

February 2019



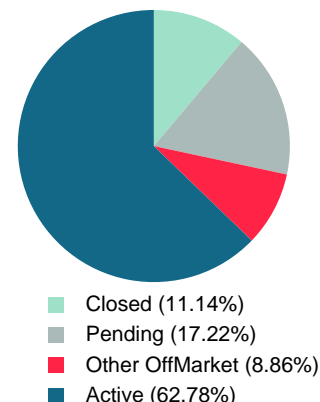
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2018	2019	+/-%
Closed Listings	37	44	18.92%
Pending Listings	53	68	28.30%
New Listings	76	92	21.05%
Average List Price	124,212	142,078	14.38%
Average Sale Price	119,174	135,914	14.05%
Average Percent of Selling Price to List Price	95.12%	94.98%	-0.15%
Average Days on Market to Sale	58.78	62.00	5.47%
End of Month Inventory	263	248	-5.70%
Months Supply of Inventory	4.02	3.98	-1.04%



Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of February 28, 2019 = **248**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **5.70%** to 248 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **3.98** 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 **14.05%** in February 2019 to \$135,914 versus the previous year at \$119,174.

Average Days on Market Lengthens

The average number of **62.00** days that homes spent on the market before selling increased by 3.22 days or **5.47%** in February 2019 compared to last year's same month at **58.78** 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 92 New Listings in February 2019, up **21.05%** from last year at 76. Furthermore, there were 44 Closed Listings this month versus last year at 37, a **18.92%** increase.

Closed versus Listed trends yielded a **47.8%** ratio, down from previous year's, February 2018, at **48.7%**, a **1.76%** downswing. This will certainly create pressure on a decreasing Monthly $\frac{1}{2}$ 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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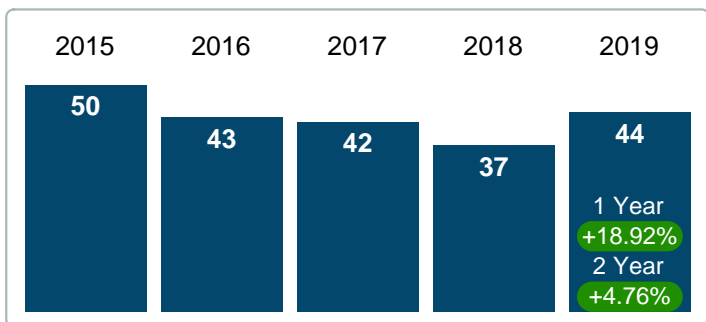
Area Delimited by County Of Washington - Residential Property Type



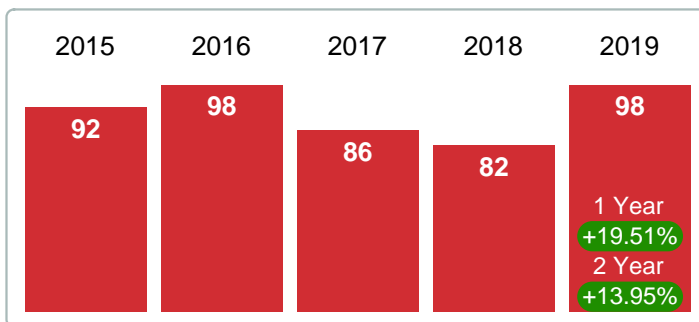
CLOSED LISTINGS

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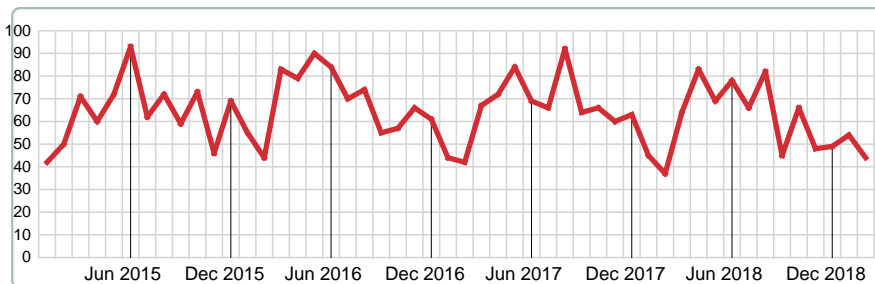
FEBRUARY



YEAR TO DATE (YTD)

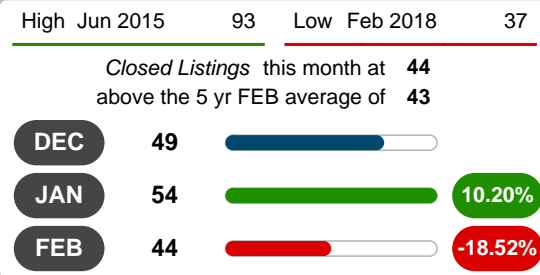


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	6.82%	54.0	1	2	0	0
\$40,001 - \$60,000	4	9.09%	52.8	1	3	0	0
\$60,001 - \$100,000	9	20.45%	83.4	3	5	1	0
\$100,001 - \$140,000	12	27.27%	56.8	1	10	1	0
\$140,001 - \$150,000	5	11.36%	72.4	0	1	4	0
\$150,001 - \$240,000	6	13.64%	34.5	0	3	3	0
\$240,001 and up	5	11.36%	70.6	0	1	3	1
Total Closed Units	44			6	25	12	1
Total Closed Volume	5,980,195	100%	62.0	426.00K	2.76M	2.55M	250.00K
Average Closed Price	\$135,914			\$71,000	\$110,341	\$212,139	\$250,000

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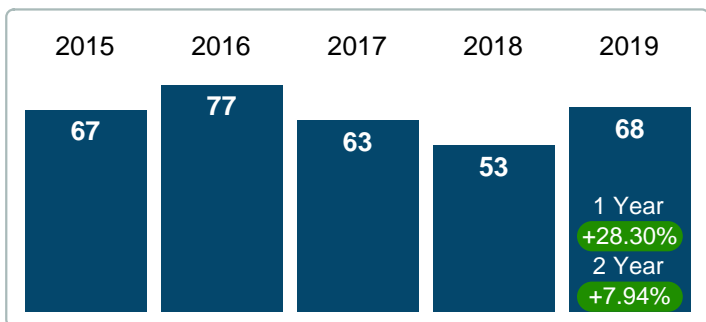
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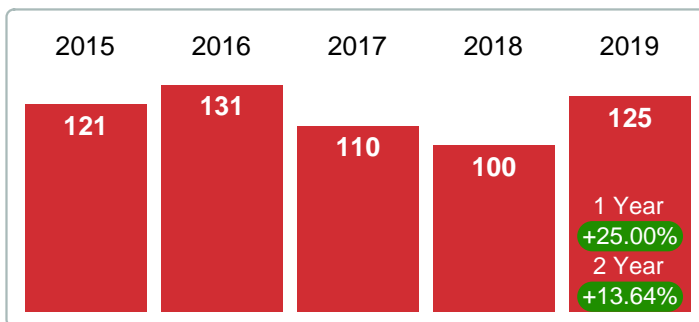
PENDING LISTINGS

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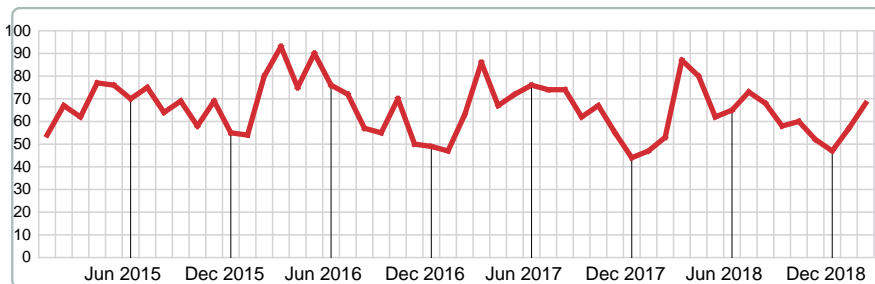
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 66

High Mar 2016 93 Low Dec 2017 44

Pending Listings this month at **68**
above the 5 yr FEB average of **66**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	8.82%	21.3	3	3	0	0
\$60,001 - \$70,000	6	8.82%	54.5	0	4	2	0
\$70,001 - \$90,000	11	16.18%	60.8	3	5	3	0
\$90,001 - \$140,000	19	27.94%	85.6	1	16	2	0
\$140,001 - \$170,000	10	14.71%	65.5	0	7	3	0
\$170,001 - \$270,000	9	13.24%	27.0	0	3	6	0
\$270,001 and up	7	10.29%	98.7	0	1	5	1
Total Pending Units	68			7	39	21	1
Total Pending Volume	9,806,724	100%	62.7	496.90K	4.63M	4.18M	499.00K
Average Listing Price	\$144,061			\$70,986	\$118,830	\$198,879	\$499,000

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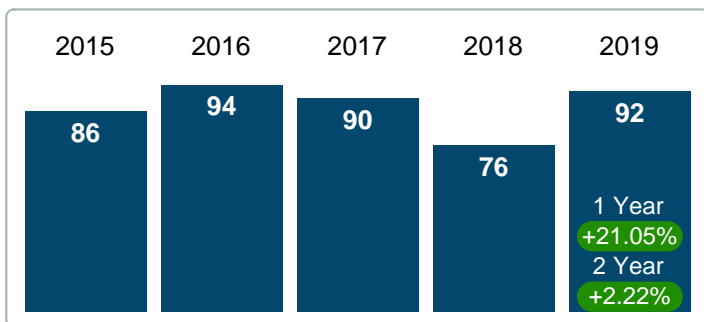
Area Delimited by County Of Washington - Residential Property Type



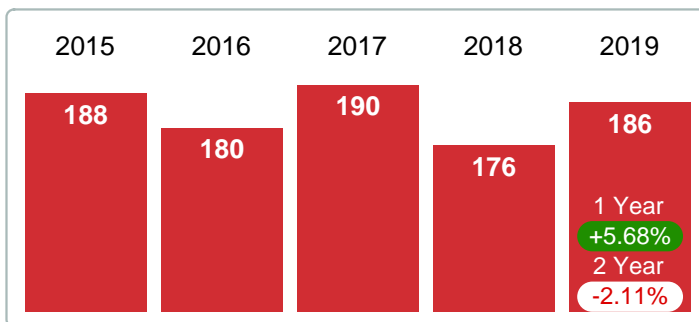
NEW LISTINGS

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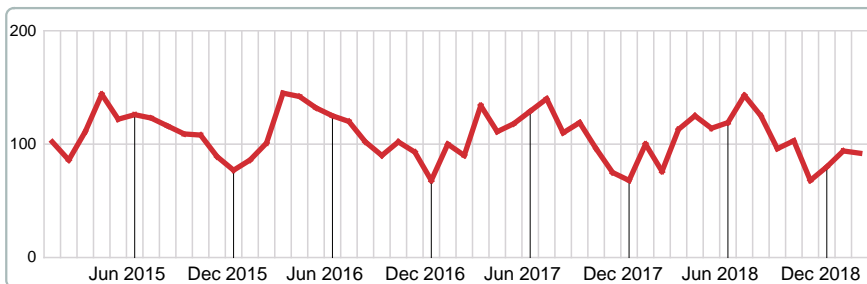
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 88

High Mar 2016 145 Low Nov 2018 68

New Listings this month at **92**
above the 5 yr FEB average of **88**



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	10	10.87%	6	4	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$75,000	11	11.96%	5	6	0	0
\$75,001 - \$150,000	34	36.96%	3	25	6	0
\$150,001 - \$225,000	16	17.39%	0	8	8	0
\$225,001 - \$275,000	12	13.04%	0	5	6	1
\$275,001 and up	9	9.78%	1	0	7	1
Total New Listed Units	92		15	48	27	2
Total New Listed Volume	14,669,050	100%	1.77M	5.79M	6.50M	609.90K
Average New Listed Listing Price	\$155,015		\$117,950	\$120,725	\$240,559	\$304,950

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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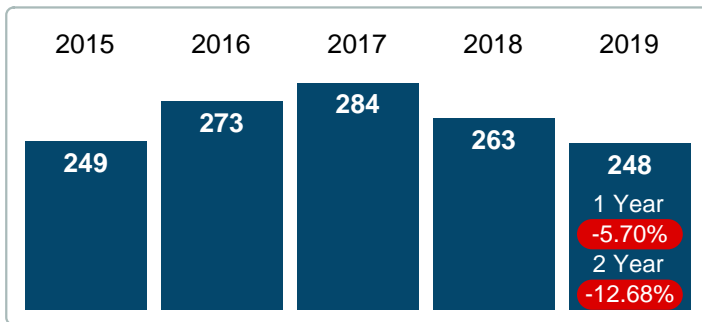
Area Delimited by County Of Washington - Residential Property Type



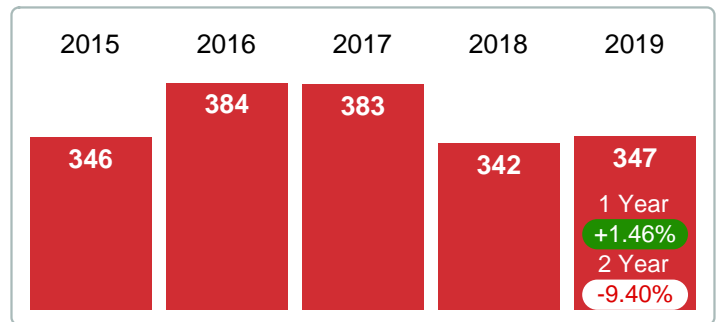
ACTIVE INVENTORY

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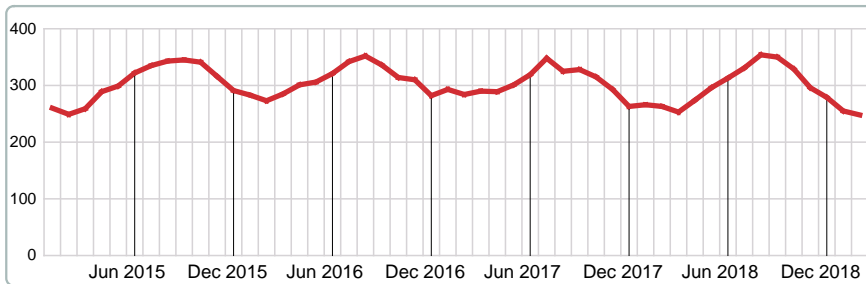
END OF FEBRUARY



ACTIVE DURING FEBRUARY

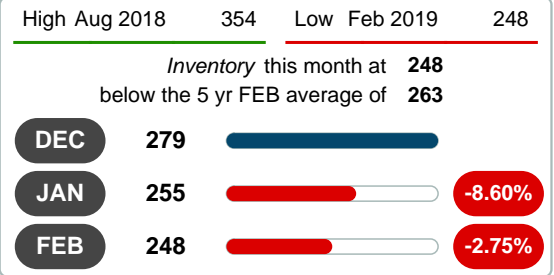


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 263



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	2.42%	36.7	4	2	0	0
\$25,001 - \$50,000	22	8.87%	67.6	6	15	1	0
\$50,001 - \$75,000	35	14.11%	84.3	12	22	1	0
\$75,001 - \$150,000	74	29.84%	60.5	11	48	15	0
\$150,001 - \$250,000	53	21.37%	70.1	0	22	30	1
\$250,001 - \$350,000	34	13.71%	65.6	0	3	24	7
\$350,001 and up	24	9.68%	84.8	1	7	12	4
Total Active Inventory by Units	248			34	119	83	12
Total Active Inventory by Volume	44,256,272	100%	69.0	3.05M	16.52M	20.36M	4.33M
Average Active Inventory Listing Price	\$178,453			\$89,589	\$138,843	\$245,317	\$360,550

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Area Delimited by County Of Washington - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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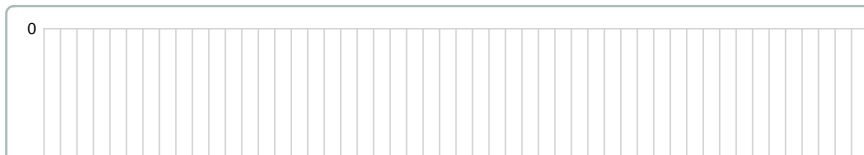
MSI FOR FEBRUARY

2015	2016	2017	2018	2019

INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
248	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
\$40,000 and less	18	7.26%	2.73	3.00	2.75	2.40	0.00
\$40,001 - \$60,000	25	10.08%	5.36	7.20	5.05	0.00	0.00
\$60,001 - \$90,000	40	16.13%	3.84	9.88	2.88	4.00	0.00
\$90,001 - \$170,000	70	28.23%	3.04	2.82	3.03	3.43	0.00
\$170,001 - \$250,000	37	14.92%	3.61	0.00	3.91	3.71	1.71
\$250,001 - \$350,000	34	13.71%	6.69	0.00	3.00	7.38	9.33
\$350,001 and up	24	9.68%	10.29	0.00	21.00	7.20	12.00
Market Supply of Inventory (MSI)			3.98	5.37	3.42	4.51	4.36
Total Active Inventory by Units		100%	3.98	34	119	83	12

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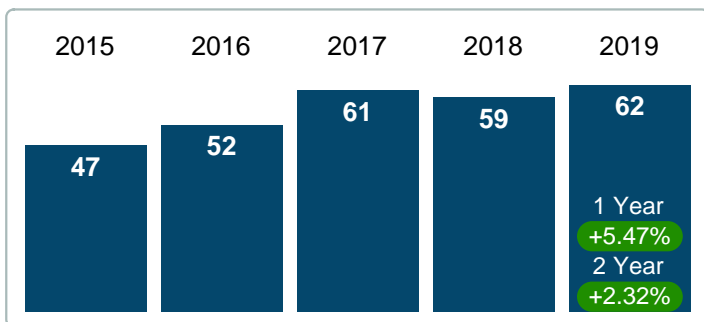
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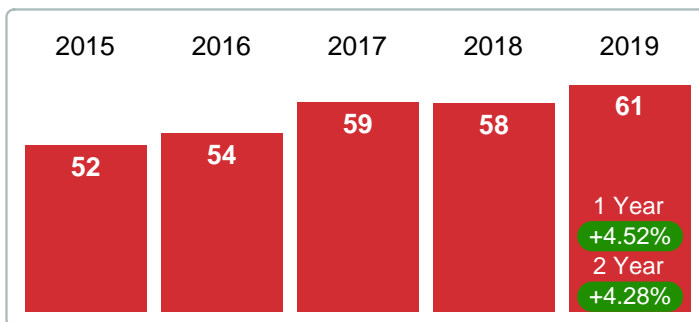
AVERAGE DAYS ON MARKET TO SALE

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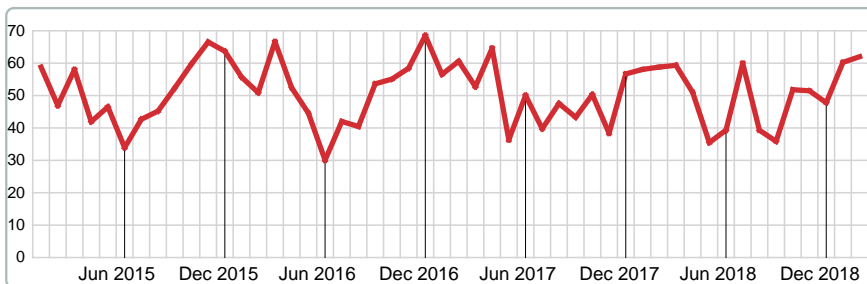
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

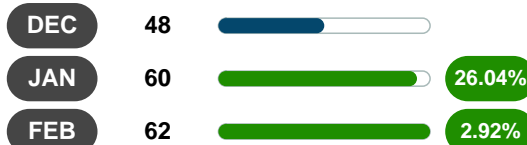


3 MONTHS

5 year FEB AVG = 56

High Dec 2016 69 Low Jun 2016 30

Average Days on Market to Sale this month at 62 above the 5 yr FEB average of 56



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
\$40,000 and less	6.82%	54	48	57	0	0
\$40,001 - \$60,000	9.09%	53	42	56	0	0
\$60,001 - \$100,000	20.45%	83	153	39	97	0
\$100,001 - \$140,000	27.27%	57	28	65	7	0
\$140,001 - \$150,000	11.36%	72	0	123	60	0
\$150,001 - \$240,000	13.64%	35	0	21	48	0
\$240,001 and up	11.36%	71	0	31	82	75
Average Closed DOM		62				
Total Closed Units	100%	62	96	54	61	75
Total Closed Volume			426.00K	2.76M	2.55M	250.00K

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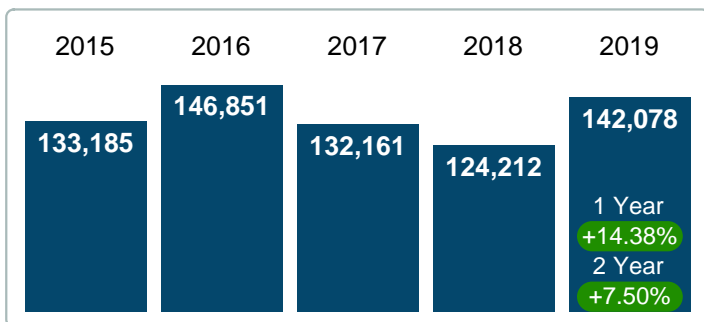
Area Delimited by County Of Washington - Residential Property Type



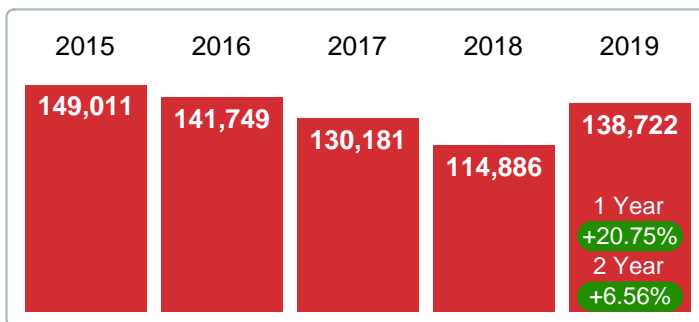
AVERAGE LIST PRICE AT CLOSING

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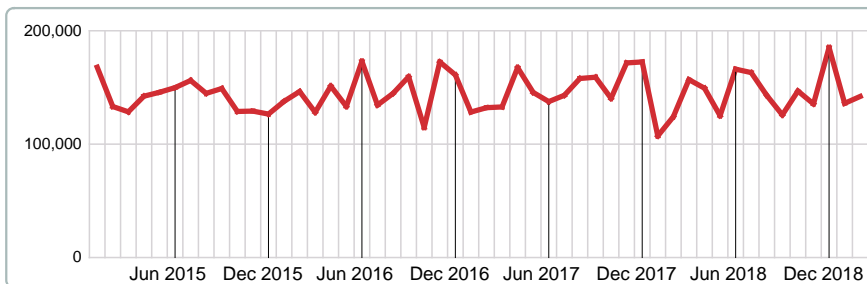
FEBRUARY



YEAR TO DATE (YTD)

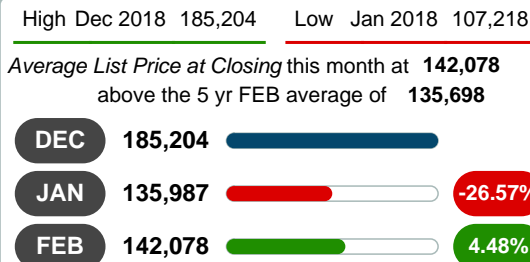


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 135,698



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
\$40,000 and less	1	2.27%	37,500	49,900	39,200	0	0
\$40,001 - \$60,000	5	11.36%	50,860	58,000	56,133	0	0
\$60,001 - \$100,000	10	22.73%	75,090	72,767	75,360	92,900	0
\$100,001 - \$140,000	10	22.73%	129,550	138,000	130,025	149,900	0
\$140,001 - \$150,000	4	9.09%	146,863	0	160,000	152,300	0
\$150,001 - \$240,000	9	20.45%	173,111	0	171,600	189,600	0
\$240,001 and up	5	11.36%	353,560	0	247,900	406,633	300,000
Average List Price			142,078	77,367	113,862	220,058	300,000
Total Closed Units		100%	142,078	6	25	12	1
Total Closed Volume			6,251,450	464.20K	2.85M	2.64M	300.00K

February 2019



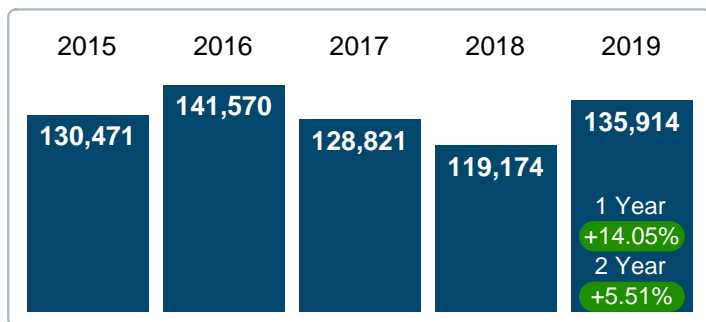
Area Delimited by County Of Washington - Residential Property Type



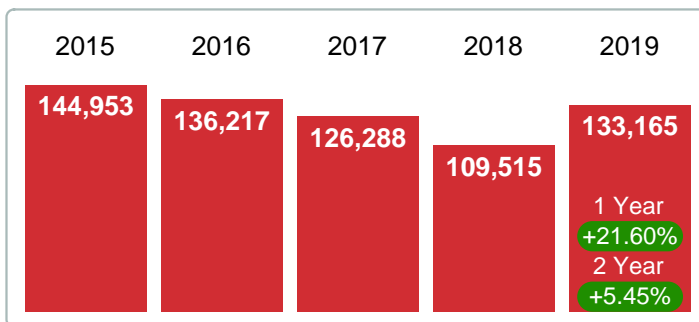
AVERAGE SOLD PRICE AT CLOSING

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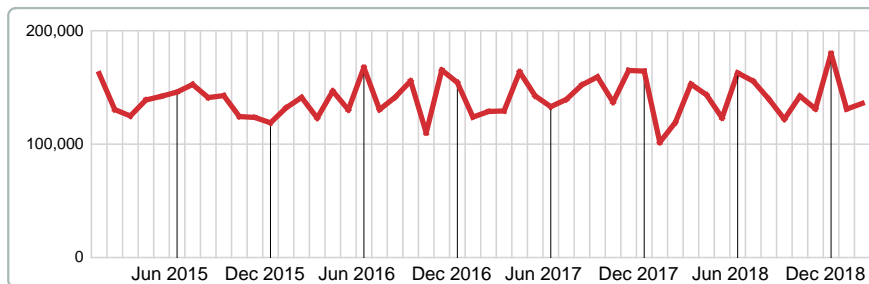
FEBRUARY



YEAR TO DATE (YTD)

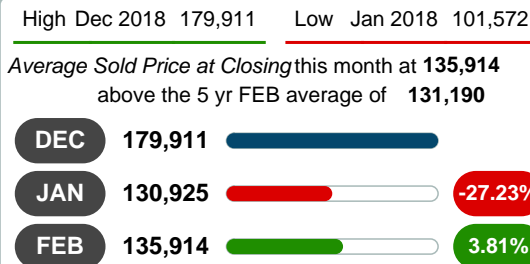


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 131,190



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
\$40,000 and less	3	6.82%	36,333	40,000	34,500	0	0
\$40,001 - \$60,000	4	9.09%	52,063	54,000	51,417	0	0
\$60,001 - \$100,000	9	20.45%	73,422	64,667	74,780	92,900	0
\$100,001 - \$140,000	12	27.27%	127,873	138,000	126,148	135,000	0
\$140,001 - \$150,000	5	11.36%	146,403	0	150,000	145,504	0
\$150,001 - \$240,000	6	13.64%	176,000	0	167,333	184,667	0
\$240,001 and up	5	11.36%	335,930	0	247,900	393,917	250,000
Average Sold Price			135,914	71,000	110,341	212,139	250,000
Total Closed Units		100%	135,914	6	25	12	1
Total Closed Volume			5,980,195	426.00K	2.76M	2.55M	250.00K

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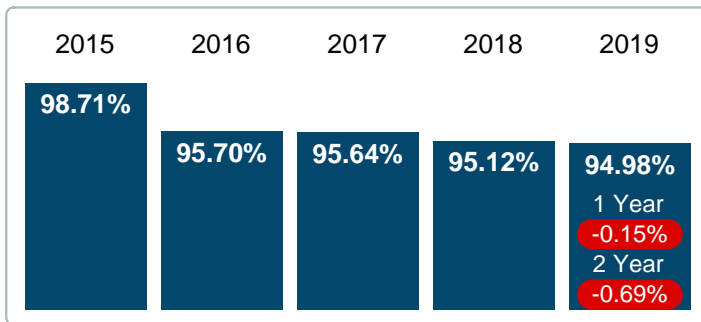
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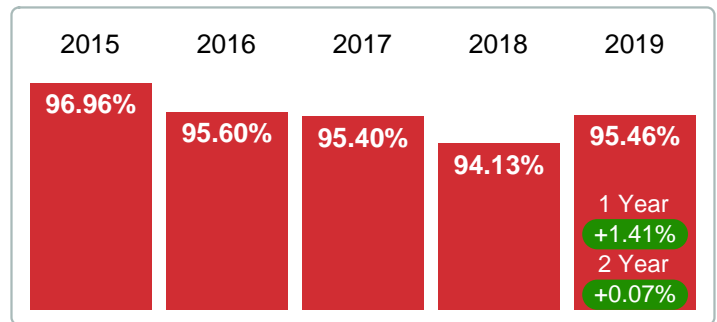
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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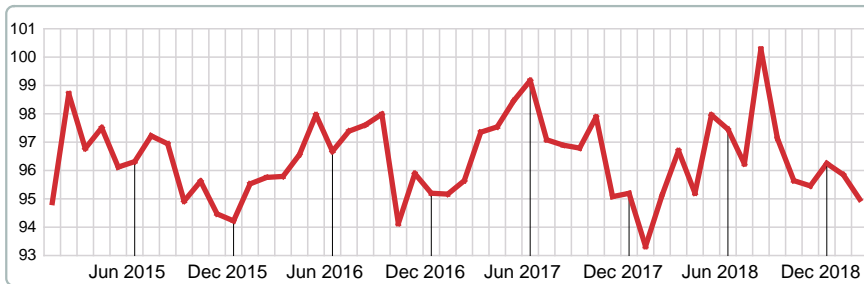
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

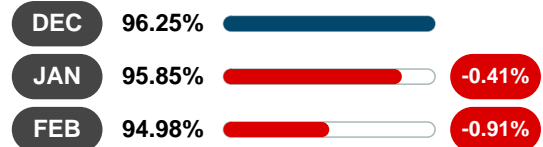


3 MONTHS

5 year FEB AVG = 96.03%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **94.98%**
below the 5 yr FEB average of **96.03%**



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
\$40,000 and less	3	6.82%	85.39%	80.16%	88.01%	0.00%	0.00%
\$40,001 - \$60,000	4	9.09%	92.02%	93.10%	91.66%	0.00%	0.00%
\$60,001 - \$100,000	9	20.45%	95.82%	88.80%	99.20%	100.00%	0.00%
\$100,001 - \$140,000	12	27.27%	96.62%	100.00%	96.94%	90.06%	0.00%
\$140,001 - \$150,000	5	11.36%	95.25%	0.00%	93.75%	95.62%	0.00%
\$150,001 - \$240,000	6	13.64%	97.52%	0.00%	97.65%	97.39%	0.00%
\$240,001 and up	5	11.36%	94.35%	0.00%	100.00%	96.14%	83.33%
Average Sold/List Ratio		95.00%		89.95%	96.12%	96.10%	83.33%
Total Closed Units		44	100%	6	25	12	1
Total Closed Volume		5,980,195		426.00K	2.76M	2.55M	250.00K

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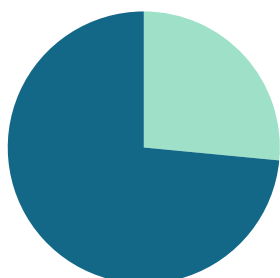
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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INVENTORY

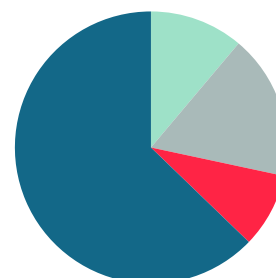


Inventory
 New Listings
92 = 26.51%
 Start Inventory
255
 Total Inventory Units
347
 Volume
\$59,325,745

Market Activity

Closed Sales
44 = 11.14%
 Pending Sales
68 = 17.22%
 Other Off Market
35 = 8.86%
 Active Inventory
248 = 62.78%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	37	44	18.92%	82	98	19.51%
Pending Sales	53	68	28.30%	100	125	25.00%
New Listings	76	92	21.05%	176	186	5.68%
Average List Price	124,212	142,078	14.38%	114,886	138,722	20.75%
Average Sale Price	119,174	135,914	14.05%	109,515	133,165	21.60%
Average Percent of Selling Price to List Price	95.12%	94.98%	-0.15%	94.13%	95.46%	1.41%
Average Days on Market to Sale	58.78	62.00	5.47%	58.39	61.03	4.52%
Monthly Inventory	263	248	-5.70%	263	248	-5.70%
Months Supply of Inventory	4.02	3.98	-1.04%	4.02	3.98	-1.04%

Absorption: Last 12 months, an Average of **62** Sales/Month

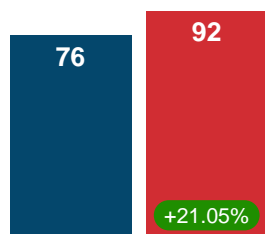
Inventory on February 28, 2019 = **248**

2018 **2019**

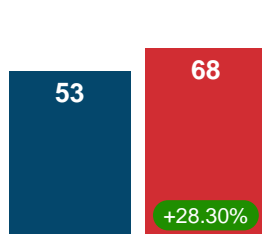
FEBRUARY MARKET

AVERAGE PRICES

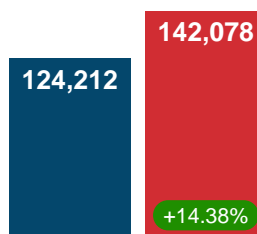
New Listings



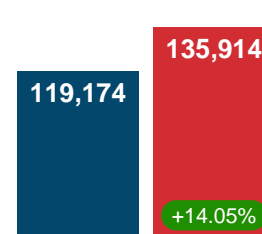
Pending Listings



List Price



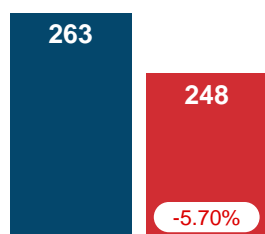
Sale Price



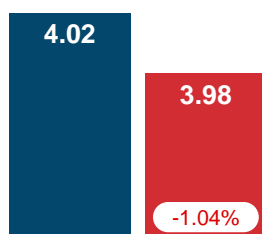
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

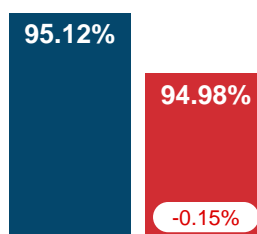
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

