



December 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner

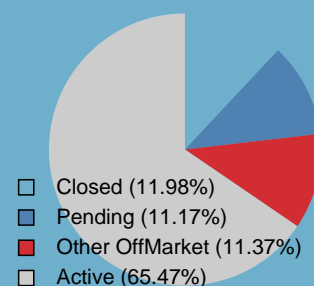


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	1,131	984	-13.00%
Pending Listings	899	917	2.00%
New Listings	1,503	1,380	-8.18%
Average List Price	200,393	195,304	-2.54%
Average Sale Price	194,322	189,325	-2.57%
Average Percent of List Price to Selling Price	97.17%	97.58%	0.42%
Average Days on Market to Sale	46.44	47.15	1.52%
End of Month Inventory	6,687	5,376	-19.61%
Months Supply of Inventory	5.49	4.34	-20.97%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,240** Sales/Month
Active Inventory as of December 31, 2018 = **5,376**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **19.61%** to 5,376 existing homes available for sale. Over the last 12 months this area has had an average of 1,240 closed sales per month. This represents an unsold inventory index of **4.34** 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 **2.57%** in December 2018 to \$189,325 versus the previous year at \$194,322.

Average Days on Market Lengthens

The average number of **47.15** days that homes spent on the market before selling increased by 0.71 days or **1.52%** in December 2018 compared to last year's same month at **46.44** DOM.

Sales Success for December 2018 is Positive

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

There were 1,380 New Listings in December 2018, down **8.18%** from last year at 1,503. Furthermore, there were 984 Closed Listings this month versus last year at 1,131, a **-13.00%** decrease.

Closed versus Listed trends yielded a **71.3%** ratio, down from previous year's, December 2017, at **75.2%**, a **5.24%** downswing. 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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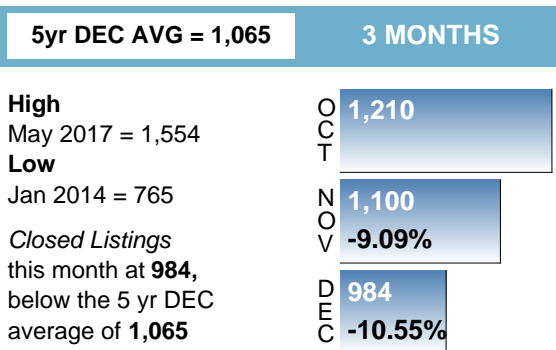
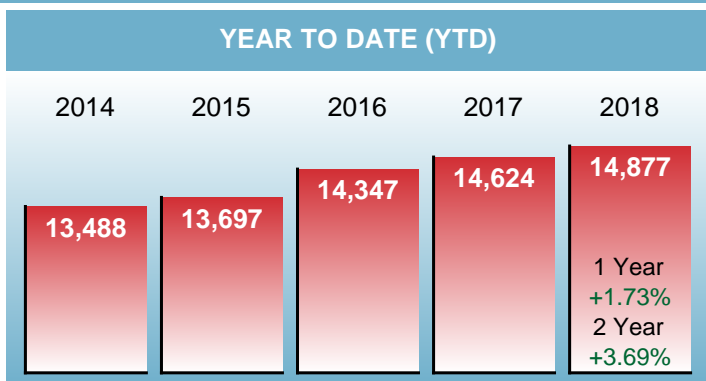
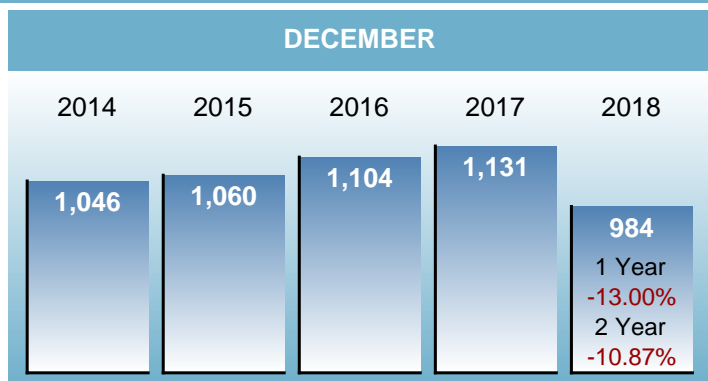
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CLOSED LISTINGS

Report produced on Jan 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
\$50,000 and less	76	7.72%	52.6	52	23	1	0
\$50,001 - \$75,000	83	8.43%	53.5	36	44	3	0
\$75,001 - \$125,000	170	17.28%	41.4	28	126	15	1
\$125,001 - \$175,000	230	23.37%	44.7	20	168	39	3
\$175,001 - \$225,000	158	16.06%	44.5	8	90	58	2
\$225,001 - \$325,000	154	15.65%	57.5	11	52	79	12
\$325,001 and up	113	11.48%	42.1	4	35	55	19
Total Closed Units	984			159	538	250	37
Total Closed Volume	186,296,136	100%	47.2	16.46M	87.76M	65.44M	16.64M
Average Closed Price	\$189,325			\$103,505	\$163,129	\$261,759	\$449,611

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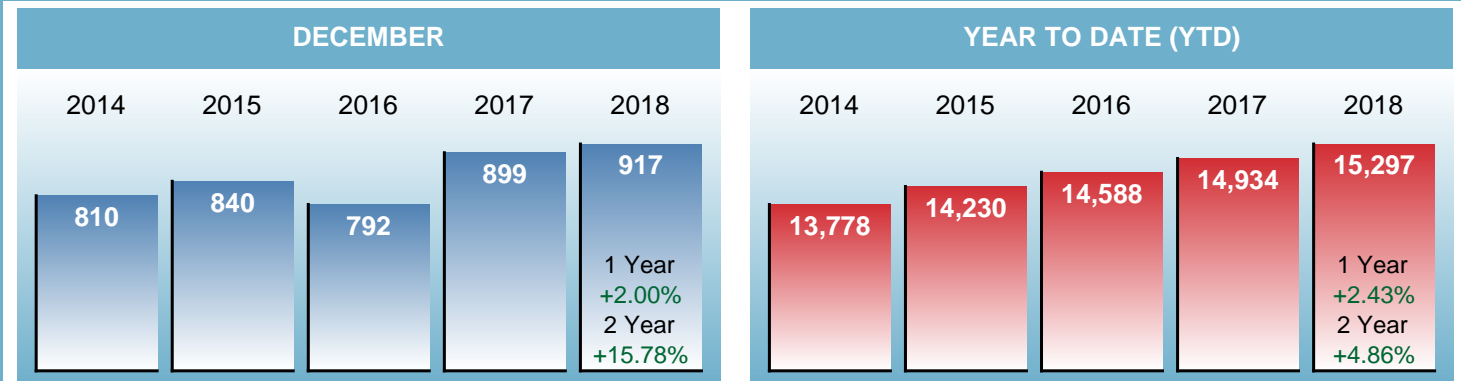
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PENDING LISTINGS

Report produced on Jan 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
\$50,000 and less	63	6.87%	54.6	39	22	2	0
\$50,001 - \$100,000	126	13.74%	41.0	39	80	7	0
\$100,001 - \$125,000	65	7.09%	53.1	12	46	6	1
\$125,001 - \$200,000	302	32.93%	50.1	20	221	55	6
\$200,001 - \$275,000	154	16.79%	56.1	8	74	66	6
\$275,001 - \$375,000	114	12.43%	52.7	7	32	69	6
\$375,001 and up	93	10.14%	52.8	8	15	46	24
Total Pending Units	917			133	490	251	43
Total Pending Volume	191,880,014	100%	37.4	17.67M	82.61M	72.62M	18.97M
Average Listing Price	\$233,537			\$132,875	\$168,598	\$289,321	\$441,276

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



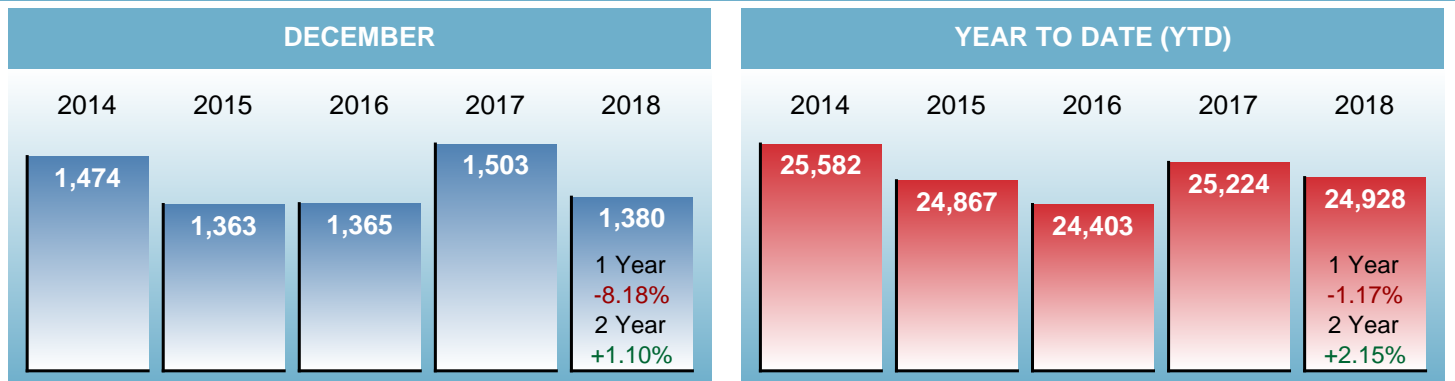
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NEW LISTINGS

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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
\$50,000 and less	122	8.84%	87	33	2	0
\$50,001 - \$75,000	109	7.90%	64	42	3	0
\$75,001 - \$125,000	209	15.14%	79	116	13	1
\$125,001 - \$200,000	397	28.77%	88	239	60	10
\$200,001 - \$275,000	192	13.91%	20	93	74	5
\$275,001 - \$425,000	213	15.43%	24	56	114	19
\$425,001 and up	138	10.00%	26	19	63	30
Total New Listed Units	1,380		388	598	329	65
Total New Listed Volume	339,251,118	100%	76.08M	105.39M	117.97M	39.81M
Average New Listed Listing Price	\$228,507		\$196,074	\$176,240	\$358,584	\$612,444

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December 2018

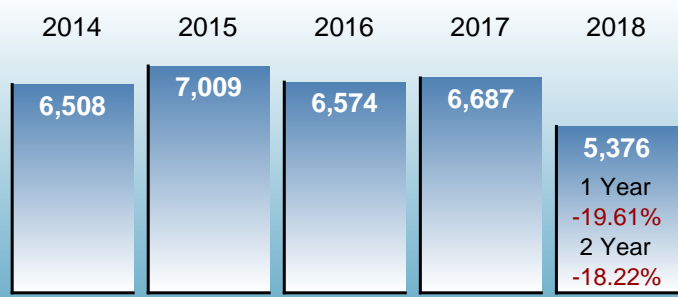
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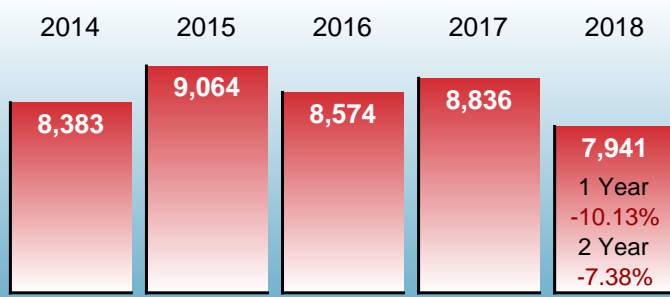
ACTIVE INVENTORY

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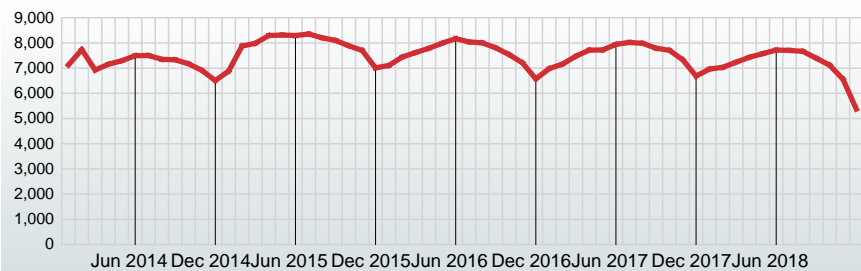
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 6,431

3 MONTHS

High
Jul 2015 = 8,355
Low
Dec 2018 = 5,376
Inventory
this month at **5,376**,
below the 5 yr DEC
average of **6,431**

OCT	7,118
NOV	6,561 -7.83%
DEC	5,376 -18.06%

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	236	4.39%	80.6	201	27	6	2
\$25,001 - \$75,000	749	13.93%	90.6	550	179	20	0
\$75,001 - \$125,000	710	13.21%	79.3	302	349	52	7
\$125,001 - \$225,000	1,538	28.61%	75.2	352	830	323	33
\$225,001 - \$325,000	898	16.70%	86.9	122	317	402	57
\$325,001 - \$525,000	691	12.85%	83.7	83	148	348	112
\$525,001 and up	554	10.31%	94.8	157	58	189	150
Total Active Inventory by Units	5,376			1,767	1,908	1,340	361
Total Active Inventory by Volume	1,551,852,717	100%	83.2	444.82M	381.65M	490.07M	235.32M
Average Active Inventory Listing Price	\$288,663			\$251,736	\$200,025	\$365,724	\$651,849

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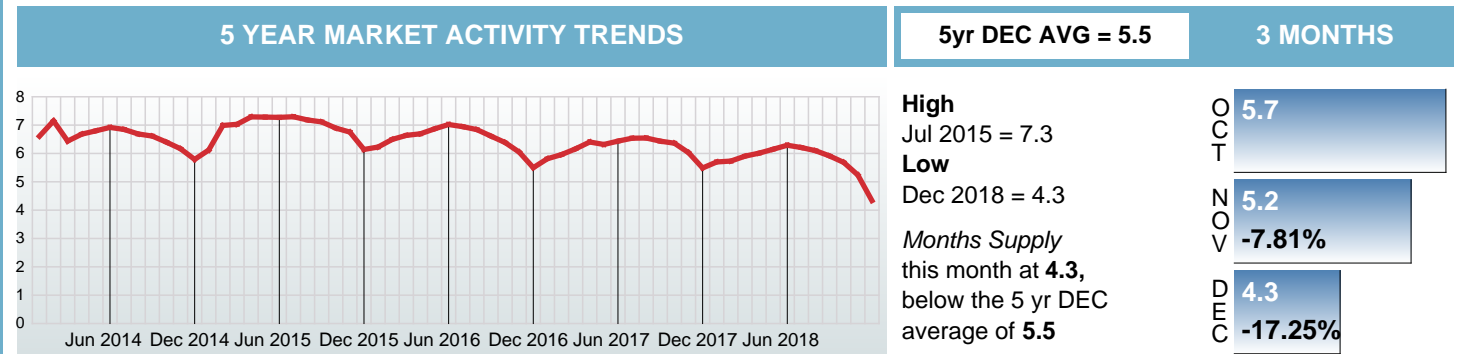
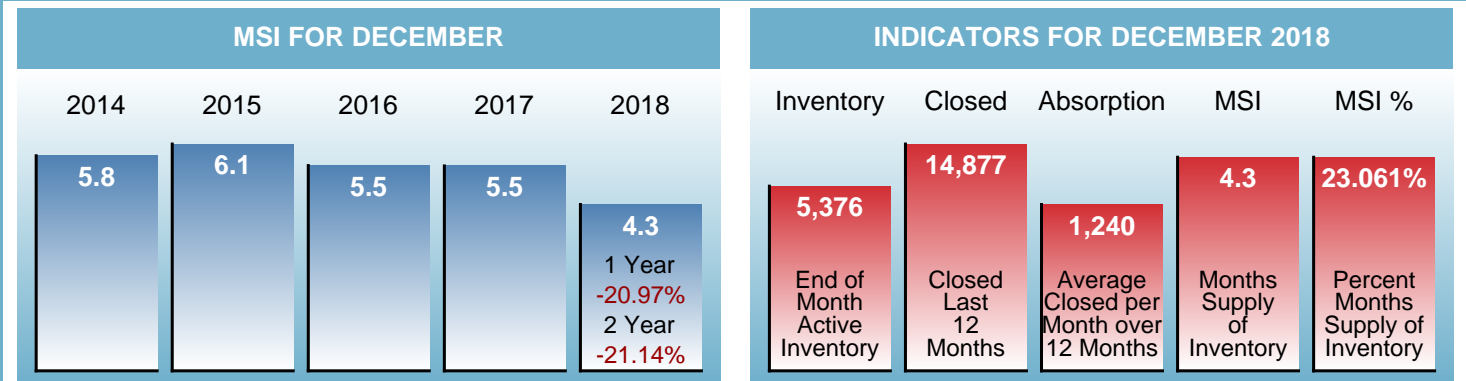
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MONTHS SUPPLY of INVENTORY (MSI)

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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
\$25,000 and less	236		4.39%	6.9	7.8	3.8	7.2	8.0
\$25,001 - \$75,000	749		13.93%	5.0	7.4	2.7	2.7	0.0
\$75,001 - \$125,000	710		13.21%	3.3	7.3	2.3	2.8	5.3
\$125,001 - \$225,000	1,538		28.61%	3.0	10.9	2.4	2.7	3.9
\$225,001 - \$325,000	898		16.70%	4.5	14.1	4.5	3.9	3.4
\$325,001 - \$525,000	691		12.85%	6.6	20.8	6.4	5.6	7.5
\$525,001 and up	554		10.31%	16.3	75.4	13.4	11.0	14.6
Market Supply of Inventory (MSI)	4.3				9.4	2.8	4.1	6.9
Total Active Inventory by Units	5,376		100%	4.3	1,767	1,908	1,340	361

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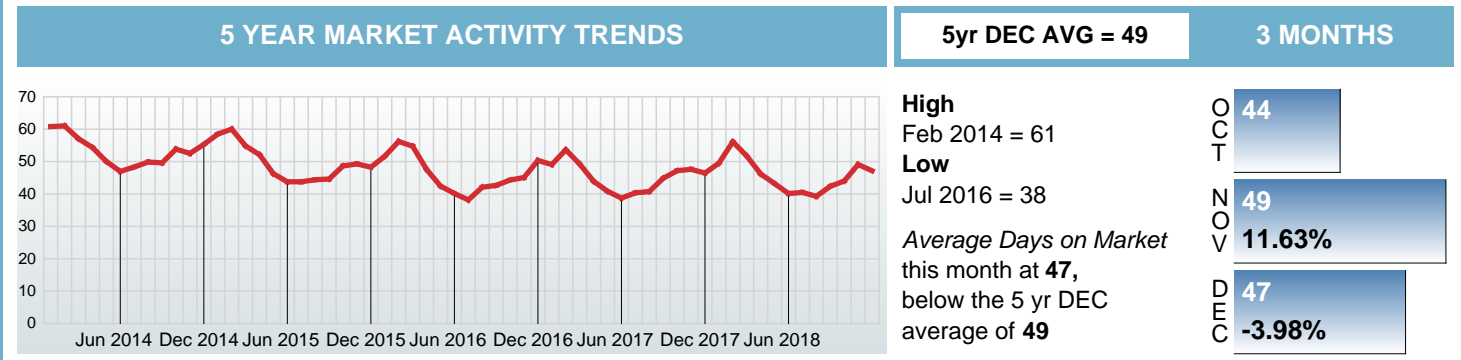
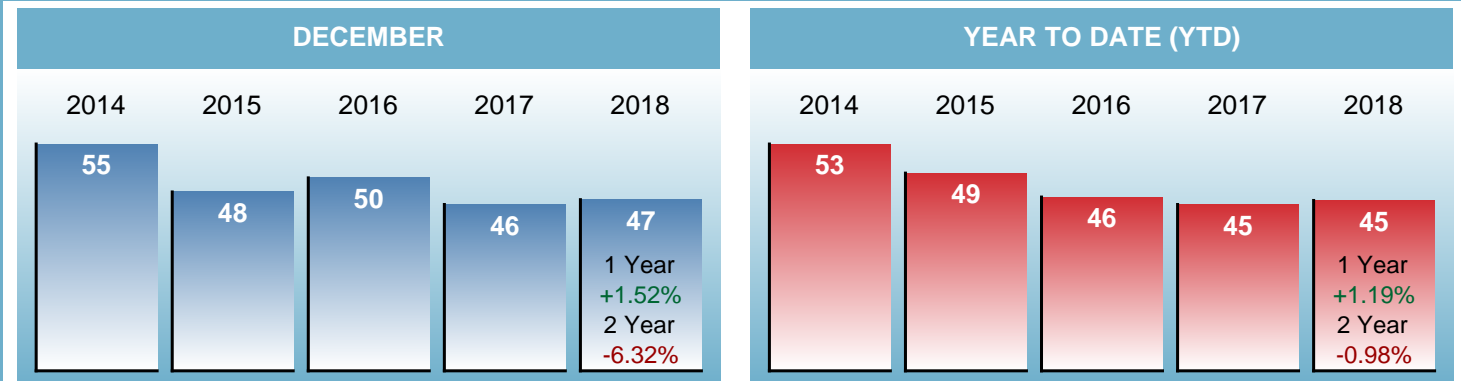
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AVERAGE DAYS ON MARKET TO SALE

Report produced on Jan 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
\$50,000 and less	76	7.72%	52.6	57.4	43.3	21.0	0.0
\$50,001 - \$75,000	83	8.43%	53.5	74.9	37.6	31.0	0.0
\$75,001 - \$125,000	170	17.28%	41.4	33.2	43.6	39.3	36.0
\$125,001 - \$175,000	230	23.37%	44.7	57.3	40.5	58.9	10.0
\$175,001 - \$225,000	158	16.06%	44.5	32.0	44.5	43.7	115.0
\$225,001 - \$325,000	154	15.65%	57.5	64.9	56.8	53.3	81.7
\$325,001 and up	113	11.48%	42.1	39.3	44.1	38.1	50.4
Average Closed DOM			47.2	55.9	43.6	47.4	60.4
Total Closed Units			984	159	538	250	37
Total Closed Volume			186,296,136	16.46M	87.76M	65.44M	16.64M

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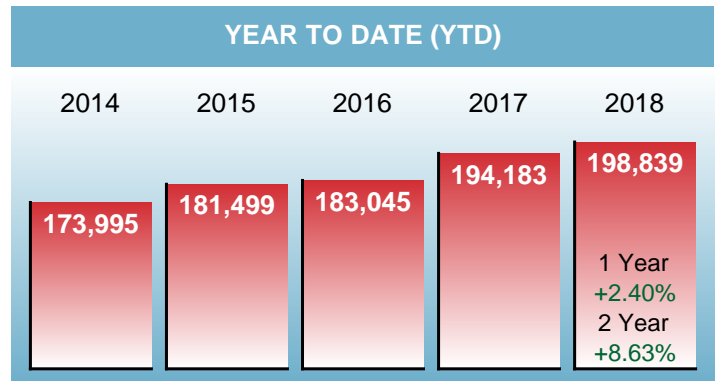
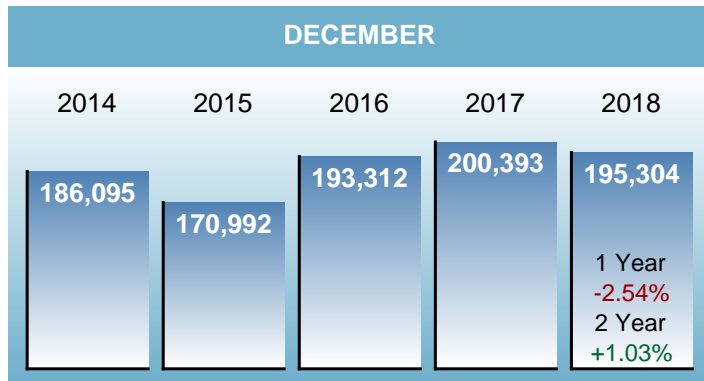
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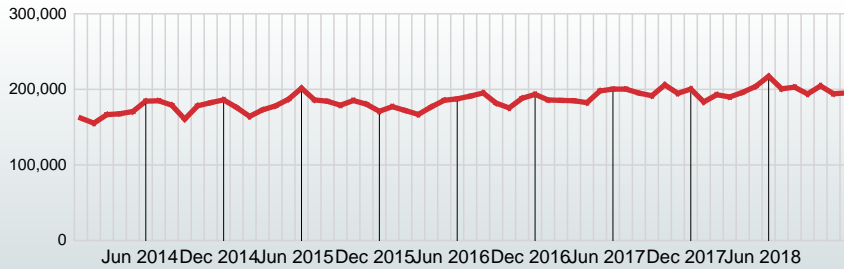
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 189,219 **3 MONTHS**



High
Jun 2018 = 217,258
Low
Feb 2014 = 155,304
Average List Price
this month at **195,304**,
above the 5 yr DEC
average of **189,219**

OCT	204,510
NOV	194,140 -5.07%
DEC	195,304 0.60%

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	69	7.01%	34,145	34,222	42,289	50,000	0
\$50,001 \$75,000	80	8.13%	65,779	68,090	70,661	67,900	0
\$75,001 \$125,000	176	17.89%	101,510	100,271	103,499	114,211	89,300
\$125,001 \$175,000	217	22.05%	150,057	153,292	151,922	159,382	120,000
\$175,001 \$225,000	165	16.77%	198,028	178,425	199,963	204,656	207,100
\$225,001 \$325,000	154	15.65%	268,647	289,073	272,086	278,611	262,108
\$325,001 and up	123	12.50%	488,513	656,250	437,587	460,092	703,160
Average List Price	195,304			109,034	167,484	269,473	469,428
Total Closed Units	984	100%	195,304	159	538	250	37
Total Closed Volume	192,179,593			17.34M	90.11M	67.37M	17.37M

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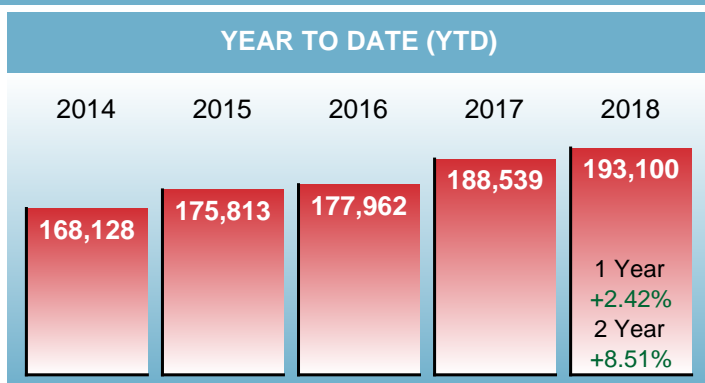
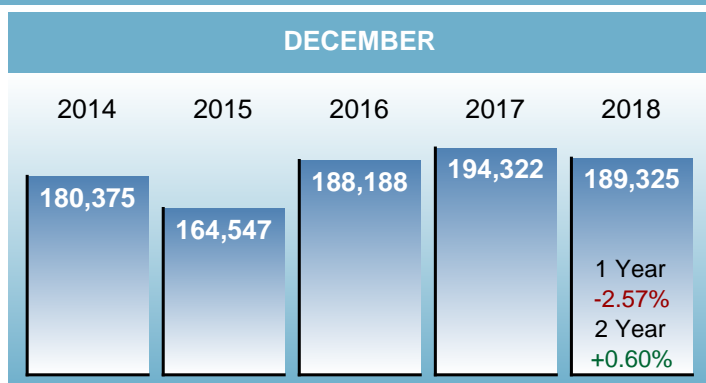
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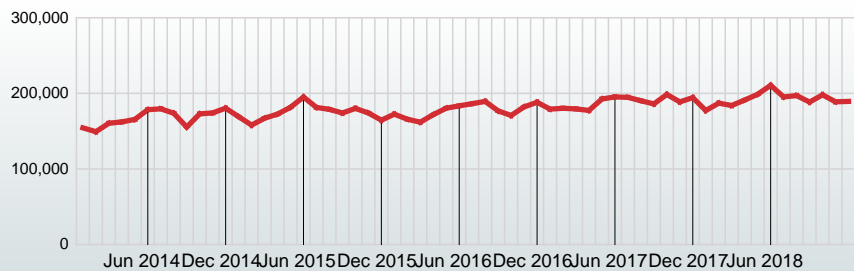
AVERAGE SOLD PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 183,351 **3 MONTHS**



High
Jun 2018 = 210,617
Low
Feb 2014 = 149,258
Average Sold Price
this month at **189,325**,
above the 5 yr DEC
average of **183,351**

OCT	198,020
NOV	188,809 -4.65%
DEC	189,325 0.27%

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	76	7.72%	32,558	30,283	37,378	40,000	0
\$50,001 - \$75,000	83	8.43%	65,353	63,639	66,621	67,333	0
\$75,001 - \$125,000	170	17.28%	100,597	96,657	101,185	103,591	92,000
\$125,001 - \$175,000	230	23.37%	149,530	146,688	148,878	154,588	139,200
\$175,001 - \$225,000	158	16.06%	198,450	199,863	196,643	201,000	200,180
\$225,001 - \$325,000	154	15.65%	267,180	270,680	262,048	271,459	258,042
\$325,001 and up	113	11.48%	481,444	593,750	425,350	445,669	664,692
Average Sold Price			189,325	103,505	163,129	261,759	449,611
Total Closed Units		100%	189,325	159	538	250	37
Total Closed Volume			186,296,136	16.46M	87.76M	65.44M	16.64M

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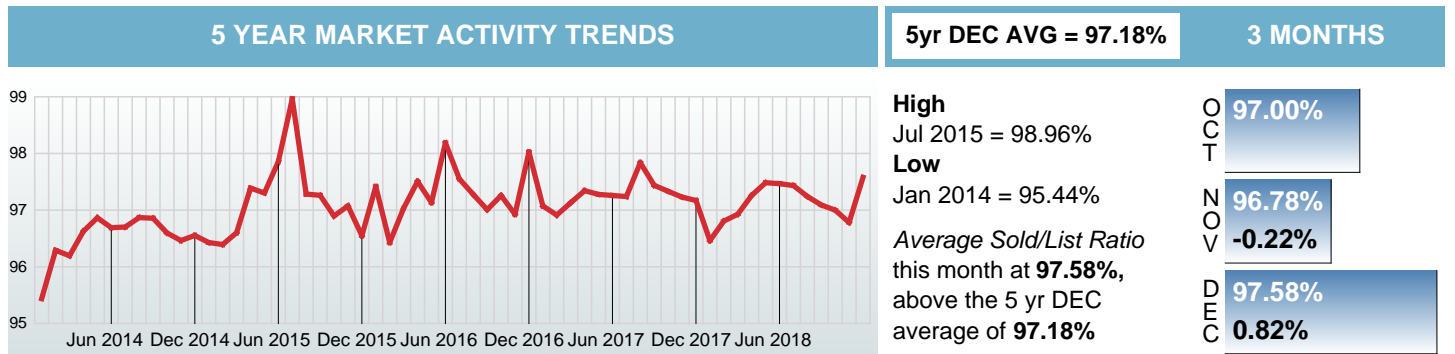
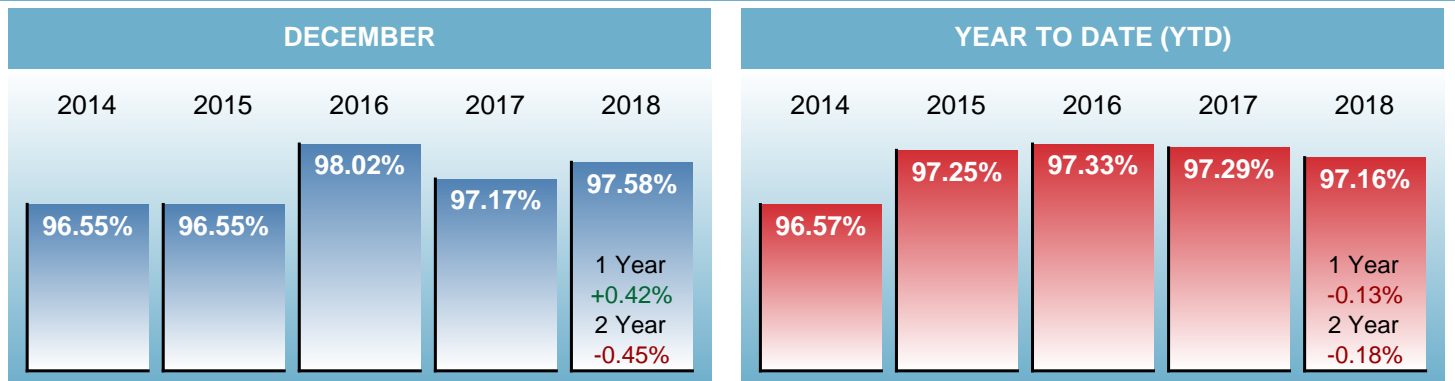
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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	76	7.72%	89.50%	88.65%	91.82%	80.00%	0.00%
\$50,001 - \$75,000	83	8.43%	94.78%	93.96%	95.16%	99.04%	0.00%
\$75,001 - \$125,000	170	17.28%	97.22%	96.64%	98.02%	91.14%	103.02%
\$125,001 - \$175,000	230	23.37%	98.06%	96.02%	98.10%	97.24%	120.16%
\$175,001 - \$225,000	158	16.06%	103.32%	196.25%	98.43%	98.29%	97.50%
\$225,001 - \$325,000	154	15.65%	97.13%	93.87%	96.82%	97.57%	98.49%
\$325,001 and up	113	11.48%	97.23%	92.05%	97.42%	97.97%	95.83%
Average Sold/List Ratio			97.60%	98.05%	97.46%	97.34%	98.95%
Total Closed Units		100%	97.60%	159	538	250	37
Total Closed Volume				16.46M	87.76M	65.44M	16.64M

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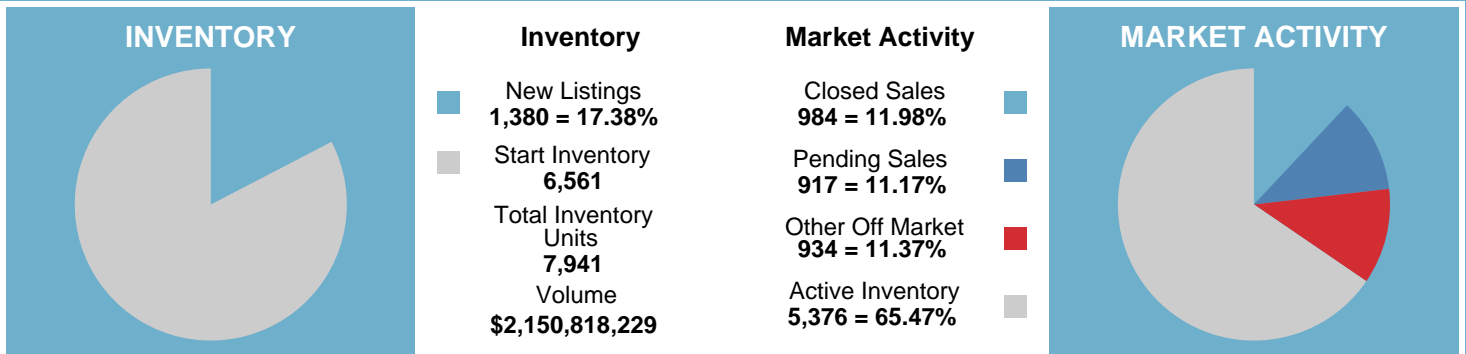
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MARKET SUMMARY

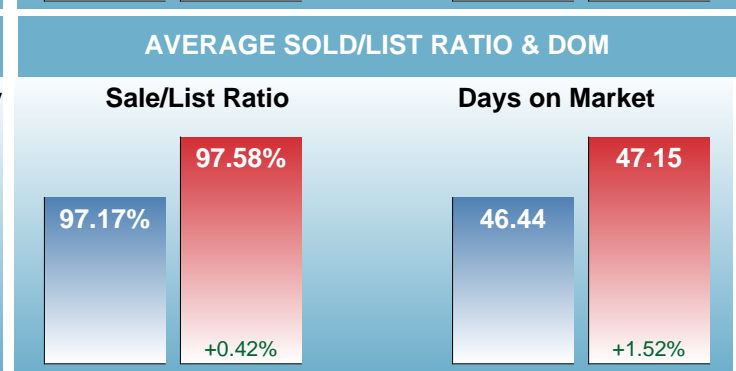
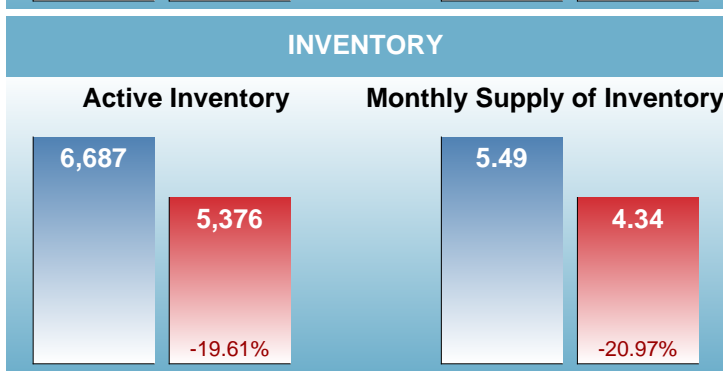
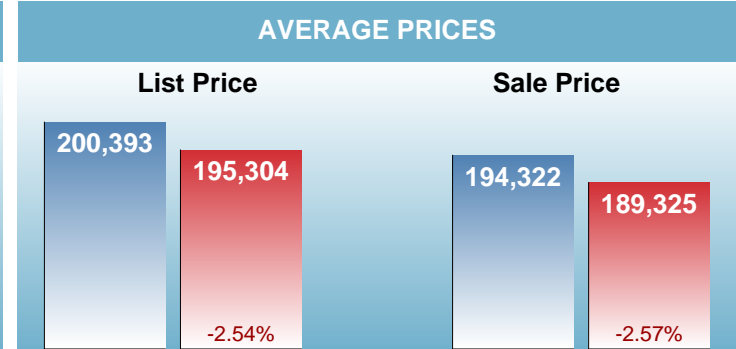
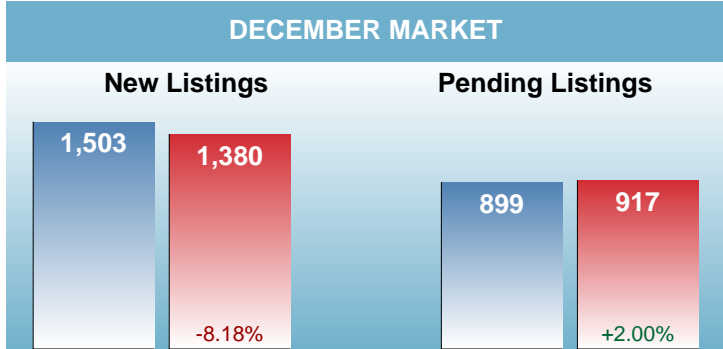
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Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,131	984	-13.00%	14,624	14,877	1.73%
Pending Sales	899	917	2.00%	14,934	15,297	2.43%
New Listings	1,503	1,380	-8.18%	25,224	24,928	-1.17%
Average List Price	200,393	195,304	-2.54%	194,183	198,839	2.40%
Average Sale Price	194,322	189,325	-2.57%	188,539	193,100	2.42%
Average Percent of Selling Price to List Price	97.17%	97.58%	0.42%	97.29%	97.16%	-0.13%
Average Days on Market to Sale	46.44	47.15	1.52%	44.69	45.22	1.19%
Monthly Inventory	6,687	5,376	-19.61%	6,687	5,376	-19.61%
Months Supply of Inventory	5.49	4.34	-20.97%	5.49	4.34	-20.97%

Absorption: Last 12 months, an Average of **1,240** Sales/Month

Inventory on December 31, 2018 = **5,376** 2017 2018



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