



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

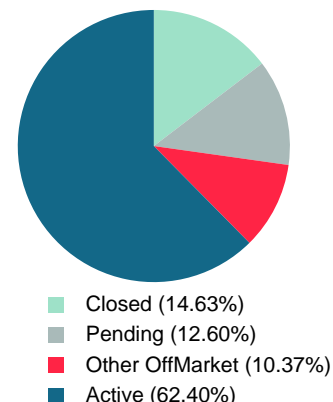


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	December 2018	+/- %
Closed Listings	1,056	955	-9.56%
Pending Listings	838	822	-1.91%
New Listings	1,277	1,126	-11.82%
Median List Price	169,925	169,000	-0.54%
Median Sale Price	168,000	166,100	-1.13%
Median Percent of Selling Price to List Price	98.64%	98.62%	-0.02%
Median Days on Market to Sale	31.50	29.00	-7.94%
End of Month Inventory	4,389	4,072	-7.22%
Months Supply of Inventory	3.76	3.45	-8.39%

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.

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 **1.13%** in December 2018 to \$166,100 versus the previous year at \$168,000.

Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 2.50 days or **7.94%** in December 2018 compared to last year's same month at **31.50** DOM.

Sales Success for December 2018 is Positive

Overall, with Median 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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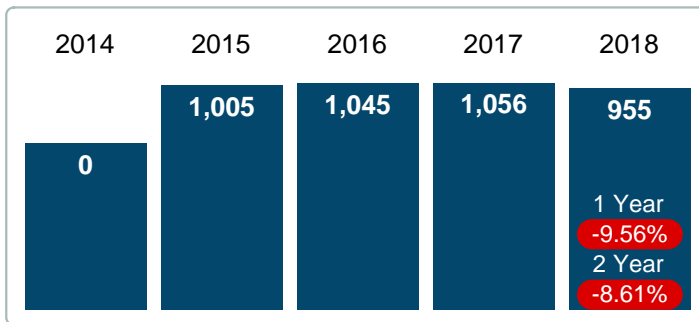


December 2018

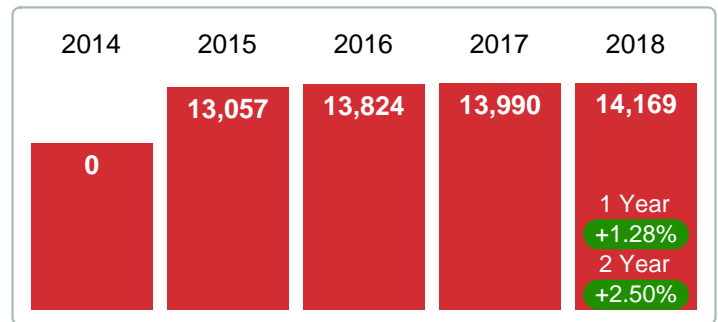
CLOSED LISTINGS

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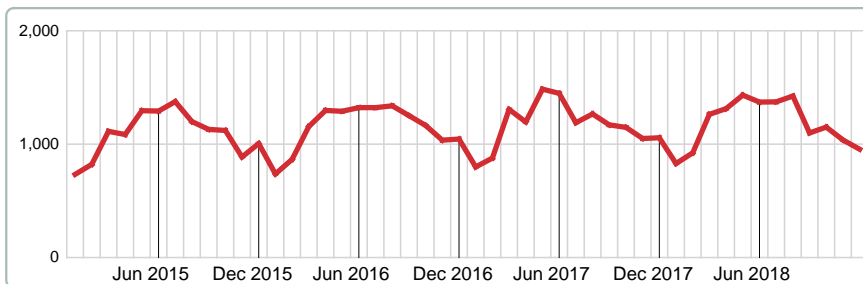
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 812

High May 2017 1,485 Low Jan 2015 733

Closed Listings this month at **955**
above the 5 yr DEC average of **812**

OCT	1,150		
NOV	1,037		-9.83%
DEC	955		-7.91%

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	50	5.24%	21.0	24	25	1	0
\$50,001 - \$100,000	156	16.34%	26.5	37	108	10	1
\$100,001 - \$125,000	87	9.11%	25.0	10	69	8	0
\$125,001 - \$175,000	230	24.08%	29.0	17	170	40	3
\$175,001 - \$250,000	217	22.72%	29.0	8	116	85	8
\$250,001 - \$325,000	101	10.58%	53.0	4	33	58	6
\$325,001 and up	114	11.94%	23.5	1	34	59	20
Total Closed Units		955		101	555	261	38
Total Closed Volume		187,682,413	100%	11.02M	89.99M	69.59M	17.08M
Median Closed Price		\$166,100		\$79,400	\$145,000	\$240,500	\$359,000

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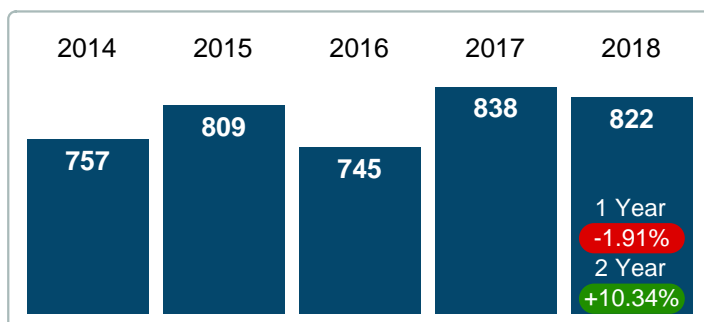


December 2018

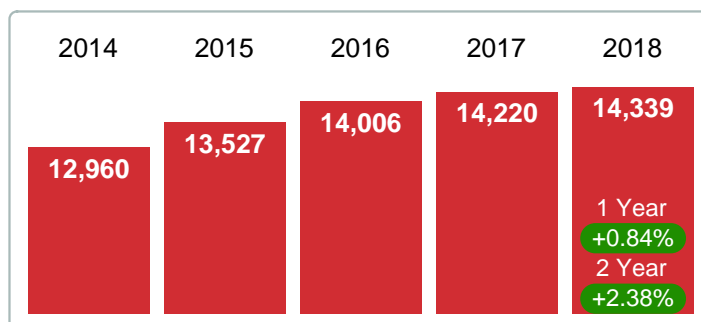
PENDING LISTINGS

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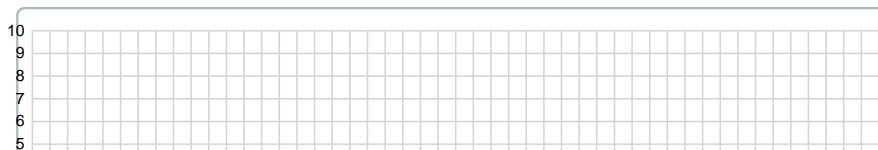
DECEMBER



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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	46		5.60%	30.0	24	20	2	0
\$50,001 - \$100,000	108		13.14%	25.0	24	76	8	0
\$100,001 - \$150,000	154		18.73%	36.5	15	121	16	2
\$150,001 - \$200,000	175		21.29%	32.0	5	129	38	3
\$200,001 - \$275,000	150		18.25%	36.0	6	74	64	6
\$275,001 - \$350,000	89		10.83%	44.0	3	26	59	1
\$350,001 and up	100		12.17%	33.5	4	17	52	27
Total Pending Units			822		81	463	239	39
Total Pending Volume			176,245,092	100%	10.24M	77.86M	69.46M	18.69M
Median Listing Price			\$179,900		\$83,850	\$159,000	\$269,500	\$399,000



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

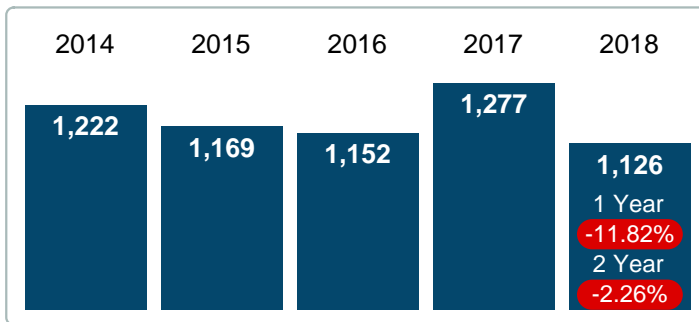


December 2018

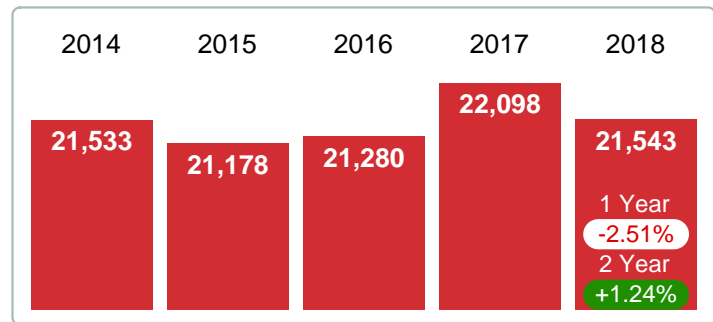
NEW LISTINGS

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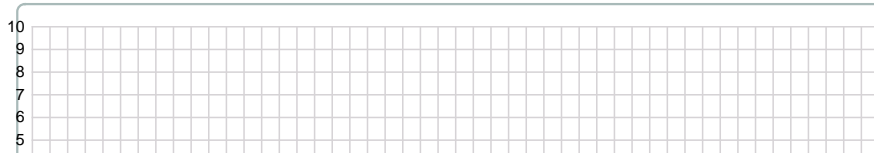
DECEMBER



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

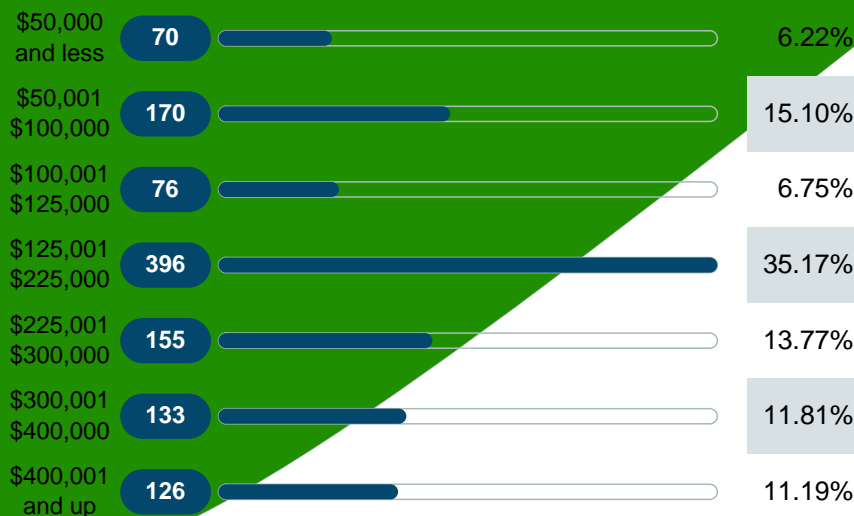
OCT 0
NOV 0
DEC 0

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%
Median New Listed Listing Price	\$179,900	

126	602	332	66
14.15M	104.50M	113.92M	43.61M
\$75,000	\$155,000	\$284,857	\$419,900

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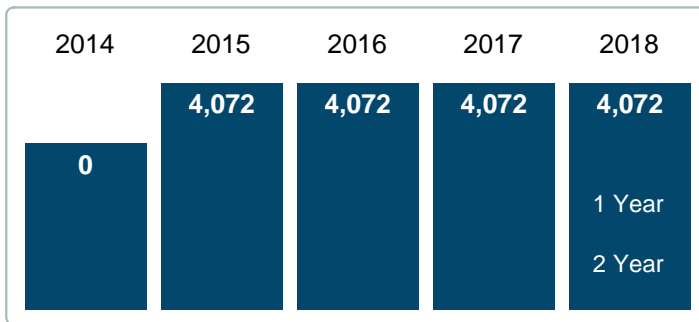


December 2018

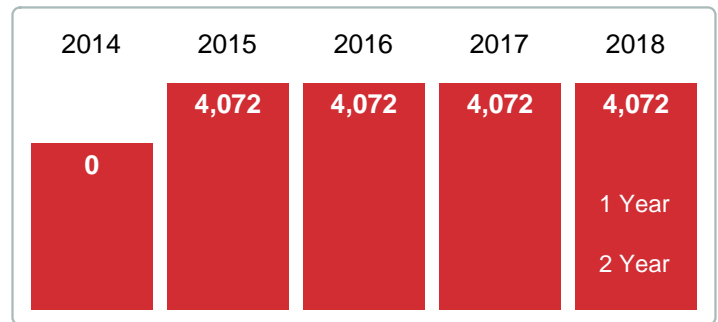
ACTIVE INVENTORY

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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	249		6.11%	74.0	118	115	13	3
\$50,001 - \$100,000	487		11.96%	79.0	175	270	36	6
\$100,001 - \$150,000	634		15.57%	63.0	76	454	92	12
\$150,001 - \$250,000	1,183		29.05%	70.0	56	686	405	36
\$250,001 - \$325,000	530		13.02%	82.0	12	187	279	52
\$325,001 - \$500,000	573		14.07%	80.0	8	135	331	99
\$500,001 and up	416		10.22%	84.0	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%	50.03M	376.23M	477.03M	235.87M
Median Active Inventory Listing Price			\$200,000		\$75,000	\$159,900	\$279,900	\$459,900

December 2018



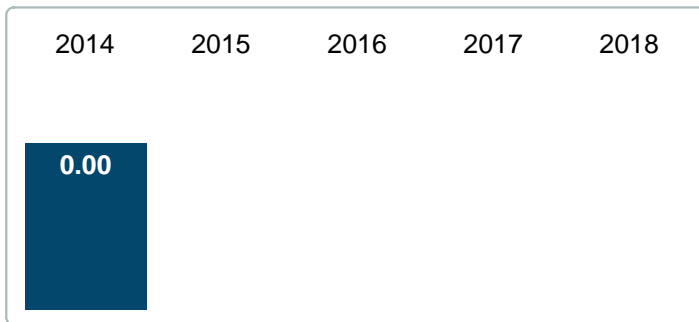
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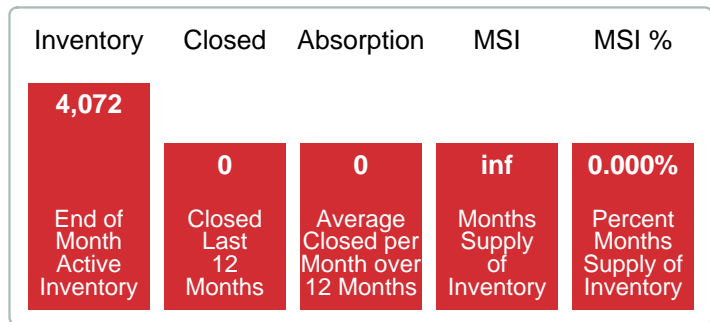
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER



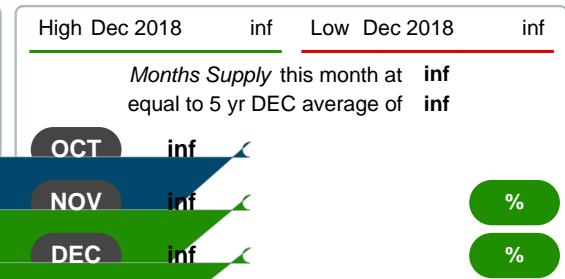
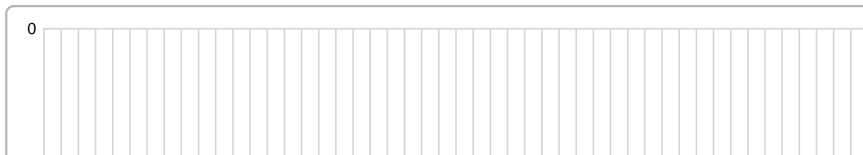
INDICATORS FOR DECEMBER 2018



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%	450	1,908	1,343	371



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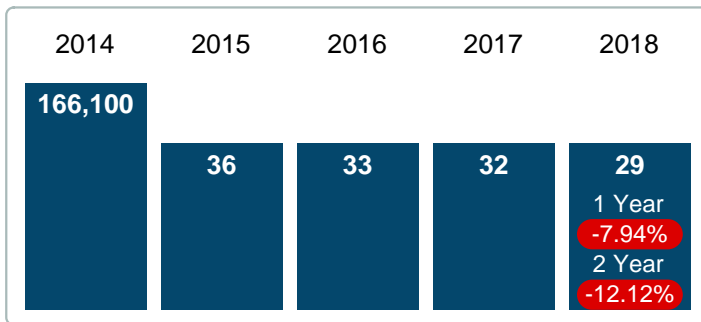


December 2018

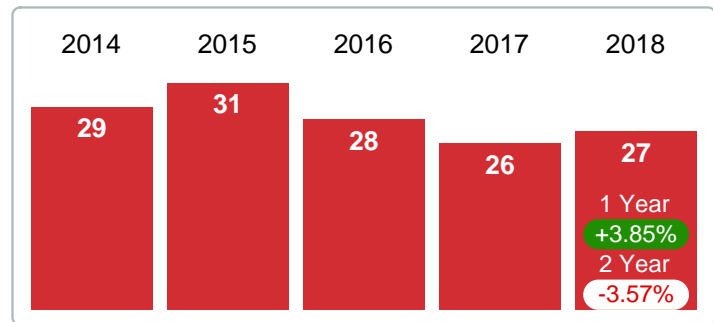
MEDIAN DAYS ON MARKET TO SALE

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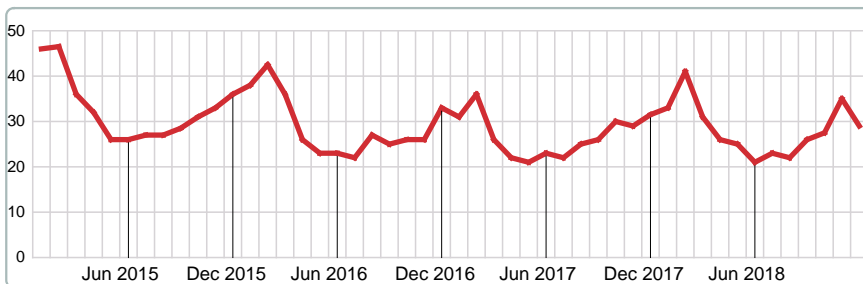
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 33,246

High Feb 2015 47 Low Jun 2018 21

Median Days on Market to Sale this month at 29
below the 5 yr DEC average of 33,246

OCT	28	
NOV	35	27.27%
DEC	29	-17.14%

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	50	<div><div></div></div>	5.24%	21	28	14	21	0
\$50,001 - \$100,000	156	<div><div></div></div>	16.34%	27	52	22	19	36
\$100,001 - \$125,000	87	<div><div></div></div>	9.11%	25	15	27	37	0
\$125,001 - \$175,000	230	<div><div></div></div>	24.08%	29	77	20	57	9
\$175,001 - \$250,000	217	<div><div></div></div>	22.72%	29	49	25	27	110
\$250,001 - \$325,000	101	<div><div></div></div>	10.58%	53	26	59	55	44
\$325,001 and up	114	<div><div></div></div>	11.94%	24	52	36	23	28
Median Closed DOM	29		100%	29.0	41	24	32	56
Total Closed Units	955				101	555	261	38
Total Closed Volume	187,682,413				11.02M	89.99M	69.59M	17.08M



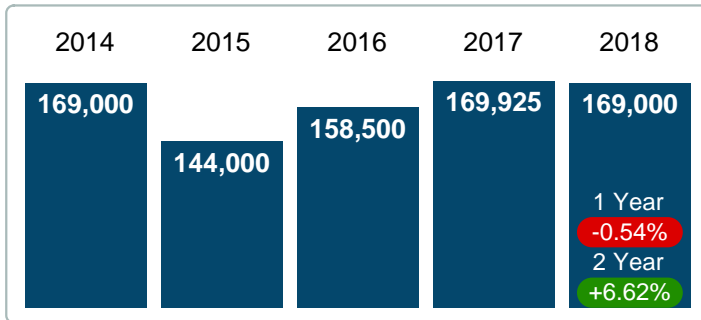
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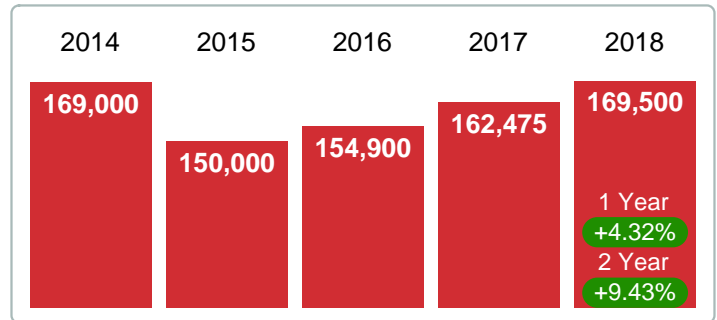
MEDIAN LIST PRICE AT CLOSING

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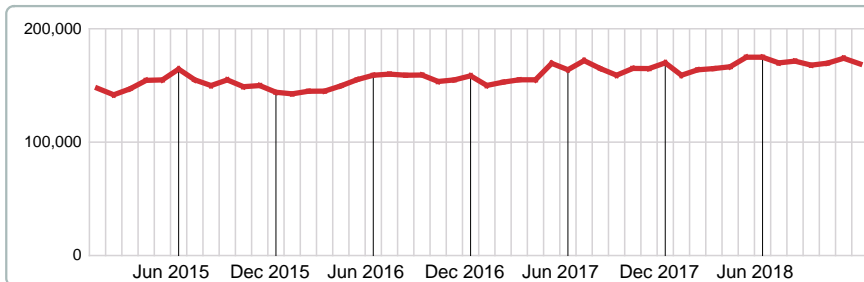
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 162,085

High Jun 2018 174,900 Low Feb 2015 141,750
Median List Price at Closing this month at **169,000**
above the 5 yr DEC average of **162,085**

OCT	169,650	
NOV	174,000	2.56%
DEC	169,000	-2.87%

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	44	4.61%	38,500	36,500	39,500	50,000	0
\$50,001 - \$100,000	157	16.44%	79,000	72,000	79,500	86,000	88,650
\$100,001 - \$125,000	86	9.01%	116,900	117,000	115,950	121,950	117,000
\$125,001 - \$175,000	217	22.72%	149,900	142,500	149,900	154,950	164,950
\$175,001 - \$250,000	223	23.35%	205,500	200,000	199,900	206,534	239,300
\$250,001 - \$325,000	103	10.79%	284,500	289,500	279,900	286,838	277,250
\$325,001 and up	125	13.09%	390,310	350,000	377,250	389,700	458,935
Median List Price			169,000	80,000	149,900	244,900	362,950
Total Closed Units		100%	169,000	101	555	261	38
Total Closed Volume			193,481,882	11.67M	92.43M	71.55M	17.83M



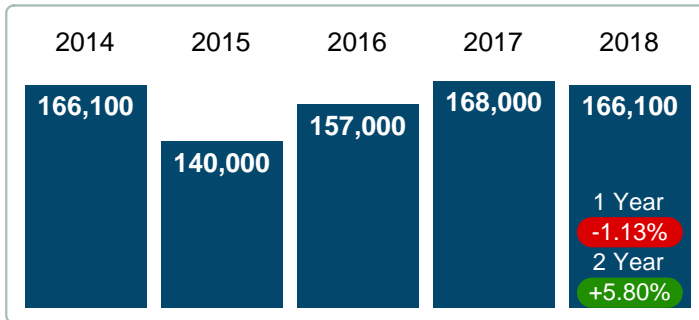
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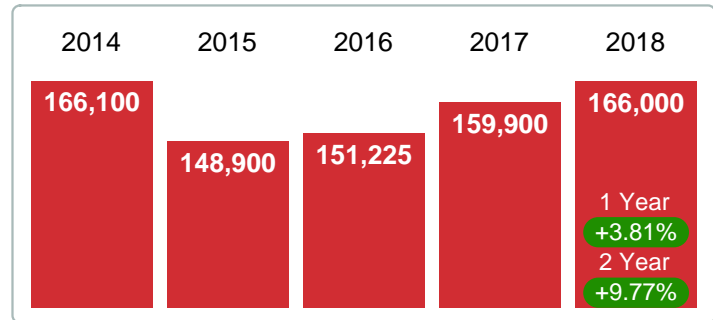
MEDIAN SOLD PRICE AT CLOSING

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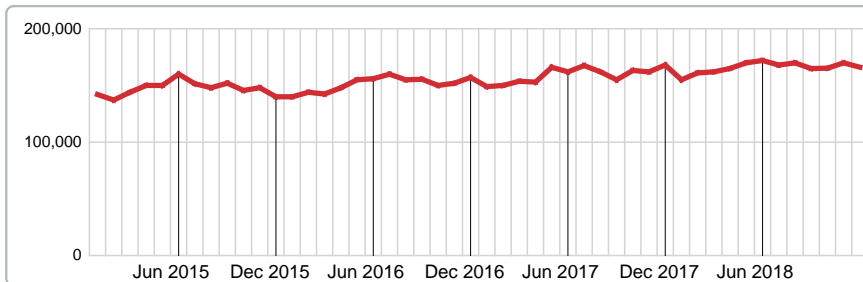
DECEMBER



YEAR TO DATE (YTD)

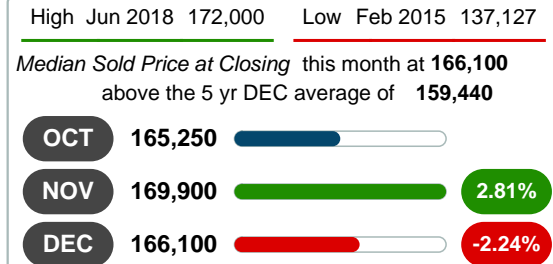


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 159,440



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	50	5.24%	37,400	35,000	37,500	40,000	0
\$50,001 - \$100,000	156	16.34%	77,300	69,500	78,000	82,500	92,000
\$100,001 - \$125,000	87	9.11%	115,000	110,000	115,000	121,000	0
\$125,001 - \$175,000	230	24.08%	148,250	139,900	147,500	159,750	138,100
\$175,001 - \$250,000	217	22.72%	207,000	212,500	203,500	207,118	229,500
\$250,001 - \$325,000	101	10.58%	282,500	302,500	279,000	283,791	279,000
\$325,001 and up	114	11.94%	402,096	1,100,000	371,500	395,655	448,985
Median Sold Price			166,100	79,400	145,000	240,500	359,000
Total Closed Units		100%	166,100	101	555	261	38
Total Closed Volume			187,682,413	11.02M	89.99M	69.59M	17.08M

December 2018



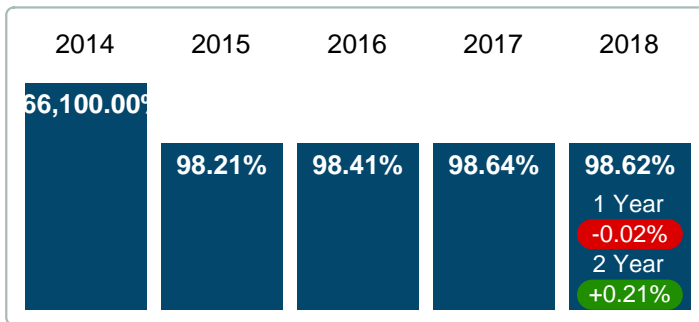
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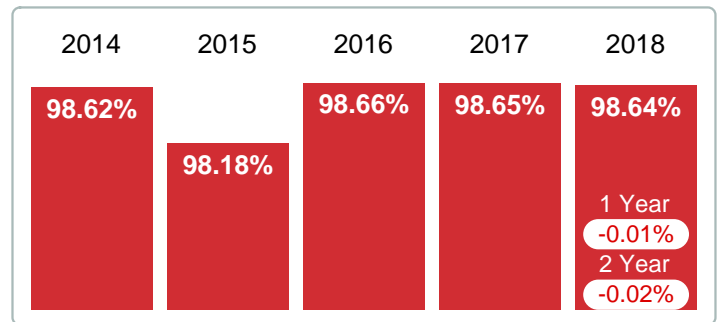
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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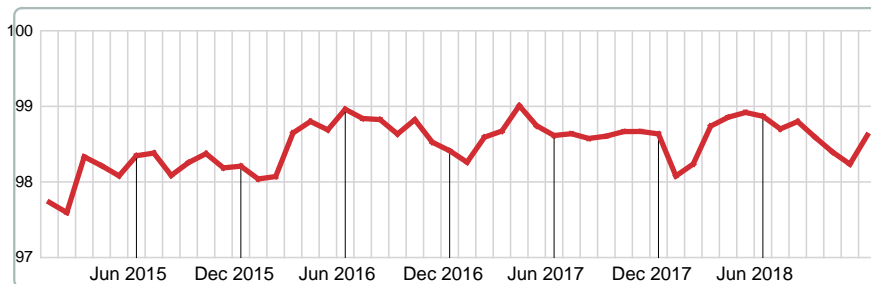
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

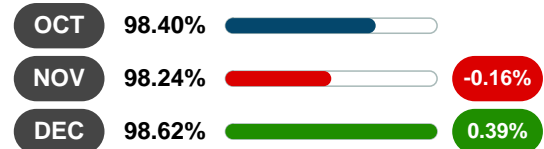


3 MONTHS

5 year DEC AVG = 33,298.77%

High Apr 2017 99.01% Low Feb 2015 97.60%

Median Sold/List Ratio this month at **98.62%**
below the 5 yr DEC average of **33,298.77%**



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	50	5.24%	93.74%	88.04%	97.56%	80.00%	0.00%
\$50,001 - \$100,000	156	16.34%	98.06%	96.55%	100.00%	94.14%	103.02%
\$100,001 - \$125,000	87	9.11%	97.96%	98.90%	98.33%	94.37%	0.00%
\$125,001 - \$175,000	230	24.08%	98.78%	96.55%	98.82%	99.09%	118.03%
\$175,001 - \$250,000	217	22.72%	98.95%	98.03%	99.42%	99.03%	97.72%
\$250,001 - \$325,000	101	10.58%	98.31%	94.92%	99.23%	98.21%	98.90%
\$325,001 and up	114	11.94%	100.00%	86.27%	98.59%	100.00%	97.89%
Median Sold/List Ratio		98.62%		96.36%	98.84%	98.83%	98.34%
Total Closed Units		955	100%	101	555	261	38
Total Closed Volume		187,682,413		11.02M	89.99M	69.59M	17.08M



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

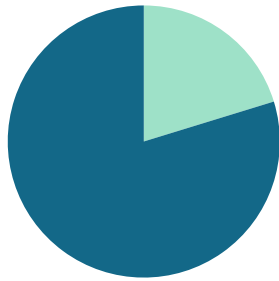


December 2018

MARKET SUMMARY

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

INVENTORY

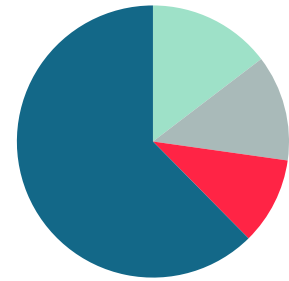


Inventory
 New Listings
1,126 = 20.26%
 Start Inventory
4,433
 Total Inventory
 Units
5,559
 Volume
\$1,535,202,135

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%
Median List Price	169,925	169,000	-0.54%	162,475	169,500	4.32%
Median Sale Price	168,000	166,100	-1.13%	159,900	166,000	3.81%
Median Percent of Selling Price to List Price	98.64%	98.62%	-0.02%	98.65%	98.64%	-0.01%
Median Days on Market to Sale	31.50	29.00	-7.94%	26.00	27.00	3.85%
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

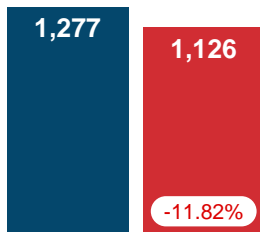
Inventory on December 31, 2018 = **4,072**

2017 **2018**

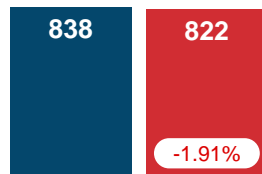
DECEMBER MARKET

MEDIAN PRICES

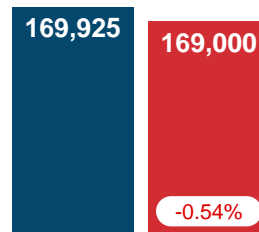
New Listings



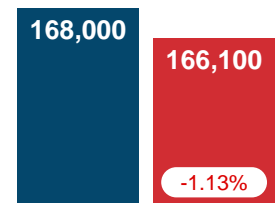
Pending Listings



List Price



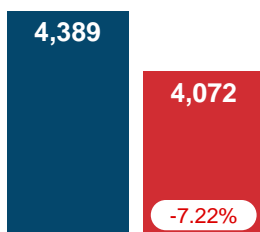
Sale Price



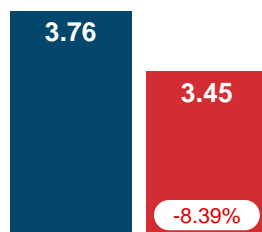
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

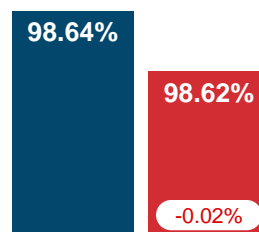
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

