

January 2019



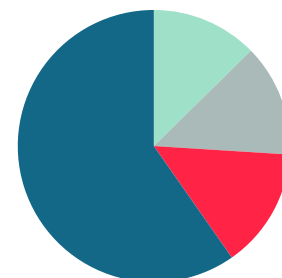
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	45	54	20.00%
Pending Listings	47	57	21.28%
New Listings	100	94	-6.00%
Average List Price	107,218	135,987	26.83%
Average Sale Price	101,572	130,925	28.90%
Average Percent of Selling Price to List Price	93.32%	95.85%	2.71%
Average Days on Market to Sale	58.07	60.24	3.74%
End of Month Inventory	266	255	-4.14%
Months Supply of Inventory	4.04	4.13	2.20%



■ Closed (12.65%)
■ Pending (13.35%)
■ Other OffMarket (14.29%)
■ Active (59.72%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of January 31, 2019 = **255**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **4.14%** to 255 existing homes available for sale. Over the last 12 months this area has had an average of 62 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 **28.90%** in January 2019 to \$130,925 versus the previous year at \$101,572.

Average Days on Market Lengthens

The average number of **60.24** days that homes spent on the market before selling increased by 2.17 days or **3.74%** in January 2019 compared to last year's same month at **58.07** 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 94 New Listings in January 2019, down **6.00%** from last year at 100. Furthermore, there were 54 Closed Listings this month versus last year at 45, a **20.00%** increase.

Closed versus Listed trends yielded a **57.4%** ratio, up from previous year's, January 2018, at **45.0%**, a **27.66%** 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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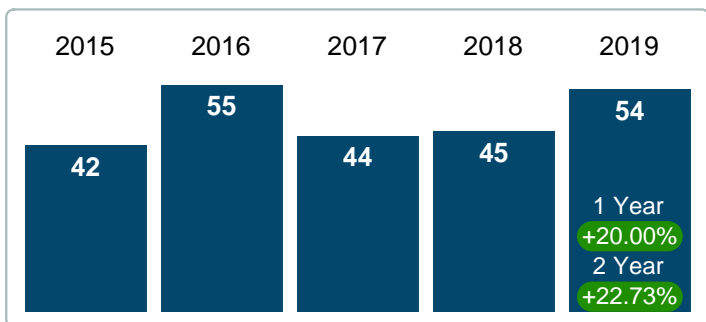
Area Delimited by County Of Washington - Residential Property Type



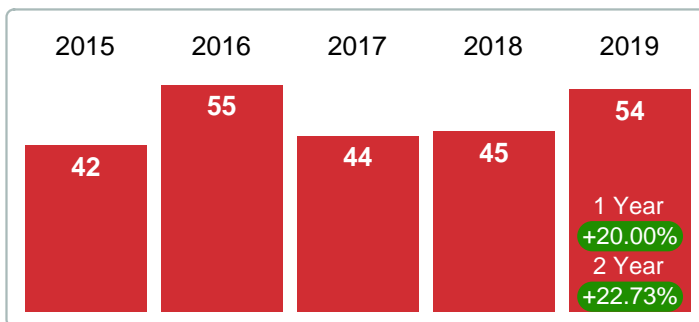
CLOSED LISTINGS

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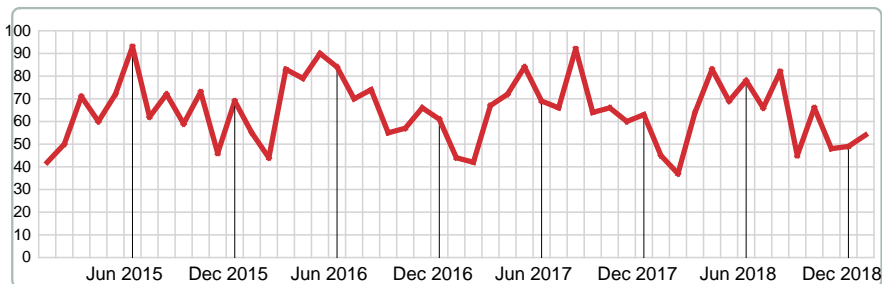
JANUARY



YEAR TO DATE (YTD)

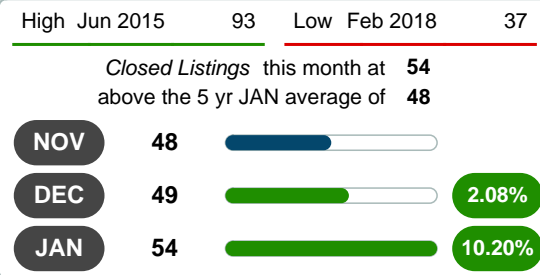


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	7.41%	33.5	2	2	0	0
\$20,001 - \$70,000	7	12.96%	52.6	3	4	0	0
\$70,001 - \$80,000	3	5.56%	46.3	1	1	1	0
\$80,001 - \$130,000	21	38.89%	68.8	0	16	4	1
\$130,001 - \$190,000	6	11.11%	15.2	1	2	3	0
\$190,001 - \$270,000	8	14.81%	64.5	0	0	8	0
\$270,001 and up	5	9.26%	112.0	0	0	3	2
Total Closed Units	54			7	25	19	3
Total Closed Volume	7,069,941	100%	60.2	385.80K	2.30M	3.67M	711.50K
Average Closed Price	\$130,925			\$55,114	\$91,914	\$193,410	\$237,167

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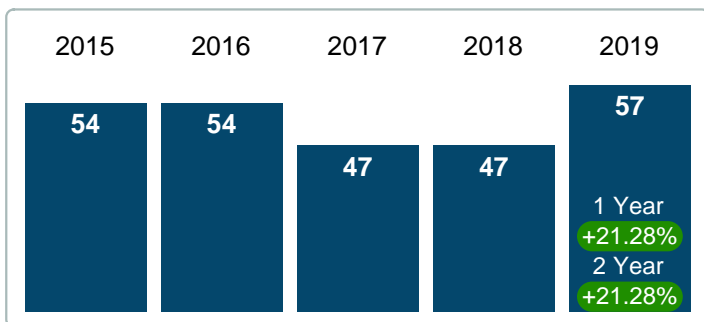
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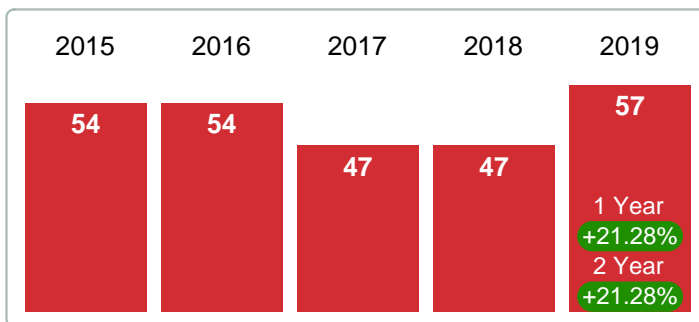
PENDING LISTINGS

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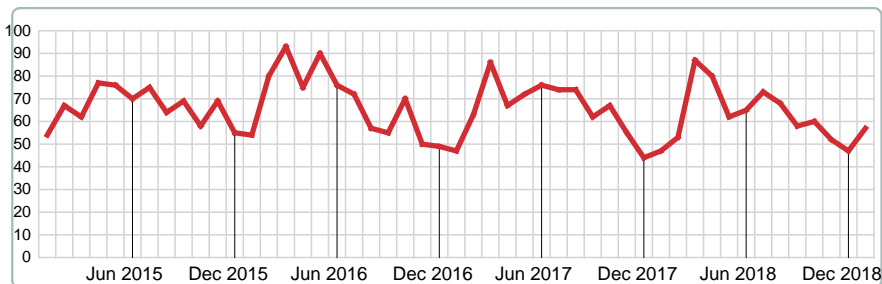
JANUARY



YEAR TO DATE (YTD)

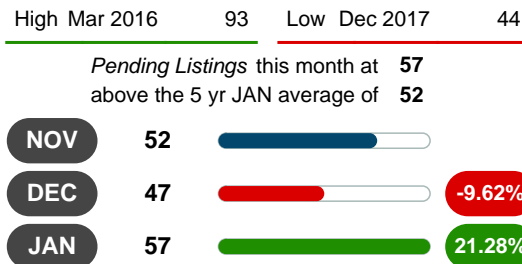


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.26%	52.3	0	3	0	0
\$50,001 - \$75,000	6	10.53%	57.5	1	5	0	0
\$75,001 - \$125,000	11	19.30%	69.5	2	7	2	0
\$125,001 - \$150,000	11	19.30%	64.5	0	7	4	0
\$150,001 - \$175,000	13	22.81%	56.5	0	5	8	0
\$175,001 - \$225,000	4	7.02%	67.5	0	1	3	0
\$225,001 and up	9	15.79%	78.4	0	0	7	2
Total Pending Units	57			3	28	24	2
Total Pending Volume	8,737,599	100%	64.7	215.50K	3.10M	4.83M	589.90K
Average Listing Price	\$153,291			\$71,833	\$110,629	\$201,442	\$294,950

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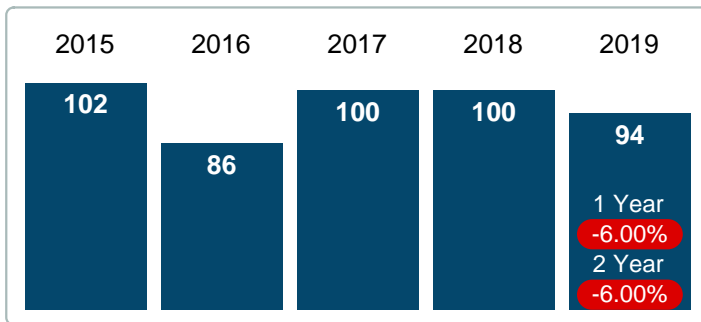
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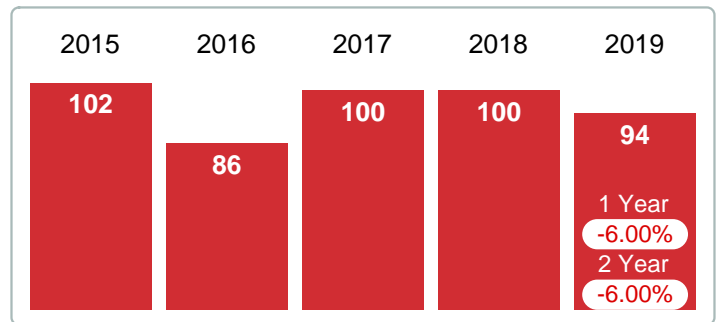
NEW LISTINGS

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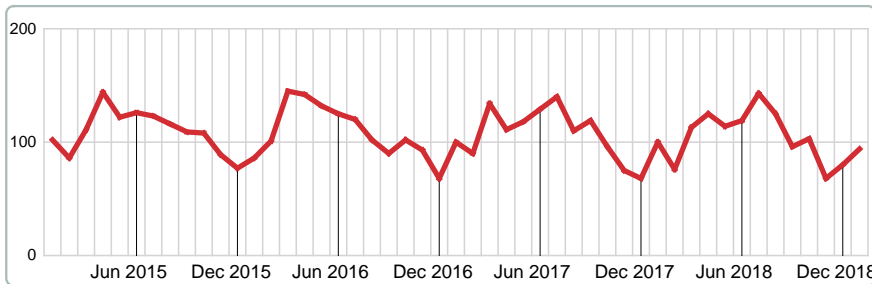
JANUARY



YEAR TO DATE (YTD)

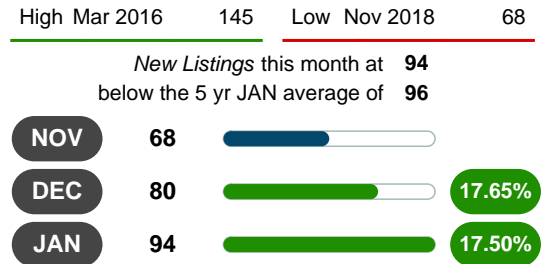


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 96



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.26%	1	3	0	0
\$25,001 - \$75,000	17	18.09%	3	14	0	0
\$75,001 - \$100,000	8	8.51%	2	6	0	0
\$100,001 - \$150,000	26	27.66%	0	18	8	0
\$150,001 - \$200,000	15	15.96%	0	7	8	0
\$200,001 - \$300,000	14	14.89%	0	5	9	0
\$300,001 and up	10	10.64%	0	3	5	2
Total New Listed Units	94		6	56	30	2
Total New Listed Volume	15,646,283	100%	361.70K	7.79M	6.54M	949.00K
Average New Listed Listing Price	\$156,105		\$60,283	\$139,186	\$218,038	\$474,500

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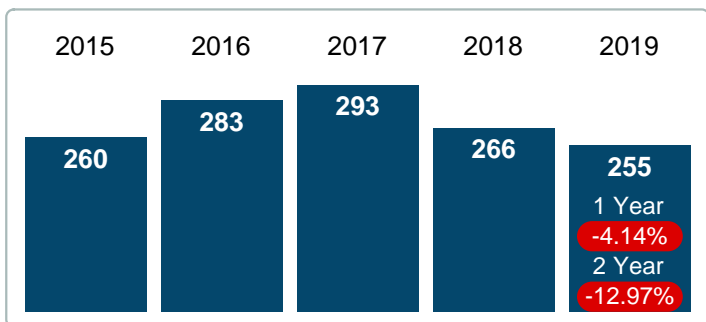
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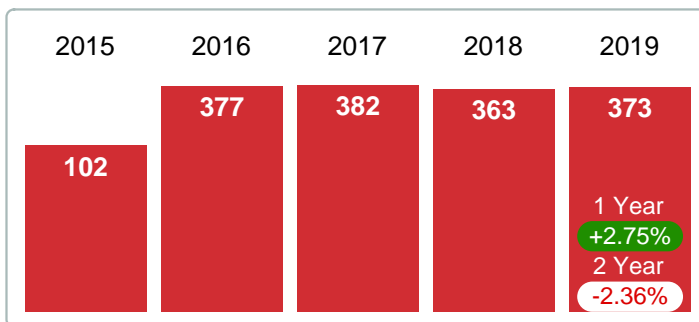
ACTIVE INVENTORY

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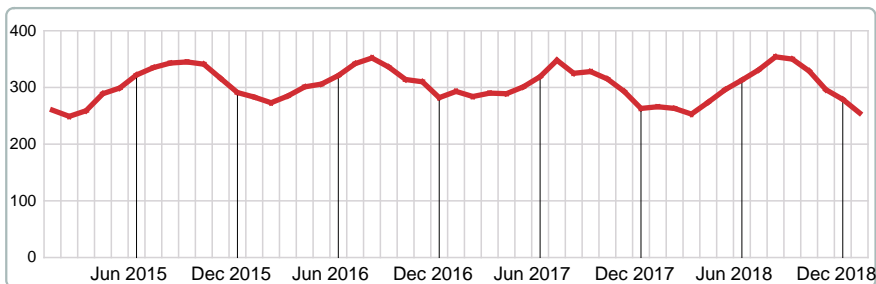
END OF JANUARY



ACTIVE DURING JANUARY

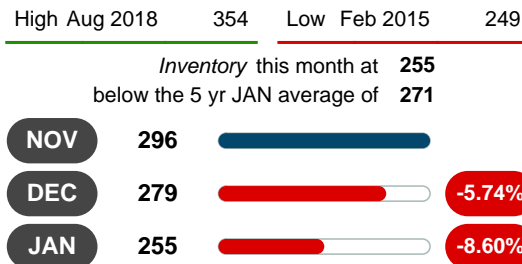


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 271



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	26	10.20%	81.9	10	15	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	68	26.67%	80.9	22	39	7	0
\$100,001 - \$150,000	49	19.22%	68.5	3	33	13	0
\$150,001 - \$250,000	56	21.96%	80.9	0	24	31	1
\$250,001 - \$325,000	27	10.59%	75.9	1	5	17	4
\$325,001 and up	29	11.37%	77.8	0	8	14	7
Total Active Inventory by Units	255			36	124	83	12
Total Active Inventory by Volume	44,656,695	100%	77.7	2.61M	18.14M	19.41M	4.49M
Average Active Inventory Listing Price	\$175,124			\$72,537	\$146,299	\$233,899	\$374,225

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Area Delimited by County Of Washington - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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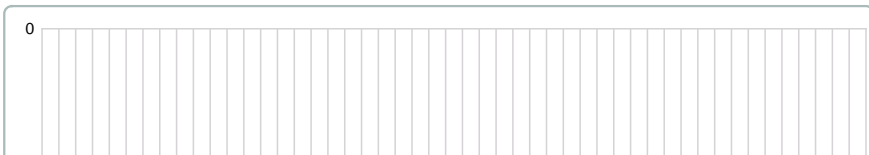
MSI FOR JANUARY

2015	2016	2017	2018	2019
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INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
255	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
\$50,000 and less	26	10.20%	2.86	3.53	2.69	2.00	0.00
\$50,001 - \$60,000	14	5.49%	6.46	8.00	6.67	0.00	0.00
\$60,001 - \$100,000	54	21.18%	3.98	9.39	2.90	5.25	0.00
\$100,001 - \$160,000	58	22.75%	3.38	3.27	3.39	3.86	0.00
\$160,001 - \$250,000	47	18.43%	3.79	0.00	3.93	3.95	2.00
\$250,001 - \$330,000	29	11.37%	7.10	12.00	5.00	8.00	6.67
\$330,001 and up	27	10.59%	8.31	0.00	19.20	5.20	18.00
Market Supply of Inventory (MSI)		4.13		5.54	3.59	4.61	4.36
Total Active Inventory by Units		255	100%	36	124	83	12

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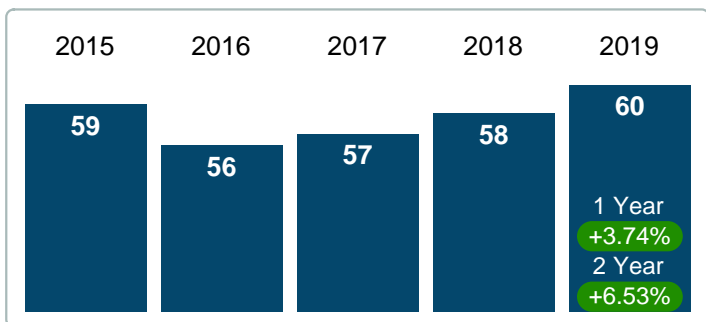
Area Delimited by County Of Washington - Residential Property Type



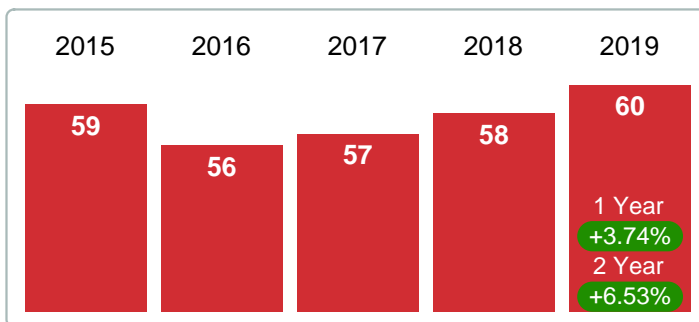
AVERAGE DAYS ON MARKET TO SALE

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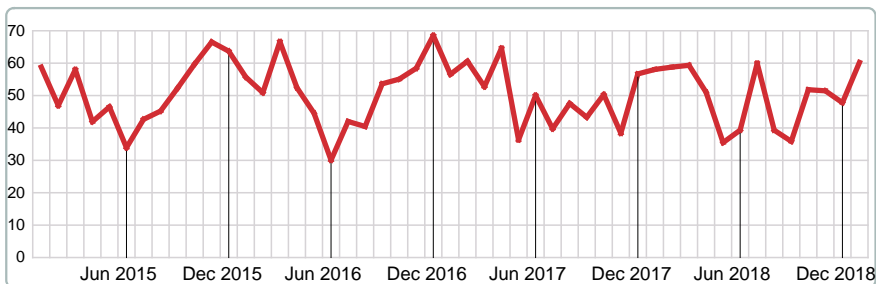
JANUARY



YEAR TO DATE (YTD)

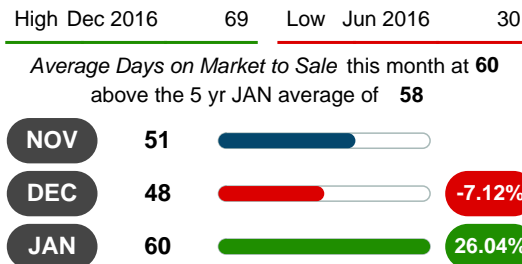


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 58



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
\$20,000 and less	7.41%	34	45	22	0	0
\$20,001 - \$70,000	12.96%	53	66	43	0	0
\$70,001 - \$80,000	5.56%	46	68	34	37	0
\$80,001 - \$130,000	38.89%	69	0	65	99	2
\$130,001 - \$190,000	11.11%	15	1	33	8	0
\$190,001 - \$270,000	14.81%	65	0	0	65	0
\$270,001 and up	9.26%	112	0	0	102	127
Average Closed DOM		60	51	54	67	85
Total Closed Units	100%	60	7	25	19	3
Total Closed Volume		7,069,941	385.80K	2.30M	3.67M	711.50K

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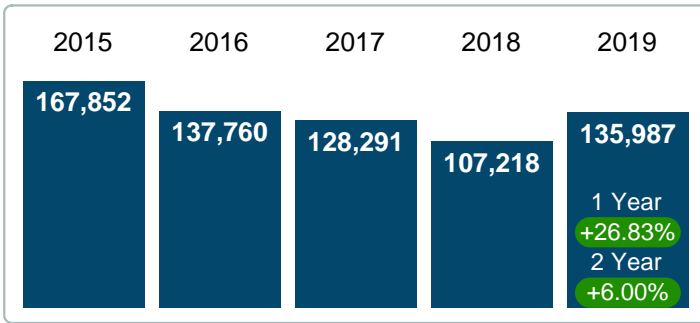
Area Delimited by County Of Washington - Residential Property Type



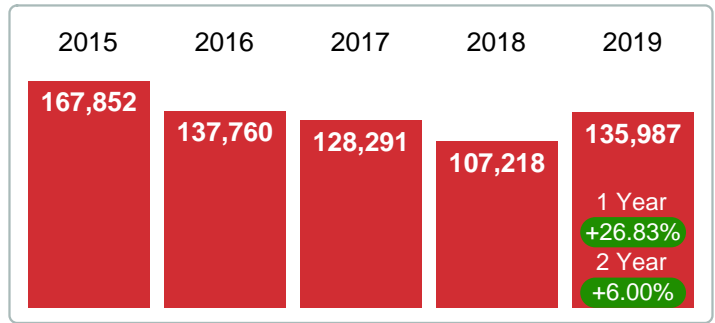
AVERAGE LIST PRICE AT CLOSING

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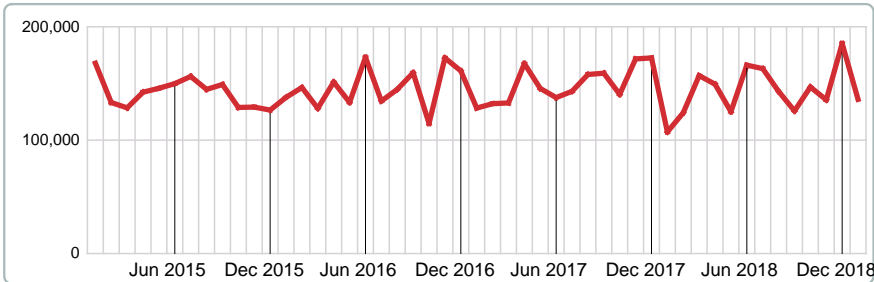
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 135,422

High Dec 2018 185,204 Low Jan 2018 107,218

Average List Price at Closing this month at **135,987**
above the 5 yr JAN average of **135,422**



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
\$20,000 and less	3.70%	19,950	22,500	22,450	0	0
\$20,001 - \$70,000	16.67%	40,578	40,133	48,700	0	0
\$70,001 - \$80,000	5.56%	78,100	89,000	74,500	79,900	0
\$80,001 - \$130,000	37.04%	107,085	0	104,881	115,375	125,000
\$130,001 - \$190,000	11.11%	158,283	173,900	187,000	153,933	0
\$190,001 - \$270,000	16.67%	222,089	0	0	225,850	0
\$270,001 and up	9.26%	322,740	0	0	331,300	309,900
Average List Price		135,987	61,186	94,652	200,205	248,267
Total Closed Units	100%	135,987	7	25	19	3
Total Closed Volume		7,343,300	428.30K	2.37M	3.80M	744.80K

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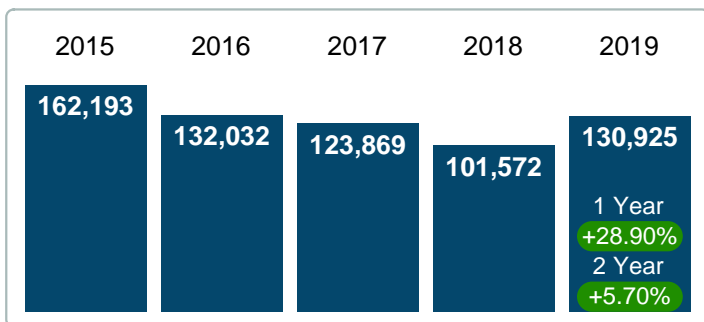
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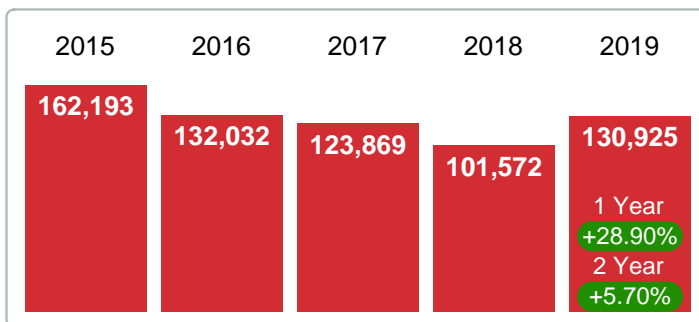
AVERAGE SOLD PRICE AT CLOSING

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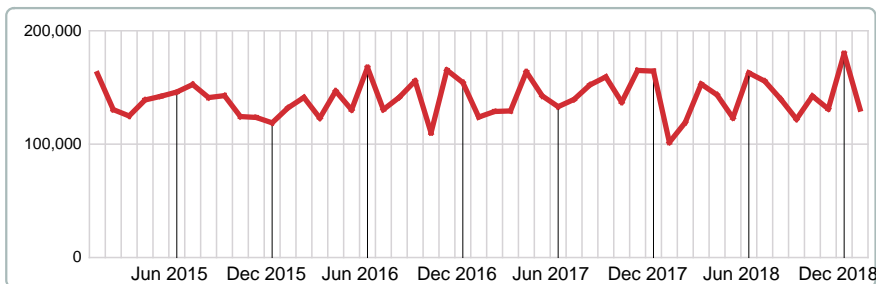
JANUARY



YEAR TO DATE (YTD)

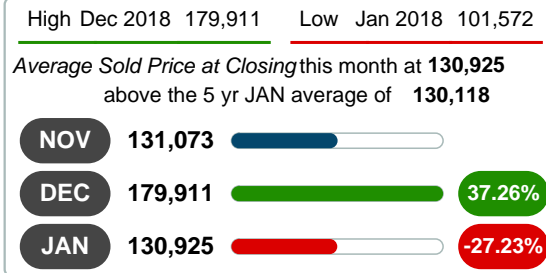


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 130,118



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
\$20,000 and less	7.41%	17,275	19,250	15,300	0	0
\$20,001 - \$70,000	12.96%	44,335	39,100	48,262	0	0
\$70,001 - \$80,000	5.56%	78,300	80,000	75,000	79,900	0
\$80,001 - \$130,000	38.89%	105,438	0	101,981	114,000	126,500
\$130,001 - \$190,000	11.11%	162,400	150,000	183,750	152,300	0
\$190,001 - \$270,000	14.81%	218,999	0	0	218,999	0
\$270,001 and up	9.26%	303,000	0	0	310,000	292,500
Average Sold Price		130,925	55,114	91,914	193,410	237,167
Total Closed Units	100%	130,925	7	25	19	3
Total Closed Volume		7,069,941	385.80K	2.30M	3.67M	711.50K

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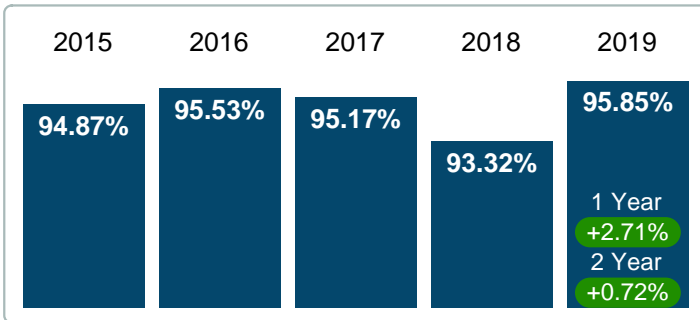
Area Delimited by County Of Washington - Residential Property Type



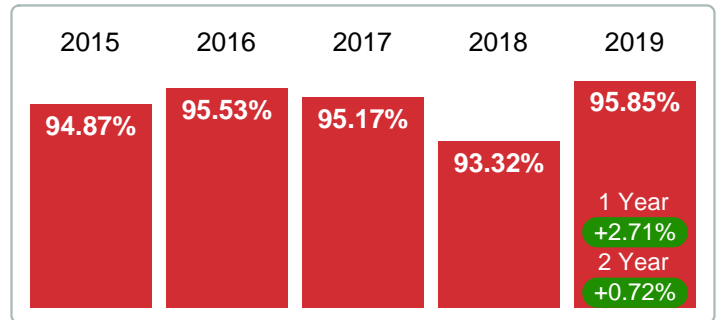
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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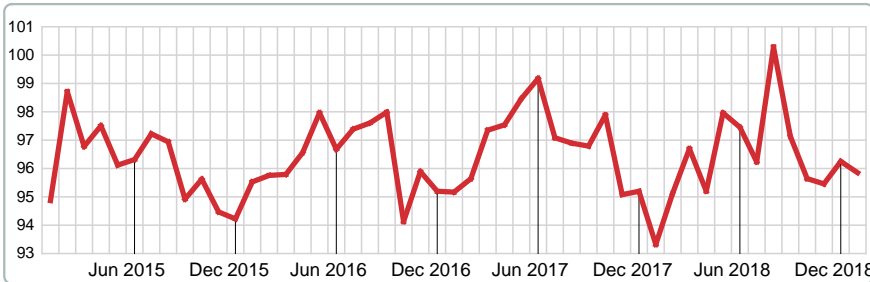
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

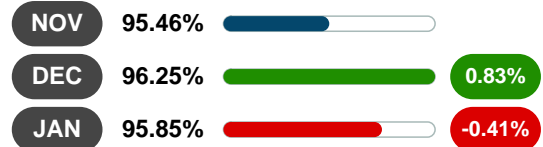


3 MONTHS

5 year JAN AVG = 94.95%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **95.85%**
above the 5 yr JAN average of **94.95%**



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
\$20,000 and less	4	7.41%	76.95%	86.25%	67.66%	0.00%	0.00%
\$20,001 - \$70,000	7	12.96%	99.18%	97.04%	100.78%	0.00%	0.00%
\$70,001 - \$80,000	3	5.56%	96.85%	89.89%	100.67%	100.00%	0.00%
\$80,001 - \$130,000	21	38.89%	97.93%	0.00%	97.52%	98.72%	101.20%
\$130,001 - \$190,000	6	11.11%	96.66%	86.26%	98.31%	99.04%	0.00%
\$190,001 - \$270,000	8	14.81%	96.99%	0.00%	0.00%	96.99%	0.00%
\$270,001 and up	5	9.26%	94.21%	0.00%	0.00%	94.08%	94.41%
Average Sold/List Ratio		95.90%		91.40%	95.84%	97.37%	96.68%
Total Closed Units		54	100%	7	25	19	3
Total Closed Volume		7,069,941		385.80K	2.30M	3.67M	711.50K

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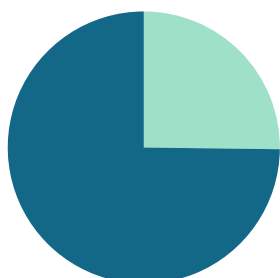
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MARKET SUMMARY

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INVENTORY

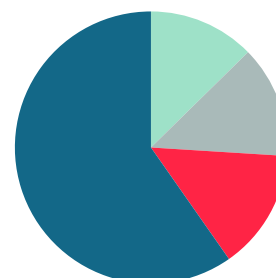


Inventory
 New Listings
94 = 25.20%
 Start Inventory
279
 Total Inventory Units
373
 Volume
\$65,395,819

Market Activity

Closed Sales
54 = 12.65%
 Pending Sales
57 = 13.35%
 Other Off Market
61 = 14.29%
 Active Inventory
255 = 59.72%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	45	54	20.00%	45	54	20.00%
Pending Sales	47	57	21.28%	47	57	21.28%
New Listings	100	94	-6.00%	100	94	-6.00%
Average List Price	107,218	135,987	26.83%	107,218	135,987	26.83%
Average Sale Price	101,572	130,925	28.90%	101,572	130,925	28.90%
Average Percent of Selling Price to List Price	93.32%	95.85%	2.71%	93.32%	95.85%	2.71%
Average Days on Market to Sale	58.07	60.24	3.74%	58.07	60.24	3.74%
Monthly Inventory	266	255	-4.14%	266	255	-4.14%
Months Supply of Inventory	4.04	4.13	2.20%	4.04	4.13	2.20%

Absorption: Last 12 months, an Average of **62** Sales/Month

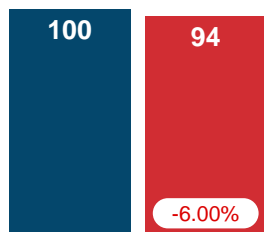
Inventory on January 31, 2019 = **255**

2018 **2019**

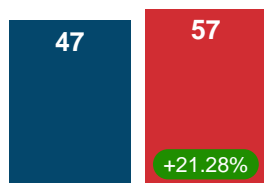
JANUARY MARKET

AVERAGE PRICES

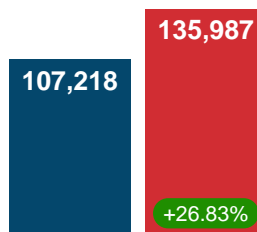
New Listings



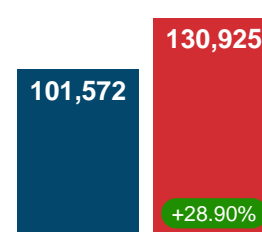
Pending Listings



List Price



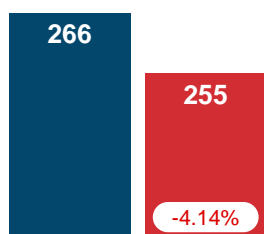
Sale Price



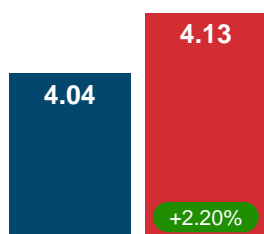
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

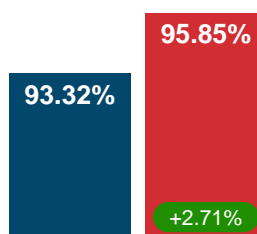
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

