



## December 2018

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

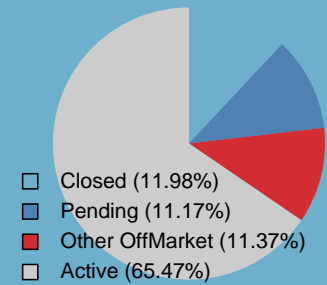


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	1,131	984	-13.00%
Pending Listings	899	917	2.00%
New Listings	1,503	1,380	-8.18%
Median List Price	165,500	163,000	-1.51%
Median Sale Price	162,000	160,000	-1.23%
Median Percent of List Price to Selling Price	98.43%	98.47%	0.04%
Median Days on Market to Sale	31.00	29.00	-6.45%
End of Month Inventory	6,687	5,376	-19.61%
Months Supply of Inventory	5.49	4.34	-20.97%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **1,240** Sales/Month  
**Active Inventory** as of December 31, 2018 = **5,376**

#### Analysis Wrap-Up

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

The total housing inventory at the end of December 2018 decreased **19.61%** to 5,376 existing homes available for sale. Over the last 12 months this area has had an average of 1,240 closed sales per month. This represents an unsold inventory index of **4.34** MSI for this period.

##### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.23%** in December 2018 to \$160,000 versus the previous year at \$162,000.

##### Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 2.00 days or **6.45%** in December 2018 compared to last year's same month at **31.00** DOM.

##### Sales Success for December 2018 is Positive

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

There were 1,380 New Listings in December 2018, down **8.18%** from last year at 1,503. Furthermore, there were 984 Closed Listings this month versus last year at 1,131, a **-13.00%** decrease.

Closed versus Listed trends yielded a **71.3%** ratio, down from previous year's, December 2017, at **75.2%**, a **5.24%** 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
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<b>Median 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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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.



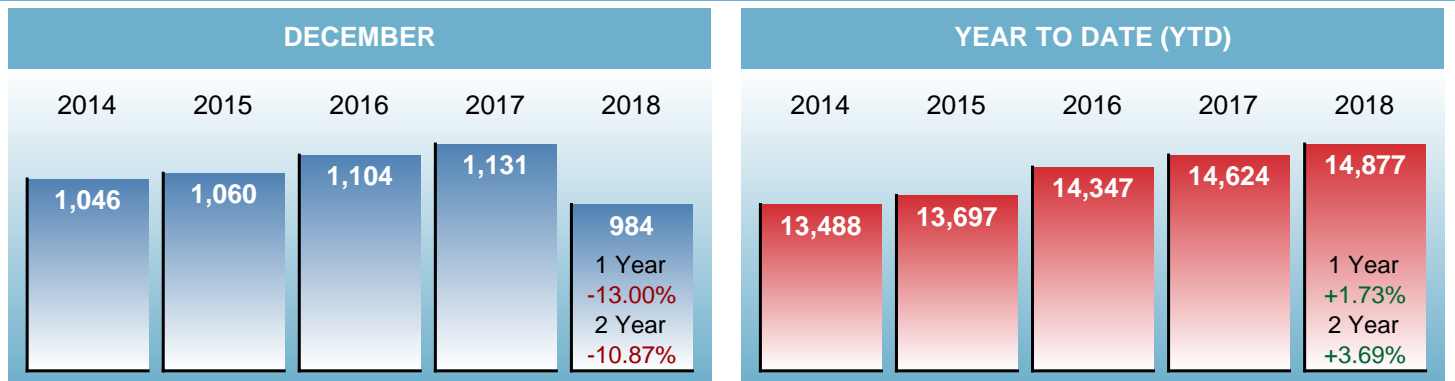
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### CLOSED LISTINGS

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



### 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	76	7.72%	29.0	52	23	1	0
\$50,001 - \$75,000	83	8.43%	35.0	36	44	3	0
\$75,001 - \$125,000	170	17.28%	22.0	28	126	15	1
\$125,001 - \$175,000	230	23.37%	29.0	20	168	39	3
\$175,001 - \$225,000	158	16.06%	25.0	8	90	58	2
\$225,001 - \$325,000	154	15.65%	50.5	11	52	79	12
\$325,001 and up	113	11.48%	20.0	4	35	55	19
<b>Total Closed Units</b>	<b>984</b>			<b>159</b>	<b>538</b>	<b>250</b>	<b>37</b>
<b>Total Closed Volume</b>	<b>186,296,136</b>	<b>100%</b>	<b>29.0</b>	<b>16.46M</b>	<b>87.76M</b>	<b>65.44M</b>	<b>16.64M</b>
<b>Median Closed Price</b>	<b>\$160,000</b>			<b>\$70,000</b>	<b>\$145,000</b>	<b>\$236,561</b>	<b>\$352,000</b>

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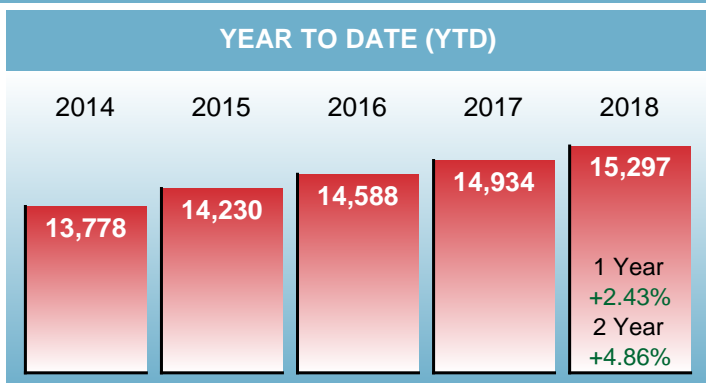
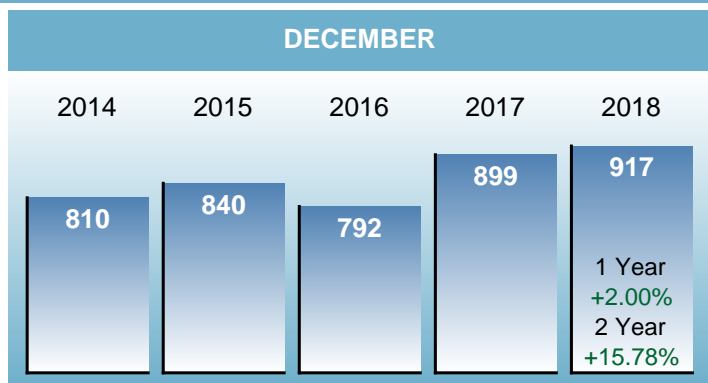
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### PENDING LISTINGS

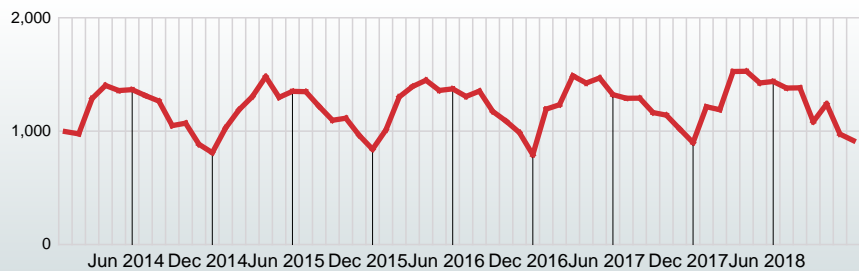
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#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 852

3 MONTHS



**High**  
Apr 2018 = 1,528  
**Low**  
Dec 2016 = 792  
*Pending Listings*  
this month at **917**,  
above the 5 yr DEC  
average of **852**

OCT	1,240
NOV	974 -21.45%
DEC	917 -5.85%

#### 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	63	6.87%	28.0	39	22	2	0
\$50,001 - \$100,000	126	13.74%	23.0	39	80	7	0
\$100,001 - \$125,000	65	7.09%	39.0	12	46	6	1
\$125,001 - \$200,000	302	32.93%	33.0	20	221	55	6
\$200,001 - \$275,000	154	16.79%	39.0	8	74	66	6
\$275,001 - \$375,000	114	12.43%	41.5	7	32	69	6
\$375,001 and up	93	10.14%	34.0	8	15	46	24
<b>Total Pending Units</b>	917			133	490	251	43
<b>Total Pending Volume</b>	191,880,014			17.67M	82.61M	72.62M	18.97M
<b>Median Listing Price</b>	\$176,000			\$84,900	\$157,450	\$266,900	\$389,900

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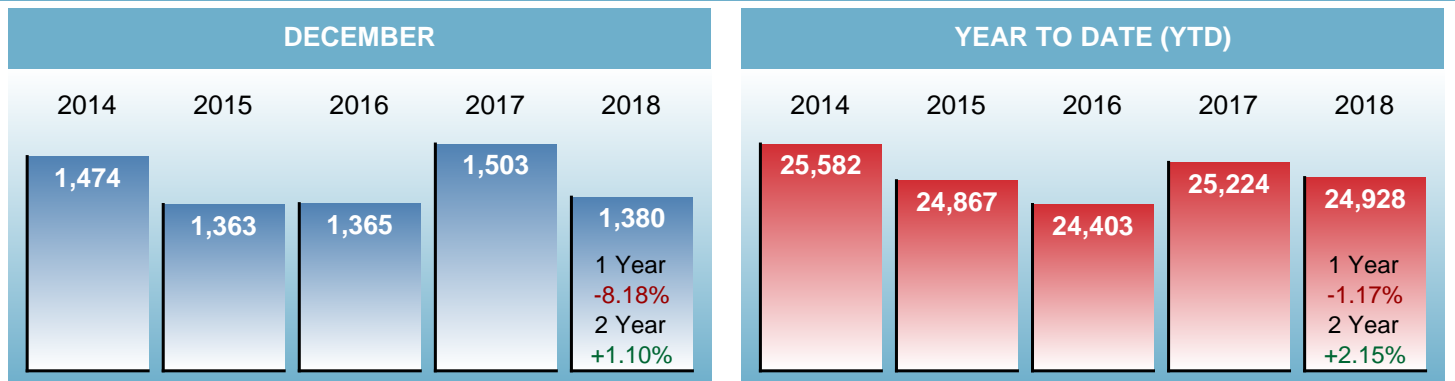
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### NEW LISTINGS

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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	122	8.84%	87	33	2	0
\$50,001 - \$75,000	109	7.90%	64	42	3	0
\$75,001 - \$125,000	209	15.14%	79	116	13	1
\$125,001 - \$200,000	397	28.77%	88	239	60	10
\$200,001 - \$275,000	192	13.91%	20	93	74	5
\$275,001 - \$425,000	213	15.43%	24	56	114	19
\$425,001 and up	138	10.00%	26	19	63	30
<b>Total New Listed Units</b>	<b>1,380</b>		<b>388</b>	<b>598</b>	<b>329</b>	<b>65</b>
<b>Total New Listed Volume</b>	<b>339,251,118</b>	<b>100%</b>	<b>76.08M</b>	<b>105.39M</b>	<b>117.97M</b>	<b>39.81M</b>
<b>Median New Listed Listing Price</b>	<b>\$165,000</b>		<b>\$93,250</b>	<b>\$155,000</b>	<b>\$290,000</b>	<b>\$403,082</b>

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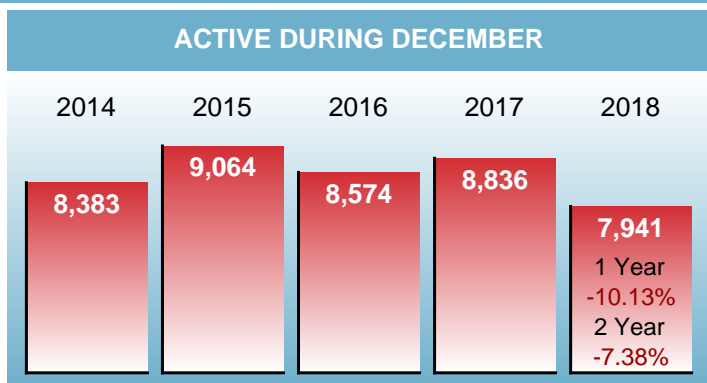
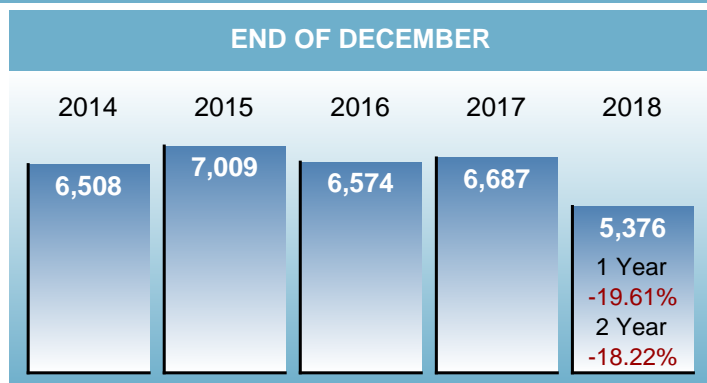
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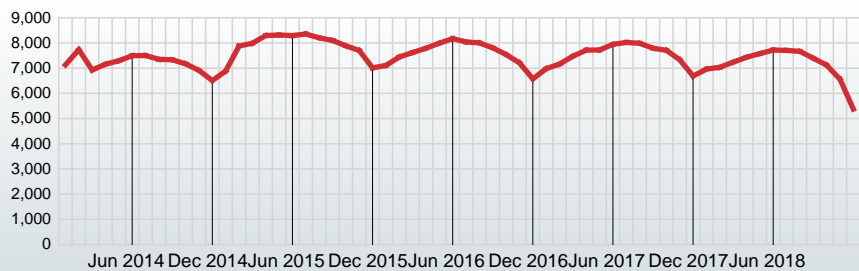
### ACTIVE INVENTORY

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



#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 6,431      3 MONTHS



**High**  
Jul 2015 = 8,355  
**Low**  
Dec 2018 = 5,376  
*Inventory*  
this month at **5,376**,  
below the 5 yr DEC  
average of **6,431**

OCT	7,118
NOV	6,561 -7.83%
DEC	5,376 -18.06%

#### 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	236	4.39%	73.5	201	27	6	2
\$25,001 - \$75,000	749	13.93%	80.0	550	179	20	0
\$75,001 - \$125,000	710	13.21%	80.0	302	349	52	7
\$125,001 - \$225,000	1,538	28.61%	67.0	352	830	323	33
\$225,001 - \$325,000	898	16.70%	83.5	122	317	402	57
\$325,001 - \$525,000	691	12.85%	76.0	83	148	348	112
\$525,001 and up	554	10.31%	84.0	157	58	189	150
<b>Total Active Inventory by Units</b>	<b>5,376</b>			<b>1,767</b>	<b>1,908</b>	<b>1,340</b>	<b>361</b>
<b>Total Active Inventory by Volume</b>	<b>1,551,852,717</b>	<b>100%</b>	<b>76.0</b>	<b>444.82M</b>	<b>381.65M</b>	<b>490.07M</b>	<b>235.32M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$180,000</b>			<b>\$90,000</b>	<b>\$162,950</b>	<b>\$289,000</b>	<b>\$469,900</b>

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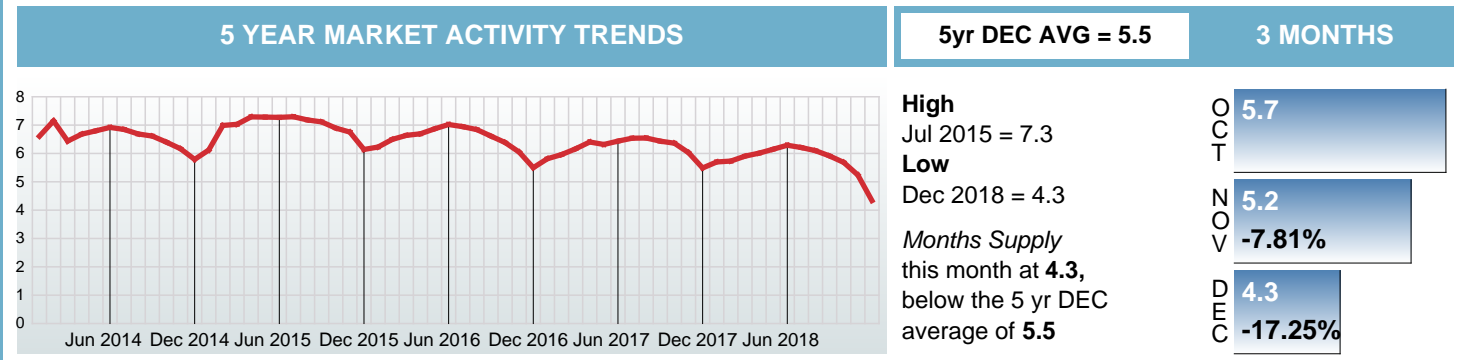
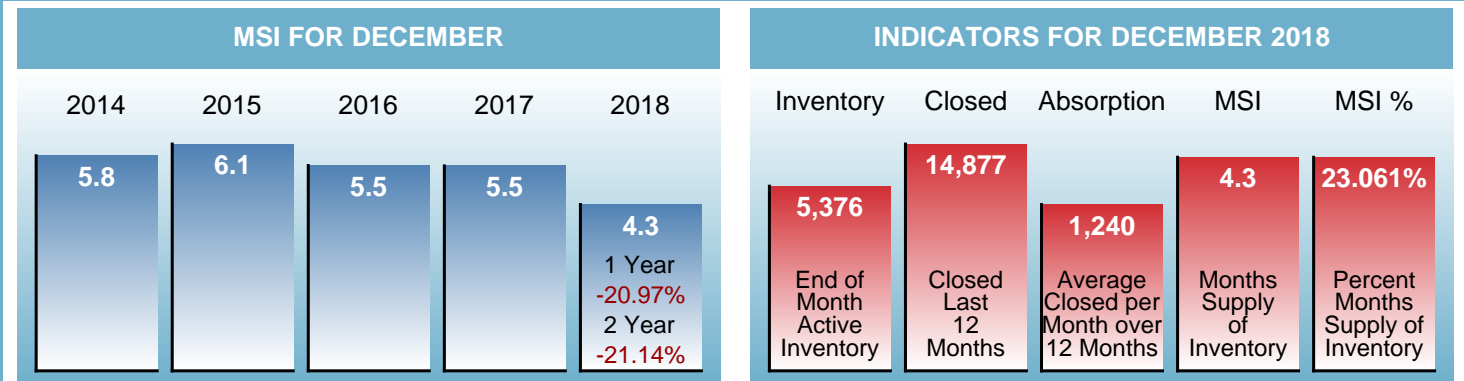
# December 2018

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## MONTHS SUPPLY of INVENTORY (MSI)

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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	236		4.39%	6.9	7.8	3.8	7.2	8.0
\$25,001 - \$75,000	749		13.93%	5.0	7.4	2.7	2.7	0.0
\$75,001 - \$125,000	710		13.21%	3.3	7.3	2.3	2.8	5.3
\$125,001 - \$225,000	1,538		28.61%	3.0	10.9	2.4	2.7	3.9
\$225,001 - \$325,000	898		16.70%	4.5	14.1	4.5	3.9	3.4
\$325,001 - \$525,000	691		12.85%	6.6	20.8	6.4	5.6	7.5
\$525,001 and up	554		10.31%	16.3	75.4	13.4	11.0	14.6
Market Supply of Inventory (MSI)	4.3				9.4	2.8	4.1	6.9
Total Active Inventory by Units	5,376		100%	4.3	1,767	1,908	1,340	361

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



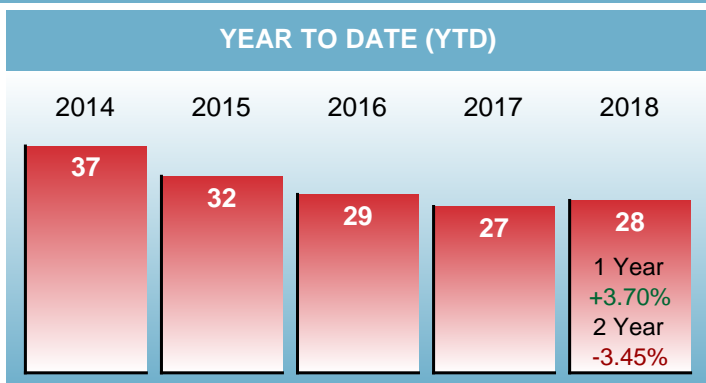
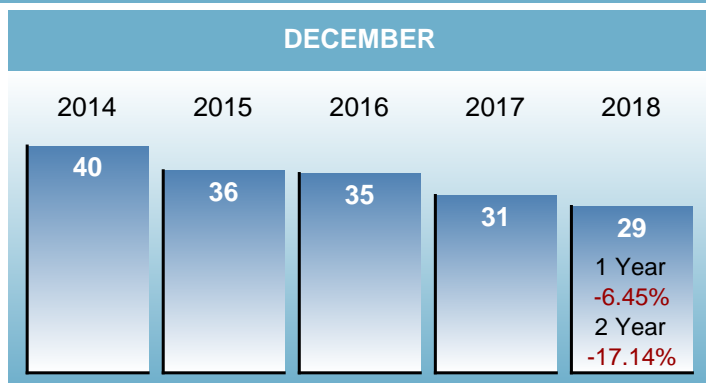
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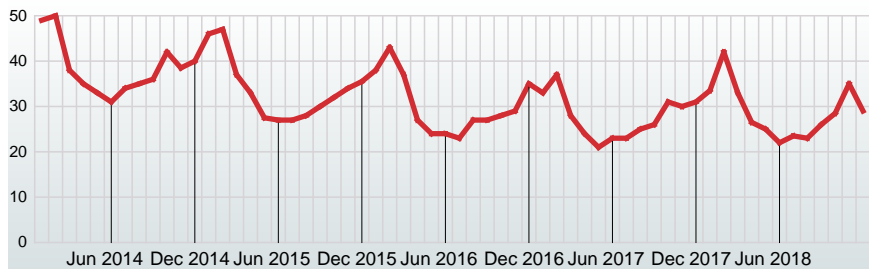


### MEDIAN DAYS ON MARKET TO SALE

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



#### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 34**      **3 MONTHS**

**High**  
Feb 2014 = 50  
**Low**  
May 2017 = 21  
*Median Days on Market this month at 29, below the 5 yr DEC average of 34*

OCT	29
NOV	35
DEC	29
<b>Avg</b>	<b>22.81%</b>
<b>Change</b>	<b>-17.14%</b>

#### 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	76	7.72%	29.0	36.0	14.0	21.0	0.0
\$50,001 - \$75,000	83	8.43%	35.0	58.0	20.5	10.0	0.0
\$75,001 - \$125,000	170	17.28%	22.0	17.0	25.0	22.0	36.0
\$125,001 - \$175,000	230	23.37%	29.0	62.5	20.0	55.0	9.0
\$175,001 - \$225,000	158	16.06%	25.0	16.5	25.0	26.0	115.0
\$225,001 - \$325,000	154	15.65%	50.5	63.0	45.0	37.0	71.0
\$325,001 and up	113	11.48%	20.0	31.5	34.0	20.0	20.0
Median Closed DOM			29.0	41.0	24.0	32.0	55.0
Total Closed Units		100%	29.0	159	538	250	37
Total Closed Volume			186,296,136	16.46M	87.76M	65.44M	16.64M

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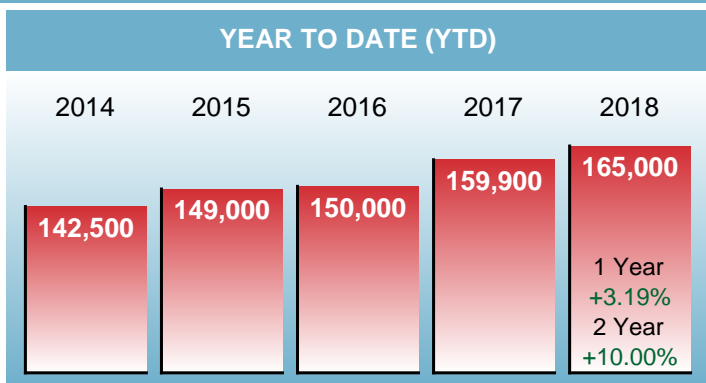
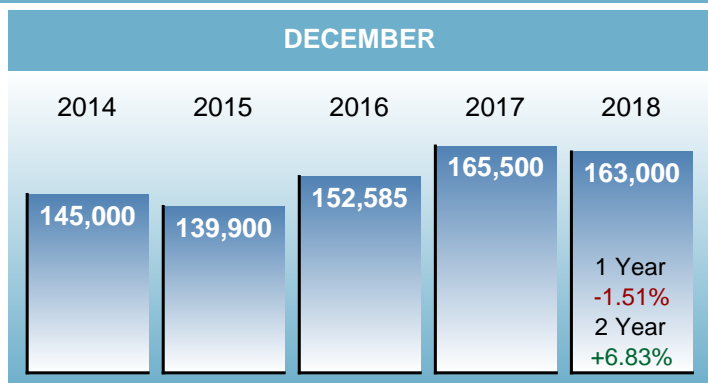
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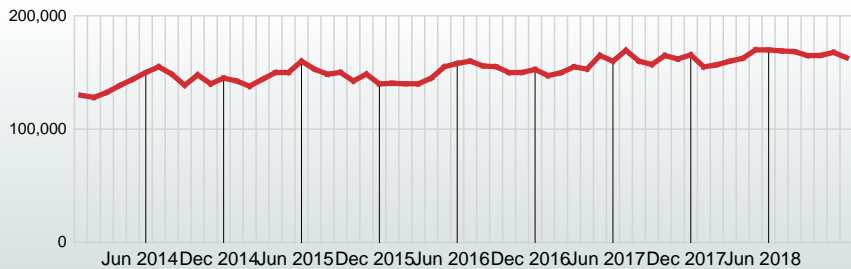
### MEDIAN LIST PRICE AT CLOSING

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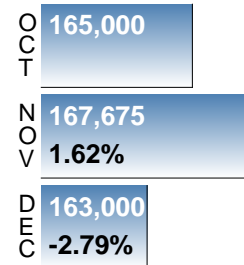


#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 153,197      3 MONTHS



**High**  
Jun 2018 = 169,900  
**Low**  
Feb 2014 = 128,000  
*Median List Price*  
this month at **163,000**,  
above the 5 yr DEC  
average of **153,197**



#### 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	69	7.01%	34,900	31,500	42,500	50,000	0
\$50,001 - \$75,000	80	8.13%	68,067	65,000	68,193	69,900	0
\$75,001 - \$125,000	176	17.89%	100,000	95,000	105,000	105,000	89,300
\$125,001 - \$175,000	217	22.05%	149,900	142,500	149,900	154,900	164,950
\$175,001 - \$225,000	165	16.77%	198,000	194,950	193,593	199,900	220,000
\$225,001 - \$325,000	154	15.65%	263,415	282,500	256,750	274,950	259,000
\$325,001 and up	123	12.50%	395,665	412,500	377,500	389,900	452,970
Median List Price	163,000			72,500	149,900	239,900	359,900
Total Closed Units	984			159	538	250	37
Total Closed Volume	192,179,593			17.34M	90.11M	67.37M	17.37M

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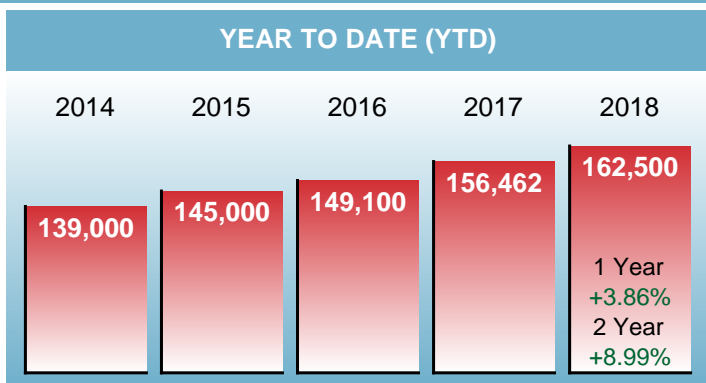
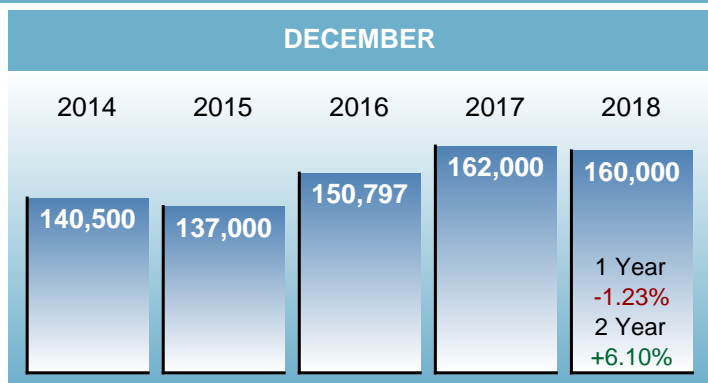
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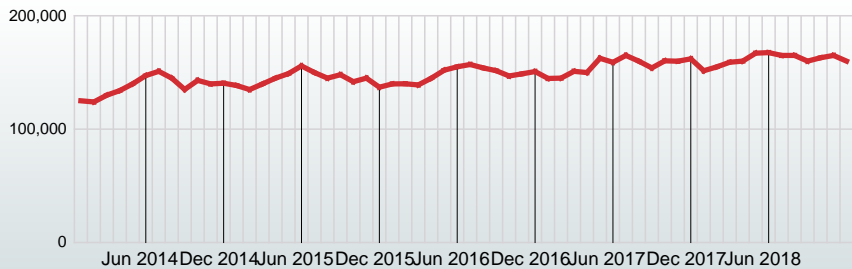
### MEDIAN SOLD PRICE AT CLOSING

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#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 150,059      3 MONTHS



**High**  
Jun 2018 = 167,500  
**Low**  
Feb 2014 = 124,000  
*Median Sold Price*  
this month at **160,000**,  
above the 5 yr DEC  
average of **150,059**

OCT	162,950
NOV	165,000 1.26%
DEC	160,000 -3.03%

#### 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	76	7.72%	33,363	30,000	40,000	40,000	0
\$50,001 - \$75,000	83	8.43%	67,260	64,600	68,626	69,900	0
\$75,001 - \$125,000	170	17.28%	102,000	91,500	103,500	102,000	92,000
\$125,001 - \$175,000	230	23.37%	148,250	137,450	147,550	159,500	138,100
\$175,001 - \$225,000	158	16.06%	196,250	199,950	193,564	200,262	200,180
\$225,001 - \$325,000	154	15.65%	260,000	265,000	255,000	270,000	249,250
\$325,001 and up	113	11.48%	401,110	452,500	377,000	395,655	452,970
Median Sold Price	160,000			70,000	145,000	236,561	352,000
Total Closed Units	984			159	538	250	37
Total Closed Volume	186,296,136			16.46M	87.76M	65.44M	16.64M

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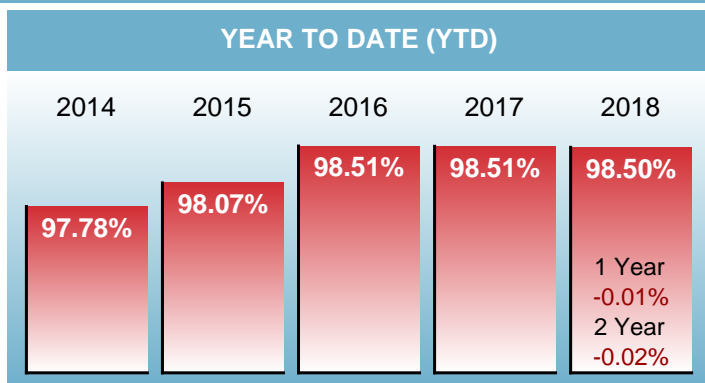
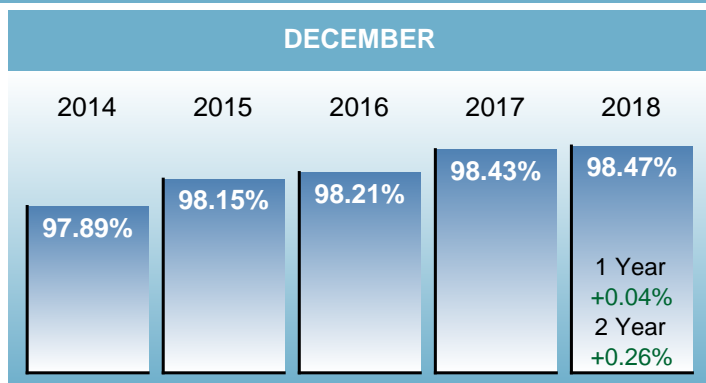
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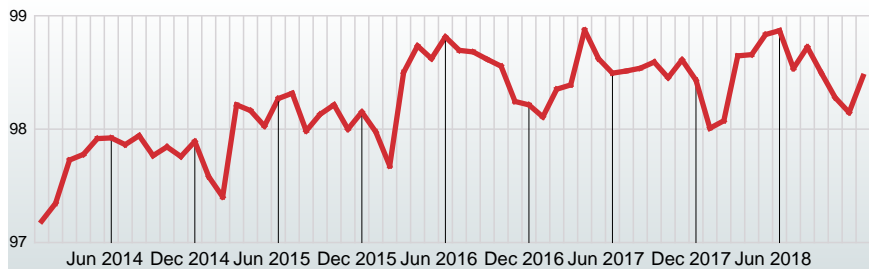


### MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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#### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 98.23%**      **3 MONTHS**

**High**  
Apr 2017 = 98.87%  
**Low**  
Jan 2014 = 97.19%  
*Median Sold/List Ratio*  
this month at **98.47%**,  
equal to 5 yr DEC  
average of **98.23%**

OCT	98.28%
NOV	98.15%
DEC	98.47%
DEC	0.32%

#### 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	76	7.72%	89.87%	87.53%	94.32%	80.00%	0.00%
\$50,001 - \$75,000	83	8.43%	96.92%	96.26%	98.47%	100.00%	0.00%
\$75,001 - \$125,000	170	17.28%	98.06%	97.78%	98.93%	92.59%	103.02%
\$125,001 - \$175,000	230	23.37%	98.78%	97.30%	98.82%	99.03%	118.03%
\$175,001 - \$225,000	158	16.06%	99.09%	99.15%	99.12%	99.08%	97.50%
\$225,001 - \$325,000	154	15.65%	98.35%	96.19%	99.28%	98.38%	97.88%
\$325,001 and up	113	11.48%	100.00%	90.96%	98.74%	100.00%	97.97%
Median Sold/List Ratio			98.47%	95.53%	98.84%	98.74%	98.71%
Total Closed Units	984	100%	98.47%	159	538	250	37
Total Closed Volume	186,296,136			16.46M	87.76M	65.44M	16.64M

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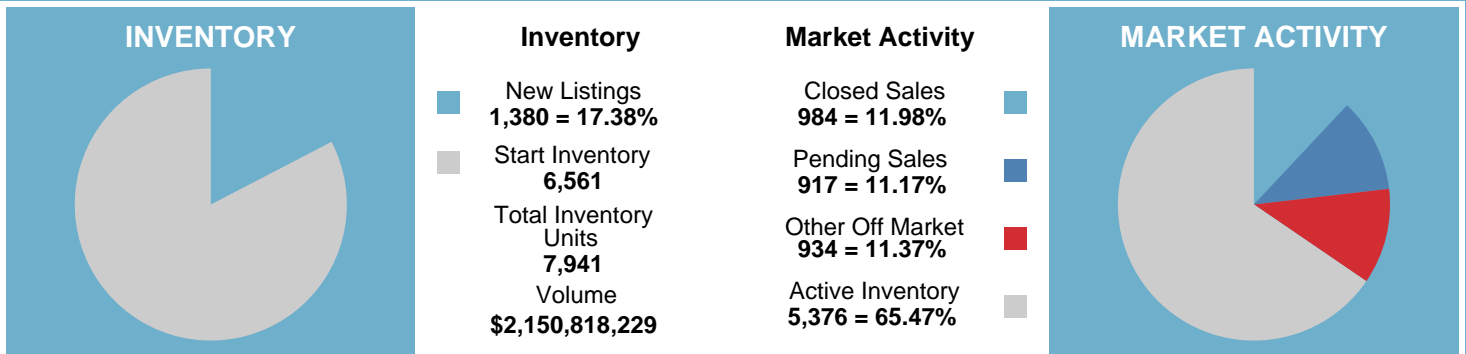
## December 2018

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



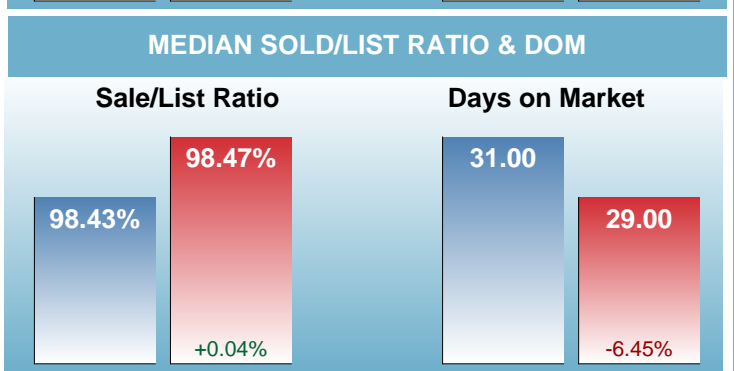
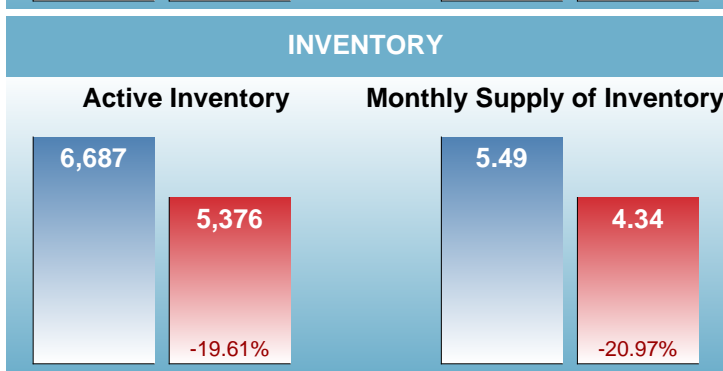
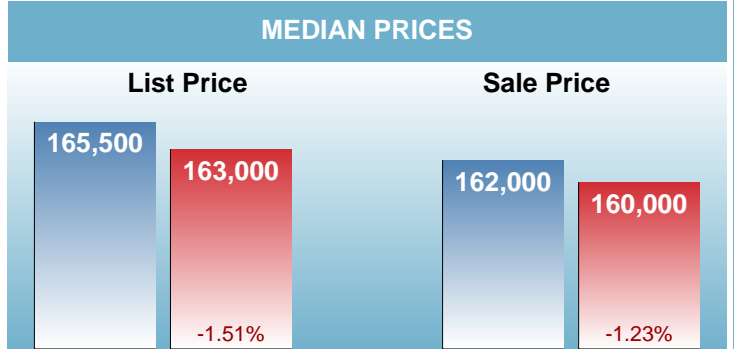
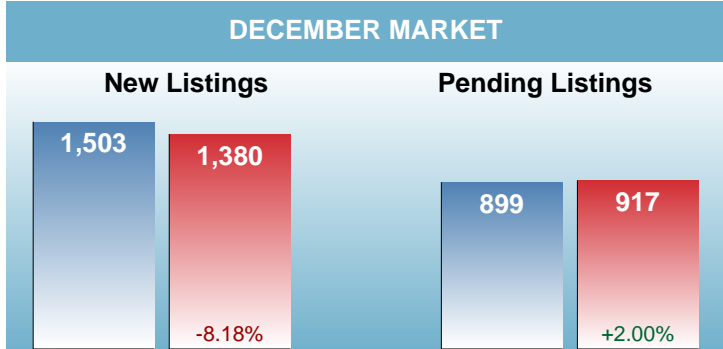
### MARKET SUMMARY

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



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,131	984	-13.00%	14,624	14,877	1.73%
Pending Sales	899	917	2.00%	14,934	15,297	2.43%
New Listings	1,503	1,380	-8.18%	25,224	24,928	-1.17%
Median List Price	165,500	163,000	-1.51%	159,900	165,000	3.19%
Median Sale Price	162,000	160,000	-1.23%	156,462	162,500	3.86%
Median Percent of Selling Price to List Price	98.43%	98.47%	0.04%	98.51%	98.50%	-0.01%
Median Days on Market to Sale	31.00	29.00	-6.45%	27.00	28.00	3.70%
Monthly Inventory	6,687	5,376	-19.61%	6,687	5,376	-19.61%
Months Supply of Inventory	5.49	4.34	-20.97%	5.49	4.34	-20.97%

**Absorption:** Last 12 months, an Average of **1,240** Sales/Month **Inventory** on December 31, 2018 = **5,376** 2017 2018



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