

February 2019



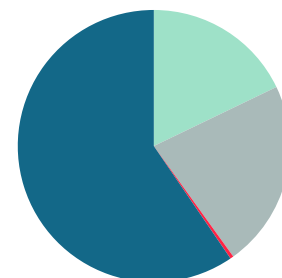
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	February 2019	+/-%
Closed Listings	28	45	60.71%
Pending Listings	46	56	21.74%
New Listings	44	51	15.91%
Average List Price	123,037	127,213	3.39%
Average Sale Price	118,181	121,507	2.81%
Average Percent of Selling Price to List Price	95.24%	95.40%	0.18%
Average Days on Market to Sale	142.11	165.49	16.45%
End of Month Inventory	180	150	-16.67%
Months Supply of Inventory	3.92	3.04	-22.44%



■ Closed (17.86%)
■ Pending (22.22%)
■ Other OffMarket (0.40%)
■ Active (59.52%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of February 28, 2019 = **150**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **16.67%** to 150 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **3.04** 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 **2.81%** in February 2019 to \$121,507 versus the previous year at \$118,181.

Average Days on Market Lengthens

The average number of **165.49** days that homes spent on the market before selling increased by 23.38 days or **16.45%** in February 2019 compared to last year's same month at **142.11** DOM.

Sales Success for February 2019 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 51 New Listings in February 2019, up **15.91%** from last year at 44. Furthermore, there were 45 Closed Listings this month versus last year at 28, a **60.71%** increase.

Closed versus Listed trends yielded a **88.2%** ratio, up from previous year's, February 2018, at **63.6%**, a **38.66%** 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®

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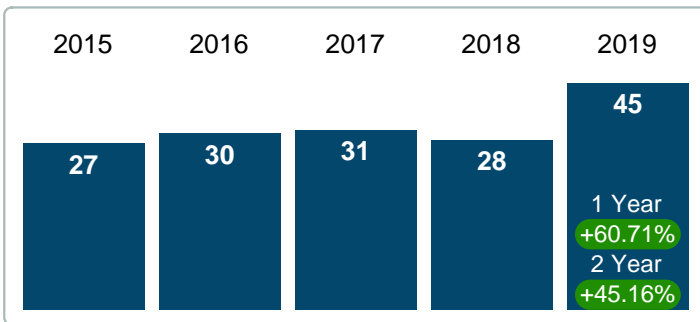
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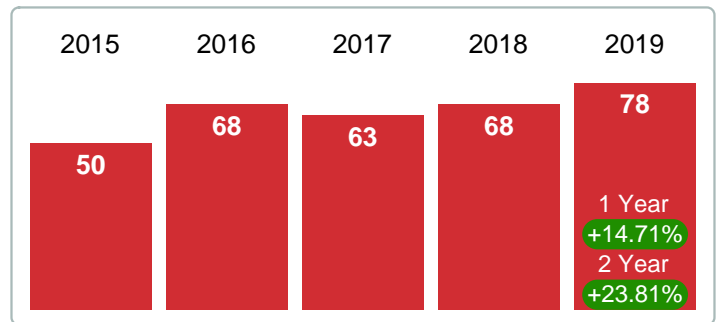
CLOSED LISTINGS

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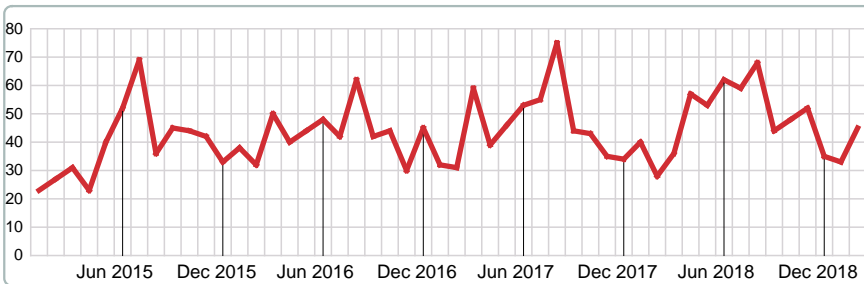
FEBRUARY



YEAR TO DATE (YTD)

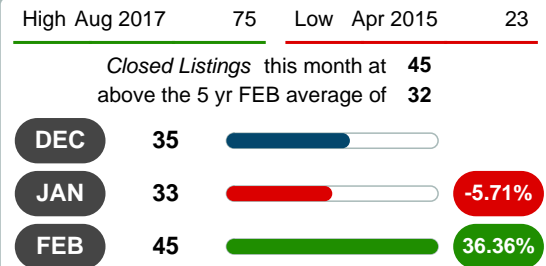


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 32



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	6.67%	109.0	1	2	0	0
\$40,001 - \$70,000	8	17.78%	93.5	0	7	1	0
\$70,001 - \$80,000	3	6.67%	44.3	1	2	0	0
\$80,001 - \$130,000	14	31.11%	211.9	1	10	2	1
\$130,001 - \$160,000	6	13.33%	138.8	0	5	1	0
\$160,001 - \$240,000	7	15.56%	254.0	1	5	1	0
\$240,001 and up	4	8.89%	165.3	0	3	1	0
Total Closed Units	45			4	34	6	1
Total Closed Volume	5,467,800	100%	165.5	358.80K	4.13M	864.00K	115.00K
Average Closed Price	\$121,507			\$89,700	\$121,471	\$144,000	\$115,000

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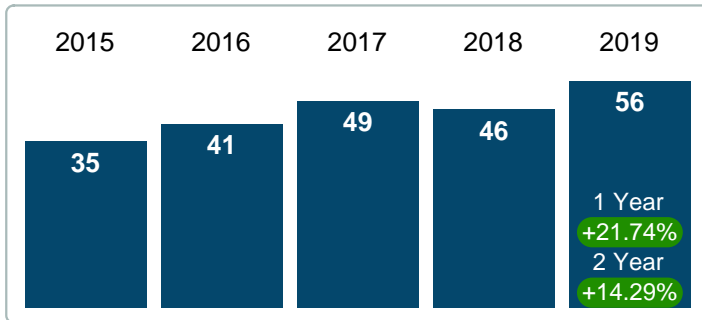
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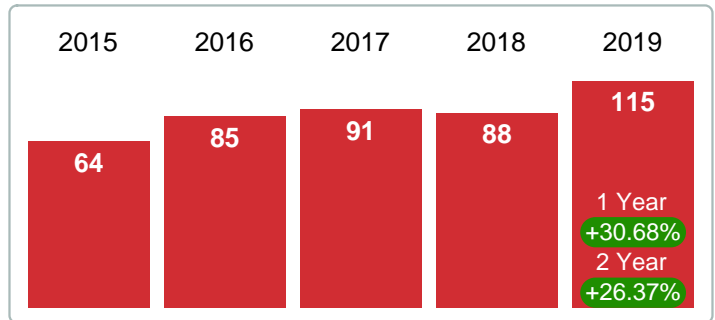
PENDING LISTINGS

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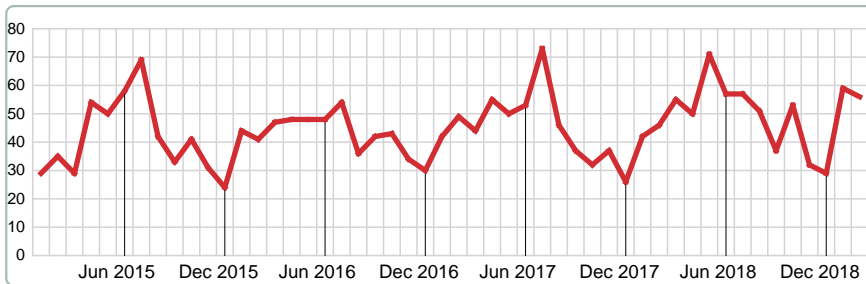
FEBRUARY



YEAR TO DATE (YTD)

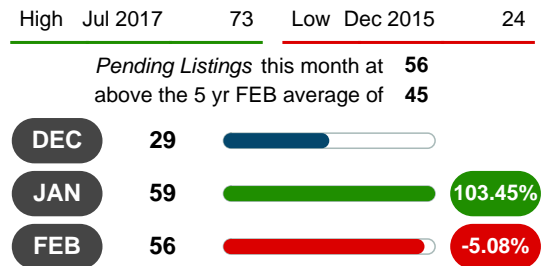


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.93%	74.0	5	0	0	0
\$30,001 - \$50,000	3	5.36%	45.0	1	2	0	0
\$50,001 - \$80,000	10	17.86%	59.4	2	8	0	0
\$80,001 - \$120,000	18	32.14%	117.5	3	12	3	0
\$120,001 - \$160,000	7	12.50%	107.3	0	6	1	0
\$160,001 - \$190,000	6	10.71%	83.3	0	5	1	0
\$190,001 and up	7	12.50%	144.7	0	3	2	2
Total Pending Units	56			11	36	7	2
Total Pending Volume	6,643,700	100%	97.8	555.20K	4.16M	1.10M	834.90K
Average Listing Price	\$118,638			\$50,473	\$115,431	\$156,871	\$417,450

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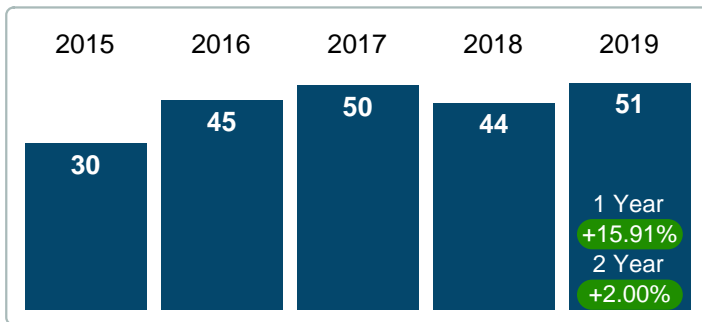
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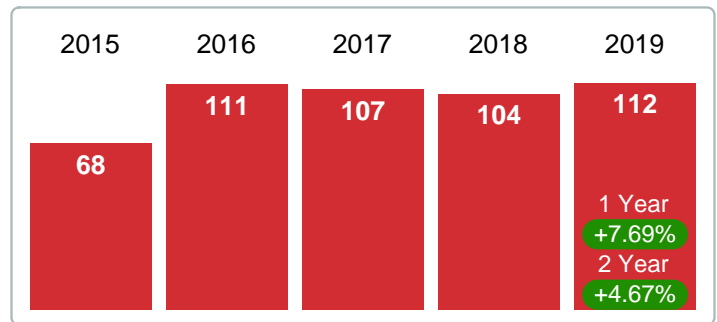
NEW LISTINGS

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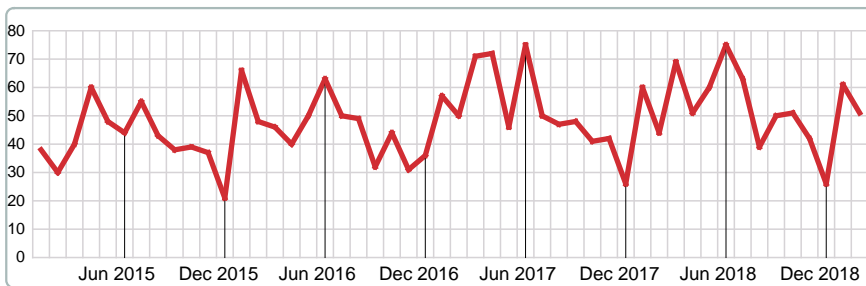
FEBRUARY



YEAR TO DATE (YTD)

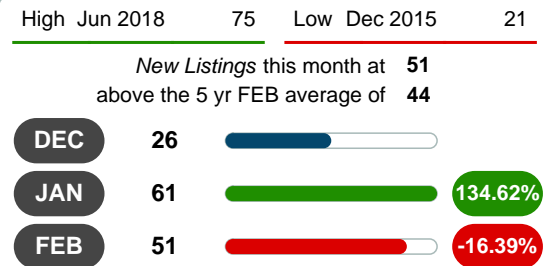


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 44



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds				3 Beds				4 Beds				5+ Beds			
\$30,000 and less	4	7.84%	3				0				1				0			
\$30,001 - \$40,000	6	11.76%	5				1				0				0			
\$40,001 - \$80,000	7	13.73%	2				5				0				0			
\$80,001 - \$130,000	13	25.49%	4				9				0				0			
\$130,001 - \$160,000	7	13.73%	1				6				0				0			
\$160,001 - \$210,000	8	15.69%	0				6				2				0			
\$210,001 and up	6	11.76%	1				1				3				1			
Total New Listed Units	51		16				28				6				1			
Total New Listed Volume	6,859,400		1.13M				3.51M				1.63M				595.00K			
Average New Listed Listing Price	\$136,484		\$70,563				\$125,196				\$271,650				\$595,000			

February 2019



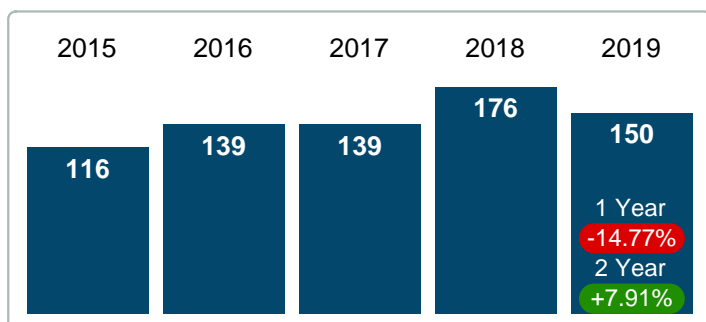
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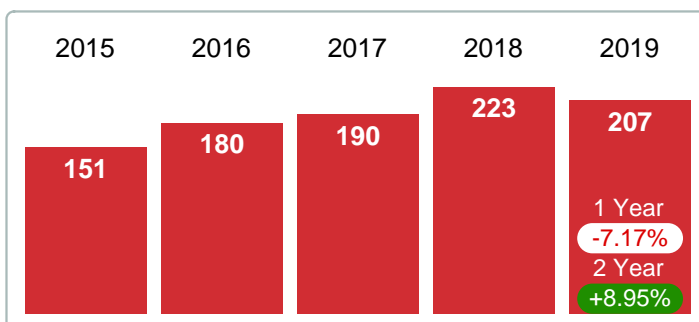
ACTIVE INVENTORY

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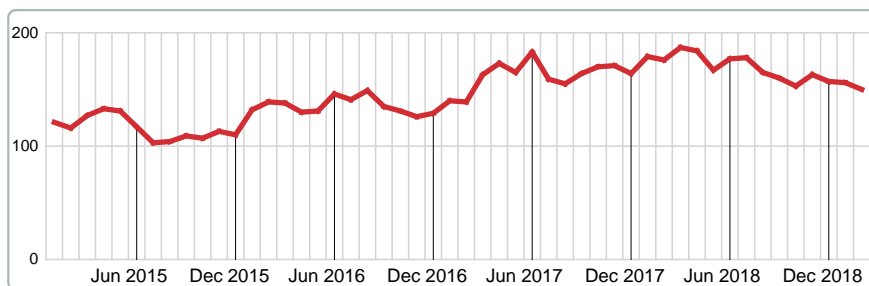
END OF FEBRUARY



ACTIVE DURING FEBRUARY

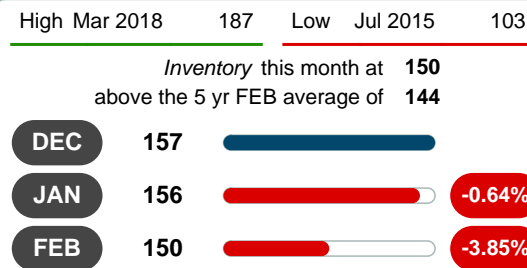


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 144



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	6.67%	361.0	6	3	1	0
\$30,001 - \$50,000	21	14.00%	70.4	11	9	1	0
\$50,001 - \$80,000	20	13.33%	221.7	7	12	1	0
\$80,001 - \$130,000	42	28.00%	196.0	14	25	3	0
\$130,001 - \$170,000	24	16.00%	137.1	3	16	5	0
\$170,001 - \$260,000	18	12.00%	155.0	2	13	3	0
\$260,001 and up	15	10.00%	131.9	0	5	10	0
Total Active Inventory by Units	150			43	83	24	0
Total Active Inventory by Volume	20,095,150	100%	172.1	3.26M	11.17M	5.66M	0.00B
Average Active Inventory Listing Price	\$133,968			\$75,869	\$134,628	\$235,779	\$0

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Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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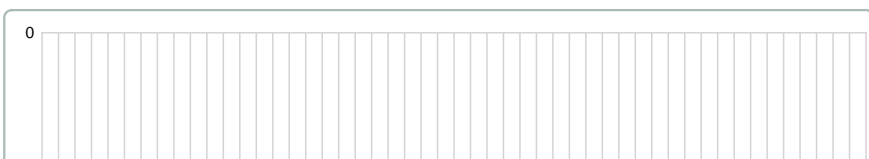
MSI FOR FEBRUARY

2015	2016	2017	2018	2019

INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
150	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
\$30,000 and less	10			6.67%	3.16	3.27	2.57	6.00	0.00
\$30,001 - \$50,000	21			14.00%	4.34	4.26	4.50	4.00	0.00
\$50,001 - \$80,000	20			13.33%	2.53	3.11	2.48	1.33	0.00
\$80,001 - \$130,000	42			28.00%	3.55	7.64	2.86	2.77	0.00
\$130,001 - \$170,000	24			16.00%	2.82	7.20	2.18	7.50	0.00
\$170,001 - \$260,000	18			12.00%	1.82	6.00	2.05	0.97	0.00
\$260,001 and up	15			10.00%	4.74	0.00	5.00	5.00	0.00
Market Supply of Inventory (MSI)					3.04	4.65	2.64	3.00	0.00
Total Active Inventory by Units				100%	3.04	43	83	24	0

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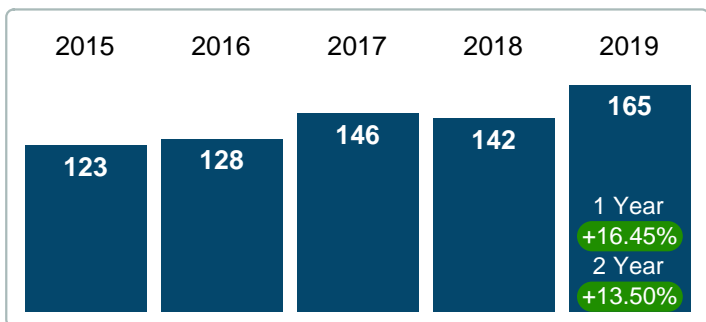
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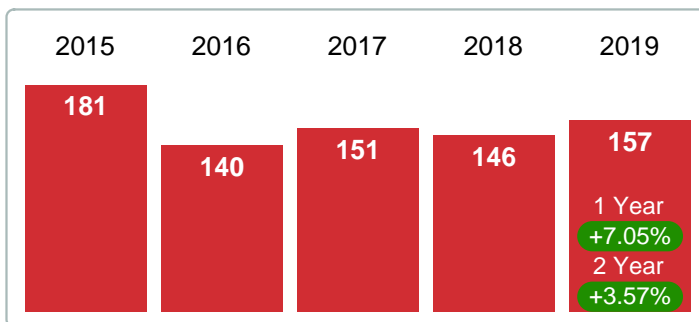
AVERAGE DAYS ON MARKET TO SALE

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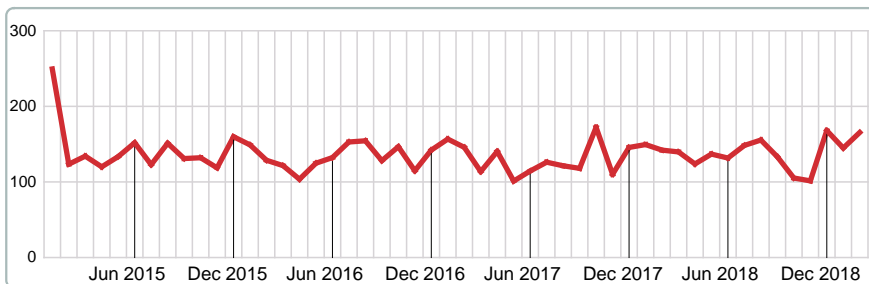
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 141

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 165 above the 5 yr FEB average of 141



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
\$40,000 and less	6.67%	109	121	103	0	0
\$40,001 - \$70,000	17.78%	94	0	100	49	0
\$70,001 - \$80,000	6.67%	44	43	45	0	0
\$80,001 - \$130,000	31.11%	212	295	227	104	198
\$130,001 - \$160,000	13.33%	139	0	92	374	0
\$160,001 - \$240,000	15.56%	254	384	226	262	0
\$240,001 and up	8.89%	165	0	183	113	0
Average Closed DOM		165	211	159	168	198
Total Closed Units	100%	165	4	34	6	1
Total Closed Volume		5,467,800	358.80K	4.13M	864.00K	115.00K

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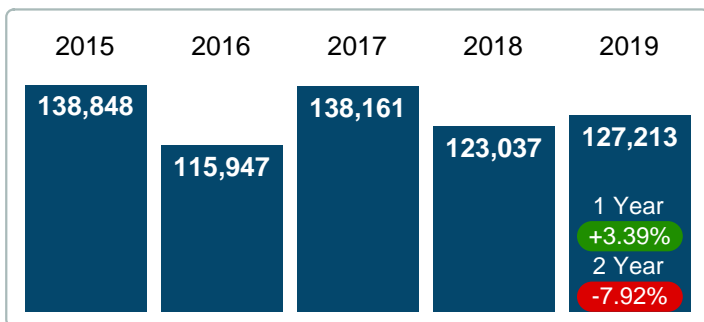
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



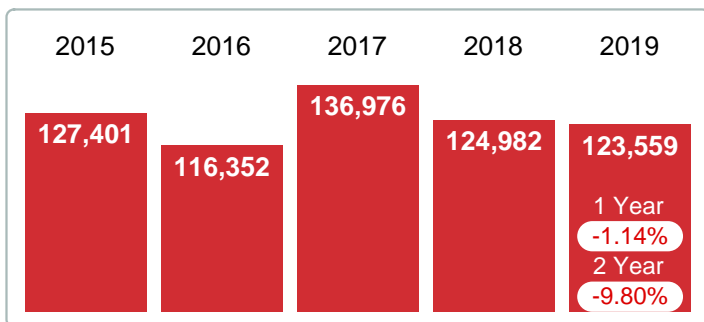
AVERAGE LIST PRICE AT CLOSING

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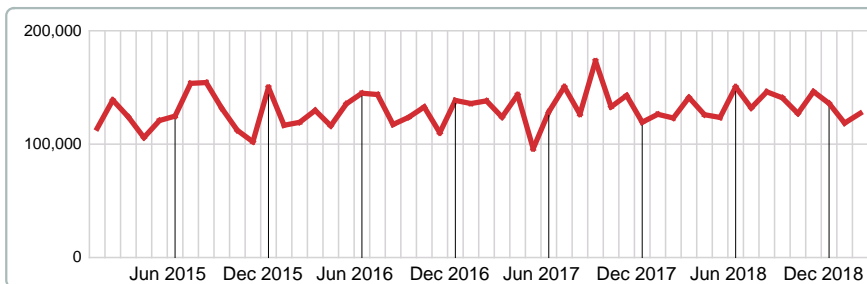
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

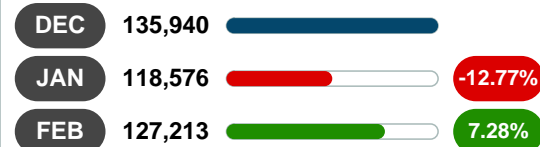


3 MONTHS

5 year FEB AVG = 128,641

High Sep 2017 173,359 Low May 2017 96,000

Average List Price at Closing this month at 127,213 below the 5 yr FEB average of 128,641



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
\$40,000 and less	6.67%	30,967	19,900	42,500	0	0
\$40,001 - \$70,000	13.33%	54,417	0	55,643	79,900	0
\$70,001 - \$80,000	11.11%	76,740	79,900	74,450	0	0
\$80,001 - \$130,000	26.67%	105,250	99,900	113,370	109,700	109,900
\$130,001 - \$160,000	15.56%	150,871	0	151,240	182,900	0
\$160,001 - \$240,000	15.56%	181,514	179,900	198,960	165,000	0
\$240,001 and up	11.11%	266,360	0	268,300	274,900	0
Average List Price		127,213	94,900	126,853	153,683	109,900
Total Closed Units	100%	127,213	4	34	6	1
Total Closed Volume		5,724,600	379.60K	4.31M	922.10K	109.90K

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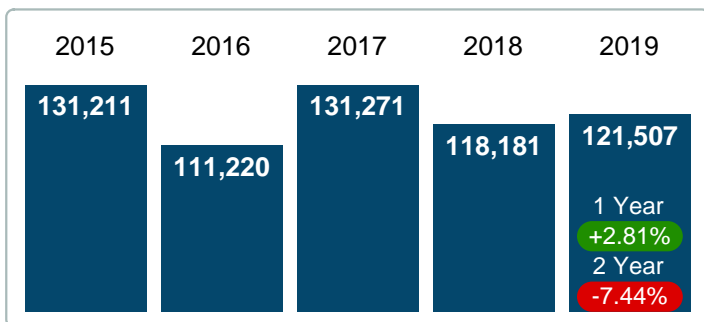
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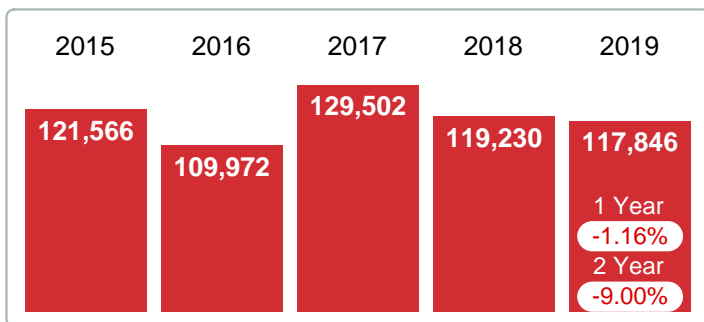
AVERAGE SOLD PRICE AT CLOSING

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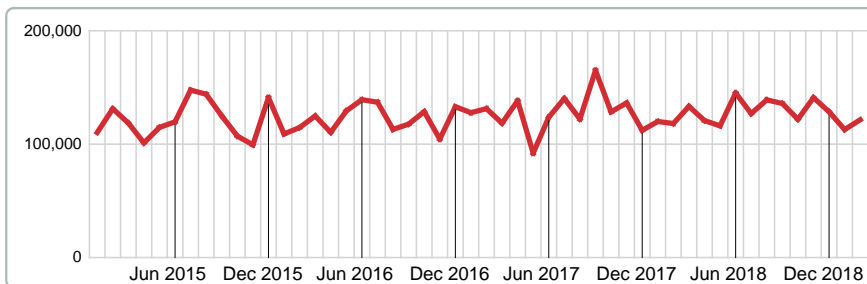
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

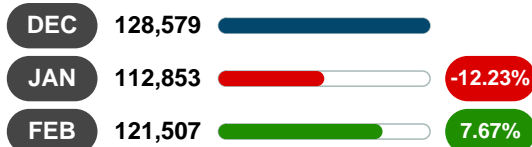


3 MONTHS

5 year FEB AVG = 122,678

High Sep 2017 165,045 Low May 2017 92,064

Average Sold Price at Closing this month at 121,507 below the 5 yr FEB average of 122,678



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
\$40,000 and less	6.67%	30,000	15,000	37,500	0	0
\$40,001 - \$70,000	17.78%	55,438	0	53,357	70,000	0
\$70,001 - \$80,000	6.67%	76,933	79,900	75,450	0	0
\$80,001 - \$130,000	31.11%	103,093	84,000	101,980	112,250	115,000
\$130,001 - \$160,000	13.33%	147,567	0	147,080	150,000	0
\$160,001 - \$240,000	15.56%	188,043	179,900	194,880	162,000	0
\$240,001 and up	8.89%	264,625	0	267,000	257,500	0
Average Sold Price		121,507	89,700	121,471	144,000	115,000
Total Closed Units	100%	121,507	4	34	6	1
Total Closed Volume		5,467,800	358.80K	4.13M	864.00K	115.00K

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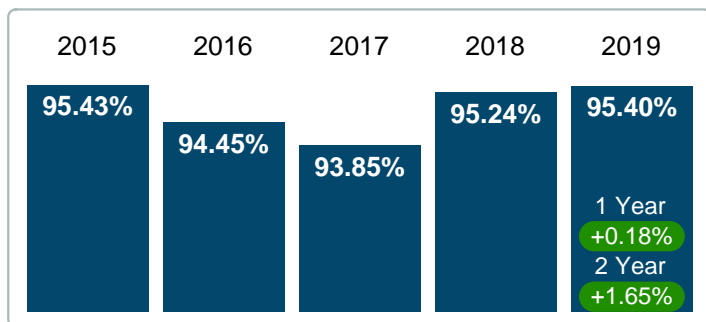
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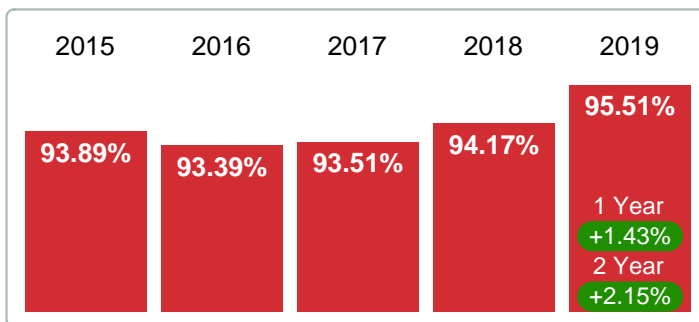
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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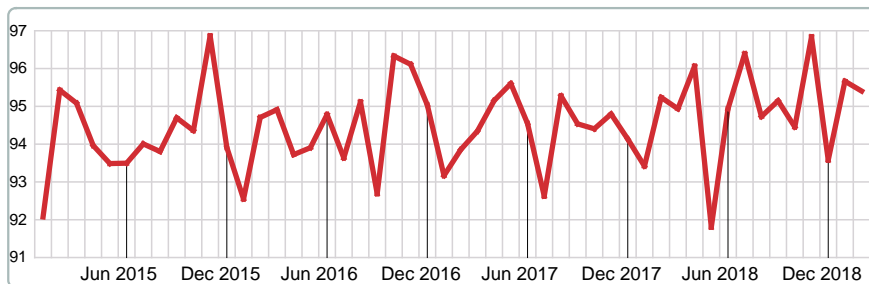
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

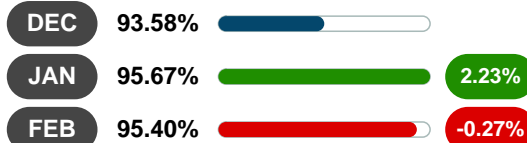


3 MONTHS

5 year FEB AVG = 94.88%

High Nov 2015 96.87% Low May 2018 91.80%

Average Sold/List Ratio this month at **95.40%**
equal to 5 yr FEB average of **94.88%**



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
\$40,000 and less	3	6.67%	85.13%	75.38%	90.00%	0.00%	0.00%
\$40,001 - \$70,000	8	17.78%	96.31%	0.00%	97.55%	87.61%	0.00%
\$70,001 - \$80,000	3	6.67%	100.89%	100.00%	101.34%	0.00%	0.00%
\$80,001 - \$130,000	14	31.11%	93.92%	84.08%	92.10%	102.55%	104.64%
\$130,001 - \$160,000	6	13.33%	94.64%	0.00%	97.17%	82.01%	0.00%
\$160,001 - \$240,000	7	15.56%	98.55%	100.00%	98.33%	98.18%	0.00%
\$240,001 and up	4	8.89%	98.03%	0.00%	99.48%	93.67%	0.00%
Average Sold/List Ratio		95.40%		89.87%	95.96%	94.43%	104.64%
Total Closed Units		45	100%	4	34	6	1
Total Closed Volume		5,467,800		358.80K	4.13M	864.00K	115.00K

February 2019



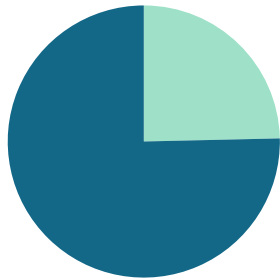
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

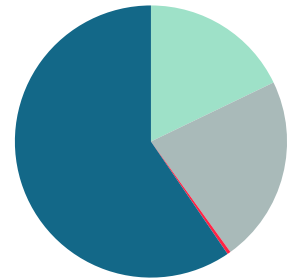


Inventory
 New Listings
51 = 24.64%
 Start Inventory
156
 Total Inventory Units
207
 Volume
\$26,918,750

Market Activity

Closed Sales
45 = 17.86%
 Pending Sales
56 = 22.22%
 Other Off Market
1 = 0.40%
 Active Inventory
150 = 59.52%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	28	45	60.71%	68	78	14.71%
Pending Sales	46	56	21.74%	88	115	30.68%
New Listings	44	51	15.91%	104	112	7.69%
Average List Price	123,037	127,213	3.39%	124,982	123,559	-1.14%
Average Sale Price	118,181	121,507	2.81%	119,230	117,846	-1.16%
Average Percent of Selling Price to List Price	95.24%	95.40%	0.18%	94.17%	95.51%	1.43%
Average Days on Market to Sale	142.11	165.49	16.45%	146.43	156.76	7.05%
Monthly Inventory	180	150	-16.67%	180	150	-16.67%
Months Supply of Inventory	3.92	3.04	-22.44%	3.92	3.04	-22.44%

Absorption: Last 12 months, an Average of **49** Sales/Month

Inventory on February 28, 2019 = **150**

2018 **2019**

FEBRUARY MARKET

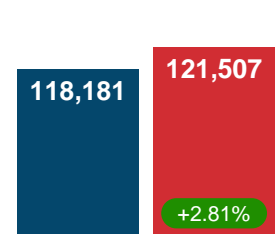
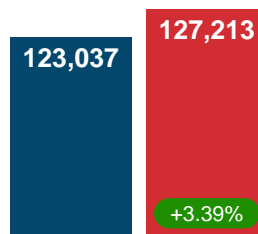
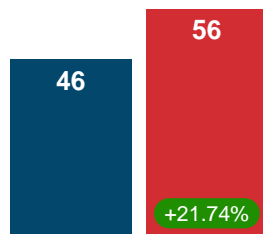
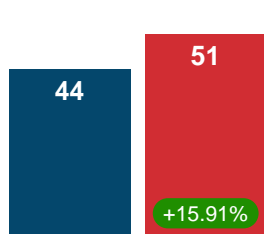
AVERAGE PRICES

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

