



January 2019

Area Delimited by County Of Washington

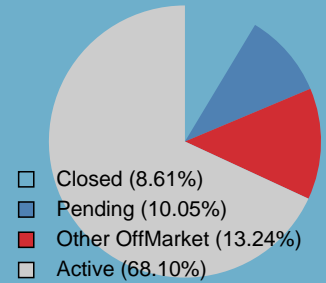


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		
	2018	2019	+/-%
Closed Listings	47	54	14.89%
Pending Listings	56	63	12.50%
New Listings	129	107	-17.05%
Average List Price	111,740	134,744	20.59%
Average Sale Price	102,591	129,682	26.41%
Average Percent of List Price to Selling Price	92.27%	95.85%	3.88%
Average Days on Market to Sale	61.96	60.28	-2.71%
End of Month Inventory	486	427	-12.14%
Months Supply of Inventory	7.07	6.62	-6.35%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of January 31, 2019 = **427**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **12.14%** to 427 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **6.62** 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 **26.41%** in January 2019 to \$129,682 versus the previous year at \$102,591.

Average Days on Market Shortens

The average number of **60.28** days that homes spent on the market before selling decreased by 1.68 days or **2.71%** in January 2019 compared to last year's same month at **61.96** DOM.

Sales Success for January 2019 is Positive

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

There were 107 New Listings in January 2019, down **17.05%** from last year at 129. Furthermore, there were 54 Closed Listings this month versus last year at 47, a **14.89%** increase.

Closed versus Listed trends yielded a **50.5%** ratio, up from previous year's, January 2018, at **36.4%**, a **38.52%** 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.

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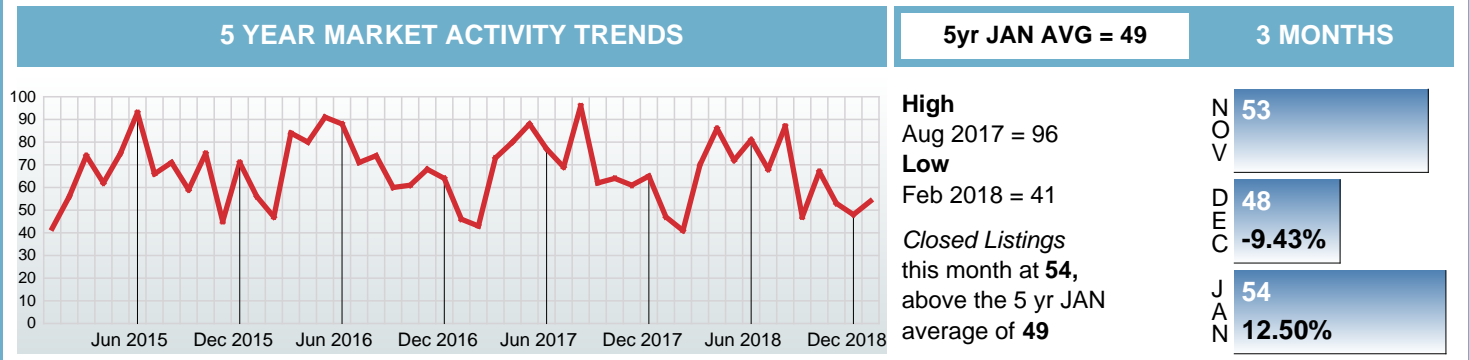
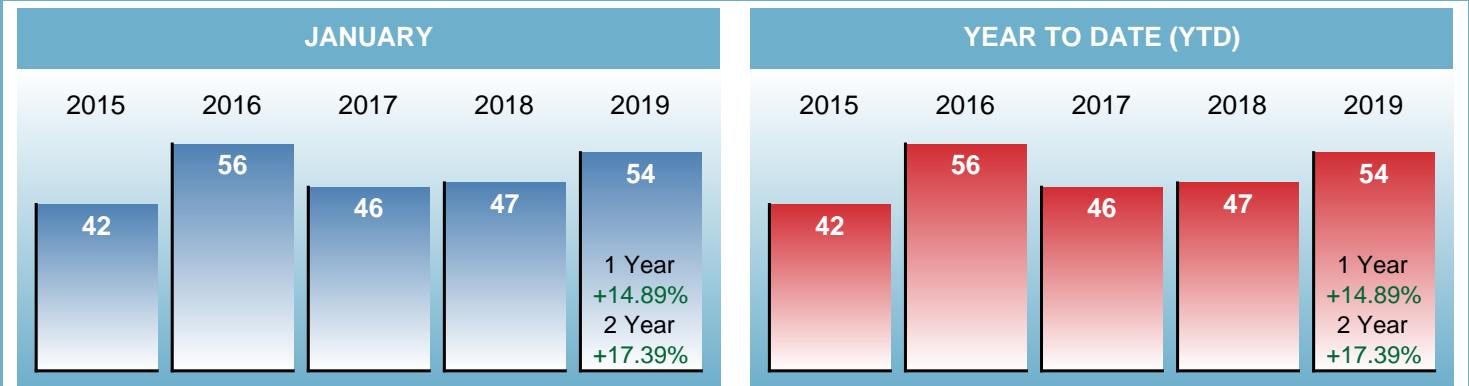
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CLOSED LISTINGS

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



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	7.41%	33.5	2	2	0	0
\$20,001 - \$70,000	7	12.96%	52.6	3	4	0	0
\$70,001 - \$80,000	3	5.56%	46.3	1	1	1	0
\$80,001 - \$120,000	17	31.48%	70.1	1	14	2	0
\$120,001 - \$190,000	10	18.52%	34.7	1	4	4	1
\$190,001 - \$270,000	8	14.81%	64.5	0	0	8	0
\$270,001 and up	5	9.26%	112.0	0	0	3	2
Total Closed Units	54			8	25	18	3
Total Closed Volume	7,002,841	100%	60.3	470.70K	2.30M	3.52M	711.50K
Average Closed Price	\$129,682			\$58,838	\$91,914	\$195,711	\$237,167

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Phone: 918-663-7500

Email: support@mlstechnology.com

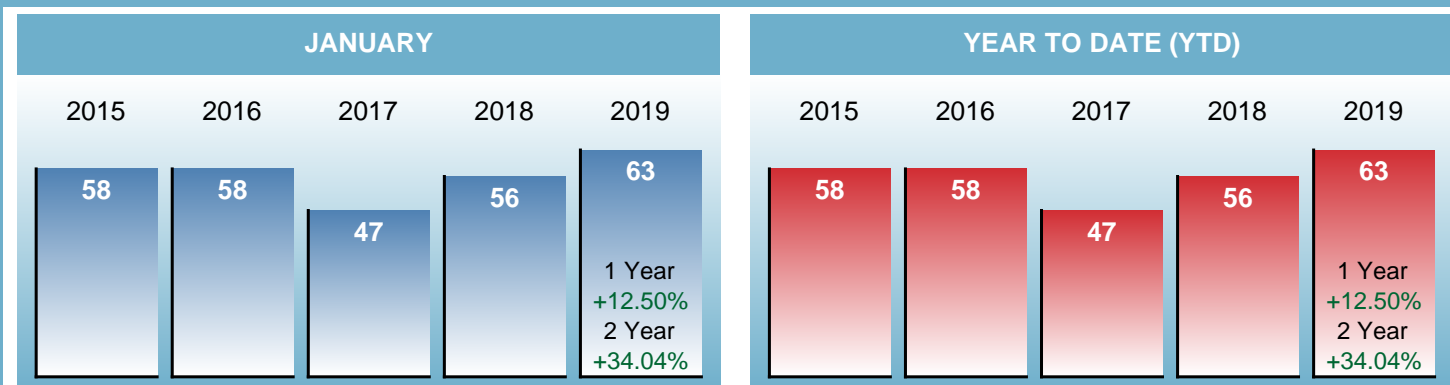
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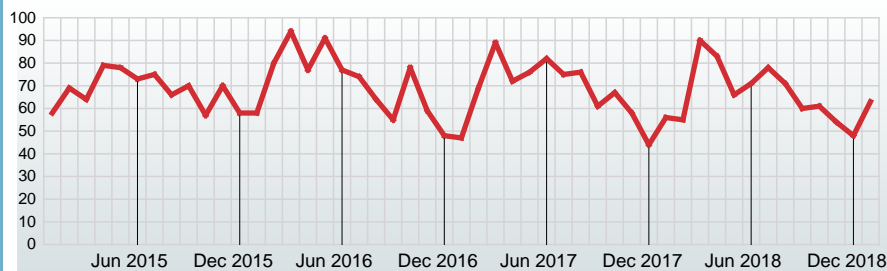
PENDING LISTINGS

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

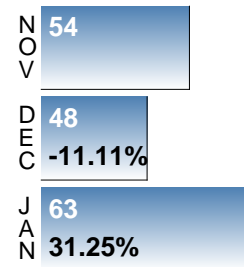


5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 56 3 MONTHS



High
Mar 2016 = 94
Low
Dec 2017 = 44
Pending Listings
this month at **63**,
above the 5 yr JAN
average of **56**



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	3	4.76%	52.3	0	3	0	0
\$50,001 - \$75,000	8	12.70%	64.9	3	5	0	0
\$75,001 - \$100,000	7	11.11%	65.9	2	3	2	0
\$100,001 - \$150,000	17	26.98%	70.1	0	11	6	0
\$150,001 - \$175,000	12	19.05%	61.0	0	5	7	0
\$175,001 - \$250,000	9	14.29%	62.8	0	1	8	0
\$250,001 and up	7	11.11%	100.7	0	0	5	2
Total Pending Units	63			5	28	28	2
Total Pending Volume	9,802,399	100%	79.5	345.50K	3.10M	5.77M	589.90K
Average Listing Price	\$211,200			\$69,100	\$110,629	\$206,050	\$294,950

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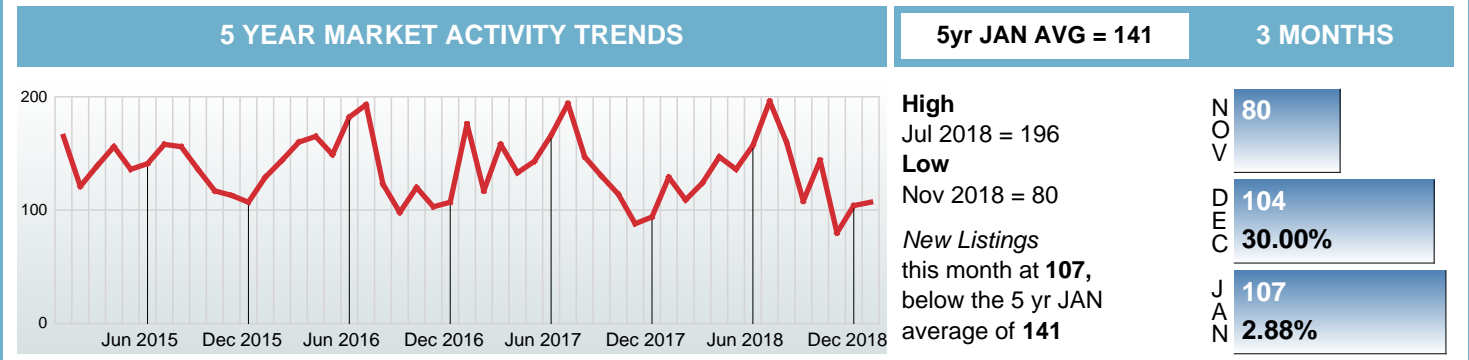
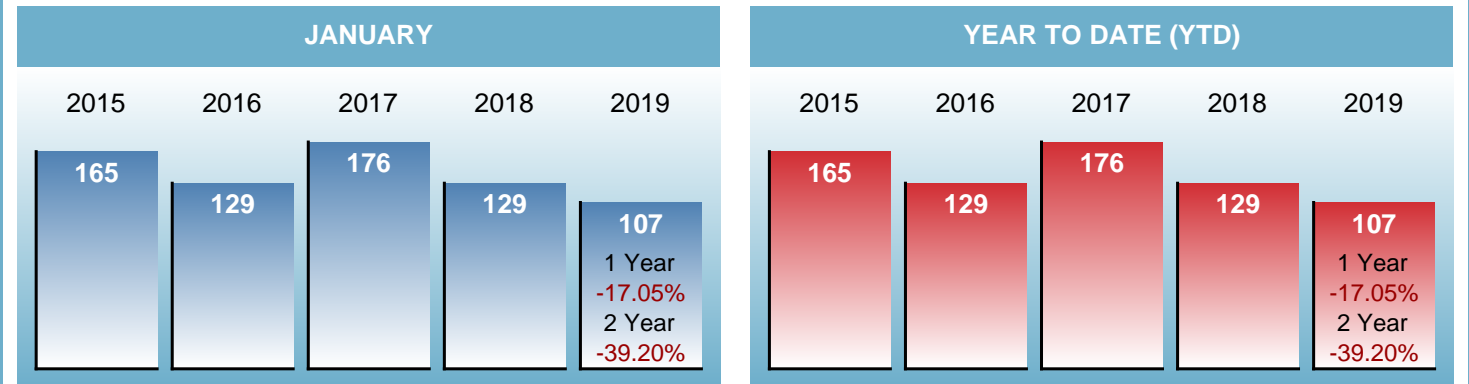
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NEW LISTINGS

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



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	8	7.48%	5	3	0	0
\$25,001 - \$75,000	16	14.95%	2	14	0	0
\$75,001 - \$100,000	12	11.21%	6	6	0	0
\$100,001 - \$150,000	27	25.23%	3	16	8	0
\$150,001 - \$200,000	16	14.95%	0	9	7	0
\$200,001 - \$325,000	15	14.02%	1	5	9	0
\$325,001 and up	13	12.15%	3	3	5	2
Total New Listed Units	107		20	56	29	2
Total New Listed Volume	19,718,700	100%	4.06M	8.04M	6.59M	1.02M
Average New Listed Listing Price	\$225,000		\$203,230	\$143,581	\$227,367	\$509,950

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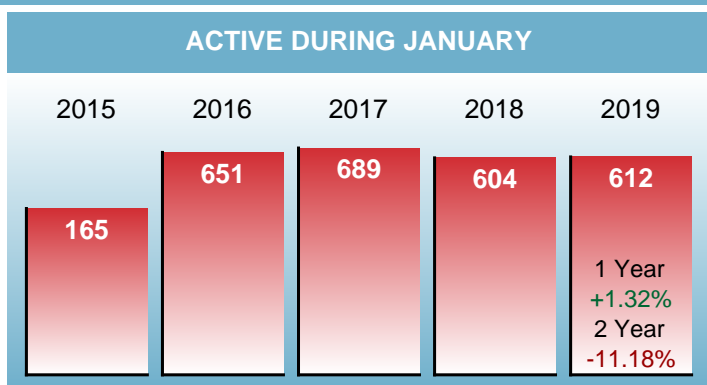
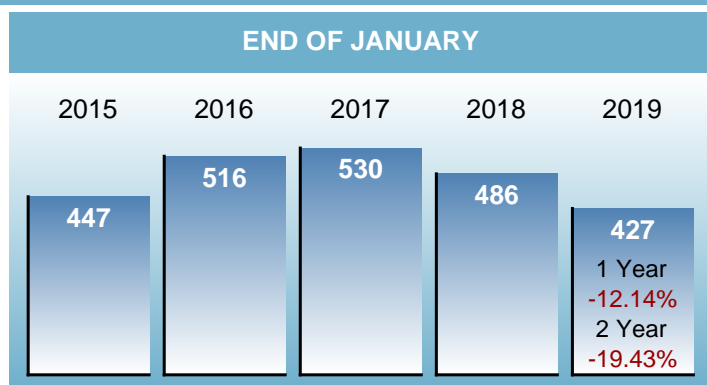
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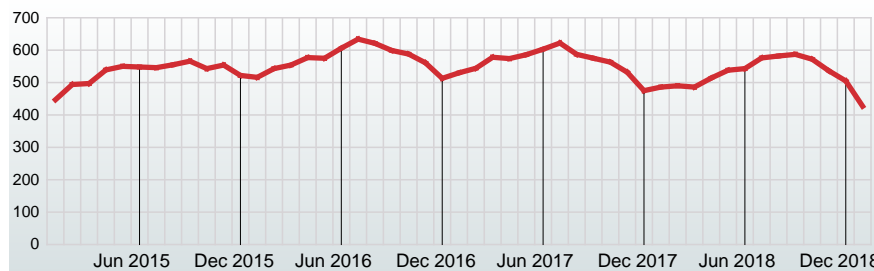


ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 481 **3 MONTHS**

High
Jul 2016 = 634
Low
Jan 2019 = 427
Inventory
this month at **427**,
below the 5 yr JAN
average of **481**

N O V 536
D E C 505
-5.78%
J A N 427
-15.45%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	57	13.35%	93.9	54	3	0	0
\$25,001-\$50,000	52	12.18%	119.6	39	12	1	0
\$50,001-\$125,000	142	33.26%	102.4	73	58	11	0
\$125,001-\$200,000	76	17.80%	77.2	17	33	25	1
\$200,001-\$325,000	52	12.18%	88.0	5	15	28	4
\$325,001 and up	48	11.24%	88.3	16	8	18	6
Total Active Inventory by Units	427			204	129	83	11
Total Active Inventory by Volume	65,862,292	100%	95.5	22.76M	19.20M	19.66M	4.24M
Average Active Inventory Listing Price	\$154,244			\$111,593	\$148,825	\$236,812	\$385,773

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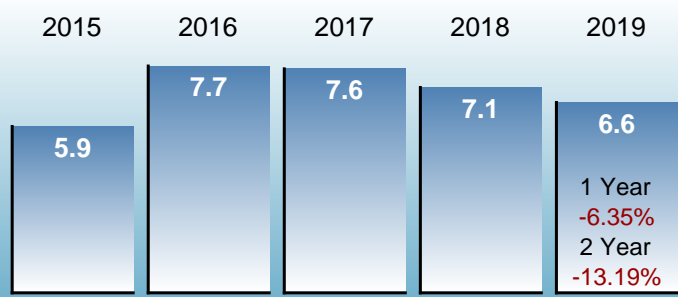
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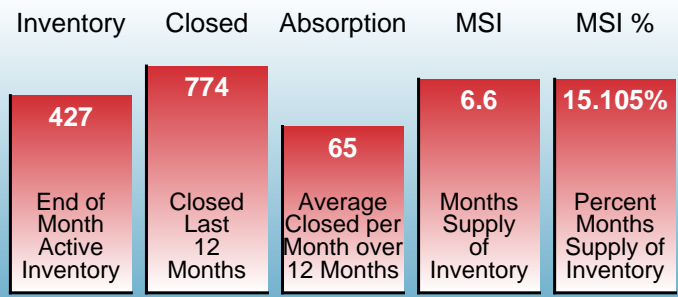
MONTHS SUPPLY of INVENTORY (MSI)

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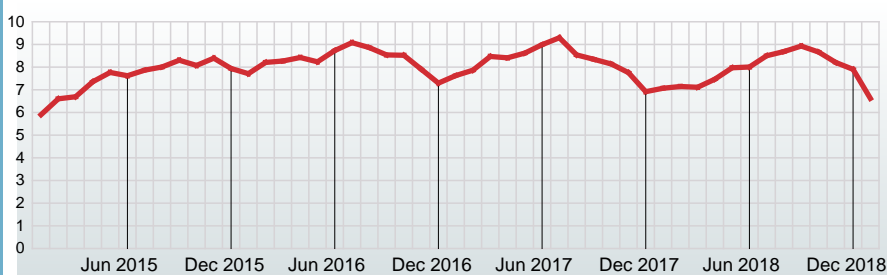
MSI FOR JANUARY



INDICATORS FOR JANUARY 2019



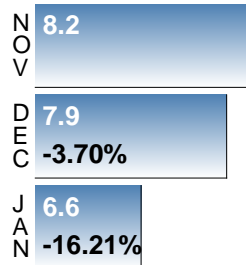
5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 7.0

3 MONTHS

High
Jul 2017 = 9.3
Low
Jan 2015 = 5.9
Months Supply this month at 6.6, equal to 5 yr JAN average of 7.0



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
\$20,000 and less	38	8.90%	15.7	24.7	4.0	0.0	0.0
\$20,001 \$40,000	47	11.01%	8.7	21.8	1.8	4.0	0.0
\$40,001 \$60,000	55	12.88%	10.8	20.3	5.5	0.0	0.0
\$60,001 \$130,000	122	28.57%	5.0	15.1	3.1	4.5	0.0
\$130,001 \$210,000	67	15.69%	4.4	16.4	3.8	3.7	1.5
\$210,001 \$340,000	56	13.11%	6.3	60.0	6.0	6.0	4.4
\$340,001 and up	42	9.84%	14.8	192.0	19.2	6.0	18.0
Market Supply of Inventory (MSI)	6.6			20.7	3.8	4.7	4.1
Total Active Inventory by Units	427	100%	6.6	204	129	83	11

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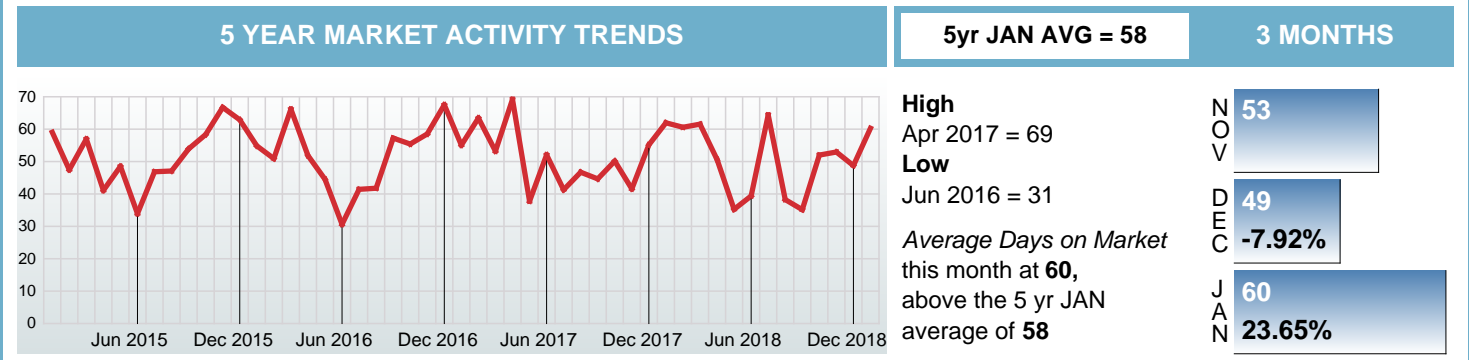
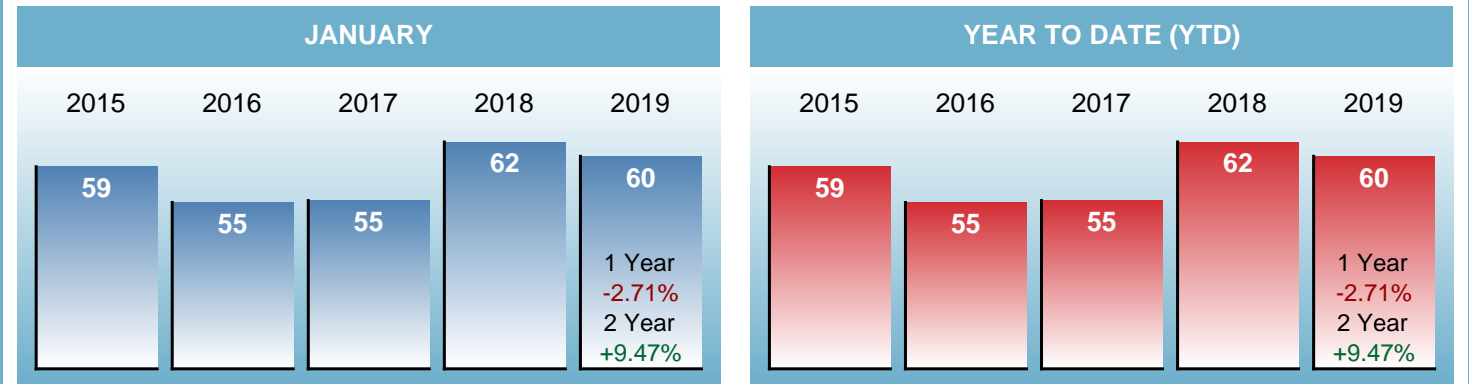
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AVERAGE DAYS ON MARKET TO SALE

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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
\$20,000 and less	4	7.41%	33.5	45.0	22.0	0.0	0.0
\$20,001 - \$70,000	7	12.96%	52.6	65.7	42.8	0.0	0.0
\$70,001 - \$80,000	3	5.56%	46.3	68.0	34.0	37.0	0.0
\$80,001 - \$120,000	17	31.48%	70.1	4.0	70.7	98.5	0.0
\$120,001 - \$190,000	10	18.52%	34.7	1.0	30.5	55.5	2.0
\$190,001 - \$270,000	8	14.81%	64.5	0.0	0.0	64.5	0.0
\$270,001 and up	5	9.26%	112.0	0.0	0.0	102.0	127.0
Average Closed DOM			60.3	45.0	54.4	71.0	85.3
Total Closed Units		100%	60.3	8	25	18	3
Total Closed Volume			7,002,841	470.70K	2.30M	3.52M	711.50K

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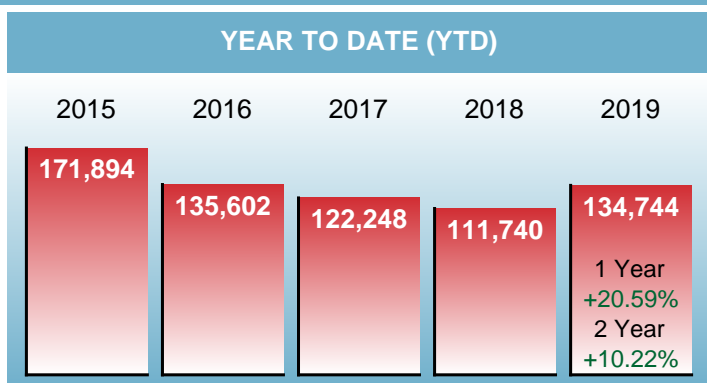
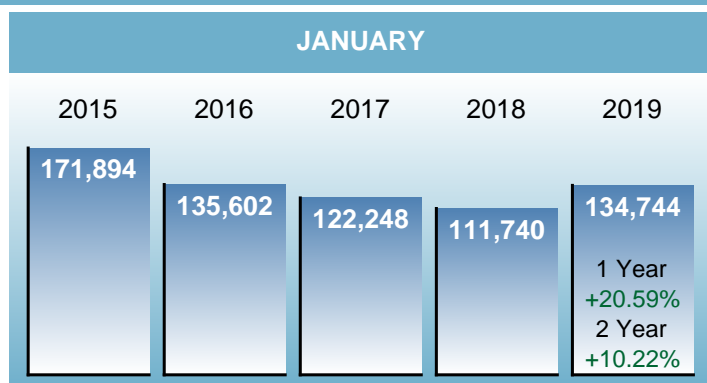
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AVERAGE LIST PRICE AT CLOSING

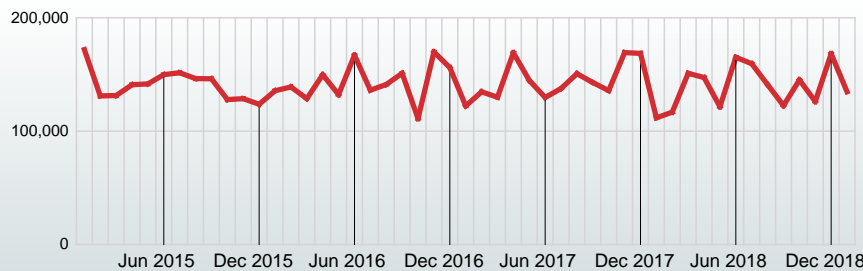
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 135,246

3 MONTHS



High
Jan 2015 = 171,894
Low
Oct 2016 = 111,092
Average List Price
this month at **134,744**,
below the 5 yr JAN
average of **135,246**

NOV	126,191
DEC	168,250
JAN	134,744
	33.33%
	-19.91%

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
\$20,000 and less	2	3.70%	19,950	22,500	22,450	0	0
\$20,001 - \$70,000	9	16.67%	40,578	40,133	48,700	0	0
\$70,001 - \$80,000	3	5.56%	78,100	89,000	74,500	79,900	0
\$80,001 - \$120,000	16	29.63%	100,013	84,900	101,514	105,000	0
\$120,001 - \$190,000	10	18.52%	142,410	173,900	157,725	140,325	125,000
\$190,001 - \$270,000	9	16.67%	222,089	0	0	225,850	0
\$270,001 and up	5	9.26%	322,740	0	0	331,300	309,900
Average List Price			134,744	64,150	94,652	202,883	248,267
Total Closed Units		100%	134,744	8	25	18	3
Total Closed Volume			7,276,200	513.20K	2.37M	3.65M	744.80K

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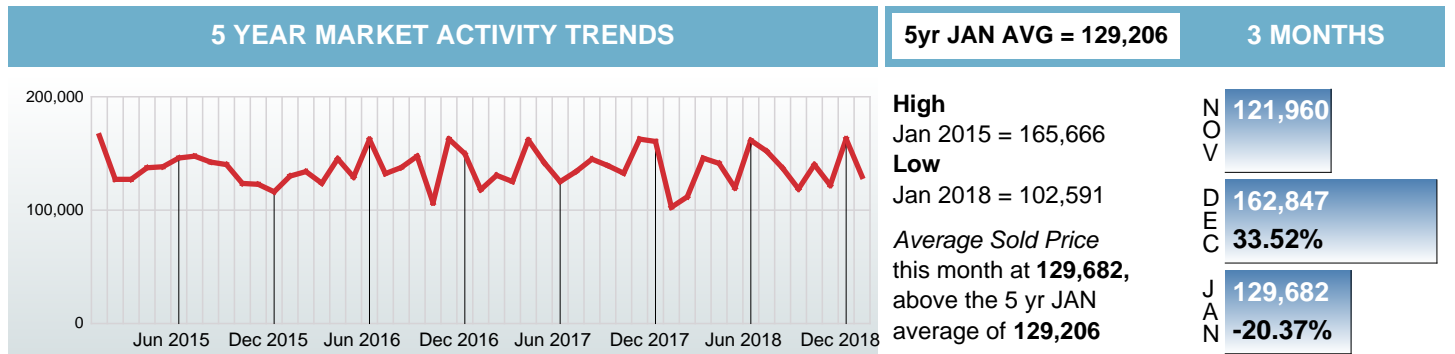
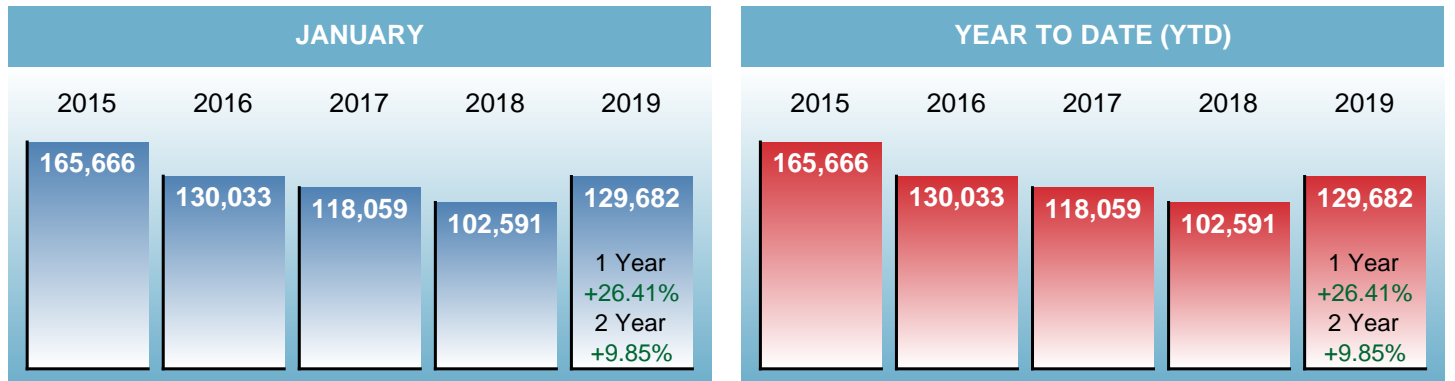
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AVERAGE SOLD PRICE AT CLOSING

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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
\$20,000 and less	4	7.41%	17,275	19,250	15,300	0	0
\$20,001 - \$70,000	7	12.96%	44,335	39,100	48,262	0	0
\$70,001 - \$80,000	3	5.56%	78,300	80,000	75,000	79,900	0
\$80,001 - \$120,000	17	31.48%	97,994	84,900	98,429	101,500	0
\$120,001 - \$190,000	10	18.52%	145,560	150,000	155,300	139,475	126,500
\$190,001 - \$270,000	8	14.81%	218,999	0	0	218,999	0
\$270,001 and up	5	9.26%	303,000	0	0	310,000	292,500
Average Sold Price			129,682	58,838	91,914	195,711	237,167
Total Closed Units		100%	129,682	8	25	18	3
Total Closed Volume			7,002,841	470.70K	2.30M	3.52M	711.50K

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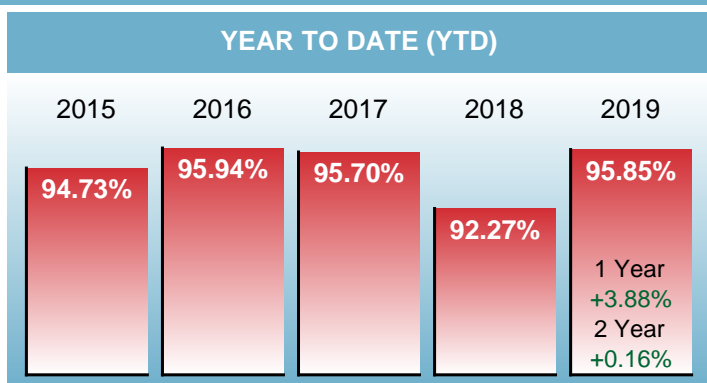
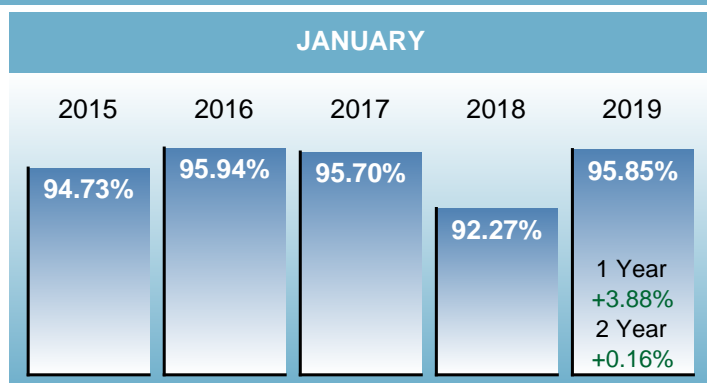
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 94.90%

3 MONTHS

High
Jun 2016 = 99.65%
Low
Jan 2018 = 92.27%
Average Sold/List Ratio
this month at **95.85%**,
above the 5 yr JAN
average of **94.90%**

NOV	94.42%
DEC	96.17%
JAN	95.85%
	-0.33%

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
\$20,000 and less	4	7.41%	76.95%	86.25%	67.66%	0.00%	0.00%
\$20,001 - \$70,000	7	12.96%	99.18%	97.04%	100.78%	0.00%	0.00%
\$70,001 - \$80,000	3	5.56%	96.85%	89.89%	100.67%	100.00%	0.00%
\$80,001 - \$120,000	17	31.48%	97.44%	100.00%	97.34%	96.82%	0.00%
\$120,001 - \$190,000	10	18.52%	97.99%	86.26%	98.53%	99.59%	101.20%
\$190,001 - \$270,000	8	14.81%	96.99%	0.00%	0.00%	96.99%	0.00%
\$270,001 and up	5	9.26%	94.21%	0.00%	0.00%	94.08%	94.41%
Average Sold/List Ratio		95.90%		92.47%	95.84%	97.23%	96.68%
Total Closed Units	54	100%	95.90%	8	25	18	3
Total Closed Volume	7,002,841			470.70K	2.30M	3.52M	711.50K

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MARKET SUMMARY

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INVENTORY

Inventory

- New Listings **107 = 17.48%**
- Start Inventory **505**
- Total Inventory Units **612**
- Volume **\$96,458,216**

Market Activity

- Closed Sales **54 = 8.61%**
- Pending Sales **63 = 10.05%**
- Other Off Market **83 = 13.24%**
- Active Inventory **427 = 68.10%**

MARKET ACTIVITY

Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	47	54	14.89%	47	54	14.89%
Pending Sales	56	63	12.50%	56	63	12.50%
New Listings	129	107	-17.05%	129	107	-17.05%
Average List Price	111,740	134,744	20.59%	111,740	134,744	20.59%
Average Sale Price	102,591	129,682	26.41%	102,591	129,682	26.41%
Average Percent of Selling Price to List Price	92.27%	95.85%	3.88%	92.27%	95.85%	3.88%
Average Days on Market to Sale	61.96	60.28	-2.71%	61.96	60.28	-2.71%
Monthly Inventory	486	427	-12.14%	486	427	-12.14%
Months Supply of Inventory	7.07	6.62	-6.35%	7.07	6.62	-6.35%

Absorption: Last 12 months, an Average of **65** Sales/Month

Inventory on January 31, 2019 = 427 2018 2019

JANUARY MARKET

New Listings

-17.05%

Pending Listings

+12.50%

AVERAGE PRICES

List Price

+20.59%

Sale Price

+26.41%

INVENTORY

Active Inventory

-12.14%

Monthly Supply of Inventory

-6.35%

AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio

+3.88%

Days on Market

-2.71%

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