

March 2019

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

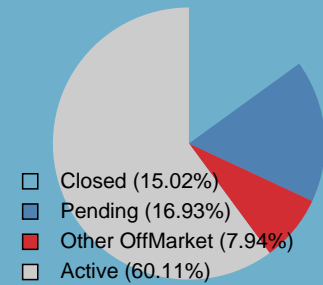


MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | March | | |
|--|---------|---------|---------|
| | 2018 | 2019 | +/-% |
| Closed Listings | 1,465 | 1,460 | -0.34% |
| Pending Listings | 1,556 | 1,645 | 5.72% |
| New Listings | 2,528 | 2,332 | -7.75% |
| Average List Price | 179,785 | 174,900 | -2.72% |
| Average Sale Price | 173,794 | 170,125 | -2.11% |
| Average Percent of List Price to Selling Price | 97.05% | 97.59% | 0.56% |
| Average Days on Market to Sale | 52.14 | 47.41 | -9.06% |
| End of Month Inventory | 7,798 | 5,842 | -25.08% |
| Months Supply of Inventory | 5.77 | 4.22 | -26.78% |

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,383** Sales/Month
Active Inventory as of March 31, 2019 = **5,842**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **25.08%** to 5,842 existing homes available for sale. Over the last 12 months this area has had an average of 1,383 closed sales per month. This represents an unsold inventory index of **4.22** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **2.11%** in March 2019 to \$170,125 versus the previous year at \$173,794.

Average Days on Market Shortens

The average number of **47.41** days that homes spent on the market before selling decreased by 4.72 days or **9.06%** in March 2019 compared to last year's same month at **52.14** DOM.

Sales Success for March 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 2,332 New Listings in March 2019, down **7.75%** from last year at 2,528. Furthermore, there were 1,460 Closed Listings this month versus last year at 1,465, a **-0.34%** decrease.

Closed versus Listed trends yielded a **62.6%** ratio, up from previous year's, March 2018, at **58.0%**, a **8.03%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

| | |
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| Closed Listings | 1 |
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| Inventory | 4 |
| Months Supply of Inventory | 5 |
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| Average Sale Price at Closing | 8 |
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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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

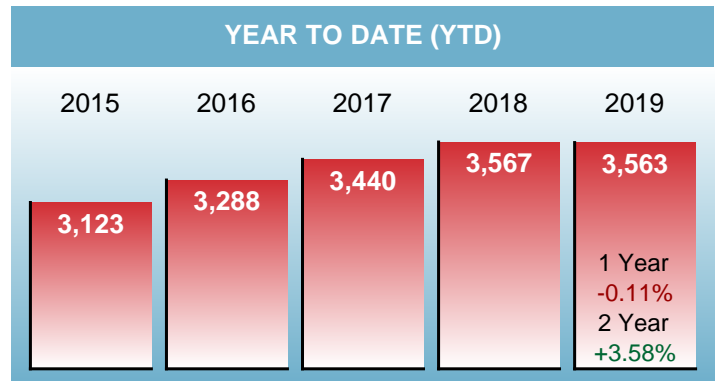
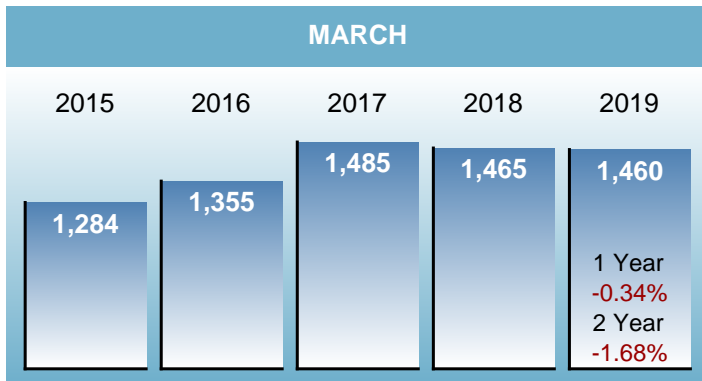
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CLOSED LISTINGS

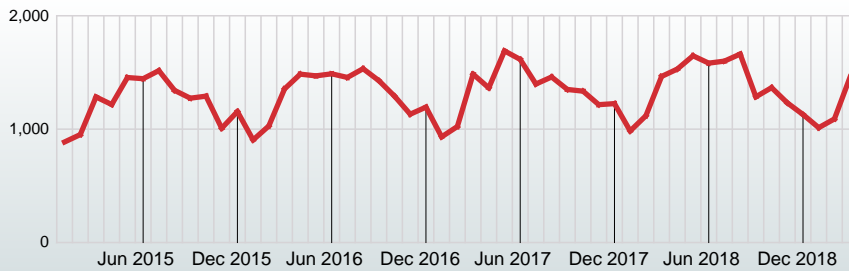
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 1,410

3 MONTHS



High
May 2017 = 1,690
Low
Jan 2015 = 887
Closed Listings
this month at **1,460**,
above the 5 yr MAR
average of **1,410**

| | |
|---------------|-------|
| JAN | 1,013 |
| FEB | 1,090 |
| MAR | 1,460 |
| 7.60% | |
| 33.94% | |

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$0 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1-\$75,000 | 331 | 22.67% | 41.5 | 134 | 160 | 34 | 3 |
| \$75,001-\$125,000 | 227 | 15.55% | 44.4 | 58 | 142 | 25 | 2 |
| \$125,001-\$175,000 | 358 | 24.52% | 43.7 | 39 | 270 | 45 | 4 |
| \$175,001-\$225,000 | 214 | 14.66% | 49.0 | 9 | 117 | 81 | 7 |
| \$225,001-\$300,000 | 159 | 10.89% | 52.6 | 7 | 62 | 86 | 4 |
| \$300,001 and up | 171 | 11.71% | 63.6 | 14 | 40 | 88 | 29 |
| Total Closed Units | 1,460 | | | 261 | 791 | 359 | 49 |
| Total Closed Volume | 248,382,563 | 100% | 47.4 | 29.46M | 114.52M | 86.90M | 17.50M |
| Average Closed Price | \$170,125 | | | \$112,878 | \$144,782 | \$242,048 | \$357,219 |

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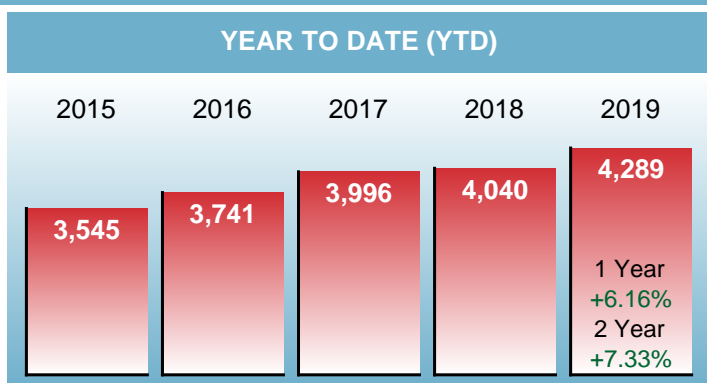
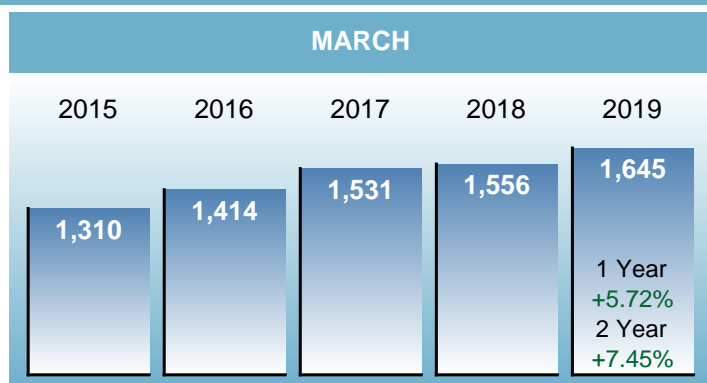
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PENDING LISTINGS

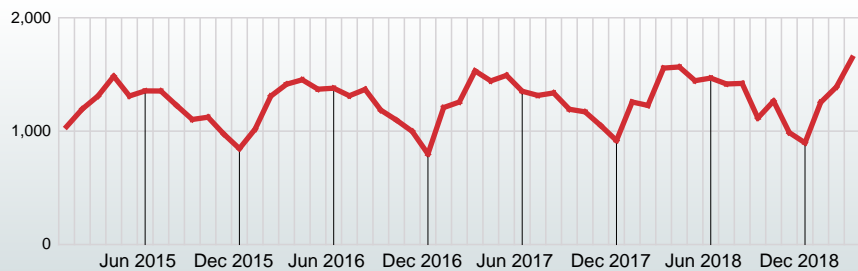
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 1,491

3 MONTHS



High
Mar 2019 = 1,645
Low
Dec 2016 = 799
Pending Listings
this month at **1,645**,
above the 5 yr MAR
average of **1,491**

| | |
|---------------|-------|
| JAN | 1,254 |
| FEB | 1,390 |
| MAR | 1,645 |
| 10.85% | |
| 18.35% | |

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 80 | 4.86% | 40.6 | 38 | 36 | 5 | 1 |
| \$25,001 - \$75,000 | 190 | 11.55% | 63.6 | 112 | 66 | 11 | 1 |
| \$75,001 - \$125,000 | 266 | 16.17% | 44.7 | 68 | 178 | 20 | 0 |
| \$125,001 - \$175,000 | 377 | 22.92% | 38.2 | 33 | 283 | 54 | 7 |
| \$175,001 - \$250,000 | 352 | 21.40% | 44.1 | 23 | 188 | 131 | 10 |
| \$250,001 - \$325,000 | 192 | 11.67% | 49.4 | 11 | 62 | 105 | 14 |
| \$325,001 and up | 188 | 11.43% | 48.6 | 12 | 45 | 103 | 28 |
| Total Pending Units | 1,645 | | | 297 | 858 | 429 | 61 |
| Total Pending Volume | 317,008,829 | 100% | 38.6 | 34.04M | 140.06M | 118.55M | 24.35M |
| Average Listing Price | \$171,478 | | | \$114,611 | \$163,245 | \$276,347 | \$399,220 |

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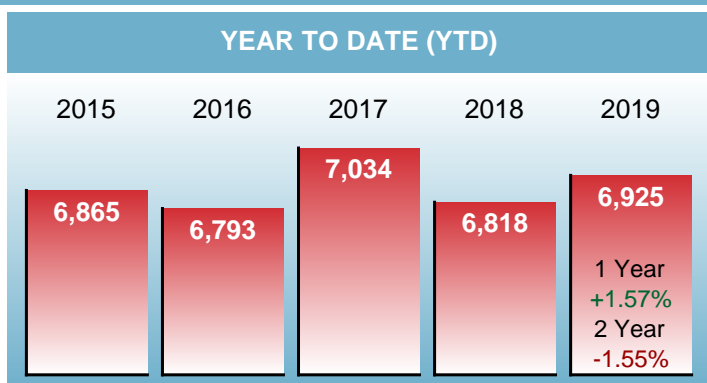
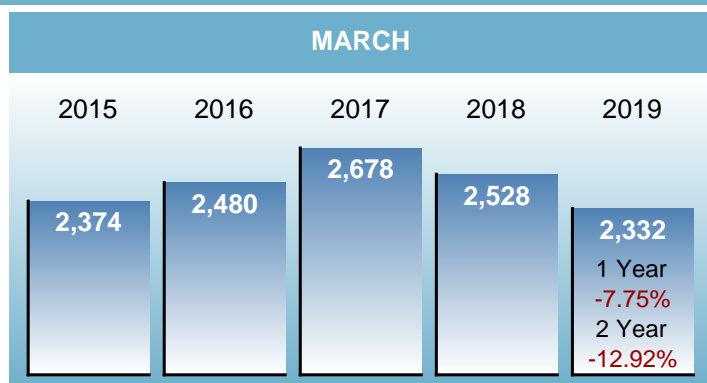
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NEW LISTINGS

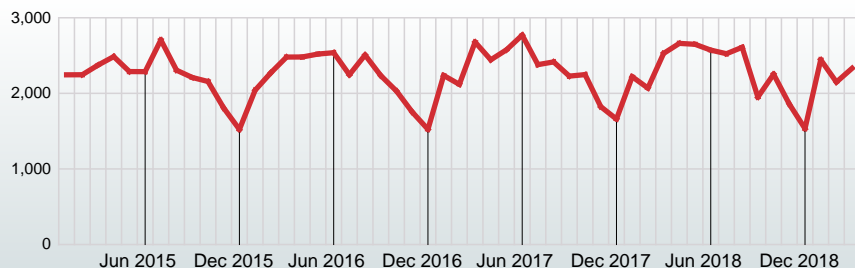
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 2,478

3 MONTHS



High
Jun 2017 = 2,770
Low
Dec 2015 = 1,523
New Listings
this month at **2,332**,
below the 5 yr MAR
average of **2,478**

| | |
|-----|------------------|
| JAN | 2,444 |
| FEB | 2,149 -12.07% |
| MAR | 2,332 8.52% |

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|--------|------------------|------------------|------------------|------------------|
| \$20,000 and less | 197 | 8.45% | 67 | 97 | 30 | 3 |
| \$20,001 - \$80,000 | 280 | 12.01% | 174 | 88 | 18 | 0 |
| \$80,001 - \$140,000 | 372 | 15.95% | 103 | 236 | 30 | 3 |
| \$140,001 - \$220,000 | 579 | 24.83% | 68 | 366 | 138 | 7 |
| \$220,001 - \$310,000 | 369 | 15.82% | 38 | 140 | 168 | 23 |
| \$310,001 - \$470,000 | 296 | 12.69% | 29 | 61 | 156 | 50 |
| \$470,001 and up | 239 | 10.25% | 47 | 31 | 95 | 66 |
| Total New Listed Units | 2,332 | | 526 | 1,019 | 635 | 152 |
| Total New Listed Volume | 571,000,000 | 100% | 98.46M | 179.87M | 207.97M | 84.70M |
| Average New Listed Listing Price | \$109,844 | | \$187,181 | \$176,517 | \$327,510 | \$557,260 |

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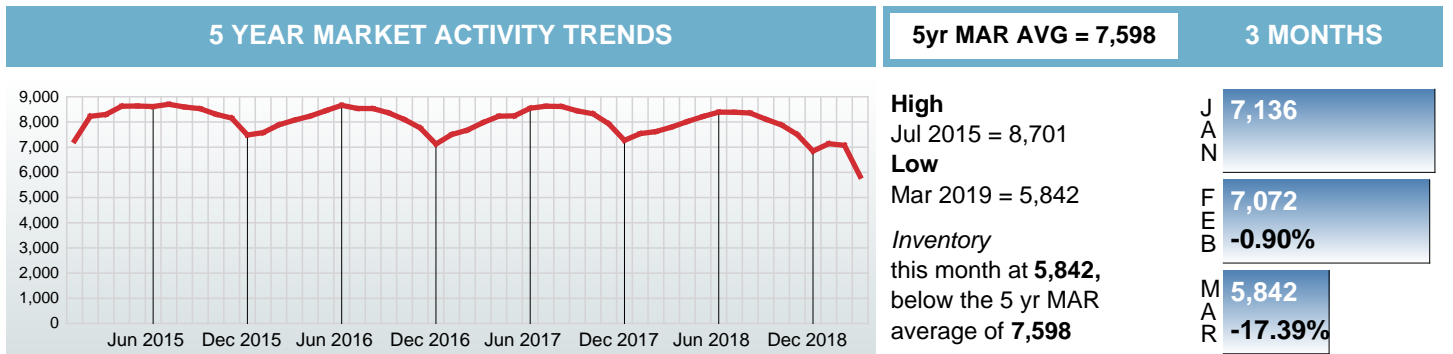
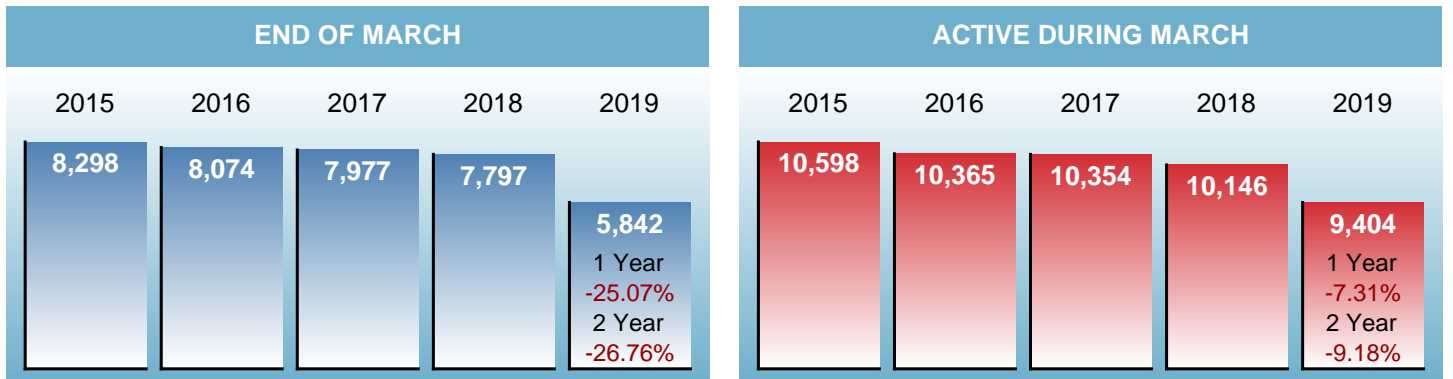
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ACTIVE INVENTORY

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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 | 529 | 9.06% | 66.9 | 348 | 129 | 42 | 10 |
| \$25,001 - \$75,000 | 760 | 13.01% | 82.2 | 589 | 143 | 27 | 1 |
| \$75,001 - \$125,000 | 608 | 10.41% | 71.6 | 305 | 252 | 46 | 5 |
| \$125,001 - \$250,000 | 1,774 | 30.37% | 65.5 | 512 | 822 | 400 | 40 |
| \$250,001 - \$350,000 | 784 | 13.42% | 73.6 | 127 | 240 | 351 | 66 |
| \$350,001 - \$575,000 | 794 | 13.59% | 70.4 | 126 | 138 | 393 | 137 |
| \$575,001 and up | 593 | 10.15% | 79.5 | 203 | 46 | 181 | 163 |
| Total Active Inventory by Units | 5,842 | | | 2,210 | 1,770 | 1,440 | 422 |
| Total Active Inventory by Volume | 1,740,961,527 | 100% | 71.6 | 578.34M | 357.78M | 531.72M | 273.12M |
| Average Active Inventory Listing Price | \$298,008 | | | \$261,691 | \$202,135 | \$369,252 | \$647,213 |

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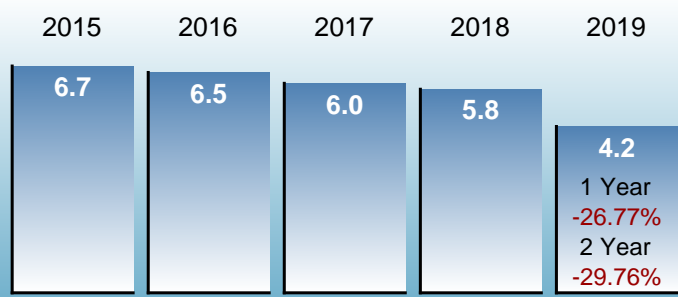
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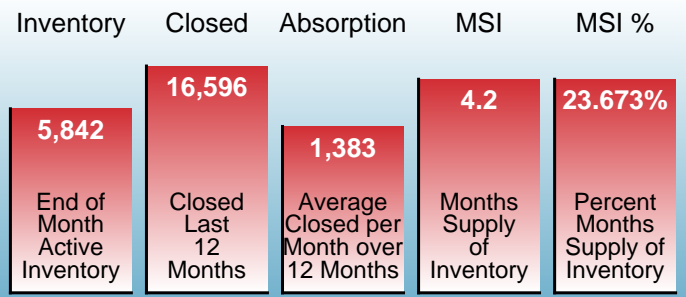
MONTHS SUPPLY of INVENTORY (MSI)

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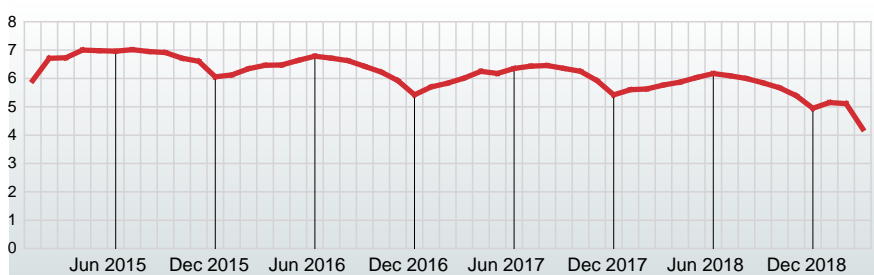
MSI FOR MARCH



INDICATORS FOR MARCH 2019



5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 5.8

3 MONTHS

High
Jul 2015 = 7.0
Low
Mar 2019 = 4.2
Months Supply this month at 4.2, below the 5 yr MAR average of 5.8

| | |
|-----|----------------|
| JAN | 5.1 |
| FEB | 5.1 -0.73% |
| MAR | 4.2 -17.37% |

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 | 529 | 9.06% | 3.2 | 7.2 | 1.5 | 1.6 | 3.4 |
| \$25,001 - \$75,000 | 760 | 13.01% | 5.1 | 7.6 | 2.2 | 4.4 | 2.0 |
| \$75,001 - \$125,000 | 608 | 10.41% | 2.9 | 6.7 | 1.7 | 2.3 | 3.5 |
| \$125,001 - \$250,000 | 1,774 | 30.37% | 3.0 | 12.5 | 2.1 | 2.6 | 3.2 |
| \$250,001 - \$350,000 | 784 | 13.42% | 5.1 | 20.1 | 5.2 | 4.1 | 4.7 |
| \$350,001 - \$575,000 | 794 | 13.59% | 9.2 | 22.2 | 8.0 | 7.9 | 10.1 |
| \$575,001 and up | 593 | 10.15% | 20.3 | 55.4 | 14.2 | 13.2 | 19.0 |
| Market Supply of Inventory (MSI) | 4.2 | | | 9.7 | 2.4 | 4.1 | 7.9 |
| Total Active Inventory by Units | 5,842 | 100% | 4.2 | 2,210 | 1,770 | 1,440 | 422 |

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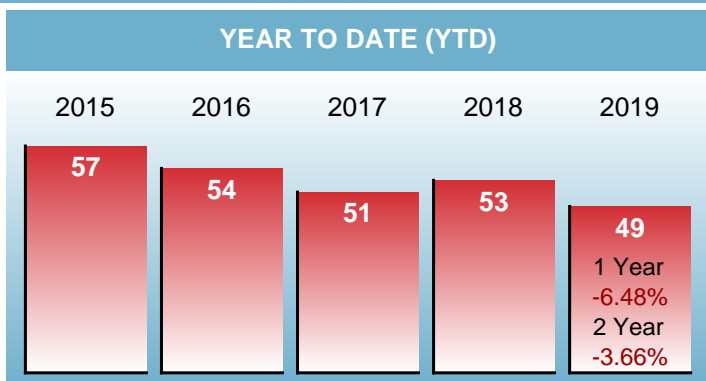
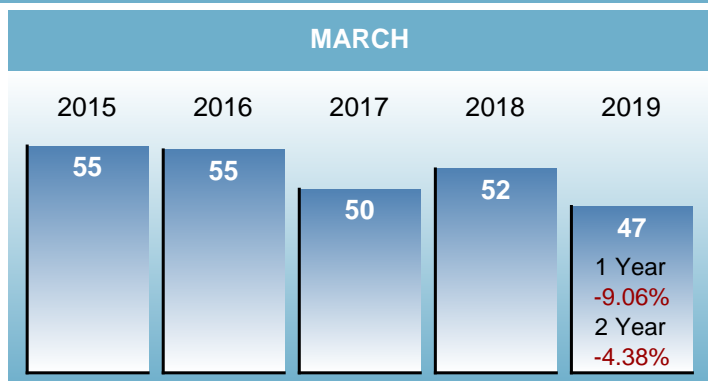
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AVERAGE DAYS ON MARKET TO SALE

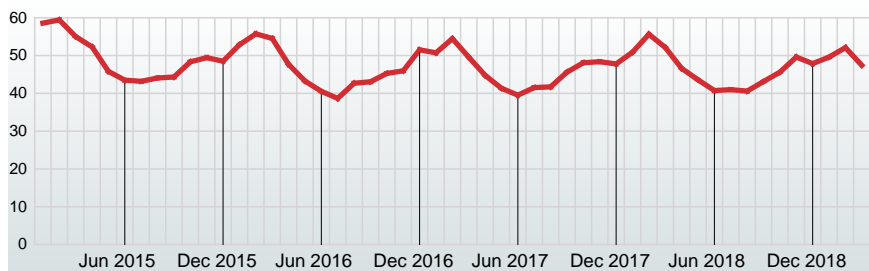
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 52

3 MONTHS



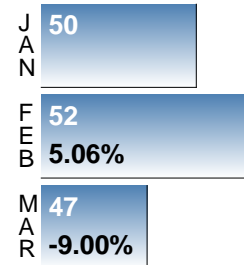
High

Feb 2015 = 59

Low

Jul 2016 = 39

Average Days on Market this month at **47**, below the 5 yr MAR average of **52**



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 |
|---|-------------|--------|-------|----------|---------|--------|---------|
| \$0 and less | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$1-\$75,000 | 331 | 22.67% | 41.5 | 47.4 | 37.8 | 36.3 | 37.7 |
| \$75,001-\$125,000 | 227 | 15.55% | 44.4 | 45.6 | 42.0 | 58.8 | 2.0 |
| \$125,001-\$175,000 | 358 | 24.52% | 43.7 | 63.2 | 40.8 | 45.1 | 38.8 |
| \$175,001-\$225,000 | 214 | 14.66% | 49.0 | 81.3 | 44.1 | 52.4 | 50.0 |
| \$225,001-\$300,000 | 159 | 10.89% | 52.6 | 55.9 | 46.0 | 58.1 | 33.5 |
| \$300,001 and up | 171 | 11.71% | 63.6 | 66.5 | 44.0 | 68.5 | 74.7 |
| Average Closed DOM | 47.4 | | | 51.8 | 41.5 | 55.7 | 59.7 |
| Total Closed Units | 1,460 | 100% | 47.4 | 261 | 791 | 359 | 49 |
| Total Closed Volume | 248,382,563 | | | 29.46M | 114.52M | 86.90M | 17.50M |

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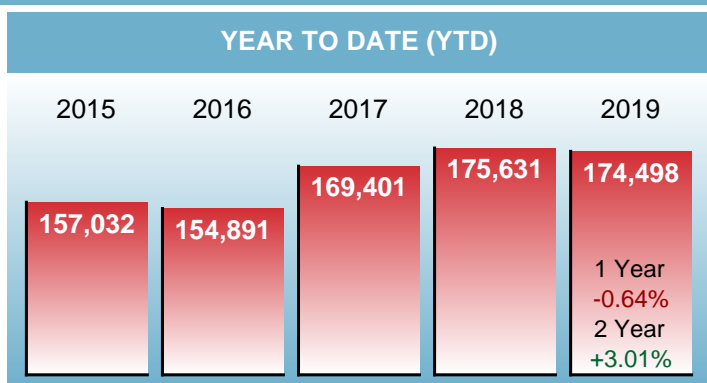
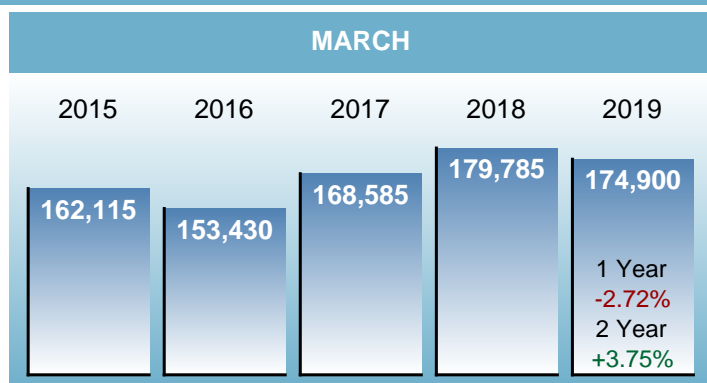
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AVERAGE LIST PRICE AT CLOSING

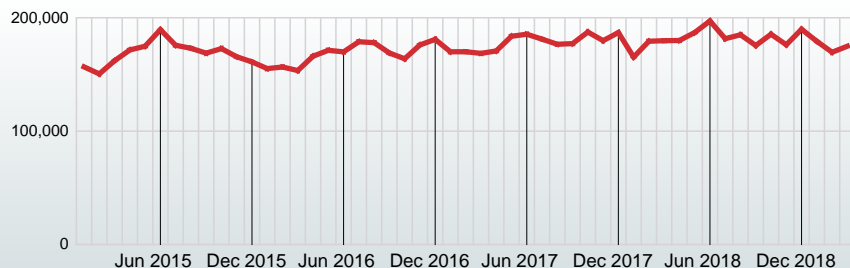
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 167,763

3 MONTHS



High
Jun 2018 = 197,192
Low
Feb 2015 = 150,505
Average List Price
this month at **174,900**,
above the 5 yr MAR
average of **167,763**

| | |
|-----|-------------------|
| JAN | 179,201 |
| FEB | 169,590 -5.36% |
| MAR | 174,900 3.13% |

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 |
|--|-------------|--------|----------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$1-\$75,000 | 326 | 22.33% | 27,395 | 36,716 | 23,551 | 22,329 | 2,397 |
| \$75,001-\$125,000 | 214 | 14.66% | 101,634 | 99,027 | 106,050 | 106,812 | 99,325 |
| \$125,001-\$175,000 | 355 | 24.32% | 151,771 | 151,385 | 153,720 | 160,652 | 180,500 |
| \$175,001-\$225,000 | 224 | 15.34% | 195,895 | 205,069 | 198,875 | 199,241 | 190,700 |
| \$225,001-\$300,000 | 163 | 11.16% | 258,136 | 270,486 | 259,058 | 262,762 | 270,625 |
| \$300,001 and up | 178 | 12.19% | 476,617 | 808,881 | 433,623 | 443,551 | 515,299 |
| Average List Price | 174,900 | | | 121,191 | 147,922 | 246,316 | 373,243 |
| Total Closed Units | 1,460 | 100% | 174,900 | 261 | 791 | 359 | 49 |
| Total Closed Volume | 255,353,626 | | | 31.63M | 117.01M | 88.43M | 18.29M |

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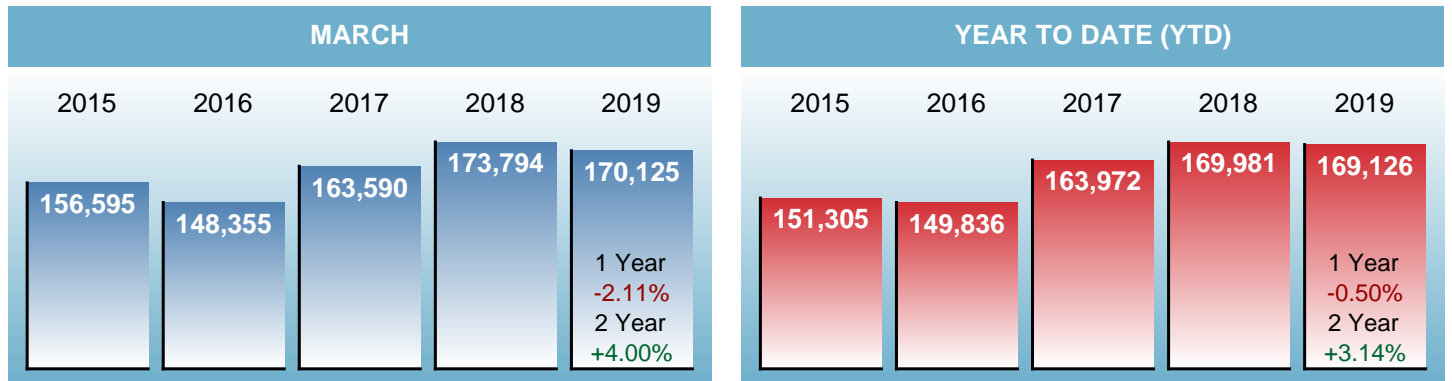
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AVERAGE SOLD PRICE AT CLOSING

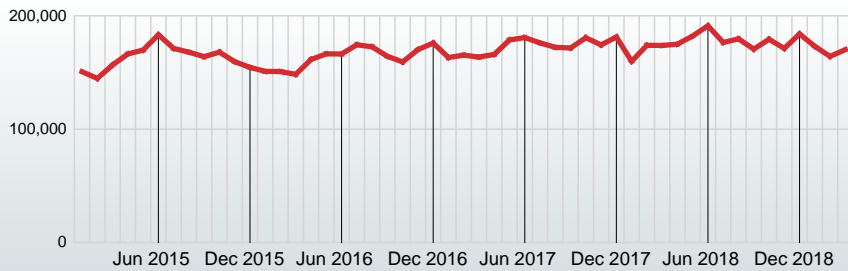
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 162,492

3 MONTHS



High
Jun 2018 = 191,137
Low
Feb 2015 = 144,760
Average Sold Price
this month at **170,125**,
above the 5 yr MAR
average of **162,492**

| | |
|-----|-------------------|
| JAN | 173,000 |
| FEB | 164,189 -5.09% |
| MAR | 170,125 3.62% |

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 |
|--|-------------|--------|---------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$1-\$75,000 | 331 | 22.67% | 26,317 | 33,940 | 21,717 | 20,031 | 2,380 |
| \$75,001-\$125,000 | 227 | 15.55% | 101,148 | 94,423 | 103,532 | 103,069 | 102,875 |
| \$125,001-\$175,000 | 358 | 24.52% | 152,148 | 145,981 | 151,806 | 158,463 | 164,325 |
| \$175,001-\$225,000 | 214 | 14.66% | 195,558 | 190,917 | 195,830 | 196,144 | 190,200 |
| \$225,001-\$300,000 | 159 | 10.89% | 257,881 | 254,243 | 255,308 | 259,715 | 264,725 |
| \$300,001 and up | 171 | 11.71% | 464,267 | 731,825 | 415,436 | 435,039 | 491,146 |
| Average Sold Price | 170,125 | | | 112,878 | 144,782 | 242,048 | 357,219 |
| Total Closed Units | 1,460 | 100% | 170,125 | 261 | 791 | 359 | 49 |
| Total Closed Volume | 248,382,563 | | | 29.46M | 114.52M | 86.90M | 17.50M |

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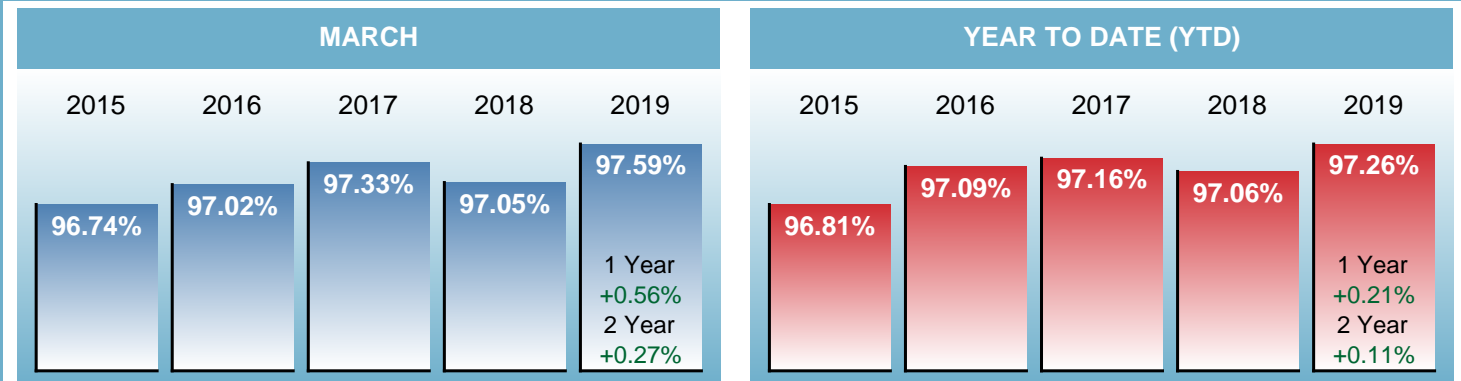
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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 |
|--|-----|-------------|---------|----------|---------|--------|---------|
| \$0 and less | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1-\$75,000 | 331 | 22.67% | 95.08% | 93.06% | 96.42% | 96.33% | 99.41% |
| \$75,001-\$125,000 | 227 | 15.55% | 98.48% | 96.06% | 99.60% | 97.31% | 103.60% |
| \$125,001-\$175,000 | 358 | 24.52% | 98.52% | 96.79% | 98.83% | 98.74% | 91.67% |
| \$175,001-\$225,000 | 214 | 14.66% | 98.37% | 93.69% | 98.57% | 98.49% | 99.78% |
| \$225,001-\$300,000 | 159 | 10.89% | 98.78% | 94.30% | 98.66% | 99.28% | 97.79% |
| \$300,001 and up | 171 | 11.71% | 97.28% | 92.69% | 96.91% | 98.30% | 96.89% |
| Average Sold/List Ratio | | 97.60% | | 94.32% | 98.33% | 98.38% | 97.38% |
| Total Closed Units | | 1,460 | 100% | 261 | 791 | 359 | 49 |
| Total Closed Volume | | 248,382,563 | | 29.46M | 114.52M | 86.90M | 17.50M |

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

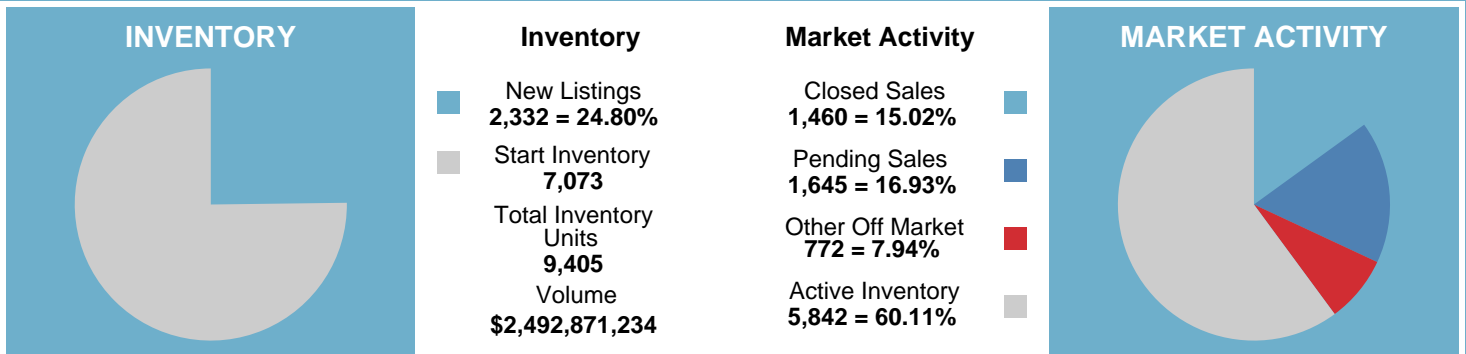
March 2019

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



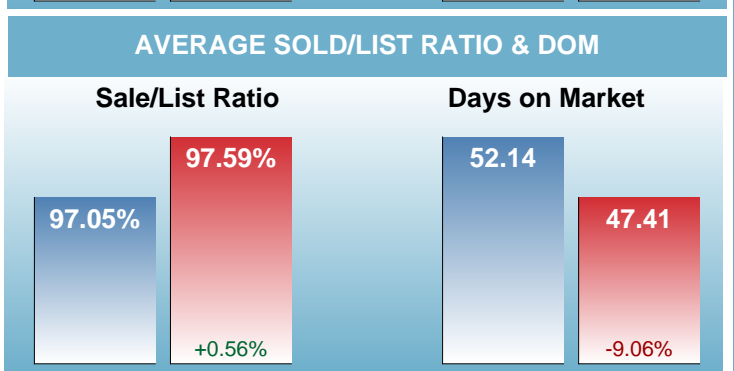
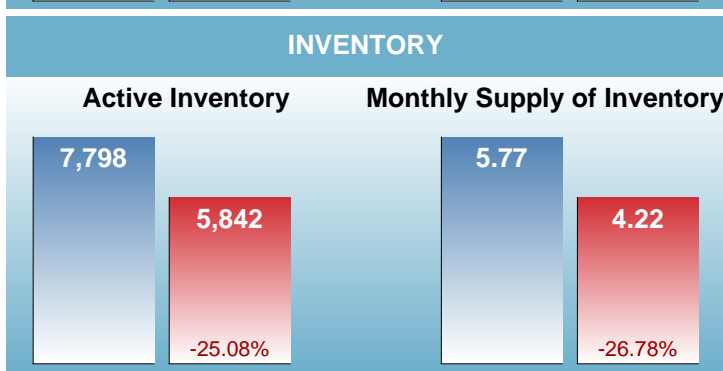
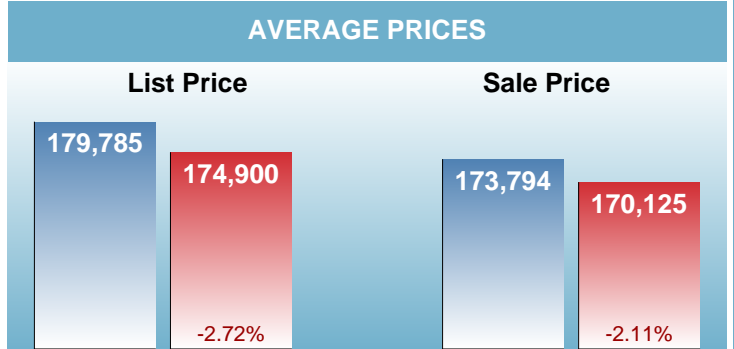
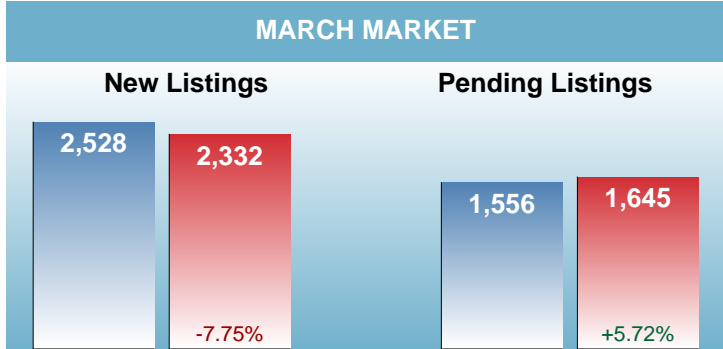
MARKET SUMMARY

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



| Compared Metrics | March | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 1,465 | 1,460 | -0.34% | 3,567 | 3,563 | -0.11% |
| Pending Sales | 1,556 | 1,645 | 5.72% | 4,040 | 4,289 | 6.16% |
| New Listings | 2,528 | 2,332 | -7.75% | 6,818 | 6,925 | 1.57% |
| Average List Price | 179,785 | 174,900 | -2.72% | 175,631 | 174,498 | -0.64% |
| Average Sale Price | 173,794 | 170,125 | -2.11% | 169,981 | 169,126 | -0.50% |
| Average Percent of Selling Price to List Price | 97.05% | 97.59% | 0.56% | 97.06% | 97.26% | 0.21% |
| Average Days on Market to Sale | 52.14 | 47.41 | -9.06% | 52.89 | 49.47 | -6.48% |
| Monthly Inventory | 7,798 | 5,842 | -25.08% | 7,798 | 5,842 | -25.08% |
| Months Supply of Inventory | 5.77 | 4.22 | -26.78% | 5.77 | 4.22 | -26.78% |

Absorption: Last 12 months, an Average of **1,383** Sales/Month **Inventory** on March 31, 2019 = **5,842** **2018** **2019**



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