

May 2019



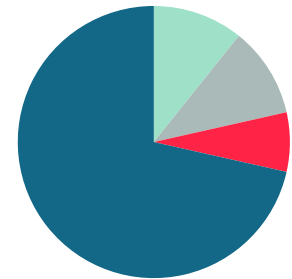
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	26	29	11.54%
Pending Listings	30	29	-3.33%
New Listings	70	58	-17.14%
Average List Price	185,769	147,891	-20.39%
Average Sale Price	174,590	142,374	-18.45%
Average Percent of Selling Price to List Price	95.74%	96.97%	1.28%
Average Days on Market to Sale	47.00	47.76	1.61%
End of Month Inventory	228	193	-15.35%
Months Supply of Inventory	8.88	6.23	-29.91%



■ Closed (10.74%)
■ Pending (10.74%)
■ Other OffMarket (7.04%)
■ Active (71.48%)

Absorption: Last 12 months, an Average of **31** Sales/Month
Active Inventory as of May 31, 2019 = **193**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **15.35%** to 193 existing homes available for sale. Over the last 12 months this area has had an average of 31 closed sales per month. This represents an unsold inventory index of **6.23** 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 **18.45%** in May 2019 to \$142,374 versus the previous year at \$174,590.

Average Days on Market Lengthens

The average number of **47.76** days that homes spent on the market before selling increased by 0.76 days or **1.61%** in May 2019 compared to last year's same month at **47.00** DOM.

Sales Success for May 2019 is Positive

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

There were 58 New Listings in May 2019, down **17.14%** from last year at 70. Furthermore, there were 29 Closed Listings this month versus last year at 26, a **11.54%** increase.

Closed versus Listed trends yielded a **50.0%** ratio, up from previous year's, May 2018, at **37.1%**, a **34.62%** 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

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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.

May 2019



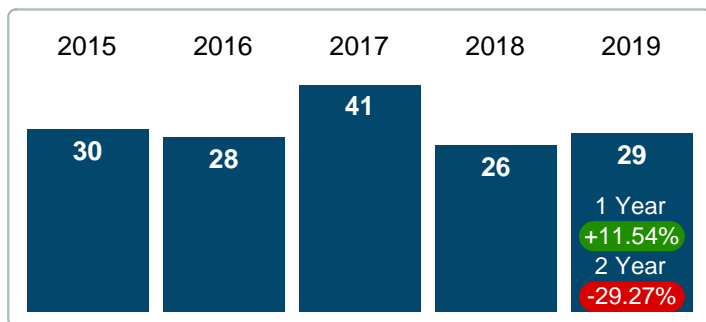
Area Delimited by County Of Mayes - Residential Property Type



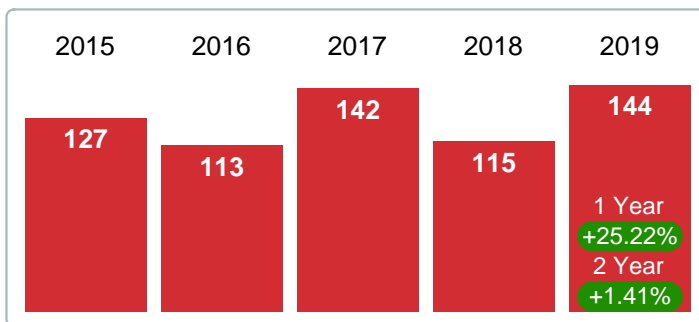
CLOSED LISTINGS

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

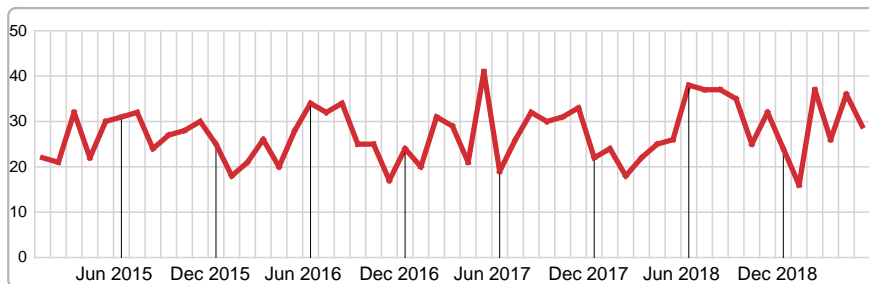
MAY



YEAR TO DATE (YTD)

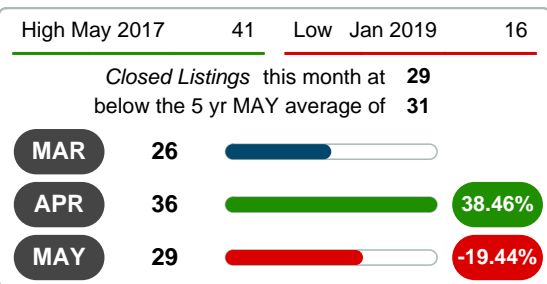


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 31



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	6.90%	117.5	2	0	0	0
\$30,001 - \$50,000	3	10.34%	31.3	1	1	1	0
\$50,001 - \$70,000	5	17.24%	31.2	2	3	0	0
\$70,001 - \$140,000	8	27.59%	61.5	2	5	1	0
\$140,001 - \$250,000	4	13.79%	29.0	0	4	0	0
\$250,001 - \$280,000	5	17.24%	43.0	1	1	3	0
\$280,001 and up	2	6.90%	38.5	1	1	0	0
Total Closed Units	29			9	15	5	0
Total Closed Volume	4,128,850	100%	47.8	1.01M	2.14M	985.00K	0.00B
Average Closed Price	\$142,374			\$112,061	\$142,353	\$197,000	\$0

May 2019



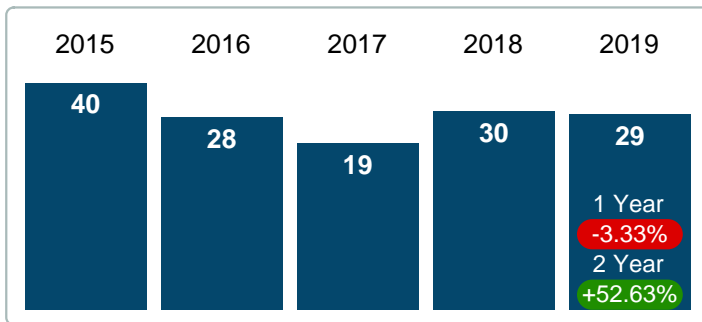
Area Delimited by County Of Mayes - Residential Property Type



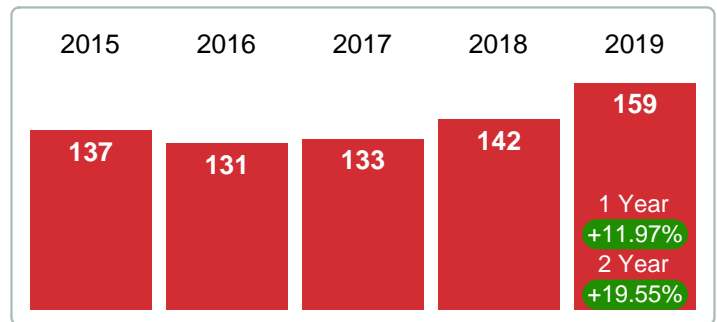
PENDING LISTINGS

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

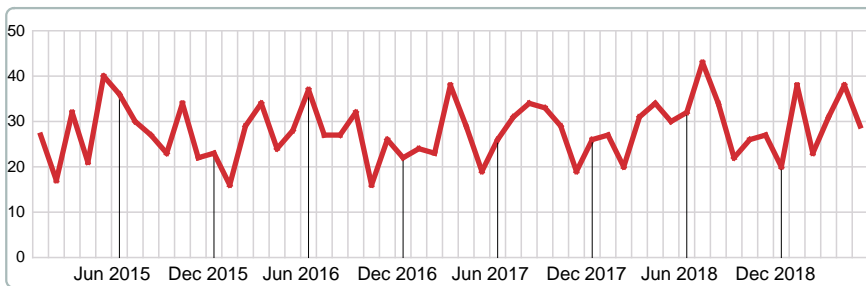
MAY



YEAR TO DATE (YTD)

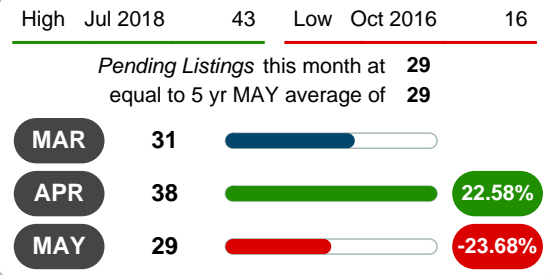


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 29



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	2	6.90%	49.0	1	1	0	0
\$50,001 - \$100,000	3	10.34%	73.0	0	1	2	0
\$100,001 - \$125,000	3	10.34%	40.0	0	3	0	0
\$125,001 - \$200,000	9	31.03%	54.2	2	7	0	0
\$200,001 - \$275,000	4	13.79%	50.8	1	3	0	0
\$275,001 - \$375,000	5	17.24%	38.8	1	2	2	0
\$375,001 and up	3	10.34%	36.7	0	1	2	0
Total Pending Units	29			5	18	6	0
Total Pending Volume	5,818,358	100%	49.4	896.90K	3.25M	1.67M	0.00B
Average Listing Price	\$200,633			\$179,380	\$180,550	\$278,593	\$0

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

May 2019



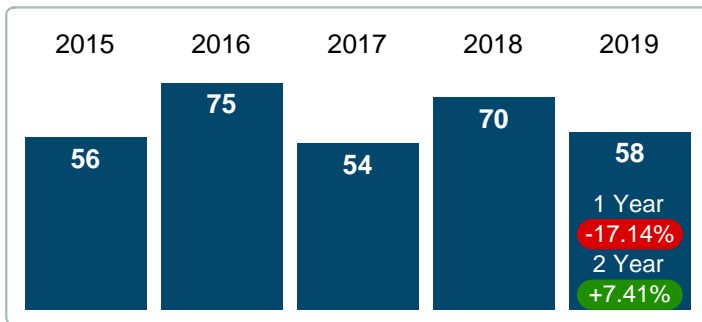
Area Delimited by County Of Mayes - Residential Property Type



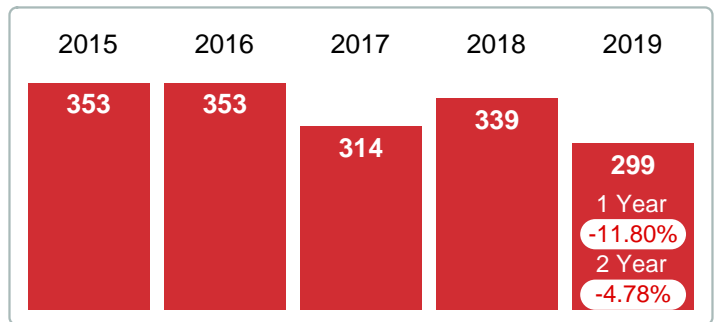
NEW LISTINGS

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

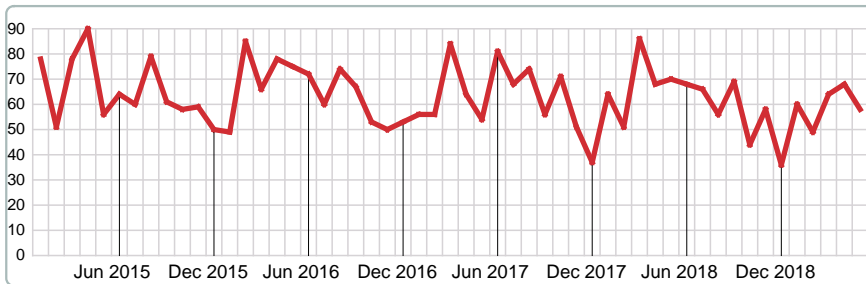
MAY



YEAR TO DATE (YTD)

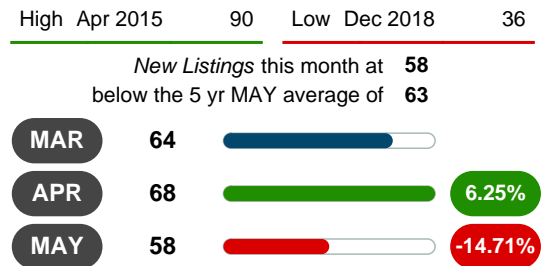


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 63



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	3	5.17%	2	1	0	0
\$50,001 - \$100,000	10	17.24%	5	5	0	0
\$100,001 - \$125,000	7	12.07%	0	7	0	0
\$125,001 - \$225,000	15	25.86%	2	12	1	0
\$225,001 - \$425,000	9	15.52%	3	6	0	0
\$425,001 - \$725,000	8	13.79%	0	5	3	0
\$725,001 and up	6	10.34%	1	0	2	3
Total New Listed Units	58		13	36	6	3
Total New Listed Volume	23,563,798	100%	2.43M	7.44M	3.44M	10.25M
Average New Listed Listing Price	\$200,400		\$187,169	\$206,669	\$573,583	\$3,416,333

May 2019



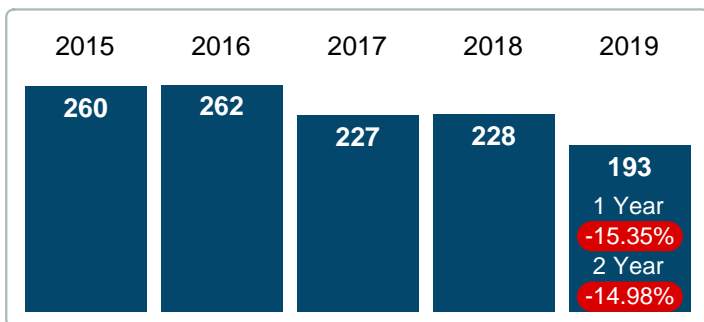
Area Delimited by County Of Mayes - Residential Property Type



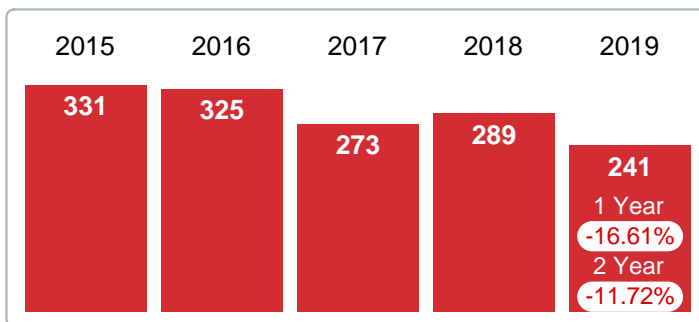
ACTIVE INVENTORY

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

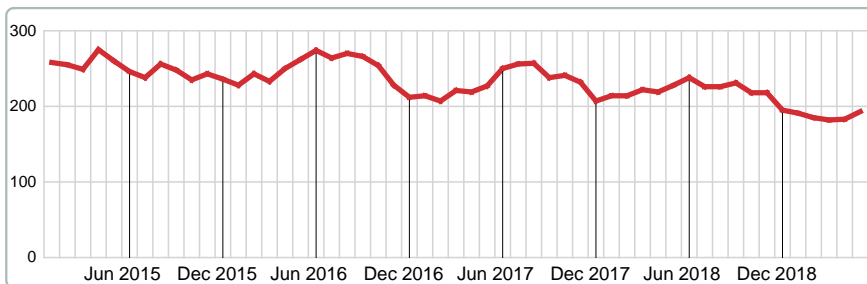
END OF MAY



ACTIVE DURING MAY

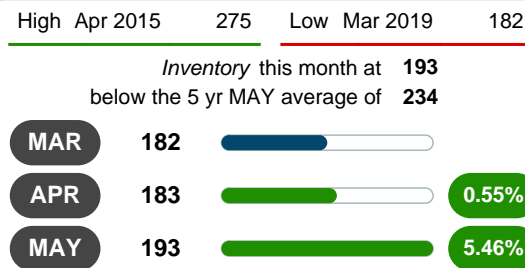


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 234



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	11	5.70%	66.5	7	4	0	0
\$50,001 - \$100,000	29	15.03%	63.7	10	17	2	0
\$100,001 - \$150,000	26	13.47%	65.4	5	17	4	0
\$150,001 - \$225,000	44	22.80%	75.8	5	26	11	2
\$225,001 - \$375,000	37	19.17%	72.2	4	23	9	1
\$375,001 - \$575,000	24	12.44%	67.0	2	13	3	6
\$575,001 and up	22	11.40%	57.6	3	1	11	7
Total Active Inventory by Units	193			36	101	40	16
Total Active Inventory by Volume	64,830,923	100%	68.2	6.90M	22.27M	16.97M	18.69M
Average Active Inventory Listing Price	\$335,912			\$191,783	\$220,503	\$424,246	\$1,167,881

May 2019



Area Delimited by County Of Mayes - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

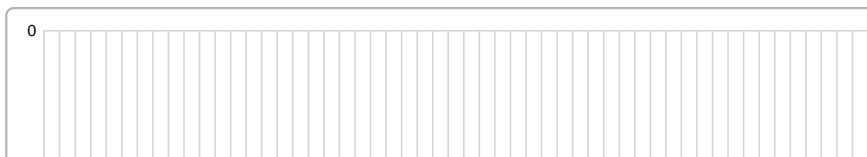
MSI FOR MAY

2015	2016	2017	2018	2019

INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
193	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	11		5.70%	2.54	3.11	2.18	0.00	0.00	
\$50,001 - \$100,000	29		15.03%	3.74	4.29	3.64	3.00	0.00	
\$100,001 - \$150,000	26		13.47%	3.15	5.00	2.79	3.69	0.00	
\$150,001 - \$225,000	44		22.80%	8.95	10.00	6.93	18.86	24.00	
\$225,001 - \$375,000	37		19.17%	7.79	6.00	10.62	5.68	3.00	
\$375,001 - \$575,000	24		12.44%	36.00	24.00	39.00	18.00	72.00	
\$575,001 and up	22		11.40%	66.00	0.00	4.00	132.00	0.00	
Market Supply of Inventory (MSI)		6.23			5.27	5.29	9.06	24.00	
Total Active Inventory by Units		193	100%	6.23	36	101	40	16	

May 2019



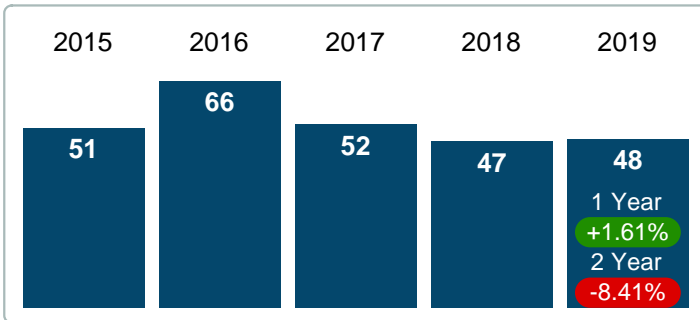
Area Delimited by County Of Mayes - Residential Property Type



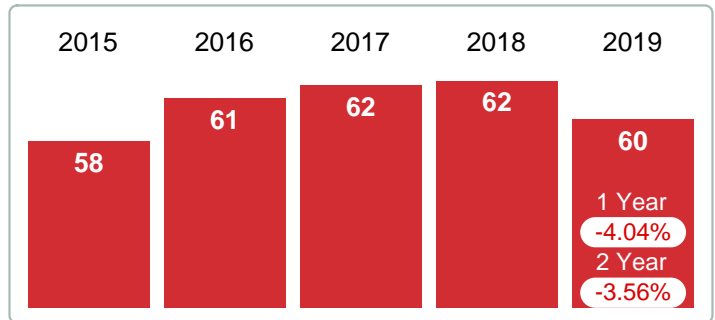
AVERAGE DAYS ON MARKET TO SALE

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

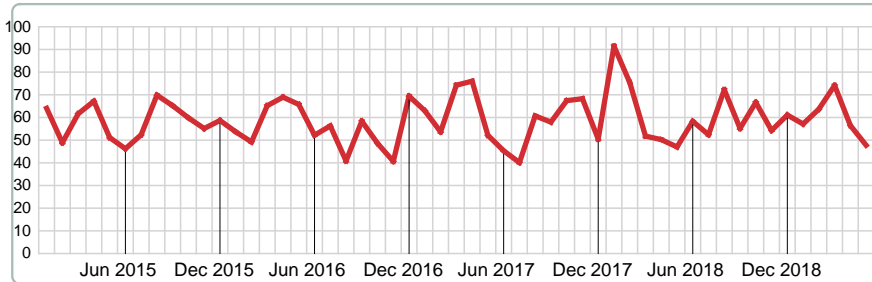
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

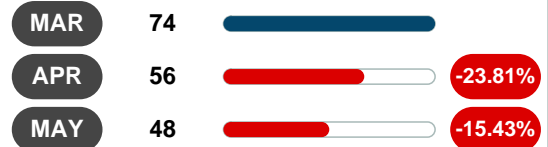


3 MONTHS

5 year MAY AVG = 53

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 48 below the 5 yr MAY average of 53



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
\$30,000 and less	6.90%	118	118	0	0	0
\$30,001 - \$50,000	10.34%	31	30	23	41	0
\$50,001 - \$70,000	17.24%	31	28	33	0	0
\$70,001 - \$140,000	27.59%	62	30	82	24	0
\$140,001 - \$250,000	13.79%	29	0	29	0	0
\$250,001 - \$280,000	17.24%	43	1	15	66	0
\$280,001 and up	6.90%	39	1	76	0	0
Average Closed DOM		48	42	49	53	0
Total Closed Units	100%	48	9	15	5	0
Total Closed Volume		4,128,850	1.01M	2.14M	985.00K	0.00B

May 2019



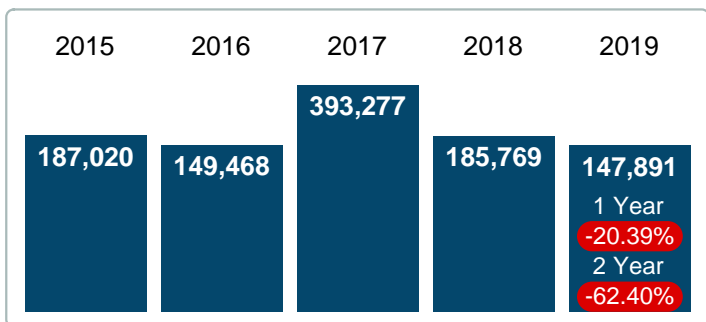
Area Delimited by County Of Mayes - Residential Property Type



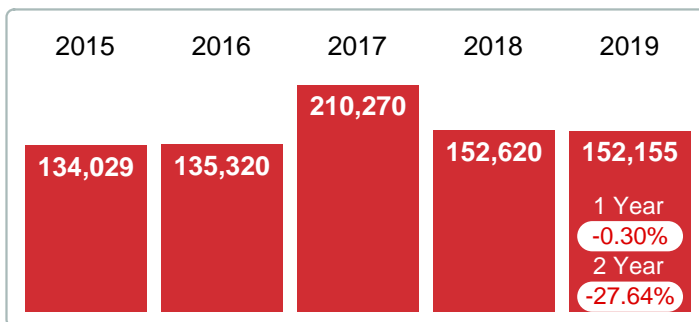
AVERAGE LIST PRICE AT CLOSING

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

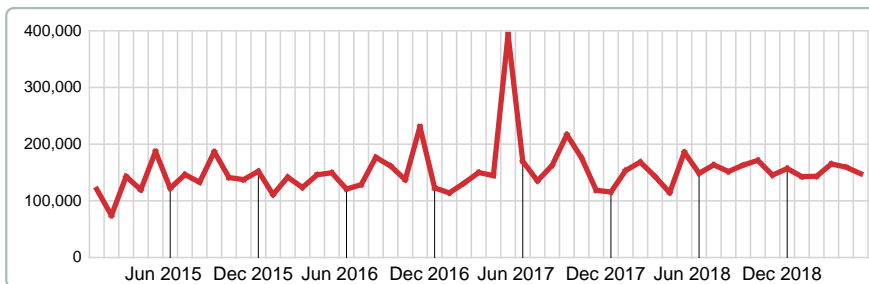
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 212,685

High May 2017 393,277 Low Feb 2015 74,311

Average List Price at Closing this month at **147,891**
below the 5 yr MAY average of **212,685**

- MAR** 165,059
- APR** 159,544 (-3.34%)
- MAY** 147,891 (-7.30%)

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
\$30,000 and less	10.34%	23,667	23,000	0	0	0
\$30,001 - \$50,000	6.90%	44,000	43,000	25,000	45,000	0
\$50,001 - \$70,000	13.79%	65,338	64,425	68,167	0	0
\$70,001 - \$140,000	24.14%	110,600	141,750	115,540	149,900	0
\$140,001 - \$250,000	20.69%	170,383	0	178,350	0	0
\$250,001 - \$280,000	13.79%	274,500	265,000	279,500	284,500	0
\$280,001 and up	10.34%	324,667	299,000	375,000	0	0
Average List Price		147,891	118,372	145,007	209,680	0
Total Closed Units	100%	147,891	9	15	5	0
Total Closed Volume		4,288,850	1.07M	2.18M	1.05M	0.00B

May 2019



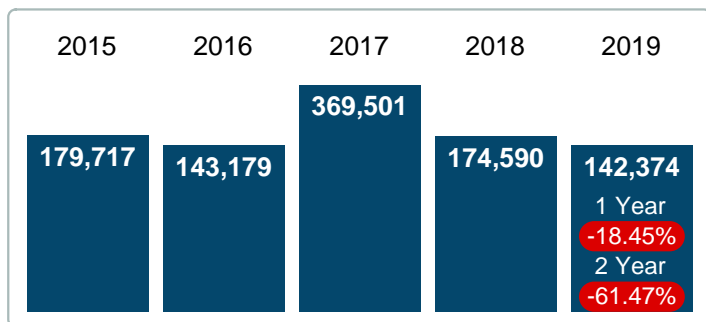
Area Delimited by County Of Mayes - Residential Property Type



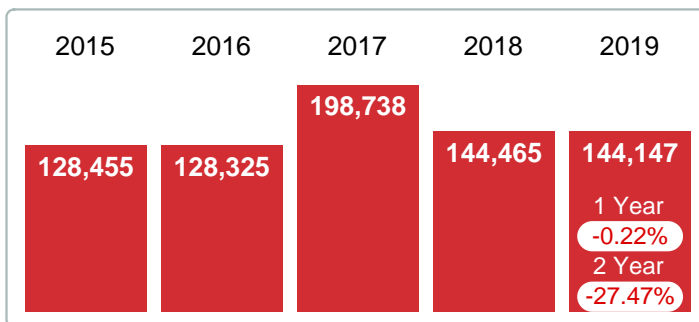
AVERAGE SOLD PRICE AT CLOSING

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

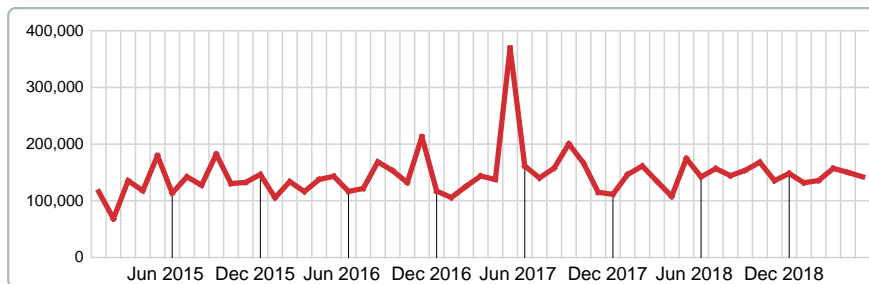
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 201,872

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

Average Sold Price at Closing this month at **142,374**
 below the 5 yr MAY average of **201,872**

MAR	157,270	
APR	150,057	-4.59%
MAY	142,374	-5.12%

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
\$30,000 and less	6.90%	18,000	18,000	0	0	0
\$30,001 - \$50,000	10.34%	42,000	39,000	42,000	45,000	0
\$50,001 - \$70,000	17.24%	61,210	64,775	58,833	0	0
\$70,001 - \$140,000	27.59%	118,738	120,000	114,980	135,000	0
\$140,001 - \$250,000	13.79%	179,850	0	179,850	0	0
\$250,001 - \$280,000	17.24%	268,000	265,000	270,000	268,333	0
\$280,001 and up	6.90%	325,750	299,000	352,500	0	0
Average Sold Price		142,374	112,061	142,353	197,000	0
Total Closed Units	100%	142,374	9	15	5	0
Total Closed Volume		4,128,850	1.01M	2.14M	985.00K	0.00B

May 2019



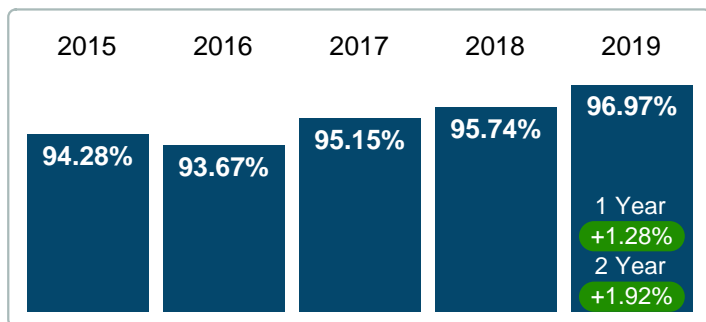
Area Delimited by County Of Mayes - Residential Property Type



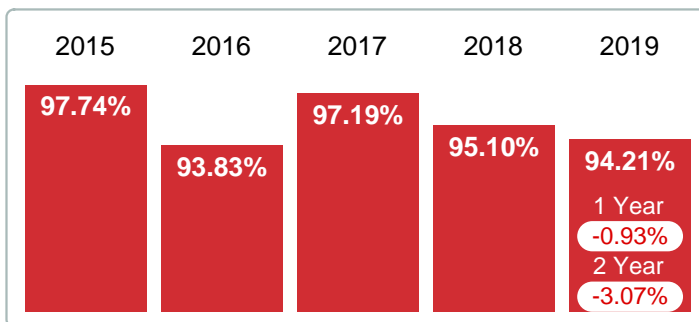
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

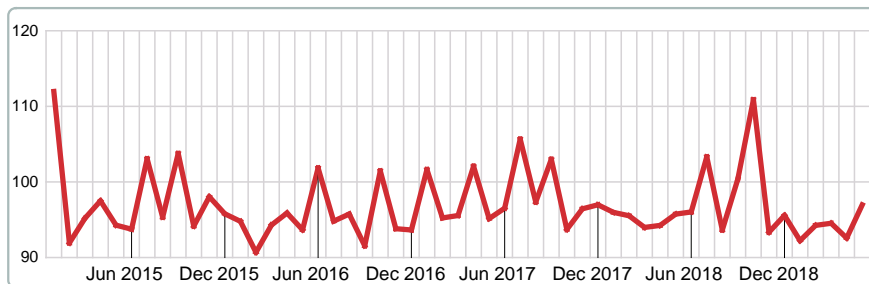
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

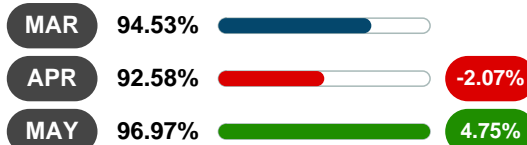


3 MONTHS

5 year MAY AVG = 95.16%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **96.97%** above the 5 yr MAY average of **95.16%**



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
\$30,000 and less	2	6.90%	78.41%	78.41%	0.00%	0.00%	0.00%
\$30,001 \$50,000	3	10.34%	119.57%	90.70%	168.00%	100.00%	0.00%
\$50,001 \$70,000	5	17.24%	92.21%	100.72%	86.53%	0.00%	0.00%
\$70,001 \$140,000	8	27.59%	94.75%	85.06%	99.56%	90.06%	0.00%
\$140,001 \$250,000	4	13.79%	101.00%	0.00%	101.00%	0.00%	0.00%
\$250,001 \$280,000	5	17.24%	95.94%	100.00%	96.60%	94.36%	0.00%
\$280,001 and up	2	6.90%	97.00%	100.00%	94.00%	0.00%	0.00%
Average Sold/List Ratio		97.00%		91.01%	101.33%	94.63%	0.00%
Total Closed Units		29	100%	9	15	5	
Total Closed Volume		4,128,850		1.01M	2.14M	985.00K	0.00B

May 2019



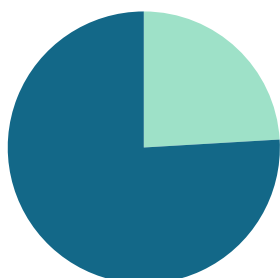
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

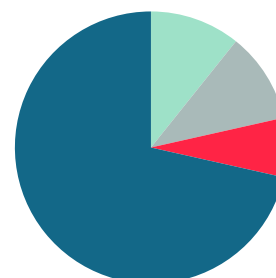


Inventory
 New Listings
58 = 24.07%
 Start Inventory
183
 Total Inventory Units
241
 Volume
\$75,919,881

Market Activity

Closed Sales
29 = 10.74%
 Pending Sales
29 = 10.74%
 Other Off Market
19 = 7.04%
 Active Inventory
193 = 71.48%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	26	29	11.54%	115	144	25.22%
Pending Sales	30	29	-3.33%	142	159	11.97%
New Listings	70	58	-17.14%	339	299	-11.80%
Average List Price	185,769	147,891	-20.39%	152,620	152,155	-0.30%
Average Sale Price	174,590	142,374	-18.45%	144,465	144,147	-0.22%
Average Percent of Selling Price to List Price	95.74%	96.97%	1.28%	95.10%	94.21%	-0.93%
Average Days on Market to Sale	47.00	47.76	1.61%	62.35	59.83	-4.04%
Monthly Inventory	228	193	-15.35%	228	193	-15.35%
Months Supply of Inventory	8.88	6.23	-29.91%	8.88	6.23	-29.91%

Absorption: Last 12 months, an Average of **31** Sales/Month

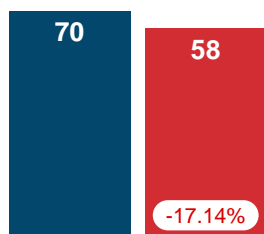
Inventory on May 31, 2019 = **193**

2018 **2019**

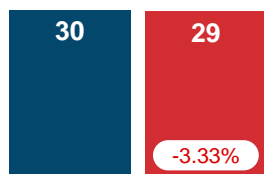
MAY MARKET

AVERAGE PRICES

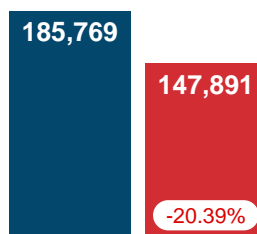
New Listings



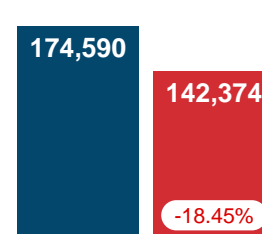
Pending Listings



List Price



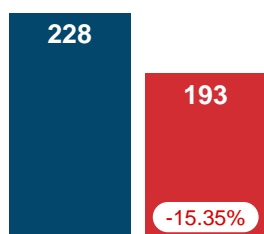
Sale Price



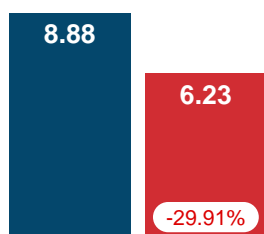
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

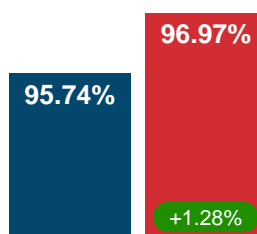
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

