

# February 2019



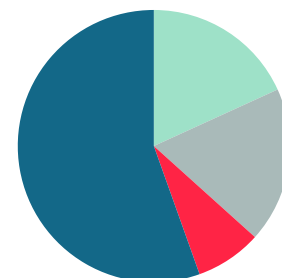
Area Delimited by County Of Creek - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2018	2019	+/-%
Closed Listings	44	60	36.36%
Pending Listings	64	61	-4.69%
New Listings	76	80	5.26%
Average List Price	114,760	142,786	24.42%
Average Sale Price	112,345	139,900	24.53%
Average Percent of Selling Price to List Price	98.53%	98.09%	-0.44%
Average Days on Market to Sale	57.89	46.58	-19.53%
End of Month Inventory	206	183	-11.17%
Months Supply of Inventory	3.38	3.11	-7.89%



■ Closed (18.18%)  
■ Pending (18.48%)  
■ Other OffMarket (7.88%)  
■ Active (55.45%)

**Absorption:** Last 12 months, an Average of **59** Sales/Month  
**Active Inventory** as of February 28, 2019 = **183**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **11.17%** to 183 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **3.11** 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 **24.53%** in February 2019 to \$139,900 versus the previous year at \$112,345.

#### Average Days on Market Shortens

The average number of **46.58** days that homes spent on the market before selling decreased by 11.30 days or **19.53%** in February 2019 compared to last year's same month at **57.89** 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 strong this month.

There were 80 New Listings in February 2019, up **5.26%** from last year at 76. Furthermore, there were 60 Closed Listings this month versus last year at 44, a **36.36%** increase.

Closed versus Listed trends yielded a **75.0%** ratio, up from previous year's, February 2018, at **57.9%**, a **29.55%** upswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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](http://www.tulsarealtors.com) to find a REALTOR® today.

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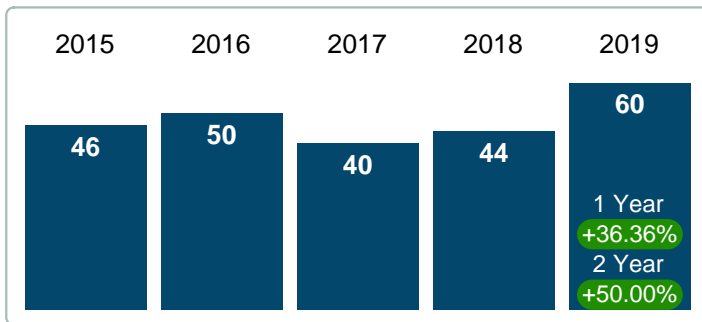
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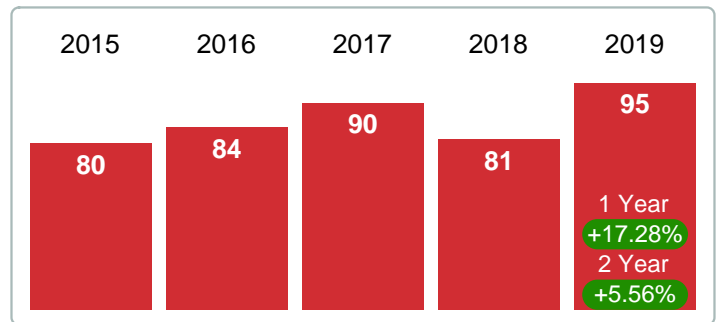
## CLOSED LISTINGS

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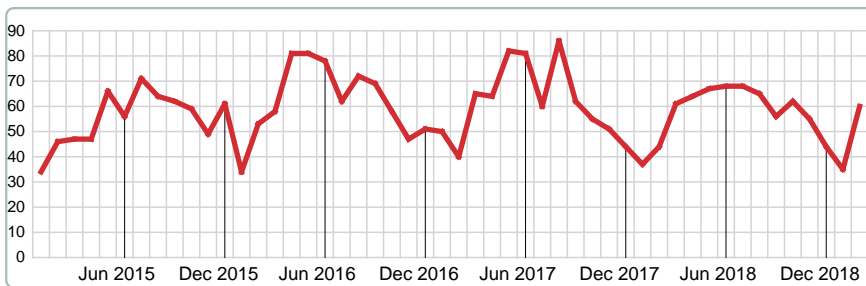
### FEBRUARY



### YEAR TO DATE (YTD)

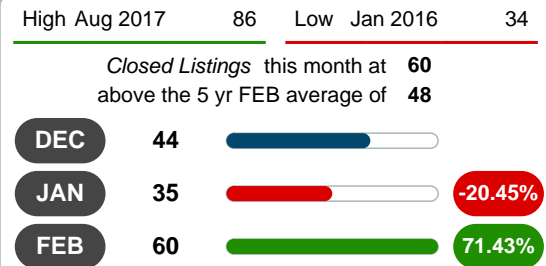


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 48



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	6.67%	34.5	3	1	0	0
\$60,001 - \$80,000	8	13.33%	73.5	4	4	0	0
\$80,001 - \$110,000	7	11.67%	37.3	0	5	1	1
\$110,001 - \$150,000	20	33.33%	37.0	2	15	3	0
\$150,001 - \$160,000	5	8.33%	31.2	0	5	0	0
\$160,001 - \$220,000	10	16.67%	45.0	1	6	3	0
\$220,001 and up	6	10.00%	77.0	0	2	4	0
<b>Total Closed Units</b>	<b>60</b>			<b>10</b>	<b>38</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,394,019</b>	<b>100%</b>	<b>46.6</b>	<b>825.50K</b>	<b>5.10M</b>	<b>2.37M</b>	<b>102.00K</b>
<b>Average Closed Price</b>	<b>\$139,900</b>			<b>\$82,550</b>	<b>\$134,224</b>	<b>\$215,091</b>	<b>\$102,000</b>

# February 2019



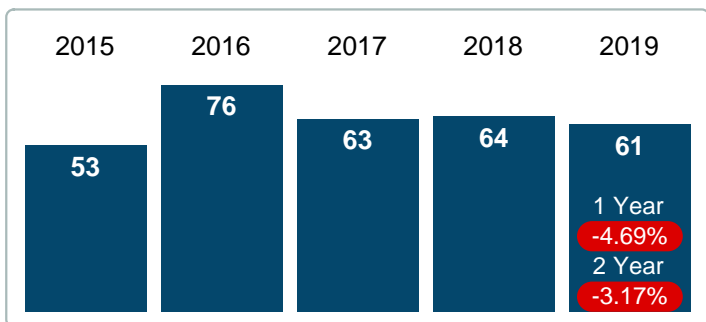
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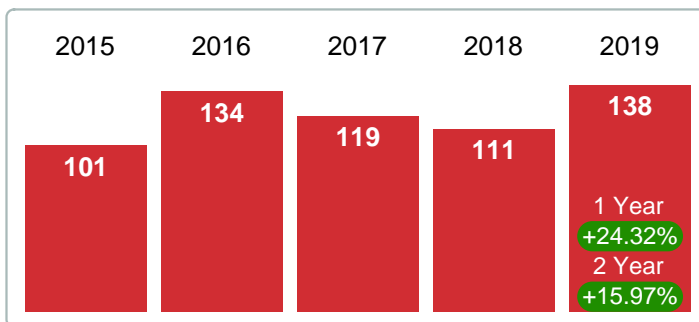
## PENDING LISTINGS

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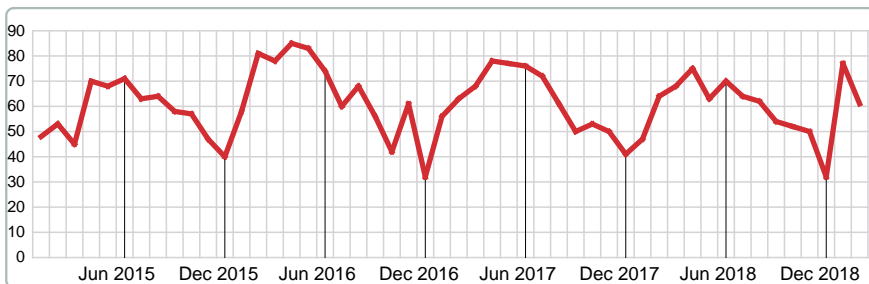
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 63

High Apr 2016 85 Low Dec 2018 32

Pending Listings this month at 61 below the 5 yr FEB average of 63



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	11.48%	66.7	4	2	1	0
\$60,001 - \$80,000	6	9.84%	32.5	3	3	0	0
\$80,001 - \$100,000	7	11.48%	21.6	2	3	1	1
\$100,001 - \$140,000	11	18.03%	28.5	1	8	2	0
\$140,001 - \$170,000	14	22.95%	60.9	1	11	2	0
\$170,001 - \$220,000	10	16.39%	56.4	1	7	2	0
\$220,001 and up	6	9.84%	81.3	0	1	5	0
<b>Total Pending Units</b>	<b>61</b>			<b>12</b>	<b>35</b>	<b>13</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,597,581</b>	<b>100%</b>	<b>49.1</b>	<b>1.10M</b>	<b>4.78M</b>	<b>2.62M</b>	<b>99.75K</b>
<b>Average Listing Price</b>	<b>\$142,001</b>			<b>\$91,367</b>	<b>\$136,675</b>	<b>\$201,369</b>	<b>\$99,750</b>

# February 2019



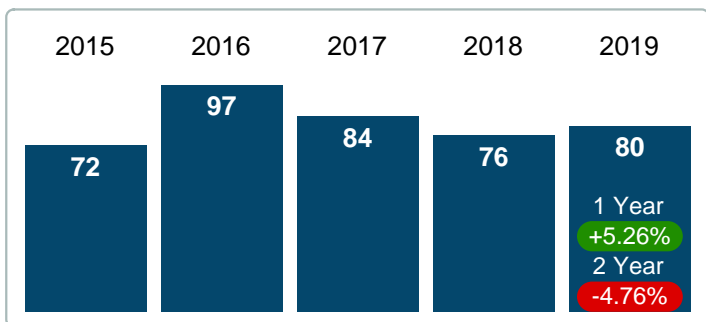
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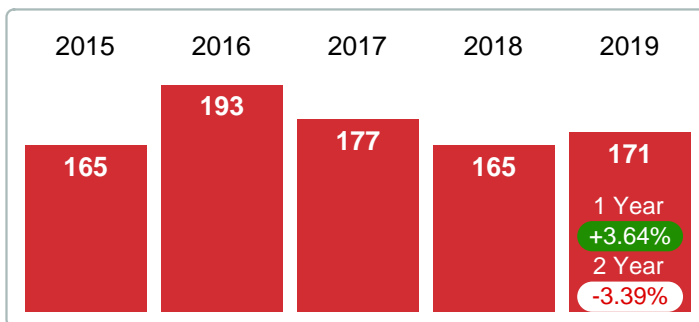
## NEW LISTINGS

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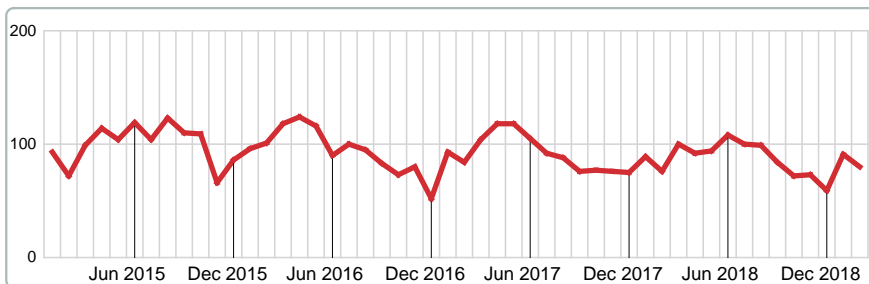
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

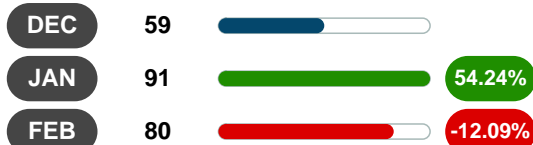


### 3 MONTHS

5 year FEB AVG = 82

High Apr 2016 124 Low Dec 2016 52

New Listings this month at 80  
below the 5 yr FEB average of 82



### 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	7	8.75%	4	2	1	0
\$40,001 - \$60,000	5	6.25%	1	4	0	0
\$60,001 - \$90,000	15	18.75%	2	12	0	1
\$90,001 - \$140,000	23	28.75%	2	17	3	1
\$140,001 - \$180,000	12	15.00%	0	9	3	0
\$180,001 - \$280,000	11	13.75%	1	6	3	1
\$280,001 and up	7	8.75%	0	1	6	0
<b>Total New Listed Units</b>	<b>80</b>		<b>10</b>	<b>51</b>	<b>16</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>11,590,931</b>	<b>100%</b>	<b>736.70K</b>	<b>6.45M</b>	<b>3.95M</b>	<b>449.65K</b>
<b>Average New Listed Listing Price</b>	<b>\$132,821</b>		<b>\$73,670</b>	<b>\$126,480</b>	<b>\$247,131</b>	<b>\$149,883</b>

# February 2019



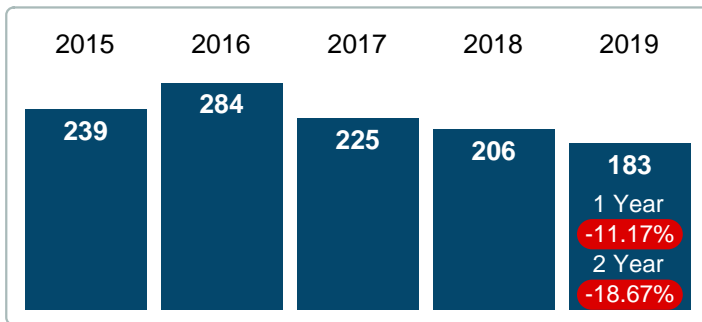
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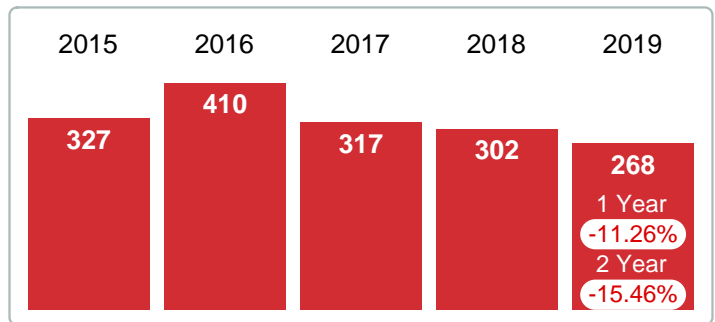
## ACTIVE INVENTORY

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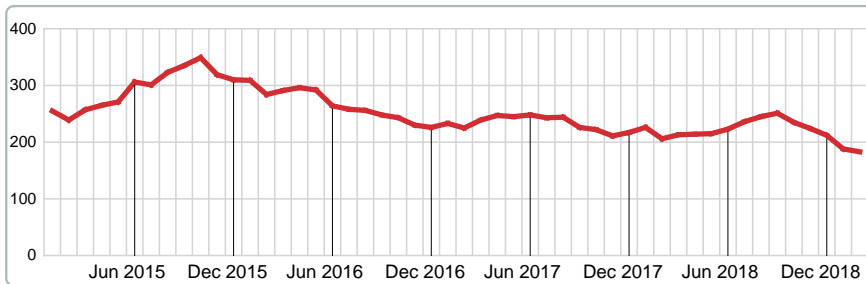
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

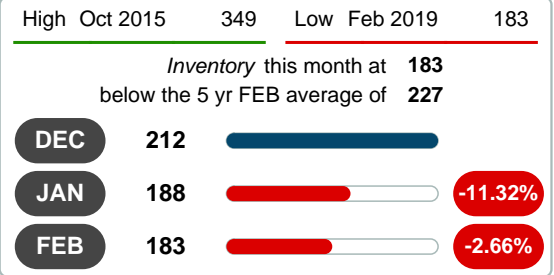


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 227



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	9.29%	81.6	9	8	0	0
\$50,001 - \$75,000	24	13.11%	53.1	9	14	0	1
\$75,001 - \$100,000	25	13.66%	72.8	5	19	0	1
\$100,001 - \$175,000	41	22.40%	125.4	2	30	7	2
\$175,001 - \$275,000	34	18.58%	70.2	1	20	13	0
\$275,001 - \$375,000	21	11.48%	90.4	0	7	12	2
\$375,001 and up	21	11.48%	80.9	1	3	11	6
<b>Total Active Inventory by Units</b>	<b>183</b>			<b>27</b>	<b>101</b>	<b>43</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>38,017,460</b>	<b>100%</b>	<b>85.3</b>	<b>2.48M</b>	<b>15.37M</b>	<b>15.20M</b>	<b>4.97M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$207,746</b>			<b>\$91,941</b>	<b>\$152,149</b>	<b>\$353,507</b>	<b>\$413,933</b>

# February 2019



Area Delimited by County Of Creek - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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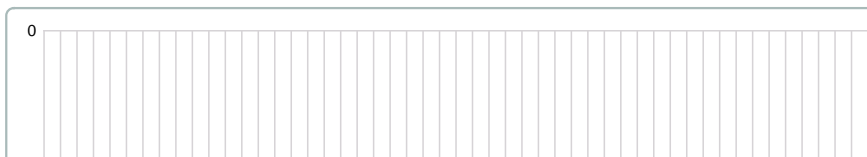
### MSI FOR FEBRUARY

2015	2016	2017	2018	2019

### INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>183</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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
\$50,000 and less	17	9.29%	3.19	3.48	2.91	0.00	0.00
\$50,001 - \$70,000	20	10.93%	4.71	4.70	5.00	0.00	6.00
\$70,001 - \$110,000	32	17.49%	2.93	2.86	3.22	0.00	12.00
\$110,001 - \$190,000	43	23.50%	1.69	1.60	1.65	1.68	3.43
\$190,001 - \$270,000	28	15.30%	4.05	4.00	3.60	5.54	0.00
\$270,001 - \$390,000	24	13.11%	5.54	0.00	4.42	6.00	8.00
\$390,001 and up	19	10.38%	12.00	0.00	18.00	10.80	10.29
Market Supply of Inventory (MSI)			3.11	3.48	2.65	3.97	6.00
Total Active Inventory by Units		100%	3.11	27	101	43	12

# February 2019



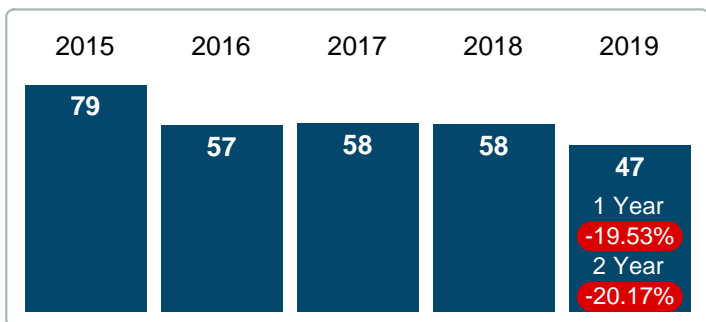
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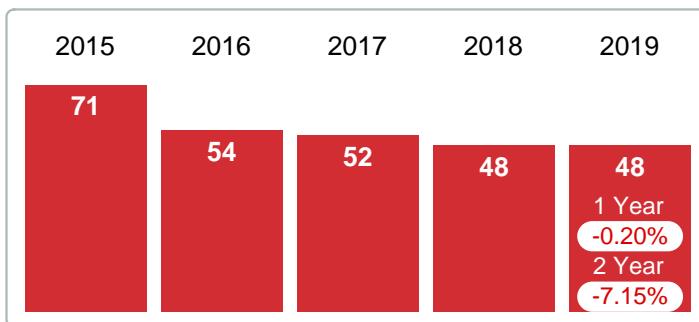
## AVERAGE DAYS ON MARKET TO SALE

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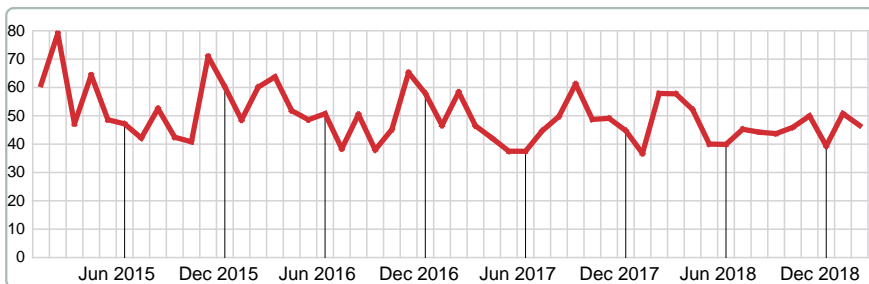
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 60

High Feb 2015 79 Low Jan 2018 37

Average Days on Market to Sale this month at 47 below the 5 yr FEB average of 60



### 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
\$60,000 and less	6.67%	35	44	7	0	0
\$60,001 - \$80,000	13.33%	74	89	58	0	0
\$80,001 - \$110,000	11.67%	37	0	31	86	21
\$110,001 - \$150,000	33.33%	37	1	28	105	0
\$150,001 - \$160,000	8.33%	31	0	31	0	0
\$160,001 - \$220,000	16.67%	45	30	50	40	0
\$220,001 and up	10.00%	77	0	24	104	0
<b>Average Closed DOM</b>		<b>47</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>47</b>	<b>10</b>	<b>38</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,394,019</b>	<b>825.50K</b>	<b>5.10M</b>	<b>2.37M</b>	<b>102.00K</b>



# February 2019



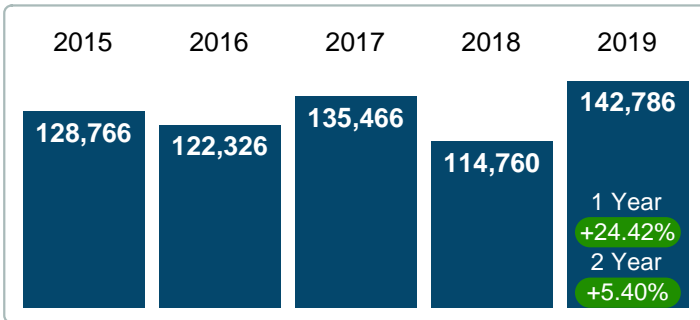
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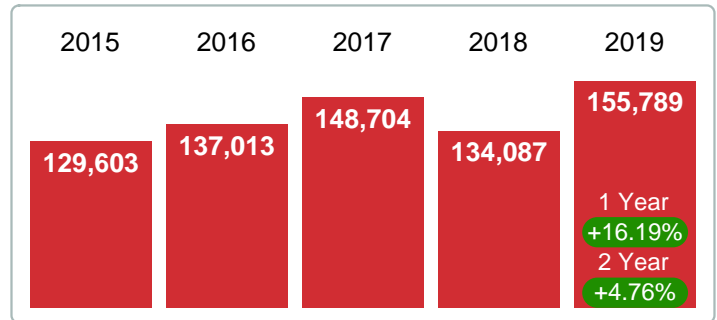
## AVERAGE LIST PRICE AT CLOSING

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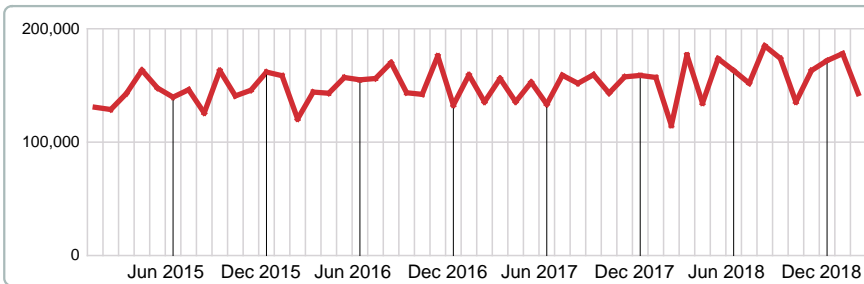
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

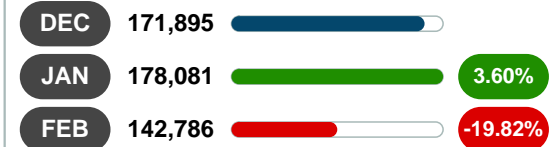


### 3 MONTHS

5 year FEB AVG = 128,821

High Aug 2018 184,937 Low Feb 2018 114,760

Average List Price at Closing this month at **142,786**  
above the 5 yr FEB average of **128,821**



### 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
\$60,000 and less	5.00%	31,367	45,833	22,500	0	0
\$60,001 - \$80,000	16.67%	72,740	72,325	73,175	0	0
\$80,001 - \$110,000	8.33%	97,740	0	92,060	107,900	125,000
\$110,001 - \$150,000	30.00%	131,681	113,700	137,064	142,967	0
\$150,001 - \$160,000	13.33%	156,423	0	156,876	0	0
\$160,001 - \$220,000	16.67%	185,050	199,900	179,017	192,167	0
\$220,001 and up	10.00%	297,467	0	242,450	324,975	0
<b>Average List Price</b>		<b>142,786</b>	<b>85,410</b>	<b>136,180</b>	<b>219,382</b>	<b>125,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>142,786</b>	<b>10</b>	<b>38</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,567,145</b>	<b>854.10K</b>	<b>5.17M</b>	<b>2.41M</b>	<b>125.00K</b>



# February 2019



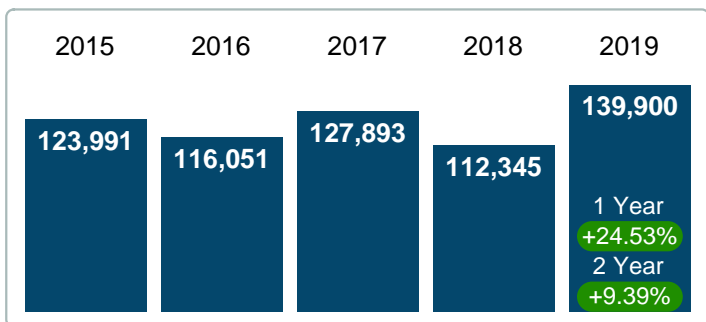
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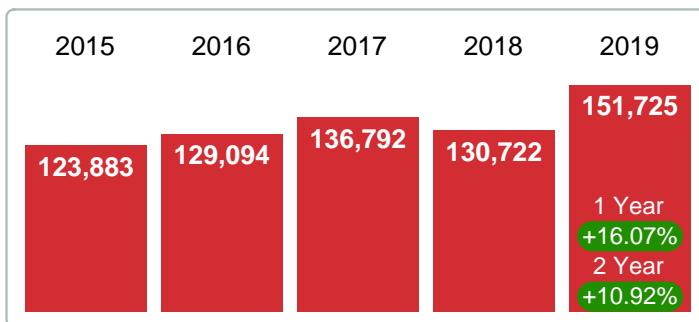
## AVERAGE SOLD PRICE AT CLOSING

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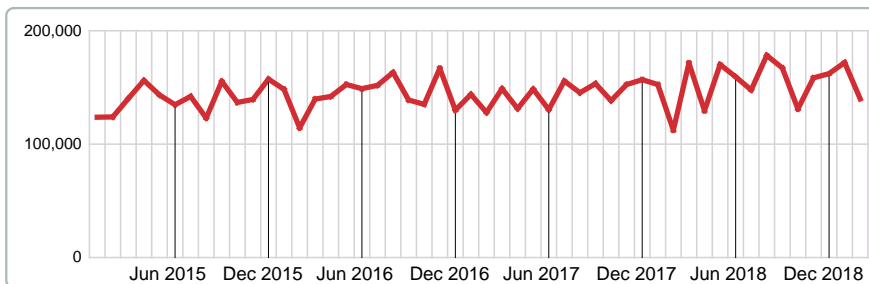
### FEBRUARY



### YEAR TO DATE (YTD)

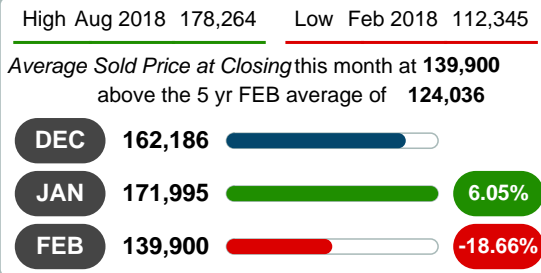


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 124,036



### 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
\$60,000 and less	6.67%	38,688	42,200	28,150	0	0
\$60,001 - \$80,000	13.33%	69,125	68,250	70,000	0	0
\$80,001 - \$110,000	11.67%	94,771	0	92,280	100,000	102,000
\$110,001 - \$150,000	33.33%	133,336	114,700	134,422	140,333	0
\$150,001 - \$160,000	8.33%	157,248	0	157,248	0	0
\$160,001 - \$220,000	16.67%	183,000	196,500	177,233	190,033	0
\$220,001 and up	10.00%	289,983	0	232,500	318,725	0
<b>Average Sold Price</b>		<b>139,900</b>	<b>82,550</b>	<b>134,224</b>	<b>215,091</b>	<b>102,000</b>
<b>Total Closed Units</b>	100%	<b>60</b>	<b>10</b>	<b>38</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,394,019</b>	<b>825.50K</b>	<b>5.10M</b>	<b>2.37M</b>	<b>102.00K</b>

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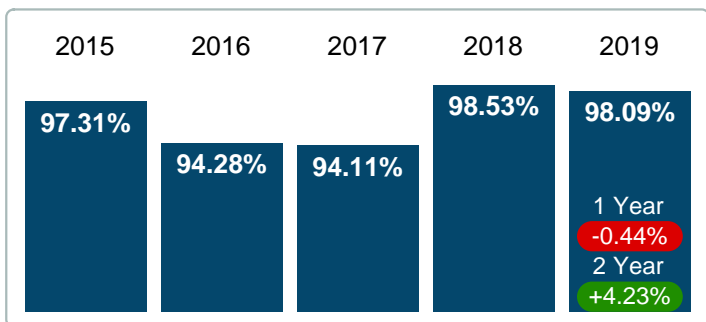
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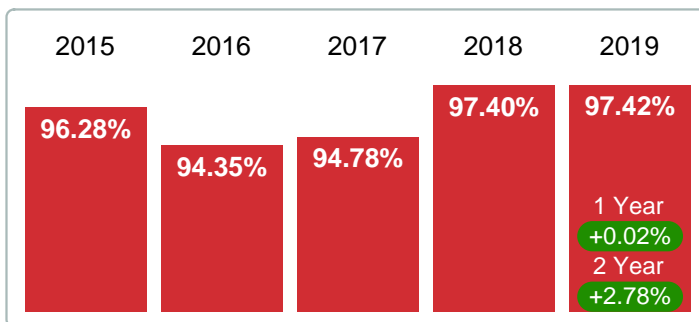
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

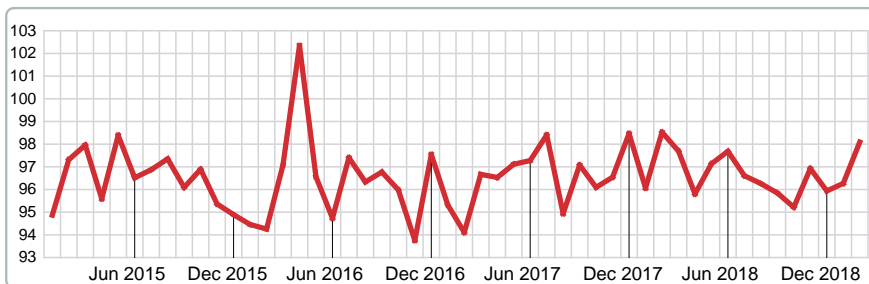
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

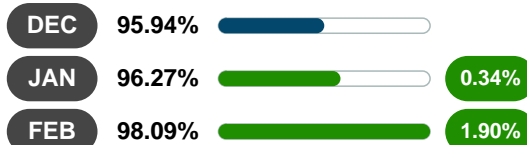


### 3 MONTHS

5 year FEB AVG = 96.46%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **98.09%**  
above the 5 yr FEB average of **96.46%**



### 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
\$60,000 and less	4	6.67%	101.26%	93.31%	125.11%	0.00%	0.00%
\$60,001 - \$80,000	8	13.33%	95.21%	94.57%	95.84%	0.00%	0.00%
\$80,001 - \$110,000	7	11.67%	96.65%	0.00%	100.46%	92.68%	81.60%
\$110,001 - \$150,000	20	33.33%	98.48%	100.87%	98.22%	98.15%	0.00%
\$150,001 - \$160,000	5	8.33%	100.24%	0.00%	100.24%	0.00%	0.00%
\$160,001 - \$220,000	10	16.67%	98.91%	98.30%	99.03%	98.88%	0.00%
\$220,001 and up	6	10.00%	97.07%	0.00%	95.87%	97.67%	0.00%
Average Sold/List Ratio		98.10%		95.83%	99.24%	97.68%	81.60%
Total Closed Units		60	100%	10	38	11	1
Total Closed Volume		8,394,019		825.50K	5.10M	2.37M	102.00K

# February 2019



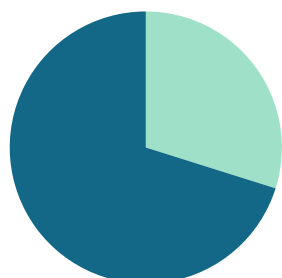
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

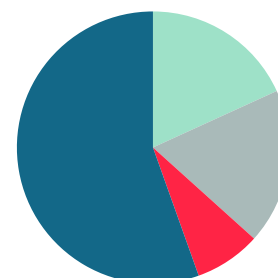


**Inventory**  
 New Listings  
**80 = 29.85%**  
 Start Inventory  
**188**  
 Total Inventory Units  
**268**  
 Volume  
**\$50,247,031**

### Market Activity

Closed Sales  
**60 = 18.18%**  
 Pending Sales  
**61 = 18.48%**  
 Other Off Market  
**26 = 7.88%**  
 Active Inventory  
**183 = 55.45%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	44	60	36.36%	81	95	17.28%
Pending Sales	64	61	-4.69%	111	138	24.32%
New Listings	76	80	5.26%	165	171	3.64%
Average List Price	114,760	142,786	24.42%	134,087	155,789	16.19%
Average Sale Price	112,345	139,900	24.53%	130,722	151,725	16.07%
Average Percent of Selling Price to List Price	98.53%	98.09%	-0.44%	97.40%	97.42%	0.02%
Average Days on Market to Sale	57.89	46.58	-19.53%	48.22	48.13	-0.20%
Monthly Inventory	206	183	-11.17%	206	183	-11.17%
Months Supply of Inventory	3.38	3.11	-7.89%	3.38	3.11	-7.89%

**Absorption:** Last 12 months, an Average of **59** Sales/Month

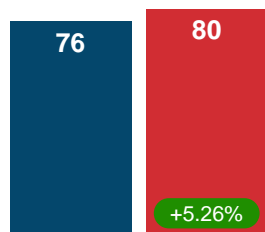
**Inventory** on February 28, 2019 = **183**

**2018** **2019**

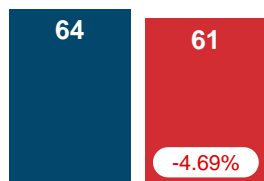
### FEBRUARY MARKET

### AVERAGE PRICES

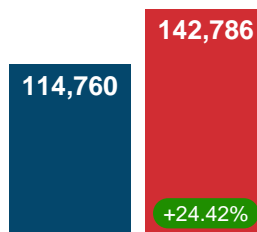
#### New Listings



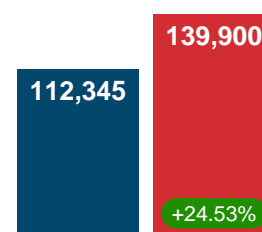
#### Pending Listings



#### List Price



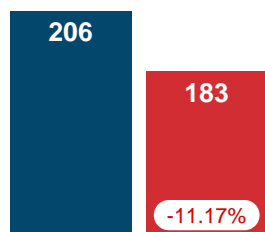
#### Sale Price



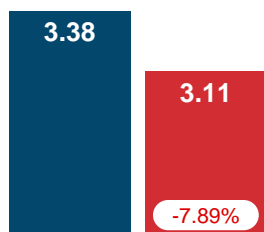
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

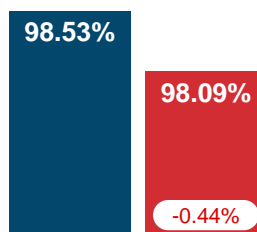
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

