

January 2019



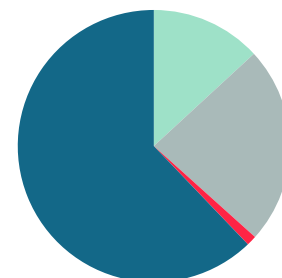
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	40	33	-17.50%
Pending Listings	42	59	40.48%
New Listings	60	61	1.67%
Average List Price	126,344	118,576	-6.15%
Average Sale Price	119,964	112,853	-5.93%
Average Percent of Selling Price to List Price	93.42%	95.67%	2.41%
Average Days on Market to Sale	149.45	144.85	-3.08%
End of Month Inventory	181	156	-13.81%
Months Supply of Inventory	3.92	3.26	-16.96%



■ Closed (13.15%)
■ Pending (23.51%)
■ Other OffMarket (1.20%)
■ Active (62.15%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of January 31, 2019 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **13.81%** to 156 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **3.26** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.93%** in January 2019 to \$112,853 versus the previous year at \$119,964.

Average Days on Market Shortens

The average number of **144.85** days that homes spent on the market before selling decreased by 4.60 days or **3.08%** in January 2019 compared to last year's same month at **149.45** DOM.

Sales Success for January 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 61 New Listings in January 2019, up **1.67%** from last year at 60. Furthermore, there were 33 Closed Listings this month versus last year at 40, a **-17.50%** decrease.

Closed versus Listed trends yielded a **54.1%** ratio, down from previous year's, January 2018, at **66.7%**, a **18.85%** downswing. This will certainly create pressure on a decreasing Month'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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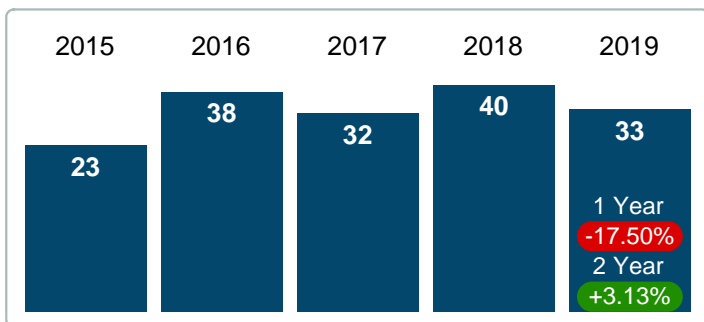
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



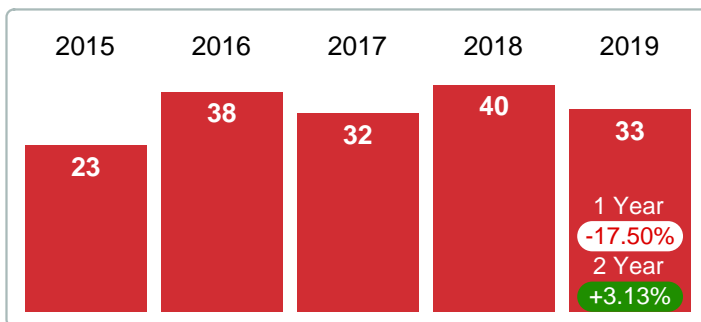
CLOSED LISTINGS

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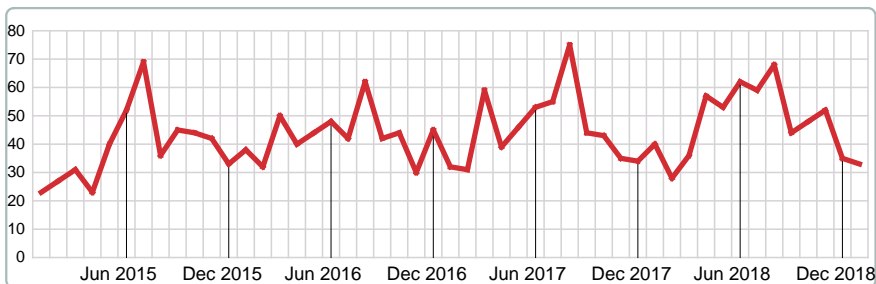
JANUARY



YEAR TO DATE (YTD)

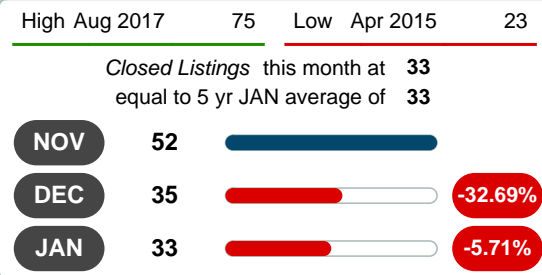


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 33



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	9.09%	126.7	2	1	0	0
\$20,001 - \$40,000	3	9.09%	154.0	1	2	0	0
\$40,001 - \$60,000	5	15.15%	137.0	2	2	1	0
\$60,001 - \$120,000	9	27.27%	124.6	2	6	1	0
\$120,001 - \$160,000	5	15.15%	134.2	1	3	1	0
\$160,001 - \$180,000	3	9.09%	191.0	0	3	0	0
\$180,001 and up	5	15.15%	177.6	0	3	2	0
Total Closed Units	33			8	20	5	0
Total Closed Volume	3,724,150	100%	144.8	499.50K	2.20M	1.02M	0.00B
Average Closed Price	\$112,853			\$62,438	\$110,163	\$204,280	\$0

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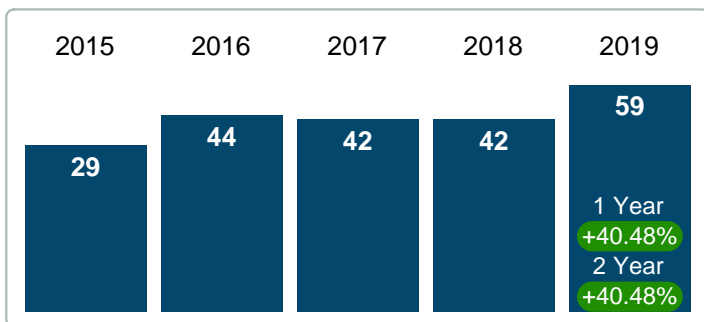
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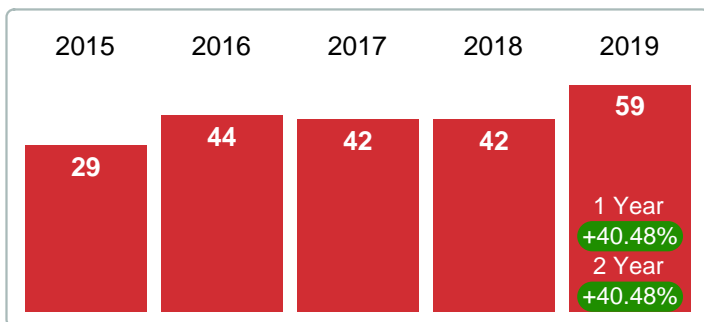
PENDING LISTINGS

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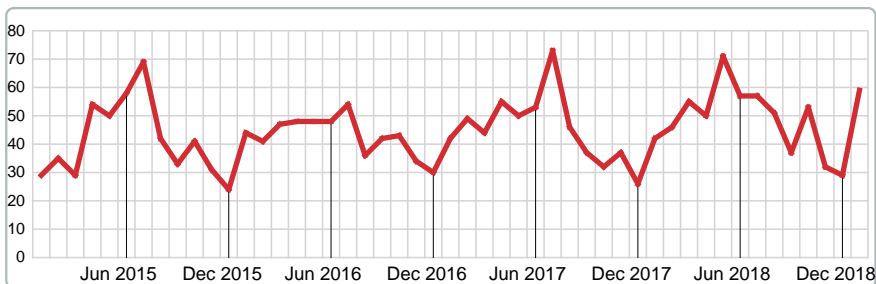
JANUARY



YEAR TO DATE (YTD)

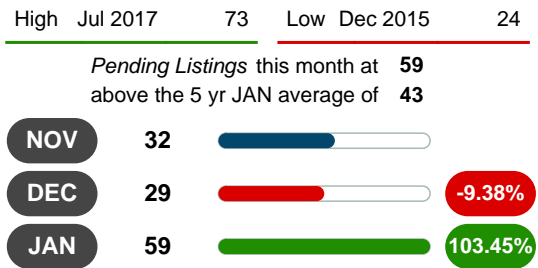


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.47%	76.6	2	3	0	0
\$40,001 - \$70,000	7	11.86%	79.6	1	6	0	0
\$70,001 - \$90,000	10	16.95%	84.6	1	8	1	0
\$90,001 - \$150,000	15	25.42%	65.3	3	9	2	1
\$150,001 - \$170,000	7	11.86%	9.7	0	7	0	0
\$170,001 - \$270,000	9	15.25%	161.1	1	7	1	0
\$270,001 and up	6	10.17%	45.5	0	4	1	1
Total Pending Units	59			8	44	5	2
Total Pending Volume	8,710,625	100%	77.2	781.20K	6.67M	844.20K	416.33K
Average Listing Price	\$147,638			\$97,650	\$151,566	\$168,840	\$208,163

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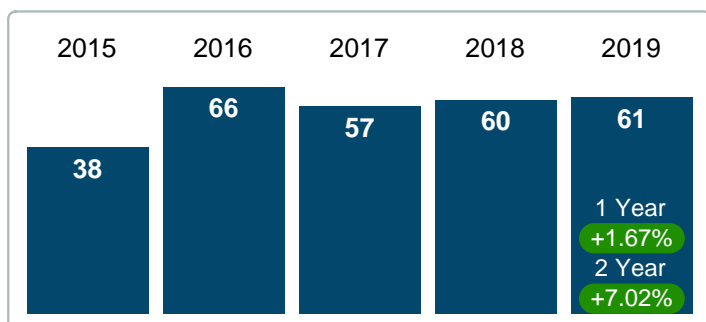
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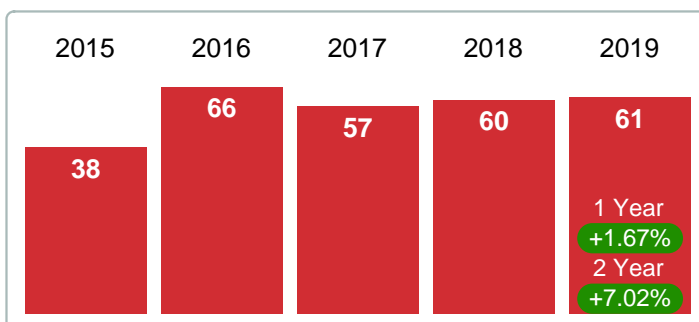
NEW LISTINGS

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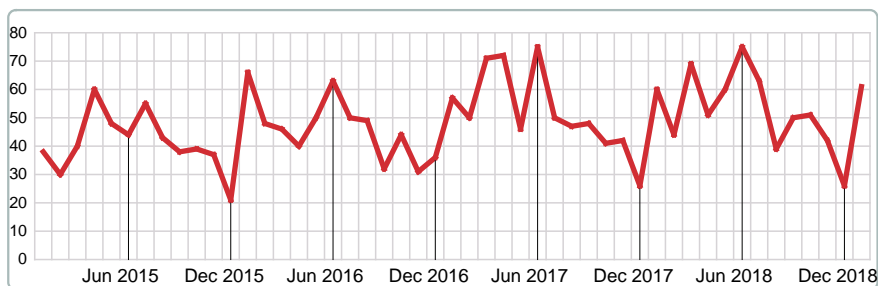
JANUARY



YEAR TO DATE (YTD)

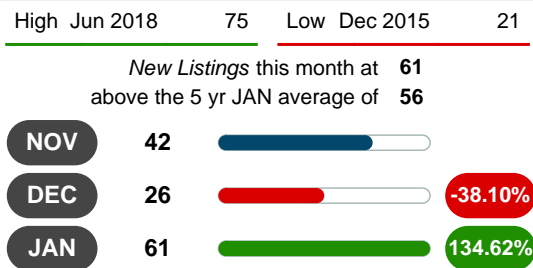


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 56



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.20%	3	1	1	0
\$30,001 - \$40,000	6	9.84%	2	3	1	0
\$40,001 - \$60,000	7	11.48%	2	5	0	0
\$60,001 - \$110,000	21	34.43%	4	14	3	0
\$110,001 - \$160,000	9	14.75%	2	6	1	0
\$160,001 - \$200,000	6	9.84%	0	5	1	0
\$200,001 and up	7	11.48%	0	5	1	1
Total New Listed Units	61		13	39	8	1
Total New Listed Volume	6,975,424	100%	861.70K	4.99M	815.60K	306.43K
Average New Listed Listing Price	\$119,943		\$66,285	\$127,992	\$101,950	\$306,425

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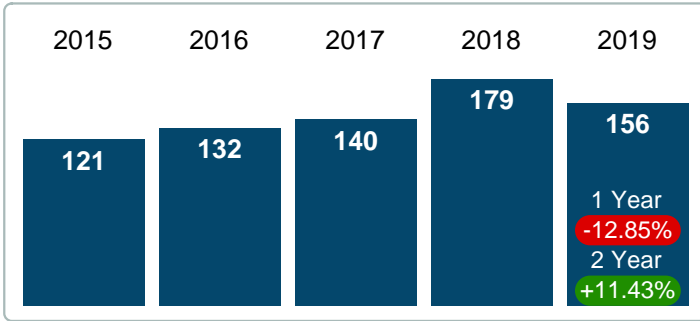
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



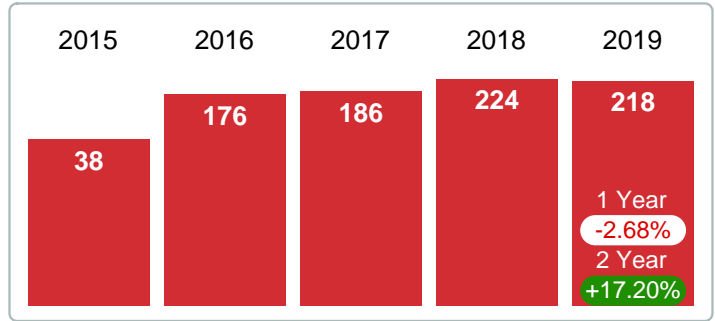
ACTIVE INVENTORY

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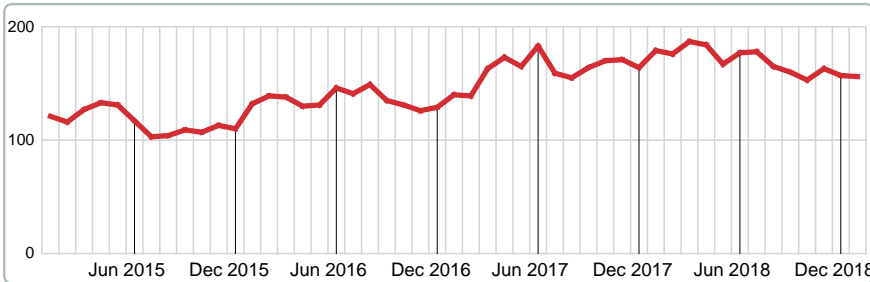
END OF JANUARY



ACTIVE DURING JANUARY

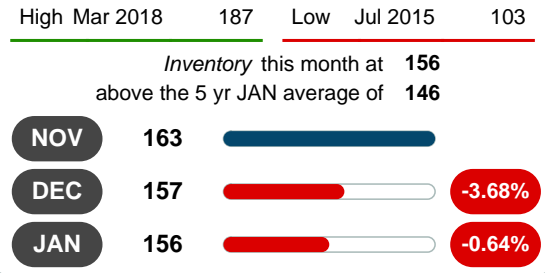


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 146



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	7.05%	338.0	8	3	0	0
\$30,001 - \$50,000	16	10.26%	69.3	6	9	1	0
\$50,001 - \$80,000	25	16.03%	175.3	8	16	1	0
\$80,001 - \$120,000	41	26.28%	193.5	13	22	6	0
\$120,001 - \$160,000	20	12.82%	151.0	0	17	3	0
\$160,001 - \$240,000	28	17.95%	150.9	3	20	4	1
\$240,001 and up	15	9.62%	188.0	0	5	10	0
Total Active Inventory by Units	156			38	92	25	1
Total Active Inventory by Volume	20,059,350	100%	174.4	2.69M	12.00M	5.13M	239.90K
Average Active Inventory Listing Price	\$128,586			\$70,751	\$130,478	\$205,076	\$239,900

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Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR JANUARY

2015	2016	2017	2018	2019

INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
156	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
\$30,000 and less	11		7.05%	3.38	4.17	2.57	0.00	0.00	
\$30,001 - \$50,000	16		10.26%	3.49	2.25	5.40	4.00	0.00	
\$50,001 - \$80,000	25		16.03%	3.23	3.43	3.43	1.50	0.00	
\$80,001 - \$120,000	41		26.28%	4.64	8.21	3.38	9.00	0.00	
\$120,001 - \$160,000	20		12.82%	2.58	0.00	2.52	4.00	0.00	
\$160,001 - \$240,000	28		17.95%	2.37	5.14	2.50	1.37	3.00	
\$240,001 and up	15		9.62%	3.83	0.00	4.29	4.00	0.00	
Market Supply of Inventory (MSI)		3.26			4.07	3.08	3.16	1.33	
Total Active Inventory by Units		156	100%	3.26	38	92	25	1	

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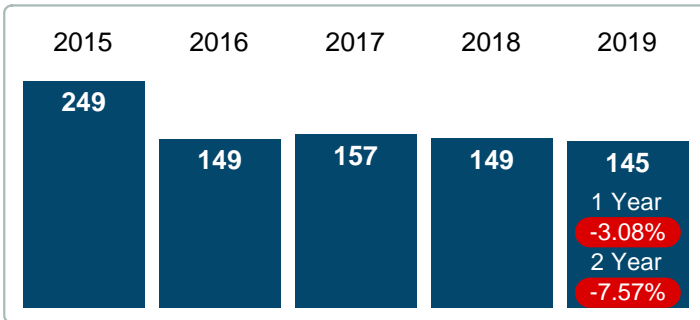
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



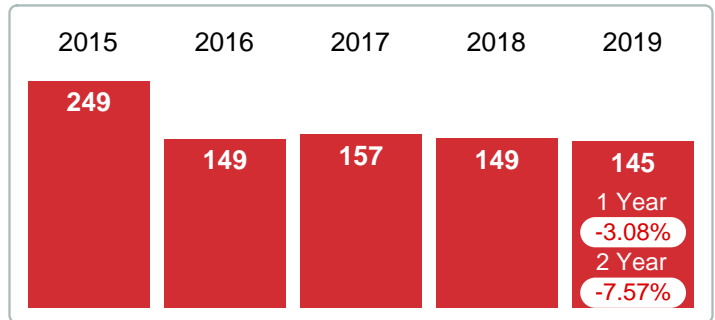
AVERAGE DAYS ON MARKET TO SALE

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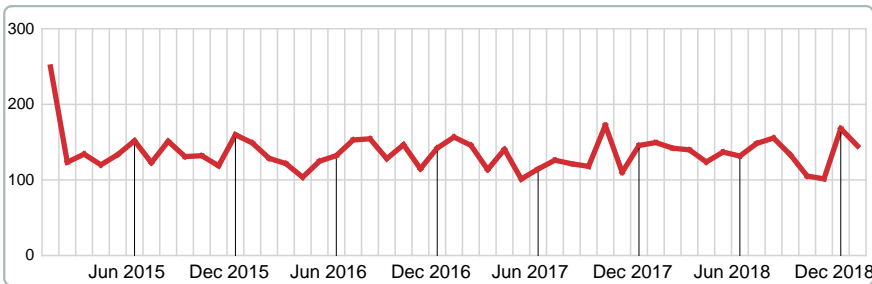
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 170

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 145 below the 5 yr JAN average of 170



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
\$20,000 and less	9.09%	127	176	28	0	0
\$20,001 \$40,000	9.09%	154	118	172	0	0
\$40,001 \$60,000	15.15%	137	61	243	78	0
\$60,001 \$120,000	27.27%	125	235	100	54	0
\$120,001 \$160,000	15.15%	134	16	169	147	0
\$160,001 \$180,000	9.09%	191	0	191	0	0
\$180,001 and up	15.15%	178	0	155	211	0
Average Closed DOM		145	135	150	140	0
Total Closed Units	100%	145	8	20	5	
Total Closed Volume		3,724,150	499.50K	2.20M	1.02M	0.00B

January 2019



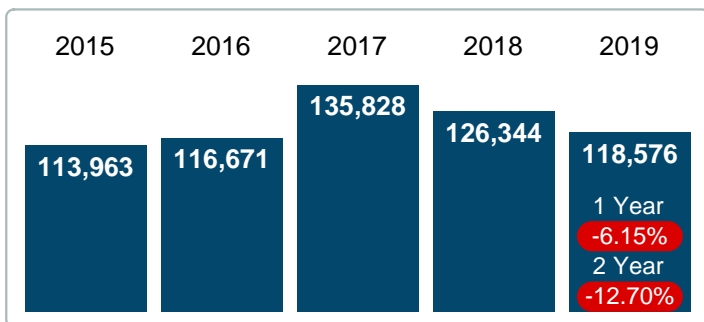
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



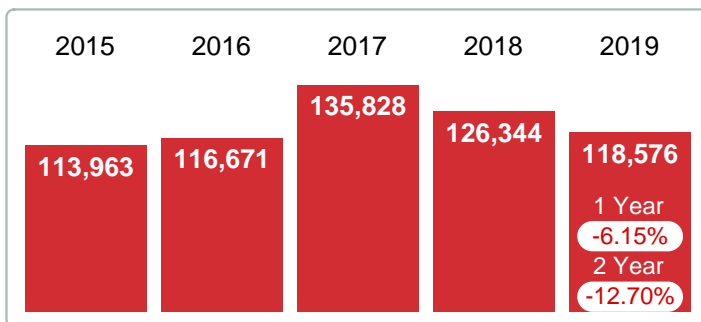
AVERAGE LIST PRICE AT CLOSING

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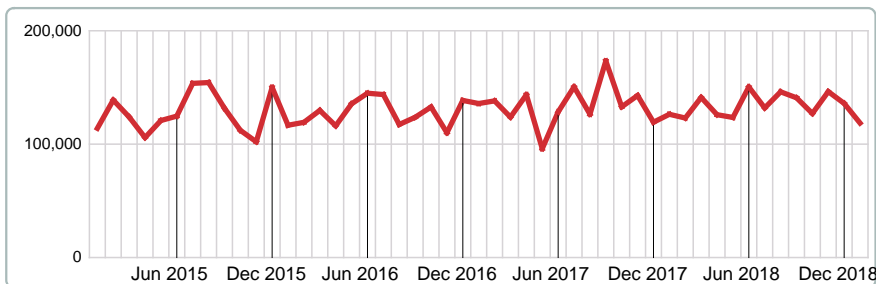
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 122,276

High Sep 2017 173,359 Low May 2017 96,000

Average List Price at Closing this month at **118,576**
below the 5 yr JAN average of **122,276**

NOV	146,325	
DEC	135,940	-7.10%
JAN	118,576	-12.77%

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
\$20,000 and less	1	3.03%	17,900	20,950	22,900	0	0
\$20,001 - \$40,000	5	15.15%	25,960	24,900	29,000	0	0
\$40,001 - \$60,000	5	15.15%	53,560	52,500	58,950	44,900	0
\$60,001 - \$120,000	8	24.24%	86,013	109,450	88,217	64,900	0
\$120,001 - \$160,000	6	18.18%	137,883	130,000	145,767	135,000	0
\$160,001 - \$180,000	0	0.00%	0	0	186,467	0	0
\$180,001 and up	8	24.24%	247,763	0	197,933	414,450	0
Average List Price			118,576	65,088	115,930	214,740	0
Total Closed Units		100%	118,576	8	20	5	0
Total Closed Volume				520.70K	2.32M	1.07M	0.00B

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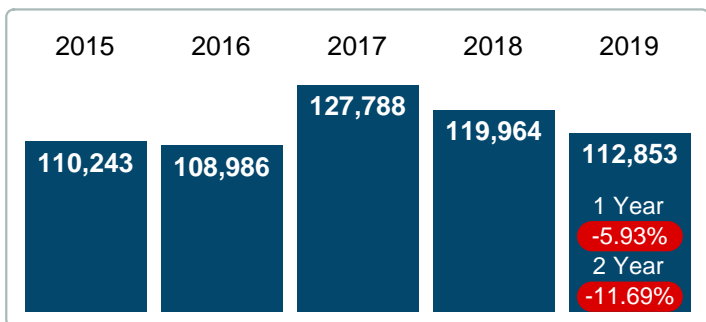
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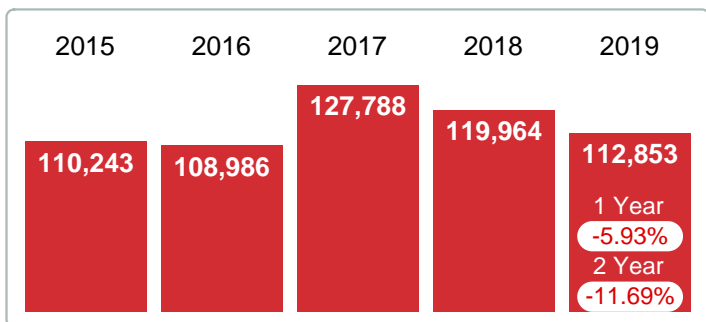
AVERAGE SOLD PRICE AT CLOSING

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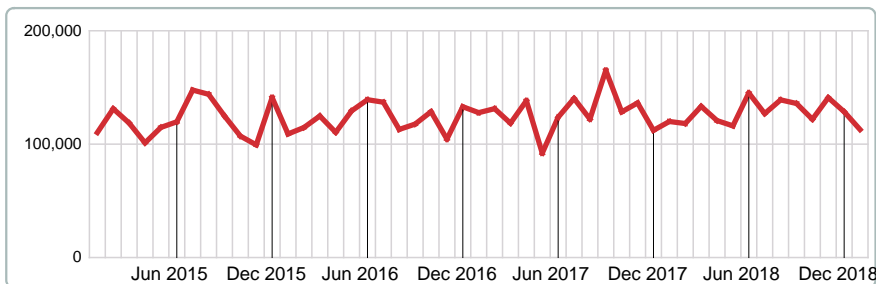
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

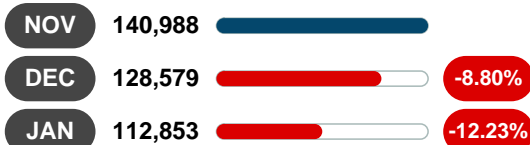


3 MONTHS

5 year JAN AVG = 115,967

High Sep 2017 165,045 Low May 2017 92,064

Average Sold Price at Closing this month at 112,853 below the 5 yr JAN average of 115,967



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
\$20,000 and less	9.09%	18,367	17,550	20,000	0	0
\$20,001 - \$40,000	9.09%	29,167	25,000	31,250	0	0
\$40,001 - \$60,000	15.15%	52,300	51,250	56,250	46,500	0
\$60,001 - \$120,000	27.27%	84,644	103,450	81,667	64,900	0
\$120,001 - \$160,000	15.15%	136,760	130,000	142,933	125,000	0
\$160,001 - \$180,000	9.09%	174,150	0	174,150	0	0
\$180,001 and up	15.15%	270,400	0	189,000	392,500	0
Average Sold Price		112,853	62,438	110,163	204,280	0
Total Closed Units	100%	112,853	8	20	5	0
Total Closed Volume		3,724,150	499.50K	2.20M	1.02M	0.00B

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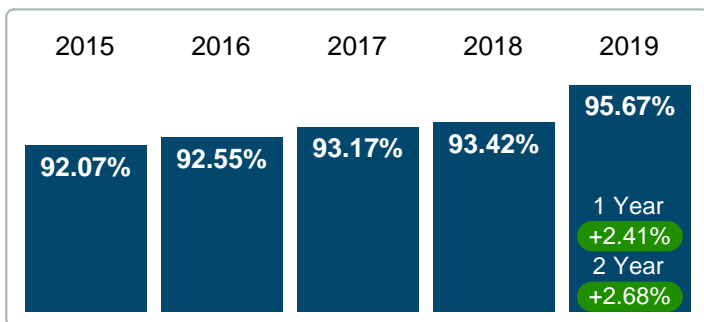
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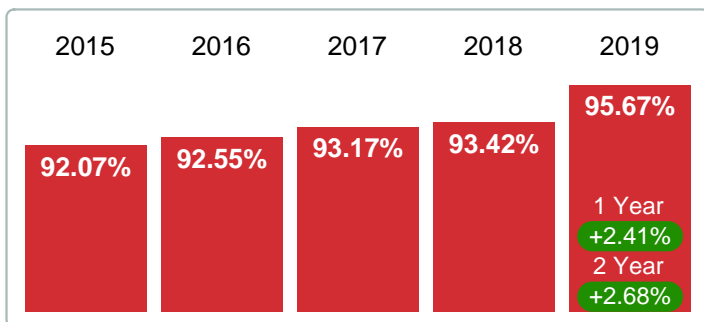
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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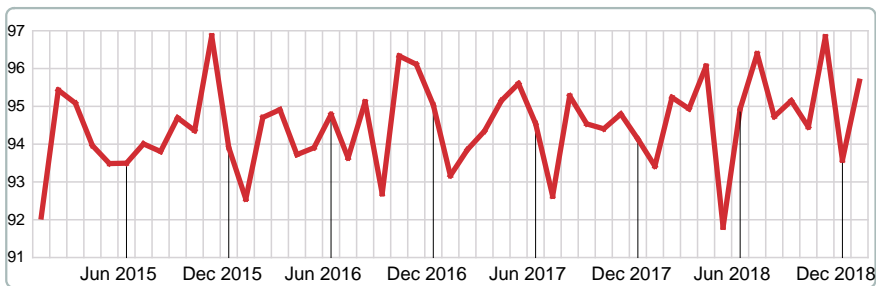
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

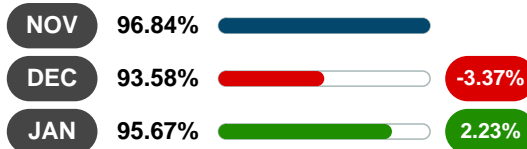


3 MONTHS

5 year JAN AVG = 93.37%

High Nov 2015 96.87% Low May 2018 91.80%

Average Sold/List Ratio this month at **95.67%** above the 5 yr JAN average of **93.37%**



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	
\$20,000 and less	<div style="width: 9.09%;"></div> 3	9.09%	85.48%	84.56%	87.34%	0.00%	0.00%	
\$20,001 \$40,000	<div style="width: 9.09%;"></div> 3	9.09%	109.14%	100.40%	113.51%	0.00%	0.00%	
\$40,001 \$60,000	<div style="width: 15.15%;"></div> 5	15.15%	97.77%	97.22%	95.42%	103.56%	0.00%	
\$60,001 \$120,000	<div style="width: 27.27%;"></div> 9	27.27%	93.48%	94.67%	92.00%	100.00%	0.00%	
\$120,001 \$160,000	<div style="width: 15.15%;"></div> 5	15.15%	97.36%	100.00%	98.07%	92.59%	0.00%	
\$160,001 \$180,000	<div style="width: 9.09%;"></div> 3	9.09%	93.38%	0.00%	93.38%	0.00%	0.00%	
\$180,001 and up	<div style="width: 15.15%;"></div> 5	15.15%	95.20%	0.00%	95.49%	94.76%	0.00%	
Average Sold/List Ratio		95.70%		94.16%	95.90%	97.13%	0.00%	
Total Closed Units		33	100%	95.70%	8	20	5	
Total Closed Volume		3,724,150			499.50K	2.20M	1.02M	0.00B

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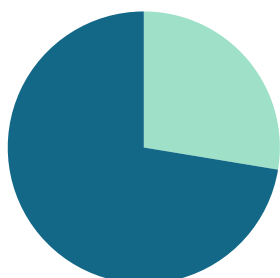
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

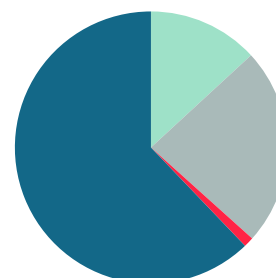


Inventory
 New Listings
61 = 27.60%
 Start Inventory
160
 Total Inventory Units
221
 Volume
\$29,301,575

Market Activity

Closed Sales
33 = 13.15%
 Pending Sales
59 = 23.51%
 Other Off Market
3 = 1.20%
 Active Inventory
156 = 62.15%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	40	33	-17.50%	40	33	-17.50%
Pending Sales	42	59	40.48%	42	59	40.48%
New Listings	60	61	1.67%	60	61	1.67%
Average List Price	126,344	118,576	-6.15%	126,344	118,576	-6.15%
Average Sale Price	119,964	112,853	-5.93%	119,964	112,853	-5.93%
Average Percent of Selling Price to List Price	93.42%	95.67%	2.41%	93.42%	95.67%	2.41%
Average Days on Market to Sale	149.45	144.85	-3.08%	149.45	144.85	-3.08%
Monthly Inventory	181	156	-13.81%	181	156	-13.81%
Months Supply of Inventory	3.92	3.26	-16.96%	3.92	3.26	-16.96%

Absorption: Last 12 months, an Average of **48** Sales/Month

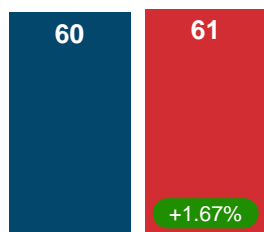
Inventory on January 31, 2019 = **156**

2018 **2019**

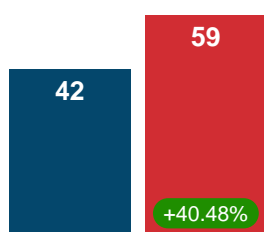
JANUARY MARKET

AVERAGE PRICES

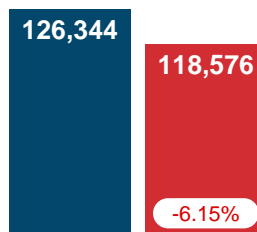
New Listings



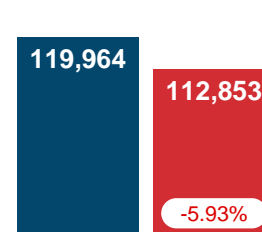
Pending Listings



List Price



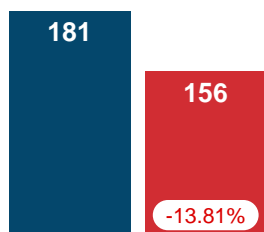
Sale Price



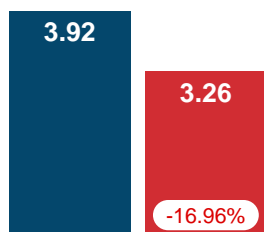
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

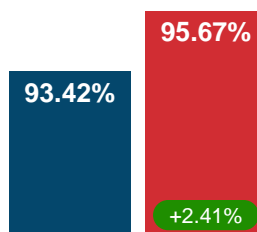
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

