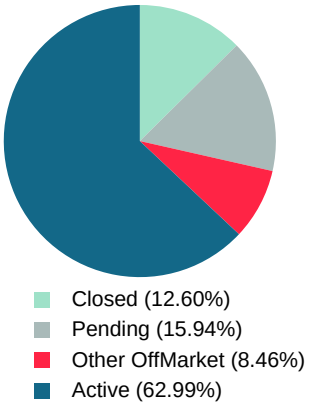
May 2019

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	May 2018	May 2019	+/-%
Closed Listings	69	64	-7.25%
Pending Listings	62	81	30.65%
New Listings	121	125	3.31%
Median List Price	129,900	161,500	24.33%
Median Sale Price	129,900	163,000	25.48%
Median Percent of Selling Price to List Price	95.73%	98.22%	2.60%
Median Days on Market to Sale	31.00	31.50	1.61%
End of Month Inventory	343	320	-6.71%
Months Supply of Inventory	6.67	5.33	-20.05%



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.

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 **25.48%** in May 2019 to $163,000 versus the previous year at $129,900.

Median Days on Market Lengthens

The median number of **31.50** days that homes spent on the market before selling increased by 0.50 days or **1.61%** in May 2019 compared to last year's same month at **31.00** DOM.

Sales Success for May 2019 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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 Monthï¿½s 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

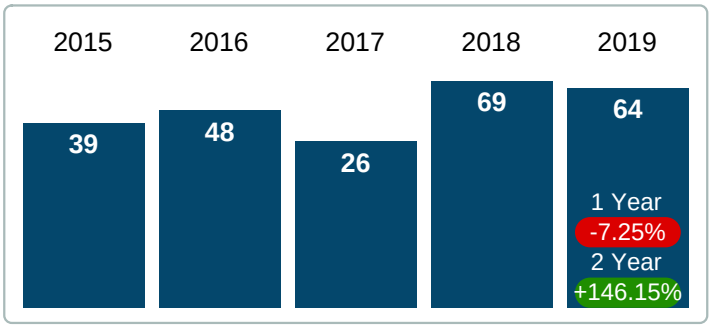
May 2019

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

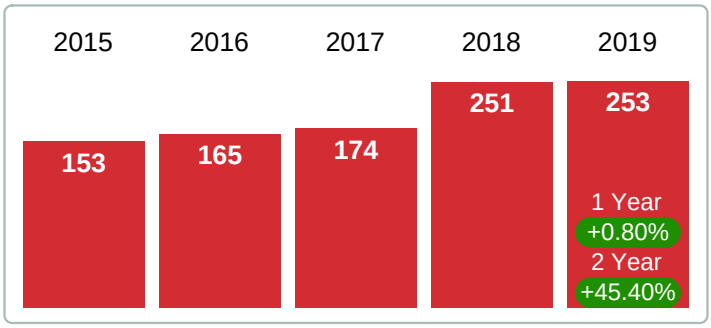
CLOSED LISTINGS

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

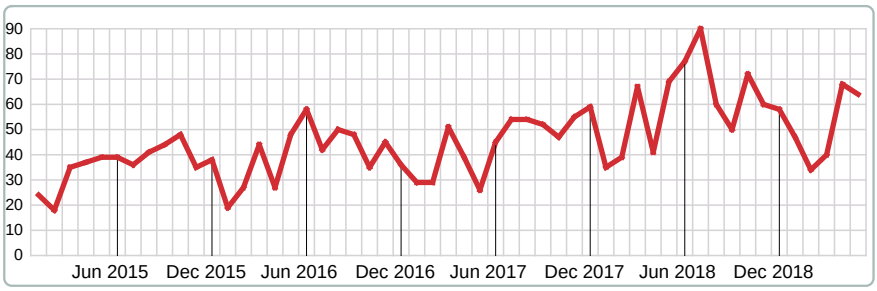
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 49

High Jul 2018 90 Low Feb 2015 18

Closed Listings this month at **64** above the 5 yr MAY average of **49**

MAR	40	
APR	68	70.00%
MAY	64	-5.88%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$50,000 and less	4	6.25%	22.0	4	0	0	0
$50,001 $75,000	8	12.50%	39.5	5	3	0	0
$75,001 $125,000	8	12.50%	24.5	3	3	2	0
$125,001 $175,000	17	26.56%	16.0	0	15	2	0
$175,001 $200,000	8	12.50%	30.5	0	8	0	0
$200,001 $275,000	12	18.75%	48.5	1	8	3	0
$275,001 and up	7	10.94%	67.0	0	7	0	0
Total Closed Units	64	100%	31.5	13	44	7	0
Total Closed Volume	11,805,500			1.01M	9.55M	1.24M	0.00B
Median Closed Price	$163,000			$70,000	$177,000	$156,500	$0

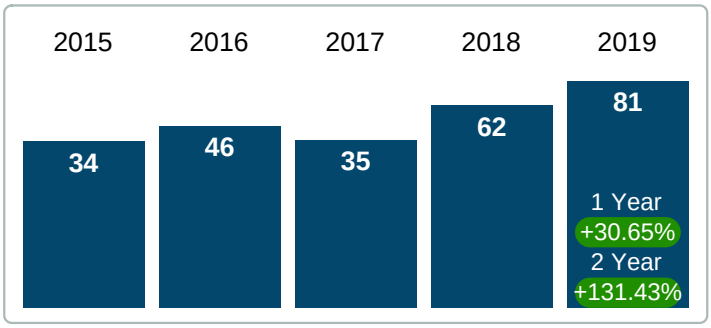
May 2019

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

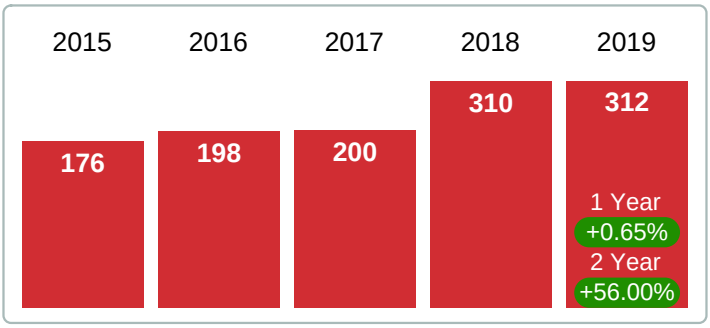
PENDING LISTINGS

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

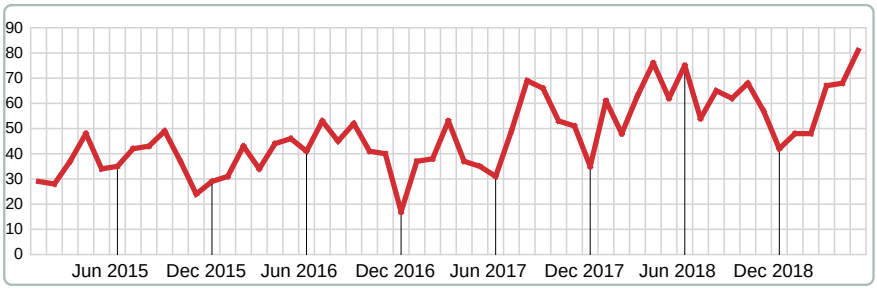
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 52

High May 2019 81 Low Dec 2016 17

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

MAR	67	
APR	68	1.49%
MAY	81	19.12%

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	9	11.11%	41.0	6	2	1	0
$50,001 $75,000	5	6.17%	30.0	3	2	0	0
$75,001 $125,000	14	17.28%	27.5	5	7	2	0
$125,001 $175,000	13	16.05%	8.0	0	9	4	0
$175,001 $225,000	20	24.69%	15.0	0	15	5	0
$225,001 $275,000	10	12.35%	51.0	1	6	2	1
$275,001 and up	10	12.35%	36.0	1	3	3	3
Total Pending Units	81	100%	29.0	16	44	17	4
Total Pending Volume	13,801,436			1.43M	7.60M	3.46M	1.31M
Median Listing Price	$170,000			$67,200	$179,925	$185,000	$302,450

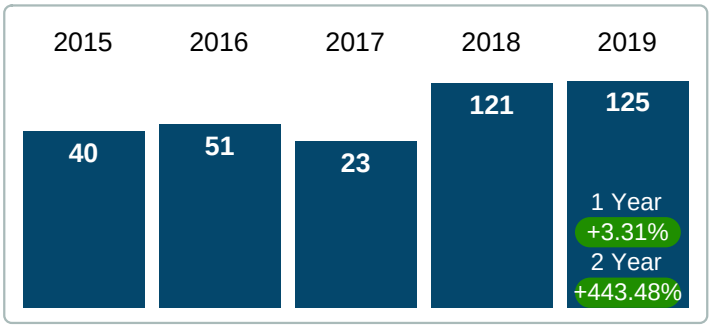
May 2019

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

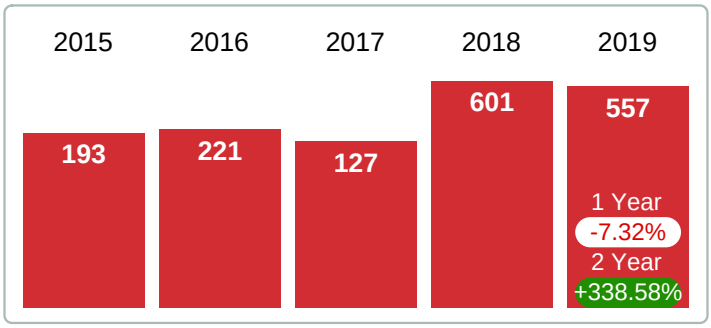
NEW LISTINGS

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

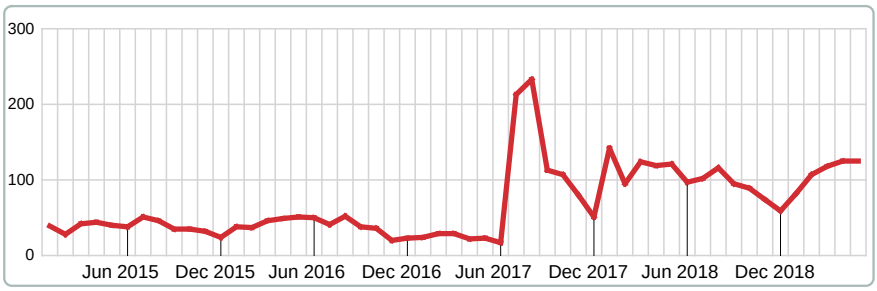
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 72

High Aug 2017 233 Low Jun 2017 17

New Listings this month at **125**
above the 5 yr MAY average of **72**

MAR	118	
APR	125	5.93%
MAY	125	0.00%

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	100%	22	68	27	8
Total New Listed Volume	25,291,924		2.36M	12.80M	7.17M	2.97M
Median New Listed Listing Price	$182,175		$72,450	$167,450	$249,900	$365,000

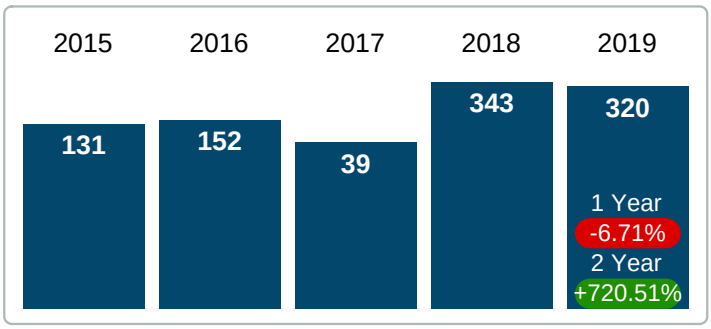
May 2019

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

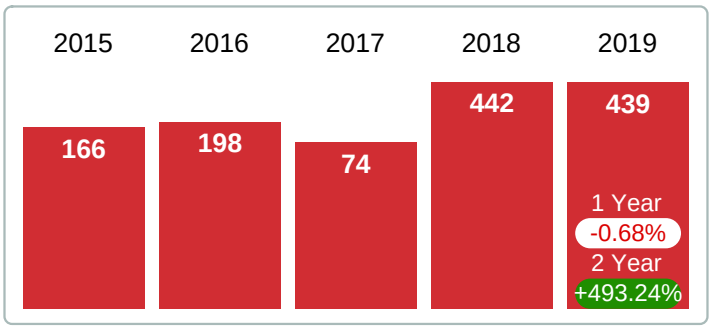
ACTIVE INVENTORY

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

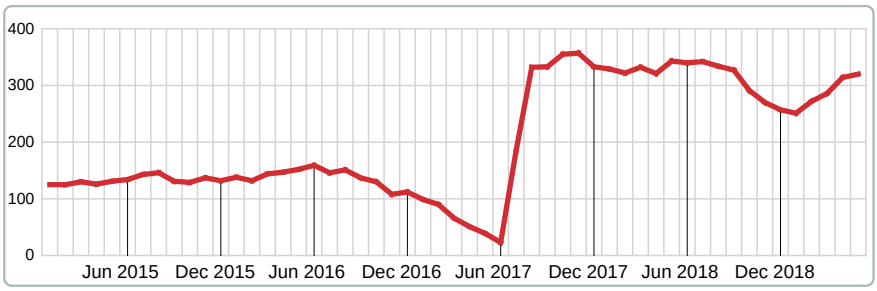
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 197

High Nov 2017 357 Low Jun 2017 23

Inventory this month at **320**
above the 5 yr MAY average of **197**

MAR	286	
APR	314	9.79%
MAY	320	1.91%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$75,000 and less	33	10.31%	53.0	19	12	1	1
$75,001 $100,000	29	9.06%	46.0	4	20	4	1
$100,001 $150,000	52	16.25%	53.5	13	34	3	2
$150,001 $250,000	82	25.63%	62.0	6	50	25	1
$250,001 $350,000	50	15.63%	46.0	5	25	18	2
$350,001 $475,000	37	11.56%	51.0	4	13	11	9
$475,001 and up	37	11.56%	94.0	0	14	13	10

Total Active Inventory by Units	320	100%	59.0	51	168	75	26
Total Active Inventory by Volume	90,687,778			7.05M	43.81M	26.39M	13.44M
Median Active Inventory Listing Price	$210,250			$115,000	$189,000	$269,900	$409,000

May 2019

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

MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR MAY

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	Low May 2019
	inf	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	100%	5.33	5.94	4.47	6.21	14.86
Total Active Inventory by Units	320			51	168	75	26

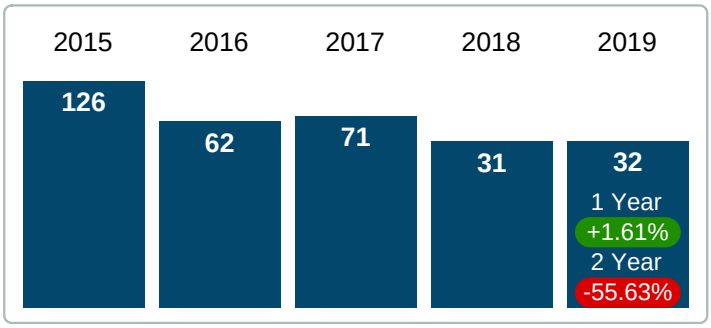
May 2019

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

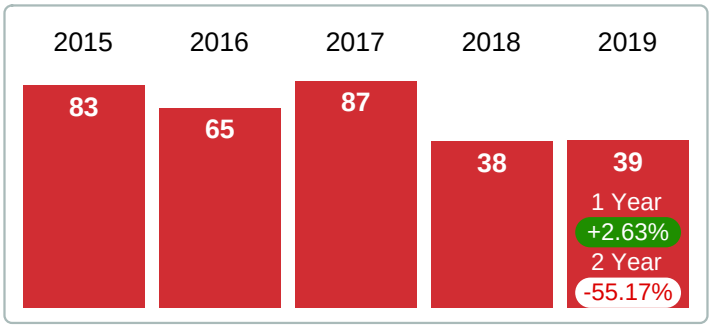
MEDIAN DAYS ON MARKET TO SALE

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

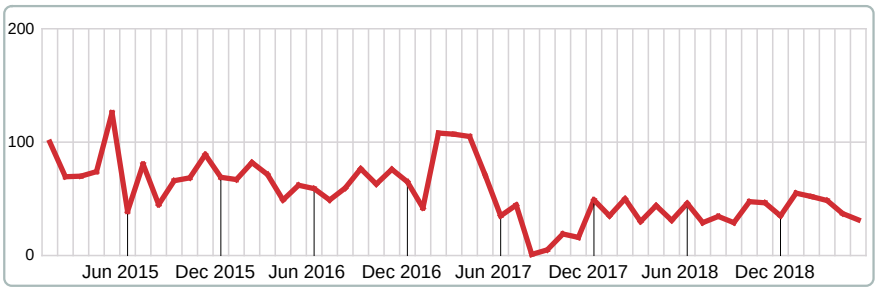
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 64

High May 2015 126 Low Aug 2017 1

Median Days on Market to Sale this month at **32** below the 5 yr MAY average of **64**

MAR	49	
APR	37	-23.71%
MAY	32	-14.86%

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
$50,000 and less	4	6.25%	22	22	0	0	0
$50,001 $75,000	8	12.50%	40	50	21	0	0
$75,001 $125,000	8	12.50%	25	26	13	41	0
$125,001 $175,000	17	26.56%	16	0	16	68	0
$175,001 $200,000	8	12.50%	31	0	31	0	0
$200,001 $275,000	12	18.75%	49	42	44	87	0
$275,001 and up	7	10.94%	67	0	67	0	0
Median Closed DOM	32	100%	31.5	32	24	78	0
Total Closed Units	64			13	44	7	
Total Closed Volume	11,805,500			1.01M	9.55M	1.24M	0.00B

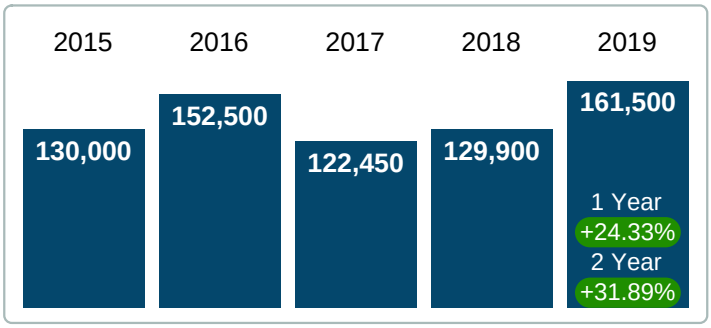
May 2019

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

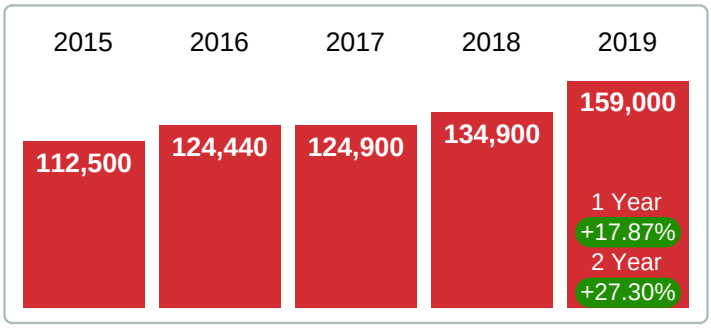
MEDIAN LIST PRICE AT CLOSING

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

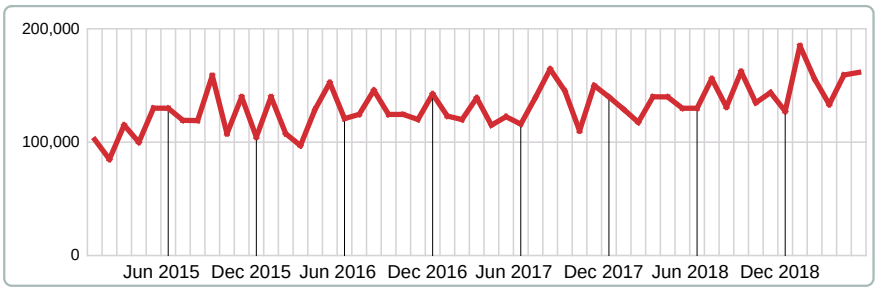
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 139,270

High Jan 2019 185,000 Low Feb 2015 84,900

Median List Price at Closing this month at **161,500** above the 5 yr MAY average of **139,270**

MAR	133,250	
APR	159,250	19.51%
MAY	161,500	1.41%

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
$50,000 and less	3	4.69%	25,000	25,000	0	0	0
$50,001 $75,000	8	12.50%	67,000	69,000	64,900	0	0
$75,001 $125,000	8	12.50%	97,950	82,900	91,000	123,500	0
$125,001 $175,000	18	28.13%	152,000	129,900	154,000	151,250	0
$175,001 $200,000	10	15.63%	189,900	0	189,900	0	0
$200,001 $275,000	9	14.06%	234,999	234,999	236,000	209,950	0
$275,001 and up	8	12.50%	399,000	0	399,000	290,000	0
Median List Price	161,500	100%	161,500	74,400	181,700	157,500	0
Total Closed Units	64			13	44	7	
Total Closed Volume	12,124,799			1.06M	9.81M	1.26M	0.00B

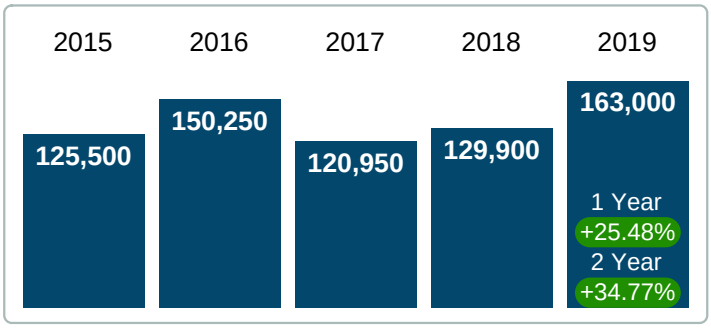
May 2019

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

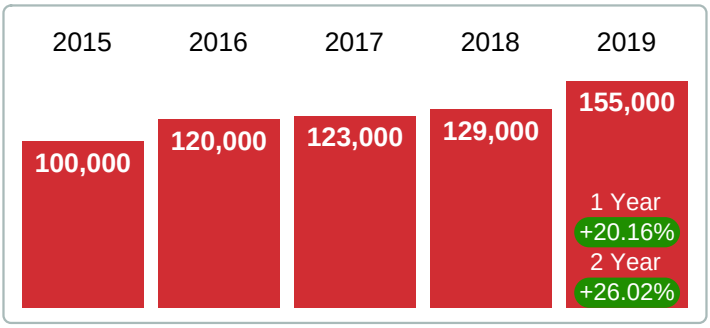
MEDIAN SOLD PRICE AT CLOSING

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

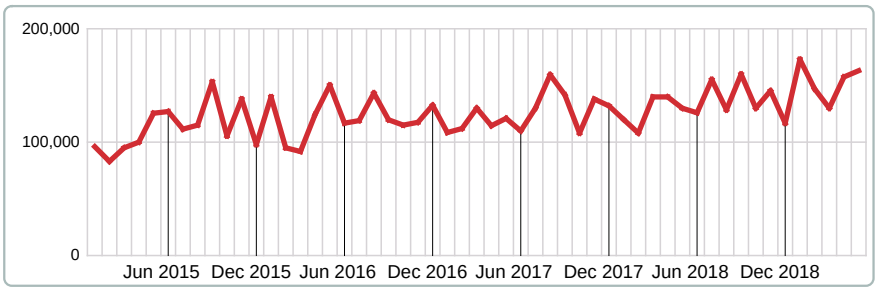
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 137,920

High Jan 2019 173,000 Low Feb 2015 83,000

Median Sold Price at Closing this month at **163,000** above the 5 yr MAY average of **137,920**

MAR	130,000	
APR	157,500	21.15%
MAY	163,000	3.49%

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
$50,000 and less	4	6.25%	27,500	27,500	0	0	0
$50,001 $75,000	8	12.50%	68,500	70,000	65,000	0	0
$75,001 $125,000	8	12.50%	111,250	102,500	85,000	121,250	0
$125,001 $175,000	17	26.56%	150,000	0	148,000	153,250	0
$175,001 $200,000	8	12.50%	183,350	0	183,350	0	0
$200,001 $275,000	12	18.75%	221,500	229,000	221,500	210,000	0
$275,001 and up	7	10.94%	399,000	0	399,000	0	0
Median Sold Price	163,000	100%	163,000	70,000	177,000	156,500	0
Total Closed Units	64			13	44	7	
Total Closed Volume	11,805,500			1.01M	9.55M	1.24M	0.00B

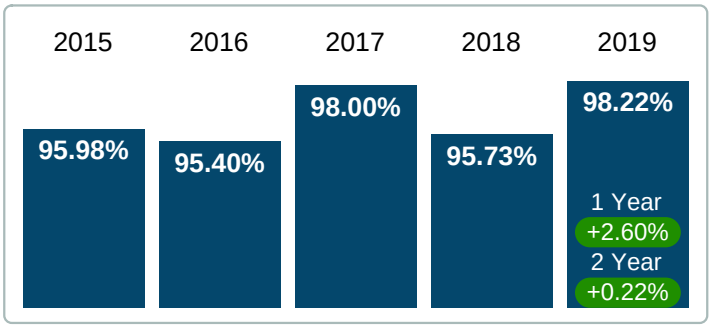
May 2019

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

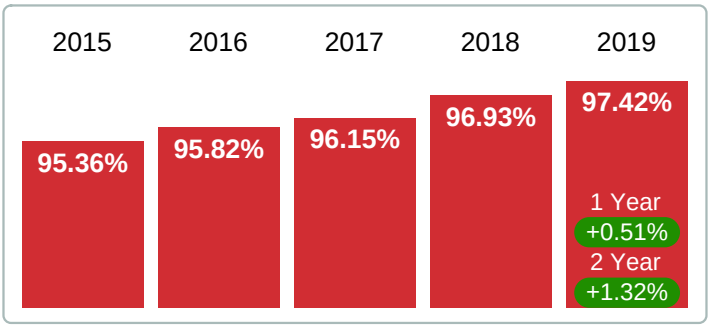
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

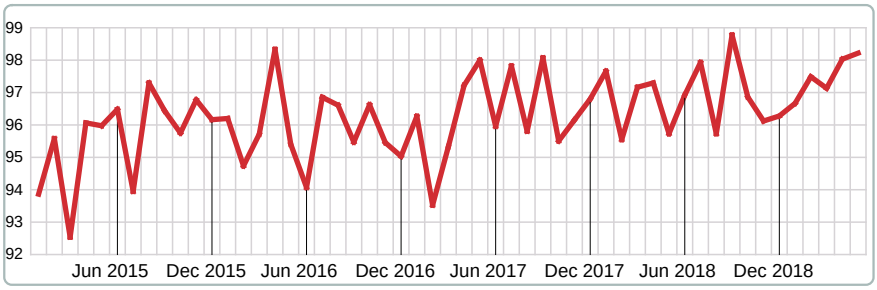
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 96.67%

High Sep 2018 98.78% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **98.22%** above the 5 yr MAY average of **96.67%**

MAR	97.13%	
APR	98.03%	0.92%
MAY	98.22%	0.19%

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
$50,000 and less	4	6.25%	93.10%	93.10%	0.00%	0.00%	0.00%
$50,001 $75,000	8	12.50%	98.55%	97.10%	100.00%	0.00%	0.00%
$75,001 $125,000	8	12.50%	97.83%	97.71%	100.00%	98.19%	0.00%
$125,001 $175,000	17	26.56%	96.98%	0.00%	96.57%	101.41%	0.00%
$175,001 $200,000	8	12.50%	98.89%	0.00%	98.89%	0.00%	0.00%
$200,001 $275,000	12	18.75%	99.80%	97.45%	99.80%	100.00%	0.00%
$275,001 and up	7	10.94%	93.58%	0.00%	93.58%	0.00%	0.00%
Median Sold/List Ratio	98.22%			97.45%	98.55%	100.00%	0.00%
Total Closed Units	64	100%	98.22%	13	44	7	
Total Closed Volume	11,805,500			1.01M	9.55M	1.24M	0.00B

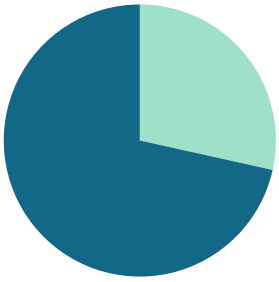
May 2019

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

MARKET SUMMARY

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

INVENTORY



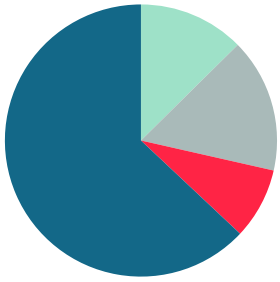
Inventory

- 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 2018	May 2019	May +/-%	Year to Date 2018	Year to Date 2019	Year to Date +/-%
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%
Median List Price	129,900	161,500	24.33%	134,900	159,000	17.87%
Median Sale Price	129,900	163,000	25.48%	129,000	155,000	20.16%
Median Percent of Selling Price to List Price	95.73%	98.22%	2.60%	96.93%	97.42%	0.51%
Median Days on Market to Sale	31.00	31.50	1.61%	38.00	39.00	2.63%
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%

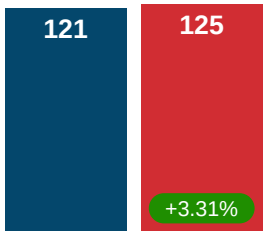
Absorption: Last 12 months, an Average of **60** Sales/Month

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

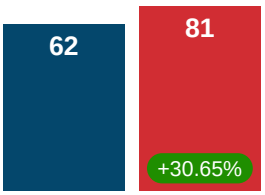
2018 2019

MAY MARKET

New Listings

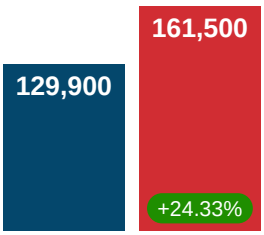


Pending Listings

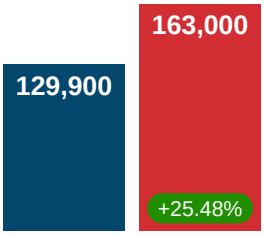


MEDIAN PRICES

List Price

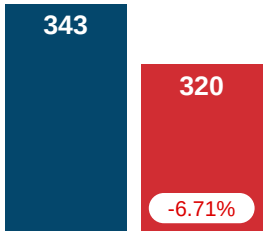


Sale Price

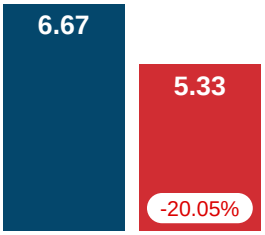


INVENTORY

Active Inventory

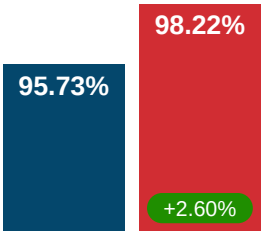
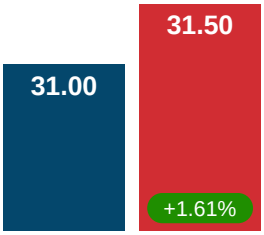


Monthly Supply of Inventory



MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market