

March 2019



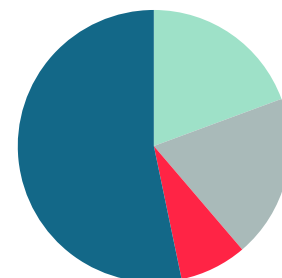
Area Delimited by County Of Creek - Residential Property Type



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%
Median List Price	134,900	129,250	-4.19%
Median Sale Price	135,000	125,500	-7.04%
Median Percent of Selling Price to List Price	99.71%	100.00%	0.29%
Median Days on Market to Sale	31.00	29.50	-4.84%
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.

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 **7.04%** in March 2019 to \$125,500 versus the previous year at \$135,000.

Median Days on Market Shortens

The median number of **29.50** days that homes spent on the market before selling decreased by 1.50 days or **4.84%** in March 2019 compared to last year's same month at **31.00** DOM.

Sales Success for March 2019 is Positive

Overall, with Median 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®

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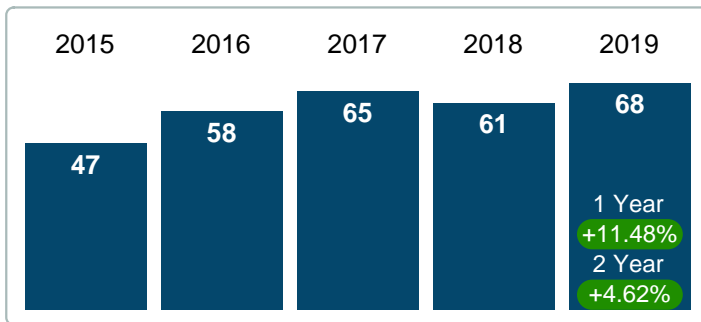
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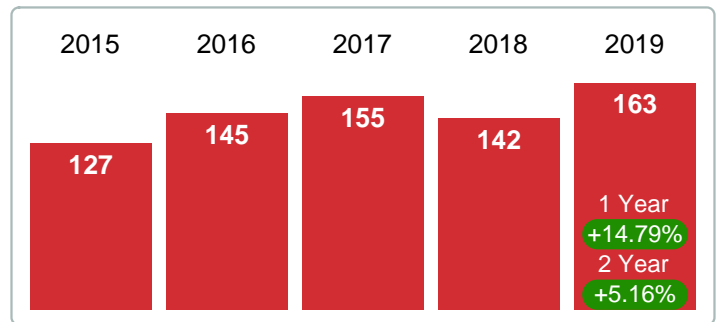
CLOSED LISTINGS

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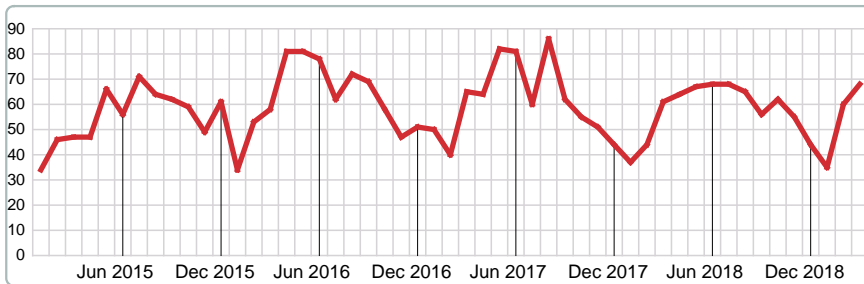
MARCH



YEAR TO DATE (YTD)

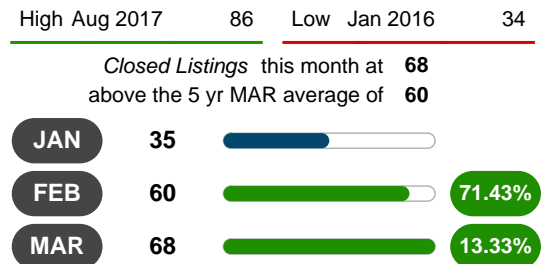


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	4.41%	8.0	1	1	1	0
\$30,001 - \$70,000	14	20.59%	50.0	5	9	0	0
\$70,001 - \$90,000	7	10.29%	13.0	2	5	0	0
\$90,001 - \$140,000	18	26.47%	10.0	3	12	2	1
\$140,001 - \$160,000	9	13.24%	17.0	1	7	1	0
\$160,001 - \$190,000	8	11.76%	8.5	0	8	0	0
\$190,001 and up	9	13.24%	91.0	1	3	5	0
Total Closed Units	68			13	45	9	1
Total Closed Volume	8,275,385	100%	29.5	1.15M	5.43M	1.60M	97.75K
Median Closed Price	\$125,500			\$77,000	\$130,000	\$191,000	\$97,750

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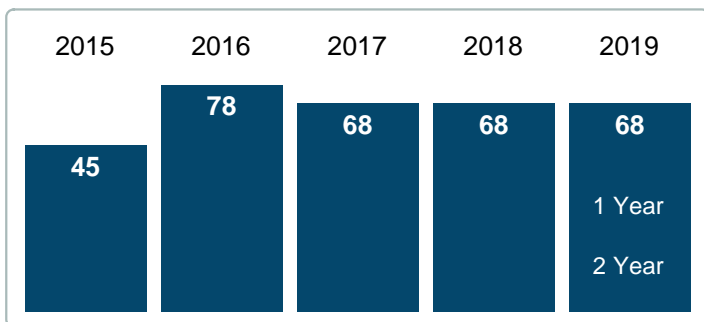
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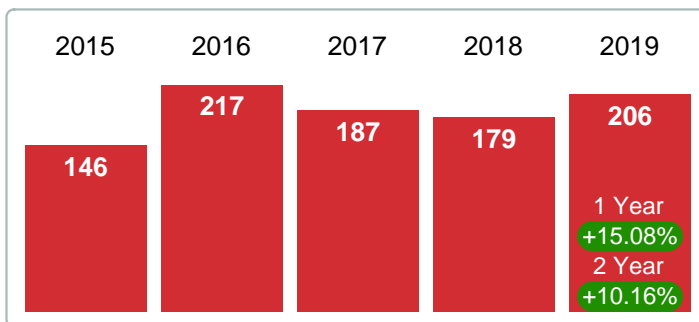
PENDING LISTINGS

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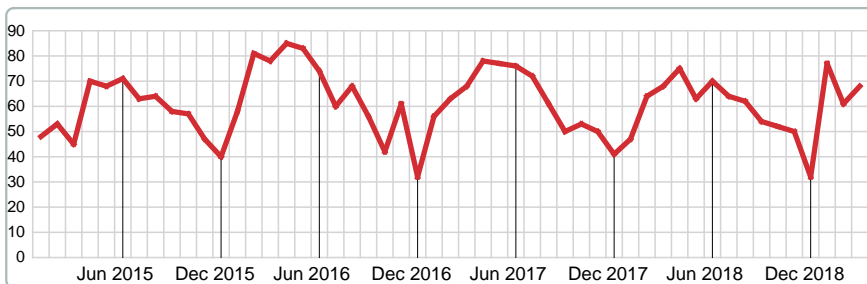
MARCH



YEAR TO DATE (YTD)

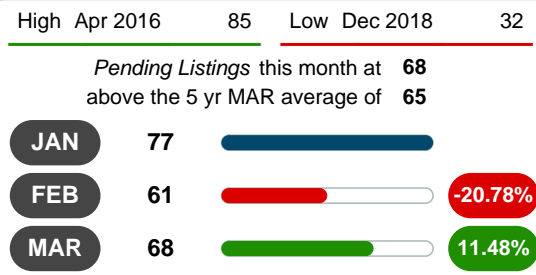


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 65



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.82%	14.5	2	4	0	0
\$40,001 - \$80,000	11	16.18%	41.0	2	8	0	1
\$80,001 - \$90,000	7	10.29%	38.0	1	6	0	0
\$90,001 - \$150,000	18	26.47%	21.0	0	16	1	1
\$150,001 - \$190,000	10	14.71%	22.0	0	8	2	0
\$190,001 - \$250,000	9	13.24%	2.0	0	7	2	0
\$250,001 and up	7	10.29%	16.0	0	3	4	0
Total Pending Units	68			5	52	9	2
Total Pending Volume	9,671,303	100%	22.5	288.70K	6.98M	2.19M	208.90K
Median Listing Price	\$129,900			\$65,000	\$127,450	\$225,000	\$104,450

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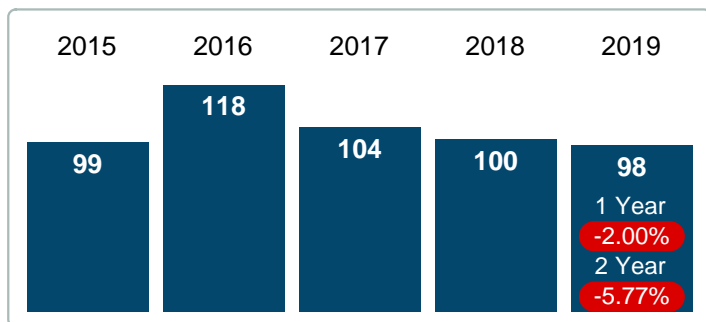
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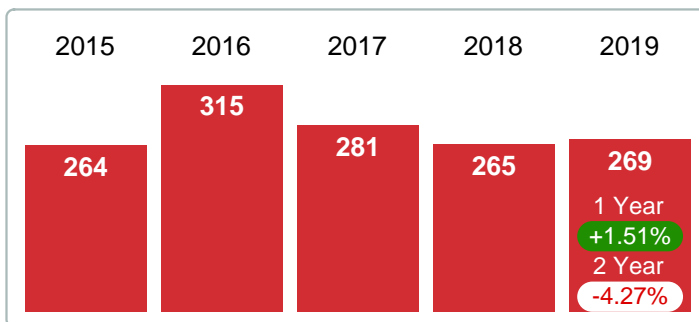
NEW LISTINGS

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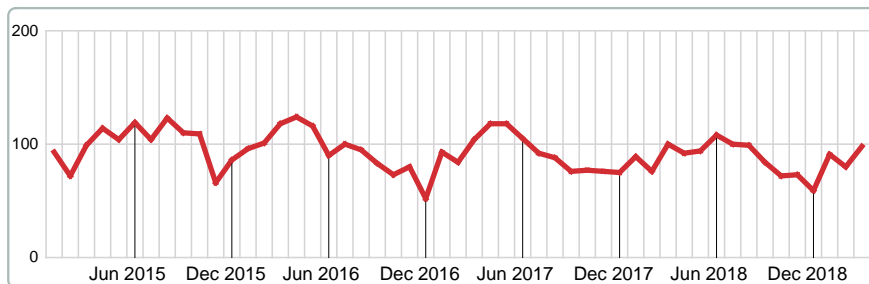
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

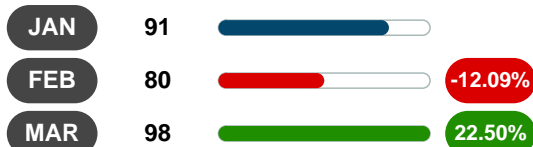


3 MONTHS

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
Median New Listed Listing Price	\$153,900		\$84,250	\$129,950	\$225,250	\$637,000

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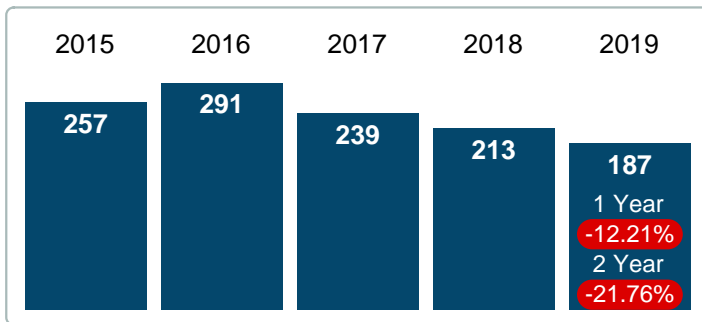
Area Delimited by County Of Creek - Residential Property Type



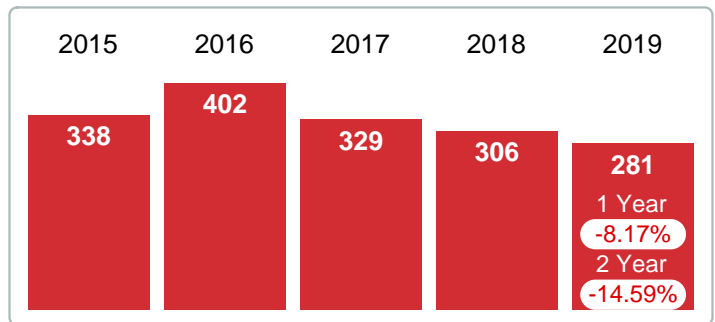
ACTIVE INVENTORY

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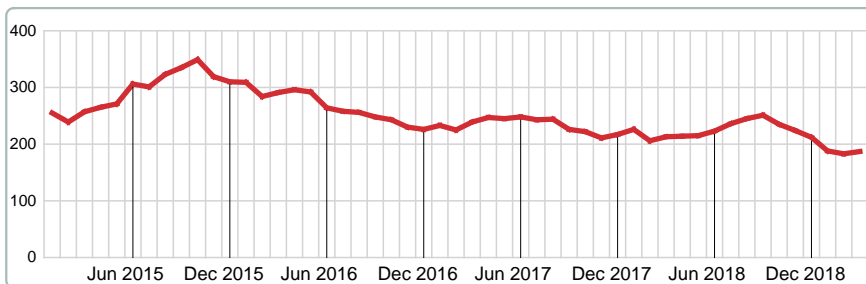
END OF MARCH



ACTIVE DURING MARCH

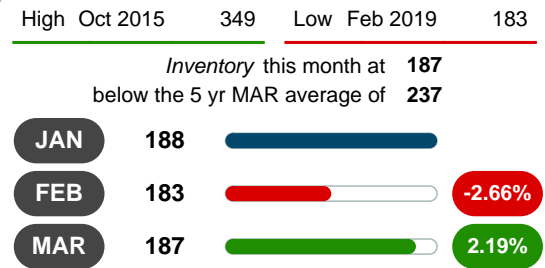


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 237



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	11	5.88%	47.0	5	5	1	0
\$50,001 - \$75,000	23	12.30%	53.0	9	13	1	0
\$75,001 - \$100,000	23	12.30%	80.0	7	15	0	1
\$100,001 - \$200,000	59	31.55%	45.0	5	42	11	1
\$200,001 - \$275,000	24	12.83%	71.5	0	11	13	0
\$275,001 - \$450,000	27	14.44%	60.0	0	7	16	4
\$450,001 and up	20	10.70%	49.5	1	3	9	7
Total Active Inventory by Units	187			27	96	51	13
Total Active Inventory by Volume	42,233,920	100%	51.0	2.81M	15.32M	17.98M	6.13M
Median Active Inventory Listing Price	\$164,900			\$70,000	\$134,400	\$273,900	\$459,900

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Area Delimited by County Of Creek - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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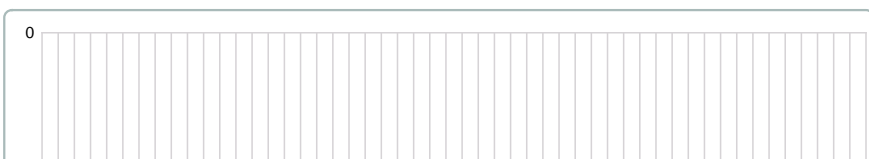
MSI FOR MARCH

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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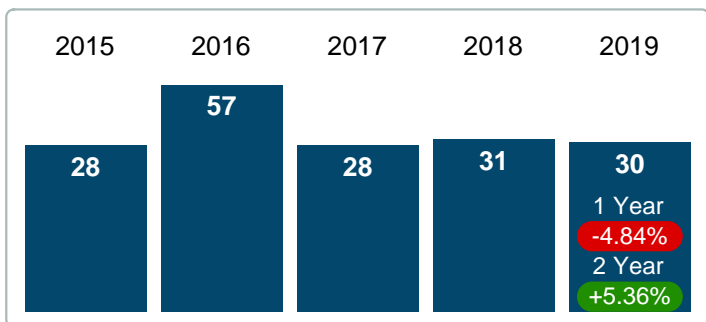
Area Delimited by County Of Creek - Residential Property Type



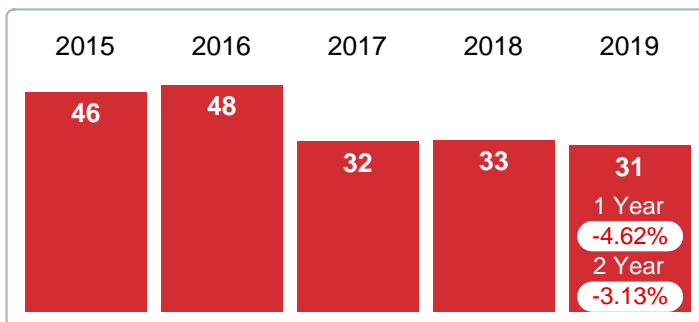
MEDIAN DAYS ON MARKET TO SALE

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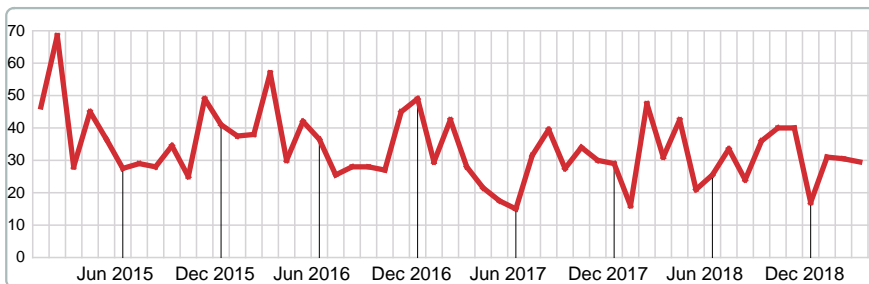
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

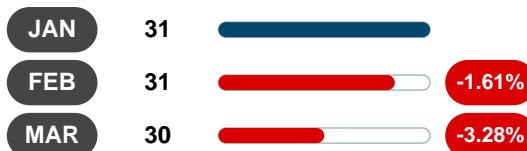


3 MONTHS

5 year MAR AVG = 35

High Feb 2015 69 Low Jun 2017 15

Median Days on Market to Sale this month at 30 below the 5 yr MAR average of 35



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	4.41%	8	57	1	8	0	
\$30,001 - \$70,000	20.59%	50	81	49	0	0	
\$70,001 - \$90,000	10.29%	13	11	20	0	0	
\$90,001 - \$140,000	26.47%	10	8	8	144	1	
\$140,001 - \$160,000	13.24%	17	14	17	112	0	
\$160,001 - \$190,000	11.76%	9	0	9	0	0	
\$190,001 and up	13.24%	91	157	12	120	0	
Median Closed DOM		30		57	20	120	1
Total Closed Units	100%	68	29.5	13	45	9	1
Total Closed Volume		8,275,385		1.15M	5.43M	1.60M	97.75K

March 2019



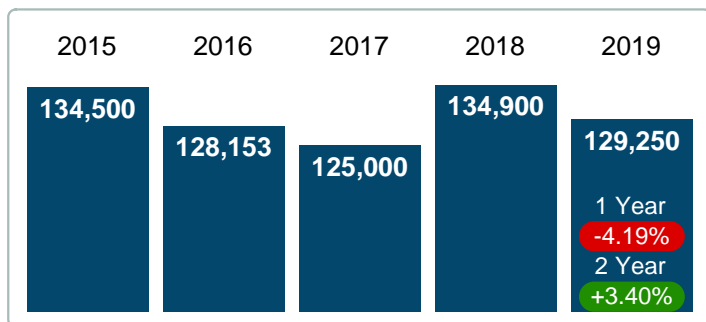
Area Delimited by County Of Creek - Residential Property Type



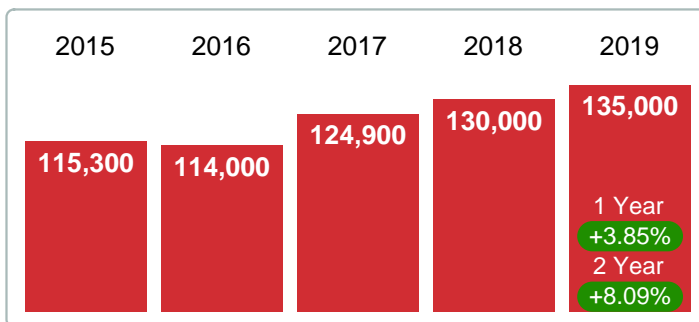
MEDIAN LIST PRICE AT CLOSING

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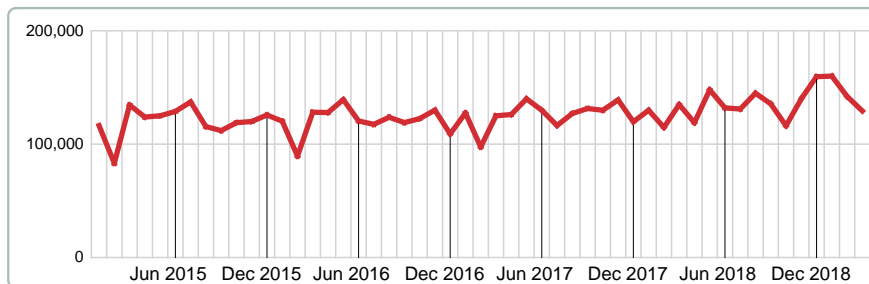
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

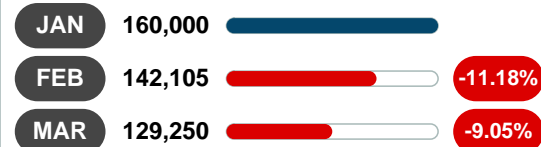


3 MONTHS

5 year MAR AVG = 130,361

High Jan 2019 160,000 Low Feb 2015 83,150

Median List Price at Closing this month at 129,250 below the 5 yr MAR average of 130,361



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	4.41%	17,000	30,000	9,990	17,000	0
\$30,001 - \$70,000	19.12%	53,500	60,000	49,150	0	0
\$70,001 - \$90,000	10.29%	79,900	79,650	79,900	0	0
\$90,001 - \$140,000	26.47%	118,266	94,000	124,016	125,000	99,750
\$140,001 - \$160,000	14.71%	148,675	148,000	148,675	150,000	0
\$160,001 - \$190,000	11.76%	178,950	0	178,950	0	0
\$190,001 and up	13.24%	205,000	205,000	200,000	229,000	0
Median List Price		129,250	73,000	132,000	199,000	99,750
Total Closed Units	100%	129,250	13	45	9	1
Total Closed Volume		8,503,206	1.17M	5.56M	1.68M	99.75K

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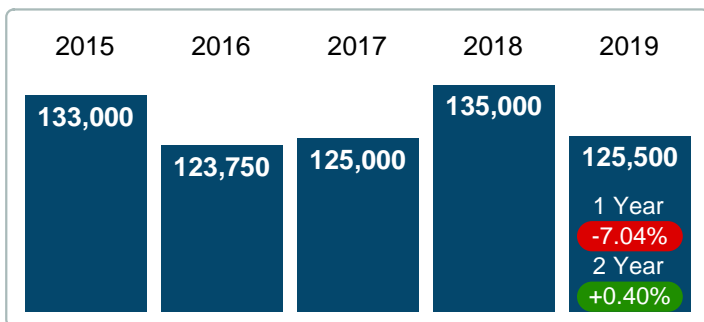
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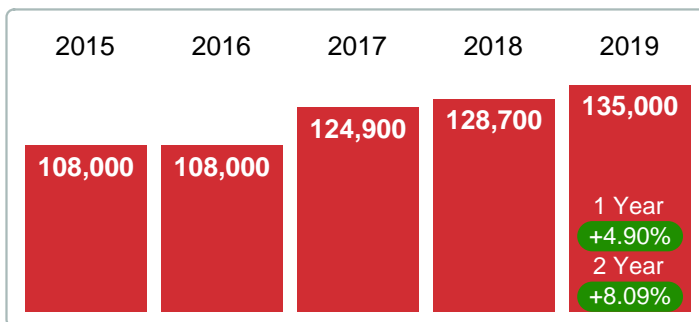
MEDIAN SOLD PRICE AT CLOSING

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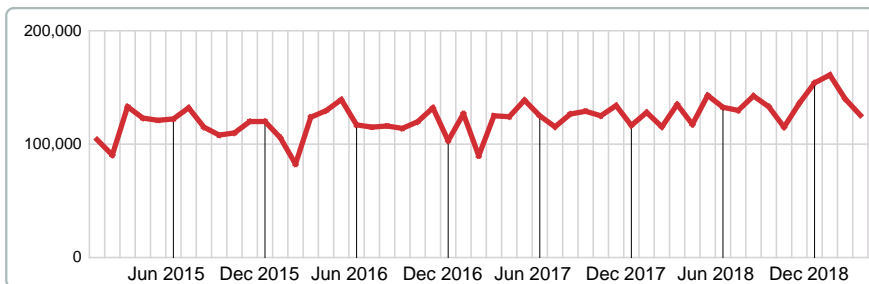
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

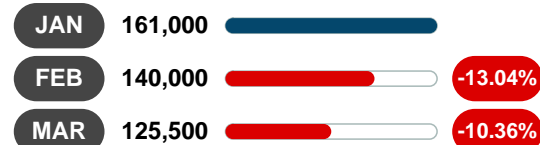


3 MONTHS

5 year MAR AVG = 128,450

High Jan 2019 161,000 Low Feb 2016 82,432

Median Sold Price at Closing this month at 125,500 below the 5 yr MAR average of 128,450



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	4.41%	16,000	25,000	9,000	16,000	0
\$30,001 - \$70,000	20.59%	51,250	58,500	43,000	0	0
\$70,001 - \$90,000	10.29%	82,500	79,750	85,000	0	0
\$90,001 - \$140,000	26.47%	121,750	96,000	125,500	123,550	97,750
\$140,001 - \$160,000	13.24%	149,350	148,000	149,350	150,000	0
\$160,001 - \$190,000	11.76%	179,500	0	179,500	0	0
\$190,001 and up	13.24%	202,500	195,000	200,000	220,000	0
Median Sold Price		125,500	77,000	130,000	191,000	97,750
Total Closed Units	100%	125,500	13	45	9	1
Total Closed Volume		8,275,385	1.15M	5.43M	1.60M	97.75K

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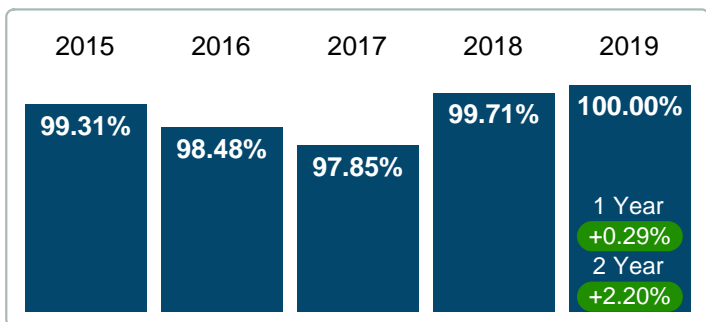
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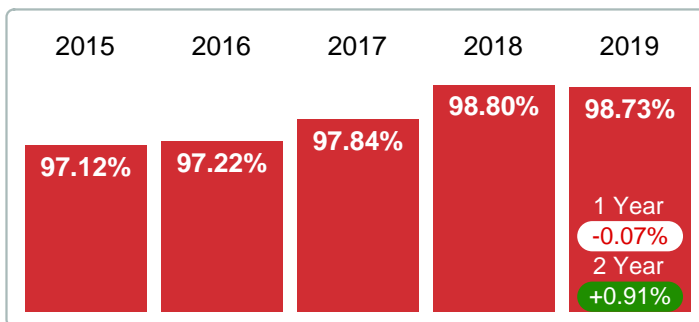
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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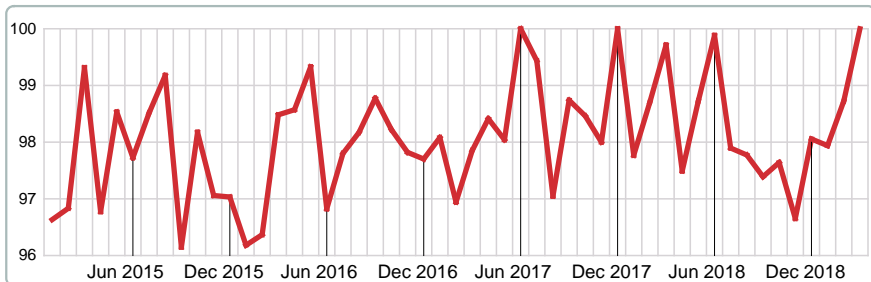
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

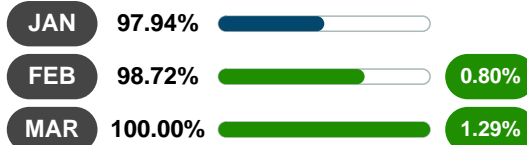


3 MONTHS

5 year MAR AVG = 99.07%

High Mar 2019 100.00% Low Sep 2015 96.15%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAR average of **99.07%**



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	3	4.41%	90.09%	83.33%	90.09%	94.12%	0.00%	
\$30,001 - \$70,000	14	20.59%	95.48%	100.00%	85.32%	0.00%	0.00%	
\$70,001 - \$90,000	7	10.29%	100.00%	100.54%	100.00%	0.00%	0.00%	
\$90,001 - \$140,000	18	26.47%	100.00%	100.00%	99.24%	98.65%	97.99%	
\$140,001 - \$160,000	9	13.24%	100.00%	100.00%	100.00%	100.00%	0.00%	
\$160,001 - \$190,000	8	11.76%	99.88%	0.00%	99.88%	0.00%	0.00%	
\$190,001 and up	9	13.24%	96.07%	95.12%	100.00%	96.07%	0.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	96.07%	97.99%	
Total Closed Units		68	100%	100.00%				
Total Closed Volume		8,275,385			1.15M	5.43M	1.60M	97.75K

March 2019



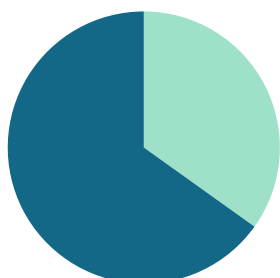
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

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

INVENTORY

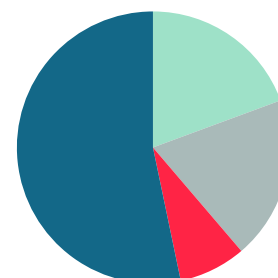


Inventory
 New Listings
98 = 34.88%
 Start Inventory
183
 Total Inventory Units
281
 Volume
\$58,381,823

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%
Median List Price	134,900	129,250	-4.19%	130,000	135,000	3.85%
Median Sale Price	135,000	125,500	-7.04%	128,700	135,000	4.90%
Median Percent of Selling Price to List Price	99.71%	100.00%	0.29%	98.80%	98.73%	-0.07%
Median Days on Market to Sale	31.00	29.50	-4.84%	32.50	31.00	-4.62%
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

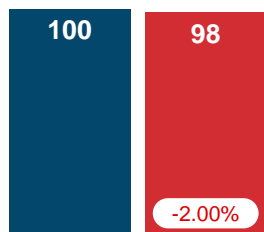
Inventory on March 31, 2019 = **187**

2018 **2019**

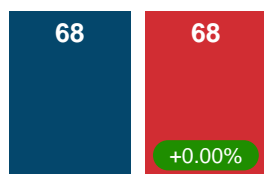
MARCH MARKET

MEDIAN PRICES

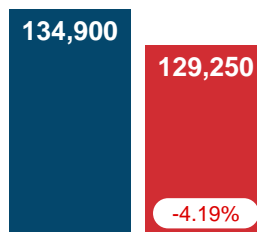
New Listings



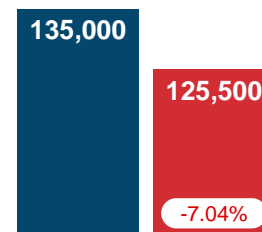
Pending Listings



List Price



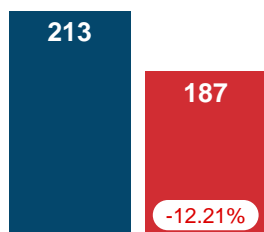
Sale Price



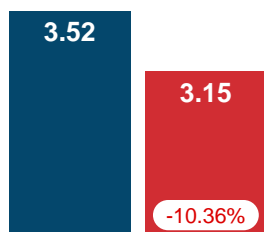
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

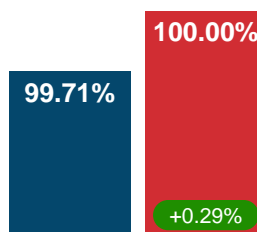
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

