

December 2019



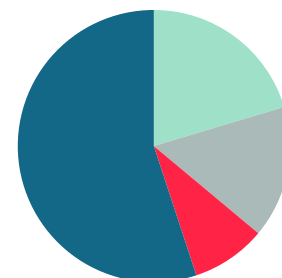
Area Delimited by County Of Tulsa - Residential Property Type



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% |
| Median List Price | 175,000 | 185,900 | 6.23% |
| Median Sale Price | 170,000 | 183,503 | 7.94% |
| Median Percent of Selling Price to List Price | 98.47% | 99.09% | 0.63% |
| Median Days on Market to Sale | 29.00 | 18.00 | -37.93% |
| 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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **7.94%** in December 2019 to \$183,503 versus the previous year at \$170,000.

Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 11.00 days or **37.93%** in December 2019 compared to last year's same month at **29.00** DOM.

Sales Success for December 2019 is Positive

Overall, with Median 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

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| Inventory | 5 |
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| Median Sale Price at Closing | 9 |
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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

December 2019



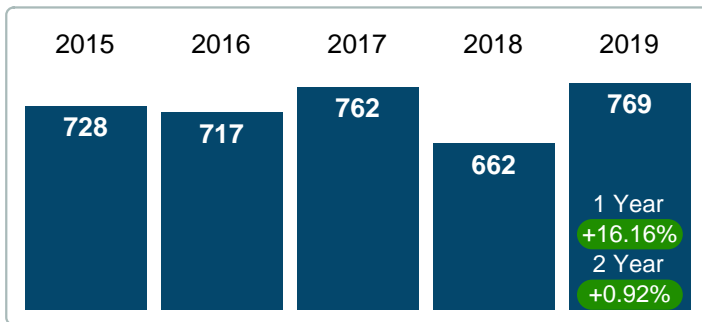
Area Delimited by County Of Tulsa - Residential Property Type



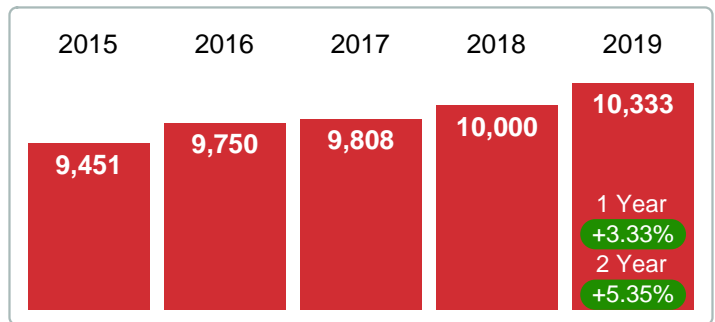
CLOSED LISTINGS

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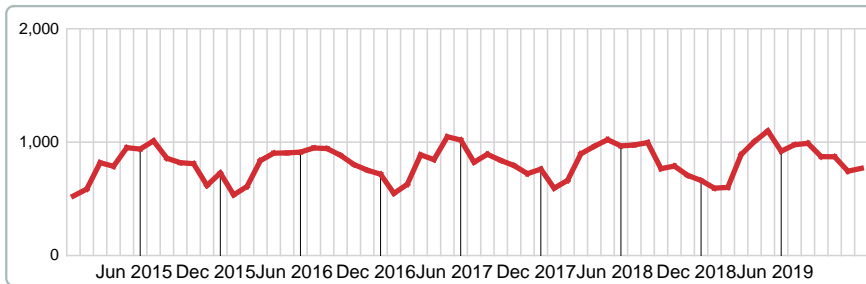
DECEMBER



YEAR TO DATE (YTD)

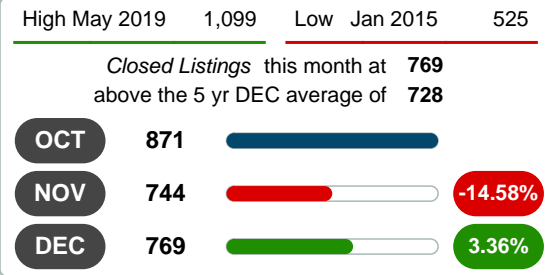


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 728



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$75,000 and less | 67 | 8.71% | 13.0 | 32 | 34 | 1 | 0 |
| \$75,001 - \$125,000 | 105 | 13.65% | 7.0 | 17 | 83 | 5 | 0 |
| \$125,001 - \$150,000 | 82 | 10.66% | 11.0 | 8 | 66 | 7 | 1 |
| \$150,001 - \$200,000 | 183 | 23.80% | 14.0 | 9 | 116 | 55 | 3 |
| \$200,001 - \$275,000 | 147 | 19.12% | 31.0 | 5 | 74 | 60 | 8 |
| \$275,001 - \$375,000 | 95 | 12.35% | 46.0 | 2 | 38 | 39 | 16 |
| \$375,001 and up | 90 | 11.70% | 45.0 | 1 | 20 | 45 | 24 |
| Total Closed Units | 769 | | | 74 | 431 | 212 | 52 |
| Total Closed Volume | 168,653,657 | 100% | 18.0 | 7.77M | 79.31M | 62.46M | 19.11M |
| Median Closed Price | \$183,503 | | | \$79,500 | \$165,000 | \$245,000 | \$349,950 |

December 2019



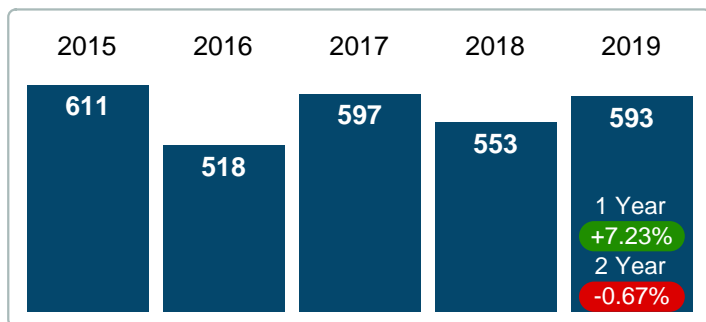
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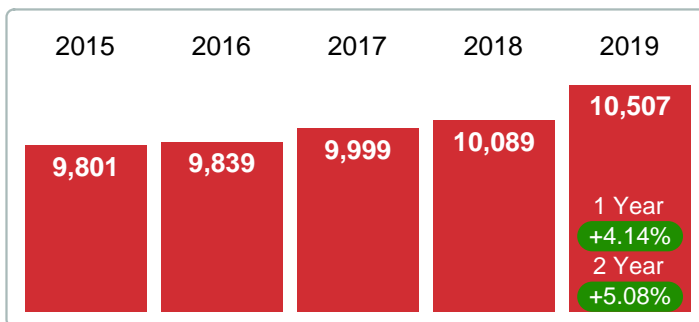
PENDING LISTINGS

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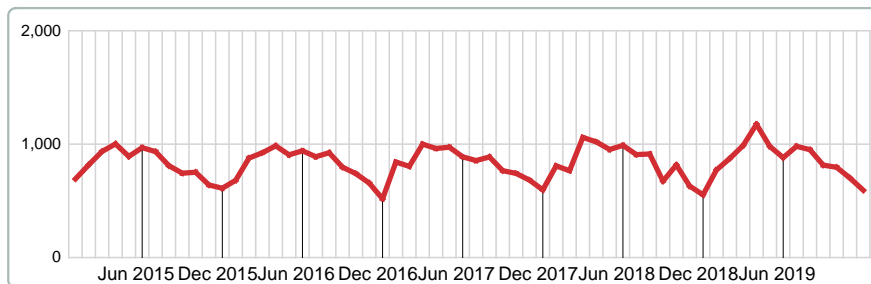
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

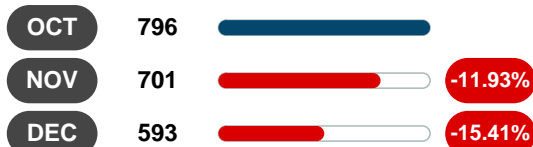


3 MONTHS

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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 39 | 6.58% | 31.0 | 23 | 9 | 7 | 0 |
| \$50,001 - \$100,000 | 68 | 11.47% | 13.0 | 20 | 41 | 7 | 0 |
| \$100,001 - \$125,000 | 44 | 7.42% | 20.0 | 10 | 27 | 7 | 0 |
| \$125,001 - \$200,000 | 175 | 29.51% | 21.0 | 15 | 125 | 32 | 3 |
| \$200,001 - \$275,000 | 125 | 21.08% | 44.0 | 8 | 63 | 49 | 5 |
| \$275,001 - \$400,000 | 84 | 14.17% | 44.5 | 2 | 22 | 49 | 11 |
| \$400,001 and up | 58 | 9.78% | 30.0 | 1 | 9 | 31 | 17 |
| Total Pending Units | 593 | | | 79 | 296 | 182 | 36 |
| Total Pending Volume | 133,534,528 | 100% | 28.0 | 8.81M | 52.80M | 52.76M | 19.17M |
| Median Listing Price | \$185,000 | | | \$89,900 | \$160,000 | \$253,000 | \$391,250 |

December 2019



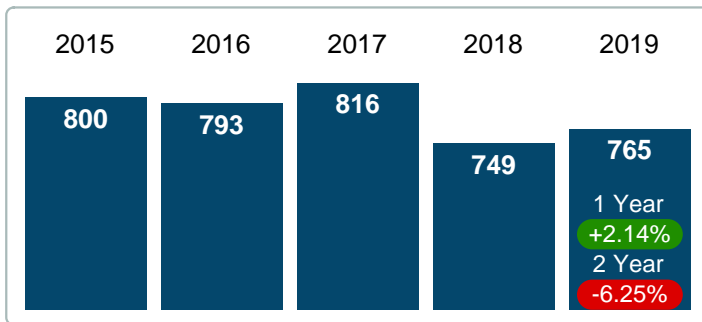
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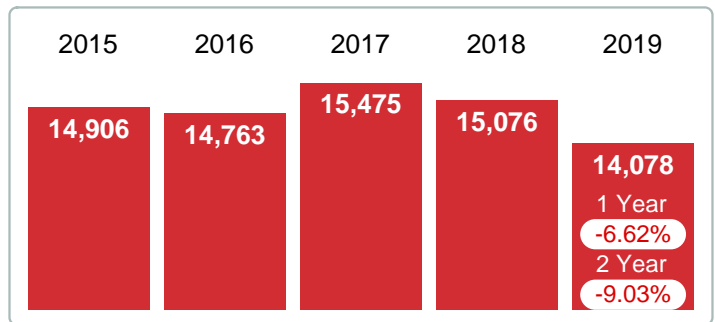
NEW LISTINGS

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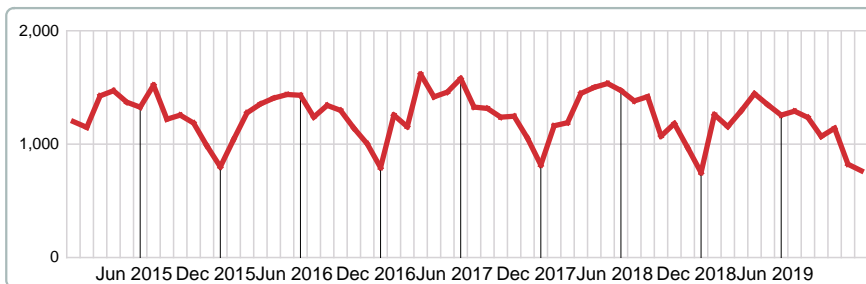
DECEMBER



YEAR TO DATE (YTD)

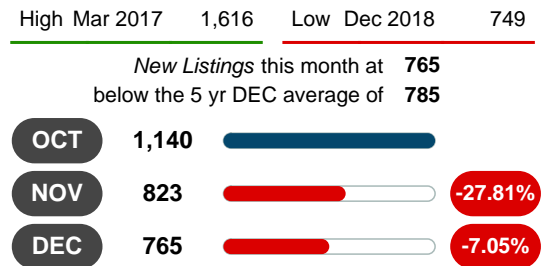


5 YEAR MARKET ACTIVITY TRENDS



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 |
| Total New Listed Units | 765 | | 119 | 340 | 236 | 70 |
| Total New Listed Volume | 198,475,389 | 100% | 12.20M | 70.75M | 73.59M | 41.93M |
| Median New Listed Listing Price | \$185,000 | | \$91,500 | \$167,500 | \$277,250 | \$472,450 |

December 2019



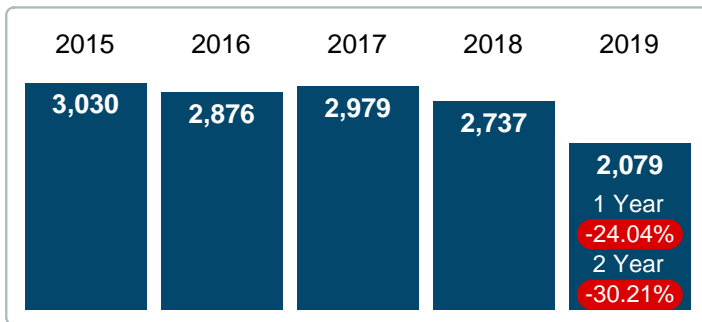
Area Delimited by County Of Tulsa - Residential Property Type



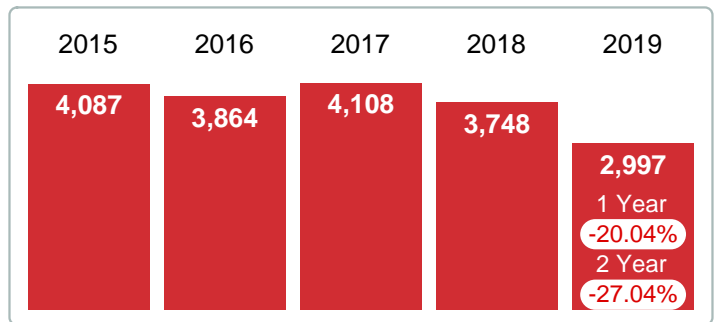
ACTIVE INVENTORY

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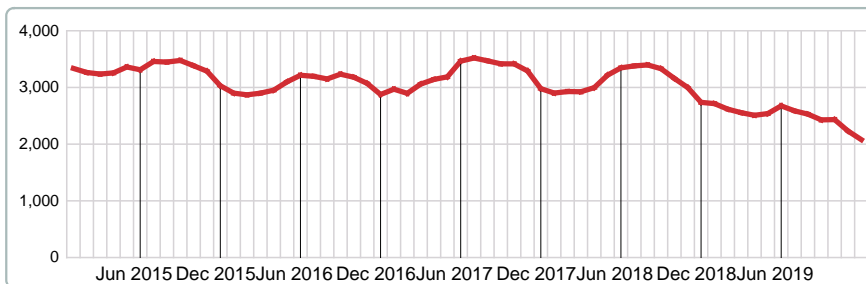
END OF DECEMBER



ACTIVE DURING DECEMBER

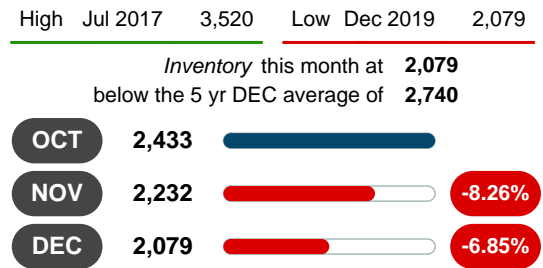


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2,740



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-----|--------|-------------|----------|-----------|-----------|-----------|
| \$75,000 and less | 156 | 7.50% | 53.5 | 87 | 58 | 9 | 2 |
| \$75,001 - \$150,000 | 283 | 13.61% | 47.0 | 83 | 175 | 22 | 3 |
| \$150,001 - \$200,000 | 312 | 15.01% | 57.0 | 23 | 206 | 78 | 5 |
| \$200,001 - \$325,000 | 520 | 25.01% | 74.0 | 18 | 212 | 258 | 32 |
| \$325,001 - \$425,000 | 328 | 15.78% | 74.0 | 6 | 78 | 200 | 44 |
| \$425,001 - \$625,000 | 259 | 12.46% | 69.0 | 3 | 50 | 145 | 61 |
| \$625,001 and up | 221 | 10.63% | 81.0 | 1 | 18 | 93 | 109 |
| Total Active Inventory by Units | | | 2,079 | 221 | 797 | 805 | 256 |
| Total Active Inventory by Volume | | | 727,800,093 | 27.06M | 184.87M | 335.42M | 180.45M |
| Median Active Inventory Listing Price | | | \$269,000 | \$99,000 | \$185,500 | \$349,900 | \$549,450 |

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 % |
|-------------------------------|-----------------------|---|----------------------------|------------------------------------|
| 2,079 | 0 | 0 | inf | 0.000% |
| 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 | 156 | | 7.50% | 1.88 | 2.20 | 1.50 | 2.04 | 6.00 | |
| \$75,001 - \$150,000 | 283 | | 13.61% | 1.24 | 2.39 | 1.02 | 1.05 | 1.50 | |
| \$150,001 - \$200,000 | 312 | | 15.01% | 1.52 | 1.93 | 1.46 | 1.59 | 1.43 | |
| \$200,001 - \$325,000 | 520 | | 25.01% | 2.27 | 2.48 | 2.31 | 2.24 | 2.17 | |
| \$325,001 - \$425,000 | 328 | | 15.78% | 5.36 | 4.50 | 4.75 | 5.58 | 5.74 | |
| \$425,001 - \$625,000 | 259 | | 12.46% | 7.49 | 9.00 | 7.06 | 8.09 | 6.59 | |
| \$625,001 and up | 221 | | 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



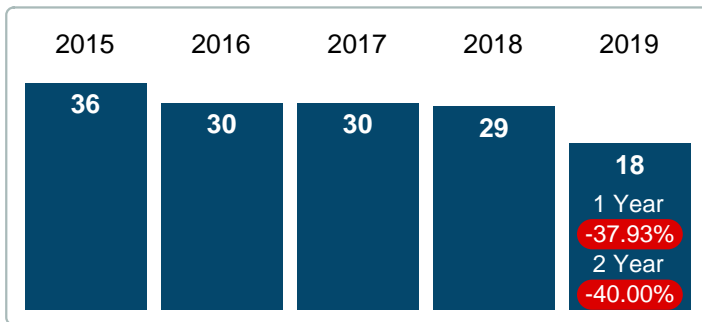
Area Delimited by County Of Tulsa - Residential Property Type



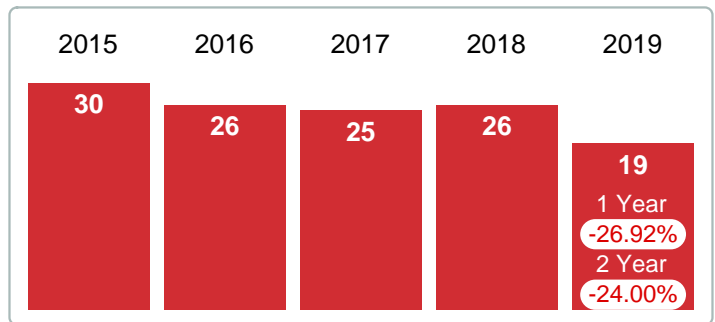
MEDIAN DAYS ON MARKET TO SALE

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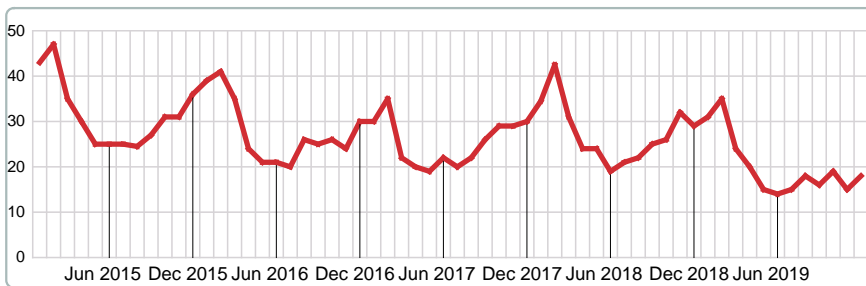
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 29

High Feb 2015 47 Low Jun 2019 14

Median Days on Market to Sale this month at 18 below the 5 yr DEC average of 29



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 |
|--|--------|-------------|----------|--------|--------|---------|
| \$75,000 and less | 8.71% | 13 | 16 | 11 | 1 | 0 |
| \$75,001 - \$125,000 | 13.65% | 7 | 7 | 9 | 2 | 0 |
| \$125,001 - \$150,000 | 10.66% | 11 | 7 | 12 | 5 | 125 |
| \$150,001 - \$200,000 | 23.80% | 14 | 23 | 13 | 13 | 56 |
| \$200,001 - \$275,000 | 19.12% | 31 | 48 | 24 | 31 | 71 |
| \$275,001 - \$375,000 | 12.35% | 46 | 32 | 50 | 49 | 36 |
| \$375,001 and up | 11.70% | 45 | 1 | 15 | 47 | 56 |
| Median Closed DOM | | 18 | 13 | 15 | 27 | 49 |
| Total Closed Units | 100% | 769 | 74 | 431 | 212 | 52 |
| Total Closed Volume | | 168,653,657 | 7.77M | 79.31M | 62.46M | 19.11M |

December 2019



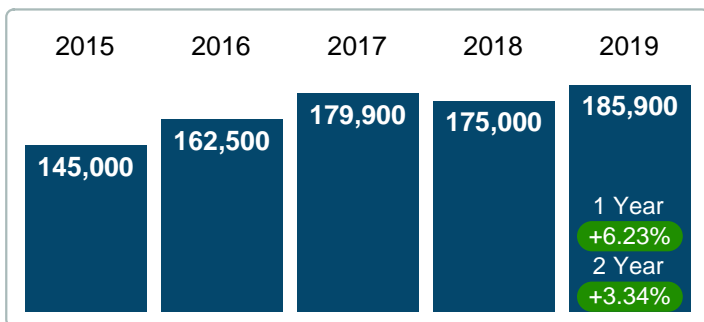
Area Delimited by County Of Tulsa - Residential Property Type



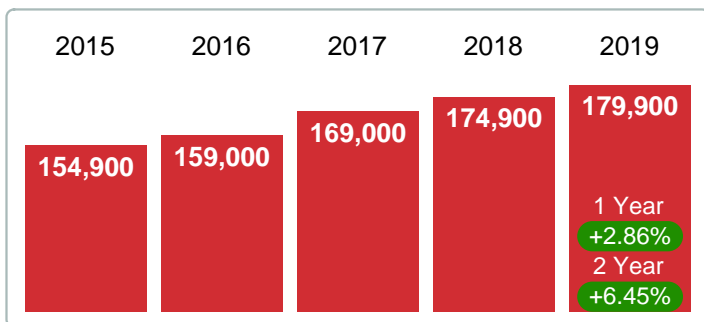
MEDIAN LIST PRICE AT CLOSING

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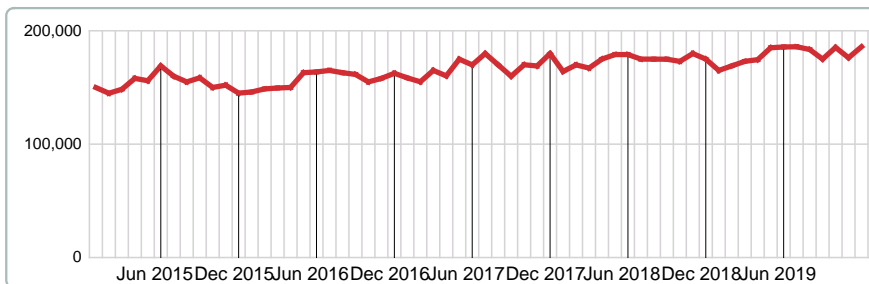
DECEMBER



YEAR TO DATE (YTD)

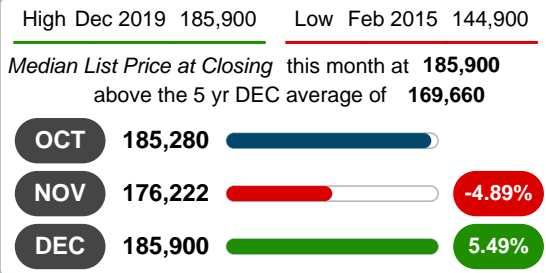


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 169,660



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 |
|---|--------|--------------------|---------------|----------------|----------------|----------------|
| \$75,000 and less | 7.80% | 45,375 | 45,000 | 47,825 | 38,000 | 0 |
| \$75,001 - \$125,000 | 14.17% | 105,000 | 85,125 | 109,950 | 119,900 | 0 |
| \$125,001 - \$150,000 | 10.40% | 139,950 | 143,250 | 139,900 | 145,000 | 148,000 |
| \$150,001 - \$200,000 | 24.71% | 175,561 | 176,450 | 174,500 | 179,900 | 172,425 |
| \$200,001 - \$275,000 | 17.82% | 234,900 | 226,500 | 230,000 | 235,450 | 245,000 |
| \$275,001 - \$375,000 | 13.26% | 315,450 | 300,000 | 319,000 | 315,000 | 308,250 |
| \$375,001 and up | 11.83% | 459,900 | 514,000 | 475,000 | 454,950 | 450,000 |
| Median List Price | | 185,900 | 81,750 | 168,900 | 249,900 | 354,900 |
| Total Closed Units | 100% | 185,900 | 74 | 431 | 212 | 52 |
| Total Closed Volume | | 172,432,674 | 8.04M | 80.79M | 64.06M | 19.54M |

December 2019



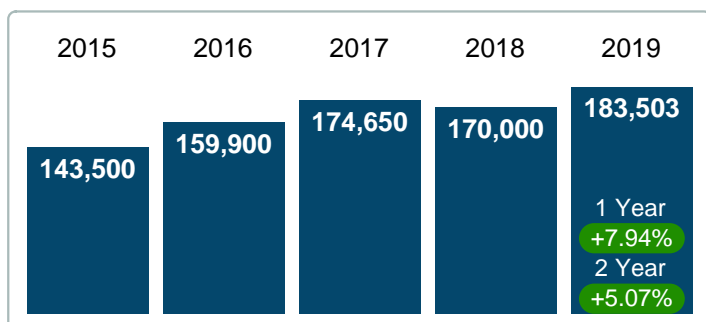
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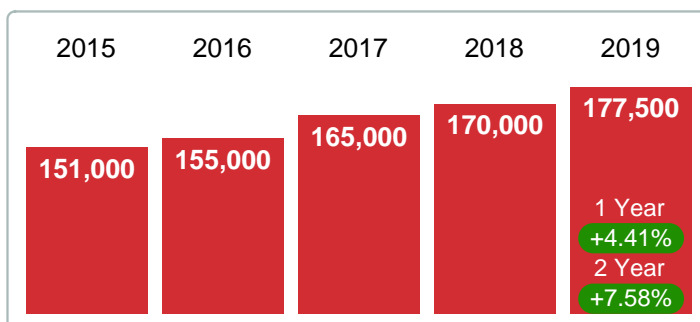
MEDIAN SOLD PRICE AT CLOSING

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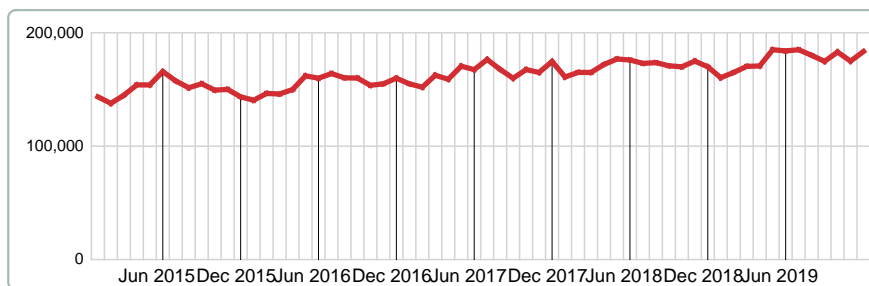
DECEMBER



YEAR TO DATE (YTD)

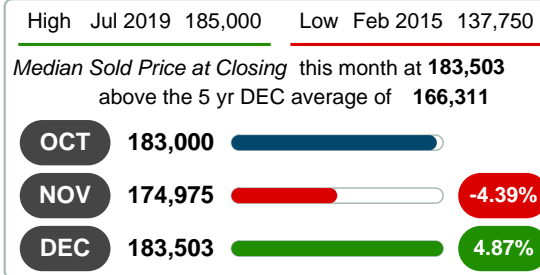


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 166,311



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 |
|---|-----|--------|-------------|----------|---------|---------|---------|
| \$75,000 and less | 67 | 8.71% | 44,000 | 43,000 | 48,700 | 35,000 | 0 |
| \$75,001 - \$125,000 | 105 | 13.65% | 105,000 | 82,000 | 110,000 | 110,000 | 0 |
| \$125,001 - \$150,000 | 82 | 10.66% | 140,000 | 144,500 | 140,000 | 139,000 | 140,000 |
| \$150,001 - \$200,000 | 183 | 23.80% | 175,000 | 168,712 | 174,450 | 177,524 | 179,000 |
| \$200,001 - \$275,000 | 147 | 19.12% | 232,000 | 207,602 | 228,500 | 236,000 | 235,610 |
| \$275,001 - \$375,000 | 95 | 12.35% | 310,000 | 289,375 | 316,250 | 311,900 | 306,750 |
| \$375,001 and up | 90 | 11.70% | 449,950 | 514,000 | 457,500 | 449,900 | 439,750 |
| Median Sold Price | | | 183,503 | 79,500 | 165,000 | 245,000 | 349,950 |
| Total Closed Units | | 100% | 769 | 74 | 431 | 212 | 52 |
| Total Closed Volume | | | 168,653,657 | 7.77M | 79.31M | 62.46M | 19.11M |

December 2019



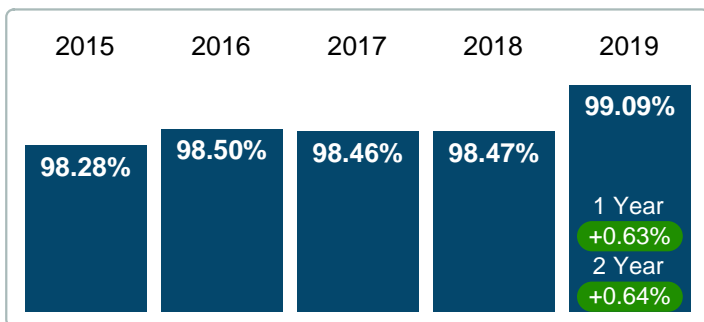
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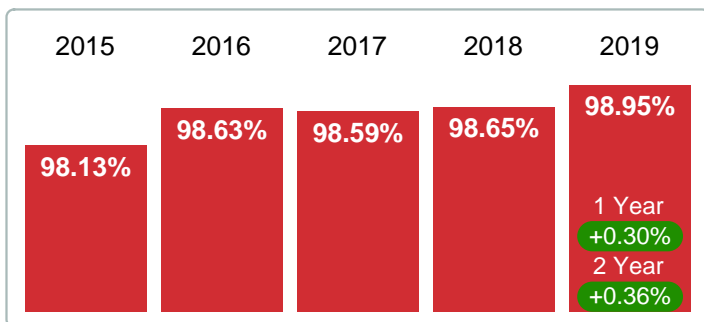
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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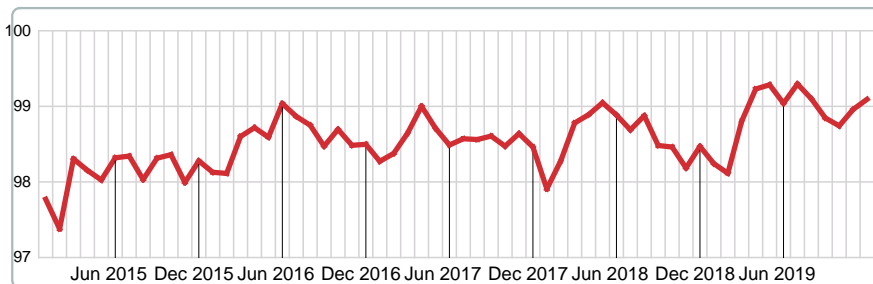
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

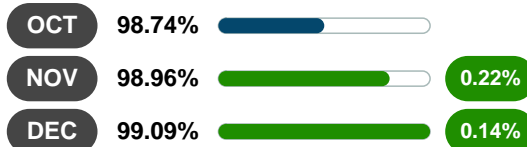


3 MONTHS

5 year DEC AVG = 98.56%

High Jul 2019 99.30% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **99.09%**
equal to 5 yr DEC average of **98.56%**



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 |
|--|-------------|--------|---------|----------|---------|---------|---------|
| \$75,000 and less | 67 | 8.71% | 93.33% | 93.89% | 91.97% | 92.11% | 0.00% |
| \$75,001 - \$125,000 | 105 | 13.65% | 97.83% | 96.97% | 98.10% | 97.50% | 0.00% |
| \$125,001 - \$150,000 | 82 | 10.66% | 100.00% | 100.00% | 100.00% | 100.00% | 94.59% |
| \$150,001 - \$200,000 | 183 | 23.80% | 100.00% | 98.52% | 100.00% | 100.00% | 95.47% |
| \$200,001 - \$275,000 | 147 | 19.12% | 99.65% | 93.15% | 99.15% | 100.00% | 97.05% |
| \$275,001 - \$375,000 | 95 | 12.35% | 98.49% | 96.46% | 98.45% | 98.62% | 98.44% |
| \$375,001 and up | 90 | 11.70% | 98.41% | 100.00% | 98.37% | 98.59% | 97.72% |
| Median Sold/List Ratio | | 99.09% | | 96.67% | 99.68% | 99.39% | 97.93% |
| Total Closed Units | 769 | 100% | 99.09% | 74 | 431 | 212 | 52 |
| Total Closed Volume | 168,653,657 | | | 7.77M | 79.31M | 62.46M | 19.11M |

December 2019



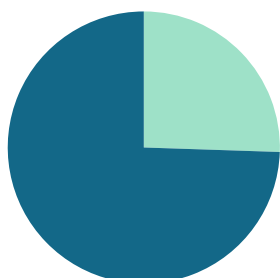
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

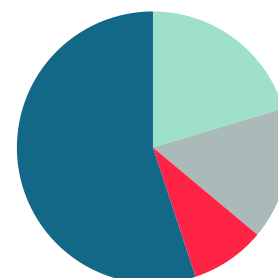
- New Listings **765 = 25.53%**
- Start Inventory **2,232**
- Total Inventory Units **2,997**
- Volume **\$996,144,512**

Market Activity

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% |
| Median List Price | 175,000 | 185,900 | 6.23% | 174,900 | 179,900 | 2.86% |
| Median Sale Price | 170,000 | 183,503 | 7.94% | 170,000 | 177,500 | 4.41% |
| Median Percent of Selling Price to List Price | 98.47% | 99.09% | 0.63% | 98.65% | 98.95% | 0.30% |
| Median Days on Market to Sale | 29.00 | 18.00 | -37.93% | 26.00 | 19.00 | -26.92% |
| 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

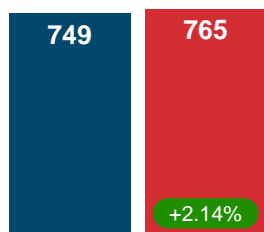
Inventory on December 31, 2019 = **2,079**

2018 **2019**

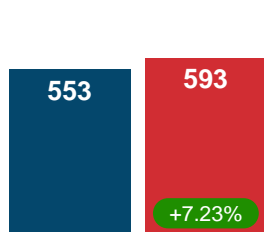
DECEMBER MARKET

MEDIAN PRICES

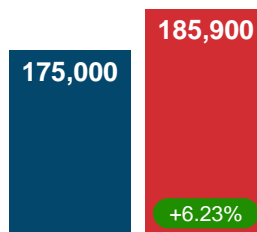
New Listings



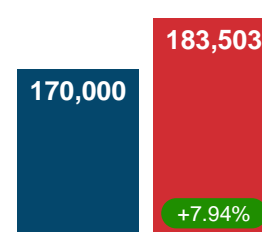
Pending Listings



List Price



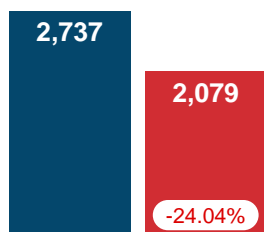
Sale Price



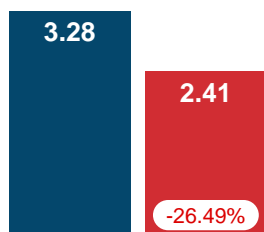
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

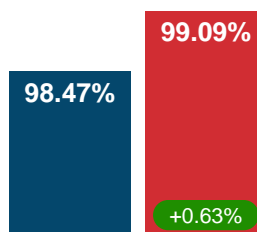
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

