

April 2019



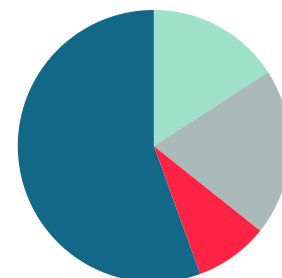
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	April 2019	+/-%
Closed Listings	83	76	-8.43%
Pending Listings	80	95	18.75%
New Listings	125	141	12.80%
Average List Price	149,341	146,261	-2.06%
Average Sale Price	143,462	141,680	-1.24%
Average Percent of Selling Price to List Price	95.20%	96.43%	1.29%
Average Days on Market to Sale	51.02	42.76	-16.19%
End of Month Inventory	274	266	-2.92%
Months Supply of Inventory	4.15	4.28	3.34%



■ Closed (15.87%)
■ Pending (19.83%)
■ Other OffMarket (8.77%)
■ Active (55.53%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of April 30, 2019 = **266**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **2.92%** to 266 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **4.28** 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 **1.24%** in April 2019 to \$141,680 versus the previous year at \$143,462.

Average Days on Market Shortens

The average number of **42.76** days that homes spent on the market before selling decreased by 8.26 days or **16.19%** in April 2019 compared to last year's same month at **51.02** DOM.

Sales Success for April 2019 is Positive

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

There were 141 New Listings in April 2019, up **12.80%** from last year at 125. Furthermore, there were 76 Closed Listings this month versus last year at 83, a **-8.43%** decrease.

Closed versus Listed trends yielded a **53.9%** ratio, down from previous year's, April 2018, at **66.4%**, a **18.82%** downswing. This will certainly create pressure on a decreasing Month's 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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.

April 2019



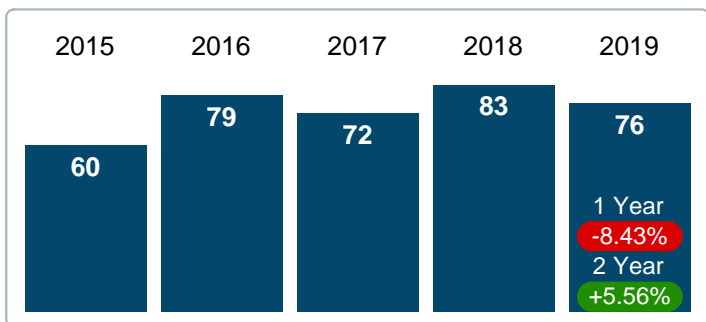
Area Delimited by County Of Washington - Residential Property Type



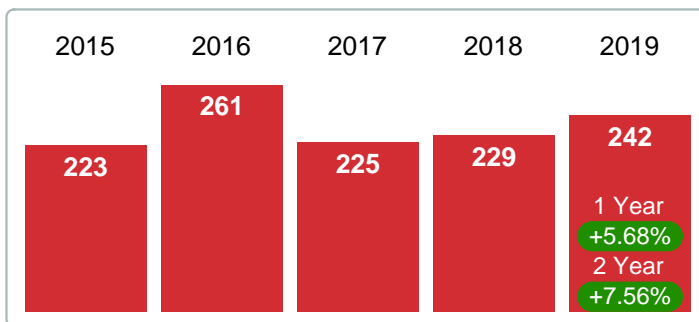
CLOSED LISTINGS

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

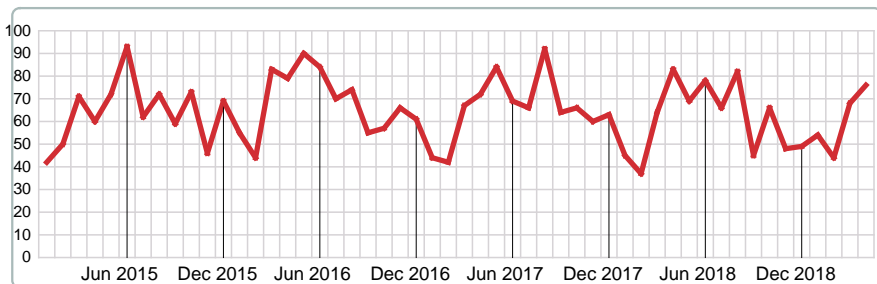
APRIL



YEAR TO DATE (YTD)

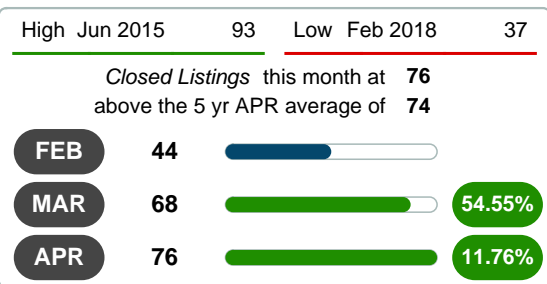


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	7.89%	23.7	3	3	0	0
\$40,001 - \$60,000	10	13.16%	72.8	3	7	0	0
\$60,001 - \$90,000	11	14.47%	42.6	2	9	0	0
\$90,001 - \$130,000	20	26.32%	33.7	2	13	5	0
\$130,001 - \$200,000	11	14.47%	33.4	0	5	6	0
\$200,001 - \$270,000	11	14.47%	46.5	0	3	8	0
\$270,001 and up	7	9.21%	51.4	0	1	6	0
Total Closed Units	76			10	41	25	0
Total Closed Volume	10,767,696	100%	42.8	614.20K	4.42M	5.74M	0.00B
Average Closed Price	\$141,680			\$61,420	\$107,716	\$229,485	\$0

April 2019



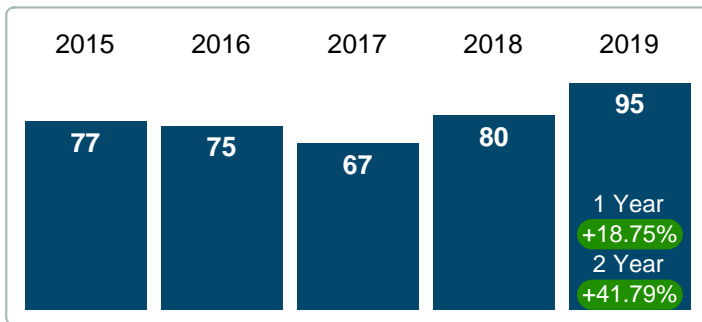
Area Delimited by County Of Washington - Residential Property Type



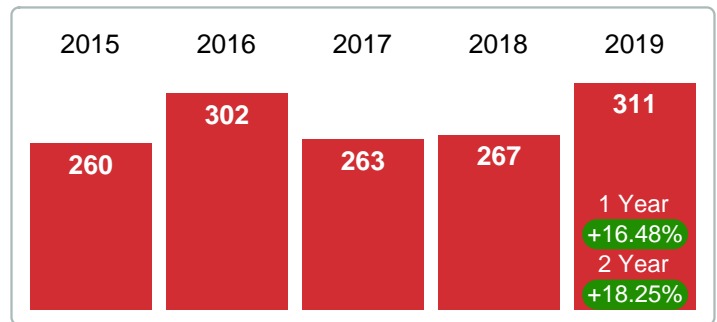
PENDING LISTINGS

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

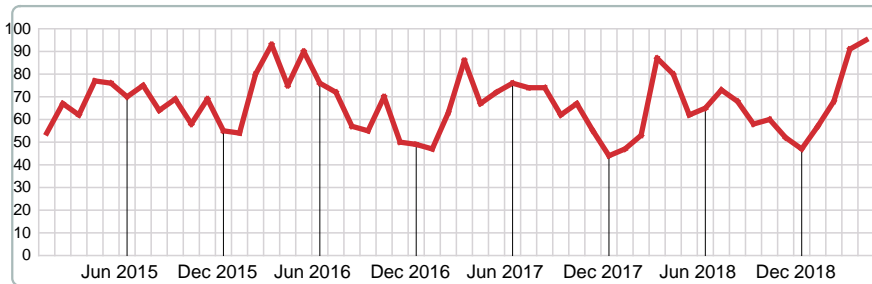
APRIL



YEAR TO DATE (YTD)

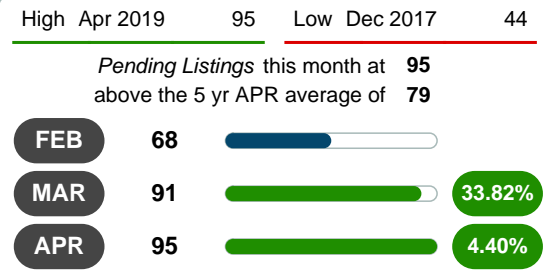


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 79



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	9.47%	48.3	3	4	2	0
\$50,001 - \$100,000	12	12.63%	44.3	2	10	0	0
\$100,001 - \$125,000	12	12.63%	28.1	3	8	1	0
\$125,001 - \$175,000	26	27.37%	33.0	0	19	6	1
\$175,001 - \$225,000	8	8.42%	34.5	0	2	6	0
\$225,001 - \$275,000	14	14.74%	33.1	0	5	9	0
\$275,001 and up	14	14.74%	35.9	0	1	12	1
Total Pending Units	95			8	49	36	2
Total Pending Volume	16,084,150	100%	33.7	613.80K	6.46M	8.53M	479.90K
Average Listing Price	\$168,431			\$76,725	\$131,804	\$237,001	\$239,950

April 2019



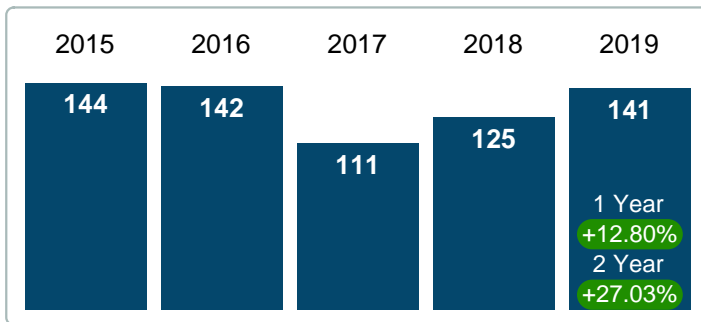
Area Delimited by County Of Washington - Residential Property Type



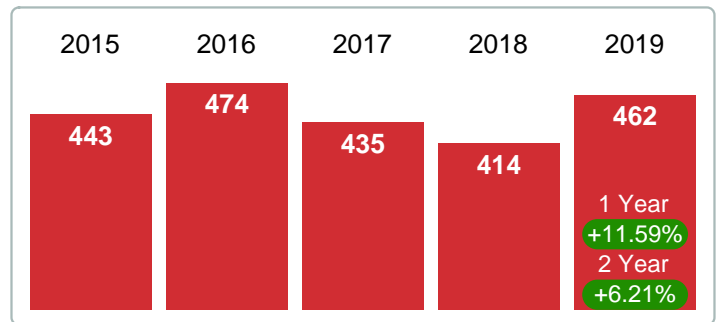
NEW LISTINGS

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

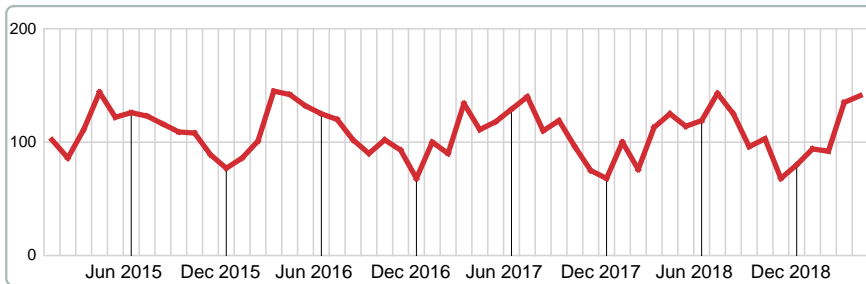
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

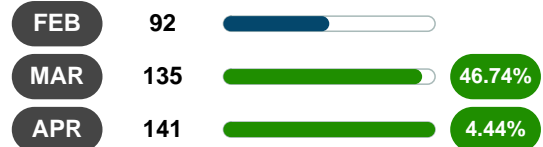


3 MONTHS

5 year APR AVG = 133

High Mar 2016 145 Low Nov 2018 68

New Listings this month at 141
above the 5 yr APR average of 133



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	9	6.38%	3	5	1	0
\$50,001 - \$75,000	12	8.51%	3	7	2	0
\$75,001 - \$100,000	14	9.93%	2	11	1	0
\$100,001 - \$175,000	52	36.88%	2	37	12	1
\$175,001 - \$225,000	12	8.51%	0	3	8	1
\$225,001 - \$300,000	26	18.44%	0	9	13	4
\$300,001 and up	16	11.35%	0	3	9	4
Total New Listed Units	141		10	75	46	10
Total New Listed Volume	26,934,995	100%	685.25K	11.35M	10.69M	4.21M
Average New Listed Listing Price	\$169,410		\$68,525	\$151,323	\$232,351	\$421,240

April 2019



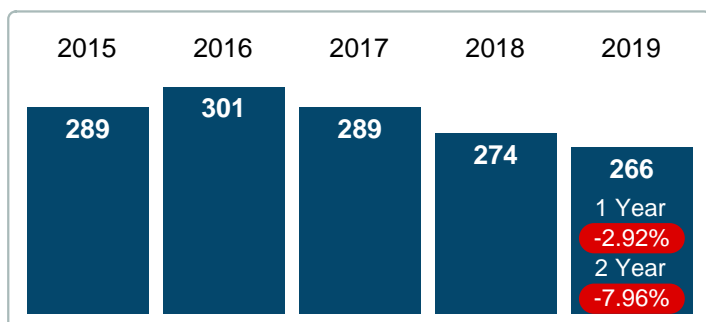
Area Delimited by County Of Washington - Residential Property Type



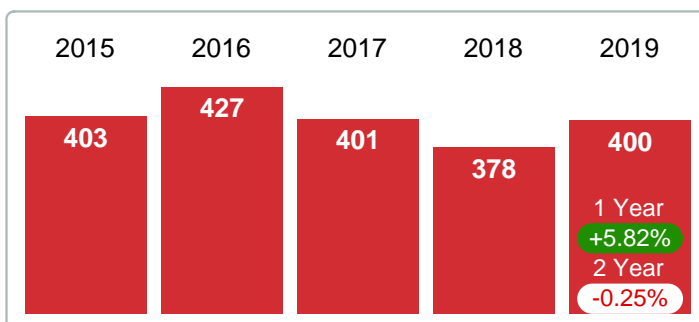
ACTIVE INVENTORY

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

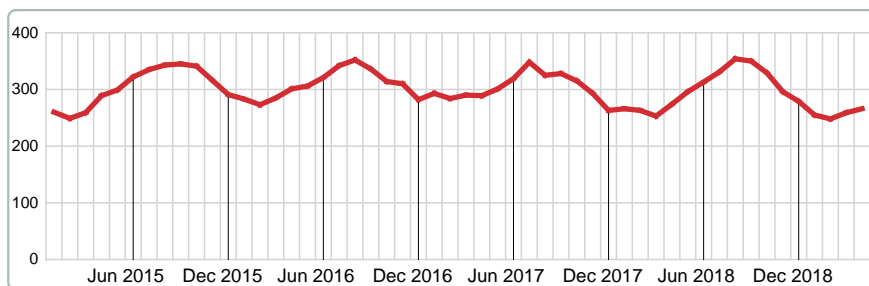
END OF APRIL



ACTIVE DURING APRIL

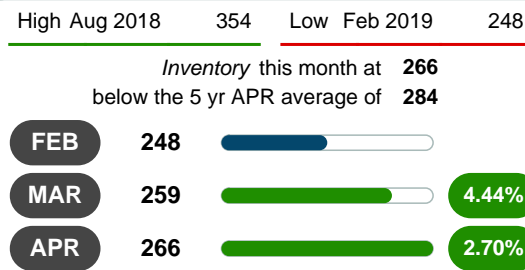


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 284



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	8	3.01%	54.0	5	3	0	0
\$25,001 - \$75,000	51	19.17%	61.8	15	31	5	0
\$75,001 - \$100,000	30	11.28%	68.6	8	19	3	0
\$100,001 - \$150,000	60	22.56%	40.9	2	49	8	1
\$150,001 - \$250,000	58	21.80%	43.2	0	18	34	6
\$250,001 - \$350,000	31	11.65%	72.7	0	5	21	5
\$350,001 and up	28	10.53%	75.0	1	7	12	8
Total Active Inventory by Units		266		31	132	83	20
Total Active Inventory by Volume		49,836,627	100%	2.78M	19.02M	20.22M	7.81M
Average Active Inventory Listing Price		\$187,356		\$89,597	\$144,128	\$243,656	\$390,540

April 2019



Area Delimited by County Of Washington - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

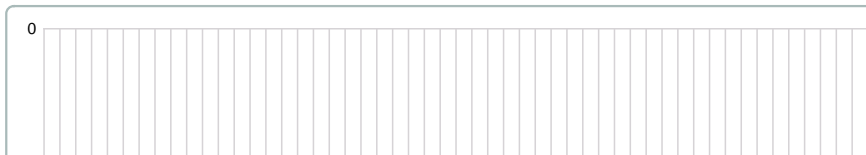
MSI FOR APRIL

2015	2016	2017	2018	2019

INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
266	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
\$40,000 and less	21		7.89%	3.45	4.50	2.93	4.00	0.00	
\$40,001 \$70,000	33		12.41%	4.26	4.50	3.76	18.00	0.00	
\$70,001 \$100,000	35		13.16%	3.13	6.67	2.65	2.53	0.00	
\$100,001 \$170,000	76		28.57%	3.80	1.60	4.32	3.17	4.00	
\$170,001 \$250,000	42		15.79%	4.27	0.00	3.80	3.89	18.00	
\$250,001 \$360,000	31		11.65%	5.81	0.00	5.00	5.86	7.50	
\$360,001 and up	28		10.53%	14.61	0.00	28.00	8.00	48.00	
Market Supply of Inventory (MSI)		4.28			4.43	3.84	4.37	12.00	
Total Active Inventory by Units		266	100%	4.28	31	132	83	20	

April 2019



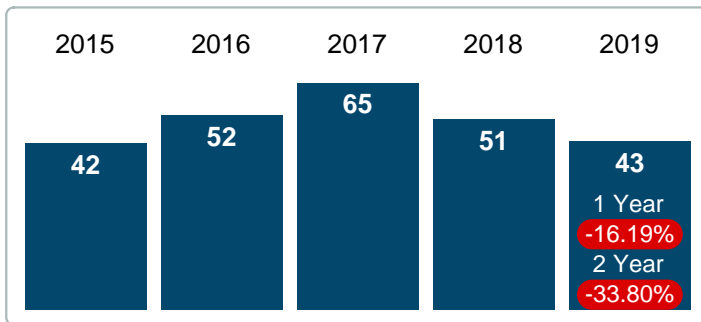
Area Delimited by County Of Washington - Residential Property Type



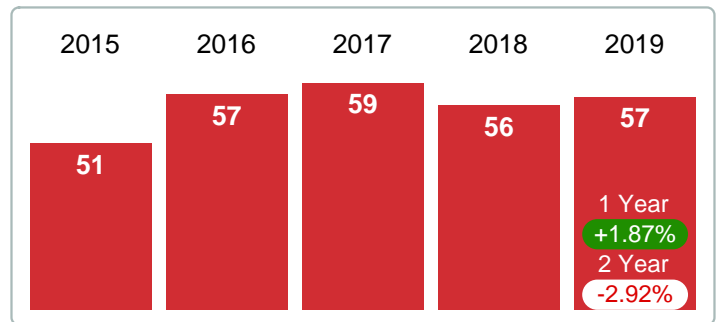
AVERAGE DAYS ON MARKET TO SALE

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

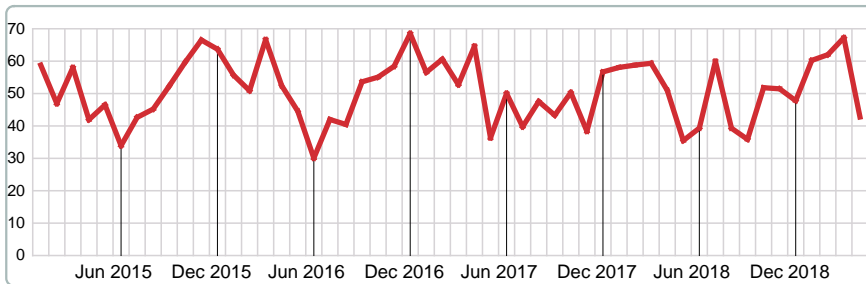
APRIL



YEAR TO DATE (YTD)

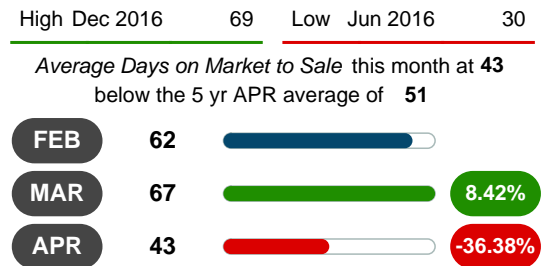


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 51



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
\$40,000 and less	7.89%	24	9	38	0	0
\$40,001 - \$60,000	13.16%	73	75	72	0	0
\$60,001 - \$90,000	14.47%	43	104	29	0	0
\$90,001 - \$130,000	26.32%	34	42	37	23	0
\$130,001 - \$200,000	14.47%	33	0	12	52	0
\$200,001 - \$270,000	14.47%	46	0	29	53	0
\$270,001 and up	9.21%	51	0	75	48	0
Average Closed DOM		43	54	38	45	0
Total Closed Units	100%	43	10	41	25	
Total Closed Volume		10,767,696	614.20K	4.42M	5.74M	0.00B

April 2019



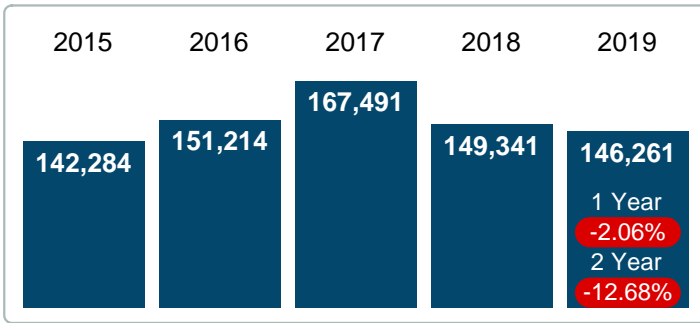
Area Delimited by County Of Washington - Residential Property Type



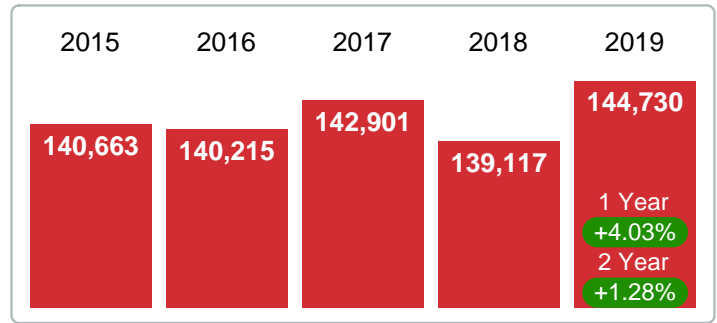
AVERAGE LIST PRICE AT CLOSING

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

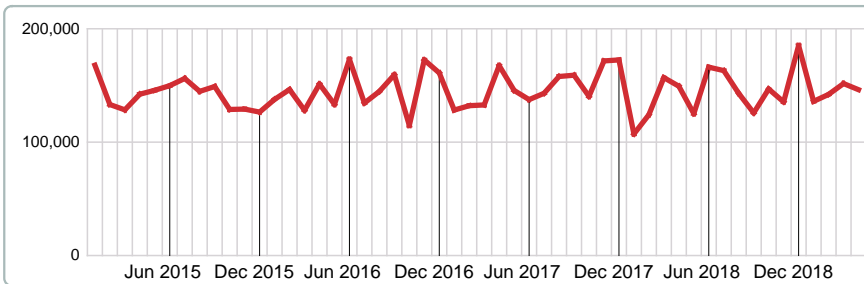
APRIL



YEAR TO DATE (YTD)

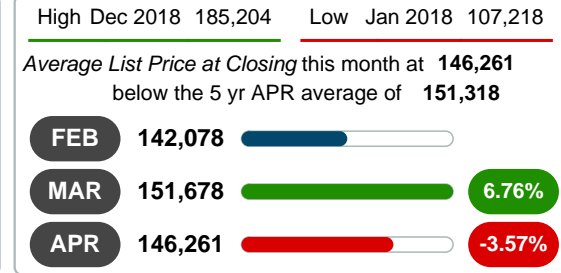


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 151,318



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	
\$40,000 and less	7	9.21%	32,286	30,433	31,567	0	
\$40,001 - \$60,000	8	10.53%	55,700	58,633	53,814	0	
\$60,001 - \$90,000	12	15.79%	78,808	79,500	79,967	0	
\$90,001 - \$130,000	18	23.68%	111,919	106,725	113,469	117,600	
\$130,001 - \$200,000	13	17.11%	160,992	0	158,080	174,233	
\$200,001 - \$270,000	10	13.16%	239,830	0	238,000	245,300	
\$270,001 and up	8	10.53%	374,100	0	398,000	385,300	
Average List Price		146,261		63,965	111,429	236,304	0
Total Closed Units		76	100%	10	41	25	
Total Closed Volume		11,115,850		639.65K	4.57M	5.91M	0.00B

April 2019



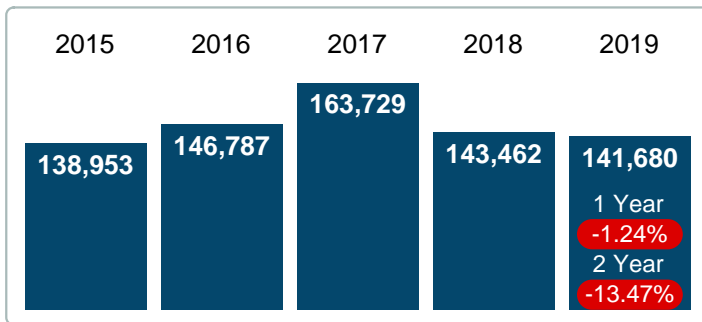
Area Delimited by County Of Washington - Residential Property Type



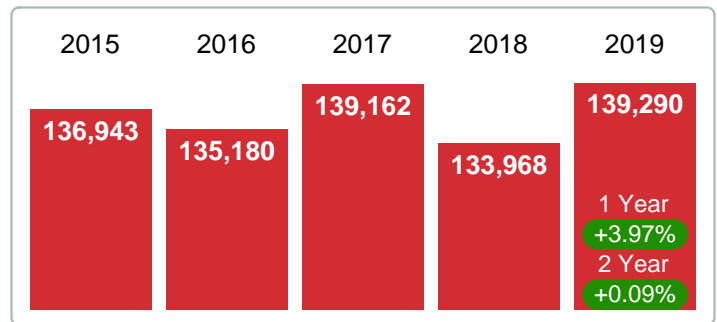
AVERAGE SOLD PRICE AT CLOSING

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

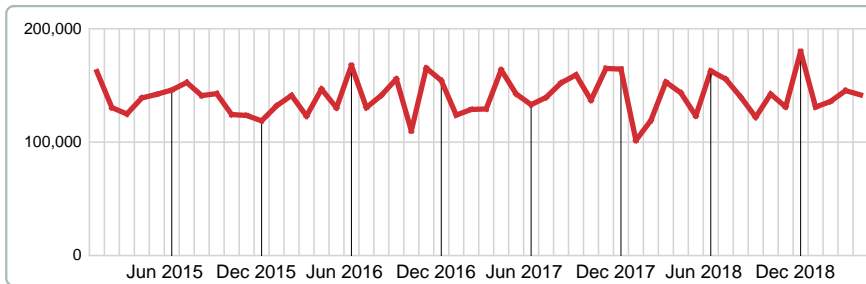
APRIL



YEAR TO DATE (YTD)

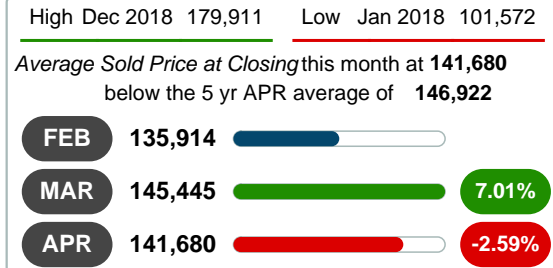


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 146,922



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
\$40,000 and less	7.89%	26,625	28,583	24,667	0	0
\$40,001 - \$60,000	13.16%	51,340	52,667	50,771	0	0
\$60,001 - \$90,000	14.47%	78,173	79,500	77,878	0	0
\$90,001 - \$130,000	26.32%	111,426	105,725	111,821	112,680	0
\$130,001 - \$200,000	14.47%	164,891	0	157,980	170,650	0
\$200,001 - \$270,000	14.47%	235,848	0	229,167	238,353	0
\$270,001 and up	9.21%	371,143	0	355,000	373,833	0
Average Sold Price		141,680	61,420	107,716	229,485	0
Total Closed Units	100%	141,680	10	41	25	0
Total Closed Volume		10,767,696	614.20K	4.42M	5.74M	0.00B

April 2019



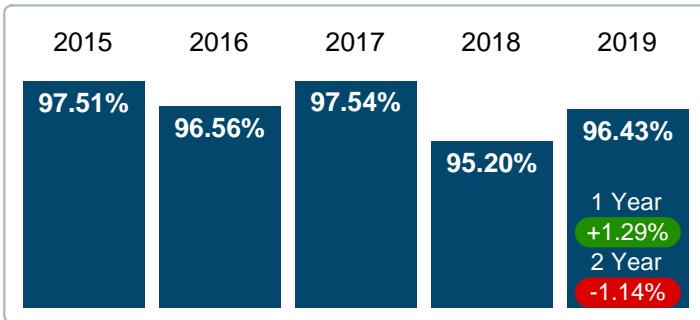
Area Delimited by County Of Washington - Residential Property Type



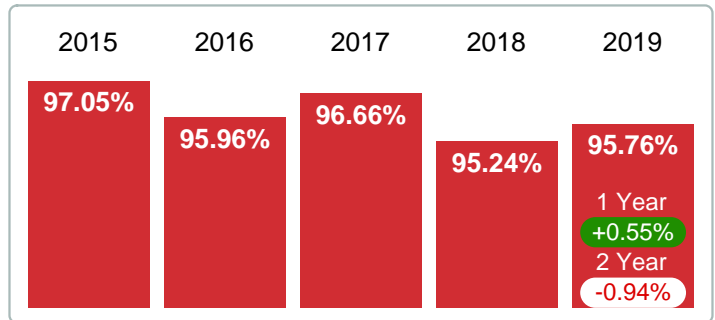
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

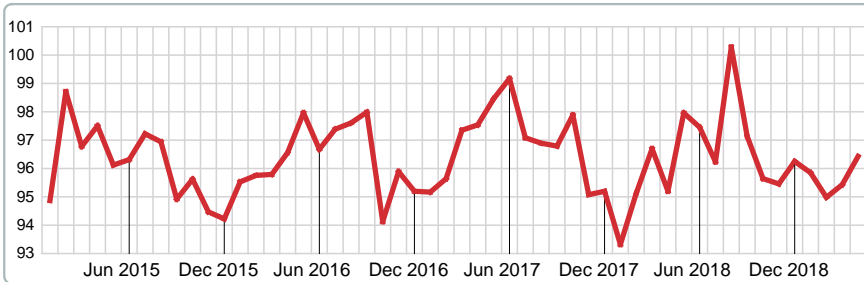
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

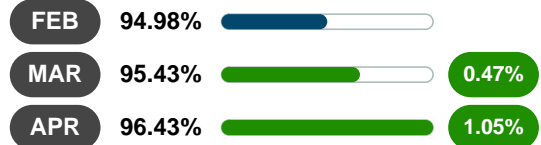


3 MONTHS

5 year APR AVG = 96.65%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **96.43%**
below the 5 yr APR average of **96.65%**



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
\$40,000 and less	6	7.89%	88.62%	99.36%	77.87%	0.00%	0.00%
\$40,001 - \$60,000	10	13.16%	93.40%	89.81%	94.94%	0.00%	0.00%
\$60,001 - \$90,000	11	14.47%	97.85%	100.00%	97.38%	0.00%	0.00%
\$90,001 - \$130,000	20	26.32%	97.97%	98.95%	98.59%	95.98%	0.00%
\$130,001 - \$200,000	11	14.47%	98.88%	0.00%	99.95%	97.98%	0.00%
\$200,001 - \$270,000	11	14.47%	97.02%	0.00%	96.28%	97.30%	0.00%
\$270,001 and up	7	9.21%	95.99%	0.00%	89.20%	97.13%	0.00%
Average Sold/List Ratio		96.40%		96.54%	95.95%	97.16%	0.00%
Total Closed Units		76	100%	96.40%	10	41	25
Total Closed Volume		10,767,696			614.20K	4.42M	5.74M

April 2019



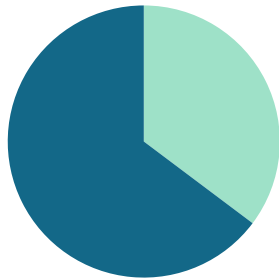
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

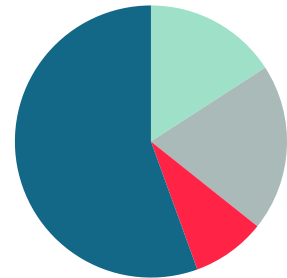


Inventory
 New Listings
141 = 35.25%
 Start Inventory
259
 Total Inventory Units
400
 Volume
\$72,370,926

Market Activity

Closed Sales
76 = 15.87%
 Pending Sales
95 = 19.83%
 Other Off Market
42 = 8.77%
 Active Inventory
266 = 55.53%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	83	76	-8.43%	229	242	5.68%
Pending Sales	80	95	18.75%	267	311	16.48%
New Listings	125	141	12.80%	414	462	11.59%
Average List Price	149,341	146,261	-2.06%	139,117	144,730	4.03%
Average Sale Price	143,462	141,680	-1.24%	133,968	139,290	3.97%
Average Percent of Selling Price to List Price	95.20%	96.43%	1.29%	95.24%	95.76%	0.55%
Average Days on Market to Sale	51.02	42.76	-16.19%	55.99	57.03	1.87%
Monthly Inventory	274	266	-2.92%	274	266	-2.92%
Months Supply of Inventory	4.15	4.28	3.34%	4.15	4.28	3.34%

Absorption: Last 12 months, an Average of **62** Sales/Month

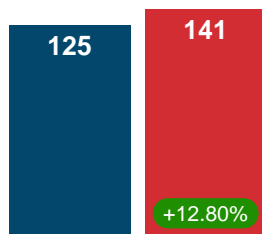
Inventory on April 30, 2019 = **266**

2018 **2019**

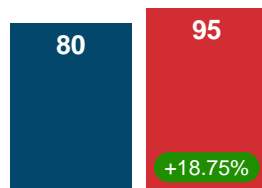
APRIL MARKET

AVERAGE PRICES

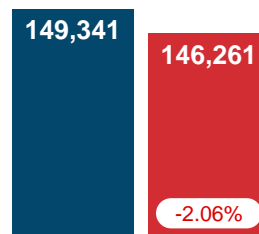
New Listings



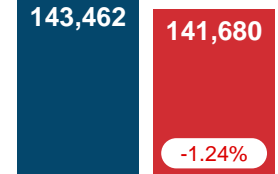
Pending Listings



List Price



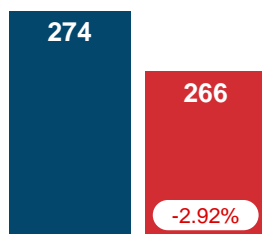
Sale Price



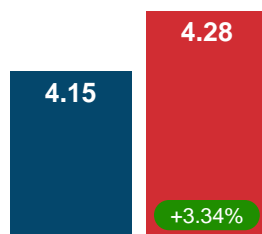
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

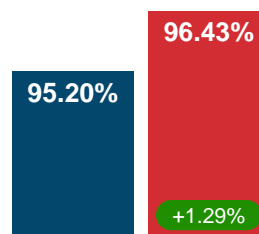
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

