

March 2019



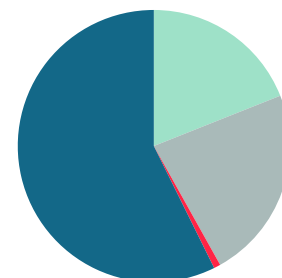
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	36	48	33.33%
Pending Listings	55	58	5.45%
New Listings	69	55	-20.29%
Average List Price	141,171	142,640	1.04%
Average Sale Price	133,293	135,175	1.41%
Average Percent of Selling Price to List Price	94.94%	91.85%	-3.25%
Average Days on Market to Sale	139.69	146.94	5.18%
End of Month Inventory	190	145	-23.68%
Months Supply of Inventory	4.32	2.88	-33.29%



■ Closed (18.97%)
■ Pending (22.92%)
■ Other OffMarket (0.79%)
■ Active (57.31%)

Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of March 31, 2019 = **145**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **23.68%** to 145 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **2.88** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.41%** in March 2019 to \$135,175 versus the previous year at \$133,293.

Average Days on Market Lengthens

The average number of **146.94** days that homes spent on the market before selling increased by 7.24 days or **5.18%** in March 2019 compared to last year's same month at **139.69** DOM.

Sales Success for March 2019 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 55 New Listings in March 2019, down **20.29%** from last year at 69. Furthermore, there were 48 Closed Listings this month versus last year at 36, a **33.33%** increase.

Closed versus Listed trends yielded a **87.3%** ratio, up from previous year's, March 2018, at **52.2%**, a **67.27%** 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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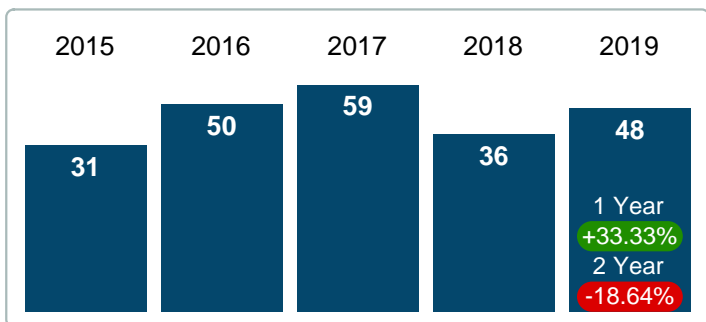
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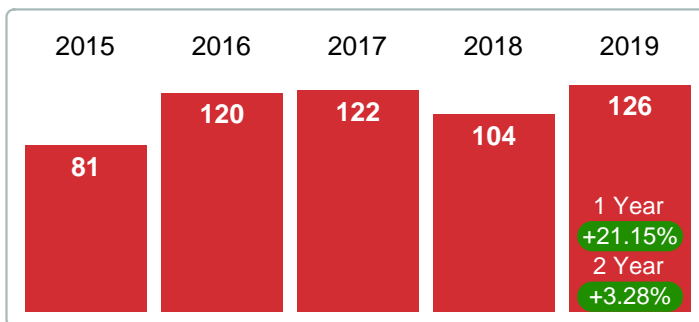
CLOSED LISTINGS

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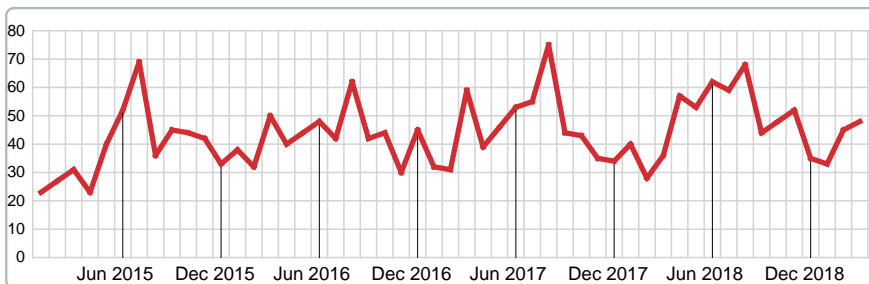
MARCH



YEAR TO DATE (YTD)

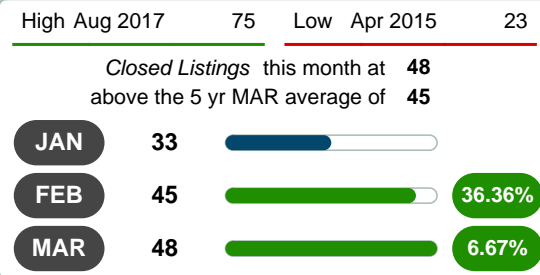


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	10.42%	77.8	4	1	0	0
\$40,001 - \$50,000	3	6.25%	88.3	1	2	0	0
\$50,001 - \$80,000	9	18.75%	135.4	2	7	0	0
\$80,001 - \$140,000	13	27.08%	174.2	2	11	0	0
\$140,001 - \$180,000	7	14.58%	139.3	0	6	1	0
\$180,001 - \$260,000	5	10.42%	88.2	0	4	1	0
\$260,001 and up	6	12.50%	250.0	0	4	2	0
Total Closed Units	48			9	35	4	0
Total Closed Volume	6,488,400	100%	146.9	496.00K	5.11M	880.40K	0.00B
Average Closed Price	\$135,175			\$55,111	\$146,057	\$220,100	\$0

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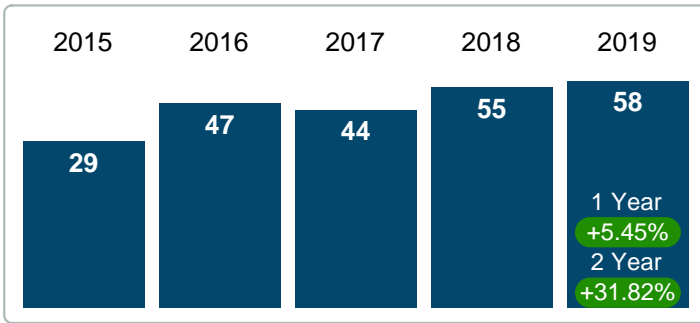
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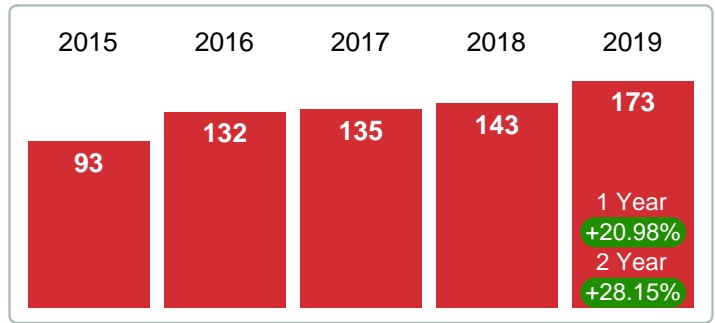
PENDING LISTINGS

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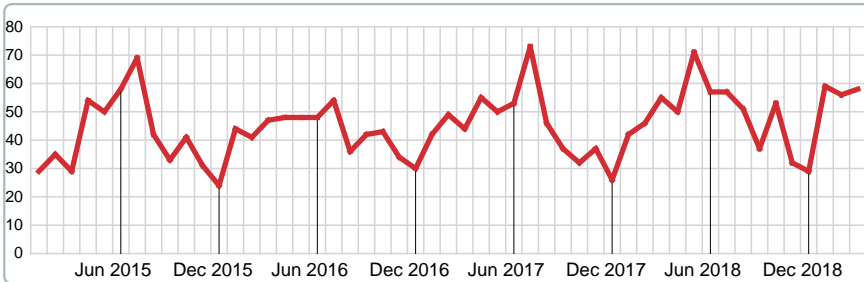
MARCH



YEAR TO DATE (YTD)

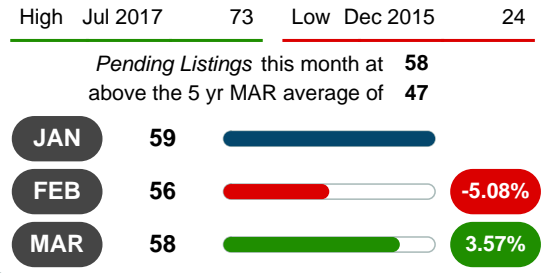


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 47



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	6.90%	7.8	2	1	1	0
\$30,001 - \$60,000	9	15.52%	296.4	3	5	1	0
\$60,001 - \$80,000	9	15.52%	95.9	3	6	0	0
\$80,001 - \$110,000	14	24.14%	180.7	7	6	1	0
\$110,001 - \$130,000	4	6.90%	45.8	0	4	0	0
\$130,001 - \$190,000	12	20.69%	80.2	2	10	0	0
\$190,001 and up	6	10.34%	103.5	0	4	2	0
Total Pending Units	58			17	36	5	0
Total Pending Volume	6,634,953	100%	135.5	1.38M	4.37M	883.70K	0.00B
Average Listing Price	\$114,396			\$81,115	\$121,453	\$176,740	\$0

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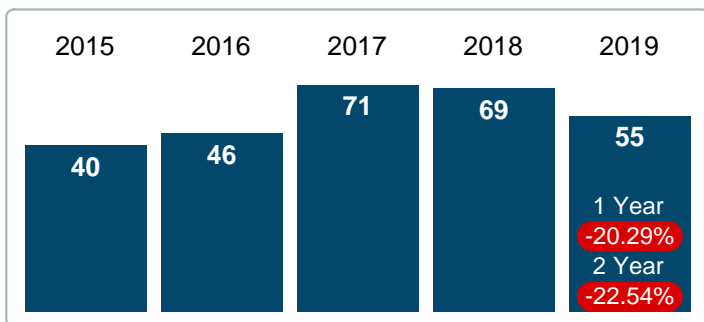
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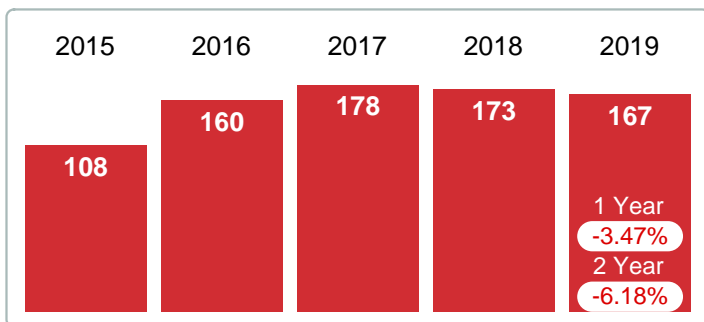
NEW LISTINGS

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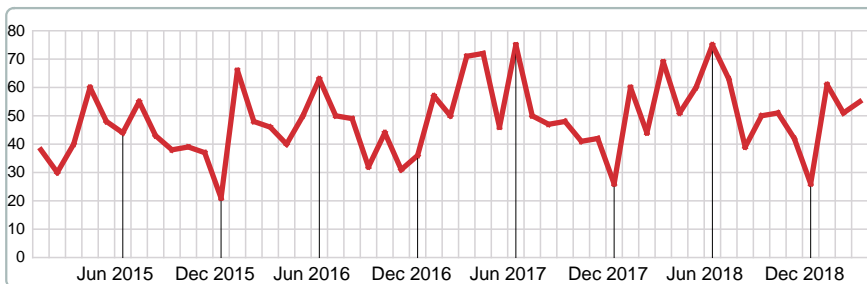
MARCH



YEAR TO DATE (YTD)

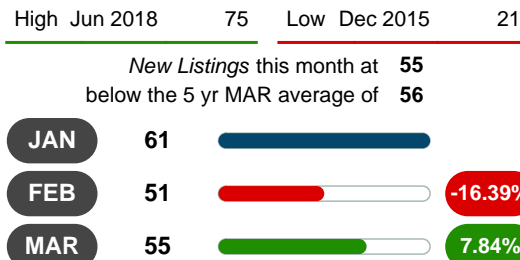


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 56



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.45%	1	2	0	0
\$20,001 - \$40,000	7	12.73%	2	5	0	0
\$40,001 - \$70,000	9	16.36%	4	5	0	0
\$70,001 - \$130,000	15	27.27%	4	9	2	0
\$130,001 - \$180,000	8	14.55%	2	3	3	0
\$180,001 - \$230,000	7	12.73%	0	7	0	0
\$230,001 and up	6	10.91%	0	4	2	0
Total New Listed Units	55		13	35	7	0
Total New Listed Volume	6,712,600	100%	1.01M	4.25M	1.45M	0.00B
Average New Listed Listing Price	\$121,475		\$77,862	\$121,514	\$206,771	\$0

March 2019



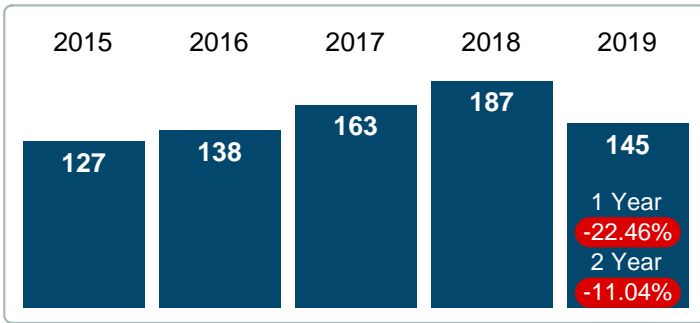
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



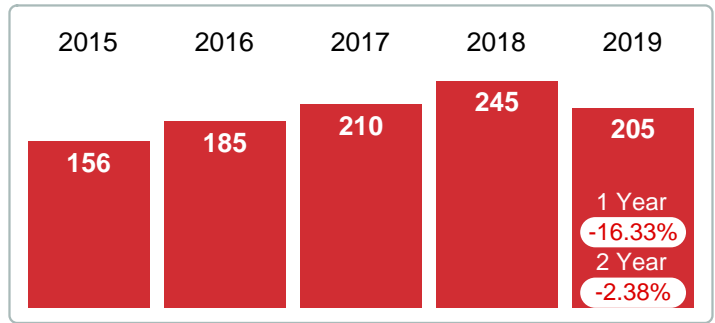
ACTIVE INVENTORY

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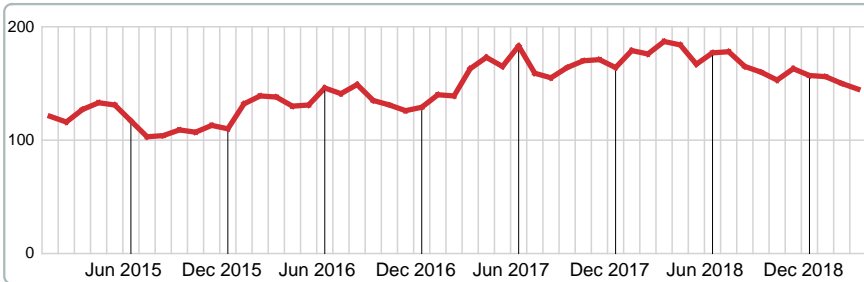
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

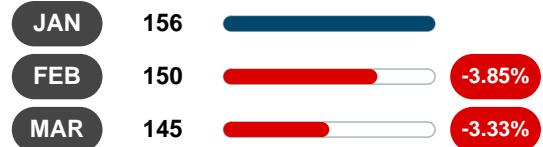


3 MONTHS

5 year MAR AVG = 152

High Mar 2018 187 Low Jul 2015 103

Inventory this month at 145
below the 5 yr MAR average of 152



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	8.28%	327.2	6	6	0	0
\$30,001 - \$40,000	13	8.97%	90.7	6	6	1	0
\$40,001 - \$80,000	26	17.93%	93.7	10	15	1	0
\$80,001 - \$130,000	35	24.14%	190.8	11	21	3	0
\$130,001 - \$170,000	20	13.79%	152.5	2	11	7	0
\$170,001 - \$250,000	24	16.55%	132.2	3	18	3	0
\$250,001 and up	15	10.34%	119.4	0	4	11	0
Total Active Inventory by Units	145			38	81	26	0
Total Active Inventory by Volume	19,187,597	100%	153.3	2.86M	10.10M	6.22M	0.00B
Average Active Inventory Listing Price	\$132,328			\$75,274	\$124,751	\$239,323	\$0

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Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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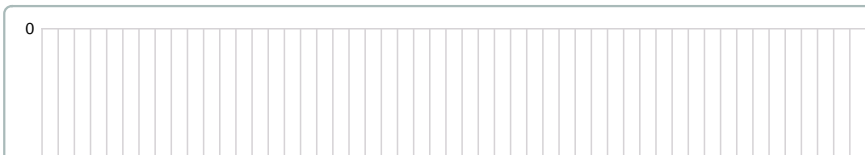
MSI FOR MARCH

2015	2016	2017	2018	2019

INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
145	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
\$30,000 and less	12	8.28%	3.69	3.00	5.54	0.00	0.00
\$30,001 - \$40,000	13	8.97%	4.59	3.43	6.00	12.00	0.00
\$40,001 - \$80,000	26	17.93%	2.58	3.33	2.43	1.20	0.00
\$80,001 - \$130,000	35	24.14%	2.88	5.50	2.36	2.77	0.00
\$130,001 - \$170,000	20	13.79%	2.26	4.80	1.45	9.33	0.00
\$170,001 - \$250,000	24	16.55%	2.53	12.00	2.88	1.03	0.00
\$250,001 and up	15	10.34%	4.09	0.00	2.82	5.28	0.00
Market Supply of Inventory (MSI)			2.88	4.04	2.50	3.28	0.00
		100%	2.88				
Total Active Inventory by Units			145	38	81	26	0

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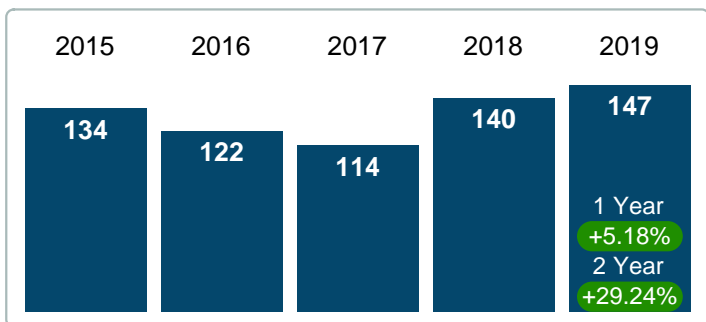
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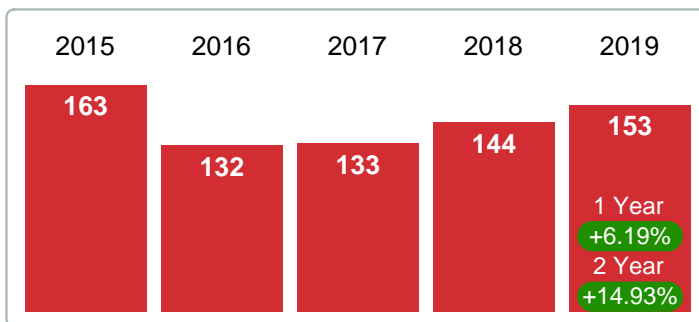
AVERAGE DAYS ON MARKET TO SALE

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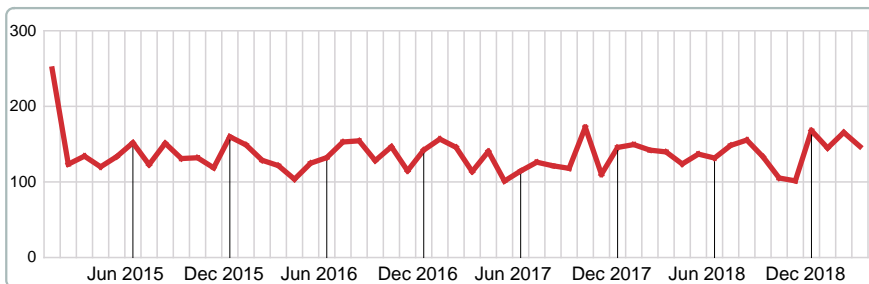
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

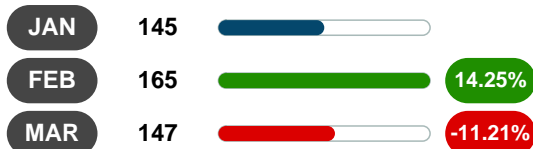


3 MONTHS

5 year MAR AVG = 131

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 147 above the 5 yr MAR average of 131



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
\$40,000 and less	10.42%	78	63	136	0	0
\$40,001 - \$50,000	6.25%	88	107	79	0	0
\$50,001 - \$80,000	18.75%	135	95	147	0	0
\$80,001 - \$140,000	27.08%	174	451	124	0	0
\$140,001 - \$180,000	14.58%	139	0	129	204	0
\$180,001 - \$260,000	10.42%	88	0	53	230	0
\$260,001 and up	12.50%	250	0	133	485	0
Average Closed DOM		147	161	120	351	0
Total Closed Units	100%	147	9	35	4	0
Total Closed Volume		6,488,400	496.00K	5.11M	880.40K	0.00B

March 2019



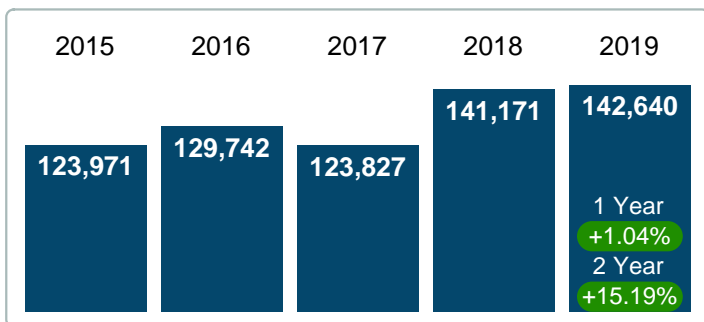
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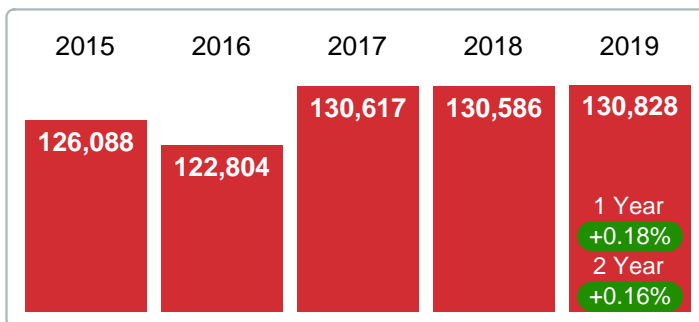
AVERAGE LIST PRICE AT CLOSING

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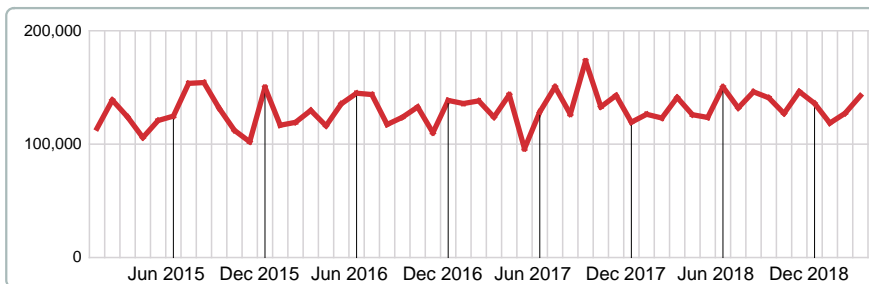
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

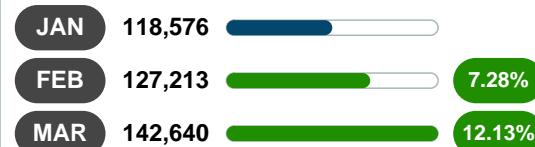


3 MONTHS

5 year MAR AVG = 132,270

High Sep 2017 173,359 Low May 2017 96,000

Average List Price at Closing this month at **142,640**
above the 5 yr MAR average of **132,270**



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
\$40,000 and less	4.17%	32,900	43,300	49,900	0	0
\$40,001 - \$50,000	6.25%	49,100	59,900	52,250	0	0
\$50,001 - \$80,000	18.75%	63,178	71,200	73,100	0	0
\$80,001 - \$140,000	33.33%	98,669	105,450	100,718	0	0
\$140,001 - \$180,000	14.58%	162,600	0	163,050	159,900	0
\$180,001 - \$260,000	10.42%	205,860	0	208,700	194,500	0
\$260,001 and up	12.50%	386,467	0	445,975	267,450	0
Average List Price		142,640	65,156	153,457	222,325	0
Total Closed Units	100%	142,640	9	35	4	0
Total Closed Volume		6,846,700	586.40K	5.37M	889.30K	0.00B

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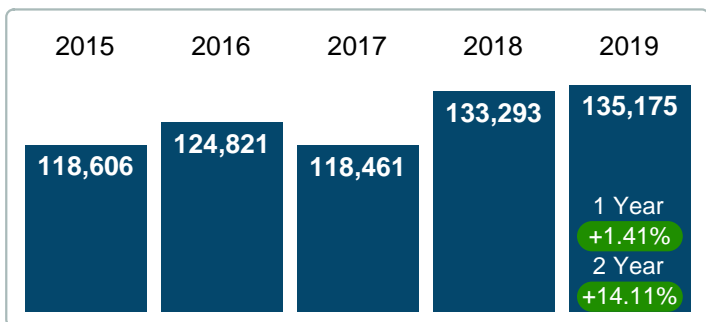
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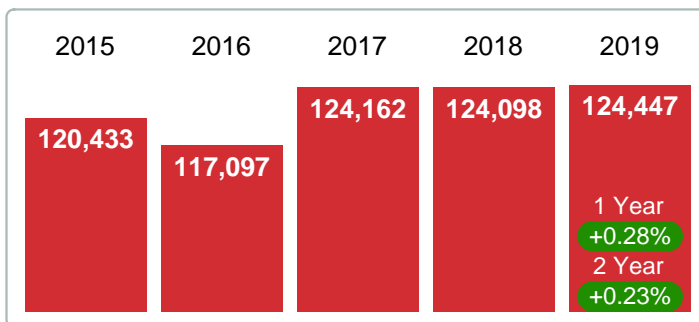
AVERAGE SOLD PRICE AT CLOSING

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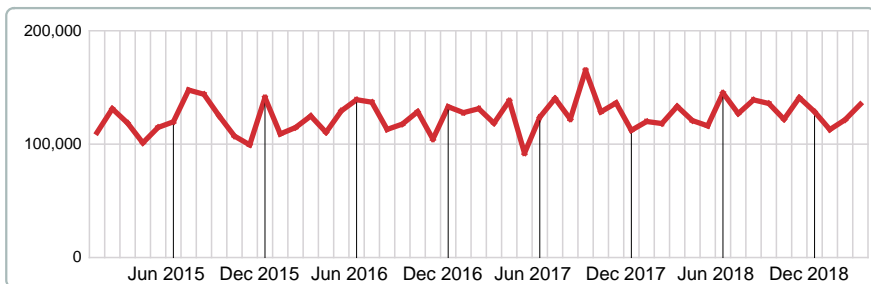
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

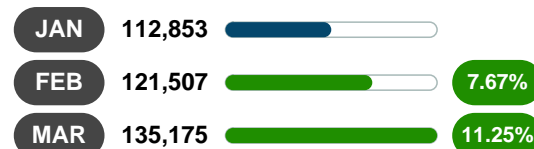


3 MONTHS

5 year MAR AVG = 126,071

High Sep 2017 165,045 Low May 2017 92,064

Average Sold Price at Closing this month at 135,175 above the 5 yr MAR average of 126,071



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
\$40,000 and less	10.42%	28,600	25,750	40,000	0	0
\$40,001 - \$50,000	6.25%	47,833	49,000	47,250	0	0
\$50,001 - \$80,000	18.75%	65,444	67,000	65,000	0	0
\$80,001 - \$140,000	27.08%	97,385	105,000	96,000	0	0
\$140,001 - \$180,000	14.58%	158,286	0	158,667	156,000	0
\$180,001 - \$260,000	10.42%	200,800	0	202,375	194,500	0
\$260,001 and up	12.50%	372,483	0	426,250	264,950	0
Average Sold Price		135,175	55,111	146,057	220,100	0
Total Closed Units	100%	135,175	9	35	4	0
Total Closed Volume		6,488,400	496.00K	5.11M	880.40K	0.00B

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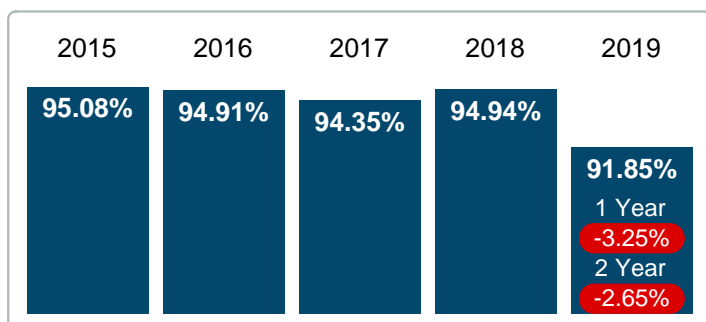
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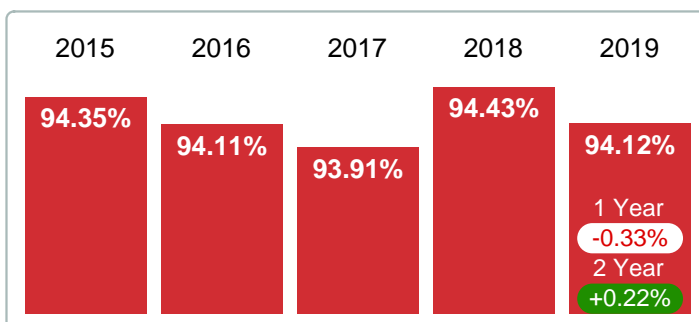
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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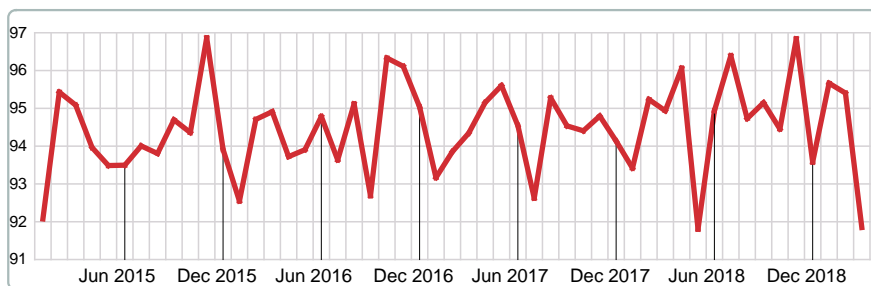
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

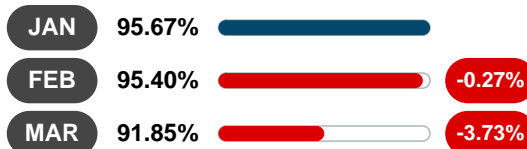


3 MONTHS

5 year MAR AVG = 94.23%

High Nov 2015 96.87% Low May 2018 91.80%

Average Sold/List Ratio this month at **91.85%**
below the 5 yr MAR average of **94.23%**



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
\$40,000 and less	5	10.42%	66.75%	63.39%	80.16%	0.00%	0.00%
\$40,001 - \$50,000	3	6.25%	87.87%	81.80%	90.91%	0.00%	0.00%
\$50,001 - \$80,000	9	18.75%	90.35%	94.13%	89.27%	0.00%	0.00%
\$80,001 - \$140,000	13	27.08%	95.92%	99.53%	95.27%	0.00%	0.00%
\$140,001 - \$180,000	7	14.58%	97.45%	0.00%	97.43%	97.56%	0.00%
\$180,001 - \$260,000	5	10.42%	97.59%	0.00%	96.99%	100.00%	0.00%
\$260,001 and up	6	12.50%	96.85%	0.00%	95.73%	99.07%	0.00%
Average Sold/List Ratio		91.80%		80.30%	94.01%	98.93%	0.00%
Total Closed Units		48	100%	9	35	4	
Total Closed Volume		6,488,400		496.00K	5.11M	880.40K	0.00B

March 2019



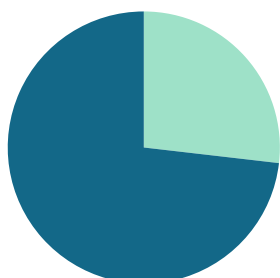
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

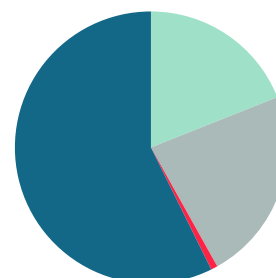


Inventory
 New Listings
55 = 26.83%
 Start Inventory
150
 Total Inventory Units
205
 Volume
\$26,807,750

Market Activity

Closed Sales
48 = 18.97%
 Pending Sales
58 = 22.92%
 Other Off Market
2 = 0.79%
 Active Inventory
145 = 57.31%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	36	48	33.33%	104	126	21.15%
Pending Sales	55	58	5.45%	143	173	20.98%
New Listings	69	55	-20.29%	173	167	-3.47%
Average List Price	141,171	142,640	1.04%	130,586	130,828	0.18%
Average Sale Price	133,293	135,175	1.41%	124,098	124,447	0.28%
Average Percent of Selling Price to List Price	94.94%	91.85%	-3.25%	94.43%	94.12%	-0.33%
Average Days on Market to Sale	139.69	146.94	5.18%	144.10	153.02	6.19%
Monthly Inventory	190	145	-23.68%	190	145	-23.68%
Months Supply of Inventory	4.32	2.88	-33.29%	4.32	2.88	-33.29%

Absorption: Last 12 months, an Average of **50** Sales/Month

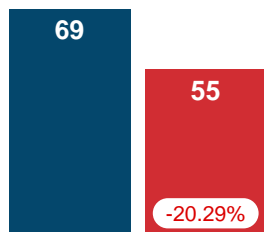
Inventory on March 31, 2019 = **145**

2018 **2019**

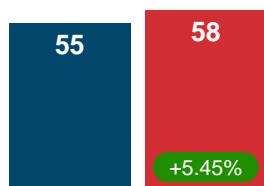
MARCH MARKET

AVERAGE PRICES

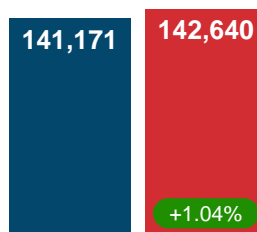
New Listings



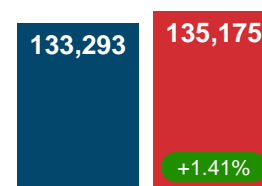
Pending Listings



List Price



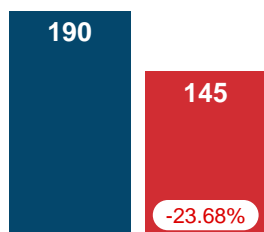
Sale Price



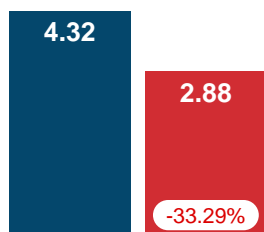
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

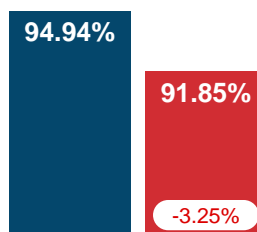
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

