

February 2019



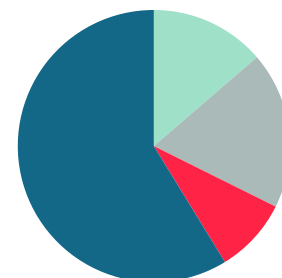
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



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%
Median List Price	163,777	163,000	-0.47%
Median Sale Price	161,090	159,900	-0.74%
Median Percent of Selling Price to List Price	98.24%	98.35%	0.11%
Median Days on Market to Sale	41.00	35.00	-14.63%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.74%** in February 2019 to \$159,900 versus the previous year at \$161,090.

Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 6.00 days or **14.63%** in February 2019 compared to last year's same month at **41.00** DOM.

Sales Success for February 2019 is Positive

Overall, with Median 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.

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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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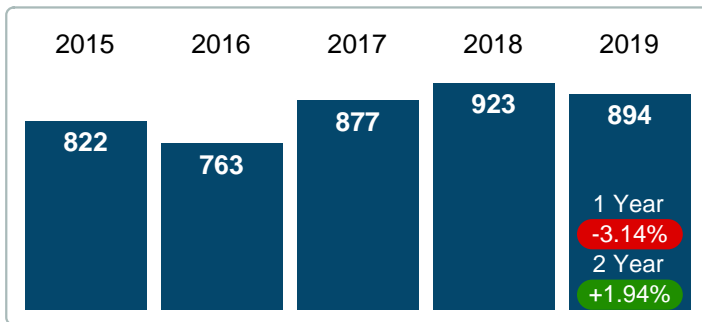
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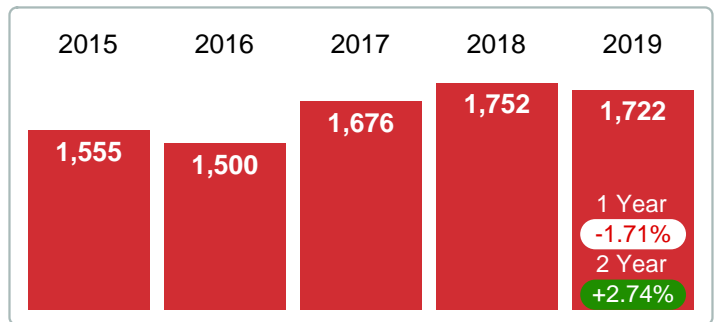
CLOSED LISTINGS

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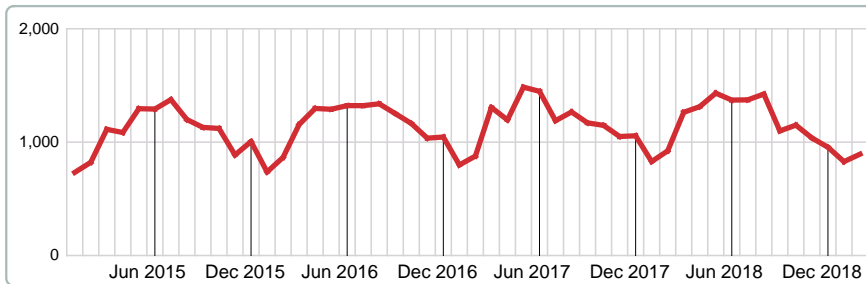
FEBRUARY



YEAR TO DATE (YTD)

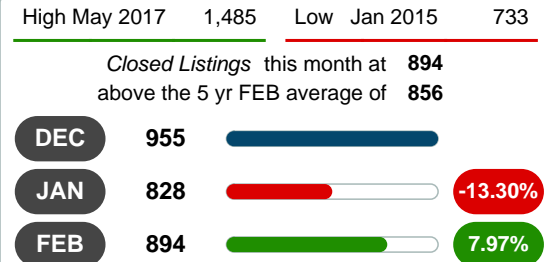


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 856



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	59	6.60%	25.0	25	29	5	0
\$50,001 - \$100,000	123	13.76%	30.0	38	75	9	1
\$100,001 - \$125,000	84	9.40%	45.5	14	57	10	3
\$125,001 - \$175,000	252	28.19%	30.5	14	203	33	2
\$175,001 - \$225,000	150	16.78%	29.5	7	91	49	3
\$225,001 - \$300,000	122	13.65%	56.5	4	40	68	10
\$300,001 and up	104	11.63%	60.5	1	21	61	21
Total Closed Units	894			103	516	235	40
Total Closed Volume	166,260,878	100%	35.0	9.97M	80.10M	60.38M	15.82M
Median Closed Price	\$159,900			\$75,000	\$148,500	\$235,000	\$315,000

February 2019



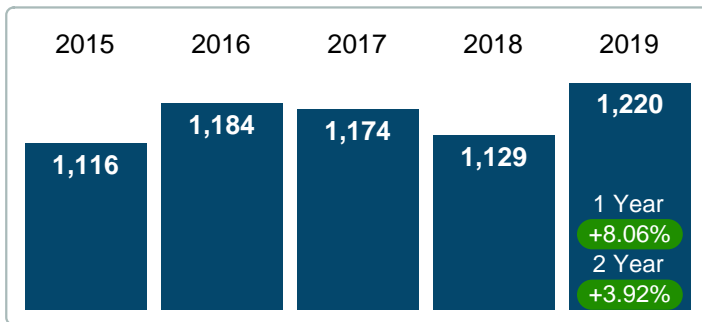
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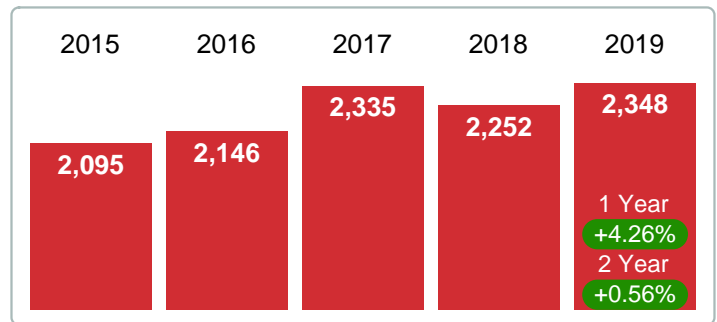
PENDING LISTINGS

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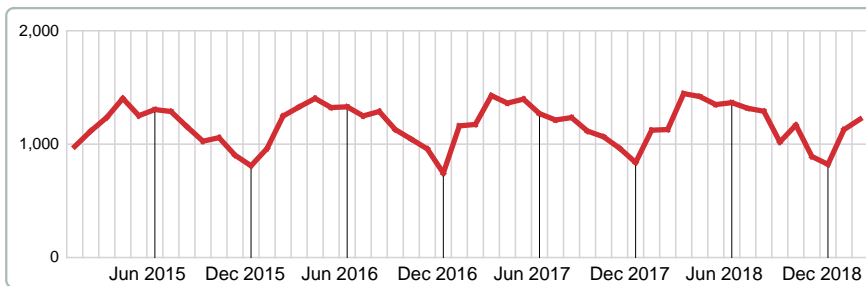
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	79	6.48%	28.0	42	29	8	0
\$50,001 - \$100,000	154	12.62%	23.0	53	85	13	3
\$100,001 - \$125,000	101	8.28%	27.0	10	83	8	0
\$125,001 - \$175,000	327	26.80%	25.0	21	261	44	1
\$175,001 - \$250,000	285	23.36%	35.0	8	151	117	9
\$250,001 - \$350,000	153	12.54%	51.0	1	35	101	16
\$350,001 and up	121	9.92%	49.0	4	20	71	26
Total Pending Units	1,220			139	664	362	55
Total Pending Volume	251,771,101	100%	31.0	14.92M	109.33M	103.22M	24.30M
Median Listing Price	\$166,400			\$79,000	\$153,900	\$245,000	\$349,900

February 2019



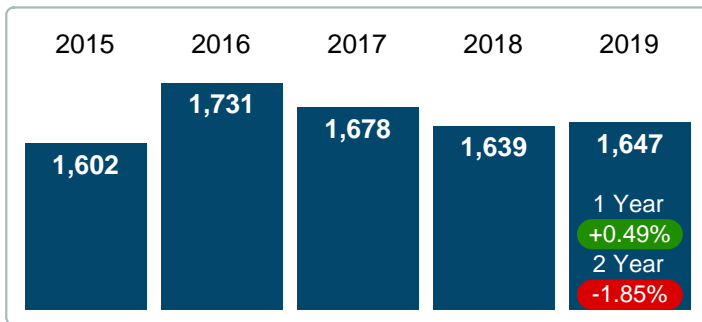
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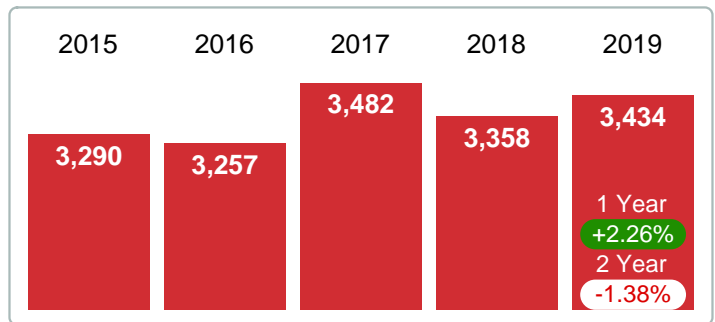
NEW LISTINGS

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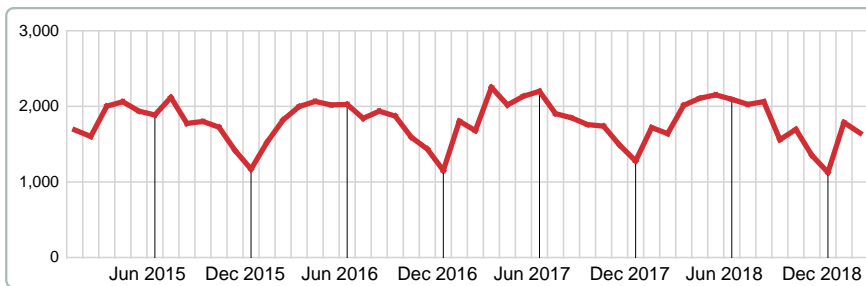
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

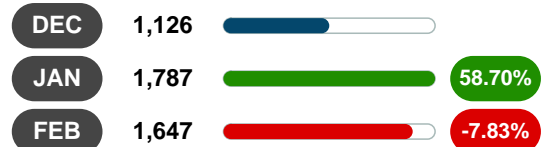


3 MONTHS

5 year FEB AVG = 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
Median New Listed Listing Price	\$179,500		\$79,900	\$155,990	\$265,977	\$425,000

February 2019



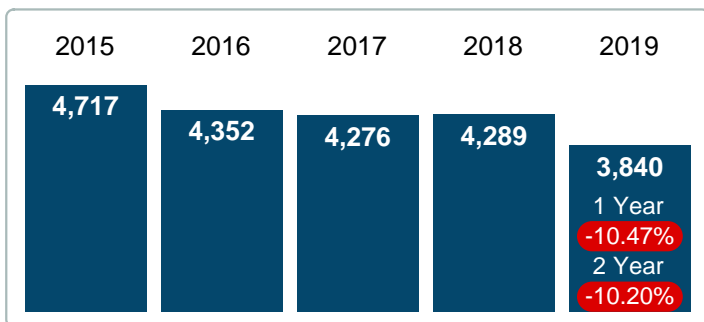
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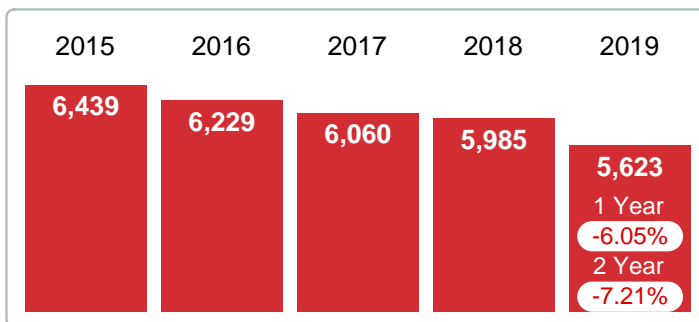
ACTIVE INVENTORY

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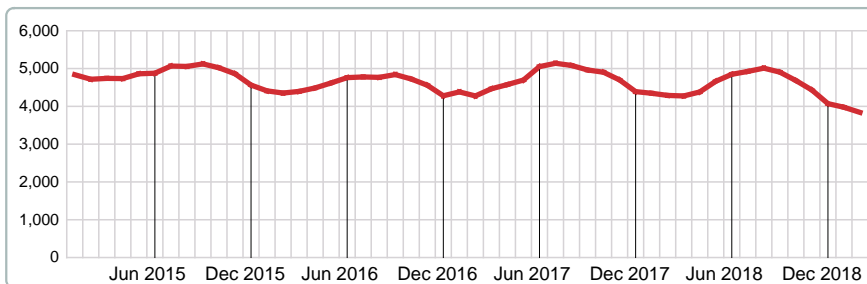
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	228	5.94%	48.0	131	78	16	3
\$50,001 - \$100,000	440	11.46%	51.0	159	247	30	4
\$100,001 - \$150,000	501	13.05%	48.0	69	350	71	11
\$150,001 - \$250,000	1,059	27.58%	43.0	70	616	343	30
\$250,001 - \$350,000	666	17.34%	53.5	16	229	351	70
\$350,001 - \$525,000	542	14.11%	58.0	6	119	321	96
\$525,001 and up	404	10.52%	69.0	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	100%	49.19M	351.85M	491.06M	244.96M
Median Active Inventory Listing Price		\$219,000		\$75,375	\$169,900	\$304,900	\$468,000

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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	
			100%	3.26					
Total Active Inventory by Units				3,840	454	1,694	1,315	377	

February 2019



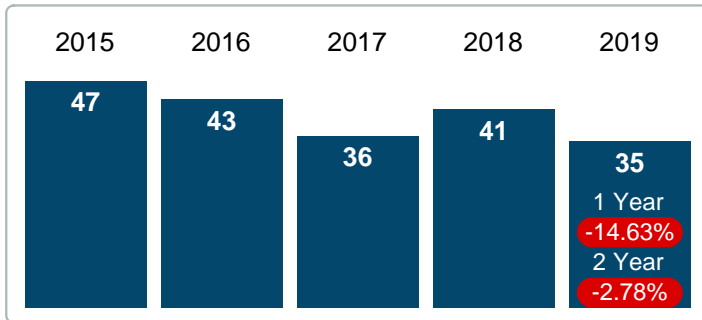
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



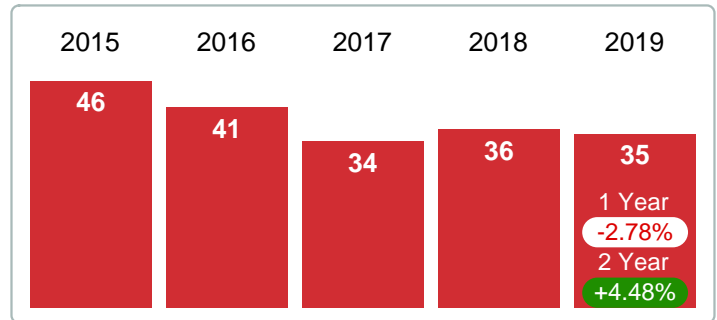
MEDIAN DAYS ON MARKET TO SALE

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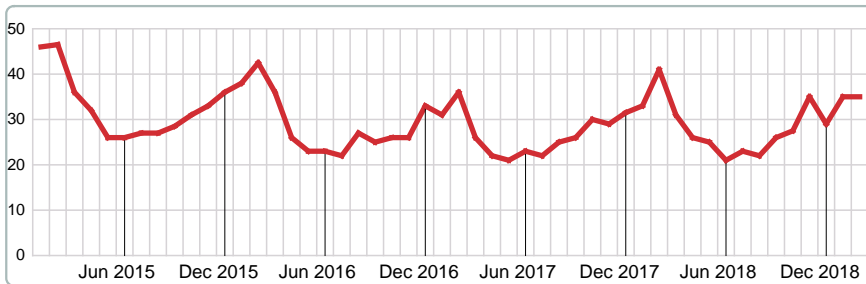
FEBRUARY



YEAR TO DATE (YTD)

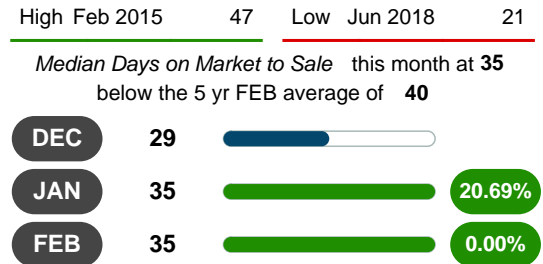


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 40



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	6.60%	25	30	10	21	0
\$50,001 - \$100,000	13.76%	30	48	27	13	68
\$100,001 - \$125,000	9.40%	46	53	49	14	21
\$125,001 - \$175,000	28.19%	31	61	29	60	19
\$175,001 - \$225,000	16.78%	30	9	32	33	73
\$225,001 - \$300,000	13.65%	57	56	34	57	119
\$300,001 and up	11.63%	61	15	31	68	64
Median Closed DOM		35	44	30	54	66
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



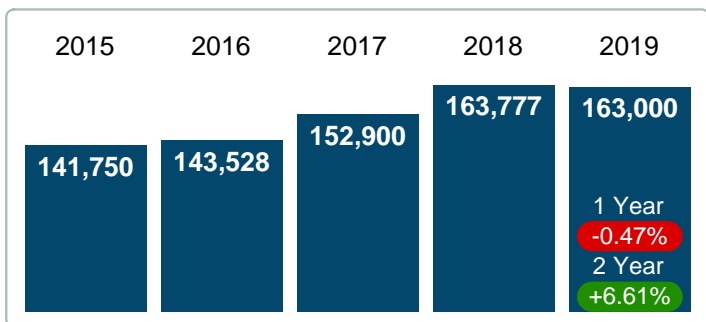
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



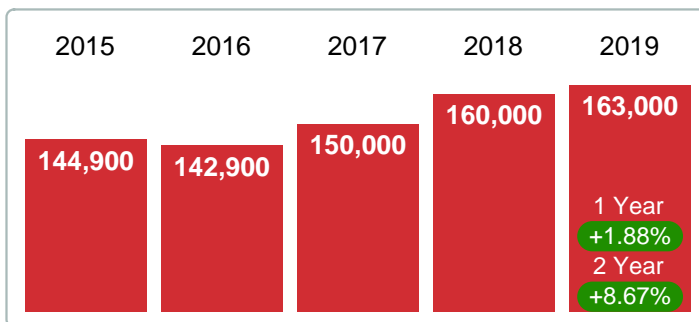
MEDIAN LIST PRICE AT CLOSING

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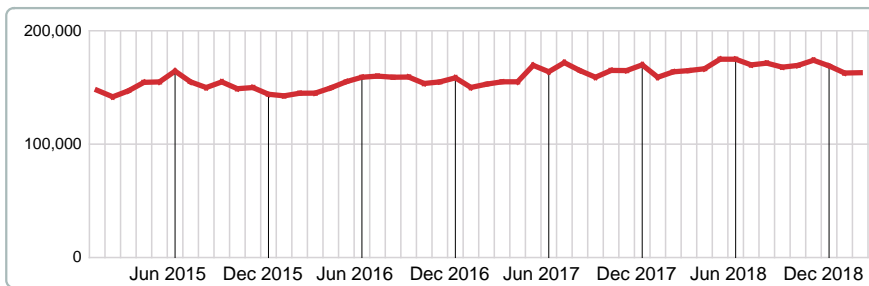
FEBRUARY



YEAR TO DATE (YTD)

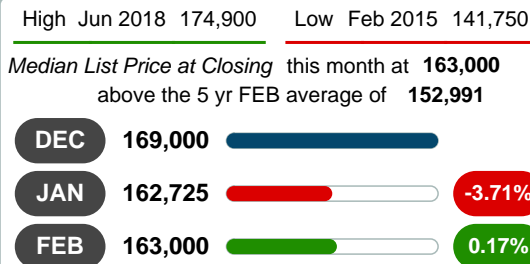


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 152,991



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	54	6.04%	39,700	39,900	38,950	31,250	0
\$50,001 - \$100,000	125	13.98%	79,900	72,000	83,000	88,500	87,700
\$100,001 - \$125,000	70	7.83%	114,950	114,900	114,950	117,450	118,750
\$125,001 - \$175,000	258	28.86%	149,900	153,500	149,908	149,900	142,000
\$175,001 - \$225,000	155	17.34%	198,000	189,900	195,000	204,900	199,000
\$225,001 - \$300,000	125	13.98%	258,000	267,450	249,000	259,900	288,000
\$300,001 and up	107	11.97%	365,000	312,500	355,425	359,000	452,450
Median List Price			163,000	79,500	150,000	244,500	324,950
Total Closed Units		100%	163,000	103	516	235	40
Total Closed Volume			170,552,452	10.48M	81.83M	61.86M	16.39M

February 2019



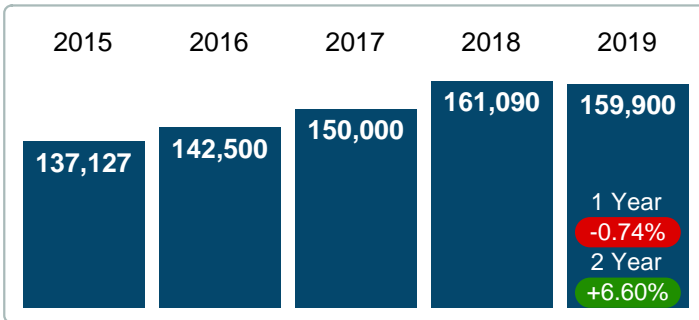
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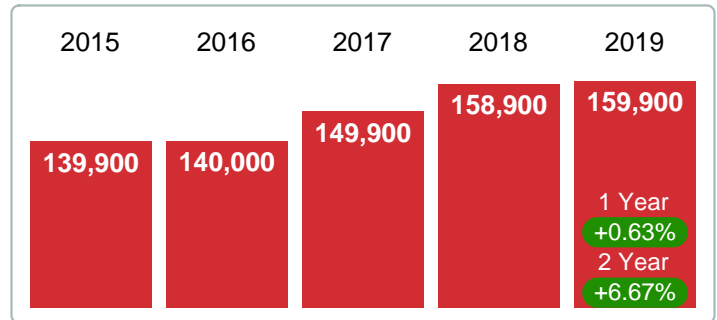
MEDIAN SOLD PRICE AT CLOSING

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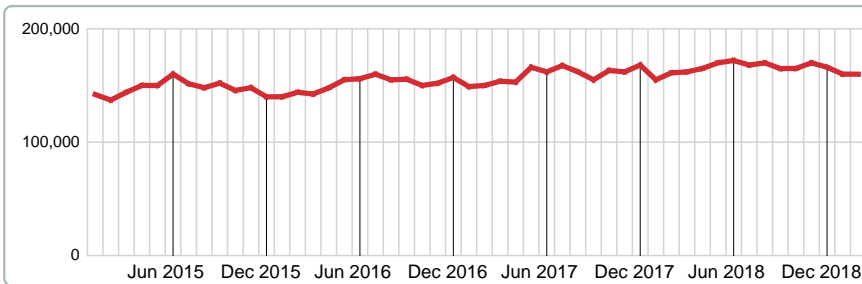
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

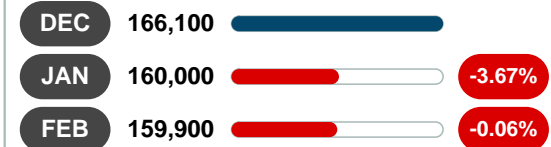


3 MONTHS

5 year FEB AVG = 150,123

High Jun 2018 172,000 Low Feb 2015 137,127

Median Sold Price at Closing this month at **159,900** above the 5 yr FEB average of **150,123**



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	6.60%	38,000	38,000	38,900	24,650	0
\$50,001 - \$100,000	13.76%	76,500	69,450	79,000	93,000	76,913
\$100,001 - \$125,000	9.40%	115,050	112,250	116,000	117,550	102,000
\$125,001 - \$175,000	28.19%	149,000	142,418	149,915	148,000	157,200
\$175,001 - \$225,000	16.78%	196,500	192,000	195,000	204,000	187,500
\$225,001 - \$300,000	13.65%	253,250	259,000	243,750	255,000	281,000
\$300,001 and up	11.63%	360,750	310,000	352,000	355,950	473,500
Median Sold Price		159,900	75,000	148,500	235,000	315,000
Total Closed Units	100%	894	103	516	235	40
Total Closed Volume		166,260,878	9.97M	80.10M	60.38M	15.82M

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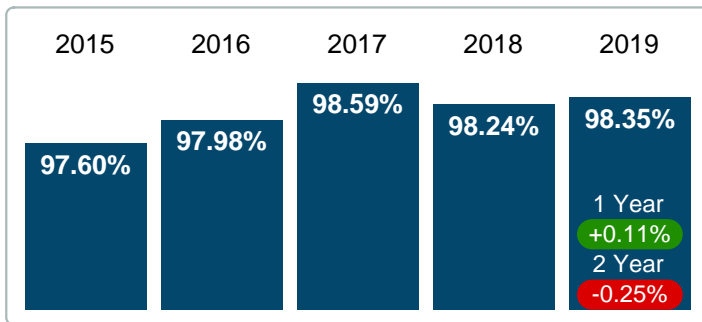
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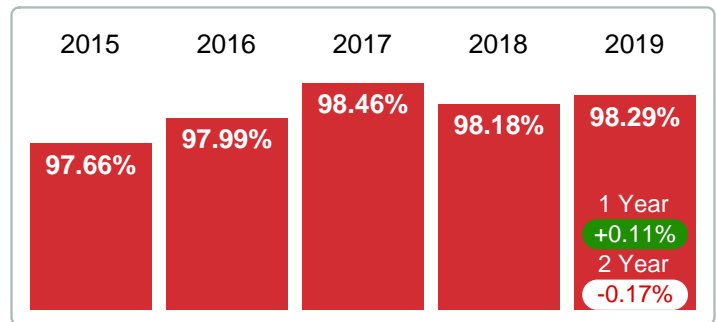
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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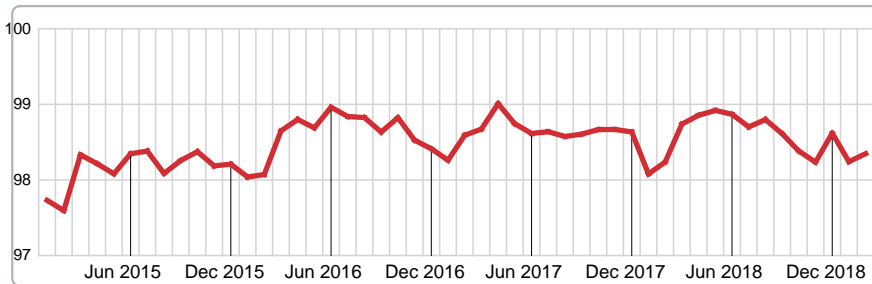
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

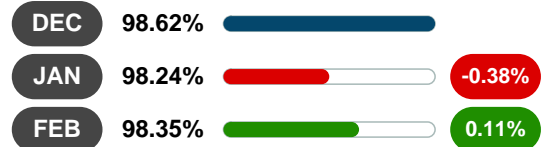


3 MONTHS

5 year FEB AVG = 98.15%

High Apr 2017 99.01% Low Feb 2015 97.60%

Median Sold/List Ratio this month at **98.35%**
equal to 5 yr FEB average of **98.15%**



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	59	6.60%	92.45%	90.18%	95.69%	86.67%	0.00%
\$50,001 - \$100,000	123	13.76%	96.67%	95.65%	97.56%	96.50%	87.70%
\$100,001 - \$125,000	84	9.40%	97.68%	98.70%	97.78%	100.00%	89.00%
\$125,001 - \$175,000	252	28.19%	98.61%	97.87%	98.63%	98.77%	88.88%
\$175,001 - \$225,000	150	16.78%	98.65%	98.30%	98.39%	98.96%	98.74%
\$225,001 - \$300,000	122	13.65%	98.43%	97.56%	99.25%	98.60%	96.38%
\$300,001 and up	104	11.63%	98.44%	99.20%	98.49%	98.46%	98.27%
Median Sold/List Ratio		98.35%		96.00%	98.40%	98.61%	97.15%
Total Closed Units	894	100%	98.35%	103	516	235	40
Total Closed Volume	166,260,878			9.97M	80.10M	60.38M	15.82M

February 2019



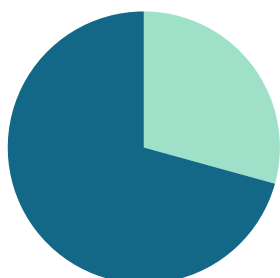
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

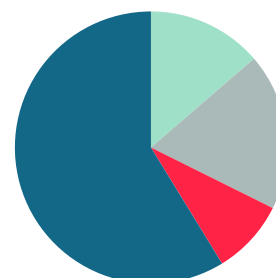


Inventory
 New Listings
1,647 = 29.29%
 Start Inventory
3,977
 Total Inventory Units
5,624
 Volume
\$1,555,935,467

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%
Median List Price	163,777	163,000	-0.47%	160,000	163,000	1.88%
Median Sale Price	161,090	159,900	-0.74%	158,900	159,900	0.63%
Median Percent of Selling Price to List Price	98.24%	98.35%	0.11%	98.18%	98.29%	0.11%
Median Days on Market to Sale	41.00	35.00	-14.63%	36.00	35.00	-2.78%
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

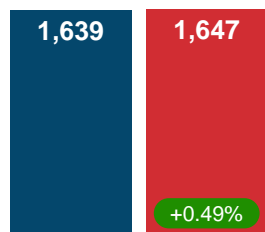
Inventory on February 28, 2019 = **3,840**

2018 **2019**

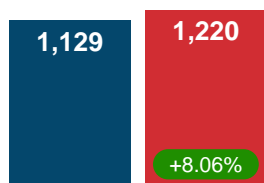
FEBRUARY MARKET

MEDIAN PRICES

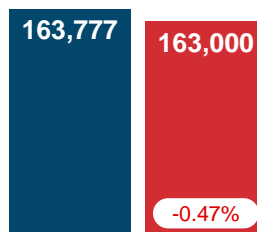
New Listings



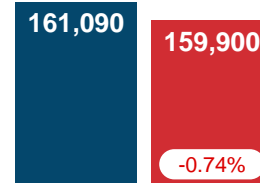
Pending Listings



List Price



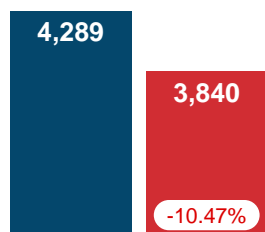
Sale Price



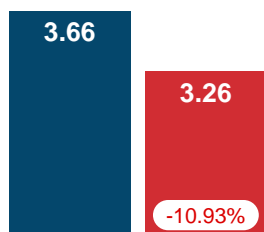
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

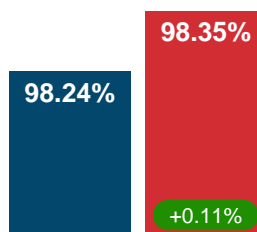
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

