

# January 2019



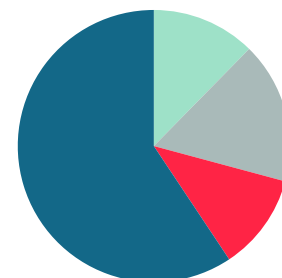
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	January 2019	+/-%
Closed Listings	829	828	-0.12%
Pending Listings	1,123	1,128	0.45%
New Listings	1,719	1,787	3.96%
Average List Price	187,169	206,487	10.32%
Average Sale Price	181,456	200,221	10.34%
Average Percent of Selling Price to List Price	96.83%	97.00%	0.18%
Average Days on Market to Sale	48.73	49.64	1.88%
End of Month Inventory	4,346	3,977	-8.49%
Months Supply of Inventory	3.72	3.37	-9.45%



■ Closed (12.35%)  
■ Pending (16.83%)  
■ Other OffMarket (11.47%)  
■ Active (59.34%)

**Absorption:** Last 12 months, an Average of **1,181** Sales/Month  
**Active Inventory** as of January 31, 2019 = **3,977**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2019 decreased **8.49%** to 3,977 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 **3.37** 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 **10.34%** in January 2019 to \$200,221 versus the previous year at \$181,456.

#### Average Days on Market Lengthens

The average number of **49.64** days that homes spent on the market before selling increased by 0.92 days or **1.88%** in January 2019 compared to last year's same month at **48.73** DOM.

#### Sales Success for January 2019 is Positive

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

There were 1,787 New Listings in January 2019, up **3.96%** from last year at 1,719. Furthermore, there were 828 Closed Listings this month versus last year at 829, a **-0.12%** decrease.

Closed versus Listed trends yielded a **46.3%** ratio, down from previous year's, January 2018, at **48.2%**, a **3.92%** downswing. This will certainly create pressure on a decreasing Monthly 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>
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<b>Average Days on Market to Sale</b>	<b>7</b>
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<b>Average Sale Price at Closing</b>	<b>9</b>
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<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®

Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

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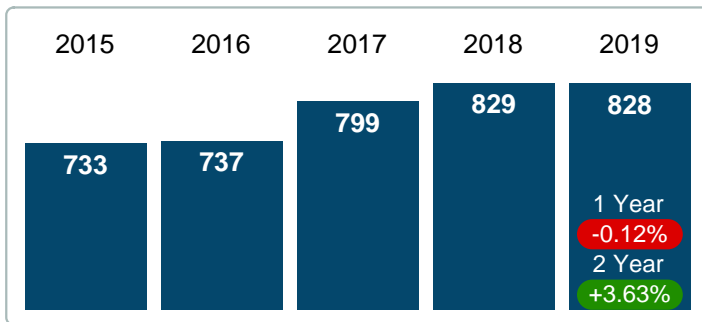
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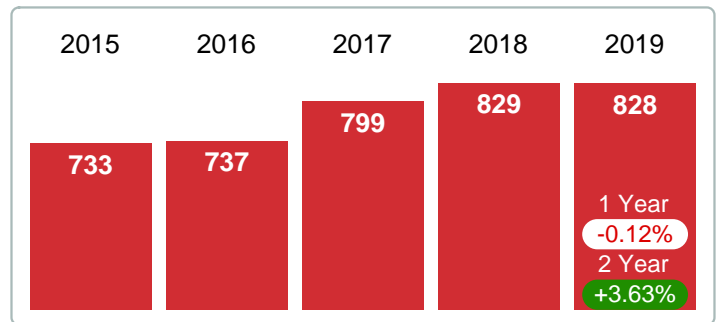
## CLOSED LISTINGS

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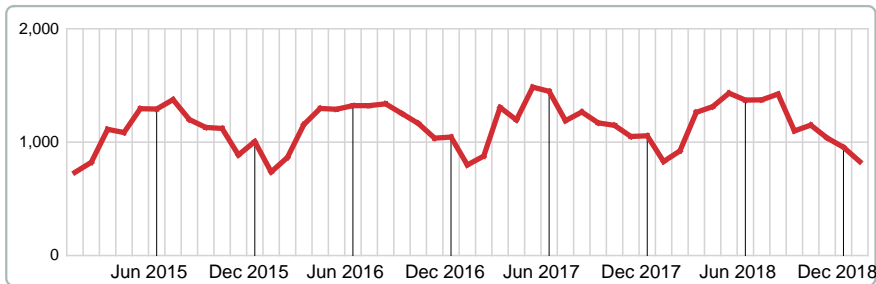
### JANUARY



### YEAR TO DATE (YTD)

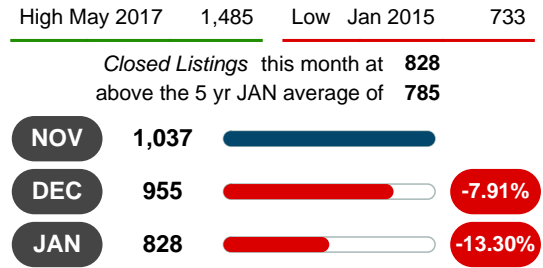


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 785



### 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	63	7.61%	51.6	31	28	4	0
\$50,001 - \$75,000	66	7.97%	39.1	19	39	8	0
\$75,001 - \$125,000	151	18.24%	46.1	24	112	14	1
\$125,001 - \$175,000	202	24.40%	43.6	8	167	27	0
\$175,001 - \$225,000	112	13.53%	46.7	3	64	40	5
\$225,001 - \$350,000	145	17.51%	62.6	8	52	78	7
\$350,001 and up	89	10.75%	58.3	2	18	52	17
<b>Total Closed Units</b>	<b>828</b>			<b>95</b>	<b>480</b>	<b>223</b>	<b>30</b>
<b>Total Closed Volume</b>	<b>165,783,037</b>	<b>100%</b>	<b>49.6</b>	<b>9.08M</b>	<b>74.61M</b>	<b>65.98M</b>	<b>16.12M</b>
<b>Average Closed Price</b>	<b>\$200,221</b>			<b>\$95,528</b>	<b>\$155,428</b>	<b>\$295,872</b>	<b>\$537,429</b>

# January 2019



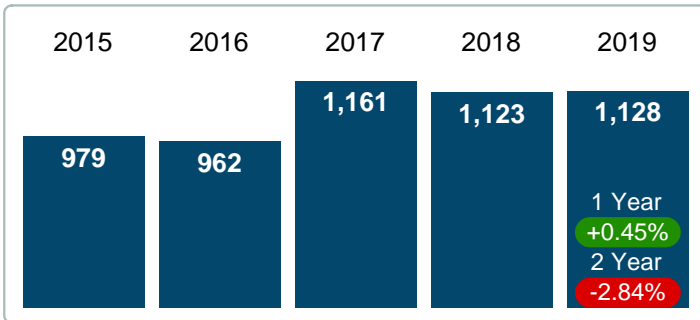
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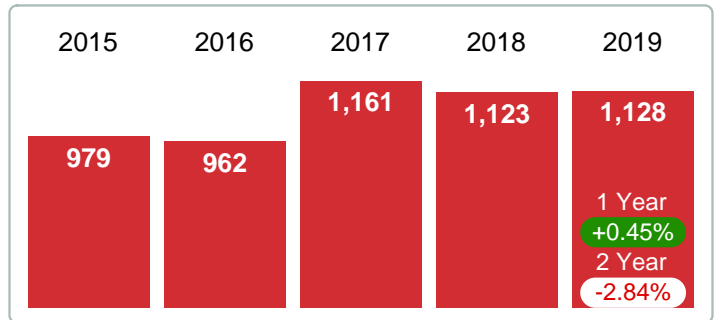
## PENDING LISTINGS

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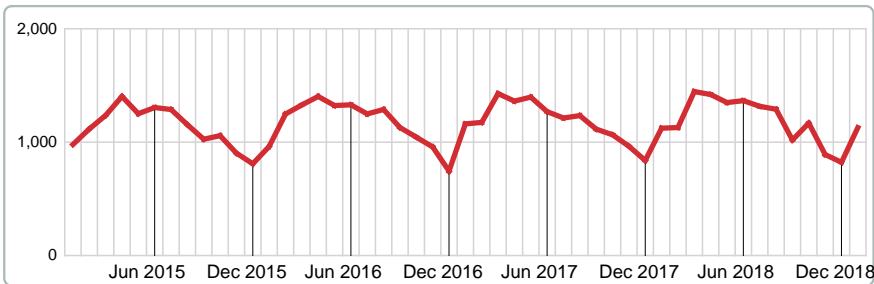
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,071

High Mar 2018 1,446 Low Dec 2016 745

Pending Listings this month at 1,128 above the 5 yr JAN average of 1,071



### 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	73	6.47%	49.3	34	35	4	0
\$50,001 - \$100,000	151	13.39%	51.3	35	99	14	3
\$100,001 - \$125,000	90	7.98%	49.4	15	64	11	0
\$125,001 - \$175,000	330	29.26%	50.9	20	265	43	2
\$175,001 - \$225,000	188	16.67%	48.0	6	108	70	4
\$225,001 - \$325,000	183	16.22%	63.1	7	69	94	13
\$325,001 and up	113	10.02%	69.0	0	24	63	26
<b>Total Pending Units</b>	<b>1,128</b>			<b>117</b>	<b>664</b>	<b>299</b>	<b>48</b>
<b>Total Pending Volume</b>	<b>215,315,967</b>	<b>100%</b>	<b>54.1</b>	<b>11.39M</b>	<b>106.44M</b>	<b>78.62M</b>	<b>18.87M</b>
<b>Average Listing Price</b>	<b>\$191,154</b>			<b>\$97,331</b>	<b>\$160,301</b>	<b>\$262,933</b>	<b>\$393,157</b>

# January 2019



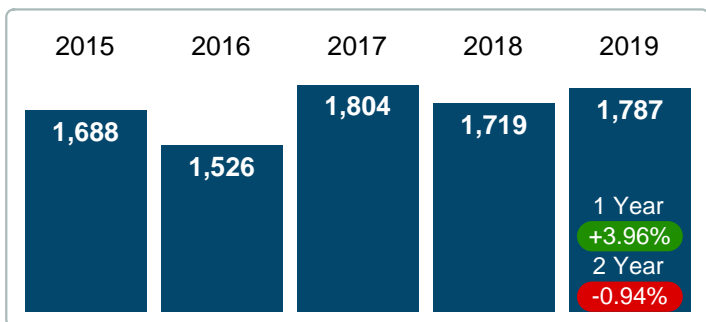
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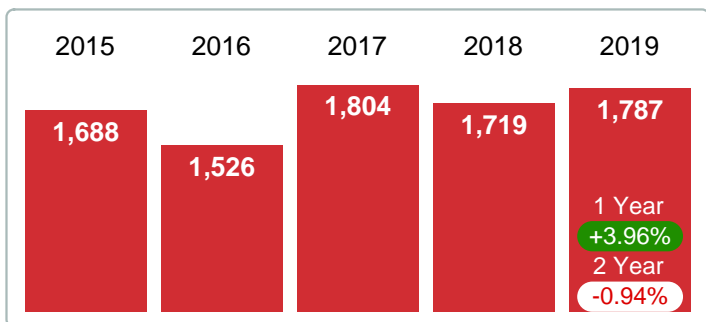
## NEW LISTINGS

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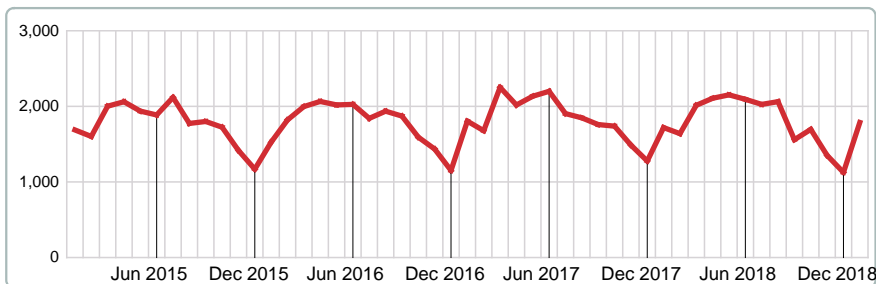
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

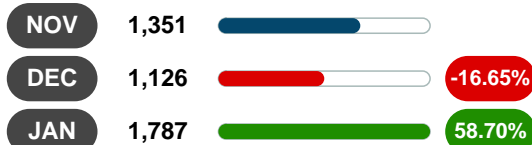


### 3 MONTHS

5 year JAN AVG = 1,705

High Mar 2017 2,251 Low Dec 2018 1,126

New Listings this month at 1,787 above the 5 yr JAN average of 1,705



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	98	5.48%	52	40	6	0
\$50,001 - \$100,000	213	11.92%	67	121	19	6
\$100,001 - \$150,000	276	15.44%	36	205	34	1
\$150,001 - \$225,000	482	26.97%	19	320	137	6
\$225,001 - \$325,000	310	17.35%	9	134	149	18
\$325,001 - \$425,000	219	12.26%	1	55	135	28
\$425,001 and up	189	10.58%	1	26	97	65
<b>Total New Listed Units</b>	<b>1,787</b>		<b>185</b>	<b>901</b>	<b>577</b>	<b>124</b>
<b>Total New Listed Volume</b>	<b>454,982,412</b>	<b>100%</b>	<b>17.94M</b>	<b>169.40M</b>	<b>192.99M</b>	<b>74.66M</b>
<b>Average New Listed Listing Price</b>	<b>\$205,876</b>		<b>\$96,956</b>	<b>\$188,015</b>	<b>\$334,464</b>	<b>\$602,084</b>

# January 2019



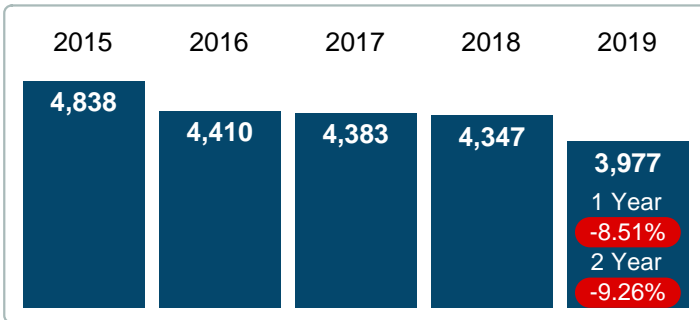
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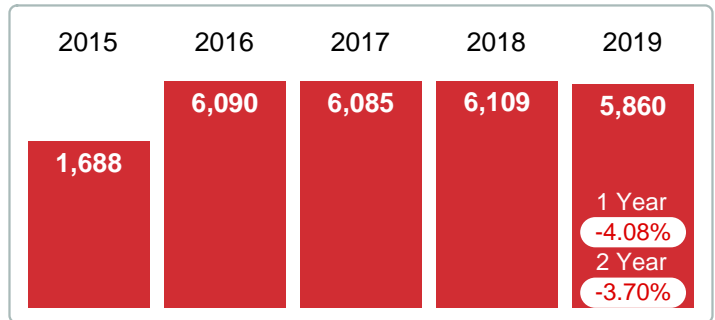
## ACTIVE INVENTORY

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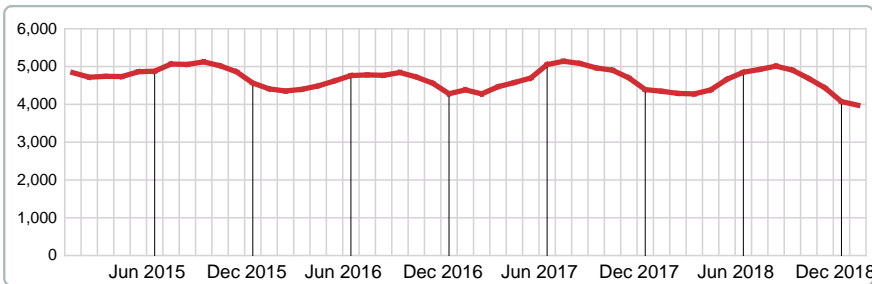
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

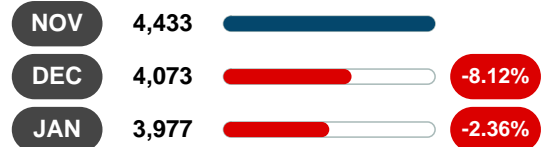


### 3 MONTHS

5 year JAN AVG = 4,391

High Jul 2017 5,140 Low Jan 2019 3,977

Inventory this month at **3,977**  
below the 5 yr JAN average of **4,391**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	227	5.71%	114.1	122	91	12	2
\$50,001 - \$100,000	471	11.84%	99.9	183	248	33	7
\$100,001 - \$150,000	560	14.08%	84.9	72	396	84	8
\$150,001 - \$250,000	1,108	27.86%	72.1	59	642	379	28
\$250,001 - \$350,000	682	17.15%	75.0	15	228	369	70
\$350,001 - \$525,000	536	13.48%	72.2	6	122	312	96
\$525,001 and up	393	9.88%	86.9	4	53	180	156
Total Active Inventory by Units			3,977	461	1,780	1,369	367
Total Active Inventory by Volume			1,155,647,282	50.12M	365.73M	498.60M	241.21M
Average Active Inventory Listing Price			\$290,583	\$108,721	\$205,464	\$364,204	\$657,235

# January 2019



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



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

### MSI FOR JANUARY

2015	2016	2017	2018	2019

### INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>3,977</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 JAN AVG = inf

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

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<b>227</b>		5.71%	3.20	3.68	2.77	2.72	4.00	
\$50,001 - \$100,000	<b>471</b>		11.84%	2.95	4.55	2.35	2.59	6.46	
\$100,001 - \$150,000	<b>560</b>		14.08%	2.13	2.96	1.89	3.18	3.43	
\$150,001 - \$250,000	<b>1,108</b>		27.86%	2.63	4.19	2.48	2.76	2.56	
\$250,001 - \$350,000	<b>682</b>		17.15%	4.44	3.40	4.83	4.25	4.64	
\$350,001 - \$525,000	<b>536</b>		13.48%	6.86	4.00	7.71	6.40	7.94	
\$525,001 and up	<b>393</b>		9.88%	11.67	9.60	11.56	10.00	14.63	
Market Supply of Inventory (MSI)				3.37	3.90	2.64	4.09	6.97	
Total Active Inventory by Units			100%	3,977	461	1,780	1,369	367	

# January 2019



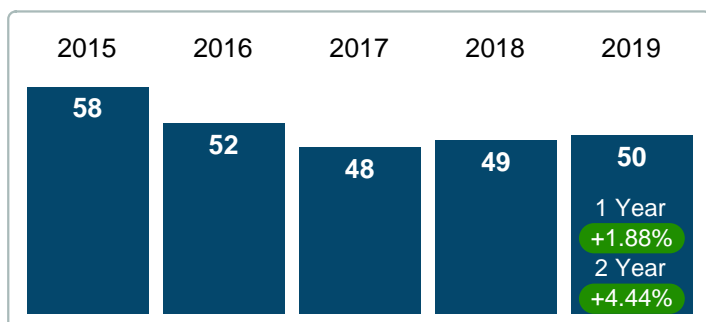
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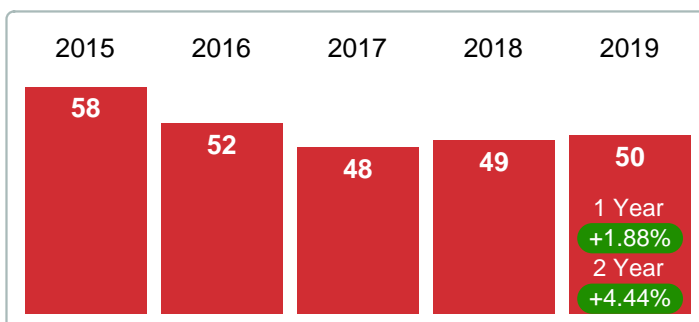
## AVERAGE DAYS ON MARKET TO SALE

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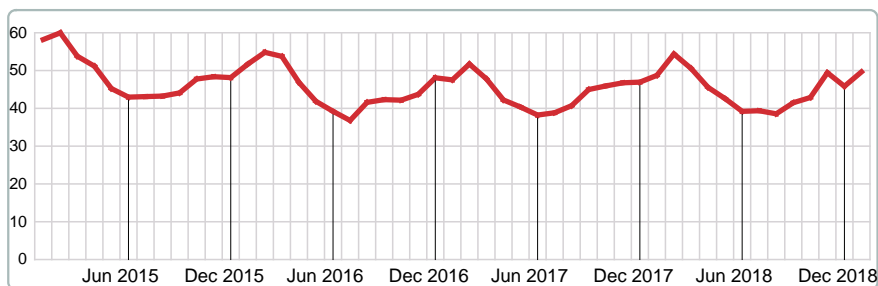
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

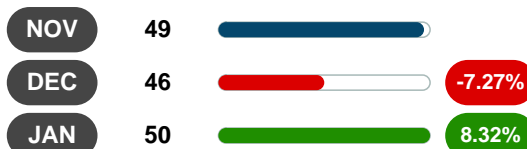


### 3 MONTHS

5 year JAN AVG = 51

High Feb 2015 60 Low Jul 2016 37

Average Days on Market to Sale this month at 50 below the 5 yr JAN average of 51



### 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	7.61%	52	59	45	44	0
\$50,001 - \$75,000	7.97%	39	46	31	63	0
\$75,001 - \$125,000	18.24%	46	57	43	52	17
\$125,001 - \$175,000	24.40%	44	47	44	41	0
\$175,001 - \$225,000	13.53%	47	40	45	47	68
\$225,001 - \$350,000	17.51%	63	68	57	63	87
\$350,001 and up	10.75%	58	36	65	56	61
Average Closed DOM		50	55	45	55	67
Total Closed Units	100%	828	95	480	223	30
Total Closed Volume		165,783,037	9.08M	74.61M	65.98M	16.12M

# January 2019



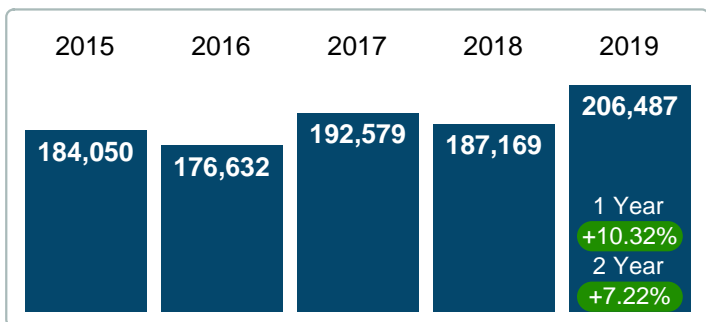
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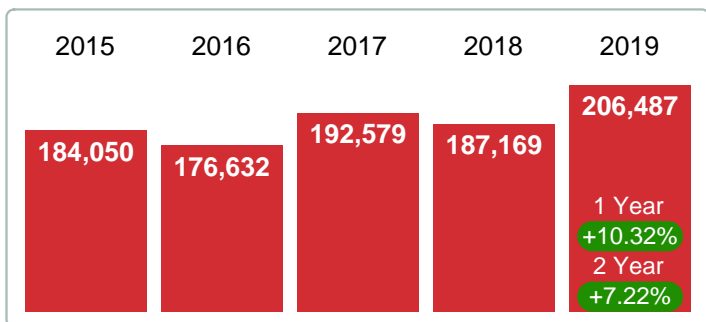
## AVERAGE LIST PRICE AT CLOSING

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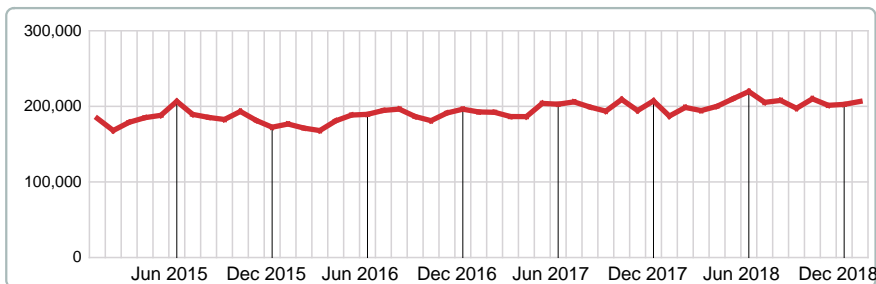
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 189,383

High Jun 2018 219,593    Low Mar 2016 167,971

Average List Price at Closing this month at **206,487**  
above the 5 yr JAN average of **189,383**

Month	Average List Price	% Change
NOV	201,378	
DEC	202,599	0.61%
JAN	206,487	1.92%

### 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	62	7.49%	32,035	28,813	35,859	40,475	0	
\$50,001 - \$75,000	63	7.61%	66,229	68,729	66,421	70,987	0	
\$75,001 - \$125,000	147	17.75%	104,397	104,889	106,465	107,079	149,500	
\$125,001 - \$175,000	200	24.15%	152,412	146,688	154,379	157,632	0	
\$175,001 - \$225,000	109	13.16%	195,927	222,667	199,573	202,257	203,560	
\$225,001 - \$350,000	156	18.84%	272,014	277,613	267,780	284,634	272,597	
\$350,001 and up	91	10.99%	606,527	405,000	480,150	598,923	808,629	
<b>Average List Price</b>		<b>206,487</b>		<b>100,935</b>	<b>159,666</b>	<b>304,577</b>	<b>560,739</b>	
<b>Total Closed Units</b>		<b>828</b>	<b>100%</b>	<b>206,487</b>	<b>95</b>	<b>480</b>	<b>223</b>	<b>30</b>
<b>Total Closed Volume</b>		<b>170,971,517</b>			<b>9.59M</b>	<b>76.64M</b>	<b>67.92M</b>	<b>16.82M</b>



# January 2019



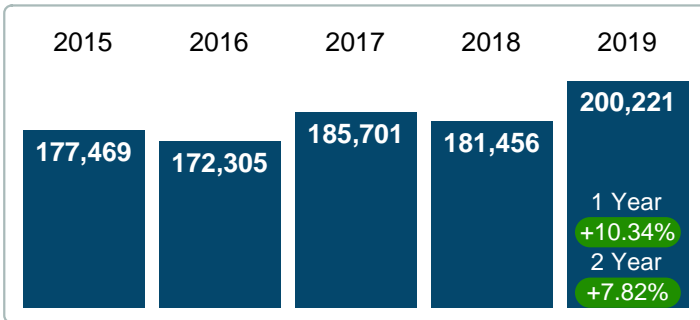
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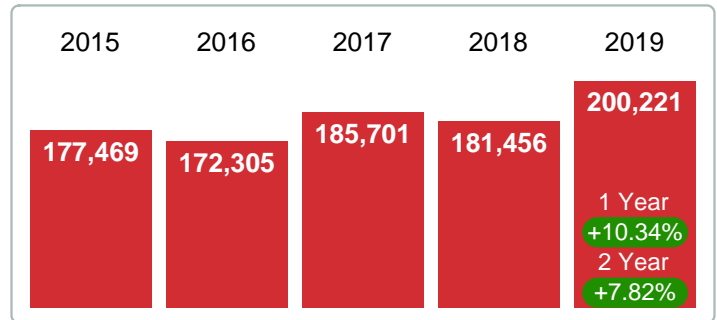
## AVERAGE SOLD PRICE AT CLOSING

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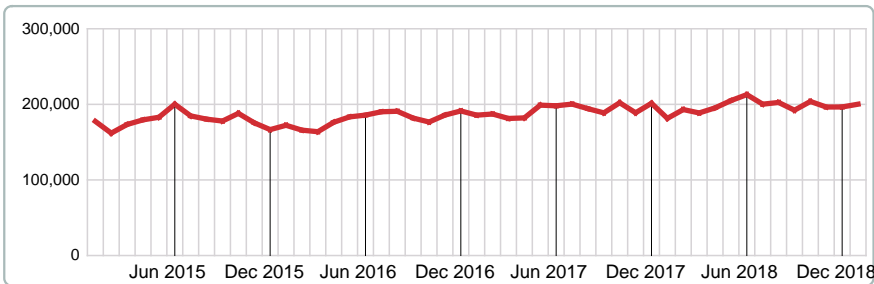
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

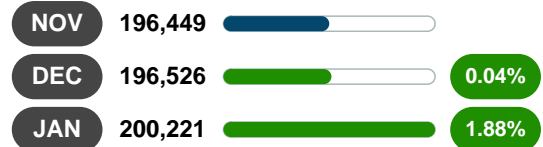


### 3 MONTHS

5 year JAN AVG = 183,430

High Jun 2018 212,886 Low Feb 2015 161,926

Average Sold Price at Closing this month at **200,221** above the 5 yr JAN average of **183,430**



### 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	7.61%	29,963	26,062	33,296	36,875	0
\$50,001 - \$75,000	7.97%	63,823	63,577	63,722	64,900	0
\$75,001 - \$125,000	18.24%	102,232	98,375	102,872	102,232	123,000
\$125,001 - \$175,000	24.40%	151,841	146,788	151,435	155,855	0
\$175,001 - \$225,000	13.53%	197,668	212,667	195,935	199,331	197,560
\$225,001 - \$350,000	17.51%	271,054	262,375	261,237	278,860	266,921
\$350,001 and up	10.75%	585,757	393,500	458,475	575,946	773,154
<b>Average Sold Price</b>		<b>200,221</b>	<b>95,528</b>	<b>155,428</b>	<b>295,872</b>	<b>537,429</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>200,221</b>	<b>95</b>	<b>480</b>	<b>223</b>	<b>30</b>
<b>Total Closed Volume</b>		<b>165,783,037</b>	<b>9.08M</b>	<b>74.61M</b>	<b>65.98M</b>	<b>16.12M</b>

# January 2019



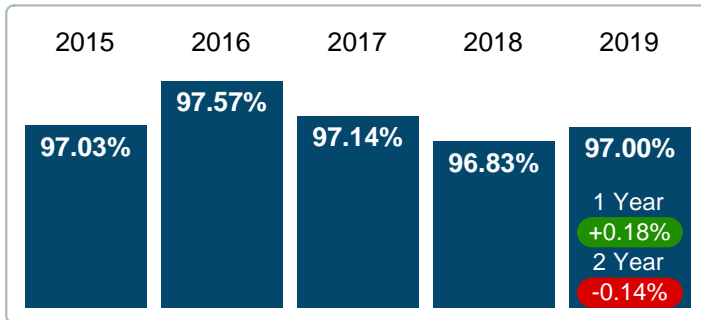
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



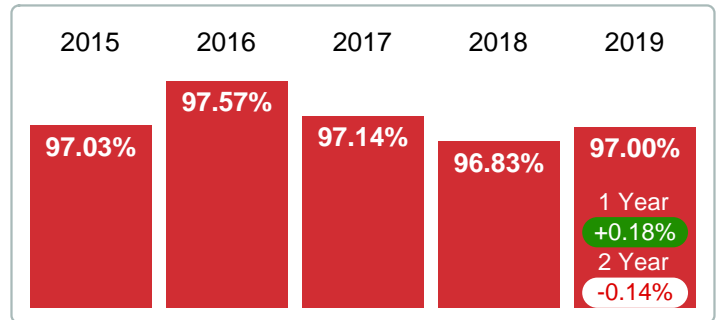
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

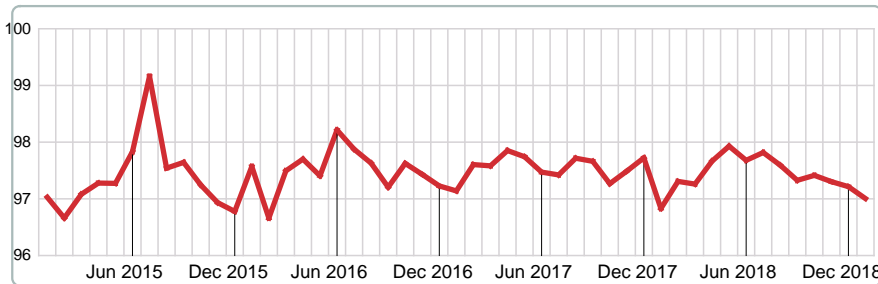
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

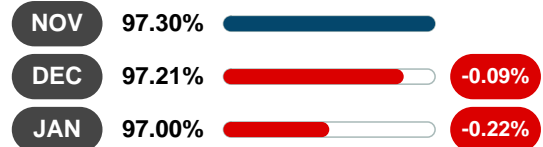


### 3 MONTHS

5 year JAN AVG = 97.11%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.00%**  
equal to 5 yr JAN average of **97.11%**



### 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	63	7.61%	92.14%	91.68%	92.91%	90.23%	0.00%
\$50,001 - \$75,000	66	7.97%	94.97%	92.77%	96.70%	91.76%	0.00%
\$75,001 - \$125,000	151	18.24%	96.30%	94.15%	96.95%	95.76%	82.27%
\$125,001 - \$175,000	202	24.40%	98.39%	100.46%	98.18%	99.08%	0.00%
\$175,001 - \$225,000	112	13.53%	98.33%	95.73%	98.28%	98.72%	97.37%
\$225,001 - \$350,000	145	17.51%	97.80%	95.34%	97.77%	98.07%	97.92%
\$350,001 and up	89	10.75%	97.05%	97.11%	95.76%	97.64%	96.62%
Average Sold/List Ratio		97.00%		93.81%	97.34%	97.69%	96.57%
Total Closed Units		828	100%	95	480	223	30
Total Closed Volume		165,783,037		9.08M	74.61M	65.98M	16.12M

# January 2019



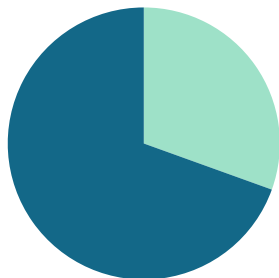
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

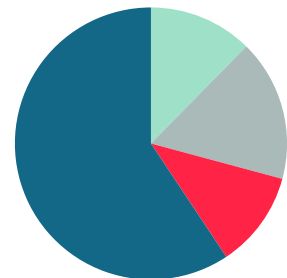


**Inventory**  
 New Listings  
**1,787 = 30.50%**  
 Start Inventory  
**4,072**  
 Total Inventory Units  
**5,859**  
 Volume  
**\$1,594,134,203**

### Market Activity

Closed Sales  
**828 = 12.35%**  
 Pending Sales  
**1,128 = 16.83%**  
 Other Off Market  
**769 = 11.47%**  
 Active Inventory  
**3,977 = 59.34%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	829	828	-0.12%	829	828	-0.12%
Pending Sales	1,123	1,128	0.45%	1,123	1,128	0.45%
New Listings	1,719	1,787	3.96%	1,719	1,787	3.96%
Average List Price	187,169	206,487	10.32%	187,169	206,487	10.32%
Average Sale Price	181,456	200,221	10.34%	181,456	200,221	10.34%
Average Percent of Selling Price to List Price	96.83%	97.00%	0.18%	96.83%	97.00%	0.18%
Average Days on Market to Sale	48.73	49.64	1.88%	48.73	49.64	1.88%
Monthly Inventory	4,346	3,977	-8.49%	4,346	3,977	-8.49%
Months Supply of Inventory	3.72	3.37	-9.45%	3.72	3.37	-9.45%

**Absorption:** Last 12 months, an Average of **1,181** Sales/Month

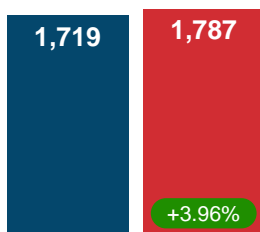
**Inventory** on January 31, 2019 = **3,977**

2018

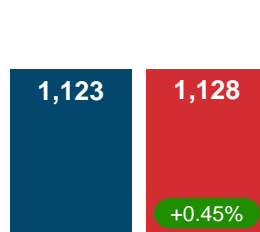
2019

### JANUARY MARKET

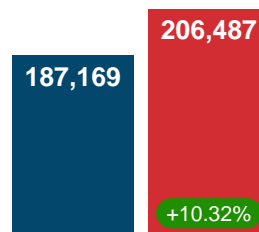
#### New Listings



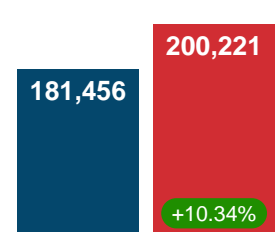
#### Pending Listings



#### List Price

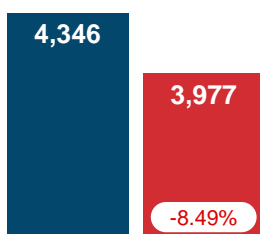


#### Sale Price

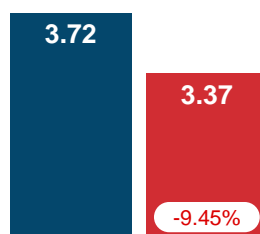


### INVENTORY

#### Active Inventory

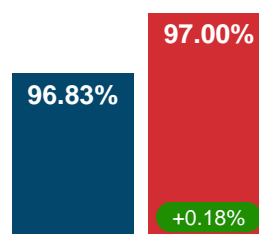


#### Monthly Supply of Inventory



### AVERAGE SOLD/LIST RATIO & DOM

#### Sale/List Ratio



#### Days on Market

