



December 2018

Area Delimited by County Of Washington

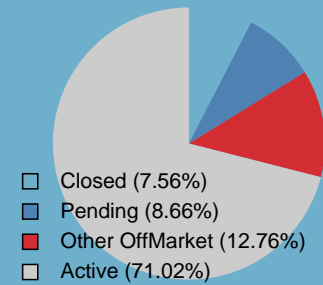


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	65	48	-26.15%
Pending Listings	44	55	25.00%
New Listings	94	104	10.64%
Average List Price	168,591	168,250	-0.20%
Average Sale Price	160,569	162,847	1.42%
Average Percent of List Price to Selling Price	95.01%	96.17%	1.22%
Average Days on Market to Sale	55.15	48.75	-11.61%
End of Month Inventory	475	451	-5.05%
Months Supply of Inventory	6.92	7.06	2.00%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of December 31, 2018 = **451**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **5.05%** to 451 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **7.06** 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 **1.42%** in December 2018 to \$162,847 versus the previous year at \$160,569.

Average Days on Market Shortens

The average number of **48.75** days that homes spent on the market before selling decreased by 6.40 days or **11.61%** in December 2018 compared to last year's same month at **55.15** DOM.

Sales Success for December 2018 is Positive

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

There were 104 New Listings in December 2018, up **10.64%** from last year at 94. Furthermore, there were 48 Closed Listings this month versus last year at 65, a **-26.15%** decrease.

Closed versus Listed trends yielded a **46.2%** ratio, down from previous year's, December 2017, at **69.1%**, a **33.25%** 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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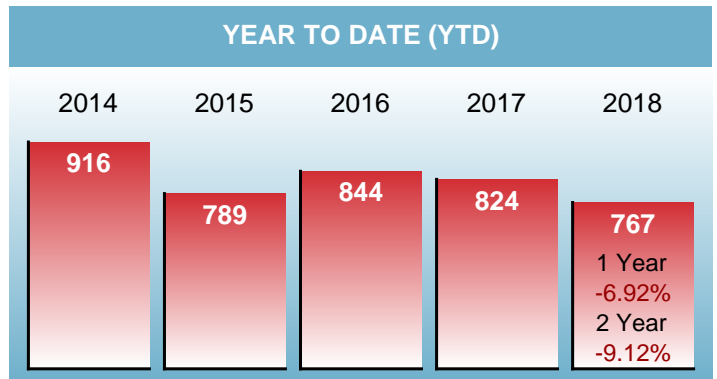
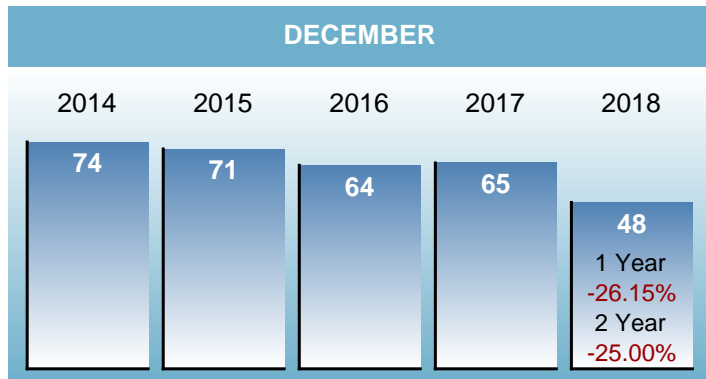
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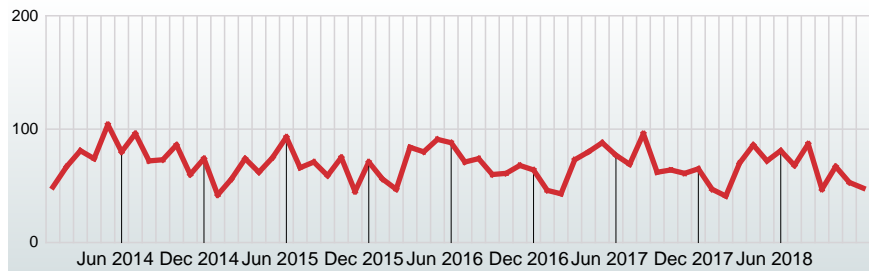
CLOSED LISTINGS

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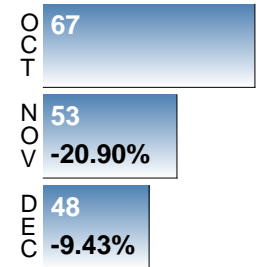


5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 64 **3 MONTHS**



High
May 2014 = 104
Low
Feb 2018 = 41
Closed Listings
this month at **48**,
below the 5 yr DEC
average of **64**



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	4	8.33%	42.3	3	1	0	0
\$50,001 - \$75,000	4	8.33%	42.3	1	3	0	0
\$75,001 - \$100,000	5	10.42%	15.8	1	3	1	0
\$100,001 - \$150,000	13	27.08%	51.2	2	8	3	0
\$150,001 - \$200,000	11	22.92%	46.5	0	6	5	0
\$200,001 - \$250,000	6	12.50%	80.0	0	3	3	0
\$250,001 and up	5	10.42%	53.4	0	1	4	0
Total Closed Units	48			7	25	16	0
Total Closed Volume	7,816,657	100%	48.8	482.40K	3.82M	3.51M	0.00B
Average Closed Price	\$162,847			\$68,914	\$152,926	\$219,444	\$0

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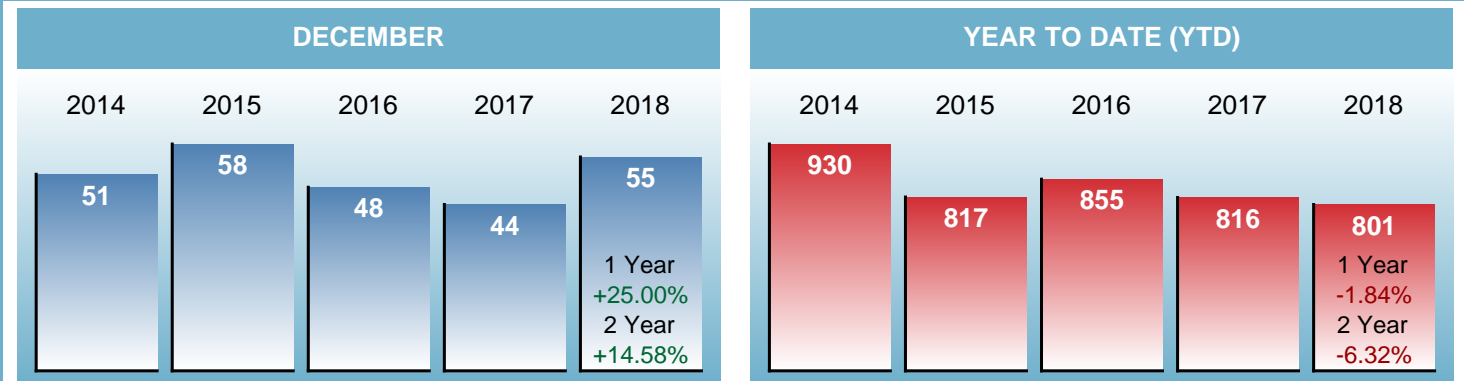
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PENDING LISTINGS

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
\$25,000 and less	5	9.09%	64.4	2	3	0	0
\$25,001 - \$50,000	3	5.45%	33.3	2	1	0	0
\$50,001 - \$75,000	10	18.18%	73.5	3	7	0	0
\$75,001 - \$100,000	9	16.36%	56.6	3	4	2	0
\$100,001 - \$150,000	12	21.82%	54.8	1	9	2	0
\$150,001 - \$225,000	9	16.36%	60.4	0	3	6	0
\$225,001 and up	7	12.73%	100.3	0	0	5	2
Total Pending Units	55			11	27	15	2
Total Pending Volume	6,674,799	100%	84.5	716.00K	2.44M	2.90M	619.80K
Average Listing Price	\$191,725			\$65,091	\$90,511	\$193,013	\$309,900

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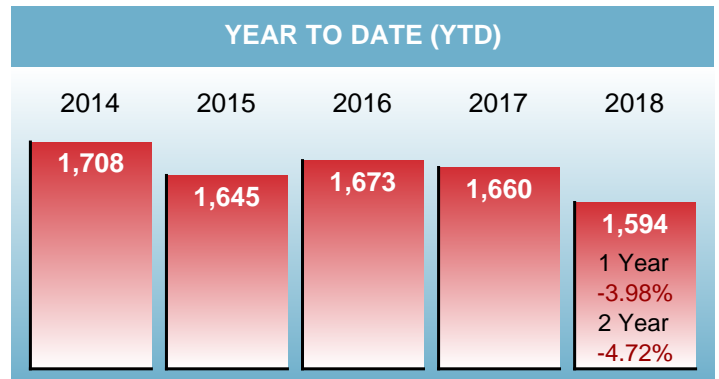
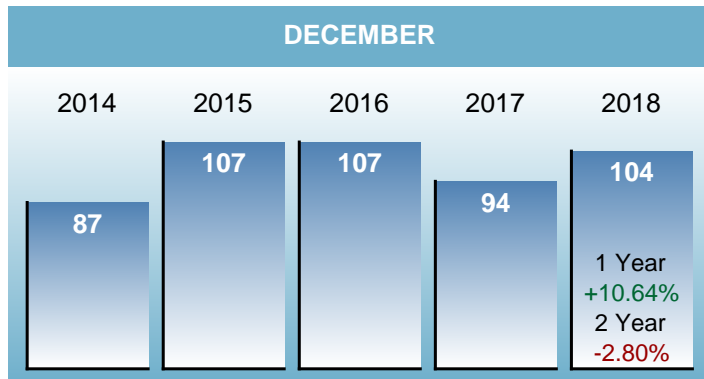
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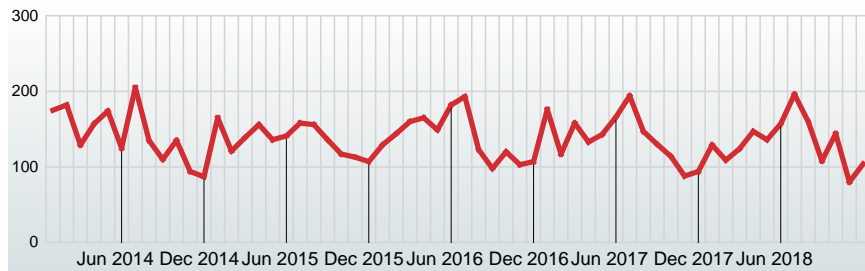


NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 100

3 MONTHS

High
Jul 2014 = 205
Low
Nov 2018 = 80
New Listings
this month at **104**,
above the 5 yr DEC
average of **100**

OCT	144
NOV	80 -44.44%
DEC	104 30.00%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$30,000	24	23.08%	22	2	0	0
\$30,001 - \$70,000	11	10.58%	4	7	0	0
\$70,001 - \$150,000	30	28.85%	9	15	6	0
\$150,001 - \$190,000	13	12.50%	0	4	9	0
\$190,001 - \$280,000	15	14.42%	0	4	11	0
\$280,001 and up	11	10.58%	0	2	7	2
Total New Listed Units	104		35	34	33	2
Total New Listed Volume	14,367,800	100%	1.55M	4.37M	7.60M	849.90K
Average New Listed Listing Price	\$0		\$44,237	\$128,435	\$230,388	\$424,950

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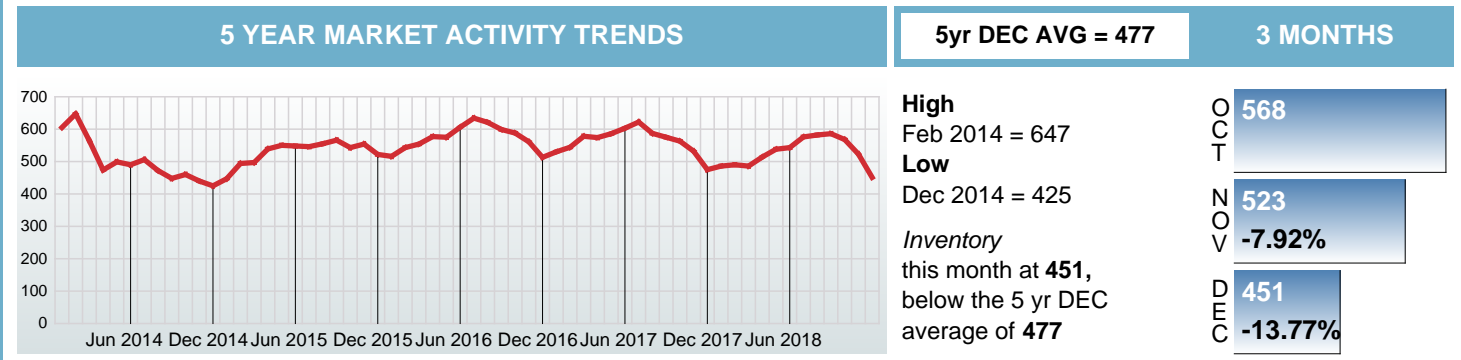
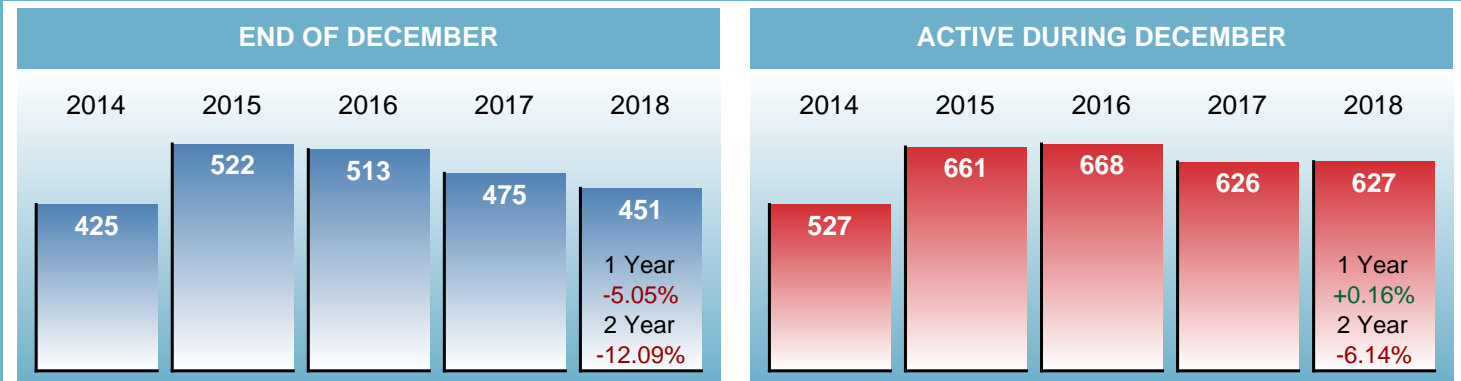
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ACTIVE INVENTORY

Report produced on Jan 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	51	11.31%	75.7	49	2	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	58	12.86%	124.1	48	9	1	0
\$50,001 - \$125,000	154	34.15%	96.0	81	58	14	1
\$125,001 - \$200,000	82	18.18%	83.2	17	35	27	3
\$200,001 - \$325,000	56	12.42%	94.6	5	12	34	5
\$325,001 and up	50	11.09%	97.8	15	8	21	6
Total Active Inventory by Units	451			215	124	97	15
Total Active Inventory by Volume	70,456,518	100%	95.0	23.41M	17.86M	23.71M	5.48M
Average Active Inventory Listing Price	\$156,223			\$108,872	\$144,018	\$244,476	\$365,107

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



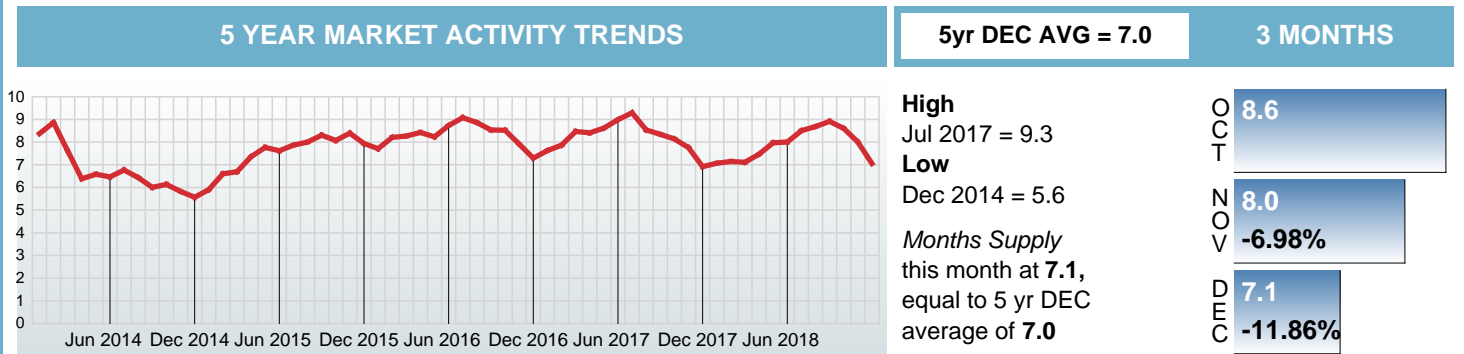
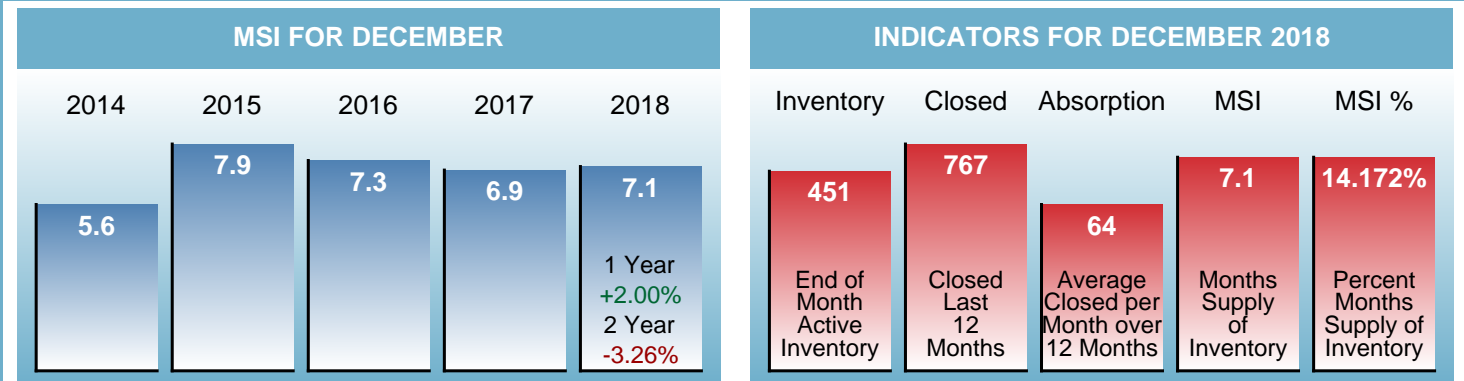
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MONTHS SUPPLY of INVENTORY (MSI)

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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
\$20,000 and less	33		7.32%	14.7	24.8	0.0	0.0	0.0
\$20,001 \$40,000	52		11.53%	9.2	25.6	0.6	3.0	0.0
\$40,001 \$60,000	55		12.20%	10.3	19.0	5.5	0.0	0.0
\$60,001 \$140,000	141		31.26%	5.2	16.9	3.1	5.1	2.0
\$140,001 \$210,000	65		14.41%	5.2	17.3	4.7	4.2	4.5
\$210,001 \$330,000	56		12.42%	7.0	30.0	5.2	7.2	6.7
\$330,001 and up	49		10.86%	15.1	180.0	16.8	8.7	18.0
Market Supply of Inventory (MSI)	7.1				21.7	3.6	5.7	6.2
Total Active Inventory by Units	451		100%	7.1	215	124	97	15

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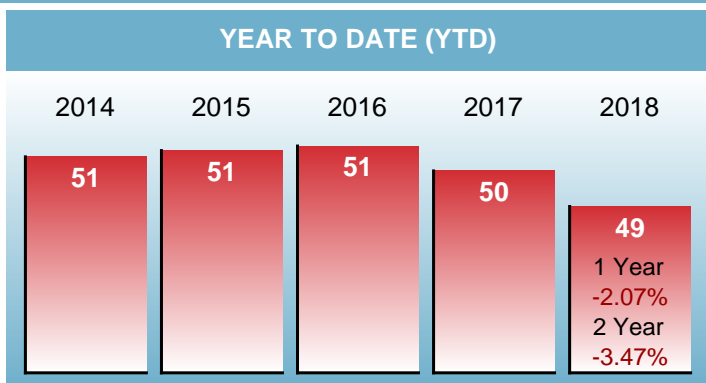
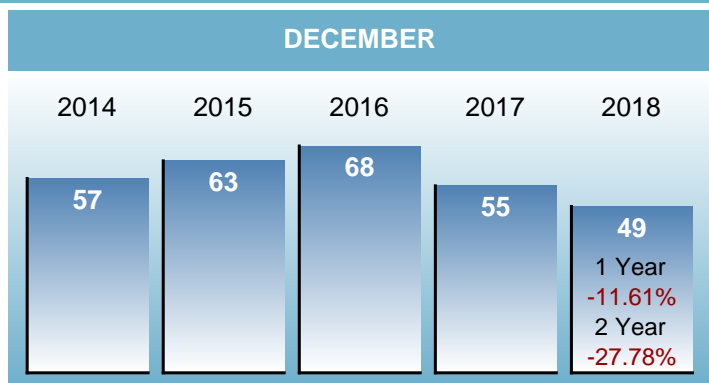
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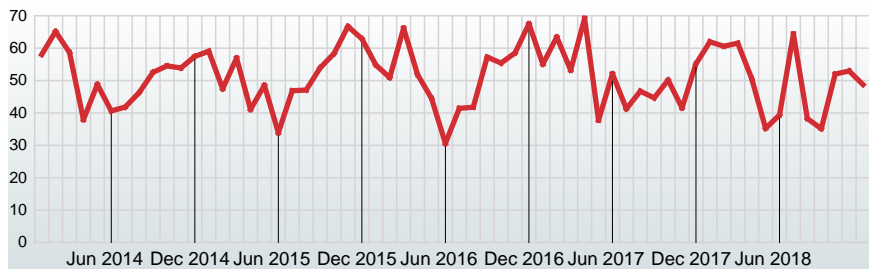


AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 58 **3 MONTHS**

High
Apr 2017 = 69
Low
Jun 2016 = 31
Average Days on Market
this month at **49**,
below the 5 yr DEC
average of **58**

OCT 52
NOV 53
DEC 49
1.81%
-7.92%

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	4	8.33%	42.3	48.3	24.0	0.0	0.0
\$50,001 - \$75,000	4	8.33%	42.3	80.0	29.7	0.0	0.0
\$75,001 - \$100,000	5	10.42%	15.8	33.0	10.3	15.0	0.0
\$100,001 - \$150,000	13	27.08%	51.2	32.5	66.3	23.3	0.0
\$150,001 - \$200,000	11	22.92%	46.5	0.0	30.7	65.4	0.0
\$200,001 - \$250,000	6	12.50%	80.0	0.0	84.0	76.0	0.0
\$250,001 and up	5	10.42%	53.4	0.0	17.0	62.5	0.0
Average Closed DOM			48.8	46.1	45.1	55.6	0.0
Total Closed Units		100%	48.8	7	25	16	
Total Closed Volume			7,816,657	482.40K	3.82M	3.51M	0.00B

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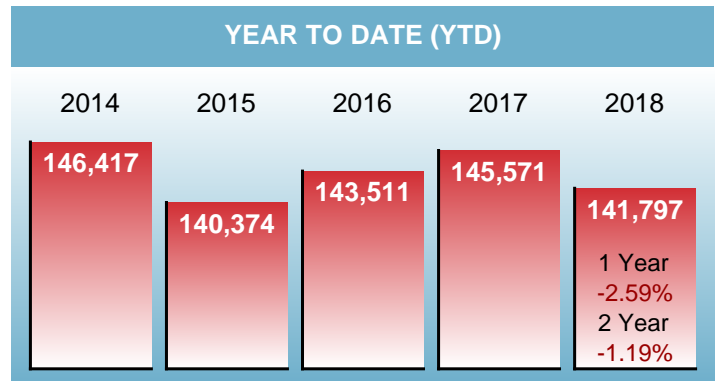
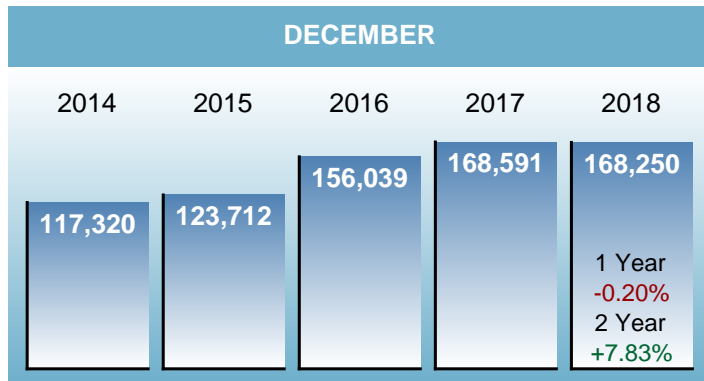
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AVERAGE LIST PRICE AT CLOSING

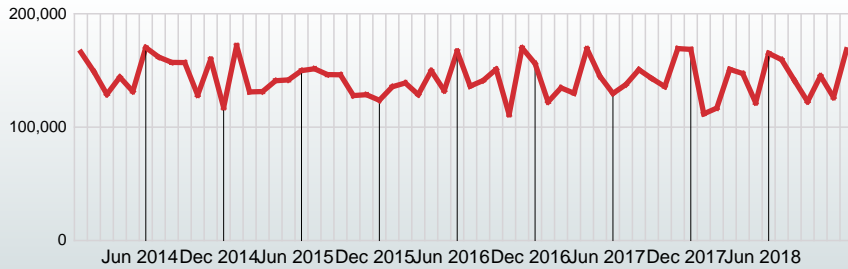
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 146,782

3 MONTHS



High
Jan 2015 = 171,894
Low
Oct 2016 = 111,092
Average List Price
this month at **168,250**,
above the 5 yr DEC
average of **146,782**

OCT	145,125
NOV	126,191
DEC	168,250
	-13.05%
	33.33%

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	4	8.33%	41,050	41,433	39,900	0	0
\$50,001 - \$75,000	3	6.25%	65,133	78,000	71,133	0	0
\$75,001 - \$100,000	5	10.42%	89,520	86,000	97,333	93,600	0
\$100,001 - \$150,000	12	25.00%	122,258	109,000	125,513	146,300	0
\$150,001 - \$200,000	13	27.08%	169,608	0	168,250	176,300	0
\$200,001 - \$250,000	4	8.33%	233,475	0	244,000	240,600	0
\$250,001 and up	7	14.58%	380,414	0	699,000	361,000	0
Average List Price			168,250	72,329	159,596	223,738	0
Total Closed Units		100%	168,250	7	25	16	
Total Closed Volume			8,075,999	506.30K	3.99M	3.58M	0.00B

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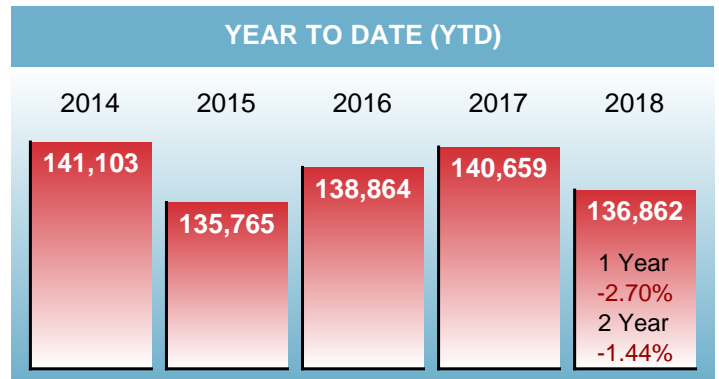
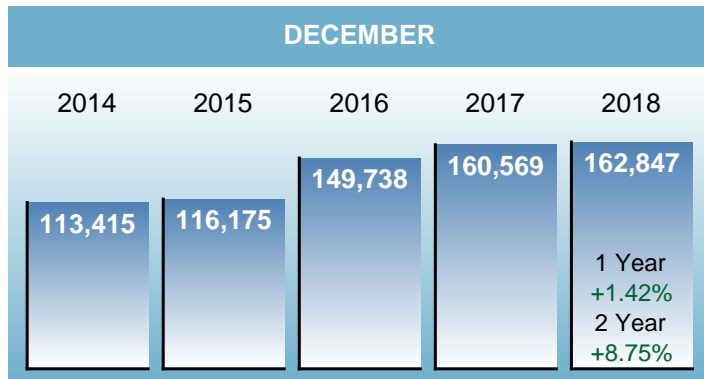
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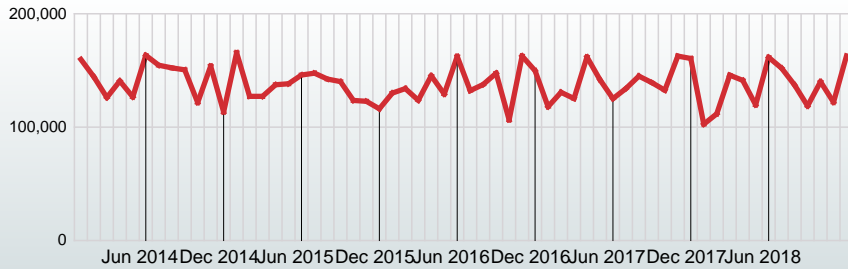
AVERAGE SOLD PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 140,549 3 MONTHS



High
Jan 2015 = 165,666
Low
Jan 2018 = 102,591
Average Sold Price
this month at **162,847**,
above the 5 yr DEC
average of **140,549**

OCT	140,064
NOV	121,960
DEC	162,847
-12.93%	
33.52%	

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	4	8.33%	36,950	37,933	34,000	0	0
\$50,001 - \$75,000	4	8.33%	65,500	73,000	63,000	0	0
\$75,001 - \$100,000	5	10.42%	88,351	80,000	87,752	98,500	0
\$100,001 - \$150,000	13	27.08%	125,431	107,800	122,688	144,500	0
\$150,001 - \$200,000	11	22.92%	168,955	0	165,900	172,620	0
\$200,001 - \$250,000	6	12.50%	233,000	0	232,667	233,333	0
\$250,001 and up	5	10.42%	415,600	0	662,000	354,000	0
Average Sold Price			162,847	68,914	152,926	219,444	0
Total Closed Units		100%	162,847	7	25	16	
Total Closed Volume			7,816,657	482.40K	3.82M	3.51M	0.00B

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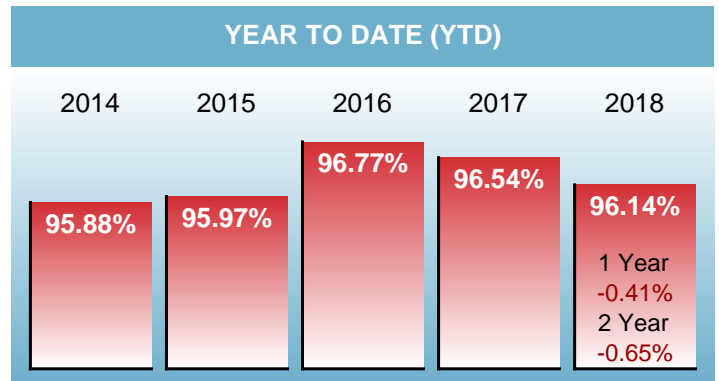
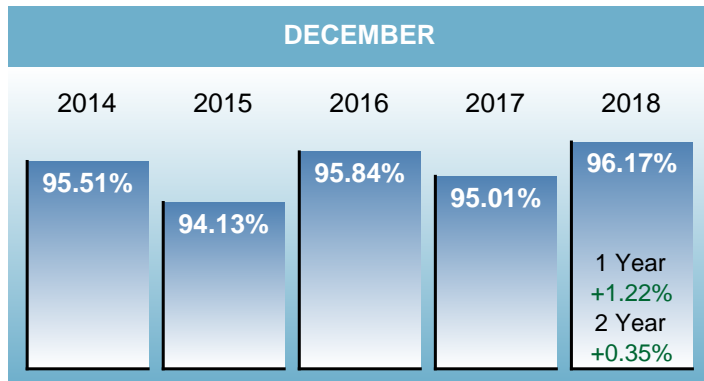
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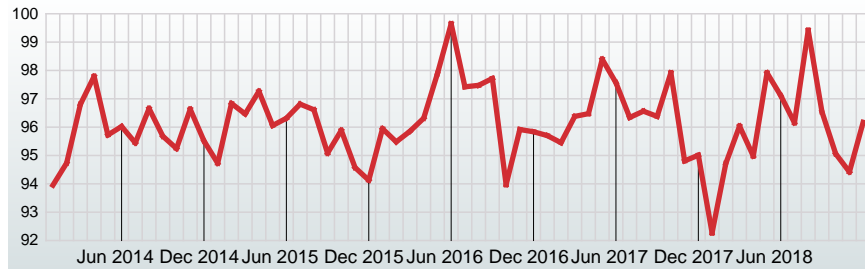


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 95.33% **3 MONTHS**

High Jun 2016 = 99.65%	OCT 95.06%
Low Jan 2018 = 92.27%	NOV 94.42%
<i>Average Sold/List Ratio this month at 96.17%, above the 5 yr DEC average of 95.33%</i>	DEC 96.17%
	1.85%

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	4	8.33%	88.23%	89.23%	85.21%	0.00%	0.00%
\$50,001 - \$75,000	4	8.33%	90.67%	93.59%	89.70%	0.00%	0.00%
\$75,001 - \$100,000	5	10.42%	94.74%	93.02%	91.82%	105.24%	0.00%
\$100,001 - \$150,000	13	27.08%	98.47%	99.26%	98.15%	98.80%	0.00%
\$150,001 - \$200,000	11	22.92%	98.33%	0.00%	98.74%	97.84%	0.00%
\$200,001 - \$250,000	6	12.50%	96.24%	0.00%	95.45%	97.03%	0.00%
\$250,001 and up	5	10.42%	97.54%	0.00%	94.71%	98.25%	0.00%
Average Sold/List Ratio			96.20%	93.26%	95.54%	98.43%	0.00%
Total Closed Units	48	100%	96.20%	7	25	16	
Total Closed Volume	7,816,657			482.40K	3.82M	3.51M	0.00B

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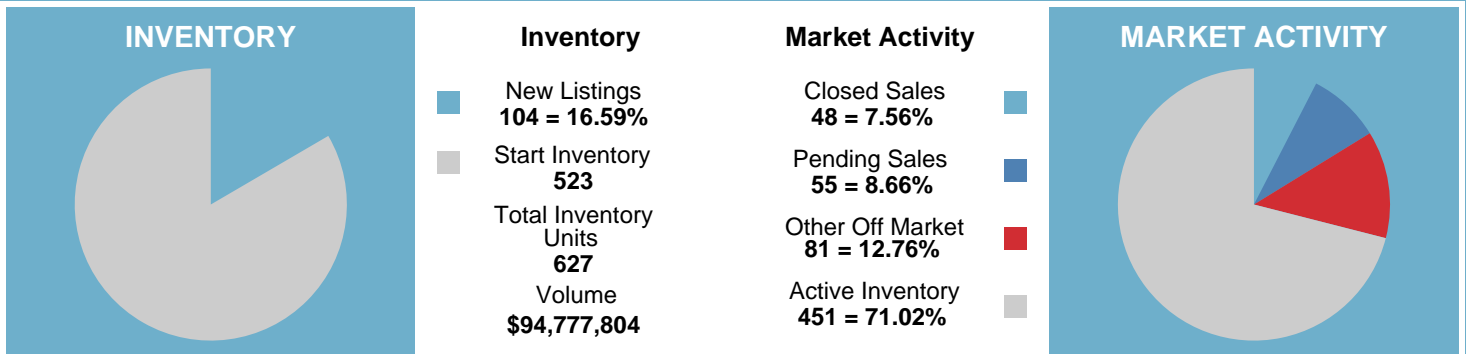
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MARKET SUMMARY

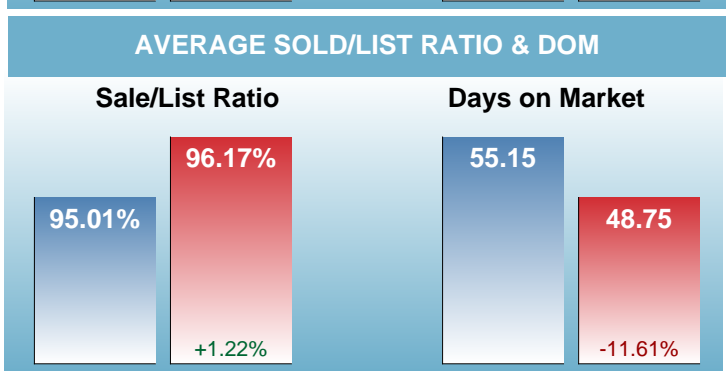
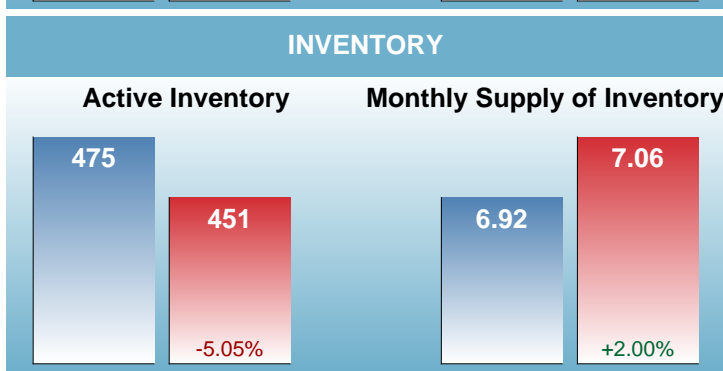
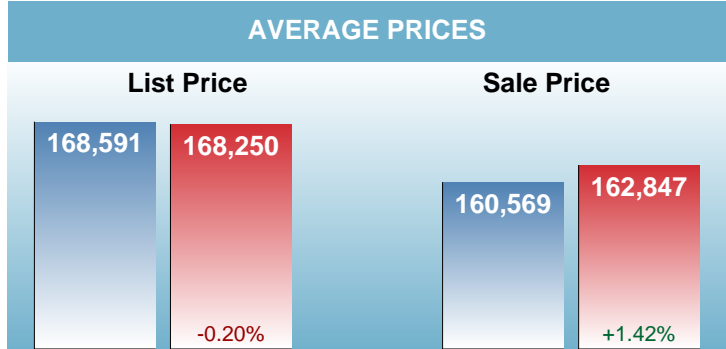
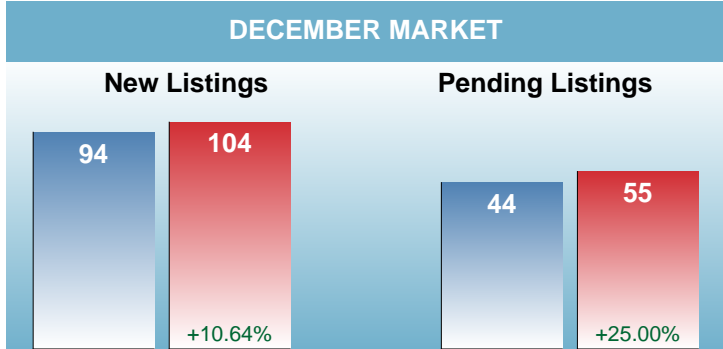
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Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	65	48	-26.15%	824	767	-6.92%
Pending Sales	44	55	25.00%	816	801	-1.84%
New Listings	94	104	10.64%	1,660	1,594	-3.98%
Average List Price	168,591	168,250	-0.20%	145,571	141,797	-2.59%
Average Sale Price	160,569	162,847	1.42%	140,659	136,862	-2.70%
Average Percent of Selling Price to List Price	95.01%	96.17%	1.22%	96.54%	96.14%	-0.41%
Average Days on Market to Sale	55.15	48.75	-11.61%	50.29	49.25	-2.07%
Monthly Inventory	475	451	-5.05%	475	451	-5.05%
Months Supply of Inventory	6.92	7.06	2.00%	6.92	7.06	2.00%

Absorption: Last 12 months, an Average of **64** Sales/Month

Inventory on December 31, 2018 = **451** 2017 2018



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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