

May 2019



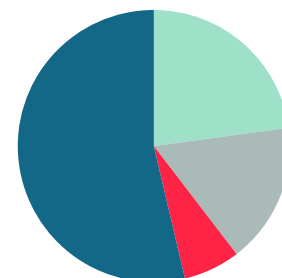
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	110,000	133,500	21.36%
Median Sale Price	107,000	130,000	21.50%
Median Percent of Selling Price to List Price	98.21%	97.14%	-1.10%
Median Days on Market to Sale	14.00	19.00	35.71%
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.

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 **21.50%** in May 2019 to \$130,000 versus the previous year at \$107,000.

Median Days on Market Lengthens

The median number of **19.00** days that homes spent on the market before selling increased by 5.00 days or **35.71%** in May 2019 compared to last year's same month at **14.00** 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 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.

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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 to find a REALTOR® today.

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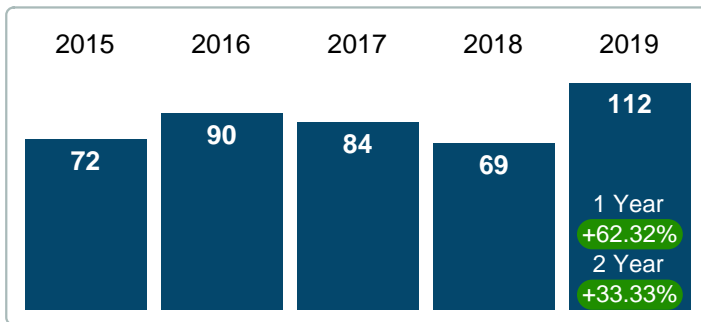
Area Delimited by County Of Washington - Residential Property Type



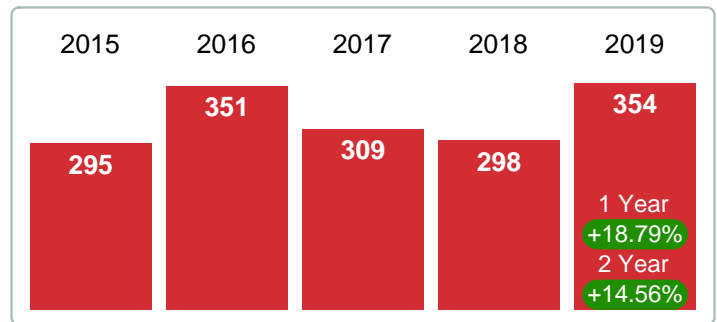
CLOSED LISTINGS

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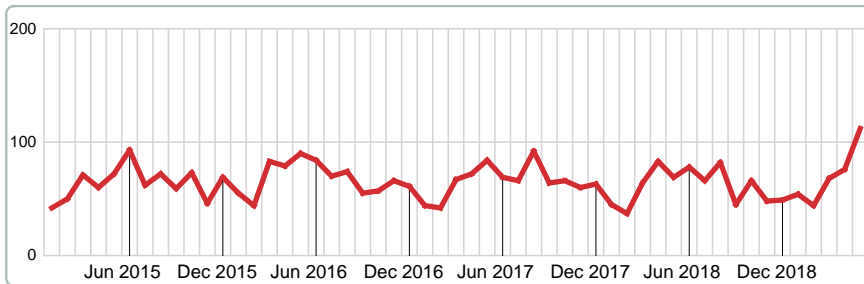
MAY



YEAR TO DATE (YTD)

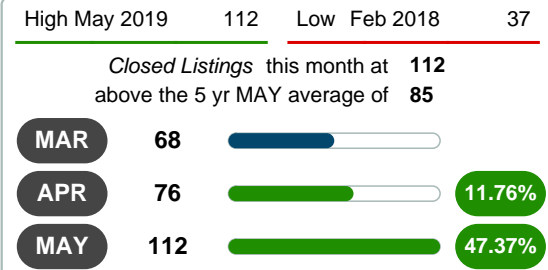


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 85



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	11	9.82%	11.0	3	7	1	0
\$50,001 - \$70,000	11	9.82%	42.0	1	9	1	0
\$70,001 - \$110,000	20	17.86%	8.5	2	16	2	0
\$110,001 - \$160,000	27	24.11%	16.0	1	19	6	1
\$160,001 - \$230,000	17	15.18%	28.0	0	5	11	1
\$230,001 - \$280,000	14	12.50%	30.5	0	4	9	1
\$280,001 and up	12	10.71%	28.0	0	0	10	2
Total Closed Units	112			7	60	40	5
Total Closed Volume	17,412,807	100%	19.0	460.50K	6.59M	9.18M	1.18M
Median Closed Price	\$130,000			\$60,500	\$105,250	\$223,500	\$235,000

May 2019



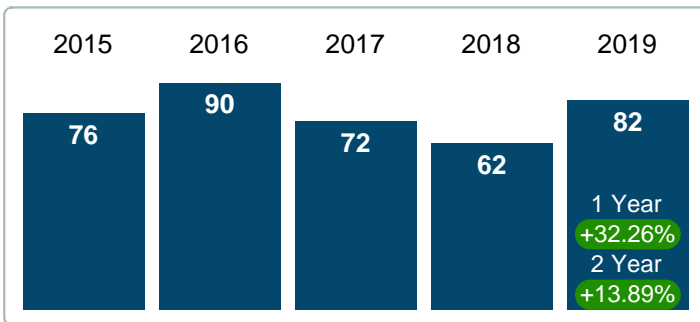
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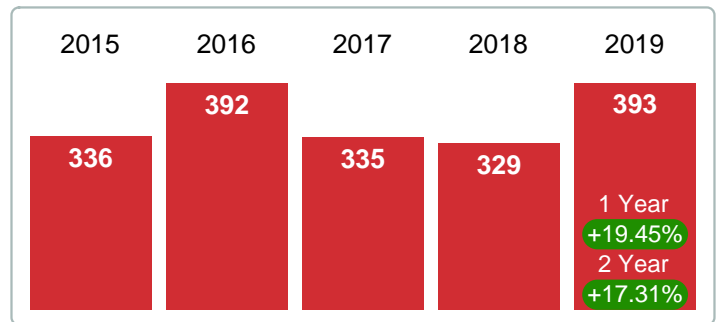
PENDING LISTINGS

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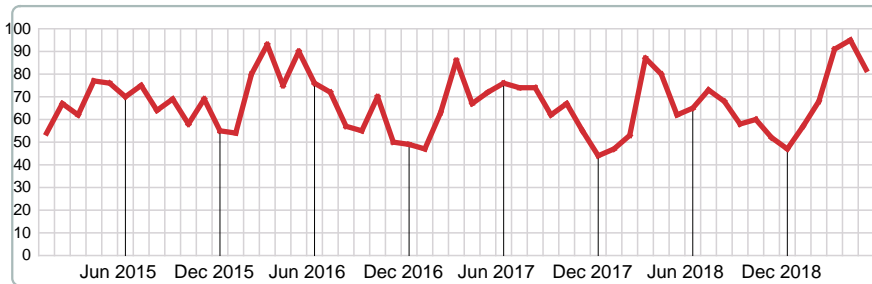
MAY



YEAR TO DATE (YTD)

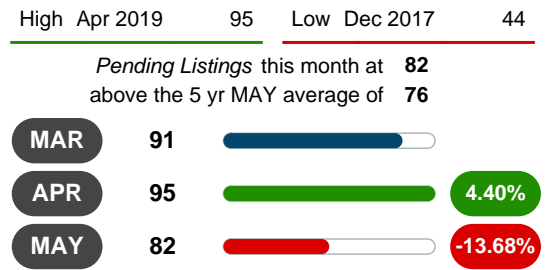


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 76



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	7.32%	19.0	3	3	0	0
\$60,001 - \$100,000	12	14.63%	13.5	2	10	0	0
\$100,001 - \$120,000	12	14.63%	49.0	0	10	2	0
\$120,001 - \$190,000	19	23.17%	18.0	0	13	6	0
\$190,001 - \$250,000	14	17.07%	28.5	0	4	10	0
\$250,001 - \$310,000	10	12.20%	81.5	0	2	7	1
\$310,001 and up	9	10.98%	37.0	0	0	8	1
Total Pending Units	82			5	42	33	2
Total Pending Volume	14,753,849	100%	27.0	240.40K	5.20M	8.56M	759.00K
Median Listing Price	\$149,400			\$39,900	\$116,950	\$235,000	\$379,500

May 2019



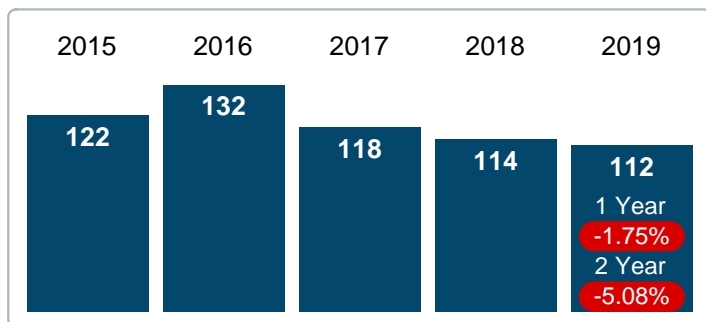
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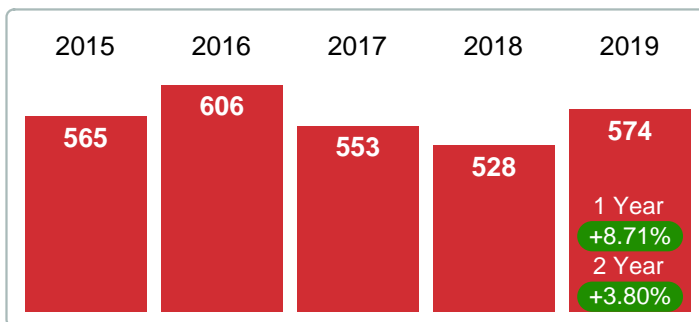
NEW LISTINGS

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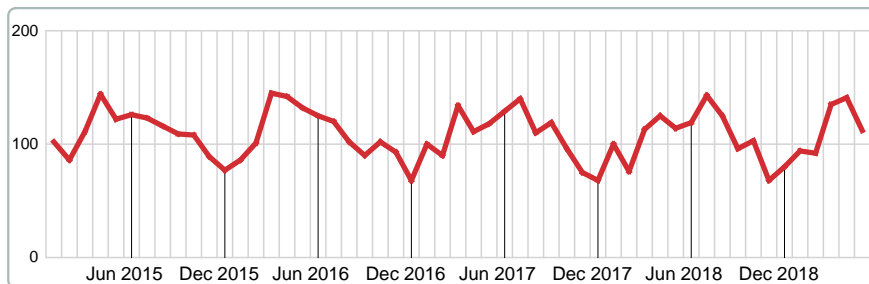
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 120

High Mar 2016 145 Low Nov 2018 68

New Listings this month at 112
 below the 5 yr MAY average of 120



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	9	8.04%	3	6	0	0
\$40,001 - \$80,000	16	14.29%	6	10	0	0
\$80,001 - \$110,000	17	15.18%	2	12	2	1
\$110,001 - \$150,000	27	24.11%	0	20	6	1
\$150,001 - \$230,000	17	15.18%	0	10	6	1
\$230,001 - \$320,000	13	11.61%	0	2	10	1
\$320,001 and up	13	11.61%	0	5	6	2
Total New Listed Units	112		11	65	30	6
Total New Listed Volume	19,252,648	100%	648.00K	8.86M	6.91M	2.84M
Median New Listed Listing Price	\$127,400		\$60,000	\$119,900	\$239,500	\$214,950

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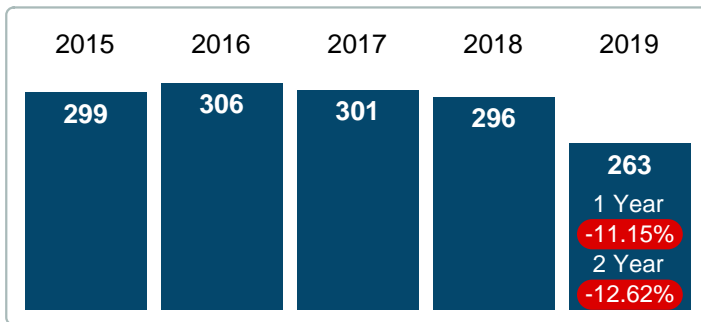
Area Delimited by County Of Washington - Residential Property Type



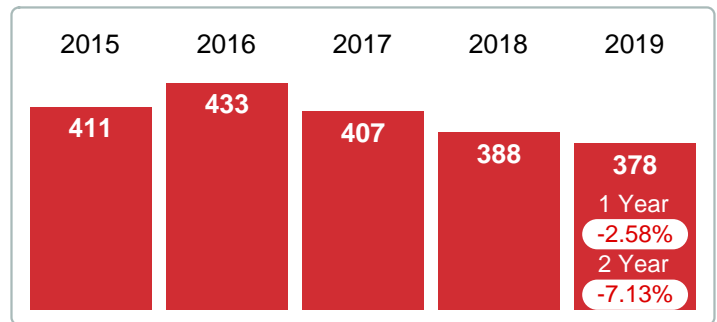
ACTIVE INVENTORY

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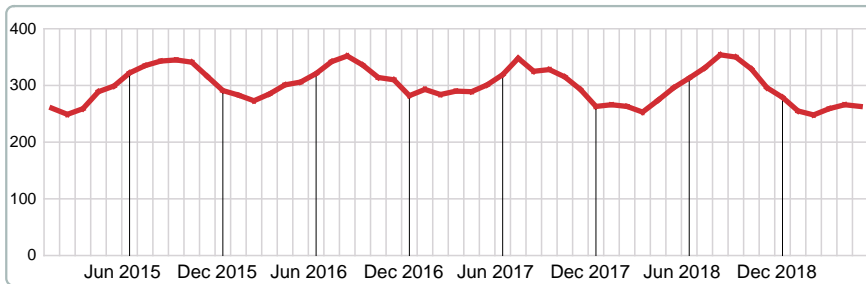
END OF MAY



ACTIVE DURING MAY

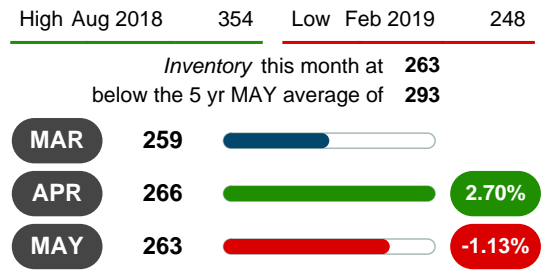


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 293



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	19	7.22%	66.0	6	13	0	0
\$40,001 - \$70,000	35	13.31%	52.0	11	22	2	0
\$70,001 - \$100,000	37	14.07%	43.0	10	22	5	0
\$100,001 - \$160,000	69	26.24%	46.0	2	52	12	3
\$160,001 - \$240,000	44	16.73%	51.0	0	18	20	6
\$240,001 - \$360,000	32	12.17%	41.5	0	5	23	4
\$360,001 and up	27	10.27%	53.0	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
Median Active Inventory Listing Price		\$129,900		\$64,900	\$119,600	\$231,500	\$270,000

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Area Delimited by County Of Washington - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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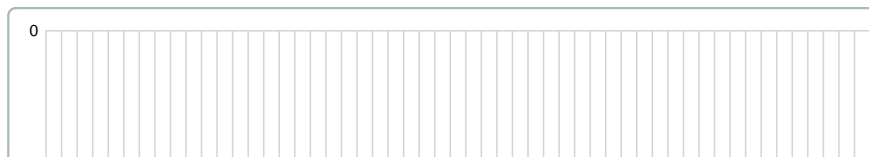
MSI FOR MAY

2015	2016	2017	2018	2019

INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
263	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
\$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

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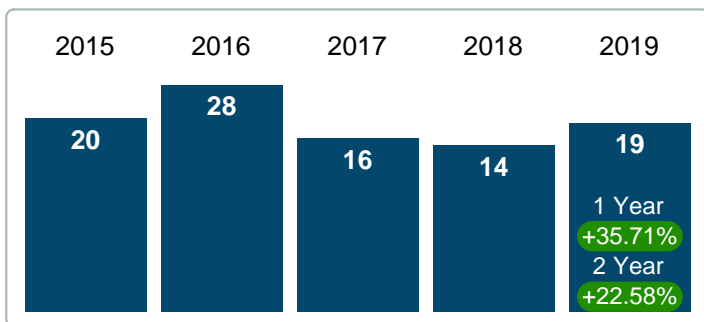
Area Delimited by County Of Washington - Residential Property Type



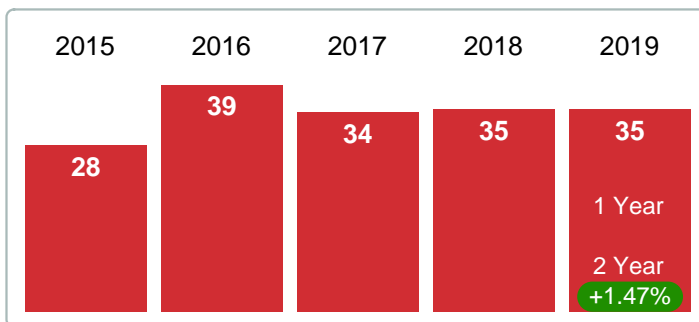
MEDIAN DAYS ON MARKET TO SALE

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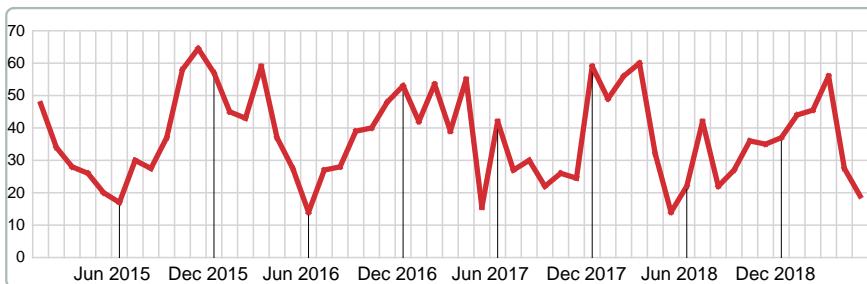
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 19

High Nov 2015 65 Low May 2018 14

Median Days on Market to Sale this month at 19 equal to 5 yr MAY average of 19



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	9.82%	11	10	17	5	0
\$50,001 - \$70,000	9.82%	42	47	42	10	0
\$70,001 - \$110,000	17.86%	9	33	7	39	0
\$110,001 - \$160,000	24.11%	16	6	16	32	15
\$160,001 - \$230,000	15.18%	28	0	57	28	172
\$230,001 - \$280,000	12.50%	31	0	23	29	174
\$280,001 and up	10.71%	28	0	0	13	98
Median Closed DOM		19	10	17	22	158
Total Closed Units	100%	112	7	60	40	5
Total Closed Volume		17,412,807	460.50K	6.59M	9.18M	1.18M

May 2019



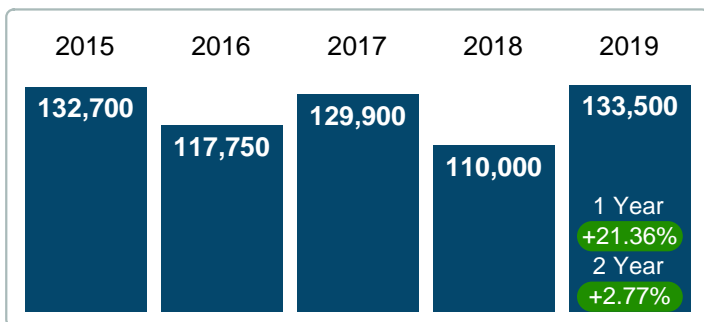
Area Delimited by County Of Washington - Residential Property Type



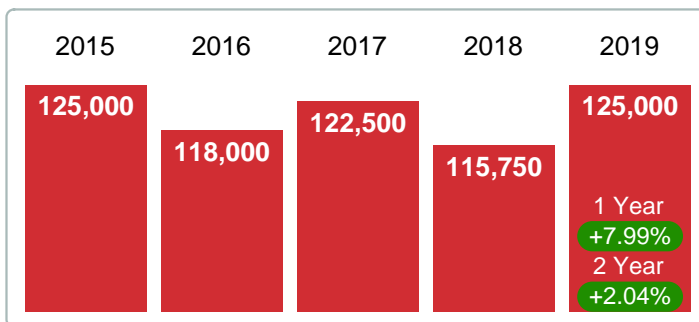
MEDIAN LIST PRICE AT CLOSING

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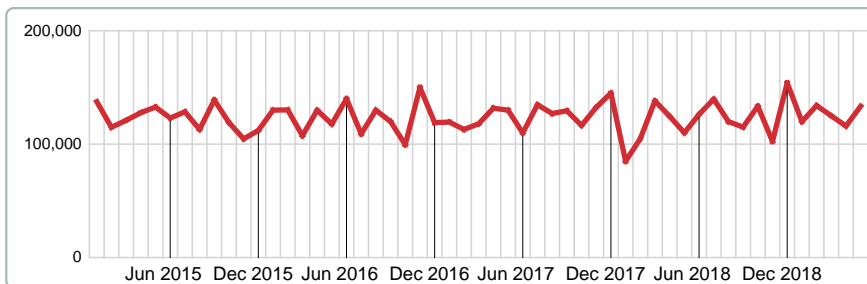
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 124,770

High Dec 2018 154,000 Low Jan 2018 84,900

Median List Price at Closing this month at **133,500**
above the 5 yr MAY average of **124,770**

- MAR: 125,000
- APR: 115,950 (-7.24%)
- MAY: 133,500 (15.14%)

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	10.71%	34,250	39,900	29,900	41,500	0
\$50,001 - \$70,000	8.93%	68,000	68,000	68,000	0	0
\$70,001 - \$110,000	16.07%	95,950	95,000	90,950	110,000	0
\$110,001 - \$160,000	25.00%	129,900	125,000	129,700	131,950	135,000
\$160,001 - \$230,000	14.29%	189,900	0	174,000	202,450	189,900
\$230,001 - \$280,000	13.39%	257,900	0	244,900	265,000	265,000
\$280,001 and up	11.61%	329,900	0	0	329,900	321,950
Median List Price		133,500	68,000	109,750	234,450	265,000
Total Closed Units	100%	133,500	7	60	40	5
Total Closed Volume		18,000,799	489.40K	6.80M	9.47M	1.23M

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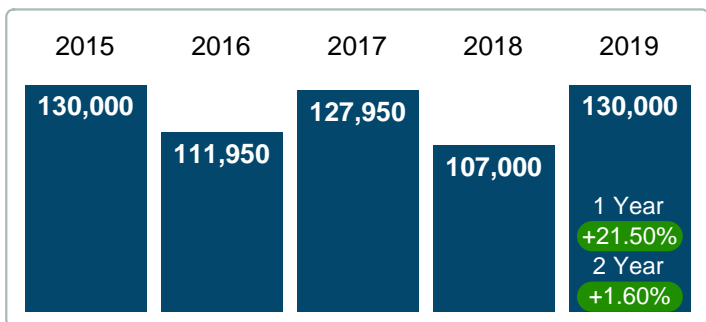
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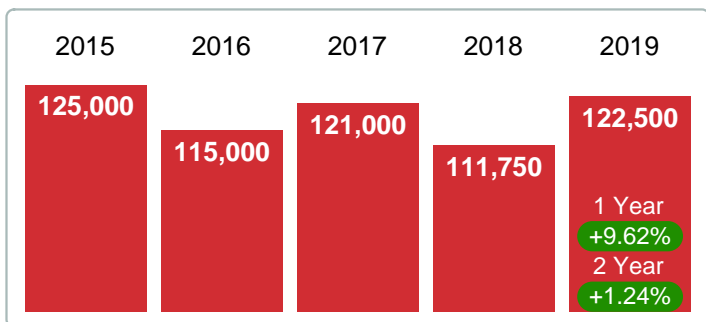
MEDIAN SOLD PRICE AT CLOSING

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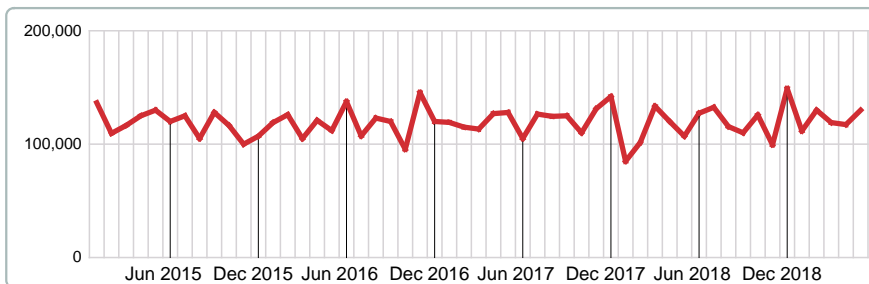
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

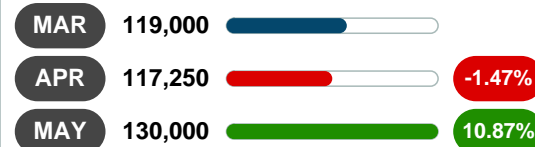


3 MONTHS

5 year MAY AVG = 121,380

High Dec 2018 149,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at 130,000 above the 5 yr MAY average of 121,380



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	9.82%	25,000	31,000	23,000	28,000	0
\$50,001 - \$70,000	9.82%	62,500	60,500	64,000	51,300	0
\$70,001 - \$110,000	17.86%	99,750	92,500	93,750	104,950	0
\$110,001 - \$160,000	24.11%	129,000	120,000	131,000	128,000	135,000
\$160,001 - \$230,000	15.18%	189,000	0	169,000	197,500	188,000
\$230,001 - \$280,000	12.50%	251,500	0	244,950	260,000	235,000
\$280,001 and up	10.71%	326,500	0	0	326,500	312,500
Median Sold Price		130,000	60,500	105,250	223,500	235,000
Total Closed Units	100%	130,000	7	60	40	5
Total Closed Volume		17,412,807	460.50K	6.59M	9.18M	1.18M

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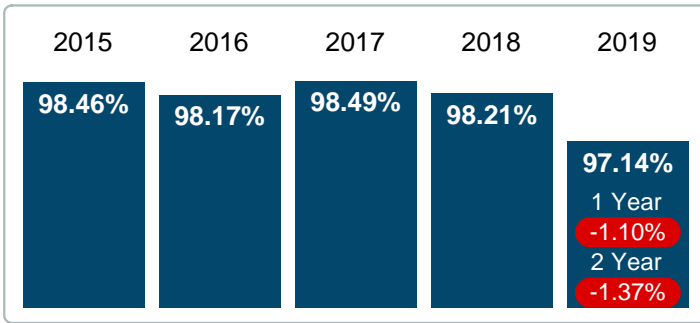
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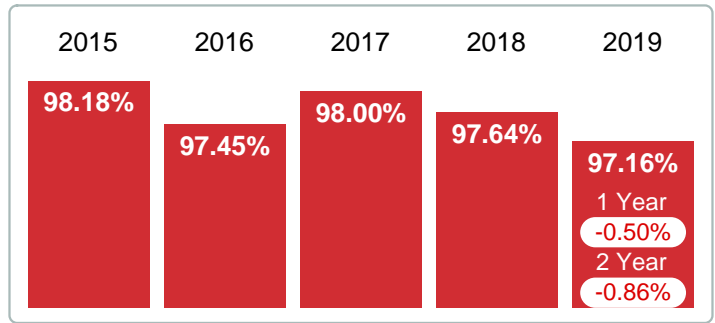
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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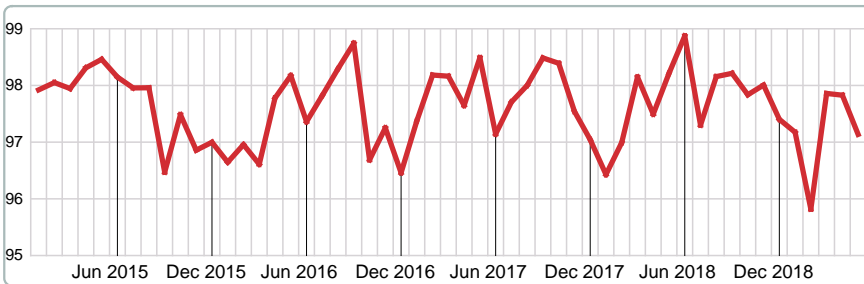
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

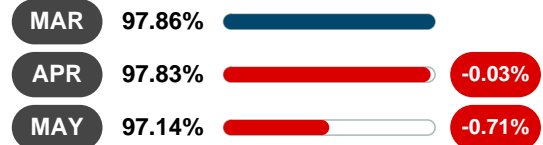


3 MONTHS

5 year MAY AVG = 98.09%

High Jun 2018 98.87% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **97.14%**
below the 5 yr MAY average of **98.09%**



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	11	9.82%	83.61%	89.36%	83.61%	80.00%	0.00%
\$50,001 - \$70,000	11	9.82%	95.73%	88.97%	95.73%	106.88%	0.00%
\$70,001 - \$110,000	20	17.86%	98.01%	97.06%	99.05%	95.41%	0.00%
\$110,001 - \$160,000	27	24.11%	97.04%	96.00%	97.04%	97.82%	100.00%
\$160,001 - \$230,000	17	15.18%	98.47%	0.00%	96.63%	98.47%	99.00%
\$230,001 - \$280,000	14	12.50%	96.89%	0.00%	99.06%	96.69%	88.68%
\$280,001 and up	12	10.71%	97.49%	0.00%	0.00%	97.80%	97.06%
Median Sold/List Ratio		97.14%		94.12%	97.28%	97.26%	97.13%
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



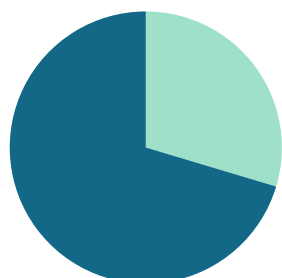
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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INVENTORY

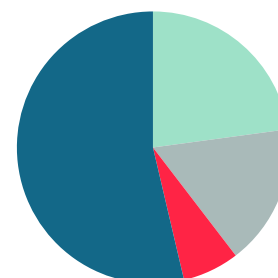


Inventory
 New Listings
112 = 29.63%
 Start Inventory
266
 Total Inventory Units
378
 Volume
\$69,089,275

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%
Median List Price	110,000	133,500	21.36%	115,750	125,000	7.99%
Median Sale Price	107,000	130,000	21.50%	111,750	122,500	9.62%
Median Percent of Selling Price to List Price	98.21%	97.14%	-1.10%	97.64%	97.16%	-0.50%
Median Days on Market to Sale	14.00	19.00	35.71%	34.50	34.50	0.00%
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

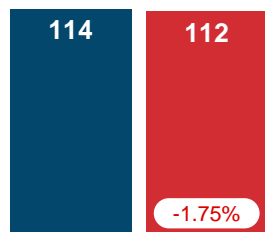
Inventory on May 31, 2019 = **263**

2018 **2019**

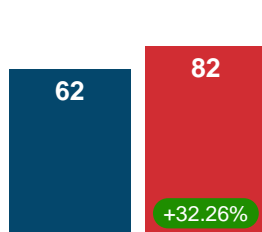
MAY MARKET

MEDIAN PRICES

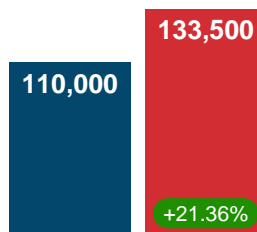
New Listings



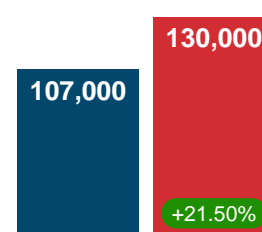
Pending Listings



List Price



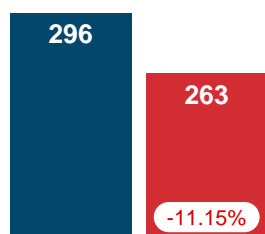
Sale Price



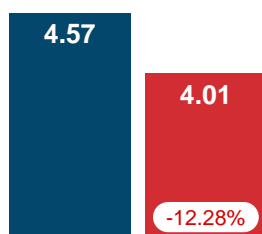
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

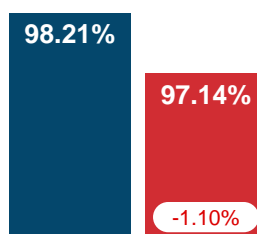
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

