

February 2019



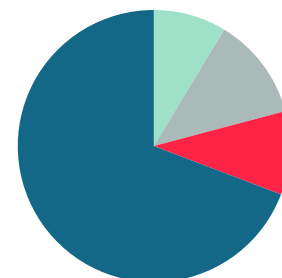
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	February 2019	+/-%
Closed Listings	39	34	-12.82%
Pending Listings	48	48	0.00%
New Listings	95	107	12.63%
Average List Price	120,246	155,985	29.72%
Average Sale Price	111,591	151,704	35.95%
Average Percent of Selling Price to List Price	92.92%	95.97%	3.28%
Average Days on Market to Sale	56.00	64.62	15.39%
End of Month Inventory	322	272	-15.53%
Months Supply of Inventory	6.95	4.50	-35.22%



■ Closed (8.65%)
■ Pending (12.21%)
■ Other OffMarket (9.92%)
■ Active (69.21%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of February 28, 2019 = **272**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **15.53%** to 272 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **4.50** 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 **35.95%** in February 2019 to \$151,704 versus the previous year at \$111,591.

Average Days on Market Lengthens

The average number of **64.62** days that homes spent on the market before selling increased by 8.62 days or **15.39%** in February 2019 compared to last year's same month at **56.00** 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 weak this month.

There were 107 New Listings in February 2019, up **12.63%** from last year at 95. Furthermore, there were 34 Closed Listings this month versus last year at 39, a **-12.82%** decrease.

Closed versus Listed trends yielded a **31.8%** ratio, down from previous year's, February 2018, at **41.1%**, a **22.60%** downswing. This will certainly create pressure on a decreasing Monthly 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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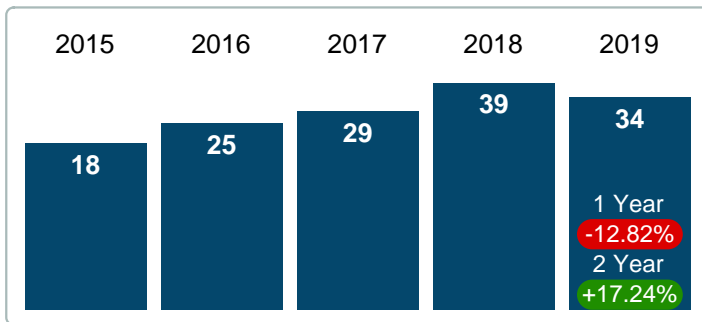
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



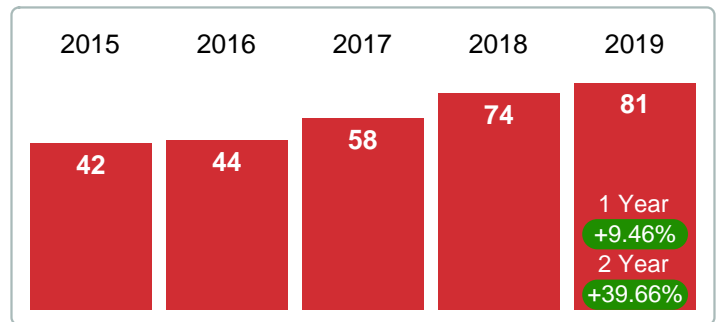
CLOSED LISTINGS

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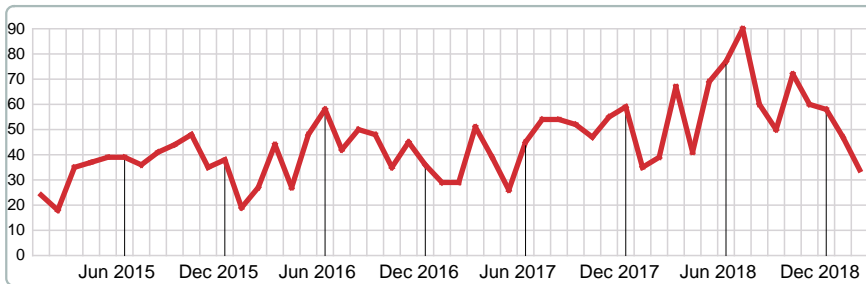
FEBRUARY



YEAR TO DATE (YTD)

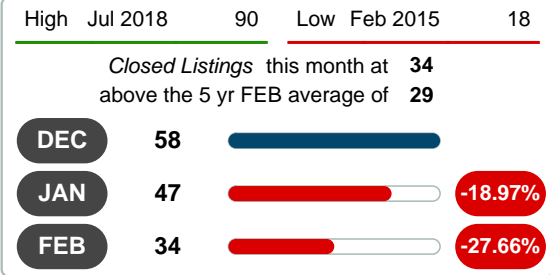


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 29



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	2	5.88%	28.5	0	2	0	0
\$50,001 - \$75,000	5	14.71%	80.6	1	4	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	11	32.35%	55.4	1	6	4	0
\$150,001 - \$200,000	5	14.71%	103.4	0	3	2	0
\$200,001 - \$300,000	7	20.59%	47.1	0	3	4	0
\$300,001 and up	4	11.76%	70.3	0	1	2	1
Total Closed Units	34			2	19	12	1
Total Closed Volume	5,157,951	100%	64.6	199.00K	2.45M	2.20M	314.00K
Average Closed Price	\$151,704			\$99,500	\$128,884	\$183,013	\$314,000

February 2019



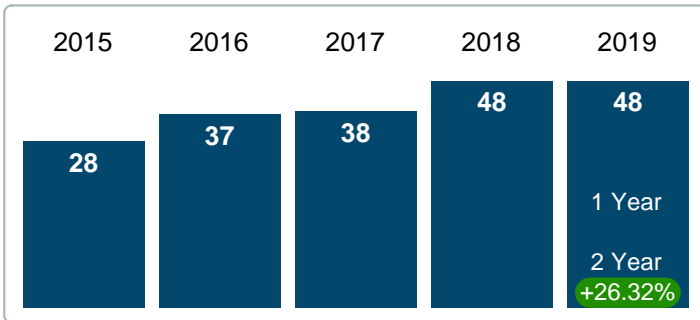
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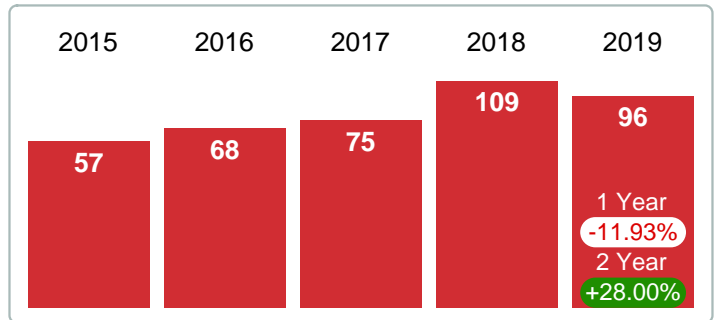
PENDING LISTINGS

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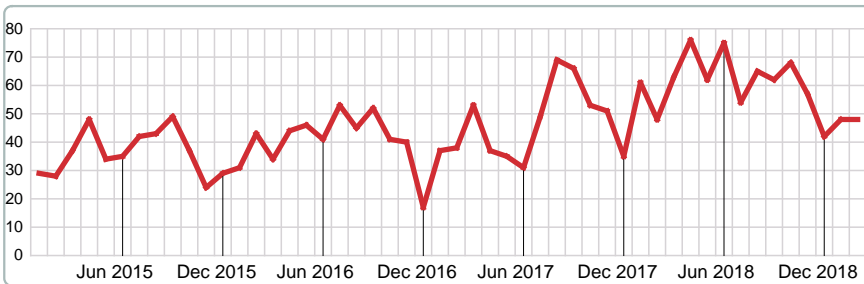
FEBRUARY



YEAR TO DATE (YTD)

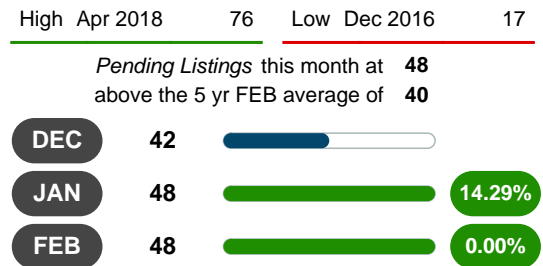


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 40



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	4	8.33%	46.3	1	3	0	0
\$50,001 - \$75,000	5	10.42%	61.0	1	4	0	0
\$75,001 - \$100,000	4	8.33%	91.0	1	3	0	0
\$100,001 - \$150,000	12	25.00%	40.3	2	8	1	1
\$150,001 - \$200,000	10	20.83%	67.3	0	8	2	0
\$200,001 - \$275,000	8	16.67%	86.0	0	3	5	0
\$275,001 and up	5	10.42%	84.0	0	3	1	1
Total Pending Units	48			5	32	9	2
Total Pending Volume	7,690,962	100%	62.7	414.00K	4.80M	1.87M	604.90K
Average Listing Price	\$160,286			\$82,800	\$150,079	\$207,726	\$302,450

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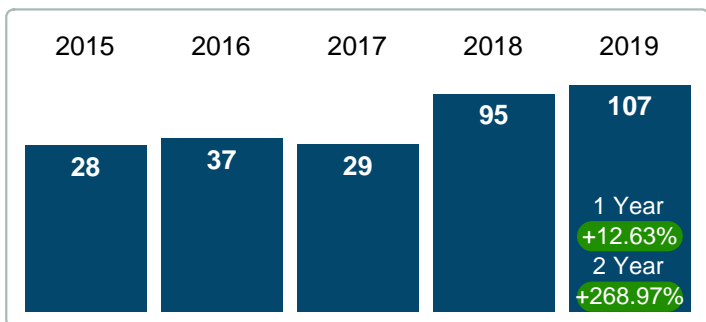
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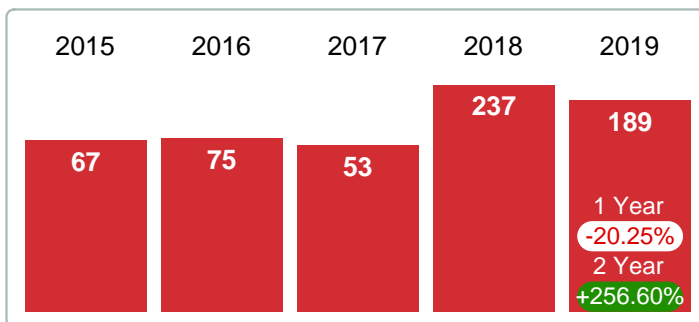
NEW LISTINGS

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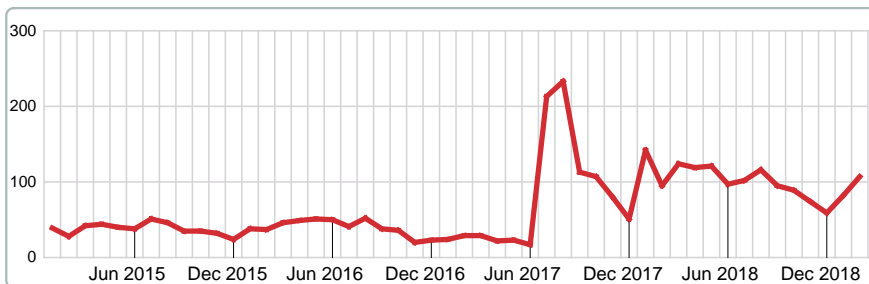
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

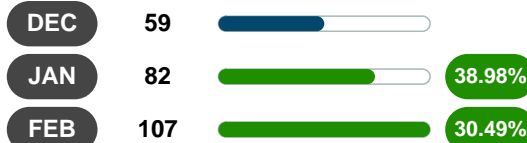


3 MONTHS

5 year FEB AVG = 59

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 107
above the 5 yr FEB average of 59



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	5	4.67%	1	3	1	0
\$50,001 - \$100,000	17	15.89%	6	10	1	0
\$100,001 - \$150,000	19	17.76%	3	13	2	1
\$150,001 - \$225,000	27	25.23%	3	16	8	0
\$225,001 - \$325,000	14	13.08%	0	8	5	1
\$325,001 - \$625,000	14	13.08%	0	8	4	2
\$625,001 and up	11	10.28%	0	5	4	2
Total New Listed Units	107		13	63	25	6
Total New Listed Volume	36,654,736	100%	1.45M	19.81M	10.60M	4.80M
Average New Listed Listing Price	\$176,054		\$111,538	\$314,381	\$423,877	\$800,300

February 2019



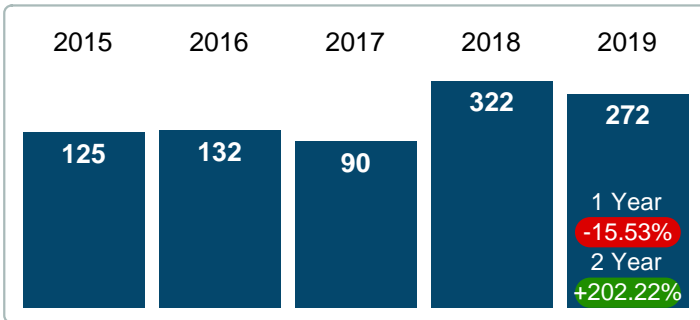
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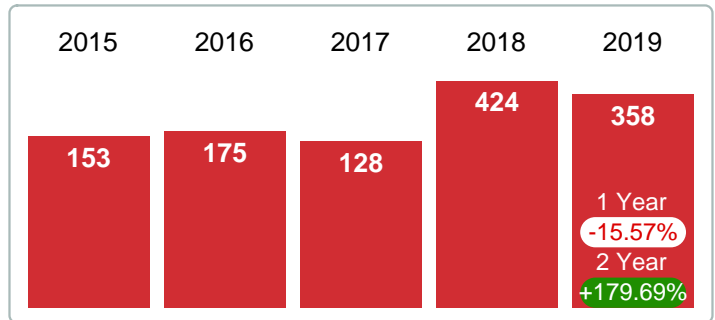
ACTIVE INVENTORY

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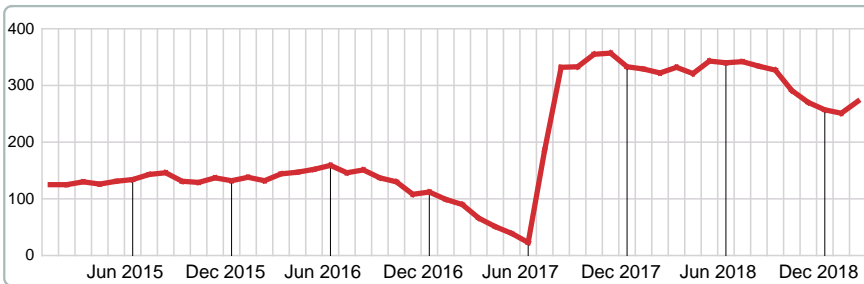
END OF FEBRUARY



ACTIVE DURING FEBRUARY

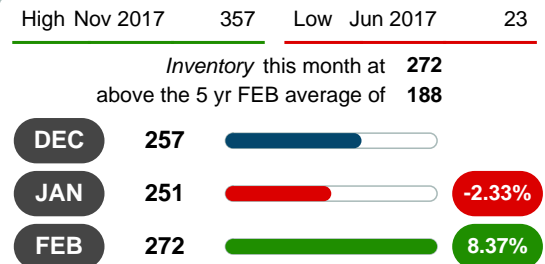


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 188



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	28	10.29%	61.8	15	12	1	0
\$75,001 - \$100,000	18	6.62%	45.0	4	13	1	0
\$100,001 - \$150,000	48	17.65%	60.6	9	30	6	3
\$150,001 - \$225,000	70	25.74%	70.3	5	45	20	0
\$225,001 - \$350,000	47	17.28%	71.7	1	29	14	3
\$350,001 - \$575,000	33	12.13%	71.9	2	12	10	9
\$575,001 and up	28	10.29%	66.6	2	10	8	8
Total Active Inventory by Units	272			38	151	60	23
Total Active Inventory by Volume	81,758,648	100%	66.1	7.33M	39.66M	21.52M	13.25M
Average Active Inventory Listing Price	\$300,583			\$192,929	\$262,639	\$358,712	\$575,922

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Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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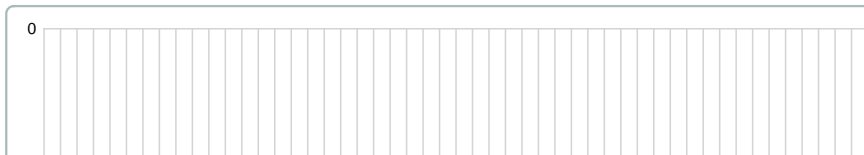
MSI FOR FEBRUARY

2015	2016	2017	2018	2019

INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
272	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
\$75,000 and less	28	10.29%	2.13	3.10	1.78	0.80	0.00
\$75,001 - \$100,000	18	6.62%	2.77	3.00	3.47	0.71	0.00
\$100,001 - \$150,000	48	17.65%	3.56	6.00	3.03	3.43	9.00
\$150,001 - \$225,000	70	25.74%	4.00	8.57	4.00	3.81	0.00
\$225,001 - \$350,000	47	17.28%	6.34	6.00	7.40	4.80	7.20
\$350,001 - \$575,000	33	12.13%	18.00	0.00	18.00	13.33	21.60
\$575,001 and up	28	10.29%	56.00	0.00	120.00	32.00	48.00
Market Supply of Inventory (MSI)		4.50		4.51	4.16	4.42	11.04
Total Active Inventory by Units		272	100%	38	151	60	23

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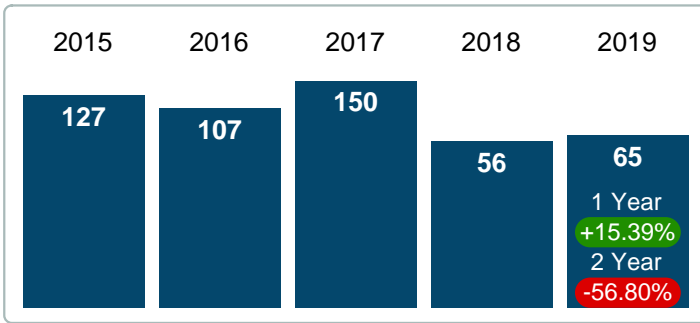
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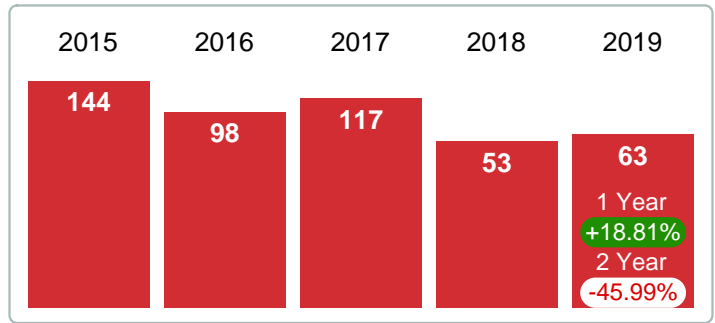
AVERAGE DAYS ON MARKET TO SALE

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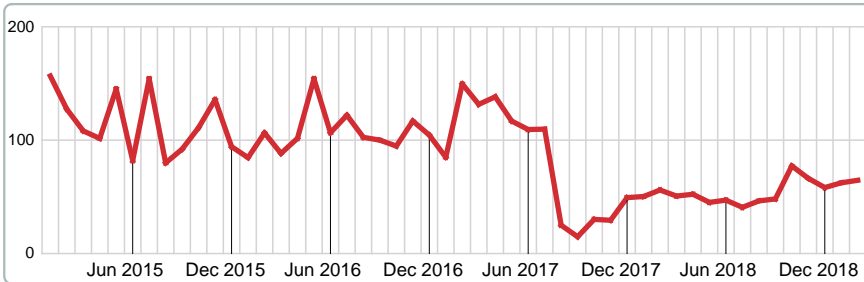
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

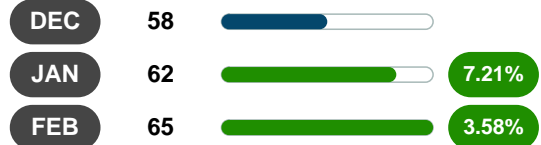


3 MONTHS

5 year FEB AVG = 101

High Jan 2015 157 Low Sep 2017 15

Average Days on Market to Sale this month at 65 below the 5 yr FEB average of 101



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	5.88%	29	0	29	0	0
\$50,001 - \$75,000	14.71%	81	30	93	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$150,000	32.35%	55	95	55	47	0
\$150,001 - \$200,000	14.71%	103	0	114	87	0
\$200,001 - \$300,000	20.59%	47	0	23	65	0
\$300,001 and up	11.76%	70	0	146	1	133
Average Closed DOM		65	63	69	52	133
Total Closed Units	100%	65	2	19	12	1
Total Closed Volume		5,157,951	199.00K	2.45M	2.20M	314.00K

February 2019



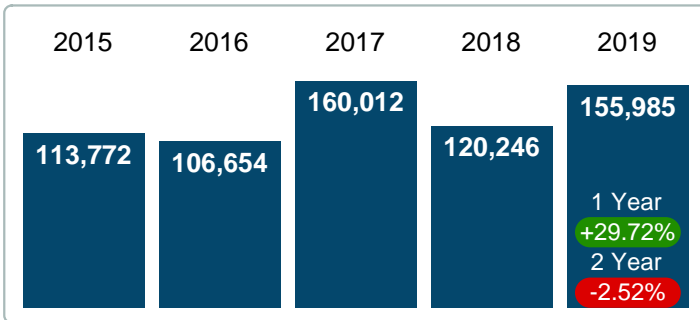
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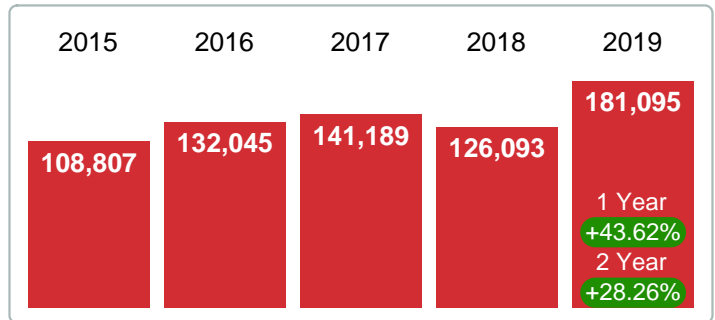
AVERAGE LIST PRICE AT CLOSING

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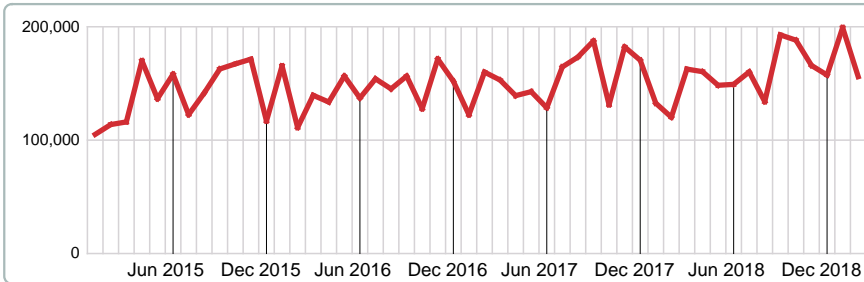
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

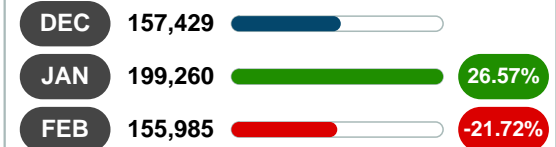


3 MONTHS

5 year FEB AVG = 131,334

High Jan 2019 199,260 Low Jan 2015 105,083

Average List Price at Closing this month at **155,985** above the 5 yr FEB average of **131,334**



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	3	8.82%	44,600	0	42,450	0		
\$50,001 - \$75,000	4	11.76%	61,450	64,000	57,675	0		
\$75,001 - \$75,000	0	0.00%	0	0	0	0		
\$75,001 - \$150,000	9	26.47%	91,044	154,000	101,617	93,675		
\$150,001 - \$200,000	7	20.59%	163,071	0	167,500	160,000		
\$200,001 - \$300,000	7	20.59%	242,923	0	271,633	221,390		
\$300,001 and up	4	11.76%	315,629	0	325,000	311,759		
Average List Price		155,985		109,000	135,142	183,648	314,000	
Total Closed Units		34	100%	155,985	2	19	12	1
Total Closed Volume		5,303,477			218.00K	2.57M	2.20M	314.00K

February 2019



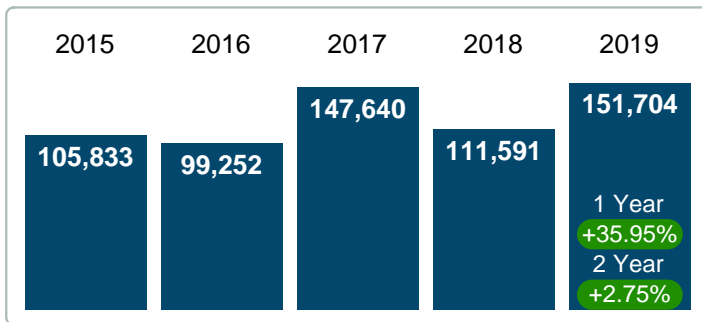
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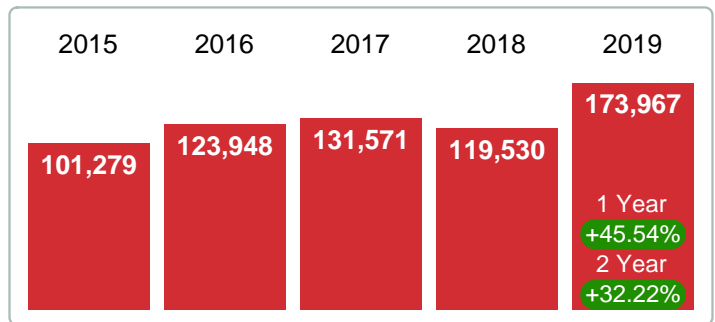
AVERAGE SOLD PRICE AT CLOSING

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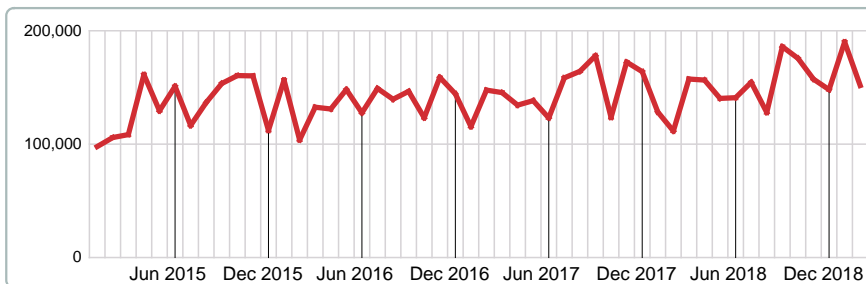
FEBRUARY



YEAR TO DATE (YTD)

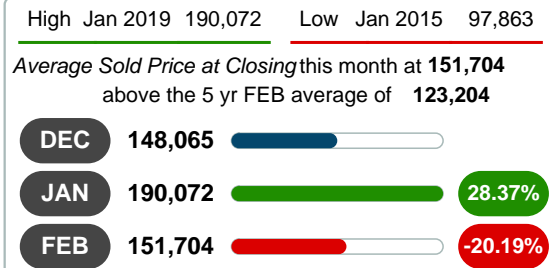


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 123,204



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	2	5.88%	35,750	0	35,750	0		
\$50,001 - \$75,000	5	14.71%	55,100	55,000	55,125	0		
\$75,001 - \$75,000	0	0.00%	0	0	0	0		
\$75,001 - \$150,000	11	32.35%	98,145	144,000	96,817	88,675		
\$150,001 - \$200,000	5	14.71%	159,800	0	160,167	159,250		
\$200,001 - \$300,000	7	20.59%	239,254	0	258,467	224,845		
\$300,001 and up	4	11.76%	314,393	0	320,000	311,786		
Average Sold Price		151,704		99,500	128,884	183,013	314,000	
Total Closed Units		34	100%	151,704	2	19	12	1
Total Closed Volume		5,157,951		199.00K	2.45M	2.20M	314.00K	

February 2019



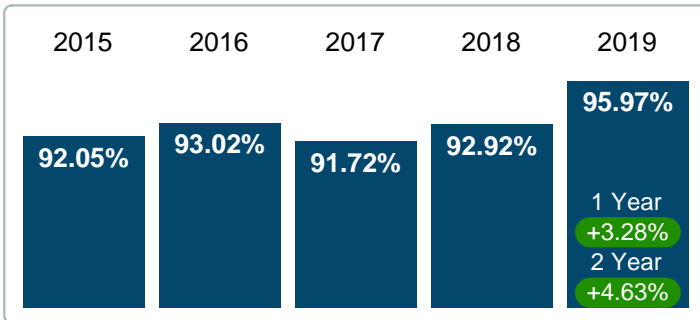
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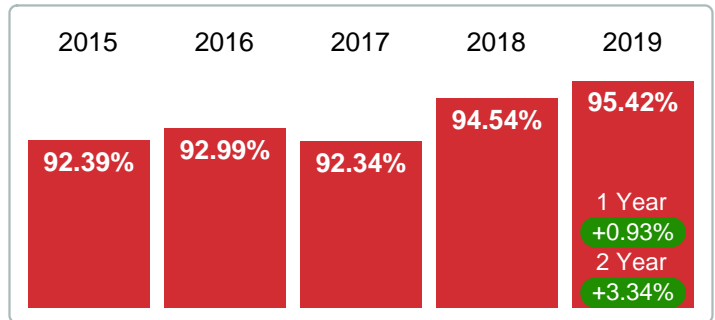
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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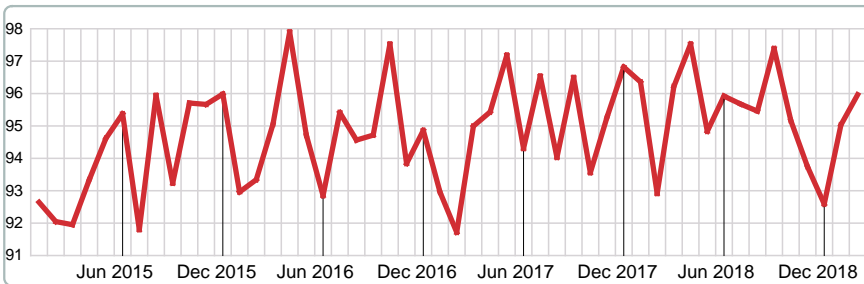
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

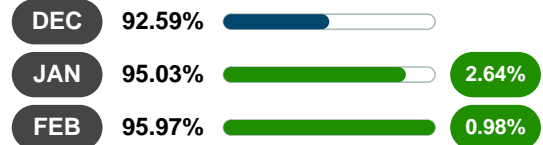


3 MONTHS

5 year FEB AVG = 93.13%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.97%** above the 5 yr FEB average of **93.13%**



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	2	5.88%	83.92%	0.00%	83.92%	0.00%	0.00%
\$50,001 - \$75,000	5	14.71%	94.10%	85.94%	96.14%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$150,000	11	32.35%	95.32%	93.51%	95.88%	94.93%	0.00%
\$150,001 - \$200,000	5	14.71%	97.23%	0.00%	95.70%	99.52%	0.00%
\$200,001 - \$300,000	7	20.59%	98.76%	0.00%	94.93%	101.64%	0.00%
\$300,001 and up	4	11.76%	99.62%	0.00%	98.46%	100.01%	100.00%
Average Sold/List Ratio		96.00%		89.72%	94.63%	98.78%	100.00%
Total Closed Units		34	100%	2	19	12	1
Total Closed Volume		5,157,951		199.00K	2.45M	2.20M	314.00K

February 2019



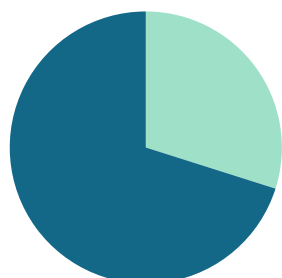
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

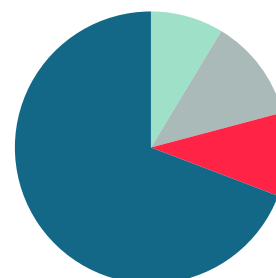


Inventory
 New Listings
107 = 29.89%
 Start Inventory
251
 Total Inventory Units
358
 Volume
\$101,972,210

Market Activity

Closed Sales
34 = 8.65%
 Pending Sales
48 = 12.21%
 Other Off Market
39 = 9.92%
 Active Inventory
272 = 69.21%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	39	34	-12.82%	74	81	9.46%
Pending Sales	48	48	0.00%	109	96	-11.93%
New Listings	95	107	12.63%	237	189	-20.25%
Average List Price	120,246	155,985	29.72%	126,093	181,095	43.62%
Average Sale Price	111,591	151,704	35.95%	119,530	173,967	45.54%
Average Percent of Selling Price to List Price	92.92%	95.97%	3.28%	94.54%	95.42%	0.93%
Average Days on Market to Sale	56.00	64.62	15.39%	53.30	63.32	18.81%
Monthly Inventory	322	272	-15.53%	322	272	-15.53%
Months Supply of Inventory	6.95	4.50	-35.22%	6.95	4.50	-35.22%

Absorption: Last 12 months, an Average of **60** Sales/Month

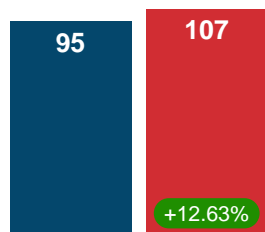
Inventory on February 28, 2019 = **272**

2018 **2019**

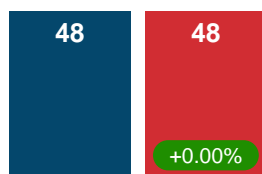
FEBRUARY MARKET

AVERAGE PRICES

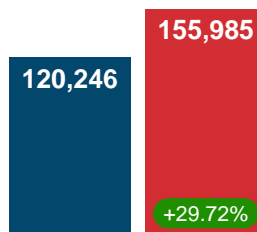
New Listings



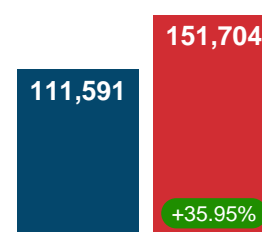
Pending Listings



List Price



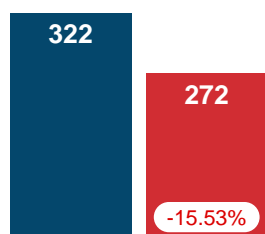
Sale Price



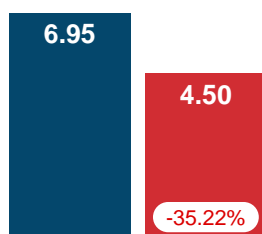
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

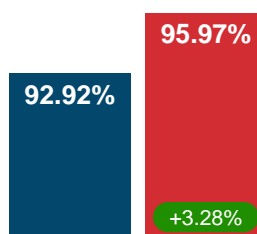
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

