

February 2019



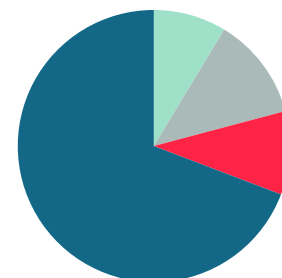
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2018	2019	+/-%
Closed Listings	39	34	-12.82%
Pending Listings	48	48	0.00%
New Listings	95	107	12.63%
Median List Price	117,500	155,750	32.55%
Median Sale Price	108,000	147,000	36.11%
Median Percent of Selling Price to List Price	95.55%	97.49%	2.03%
Median Days on Market to Sale	50.00	52.00	4.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **36.11%** in February 2019 to \$147,000 versus the previous year at \$108,000.

Median Days on Market Lengthens

The median number of **52.00** days that homes spent on the market before selling increased by 2.00 days or **4.00%** in February 2019 compared to last year's same month at **50.00** DOM.

Sales Success for February 2019 is Positive

Overall, with Median 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 Month'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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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



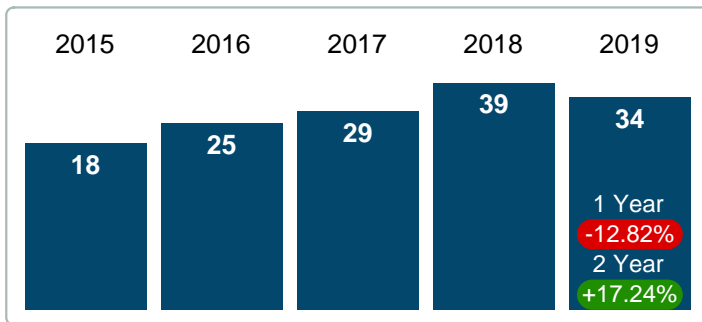
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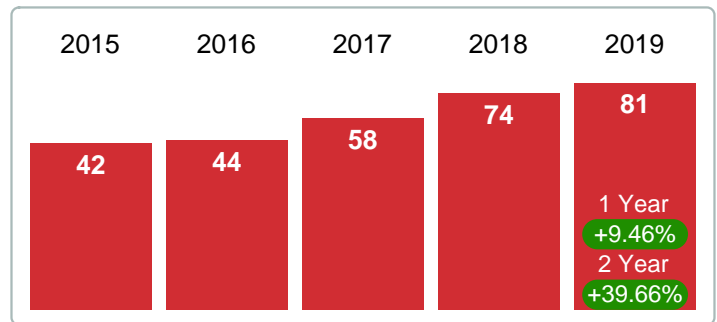
CLOSED LISTINGS

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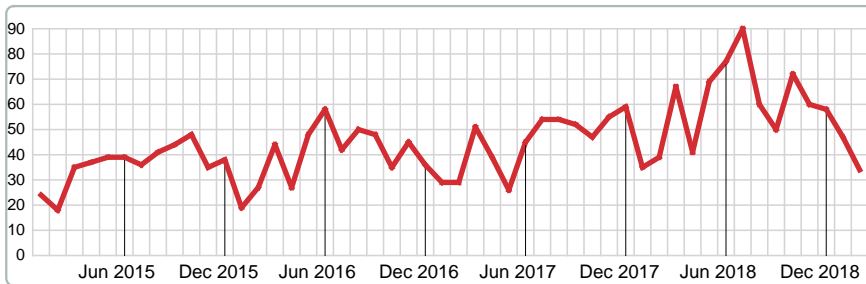
FEBRUARY



YEAR TO DATE (YTD)

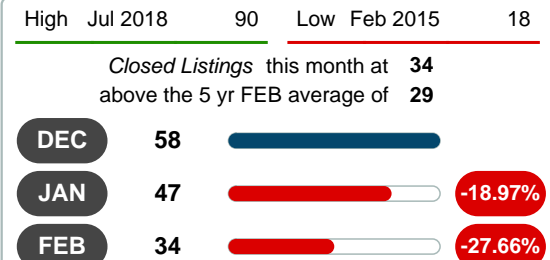


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 29



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	2	5.88%	28.5	0	2	0	0
\$50,001 - \$70,000	5	14.71%	110.0	1	4	0	0
\$70,001 - \$80,000	3	8.82%	51.0	0	2	1	0
\$80,001 - \$160,000	10	29.41%	73.5	1	5	4	0
\$160,001 - \$220,000	5	14.71%	80.0	0	2	3	0
\$220,001 - \$310,000	6	17.65%	19.5	0	3	3	0
\$310,001 and up	3	8.82%	133.0	0	1	1	1
Total Closed Units	34			2	19	12	1
Total Closed Volume	5,157,951	100%	52.0	199.00K	2.45M	2.20M	314.00K
Median Closed Price	\$147,000			\$99,500	\$86,000	\$188,730	\$314,000

February 2019



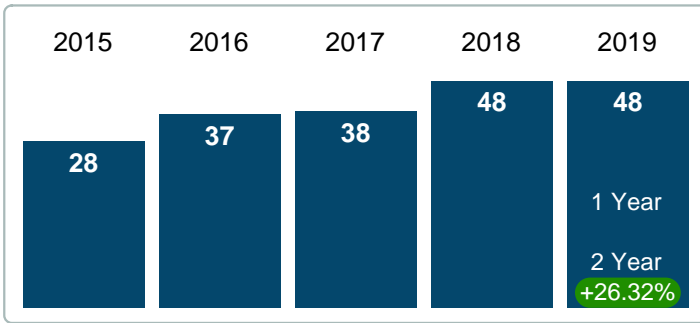
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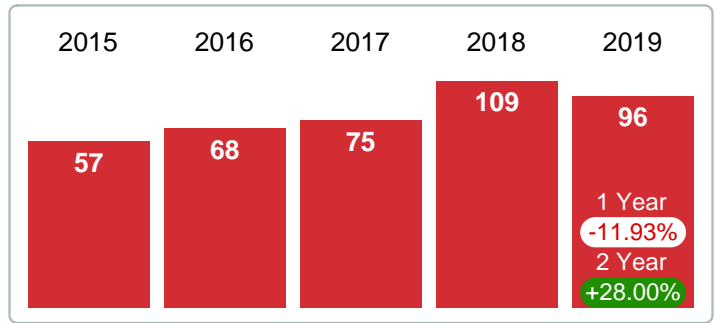
PENDING LISTINGS

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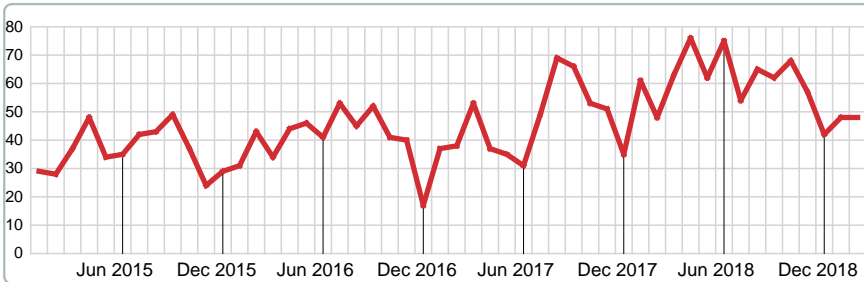
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 40

High Apr 2018 76 Low Dec 2016 17

Pending Listings this month at **48**
above the 5 yr FEB average of **40**

DEC	42	<div style="width: 80%;"></div>
JAN	48	<div style="width: 100%;"></div> 14.29%
FEB	48	<div style="width: 100%;"></div> 0.00%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	8.33%	35.0	1	3	0	0
\$60,001 - \$90,000	7	14.58%	67.0	2	5	0	0
\$90,001 - \$110,000	5	10.42%	94.0	1	3	1	0
\$110,001 - \$160,000	13	27.08%	29.0	1	11	0	1
\$160,001 - \$210,000	8	16.67%	65.0	0	5	3	0
\$210,001 - \$280,000	6	12.50%	95.0	0	2	4	0
\$280,001 and up	5	10.42%	123.0	0	3	1	1
Total Pending Units	48			5	32	9	2
Total Pending Volume	7,690,962	100%	54.5	414.00K	4.80M	1.87M	604.90K
Median Listing Price	\$144,700			\$80,000	\$136,200	\$211,900	\$302,450

February 2019



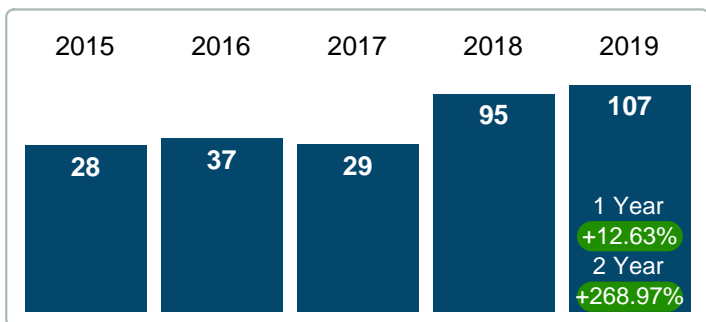
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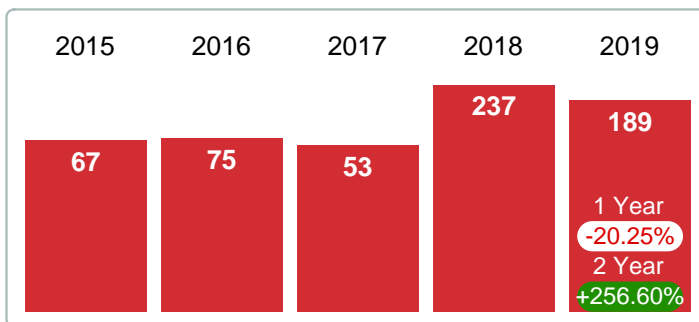
NEW LISTINGS

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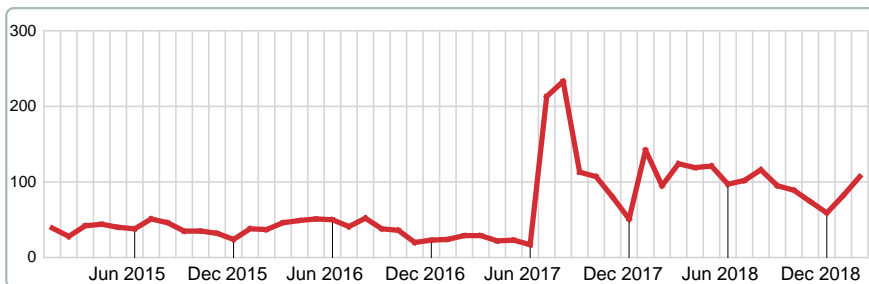
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

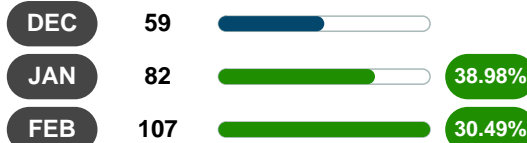


3 MONTHS

5 year FEB AVG = 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
Median New Listed Listing Price	\$183,500		\$99,000	\$165,000	\$235,000	\$577,000

February 2019



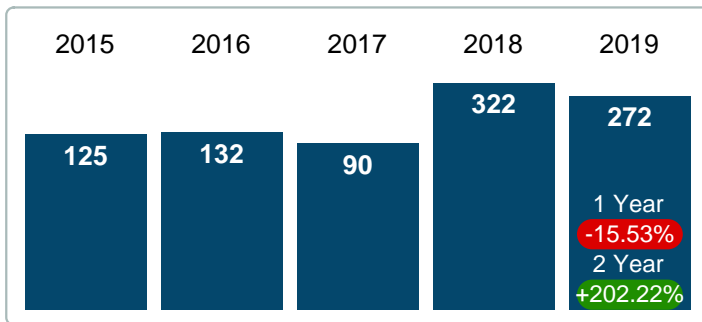
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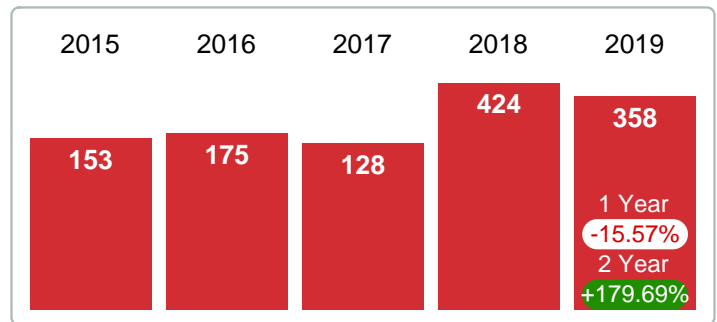
ACTIVE INVENTORY

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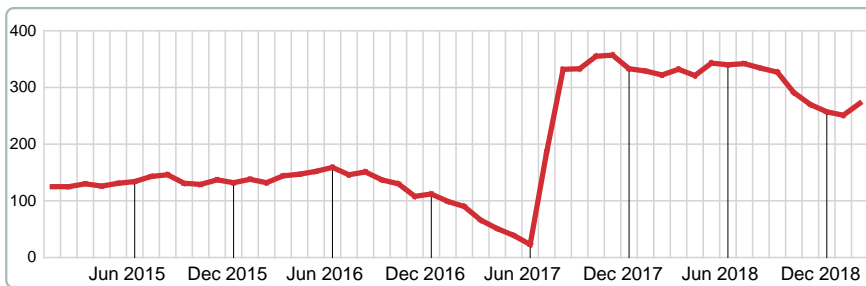
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 188

High Nov 2017 357 Low Jun 2017 23

Inventory this month at 272
above the 5 yr FEB average of 188



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	28	10.29%	41.5	15	12	1	0	
\$75,001 - \$100,000	18	6.62%	32.5	4	13	1	0	
\$100,001 - \$150,000	48	17.65%	43.5	9	30	6	3	
\$150,001 - \$225,000	70	25.74%	58.0	5	45	20	0	
\$225,001 - \$350,000	47	17.28%	56.0	1	29	14	3	
\$350,001 - \$575,000	33	12.13%	49.0	2	12	10	9	
\$575,001 and up	28	10.29%	34.5	2	10	8	8	
Total Active Inventory by Units		272		38	151	60	23	
Total Active Inventory by Volume		81,758,648	100%	44.0	7.33M	39.66M	21.52M	13.25M
Median Active Inventory Listing Price		\$189,950			\$101,950	\$183,500	\$237,450	\$425,000

February 2019



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



MONTHS SUPPLY of INVENTORY (MSI)

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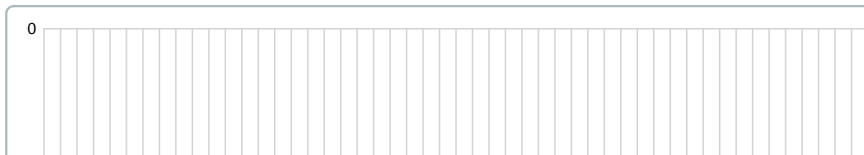
MSI FOR FEBRUARY

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%	4.50	38	151	60	23	

February 2019



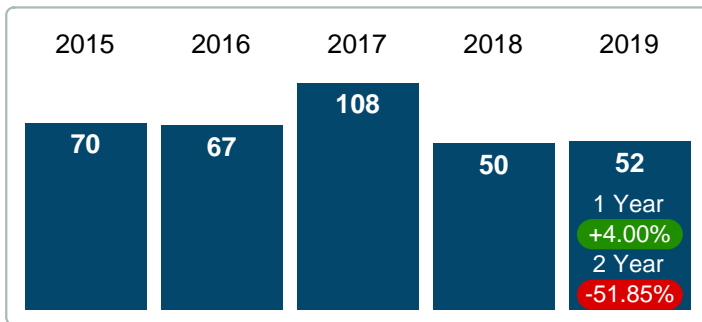
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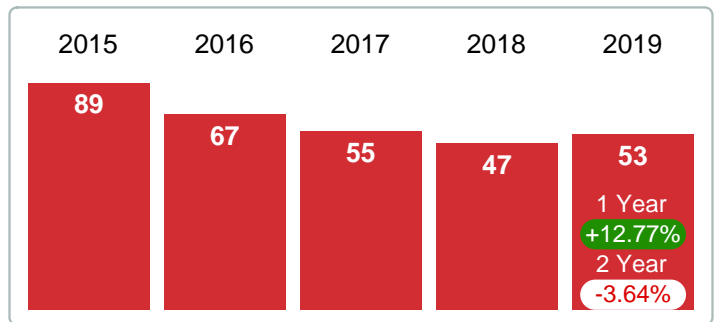
MEDIAN DAYS ON MARKET TO SALE

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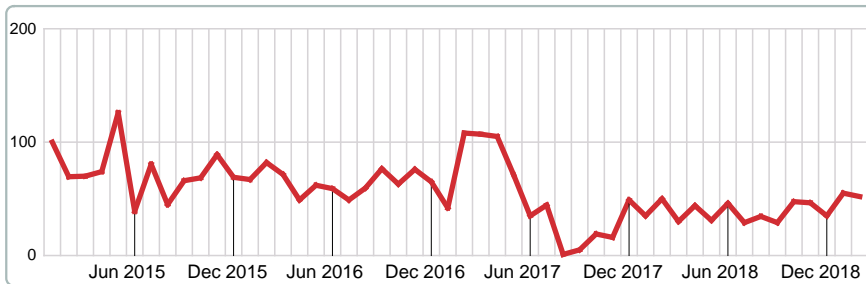
FEBRUARY



YEAR TO DATE (YTD)

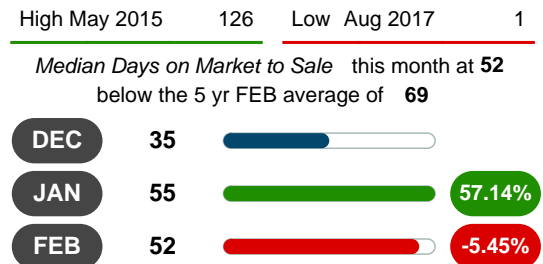


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 69



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	2	5.88%	29	0	29	0	0
\$50,001 - \$70,000	5	14.71%	110	30	117	0	0
\$70,001 - \$80,000	3	8.82%	51	0	42	51	0
\$80,001 - \$160,000	10	29.41%	74	95	65	68	0
\$160,001 - \$220,000	5	14.71%	80	0	105	24	0
\$220,001 - \$310,000	6	17.65%	20	0	22	1	0
\$310,001 and up	3	8.82%	133	0	146	1	133
Median Closed DOM			52	63	60	38	133
Total Closed Units		100%	52.0	2	19	12	1
Total Closed Volume			5,157,951	199.00K	2.45M	2.20M	314.00K

February 2019



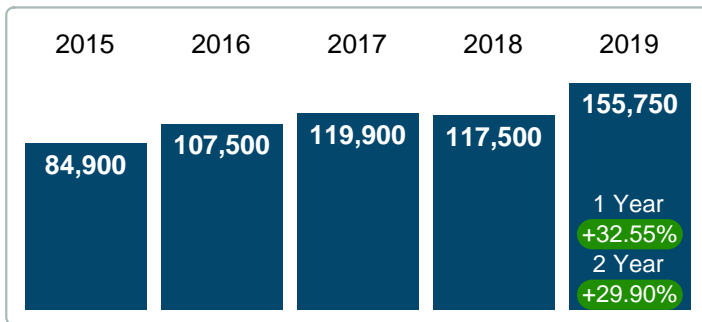
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



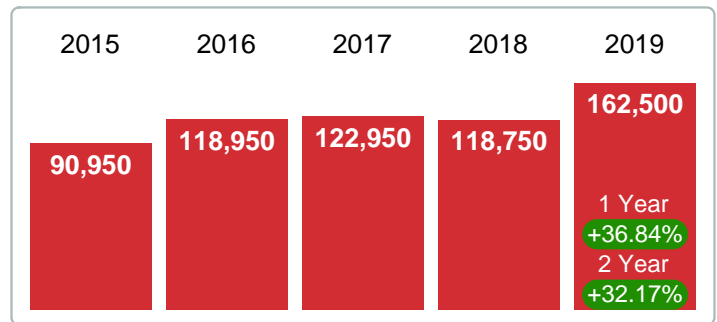
MEDIAN LIST PRICE AT CLOSING

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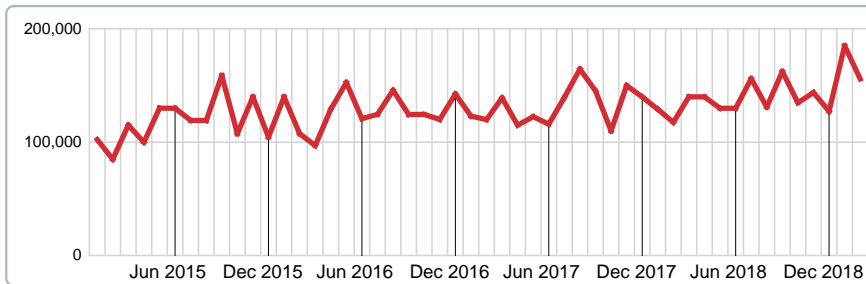
FEBRUARY



YEAR TO DATE (YTD)

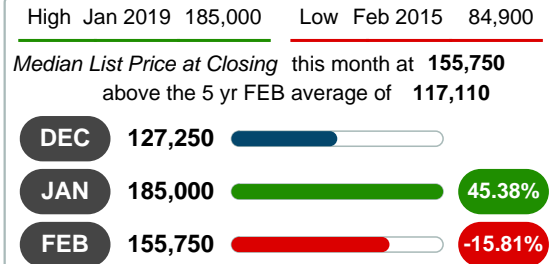


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 117,110



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	3	45,000	0	45,000	0	0
\$50,001 - \$75,000	4	62,950	64,000	61,900	0	0
\$75,001 - \$75,000	0	62,950	0	0	0	0
\$75,001 - \$150,000	9	85,000	0	84,900	89,950	0
\$150,001 - \$200,000	7	162,500	154,000	167,250	160,000	0
\$200,001 - \$300,000	7	246,920	0	279,900	215,820	0
\$300,001 and up	4	313,759	0	325,000	311,759	314,000
Median List Price		155,750	109,000	87,900	184,750	314,000
Total Closed Units		34	2	19	12	1
Total Closed Volume		5,303,477	218.00K	2.57M	2.20M	314.00K

February 2019



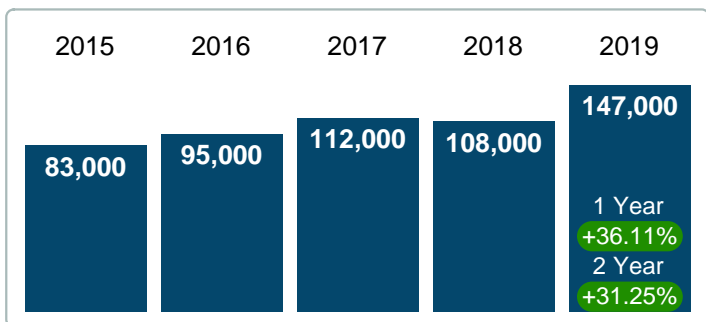
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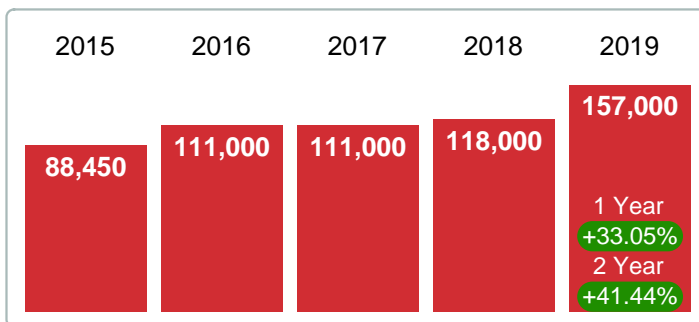
MEDIAN SOLD PRICE AT CLOSING

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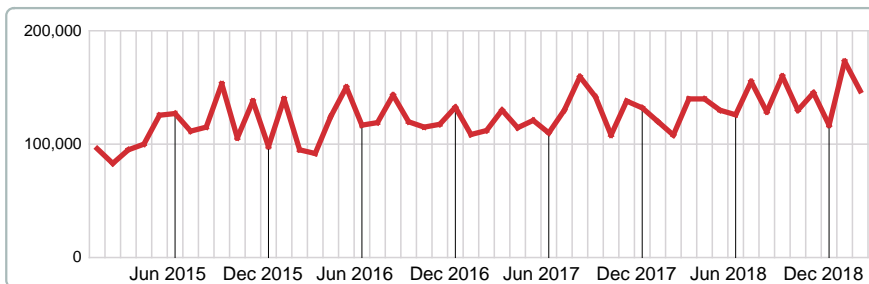
FEBRUARY



YEAR TO DATE (YTD)

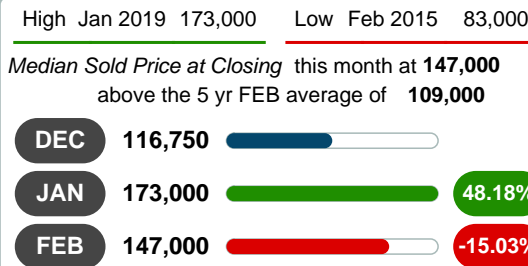


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 109,000



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	2	5.88%	35,750	0	35,750	0		
\$50,001 - \$70,000	5	14.71%	55,000	55,000	55,000	0		
\$70,001 - \$80,000	3	8.82%	77,000	0	76,500	78,000		
\$80,001 - \$160,000	10	29.41%	103,000	144,000	106,000	94,850		
\$160,001 - \$220,000	5	14.71%	163,000	0	162,750	214,960		
\$220,001 - \$310,000	6	17.65%	260,960	0	275,000	246,920		
\$310,001 and up	3	8.82%	314,000	0	320,000	313,571		
Median Sold Price		147,000		99,500	86,000	188,730	314,000	
Total Closed Units		34	100%	147,000	2	19	12	1
Total Closed Volume		5,157,951		199.00K	2.45M	2.20M	314.00K	

February 2019



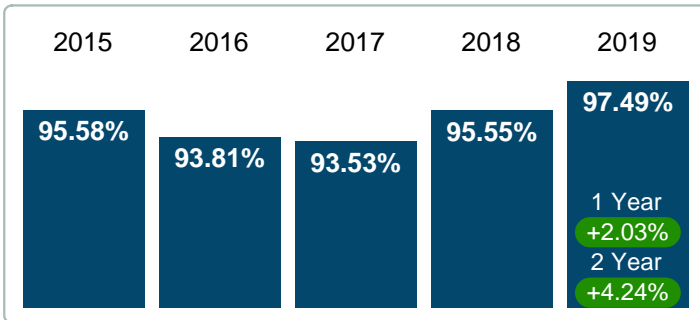
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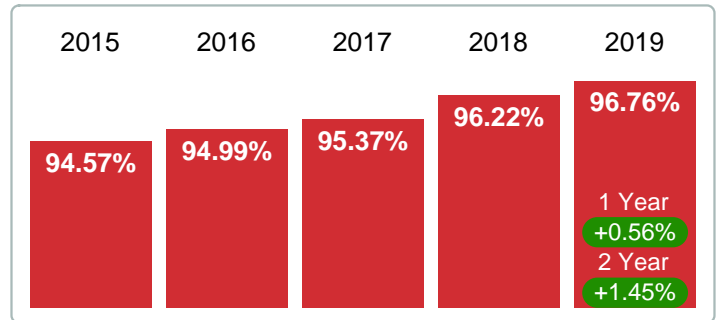
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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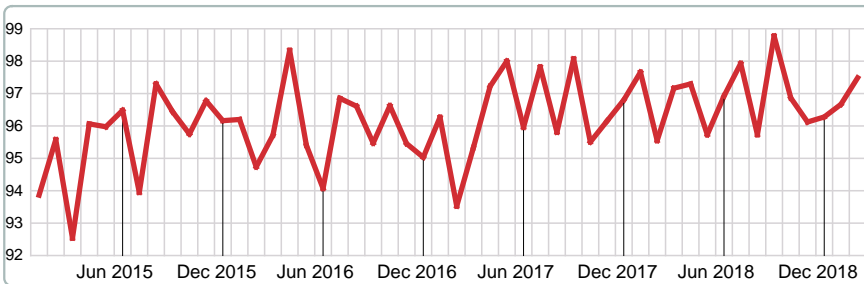
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

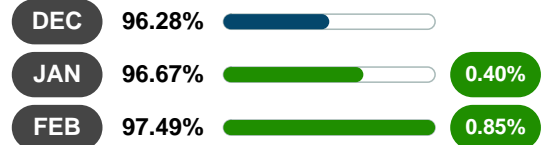


3 MONTHS

5 year FEB AVG = 95.19%

High Sep 2018 98.78% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **97.49%**
above the 5 yr FEB average of **95.19%**



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	2	5.88%	83.92%	0.00%	83.92%	0.00%	0.00%
\$50,001 - \$70,000	5	14.71%	92.45%	85.94%	96.22%	0.00%	0.00%
\$70,001 - \$80,000	3	8.82%	91.87%	0.00%	93.51%	91.87%	0.00%
\$80,001 - \$160,000	10	29.41%	95.88%	93.51%	97.25%	96.78%	0.00%
\$160,001 - \$220,000	5	14.71%	100.62%	0.00%	97.82%	101.57%	0.00%
\$220,001 - \$310,000	6	17.65%	99.64%	0.00%	96.49%	100.00%	0.00%
\$310,001 and up	3	8.82%	100.00%	0.00%	98.46%	100.02%	100.00%
Median Sold/List Ratio		97.49%		89.72%	96.32%	100.00%	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



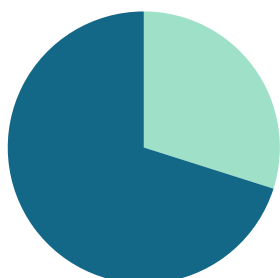
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

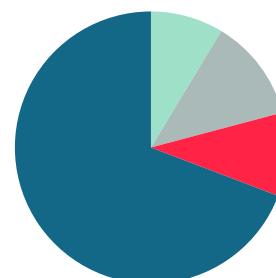


Inventory
 New Listings
107 = 29.89%
 Start Inventory
251
 Total Inventory Units
358
 Volume
\$101,972,210

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%
Median List Price	117,500	155,750	32.55%	118,750	162,500	36.84%
Median Sale Price	108,000	147,000	36.11%	118,000	157,000	33.05%
Median Percent of Selling Price to List Price	95.55%	97.49%	2.03%	96.22%	96.76%	0.56%
Median Days on Market to Sale	50.00	52.00	4.00%	47.00	53.00	12.77%
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

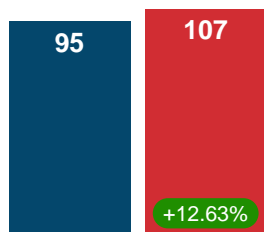
Inventory on February 28, 2019 = **272**

2018 **2019**

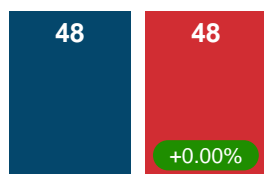
FEBRUARY MARKET

MEDIAN PRICES

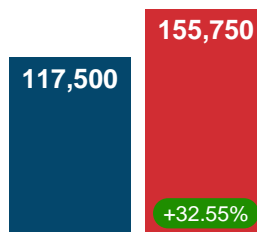
New Listings



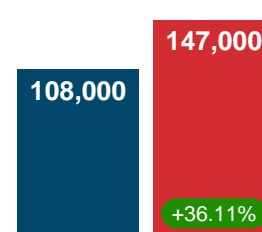
Pending Listings



List Price



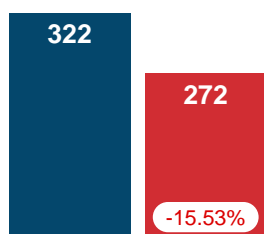
Sale Price



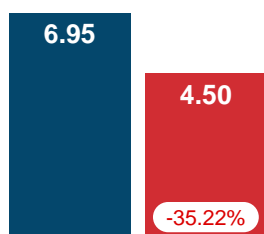
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

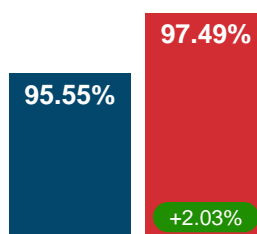
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

