

# March 2019



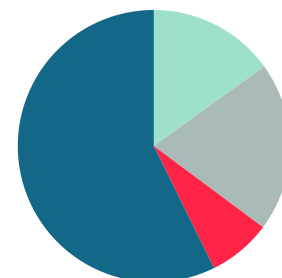
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	64	68	6.25%
Pending Listings	87	91	4.60%
New Listings	113	135	19.47%
Average List Price	156,905	151,678	-3.33%
Average Sale Price	152,988	145,445	-4.93%
Average Percent of Selling Price to List Price	96.70%	95.43%	-1.31%
Average Days on Market to Sale	59.34	67.22	13.27%
End of Month Inventory	253	259	2.37%
Months Supply of Inventory	3.88	4.13	6.46%



■ Closed (15.04%)  
■ Pending (20.13%)  
■ Other OffMarket (7.52%)  
■ Active (57.30%)

**Absorption:** Last 12 months, an Average of **63** Sales/Month  
**Active Inventory** as of March 31, 2019 = **259**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2019 rose **2.37%** to 259 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **4.13** 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 **4.93%** in March 2019 to \$145,445 versus the previous year at \$152,988.

#### Average Days on Market Lengthens

The average number of **67.22** days that homes spent on the market before selling increased by 7.88 days or **13.27%** in March 2019 compared to last year's same month at **59.34** DOM.

#### Sales Success for March 2019 is Positive

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

There were 135 New Listings in March 2019, up **19.47%** from last year at 113. Furthermore, there were 68 Closed Listings this month versus last year at 64, a **6.25%** increase.

Closed versus Listed trends yielded a **50.4%** ratio, down from previous year's, March 2018, at **56.6%**, a **11.06%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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](http://www.tulsarealtors.com) to find a REALTOR® today.

# March 2019



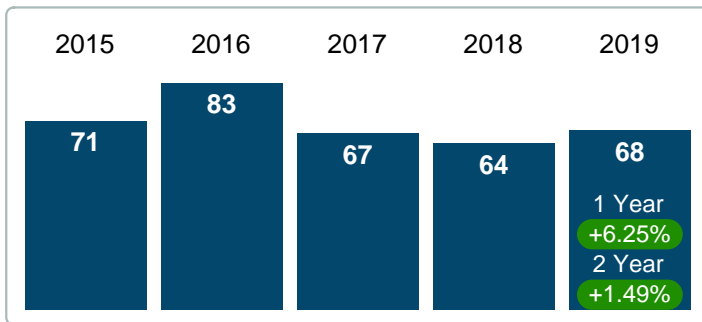
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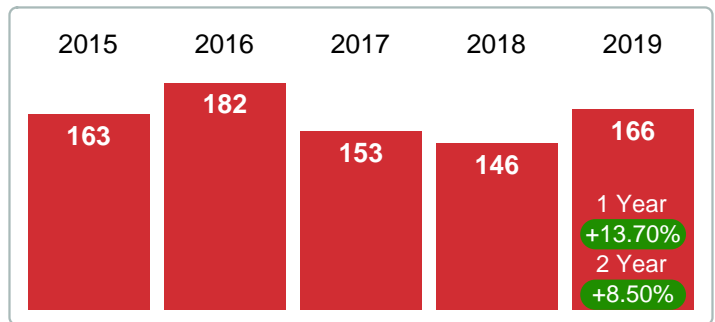
## CLOSED LISTINGS

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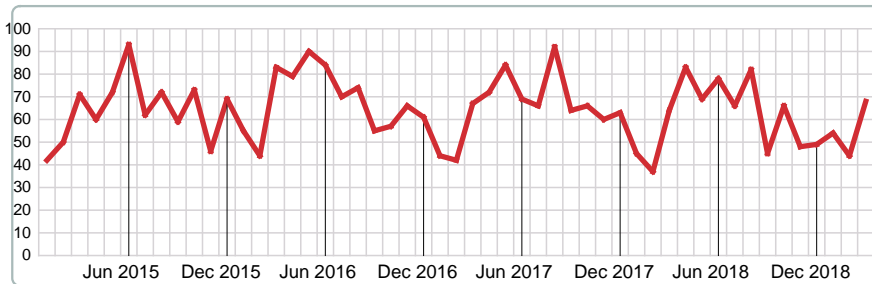
### MARCH



### YEAR TO DATE (YTD)

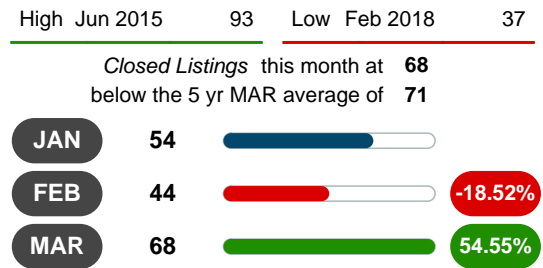


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 71



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.88%	52.5	1	3	0	0
\$50,001 - \$70,000	7	10.29%	63.4	3	4	0	0
\$70,001 - \$100,000	16	23.53%	47.4	1	10	5	0
\$100,001 - \$140,000	12	17.65%	103.3	2	8	2	0
\$140,001 - \$160,000	12	17.65%	66.5	0	8	4	0
\$160,001 - \$270,000	10	14.71%	46.0	0	2	8	0
\$270,001 and up	7	10.29%	94.6	0	1	4	2
<b>Total Closed Units</b>	<b>68</b>			<b>7</b>	<b>36</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>9,890,233</b>	<b>100%</b>	<b>67.2</b>	<b>535.68K</b>	<b>4.02M</b>	<b>4.53M</b>	<b>800.65K</b>
<b>Average Closed Price</b>	<b>\$145,445</b>			<b>\$76,526</b>	<b>\$111,739</b>	<b>\$197,013</b>	<b>\$400,325</b>

# March 2019



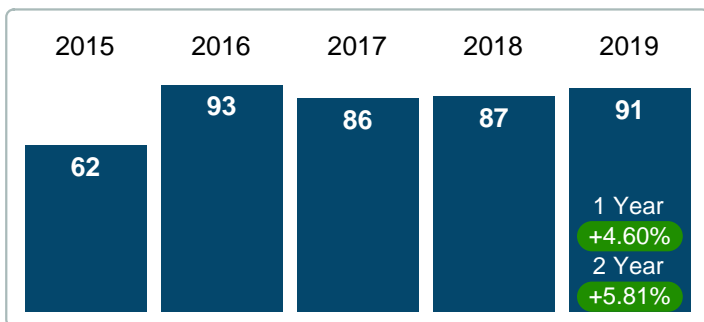
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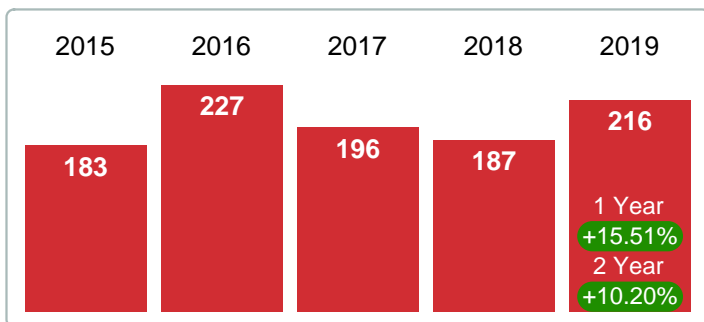
## PENDING LISTINGS

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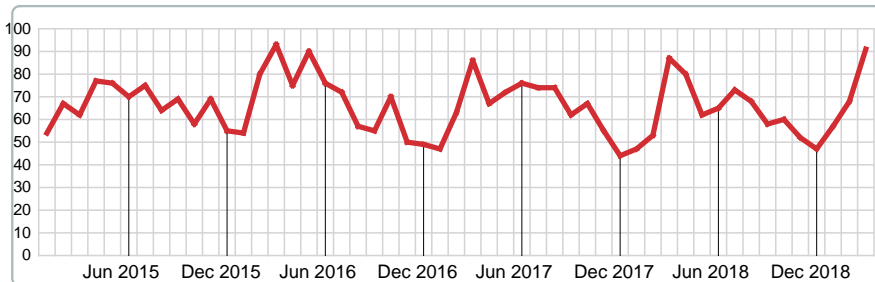
### MARCH



### YEAR TO DATE (YTD)

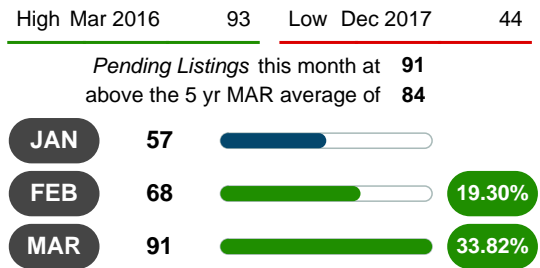


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 84



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.89%	49.4	2	7	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	14	15.38%	59.5	3	11	0	0
\$75,001 - \$125,000	30	32.97%	35.0	4	20	6	0
\$125,001 - \$225,000	14	15.38%	45.0	0	8	5	1
\$225,001 - \$300,000	14	15.38%	64.9	0	4	9	1
\$300,001 and up	10	10.99%	45.6	0	1	8	1
<b>Total Pending Units</b>	<b>91</b>			<b>9</b>	<b>51</b>	<b>28</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>13,991,950</b>	<b>100%</b>	<b>46.5</b>	<b>633.15K</b>	<b>5.50M</b>	<b>7.07M</b>	<b>789.80K</b>
<b>Average Listing Price</b>	<b>\$154,133</b>			<b>\$70,350</b>	<b>\$107,771</b>	<b>\$252,596</b>	<b>\$263,267</b>

# March 2019



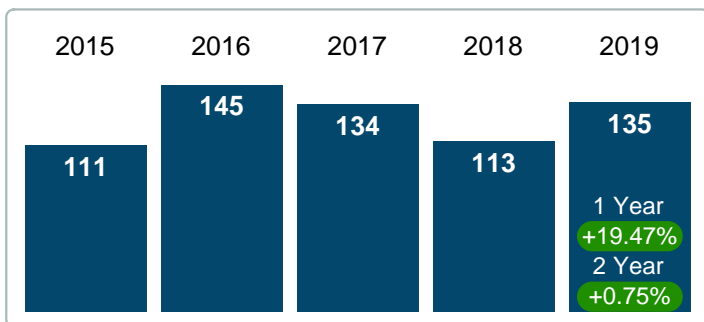
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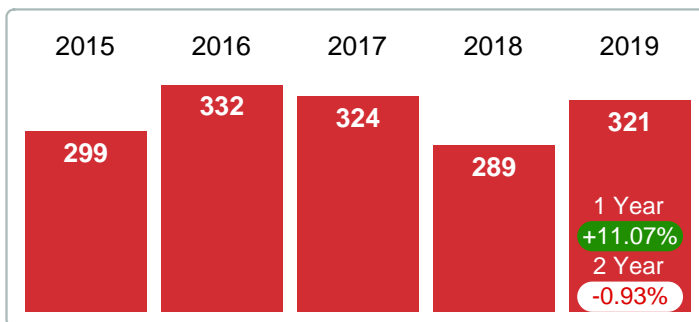
## NEW LISTINGS

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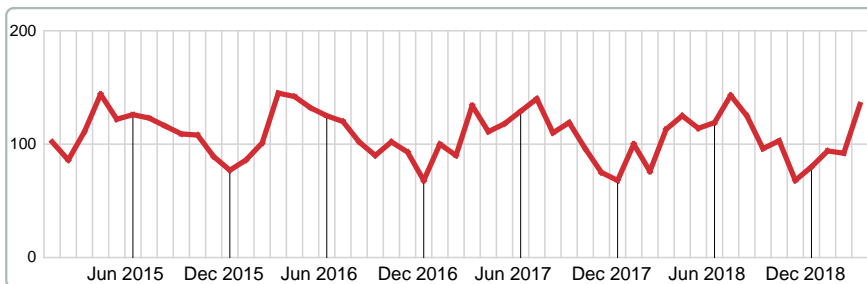
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 128

High Mar 2016 145 Low Nov 2018 68

New Listings this month at 135 above the 5 yr MAR average of 128

Month	New Listings	% Change
JAN	94	
FEB	92	-2.13%
MAR	135	46.74%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	4.44%	3	3	0	0
\$25,001 - \$50,000	9	6.67%	2	6	1	0
\$50,001 - \$100,000	29	21.48%	4	23	2	0
\$100,001 - \$125,000	25	18.52%	3	17	5	0
\$125,001 - \$225,000	37	27.41%	0	20	14	3
\$225,001 - \$275,000	14	10.37%	0	4	10	0
\$275,001 and up	15	11.11%	0	1	12	2
<b>Total New Listed Units</b>	<b>135</b>		<b>12</b>	<b>74</b>	<b>44</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>20,785,999</b>	<b>100%</b>	<b>729.45K</b>	<b>8.03M</b>	<b>10.66M</b>	<b>1.37M</b>
<b>Average New Listed Listing Price</b>	<b>\$154,578</b>		<b>\$60,788</b>	<b>\$108,465</b>	<b>\$242,360</b>	<b>\$273,260</b>

# March 2019



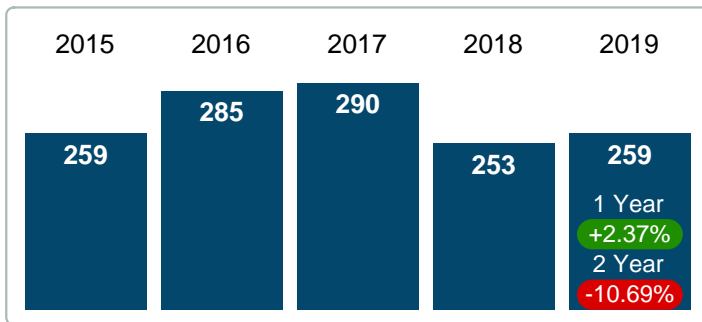
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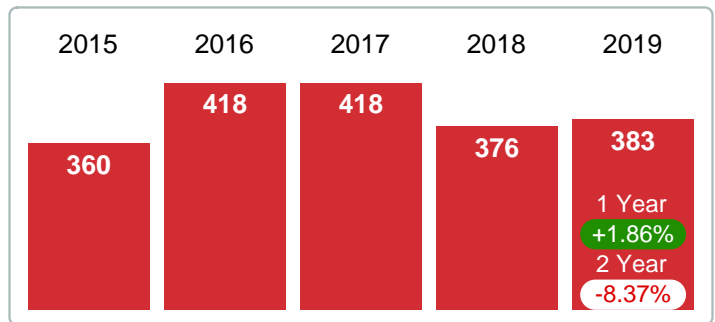
## ACTIVE INVENTORY

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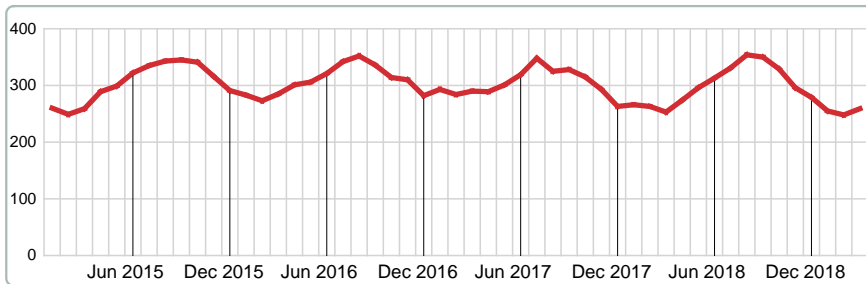
### END OF MARCH



### ACTIVE DURING MARCH

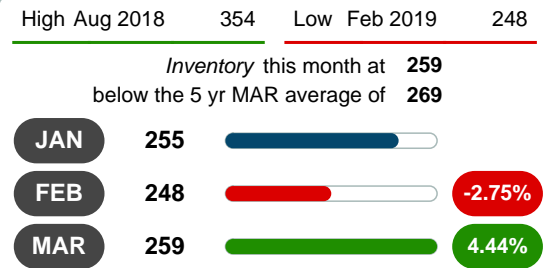


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 269



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	3.86%	40.8	6	4	0	0
\$25,001 - \$50,000	20	7.72%	70.1	5	13	2	0
\$50,001 - \$100,000	58	22.39%	71.6	18	36	4	0
\$100,001 - \$150,000	57	22.01%	41.2	3	43	10	1
\$150,001 - \$225,000	45	17.37%	64.2	0	15	28	2
\$225,001 - \$325,000	41	15.83%	64.4	0	8	31	2
\$325,001 and up	28	10.81%	90.1	1	5	14	8
<b>Total Active Inventory by Units</b>	<b>259</b>			<b>33</b>	<b>124</b>	<b>89</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>45,435,931</b>	<b>100%</b>	<b>63.2</b>	<b>2.93M</b>	<b>16.39M</b>	<b>21.47M</b>	<b>4.65M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$175,428</b>			<b>\$88,680</b>	<b>\$132,164</b>	<b>\$241,269</b>	<b>\$357,554</b>

# March 2019



Area Delimited by County Of Washington - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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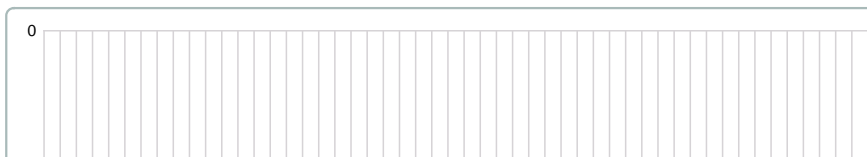
### MSI FOR MARCH

2015	2016	2017	2018	2019

### INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
259	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
\$40,000 and less	22	8.49%	3.62	4.91	3.13	4.00	0.00
\$40,001 - \$70,000	38	14.67%	4.75	6.00	4.11	9.00	0.00
\$70,001 - \$100,000	28	10.81%	2.51	6.35	2.19	1.14	0.00
\$100,001 - \$170,000	74	28.57%	3.70	2.57	3.89	3.65	2.00
\$170,001 - \$240,000	34	13.13%	3.74	0.00	3.38	3.94	6.00
\$240,001 - \$330,000	37	14.29%	6.94	0.00	4.50	9.08	3.60
\$330,001 and up	26	10.04%	8.67	0.00	15.00	5.20	42.00
Market Supply of Inventory (MSI)			4.13	5.08	3.55	4.68	5.78
Total Active Inventory by Units		100%	4.13	33	124	89	13

# March 2019



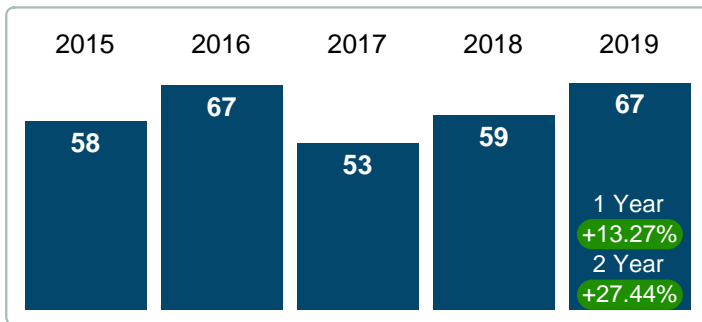
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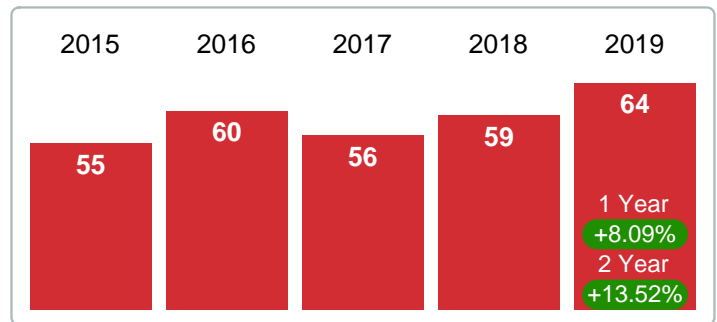
## AVERAGE DAYS ON MARKET TO SALE

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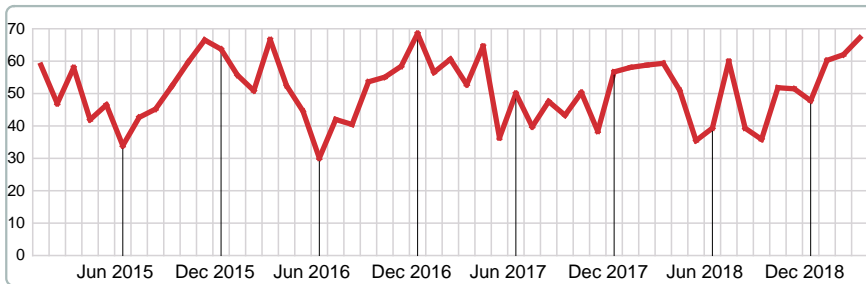
### MARCH



### YEAR TO DATE (YTD)

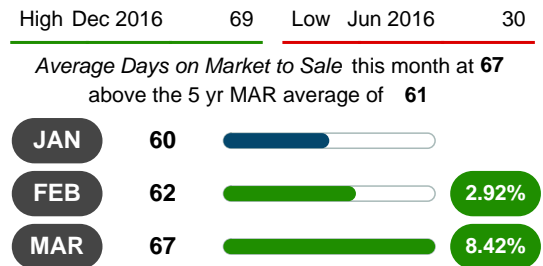


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 61



### 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
\$50,000 and less	5.88%	53	1	70	0	0
\$50,001 - \$70,000	10.29%	63	60	66	0	0
\$70,001 - \$100,000	23.53%	47	55	46	48	0
\$100,001 - \$140,000	17.65%	103	96	97	138	0
\$140,001 - \$160,000	17.65%	67	0	77	46	0
\$160,001 - \$270,000	14.71%	46	0	87	36	0
\$270,001 and up	10.29%	95	0	146	106	46
<b>Average Closed DOM</b>		<b>67</b>	<b>61</b>	<b>73</b>	<b>61</b>	<b>46</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>67</b>	<b>7</b>	<b>36</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,890,233</b>	<b>535.68K</b>	<b>4.02M</b>	<b>4.53M</b>	<b>800.65K</b>

# March 2019



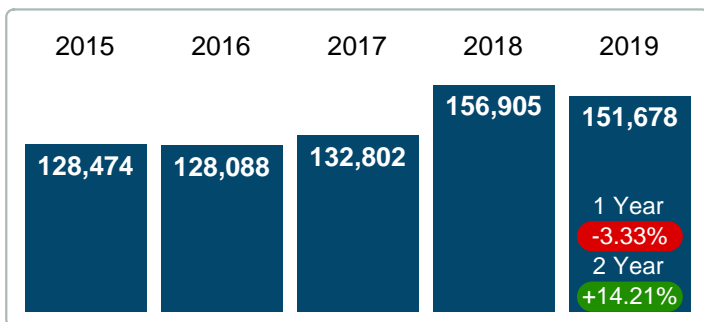
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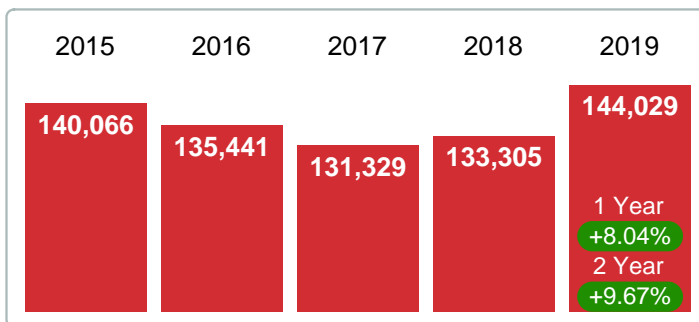
## AVERAGE LIST PRICE AT CLOSING

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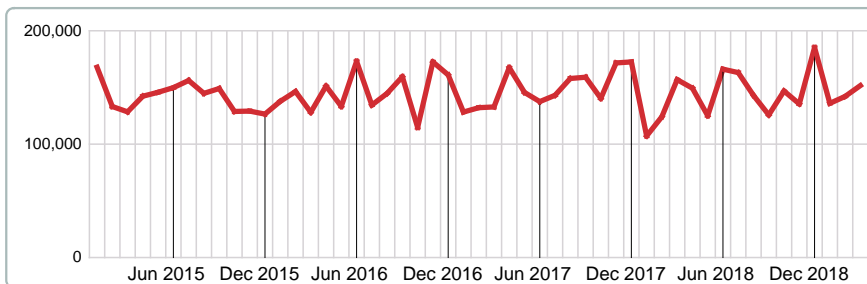
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 139,589

High Dec 2018 185,204    Low Jan 2018 107,218

Average List Price at Closing this month at **151,678**  
above the 5 yr MAR average of **139,589**

JAN	135,987	<div style="width: 60%;"></div>
FEB	142,078	<div style="width: 70%;"></div> 4.48%
MAR	151,678	<div style="width: 80%;"></div> 6.76%

### 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		
\$50,000 and less	3	4.41%	25,833	50,000	42,417	0		
\$50,001 - \$75,000	7	10.29%	63,914	68,633	67,750	79,500		
\$75,001 - \$100,000	15	22.06%	89,750	78,500	97,525	93,266		
\$100,001 - \$125,000	10	14.71%	114,268	117,500	115,279	129,999		
\$125,001 - \$150,000	8	11.76%	141,325	0	147,286	152,133		
\$150,001 - \$250,000	18	26.47%	188,492	0	168,200	206,505		
\$250,001 and up	7	10.29%	396,686	0	319,000	405,975		
<b>Average List Price</b>		<b>151,678</b>		<b>81,343</b>	<b>116,573</b>	<b>204,963</b>	<b>416,950</b>	
<b>Total Closed Units</b>		<b>68</b>	<b>100%</b>	<b>151,678</b>	<b>7</b>	<b>36</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,314,073</b>			<b>569.40K</b>	<b>4.20M</b>	<b>4.71M</b>	<b>833.90K</b>



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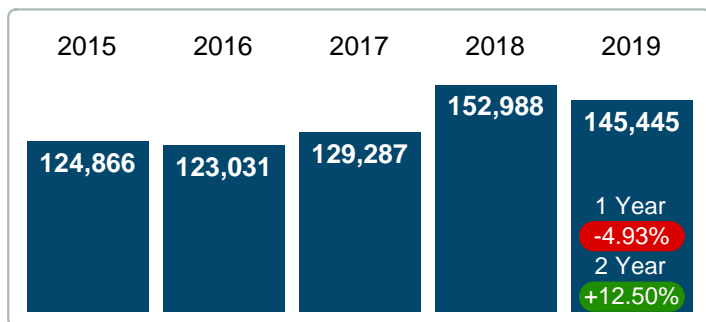
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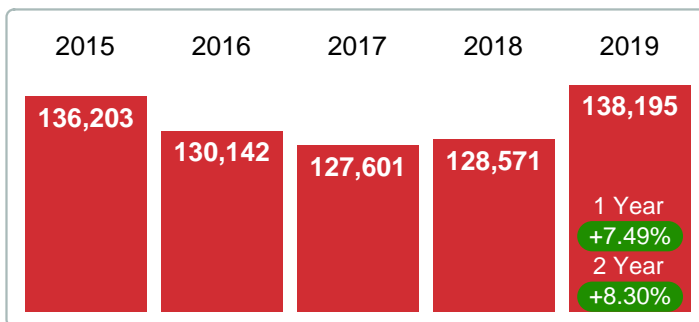
## AVERAGE SOLD PRICE AT CLOSING

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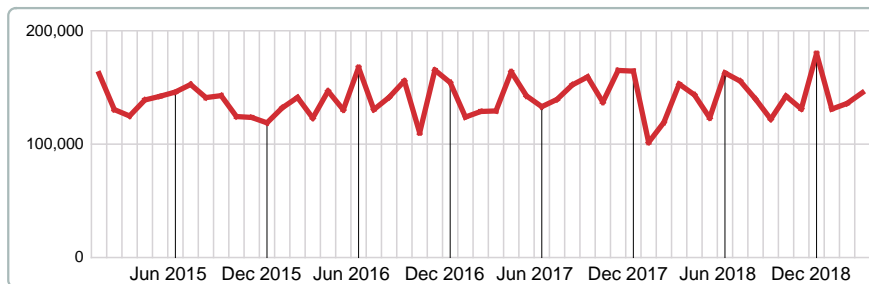
### MARCH



### YEAR TO DATE (YTD)

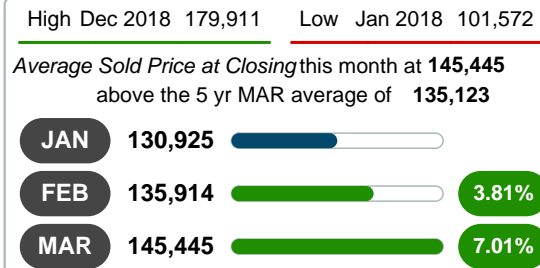


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 135,123



### 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
\$50,000 and less	4	5.88%	31,451	50,000	25,268	0
\$50,001 - \$70,000	7	10.29%	60,540	61,560	59,775	0
\$70,001 - \$100,000	16	23.53%	85,950	78,500	87,830	83,680
\$100,001 - \$140,000	12	17.65%	117,900	111,250	118,425	122,450
\$140,001 - \$160,000	12	17.65%	150,500	0	150,313	150,875
\$160,001 - \$270,000	10	14.71%	206,000	0	177,250	213,188
\$270,001 and up	7	10.29%	383,521	0	325,000	389,750
<b>Average Sold Price</b>		<b>145,445</b>		<b>76,526</b>	<b>111,739</b>	<b>197,013</b>
<b>Total Closed Units</b>		<b>68</b>		<b>7</b>	<b>36</b>	<b>23</b>
<b>Total Closed Volume</b>		<b>9,890,233</b>		<b>535.68K</b>	<b>4.02M</b>	<b>4.53M</b>

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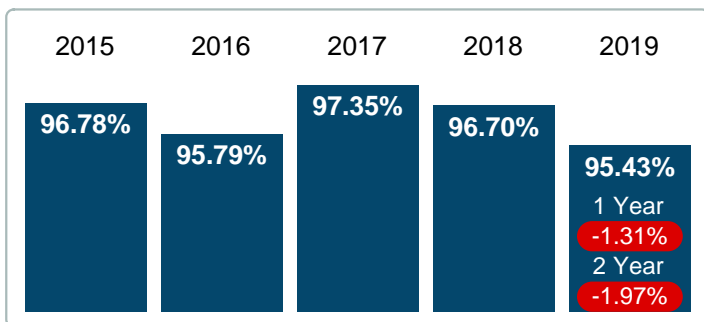
Area Delimited by County Of Washington - Residential Property Type



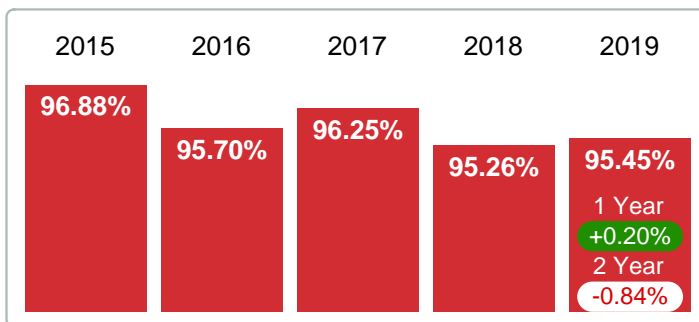
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

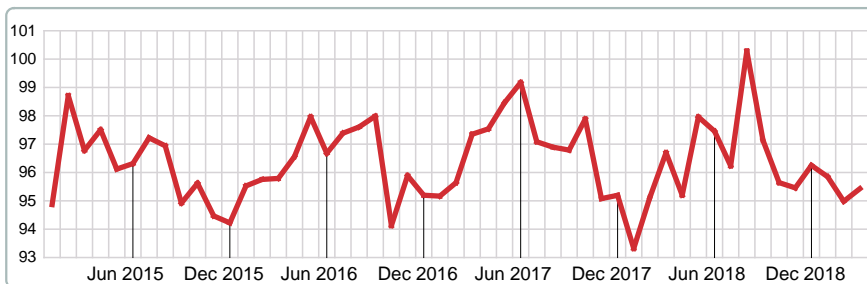
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

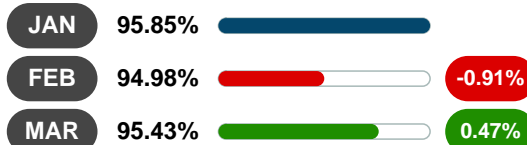


### 3 MONTHS

5 year MAR AVG = 96.41%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **95.43%**  
below the 5 yr MAR average of **96.41%**



## 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
\$50,000 and less	4	5.88%	85.43%	100.00%	80.58%	0.00%	0.00%
\$50,001 - \$70,000	7	10.29%	94.66%	91.65%	96.91%	0.00%	0.00%
\$70,001 - \$100,000	16	23.53%	94.51%	100.00%	93.65%	95.13%	0.00%
\$100,001 - \$140,000	12	17.65%	96.91%	95.00%	98.49%	92.49%	0.00%
\$140,001 - \$160,000	12	17.65%	95.98%	0.00%	96.43%	95.08%	0.00%
\$160,001 - \$270,000	10	14.71%	97.90%	0.00%	100.77%	97.18%	0.00%
\$270,001 and up	7	10.29%	97.01%	0.00%	101.88%	96.12%	96.36%
Average Sold/List Ratio		95.40%		94.99%	95.24%	95.78%	96.36%
Total Closed Units		68	100%	7	36	23	2
Total Closed Volume		9,890,233		535.68K	4.02M	4.53M	800.65K

# March 2019



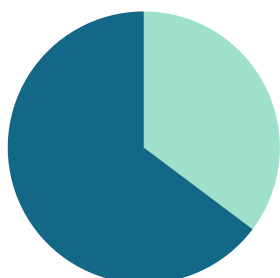
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

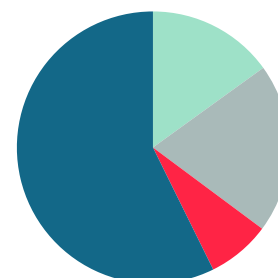


**Inventory**  
 New Listings  
**135 = 35.25%**  
 Start Inventory  
**248**  
 Total Inventory Units  
**383**  
 Volume  
**\$65,042,271**

### Market Activity

Closed Sales  
**68 = 15.04%**  
 Pending Sales  
**91 = 20.13%**  
 Other Off Market  
**34 = 7.52%**  
 Active Inventory  
**259 = 57.30%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	64	68	6.25%	146	166	13.70%
Pending Sales	87	91	4.60%	187	216	15.51%
New Listings	113	135	19.47%	289	321	11.07%
Average List Price	156,905	151,678	-3.33%	133,305	144,029	8.04%
Average Sale Price	152,988	145,445	-4.93%	128,571	138,195	7.49%
Average Percent of Selling Price to List Price	96.70%	95.43%	-1.31%	95.26%	95.45%	0.20%
Average Days on Market to Sale	59.34	67.22	13.27%	58.81	63.57	8.09%
Monthly Inventory	253	259	2.37%	253	259	2.37%
Months Supply of Inventory	3.88	4.13	6.46%	3.88	4.13	6.46%

**Absorption:** Last 12 months, an Average of **63** Sales/Month

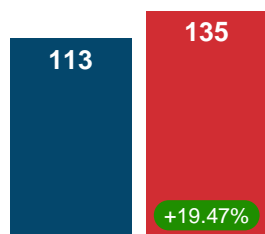
**Inventory** on March 31, 2019 = **259**

**2018** **2019**

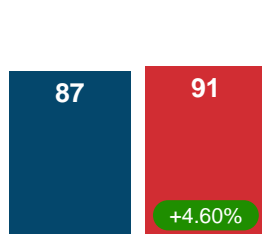
### MARCH MARKET

### AVERAGE PRICES

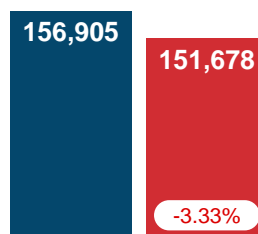
#### New Listings



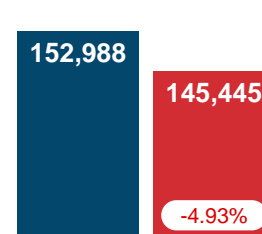
#### Pending Listings



#### List Price



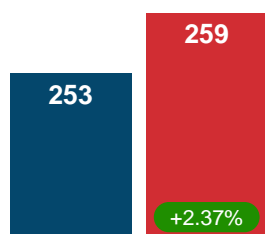
#### Sale Price



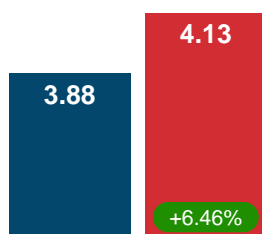
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

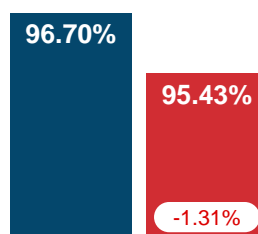
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

