

January 2019



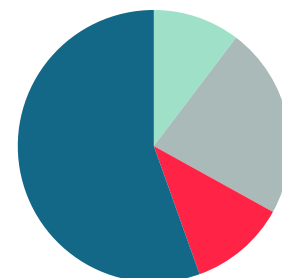
Area Delimited by County Of Creek - Residential Property Type



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%
Median List Price	129,900	160,000	23.17%
Median Sale Price	128,000	161,000	25.78%
Median Percent of Selling Price to List Price	97.77%	97.94%	0.17%
Median Days on Market to Sale	16.00	31.00	93.75%
End of Month Inventory	226	188	-16.81%
Months Supply of Inventory	3.73	3.27	-12.23%



■ Closed (10.32%)
■ Pending (22.71%)
■ Other OffMarket (11.50%)
■ Active (55.46%)

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.

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 **25.78%** in January 2019 to \$161,000 versus the previous year at \$128,000.

Median Days on Market Lengthens

The median number of **31.00** days that homes spent on the market before selling increased by 15.00 days or **93.75%** in January 2019 compared to last year's same month at **16.00** 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 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 to find a REALTOR® today.

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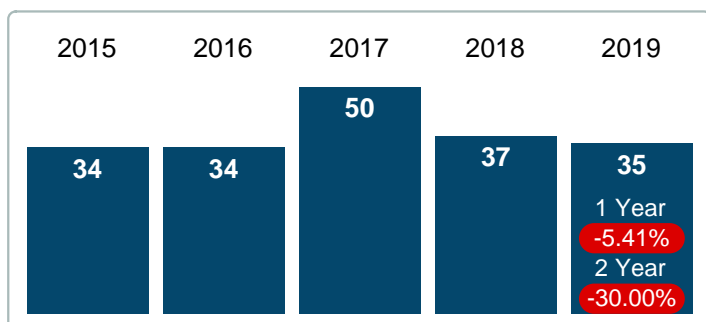
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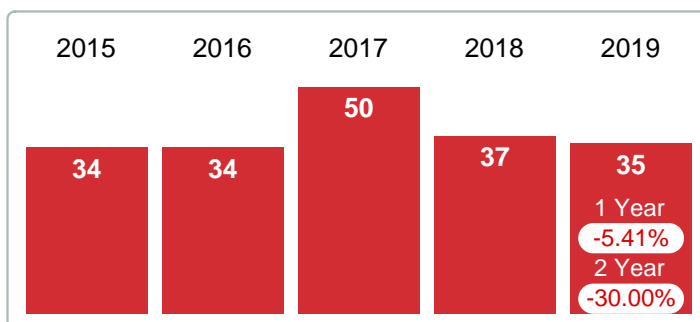
CLOSED LISTINGS

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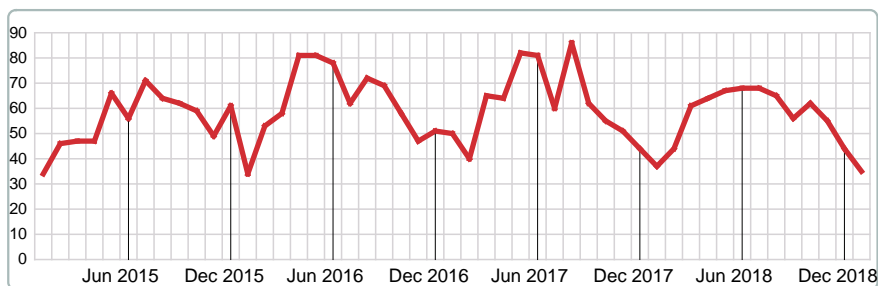
JANUARY



YEAR TO DATE (YTD)

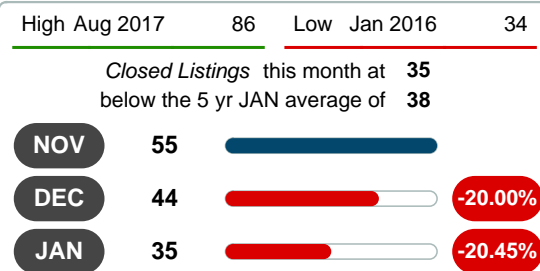


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 38



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	8.57%	21.0	1	2	0	0
\$50,001 - \$75,000	2	5.71%	41.5	1	1	0	0
\$75,001 - \$125,000	7	20.00%	19.0	1	5	1	0
\$125,001 - \$175,000	11	31.43%	14.0	1	9	1	0
\$175,001 - \$175,000	0	0.00%	14.0	0	0	0	0
\$175,001 - \$350,000	8	22.86%	89.0	0	4	2	2
\$350,001 and up	4	11.43%	77.5	0	2	1	1
Total Closed Units	35			4	23	5	3
Total Closed Volume	6,019,819	100%	31.0	350.30K	3.54M	1.30M	830.05K
Median Closed Price	\$161,000			\$86,400	\$145,800	\$193,700	\$245,150

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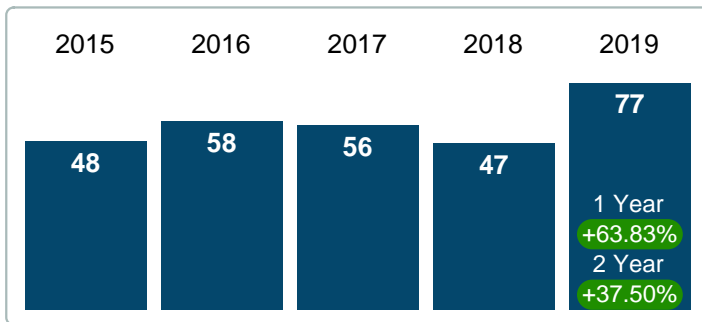
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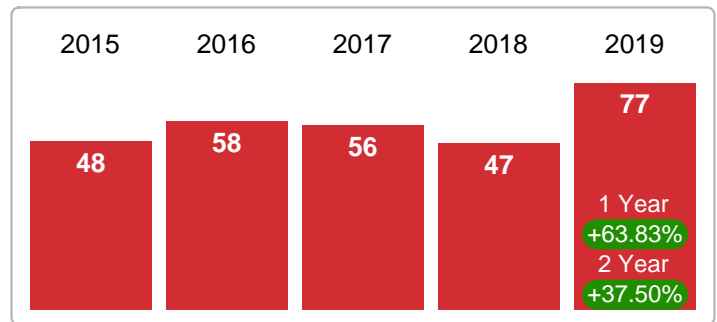
PENDING LISTINGS

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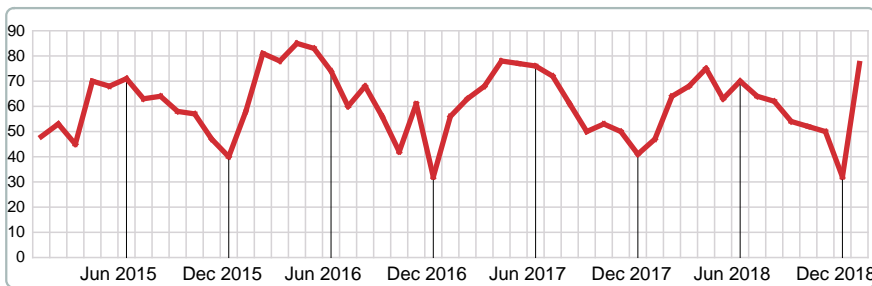
JANUARY



YEAR TO DATE (YTD)

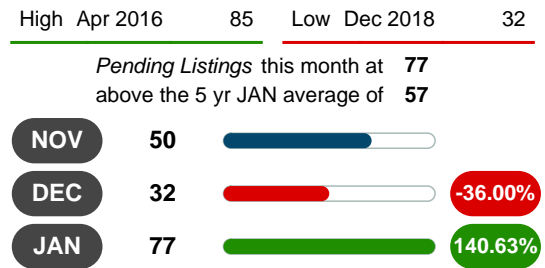


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 57



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.79%	50.0	4	2	0	0
\$50,001 - \$70,000	10	12.99%	84.5	7	3	0	0
\$70,001 - \$110,000	11	14.29%	41.0	0	11	0	0
\$110,001 - \$140,000	17	22.08%	12.0	3	11	3	0
\$140,001 - \$160,000	15	19.48%	14.0	1	13	1	0
\$160,001 - \$190,000	9	11.69%	7.0	0	9	0	0
\$190,001 and up	9	11.69%	90.0	0	2	7	0
Total Pending Units	77			15	51	11	0
Total Pending Volume	10,165,080	100%	31.0	1.08M	6.65M	2.44M	0.00B
Median Listing Price	\$130,000			\$65,000	\$135,000	\$199,000	\$0

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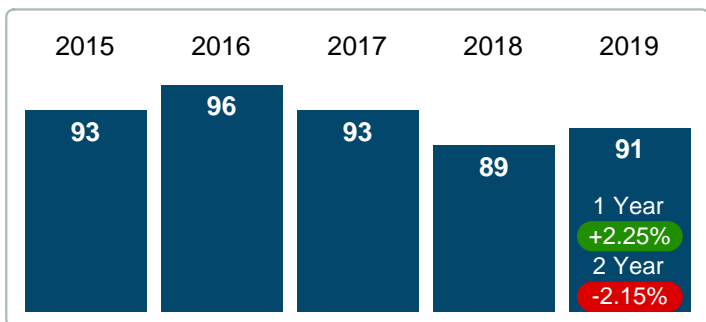
Area Delimited by County Of Creek - Residential Property Type



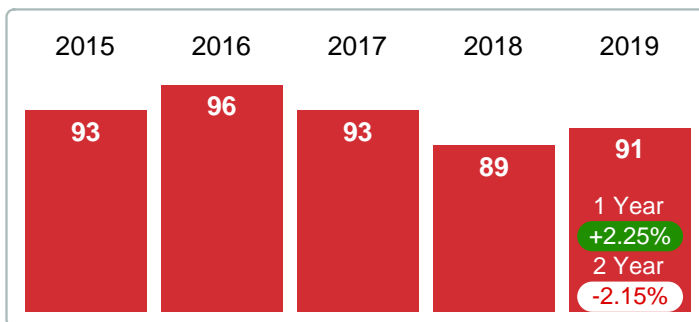
NEW LISTINGS

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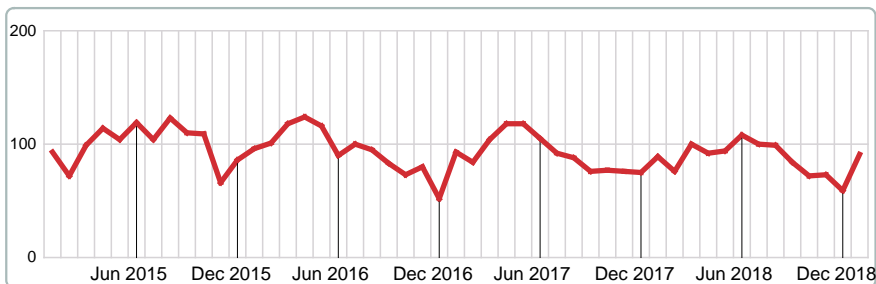
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YEAR TO DATE (YTD)

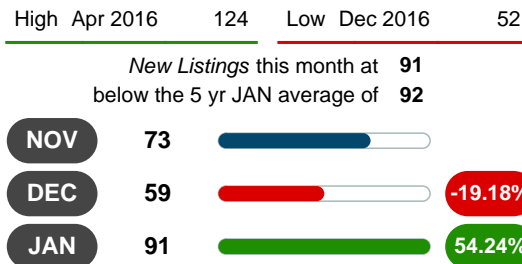


5 YEAR MARKET ACTIVITY TRENDS



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
\$60,000 and less	6	6.59%	2	4	0	0
\$60,001 - \$90,000	15	16.48%	5	8	0	2
\$90,001 - \$130,000	13	14.29%	2	10	1	0
\$130,001 - \$150,000	17	18.68%	3	12	2	0
\$150,001 - \$190,000	19	20.88%	0	18	1	0
\$190,001 - \$260,000	11	12.09%	0	5	6	0
\$260,001 and up	10	10.99%	0	3	6	1
Total New Listed Units	91		12	60	16	3
Total New Listed Volume	15,417,870	100%	1.07M	9.01M	3.91M	1.43M
Median New Listed Listing Price	\$145,565		\$76,000	\$145,325	\$222,050	\$90,000

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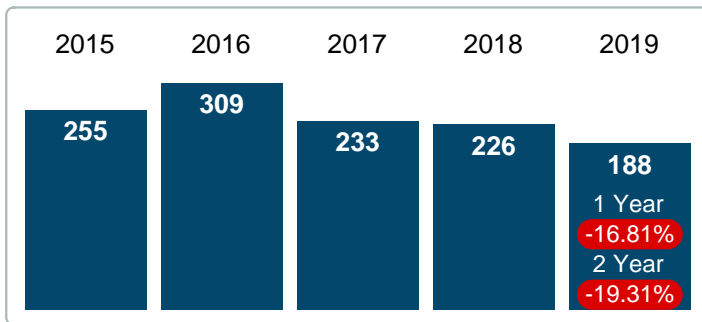
Area Delimited by County Of Creek - Residential Property Type



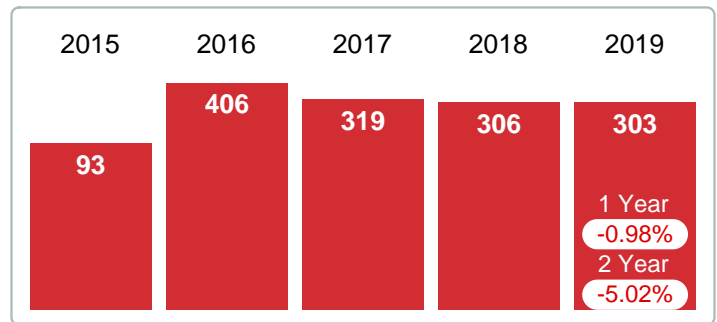
ACTIVE INVENTORY

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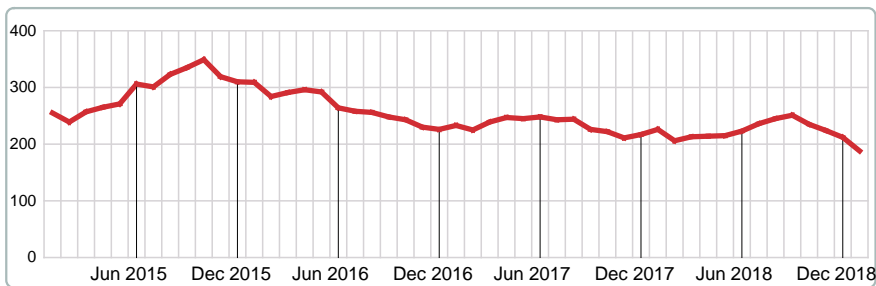
END OF JANUARY



ACTIVE DURING JANUARY

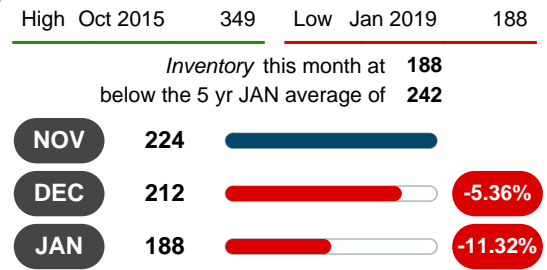


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 242



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	8.51%	96.0	8	8	0	0
\$50,001 - \$75,000	20	10.64%	50.5	11	9	0	0
\$75,001 - \$125,000	35	18.62%	55.0	6	24	1	4
\$125,001 - \$175,000	38	20.21%	32.0	3	27	7	1
\$175,001 - \$250,000	34	18.09%	63.5	2	19	13	0
\$250,001 - \$375,000	27	14.36%	88.0	0	10	16	1
\$375,001 and up	18	9.57%	82.0	1	2	9	6
Total Active Inventory by Units	188			31	99	46	12
Total Active Inventory by Volume	38,656,100	100%	62.0	3.06M	15.41M	15.38M	4.81M
Median Active Inventory Listing Price	\$154,950			\$69,500	\$145,000	\$267,400	\$379,000

January 2019



Area Delimited by County Of Creek - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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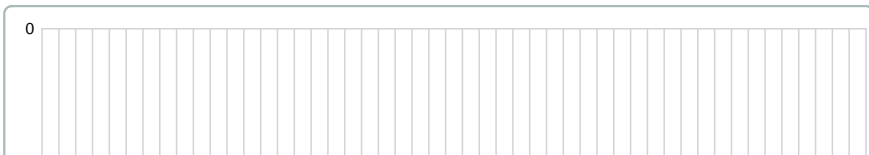
MSI FOR JANUARY

2015	2016	2017	2018	2019

INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
188	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
\$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		100%	3.27	31	99	46	12

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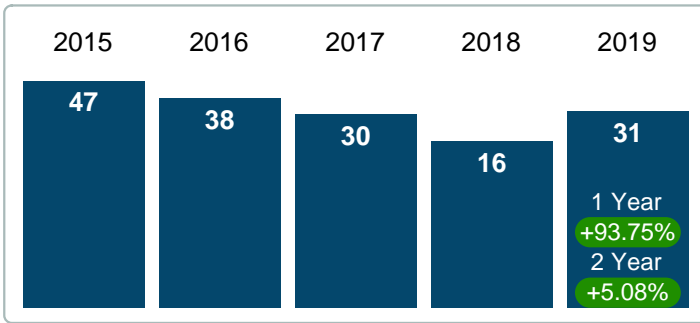
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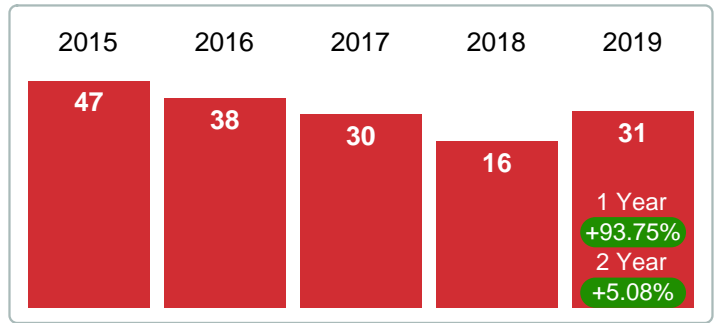
MEDIAN DAYS ON MARKET TO SALE

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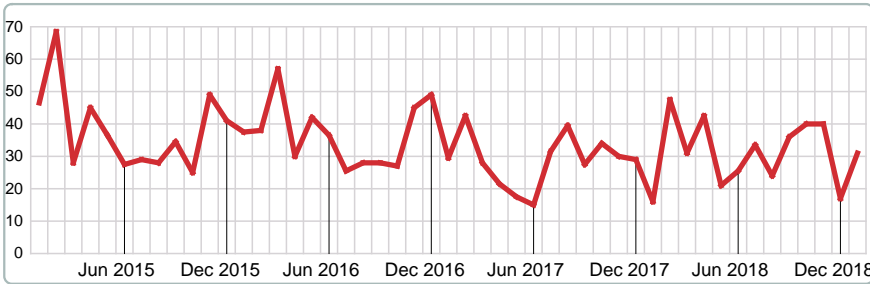
JANUARY



YEAR TO DATE (YTD)

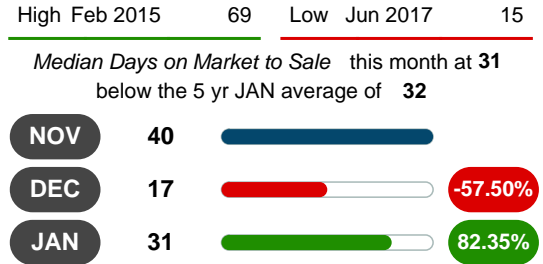


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 32



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	8.57%	21	43	14	0	0
\$50,001 - \$75,000	5.71%	42	15	68	0	0
\$75,001 - \$125,000	20.00%	19	71	17	31	0
\$125,001 - \$175,000	31.43%	14	12	14	134	0
\$175,001 - \$175,000	0.00%	14	0	0	0	0
\$175,001 - \$350,000	22.86%	89	0	41	130	108
\$350,001 and up	11.43%	78	0	78	181	50
Median Closed DOM		31	29	19	134	104
Total Closed Units	100%	35	4	23	5	3
Total Closed Volume		6,019,819	350.30K	3.54M	1.30M	830.05K

January 2019



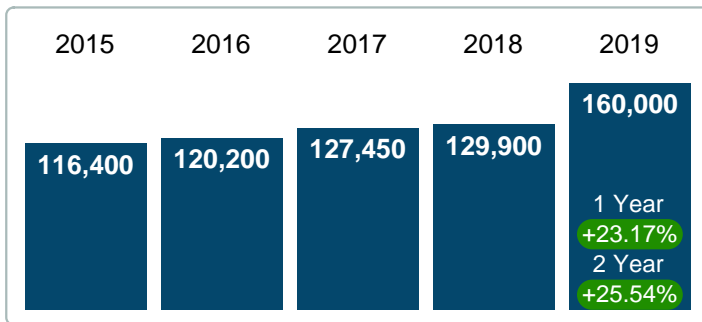
Area Delimited by County Of Creek - Residential Property Type



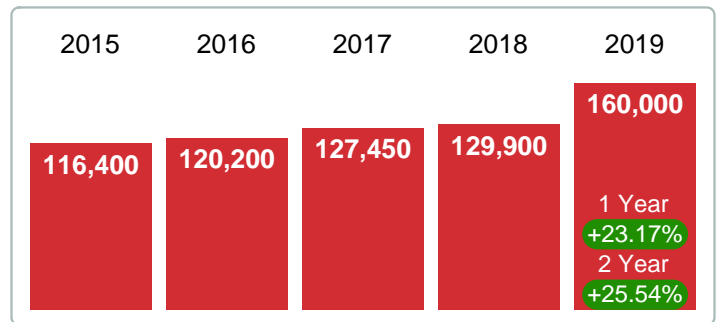
MEDIAN LIST PRICE AT CLOSING

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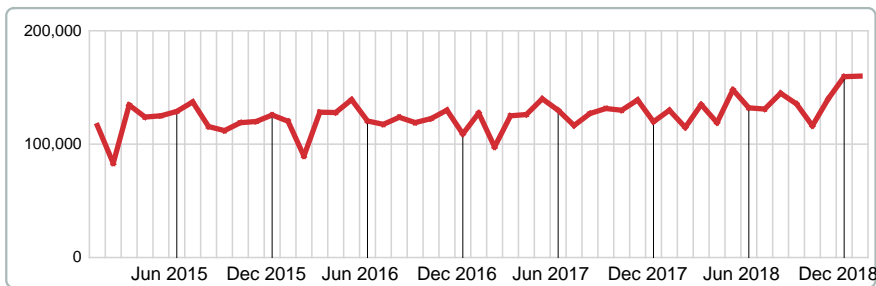
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

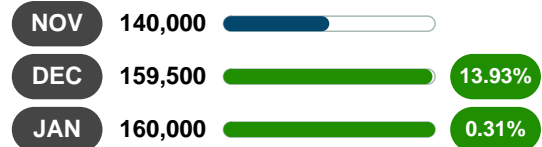


3 MONTHS

5 year JAN AVG = 130,790

High Jan 2019 160,000 Low Feb 2015 83,150

Median List Price at Closing this month at **160,000**
above the 5 yr JAN average of **130,790**



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	8.57%	41,500	44,900	40,700	0	0
\$50,001 - \$75,000	2.86%	64,900	64,900	0	0	0
\$75,001 - \$125,000	22.86%	96,875	114,900	95,825	125,000	0
\$125,001 - \$175,000	31.43%	160,000	129,900	160,000	175,000	0
\$175,001 - \$175,000	0.00%	160,000	0	0	0	0
\$175,001 - \$350,000	22.86%	195,250	0	192,750	270,750	229,939
\$350,001 and up	11.43%	403,000	0	403,000	525,000	390,000
Median List Price		160,000	89,900	145,800	196,500	269,977
Total Closed Units	100%	160,000	4	23	5	3
Total Closed Volume		6,232,827	354.60K	3.66M	1.37M	849.88K

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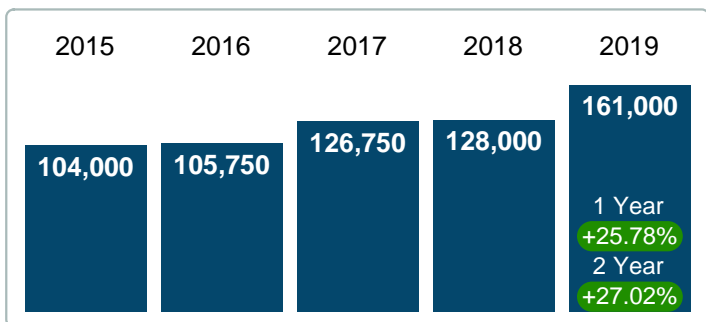
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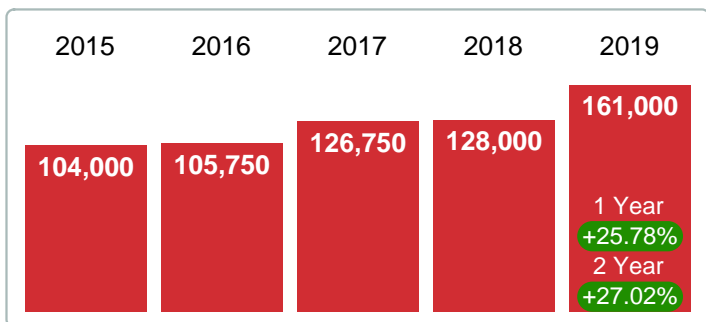
MEDIAN SOLD PRICE AT CLOSING

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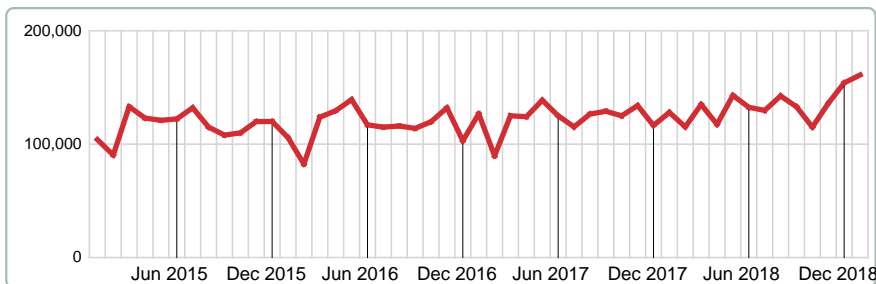
JANUARY



YEAR TO DATE (YTD)

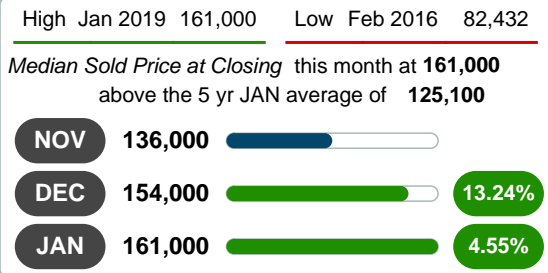


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 125,100



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	8.57%	38,250	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%	98,000	113,000	97,500	114,500	0
\$125,001 - \$175,000	31.43%	161,000	145,000	161,000	175,000	0
\$175,001 - \$175,000	0.00%	161,000	0	0	0	0
\$175,001 - \$350,000	22.86%	191,800	0	187,750	251,850	217,525
\$350,001 and up	11.43%	392,500	0	378,625	507,500	395,000
Median Sold Price		161,000	86,400	145,800	193,700	245,150
Total Closed Units	100%	161,000	4	23	5	3
Total Closed Volume		6,019,819	350.30K	3.54M	1.30M	830.05K

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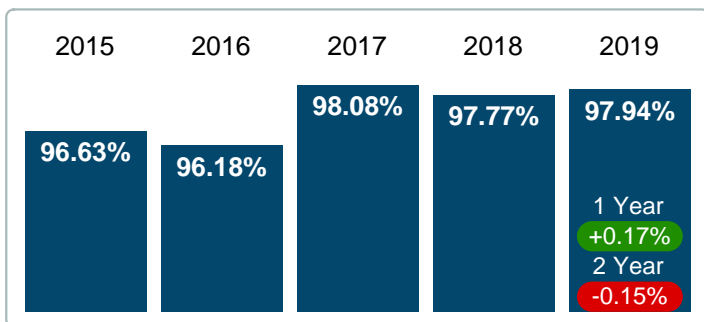
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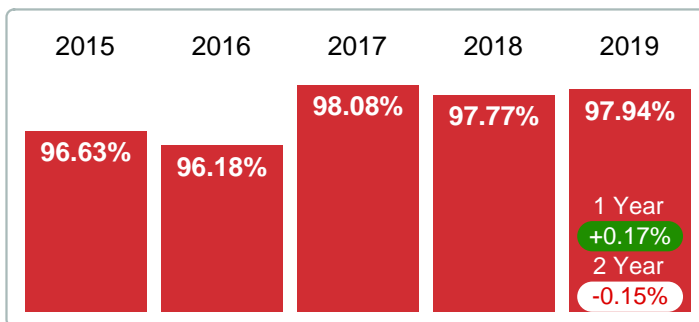
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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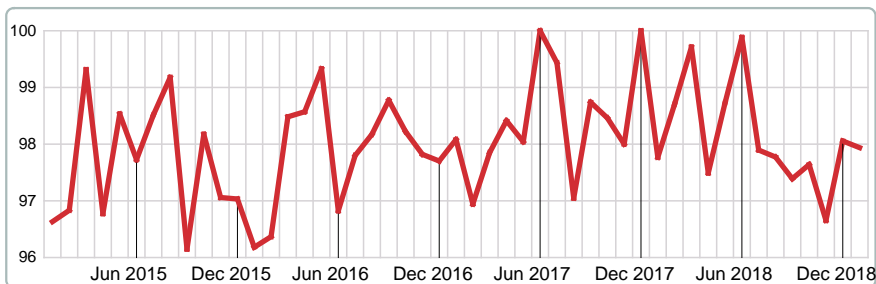
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

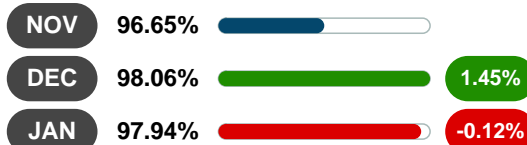


3 MONTHS

5 year JAN AVG = 97.32%

High Dec 2017 100.00% Low Sep 2015 96.15%

Median Sold/List Ratio this month at **97.94%**
above the 5 yr JAN average of **97.32%**



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: 8.57%;"></div> 3	8.57%	95.11%	72.38%	95.49%	0.00%	0.00%
\$50,001 - \$75,000	<div style="width: 5.71%;"></div> 2	5.71%	87.06%	92.14%	81.98%	0.00%	0.00%
\$75,001 - \$125,000	<div style="width: 20.00%;"></div> 7	20.00%	97.94%	98.35%	97.94%	91.60%	0.00%
\$125,001 - \$175,000	<div style="width: 31.43%;"></div> 11	31.43%	100.00%	111.62%	100.00%	100.00%	0.00%
\$175,001 - \$175,000	<div style="width: 0.00%;"></div> 0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$350,000	<div style="width: 22.86%;"></div> 8	22.86%	97.41%	0.00%	97.41%	94.22%	95.40%
\$350,001 and up	<div style="width: 11.43%;"></div> 4	11.43%	96.24%	0.00%	93.93%	96.67%	101.28%
Median Sold/List Ratio		97.94%		95.24%	97.94%	96.67%	100.00%
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



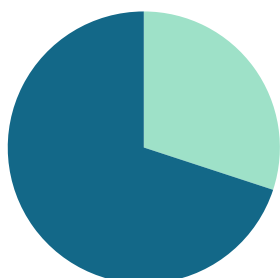
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

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

INVENTORY

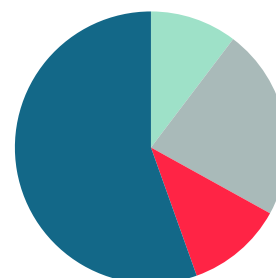


Inventory
 New Listings
91 = 30.03%
 Start Inventory
212
 Total Inventory Units
303
 Volume
\$55,565,135

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%
Median List Price	129,900	160,000	23.17%	129,900	160,000	23.17%
Median Sale Price	128,000	161,000	25.78%	128,000	161,000	25.78%
Median Percent of Selling Price to List Price	97.77%	97.94%	0.17%	97.77%	97.94%	0.17%
Median Days on Market to Sale	16.00	31.00	93.75%	16.00	31.00	93.75%
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

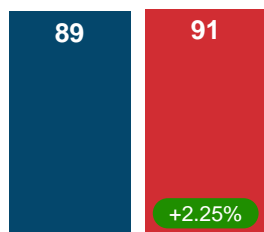
Inventory on January 31, 2019 = **188**

2018 **2019**

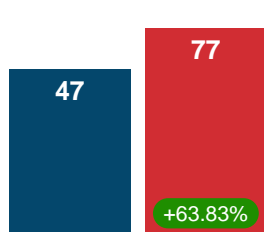
JANUARY MARKET

MEDIAN PRICES

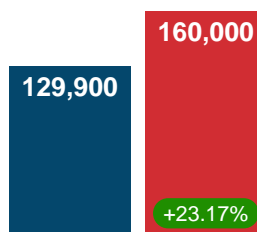
New Listings



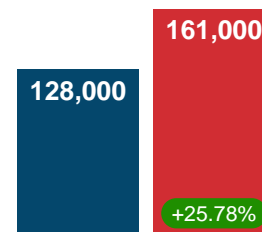
Pending Listings



List Price



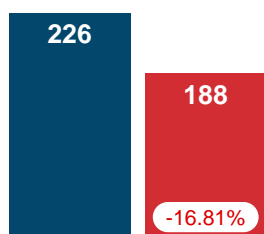
Sale Price



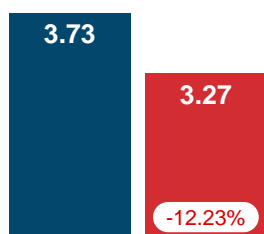
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

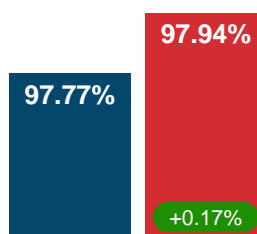
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

