



December 2018

Area Delimited by County Of Tulsa

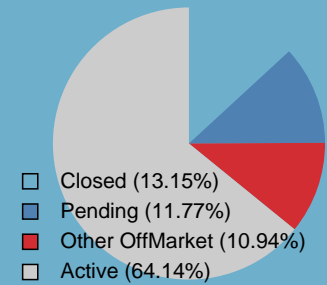


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	791	666	-15.80%
Pending Listings	624	596	-4.49%
New Listings	917	860	-6.22%
Median List Price	177,000	170,500	-3.67%
Median Sale Price	172,000	169,700	-1.34%
Median Percent of List Price to Selling Price	98.46%	98.45%	-0.01%
Median Days on Market to Sale	29.00	30.50	5.17%
End of Month Inventory	4,132	3,248	-21.39%
Months Supply of Inventory	4.98	3.82	-23.19%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **850** Sales/Month
Active Inventory as of December 31, 2018 = **3,248**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **21.39%** to 3,248 existing homes available for sale. Over the last 12 months this area has had an average of 850 closed sales per month. This represents an unsold inventory index of **3.82** 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 **1.34%** in December 2018 to \$169,700 versus the previous year at \$172,000.

Median Days on Market Lengthens

The median number of **30.50** days that homes spent on the market before selling increased by 1.50 days or **5.17%** in December 2018 compared to last year's same month at **29.00** DOM.

Sales Success for December 2018 is Positive

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

There were 860 New Listings in December 2018, down **6.22%** from last year at 917. Furthermore, there were 666 Closed Listings this month versus last year at 791, a **-15.80%** decrease.

Closed versus Listed trends yielded a **77.4%** ratio, down from previous year's, December 2017, at **86.3%**, a **10.22%** 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.



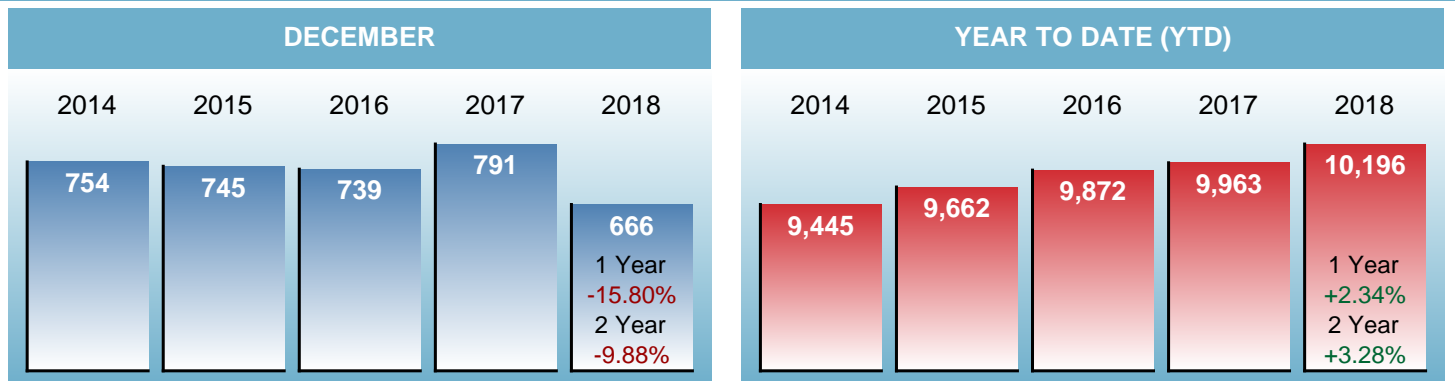
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CLOSED LISTINGS

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	38	5.71%	29.5	22	15	1	0
\$50,001 - \$100,000	104	15.62%	33.5	37	61	5	1
\$100,001 - \$125,000	58	8.71%	25.0	8	47	3	0
\$125,001 - \$200,000	213	31.98%	21.0	19	146	46	2
\$200,001 - \$250,000	100	15.02%	35.5	7	41	46	6
\$250,001 - \$350,000	81	12.16%	55.0	6	28	42	5
\$350,001 and up	72	10.81%	18.5	4	18	35	15
Total Closed Units	666			103	356	178	29
Total Closed Volume	133,402,736	100%	30.5	12.92M	59.98M	47.53M	12.97M
Median Closed Price	\$169,700			\$82,500	\$147,550	\$236,561	\$352,000

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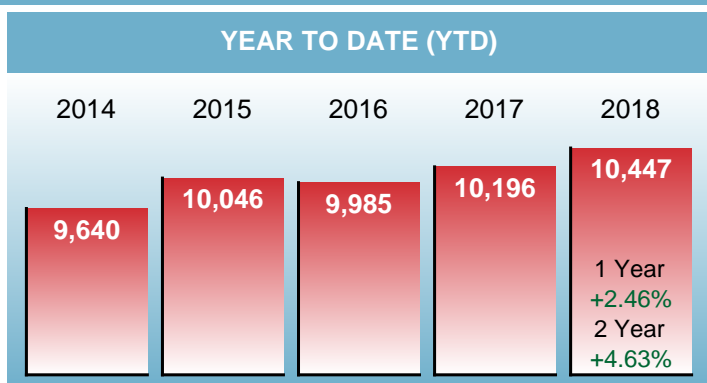
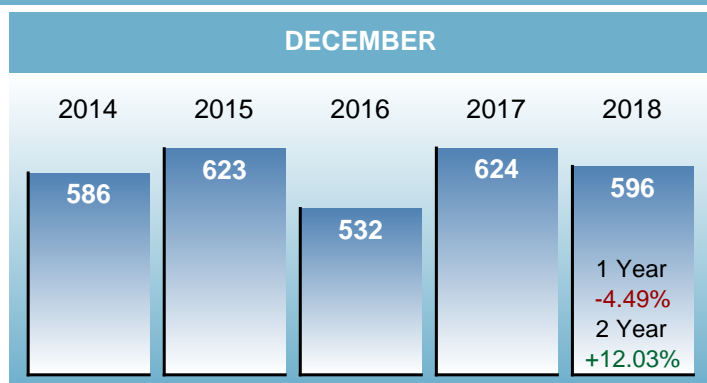
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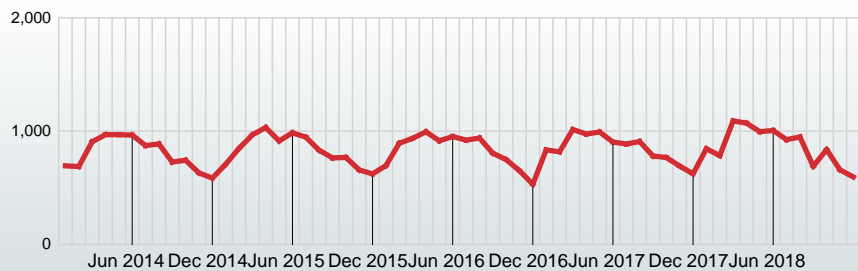
PENDING LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 592
3 MONTHS



High
Mar 2018 = 1,090
Low
Dec 2016 = 532
Pending Listings
this month at **596**,
above the 5 yr DEC
average of **592**

OCT	837
NOV	659 -21.27%
DEC	596 -9.56%

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	34	5.70%	34.5	17	15	2	0
\$50,001 - \$100,000	68	11.41%	30.0	24	42	2	0
\$100,001 - \$150,000	114	19.13%	34.0	14	87	12	1
\$150,001 - \$225,000	152	25.50%	33.0	9	97	42	4
\$225,001 - \$275,000	83	13.93%	41.0	4	41	34	4
\$275,001 - \$375,000	77	12.92%	42.0	5	22	45	5
\$375,001 and up	68	11.41%	32.5	4	11	35	18
Total Pending Units	596			77	315	172	32
Total Pending Volume	130,639,602	100%	33.5	11.00M	54.62M	51.77M	13.25M
Median Listing Price	\$179,900			\$92,000	\$159,000	\$272,234	\$389,450

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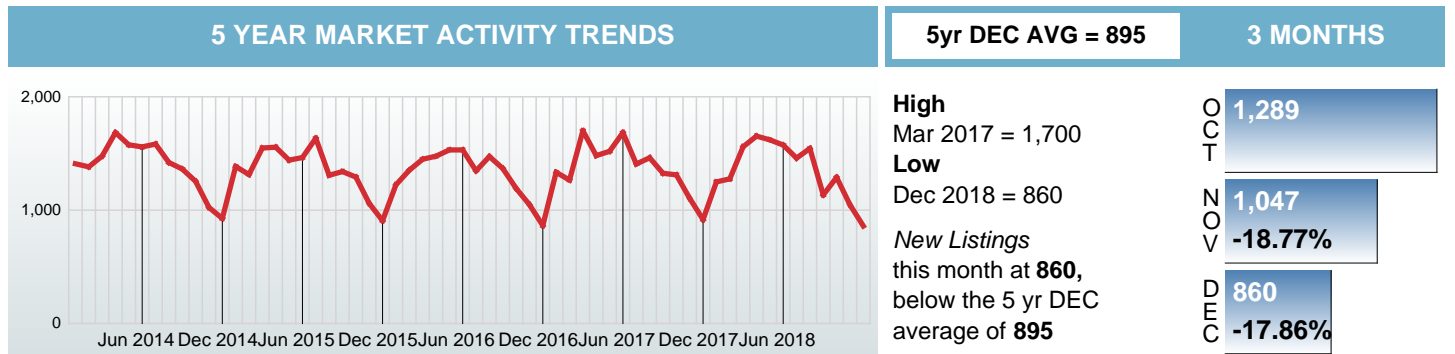
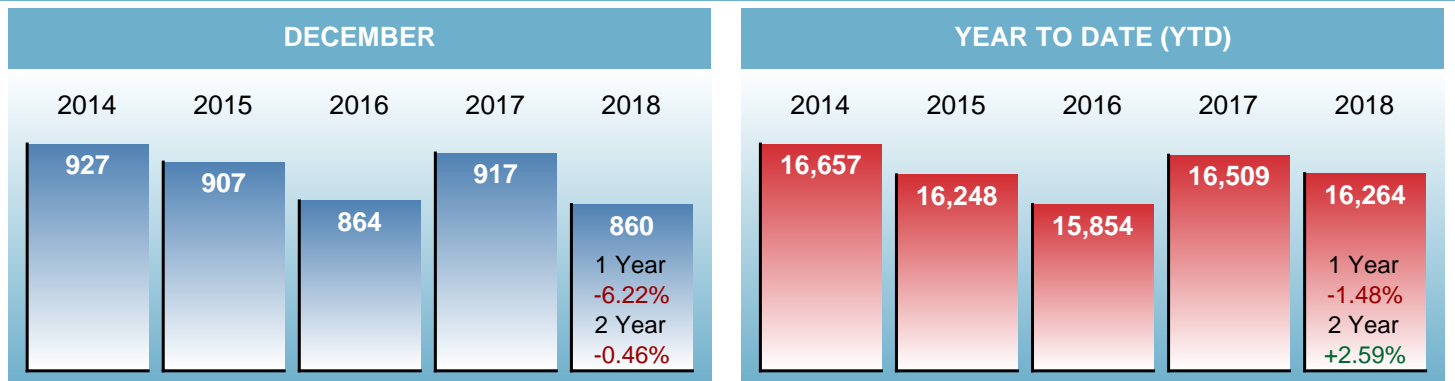
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NEW LISTINGS

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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	49	5.70%	29	19	1	0
\$50,001 - \$100,000	106	12.33%	45	56	5	0
\$100,001 - \$125,000	57	6.63%	13	38	5	1
\$125,001 - \$225,000	311	36.16%	73	175	58	5
\$225,001 - \$325,000	132	15.35%	13	51	60	8
\$325,001 - \$475,000	120	13.95%	5	33	63	19
\$475,001 and up	85	9.88%	17	9	39	20
Total New Listed Units	860		195	381	231	53
Total New Listed Volume	235,382,836	100%	45.08M	69.56M	87.74M	33.00M
Median New Listed Listing Price	\$179,950		\$132,500	\$157,000	\$299,900	\$424,900

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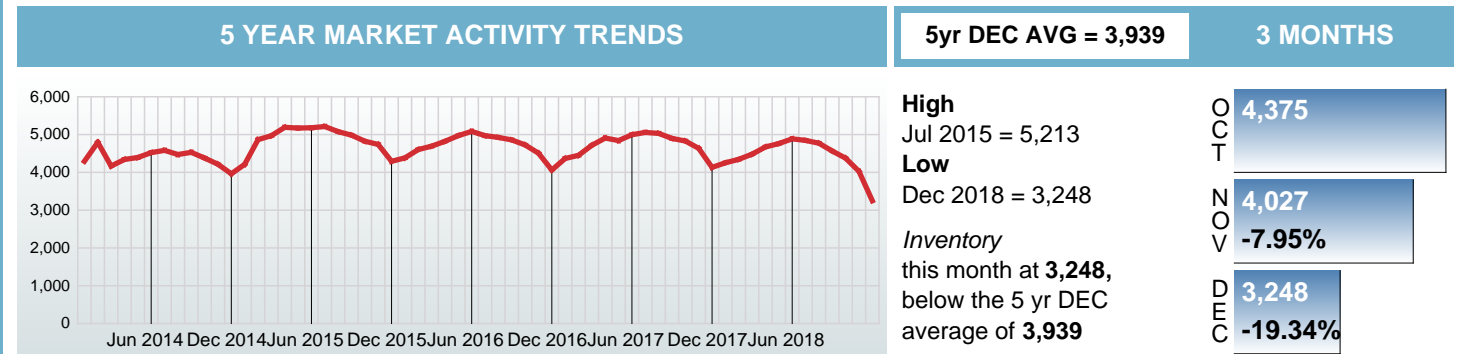
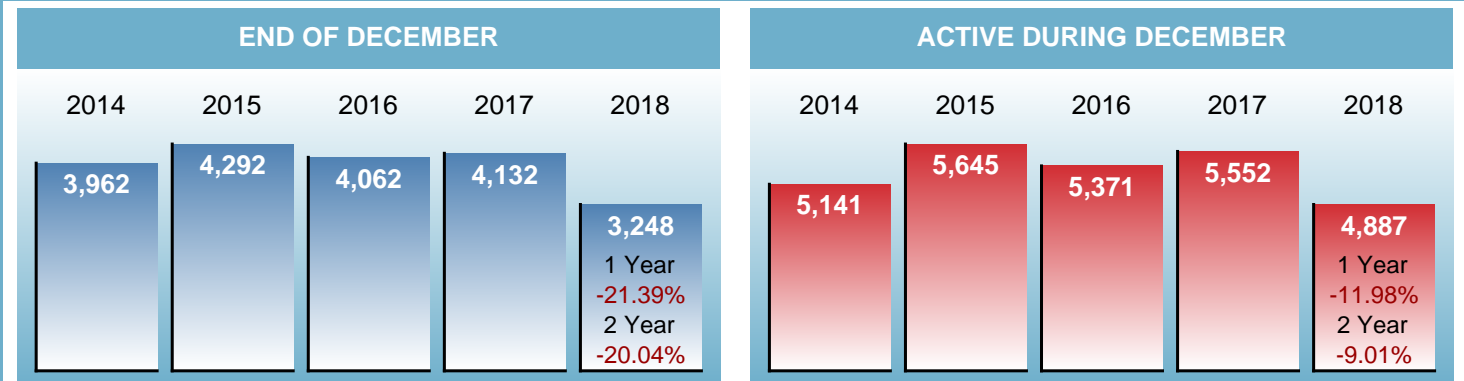
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ACTIVE INVENTORY

Report produced on Jan 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	219	6.74%	63.0	150	61	7	1
\$50,001 - \$100,000	343	10.56%	74.0	181	138	21	3
\$100,001 - \$150,000	488	15.02%	54.5	145	296	45	2
\$150,001 - \$250,000	877	27.00%	74.0	118	450	283	26
\$250,001 - \$350,000	531	16.35%	80.0	58	147	270	56
\$350,001 - \$625,000	461	14.19%	74.0	45	81	248	87
\$625,001 and up	329	10.13%	86.0	98	26	103	102
Total Active Inventory by Units	3,248			795	1,199	977	277
Total Active Inventory by Volume	1,087,671,266	100%	72.5	285.23M	242.89M	373.07M	186.47M
Median Active Inventory Listing Price	\$215,000			\$132,500	\$164,980	\$299,900	\$475,000

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Phone: 918-663-7500

Email: support@mlstechnology.com



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MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR DECEMBER					INDICATORS FOR DECEMBER 2018				
2014	2015	2016	2017	2018	Inventory	Closed	Absorption	MSI	MSI %
5.0	5.3	4.9	5.0	3.8	3,248	10,196	850	3.8	26.160%
				1 Year -23.19%	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 -22.58%					

5 YEAR MARKET ACTIVITY TRENDS		5yr DEC AVG = 4.8	3 MONTHS
		<p>High Apr 2015 = 6.5</p> <p>Low Dec 2018 = 3.8</p> <p>Months Supply this month at 3.8, below the 5 yr DEC average of 4.8</p>	<p>OCT 5.1</p> <p>NOV 4.7 -7.83%</p> <p>DEC 3.8 -18.36%</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	219		6.74%	4.3	5.1	3.2	2.9	4.0
\$50,001 \$100,000	343		10.56%	3.0	4.8	1.9	3.3	7.2
\$100,001 \$150,000	488		15.02%	2.7	6.7	2.1	2.8	1.1
\$150,001 \$250,000	877		27.00%	2.9	7.8	2.6	2.8	3.0
\$250,001 \$350,000	531		16.35%	4.6	11.6	4.4	4.2	4.8
\$350,001 \$625,000	461		14.19%	6.6	19.3	6.0	5.8	7.5
\$625,001 and up	329		10.13%	18.5	117.6	12.5	11.6	17.2
Market Supply of Inventory (MSI)		3.8			7.1	2.6	4.0	6.9
Total Active Inventory by Units		3,248	100%	3.8	795	1,199	977	277

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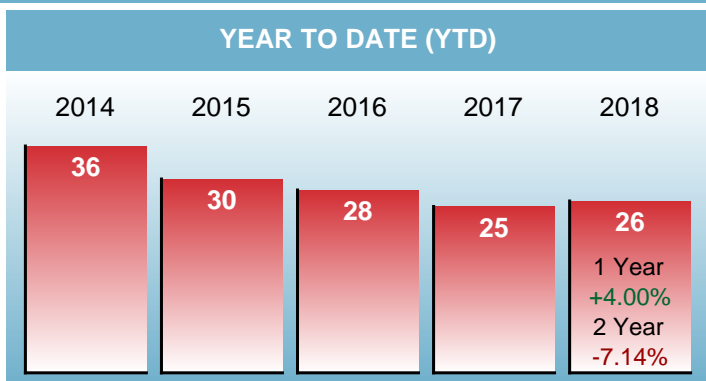
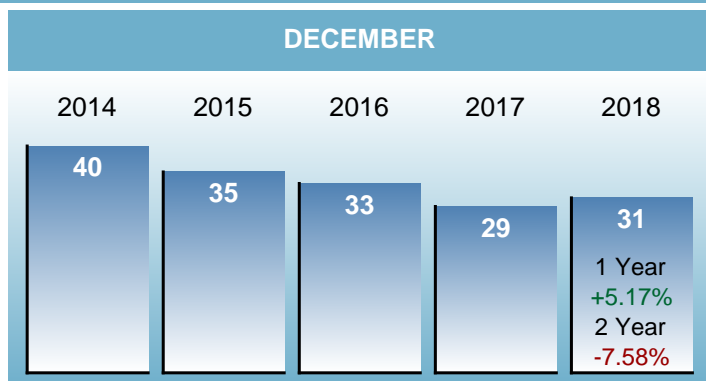
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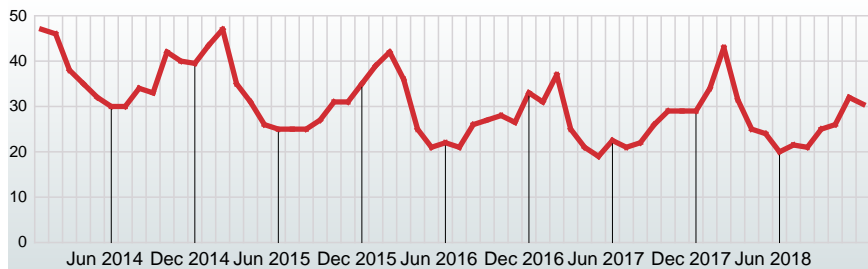


MEDIAN DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 33 **3 MONTHS**

High	Feb 2015 = 47
Low	May 2017 = 19
<i>Median Days on Market this month at 31, below the 5 yr DEC average of 33</i>	
OCT	26
NOV	32
DEC	31
23.08%	
-4.69%	

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	38	5.71%	29.5	52.0	14.0	21.0	0.0
\$50,001 - \$100,000	104	15.62%	33.5	57.0	25.0	20.0	36.0
\$100,001 - \$125,000	58	8.71%	25.0	14.5	28.0	51.0	0.0
\$125,001 - \$200,000	213	31.98%	21.0	51.0	18.5	37.0	8.0
\$200,001 - \$250,000	100	15.02%	35.5	80.0	35.0	29.5	110.0
\$250,001 - \$350,000	81	12.16%	55.0	5.5	54.0	64.0	55.0
\$350,001 and up	72	10.81%	18.5	31.5	36.0	20.0	1.0
Median Closed DOM	30.5			49.0	25.0	32.5	35.0
Total Closed Units	666			103	356	178	29
Total Closed Volume	133,402,736			12.92M	59.98M	47.53M	12.97M

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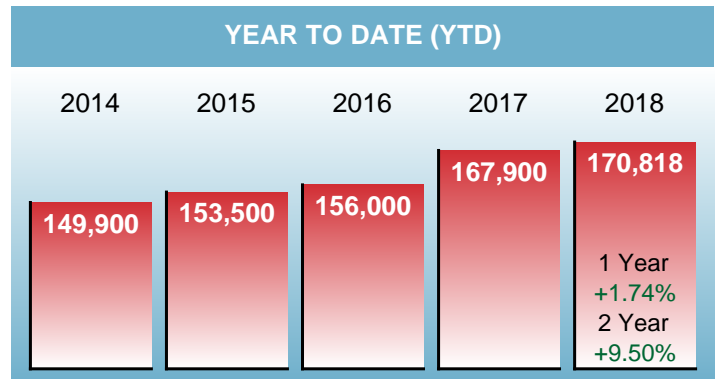
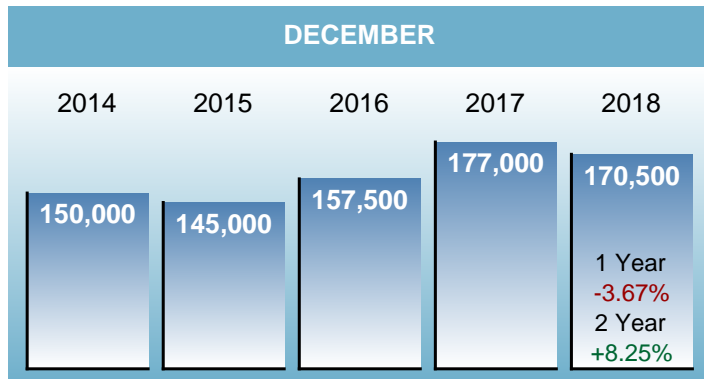
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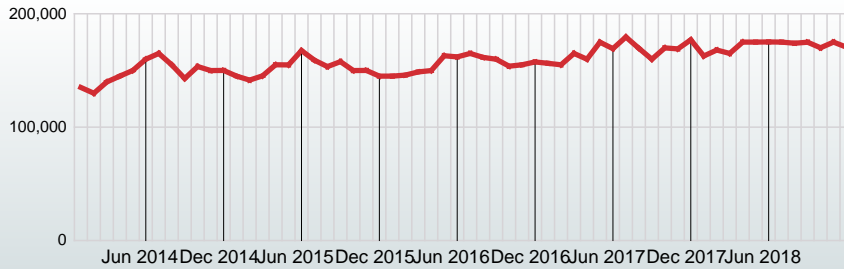
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 160,000 **3 MONTHS**



High
Jul 2017 = 179,500
Low
Feb 2014 = 129,900
Median List Price
this month at **170,500**,
above the 5 yr DEC
average of **160,000**

OCT	170,000
NOV	175,000 2.94%
DEC	170,500 -2.57%

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	33	4.95%	36,500	35,750	38,750	50,000	0
\$50,001 - \$100,000	108	16.22%	79,000	72,250	79,900	87,000	88,650
\$100,001 - \$125,000	59	8.86%	116,900	119,000	115,950	119,900	117,000
\$125,001 - \$200,000	210	31.53%	159,984	147,900	159,450	172,000	0
\$200,001 - \$250,000	95	14.26%	224,900	233,000	223,500	220,000	239,450
\$250,001 - \$350,000	86	12.91%	293,950	299,900	285,000	294,900	275,000
\$350,001 and up	75	11.26%	425,000	475,000	425,000	417,000	444,500
Median List Price			170,500	83,500	149,968	239,900	359,900
Total Closed Units			666	103	356	178	29
Total Closed Volume			137,636,893	13.65M	61.53M	49.14M	13.31M

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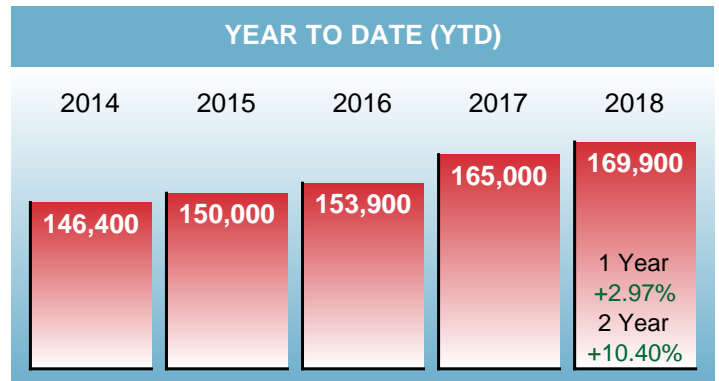
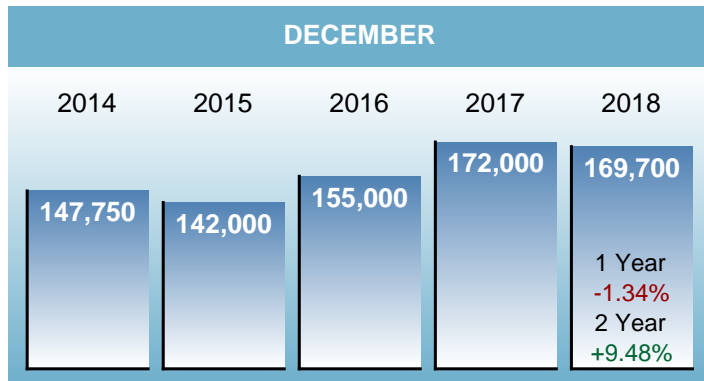
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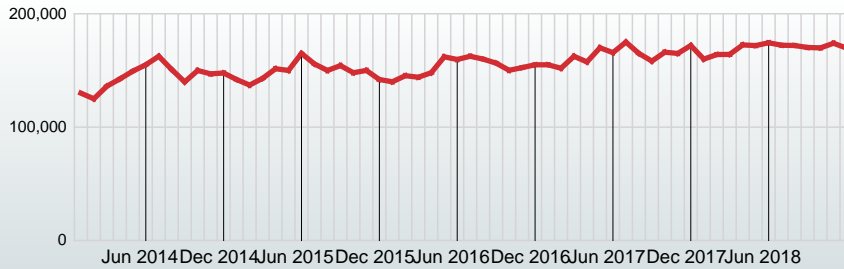
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 157,290 **3 MONTHS**



High
Jul 2017 = 175,000
Low
Feb 2014 = 125,000
Median Sold Price
this month at **169,700**,
above the 5 yr DEC
average of **157,290**

OCT	169,925
NOV	174,000 2.40%
DEC	169,700 -2.47%

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	38	5.71%	37,400	34,750	37,500	40,000	0
\$50,001 - \$100,000	104	15.62%	75,000	71,500	77,500	85,000	92,000
\$100,001 - \$125,000	58	8.71%	113,500	112,500	114,000	103,000	0
\$125,001 - \$200,000	213	31.98%	158,000	145,000	157,218	169,950	132,300
\$200,001 - \$250,000	100	15.02%	223,750	227,980	220,000	222,500	232,500
\$250,001 - \$350,000	81	12.16%	290,000	295,000	293,700	294,896	278,500
\$350,001 and up	72	10.81%	424,693	452,500	430,438	408,000	433,983
Median Sold Price			169,700	82,500	147,550	236,561	352,000
Total Closed Units		100%	666	103	356	178	29
Total Closed Volume			133,402,736	12.92M	59.98M	47.53M	12.97M

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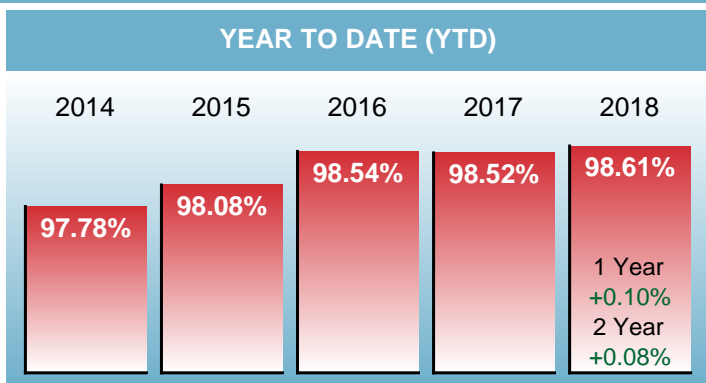
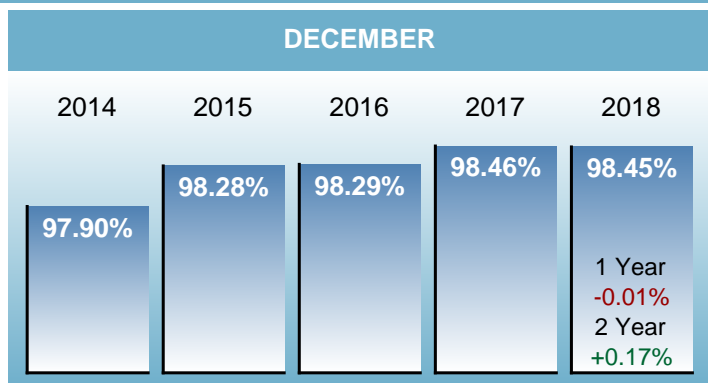
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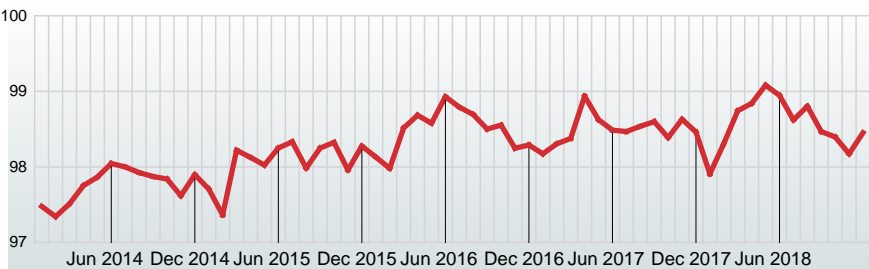


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 98.28% **3 MONTHS**

High
May 2018 = 99.08%

Low
Feb 2014 = 97.34%

*Median Sold/List Ratio this month at **98.45%**, equal to 5 yr DEC average of **98.28%***

OCT	98.40%
NOV	98.17%
DEC	98.45%
DEC	0.28%

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	38	5.71%	89.29%	86.54%	94.32%	80.00%	0.00%
\$50,001 - \$100,000	104	15.62%	97.20%	97.54%	97.47%	88.89%	103.02%
\$100,001 - \$125,000	58	8.71%	97.90%	98.90%	98.13%	97.14%	0.00%
\$125,001 - \$200,000	213	31.98%	98.67%	98.67%	98.63%	98.62%	130.89%
\$200,001 - \$250,000	100	15.02%	98.75%	97.67%	98.95%	99.08%	97.72%
\$250,001 - \$350,000	81	12.16%	99.07%	94.99%	100.00%	97.51%	100.00%
\$350,001 and up	72	10.81%	98.90%	90.96%	98.11%	100.00%	100.00%
Median Sold/List Ratio			98.45%	96.92%	98.59%	98.52%	100.00%
Total Closed Units		100%	98.45%	103	356	178	29
Total Closed Volume				12.92M	59.98M	47.53M	12.97M

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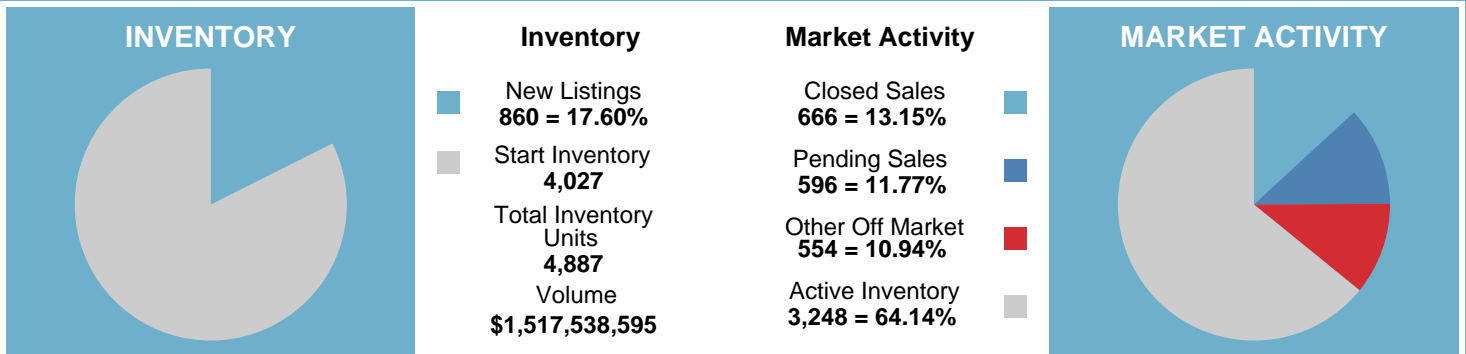
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MARKET SUMMARY

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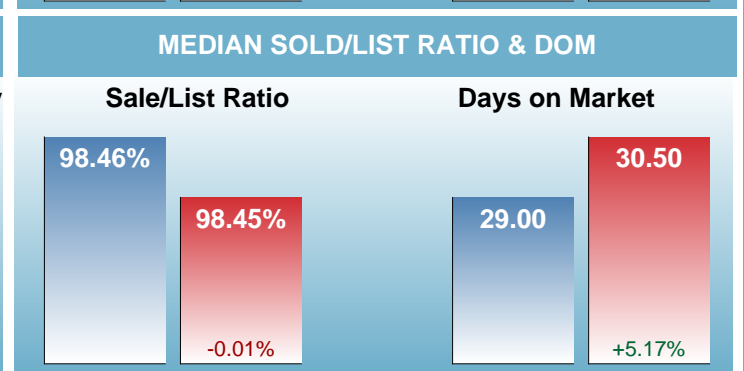
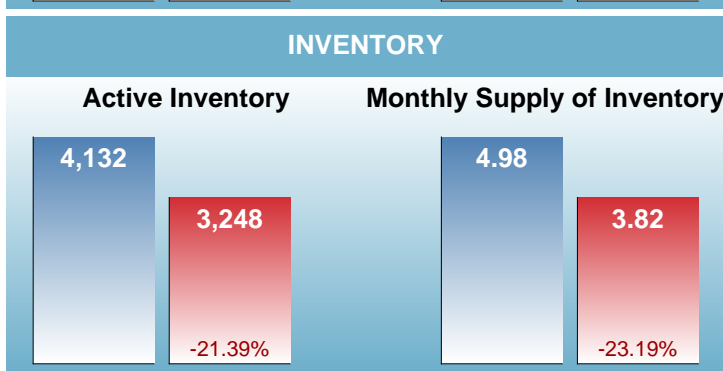
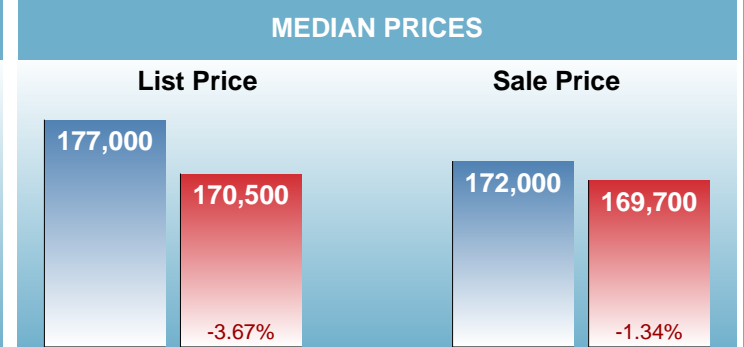
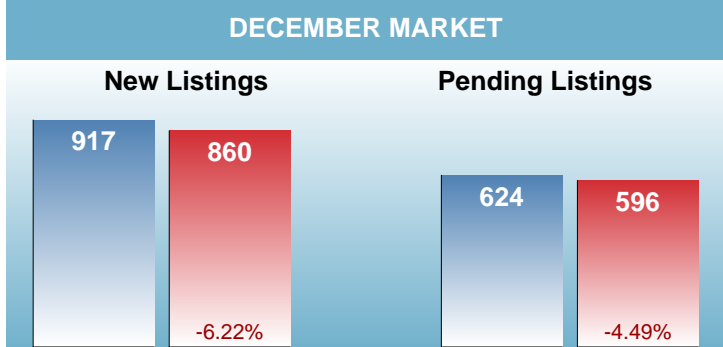


Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	791	666	-15.80%	9,963	10,196	2.34%
Pending Sales	624	596	-4.49%	10,196	10,447	2.46%
New Listings	917	860	-6.22%	16,509	16,264	-1.48%
Median List Price	177,000	170,500	-3.67%	167,900	170,818	1.74%
Median Sale Price	172,000	169,700	-1.34%	165,000	169,900	2.97%
Median Percent of Selling Price to List Price	98.46%	98.45%	-0.01%	98.52%	98.61%	0.10%
Median Days on Market to Sale	29.00	30.50	5.17%	25.00	26.00	4.00%
Monthly Inventory	4,132	3,248	-21.39%	4,132	3,248	-21.39%
Months Supply of Inventory	4.98	3.82	-23.19%	4.98	3.82	-23.19%

Absorption: Last 12 months, an Average of **850** Sales/Month

Inventory on December 31, 2018 = **3,248**

2017 2018



Ready to Buy or Sell Real Estate?

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