



January 2019

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

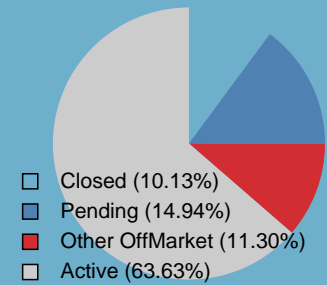


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	154,950	157,500	1.65%
Median Sale Price	151,500	155,500	2.64%
Median Percent of List Price to Selling Price	98.00%	98.11%	0.12%
Median Days on Market to Sale	33.50	34.00	1.49%
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.

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 **2.64%** in January 2019 to \$155,500 versus the previous year at \$151,500.

Median Days on Market Lengthens

The median number of **34.00** days that homes spent on the market before selling increased by 0.50 days or **1.49%** in January 2019 compared to last year's same month at **33.50** DOM.

Sales Success for January 2019 is Positive

Overall, with Median 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.

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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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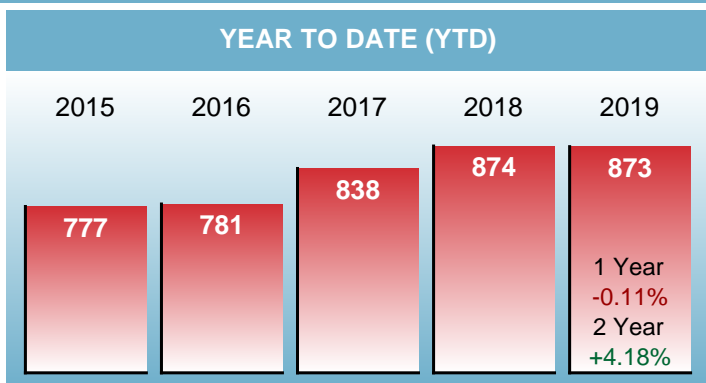
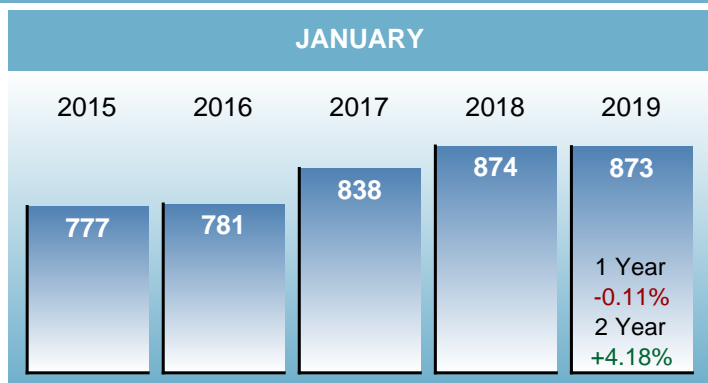
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CLOSED LISTINGS

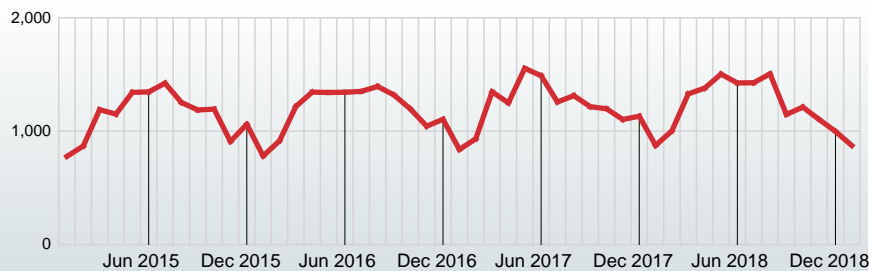
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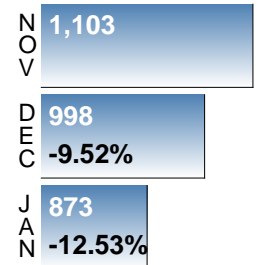
5 YEAR MARKET ACTIVITY TRENDS

5yr 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**



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	85	9.74%	35.0	54	27	4	0
\$50,001 - \$75,000	74	8.48%	23.0	27	39	8	0
\$75,001 - \$125,000	164	18.79%	29.0	37	112	14	1
\$125,001 - \$175,000	203	23.25%	27.0	13	163	27	0
\$175,001 - \$225,000	112	12.83%	34.0	4	63	40	5
\$225,001 - \$350,000	145	16.61%	52.0	12	50	77	6
\$350,001 and up	90	10.31%	49.5	5	18	51	16
Total Closed Units	873			152	472	221	28
Total Closed Volume	168,097,561	100%	34.0	15.00M	73.29M	65.21M	14.59M
Median Closed Price	\$155,500			\$73,250	\$145,000	\$248,000	\$395,090

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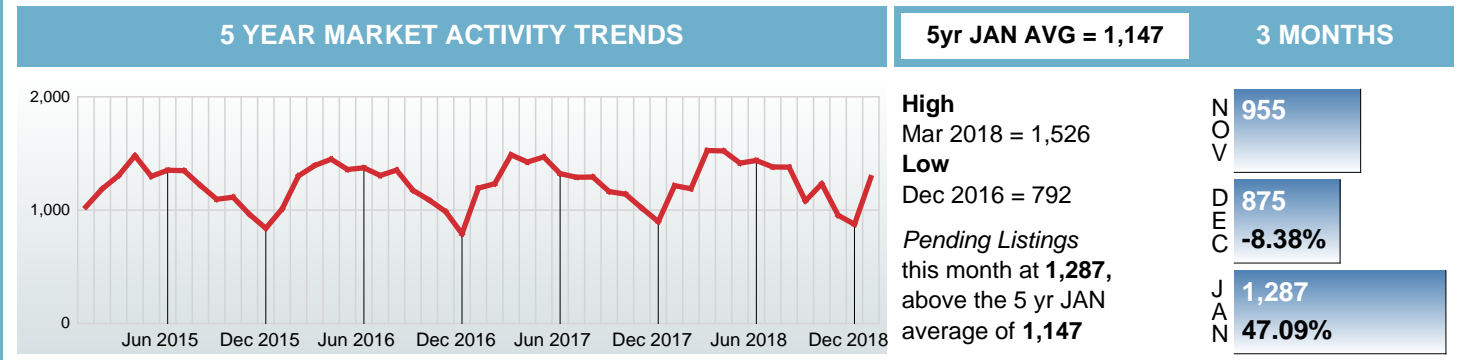
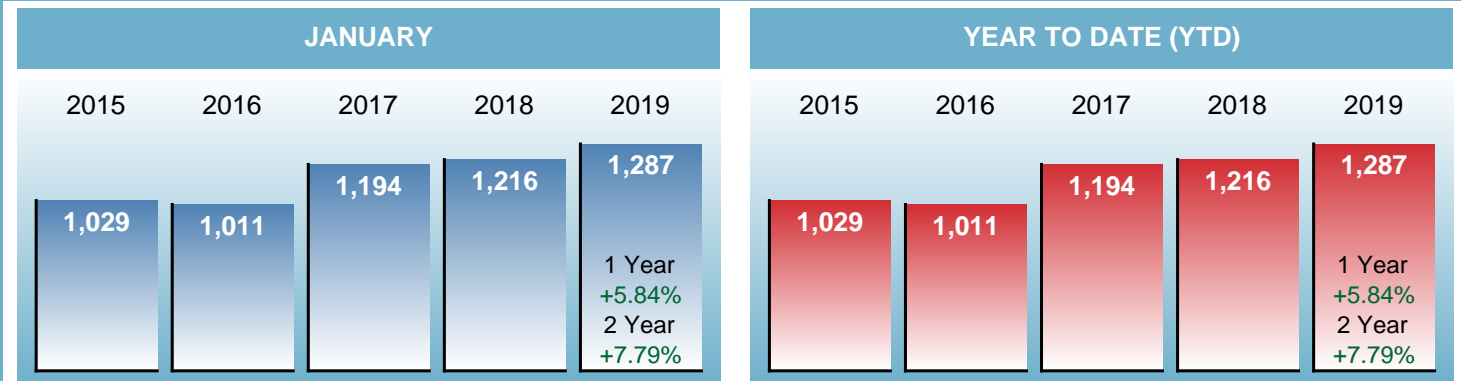
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PENDING LISTINGS

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	111	8.62%	35.0	71	36	4	0
\$50,001 - \$75,000	90	6.99%	32.5	41	42	7	0
\$75,001 - \$125,000	203	15.77%	37.0	45	133	22	3
\$125,001 - \$175,000	352	27.35%	35.0	30	274	45	3
\$175,001 - \$225,000	200	15.54%	33.0	8	115	73	4
\$225,001 - \$325,000	203	15.77%	56.0	13	72	104	14
\$325,001 and up	128	9.95%	66.5	7	26	66	29
Total Pending Units	1,287			215	698	321	53
Total Pending Volume	243,434,808	100%	39.0	25.09M	112.26M	83.82M	22.26M
Median Listing Price	\$158,000			\$74,900	\$149,900	\$229,900	\$349,000

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Phone: 918-663-7500

Email: support@mlstechnology.com

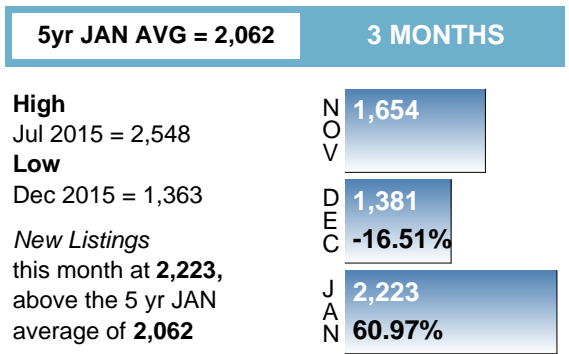
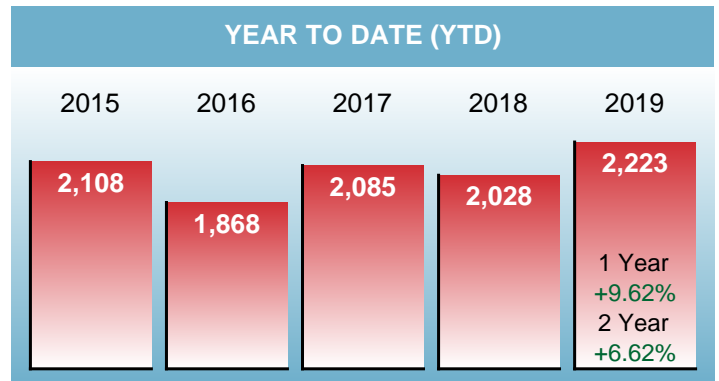
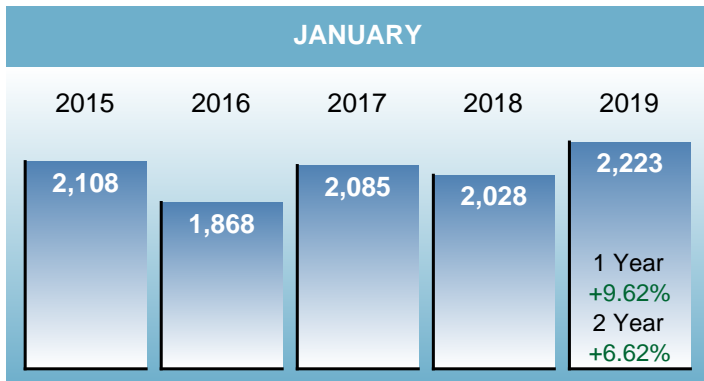
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NEW LISTINGS

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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
\$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
Total New Listed Units	2,223		634	891	576	122
Total New Listed Volume	550,767,338	100%	109.52M	169.01M	196.49M	75.74M
Median New Listed Listing Price	\$175,000		\$74,700	\$163,650	\$284,900	\$442,394

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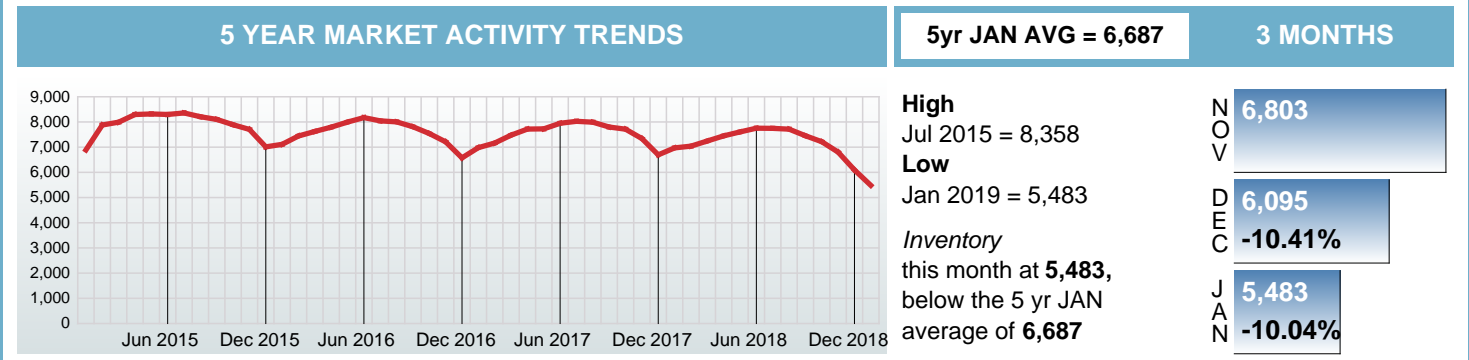
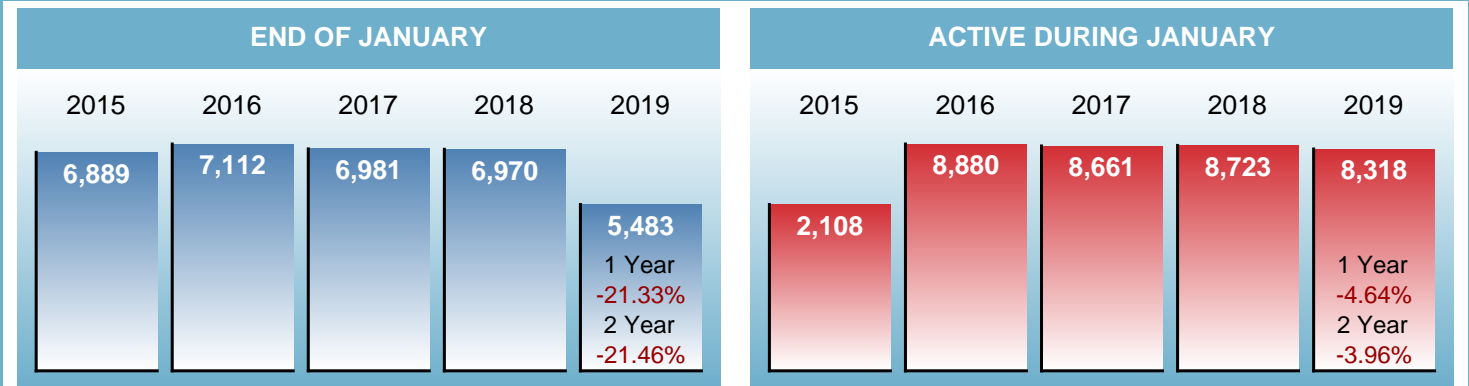
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ACTIVE INVENTORY

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	294	5.36%	57.0	267	19	7	1
\$25,001 - \$75,000	780	14.23%	68.0	604	158	17	1
\$75,001 - \$125,000	677	12.35%	76.0	305	321	45	6
\$125,001 - \$225,000	1,514	27.61%	59.0	418	750	321	25
\$225,001 - \$325,000	888	16.20%	77.0	131	313	390	54
\$325,001 - \$525,000	779	14.21%	59.0	87	170	401	121
\$525,001 and up	551	10.05%	80.0	155	56	186	154
Total Active Inventory by Units	5,483			1,967	1,787	1,367	362
Total Active Inventory by Volume	1,580,757,692	100%	66.0	461.07M	372.06M	504.94M	242.68M
Median Active Inventory Listing Price	\$184,400			\$89,000	\$169,455	\$299,900	\$466,500

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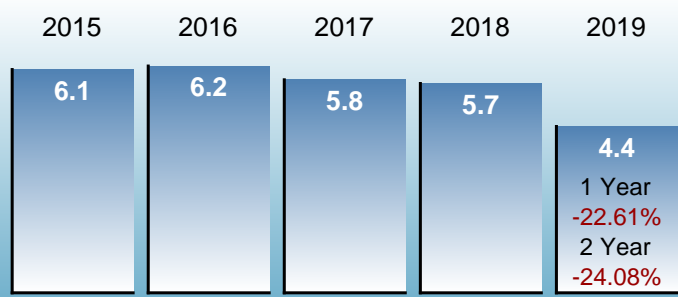
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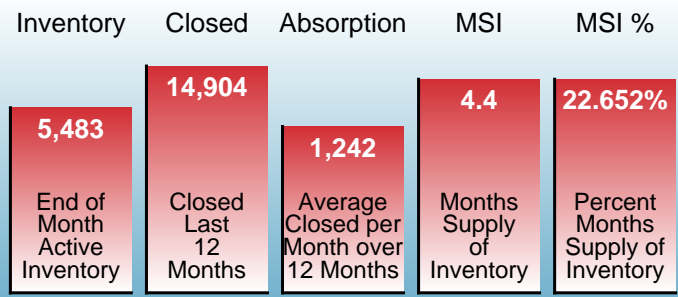
MONTHS SUPPLY of INVENTORY (MSI)

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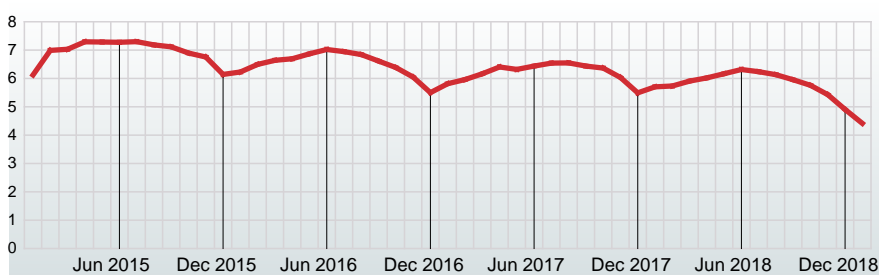
MSI FOR JANUARY



INDICATORS FOR JANUARY 2019



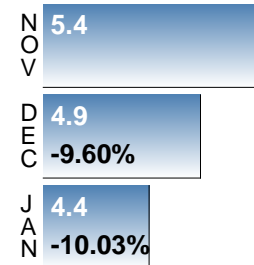
5 YEAR MARKET ACTIVITY TRENDS



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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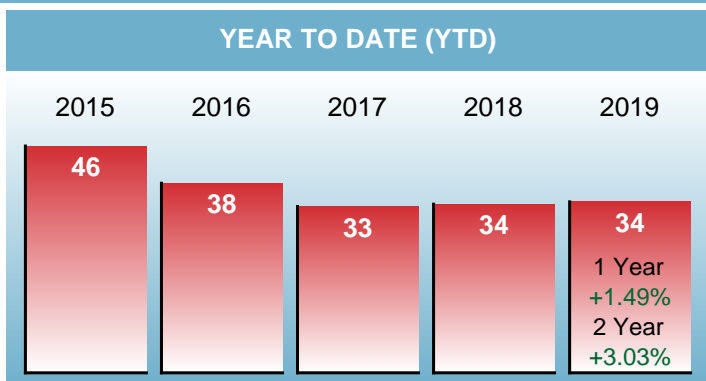
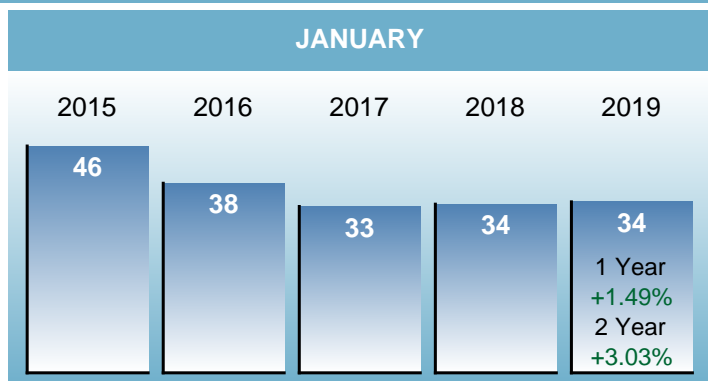
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MEDIAN DAYS ON MARKET TO SALE

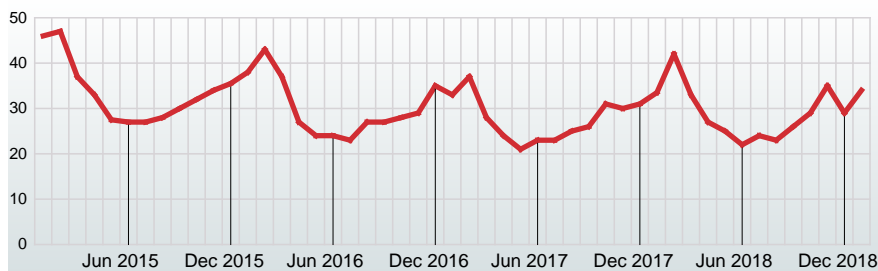
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 37

3 MONTHS



High

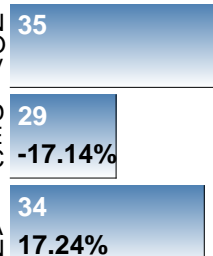
Feb 2015 = 47

Low

May 2017 = 21

Median Days on Market this month at **34**, below the 5 yr JAN average of **37**

NOV
DEC
JAN



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	85	9.74%	35.0	35.5	30.0	33.5	0.0
\$50,001 - \$75,000	74	8.48%	23.0	24.0	19.0	81.0	0.0
\$75,001 - \$125,000	164	18.79%	29.0	45.0	28.0	39.5	17.0
\$125,001 - \$175,000	203	23.25%	27.0	33.0	27.0	26.0	0.0
\$175,001 - \$225,000	112	12.83%	34.0	36.5	37.0	31.0	83.0
\$225,001 - \$350,000	145	16.61%	52.0	44.5	47.0	52.0	69.0
\$350,001 and up	90	10.31%	49.5	21.0	53.0	47.0	52.0
Median Closed DOM			34.0	33.0	29.0	41.0	62.5
Total Closed Units		100%	34.0	152	472	221	28
Total Closed Volume			168,097,561	15.00M	73.29M	65.21M	14.59M

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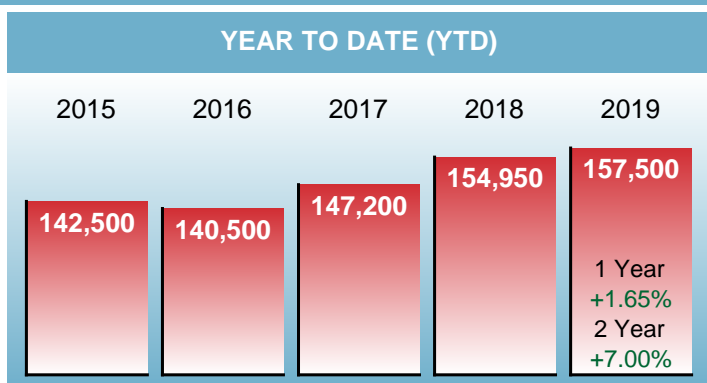
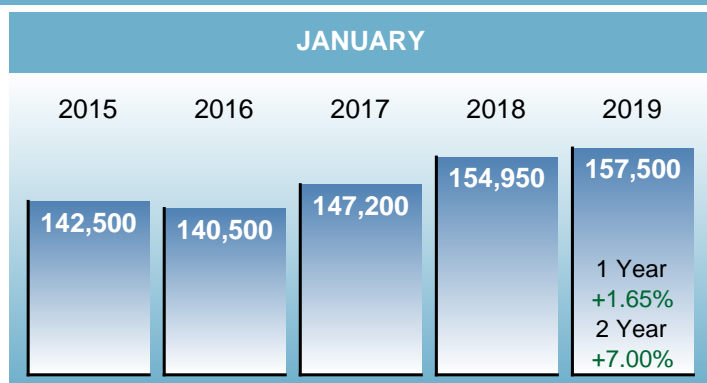
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MEDIAN LIST PRICE AT CLOSING

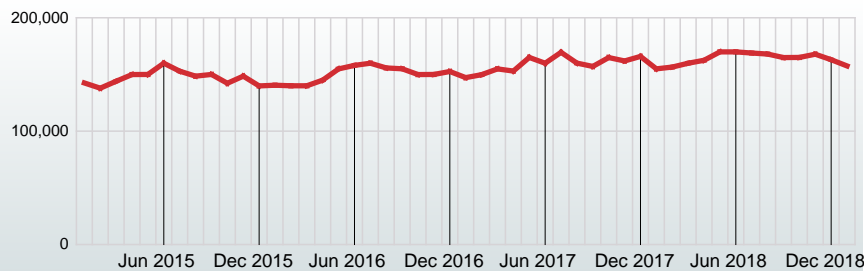
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 148,530

3 MONTHS



High
Jun 2018 = 169,900
Low
Feb 2015 = 137,900
Median List Price
this month at **157,500**,
above the 5 yr JAN
average of **148,530**

NOV	167,850
DEC	163,000 -2.89%
JAN	157,500 -3.37%

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	82	9.39%	30,000	29,000	36,000	39,000	0
\$50,001 \$75,000	71	8.13%	67,900	68,700	66,300	69,700	0
\$75,001 \$125,000	160	18.33%	104,950	97,250	105,000	104,900	0
\$125,001 \$175,000	201	23.02%	152,810	137,450	150,000	159,900	149,500
\$175,001 \$225,000	110	12.60%	192,750	210,000	188,700	199,900	194,950
\$225,001 \$350,000	157	17.98%	265,000	261,761	249,900	279,000	265,000
\$350,001 and up	92	10.54%	497,500	405,000	434,500	511,000	632,450
Median List Price			157,500	75,000	148,025	254,888	389,950
Total Closed Units		100%	157,500	152	472	221	28
Total Closed Volume			173,915,793	16.15M	75.35M	67.15M	15.27M

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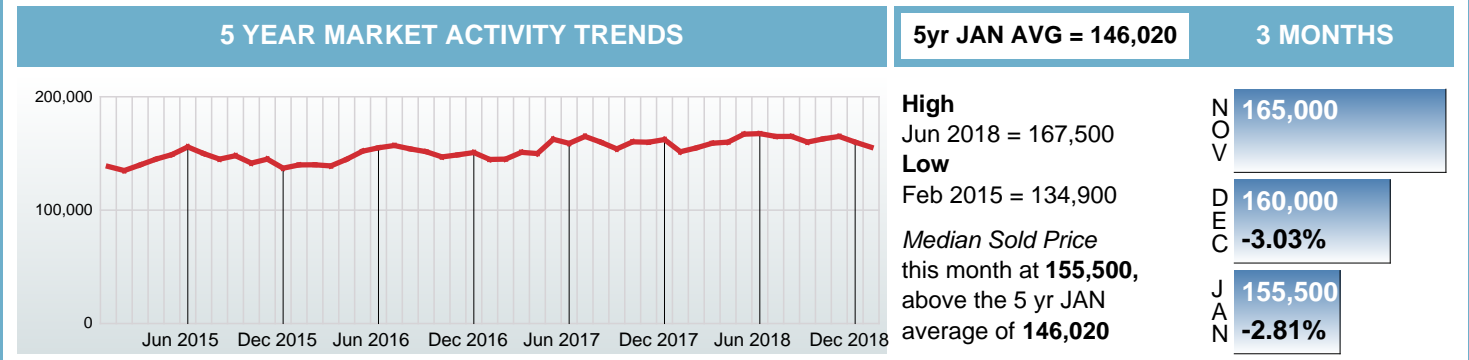
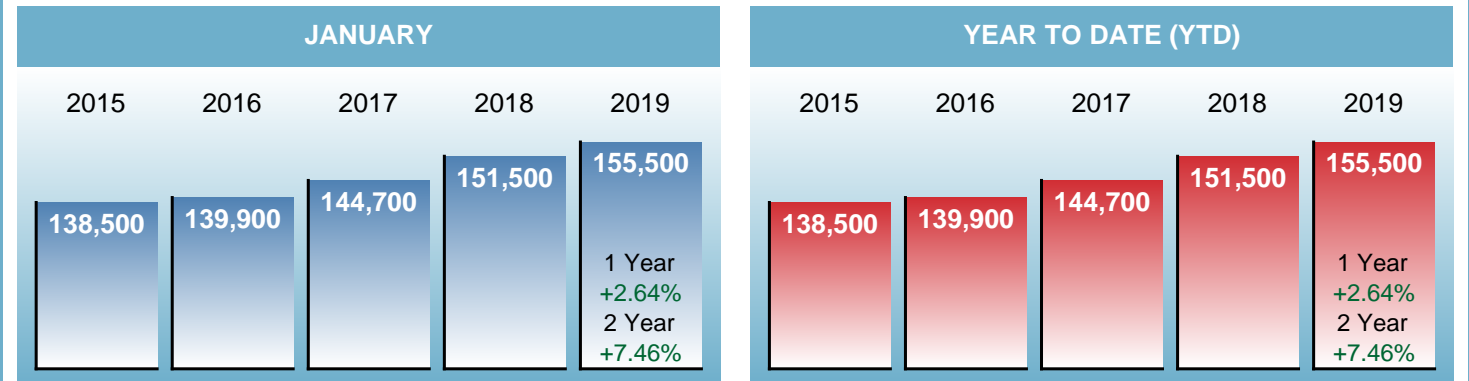
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MEDIAN SOLD PRICE AT CLOSING

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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	85	9.74%	30,000	26,500	36,300	37,000	0
\$50,001 - \$75,000	74	8.48%	65,500	65,000	65,500	68,425	0
\$75,001 - \$125,000	164	18.79%	102,450	93,000	104,000	107,750	123,000
\$125,001 - \$175,000	203	23.25%	153,000	148,900	153,000	158,000	0
\$175,001 - \$225,000	112	12.83%	198,700	213,500	195,000	199,950	198,900
\$225,001 - \$350,000	145	16.61%	265,900	252,500	247,831	279,000	268,750
\$350,001 and up	90	10.31%	486,500	412,000	418,750	500,000	624,018
Median Sold Price			155,500	73,250	145,000	248,000	395,090
Total Closed Units		100%	873	152	472	221	28
Total Closed Volume			168,097,561	15.00M	73.29M	65.21M	14.59M

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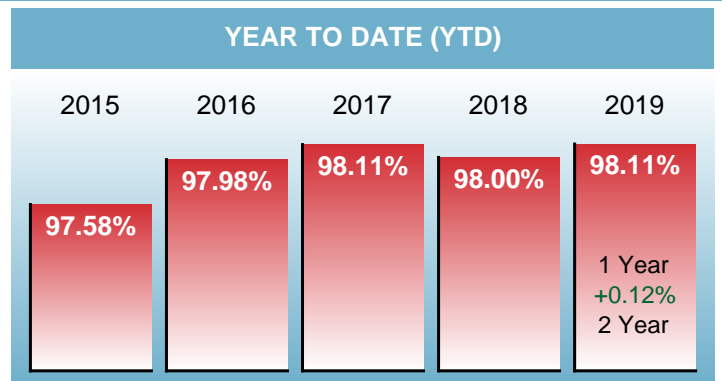
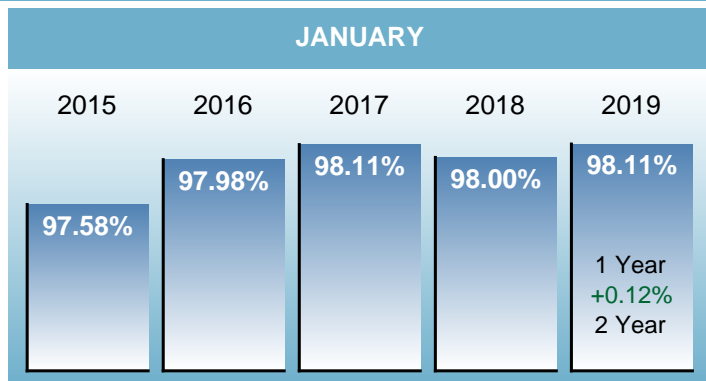
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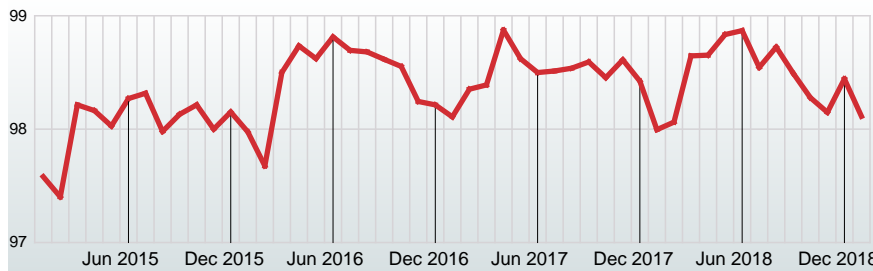


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 97.95% **3 MONTHS**

High
Apr 2017 = 98.87%
Low
Feb 2015 = 97.40%
Median Sold/List Ratio
this month at **98.11%**,
equal to 5 yr JAN
average of **97.95%**

NOV	98.15%
DEC	98.44%
JAN	98.11%
	-0.33%

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	85	9.74%	92.18%	90.62%	93.65%	93.66%	0.00%
\$50,001 - \$75,000	74	8.48%	94.90%	92.00%	96.32%	93.32%	0.00%
\$75,001 - \$125,000	164	18.79%	96.80%	95.16%	97.27%	95.26%	82.27%
\$125,001 - \$175,000	203	23.25%	99.70%	97.28%	99.63%	100.00%	0.00%
\$175,001 - \$225,000	112	12.83%	98.80%	97.43%	98.74%	99.75%	100.00%
\$225,001 - \$350,000	145	16.61%	98.64%	96.29%	99.82%	98.26%	98.98%
\$350,001 and up	90	10.31%	97.31%	97.33%	96.84%	97.50%	95.82%
Median Sold/List Ratio		98.11%		94.74%	98.49%	98.25%	98.02%
Total Closed Units		873	100%	152	472	221	28
Total Closed Volume		168,097,561		15.00M	73.29M	65.21M	14.59M

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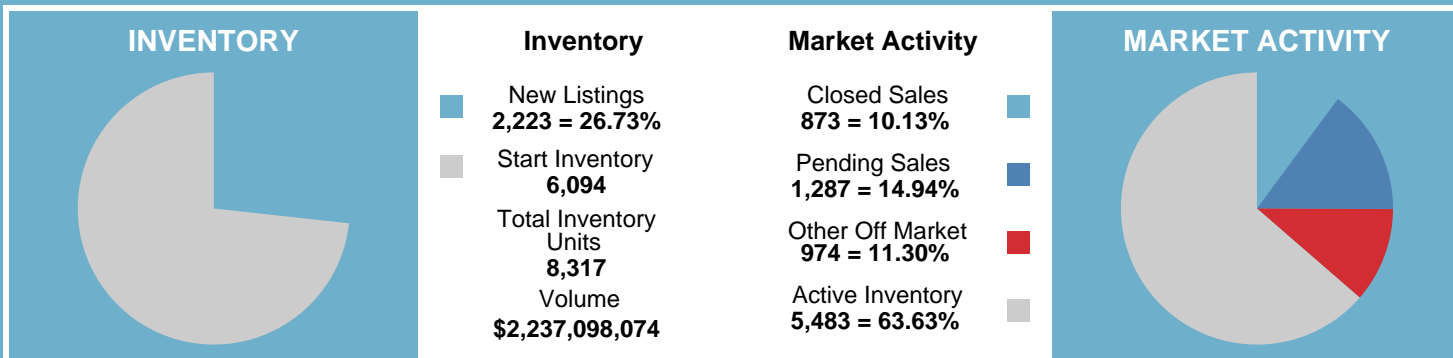
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MARKET SUMMARY

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

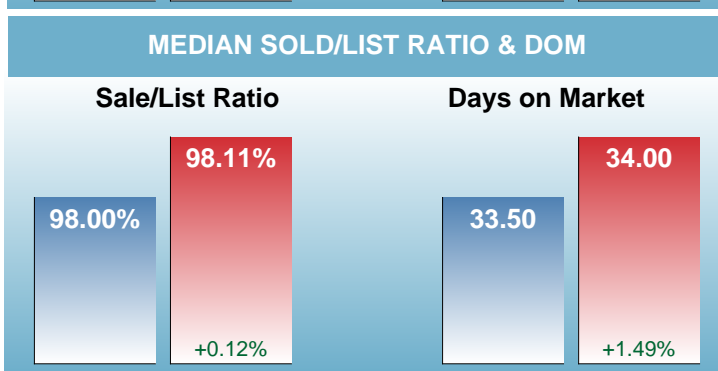
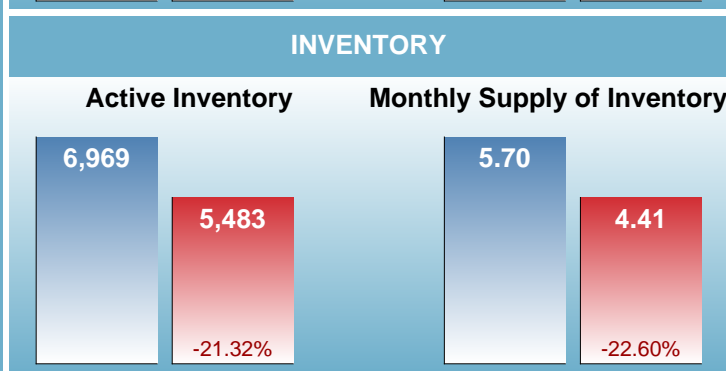
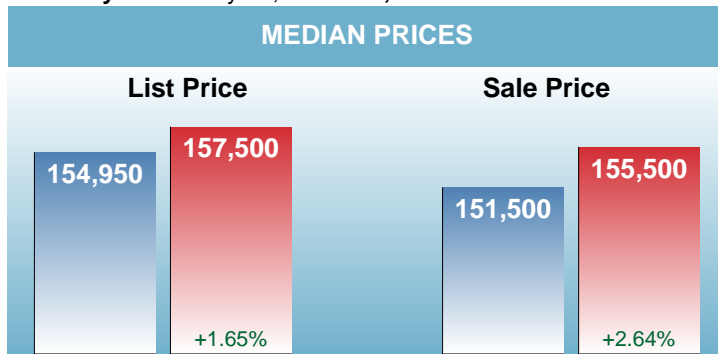
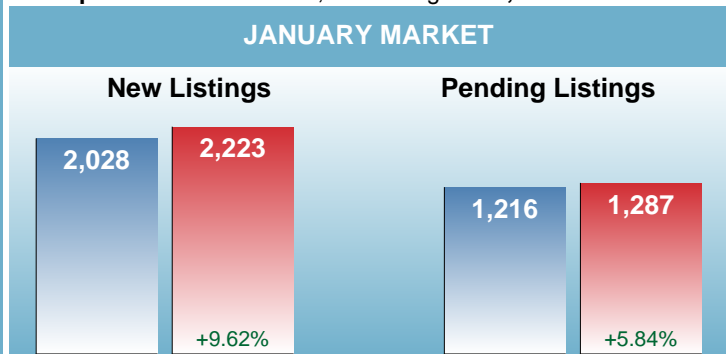


Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	874	873	-0.11%	874	873	-0.11%
Pending Sales	1,216	1,287	5.84%	1,216	1,287	5.84%
New Listings	2,028	2,223	9.62%	2,028	2,223	9.62%
Median List Price	154,950	157,500	1.65%	154,950	157,500	1.65%
Median Sale Price	151,500	155,500	2.64%	151,500	155,500	2.64%
Median Percent of Selling Price to List Price	98.00%	98.11%	0.12%	98.00%	98.11%	0.12%
Median Days on Market to Sale	33.50	34.00	1.49%	33.50	34.00	1.49%
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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