

# January 2019



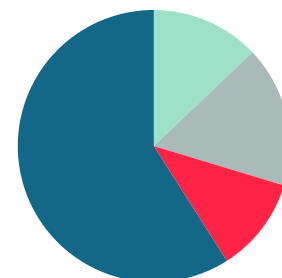
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		+/-%
	2018	2019	
Closed Listings	594	594	0.00%
Pending Listings	808	772	-4.46%
New Listings	1,162	1,260	8.43%
Median List Price	164,125	165,000	0.53%
Median Sale Price	161,000	160,375	-0.39%
Median Percent of Selling Price to List Price	97.91%	98.24%	0.34%
Median Days on Market to Sale	34.50	31.00	-10.14%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.39%** in January 2019 to \$160,375 versus the previous year at \$161,000.

#### Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 3.50 days or **10.14%** in January 2019 compared to last year's same month at **34.50** DOM.

#### Sales Success for January 2019 is Positive

Overall, with Median Prices falling 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 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>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

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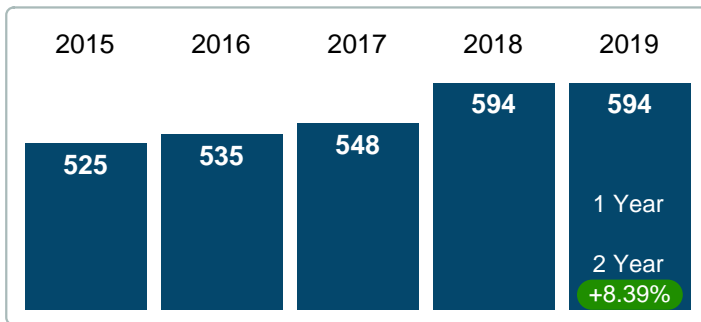
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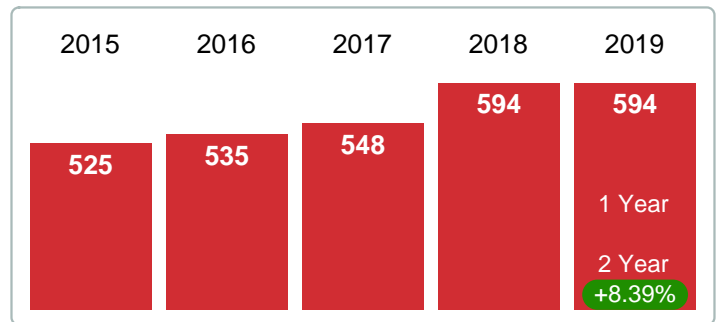
## CLOSED LISTINGS

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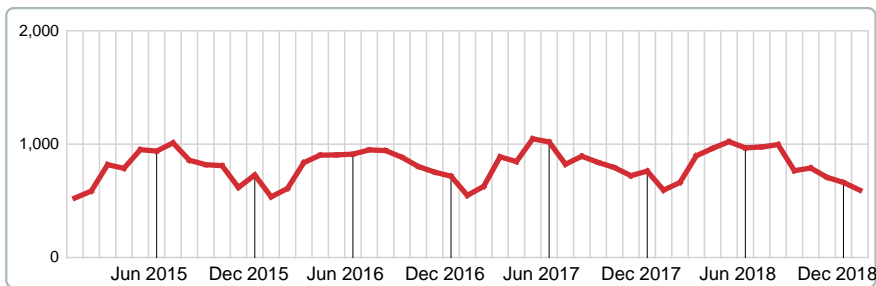
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

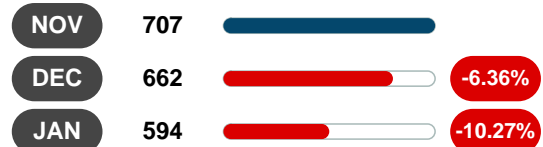


### 3 MONTHS

5 year JAN AVG = 559

High May 2017 1,047 Low Jan 2015 525

Closed Listings this month at **594**  
above the 5 yr JAN average of **559**



### 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	44	7.41%	29.5	21	21	2	0
\$50,001 - \$75,000	50	8.42%	20.0	16	30	4	0
\$75,001 - \$125,000	107	18.01%	28.0	22	83	2	0
\$125,001 - \$175,000	132	22.22%	25.0	5	108	19	0
\$175,001 - \$250,000	118	19.87%	36.0	4	66	44	4
\$250,001 - \$350,000	78	13.13%	53.5	4	20	50	4
\$350,001 and up	65	10.94%	47.0	2	10	38	15
<b>Total Closed Units</b>	<b>594</b>			<b>74</b>	<b>338</b>	<b>159</b>	<b>23</b>
<b>Total Closed Volume</b>	<b>123,558,990</b>	<b>100%</b>	<b>31.0</b>	<b>7.29M</b>	<b>51.74M</b>	<b>50.67M</b>	<b>13.86M</b>
<b>Median Closed Price</b>	<b>\$160,375</b>			<b>\$76,750</b>	<b>\$142,000</b>	<b>\$267,500</b>	<b>\$465,000</b>

# January 2019



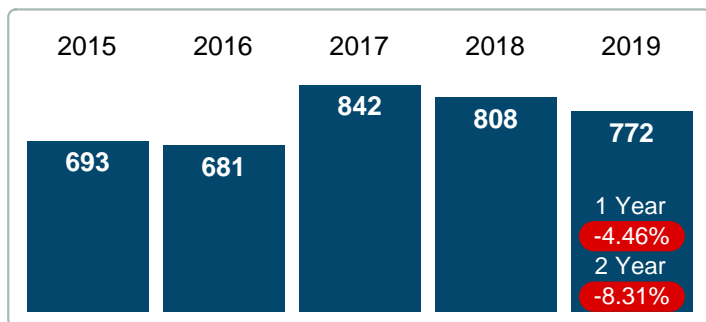
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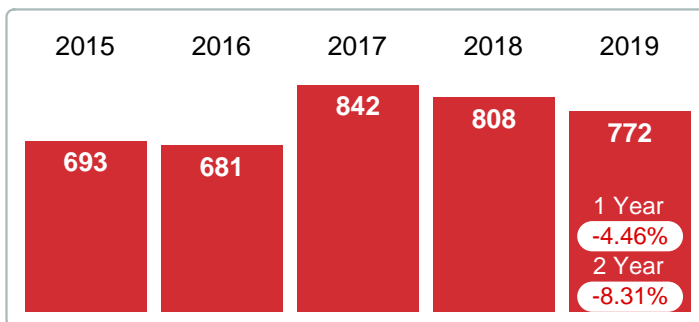
## PENDING LISTINGS

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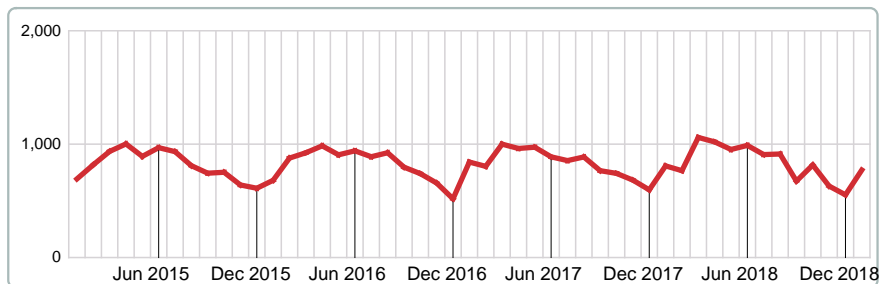
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 759

High Mar 2018 1,059 Low Dec 2016 518

Pending Listings this month at **772**  
above the 5 yr JAN average of **759**



### 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	46	5.96%	35.0	22	20	4	0
\$50,001 - \$100,000	99	12.82%	28.0	22	63	11	3
\$100,001 - \$125,000	58	7.51%	33.0	11	42	5	0
\$125,001 - \$175,000	206	26.68%	36.5	17	162	26	1
\$175,001 - \$250,000	190	24.61%	30.0	7	98	80	5
\$250,001 - \$325,000	88	11.40%	56.5	5	28	47	8
\$325,001 and up	85	11.01%	68.0	0	18	46	21
<b>Total Pending Units</b>	<b>772</b>			<b>84</b>	<b>431</b>	<b>219</b>	<b>38</b>
<b>Total Pending Volume</b>	<b>154,511,371</b>	<b>100%</b>	<b>36.0</b>	<b>8.95M</b>	<b>71.26M</b>	<b>59.08M</b>	<b>15.22M</b>
<b>Median Listing Price</b>	<b>\$169,900</b>			<b>\$94,588</b>	<b>\$154,900</b>	<b>\$234,900</b>	<b>\$367,500</b>

# January 2019



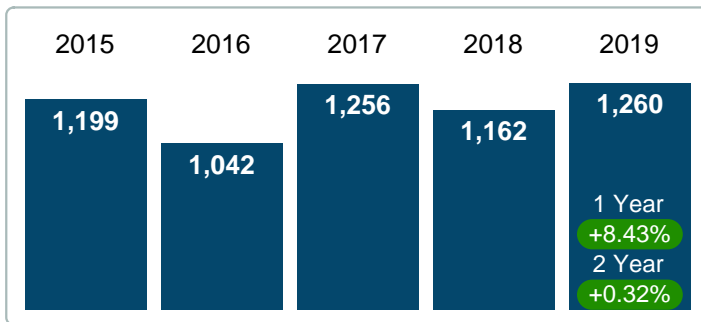
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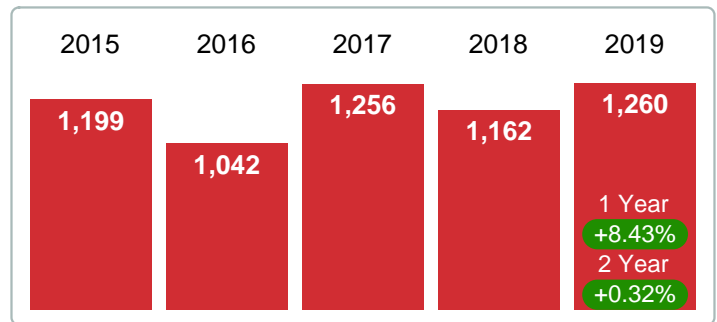
## NEW LISTINGS

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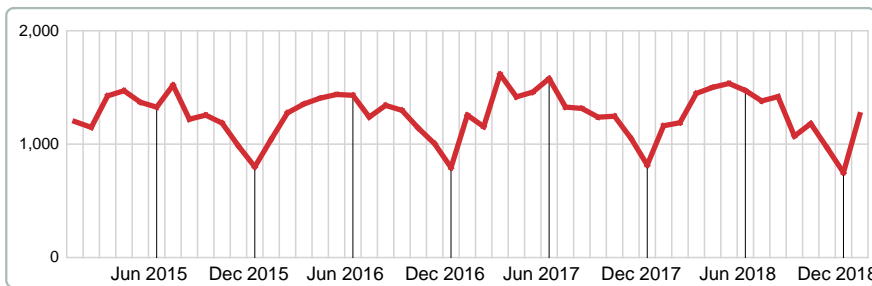
### JANUARY



### YEAR TO DATE (YTD)

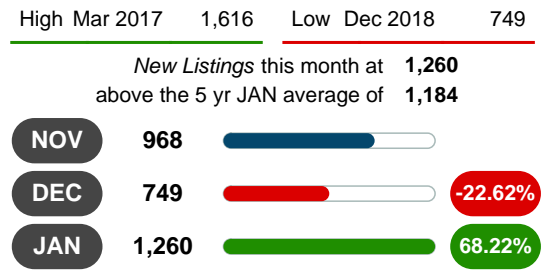


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,184



### 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
<b>Total New Listed Units</b>	<b>1,260</b>		<b>132</b>	<b>594</b>	<b>442</b>	<b>92</b>
<b>Total New Listed Volume</b>	<b>338,260,872</b>	<b>100%</b>	<b>13.49M</b>	<b>117.64M</b>	<b>154.07M</b>	<b>53.06M</b>
<b>Median New Listed Listing Price</b>	<b>\$205,000</b>		<b>\$79,250</b>	<b>\$168,322</b>	<b>\$289,557</b>	<b>\$434,750</b>

# January 2019



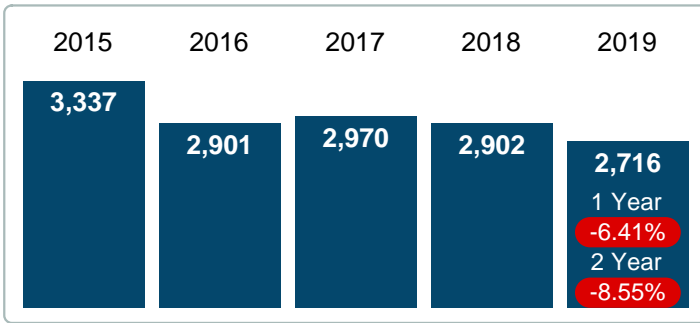
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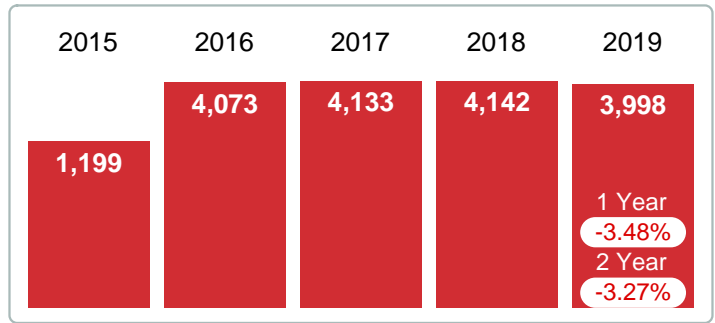
## ACTIVE INVENTORY

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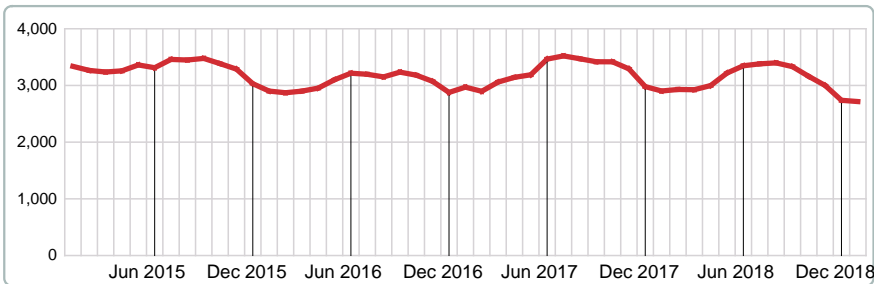
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

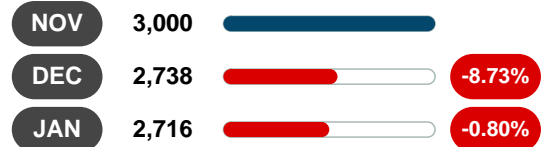


### 3 MONTHS

5 year JAN AVG = 2,965

High Jul 2017 3,521 Low Jan 2019 2,716

Inventory this month at **2,716**  
below the 5 yr JAN average of **2,965**



## 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	265	9.76%	58.0	140	112	12	1
\$75,001 - \$125,000	309	11.38%	66.0	76	207	25	1
\$125,001 - \$175,000	403	14.84%	55.0	38	278	83	4
\$175,001 - \$275,000	670	24.67%	63.0	35	304	301	30
\$275,001 - \$375,000	451	16.61%	55.0	9	132	260	50
\$375,001 - \$575,000	346	12.74%	62.0	4	69	197	76
\$575,001 and up	272	10.01%	80.0	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%	35.28M	240.34M	381.29M	190.97M
Median Active Inventory Listing Price		\$229,900		\$82,500	\$169,500	\$305,000	\$477,000

# January 2019



Area Delimited by County Of Tulsa - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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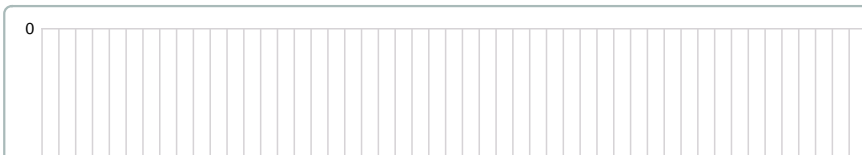
### MSI FOR JANUARY

2015	2016	2017	2018	2019

### INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>2,716</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
\$75,000 and less	<b>265</b>		9.76%	2.85	3.53	2.33	2.44	3.00	
\$75,001 - \$125,000	<b>309</b>		11.38%	2.22	3.42	1.95	2.40	1.20	
\$125,001 - \$175,000	<b>403</b>		14.84%	1.98	2.83	1.79	2.58	1.50	
\$175,001 - \$275,000	<b>670</b>		24.67%	2.89	3.85	2.72	2.99	2.86	
\$275,001 - \$375,000	<b>451</b>		16.61%	4.83	2.92	5.14	4.77	4.92	
\$375,001 - \$575,000	<b>346</b>		12.74%	6.93	4.36	6.96	6.39	9.21	
\$575,001 and up	<b>272</b>		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	

# January 2019



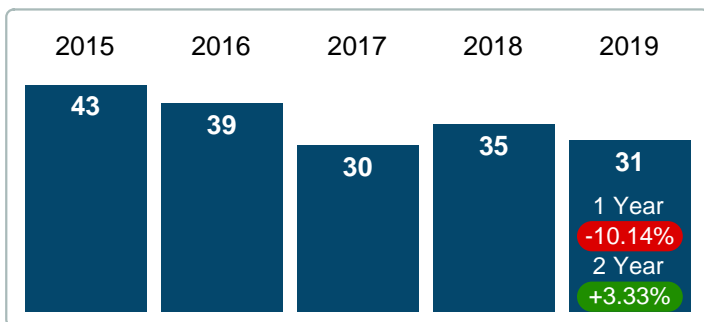
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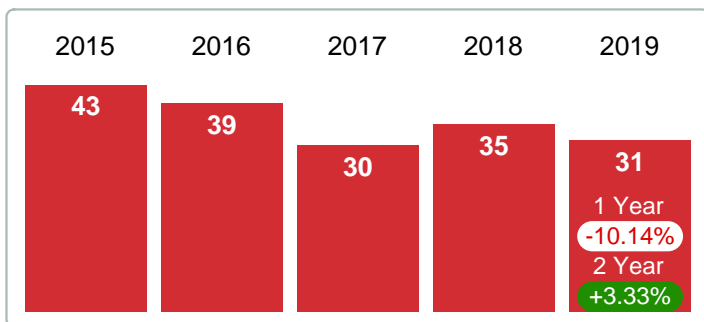
## MEDIAN DAYS ON MARKET TO SALE

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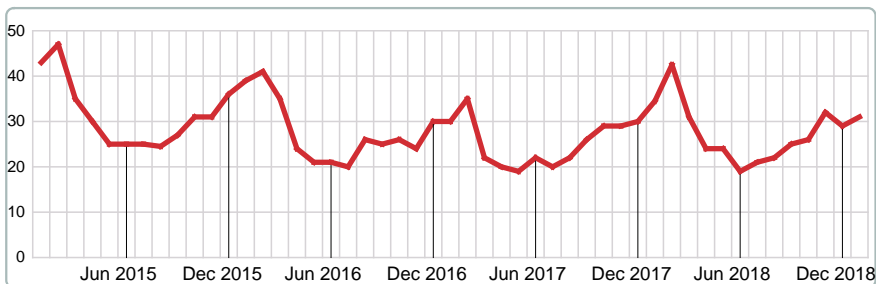
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

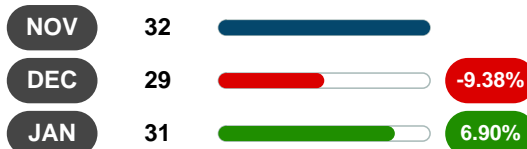


### 3 MONTHS

5 year JAN AVG = 36

High Feb 2015 47 Low Jun 2018 19

Median Days on Market to Sale this month at 31 below the 5 yr JAN average of 36



### 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	7.41%	30	34	27	54	0
\$50,001 - \$75,000	8.42%	20	24	19	11	0
\$75,001 - \$125,000	18.01%	28	69	27	34	0
\$125,001 - \$175,000	22.22%	25	44	25	23	0
\$175,001 - \$250,000	19.87%	36	72	38	34	48
\$250,001 - \$350,000	13.13%	54	43	46	53	99
\$350,001 and up	10.94%	47	36	41	49	33
Median Closed DOM		31	37	27	38	56
Total Closed Units	100%	594	74	338	159	23
Total Closed Volume		123,558,990	7.29M	51.74M	50.67M	13.86M

# January 2019



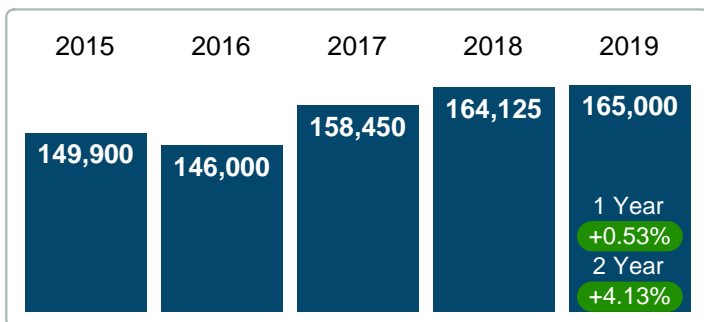
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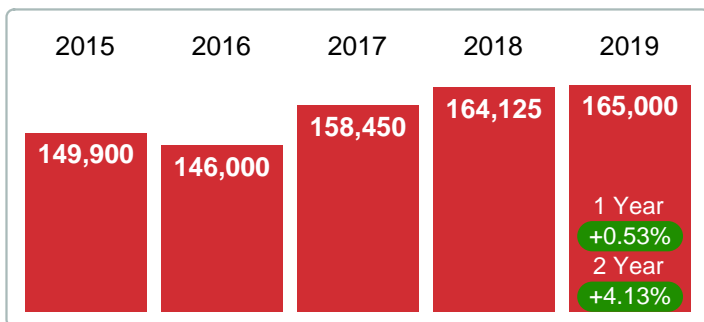
## MEDIAN LIST PRICE AT CLOSING

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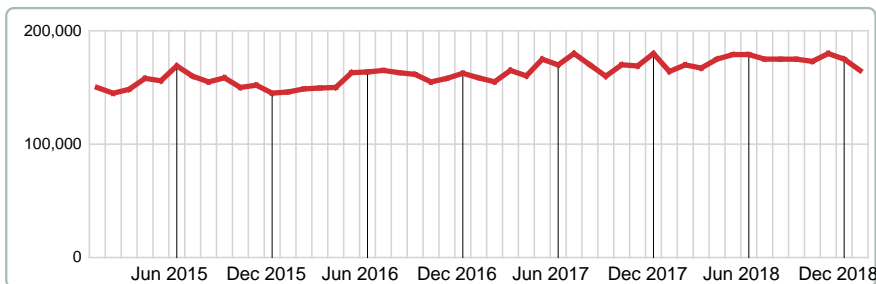
### JANUARY



### YEAR TO DATE (YTD)

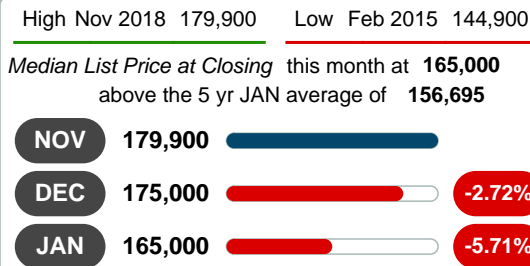


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 156,695



### 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	45	7.58%	34,000	31,400	37,950	38,000	0
\$50,001 - \$75,000	49	8.25%	65,000	66,200	65,000	72,750	0
\$75,001 - \$125,000	102	17.17%	106,700	99,750	109,000	98,500	0
\$125,001 - \$175,000	131	22.05%	150,000	137,450	150,000	164,200	0
\$175,001 - \$250,000	122	20.54%	213,750	234,900	205,000	219,000	224,450
\$250,001 - \$350,000	78	13.13%	289,107	269,750	279,700	298,200	277,200
\$350,001 and up	67	11.28%	512,000	395,000	440,000	520,750	664,900
Median List Price			165,000	81,675	145,250	273,230	465,000
Total Closed Units		100%	165,000	74	338	159	23
Total Closed Volume			127,505,056	7.75M	53.02M	52.32M	14.41M



# January 2019



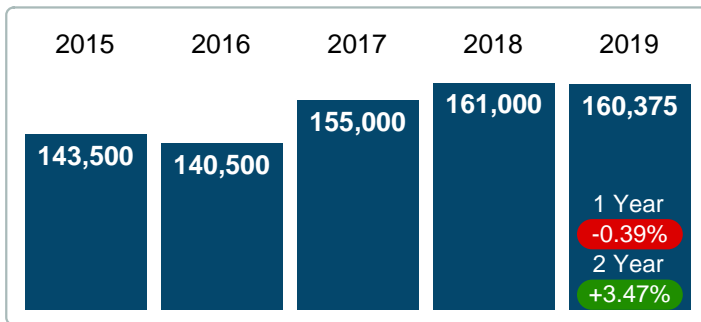
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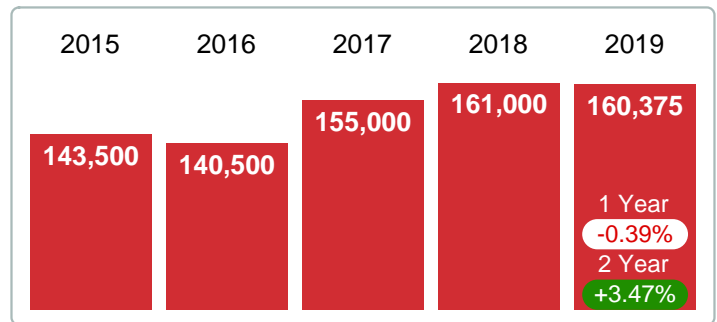
## MEDIAN SOLD PRICE AT CLOSING

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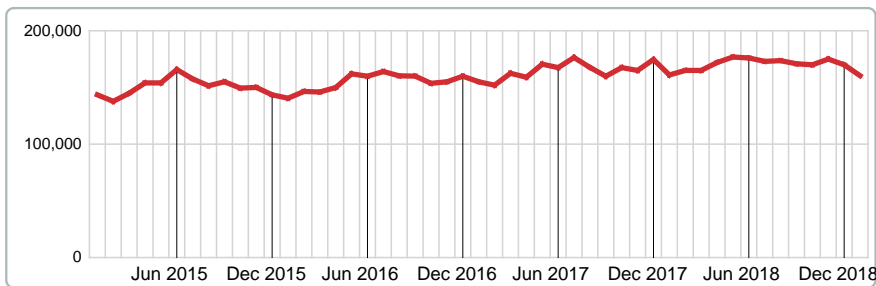
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

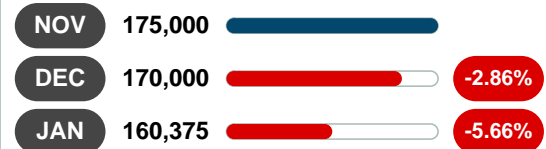


### 3 MONTHS

5 year JAN AVG = 152,075

High May 2018 176,838 Low Feb 2015 137,750

Median Sold Price at Closing this month at **160,375**  
above the 5 yr JAN average of **152,075**



### 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	7.41%	31,800	28,700	36,300	29,750	0
\$50,001 - \$75,000	8.42%	62,500	61,960	63,250	73,500	0
\$75,001 - \$125,000	18.01%	104,000	93,250	105,000	106,750	0
\$125,001 - \$175,000	22.22%	152,950	135,000	152,370	158,000	0
\$175,001 - \$250,000	19.87%	210,750	226,000	205,000	211,250	209,450
\$250,001 - \$350,000	13.13%	287,000	274,750	272,750	289,700	274,700
\$350,001 and up	10.94%	512,000	393,500	436,250	514,500	647,500
Median Sold Price		160,375	76,750	142,000	267,500	465,000
Total Closed Units	100%	594	74	338	159	23
Total Closed Volume		123,558,990	7.29M	51.74M	50.67M	13.86M

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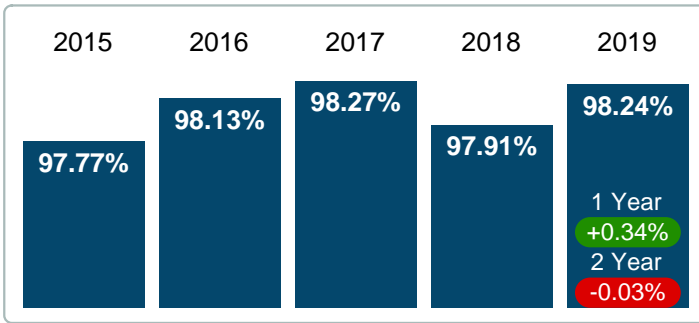
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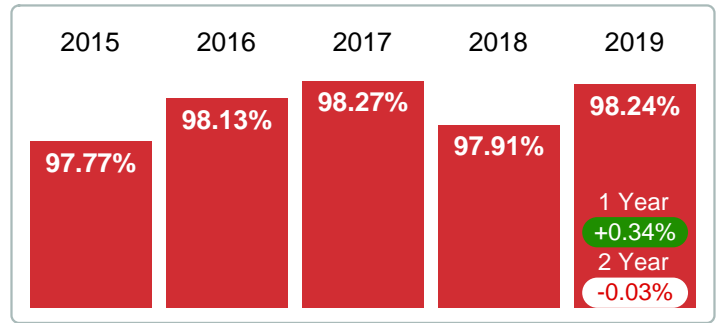
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

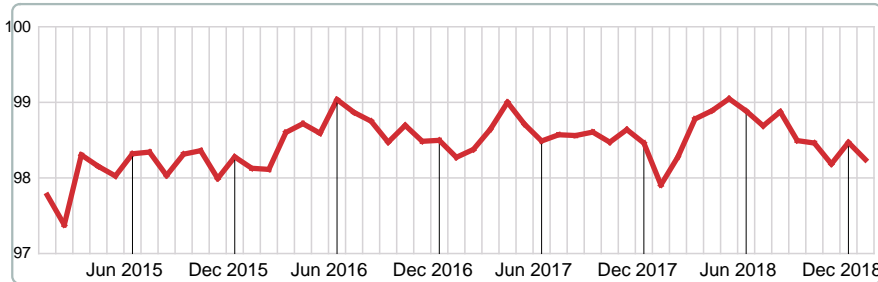
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

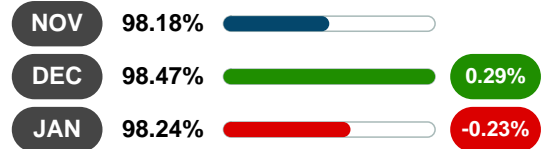


### 3 MONTHS

5 year JAN AVG = 98.06%

High May 2018 99.05% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **98.24%**  
equal to 5 yr JAN average of **98.06%**



### 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	<b>44</b>	7.41%	94.04%	94.59%	93.65%	86.67%	0.00%
\$50,001 - \$75,000	<b>50</b>	8.42%	96.34%	92.93%	96.34%	100.60%	0.00%
\$75,001 - \$125,000	<b>107</b>	18.01%	97.01%	94.99%	97.01%	98.73%	0.00%
\$125,001 - \$175,000	<b>132</b>	22.22%	99.35%	100.00%	99.24%	100.00%	0.00%
\$175,001 - \$250,000	<b>118</b>	19.87%	99.38%	98.73%	99.75%	98.54%	97.58%
\$250,001 - \$350,000	<b>78</b>	13.13%	98.47%	94.67%	99.12%	98.43%	98.98%
\$350,001 and up	<b>65</b>	10.94%	97.50%	97.11%	97.72%	97.53%	95.83%
Median Sold/List Ratio		98.24%		95.29%	98.41%	98.26%	97.84%
Total Closed Units		594	100%	74	338	159	23
Total Closed Volume		123,558,990		7.29M	51.74M	50.67M	13.86M

# January 2019



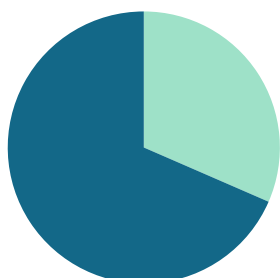
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

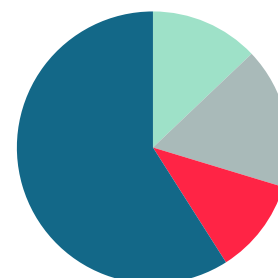


**Inventory**  
 New Listings  
**1,260 = 31.52%**  
 Start Inventory  
**2,737**  
 Total Inventory Units  
**3,997**  
 Volume  
**\$1,157,852,824**

### 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%
Median List Price	164,125	165,000	0.53%	164,125	165,000	0.53%
Median Sale Price	161,000	160,375	-0.39%	161,000	160,375	-0.39%
Median Percent of Selling Price to List Price	97.91%	98.24%	0.34%	97.91%	98.24%	0.34%
Median Days on Market to Sale	34.50	31.00	-10.14%	34.50	31.00	-10.14%
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

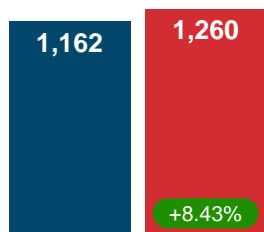
**Inventory** on January 31, 2019 = **2,716**

**2018** **2019**

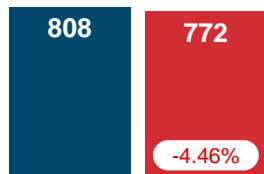
### JANUARY MARKET

### MEDIAN PRICES

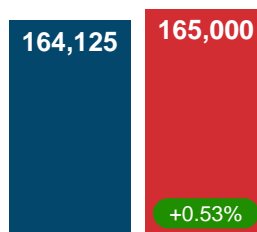
#### New Listings



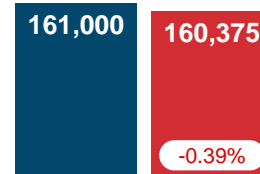
#### Pending Listings



#### List Price



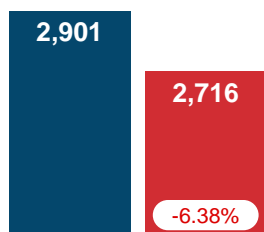
#### Sale Price



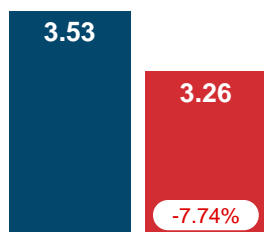
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

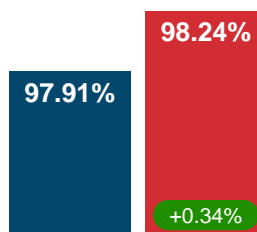
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

