

# January 2019



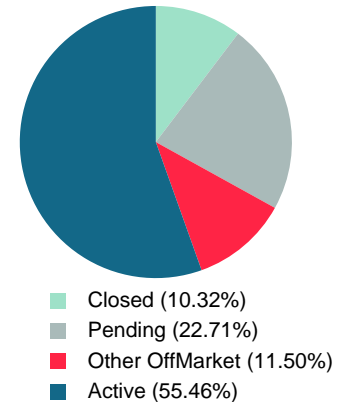
Area Delimited by County Of Creek - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	37	35	-5.41%
Pending Listings	47	77	63.83%
New Listings	89	91	2.25%
Average List Price	157,070	178,081	13.38%
Average Sale Price	152,574	171,995	12.73%
Average Percent of Selling Price to List Price	96.06%	96.27%	0.21%
Average Days on Market to Sale	36.73	50.77	38.23%
End of Month Inventory	226	188	-16.81%
Months Supply of Inventory	3.73	3.27	-12.23%



**Absorption:** Last 12 months, an Average of **57** Sales/Month  
**Active Inventory** as of January 31, 2019 = **188**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **16.81%** to 188 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **3.27** 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 **12.73%** in January 2019 to \$171,995 versus the previous year at \$152,574.

#### Average Days on Market Lengthens

The average number of **50.77** days that homes spent on the market before selling increased by 14.04 days or **38.23%** in January 2019 compared to last year's same month at **36.73** 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 weak this month.

There were 91 New Listings in January 2019, up **2.25%** from last year at 89. Furthermore, there were 35 Closed Listings this month versus last year at 37, a **-5.41%** decrease.

Closed versus Listed trends yielded a **38.5%** ratio, down from previous year's, January 2018, at **41.6%**, a **7.48%** downswing. This will certainly create pressure on a decreasing Monthly 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®

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

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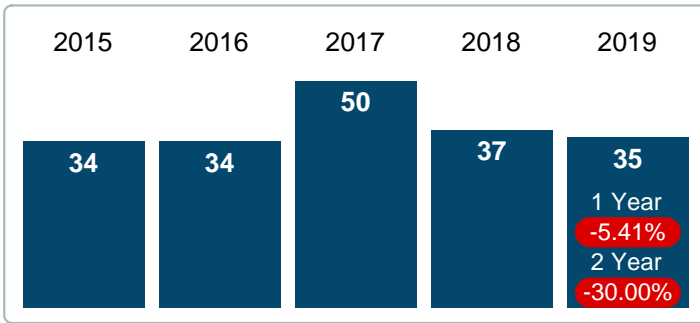
Area Delimited by County Of Creek - Residential Property Type



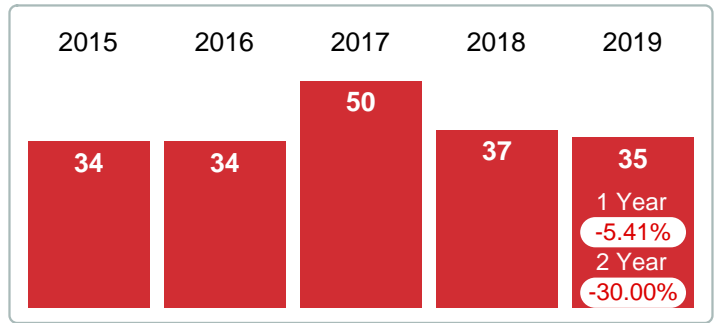
## CLOSED LISTINGS

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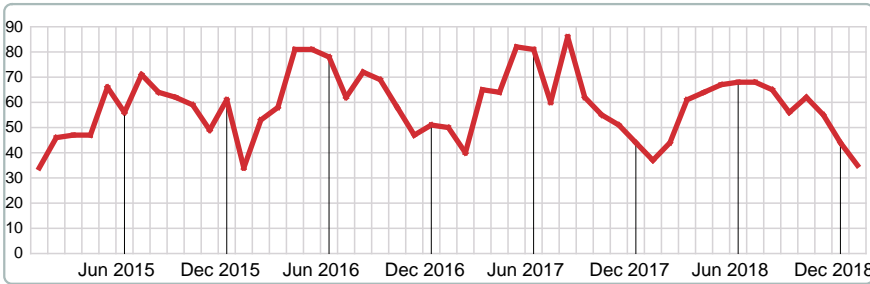
### JANUARY



### YEAR TO DATE (YTD)

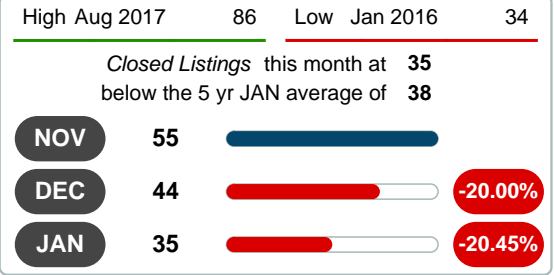


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 38



### 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	8.57%	23.3	1	2	0	0
\$50,001 - \$75,000	2	5.71%	41.5	1	1	0	0
\$75,001 - \$125,000	7	20.00%	26.3	1	5	1	0
\$125,001 - \$175,000	11	31.43%	37.7	1	9	1	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$350,000	8	22.86%	79.9	0	4	2	2
\$350,001 and up	4	11.43%	96.5	0	2	1	1
<b>Total Closed Units</b>	<b>35</b>			<b>4</b>	<b>23</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>6,019,819</b>	<b>100%</b>	<b>50.8</b>	<b>350.30K</b>	<b>3.54M</b>	<b>1.30M</b>	<b>830.05K</b>
<b>Average Closed Price</b>	<b>\$171,995</b>			<b>\$87,575</b>	<b>\$153,860</b>	<b>\$260,140</b>	<b>\$276,683</b>

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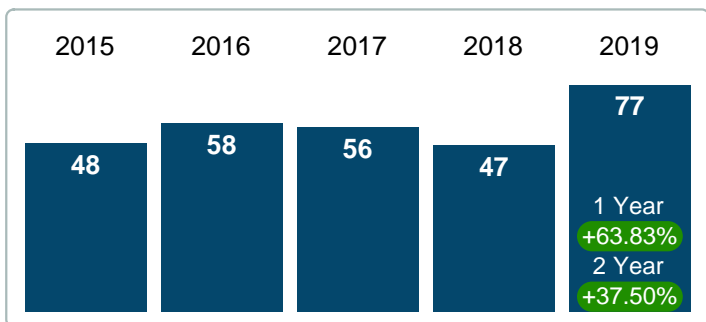
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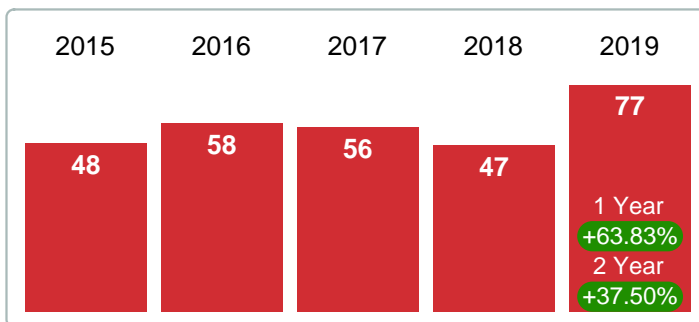
## PENDING LISTINGS

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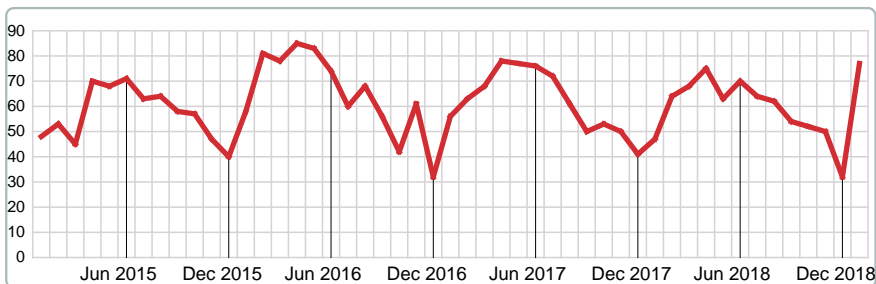
### JANUARY



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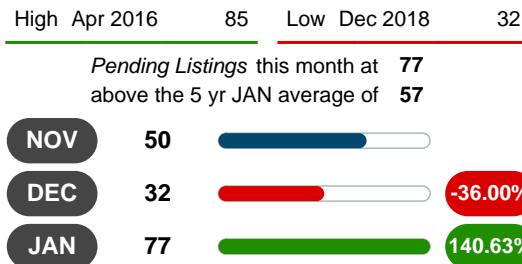


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 57



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.79%	43.8	4	2	0	0
\$50,001 - \$70,000	10	12.99%	83.6	7	3	0	0
\$70,001 - \$110,000	11	14.29%	55.4	0	11	0	0
\$110,001 - \$140,000	17	22.08%	35.6	3	11	3	0
\$140,001 - \$160,000	15	19.48%	47.1	1	13	1	0
\$160,001 - \$190,000	9	11.69%	26.0	0	9	0	0
\$190,001 and up	9	11.69%	68.7	0	2	7	0
<b>Total Pending Units</b>	<b>77</b>			<b>15</b>	<b>51</b>	<b>11</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>10,165,080</b>	<b>100%</b>	<b>50.7</b>	<b>1.08M</b>	<b>6.65M</b>	<b>2.44M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$132,896</b>			<b>\$71,700</b>	<b>\$130,407</b>	<b>\$221,709</b>	<b>\$0</b>

# January 2019



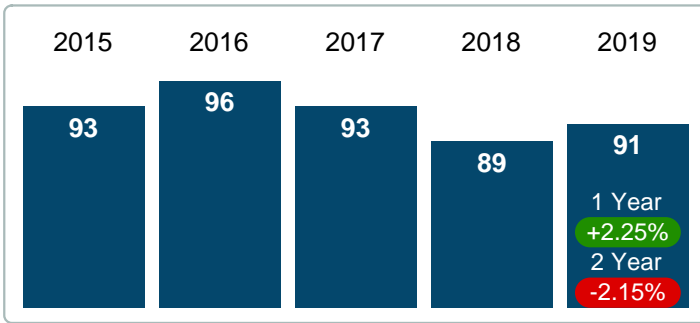
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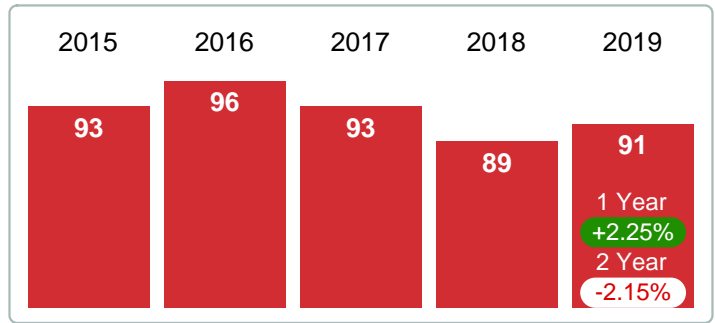
## NEW LISTINGS

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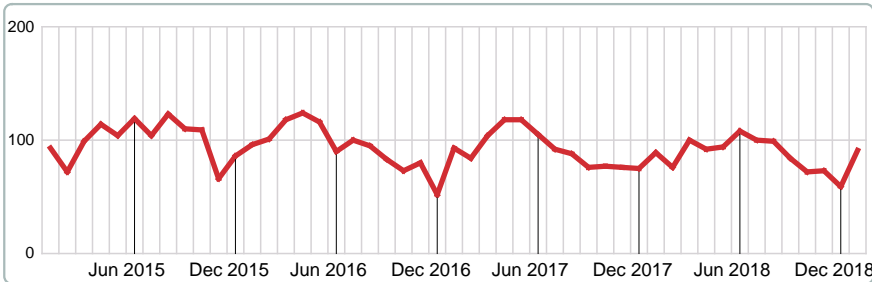
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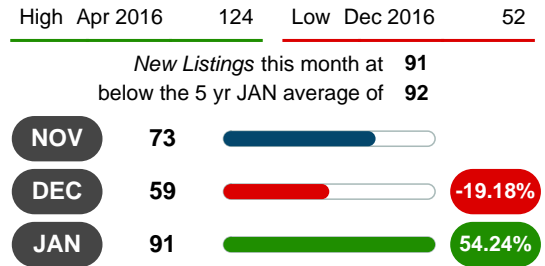


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 92



### 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	6	6.59%	2	4	0	0
\$50,001 - \$75,000	7	7.69%	4	3	0	0
\$75,001 - \$125,000	17	18.68%	3	11	1	2
\$125,001 - \$150,000	21	23.08%	3	16	2	0
\$150,001 - \$175,000	14	15.38%	0	13	1	0
\$175,001 - \$250,000	15	16.48%	0	9	6	0
\$250,001 and up	11	12.09%	0	4	6	1
<b>Total New Listed Units</b>	<b>91</b>		<b>12</b>	<b>60</b>	<b>16</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>15,417,870</b>	<b>100%</b>	<b>1.07M</b>	<b>9.01M</b>	<b>3.91M</b>	<b>1.43M</b>
<b>Average New Listed Listing Price</b>	<b>\$150,268</b>		<b>\$89,375</b>	<b>\$150,175</b>	<b>\$244,119</b>	<b>\$476,333</b>

# January 2019



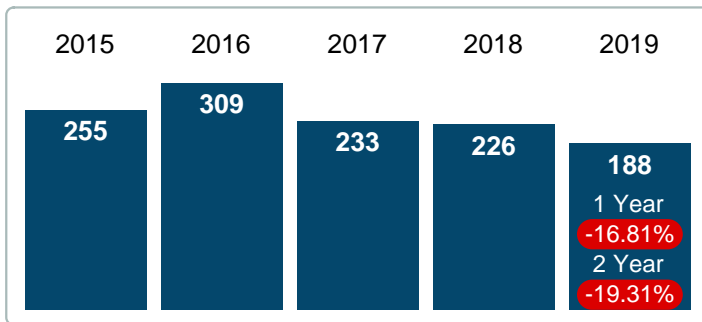
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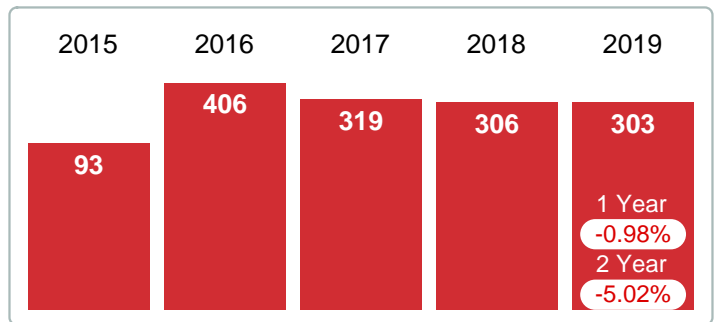
## ACTIVE INVENTORY

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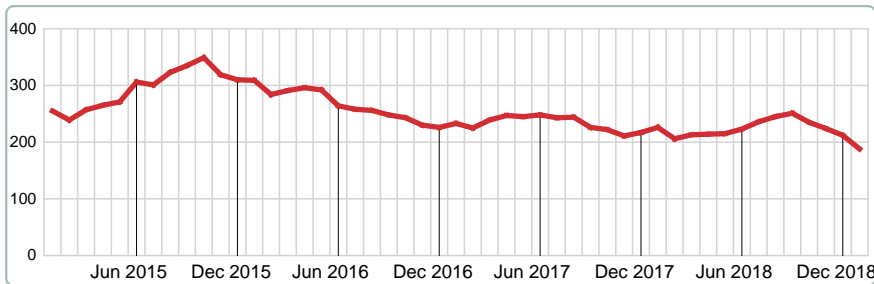
### END OF JANUARY



### ACTIVE DURING JANUARY

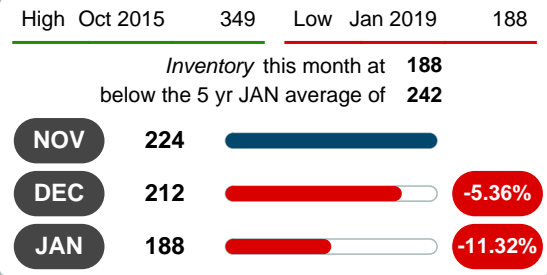


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 242



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	8.51%	98.0	8	8	0	0
\$50,001 - \$75,000	20	10.64%	92.6	11	9	0	0
\$75,001 - \$125,000	35	18.62%	110.4	6	24	1	4
\$125,001 - \$175,000	38	20.21%	108.8	3	27	7	1
\$175,001 - \$250,000	34	18.09%	78.0	2	19	13	0
\$250,001 - \$375,000	27	14.36%	80.4	0	10	16	1
\$375,001 and up	18	9.57%	74.2	1	2	9	6
<b>Total Active Inventory by Units</b>	<b>188</b>			<b>31</b>	<b>99</b>	<b>46</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>38,656,100</b>	<b>100%</b>	<b>93.5</b>	<b>3.06M</b>	<b>15.41M</b>	<b>15.38M</b>	<b>4.81M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$205,618</b>			<b>\$98,835</b>	<b>\$155,634</b>	<b>\$334,313</b>	<b>\$400,504</b>

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Area Delimited by County Of Creek - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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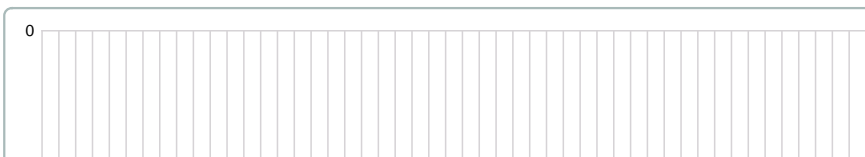
### MSI FOR JANUARY

2015	2016	2017	2018	2019

### INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>188</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
\$50,000 and less	16		8.51%	2.87	3.20	2.67	0.00	0.00	
\$50,001 - \$75,000	20		10.64%	3.75	5.74	3.18	0.00	0.00	
\$75,001 - \$125,000	35		18.62%	2.25	2.88	2.01	0.63	0.00	
\$125,001 - \$175,000	38		20.21%	2.35	5.14	2.16	2.71	2.00	
\$175,001 - \$250,000	34		18.09%	4.12	24.00	3.40	5.57	0.00	
\$250,001 - \$375,000	27		14.36%	5.89	0.00	6.32	6.19	3.00	
\$375,001 and up	18		9.57%	9.39	0.00	6.00	9.82	9.00	
Market Supply of Inventory (MSI)		3.27			4.28	2.62	4.38	6.26	
Total Active Inventory by Units		188	100%	3.27	31	99	46	12	

# January 2019



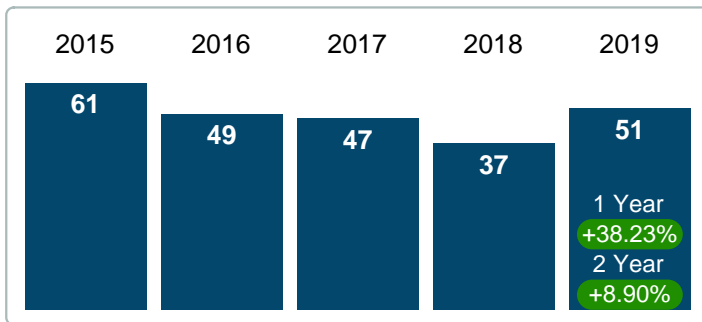
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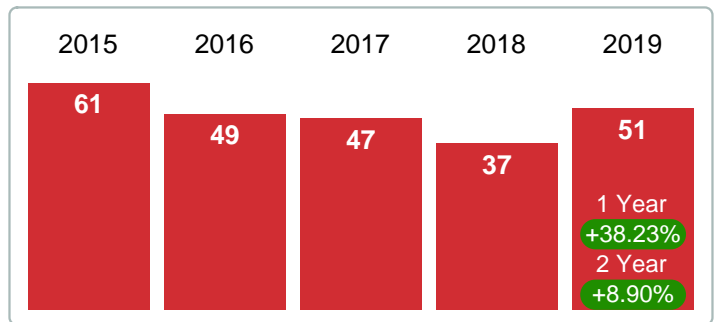
## AVERAGE DAYS ON MARKET TO SALE

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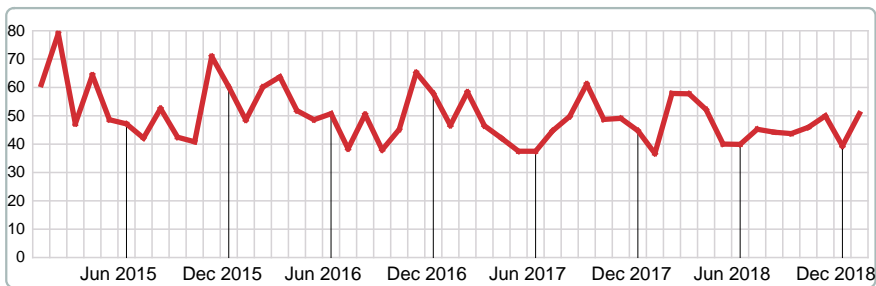
### JANUARY



### YEAR TO DATE (YTD)

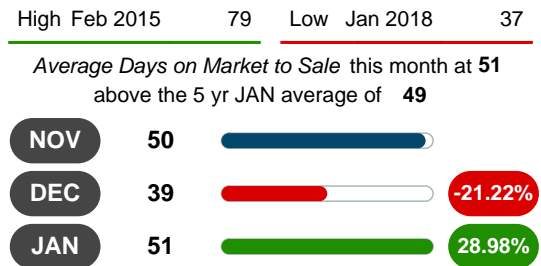


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 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
\$50,000 and less	8.57%	23	43	14	0	0
\$50,001 - \$75,000	5.71%	42	15	68	0	0
\$75,001 - \$125,000	20.00%	26	71	16	31	0
\$125,001 - \$175,000	31.43%	38	12	30	134	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$350,000	22.86%	80	0	41	130	108
\$350,001 and up	11.43%	97	0	78	181	50
<b>Average Closed DOM</b>		<b>51</b>	<b>35</b>	<b>33</b>	<b>121</b>	<b>88</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>51</b>	<b>4</b>	<b>23</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>6,019,819</b>	<b>350.30K</b>	<b>3.54M</b>	<b>1.30M</b>	<b>830.05K</b>



# January 2019



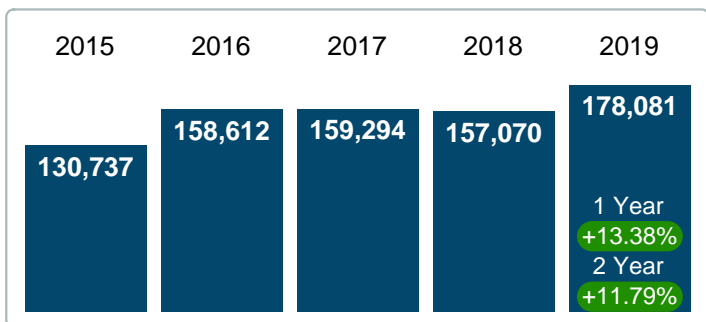
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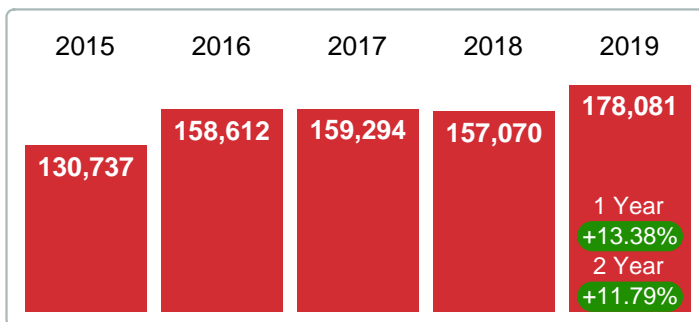
## AVERAGE LIST PRICE AT CLOSING

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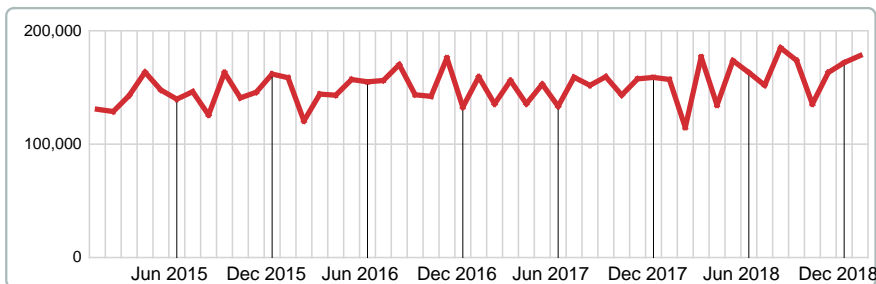
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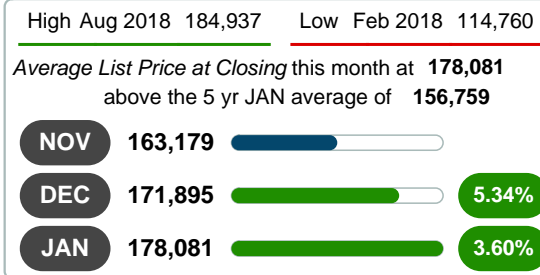


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 156,759



### 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	8.57%	42,100	44,900	40,700	0	0
\$50,001 - \$75,000	2.86%	64,900	64,900	79,900	0	0
\$75,001 - \$125,000	22.86%	101,481	114,900	98,410	125,000	0
\$125,001 - \$175,000	31.43%	154,491	129,900	154,944	175,000	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$350,000	22.86%	226,172	0	202,000	270,750	229,939
\$350,001 and up	11.43%	430,250	0	403,000	525,000	390,000
<b>Average List Price</b>		<b>178,081</b>	<b>88,650</b>	<b>159,211</b>	<b>273,300</b>	<b>283,292</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>178,081</b>	<b>4</b>	<b>23</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>6,232,827</b>	<b>354.60K</b>	<b>3.66M</b>	<b>1.37M</b>	<b>849.88K</b>



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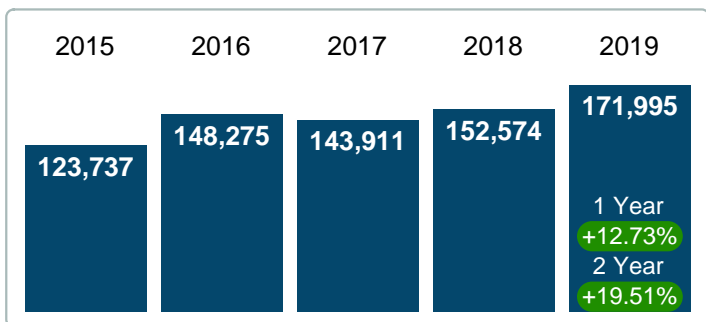
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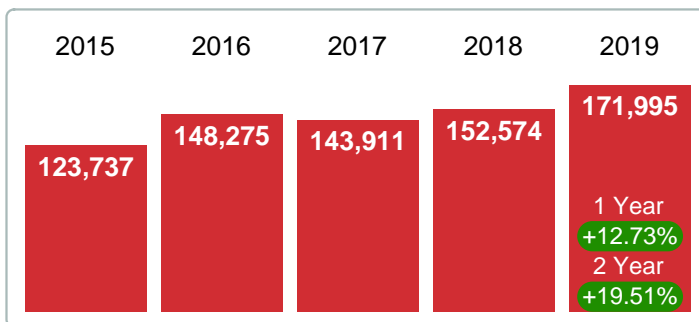
## AVERAGE SOLD PRICE AT CLOSING

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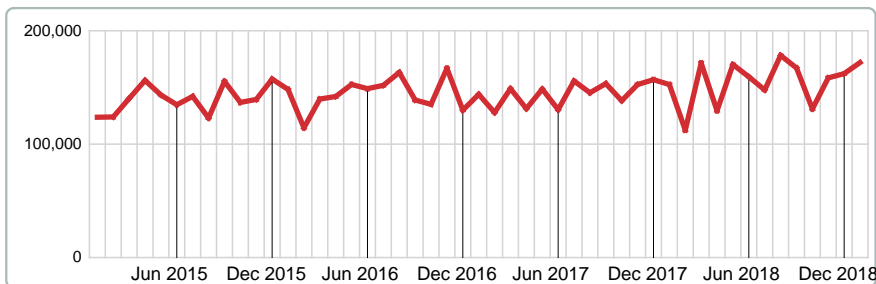
### JANUARY



### YEAR TO DATE (YTD)

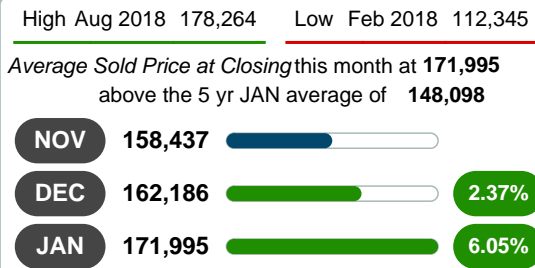


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 148,098



### 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	8.57%	36,740	32,500	38,860	0	0
\$50,001 - \$75,000	5.71%	62,650	59,800	65,500	0	0
\$75,001 - \$125,000	20.00%	100,714	113,000	95,500	114,500	0
\$125,001 - \$175,000	31.43%	155,073	145,000	153,978	175,000	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$350,000	22.86%	214,219	0	193,750	251,850	217,525
\$350,001 and up	11.43%	414,938	0	378,625	507,500	395,000
<b>Average Sold Price</b>		<b>171,995</b>	<b>87,575</b>	<b>153,860</b>	<b>260,140</b>	<b>276,683</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>171,995</b>	<b>4</b>	<b>23</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>6,019,819</b>	<b>350.30K</b>	<b>3.54M</b>	<b>1.30M</b>	<b>830.05K</b>

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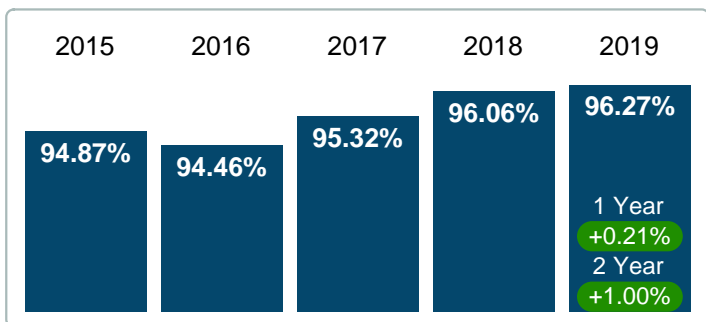
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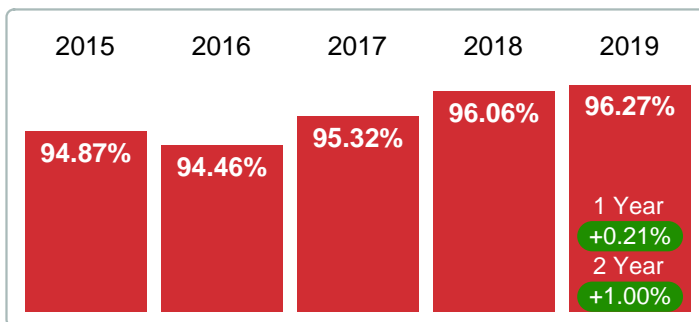
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

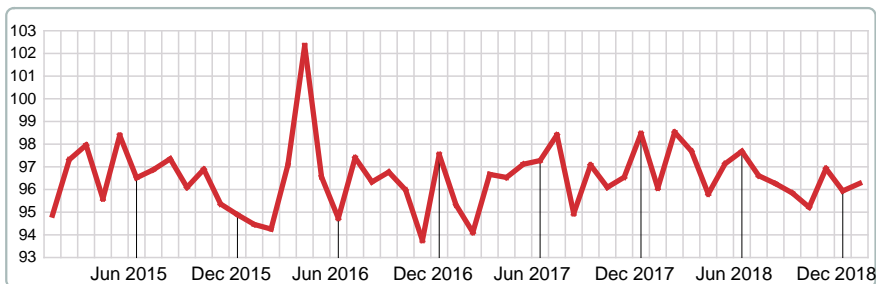
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

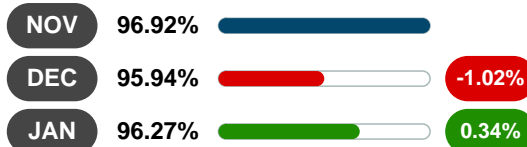


### 3 MONTHS

5 year JAN AVG = 95.40%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **96.27%**  
above the 5 yr JAN average of **95.40%**



### 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	<b>3</b>	8.57%	87.78%	72.38%	95.49%	0.00%	0.00%
\$50,001 - \$75,000	<b>2</b>	5.71%	87.06%	92.14%	81.98%	0.00%	0.00%
\$75,001 - \$125,000	<b>7</b>	20.00%	96.62%	98.35%	97.28%	91.60%	0.00%
\$125,001 - \$175,000	<b>11</b>	31.43%	100.53%	111.62%	99.35%	100.00%	0.00%
\$175,001 - \$175,000	<b>0</b>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$350,000	<b>8</b>	22.86%	95.49%	0.00%	96.18%	94.22%	95.40%
\$350,001 and up	<b>4</b>	11.43%	96.45%	0.00%	93.93%	96.67%	101.28%
Average Sold/List Ratio		96.30%		93.62%	96.79%	95.34%	97.36%
Total Closed Units		35	100%	4	23	5	3
Total Closed Volume		6,019,819		350.30K	3.54M	1.30M	830.05K

# January 2019



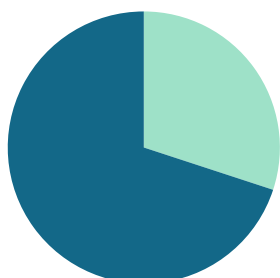
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

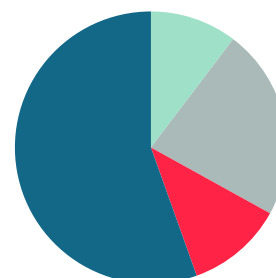


**Inventory**  
 New Listings  
**91 = 30.03%**  
 Start Inventory  
**212**  
 Total Inventory Units  
**303**  
 Volume  
**\$55,565,135**

### Market Activity

Closed Sales  
**35 = 10.32%**  
 Pending Sales  
**77 = 22.71%**  
 Other Off Market  
**39 = 11.50%**  
 Active Inventory  
**188 = 55.46%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	37	35	-5.41%	37	35	-5.41%
Pending Sales	47	77	63.83%	47	77	63.83%
New Listings	89	91	2.25%	89	91	2.25%
Average List Price	157,070	178,081	13.38%	157,070	178,081	13.38%
Average Sale Price	152,574	171,995	12.73%	152,574	171,995	12.73%
Average Percent of Selling Price to List Price	96.06%	96.27%	0.21%	96.06%	96.27%	0.21%
Average Days on Market to Sale	36.73	50.77	38.23%	36.73	50.77	38.23%
Monthly Inventory	226	188	-16.81%	226	188	-16.81%
Months Supply of Inventory	3.73	3.27	-12.23%	3.73	3.27	-12.23%

**Absorption:** Last 12 months, an Average of **57** Sales/Month

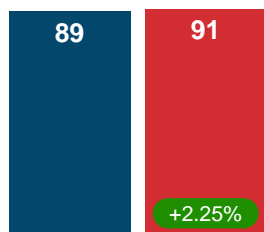
**Inventory** on January 31, 2019 = **188**

**2018** **2019**

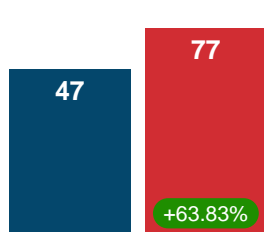
### JANUARY MARKET

### AVERAGE PRICES

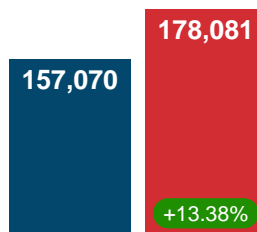
#### New Listings



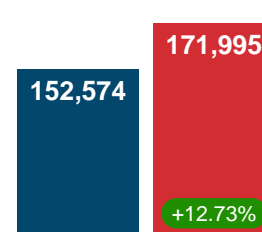
#### Pending Listings



#### List Price



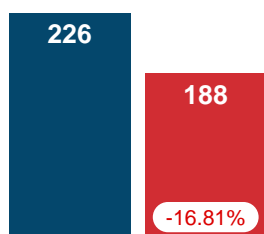
#### Sale Price



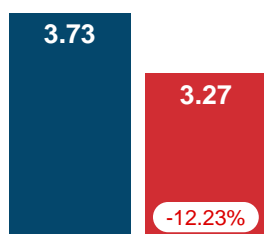
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

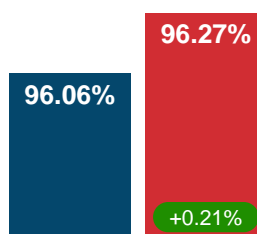
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

