

February 2019



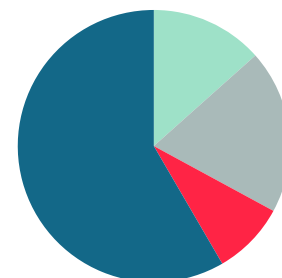
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2018	2019	+/-%
Closed Listings	662	601	-9.21%
Pending Listings	766	874	14.10%
New Listings	1,189	1,155	-2.86%
Average List Price	206,636	198,959	-3.72%
Average Sale Price	201,438	193,632	-3.88%
Average Percent of Selling Price to List Price	97.30%	96.82%	-0.49%
Average Days on Market to Sale	55.07	52.80	-4.12%
End of Month Inventory	2,928	2,617	-10.62%
Months Supply of Inventory	3.55	3.16	-11.08%



■ Closed (13.41%)
■ Pending (19.50%)
■ Other OffMarket (8.70%)
■ Active (58.39%)

Absorption: Last 12 months, an Average of **828** Sales/Month
Active Inventory as of February 28, 2019 = **2,617**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **10.62%** to 2,617 existing homes available for sale. Over the last 12 months this area has had an average of 828 closed sales per month. This represents an unsold inventory index of **3.16** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.88%** in February 2019 to \$193,632 versus the previous year at \$201,438.

Average Days on Market Shortens

The average number of **52.80** days that homes spent on the market before selling decreased by 2.27 days or **4.12%** in February 2019 compared to last year's same month at **55.07** DOM.

Sales Success for February 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 1,155 New Listings in February 2019, down **2.86%** from last year at 1,189. Furthermore, there were 601 Closed Listings this month versus last year at 662, a **-9.21%** decrease.

Closed versus Listed trends yielded a **52.0%** ratio, down from previous year's, February 2018, at **55.7%**, a **6.54%** downswing. 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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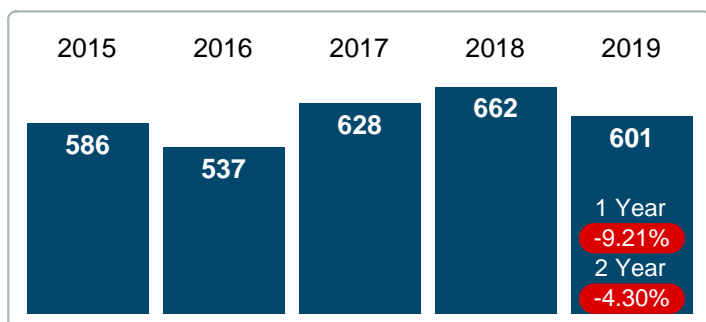
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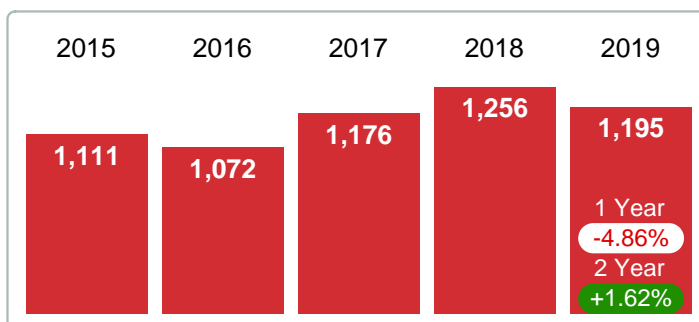
CLOSED LISTINGS

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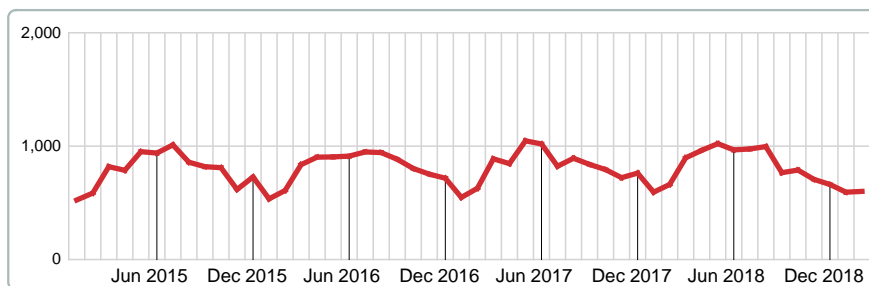
FEBRUARY



YEAR TO DATE (YTD)

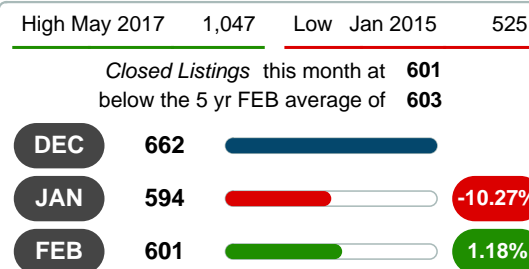


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 603



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	39	6.49%	40.8	17	18	4	0
\$50,001 - \$100,000	81	13.48%	49.6	28	44	8	1
\$100,001 - \$125,000	56	9.32%	53.6	8	41	5	2
\$125,001 - \$175,000	160	26.62%	48.7	13	127	19	1
\$175,001 - \$225,000	99	16.47%	45.8	6	58	33	2
\$225,001 - \$300,000	90	14.98%	66.2	4	27	53	6
\$300,001 and up	76	12.65%	63.8	0	17	43	16
Total Closed Units	601			76	332	165	28
Total Closed Volume	116,372,624	100%	52.8	7.68M	52.74M	44.06M	11.89M
Average Closed Price	\$193,632			\$101,057	\$158,860	\$267,046	\$424,580

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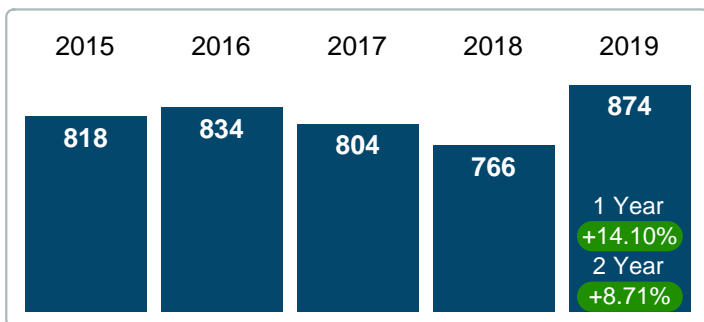
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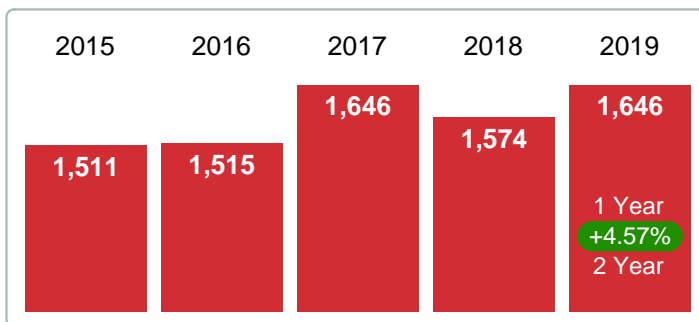
PENDING LISTINGS

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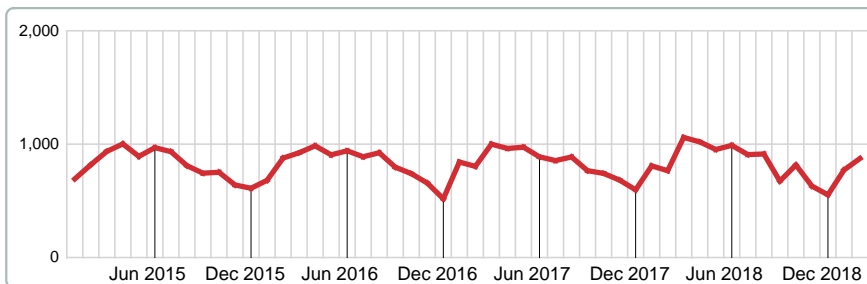
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

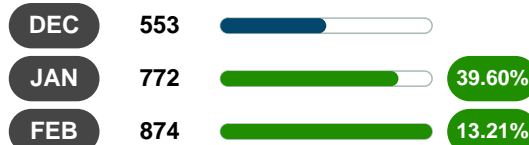


3 MONTHS

5 year FEB AVG = 819

High Mar 2018 1,059 Low Dec 2016 518

Pending Listings this month at **874**
above the 5 yr FEB average of **819**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	86	9.84%	40.1	47	37	2	0
\$75,001 - \$100,000	70	8.01%	43.1	20	39	10	1
\$100,001 - \$125,000	80	9.15%	48.7	9	68	3	0
\$125,001 - \$175,000	225	25.74%	41.4	18	176	30	1
\$175,001 - \$250,000	208	23.80%	51.5	4	106	91	7
\$250,001 - \$350,000	116	13.27%	52.8	1	25	78	12
\$350,001 and up	89	10.18%	58.3	2	17	51	19
Total Pending Units	874			101	468	265	40
Total Pending Volume	186,461,602	100%	47.7	10.39M	78.64M	78.72M	18.71M
Average Listing Price	\$213,344			\$102,901	\$168,034	\$297,054	\$467,728

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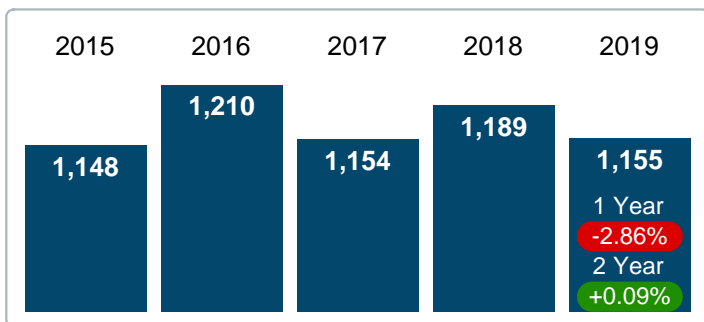
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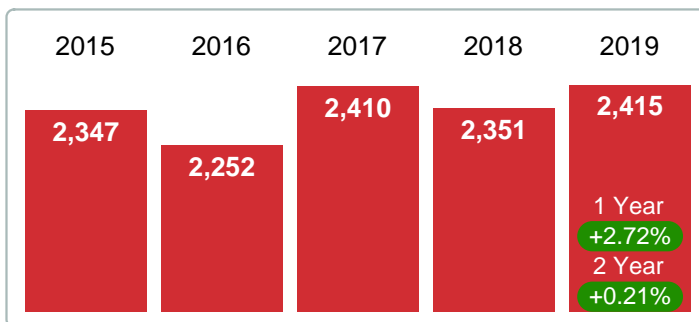
NEW LISTINGS

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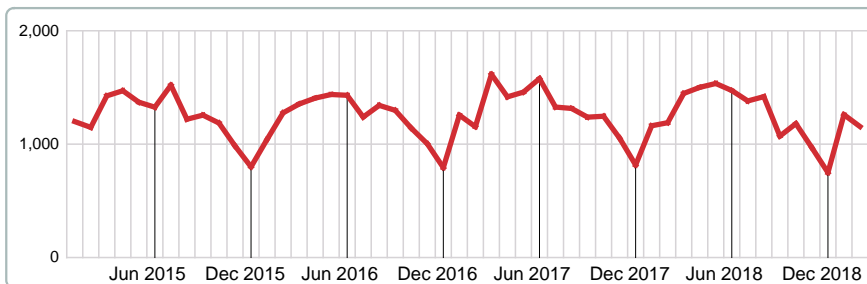
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,171

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,155 below the 5 yr FEB average of 1,171



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	82	7.10%	53	19	9	1
\$50,001 - \$100,000	130	11.26%	42	77	11	0
\$100,001 - \$150,000	183	15.84%	21	146	15	1
\$150,001 - \$225,000	321	27.79%	27	189	98	7
\$225,001 - \$300,000	159	13.77%	5	55	88	11
\$300,001 - \$475,000	155	13.42%	2	28	96	29
\$475,001 and up	125	10.82%	1	19	61	44
Total New Listed Units	1,155		151	533	378	93
Total New Listed Volume	297,794,933	100%	15.83M	98.36M	131.31M	52.29M
Average New Listed Listing Price	\$219,316		\$104,850	\$184,543	\$347,373	\$562,301

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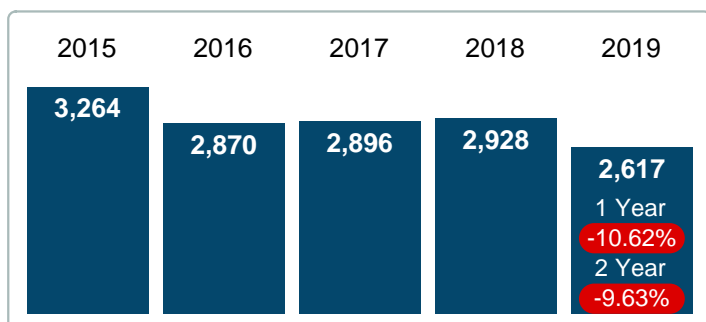
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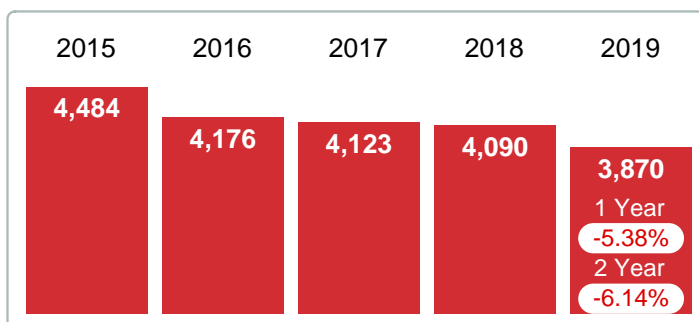
ACTIVE INVENTORY

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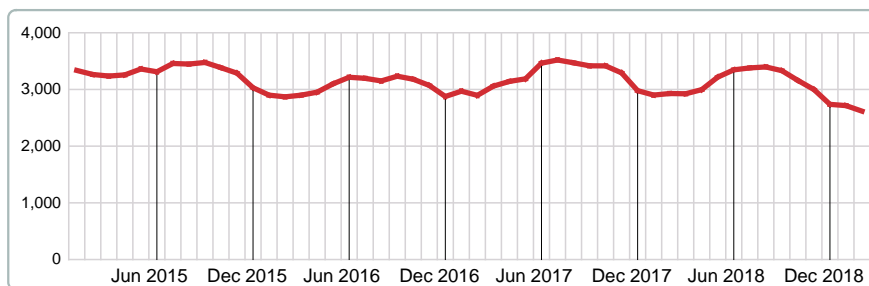
END OF FEBRUARY



ACTIVE DURING FEBRUARY

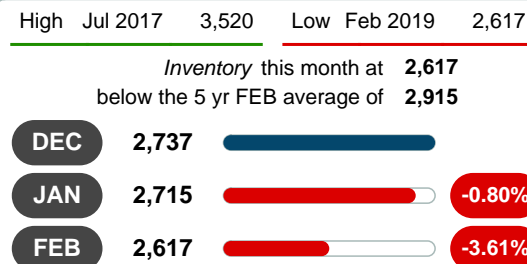


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2,915



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	263	10.05%	85.1	144	99	18	2
\$75,001 - \$125,000	275	10.51%	104.1	71	182	22	0
\$125,001 - \$175,000	377	14.41%	58.5	35	255	80	7
\$175,001 - \$275,000	615	23.50%	63.6	46	285	256	28
\$275,001 - \$375,000	446	17.04%	66.6	10	130	252	54
\$375,001 - \$575,000	364	13.91%	73.5	4	66	211	83
\$575,001 and up	277	10.58%	74.2	2	27	131	117
Total Active Inventory by Units	2,617			312	1,044	970	291
Total Active Inventory by Volume	833,036,812	100%	72.3	36.59M	225.72M	377.85M	192.87M
Average Active Inventory Listing Price	\$318,317			\$117,274	\$216,207	\$389,539	\$662,799

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Area Delimited by County Of Tulsa - 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 %
2,617	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	263		10.05%	2.84	3.60	2.08	3.72	8.00	
\$75,001 - \$125,000	275		10.51%	2.00	3.23	1.76	2.05	0.00	
\$125,001 - \$175,000	377		14.41%	1.86	2.51	1.64	2.55	2.80	
\$175,001 - \$275,000	615		23.50%	2.64	5.02	2.51	2.54	2.82	
\$275,001 - \$375,000	446		17.04%	4.86	3.33	5.05	4.75	5.40	
\$375,001 - \$575,000	364		13.91%	7.51	4.80	6.77	7.09	10.16	
\$575,001 and up	277		10.58%	12.64	8.00	9.82	10.92	16.92	
Market Supply of Inventory (MSI)		3.16			3.50	2.28	4.00	7.53	
Total Active Inventory by Units		2,617	100%	3.16	312	1,044	970	291	

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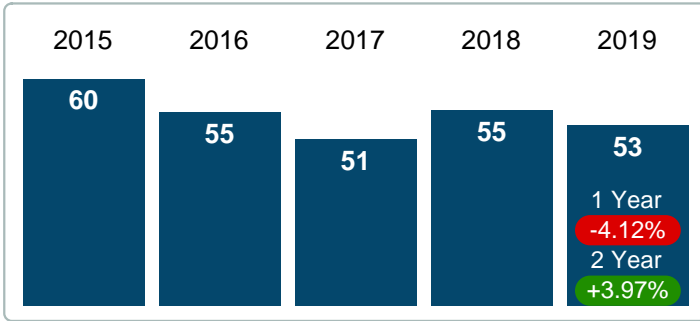
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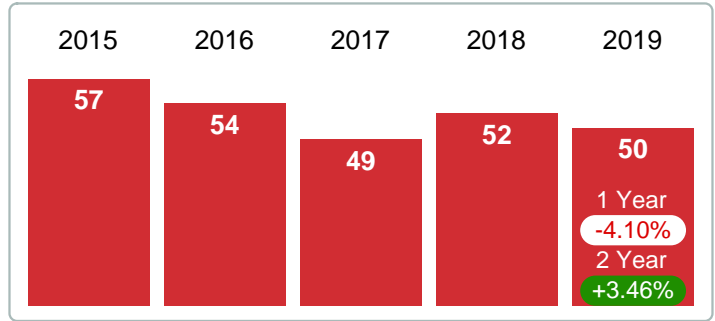
AVERAGE DAYS ON MARKET TO SALE

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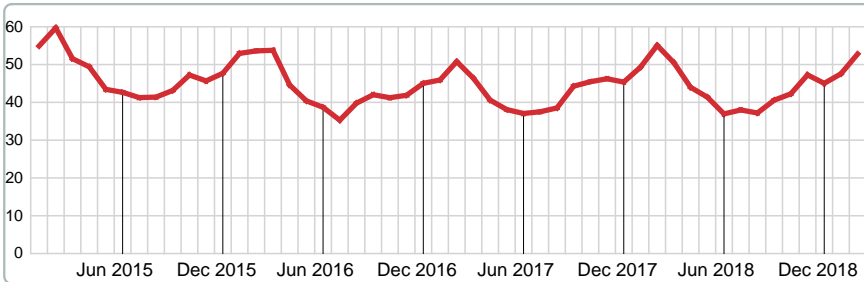
FEBRUARY



YEAR TO DATE (YTD)

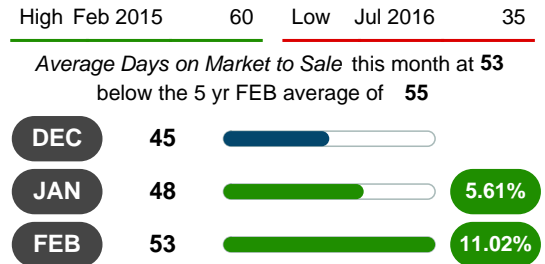


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 55



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	6.49%	41	54	32	27	0
\$50,001 - \$100,000	13.48%	50	61	47	23	68
\$100,001 - \$125,000	9.32%	54	69	57	12	34
\$125,001 - \$175,000	26.62%	49	70	45	61	27
\$175,001 - \$225,000	16.47%	46	10	45	51	88
\$225,001 - \$300,000	14.98%	66	69	54	67	116
\$300,001 and up	12.65%	64	0	55	64	73
Average Closed DOM		53	58	47	57	79
Total Closed Units	100%	601	76	332	165	28
Total Closed Volume		116,372,624	7.68M	52.74M	44.06M	11.89M

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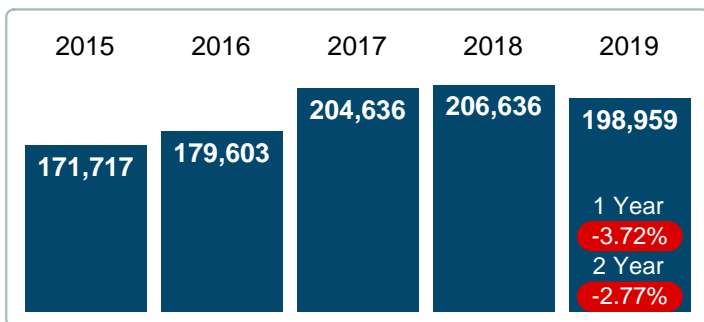
Area Delimited by County Of Tulsa - Residential Property Type



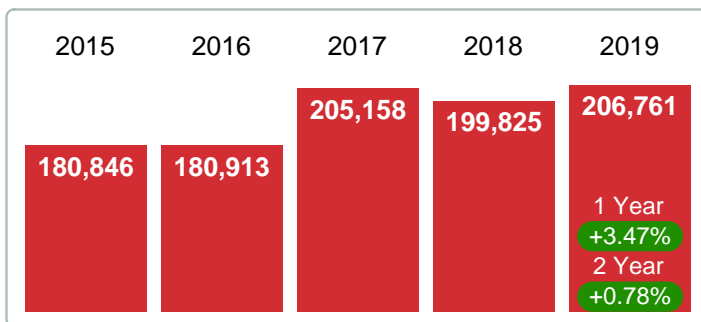
AVERAGE LIST PRICE AT CLOSING

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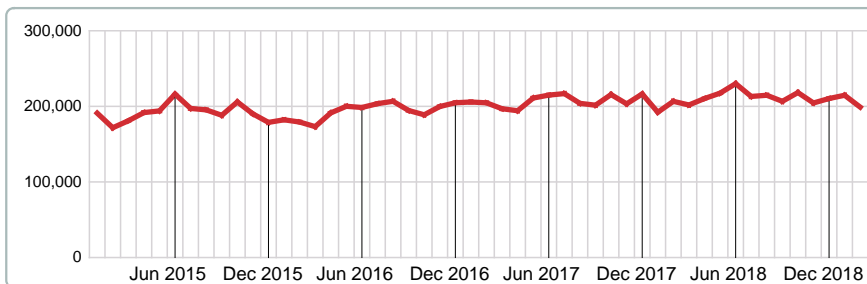
FEBRUARY



YEAR TO DATE (YTD)

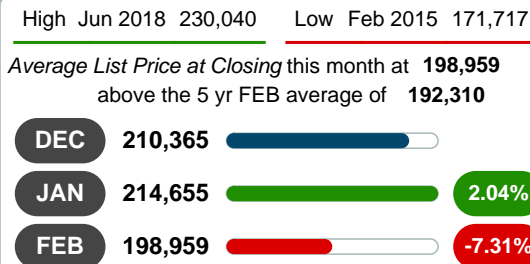


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 192,310



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	36	5.99%	39,458	42,759	38,639	42,150	0
\$50,001 - \$100,000	80	13.31%	78,372	75,921	82,190	86,038	87,700
\$100,001 - \$125,000	46	7.65%	114,274	119,100	119,193	126,180	122,250
\$125,001 - \$175,000	163	27.12%	150,981	155,746	154,634	153,300	225,000
\$175,001 - \$225,000	108	17.97%	199,239	194,800	201,834	202,329	181,950
\$225,001 - \$300,000	92	15.31%	261,685	267,225	257,822	262,919	280,867
\$300,001 and up	76	12.65%	479,273	0	385,778	467,691	607,144
Average List Price		198,959		106,157	162,841	273,471	440,022
Total Closed Units		601	100%	76	332	165	28
Total Closed Volume		119,574,325		8.07M	54.06M	45.12M	12.32M

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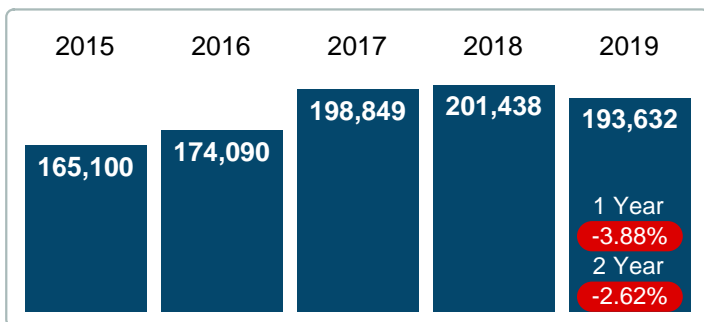
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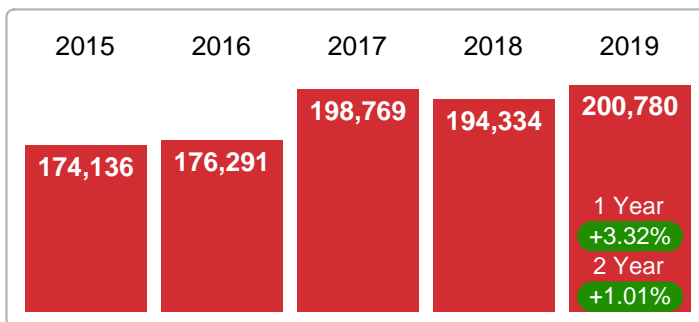
AVERAGE SOLD PRICE AT CLOSING

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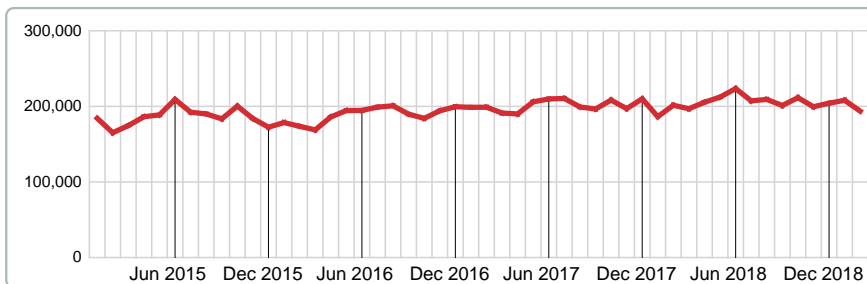
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

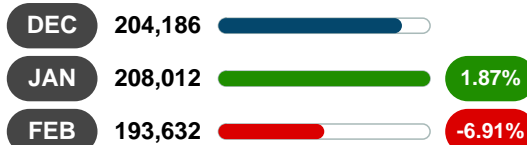


3 MONTHS

5 year FEB AVG = 186,622

High Jun 2018 223,502 Low Feb 2015 165,100

Average Sold Price at Closing this month at **193,632**
above the 5 yr FEB average of **186,622**



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	6.49%	36,558	37,956	36,464	31,038	0
\$50,001 - \$100,000	13.48%	76,303	72,352	77,154	85,376	76,913
\$100,001 - \$125,000	9.32%	115,076	111,013	115,654	119,020	109,615
\$125,001 - \$175,000	26.62%	150,866	148,739	151,062	150,113	168,000
\$175,001 - \$225,000	16.47%	197,471	189,917	197,952	198,922	182,250
\$225,001 - \$300,000	14.98%	258,175	262,000	253,773	258,365	273,750
\$300,001 and up	12.65%	465,765	0	378,276	454,660	588,569
Average Sold Price		193,632	101,057	158,860	267,046	424,580
Total Closed Units	100%	601	76	332	165	28
Total Closed Volume		116,372,624	7.68M	52.74M	44.06M	11.89M

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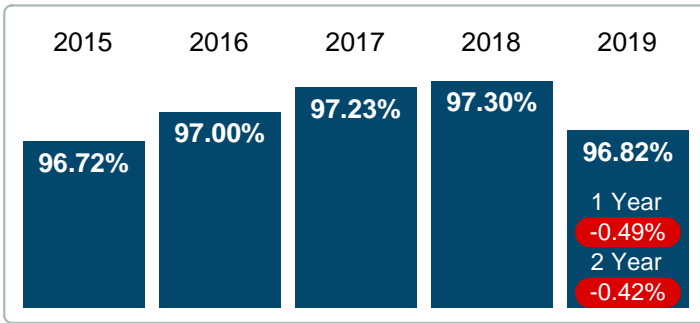
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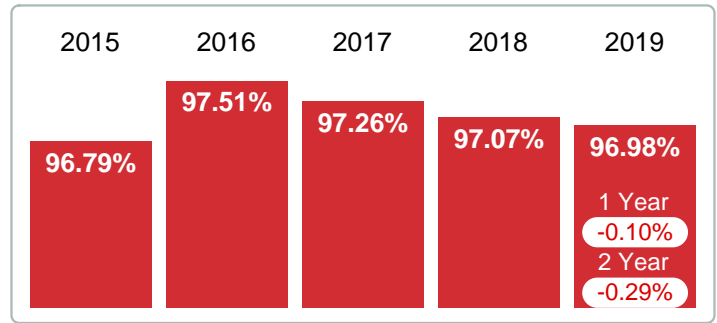
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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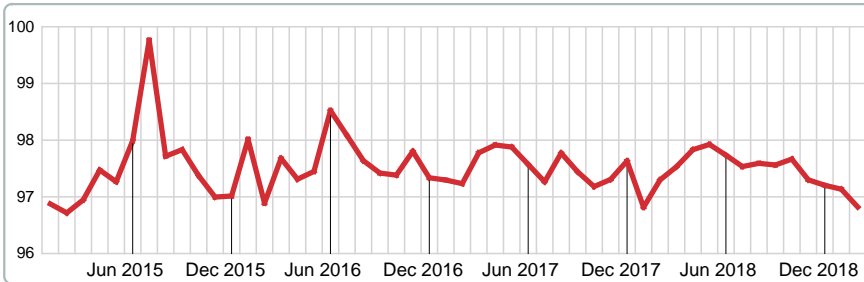
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

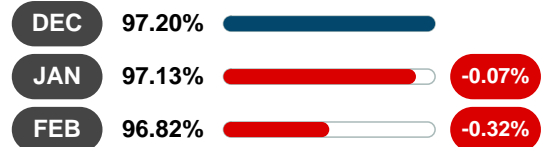


3 MONTHS

5 year FEB AVG = 97.01%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **96.82%** equal to 5 yr FEB average of **97.01%**



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	39	6.49%	89.72%	88.80%	93.32%	77.41%	0.00%
\$50,001 - \$100,000	81	13.48%	94.95%	95.10%	94.15%	99.74%	87.70%
\$100,001 - \$125,000	56	9.32%	96.37%	94.09%	97.20%	95.84%	89.72%
\$125,001 - \$175,000	160	26.62%	97.51%	95.85%	97.79%	98.00%	74.67%
\$175,001 - \$225,000	99	16.47%	98.22%	97.60%	98.13%	98.36%	100.23%
\$225,001 - \$300,000	90	14.98%	98.32%	97.98%	98.46%	98.37%	97.40%
\$300,001 and up	76	12.65%	97.75%	0.00%	98.47%	97.76%	96.93%
Average Sold/List Ratio		96.80%		94.06%	97.14%	97.65%	95.62%
Total Closed Units	601	100%	96.80%	76	332	165	28
Total Closed Volume	116,372,624			7.68M	52.74M	44.06M	11.89M

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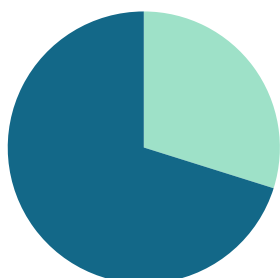
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

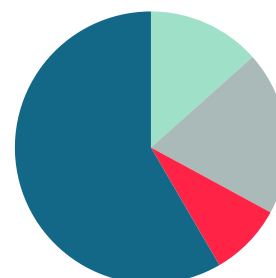


Inventory
 New Listings
1,155 = 29.84%
 Start Inventory
2,716
 Total Inventory Units
3,871
 Volume
\$1,145,666,206

Market Activity

Closed Sales
601 = 13.41%
 Pending Sales
874 = 19.50%
 Other Off Market
390 = 8.70%
 Active Inventory
2,617 = 58.39%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	662	601	-9.21%	1,256	1,195	-4.86%
Pending Sales	766	874	14.10%	1,574	1,646	4.57%
New Listings	1,189	1,155	-2.86%	2,351	2,415	2.72%
Average List Price	206,636	198,959	-3.72%	199,825	206,761	3.47%
Average Sale Price	201,438	193,632	-3.88%	194,334	200,780	3.32%
Average Percent of Selling Price to List Price	97.30%	96.82%	-0.49%	97.07%	96.98%	-0.10%
Average Days on Market to Sale	55.07	52.80	-4.12%	52.34	50.19	-4.10%
Monthly Inventory	2,928	2,617	-10.62%	2,928	2,617	-10.62%
Months Supply of Inventory	3.55	3.16	-11.08%	3.55	3.16	-11.08%

Absorption: Last 12 months, an Average of **828** Sales/Month

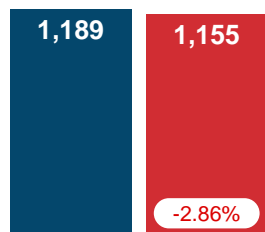
Inventory on February 28, 2019 = **2,617**

2018 **2019**

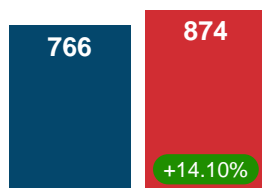
FEBRUARY MARKET

AVERAGE PRICES

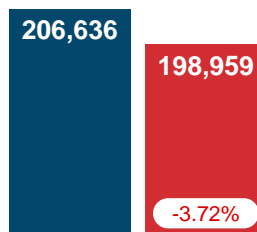
New Listings



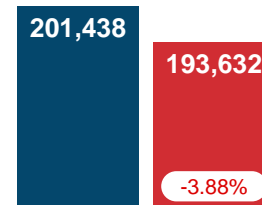
Pending Listings



List Price



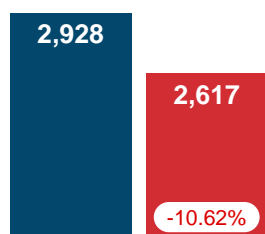
Sale Price



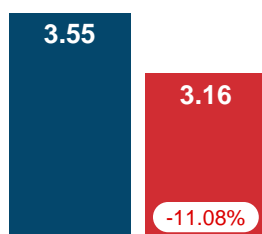
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

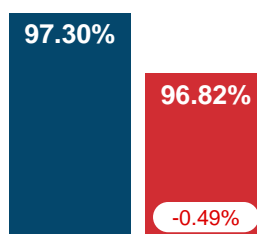
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

