

March 2019



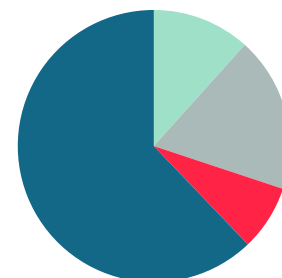
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	44	24	-45.45%
Pending Listings	44	38	-13.64%
New Listings	58	56	-3.45%
Average List Price	158,061	137,229	-13.18%
Average Sale Price	154,266	134,075	-13.09%
Average Percent of Selling Price to List Price	97.16%	95.86%	-1.34%
Average Days on Market to Sale	49.23	50.96	3.52%
End of Month Inventory	140	128	-8.57%
Months Supply of Inventory	4.50	3.34	-25.86%



■ Closed (11.65%)
■ Pending (18.45%)
■ Other OffMarket (7.77%)
■ Active (62.14%)

Absorption: Last 12 months, an Average of **38** Sales/Month
Active Inventory as of March 31, 2019 = **128**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **8.57%** to 128 existing homes available for sale. Over the last 12 months this area has had an average of 38 closed sales per month. This represents an unsold inventory index of **3.34** 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 **13.09%** in March 2019 to \$134,075 versus the previous year at \$154,266.

Average Days on Market Lengthens

The average number of **50.96** days that homes spent on the market before selling increased by 1.73 days or **3.52%** in March 2019 compared to last year's same month at **49.23** DOM.

Sales Success for March 2019 is Positive

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

There were 56 New Listings in March 2019, down **3.45%** from last year at 58. Furthermore, there were 24 Closed Listings this month versus last year at 44, a **-45.45%** decrease.

Closed versus Listed trends yielded a **42.9%** ratio, down from previous year's, March 2018, at **75.9%**, a **43.51%** downswing. This will certainly create pressure on a decreasing Monthly 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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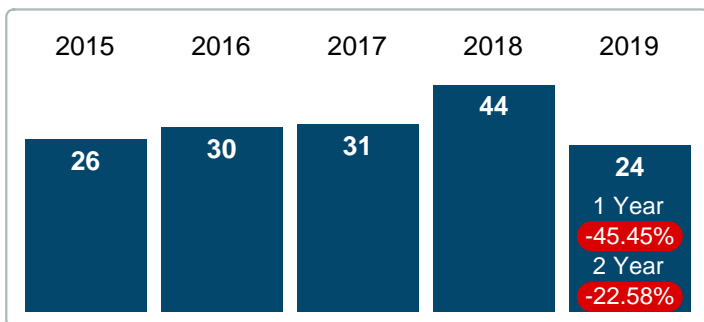
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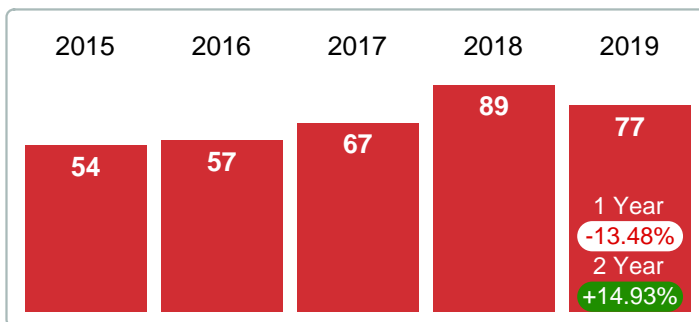
CLOSED LISTINGS

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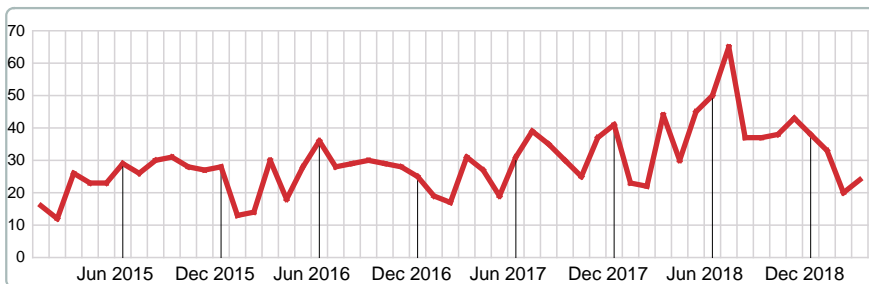
MARCH



YEAR TO DATE (YTD)

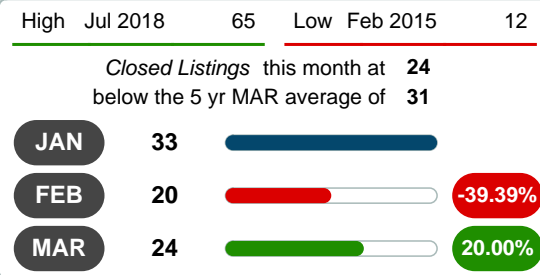


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 31



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	8.33%	59.5	1	1	0	0
\$30,001 - \$70,000	3	12.50%	26.7	0	3	0	0
\$70,001 - \$100,000	4	16.67%	49.3	2	2	0	0
\$100,001 - \$150,000	6	25.00%	25.7	1	5	0	0
\$150,001 - \$200,000	3	12.50%	99.7	0	3	0	0
\$200,001 - \$210,000	2	8.33%	78.0	0	1	1	0
\$210,001 and up	4	16.67%	54.5	1	0	3	0
Total Closed Units	24			5	15	4	0
Total Closed Volume	3,217,800	100%	51.0	618.00K	1.71M	891.90K	0.00B
Average Closed Price	\$134,075			\$123,600	\$113,860	\$222,975	\$0

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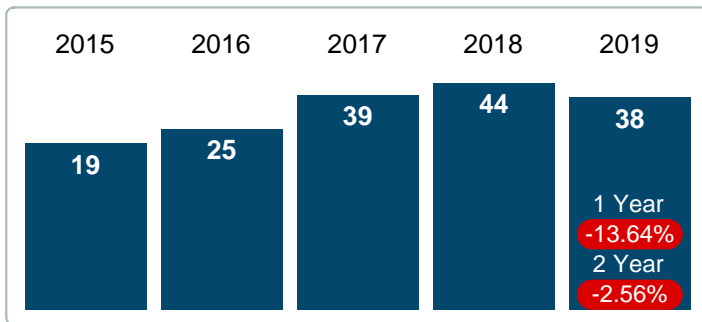
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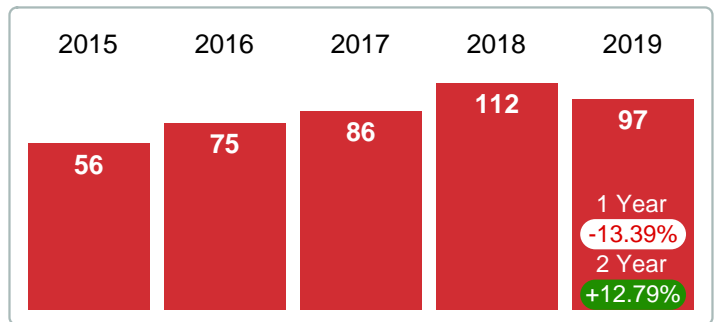
PENDING LISTINGS

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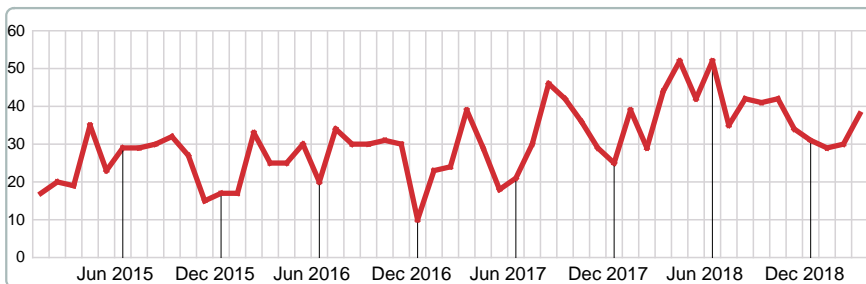
MARCH



YEAR TO DATE (YTD)

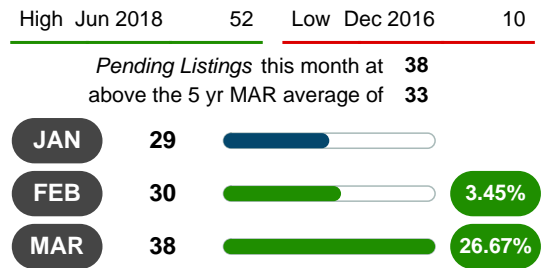


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	2.63%	15.0	1	0	0	0
\$75,001 - \$100,000	5	13.16%	17.8	1	3	1	0
\$100,001 - \$150,000	8	21.05%	37.5	1	5	2	0
\$150,001 - \$175,000	5	13.16%	35.4	0	4	1	0
\$175,001 - \$200,000	8	21.05%	37.5	0	8	0	0
\$200,001 - \$225,000	5	13.16%	33.6	1	3	1	0
\$225,001 and up	6	15.79%	76.5	0	3	3	0
Total Pending Units	38			4	26	8	0
Total Pending Volume	6,702,100	100%	39.7	415.70K	4.73M	1.56M	0.00B
Average Listing Price	\$176,371			\$103,925	\$181,808	\$194,925	\$0

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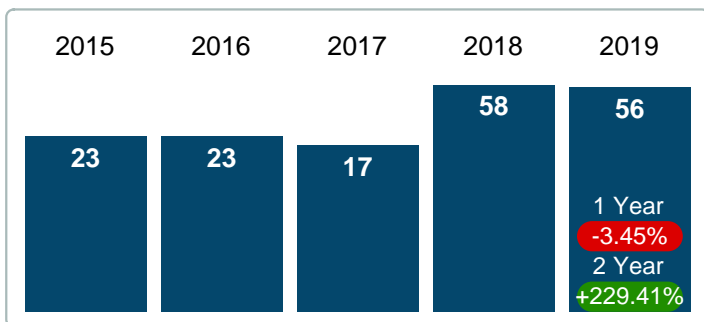
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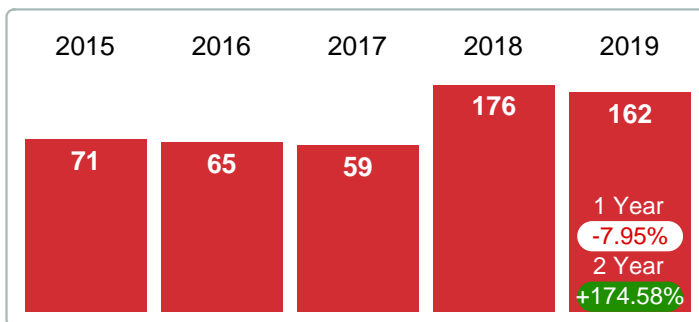
NEW LISTINGS

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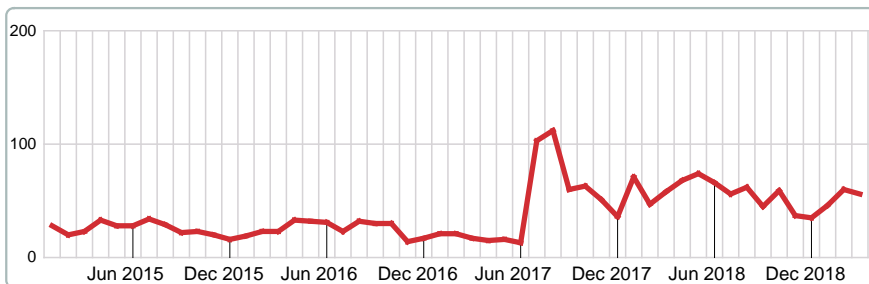
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 35

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 56
above the 5 yr MAR average of 35



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$50,000 and less	4	7.14%	2	1	1	0
\$50,001 - \$125,000	8	14.29%	1	6	0	1
\$125,001 - \$150,000	7	12.50%	0	6	1	0
\$150,001 - \$175,000	10	17.86%	0	9	1	0
\$175,001 - \$225,000	12	21.43%	1	9	2	0
\$225,001 - \$350,000	9	16.07%	0	5	3	1
\$350,001 and up	6	10.71%	0	1	2	3
Total New Listed Units	56		4	37	10	5
Total New Listed Volume	11,144,330	100%	345.90K	6.16M	2.42M	2.22M
Average New Listed Listing Price	\$184,926		\$86,475	\$166,441	\$242,130	\$443,760

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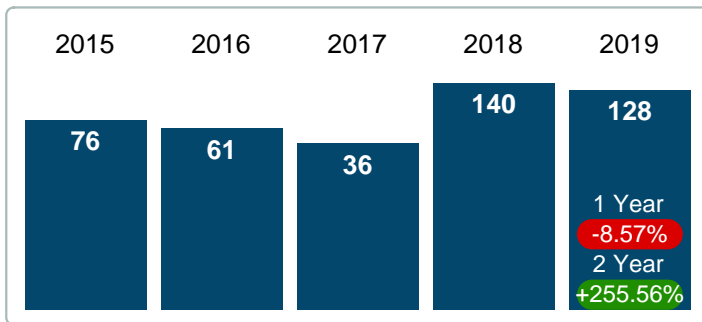
Area Delimited by County Of Bryan - Residential Property Type



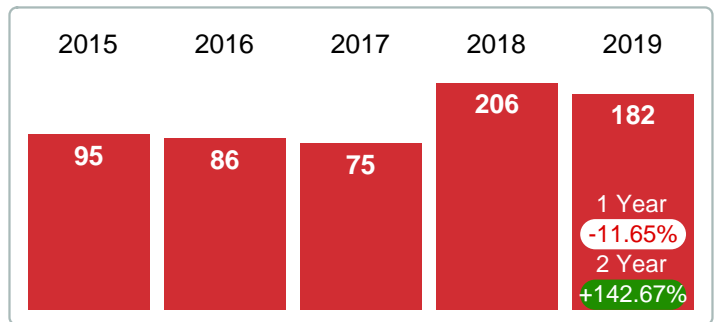
ACTIVE INVENTORY

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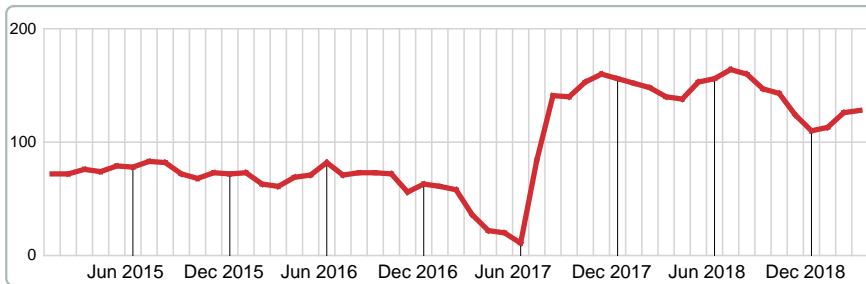
END OF MARCH



ACTIVE DURING MARCH

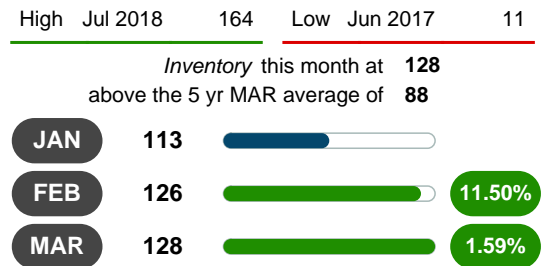


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 88



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	12	9.38%	47.6	3	7	1	1
\$75,001 - \$125,000	14	10.94%	66.4	4	8	1	1
\$125,001 - \$150,000	13	10.16%	72.2	1	9	2	1
\$150,001 - \$250,000	42	32.81%	50.7	0	32	9	1
\$250,001 - \$375,000	18	14.06%	59.4	0	8	8	2
\$375,001 - \$550,000	16	12.50%	73.0	1	2	6	7
\$550,001 and up	13	10.16%	63.2	2	6	2	3
Total Active Inventory by Units	128			11	72	29	16
Total Active Inventory by Volume	42,161,580	100%	59.6	4.03M	21.10M	8.73M	8.31M
Average Active Inventory Listing Price	\$329,387			\$366,045	\$293,051	\$300,976	\$519,194

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Area Delimited by County Of Bryan - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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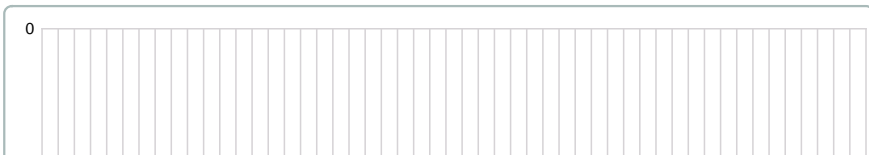
MSI FOR MARCH

2015	2016	2017	2018	2019

INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
128	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 MAR AVG = inf

High Mar 2019	inf	Low Mar 2019	inf
Months Supply this month at inf equal to 5 yr MAR average of inf			
JAN	inf		%
FEB	inf		%
MAR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	9.38%	1.85	1.24	2.21	1.33	6.00
\$75,001 - \$125,000	14	10.94%	1.81	3.20	1.45	1.09	12.00
\$125,001 - \$150,000	13	10.16%	2.84	12.00	2.30	6.00	4.00
\$150,001 - \$250,000	42	32.81%	2.75	0.00	3.17	1.93	3.00
\$250,001 - \$375,000	18	14.06%	5.54	0.00	6.40	5.65	4.80
\$375,001 - \$550,000	16	12.50%	24.00	0.00	8.00	14.40	0.00
\$550,001 and up	13	10.16%	39.00	0.00	72.00	12.00	36.00
Market Supply of Inventory (MSI)			3.34	2.69	2.97	3.35	12.00
		100%	3.34				
Total Active Inventory by Units			128	11	72	29	16

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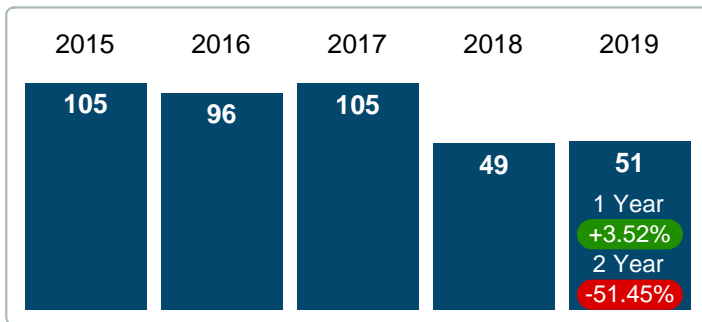
Area Delimited by County Of Bryan - Residential Property Type



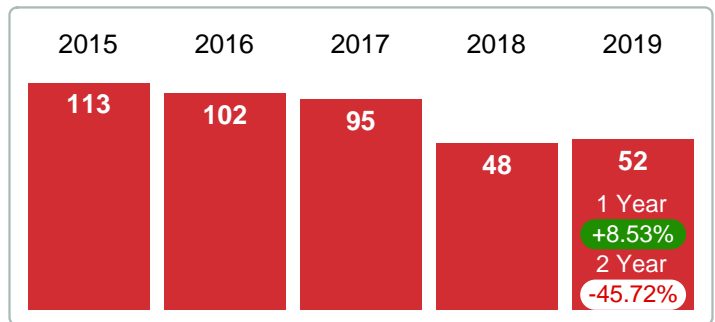
AVERAGE DAYS ON MARKET TO SALE

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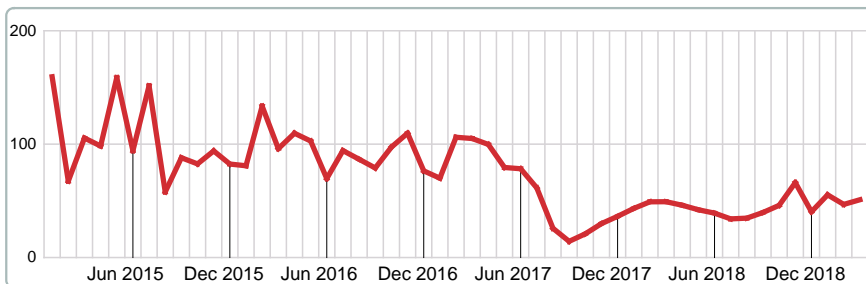
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 81

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 51 below the 5 yr MAR average of 81



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
\$30,000 and less	8.33%	60	4	115	0	0
\$30,001 - \$70,000	12.50%	27	0	27	0	0
\$70,001 - \$100,000	16.67%	49	31	68	0	0
\$100,001 - \$150,000	25.00%	26	10	29	0	0
\$150,001 - \$200,000	12.50%	100	0	100	0	0
\$200,001 - \$210,000	8.33%	78	0	46	110	0
\$210,001 and up	16.67%	55	34	0	61	0
Average Closed DOM		51	22	55	74	0
Total Closed Units	100%	51	5	15	4	
Total Closed Volume		3,217,800	618.00K	1.71M	891.90K	0.00B

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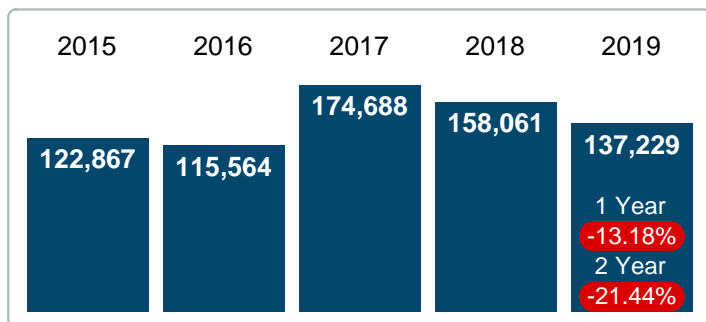
Area Delimited by County Of Bryan - Residential Property Type



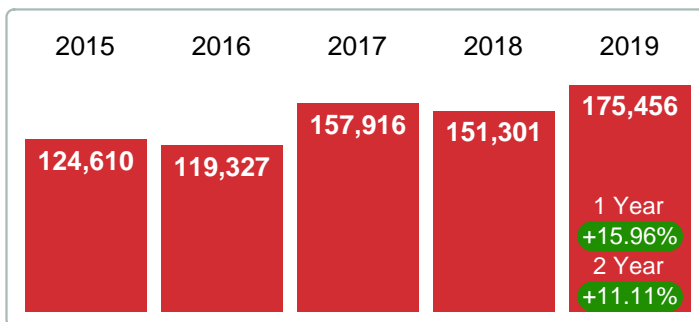
AVERAGE LIST PRICE AT CLOSING

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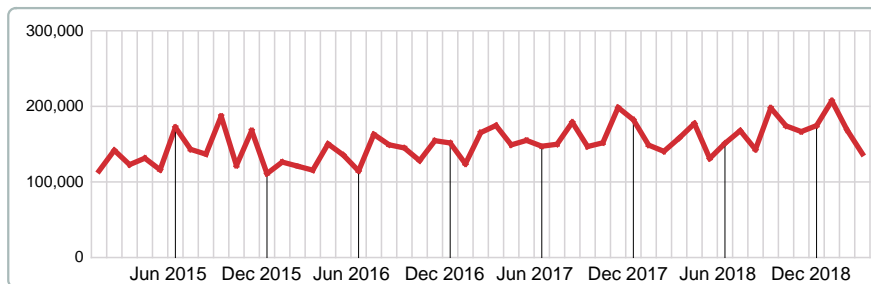
MARCH



YEAR TO DATE (YTD)

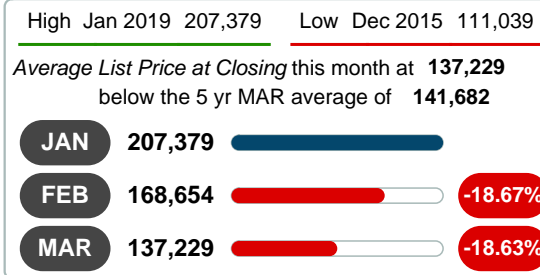


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 141,682



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
\$30,000 and less	4.17%	30,000	30,000	35,000	0	0
\$30,001 - \$70,000	16.67%	47,975	0	52,300	0	0
\$70,001 - \$100,000	12.50%	77,967	90,000	79,450	0	0
\$100,001 - \$150,000	20.83%	116,400	110,000	135,800	0	0
\$150,001 - \$200,000	20.83%	166,980	0	174,300	0	0
\$200,001 - \$210,000	4.17%	209,000	0	209,000	211,900	0
\$210,001 and up	20.83%	242,360	320,000	0	226,633	0
Average List Price		137,229	128,000	117,447	222,950	0
Total Closed Units	100%	137,229	5	15	4	0
Total Closed Volume		3,293,500	640.00K	1.76M	891.80K	0.00B

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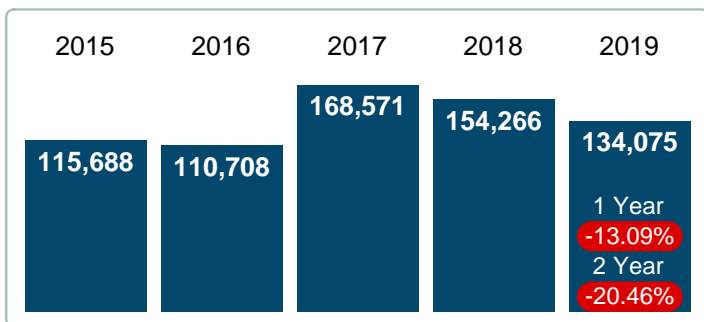
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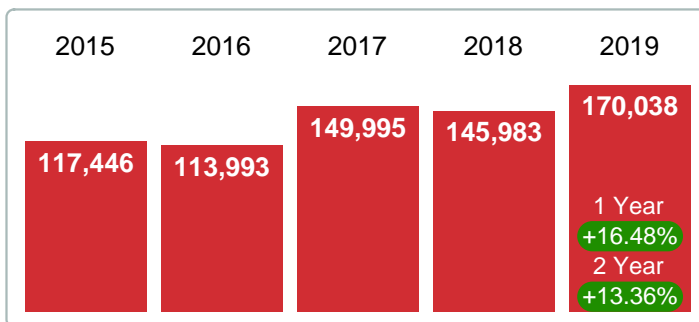
AVERAGE SOLD PRICE AT CLOSING

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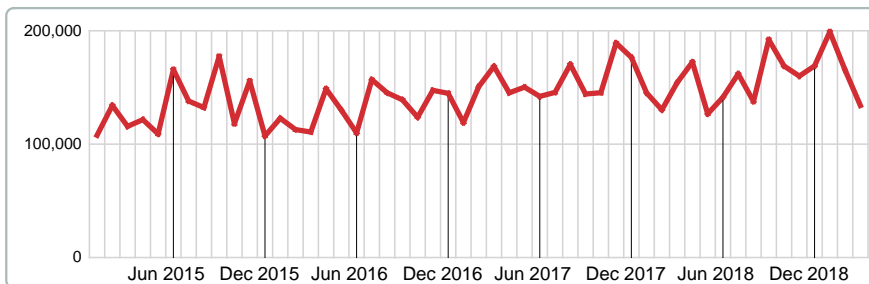
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

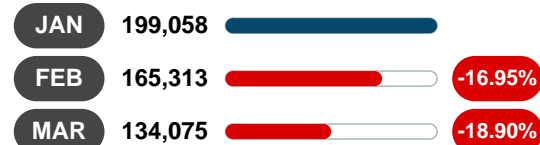


3 MONTHS

5 year MAR AVG = 136,662

High Jan 2019 199,058 Low Dec 2015 107,246

Average Sold Price at Closing this month at 134,075 below the 5 yr MAR average of 136,662



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
\$30,000 and less	8.33%	25,500	24,000	27,000	0	0
\$30,001 - \$70,000	12.50%	45,967	0	45,967	0	0
\$70,001 - \$100,000	16.67%	87,000	87,500	86,500	0	0
\$100,001 - \$150,000	25.00%	127,833	109,000	131,600	0	0
\$150,001 - \$200,000	12.50%	167,667	0	167,667	0	0
\$200,001 - \$210,000	8.33%	209,000	0	209,000	209,000	0
\$210,001 and up	16.67%	248,225	310,000	0	227,633	0
Average Sold Price		134,075	123,600	113,860	222,975	0
Total Closed Units	100%	134,075	5	15	4	0
Total Closed Volume		3,217,800	618.00K	1.71M	891.90K	0.00B

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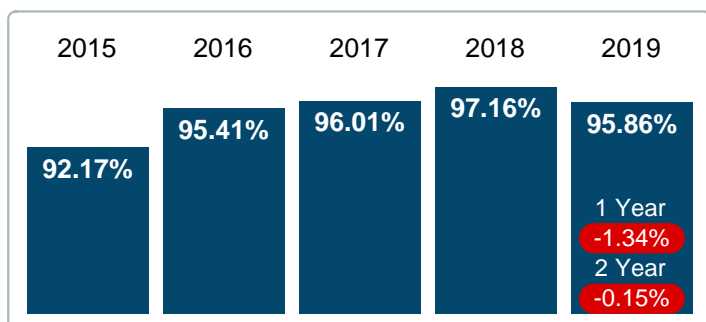
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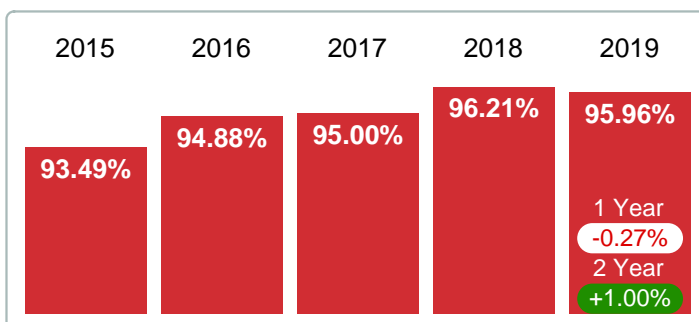
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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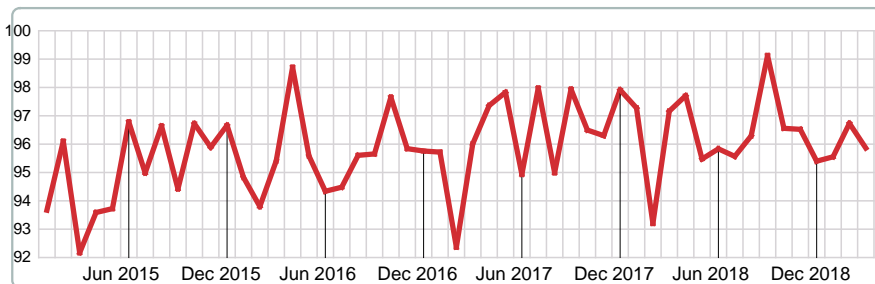
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

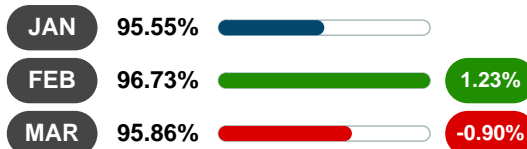


3 MONTHS

5 year MAR AVG = 95.32%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **95.86%** above the 5 yr MAR average of **95.32%**



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
\$30,000 and less	2	8.33%	78.57%	80.00%	77.14%	0.00%	0.00%
\$30,001 - \$70,000	3	12.50%	86.84%	0.00%	86.84%	0.00%	0.00%
\$70,001 - \$100,000	4	16.67%	103.25%	97.62%	108.88%	0.00%	0.00%
\$100,001 - \$150,000	6	25.00%	97.38%	99.09%	97.03%	0.00%	0.00%
\$150,001 - \$200,000	3	12.50%	96.29%	0.00%	96.29%	0.00%	0.00%
\$200,001 - \$210,000	2	8.33%	99.32%	0.00%	100.00%	98.63%	0.00%
\$210,001 and up	4	16.67%	99.57%	96.88%	0.00%	100.47%	0.00%
Average Sold/List Ratio		95.90%		94.24%	95.30%	100.01%	0.00%
Total Closed Units		24	100%	5	15	4	
Total Closed Volume		3,217,800		618.00K	1.71M	891.90K	0.00B

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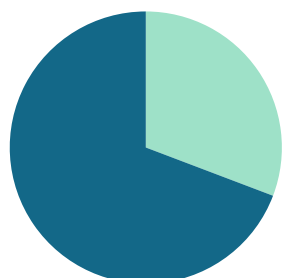
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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INVENTORY

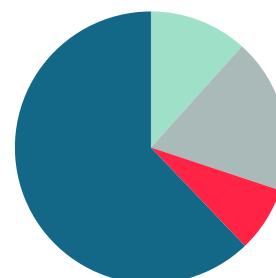


Inventory
 New Listings
56 = 30.77%
 Start Inventory
126
 Total Inventory Units
182
 Volume
\$53,919,180

Market Activity

Closed Sales
24 = 11.65%
 Pending Sales
38 = 18.45%
 Other Off Market
16 = 7.77%
 Active Inventory
128 = 62.14%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	44	24	-45.45%	89	77	-13.48%
Pending Sales	44	38	-13.64%	112	97	-13.39%
New Listings	58	56	-3.45%	176	162	-7.95%
Average List Price	158,061	137,229	-13.18%	151,301	175,456	15.96%
Average Sale Price	154,266	134,075	-13.09%	145,983	170,038	16.48%
Average Percent of Selling Price to List Price	97.16%	95.86%	-1.34%	96.21%	95.96%	-0.27%
Average Days on Market to Sale	49.23	50.96	3.52%	47.67	51.74	8.53%
Monthly Inventory	140	128	-8.57%	140	128	-8.57%
Months Supply of Inventory	4.50	3.34	-25.86%	4.50	3.34	-25.86%

Absorption: Last 12 months, an Average of **38** Sales/Month

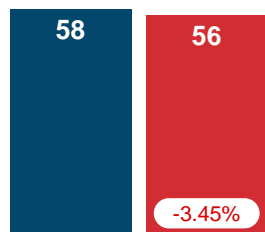
Inventory on March 31, 2019 = **128**

2018 **2019**

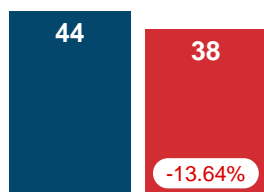
MARCH MARKET

AVERAGE PRICES

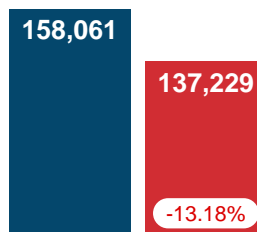
New Listings



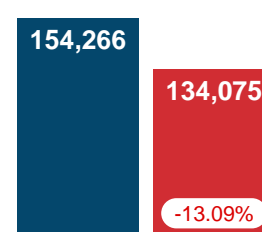
Pending Listings



List Price



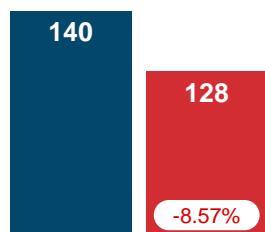
Sale Price



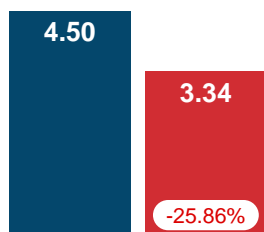
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

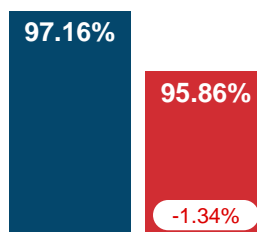
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

