

## August 2018

Area Delimited by County Of Tulsa

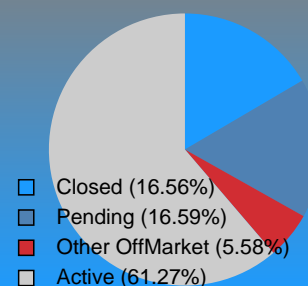


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	909	1,002	10.23%
Pending Listings	908	1,004	10.57%
New Listings	1,463	1,544	5.54%
Average List Price	203,035	212,539	4.68%
Average Sale Price	197,949	206,837	4.49%
Average Percent of List Price to Selling Price	97.70%	97.40%	-0.31%
Average Days on Market to Sale	38.42	37.36	-2.76%
End of Month Inventory	3,344	3,708	10.89%
Months Supply of Inventory	4.03	4.29	6.39%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **865** Sales/Month  
**Active Inventory** as of August 31, 2018 = **3,708**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2018 rose **10.89%** to 3,708 existing homes available for sale. Over the last 12 months this area has had an average of 865 closed sales per month. This represents an unsold inventory index of **4.29** 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 **4.49%** in August 2018 to \$206,837 versus the previous year at \$197,949.

## Average Days on Market Shortens

The average number of **37.36** days that homes spent on the market before selling decreased by 1.06 days or **2.76%** in August 2018 compared to last year's same month at **38.42** 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 1,544 New Listings in August 2018, up **5.54%** from last year at 1,463. Furthermore, there were 1,002 Closed Listings this month versus last year at 909, a **10.23%** increase.

Closed versus Listed trends yielded a **64.9%** ratio, up from previous year's, August 2017, at **62.1%**, a **4.45%** 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.

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

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

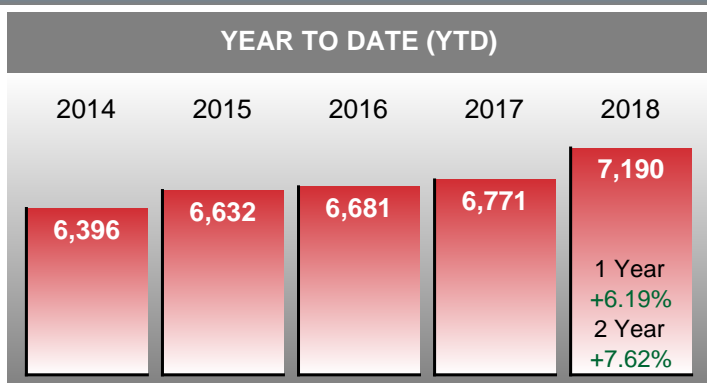
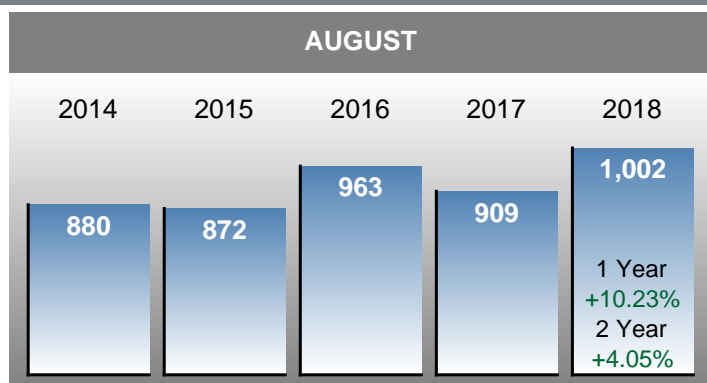
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## CLOSED LISTINGS

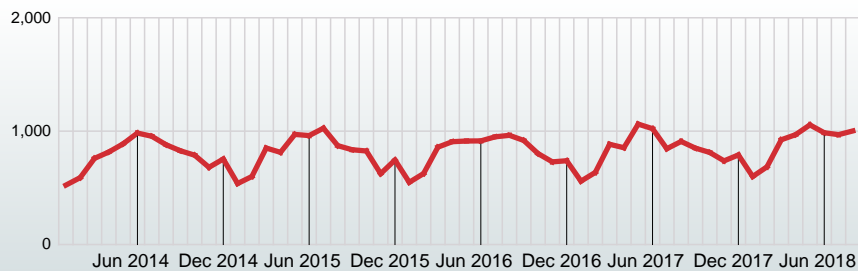
Report produced on Sep 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 925

3 MONTHS



**High**  
May 2017 = 1,062  
**Low**  
Jan 2014 = 524  
*Closed Listings*  
this month at **1,002**,  
above the 5 yr AUG  
average of **925**

JUN	986
JUL	969 -1.72%
AUG	1,002 3.41%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	101	10.08%	36.2	55	43	3	0
\$75,001 - \$100,000	78	7.78%	24.4	29	42	7	0
\$100,001 - \$125,000	103	10.28%	28.0	19	76	8	0
\$125,001 - \$175,000	242	24.15%	31.0	11	190	34	7
\$175,001 - \$250,000	243	24.25%	40.2	12	124	95	12
\$250,001 - \$350,000	127	12.67%	45.3	6	31	78	12
\$350,001 and up	108	10.78%	55.4	6	18	67	17
<b>Total Closed Units</b>	<b>1,002</b>			<b>138</b>	<b>524</b>	<b>292</b>	<b>48</b>
<b>Total Closed Volume</b>	<b>207,250,724</b>	<b>100%</b>	<b>37.4</b>	<b>15.46M</b>	<b>89.49M</b>	<b>83.88M</b>	<b>18.43M</b>
<b>Average Closed Price</b>	<b>\$206,837</b>			<b>\$112,018</b>	<b>\$170,777</b>	<b>\$287,251</b>	<b>\$383,911</b>

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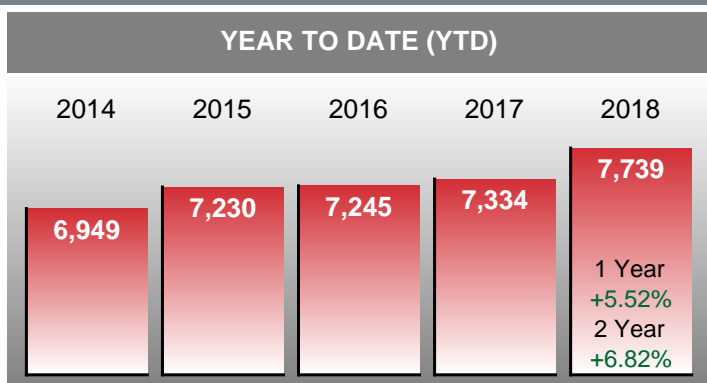
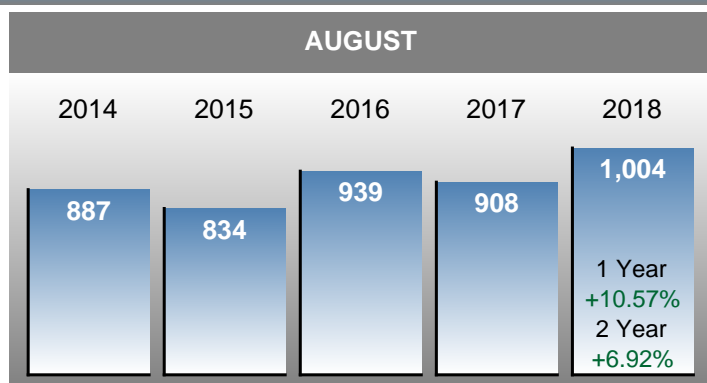
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## PENDING LISTINGS

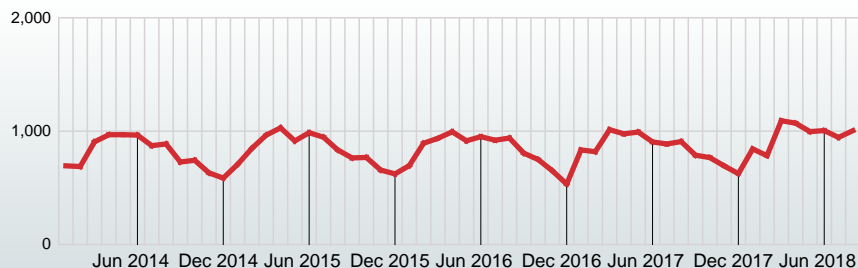
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 914

3 MONTHS



**High**  
Mar 2018 = 1,092  
**Low**  
Dec 2016 = 533  
*Pending Listings*  
this month at **1,004**,  
above the 5 yr AUG  
average of **914**

JUN	1,005
JUL	945
AUG	1,004
-5.97%	
6.24%	

### 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	49	4.88%	46.4	29	18	2	0
\$50,001 - \$100,000	154	15.34%	36.6	59	86	9	0
\$100,001 - \$125,000	93	9.26%	39.2	14	72	7	0
\$125,001 - \$175,000	236	23.51%	39.9	18	183	30	5
\$175,001 - \$250,000	232	23.11%	42.2	18	119	87	8
\$250,001 - \$350,000	136	13.55%	44.5	6	42	72	16
\$350,001 and up	104	10.36%	58.3	7	19	61	17
<b>Total Pending Units</b>	<b>1,004</b>			<b>151</b>	<b>539</b>	<b>268</b>	<b>46</b>
<b>Total Pending Volume</b>	<b>204,366,283</b>	<b>100%</b>	<b>38.6</b>	<b>18.99M</b>	<b>88.97M</b>	<b>77.39M</b>	<b>19.01M</b>
<b>Average Listing Price</b>	<b>\$194,434</b>			<b>\$125,777</b>	<b>\$165,070</b>	<b>\$288,773</b>	<b>\$413,267</b>

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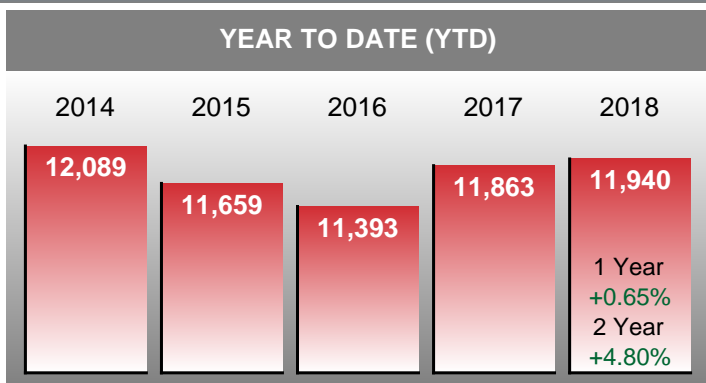
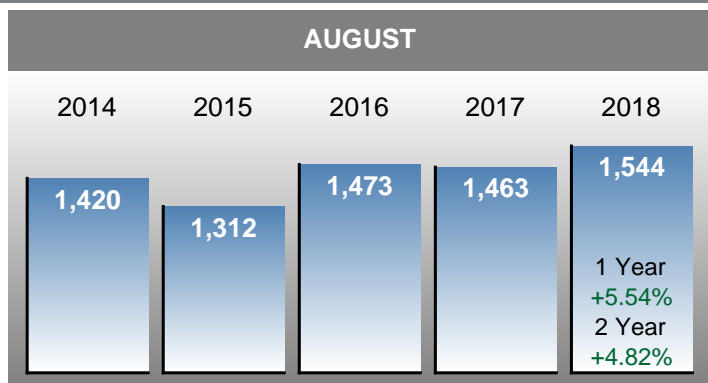
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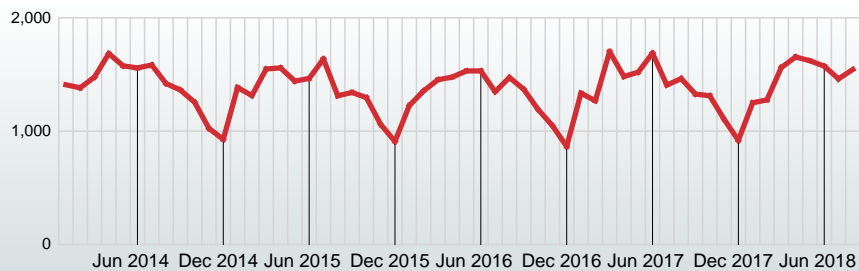
## NEW LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 1,442**      **3 MONTHS**



**High**  
Mar 2017 = 1,701  
**Low**  
Dec 2016 = 865  
*New Listings*  
this month at **1,544**,  
above the 5 yr AUG  
average of **1,442**

JUN	1,573
JUL	1,461 -7.12%
AUG	1,544 5.68%

### 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	86	5.57%	55	26	5	0
\$50,001 - \$100,000	188	12.18%	96	81	11	0
\$100,001 - \$150,000	278	18.01%	43	205	24	6
\$150,001 - \$225,000	396	25.65%	41	227	121	7
\$225,001 - \$275,000	176	11.40%	17	74	73	12
\$275,001 - \$425,000	261	16.90%	15	61	161	24
\$425,001 and up	159	10.30%	12	25	78	44
<b>Total New Listed Units</b>	<b>1,544</b>		<b>279</b>	<b>699</b>	<b>473</b>	<b>93</b>
<b>Total New Listed Volume</b>	<b>377,642,997</b>	<b>100%</b>	<b>41.60M</b>	<b>131.41M</b>	<b>151.63M</b>	<b>53.00M</b>
<b>Average New Listed Listing Price</b>	<b>\$193,442</b>		<b>\$149,108</b>	<b>\$187,994</b>	<b>\$320,571</b>	<b>\$569,937</b>

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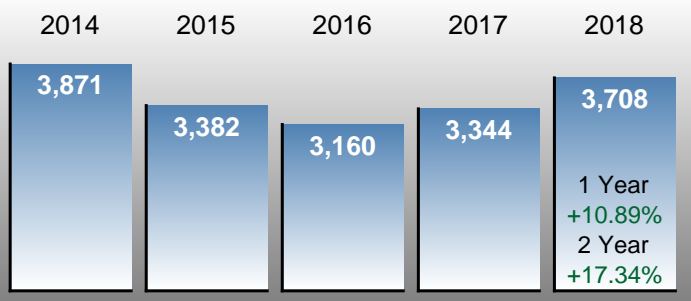
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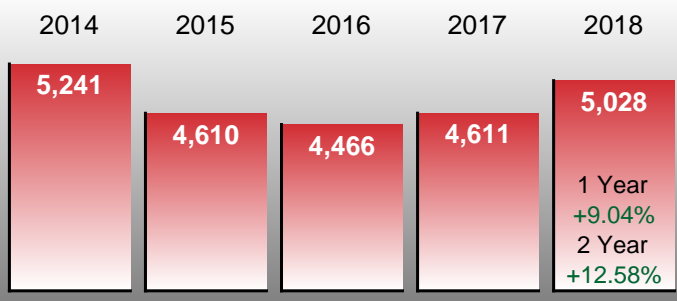
## ACTIVE INVENTORY

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

### END OF AUGUST



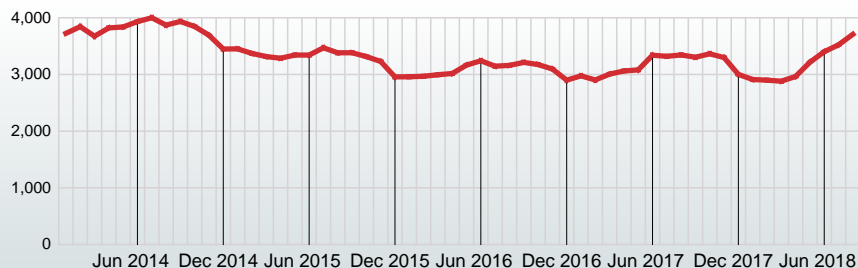
### ACTIVE DURING AUGUST



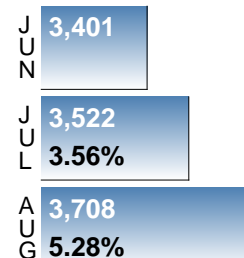
### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 3,493

3 MONTHS



**High**  
Jul 2014 = 4,000  
**Low**  
Mar 2018 = 2,881  
*Inventory*  
this month at **3,708**,  
above the 5 yr AUG  
average of **3,493**



### 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	240	6.47%	91.8	180	53	7	0
\$50,001 - \$100,000	417	11.25%	96.9	234	162	20	1
\$100,001 - \$175,000	694	18.72%	70.6	109	477	100	8
\$175,001 - \$275,000	911	24.57%	63.9	104	372	392	43
\$275,001 - \$375,000	590	15.91%	71.5	45	133	341	71
\$375,001 - \$625,000	472	12.73%	85.2	34	86	262	90
\$625,001 and up	384	10.36%	96.1	88	32	141	123
<b>Total Active Inventory by Units</b>	<b>3,708</b>			<b>794</b>	<b>1,315</b>	<b>1,263</b>	<b>336</b>
<b>Total Active Inventory by Volume</b>	<b>1,272,780,133</b>	<b>100%</b>	<b>77.9</b>	<b>273.80M</b>	<b>277.41M</b>	<b>495.66M</b>	<b>225.91M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$343,252</b>			<b>\$344,837</b>	<b>\$210,956</b>	<b>\$392,449</b>	<b>\$672,349</b>

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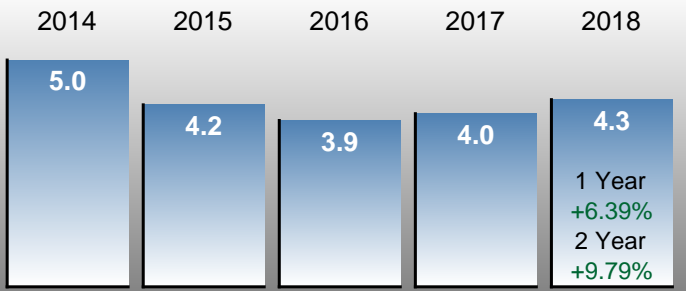
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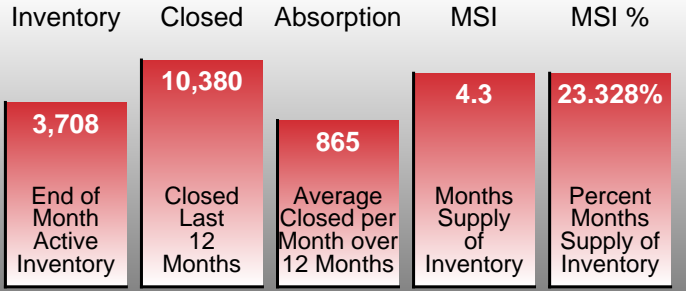
## MONTHS SUPPLY of INVENTORY (MSI)

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

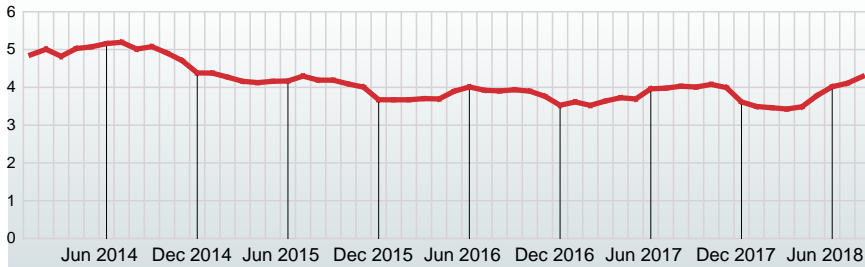
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2018



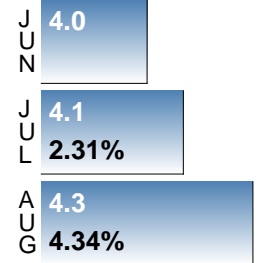
### 5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 4.3

3 MONTHS

**High**  
Jul 2014 = 5.2  
**Low**  
Mar 2018 = 3.4  
*Months Supply*  
this month at **4.3**,  
equal to 5 yr AUG  
average of **4.3**



### 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
\$50,000 and less	240	6.47%	4.3	5.4	2.6	3.0	0.0
\$50,001 - \$100,000	417	11.25%	3.5	6.6	2.2	2.7	3.0
\$100,001 - \$175,000	694	18.72%	2.4	4.0	2.2	2.5	2.1
\$175,001 - \$275,000	911	24.57%	4.0	9.1	3.4	4.0	4.5
\$275,001 - \$375,000	590	15.91%	6.2	12.6	5.2	6.1	6.5
\$375,001 - \$625,000	472	12.73%	8.4	15.1	8.1	8.1	8.0
\$625,001 and up	384	10.36%	19.7	55.6	13.7	15.0	19.9
Market Supply of Inventory (MSI)	4.3	100%	4.3	6.9	2.8	5.1	8.0
Total Active Inventory by Units	3,708			794	1,315	1,263	336

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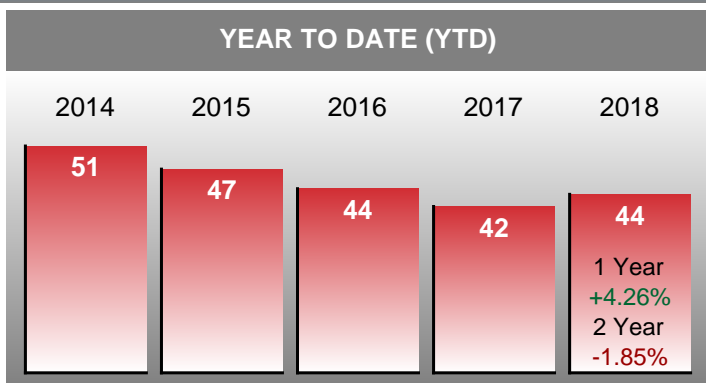
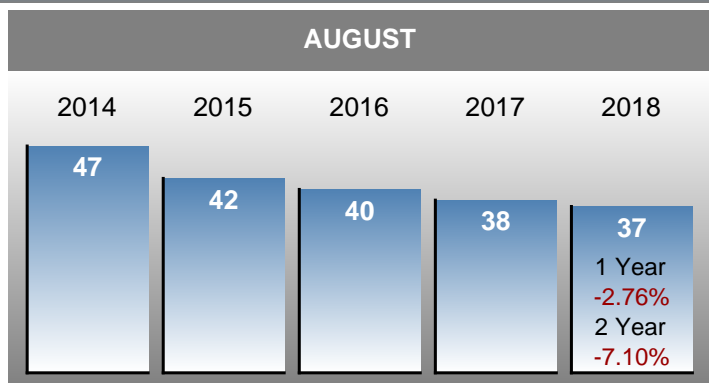
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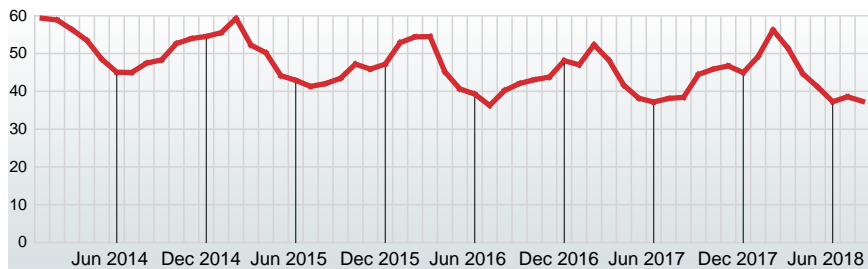
## AVERAGE DAYS ON MARKET TO SALE

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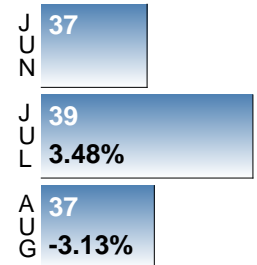
### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 41      3 MONTHS



**High**  
Jan 2014 = 59  
**Low**  
Jul 2016 = 36

Average Days on Market this month at **37**, below the 5 yr AUG average of **41**



### 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
\$75,000 and less	101	10.08%	36.2	38.2	34.2	28.3	0.0
\$75,001 - \$100,000	78	7.78%	24.4	16.9	26.2	45.1	0.0
\$100,001 - \$125,000	103	10.28%	28.0	33.2	27.2	23.3	0.0
\$125,001 - \$175,000	242	24.15%	31.0	34.4	29.4	39.4	27.4
\$175,001 - \$250,000	243	24.25%	40.2	69.5	35.8	42.5	37.8
\$250,001 - \$350,000	127	12.67%	45.3	20.0	33.6	51.4	48.3
\$350,001 and up	108	10.78%	55.4	25.7	41.8	59.9	62.5
<b>Average Closed DOM</b>			37.4	34.1	31.4	47.9	47.6
<b>Total Closed Units</b>		100%	37.4	138	524	292	48
<b>Total Closed Volume</b>			207,250,724	15.46M	89.49M	83.88M	18.43M

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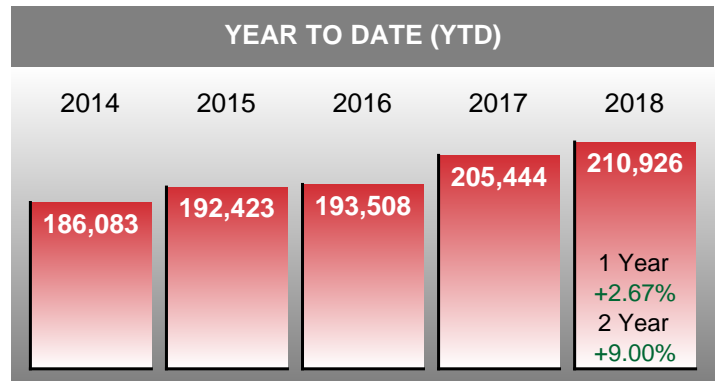
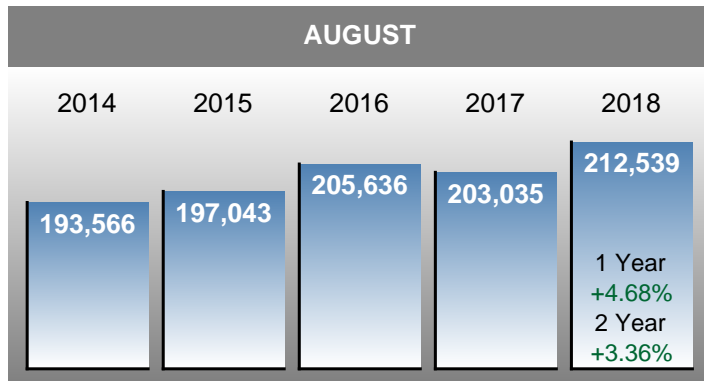
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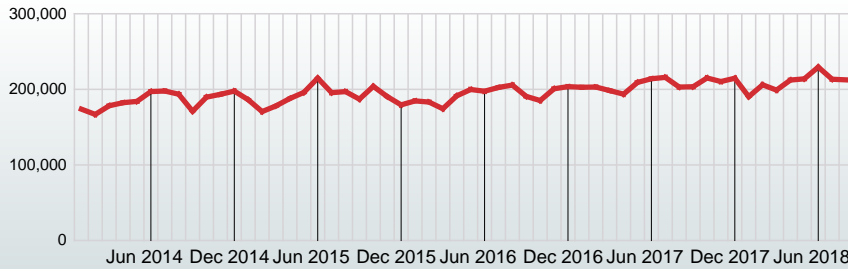
## AVERAGE LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 202,364**      **3 MONTHS**



**High**  
Jun 2018 = 229,436  
**Low**  
Feb 2014 = 166,826  
*Average List Price*  
this month at **212,539**,  
above the 5 yr AUG  
average of **202,364**

**JUN** 229,436  
**JUL** 213,377  
**-7.00%**  
**AUG** 212,539  
**-0.39%**

### 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
\$75,000 and less	91	9.08%	51,188	49,436	62,593	69,333	0
\$75,001 - \$100,000	80	7.98%	88,634	89,386	93,430	79,857	0
\$100,001 - \$125,000	96	9.58%	116,650	121,018	119,948	119,513	0
\$125,001 - \$175,000	254	25.35%	153,104	139,182	153,840	161,924	157,357
\$175,001 - \$250,000	242	24.15%	210,122	213,508	208,814	213,781	213,500
\$250,001 - \$350,000	125	12.48%	298,618	309,000	298,849	300,945	320,091
\$350,001 and up	114	11.38%	552,211	436,333	636,245	524,586	679,685
<b>Average List Price</b>			212,539	117,215	174,754	295,064	397,067
<b>Total Closed Units</b>		100%	212,539	138	524	292	48
<b>Total Closed Volume</b>			212,964,342	16.18M	91.57M	86.16M	19.06M

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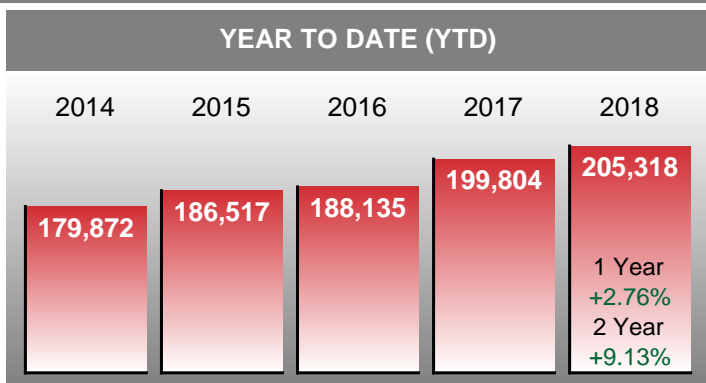
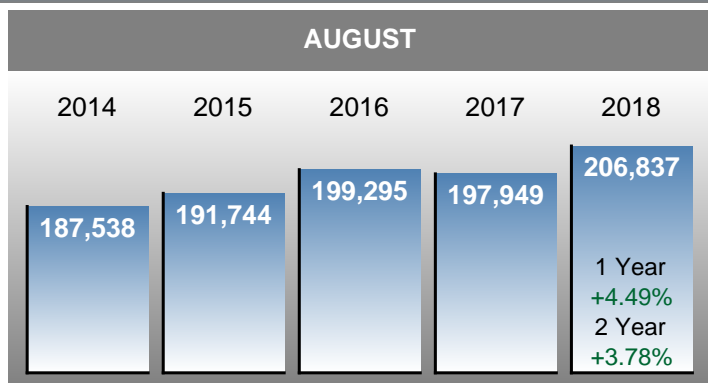
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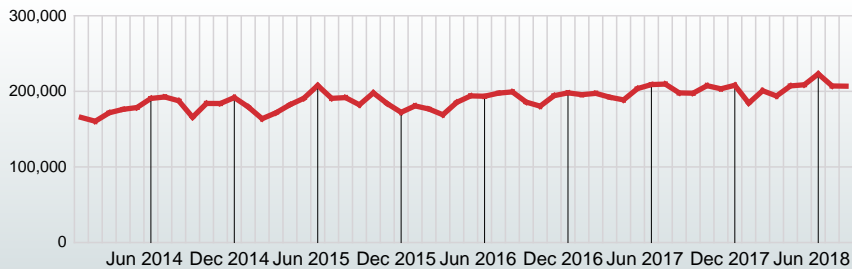
## AVERAGE SOLD PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 196,673**      **3 MONTHS**



**High**  
Jun 2018 = 223,051  
**Low**  
Feb 2014 = 160,458  
*Average Sold Price*  
this month at **206,837**,  
above the 5 yr AUG  
average of **196,673**

JUN	223,051
JUL	207,116
AUG	206,837
	<b>-7.14%</b>
	<b>-0.13%</b>

### 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
\$75,000 and less	101	10.08%	49,725	46,248	55,025	37,500	0
\$75,001 - \$100,000	78	7.78%	87,806	86,647	89,256	83,915	0
\$100,001 - \$125,000	103	10.28%	115,022	112,782	115,468	116,113	0
\$125,001 - \$175,000	242	24.15%	152,552	136,001	152,328	158,859	154,016
\$175,001 - \$250,000	243	24.25%	207,759	206,142	205,535	210,343	211,909
\$250,001 - \$350,000	127	12.67%	295,191	295,417	290,914	293,850	314,841
\$350,001 and up	108	10.78%	542,963	419,500	619,448	506,632	648,741
<b>Average Sold Price</b>			206,837	112,018	170,777	287,251	383,911
<b>Total Closed Units</b>		100%	206,837	138	524	292	48
<b>Total Closed Volume</b>			207,250,724	15.46M	89.49M	83.88M	18.43M

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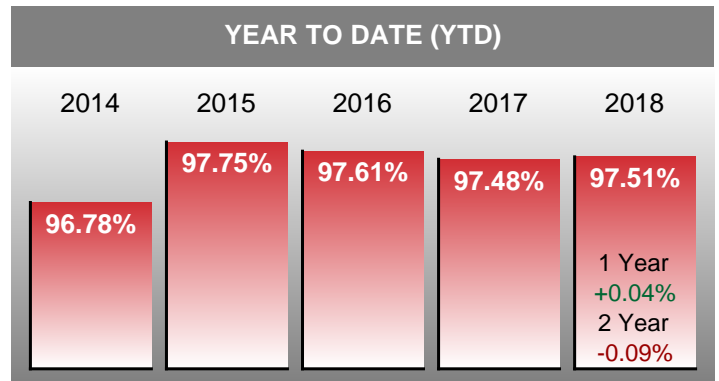
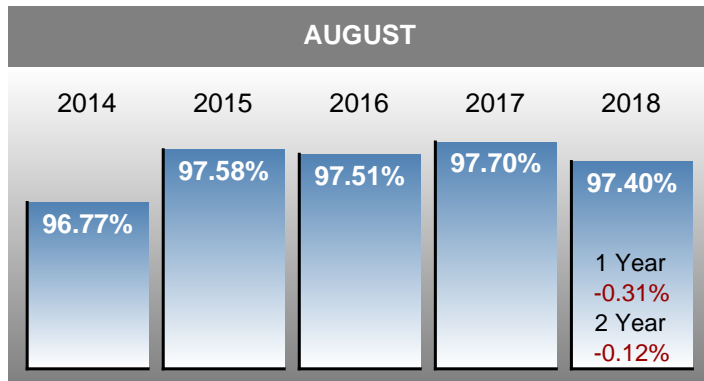
# August 2018

Area Delimited by County Of Tulsa



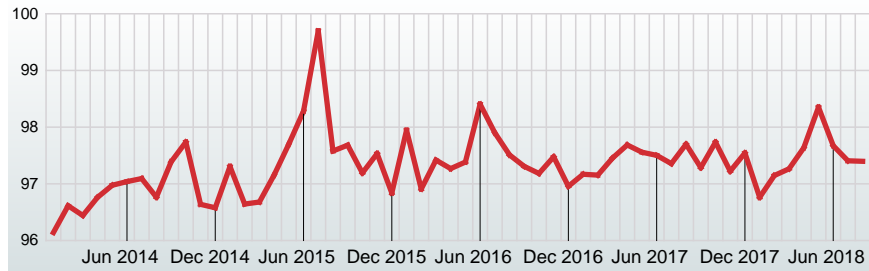
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 97.39%**      **3 MONTHS**



**High**  
Jul 2015 = 99.70%  
**Low**  
Jan 2014 = 96.14%  
*Average Sold/List Ratio*  
this month at **97.40%**,  
equal to 5 yr AUG  
average of **97.39%**

JUN	97.67%
JUL	97.41%
AUG	-0.27%
AUG	97.40%
AUG	-0.01%

### 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
\$75,000 and less	101	10.08%	91.71%	94.10%	90.43%	66.19%	0.00%
\$75,001 - \$100,000	78	7.78%	97.51%	97.48%	95.77%	108.14%	0.00%
\$100,001 - \$125,000	103	10.28%	96.35%	93.79%	96.88%	97.40%	0.00%
\$125,001 - \$175,000	242	24.15%	98.86%	97.77%	99.08%	98.19%	97.94%
\$175,001 - \$250,000	243	24.25%	98.47%	96.43%	98.54%	98.52%	99.33%
\$250,001 - \$350,000	127	12.67%	97.64%	95.66%	97.39%	97.75%	98.50%
\$350,001 and up	108	10.78%	97.67%	96.27%	96.51%	98.39%	96.52%
<b>Average Sold/List Ratio</b>			97.40%	95.42%	97.47%	98.11%	97.93%
<b>Total Closed Units</b>	1,002	100%	97.40%	138	524	292	48
<b>Total Closed Volume</b>	207,250,724			15.46M	89.49M	83.88M	18.43M

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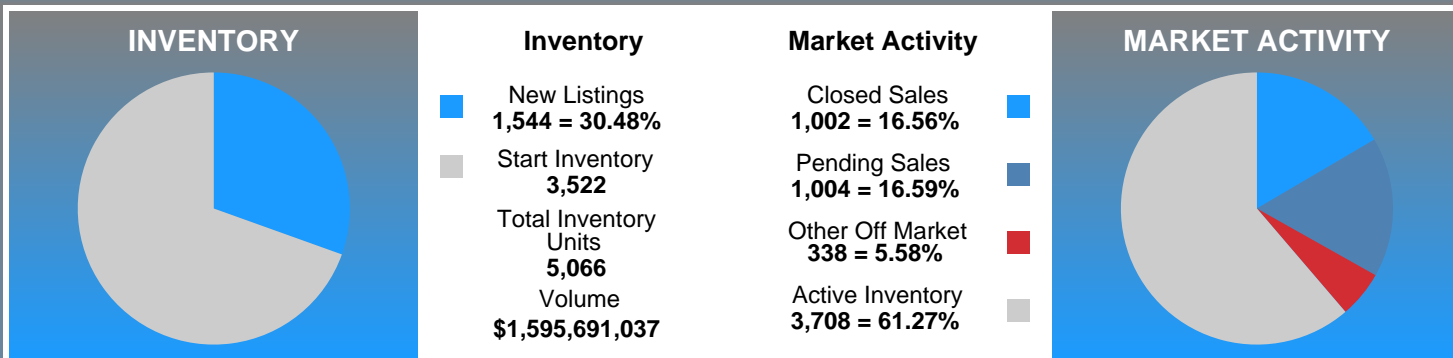
# August 2018

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## MARKET SUMMARY

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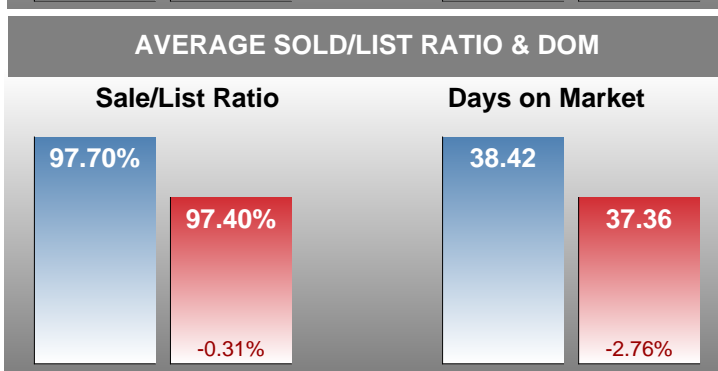
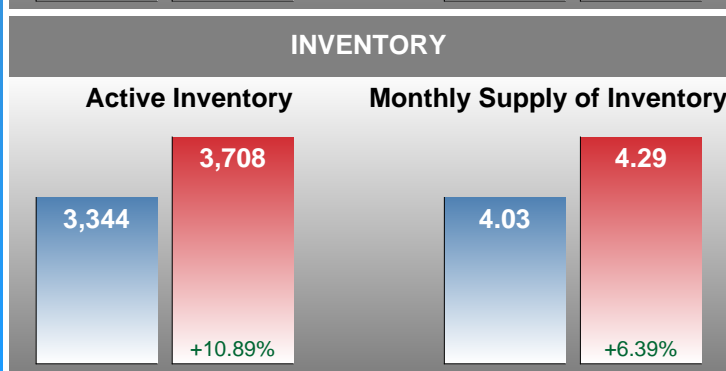
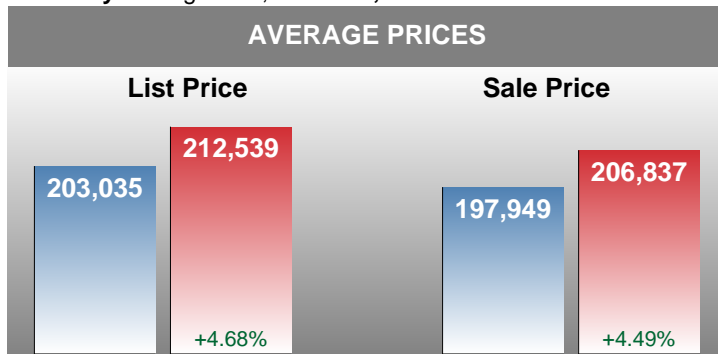
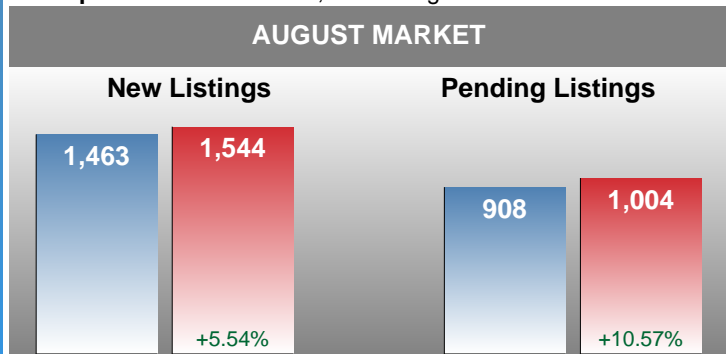


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	909	1,002	10.23%	6,771	7,190	6.19%
Pending Sales	908	1,004	10.57%	7,334	7,739	5.52%
New Listings	1,463	1,544	5.54%	11,863	11,940	0.65%
Average List Price	203,035	212,539	4.68%	205,444	210,926	2.67%
Average Sale Price	197,949	206,837	4.49%	199,804	205,318	2.76%
Average Percent of Selling Price to List Price	97.70%	97.40%	-0.31%	97.48%	97.51%	0.04%
Average Days on Market to Sale	38.42	37.36	-2.76%	41.85	43.64	4.26%
Monthly Inventory	3,344	3,708	10.89%	3,344	3,708	10.89%
Months Supply of Inventory	4.03	4.29	6.39%	4.03	4.29	6.39%

**Absorption:** Last 12 months, an Average of **865** Sales/Month

**Inventory on August 31, 2018 = 3,708**

2017 2018



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Email: support@mlstechnology.com