

April 2019



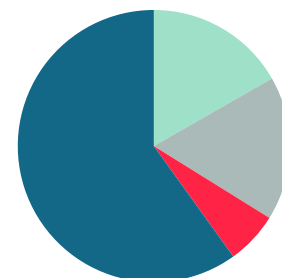
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	April 2019	+/-%
Closed Listings	30	43	43.33%
Pending Listings	52	44	-15.38%
New Listings	68	86	26.47%
Average List Price	177,289	166,077	-6.32%
Average Sale Price	172,392	163,076	-5.40%
Average Percent of Selling Price to List Price	97.71%	98.16%	0.46%
Average Days on Market to Sale	46.13	37.84	-17.98%
End of Month Inventory	138	154	11.59%
Months Supply of Inventory	4.40	3.91	-11.29%



■ Closed (16.73%)
■ Pending (17.12%)
■ Other OffMarket (6.23%)
■ Active (59.92%)

Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of April 30, 2019 = **154**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2019 rose **11.59%** to 154 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **3.91** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.40%** in April 2019 to \$163,076 versus the previous year at \$172,392.

Average Days on Market Shortens

The average number of **37.84** days that homes spent on the market before selling decreased by 8.30 days or **17.98%** in April 2019 compared to last year's same month at **46.13** DOM.

Sales Success for April 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 86 New Listings in April 2019, up **26.47%** from last year at 68. Furthermore, there were 43 Closed Listings this month versus last year at 30, a **43.33%** increase.

Closed versus Listed trends yielded a **50.0%** ratio, up from previous year's, April 2018, at **44.1%**, a **13.33%** upswing. This will certainly create pressure on an increasing 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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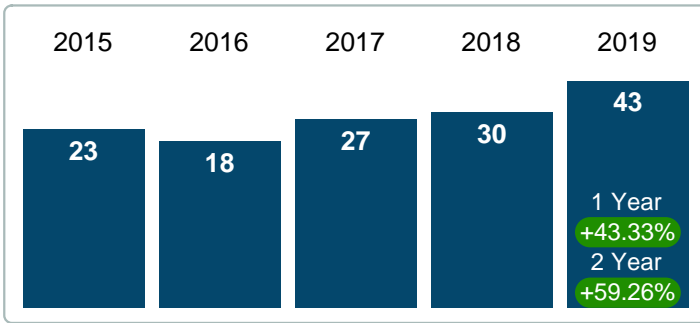
Area Delimited by County Of Bryan - Residential Property Type



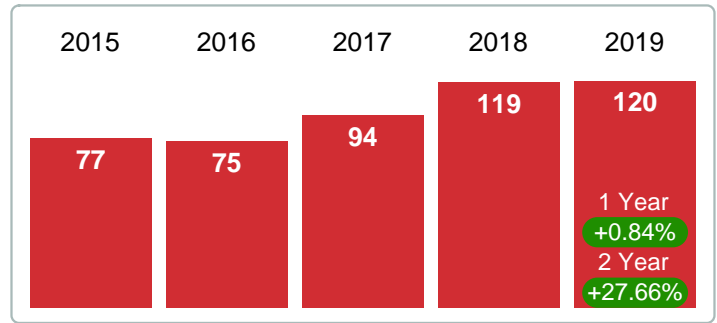
CLOSED LISTINGS

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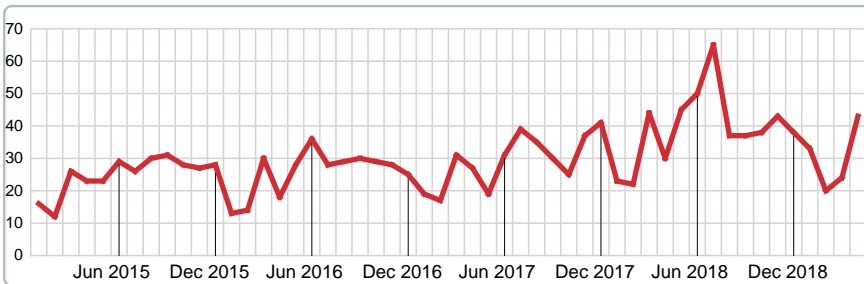
APRIL



YEAR TO DATE (YTD)

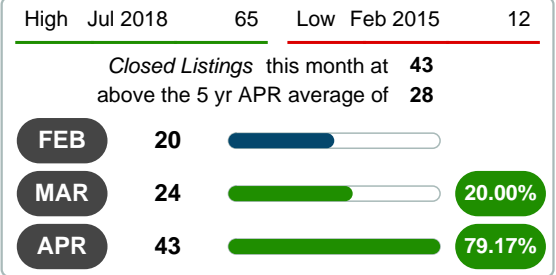


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 28



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.30%	3.3	1	2	1	0
\$75,001 - \$100,000	3	6.98%	14.7	1	2	0	0
\$100,001 - \$150,000	9	20.93%	23.8	0	6	3	0
\$150,001 - \$175,000	8	18.60%	29.4	0	8	0	0
\$175,001 - \$200,000	10	23.26%	38.7	1	8	1	0
\$200,001 - \$225,000	4	9.30%	54.3	0	3	1	0
\$225,001 and up	5	11.63%	103.4	0	4	1	0
Total Closed Units	43			3	33	7	0
Total Closed Volume	7,012,251	100%	37.8	316.00K	5.48M	1.22M	0.00B
Average Closed Price	\$163,076			\$105,333	\$166,083	\$173,643	\$0

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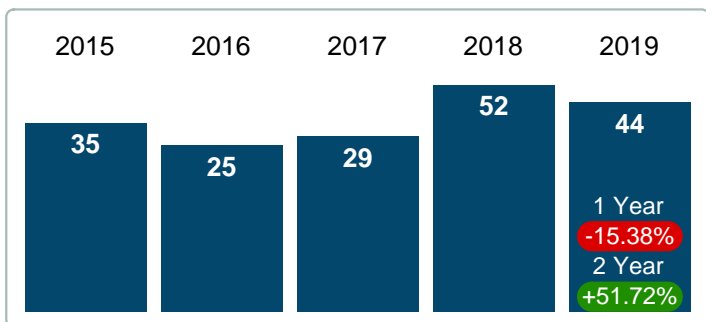
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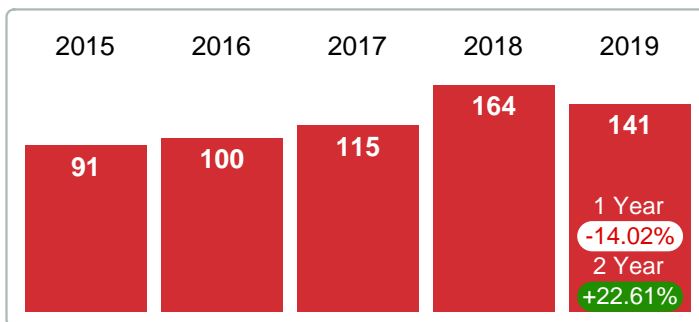
PENDING LISTINGS

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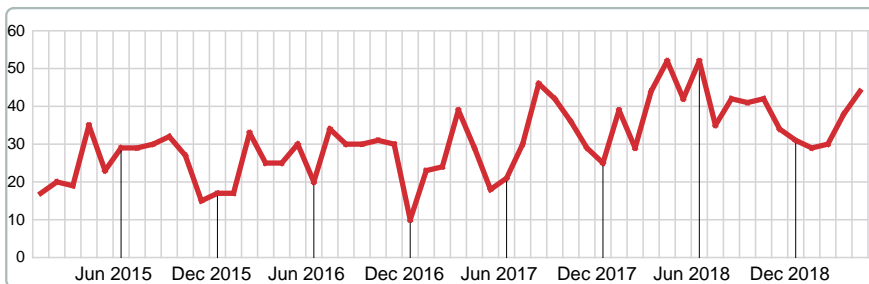
APRIL



YEAR TO DATE (YTD)

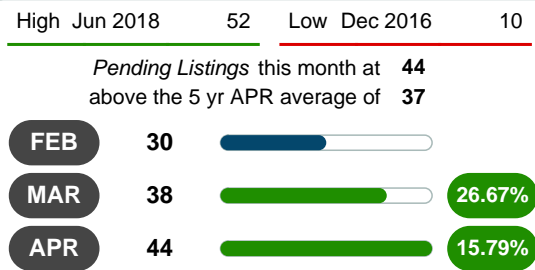


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 37



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	2	4.55%	16.0	2	0	0	0
\$50,001 - \$100,000	8	18.18%	20.8	2	5	1	0
\$100,001 - \$125,000	2	4.55%	92.5	0	1	1	0
\$125,001 - \$150,000	9	20.45%	35.2	0	7	2	0
\$150,001 - \$175,000	9	20.45%	39.4	0	8	1	0
\$175,001 - \$225,000	8	18.18%	15.8	0	7	1	0
\$225,001 and up	6	13.64%	51.0	0	5	0	1
Total Pending Units	44			4	33	6	1
Total Pending Volume	8,057,180	100%	33.8	203.00K	6.63M	877.00K	349.90K
Average Listing Price	\$183,118			\$50,750	\$200,827	\$146,167	\$349,900

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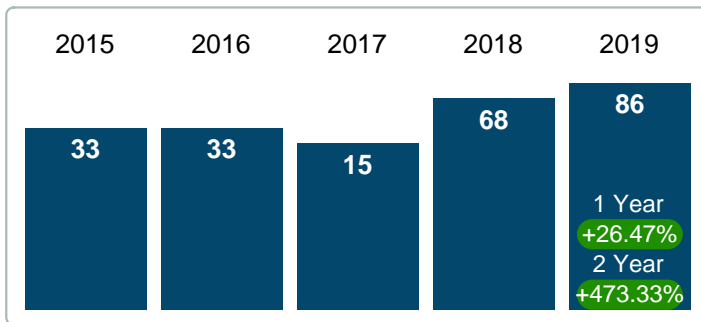
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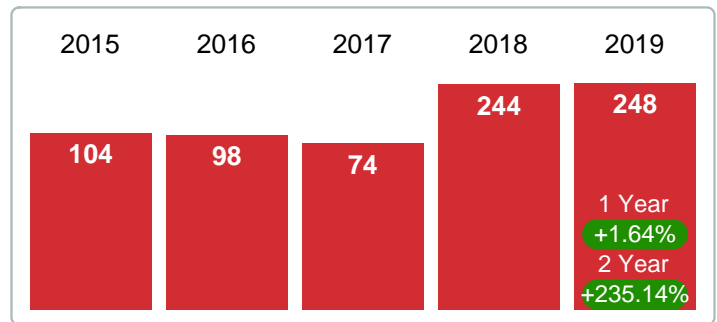
NEW LISTINGS

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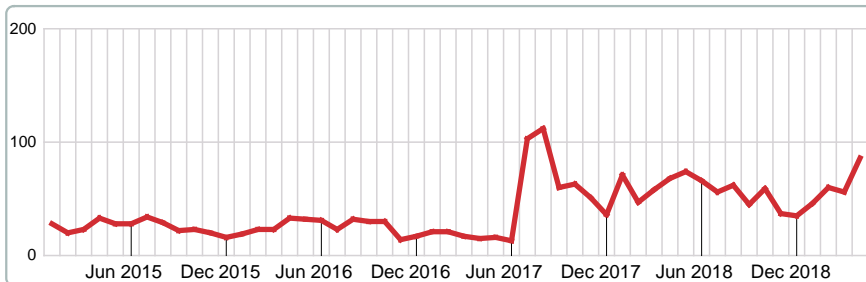
APRIL



YEAR TO DATE (YTD)

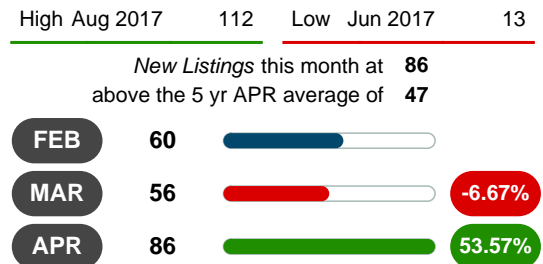


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 47



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	5.81%	3	2	0	0
\$75,001 - \$125,000	14	16.28%	2	8	3	1
\$125,001 - \$150,000	8	9.30%	0	6	2	0
\$150,001 - \$200,000	23	26.74%	0	19	4	0
\$200,001 - \$300,000	16	18.60%	1	6	8	1
\$300,001 - \$425,000	10	11.63%	1	4	3	2
\$425,001 and up	10	11.63%	0	5	2	3
Total New Listed Units	86		7	50	22	7
Total New Listed Volume	20,138,744	100%	859.50K	11.12M	5.35M	2.81M
Average New Listed Listing Price	\$213,504		\$122,786	\$222,492	\$243,125	\$400,843

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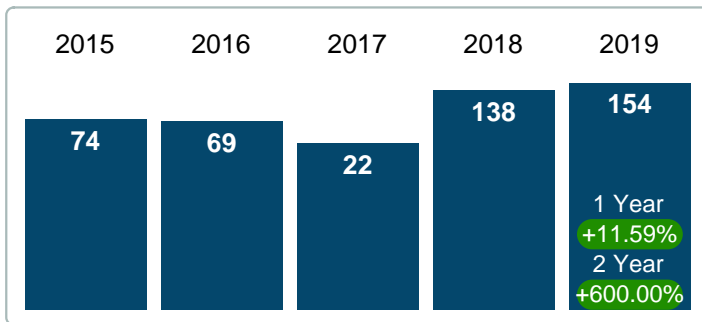
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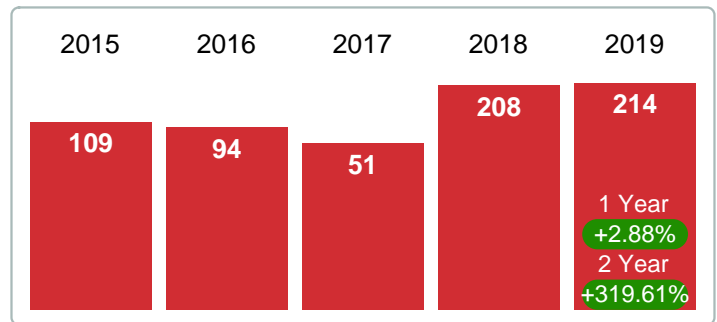
ACTIVE INVENTORY

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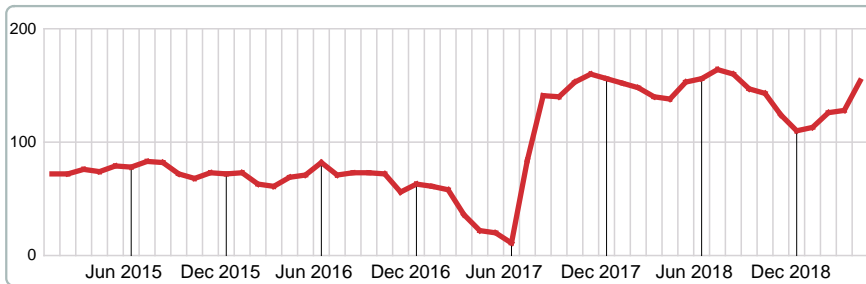
END OF APRIL



ACTIVE DURING APRIL

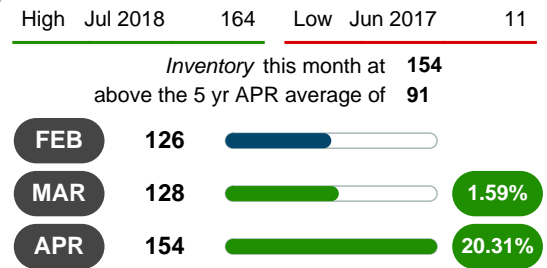


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 91



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	10	6.49%	59.0	3	5	1	1
\$75,001 - \$125,000	20	12.99%	48.3	5	11	2	2
\$125,001 - \$175,000	25	16.23%	63.6	1	17	6	1
\$175,001 - \$250,000	40	25.97%	54.1	0	27	12	1
\$250,001 - \$350,000	22	14.29%	46.0	2	9	9	2
\$350,001 - \$475,000	19	12.34%	60.1	0	5	8	6
\$475,001 and up	18	11.69%	71.3	0	7	4	7
Total Active Inventory by Units	154			11	81	42	20
Total Active Inventory by Volume	46,751,244	100%	56.8	1.32M	23.61M	11.88M	9.94M
Average Active Inventory Listing Price	\$303,580			\$119,909	\$291,531	\$282,742	\$497,155

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Area Delimited by County Of Bryan - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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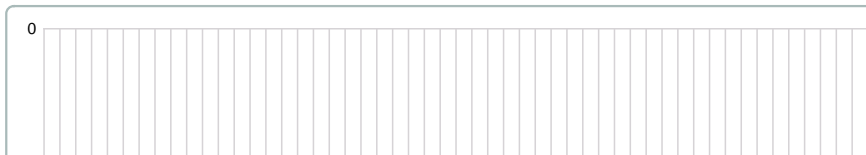
MSI FOR APRIL

2015	2016	2017	2018	2019
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INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
154	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 APR AVG = inf

High Apr 2019	inf	Low Apr 2019	inf
Months Supply this month at inf equal to 5 yr APR average of inf			
FEB	inf		%
MAR	inf		%
APR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	6.49%	1.58	1.33	1.54	1.33	12.00
\$75,001 - \$125,000	20	12.99%	2.53	3.75	2.00	2.00	24.00
\$125,001 - \$175,000	25	16.23%	2.29	12.00	2.02	2.88	3.00
\$175,001 - \$250,000	40	25.97%	3.84	0.00	3.90	3.89	4.00
\$250,001 - \$350,000	22	14.29%	8.25	12.00	7.71	8.31	8.00
\$350,001 - \$475,000	19	12.34%	28.50	0.00	20.00	24.00	72.00
\$475,001 and up	18	11.69%	36.00	0.00	84.00	12.00	84.00
Market Supply of Inventory (MSI)		3.91		2.75	3.17	4.85	17.14
Total Active Inventory by Units		154	100%	11	81	42	20

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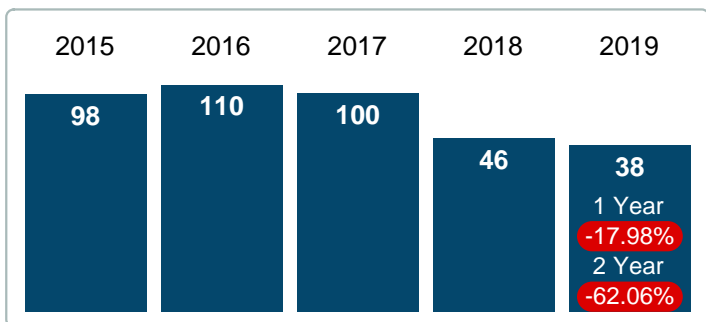
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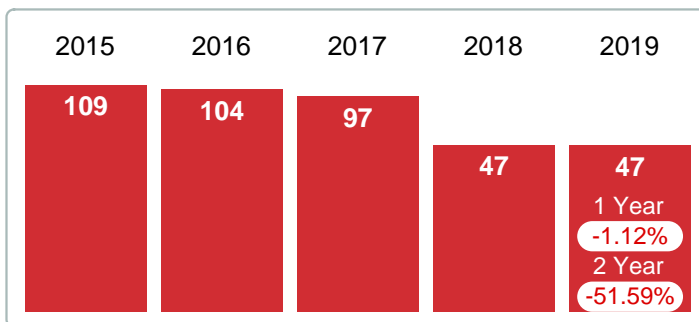
AVERAGE DAYS ON MARKET TO SALE

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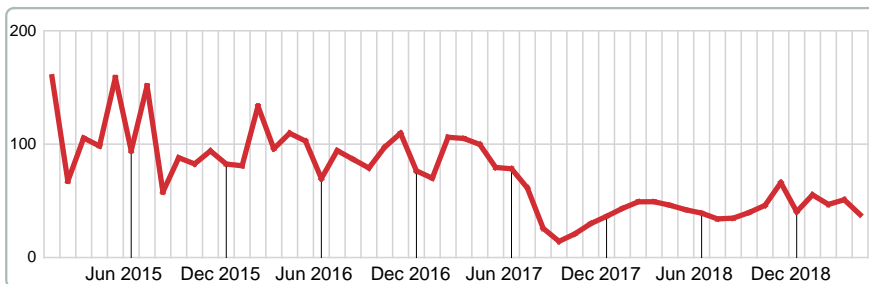
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

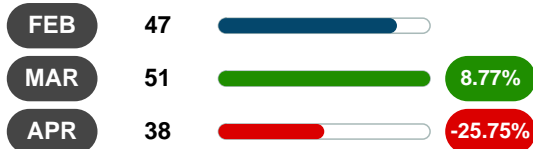


3 MONTHS

5 year APR AVG = 78

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 38 below the 5 yr APR average of 78



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
\$75,000 and less	9.30%	3	1	2	9	0
\$75,001 - \$100,000	6.98%	15	1	22	0	0
\$100,001 - \$150,000	20.93%	24	0	21	30	0
\$150,001 - \$175,000	18.60%	29	0	29	0	0
\$175,001 - \$200,000	23.26%	39	1	43	39	0
\$200,001 - \$225,000	9.30%	54	0	63	28	0
\$225,001 and up	11.63%	103	0	106	93	0
Average Closed DOM		38				
Total Closed Units	100%	38	3	33	7	0
Total Closed Volume		7,012,251	316.00K	5.48M	1.22M	0.00B

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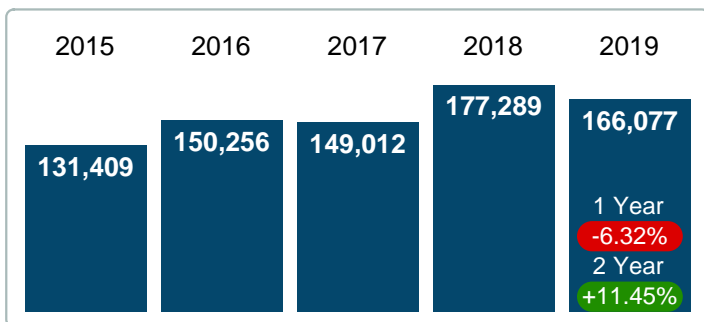
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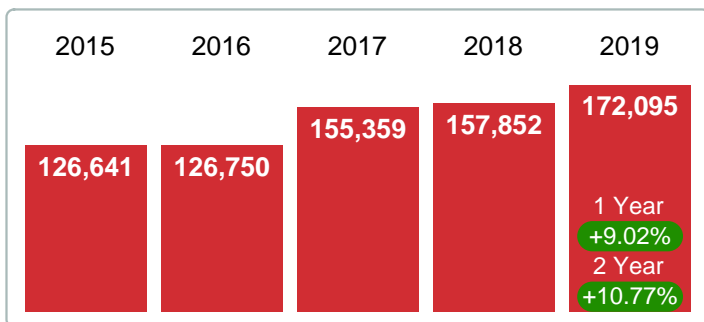
AVERAGE LIST PRICE AT CLOSING

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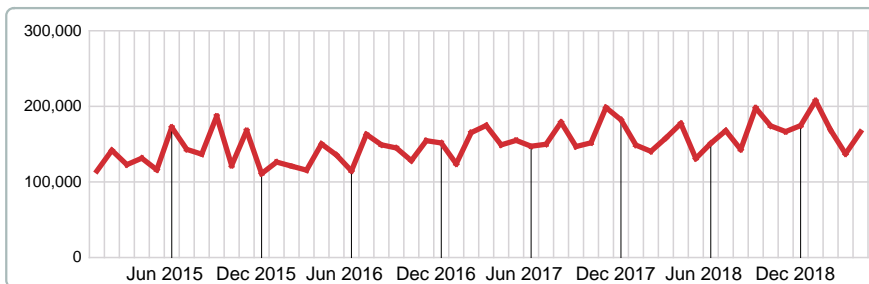
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

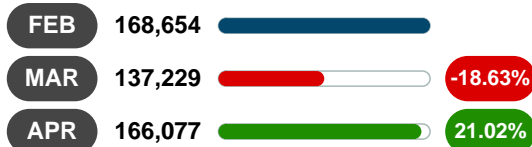


3 MONTHS

5 year APR AVG = 154,808

High Jan 2019 207,379 Low Dec 2015 111,039

Average List Price at Closing this month at **166,077**
above the 5 yr APR average of **154,808**



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
\$75,000 and less	4.65%	45,000	20,000	75,000	77,000	0
\$75,001 - \$100,000	11.63%	83,580	93,000	83,950	0	0
\$100,001 - \$150,000	20.93%	134,678	0	128,450	147,133	0
\$150,001 - \$175,000	13.95%	160,617	0	167,213	0	0
\$175,001 - \$200,000	23.26%	187,863	209,900	188,078	204,900	0
\$200,001 - \$225,000	11.63%	211,320	0	213,933	235,000	0
\$225,001 and up	13.95%	253,733	0	239,350	330,000	0
Average List Price		166,077	107,633	167,580	184,043	0
Total Closed Units	100%	166,077	3	33	7	0
Total Closed Volume		7,141,325	322.90K	5.53M	1.29M	0.00B

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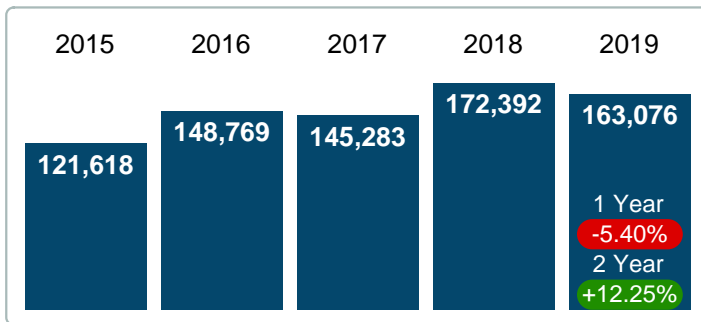
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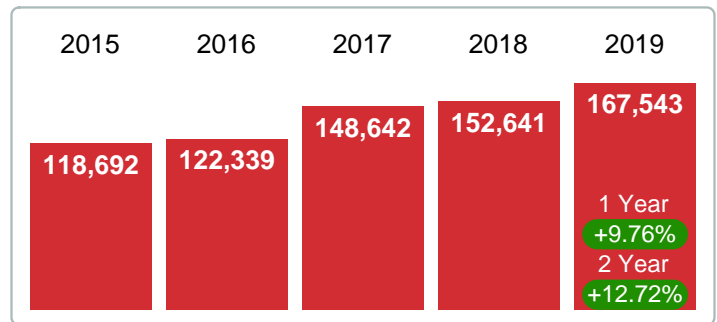
AVERAGE SOLD PRICE AT CLOSING

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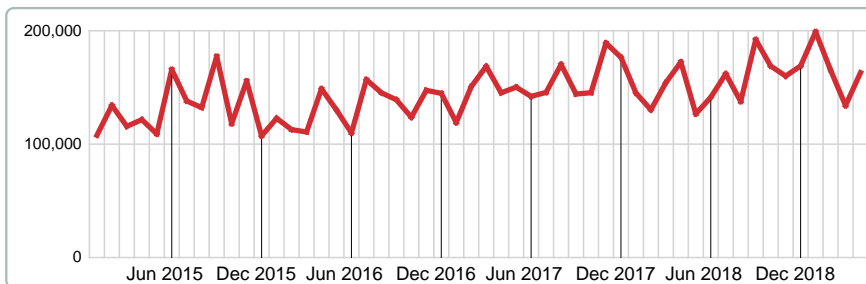
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

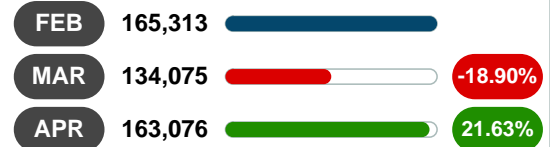


3 MONTHS

5 year APR AVG = 150,228

High Jan 2019 199,058 Low Dec 2015 107,246

Average Sold Price at Closing this month at **163,076** above the 5 yr APR average of **150,228**



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
\$75,000 and less	9.30%	59,250	20,000	72,500	72,000	0
\$75,001 - \$100,000	6.98%	88,967	98,000	84,450	0	0
\$100,001 - \$150,000	20.93%	127,728	0	125,675	131,834	0
\$150,001 - \$175,000	18.60%	163,500	0	163,500	0	0
\$175,001 - \$200,000	23.26%	190,540	198,000	188,425	200,000	0
\$200,001 - \$225,000	9.30%	216,725	0	213,967	225,000	0
\$225,001 and up	11.63%	255,700	0	238,875	323,000	0
Average Sold Price		163,076	105,333	166,083	173,643	0
Total Closed Units	100%	163,076	3	33	7	0
Total Closed Volume		7,012,251	316.00K	5.48M	1.22M	0.00B

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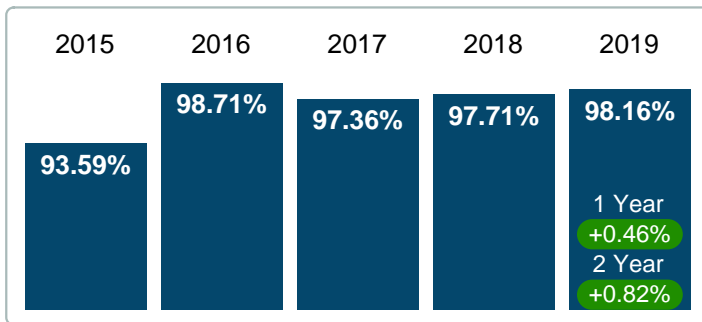
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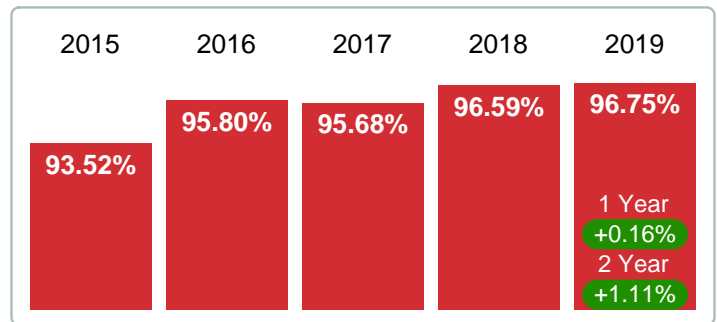
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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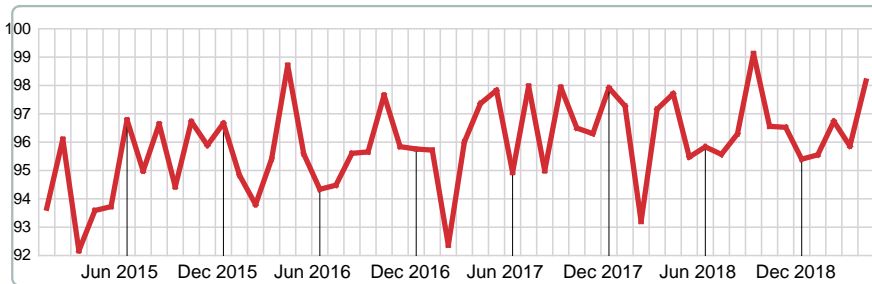
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

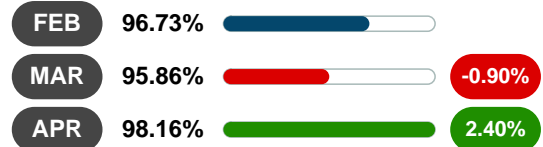


3 MONTHS

5 year APR AVG = 97.11%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **98.16%** above the 5 yr APR average of **97.11%**



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
\$75,000 and less	4	9.30%	96.81%	100.00%	96.88%	93.51%	0.00%
\$75,001 - \$100,000	3	6.98%	102.41%	105.38%	100.92%	0.00%	0.00%
\$100,001 - \$150,000	9	20.93%	95.06%	0.00%	97.71%	89.75%	0.00%
\$150,001 - \$175,000	8	18.60%	98.04%	0.00%	98.04%	0.00%	0.00%
\$175,001 - \$200,000	10	23.26%	99.34%	94.33%	100.19%	97.61%	0.00%
\$200,001 - \$225,000	4	9.30%	98.94%	0.00%	100.01%	95.74%	0.00%
\$225,001 and up	5	11.63%	99.46%	0.00%	99.85%	97.88%	0.00%
Average Sold/List Ratio		98.20%		99.90%	99.00%	93.43%	0.00%
Total Closed Units		43	100%	3	33	7	
Total Closed Volume		7,012,251		316.00K	5.48M	1.22M	0.00B

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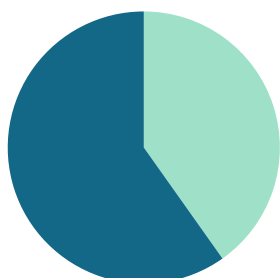
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

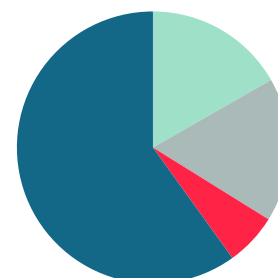


Inventory
 New Listings
86 = 40.19%
 Start Inventory
128
 Total Inventory Units
214
 Volume
\$62,300,324

Market Activity

Closed Sales
43 = 16.73%
 Pending Sales
44 = 17.12%
 Other Off Market
16 = 6.23%
 Active Inventory
154 = 59.92%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	30	43	43.33%	119	120	0.84%
Pending Sales	52	44	-15.38%	164	141	-14.02%
New Listings	68	86	26.47%	244	248	1.64%
Average List Price	177,289	166,077	-6.32%	157,852	172,095	9.02%
Average Sale Price	172,392	163,076	-5.40%	152,641	167,543	9.76%
Average Percent of Selling Price to List Price	97.71%	98.16%	0.46%	96.59%	96.75%	0.16%
Average Days on Market to Sale	46.13	37.84	-17.98%	47.29	46.76	-1.12%
Monthly Inventory	138	154	11.59%	138	154	11.59%
Months Supply of Inventory	4.40	3.91	-11.29%	4.40	3.91	-11.29%

Absorption: Last 12 months, an Average of **39** Sales/Month

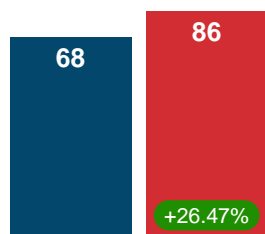
Inventory on April 30, 2019 = **154**

2018 **2019**

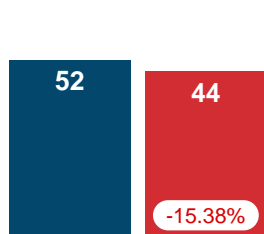
APRIL MARKET

AVERAGE PRICES

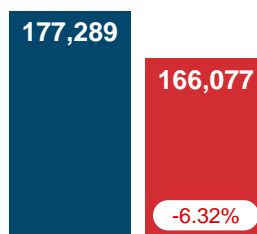
New Listings



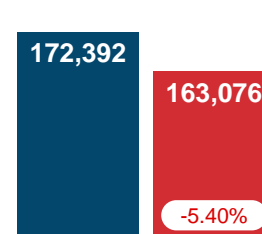
Pending Listings



List Price



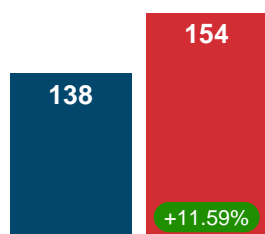
Sale Price



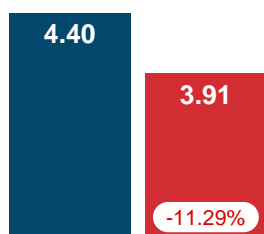
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

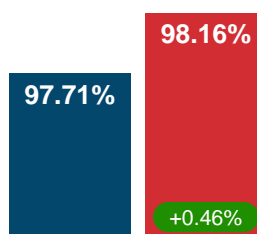
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

