

# January 2019



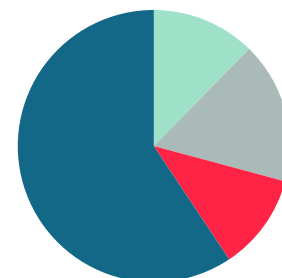
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## 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%
Median List Price	159,000	162,725	2.34%
Median Sale Price	155,000	160,000	3.23%
Median Percent of Selling Price to List Price	98.08%	98.24%	0.17%
Median Days on Market to Sale	33.00	35.00	6.06%
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.

#### 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 **3.23%** in January 2019 to \$160,000 versus the previous year at \$155,000.

#### Median Days on Market Lengthens

The median number of **35.00** days that homes spent on the market before selling increased by 2.00 days or **6.06%** in January 2019 compared to last year's same month at **33.00** DOM.

#### Sales Success for January 2019 is Positive

Overall, with Median 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

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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®

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

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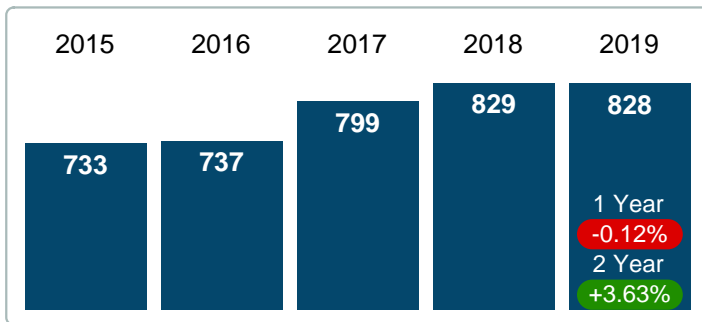
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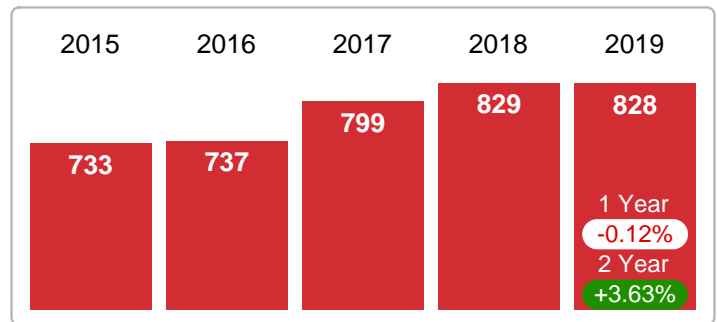
## CLOSED LISTINGS

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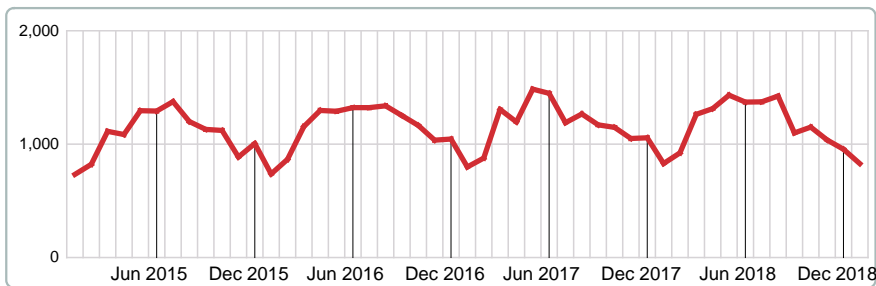
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

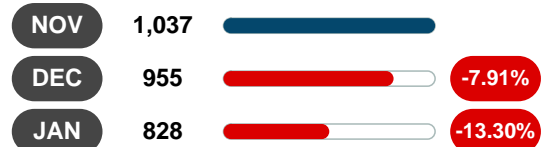


### 3 MONTHS

5 year JAN AVG = 785

High May 2017 1,485 Low Jan 2015 733

Closed Listings this month at **828**  
above the 5 yr JAN average of **785**



### 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	63	7.61%	36.0	31	28	4	0
\$50,001 - \$75,000	66	7.97%	23.0	19	39	8	0
\$75,001 - \$125,000	151	18.24%	31.0	24	112	14	1
\$125,001 - \$175,000	202	24.40%	26.5	8	167	27	0
\$175,001 - \$225,000	112	13.53%	32.5	3	64	40	5
\$225,001 - \$350,000	145	17.51%	54.0	8	52	78	7
\$350,001 and up	89	10.75%	49.0	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>35.0</b>	<b>9.08M</b>	<b>74.61M</b>	<b>65.98M</b>	<b>16.12M</b>
<b>Median Closed Price</b>	<b>\$160,000</b>			<b>\$72,500</b>	<b>\$145,000</b>	<b>\$250,000</b>	<b>\$395,090</b>

# January 2019



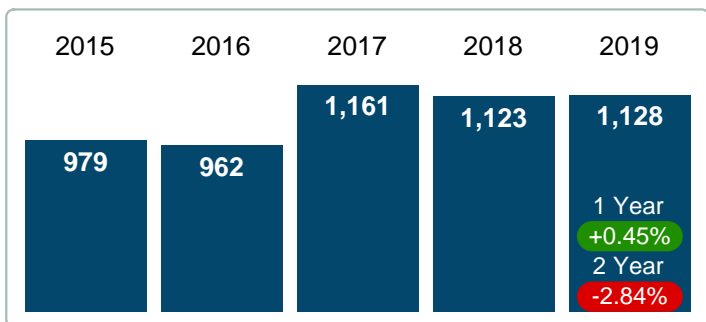
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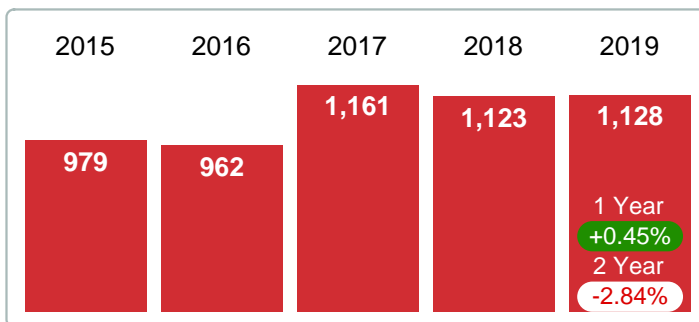
## PENDING LISTINGS

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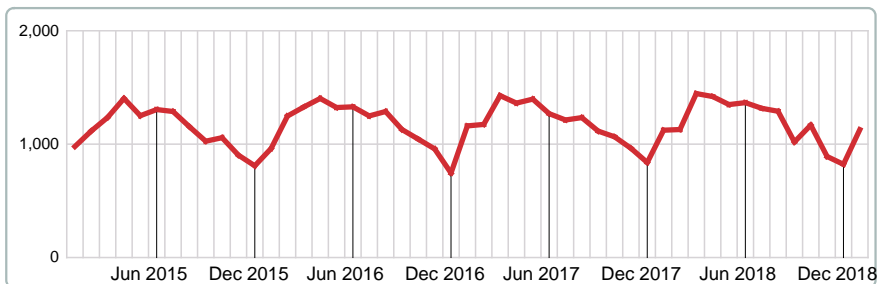
### JANUARY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	73	6.47%	35.0	34	35	4	0
\$50,001 - \$100,000	151	13.39%	30.0	35	99	14	3
\$100,001 - \$125,000	90	7.98%	37.5	15	64	11	0
\$125,001 - \$175,000	330	29.26%	32.5	20	265	43	2
\$175,001 - \$225,000	188	16.67%	30.0	6	108	70	4
\$225,001 - \$325,000	183	16.22%	55.0	7	69	94	13
\$325,001 and up	113	10.02%	70.0	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>36.5</b>	<b>11.39M</b>	<b>106.44M</b>	<b>78.62M</b>	<b>18.87M</b>
<b>Median Listing Price</b>	<b>\$159,950</b>			<b>\$75,000</b>	<b>\$149,900</b>	<b>\$229,900</b>	<b>\$349,450</b>

# January 2019



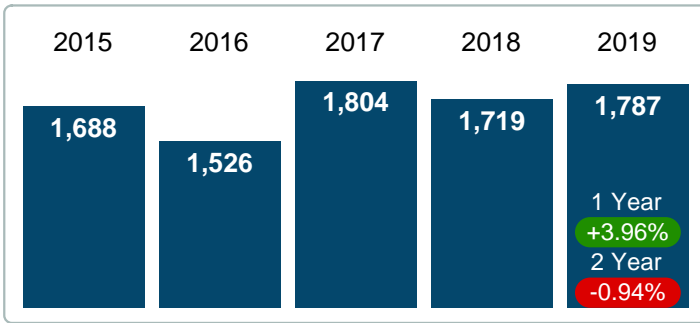
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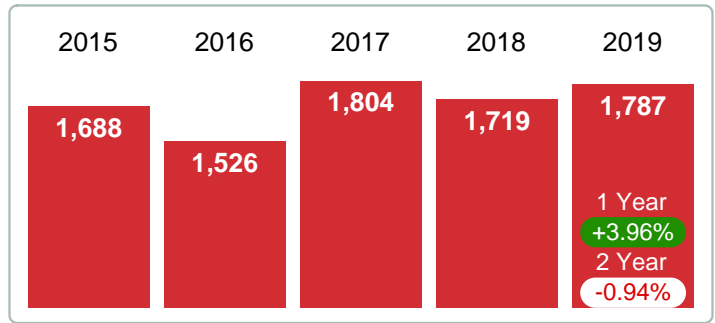
## NEW LISTINGS

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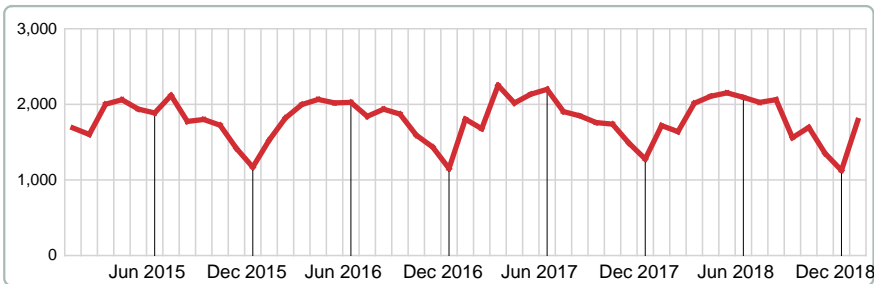
### JANUARY



### 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>Median New Listed Listing Price</b>	<b>\$189,400</b>		<b>\$75,000</b>	<b>\$163,000</b>	<b>\$279,900</b>	<b>\$429,950</b>

# January 2019



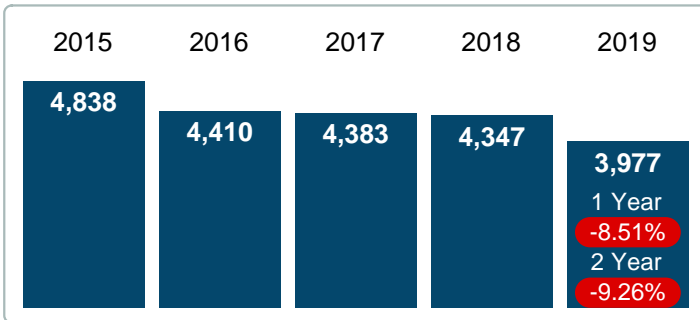
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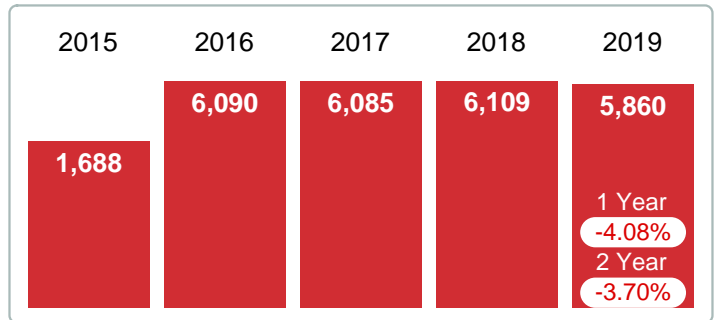
## ACTIVE INVENTORY

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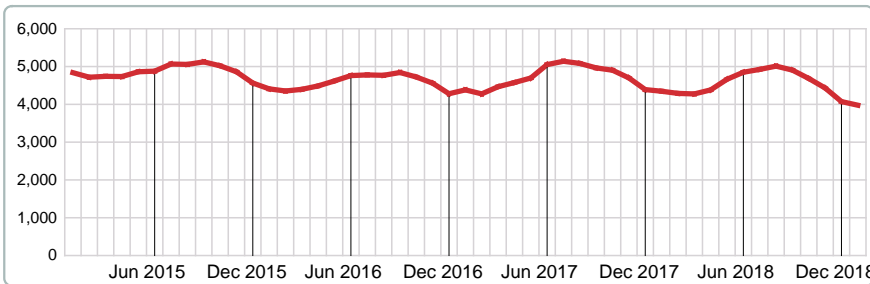
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

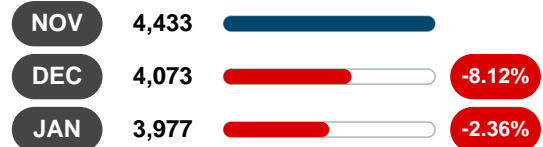


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	227	5.71%	72.0	122	91	12	2
\$50,001 - \$100,000	471	11.84%	57.0	183	248	33	7
\$100,001 - \$150,000	560	14.08%	72.0	72	396	84	8
\$150,001 - \$250,000	1,108	27.86%	59.0	59	642	379	28
\$250,001 - \$350,000	682	17.15%	69.5	15	228	369	70
\$350,001 - \$525,000	536	13.48%	59.0	6	122	312	96
\$525,001 and up	393	9.88%	83.0	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
Median Active Inventory Listing Price			\$215,000	\$75,000	\$166,430	\$294,500	\$460,000

# 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 <b>inf</b> equal to 5 yr JAN average of <b>inf</b>			
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



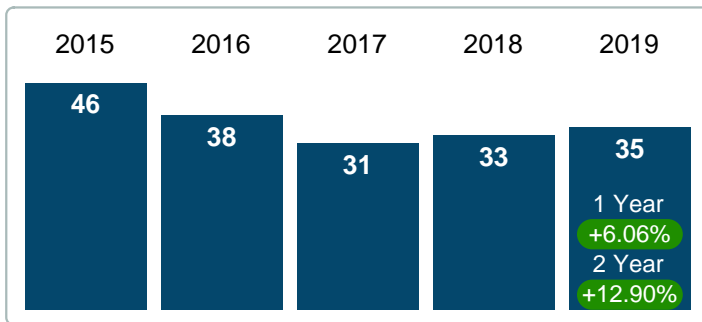
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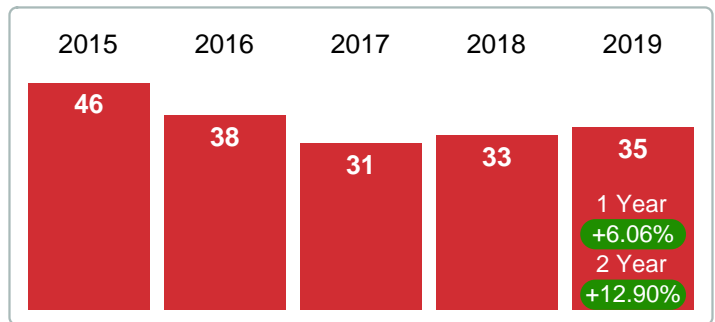
## MEDIAN DAYS ON MARKET TO SALE

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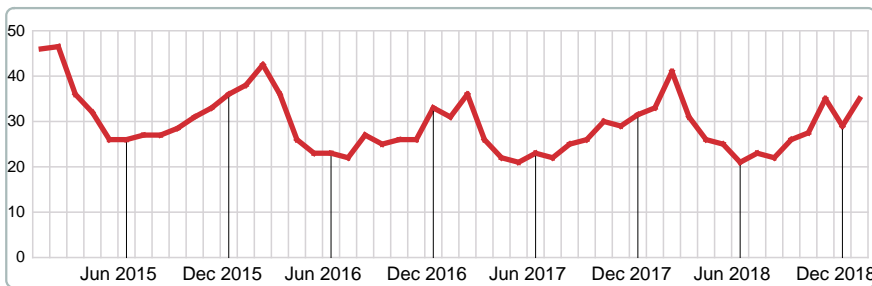
### JANUARY



### YEAR TO DATE (YTD)

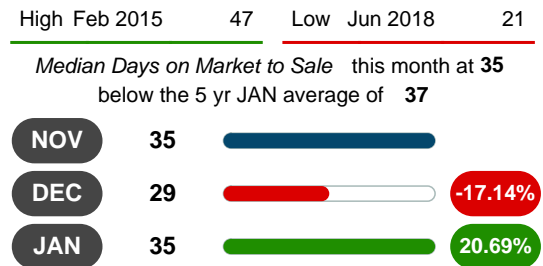


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 37



### 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	7.61%	36	37	29	34	0
\$50,001 - \$75,000	7.97%	23	24	19	81	0
\$75,001 - \$125,000	18.24%	31	69	28	40	17
\$125,001 - \$175,000	24.40%	27	31	26	26	0
\$175,001 - \$225,000	13.53%	33	48	34	31	83
\$225,001 - \$350,000	17.51%	54	72	47	53	69
\$350,001 and up	10.75%	49	36	53	47	50
Median Closed DOM		35	43	28	41	63
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



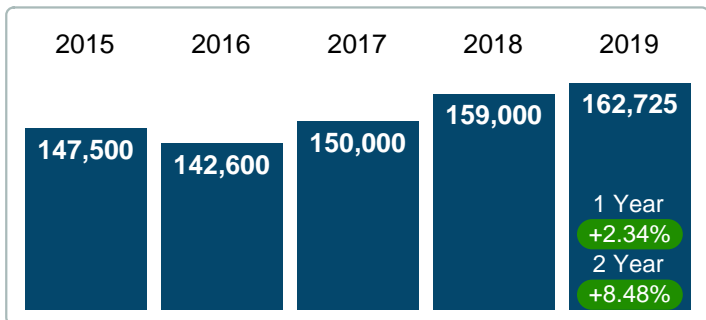
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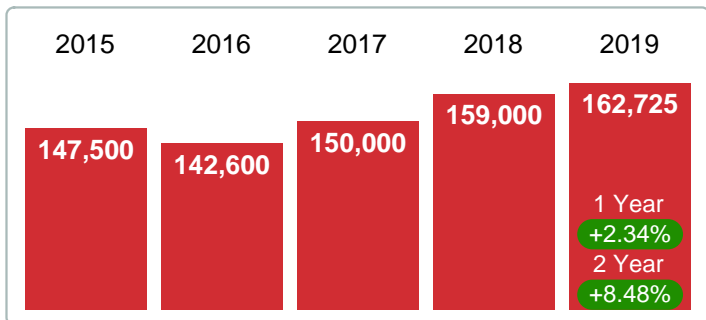
## MEDIAN LIST PRICE AT CLOSING

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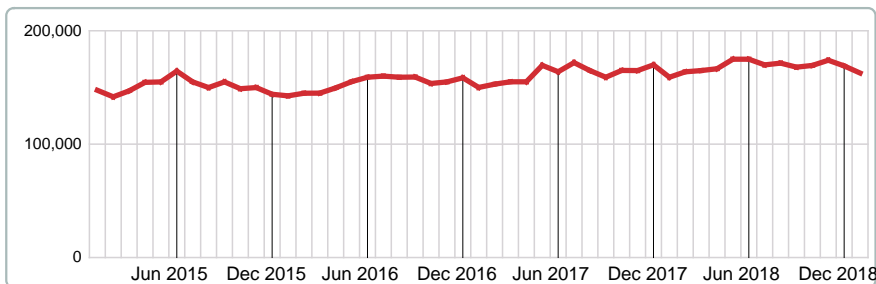
### JANUARY



### YEAR TO DATE (YTD)

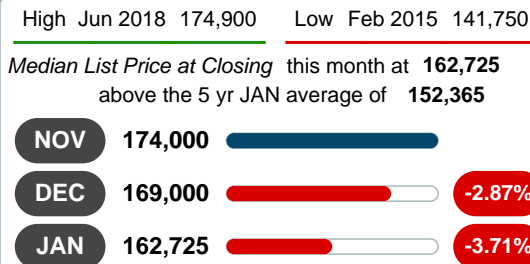


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 152,365



### 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	62	7.49%	33,300	29,450	37,950	39,000	0
\$50,001 - \$75,000	63	7.61%	67,500	66,200	66,300	69,700	0
\$75,001 - \$125,000	147	17.75%	105,000	100,000	105,000	104,900	0
\$125,001 - \$175,000	200	24.15%	150,870	134,950	150,000	159,900	149,500
\$175,001 - \$225,000	109	13.16%	190,000	210,000	188,500	199,900	194,950
\$225,001 - \$350,000	156	18.84%	265,577	261,000	249,900	279,000	267,489
\$350,001 and up	91	10.99%	500,000	395,000	434,500	510,000	664,900
Median List Price			162,725	75,000	148,475	257,000	389,950
Total Closed Units		100%	162,725	95	480	223	30
Total Closed Volume				9.59M	76.64M	67.92M	16.82M



# January 2019



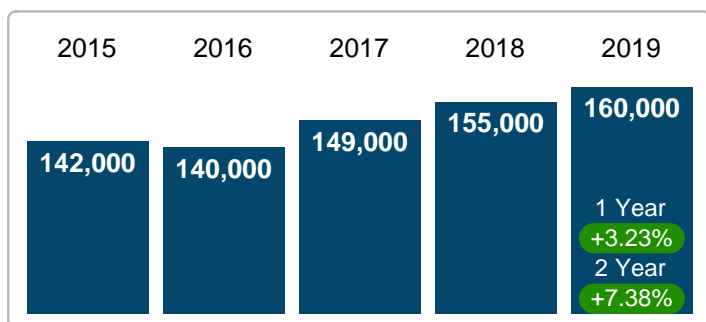
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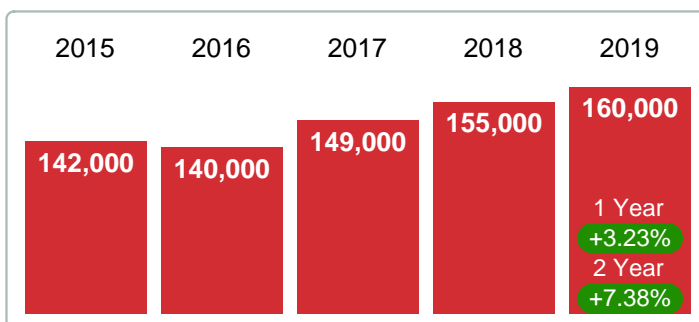
## MEDIAN SOLD PRICE AT CLOSING

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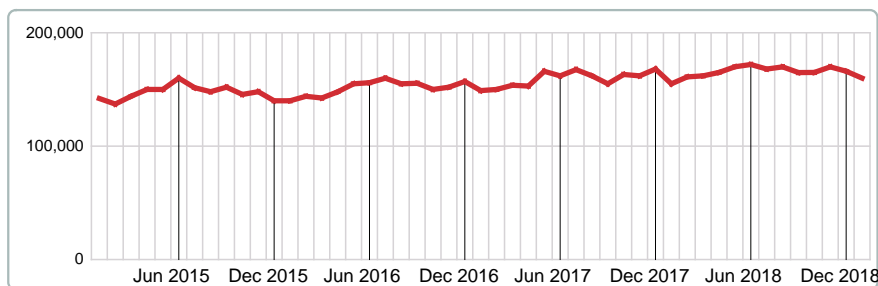
### JANUARY



### YEAR TO DATE (YTD)

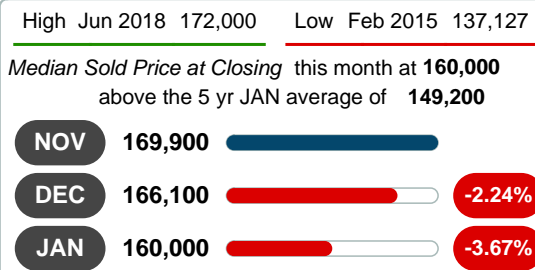


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 149,200



### 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	7.61%	30,000	27,100	36,650	37,000	0
\$50,001 - \$75,000	7.97%	64,875	62,000	65,500	68,425	0
\$75,001 - \$125,000	18.24%	103,500	95,750	104,000	107,750	123,000
\$125,001 - \$175,000	24.40%	153,000	140,000	152,810	158,000	0
\$175,001 - \$225,000	13.53%	196,750	215,000	192,250	199,950	198,900
\$225,001 - \$350,000	17.51%	265,900	258,500	248,579	279,000	263,000
\$350,001 and up	10.75%	495,000	393,500	418,750	502,500	647,500
Median Sold Price		160,000	72,500	145,000	250,000	395,090
Total Closed Units	100%	828	95	480	223	30
Total Closed Volume		165,783,037	9.08M	74.61M	65.98M	16.12M

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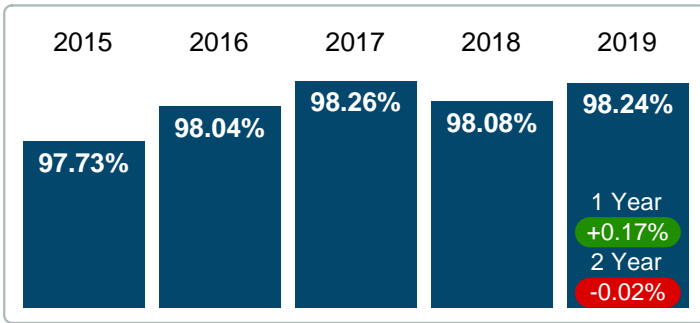
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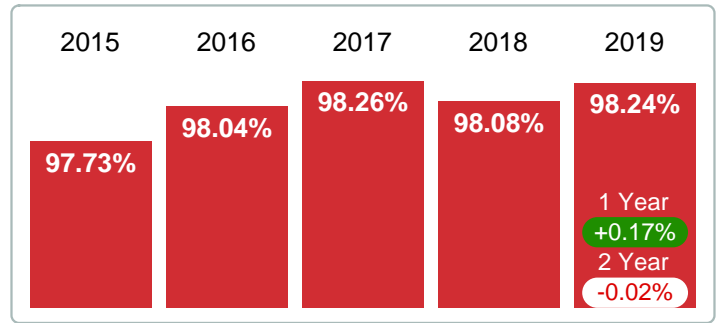
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

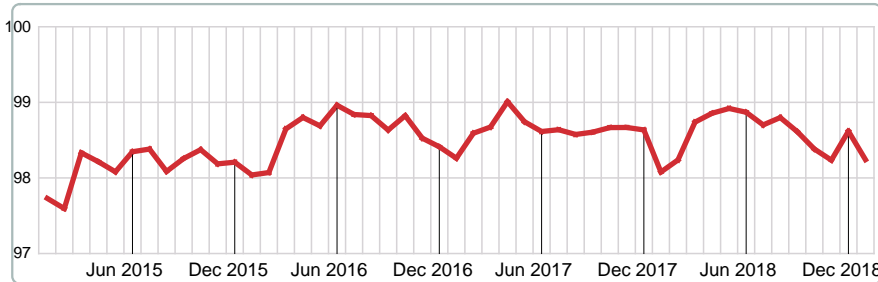
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

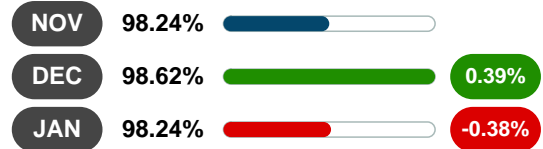


### 3 MONTHS

5 year JAN AVG = 98.07%

High Apr 2017 99.01% Low Feb 2015 97.60%

Median Sold/List Ratio this month at **98.24%**  
equal to 5 yr JAN average of **98.07%**



### 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	63	7.61%	93.65%	94.59%	93.19%	93.66%	0.00%	
\$50,001 - \$75,000	66	7.97%	94.90%	92.00%	96.32%	93.32%	0.00%	
\$75,001 - \$125,000	151	18.24%	97.01%	96.44%	97.27%	95.26%	82.27%	
\$125,001 - \$175,000	202	24.40%	99.90%	98.89%	99.66%	100.00%	0.00%	
\$175,001 - \$225,000	112	13.53%	98.80%	97.62%	98.64%	99.75%	100.00%	
\$225,001 - \$350,000	145	17.51%	98.64%	97.22%	99.28%	98.28%	98.71%	
\$350,001 and up	89	10.75%	97.38%	97.11%	96.84%	97.53%	95.83%	
Median Sold/List Ratio		98.24%		96.15%	98.46%	98.26%	98.02%	
Total Closed Units		828	100%	98.24%	95	480	223	30
Total Closed Volume		165,783,037			9.08M	74.61M	65.98M	16.12M

# January 2019



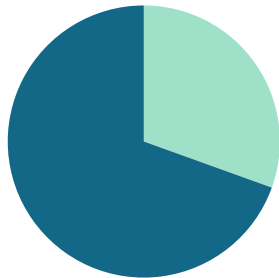
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

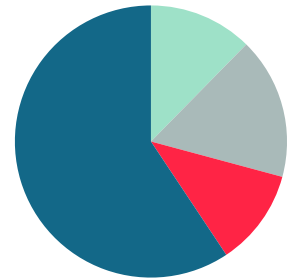


**Inventory**  
 New Listings  
**1,787 = 30.50%**  
 Start Inventory  
**4,072**  
 Total Inventory Units  
**5,859**  
 Volume  
**\$1,594,134,203**

### 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%
Median List Price	159,000	162,725	2.34%	159,000	162,725	2.34%
Median Sale Price	155,000	160,000	3.23%	155,000	160,000	3.23%
Median Percent of Selling Price to List Price	98.08%	98.24%	0.17%	98.08%	98.24%	0.17%
Median Days on Market to Sale	33.00	35.00	6.06%	33.00	35.00	6.06%
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

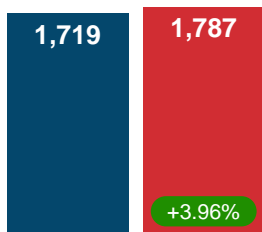
**Inventory** on January 31, 2019 = **3,977**

**2018** **2019**

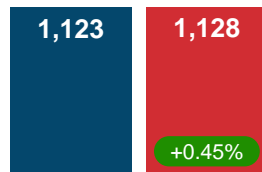
### JANUARY MARKET

### MEDIAN PRICES

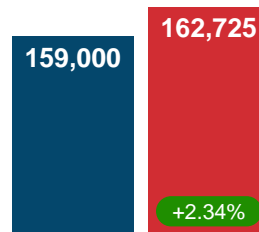
#### New Listings



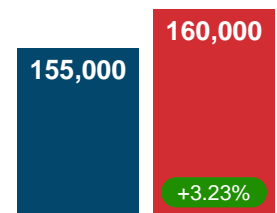
#### Pending Listings



#### List Price



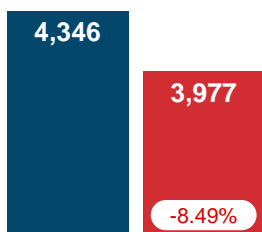
#### Sale Price



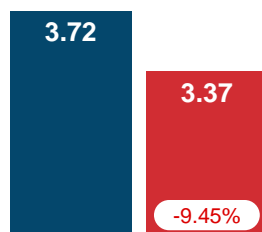
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

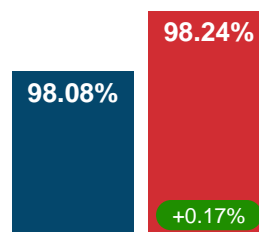
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

