

January 2019



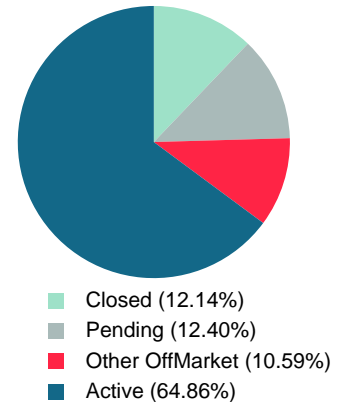
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	129,000	185,000	43.41%
Median Sale Price	120,000	173,000	44.17%
Median Percent of Selling Price to List Price	97.66%	96.67%	-1.02%
Median Days on Market to Sale	35.00	55.00	57.14%
End of Month Inventory	329	251	-23.71%
Months Supply of Inventory	7.23	4.13	-42.94%



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.

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 **44.17%** in January 2019 to \$173,000 versus the previous year at \$120,000.

Median Days on Market Lengthens

The median number of **55.00** days that homes spent on the market before selling increased by 20.00 days or **57.14%** in January 2019 compared to last year's same month at **35.00** 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 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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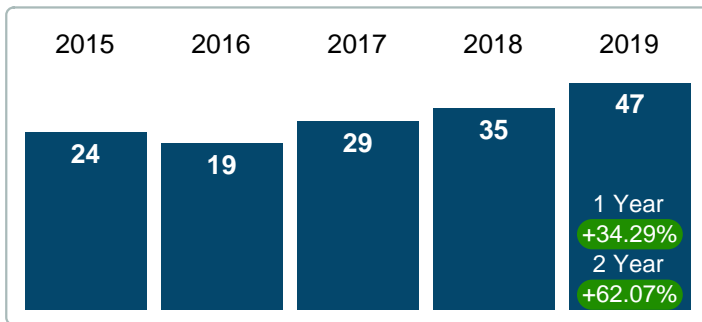
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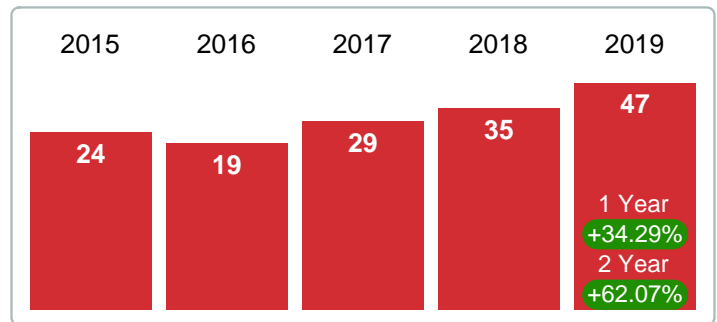
CLOSED LISTINGS

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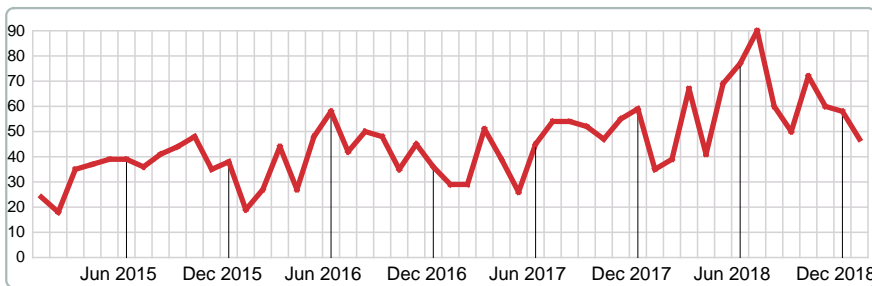
JANUARY



YEAR TO DATE (YTD)

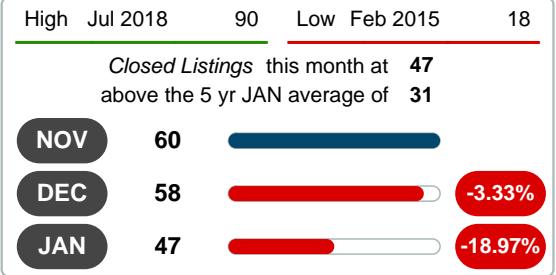


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 31



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	6.38%	23.0	2	1	0	0
\$50,001 - \$100,000	7	14.89%	40.0	0	5	2	0
\$100,001 - \$150,000	7	14.89%	60.0	0	5	1	1
\$150,001 - \$200,000	13	27.66%	65.0	1	10	2	0
\$200,001 - \$250,000	6	12.77%	75.5	0	6	0	0
\$250,001 - \$300,000	5	10.64%	23.0	0	2	2	1
\$300,001 and up	6	12.77%	26.5	0	1	5	0
Total Closed Units	47			3	30	12	2
Total Closed Volume	8,933,400	100%	55.0	236.00K	5.03M	3.24M	420.00K
Median Closed Price	\$173,000			\$47,000	\$167,750	\$274,000	\$210,000

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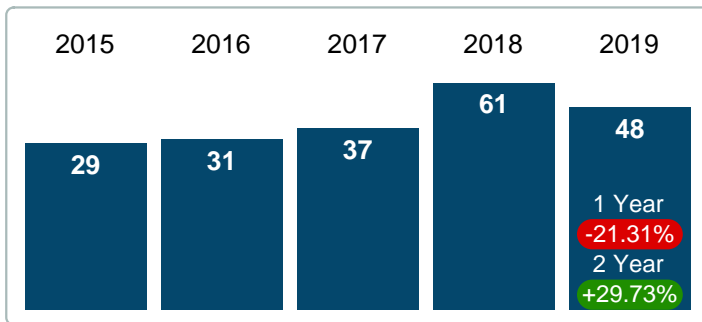
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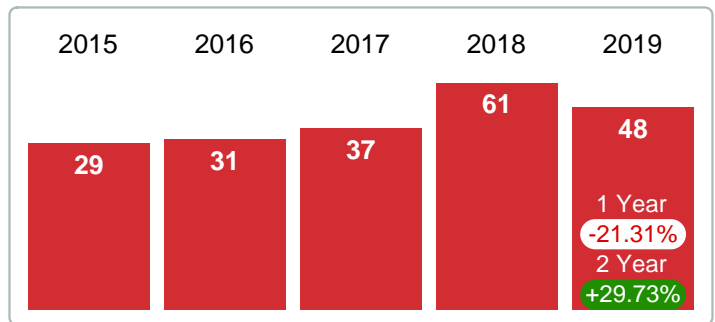
PENDING LISTINGS

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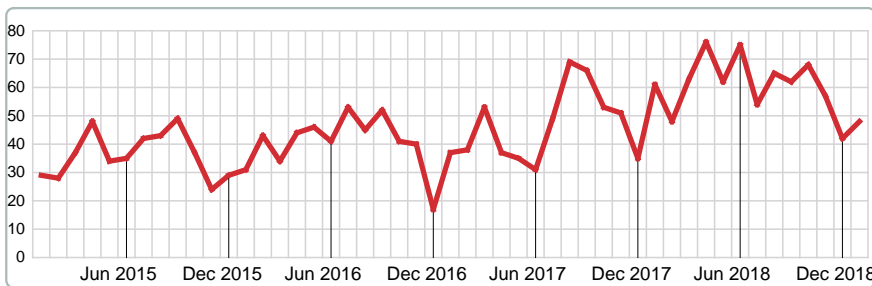
JANUARY



YEAR TO DATE (YTD)

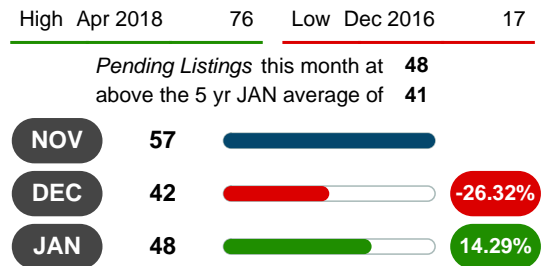


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	36.0	0	7	0	0
\$50,001 - \$125,000	10	20.83%	41.5	2	6	2	0
\$125,001 - \$200,000	11	22.92%	96.0	2	8	1	0
\$200,001 - \$250,000	7	14.58%	108.0	0	3	4	0
\$250,001 - \$300,000	6	12.50%	66.0	0	5	1	0
\$300,001 and up	6	12.50%	37.0	1	2	2	1
Total Pending Units	48			6	31	10	1
Total Pending Volume	8,140,140	100%	61.0	824.90K	4.85M	2.15M	314.00K
Median Listing Price	\$164,500			\$131,000	\$162,000	\$215,820	\$314,000

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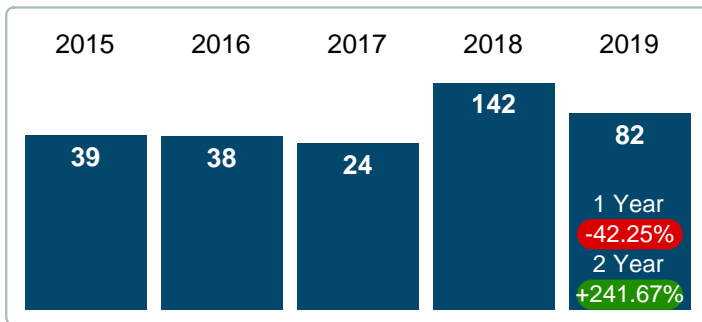
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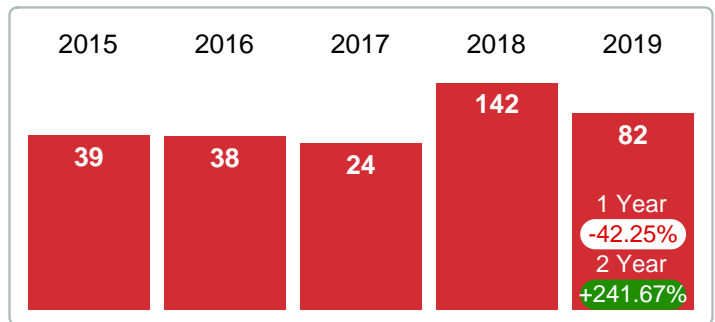
NEW LISTINGS

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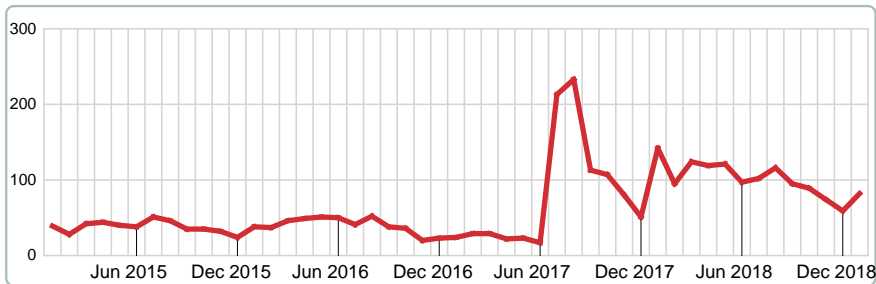
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YEAR TO DATE (YTD)

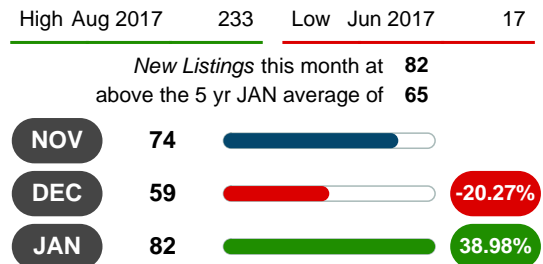


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 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
Median New Listed Listing Price	\$164,450		\$121,750	\$159,500	\$245,000	\$380,000

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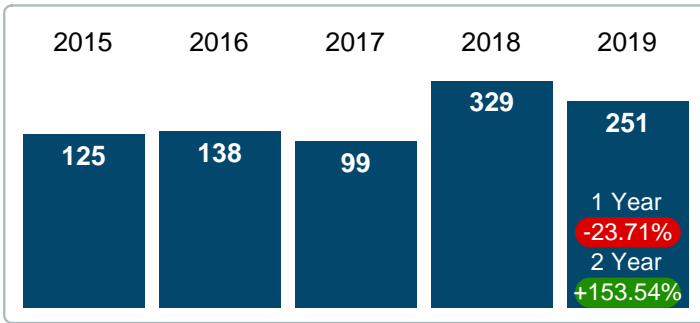
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



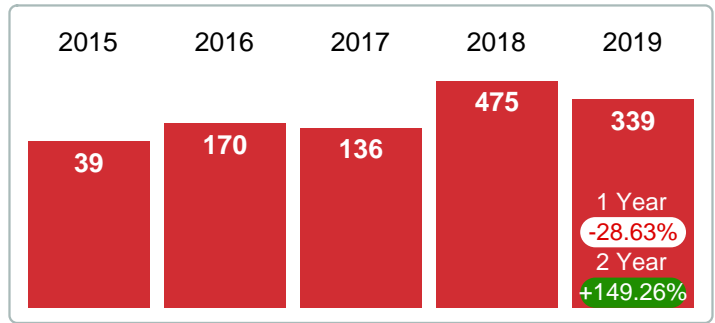
ACTIVE INVENTORY

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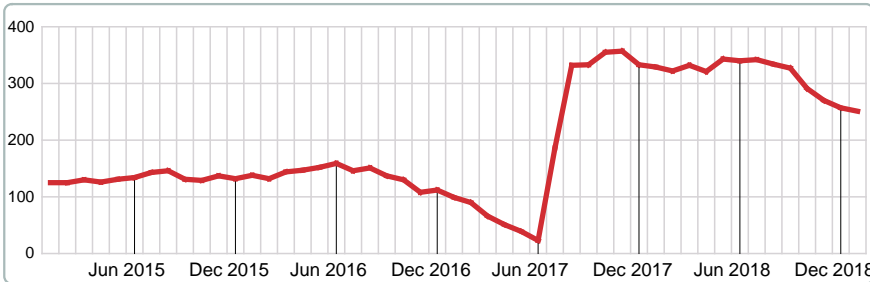
END OF JANUARY



ACTIVE DURING JANUARY

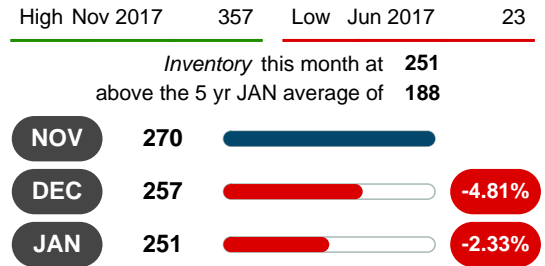


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 188



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	28	11.16%	77.0	14	14	0	0
\$75,001 - \$100,000	21	8.37%	57.0	5	15	1	0
\$100,001 - \$150,000	46	18.33%	41.5	8	29	5	4
\$150,001 - \$225,000	64	25.50%	68.0	3	42	19	0
\$225,001 - \$300,000	34	13.55%	72.0	1	25	7	1
\$300,001 - \$500,000	32	12.75%	85.5	2	10	10	10
\$500,001 and up	26	10.36%	121.0	2	8	11	5
Total Active Inventory by Units	251			35	143	53	20
Total Active Inventory by Volume	65,317,474	100%	71.0	6.77M	29.85M	19.50M	9.20M
Median Active Inventory Listing Price	\$185,000			\$97,500	\$170,000	\$239,900	\$399,250

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



MONTHS SUPPLY of INVENTORY (MSI)

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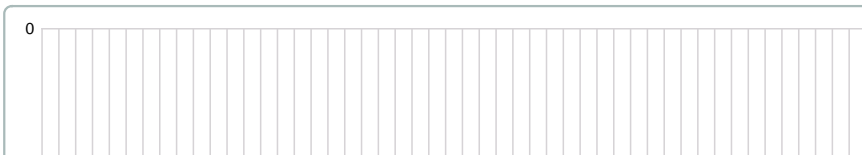
MSI FOR JANUARY

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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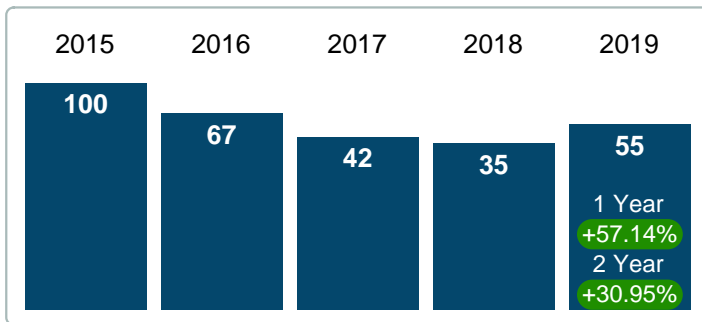
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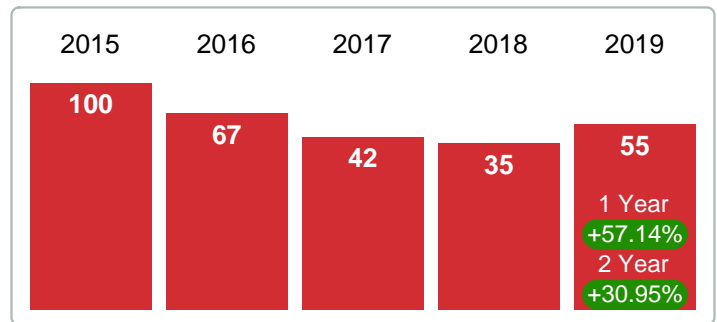
MEDIAN DAYS ON MARKET TO SALE

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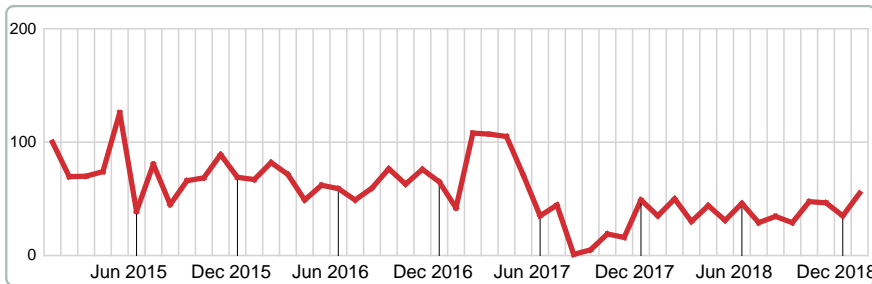
JANUARY



YEAR TO DATE (YTD)

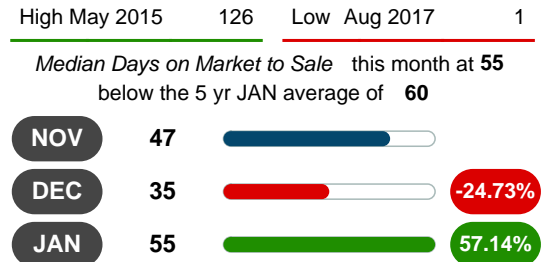


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60



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	6.38%	23	56	2	0	0
\$50,001 - \$100,000	14.89%	40	0	40	79	0
\$100,001 - \$150,000	14.89%	60	0	38	143	101
\$150,001 - \$200,000	27.66%	65	83	48	114	0
\$200,001 - \$250,000	12.77%	76	0	76	0	0
\$250,001 - \$300,000	10.64%	23	0	91	92	23
\$300,001 and up	12.77%	27	0	1	40	0
Median Closed DOM		55	83	40	61	62
Total Closed Units	100%	55.0	3	30	12	2
Total Closed Volume		8,933,400	236.00K	5.03M	3.24M	420.00K

January 2019



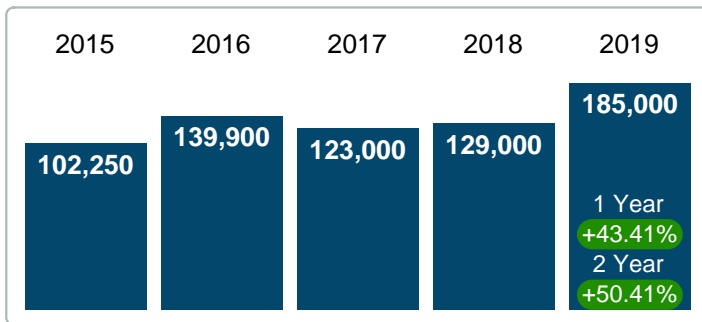
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



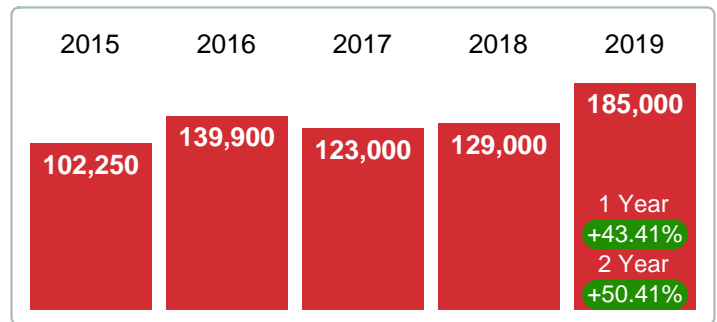
MEDIAN LIST PRICE AT CLOSING

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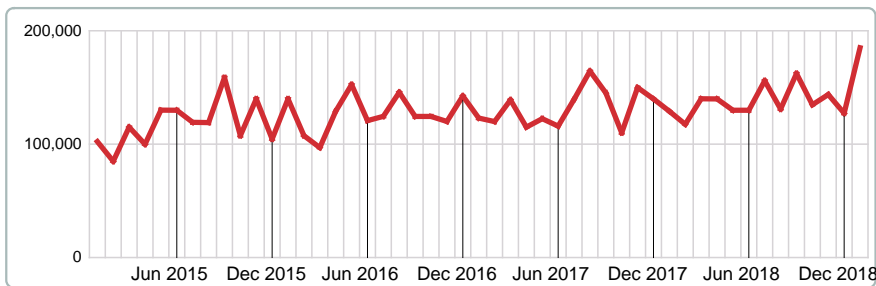
JANUARY



YEAR TO DATE (YTD)

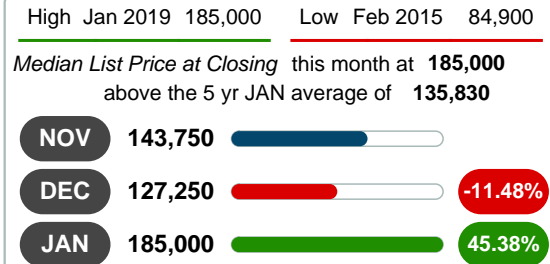


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 135,830



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	3	6.38%	49,500	32,200	50,000	0	0
\$50,001 - \$100,000	7	14.89%	75,000	0	75,000	80,250	0
\$100,001 - \$150,000	5	10.64%	144,900	0	144,900	102,000	150,000
\$150,001 - \$200,000	14	29.79%	172,450	185,000	177,400	160,750	0
\$200,001 - \$250,000	6	12.77%	215,800	0	215,800	0	0
\$250,001 - \$300,000	6	12.77%	284,000	0	279,000	274,000	298,000
\$300,001 and up	6	12.77%	392,000	0	315,000	449,000	0
Median List Price			185,000	49,500	183,200	274,000	224,000
Total Closed Units		100%	185,000	3	30	12	2
Total Closed Volume			9,365,200	249.40K	5.25M	3.42M	448.00K

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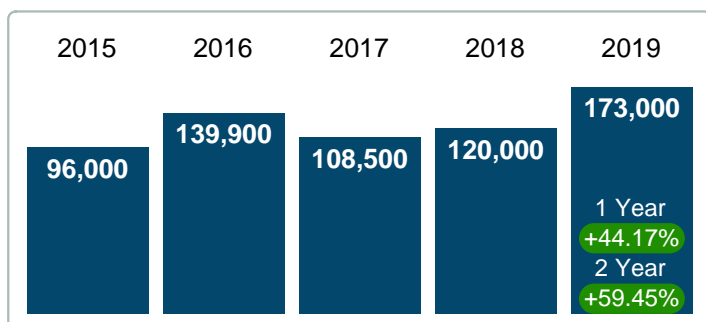
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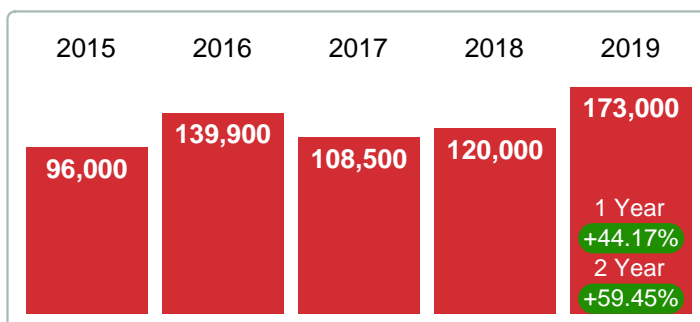
MEDIAN SOLD PRICE AT CLOSING

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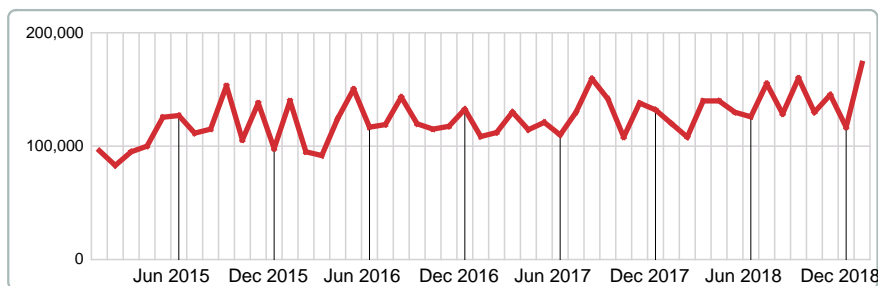
JANUARY



YEAR TO DATE (YTD)

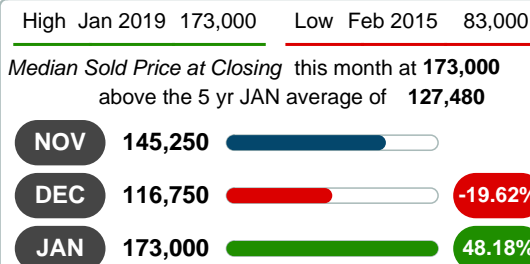


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 127,480



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	3	6.38%	47,000	28,500	50,000	0	0
\$50,001 - \$100,000	7	14.89%	75,000	0	75,000	71,250	0
\$100,001 - \$150,000	7	14.89%	140,000	0	140,000	102,000	150,000
\$150,001 - \$200,000	13	27.66%	173,000	179,000	175,500	153,500	0
\$200,001 - \$250,000	6	12.77%	217,050	0	217,050	0	0
\$250,001 - \$300,000	5	10.64%	270,000	0	279,750	274,000	270,000
\$300,001 and up	6	12.77%	373,500	0	315,000	422,000	0
Median Sold Price			173,000	47,000	167,750	274,000	210,000
Total Closed Units		100%	173,000	3	30	12	2
Total Closed Volume			8,933,400	236.00K	5.03M	3.24M	420.00K

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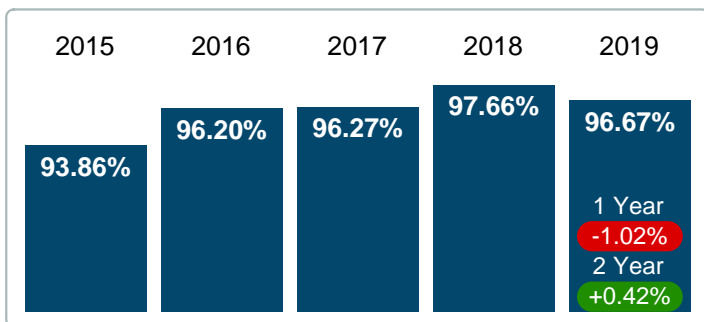
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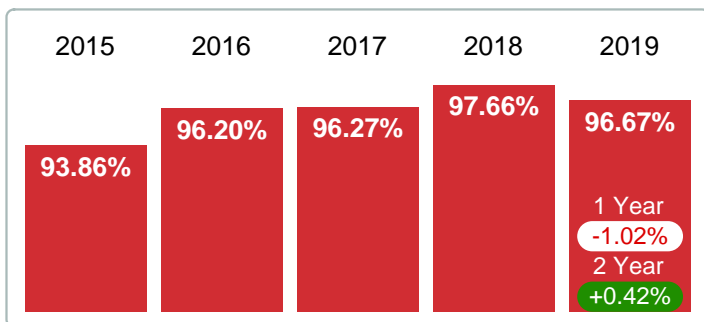
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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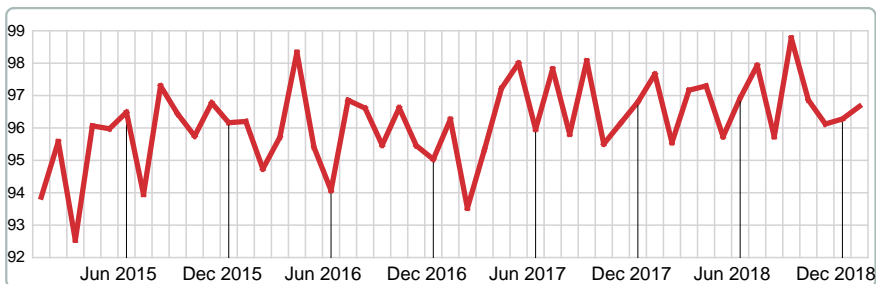
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

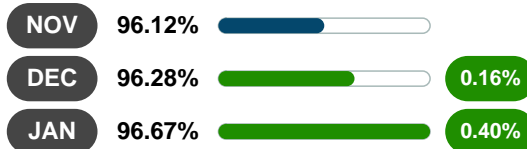


3 MONTHS

5 year JAN AVG = 96.13%

High Sep 2018 98.78% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **96.67%**
above the 5 yr JAN average of **96.13%**



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	3	6.38%	94.95%	81.03%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	7	14.89%	94.19%	0.00%	99.10%	88.12%	0.00%
\$100,001 - \$150,000	7	14.89%	96.77%	0.00%	95.45%	100.00%	100.00%
\$150,001 - \$200,000	13	27.66%	96.76%	96.76%	96.43%	95.51%	0.00%
\$200,001 - \$250,000	6	12.77%	96.67%	0.00%	96.67%	0.00%	0.00%
\$250,001 - \$300,000	5	10.64%	98.33%	0.00%	96.74%	100.00%	90.60%
\$300,001 and up	6	12.77%	95.45%	0.00%	100.00%	94.22%	0.00%
Median Sold/List Ratio		96.67%		94.95%	96.89%	95.45%	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

January 2019



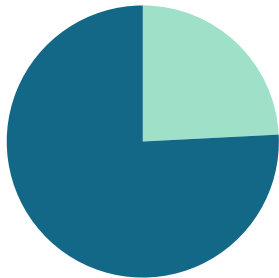
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

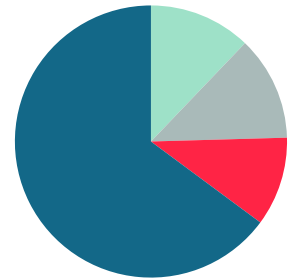


Inventory
 New Listings
82 = 24.19%
 Start Inventory
257
 Total Inventory Units
339
 Volume
\$82,606,014

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%
Median List Price	129,000	185,000	43.41%	129,000	185,000	43.41%
Median Sale Price	120,000	173,000	44.17%	120,000	173,000	44.17%
Median Percent of Selling Price to List Price	97.66%	96.67%	-1.02%	97.66%	96.67%	-1.02%
Median Days on Market to Sale	35.00	55.00	57.14%	35.00	55.00	57.14%
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

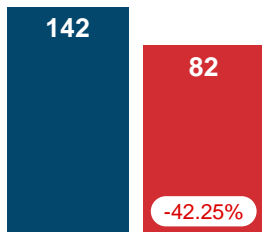
Inventory on January 31, 2019 = **251**

2018 **2019**

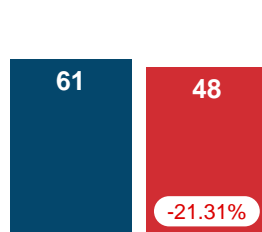
JANUARY MARKET

MEDIAN PRICES

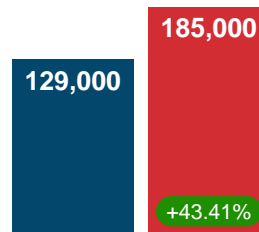
New Listings



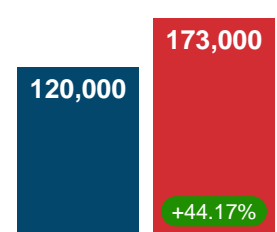
Pending Listings



List Price



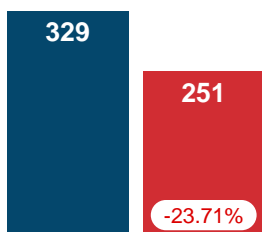
Sale Price



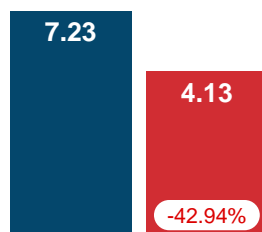
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

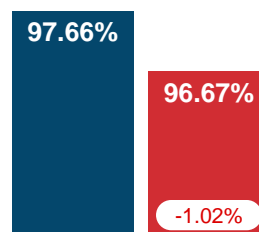
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

