

February 2019



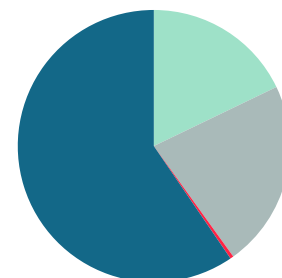
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2018	2019	+/-%
Closed Listings	28	45	60.71%
Pending Listings	46	56	21.74%
New Listings	44	51	15.91%
Median List Price	123,211	119,000	-3.42%
Median Sale Price	124,011	105,000	-15.33%
Median Percent of Selling Price to List Price	97.98%	98.50%	0.53%
Median Days on Market to Sale	104.00	121.00	16.35%
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.

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 **15.33%** in February 2019 to \$105,000 versus the previous year at \$124,011.

Median Days on Market Lengthens

The median number of **121.00** days that homes spent on the market before selling increased by 17.00 days or **16.35%** in February 2019 compared to last year's same month at **104.00** DOM.

Sales Success for February 2019 is Positive

Overall, with Median Prices falling 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

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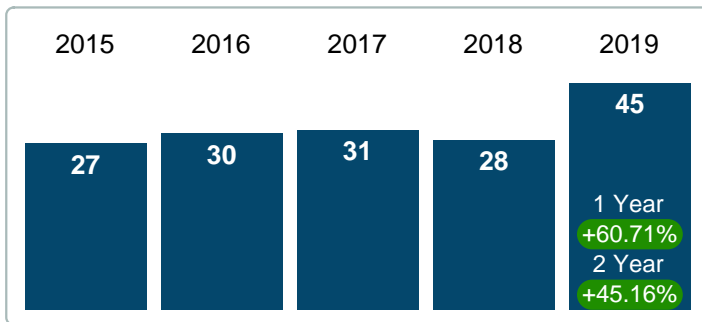
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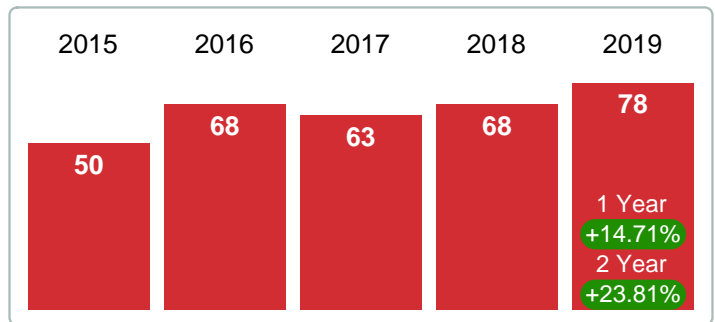
CLOSED LISTINGS

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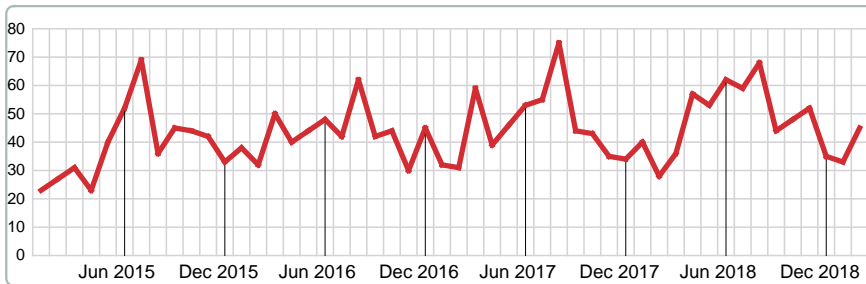
FEBRUARY



YEAR TO DATE (YTD)

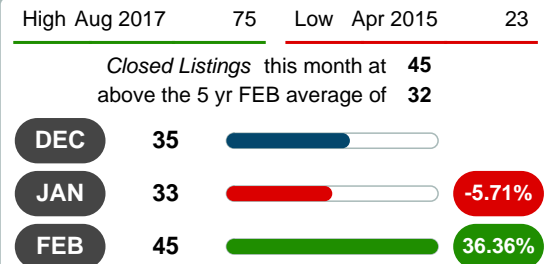


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 32



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	6.67%	121.0	1	2	0	0
\$40,001 - \$70,000	8	17.78%	66.0	0	7	1	0
\$70,001 - \$80,000	3	6.67%	43.0	1	2	0	0
\$80,001 - \$130,000	14	31.11%	179.5	1	10	2	1
\$130,001 - \$160,000	6	13.33%	76.0	0	5	1	0
\$160,001 - \$240,000	7	15.56%	262.0	1	5	1	0
\$240,001 and up	4	8.89%	92.0	0	3	1	0
Total Closed Units	45			4	34	6	1
Total Closed Volume	5,467,800	100%	121.0	358.80K	4.13M	864.00K	115.00K
Median Closed Price	\$105,000			\$81,950	\$105,000	\$134,750	\$115,000

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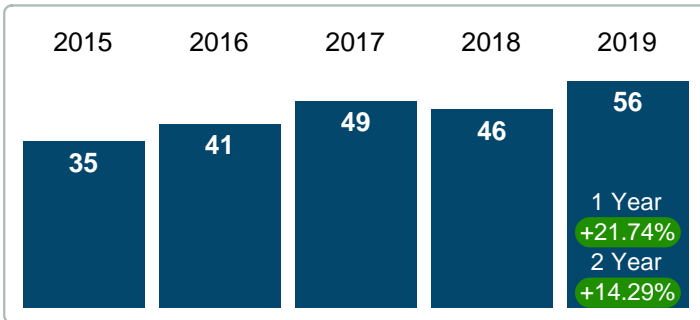
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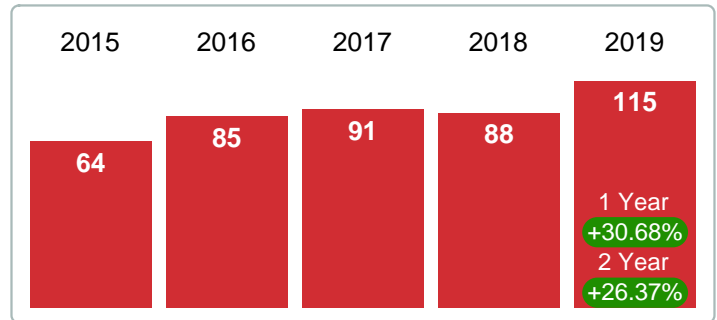
PENDING LISTINGS

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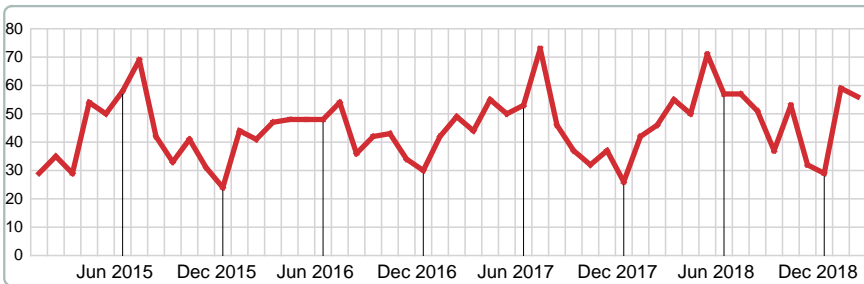
FEBRUARY



YEAR TO DATE (YTD)

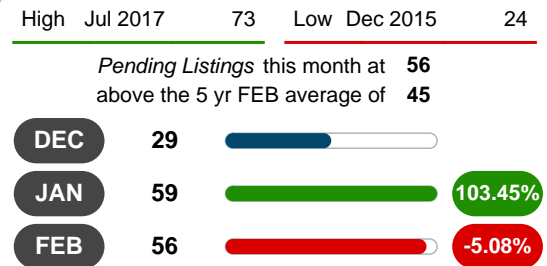


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.93%	26.0	5	0	0	0
\$30,001 - \$50,000	3	5.36%	29.0	1	2	0	0
\$50,001 - \$80,000	10	17.86%	44.0	2	8	0	0
\$80,001 - \$120,000	18	32.14%	66.0	3	12	3	0
\$120,001 - \$160,000	7	12.50%	85.0	0	6	1	0
\$160,001 - \$190,000	6	10.71%	63.5	0	5	1	0
\$190,001 and up	7	12.50%	26.0	0	3	2	2
Total Pending Units	56			11	36	7	2
Total Pending Volume	6,643,700	100%	54.5	555.20K	4.16M	1.10M	834.90K
Median Listing Price	\$94,300			\$35,900	\$90,950	\$159,900	\$417,450

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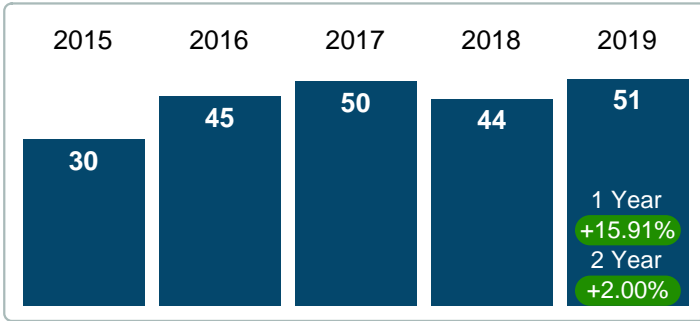
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



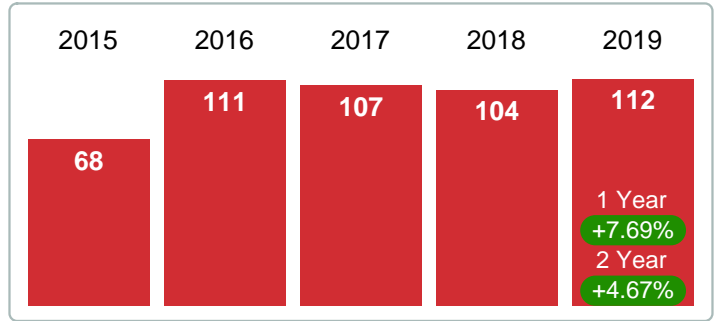
NEW LISTINGS

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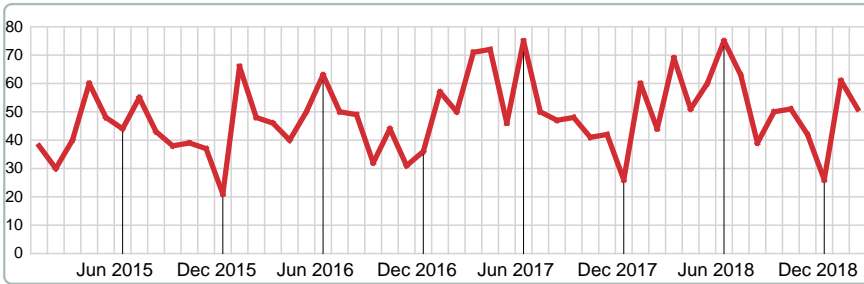
FEBRUARY



YEAR TO DATE (YTD)

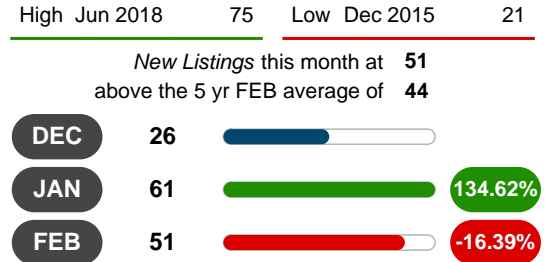


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 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	100%	1.13M	3.51M	1.63M	595.00K
Median New Listed Listing Price	\$114,500		\$44,900	\$124,950	\$215,500	\$595,000

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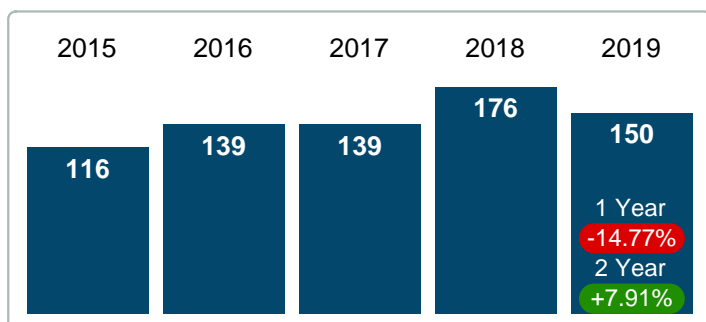
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



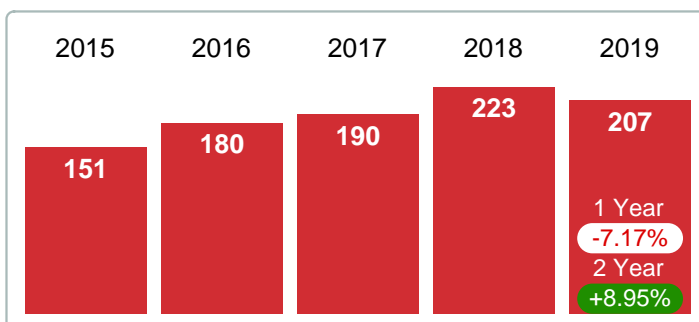
ACTIVE INVENTORY

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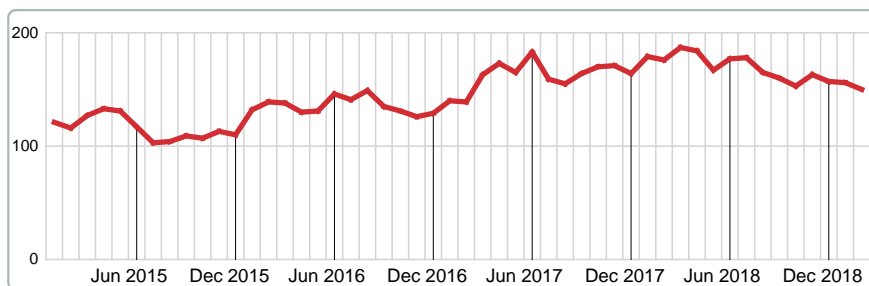
END OF FEBRUARY



ACTIVE DURING FEBRUARY

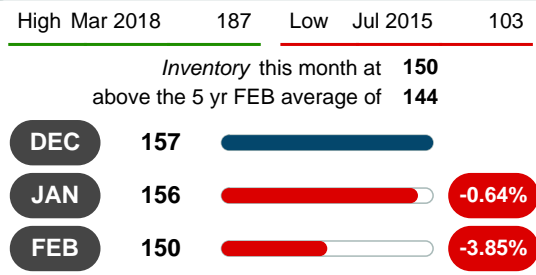


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 144



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	6.67%	104.5	6	3	1	0
\$30,001 - \$50,000	21	14.00%	50.0	11	9	1	0
\$50,001 - \$80,000	20	13.33%	115.0	7	12	1	0
\$80,001 - \$130,000	42	28.00%	127.0	14	25	3	0
\$130,001 - \$170,000	24	16.00%	103.5	3	16	5	0
\$170,001 - \$260,000	18	12.00%	119.5	2	13	3	0
\$260,001 and up	15	10.00%	141.0	0	5	10	0
Total Active Inventory by Units	150			43	83	24	0
Total Active Inventory by Volume	20,095,150	100%	110.0	3.26M	11.17M	5.66M	0.00B
Median Active Inventory Listing Price	\$105,000			\$62,500	\$114,500	\$228,950	\$0

February 2019



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



MONTHS SUPPLY of INVENTORY (MSI)

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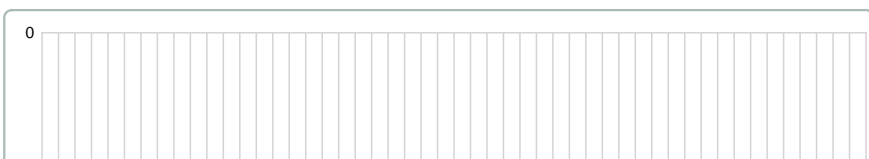
MSI FOR FEBRUARY

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
		100%	3.04				
Total Active Inventory by Units			150	43	83	24	0

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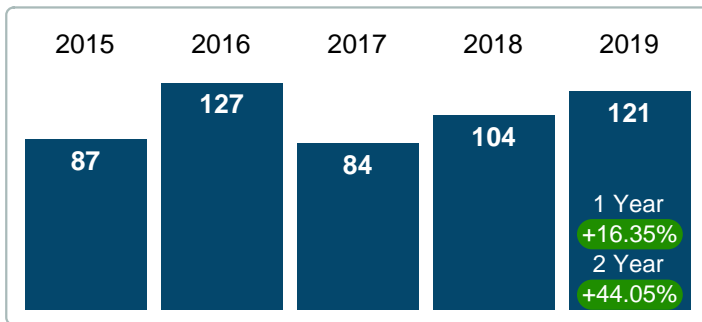
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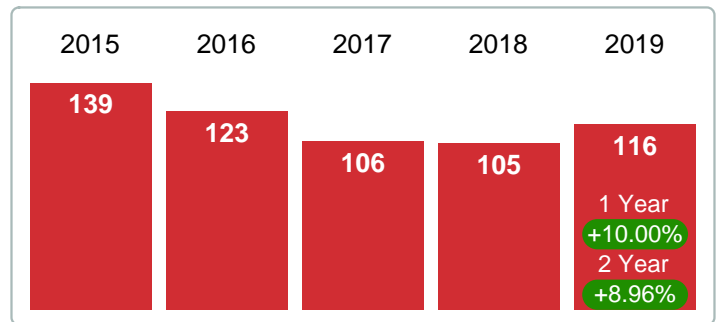
MEDIAN DAYS ON MARKET TO SALE

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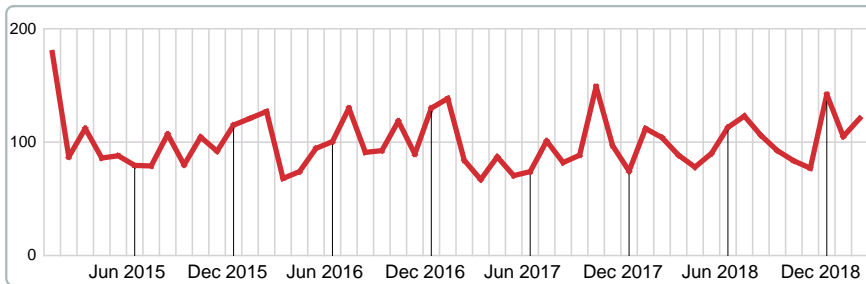
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 105

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 121 above the 5 yr FEB average of 105



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
\$40,000 and less	6.67%	121	121	103	0	0
\$40,001 - \$70,000	17.78%	66	0	83	49	0
\$70,001 - \$80,000	6.67%	43	43	45	0	0
\$80,001 - \$130,000	31.11%	180	295	173	104	198
\$130,001 - \$160,000	13.33%	76	0	64	374	0
\$160,001 - \$240,000	15.56%	262	384	241	262	0
\$240,001 and up	8.89%	92	0	71	113	0
Median Closed DOM		121	208	91	139	198
Total Closed Units	100%	121.0	4	34	6	1
Total Closed Volume		5,467,800	358.80K	4.13M	864.00K	115.00K

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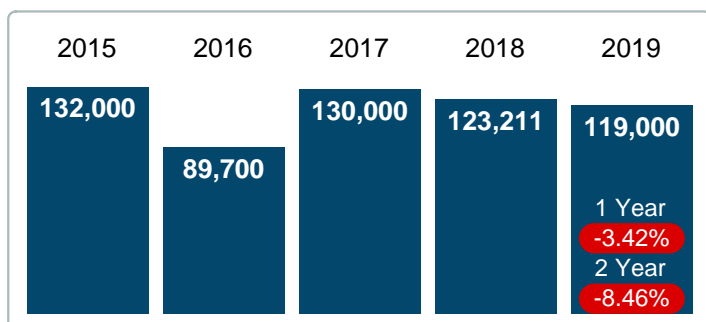
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



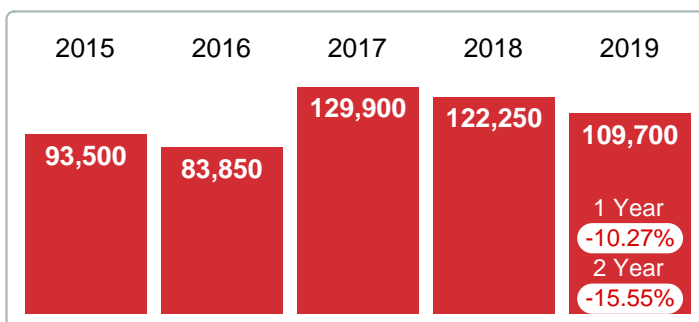
MEDIAN LIST PRICE AT CLOSING

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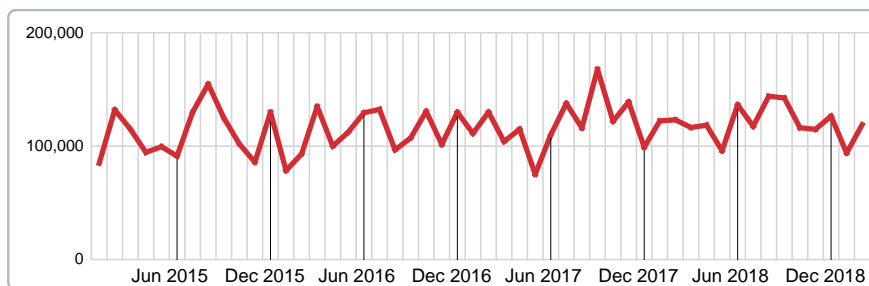
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

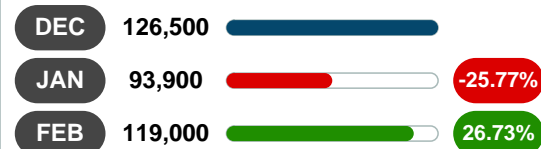


3 MONTHS

5 year FEB AVG = 118,782

High Sep 2017 167,750 Low May 2017 75,200

Median List Price at Closing this month at 119,000 above the 5 yr FEB average of 118,782



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
\$40,000 and less	3	6.67%	35,000	19,900	36,500	0	0
\$40,001 - \$70,000	6	13.33%	52,250	0	52,250	0	0
\$70,001 - \$80,000	5	11.11%	75,000	79,900	74,900	79,900	0
\$80,001 - \$130,000	12	26.67%	104,900	99,900	102,250	109,700	109,900
\$130,001 - \$160,000	7	15.56%	150,000	0	150,000	0	0
\$160,001 - \$240,000	7	15.56%	170,000	179,900	169,500	173,950	0
\$240,001 and up	5	11.11%	259,900	0	255,950	274,900	0
Median List Price			119,000	89,900	119,450	142,250	109,900
Total Closed Units		100%	119,000	4	34	6	1
Total Closed Volume			5,724,600	379.60K	4.31M	922.10K	109.90K

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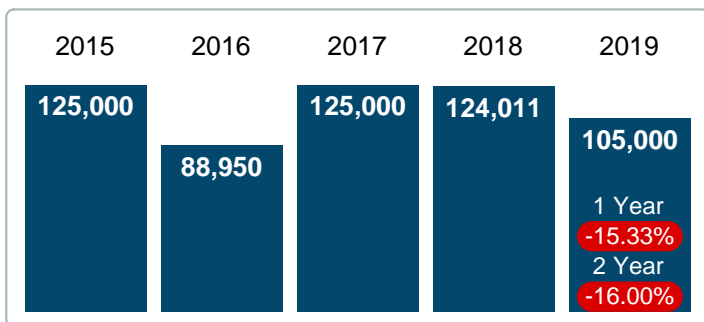
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



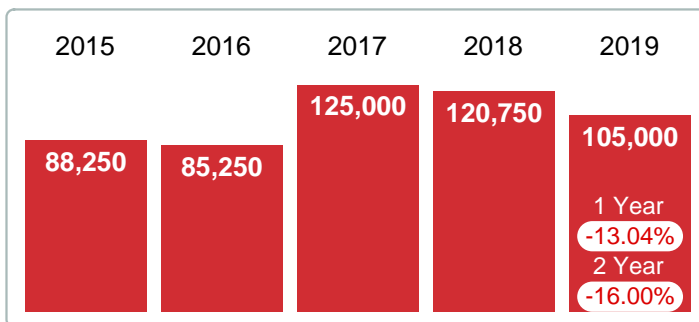
MEDIAN SOLD PRICE AT CLOSING

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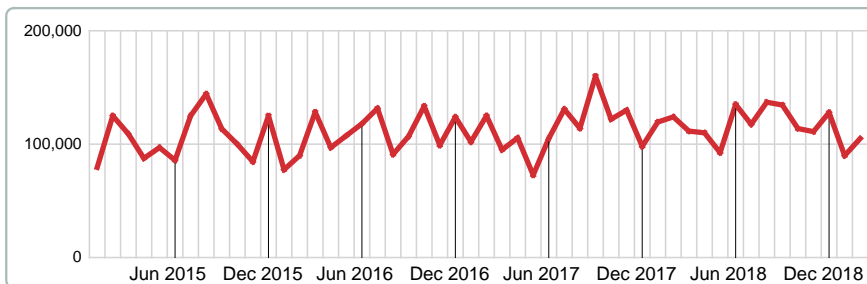
FEBRUARY



YEAR TO DATE (YTD)

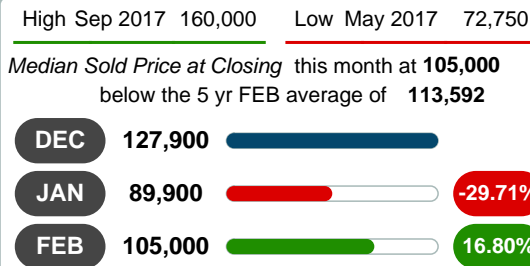


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 113,592



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
\$40,000 and less	6.67%	35,000	15,000	37,500	0	0
\$40,001 - \$70,000	17.78%	52,000	0	50,000	70,000	0
\$70,001 - \$80,000	6.67%	76,900	79,900	75,450	0	0
\$80,001 - \$130,000	31.11%	105,000	84,000	100,500	112,250	115,000
\$130,001 - \$160,000	13.33%	149,000	0	148,000	150,000	0
\$160,001 - \$240,000	15.56%	169,900	179,900	169,900	162,000	0
\$240,001 and up	8.89%	258,250	0	259,000	257,500	0
Median Sold Price		105,000	81,950	105,000	134,750	115,000
Total Closed Units	100%	105,000	4	34	6	1
Total Closed Volume		5,467,800	358.80K	4.13M	864.00K	115.00K

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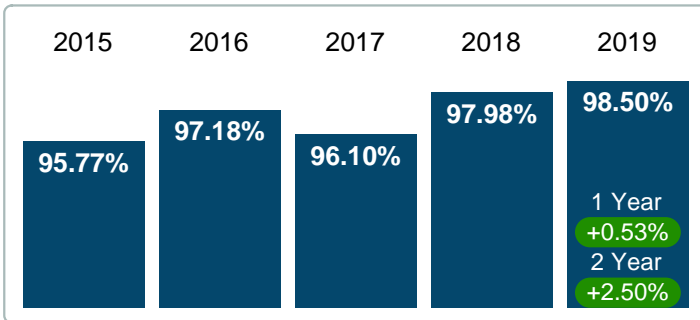
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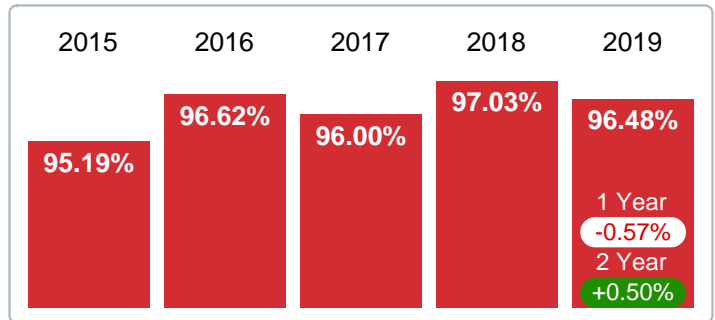
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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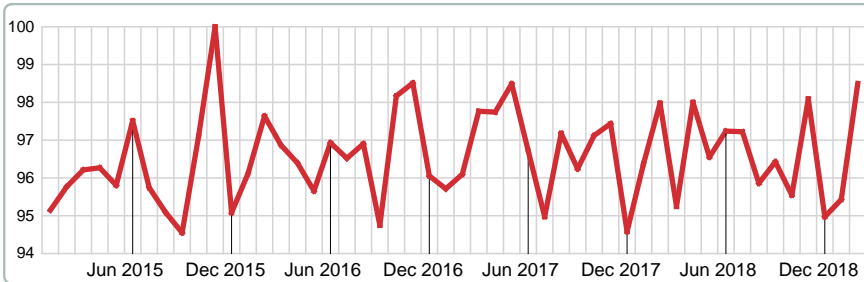
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

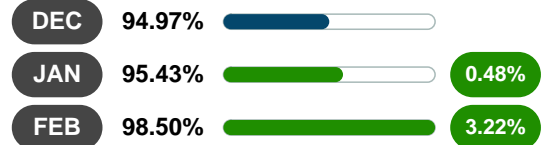


3 MONTHS

5 year FEB AVG = 97.11%

High Nov 2015 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **98.50%**
above the 5 yr FEB average of **97.11%**



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	
\$40,000 and less	<div style="width: 6.67%;"></div> 3	6.67%	80.00%	75.38%	90.00%	0.00%	0.00%	
\$40,001 - \$70,000	<div style="width: 17.78%;"></div> 8	17.78%	94.54%	0.00%	99.08%	87.61%	0.00%	
\$70,001 - \$80,000	<div style="width: 6.67%;"></div> 3	6.67%	100.00%	100.00%	101.34%	0.00%	0.00%	
\$80,001 - \$130,000	<div style="width: 31.11%;"></div> 14	31.11%	97.91%	84.08%	95.64%	102.55%	104.64%	
\$130,001 - \$160,000	<div style="width: 13.33%;"></div> 6	13.33%	96.30%	0.00%	96.50%	82.01%	0.00%	
\$160,001 - \$240,000	<div style="width: 15.56%;"></div> 7	15.56%	98.18%	100.00%	97.06%	98.18%	0.00%	
\$240,001 and up	<div style="width: 8.89%;"></div> 4	8.89%	99.23%	0.00%	99.65%	93.67%	0.00%	
Median Sold/List Ratio		98.50%		92.04%	98.65%	95.93%	104.64%	
Total Closed Units		45	100%	98.50%	4	34	6	1
Total Closed Volume		5,467,800			358.80K	4.13M	864.00K	115.00K

February 2019



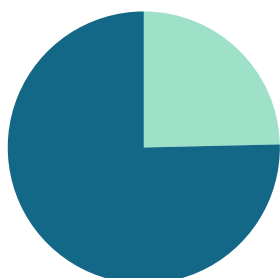
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

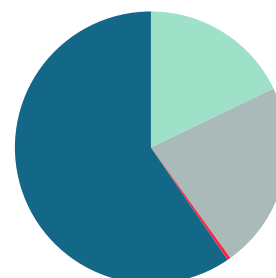


Inventory
 New Listings
51 = 24.64%
 Start Inventory
156
 Total Inventory Units
207
 Volume
\$26,918,750

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%
Median List Price	123,211	119,000	-3.42%	122,250	109,700	-10.27%
Median Sale Price	124,011	105,000	-15.33%	120,750	105,000	-13.04%
Median Percent of Selling Price to List Price	97.98%	98.50%	0.53%	97.03%	96.48%	-0.57%
Median Days on Market to Sale	104.00	121.00	16.35%	105.00	115.50	10.00%
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

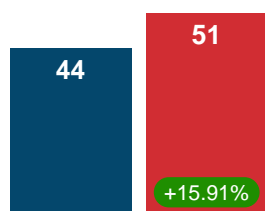
Inventory on February 28, 2019 = **150**

2018 **2019**

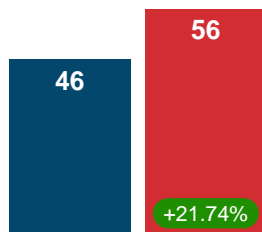
FEBRUARY MARKET

MEDIAN PRICES

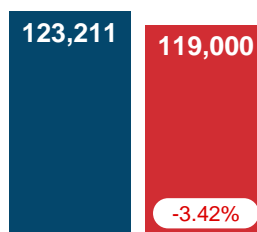
New Listings



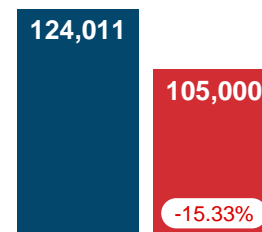
Pending Listings



List Price



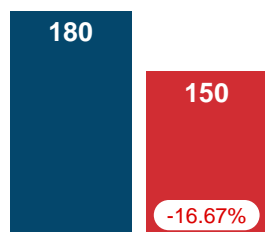
Sale Price



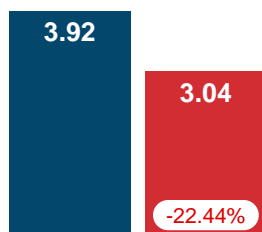
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

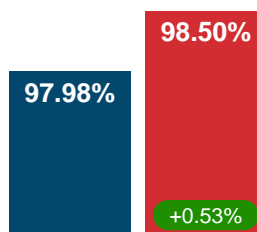
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

