



January 2019

Area Delimited by County Of Washington

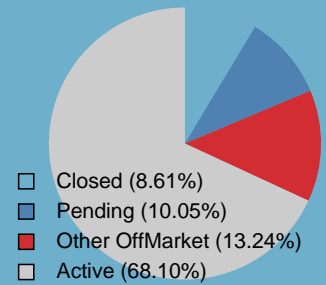


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	84,900	117,450	38.34%
Median Sale Price	84,900	108,150	27.39%
Median Percent of List Price to Selling Price	96.23%	97.17%	0.99%
Median Days on Market to Sale	49.00	44.00	-10.20%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **27.39%** in January 2019 to \$108,150 versus the previous year at \$84,900.

Median Days on Market Shortens

The median number of **44.00** days that homes spent on the market before selling decreased by 5.00 days or **10.20%** in January 2019 compared to last year's same month at **49.00** DOM.

Sales Success for January 2019 is Positive

Overall, with Median 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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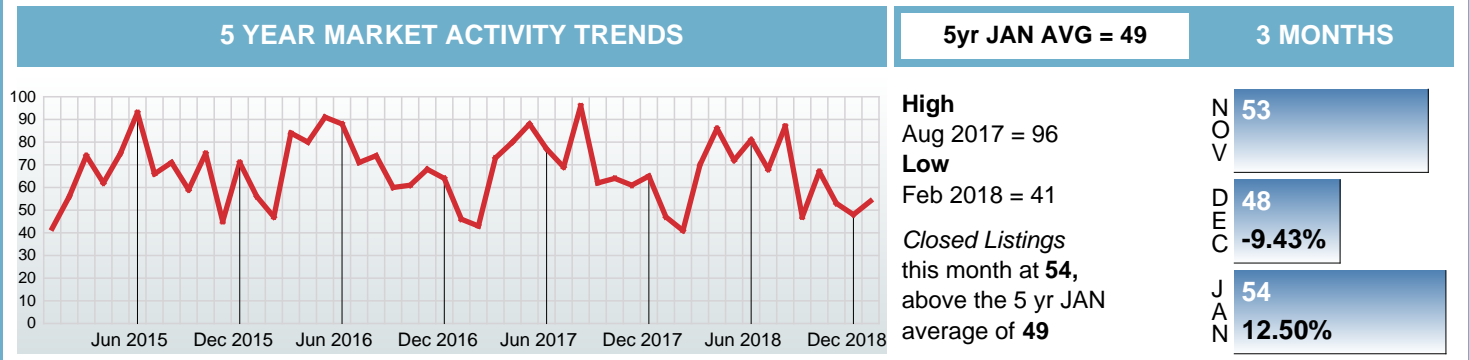
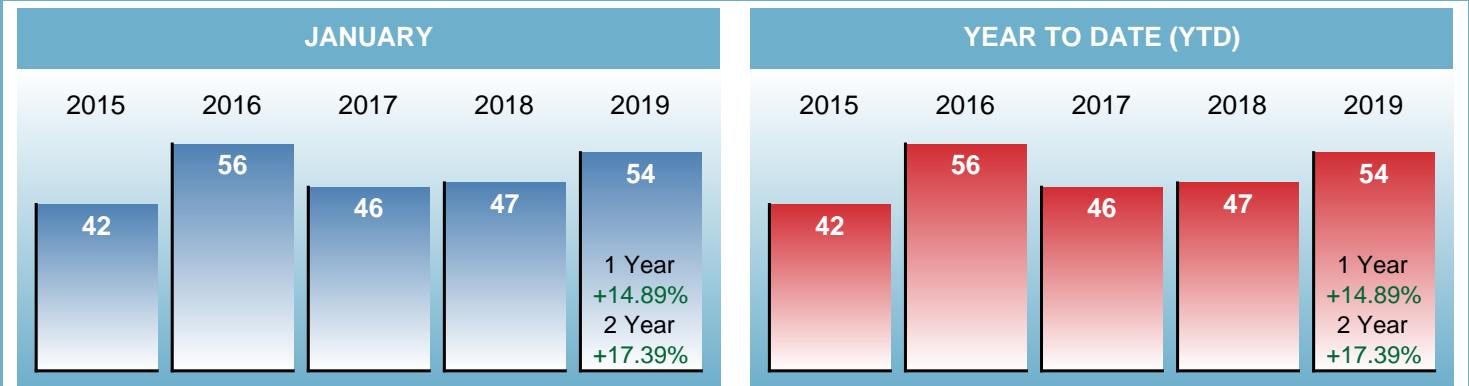
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CLOSED LISTINGS

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



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	7.41%	38.5	2	2	0	0
\$20,001 - \$70,000	7	12.96%	29.0	3	4	0	0
\$70,001 - \$80,000	3	5.56%	37.0	1	1	1	0
\$80,001 - \$120,000	17	31.48%	54.0	1	14	2	0
\$120,001 - \$190,000	10	18.52%	11.5	1	4	4	1
\$190,001 - \$270,000	8	14.81%	42.5	0	0	8	0
\$270,001 and up	5	9.26%	113.0	0	0	3	2
Total Closed Units	54			8	25	18	3
Total Closed Volume	7,002,841	100%	44.0	470.70K	2.30M	3.52M	711.50K
Median Closed Price	\$108,150			\$44,750	\$89,900	\$200,247	\$275,000

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Phone: 918-663-7500

Email: support@mlstechnology.com

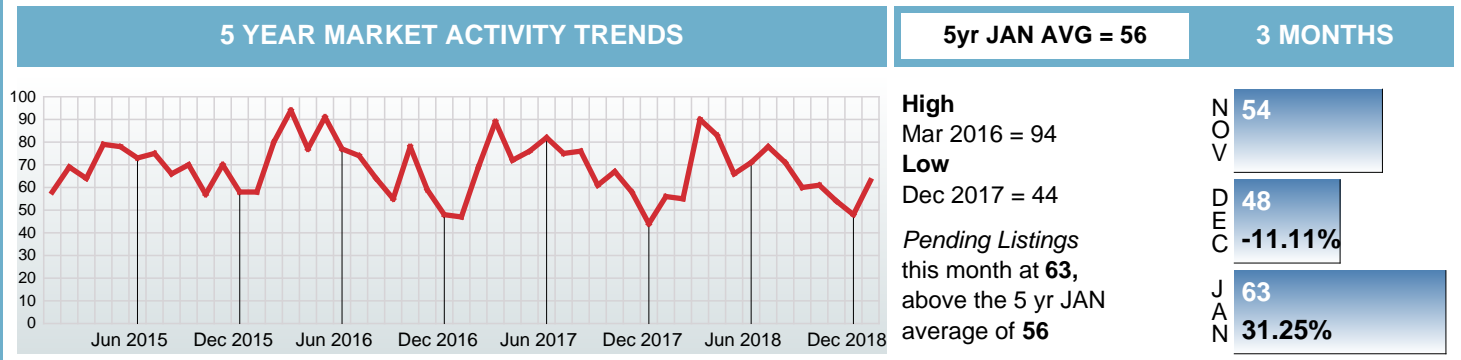
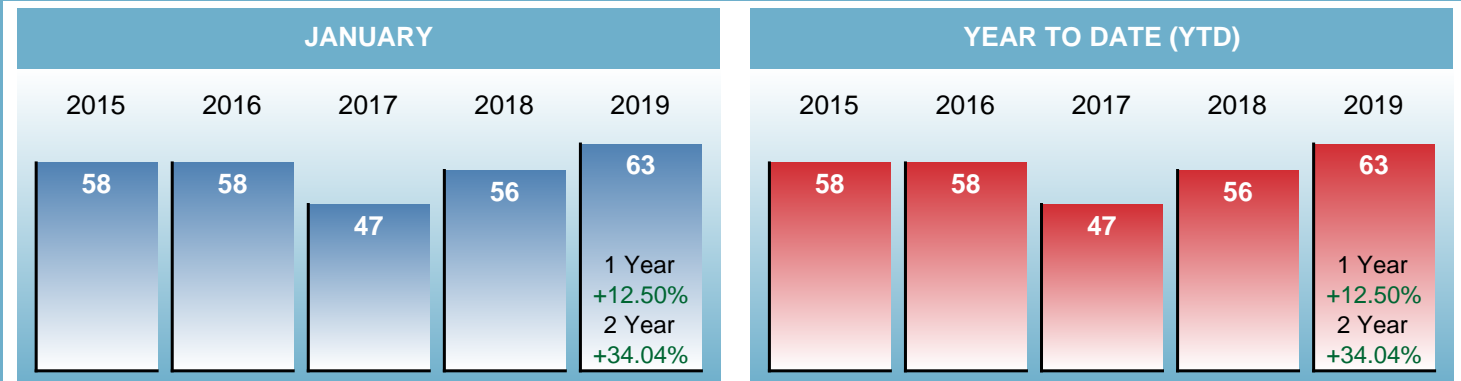
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PENDING LISTINGS

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	9.52%	42.5	1	5	0	0
\$60,001 - \$70,000	4	6.35%	115.5	2	2	0	0
\$70,001 - \$120,000	13	20.63%	50.0	2	7	4	0
\$120,001 - \$150,000	12	19.05%	69.5	0	8	4	0
\$150,001 - \$190,000	13	20.63%	57.0	0	5	8	0
\$190,001 - \$260,000	8	12.70%	31.5	0	1	7	0
\$260,001 and up	7	11.11%	113.0	0	0	5	2
Total Pending Units	63			5	28	28	2
Total Pending Volume	9,802,399	100%	57.0	345.50K	3.10M	5.77M	589.90K
Median Listing Price	\$144,900			\$68,000	\$122,400	\$173,250	\$294,950

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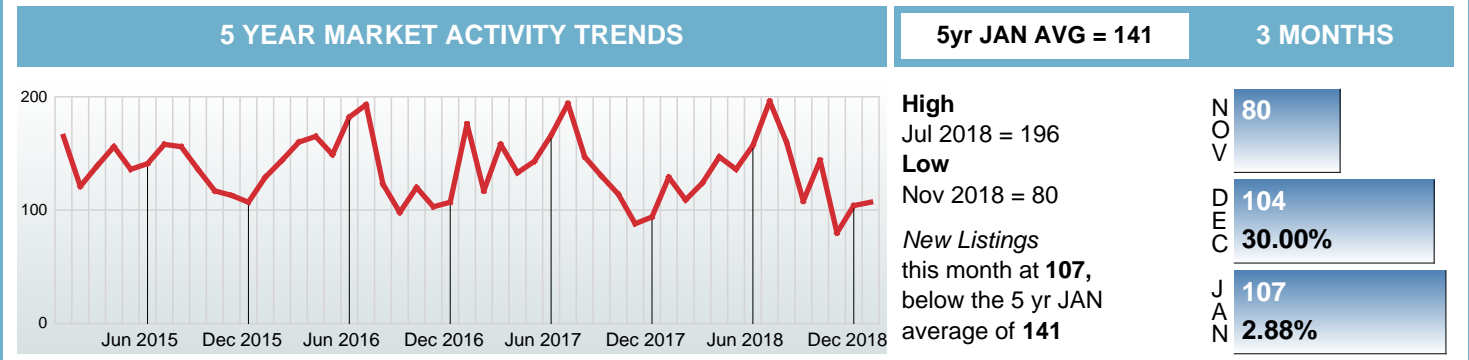
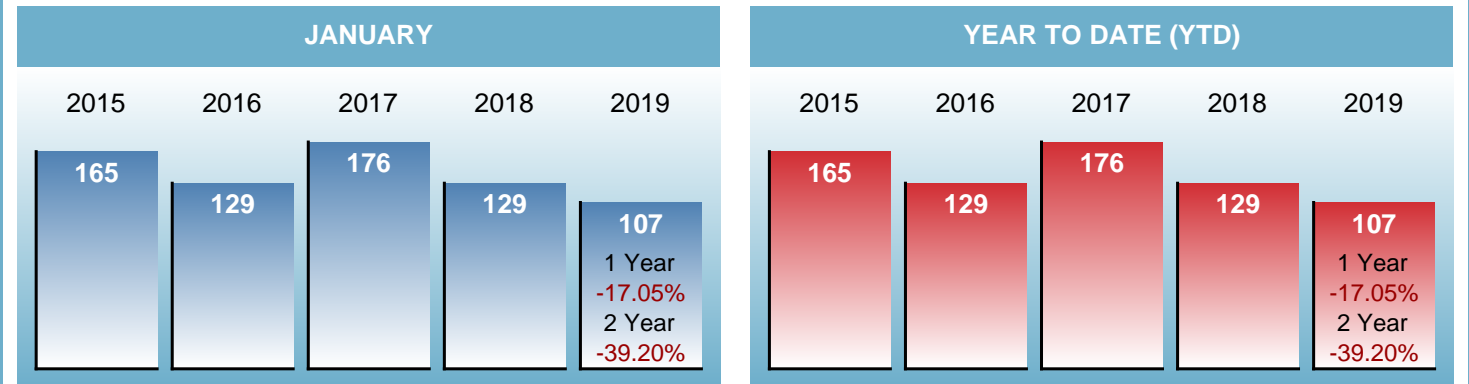
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NEW LISTINGS

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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	9.35%	5	5	0	0
\$30,001 - \$70,000	13	12.15%	2	11	0	0
\$70,001 - \$100,000	13	12.15%	6	7	0	0
\$100,001 - \$150,000	27	25.23%	3	16	8	0
\$150,001 - \$210,000	17	15.89%	0	9	8	0
\$210,001 - \$340,000	17	15.89%	1	5	11	0
\$340,001 and up	10	9.35%	3	3	2	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
Median New Listed Listing Price	\$139,000		\$87,500	\$112,150	\$194,800	\$509,950

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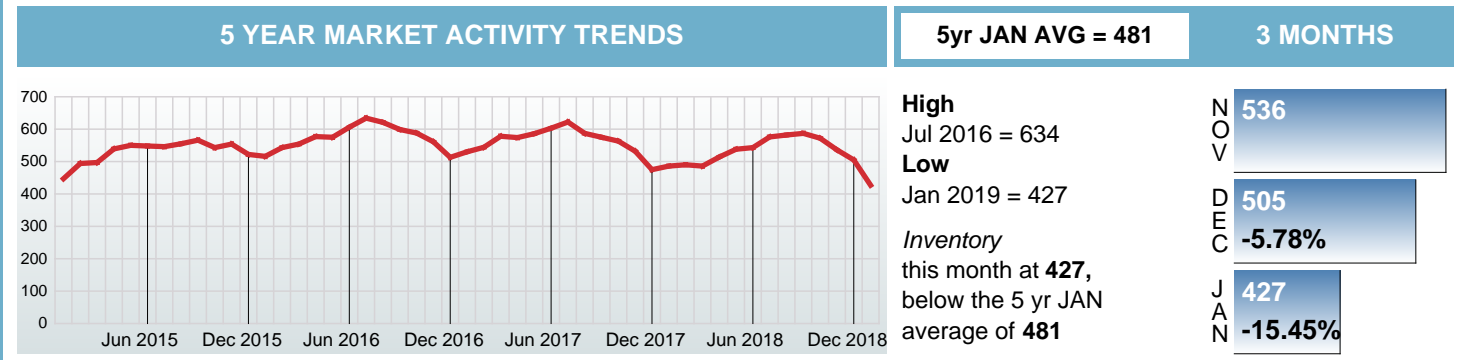
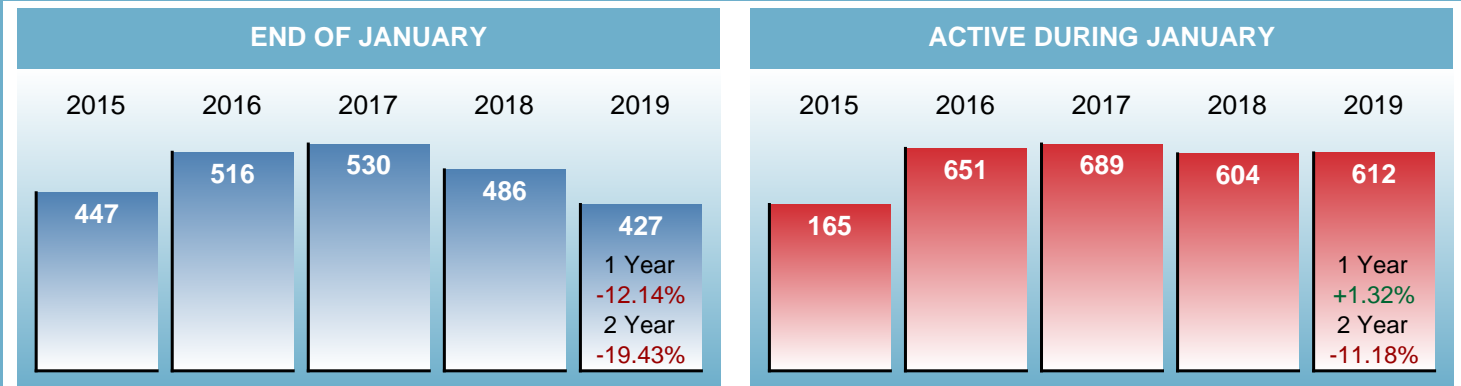
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ACTIVE INVENTORY

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	38	8.90%	55.0	35	3	0	0
\$20,001 \$40,000	47	11.01%	115.0	40	6	1	0
\$40,001 \$60,000	55	12.88%	97.0	39	16	0	0
\$60,001 \$130,000	122	28.57%	99.0	54	55	13	0
\$130,001 \$210,000	67	15.69%	80.0	15	26	25	1
\$210,001 \$340,000	56	13.11%	70.5	5	15	32	4
\$340,001 and up	42	9.84%	91.0	16	8	12	6
Total Active Inventory by Units	427			204	129	83	11
Total Active Inventory by Volume	65,862,292	100%	95.0	22.76M	19.20M	19.66M	4.24M
Median Active Inventory Listing Price	\$95,000			\$58,625	\$114,400	\$217,750	\$345,000

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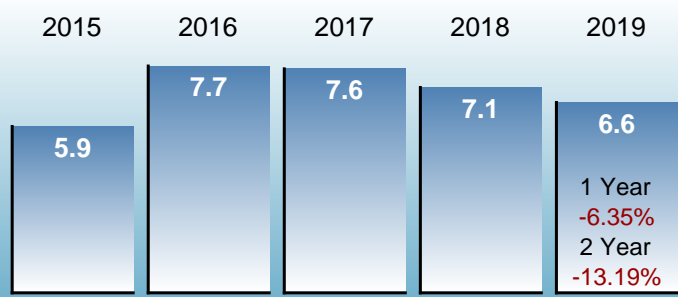
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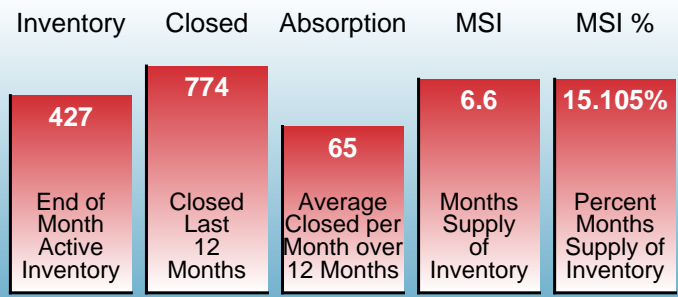
MONTHS SUPPLY of INVENTORY (MSI)

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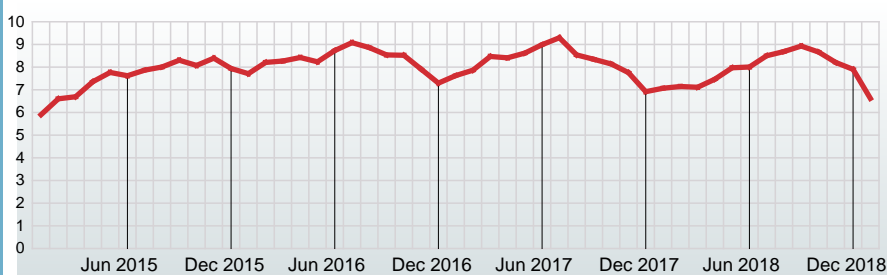
MSI FOR JANUARY



INDICATORS FOR JANUARY 2019



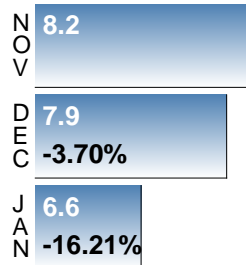
5 YEAR MARKET ACTIVITY TRENDS



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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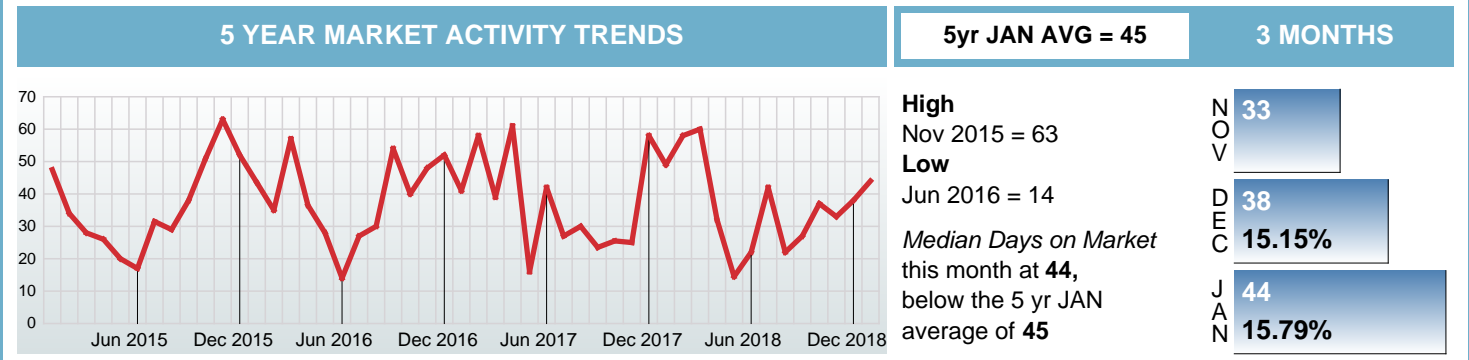
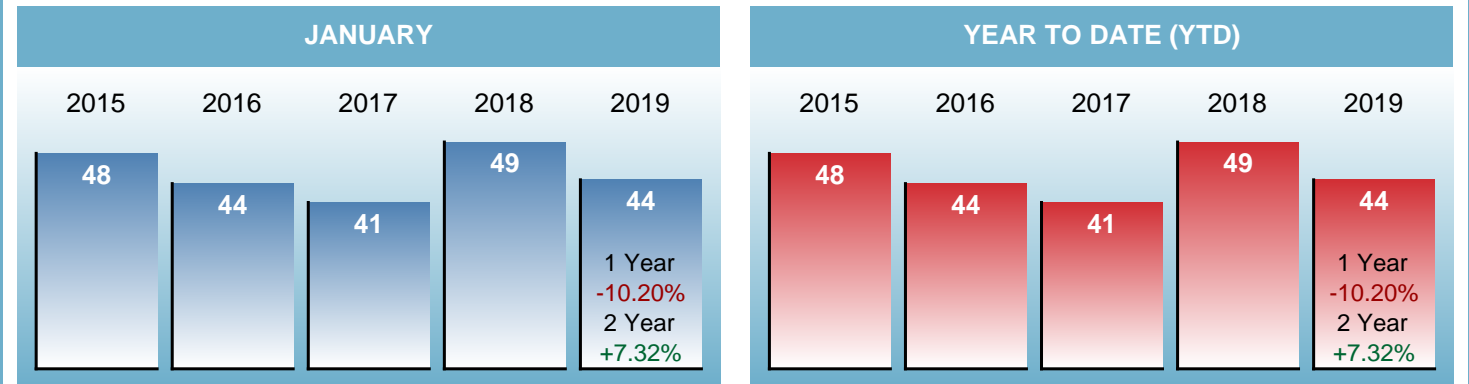
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MEDIAN DAYS ON MARKET TO SALE

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



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
\$20,000 and less	4	7.41%	38.5	45.0	22.0	0.0	0.0
\$20,001 - \$70,000	7	12.96%	29.0	24.0	34.0	0.0	0.0
\$70,001 - \$80,000	3	5.56%	37.0	68.0	34.0	37.0	0.0
\$80,001 - \$120,000	17	31.48%	54.0	4.0	52.5	98.5	0.0
\$120,001 - \$190,000	10	18.52%	11.5	1.0	28.0	55.0	2.0
\$190,001 - \$270,000	8	14.81%	42.5	0.0	0.0	42.5	0.0
\$270,001 and up	5	9.26%	113.0	0.0	0.0	113.0	127.0
Median Closed DOM	44.0			29.0	43.0	51.0	101.0
Total Closed Units	54			8	25	18	3
Total Closed Volume	7,002,841			470.70K	2.30M	3.52M	711.50K

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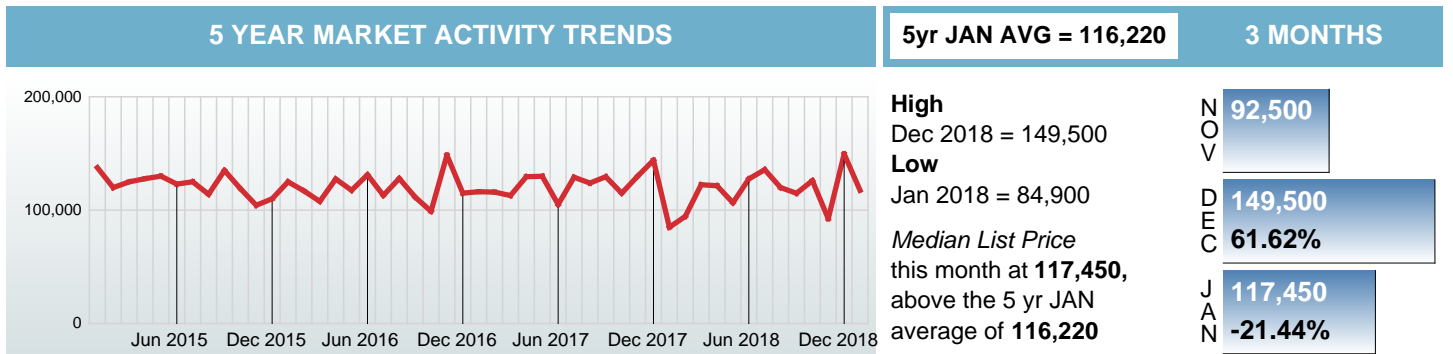
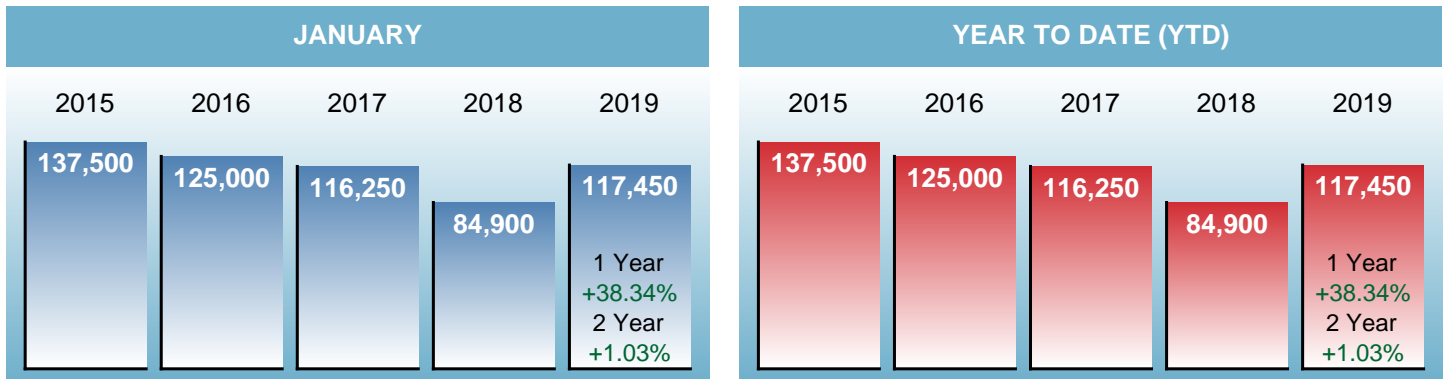
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MEDIAN LIST PRICE AT CLOSING

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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
\$20,000 and less	2	3.70%	19,950	20,000	19,900	0	0
\$20,001 - \$70,000	9	16.67%	37,000	32,700	54,000	0	0
\$70,001 - \$80,000	3	5.56%	79,900	0	77,200	79,900	0
\$80,001 - \$120,000	16	29.63%	93,450	86,950	104,900	85,000	0
\$120,001 - \$190,000	10	18.52%	129,250	173,900	132,000	126,500	125,000
\$190,001 - \$270,000	9	16.67%	215,000	0	192,000	220,000	0
\$270,001 and up	5	9.26%	304,900	0	0	304,900	309,900
Median List Price			117,450	46,000	92,000	208,950	289,900
Total Closed Units			54	8	25	18	3
Total Closed Volume			7,276,200	513.20K	2.37M	3.65M	744.80K

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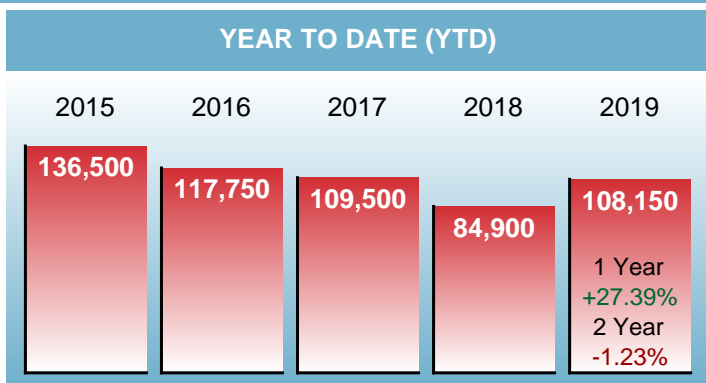
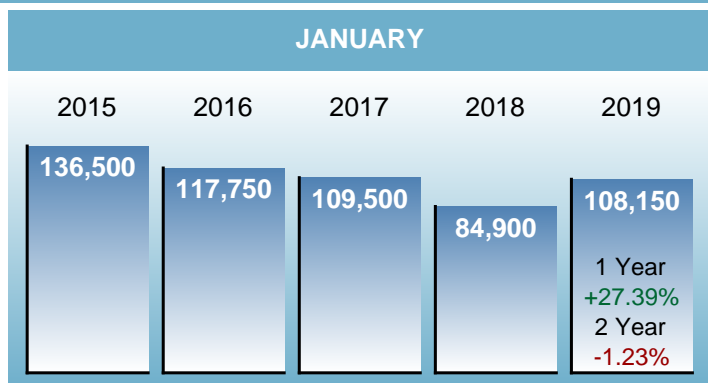
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MEDIAN SOLD PRICE AT CLOSING

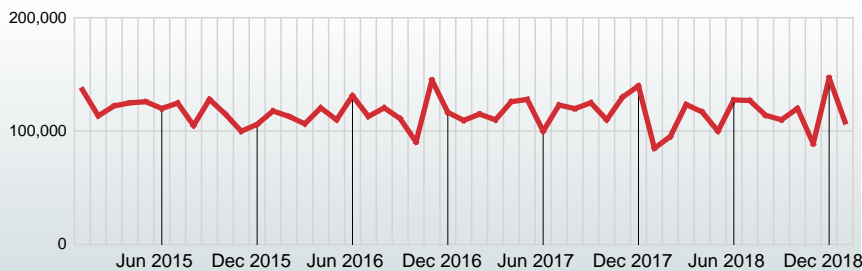
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 111,360

3 MONTHS



High
Dec 2018 = 147,000
Low
Jan 2018 = 84,900
Median Sold Price
this month at **108,150**,
below the 5 yr JAN
average of **111,360**

NOV	89,000
DEC	147,000
JAN	108,150
	65.17%
	-26.43%

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
\$20,000 and less	4	7.41%	18,250	19,250	15,300	0	0
\$20,001 - \$70,000	7	12.96%	53,147	34,500	55,074	0	0
\$70,001 - \$80,000	3	5.56%	79,900	80,000	75,000	79,900	0
\$80,001 - \$120,000	17	31.48%	90,000	84,900	95,500	101,500	0
\$120,001 - \$190,000	10	18.52%	134,950	150,000	156,000	134,950	126,500
\$190,001 - \$270,000	8	14.81%	217,500	0	0	217,500	0
\$270,001 and up	5	9.26%	300,000	0	0	300,000	292,500
Median Sold Price			108,150	44,750	89,900	200,247	275,000
Total Closed Units		100%	108,150	8	25	18	3
Total Closed Volume			7,002,841	470.70K	2.30M	3.52M	711.50K

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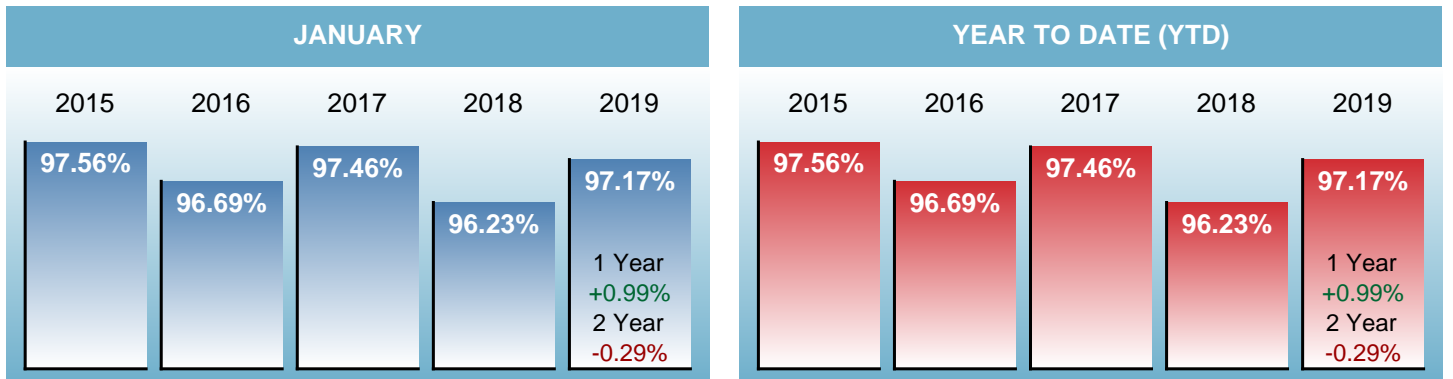
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

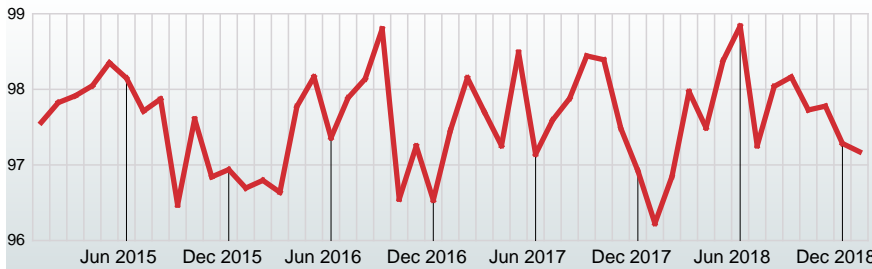
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 97.02%

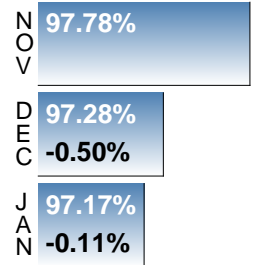
3 MONTHS



High
Jun 2018 = 98.84%

Low
Jan 2018 = 96.23%

Median Sold/List Ratio this month at **97.17%**, equal to 5 yr JAN average of **97.02%**



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
\$20,000 and less	4	7.41%	76.00%	86.25%	67.66%	0.00%	0.00%
\$20,001 \$70,000	7	12.96%	98.42%	97.89%	99.21%	0.00%	0.00%
\$70,001 \$80,000	3	5.56%	100.00%	89.89%	100.67%	100.00%	0.00%
\$80,001 \$120,000	17	31.48%	96.28%	100.00%	96.24%	96.82%	0.00%
\$120,001 \$190,000	10	18.52%	98.76%	86.26%	98.76%	98.62%	101.20%
\$190,001 \$270,000	8	14.81%	97.45%	0.00%	0.00%	97.45%	0.00%
\$270,001 and up	5	9.26%	94.86%	0.00%	0.00%	95.24%	94.41%
Median Sold/List Ratio		97.17%		92.87%	98.42%	97.44%	94.86%
Total Closed Units	54	100%	97.17%	8	25	18	3
Total Closed Volume	7,002,841			470.70K	2.30M	3.52M	711.50K

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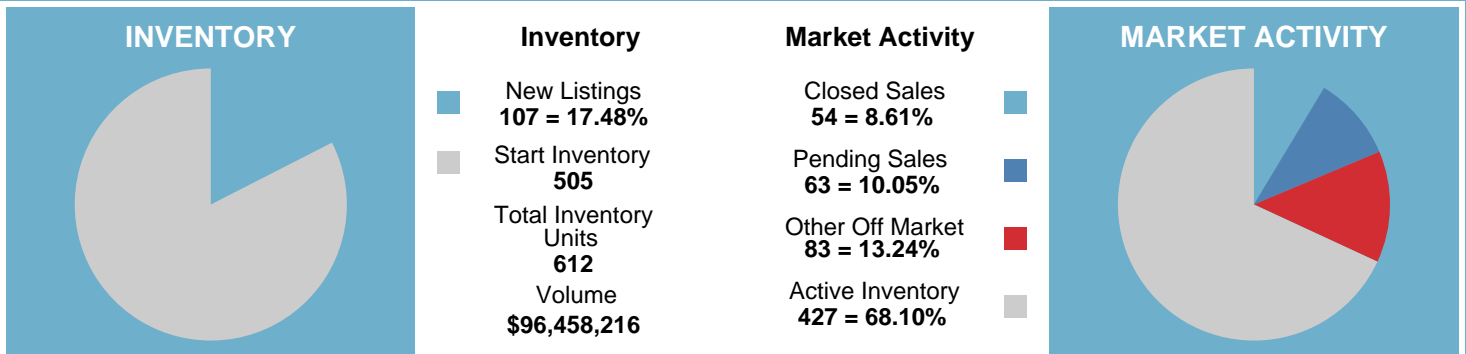
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MARKET SUMMARY

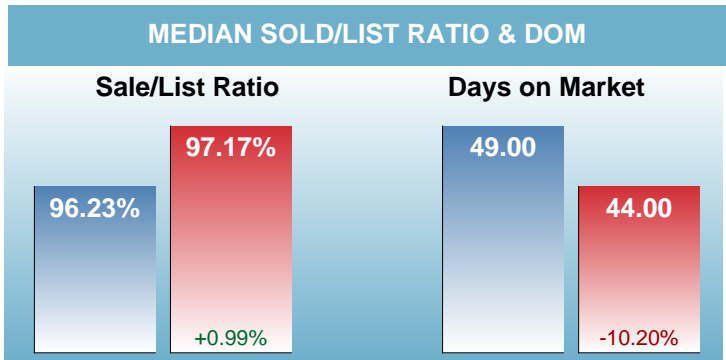
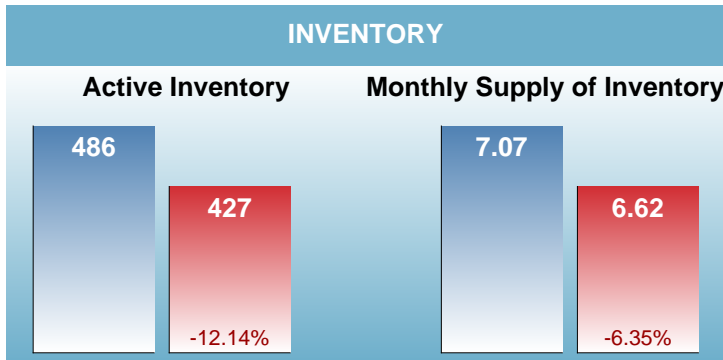
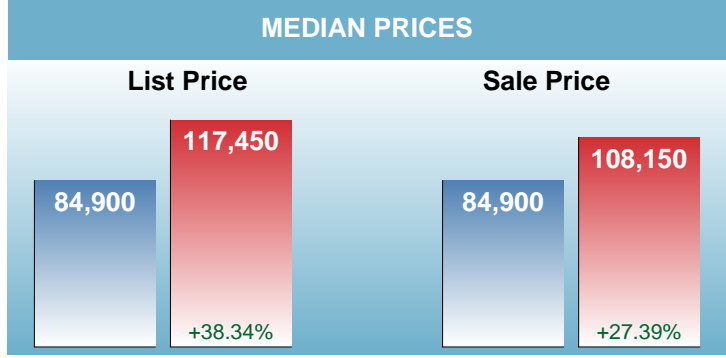
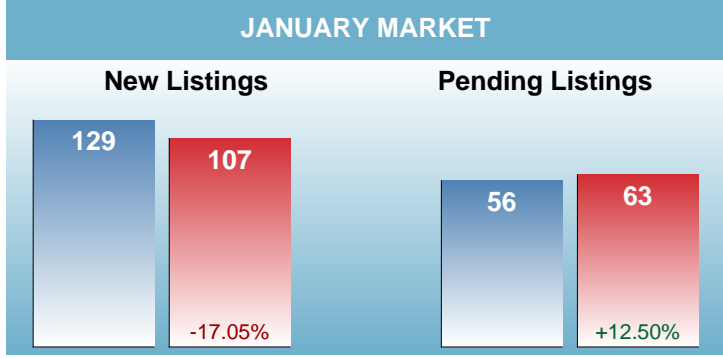
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Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	47	54	14.89%	47	54	14.89%
Pending Sales	56	63	12.50%	56	63	12.50%
New Listings	129	107	-17.05%	129	107	-17.05%
Median List Price	84,900	117,450	38.34%	84,900	117,450	38.34%
Median Sale Price	84,900	108,150	27.39%	84,900	108,150	27.39%
Median Percent of Selling Price to List Price	96.23%	97.17%	0.99%	96.23%	97.17%	0.99%
Median Days on Market to Sale	49.00	44.00	-10.20%	49.00	44.00	-10.20%
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**



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