

# January 2019



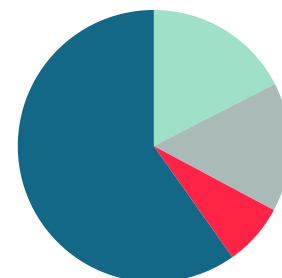
Area Delimited by County Of Bryan - Residential Property Type



## 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%
Median List Price	149,900	177,400	18.35%
Median Sale Price	146,000	173,000	18.49%
Median Percent of Selling Price to List Price	99.38%	97.52%	-1.88%
Median Days on Market to Sale	20.00	39.00	95.00%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **18.49%** in January 2019 to \$173,000 versus the previous year at \$146,000.

#### Median Days on Market Lengthens

The median number of **39.00** days that homes spent on the market before selling increased by 19.00 days or **95.00%** in January 2019 compared to last year's same month at **20.00** DOM.

#### Sales Success for January 2019 is Positive

Overall, with Median 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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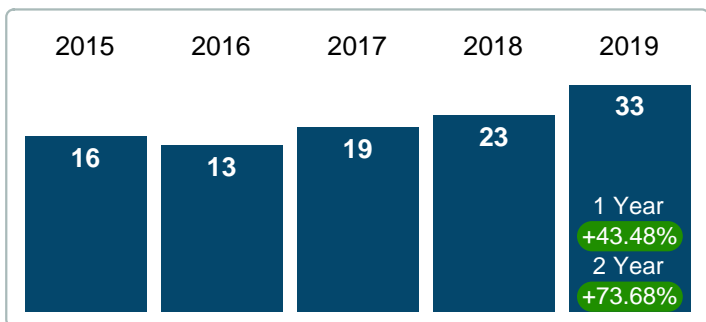
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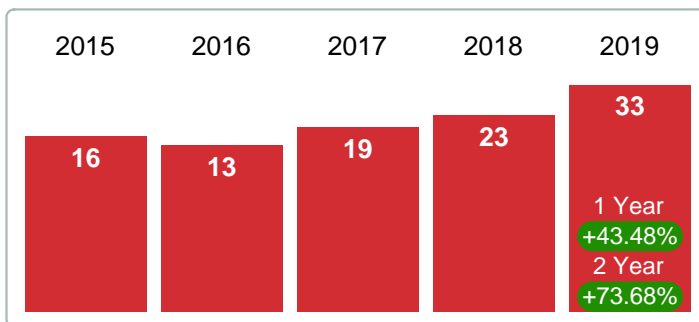
## CLOSED LISTINGS

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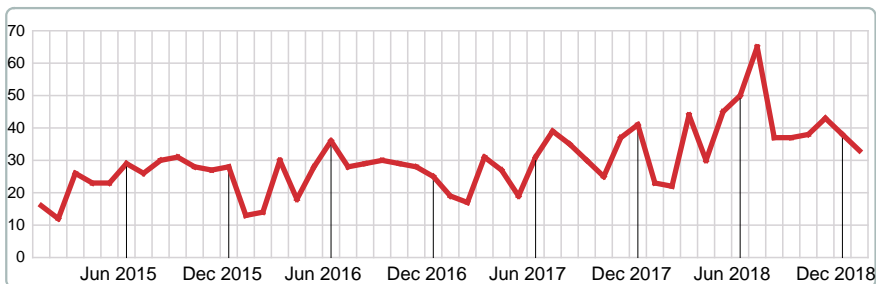
### JANUARY



### YEAR TO DATE (YTD)

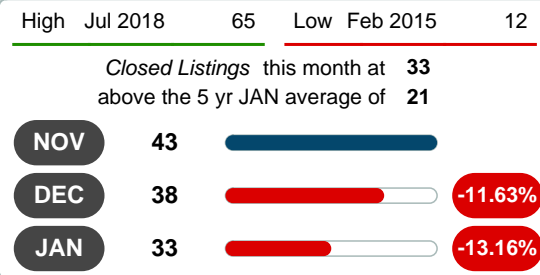


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 21



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.09%	23.0	2	1	0	0
\$50,001 - \$100,000	4	12.12%	12.5	0	3	1	0
\$100,001 - \$150,000	4	12.12%	56.5	0	2	1	1
\$150,001 - \$200,000	9	27.27%	65.0	0	7	2	0
\$200,001 - \$250,000	4	12.12%	63.5	0	4	0	0
\$250,001 - \$300,000	4	12.12%	16.5	0	1	2	1
\$300,001 and up	5	15.15%	13.0	0	1	4	0
<b>Total Closed Units</b>	<b>33</b>			<b>2</b>	<b>19</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>6,568,900</b>	<b>100%</b>	<b>39.0</b>	<b>57.00K</b>	<b>3.26M</b>	<b>2.83M</b>	<b>420.00K</b>
<b>Median Closed Price</b>	<b>\$173,000</b>			<b>\$28,500</b>	<b>\$173,000</b>	<b>\$274,000</b>	<b>\$210,000</b>

# January 2019



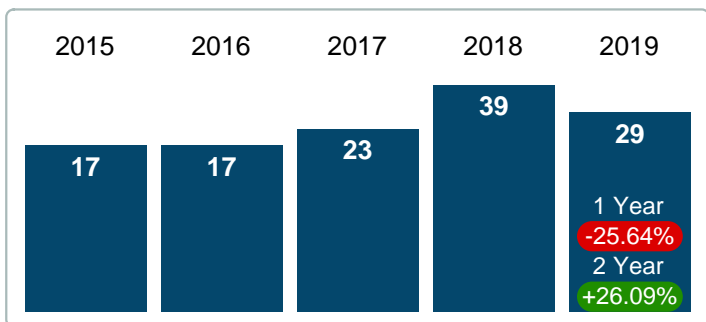
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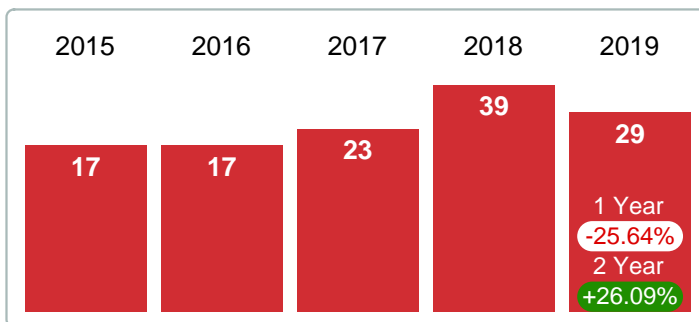
## PENDING LISTINGS

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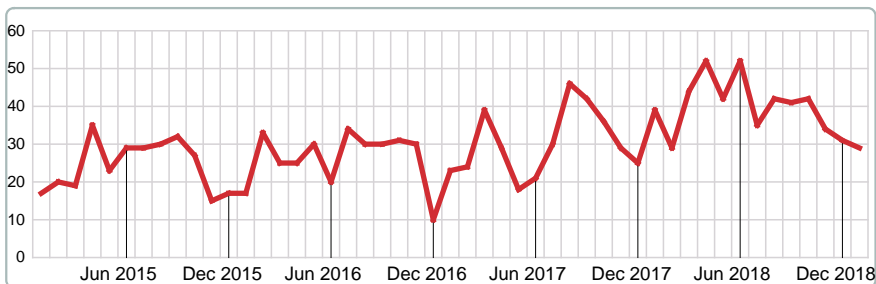
### JANUARY



### YEAR TO DATE (YTD)

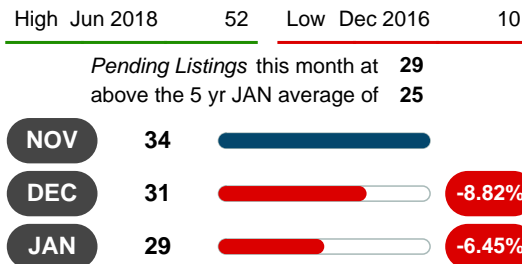


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 25



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	35.5	0	4	0	0
\$50,001 - \$100,000	5	17.24%	11.0	1	3	1	0
\$100,001 - \$200,000	7	24.14%	116.0	1	6	0	0
\$200,001 - \$225,000	4	13.79%	98.0	0	2	2	0
\$225,001 - \$300,000	4	13.79%	19.5	0	3	1	0
\$300,001 and up	4	13.79%	17.0	1	1	1	1
<b>Total Pending Units</b>	<b>29</b>			<b>4</b>	<b>19</b>	<b>5</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,881,140</b>	<b>100%</b>	<b>35.0</b>	<b>503.90K</b>	<b>3.00M</b>	<b>1.06M</b>	<b>314.00K</b>
<b>Median Listing Price</b>	<b>\$177,000</b>			<b>\$84,500</b>	<b>\$165,000</b>	<b>\$211,640</b>	<b>\$314,000</b>

# January 2019



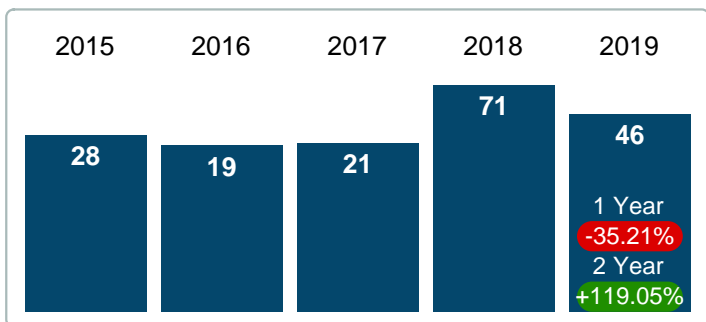
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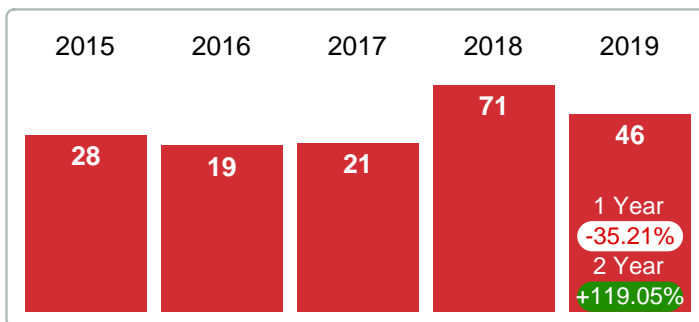
## NEW LISTINGS

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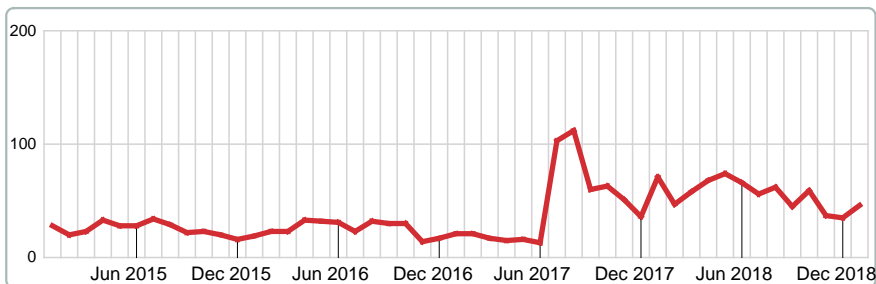
### JANUARY



### 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
<b>Total New Listed Units</b>	<b>46</b>		<b>5</b>	<b>26</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>12,166,900</b>	<b>100%</b>	<b>2.23M</b>	<b>5.22M</b>	<b>3.19M</b>	<b>1.53M</b>
<b>Median New Listed Listing Price</b>	<b>\$181,750</b>		<b>\$77,000</b>	<b>\$172,200</b>	<b>\$242,450</b>	<b>\$380,000</b>

# January 2019



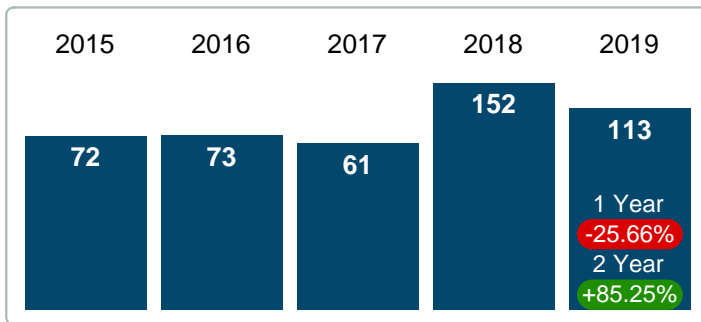
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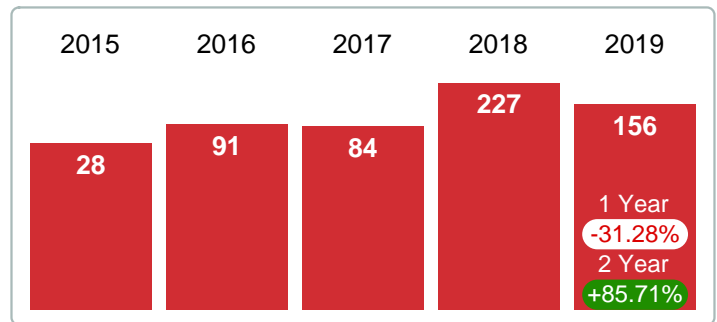
## ACTIVE INVENTORY

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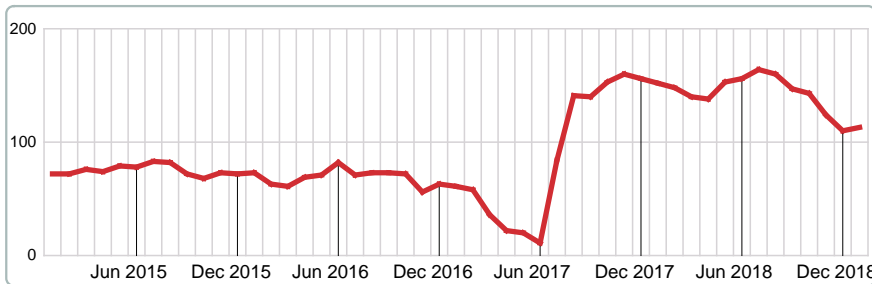
### END OF JANUARY



### ACTIVE DURING JANUARY

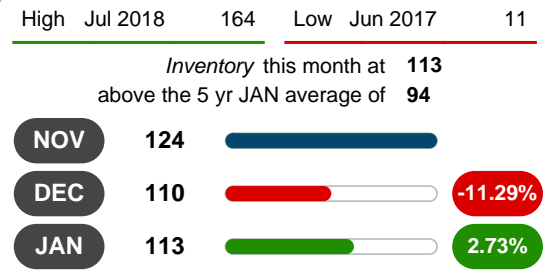


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 94



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	9.73%	78.0	6	5	0	0
\$75,001 - \$100,000	8	7.08%	14.0	2	5	1	0
\$100,001 - \$150,000	18	15.93%	38.0	3	11	2	2
\$150,001 - \$225,000	32	28.32%	68.0	1	23	8	0
\$225,001 - \$325,000	18	15.93%	86.0	0	12	6	0
\$325,001 - \$475,000	13	11.50%	40.0	1	1	5	6
\$475,001 and up	13	11.50%	73.0	2	5	2	4
<b>Total Active Inventory by Units</b>	<b>113</b>			<b>15</b>	<b>62</b>	<b>24</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>30,729,375</b>	<b>100%</b>	<b>62.0</b>	<b>4.42M</b>	<b>13.45M</b>	<b>6.81M</b>	<b>6.05M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$189,500</b>			<b>\$97,500</b>	<b>\$177,250</b>	<b>\$239,900</b>	<b>\$412,250</b>

# January 2019



Area Delimited by County Of Bryan - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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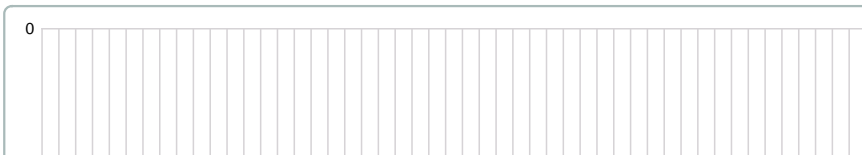
### MSI FOR JANUARY

2015	2016	2017	2018	2019

### INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>113</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 JAN AVG = inf

High Jan 2019	inf	Low Jan 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr JAN average of <b>inf</b>			
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	<b>11</b>		9.73%	1.65	2.48	1.58	0.00	0.00	
\$75,001 - \$100,000	<b>8</b>		7.08%	2.09	2.18	2.31	1.50	0.00	
\$100,001 - \$150,000	<b>18</b>		15.93%	1.85	6.00	1.38	2.18	6.00	
\$150,001 - \$225,000	<b>32</b>		28.32%	2.34	6.00	2.49	2.00	0.00	
\$225,001 - \$325,000	<b>18</b>		15.93%	3.93	0.00	4.80	3.43	0.00	
\$325,001 - \$475,000	<b>13</b>		11.50%	11.14	0.00	2.40	10.00	24.00	
\$475,001 and up	<b>13</b>		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			100%	2.81	15	62	24	12	

# January 2019



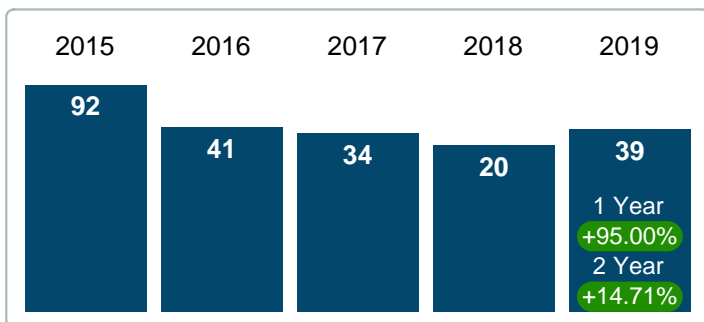
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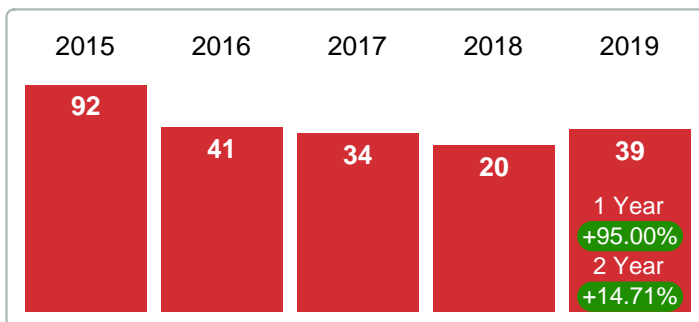
## MEDIAN DAYS ON MARKET TO SALE

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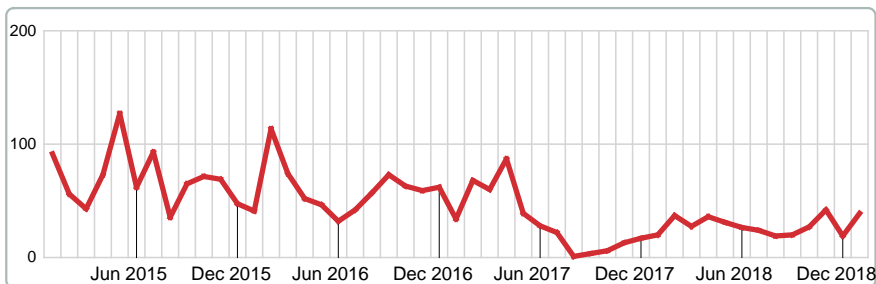
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 45

High May 2015 127 Low Aug 2017 1

Median Days on Market to Sale this month at 39 below the 5 yr JAN average of 45



### 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	3	9.09%	23	56	2	0	0
\$50,001 - \$100,000	4	12.12%	13	0	21	4	0
\$100,001 - \$150,000	4	12.12%	57	0	8	143	101
\$150,001 - \$200,000	9	27.27%	65	0	55	114	0
\$200,001 - \$250,000	4	12.12%	64	0	64	0	0
\$250,001 - \$300,000	4	12.12%	17	0	1	92	23
\$300,001 and up	5	15.15%	13	0	1	35	0
Median Closed DOM			39	56	23	61	62
Total Closed Units		100%	33	2	19	10	2
Total Closed Volume			6,568,900	57.00K	3.26M	2.83M	420.00K



# January 2019



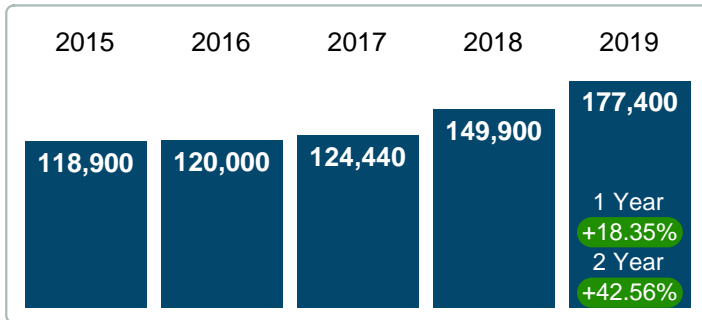
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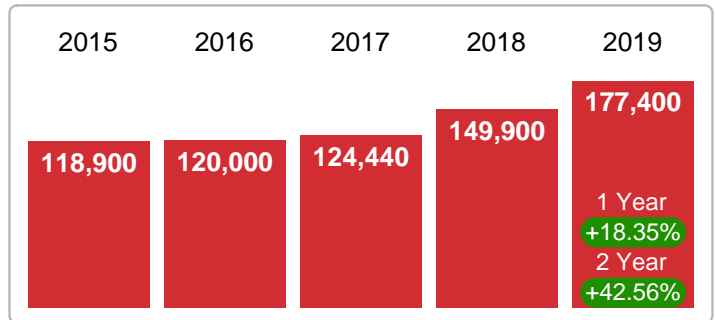
## MEDIAN LIST PRICE AT CLOSING

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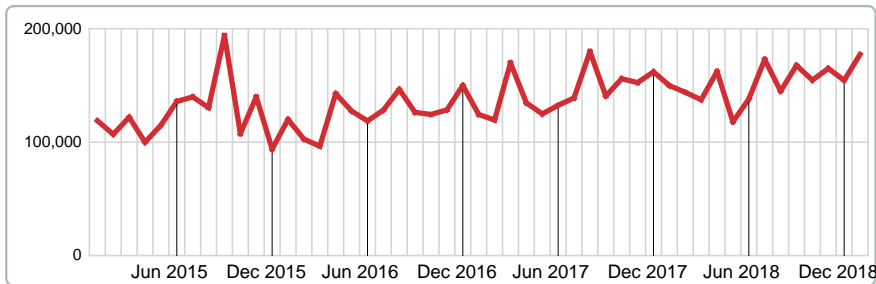
### JANUARY



### YEAR TO DATE (YTD)

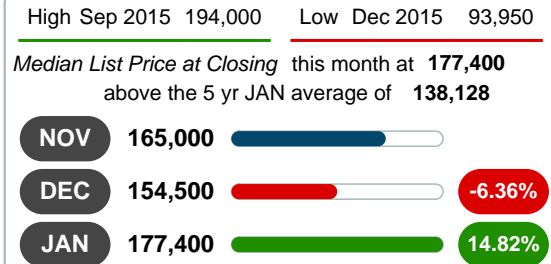


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 138,128



### 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	9.09%	49,500	32,200	50,000	0	0
\$50,001 - \$100,000	12.12%	67,250	0	69,500	65,000	0
\$100,001 - \$150,000	12.12%	147,400	0	147,400	102,000	150,000
\$150,001 - \$200,000	24.24%	165,000	0	172,450	160,750	0
\$200,001 - \$250,000	12.12%	208,250	0	208,250	0	0
\$250,001 - \$300,000	15.15%	289,000	0	288,250	274,000	298,000
\$300,001 and up	15.15%	449,000	0	315,000	457,000	0
<b>Median List Price</b>		<b>177,400</b>	<b>32,200</b>	<b>177,400</b>	<b>274,000</b>	<b>224,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>177,400</b>	<b>2</b>	<b>19</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>6,843,500</b>	<b>64.40K</b>	<b>3.34M</b>	<b>2.99M</b>	<b>448.00K</b>



# January 2019



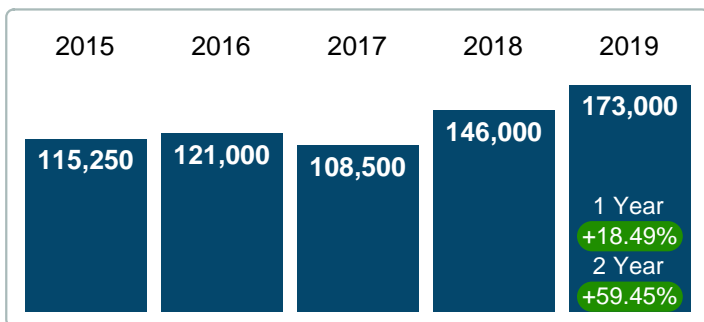
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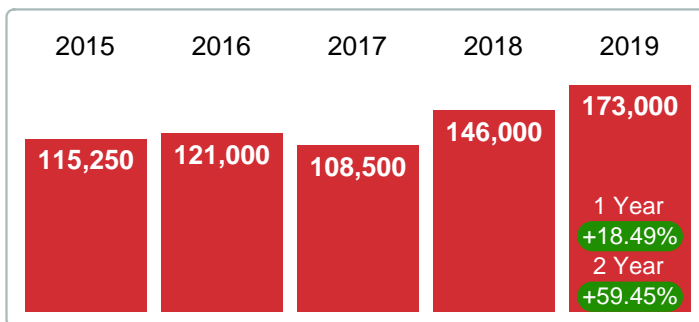
## MEDIAN SOLD PRICE AT CLOSING

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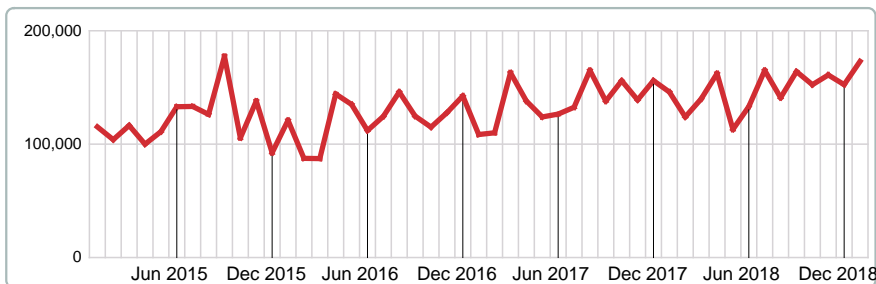
### JANUARY



### YEAR TO DATE (YTD)

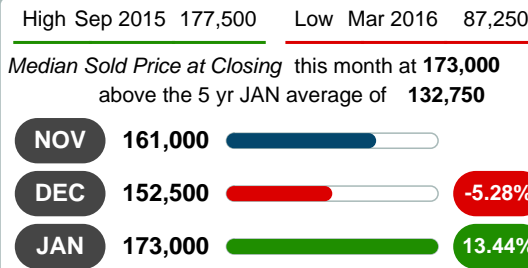


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 132,750



### 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	9.09%	47,000	28,500	50,000	0	0
\$50,001 - \$100,000	12.12%	59,250	0	60,000	55,000	0
\$100,001 - \$150,000	12.12%	143,450	0	143,450	102,000	150,000
\$150,001 - \$200,000	27.27%	162,500	0	173,000	153,500	0
\$200,001 - \$250,000	12.12%	219,050	0	219,050	0	0
\$250,001 - \$300,000	12.12%	279,500	0	294,000	274,000	270,000
\$300,001 and up	15.15%	422,000	0	315,000	435,750	0
<b>Median Sold Price</b>		<b>173,000</b>	<b>28,500</b>	<b>173,000</b>	<b>274,000</b>	<b>210,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>173,000</b>	<b>2</b>	<b>19</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>6,568,900</b>	<b>57.00K</b>	<b>3.26M</b>	<b>2.83M</b>	<b>420.00K</b>

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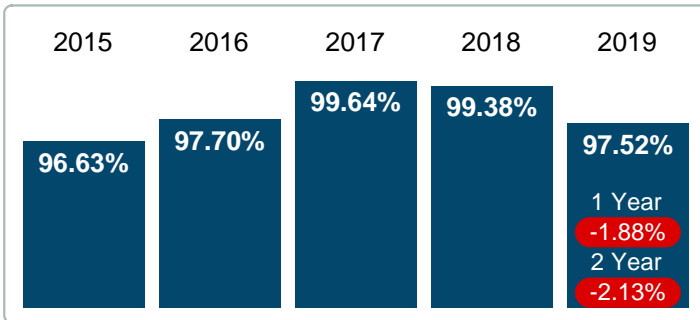
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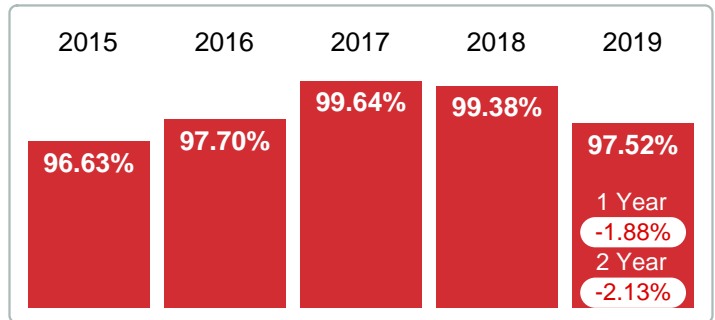
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

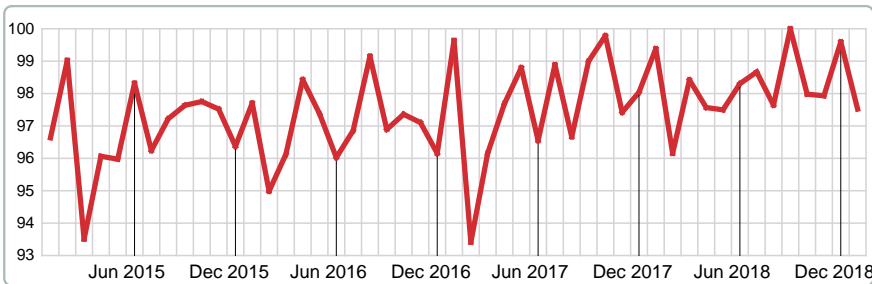
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

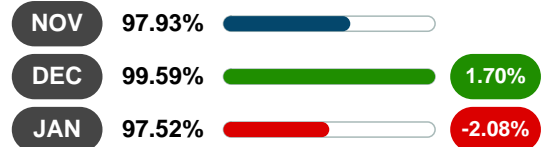


### 3 MONTHS

5 year JAN AVG = 98.18%

High Sep 2018 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **97.52%**  
equal to 5 yr JAN average of **98.18%**



### 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	<div style="width: 10%;"></div> 3	9.09%	94.95%	81.03%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	<div style="width: 13%;"></div> 4	12.12%	91.86%	0.00%	99.10%	84.62%	0.00%
\$100,001 - \$150,000	<div style="width: 12%;"></div> 4	12.12%	100.00%	0.00%	97.39%	100.00%	100.00%
\$150,001 - \$200,000	<div style="width: 27%;"></div> 9	27.27%	97.48%	0.00%	97.52%	95.51%	0.00%
\$200,001 - \$250,000	<div style="width: 12%;"></div> 4	12.12%	100.34%	0.00%	100.34%	0.00%	0.00%
\$250,001 - \$300,000	<div style="width: 12%;"></div> 4	12.12%	99.16%	0.00%	98.33%	100.00%	90.60%
\$300,001 and up	<div style="width: 15%;"></div> 5	15.15%	94.22%	0.00%	100.00%	94.11%	0.00%
Median Sold/List Ratio		97.52%		81.03%	99.10%	95.45%	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



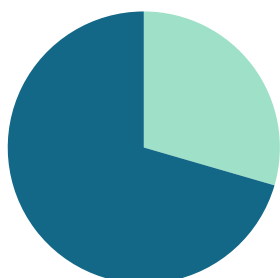
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

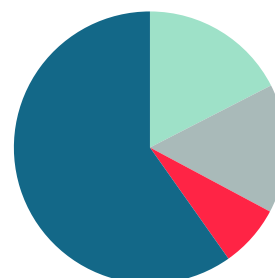


**Inventory**  
 New Listings  
**46 = 29.49%**  
 Start Inventory  
**110**  
 Total Inventory Units  
**156**  
 Volume  
**\$39,177,015**

### 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%
Median List Price	149,900	177,400	18.35%	149,900	177,400	18.35%
Median Sale Price	146,000	173,000	18.49%	146,000	173,000	18.49%
Median Percent of Selling Price to List Price	99.38%	97.52%	-1.88%	99.38%	97.52%	-1.88%
Median Days on Market to Sale	20.00	39.00	95.00%	20.00	39.00	95.00%
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

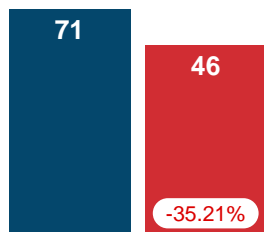
**Inventory** on January 31, 2019 = **113**

**2018** **2019**

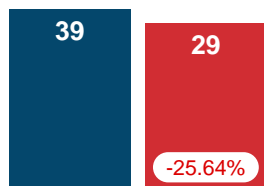
### JANUARY MARKET

### MEDIAN PRICES

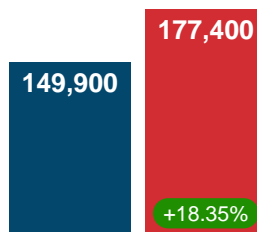
#### New Listings



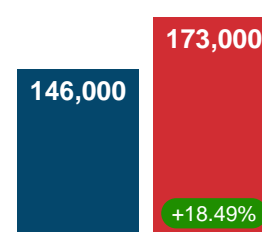
#### Pending Listings



#### List Price



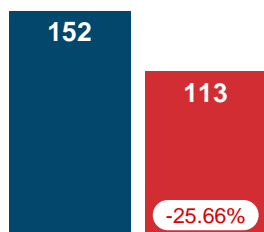
#### Sale Price



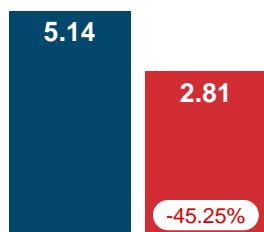
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

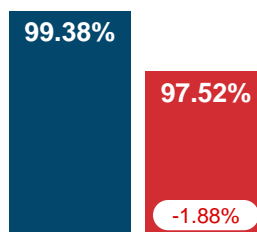
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

