



Area Delimited by County Of Tulsa - Residential Property Type

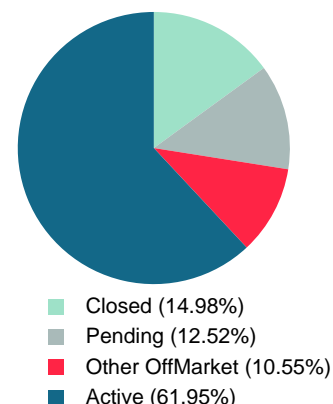


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	December 2018	+/-%
Closed Listings	762	662	-13.12%
Pending Listings	597	553	-7.37%
New Listings	816	749	-8.21%
Average List Price	216,411	210,365	-2.79%
Average Sale Price	209,897	204,186	-2.72%
Average Percent of Selling Price to List Price	97.63%	97.20%	-0.44%
Average Days on Market to Sale	45.37	45.03	-0.75%
End of Month Inventory	2,979	2,737	-8.12%
Months Supply of Inventory	3.64	3.28	-9.89%

Absorption: Last 12 months, an Average of **833** Sales/Month
Active Inventory as of December 31, 2018 = **2,737**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **8.12%** to 2,737 existing homes available for sale. Over the last 12 months this area has had an average of 833 closed sales per month. This represents an unsold inventory index of **3.28** 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 **2.72%** in December 2018 to \$204,186 versus the previous year at \$209,897.

Average Days on Market Shortens

The average number of **45.03** days that homes spent on the market before selling decreased by 0.34 days or **0.75%** in December 2018 compared to last year's same month at **45.37** DOM.

Sales Success for December 2018 is Positive

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

There were 749 New Listings in December 2018, down **8.21%** from last year at 816. Furthermore, there were 662 Closed Listings this month versus last year at 762, a **-13.12%** decrease.

Closed versus Listed trends yielded a **88.4%** ratio, down from previous year's, December 2017, at **93.4%**, a **5.35%** 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.

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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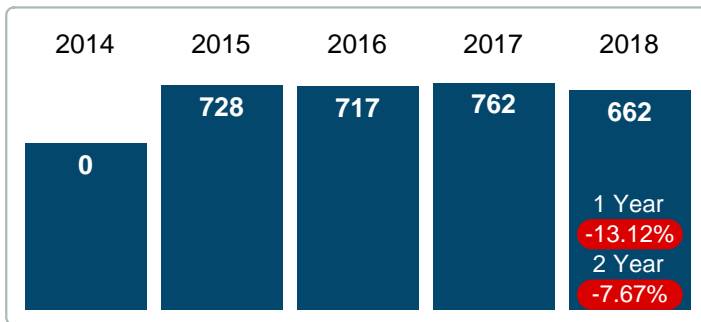


December 2018

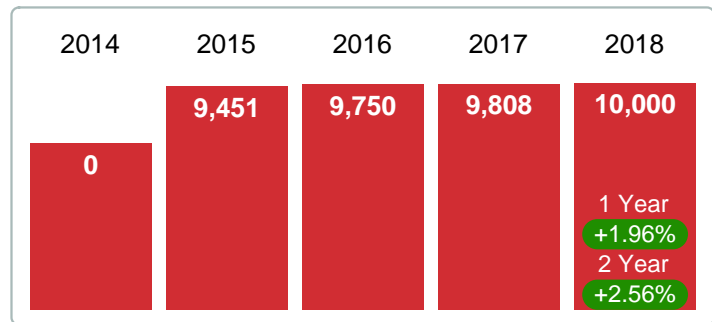
CLOSED LISTINGS

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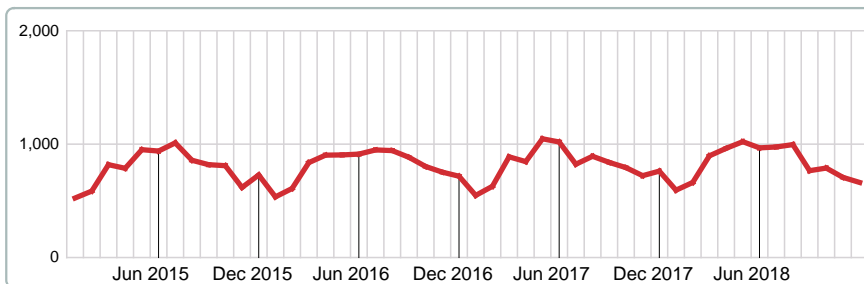
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 574

High May 2017 1,047 Low Jan 2015 525

Closed Listings this month at **662**
above the 5 yr DEC average of **574**

OCT	789		
NOV	707		-10.39%
DEC	662		-6.36%

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	30		4.53%	44.1	14	15	1	0
\$50,001 - \$100,000	101		15.26%	40.7	31	64	5	1
\$100,001 - \$125,000	59		8.91%	44.0	8	48	3	0
\$125,001 - \$200,000	215		32.48%	41.3	18	148	47	2
\$200,001 - \$250,000	99		14.95%	52.5	5	42	46	6
\$250,001 - \$350,000	86		12.99%	56.9	4	31	46	5
\$350,001 and up	72		10.88%	38.9	1	17	39	15
Total Closed Units	662				81	365	187	29
Total Closed Volume	135,171,129			100%	9.72M	61.17M	51.32M	12.97M
Average Closed Price	\$204,186				\$119,949	\$167,583	\$274,424	\$447,250

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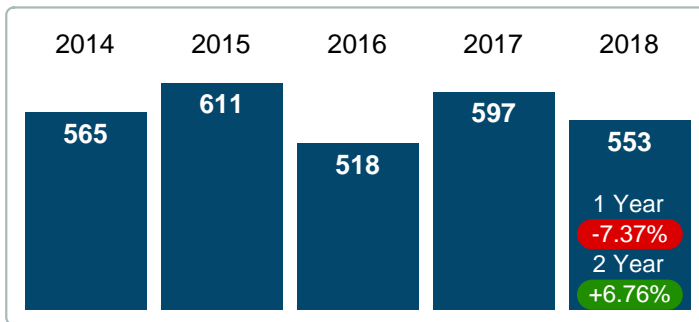


December 2018

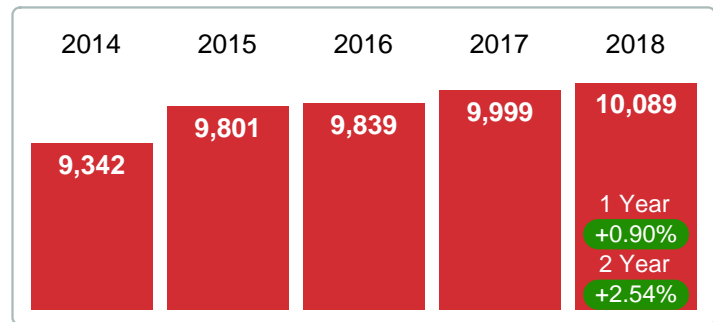
PENDING LISTINGS

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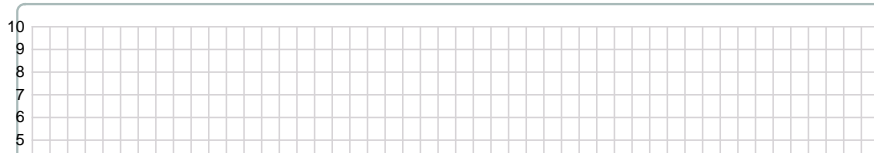
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 569

High Dec 2018 0 Low Dec 2018 0

Pending Listings this month at **553**
below the 5 yr DEC average of **569**

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	31		5.61%	49.4	14	15	2	0
\$50,001 - \$100,000	63		11.39%	49.7	20	41	2	0
\$100,001 - \$150,000	105		18.99%	46.3	13	82	9	1
\$150,001 - \$225,000	139		25.14%	47.6	4	92	40	3
\$225,001 - \$275,000	79		14.29%	58.6	4	39	32	4
\$275,001 - \$375,000	74		13.38%	49.9	3	22	45	4
\$375,001 and up	62		11.21%	42.4	3	8	34	17
Total Pending Units				553	61	299	164	29
Total Pending Volume				122,829,672	8.49M	51.22M	49.97M	13.15M
Average Listing Price				\$223,124	\$139,175	\$171,306	\$304,685	\$453,489



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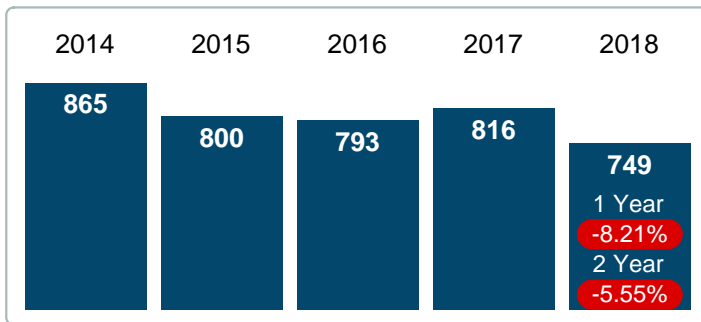


December 2018

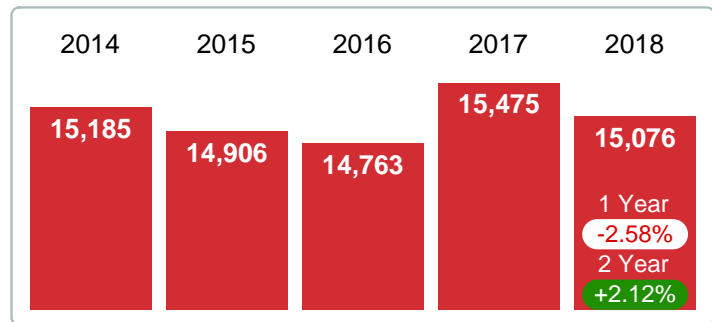
NEW LISTINGS

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DECEMBER



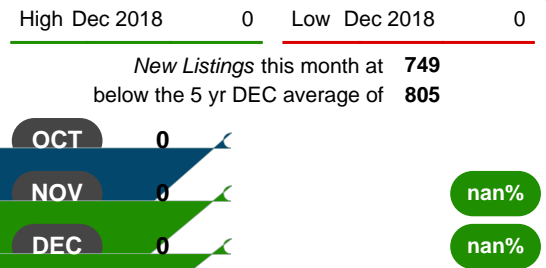
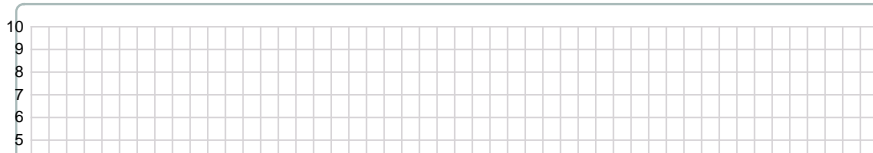
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

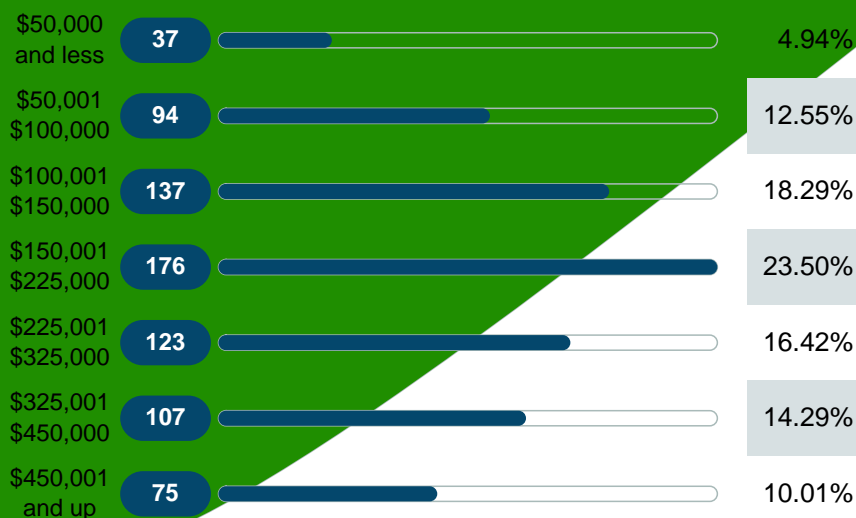
3 MONTHS

5 year DEC AVG = 805



Distribution of New Listings by Price Range

%



1-2 Beds 3 Beds 4 Beds 5+ Beds

17	18	2	0
32	57	5	0
14	105	16	2
11	113	49	3
5	48	62	8
2	30	59	16
0	11	39	25

Total New Listed Units	749	
Total New Listed Volume	198,297,832	100%
Average New Listed Listing Price	\$210,515	

81	382	232	54
9.09M	68.78M	83.38M	37.05M
\$112,195	\$180,049	\$359,381	\$686,201

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



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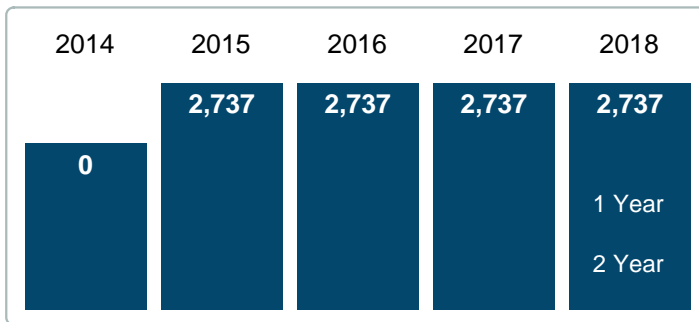


December 2018

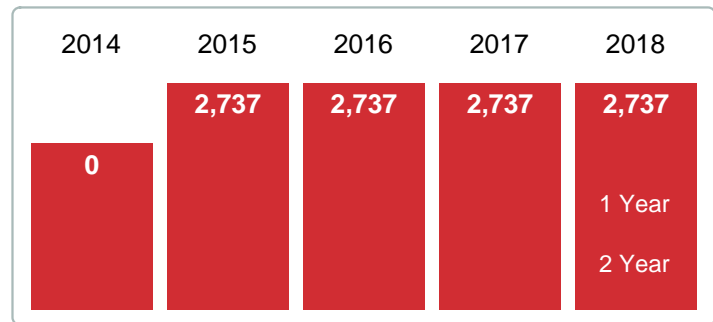
ACTIVE INVENTORY

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 = 2,190

High Dec 2018 2,737 Low Dec 2018 2,737

Inventory this month at 2,737
above the 5 yr DEC average of 2,190

OCT 2,737

NOV 2,737

DEC 2,737

0.00%

0.00%

Distribution of Inventory by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	275		10.05%	99.2	130	126	17	2
\$75,001 - \$125,000	327		11.95%	107.9	78	220	26	3
\$125,001 - \$150,000	216		7.89%	76.0	24	153	36	3
\$150,001 - \$250,000	793		28.97%	81.0	41	439	289	24
\$250,001 - \$350,000	491		17.94%	85.0	14	143	276	58
\$350,001 - \$550,000	357		13.04%	82.7	4	75	205	73
\$550,001 and up	278		10.16%	86.3	3	31	127	117
Total Active Inventory by Units			2,737		294	1,187	976	280
Total Active Inventory by Volume			819,591,952	100%	35.63M	237.55M	361.00M	185.41M
Average Active Inventory Listing Price			\$299,449		\$121,196	\$200,127	\$369,876	\$662,181

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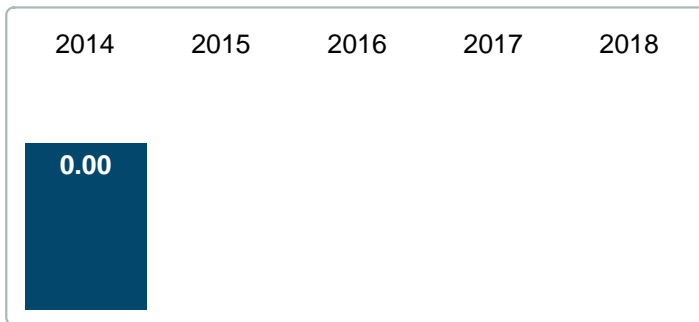
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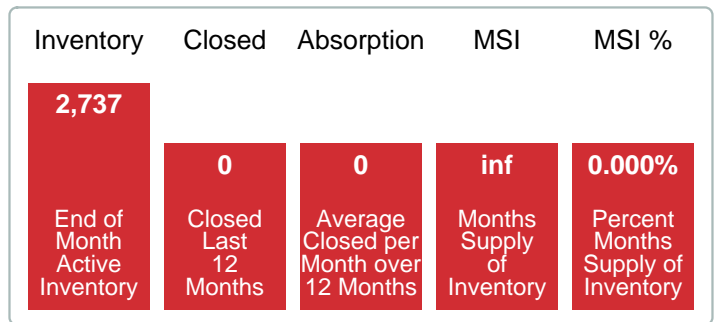
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER



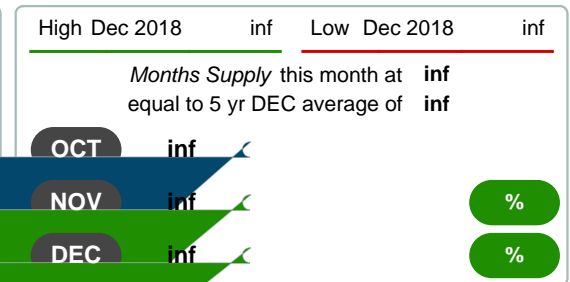
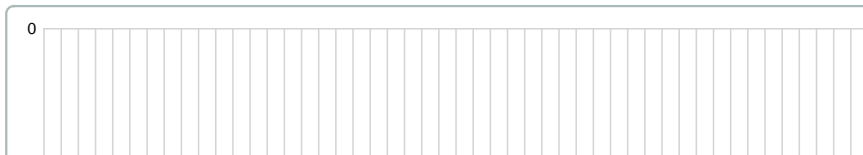
INDICATORS FOR DECEMBER 2018



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
\$75,000 and less	275			10.05%	2.96	3.31	2.60	3.71	6.00
\$75,001 - \$125,000	327			11.95%	2.33	3.59	2.06	2.44	3.60
\$125,001 - \$150,000	216			7.89%	2.13	2.69	1.89	3.60	2.25
\$150,001 - \$250,000	793			28.97%	2.66	3.28	2.51	2.83	2.80
\$250,001 - \$350,000	491			17.94%	4.30	3.57	4.22	4.26	4.97
\$350,001 - \$550,000	357			13.04%	5.65	3.20	6.00	5.22	7.18
\$550,001 and up	278			10.16%	11.71	12.00	10.33	9.58	16.14
Market Supply of Inventory (MSI)				3.28		3.34	2.58	3.99	6.97
Total Active Inventory by Units				2,737	100%	294	1,187	976	280



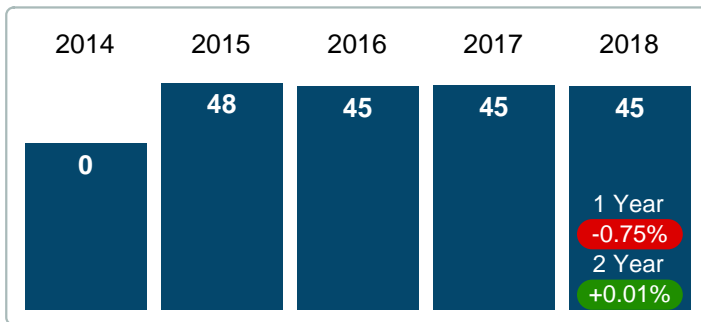
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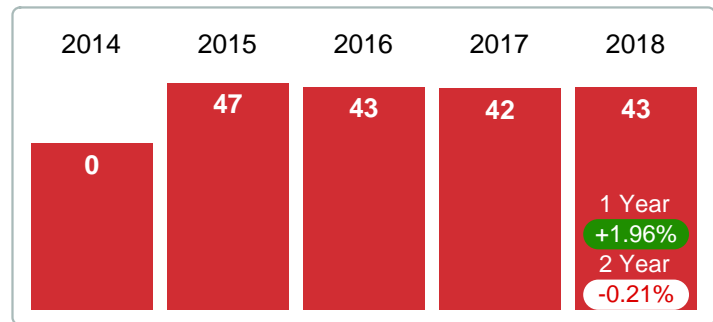
AVERAGE DAYS ON MARKET TO SALE

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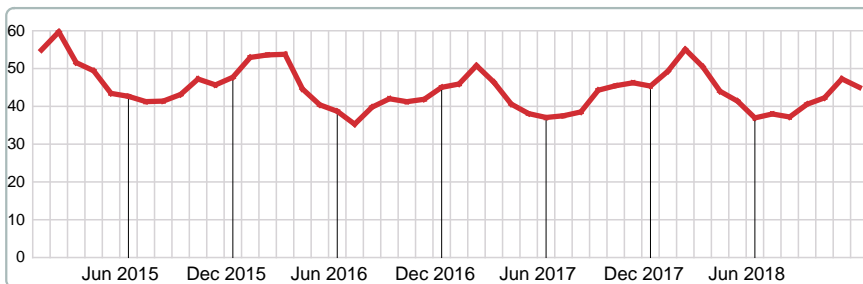
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 37

High Feb 2015 60 Low Jul 2016 35

Average Days on Market to Sale this month at 45
above the 5 yr DEC average of 37

OCT	42		
NOV	47		11.84%
DEC	45		-4.72%

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	30	4.53%	44	49	41	21	0
\$50,001 - \$100,000	101	15.26%	41	46	39	25	36
\$100,001 - \$125,000	59	8.91%	44	39	44	58	0
\$125,001 - \$200,000	215	32.48%	41	53	37	52	8
\$200,001 - \$250,000	99	14.95%	52	62	57	39	115
\$250,001 - \$350,000	86	12.99%	57	56	51	61	52
\$350,001 and up	72	10.88%	39	52	44	38	34
Average Closed DOM	45			49	42	47	52
Total Closed Units	662	100%	45	81	365	187	29
Total Closed Volume	135,171,129			9.72M	61.17M	51.32M	12.97M

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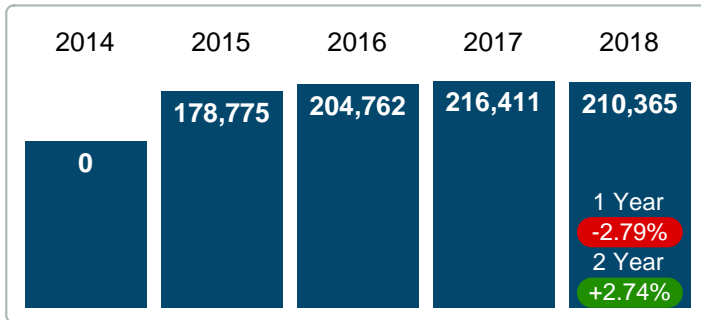
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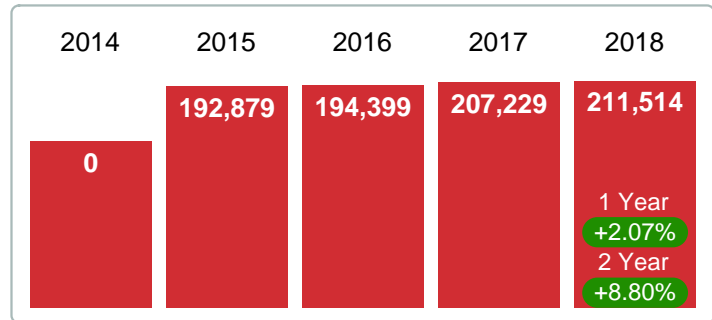
AVERAGE LIST PRICE AT CLOSING

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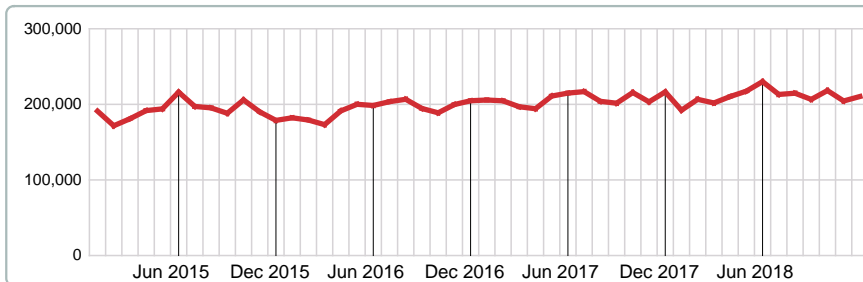
DECEMBER



YEAR TO DATE (YTD)



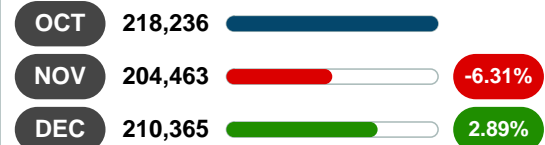
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 162,063

High Jun 2018 230,040 Low Feb 2015 171,717
Average List Price at Closing this month at **210,365**
above the 5 yr DEC average of **162,063**



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	26	3.93%	37,290	38,443	40,323	50,000	0
\$50,001 - \$100,000	103	15.56%	77,373	73,462	80,847	102,080	89,300
\$100,001 - \$125,000	60	9.06%	116,388	116,050	117,097	116,167	0
\$125,001 - \$200,000	213	32.18%	161,678	156,303	161,023	170,524	102,500
\$200,001 - \$250,000	95	14.35%	225,108	230,000	225,790	227,986	236,467
\$250,001 - \$350,000	90	13.60%	296,577	317,225	305,220	301,585	281,500
\$350,001 and up	75	11.33%	544,328	1,275,000	507,235	502,915	679,537
Average List Price	210,365			126,559	172,052	282,874	459,091
Total Closed Units	662			81	365	187	29
Total Closed Volume	139,261,548			10.25M	62.80M	52.90M	13.31M



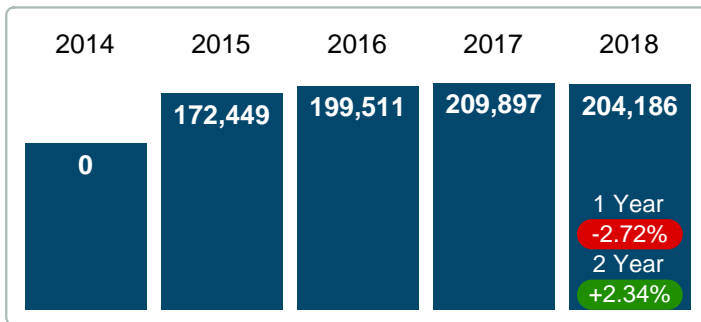
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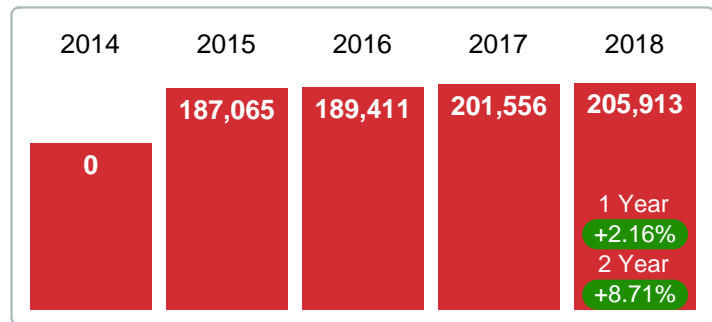
AVERAGE SOLD PRICE AT CLOSING

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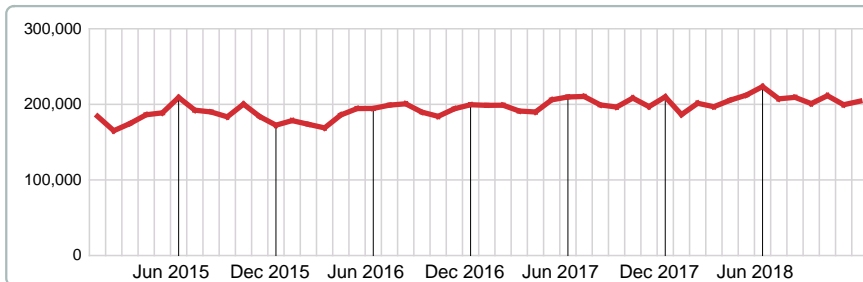
DECEMBER



YEAR TO DATE (YTD)



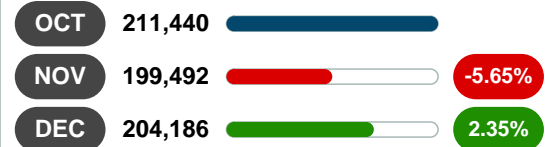
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 157,209

High Jun 2018 223,502 Low Feb 2015 165,100
 Average Sold Price at Closing this month at **204,186**
 above the 5 yr DEC average of **157,209**



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	30	4.53%	35,782	35,171	36,071	40,000	0
\$50,001 - \$100,000	101	15.26%	75,284	70,520	76,469	86,300	92,000
\$100,001 - \$125,000	59	8.91%	113,362	113,375	113,674	108,333	0
\$125,001 - \$200,000	215	32.48%	158,802	150,519	157,814	166,213	132,300
\$200,001 - \$250,000	99	14.95%	224,364	223,196	223,008	224,722	232,083
\$250,001 - \$350,000	86	12.99%	294,404	301,250	297,332	293,575	278,400
\$350,001 and up	72	10.88%	529,618	1,100,000	490,365	483,773	655,277
Average Sold Price			204,186	119,949	167,583	274,424	447,250
Total Closed Units		100%	204,186	81	365	187	29
Total Closed Volume			135,171,129	9.72M	61.17M	51.32M	12.97M



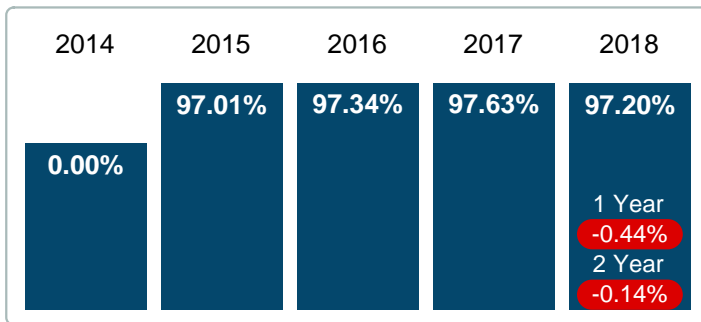
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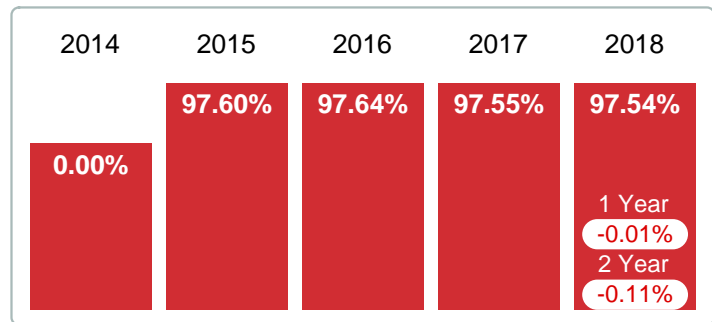
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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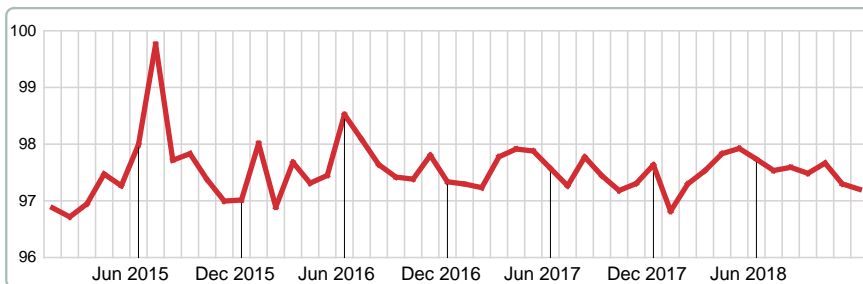
DECEMBER



YEAR TO DATE (YTD)



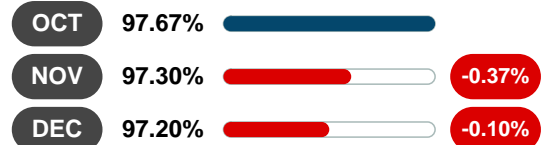
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 77.84%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **97.20%**
above the 5 yr DEC average of **77.84%**

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	30	4.53%	92.15%	92.32%	92.81%	80.00%	0.00%
\$50,001 - \$100,000	101	15.26%	95.27%	96.02%	95.51%	86.04%	103.02%
\$100,001 - \$125,000	59	8.91%	97.08%	98.01%	97.12%	93.91%	0.00%
\$125,001 - \$200,000	215	32.48%	98.14%	96.48%	98.06%	97.63%	130.89%
\$200,001 - \$250,000	99	14.95%	98.60%	97.05%	98.80%	98.64%	98.23%
\$250,001 - \$350,000	86	12.99%	97.48%	95.18%	97.71%	97.36%	98.92%
\$350,001 and up	72	10.88%	97.08%	86.27%	96.88%	97.21%	97.70%
Average Sold/List Ratio		97.20%		95.58%	97.27%	97.26%	100.50%
Total Closed Units		662	100%	81	365	187	29
Total Closed Volume		135,171,129		9.72M	61.17M	51.32M	12.97M

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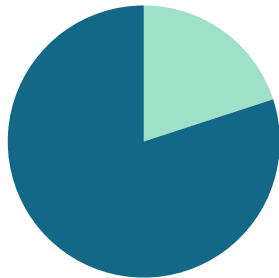


December 2018

MARKET SUMMARY

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

INVENTORY



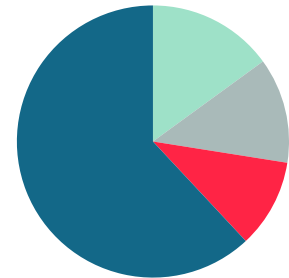
Inventory

New Listings	749 = 19.98%
Start Inventory	3,000
Total Inventory Units	3,749
Volume	\$1,107,723,446

Market Activity

Closed Sales	662 = 14.98%
Pending Sales	553 = 12.52%
Other Off Market	466 = 10.55%
Active Inventory	2,737 = 61.95%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/- %	2017	2018	+/- %
Closed Sales	762	662	-13.12%	9,808	10,000	1.96%
Pending Sales	597	553	-7.37%	9,999	10,089	0.90%
New Listings	816	749	-8.21%	15,475	15,076	-2.58%
Average List Price	216,411	210,365	-2.79%	207,229	211,514	2.07%
Average Sale Price	209,897	204,186	-2.72%	201,556	205,913	2.16%
Average Percent of Selling Price to List Price	97.63%	97.20%	-0.44%	97.55%	97.54%	-0.01%
Average Days on Market to Sale	45.37	45.03	-0.75%	42.48	43.31	1.96%
Monthly Inventory	2,979	2,737	-8.12%	2,979	2,737	-8.12%
Months Supply of Inventory	3.64	3.28	-9.89%	3.64	3.28	-9.89%

Absorption: Last 12 months, an Average of 833 Sales/Month

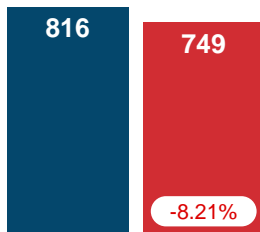
Inventory on December 31, 2018 = 2,737

2017 2018

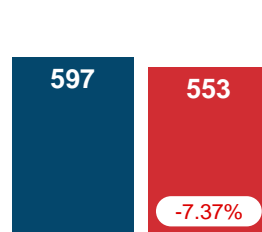
DECEMBER MARKET

AVERAGE PRICES

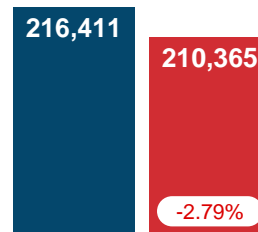
New Listings



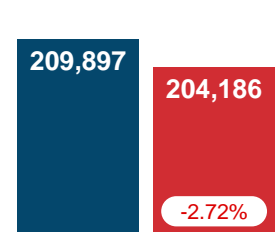
Pending Listings



List Price



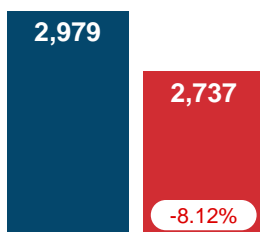
Sale Price



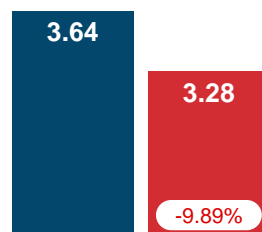
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

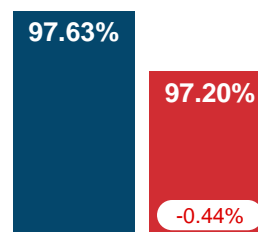
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

