

# May 2019



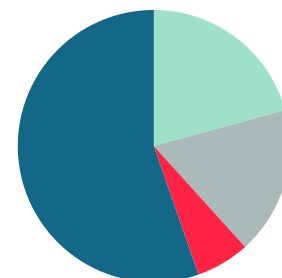
Area Delimited by County Of Creek - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	67	78	16.42%
Pending Listings	63	66	4.76%
New Listings	94	98	4.26%
Average List Price	173,636	146,288	-15.75%
Average Sale Price	170,197	143,513	-15.68%
Average Percent of Selling Price to List Price	97.13%	98.51%	1.42%
Average Days on Market to Sale	40.03	33.33	-16.73%
End of Month Inventory	215	208	-3.26%
Months Supply of Inventory	3.62	3.48	-3.93%



■ Closed (20.74%)  
■ Pending (17.55%)  
■ Other OffMarket (6.38%)  
■ Active (55.32%)

**Absorption:** Last 12 months, an Average of **60** Sales/Month  
**Active Inventory** as of May 31, 2019 = **208**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2019 decreased **3.26%** to 208 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **3.48** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **15.68%** in May 2019 to \$143,513 versus the previous year at \$170,197.

#### Average Days on Market Shortens

The average number of **33.33** days that homes spent on the market before selling decreased by 6.70 days or **16.73%** in May 2019 compared to last year's same month at **40.03** DOM.

#### Sales Success for May 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 98 New Listings in May 2019, up **4.26%** from last year at 94. Furthermore, there were 78 Closed Listings this month versus last year at 67, a **16.42%** increase.

Closed versus Listed trends yielded a **79.6%** ratio, up from previous year's, May 2018, at **71.3%**, a **11.67%** 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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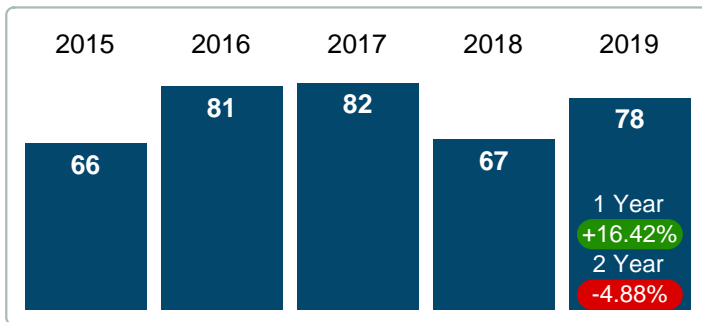
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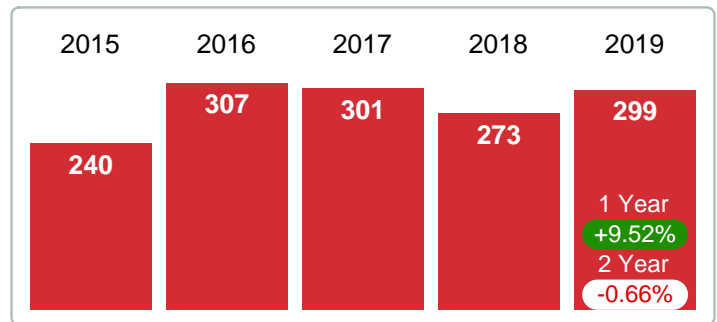
## CLOSED LISTINGS

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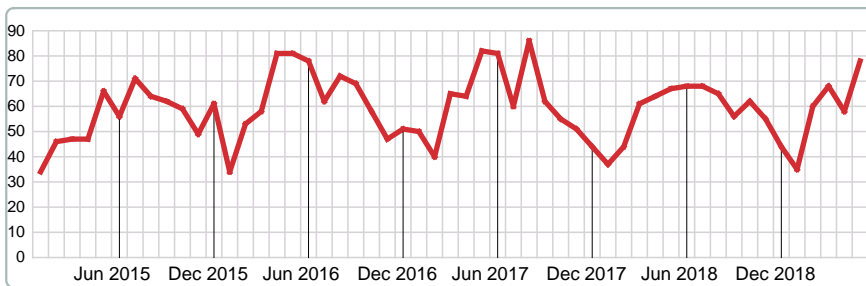
### MAY



### YEAR TO DATE (YTD)

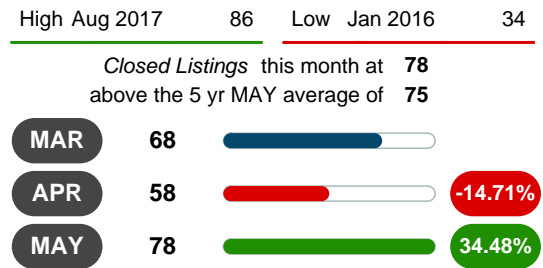


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 75



### 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	6	7.69%	29.8	3	3	0	0
\$50,001 - \$80,000	10	12.82%	49.1	3	6	1	0
\$80,001 - \$110,000	14	17.95%	29.8	4	10	0	0
\$110,001 - \$150,000	18	23.08%	33.8	2	12	2	2
\$150,001 - \$190,000	13	16.67%	9.0	1	10	1	1
\$190,001 - \$240,000	8	10.26%	38.1	0	5	3	0
\$240,001 and up	9	11.54%	53.7	0	6	1	2
<b>Total Closed Units</b>	<b>78</b>			<b>13</b>	<b>52</b>	<b>8</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>11,193,981</b>	<b>100%</b>	<b>33.3</b>	<b>1.14M</b>	<b>7.38M</b>	<b>1.45M</b>	<b>1.23M</b>
<b>Average Closed Price</b>	<b>\$143,513</b>			<b>\$87,454</b>	<b>\$141,975</b>	<b>\$181,013</b>	<b>\$245,260</b>

# May 2019



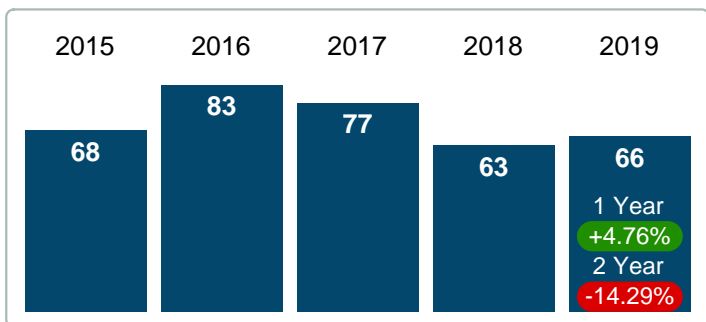
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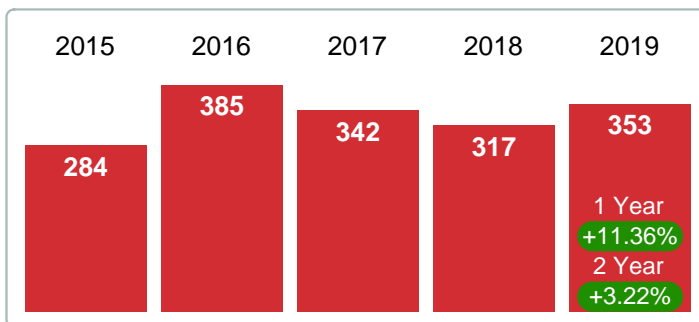
## PENDING LISTINGS

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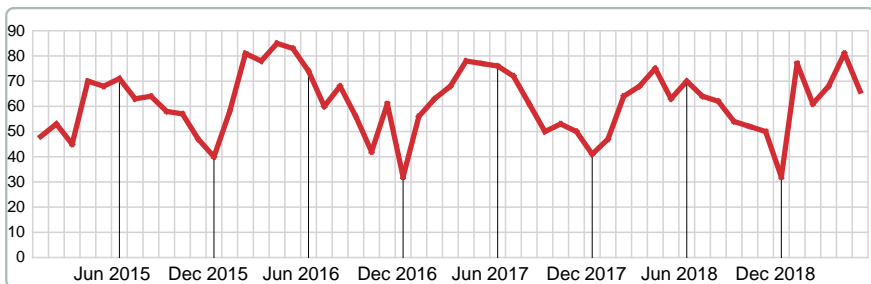
### MAY



### YEAR TO DATE (YTD)

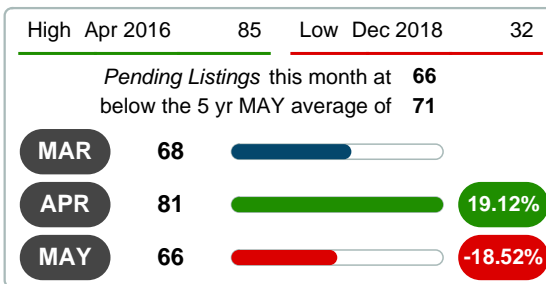


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 71



### 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	9.09%	50.3	2	4	0	0
\$50,001 - \$75,000	5	7.58%	59.8	1	4	0	0
\$75,001 - \$100,000	6	9.09%	18.0	1	4	1	0
\$100,001 - \$175,000	19	28.79%	32.6	1	14	4	0
\$175,001 - \$225,000	12	18.18%	45.7	1	9	2	0
\$225,001 - \$325,000	11	16.67%	55.0	0	5	5	1
\$325,001 and up	7	10.61%	40.0	0	1	4	2
<b>Total Pending Units</b>	<b>66</b>			<b>6</b>	<b>41</b>	<b>16</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>11,932,058</b>	<b>100%</b>	<b>42.6</b>	<b>527.40K</b>	<b>6.39M</b>	<b>3.94M</b>	<b>1.07M</b>
<b>Average Listing Price</b>	<b>\$183,431</b>			<b>\$87,900</b>	<b>\$155,840</b>	<b>\$246,275</b>	<b>\$358,267</b>

# May 2019



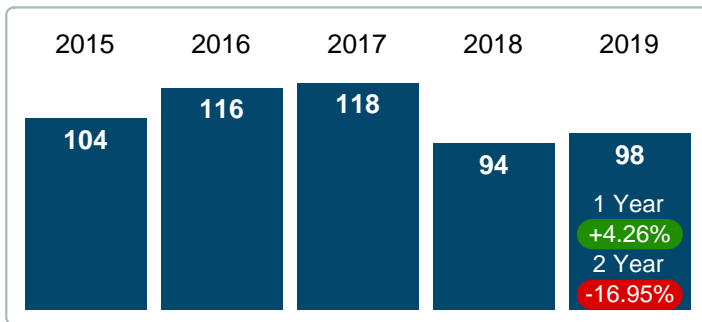
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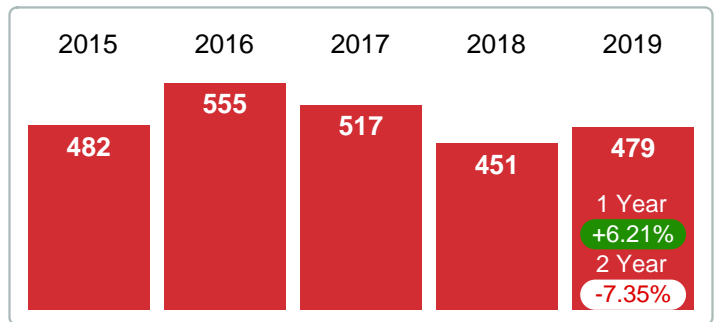
## NEW LISTINGS

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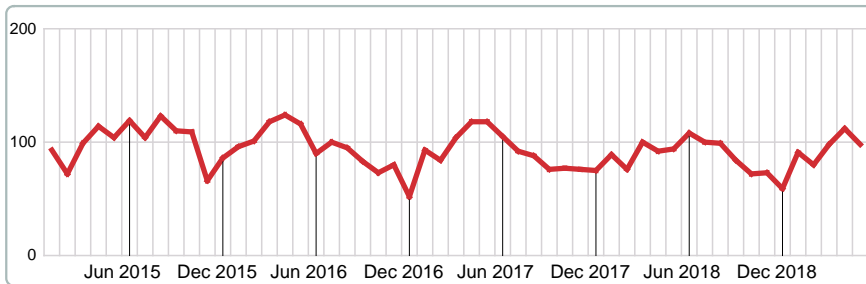
### MAY



### YEAR TO DATE (YTD)

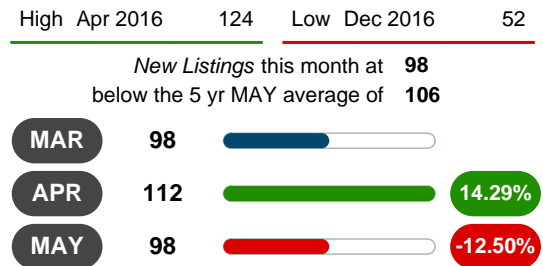


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 106



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	7.14%	3	4	0	0
\$50,001 - \$100,000	16	16.33%	5	9	2	0
\$100,001 - \$125,000	14	14.29%	5	5	4	0
\$125,001 - \$150,000	10	10.20%	1	6	3	0
\$150,001 - \$200,000	26	26.53%	2	19	5	0
\$200,001 - \$275,000	12	12.24%	0	5	6	1
\$275,001 and up	13	13.27%	0	6	6	1
<b>Total New Listed Units</b>	<b>98</b>		<b>16</b>	<b>54</b>	<b>26</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>17,117,350</b>	<b>100%</b>	<b>1.58M</b>	<b>8.66M</b>	<b>6.03M</b>	<b>848.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$160,754</b>		<b>\$98,588</b>	<b>\$160,340</b>	<b>\$232,027</b>	<b>\$424,450</b>

# May 2019



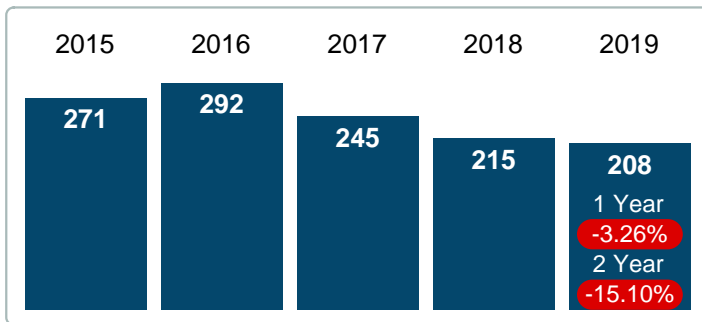
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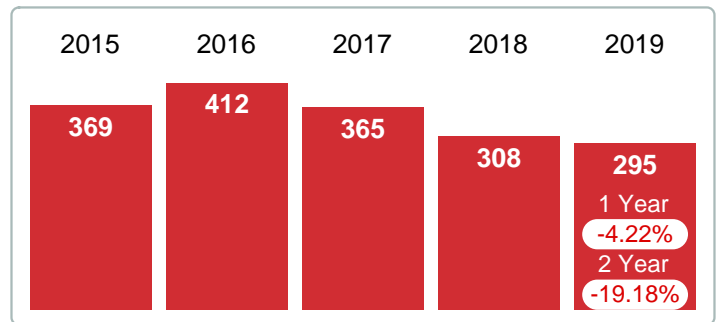
## ACTIVE INVENTORY

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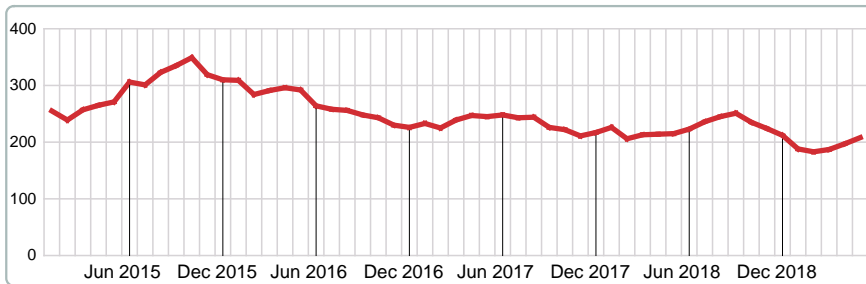
### END OF MAY



### ACTIVE DURING MAY

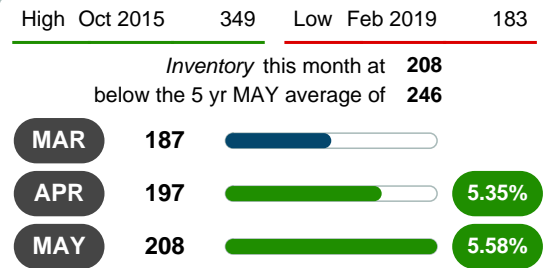


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 246



### 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	6.25%	59.5	6	6	1	0
\$50,001 - \$75,000	16	7.69%	76.1	7	8	1	0
\$75,001 - \$125,000	47	22.60%	87.2	12	28	6	1
\$125,001 - \$175,000	43	20.67%	93.0	5	29	9	0
\$175,001 - \$250,000	39	18.75%	56.1	1	21	16	1
\$250,001 - \$450,000	28	13.46%	61.3	0	12	14	2
\$450,001 and up	22	10.58%	78.7	1	2	14	5
<b>Total Active Inventory by Units</b>	<b>208</b>			<b>32</b>	<b>106</b>	<b>61</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>47,268,310</b>	<b>100%</b>	<b>75.6</b>	<b>3.59M</b>	<b>17.28M</b>	<b>21.80M</b>	<b>4.60M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$227,251</b>			<b>\$112,056</b>	<b>\$162,977</b>	<b>\$357,420</b>	<b>\$511,589</b>

# May 2019



Area Delimited by County Of Creek - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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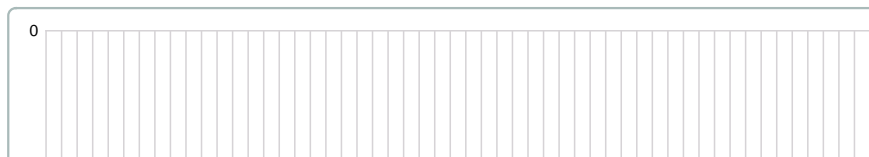
### MSI FOR MAY

2015	2016	2017	2018	2019

### INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
208	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
\$50,000 and less	13	6.25%	2.26	2.32	1.95	12.00	0.00
\$50,001 - \$75,000	16	7.69%	2.70	3.11	2.59	2.40	0.00
\$75,001 - \$125,000	47	22.60%	2.97	4.97	2.43	3.60	4.00
\$125,001 - \$175,000	43	20.67%	2.63	6.00	2.27	4.00	0.00
\$175,001 - \$250,000	39	18.75%	4.11	3.00	3.41	5.82	4.00
\$250,001 - \$450,000	28	13.46%	4.87	0.00	6.86	4.42	2.40
\$450,001 and up	22	10.58%	33.00	0.00	24.00	56.00	15.00
Market Supply of Inventory (MSI)		3.48		3.80	2.76	5.76	3.86
		100%	3.48				
Total Active Inventory by Units		208		32	106	61	9

# May 2019



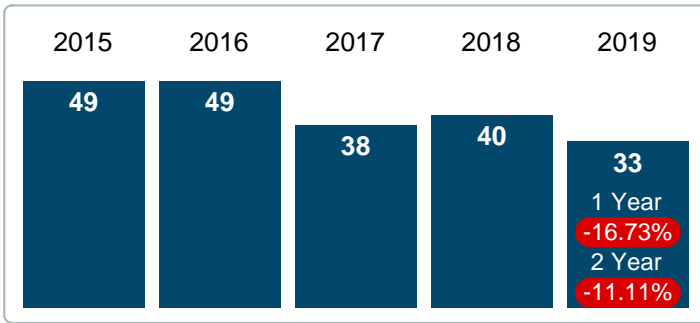
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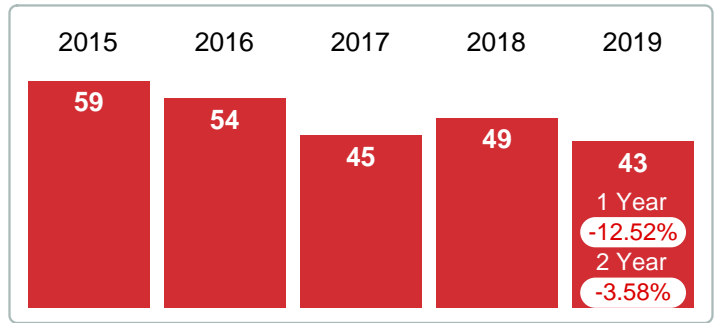
## AVERAGE DAYS ON MARKET TO SALE

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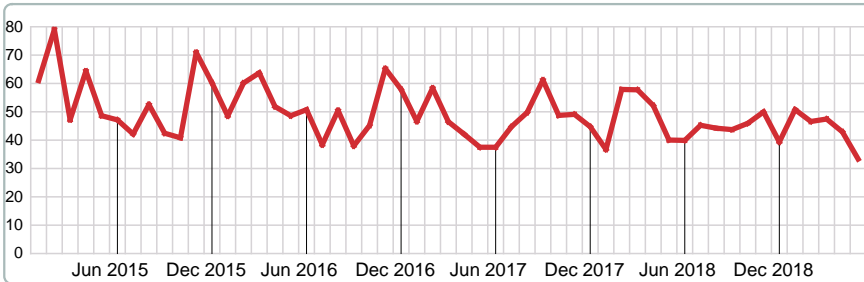
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

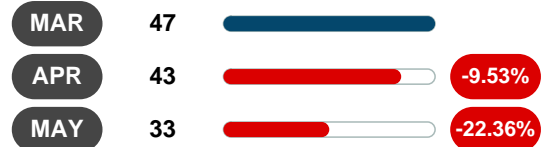


### 3 MONTHS

5 year MAY AVG = 42

High Feb 2015 79 Low May 2019 33

Average Days on Market to Sale this month at 33 below the 5 yr MAY average of 42



### 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	7.69%	30	32	28	0	0
\$50,001 - \$80,000	12.82%	49	38	61	14	0
\$80,001 - \$110,000	17.95%	30	48	23	0	0
\$110,001 - \$150,000	23.08%	34	16	26	11	121
\$150,001 - \$190,000	16.67%	9	12	6	26	15
\$190,001 - \$240,000	10.26%	38	0	46	25	0
\$240,001 and up	11.54%	54	0	27	106	107
Average Closed DOM		33	34	28	30	94
Total Closed Units	100%	33	13	52	8	5
Total Closed Volume		11,193,981	1.14M	7.38M	1.45M	1.23M



# May 2019



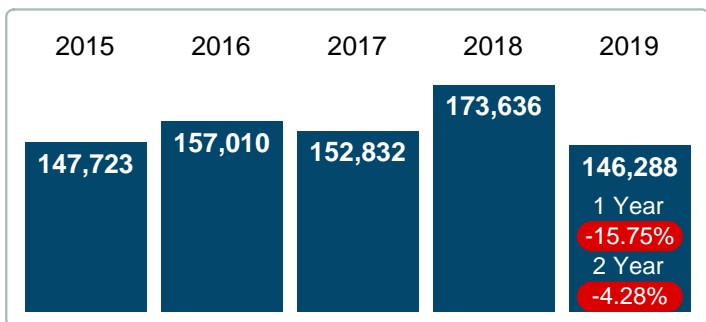
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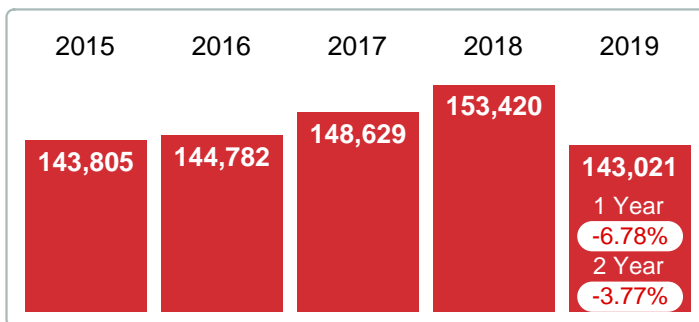
## AVERAGE LIST PRICE AT CLOSING

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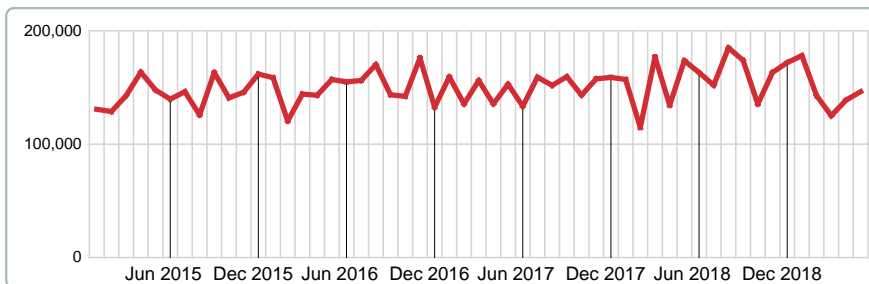
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

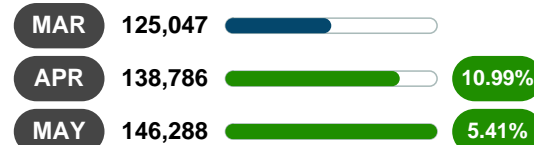


### 3 MONTHS

5 year MAY AVG = 155,498

High Aug 2018 184,937 Low Feb 2018 114,760

Average List Price at Closing this month at **146,288**  
below the 5 yr MAY average of **155,498**



### 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	6.41%	32,132	39,967	34,887	0	
\$50,001 - \$80,000	11	14.10%	68,255	70,167	75,400	45,600	
\$80,001 - \$110,000	15	19.23%	96,813	107,725	93,170	0	
\$110,001 - \$150,000	16	20.51%	132,881	124,400	131,725	128,000	
\$150,001 - \$190,000	13	16.67%	166,056	195,000	163,092	185,000	
\$190,001 - \$240,000	10	12.82%	215,330	0	207,860	216,333	
\$240,001 and up	8	10.26%	326,088	0	282,283	375,000	
<b>Average List Price</b>		<b>146,288</b>		<b>92,700</b>	<b>142,950</b>	<b>188,825</b>	<b>252,280</b>
<b>Total Closed Units</b>		<b>78</b>	<b>100%</b>	<b>13</b>	<b>52</b>	<b>8</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>11,410,483</b>		<b>1.21M</b>	<b>7.43M</b>	<b>1.51M</b>	<b>1.26M</b>



# May 2019



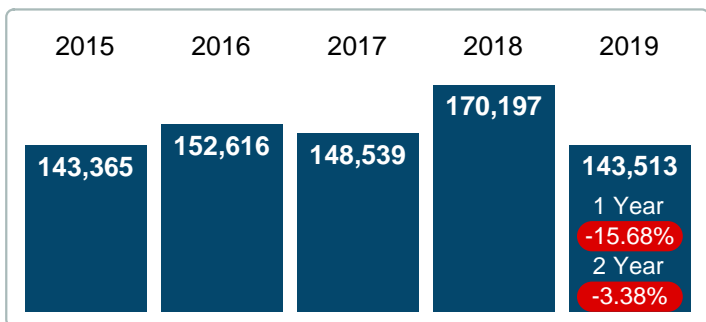
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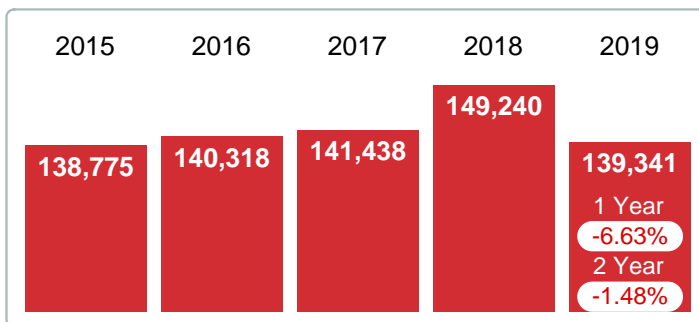
## AVERAGE SOLD PRICE AT CLOSING

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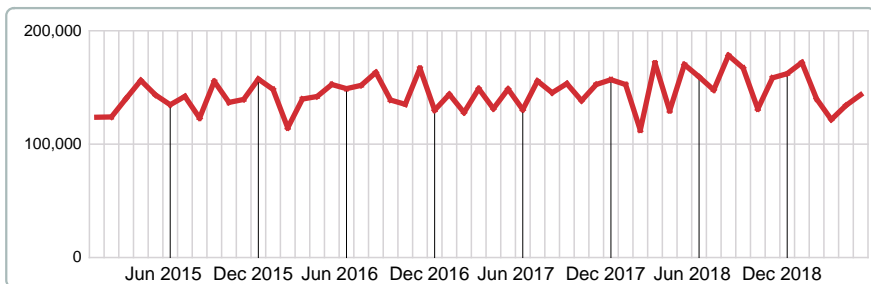
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 151,646

High Aug 2018 178,264    Low Feb 2018 112,345

Average Sold Price at Closing this month at **143,513**  
below the 5 yr MAY average of **151,646**

- MAR** 121,697
- APR** 134,134 **10.22%**
- MAY** 143,513 **6.99%**

### 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	7.69%	35,777	38,167	33,387	0	0
\$50,001 - \$80,000	12.82%	68,735	67,667	71,883	53,050	0
\$80,001 - \$110,000	17.95%	94,659	96,625	93,872	0	0
\$110,001 - \$150,000	23.08%	129,325	121,950	130,117	130,025	131,250
\$150,001 - \$190,000	16.67%	167,092	189,000	163,720	156,000	190,000
\$190,001 - \$240,000	10.26%	206,875	0	205,200	209,667	0
\$240,001 and up	11.54%	312,411	0	281,317	350,000	386,900
<b>Average Sold Price</b>		<b>143,513</b>	<b>87,454</b>	<b>141,975</b>	<b>181,013</b>	<b>245,260</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>143,513</b>	<b>13</b>	<b>52</b>	<b>8</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>11,193,981</b>	<b>1.14M</b>	<b>7.38M</b>	<b>1.45M</b>	<b>1.23M</b>

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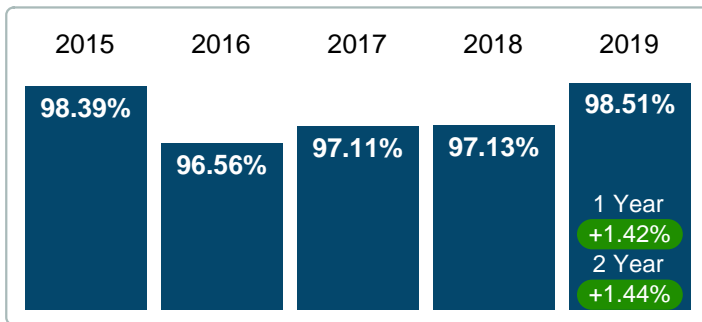
Area Delimited by County Of Creek - Residential Property Type



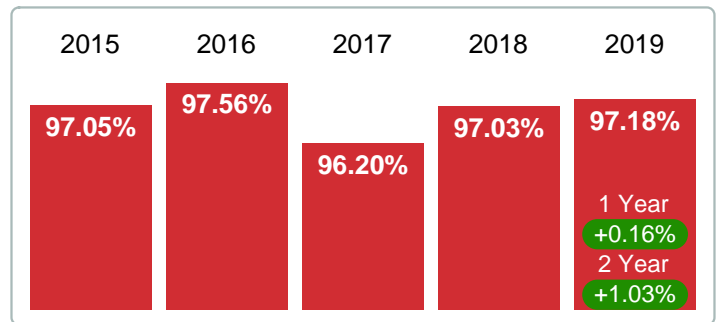
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

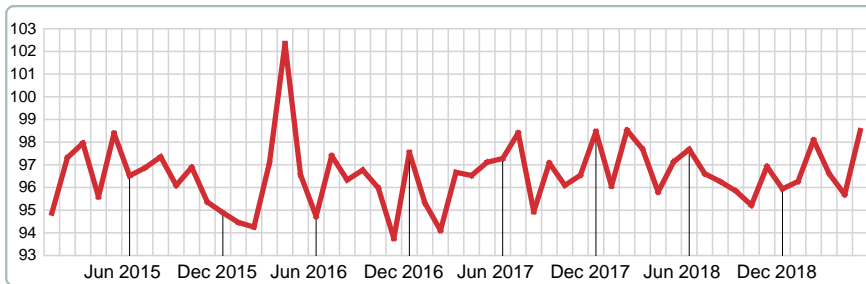
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

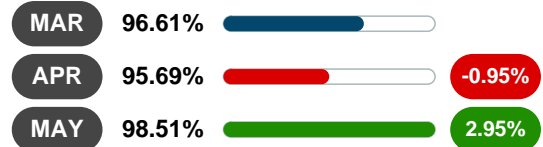


### 3 MONTHS

5 year MAY AVG = 97.54%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **98.51%**  
above the 5 yr MAY average of **97.54%**



### 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	6	7.69%	97.05%	96.85%	97.25%	0.00%	0.00%
\$50,001 - \$80,000	10	12.82%	98.46%	96.77%	96.32%	116.34%	0.00%
\$80,001 - \$110,000	14	17.95%	98.62%	92.16%	101.20%	0.00%	0.00%
\$110,001 - \$150,000	18	23.08%	99.32%	98.17%	98.91%	101.88%	100.41%
\$150,001 - \$190,000	13	16.67%	97.79%	96.92%	100.36%	84.32%	86.36%
\$190,001 - \$240,000	8	10.26%	98.16%	0.00%	98.84%	97.04%	0.00%
\$240,001 and up	9	11.54%	99.10%	0.00%	99.79%	93.33%	99.94%
Average Sold/List Ratio		98.50%		95.60%	99.33%	98.61%	97.41%
Total Closed Units		78	100%	13	52	8	5
Total Closed Volume		11,193,981		1.14M	7.38M	1.45M	1.23M

# May 2019



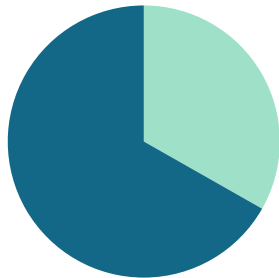
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

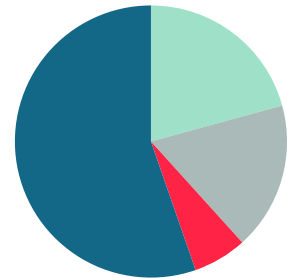


**Inventory**  
 New Listings  
**98 = 33.22%**  
 Start Inventory  
**197**  
 Total Inventory Units  
**295**  
 Volume  
**\$64,640,468**

### Market Activity

Closed Sales  
**78 = 20.74%**  
 Pending Sales  
**66 = 17.55%**  
 Other Off Market  
**24 = 6.38%**  
 Active Inventory  
**208 = 55.32%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	67	78	16.42%	273	299	9.52%
Pending Sales	63	66	4.76%	317	353	11.36%
New Listings	94	98	4.26%	451	479	6.21%
Average List Price	173,636	146,288	-15.75%	153,420	143,021	-6.78%
Average Sale Price	170,197	143,513	-15.68%	149,240	139,341	-6.63%
Average Percent of Selling Price to List Price	97.13%	98.51%	1.42%	97.03%	97.18%	0.16%
Average Days on Market to Sale	40.03	33.33	-16.73%	49.27	43.11	-12.52%
Monthly Inventory	215	208	-3.26%	215	208	-3.26%
Months Supply of Inventory	3.62	3.48	-3.93%	3.62	3.48	-3.93%

**Absorption:** Last 12 months, an Average of **60** Sales/Month

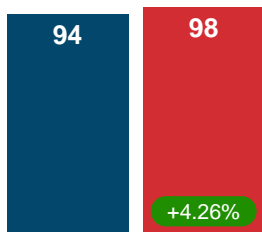
**Inventory** on May 31, 2019 = **208**

**2018** **2019**

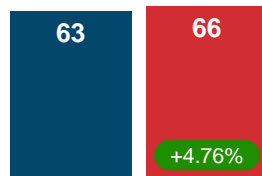
### MAY MARKET

### AVERAGE PRICES

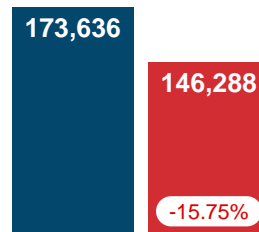
#### New Listings



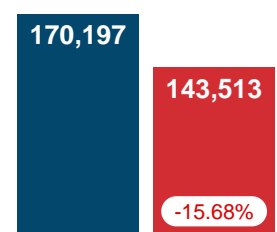
#### Pending Listings



#### List Price



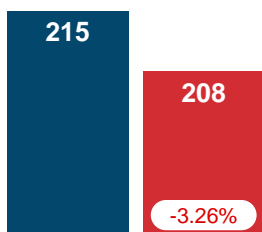
#### Sale Price



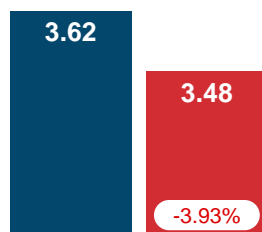
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

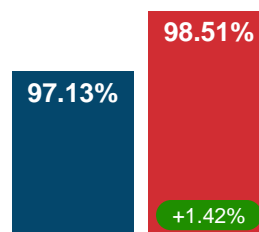
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

