

May 2019



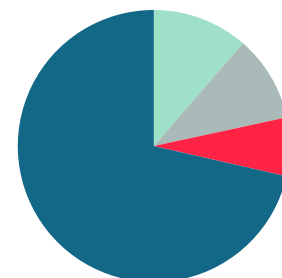
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	24	31	29.17%
Pending Listings	21	28	33.33%
New Listings	51	57	11.76%
Average List Price	126,760	148,371	17.05%
Average Sale Price	121,346	143,110	17.94%
Average Percent of Selling Price to List Price	94.05%	96.02%	2.09%
Average Days on Market to Sale	45.29	45.13	-0.36%
End of Month Inventory	221	195	-11.76%
Months Supply of Inventory	11.79	10.68	-9.35%



■ Closed (11.36%)
■ Pending (10.26%)
■ Other OffMarket (6.96%)
■ Active (71.43%)

Absorption: Last 12 months, an Average of **18** Sales/Month
Active Inventory as of May 31, 2019 = **195**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **11.76%** to 195 existing homes available for sale. Over the last 12 months this area has had an average of 18 closed sales per month. This represents an unsold inventory index of **10.68** 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 **17.94%** in May 2019 to \$143,110 versus the previous year at \$121,346.

Average Days on Market Shortens

The average number of **45.13** days that homes spent on the market before selling decreased by 0.16 days or **0.36%** in May 2019 compared to last year's same month at **45.29** 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 strong this month.

There were 57 New Listings in May 2019, up **11.76%** from last year at 51. Furthermore, there were 31 Closed Listings this month versus last year at 24, a **29.17%** increase.

Closed versus Listed trends yielded a **54.4%** ratio, up from previous year's, May 2018, at **47.1%**, a **15.57%** 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



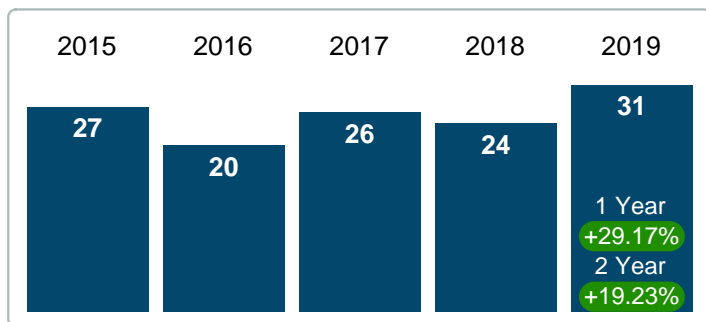
Area Delimited by County Of McIntosh - Residential Property Type



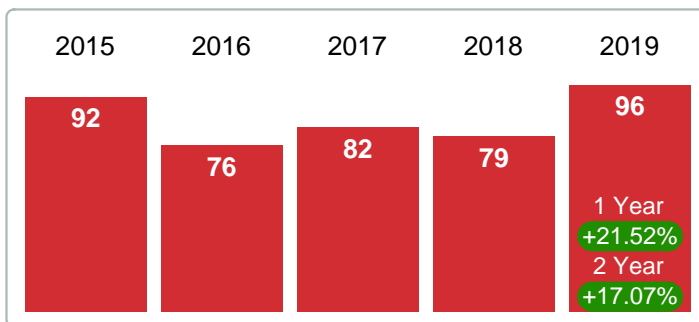
CLOSED LISTINGS

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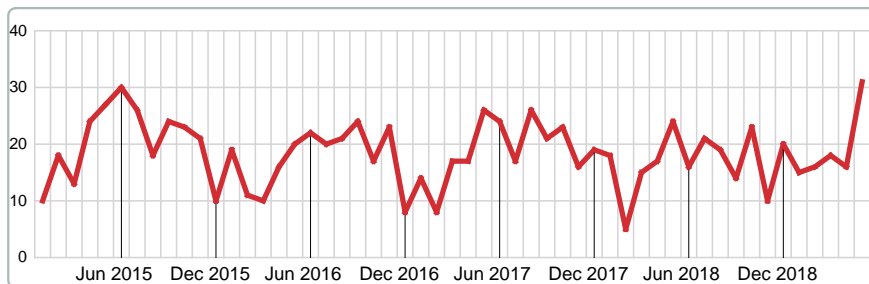
MAY



YEAR TO DATE (YTD)

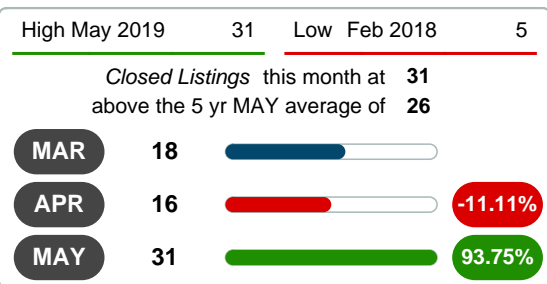


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 26



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	6.45%	20.0	2	0	0	0
\$40,001 - \$50,000	4	12.90%	58.0	1	3	0	0
\$50,001 - \$80,000	5	16.13%	33.8	4	1	0	0
\$80,001 - \$170,000	8	25.81%	68.1	2	4	2	0
\$170,001 - \$260,000	6	19.35%	50.7	2	4	0	0
\$260,001 - \$280,000	2	6.45%	19.0	0	1	1	0
\$280,001 and up	4	12.90%	17.8	0	0	3	1
Total Closed Units	31			11	13	6	1
Total Closed Volume	4,436,422	100%	45.1	953.20K	1.83M	1.33M	320.00K
Average Closed Price	\$143,110			\$86,655	\$140,863	\$222,000	\$320,000

May 2019



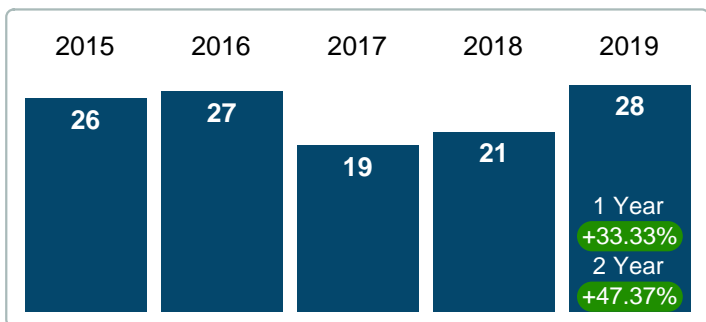
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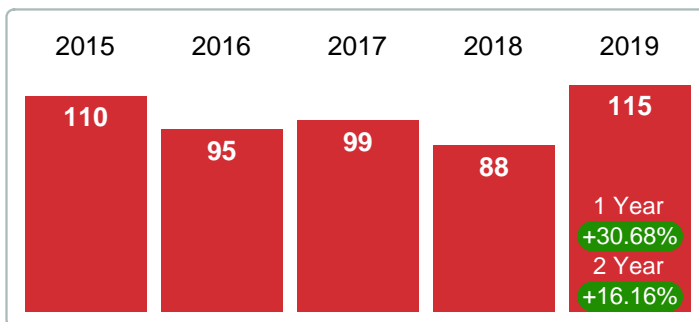
PENDING LISTINGS

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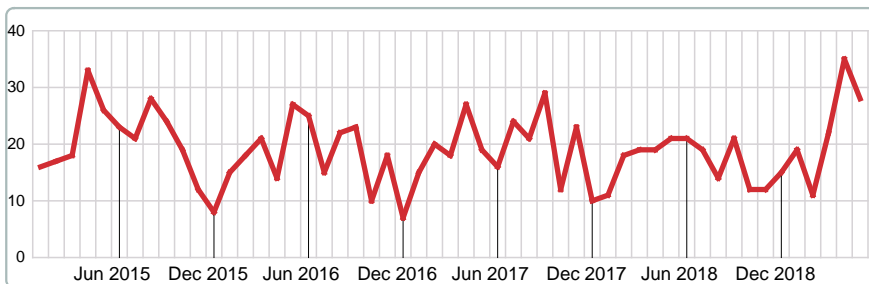
MAY



YEAR TO DATE (YTD)

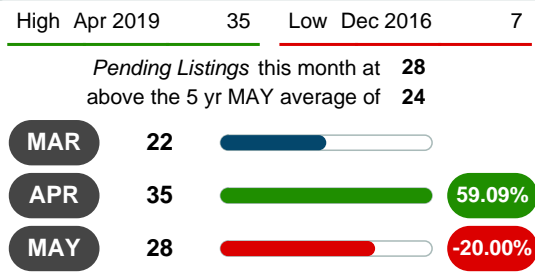


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 24



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	7.14%	3.5	2	0	0	0
\$50,001 - \$75,000	4	14.29%	82.5	2	2	0	0
\$75,001 - \$100,000	5	17.86%	52.4	3	1	1	0
\$100,001 - \$175,000	6	21.43%	67.5	2	2	2	0
\$175,001 - \$200,000	3	10.71%	45.0	0	1	2	0
\$200,001 - \$275,000	5	17.86%	26.6	1	3	1	0
\$275,001 and up	3	10.71%	91.0	0	3	0	0
Total Pending Units	28			10	12	6	0
Total Pending Volume	4,226,300	100%	55.2	874.00K	2.37M	986.40K	0.00B
Average Listing Price	\$150,939			\$87,400	\$197,158	\$164,400	\$0

May 2019



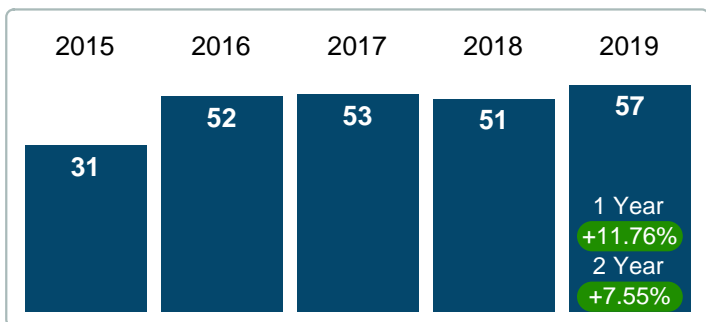
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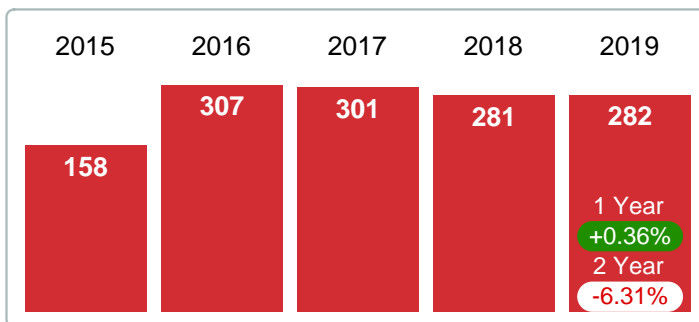
NEW LISTINGS

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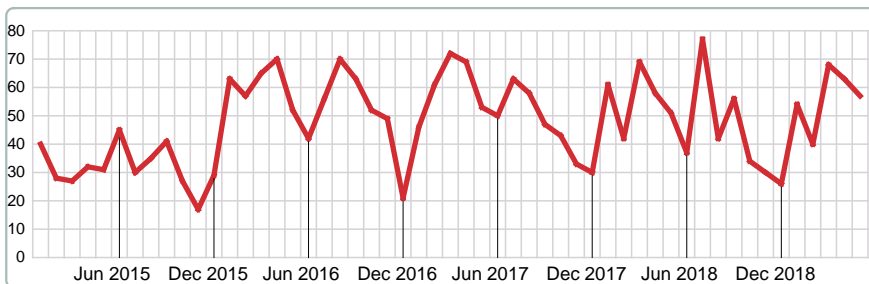
MAY



YEAR TO DATE (YTD)

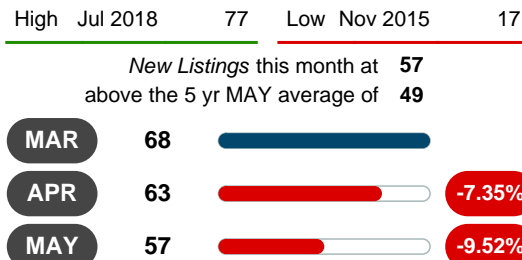


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 49



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	5.26%	2	1	0	0
\$30,001 - \$60,000	8	14.04%	5	2	1	0
\$60,001 - \$80,000	8	14.04%	4	3	1	0
\$80,001 - \$150,000	16	28.07%	5	9	2	0
\$150,001 - \$210,000	6	10.53%	2	1	2	1
\$210,001 - \$280,000	9	15.79%	0	5	4	0
\$280,001 and up	7	12.28%	0	4	3	0
Total New Listed Units	57		18	25	13	1
Total New Listed Volume	8,452,995	100%	1.55M	4.15M	2.55M	199.90K
Average New Listed Listing Price	\$125,947		\$86,189	\$165,988	\$196,308	\$199,900

May 2019



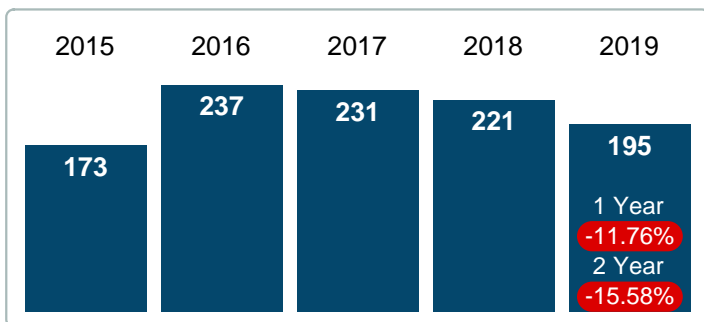
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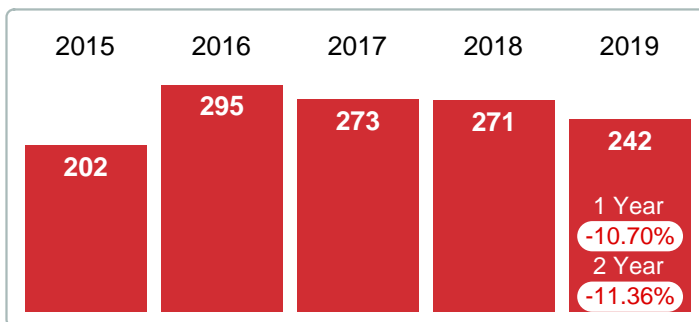
ACTIVE INVENTORY

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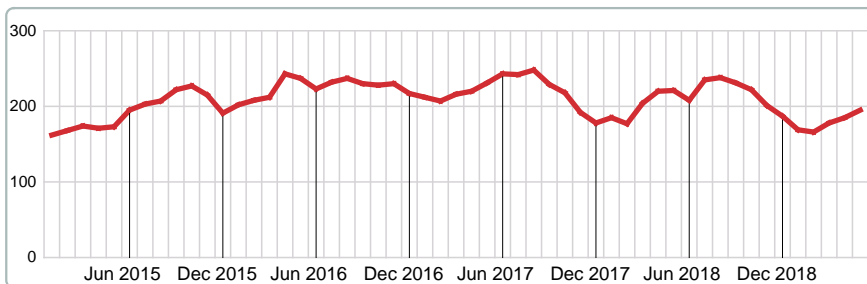
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 211

High Aug 2017 248 Low Jan 2015 162

Inventory this month at 195
below the 5 yr MAY average of 211



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	4.62%	82.6	5	4	0	0
\$25,001 - \$50,000	23	11.79%	69.8	19	3	1	0
\$50,001 - \$75,000	23	11.79%	60.6	9	12	2	0
\$75,001 - \$150,000	56	28.72%	67.0	16	32	8	0
\$150,001 - \$250,000	39	20.00%	66.7	8	21	8	2
\$250,001 - \$350,000	25	12.82%	57.6	0	11	12	2
\$350,001 and up	20	10.26%	97.0	0	8	9	3
Total Active Inventory by Units	195			57	91	40	7
Total Active Inventory by Volume	36,638,464	100%	69.1	4.68M	16.06M	12.92M	2.98M
Average Active Inventory Listing Price	\$187,890			\$82,119	\$176,461	\$323,073	\$425,257

May 2019



Area Delimited by County Of McIntosh - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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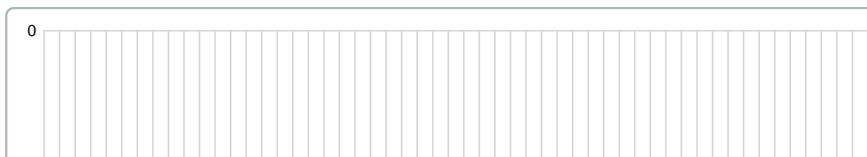
MSI FOR MAY

2015	2016	2017	2018	2019

INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
195	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
\$30,000 and less	12	6.15%	9.60	8.73	24.00	0.00	0.00
\$30,001 - \$60,000	28	14.36%	10.50	22.67	5.14	12.00	0.00
\$60,001 - \$90,000	32	16.41%	8.53	7.09	10.00	9.60	0.00
\$90,001 - \$160,000	46	23.59%	8.90	9.60	8.92	7.50	0.00
\$160,001 - \$250,000	32	16.41%	10.67	21.00	6.00	96.00	24.00
\$250,001 - \$350,000	25	12.82%	14.29	0.00	12.00	20.57	12.00
\$350,001 and up	20	10.26%	30.00	0.00	24.00	54.00	18.00
Market Supply of Inventory (MSI)			10.68	11.03	8.74	17.78	16.80
Total Active Inventory by Units		100%	10.68	57	91	40	7

May 2019



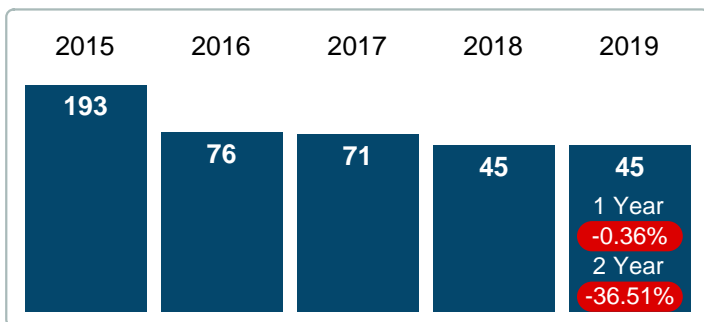
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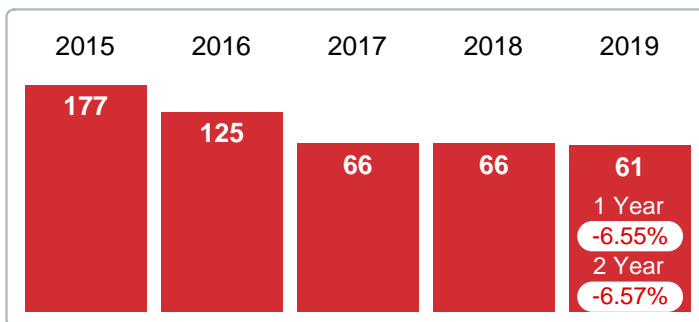
AVERAGE DAYS ON MARKET TO SALE

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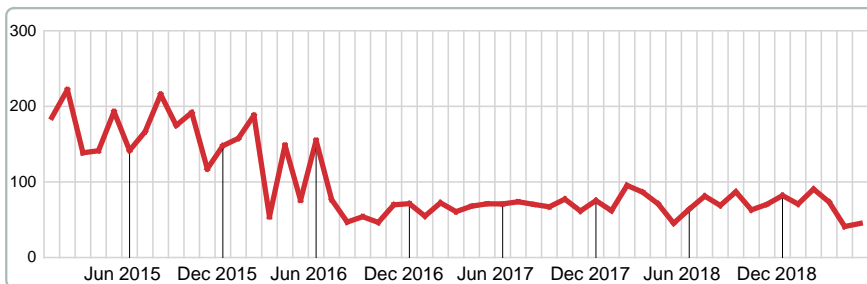
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 86

High Feb 2015 222 Low Apr 2019 41

Average Days on Market to Sale this month at 45 below the 5 yr MAY average of 86



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
\$40,000 and less	6.45%	20	20	0	0	0
\$40,001 - \$50,000	12.90%	58	18	71	0	0
\$50,001 - \$80,000	16.13%	34	42	3	0	0
\$80,001 - \$170,000	25.81%	68	104	69	30	0
\$170,001 - \$260,000	19.35%	51	3	75	0	0
\$260,001 - \$280,000	6.45%	19	0	25	13	0
\$280,001 and up	12.90%	18	0	0	20	11
Average Closed DOM		45	40	63	22	11
Total Closed Units	100%	45	11	13	6	1
Total Closed Volume		4,436,422	953.20K	1.83M	1.33M	320.00K

May 2019



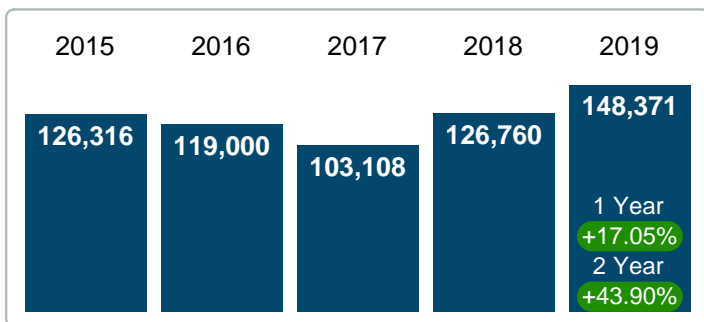
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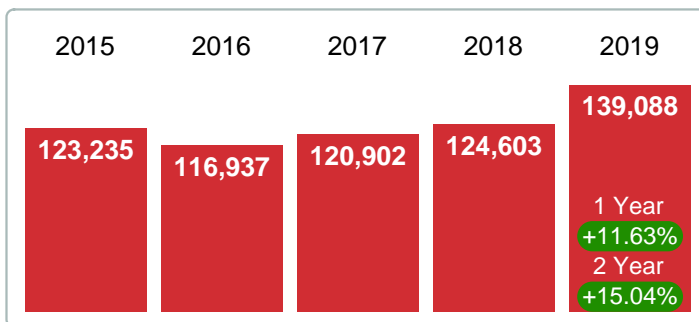
AVERAGE LIST PRICE AT CLOSING

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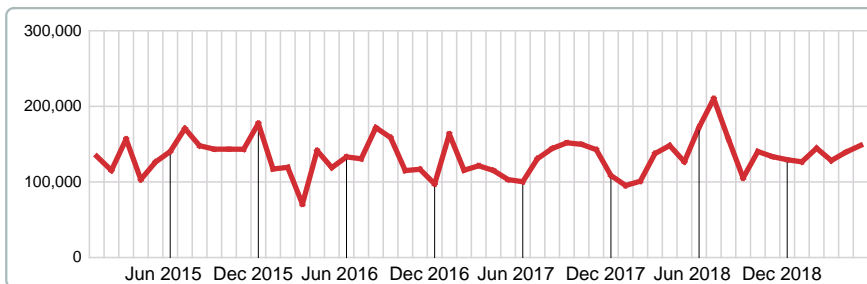
MAY



YEAR TO DATE (YTD)

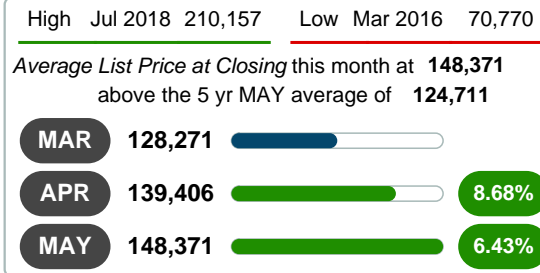


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 124,711



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
\$40,000 and less	6.45%	26,450	26,450	0	0	0
\$40,001 - \$50,000	9.68%	45,967	50,000	46,400	0	0
\$50,001 - \$80,000	16.13%	59,860	72,250	59,000	0	0
\$80,001 - \$170,000	29.03%	120,489	117,750	134,725	105,000	0
\$170,001 - \$260,000	19.35%	208,833	190,500	221,750	0	0
\$260,001 - \$280,000	3.23%	265,000	0	285,000	250,000	0
\$280,001 and up	16.13%	301,400	0	0	297,333	330,000
Average List Price		148,371	91,673	146,854	225,333	330,000
Total Closed Units	100%	148,371	11	13	6	1
Total Closed Volume		4,599,500	1.01M	1.91M	1.35M	330.00K

May 2019



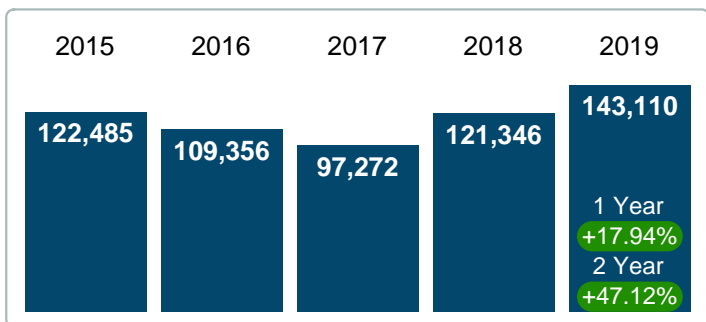
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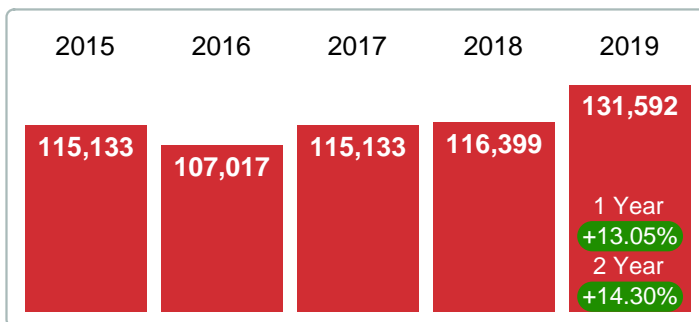
AVERAGE SOLD PRICE AT CLOSING

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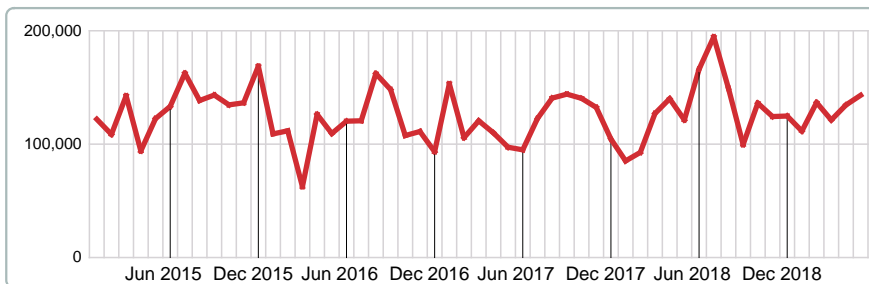
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 118,714

High Jul 2018 194,591 Low Mar 2016 62,545

Average Sold Price at Closing this month at **143,110** above the 5 yr MAY average of **118,714**

- MAR 121,308
- APR 134,563 +10.93%
- MAY 143,110 +6.35%

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
\$40,000 and less	6.45%	25,250	25,250	0	0	0
\$40,001 - \$50,000	12.90%	45,806	43,000	46,741	0	0
\$50,001 - \$80,000	16.13%	61,840	63,550	55,000	0	0
\$80,001 - \$170,000	25.81%	119,563	112,250	130,500	105,000	0
\$170,001 - \$260,000	19.35%	204,167	190,500	211,000	0	0
\$260,001 - \$280,000	6.45%	267,500	0	270,000	265,000	0
\$280,001 and up	12.90%	294,250	0	0	285,667	320,000
Average Sold Price		143,110	86,655	140,863	222,000	320,000
Total Closed Units	100%	143,110	11	13	6	1
Total Closed Volume		4,436,422	953.20K	1.83M	1.33M	320.00K

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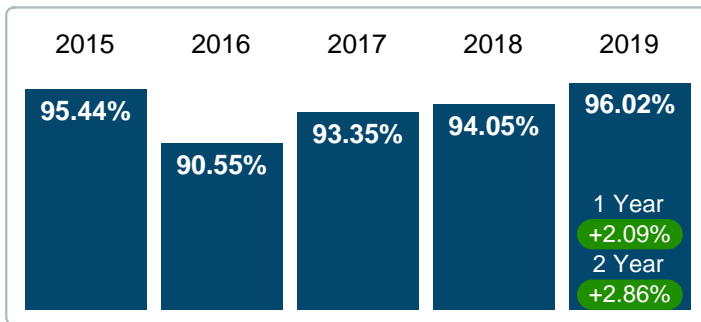
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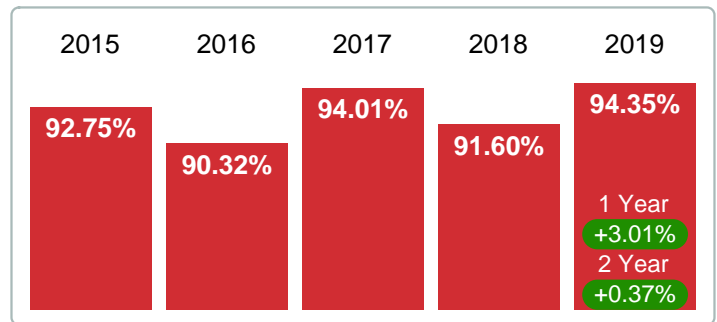
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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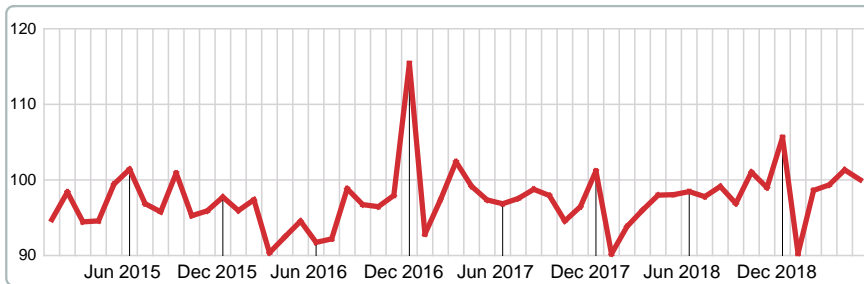
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

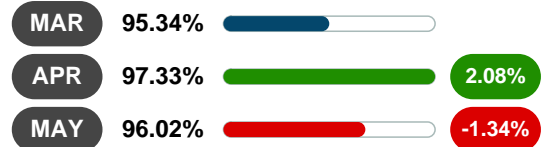


3 MONTHS

5 year MAY AVG = 93.88%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **96.02%** above the 5 yr MAY average of **93.88%**



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	
\$40,000 and less	<div style="width: 6.45%;"></div> 2	6.45%	95.18%	95.18%	0.00%	0.00%	0.00%	
\$40,001 \$50,000	<div style="width: 12.90%;"></div> 4	12.90%	97.33%	86.00%	101.10%	0.00%	0.00%	
\$50,001 \$80,000	<div style="width: 16.13%;"></div> 5	16.13%	90.41%	89.71%	93.22%	0.00%	0.00%	
\$80,001 \$170,000	<div style="width: 25.81%;"></div> 8	25.81%	97.21%	95.29%	96.78%	100.00%	0.00%	
\$170,001 \$260,000	<div style="width: 19.35%;"></div> 6	19.35%	96.81%	100.00%	95.22%	0.00%	0.00%	
\$260,001 \$280,000	<div style="width: 6.45%;"></div> 2	6.45%	100.37%	0.00%	94.74%	106.00%	0.00%	
\$280,001 and up	<div style="width: 12.90%;"></div> 4	12.90%	96.39%	0.00%	0.00%	96.20%	96.97%	
Average Sold/List Ratio		96.00%		93.25%	96.87%	99.10%	96.97%	
Total Closed Units		31	100%	96.00%	11	13	6	1
Total Closed Volume		4,436,422			953.20K	1.83M	1.33M	320.00K

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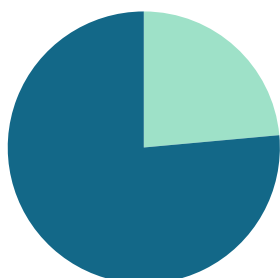
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MARKET SUMMARY

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INVENTORY

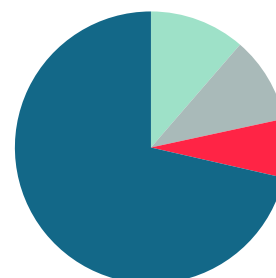


Inventory
 New Listings
57 = 23.55%
 Start Inventory
185
 Total Inventory Units
242
 Volume
\$44,093,064

Market Activity

Closed Sales
31 = 11.36%
 Pending Sales
28 = 10.26%
 Other Off Market
19 = 6.96%
 Active Inventory
195 = 71.43%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	24	31	29.17%	79	96	21.52%
Pending Sales	21	28	33.33%	88	115	30.68%
New Listings	51	57	11.76%	281	282	0.36%
Average List Price	126,760	148,371	17.05%	124,603	139,088	11.63%
Average Sale Price	121,346	143,110	17.94%	116,399	131,592	13.05%
Average Percent of Selling Price to List Price	94.05%	96.02%	2.09%	91.60%	94.35%	3.01%
Average Days on Market to Sale	45.29	45.13	-0.36%	65.61	61.31	-6.55%
Monthly Inventory	221	195	-11.76%	221	195	-11.76%
Months Supply of Inventory	11.79	10.68	-9.35%	11.79	10.68	-9.35%

Absorption: Last 12 months, an Average of **18** Sales/Month

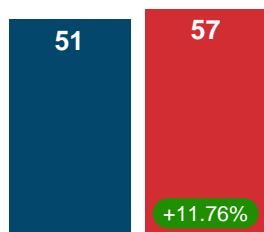
Inventory on May 31, 2019 = **195**

2018 **2019**

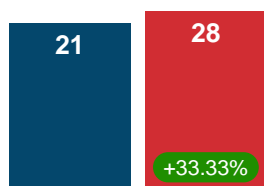
MAY MARKET

AVERAGE PRICES

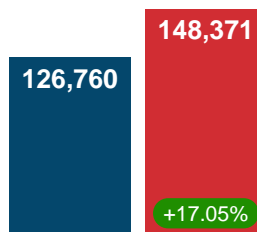
New Listings



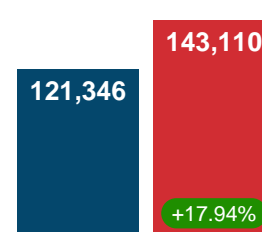
Pending Listings



List Price



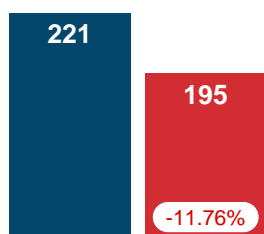
Sale Price



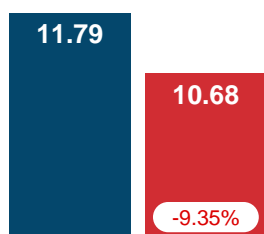
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

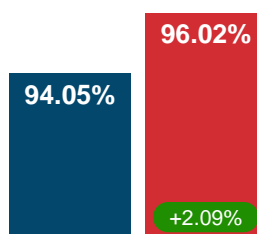
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

