

February 2019



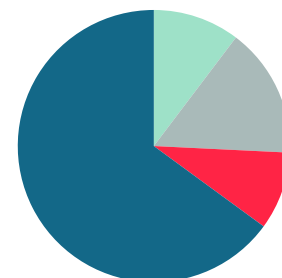
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	February 2019	+/-%
Closed Listings	22	20	-9.09%
Pending Listings	29	30	3.45%
New Listings	47	60	27.66%
Median List Price	143,950	163,750	13.75%
Median Sale Price	124,000	162,500	31.05%
Median Percent of Selling Price to List Price	96.16%	100.00%	4.00%
Median Days on Market to Sale	37.00	27.00	-27.03%
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.

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 **31.05%** in February 2019 to \$162,500 versus the previous year at \$124,000.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 10.00 days or **27.03%** in February 2019 compared to last year's same month at **37.00** DOM.

Sales Success for February 2019 is Positive

Overall, with Median 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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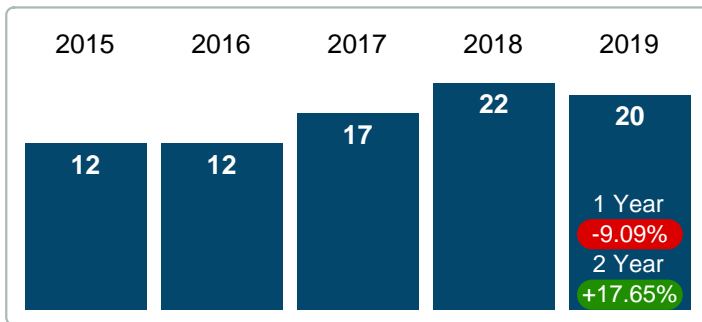
Area Delimited by County Of Bryan - Residential Property Type



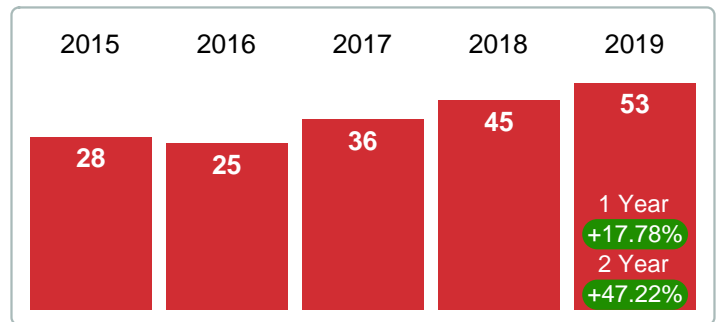
CLOSED LISTINGS

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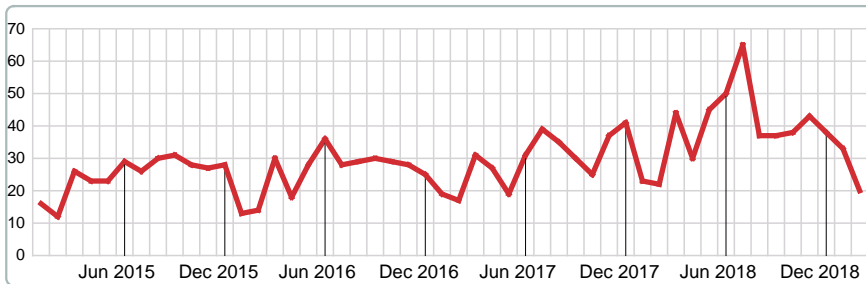
FEBRUARY



YEAR TO DATE (YTD)

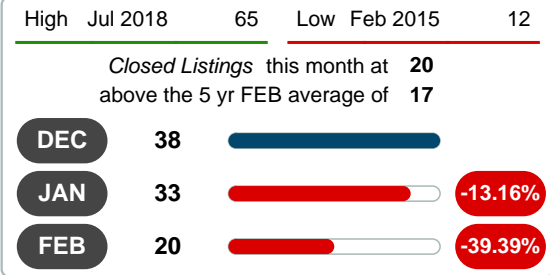


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 17



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	21.5	0	0	0	0
\$75,001 - \$200,000	9	45.00%	60.0	0	7	2	0
\$200,001 - \$225,000	3	15.00%	24.0	0	1	2	0
\$225,001 - \$300,000	2	10.00%	16.0	0	1	1	0
\$300,001 and up	3	15.00%	1.0	0	0	2	1
Total Closed Units	20			1	11	7	1
Total Closed Volume	3,306,251	100%	27.0	55.00K	1.39M	1.55M	314.00K
Median Closed Price	\$162,500			\$55,000	\$86,000	\$215,000	\$314,000

February 2019



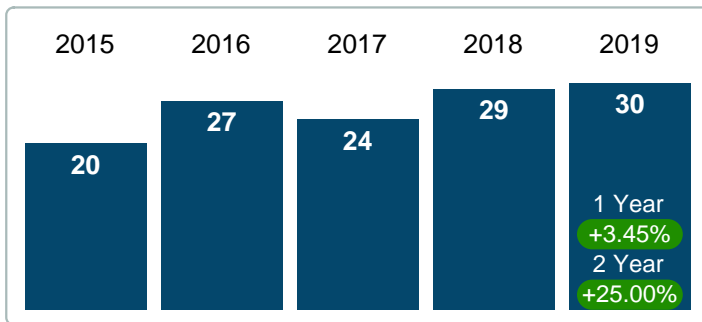
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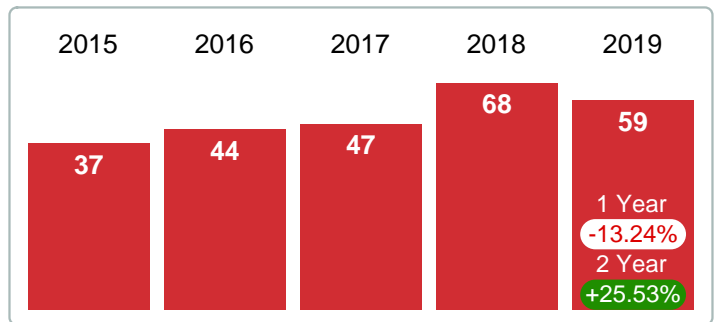
PENDING LISTINGS

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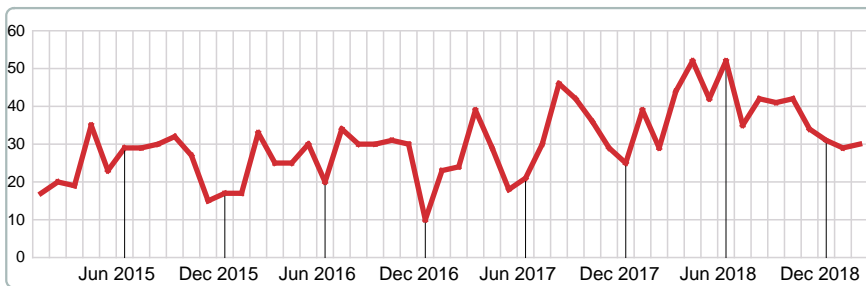
FEBRUARY



YEAR TO DATE (YTD)

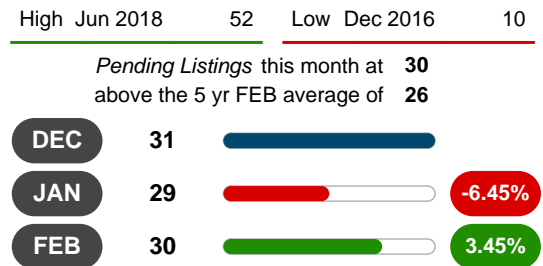


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 26



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	10.00%	66.0	1	2	0	0
\$50,001 - \$100,000	2	6.67%	15.0	1	1	0	0
\$100,001 - \$125,000	4	13.33%	24.0	1	3	0	0
\$125,001 - \$175,000	9	30.00%	18.0	0	8	1	0
\$175,001 - \$200,000	2	6.67%	70.0	0	2	0	0
\$200,001 - \$225,000	6	20.00%	81.5	0	2	4	0
\$225,001 and up	4	13.33%	1.0	0	2	2	0
Total Pending Units	30			3	20	7	0
Total Pending Volume	4,866,462	100%	27.5	215.00K	3.07M	1.58M	0.00B
Median Listing Price	\$159,250			\$75,000	\$155,250	\$215,000	\$0

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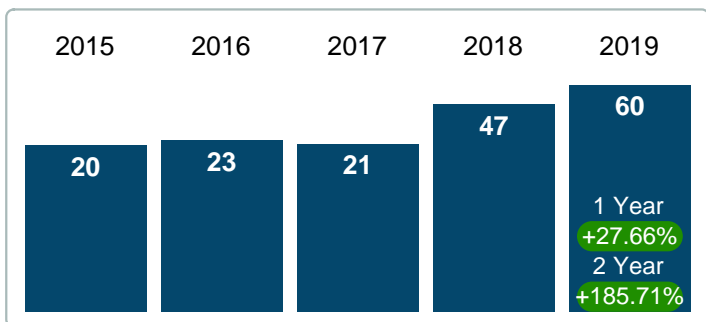
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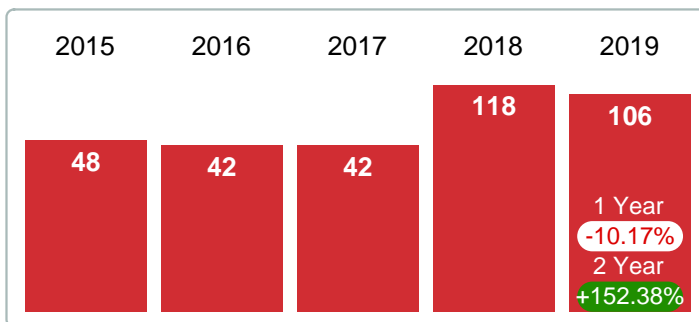
NEW LISTINGS

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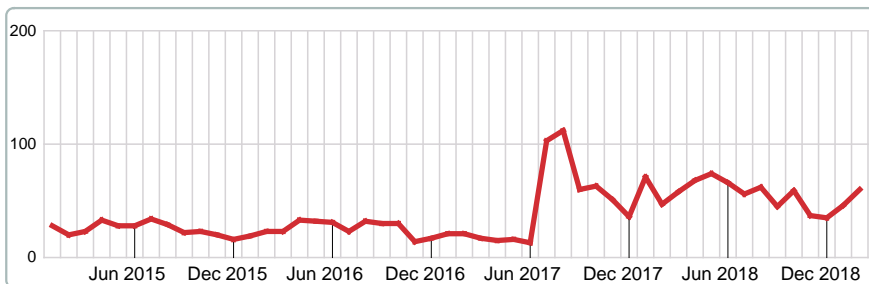
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 34

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 60
above the 5 yr FEB average of 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
Median New Listed Listing Price	\$189,450		\$93,900	\$183,500	\$227,000	\$549,000

February 2019



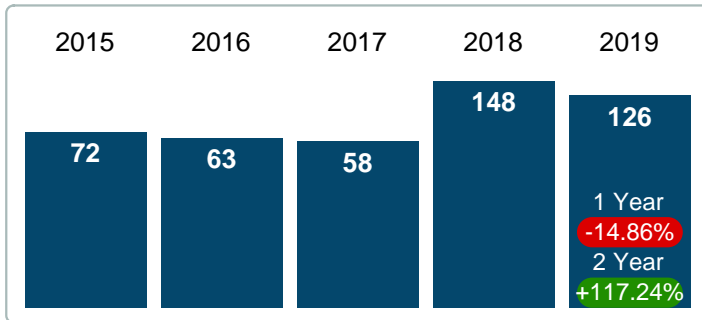
Area Delimited by County Of Bryan - Residential Property Type



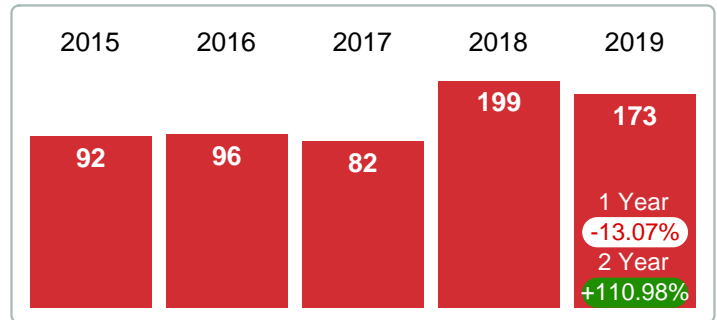
ACTIVE INVENTORY

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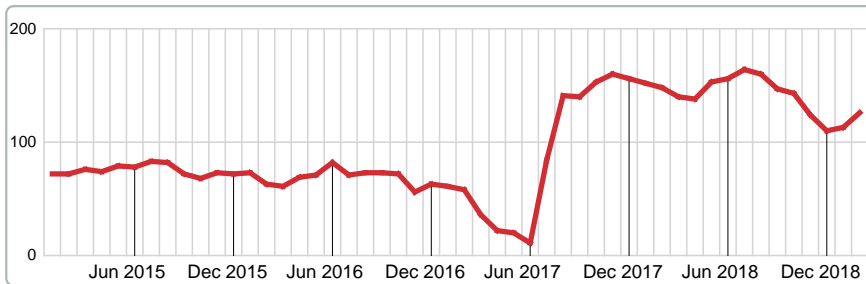
END OF FEBRUARY



ACTIVE DURING FEBRUARY

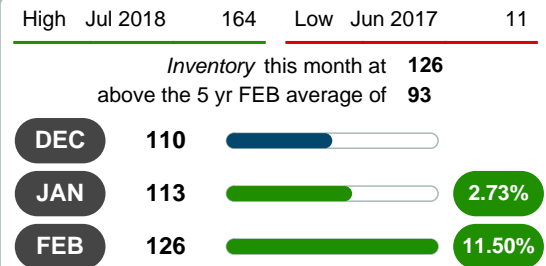


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 93



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	5.56%	94.0	4	3	0	0
\$75,001 - \$125,000	20	15.87%	39.0	5	11	3	1
\$125,001 - \$150,000	11	8.73%	79.0	1	7	2	1
\$150,001 - \$225,000	33	26.19%	31.0	0	26	7	0
\$225,001 - \$375,000	24	19.05%	50.5	0	14	8	2
\$375,001 - \$575,000	17	13.49%	49.0	1	3	6	7
\$575,001 and up	14	11.11%	23.5	2	6	2	4
Total Active Inventory by Units	126			13	70	28	15
Total Active Inventory by Volume	42,774,850	100%	42.0	4.20M	21.24M	8.27M	9.07M
Median Active Inventory Listing Price	\$189,700			\$104,900	\$182,600	\$247,450	\$425,000

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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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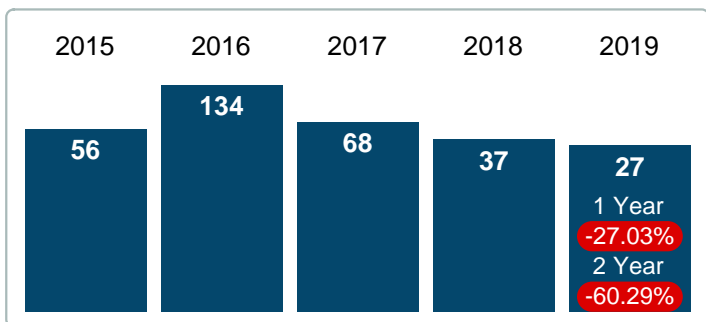
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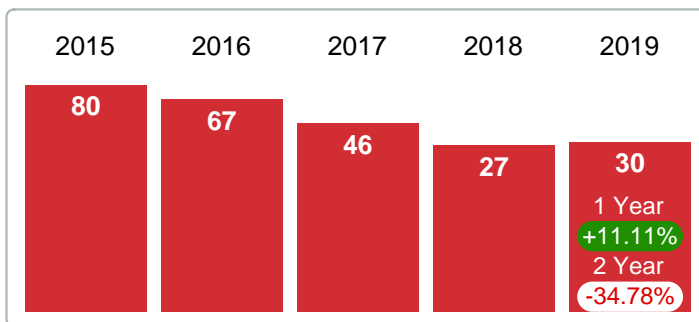
MEDIAN DAYS ON MARKET TO SALE

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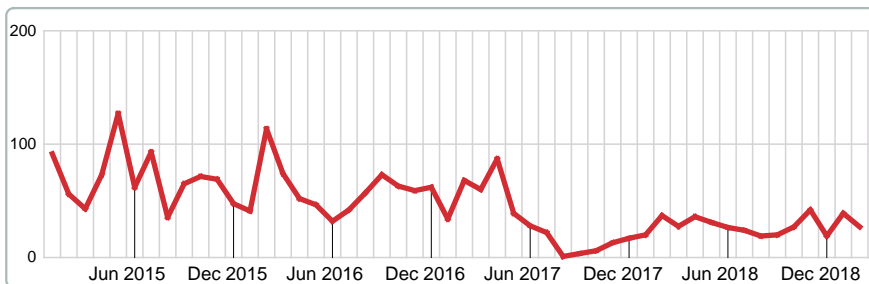
FEBRUARY



YEAR TO DATE (YTD)

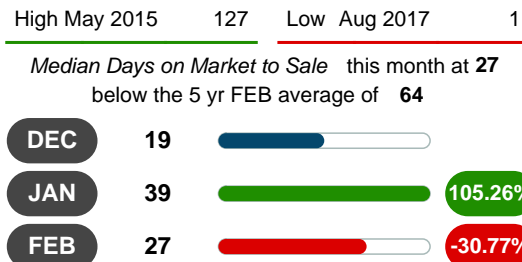


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 64



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	1	5.00%	35	0	35	0	0
\$50,001 - \$75,000	2	10.00%	22	30	13	0	0
\$75,001 - \$75,000	0	0.00%	22	0	0	0	0
\$75,001 - \$200,000	9	45.00%	60	0	65	1	0
\$200,001 - \$225,000	3	15.00%	24	0	17	75	0
\$225,001 - \$300,000	2	10.00%	16	0	31	1	0
\$300,001 and up	3	15.00%	1	0	0	1	133
Median Closed DOM			27	30	35	1	133
Total Closed Units		100%	27.0	1	11	7	1
Total Closed Volume			3,306,251	55.00K	1.39M	1.55M	314.00K

February 2019



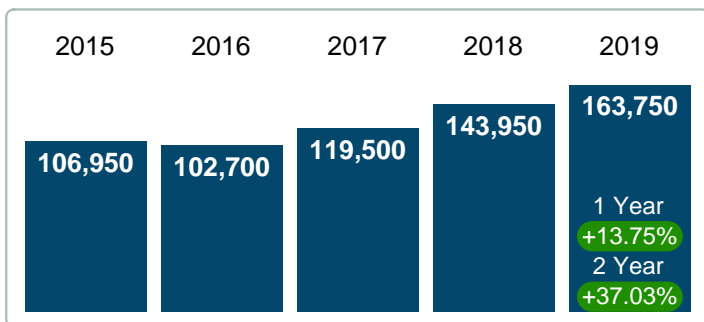
Area Delimited by County Of Bryan - Residential Property Type



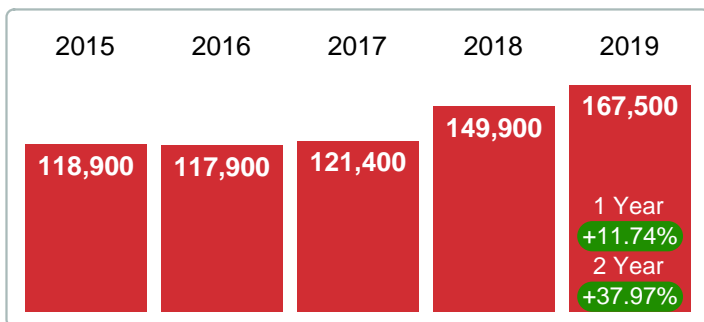
MEDIAN LIST PRICE AT CLOSING

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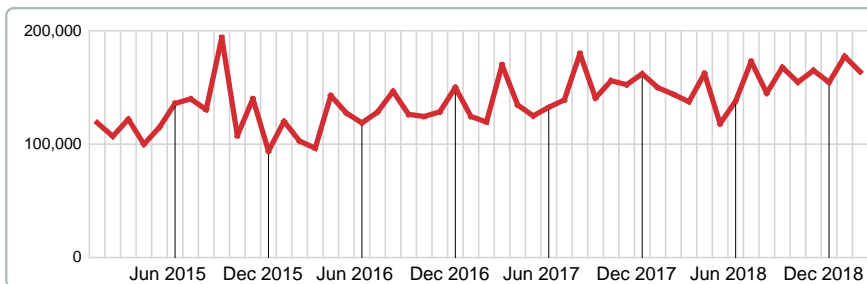
FEBRUARY



YEAR TO DATE (YTD)

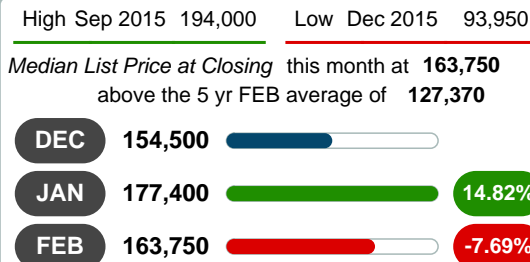


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 127,370



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	1	5.00%	39,900	0	39,900	0	0
\$50,001 - \$75,000	2	10.00%	59,500	64,000	55,000	0	0
\$75,001 - \$75,000	0	0.00%	59,500	0	0	0	0
\$75,001 - \$200,000	9	45.00%	87,900	0	87,900	123,750	0
\$200,001 - \$225,000	2	10.00%	209,320	0	0	209,320	0
\$225,001 - \$300,000	3	15.00%	250,000	0	264,950	246,920	0
\$300,001 and up	3	15.00%	313,517	0	0	311,759	314,000
Median List Price			163,750	64,000	87,900	211,640	314,000
Total Closed Units		100%	163,750	1	11	7	1
Total Closed Volume			3,373,077	64.00K	1.46M	1.54M	314.00K

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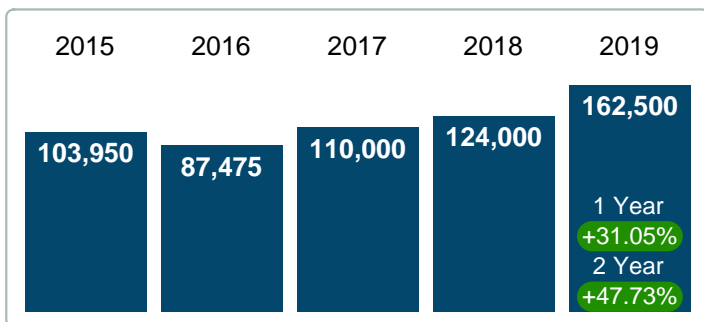
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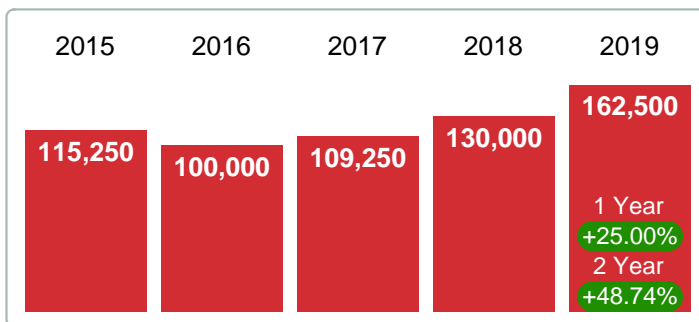
MEDIAN SOLD PRICE AT CLOSING

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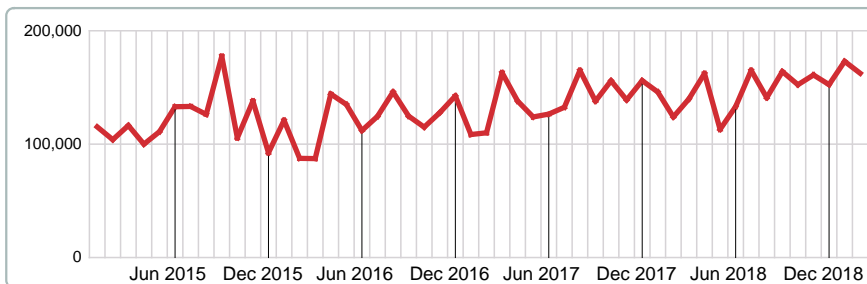
FEBRUARY



YEAR TO DATE (YTD)

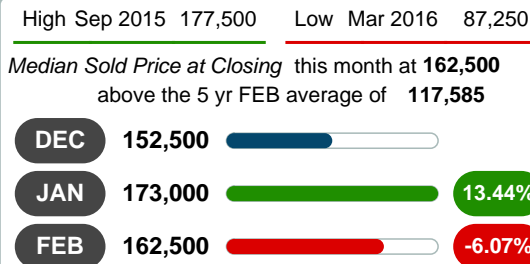


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 117,585



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	1	5.00%	31,500	0	31,500	0	0
\$50,001 - \$75,000	2	10.00%	55,000	55,000	55,000	0	0
\$75,001 - \$75,000	0	0.00%	55,000	0	0	0	0
\$75,001 - \$200,000	9	45.00%	87,000	0	86,000	124,750	0
\$200,001 - \$225,000	3	15.00%	215,000	0	222,500	214,980	0
\$225,001 - \$300,000	2	10.00%	262,410	0	277,900	246,920	0
\$300,001 and up	3	15.00%	313,571	0	0	311,786	314,000
Median Sold Price			162,500	55,000	86,000	215,000	314,000
Total Closed Units		100%	162,500	1	11	7	1
Total Closed Volume			3,306,251	55.00K	1.39M	1.55M	314.00K

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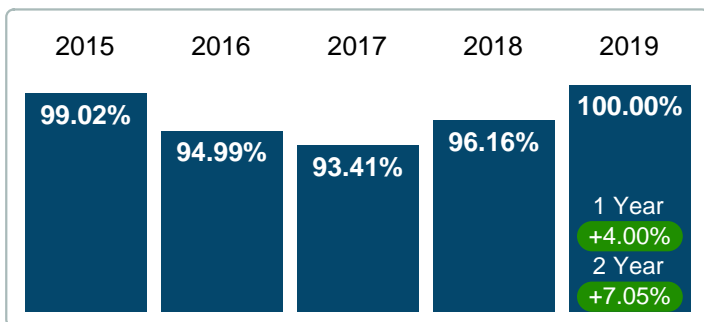
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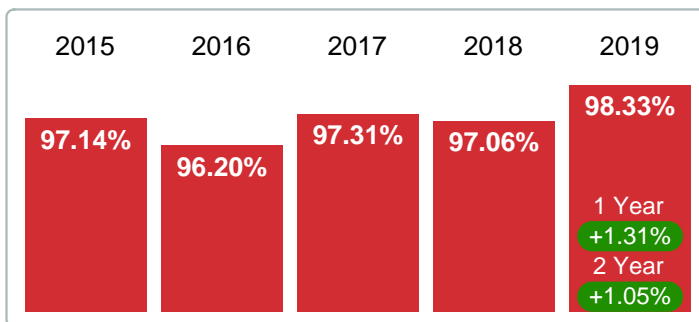
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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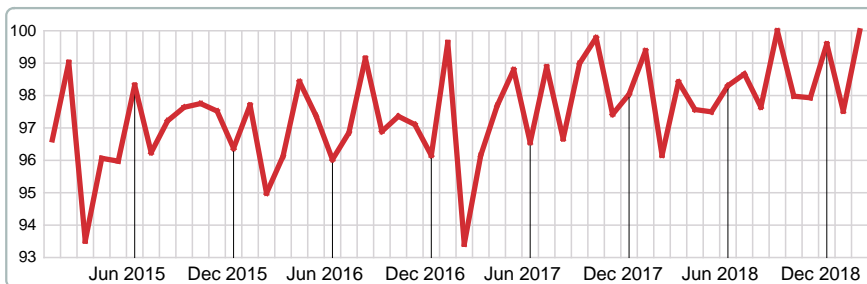
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

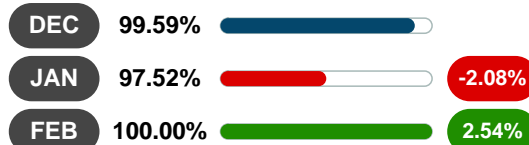


3 MONTHS

5 year FEB AVG = 96.72%

High Feb 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr FEB average of **96.72%**



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	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%	92.97%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$200,000	9	45.00%	97.72%	0.00%	96.32%	101.18%	0.00%
\$200,001 - \$225,000	3	15.00%	101.57%	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%	100.00%	0.00%	0.00%	100.01%	100.00%
Median Sold/List Ratio		100.00%		85.94%	96.32%	100.02%	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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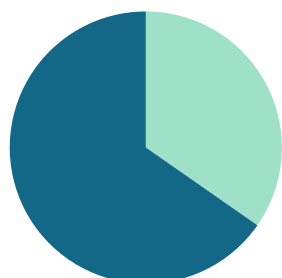
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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INVENTORY

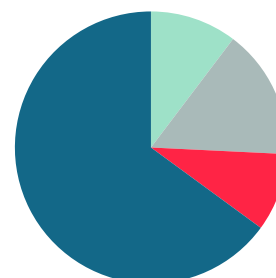


Inventory
 New Listings
60 = 34.68%
 Start Inventory
113
 Total Inventory Units
173
 Volume
\$51,899,212

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%
Median List Price	143,950	163,750	13.75%	149,900	167,500	11.74%
Median Sale Price	124,000	162,500	31.05%	130,000	162,500	25.00%
Median Percent of Selling Price to List Price	96.16%	100.00%	4.00%	97.06%	98.33%	1.31%
Median Days on Market to Sale	37.00	27.00	-27.03%	27.00	30.00	11.11%
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

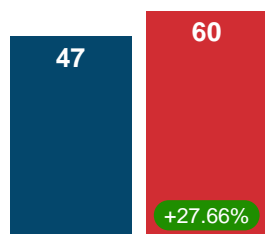
Inventory on February 28, 2019 = **126**

2018 **2019**

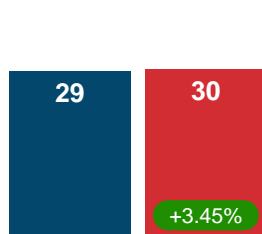
FEBRUARY MARKET

MEDIAN PRICES

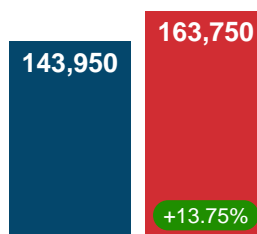
New Listings



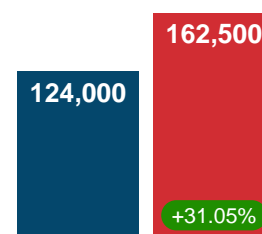
Pending Listings



List Price



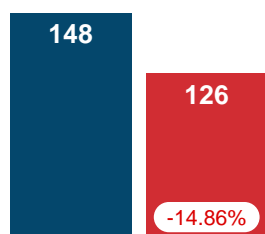
Sale Price



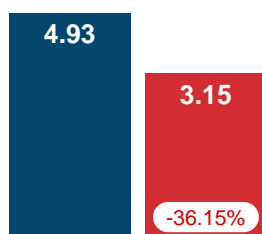
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

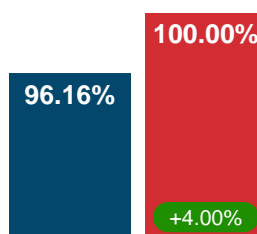
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

