

May 2019



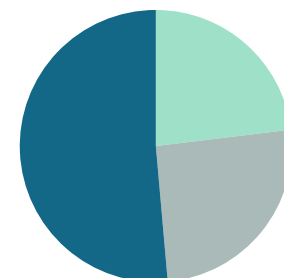
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	53	66	24.53%
Pending Listings	71	73	2.82%
New Listings	60	68	13.33%
Average List Price	123,554	117,769	-4.68%
Average Sale Price	116,127	115,038	-0.94%
Average Percent of Selling Price to List Price	91.80%	97.60%	6.32%
Average Days on Market to Sale	136.85	173.18	26.55%
End of Month Inventory	173	147	-15.03%
Months Supply of Inventory	3.75	2.85	-24.21%



■ Closed (23.08%)
■ Pending (25.52%)
■ Other OffMarket (0.00%)
■ Active (51.40%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of May 31, 2019 = **147**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **15.03%** to 147 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **2.85** 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 **0.94%** in May 2019 to \$115,038 versus the previous year at \$116,127.

Average Days on Market Lengthens

The average number of **173.18** days that homes spent on the market before selling increased by 36.33 days or **26.55%** in May 2019 compared to last year's same month at **136.85** 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 68 New Listings in May 2019, up **13.33%** from last year at 60. Furthermore, there were 66 Closed Listings this month versus last year at 53, a **24.53%** increase.

Closed versus Listed trends yielded a **97.1%** ratio, up from previous year's, May 2018, at **88.3%**, a **9.88%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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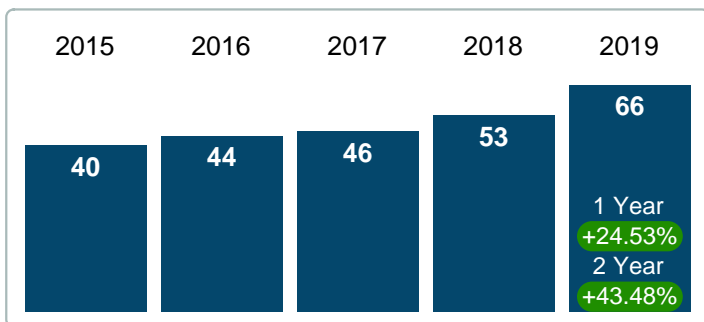
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



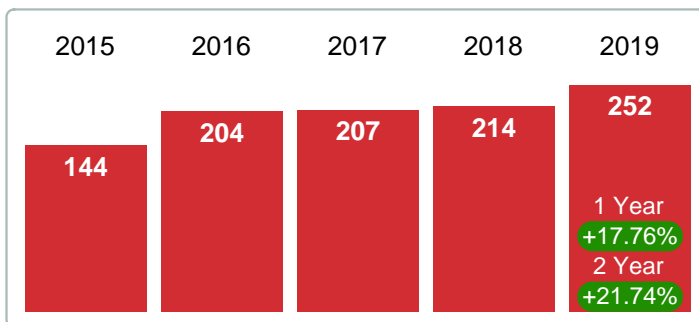
CLOSED LISTINGS

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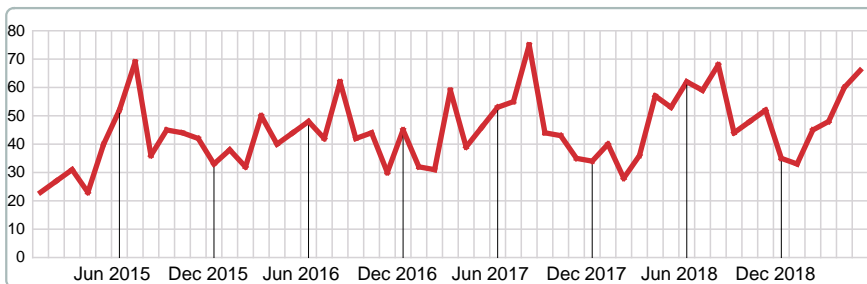
MAY



YEAR TO DATE (YTD)

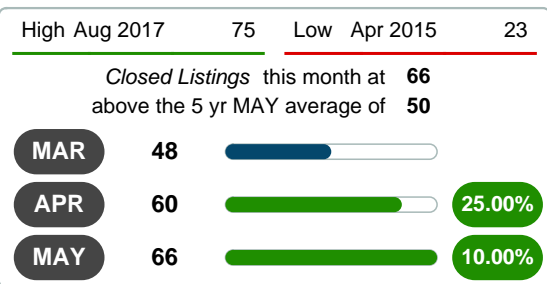


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 50



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	6	9.09%	184.0	4	1	1	0
\$40,001 - \$60,000	8	12.12%	346.1	2	6	0	0
\$60,001 - \$80,000	13	19.70%	138.2	3	9	1	0
\$80,001 - \$120,000	15	22.73%	186.1	4	10	1	0
\$120,001 - \$160,000	8	12.12%	110.9	2	5	1	0
\$160,001 - \$230,000	9	13.64%	141.3	1	7	1	0
\$230,001 and up	7	10.61%	115.6	0	2	5	0
Total Closed Units	66			16	40	10	0
Total Closed Volume	7,592,480	100%	173.2	1.22M	4.55M	1.82M	0.00B
Average Closed Price	\$115,038			\$76,369	\$113,723	\$182,168	\$0

May 2019



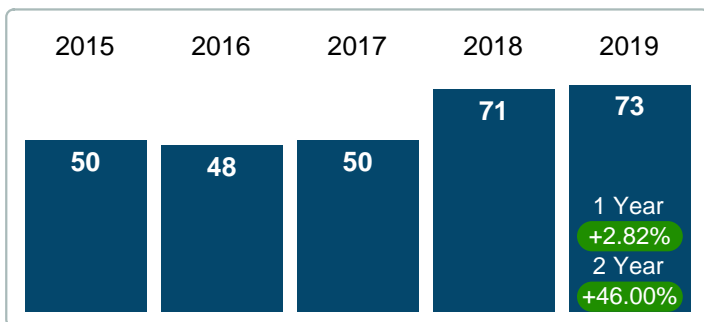
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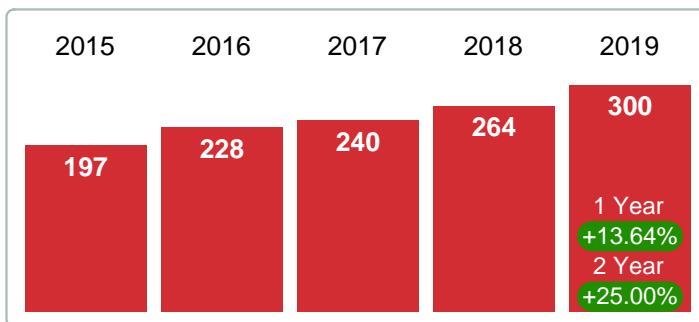
PENDING LISTINGS

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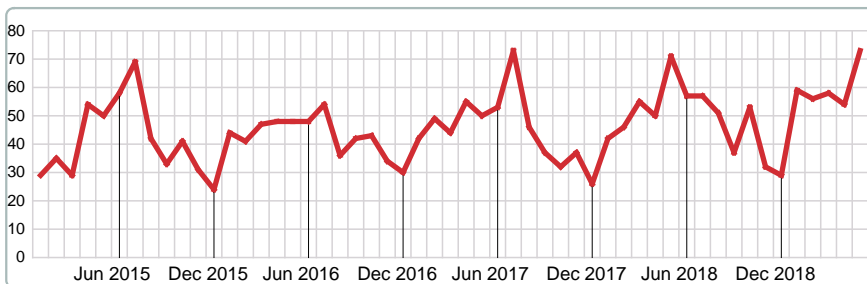
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 58

High May 2019 73 Low Dec 2015 24

Pending Listings this month at 73 above the 5 yr MAY average of 58



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	9.59%	50.0	3	3	1	0
\$40,001 - \$60,000	9	12.33%	28.1	3	5	1	0
\$60,001 - \$90,000	8	10.96%	100.8	3	5	0	0
\$90,001 - \$150,000	19	26.03%	52.4	1	15	3	0
\$150,001 - \$190,000	13	17.81%	147.8	1	10	2	0
\$190,001 - \$260,000	8	10.96%	103.6	0	5	3	0
\$260,001 and up	9	12.33%	139.2	0	3	6	0
Total Pending Units	73			11	46	16	0
Total Pending Volume	10,498,880	100%	87.8	718.40K	6.38M	3.40M	0.00B
Average Listing Price	\$143,820			\$65,309	\$138,661	\$212,630	\$0

May 2019



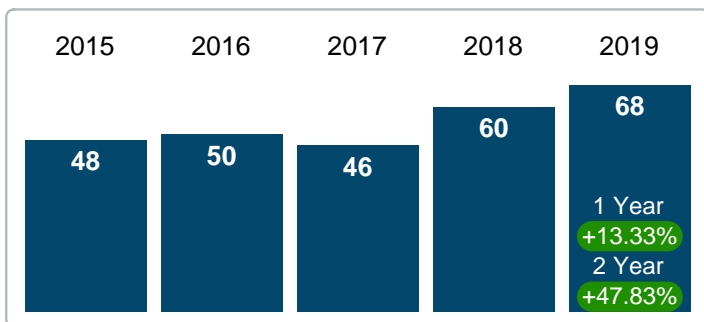
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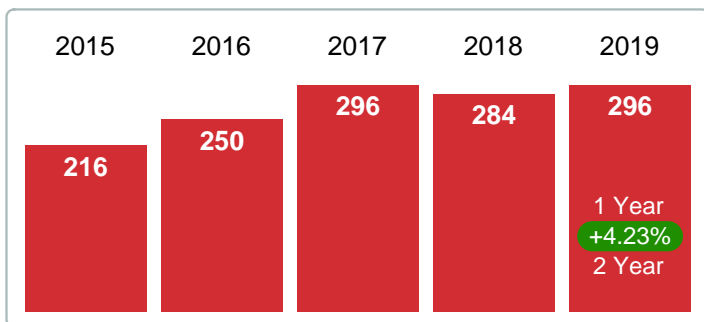
NEW LISTINGS

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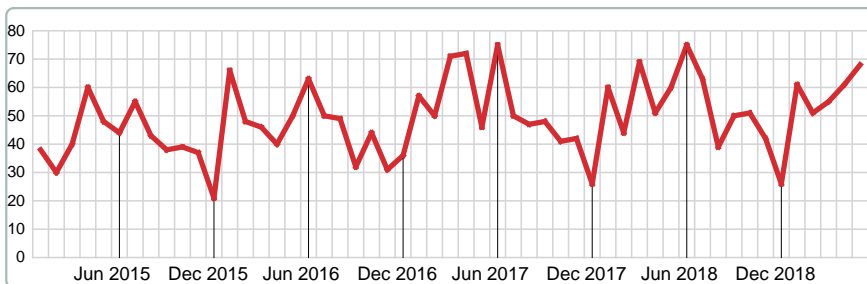
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 54

High Jun 2018 75 Low Dec 2015 21

New Listings this month at **68**
above the 5 yr MAY average of **54**

MAR	55	<div style="width: 55%;"></div>
APR	61	<div style="width: 61%;"></div> 10.91%
MAY	68	<div style="width: 68%;"></div> 11.48%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.82%	4	1	1	0
\$40,001 - \$50,000	6	8.82%	0	3	3	0
\$50,001 - \$80,000	11	16.18%	3	7	1	0
\$80,001 - \$130,000	15	22.06%	1	12	2	0
\$130,001 - \$170,000	12	17.65%	0	10	2	0
\$170,001 - \$230,000	10	14.71%	0	9	1	0
\$230,001 and up	8	11.76%	0	3	5	0
Total New Listed Units	68		8	45	15	0
Total New Listed Volume	8,499,880	100%	370.50K	5.98M	2.15M	0.00B
Average New Listed Listing Price	\$123,133		\$46,313	\$132,856	\$143,392	\$0

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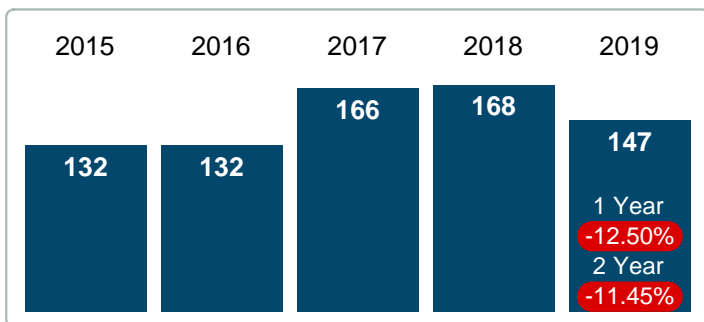
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



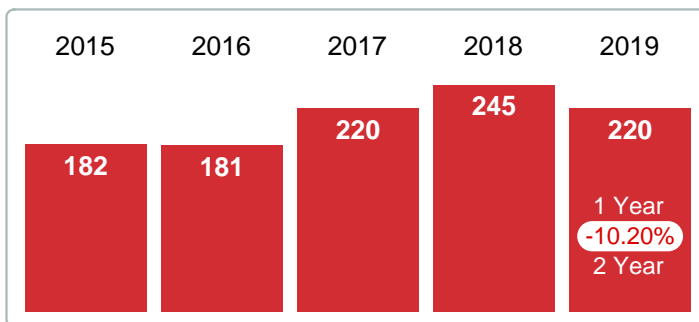
ACTIVE INVENTORY

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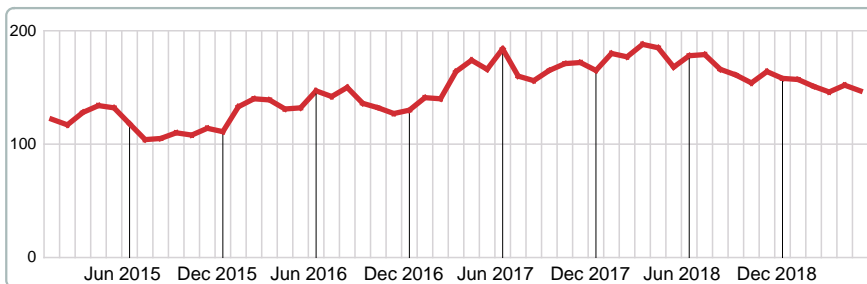
END OF MAY



ACTIVE DURING MAY

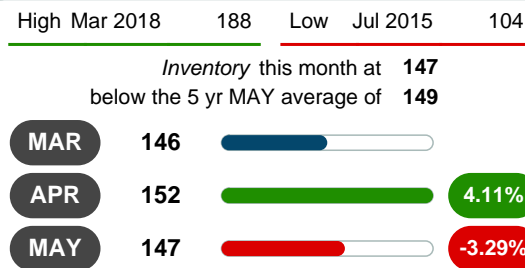


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 149



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	7.48%	335.9	7	4	0	0
\$30,001 - \$50,000	22	14.97%	124.7	10	10	2	0
\$50,001 - \$70,000	18	12.24%	98.3	6	10	2	0
\$70,001 - \$130,000	39	26.53%	166.3	13	22	4	0
\$130,001 - \$160,000	20	13.61%	84.3	1	14	4	1
\$160,001 - \$210,000	19	12.93%	114.5	2	14	3	0
\$210,001 and up	18	12.24%	111.5	2	10	6	0
Total Active Inventory by Units			147	41	84	21	1
Total Active Inventory by Volume			17,185,797	3.01M	10.23M	3.80M	137.50K
Average Active Inventory Listing Price			\$116,910	\$73,529	\$121,808	\$181,033	\$137,500

May 2019



Area Delimited by Counties Carter, Love, Murray - 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 %
147	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	11		7.48%	3.47	3.11	4.80	0.00	0.00	
\$30,001 - \$50,000	22		14.97%	5.28	5.22	5.22	6.00	0.00	
\$50,001 - \$70,000	18		12.24%	2.88	3.60	2.50	4.00	0.00	
\$70,001 - \$130,000	39		26.53%	2.42	3.80	2.02	2.53	0.00	
\$130,001 - \$160,000	20		13.61%	3.16	3.00	2.55	8.00	0.00	
\$160,001 - \$210,000	19		12.93%	2.13	4.80	2.13	1.64	0.00	
\$210,001 and up	18		12.24%	2.67	24.00	3.24	1.95	0.00	
Market Supply of Inventory (MSI)		2.85			4.07	2.56	2.65	1.20	
Total Active Inventory by Units		147	100%	2.85	41	84	21	1	

May 2019



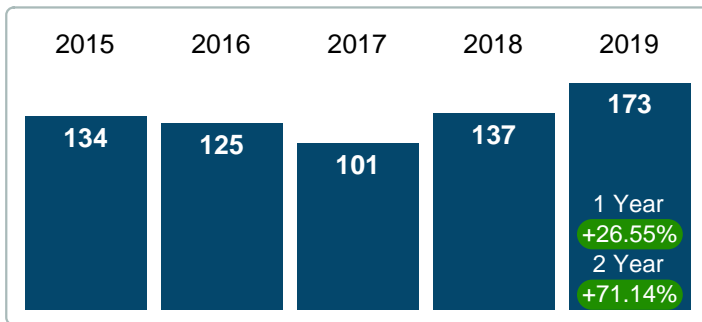
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



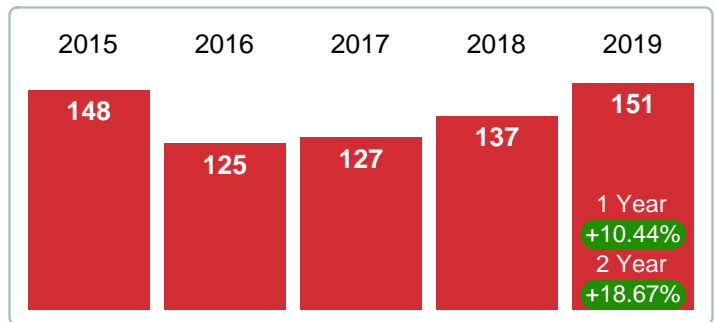
AVERAGE DAYS ON MARKET TO SALE

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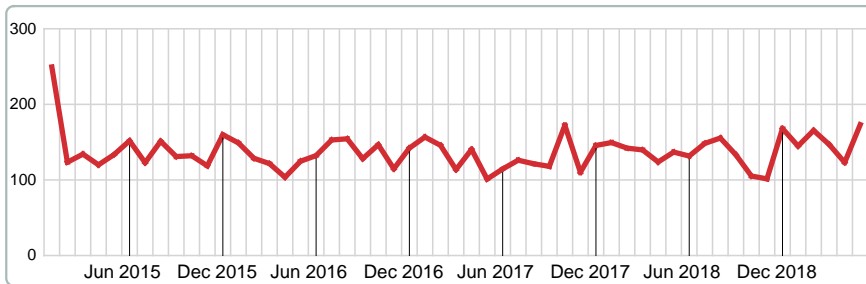
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 134

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 173 above the 5 yr MAY average of 134



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	9.09%	184	179	246	144	0
\$40,001 - \$60,000 8	12.12%	346	51	445	0	0
\$60,001 - \$80,000 13	19.70%	138	102	160	55	0
\$80,001 - \$120,000 15	22.73%	186	401	117	16	0
\$120,001 - \$160,000 8	12.12%	111	218	81	47	0
\$160,001 - \$230,000 9	13.64%	141	171	150	48	0
\$230,001 and up 7	10.61%	116	0	164	96	0
Average Closed DOM		173	208	183	79	0
Total Closed Units	100%	173	16	40	10	
Total Closed Volume		7,592,480	1.22M	4.55M	1.82M	0.00B

May 2019



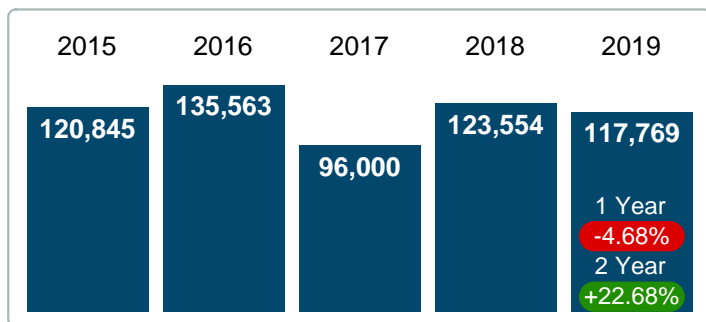
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



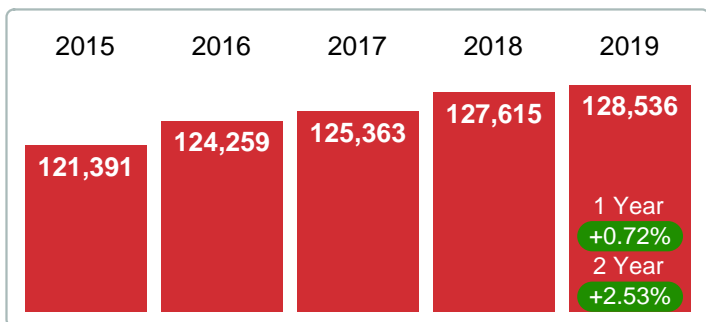
AVERAGE LIST PRICE AT CLOSING

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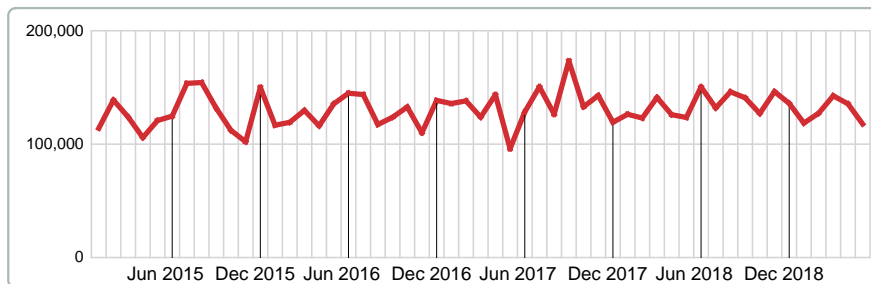
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 118,746

High Sep 2017 173,359 Low May 2017 96,000

Average List Price at Closing this month at **117,769**
below the 5 yr MAY average of **118,746**

MAR	142,640	
APR	135,568	-4.96%
MAY	117,769	-13.13%

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	9.09%	26,383	24,000	29,500	32,800	0	
\$40,001 - \$60,000	9	13.64%	53,267	51,300	52,817	0	0	
\$60,001 - \$80,000	10	15.15%	72,960	65,600	76,800	78,000	0	
\$80,001 - \$120,000	15	22.73%	96,787	98,900	102,470	102,400	0	
\$120,001 - \$160,000	8	12.12%	139,938	154,950	149,460	149,900	0	
\$160,001 - \$230,000	11	16.67%	183,627	167,500	189,771	189,000	0	
\$230,001 and up	7	10.61%	259,183	0	267,450	255,876	0	
Average List Price		117,769		79,275	116,823	183,148	0	
Total Closed Units		66	100%	117,769	16	40	10	0
Total Closed Volume		7,772,780			1.27M	4.67M	1.83M	0.00B

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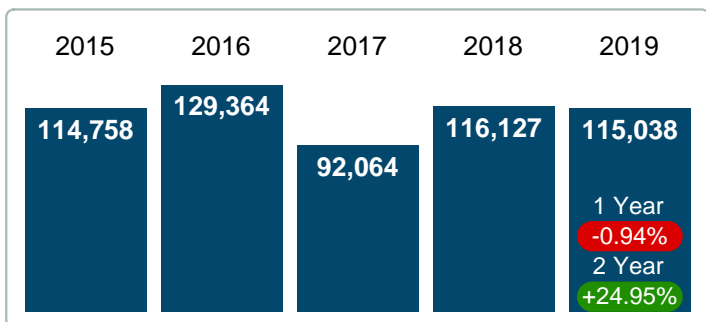
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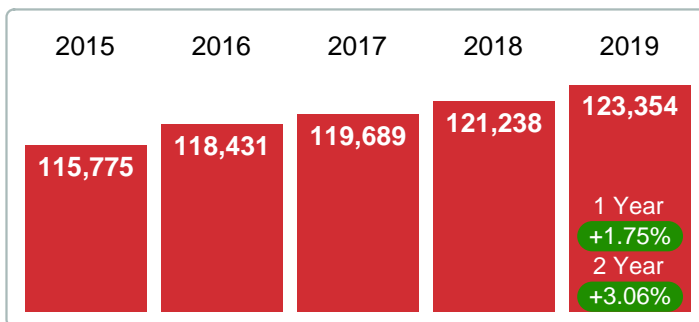
AVERAGE SOLD PRICE AT CLOSING

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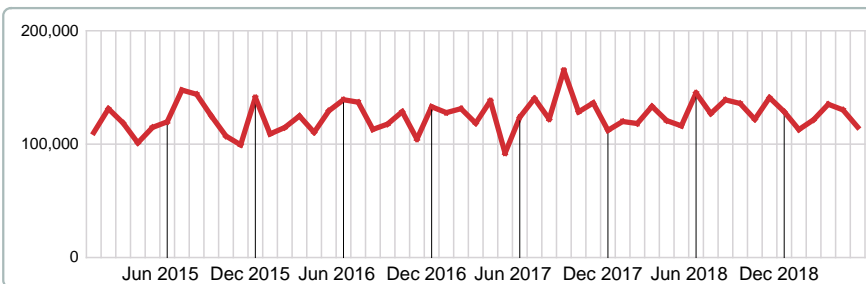
MAY



YEAR TO DATE (YTD)

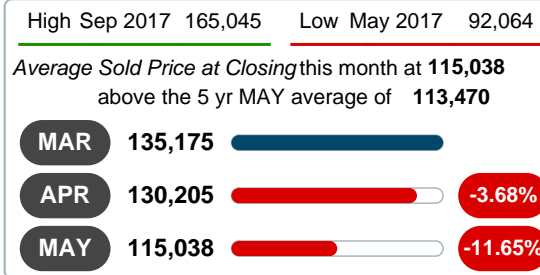


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 113,470



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	9.09%	25,667	22,750	23,000	40,000	0
\$40,001 - \$60,000	12.12%	50,863	49,200	51,417	0	0
\$60,001 - \$80,000	19.70%	73,054	65,967	75,089	76,000	0
\$80,001 - \$120,000	22.73%	98,127	96,775	98,240	102,400	0
\$120,001 - \$160,000	12.12%	146,075	141,250	147,240	149,900	0
\$160,001 - \$230,000	13.64%	183,556	165,000	186,143	184,000	0
\$230,001 and up	10.61%	255,626	0	260,000	253,876	0
Average Sold Price		115,038	76,369	113,723	182,168	0
Total Closed Units	100%	115,038	16	40	10	0
Total Closed Volume		7,592,480	1.22M	4.55M	1.82M	0.00B

May 2019



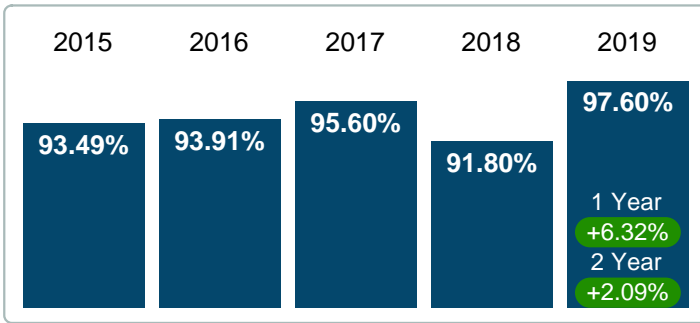
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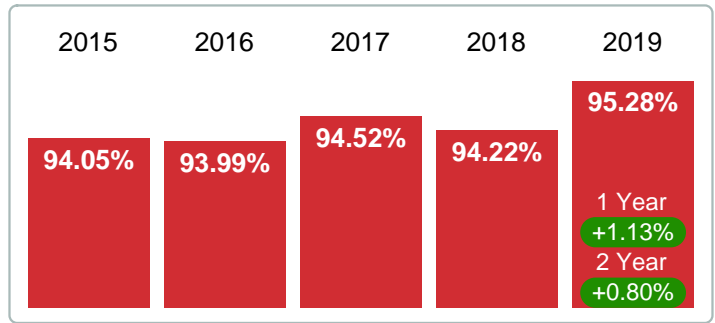
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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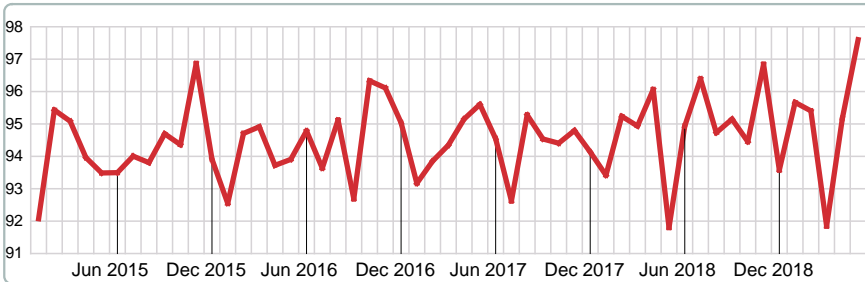
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

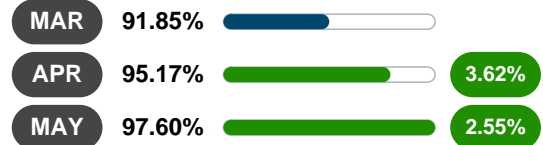


3 MONTHS

5 year MAY AVG = 94.48%

High May 2019 97.60% Low May 2018 91.80%

Average Sold/List Ratio this month at **97.60%**
above the 5 yr MAY average of **94.48%**



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	6	9.09%	97.01%	95.54%	77.97%	121.95%	0.00%
\$40,001 - \$60,000	8	12.12%	97.07%	96.02%	97.43%	0.00%	0.00%
\$60,001 - \$80,000	13	19.70%	98.63%	100.61%	98.10%	97.44%	0.00%
\$80,001 - \$120,000	15	22.73%	96.77%	98.14%	95.89%	100.00%	0.00%
\$120,001 - \$160,000	8	12.12%	97.07%	91.79%	98.59%	100.00%	0.00%
\$160,001 - \$230,000	9	13.64%	98.01%	98.51%	98.04%	97.35%	0.00%
\$230,001 and up	7	10.61%	98.67%	0.00%	97.24%	99.24%	0.00%
Average Sold/List Ratio		97.60%		96.92%	96.95%	101.30%	0.00%
Total Closed Units		66	100%	16	40	10	
Total Closed Volume		7,592,480		1.22M	4.55M	1.82M	0.00B

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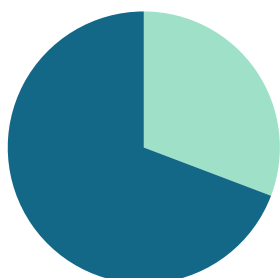
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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INVENTORY



Inventory

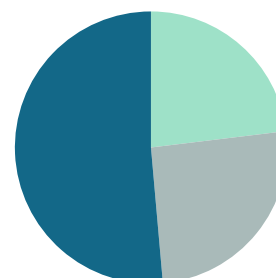
- New Listings **68 = 30.77%**
- Start Inventory **153**
- Total Inventory Units **221**
- Volume **\$27,893,177**

Market Activity

Market Activity

- Closed Sales **66 = 23.08%**
- Pending Sales **73 = 25.52%**
- Other Off Market **0 = 0.00%**
- Active Inventory **147 = 51.40%**

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	53	66	24.53%	214	252	17.76%
Pending Sales	71	73	2.82%	264	300	13.64%
New Listings	60	68	13.33%	284	296	4.23%
Average List Price	123,554	117,769	-4.68%	127,615	128,536	0.72%
Average Sale Price	116,127	115,038	-0.94%	121,238	123,354	1.75%
Average Percent of Selling Price to List Price	91.80%	97.60%	6.32%	94.22%	95.28%	1.13%
Average Days on Market to Sale	136.85	173.18	26.55%	136.90	151.18	10.44%
Monthly Inventory	173	147	-15.03%	173	147	-15.03%
Months Supply of Inventory	3.75	2.85	-24.21%	3.75	2.85	-24.21%

Absorption: Last 12 months, an Average of **52** Sales/Month

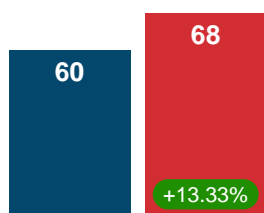
Inventory on May 31, 2019 = **147**

2018 **2019**

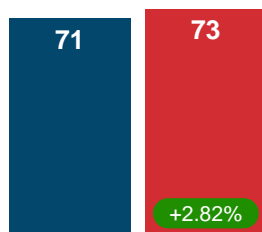
MAY MARKET

AVERAGE PRICES

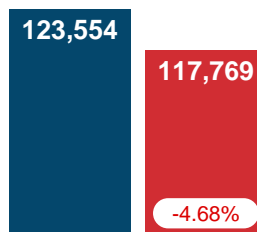
New Listings



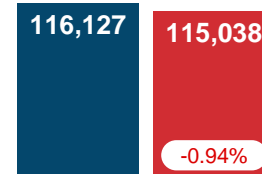
Pending Listings



List Price



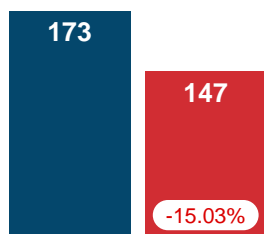
Sale Price



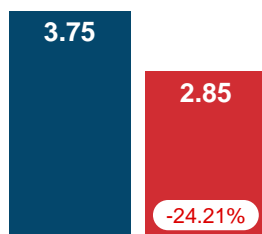
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

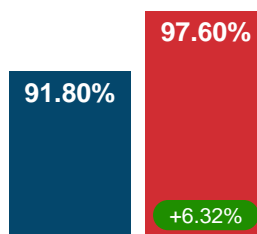
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

