



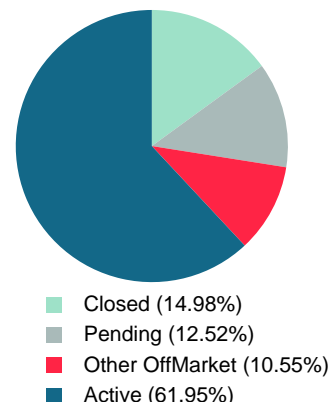
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	179,900	175,000	-2.72%
Median Sale Price	174,650	170,000	-2.66%
Median Percent of Selling Price to List Price	98.46%	98.47%	0.01%
Median Days on Market to Sale	30.00	29.00	-3.33%
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.

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 **2.66%** in December 2018 to \$170,000 versus the previous year at \$174,650.

Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 1.00 days or **3.33%** in December 2018 compared to last year's same month at **30.00** 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 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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



Area Delimited by County Of Tulsa - Residential Property Type

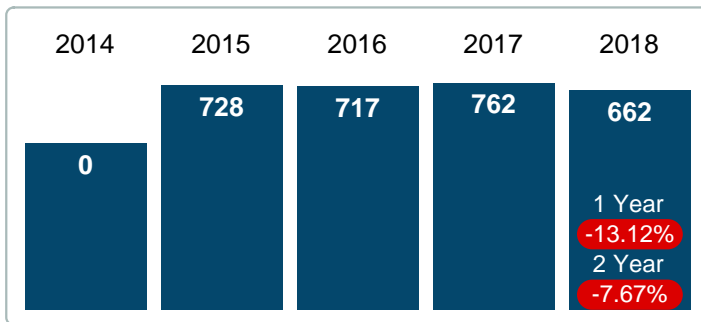


December 2018

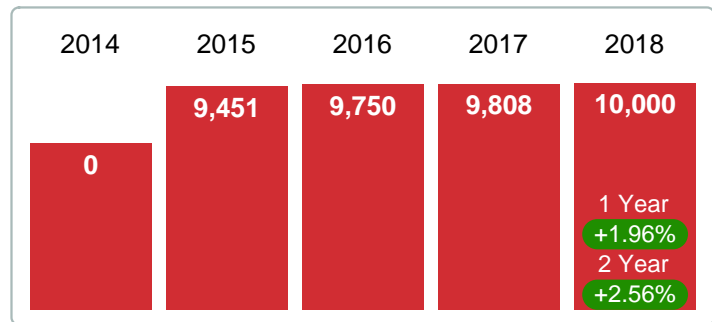
CLOSED LISTINGS

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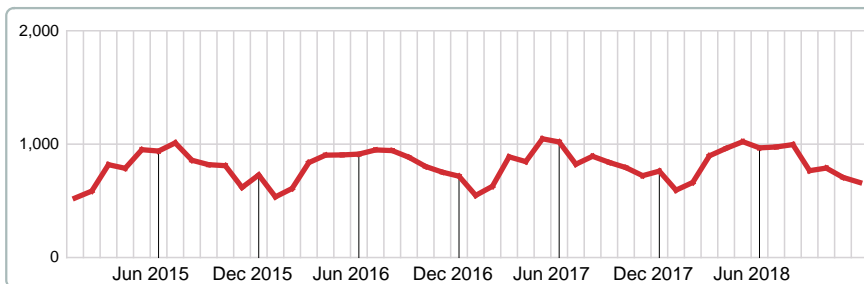
DECEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	30	4.53%	19.0	14	15	1	0
\$50,001 - \$100,000	101	15.26%	29.0	31	64	5	1
\$100,001 - \$125,000	59	8.91%	25.0	8	48	3	0
\$125,001 - \$200,000	215	32.48%	23.0	18	148	47	2
\$200,001 - \$250,000	99	14.95%	34.0	5	42	46	6
\$250,001 - \$350,000	86	12.99%	54.0	4	31	46	5
\$350,001 and up	72	10.88%	20.0	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
Median Closed Price		\$170,000		\$87,000	\$147,500	\$240,500	\$352,000

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Area Delimited by County Of Tulsa - Residential Property Type

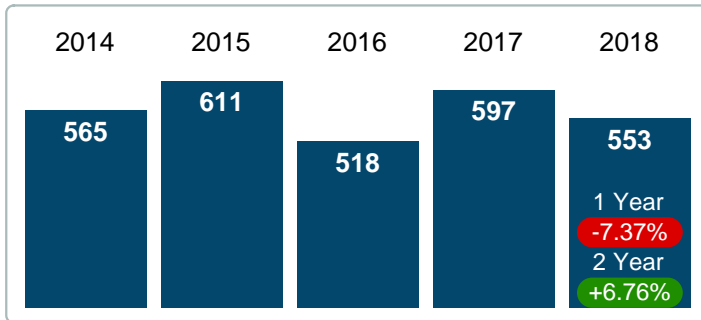


December 2018

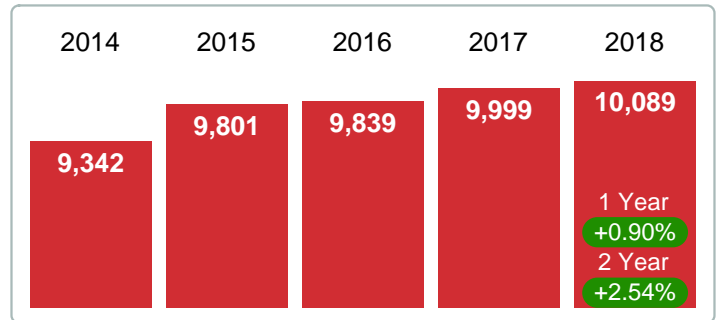
PENDING LISTINGS

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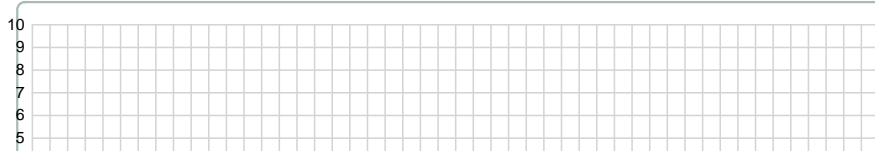
DECEMBER



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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	31		5.61%	33.0	14	15	2	0
\$50,001 - \$100,000	63		11.39%	31.0	20	41	2	0
\$100,001 - \$150,000	105		18.99%	34.0	13	82	9	1
\$150,001 - \$225,000	139		25.14%	31.0	4	92	40	3
\$225,001 - \$275,000	79		14.29%	41.0	4	39	32	4
\$275,001 - \$375,000	74		13.38%	35.0	3	22	45	4
\$375,001 and up	62		11.21%	33.5	3	8	34	17
Total Pending Units			553		61	299	164	29
Total Pending Volume			122,829,672	100%	8.49M	51.22M	49.97M	13.15M
Median Listing Price			\$184,900		\$89,900	\$159,000	\$274,950	\$389,900



Area Delimited by County Of Tulsa - Residential Property Type

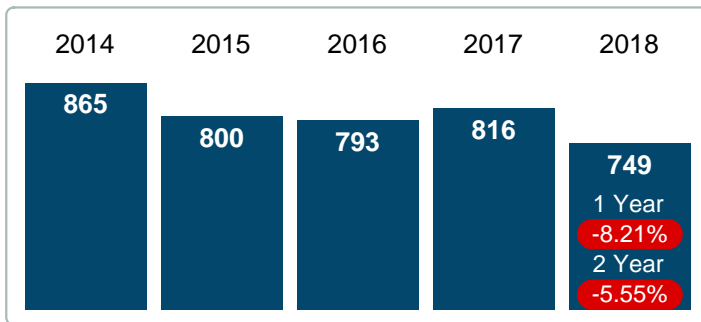


December 2018

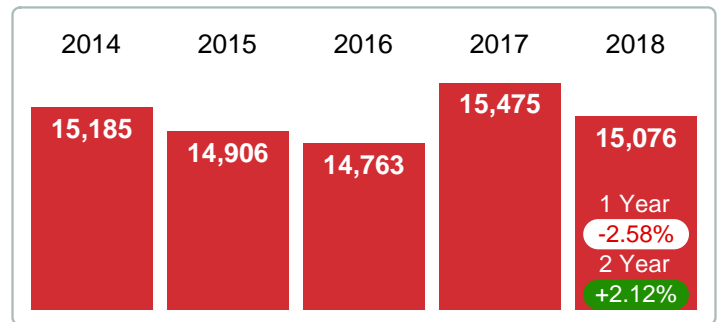
NEW LISTINGS

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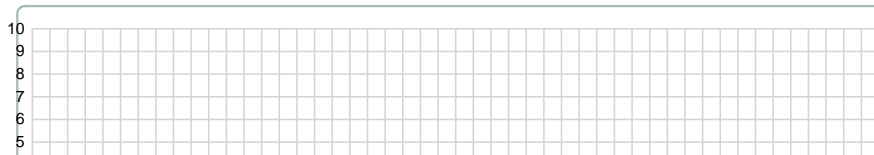
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 805

High Dec 2018 0 Low Dec 2018 0

New Listings this month at **749**
below the 5 yr DEC average of **805**

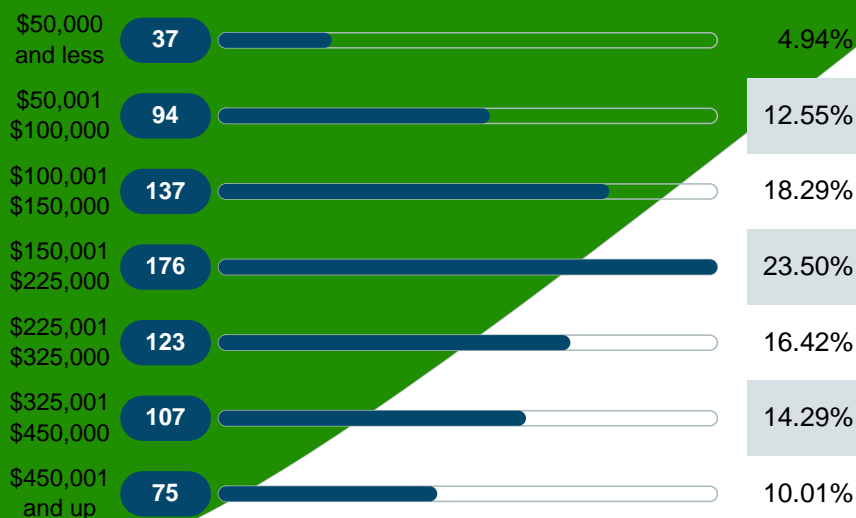
OCT 0
NOV 0
DEC 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
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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%
Median New Listed Listing Price	\$189,900	

81	382	232	54
9.09M	68.78M	83.38M	37.05M
\$89,500	\$156,980	\$296,925	\$431,492

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Area Delimited by County Of Tulsa - Residential Property Type

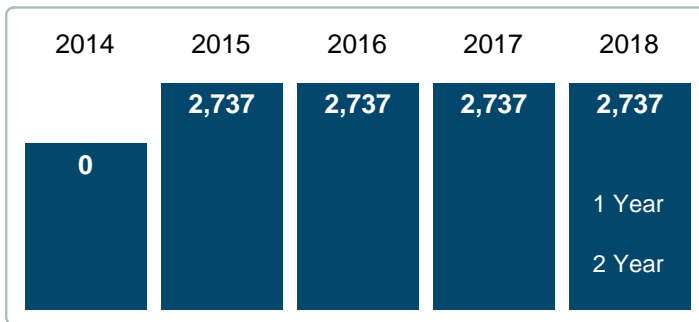


December 2018

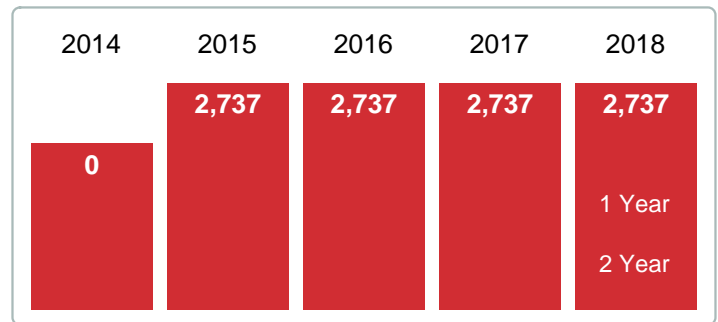
ACTIVE INVENTORY

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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	275		10.05%	66.0	130	126	17	2
\$75,001 - \$125,000	327		11.95%	69.0	78	220	26	3
\$125,001 - \$150,000	216		7.89%	60.0	24	153	36	3
\$150,001 - \$250,000	793		28.97%	69.0	41	439	289	24
\$250,001 - \$350,000	491		17.94%	78.0	14	143	276	58
\$350,001 - \$550,000	357		13.04%	75.0	4	75	205	73
\$550,001 and up	278		10.16%	84.0	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
Median Active Inventory Listing Price			\$219,000		\$85,000	\$163,900	\$289,900	\$470,000

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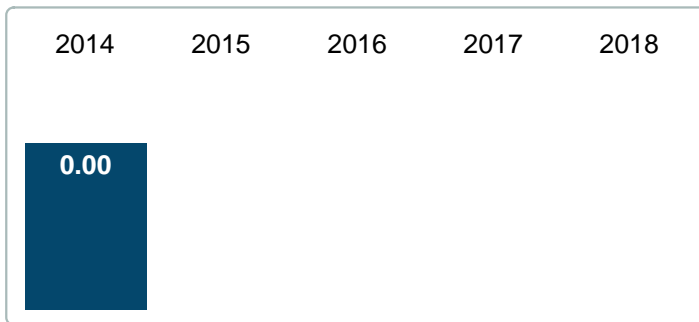
Area Delimited by County Of Tulsa - Residential Property Type



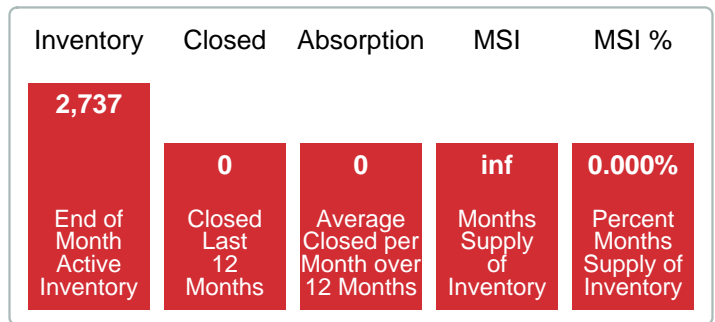
MONTHS SUPPLY of INVENTORY (MSI)

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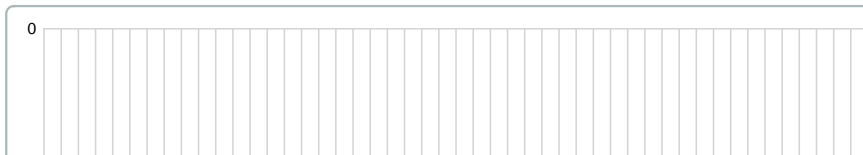
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

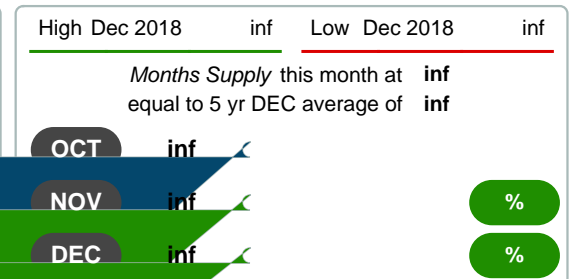


5 YEAR MARKET ACTIVITY TRENDS



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
\$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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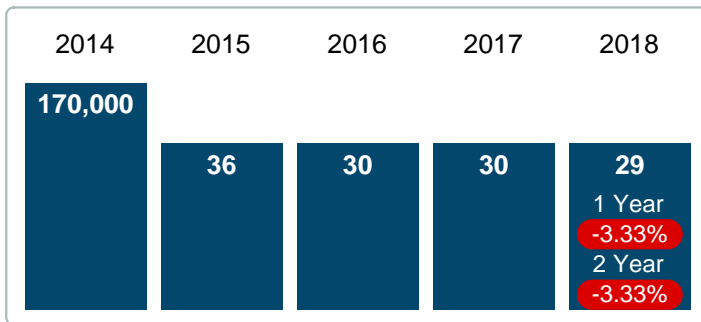
Area Delimited by County Of Tulsa - Residential Property Type



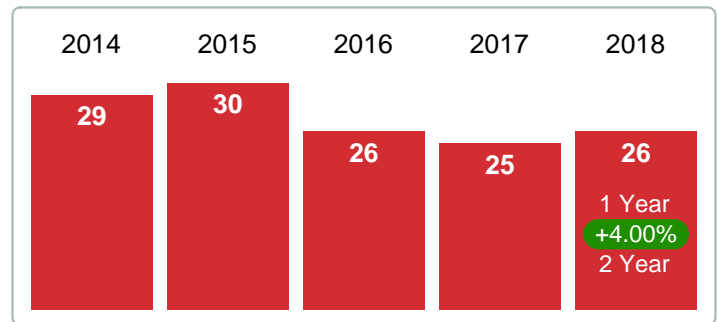
MEDIAN DAYS ON MARKET TO SALE

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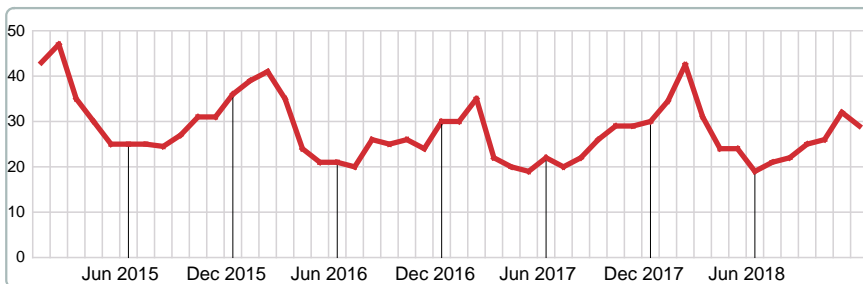
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 34,025

High Feb 2015 47 Low Jun 2018 19

Median Days on Market to Sale this month at **29**
below the 5 yr DEC average of **34,025**

OCT	26		
NOV	32		23.08%
DEC	29		-9.38%

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	30	4.53%	19	30	14	21	0
\$50,001 - \$100,000	101	15.26%	29	46	27	20	36
\$100,001 - \$125,000	59	8.91%	25	15	27	51	0
\$125,001 - \$200,000	215	32.48%	23	61	19	39	8
\$200,001 - \$250,000	99	14.95%	34	63	33	30	110
\$250,001 - \$350,000	86	12.99%	54	26	49	62	55
\$350,001 and up	72	10.88%	20	52	38	20	1
Median Closed DOM	29			34	25	32	35
Total Closed Units	662			81	365	187	29
Total Closed Volume	135,171,129			9.72M	61.17M	51.32M	12.97M

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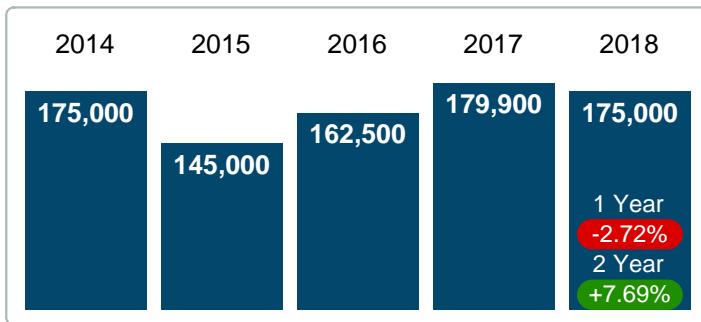
Area Delimited by County Of Tulsa - Residential Property Type



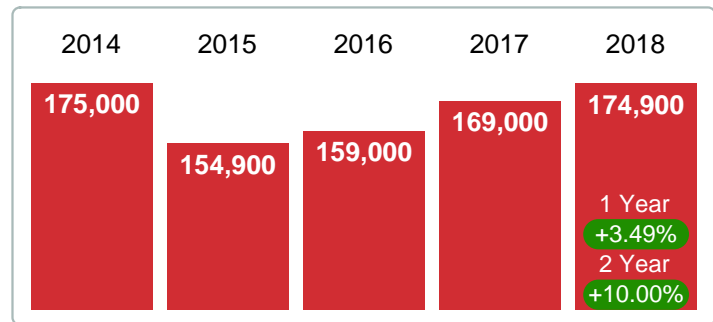
MEDIAN LIST PRICE AT CLOSING

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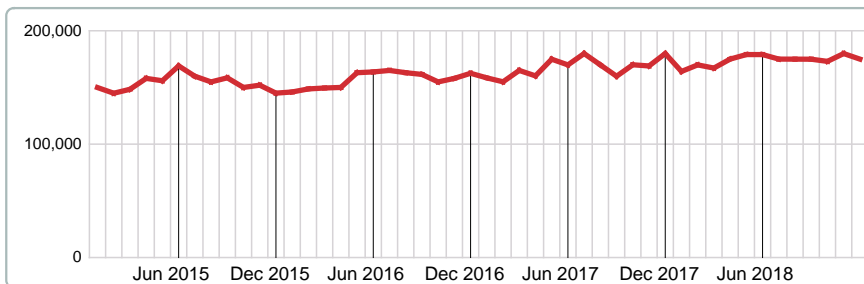
DECEMBER



YEAR TO DATE (YTD)

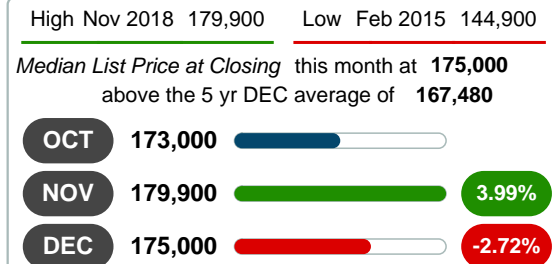


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 167,480



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	26	3.93%	37,250	36,500	38,750	50,000	0
\$50,001 - \$100,000	103	15.56%	79,000	72,500	79,900	87,000	88,650
\$100,001 - \$125,000	60	9.06%	116,950	119,000	116,000	119,900	117,000
\$125,001 - \$200,000	213	32.18%	159,900	147,700	159,000	171,000	0
\$200,001 - \$250,000	95	14.35%	224,850	229,000	221,700	220,000	239,450
\$250,001 - \$350,000	90	13.60%	290,199	319,450	287,250	293,000	275,000
\$350,001 and up	75	11.33%	425,000	1,275,000	423,688	417,000	444,500
Median List Price			175,000	84,800	149,900	246,999	359,900
Total Closed Units		100%	175,000	81	365	187	29
Total Closed Volume			139,261,548	10.25M	62.80M	52.90M	13.31M



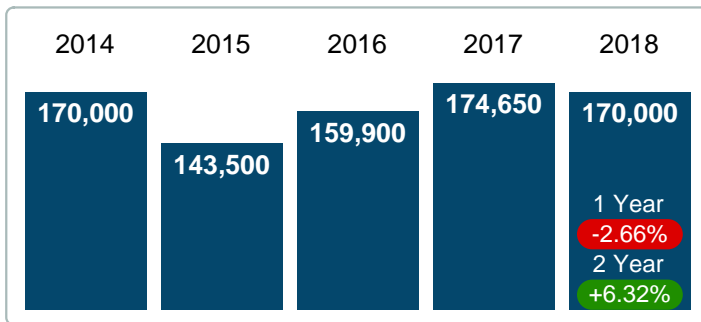
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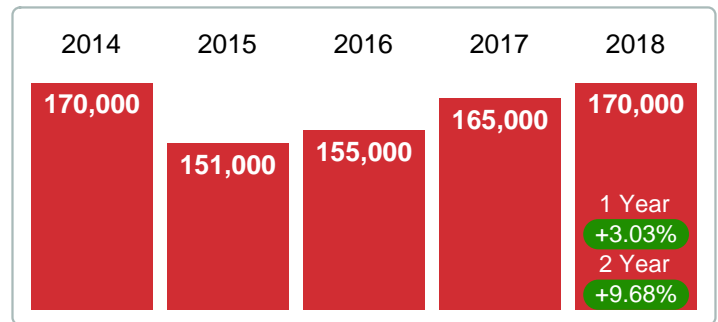
MEDIAN SOLD PRICE AT CLOSING

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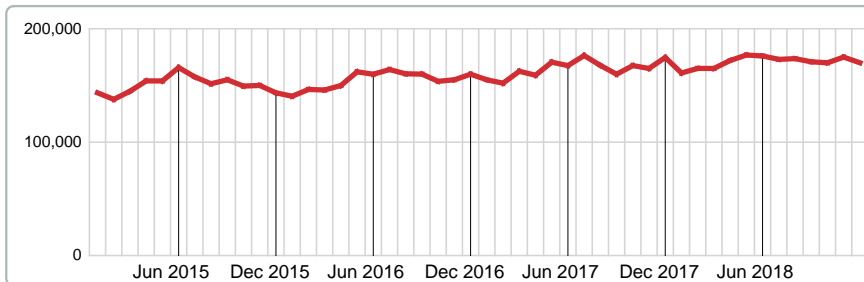
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

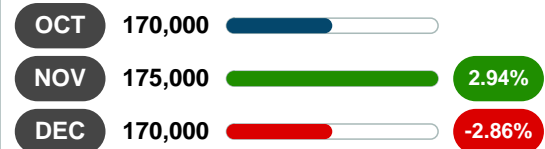


3 MONTHS

5 year DEC AVG = 163,610

High May 2018 176,838 Low Feb 2015 137,750

Median Sold Price at Closing this month at **170,000**
above the 5 yr DEC average of **163,610**



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	30	4.53%	37,400	34,750	37,500	40,000	0
\$50,001 - \$100,000	101	15.26%	75,700	69,900	77,250	85,000	92,000
\$100,001 - \$125,000	59	8.91%	114,000	112,500	114,500	103,000	0
\$125,001 - \$200,000	215	32.48%	157,500	142,450	157,000	169,900	132,300
\$200,001 - \$250,000	99	14.95%	222,000	218,000	220,000	222,500	232,500
\$250,001 - \$350,000	86	12.99%	287,750	302,500	289,500	288,199	278,500
\$350,001 and up	72	10.88%	424,693	1,100,000	425,875	408,000	433,983
Median Sold Price			170,000	87,000	147,500	240,500	352,000
Total Closed Units		100%	170,000	81	365	187	29
Total Closed Volume			135,171,129	9.72M	61.17M	51.32M	12.97M

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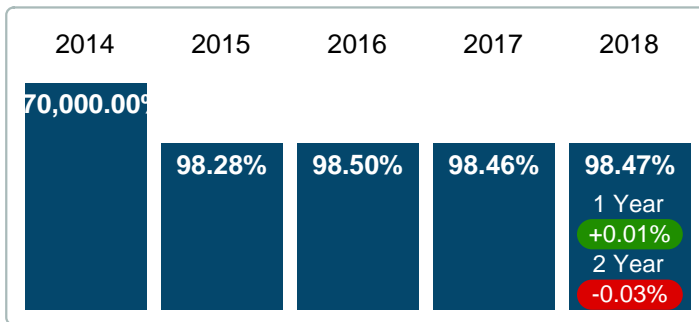
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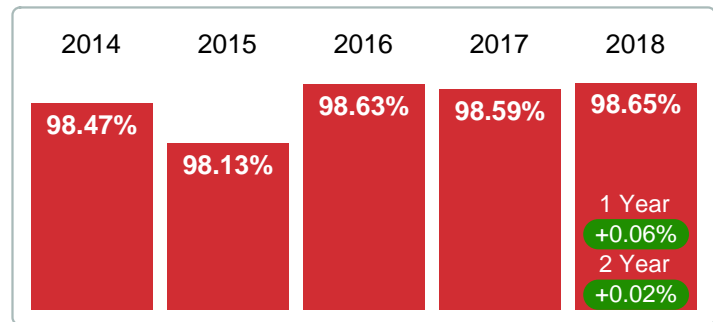
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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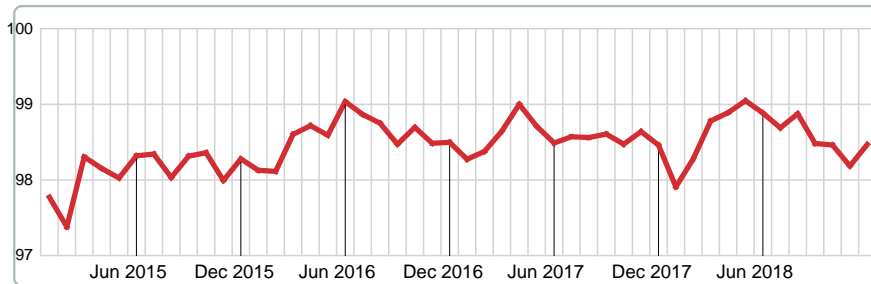
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

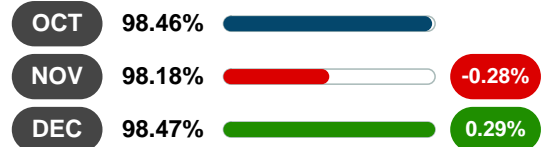


3 MONTHS

5 year DEC AVG = 34,078.74%

High May 2018 99.05% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **98.47%**
below the 5 yr DEC average of **34,078.74%**



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	30	4.53%	93.79%	90.43%	94.32%	80.00%	0.00%
\$50,001 - \$100,000	101	15.26%	96.54%	96.55%	97.01%	88.89%	103.02%
\$100,001 - \$125,000	59	8.91%	97.80%	98.90%	98.06%	97.14%	0.00%
\$125,001 - \$200,000	215	32.48%	98.67%	98.35%	98.63%	98.74%	130.89%
\$200,001 - \$250,000	99	14.95%	98.77%	97.67%	98.96%	99.08%	97.72%
\$250,001 - \$350,000	86	12.99%	99.15%	94.92%	100.00%	98.26%	100.00%
\$350,001 and up	72	10.88%	99.00%	86.27%	97.78%	100.00%	100.00%
Median Sold/List Ratio		98.47%		96.92%	98.58%	98.74%	100.00%
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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Email: support@mlstechnology.com



Area Delimited by County Of Tulsa - Residential Property Type

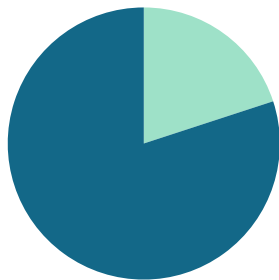


December 2018

MARKET SUMMARY

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

INVENTORY

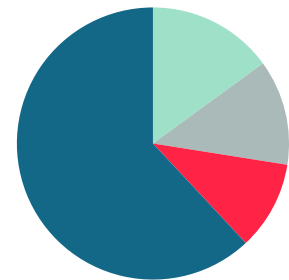


Inventory
New Listings 749 = 19.98%
Start Inventory 3,000
Total Inventory Units 3,749
Volume \$1,107,723,446

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%
Median List Price	179,900	175,000	-2.72%	169,000	174,900	3.49%
Median Sale Price	174,650	170,000	-2.66%	165,000	170,000	3.03%
Median Percent of Selling Price to List Price	98.46%	98.47%	0.01%	98.59%	98.65%	0.06%
Median Days on Market to Sale	30.00	29.00	-3.33%	25.00	26.00	4.00%
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

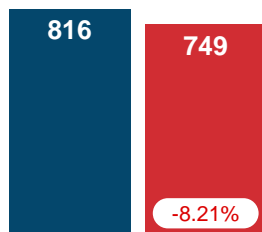
2017

2018

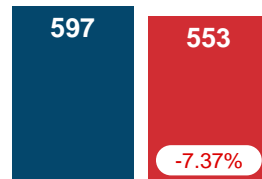
DECEMBER MARKET

MEDIAN PRICES

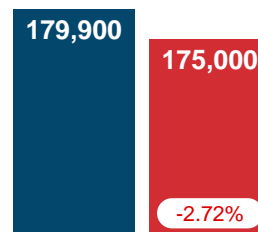
New Listings



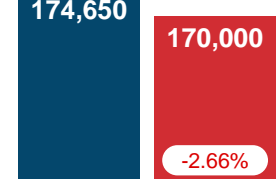
Pending Listings



List Price



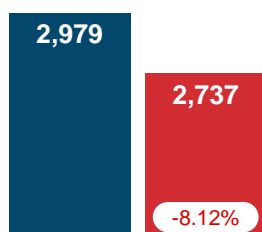
Sale Price



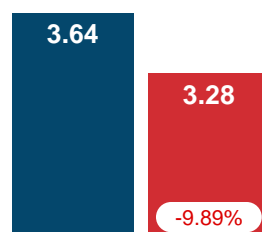
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

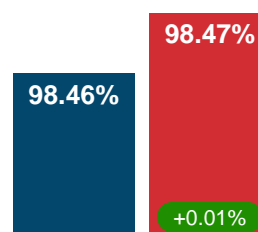
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

