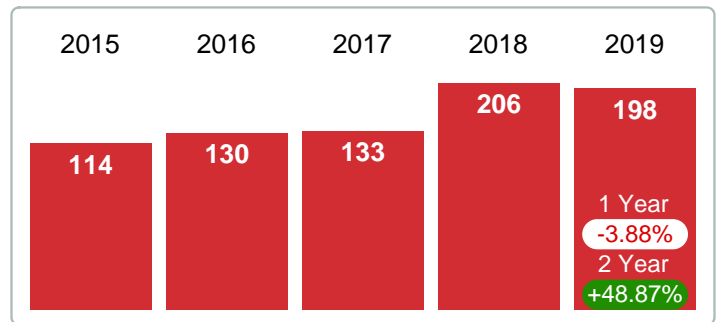
PENDING LISTINGS

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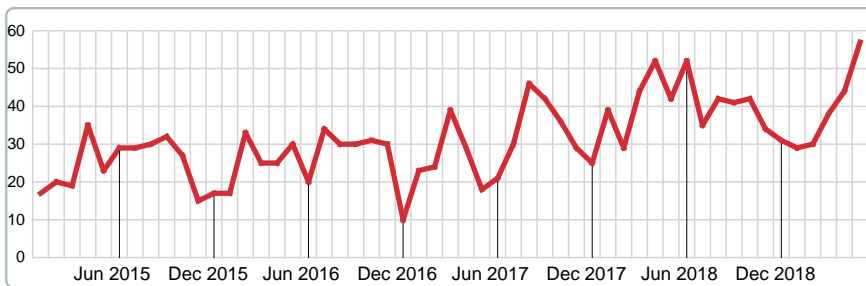
MAY



YEAR TO DATE (YTD)

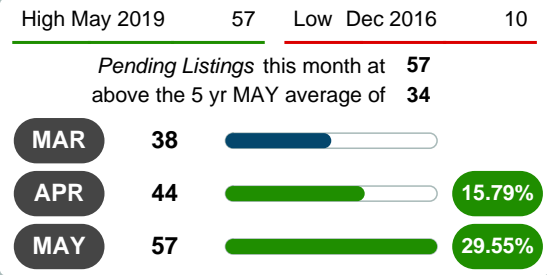


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 34



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	6	10.53%	38.0	3	2	1	0
\$50,001 - \$75,000	1	1.75%	5.0	0	1	0	0
\$75,001 - \$125,000	9	15.79%	28.8	3	5	1	0
\$125,001 - \$175,000	10	17.54%	35.1	0	6	4	0
\$175,001 - \$225,000	19	33.33%	35.8	0	14	5	0
\$225,001 - \$275,000	5	8.77%	78.8	0	3	2	0
\$275,001 and up	7	12.28%	33.3	1	1	2	3
Total Pending Units	57			7	32	15	3
Total Pending Volume	10,114,639	100%	36.0	714.40K	5.36M	3.00M	1.04M
Average Listing Price	\$178,651			\$102,057	\$167,458	\$199,845	\$347,967

May 2019



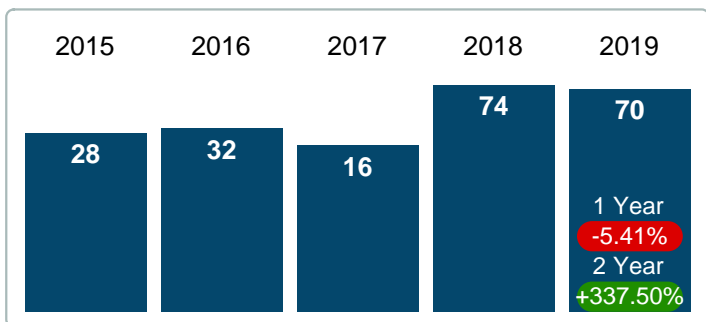
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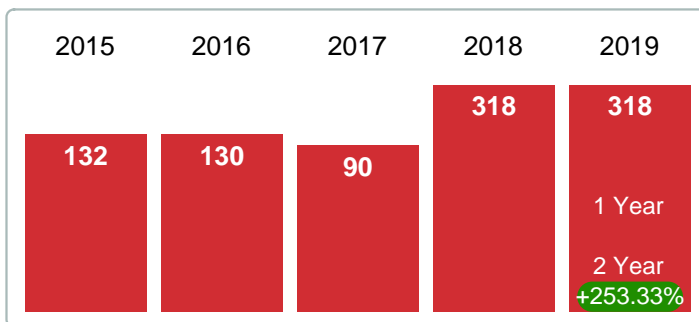
NEW LISTINGS

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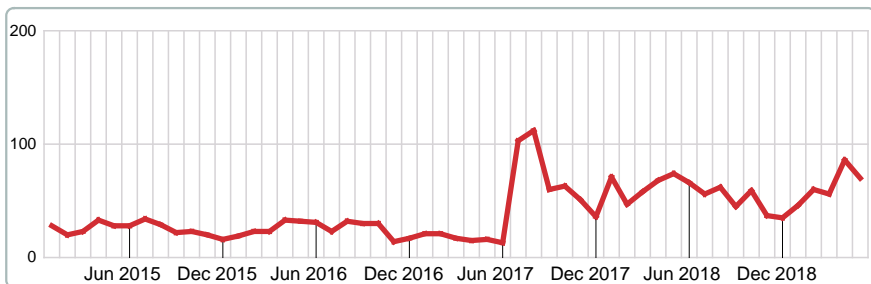
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

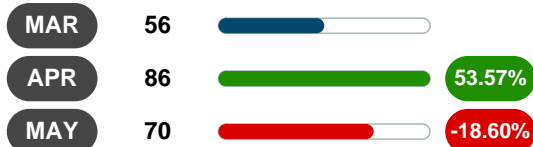


3 MONTHS

5 year MAY AVG = 44

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 70
above the 5 yr MAY average of 44



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	6	8.57%	3	3	0	0
\$50,001 - \$75,000	3	4.29%	1	2	0	0
\$75,001 - \$125,000	15	21.43%	4	9	1	1
\$125,001 - \$225,000	21	30.00%	1	16	4	0
\$225,001 - \$250,000	8	11.43%	0	6	2	0
\$250,001 - \$375,000	10	14.29%	0	2	6	2
\$375,001 and up	7	10.00%	0	3	2	2
Total New Listed Units	70		9	41	15	5
Total New Listed Volume	13,874,324	100%	722.80K	7.40M	4.11M	1.64M
Average New Listed Listing Price	\$176,474		\$80,311	\$180,518	\$274,100	\$327,760

May 2019



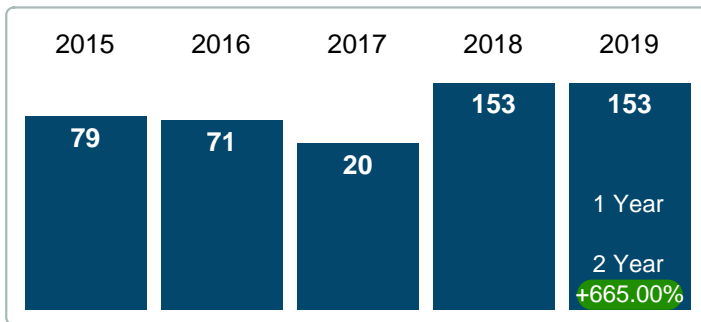
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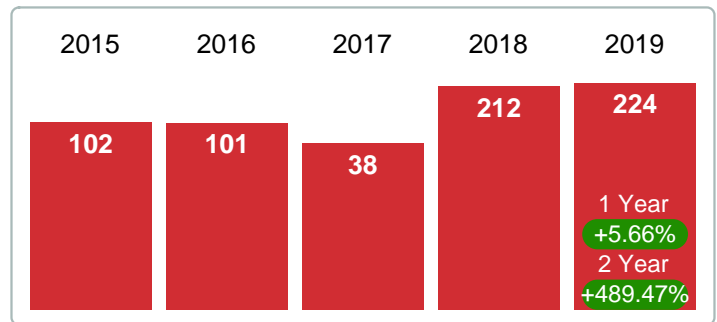
ACTIVE INVENTORY

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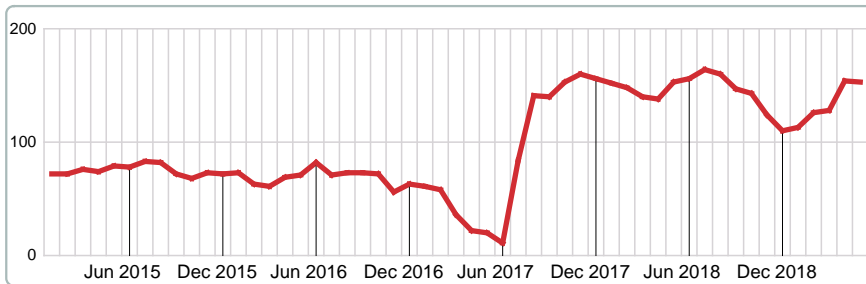
END OF MAY



ACTIVE DURING MAY

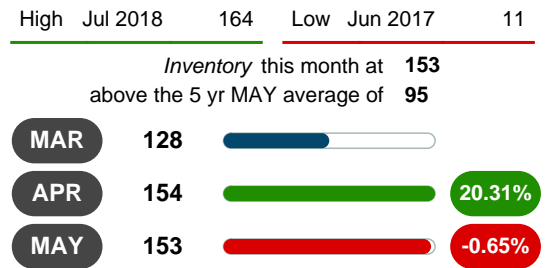


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 95



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	7.84%	49.0	4	6	1	1
\$75,001 - \$100,000	15	9.80%	49.3	3	9	2	1
\$100,001 - \$175,000	30	19.61%	52.8	5	22	2	1
\$175,001 - \$250,000	34	22.22%	57.1	0	22	11	1
\$250,001 - \$375,000	27	17.65%	53.9	2	9	15	1
\$375,001 - \$475,000	17	11.11%	62.8	0	6	5	6
\$475,001 and up	18	11.76%	92.0	0	7	4	7
Total Active Inventory by Units	153			14	81	40	18
Total Active Inventory by Volume	46,127,179	100%	59.0	1.66M	22.75M	12.10M	9.62M
Average Active Inventory Listing Price	\$301,485			\$118,386	\$280,848	\$302,612	\$534,256

May 2019



Area Delimited by County Of Bryan - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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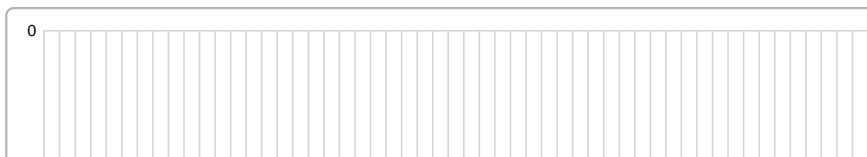
MSI FOR MAY

2015	2016	2017	2018	2019

INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
153	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 MAY AVG = inf

High May 2019	inf	Low May 2019	inf
Months Supply this month at inf equal to 5 yr MAY average of inf			
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
\$75,000 and less	12	7.84%	2.12	1.78	2.25	1.50	12.00
\$75,001 - \$100,000	15	9.80%	4.50	3.27	4.70	4.00	0.00
\$100,001 - \$175,000	30	19.61%	1.98	15.00	1.87	0.75	2.40
\$175,001 - \$250,000	34	22.22%	3.16	0.00	3.00	3.67	4.00
\$250,001 - \$375,000	27	17.65%	9.00	12.00	6.75	12.86	3.00
\$375,001 - \$475,000	17	11.11%	40.80	0.00	36.00	20.00	0.00
\$475,001 and up	18	11.76%	30.86	0.00	42.00	12.00	84.00
Market Supply of Inventory (MSI)			3.93	3.65	3.20	4.66	15.43
Total Active Inventory by Units		100%	3.93	14	81	40	18

May 2019



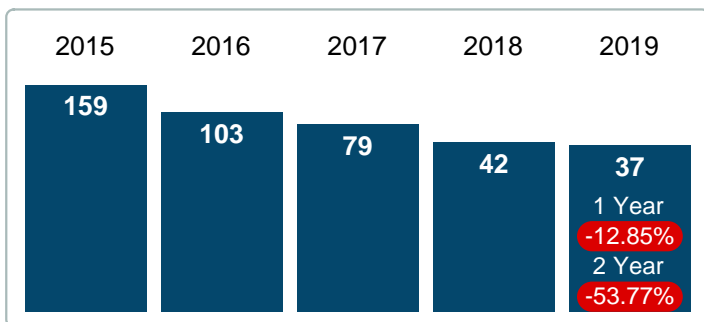
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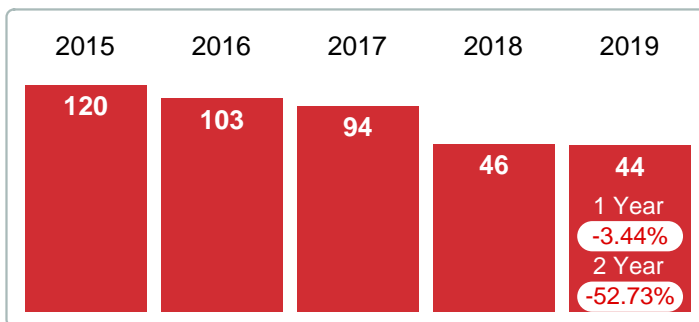
AVERAGE DAYS ON MARKET TO SALE

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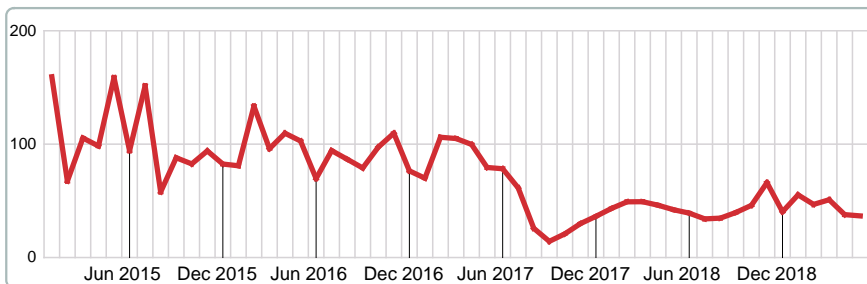
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

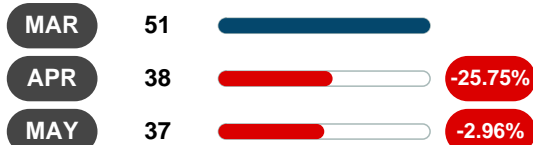


3 MONTHS

5 year MAY AVG = 84

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 37 below the 5 yr MAY average of 84



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
\$50,000 and less	5.13%	17	17	0	0	0
\$50,001 - \$100,000	10.26%	25	41	9	0	0
\$100,001 - \$125,000	7.69%	36	26	0	41	0
\$125,001 - \$175,000	35.90%	47	0	44	68	0
\$175,001 - \$200,000	15.38%	26	0	26	0	0
\$200,001 - \$275,000	17.95%	32	0	20	62	0
\$275,001 and up	7.69%	52	0	52	0	0
Average Closed DOM		37	28	34	57	0
Total Closed Units	100%	37	5	28	6	0
Total Closed Volume		6,637,500	300.20K	5.30M	1.03M	0.00B

May 2019



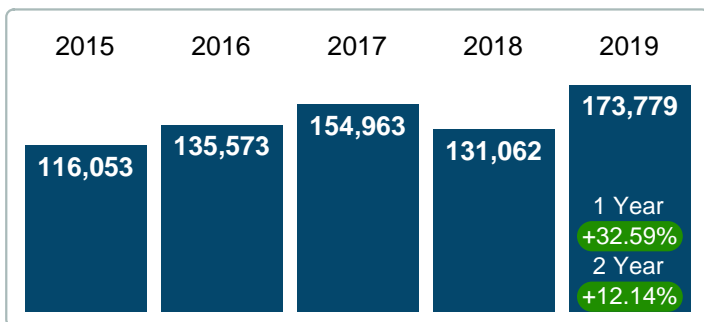
Area Delimited by County Of Bryan - Residential Property Type



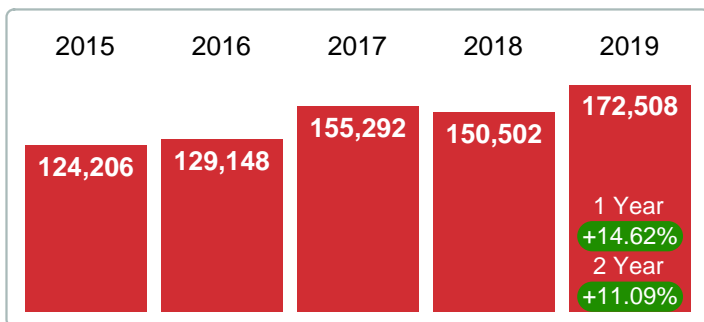
AVERAGE LIST PRICE AT CLOSING

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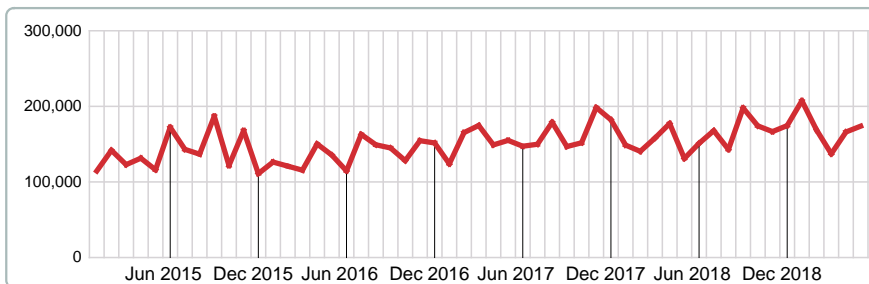
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 142,286

High Jan 2019 207,379 Low Dec 2015 111,039

Average List Price at Closing this month at **173,779**
above the 5 yr MAY average of **142,286**

- MAR** 137,229
- APR** 166,077 21.02%
- MAY** 173,779 4.64%

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	5.13%	27,500	27,500	0	0	0
\$50,001 - \$100,000	10.26%	72,700	73,950	71,450	0	0
\$100,001 - \$125,000	7.69%	117,300	104,900	0	123,500	0
\$125,001 - \$175,000	35.90%	150,514	0	153,642	151,250	0
\$175,001 - \$200,000	20.51%	190,075	0	186,367	0	0
\$200,001 - \$275,000	10.26%	229,725	0	214,460	250,000	0
\$275,001 and up	10.26%	383,250	0	414,333	0	0
Average List Price		173,779	61,560	193,575	174,917	0
Total Closed Units	100%	173,779	5	28	6	0
Total Closed Volume		6,777,400	307.80K	5.42M	1.05M	0.00B

May 2019



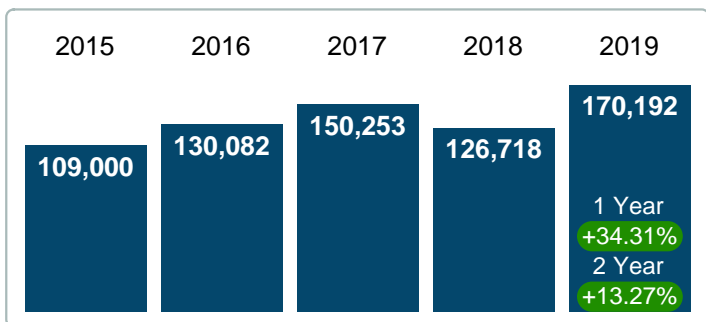
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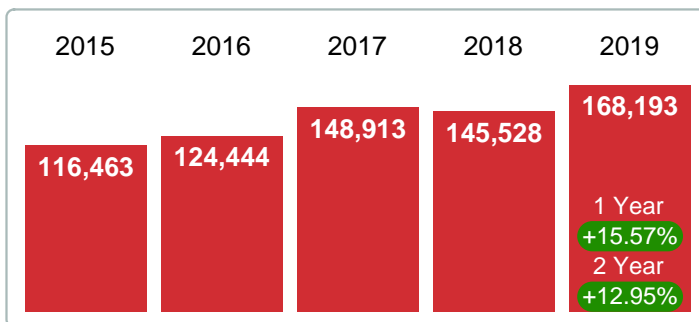
AVERAGE SOLD PRICE AT CLOSING

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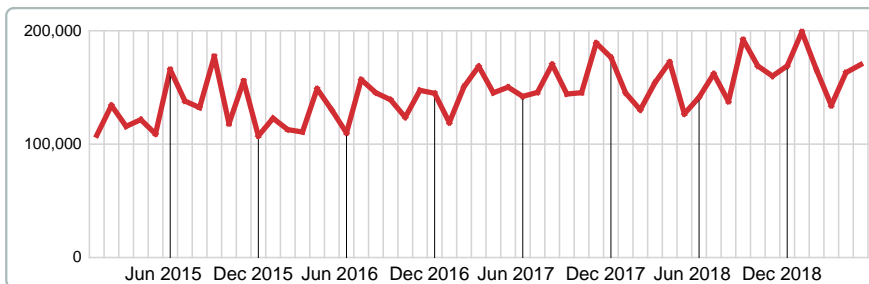
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

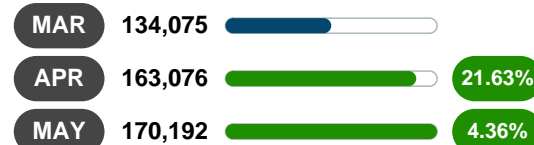


3 MONTHS

5 year MAY AVG = 137,249

High Jan 2019 199,058 Low Dec 2015 107,246

Average Sold Price at Closing this month at **170,192** above the 5 yr MAY average of **137,249**



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
\$50,000 and less	5.13%	25,750	25,750	0	0	0
\$50,001 - \$100,000	10.26%	72,800	73,100	72,500	0	0
\$100,001 - \$125,000	7.69%	115,000	102,500	0	121,250	0
\$125,001 - \$175,000	35.90%	148,771	0	148,025	153,250	0
\$175,001 - \$200,000	15.38%	183,517	0	183,517	0	0
\$200,001 - \$275,000	17.95%	227,986	0	222,180	242,500	0
\$275,001 and up	7.69%	390,000	0	390,000	0	0
Average Sold Price		170,192	60,040	189,404	172,333	0
Total Closed Units	100%	170,192	5	28	6	0
Total Closed Volume		6,637,500	300.20K	5.30M	1.03M	0.00B

May 2019



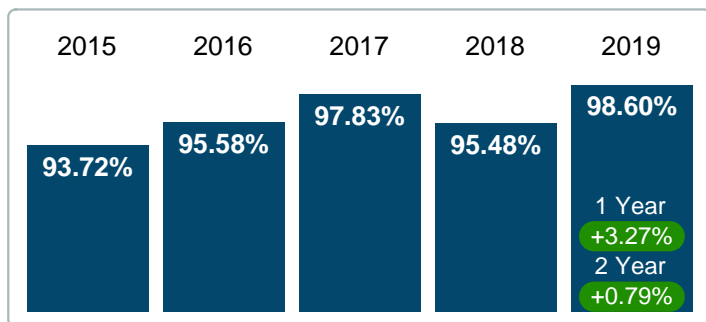
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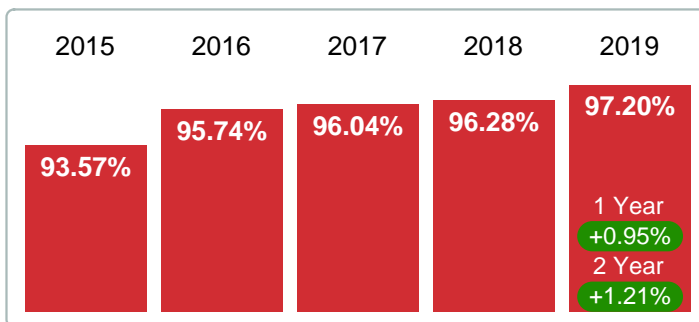
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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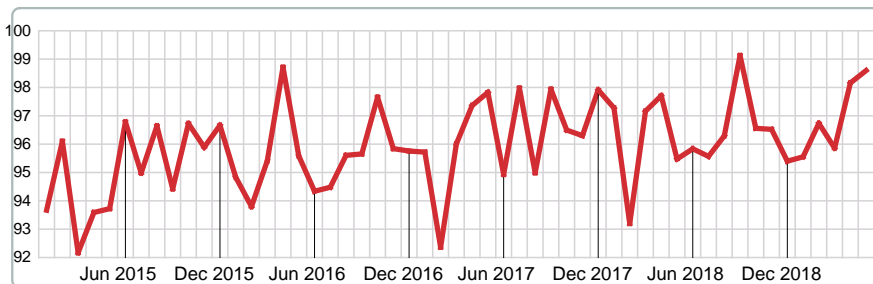
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

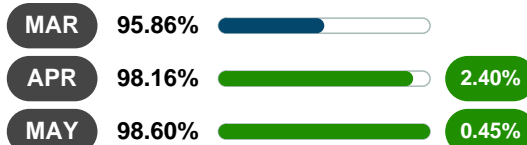


3 MONTHS

5 year MAY AVG = 96.24%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **98.60%**
above the 5 yr MAY average of **96.24%**



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
\$50,000 and less	2	5.13%	93.00%	93.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	4	10.26%	101.14%	98.97%	103.30%	0.00%	0.00%
\$100,001 - \$125,000	3	7.69%	98.03%	97.71%	0.00%	98.19%	0.00%
\$125,001 - \$175,000	14	35.90%	97.35%	0.00%	96.67%	101.41%	0.00%
\$175,001 - \$200,000	6	15.38%	98.50%	0.00%	98.50%	0.00%	0.00%
\$200,001 - \$275,000	7	17.95%	103.19%	0.00%	105.49%	97.41%	0.00%
\$275,001 and up	3	7.69%	94.81%	0.00%	94.81%	0.00%	0.00%
Average Sold/List Ratio		98.60%		96.33%	98.91%	99.00%	0.00%
Total Closed Units		39	100%	5	28	6	
Total Closed Volume		6,637,500		300.20K	5.30M	1.03M	0.00B

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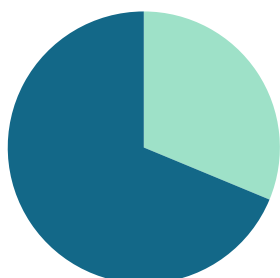
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

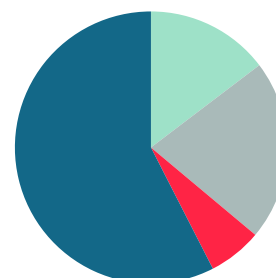


Inventory
 New Listings
70 = 31.25%
 Start Inventory
154
 Total Inventory Units
224
 Volume
\$60,625,568

Market Activity

Closed Sales
39 = 14.66%
 Pending Sales
57 = 21.43%
 Other Off Market
17 = 6.39%
 Active Inventory
153 = 57.52%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	45	39	-13.33%	164	159	-3.05%
Pending Sales	42	57	35.71%	206	198	-3.88%
New Listings	74	70	-5.41%	318	318	0.00%
Average List Price	131,062	173,779	32.59%	150,502	172,508	14.62%
Average Sale Price	126,718	170,192	34.31%	145,528	168,193	15.57%
Average Percent of Selling Price to List Price	95.48%	98.60%	3.27%	96.28%	97.20%	0.95%
Average Days on Market to Sale	42.13	36.72	-12.85%	45.87	44.30	-3.44%
Monthly Inventory	153	153	0.00%	153	153	0.00%
Months Supply of Inventory	4.57	3.93	-13.92%	4.57	3.93	-13.92%

Absorption: Last 12 months, an Average of **39** Sales/Month

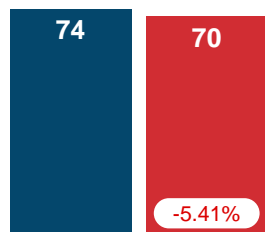
Inventory on May 31, 2019 = **153**

2018 **2019**

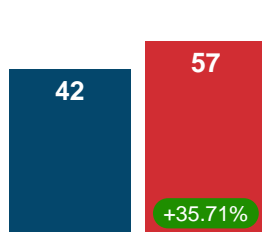
MAY MARKET

AVERAGE PRICES

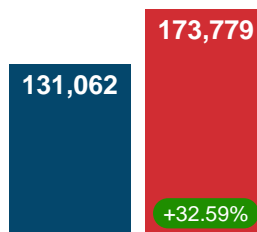
New Listings



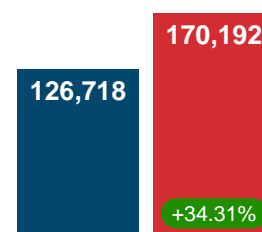
Pending Listings



List Price



Sale Price



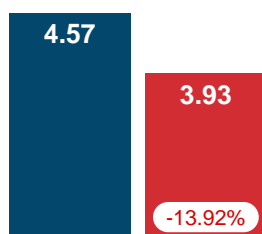
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

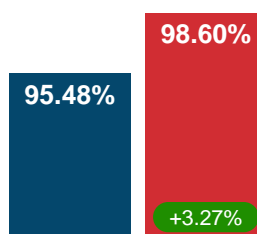
Active Inventory

+0.00%

Monthly Supply of Inventory



Sale/List Ratio



Days on Market

