

March 2019



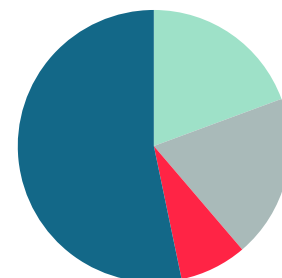
Area Delimited by County Of Creek - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	61	68	11.48%
Pending Listings	68	68	0.00%
New Listings	100	98	-2.00%
Average List Price	176,862	125,047	-29.30%
Average Sale Price	171,502	121,697	-29.04%
Average Percent of Selling Price to List Price	97.69%	96.61%	-1.11%
Average Days on Market to Sale	57.75	47.46	-17.83%
End of Month Inventory	213	187	-12.21%
Months Supply of Inventory	3.52	3.15	-10.36%



■ Closed (19.37%)
■ Pending (19.37%)
■ Other OffMarket (7.98%)
■ Active (53.28%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of March 31, 2019 = **187**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **12.21%** to 187 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **3.15** 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 **29.04%** in March 2019 to \$121,697 versus the previous year at \$171,502.

Average Days on Market Shortens

The average number of **47.46** days that homes spent on the market before selling decreased by 10.30 days or **17.83%** in March 2019 compared to last year's same month at **57.75** DOM.

Sales Success for March 2019 is Positive

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

There were 98 New Listings in March 2019, down **2.00%** from last year at 100. Furthermore, there were 68 Closed Listings this month versus last year at 61, a **11.48%** increase.

Closed versus Listed trends yielded a **69.4%** ratio, up from previous year's, March 2018, at **61.0%**, a **13.75%** 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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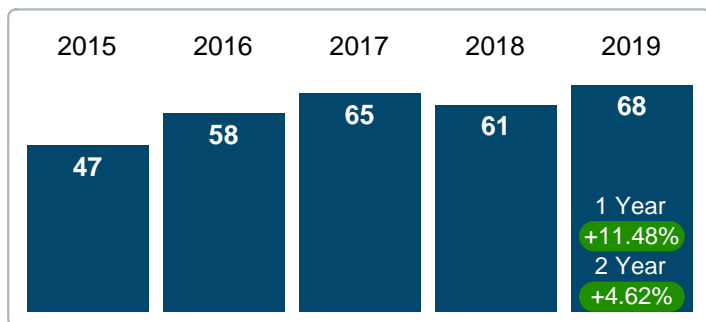
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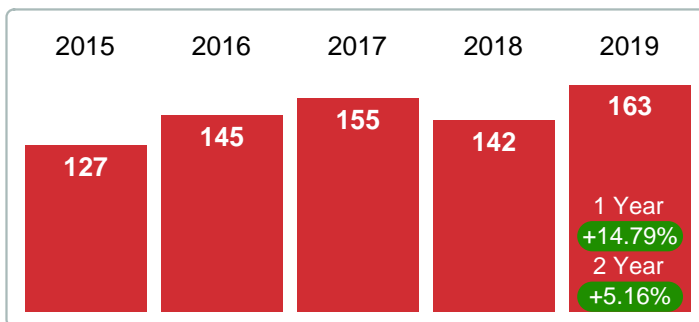
CLOSED LISTINGS

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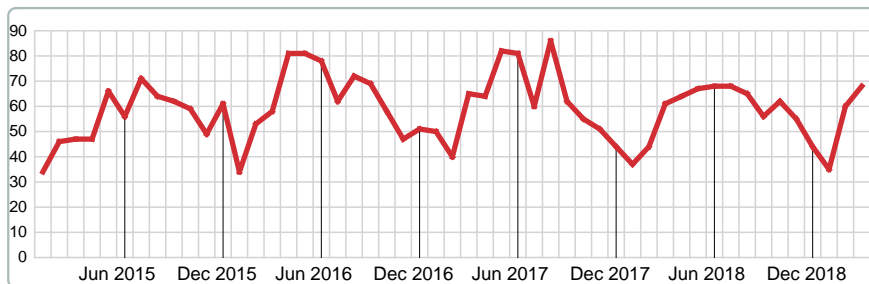
MARCH



YEAR TO DATE (YTD)

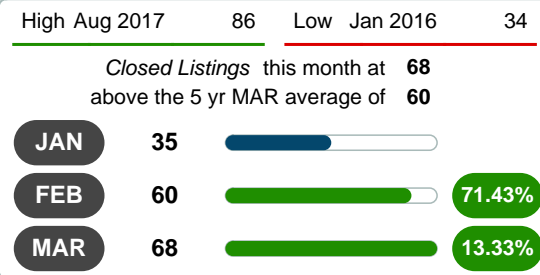


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 60



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	3	4.41%	22.0	1	1	1	0
\$30,001 - \$70,000	14	20.59%	58.4	5	9	0	0
\$70,001 - \$90,000	7	10.29%	32.7	2	5	0	0
\$90,001 - \$140,000	18	26.47%	43.5	3	12	2	1
\$140,001 - \$160,000	9	13.24%	29.8	1	7	1	0
\$160,001 - \$190,000	8	11.76%	35.9	0	8	0	0
\$190,001 and up	9	13.24%	86.2	1	3	5	0
Total Closed Units	68			13	45	9	1
Total Closed Volume	8,275,385	100%	47.5	1.15M	5.43M	1.60M	97.75K
Average Closed Price	\$121,697			\$88,346	\$120,567	\$178,178	\$97,750

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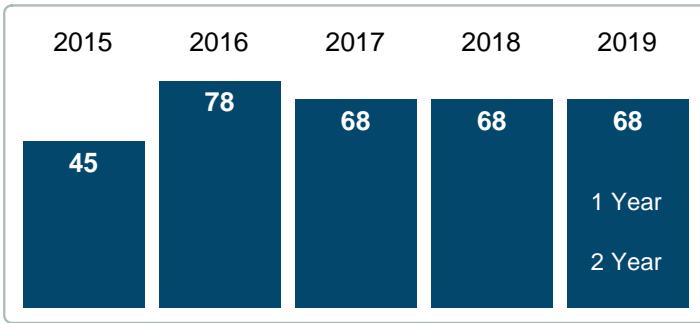
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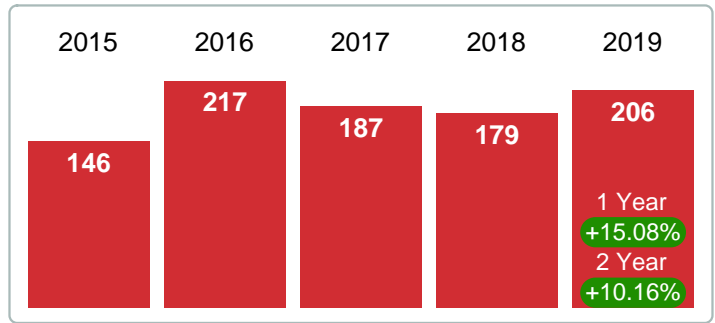
PENDING LISTINGS

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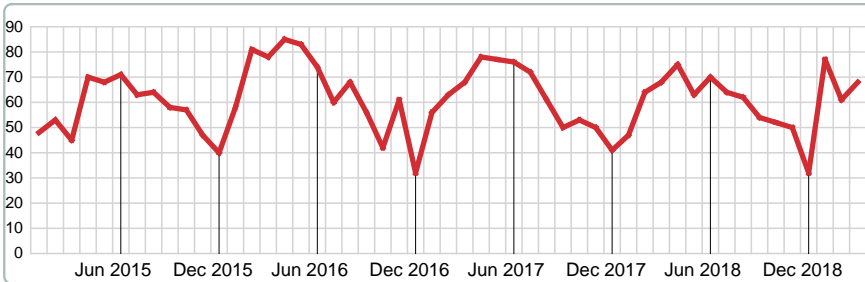
MARCH



YEAR TO DATE (YTD)

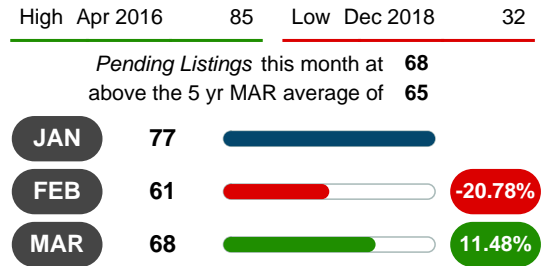


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 65



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.82%	63.2	2	4	0	0
\$40,001 - \$80,000	11	16.18%	54.7	2	8	0	1
\$80,001 - \$90,000	7	10.29%	50.7	1	6	0	0
\$90,001 - \$150,000	18	26.47%	27.9	0	16	1	1
\$150,001 - \$190,000	10	14.71%	36.5	0	8	2	0
\$190,001 - \$250,000	9	13.24%	24.6	0	7	2	0
\$250,001 and up	7	10.29%	43.3	0	3	4	0
Total Pending Units	68			5	52	9	2
Total Pending Volume	9,671,303	100%	36.9	288.70K	6.98M	2.19M	208.90K
Average Listing Price	\$140,674			\$57,740	\$134,221	\$243,801	\$104,450

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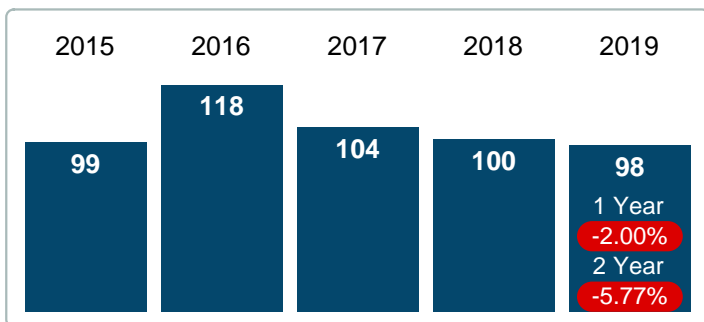
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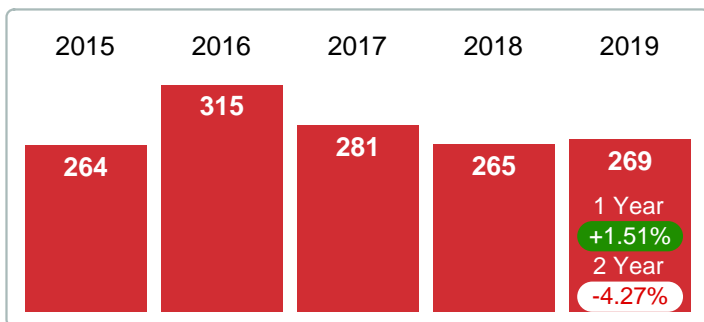
NEW LISTINGS

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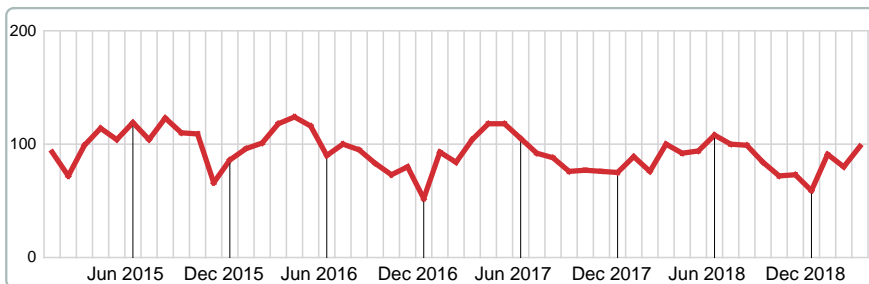
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

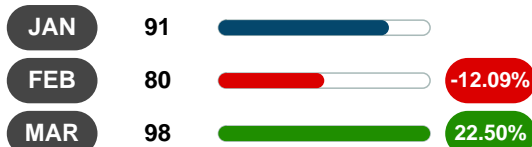


3 MONTHS

5 year MAR AVG = 104

High Apr 2016 124 Low Dec 2016 52

New Listings this month at 98
 below the 5 yr MAR average of 104



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	6	6.12%	1	4	1	0
\$50,001 - \$75,000	6	6.12%	1	4	1	0
\$75,001 - \$125,000	24	24.49%	4	18	2	0
\$125,001 - \$175,000	21	21.43%	2	16	3	0
\$175,001 - \$225,000	12	12.24%	0	7	5	0
\$225,001 - \$400,000	19	19.39%	0	10	8	1
\$400,001 and up	10	10.20%	0	1	4	5
Total New Listed Units	98		8	60	24	6
Total New Listed Volume	20,364,363	100%	739.40K	9.03M	6.85M	3.74M
Average New Listed Listing Price	\$170,119		\$92,425	\$150,534	\$285,463	\$623,633

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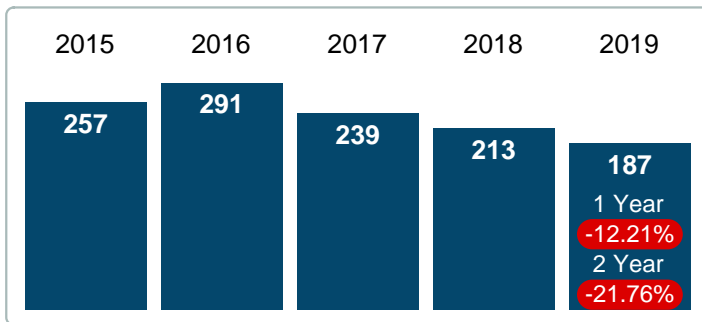
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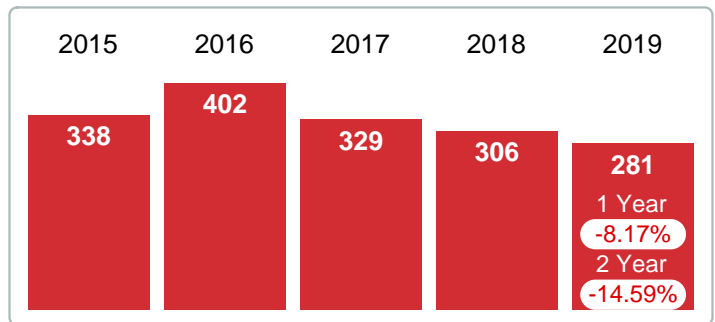
ACTIVE INVENTORY

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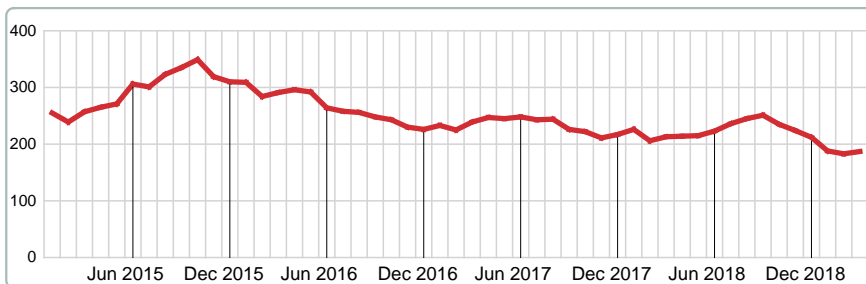
END OF MARCH



ACTIVE DURING MARCH

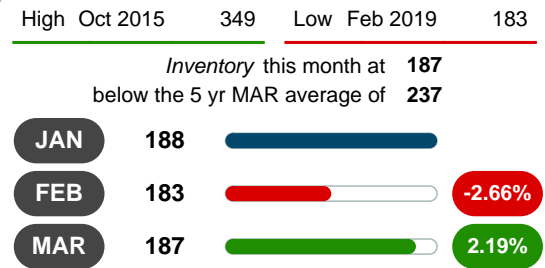


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 237



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	11	5.88%	48.7	5	5	1	0
\$50,001 - \$75,000	23	12.30%	60.4	9	13	1	0
\$75,001 - \$100,000	23	12.30%	72.1	7	15	0	1
\$100,001 - \$200,000	59	31.55%	103.6	5	42	11	1
\$200,001 - \$275,000	24	12.83%	70.5	0	11	13	0
\$275,001 - \$450,000	27	14.44%	80.4	0	7	16	4
\$450,001 and up	20	10.70%	65.7	1	3	9	7
Total Active Inventory by Units	187			27	96	51	13
Total Active Inventory by Volume	42,233,920	100%	79.5	2.81M	15.32M	17.98M	6.13M
Average Active Inventory Listing Price	\$225,850			\$104,119	\$159,546	\$352,514	\$471,392

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Area Delimited by County Of Creek - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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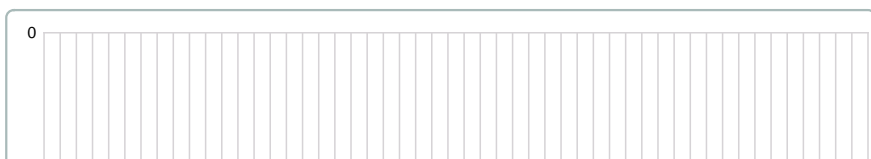
MSI FOR MARCH

2015	2016	2017	2018	2019

INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
187	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
\$50,000 and less	11	5.88%	1.91	2.00	1.58	12.00	0.00
\$50,001 - \$75,000	23	12.30%	4.18	4.32	4.46	3.00	0.00
\$75,001 - \$100,000	23	12.30%	2.91	4.67	2.65	0.00	12.00
\$100,001 - \$200,000	59	31.55%	2.06	2.86	1.92	2.54	1.50
\$200,001 - \$275,000	24	12.83%	3.84	0.00	2.87	6.24	0.00
\$275,001 - \$450,000	27	14.44%	5.89	0.00	4.94	6.19	6.86
\$450,001 and up	20	10.70%	26.67	0.00	36.00	21.60	28.00
Market Supply of Inventory (MSI)			3.15	3.41	2.47	4.86	6.50
Total Active Inventory by Units		100%	3.15	27	96	51	13

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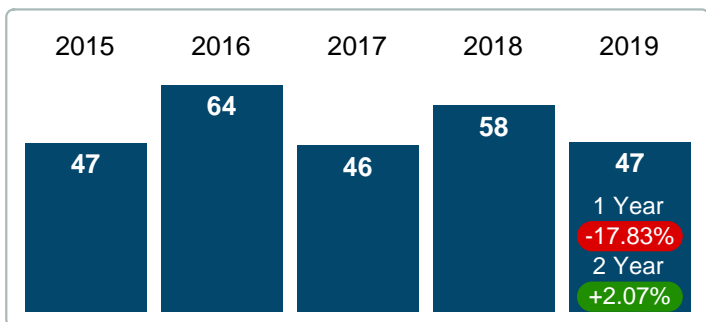
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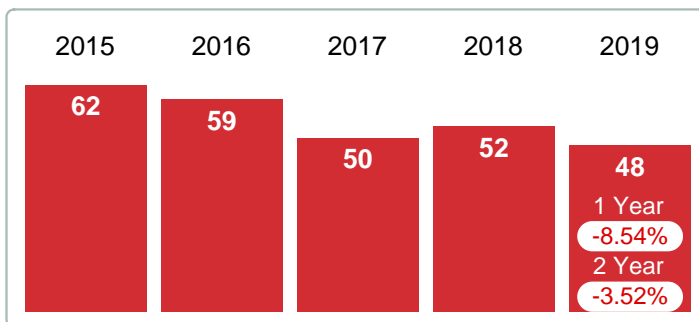
AVERAGE DAYS ON MARKET TO SALE

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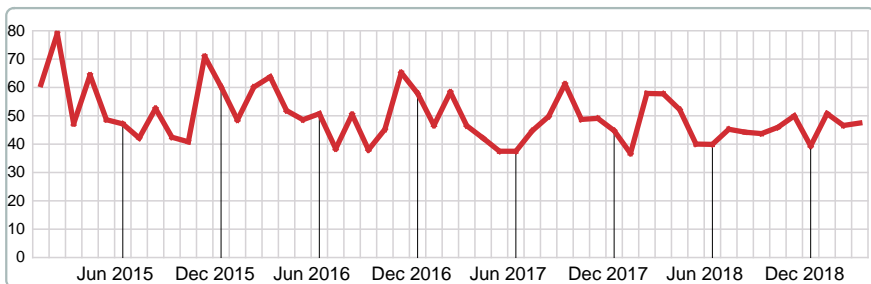
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

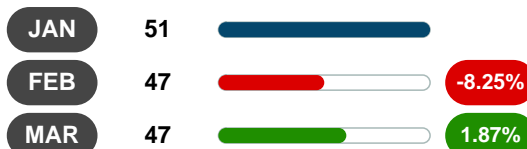


3 MONTHS

5 year MAR AVG = 53

High Feb 2015 79 Low Jan 2018 37

Average Days on Market to Sale this month at 47 below the 5 yr MAR average of 53



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	4.41%	22	57	1	8	0
\$30,001 - \$70,000	20.59%	58	79	47	0	0
\$70,001 - \$90,000	10.29%	33	11	41	0	0
\$90,001 - \$140,000	26.47%	44	28	34	144	1
\$140,001 - \$160,000	13.24%	30	14	20	112	0
\$160,001 - \$190,000	11.76%	36	0	36	0	0
\$190,001 and up	13.24%	86	157	20	112	0
Average Closed DOM		47	56	34	107	1
Total Closed Units	100%	47	13	45	9	1
Total Closed Volume		8,275,385	1.15M	5.43M	1.60M	97.75K

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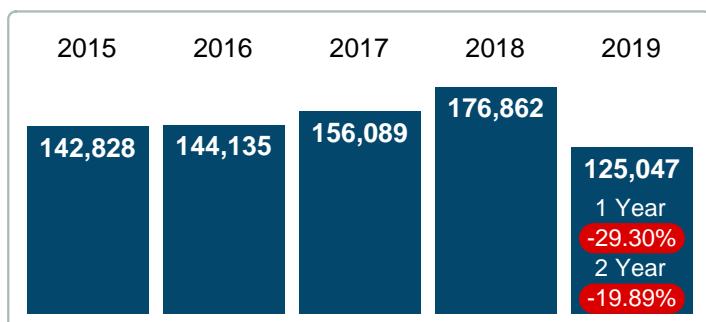
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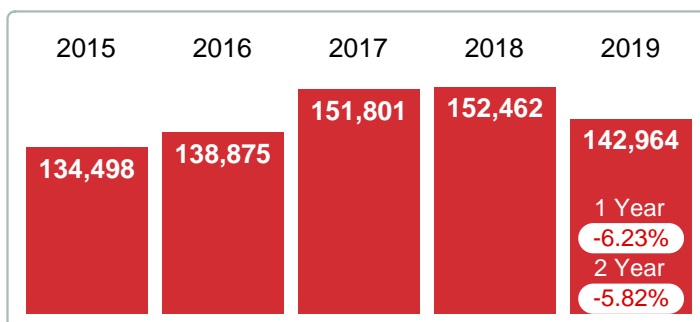
AVERAGE LIST PRICE AT CLOSING

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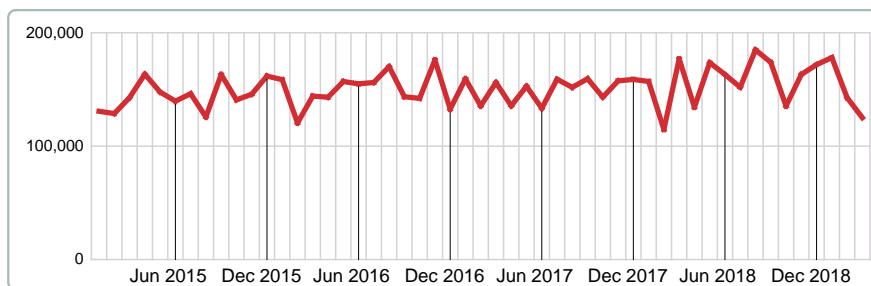
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

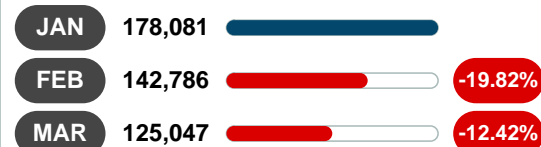


3 MONTHS

5 year MAR AVG = 148,992

High Aug 2018 184,937 Low Feb 2018 114,760

Average List Price at Closing this month at **125,047**
below the 5 yr MAR average of **148,992**



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	4.41%	18,997	30,000	9,990	17,000	0
\$30,001 - \$70,000	19.12%	55,615	60,200	54,833	0	0
\$70,001 - \$90,000	10.29%	79,943	79,650	83,960	0	0
\$90,001 - \$140,000	26.47%	116,121	107,333	122,703	125,000	99,750
\$140,001 - \$160,000	14.71%	149,114	148,000	149,734	150,000	0
\$160,001 - \$190,000	11.76%	178,263	0	178,263	0	0
\$190,001 and up	13.24%	239,578	205,000	228,400	253,200	0
Average List Price		125,047	89,638	123,448	187,000	99,750
Total Closed Units	100%	125,047	13	45	9	1
Total Closed Volume		8,503,206	1.17M	5.56M	1.68M	99.75K

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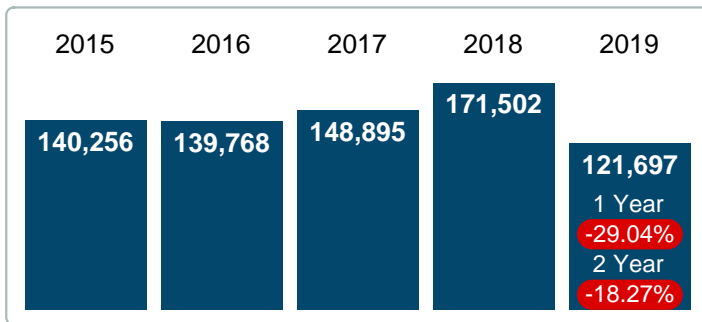
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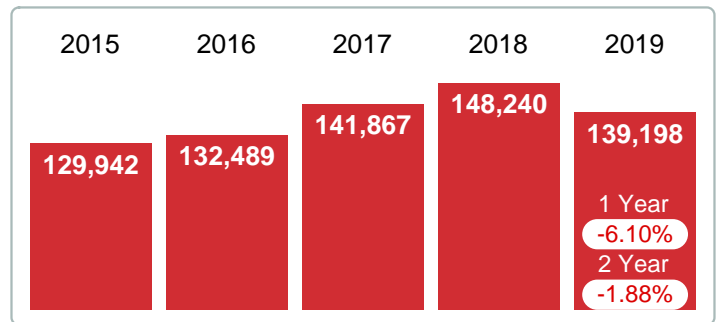
AVERAGE SOLD PRICE AT CLOSING

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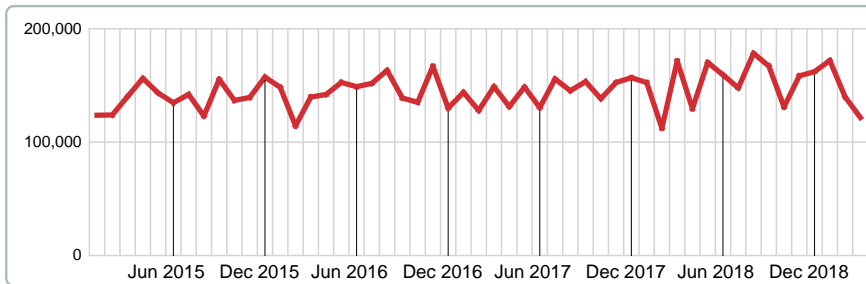
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

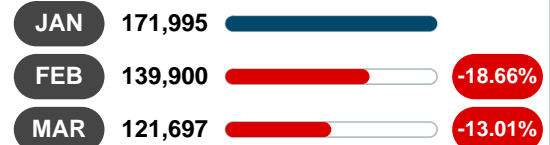


3 MONTHS

5 year MAR AVG = 144,424

High Aug 2018 178,264 Low Feb 2018 112,345

Average Sold Price at Closing this month at 121,697 below the 5 yr MAR average of 144,424



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	4.41%	16,667	25,000	9,000	16,000	0
\$30,001 - \$70,000	20.59%	51,993	59,200	47,989	0	0
\$70,001 - \$90,000	10.29%	81,371	79,750	82,020	0	0
\$90,001 - \$140,000	26.47%	117,042	108,333	119,742	123,550	97,750
\$140,001 - \$160,000	13.24%	149,637	148,000	149,819	150,000	0
\$160,001 - \$190,000	11.76%	177,275	0	177,275	0	0
\$190,001 and up	13.24%	228,467	195,000	223,567	238,100	0
Average Sold Price		121,697	88,346	120,567	178,178	97,750
Total Closed Units	100%	121,697	13	45	9	1
Total Closed Volume		8,275,385	1.15M	5.43M	1.60M	97.75K

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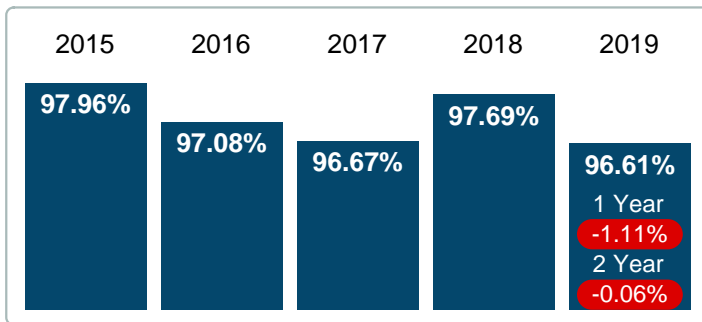
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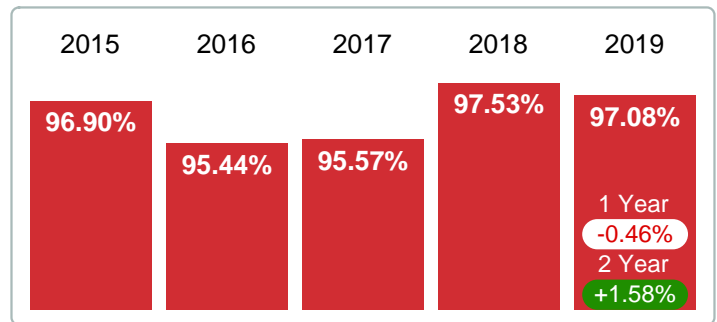
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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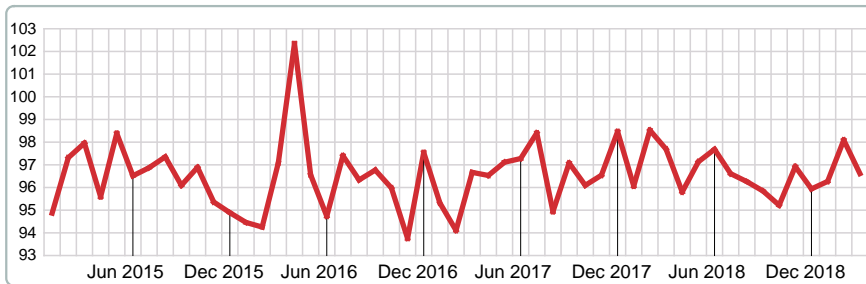
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

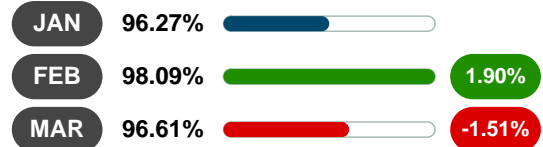


3 MONTHS

5 year MAR AVG = 97.20%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **96.61%**
equal to 5 yr MAR average of **97.20%**



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	3	4.41%	89.18%	83.33%	90.09%	94.12%	0.00%
\$30,001 - \$70,000	14	20.59%	91.62%	98.19%	87.96%	0.00%	0.00%
\$70,001 - \$90,000	7	10.29%	98.62%	100.54%	97.85%	0.00%	0.00%
\$90,001 - \$140,000	18	26.47%	98.33%	101.08%	97.62%	98.65%	97.99%
\$140,001 - \$160,000	9	13.24%	100.04%	100.00%	100.06%	100.00%	0.00%
\$160,001 - \$190,000	8	11.76%	99.44%	0.00%	99.44%	0.00%	0.00%
\$190,001 and up	9	13.24%	95.91%	95.12%	98.31%	94.63%	0.00%
Average Sold/List Ratio		96.60%		97.98%	96.30%	96.06%	97.99%
Total Closed Units		68	100%	13	45	9	1
Total Closed Volume		8,275,385		1.15M	5.43M	1.60M	97.75K

March 2019



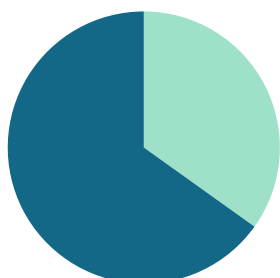
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

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

INVENTORY

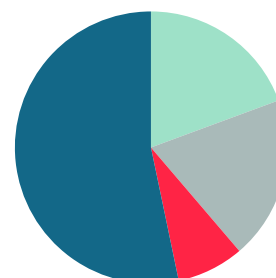


Inventory
 New Listings
98 = 34.88%
 Start Inventory
183
 Total Inventory Units
281
 Volume
\$58,381,823

Market Activity

Closed Sales
68 = 19.37%
 Pending Sales
68 = 19.37%
 Other Off Market
28 = 7.98%
 Active Inventory
187 = 53.28%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	61	68	11.48%	142	163	14.79%
Pending Sales	68	68	0.00%	179	206	15.08%
New Listings	100	98	-2.00%	265	269	1.51%
Average List Price	176,862	125,047	-29.30%	152,462	142,964	-6.23%
Average Sale Price	171,502	121,697	-29.04%	148,240	139,198	-6.10%
Average Percent of Selling Price to List Price	97.69%	96.61%	-1.11%	97.53%	97.08%	-0.46%
Average Days on Market to Sale	57.75	47.46	-17.83%	52.32	47.85	-8.54%
Monthly Inventory	213	187	-12.21%	213	187	-12.21%
Months Supply of Inventory	3.52	3.15	-10.36%	3.52	3.15	-10.36%

Absorption: Last 12 months, an Average of **59** Sales/Month

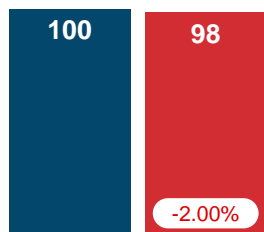
Inventory on March 31, 2019 = **187**

2018 **2019**

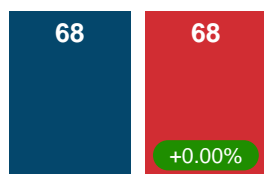
MARCH MARKET

AVERAGE PRICES

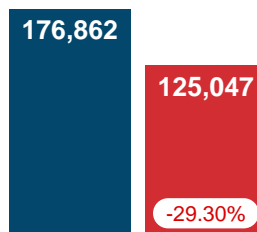
New Listings



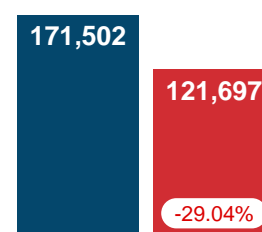
Pending Listings



List Price



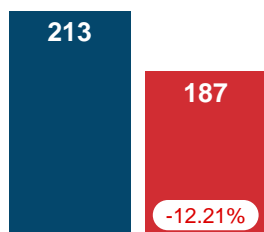
Sale Price



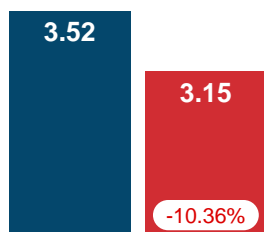
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

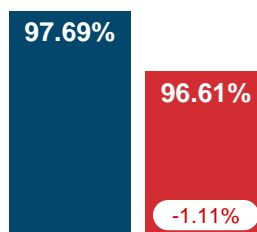
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

