



December 2018

Area Delimited by County Of Washington

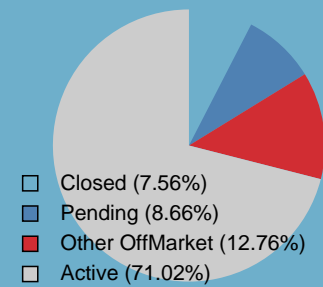


MONTHLY INVENTORY ANALYSIS

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% |
| Median List Price | 144,000 | 149,500 | 3.82% |
| Median Sale Price | 139,900 | 147,000 | 5.08% |
| Median Percent of List Price to Selling Price | 96.92% | 97.28% | 0.37% |
| Median Days on Market to Sale | 58.00 | 38.00 | -34.48% |
| 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.

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 **5.08%** in December 2018 to \$147,000 versus the previous year at \$139,900.

Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 20.00 days or **34.48%** in December 2018 compared to last year's same month at **58.00** DOM.

Sales Success for December 2018 is Positive

Overall, with Median 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.

What's in this Issue

| | |
|--|-----------|
| Closed Listings | 1 |
| Pending Listings | 2 |
| New Listings | 3 |
| Inventory | 4 |
| Months Supply of Inventory | 5 |
| Median Days on Market to Sale | 6 |
| Median List Price at Closing | 7 |
| Median Sale Price at Closing | 8 |
| Median Percent of List Price to Selling Price | 9 |
| Market Summary | 10 |

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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



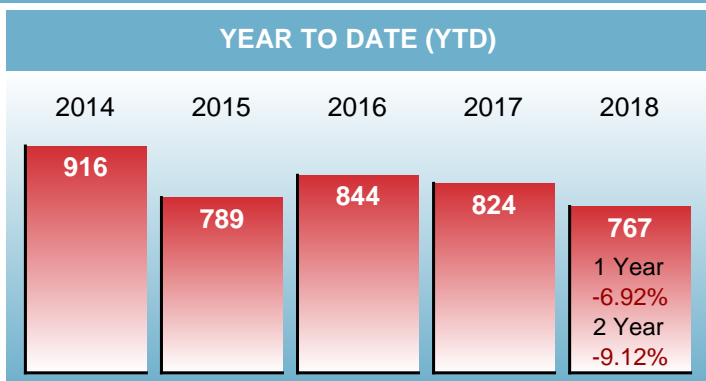
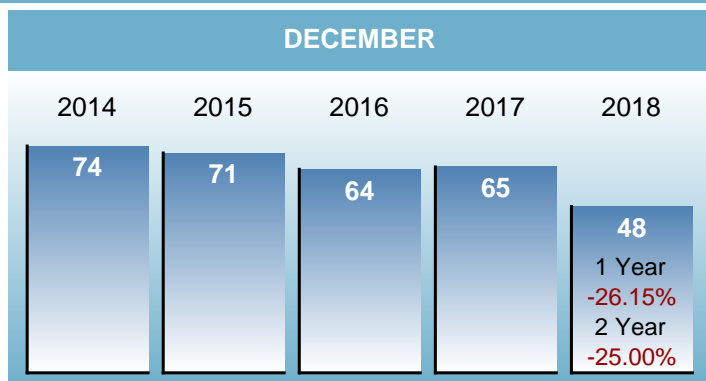
December 2018

Area Delimited by County Of Washington

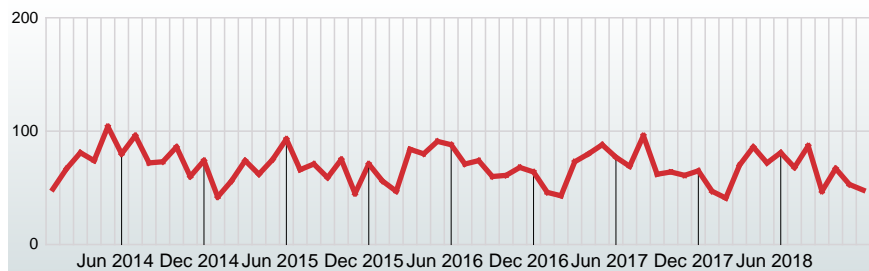


CLOSED LISTINGS

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



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**

OCT 67
NOV 53
-20.90%
DEC 48
-9.43%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|--------------|
| \$50,000 and less | 4 | 8.33% | 45.5 | 3 | 1 | 0 | 0 |
| \$50,001 - \$90,000 | 7 | 14.58% | 16.0 | 2 | 5 | 0 | 0 |
| \$90,001 - \$120,000 | 7 | 14.58% | 15.0 | 2 | 4 | 1 | 0 |
| \$120,001 - \$160,000 | 13 | 27.08% | 49.0 | 0 | 8 | 5 | 0 |
| \$160,001 - \$210,000 | 7 | 14.58% | 31.0 | 0 | 3 | 4 | 0 |
| \$210,001 - \$250,000 | 5 | 10.42% | 84.0 | 0 | 3 | 2 | 0 |
| \$250,001 and up | 5 | 10.42% | 50.0 | 0 | 1 | 4 | 0 |
| Total Closed Units | 48 | | | 7 | 25 | 16 | 0 |
| Total Closed Volume | 7,816,657 | 100% | 38.0 | 482.40K | 3.82M | 3.51M | 0.00B |
| Median Closed Price | \$147,000 | | | \$73,000 | \$129,500 | \$185,300 | \$0 |

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



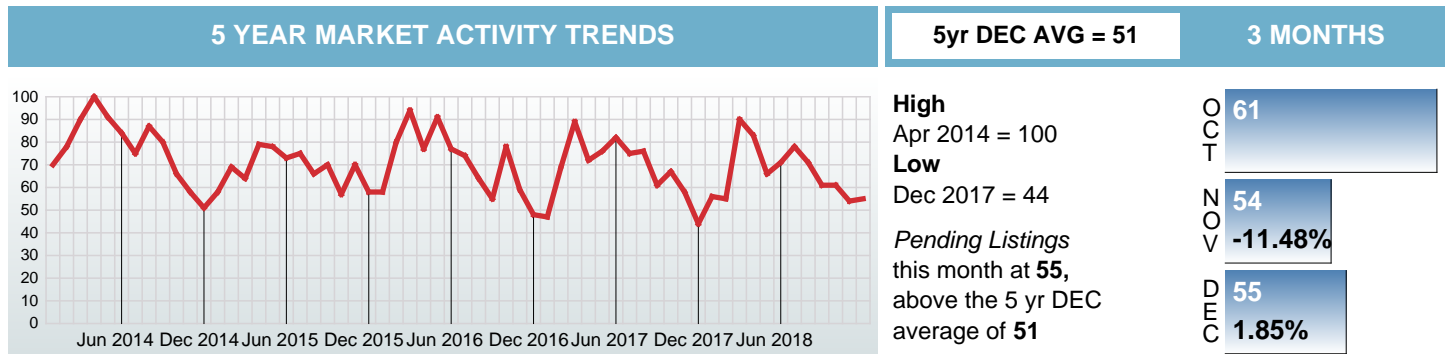
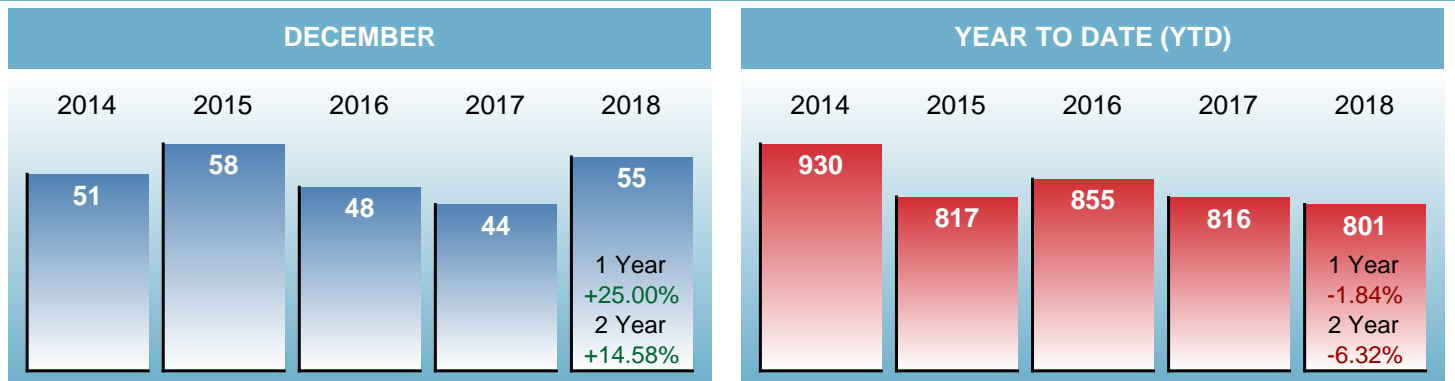
December 2018

Area Delimited by County Of Washington



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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|-----------------|-----------------|------------------|------------------|
| \$20,000 and less | 2 | 3.64% | 28.0 | 1 | 1 | 0 | 0 |
| \$20,001 - \$50,000 | 6 | 10.91% | 39.0 | 3 | 3 | 0 | 0 |
| \$50,001 - \$80,000 | 11 | 20.00% | 54.0 | 3 | 8 | 0 | 0 |
| \$80,001 - \$120,000 | 15 | 27.27% | 51.0 | 3 | 10 | 2 | 0 |
| \$120,001 - \$150,000 | 5 | 9.09% | 28.0 | 1 | 2 | 2 | 0 |
| \$150,001 - \$240,000 | 10 | 18.18% | 42.5 | 0 | 3 | 7 | 0 |
| \$240,001 and up | 6 | 10.91% | 125.0 | 0 | 0 | 4 | 2 |
| Total Pending Units | 55 | | | 11 | 27 | 15 | 2 |
| Total Pending Volume | 6,674,799 | 100% | 51.0 | 716.00K | 2.44M | 2.90M | 619.80K |
| Median Listing Price | \$104,900 | | | \$69,900 | \$90,000 | \$199,000 | \$309,900 |

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



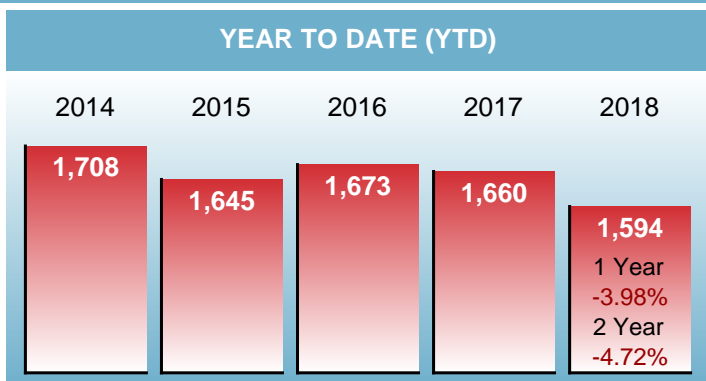
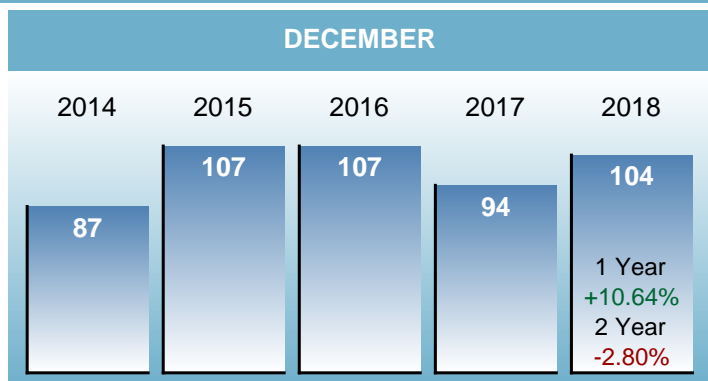
December 2018

Area Delimited by County Of Washington



NEW LISTINGS

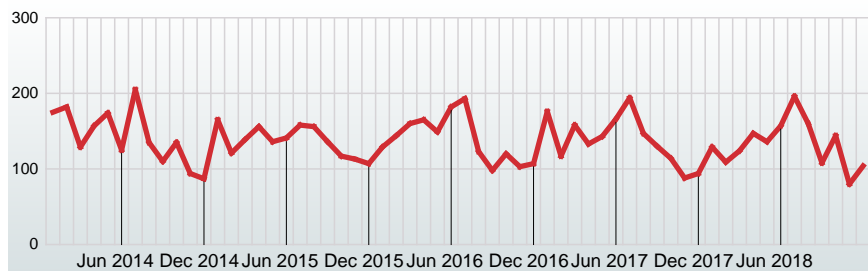
Report produced on Jan 11, 2019 for MLS Technology Inc.



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 |
| Median New Listed Listing Price | \$107,250 | | \$17,000 | \$98,950 | \$215,000 | \$424,950 |

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



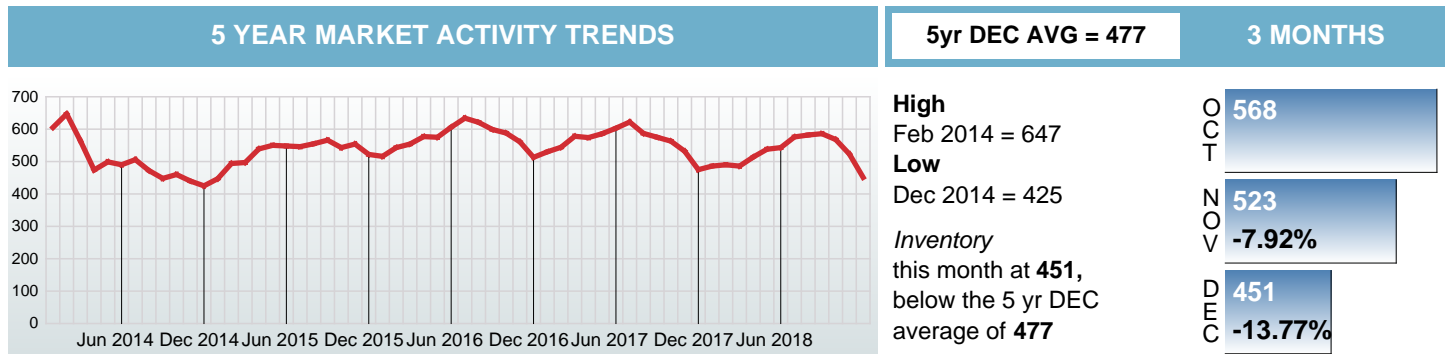
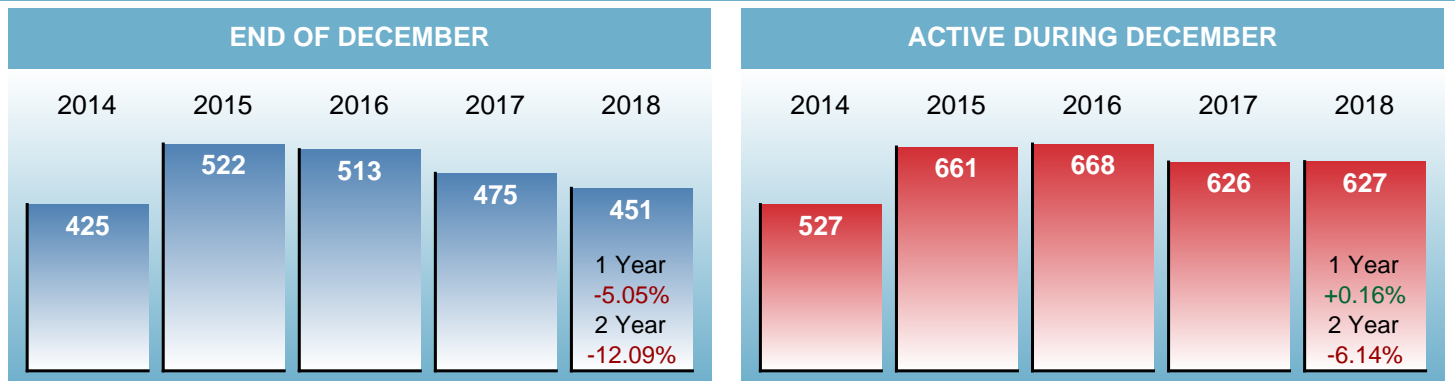
December 2018

Area Delimited by County Of Washington



ACTIVE INVENTORY

Report produced on Jan 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 | 33 | 7.32% | 24.0 | 33 | 0 | 0 | 0 |
| \$20,001 \$40,000 | 52 | 11.53% | 131.5 | 49 | 2 | 1 | 0 |
| \$40,001 \$60,000 | 55 | 12.20% | 97.0 | 38 | 17 | 0 | 0 |
| \$60,001 \$140,000 | 141 | 31.26% | 102.0 | 62 | 60 | 18 | 1 |
| \$140,001 \$210,000 | 65 | 14.41% | 69.0 | 13 | 25 | 24 | 3 |
| \$210,001 \$330,000 | 56 | 12.42% | 95.0 | 5 | 13 | 33 | 5 |
| \$330,001 and up | 49 | 10.86% | 76.0 | 15 | 7 | 21 | 6 |
| Total Active Inventory by Units | 451 | | | 215 | 124 | 97 | 15 |
| Total Active Inventory by Volume | 70,456,518 | 100% | 84.0 | 23.41M | 17.86M | 23.71M | 5.48M |
| Median Active Inventory Listing Price | \$99,750 | | | \$58,000 | \$124,400 | \$225,000 | \$300,000 |

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



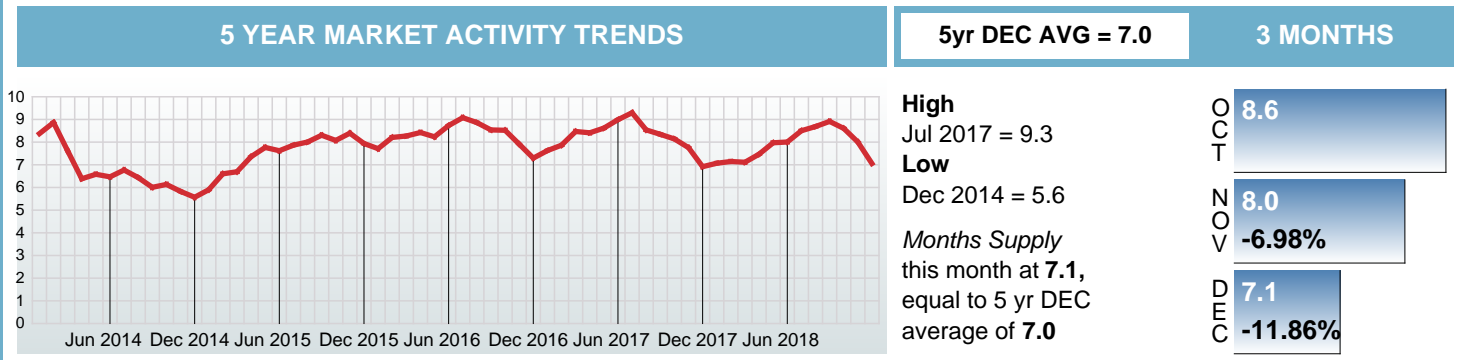
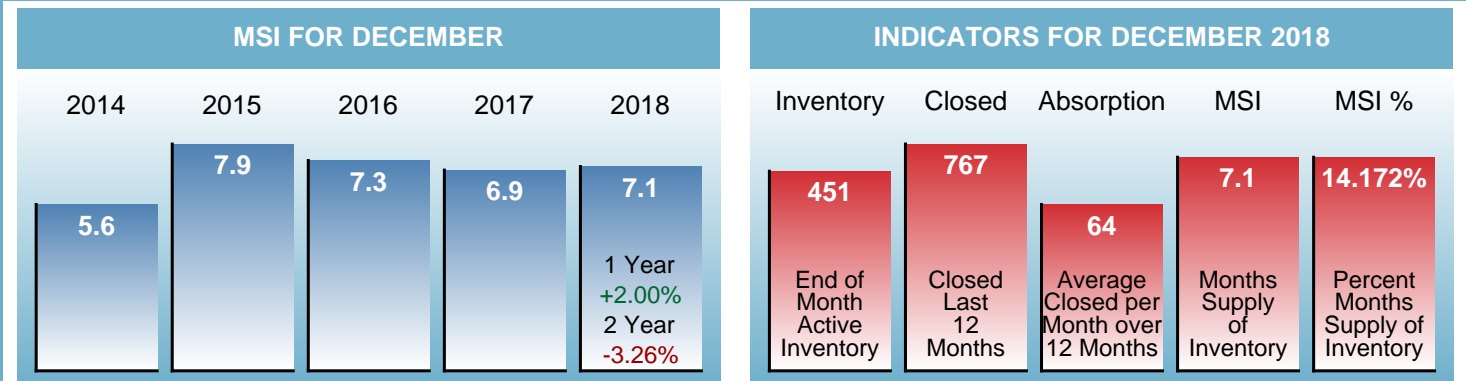
December 2018

Area Delimited by County Of Washington



MONTHS SUPPLY of INVENTORY (MSI)

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



| 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 |

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



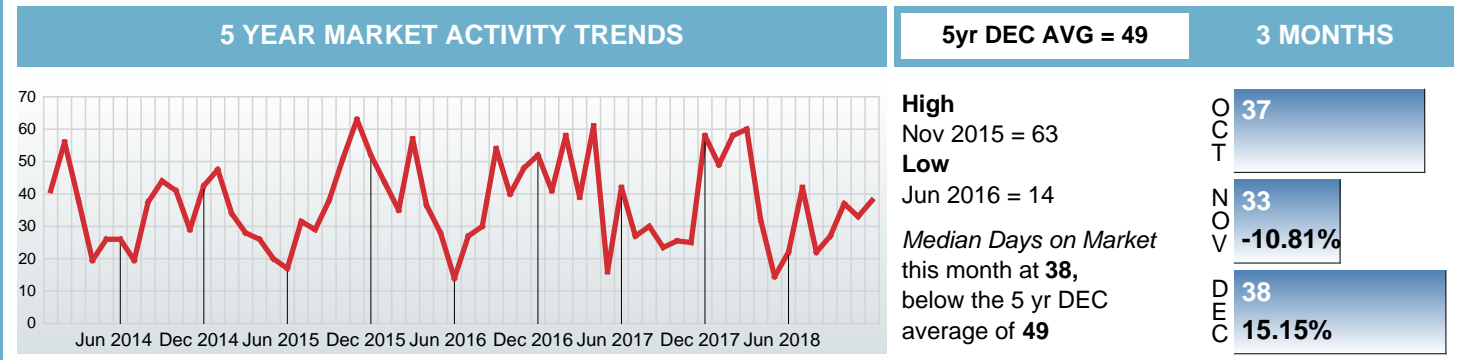
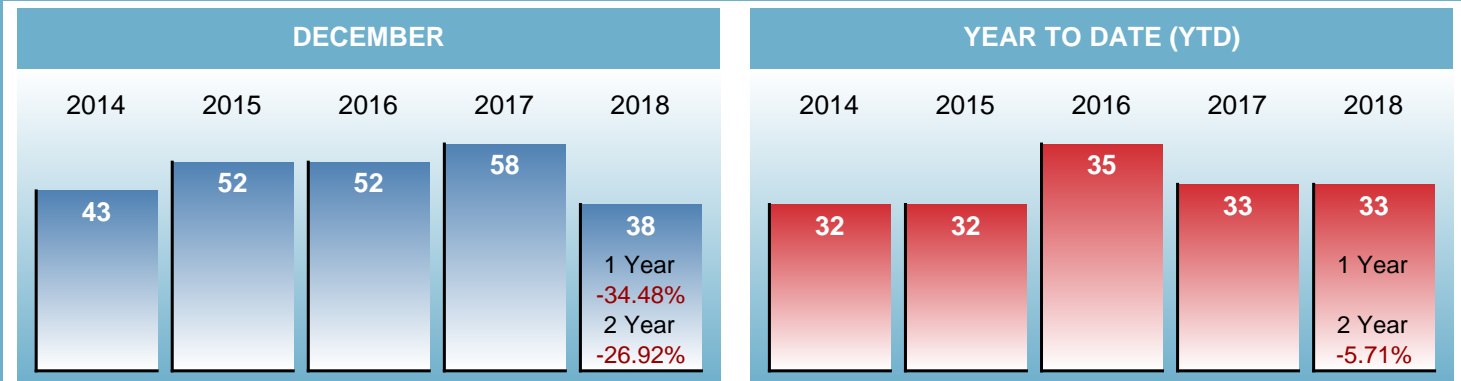
December 2018

Area Delimited by County Of Washington



MEDIAN DAYS ON MARKET TO SALE

Report produced on Jan 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 |
|--|-----------|--------|------|----------|--------|--------|---------|
| \$50,000 and less | 4 | 8.33% | 45.5 | 67.0 | 24.0 | 0.0 | 0.0 |
| \$50,001 - \$90,000 | 7 | 14.58% | 16.0 | 56.5 | 14.0 | 0.0 | 0.0 |
| \$90,001 - \$120,000 | 7 | 14.58% | 15.0 | 32.5 | 37.0 | 15.0 | 0.0 |
| \$120,001 - \$160,000 | 13 | 27.08% | 49.0 | 0.0 | 50.5 | 37.0 | 0.0 |
| \$160,001 - \$210,000 | 7 | 14.58% | 31.0 | 0.0 | 31.0 | 30.5 | 0.0 |
| \$210,001 - \$250,000 | 5 | 10.42% | 84.0 | 0.0 | 84.0 | 101.0 | 0.0 |
| \$250,001 and up | 5 | 10.42% | 50.0 | 0.0 | 17.0 | 63.0 | 0.0 |
| Median Closed DOM | 38.0 | | | 54.0 | 31.0 | 43.0 | 0.0 |
| Total Closed Units | 48 | | | 7 | 25 | 16 | |
| Total Closed Volume | 7,816,657 | | | 482.40K | 3.82M | 3.51M | 0.00B |

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



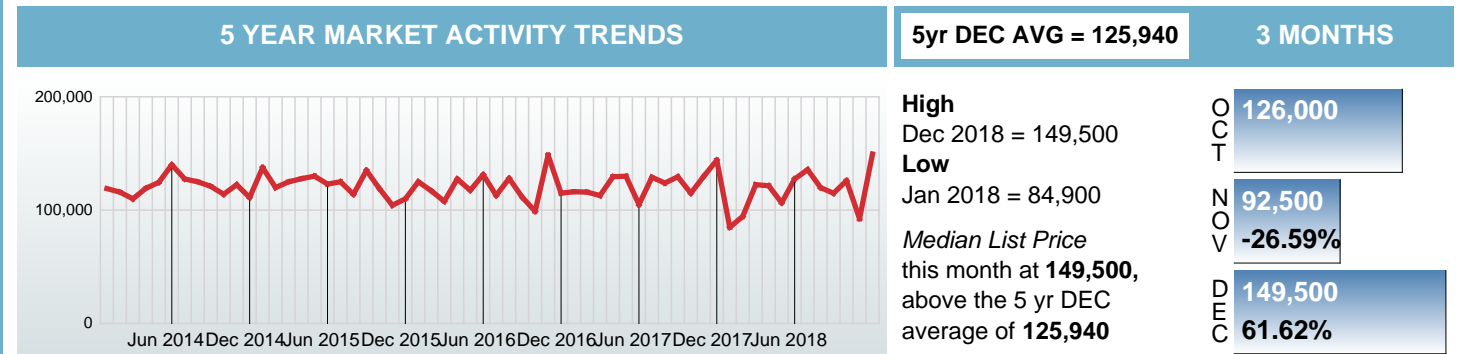
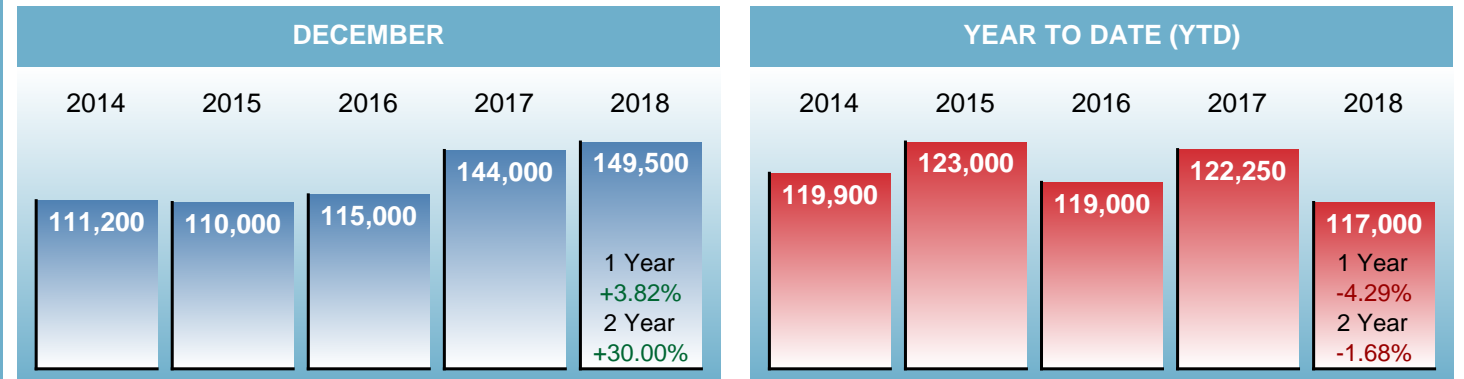
December 2018

Area Delimited by County Of Washington



MEDIAN LIST PRICE AT CLOSING

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



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 |
|---|-----------|--------|---------|----------|---------|---------|---------|
| \$50,000 and less | 4 | 8.33% | 44,700 | 49,500 | 39,900 | 0 | 0 |
| \$50,001 - \$90,000 | 6 | 12.50% | 75,000 | 82,000 | 67,750 | 0 | 0 |
| \$90,001 - \$120,000 | 8 | 16.67% | 105,000 | 109,000 | 105,000 | 93,600 | 0 |
| \$120,001 - \$160,000 | 12 | 25.00% | 149,500 | 0 | 144,700 | 149,500 | 0 |
| \$160,001 - \$210,000 | 7 | 14.58% | 179,000 | 0 | 179,900 | 178,250 | 0 |
| \$210,001 - \$250,000 | 4 | 8.33% | 236,000 | 0 | 236,000 | 230,950 | 0 |
| \$250,001 and up | 7 | 14.58% | 279,000 | 0 | 479,500 | 279,000 | 0 |
| Median List Price | 149,500 | | | 78,000 | 132,000 | 186,000 | 0 |
| Total Closed Units | 48 | | | 7 | 25 | 16 | |
| Total Closed Volume | 8,075,999 | | | 506.30K | 3.99M | 3.58M | 0.00B |

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



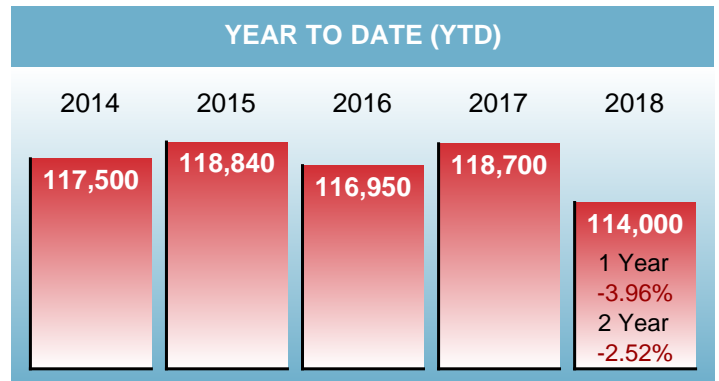
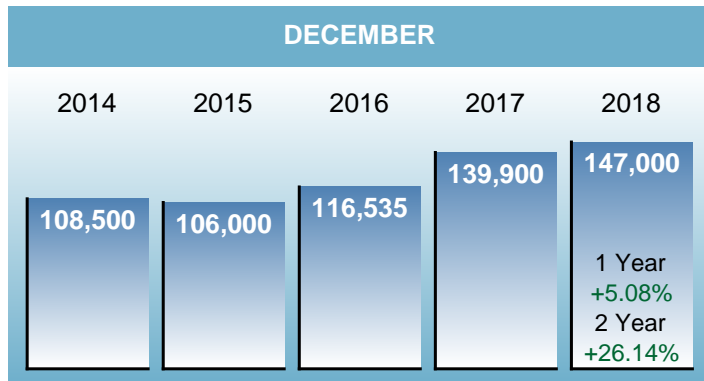
December 2018

Area Delimited by County Of Washington



MEDIAN SOLD PRICE AT CLOSING

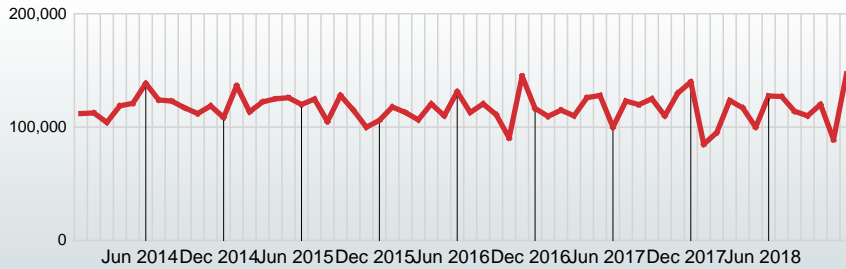
Report produced on Jan 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 123,587

3 MONTHS



High
Dec 2018 = 147,000
Low
Jan 2018 = 84,900
Median Sold Price
this month at **147,000**,
above the 5 yr DEC
average of **123,587**

| | |
|----------------|---------|
| OCT | 120,000 |
| NOV | 89,000 |
| DEC | 147,000 |
| -25.83% | |
| 65.17% | |

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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | 4 | 8.33% | 39,500 | 45,000 | 34,000 | 0 | 0 |
| \$50,001 - \$90,000 | 7 | 14.58% | 73,000 | 76,500 | 73,000 | 0 | 0 |
| \$90,001 - \$120,000 | 7 | 14.58% | 103,600 | 107,800 | 106,500 | 98,500 | 0 |
| \$120,001 - \$160,000 | 13 | 27.08% | 149,000 | 0 | 140,500 | 150,000 | 0 |
| \$160,001 - \$210,000 | 7 | 14.58% | 177,600 | 0 | 174,000 | 185,300 | 0 |
| \$210,001 - \$250,000 | 5 | 10.42% | 240,000 | 0 | 225,000 | 245,000 | 0 |
| \$250,001 and up | 5 | 10.42% | 350,000 | 0 | 662,000 | 313,500 | 0 |
| Median Sold Price | | | 147,000 | 73,000 | 129,500 | 185,300 | 0 |
| Total Closed Units | | 100% | 147,000 | 7 | 25 | 16 | |
| Total Closed Volume | | | 7,816,657 | 482.40K | 3.82M | 3.51M | 0.00B |

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



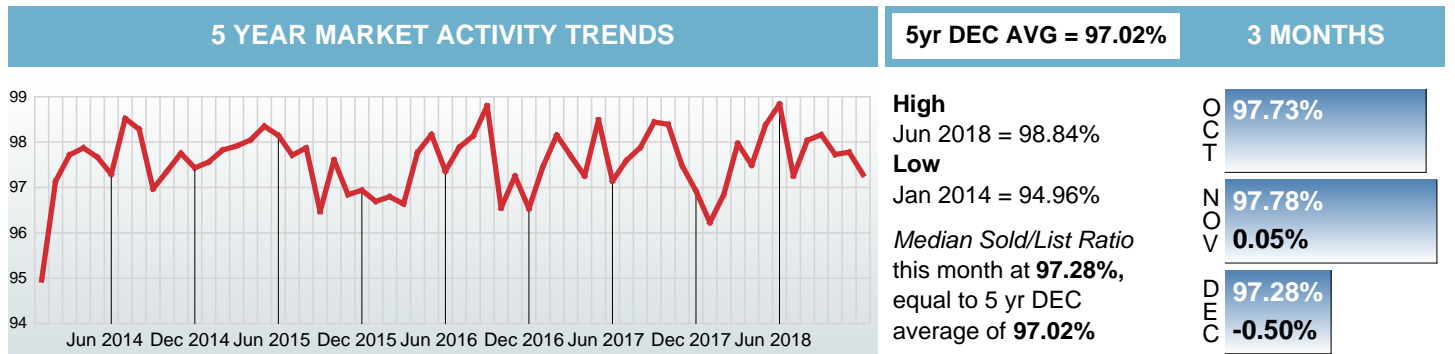
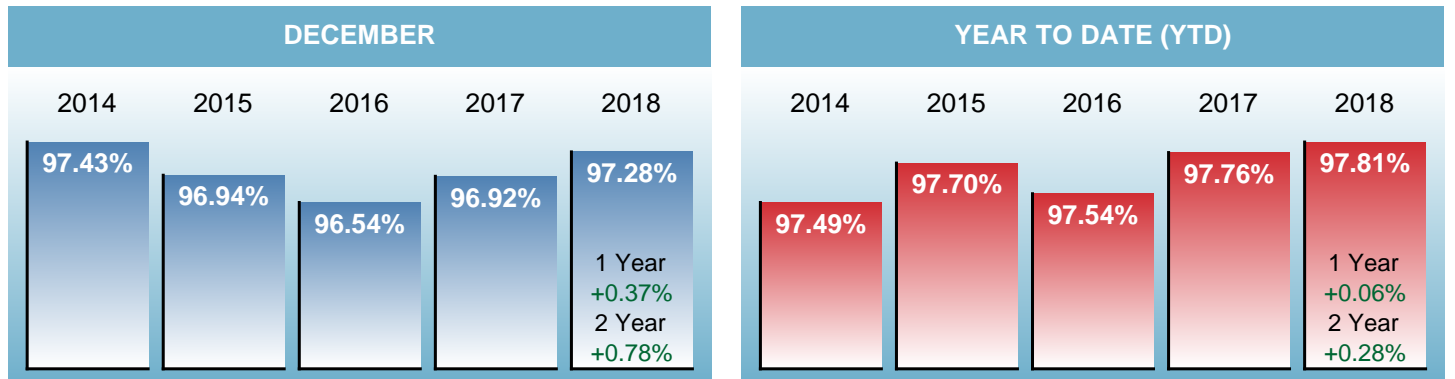
December 2018

Area Delimited by County Of Washington



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



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 |
|--|----|--------|---------|----------|---------|---------|---------|
| \$50,000 and less | 4 | 8.33% | 87.70% | 90.18% | 85.21% | 0.00% | 0.00% |
| \$50,001 - \$90,000 | 7 | 14.58% | 93.49% | 93.31% | 93.49% | 0.00% | 0.00% |
| \$90,001 - \$120,000 | 7 | 14.58% | 101.85% | 99.26% | 100.02% | 105.24% | 0.00% |
| \$120,001 - \$160,000 | 13 | 27.08% | 97.81% | 0.00% | 97.21% | 97.81% | 0.00% |
| \$160,001 - \$210,000 | 7 | 14.58% | 98.94% | 0.00% | 98.00% | 99.19% | 0.00% |
| \$210,001 - \$250,000 | 5 | 10.42% | 96.19% | 0.00% | 96.15% | 96.68% | 0.00% |
| \$250,001 and up | 5 | 10.42% | 96.98% | 0.00% | 94.71% | 98.13% | 0.00% |
| Median Sold/List Ratio | | | 97.28% | 93.59% | 96.23% | 98.41% | 0.00% |
| Total Closed Units | | 100% | 97.28% | 7 | 25 | 16 | |
| Total Closed Volume | | | | 482.40K | 3.82M | 3.51M | 0.00B |

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



December 2018

Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

Inventory

- New Listings **104 = 16.59%**
- Start Inventory **523**
- Total Inventory Units **627**
- Volume **\$94,777,804**

Market Activity

- Closed Sales **48 = 7.56%**
- Pending Sales **55 = 8.66%**
- Other Off Market **81 = 12.76%**
- Active Inventory **451 = 71.02%**

MARKET ACTIVITY

| 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% |
| Median List Price | 144,000 | 149,500 | 3.82% | 122,250 | 117,000 | -4.29% |
| Median Sale Price | 139,900 | 147,000 | 5.08% | 118,700 | 114,000 | -3.96% |
| Median Percent of Selling Price to List Price | 96.92% | 97.28% | 0.37% | 97.76% | 97.81% | 0.06% |
| Median Days on Market to Sale | 58.00 | 38.00 | -34.48% | 33.00 | 33.00 | 0.00% |
| 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

DECEMBER MARKET

New Listings

Pending Listings

MEDIAN PRICES

List Price

Sale Price

INVENTORY

Active Inventory

Monthly Supply of Inventory

MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio

Days on Market

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com