



January 2019

Area Delimited by County Of Tulsa

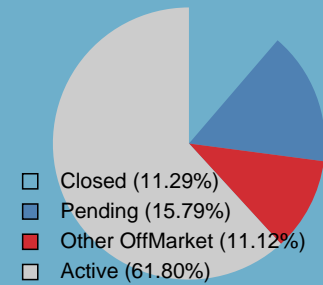


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	162,500	164,955	1.51%
Median Sale Price	160,000	160,000	0.00%
Median Percent of List Price to Selling Price	97.91%	98.21%	0.31%
Median Days on Market to Sale	34.00	31.00	-8.82%
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.

Median Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Median Price this month. Prices varied by **0.00%** in January 2019 to \$160,000 versus the previous year at \$160,000.

Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 3.00 days or **8.82%** in January 2019 compared to last year's same month at **34.00** DOM.

Sales Success for January 2019 is Positive

Overall, with Median 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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Visit www.tulsarealtors.com to find a REALTOR® today.



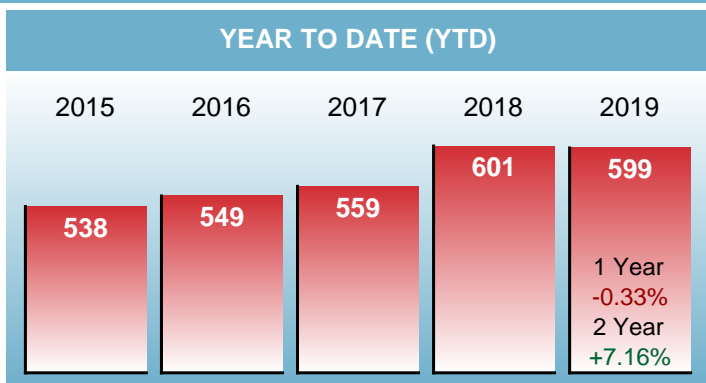
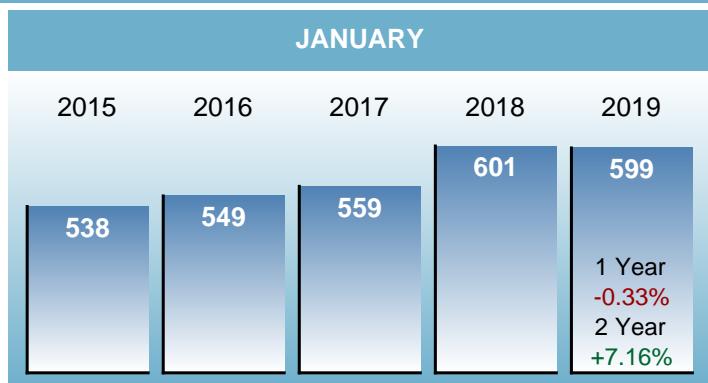
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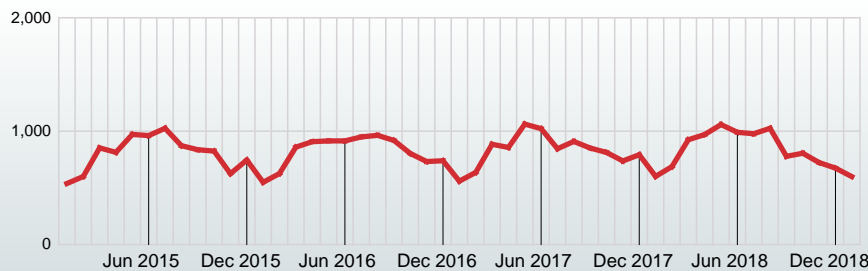
CLOSED LISTINGS

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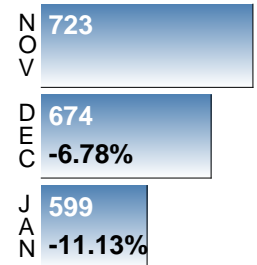


5 YEAR MARKET ACTIVITY TRENDS

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**



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	45	7.51%	30.0	23	20	2	0
\$50,001 - \$75,000	52	8.68%	20.0	18	30	4	0
\$75,001 - \$125,000	111	18.53%	28.0	26	83	2	0
\$125,001 - \$175,000	131	21.87%	26.0	6	106	19	0
\$175,001 - \$250,000	120	20.03%	36.5	6	66	44	4
\$250,001 - \$350,000	75	12.52%	53.0	4	18	49	4
\$350,001 and up	65	10.85%	49.0	4	10	37	14
Total Closed Units	599			87	333	157	22
Total Closed Volume	123,163,299	100%	31.0	9.74M	50.95M	49.90M	12.57M
Median Closed Price	\$160,000			\$80,000	\$142,000	\$267,500	\$463,500

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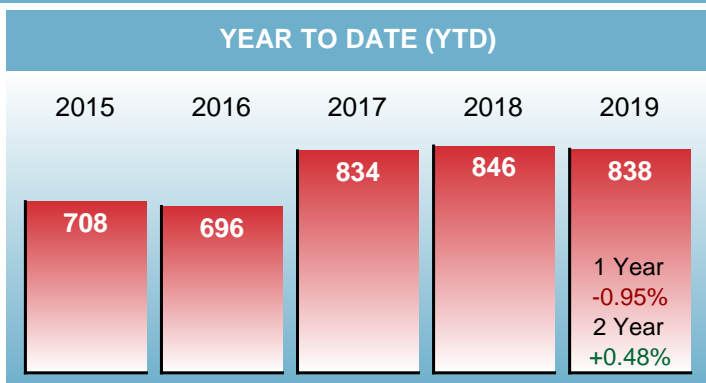
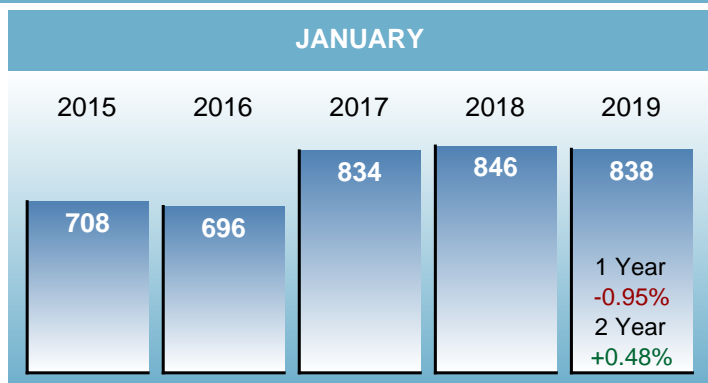
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PENDING LISTINGS

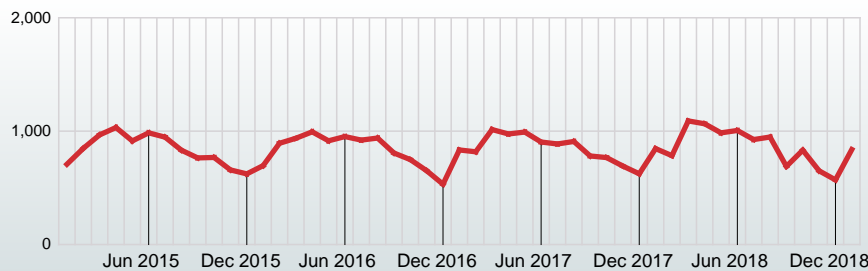
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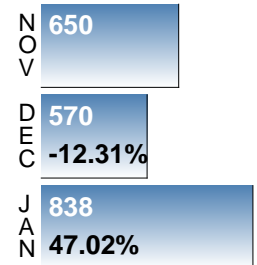
5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	52	6.21%	35.0	28	20	4	0
\$50,001 - \$100,000	116	13.84%	28.0	33	66	14	3
\$100,001 - \$125,000	62	7.40%	37.0	12	45	5	0
\$125,001 - \$175,000	217	25.89%	38.0	20	167	28	2
\$175,001 - \$250,000	202	24.11%	32.5	10	103	84	5
\$250,001 - \$325,000	95	11.34%	59.0	7	29	51	8
\$325,001 and up	94	11.22%	64.5	3	19	48	24
Total Pending Units	838			113	449	234	42
Total Pending Volume	171,802,724	100%	38.5	16.34M	74.68M	62.50M	18.29M
Median Listing Price	\$169,900			\$87,500	\$154,900	\$233,450	\$357,500

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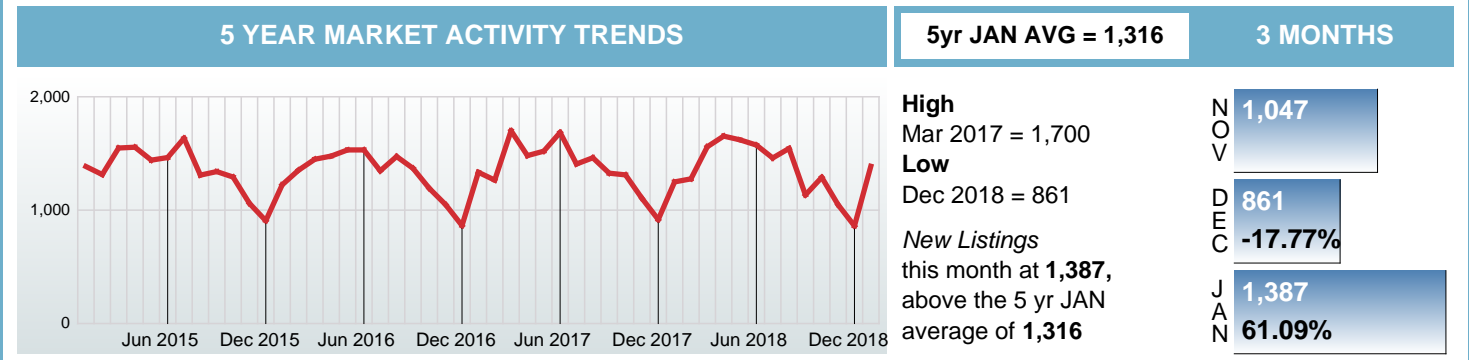
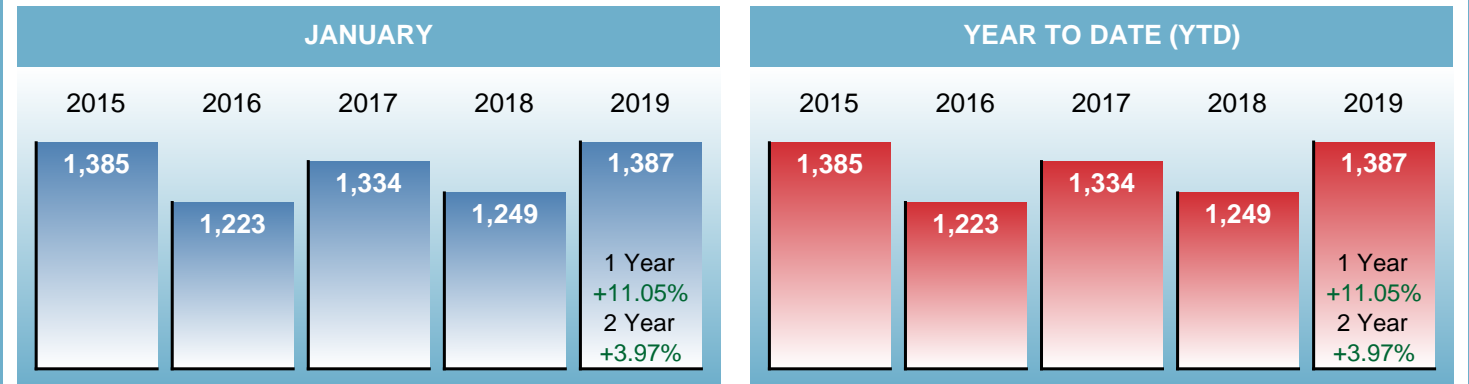
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NEW LISTINGS

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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
\$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
Median New Listed Listing Price	\$204,900		\$95,000	\$169,500	\$299,500	\$449,000

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

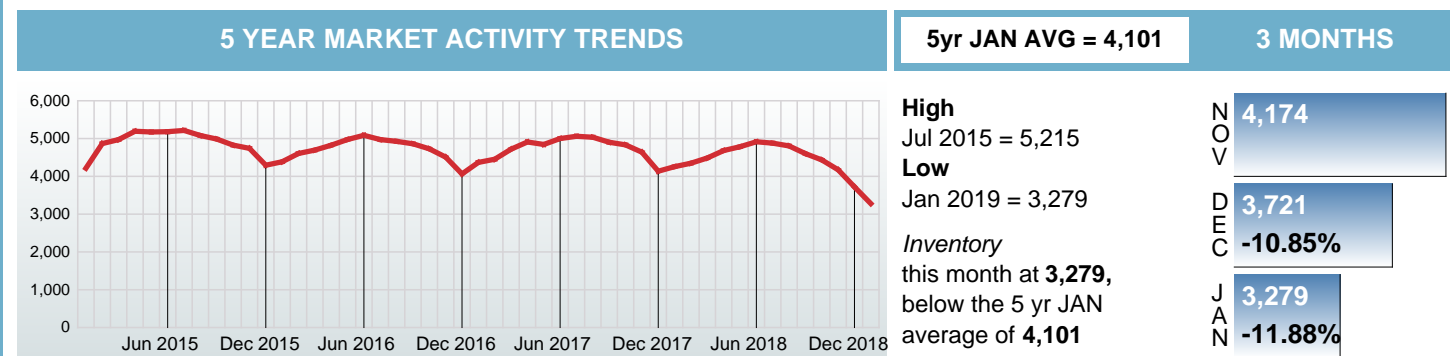
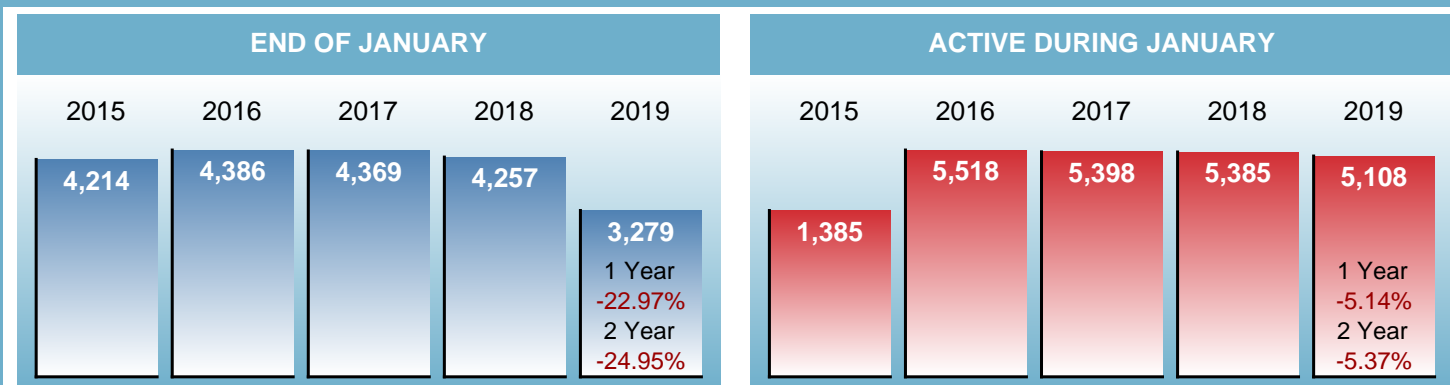
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ACTIVE INVENTORY

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	230	7.01%	69.5	171	52	7	0
\$50,001 - \$100,000	348	10.61%	61.0	216	114	17	1
\$100,001 - \$150,000	448	13.66%	56.0	146	260	42	0
\$150,001 - \$275,000	1,010	30.80%	65.5	150	479	348	33
\$275,001 - \$375,000	490	14.94%	61.0	42	134	263	51
\$375,001 - \$625,000	422	12.87%	62.0	39	69	228	86
\$625,001 and up	331	10.09%	80.0	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%	64.0	290.54M	244.81M	386.65M	192.70M
Median Active Inventory Listing Price	\$219,900			\$125,000	\$172,750	\$310,000	\$487,000

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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				
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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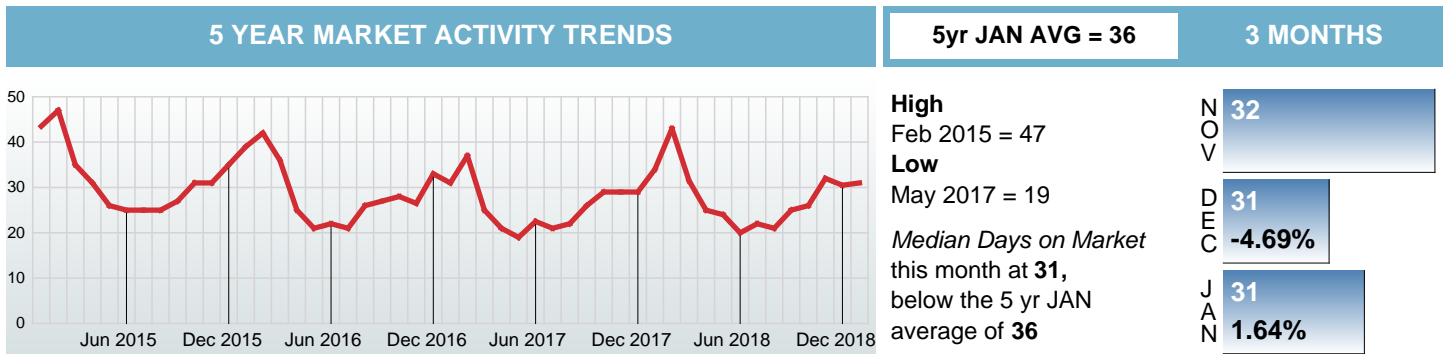
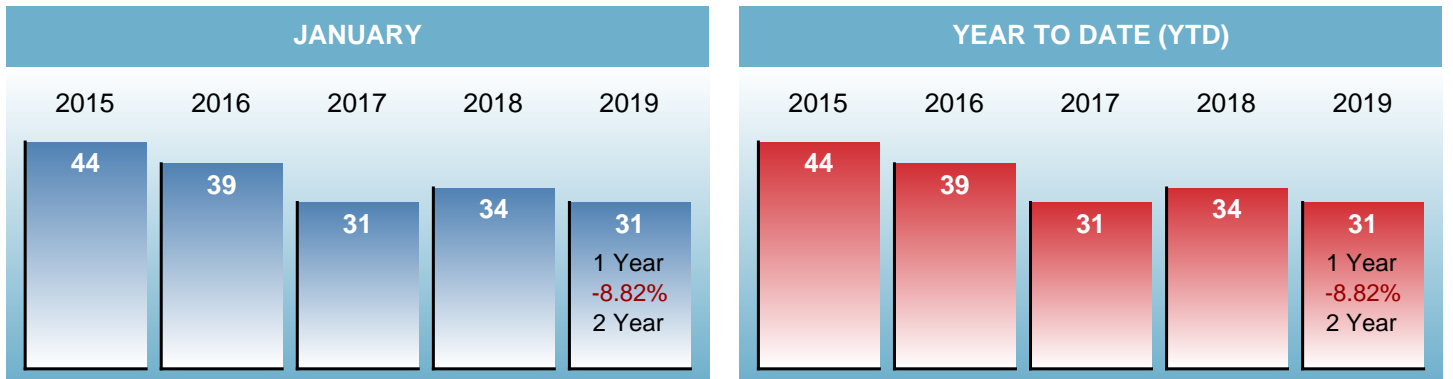
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MEDIAN DAYS ON MARKET TO SALE

Report produced on Feb 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	45	7.51%	30.0	34.0	28.5	53.5	0.0
\$50,001 - \$75,000	52	8.68%	20.0	24.0	19.0	10.5	0.0
\$75,001 - \$125,000	111	18.53%	28.0	54.0	27.0	33.5	0.0
\$125,001 - \$175,000	131	21.87%	26.0	56.0	25.5	23.0	0.0
\$175,001 - \$250,000	120	20.03%	36.5	72.0	39.0	33.5	47.5
\$250,001 - \$350,000	75	12.52%	53.0	43.0	45.5	52.0	99.0
\$350,001 and up	65	10.85%	49.0	45.5	40.5	51.0	43.5
Median Closed DOM	31.0			34.0	28.0	38.0	62.5
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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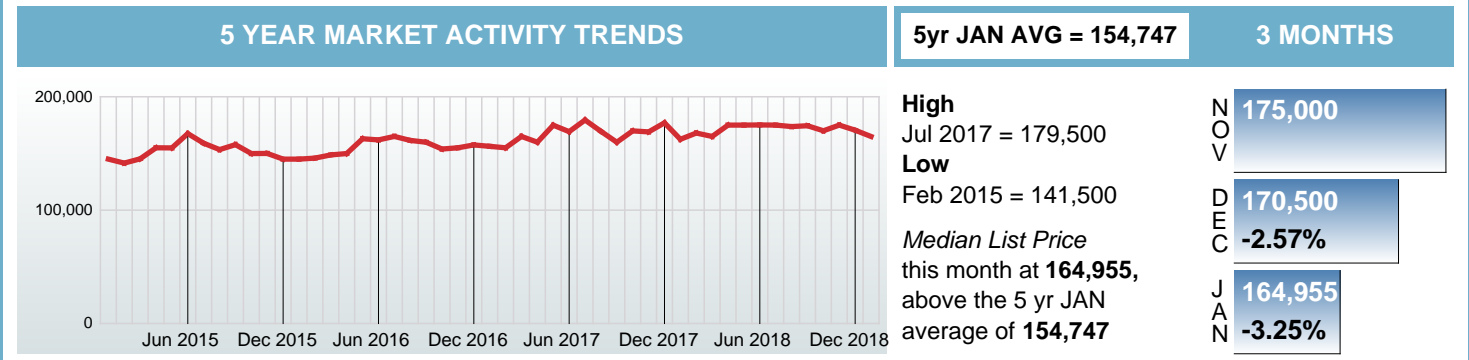
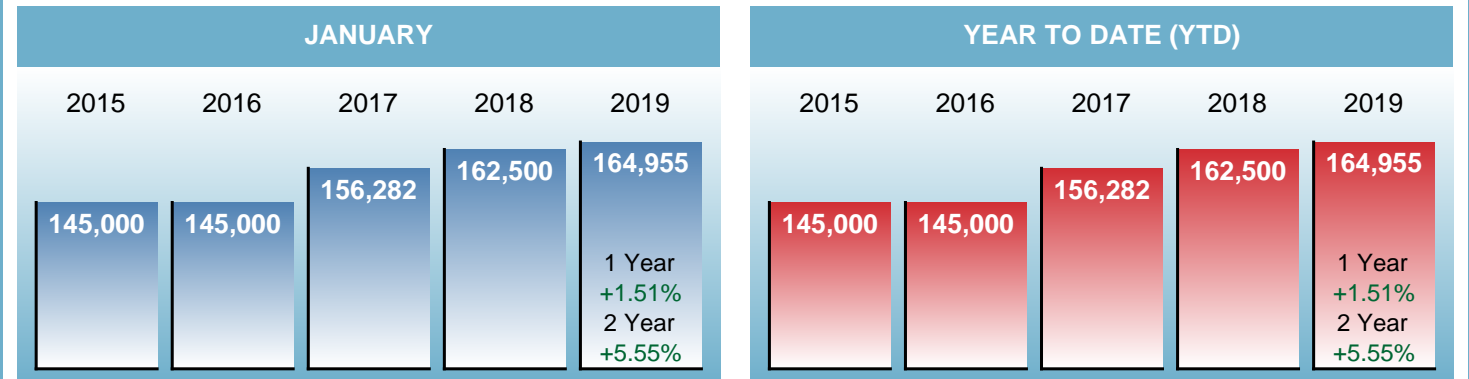
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MEDIAN LIST PRICE AT CLOSING

Report produced on Feb 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	46	7.68%	33,800	31,400	36,000	38,000	0
\$50,001 - \$75,000	50	8.35%	66,250	67,500	65,000	72,750	0
\$75,001 - \$125,000	107	17.86%	105,000	95,000	109,000	98,500	0
\$125,001 - \$175,000	129	21.54%	154,000	139,900	150,000	164,200	0
\$175,001 - \$250,000	123	20.53%	215,000	237,450	205,000	219,000	224,450
\$250,001 - \$350,000	77	12.85%	289,214	275,000	279,900	298,900	277,200
\$350,001 and up	67	11.19%	525,000	415,000	440,000	529,500	632,450
Median List Price			164,955	82,500	145,500	273,230	465,000
Total Closed Units		100%	164,955	87	333	157	22
Total Closed Volume			127,436,563	10.49M	52.27M	51.55M	13.13M

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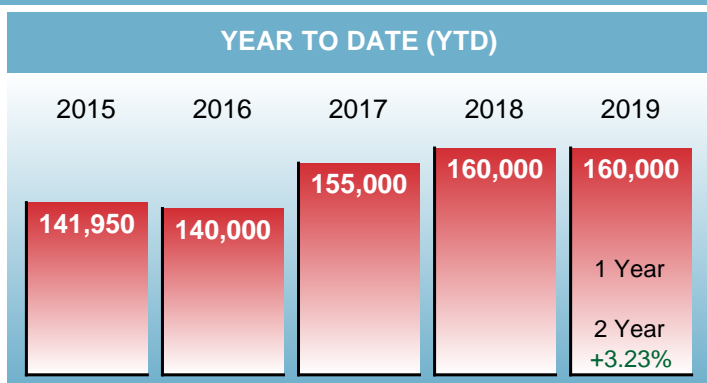
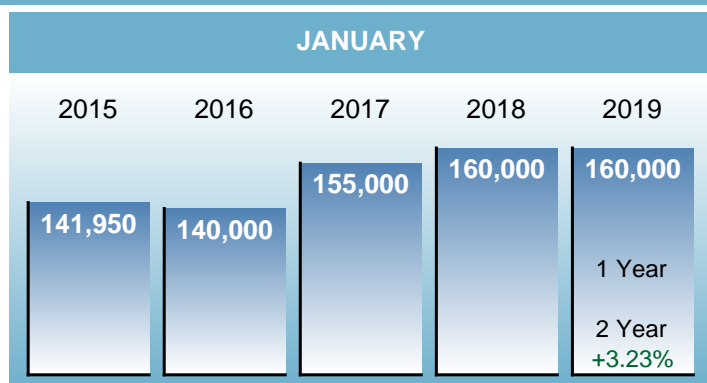
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MEDIAN SOLD PRICE AT CLOSING

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5yr JAN AVG = 151,390

3 MONTHS

High
Jul 2017 = 175,000

Low
Feb 2015 = 137,127

Median Sold Price
this month at **160,000**,
above the 5 yr JAN
average of **151,390**

NOV 174,000

DEC 169,700
-2.47%

JAN 160,000
-5.72%

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	45	7.51%	31,600	28,700	33,950	29,750	0
\$50,001 - \$75,000	52	8.68%	63,250	62,250	63,250	73,500	0
\$75,001 - \$125,000	111	18.53%	103,500	91,500	105,000	106,750	0
\$125,001 - \$175,000	131	21.87%	153,000	142,500	153,500	158,000	0
\$175,001 - \$250,000	120	20.03%	211,750	232,000	206,330	211,250	209,450
\$250,001 - \$350,000	75	12.52%	289,000	274,750	274,750	289,900	274,700
\$350,001 and up	65	10.85%	520,000	495,000	436,250	520,000	624,018
Median Sold Price	160,000			80,000	142,000	267,500	463,500
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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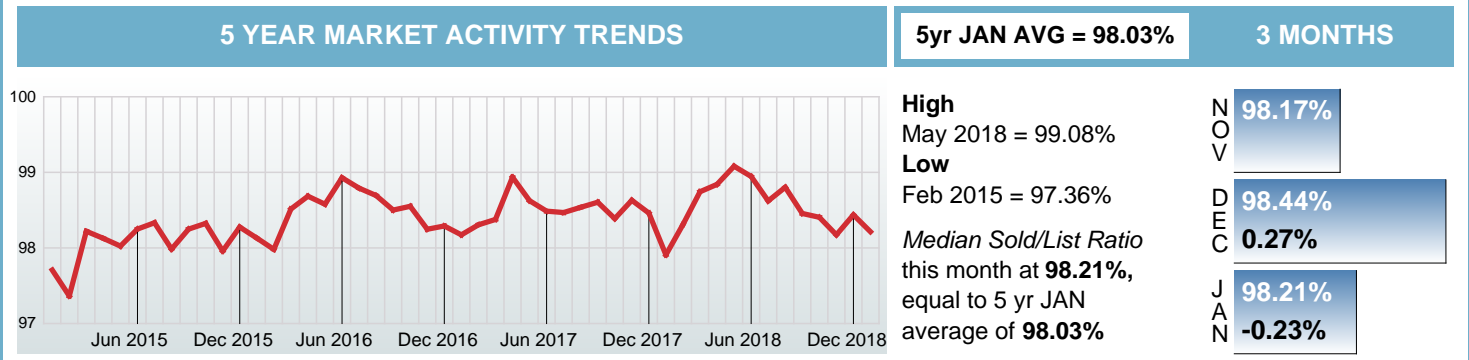
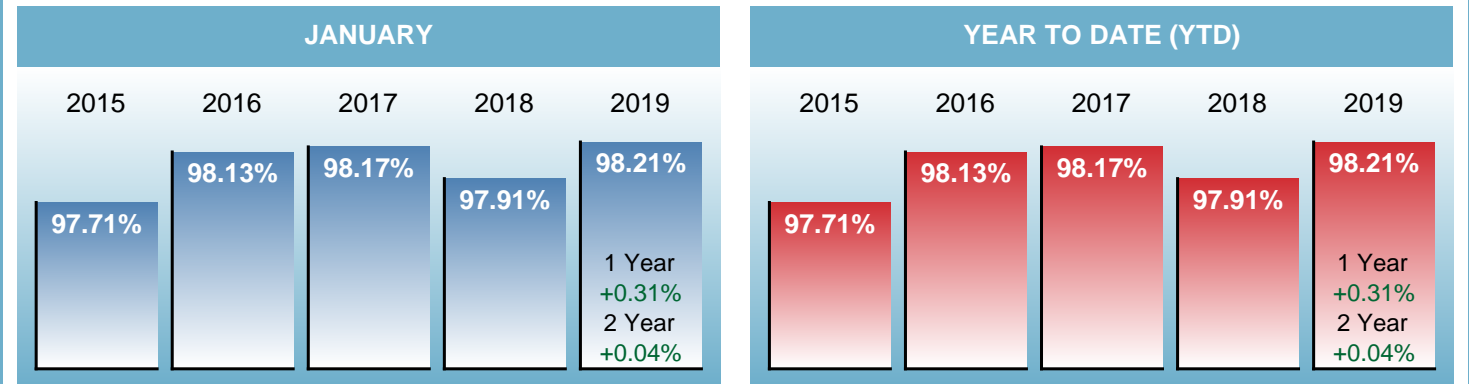
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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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	45	7.51%	94.44%	94.59%	94.04%	86.67%	0.00%
\$50,001 - \$75,000	52	8.68%	96.34%	92.93%	96.34%	100.60%	0.00%
\$75,001 - \$125,000	111	18.53%	97.15%	96.44%	97.01%	98.73%	0.00%
\$125,001 - \$175,000	131	21.87%	99.26%	98.29%	99.17%	100.00%	0.00%
\$175,001 - \$250,000	120	20.03%	99.00%	96.84%	99.75%	98.54%	97.58%
\$250,001 - \$350,000	75	12.52%	98.55%	94.67%	99.93%	98.31%	98.98%
\$350,001 and up	65	10.85%	97.38%	97.11%	97.72%	97.50%	95.82%
Median Sold/List Ratio			98.21%	95.43%	98.43%	98.25%	97.61%
Total Closed Units		100%	98.21%	87	333	157	22
Total Closed Volume				9.74M	50.95M	49.90M	12.57M

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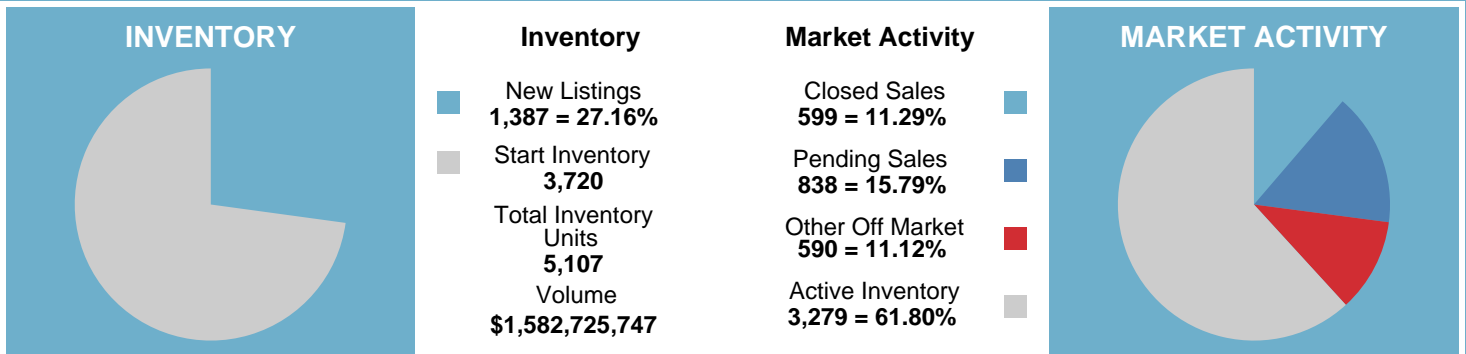
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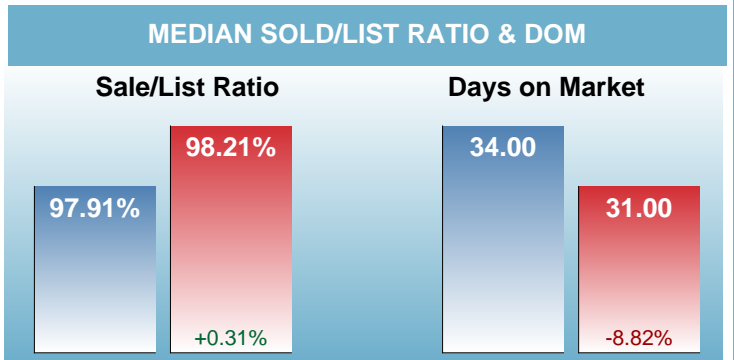
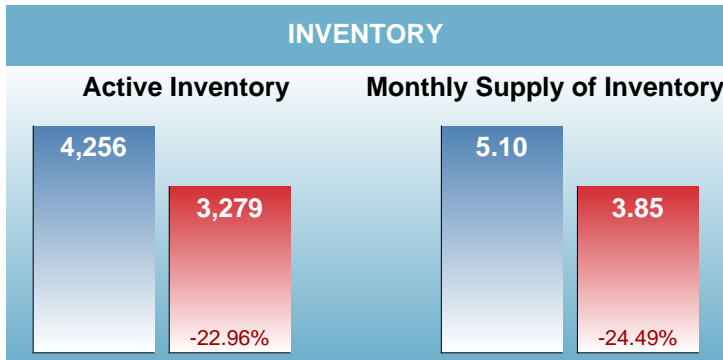
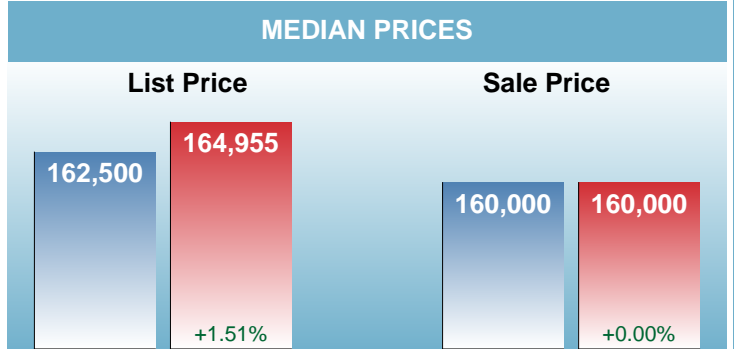
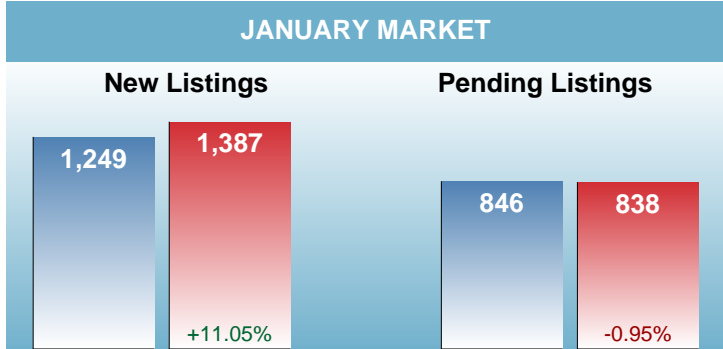
MARKET SUMMARY

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Median List Price	162,500	164,955	1.51%	162,500	164,955	1.51%
Median Sale Price	160,000	160,000	0.00%	160,000	160,000	0.00%
Median Percent of Selling Price to List Price	97.91%	98.21%	0.31%	97.91%	98.21%	0.31%
Median Days on Market to Sale	34.00	31.00	-8.82%	34.00	31.00	-8.82%
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**



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