

February 2019



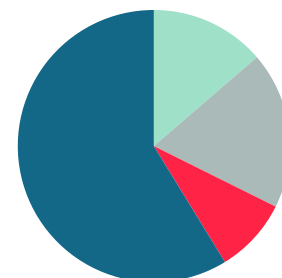
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2018	2019	
Closed Listings	923	894	-3.14%
Pending Listings	1,129	1,220	8.06%
New Listings	1,639	1,647	0.49%
Average List Price	198,532	190,775	-3.91%
Average Sale Price	193,112	185,974	-3.70%
Average Percent of Selling Price to List Price	97.31%	97.41%	0.10%
Average Days on Market to Sale	54.38	52.28	-3.85%
End of Month Inventory	4,289	3,840	-10.47%
Months Supply of Inventory	3.66	3.26	-10.93%



■ Closed (13.68%)
■ Pending (18.67%)
■ Other OffMarket (8.90%)
■ Active (58.75%)

Absorption: Last 12 months, an Average of **1,178** Sales/Month
Active Inventory as of February 28, 2019 = **3,840**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **10.47%** to 3,840 existing homes available for sale. Over the last 12 months this area has had an average of 1,178 closed sales per month. This represents an unsold inventory index of **3.26** 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 **3.70%** in February 2019 to \$185,974 versus the previous year at \$193,112.

Average Days on Market Shortens

The average number of **52.28** days that homes spent on the market before selling decreased by 2.10 days or **3.85%** in February 2019 compared to last year's same month at **54.38** DOM.

Sales Success for February 2019 is Positive

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

There were 1,647 New Listings in February 2019, up **0.49%** from last year at 1,639. Furthermore, there were 894 Closed Listings this month versus last year at 923, a **-3.14%** decrease.

Closed versus Listed trends yielded a **54.3%** ratio, down from previous year's, February 2018, at **56.3%**, a **3.61%** downswing. This will certainly create pressure on a decreasing Monthly $\frac{1}{2}$ 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.

February 2019



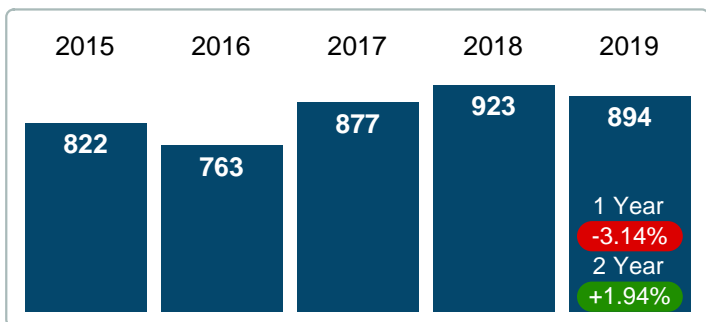
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



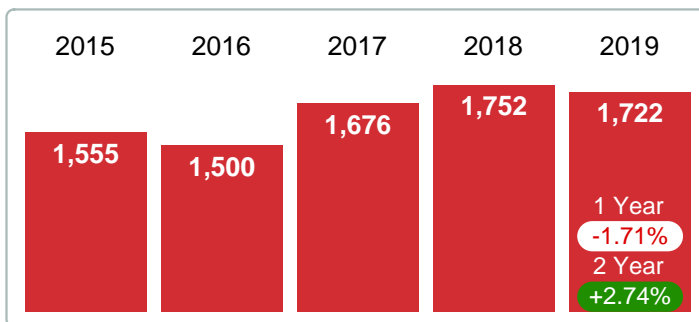
CLOSED LISTINGS

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

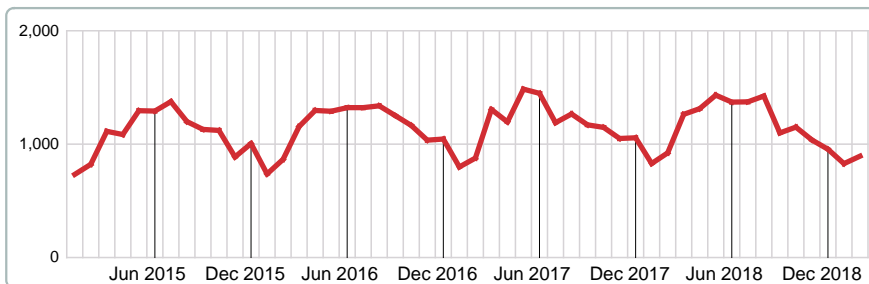
FEBRUARY



YEAR TO DATE (YTD)

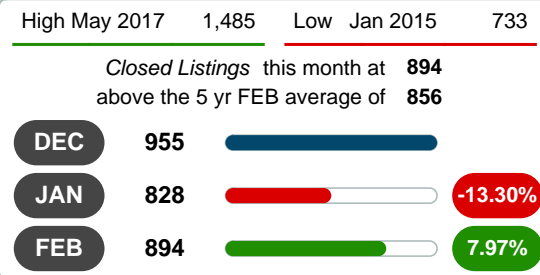


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 856



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	59	6.60%	41.5	25	29	5	0
\$50,001 - \$100,000	123	13.76%	49.9	38	75	9	1
\$100,001 - \$125,000	84	9.40%	52.3	14	57	10	3
\$125,001 - \$175,000	252	28.19%	48.7	14	203	33	2
\$175,001 - \$225,000	150	16.78%	46.8	7	91	49	3
\$225,001 - \$300,000	122	13.65%	65.1	4	40	68	10
\$300,001 and up	104	11.63%	62.6	1	21	61	21
Total Closed Units	894			103	516	235	40
Total Closed Volume	166,260,878	100%	52.3	9.97M	80.10M	60.38M	15.82M
Average Closed Price	\$185,974			\$96,785	\$155,231	\$256,924	\$395,391

February 2019



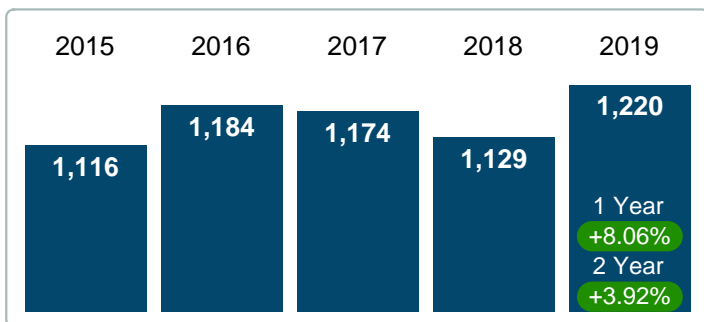
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



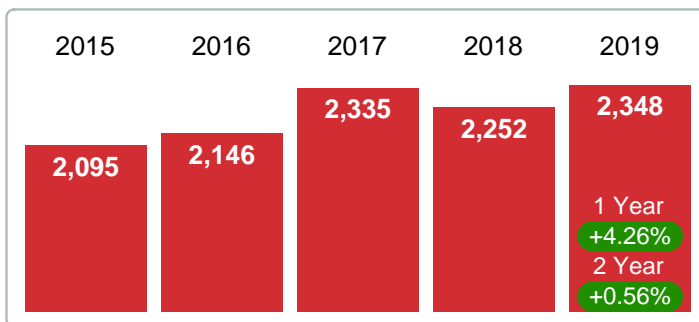
PENDING LISTINGS

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

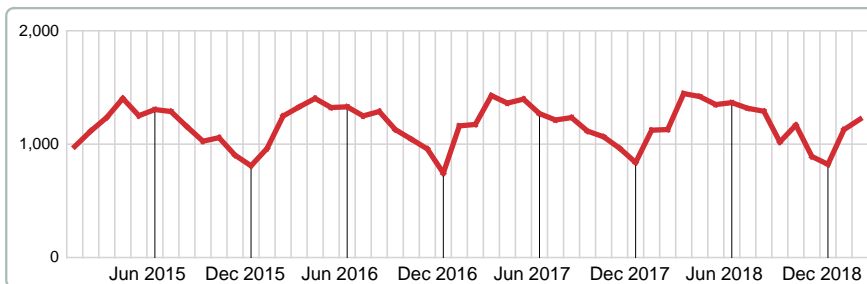
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

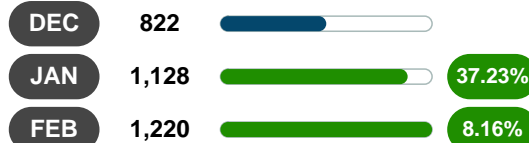


3 MONTHS

5 year FEB AVG = 1,165

High Mar 2018 1,446 Low Dec 2016 745

Pending Listings this month at 1,220 above the 5 yr FEB average of 1,165



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	79	6.48%	45.0	42	29	8	0
\$50,001 - \$100,000	154	12.62%	45.2	53	85	13	3
\$100,001 - \$125,000	101	8.28%	49.5	10	83	8	0
\$125,001 - \$175,000	327	26.80%	42.9	21	261	44	1
\$175,001 - \$250,000	285	23.36%	56.6	8	151	117	9
\$250,001 - \$350,000	153	12.54%	61.1	1	35	101	16
\$350,001 and up	121	9.92%	59.9	4	20	71	26
Total Pending Units	1,220			139	664	362	55
Total Pending Volume	251,771,101	100%	51.0	14.92M	109.33M	103.22M	24.30M
Average Listing Price	\$206,845			\$107,337	\$164,656	\$285,126	\$441,883

February 2019



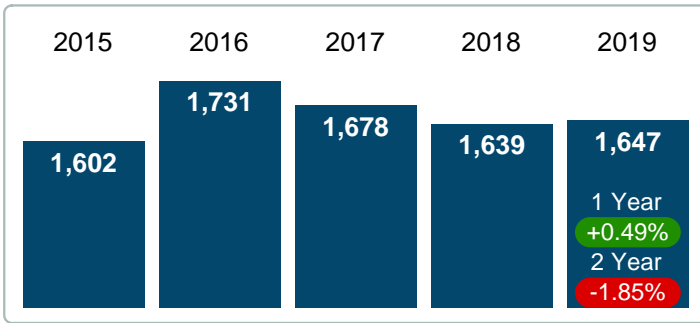
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



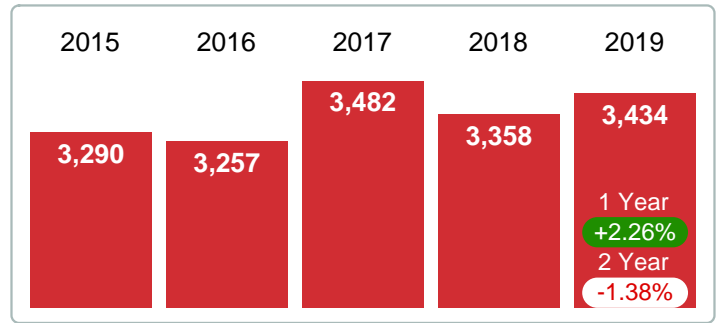
NEW LISTINGS

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

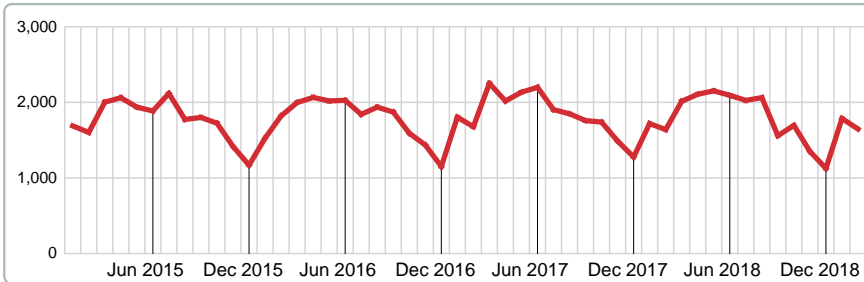
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,659

High Mar 2017 2,251 | Low Dec 2018 1,126

New Listings this month at **1,647**
below the 5 yr FEB average of **1,659**



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	116	7.04%	64	35	15	2
\$50,001 - \$100,000	197	11.96%	55	125	15	2
\$100,001 - \$150,000	288	17.49%	32	224	28	4
\$150,001 - \$200,000	355	21.55%	29	223	97	6
\$200,001 - \$275,000	255	15.48%	7	125	113	10
\$275,001 - \$425,000	253	15.36%	5	61	151	36
\$425,001 and up	183	11.11%	1	29	94	59
Total New Listed Units	1,647		193	822	513	119
Total New Listed Volume	400,288,185	100%	19.97M	148.07M	168.27M	63.98M
Average New Listed Listing Price	\$209,172		\$103,464	\$180,131	\$328,021	\$537,625

February 2019



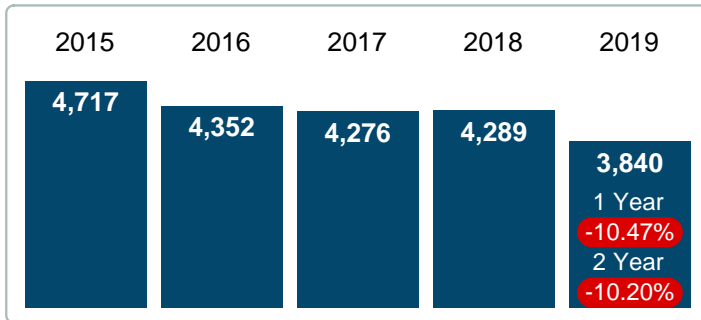
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



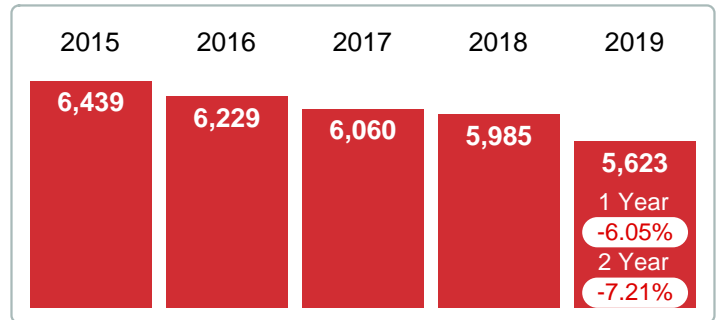
ACTIVE INVENTORY

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

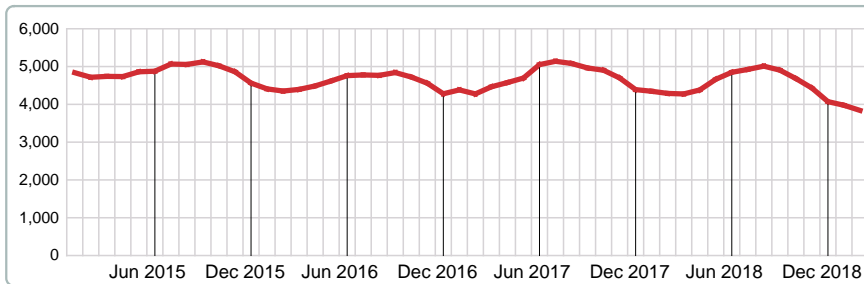
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS

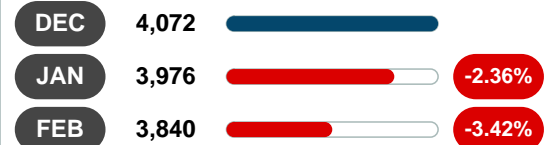


3 MONTHS

5 year FEB AVG = 4,295

High Jul 2017 5,139 Low Feb 2019 3,840

Inventory this month at **3,840**
below the 5 yr FEB average of **4,295**



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	228	5.94%	103.1	131	78	16	3
\$50,001 - \$100,000	440	11.46%	92.0	159	247	30	4
\$100,001 - \$150,000	501	13.05%	76.8	69	350	71	11
\$150,001 - \$250,000	1,059	27.58%	61.2	70	616	343	30
\$250,001 - \$350,000	666	17.34%	70.5	16	229	351	70
\$350,001 - \$525,000	542	14.11%	71.9	6	119	321	96
\$525,001 and up	404	10.52%	80.4	3	55	183	163
Total Active Inventory by Units			3,840	454	1,694	1,315	377
Total Active Inventory by Volume			1,137,061,513	49.19M	351.85M	491.06M	244.96M
Average Active Inventory Listing Price			\$296,110	\$108,358	\$207,704	\$373,426	\$649,766

February 2019



Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - 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 %
3,840	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	228		5.94%	3.25	3.98	2.39	4.00	6.00	
\$50,001 - \$100,000	440		11.46%	2.78	3.89	2.38	2.34	4.00	
\$100,001 - \$150,000	501		13.05%	1.90	2.78	1.67	2.62	4.26	
\$150,001 - \$250,000	1,059		27.58%	2.50	4.83	2.35	2.52	2.86	
\$250,001 - \$350,000	666		17.34%	4.34	3.62	4.84	4.06	4.64	
\$350,001 - \$525,000	542		14.11%	7.12	4.50	7.44	6.83	8.17	
\$525,001 and up	404		10.52%	12.18	7.20	12.00	10.26	15.77	
Market Supply of Inventory (MSI)				3.26	3.80	2.51	3.97	7.29	
Total Active Inventory by Units			100%	3,840	454	1,694	1,315	377	

February 2019



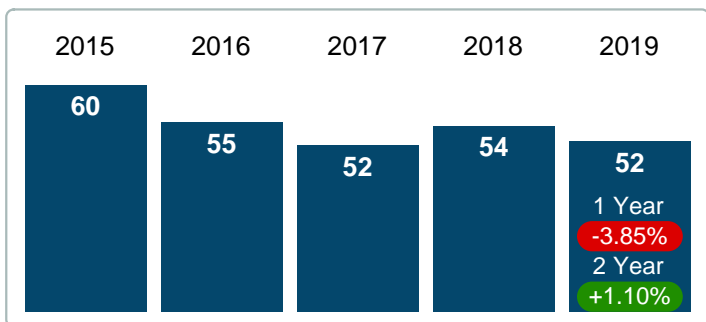
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



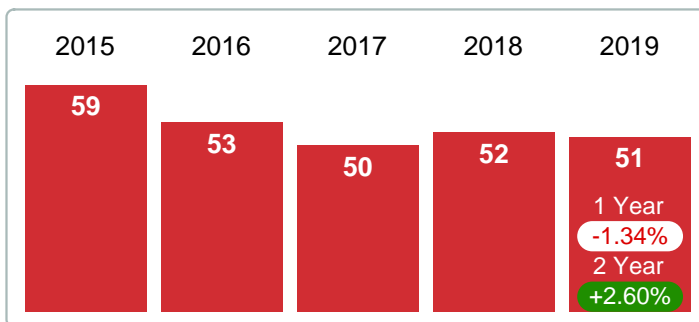
AVERAGE DAYS ON MARKET TO SALE

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

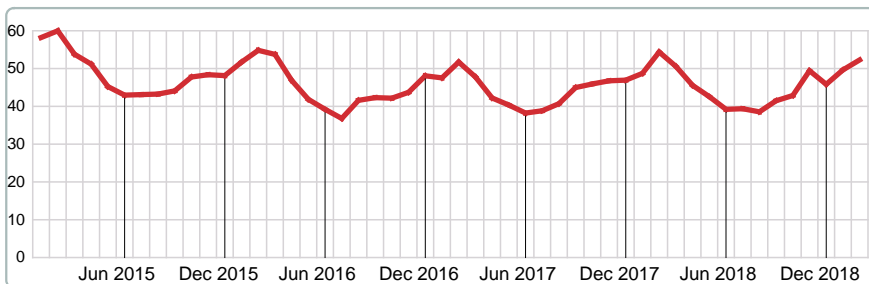
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

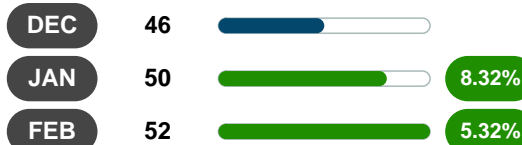


3 MONTHS

5 year FEB AVG = 55

High Feb 2015 60 Low Jul 2016 37

Average Days on Market to Sale this month at 52 below the 5 yr FEB average of 55



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	6.60%	42	50	36	28	0
\$50,001 - \$100,000	13.76%	50	61	46	30	68
\$100,001 - \$125,000	9.40%	52	65	53	36	30
\$125,001 - \$175,000	28.19%	49	69	45	62	19
\$175,001 - \$225,000	16.78%	47	13	45	53	64
\$225,001 - \$300,000	13.65%	65	69	51	67	111
\$300,001 and up	11.63%	63	15	51	66	68
Average Closed DOM		52	57	47	59	73
Total Closed Units	100%	894	103	516	235	40
Total Closed Volume		166,260,878	9.97M	80.10M	60.38M	15.82M

February 2019



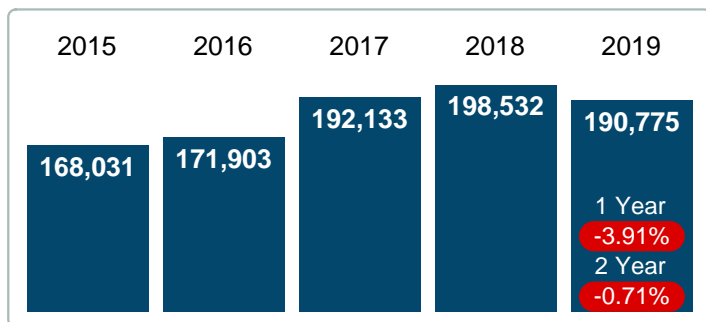
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



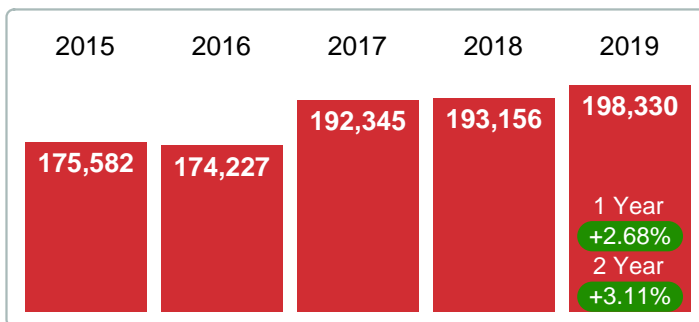
AVERAGE LIST PRICE AT CLOSING

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

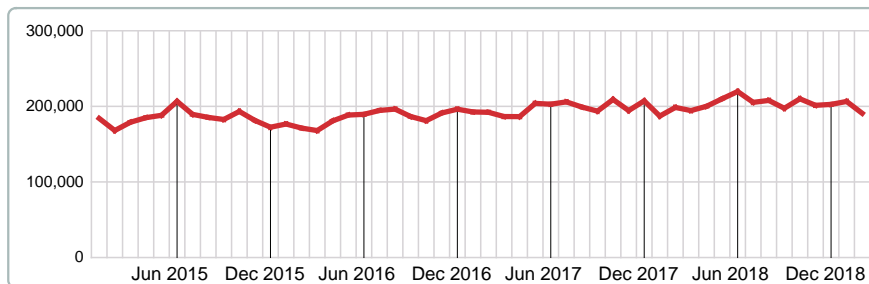
FEBRUARY



YEAR TO DATE (YTD)

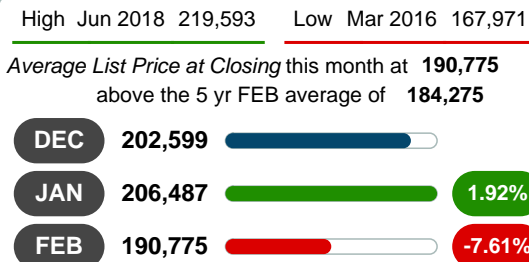


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 184,275



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	6.04%	37,003	41,292	36,529	37,700	0
\$50,001 - \$100,000	13.98%	79,032	74,063	83,115	88,467	87,700
\$100,001 - \$125,000	7.83%	114,974	119,943	118,793	122,960	123,167
\$125,001 - \$175,000	28.86%	150,491	157,121	152,595	152,058	183,500
\$175,001 - \$225,000	17.34%	198,795	195,528	199,955	207,156	187,633
\$225,001 - \$300,000	13.98%	261,189	267,225	255,023	264,708	282,400
\$300,001 and up	11.97%	451,762	312,500	399,840	434,001	579,724
Average List Price		190,775	101,706	158,594	263,221	409,633
Total Closed Units	100%	190,775	103	516	235	40
Total Closed Volume		170,552,452	10.48M	81.83M	61.86M	16.39M

February 2019



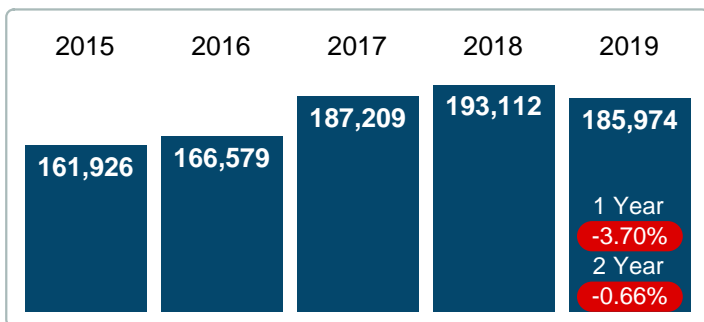
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



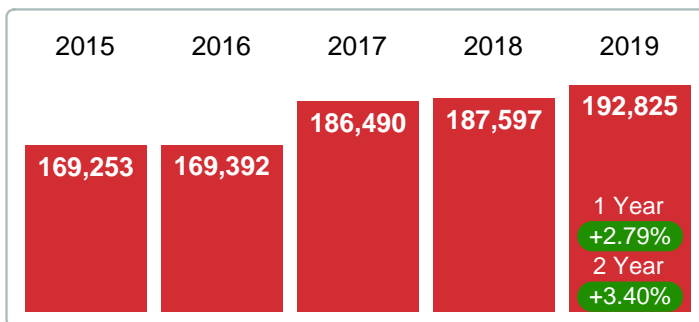
AVERAGE SOLD PRICE AT CLOSING

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

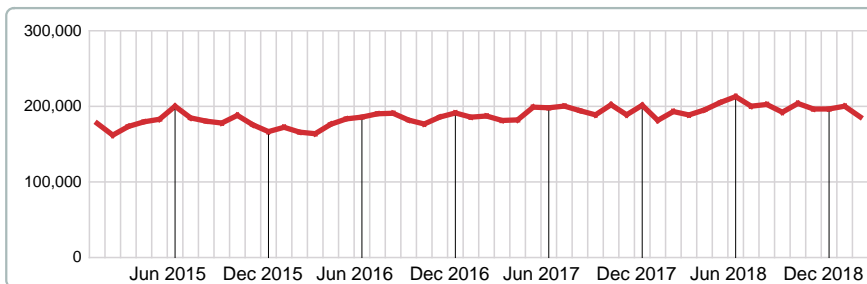
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

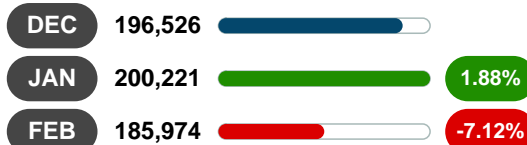


3 MONTHS

5 year FEB AVG = 178,960

High Jun 2018 212,886 Low Feb 2015 161,926

Average Sold Price at Closing this month at **185,974**
above the 5 yr FEB average of **178,960**



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	59	6.60%	35,631	37,010	35,787	27,830	0
\$50,001 - \$100,000	123	13.76%	76,989	70,617	79,017	87,001	76,913
\$100,001 - \$125,000	84	9.40%	114,753	111,821	115,630	116,160	107,077
\$125,001 - \$175,000	252	28.19%	149,711	150,044	149,667	149,391	157,200
\$175,001 - \$225,000	150	16.78%	197,963	190,857	196,555	202,376	185,167
\$225,001 - \$300,000	122	13.65%	257,819	262,000	251,945	258,862	272,550
\$300,001 and up	104	11.63%	443,982	310,000	390,366	423,678	562,957
Average Sold Price			185,974	96,785	155,231	256,924	395,391
Total Closed Units		100%	894	103	516	235	40
Total Closed Volume			166,260,878	9.97M	80.10M	60.38M	15.82M

February 2019



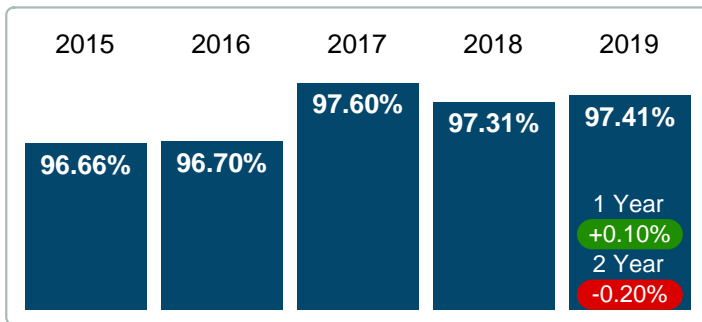
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



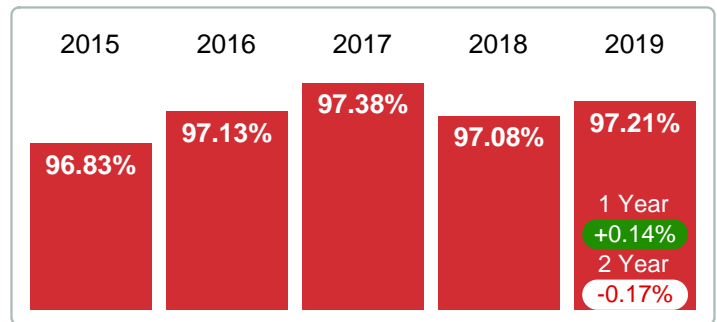
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

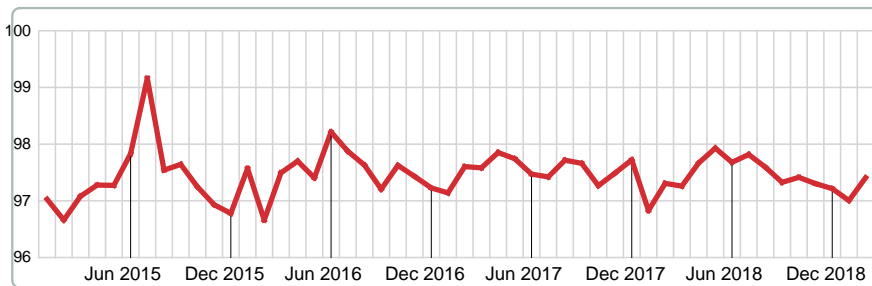
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

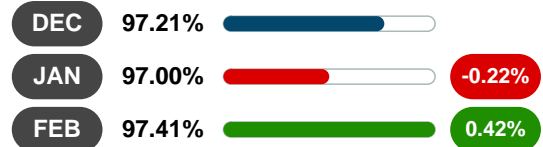


3 MONTHS

5 year FEB AVG = 97.14%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.41%**
equal to 5 yr FEB average of **97.14%**



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	59	6.60%	95.86%	90.27%	103.94%	77.00%	0.00%
\$50,001 - \$100,000	123	13.76%	95.46%	95.21%	95.28%	98.96%	87.70%
\$100,001 - \$125,000	84	9.40%	96.48%	94.52%	97.57%	95.81%	87.01%
\$125,001 - \$175,000	252	28.19%	97.99%	95.82%	98.18%	98.28%	88.88%
\$175,001 - \$225,000	150	16.78%	98.23%	97.70%	98.39%	97.95%	98.81%
\$225,001 - \$300,000	122	13.65%	98.16%	97.98%	99.08%	97.87%	96.54%
\$300,001 and up	104	11.63%	97.88%	99.20%	97.94%	98.12%	97.04%
Average Sold/List Ratio		97.40%		94.32%	98.11%	97.52%	95.65%
Total Closed Units	894	100%	97.40%	103	516	235	40
Total Closed Volume	166,260,878			9.97M	80.10M	60.38M	15.82M

February 2019



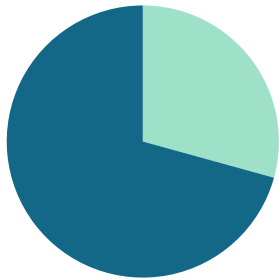
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

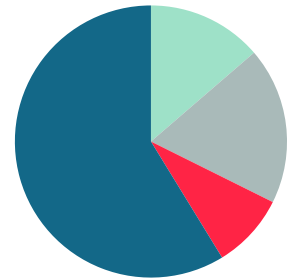


Inventory
 New Listings
1,647 = 29.29%
 Start Inventory
3,977
 Total Inventory Units
5,624
 Volume
\$1,555,935,467

Market Activity

Closed Sales
894 = 13.68%
 Pending Sales
1,220 = 18.67%
 Other Off Market
582 = 8.90%
 Active Inventory
3,840 = 58.75%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	923	894	-3.14%	1,752	1,722	-1.71%
Pending Sales	1,129	1,220	8.06%	2,252	2,348	4.26%
New Listings	1,639	1,647	0.49%	3,358	3,434	2.26%
Average List Price	198,532	190,775	-3.91%	193,156	198,330	2.68%
Average Sale Price	193,112	185,974	-3.70%	187,597	192,825	2.79%
Average Percent of Selling Price to List Price	97.31%	97.41%	0.10%	97.08%	97.21%	0.14%
Average Days on Market to Sale	54.38	52.28	-3.85%	51.71	51.01	-1.34%
Monthly Inventory	4,289	3,840	-10.47%	4,289	3,840	-10.47%
Months Supply of Inventory	3.66	3.26	-10.93%	3.66	3.26	-10.93%

Absorption: Last 12 months, an Average of **1,178** Sales/Month

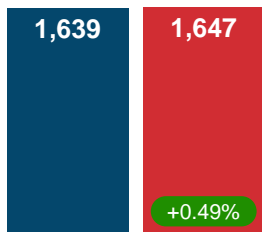
Inventory on February 28, 2019 = **3,840**

2018 **2019**

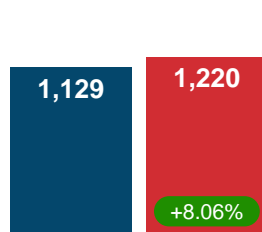
FEBRUARY MARKET

AVERAGE PRICES

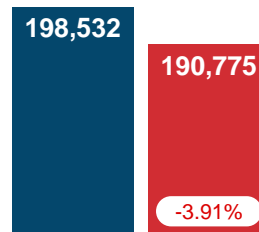
New Listings



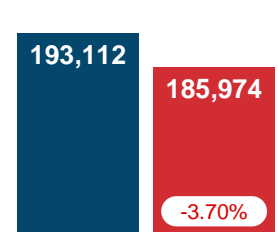
Pending Listings



List Price



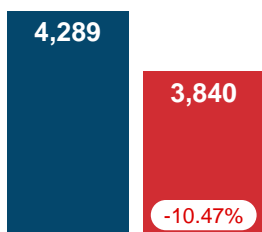
Sale Price



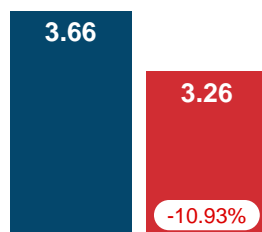
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

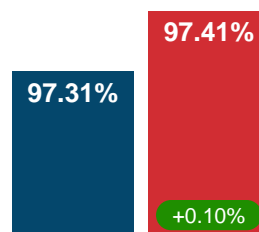
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

