

March 2019



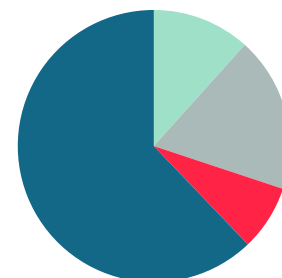
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		+/-%
	2018	2019	
Closed Listings	44	24	-45.45%
Pending Listings	44	38	-13.64%
New Listings	58	56	-3.45%
Median List Price	137,400	126,000	-8.30%
Median Sale Price	139,900	123,500	-11.72%
Median Percent of Selling Price to List Price	98.42%	97.82%	-0.61%
Median Days on Market to Sale	27.50	34.50	25.45%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **11.72%** in March 2019 to \$123,500 versus the previous year at \$139,900.

Median Days on Market Lengthens

The median number of **34.50** days that homes spent on the market before selling increased by 7.00 days or **25.45%** in March 2019 compared to last year's same month at **27.50** DOM.

Sales Success for March 2019 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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.

March 2019



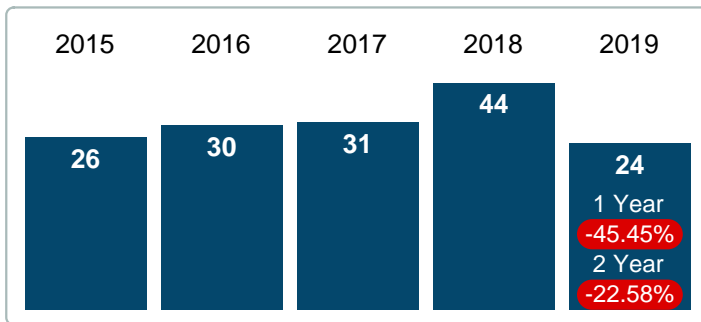
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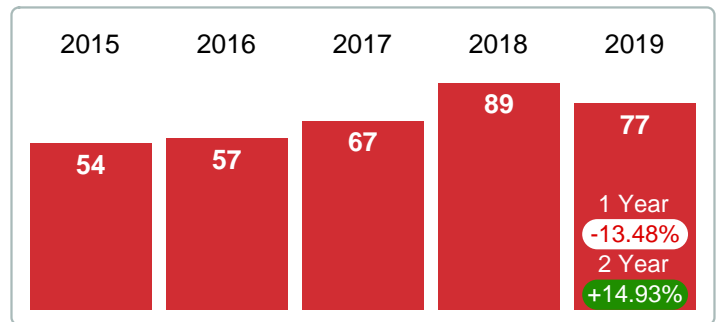
CLOSED LISTINGS

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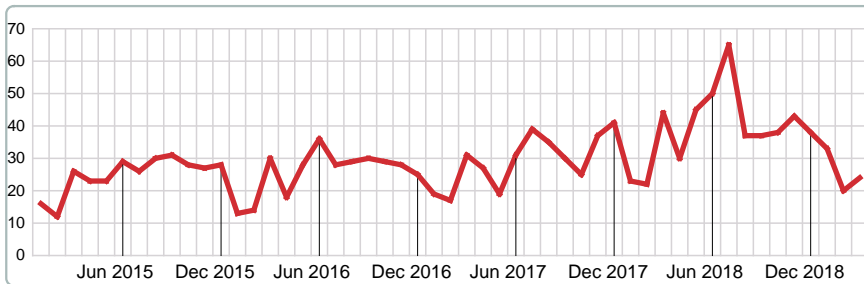
MARCH



YEAR TO DATE (YTD)

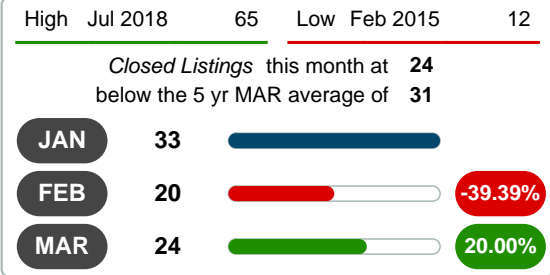


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 31



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	31.0	0	3	0	0
\$70,001 - \$100,000	4	16.67%	30.5	2	2	0	0
\$100,001 - \$150,000	6	25.00%	21.5	1	5	0	0
\$150,001 - \$200,000	3	12.50%	124.0	0	3	0	0
\$200,001 - \$210,000	2	8.33%	78.0	0	1	1	0
\$210,001 and up	4	16.67%	41.5	1	0	3	0
Total Closed Units	24			5	15	4	0
Total Closed Volume	3,217,800	100%	34.5	618.00K	1.71M	891.90K	0.00B
Median Closed Price	\$123,500			\$100,000	\$122,000	\$218,950	\$0

March 2019



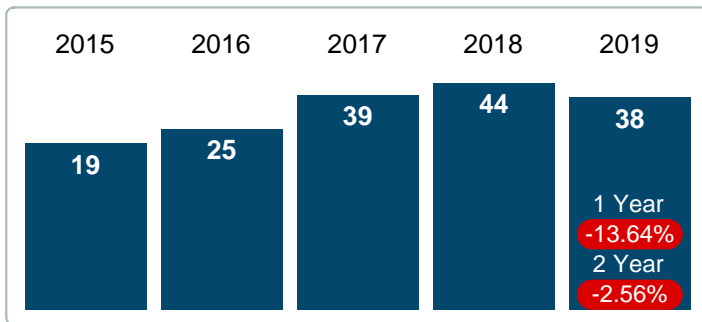
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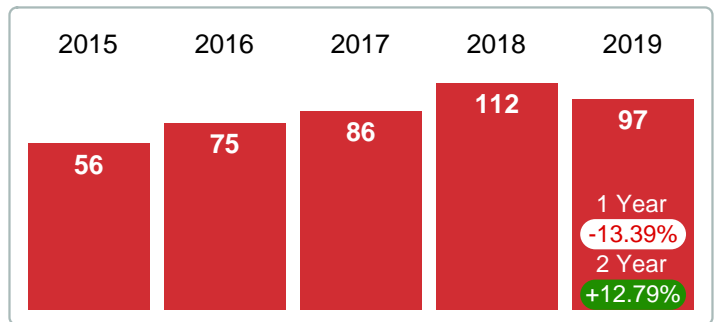
PENDING LISTINGS

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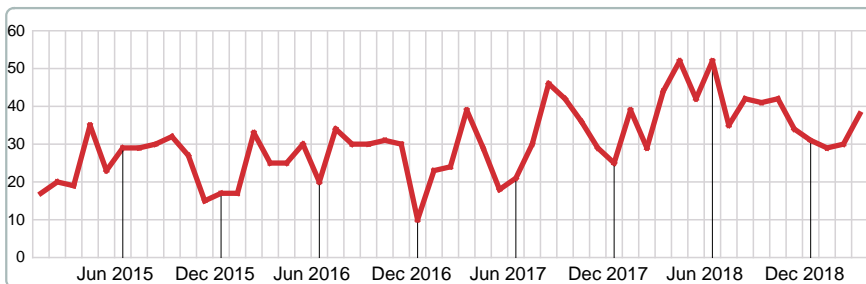
MARCH



YEAR TO DATE (YTD)

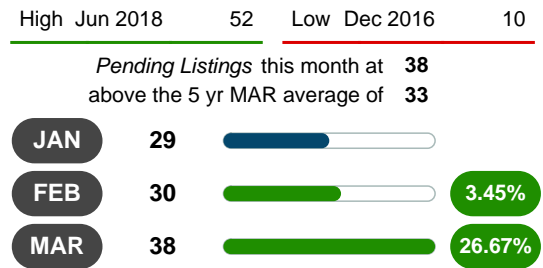


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	13.0	1	3	1	0
\$100,001 - \$150,000	8	21.05%	14.5	1	5	2	0
\$150,001 - \$175,000	5	13.16%	12.0	0	4	1	0
\$175,001 - \$200,000	8	21.05%	35.5	0	8	0	0
\$200,001 - \$225,000	5	13.16%	27.0	1	3	1	0
\$225,001 and up	6	15.79%	48.5	0	3	3	0
Total Pending Units	38			4	26	8	0
Total Pending Volume	6,702,100	100%	26.0	415.70K	4.73M	1.56M	0.00B
Median Listing Price	\$177,250			\$93,900	\$179,700	\$181,200	\$0

March 2019



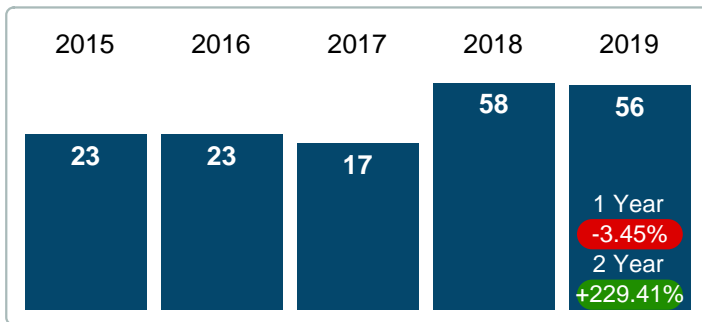
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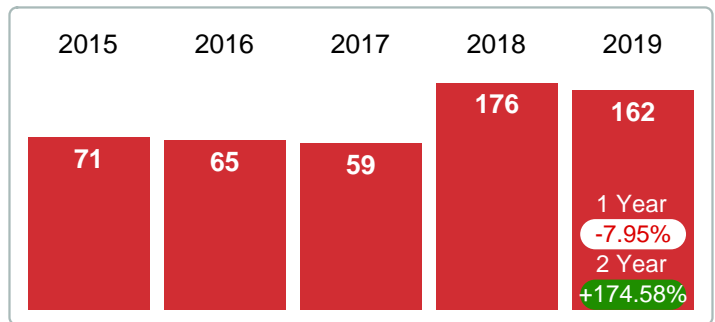
NEW LISTINGS

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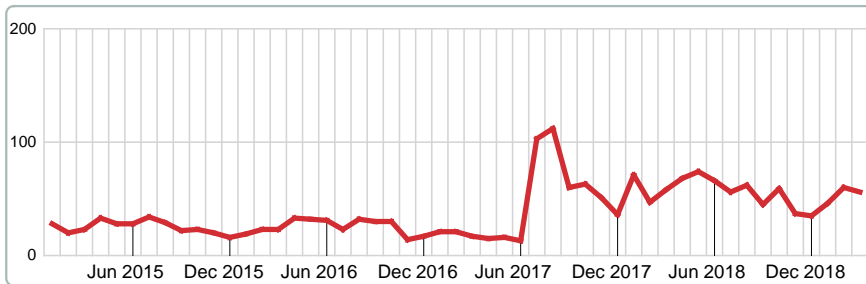
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

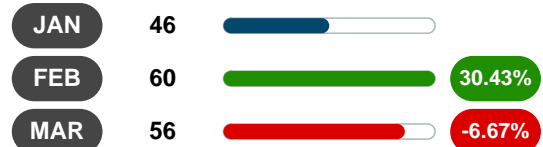


3 MONTHS

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
Median New Listed Listing Price	\$172,250		\$59,000	\$163,000	\$242,250	\$419,000

March 2019



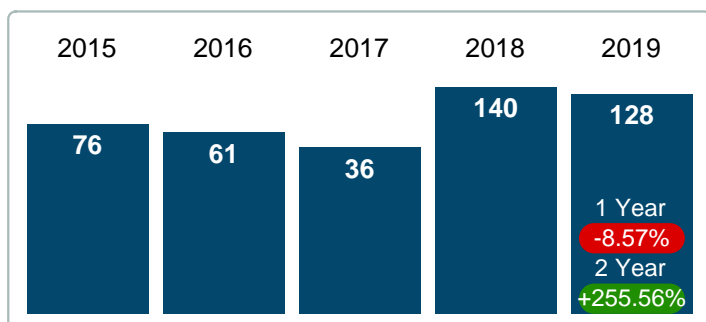
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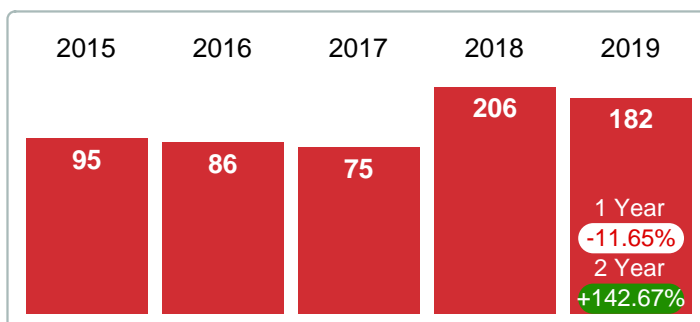
ACTIVE INVENTORY

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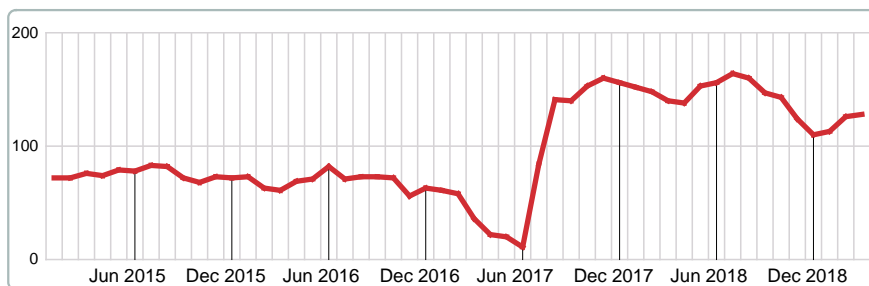
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 88

High Jul 2018 164 Low Jun 2017 11

Inventory this month at **128**
above the 5 yr MAR average of **88**

JAN	113	<div style="width: 128%;"></div>
FEB	126	<div style="width: 142.86%;"></div> 11.50%
MAR	128	<div style="width: 145.45%;"></div> 1.59%

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	12	9.38%	25.0	3	7	1	1
\$75,001 - \$125,000	14	10.94%	72.5	4	8	1	1
\$125,001 - \$150,000	13	10.16%	62.0	1	9	2	1
\$150,001 - \$250,000	42	32.81%	39.5	0	32	9	1
\$250,001 - \$375,000	18	14.06%	47.5	0	8	8	2
\$375,001 - \$550,000	16	12.50%	70.5	1	2	6	7
\$550,001 and up	13	10.16%	47.0	2	6	2	3
Total Active Inventory by Units	128			11	72	29	16
Total Active Inventory by Volume	42,161,580	100%	47.0	4.03M	21.10M	8.73M	8.31M
Median Active Inventory Listing Price	\$189,500			\$115,000	\$177,950	\$258,900	\$409,250

March 2019



Area Delimited by County Of Bryan - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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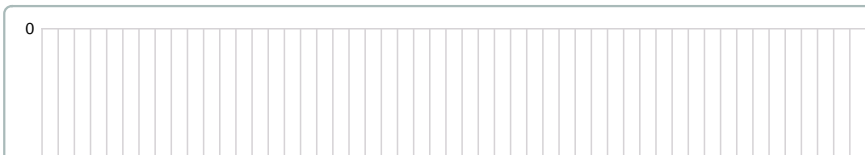
MSI FOR MARCH

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
Total Active Inventory by Units		128	100%	11	72	29	16

March 2019



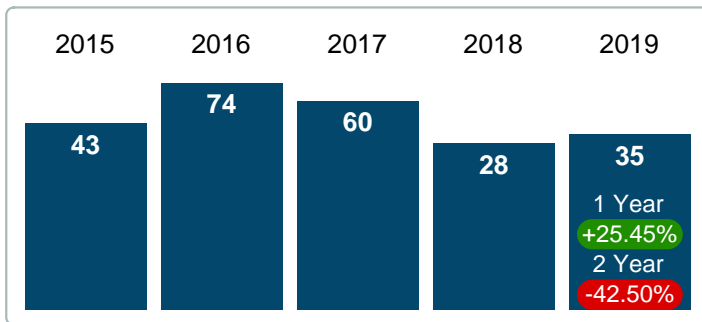
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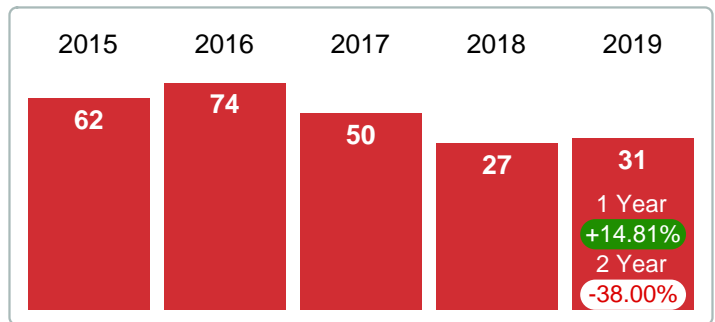
MEDIAN DAYS ON MARKET TO SALE

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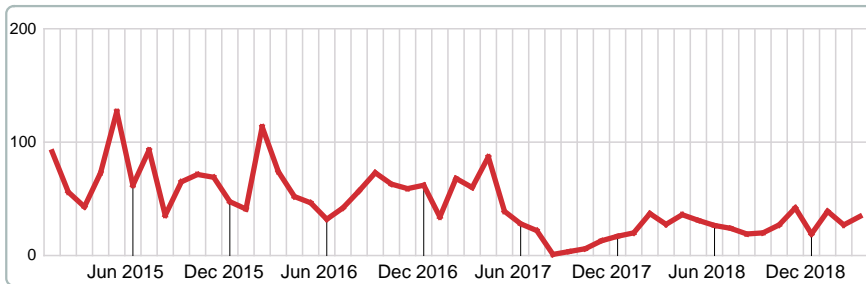
MARCH



YEAR TO DATE (YTD)

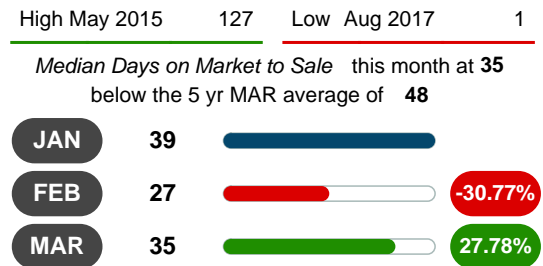


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 48



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
\$30,000 and less	2	8.33%	60	4	115	0	0
\$30,001 - \$70,000	3	12.50%	31	0	31	0	0
\$70,001 - \$100,000	4	16.67%	31	31	68	0	0
\$100,001 - \$150,000	6	25.00%	22	10	22	0	0
\$150,001 - \$200,000	3	12.50%	124	0	124	0	0
\$200,001 - \$210,000	2	8.33%	78	0	46	110	0
\$210,001 and up	4	16.67%	42	34	0	49	0
Median Closed DOM			35	16	35	80	0
Total Closed Units		100%	34.5	5	15	4	
Total Closed Volume			3,217,800	618.00K	1.71M	891.90K	0.00B

March 2019



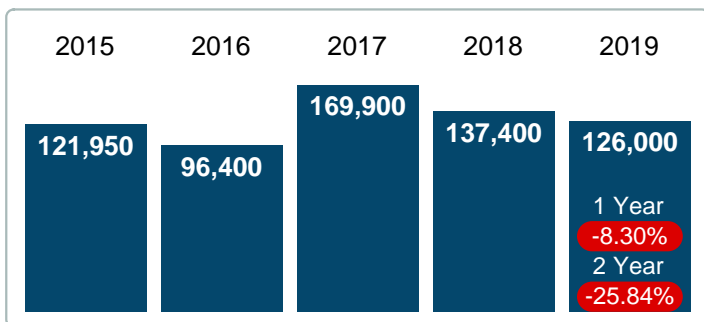
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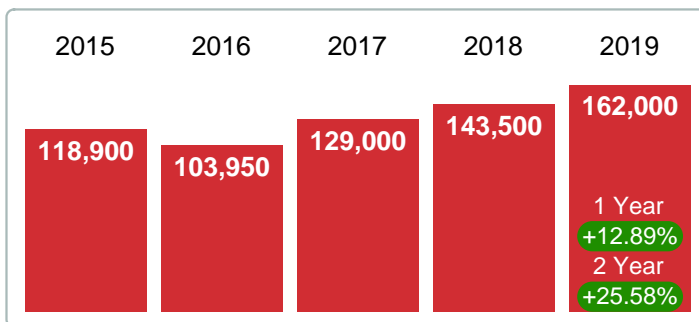
MEDIAN LIST PRICE AT CLOSING

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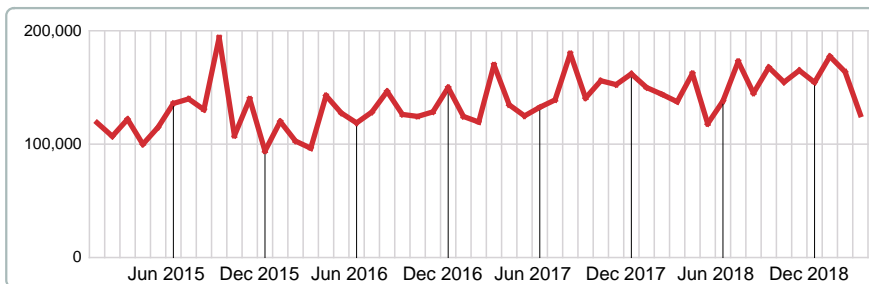
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

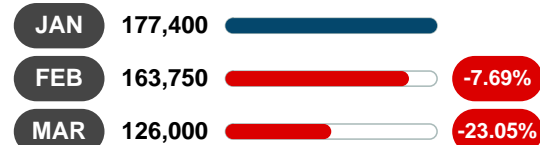


3 MONTHS

5 year MAR AVG = 130,330

High Sep 2015 194,000 Low Dec 2015 93,950

Median List Price at Closing this month at **126,000**
below the 5 yr MAR average of **130,330**



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
\$30,000 and less	1	4.17%	30,000	30,000	0	0	0
\$30,001 - \$70,000	4	16.67%	45,000	0	45,000	0	0
\$70,001 - \$100,000	3	12.50%	79,000	75,000	79,450	0	0
\$100,001 - \$150,000	5	20.83%	115,000	107,500	125,000	0	0
\$150,001 - \$200,000	5	20.83%	159,000	0	159,000	0	0
\$200,001 - \$210,000	1	4.17%	209,000	0	209,000	0	0
\$210,001 and up	5	20.83%	219,900	320,000	0	217,450	0
Median List Price			126,000	105,000	125,000	217,450	0
Total Closed Units		100%	126,000	5	15	4	
Total Closed Volume			3,293,500	640.00K	1.76M	891.80K	0.00B

March 2019



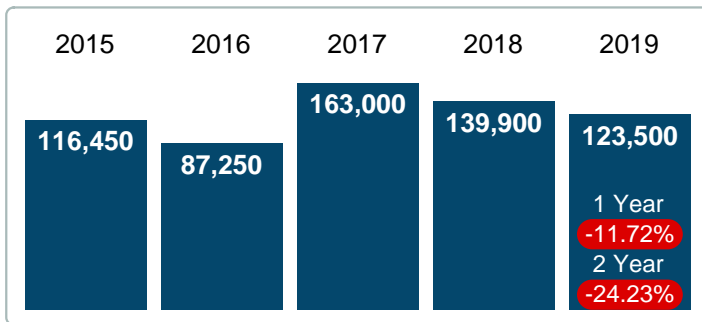
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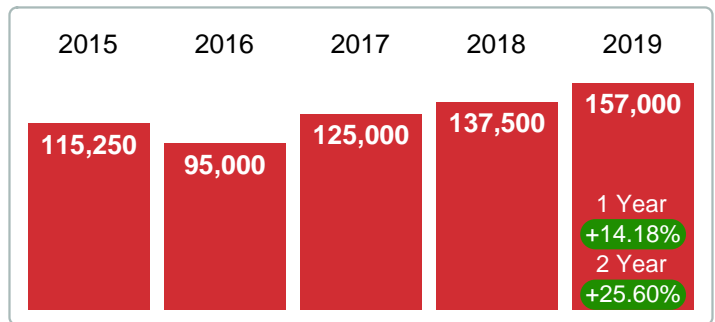
MEDIAN SOLD PRICE AT CLOSING

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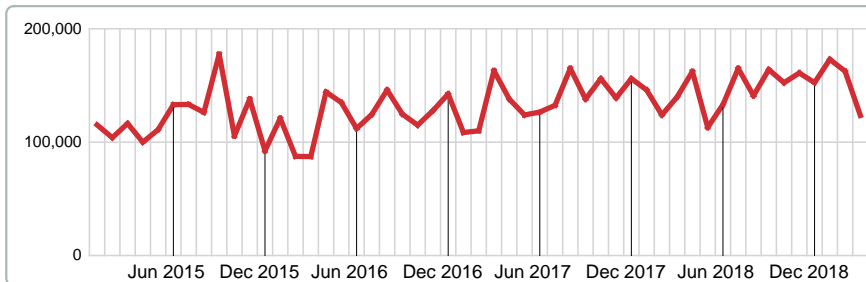
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

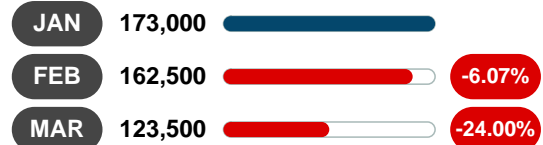


3 MONTHS

5 year MAR AVG = 126,020

High Sep 2015 177,500 Low Mar 2016 87,250

Median Sold Price at Closing this month at 123,500 below the 5 yr MAR average of 126,020



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
\$30,000 and less	8.33%	25,500	24,000	27,000	0	0
\$30,001 - \$70,000	12.50%	44,000	0	44,000	0	0
\$70,001 - \$100,000	16.67%	86,500	87,500	86,500	0	0
\$100,001 - \$150,000	25.00%	123,500	109,000	125,000	0	0
\$150,001 - \$200,000	12.50%	171,000	0	171,000	0	0
\$200,001 - \$210,000	8.33%	209,000	0	209,000	209,000	0
\$210,001 and up	16.67%	232,450	310,000	0	219,900	0
Median Sold Price		123,500	100,000	122,000	218,950	0
Total Closed Units	100%	24	5	15	4	
Total Closed Volume		3,217,800	618.00K	1.71M	891.90K	0.00B

March 2019



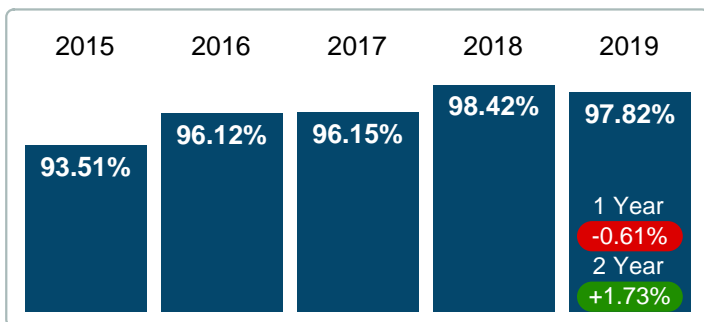
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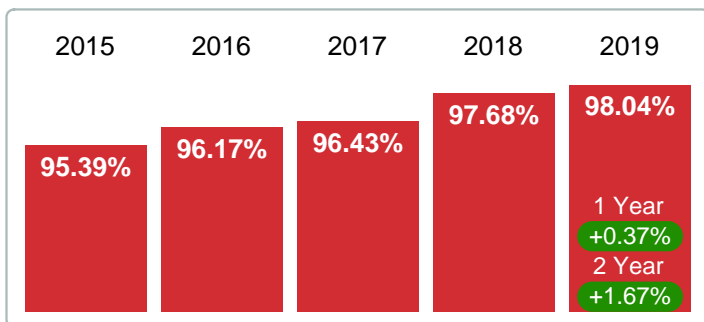
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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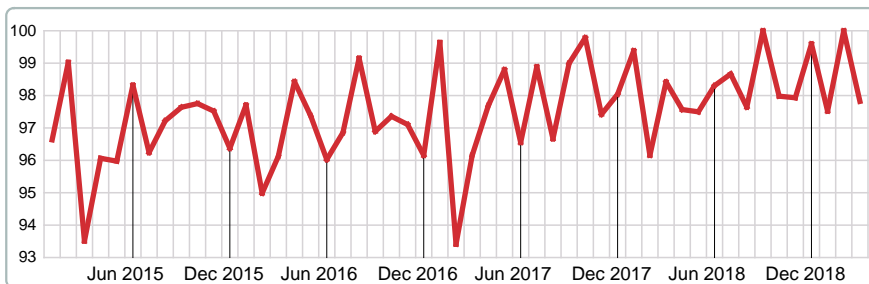
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

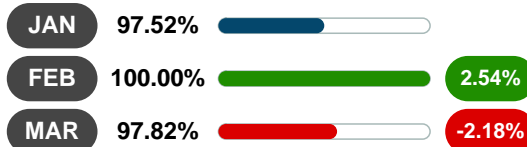


3 MONTHS

5 year MAR AVG = 96.40%

High Feb 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **97.82%**
above the 5 yr MAR average of **96.40%**



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
\$30,000 and less	2	8.33%	78.57%	80.00%	77.14%	0.00%	0.00%
\$30,001 - \$70,000	3	12.50%	88.00%	0.00%	88.00%	0.00%	0.00%
\$70,001 - \$100,000	4	16.67%	104.13%	97.62%	108.88%	0.00%	0.00%
\$100,001 - \$150,000	6	25.00%	97.82%	99.09%	97.60%	0.00%	0.00%
\$150,001 - \$200,000	3	12.50%	95.72%	0.00%	95.72%	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%	100.00%	96.88%	0.00%	100.00%	0.00%
Median Sold/List Ratio		97.82%		96.88%	97.39%	100.00%	0.00%
Total Closed Units		24	100%	5	15	4	
Total Closed Volume		3,217,800		618.00K	1.71M	891.90K	0.00B

March 2019



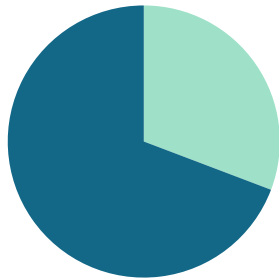
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

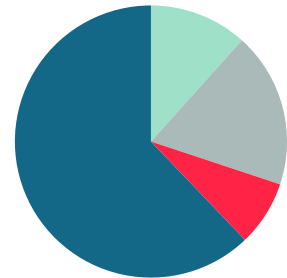


Inventory
 New Listings
56 = 30.77%
 Start Inventory
126
 Total Inventory Units
182
 Volume
\$53,919,180

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%
Median List Price	137,400	126,000	-8.30%	143,500	162,000	12.89%
Median Sale Price	139,900	123,500	-11.72%	137,500	157,000	14.18%
Median Percent of Selling Price to List Price	98.42%	97.82%	-0.61%	97.68%	98.04%	0.37%
Median Days on Market to Sale	27.50	34.50	25.45%	27.00	31.00	14.81%
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

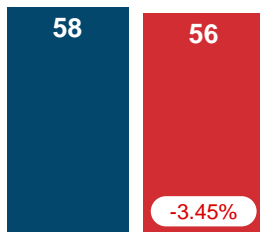
Inventory on March 31, 2019 = **128**

2018 **2019**

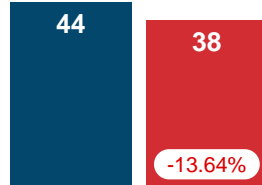
MARCH MARKET

MEDIAN PRICES

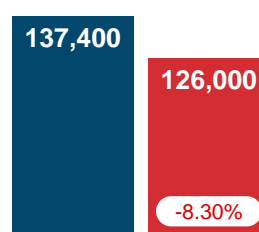
New Listings



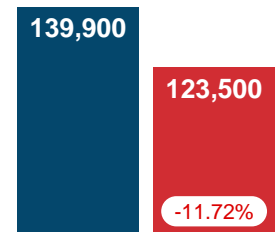
Pending Listings



List Price



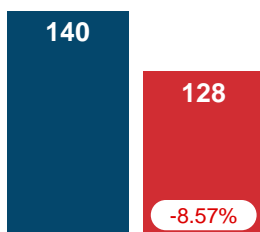
Sale Price



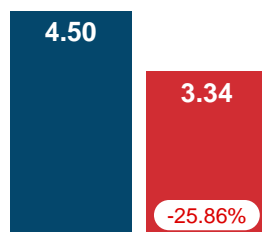
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

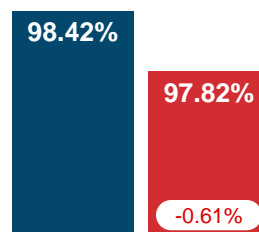
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

