

# May 2019



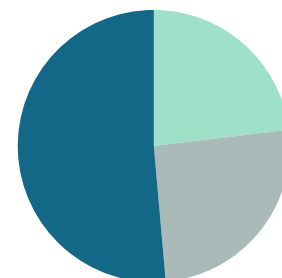
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	95,900	94,750	-1.20%
Median Sale Price	92,500	91,100	-1.51%
Median Percent of Selling Price to List Price	96.55%	99.03%	2.57%
Median Days on Market to Sale	90.00	95.00	5.56%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.51%** in May 2019 to \$91,100 versus the previous year at \$92,500.

#### Median Days on Market Lengthens

The median number of **95.00** days that homes spent on the market before selling increased by 5.00 days or **5.56%** in May 2019 compared to last year's same month at **90.00** DOM.

#### Sales Success for May 2019 is Positive

Overall, with Median 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.

### 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>
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<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
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<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
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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®

Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

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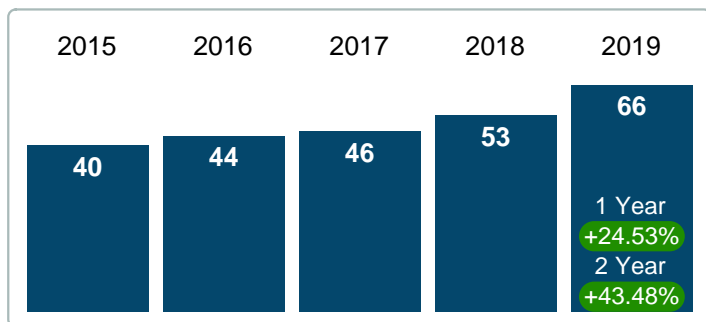
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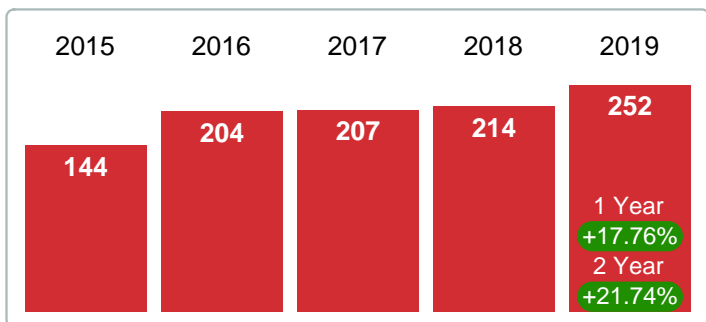
## CLOSED LISTINGS

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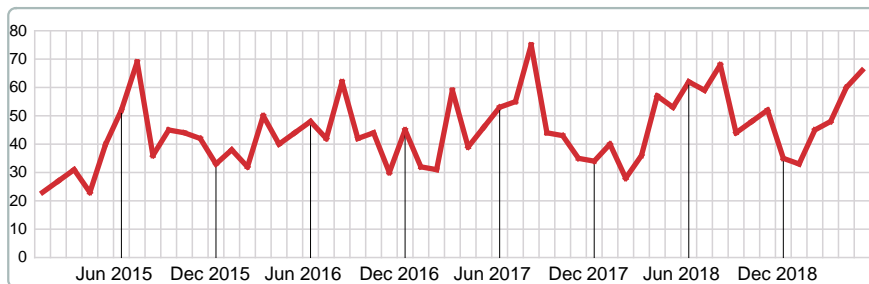
### MAY



### YEAR TO DATE (YTD)

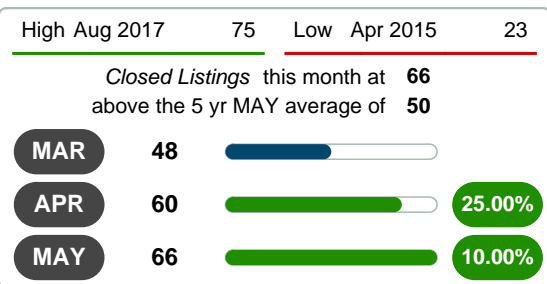


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 50



### 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	6	9.09%	122.0	4	1	1	0
\$40,001 - \$60,000	8	12.12%	59.0	2	6	0	0
\$60,001 - \$80,000	13	19.70%	102.0	3	9	1	0
\$80,001 - \$120,000	15	22.73%	97.0	4	10	1	0
\$120,001 - \$160,000	8	12.12%	91.5	2	5	1	0
\$160,001 - \$230,000	9	13.64%	171.0	1	7	1	0
\$230,001 and up	7	10.61%	54.0	0	2	5	0
<b>Total Closed Units</b>	<b>66</b>			<b>16</b>	<b>40</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,592,480</b>	<b>100%</b>	<b>95.0</b>	<b>1.22M</b>	<b>4.55M</b>	<b>1.82M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$91,100</b>			<b>\$68,450</b>	<b>\$90,200</b>	<b>\$207,940</b>	<b>\$0</b>

# May 2019



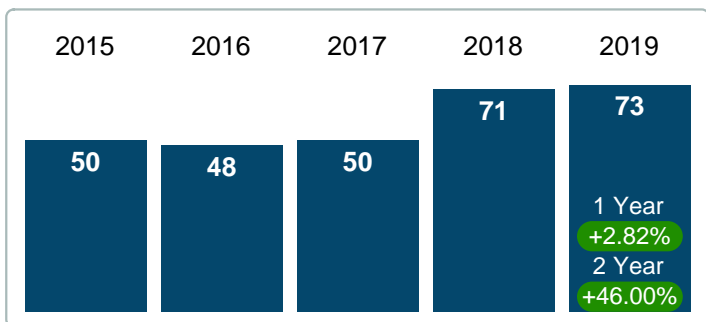
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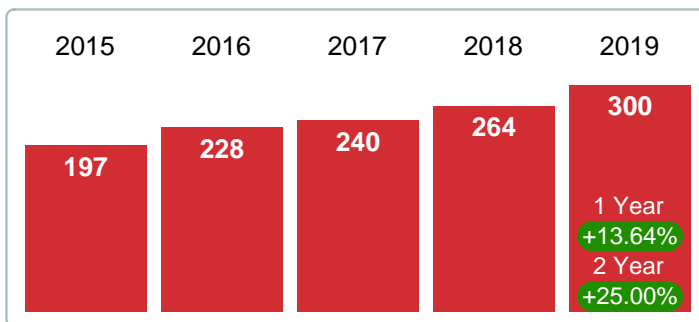
## PENDING LISTINGS

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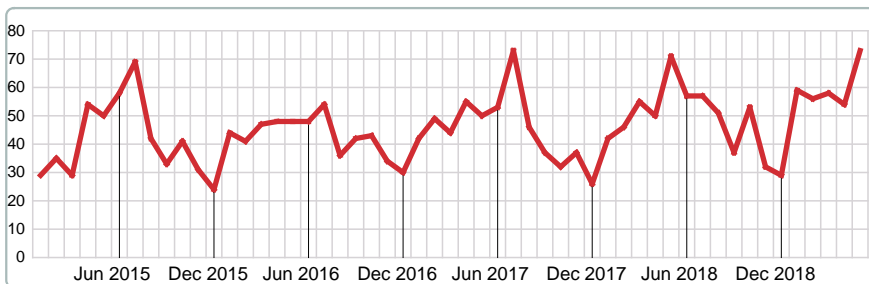
### MAY



### YEAR TO DATE (YTD)

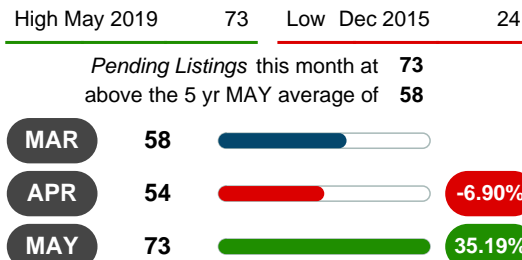


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 58



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	9.59%	46.0	3	3	1	0
\$40,001 - \$60,000	9	12.33%	4.0	3	5	1	0
\$60,001 - \$90,000	8	10.96%	32.0	3	5	0	0
\$90,001 - \$150,000	19	26.03%	23.0	1	15	3	0
\$150,001 - \$190,000	13	17.81%	22.0	1	10	2	0
\$190,001 - \$260,000	8	10.96%	5.0	0	5	3	0
\$260,001 and up	9	12.33%	80.0	0	3	6	0
<b>Total Pending Units</b>	<b>73</b>			<b>11</b>	<b>46</b>	<b>16</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>10,498,880</b>	<b>100%</b>	<b>23.0</b>	<b>718.40K</b>	<b>6.38M</b>	<b>3.40M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$130,000</b>			<b>\$59,000</b>	<b>\$135,500</b>	<b>\$240,440</b>	<b>\$0</b>

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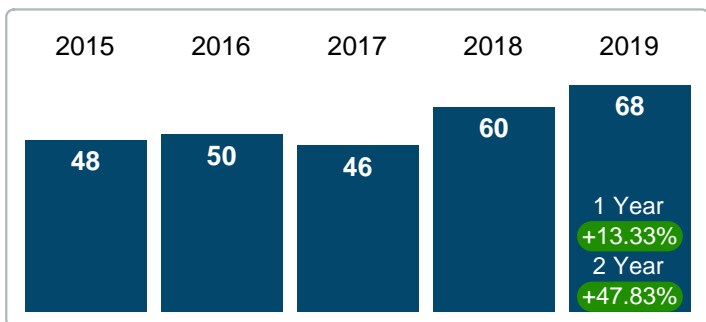
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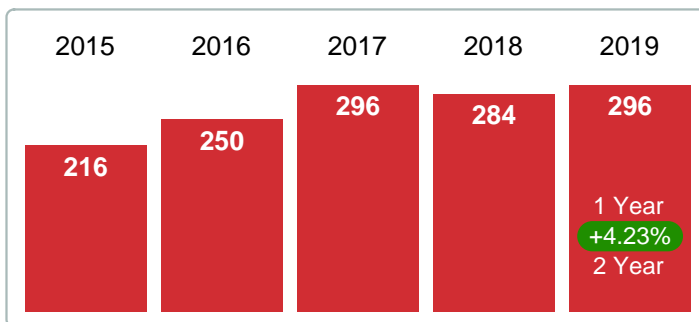
## NEW LISTINGS

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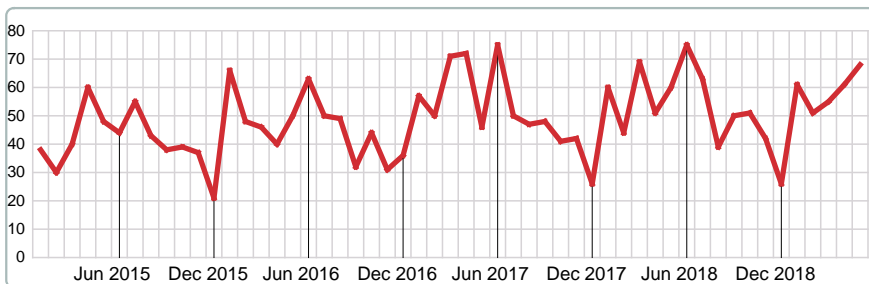
### MAY



### YEAR TO DATE (YTD)

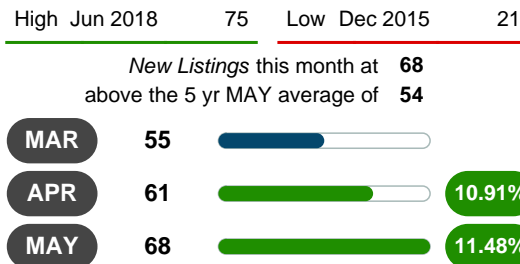


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 54



### 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
<b>Total New Listed Units</b>	<b>68</b>		<b>8</b>	<b>45</b>	<b>15</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>8,499,880</b>	<b>100%</b>	<b>370.50K</b>	<b>5.98M</b>	<b>2.15M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$113,500</b>		<b>\$43,500</b>	<b>\$129,000</b>	<b>\$135,000</b>	<b>\$0</b>

# May 2019



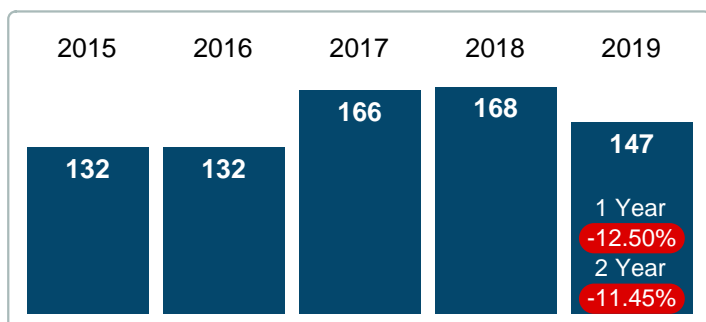
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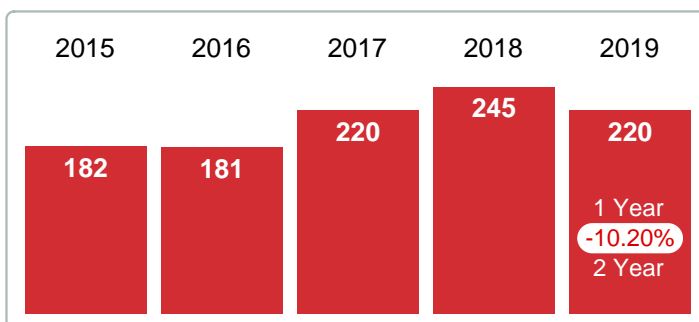
## ACTIVE INVENTORY

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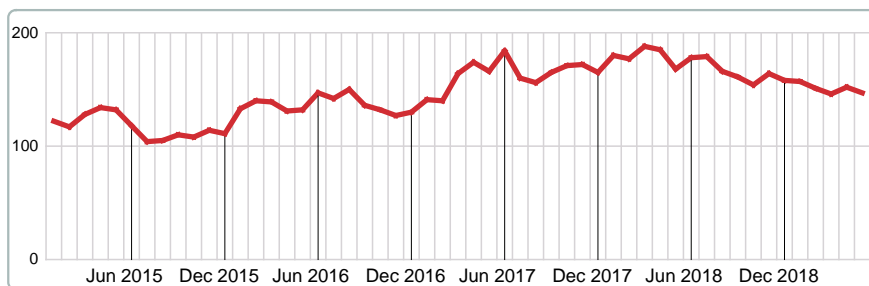
### END OF MAY



### ACTIVE DURING MAY

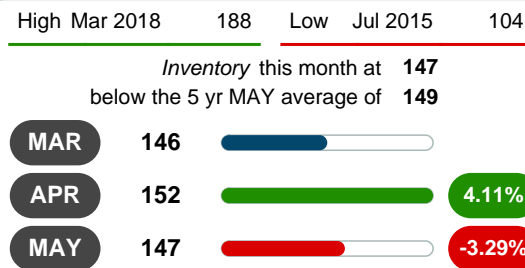


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 149



## 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	11	7.48%	85.0	7	4	0	0
\$30,001 - \$50,000	22	14.97%	108.0	10	10	2	0
\$50,001 - \$70,000	18	12.24%	51.5	6	10	2	0
\$70,001 - \$130,000	39	26.53%	58.0	13	22	4	0
\$130,001 - \$160,000	20	13.61%	45.0	1	14	4	1
\$160,001 - \$210,000	19	12.93%	67.0	2	14	3	0
\$210,001 and up	18	12.24%	64.0	2	10	6	0
<b>Total Active Inventory by Units</b>	<b>147</b>			<b>41</b>	<b>84</b>	<b>21</b>	<b>1</b>
<b>Total Active Inventory by Volume</b>	<b>17,185,797</b>	<b>100%</b>	<b>67.0</b>	<b>3.01M</b>	<b>10.23M</b>	<b>3.80M</b>	<b>137.50K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$99,500</b>			<b>\$59,900</b>	<b>\$117,450</b>	<b>\$139,900</b>	<b>\$137,500</b>

# May 2019



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



## MONTHS SUPPLY of INVENTORY (MSI)

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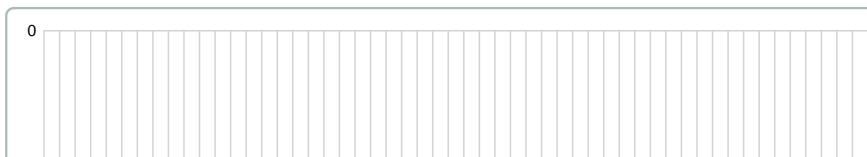
### MSI FOR MAY

2015	2016	2017	2018	2019

### INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
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
		100%	2.85				
Total Active Inventory by Units		147		41	84	21	1

# May 2019



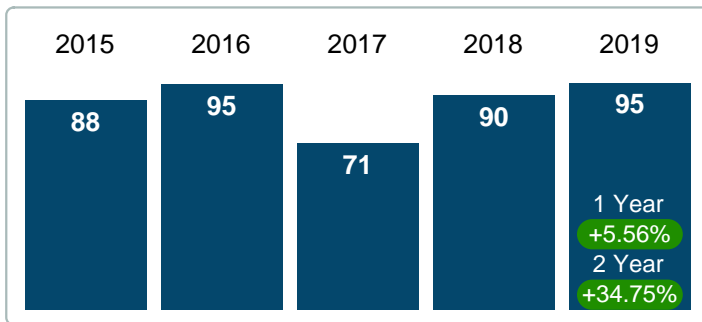
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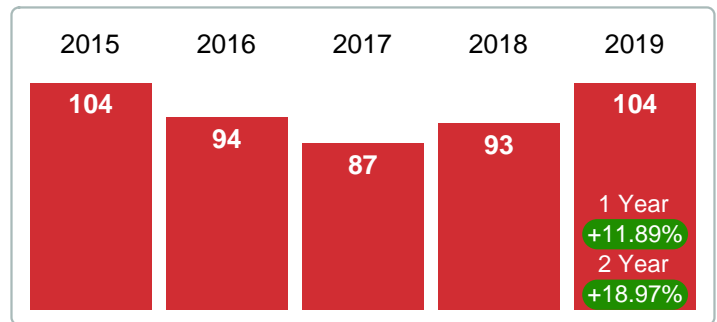
## MEDIAN DAYS ON MARKET TO SALE

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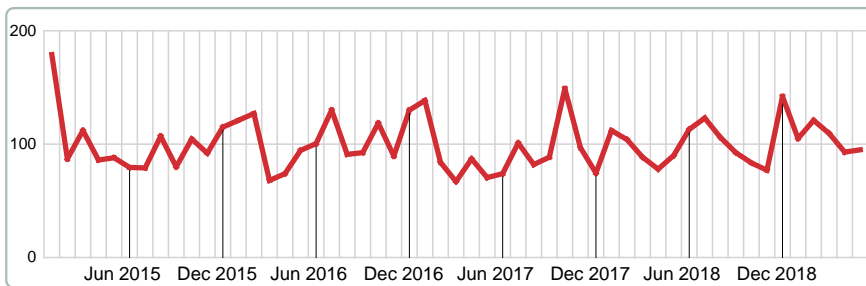
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 88

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 95 above the 5 yr MAY average of 88



### 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	6	9.09%	122	91	246	144	0
\$40,001 - \$60,000	8	12.12%	59	51	89	0	0
\$60,001 - \$80,000	13	19.70%	102	56	138	55	0
\$80,001 - \$120,000	15	22.73%	97	371	87	16	0
\$120,001 - \$160,000	8	12.12%	92	218	90	47	0
\$160,001 - \$230,000	9	13.64%	171	171	182	48	0
\$230,001 and up	7	10.61%	54	0	164	47	0
Median Closed DOM			95	97	99	48	0
Total Closed Units		100%	66	16	40	10	
Total Closed Volume			7,592,480	1.22M	4.55M	1.82M	0.00B



# May 2019



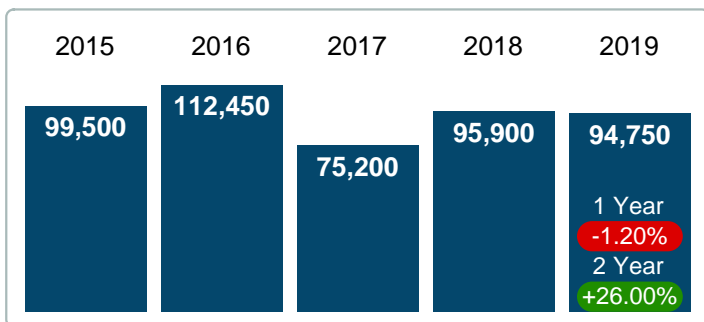
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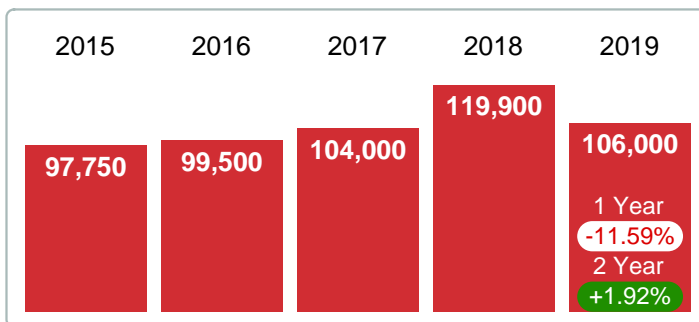
## MEDIAN LIST PRICE AT CLOSING

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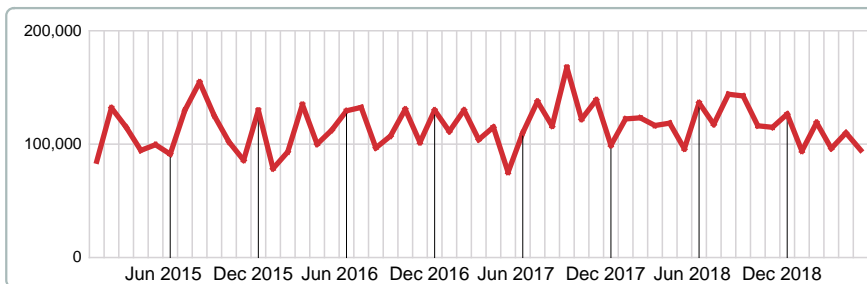
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 95,560

High Sep 2017 167,750    Low May 2017 75,200

Median List Price at Closing this month at **94,750**  
below the 5 yr MAY average of **95,560**

MAR	96,200	
APR	109,950	14.29%
MAY	94,750	-13.82%

### 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	28,000	27,500	29,500	32,800	0
\$40,001 - \$60,000	9	52,700	52,700	52,450	0	0
\$60,001 - \$80,000	10	73,700	68,450	74,900	78,000	0
\$80,001 - \$120,000	15	94,500	100,800	92,200	102,400	0
\$120,001 - \$160,000	8	139,200	139,900	134,200	149,900	0
\$160,001 - \$230,000	11	175,000	168,750	177,000	189,000	0
\$230,001 and up	7	260,000	0	267,450	260,000	0
<b>Median List Price</b>		<b>94,750</b>	<b>68,450</b>	<b>94,750</b>	<b>210,440</b>	<b>0</b>
<b>Total Closed Units</b>		<b>66</b>	<b>16</b>	<b>40</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,772,780</b>	<b>1.27M</b>	<b>4.67M</b>	<b>1.83M</b>	<b>0.00B</b>



# May 2019



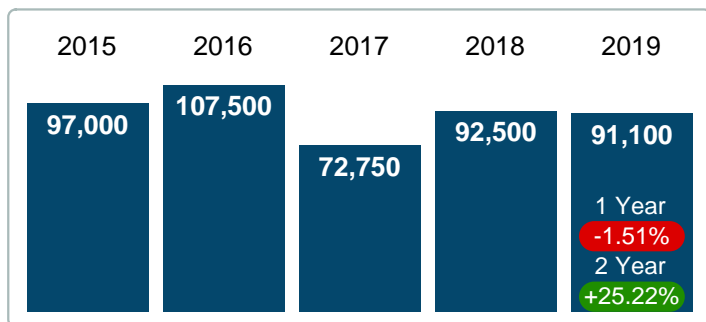
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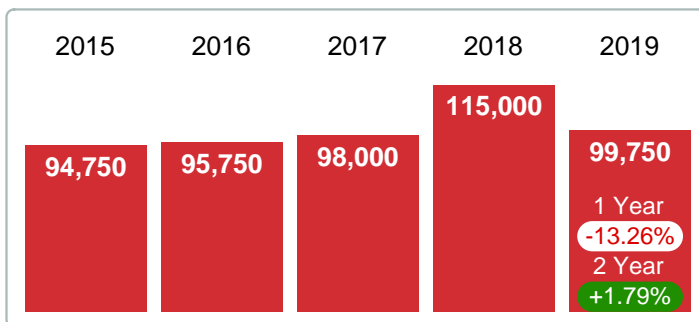
## MEDIAN SOLD PRICE AT CLOSING

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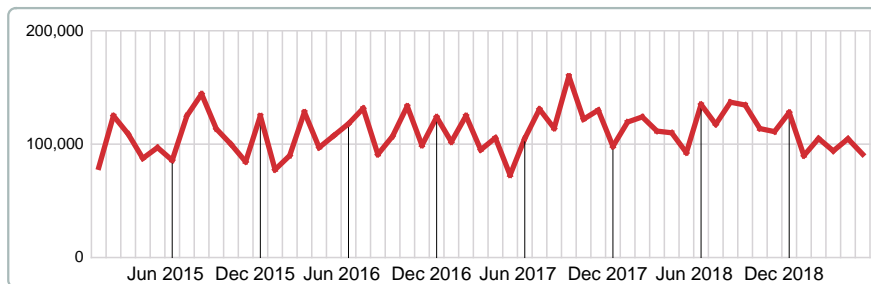
### MAY



### YEAR TO DATE (YTD)

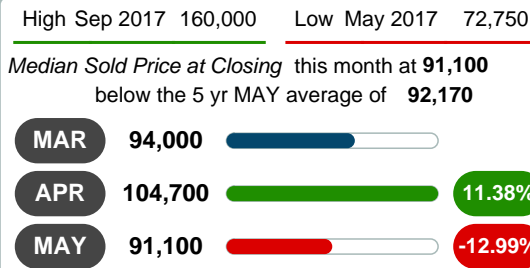


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 92,170



### 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	9.09%	25,000	25,000	23,000	40,000	0
\$40,001 - \$60,000	12.12%	48,750	49,200	48,500	0	0
\$60,001 - \$80,000	19.70%	74,900	67,000	75,500	76,000	0
\$80,001 - \$120,000	22.73%	92,000	95,850	91,250	102,400	0
\$120,001 - \$160,000	12.12%	147,450	141,250	150,000	149,900	0
\$160,001 - \$230,000	13.64%	179,000	165,000	179,000	184,000	0
\$230,001 and up	10.61%	260,000	0	260,000	260,000	0
<b>Median Sold Price</b>		<b>91,100</b>	<b>68,450</b>	<b>90,200</b>	<b>207,940</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>91,100</b>	<b>16</b>	<b>40</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,592,480</b>	<b>1.22M</b>	<b>4.55M</b>	<b>1.82M</b>	<b>0.00B</b>

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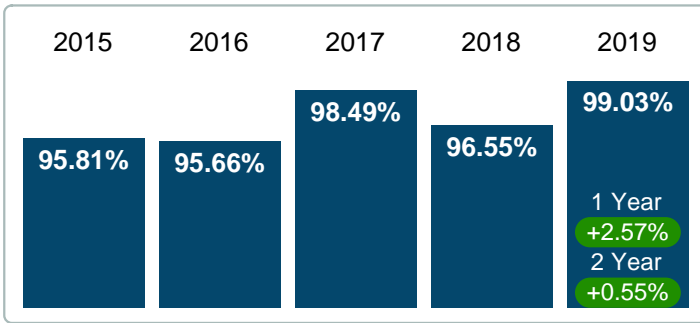
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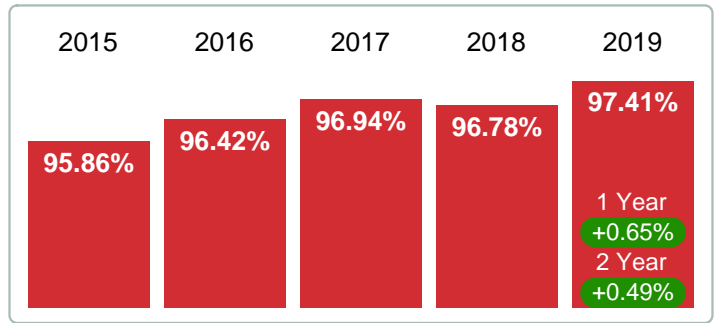
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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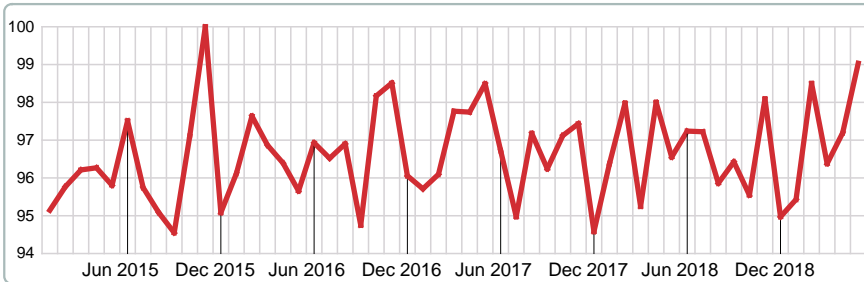
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

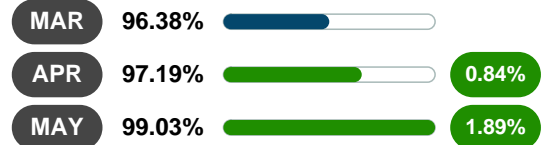


### 3 MONTHS

5 year MAY AVG = 97.11%

High Nov 2015 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **99.03%**  
above the 5 yr MAY average of **97.11%**



### 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	6	9.09%	100.00%	100.00%	77.97%	121.95%	0.00%
\$40,001 \$60,000	8	12.12%	100.00%	96.02%	100.00%	0.00%	0.00%
\$60,001 \$80,000	13	19.70%	100.00%	100.00%	100.00%	97.44%	0.00%
\$80,001 \$120,000	15	22.73%	97.01%	98.93%	96.69%	100.00%	0.00%
\$120,001 \$160,000	8	12.12%	98.78%	91.79%	99.28%	100.00%	0.00%
\$160,001 \$230,000	9	13.64%	98.61%	98.51%	100.00%	97.35%	0.00%
\$230,001 and up	7	10.61%	98.79%	0.00%	97.24%	100.00%	0.00%
Median Sold/List Ratio		99.03%		100.00%	98.34%	100.00%	0.00%
Total Closed Units		66	100%	16	40	10	
Total Closed Volume		7,592,480		1.22M	4.55M	1.82M	0.00B

# May 2019



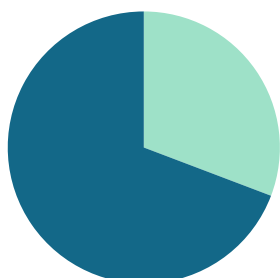
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

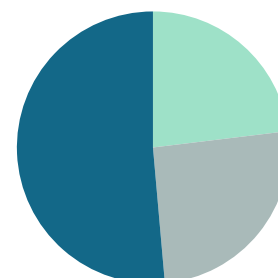


**Inventory**  
 New Listings  
**68 = 30.77%**  
 Start Inventory  
**153**  
 Total Inventory Units  
**221**  
 Volume  
**\$27,893,177**

### 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%
Median List Price	95,900	94,750	-1.20%	119,900	106,000	-11.59%
Median Sale Price	92,500	91,100	-1.51%	115,000	99,750	-13.26%
Median Percent of Selling Price to List Price	96.55%	99.03%	2.57%	96.78%	97.41%	0.65%
Median Days on Market to Sale	90.00	95.00	5.56%	92.50	103.50	11.89%
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

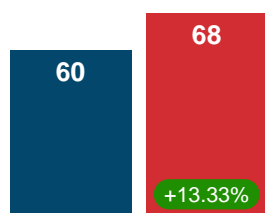
**Inventory** on May 31, 2019 = **147**

**2018** **2019**

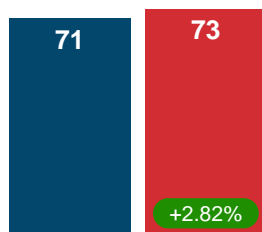
### MAY MARKET

### MEDIAN PRICES

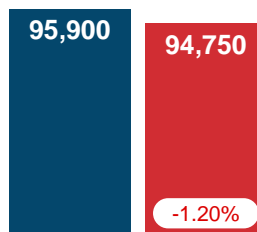
#### New Listings



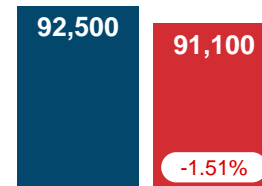
#### Pending Listings



#### List Price



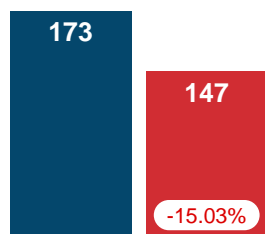
#### Sale Price



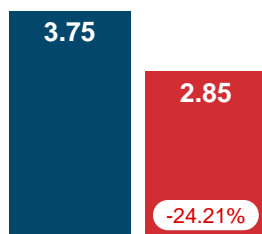
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

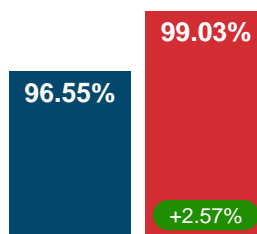
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

