

January 2019



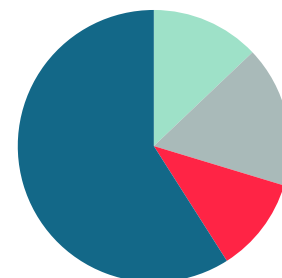
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	594	594	0.00%
Pending Listings	808	772	-4.46%
New Listings	1,162	1,260	8.43%
Average List Price	192,234	214,655	11.66%
Average Sale Price	186,418	208,012	11.58%
Average Percent of Selling Price to List Price	96.82%	97.13%	0.33%
Average Days on Market to Sale	49.29	47.56	-3.52%
End of Month Inventory	2,901	2,716	-6.38%
Months Supply of Inventory	3.53	3.26	-7.74%



■ Closed (12.91%)
■ Pending (16.78%)
■ Other OffMarket (11.30%)
■ Active (59.02%)

Absorption: Last 12 months, an Average of **833** Sales/Month
Active Inventory as of January 31, 2019 = **2,716**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **6.38%** to 2,716 existing homes available for sale. Over the last 12 months this area has had an average of 833 closed sales per month. This represents an unsold inventory index of **3.26** 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 **11.58%** in January 2019 to \$208,012 versus the previous year at \$186,418.

Average Days on Market Shortens

The average number of **47.56** days that homes spent on the market before selling decreased by 1.74 days or **3.52%** in January 2019 compared to last year's same month at **49.29** DOM.

Sales Success for January 2019 is Positive

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

There were 1,260 New Listings in January 2019, up **8.43%** from last year at 1,162. Furthermore, there were 594 Closed Listings this month versus last year at 594, a **0.00%** decrease.

Closed versus Listed trends yielded a **47.1%** ratio, down from previous year's, January 2018, at **51.1%**, a **7.78%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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®

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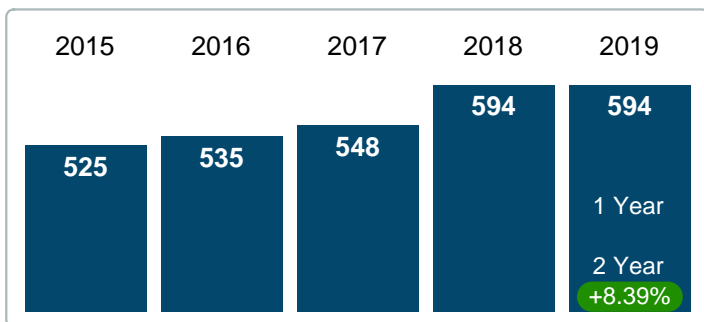
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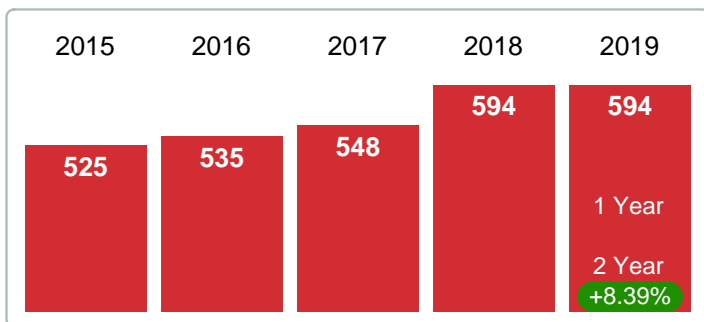
CLOSED LISTINGS

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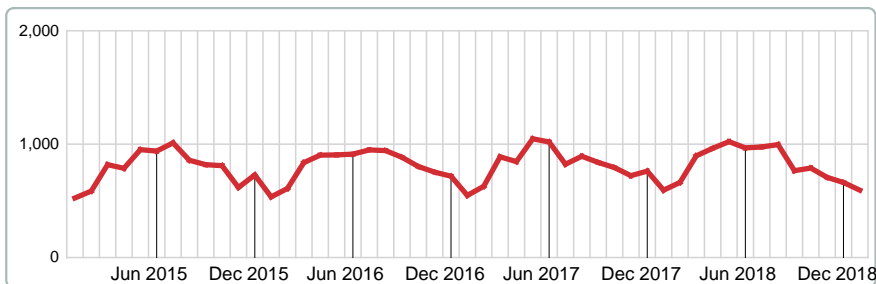
JANUARY



YEAR TO DATE (YTD)

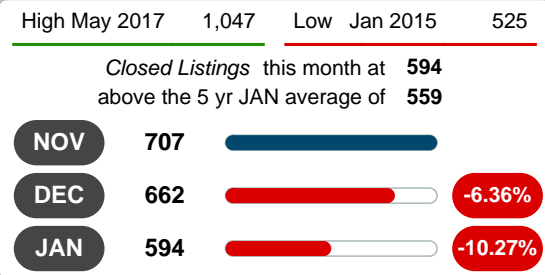


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 559



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	44	7.41%	41.6	21	21	2	0
\$50,001 - \$75,000	50	8.42%	33.2	16	30	4	0
\$75,001 - \$125,000	107	18.01%	48.6	22	83	2	0
\$125,001 - \$175,000	132	22.22%	40.2	5	108	19	0
\$175,001 - \$250,000	118	19.87%	50.0	4	66	44	4
\$250,001 - \$350,000	78	13.13%	60.0	4	20	50	4
\$350,001 and up	65	10.94%	56.4	2	10	38	15
Total Closed Units	594			74	338	159	23
Total Closed Volume	123,558,990	100%	47.6	7.29M	51.74M	50.67M	13.86M
Average Closed Price	\$208,012			\$98,553	\$153,070	\$318,677	\$602,557

January 2019



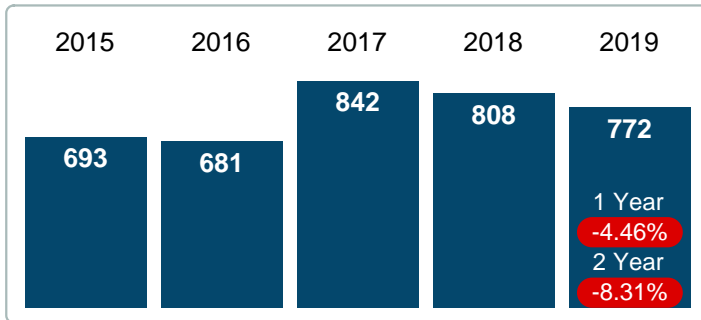
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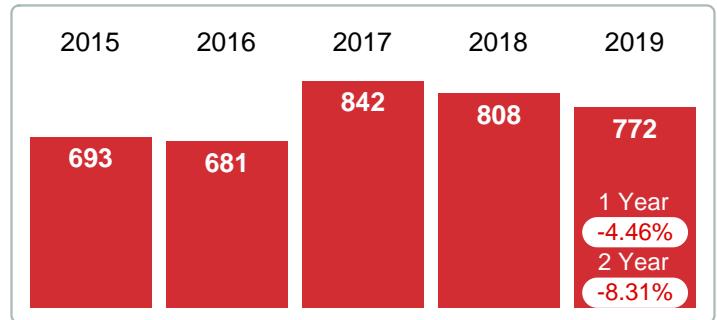
PENDING LISTINGS

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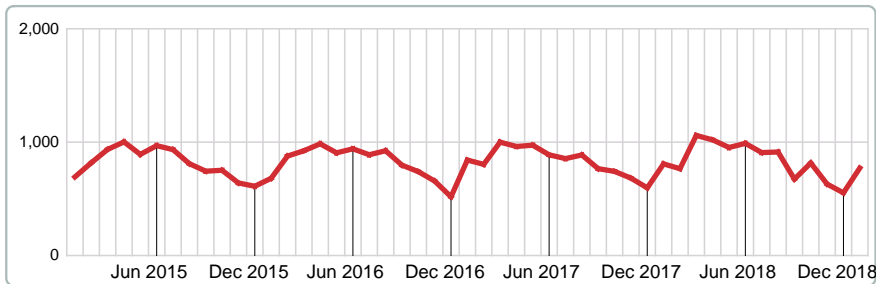
JANUARY



YEAR TO DATE (YTD)

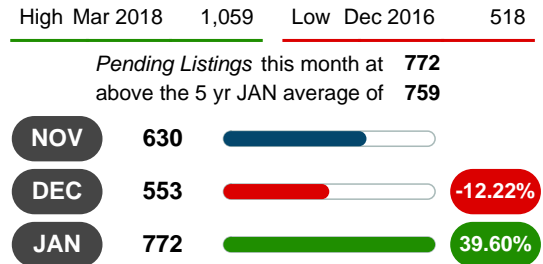


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 759



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	46	5.96%	46.6	22	20	4	0
\$50,001 - \$100,000	99	12.82%	43.6	22	63	11	3
\$100,001 - \$125,000	58	7.51%	51.6	11	42	5	0
\$125,001 - \$175,000	206	26.68%	52.8	17	162	26	1
\$175,001 - \$250,000	190	24.61%	49.9	7	98	80	5
\$250,001 - \$325,000	88	11.40%	66.0	5	28	47	8
\$325,001 and up	85	11.01%	70.6	0	18	46	21
Total Pending Units	772			84	431	219	38
Total Pending Volume	154,511,371	100%	53.7	8.95M	71.26M	59.08M	15.22M
Average Listing Price	\$200,689			\$106,512	\$165,348	\$269,759	\$400,586

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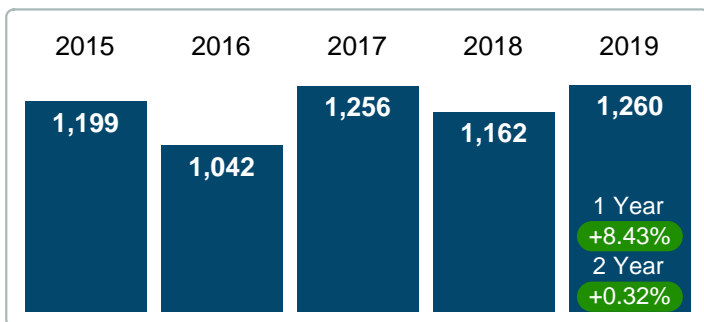
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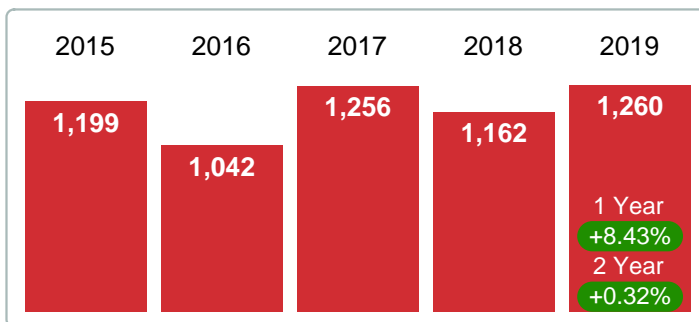
NEW LISTINGS

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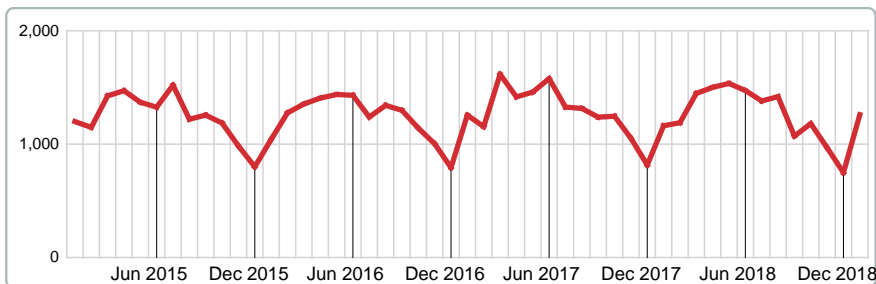
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,184

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,260 above the 5 yr JAN average of 1,184



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	130	10.32%	62	63	5	0
\$75,001 - \$125,000	139	11.03%	29	92	16	2
\$125,001 - \$150,000	102	8.10%	16	69	17	0
\$150,001 - \$250,000	409	32.46%	20	251	132	6
\$250,001 - \$325,000	155	12.30%	3	55	86	11
\$325,001 - \$450,000	199	15.79%	1	48	119	31
\$450,001 and up	126	10.00%	1	16	67	42
Total New Listed Units	1,260		132	594	442	92
Total New Listed Volume	338,260,872	100%	13.49M	117.64M	154.07M	53.06M
Average New Listed Listing Price	\$213,470		\$102,211	\$198,053	\$348,570	\$576,708

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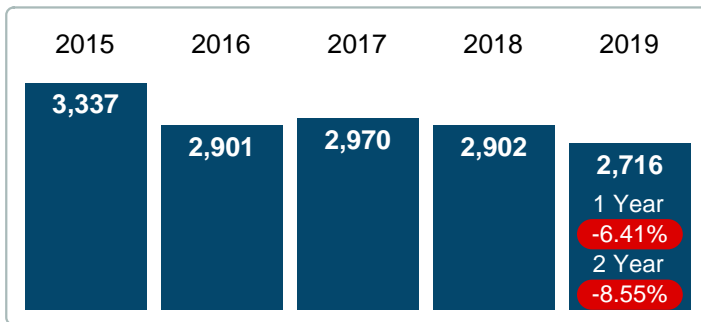
Area Delimited by County Of Tulsa - Residential Property Type



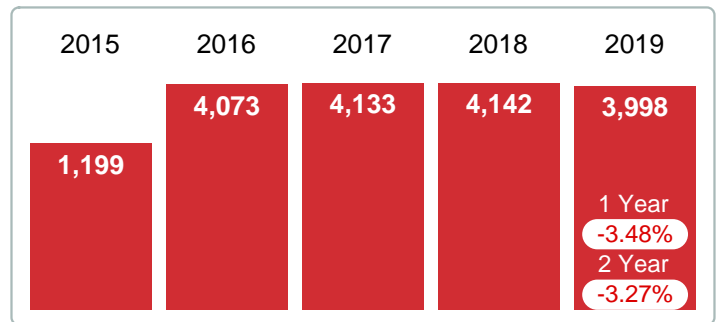
ACTIVE INVENTORY

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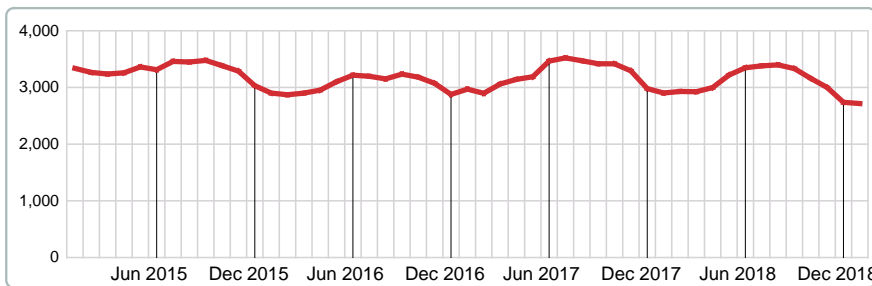
END OF JANUARY



ACTIVE DURING JANUARY

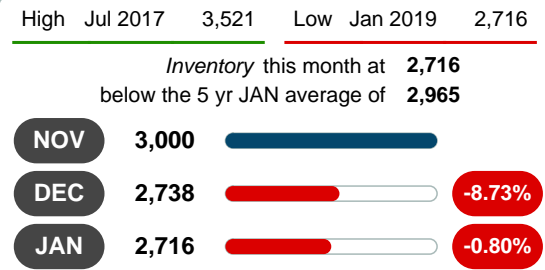


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2,965



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	265	9.76%	101.1	140	112	12	1
\$75,001 - \$125,000	309	11.38%	107.1	76	207	25	1
\$125,001 - \$175,000	403	14.84%	67.5	38	278	83	4
\$175,001 - \$275,000	670	24.67%	73.1	35	304	301	30
\$275,001 - \$375,000	451	16.61%	66.0	9	132	260	50
\$375,001 - \$575,000	346	12.74%	71.6	4	69	197	76
\$575,001 and up	272	10.01%	84.5	2	27	127	116
Total Active Inventory by Units	2,716			304	1,129	1,005	278
Total Active Inventory by Volume	847,871,273	100%	78.6	35.28M	240.34M	381.29M	190.97M
Average Active Inventory Listing Price	\$312,176			\$116,053	\$212,875	\$379,392	\$686,930

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Area Delimited by County Of Tulsa - 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 %
2,716	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 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
\$75,000 and less	265			9.76%	2.85	3.53	2.33	2.44	3.00
\$75,001 - \$125,000	309			11.38%	2.22	3.42	1.95	2.40	1.20
\$125,001 - \$175,000	403			14.84%	1.98	2.83	1.79	2.58	1.50
\$175,001 - \$275,000	670			24.67%	2.89	3.85	2.72	2.99	2.86
\$275,001 - \$375,000	451			16.61%	4.83	2.92	5.14	4.77	4.92
\$375,001 - \$575,000	346			12.74%	6.93	4.36	6.96	6.39	9.21
\$575,001 and up	272			10.01%	12.27	8.00	10.13	10.58	16.00
Market Supply of Inventory (MSI)			3.26			3.43	2.46	4.10	6.95
Total Active Inventory by Units			2,716	100%	3.26	304	1,129	1,005	278

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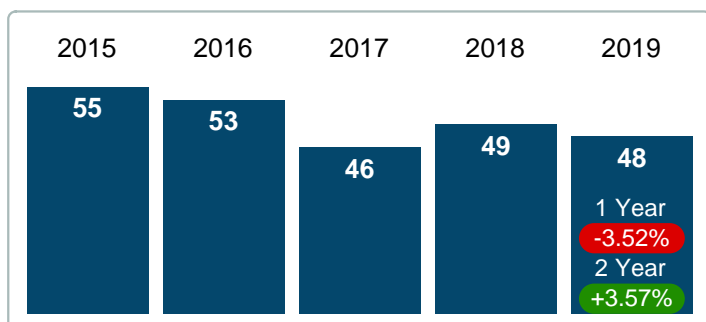
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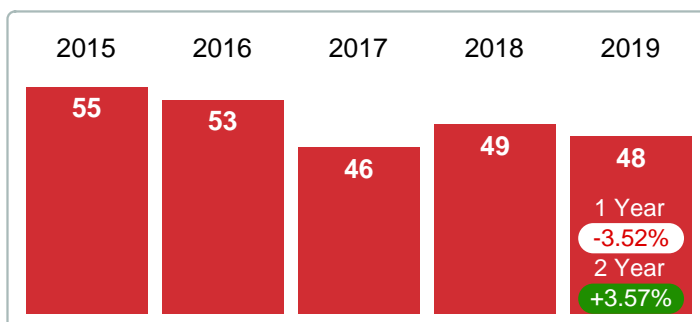
AVERAGE DAYS ON MARKET TO SALE

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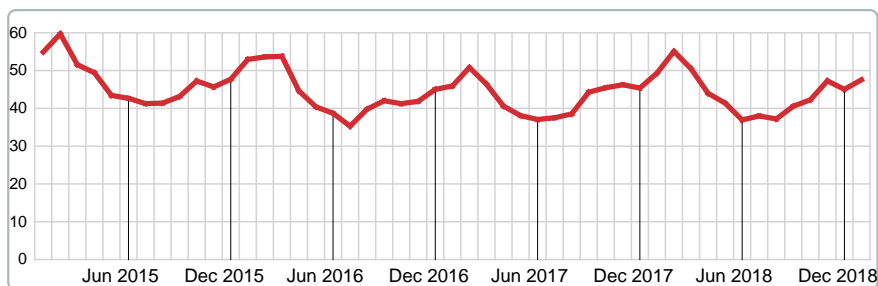
JANUARY



YEAR TO DATE (YTD)

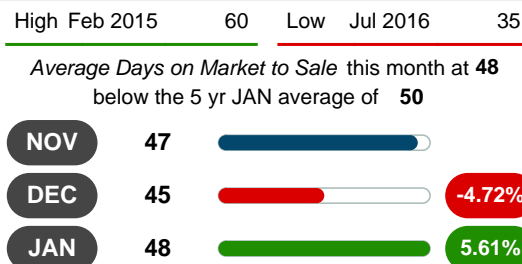


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 50



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	7.41%	42	35	47	54	0
\$50,001 - \$75,000	8.42%	33	48	27	25	0
\$75,001 - \$125,000	18.01%	49	59	46	34	0
\$125,001 - \$175,000	22.22%	40	61	40	35	0
\$175,001 - \$250,000	19.87%	50	63	49	50	48
\$250,001 - \$350,000	13.13%	60	48	55	60	98
\$350,001 and up	10.94%	56	36	52	57	60
Average Closed DOM		48	49	44	52	65
Total Closed Units	100%	48	74	338	159	23
Total Closed Volume			7.29M	51.74M	50.67M	13.86M

January 2019



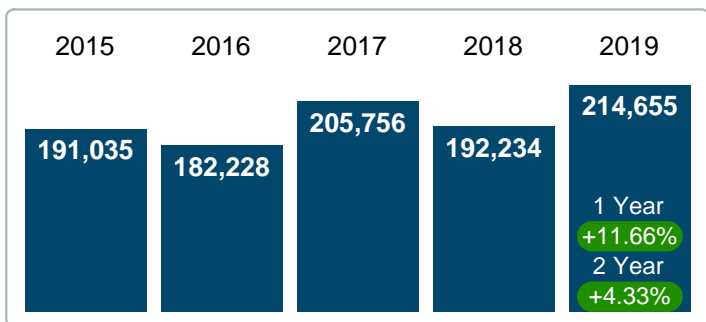
Area Delimited by County Of Tulsa - Residential Property Type



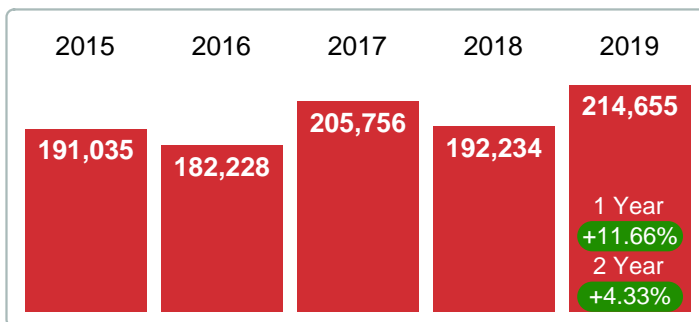
AVERAGE LIST PRICE AT CLOSING

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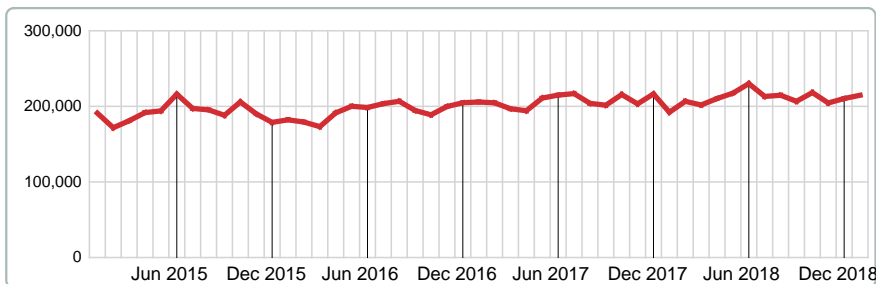
JANUARY



YEAR TO DATE (YTD)

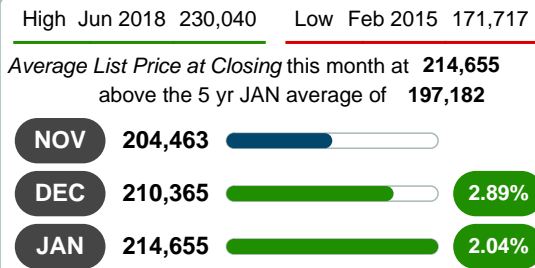


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 197,182



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	45	7.58%	33,586	31,871	34,769	33,950	0
\$50,001 - \$75,000	49	8.25%	65,889	68,028	64,460	70,925	0
\$75,001 - \$125,000	102	17.17%	105,866	104,428	107,722	108,250	0
\$125,001 - \$175,000	131	22.05%	152,248	145,760	153,951	157,747	0
\$175,001 - \$250,000	122	20.54%	212,327	236,850	213,191	214,531	219,450
\$250,001 - \$350,000	78	13.13%	292,677	302,375	292,410	297,553	282,100
\$350,001 and up	67	11.28%	646,115	405,000	487,380	643,018	827,113
Average List Price		214,655		104,742	156,877	329,038	626,648
Total Closed Units	594	100%	214,655	74	338	159	23
Total Closed Volume	127,505,056			7.75M	53.02M	52.32M	14.41M

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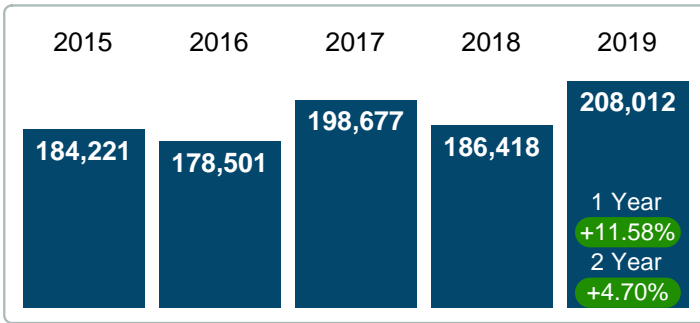
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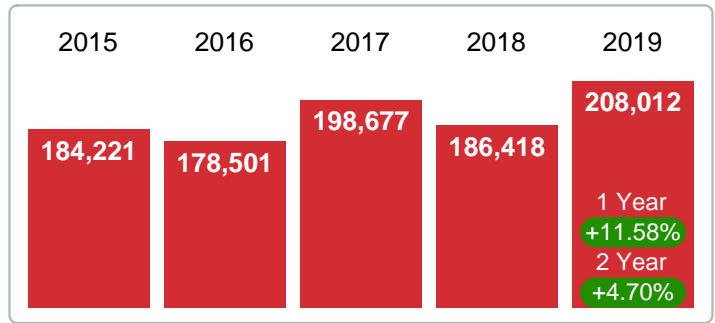
AVERAGE SOLD PRICE AT CLOSING

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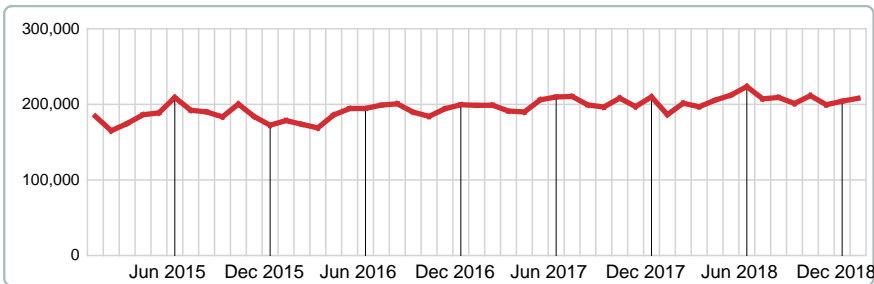
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

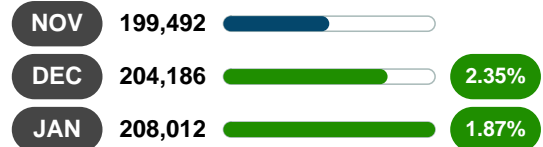


3 MONTHS

5 year JAN AVG = 191,166

High Jun 2018 223,502 Low Feb 2015 165,100

Average Sold Price at Closing this month at **208,012** above the 5 yr JAN average of **191,166**



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	7.41%	31,134	29,420	32,979	29,750	0
\$50,001 - \$75,000	8.42%	63,238	63,001	62,709	68,150	0
\$75,001 - \$125,000	18.01%	102,674	97,145	104,041	106,750	0
\$125,001 - \$175,000	22.22%	151,410	144,480	150,970	155,734	0
\$175,001 - \$250,000	19.87%	210,890	229,000	209,835	210,731	211,950
\$250,001 - \$350,000	13.13%	288,795	276,125	284,659	292,219	279,350
\$350,001 and up	10.94%	625,292	393,500	468,140	612,683	792,908
Average Sold Price		208,012	98,553	153,070	318,677	602,557
Total Closed Units	100%	208,012	74	338	159	23
Total Closed Volume		123,558,990	7.29M	51.74M	50.67M	13.86M

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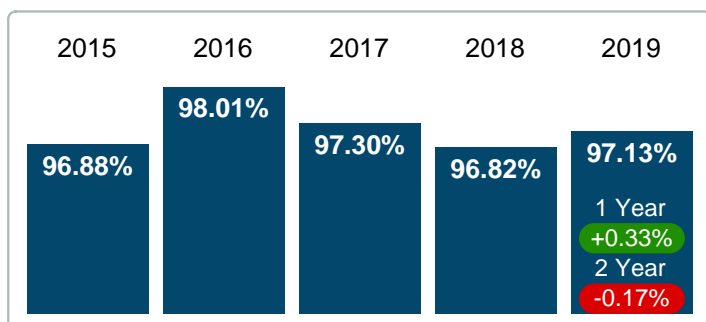
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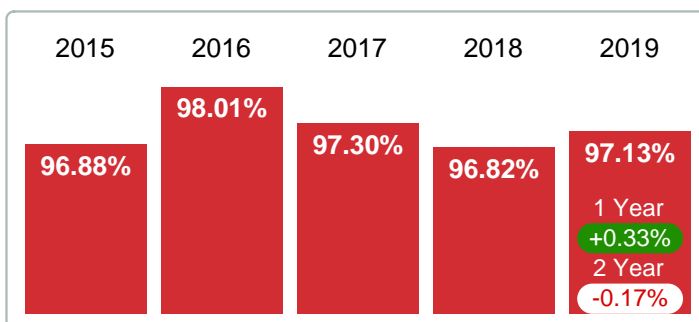
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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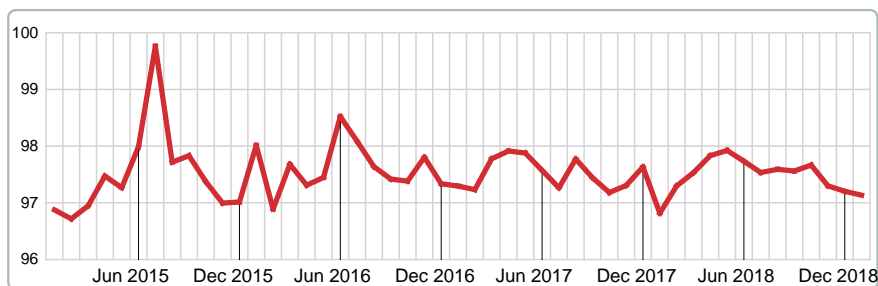
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

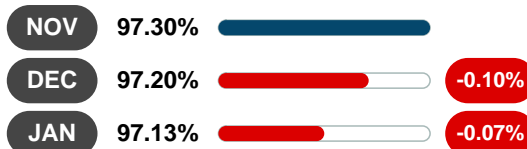


3 MONTHS

5 year JAN AVG = 97.23%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **97.13%**
equal to 5 yr JAN average of **97.23%**



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	44	7.41%	93.43%	92.70%	94.81%	86.67%	0.00%
\$50,001 - \$75,000	50	8.42%	96.22%	92.92%	97.86%	97.09%	0.00%
\$75,001 - \$125,000	107	18.01%	96.16%	93.44%	96.81%	98.73%	0.00%
\$125,001 - \$175,000	132	22.22%	98.28%	99.40%	98.10%	98.96%	0.00%
\$175,001 - \$250,000	118	19.87%	98.33%	96.76%	98.50%	98.35%	96.72%
\$250,001 - \$350,000	78	13.13%	97.84%	92.33%	97.62%	98.28%	99.04%
\$350,001 and up	65	10.94%	96.63%	97.11%	96.39%	96.61%	96.75%
Average Sold/List Ratio		97.10%		93.74%	97.56%	97.81%	97.14%
Total Closed Units		594	100%	74	338	159	23
Total Closed Volume		123,558,990		7.29M	51.74M	50.67M	13.86M

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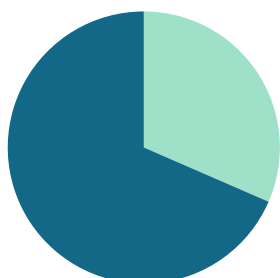
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

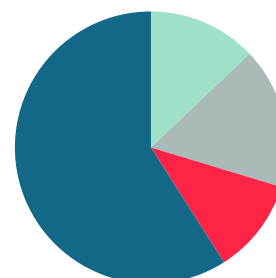


Inventory
 New Listings
1,260 = 31.52%
 Start Inventory
2,737
 Total Inventory Units
3,997
 Volume
\$1,157,852,824

Market Activity

Closed Sales
594 = 12.91%
 Pending Sales
772 = 16.78%
 Other Off Market
520 = 11.30%
 Active Inventory
2,716 = 59.02%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	594	594	0.00%	594	594	0.00%
Pending Sales	808	772	-4.46%	808	772	-4.46%
New Listings	1,162	1,260	8.43%	1,162	1,260	8.43%
Average List Price	192,234	214,655	11.66%	192,234	214,655	11.66%
Average Sale Price	186,418	208,012	11.58%	186,418	208,012	11.58%
Average Percent of Selling Price to List Price	96.82%	97.13%	0.33%	96.82%	97.13%	0.33%
Average Days on Market to Sale	49.29	47.56	-3.52%	49.29	47.56	-3.52%
Monthly Inventory	2,901	2,716	-6.38%	2,901	2,716	-6.38%
Months Supply of Inventory	3.53	3.26	-7.74%	3.53	3.26	-7.74%

Absorption: Last 12 months, an Average of **833** Sales/Month

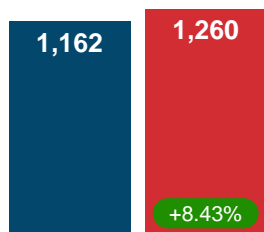
Inventory on January 31, 2019 = **2,716**

2018 **2019**

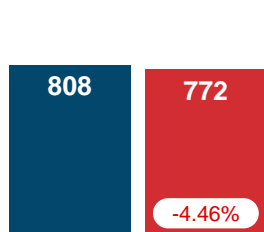
JANUARY MARKET

AVERAGE PRICES

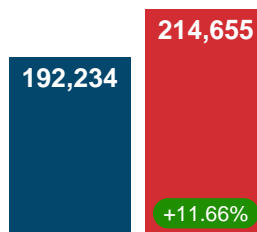
New Listings



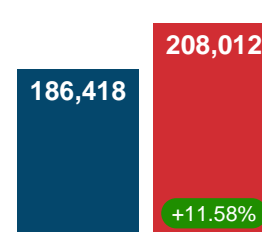
Pending Listings



List Price



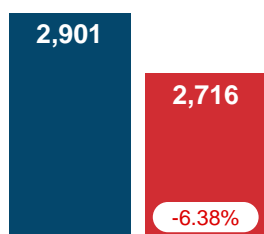
Sale Price



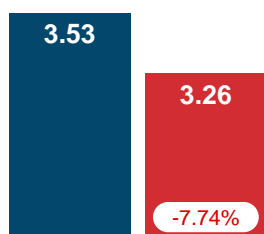
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

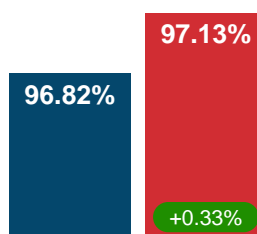
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

