

January 2019



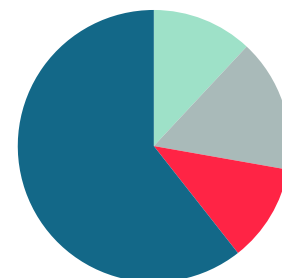
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	66	71	7.58%
Pending Listings	89	94	5.62%
New Listings	185	153	-17.30%
Average List Price	197,706	192,972	-2.39%
Average Sale Price	192,807	188,785	-2.09%
Average Percent of Selling Price to List Price	98.21%	97.44%	-0.78%
Average Days on Market to Sale	49.70	52.90	6.45%
End of Month Inventory	423	360	-14.89%
Months Supply of Inventory	3.96	3.40	-14.16%



■ Closed (11.95%)
■ Pending (15.82%)
■ Other OffMarket (11.62%)
■ Active (60.61%)

Absorption: Last 12 months, an Average of **106** Sales/Month
Active Inventory as of January 31, 2019 = **360**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **14.89%** to 360 existing homes available for sale. Over the last 12 months this area has had an average of 106 closed sales per month. This represents an unsold inventory index of **3.40** 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 **2.09%** in January 2019 to \$188,785 versus the previous year at \$192,807.

Average Days on Market Lengthens

The average number of **52.90** days that homes spent on the market before selling increased by 3.20 days or **6.45%** in January 2019 compared to last year's same month at **49.70** DOM.

Sales Success for January 2019 is Positive

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

There were 153 New Listings in January 2019, down **17.30%** from last year at 185. Furthermore, there were 71 Closed Listings this month versus last year at 66, a **7.58%** increase.

Closed versus Listed trends yielded a **46.4%** ratio, up from previous year's, January 2018, at **35.7%**, a **30.08%** 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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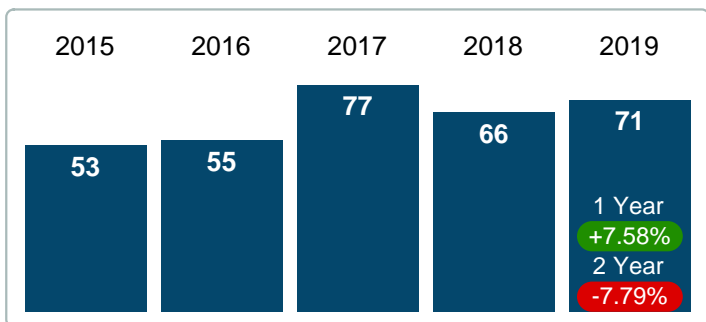
Area Delimited by County Of Wagoner - Residential Property Type



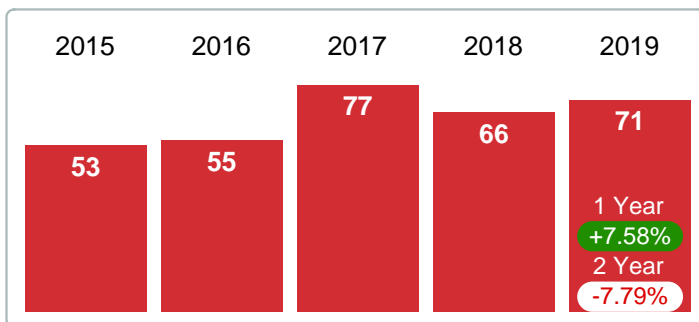
CLOSED LISTINGS

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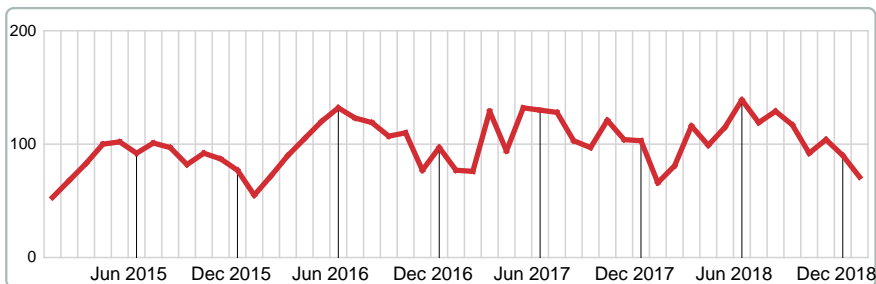
JANUARY



YEAR TO DATE (YTD)

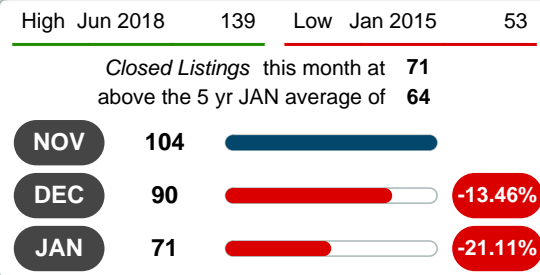


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 64



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.04%	62.2	2	2	1	0
\$75,001 - \$125,000	10	14.08%	45.7	0	7	3	0
\$125,001 - \$150,000	8	11.27%	61.1	1	6	1	0
\$150,001 - \$175,000	17	23.94%	45.9	1	13	3	0
\$175,001 - \$225,000	13	18.31%	47.4	0	8	5	0
\$225,001 - \$300,000	9	12.68%	59.1	0	2	6	1
\$300,001 and up	9	12.68%	63.3	0	4	5	0
Total Closed Units	71			4	42	24	1
Total Closed Volume	13,403,738	100%	52.9	352.50K	7.47M	5.33M	256.00K
Average Closed Price	\$188,785			\$88,125	\$177,747	\$222,078	\$256,000

January 2019



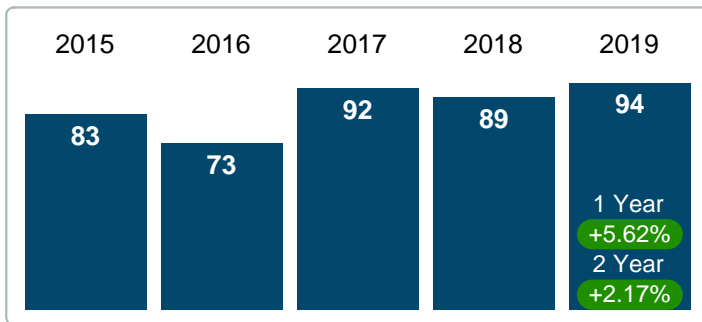
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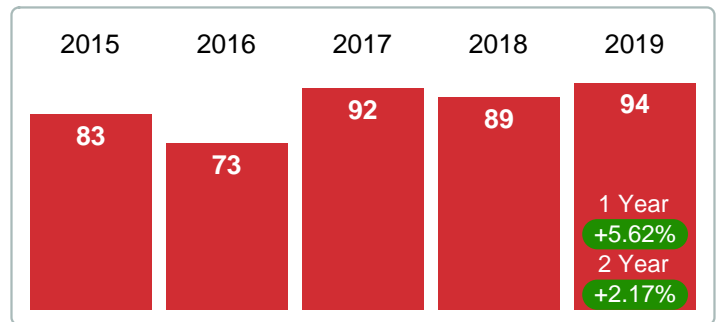
PENDING LISTINGS

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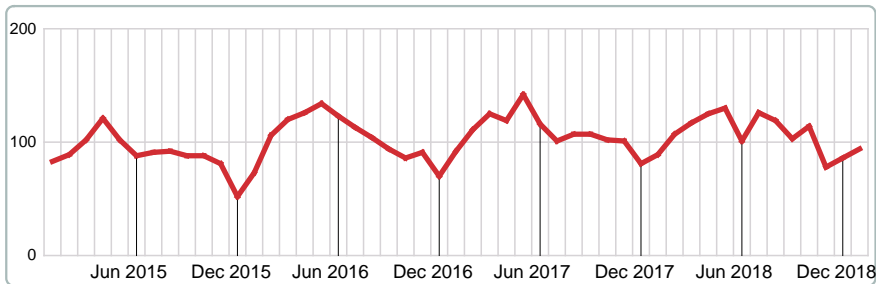
JANUARY



YEAR TO DATE (YTD)

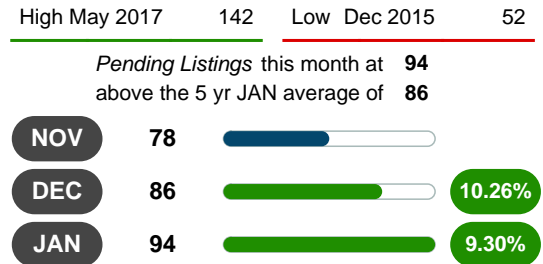


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 86



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	5.32%	28.4	2	3	0	0
\$100,001 - \$125,000	7	7.45%	26.0	0	6	1	0
\$125,001 - \$150,000	20	21.28%	51.9	0	18	2	0
\$150,001 - \$175,000	16	17.02%	52.8	1	12	3	0
\$175,001 - \$225,000	23	24.47%	49.9	0	14	8	1
\$225,001 - \$275,000	12	12.77%	72.4	0	6	6	0
\$275,001 and up	11	11.70%	61.8	0	6	5	0
Total Pending Units	94			3	65	25	1
Total Pending Volume	18,375,228	100%	52.7	243.50K	12.06M	5.87M	199.00K
Average Listing Price	\$195,755			\$81,167	\$185,548	\$234,884	\$199,000

January 2019



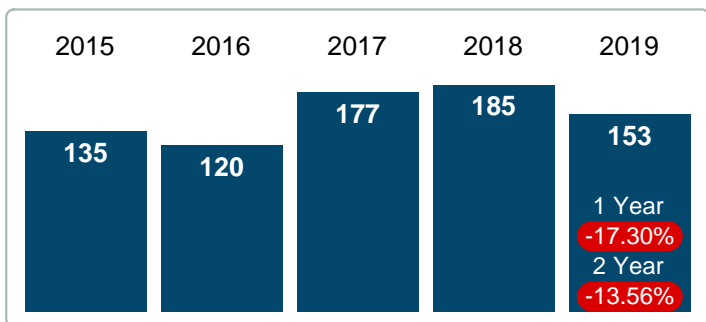
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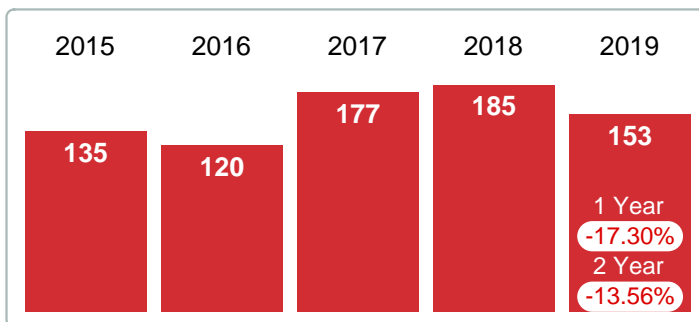
NEW LISTINGS

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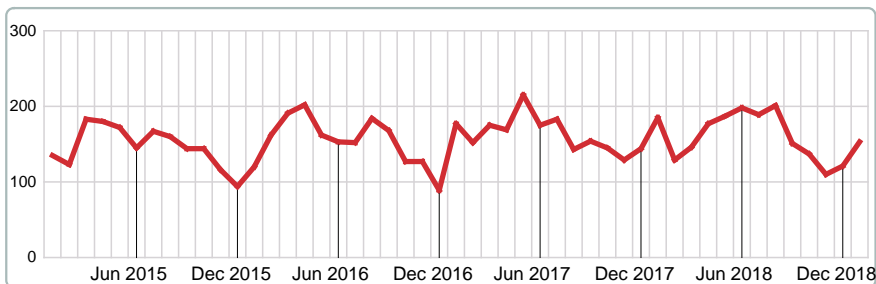
JANUARY



YEAR TO DATE (YTD)

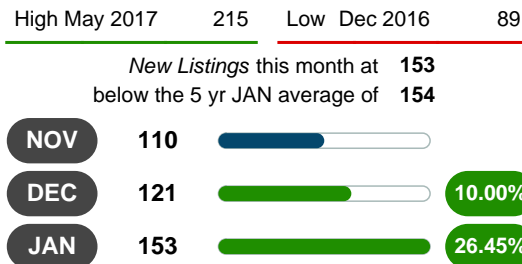


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 154



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedrooms Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	5.88%	6	2	1	0
\$75,001 - \$125,000	16	10.46%	1	11	3	1
\$125,001 - \$150,000	26	16.99%	0	24	2	0
\$150,001 - \$200,000	42	27.45%	0	32	9	1
\$200,001 - \$250,000	24	15.69%	0	13	11	0
\$250,001 - \$350,000	20	13.07%	1	9	10	0
\$350,001 and up	16	10.46%	0	4	10	2
Total New Listed Units	153		8	95	46	4
Total New Listed Volume	31,466,336	100%	595.35K	17.27M	11.88M	1.72M
Average New Listed Listing Price	\$196,904		\$74,419	\$181,807	\$258,183	\$430,725

January 2019



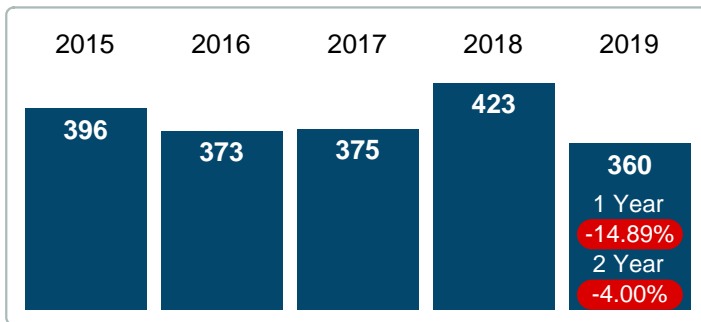
Area Delimited by County Of Wagoner - Residential Property Type



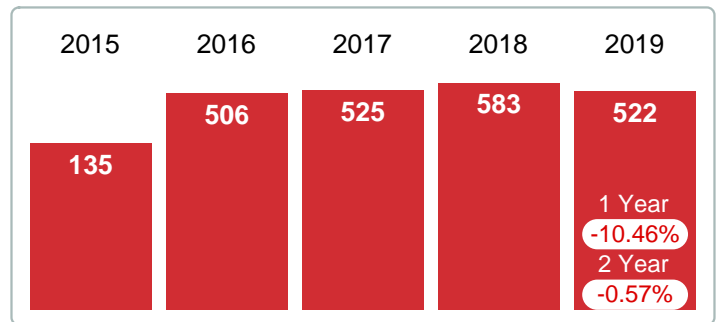
ACTIVE INVENTORY

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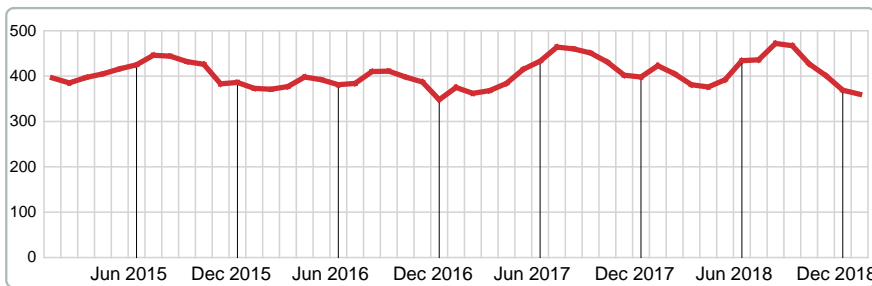
END OF JANUARY



ACTIVE DURING JANUARY

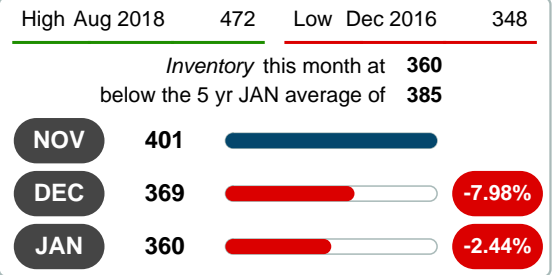


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 385



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	23	6.39%	182.8	10	11	2	0
\$75,001 - \$125,000	46	12.78%	80.4	6	28	10	2
\$125,001 - \$150,000	37	10.28%	67.6	3	28	5	1
\$150,001 - \$225,000	113	31.39%	70.7	5	74	33	1
\$225,001 - \$275,000	48	13.33%	83.3	1	29	18	0
\$275,001 - \$425,000	56	15.56%	75.7	3	22	28	3
\$425,001 and up	37	10.28%	115.2	1	12	18	6
Total Active Inventory by Units			360	29	204	114	13
Total Active Inventory by Volume			90,653,728	4.86M	42.96M	36.08M	6.75M
Average Active Inventory Listing Price			\$251,816	\$167,526	\$210,602	\$316,479	\$519,546

January 2019



Area Delimited by County Of Wagoner - 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
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INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
360	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	23	6.39%	3.54	4.80	2.81	4.80	0.00
\$75,001 - \$125,000	46	12.78%	3.25	8.00	2.53	4.62	12.00
\$125,001 - \$150,000	37	10.28%	2.21	3.60	1.99	2.86	12.00
\$150,001 - \$225,000	113	31.39%	2.70	60.00	2.49	2.89	1.50
\$225,001 - \$275,000	48	13.33%	4.27	6.00	5.80	3.13	0.00
\$275,001 - \$425,000	56	15.56%	4.39	36.00	7.76	3.33	2.12
\$425,001 and up	37	10.28%	13.88	0.00	12.00	12.71	24.00
Market Supply of Inventory (MSI)			3.40	7.25	3.01	3.64	4.33
Total Active Inventory by Units		100%	360	29	204	114	13

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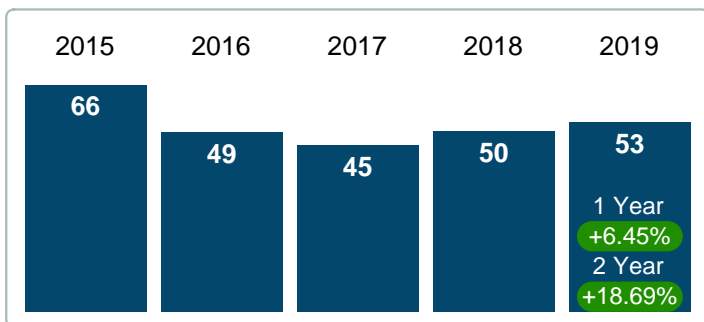
Area Delimited by County Of Wagoner - Residential Property Type



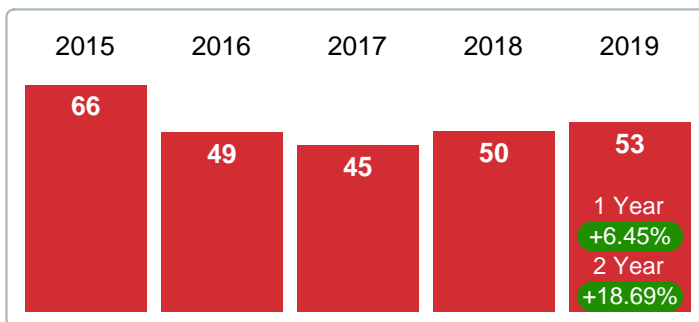
AVERAGE DAYS ON MARKET TO SALE

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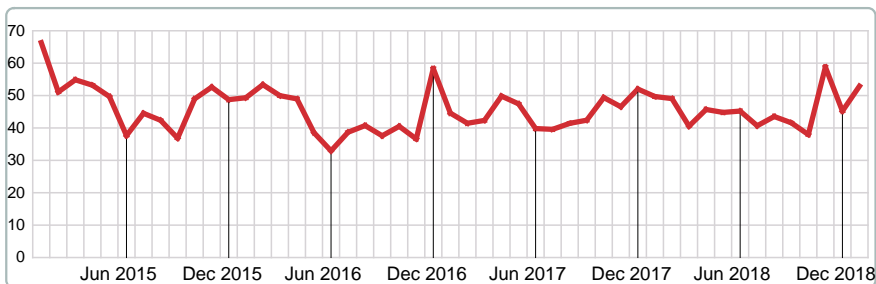
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 53

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 53 equal to 5 yr JAN average of 53



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
\$75,000 and less	7.04%	62	50	62	89	0
\$75,001 - \$125,000	14.08%	46	0	40	59	0
\$125,001 - \$150,000	11.27%	61	33	74	10	0
\$150,001 - \$175,000	23.94%	46	29	42	67	0
\$175,001 - \$225,000	18.31%	47	0	42	57	0
\$225,001 - \$300,000	12.68%	59	0	28	74	35
\$300,001 and up	12.68%	63	0	77	53	0
Average Closed DOM		53	40	50	61	35
Total Closed Units	100%	53	4	42	24	1
Total Closed Volume		13,403,738	352.50K	7.47M	5.33M	256.00K

January 2019



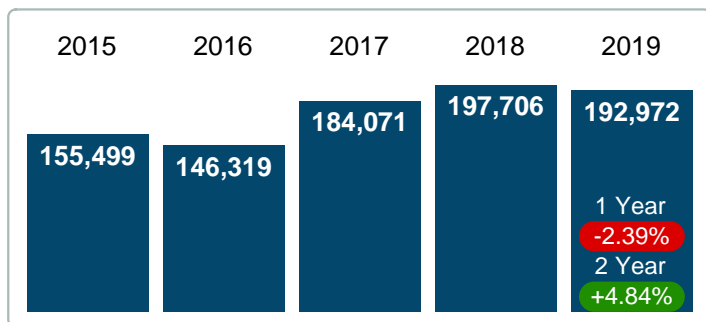
Area Delimited by County Of Wagoner - Residential Property Type



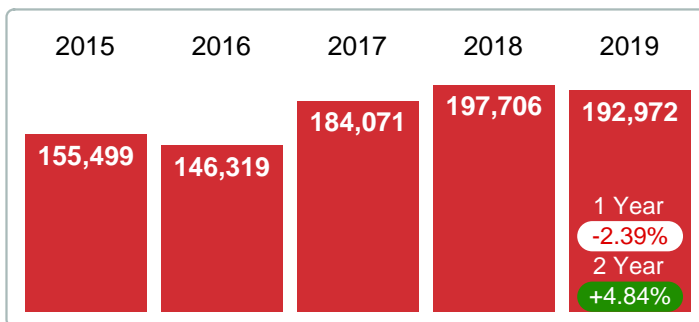
AVERAGE LIST PRICE AT CLOSING

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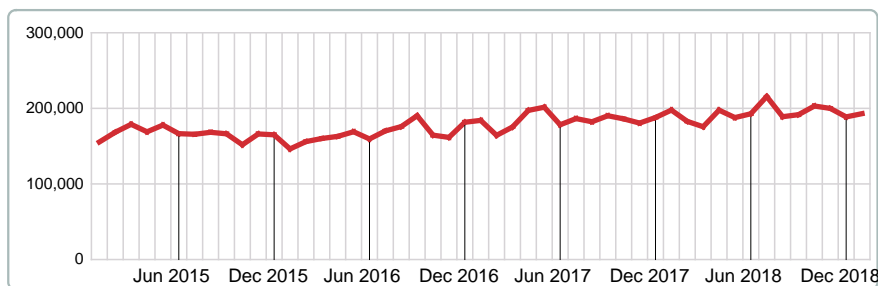
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 175,313

High Jul 2018 215,686 Low Jan 2016 146,319

Average List Price at Closing this month at **192,972** above the 5 yr JAN average of **175,313**

- NOV 199,930
- DEC 188,697 (-5.62%)
- JAN 192,972 (2.27%)

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
\$75,000 and less	8.45%	46,367	27,400	44,250	64,900	0
\$75,001 - \$125,000	12.68%	104,011	0	98,457	105,633	0
\$125,001 - \$150,000	12.68%	142,428	134,900	143,158	139,000	0
\$150,001 - \$175,000	22.54%	164,417	179,900	162,810	162,717	0
\$175,001 - \$225,000	16.90%	200,447	0	200,911	204,434	0
\$225,001 - \$300,000	12.68%	256,422	0	279,950	261,483	259,900
\$300,001 and up	14.08%	386,102	0	428,750	367,224	0
Average List Price		192,972	92,400	181,795	226,506	259,900
Total Closed Units	100%	192,972	4	42	24	1
Total Closed Volume		13,701,009	369.60K	7.64M	5.44M	259.90K

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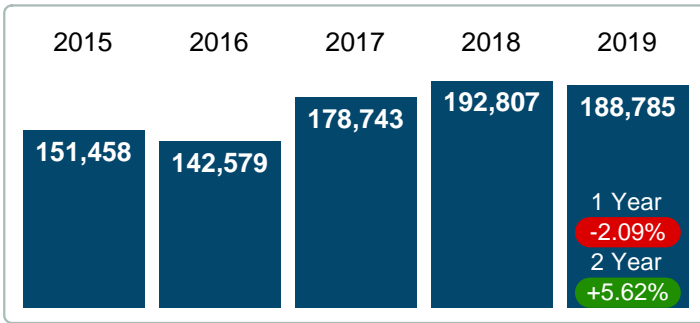
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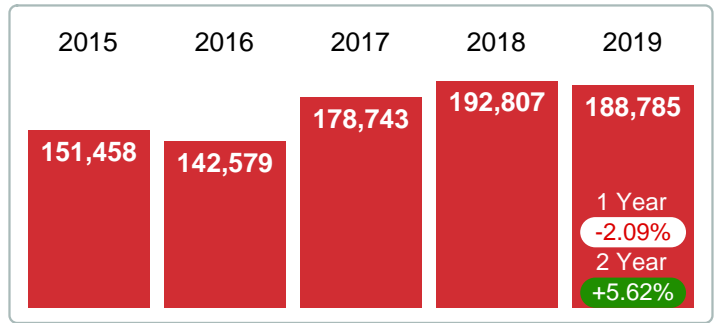
AVERAGE SOLD PRICE AT CLOSING

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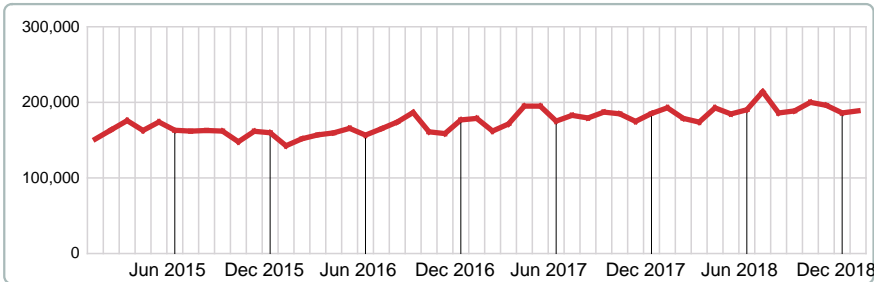
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

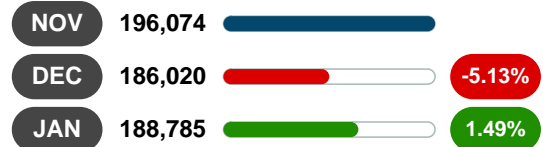


3 MONTHS

5 year JAN AVG = 170,874

High Jul 2018 214,041 Low Jan 2016 142,579

Average Sold Price at Closing this month at **188,785** above the 5 yr JAN average of **170,874**



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
\$75,000 and less	7.04%	36,390	22,800	41,300	53,750	0
\$75,001 - \$125,000	14.08%	97,918	0	98,096	97,500	0
\$125,001 - \$150,000	11.27%	138,744	131,900	139,842	139,000	0
\$150,001 - \$175,000	23.94%	162,323	175,000	162,210	158,583	0
\$175,001 - \$225,000	18.31%	201,720	0	198,725	206,512	0
\$225,001 - \$300,000	12.68%	254,111	0	245,500	256,667	256,000
\$300,001 and up	12.68%	384,869	0	416,875	359,264	0
Average Sold Price		188,785	88,125	177,747	222,078	256,000
Total Closed Units	100%	188,785	4	42	24	1
Total Closed Volume		13,403,738	352.50K	7.47M	5.33M	256.00K

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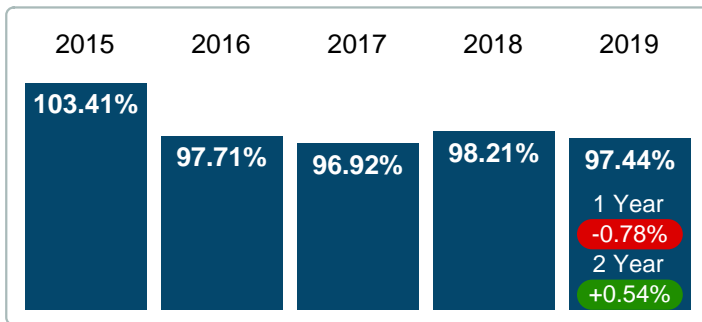
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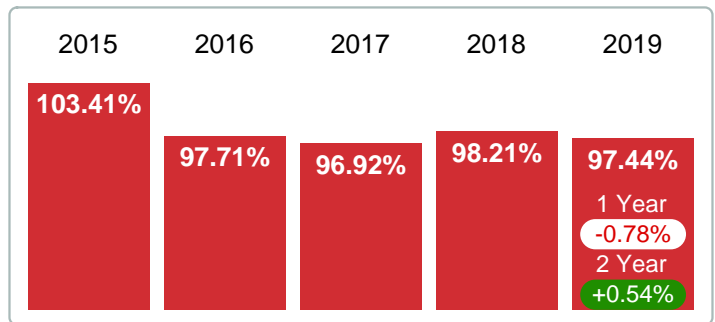
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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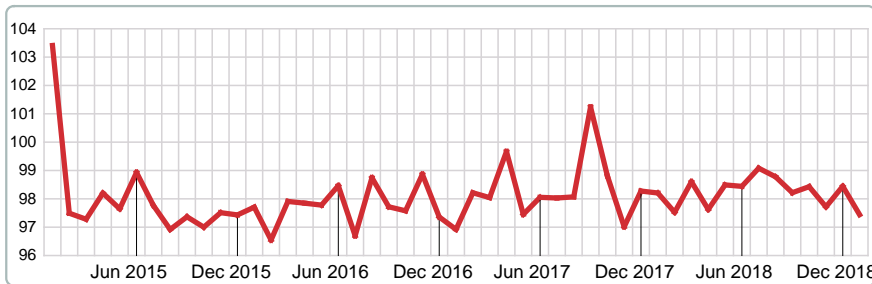
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

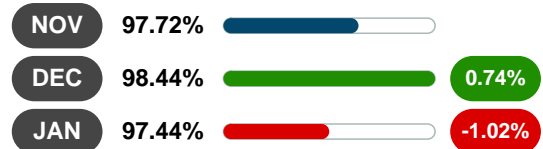


3 MONTHS

5 year JAN AVG = 98.74%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **97.44%**
below the 5 yr JAN average of **98.74%**



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
\$75,000 and less	5	7.04%	84.32%	85.35%	84.05%	82.82%	0.00%
\$75,001 - \$125,000	10	14.08%	98.44%	0.00%	101.01%	92.46%	0.00%
\$125,001 - \$150,000	8	11.27%	98.04%	97.78%	97.76%	100.00%	0.00%
\$150,001 - \$175,000	17	23.94%	99.18%	97.28%	99.67%	97.68%	0.00%
\$175,001 - \$225,000	13	18.31%	99.77%	0.00%	98.93%	101.11%	0.00%
\$225,001 - \$300,000	9	12.68%	96.03%	0.00%	88.57%	98.11%	98.50%
\$300,001 and up	9	12.68%	97.85%	0.00%	98.12%	97.63%	0.00%
Average Sold/List Ratio		97.40%		91.44%	98.06%	97.31%	98.50%
Total Closed Units		71	100%	4	42	24	1
Total Closed Volume		13,403,738		352.50K	7.47M	5.33M	256.00K

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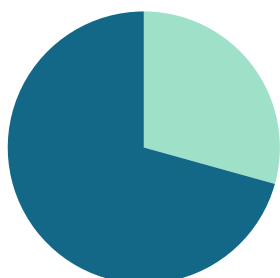
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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INVENTORY

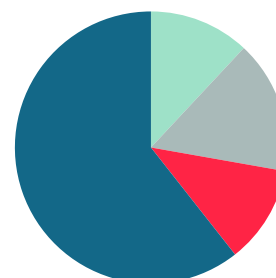


Inventory
 New Listings
153 = 29.31%
 Start Inventory
369
 Total Inventory Units
522
 Volume
\$125,377,219

Market Activity

Closed Sales
71 = 11.95%
 Pending Sales
94 = 15.82%
 Other Off Market
69 = 11.62%
 Active Inventory
360 = 60.61%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	66	71	7.58%	66	71	7.58%
Pending Sales	89	94	5.62%	89	94	5.62%
New Listings	185	153	-17.30%	185	153	-17.30%
Average List Price	197,706	192,972	-2.39%	197,706	192,972	-2.39%
Average Sale Price	192,807	188,785	-2.09%	192,807	188,785	-2.09%
Average Percent of Selling Price to List Price	98.21%	97.44%	-0.78%	98.21%	97.44%	-0.78%
Average Days on Market to Sale	49.70	52.90	6.45%	49.70	52.90	6.45%
Monthly Inventory	423	360	-14.89%	423	360	-14.89%
Months Supply of Inventory	3.96	3.40	-14.16%	3.96	3.40	-14.16%

Absorption: Last 12 months, an Average of **106** Sales/Month

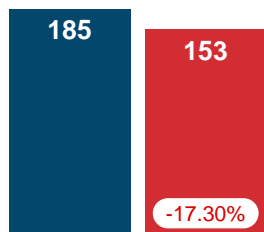
Inventory on January 31, 2019 = **360**

2018 **2019**

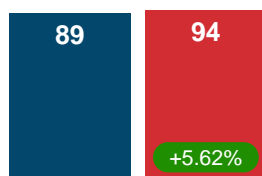
JANUARY MARKET

AVERAGE PRICES

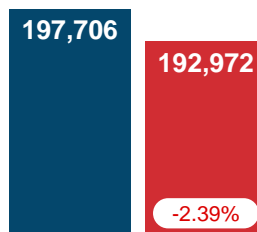
New Listings



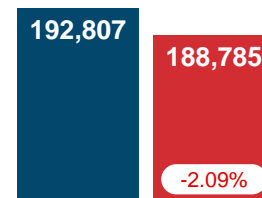
Pending Listings



List Price



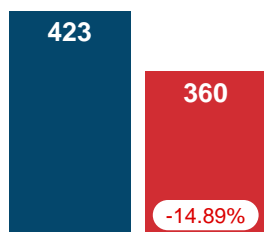
Sale Price



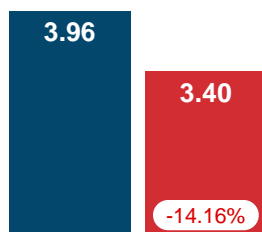
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

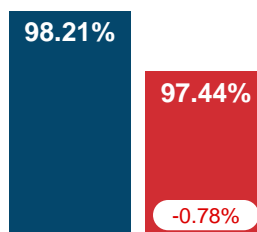
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

