

May 2019



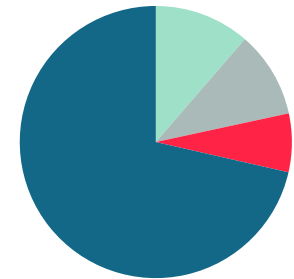
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	104,500	125,000	19.62%
Median Sale Price	98,750	125,000	26.58%
Median Percent of Selling Price to List Price	96.36%	95.74%	-0.64%
Median Days on Market to Sale	42.50	25.00	-41.18%
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.

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 **26.58%** in May 2019 to \$125,000 versus the previous year at \$98,750.

Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 17.50 days or **41.18%** in May 2019 compared to last year's same month at **42.50** DOM.

Sales Success for May 2019 is Positive

Overall, with Median 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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®

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May 2019



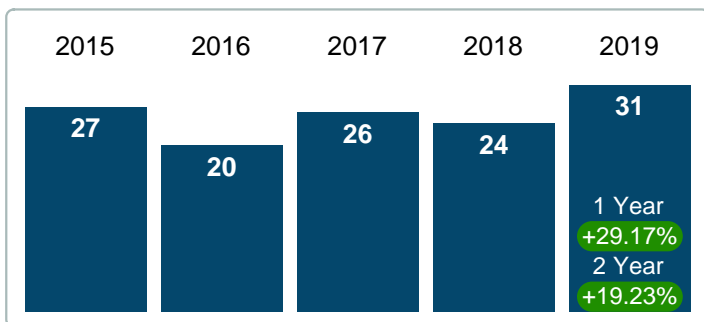
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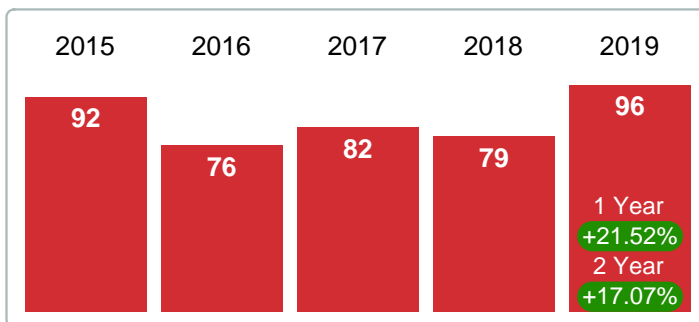
CLOSED LISTINGS

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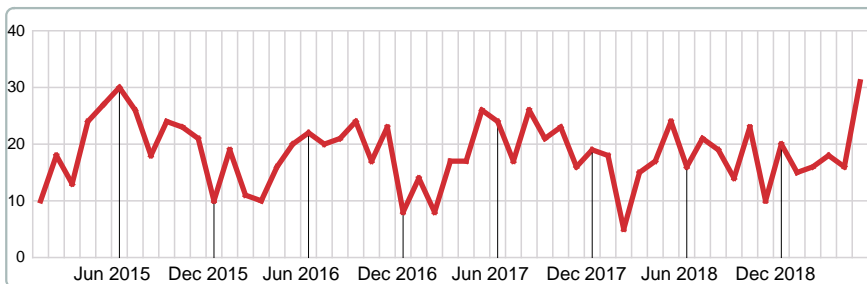
MAY



YEAR TO DATE (YTD)

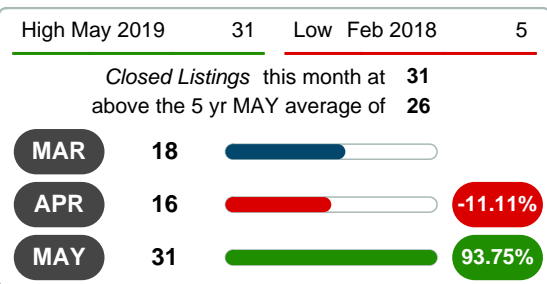


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 26



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	24.0	1	3	0	0
\$50,001 - \$80,000	5	16.13%	10.0	4	1	0	0
\$80,001 - \$170,000	8	25.81%	54.0	2	4	2	0
\$170,001 - \$260,000	6	19.35%	41.5	2	4	0	0
\$260,001 - \$280,000	2	6.45%	19.0	0	1	1	0
\$280,001 and up	4	12.90%	10.5	0	0	3	1
Total Closed Units	31			11	13	6	1
Total Closed Volume	4,436,422	100%	25.0	953.20K	1.83M	1.33M	320.00K
Median Closed Price	\$125,000			\$68,700	\$135,000	\$273,000	\$320,000

May 2019



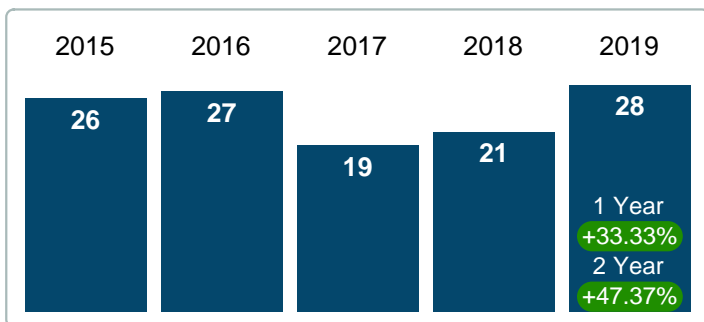
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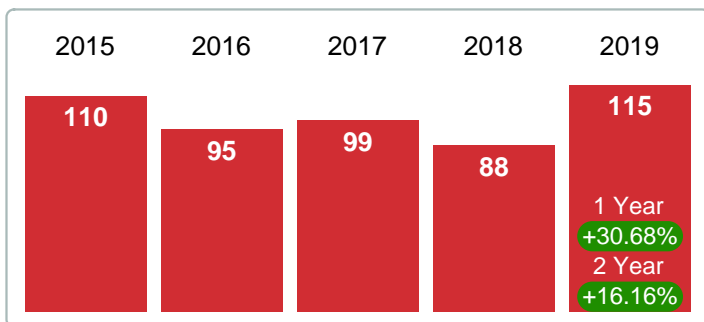
PENDING LISTINGS

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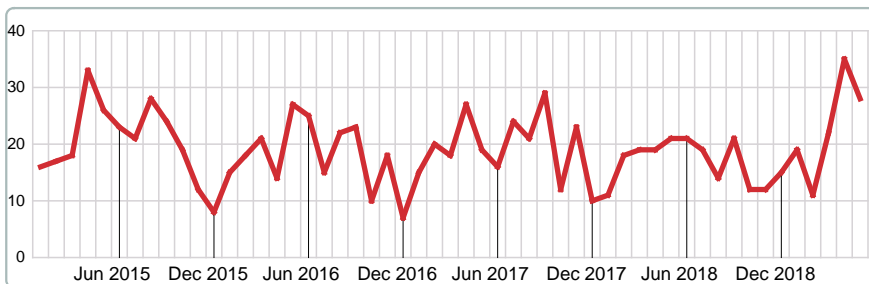
MAY



YEAR TO DATE (YTD)

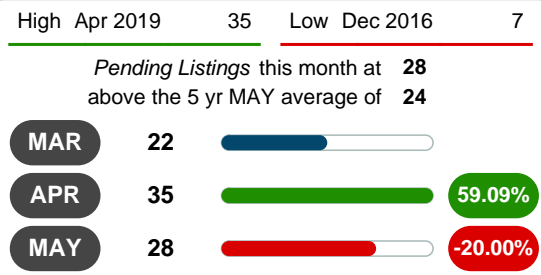


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 24



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	7.14%	3.5	2	0	0	0
\$50,001 - \$70,000	4	14.29%	93.0	2	2	0	0
\$70,001 - \$100,000	5	17.86%	50.0	3	1	1	0
\$100,001 - \$180,000	6	21.43%	61.5	2	2	2	0
\$180,001 - \$210,000	4	14.29%	27.5	1	1	2	0
\$210,001 - \$270,000	4	14.29%	31.5	0	3	1	0
\$270,001 and up	3	10.71%	110.0	0	3	0	0
Total Pending Units	28			10	12	6	0
Total Pending Volume	4,226,300	100%	48.5	874.00K	2.37M	986.40K	0.00B
Median Listing Price	\$137,000			\$79,000	\$201,250	\$179,750	\$0

May 2019



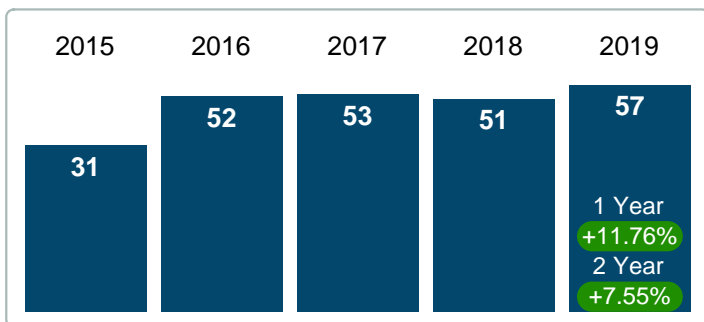
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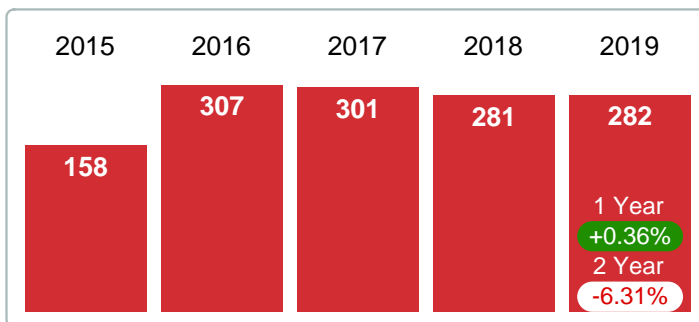
NEW LISTINGS

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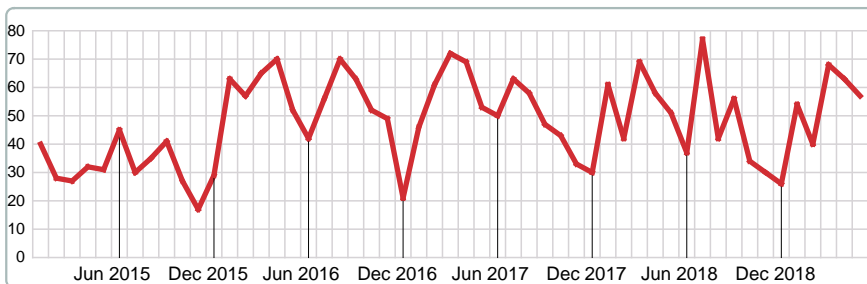
MAY



YEAR TO DATE (YTD)

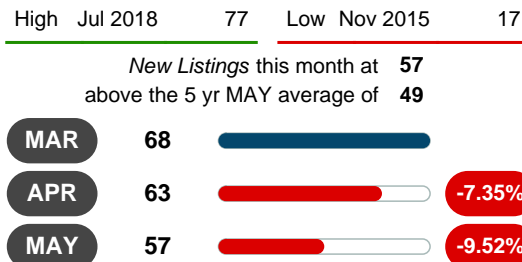


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$125,000		\$75,000	\$133,000	\$219,000	\$199,900

May 2019



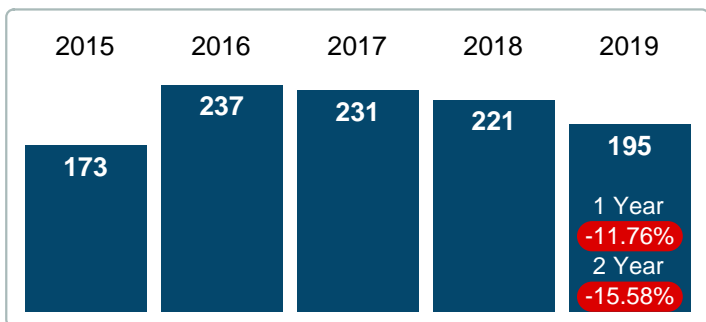
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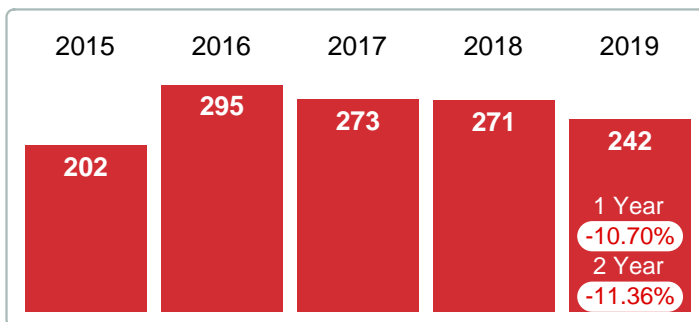
ACTIVE INVENTORY

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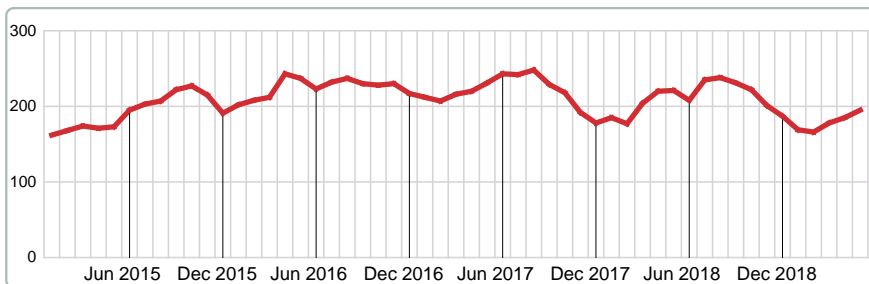
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

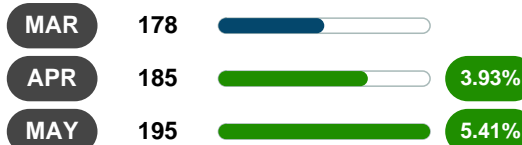


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	6.15%	84.0	8	4	0	0
\$30,001 - \$60,000	28	14.36%	55.5	17	9	2	0
\$60,001 - \$90,000	32	16.41%	55.5	13	15	4	0
\$90,001 - \$160,000	46	23.59%	70.0	12	29	5	0
\$160,001 - \$250,000	32	16.41%	68.0	7	15	8	2
\$250,001 - \$350,000	25	12.82%	46.0	0	11	12	2
\$350,001 and up	20	10.26%	101.5	0	8	9	3
Total Active Inventory by Units	195			57	91	40	7
Total Active Inventory by Volume	36,638,464	100%	64.0	4.68M	16.06M	12.92M	2.98M
Median Active Inventory Listing Price	\$130,000			\$70,000	\$137,000	\$267,000	\$270,000

May 2019



Area Delimited by County Of McIntosh - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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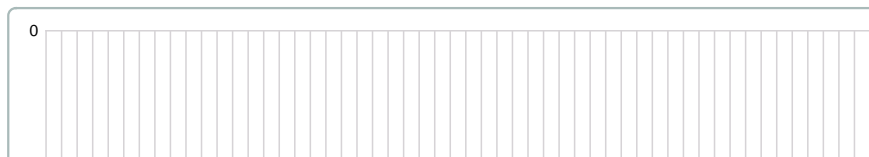
MSI FOR MAY

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



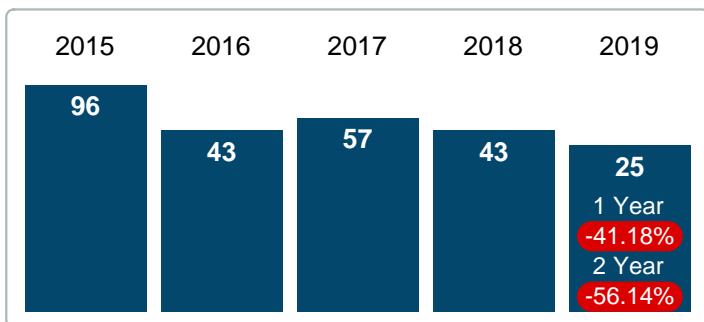
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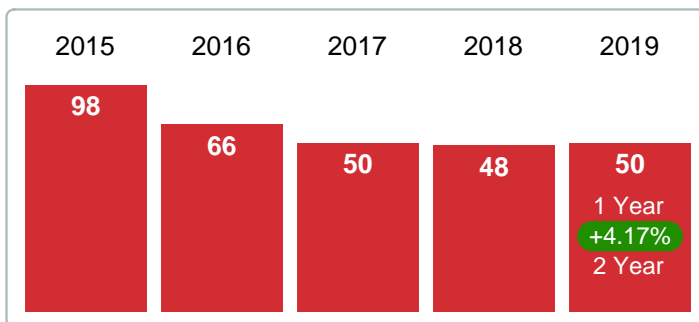
MEDIAN DAYS ON MARKET TO SALE

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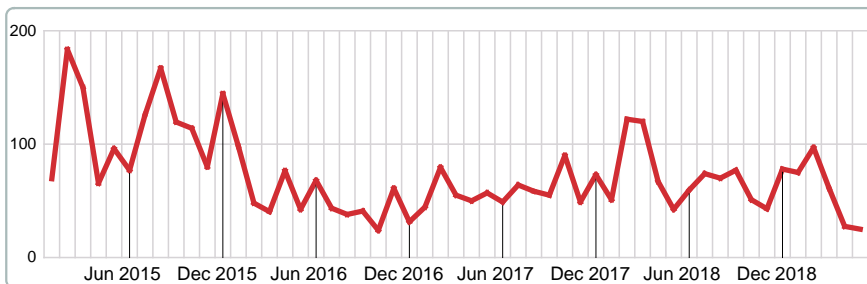
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

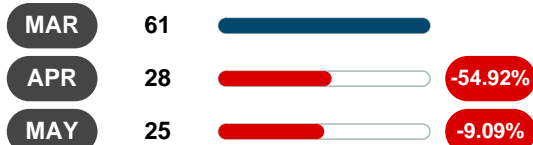


3 MONTHS

5 year MAY AVG = 53

High Feb 2015 184 Low Oct 2016 24

Median Days on Market to Sale this month at 25 below the 5 yr MAY average of 53



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
\$40,000 and less	2	6.45%	20	20	0	0	0
\$40,001 - \$50,000	4	12.90%	24	18	25	0	0
\$50,001 - \$80,000	5	16.13%	10	37	3	0	0
\$80,001 - \$170,000	8	25.81%	54	104	54	30	0
\$170,001 - \$260,000	6	19.35%	42	3	54	0	0
\$260,001 - \$280,000	2	6.45%	19	0	25	13	0
\$280,001 and up	4	12.90%	11	0	0	10	11
Median Closed DOM			25	18	47	12	11
Total Closed Units		100%	25.0	11	13	6	1
Total Closed Volume			4,436,422	953.20K	1.83M	1.33M	320.00K

May 2019



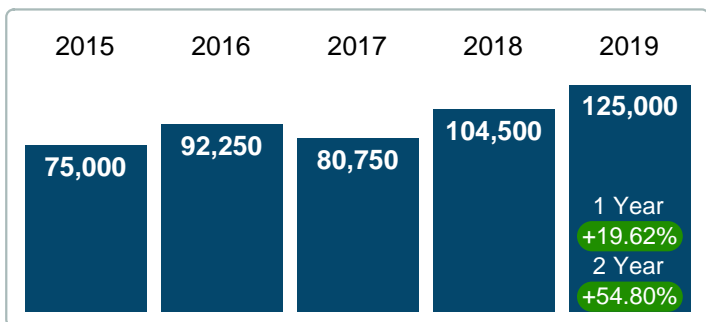
Area Delimited by County Of McIntosh - Residential Property Type



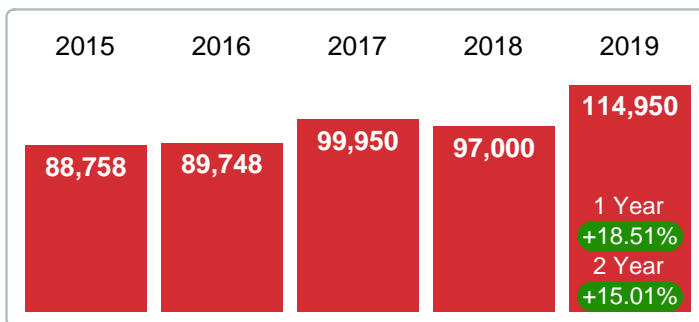
MEDIAN LIST PRICE AT CLOSING

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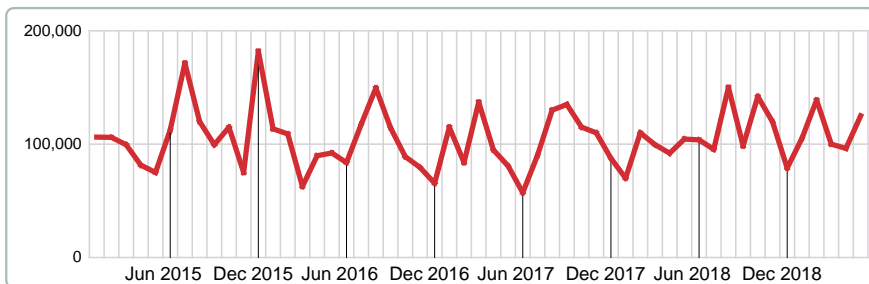
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 95,500

High Dec 2015 181,900 Low Jun 2017 57,300

Median List Price at Closing this month at **125,000**
above the 5 yr MAY average of **95,500**

MAR	100,000	
APR	96,250	-3.75%
MAY	125,000	29.87%

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
\$40,000 and less	6.45%	26,450	26,450	0	0	0
\$40,001 - \$50,000	9.68%	44,000	50,000	43,950	0	0
\$50,001 - \$80,000	16.13%	62,500	63,000	55,150	0	0
\$80,001 - \$170,000	29.03%	125,000	110,500	139,500	105,000	0
\$170,001 - \$260,000	19.35%	204,500	190,500	200,000	250,000	0
\$260,001 - \$280,000	3.23%	265,000	0	265,000	0	0
\$280,001 and up	16.13%	295,000	0	285,000	295,000	330,000
Median List Price		125,000	63,500	140,000	266,000	330,000
Total Closed Units	100%	125,000	11	13	6	1
Total Closed Volume		4,599,500	1.01M	1.91M	1.35M	330.00K

May 2019



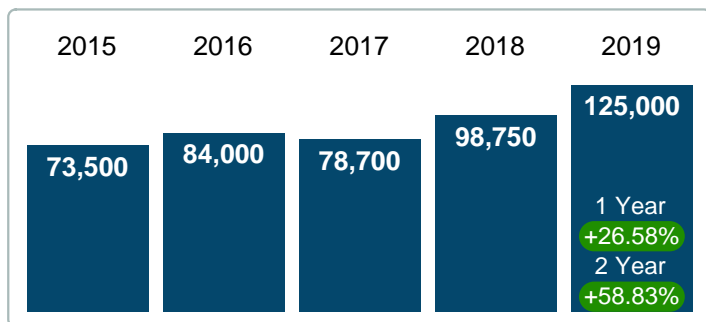
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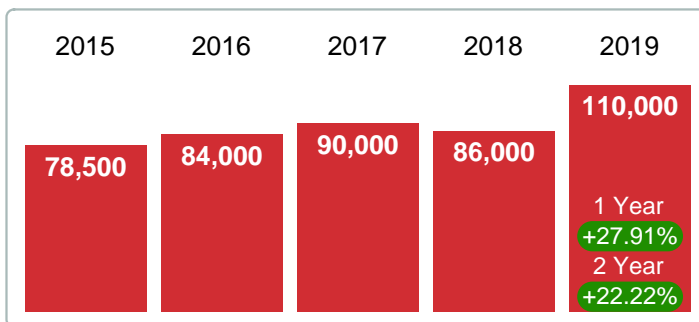
MEDIAN SOLD PRICE AT CLOSING

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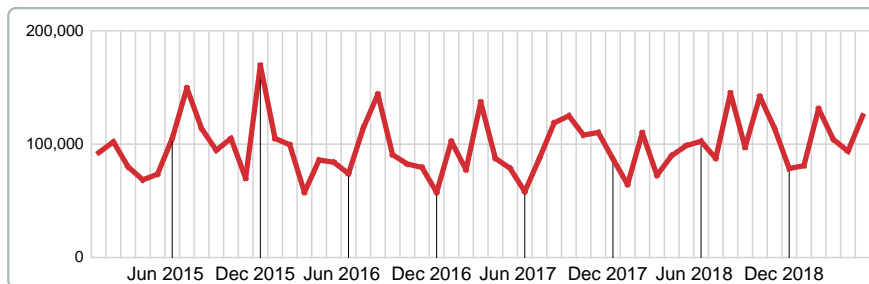
MAY



YEAR TO DATE (YTD)

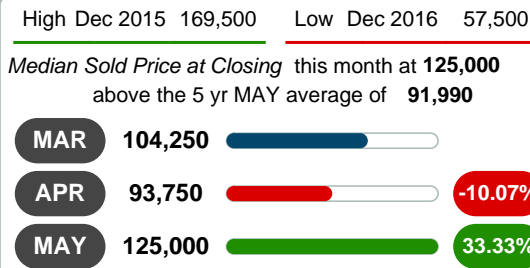


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 91,990



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
\$40,000 and less	6.45%	25,250	25,250	0	0	0
\$40,001 - \$50,000	12.90%	45,611	43,000	48,222	0	0
\$50,001 - \$80,000	16.13%	56,000	62,350	55,000	0	0
\$80,001 - \$170,000	25.81%	122,500	112,250	133,500	105,000	0
\$170,001 - \$260,000	19.35%	199,500	190,500	202,500	0	0
\$260,001 - \$280,000	6.45%	267,500	0	270,000	265,000	0
\$280,001 and up	12.90%	288,000	0	0	282,000	320,000
Median Sold Price		125,000	68,700	135,000	273,000	320,000
Total Closed Units	100%	125,000	11	13	6	1
Total Closed Volume		4,436,422	953.20K	1.83M	1.33M	320.00K

May 2019



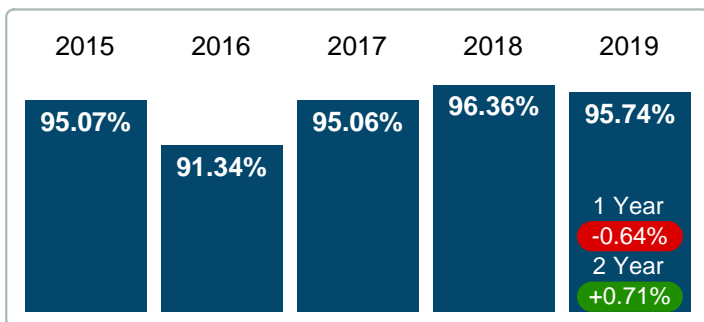
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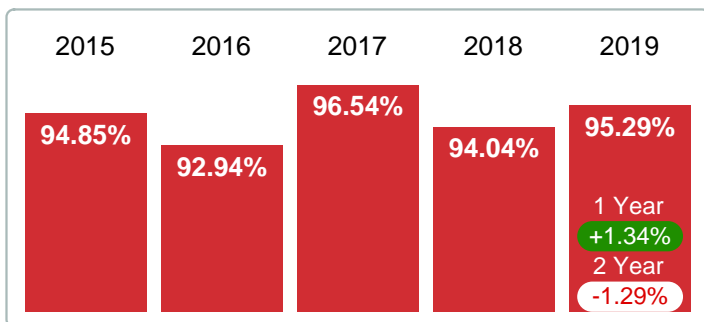
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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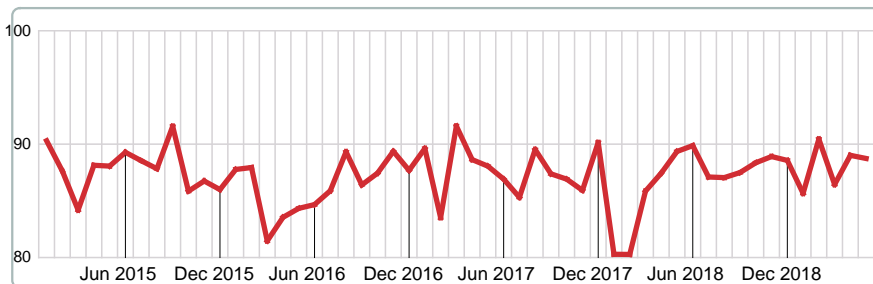
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

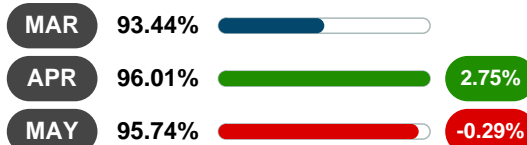


3 MONTHS

5 year MAY AVG = 94.71%

High Mar 2017 98.59% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **95.74%**
 above the 5 yr MAY average of **94.71%**



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
\$40,000 and less	2	6.45%	95.18%	95.18%	0.00%	0.00%	0.00%
\$40,001 - \$50,000	4	12.90%	94.84%	86.00%	95.67%	0.00%	0.00%
\$50,001 - \$80,000	5	16.13%	88.19%	86.89%	93.22%	0.00%	0.00%
\$80,001 - \$170,000	8	25.81%	96.21%	95.29%	96.08%	100.00%	0.00%
\$170,001 - \$260,000	6	19.35%	97.96%	100.00%	96.41%	0.00%	0.00%
\$260,001 - \$280,000	2	6.45%	100.37%	0.00%	94.74%	106.00%	0.00%
\$280,001 and up	4	12.90%	96.11%	0.00%	0.00%	95.25%	96.97%
Median Sold/List Ratio		95.74%		94.57%	95.67%	100.00%	96.97%
Total Closed Units		31	100%	11	13	6	1
Total Closed Volume		4,436,422		953.20K	1.83M	1.33M	320.00K

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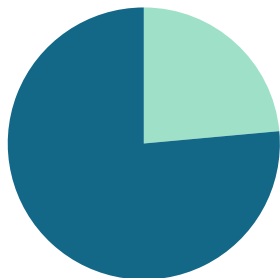
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

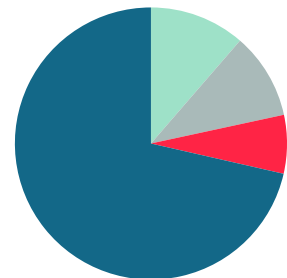


Inventory
 New Listings
57 = 23.55%
 Start Inventory
185
 Total Inventory Units
242
 Volume
\$44,093,064

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%
Median List Price	104,500	125,000	19.62%	97,000	114,950	18.51%
Median Sale Price	98,750	125,000	26.58%	86,000	110,000	27.91%
Median Percent of Selling Price to List Price	96.36%	95.74%	-0.64%	94.04%	95.29%	1.34%
Median Days on Market to Sale	42.50	25.00	-41.18%	48.00	50.00	4.17%
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%

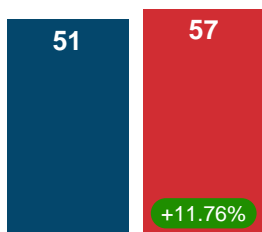
Absorption: Last 12 months, an Average of **18** Sales/Month

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

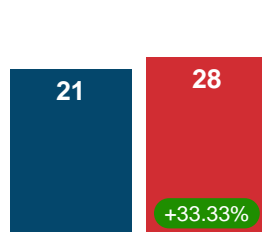
2018 **2019**

MAY MARKET

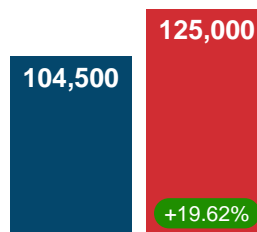
New Listings



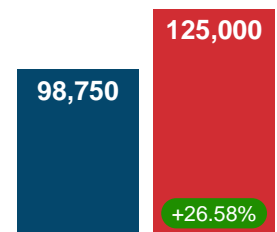
Pending Listings



List Price

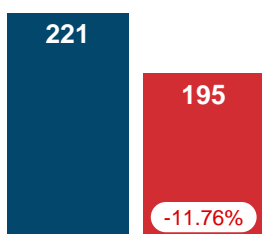


Sale Price

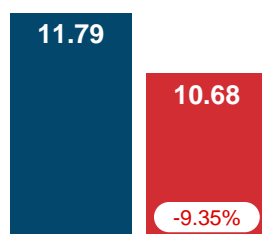


INVENTORY

Active Inventory

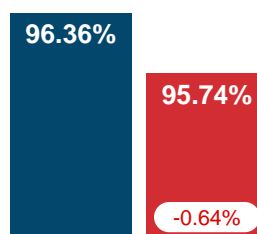


Monthly Supply of Inventory



MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

