

January 2019



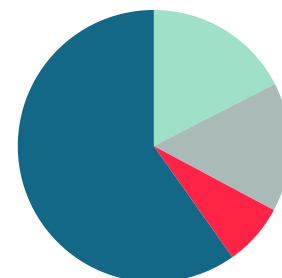
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	23	33	43.48%
Pending Listings	39	29	-25.64%
New Listings	71	46	-35.21%
Average List Price	148,720	207,379	39.44%
Average Sale Price	145,164	199,058	37.13%
Average Percent of Selling Price to List Price	97.28%	95.55%	-1.77%
Average Days on Market to Sale	43.30	55.27	27.64%
End of Month Inventory	152	113	-25.66%
Months Supply of Inventory	5.14	2.81	-45.25%



■ Closed (17.46%)
■ Pending (15.34%)
■ Other OffMarket (7.41%)
■ Active (59.79%)

Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of January 31, 2019 = **113**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **25.66%** to 113 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **2.81** 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 **37.13%** in January 2019 to \$199,058 versus the previous year at \$145,164.

Average Days on Market Lengthens

The average number of **55.27** days that homes spent on the market before selling increased by 11.97 days or **27.64%** in January 2019 compared to last year's same month at **43.30** DOM.

Sales Success for January 2019 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 46 New Listings in January 2019, down **35.21%** from last year at 71. Furthermore, there were 33 Closed Listings this month versus last year at 23, a **43.48%** increase.

Closed versus Listed trends yielded a **71.7%** ratio, up from previous year's, January 2018, at **32.4%**, a **121.46%** upswing. 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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®

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January 2019



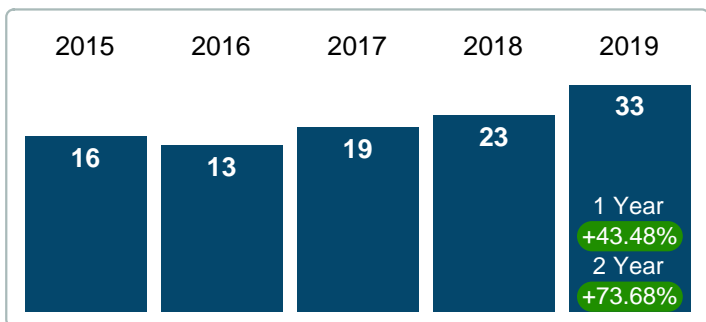
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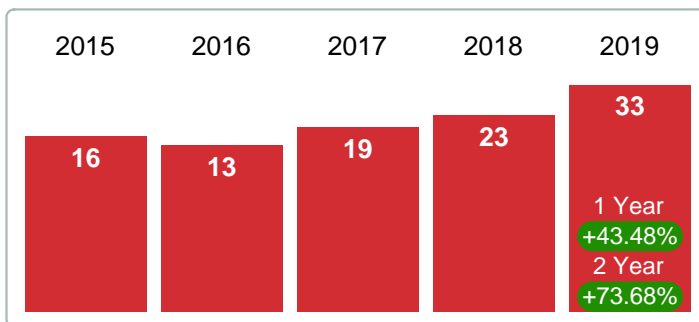
CLOSED LISTINGS

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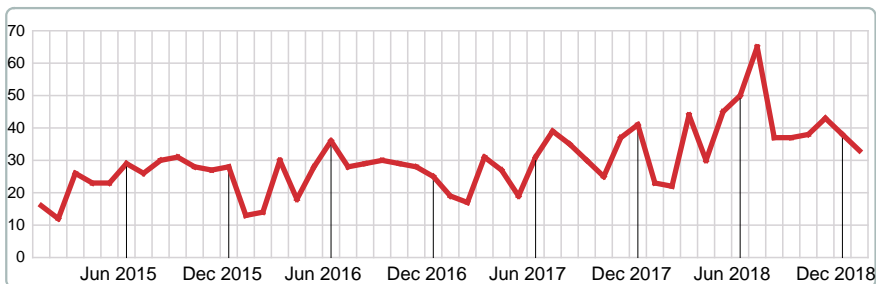
JANUARY



YEAR TO DATE (YTD)

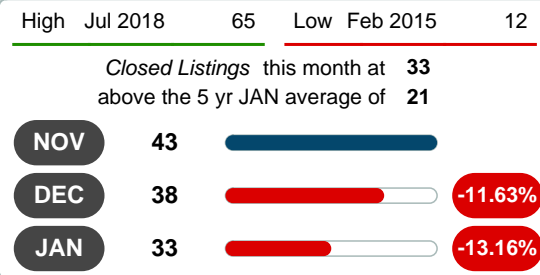


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 21



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	3	9.09%	37.7	2	1	0	0
\$50,001 - \$100,000	4	12.12%	26.3	0	3	1	0
\$100,001 - \$150,000	4	12.12%	64.8	0	2	1	1
\$150,001 - \$200,000	9	27.27%	81.4	0	7	2	0
\$200,001 - \$250,000	4	12.12%	63.0	0	4	0	0
\$250,001 - \$300,000	4	12.12%	52.0	0	1	2	1
\$300,001 and up	5	15.15%	30.8	0	1	4	0
Total Closed Units	33			2	19	10	2
Total Closed Volume	6,568,900	100%	55.3	57.00K	3.26M	2.83M	420.00K
Average Closed Price	\$199,058			\$28,500	\$171,626	\$283,100	\$210,000

January 2019



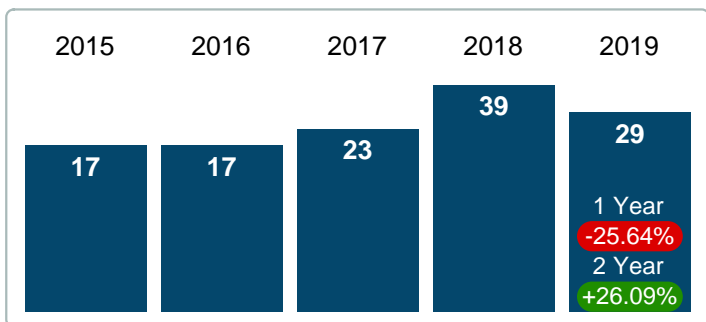
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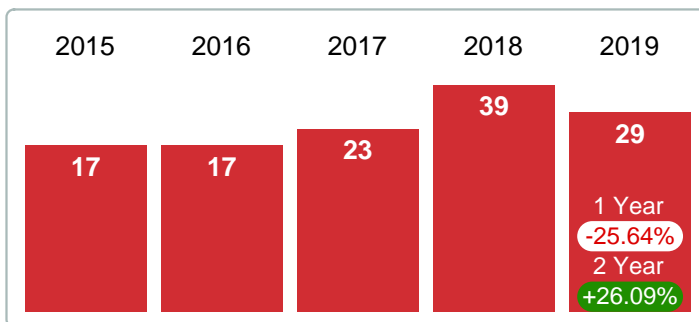
PENDING LISTINGS

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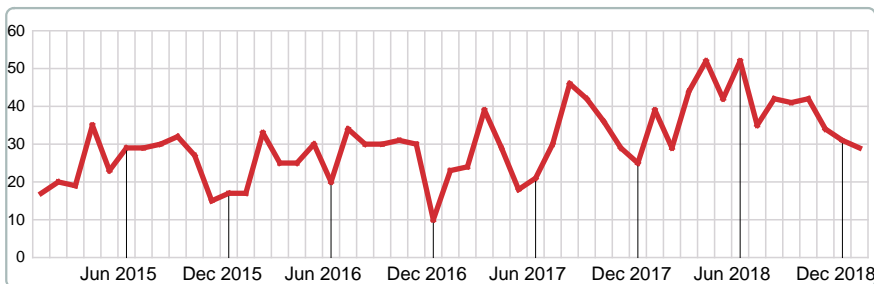
JANUARY



YEAR TO DATE (YTD)

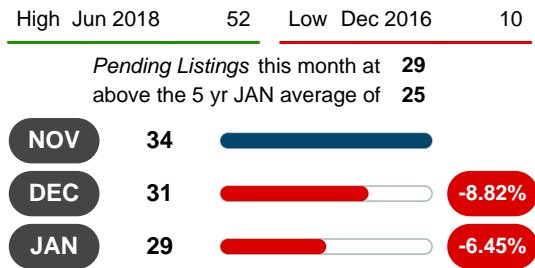


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 25



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	3.45%	118.0	1	0	0	0
\$25,001 - \$50,000	4	13.79%	30.0	0	4	0	0
\$50,001 - \$100,000	5	17.24%	23.6	1	3	1	0
\$100,001 - \$200,000	7	24.14%	88.7	1	6	0	0
\$200,001 - \$225,000	4	13.79%	86.5	0	2	2	0
\$225,001 - \$300,000	4	13.79%	37.3	0	3	1	0
\$300,001 and up	4	13.79%	41.8	1	1	1	1
Total Pending Units	29			4	19	5	1
Total Pending Volume	4,881,140	100%	56.5	503.90K	3.00M	1.06M	314.00K
Average Listing Price	\$168,315			\$125,975	\$158,137	\$211,728	\$314,000

January 2019



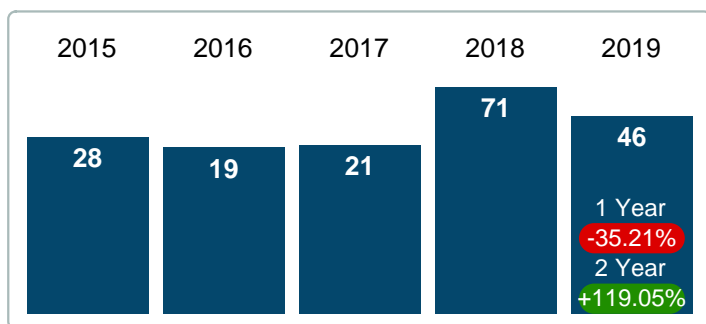
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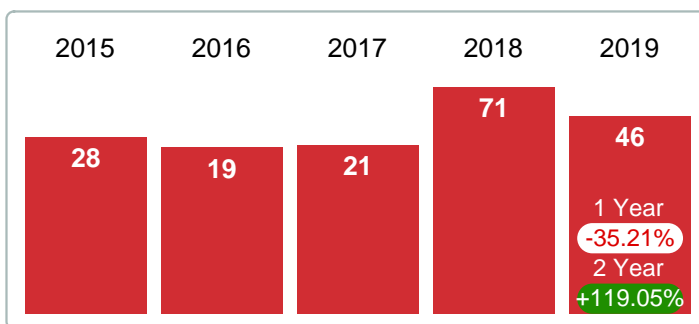
NEW LISTINGS

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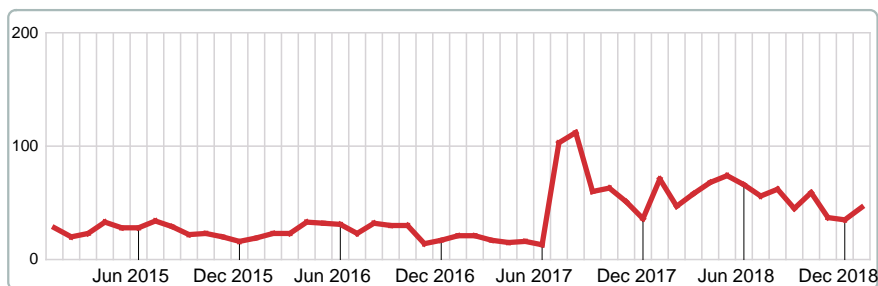
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

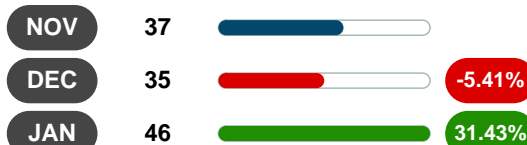


3 MONTHS

5 year JAN AVG = 37

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 46
above the 5 yr JAN average of 37



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	4	8.70%	2	2	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$125,000	11	23.91%	2	7	2	0
\$125,001 - \$225,000	13	28.26%	0	10	3	0
\$225,001 - \$325,000	7	15.22%	0	4	3	0
\$325,001 - \$475,000	6	13.04%	0	0	4	2
\$475,001 and up	5	10.87%	1	3	0	1
Total New Listed Units	46		5	26	12	3
Total New Listed Volume	12,166,900	100%	2.23M	5.22M	3.19M	1.53M
Average New Listed Listing Price	\$176,933		\$445,400	\$200,727	\$266,008	\$509,633

January 2019



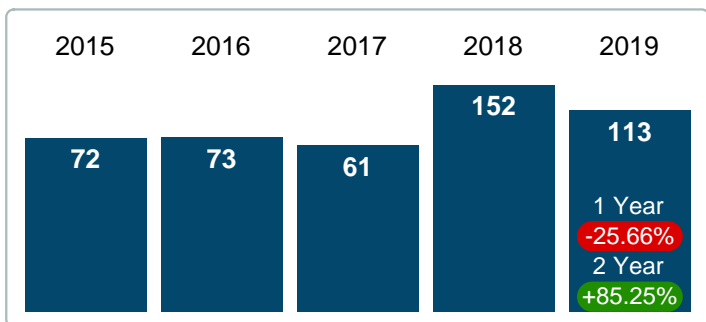
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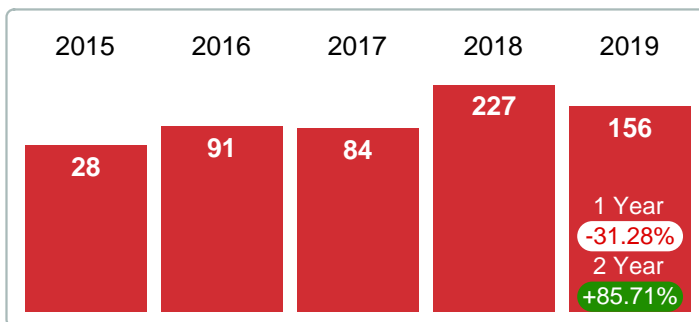
ACTIVE INVENTORY

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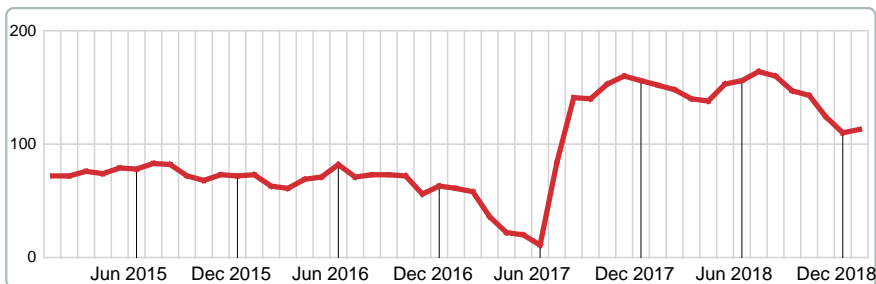
END OF JANUARY



ACTIVE DURING JANUARY

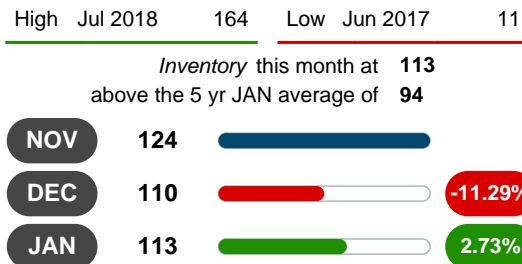


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 94



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	11	9.73%	82.8	6	5	0	0
\$75,001 - \$100,000	8	7.08%	62.0	2	5	1	0
\$100,001 - \$150,000	18	15.93%	46.4	3	11	2	2
\$150,001 - \$225,000	32	28.32%	75.0	1	23	8	0
\$225,001 - \$325,000	18	15.93%	97.8	0	12	6	0
\$325,001 - \$475,000	13	11.50%	58.1	1	1	5	6
\$475,001 and up	13	11.50%	74.5	2	5	2	4
Total Active Inventory by Units			113	15	62	24	12
Total Active Inventory by Volume			30,729,375	4.42M	13.45M	6.81M	6.05M
Average Active Inventory Listing Price			\$271,941	\$294,767	\$216,896	\$283,667	\$504,358

January 2019



Area Delimited by County Of Bryan - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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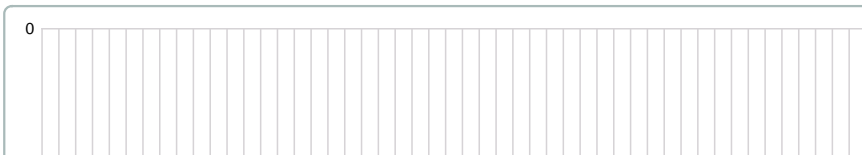
MSI FOR JANUARY

2015	2016	2017	2018	2019

INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
113	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 JAN AVG = inf

High Jan 2019	inf	Low Jan 2019	inf
Months Supply this month at inf equal to 5 yr JAN average of inf			
NOV	inf		%
DEC	inf		%
JAN	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	9.73%	1.65	2.48	1.58	0.00	0.00		
\$75,001 - \$100,000	8	7.08%	2.09	2.18	2.31	1.50	0.00		
\$100,001 - \$150,000	18	15.93%	1.85	6.00	1.38	2.18	6.00		
\$150,001 - \$225,000	32	28.32%	2.34	6.00	2.49	2.00	0.00		
\$225,001 - \$325,000	18	15.93%	3.93	0.00	4.80	3.43	0.00		
\$325,001 - \$475,000	13	11.50%	11.14	0.00	2.40	10.00	24.00		
\$475,001 and up	13	11.50%	26.00	0.00	60.00	6.00	48.00		
Market Supply of Inventory (MSI)		2.81		3.67	2.42	2.67	8.00		
Total Active Inventory by Units		113	100%	2.81	15	62	24	12	

January 2019



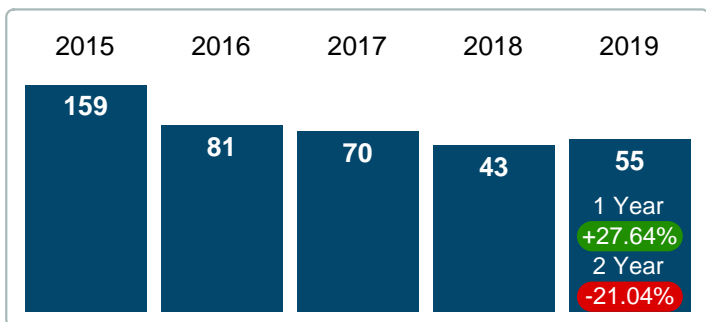
Area Delimited by County Of Bryan - Residential Property Type



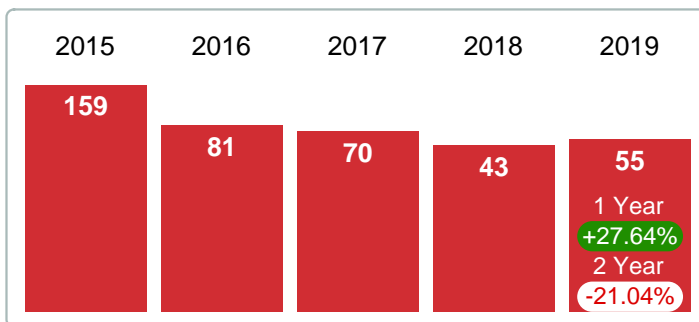
AVERAGE DAYS ON MARKET TO SALE

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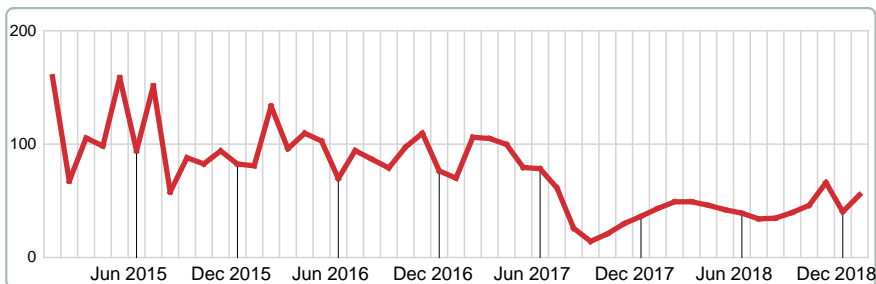
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 82

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 55 below the 5 yr JAN average of 82



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	9.09%	38	56	2	0	0
\$50,001 - \$100,000	12.12%	26	0	34	4	0
\$100,001 - \$150,000	12.12%	65	0	8	143	101
\$150,001 - \$200,000	27.27%	81	0	72	114	0
\$200,001 - \$250,000	12.12%	63	0	63	0	0
\$250,001 - \$300,000	12.12%	52	0	1	92	23
\$300,001 and up	15.15%	31	0	1	38	0
Average Closed DOM		55	56	46	71	62
Total Closed Units	100%	55	2	19	10	2
Total Closed Volume		6,568,900	57.00K	3.26M	2.83M	420.00K

January 2019



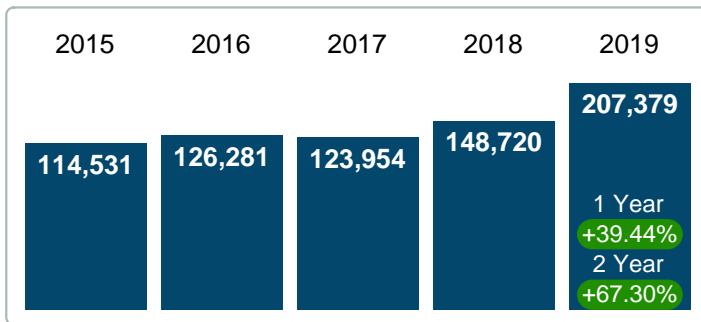
Area Delimited by County Of Bryan - Residential Property Type



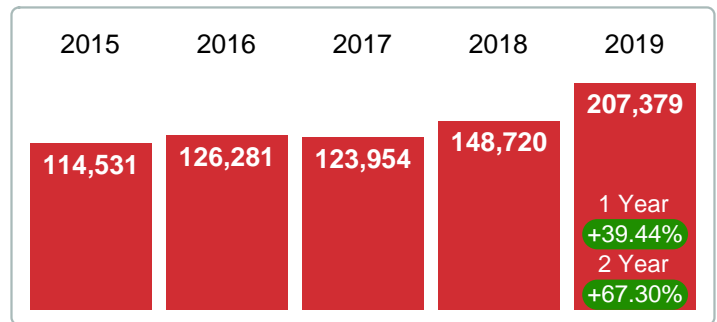
AVERAGE LIST PRICE AT CLOSING

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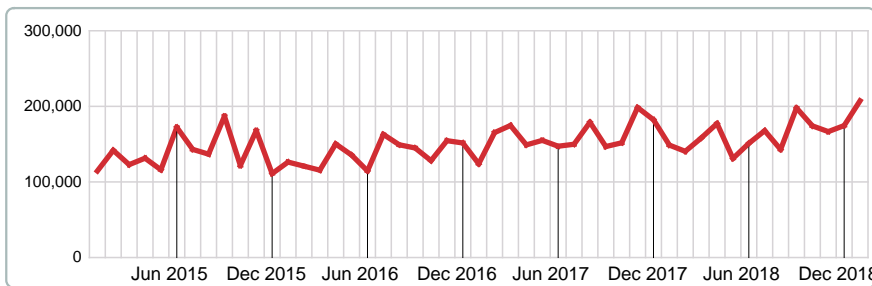
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

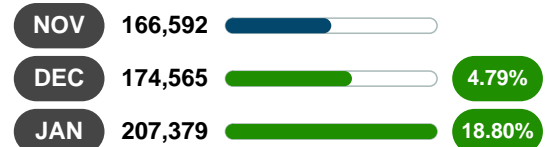


3 MONTHS

5 year JAN AVG = 144,173

High Jan 2019 207,379 Low Dec 2015 111,039

Average List Price at Closing this month at **207,379**
above the 5 yr JAN average of **144,173**



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	3	9.09%	38,133	32,200	50,000	0	0
\$50,001 - \$100,000	4	12.12%	73,600	0	76,467	65,000	0
\$100,001 - \$150,000	4	12.12%	136,700	0	147,400	102,000	150,000
\$150,001 - \$200,000	8	24.24%	169,925	0	177,543	160,750	0
\$200,001 - \$250,000	4	12.12%	209,750	0	227,900	0	0
\$250,001 - \$300,000	5	15.15%	284,500	0	299,000	274,000	298,000
\$300,001 and up	5	15.15%	453,400	0	315,000	488,000	0
Average List Price			207,379	32,200	175,926	298,850	224,000
Total Closed Units		100%	207,379	2	19	10	2
Total Closed Volume			6,843,500	64.40K	3.34M	2.99M	448.00K

January 2019



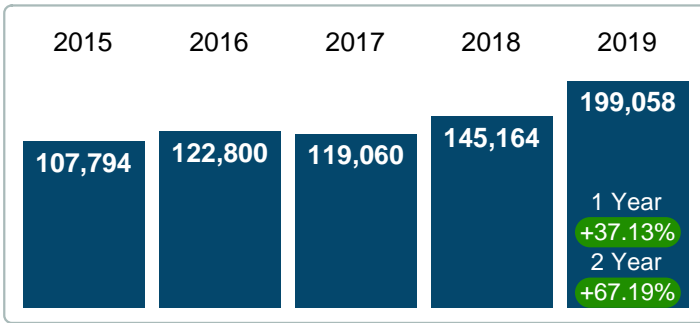
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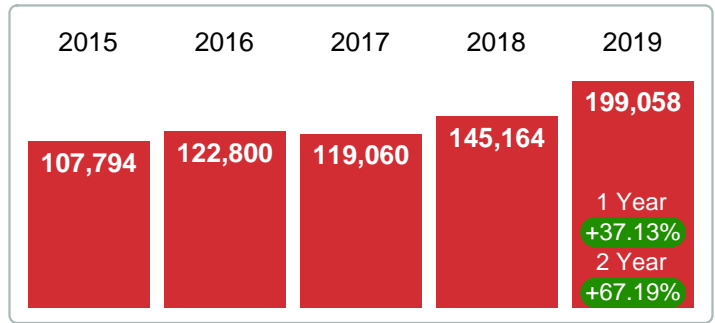
AVERAGE SOLD PRICE AT CLOSING

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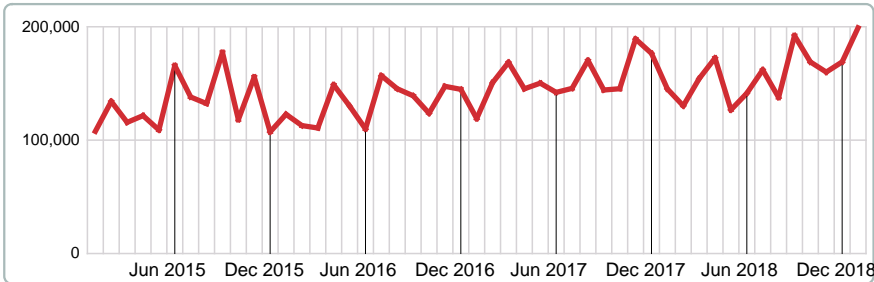
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

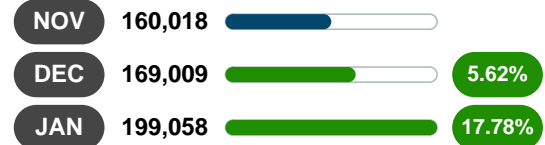


3 MONTHS

5 year JAN AVG = 138,775

High Jan 2019 199,058 Low Dec 2015 107,246

Average Sold Price at Closing this month at **199,058**
above the 5 yr JAN average of **138,775**



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	9.09%	35,667	28,500	50,000	0	0
\$50,001 - \$100,000	12.12%	68,125	0	72,500	55,000	0
\$100,001 - \$150,000	12.12%	134,725	0	143,450	102,000	150,000
\$150,001 - \$200,000	27.27%	168,211	0	172,414	153,500	0
\$200,001 - \$250,000	12.12%	222,650	0	222,650	0	0
\$250,001 - \$300,000	12.12%	278,000	0	294,000	274,000	270,000
\$300,001 and up	15.15%	426,800	0	315,000	454,750	0
Average Sold Price		199,058	28,500	171,626	283,100	210,000
Total Closed Units	100%	199,058	2	19	10	2
Total Closed Volume		6,568,900	57.00K	3.26M	2.83M	420.00K

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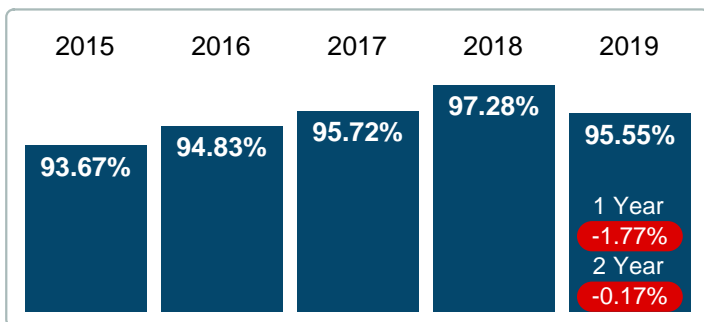
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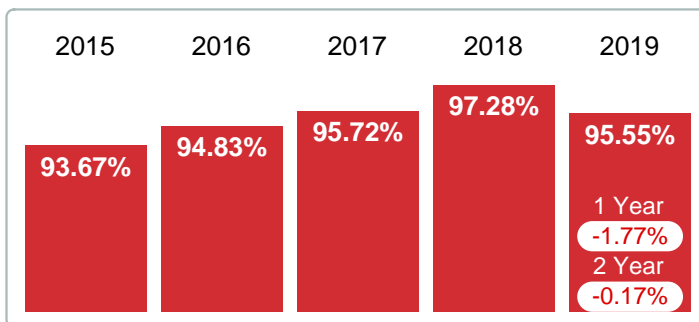
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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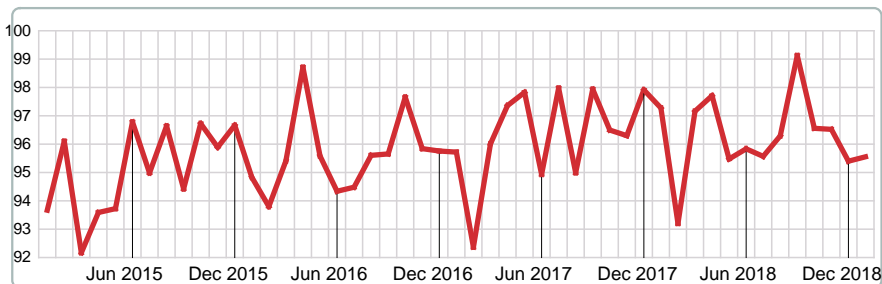
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

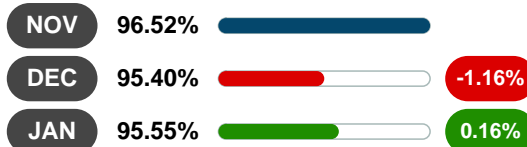


3 MONTHS

5 year JAN AVG = 95.41%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **95.55%**
above the 5 yr JAN average of **95.41%**



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	<div style="width: 9.09%;"></div> 3	9.09%	87.35%	81.03%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	<div style="width: 12.12%;"></div> 4	12.12%	91.97%	0.00%	94.42%	84.62%	0.00%
\$100,001 - \$150,000	<div style="width: 12.12%;"></div> 4	12.12%	98.69%	0.00%	97.39%	100.00%	100.00%
\$150,001 - \$200,000	<div style="width: 27.27%;"></div> 9	27.27%	96.85%	0.00%	97.24%	95.51%	0.00%
\$200,001 - \$250,000	<div style="width: 12.12%;"></div> 4	12.12%	98.28%	0.00%	98.28%	0.00%	0.00%
\$250,001 - \$300,000	<div style="width: 12.12%;"></div> 4	12.12%	97.23%	0.00%	98.33%	100.00%	90.60%
\$300,001 and up	<div style="width: 15.15%;"></div> 5	15.15%	94.96%	0.00%	100.00%	93.70%	0.00%
Average Sold/List Ratio		95.60%		81.03%	97.38%	95.04%	95.30%
Total Closed Units		33	100%	2	19	10	2
Total Closed Volume		6,568,900		57.00K	3.26M	2.83M	420.00K

January 2019



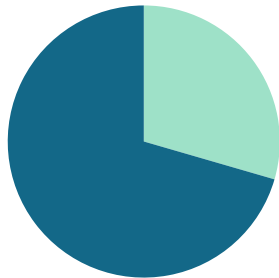
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

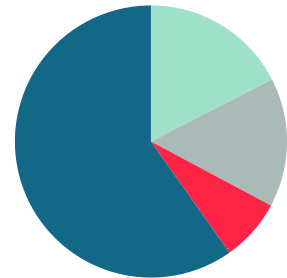


Inventory
 New Listings
46 = 29.49%
 Start Inventory
110
 Total Inventory Units
156
 Volume
\$39,177,015

Market Activity

Closed Sales
33 = 17.46%
 Pending Sales
29 = 15.34%
 Other Off Market
14 = 7.41%
 Active Inventory
113 = 59.79%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	23	33	43.48%	23	33	43.48%
Pending Sales	39	29	-25.64%	39	29	-25.64%
New Listings	71	46	-35.21%	71	46	-35.21%
Average List Price	148,720	207,379	39.44%	148,720	207,379	39.44%
Average Sale Price	145,164	199,058	37.13%	145,164	199,058	37.13%
Average Percent of Selling Price to List Price	97.28%	95.55%	-1.77%	97.28%	95.55%	-1.77%
Average Days on Market to Sale	43.30	55.27	27.64%	43.30	55.27	27.64%
Monthly Inventory	152	113	-25.66%	152	113	-25.66%
Months Supply of Inventory	5.14	2.81	-45.25%	5.14	2.81	-45.25%

Absorption: Last 12 months, an Average of **40** Sales/Month

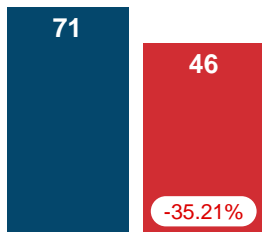
Inventory on January 31, 2019 = **113**

2018 **2019**

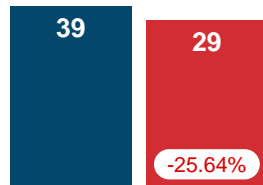
JANUARY MARKET

AVERAGE PRICES

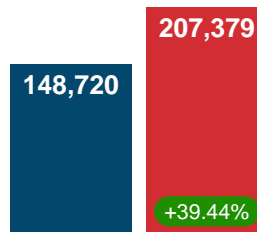
New Listings



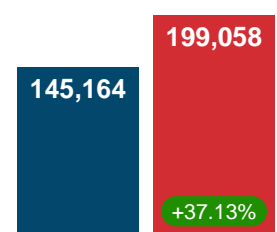
Pending Listings



List Price



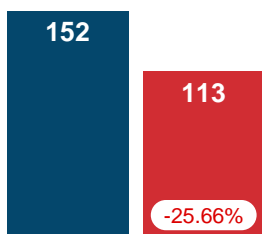
Sale Price



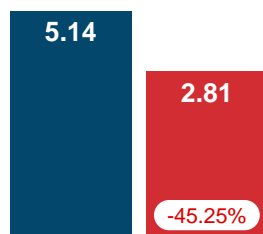
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

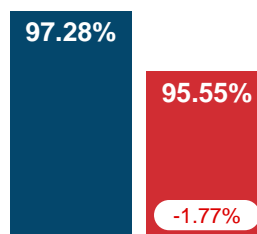
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

