

March 2019



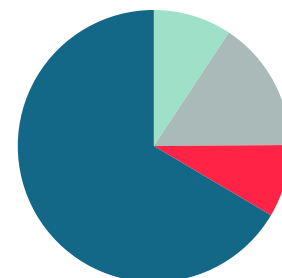
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		+/-%
	2018	2019	
Closed Listings	67	40	-40.30%
Pending Listings	63	67	6.35%
New Listings	124	118	-4.84%
Median List Price	140,000	133,250	-4.82%
Median Sale Price	139,900	130,000	-7.08%
Median Percent of Selling Price to List Price	97.16%	97.13%	-0.03%
Median Days on Market to Sale	30.00	48.50	61.67%
End of Month Inventory	332	286	-13.86%
Months Supply of Inventory	6.97	4.92	-29.41%



■ Closed (9.30%)
■ Pending (15.58%)
■ Other OffMarket (8.60%)
■ Active (66.51%)

Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of March 31, 2019 = **286**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **13.86%** to 286 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **4.92** 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 **7.08%** in March 2019 to \$130,000 versus the previous year at \$139,900.

Median Days on Market Lengthens

The median number of **48.50** days that homes spent on the market before selling increased by 18.50 days or **61.67%** in March 2019 compared to last year's same month at **30.00** 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 118 New Listings in March 2019, down **4.84%** from last year at 124. Furthermore, there were 40 Closed Listings this month versus last year at 67, a **-40.30%** decrease.

Closed versus Listed trends yielded a **33.9%** ratio, down from previous year's, March 2018, at **54.0%**, a **37.26%** downswing. This will certainly create pressure on a decreasing Monthly $\frac{1}{2}$ 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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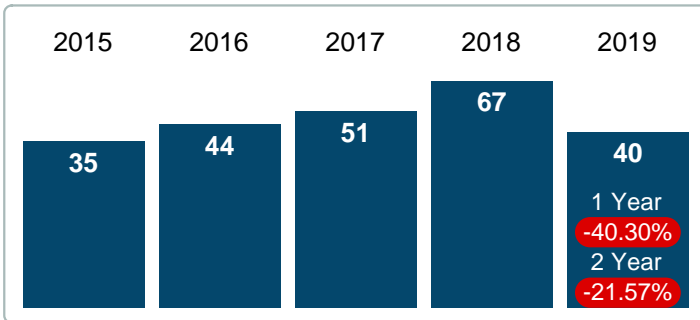
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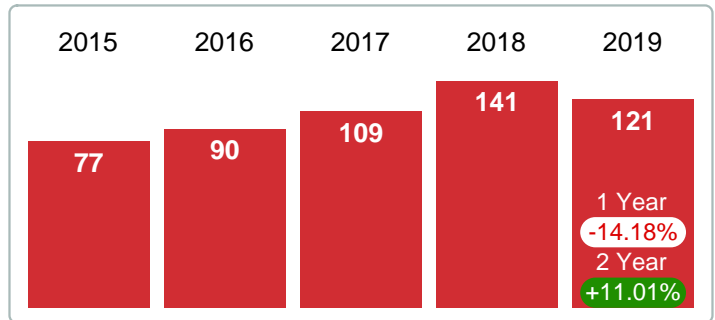
CLOSED LISTINGS

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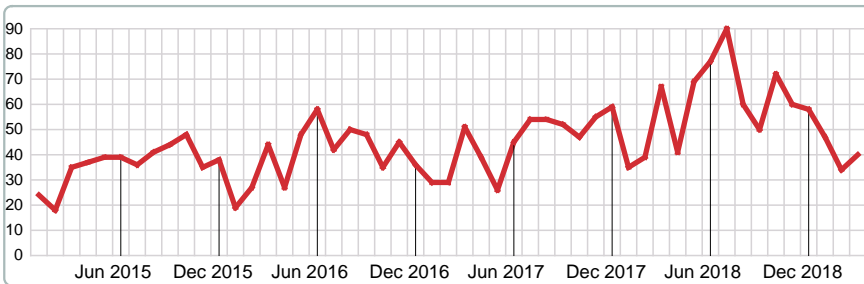
MARCH



YEAR TO DATE (YTD)

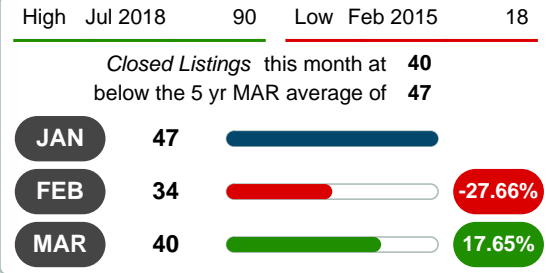


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 47



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	5.00%	59.5	1	1	0	0
\$30,001 - \$70,000	8	20.00%	33.0	2	6	0	0
\$70,001 - \$100,000	5	12.50%	45.0	2	3	0	0
\$100,001 - \$150,000	10	25.00%	47.0	3	7	0	0
\$150,001 - \$200,000	5	12.50%	64.0	1	4	0	0
\$200,001 - \$260,000	6	15.00%	79.5	0	1	5	0
\$260,001 and up	4	10.00%	111.5	1	2	0	1
Total Closed Units	40			10	24	5	1
Total Closed Volume	5,652,375	100%	48.5	1.13M	2.92M	1.14M	458.68K
Median Closed Price	\$130,000			\$101,000	\$123,500	\$219,900	\$458,675

March 2019



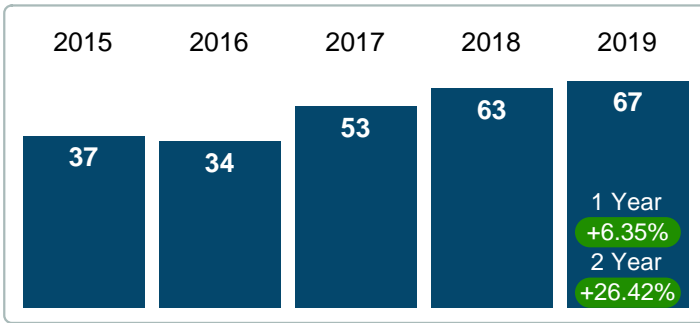
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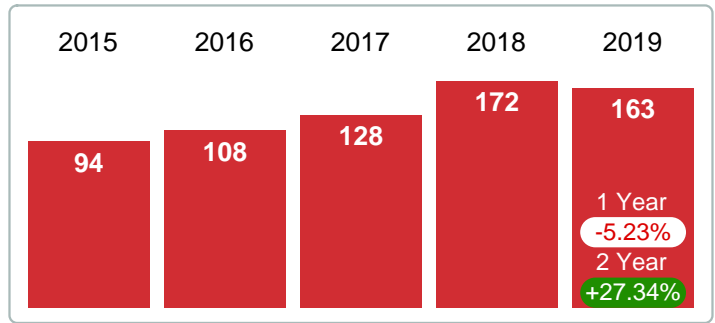
PENDING LISTINGS

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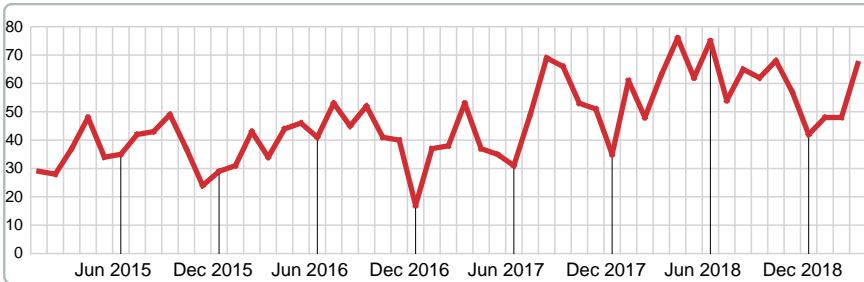
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 51

High Apr 2018 76 Low Dec 2016 17

Pending Listings this month at **67**
above the 5 yr MAR average of **51**

JAN	48	<div style="width: 48%;"></div>	
FEB	48	<div style="width: 48%;"></div>	0.00%
MAR	67	<div style="width: 67%;"></div>	39.58%

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	7	10.45%	29.0	6	1	0	0
\$75,001 - \$75,000	0	0.00%	29.0	0	0	0	0
\$75,001 - \$125,000	13	19.40%	31.0	3	7	3	0
\$125,001 - \$175,000	16	23.88%	25.0	0	14	2	0
\$175,001 - \$200,000	9	13.43%	44.0	0	9	0	0
\$200,001 - \$275,000	16	23.88%	43.5	2	10	4	0
\$275,001 and up	6	8.96%	30.5	0	3	3	0
Total Pending Units	67			11	44	12	0
Total Pending Volume	13,043,600	100%	31.0	1.00M	9.37M	2.67M	0.00B
Median Listing Price	\$169,900			\$75,000	\$177,250	\$207,400	\$0

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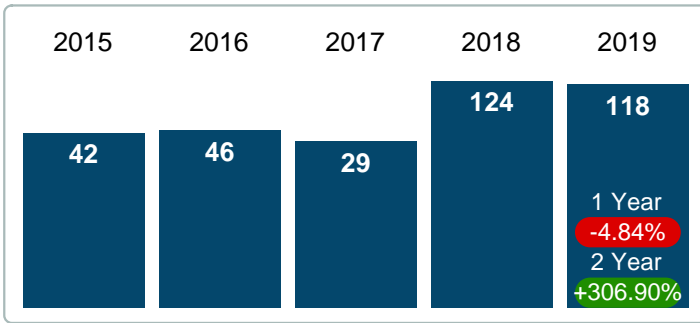
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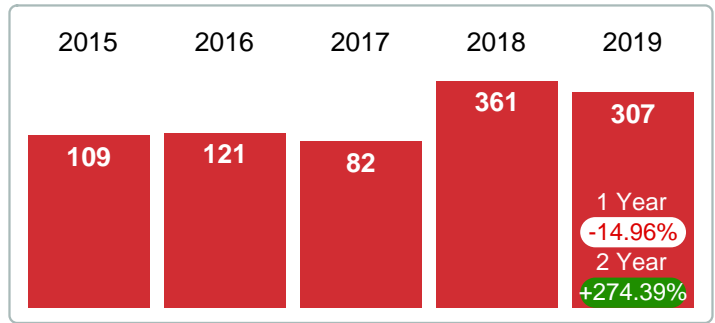
NEW LISTINGS

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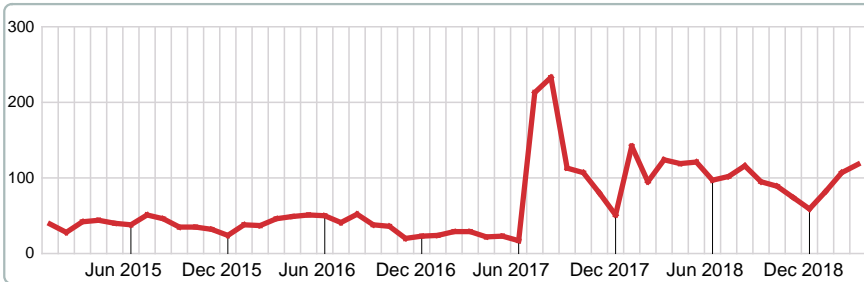
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

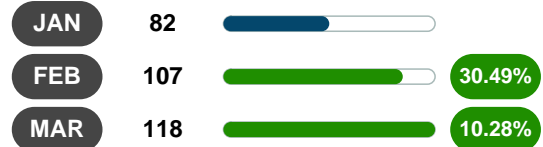


3 MONTHS

5 year MAR AVG = 72

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 118
above the 5 yr MAR average of 72



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	9	7.63%	7	1	1	0
\$50,001 - \$75,000	9	7.63%	3	5	0	1
\$75,001 - \$150,000	25	21.19%	5	17	3	0
\$150,001 - \$200,000	30	25.42%	1	25	4	0
\$200,001 - \$250,000	18	15.25%	4	10	3	1
\$250,001 - \$375,000	15	12.71%	0	10	4	1
\$375,001 and up	12	10.17%	0	6	3	3
Total New Listed Units	118		20	74	18	6
Total New Listed Volume	24,987,028	100%	1.92M	15.90M	4.65M	2.52M
Median New Listed Listing Price	\$175,500		\$78,750	\$177,950	\$213,500	\$358,500

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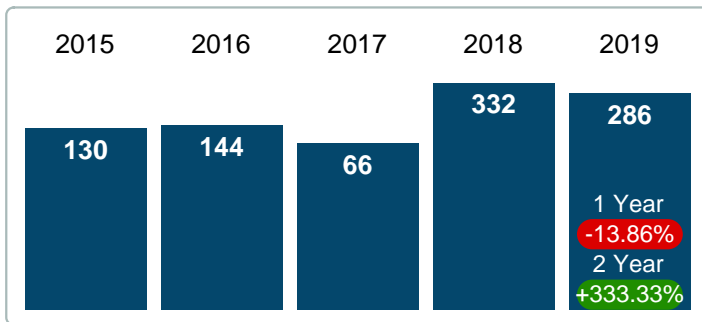
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



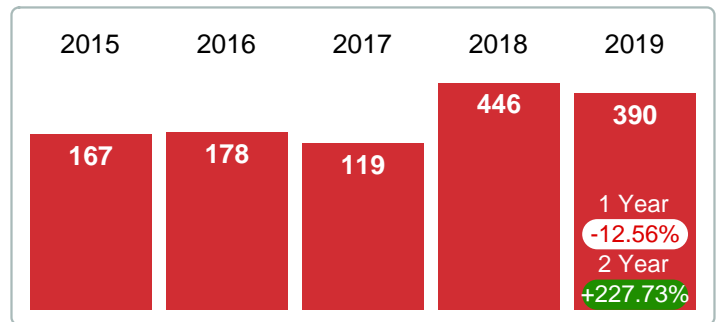
ACTIVE INVENTORY

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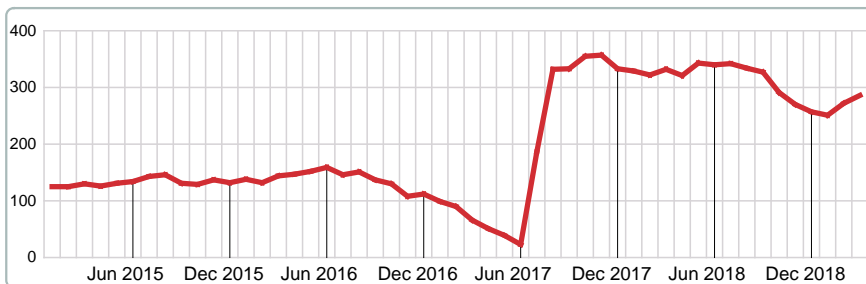
END OF MARCH



ACTIVE DURING MARCH

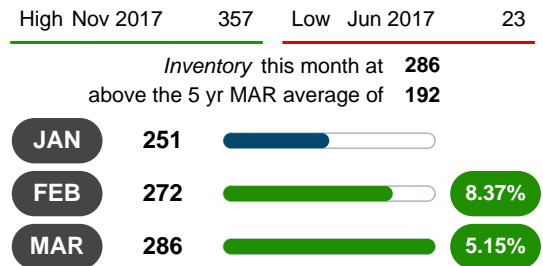


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 192



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	13	4.55%	27.0	8	3	2	0
\$50,001 - \$100,000	39	13.64%	44.0	12	25	1	1
\$100,001 - \$150,000	46	16.08%	61.5	10	29	4	3
\$150,001 - \$225,000	71	24.83%	41.0	5	47	19	0
\$225,001 - \$325,000	48	16.78%	47.5	2	30	12	4
\$325,001 - \$525,000	39	13.64%	55.0	2	18	10	9
\$525,001 and up	30	10.49%	48.0	2	9	12	7
Total Active Inventory by Units	286			41	161	60	24
Total Active Inventory by Volume	83,352,776	100%	47.0	7.57M	41.80M	21.85M	12.13M
Median Active Inventory Listing Price	\$189,950			\$107,000	\$183,500	\$256,950	\$399,250

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Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR MARCH

2015	2016	2017	2018	2019
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INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
286	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	13		4.55%	2.33	3.69	1.03	6.00	0.00	
\$50,001 - \$100,000	39		13.64%	2.93	3.20	3.30	0.52	12.00	
\$100,001 - \$150,000	46		16.08%	3.49	6.32	2.97	2.67	9.00	
\$150,001 - \$225,000	71		24.83%	4.18	8.57	4.24	3.86	0.00	
\$225,001 - \$325,000	48		16.78%	7.38	12.00	8.78	4.65	12.00	
\$325,001 - \$525,000	39		13.64%	20.35	0.00	36.00	10.91	18.00	
\$525,001 and up	30		10.49%	45.00	0.00	36.00	48.00	42.00	
Market Supply of Inventory (MSI)		4.92			4.97	4.54	4.83	12.00	
Total Active Inventory by Units		286	100%	4.92	41	161	60	24	

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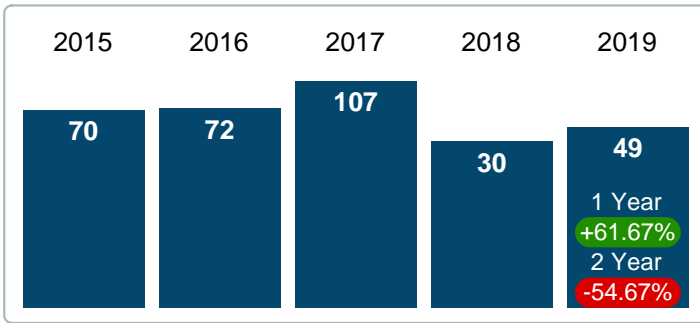
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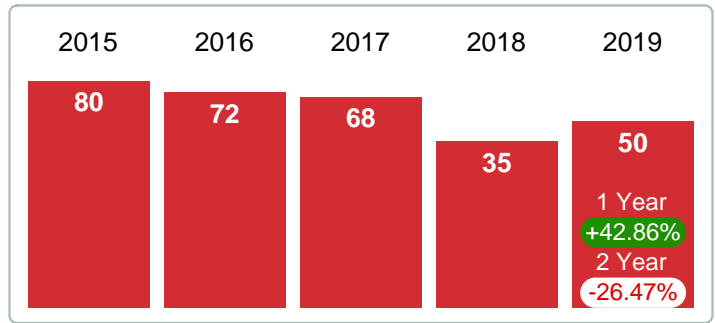
MEDIAN DAYS ON MARKET TO SALE

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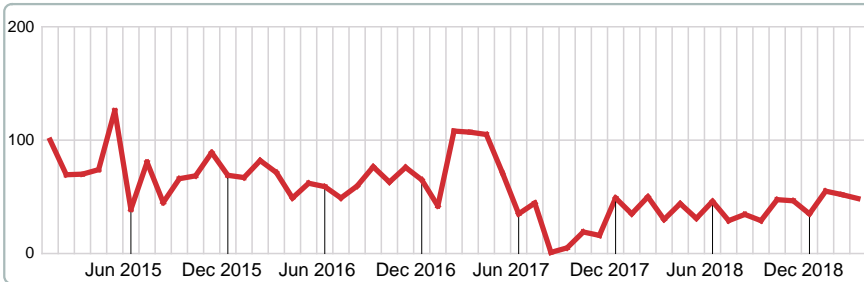
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

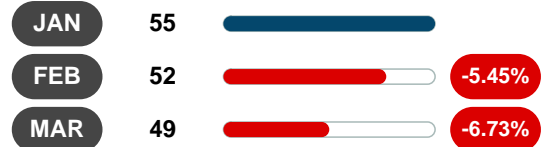


3 MONTHS

5 year MAR AVG = 65

High May 2015 126 Low Aug 2017 1

Median Days on Market to Sale this month at 49 below the 5 yr MAR average of 65



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	5.00%	60	4	115	0	0
\$30,001 - \$70,000	20.00%	33	25	33	0	0
\$70,001 - \$100,000	12.50%	45	31	94	0	0
\$100,001 - \$150,000	25.00%	47	53	44	0	0
\$150,001 - \$200,000	12.50%	64	5	94	0	0
\$200,001 - \$260,000	15.00%	80	0	46	110	0
\$260,001 and up	10.00%	112	34	112	0	135
Median Closed DOM		49				
Total Closed Units	100%	48.5	10	24	5	1
Total Closed Volume		5,652,375	1.13M	2.92M	1.14M	458.68K

March 2019



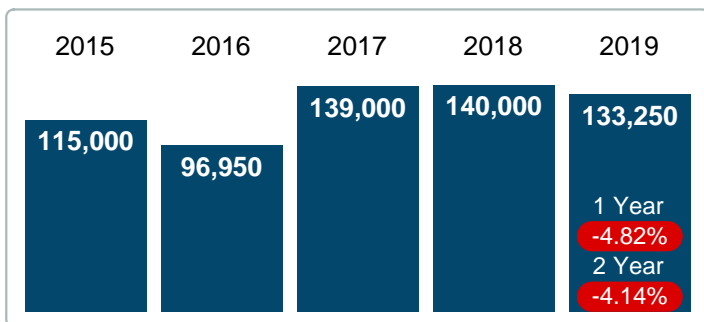
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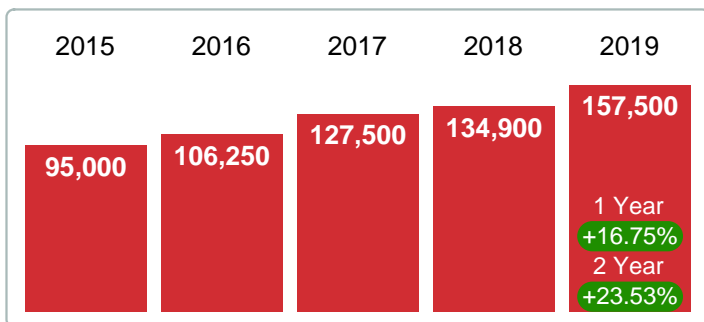
MEDIAN LIST PRICE AT CLOSING

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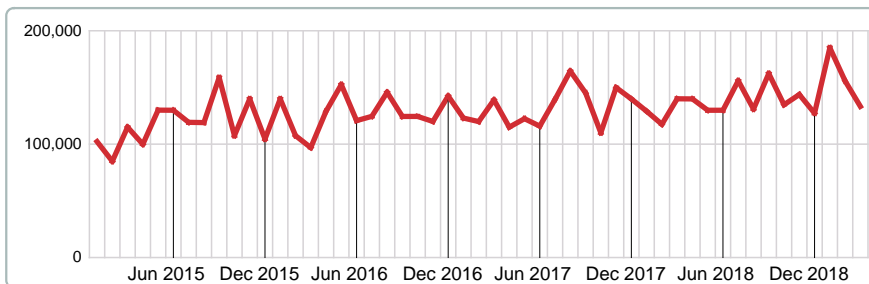
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

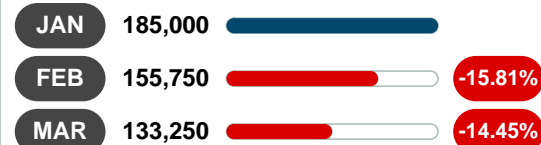


3 MONTHS

5 year MAR AVG = 124,840

High Jan 2019 185,000 Low Feb 2015 84,900

Median List Price at Closing this month at 133,250 above the 5 yr MAR average of 124,840



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	2.50%	30,000	30,000	0	0	0
\$30,001 - \$70,000	20.00%	47,000	48,000	46,000	0	0
\$70,001 - \$100,000	12.50%	79,000	75,000	79,900	0	0
\$100,001 - \$150,000	20.00%	122,000	110,000	127,000	0	0
\$150,001 - \$200,000	20.00%	161,500	160,500	164,450	0	0
\$200,001 - \$260,000	12.50%	215,000	0	209,000	217,450	0
\$260,001 and up	12.50%	288,000	320,000	268,700	288,000	475,000
Median List Price		133,250	107,500	126,000	219,900	475,000
Total Closed Units	100%	133,250	10	24	5	1
Total Closed Volume		5,855,800	1.20M	3.00M	1.18M	475.00K

March 2019



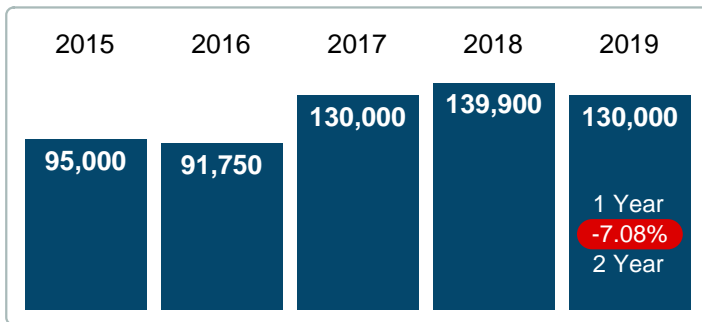
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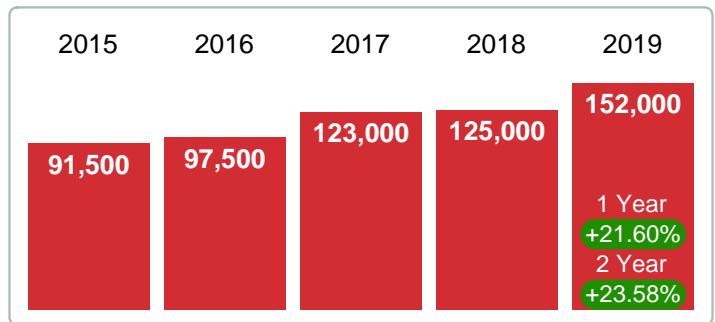
MEDIAN SOLD PRICE AT CLOSING

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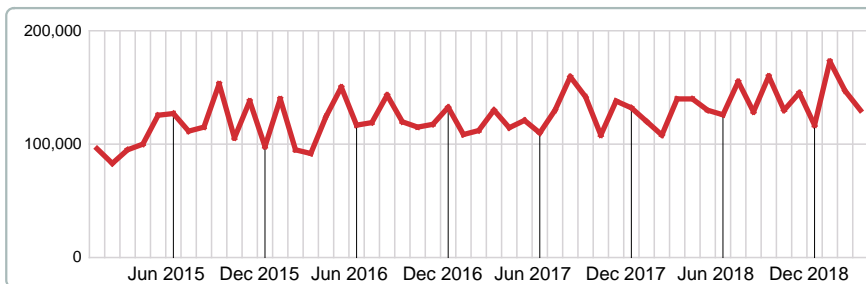
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

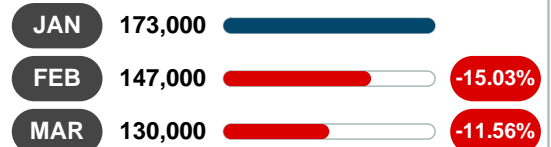


3 MONTHS

5 year MAR AVG = 117,330

High Jan 2019 173,000 Low Feb 2015 83,000

Median Sold Price at Closing this month at 130,000 above the 5 yr MAR average of 117,330



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	5.00%	25,500	24,000	27,000	0	0
\$30,001 - \$70,000	20.00%	46,000	57,500	40,500	0	0
\$70,001 - \$100,000	12.50%	86,500	87,500	86,500	0	0
\$100,001 - \$150,000	25.00%	130,000	109,000	135,000	0	0
\$150,001 - \$200,000	12.50%	169,900	162,000	170,450	0	0
\$200,001 - \$260,000	15.00%	218,950	0	209,000	219,900	0
\$260,001 and up	10.00%	290,000	310,000	267,750	0	458,675
Median Sold Price		130,000	101,000	123,500	219,900	458,675
Total Closed Units		40	10	24	5	1
Total Closed Volume		5,652,375	1.13M	2.92M	1.14M	458.68K

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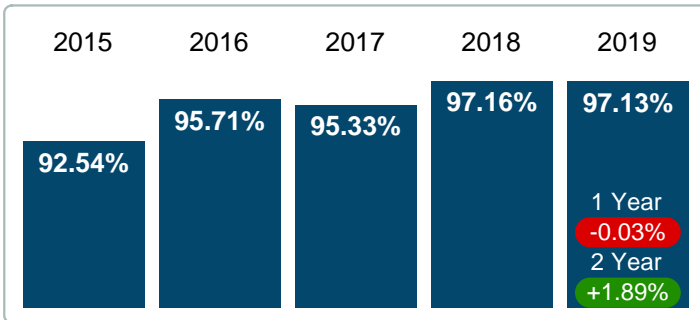
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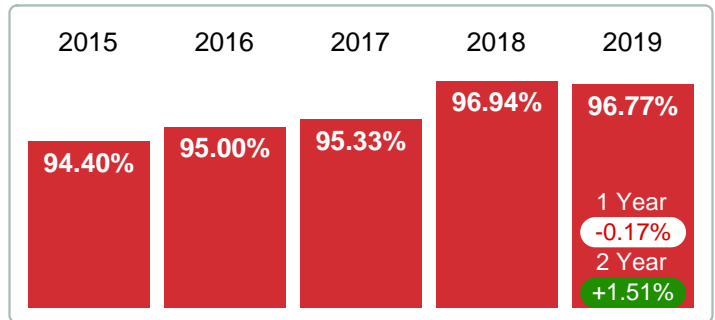
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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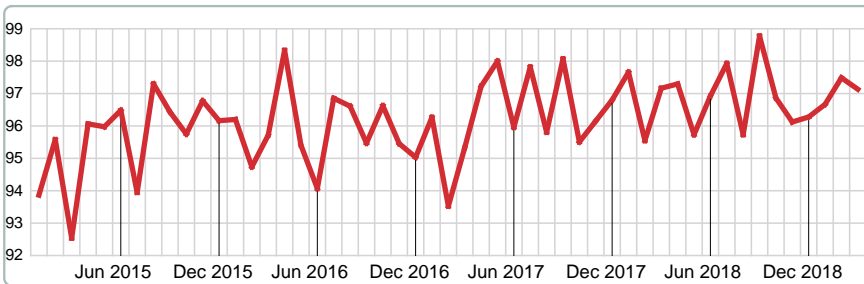
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

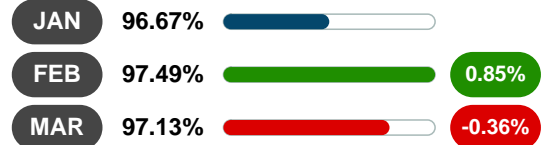


3 MONTHS

5 year MAR AVG = 95.58%

High Sep 2018 98.78% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **97.13%**
above the 5 yr MAR average of **95.58%**



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	<div style="width: 20%;"></div> 2	5.00%	78.57%	80.00%	77.14%	0.00%	0.00%
\$30,001 - \$70,000	<div style="width: 20%;"></div> 8	20.00%	90.93%	94.67%	90.26%	0.00%	0.00%
\$70,001 - \$100,000	<div style="width: 25%;"></div> 5	12.50%	100.00%	97.62%	108.26%	0.00%	0.00%
\$100,001 - \$150,000	<div style="width: 25%;"></div> 10	25.00%	97.08%	85.99%	97.39%	0.00%	0.00%
\$150,001 - \$200,000	<div style="width: 25%;"></div> 5	12.50%	98.14%	98.78%	96.93%	0.00%	0.00%
\$200,001 - \$260,000	<div style="width: 25%;"></div> 6	15.00%	100.00%	0.00%	100.00%	100.00%	0.00%
\$260,001 and up	<div style="width: 25%;"></div> 4	10.00%	96.73%	96.88%	99.72%	0.00%	96.56%
Median Sold/List Ratio		97.13%		96.06%	97.08%	100.00%	96.56%
Total Closed Units		40	100%	10	24	5	1
Total Closed Volume		5,652,375		1.13M	2.92M	1.14M	458.68K

March 2019



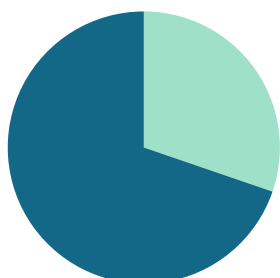
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

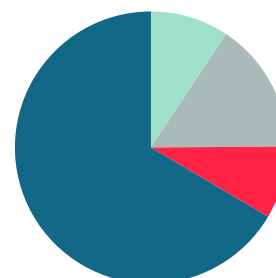


Inventory
 New Listings
118 = 30.26%
 Start Inventory
272
 Total Inventory Units
390
 Volume
\$106,745,676

Market Activity

Closed Sales
40 = 9.30%
 Pending Sales
67 = 15.58%
 Other Off Market
37 = 8.60%
 Active Inventory
286 = 66.51%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	67	40	-40.30%	141	121	-14.18%
Pending Sales	63	67	+6.35%	172	163	-5.23%
New Listings	124	118	-4.84%	361	307	-14.96%
Median List Price	140,000	133,250	-4.82%	134,900	157,500	+16.75%
Median Sale Price	139,900	130,000	-7.08%	125,000	152,000	+21.60%
Median Percent of Selling Price to List Price	97.16%	97.13%	-0.03%	96.94%	96.77%	-0.17%
Median Days on Market to Sale	30.00	48.50	+61.67%	35.00	50.00	+42.86%
Monthly Inventory	332	286	-13.86%	332	286	-13.86%
Months Supply of Inventory	6.97	4.92	-29.41%	6.97	4.92	-29.41%

Absorption: Last 12 months, an Average of **58** Sales/Month

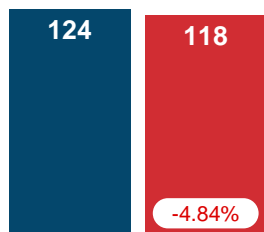
Inventory on March 31, 2019 = **286**

2018 **2019**

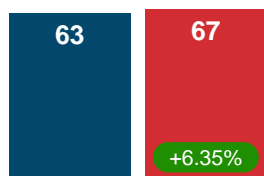
MARCH MARKET

MEDIAN PRICES

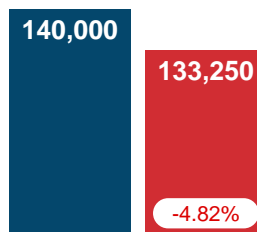
New Listings



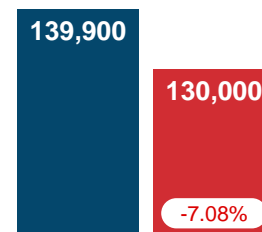
Pending Listings



List Price



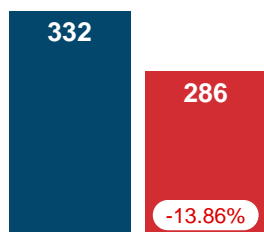
Sale Price



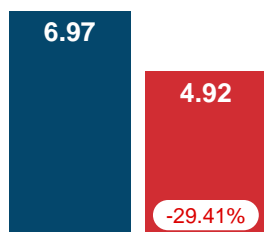
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

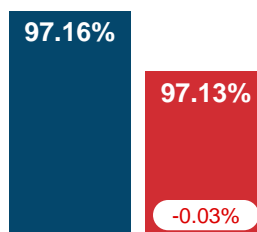
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

