

# February 2019



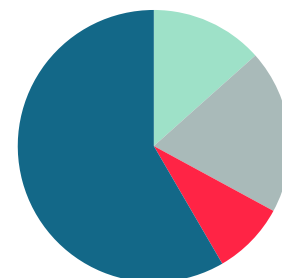
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	169,900	169,000	-0.53%
Median Sale Price	165,000	165,000	0.00%
Median Percent of Selling Price to List Price	98.28%	98.11%	-0.17%
Median Days on Market to Sale	42.50	35.00	-17.65%
End of Month Inventory	2,928	2,617	-10.62%
Months Supply of Inventory	3.55	3.16	-11.08%



**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.

#### Median Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Median Price this month. Prices varied by **0.00%** in February 2019 to \$165,000 versus the previous year at \$165,000.

#### Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 7.50 days or **17.65%** in February 2019 compared to last year's same month at **42.50** DOM.

#### Sales Success for February 2019 is Positive

Overall, with Median Prices going up 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 Monthly  $\frac{1}{2}$ s Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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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](http://www.tulsarealtors.com) to find a REALTOR® today.

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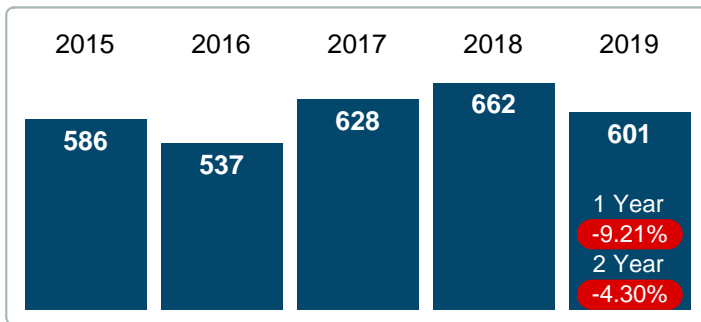
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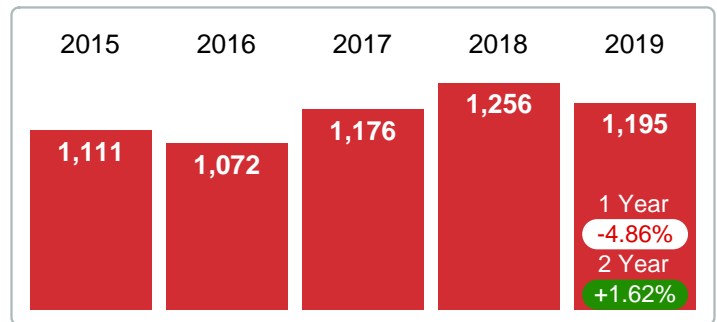
## CLOSED LISTINGS

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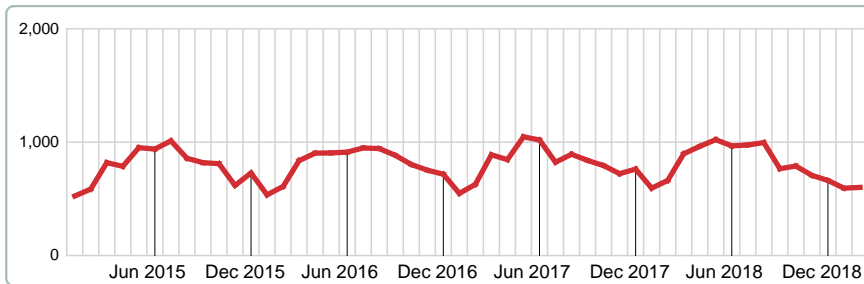
### FEBRUARY



### YEAR TO DATE (YTD)

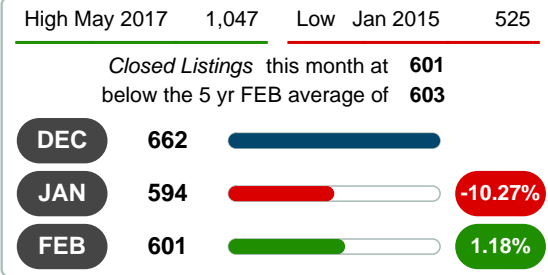


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 603



### 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	39	6.49%	26.0	17	18	4	0
\$50,001 - \$100,000	81	13.48%	28.0	28	44	8	1
\$100,001 - \$125,000	56	9.32%	48.5	8	41	5	2
\$125,001 - \$175,000	160	26.62%	29.0	13	127	19	1
\$175,001 - \$225,000	99	16.47%	27.0	6	58	33	2
\$225,001 - \$300,000	90	14.98%	55.0	4	27	53	6
\$300,001 and up	76	12.65%	62.0	0	17	43	16
<b>Total Closed Units</b>	<b>601</b>			<b>76</b>	<b>332</b>	<b>165</b>	<b>28</b>
<b>Total Closed Volume</b>	<b>116,372,624</b>	<b>100%</b>	<b>35.0</b>	<b>7.68M</b>	<b>52.74M</b>	<b>44.06M</b>	<b>11.89M</b>
<b>Median Closed Price</b>	<b>\$165,000</b>			<b>\$80,575</b>	<b>\$152,950</b>	<b>\$240,000</b>	<b>\$332,500</b>

# February 2019



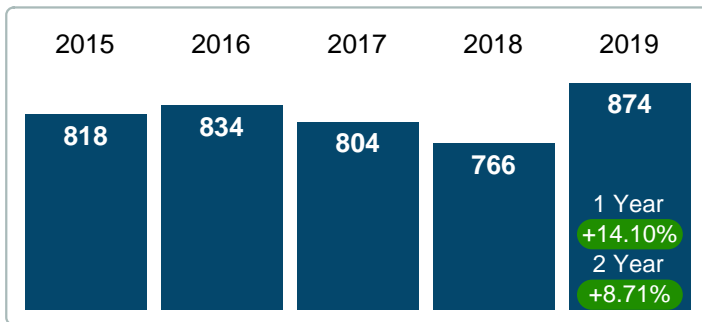
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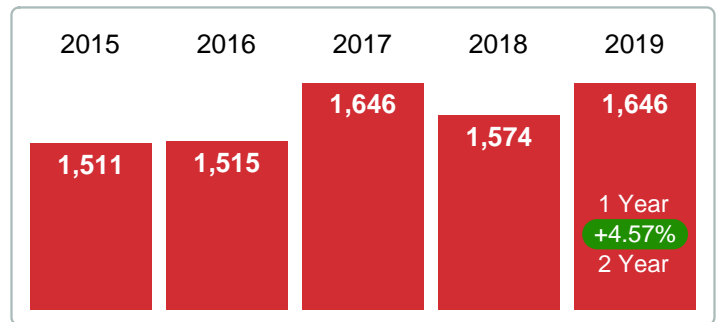
## PENDING LISTINGS

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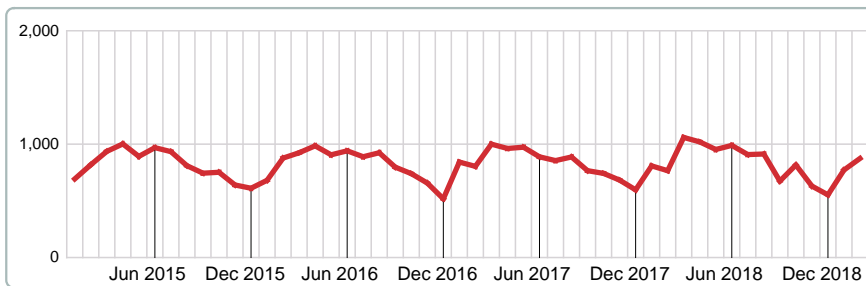
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	86	9.84%	19.0	47	37	2	0
\$75,001 - \$100,000	70	8.01%	18.0	20	39	10	1
\$100,001 - \$125,000	80	9.15%	27.0	9	68	3	0
\$125,001 - \$175,000	225	25.74%	23.0	18	176	30	1
\$175,001 - \$250,000	208	23.80%	31.5	4	106	91	7
\$250,001 - \$350,000	116	13.27%	32.0	1	25	78	12
\$350,001 and up	89	10.18%	53.0	2	17	51	19
<b>Total Pending Units</b>	<b>874</b>			<b>101</b>	<b>468</b>	<b>265</b>	<b>40</b>
<b>Total Pending Volume</b>	<b>186,461,602</b>	<b>100%</b>	<b>27.5</b>	<b>10.39M</b>	<b>78.64M</b>	<b>78.72M</b>	<b>18.71M</b>
<b>Median Listing Price</b>	<b>\$169,900</b>			<b>\$79,500</b>	<b>\$154,000</b>	<b>\$249,900</b>	<b>\$349,950</b>

# February 2019



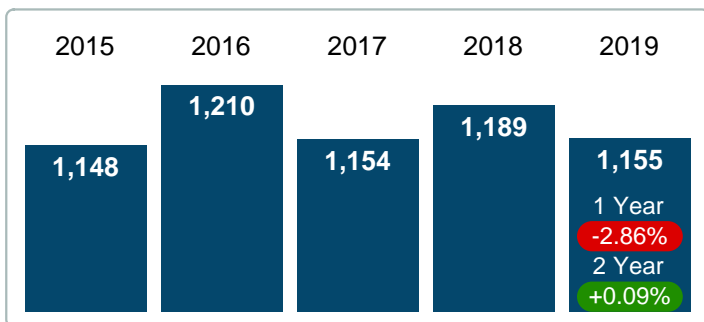
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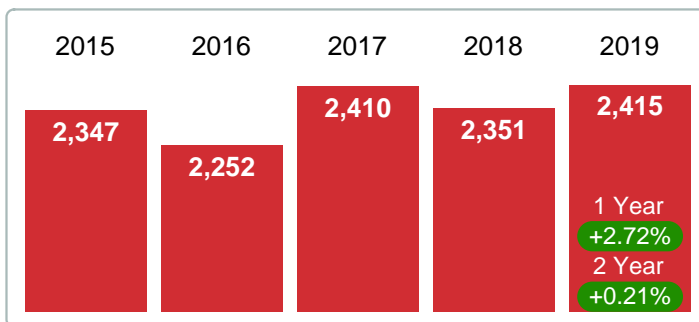
## NEW LISTINGS

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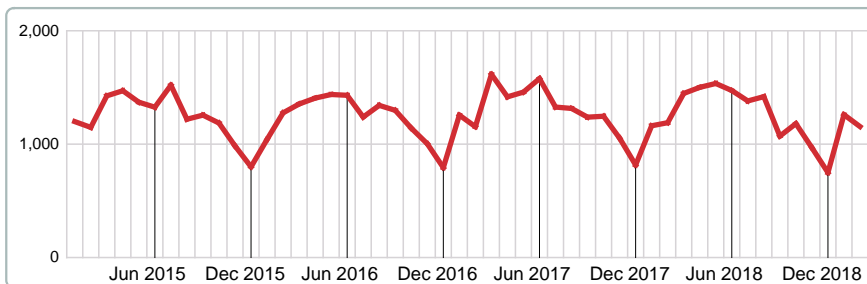
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

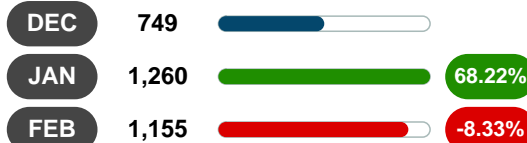


### 3 MONTHS

5 year FEB AVG = 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
<b>Total New Listed Units</b>	<b>1,155</b>		<b>151</b>	<b>533</b>	<b>378</b>	<b>93</b>
<b>Total New Listed Volume</b>	<b>297,794,933</b>	<b>100%</b>	<b>15.83M</b>	<b>98.36M</b>	<b>131.31M</b>	<b>52.29M</b>
<b>Median New Listed Listing Price</b>	<b>\$184,900</b>		<b>\$74,900</b>	<b>\$158,500</b>	<b>\$277,000</b>	<b>\$465,000</b>

# February 2019



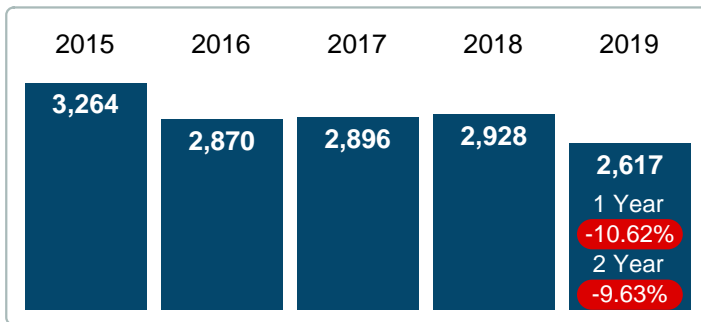
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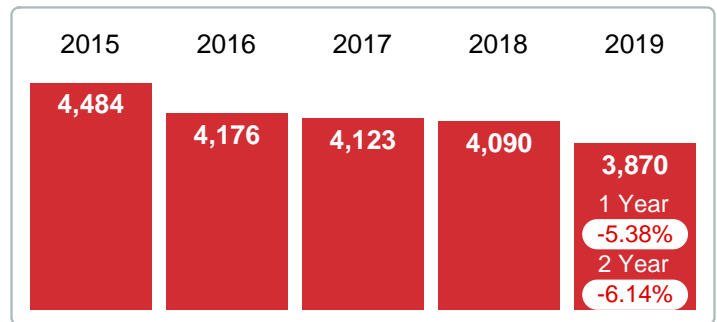
## ACTIVE INVENTORY

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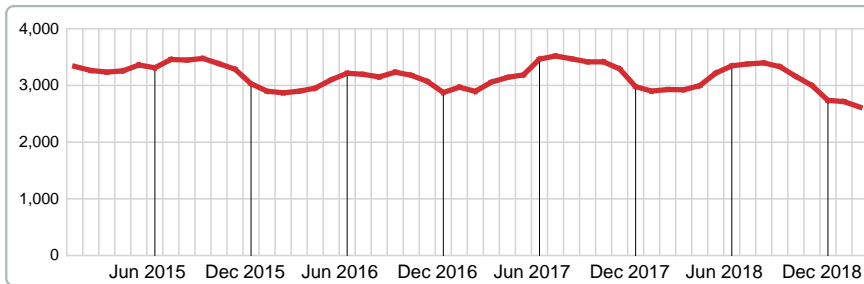
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

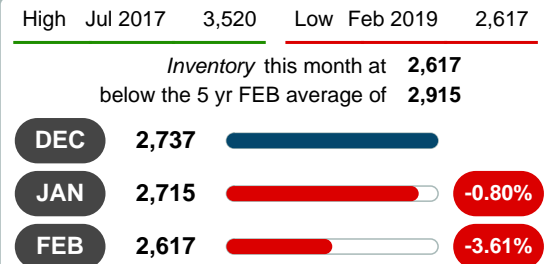


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 2,915



### 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	263	10.05%	42.0	144	99	18	2
\$75,001 - \$125,000	275	10.51%	51.0	71	182	22	0
\$125,001 - \$175,000	377	14.41%	36.0	35	255	80	7
\$175,001 - \$275,000	615	23.50%	47.0	46	285	256	28
\$275,001 - \$375,000	446	17.04%	55.0	10	130	252	54
\$375,001 - \$575,000	364	13.91%	58.0	4	66	211	83
\$575,001 and up	277	10.58%	56.0	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%	36.59M	225.72M	377.85M	192.87M
Median Active Inventory Listing Price		\$237,000		\$84,250	\$174,148	\$315,000	\$475,000

# February 2019



Area Delimited by County Of Tulsa - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR FEBRUARY

2015	2016	2017	2018	2019

### INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>2,617</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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	<b>263</b>		10.05%	2.84	3.60	2.08	3.72	8.00	
\$75,001 - \$125,000	<b>275</b>		10.51%	2.00	3.23	1.76	2.05	0.00	
\$125,001 - \$175,000	<b>377</b>		14.41%	1.86	2.51	1.64	2.55	2.80	
\$175,001 - \$275,000	<b>615</b>		23.50%	2.64	5.02	2.51	2.54	2.82	
\$275,001 - \$375,000	<b>446</b>		17.04%	4.86	3.33	5.05	4.75	5.40	
\$375,001 - \$575,000	<b>364</b>		13.91%	7.51	4.80	6.77	7.09	10.16	
\$575,001 and up	<b>277</b>		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			100%	3.16	312	1,044	970	291	

# February 2019



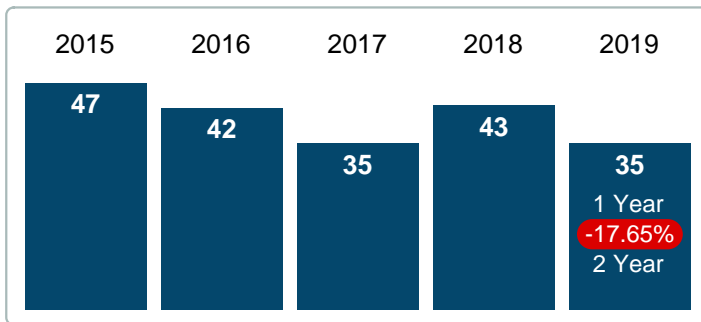
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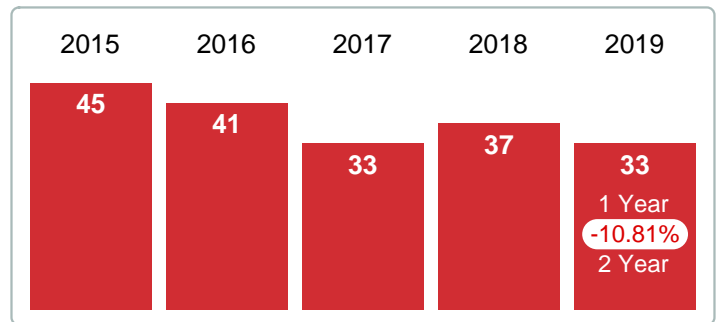
## MEDIAN DAYS ON MARKET TO SALE

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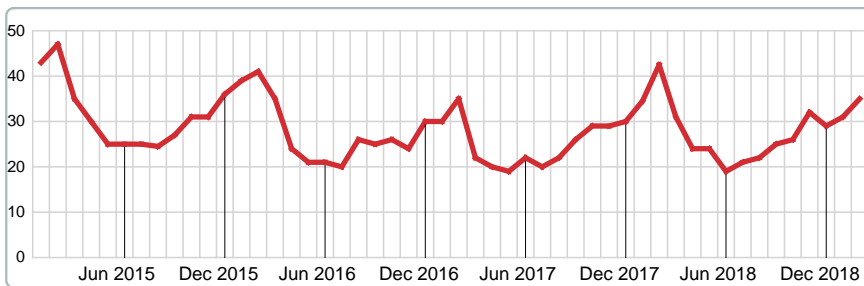
### FEBRUARY



### YEAR TO DATE (YTD)

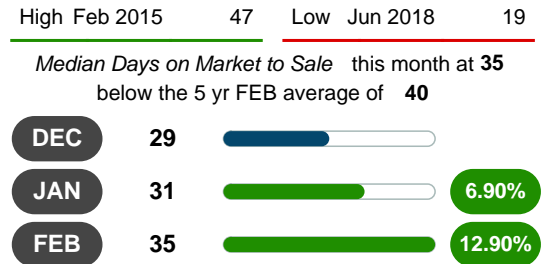


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 40



### 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	6.49%	26	38	8	13	0
\$50,001 - \$100,000	13.48%	28	46	26	12	68
\$100,001 - \$125,000	9.32%	49	53	52	4	34
\$125,001 - \$175,000	26.62%	29	67	27	22	27
\$175,001 - \$225,000	16.47%	27	9	31	28	88
\$225,001 - \$300,000	14.98%	55	56	33	56	119
\$300,001 and up	12.65%	62	0	23	65	65
Median Closed DOM		35	44	29	46	67
Total Closed Units	100%	601	76	332	165	28
Total Closed Volume		116,372,624	7.68M	52.74M	44.06M	11.89M

# February 2019



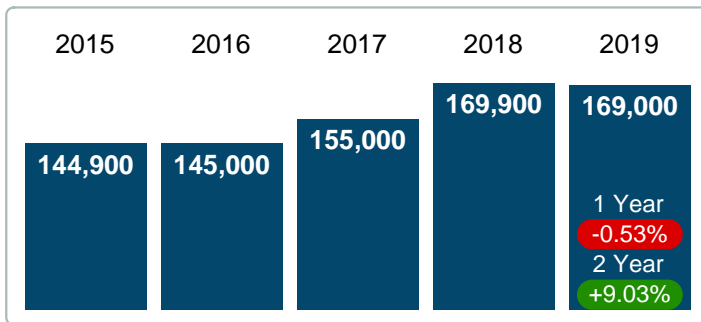
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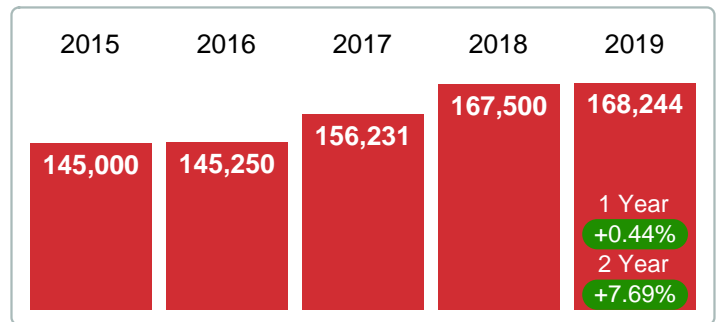
## MEDIAN LIST PRICE AT CLOSING

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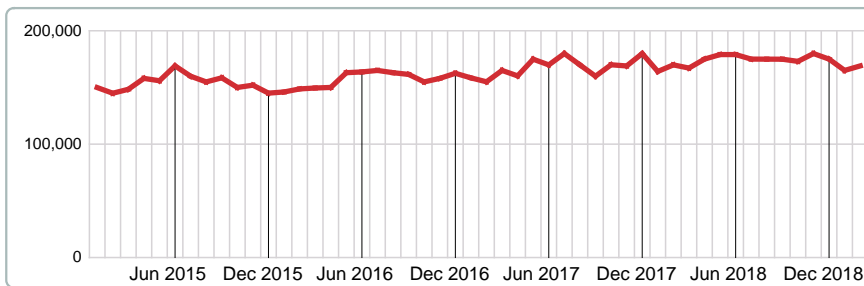
### FEBRUARY



### YEAR TO DATE (YTD)



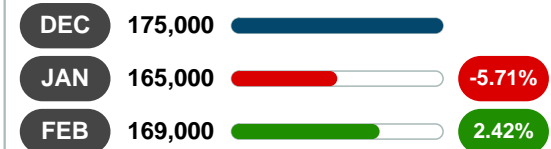
### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 156,760

High Nov 2018 179,900 Low Feb 2015 144,900  
Median List Price at Closing this month at **169,000**  
above the 5 yr FEB average of **156,760**



### 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	5.99%	39,950	45,000	37,500	40,000	0
\$50,001 - \$100,000	13.31%	79,250	74,900	80,000	87,000	87,700
\$100,001 - \$125,000	7.65%	114,950	113,450	115,000	119,000	112,500
\$125,001 - \$175,000	27.12%	150,000	145,000	150,000	159,000	153,000
\$175,001 - \$225,000	17.97%	197,500	189,450	198,000	201,450	207,450
\$225,001 - \$300,000	15.31%	259,900	267,450	257,250	258,950	291,250
\$300,001 and up	12.65%	376,604	0	365,213	374,950	452,450
<b>Median List Price</b>		<b>169,000</b>	<b>80,950</b>	<b>154,900</b>	<b>244,500</b>	<b>337,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>169,000</b>	<b>76</b>	<b>332</b>	<b>165</b>	<b>28</b>
<b>Total Closed Volume</b>		<b>119,574,325</b>	<b>8.07M</b>	<b>54.06M</b>	<b>45.12M</b>	<b>12.32M</b>



# February 2019



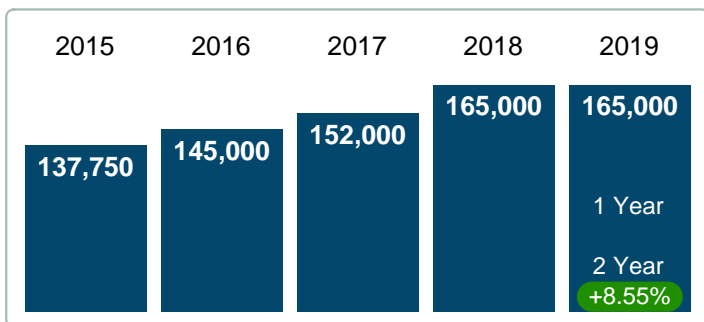
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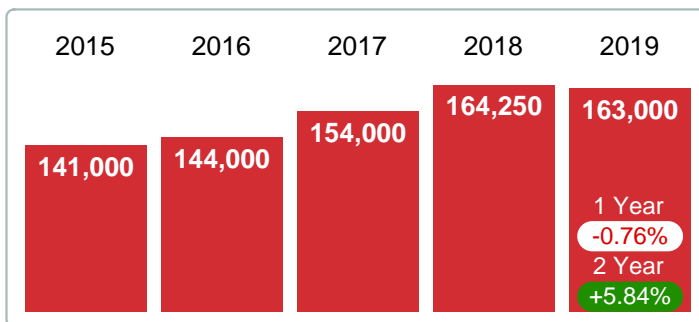
## MEDIAN SOLD PRICE AT CLOSING

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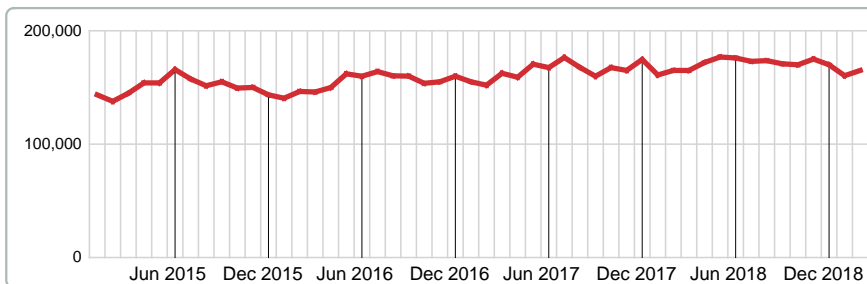
### FEBRUARY



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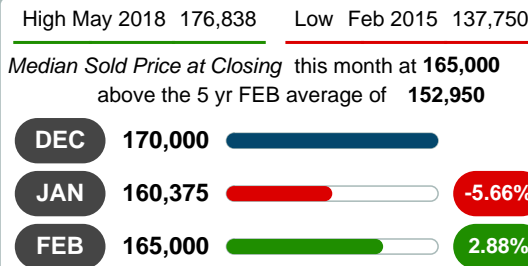


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 152,950



### 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	39	6.49%	38,900	39,500	39,450	29,825	0
\$50,001 - \$100,000	81	13.48%	75,000	70,500	77,500	87,000	76,913
\$100,001 - \$125,000	56	9.32%	115,500	109,800	116,000	120,000	109,615
\$125,001 - \$175,000	160	26.62%	152,950	142,000	153,000	153,900	168,000
\$175,001 - \$225,000	99	16.47%	196,000	190,500	197,000	197,000	182,250
\$225,001 - \$300,000	90	14.98%	255,450	259,000	250,000	255,900	281,500
\$300,001 and up	76	12.65%	374,500	0	355,425	376,000	446,503
Median Sold Price			165,000	80,575	152,950	240,000	332,500
Total Closed Units		100%	165,000	76	332	165	28
Total Closed Volume			116,372,624	7.68M	52.74M	44.06M	11.89M

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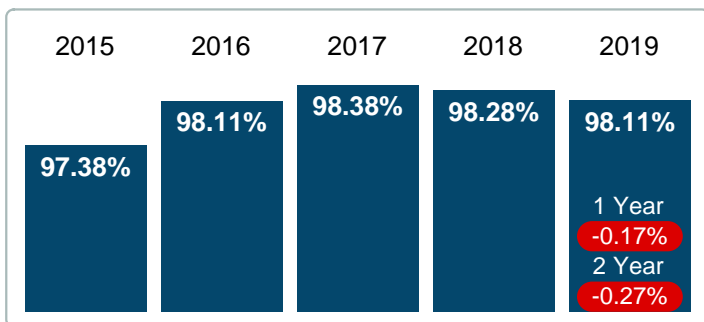
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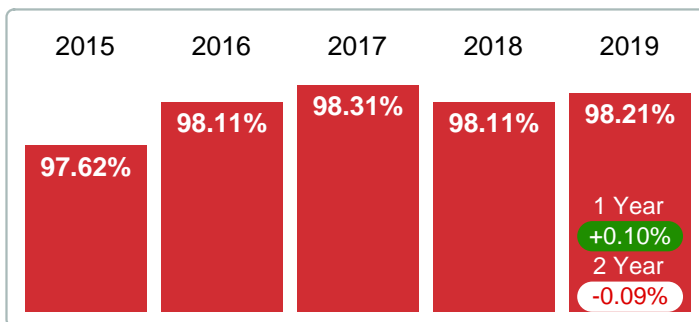
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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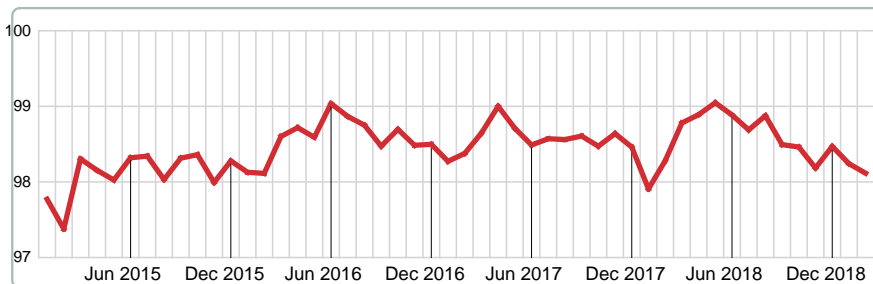
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

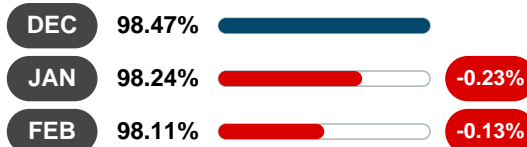


### 3 MONTHS

5 year FEB AVG = 98.05%

High May 2018 99.05% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **98.11%**  
equal to 5 yr FEB average of **98.05%**



### 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	39	6.49%	89.00%	88.61%	96.23%	87.08%	0.00%
\$50,001 - \$100,000	81	13.48%	96.50%	95.98%	97.09%	97.56%	87.70%
\$100,001 - \$125,000	56	9.32%	96.93%	96.47%	96.82%	100.00%	89.72%
\$125,001 - \$175,000	160	26.62%	98.27%	98.53%	98.27%	98.77%	74.67%
\$175,001 - \$225,000	99	16.47%	98.64%	97.82%	98.46%	98.94%	100.23%
\$225,001 - \$300,000	90	14.98%	98.84%	97.56%	99.52%	98.95%	96.86%
\$300,001 and up	76	12.65%	98.41%	0.00%	99.55%	98.10%	98.06%
Median Sold/List Ratio		98.11%		96.02%	98.27%	98.52%	97.54%
Total Closed Units	601	100%	98.11%	76	332	165	28
Total Closed Volume	116,372,624			7.68M	52.74M	44.06M	11.89M

# February 2019



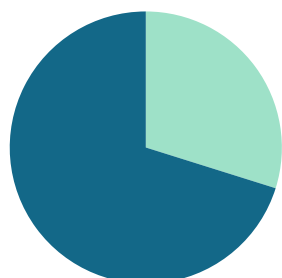
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

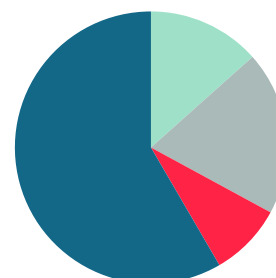


**Inventory**  
 New Listings  
**1,155 = 29.84%**  
 Start Inventory  
**2,716**  
 Total Inventory Units  
**3,871**  
 Volume  
**\$1,145,666,206**

### 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%
Median List Price	169,900	169,000	-0.53%	167,500	168,244	0.44%
Median Sale Price	165,000	165,000	0.00%	164,250	163,000	-0.76%
Median Percent of Selling Price to List Price	98.28%	98.11%	-0.17%	98.11%	98.21%	0.10%
Median Days on Market to Sale	42.50	35.00	-17.65%	37.00	33.00	-10.81%
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%

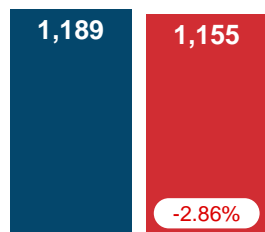
**Absorption:** Last 12 months, an Average of **828** Sales/Month

**Inventory on February 28, 2019 = 2,617** 2018 2019

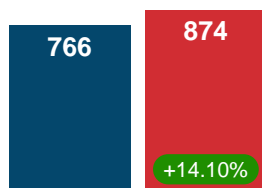
### FEBRUARY MARKET

### MEDIAN PRICES

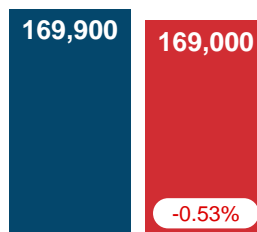
#### New Listings



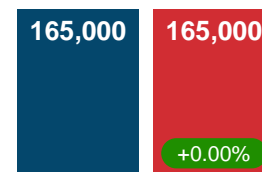
#### Pending Listings



#### List Price



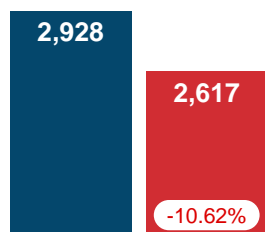
#### Sale Price



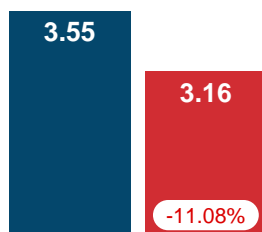
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

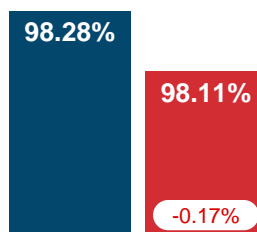
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

