

January 2019



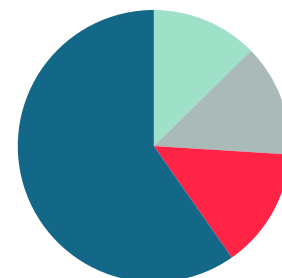
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	84,900	119,900	41.22%
Median Sale Price	84,900	111,650	31.51%
Median Percent of Selling Price to List Price	96.43%	97.17%	0.77%
Median Days on Market to Sale	49.00	44.00	-10.20%
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.

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 **31.51%** in January 2019 to \$111,650 versus the previous year at \$84,900.

Median Days on Market Shortens

The median number of **44.00** days that homes spent on the market before selling decreased by 5.00 days or **10.20%** in January 2019 compared to last year's same month at **49.00** DOM.

Sales Success for January 2019 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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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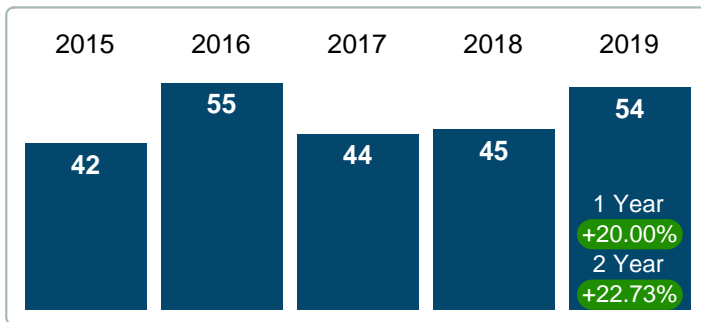
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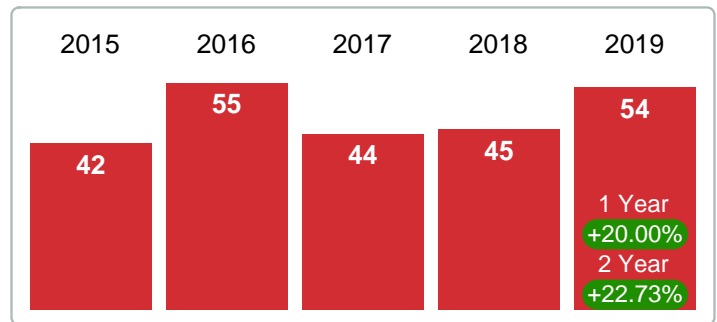
CLOSED LISTINGS

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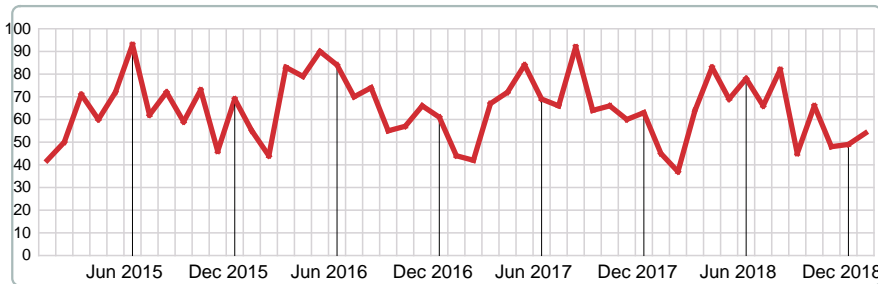
JANUARY



YEAR TO DATE (YTD)

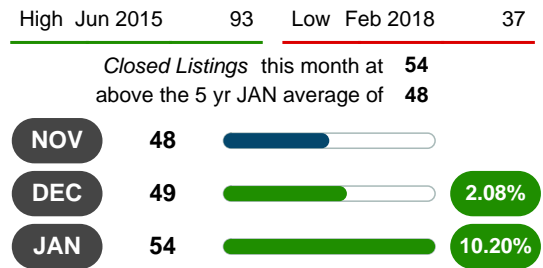


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	7.41%	38.5	2	2	0	0
\$20,001 - \$70,000	7	12.96%	29.0	3	4	0	0
\$70,001 - \$80,000	3	5.56%	37.0	1	1	1	0
\$80,001 - \$130,000	21	38.89%	54.0	0	16	4	1
\$130,001 - \$190,000	6	11.11%	5.0	1	2	3	0
\$190,001 - \$270,000	8	14.81%	42.5	0	0	8	0
\$270,001 and up	5	9.26%	113.0	0	0	3	2
Total Closed Units	54			7	25	19	3
Total Closed Volume	7,069,941	100%	44.0	385.80K	2.30M	3.67M	711.50K
Median Closed Price	\$111,650			\$34,500	\$89,900	\$197,000	\$275,000

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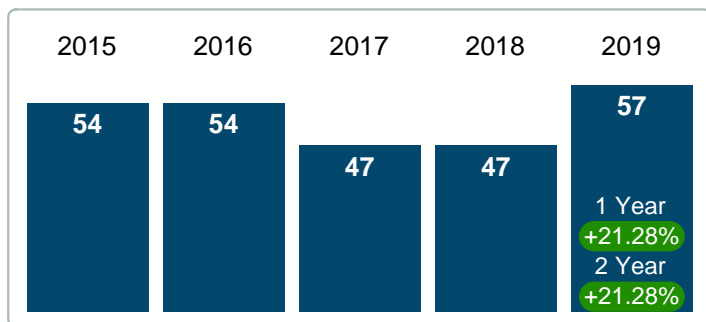
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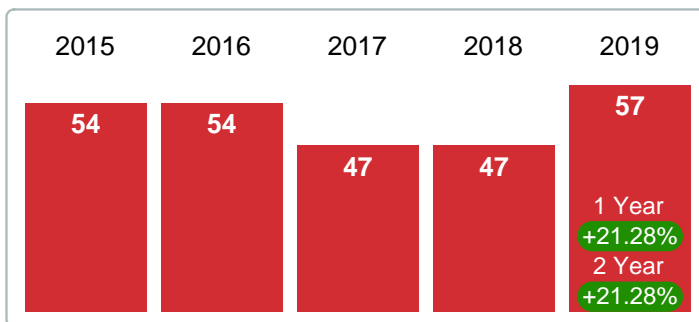
PENDING LISTINGS

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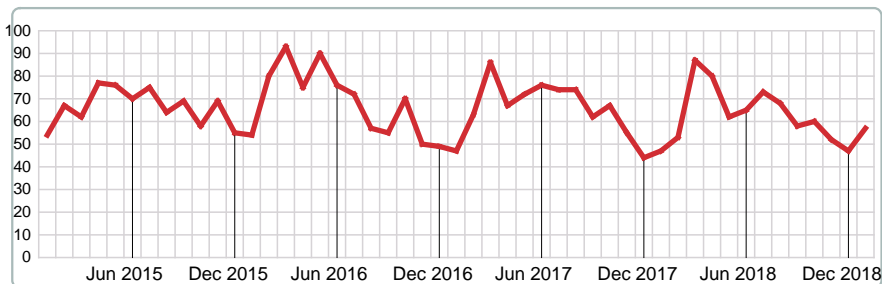
JANUARY



YEAR TO DATE (YTD)

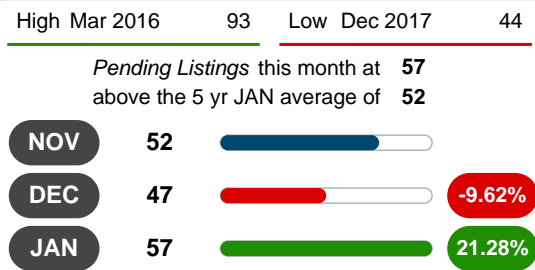


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.26%	43.0	0	3	0	0
\$50,001 - \$70,000	5	8.77%	48.0	1	4	0	0
\$70,001 - \$120,000	11	19.30%	50.0	2	7	2	0
\$120,001 - \$150,000	12	21.05%	69.5	0	8	4	0
\$150,001 - \$170,000	11	19.30%	41.0	0	5	6	0
\$170,001 - \$240,000	8	14.04%	58.5	0	1	7	0
\$240,001 and up	7	12.28%	75.0	0	0	5	2
Total Pending Units	57			3	28	24	2
Total Pending Volume	8,737,599	100%	50.0	215.50K	3.10M	4.83M	589.90K
Median Listing Price	\$149,500			\$78,500	\$122,400	\$170,950	\$294,950

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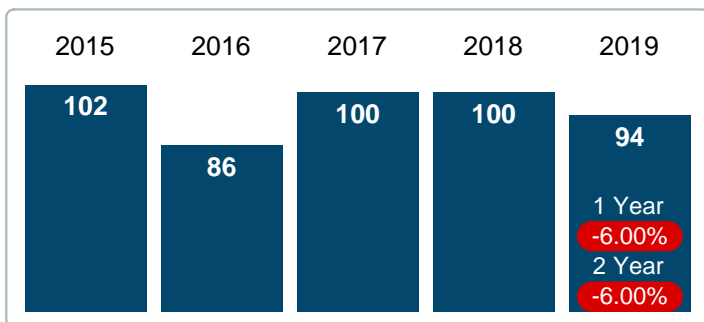
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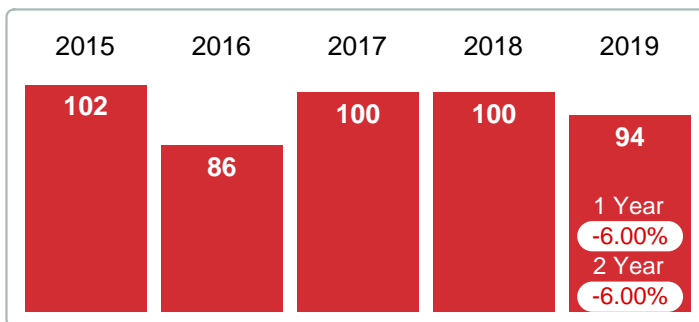
NEW LISTINGS

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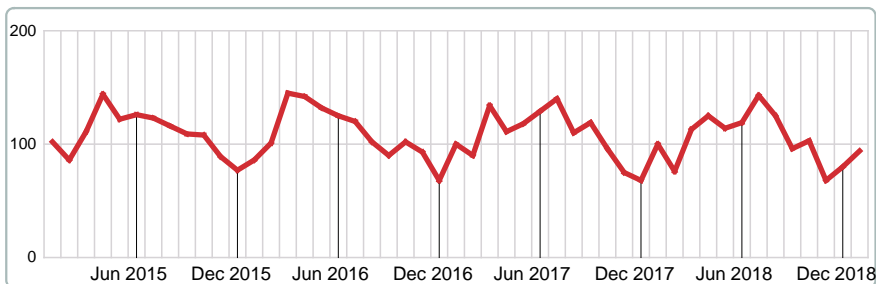
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

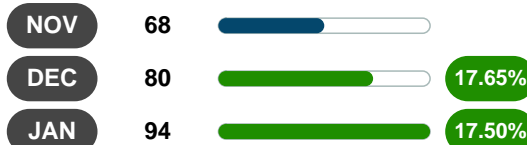


3 MONTHS

5 year JAN AVG = 96

High Mar 2016 145 Low Nov 2018 68

New Listings this month at 94
below the 5 yr JAN average of 96



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	10.64%	1	9	0	0
\$40,001 - \$70,000	11	11.70%	3	8	0	0
\$70,001 - \$110,000	14	14.89%	2	11	1	0
\$110,001 - \$150,000	20	21.28%	0	13	7	0
\$150,001 - \$210,000	17	18.09%	0	8	9	0
\$210,001 - \$300,000	12	12.77%	0	4	8	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
Median New Listed Listing Price	\$139,450		\$57,400	\$111,588	\$183,400	\$474,500

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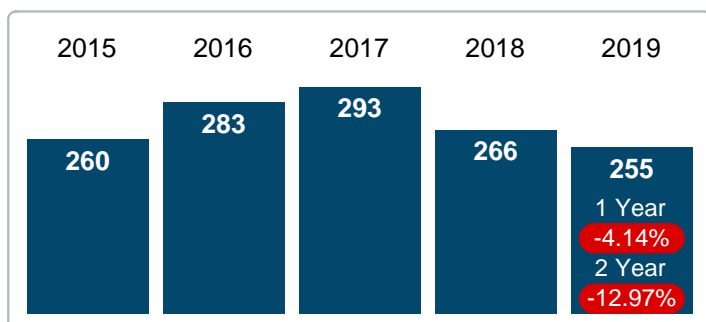
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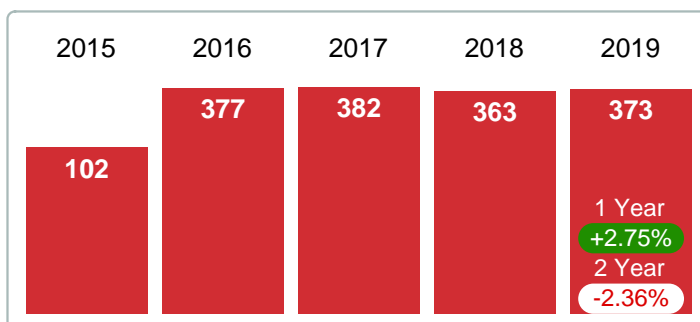
ACTIVE INVENTORY

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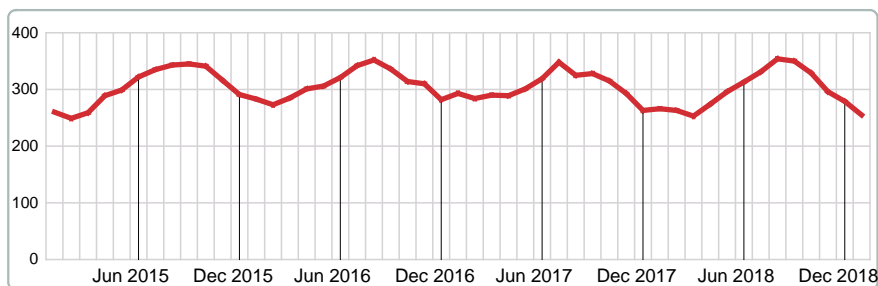
END OF JANUARY



ACTIVE DURING JANUARY

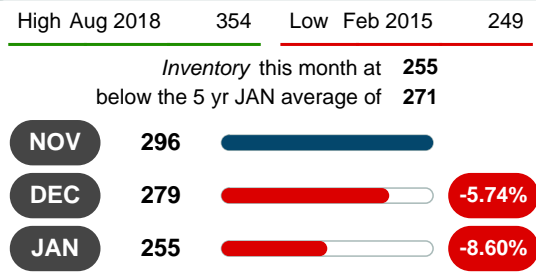


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 271



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	26	10.20%	39.5	10	15	1	0
\$50,001 - \$60,000	14	5.49%	85.5	4	10	0	0
\$60,001 - \$100,000	54	21.18%	73.5	18	29	7	0
\$100,001 - \$160,000	58	22.75%	49.0	3	37	18	0
\$160,001 - \$250,000	47	18.43%	80.0	0	20	26	1
\$250,001 - \$330,000	29	11.37%	63.0	1	5	18	5
\$330,001 and up	27	10.59%	79.0	0	8	13	6
Total Active Inventory by Units	255			36	124	83	12
Total Active Inventory by Volume	44,656,695	100%	66.0	2.61M	18.14M	19.41M	4.49M
Median Active Inventory Listing Price	\$129,900			\$65,950	\$114,650	\$225,000	\$340,000

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Area Delimited by County Of Washington - 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

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%	4.13	36	124	83	12	

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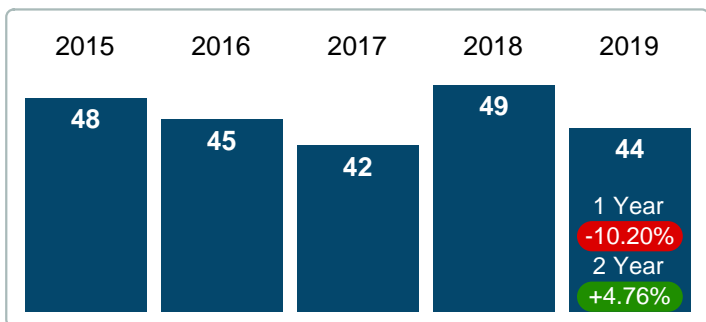
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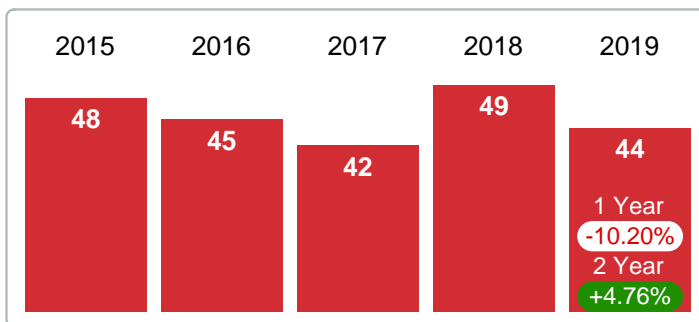
MEDIAN DAYS ON MARKET TO SALE

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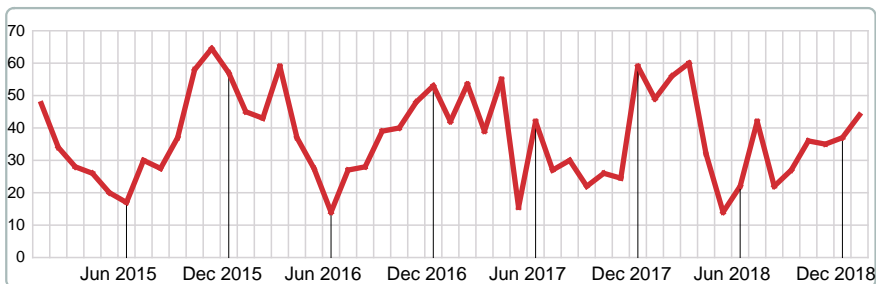
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

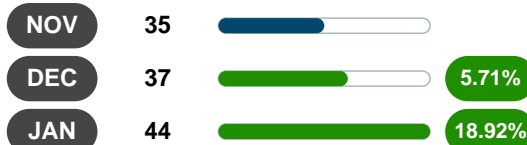


3 MONTHS

5 year JAN AVG = 46

High Nov 2015 65 Low May 2018 14

Median Days on Market to Sale this month at 44 below the 5 yr JAN average of 46



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
\$20,000 and less	7.41%	39	45	22	0	0
\$20,001 - \$70,000	12.96%	29	24	34	0	0
\$70,001 - \$80,000	5.56%	37	68	34	37	0
\$80,001 - \$130,000	38.89%	54	0	51	100	2
\$130,001 - \$190,000	11.11%	5	1	33	6	0
\$190,001 - \$270,000	14.81%	43	0	0	43	0
\$270,001 and up	9.26%	113	0	0	113	127
Median Closed DOM		44	34	43	45	101
Total Closed Units	100%	54	7	25	19	3
Total Closed Volume		7,069,941	385.80K	2.30M	3.67M	711.50K

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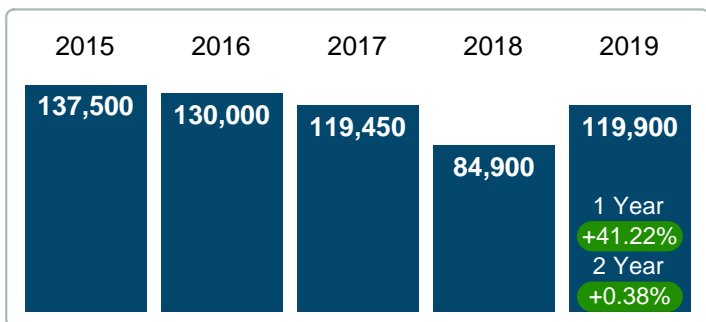
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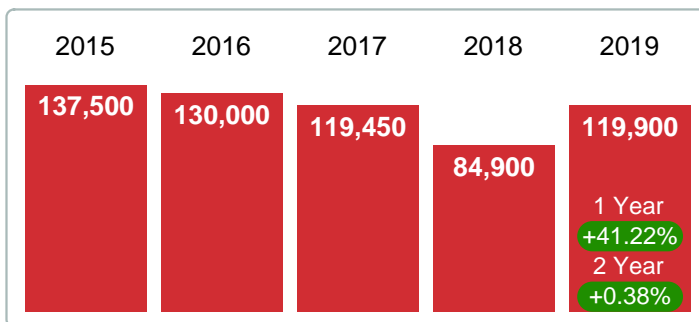
MEDIAN LIST PRICE AT CLOSING

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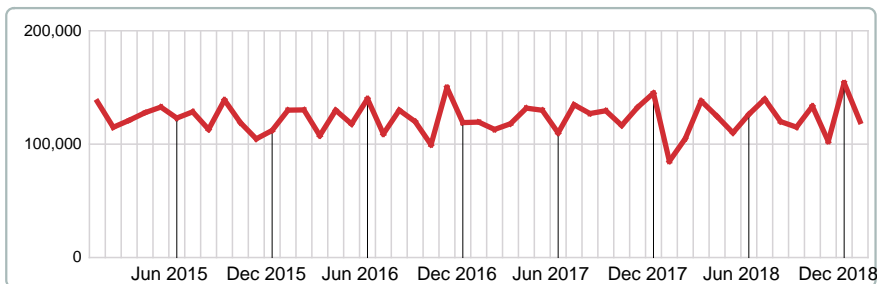
JANUARY



YEAR TO DATE (YTD)

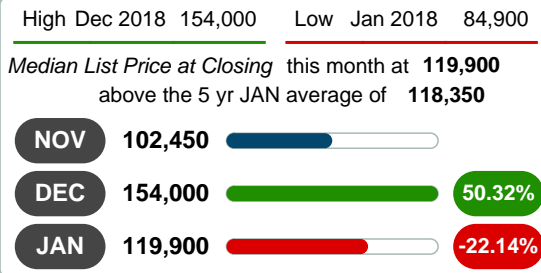


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 118,350



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
\$20,000 and less	2	3.70%	19,950	20,000	19,900	0	0
\$20,001 - \$70,000	9	16.67%	37,000	32,700	54,000	0	0
\$70,001 - \$80,000	3	5.56%	79,900	0	77,200	79,900	0
\$80,001 - \$130,000	20	37.04%	111,200	89,000	107,400	125,000	125,000
\$130,001 - \$190,000	6	11.11%	160,950	173,900	157,000	152,000	0
\$190,001 - \$270,000	9	16.67%	215,000	0	192,000	220,000	0
\$270,001 and up	5	9.26%	304,900	0	0	304,900	309,900
Median List Price			119,900	37,000	92,000	204,900	289,900
Total Closed Units		100%	119,900	7	25	19	3
Total Closed Volume			7,343,300	428.30K	2.37M	3.80M	744.80K

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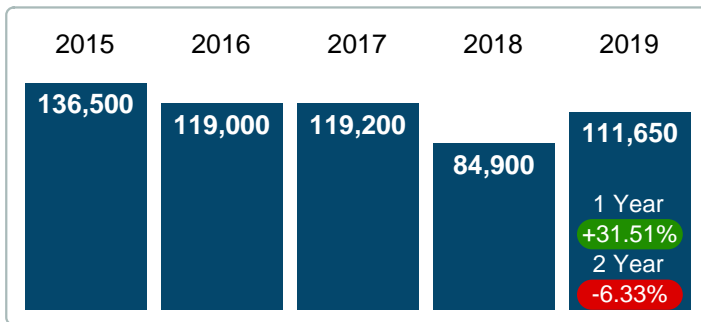
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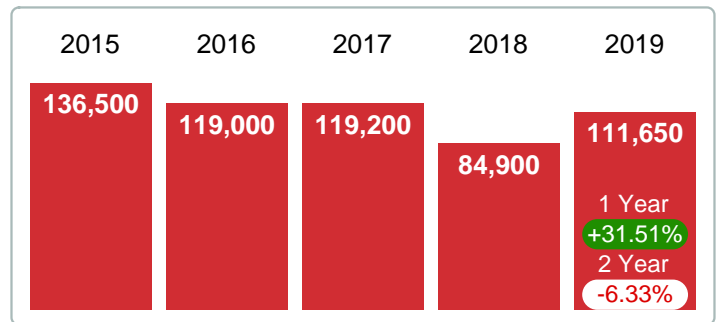
MEDIAN SOLD PRICE AT CLOSING

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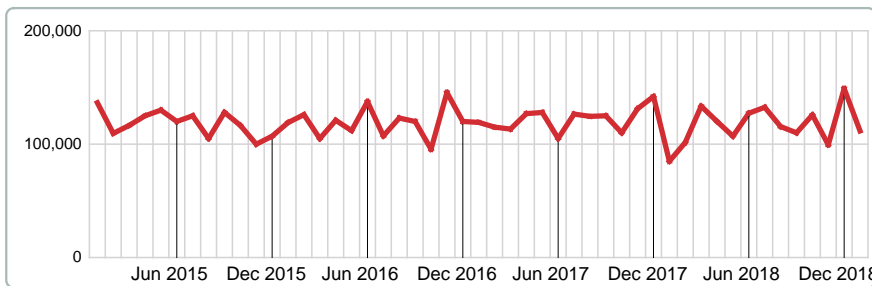
JANUARY



YEAR TO DATE (YTD)

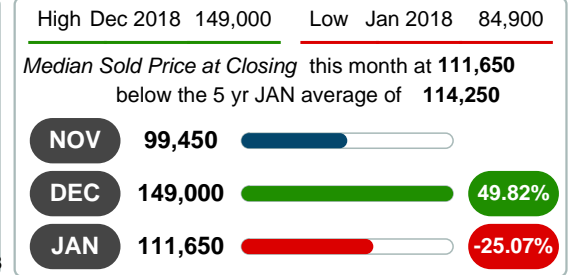


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 114,250



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
\$20,000 and less	7.41%	18,250	19,250	15,300	0	0
\$20,001 - \$70,000	12.96%	53,147	34,500	55,074	0	0
\$70,001 - \$80,000	5.56%	79,900	80,000	75,000	79,900	0
\$80,001 - \$130,000	38.89%	105,000	0	103,000	121,500	126,500
\$130,001 - \$190,000	11.11%	158,500	150,000	183,750	152,000	0
\$190,001 - \$270,000	14.81%	217,500	0	0	217,500	0
\$270,001 and up	9.26%	300,000	0	0	300,000	292,500
Median Sold Price		111,650	34,500	89,900	197,000	275,000
Total Closed Units	100%	111,650	7	25	19	3
Total Closed Volume		7,069,941	385.80K	2.30M	3.67M	711.50K

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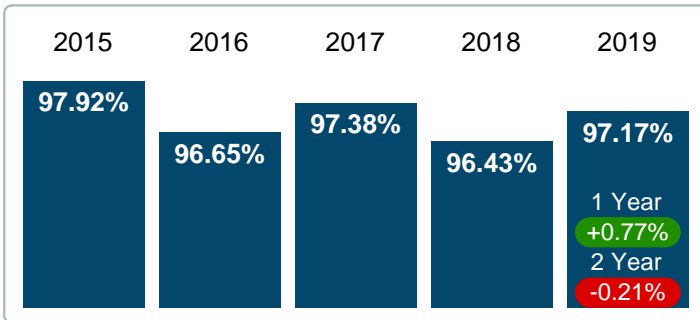
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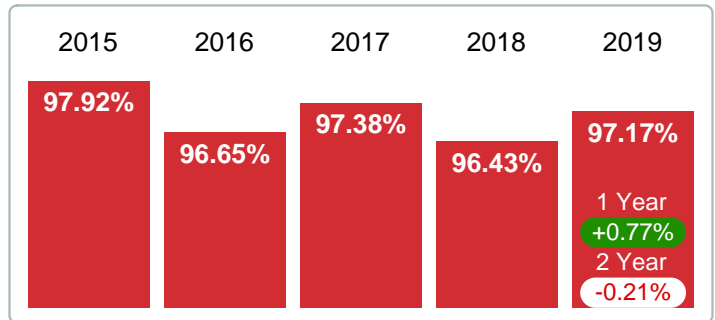
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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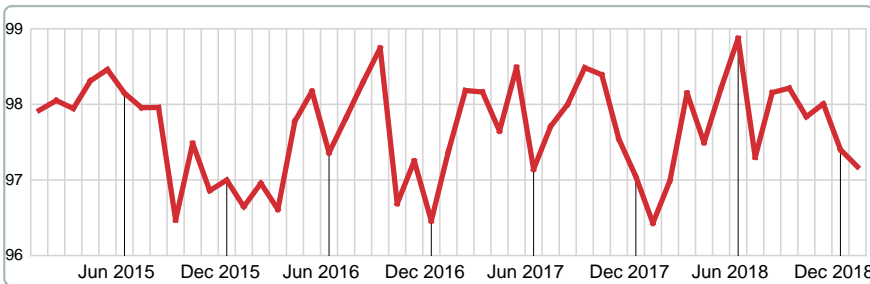
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

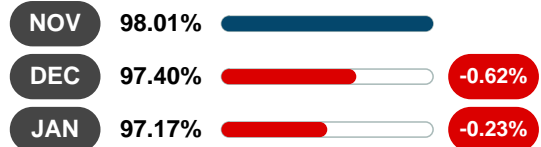


3 MONTHS

5 year JAN AVG = 97.11%

High Jun 2018 98.87% Low Jan 2018 96.43%

Median Sold/List Ratio this month at **97.17%**
equal to 5 yr JAN average of **97.11%**



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	
\$20,000 and less	<div style="width: 7.41%;"></div> 4	7.41%	76.00%	86.25%	67.66%	0.00%	0.00%	
\$20,001 - \$70,000	<div style="width: 12.96%;"></div> 7	12.96%	98.42%	97.89%	99.21%	0.00%	0.00%	
\$70,001 - \$80,000	<div style="width: 5.56%;"></div> 3	5.56%	100.00%	89.89%	100.67%	100.00%	0.00%	
\$80,001 - \$130,000	<div style="width: 38.89%;"></div> 21	38.89%	97.65%	0.00%	97.38%	97.44%	101.20%	
\$130,001 - \$190,000	<div style="width: 11.11%;"></div> 6	11.11%	98.56%	86.26%	98.31%	100.00%	0.00%	
\$190,001 - \$270,000	<div style="width: 14.81%;"></div> 8	14.81%	97.45%	0.00%	0.00%	97.45%	0.00%	
\$270,001 and up	<div style="width: 9.26%;"></div> 5	9.26%	94.86%	0.00%	0.00%	95.24%	94.41%	
Median Sold/List Ratio		97.17%		92.50%	98.42%	97.65%	94.86%	
Total Closed Units		54	100%	97.17%	7	25	19	3
Total Closed Volume		7,069,941			385.80K	2.30M	3.67M	711.50K

January 2019



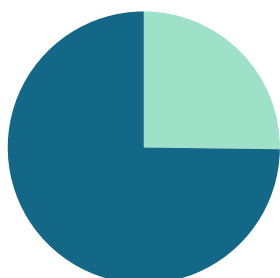
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

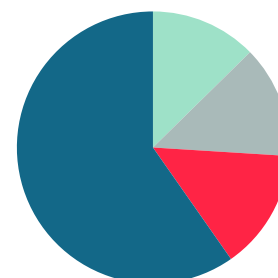


Inventory
 New Listings
94 = 25.20%
 Start Inventory
279
 Total Inventory Units
373
 Volume
\$65,395,819

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%
Median List Price	84,900	119,900	41.22%	84,900	119,900	41.22%
Median Sale Price	84,900	111,650	31.51%	84,900	111,650	31.51%
Median Percent of Selling Price to List Price	96.43%	97.17%	0.77%	96.43%	97.17%	0.77%
Median Days on Market to Sale	49.00	44.00	-10.20%	49.00	44.00	-10.20%
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

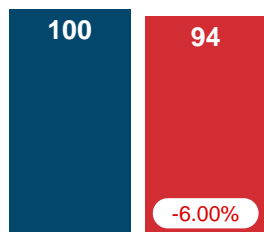
Inventory on January 31, 2019 = **255**

2018 **2019**

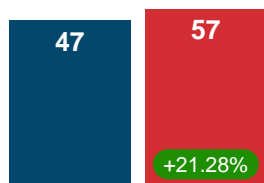
JANUARY MARKET

MEDIAN PRICES

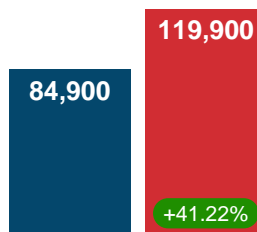
New Listings



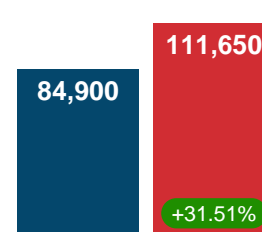
Pending Listings



List Price



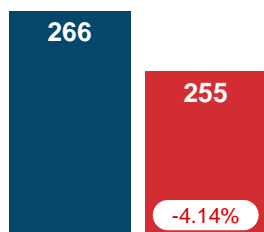
Sale Price



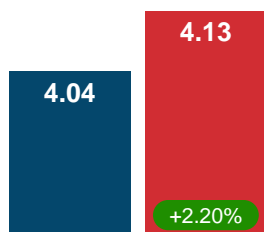
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

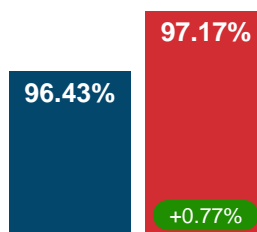
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

