

# December 2019



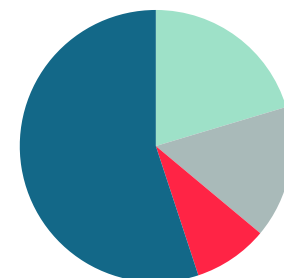
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	662	769	16.16%
Pending Listings	553	593	7.23%
New Listings	749	765	2.14%
Average List Price	210,365	224,230	6.59%
Average Sale Price	204,186	219,316	7.41%
Average Percent of Selling Price to List Price	97.20%	97.88%	0.70%
Average Days on Market to Sale	45.03	36.85	-18.18%
End of Month Inventory	2,737	2,079	-24.04%
Months Supply of Inventory	3.28	2.41	-26.49%



■ Closed (20.37%)  
■ Pending (15.70%)  
■ Other OffMarket (8.87%)  
■ Active (55.06%)

**Absorption:** Last 12 months, an Average of **861** Sales/Month  
**Active Inventory** as of December 31, 2019 = **2,079**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2019 decreased **24.04%** to 2,079 existing homes available for sale. Over the last 12 months this area has had an average of 861 closed sales per month. This represents an unsold inventory index of **2.41** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **7.41%** in December 2019 to \$219,316 versus the previous year at \$204,186.

#### Average Days on Market Shortens

The average number of **36.85** days that homes spent on the market before selling decreased by 8.18 days or **18.18%** in December 2019 compared to last year's same month at **45.03** DOM.

#### Sales Success for December 2019 is Positive

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

There were 765 New Listings in December 2019, up **2.14%** from last year at 749. Furthermore, there were 769 Closed Listings this month versus last year at 662, a **16.16%** increase.

Closed versus Listed trends yielded a **100.5%** ratio, up from previous year's, December 2018, at **88.4%**, a **13.73%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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

# December 2019



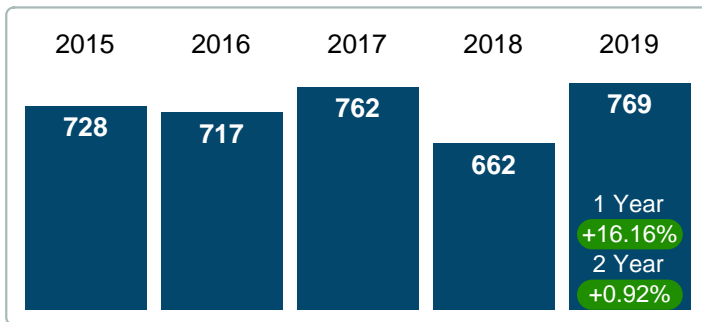
Area Delimited by County Of Tulsa - Residential Property Type



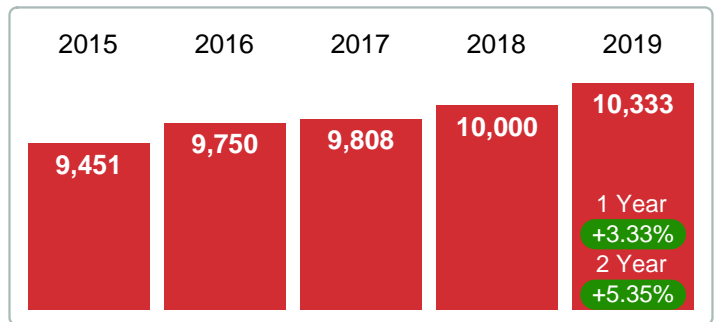
## CLOSED LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

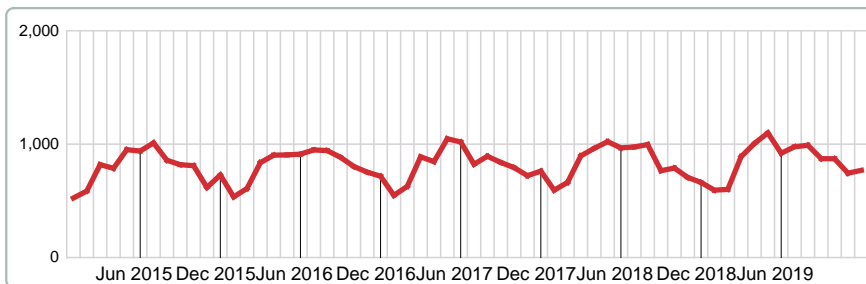
### DECEMBER



### YEAR TO DATE (YTD)

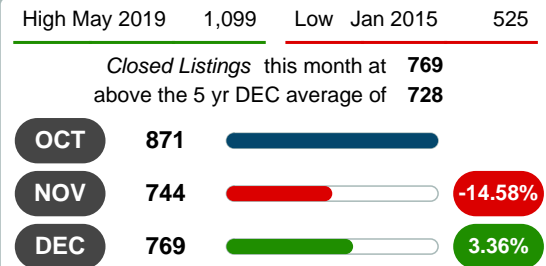


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 728



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	67	8.71%	26.4	32	34	1	0
\$75,001 - \$125,000	105	13.65%	20.0	17	83	5	0
\$125,001 - \$150,000	82	10.66%	24.0	8	66	7	1
\$150,001 - \$200,000	183	23.80%	30.5	9	116	55	3
\$200,001 - \$275,000	147	19.12%	45.4	5	74	60	8
\$275,001 - \$375,000	95	12.35%	53.1	2	38	39	16
\$375,001 and up	90	11.70%	57.9	1	20	45	24
<b>Total Closed Units</b>	<b>769</b>			<b>74</b>	<b>431</b>	<b>212</b>	<b>52</b>
<b>Total Closed Volume</b>	<b>168,653,657</b>	<b>100%</b>	<b>36.8</b>	<b>7.77M</b>	<b>79.31M</b>	<b>62.46M</b>	<b>19.11M</b>
<b>Average Closed Price</b>	<b>\$219,316</b>			<b>\$104,986</b>	<b>\$184,015</b>	<b>\$294,627</b>	<b>\$367,564</b>

# December 2019



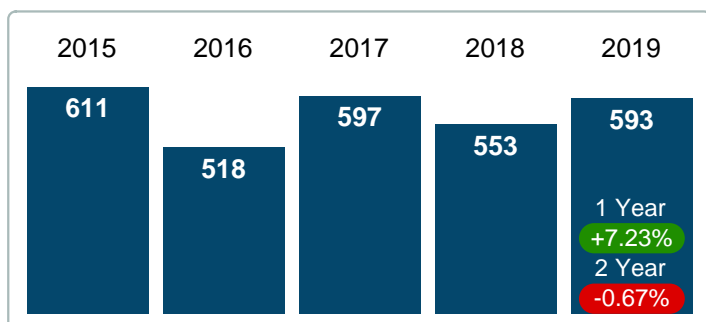
Area Delimited by County Of Tulsa - Residential Property Type



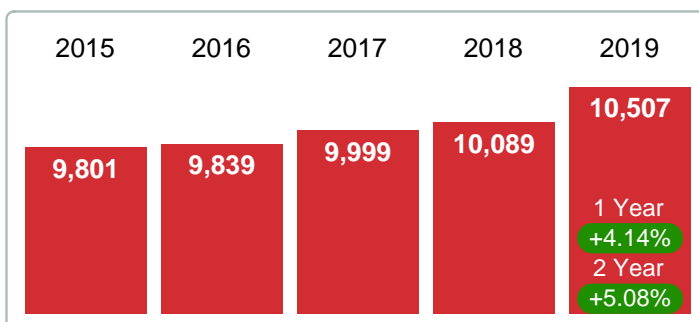
## PENDING LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

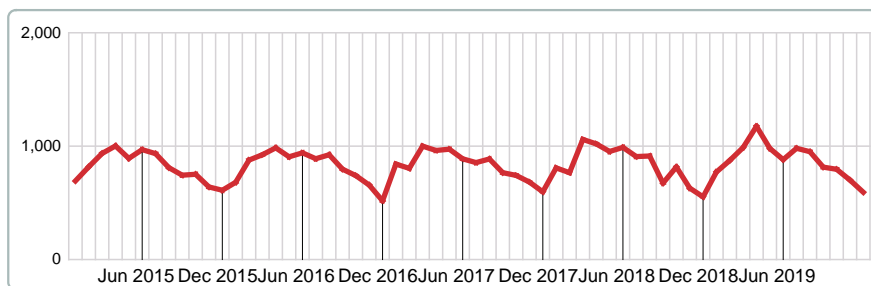
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

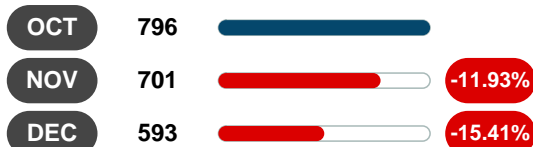


### 3 MONTHS

5 year DEC AVG = 574

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **593**  
above the 5 yr DEC average of **574**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	39	6.58%	50.6	23	9	7	0
\$50,001 - \$100,000	68	11.47%	31.1	20	41	7	0
\$100,001 - \$125,000	44	7.42%	33.1	10	27	7	0
\$125,001 - \$200,000	175	29.51%	43.0	15	125	32	3
\$200,001 - \$275,000	125	21.08%	55.0	8	63	49	5
\$275,001 - \$400,000	84	14.17%	67.8	2	22	49	11
\$400,001 and up	58	9.78%	45.9	1	9	31	17
<b>Total Pending Units</b>	<b>593</b>			<b>79</b>	<b>296</b>	<b>182</b>	<b>36</b>
<b>Total Pending Volume</b>	<b>133,534,528</b>	<b>100%</b>	<b>47.7</b>	<b>8.81M</b>	<b>52.80M</b>	<b>52.76M</b>	<b>19.17M</b>
<b>Average Listing Price</b>	<b>\$225,678</b>			<b>\$111,471</b>	<b>\$178,381</b>	<b>\$289,890</b>	<b>\$532,436</b>

# December 2019



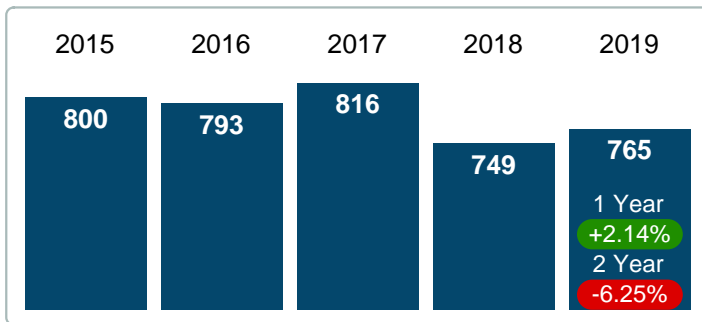
Area Delimited by County Of Tulsa - Residential Property Type



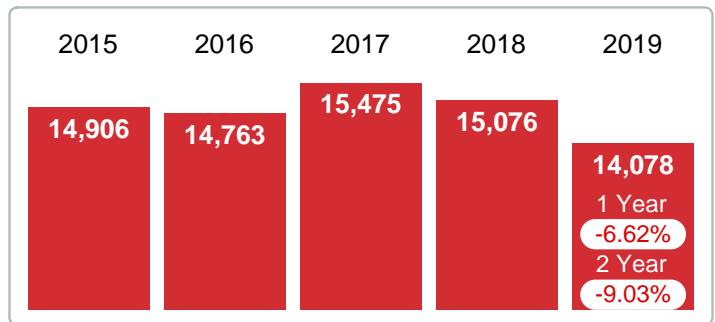
## NEW LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

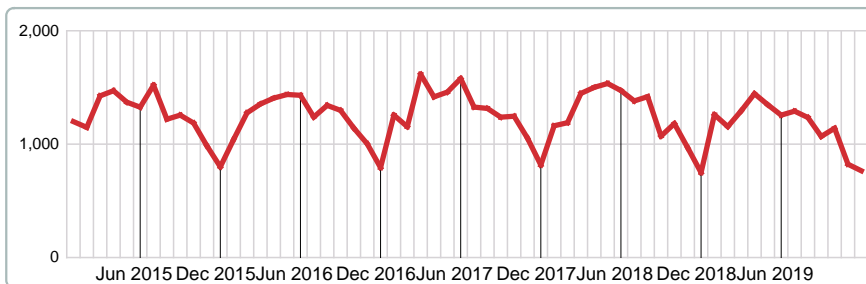
### DECEMBER



### YEAR TO DATE (YTD)

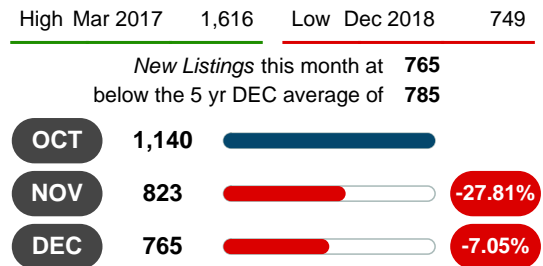


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 785



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	75	9.80%	48	19	7	1
\$75,001 - \$100,000	52	6.80%	18	28	6	0
\$100,001 - \$150,000	151	19.74%	38	92	20	1
\$150,001 - \$225,000	184	24.05%	11	115	50	8
\$225,001 - \$350,000	129	16.86%	2	50	67	10
\$350,001 - \$475,000	95	12.42%	1	21	58	15
\$475,001 and up	79	10.33%	1	15	28	35
<b>Total New Listed Units</b>	<b>765</b>		<b>119</b>	<b>340</b>	<b>236</b>	<b>70</b>
<b>Total New Listed Volume</b>	<b>198,475,389</b>	<b>100%</b>	<b>12.20M</b>	<b>70.75M</b>	<b>73.59M</b>	<b>41.93M</b>
<b>Average New Listed Listing Price</b>	<b>\$231,936</b>		<b>\$102,498</b>	<b>\$208,100</b>	<b>\$311,824</b>	<b>\$599,055</b>

# December 2019



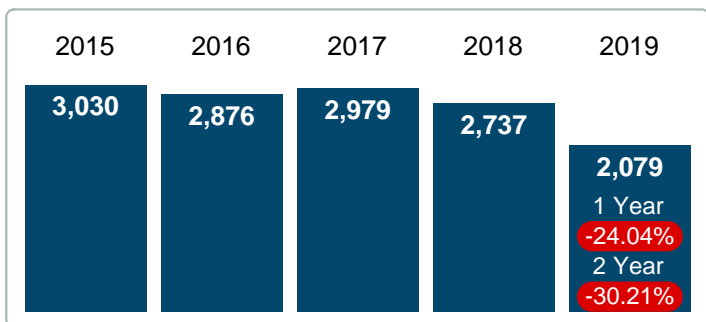
Area Delimited by County Of Tulsa - Residential Property Type



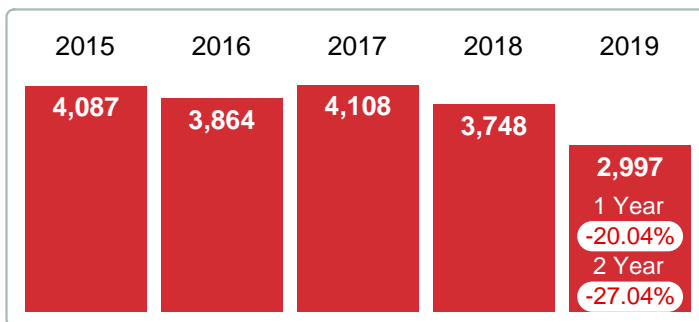
## ACTIVE INVENTORY

Report produced on Jul 26, 2023 for MLS Technology Inc.

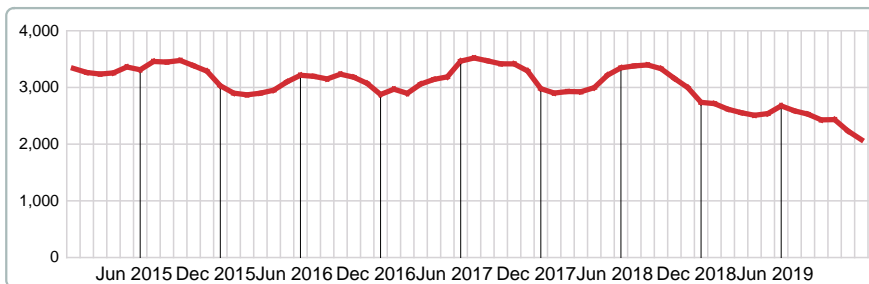
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 2,740

High Jul 2017 3,520 Low Dec 2019 2,079

Inventory this month at **2,079**  
below the 5 yr DEC average of **2,740**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	156	7.50%	83.5	87	58	9	2
\$75,001 - \$150,000	283	13.61%	59.7	83	175	22	3
\$150,001 - \$200,000	312	15.01%	68.2	23	206	78	5
\$200,001 - \$325,000	520	25.01%	79.1	18	212	258	32
\$325,001 - \$425,000	328	15.78%	80.3	6	78	200	44
\$425,001 - \$625,000	259	12.46%	80.9	3	50	145	61
\$625,001 and up	221	10.63%	85.1	1	18	93	109
<b>Total Active Inventory by Units</b>	<b>2,079</b>			<b>221</b>	<b>797</b>	<b>805</b>	<b>256</b>
<b>Total Active Inventory by Volume</b>	<b>727,800,093</b>	<b>100%</b>	<b>76.2</b>	<b>27.06M</b>	<b>184.87M</b>	<b>335.42M</b>	<b>180.45M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$350,072</b>			<b>\$122,450</b>	<b>\$231,956</b>	<b>\$416,673</b>	<b>\$704,875</b>

# December 2019



Area Delimited by County Of Tulsa - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

### MSI FOR DECEMBER

2015	2016	2017	2018	2019
------	------	------	------	------

### INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>2,079</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	<b>156</b>		7.50%	1.88	2.20	1.50	2.04	6.00	
\$75,001 - \$150,000	<b>283</b>		13.61%	1.24	2.39	1.02	1.05	1.50	
\$150,001 - \$200,000	<b>312</b>		15.01%	1.52	1.93	1.46	1.59	1.43	
\$200,001 - \$325,000	<b>520</b>		25.01%	2.27	2.48	2.31	2.24	2.17	
\$325,001 - \$425,000	<b>328</b>		15.78%	5.36	4.50	4.75	5.58	5.74	
\$425,001 - \$625,000	<b>259</b>		12.46%	7.49	9.00	7.06	8.09	6.59	
\$625,001 and up	<b>221</b>		10.63%	11.79	6.00	6.55	9.07	19.52	
Market Supply of Inventory (MSI)		2.41			2.32	1.70	3.17	5.94	
Total Active Inventory by Units		2,079	100%	2.41	221	797	805	256	

# December 2019



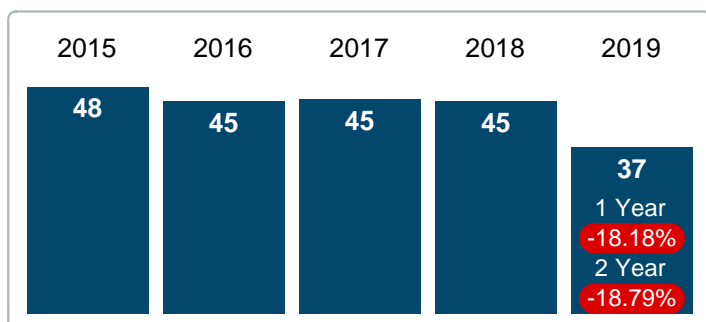
Area Delimited by County Of Tulsa - Residential Property Type



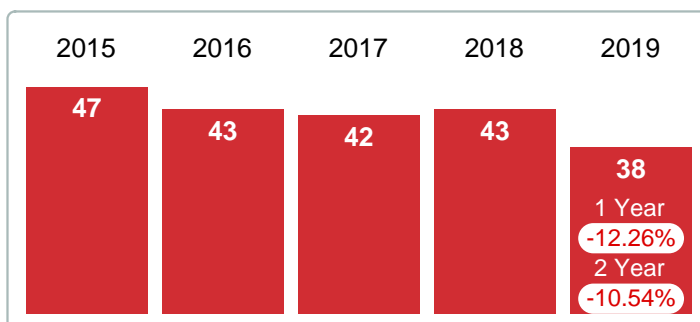
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 26, 2023 for MLS Technology Inc.

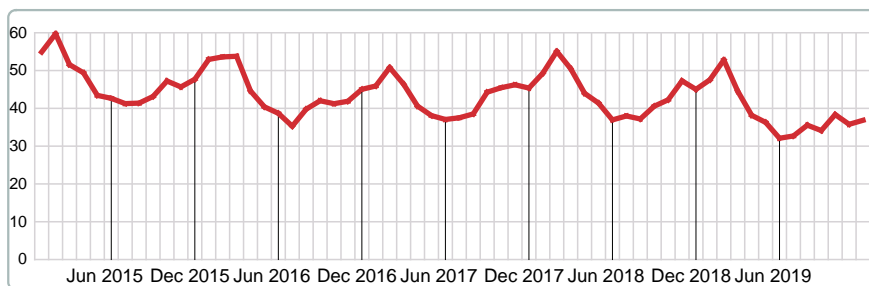
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 44

High Feb 2015 60 Low Jun 2019 32

Average Days on Market to Sale this month at 37 below the 5 yr DEC average of 44



### 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
\$75,000 and less	8.71%	26	27	27	1	0
\$75,001 - \$125,000	13.65%	20	20	21	3	0
\$125,001 - \$150,000	10.66%	24	16	24	21	125
\$150,001 - \$200,000	23.80%	31	39	30	28	45
\$200,001 - \$275,000	19.12%	45	52	40	47	85
\$275,001 - \$375,000	12.35%	53	32	53	61	36
\$375,001 and up	11.70%	58	1	46	61	63
<b>Average Closed DOM</b>		<b>37</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>769</b>	<b>74</b>	<b>431</b>	<b>212</b>	<b>52</b>
<b>Total Closed Volume</b>		<b>168,653,657</b>	<b>7.77M</b>	<b>79.31M</b>	<b>62.46M</b>	<b>19.11M</b>



# December 2019



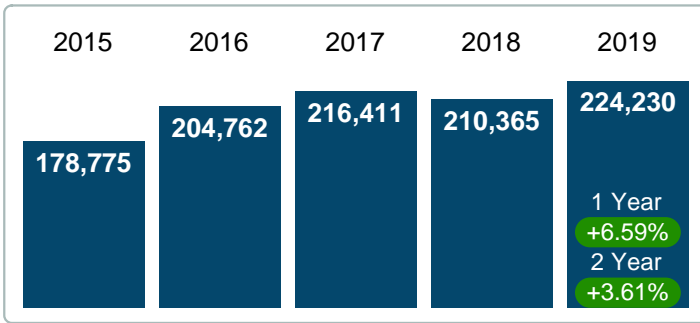
Area Delimited by County Of Tulsa - Residential Property Type



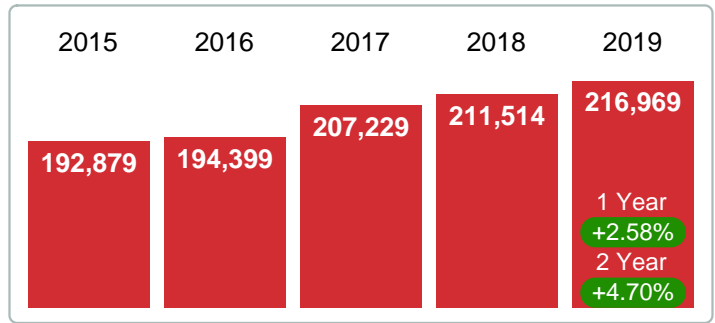
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

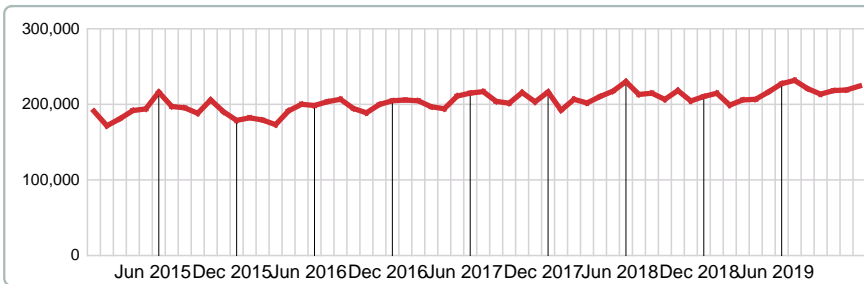
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

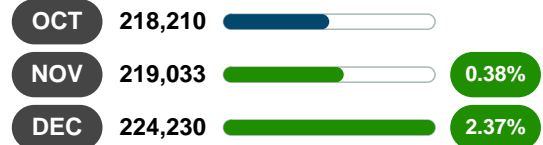


### 3 MONTHS

5 year DEC AVG = 206,909

High Jul 2019 231,691 Low Feb 2015 171,717

Average List Price at Closing this month at **224,230**  
above the 5 yr DEC average of **206,909**



### 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
\$75,000 and less	7.80%	45,691	47,275	53,207	38,000	0
\$75,001 - \$125,000	14.17%	104,047	90,438	109,642	110,950	0
\$125,001 - \$150,000	10.40%	139,823	143,313	140,128	137,657	148,000
\$150,001 - \$200,000	24.71%	176,988	176,467	176,330	179,638	184,783
\$200,001 - \$275,000	17.82%	235,797	228,180	235,786	239,014	248,475
\$275,001 - \$375,000	13.26%	318,720	300,000	324,794	324,058	316,738
\$375,001 and up	11.83%	535,417	514,000	519,487	569,822	491,050
<b>Average List Price</b>		<b>224,230</b>	<b>108,647</b>	<b>187,453</b>	<b>302,158</b>	<b>375,830</b>
<b>Total Closed Units</b>	100%	<b>224,230</b>	<b>74</b>	<b>431</b>	<b>212</b>	<b>52</b>
<b>Total Closed Volume</b>		<b>172,432,674</b>	<b>8.04M</b>	<b>80.79M</b>	<b>64.06M</b>	<b>19.54M</b>



# December 2019



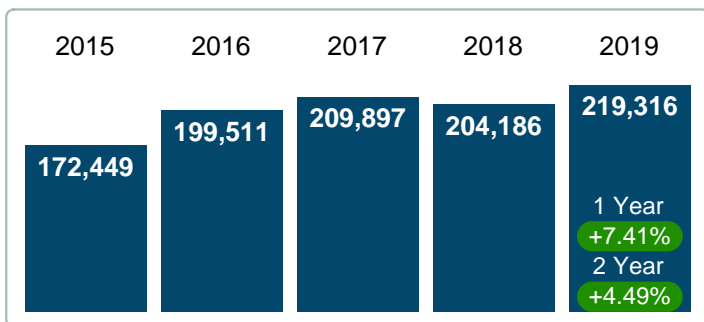
Area Delimited by County Of Tulsa - Residential Property Type



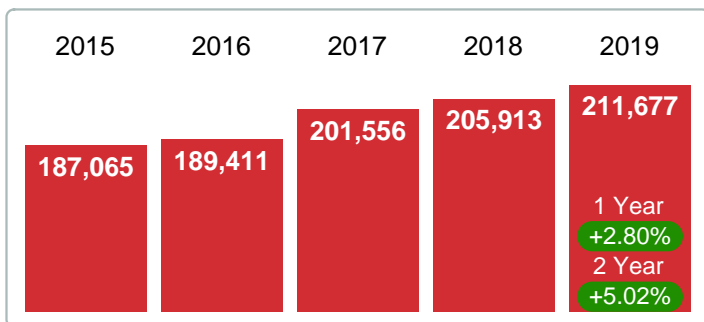
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

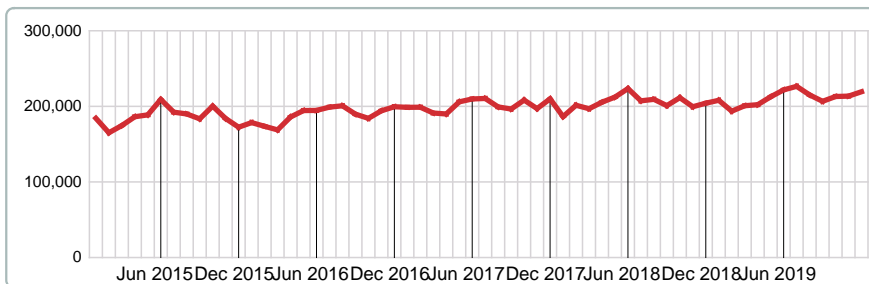
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

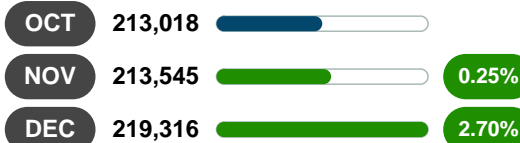


### 3 MONTHS

5 year DEC AVG = 201,072

High Jul 2019 226,480 Low Feb 2015 165,100

Average Sold Price at Closing this month at **219,316** above the 5 yr DEC average of **201,072**



### 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
\$75,000 and less	8.71%	45,556	43,643	47,668	35,000	0
\$75,001 - \$125,000	13.65%	103,799	88,018	106,916	105,702	0
\$125,001 - \$150,000	10.66%	139,429	142,438	139,182	138,243	140,000
\$150,001 - \$200,000	23.80%	175,245	171,857	174,475	177,272	178,000
\$200,001 - \$275,000	19.12%	234,163	219,420	231,866	237,378	240,503
\$275,001 - \$375,000	12.35%	316,018	289,375	317,592	317,651	311,631
\$375,001 and up	11.70%	519,510	514,000	508,195	545,529	480,384
<b>Average Sold Price</b>		<b>219,316</b>	<b>104,986</b>	<b>184,015</b>	<b>294,627</b>	<b>367,564</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>769</b>	<b>74</b>	<b>431</b>	<b>212</b>	<b>52</b>
<b>Total Closed Volume</b>		<b>168,653,657</b>	<b>7.77M</b>	<b>79.31M</b>	<b>62.46M</b>	<b>19.11M</b>

# December 2019



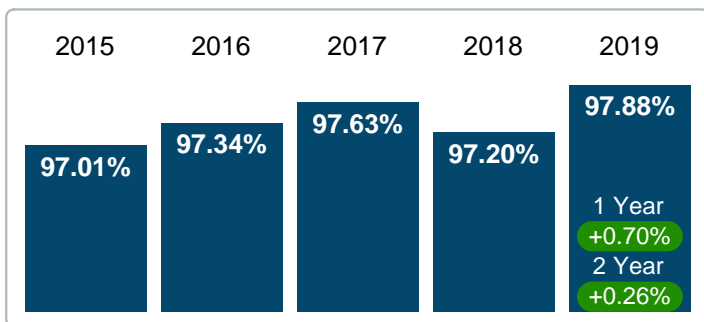
Area Delimited by County Of Tulsa - Residential Property Type



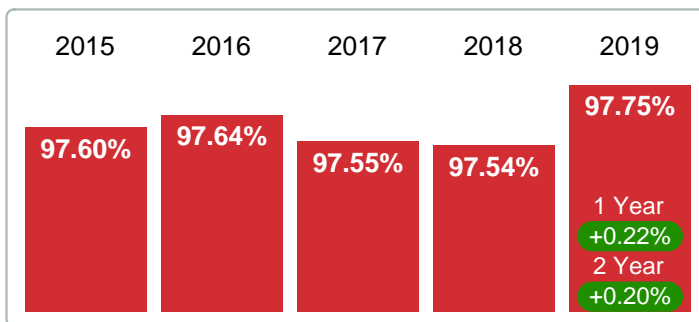
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

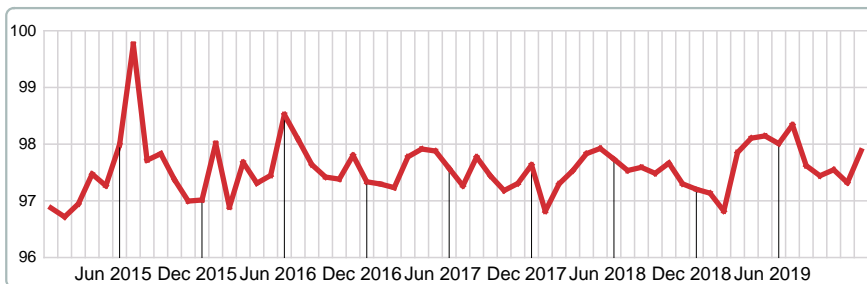
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

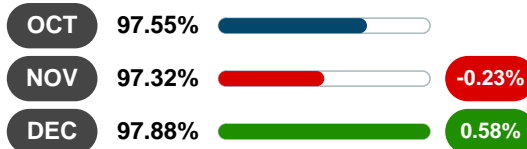


### 3 MONTHS

5 year DEC AVG = 97.41%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **97.88%**  
above the 5 yr DEC average of **97.41%**



### 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
\$75,000 and less	67	8.71%	91.91%	92.02%	91.81%	92.11%	0.00%
\$75,001 - \$125,000	105	13.65%	97.94%	97.33%	98.22%	95.33%	0.00%
\$125,001 - \$150,000	82	10.66%	99.49%	99.35%	99.44%	100.78%	94.59%
\$150,001 - \$200,000	183	23.80%	98.81%	97.55%	98.99%	98.77%	96.31%
\$200,001 - \$275,000	147	19.12%	98.66%	96.73%	98.41%	99.39%	96.74%
\$275,001 - \$375,000	95	12.35%	98.03%	96.46%	97.91%	98.06%	98.43%
\$375,001 and up	90	11.70%	97.51%	100.00%	98.15%	96.88%	98.07%
Average Sold/List Ratio		97.90%		95.25%	98.11%	98.37%	97.81%
Total Closed Units		769	100%	74	431	212	52
Total Closed Volume		168,653,657		7.77M	79.31M	62.46M	19.11M

# December 2019



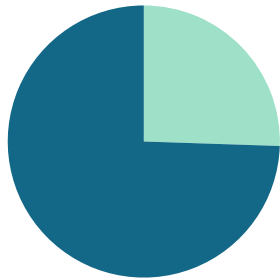
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

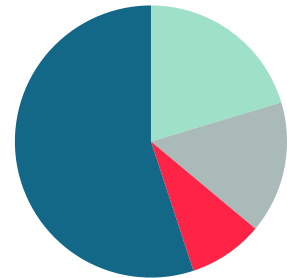


**Inventory**  
 New Listings  
**765 = 25.53%**  
 Start Inventory  
**2,232**  
 Total Inventory Units  
**2,997**  
 Volume  
**\$996,144,512**

### Market Activity

Closed Sales  
**769 = 20.37%**  
 Pending Sales  
**593 = 15.70%**  
 Other Off Market  
**335 = 8.87%**  
 Active Inventory  
**2,079 = 55.06%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	662	769	16.16%	10,000	10,333	3.33%
Pending Sales	553	593	7.23%	10,089	10,507	4.14%
New Listings	749	765	2.14%	15,076	14,078	-6.62%
Average List Price	210,365	224,230	6.59%	211,514	216,969	2.58%
Average Sale Price	204,186	219,316	7.41%	205,913	211,677	2.80%
Average Percent of Selling Price to List Price	97.20%	97.88%	0.70%	97.54%	97.75%	0.22%
Average Days on Market to Sale	45.03	36.85	-18.18%	43.31	38.00	-12.26%
Monthly Inventory	2,737	2,079	-24.04%	2,737	2,079	-24.04%
Months Supply of Inventory	3.28	2.41	-26.49%	3.28	2.41	-26.49%

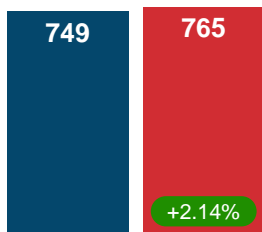
**Absorption:** Last 12 months, an Average of **861** Sales/Month

**Inventory** on December 31, 2019 = **2,079** 2018 2019

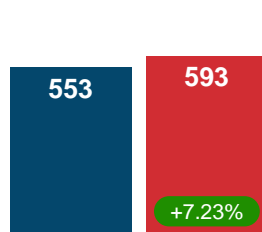
### DECEMBER MARKET

### AVERAGE PRICES

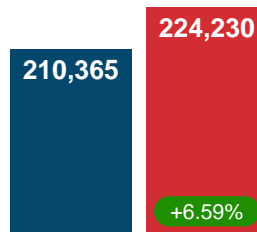
#### New Listings



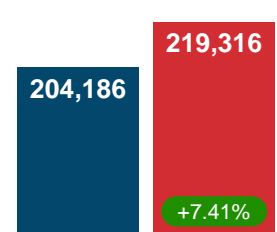
#### Pending Listings



#### List Price



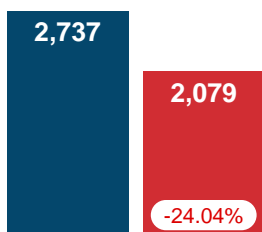
#### Sale Price



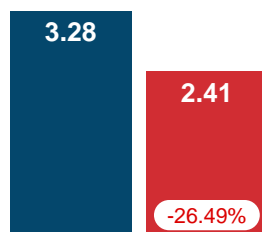
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

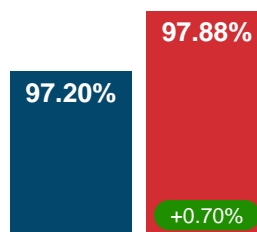
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

