

# May 2019



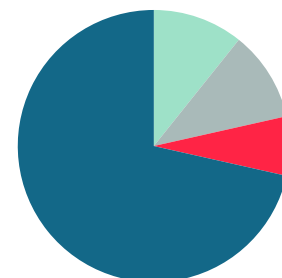
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	119,900	137,800	14.93%
Median Sale Price	108,950	130,000	19.32%
Median Percent of Selling Price to List Price	98.09%	98.36%	0.28%
Median Days on Market to Sale	29.00	36.00	24.14%
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.

#### 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 **19.32%** in May 2019 to \$130,000 versus the previous year at \$108,950.

#### Median Days on Market Lengthens

The median number of **36.00** days that homes spent on the market before selling increased by 7.00 days or **24.14%** in May 2019 compared to last year's same month at **29.00** DOM.

#### Sales Success for May 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 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

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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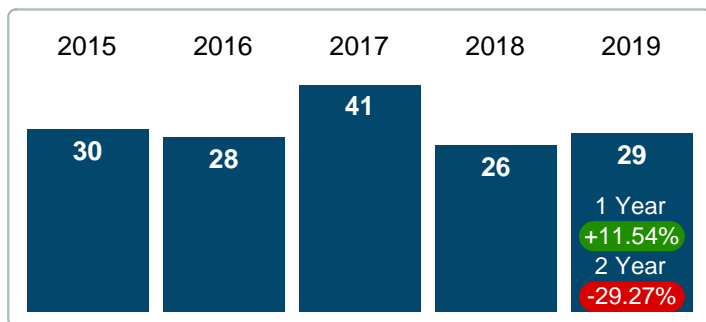
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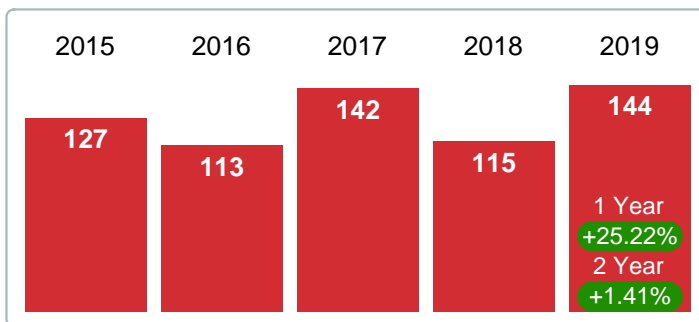
## CLOSED LISTINGS

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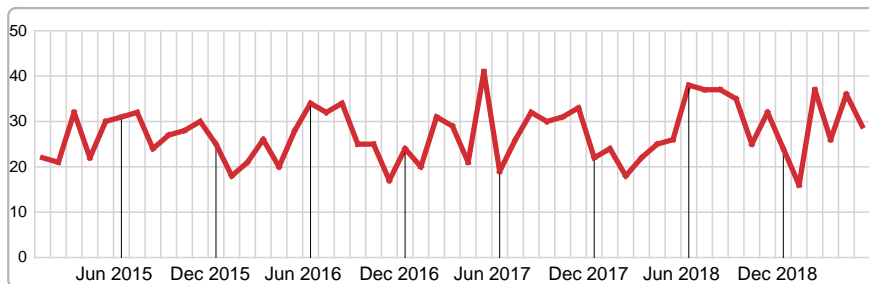
### MAY



### YEAR TO DATE (YTD)

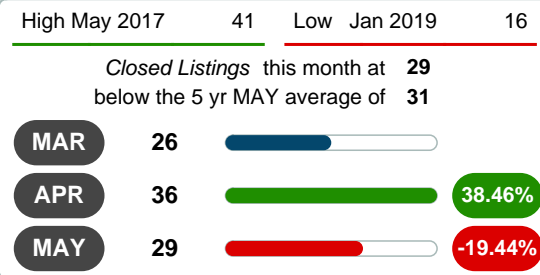


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 31



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	30.0	1	1	1	0
\$50,001 - \$70,000	5	17.24%	36.0	2	3	0	0
\$70,001 - \$140,000	8	27.59%	38.5	2	5	1	0
\$140,001 - \$250,000	4	13.79%	15.0	0	4	0	0
\$250,001 - \$280,000	5	17.24%	41.0	1	1	3	0
\$280,001 and up	2	6.90%	38.5	1	1	0	0
<b>Total Closed Units</b>	<b>29</b>			<b>9</b>	<b>15</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,128,850</b>	<b>100%</b>	<b>36.0</b>	<b>1.01M</b>	<b>2.14M</b>	<b>985.00K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$130,000</b>			<b>\$67,550</b>	<b>\$137,500</b>	<b>\$255,000</b>	<b>\$0</b>

# May 2019



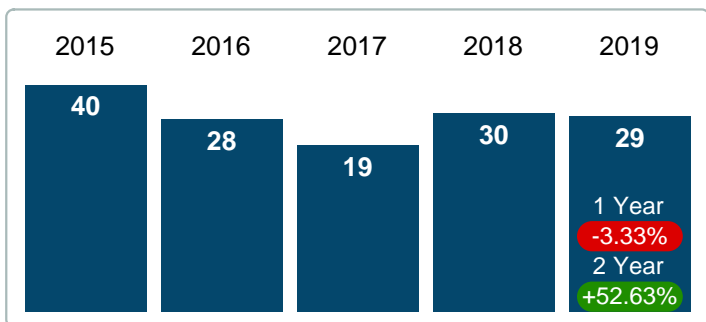
Area Delimited by County Of Mayes - Residential Property Type



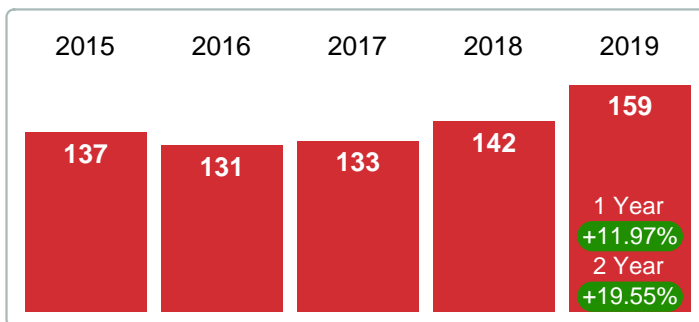
## PENDING LISTINGS

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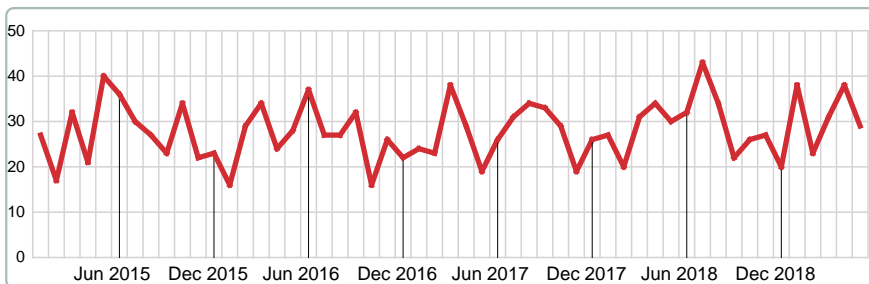
### MAY



### YEAR TO DATE (YTD)

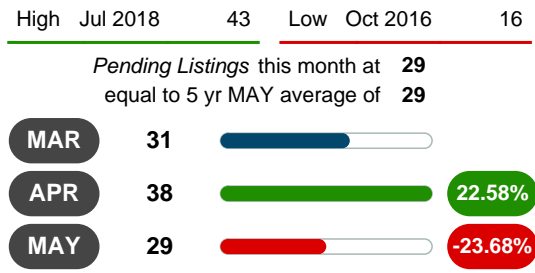


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 29



### 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	<b>2</b>	6.90%	49.0	1	1	0	0
\$50,001 - \$100,000	<b>3</b>	10.34%	32.0	0	1	2	0
\$100,001 - \$125,000	<b>3</b>	10.34%	26.0	0	3	0	0
\$125,001 - \$200,000	<b>9</b>	31.03%	34.0	2	7	0	0
\$200,001 - \$275,000	<b>4</b>	13.79%	13.0	1	3	0	0
\$275,001 - \$375,000	<b>5</b>	17.24%	33.0	1	2	2	0
\$375,001 and up	<b>3</b>	10.34%	20.0	0	1	2	0
<b>Total Pending Units</b>	<b>29</b>			<b>5</b>	<b>18</b>	<b>6</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,818,358</b>	<b>100%</b>	<b>26.0</b>	<b>896.90K</b>	<b>3.25M</b>	<b>1.67M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$162,500</b>			<b>\$159,900</b>	<b>\$155,750</b>	<b>\$322,500</b>	<b>\$0</b>

# May 2019



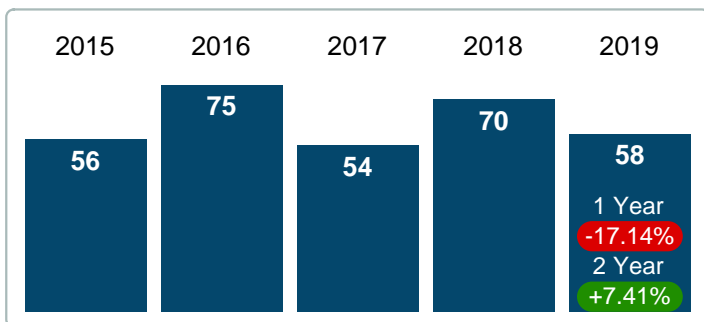
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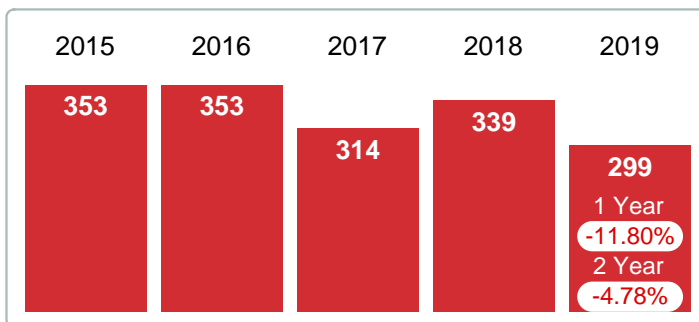
## NEW LISTINGS

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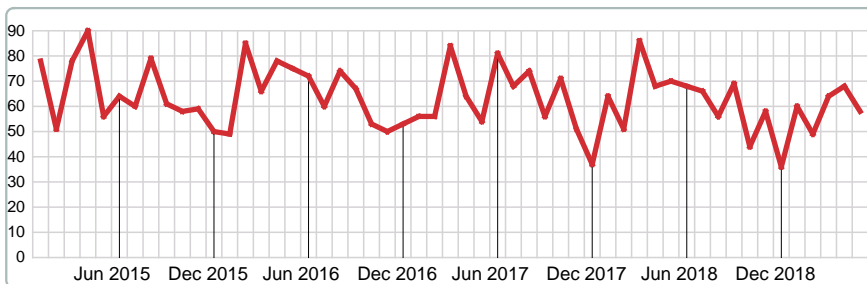
### MAY



### YEAR TO DATE (YTD)

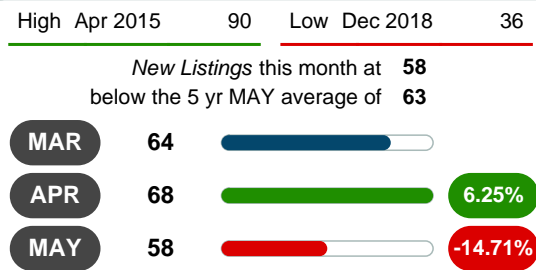


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 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
<b>Total New Listed Units</b>	<b>58</b>		<b>13</b>	<b>36</b>	<b>6</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>23,563,798</b>	<b>100%</b>	<b>2.43M</b>	<b>7.44M</b>	<b>3.44M</b>	<b>10.25M</b>
<b>Median New Listed Listing Price</b>	<b>\$165,000</b>		<b>\$95,000</b>	<b>\$150,200</b>	<b>\$634,750</b>	<b>\$1,250,000</b>

# May 2019



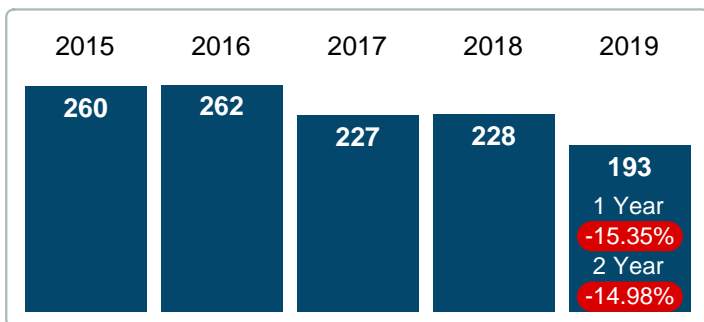
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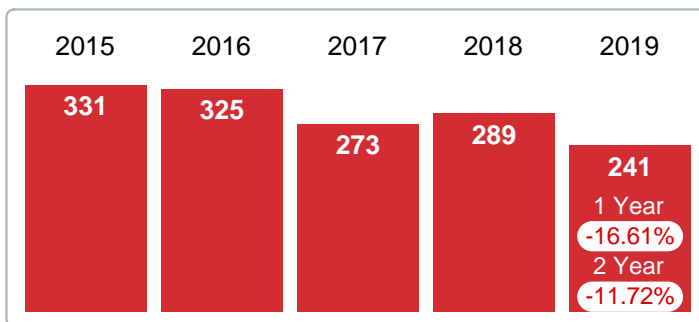
## ACTIVE INVENTORY

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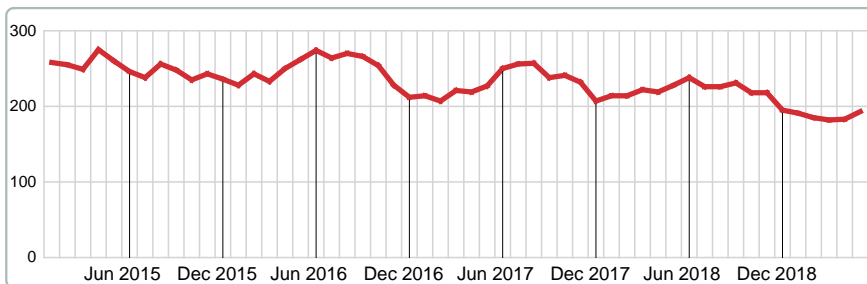
### END OF MAY



### ACTIVE DURING MAY

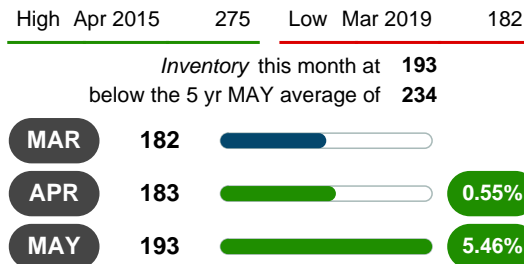


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 234



### 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	11	5.70%	42.0	7	4	0	0
\$50,001 - \$100,000	29	15.03%	56.0	10	17	2	0
\$100,001 - \$150,000	26	13.47%	56.0	5	17	4	0
\$150,001 - \$225,000	44	22.80%	69.0	5	26	11	2
\$225,001 - \$375,000	37	19.17%	60.0	4	23	9	1
\$375,001 - \$575,000	24	12.44%	60.0	2	13	3	6
\$575,001 and up	22	11.40%	36.5	3	1	11	7
<b>Total Active Inventory by Units</b>	<b>193</b>			<b>36</b>	<b>101</b>	<b>40</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>64,830,923</b>	<b>100%</b>	<b>63.0</b>	<b>6.90M</b>	<b>22.27M</b>	<b>16.97M</b>	<b>18.69M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$190,000</b>			<b>\$112,250</b>	<b>\$181,000</b>	<b>\$265,000</b>	<b>\$532,450</b>

# May 2019



Area Delimited by County Of Mayes - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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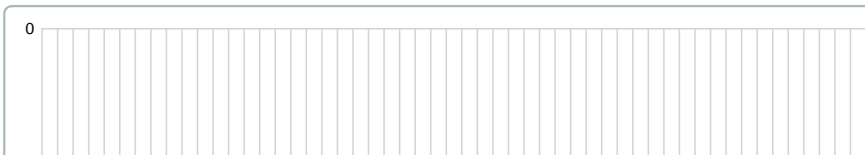
### MSI FOR MAY

2015	2016	2017	2018	2019

### INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>193</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	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%	36	101	40	16

# May 2019



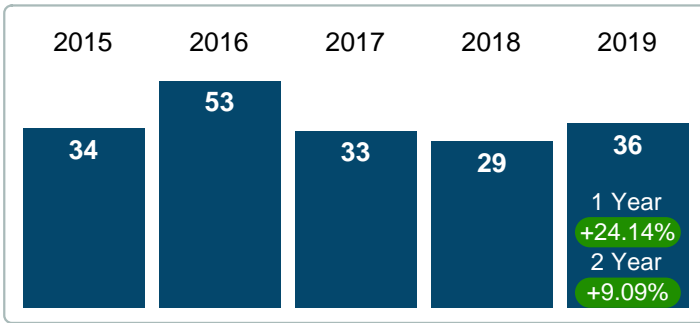
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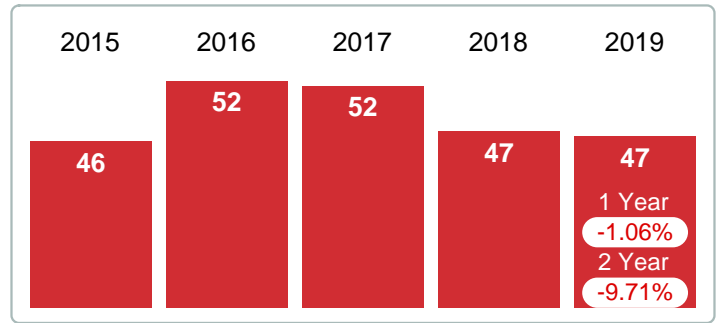
## MEDIAN DAYS ON MARKET TO SALE

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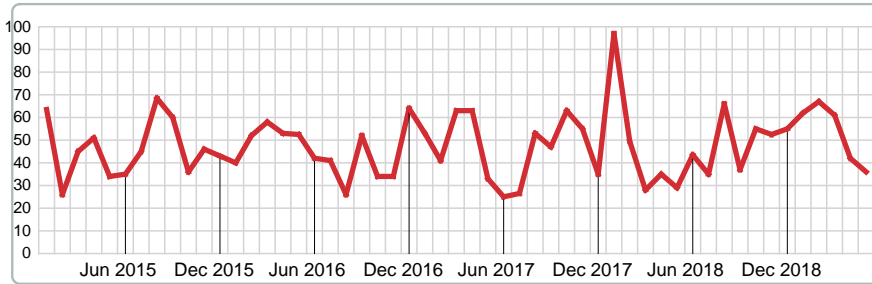
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

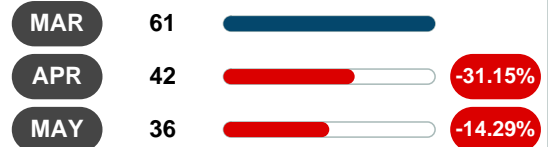


### 3 MONTHS

5 year MAY AVG = 37

High Jan 2018 97 Low Jun 2017 25

Median Days on Market to Sale this month at 36 below the 5 yr MAY average of 37



### 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
\$30,000 and less	6.90%	118	118	0	0	0
\$30,001 - \$50,000	10.34%	30	30	23	41	0
\$50,001 - \$70,000	17.24%	36	28	36	0	0
\$70,001 - \$140,000	27.59%	39	30	85	24	0
\$140,001 - \$250,000	13.79%	15	0	15	0	0
\$250,001 - \$280,000	17.24%	41	1	15	61	0
\$280,001 and up	6.90%	39	1	76	0	0
Median Closed DOM		36	30	35	41	0
Total Closed Units	100%	29	9	15	5	
Total Closed Volume		4,128,850	1.01M	2.14M	985.00K	0.00B

# May 2019



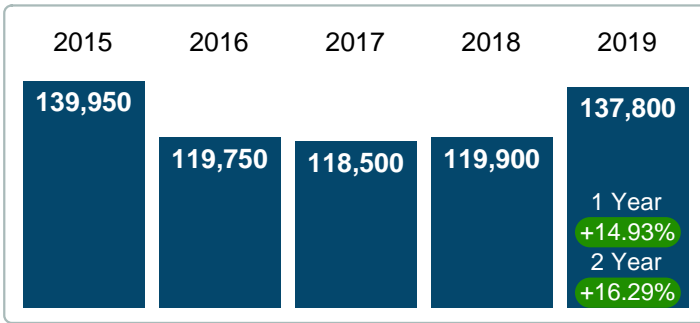
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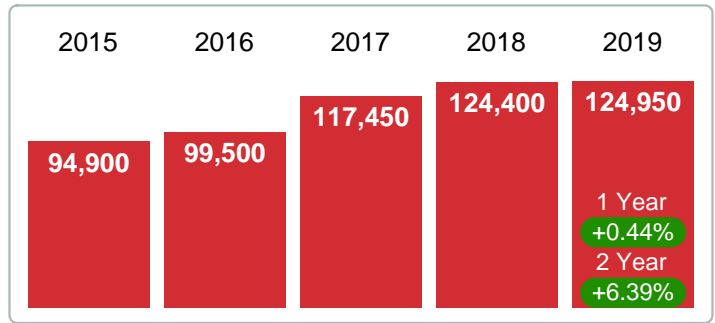
## MEDIAN LIST PRICE AT CLOSING

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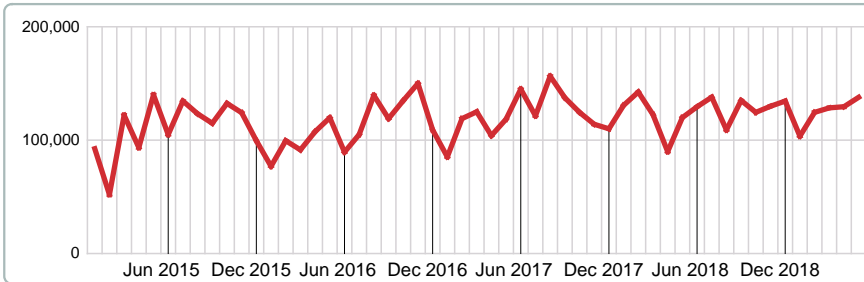
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

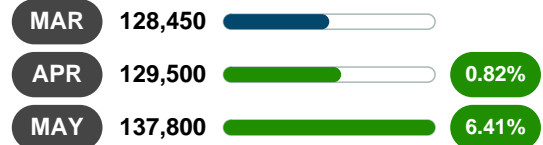


### 3 MONTHS

5 year MAY AVG = 127,180

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

Median List Price at Closing this month at **137,800**  
above the 5 yr MAY average of **127,180**



### 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
\$30,000 and less	10.34%	24,000	23,000	25,000	0	0
\$30,001 - \$50,000	6.90%	44,000	43,000	0	45,000	0
\$50,001 - \$70,000	13.79%	66,250	64,425	66,250	0	0
\$70,001 - \$140,000	24.14%	117,500	124,500	113,250	0	0
\$140,001 - \$250,000	20.69%	154,450	159,000	172,450	149,900	0
\$250,001 - \$280,000	13.79%	276,750	265,000	279,500	276,750	0
\$280,001 and up	10.34%	300,000	299,000	375,000	300,000	0
Median List Price		137,800	68,850	137,800	274,500	0
Total Closed Units	100%	137,800	9	15	5	
Total Closed Volume		4,288,850	1.07M	2.18M	1.05M	0.00B



# May 2019



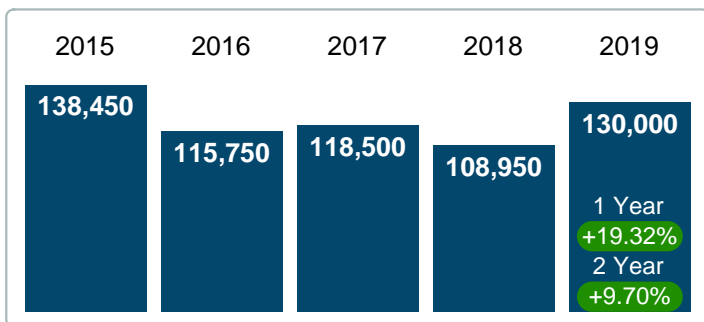
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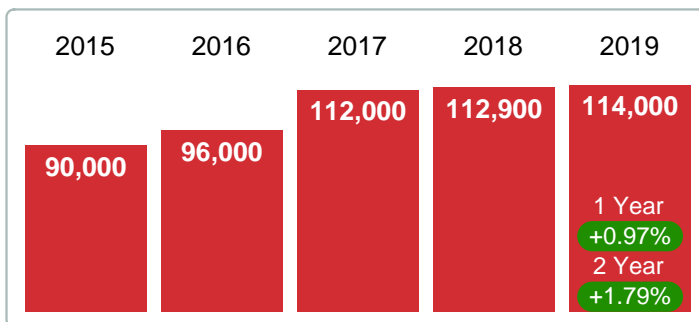
## MEDIAN SOLD PRICE AT CLOSING

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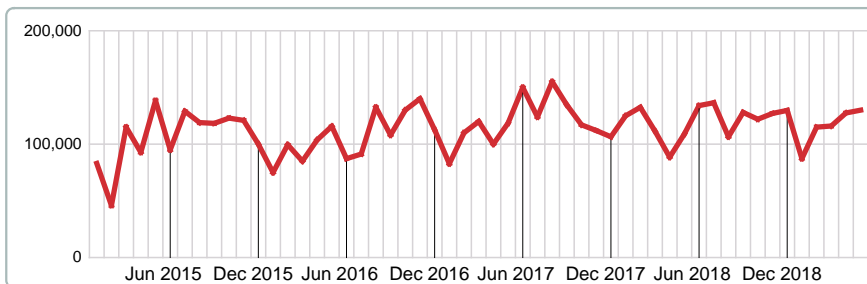
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 122,330

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

Median Sold Price at Closing this month at **130,000**  
above the 5 yr MAY average of **122,330**

- MAR** 116,000
- APR** 127,500 9.91%
- MAY** 130,000 1.96%

### 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
\$30,000 and less	2	6.90%	18,000	18,000	0	0	0
\$30,001 \$50,000	3	10.34%	42,000	39,000	42,000	45,000	0
\$50,001 \$70,000	5	17.24%	62,000	64,775	58,000	0	0
\$70,001 \$140,000	8	27.59%	123,000	120,000	116,000	135,000	0
\$140,001 \$250,000	4	13.79%	172,950	0	172,950	0	0
\$250,001 \$280,000	5	17.24%	270,000	265,000	270,000	270,000	0
\$280,001 and up	2	6.90%	325,750	299,000	352,500	0	0
Median Sold Price			130,000	67,550	137,500	255,000	0
Total Closed Units		100%	130,000	9	15	5	
Total Closed Volume			4,128,850	1.01M	2.14M	985.00K	0.00B

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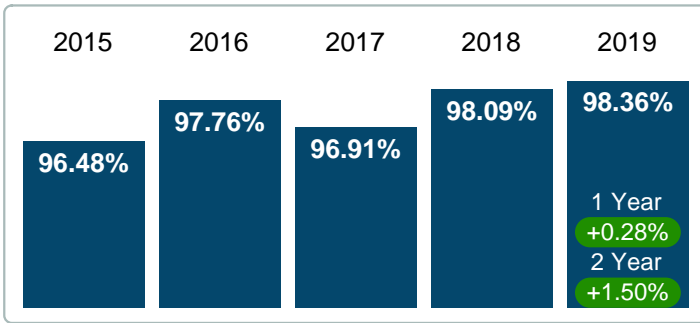
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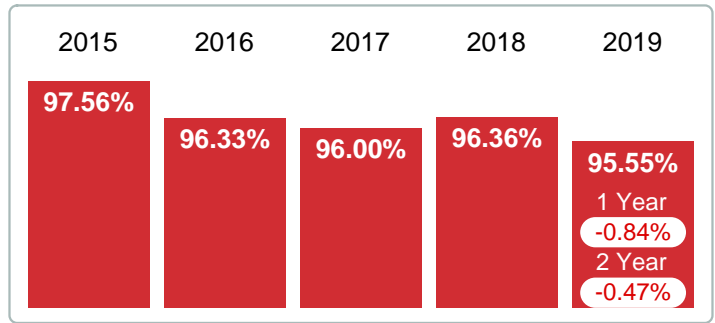
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

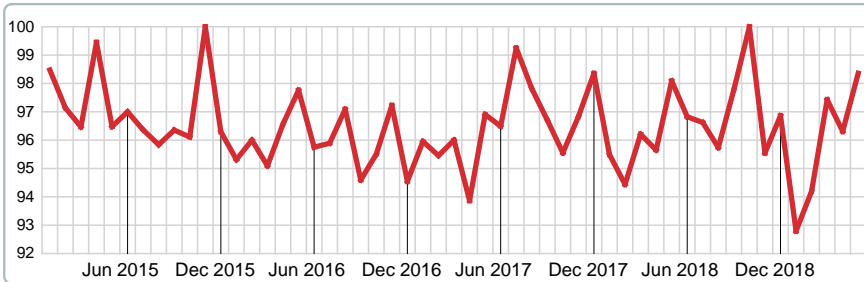
### MAY



### YEAR TO DATE (YTD)

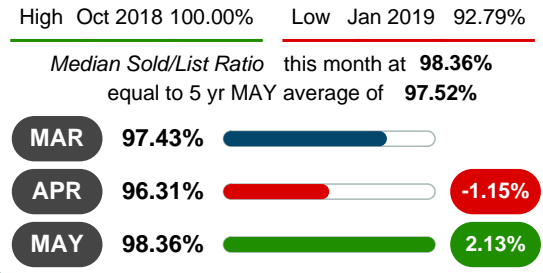


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 97.52%



### 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
\$30,000 and less	2	6.90%	78.41%	78.41%	0.00%	0.00%	0.00%
\$30,001 \$50,000	3	10.34%	100.00%	90.70%	168.00%	100.00%	0.00%
\$50,001 \$70,000	5	17.24%	92.59%	100.72%	89.23%	0.00%	0.00%
\$70,001 \$140,000	8	27.59%	99.00%	85.06%	99.78%	90.06%	0.00%
\$140,001 \$250,000	4	13.79%	100.26%	0.00%	100.26%	0.00%	0.00%
\$250,001 \$280,000	5	17.24%	96.60%	100.00%	96.60%	93.33%	0.00%
\$280,001 and up	2	6.90%	97.00%	100.00%	94.00%	0.00%	0.00%
Median Sold/List Ratio		98.36%		90.70%	99.78%	93.33%	0.00%
Total Closed Units		29	100%	98.36%	9	15	5
Total Closed Volume		4,128,850			1.01M	2.14M	985.00K

# May 2019



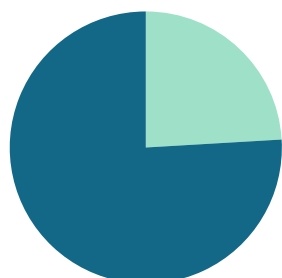
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

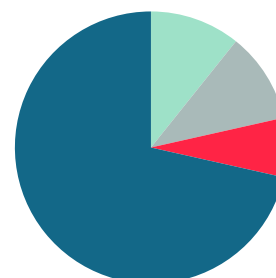


**Inventory**  
 New Listings  
**58 = 24.07%**  
 Start Inventory  
**183**  
 Total Inventory Units  
**241**  
 Volume  
**\$75,919,881**

### 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%
Median List Price	119,900	137,800	14.93%	124,400	124,950	0.44%
Median Sale Price	108,950	130,000	19.32%	112,900	114,000	0.97%
Median Percent of Selling Price to List Price	98.09%	98.36%	0.28%	96.36%	95.55%	-0.84%
Median Days on Market to Sale	29.00	36.00	24.14%	47.00	46.50	-1.06%
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

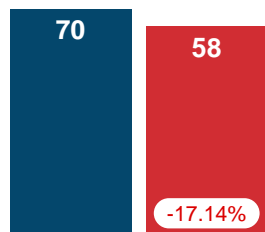
**Inventory** on May 31, 2019 = **193**

**2018** **2019**

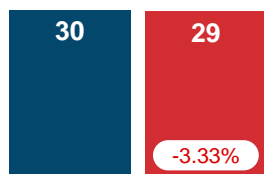
### MAY MARKET

### MEDIAN PRICES

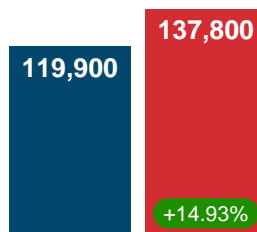
#### New Listings



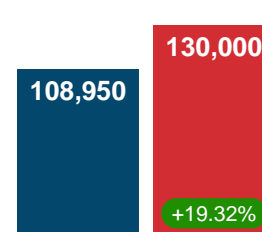
#### Pending Listings



#### List Price



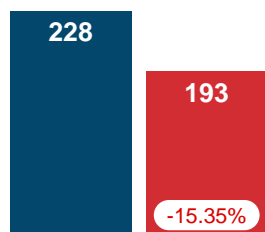
#### Sale Price



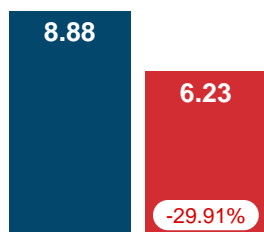
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

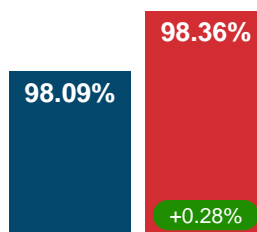
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

