



December 2018

Area Delimited by County Of Tulsa

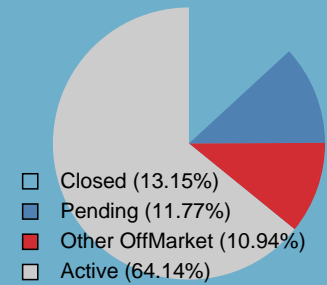


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	791	666	-15.80%
Pending Listings	624	596	-4.49%
New Listings	917	860	-6.22%
Average List Price	214,538	206,662	-3.67%
Average Sale Price	207,856	200,304	-3.63%
Average Percent of List Price to Selling Price	97.55%	97.07%	-0.49%
Average Days on Market to Sale	44.89	47.12	4.98%
End of Month Inventory	4,132	3,248	-21.39%
Months Supply of Inventory	4.98	3.82	-23.19%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **850** Sales/Month
Active Inventory as of December 31, 2018 = **3,248**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **21.39%** to 3,248 existing homes available for sale. Over the last 12 months this area has had an average of 850 closed sales per month. This represents an unsold inventory index of **3.82** 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 **3.63%** in December 2018 to \$200,304 versus the previous year at \$207,856.

Average Days on Market Lengthens

The average number of **47.12** days that homes spent on the market before selling increased by 2.24 days or **4.98%** in December 2018 compared to last year's same month at **44.89** 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 860 New Listings in December 2018, down **6.22%** from last year at 917. Furthermore, there were 666 Closed Listings this month versus last year at 791, a **-15.80%** decrease.

Closed versus Listed trends yielded a **77.4%** ratio, down from previous year's, December 2017, at **86.3%**, a **10.22%** 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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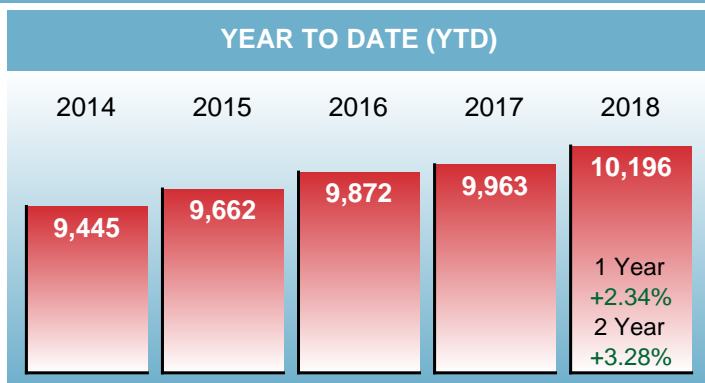
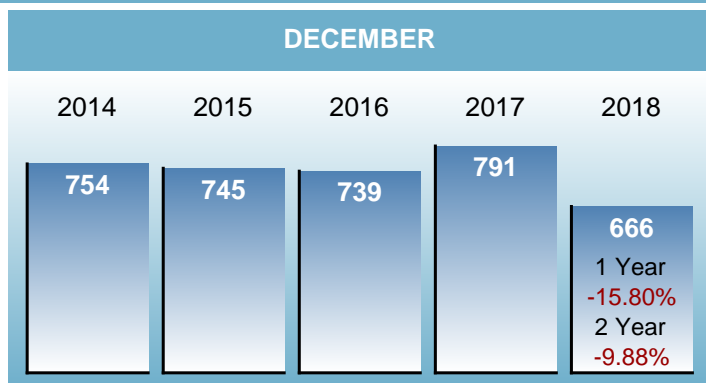
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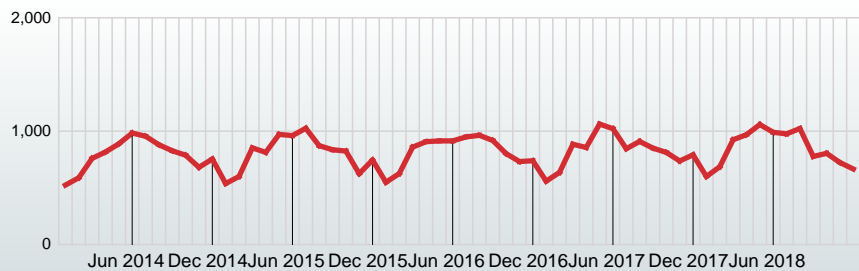
CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 739 **3 MONTHS**



High
May 2017 = 1,062
Low
Jan 2014 = 524
Closed Listings
this month at **666**,
below the 5 yr DEC
average of **739**

OCT	804
NOV	723 -10.07%
DEC	666 -7.88%

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	38	5.71%	56.7	22	15	1	0
\$50,001 - \$100,000	104	15.62%	49.1	37	61	5	1
\$100,001 - \$125,000	58	8.71%	44.3	8	47	3	0
\$125,001 - \$200,000	213	31.98%	41.3	19	146	46	2
\$200,001 - \$250,000	100	15.02%	53.8	7	41	46	6
\$250,001 - \$350,000	81	12.16%	57.5	6	28	42	5
\$350,001 and up	72	10.81%	37.9	4	18	35	15
Total Closed Units	666			103	356	178	29
Total Closed Volume	133,402,736	100%	47.1	12.92M	59.98M	47.53M	12.97M
Average Closed Price	\$200,304			\$125,479	\$168,473	\$267,032	\$447,250

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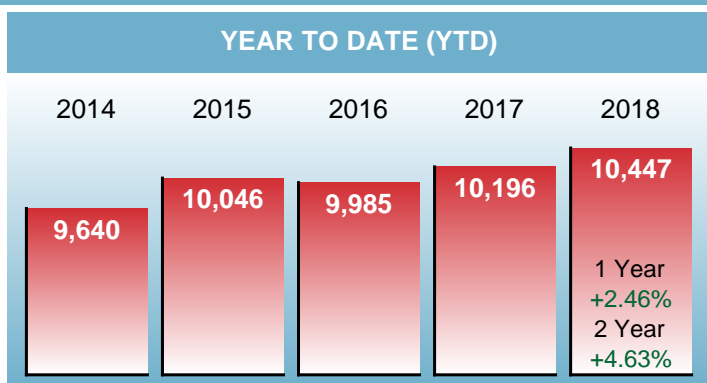
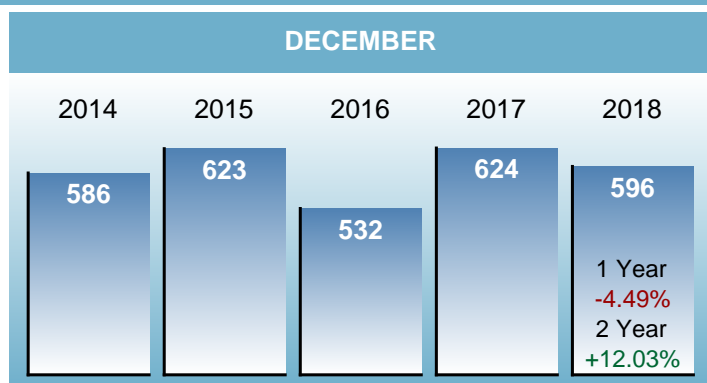
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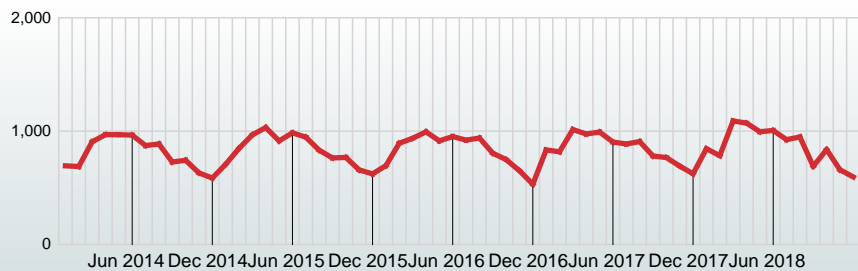
PENDING LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 592
3 MONTHS



High
Mar 2018 = 1,090

Low
Dec 2016 = 532

Pending Listings
this month at **596**,
above the 5 yr DEC
average of **592**

OCT	837
NOV	659
DEC	596
	-9.56%

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	34	5.70%	56.4	17	15	2	0
\$50,001 - \$100,000	68	11.41%	46.8	24	42	2	0
\$100,001 - \$150,000	114	19.13%	46.3	14	87	12	1
\$150,001 - \$225,000	152	25.50%	51.6	9	97	42	4
\$225,001 - \$275,000	83	13.93%	59.4	4	41	34	4
\$275,001 - \$375,000	77	12.92%	53.0	5	22	45	5
\$375,001 and up	68	11.41%	43.2	4	11	35	18
Total Pending Units	596			77	315	172	32
Total Pending Volume	130,639,602	100%	42.0	11.00M	54.62M	51.77M	13.25M
Average Listing Price	\$248,603			\$142,858	\$173,411	\$300,960	\$414,068

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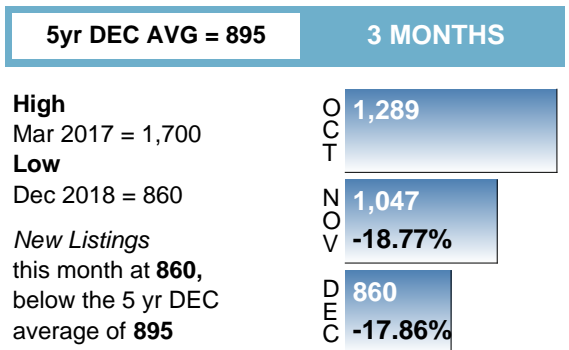
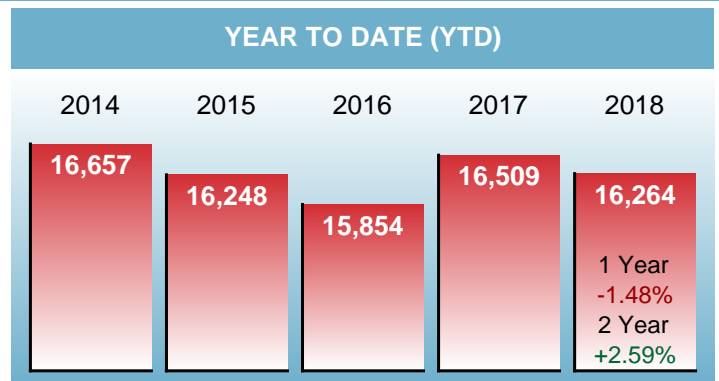
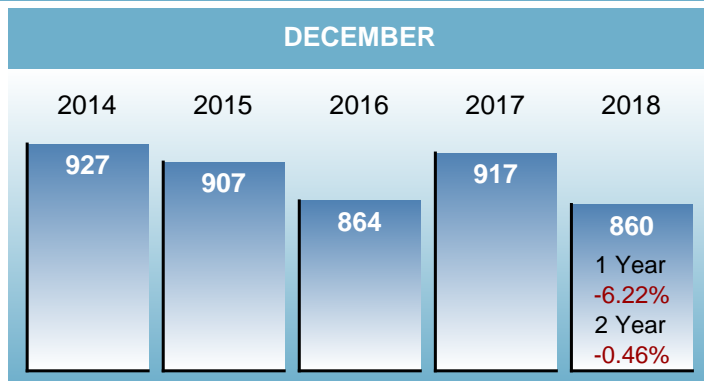
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NEW LISTINGS

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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
\$50,000 and less	49	5.70%	29	19	1	0
\$50,001 - \$100,000	106	12.33%	45	56	5	0
\$100,001 - \$125,000	57	6.63%	13	38	5	1
\$125,001 - \$225,000	311	36.16%	73	175	58	5
\$225,001 - \$325,000	132	15.35%	13	51	60	8
\$325,001 - \$475,000	120	13.95%	5	33	63	19
\$475,001 and up	85	9.88%	17	9	39	20
Total New Listed Units	860		195	381	231	53
Total New Listed Volume	235,382,836	100%	45.08M	69.56M	87.74M	33.00M
Average New Listed Listing Price	\$284,939		\$231,199	\$182,576	\$379,835	\$622,565

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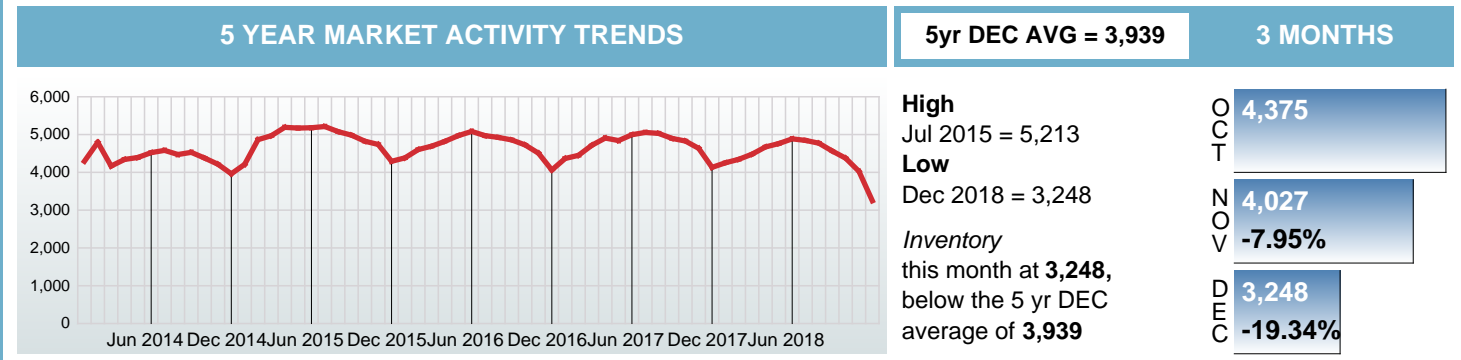
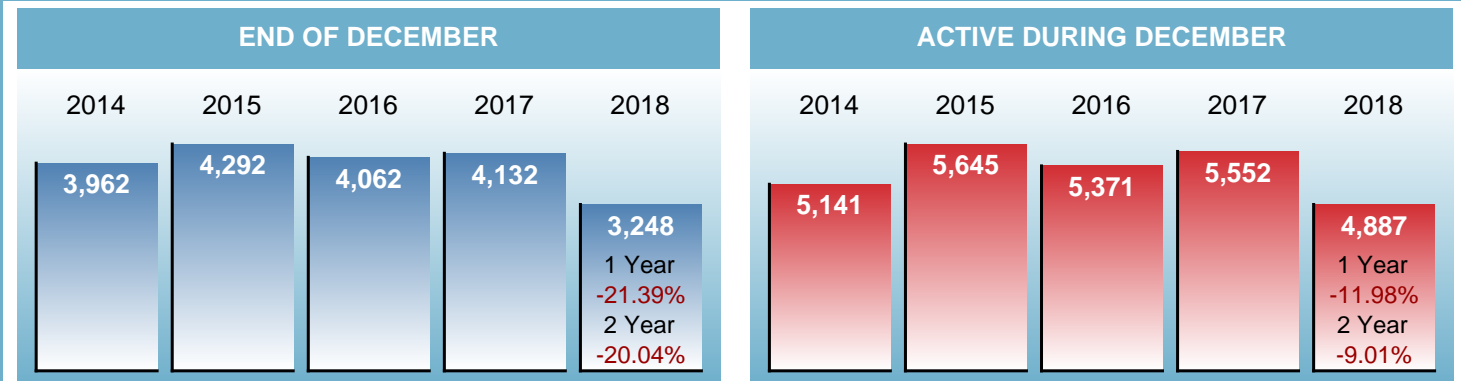
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ACTIVE INVENTORY

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	219	6.74%	85.3	150	61	7	1
\$50,001 - \$100,000	343	10.56%	78.8	181	138	21	3
\$100,001 - \$150,000	488	15.02%	65.6	145	296	45	2
\$150,001 - \$250,000	877	27.00%	79.3	118	450	283	26
\$250,001 - \$350,000	531	16.35%	87.4	58	147	270	56
\$350,001 - \$625,000	461	14.19%	81.8	45	81	248	87
\$625,001 and up	329	10.13%	98.1	98	26	103	102
Total Active Inventory by Units	3,248			795	1,199	977	277
Total Active Inventory by Volume	1,087,671,266	100%	81.2	285.23M	242.89M	373.07M	186.47M
Average Active Inventory Listing Price	\$334,874			\$358,782	\$202,581	\$381,857	\$673,178

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



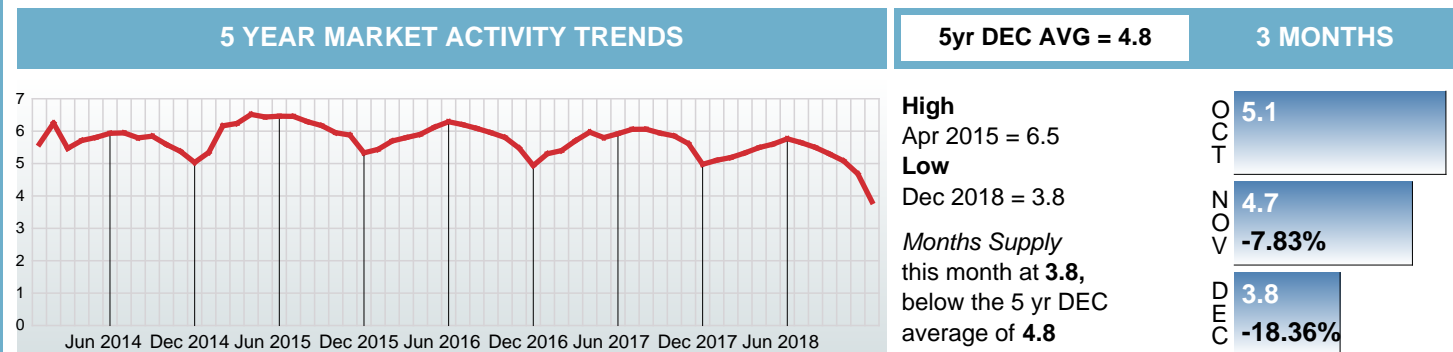
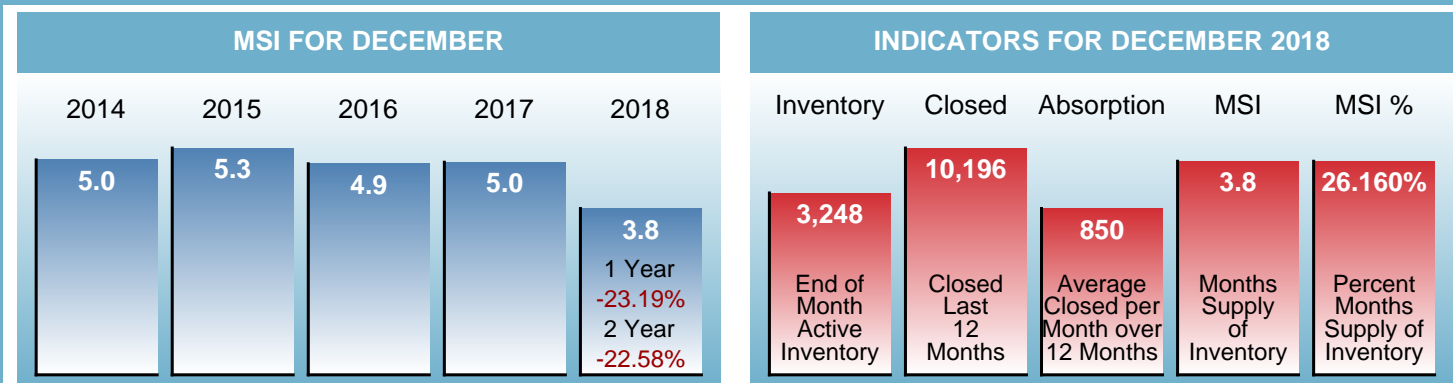
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MONTHS SUPPLY of INVENTORY (MSI)

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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
\$50,000 and less	219	6.74%	4.3	5.1	3.2	2.9	4.0	
\$50,001 - \$100,000	343	10.56%	3.0	4.8	1.9	3.3	7.2	
\$100,001 - \$150,000	488	15.02%	2.7	6.7	2.1	2.8	1.1	
\$150,001 - \$250,000	877	27.00%	2.9	7.8	2.6	2.8	3.0	
\$250,001 - \$350,000	531	16.35%	4.6	11.6	4.4	4.2	4.8	
\$350,001 - \$625,000	461	14.19%	6.6	19.3	6.0	5.8	7.5	
\$625,001 and up	329	10.13%	18.5	117.6	12.5	11.6	17.2	
Market Supply of Inventory (MSI)	3.8			7.1	2.6	4.0	6.9	
Total Active Inventory by Units	3,248	100%	3.8	795	1,199	977	277	

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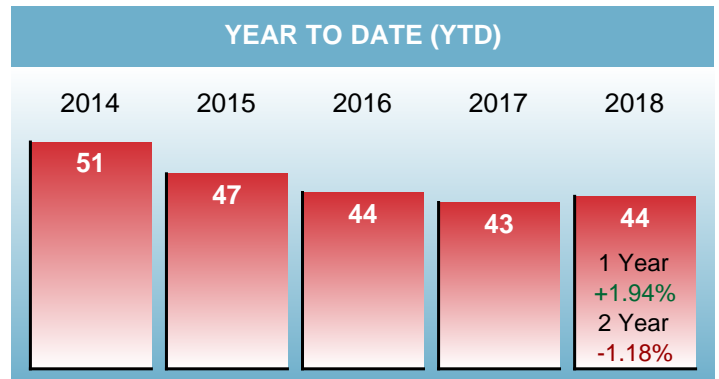
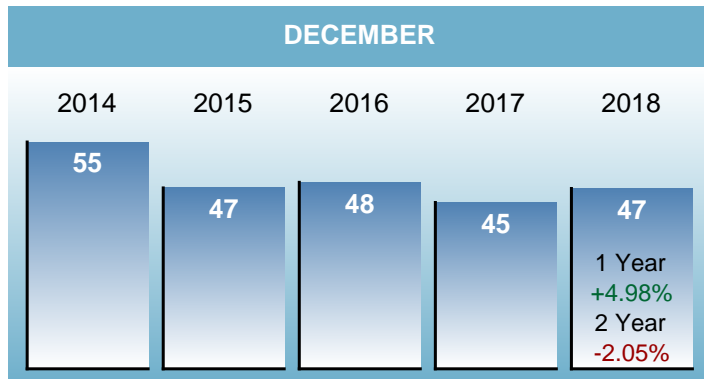
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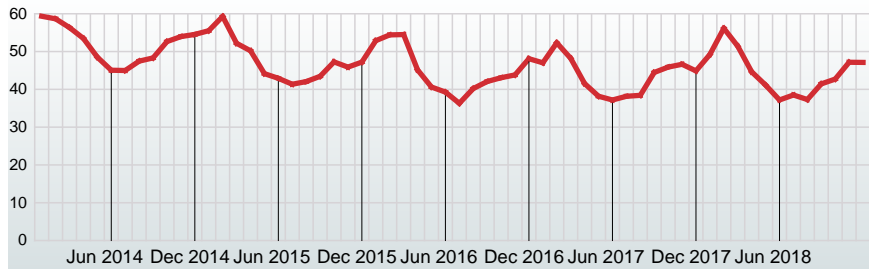


AVERAGE DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 48 **3 MONTHS**

High
Jan 2014 = 59
Low
Jul 2016 = 36
Average Days on Market
this month at **47**,
below the 5 yr DEC
average of **48**

OCT	43
NOV	47
DEC	47
10.43%	
-0.10%	

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	38	5.71%	56.7	69.2	40.7	21.0	0.0
\$50,001 - \$100,000	104	15.62%	49.1	68.9	39.3	25.0	36.0
\$100,001 - \$125,000	58	8.71%	44.3	38.9	44.3	58.3	0.0
\$125,001 - \$200,000	213	31.98%	41.3	50.4	37.4	51.2	8.0
\$200,001 - \$250,000	100	15.02%	53.8	70.9	58.2	39.4	114.5
\$250,001 - \$350,000	81	12.16%	57.5	39.0	53.8	63.2	52.0
\$350,001 and up	72	10.81%	37.9	39.3	41.7	37.3	34.3
Average Closed DOM			47.1	60.5	42.7	47.5	52.2
Total Closed Units		100%	47.1	103	356	178	29
Total Closed Volume			133,402,736	12.92M	59.98M	47.53M	12.97M

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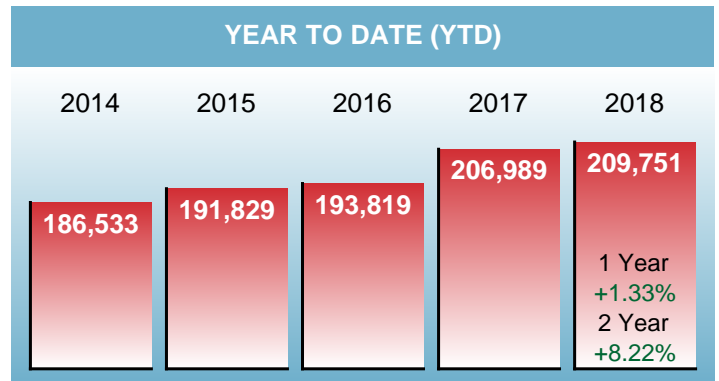
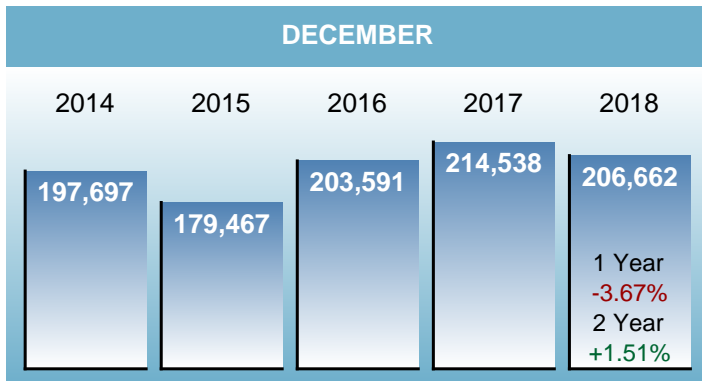
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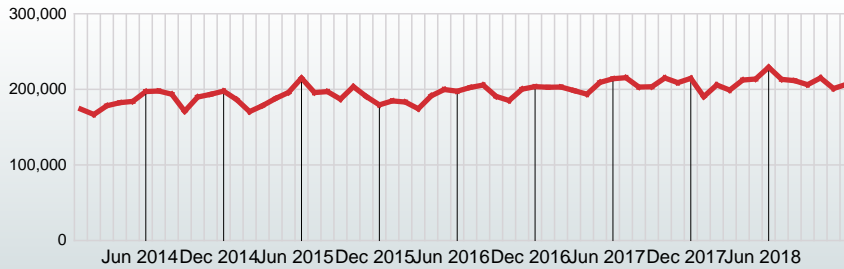
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 200,391 **3 MONTHS**



High
Jun 2018 = 229,220
Low
Feb 2014 = 166,775
Average List Price
this month at **206,662**,
above the 5 yr DEC
average of **200,391**

OCT	215,126
NOV	201,079 -6.53%
DEC	206,662 2.78%

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	33	4.95%	36,532	37,914	40,323	50,000	0
\$50,001 - \$100,000	108	16.22%	77,227	73,590	80,409	102,080	89,300
\$100,001 - \$125,000	59	8.86%	116,352	116,050	117,067	116,167	0
\$125,001 - \$200,000	210	31.53%	162,041	156,997	161,326	170,634	102,500
\$200,001 - \$250,000	95	14.26%	225,564	242,843	226,256	227,986	236,467
\$250,001 - \$350,000	86	12.91%	297,344	308,983	307,054	303,141	281,500
\$350,001 and up	75	11.26%	535,964	656,250	505,167	490,467	679,537
Average List Price			206,662	132,496	172,844	276,088	459,091
Total Closed Units		100%	206,662	103	356	178	29
Total Closed Volume			137,636,893	13.65M	61.53M	49.14M	13.31M

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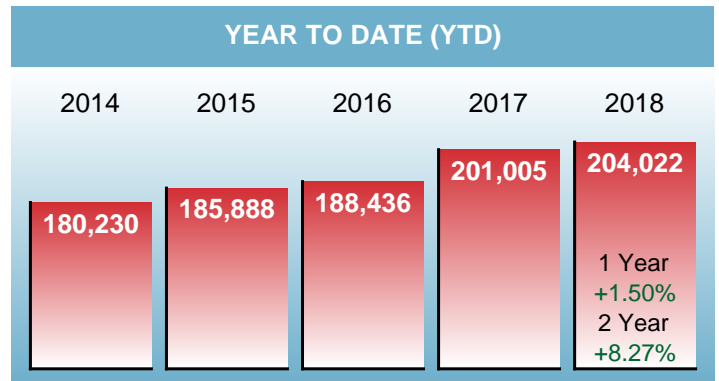
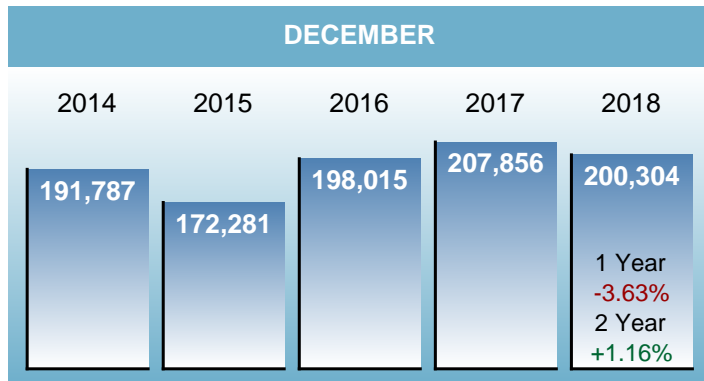
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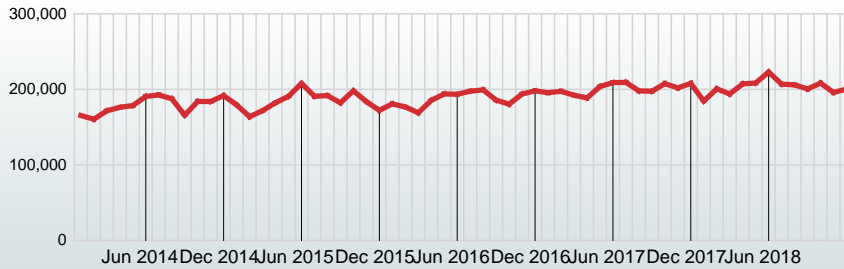
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 194,049 **3 MONTHS**



High
Jun 2018 = 222,863
Low
Feb 2014 = 160,498
Average Sold Price
this month at **200,304**,
above the 5 yr DEC
average of **194,049**

OCT	208,259
NOV	195,855 -5.96%
DEC	200,304 2.27%

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	38	5.71%	34,973	33,995	36,071	40,000	0
\$50,001 - \$100,000	104	15.62%	75,306	70,989	76,749	86,300	92,000
\$100,001 - \$125,000	58	8.71%	113,334	113,375	113,646	108,333	0
\$125,001 - \$200,000	213	31.98%	159,070	152,071	158,113	166,163	132,300
\$200,001 - \$250,000	100	15.02%	224,978	229,783	223,406	224,722	232,083
\$250,001 - \$350,000	81	12.16%	294,971	295,000	298,643	294,491	278,400
\$350,001 and up	72	10.81%	519,392	593,750	489,233	468,168	655,277
Average Sold Price			200,304	125,479	168,473	267,032	447,250
Total Closed Units		100%	200,304	103	356	178	29
Total Closed Volume			133,402,736	12.92M	59.98M	47.53M	12.97M

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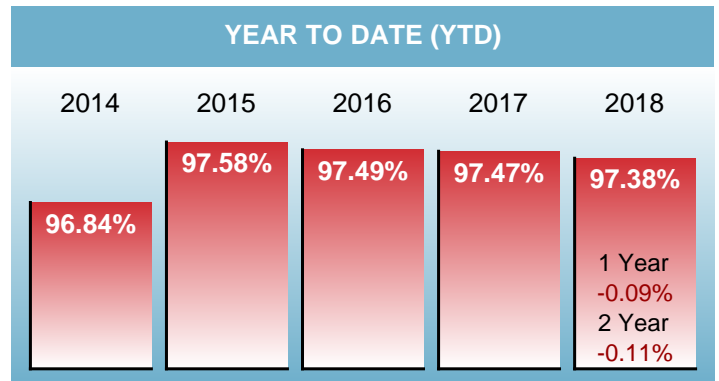
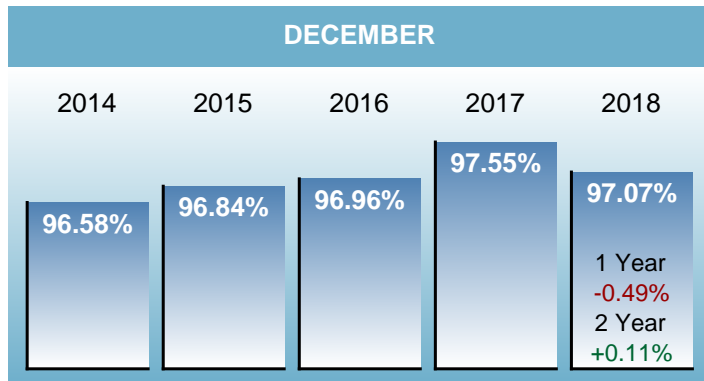
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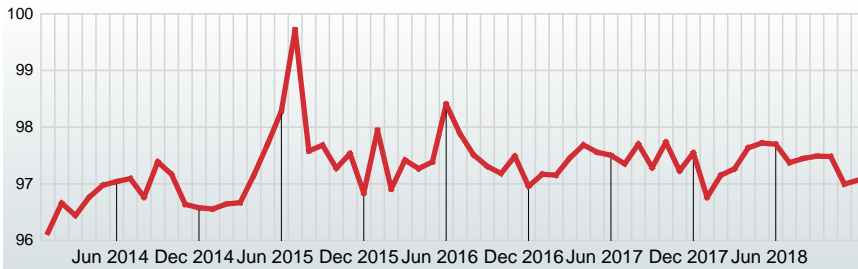
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 97.00% **3 MONTHS**



High
Jul 2015 = 99.72%

Low
Jan 2014 = 96.14%

Average Sold/List Ratio this month at **97.07%**, equal to 5 yr DEC average of **97.00%**

OCT	97.48%
NOV	97.00%
DEC	97.07%
	-0.50%
	0.07%

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	38	5.71%	90.92%	90.13%	92.81%	80.00%	0.00%
\$50,001 - \$100,000	104	15.62%	95.78%	96.48%	96.04%	86.04%	103.02%
\$100,001 - \$125,000	58	8.71%	97.08%	98.01%	97.12%	93.91%	0.00%
\$125,001 - \$200,000	213	31.98%	98.16%	96.99%	98.06%	97.54%	130.89%
\$200,001 - \$250,000	100	15.02%	98.43%	95.16%	98.77%	98.64%	98.23%
\$250,001 - \$350,000	81	12.16%	97.30%	95.62%	97.59%	97.16%	98.92%
\$350,001 and up	72	10.81%	96.76%	92.05%	97.05%	96.74%	97.70%
Average Sold/List Ratio			97.10%	95.03%	97.36%	97.09%	100.50%
Total Closed Units	666	100%	97.10%	103	356	178	29
Total Closed Volume	133,402,736			12.92M	59.98M	47.53M	12.97M

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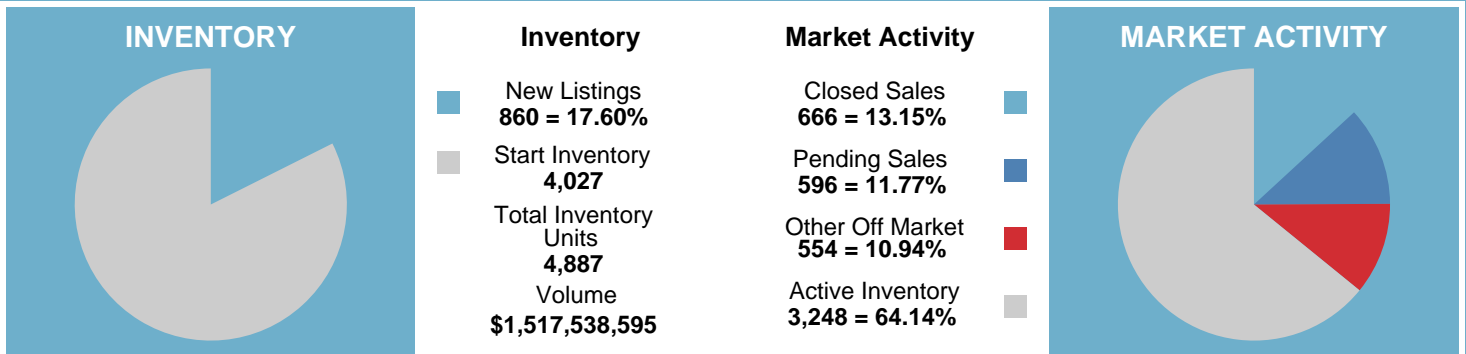
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MARKET SUMMARY

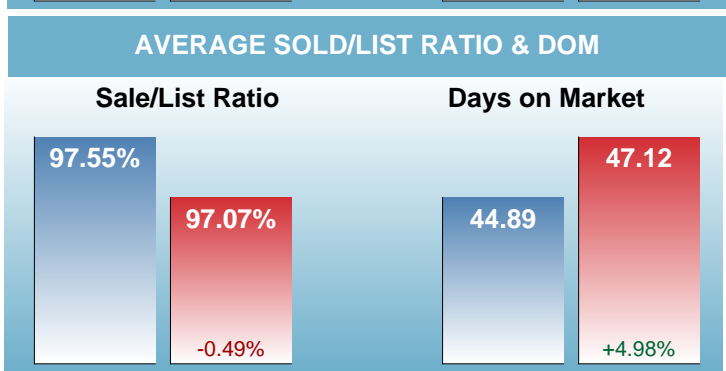
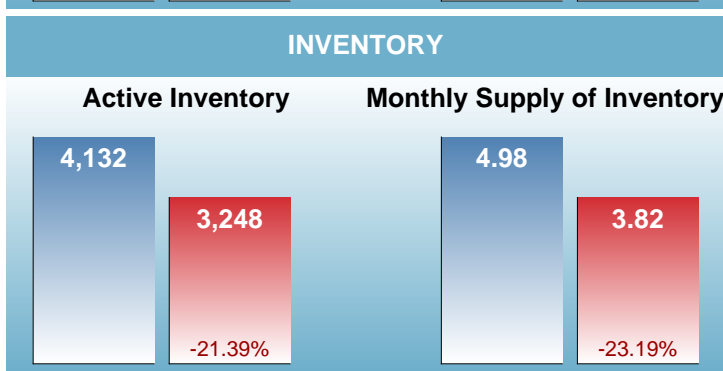
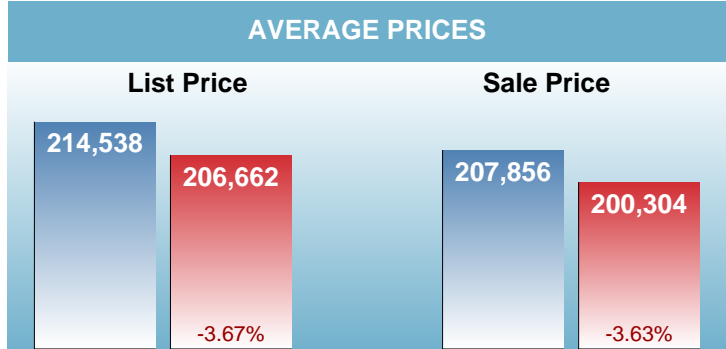
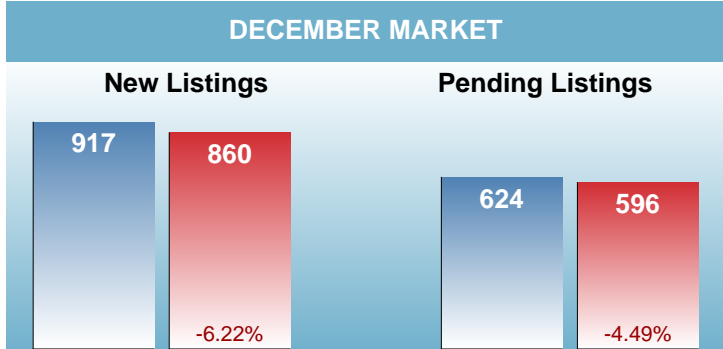
Report produced on Jan 11, 2019 for MLS Technology Inc.



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	791	666	-15.80%	9,963	10,196	2.34%
Pending Sales	624	596	-4.49%	10,196	10,447	2.46%
New Listings	917	860	-6.22%	16,509	16,264	-1.48%
Average List Price	214,538	206,662	-3.67%	206,989	209,751	1.33%
Average Sale Price	207,856	200,304	-3.63%	201,005	204,022	1.50%
Average Percent of Selling Price to List Price	97.55%	97.07%	-0.49%	97.47%	97.38%	-0.09%
Average Days on Market to Sale	44.89	47.12	+4.98%	43.00	43.83	+1.94%
Monthly Inventory	4,132	3,248	-21.39%	4,132	3,248	-21.39%
Months Supply of Inventory	4.98	3.82	-23.19%	4.98	3.82	-23.19%

Absorption: Last 12 months, an Average of **850** Sales/Month

Inventory on December 31, 2018 = 3,248 2017 2018



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

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