

February 2019



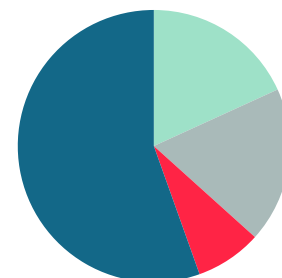
Area Delimited by County Of Creek - Residential Property Type



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%
Median List Price	114,750	142,105	23.84%
Median Sale Price	115,250	140,000	21.48%
Median Percent of Selling Price to List Price	98.71%	98.72%	0.02%
Median Days on Market to Sale	47.50	30.50	-35.79%
End of Month Inventory	206	183	-11.17%
Months Supply of Inventory	3.38	3.11	-7.89%



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.

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 **21.48%** in February 2019 to \$140,000 versus the previous year at \$115,250.

Median Days on Market Shortens

The median number of **30.50** days that homes spent on the market before selling decreased by 17.00 days or **35.79%** in February 2019 compared to last year's same month at **47.50** 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 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 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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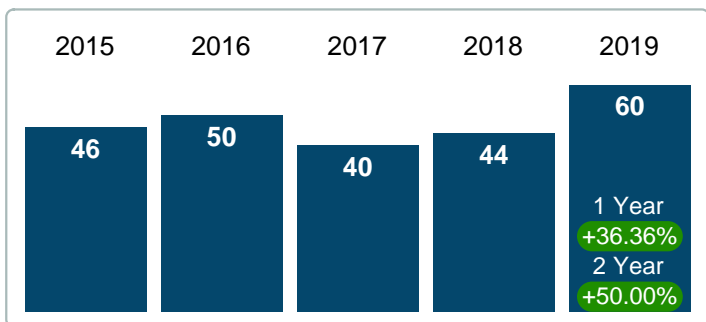
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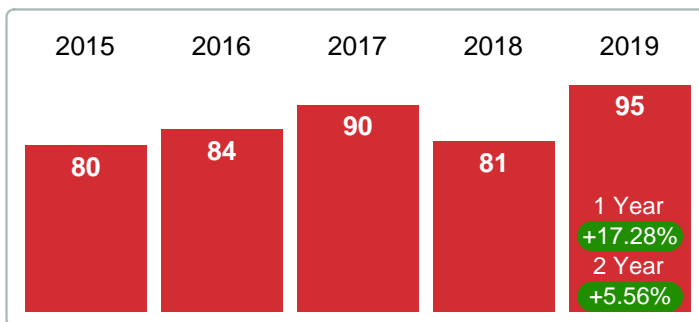
CLOSED LISTINGS

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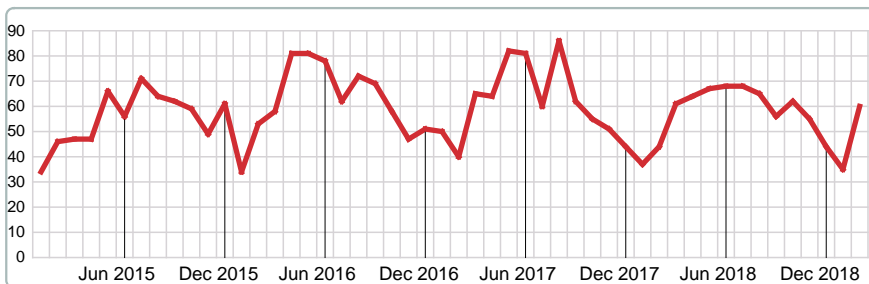
FEBRUARY



YEAR TO DATE (YTD)

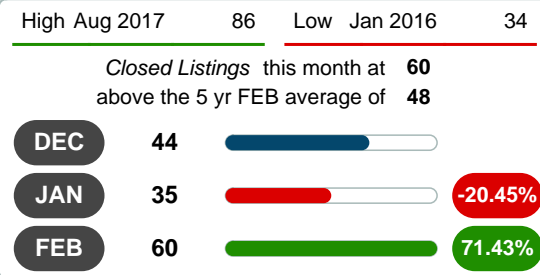


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	6.67%	21.5	3	1	0	0
\$60,001 - \$80,000	8	13.33%	72.5	4	4	0	0
\$80,001 - \$110,000	7	11.67%	21.0	0	5	1	1
\$110,001 - \$150,000	20	33.33%	7.0	2	15	3	0
\$150,001 - \$160,000	5	8.33%	3.0	0	5	0	0
\$160,001 - \$220,000	10	16.67%	32.5	1	6	3	0
\$220,001 and up	6	10.00%	81.0	0	2	4	0
Total Closed Units	60			10	38	11	1
Total Closed Volume	8,394,019	100%	30.5	825.50K	5.10M	2.37M	102.00K
Median Closed Price	\$140,000			\$68,500	\$144,528	\$195,000	\$102,000

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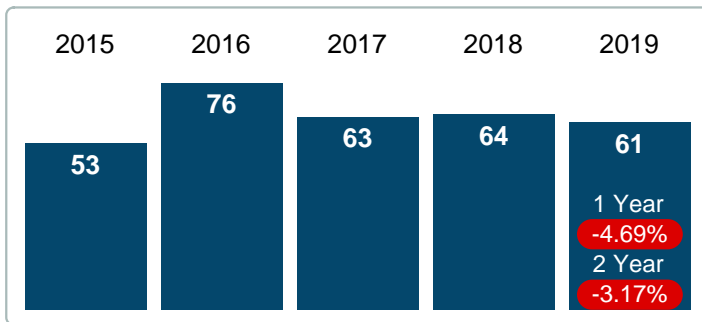
Area Delimited by County Of Creek - Residential Property Type



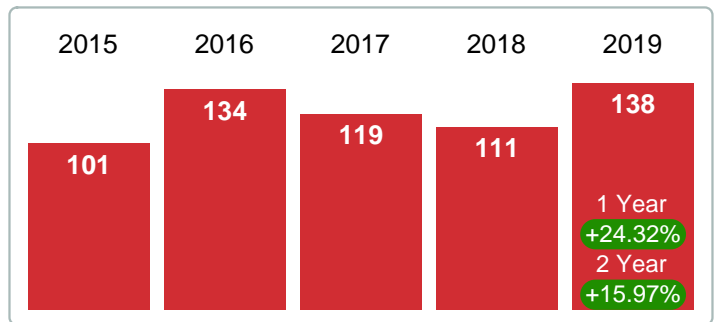
PENDING LISTINGS

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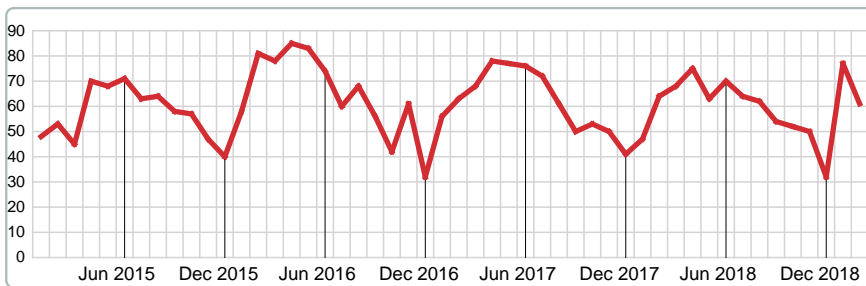
FEBRUARY



YEAR TO DATE (YTD)

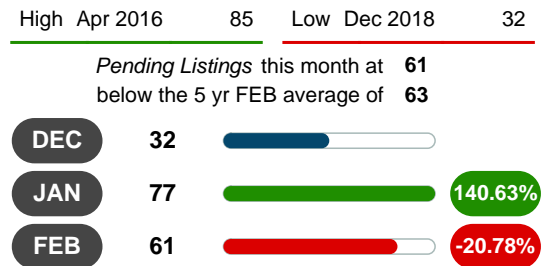


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 63



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	11.48%	73.0	4	2	1	0
\$60,001 - \$80,000	6	9.84%	28.0	3	3	0	0
\$80,001 - \$100,000	7	11.48%	4.0	2	3	1	1
\$100,001 - \$140,000	11	18.03%	8.0	1	8	2	0
\$140,001 - \$170,000	14	22.95%	55.0	1	11	2	0
\$170,001 - \$220,000	10	16.39%	29.5	1	7	2	0
\$220,001 and up	6	9.84%	90.0	0	1	5	0
Total Pending Units	61			12	35	13	1
Total Pending Volume	8,597,581	100%	36.0	1.10M	4.78M	2.62M	99.75K
Median Listing Price	\$140,000			\$76,000	\$145,000	\$199,000	\$99,750

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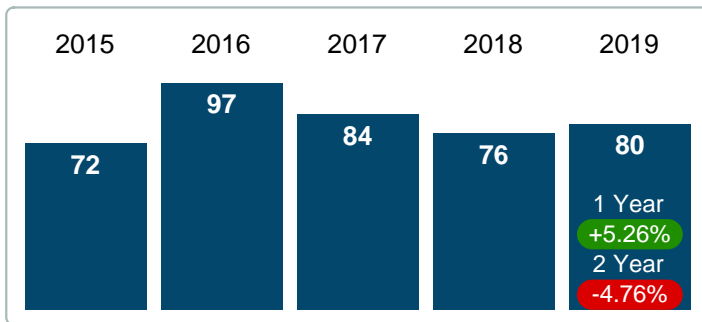
Area Delimited by County Of Creek - Residential Property Type



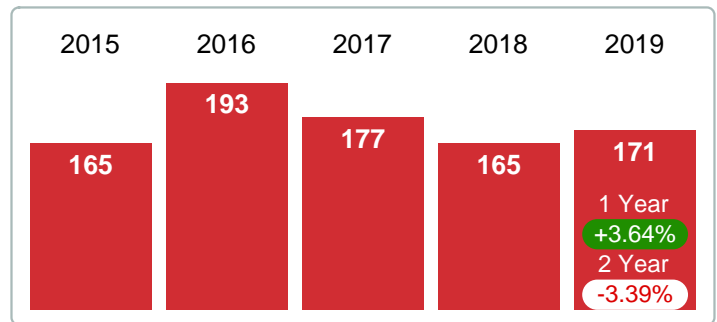
NEW LISTINGS

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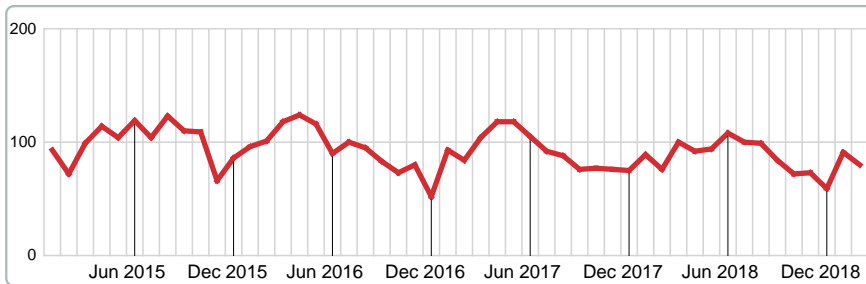
FEBRUARY



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
Total New Listed Units	80		10	51	16	3
Total New Listed Volume	11,590,931	100%	736.70K	6.45M	3.95M	449.65K
Median New Listed Listing Price	\$121,250		\$61,400	\$120,000	\$222,250	\$99,750

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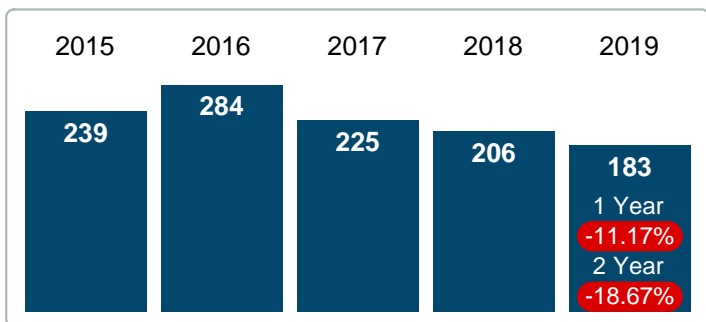
Area Delimited by County Of Creek - Residential Property Type



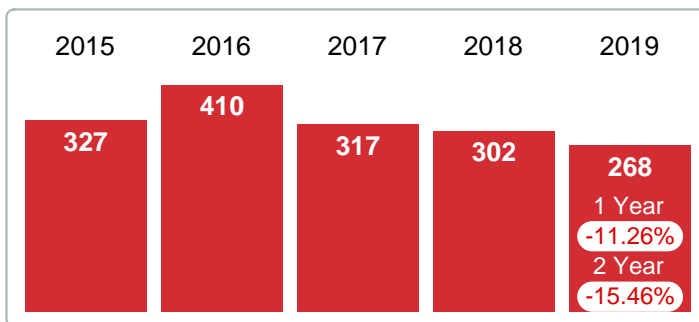
ACTIVE INVENTORY

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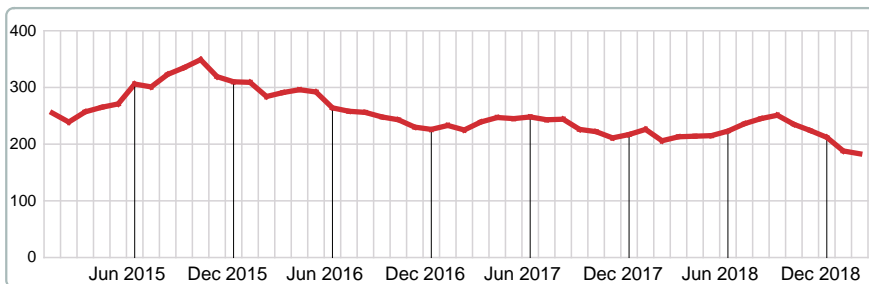
END OF FEBRUARY



ACTIVE DURING FEBRUARY

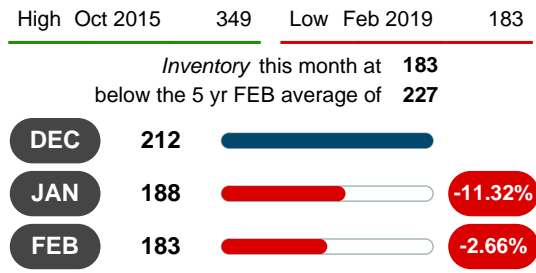


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 227



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	9.29%	31.0	9	8	0	0
\$50,001 - \$70,000	20	10.93%	25.0	9	10	0	1
\$70,001 - \$110,000	32	17.49%	59.5	5	26	0	1
\$110,001 - \$190,000	43	23.50%	31.0	2	32	7	2
\$190,001 - \$270,000	28	15.30%	63.5	1	15	12	0
\$270,001 - \$390,000	24	13.11%	104.5	0	7	15	2
\$390,001 and up	19	10.38%	77.0	1	3	9	6
Total Active Inventory by Units	183			27	101	43	12
Total Active Inventory by Volume	38,017,460	100%	50.0	2.48M	15.37M	15.20M	4.97M
Median Active Inventory Listing Price	\$149,900			\$65,000	\$129,000	\$285,000	\$379,000

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Area Delimited by County Of Creek - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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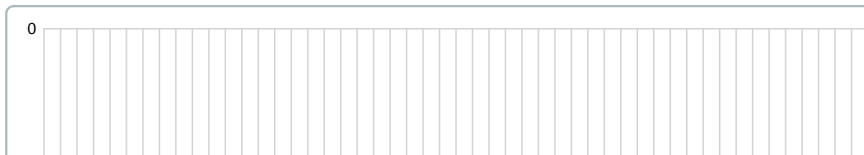
MSI FOR FEBRUARY

2015	2016	2017	2018	2019

INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
183	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
\$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

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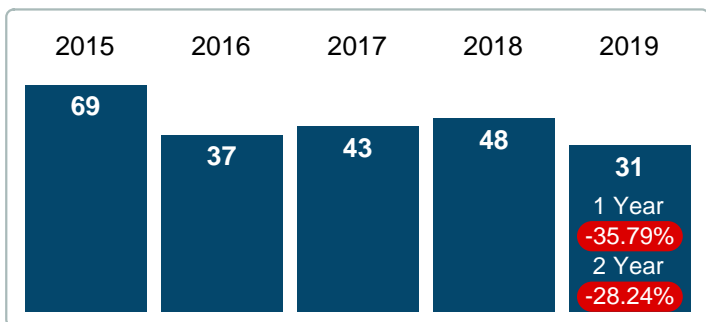
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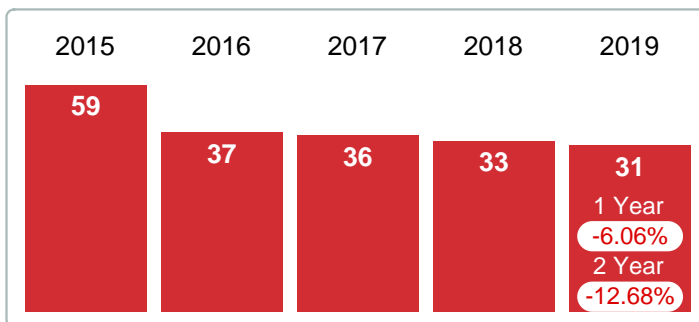
MEDIAN DAYS ON MARKET TO SALE

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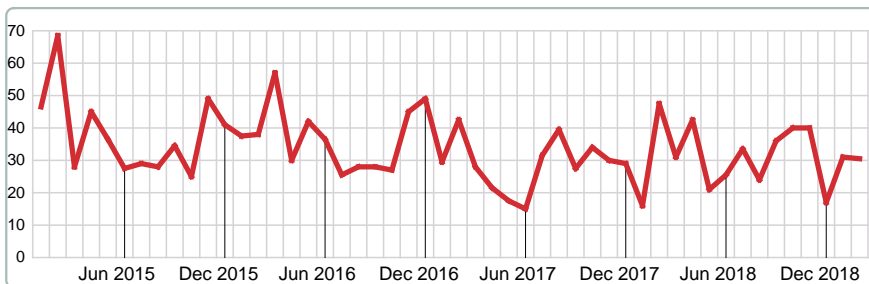
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 45

High Feb 2015 69 Low Jun 2017 15

Median Days on Market to Sale this month at 31 below the 5 yr FEB average of 45



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
\$60,000 and less	6.67%	22	36	7	0	0
\$60,001 - \$80,000	13.33%	73	93	30	0	0
\$80,001 - \$110,000	11.67%	21	0	17	86	21
\$110,001 - \$150,000	33.33%	7	1	9	155	0
\$150,001 - \$160,000	8.33%	3	0	3	0	0
\$160,001 - \$220,000	16.67%	33	30	40	35	0
\$220,001 and up	10.00%	81	0	24	105	0
Median Closed DOM		31				
Total Closed Units	100%	30.5	10	38	11	1
Total Closed Volume		8,394,019	825.50K	5.10M	2.37M	102.00K

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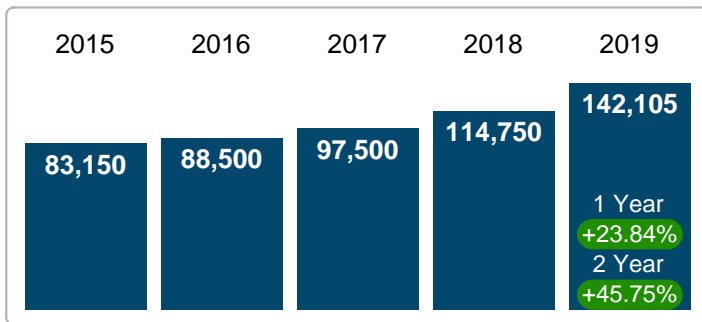
Area Delimited by County Of Creek - Residential Property Type



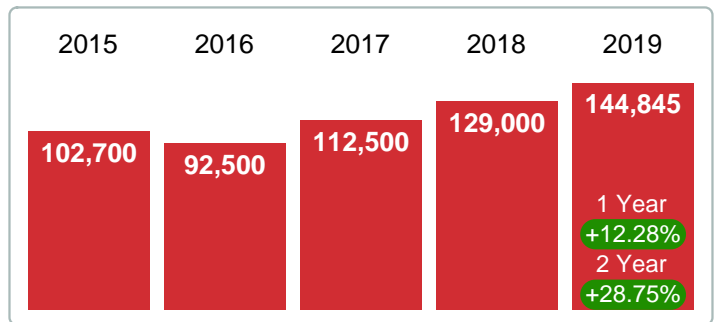
MEDIAN LIST PRICE AT CLOSING

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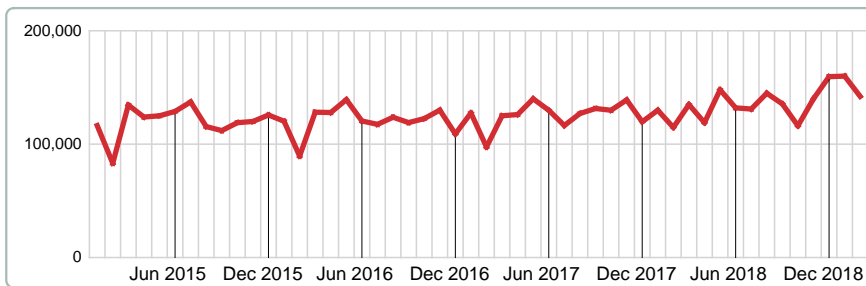
FEBRUARY



YEAR TO DATE (YTD)

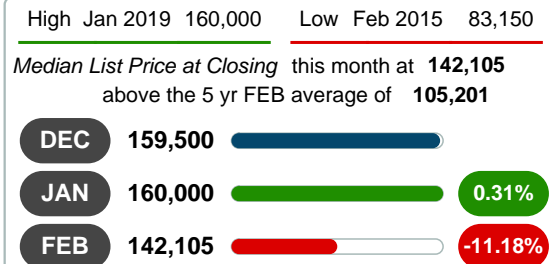


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 105,201



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
\$60,000 and less	3	5.00%	26,600	35,800	22,500	0	0
\$60,001 - \$80,000	10	16.67%	73,500	65,900	75,000	0	0
\$80,001 - \$110,000	5	8.33%	99,900	0	96,700	107,900	0
\$110,001 - \$150,000	18	30.00%	131,000	113,700	131,000	140,000	125,000
\$150,001 - \$160,000	8	13.33%	157,000	0	157,000	0	0
\$160,001 - \$220,000	10	16.67%	181,000	199,900	174,950	199,000	0
\$220,001 and up	6	10.00%	284,950	0	242,450	324,950	0
Median List Price			142,105	72,900	144,965	199,000	125,000
Total Closed Units		100%	142,105	10	38	11	1
Total Closed Volume			8,567,145	854.10K	5.17M	2.41M	125.00K

February 2019



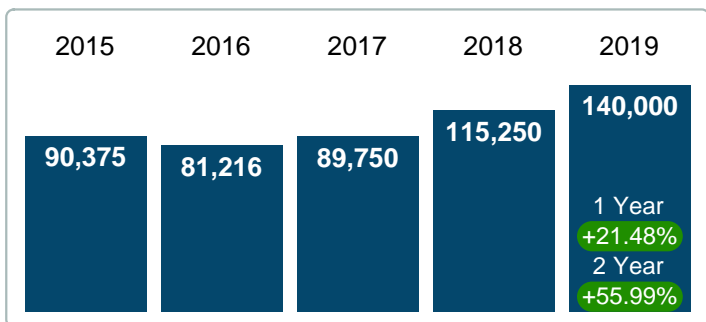
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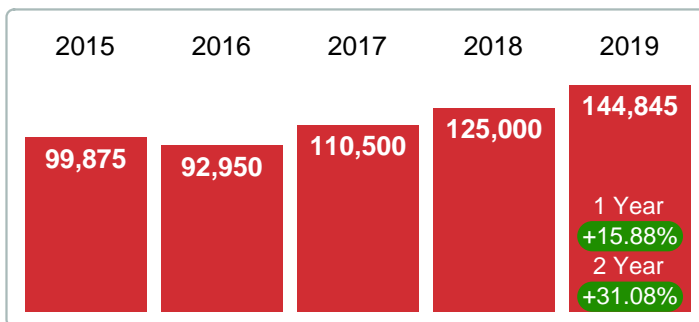
MEDIAN SOLD PRICE AT CLOSING

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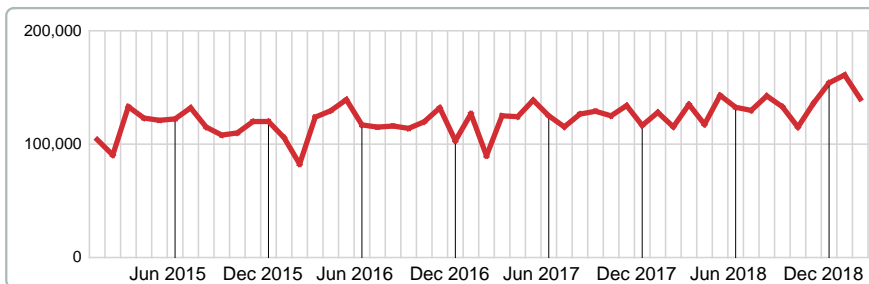
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

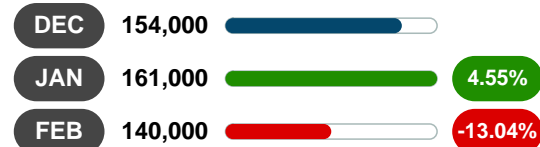


3 MONTHS

5 year FEB AVG = 103,318

High Jan 2019 161,000 Low Feb 2016 82,432

Median Sold Price at Closing this month at **140,000** above the 5 yr FEB average of **103,318**



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
\$60,000 and less	6.67%	34,075	40,000	28,150	0	0
\$60,001 - \$80,000	13.33%	70,000	68,500	70,500	0	0
\$80,001 - \$110,000	11.67%	97,000	0	93,500	100,000	102,000
\$110,001 - \$150,000	33.33%	136,500	114,700	142,000	138,000	0
\$150,001 - \$160,000	8.33%	157,000	0	157,000	0	0
\$160,001 - \$220,000	16.67%	177,500	196,500	169,000	195,000	0
\$220,001 and up	10.00%	279,950	0	232,500	321,450	0
Median Sold Price		140,000	68,500	144,528	195,000	102,000
Total Closed Units	100%	140,000	10	38	11	1
Total Closed Volume		8,394,019	825.50K	5.10M	2.37M	102.00K

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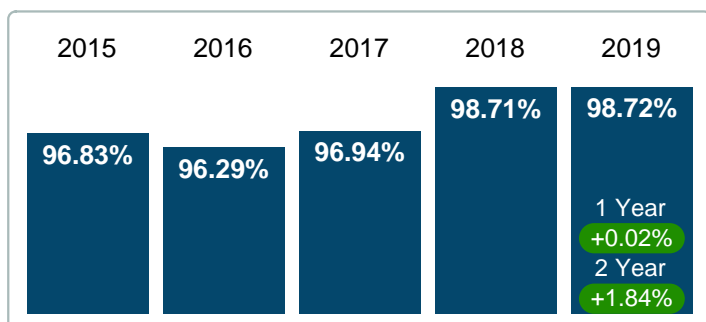
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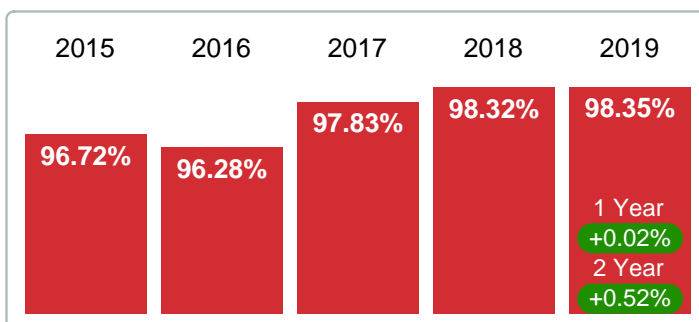
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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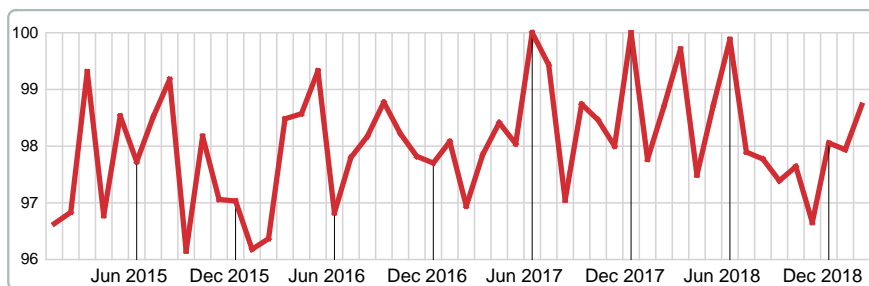
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

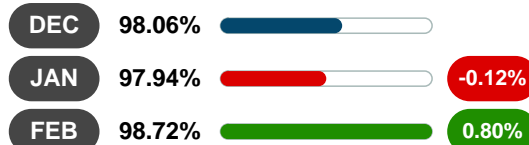


3 MONTHS

5 year FEB AVG = 97.50%

High Dec 2017 100.00% Low Sep 2015 96.15%

Median Sold/List Ratio this month at **98.72%**
above the 5 yr FEB average of **97.50%**



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	
\$60,000 and less	<div style="width: 6.67%;"></div> 4	6.67%	95.52%	91.05%	125.11%	0.00%	0.00%	
\$60,001 - \$80,000	<div style="width: 13.33%;"></div> 8	13.33%	94.61%	94.61%	96.25%	0.00%	0.00%	
\$80,001 - \$110,000	<div style="width: 11.67%;"></div> 7	11.67%	98.29%	0.00%	100.00%	92.68%	81.60%	
\$110,001 - \$150,000	<div style="width: 33.33%;"></div> 20	33.33%	99.64%	100.87%	100.00%	98.73%	0.00%	
\$150,001 - \$160,000	<div style="width: 8.33%;"></div> 5	8.33%	100.00%	0.00%	100.00%	0.00%	0.00%	
\$160,001 - \$220,000	<div style="width: 16.67%;"></div> 10	16.67%	98.45%	98.30%	98.86%	98.59%	0.00%	
\$220,001 and up	<div style="width: 10.00%;"></div> 6	10.00%	97.94%	0.00%	95.87%	98.94%	0.00%	
Median Sold/List Ratio		98.72%		96.59%	100.00%	98.59%	81.60%	
Total Closed Units		60	100%	98.72%	10	38	11	1
Total Closed Volume		8,394,019			825.50K	5.10M	2.37M	102.00K

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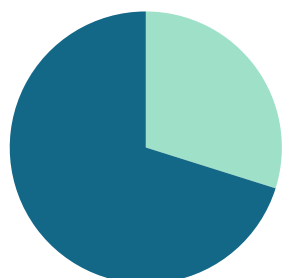
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

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

INVENTORY

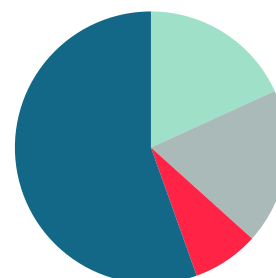


Inventory
 New Listings
80 = 29.85%
 Start Inventory
188
 Total Inventory Units
268
 Volume
\$50,247,031

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%
Median List Price	114,750	142,105	23.84%	129,000	144,845	12.28%
Median Sale Price	115,250	140,000	21.48%	125,000	144,845	15.88%
Median Percent of Selling Price to List Price	98.71%	98.72%	0.02%	98.32%	98.35%	0.02%
Median Days on Market to Sale	47.50	30.50	-35.79%	33.00	31.00	-6.06%
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

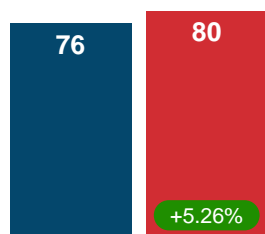
Inventory on February 28, 2019 = **183**

2018 **2019**

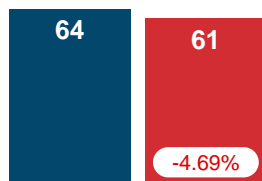
FEBRUARY MARKET

MEDIAN PRICES

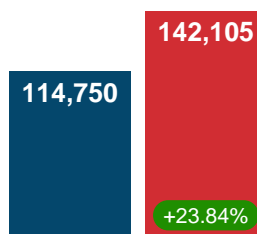
New Listings



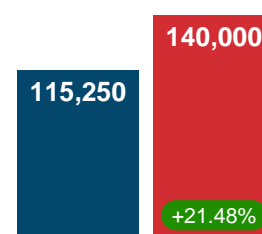
Pending Listings



List Price



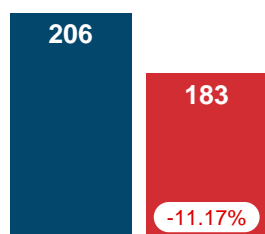
Sale Price



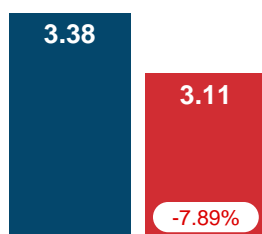
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

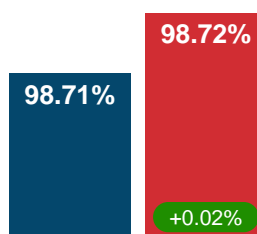
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

