

January 2019



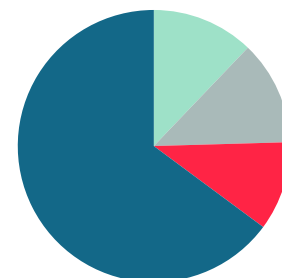
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	35	47	34.29%
Pending Listings	61	48	-21.31%
New Listings	142	82	-42.25%
Average List Price	132,608	199,260	50.26%
Average Sale Price	128,376	190,072	48.06%
Average Percent of Selling Price to List Price	96.36%	95.03%	-1.38%
Average Days on Market to Sale	50.29	62.38	24.06%
End of Month Inventory	329	251	-23.71%
Months Supply of Inventory	7.23	4.13	-42.94%



■ Closed (12.14%)
■ Pending (12.40%)
■ Other OffMarket (10.59%)
■ Active (64.86%)

Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of January 31, 2019 = **251**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **23.71%** to 251 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **4.13** 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 **48.06%** in January 2019 to \$190,072 versus the previous year at \$128,376.

Average Days on Market Lengthens

The average number of **62.38** days that homes spent on the market before selling increased by 12.10 days or **24.06%** in January 2019 compared to last year's same month at **50.29** 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 strong this month.

There were 82 New Listings in January 2019, down **42.25%** from last year at 142. Furthermore, there were 47 Closed Listings this month versus last year at 35, a **34.29%** increase.

Closed versus Listed trends yielded a **57.3%** ratio, up from previous year's, January 2018, at **24.6%**, a **132.54%** upswing. 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

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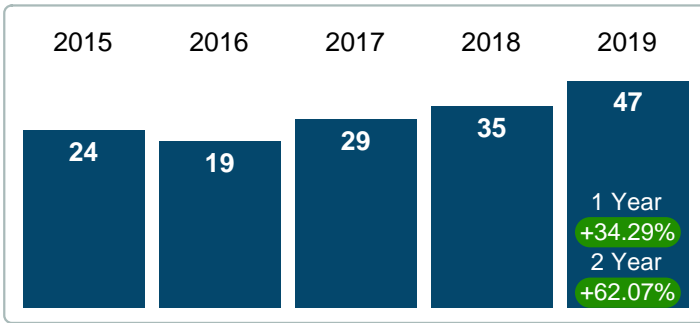
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



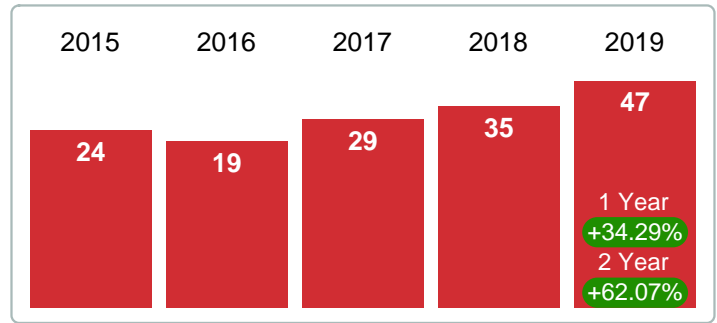
CLOSED LISTINGS

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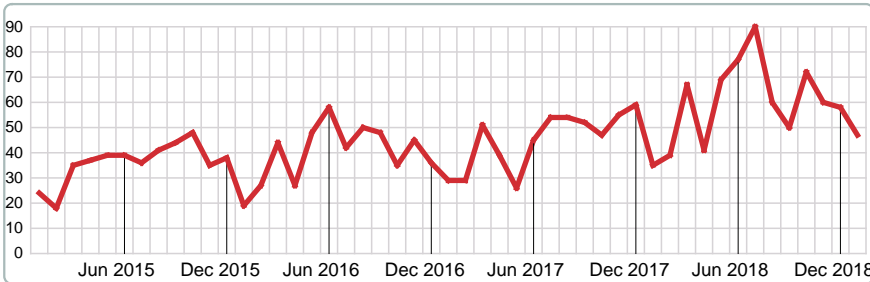
JANUARY



YEAR TO DATE (YTD)

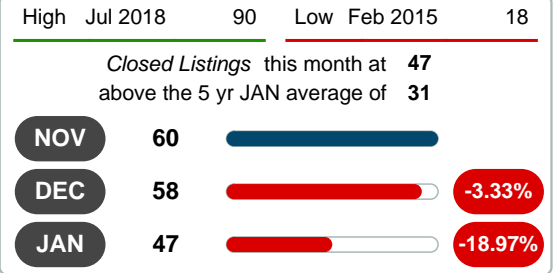


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 31



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	6.38%	37.7	2	1	0	0
\$50,001 - \$100,000	7	14.89%	61.3	0	5	2	0
\$100,001 - \$150,000	7	14.89%	60.0	0	5	1	1
\$150,001 - \$200,000	13	27.66%	73.1	1	10	2	0
\$200,001 - \$250,000	6	12.77%	73.0	0	6	0	0
\$250,001 - \$300,000	5	10.64%	77.6	0	2	2	1
\$300,001 and up	6	12.77%	32.3	0	1	5	0
Total Closed Units	47			3	30	12	2
Total Closed Volume	8,933,400	100%	62.4	236.00K	5.03M	3.24M	420.00K
Average Closed Price	\$190,072			\$78,667	\$167,797	\$270,292	\$210,000

January 2019



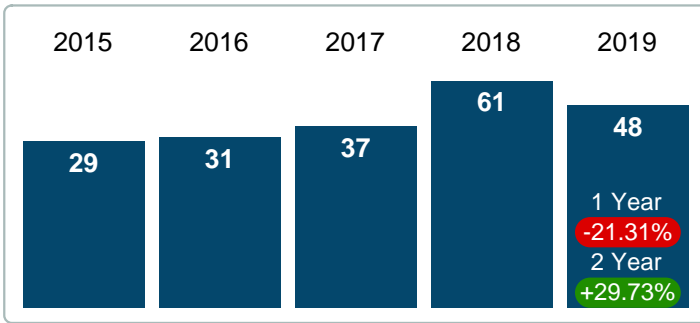
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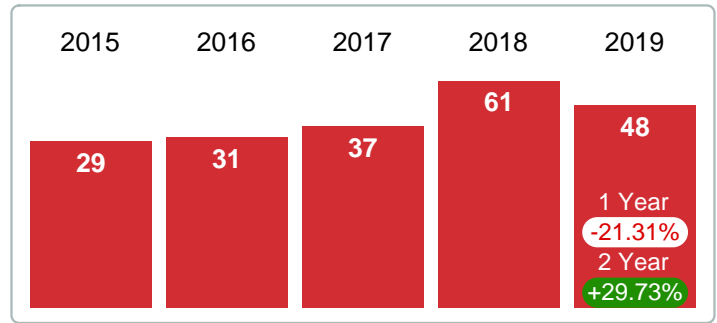
PENDING LISTINGS

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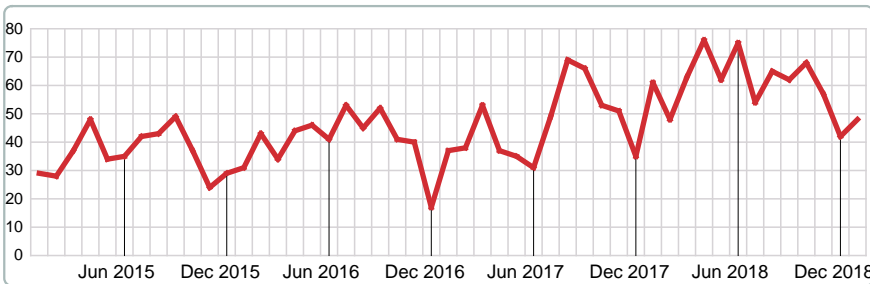
JANUARY



YEAR TO DATE (YTD)

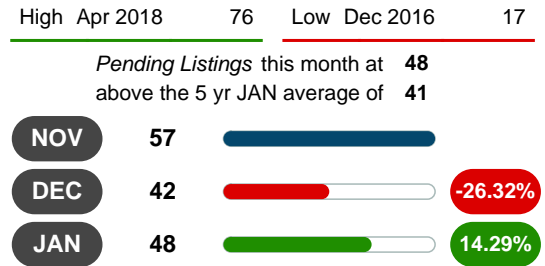


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.08%	118.0	1	0	0	0
\$25,001 - \$50,000	7	14.58%	59.7	0	7	0	0
\$50,001 - \$125,000	10	20.83%	52.0	2	6	2	0
\$125,001 - \$200,000	11	22.92%	88.5	2	8	1	0
\$200,001 - \$250,000	7	14.58%	83.0	0	3	4	0
\$250,001 - \$300,000	6	12.50%	65.2	0	5	1	0
\$300,001 and up	6	12.50%	58.8	1	2	2	1
Total Pending Units	48			6	31	10	1
Total Pending Volume	8,140,140	100%	69.0	824.90K	4.85M	2.15M	314.00K
Average Listing Price	\$171,503			\$137,483	\$156,361	\$215,404	\$314,000

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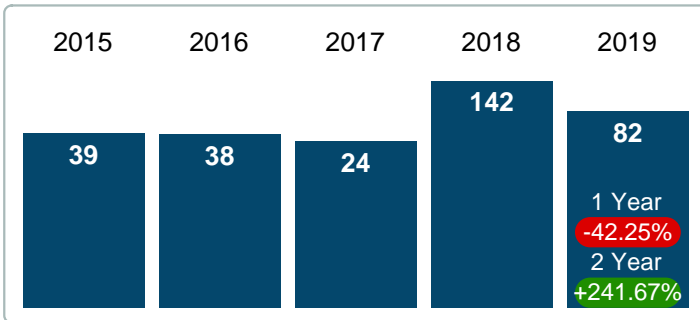
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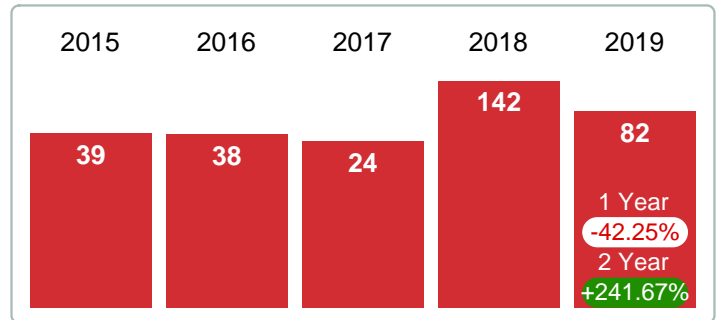
NEW LISTINGS

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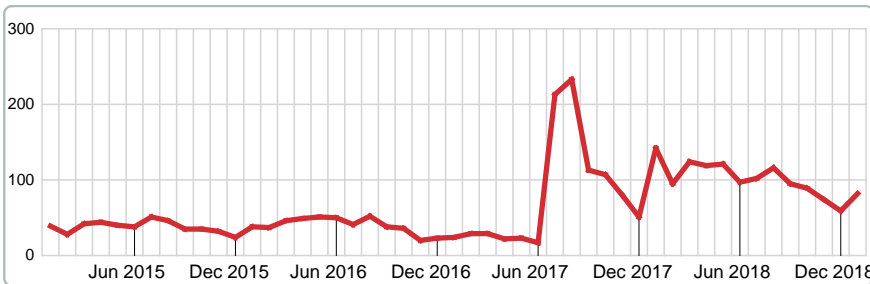
JANUARY



YEAR TO DATE (YTD)

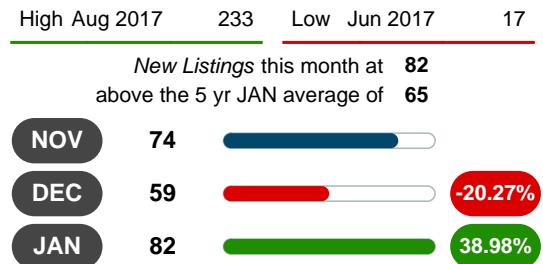


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 65



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	8	9.76%	3	5	0	0
\$75,001 - \$100,000	10	12.20%	1	8	1	0
\$100,001 - \$125,000	10	12.20%	3	5	2	0
\$125,001 - \$200,000	23	28.05%	3	16	3	1
\$200,001 - \$300,000	12	14.63%	0	9	3	0
\$300,001 - \$375,000	6	7.32%	1	1	3	1
\$375,001 and up	13	15.85%	1	4	5	3
Total New Listed Units	82		12	48	17	5
Total New Listed Volume	19,169,200	100%	3.38M	9.01M	4.72M	2.06M
Average New Listed Listing Price	\$169,338		\$282,042	\$187,646	\$277,400	\$412,380

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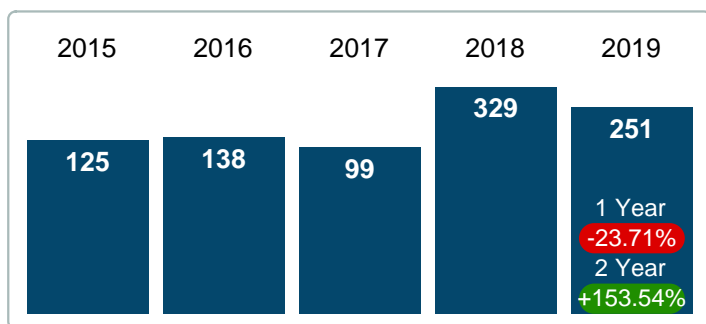
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



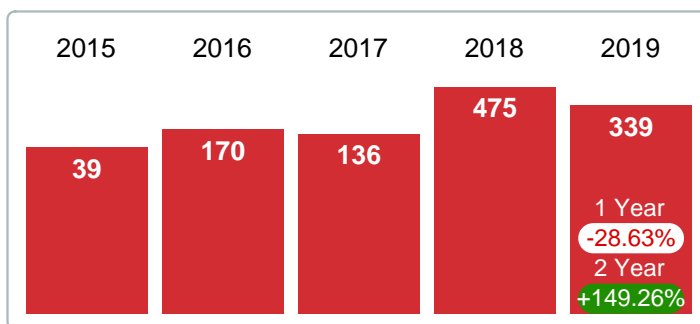
ACTIVE INVENTORY

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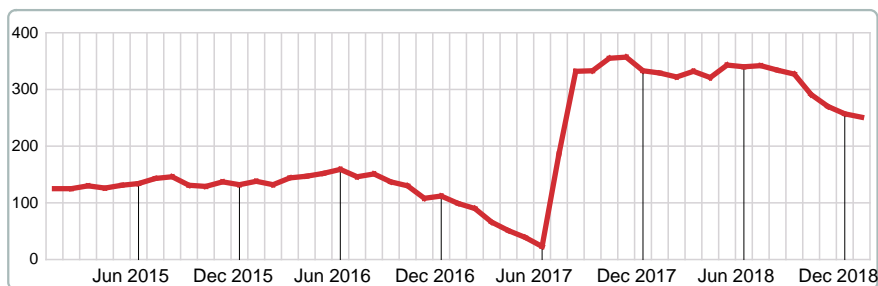
END OF JANUARY



ACTIVE DURING JANUARY

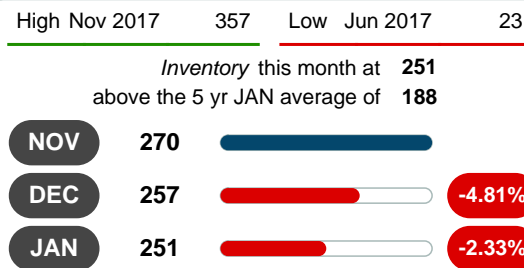


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 188



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	28	11.16%	79.6	14	14	0	0
\$75,001 - \$100,000	21	8.37%	74.1	5	15	1	0
\$100,001 - \$150,000	46	18.33%	62.2	8	29	5	4
\$150,001 - \$225,000	64	25.50%	75.1	3	42	19	0
\$225,001 - \$300,000	34	13.55%	87.9	1	25	7	1
\$300,001 - \$500,000	32	12.75%	75.4	2	10	10	10
\$500,001 and up	26	10.36%	105.0	2	8	11	5
Total Active Inventory by Units	251			35	143	53	20
Total Active Inventory by Volume	65,317,474	100%	78.0	6.77M	29.85M	19.50M	9.20M
Average Active Inventory Listing Price	\$260,229			\$193,366	\$208,748	\$367,932	\$459,915

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Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - 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 %
251	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
\$75,000 and less	28		11.16%	2.05	2.71	2.02	0.00	0.00	
\$75,001 - \$100,000	21		8.37%	3.36	3.75	4.00	0.92	0.00	
\$100,001 - \$150,000	46		18.33%	3.27	5.65	2.81	2.50	12.00	
\$150,001 - \$225,000	64		25.50%	3.64	4.50	3.63	3.86	0.00	
\$225,001 - \$300,000	34		13.55%	6.28	6.00	8.33	3.50	4.00	
\$300,001 - \$500,000	32		12.75%	10.38	0.00	8.00	7.50	20.00	
\$500,001 and up	26		10.36%	34.67	0.00	32.00	33.00	30.00	
Market Supply of Inventory (MSI)		4.13			4.00	3.86	4.10	9.60	
Total Active Inventory by Units		251	100%	4.13	35	143	53	20	

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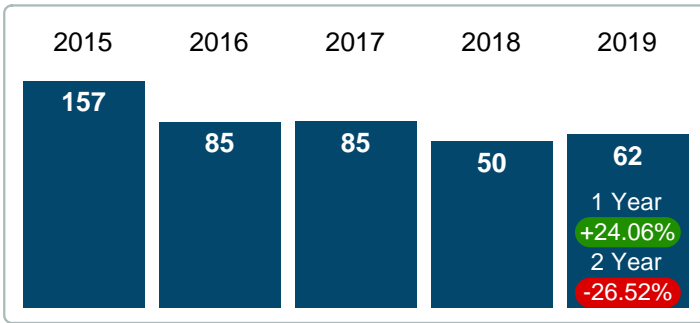
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



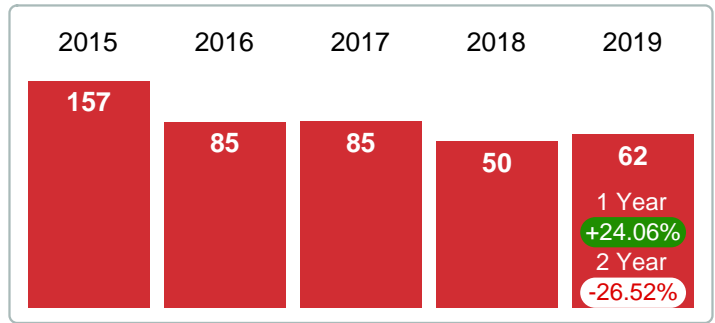
AVERAGE DAYS ON MARKET TO SALE

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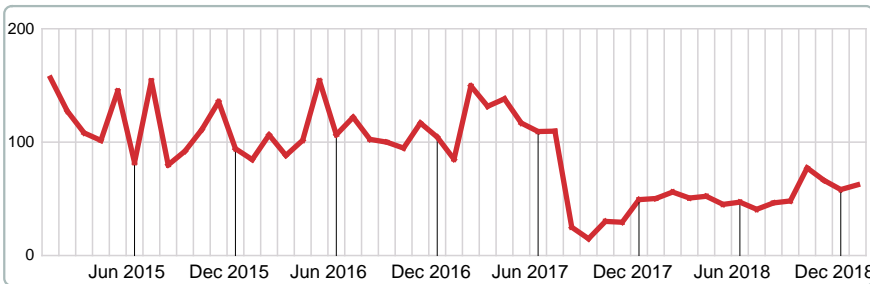
JANUARY



YEAR TO DATE (YTD)

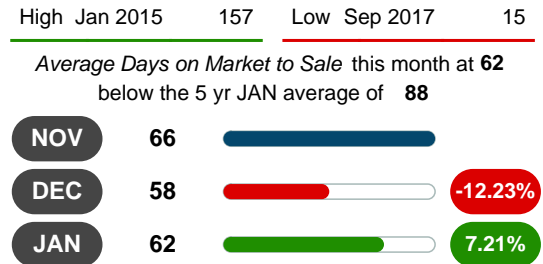


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 88



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	6.38%	38	56	2	0	0
\$50,001 - \$100,000	14.89%	61	0	54	79	0
\$100,001 - \$150,000	14.89%	60	0	35	143	101
\$150,001 - \$200,000	27.66%	73	83	64	114	0
\$200,001 - \$250,000	12.77%	73	0	73	0	0
\$250,001 - \$300,000	10.64%	78	0	91	92	23
\$300,001 and up	12.77%	32	0	1	39	0
Average Closed DOM		62	65	57	75	62
Total Closed Units	100%	62	3	30	12	2
Total Closed Volume		8,933,400	236.00K	5.03M	3.24M	420.00K

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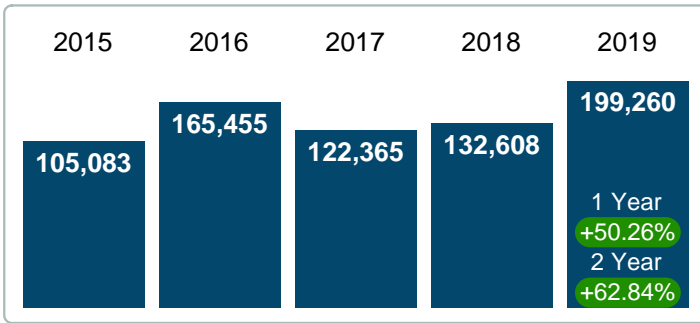
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



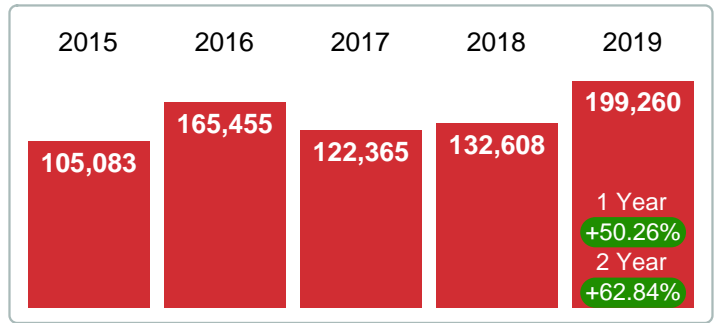
AVERAGE LIST PRICE AT CLOSING

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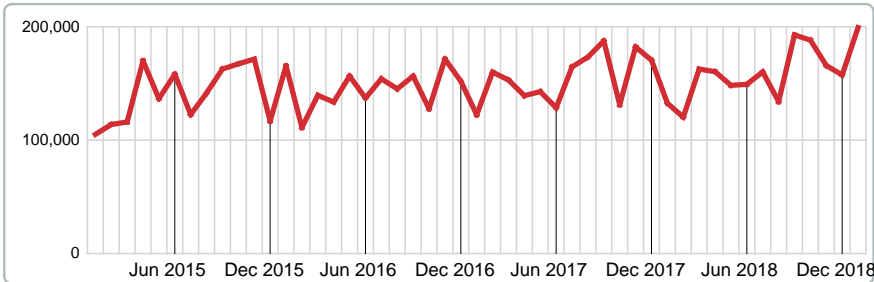
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

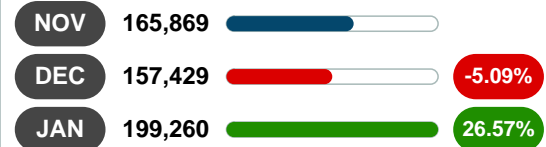


3 MONTHS

5 year JAN AVG = 144,954

High Jan 2019 199,260 Low Jan 2015 105,083

Average List Price at Closing this month at **199,260**
above the 5 yr JAN average of **144,954**



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	6.38%	38,133	32,200	50,000	0	0
\$50,001 - \$100,000	14.89%	80,671	0	80,840	80,250	0
\$100,001 - \$150,000	10.64%	131,360	0	142,460	102,000	150,000
\$150,001 - \$200,000	29.79%	173,343	185,000	181,770	160,750	0
\$200,001 - \$250,000	12.77%	216,500	0	228,600	0	0
\$250,001 - \$300,000	12.77%	283,583	0	289,000	274,000	298,000
\$300,001 and up	12.77%	433,667	0	315,000	457,400	0
Average List Price		199,260	83,133	174,960	284,917	224,000
Total Closed Units	100%	199,260	3	30	12	2
Total Closed Volume		9,365,200	249.40K	5.25M	3.42M	448.00K

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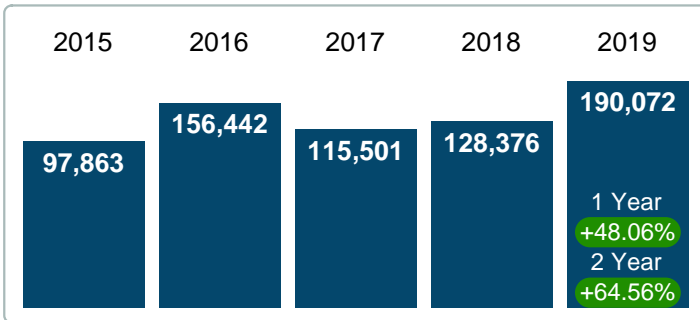
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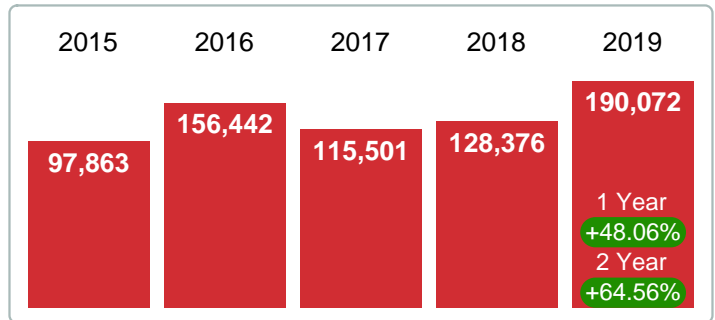
AVERAGE SOLD PRICE AT CLOSING

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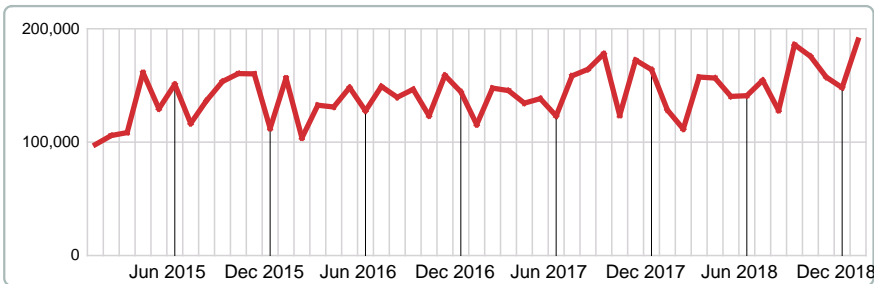
JANUARY



YEAR TO DATE (YTD)

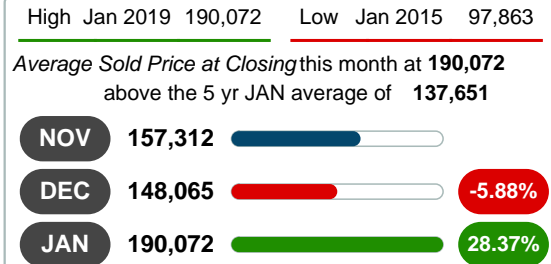


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 137,651



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	6.38%	35,667	28,500	50,000	0	0
\$50,001 - \$100,000	14.89%	75,571	0	77,300	71,250	0
\$100,001 - \$150,000	14.89%	132,843	0	135,580	102,000	150,000
\$150,001 - \$200,000	27.66%	170,223	179,000	172,690	153,500	0
\$200,001 - \$250,000	12.77%	219,683	0	219,683	0	0
\$250,001 - \$300,000	10.64%	275,500	0	279,750	274,000	270,000
\$300,001 and up	12.77%	409,833	0	315,000	428,800	0
Average Sold Price		190,072	78,667	167,797	270,292	210,000
Total Closed Units	100%	190,072	3	30	12	2
Total Closed Volume		8,933,400	236.00K	5.03M	3.24M	420.00K

January 2019



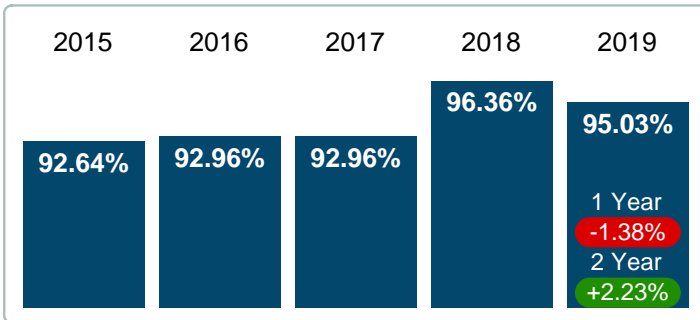
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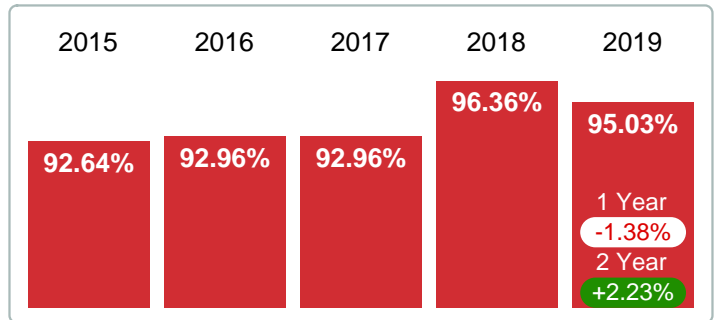
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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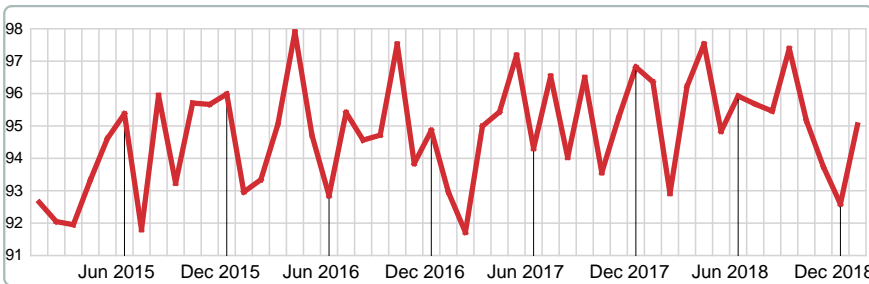
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

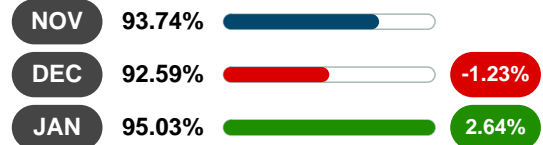


3 MONTHS

5 year JAN AVG = 93.99%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.03%** above the 5 yr JAN average of **93.99%**



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	3	6.38%	87.35%	81.03%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	7	14.89%	93.39%	0.00%	95.49%	88.12%	0.00%
\$100,001 - \$150,000	7	14.89%	96.60%	0.00%	95.24%	100.00%	100.00%
\$150,001 - \$200,000	13	27.66%	95.36%	96.76%	95.19%	95.51%	0.00%
\$200,001 - \$250,000	6	12.77%	96.50%	0.00%	96.50%	0.00%	0.00%
\$250,001 - \$300,000	5	10.64%	96.82%	0.00%	96.74%	100.00%	90.60%
\$300,001 and up	6	12.77%	95.30%	0.00%	100.00%	94.36%	0.00%
Average Sold/List Ratio		95.00%		86.27%	95.94%	94.92%	95.30%
Total Closed Units		47	100%	3	30	12	2
Total Closed Volume		8,933,400		236.00K	5.03M	3.24M	420.00K

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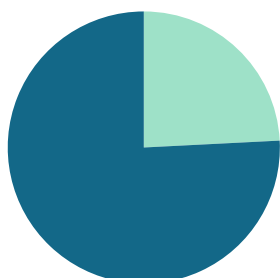
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

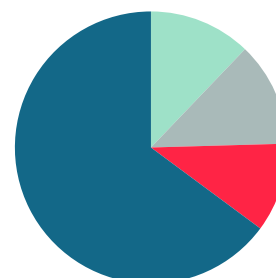


Inventory
 New Listings
82 = 24.19%
 Start Inventory
257
 Total Inventory Units
339
 Volume
\$82,606,014

Market Activity

Closed Sales
47 = 12.14%
 Pending Sales
48 = 12.40%
 Other Off Market
41 = 10.59%
 Active Inventory
251 = 64.86%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	35	47	34.29%	35	47	34.29%
Pending Sales	61	48	-21.31%	61	48	-21.31%
New Listings	142	82	-42.25%	142	82	-42.25%
Average List Price	132,608	199,260	50.26%	132,608	199,260	50.26%
Average Sale Price	128,376	190,072	48.06%	128,376	190,072	48.06%
Average Percent of Selling Price to List Price	96.36%	95.03%	-1.38%	96.36%	95.03%	-1.38%
Average Days on Market to Sale	50.29	62.38	24.06%	50.29	62.38	24.06%
Monthly Inventory	329	251	-23.71%	329	251	-23.71%
Months Supply of Inventory	7.23	4.13	-42.94%	7.23	4.13	-42.94%

Absorption: Last 12 months, an Average of **61** Sales/Month

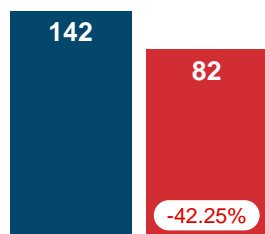
Inventory on January 31, 2019 = **251**

2018 **2019**

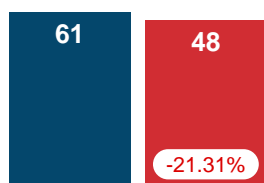
JANUARY MARKET

AVERAGE PRICES

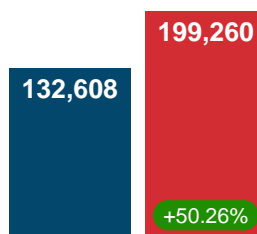
New Listings



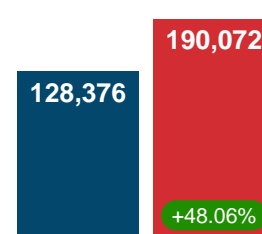
Pending Listings



List Price



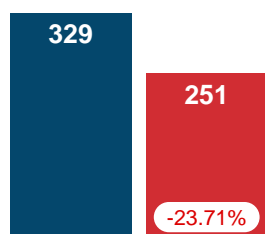
Sale Price



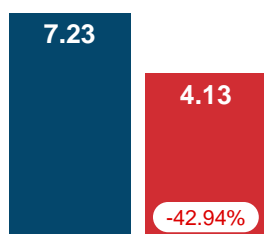
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

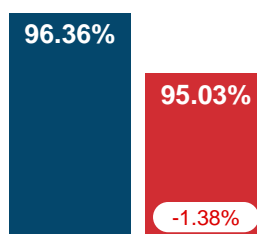
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

