



January 2019

Area Delimited by County Of Tulsa

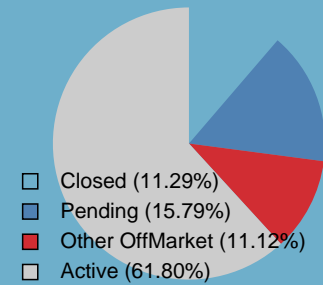


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		
	2018	2019	+/-%
Closed Listings	601	599	-0.33%
Pending Listings	846	838	-0.95%
New Listings	1,249	1,387	11.05%
Average List Price	190,108	212,749	11.91%
Average Sale Price	184,217	205,615	11.62%
Average Percent of List Price to Selling Price	96.74%	96.99%	0.26%
Average Days on Market to Sale	49.28	48.03	-2.54%
End of Month Inventory	4,256	3,279	-22.96%
Months Supply of Inventory	5.10	3.85	-24.49%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **851** Sales/Month
Active Inventory as of January 31, 2019 = **3,279**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **22.96%** to 3,279 existing homes available for sale. Over the last 12 months this area has had an average of 851 closed sales per month. This represents an unsold inventory index of **3.85** 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 **11.62%** in January 2019 to \$205,615 versus the previous year at \$184,217.

Average Days on Market Shortens

The average number of **48.03** days that homes spent on the market before selling decreased by 1.25 days or **2.54%** in January 2019 compared to last year's same month at **49.28** DOM.

Sales Success for January 2019 is Positive

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

There were 1,387 New Listings in January 2019, up **11.05%** from last year at 1,249. Furthermore, there were 599 Closed Listings this month versus last year at 601, a **-0.33%** decrease.

Closed versus Listed trends yielded a **43.2%** ratio, down from previous year's, January 2018, at **48.1%**, a **10.25%** 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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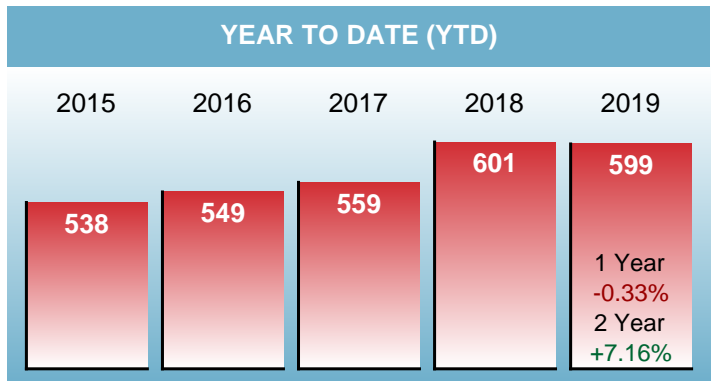
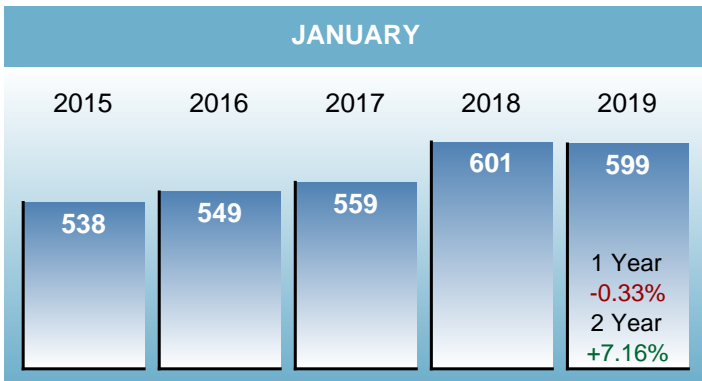
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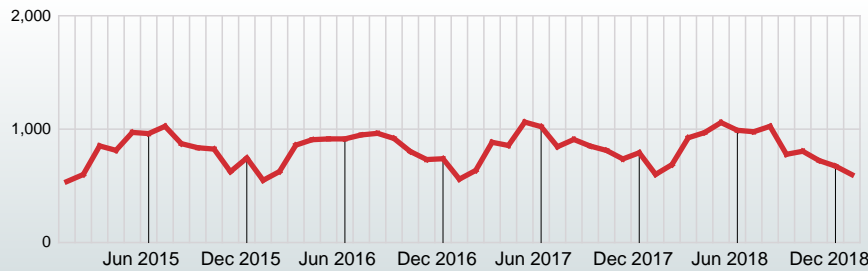
CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 569 **3 MONTHS**



High
May 2017 = 1,062
Low
Jan 2015 = 538
Closed Listings
this month at **599**,
above the 5 yr JAN
average of **569**

N O V	723
D E C	674 -6.78%
J A N	599 -11.13%

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	45	7.51%	46.0	23	20	2	0
\$50,001 - \$75,000	52	8.68%	32.6	18	30	4	0
\$75,001 - \$125,000	111	18.53%	47.1	26	83	2	0
\$125,001 - \$175,000	131	21.87%	40.9	6	106	19	0
\$175,001 - \$250,000	120	20.03%	51.2	6	66	44	4
\$250,001 - \$350,000	75	12.52%	59.6	4	18	49	4
\$350,001 and up	65	10.85%	58.5	4	10	37	14
Total Closed Units	599			87	333	157	22
Total Closed Volume	123,163,299	100%	48.0	9.74M	50.95M	49.90M	12.57M
Average Closed Price	\$205,615			\$111,986	\$152,993	\$317,841	\$571,496

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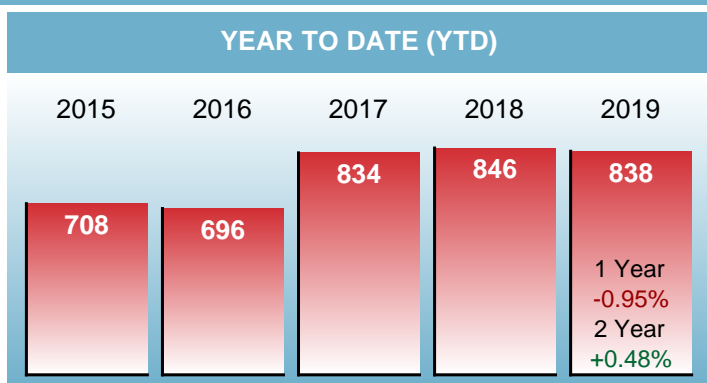
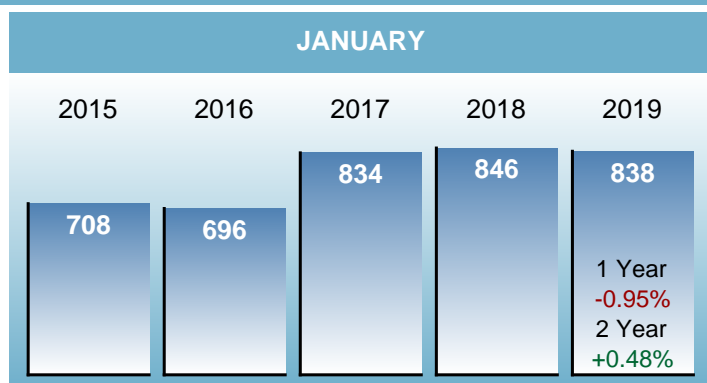
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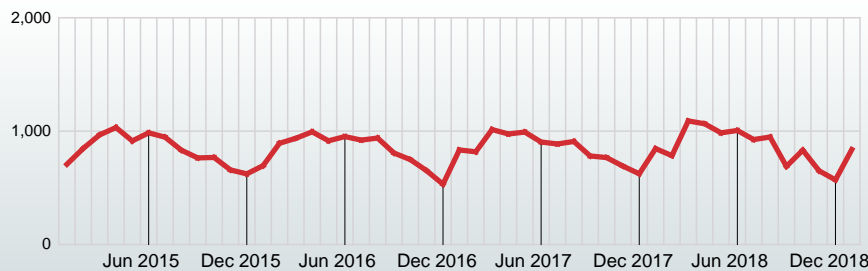
PENDING LISTINGS

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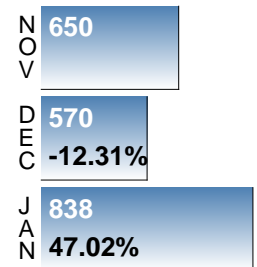


5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 784 **3 MONTHS**



High
Mar 2018 = 1,090
Low
Dec 2016 = 532
Pending Listings
this month at **838**,
above the 5 yr JAN
average of **784**



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	52	6.21%	51.5	28	20	4	0
\$50,001 - \$100,000	116	13.84%	44.6	33	66	14	3
\$100,001 - \$125,000	62	7.40%	51.9	12	45	5	0
\$125,001 - \$175,000	217	25.89%	53.5	20	167	28	2
\$175,001 - \$250,000	202	24.11%	51.8	10	103	84	5
\$250,001 - \$325,000	95	11.34%	69.3	7	29	51	8
\$325,001 and up	94	11.22%	69.1	3	19	48	24
Total Pending Units	838			113	449	234	42
Total Pending Volume	171,802,724	100%	45.7	16.34M	74.68M	62.50M	18.29M
Average Listing Price	\$176,812			\$144,579	\$166,322	\$267,097	\$435,380

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Phone: 918-663-7500

Email: support@mlstechnology.com

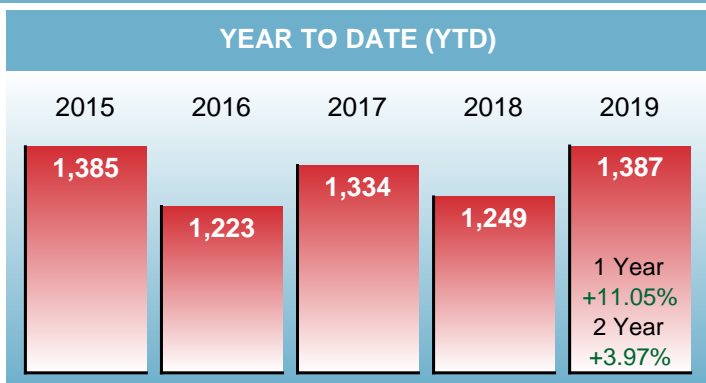
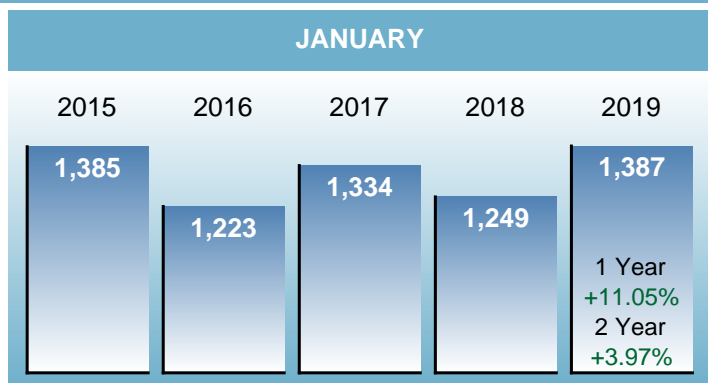
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NEW LISTINGS

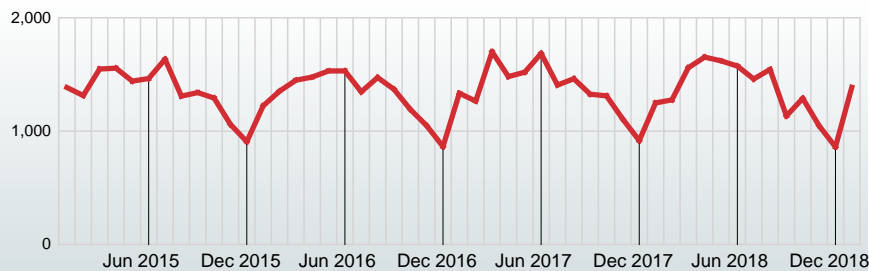
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 1,316

3 MONTHS



High
Mar 2017 = 1,700
Low
Dec 2018 = 861
New Listings
this month at **1,387**,
above the 5 yr JAN
average of **1,316**

N	1,047
O	
V	
D	861
E	-17.77%
C	
J	1,387
A	61.09%
N	

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	90	6.49%	59	29	2	0
\$50,001 - \$100,000	161	11.61%	75	71	13	2
\$100,001 - \$150,000	176	12.69%	33	121	22	0
\$150,001 - \$250,000	424	30.57%	39	250	128	7
\$250,001 - \$350,000	220	15.86%	12	74	120	14
\$350,001 - \$475,000	164	11.82%	10	33	90	31
\$475,001 and up	152	10.96%	37	13	65	37
Total New Listed Units	1,387		265	591	440	91
Total New Listed Volume	401,254,104	100%	73.07M	117.88M	156.43M	53.87M
Average New Listed Listing Price	\$186,844		\$275,717	\$199,467	\$355,529	\$591,989

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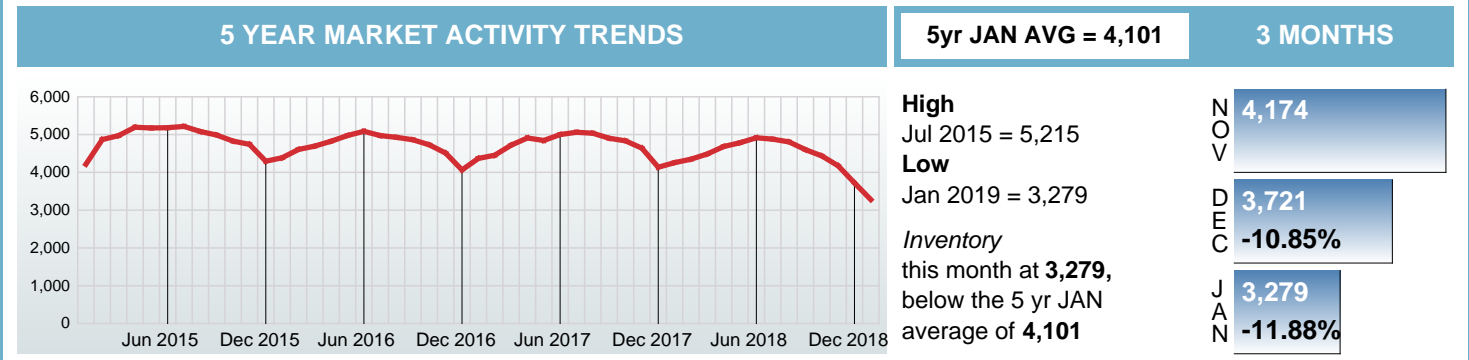
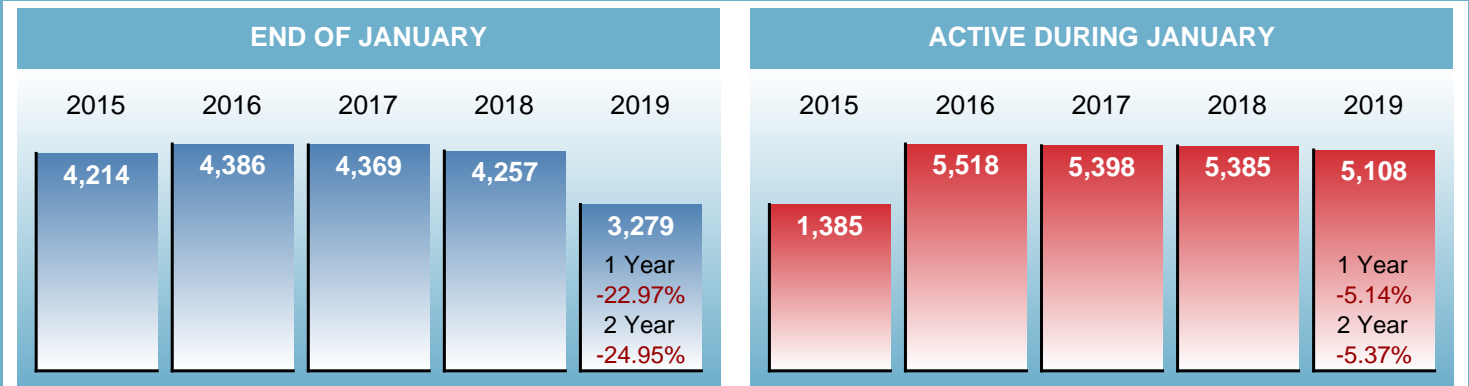
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ACTIVE INVENTORY

Report produced on Feb 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
\$50,000 and less	230	7.01%	91.0	171	52	7	0
\$50,001 - \$100,000	348	10.61%	78.8	216	114	17	1
\$100,001 - \$150,000	448	13.66%	68.5	146	260	42	0
\$150,001 - \$275,000	1,010	30.80%	73.6	150	479	348	33
\$275,001 - \$375,000	490	14.94%	70.2	42	134	263	51
\$375,001 - \$625,000	422	12.87%	70.2	39	69	228	86
\$625,001 and up	331	10.09%	82.3	99	26	101	105
Total Active Inventory by Units	3,279			863	1,134	1,006	276
Total Active Inventory by Volume	1,114,697,604	100%	74.6	290.54M	244.81M	386.65M	192.70M
Average Active Inventory Listing Price	\$339,950			\$336,667	\$215,882	\$384,340	\$698,177

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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR JANUARY					INDICATORS FOR JANUARY 2019				
2015	2016	2017	2018	2019	Inventory	Closed	Absorption	MSI	MSI %
5.3	5.4	5.3	5.1	3.9	3,279	10,210	851	3.9	25.948%
				1 Year -24.51%	End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory
				2 Year -27.35%					

5 YEAR MARKET ACTIVITY TRENDS	5yr JAN AVG = 5.0	3 MONTHS
	<p>High Apr 2015 = 6.5</p> <p>Low Jan 2019 = 3.9</p> <p>Months Supply this month at 3.9, below the 5 yr JAN average of 5.0</p>	<p>N O V 4.8</p> <p>D E C 4.4 -9.82%</p> <p>J A N 3.9 -11.86%</p>

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	230		7.01%	4.5	5.8	2.7	2.8	0.0
\$50,001 - \$100,000	348		10.61%	3.0	5.6	1.6	2.6	2.4
\$100,001 - \$150,000	448		13.66%	2.5	6.8	1.8	2.5	0.0
\$150,001 - \$275,000	1,010		30.80%	3.0	8.8	2.6	2.9	2.8
\$275,001 - \$375,000	490		14.94%	5.3	11.2	5.3	4.9	5.0
\$375,001 - \$625,000	422		12.87%	7.8	19.5	6.6	7.0	9.3
\$625,001 and up	331		10.09%	17.4	108.0	11.6	10.5	16.8
Market Supply of Inventory (MSI)	3.9				7.6	2.5	4.1	6.9
Total Active Inventory by Units	3,279		100%	3.9	863	1,134	1,006	276

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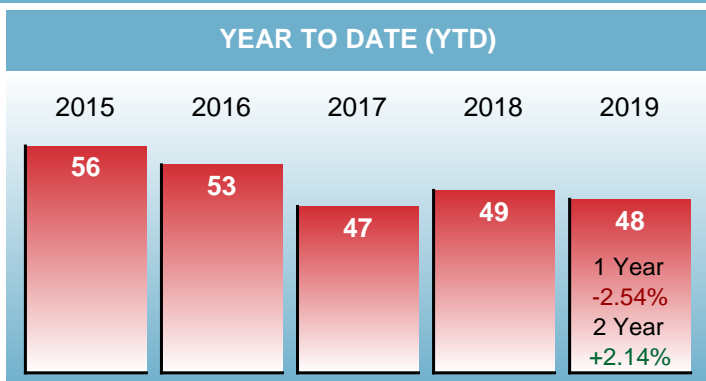
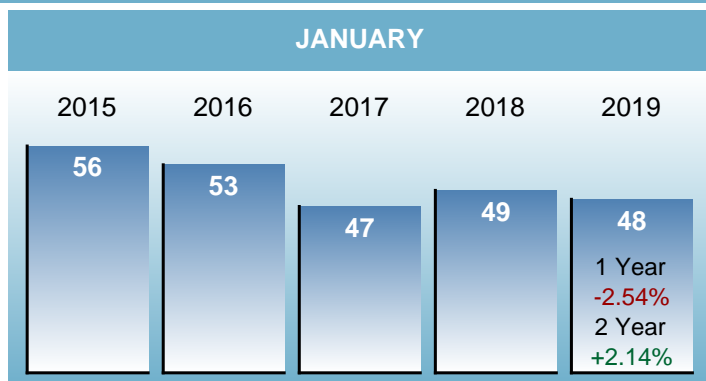
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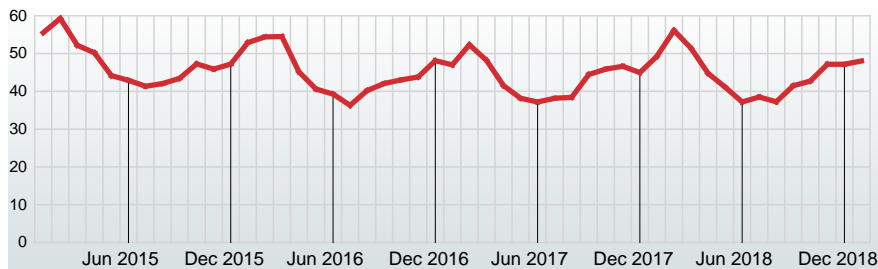


AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 51

3 MONTHS

High
Feb 2015 = 59
Low
Jul 2016 = 36

Average Days on Market this month at **48**, below the 5 yr JAN average of **51**

NOV	47
DEC	47
JAN	48
-0.01%	
1.84%	

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	45	7.51%	46.0	43.3	48.4	53.5	0.0
\$50,001 - \$75,000	52	8.68%	32.6	44.5	26.5	24.8	0.0
\$75,001 - \$125,000	111	18.53%	47.1	51.2	46.1	33.5	0.0
\$125,001 - \$175,000	131	21.87%	40.9	61.8	40.8	35.2	0.0
\$175,001 - \$250,000	120	20.03%	51.2	71.5	50.3	50.1	48.0
\$250,001 - \$350,000	75	12.52%	59.6	48.0	55.6	58.9	98.3
\$350,001 and up	65	10.85%	58.5	51.5	51.5	58.9	64.2
Average Closed DOM	48.0			49.7	44.3	52.3	67.5
Total Closed Units	599			87	333	157	22
Total Closed Volume	123,163,299			9.74M	50.95M	49.90M	12.57M

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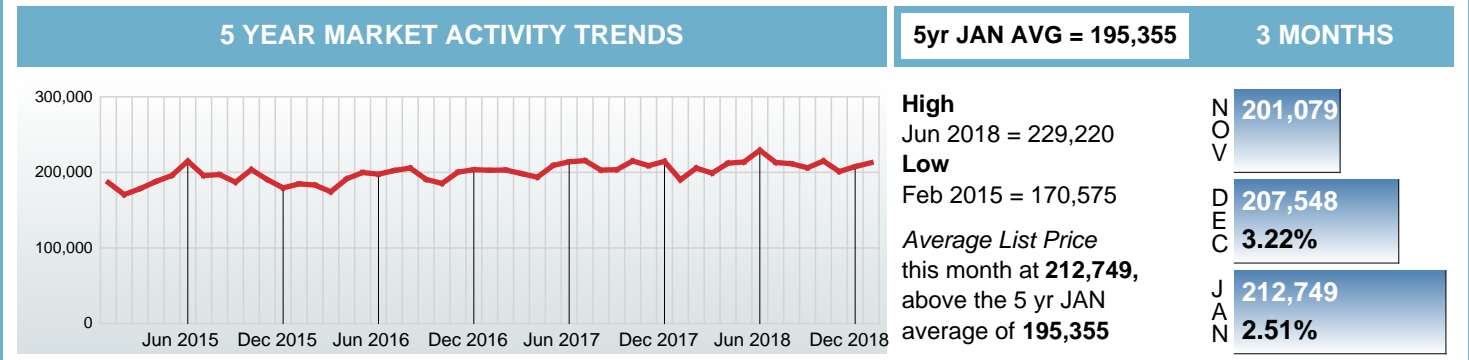
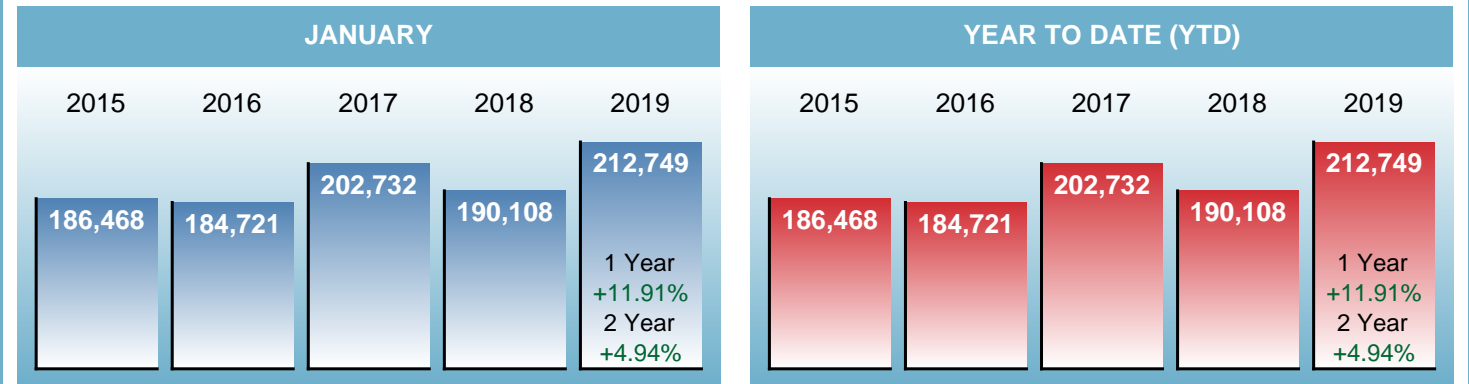
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AVERAGE LIST PRICE AT CLOSING

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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	46	7.68%	33,062	31,687	34,008	33,950	0
\$50,001 - \$75,000	50	8.35%	66,071	69,075	64,460	70,925	0
\$75,001 - \$125,000	107	17.86%	105,006	102,109	107,722	108,250	0
\$125,001 - \$175,000	129	21.54%	152,611	149,300	154,579	157,747	0
\$175,001 - \$250,000	123	20.53%	212,552	244,483	214,655	214,531	219,450
\$250,001 - \$350,000	77	12.85%	293,039	302,375	293,850	298,213	282,100
\$350,001 and up	67	11.19%	641,519	573,250	487,380	646,749	794,343
Average List Price			212,749	120,600	156,969	328,323	596,682
Total Closed Units			599	87	333	157	22
Total Closed Volume			127,436,563	10.49M	52.27M	51.55M	13.13M

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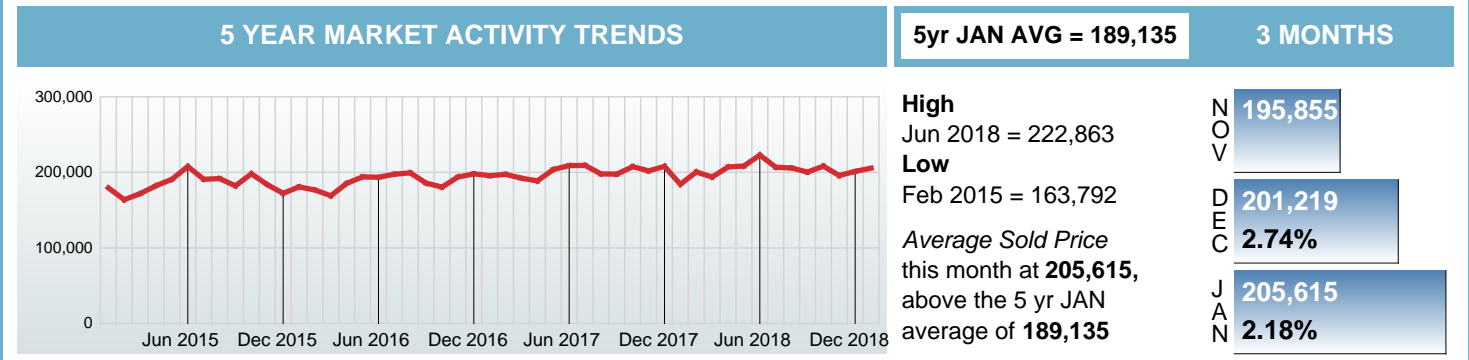
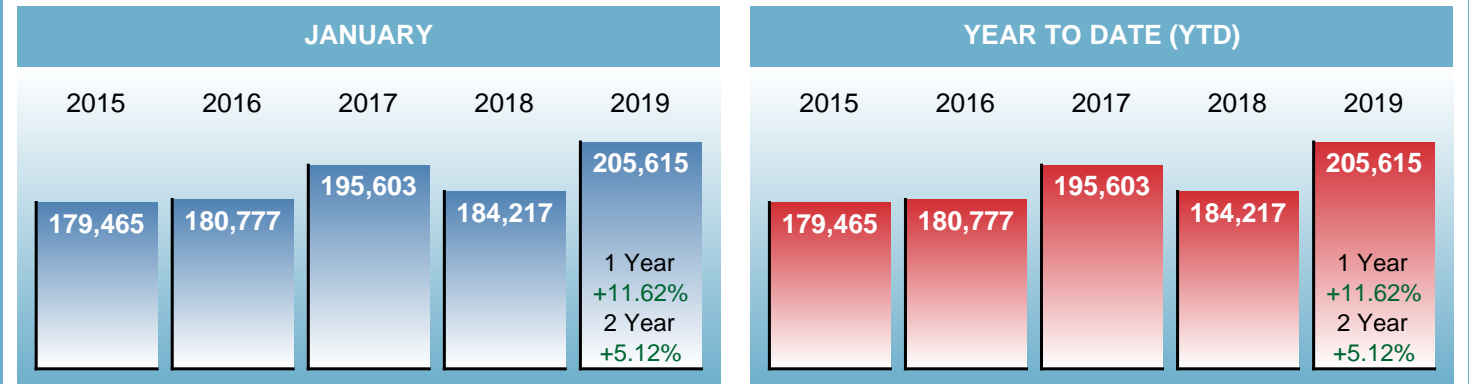
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AVERAGE SOLD PRICE AT CLOSING

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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	45	7.51%	30,639	29,249	32,328	29,750	0
\$50,001 - \$75,000	52	8.68%	63,525	63,857	62,709	68,150	0
\$75,001 - \$125,000	111	18.53%	102,086	95,488	104,041	106,750	0
\$125,001 - \$175,000	131	21.87%	151,833	145,400	151,498	155,734	0
\$175,001 - \$250,000	120	20.03%	211,675	232,667	210,380	210,731	211,950
\$250,001 - \$350,000	75	12.52%	289,699	276,125	286,566	292,803	279,350
\$350,001 and up	65	10.85%	617,401	516,250	468,140	615,593	757,694
Average Sold Price			205,615	111,986	152,993	317,841	571,496
Total Closed Units		100%	205,615	87	333	157	22
Total Closed Volume			123,163,299	9.74M	50.95M	49.90M	12.57M

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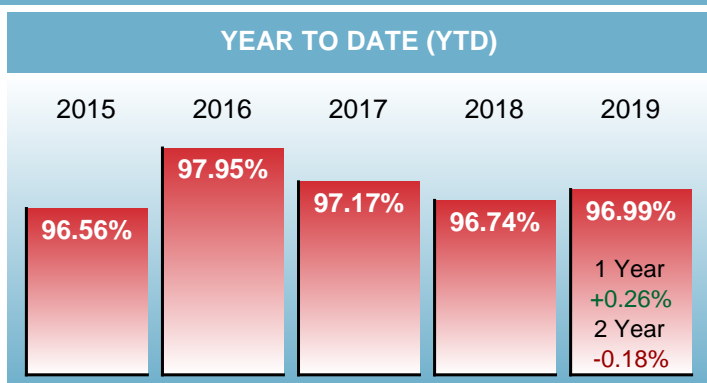
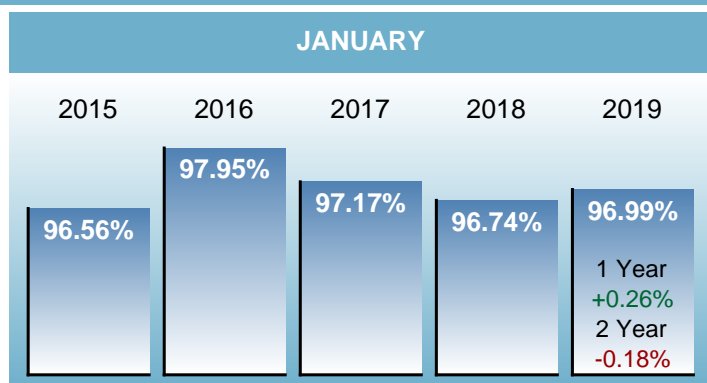
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

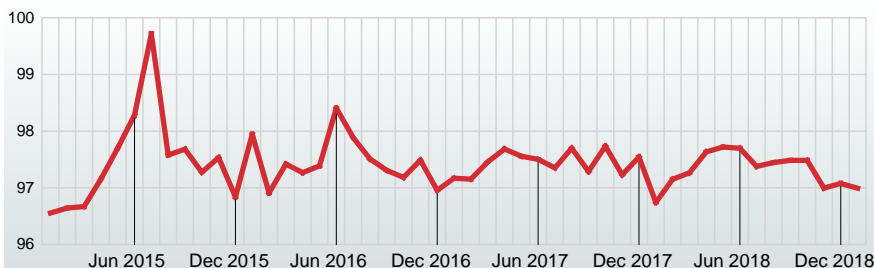
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 97.08%

3 MONTHS



High
Jul 2015 = 99.72%

Low
Jan 2015 = 96.56%

Average Sold/List Ratio this month at **96.99%**, equal to 5 yr JAN average of **97.08%**

NOV 97.00%

DEC 97.08%
0.08%

JAN 96.99%
-0.09%

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	45	7.51%	93.33%	92.51%	94.95%	86.67%	0.00%
\$50,001 - \$75,000	52	8.68%	96.03%	92.76%	97.86%	97.09%	0.00%
\$75,001 - \$125,000	111	18.53%	96.20%	94.03%	96.81%	98.73%	0.00%
\$125,001 - \$175,000	131	21.87%	98.17%	97.80%	98.05%	98.96%	0.00%
\$175,001 - \$250,000	120	20.03%	98.06%	95.39%	98.19%	98.35%	96.72%
\$250,001 - \$350,000	75	12.52%	97.88%	92.33%	97.83%	98.26%	99.04%
\$350,001 and up	65	10.85%	96.28%	92.89%	96.39%	96.52%	96.52%
Average Sold/List Ratio			97.00%	93.59%	97.51%	97.79%	97.01%
Total Closed Units	599	100%	97.00%	87	333	157	22
Total Closed Volume	123,163,299			9.74M	50.95M	49.90M	12.57M

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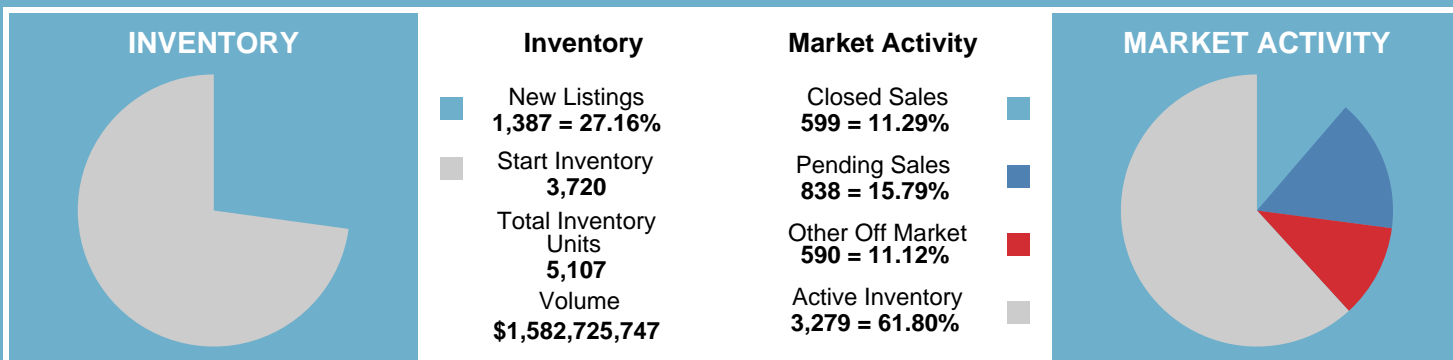
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MARKET SUMMARY

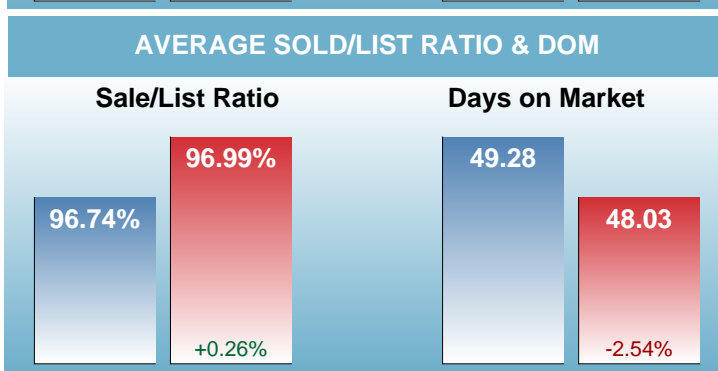
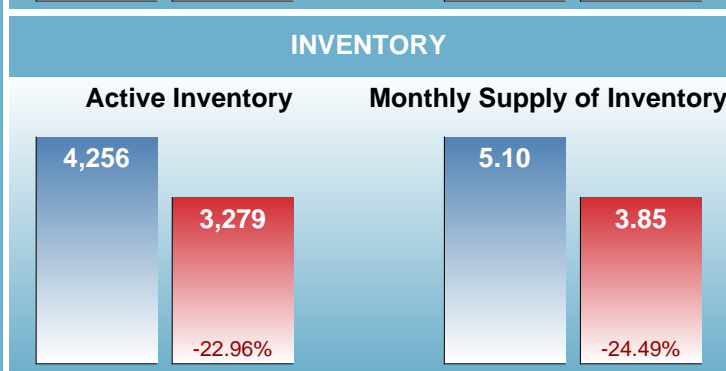
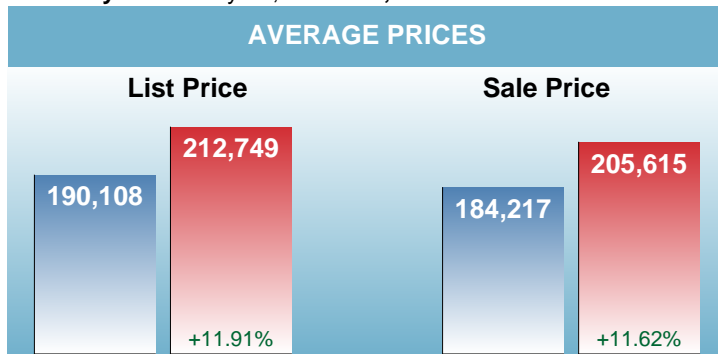
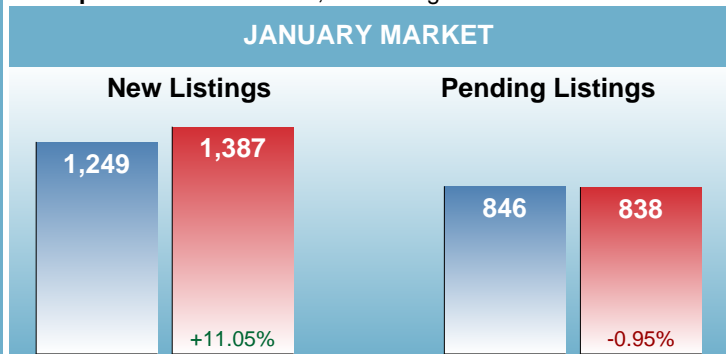
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	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	601	599	-0.33%	601	599	-0.33%
Pending Sales	846	838	-0.95%	846	838	-0.95%
New Listings	1,249	1,387	11.05%	1,249	1,387	11.05%
Average List Price	190,108	212,749	11.91%	190,108	212,749	11.91%
Average Sale Price	184,217	205,615	11.62%	184,217	205,615	11.62%
Average Percent of Selling Price to List Price	96.74%	96.99%	0.26%	96.74%	96.99%	0.26%
Average Days on Market to Sale	49.28	48.03	-2.54%	49.28	48.03	-2.54%
Monthly Inventory	4,256	3,279	-22.96%	4,256	3,279	-22.96%
Months Supply of Inventory	5.10	3.85	-24.49%	5.10	3.85	-24.49%

Absorption: Last 12 months, an Average of **851** Sales/Month

Inventory on January 31, 2019 = 3,279 2018 2019



Ready to Buy or Sell Real Estate?

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