

# May 2019



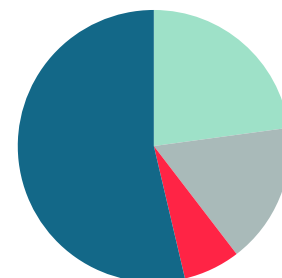
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	69	112	62.32%
Pending Listings	62	82	32.26%
New Listings	114	112	-1.75%
Average List Price	125,097	160,721	28.48%
Average Sale Price	123,173	155,471	26.22%
Average Percent of Selling Price to List Price	97.96%	95.60%	-2.41%
Average Days on Market to Sale	35.48	37.17	4.77%
End of Month Inventory	296	263	-11.15%
Months Supply of Inventory	4.57	4.01	-12.28%



■ Closed (22.86%)  
■ Pending (16.73%)  
■ Other OffMarket (6.73%)  
■ Active (53.67%)

**Absorption:** Last 12 months, an Average of **66** Sales/Month  
**Active Inventory** as of May 31, 2019 = **263**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **11.15%** to 263 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **4.01** 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 **26.22%** in May 2019 to \$155,471 versus the previous year at \$123,173.

#### Average Days on Market Lengthens

The average number of **37.17** days that homes spent on the market before selling increased by 1.69 days or **4.77%** in May 2019 compared to last year's same month at **35.48** DOM.

#### Sales Success for May 2019 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 112 New Listings in May 2019, down **1.75%** from last year at 114. Furthermore, there were 112 Closed Listings this month versus last year at 69, a **62.32%** increase.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, May 2018, at **60.5%**, a **65.22%** 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>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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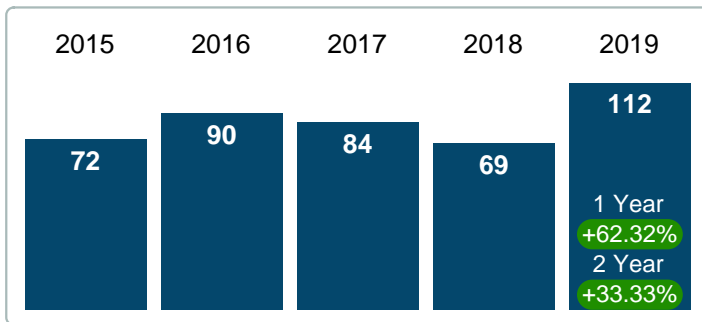
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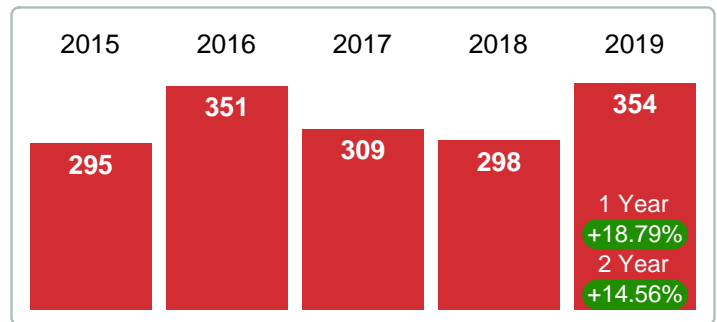
## CLOSED LISTINGS

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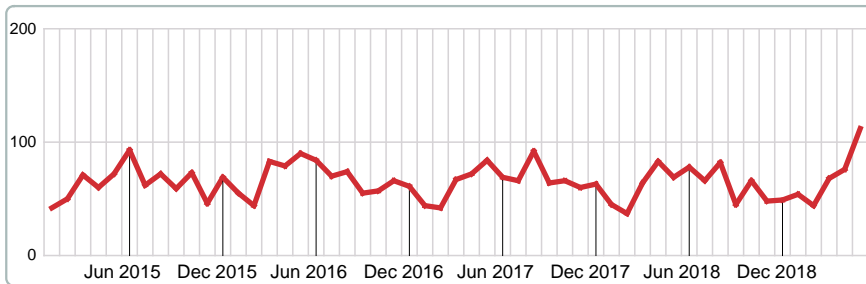
### MAY



### YEAR TO DATE (YTD)

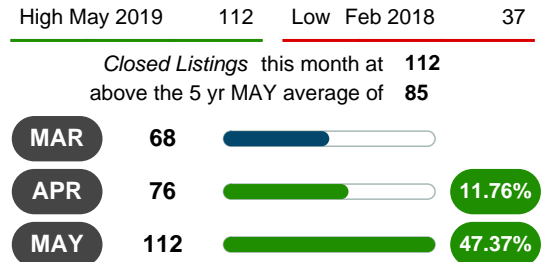


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 85



### 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	11	9.82%	21.6	3	7	1	0
\$50,001 - \$75,000	13	11.61%	43.8	1	11	1	0
\$75,001 - \$100,000	8	7.14%	40.6	1	7	0	0
\$100,001 - \$150,000	36	32.14%	25.7	2	25	8	1
\$150,001 - \$225,000	17	15.18%	57.9	0	5	11	1
\$225,001 - \$275,000	14	12.50%	41.6	0	5	8	1
\$275,001 and up	13	11.61%	41.5	0	0	11	2
<b>Total Closed Units</b>	<b>112</b>			<b>7</b>	<b>60</b>	<b>40</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>17,412,807</b>	<b>100%</b>	<b>37.2</b>	<b>460.50K</b>	<b>6.59M</b>	<b>9.18M</b>	<b>1.18M</b>
<b>Average Closed Price</b>	<b>\$155,471</b>			<b>\$65,786</b>	<b>\$109,768</b>	<b>\$229,581</b>	<b>\$236,600</b>

# May 2019



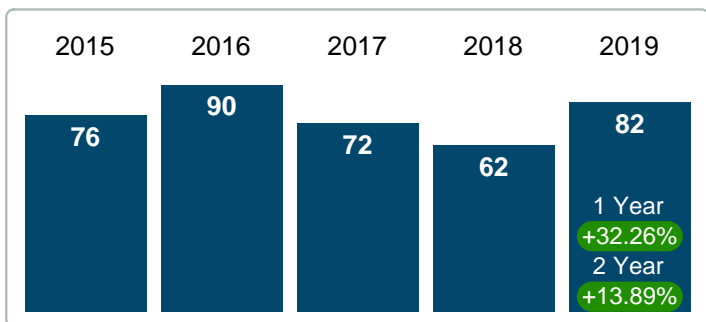
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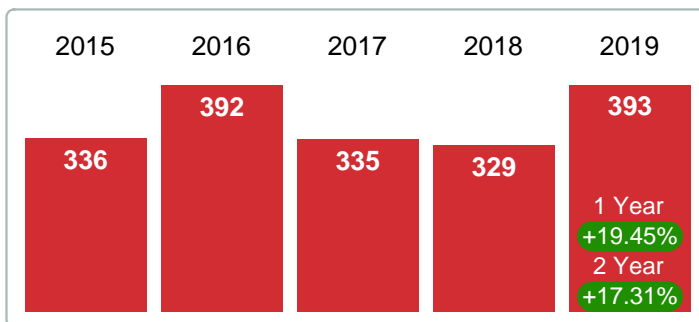
## PENDING LISTINGS

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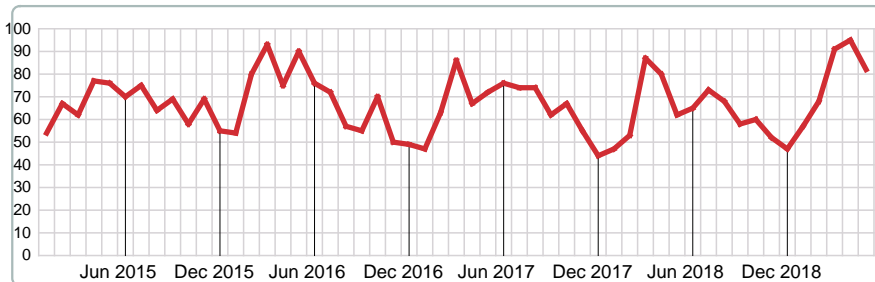
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

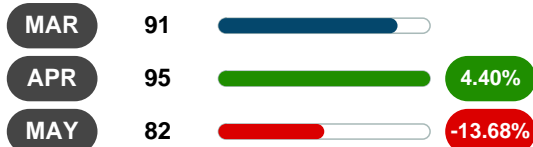


### 3 MONTHS

5 year MAY AVG = 76

High Apr 2019 95 Low Dec 2017 44

Pending Listings this month at **82**  
above the 5 yr MAY average of **76**



### 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	5	6.10%	26.0	3	2	0	0
\$50,001 - \$100,000	13	15.85%	34.7	2	11	0	0
\$100,001 - \$100,000	0	0.00%	0.0	0	0	0	0
\$100,001 - \$175,000	30	36.59%	34.8	0	23	7	0
\$175,001 - \$250,000	15	18.29%	37.7	0	4	11	0
\$250,001 - \$300,000	10	12.20%	87.0	0	2	7	1
\$300,001 and up	9	10.98%	50.1	0	0	8	1
<b>Total Pending Units</b>	<b>82</b>			<b>5</b>	<b>42</b>	<b>33</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>14,753,849</b>	<b>100%</b>	<b>42.8</b>	<b>240.40K</b>	<b>5.20M</b>	<b>8.56M</b>	<b>759.00K</b>
<b>Average Listing Price</b>	<b>\$179,925</b>			<b>\$48,080</b>	<b>\$123,781</b>	<b>\$259,262</b>	<b>\$379,500</b>

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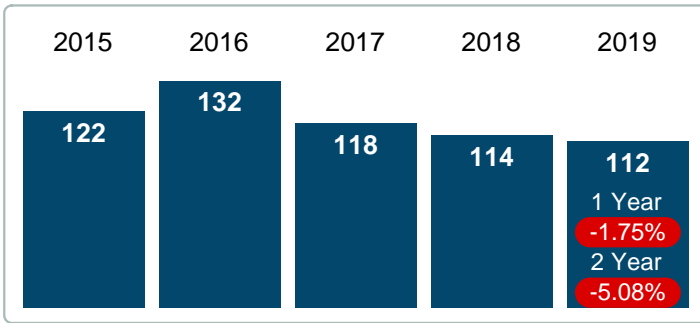
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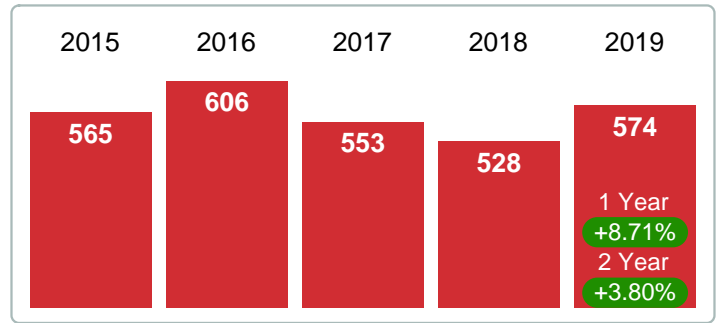
## NEW LISTINGS

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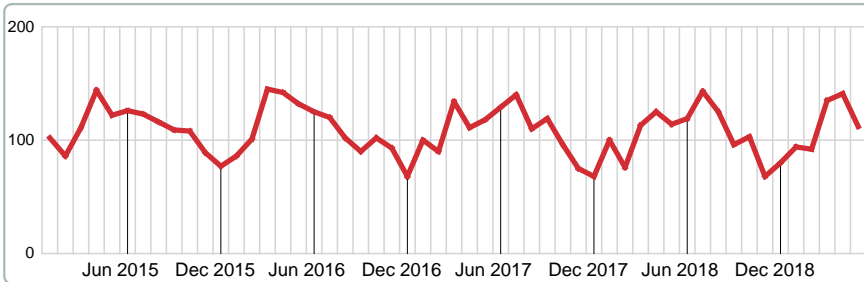
### MAY



### YEAR TO DATE (YTD)

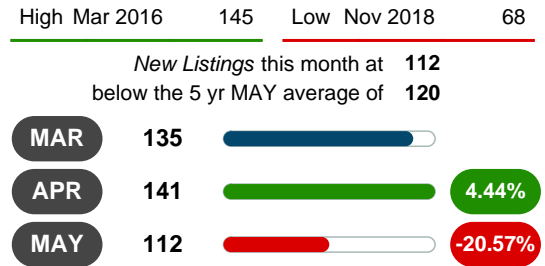


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 120



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.46%	2	3	0	0
\$25,001 - \$75,000	19	16.96%	6	13	0	0
\$75,001 - \$100,000	14	12.50%	3	9	2	0
\$100,001 - \$150,000	31	27.68%	0	23	6	2
\$150,001 - \$225,000	17	15.18%	0	10	6	1
\$225,001 - \$325,000	15	13.39%	0	2	12	1
\$325,001 and up	11	9.82%	0	5	4	2
<b>Total New Listed Units</b>	<b>112</b>		<b>11</b>	<b>65</b>	<b>30</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>19,252,648</b>	<b>100%</b>	<b>648.00K</b>	<b>8.86M</b>	<b>6.91M</b>	<b>2.84M</b>
<b>Average New Listed Listing Price</b>	<b>\$158,134</b>		<b>\$58,909</b>	<b>\$136,238</b>	<b>\$230,208</b>	<b>\$473,817</b>

# May 2019



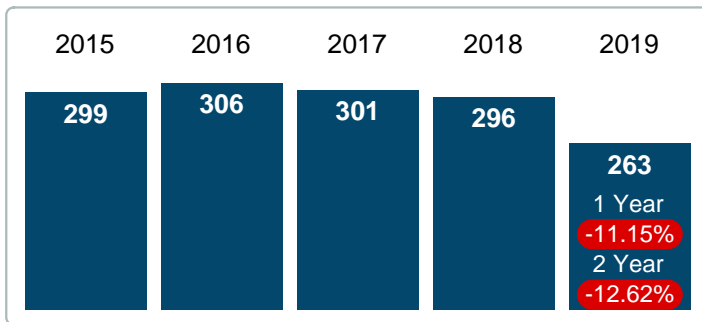
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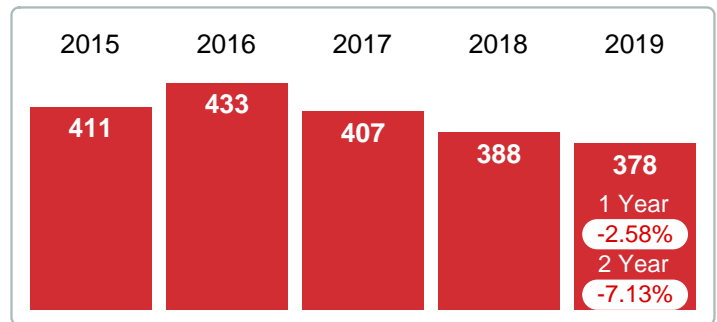
## ACTIVE INVENTORY

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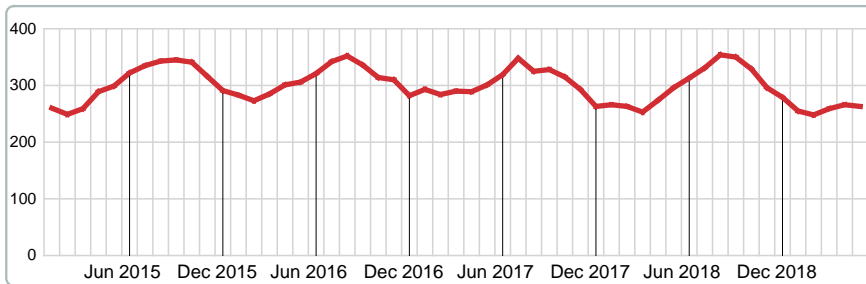
### END OF MAY



### ACTIVE DURING MAY

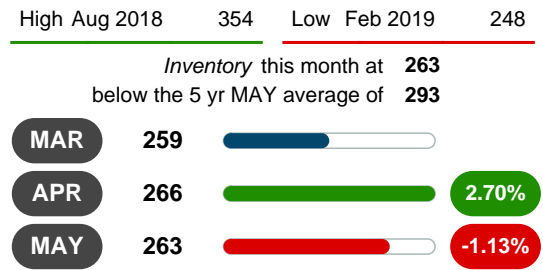


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 293



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	2.66%	39.0	3	4	0	0
\$25,001 - \$50,000	20	7.60%	69.4	4	16	0	0
\$50,001 - \$100,000	64	24.33%	57.2	20	37	7	0
\$100,001 - \$150,000	63	23.95%	51.5	2	48	10	3
\$150,001 - \$225,000	38	14.45%	59.8	0	17	17	4
\$225,001 - \$350,000	44	16.73%	58.0	0	10	28	6
\$350,001 and up	27	10.27%	83.8	1	9	8	9
Total Active Inventory by Units		263		30	141	70	22
Total Active Inventory by Volume		49,487,026	100%	2.83M	20.56M	16.75M	9.34M
Average Active Inventory Listing Price		\$188,164		\$94,383	\$145,851	\$239,355	\$424,350

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Area Delimited by County Of Washington - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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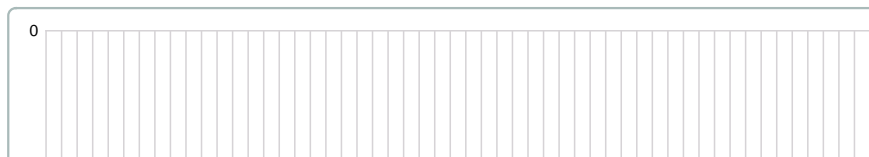
### MSI FOR MAY

2015	2016	2017	2018	2019

### INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>263</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 <b>inf</b> equal to 5 yr MAY average of <b>inf</b>			
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
\$40,000 and less	19		7.22%	3.08	2.88	3.47	0.00	0.00	
\$40,001 - \$70,000	35		13.31%	4.29	5.28	3.77	8.00	0.00	
\$70,001 - \$100,000	37		14.07%	3.52	8.57	2.87	3.33	0.00	
\$100,001 - \$160,000	69		26.24%	3.44	1.41	3.97	2.29	9.00	
\$160,001 - \$240,000	44		16.73%	4.13	0.00	4.80	3.12	18.00	
\$240,001 - \$360,000	32		12.17%	4.09	0.00	3.16	4.38	4.36	
\$360,001 and up	27		10.27%	12.00	0.00	36.00	4.36	54.00	
Market Supply of Inventory (MSI)		4.01			4.29	3.93	3.37	11.00	
Total Active Inventory by Units		263	100%	4.01	30	141	70	22	

# May 2019



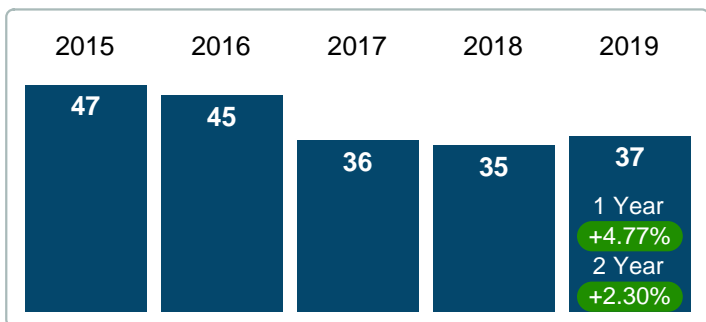
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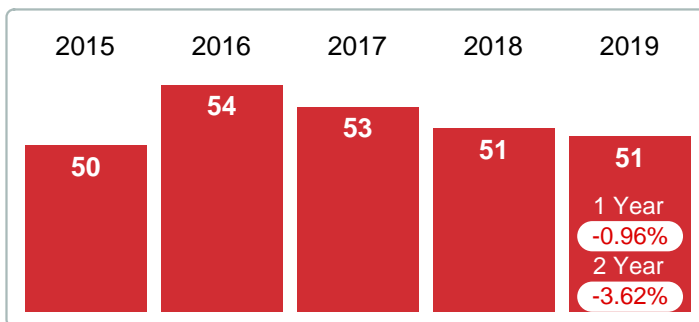
## AVERAGE DAYS ON MARKET TO SALE

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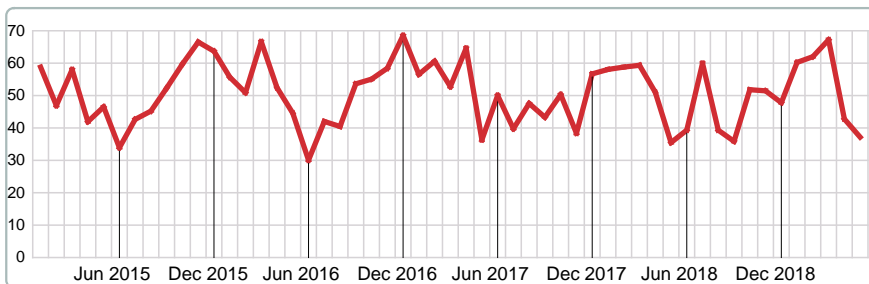
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

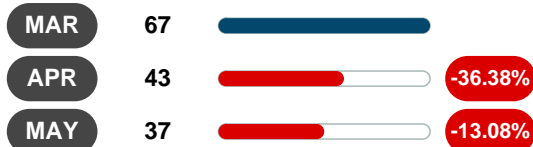


### 3 MONTHS

5 year MAY AVG = 40

High Dec 2016 69 Low Jun 2016 30

Average Days on Market to Sale this month at 37 below the 5 yr MAY average of 40



### 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	9.82%	22	20	25	5	0
\$50,001 - \$75,000	11.61%	44	47	47	10	0
\$75,001 - \$100,000	7.14%	41	63	37	0	0
\$100,001 - \$150,000	32.14%	26	4	23	40	15
\$150,001 - \$225,000	15.18%	58	0	66	44	172
\$225,001 - \$275,000	12.50%	42	0	20	39	174
\$275,001 and up	11.61%	41	0	0	31	98
<b>Average Closed DOM</b>		<b>37</b>	<b>26</b>	<b>33</b>	<b>37</b>	<b>111</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>37</b>	<b>7</b>	<b>60</b>	<b>40</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>17,412,807</b>	<b>460.50K</b>	<b>6.59M</b>	<b>9.18M</b>	<b>1.18M</b>

# May 2019



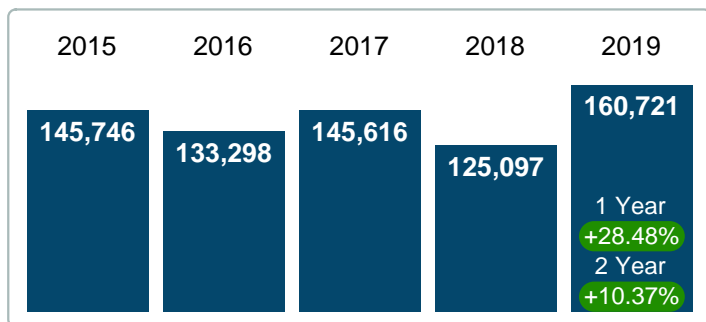
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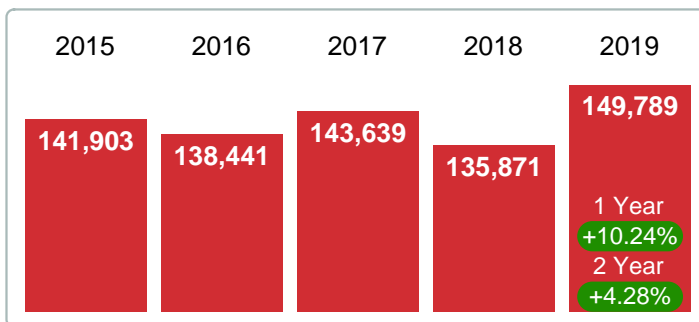
## AVERAGE LIST PRICE AT CLOSING

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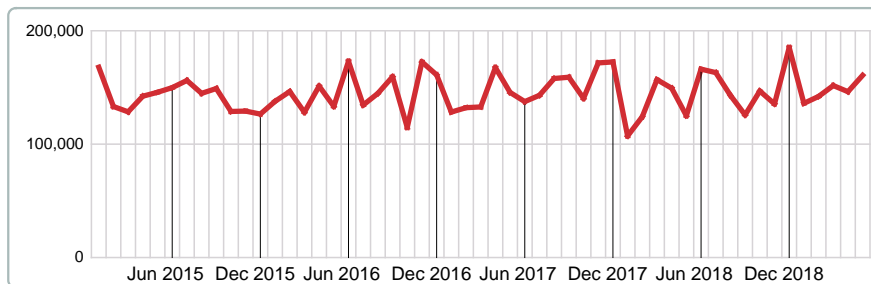
### MAY



### YEAR TO DATE (YTD)

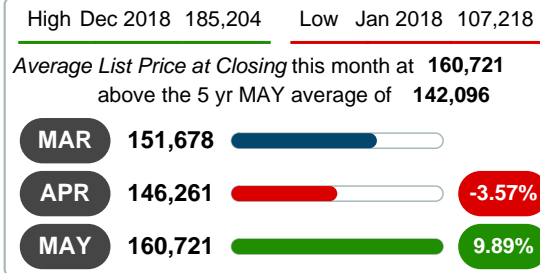


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 142,096



### 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	10.71%	33,467	35,467	30,314	35,000	0
\$50,001 - \$75,000	9.82%	66,518	68,000	67,609	48,000	0
\$75,001 - \$100,000	8.93%	87,260	85,000	89,671	0	0
\$100,001 - \$150,000	28.57%	124,298	115,000	125,416	129,569	135,000
\$150,001 - \$225,000	16.07%	185,347	0	169,380	208,077	189,900
\$225,001 - \$275,000	14.29%	255,150	0	247,560	263,838	265,000
\$275,001 and up	11.61%	353,746	0	0	359,527	321,950
<b>Average List Price</b>		<b>160,721</b>	<b>69,914</b>	<b>113,395</b>	<b>236,848</b>	<b>246,760</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>160,721</b>	<b>7</b>	<b>60</b>	<b>40</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>18,000,799</b>	<b>489.40K</b>	<b>6.80M</b>	<b>9.47M</b>	<b>1.23M</b>



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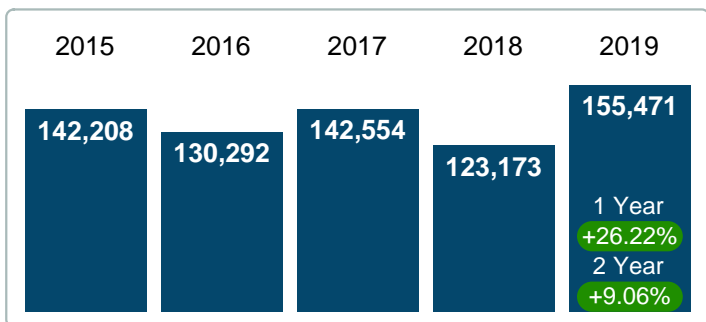
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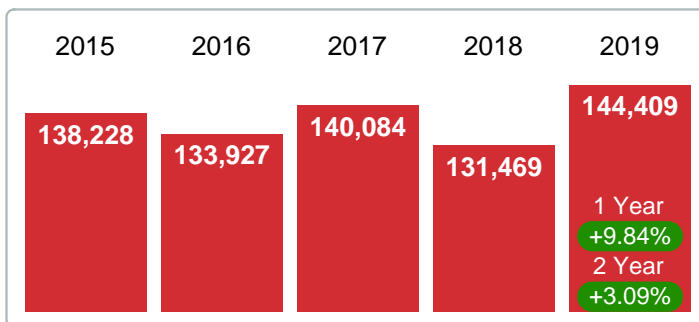
## AVERAGE SOLD PRICE AT CLOSING

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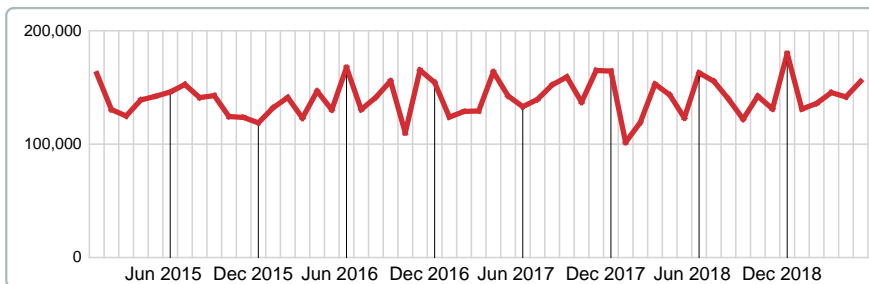
### MAY



### YEAR TO DATE (YTD)

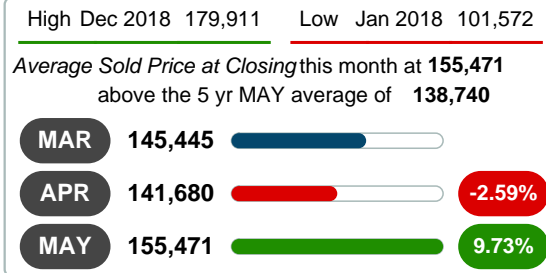


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 138,740



### 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	11	9.82%	27,023	31,667	24,893	28,000	0	
\$50,001 - \$75,000	13	11.61%	63,585	60,500	64,982	51,300	0	
\$75,001 - \$100,000	8	7.14%	84,876	80,000	85,572	0	0	
\$100,001 - \$150,000	36	32.14%	122,844	112,500	122,264	125,725	135,000	
\$150,001 - \$225,000	17	15.18%	190,074	0	164,320	201,968	188,000	
\$225,001 - \$275,000	14	12.50%	249,021	0	243,960	253,938	235,000	
\$275,001 and up	13	11.61%	343,846	0	0	349,545	312,500	
<b>Average Sold Price</b>		155,471		65,786	109,768	229,581	236,600	
<b>Total Closed Units</b>		112	100%	155,471	7	60	40	5
<b>Total Closed Volume</b>		17,412,807		460.50K	6.59M	9.18M	1.18M	

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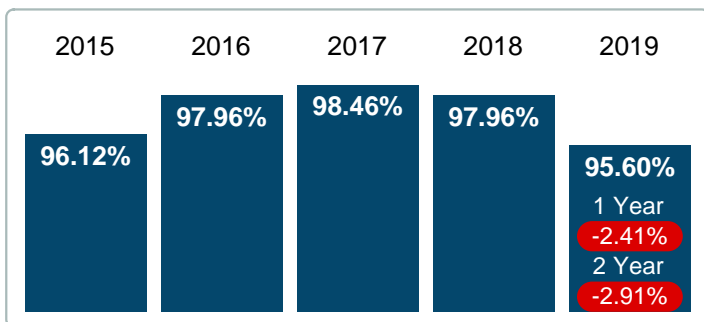
Area Delimited by County Of Washington - Residential Property Type



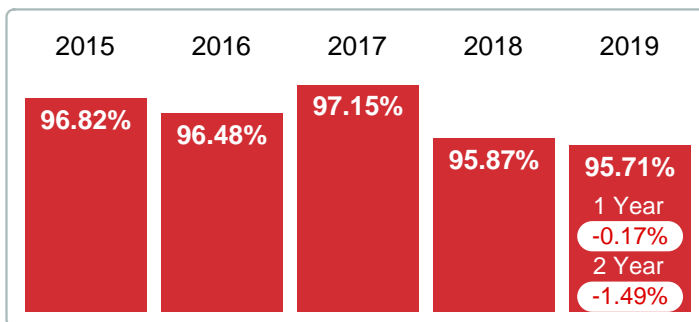
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

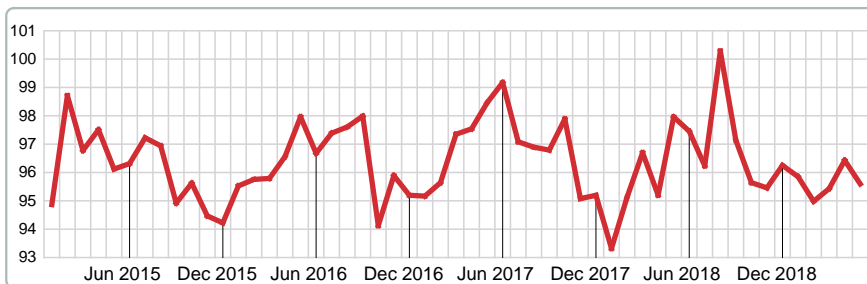
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

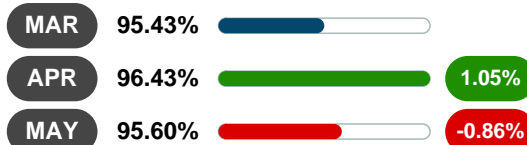


### 3 MONTHS

5 year MAY AVG = 97.22%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **95.60%**  
below the 5 yr MAY average of **97.22%**



### 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	11	9.82%	81.70%	89.02%	78.80%	80.00%	0.00%
\$50,001 - \$75,000	13	11.61%	96.46%	88.97%	96.19%	106.88%	0.00%
\$75,001 - \$100,000	8	7.14%	95.99%	94.12%	96.25%	0.00%	0.00%
\$100,001 - \$150,000	36	32.14%	97.62%	98.00%	97.68%	97.06%	100.00%
\$150,001 - \$225,000	17	15.18%	97.30%	0.00%	97.05%	97.26%	99.00%
\$225,001 - \$275,000	14	12.50%	96.53%	0.00%	98.55%	96.25%	88.68%
\$275,001 and up	13	11.61%	97.40%	0.00%	0.00%	97.46%	97.06%
Average Sold/List Ratio		95.60%		92.31%	95.06%	96.88%	96.36%
Total Closed Units		112	100%	7	60	40	5
Total Closed Volume		17,412,807		460.50K	6.59M	9.18M	1.18M

# May 2019



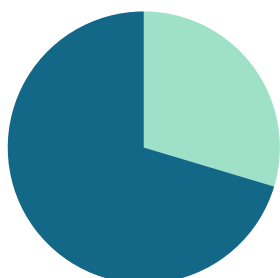
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

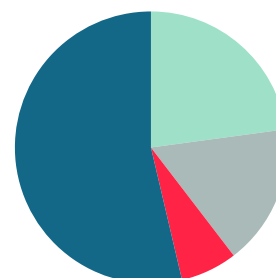


**Inventory**  
 New Listings  
**112 = 29.63%**  
 Start Inventory  
**266**  
 Total Inventory Units  
**378**  
 Volume  
**\$69,089,275**

### Market Activity

Closed Sales  
**112 = 22.86%**  
 Pending Sales  
**82 = 16.73%**  
 Other Off Market  
**33 = 6.73%**  
 Active Inventory  
**263 = 53.67%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	69	112	62.32%	298	354	18.79%
Pending Sales	62	82	32.26%	329	393	19.45%
New Listings	114	112	-1.75%	528	574	8.71%
Average List Price	125,097	160,721	28.48%	135,871	149,789	10.24%
Average Sale Price	123,173	155,471	26.22%	131,469	144,409	9.84%
Average Percent of Selling Price to List Price	97.96%	95.60%	-2.41%	95.87%	95.71%	-0.17%
Average Days on Market to Sale	35.48	37.17	4.77%	51.24	50.75	-0.96%
Monthly Inventory	296	263	-11.15%	296	263	-11.15%
Months Supply of Inventory	4.57	4.01	-12.28%	4.57	4.01	-12.28%

**Absorption:** Last 12 months, an Average of **66** Sales/Month

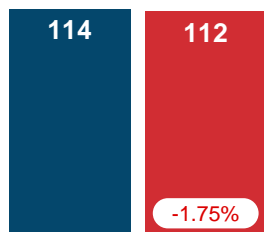
**Inventory** on May 31, 2019 = **263**

**2018** **2019**

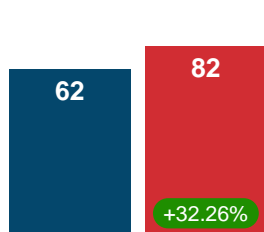
### MAY MARKET

### AVERAGE PRICES

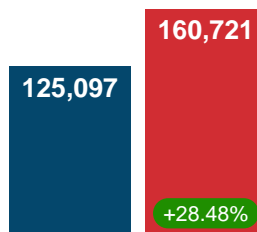
#### New Listings



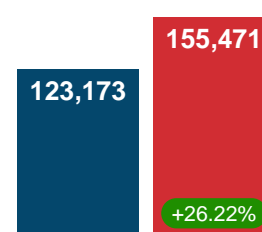
#### Pending Listings



#### List Price



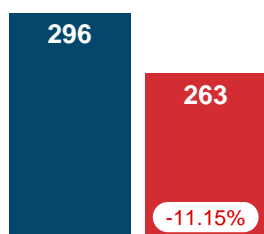
#### Sale Price



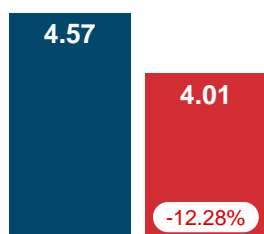
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

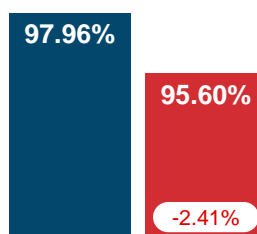
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

