



January 2019

Area Delimited by County Of Creek

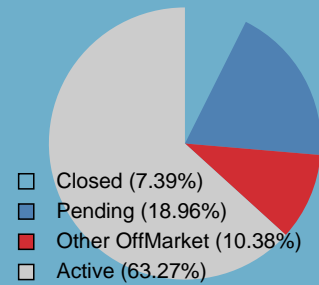


MONTHLY INVENTORY ANALYSIS

Report produced on Feb 11, 2019 for MLS Technology Inc.

Compared Metrics	January		
	2018	2019	+/-%
Closed Listings	42	37	-11.90%
Pending Listings	60	95	58.33%
New Listings	124	110	-11.29%
Average List Price	149,743	157,885	5.44%
Average Sale Price	145,494	151,842	4.36%
Average Percent of List Price to Selling Price	96.30%	94.69%	-1.67%
Average Days on Market to Sale	41.26	51.68	25.24%
End of Month Inventory	441	317	-28.12%
Months Supply of Inventory	6.49	4.80	-25.94%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of January 31, 2019 = **317**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **28.12%** to 317 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **4.80** 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 **4.36%** in January 2019 to \$151,842 versus the previous year at \$145,494.

Average Days on Market Lengthens

The average number of **51.68** days that homes spent on the market before selling increased by 10.41 days or **25.24%** in January 2019 compared to last year's same month at **41.26** DOM.

Sales Success for January 2019 is Positive

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

There were 110 New Listings in January 2019, down **11.29%** from last year at 124. Furthermore, there were 37 Closed Listings this month versus last year at 42, a **-11.90%** decrease.

Closed versus Listed trends yielded a **33.6%** ratio, down from previous year's, January 2018, at **33.9%**, a **0.69%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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.

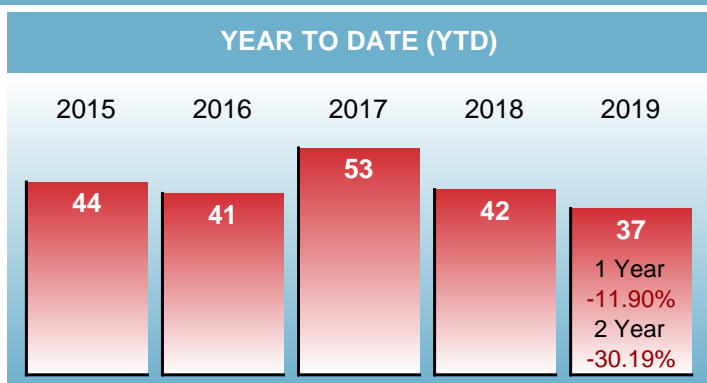
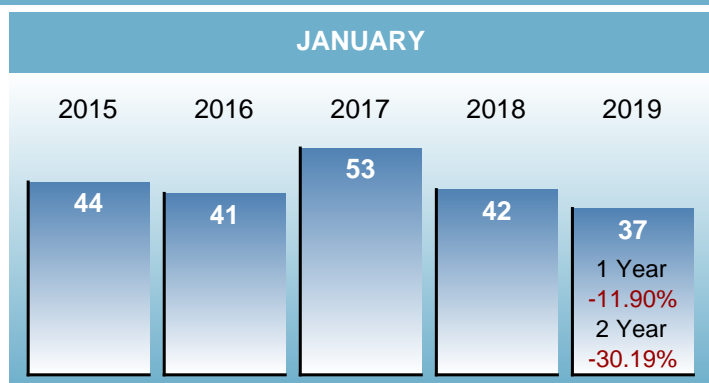
January 2019

Area Delimited by County Of Creek



CLOSED LISTINGS

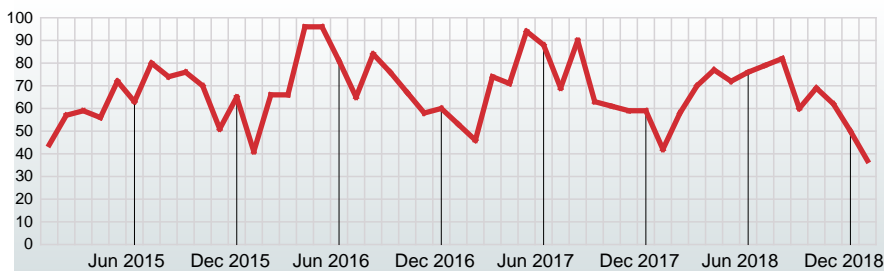
Report produced on Feb 11, 2019 for MLS Technology Inc.



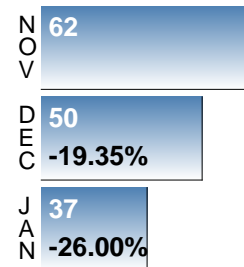
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 43

3 MONTHS



High
May 2016 = 96
Low
Jan 2019 = 37
Closed Listings
this month at **37**,
below the 5 yr JAN
average of **43**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	5.41%	94.0	2	0	0	0
\$25,001 - \$50,000	5	13.51%	25.0	3	2	0	0
\$50,001 - \$75,000	2	5.41%	41.5	1	1	0	0
\$75,001 - \$150,000	13	35.14%	34.8	3	9	1	0
\$150,001 - \$175,000	5	13.51%	32.0	0	4	1	0
\$175,001 - \$350,000	6	16.22%	86.3	0	3	2	1
\$350,001 and up	4	10.81%	96.5	0	2	1	1
Total Closed Units	37			9	21	5	2
Total Closed Volume	5,618,169	100%	51.7	548.30K	3.18M	1.30M	584.90K
Average Closed Price	\$151,842			\$60,922	\$151,632	\$260,140	\$292,450

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



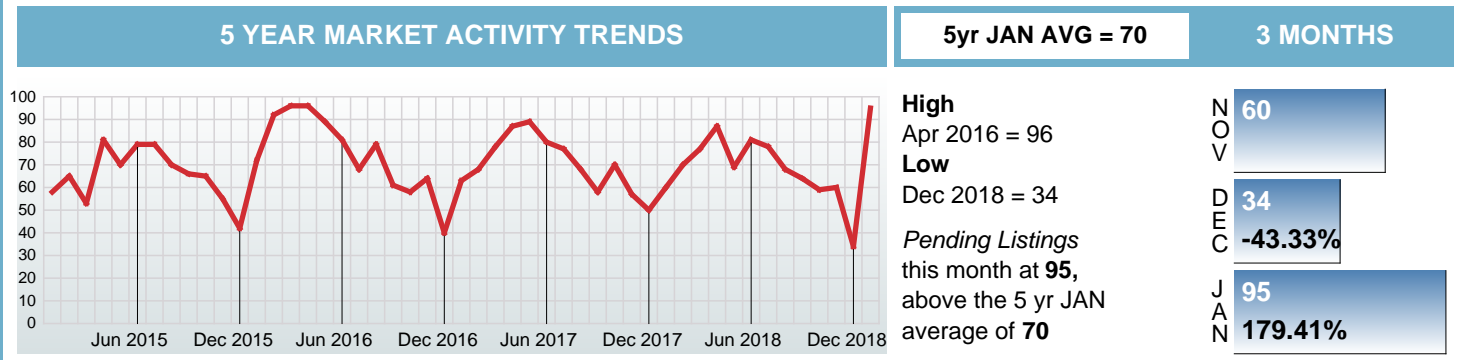
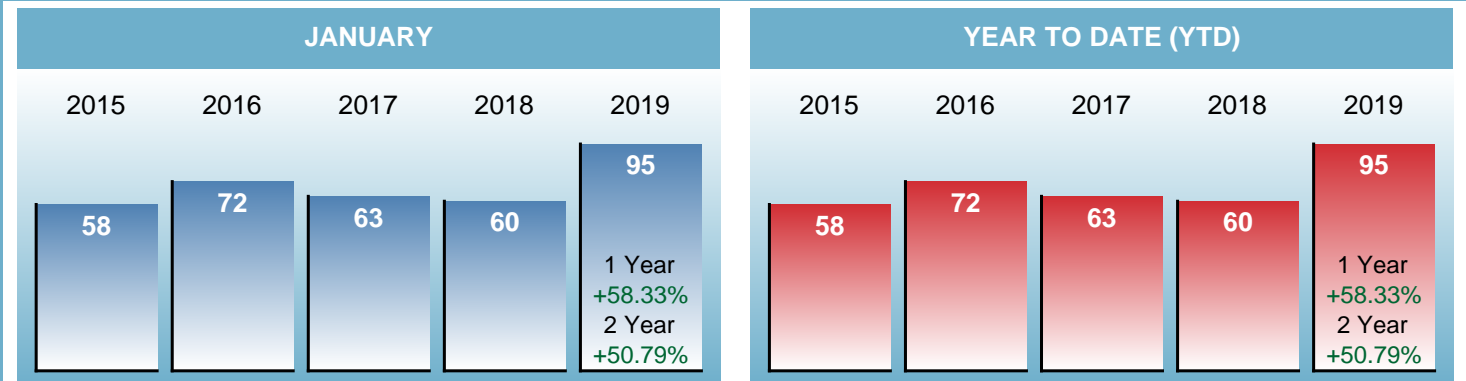
January 2019

Area Delimited by County Of Creek



PENDING LISTINGS

Report produced on Feb 11, 2019 for MLS Technology Inc.



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	10.53%	54.3	8	2	0	0
\$40,001 - \$60,000	7	7.37%	85.4	6	1	0	0
\$60,001 - \$90,000	16	16.84%	59.1	9	7	0	0
\$90,001 - \$140,000	24	25.26%	40.7	4	17	3	0
\$140,001 - \$150,000	7	7.37%	46.7	1	5	1	0
\$150,001 - \$190,000	20	21.05%	45.3	3	17	0	0
\$190,001 and up	11	11.58%	80.3	2	2	7	0
Total Pending Units	95			33	51	11	0
Total Pending Volume	11,875,130	100%	57.2	2.81M	6.63M	2.44M	0.00B
Average Listing Price	\$80,467			\$85,036	\$130,003	\$221,709	\$0

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



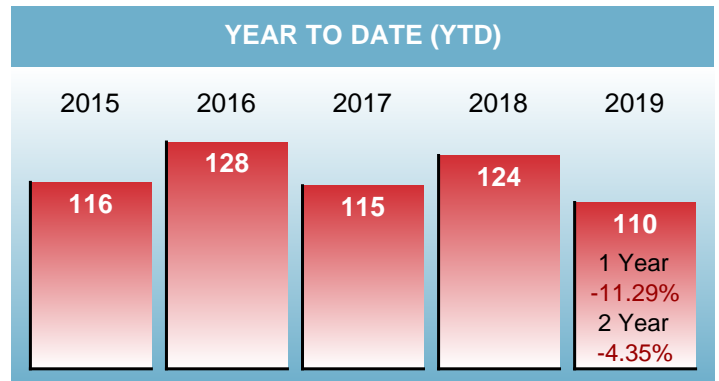
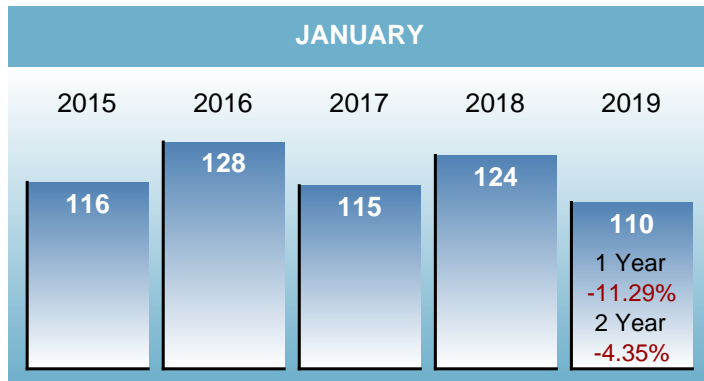
January 2019

Area Delimited by County Of Creek



NEW LISTINGS

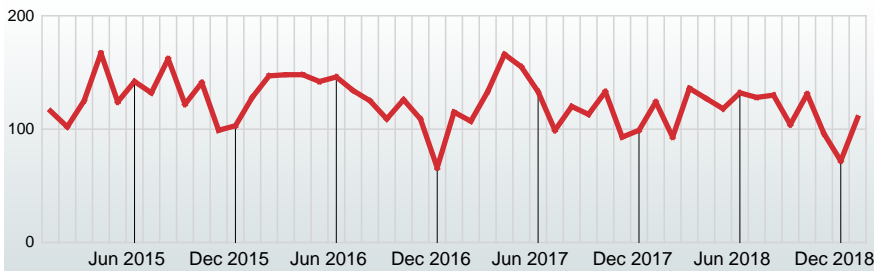
Report produced on Feb 11, 2019 for MLS Technology Inc.



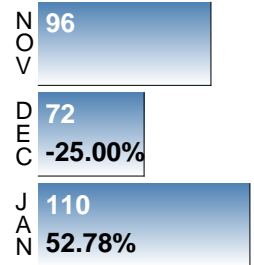
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 119

3 MONTHS



High
Apr 2015 = 167
Low
Dec 2016 = 66
New Listings
this month at **110**,
below the 5 yr JAN
average of **119**



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	11	10.00%	8	3	0	0
\$50,001 - \$75,000	11	10.00%	7	4	0	0
\$75,001 - \$125,000	18	16.36%	5	11	1	1
\$125,001 - \$150,000	24	21.82%	5	16	2	1
\$150,001 - \$175,000	13	11.82%	2	10	1	0
\$175,001 - \$275,000	22	20.00%	3	12	7	0
\$275,001 and up	11	10.00%	2	3	5	1
Total New Listed Units	110		32	59	16	3
Total New Listed Volume	18,538,070	100%	3.89M	9.01M	4.17M	1.47M
Average New Listed Listing Price	\$165,000		\$121,525	\$152,777	\$260,463	\$489,333

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



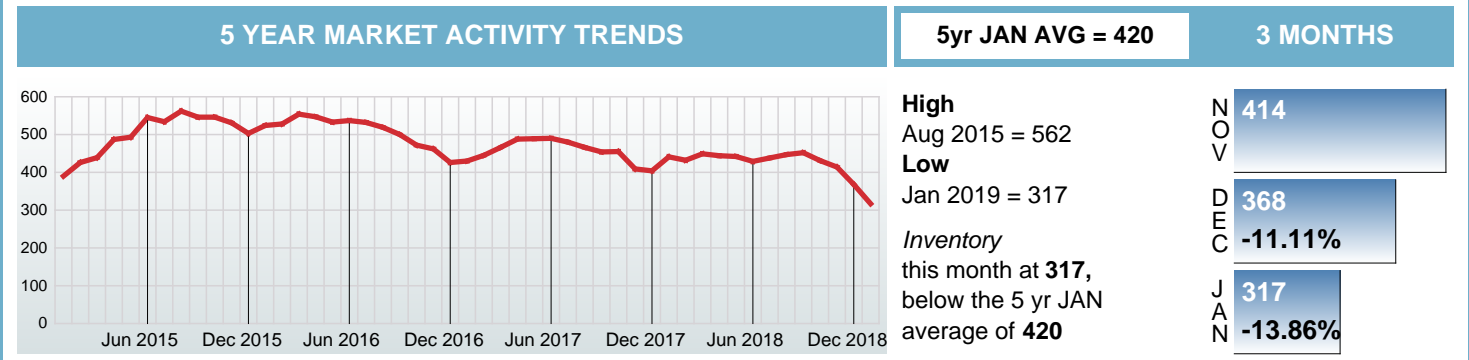
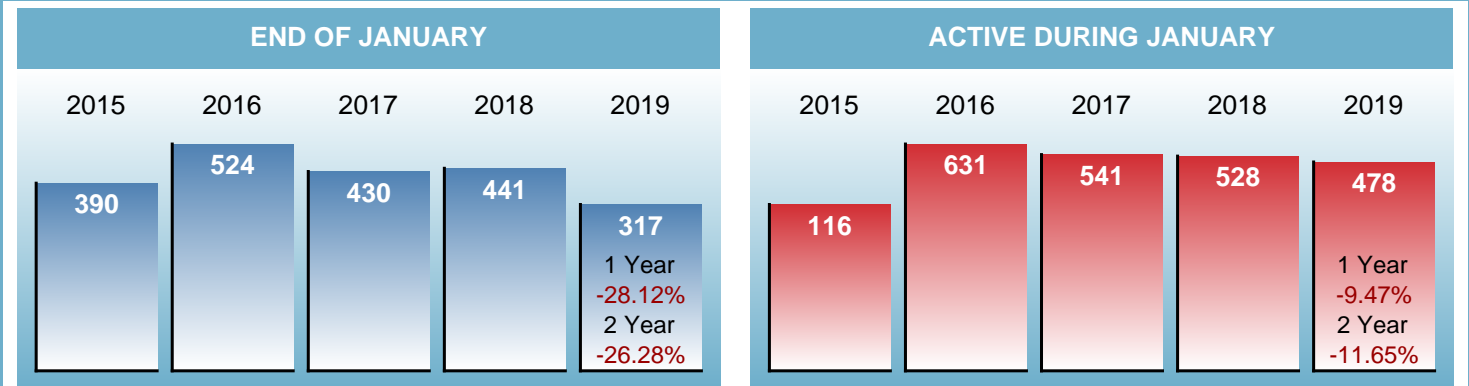
January 2019

Area Delimited by County Of Creek



ACTIVE INVENTORY

Report produced on Feb 11, 2019 for MLS Technology Inc.



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	17	5.36%	87.4	15	2	0	0
\$25,001 - \$50,000	34	10.73%	101.0	29	5	0	0
\$50,001 - \$100,000	69	21.77%	75.9	39	28	0	2
\$100,001 - \$150,000	53	16.72%	75.6	20	24	6	3
\$150,001 - \$200,000	60	18.93%	90.6	31	22	7	0
\$200,001 - \$350,000	54	17.03%	80.2	13	16	24	1
\$350,001 and up	30	9.46%	76.9	8	5	11	6
Total Active Inventory by Units	317			155	102	48	12
Total Active Inventory by Volume	66,015,065	100%	82.8	28.84M	16.22M	16.05M	4.90M
Average Active Inventory Listing Price	\$208,249			\$186,087	\$159,056	\$334,277	\$408,546

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



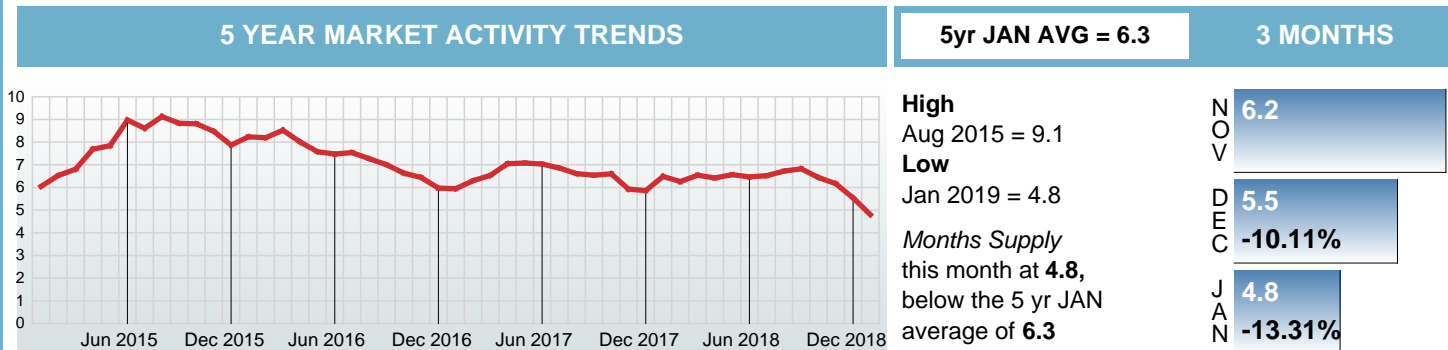
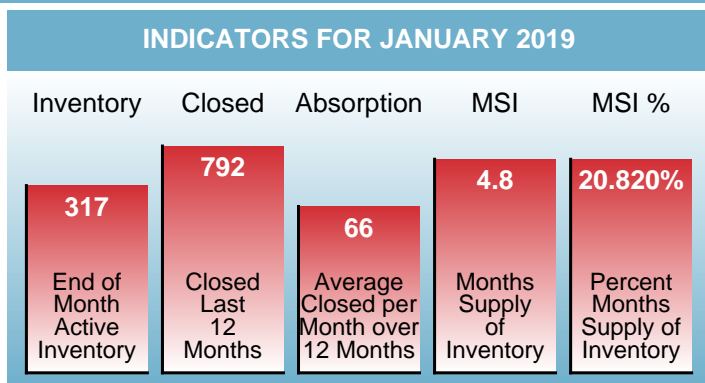
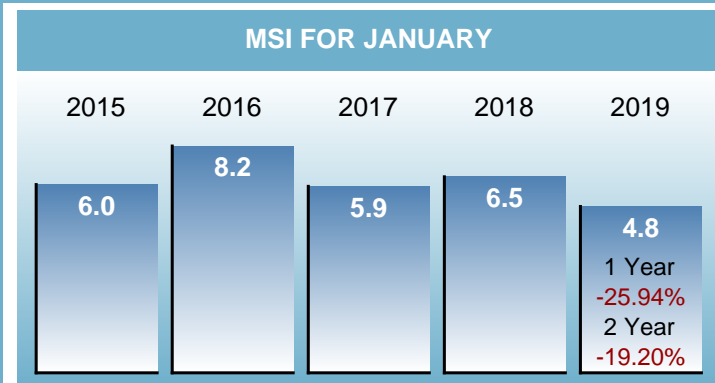
January 2019

Area Delimited by County Of Creek



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Feb 11, 2019 for MLS Technology Inc.



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	24	7.57%	5.3	5.9	3.6	0.0	0.0
\$30,001 - \$60,000	36	11.36%	4.5	5.9	2.3	0.0	0.0
\$60,001 - \$100,000	60	18.93%	4.7	7.5	3.4	0.0	0.0
\$100,001 - \$170,000	78	24.61%	3.3	14.9	1.8	2.2	6.0
\$170,001 - \$220,000	46	14.51%	6.3	26.7	3.5	5.5	0.0
\$220,001 - \$350,000	43	13.56%	5.9	16.0	4.5	6.2	2.4
\$350,001 and up	30	9.46%	12.0	32.0	10.0	9.4	10.3
Market Supply of Inventory (MSI)	4.8			9.2	2.8	4.6	6.9
Total Active Inventory by Units	317	100%	4.8	155	102	48	12

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



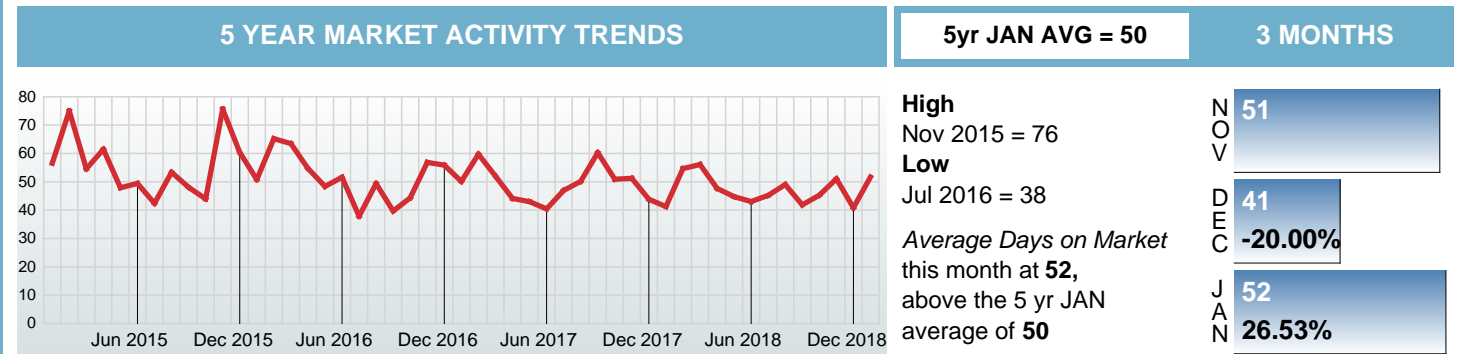
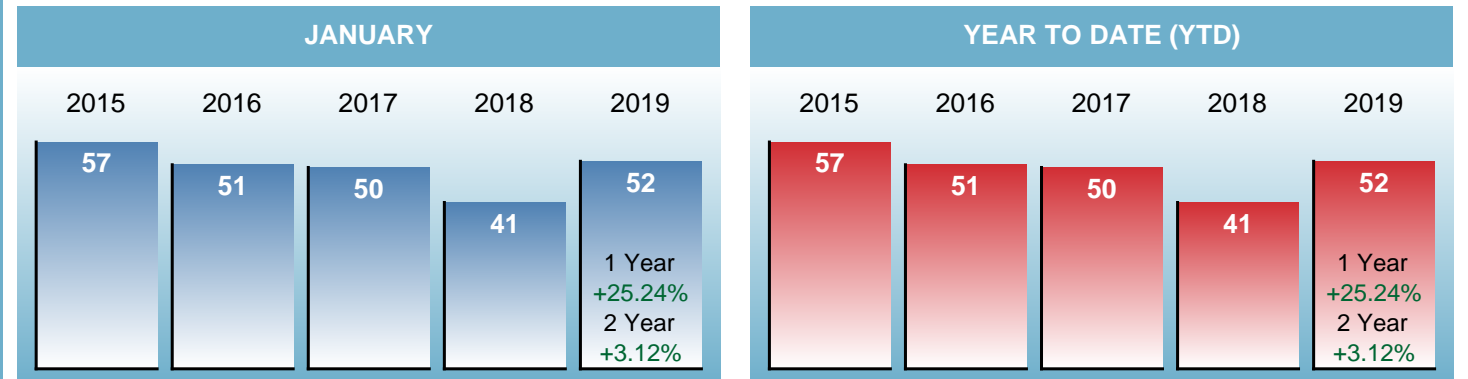
January 2019

Area Delimited by County Of Creek



AVERAGE DAYS ON MARKET TO SALE

Report produced on Feb 11, 2019 for MLS Technology Inc.



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
\$25,000 and less	2	5.41%	94.0	94.0	0.0	0.0	0.0
\$25,001 - \$50,000	5	13.51%	25.0	32.7	13.5	0.0	0.0
\$50,001 - \$75,000	2	5.41%	41.5	15.0	68.0	0.0	0.0
\$75,001 - \$150,000	13	35.14%	34.8	32.3	36.0	31.0	0.0
\$150,001 - \$175,000	5	13.51%	32.0	0.0	6.5	134.0	0.0
\$175,001 - \$350,000	6	16.22%	86.3	0.0	51.3	130.0	104.0
\$350,001 and up	4	10.81%	96.5	0.0	77.5	181.0	50.0
Average Closed DOM	51.7			44.2	35.9	121.2	77.0
Total Closed Units	37			9	21	5	2
Total Closed Volume	5,618,169			548.30K	3.18M	1.30M	584.90K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



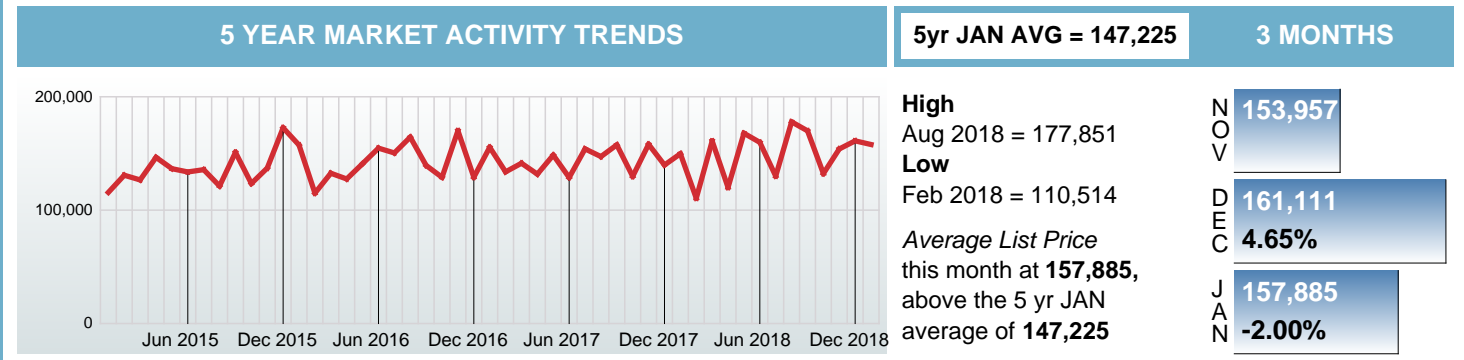
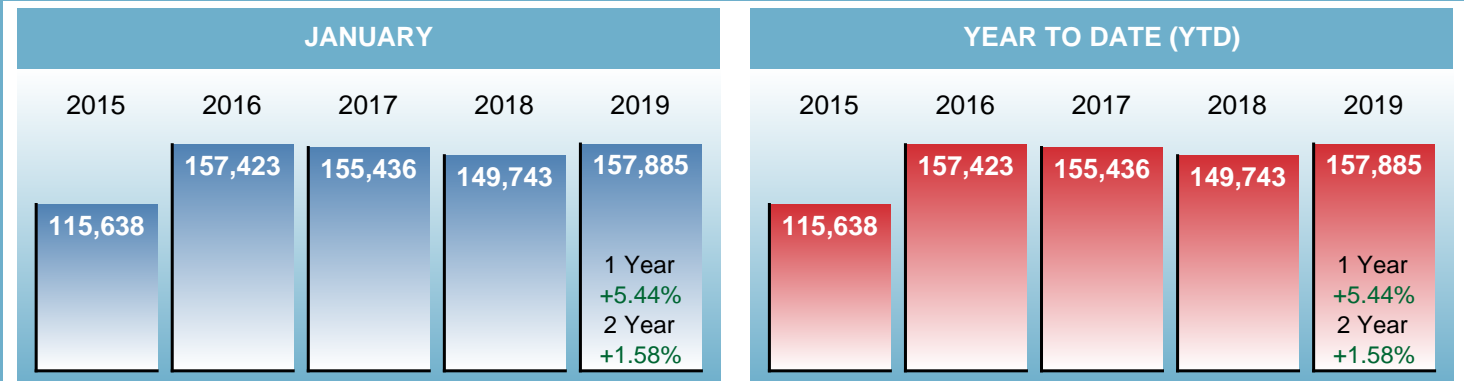
January 2019

Area Delimited by County Of Creek



AVERAGE LIST PRICE AT CLOSING

Report produced on Feb 11, 2019 for MLS Technology Inc.



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
\$25,000 and less	1	2.70%	19,500	24,750	0	0	0
\$25,001 - \$50,000	5	13.51%	37,260	43,933	40,700	0	0
\$50,001 - \$75,000	2	5.41%	60,900	64,900	79,900	0	0
\$75,001 - \$150,000	14	37.84%	114,025	114,933	116,294	125,000	0
\$150,001 - \$175,000	5	13.51%	168,980	0	167,475	175,000	0
\$175,001 - \$350,000	6	16.22%	225,317	0	206,833	270,750	189,900
\$350,001 and up	4	10.81%	430,250	0	403,000	525,000	390,000
Average List Price			157,885	65,667	157,350	273,300	289,950
Total Closed Units		100%	157,885	9	21	5	2
Total Closed Volume			5,841,750	591.00K	3.30M	1.37M	579.90K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

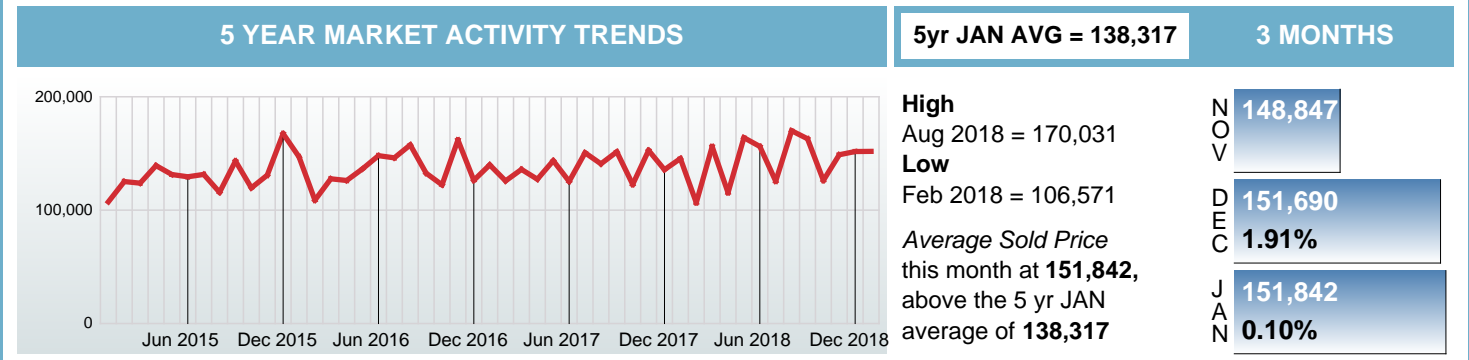
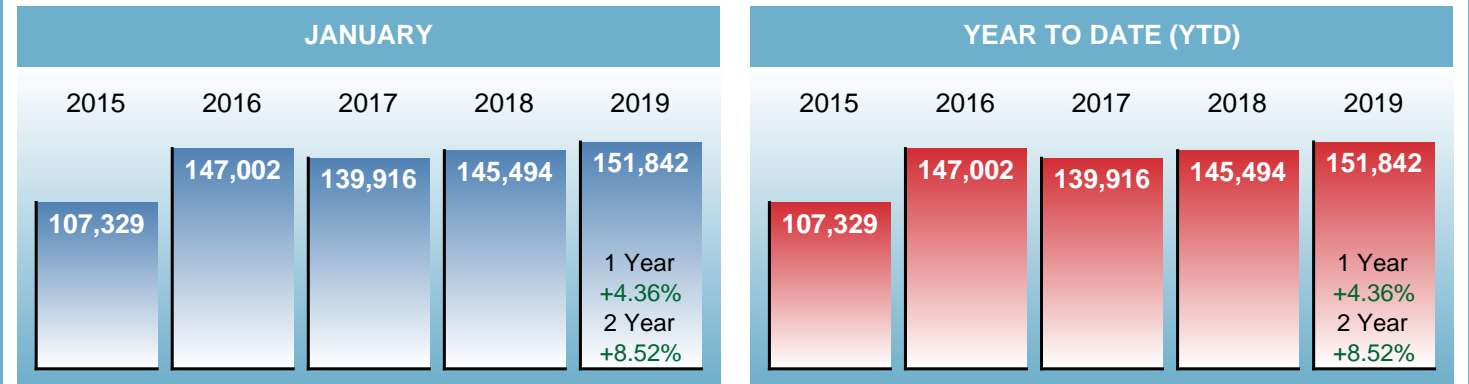
January 2019

Area Delimited by County Of Creek



AVERAGE SOLD PRICE AT CLOSING

Report produced on Feb 11, 2019 for MLS Technology Inc.



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
\$25,000 and less	2	5.41%	20,500	20,500	0	0	0
\$25,001 - \$50,000	5	13.51%	37,444	36,500	38,860	0	0
\$50,001 - \$75,000	2	5.41%	62,650	59,800	65,500	0	0
\$75,001 - \$150,000	13	35.14%	113,677	112,667	113,922	114,500	0
\$150,001 - \$175,000	5	13.51%	168,600	0	167,000	175,000	0
\$175,001 - \$350,000	6	16.22%	214,017	0	196,833	251,850	189,900
\$350,001 and up	4	10.81%	414,938	0	378,625	507,500	395,000
Average Sold Price			151,842	60,922	151,632	260,140	292,450
Total Closed Units		100%	151,842	9	21	5	2
Total Closed Volume			5,618,169	548.30K	3.18M	1.30M	584.90K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

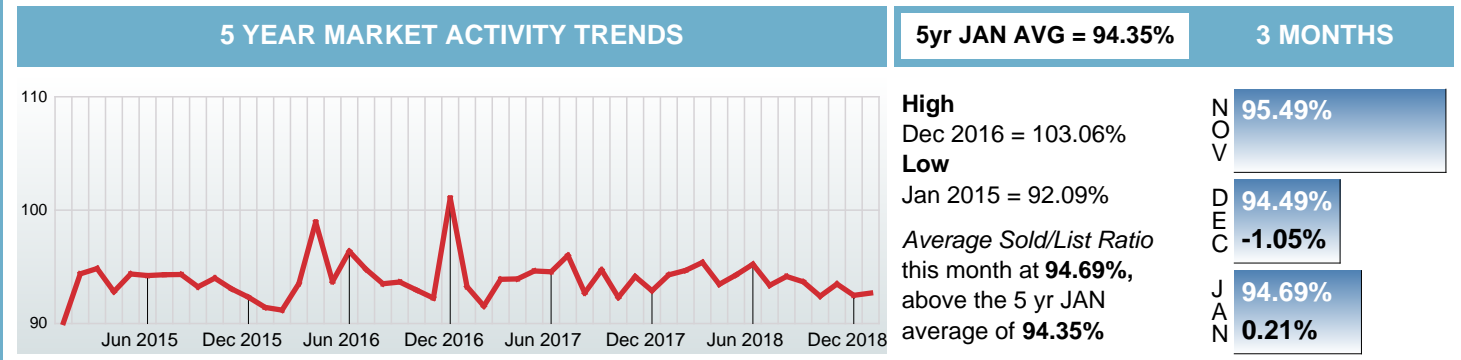
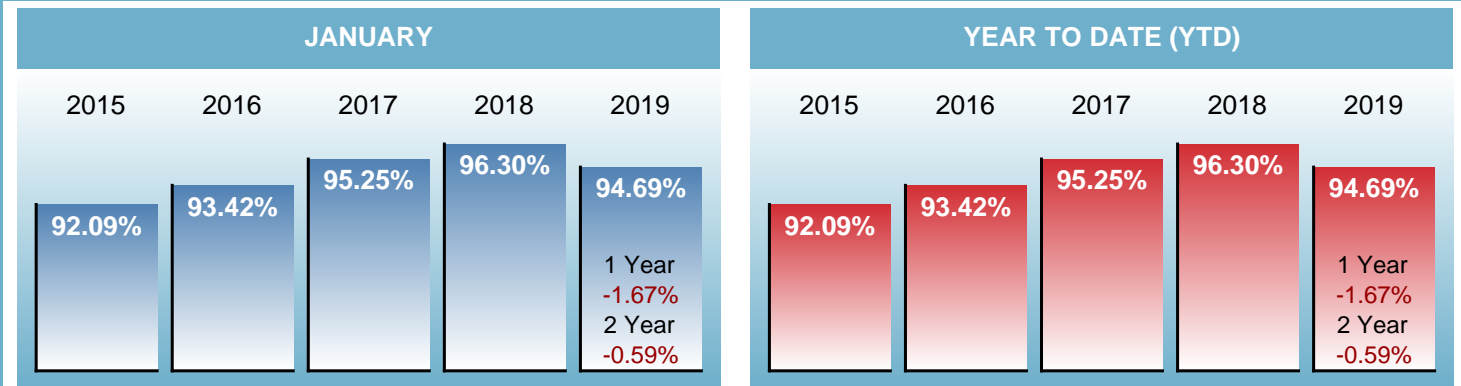
January 2019

Area Delimited by County Of Creek



AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 11, 2019 for MLS Technology Inc.



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
\$25,000 and less	2	5.41%	82.69%	82.69%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	5	13.51%	88.25%	83.42%	95.49%	0.00%	0.00%
\$50,001 - \$75,000	2	5.41%	87.06%	92.14%	81.98%	0.00%	0.00%
\$75,001 - \$150,000	13	35.14%	97.16%	96.66%	97.95%	91.60%	0.00%
\$150,001 - \$175,000	5	13.51%	99.81%	0.00%	99.76%	100.00%	0.00%
\$175,001 - \$350,000	6	16.22%	95.79%	0.00%	95.44%	94.22%	100.00%
\$350,001 and up	4	10.81%	96.45%	0.00%	93.93%	96.67%	101.28%
Average Sold/List Ratio			94.70%	88.64%	96.56%	95.34%	100.64%
Total Closed Units			37	9	21	5	2
Total Closed Volume			5,618,169	548.30K	3.18M	1.30M	584.90K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

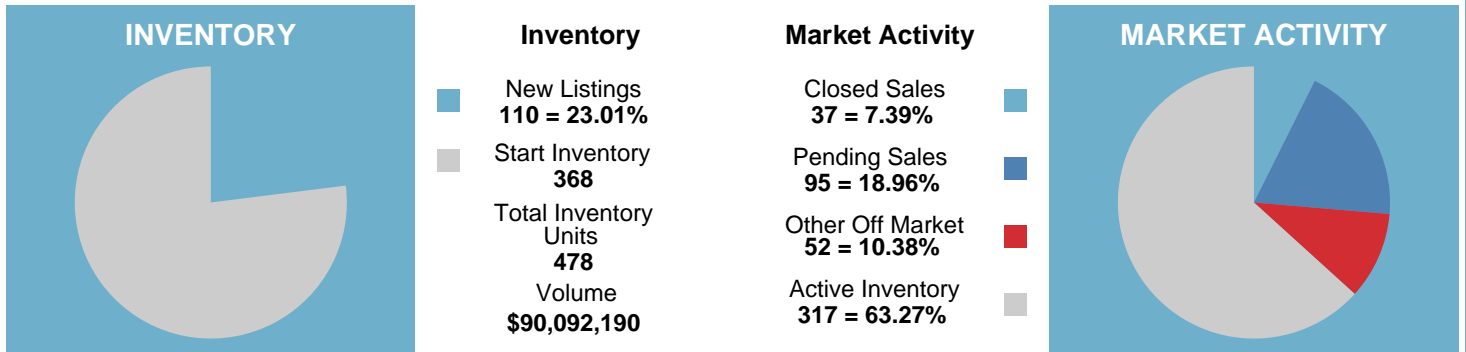
January 2019

Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Feb 11, 2019 for MLS Technology Inc.

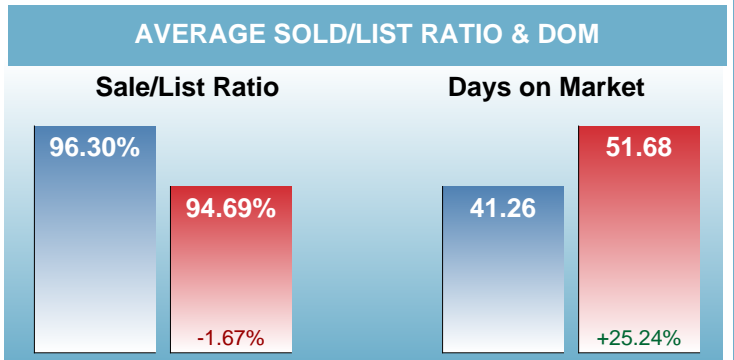
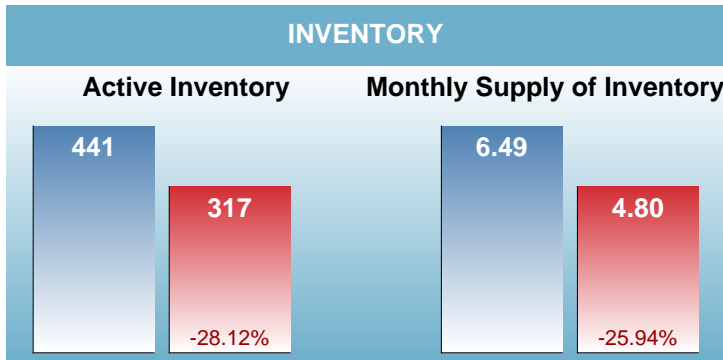
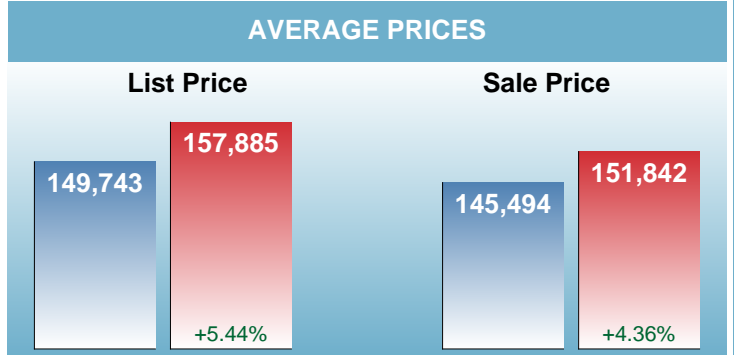
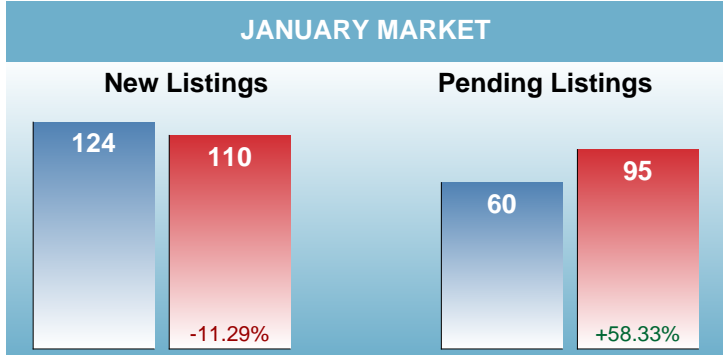


Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	42	37	-11.90%	42	37	-11.90%
Pending Sales	60	95	58.33%	60	95	58.33%
New Listings	124	110	-11.29%	124	110	-11.29%
Average List Price	149,743	157,885	5.44%	149,743	157,885	5.44%
Average Sale Price	145,494	151,842	4.36%	145,494	151,842	4.36%
Average Percent of Selling Price to List Price	96.30%	94.69%	-1.67%	96.30%	94.69%	-1.67%
Average Days on Market to Sale	41.26	51.68	25.24%	41.26	51.68	25.24%
Monthly Inventory	441	317	-28.12%	441	317	-28.12%
Months Supply of Inventory	6.49	4.80	-25.94%	6.49	4.80	-25.94%

Absorption: Last 12 months, an Average of **66** Sales/Month

Inventory on January 31, 2019 = 317

2018 2019



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com