

# March 2019



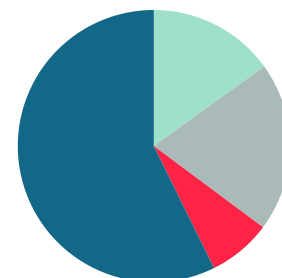
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	138,100	125,000	-9.49%
Median Sale Price	133,500	119,000	-10.86%
Median Percent of Selling Price to List Price	98.15%	97.86%	-0.30%
Median Days on Market to Sale	60.00	56.00	-6.67%
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.

#### 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 **10.86%** in March 2019 to \$119,000 versus the previous year at \$133,500.

#### Median Days on Market Shortens

The median number of **56.00** days that homes spent on the market before selling decreased by 4.00 days or **6.67%** in March 2019 compared to last year's same month at **60.00** DOM.

#### Sales Success for March 2019 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished 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>
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<b>Median Days on Market to Sale</b>	<b>7</b>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**

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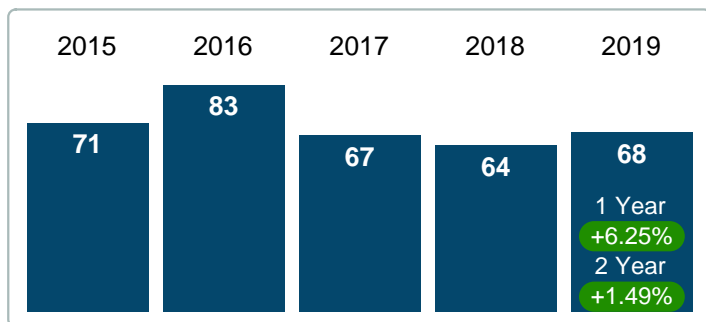
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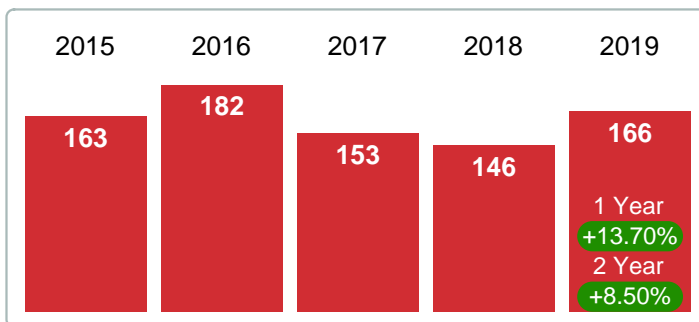
## CLOSED LISTINGS

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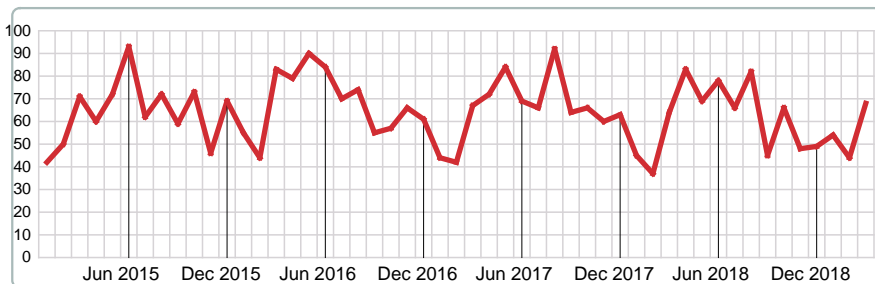
### MARCH



### YEAR TO DATE (YTD)

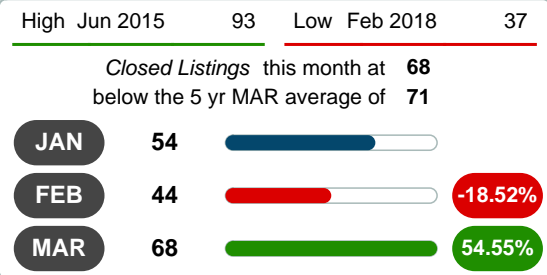


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 71



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.88%	48.0	1	3	0	0
\$50,001 - \$70,000	7	10.29%	58.0	3	4	0	0
\$70,001 - \$100,000	16	23.53%	35.5	1	10	5	0
\$100,001 - \$140,000	12	17.65%	119.0	2	8	2	0
\$140,001 - \$160,000	12	17.65%	66.5	0	8	4	0
\$160,001 - \$270,000	10	14.71%	39.5	0	2	8	0
\$270,001 and up	7	10.29%	106.0	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>56.0</b>	<b>535.68K</b>	<b>4.02M</b>	<b>4.53M</b>	<b>800.65K</b>
<b>Median Closed Price</b>	<b>\$119,000</b>			<b>\$68,500</b>	<b>\$105,000</b>	<b>\$166,000</b>	<b>\$400,325</b>

# March 2019



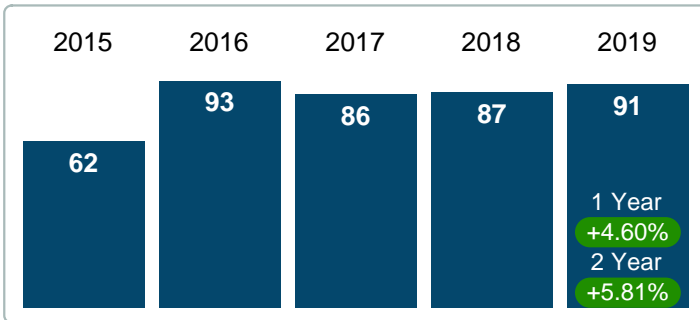
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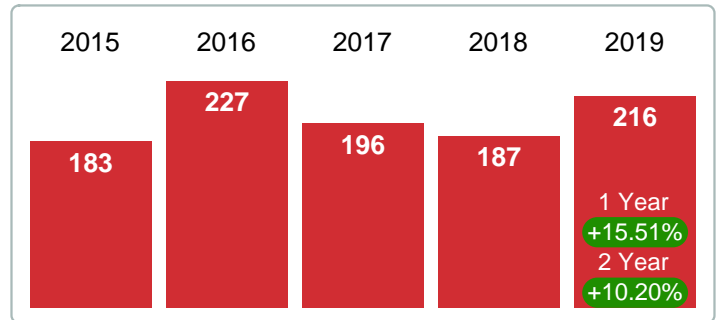
## PENDING LISTINGS

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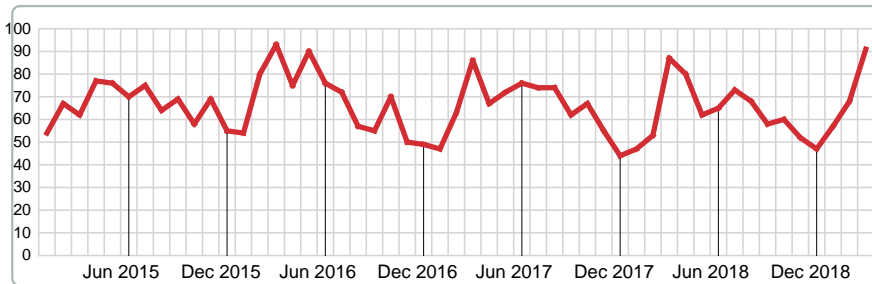
### MARCH



### YEAR TO DATE (YTD)

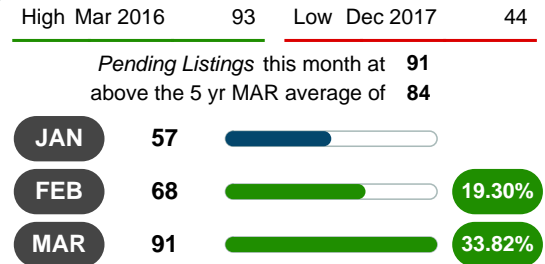


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 84



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.89%	23.0	2	7	0	0
\$50,001 - \$60,000	8	8.79%	73.0	2	6	0	0
\$60,001 - \$90,000	16	17.58%	13.0	2	14	0	0
\$90,001 - \$140,000	23	25.27%	17.0	3	14	6	0
\$140,001 - \$230,000	12	13.19%	33.5	0	5	6	1
\$230,001 - \$320,000	14	15.38%	35.5	0	4	9	1
\$320,001 and up	9	9.89%	25.0	0	1	7	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>25.0</b>	<b>633.15K</b>	<b>5.50M</b>	<b>7.07M</b>	<b>789.80K</b>
<b>Median Listing Price</b>	<b>\$115,000</b>			<b>\$67,000</b>	<b>\$89,900</b>	<b>\$247,200</b>	<b>\$265,000</b>

# March 2019



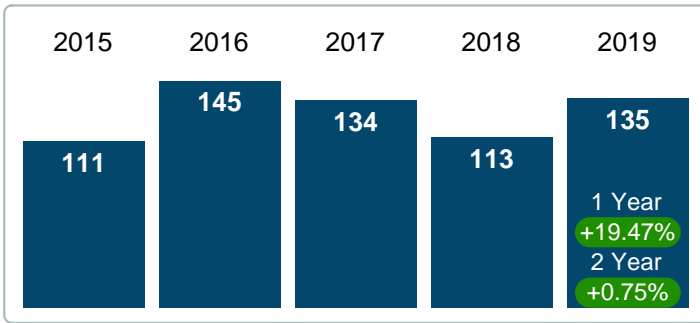
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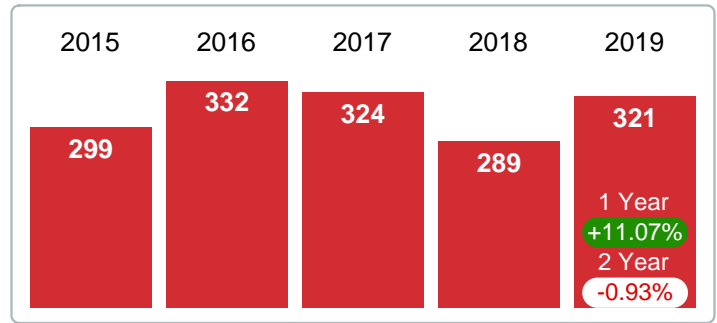
## NEW LISTINGS

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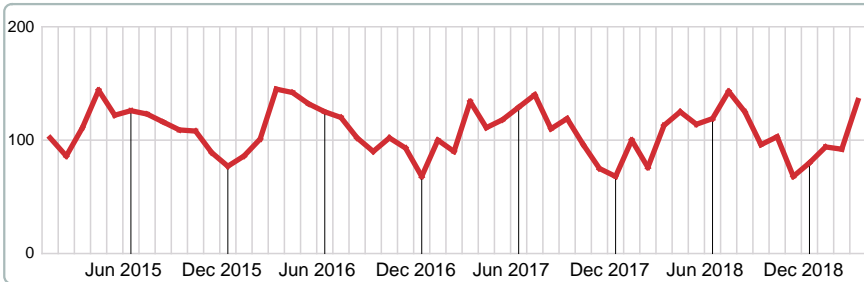
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

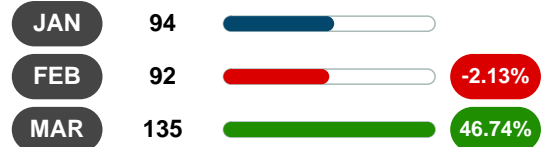


### 3 MONTHS

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



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	8.15%	5	6	0	0
\$40,001 - \$60,000	13	9.63%	3	9	1	0
\$60,001 - \$100,000	20	14.81%	1	17	2	0
\$100,001 - \$140,000	38	28.15%	3	28	7	0
\$140,001 - \$220,000	21	15.56%	0	8	10	3
\$220,001 - \$280,000	17	12.59%	0	5	12	0
\$280,001 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>Median New Listed Listing Price</b>	<b>\$125,000</b>		<b>\$57,400</b>	<b>\$109,000</b>	<b>\$230,250</b>	<b>\$210,000</b>

# March 2019



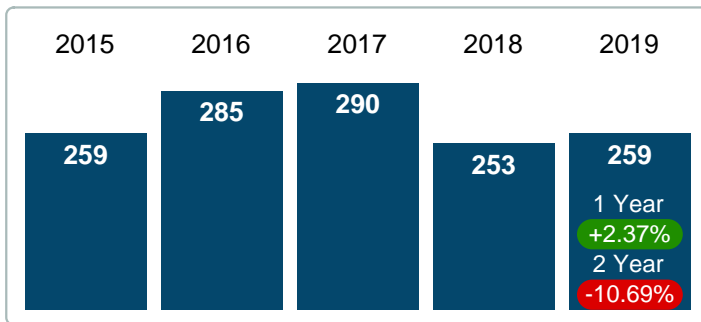
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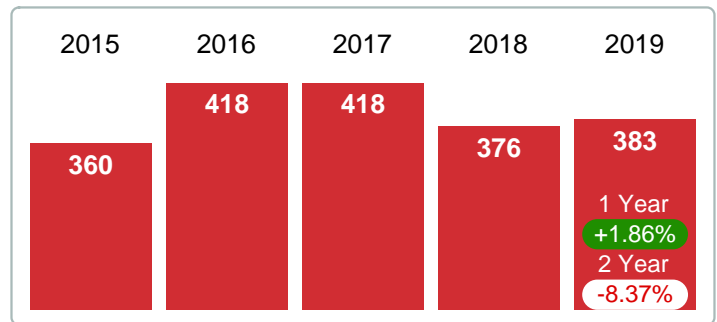
## ACTIVE INVENTORY

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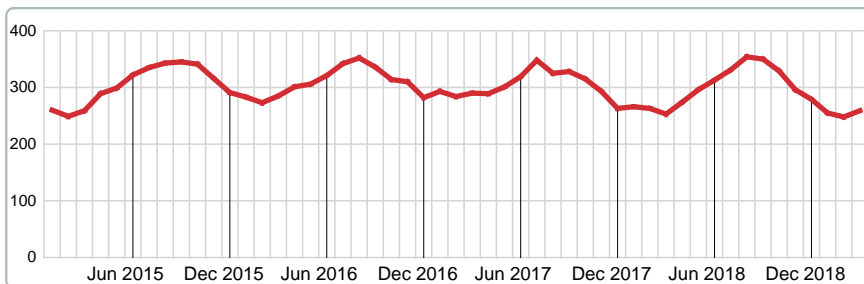
### END OF MARCH



### ACTIVE DURING MARCH

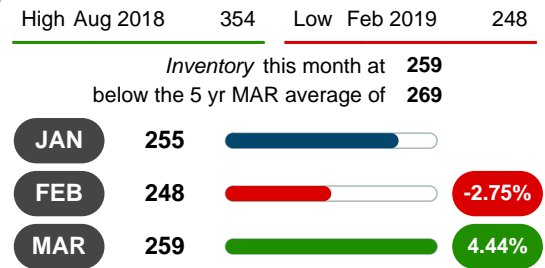


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 269



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	22	8.49%	38.0	9	12	1	0
\$40,001 - \$70,000	38	14.67%	45.5	11	24	3	0
\$70,001 - \$100,000	28	10.81%	60.0	9	17	2	0
\$100,001 - \$170,000	74	28.57%	34.5	3	49	21	1
\$170,001 - \$240,000	34	13.13%	47.5	0	11	21	2
\$240,001 - \$330,000	37	14.29%	39.0	0	6	28	3
\$330,001 and up	26	10.04%	73.5	1	5	13	7
<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>46.0</b>	<b>2.93M</b>	<b>16.39M</b>	<b>21.47M</b>	<b>4.65M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$133,000</b>			<b>\$60,000</b>	<b>\$109,900</b>	<b>\$235,000</b>	<b>\$344,900</b>

# March 2019



Area Delimited by County Of Washington - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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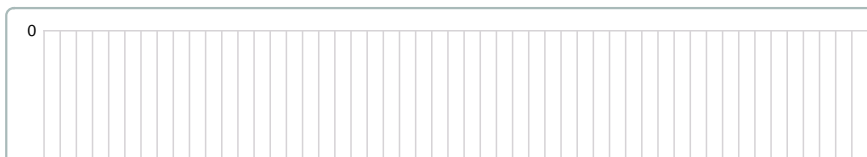
### MSI FOR MARCH

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



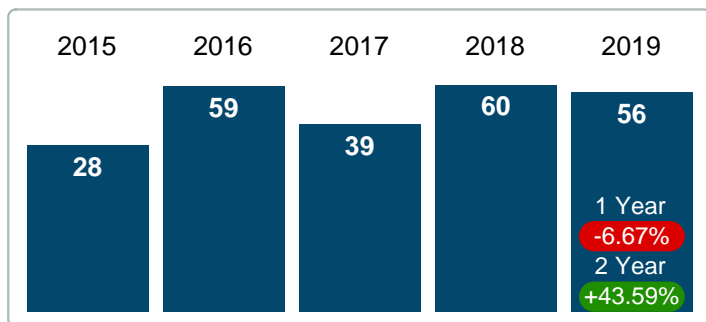
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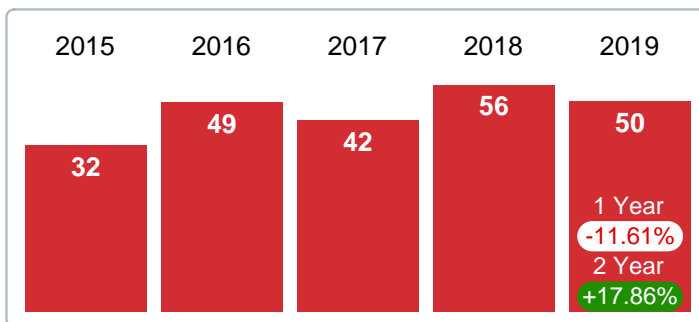
## MEDIAN DAYS ON MARKET TO SALE

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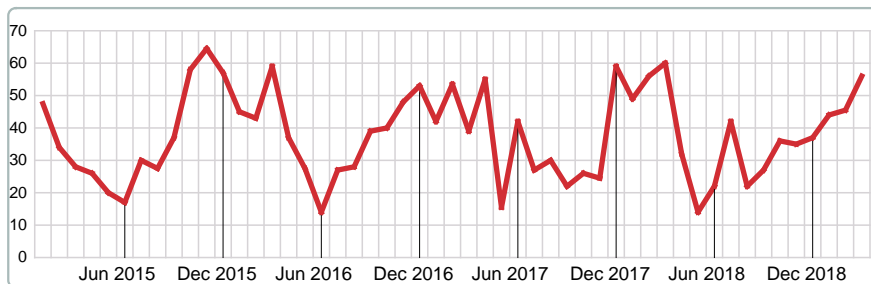
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 48

High Nov 2015 65 Low May 2018 14

Median Days on Market to Sale this month at 56 above the 5 yr MAR average of 48



### 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
\$50,000 and less	5.88%	48	1	49	0	0
\$50,001 - \$70,000	10.29%	58	55	65	0	0
\$70,001 - \$100,000	23.53%	36	55	20	57	0
\$100,001 - \$140,000	17.65%	119	96	119	138	0
\$140,001 - \$160,000	17.65%	67	0	81	34	0
\$160,001 - \$270,000	14.71%	40	0	87	40	0
\$270,001 and up	10.29%	106	0	146	120	46
Median Closed DOM		56	55	67	47	46
Total Closed Units	100%	68	7	36	23	2
Total Closed Volume		9,890,233	535.68K	4.02M	4.53M	800.65K



# March 2019



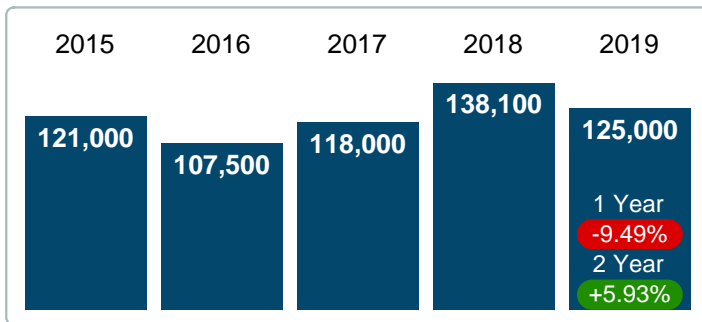
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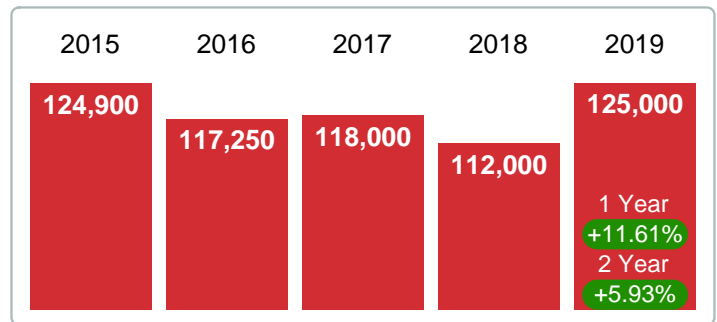
## MEDIAN LIST PRICE AT CLOSING

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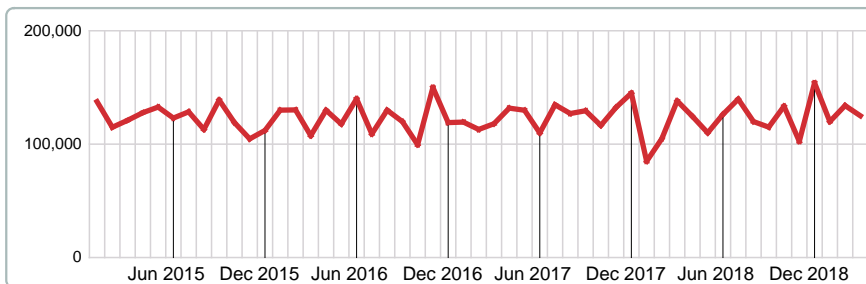
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

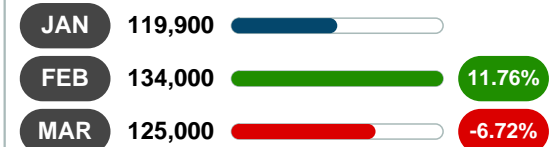


### 3 MONTHS

5 year MAR AVG = 121,920

High Dec 2018 154,000 Low Jan 2018 84,900

Median List Price at Closing this month at **125,000**  
above the 5 yr MAR average of **121,920**



### 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
\$50,000 and less	4.41%	17,500	50,000	13,750	0	0
\$50,001 - \$70,000	7.35%	62,000	53,000	62,450	0	0
\$70,001 - \$100,000	25.00%	88,300	78,500	94,500	89,900	0
\$100,001 - \$140,000	19.12%	118,000	117,500	114,900	132,250	0
\$140,001 - \$160,000	14.71%	152,450	0	150,000	157,000	0
\$160,001 - \$270,000	19.12%	192,800	0	167,000	217,750	0
\$270,001 and up	10.29%	334,900	0	319,000	347,500	416,950
<b>Median List Price</b>		<b>125,000</b>	<b>78,500</b>	<b>109,388</b>	<b>174,500</b>	<b>416,950</b>
<b>Total Closed Units</b>	<b>68</b>	<b>100%</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>



# March 2019



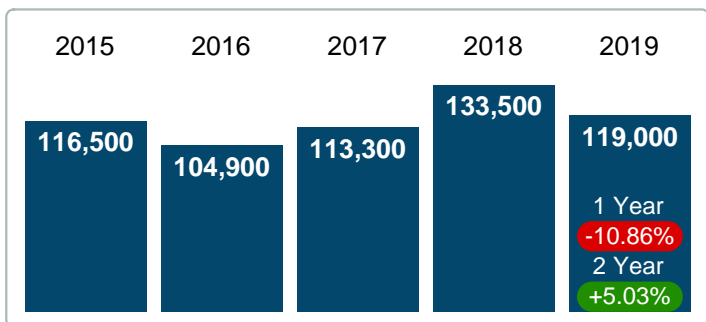
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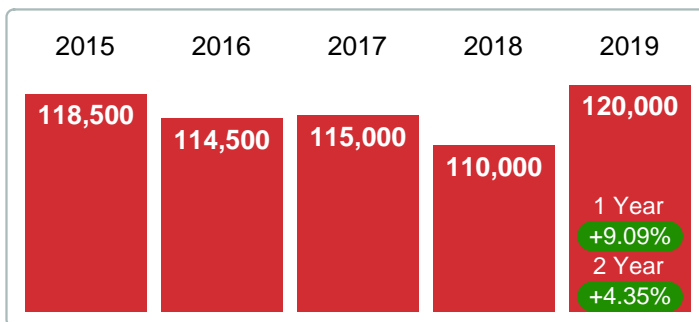
## MEDIAN SOLD PRICE AT CLOSING

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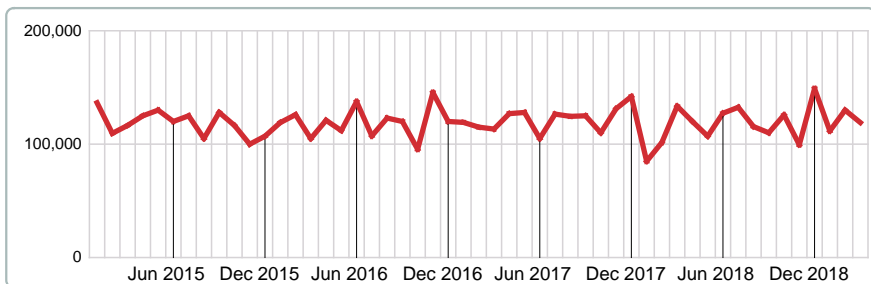
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

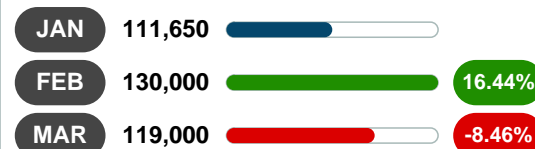


### 3 MONTHS

5 year MAR AVG = 117,440

High Dec 2018 149,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at 119,000 above the 5 yr MAR average of 117,440



### 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
\$50,000 and less	5.88%	32,750	50,000	15,500	0	0
\$50,001 - \$70,000	10.29%	60,000	60,000	60,000	0	0
\$70,001 - \$100,000	23.53%	87,950	78,500	90,750	87,000	0
\$100,001 - \$140,000	17.65%	115,250	111,250	119,000	122,450	0
\$140,001 - \$160,000	17.65%	150,000	0	150,000	152,500	0
\$160,001 - \$270,000	14.71%	206,750	0	177,250	216,000	0
\$270,001 and up	10.29%	328,650	0	325,000	328,000	400,325
<b>Median Sold Price</b>		<b>119,000</b>	<b>68,500</b>	<b>105,000</b>	<b>166,000</b>	<b>400,325</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>119,000</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>

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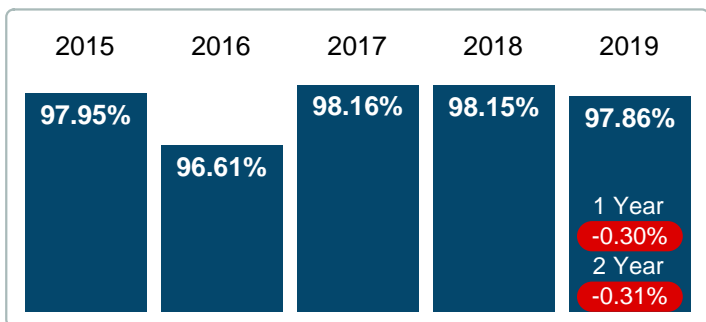
Area Delimited by County Of Washington - Residential Property Type



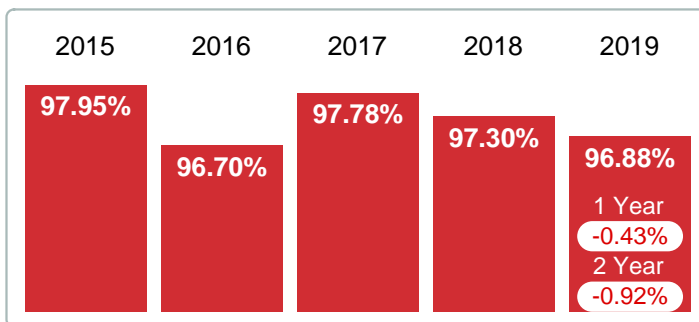
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

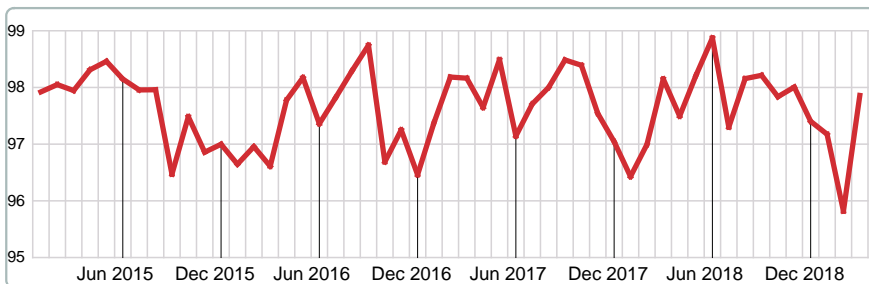
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

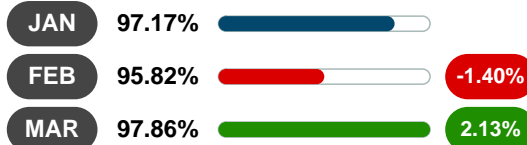


### 3 MONTHS

5 year MAR AVG = 97.75%

High Jun 2018 98.87% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **97.86%**  
equal to 5 yr MAR average of **97.75%**



### 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
\$50,000 and less	4	5.88%	94.29%	100.00%	88.57%	0.00%	0.00%
\$50,001 - \$70,000	7	10.29%	94.36%	93.96%	97.18%	0.00%	0.00%
\$70,001 - \$100,000	16	23.53%	95.50%	100.00%	92.62%	96.67%	0.00%
\$100,001 - \$140,000	12	17.65%	98.86%	95.00%	99.60%	92.49%	0.00%
\$140,001 - \$160,000	12	17.65%	97.78%	0.00%	97.92%	96.39%	0.00%
\$160,001 - \$270,000	10	14.71%	98.91%	0.00%	100.77%	96.94%	0.00%
\$270,001 and up	7	10.29%	97.89%	0.00%	101.88%	97.41%	96.36%
Median Sold/List Ratio		97.86%		100.00%	98.51%	96.92%	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



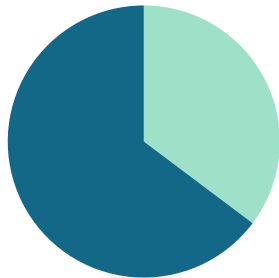
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

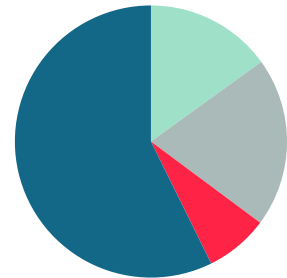


**Inventory**  
 New Listings  
**135 = 35.25%**  
 Start Inventory  
**248**  
 Total Inventory Units  
**383**  
 Volume  
**\$65,042,271**

### 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%
Median List Price	138,100	125,000	-9.49%	112,000	125,000	11.61%
Median Sale Price	133,500	119,000	-10.86%	110,000	120,000	9.09%
Median Percent of Selling Price to List Price	98.15%	97.86%	-0.30%	97.30%	96.88%	-0.43%
Median Days on Market to Sale	60.00	56.00	-6.67%	56.00	49.50	-11.61%
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

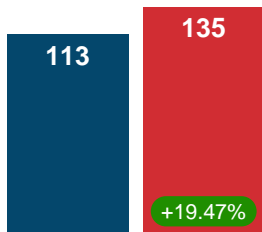
**Inventory** on March 31, 2019 = **259**

**2018** **2019**

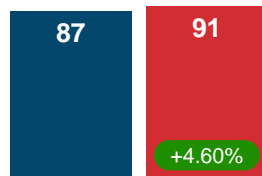
### MARCH MARKET

### MEDIAN PRICES

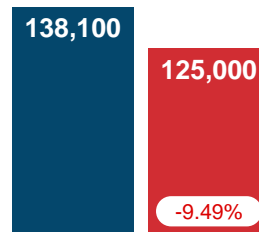
#### New Listings



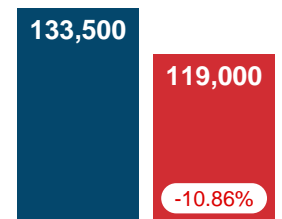
#### Pending Listings



#### List Price



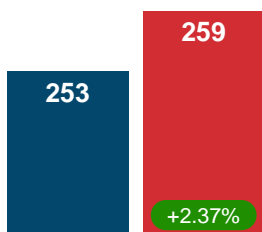
#### Sale Price



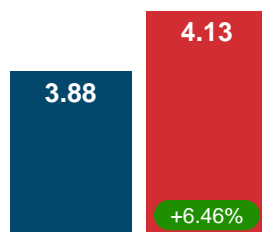
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

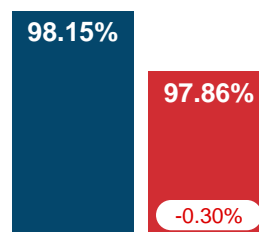
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

