

December 2018



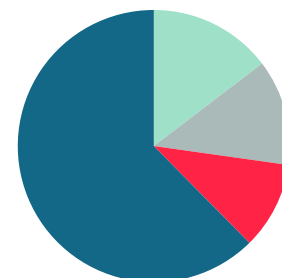
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	1,056	955	-9.56%
Pending Listings	838	822	-1.91%
New Listings	1,277	1,126	-11.82%
Average List Price	207,211	202,599	-2.23%
Average Sale Price	201,398	196,526	-2.42%
Average Percent of Selling Price to List Price	97.72%	97.21%	-0.52%
Average Days on Market to Sale	46.93	45.83	-2.35%
End of Month Inventory	4,389	4,072	-7.22%
Months Supply of Inventory	3.76	3.45	-8.39%



■ Closed (14.63%)
■ Pending (12.60%)
■ Other OffMarket (10.37%)
■ Active (62.40%)

Absorption: Last 12 months, an Average of **1,181** Sales/Month
Active Inventory as of December 31, 2018 = **4,072**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **7.22%** to 4,072 existing homes available for sale. Over the last 12 months this area has had an average of 1,181 closed sales per month. This represents an unsold inventory index of **3.45** 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 **2.42%** in December 2018 to \$196,526 versus the previous year at \$201,398.

Average Days on Market Shortens

The average number of **45.83** days that homes spent on the market before selling decreased by 1.10 days or **2.35%** in December 2018 compared to last year's same month at **46.93** DOM.

Sales Success for December 2018 is Positive

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

There were 1,126 New Listings in December 2018, down **11.82%** from last year at 1,277. Furthermore, there were 955 Closed Listings this month versus last year at 1,056, a **-9.56%** decrease.

Closed versus Listed trends yielded a **84.8%** ratio, up from previous year's, December 2017, at **82.7%**, a **2.56%** upswing. 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.

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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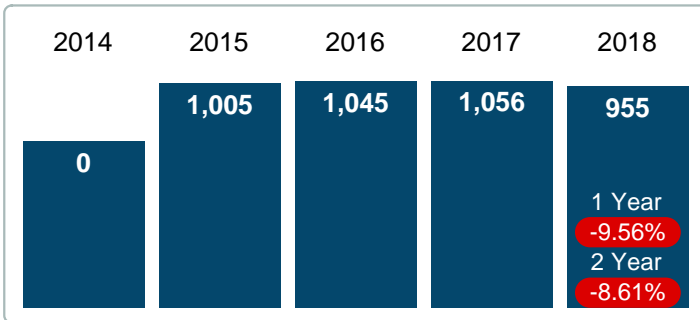
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



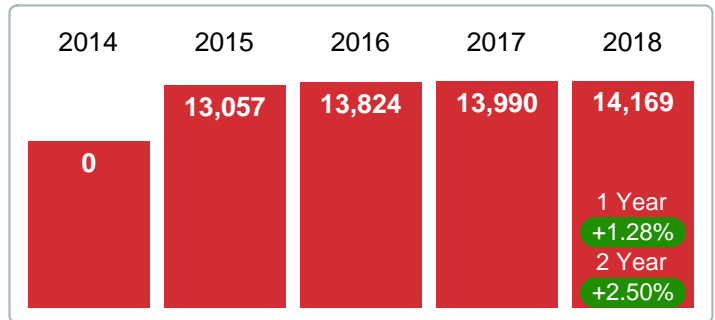
CLOSED LISTINGS

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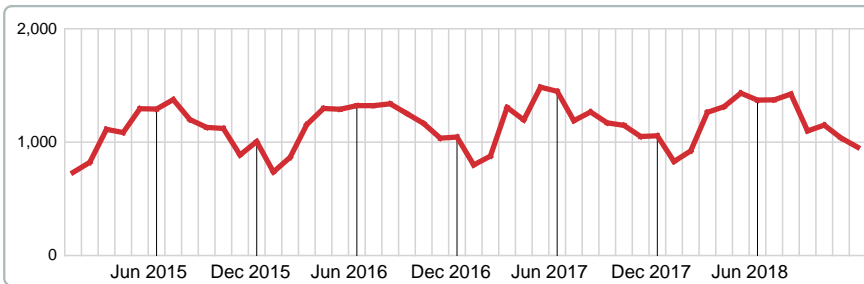
DECEMBER



YEAR TO DATE (YTD)

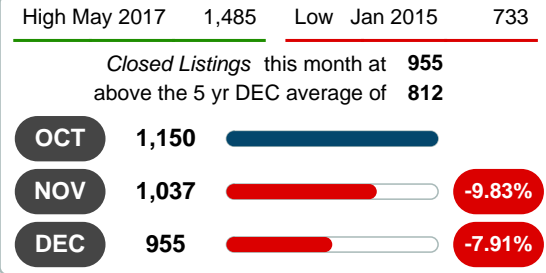


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 812



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	50	5.24%	43.8	24	25	1	0
\$50,001 - \$100,000	156	16.34%	42.0	37	108	10	1
\$100,001 - \$125,000	87	9.11%	45.2	10	69	8	0
\$125,001 - \$175,000	230	24.08%	44.6	17	170	40	3
\$175,001 - \$250,000	217	22.72%	46.9	8	116	85	8
\$250,001 - \$325,000	101	10.58%	56.8	4	33	58	6
\$325,001 and up	114	11.94%	43.2	1	34	59	20
Total Closed Units	955			101	555	261	38
Total Closed Volume	187,682,413	100%	45.8	11.02M	89.99M	69.59M	17.08M
Average Closed Price	\$196,526			\$109,158	\$162,147	\$266,610	\$449,490

December 2018



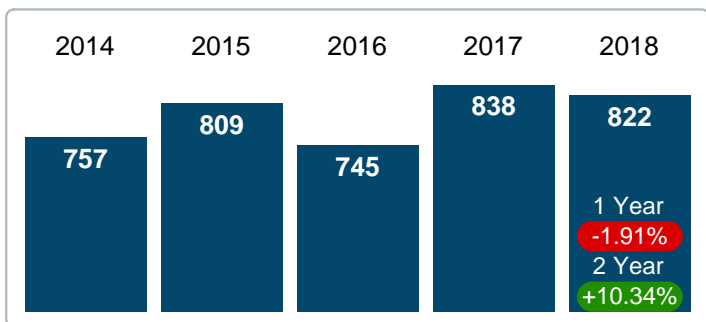
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



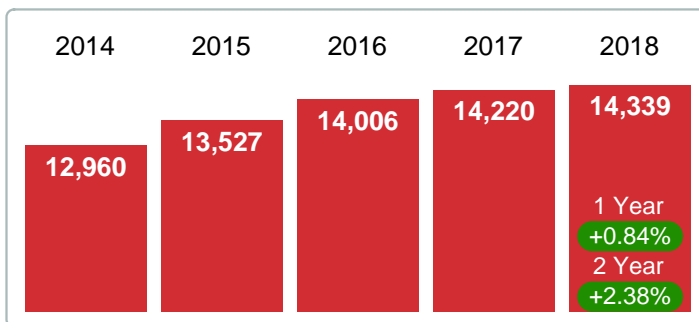
PENDING LISTINGS

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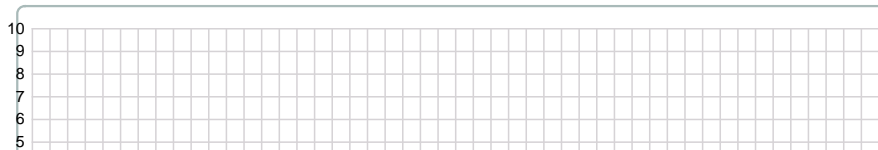
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 794

High Dec 2018: 0, Low Dec 2018: 0

Pending Listings this month at **822**
above the 5 yr DEC average of **794**

OCT: 0
NOV: 0
DEC: 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	46	5.60%	54.4	24	20	2	0
\$50,001 - \$100,000	108	13.14%	41.2	24	76	8	0
\$100,001 - \$150,000	154	18.73%	48.8	15	121	16	2
\$150,001 - \$200,000	175	21.29%	47.4	5	129	38	3
\$200,001 - \$275,000	150	18.25%	53.6	6	74	64	6
\$275,001 - \$350,000	89	10.83%	55.1	3	26	59	1
\$350,001 and up	100	12.17%	45.3	4	17	52	27
Total Pending Units	822			81	463	239	39
Total Pending Volume	176,245,092	100%	48.8	10.24M	77.86M	69.46M	18.69M
Average Listing Price	\$215,150			\$126,423	\$168,162	\$290,620	\$479,163

December 2018



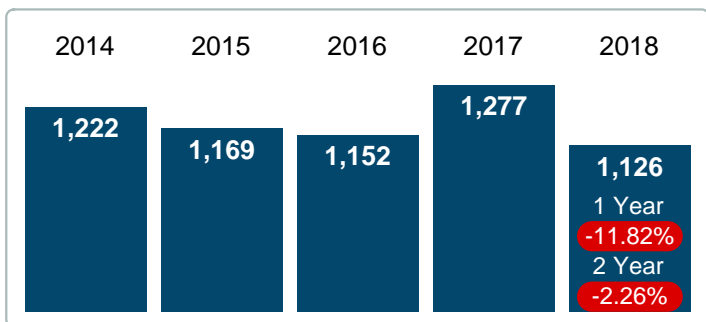
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



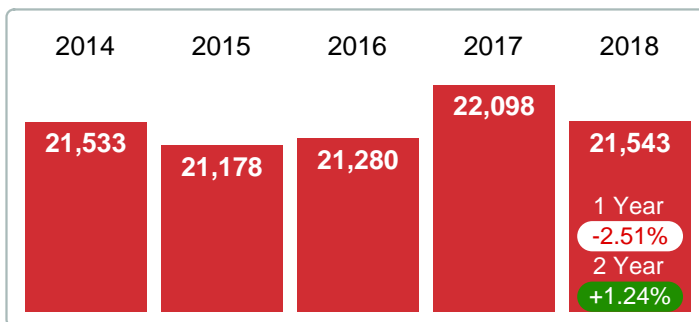
NEW LISTINGS

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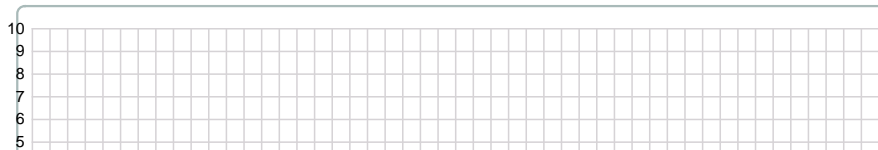
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,189

High Dec 2018: 0 | Low Dec 2018: 0

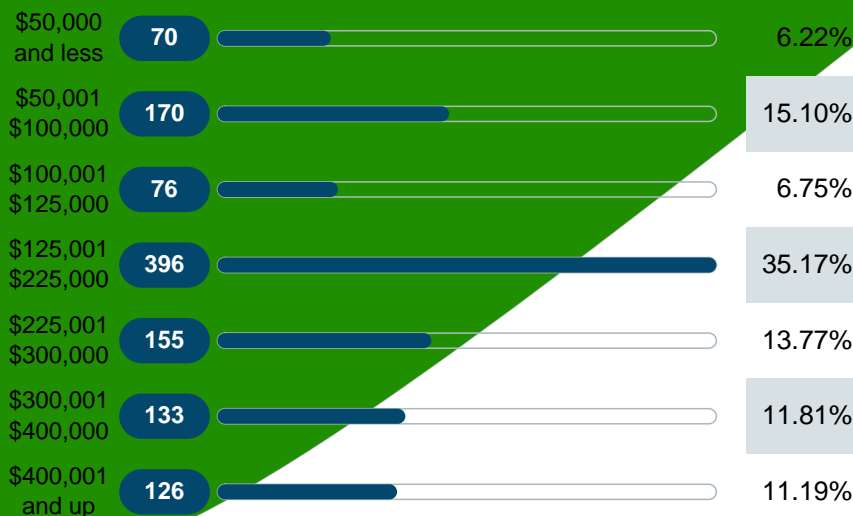
New Listings this month at 1,126
below the 5 yr DEC average of 1,189

- OCT: 0
- NOV: 0
- DEC: 0

nan%
nan%

Distribution of New Listings by Price Range

%



1-2 Beds | 3 Beds | 4 Beds | 5+ Beds

33	34	3	0
53	109	8	0
10	57	8	1
19	277	91	9
5	65	79	6
3	42	74	14
3	18	69	36

Total New Listed Units	1,126	
Total New Listed Volume	276,181,307	100%
Average New Listed Listing Price	\$201,252	

126	602	332	66
14.15M	104.50M	113.92M	43.61M
\$112,284	\$173,590	\$343,134	\$660,787

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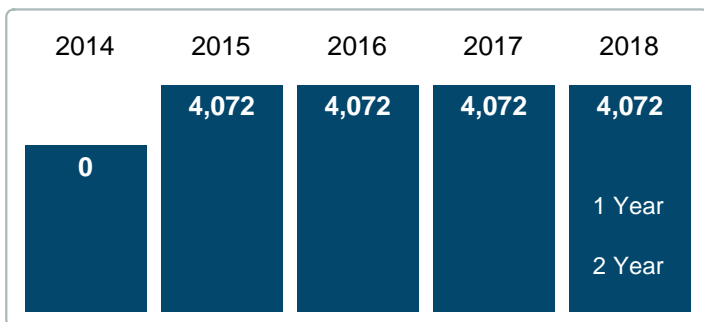
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



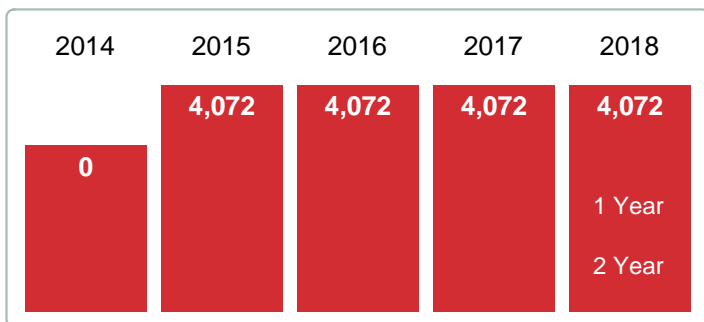
ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3,258

High Dec 2018 4,072 Low Dec 2018 4,072

Inventory this month at 4,072 above the 5 yr DEC average of 3,258

OCT 4,072
NOV 4,072
DEC 4,072

0.00%
0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	249	6.11%	108.0	118	115	13	3
\$50,001 - \$100,000	487	11.96%	108.8	175	270	36	6
\$100,001 - \$150,000	634	15.57%	82.1	76	454	92	12
\$150,001 - \$250,000	1,183	29.05%	82.3	56	686	405	36
\$250,001 - \$325,000	530	13.02%	88.6	12	187	279	52
\$325,001 - \$500,000	573	14.07%	84.6	8	135	331	99
\$500,001 and up	416	10.22%	90.7	5	61	187	163
Total Active Inventory by Units	4,072			450	1,908	1,343	371
Total Active Inventory by Volume	1,139,151,791	100%	89.0	50.03M	376.23M	477.03M	235.87M
Average Active Inventory Listing Price	\$279,752			\$111,171	\$197,186	\$355,196	\$635,756

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Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



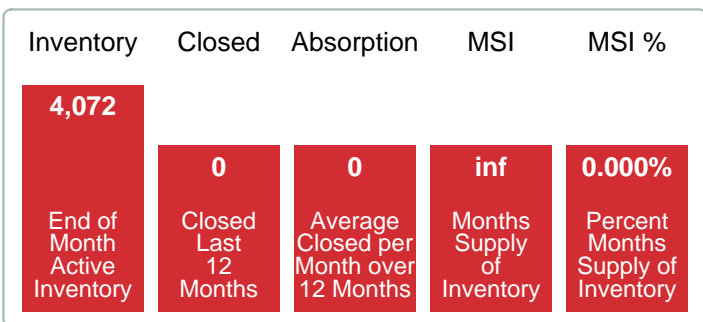
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

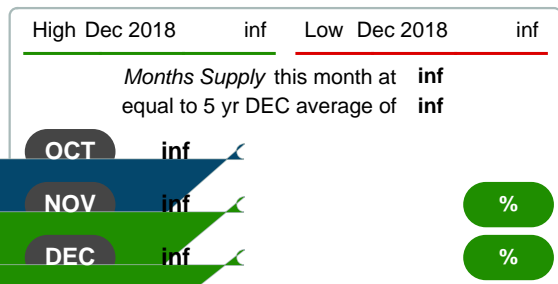


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	249		6.11%	3.49	3.58	3.43	3.00	6.00	
\$50,001 - \$100,000	487		11.96%	3.04	4.38	2.52	2.98	5.14	
\$100,001 - \$150,000	634		15.57%	2.40	3.16	2.14	3.55	5.14	
\$150,001 - \$250,000	1,183		29.05%	2.81	3.93	2.66	2.94	3.38	
\$250,001 - \$325,000	530		13.02%	4.11	3.06	4.62	3.90	4.05	
\$325,001 - \$500,000	573		14.07%	5.82	4.36	6.09	5.46	7.11	
\$500,001 and up	416		10.22%	11.29	12.00	11.62	9.43	14.38	
Market Supply of Inventory (MSI)		3.45			3.83	2.81	4.04	7.03	
Total Active Inventory by Units		4,072	100%	3.45	450	1,908	1,343	371	

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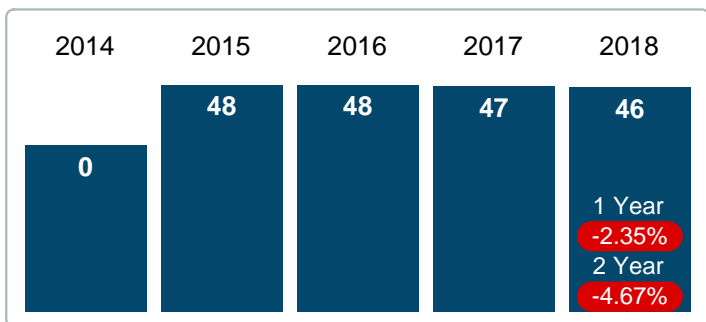
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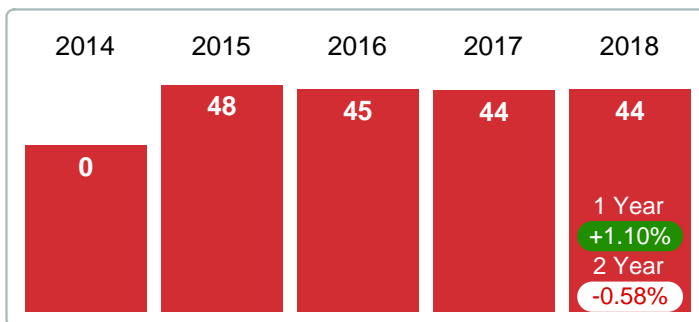
AVERAGE DAYS ON MARKET TO SALE

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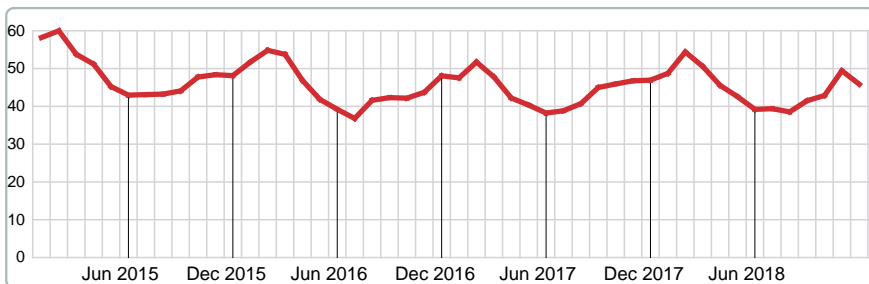
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

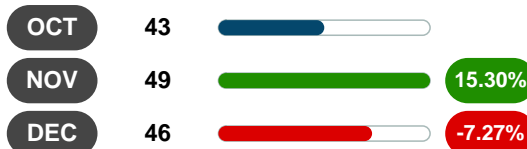


3 MONTHS

5 year DEC AVG = 38

High Feb 2015 60 Low Jul 2016 37

Average Days on Market to Sale this month at 46 above the 5 yr DEC average of 38



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	5.24%	44	46	43	21	0
\$50,001 - \$100,000	16.34%	42	50	40	35	36
\$100,001 - \$125,000	9.11%	45	44	46	41	0
\$125,001 - \$175,000	24.08%	45	60	40	59	10
\$175,001 - \$250,000	22.72%	47	53	45	43	115
\$250,001 - \$325,000	10.58%	57	56	56	58	49
\$325,001 and up	11.94%	43	52	45	39	51
Average Closed DOM		46	51	43	47	61
Total Closed Units	100%	46	101	555	261	38
Total Closed Volume		187,682,413	11.02M	89.99M	69.59M	17.08M

December 2018



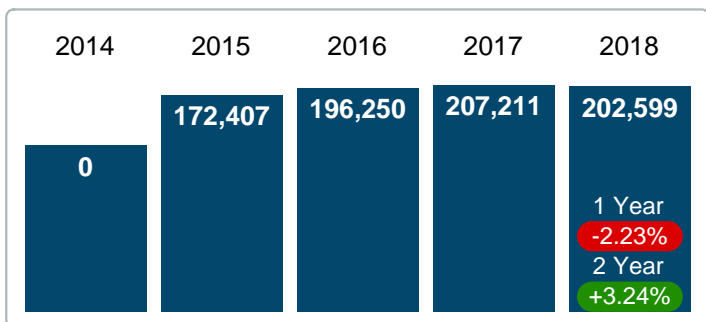
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



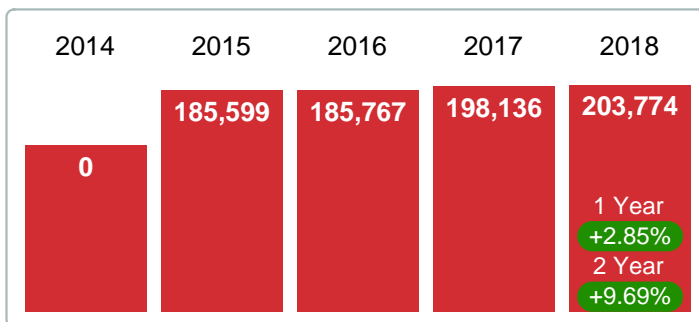
AVERAGE LIST PRICE AT CLOSING

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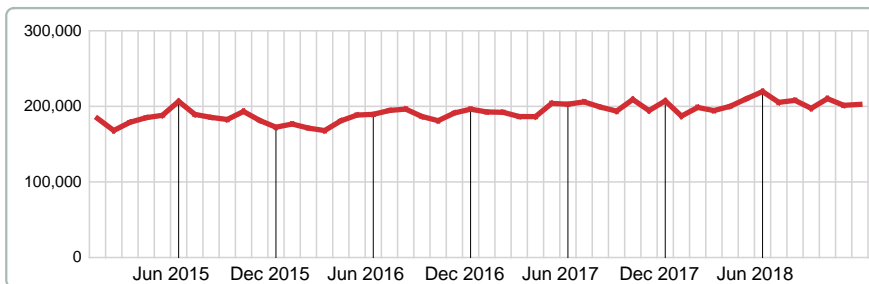
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 155,693

High Jun 2018 219,593 Low Mar 2016 167,971

Average List Price at Closing this month at **202,599**
above the 5 yr DEC average of **155,693**

- OCT 210,199
- NOV 201,378 (-4.20%)
- DEC 202,599 (0.61%)

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 (44)	4.61%	37,505	39,097	40,726	50,000	0
\$50,001 - \$100,000 (157)	16.44%	77,529	73,068	80,939	90,836	89,300
\$100,001 - \$125,000 (86)	9.01%	115,883	114,840	117,033	126,063	0
\$125,001 - \$175,000 (217)	22.72%	149,880	154,032	151,770	159,535	120,000
\$175,001 - \$250,000 (223)	23.35%	208,303	214,863	209,720	216,885	229,125
\$250,001 - \$325,000 (103)	10.79%	283,484	317,225	291,410	292,709	287,750
\$325,001 and up (125)	13.09%	492,155	1,275,000	436,634	471,028	691,247
Average List Price		202,599	115,560	166,532	274,143	469,309
Total Closed Units	100%	202,599	101	555	261	38
Total Closed Volume		193,481,882	11.67M	92.43M	71.55M	17.83M

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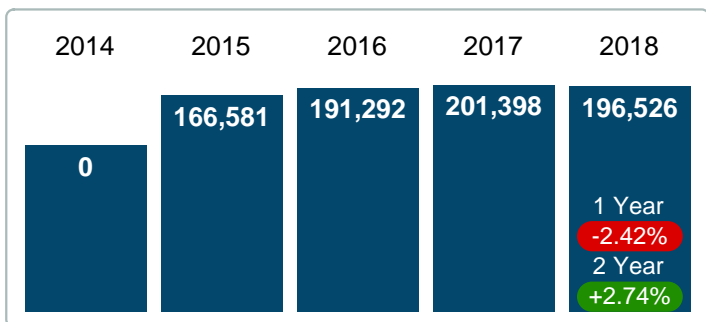
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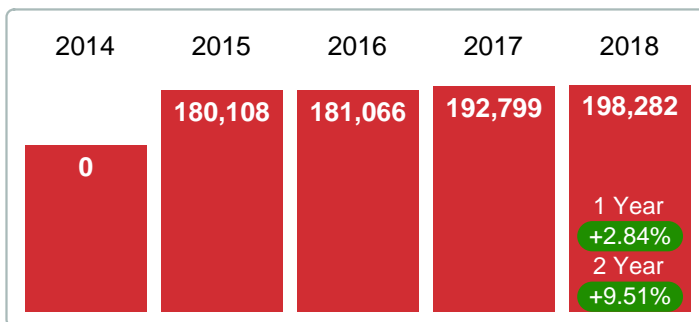
AVERAGE SOLD PRICE AT CLOSING

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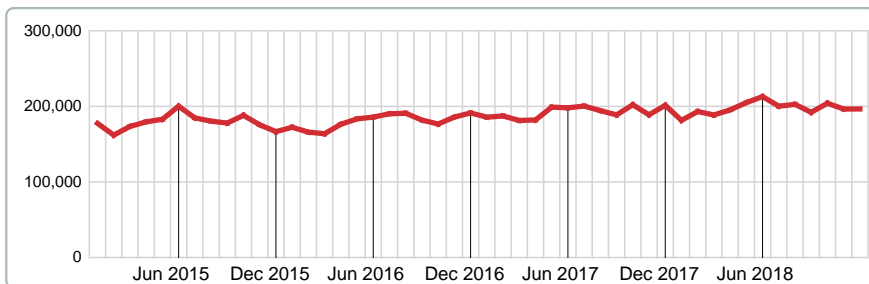
DECEMBER



YEAR TO DATE (YTD)

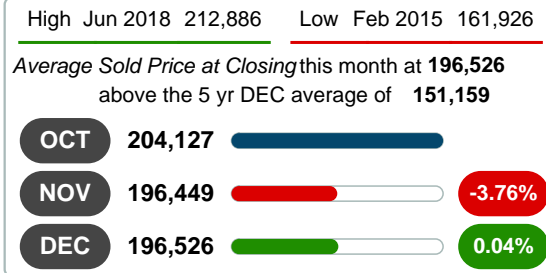


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 151,159



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	5.24%	35,998	35,218	36,588	40,000	0
\$50,001 - \$100,000	16.34%	76,217	69,849	77,727	81,886	92,000
\$100,001 - \$125,000	9.11%	114,430	112,200	114,440	117,125	0
\$125,001 - \$175,000	24.08%	149,544	146,850	148,727	154,936	139,200
\$175,001 - \$250,000	22.72%	209,352	208,985	205,541	213,199	224,108
\$250,001 - \$325,000	10.58%	283,700	301,250	280,077	284,520	284,000
\$325,001 and up	11.94%	487,361	1,100,000	424,036	457,081	653,707
Average Sold Price		196,526	109,158	162,147	266,610	449,490
Total Closed Units	100%	955	101	555	261	38
Total Closed Volume		187,682,413	11.02M	89.99M	69.59M	17.08M

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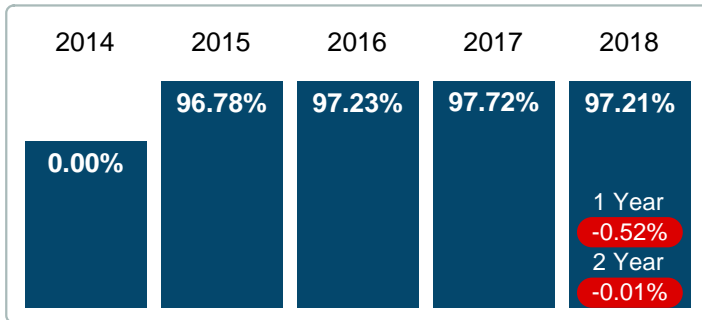
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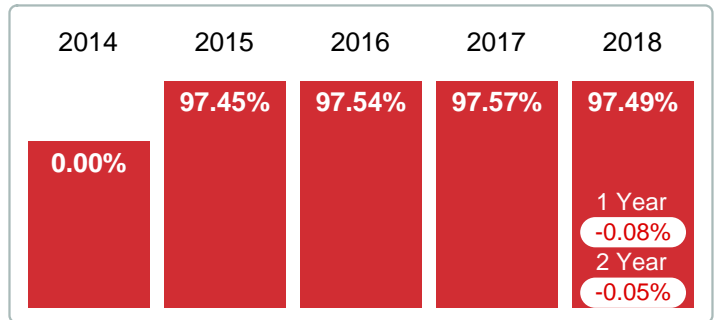
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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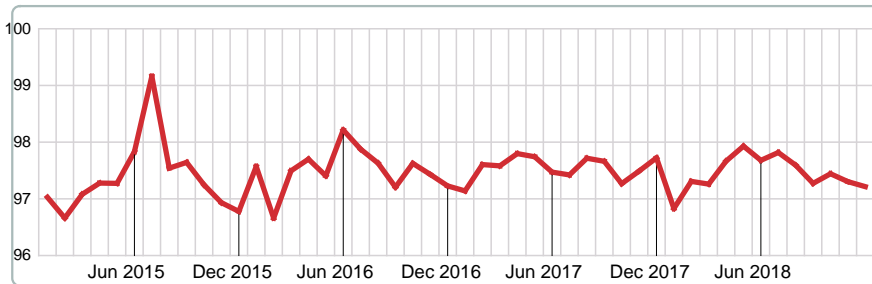
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

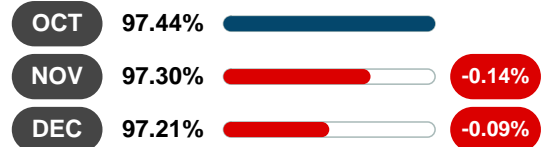


3 MONTHS

5 year DEC AVG = 77.79%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.21%** above the 5 yr DEC average of **77.79%**



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	50	5.24%	92.05%	90.55%	93.98%	80.00%	0.00%
\$50,001 - \$100,000	156	16.34%	96.14%	95.54%	96.68%	91.84%	103.02%
\$100,001 - \$125,000	87	9.11%	97.44%	97.95%	97.86%	93.23%	0.00%
\$125,001 - \$175,000	230	24.08%	98.08%	95.74%	98.09%	97.35%	120.16%
\$175,001 - \$250,000	217	22.72%	98.22%	97.30%	98.19%	98.36%	98.05%
\$250,001 - \$325,000	101	10.58%	97.08%	95.18%	96.62%	97.30%	98.74%
\$325,001 and up	114	11.94%	97.24%	86.27%	97.35%	97.84%	95.82%
Average Sold/List Ratio			97.20%	94.66%	97.49%	97.38%	98.86%
Total Closed Units		100%	97.20%	101	555	261	38
Total Closed Volume				11.02M	89.99M	69.59M	17.08M

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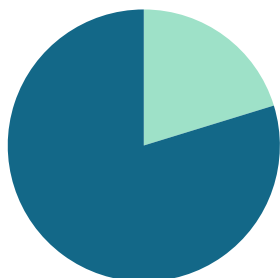
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

INVENTORY

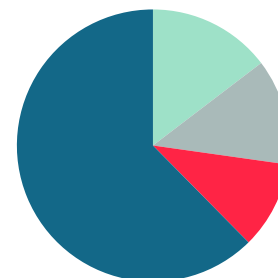


Inventory
 New Listings
1,126 = 20.26%
 Start Inventory
4,433
 Total Inventory Units
5,559
 Volume
\$1,535,202,135

Market Activity

Closed Sales
955 = 14.63%
 Pending Sales
822 = 12.60%
 Other Off Market
677 = 10.37%
 Active Inventory
4,072 = 62.40%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,056	955	-9.56%	13,990	14,169	1.28%
Pending Sales	838	822	-1.91%	14,220	14,339	0.84%
New Listings	1,277	1,126	-11.82%	22,098	21,543	-2.51%
Average List Price	207,211	202,599	-2.23%	198,136	203,774	2.85%
Average Sale Price	201,398	196,526	-2.42%	192,799	198,282	2.84%
Average Percent of Selling Price to List Price	97.72%	97.21%	-0.52%	97.57%	97.49%	-0.08%
Average Days on Market to Sale	46.93	45.83	-2.35%	43.83	44.31	1.10%
Monthly Inventory	4,389	4,072	-7.22%	4,389	4,072	-7.22%
Months Supply of Inventory	3.76	3.45	-8.39%	3.76	3.45	-8.39%

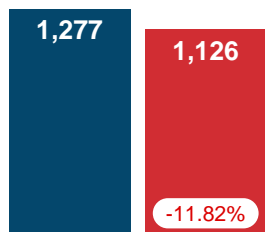
Absorption: Last 12 months, an Average of **1,181** Sales/Month

Inventory on December 31, 2018 = **4,072** 2017 2018

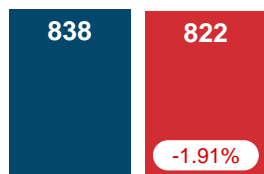
DECEMBER MARKET

AVERAGE PRICES

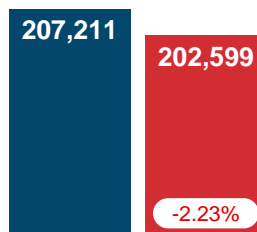
New Listings



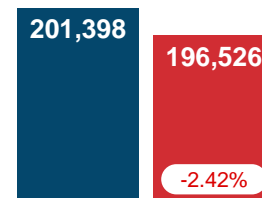
Pending Listings



List Price



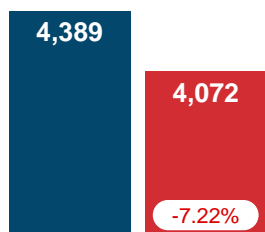
Sale Price



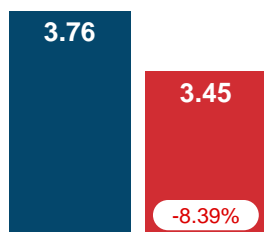
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

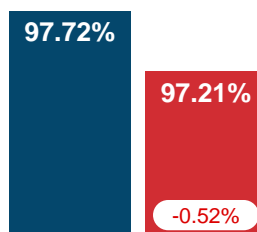
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

