

February 2019



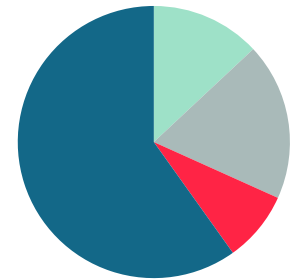
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | February | | |
|--|----------|---------|---------|
| | 2018 | 2019 | +/-% |
| Closed Listings | 81 | 76 | -6.17% |
| Pending Listings | 107 | 109 | 1.87% |
| New Listings | 129 | 147 | 13.95% |
| Average List Price | 182,769 | 187,656 | 2.67% |
| Average Sale Price | 178,788 | 184,077 | 2.96% |
| Average Percent of Selling Price to List Price | 97.53% | 101.39% | 3.97% |
| Average Days on Market to Sale | 49.06 | 50.14 | 2.21% |
| End of Month Inventory | 405 | 349 | -13.83% |
| Months Supply of Inventory | 3.77 | 3.31 | -12.40% |



■ Closed (13.04%)
■ Pending (18.70%)
■ Other OffMarket (8.40%)
■ Active (59.86%)

Absorption: Last 12 months, an Average of **106** Sales/Month
Active Inventory as of February 28, 2019 = **349**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **13.83%** to 349 existing homes available for sale. Over the last 12 months this area has had an average of 106 closed sales per month. This represents an unsold inventory index of **3.31** 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 **2.96%** in February 2019 to \$184,077 versus the previous year at \$178,788.

Average Days on Market Lengthens

The average number of **50.14** days that homes spent on the market before selling increased by 1.08 days or **2.21%** in February 2019 compared to last year's same month at **49.06** 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 147 New Listings in February 2019, up **13.95%** from last year at 129. Furthermore, there were 76 Closed Listings this month versus last year at 81, a **-6.17%** decrease.

Closed versus Listed trends yielded a **51.7%** ratio, down from previous year's, February 2018, at **62.8%**, a **17.66%** 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

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| Inventory | 5 |
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| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
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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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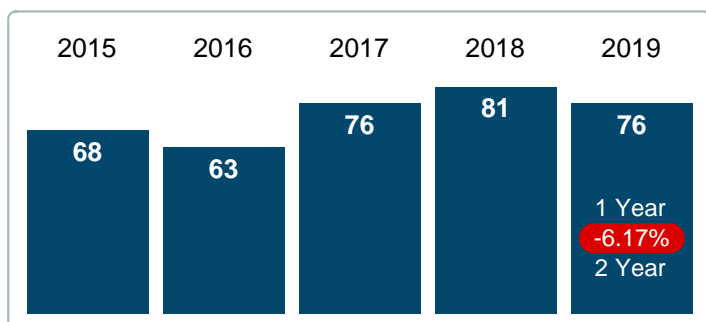
Area Delimited by County Of Wagoner - Residential Property Type



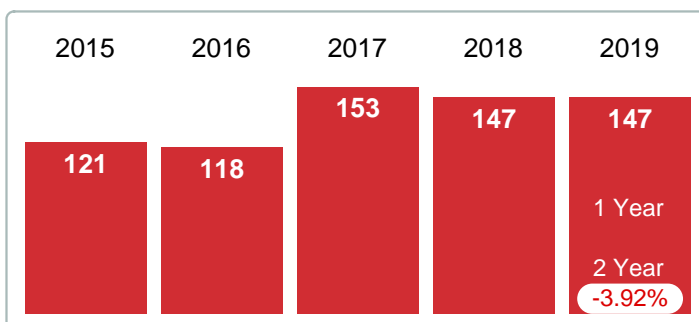
CLOSED LISTINGS

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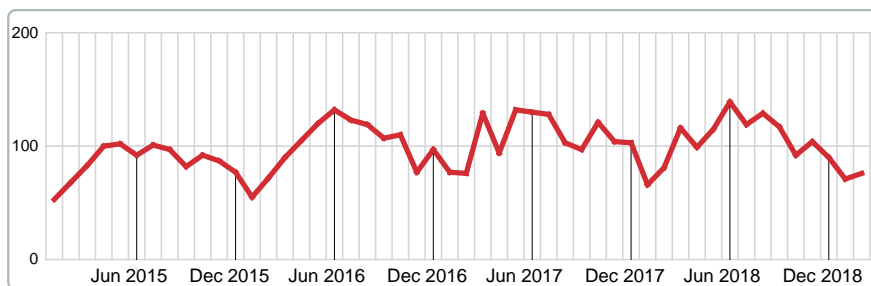
FEBRUARY



YEAR TO DATE (YTD)

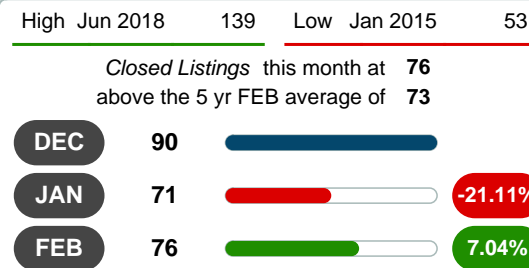


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 73



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$75,000 and less | 4 | 5.26% | 33.8 | 2 | 2 | 0 | 0 |
| \$75,001 - \$125,000 | 12 | 15.79% | 47.3 | 2 | 9 | 1 | 0 |
| \$125,001 - \$125,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$125,001 - \$175,000 | 22 | 28.95% | 45.2 | 0 | 20 | 2 | 0 |
| \$175,001 - \$200,000 | 14 | 18.42% | 35.5 | 0 | 11 | 2 | 1 |
| \$200,001 - \$275,000 | 16 | 21.05% | 76.1 | 0 | 6 | 10 | 0 |
| \$275,001 and up | 8 | 10.53% | 50.0 | 0 | 1 | 7 | 0 |
| Total Closed Units | 76 | | | 4 | 49 | 22 | 1 |
| Total Closed Volume | 13,989,875 | 100% | 50.1 | 278.00K | 8.13M | 5.39M | 191.00K |
| Average Closed Price | \$184,077 | | | \$69,500 | \$165,887 | \$245,109 | \$191,000 |

February 2019



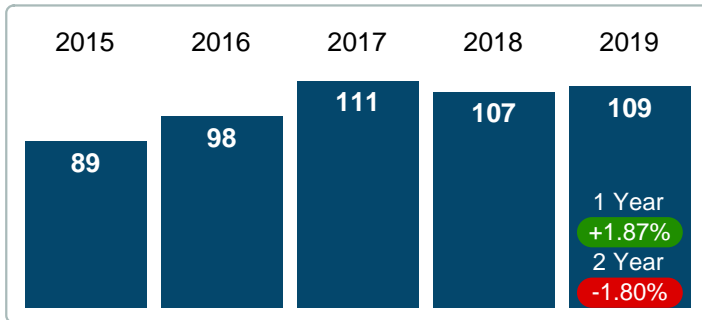
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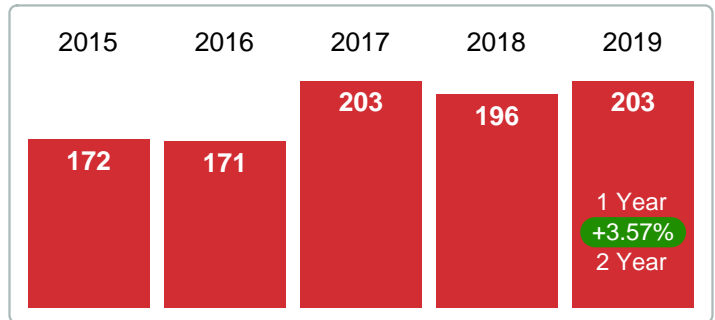
PENDING LISTINGS

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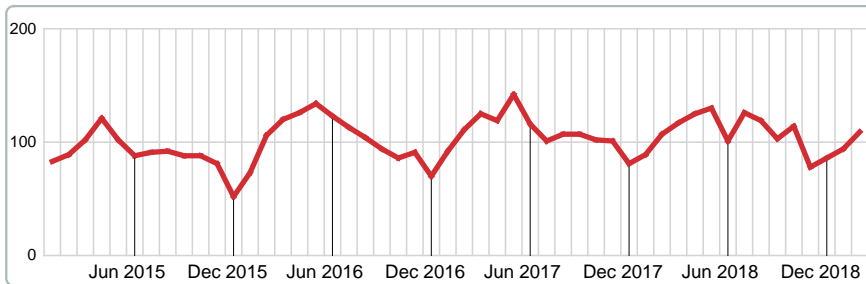
FEBRUARY



YEAR TO DATE (YTD)

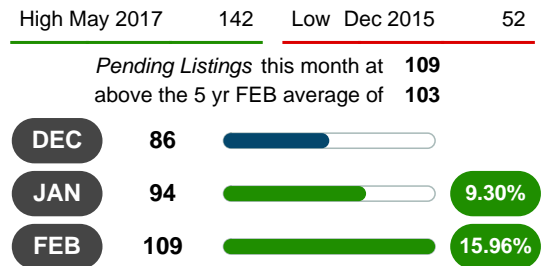


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 103



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 | 8 | 7.34% | 76.1 | 3 | 5 | 0 | 0 |
| \$75,001 - \$125,000 | 13 | 11.93% | 56.0 | 1 | 10 | 1 | 1 |
| \$125,001 - \$150,000 | 17 | 15.60% | 36.6 | 0 | 16 | 1 | 0 |
| \$150,001 - \$200,000 | 29 | 26.61% | 55.3 | 1 | 23 | 5 | 0 |
| \$200,001 - \$225,000 | 12 | 11.01% | 59.1 | 1 | 4 | 7 | 0 |
| \$225,001 - \$325,000 | 19 | 17.43% | 87.3 | 0 | 7 | 12 | 0 |
| \$325,001 and up | 11 | 10.09% | 67.7 | 2 | 1 | 7 | 1 |
| Total Pending Units | 109 | | | 8 | 66 | 33 | 2 |
| Total Pending Volume | 21,945,095 | 100% | 61.3 | 2.20M | 10.50M | 8.63M | 604.90K |
| Average Listing Price | \$201,331 | | | \$275,238 | \$159,157 | \$261,635 | \$302,450 |

February 2019



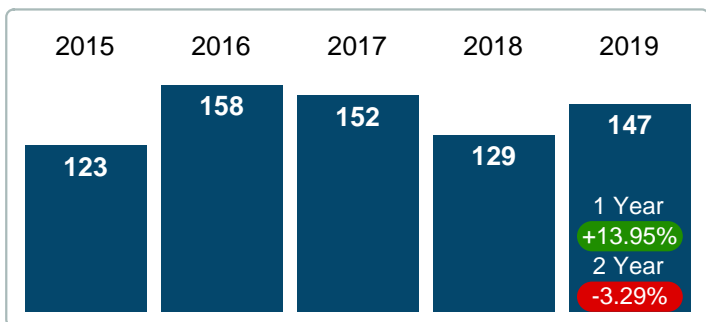
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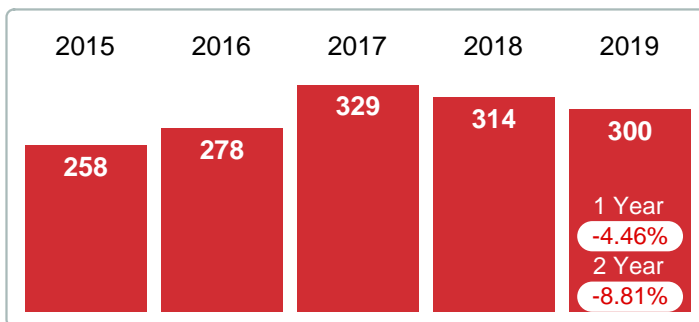
NEW LISTINGS

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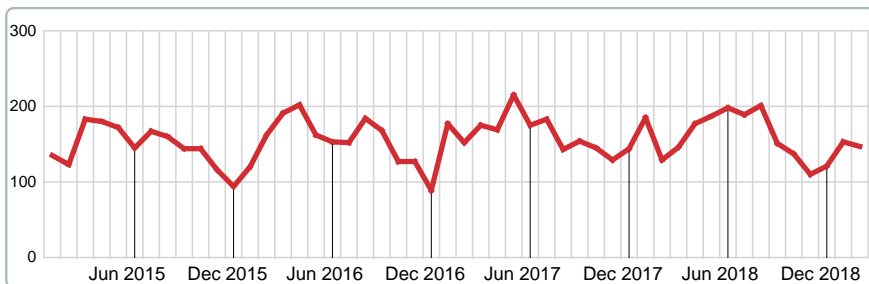
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 142

High May 2017 215 Low Dec 2016 89

New Listings this month at 147
above the 5 yr FEB average of 142



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 10 | 6.80% | 2 | 8 | 0 | 0 |
| \$75,001 - \$125,000 | 13 | 8.84% | 3 | 9 | 1 | 0 |
| \$125,001 - \$150,000 | 23 | 15.65% | 2 | 19 | 2 | 0 |
| \$150,001 - \$200,000 | 39 | 26.53% | 3 | 29 | 7 | 0 |
| \$200,001 - \$250,000 | 27 | 18.37% | 0 | 11 | 15 | 1 |
| \$250,001 - \$425,000 | 18 | 12.24% | 0 | 9 | 9 | 0 |
| \$425,001 and up | 17 | 11.56% | 0 | 4 | 11 | 2 |
| Total New Listed Units | 147 | | 10 | 89 | 45 | 3 |
| Total New Listed Volume | 33,436,503 | 100% | 1.20M | 16.40M | 13.36M | 2.47M |
| Average New Listed Listing Price | \$196,465 | | \$120,280 | \$184,315 | \$296,992 | \$821,667 |

February 2019



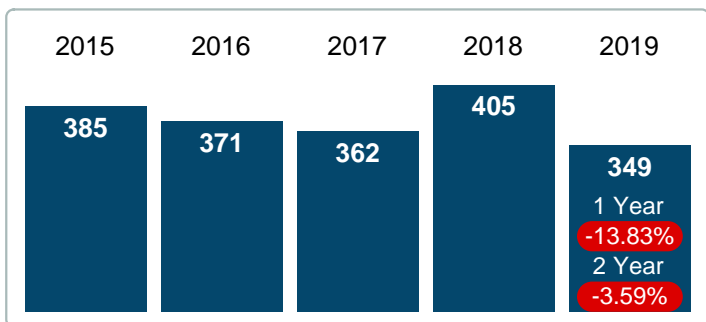
Area Delimited by County Of Wagoner - Residential Property Type



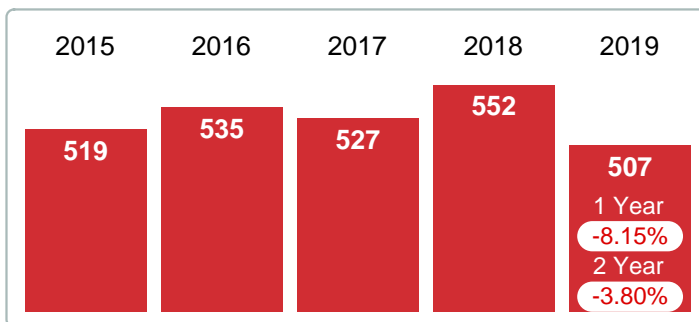
ACTIVE INVENTORY

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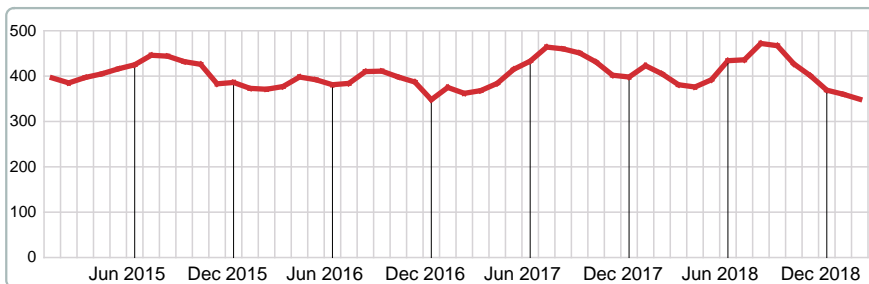
END OF FEBRUARY



ACTIVE DURING FEBRUARY

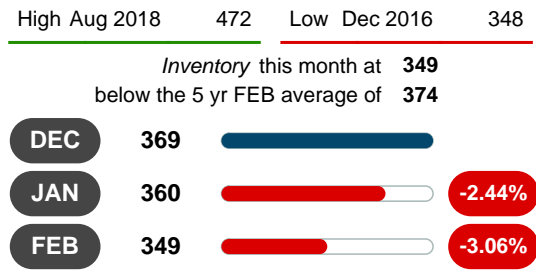


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 374



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 | 24 | 6.88% | 168.4 | 9 | 13 | 2 | 0 |
| \$75,001 - \$125,000 | 39 | 11.17% | 79.9 | 8 | 24 | 6 | 1 |
| \$125,001 - \$150,000 | 36 | 10.32% | 52.7 | 4 | 26 | 5 | 1 |
| \$150,001 - \$225,000 | 120 | 34.38% | 63.0 | 4 | 80 | 34 | 2 |
| \$225,001 - \$275,000 | 39 | 11.17% | 72.8 | 1 | 26 | 12 | 0 |
| \$275,001 - \$425,000 | 52 | 14.90% | 72.4 | 2 | 24 | 24 | 2 |
| \$425,001 and up | 39 | 11.17% | 85.6 | 0 | 10 | 22 | 7 |
| Total Active Inventory by Units | | | 349 | 28 | 203 | 105 | 13 |
| Total Active Inventory by Volume | | | 88,290,610 | 3.37M | 42.17M | 34.53M | 8.22M |
| Average Active Inventory Listing Price | | | \$252,982 | \$120,327 | \$207,757 | \$328,871 | \$631,938 |

February 2019



Area Delimited by County Of Wagoner - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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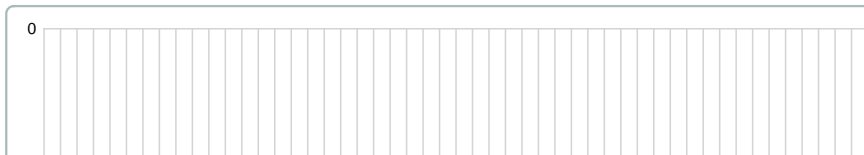
MSI FOR FEBRUARY

| | | | | |
|------|------|------|------|------|
| 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|

INDICATORS FOR FEBRUARY 2019

| Inventory | Closed | Absorption | MSI | MSI % |
|-------------------------------|-----------------------|---|----------------------------|------------------------------------|
| 349 | 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 | 24 | 6.88% | 3.89 | 4.50 | 3.39 | 8.00 | 0.00 |
| \$75,001 - \$125,000 | 39 | 11.17% | 2.71 | 9.60 | 2.13 | 2.77 | 6.00 |
| \$125,001 - \$150,000 | 36 | 10.32% | 2.20 | 4.80 | 1.91 | 2.73 | 12.00 |
| \$150,001 - \$225,000 | 120 | 34.38% | 2.82 | 48.00 | 2.64 | 2.96 | 2.67 |
| \$225,001 - \$275,000 | 39 | 11.17% | 3.49 | 6.00 | 5.11 | 2.15 | 0.00 |
| \$275,001 - \$425,000 | 52 | 14.90% | 4.27 | 24.00 | 9.29 | 2.91 | 1.60 |
| \$425,001 and up | 39 | 11.17% | 14.18 | 0.00 | 9.23 | 15.53 | 28.00 |
| Market Supply of Inventory (MSI) | | | 3.31 | 7.00 | 3.00 | 3.39 | 4.46 |
| | | 100% | 3.31 | | | | |
| Total Active Inventory by Units | | | 349 | 28 | 203 | 105 | 13 |

February 2019



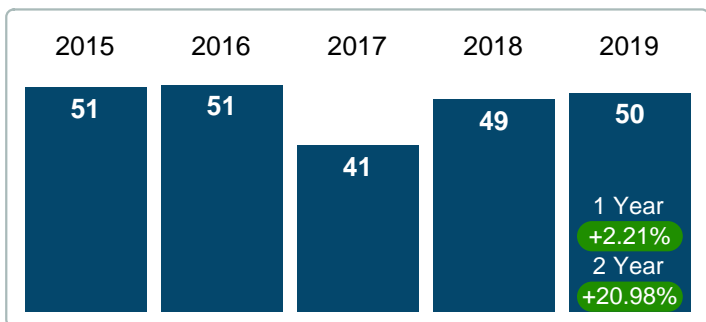
Area Delimited by County Of Wagoner - Residential Property Type



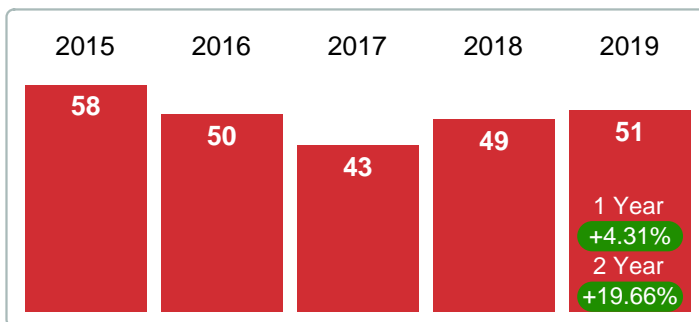
AVERAGE DAYS ON MARKET TO SALE

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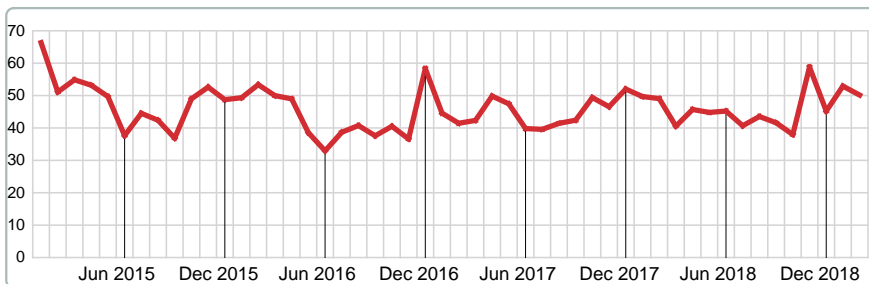
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 49

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 50 above the 5 yr FEB average of 49



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 |
|---|-------------|-------------------|----------------|--------------|--------------|----------------|
| \$75,000 and less | 5.26% | 34 | 52 | 16 | 0 | 0 |
| \$75,001 - \$125,000 | 15.79% | 47 | 92 | 41 | 12 | 0 |
| \$125,001 - \$125,000 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$125,001 - \$175,000 | 28.95% | 45 | 0 | 44 | 60 | 0 |
| \$175,001 - \$200,000 | 18.42% | 36 | 0 | 33 | 58 | 17 |
| \$200,001 - \$275,000 | 21.05% | 76 | 0 | 90 | 68 | 0 |
| \$275,001 and up | 10.53% | 50 | 0 | 58 | 49 | 0 |
| Average Closed DOM | | 50 | 72 | 46 | 58 | 17 |
| Total Closed Units | 100% | 50 | 4 | 49 | 22 | 1 |
| Total Closed Volume | | 13,989,875 | 278.00K | 8.13M | 5.39M | 191.00K |

February 2019



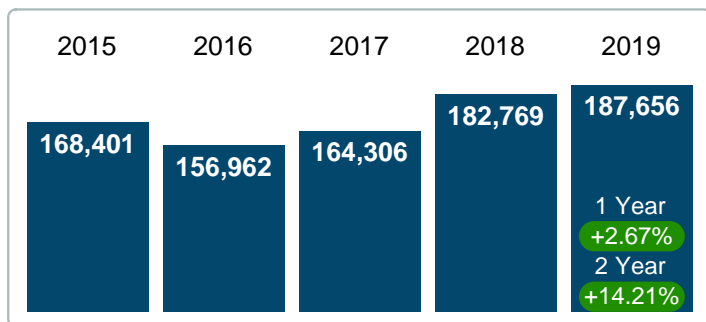
Area Delimited by County Of Wagoner - Residential Property Type



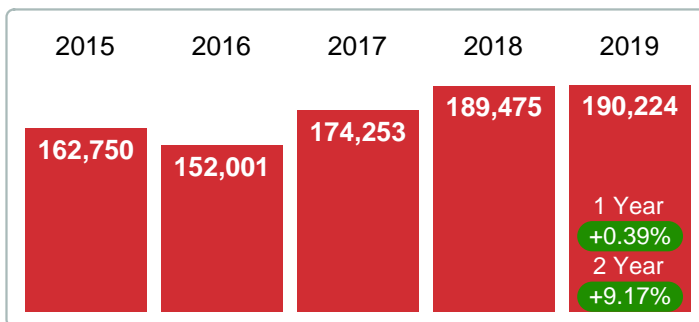
AVERAGE LIST PRICE AT CLOSING

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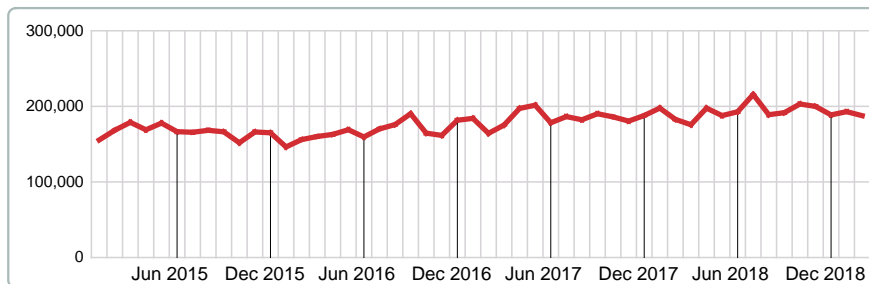
FEBRUARY



YEAR TO DATE (YTD)

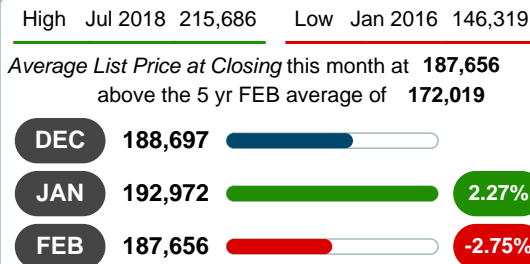


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 172,019



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 | |
|--|----|-------------------|-------------|----------------|----------------|----------------|----------------|
| \$75,000 and less | 4 | 5.26% | 33,950 | 41,200 | 26,700 | 0 | |
| \$75,001 - \$125,000 | 10 | 13.16% | 101,630 | 124,000 | 107,689 | 104,000 | |
| \$125,001 - \$125,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | |
| \$125,001 - \$175,000 | 24 | 31.58% | 148,781 | 0 | 147,992 | 153,000 | |
| \$175,001 - \$200,000 | 13 | 17.11% | 186,492 | 0 | 186,863 | 187,450 | |
| \$200,001 - \$275,000 | 16 | 21.05% | 231,449 | 0 | 227,376 | 241,382 | |
| \$275,001 and up | 9 | 11.84% | 379,050 | 0 | 799,999 | 333,078 | |
| Average List Price | | 187,656 | | 82,600 | 167,392 | 251,376 | 199,000 |
| Total Closed Units | | 76 | 100% | 187,656 | 4 | 49 | 22 |
| Total Closed Volume | | 14,261,858 | | | 330.40K | 8.20M | 5.53M |

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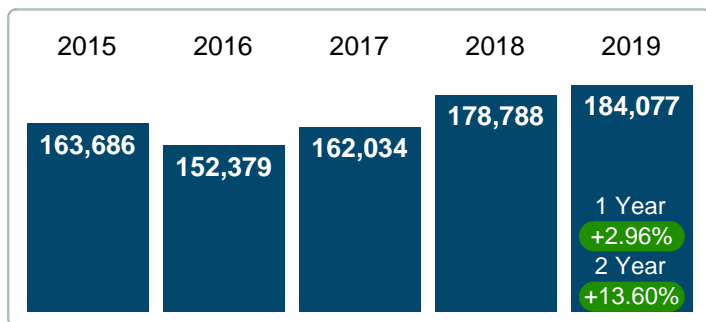
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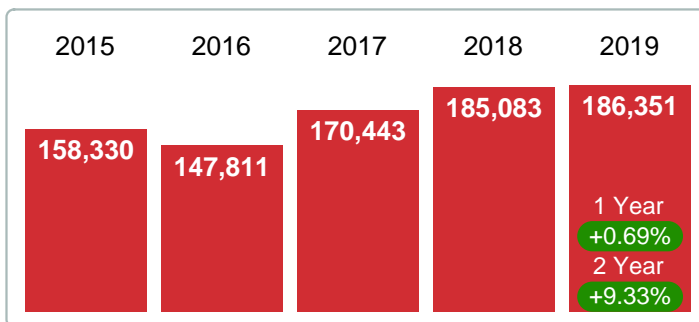
AVERAGE SOLD PRICE AT CLOSING

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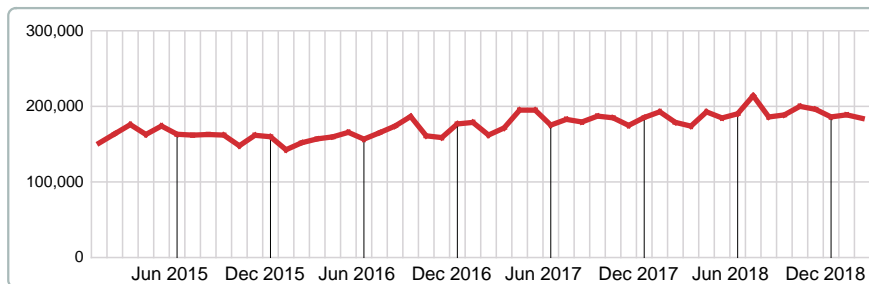
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

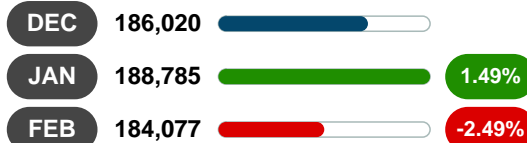


3 MONTHS

5 year FEB AVG = 168,193

High Jul 2018 214,041 Low Jan 2016 142,579

Average Sold Price at Closing this month at **184,077**
above the 5 yr FEB average of **168,193**



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 |
|--|----|--------|------------|----------|---------|---------|---------|
| \$75,000 and less | 4 | 5.26% | 38,382 | 37,500 | 39,264 | 0 | 0 |
| \$75,001 - \$125,000 | 12 | 15.79% | 103,750 | 101,500 | 104,000 | 106,000 | 0 |
| \$125,001 - \$125,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$125,001 - \$175,000 | 22 | 28.95% | 147,210 | 0 | 147,131 | 148,000 | 0 |
| \$175,001 - \$200,000 | 14 | 18.42% | 186,314 | 0 | 186,036 | 185,500 | 191,000 |
| \$200,001 - \$275,000 | 16 | 21.05% | 228,327 | 0 | 224,156 | 230,830 | 0 |
| \$275,001 and up | 8 | 10.53% | 386,387 | 0 | 780,000 | 330,157 | 0 |
| Average Sold Price | | | 184,077 | 69,500 | 165,887 | 245,109 | 191,000 |
| Total Closed Units | | 100% | 184,077 | 4 | 49 | 22 | 1 |
| Total Closed Volume | | | 13,989,875 | 278.00K | 8.13M | 5.39M | 191.00K |

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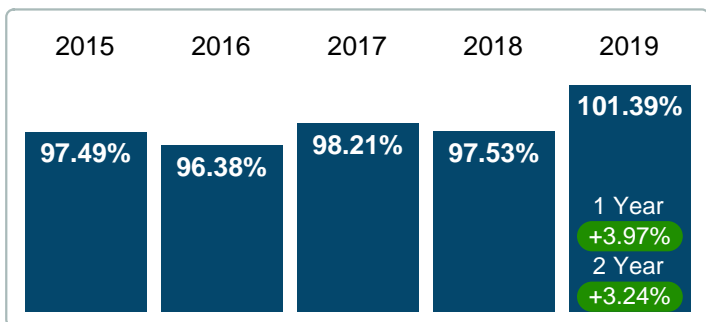
Area Delimited by County Of Wagoner - Residential Property Type



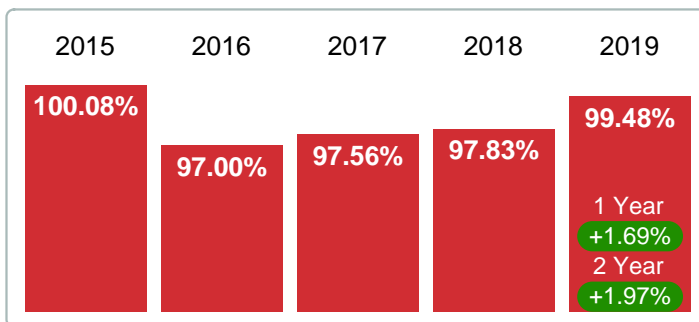
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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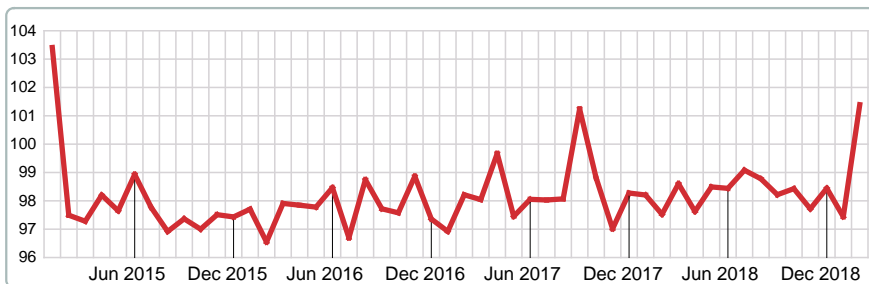
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

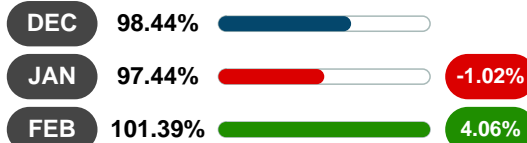


3 MONTHS

5 year FEB AVG = 98.20%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **101.39%**
above the 5 yr FEB average of **98.20%**



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 |
|--|------------|---------|---------|----------|---------|---------|---------|
| \$75,000 and less | 4 | 5.26% | 161.13% | 89.43% | 232.84% | 0.00% | 0.00% |
| \$75,001 - \$125,000 | 12 | 15.79% | 95.80% | 86.36% | 97.22% | 101.92% | 0.00% |
| \$125,001 - \$125,000 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$125,001 - \$175,000 | 22 | 28.95% | 99.18% | 0.00% | 99.42% | 96.80% | 0.00% |
| \$175,001 - \$200,000 | 14 | 18.42% | 99.22% | 0.00% | 99.57% | 98.94% | 95.98% |
| \$200,001 - \$275,000 | 16 | 21.05% | 96.84% | 0.00% | 98.56% | 95.81% | 0.00% |
| \$275,001 and up | 8 | 10.53% | 98.88% | 0.00% | 97.50% | 99.08% | 0.00% |
| Average Sold/List Ratio | | 101.40% | | 87.89% | 104.35% | 97.50% | 95.98% |
| Total Closed Units | 76 | 100% | 101.40% | 4 | 49 | 22 | 1 |
| Total Closed Volume | 13,989,875 | | | 278.00K | 8.13M | 5.39M | 191.00K |

February 2019



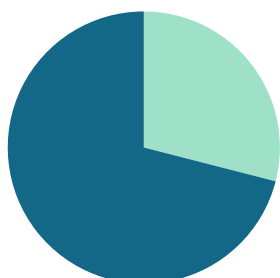
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

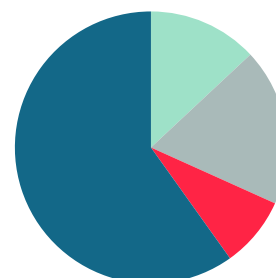


Inventory
 New Listings
147 = 28.99%
 Start Inventory
360
 Total Inventory Units
507
 Volume
\$124,090,231

Market Activity

Closed Sales
76 = 13.04%
 Pending Sales
109 = 18.70%
 Other Off Market
49 = 8.40%
 Active Inventory
349 = 59.86%

MARKET ACTIVITY



| Compared Metrics | February | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 81 | 76 | -6.17% | 147 | 147 | 0.00% |
| Pending Sales | 107 | 109 | 1.87% | 196 | 203 | 3.57% |
| New Listings | 129 | 147 | 13.95% | 314 | 300 | -4.46% |
| Average List Price | 182,769 | 187,656 | 2.67% | 189,475 | 190,224 | 0.39% |
| Average Sale Price | 178,788 | 184,077 | 2.96% | 185,083 | 186,351 | 0.69% |
| Average Percent of Selling Price to List Price | 97.53% | 101.39% | 3.97% | 97.83% | 99.48% | 1.69% |
| Average Days on Market to Sale | 49.06 | 50.14 | 2.21% | 49.35 | 51.48 | 4.31% |
| Monthly Inventory | 405 | 349 | -13.83% | 405 | 349 | -13.83% |
| Months Supply of Inventory | 3.77 | 3.31 | -12.40% | 3.77 | 3.31 | -12.40% |

Absorption: Last 12 months, an Average of **106** Sales/Month

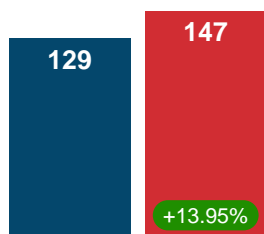
Inventory on February 28, 2019 = **349**

2018 **2019**

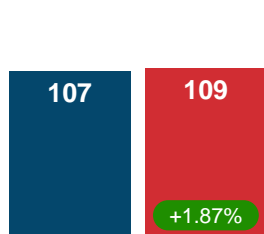
FEBRUARY MARKET

AVERAGE PRICES

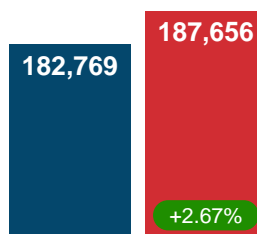
New Listings



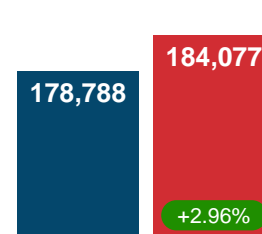
Pending Listings



List Price



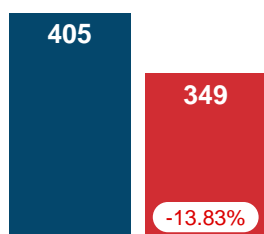
Sale Price



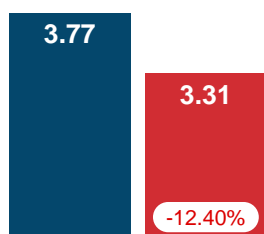
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

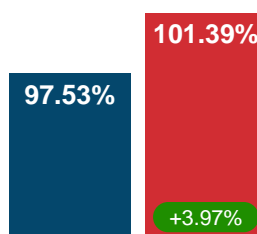
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

