

May 2019



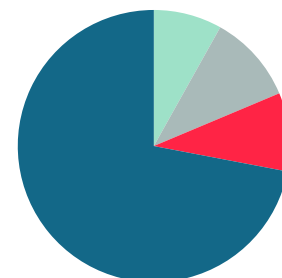
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	86	67	-22.09%
Pending Listings	66	87	31.82%
New Listings	188	167	-11.17%
Average List Price	153,453	119,209	-22.32%
Average Sale Price	146,558	113,066	-22.85%
Average Percent of Selling Price to List Price	95.04%	95.91%	0.91%
Average Days on Market to Sale	55.66	57.22	2.80%
End of Month Inventory	621	594	-4.35%
Months Supply of Inventory	9.03	8.91	-1.36%



■ Closed (8.12%)
■ Pending (10.55%)
■ Other OffMarket (9.33%)
■ Active (72.00%)

Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of May 31, 2019 = **594**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **4.35%** to 594 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **8.91** 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 **22.85%** in May 2019 to \$113,066 versus the previous year at \$146,558.

Average Days on Market Lengthens

The average number of **57.22** days that homes spent on the market before selling increased by 1.56 days or **2.80%** in May 2019 compared to last year's same month at **55.66** DOM.

Sales Success for May 2019 is Positive

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

There were 167 New Listings in May 2019, down **11.17%** from last year at 188. Furthermore, there were 67 Closed Listings this month versus last year at 86, a **-22.09%** decrease.

Closed versus Listed trends yielded a **40.1%** ratio, down from previous year's, May 2018, at **45.7%**, a **12.30%** downswing. This will certainly create pressure on a decreasing Monthly 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



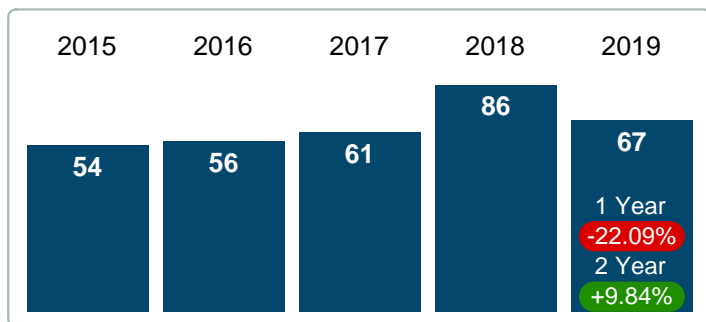
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



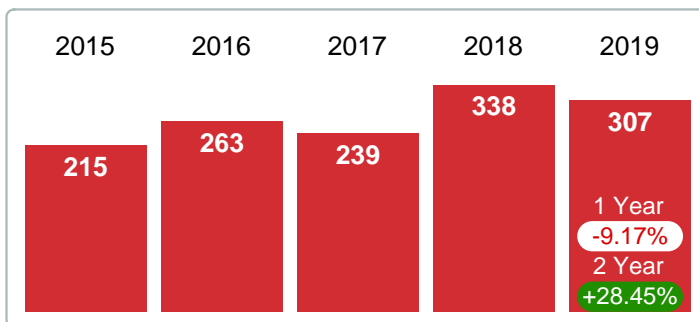
CLOSED LISTINGS

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

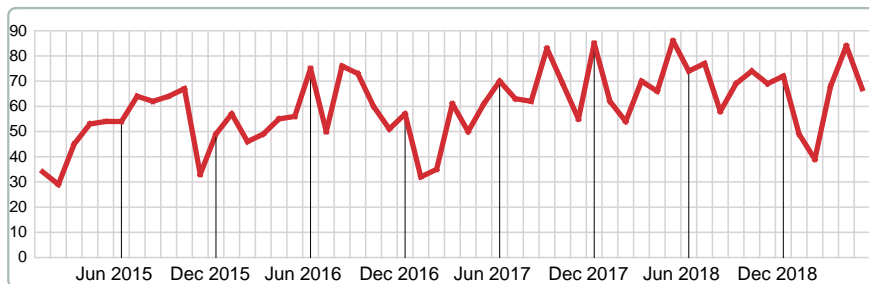
MAY



YEAR TO DATE (YTD)

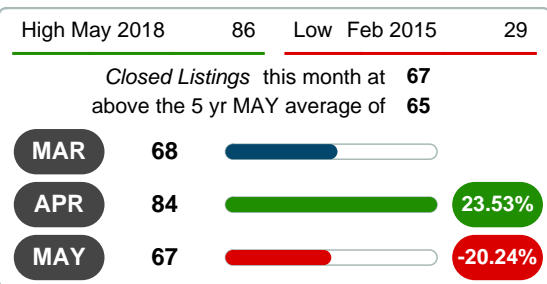


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 65



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	5	7.46%	15.6	1	3	1	0
\$30,001 - \$50,000	13	19.40%	57.1	7	6	0	0
\$50,001 - \$70,000	4	5.97%	45.3	0	4	0	0
\$70,001 - \$110,000	18	26.87%	60.2	5	12	1	0
\$110,001 - \$170,000	15	22.39%	46.4	3	10	2	0
\$170,001 - \$220,000	5	7.46%	90.8	0	3	2	0
\$220,001 and up	7	10.45%	85.7	1	4	2	0
Total Closed Units	67			17	42	8	0
Total Closed Volume	7,575,449	100%	57.2	1.59M	4.69M	1.29M	0.00B
Average Closed Price	\$113,066			\$93,529	\$111,754	\$161,475	\$0

May 2019



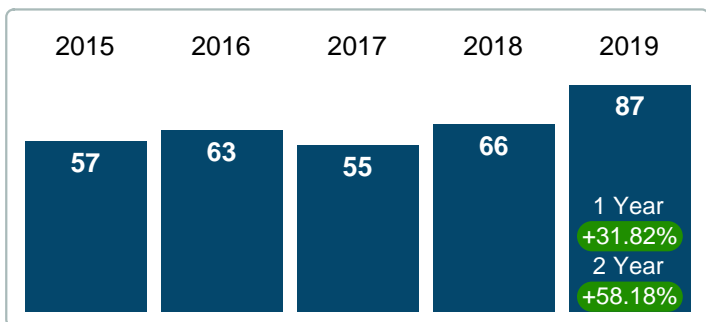
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



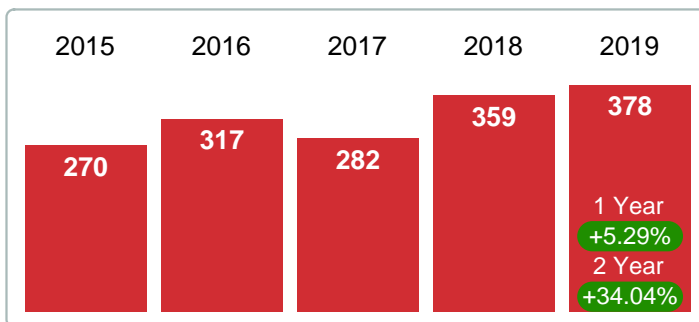
PENDING LISTINGS

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

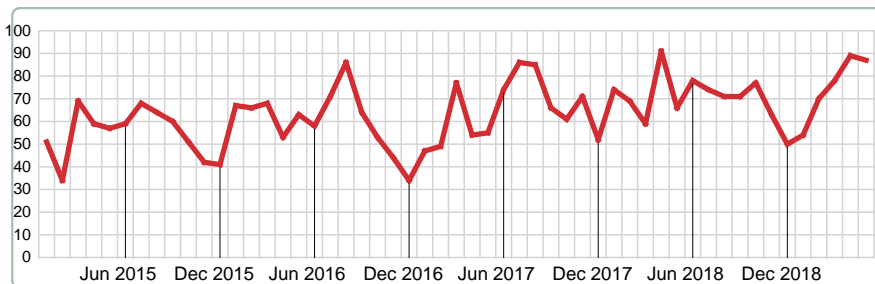
MAY



YEAR TO DATE (YTD)

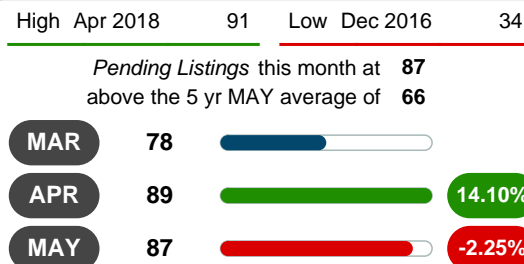


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	1.15%	15.0	0	1	0	0
\$20,001 - \$50,000	15	17.24%	56.1	8	7	0	0
\$50,001 - \$80,000	16	18.39%	69.2	4	10	1	1
\$80,001 - \$120,000	21	24.14%	60.3	4	15	2	0
\$120,001 - \$150,000	13	14.94%	75.7	0	12	1	0
\$150,001 - \$220,000	10	11.49%	48.9	1	6	3	0
\$220,001 and up	11	12.64%	68.8	1	6	3	1
Total Pending Units	87			18	57	10	2
Total Pending Volume	10,820,440	100%	63.1	1.28M	6.83M	2.21M	503.90K
Average Listing Price	\$124,476			\$71,078	\$119,771	\$221,020	\$251,950

May 2019



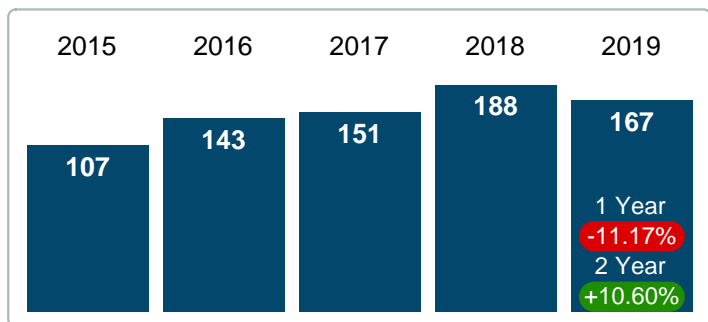
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



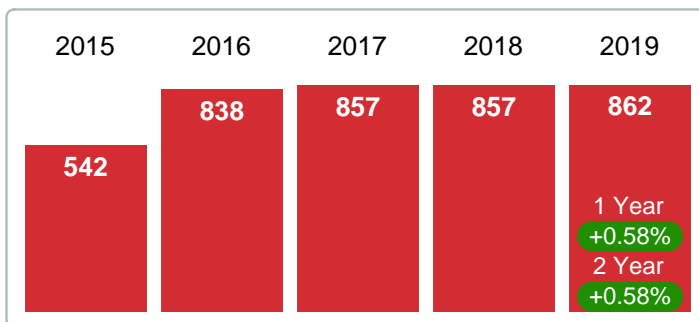
NEW LISTINGS

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

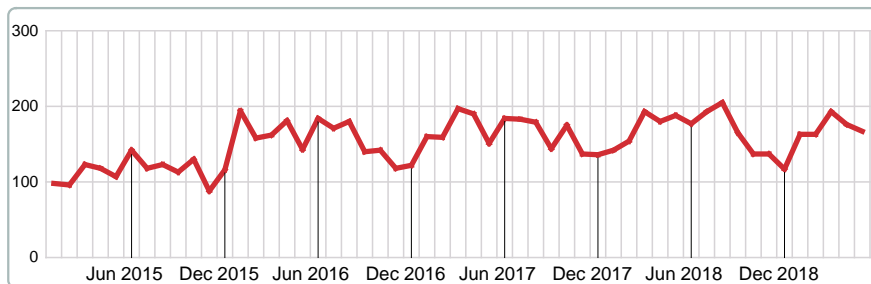
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 151

High Aug 2018 205 Low Nov 2015 88

New Listings this month at 167
above the 5 yr MAY average of 151



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Price Range	Count	%
\$40,000 and less	13	7.78%
\$40,001 - \$60,000	16	9.58%
\$60,001 - \$100,000	33	19.76%
\$100,001 - \$150,000	43	25.75%
\$150,001 - \$210,000	24	14.37%
\$210,001 - \$320,000	21	12.57%
\$320,001 and up	17	10.18%
Total New Listed Units	167	
Total New Listed Volume	28,241,120	100%
Average New Listed Listing Price	\$121,627	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	7	0	0
\$40,001 - \$60,000	4	9	1	2
\$60,001 - \$100,000	11	20	2	0
\$100,001 - \$150,000	3	29	10	1
\$150,001 - \$210,000	1	16	5	2
\$210,001 - \$320,000	4	11	6	0
\$320,001 and up	2	5	8	2
Total	31	97	32	7
Total New Listed Volume	3.83M	14.40M	8.05M	1.96M
Average New Listed Listing Price	\$123,552	\$148,463	\$251,509	\$280,261

May 2019



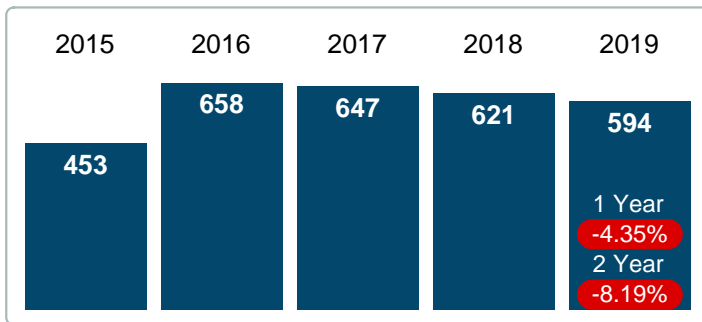
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



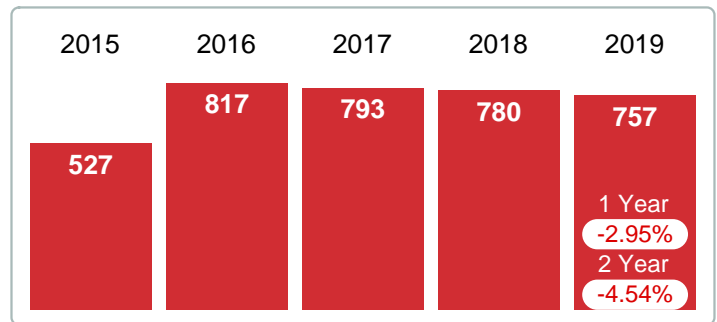
ACTIVE INVENTORY

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

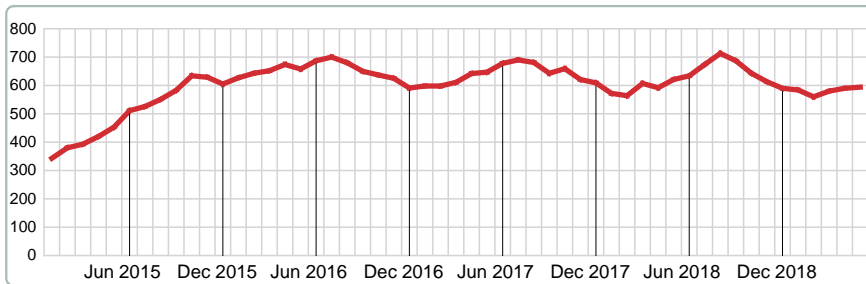
END OF MAY



ACTIVE DURING MAY

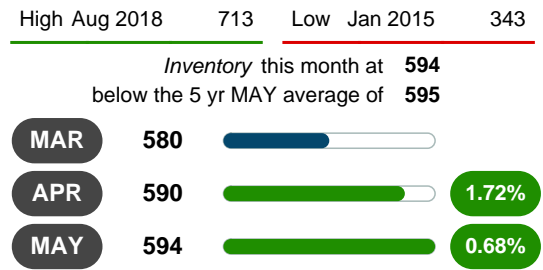


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 595



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	60	10.10%	65.9	23	33	3	1
\$50,001 - \$75,000	67	11.28%	65.8	23	41	3	0
\$75,001 - \$100,000	79	13.30%	102.3	15	50	12	2
\$100,001 - \$175,000	141	23.74%	75.8	13	96	28	4
\$175,001 - \$275,000	93	15.66%	73.6	14	50	26	3
\$275,001 - \$450,000	89	14.98%	82.0	10	47	26	6
\$450,001 and up	65	10.94%	87.2	2	23	31	9
Total Active Inventory by Units	594			100	340	129	25
Total Active Inventory by Volume	135,899,375	100%	79.0	13.37M	66.85M	41.72M	13.95M
Average Active Inventory Listing Price	\$228,787			\$133,717	\$196,626	\$323,433	\$558,077

May 2019



Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - 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 %
594	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	60	10.10%	4.68	4.68	4.77	3.00	0.00
\$50,001 - \$70,000	53	8.92%	6.63	12.00	5.29	5.14	0.00
\$70,001 - \$110,000	111	18.69%	7.57	6.86	7.28	10.59	12.00
\$110,001 - \$190,000	144	24.24%	8.43	12.00	7.29	11.61	20.00
\$190,001 - \$290,000	81	13.64%	9.82	56.00	7.87	9.60	7.20
\$290,001 - \$470,000	84	14.14%	17.68	32.00	19.45	20.57	5.45
\$470,001 and up	61	10.27%	56.31	0.00	48.00	60.00	54.00
Market Supply of Inventory (MSI)		8.91		9.02	7.76	13.23	12.50
Total Active Inventory by Units		594	100%	100	340	129	25

May 2019



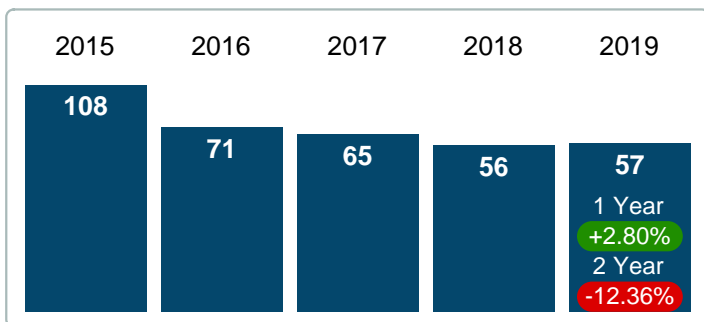
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



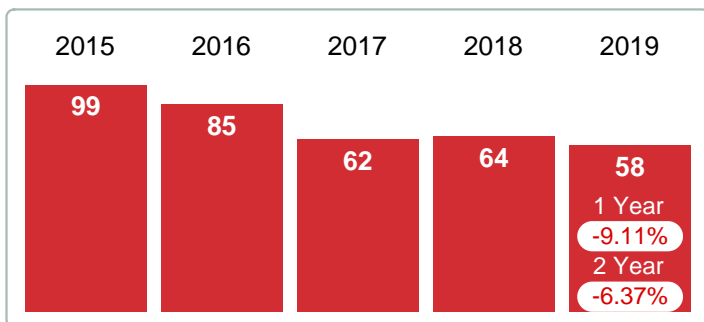
AVERAGE DAYS ON MARKET TO SALE

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

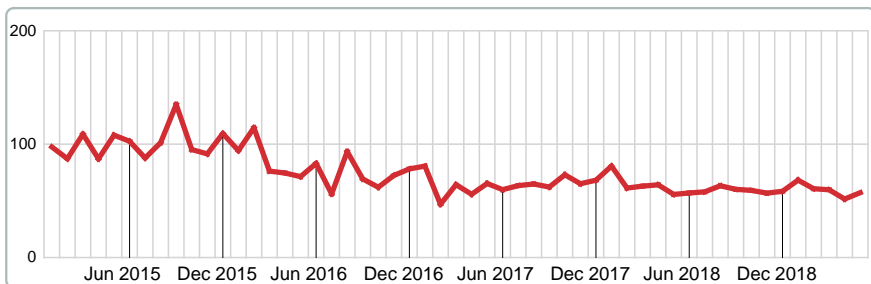
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 71

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 57 below the 5 yr MAY average of 71



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	7.46%	16	1	17	27	0
\$30,001 - \$50,000	19.40%	57	70	42	0	0
\$50,001 - \$70,000	5.97%	45	0	45	0	0
\$70,001 - \$110,000	26.87%	60	62	62	31	0
\$110,001 - \$170,000	22.39%	46	44	50	34	0
\$170,001 - \$220,000	7.46%	91	0	142	14	0
\$220,001 and up	10.45%	86	113	86	72	0
Average Closed DOM		57	62	59	37	0
Total Closed Units	100%	57	17	42	8	0
Total Closed Volume		7,575,449	1.59M	4.69M	1.29M	0.00B

May 2019



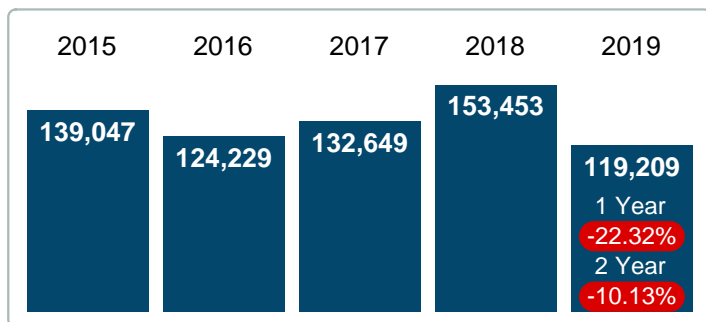
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



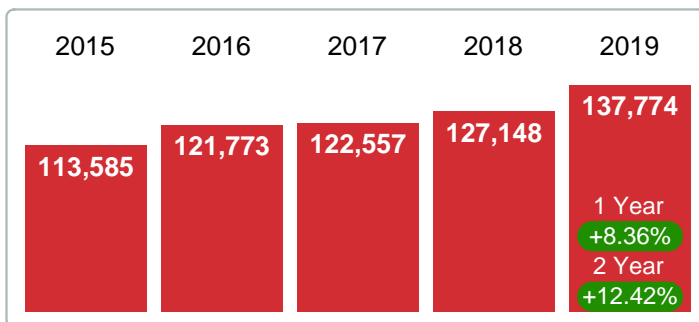
AVERAGE LIST PRICE AT CLOSING

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

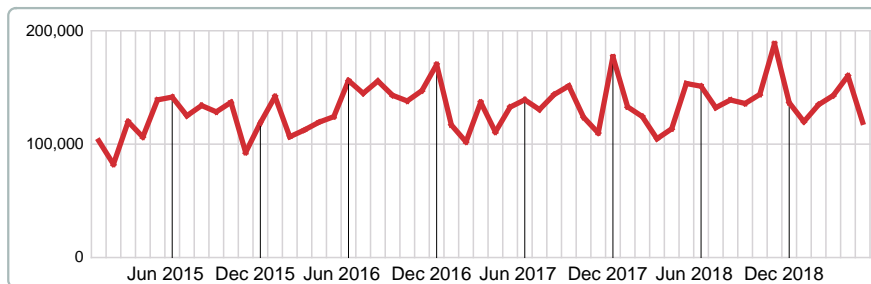
MAY



YEAR TO DATE (YTD)

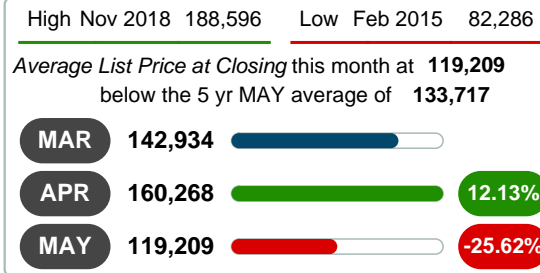


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 133,717



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	8.96%	24,417	25,000	29,100	21,000	0
\$30,001 - \$50,000	11.94%	42,463	47,529	39,650	0	0
\$50,001 - \$70,000	11.94%	59,788	0	65,150	0	0
\$70,001 - \$110,000	20.90%	90,971	103,640	95,425	80,000	0
\$110,001 - \$170,000	22.39%	133,093	158,467	145,580	156,950	0
\$170,001 - \$220,000	10.45%	190,843	0	208,333	233,750	0
\$220,001 and up	13.43%	268,511	419,000	261,175	238,950	0
Average List Price		119,209	104,135	115,629	170,038	0
Total Closed Units	100%	119,209	17	42	8	0
Total Closed Volume		7,987,000	1.77M	4.86M	1.36M	0.00B

May 2019



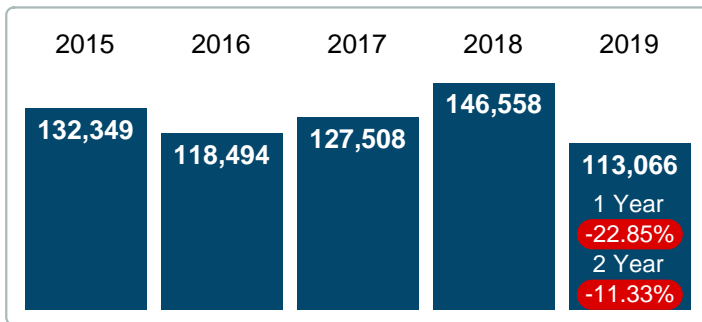
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



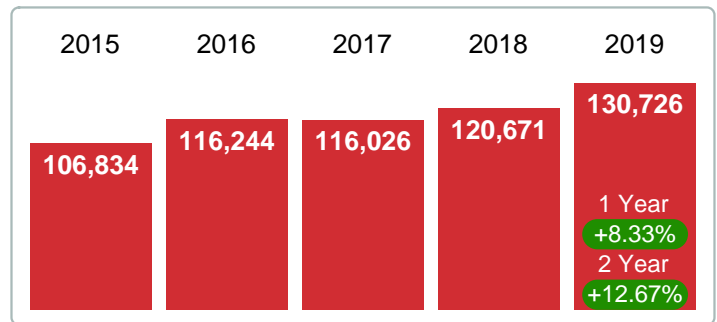
AVERAGE SOLD PRICE AT CLOSING

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

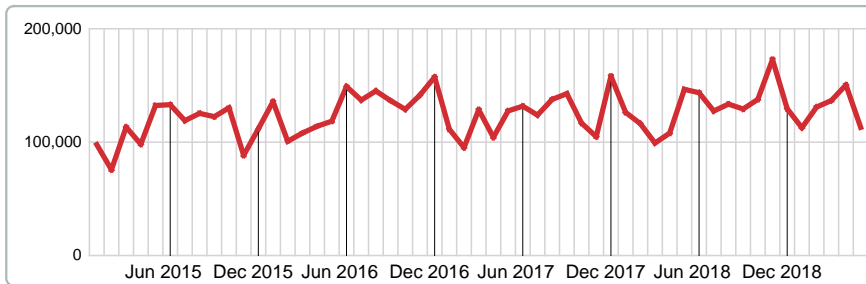
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

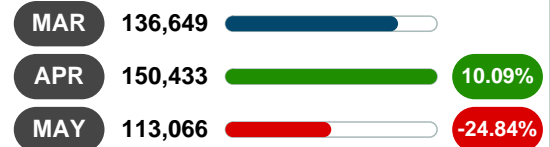


3 MONTHS

5 year MAY AVG = 127,595

High Nov 2018 172,895 Low Feb 2015 75,712

Average Sold Price at Closing this month at **113,066** below the 5 yr MAY average of **127,595**



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	7.46%	24,500	25,000	26,000	19,500	0
\$30,001 - \$50,000	19.40%	42,431	43,429	41,267	0	0
\$50,001 - \$70,000	5.97%	63,250	0	63,250	0	0
\$70,001 - \$110,000	26.87%	89,781	85,600	92,354	79,800	0
\$110,001 - \$170,000	22.39%	142,760	146,000	139,840	152,500	0
\$170,001 - \$220,000	7.46%	203,000	0	199,167	208,750	0
\$220,001 and up	10.45%	267,986	395,000	252,725	235,000	0
Average Sold Price		113,066	93,529	111,754	161,475	0
Total Closed Units	100%	113,066	17	42	8	0
Total Closed Volume		7,575,449	1.59M	4.69M	1.29M	0.00B

May 2019



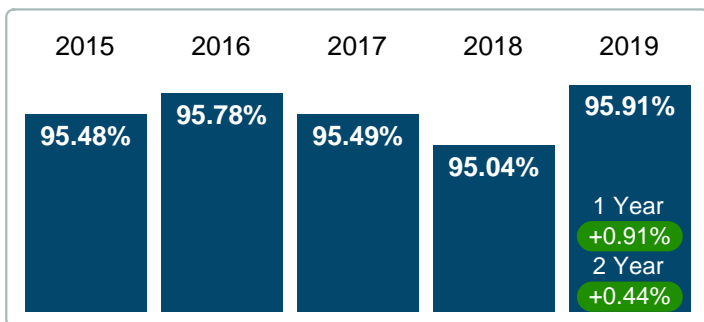
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



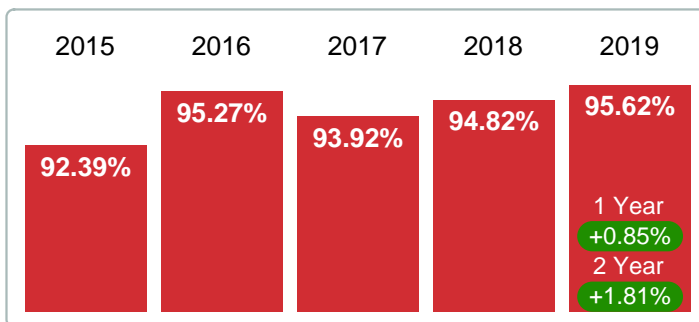
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

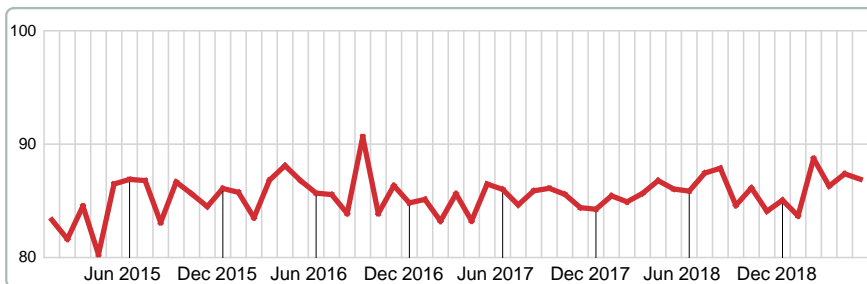
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

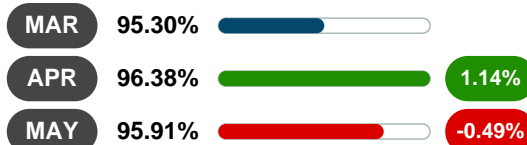


3 MONTHS

5 year MAY AVG = 95.54%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **95.91%** equal to 5 yr MAY average of **95.54%**



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
\$30,000 and less	5	7.46%	93.37%	100.00%	91.33%	92.86%	0.00%
\$30,001 - \$50,000	13	19.40%	100.87%	91.46%	111.85%	0.00%	0.00%
\$50,001 - \$70,000	4	5.97%	97.00%	0.00%	97.00%	0.00%	0.00%
\$70,001 - \$110,000	18	26.87%	93.35%	83.32%	96.99%	99.75%	0.00%
\$110,001 - \$170,000	15	22.39%	95.60%	91.95%	96.39%	97.17%	0.00%
\$170,001 - \$220,000	5	7.46%	93.58%	0.00%	95.96%	90.00%	0.00%
\$220,001 and up	7	10.45%	96.79%	94.27%	96.65%	98.33%	0.00%
Average Sold/List Ratio		95.90%		89.82%	98.46%	95.45%	0.00%
Total Closed Units		67	100%	17	42	8	
Total Closed Volume		7,575,449		1.59M	4.69M	1.29M	0.00B

May 2019



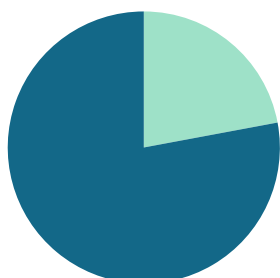
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

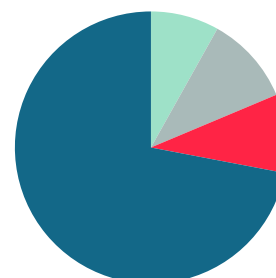


Inventory
 New Listings
167 = 22.06%
 Start Inventory
590
 Total Inventory Units
757
 Volume
\$161,327,141

Market Activity

Closed Sales
67 = 8.12%
 Pending Sales
87 = 10.55%
 Other Off Market
77 = 9.33%
 Active Inventory
594 = 72.00%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	86	67	-22.09%	338	307	-9.17%
Pending Sales	66	87	31.82%	359	378	5.29%
New Listings	188	167	-11.17%	857	862	0.58%
Average List Price	153,453	119,209	-22.32%	127,148	137,774	8.36%
Average Sale Price	146,558	113,066	-22.85%	120,671	130,726	8.33%
Average Percent of Selling Price to List Price	95.04%	95.91%	0.91%	94.82%	95.62%	0.85%
Average Days on Market to Sale	55.66	57.22	2.80%	64.30	58.44	-9.11%
Monthly Inventory	621	594	-4.35%	621	594	-4.35%
Months Supply of Inventory	9.03	8.91	-1.36%	9.03	8.91	-1.36%

Absorption: Last 12 months, an Average of **67** Sales/Month

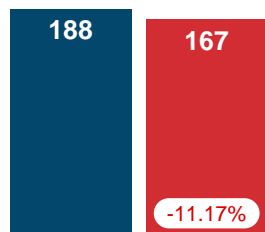
Inventory on May 31, 2019 = **594**

2018 **2019**

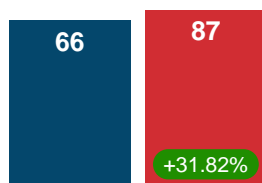
MAY MARKET

AVERAGE PRICES

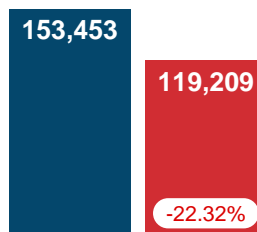
New Listings



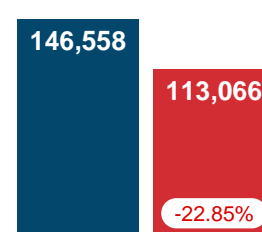
Pending Listings



List Price



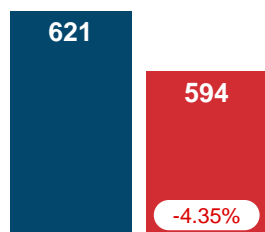
Sale Price



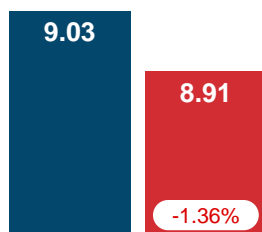
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

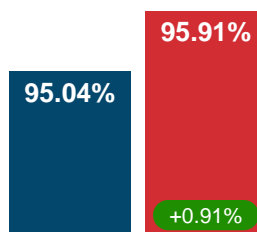
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

