

January 2019



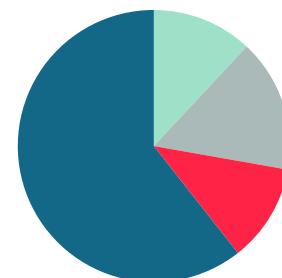
Area Delimited by County Of Wagoner - Residential Property Type



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%
Median List Price	163,870	173,200	5.69%
Median Sale Price	161,099	170,000	5.53%
Median Percent of Selling Price to List Price	100.00%	99.50%	-0.50%
Median Days on Market to Sale	30.00	39.00	30.00%
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.

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 **5.53%** in January 2019 to \$170,000 versus the previous year at \$161,099.

Median Days on Market Lengthens

The median number of **39.00** days that homes spent on the market before selling increased by 9.00 days or **30.00%** in January 2019 compared to last year's same month at **30.00** 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 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®

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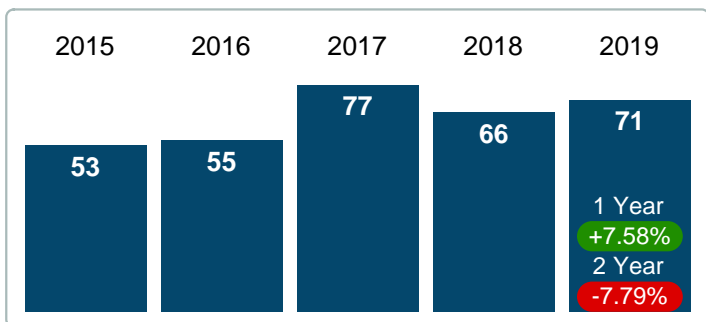
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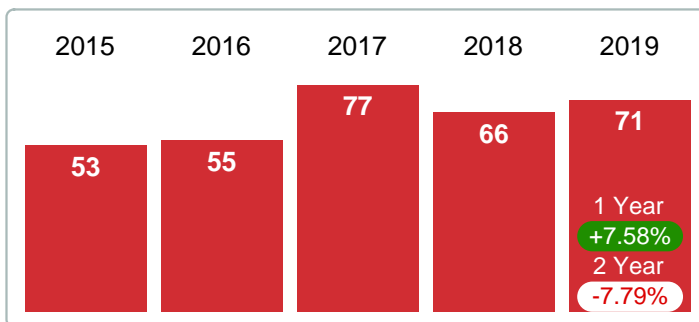
CLOSED LISTINGS

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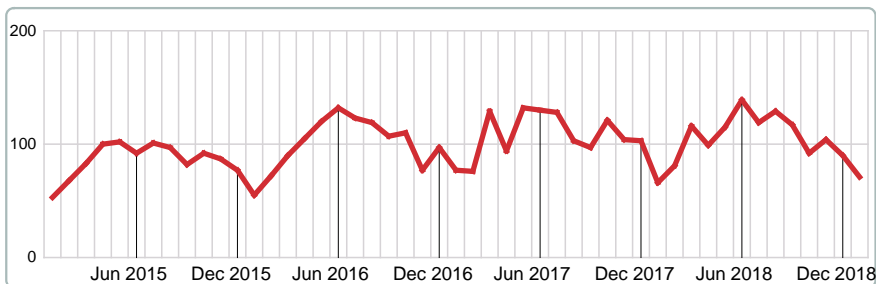
JANUARY



YEAR TO DATE (YTD)

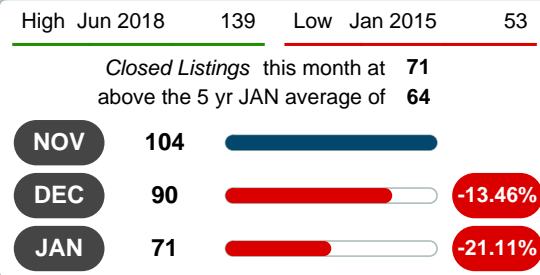


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 64



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.04%	62.0	2	2	1	0
\$75,001 - \$125,000	10	14.08%	37.5	0	7	3	0
\$125,001 - \$150,000	8	11.27%	50.0	1	6	1	0
\$150,001 - \$175,000	17	23.94%	29.0	1	13	3	0
\$175,001 - \$225,000	13	18.31%	32.0	0	8	5	0
\$225,001 - \$300,000	9	12.68%	41.0	0	2	6	1
\$300,001 and up	9	12.68%	54.0	0	4	5	0
Total Closed Units	71			4	42	24	1
Total Closed Volume	13,403,738	100%	39.0	352.50K	7.47M	5.33M	256.00K
Median Closed Price	\$170,000			\$79,500	\$160,675	\$216,709	\$256,000

January 2019



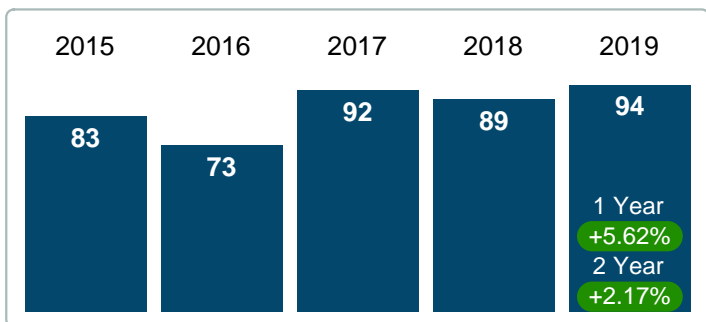
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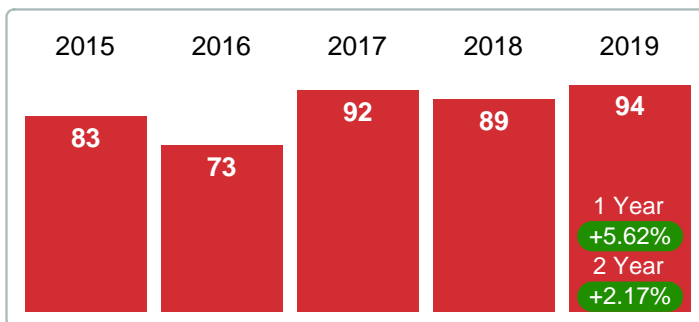
PENDING LISTINGS

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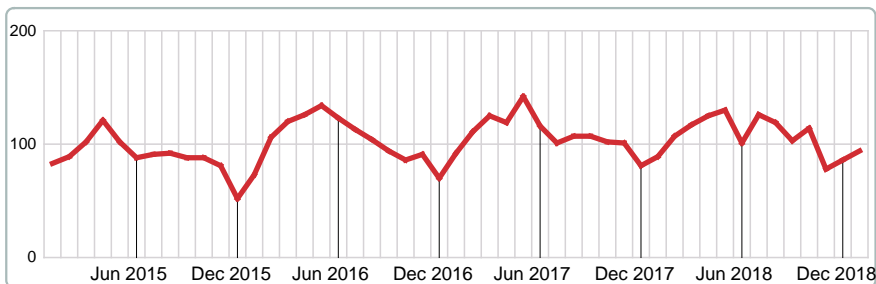
JANUARY



YEAR TO DATE (YTD)

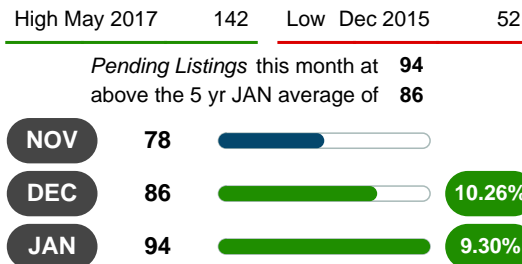


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 86



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	5.32%	7.0	2	3	0	0
\$100,001 - \$125,000	7	7.45%	32.0	0	6	1	0
\$125,001 - \$150,000	20	21.28%	22.0	0	18	2	0
\$150,001 - \$175,000	16	17.02%	20.5	1	12	3	0
\$175,001 - \$225,000	23	24.47%	39.0	0	14	8	1
\$225,001 - \$275,000	12	12.77%	79.0	0	6	6	0
\$275,001 and up	11	11.70%	57.0	0	6	5	0
Total Pending Units	94			3	65	25	1
Total Pending Volume	18,375,228	100%	38.0	243.50K	12.06M	5.87M	199.00K
Median Listing Price	\$172,500			\$52,500	\$163,000	\$224,000	\$199,000

January 2019



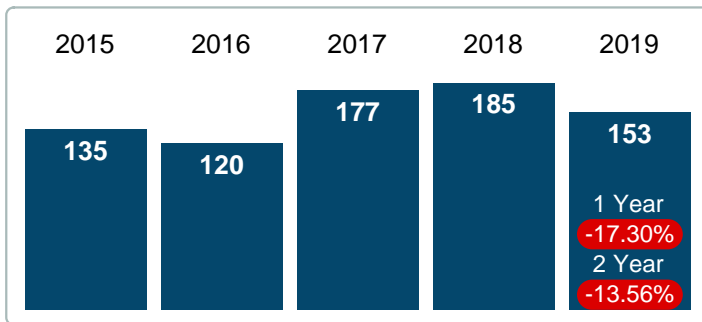
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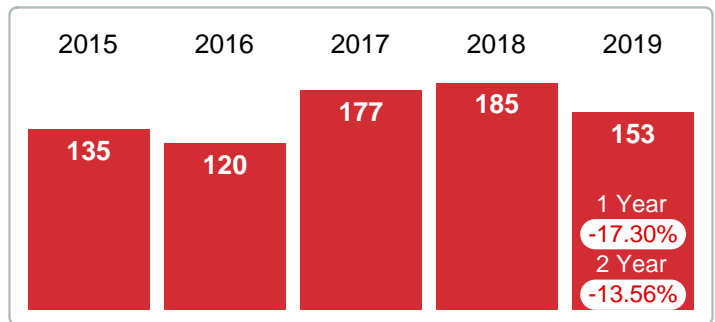
NEW LISTINGS

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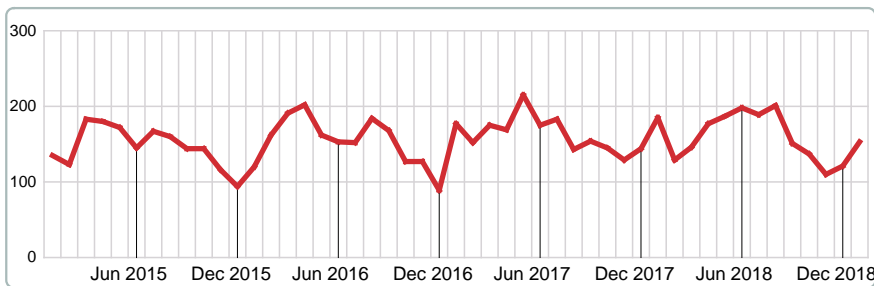
JANUARY



YEAR TO DATE (YTD)

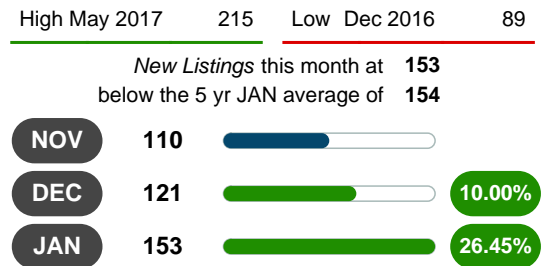


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 154



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom 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
Median New Listed Listing Price	\$174,900		\$41,500	\$159,900	\$244,950	\$374,000

January 2019



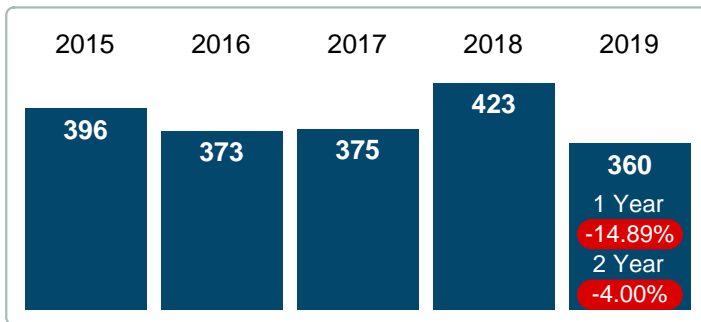
Area Delimited by County Of Wagoner - Residential Property Type



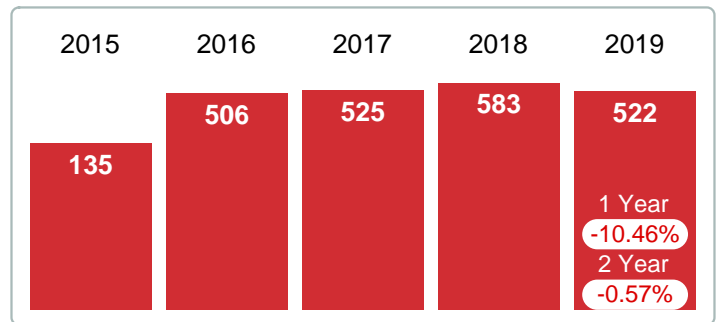
ACTIVE INVENTORY

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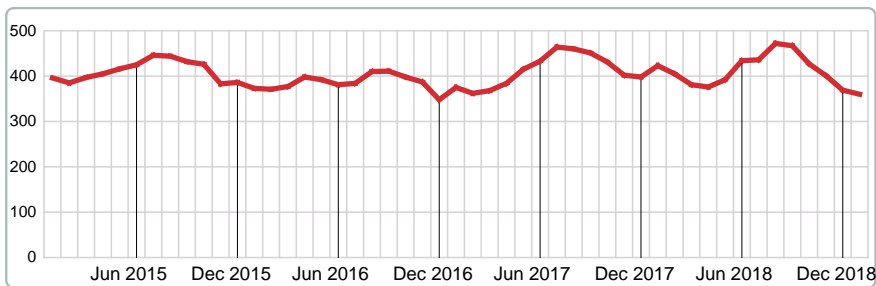
END OF JANUARY



ACTIVE DURING JANUARY

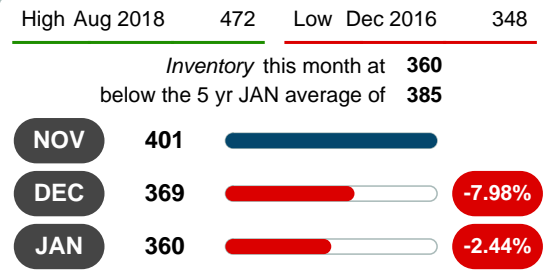


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 385



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	23	6.39%	55.0	10	11	2	0	
\$75,001 - \$125,000	46	12.78%	85.5	6	28	10	2	
\$125,001 - \$150,000	37	10.28%	44.0	3	28	5	1	
\$150,001 - \$225,000	113	31.39%	58.0	5	74	33	1	
\$225,001 - \$275,000	48	13.33%	85.0	1	29	18	0	
\$275,001 - \$425,000	56	15.56%	68.0	3	22	28	3	
\$425,001 and up	37	10.28%	111.0	1	12	18	6	
Total Active Inventory by Units		360		29	204	114	13	
Total Active Inventory by Volume		90,653,728	100%	66.0	4.86M	42.96M	36.08M	6.75M
Median Active Inventory Listing Price		\$194,450			\$114,900	\$175,000	\$254,750	\$399,000

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

January 2019



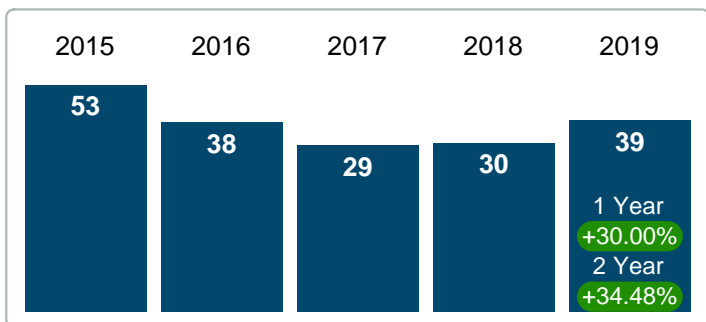
Area Delimited by County Of Wagoner - Residential Property Type



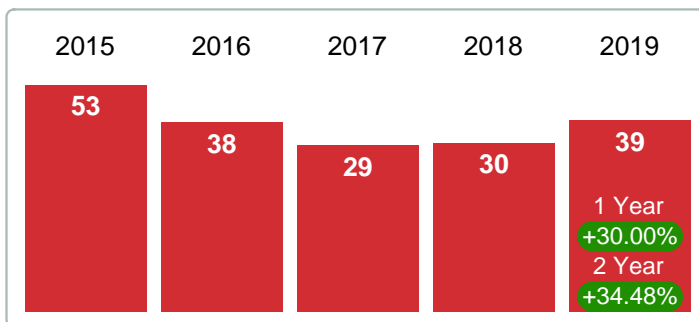
MEDIAN DAYS ON MARKET TO SALE

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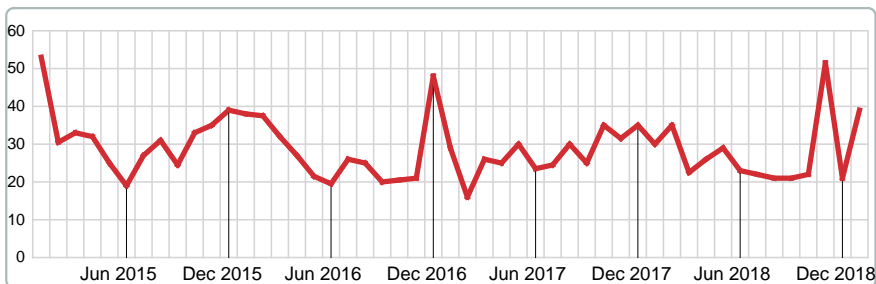
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

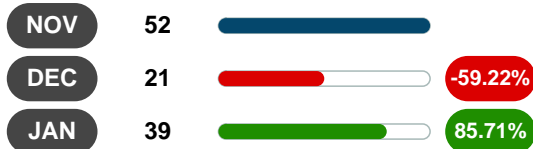


3 MONTHS

5 year JAN AVG = 38

High Jan 2015 53 Low Feb 2017 16

Median Days on Market to Sale this month at 39 above the 5 yr JAN average of 38



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
\$75,000 and less	7.04%	62	50	62	89	0
\$75,001 - \$125,000	14.08%	38	0	32	38	0
\$125,001 - \$150,000	11.27%	50	33	58	10	0
\$150,001 - \$175,000	23.94%	29	29	19	67	0
\$175,001 - \$225,000	18.31%	32	0	32	38	0
\$225,001 - \$300,000	12.68%	41	0	28	41	35
\$300,001 and up	12.68%	54	0	69	52	0
Median Closed DOM		39	35	39	41	35
Total Closed Units	100%	71	4	42	24	1
Total Closed Volume		13,403,738	352.50K	7.47M	5.33M	256.00K

January 2019



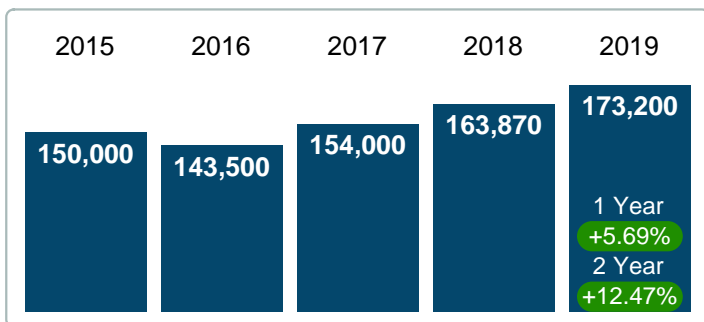
Area Delimited by County Of Wagoner - Residential Property Type



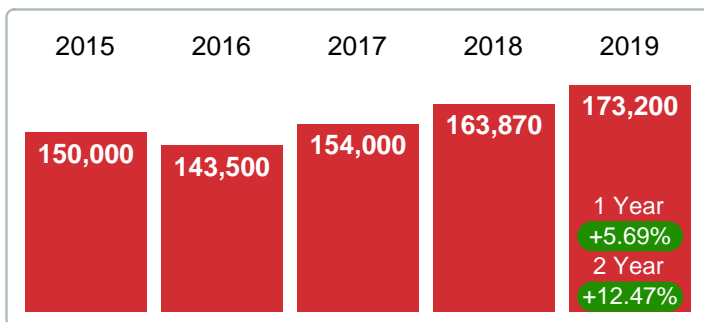
MEDIAN LIST PRICE AT CLOSING

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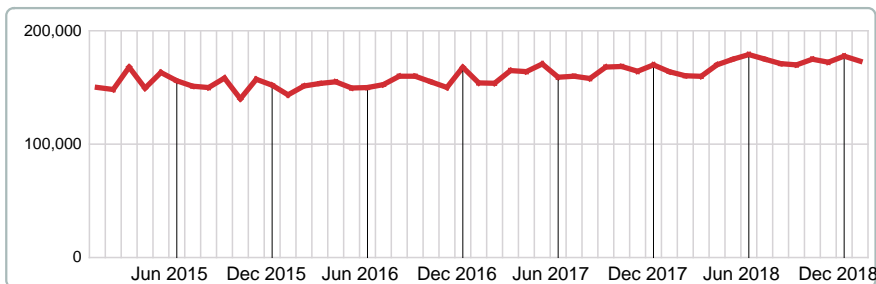
JANUARY



YEAR TO DATE (YTD)

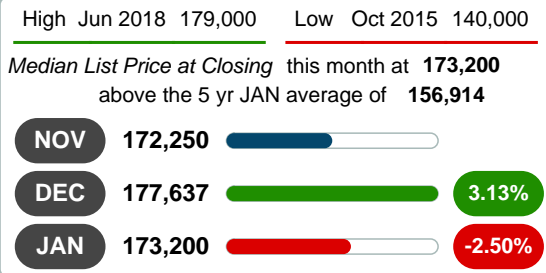


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 156,914



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
\$75,000 and less	6	8.45%	47,400	27,400	70,000	64,900	0
\$75,001 - \$125,000	9	12.68%	109,900	0	104,200	114,900	0
\$125,001 - \$150,000	9	12.68%	144,900	134,900	147,500	139,000	0
\$150,001 - \$175,000	16	22.54%	163,740	0	164,250	159,900	0
\$175,001 - \$225,000	12	16.90%	199,950	179,900	201,950	200,000	0
\$225,001 - \$300,000	9	12.68%	259,900	0	239,500	264,450	259,900
\$300,001 and up	10	14.08%	352,500	0	355,000	350,000	0
Median List Price			173,200	82,400	161,040	216,709	259,900
Total Closed Units		100%	173,200	4	42	24	1
Total Closed Volume			13,701,009	369.60K	7.64M	5.44M	259.90K

January 2019



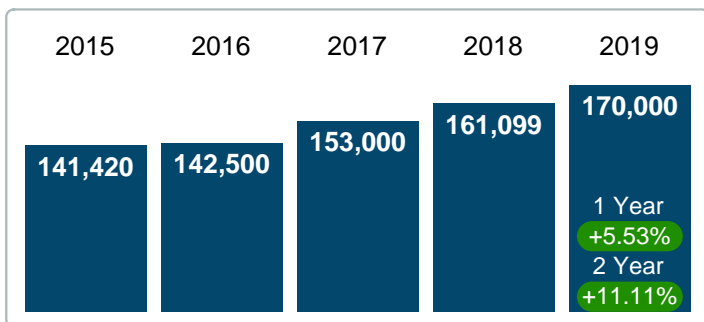
Area Delimited by County Of Wagoner - Residential Property Type



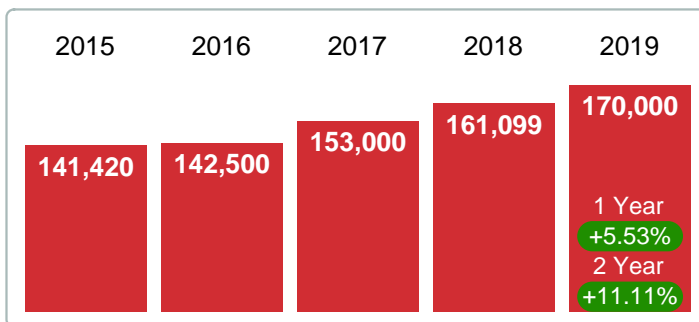
MEDIAN SOLD PRICE AT CLOSING

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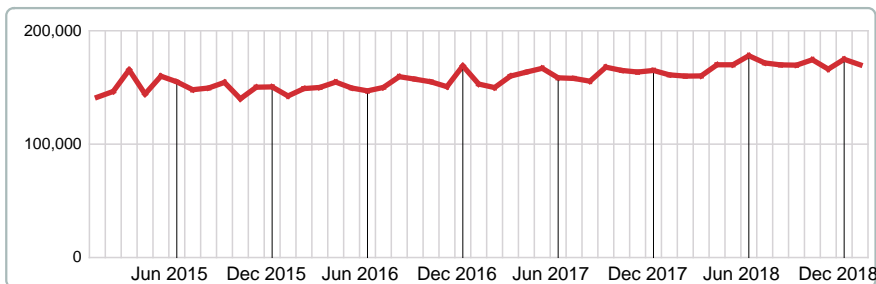
JANUARY



YEAR TO DATE (YTD)

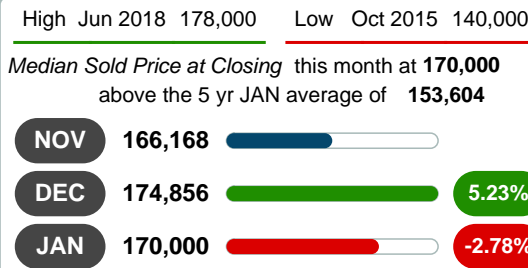


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 153,604



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
\$75,000 and less	7.04%	27,100	22,800	41,300	53,750	0
\$75,001 - \$125,000	14.08%	99,613	0	99,225	105,000	0
\$125,001 - \$150,000	11.27%	136,775	131,900	136,775	139,000	0
\$150,001 - \$175,000	23.94%	162,500	175,000	162,500	160,000	0
\$175,001 - \$225,000	18.31%	200,240	0	200,750	200,240	0
\$225,001 - \$300,000	12.68%	250,000	0	245,500	255,000	256,000
\$300,001 and up	12.68%	347,500	0	368,750	332,000	0
Median Sold Price		170,000	79,500	160,675	216,709	256,000
Total Closed Units	100%	170,000	4	42	24	1
Total Closed Volume		13,403,738	352.50K	7.47M	5.33M	256.00K

January 2019



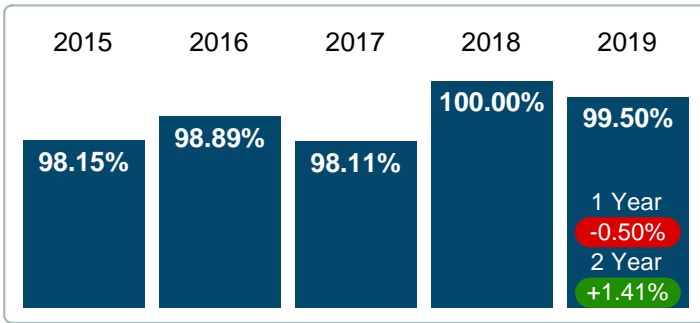
Area Delimited by County Of Wagoner - Residential Property Type



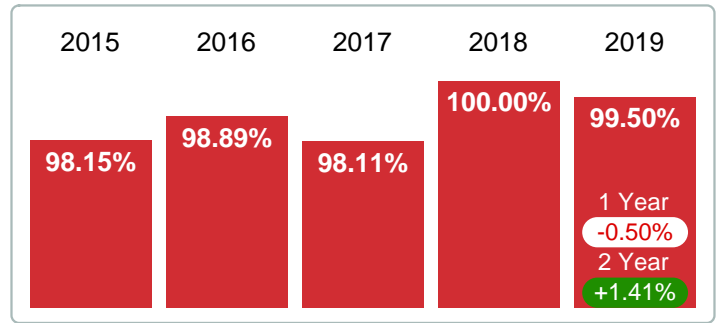
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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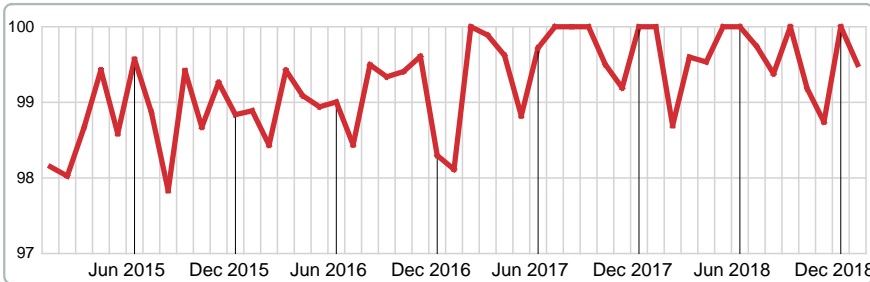
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

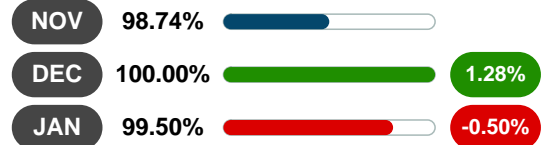


3 MONTHS

5 year JAN AVG = 98.93%

High Dec 2018 100.00% Low Aug 2015 97.83%

Median Sold/List Ratio this month at **99.50%**
above the 5 yr JAN average of **98.93%**



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
\$75,000 and less	5	7.04%	82.82%	85.35%	84.05%	82.82%	0.00%
\$75,001 - \$125,000	10	14.08%	98.50%	0.00%	100.00%	92.08%	0.00%
\$125,001 - \$150,000	8	11.27%	99.82%	97.78%	99.82%	100.00%	0.00%
\$150,001 - \$175,000	17	23.94%	100.00%	97.28%	100.00%	100.00%	0.00%
\$175,001 - \$225,000	13	18.31%	100.00%	0.00%	99.40%	100.00%	0.00%
\$225,001 - \$300,000	9	12.68%	96.80%	0.00%	88.57%	97.92%	98.50%
\$300,001 and up	9	12.68%	98.73%	0.00%	98.31%	98.77%	0.00%
Median Sold/List Ratio		99.50%		97.53%	100.00%	99.35%	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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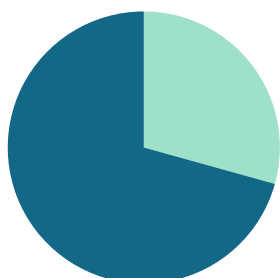
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

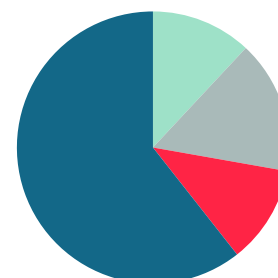


Inventory
 New Listings
153 = 29.31%
 Start Inventory
369
 Total Inventory Units
522
 Volume
\$125,377,219

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%
Median List Price	163,870	173,200	5.69%	163,870	173,200	5.69%
Median Sale Price	161,099	170,000	5.53%	161,099	170,000	5.53%
Median Percent of Selling Price to List Price	100.00%	99.50%	-0.50%	100.00%	99.50%	-0.50%
Median Days on Market to Sale	30.00	39.00	30.00%	30.00	39.00	30.00%
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

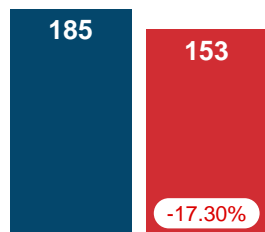
Inventory on January 31, 2019 = **360**

2018 **2019**

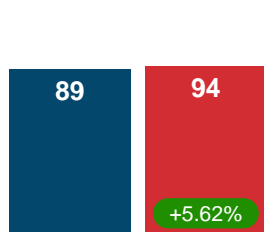
JANUARY MARKET

MEDIAN PRICES

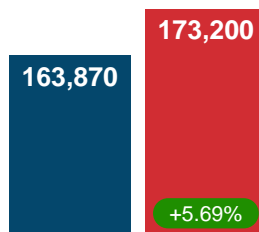
New Listings



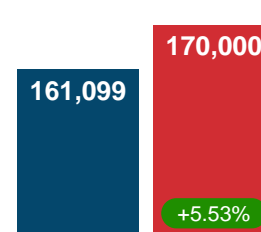
Pending Listings



List Price



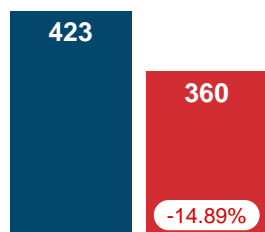
Sale Price



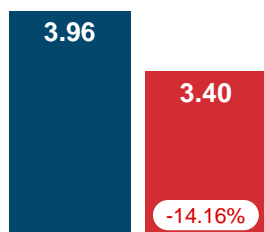
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

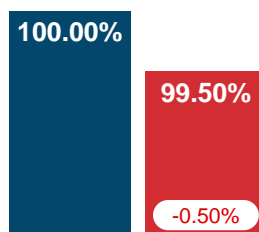
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

