

May 2019



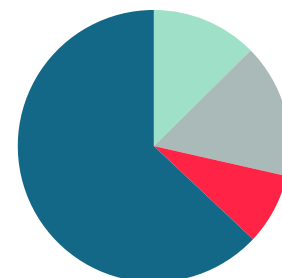
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	69	64	-7.25%
Pending Listings	62	81	30.65%
New Listings	121	125	3.31%
Average List Price	148,376	189,450	27.68%
Average Sale Price	140,342	184,461	31.44%
Average Percent of Selling Price to List Price	94.84%	97.68%	3.00%
Average Days on Market to Sale	45.10	42.53	-5.70%
End of Month Inventory	343	320	-6.71%
Months Supply of Inventory	6.67	5.33	-20.05%



■ Closed (12.60%)
■ Pending (15.94%)
■ Other OffMarket (8.46%)
■ Active (62.99%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of May 31, 2019 = **320**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **6.71%** to 320 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **5.33** 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 **31.44%** in May 2019 to \$184,461 versus the previous year at \$140,342.

Average Days on Market Shortens

The average number of **42.53** days that homes spent on the market before selling decreased by 2.57 days or **5.70%** in May 2019 compared to last year's same month at **45.10** 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 weak this month.

There were 125 New Listings in May 2019, up **3.31%** from last year at 121. Furthermore, there were 64 Closed Listings this month versus last year at 69, a **-7.25%** decrease.

Closed versus Listed trends yielded a **51.2%** ratio, down from previous year's, May 2018, at **57.0%**, a **10.21%** downswing. 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.

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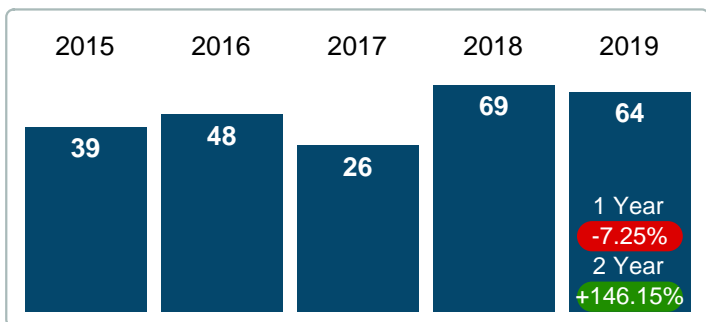
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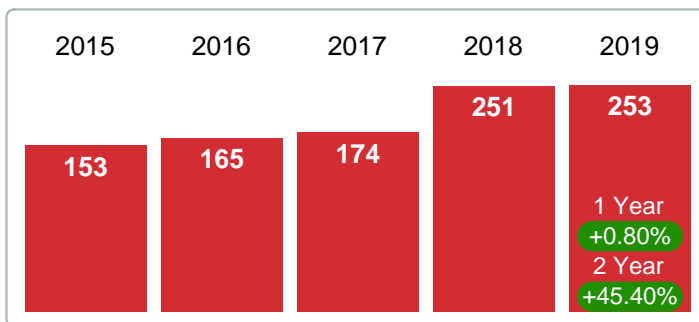
CLOSED LISTINGS

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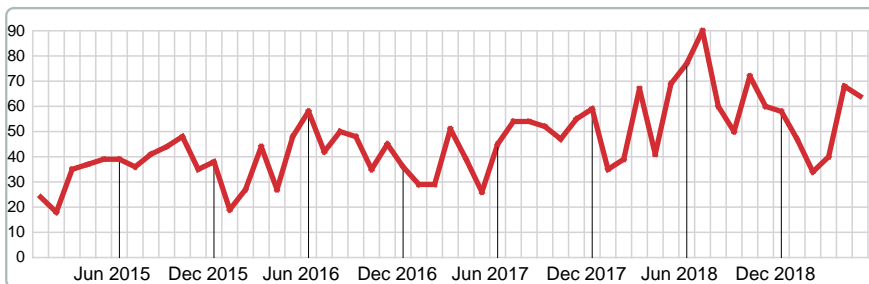
MAY



YEAR TO DATE (YTD)

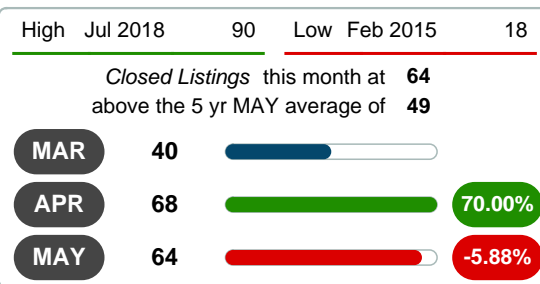


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.25%	21.5	4	0	0	0
\$50,001 - \$75,000	8	12.50%	40.3	5	3	0	0
\$75,001 - \$125,000	8	12.50%	28.3	3	3	2	0
\$125,001 - \$175,000	17	26.56%	46.8	0	15	2	0
\$175,001 - \$200,000	8	12.50%	25.0	0	8	0	0
\$200,001 - \$275,000	12	18.75%	56.9	1	8	3	0
\$275,001 and up	7	10.94%	58.4	0	7	0	0
Total Closed Units	64			13	44	7	0
Total Closed Volume	11,805,500	100%	42.5	1.01M	9.55M	1.24M	0.00B
Average Closed Price	\$184,461			\$77,785	\$217,055	\$177,700	\$0

May 2019



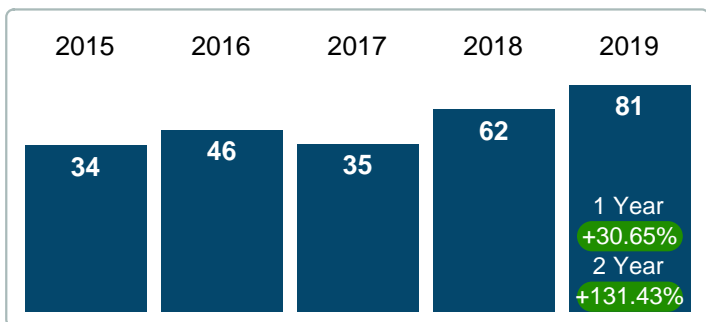
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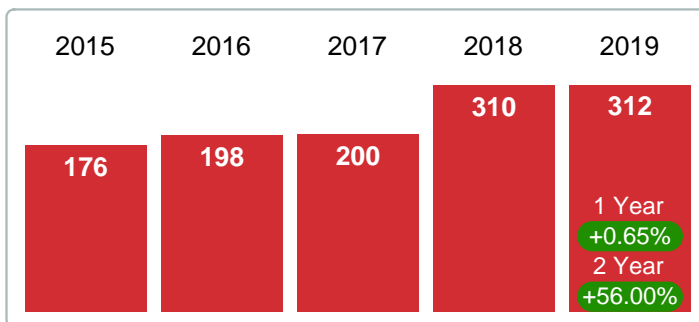
PENDING LISTINGS

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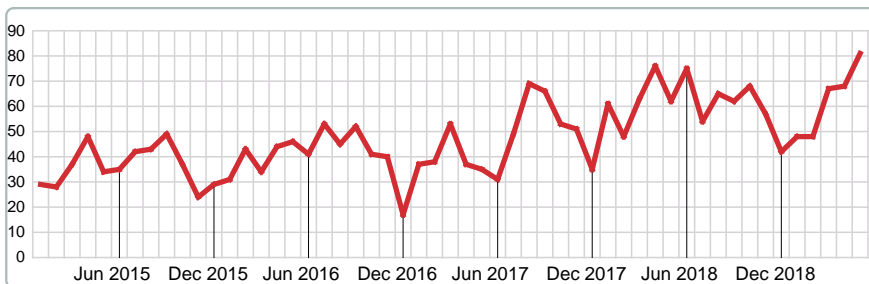
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

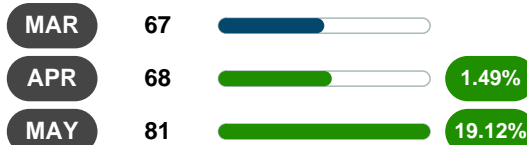


3 MONTHS

5 year MAY AVG = 52

High May 2019 81 Low Dec 2016 17

Pending Listings this month at **81**
above the 5 yr MAY average of **52**



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	9	11.11%	53.3	6	2	1	0
\$50,001 - \$75,000	5	6.17%	49.2	3	2	0	0
\$75,001 - \$125,000	14	17.28%	40.1	5	7	2	0
\$125,001 - \$175,000	13	16.05%	33.8	0	9	4	0
\$175,001 - \$225,000	20	24.69%	34.2	0	15	5	0
\$225,001 - \$275,000	10	12.35%	64.1	1	6	2	1
\$275,001 and up	10	12.35%	48.9	1	3	3	3
Total Pending Units	81			16	44	17	4
Total Pending Volume	13,801,436	100%	40.0	1.43M	7.60M	3.46M	1.31M
Average Listing Price	\$170,514			\$89,200	\$172,815	\$203,381	\$328,225

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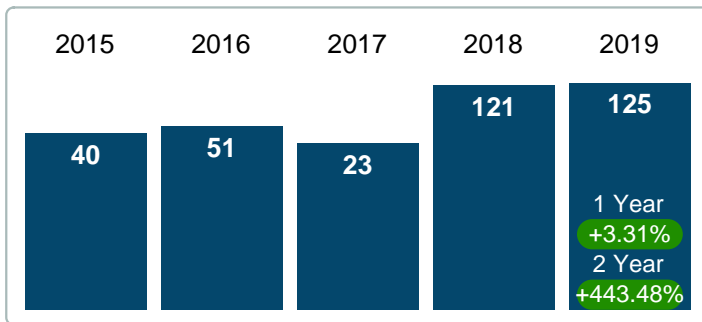
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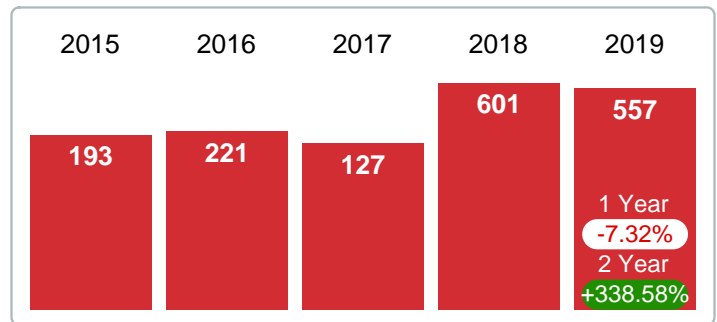
NEW LISTINGS

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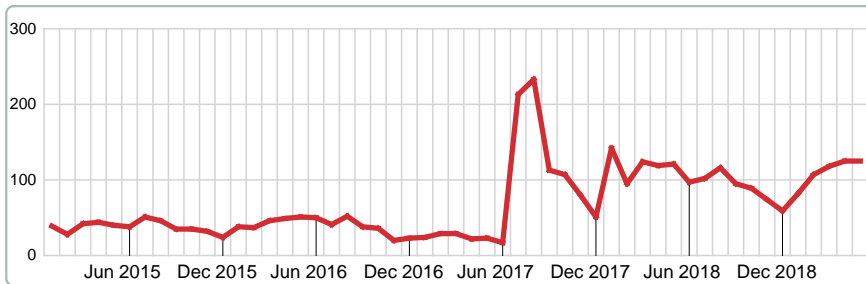
MAY



YEAR TO DATE (YTD)

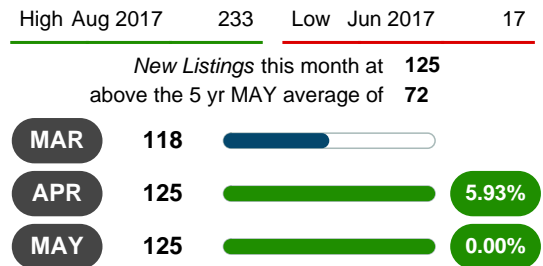


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 72



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	6.40%	5	3	0	0
\$50,001 - \$75,000	11	8.80%	7	4	0	0
\$75,001 - \$125,000	24	19.20%	5	15	3	1
\$125,001 - \$225,000	34	27.20%	2	25	7	0
\$225,001 - \$275,000	19	15.20%	0	12	6	1
\$275,001 - \$350,000	14	11.20%	2	5	6	1
\$350,001 and up	15	12.00%	1	4	5	5
Total New Listed Units	125		22	68	27	8
Total New Listed Volume	25,291,924	100%	2.36M	12.80M	7.17M	2.97M
Average New Listed Listing Price	\$163,692		\$107,073	\$188,183	\$265,452	\$371,588

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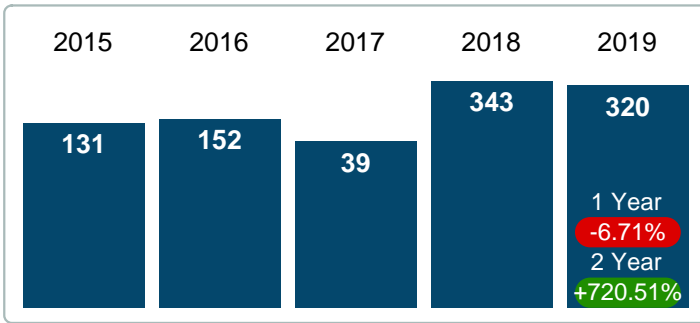
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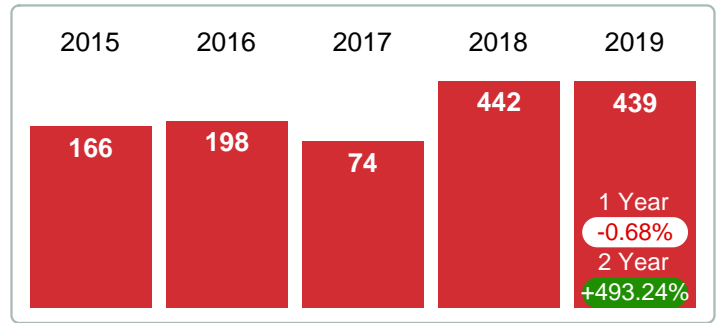
ACTIVE INVENTORY

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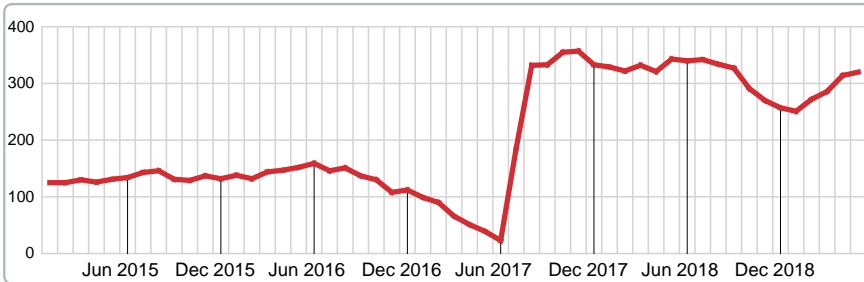
END OF MAY



ACTIVE DURING MAY

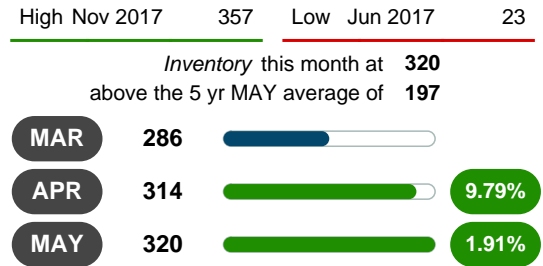


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 197



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	33	10.31%	63.9	19	12	1	1
\$75,001 - \$100,000	29	9.06%	56.4	4	20	4	1
\$100,001 - \$150,000	52	16.25%	66.9	13	34	3	2
\$150,001 - \$250,000	82	25.63%	64.2	6	50	25	1
\$250,001 - \$350,000	50	15.63%	56.8	5	25	18	2
\$350,001 - \$475,000	37	11.56%	62.0	4	13	11	9
\$475,001 and up	37	11.56%	85.6	0	14	13	10
Total Active Inventory by Units			320	51	168	75	26
Total Active Inventory by Volume			90,687,778	7.05M	43.81M	26.39M	13.44M
Average Active Inventory Listing Price			\$283,399	\$138,298	\$260,789	\$351,808	\$516,788

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Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - 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 %
320	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
\$75,000 and less	33	10.31%	2.66	3.74	1.89	1.09	12.00
\$75,001 - \$100,000	29	9.06%	5.19	3.20	6.32	3.43	0.00
\$100,001 - \$150,000	52	16.25%	3.80	9.18	3.34	1.80	4.80
\$150,001 - \$250,000	82	25.63%	3.77	9.00	3.39	4.29	2.00
\$250,001 - \$350,000	50	15.63%	12.00	30.00	10.71	12.71	8.00
\$350,001 - \$475,000	37	11.56%	29.60	0.00	31.20	22.00	27.00
\$475,001 and up	37	11.56%	31.71	0.00	33.60	22.29	60.00
Market Supply of Inventory (MSI)		5.33		5.94	4.47	6.21	14.86
Total Active Inventory by Units		320	100%	51	168	75	26

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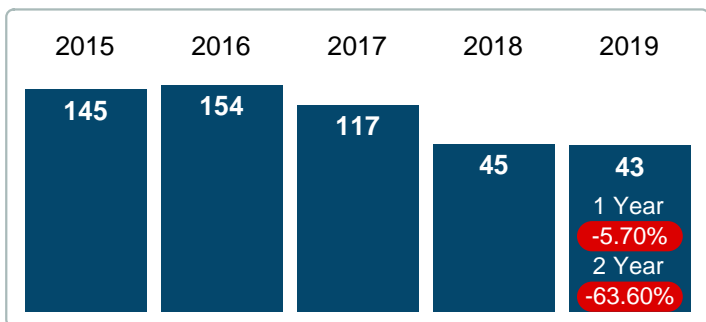
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



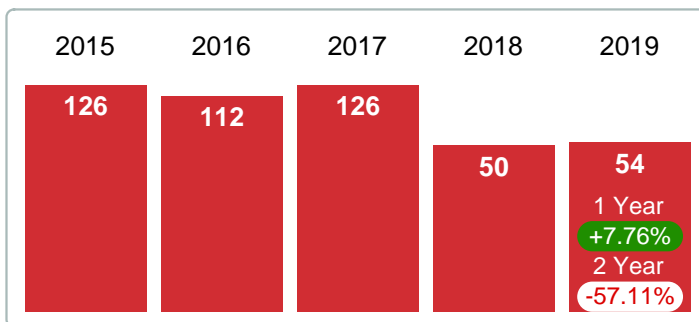
AVERAGE DAYS ON MARKET TO SALE

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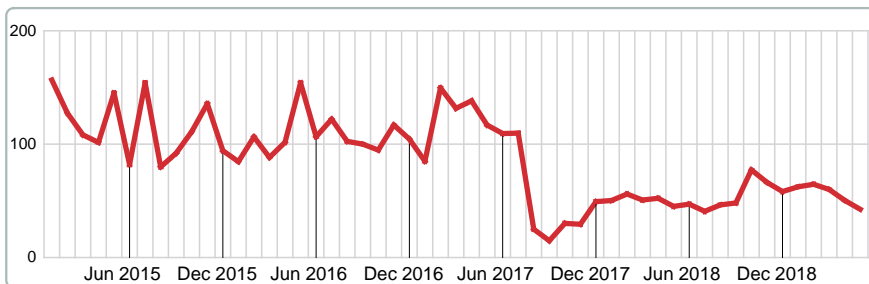
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

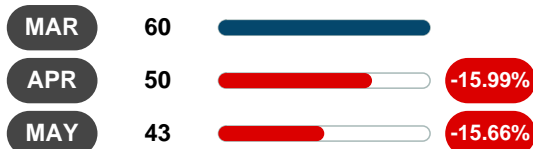


3 MONTHS

5 year MAY AVG = 101

High Jan 2015 157 Low Sep 2017 15

Average Days on Market to Sale this month at 43 below the 5 yr MAY average of 101



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
\$50,000 and less	6.25%	22	22	0	0	0
\$50,001 - \$75,000	12.50%	40	52	21	0	0
\$75,001 - \$125,000	12.50%	28	27	22	41	0
\$125,001 - \$175,000	26.56%	47	0	44	68	0
\$175,001 - \$200,000	12.50%	25	0	25	0	0
\$200,001 - \$275,000	18.75%	57	42	54	70	0
\$275,001 and up	10.94%	58	0	58	0	0
Average Closed DOM		43	36	42	61	0
Total Closed Units	100%	64	13	44	7	0
Total Closed Volume		11,805,500	1.01M	9.55M	1.24M	0.00B

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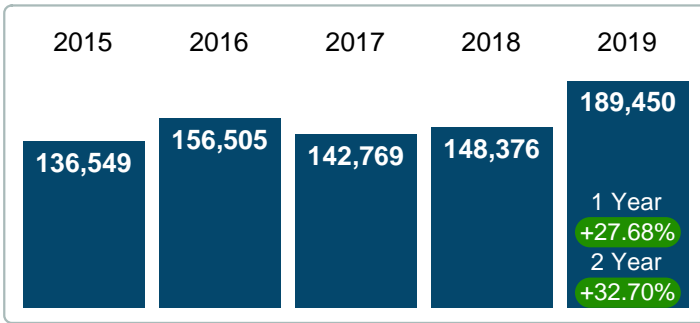
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



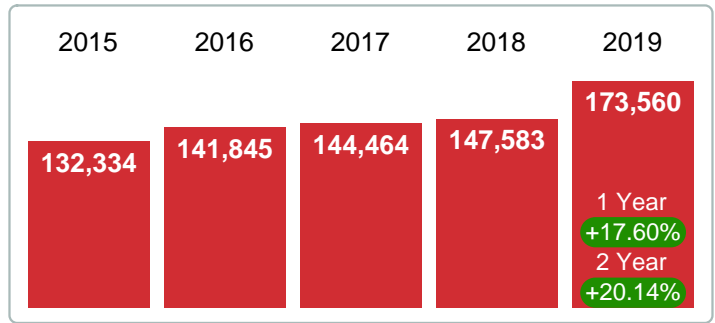
AVERAGE LIST PRICE AT CLOSING

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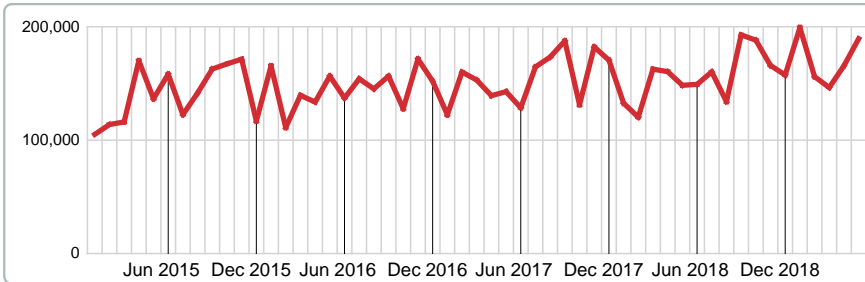
MAY



YEAR TO DATE (YTD)

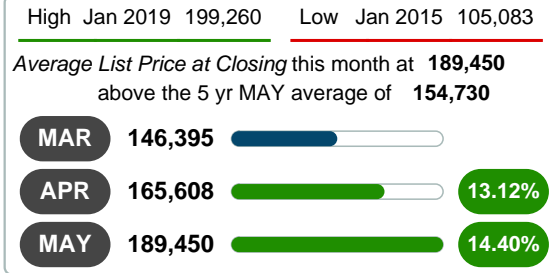


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 154,730



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
\$50,000 and less	3	4.69%	26,667	34,500	0	0	0
\$50,001 - \$75,000	8	12.50%	67,413	73,180	70,333	0	0
\$75,001 - \$125,000	8	12.50%	100,788	105,900	91,967	123,500	0
\$125,001 - \$175,000	18	28.13%	151,217	0	155,233	151,250	0
\$175,001 - \$200,000	10	15.63%	190,850	0	188,263	0	0
\$200,001 - \$275,000	9	14.06%	227,811	234,999	219,850	236,633	0
\$275,001 and up	8	12.50%	502,313	0	532,643	0	0
Average List Price			189,450	81,277	222,927	179,914	0
Total Closed Units		100%	189,450	13	44	7	
Total Closed Volume			12,124,799	1.06M	9.81M	1.26M	0.00B

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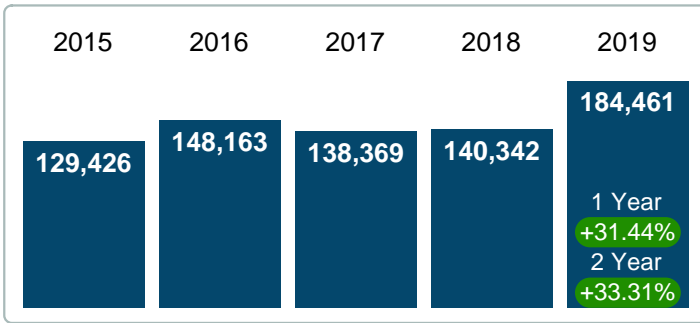
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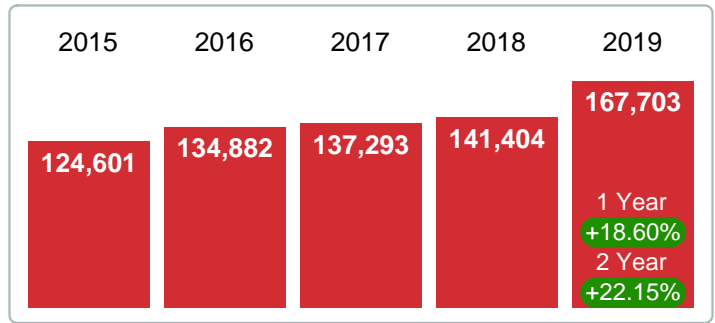
AVERAGE SOLD PRICE AT CLOSING

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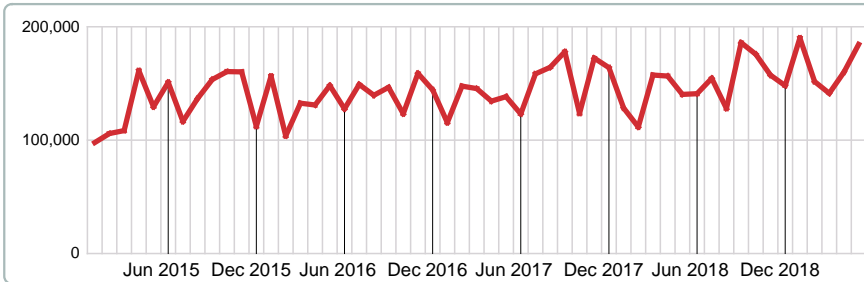
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

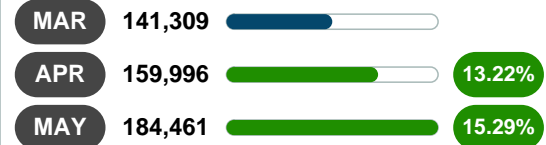


3 MONTHS

5 year MAY AVG = 148,152

High Jan 2019 190,072 Low Jan 2015 97,863

Average Sold Price at Closing this month at **184,461** above the 5 yr MAY average of **148,152**



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
\$50,000 and less	6.25%	31,625	31,625	0	0	0
\$50,001 - \$75,000	12.50%	68,750	70,400	66,000	0	0
\$75,001 - \$125,000	12.50%	103,900	101,233	95,000	121,250	0
\$125,001 - \$175,000	26.56%	150,259	0	149,860	153,250	0
\$175,001 - \$200,000	12.50%	185,075	0	185,075	0	0
\$200,001 - \$275,000	18.75%	224,483	229,000	221,238	231,633	0
\$275,001 and up	10.94%	509,857	0	509,857	0	0
Average Sold Price		184,461	77,785	217,055	177,700	0
Total Closed Units	100%	184,461	13	44	7	0
Total Closed Volume		11,805,500	1.01M	9.55M	1.24M	0.00B

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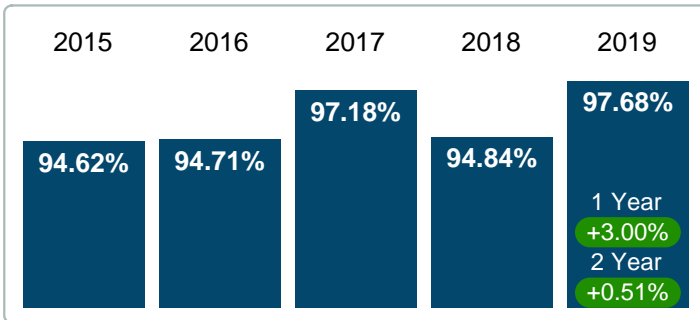
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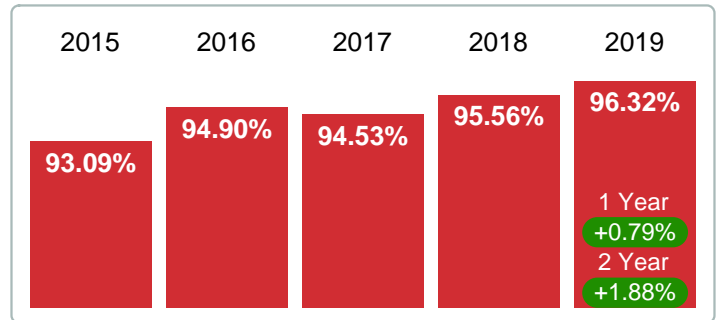
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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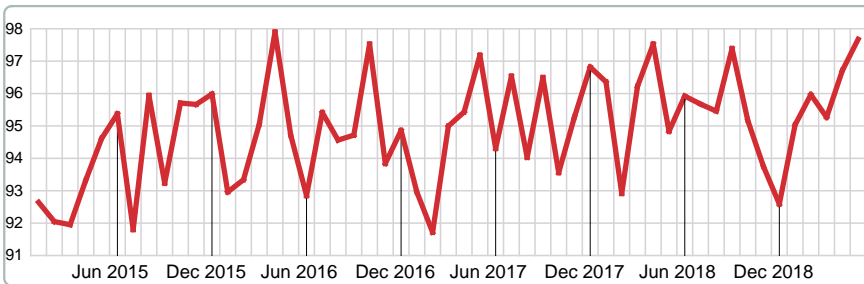
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

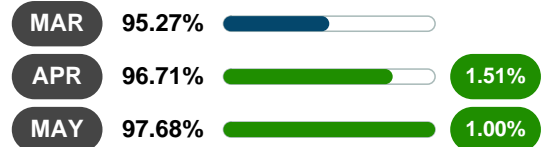


3 MONTHS

5 year MAY AVG = 95.80%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **97.68%** above the 5 yr MAY average of **95.80%**



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
\$50,000 and less	4	6.25%	93.05%	93.05%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	8	12.50%	95.68%	96.42%	94.44%	0.00%	0.00%
\$75,001 - \$125,000	8	12.50%	100.14%	96.01%	105.56%	98.19%	0.00%
\$125,001 - \$175,000	17	26.56%	97.32%	0.00%	96.78%	101.41%	0.00%
\$175,001 - \$200,000	8	12.50%	98.33%	0.00%	98.33%	0.00%	0.00%
\$200,001 - \$275,000	12	18.75%	100.65%	97.45%	101.94%	98.28%	0.00%
\$275,001 and up	7	10.94%	94.80%	0.00%	94.80%	0.00%	0.00%
Average Sold/List Ratio		97.70%		95.37%	98.12%	99.15%	0.00%
Total Closed Units		64	100%	13	44	7	
Total Closed Volume		11,805,500		1.01M	9.55M	1.24M	0.00B

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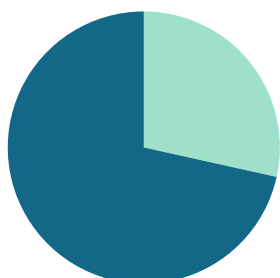
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

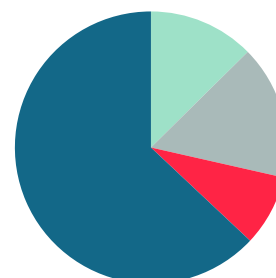


Inventory
 New Listings
125 = 28.47%
 Start Inventory
314
 Total Inventory Units
439
 Volume
\$114,555,465

Market Activity

Closed Sales
64 = 12.60%
 Pending Sales
81 = 15.94%
 Other Off Market
43 = 8.46%
 Active Inventory
320 = 62.99%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	69	64	-7.25%	251	253	0.80%
Pending Sales	62	81	30.65%	310	312	0.65%
New Listings	121	125	3.31%	601	557	-7.32%
Average List Price	148,376	189,450	27.68%	147,583	173,560	17.60%
Average Sale Price	140,342	184,461	31.44%	141,404	167,703	18.60%
Average Percent of Selling Price to List Price	94.84%	97.68%	3.00%	95.56%	96.32%	0.79%
Average Days on Market to Sale	45.10	42.53	-5.70%	50.18	54.08	7.76%
Monthly Inventory	343	320	-6.71%	343	320	-6.71%
Months Supply of Inventory	6.67	5.33	-20.05%	6.67	5.33	-20.05%

Absorption: Last 12 months, an Average of **60** Sales/Month

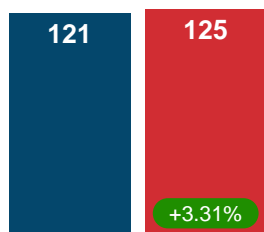
Inventory on May 31, 2019 = **320**

2018 **2019**

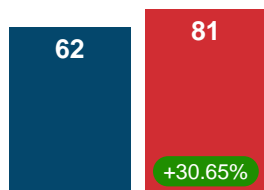
MAY MARKET

AVERAGE PRICES

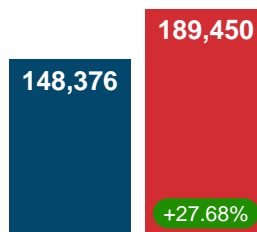
New Listings



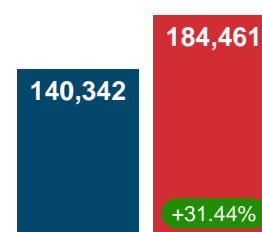
Pending Listings



List Price



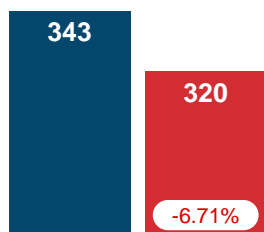
Sale Price



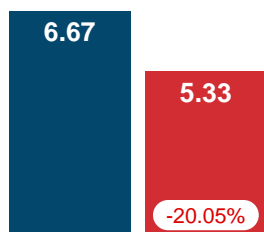
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

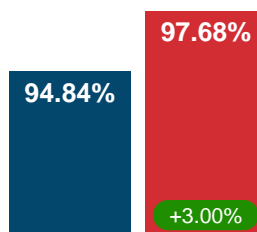
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

