

## January 2019

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

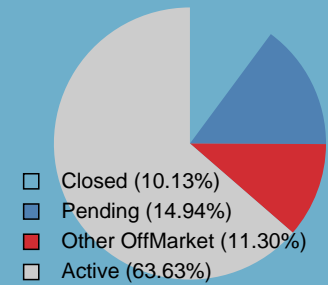


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		
	2018	2019	+/-%
Closed Listings	874	873	-0.11%
Pending Listings	1,216	1,287	5.84%
New Listings	2,028	2,223	9.62%
Average List Price	183,236	199,216	8.72%
Average Sale Price	177,155	192,552	8.69%
Average Percent of List Price to Selling Price	96.45%	96.56%	0.12%
Average Days on Market to Sale	49.51	49.84	0.66%
End of Month Inventory	6,969	5,483	-21.32%
Months Supply of Inventory	5.70	4.41	-22.60%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **1,242** Sales/Month  
**Active Inventory** as of January 31, 2019 = **5,483**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **21.32%** to 5,483 existing homes available for sale. Over the last 12 months this area has had an average of 1,242 closed sales per month. This represents an unsold inventory index of **4.41** 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 **8.69%** in January 2019 to \$192,552 versus the previous year at \$177,155.

##### Average Days on Market Lengthens

The average number of **49.84** days that homes spent on the market before selling increased by 0.33 days or **0.66%** in January 2019 compared to last year's same month at **49.51** DOM.

##### Sales Success for January 2019 is Positive

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

There were 2,223 New Listings in January 2019, up **9.62%** from last year at 2,028. Furthermore, there were 873 Closed Listings this month versus last year at 874, a **-0.11%** decrease.

Closed versus Listed trends yielded a **39.3%** ratio, down from previous year's, January 2018, at **43.1%**, a **8.88%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

#### 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?

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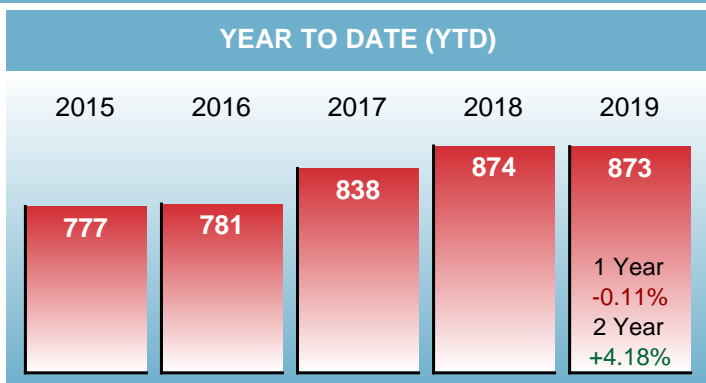
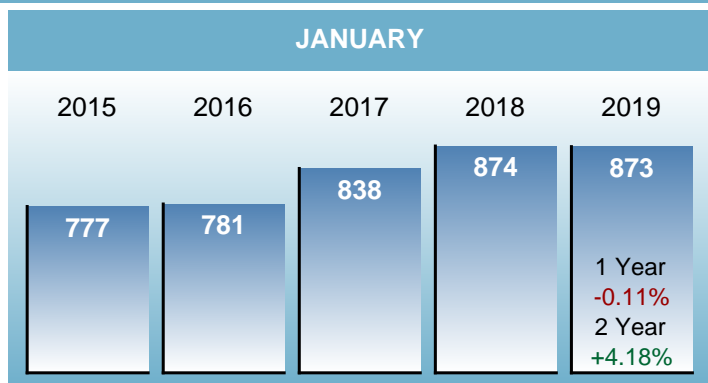
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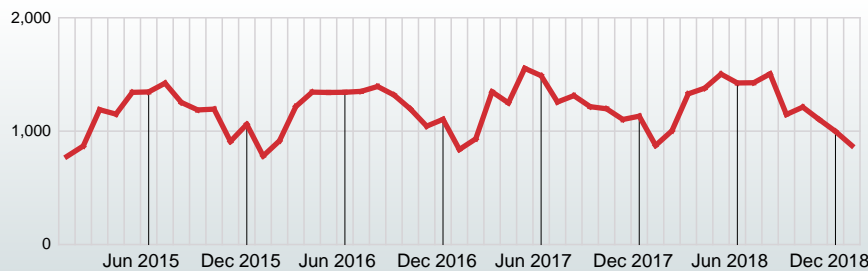
## CLOSED LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JAN AVG = 829**      **3 MONTHS**



**High**  
May 2017 = 1,554  
**Low**  
Jan 2015 = 777  
*Closed Listings*  
this month at **873**,  
above the 5 yr JAN  
average of **829**

NOV	1,103
DEC	998 -9.52%
JAN	873 -12.53%

### 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	85	9.74%	55.6	54	27	4	0
\$50,001 - \$75,000	74	8.48%	36.9	27	39	8	0
\$75,001 - \$125,000	164	18.79%	45.4	37	112	14	1
\$125,001 - \$175,000	203	23.25%	44.5	13	163	27	0
\$175,001 - \$225,000	112	12.83%	47.4	4	63	40	5
\$225,001 - \$350,000	145	16.61%	61.6	12	50	77	6
\$350,001 and up	90	10.31%	59.2	5	18	51	16
<b>Total Closed Units</b>	<b>873</b>			<b>152</b>	<b>472</b>	<b>221</b>	<b>28</b>
<b>Total Closed Volume</b>	<b>168,097,561</b>	<b>100%</b>	<b>49.8</b>	<b>15.00M</b>	<b>73.29M</b>	<b>65.21M</b>	<b>14.59M</b>
<b>Average Closed Price</b>	<b>\$192,552</b>			<b>\$98,716</b>	<b>\$155,275</b>	<b>\$295,072</b>	<b>\$521,136</b>

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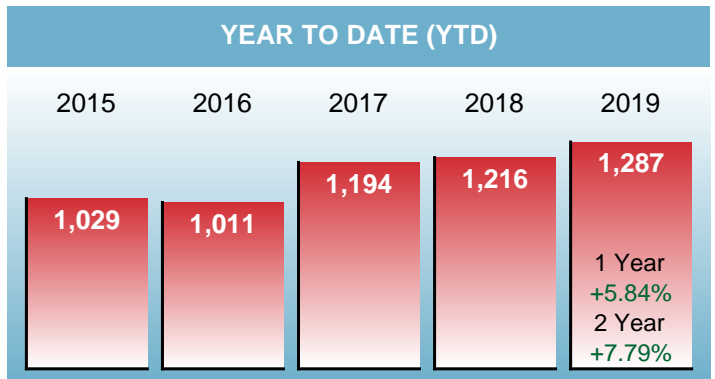
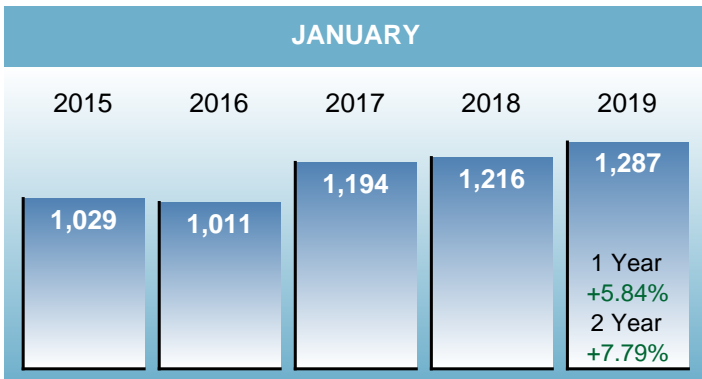
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## PENDING LISTINGS

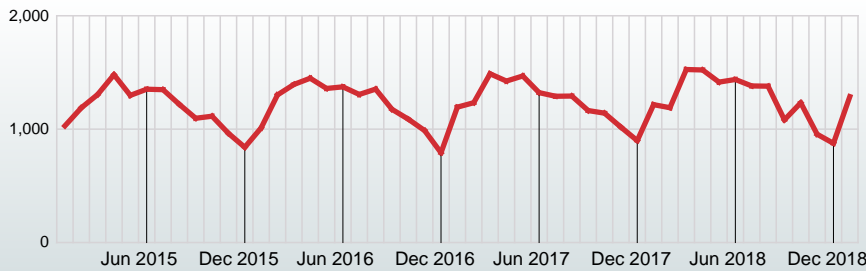
Report produced on Feb 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 1,147

3 MONTHS



**High**  
Mar 2018 = 1,526

**Low**  
Dec 2016 = 792

*Pending Listings*  
this month at **1,287**,  
above the 5 yr JAN  
average of **1,147**

NOV **955**

DEC **875**  
**-8.38%**

JAN **1,287**  
**47.09%**

### 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	<b>111</b>	8.62%	50.8	71	36	4	0
\$50,001 - \$75,000	<b>90</b>	6.99%	54.5	41	42	7	0
\$75,001 - \$125,000	<b>203</b>	15.77%	51.1	45	133	22	3
\$125,001 - \$175,000	<b>352</b>	27.35%	51.6	30	274	45	3
\$175,001 - \$225,000	<b>200</b>	15.54%	49.6	8	115	73	4
\$225,001 - \$325,000	<b>203</b>	15.77%	66.8	13	72	104	14
\$325,001 and up	<b>128</b>	9.95%	68.3	7	26	66	29
<b>Total Pending Units</b>	<b>1,287</b>			<b>215</b>	<b>698</b>	<b>321</b>	<b>53</b>
<b>Total Pending Volume</b>	<b>243,434,808</b>	100%	47.8	<b>25.09M</b>	<b>112.26M</b>	<b>83.82M</b>	<b>22.26M</b>
<b>Average Listing Price</b>	<b>\$170,998</b>			<b>\$116,699</b>	<b>\$160,836</b>	<b>\$261,125</b>	<b>\$420,005</b>

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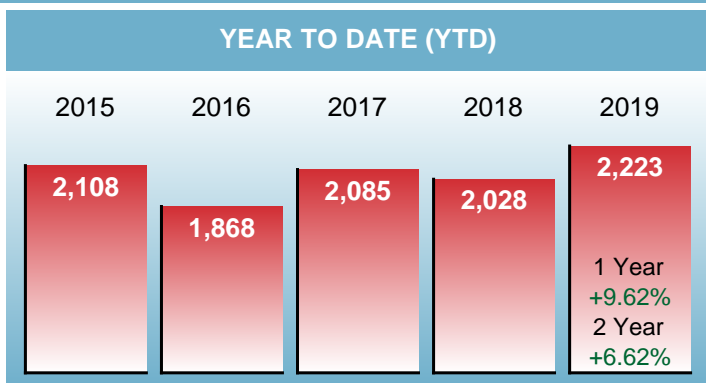
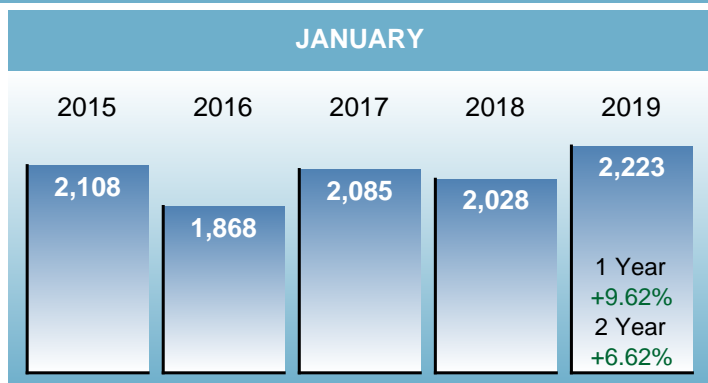
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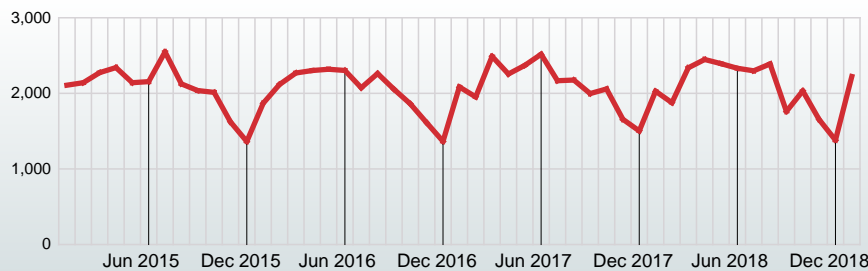
## NEW LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 2,062      3 MONTHS



**High**  
Jul 2015 = 2,548  
**Low**  
Dec 2015 = 1,363  
*New Listings*  
this month at **2,223**,  
above the 5 yr JAN  
average of **2,062**

N	1,654
O	
V	
D	1,381
E	<b>-16.51%</b>
C	
J	2,223
A	<b>60.97%</b>
N	

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	129	5.80%	114	11	4	0
\$25,001 - \$75,000	301	13.54%	210	83	7	1
\$75,001 - \$125,000	250	11.25%	83	140	23	4
\$125,001 - \$200,000	610	27.44%	118	389	96	7
\$200,001 - \$300,000	407	18.31%	43	168	181	15
\$300,001 - \$425,000	286	12.87%	20	72	166	28
\$425,001 and up	240	10.80%	46	28	99	67
<b>Total New Listed Units</b>	<b>2,223</b>		<b>634</b>	<b>891</b>	<b>576</b>	<b>122</b>
<b>Total New Listed Volume</b>	<b>550,767,338</b>	100%	<b>109.52M</b>	<b>169.01M</b>	<b>196.49M</b>	<b>75.74M</b>
<b>Average New Listed Listing Price</b>	<b>\$188,763</b>		<b>\$172,751</b>	<b>\$189,690</b>	<b>\$341,134</b>	<b>\$620,794</b>

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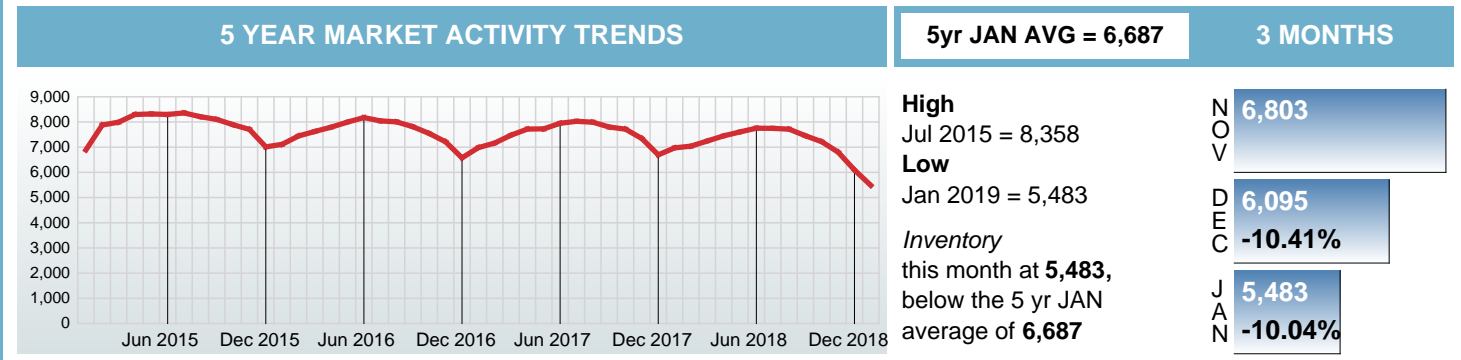
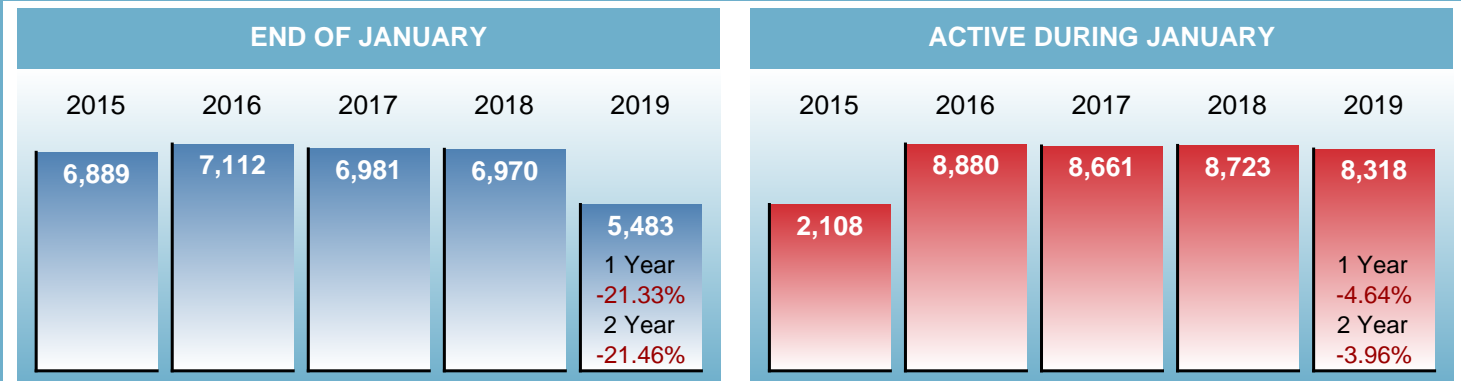
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## ACTIVE INVENTORY

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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
\$25,000 and less	294	5.36%	71.4	267	19	7	1
\$25,001 - \$75,000	780	14.23%	83.9	604	158	17	1
\$75,001 - \$125,000	677	12.35%	79.4	305	321	45	6
\$125,001 - \$225,000	1,514	27.61%	70.5	418	750	321	25
\$225,001 - \$325,000	888	16.20%	80.0	131	313	390	54
\$325,001 - \$525,000	779	14.21%	70.0	87	170	401	121
\$525,001 and up	551	10.05%	84.0	155	56	186	154
<b>Total Active Inventory by Units</b>	5,483			1,967	1,787	1,367	362
<b>Total Active Inventory by Volume</b>	1,580,757,692	100%	76.4	461.07M	372.06M	504.94M	242.68M
<b>Average Active Inventory Listing Price</b>	\$288,302			\$234,404	\$208,206	\$369,381	\$670,378

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# January 2019

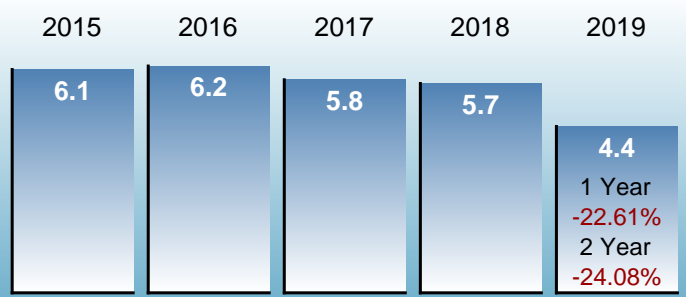
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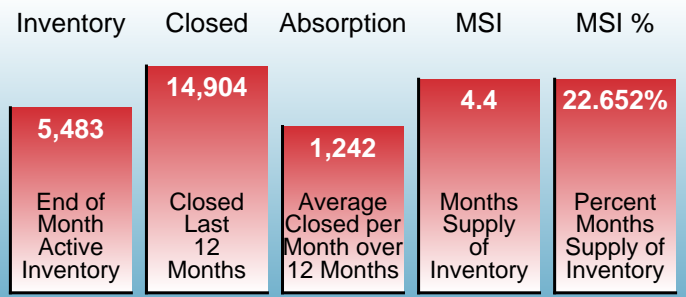
## MONTHS SUPPLY of INVENTORY (MSI)

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

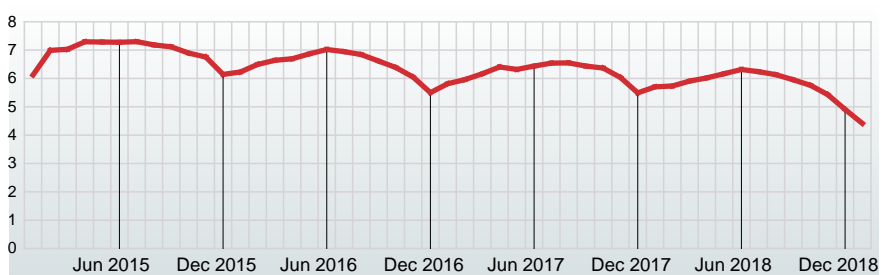
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2019



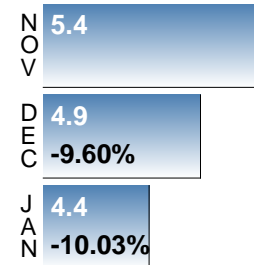
### 5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 5.7

3 MONTHS

**High**  
Jul 2015 = 7.3  
**Low**  
Jan 2019 = 4.4  
*Months Supply this month at 4.4, below the 5 yr JAN average of 5.7*



### 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	294	5.36%	8.7	10.3	2.7	9.3	4.0
\$25,001 - \$75,000	780	14.23%	5.2	8.1	2.4	2.1	1.7
\$75,001 - \$125,000	677	12.35%	3.2	7.3	2.1	2.3	4.5
\$125,001 - \$225,000	1,514	27.61%	3.0	13.3	2.2	2.7	2.9
\$225,001 - \$325,000	888	16.20%	4.4	14.2	4.5	3.7	3.2
\$325,001 - \$525,000	779	14.21%	7.4	20.9	7.3	6.4	8.4
\$525,001 and up	551	10.05%	15.7	74.4	12.2	10.4	14.6
Market Supply of Inventory (MSI)	4.4			10.4	2.7	4.1	6.9
Total Active Inventory by Units	5,483	100%	4.4	1,967	1,787	1,367	362

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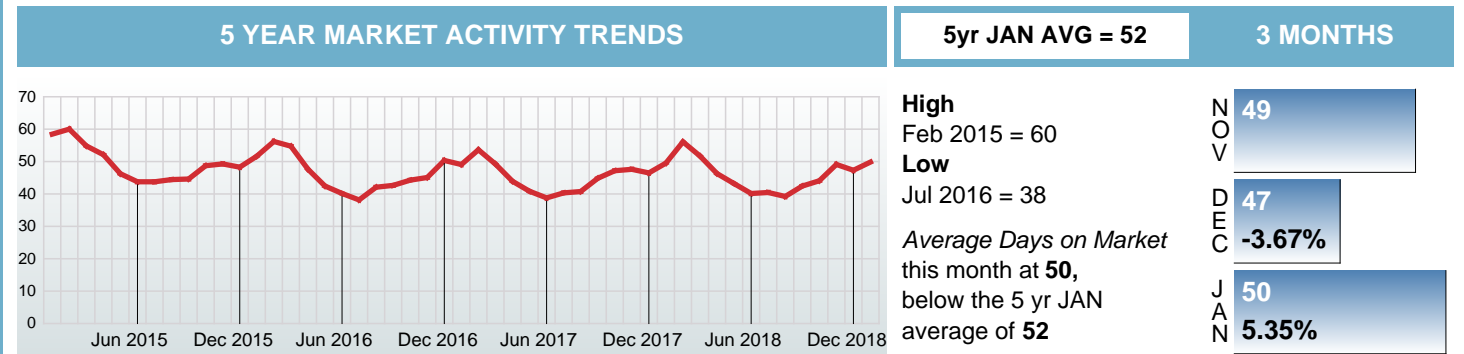
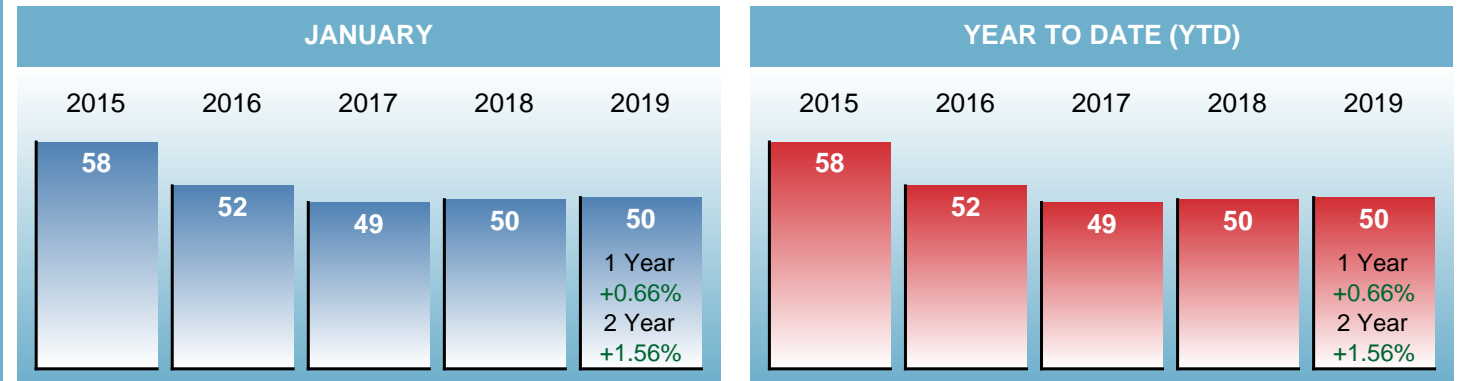
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## AVERAGE DAYS ON MARKET TO SALE

Report produced on Feb 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	85	9.74%	55.6	61.2	46.3	43.5	0.0
\$50,001 - \$75,000	74	8.48%	36.9	37.9	30.9	62.5	0.0
\$75,001 - \$125,000	164	18.79%	45.4	50.2	43.3	52.1	17.0
\$125,001 - \$175,000	203	23.25%	44.5	55.3	44.2	41.2	0.0
\$175,001 - \$225,000	112	12.83%	47.4	36.5	46.9	46.8	68.4
\$225,001 - \$350,000	145	16.61%	61.6	60.3	57.9	62.5	82.8
\$350,001 and up	90	10.31%	59.2	41.8	64.6	57.2	64.8
Average Closed DOM			49.8	52.5	45.6	54.8	67.6
Total Closed Units		100%	49.8	152	472	221	28
Total Closed Volume			168,097,561	15.00M	73.29M	65.21M	14.59M

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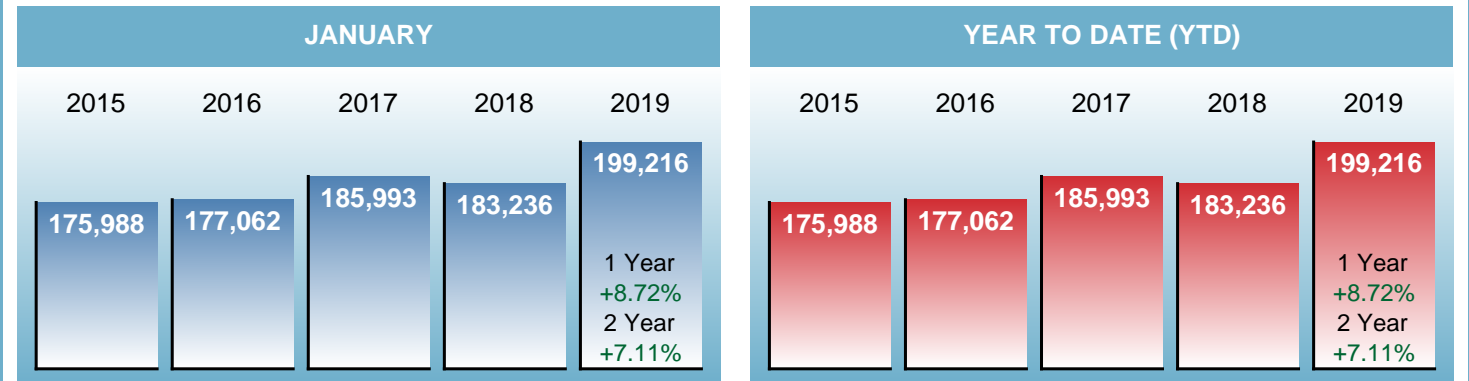
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## AVERAGE LIST PRICE AT CLOSING

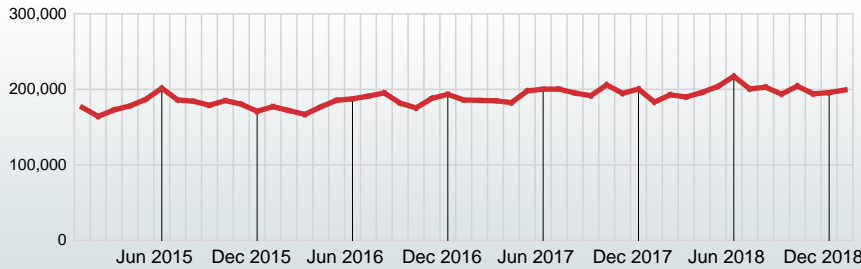
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 184,299

3 MONTHS



**High**  
Jun 2018 = 217,258  
**Low**  
Feb 2015 = 164,240  
*Average List Price*  
this month at **199,216**,  
above the 5 yr JAN  
average of **184,299**

NOV	194,114
DEC	195,738
JAN	199,216
<b>0.84%</b>	
<b>1.78%</b>	

### 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	82	9.39%	30,581	29,472	35,335	40,475	0
\$50,001 - \$75,000	71	8.13%	66,600	70,186	66,421	70,987	0
\$75,001 - \$125,000	160	18.33%	103,478	104,098	106,465	107,079	149,500
\$125,001 - \$175,000	201	23.02%	152,289	152,519	154,571	157,632	0
\$175,001 - \$225,000	110	12.60%	196,205	221,500	201,298	202,257	203,560
\$225,001 - \$350,000	157	17.98%	271,780	272,535	267,313	284,885	273,033
\$350,001 and up	92	10.54%	600,663	533,600	480,150	600,765	778,800
Average List Price	199,216			106,219	159,648	303,848	545,225
Total Closed Units	873			152	472	221	28
Total Closed Volume	173,915,793			16.15M	75.35M	67.15M	15.27M

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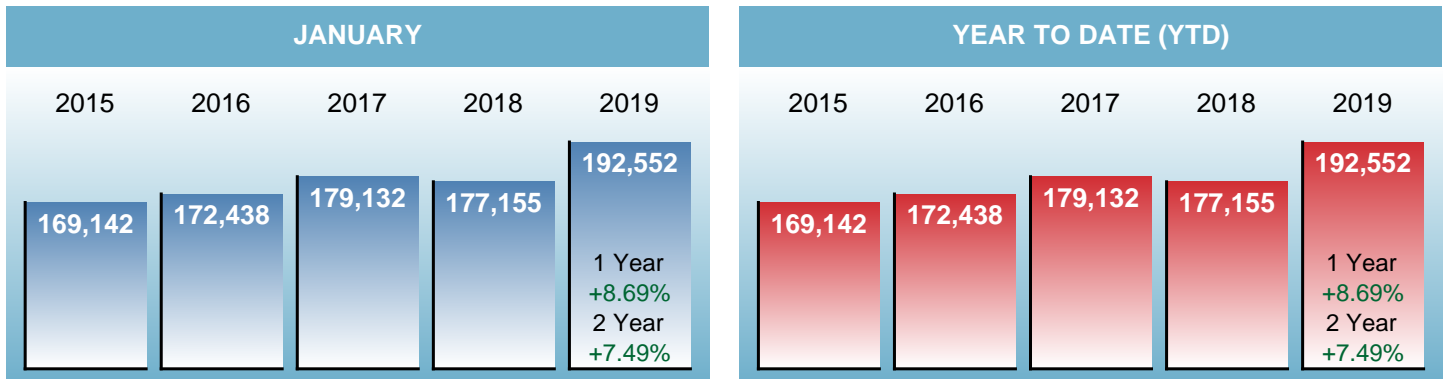
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## AVERAGE SOLD PRICE AT CLOSING

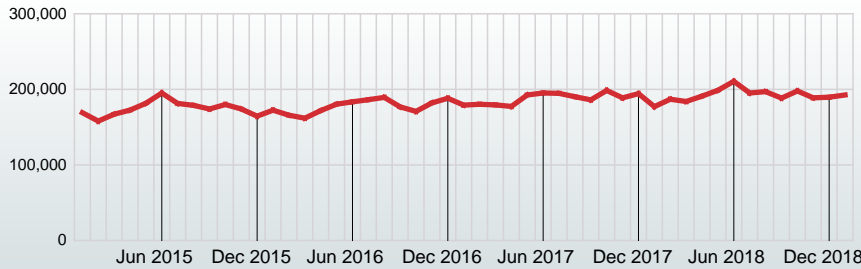
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 178,084

3 MONTHS



**High**  
Jun 2018 = 210,617  
**Low**  
Feb 2015 = 158,017  
*Average Sold Price*  
this month at **192,552**,  
above the 5 yr JAN  
average of **178,084**

NOV	188,784
DEC	189,617
JAN	192,552
<b>0.44%</b>	
<b>1.55%</b>	

### 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	85	9.74%	28,706	26,041	32,825	36,875	0
\$50,001 - \$75,000	74	8.48%	64,424	65,298	63,722	64,900	0
\$75,001 - \$125,000	164	18.79%	101,361	95,872	102,872	102,232	123,000
\$125,001 - \$175,000	203	23.25%	151,927	148,423	151,556	155,855	0
\$175,001 - \$225,000	112	12.83%	198,235	212,500	196,687	199,331	197,560
\$225,001 - \$350,000	145	16.61%	270,614	256,570	260,987	279,058	270,550
\$350,001 and up	90	10.31%	577,605	486,000	458,475	577,337	741,107
Average Sold Price	192,552			98,716	155,275	295,072	521,136
Total Closed Units	873	100%	192,552	152	472	221	28
Total Closed Volume	168,097,561			15.00M	73.29M	65.21M	14.59M

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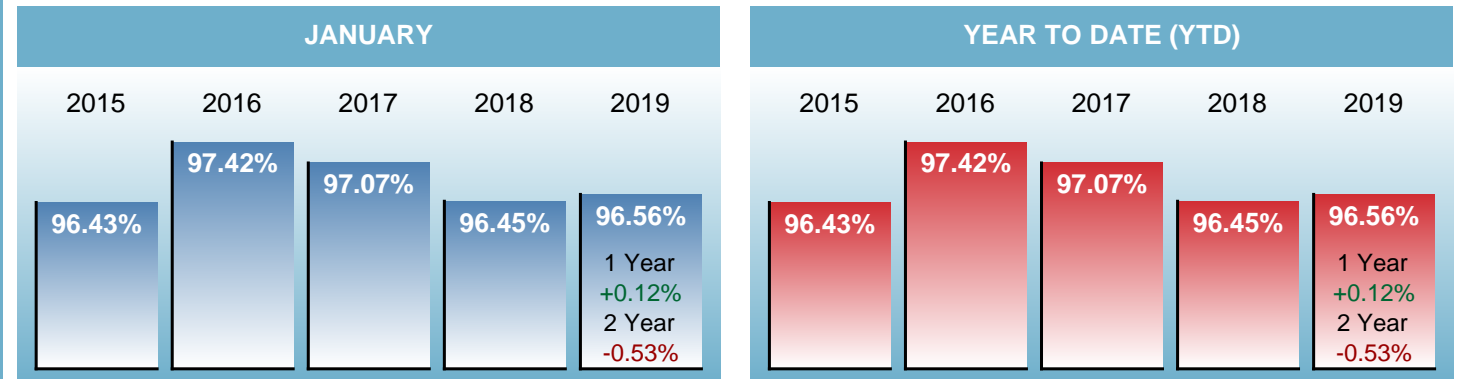
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## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

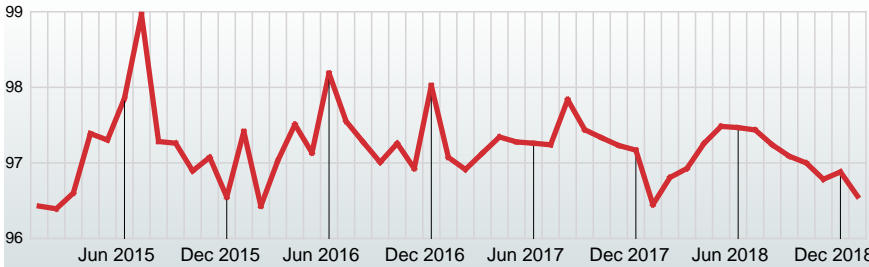
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 96.79%

3 MONTHS



**High**  
Jul 2015 = 98.96%  
**Low**  
Feb 2015 = 96.39%  
*Average Sold/List Ratio*  
this month at **96.56%**,  
equal to 5 yr JAN  
average of **96.79%**

NOV	96.78%
DEC	96.88%
JAN	96.56%
	-0.33%

### 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	85	9.74%	90.98%	90.05%	92.95%	90.23%	0.00%
\$50,001 - \$75,000	74	8.48%	94.90%	93.23%	96.70%	91.76%	0.00%
\$75,001 - \$125,000	164	18.79%	95.85%	92.92%	96.95%	95.76%	82.27%
\$125,001 - \$175,000	203	23.25%	98.25%	97.92%	98.14%	99.08%	0.00%
\$175,001 - \$225,000	112	12.83%	98.13%	96.11%	97.95%	98.72%	97.37%
\$225,001 - \$350,000	145	16.61%	97.75%	94.71%	97.85%	98.05%	99.11%
\$350,001 and up	90	10.31%	96.81%	93.78%	95.76%	97.60%	96.41%
<b>Average Sold/List Ratio</b>			96.60%	92.64%	97.30%	97.68%	96.66%
<b>Total Closed Units</b>	873	100%	96.60%	152	472	221	28
<b>Total Closed Volume</b>	168,097,561			15.00M	73.29M	65.21M	14.59M

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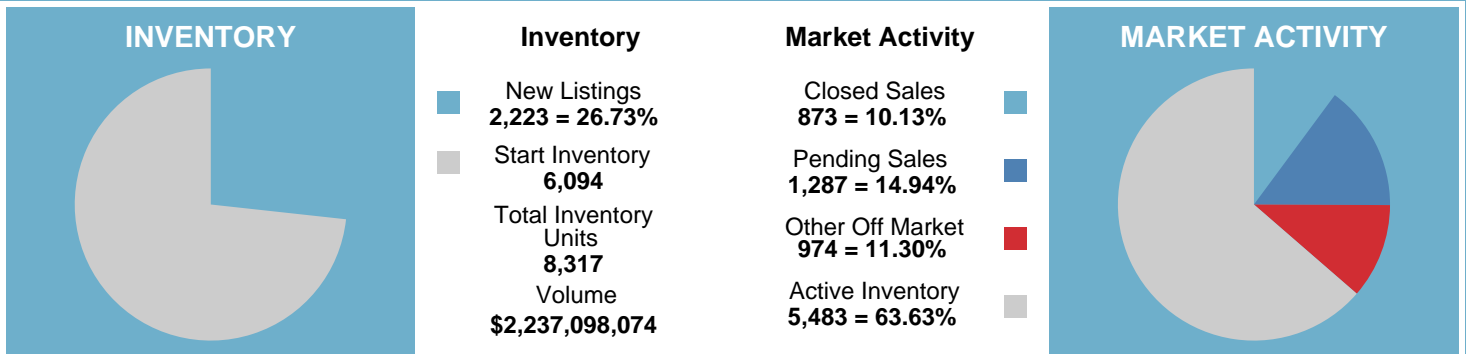
# January 2019

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



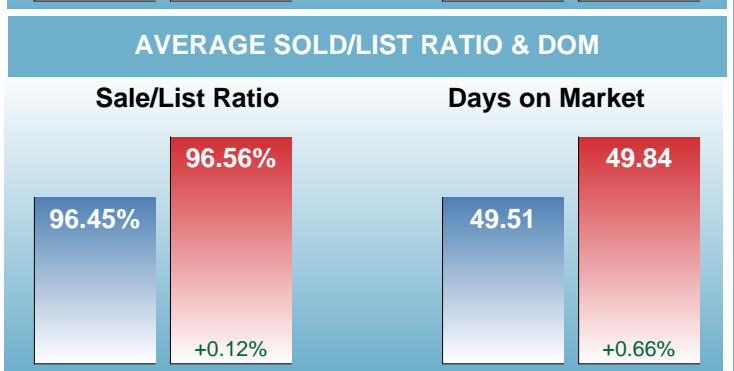
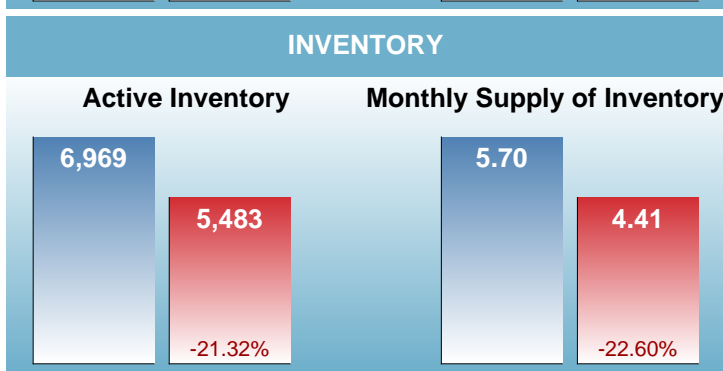
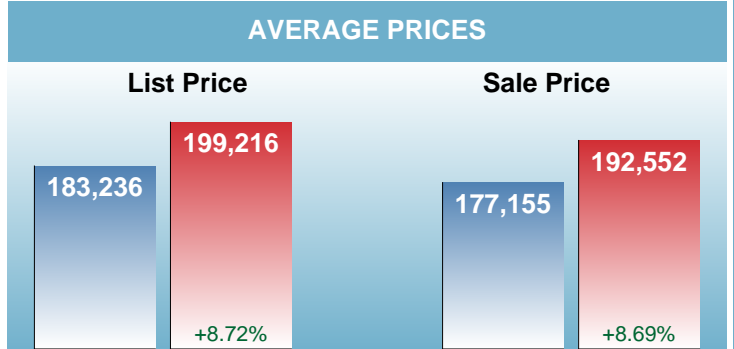
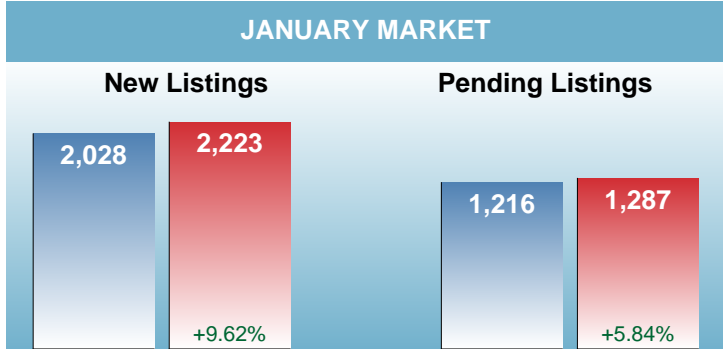
## MARKET SUMMARY

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



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	874	873	-0.11%	874	873	-0.11%
Pending Sales	1,216	1,287	5.84%	1,216	1,287	5.84%
New Listings	2,028	2,223	9.62%	2,028	2,223	9.62%
Average List Price	183,236	199,216	8.72%	183,236	199,216	8.72%
Average Sale Price	177,155	192,552	8.69%	177,155	192,552	8.69%
Average Percent of Selling Price to List Price	96.45%	96.56%	0.12%	96.45%	96.56%	0.12%
Average Days on Market to Sale	49.51	49.84	0.66%	49.51	49.84	0.66%
Monthly Inventory	6,969	5,483	-21.32%	6,969	5,483	-21.32%
Months Supply of Inventory	5.70	4.41	-22.60%	5.70	4.41	-22.60%

**Absorption:** Last 12 months, an Average of **1,242** Sales/Month     **Inventory** on January 31, 2019 = **5,483**     2018     2019



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Contact: MLS Technology Inc.     Phone: 918-663-7500     Email: support@mlstechnology.com