

February 2019



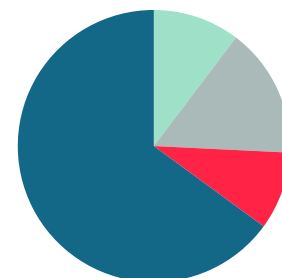
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2018	2019	
Closed Listings	22	20	-9.09%
Pending Listings	29	30	3.45%
New Listings	47	60	27.66%
Average List Price	140,477	168,654	20.06%
Average Sale Price	130,275	165,313	26.90%
Average Percent of Selling Price to List Price	93.20%	96.73%	3.79%
Average Days on Market to Sale	49.14	46.85	-4.65%
End of Month Inventory	148	126	-14.86%
Months Supply of Inventory	4.93	3.15	-36.15%



■ Closed (10.31%)
■ Pending (15.46%)
■ Other OffMarket (9.28%)
■ Active (64.95%)

Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of February 28, 2019 = **126**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **14.86%** to 126 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **3.15** 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 **26.90%** in February 2019 to \$165,313 versus the previous year at \$130,275.

Average Days on Market Shortens

The average number of **46.85** days that homes spent on the market before selling decreased by 2.29 days or **4.65%** in February 2019 compared to last year's same month at **49.14** DOM.

Sales Success for February 2019 is Positive

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

There were 60 New Listings in February 2019, up **27.66%** from last year at 47. Furthermore, there were 20 Closed Listings this month versus last year at 22, a **-9.09%** decrease.

Closed versus Listed trends yielded a **33.3%** ratio, down from previous year's, February 2018, at **46.8%**, a **28.79%** downswing. 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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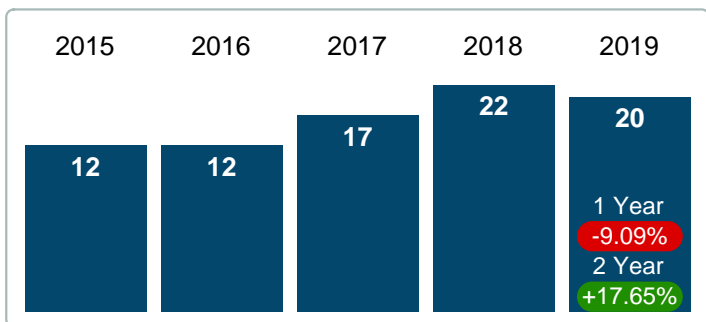
Area Delimited by County Of Bryan - Residential Property Type



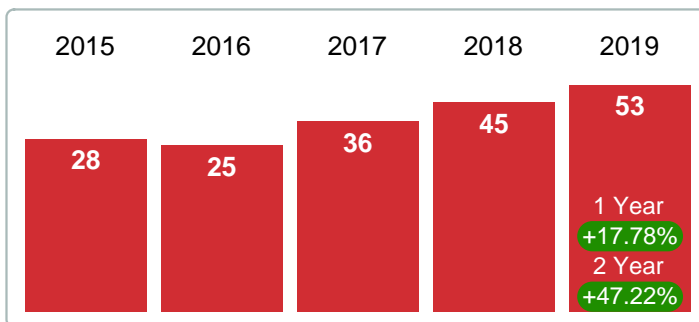
CLOSED LISTINGS

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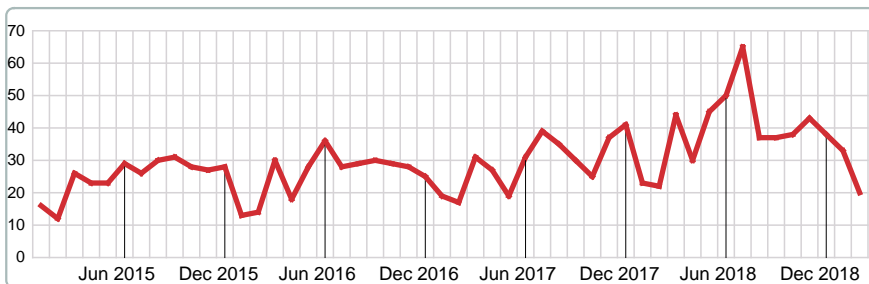
FEBRUARY



YEAR TO DATE (YTD)

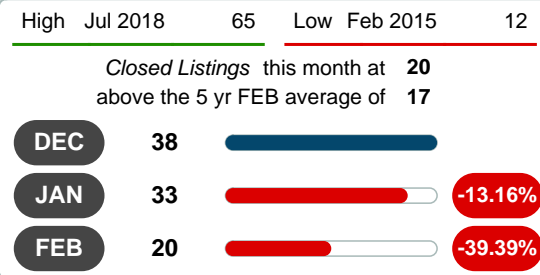


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 17



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	1	5.00%	35.0	0	1	0	0
\$50,001 - \$75,000	2	10.00%	21.5	1	1	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$200,000	9	45.00%	58.3	0	7	2	0
\$200,001 - \$225,000	3	15.00%	55.7	0	1	2	0
\$225,001 - \$300,000	2	10.00%	16.0	0	1	1	0
\$300,001 and up	3	15.00%	45.0	0	0	2	1
Total Closed Units	20			1	11	7	1
Total Closed Volume	3,306,251	100%	46.9	55.00K	1.39M	1.55M	314.00K
Average Closed Price	\$165,313			\$55,000	\$126,118	\$221,422	\$314,000

February 2019



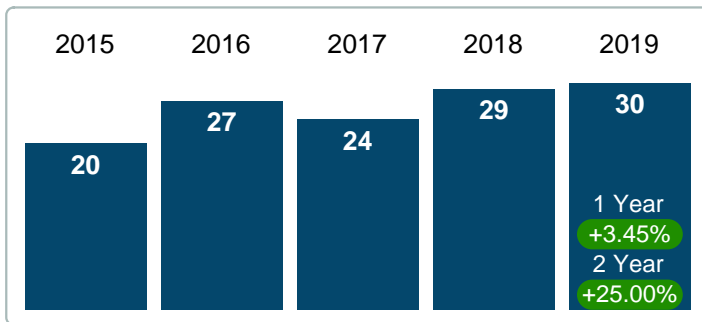
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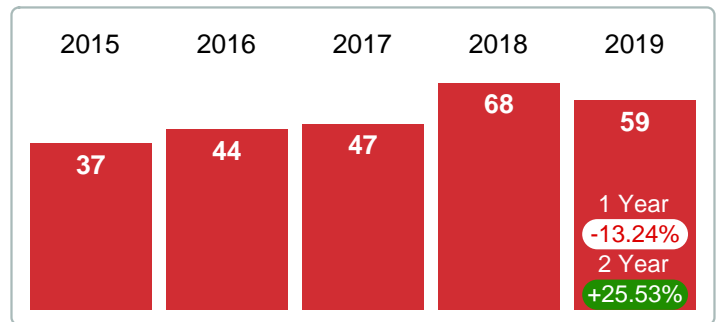
PENDING LISTINGS

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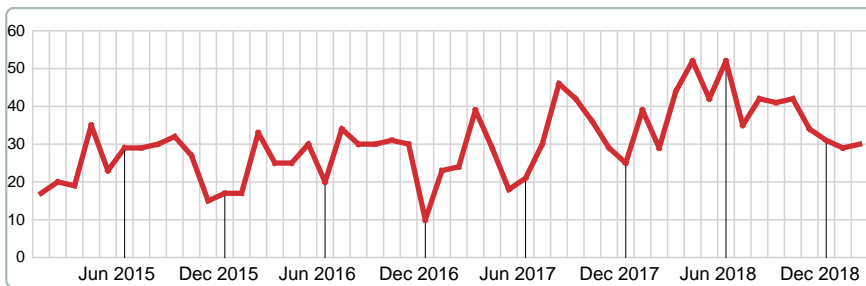
FEBRUARY



YEAR TO DATE (YTD)

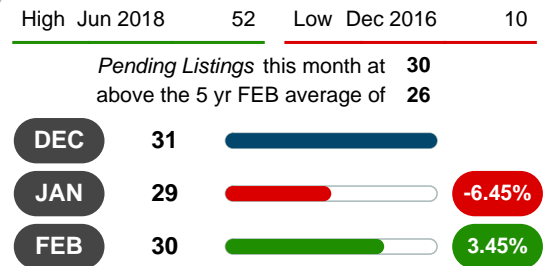


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 26



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	3	10.00%	61.7	1	2	0	0
\$50,001 - \$100,000	2	6.67%	15.0	1	1	0	0
\$100,001 - \$125,000	4	13.33%	29.0	1	3	0	0
\$125,001 - \$175,000	9	30.00%	37.4	0	8	1	0
\$175,001 - \$200,000	2	6.67%	70.0	0	2	0	0
\$200,001 - \$225,000	6	20.00%	91.8	0	2	4	0
\$225,001 and up	4	13.33%	34.0	0	2	2	0
Total Pending Units	30			3	20	7	0
Total Pending Volume	4,866,462	100%	45.6	215.00K	3.07M	1.58M	0.00B
Average Listing Price	\$162,378			\$71,667	\$153,586	\$225,677	\$0

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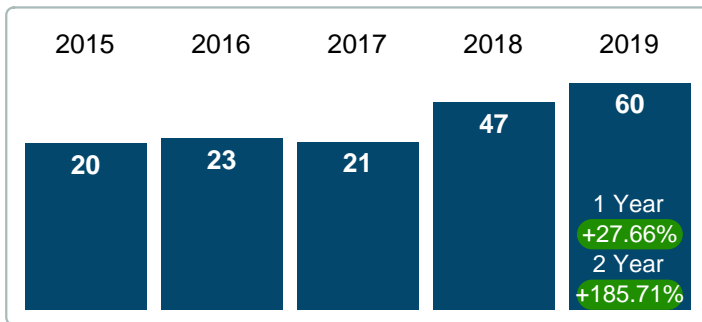
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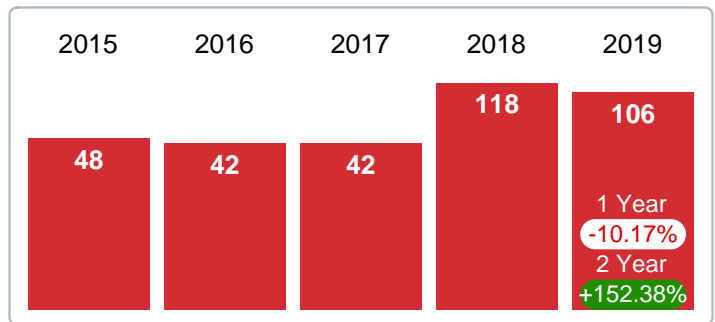
NEW LISTINGS

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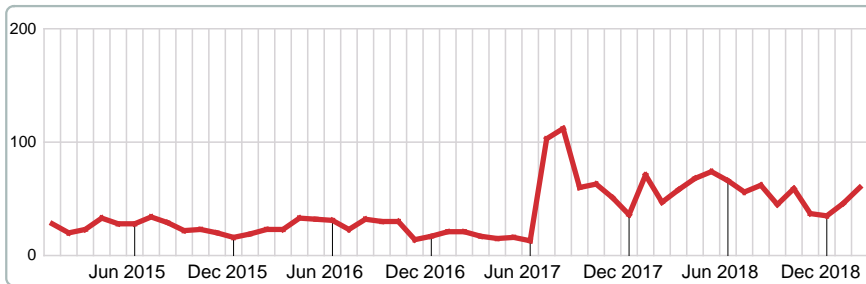
FEBRUARY



YEAR TO DATE (YTD)

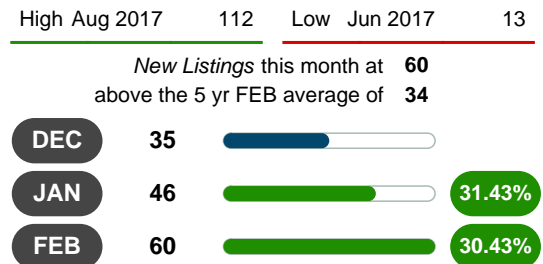


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 34



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	10.00%	2	3	1	0
\$100,001 - \$125,000	7	11.67%	2	4	1	0
\$125,001 - \$150,000	5	8.33%	0	4	1	0
\$150,001 - \$225,000	19	31.67%	0	14	5	0
\$225,001 - \$300,000	9	15.00%	0	5	3	1
\$300,001 - \$675,000	9	15.00%	0	4	4	1
\$675,001 and up	5	8.33%	0	3	1	1
Total New Listed Units	60		4	37	16	3
Total New Listed Volume	21,169,837	100%	332.80K	13.24M	4.58M	3.02M
Average New Listed Listing Price	\$192,027		\$83,200	\$357,970	\$285,952	\$1,005,633

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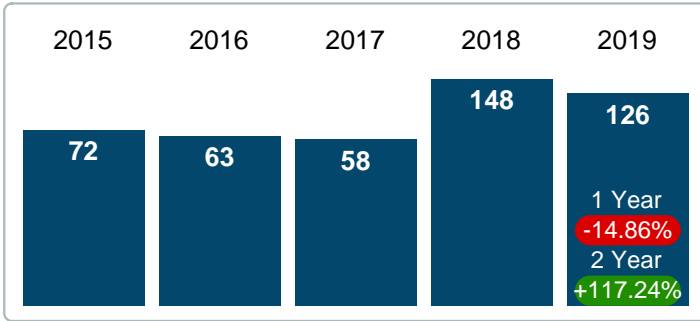
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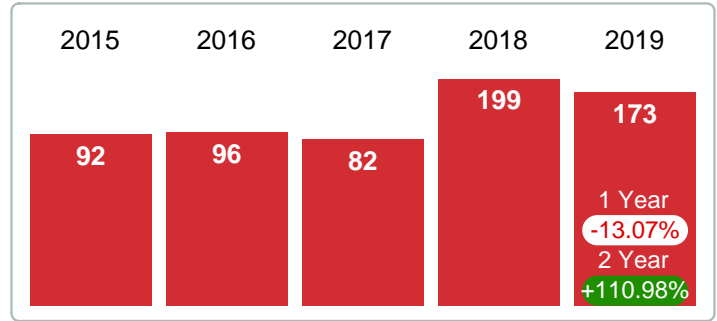
ACTIVE INVENTORY

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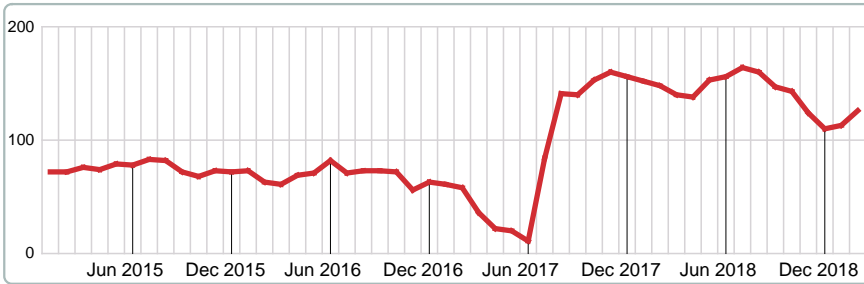
END OF FEBRUARY



ACTIVE DURING FEBRUARY

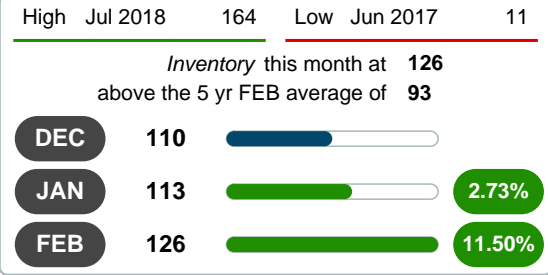


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 93



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	7	5.56%	91.0	4	3	0	0
\$75,001 - \$125,000	20	15.87%	42.4	5	11	3	1
\$125,001 - \$150,000	11	8.73%	69.7	1	7	2	1
\$150,001 - \$225,000	33	26.19%	59.5	0	26	7	0
\$225,001 - \$375,000	24	19.05%	64.0	0	14	8	2
\$375,001 - \$575,000	17	13.49%	66.7	1	3	6	7
\$575,001 and up	14	11.11%	53.0	2	6	2	4
Total Active Inventory by Units	126			13	70	28	15
Total Active Inventory by Volume	42,774,850	100%	60.5	4.20M	21.24M	8.27M	9.07M
Average Active Inventory Listing Price	\$339,483			\$322,985	\$303,449	\$295,193	\$604,613

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Area Delimited by County Of Bryan - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR FEBRUARY

2015	2016	2017	2018	2019

INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
126	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 FEB AVG = inf

High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at inf equal to 5 yr FEB average of inf			
DEC	inf		%
JAN	inf		%
FEB	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	5.56%	1.06	1.66	0.97	0.00	0.00
\$75,001 - \$125,000	20	15.87%	2.47	4.00	1.94	2.77	12.00
\$125,001 - \$150,000	11	8.73%	2.13	6.00	1.65	4.00	4.00
\$150,001 - \$225,000	33	26.19%	2.43	0.00	2.89	1.68	0.00
\$225,001 - \$375,000	24	19.05%	4.30	0.00	5.25	3.56	3.43
\$375,001 - \$575,000	17	13.49%	25.50	0.00	12.00	14.40	0.00
\$575,001 and up	14	11.11%	42.00	0.00	72.00	12.00	48.00
Market Supply of Inventory (MSI)			3.15	3.18	2.80	2.97	10.00
Total Active Inventory by Units		100%	3.15	13	70	28	15

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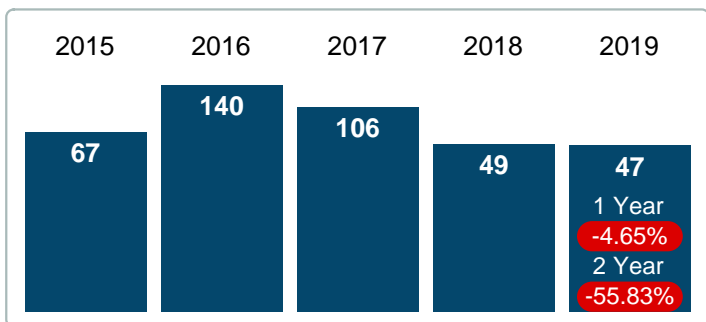
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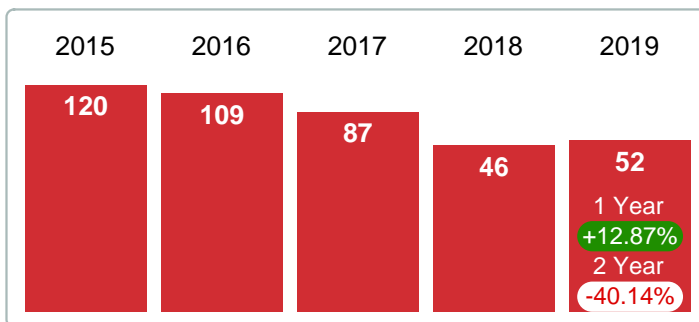
AVERAGE DAYS ON MARKET TO SALE

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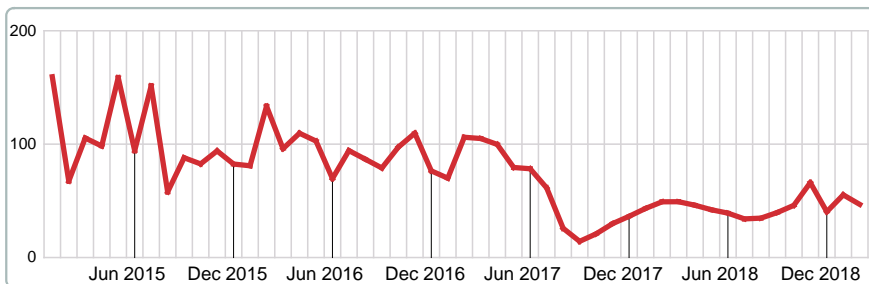
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 82

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 47 below the 5 yr FEB average of 82



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	5.00%	35	0	35	0	0
\$50,001 - \$75,000	10.00%	22	30	13	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$200,000	45.00%	58	0	75	1	0
\$200,001 - \$225,000	15.00%	56	0	17	75	0
\$225,001 - \$300,000	10.00%	16	0	31	1	0
\$300,001 and up	15.00%	45	0	0	1	133
Average Closed DOM		47				
Total Closed Units	100%	47	1	11	7	1
Total Closed Volume		3,306,251	55.00K	1.39M	1.55M	314.00K

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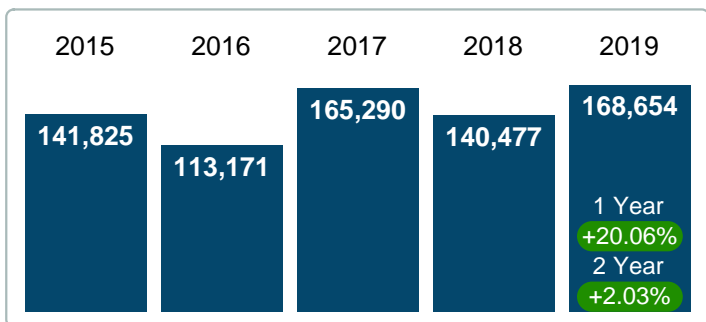
Area Delimited by County Of Bryan - Residential Property Type



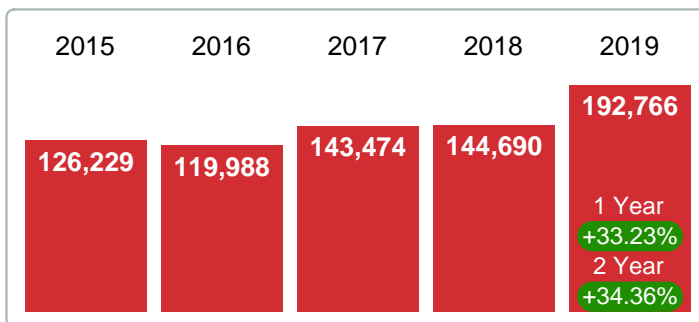
AVERAGE LIST PRICE AT CLOSING

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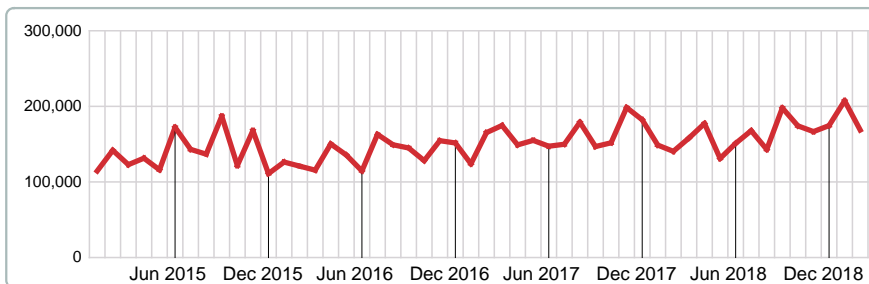
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

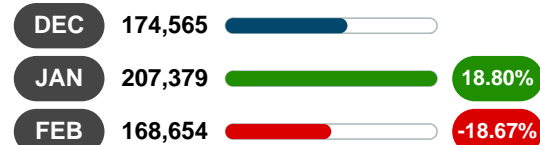


3 MONTHS

5 year FEB AVG = 145,883

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

Average List Price at Closing this month at **168,654**
above the 5 yr FEB average of **145,883**



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	5.00%	39,900	0	39,900	0	0
\$50,001 - \$75,000	10.00%	59,500	64,000	55,000	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$200,000	45.00%	120,133	0	119,100	123,750	0
\$200,001 - \$225,000	10.00%	209,320	0	250,000	209,320	0
\$225,001 - \$300,000	15.00%	258,940	0	279,900	246,920	0
\$300,001 and up	15.00%	312,506	0	0	311,759	314,000
Average List Price		168,654	64,000	132,591	219,511	314,000
Total Closed Units	100%	168,654	1	11	7	1
Total Closed Volume		3,373,077	64.00K	1.46M	1.54M	314.00K

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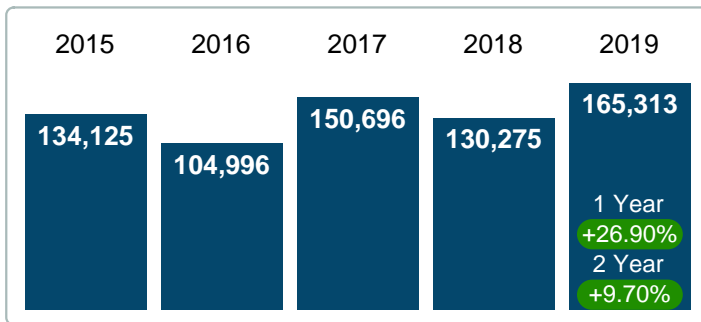
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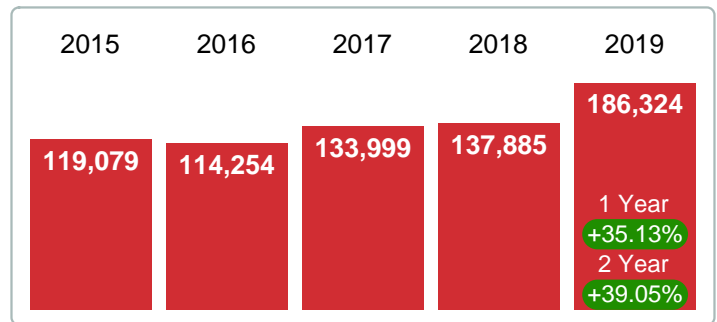
AVERAGE SOLD PRICE AT CLOSING

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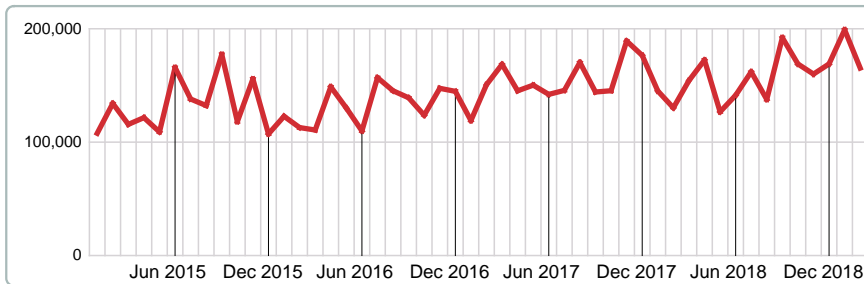
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

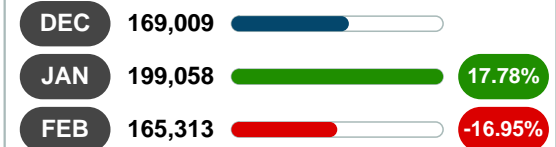


3 MONTHS

5 year FEB AVG = 137,081

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

Average Sold Price at Closing this month at **165,313** above the 5 yr FEB average of **137,081**



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	5.00%	31,500	0	31,500	0	0
\$50,001 - \$75,000	10.00%	55,000	55,000	55,000	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$200,000	45.00%	116,656	0	114,343	124,750	0
\$200,001 - \$225,000	15.00%	217,487	0	222,500	214,980	0
\$225,001 - \$300,000	10.00%	262,410	0	277,900	246,920	0
\$300,001 and up	15.00%	312,524	0	0	311,786	314,000
Average Sold Price		165,313	55,000	126,118	221,422	314,000
Total Closed Units	100%	165,313	1	11	7	1
Total Closed Volume		3,306,251	55.00K	1.39M	1.55M	314.00K

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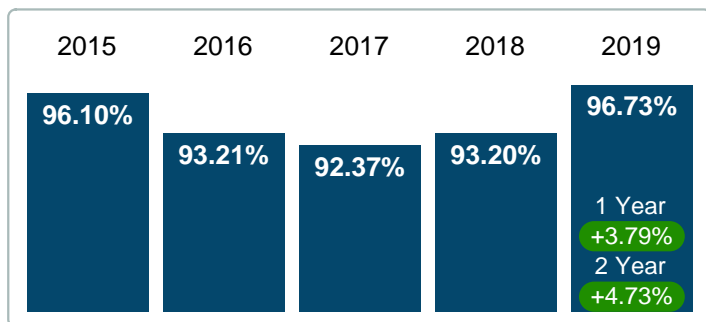
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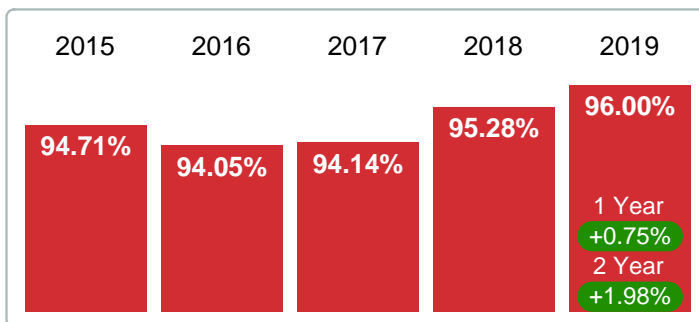
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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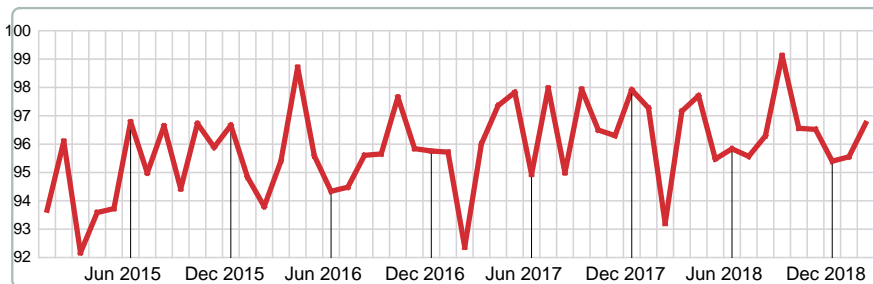
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

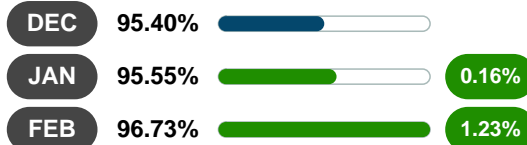


3 MONTHS

5 year FEB AVG = 94.32%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **96.73%**
above the 5 yr FEB average of **94.32%**



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	1	5.00%	78.95%	0.00%	78.95%	0.00%	0.00%
\$50,001 - \$75,000	2	10.00%	92.97%	85.94%	100.00%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$200,000	9	45.00%	97.34%	0.00%	96.24%	101.18%	0.00%
\$200,001 - \$225,000	3	15.00%	98.14%	0.00%	89.00%	102.72%	0.00%
\$225,001 - \$300,000	2	10.00%	99.64%	0.00%	99.29%	100.00%	0.00%
\$300,001 and up	3	15.00%	100.01%	0.00%	0.00%	100.01%	100.00%
Average Sold/List Ratio		96.70%		85.94%	94.63%	101.11%	100.00%
Total Closed Units		20	100%	1	11	7	1
Total Closed Volume		3,306,251		55.00K	1.39M	1.55M	314.00K

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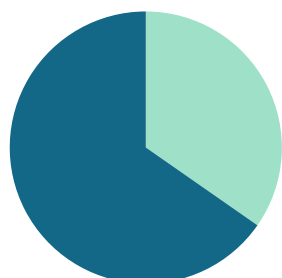
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MARKET SUMMARY

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INVENTORY

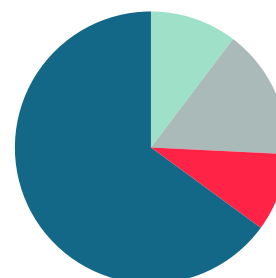


Inventory
 New Listings
60 = 34.68%
 Start Inventory
113
 Total Inventory Units
173
 Volume
\$51,899,212

Market Activity

Closed Sales
20 = 10.31%
 Pending Sales
30 = 15.46%
 Other Off Market
18 = 9.28%
 Active Inventory
126 = 64.95%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	22	20	-9.09%	45	53	17.78%
Pending Sales	29	30	3.45%	68	59	-13.24%
New Listings	47	60	27.66%	118	106	-10.17%
Average List Price	140,477	168,654	20.06%	144,690	192,766	33.23%
Average Sale Price	130,275	165,313	26.90%	137,885	186,324	35.13%
Average Percent of Selling Price to List Price	93.20%	96.73%	3.79%	95.28%	96.00%	0.75%
Average Days on Market to Sale	49.14	46.85	-4.65%	46.16	52.09	12.87%
Monthly Inventory	148	126	-14.86%	148	126	-14.86%
Months Supply of Inventory	4.93	3.15	-36.15%	4.93	3.15	-36.15%

Absorption: Last 12 months, an Average of **40** Sales/Month

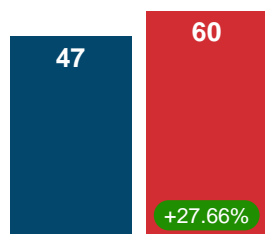
Inventory on February 28, 2019 = **126**

2018 **2019**

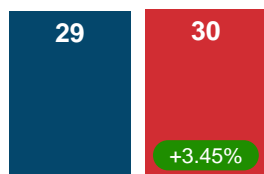
FEBRUARY MARKET

AVERAGE PRICES

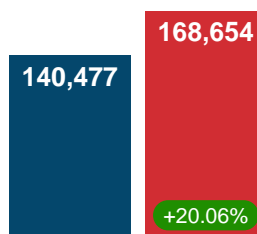
New Listings



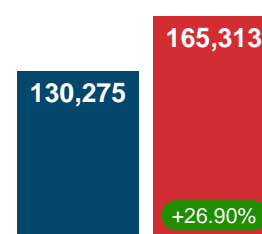
Pending Listings



List Price



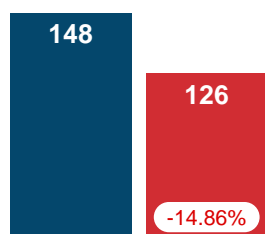
Sale Price



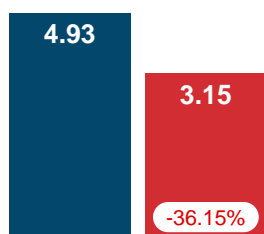
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

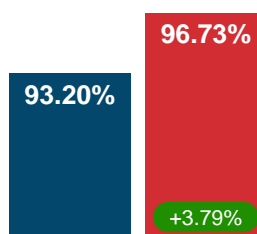
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

