

August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner

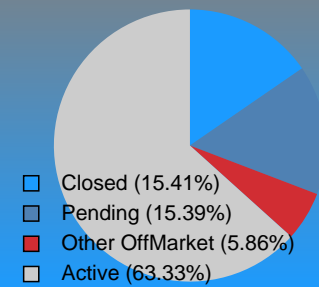


MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2018 for MLS Technology Inc.

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	1,313	1,475	12.34%
Pending Listings	1,291	1,473	14.10%
New Listings	2,178	2,390	9.73%
Average List Price	195,133	203,728	4.40%
Average Sale Price	190,209	197,823	4.00%
Average Percent of List Price to Selling Price	97.84%	97.17%	-0.68%
Average Days on Market to Sale	40.74	39.30	-3.55%
End of Month Inventory	5,539	6,061	9.42%
Months Supply of Inventory	4.54	4.84	6.51%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,253** Sales/Month
Active Inventory as of August 31, 2018 = **6,061**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2018 rose **9.42%** to 6,061 existing homes available for sale. Over the last 12 months this area has had an average of 1,253 closed sales per month. This represents an unsold inventory index of **4.84** 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 **4.00%** in August 2018 to \$197,823 versus the previous year at \$190,209.

Average Days on Market Shortens

The average number of **39.30** days that homes spent on the market before selling decreased by 1.45 days or **3.55%** in August 2018 compared to last year's same month at **40.74** DOM.

Sales Success for August 2018 is Positive

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

There were 2,390 New Listings in August 2018, up **9.73%** from last year at 2,178. Furthermore, there were 1,475 Closed Listings this month versus last year at 1,313, a **12.34%** increase.

Closed versus Listed trends yielded a **61.7%** ratio, up from previous year's, August 2017, at **60.3%**, a **2.37%** upswing. This will certainly create pressure on an increasing 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.

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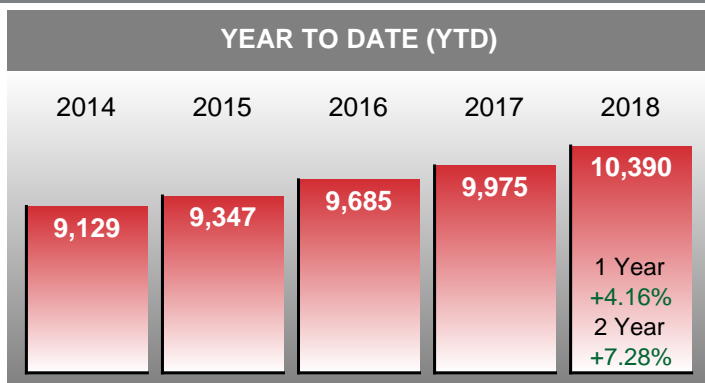
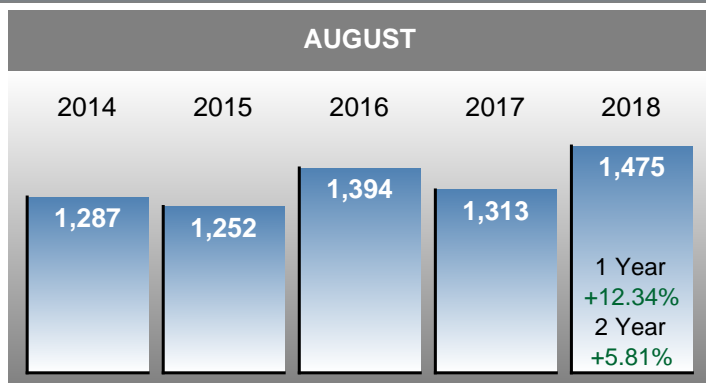
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CLOSED LISTINGS

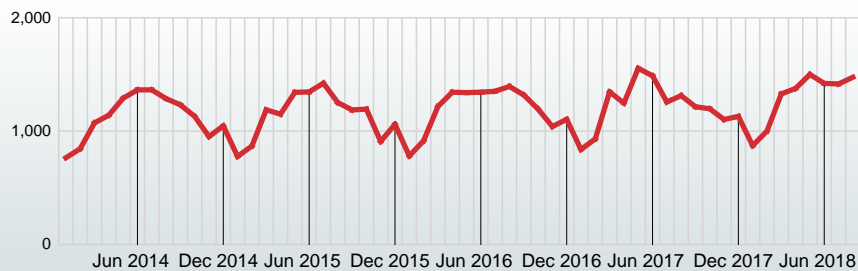
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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 1,344

3 MONTHS



High
May 2017 = 1,554
Low
Jan 2014 = 765
Closed Listings
this month at **1,475**,
above the 5 yr AUG
average of **1,344**

JUN	1,421
JUL	1,416
AUG	1,475
-0.35%	
4.17%	

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	106	7.19%	40.5	70	32	3	1
\$50,001 - \$100,000	206	13.97%	33.9	84	102	18	2
\$100,001 - \$125,000	135	9.15%	31.2	21	103	11	0
\$125,001 - \$175,000	366	24.81%	33.4	17	287	53	9
\$175,001 - \$250,000	333	22.58%	41.5	15	178	127	13
\$250,001 - \$350,000	185	12.54%	46.7	7	50	110	18
\$350,001 and up	144	9.76%	54.0	12	26	84	22
Total Closed Units	1,475			226	778	406	65
Total Closed Volume	291,788,985	100%	39.3	25.10M	130.36M	112.68M	23.65M
Average Closed Price	\$197,823			\$111,077	\$167,561	\$277,527	\$363,809

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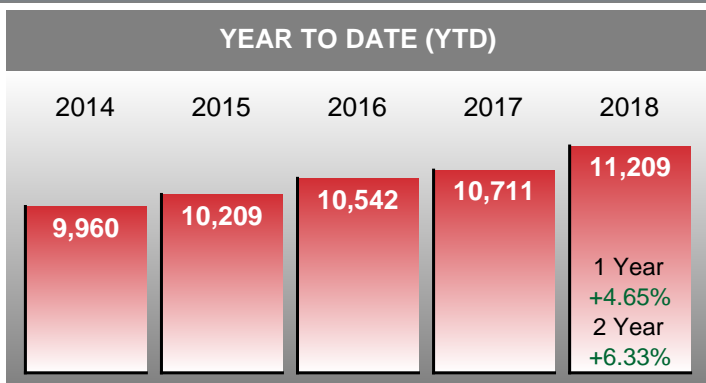
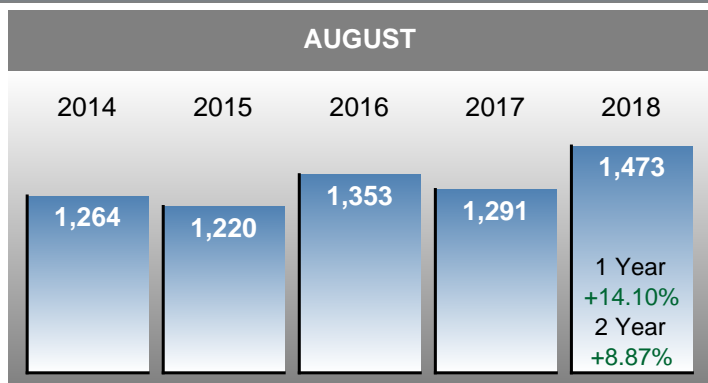
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Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



PENDING LISTINGS

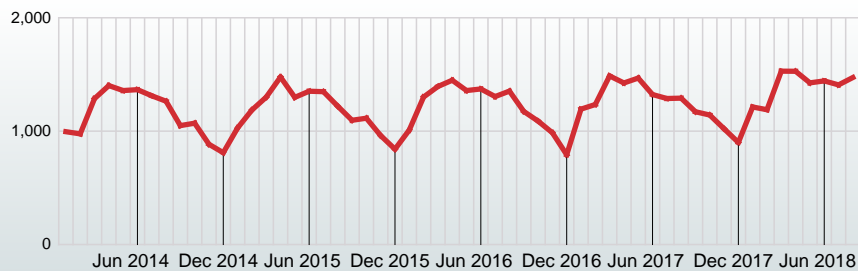
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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 1,320

3 MONTHS



High
Mar 2018 = 1,529
Low
Dec 2016 = 792
Pending Listings
this month at **1,473**,
above the 5 yr AUG
average of **1,320**

JUN	1,443
JUL	1,408 -2.43%
AUG	1,473 4.62%

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	108	7.33%	44.8	75	30	3	0
\$50,001 - \$100,000	226	15.34%	42.8	94	113	17	2
\$100,001 - \$125,000	140	9.50%	38.5	21	107	12	0
\$125,001 - \$175,000	341	23.15%	39.9	30	259	46	6
\$175,001 - \$225,000	257	17.45%	42.7	17	155	81	4
\$225,001 - \$325,000	229	15.55%	47.1	12	87	109	21
\$325,001 and up	172	11.68%	57.2	13	36	97	26
Total Pending Units	1,473			262	787	365	59
Total Pending Volume	285,531,158	100%	41.3	28.77M	130.49M	101.79M	24.48M
Average Listing Price	\$191,060			\$109,809	\$165,806	\$278,882	\$414,912

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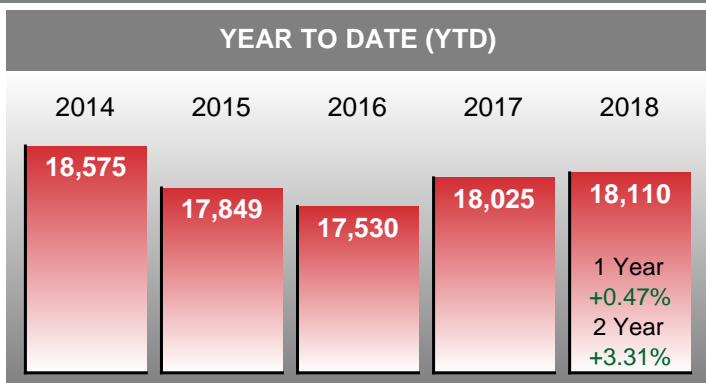
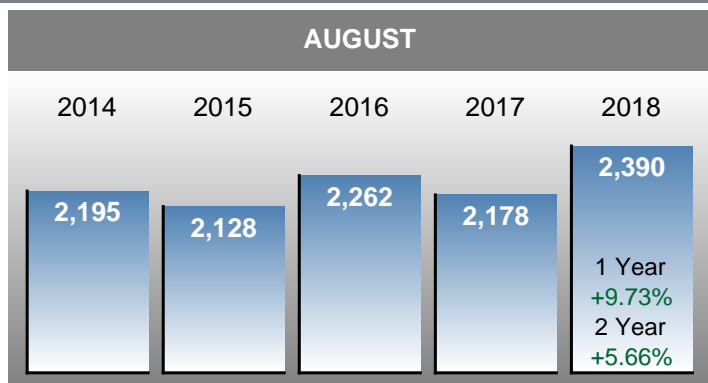
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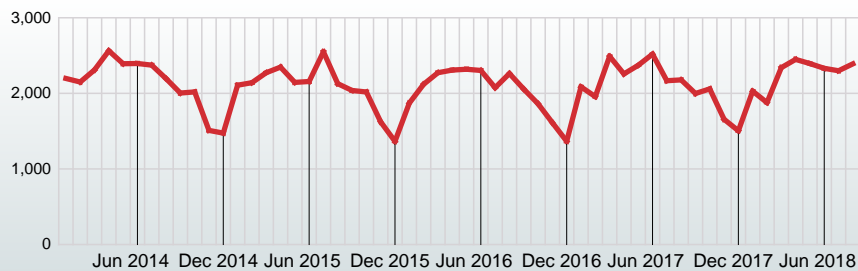
NEW LISTINGS

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 2,231 **3 MONTHS**



High
Apr 2014 = 2,563
Low
Dec 2015 = 1,365
New Listings
this month at **2,390**,
above the 5 yr AUG
average of **2,231**

JUN	2,331
JUL	2,299
	-1.37%
AUG	2,390
	3.96%

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	196	8.20%	139	49	7	1
\$50,001 - \$100,000	347	14.52%	174	150	22	1
\$100,001 - \$125,000	183	7.66%	48	117	16	2
\$125,001 - \$200,000	687	28.74%	91	455	130	11
\$200,001 - \$275,000	398	16.65%	41	178	156	23
\$275,001 - \$400,000	323	13.51%	23	89	186	25
\$400,001 and up	256	10.71%	33	40	119	64
Total New Listed Units	2,390		549	1,078	636	127
Total New Listed Volume	547,202,054	100%	85.83M	195.63M	198.00M	67.73M
Average New Listed Listing Price	\$200,140		\$156,347	\$181,478	\$311,327	\$533,312

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August 2018

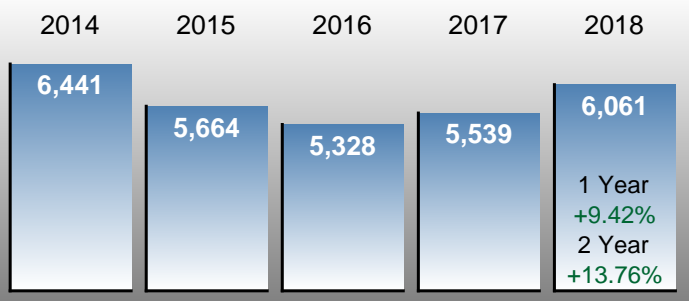
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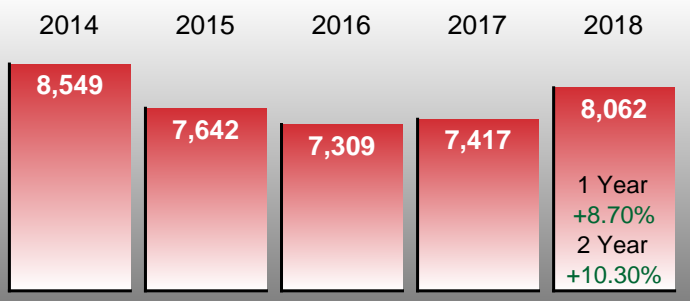
ACTIVE INVENTORY

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END OF AUGUST



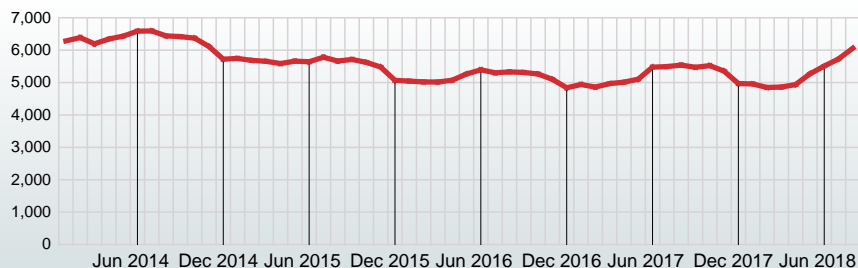
ACTIVE DURING AUGUST



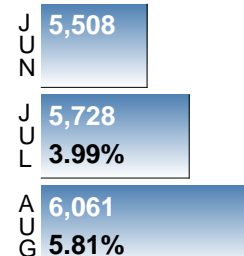
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 5,807

3 MONTHS



High
Jul 2014 = 6,593
Low
Dec 2016 = 4,839
Inventory
this month at **6,061**,
above the 5 yr AUG
average of **5,807**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	240	3.96%	104.5	222	14	3	1
\$25,001 - \$75,000	871	14.37%	84.1	619	222	30	0
\$75,001 - \$150,000	1,171	19.32%	78.0	398	652	106	15
\$150,001 - \$250,000	1,515	25.00%	67.3	223	764	484	44
\$250,001 - \$325,000	747	12.32%	69.4	70	218	387	72
\$325,001 - \$550,000	897	14.80%	80.1	88	175	483	151
\$550,001 and up	620	10.23%	100.0	154	65	226	175
Total Active Inventory by Units	6,061			1,774	2,110	1,719	458
Total Active Inventory by Volume	1,808,041,289	100%	78.8	449.62M	427.93M	639.59M	290.89M
Average Active Inventory Listing Price	\$298,307			\$253,452	\$202,813	\$372,071	\$635,137

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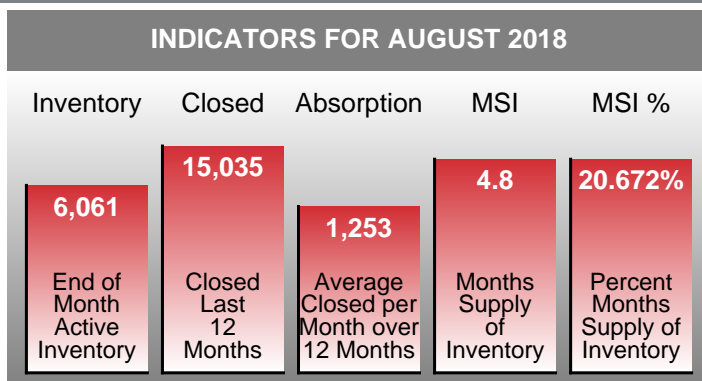
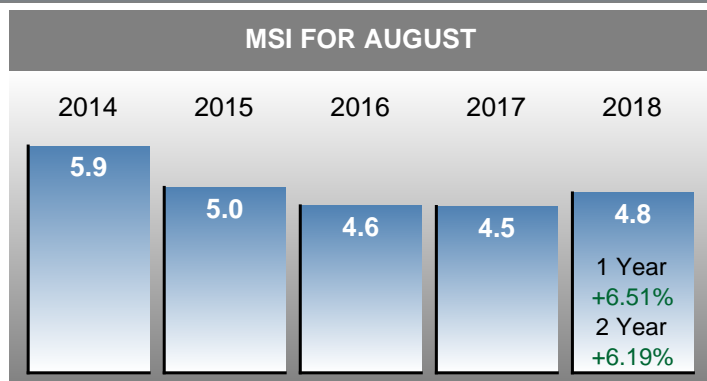
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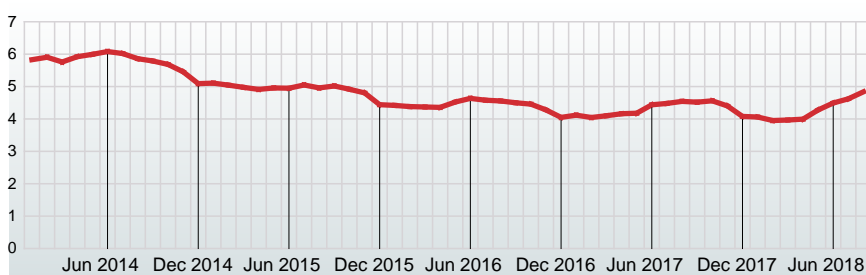


MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 5.0

3 MONTHS

High
Jun 2014 = 6.1

Low
Feb 2018 = 4.0

Months Supply this month at **4.8**, equal to 5 yr AUG average of **5.0**

JUN	4.5
JUL	4.6
AUG	4.8
AUG	4.67%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	240	3.96%	6.9	8.4	2.0	3.3	6.0
\$25,001 - \$75,000	871	14.37%	5.6	8.2	3.1	3.5	0.0
\$75,001 - \$150,000	1,171	19.32%	3.1	7.6	2.3	2.9	4.1
\$150,001 - \$250,000	1,515	25.00%	3.6	10.0	3.1	3.6	4.2
\$250,001 - \$325,000	747	12.32%	5.8	12.7	5.2	5.5	6.1
\$325,001 - \$550,000	897	14.80%	8.2	17.9	7.4	7.5	8.8
\$550,001 and up	620	10.23%	19.1	54.4	15.9	14.4	17.8
Market Supply of Inventory (MSI)	4.8	100%	4.8	9.4	3.1	5.2	8.6
Total Active Inventory by Units	6,061			1,774	2,110	1,719	458

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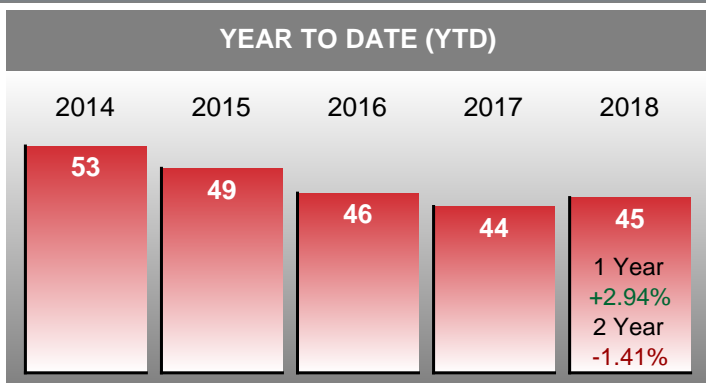
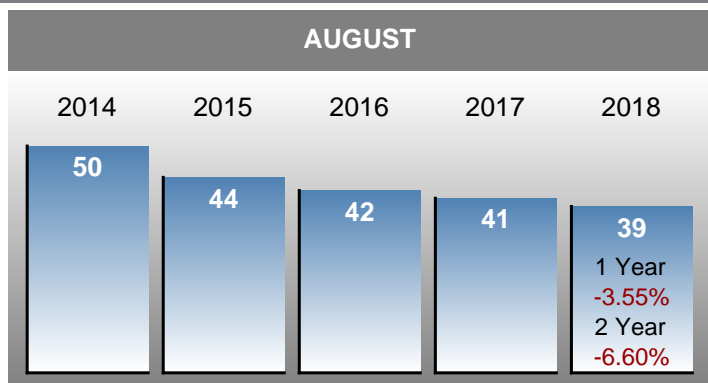
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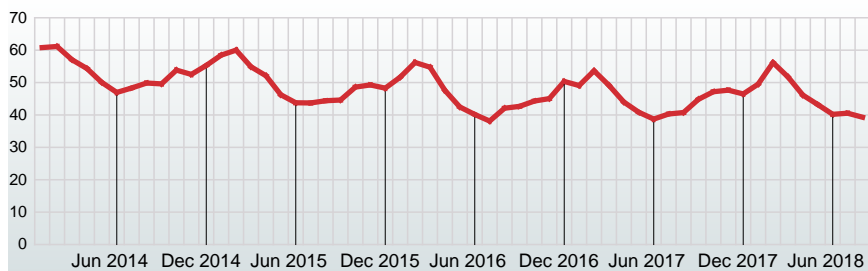
AVERAGE DAYS ON MARKET TO SALE

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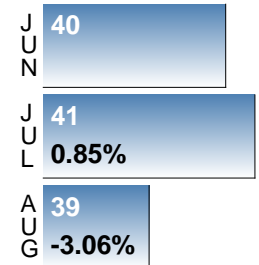


5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 43 **3 MONTHS**



High
Feb 2014 = 61
Low
Jul 2016 = 38
Average Days on Market
this month at **39**,
below the 5 yr AUG
average of **43**



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	106	7.19%	40.5	44.2	31.9	59.0	5.0
\$50,001 - \$100,000	206	13.97%	33.9	38.9	31.4	27.2	10.0
\$100,001 - \$125,000	135	9.15%	31.2	32.6	31.3	27.8	0.0
\$125,001 - \$175,000	366	24.81%	33.4	44.6	30.8	43.2	38.1
\$175,001 - \$250,000	333	22.58%	41.5	71.7	37.6	43.4	42.4
\$250,001 - \$350,000	185	12.54%	46.7	27.0	32.8	54.0	47.9
\$350,001 and up	144	9.76%	54.0	36.5	47.5	54.8	68.0
Average Closed DOM			39.3	42.1	33.2	47.6	50.4
Total Closed Units		100%	39.3	226	778	406	65
Total Closed Volume			291,788,985	25.10M	130.36M	112.68M	23.65M

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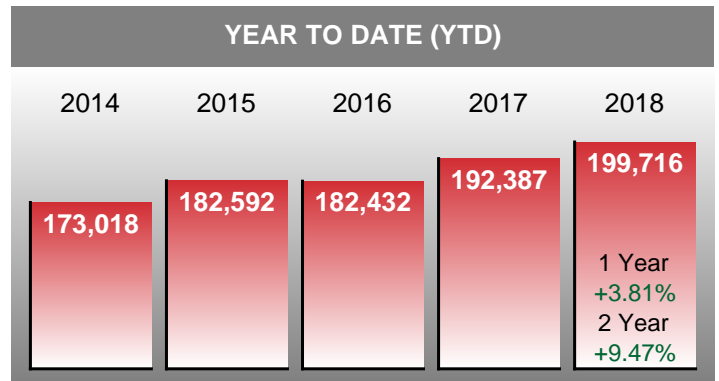
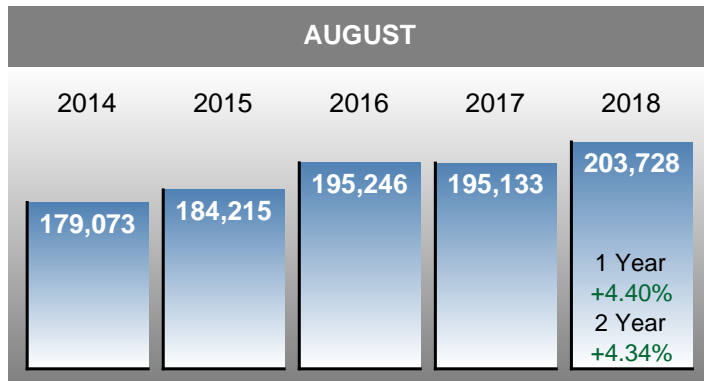
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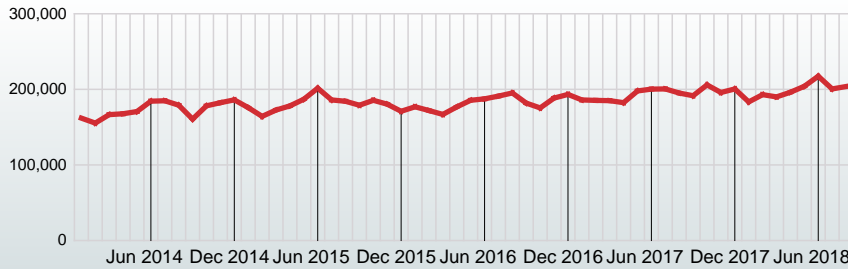
AVERAGE LIST PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 191,479 **3 MONTHS**



High
Jun 2018 = 217,374
Low
Feb 2014 = 155,354
Average List Price
this month at **203,728**,
above the 5 yr AUG
average of **191,479**

JUN	217,374
JUL	200,574
AUG	203,728
-7.73%	
1.57%	

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	93	6.31%	33,289	35,333	43,008	54,833	18,100
\$50,001 - \$100,000	205	13.90%	79,294	80,043	83,778	85,872	96,050
\$100,001 - \$125,000	132	8.95%	116,273	120,250	119,558	111,536	0
\$125,001 - \$175,000	375	25.42%	152,767	147,399	153,228	160,738	158,222
\$175,001 - \$250,000	334	22.64%	209,687	216,473	208,445	213,963	216,308
\$250,001 - \$350,000	184	12.47%	298,798	307,571	297,066	303,347	318,105
\$350,001 and up	152	10.31%	549,330	614,301	585,412	519,455	650,280
Average List Price			203,728	119,467	171,452	284,807	376,588
Total Closed Units		100%	203,728	226	778	406	65
Total Closed Volume			300,499,316	27.00M	133.39M	115.63M	24.48M

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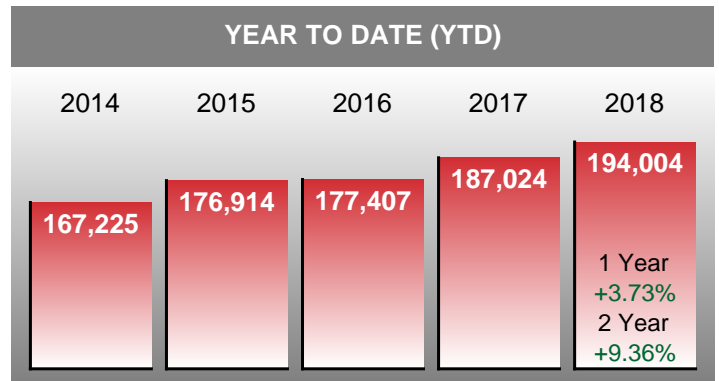
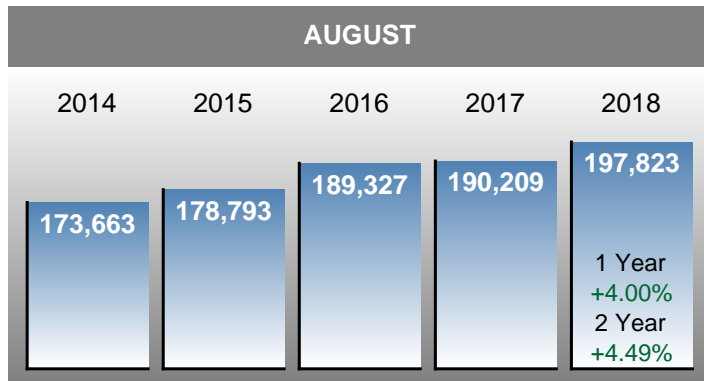
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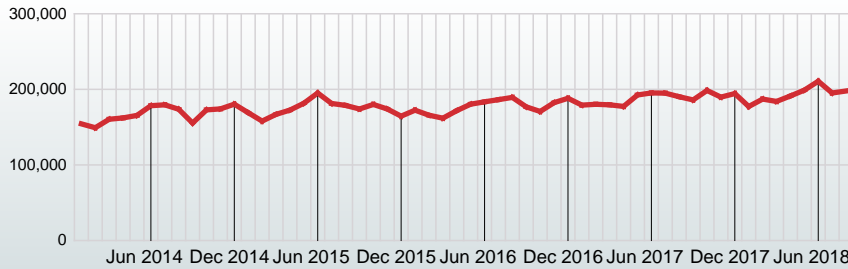
AVERAGE SOLD PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 185,963 **3 MONTHS**



High
Jun 2018 = 210,713
Low
Feb 2014 = 149,244
Average Sold Price
this month at **197,823**,
above the 5 yr AUG
average of **185,963**

JUN	210,713
JUL	195,200
AUG	197,823
-7.36%	
1.34%	

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	106	7.19%	32,884	32,233	35,291	27,333	18,100
\$50,001 - \$100,000	206	13.97%	78,475	75,469	79,889	82,595	95,550
\$100,001 - \$125,000	135	9.15%	115,023	112,821	115,656	113,300	0
\$125,001 - \$175,000	366	24.81%	151,856	141,483	151,516	156,617	154,257
\$175,001 - \$250,000	333	22.58%	207,486	209,580	205,004	210,200	212,532
\$250,001 - \$350,000	185	12.54%	295,687	291,071	289,449	296,183	311,783
\$350,001 and up	144	9.76%	536,354	546,000	566,283	503,388	621,595
Average Sold Price			197,823	111,077	167,561	277,527	363,809
Total Closed Units		100%	1,475	226	778	406	65
Total Closed Volume			291,788,985	25.10M	130.36M	112.68M	23.65M

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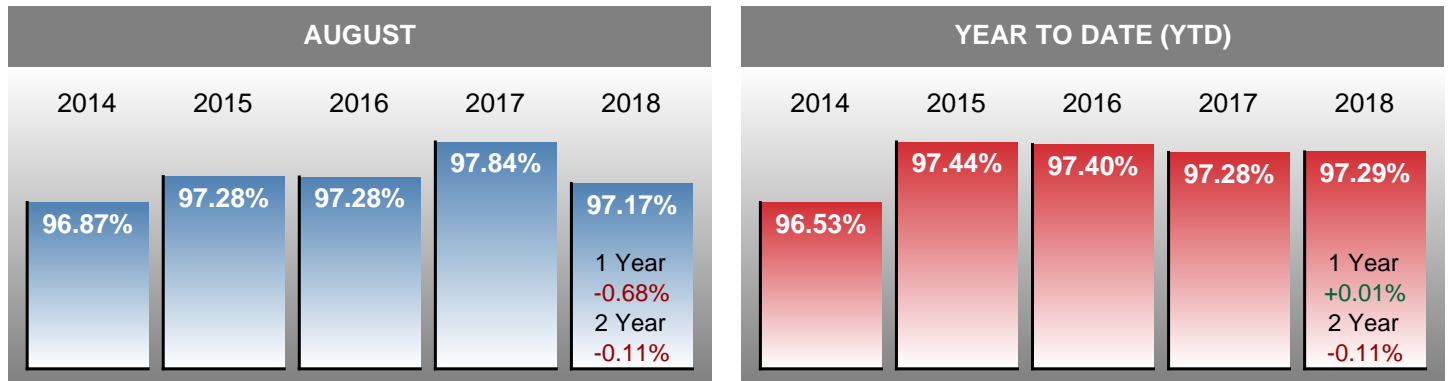
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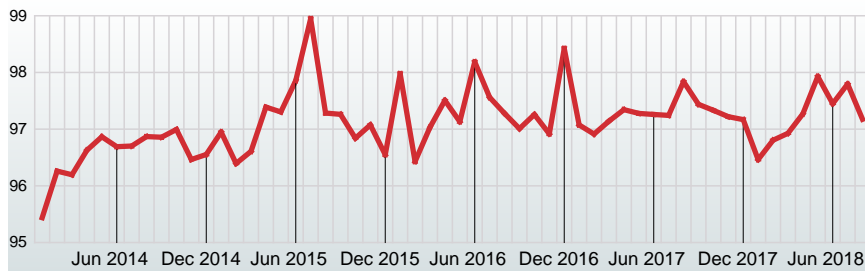


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 97.29% **3 MONTHS**

High
Jul 2015 = 98.95%

Low
Jan 2014 = 95.44%

*Average Sold/List Ratio this month at **97.17%**, equal to 5 yr AUG average of **97.29%***

JUN 97.45%

JUL 97.80%

AUG 97.17% **-0.64%**

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	106	7.19%	90.45%	91.67%	89.08%	73.37%	100.00%
\$50,001 - \$100,000	206	13.97%	95.54%	94.62%	95.59%	99.10%	99.47%
\$100,001 - \$125,000	135	9.15%	97.65%	94.40%	97.28%	107.22%	0.00%
\$125,001 - \$175,000	366	24.81%	98.59%	96.34%	98.94%	97.58%	97.59%
\$175,001 - \$250,000	333	22.58%	98.35%	96.75%	98.45%	98.40%	98.46%
\$250,001 - \$350,000	185	12.54%	97.62%	94.65%	97.58%	97.75%	98.11%
\$350,001 and up	144	9.76%	97.12%	91.79%	96.18%	98.39%	96.32%
Average Sold/List Ratio			97.20%	93.81%	97.58%	98.20%	97.57%
Total Closed Units		100%	97.20%	226	778	406	65
Total Closed Volume				25.10M	130.36M	112.68M	23.65M

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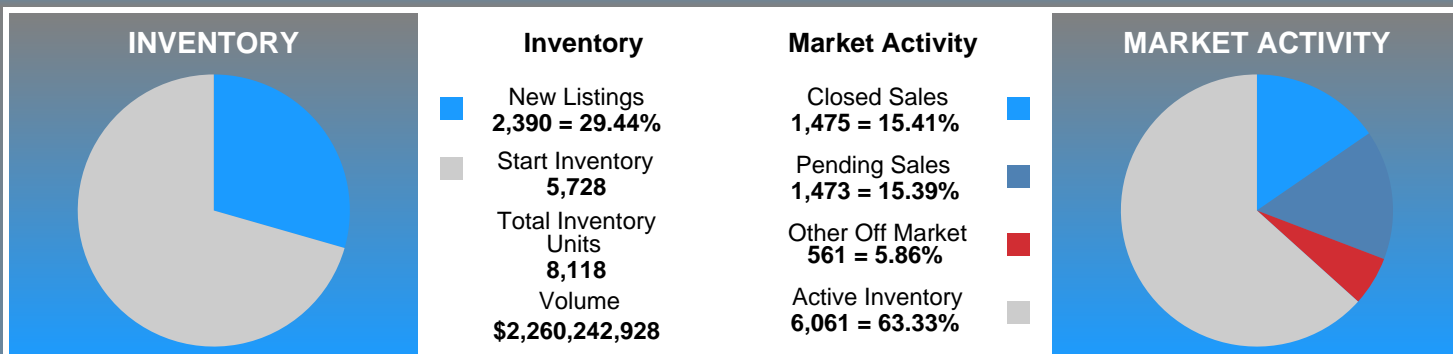
August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Sep 12, 2018 for MLS Technology Inc.

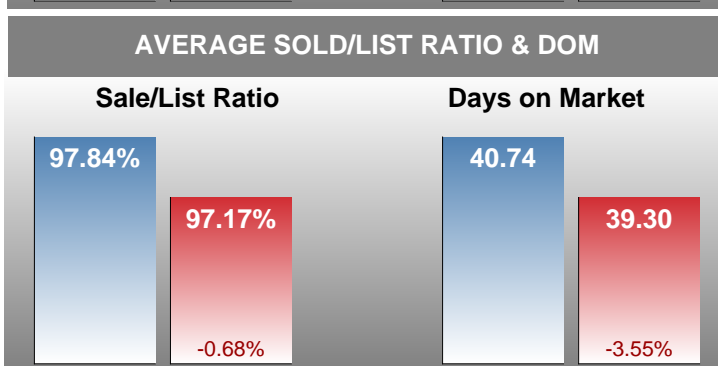
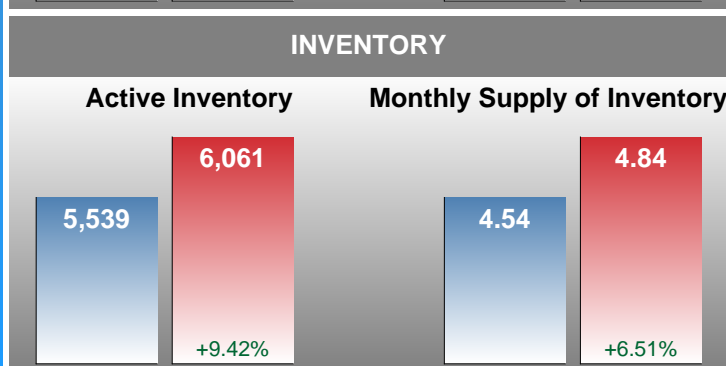
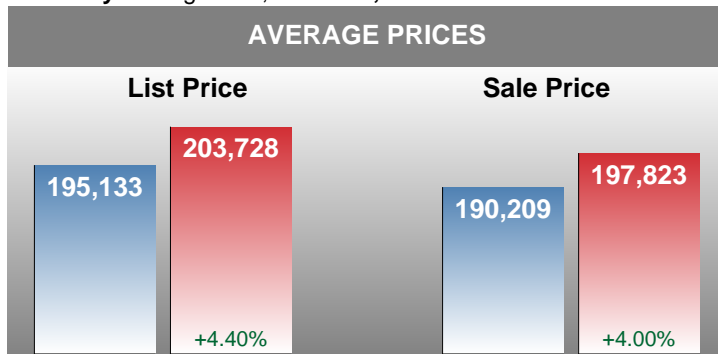
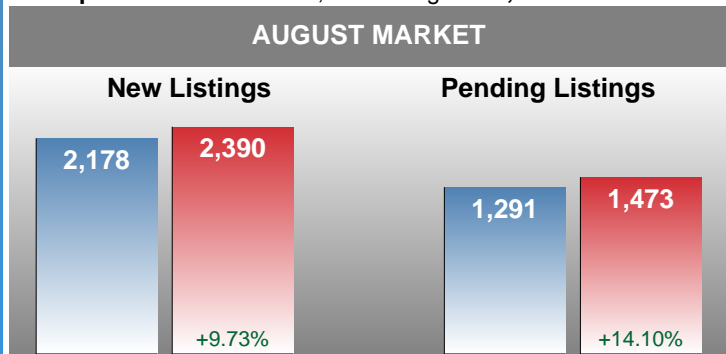


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,313	1,475	12.34%	9,975	10,390	4.16%
Pending Sales	1,291	1,473	14.10%	10,711	11,209	4.65%
New Listings	2,178	2,390	9.73%	18,025	18,110	0.47%
Average List Price	195,133	203,728	4.40%	192,387	199,716	3.81%
Average Sale Price	190,209	197,823	4.00%	187,024	194,004	3.73%
Average Percent of Selling Price to List Price	97.84%	97.17%	-0.68%	97.28%	97.29%	0.01%
Average Days on Market to Sale	40.74	39.30	-3.55%	43.84	45.13	2.94%
Monthly Inventory	5,539	6,061	9.42%	5,539	6,061	9.42%
Months Supply of Inventory	4.54	4.84	6.51%	4.54	4.84	6.51%

Absorption: Last 12 months, an Average of **1,253** Sales/Month

Inventory on August 31, 2018 = 6,061

2017 2018



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Email: support@mlstechnology.com