

January 2019



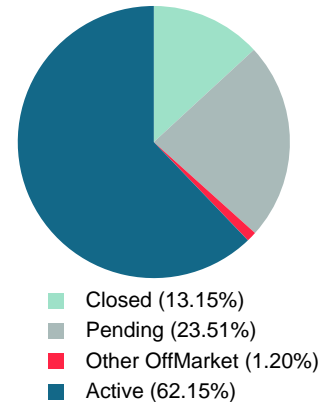
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	122,250	93,900	-23.19%
Median Sale Price	119,500	89,900	-24.77%
Median Percent of Selling Price to List Price	96.38%	95.43%	-0.98%
Median Days on Market to Sale	112.00	105.00	-6.25%
End of Month Inventory	181	156	-13.81%
Months Supply of Inventory	3.92	3.26	-16.96%



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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **24.77%** in January 2019 to \$89,900 versus the previous year at \$119,500.

Median Days on Market Shortens

The median number of **105.00** days that homes spent on the market before selling decreased by 7.00 days or **6.25%** in January 2019 compared to last year's same month at **112.00** DOM.

Sales Success for January 2019 is Positive

Overall, with Median 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 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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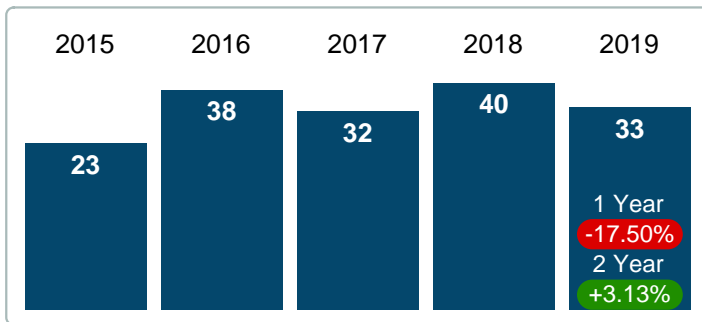
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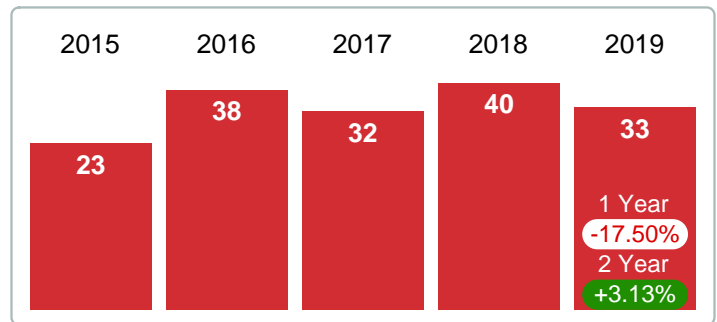
CLOSED LISTINGS

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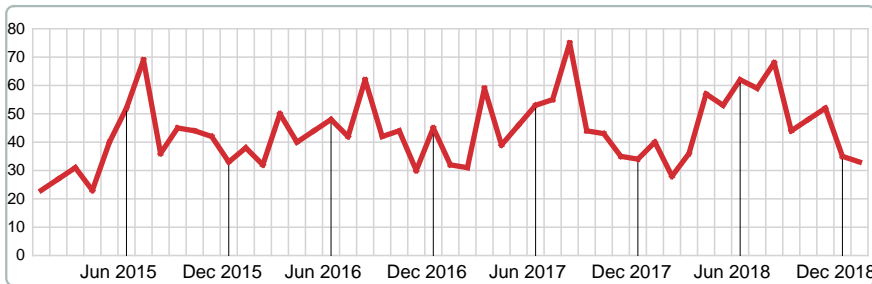
JANUARY



YEAR TO DATE (YTD)

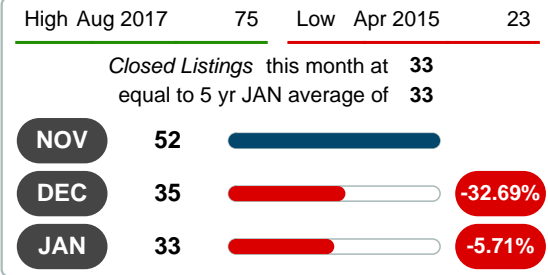


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 33



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	9.09%	105.0	2	1	0	0
\$20,001 - \$40,000	3	9.09%	118.0	1	2	0	0
\$40,001 - \$60,000	5	15.15%	92.0	2	2	1	0
\$60,001 - \$120,000	9	27.27%	66.0	2	6	1	0
\$120,001 - \$160,000	5	15.15%	118.0	1	3	1	0
\$160,001 - \$180,000	3	9.09%	80.0	0	3	0	0
\$180,001 and up	5	15.15%	194.0	0	3	2	0
Total Closed Units	33			8	20	5	0
Total Closed Volume	3,724,150	100%	105.0	499.50K	2.20M	1.02M	0.00B
Median Closed Price	\$89,900			\$51,250	\$107,500	\$125,000	\$0

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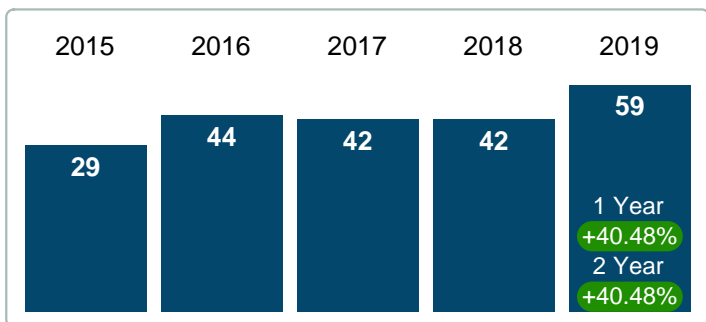
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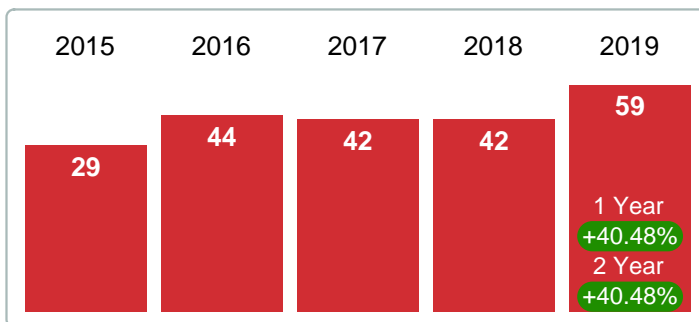
PENDING LISTINGS

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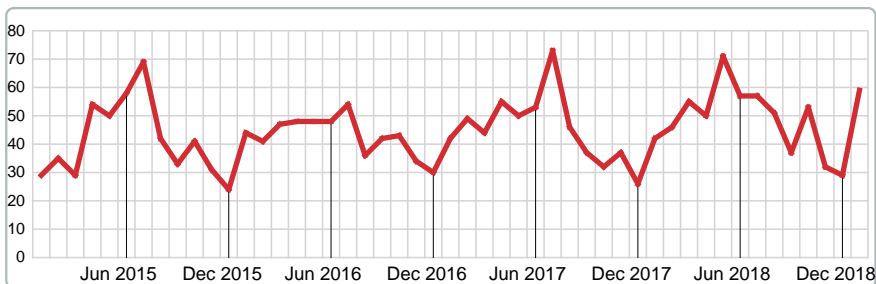
JANUARY



YEAR TO DATE (YTD)

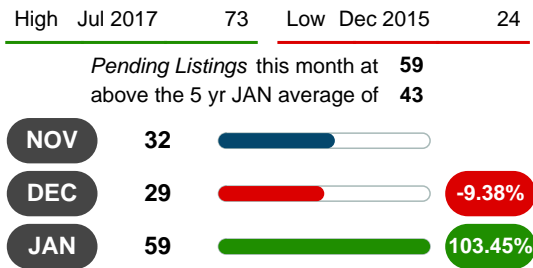


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.47%	28.0	2	3	0	0
\$40,001 - \$70,000	7	11.86%	83.0	1	6	0	0
\$70,001 - \$90,000	10	16.95%	31.5	1	8	1	0
\$90,001 - \$150,000	15	25.42%	33.0	3	9	2	1
\$150,001 - \$170,000	7	11.86%	6.0	0	7	0	0
\$170,001 - \$270,000	9	15.25%	81.0	1	7	1	0
\$270,001 and up	6	10.17%	46.5	0	4	1	1
Total Pending Units	59			8	44	5	2
Total Pending Volume	8,710,625	100%	45.0	781.20K	6.67M	844.20K	416.33K
Median Listing Price	\$115,000			\$97,450	\$117,450	\$119,500	\$208,163

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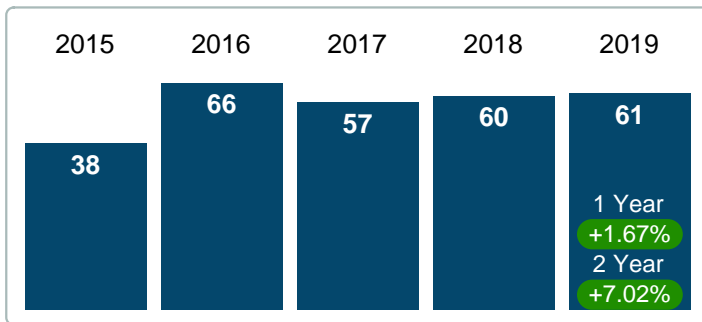
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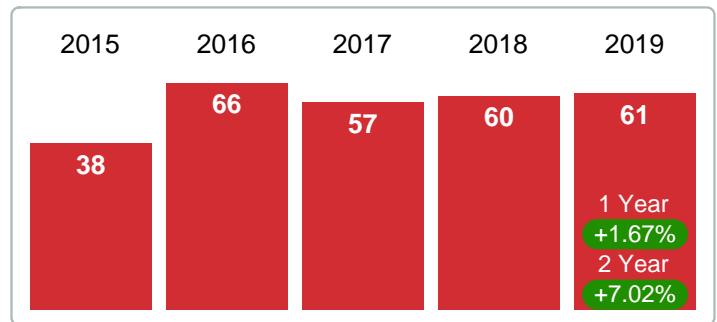
NEW LISTINGS

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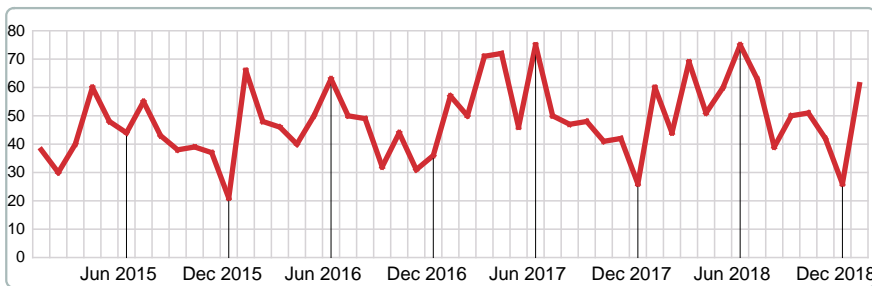
JANUARY



YEAR TO DATE (YTD)

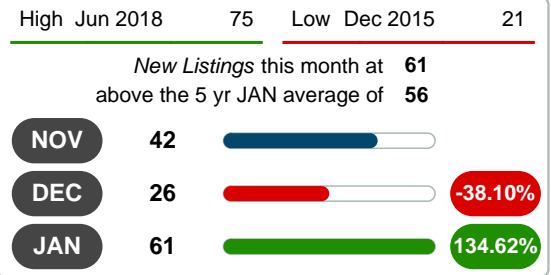


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$89,000		\$59,900	\$89,500	\$97,400	\$306,425

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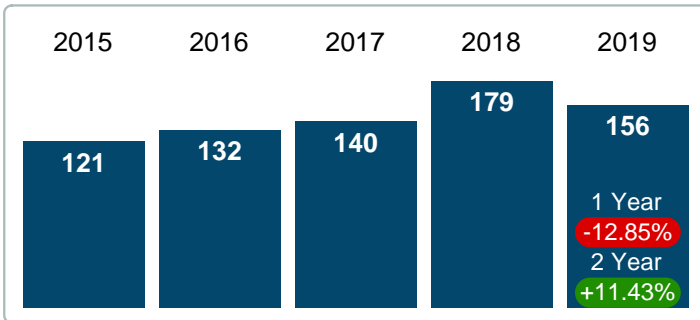
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



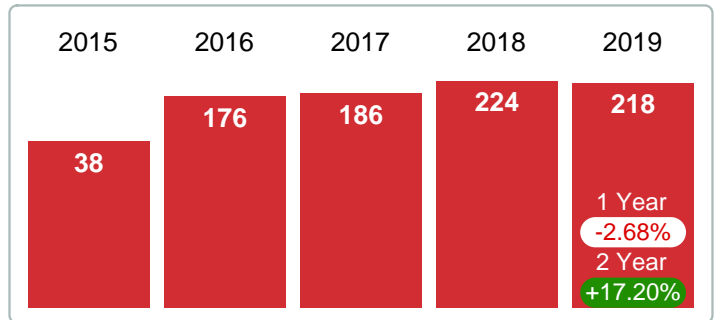
ACTIVE INVENTORY

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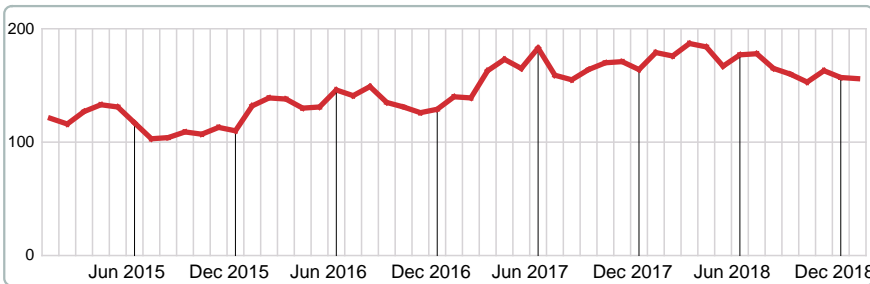
END OF JANUARY



ACTIVE DURING JANUARY

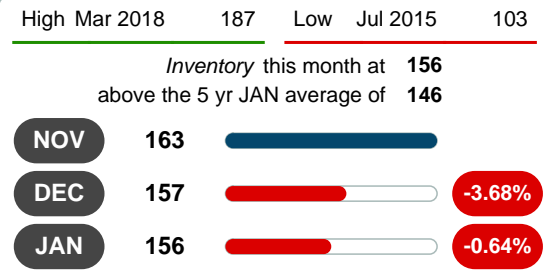


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 146



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	7.05%	129.0	8	3	0	0
\$30,001 - \$50,000	16	10.26%	52.5	6	9	1	0
\$50,001 - \$80,000	25	16.03%	79.0	8	16	1	0
\$80,001 - \$120,000	41	26.28%	114.0	13	22	6	0
\$120,001 - \$160,000	20	12.82%	136.0	0	17	3	0
\$160,001 - \$240,000	28	17.95%	104.0	3	20	4	1
\$240,001 and up	15	9.62%	133.0	0	5	10	0
Total Active Inventory by Units	156			38	92	25	1
Total Active Inventory by Volume	20,059,350	100%	104.0	2.69M	12.00M	5.13M	239.90K
Median Active Inventory Listing Price	\$99,250			\$59,927	\$102,500	\$169,000	\$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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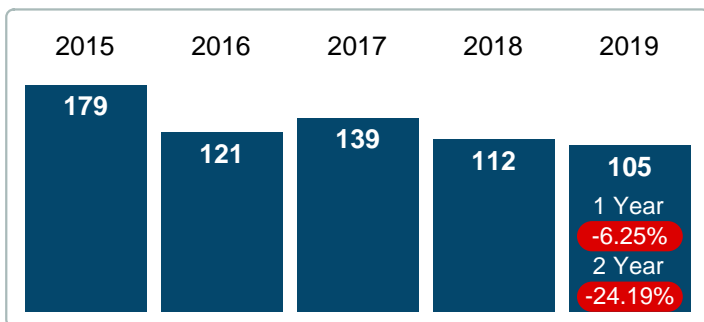
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



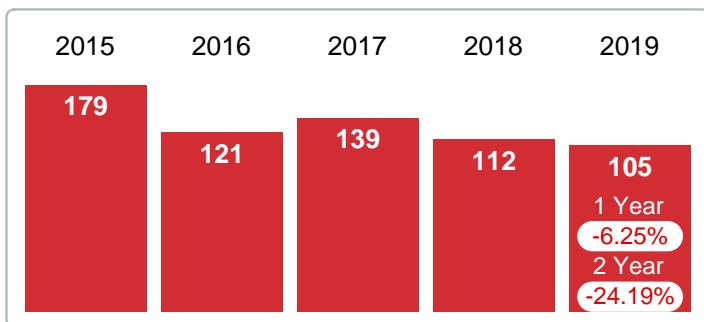
MEDIAN DAYS ON MARKET TO SALE

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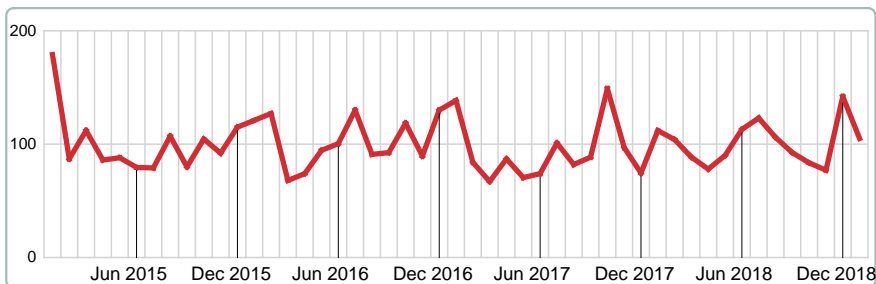
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

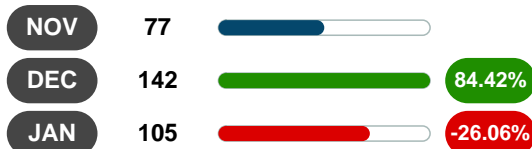


3 MONTHS

5 year JAN AVG = 131

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 105 below the 5 yr JAN average of 131



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
\$20,000 and less	9.09%	105	176	28	0	0
\$20,001 \$40,000	9.09%	118	118	172	0	0
\$40,001 \$60,000	15.15%	92	61	243	78	0
\$60,001 \$120,000	27.27%	66	235	62	54	0
\$120,001 \$160,000	15.15%	118	16	118	147	0
\$160,001 \$180,000	9.09%	80	0	80	0	0
\$180,001 and up	15.15%	194	0	194	211	0
Median Closed DOM		105	99	99	147	0
Total Closed Units	100%	33	8	20	5	
Total Closed Volume		3,724,150	499.50K	2.20M	1.02M	0.00B

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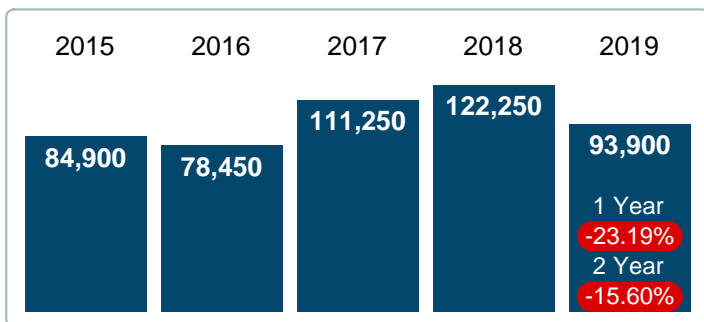
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



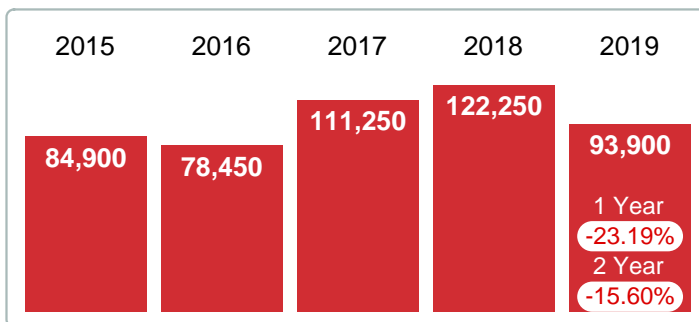
MEDIAN LIST PRICE AT CLOSING

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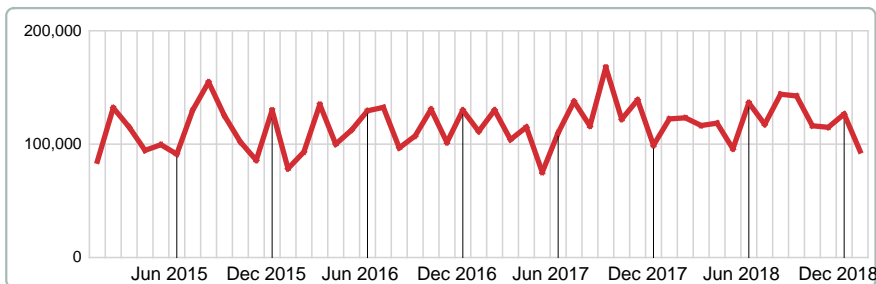
JANUARY



YEAR TO DATE (YTD)

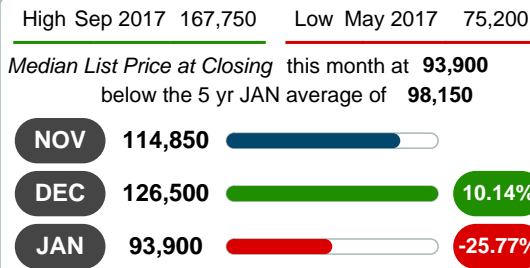


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 98,150



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
\$20,000 and less	3.03%	17,900	17,900	0	0	0
\$20,001 - \$40,000	15.15%	24,000	24,450	23,000	0	0
\$40,001 - \$60,000	15.15%	58,900	52,500	58,950	44,900	0
\$60,001 - \$120,000	24.24%	84,900	93,900	84,900	64,900	0
\$120,001 - \$160,000	18.18%	132,500	127,500	148,800	135,000	0
\$160,001 - \$180,000	0.00%	132,500	0	0	0	0
\$180,001 and up	24.24%	196,950	0	192,450	414,450	0
Median List Price		93,900	52,500	108,750	135,000	0
Total Closed Units	100%	93,900	8	20	5	0
Total Closed Volume		3,913,000	520.70K	2.32M	1.07M	0.00B

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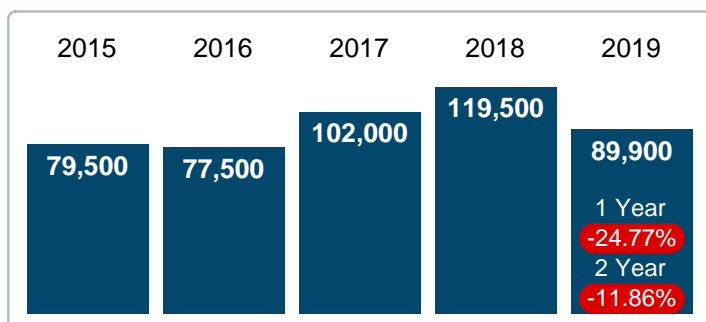
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



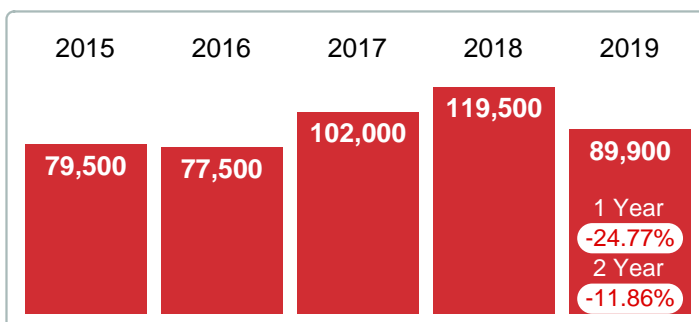
MEDIAN SOLD PRICE AT CLOSING

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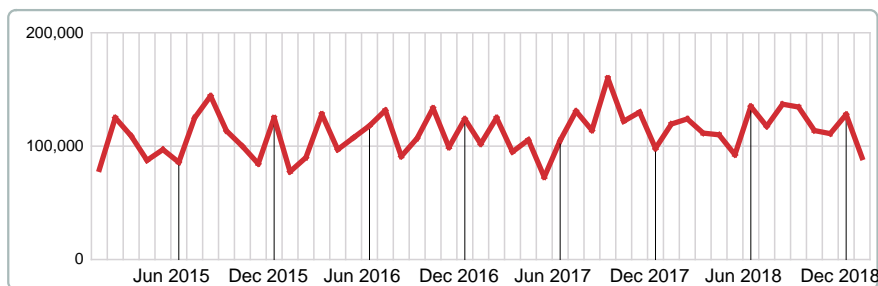
JANUARY



YEAR TO DATE (YTD)

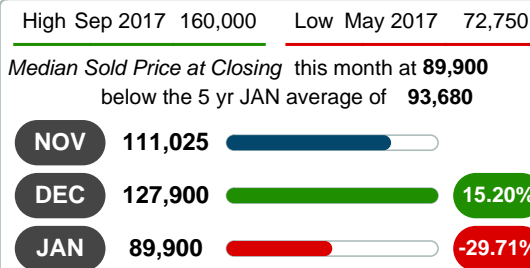


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 93,680



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
\$20,000 and less	9.09%	19,000	17,550	20,000	0	0
\$20,001 - \$40,000	9.09%	30,000	25,000	31,250	0	0
\$40,001 - \$60,000	15.15%	53,500	51,250	56,250	46,500	0
\$60,001 - \$120,000	27.27%	82,500	103,450	73,750	64,900	0
\$120,001 - \$160,000	15.15%	130,000	130,000	139,900	125,000	0
\$160,001 - \$180,000	9.09%	176,450	0	176,450	0	0
\$180,001 and up	15.15%	190,000	0	189,000	392,500	0
Median Sold Price		89,900	51,250	107,500	125,000	0
Total Closed Units	100%	89,900	8	20	5	0
Total Closed Volume		3,724,150	499.50K	2.20M	1.02M	0.00B

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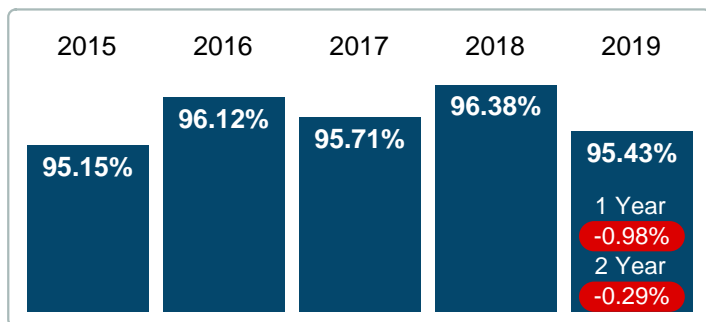
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



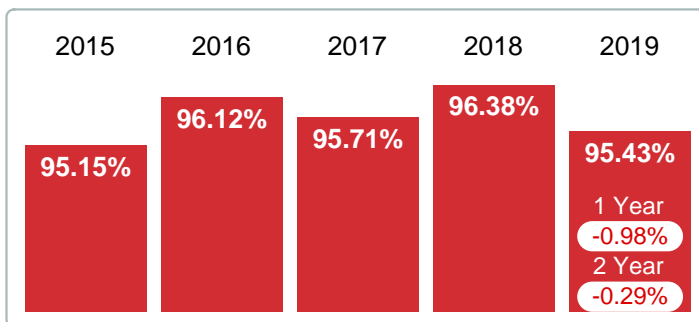
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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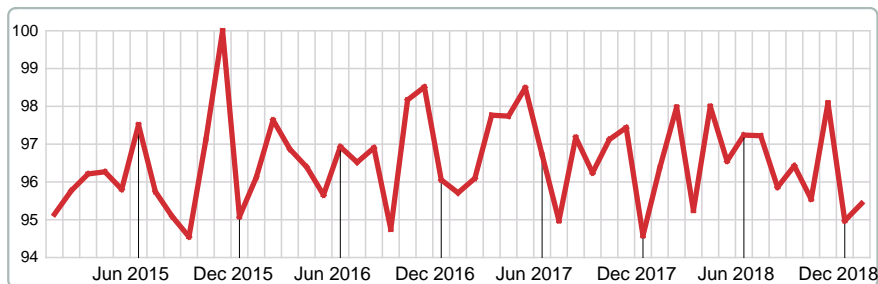
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

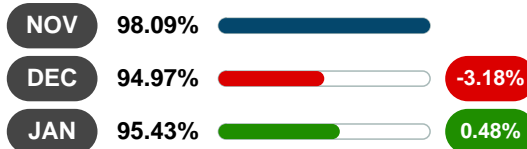


3 MONTHS

5 year JAN AVG = 95.76%

High Nov 2015 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **95.43%**
below the 5 yr JAN average of **95.76%**



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
\$20,000 and less	3	9.09%	87.34%	84.56%	87.34%	0.00%	0.00%
\$20,001 \$40,000	3	9.09%	100.40%	100.40%	113.51%	0.00%	0.00%
\$40,001 \$60,000	5	15.15%	100.00%	97.22%	95.42%	103.56%	0.00%
\$60,001 \$120,000	9	27.27%	95.74%	94.67%	94.96%	100.00%	0.00%
\$120,001 \$160,000	5	15.15%	99.61%	100.00%	99.61%	92.59%	0.00%
\$160,001 \$180,000	3	9.09%	94.74%	0.00%	94.74%	0.00%	0.00%
\$180,001 and up	5	15.15%	95.48%	0.00%	95.48%	94.76%	0.00%
Median Sold/List Ratio		95.43%		95.09%	95.08%	96.27%	0.00%
Total Closed Units		33	100%	8	20	5	
Total Closed Volume		3,724,150		499.50K	2.20M	1.02M	0.00B

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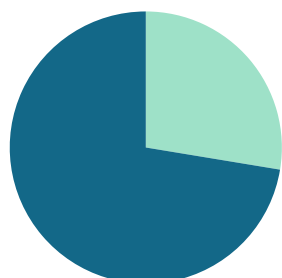
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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INVENTORY

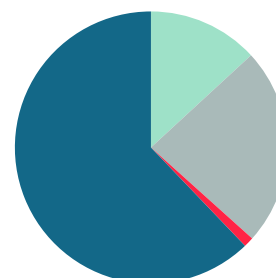


Inventory
 New Listings
61 = 27.60%
 Start Inventory
160
 Total Inventory Units
221
 Volume
\$29,301,575

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%
Median List Price	122,250	93,900	-23.19%	122,250	93,900	-23.19%
Median Sale Price	119,500	89,900	-24.77%	119,500	89,900	-24.77%
Median Percent of Selling Price to List Price	96.38%	95.43%	-0.98%	96.38%	95.43%	-0.98%
Median Days on Market to Sale	112.00	105.00	-6.25%	112.00	105.00	-6.25%
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

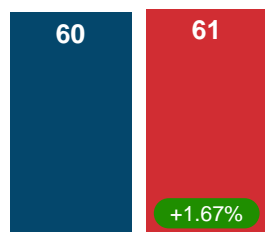
Inventory on January 31, 2019 = **156**

2018 **2019**

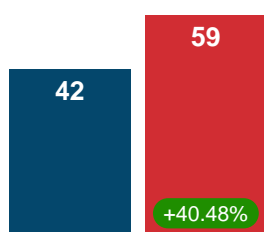
JANUARY MARKET

MEDIAN PRICES

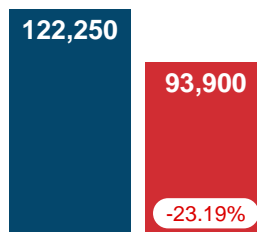
New Listings



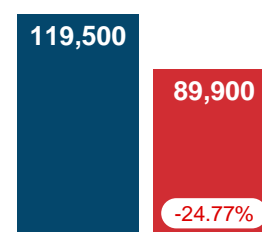
Pending Listings



List Price



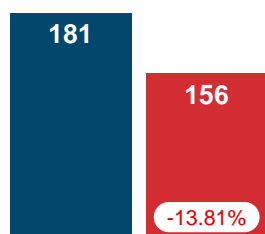
Sale Price



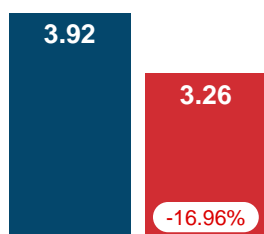
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

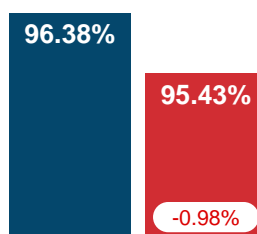
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

