

## August 2018

Area Delimited by County Of Washington

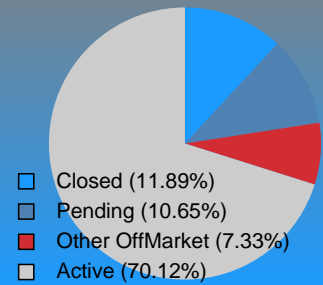


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	96	86	-10.42%
Pending Listings	76	77	1.32%
New Listings	147	160	8.84%
Average List Price	150,673	141,869	-5.84%
Average Sale Price	145,001	137,931	-4.88%
Average Percent of List Price to Selling Price	96.56%	99.33%	2.87%
Average Days on Market to Sale	46.71	36.86	-21.08%
End of Month Inventory	476	507	6.51%
Months Supply of Inventory	6.92	7.60	9.70%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **67** Sales/Month  
**Active Inventory** as of August 31, 2018 = **507**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2018 rose **6.51%** to 507 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **7.60** MSI for this period.

## Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.88%** in August 2018 to \$137,931 versus the previous year at \$145,001.

## Average Days on Market Shortens

The average number of **36.86** days that homes spent on the market before selling decreased by 9.85 days or **21.08%** in August 2018 compared to last year's same month at **46.71** DOM.

## Sales Success for August 2018 is Positive

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

There were 160 New Listings in August 2018, up **8.84%** from last year at 147. Furthermore, there were 86 Closed Listings this month versus last year at 96, a **-10.42%** decrease.

Closed versus Listed trends yielded a **53.8%** ratio, down from previous year's, August 2017, at **65.3%**, a **17.70%** downswing. 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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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

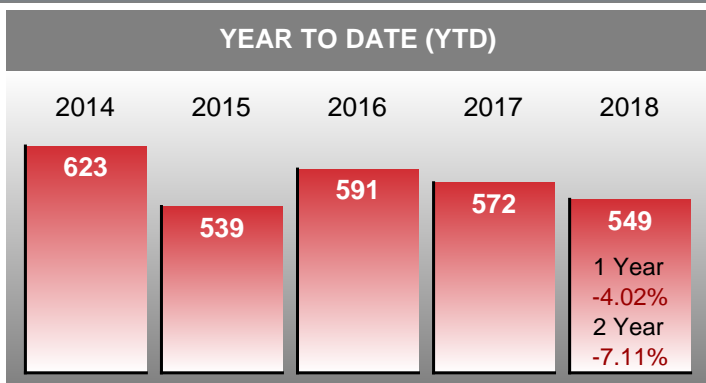
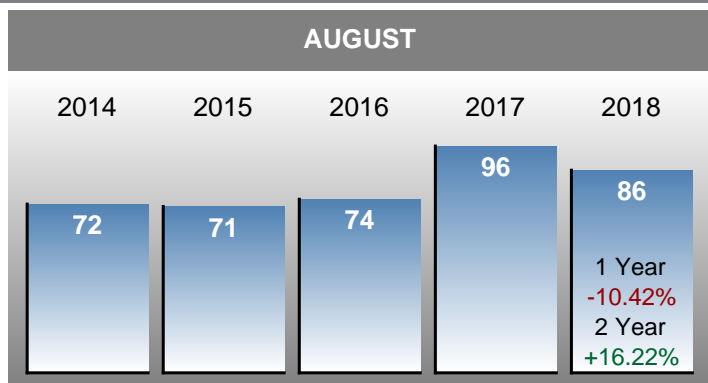
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## CLOSED LISTINGS

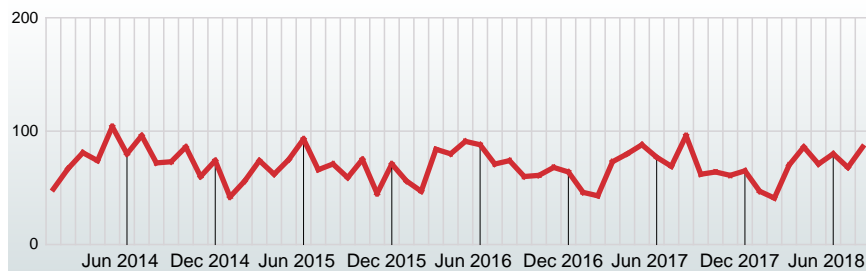
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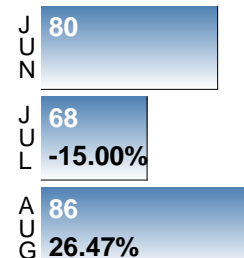
### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 80

3 MONTHS



**High**  
May 2014 = 104  
**Low**  
Feb 2018 = 41  
*Closed Listings*  
this month at **86**,  
above the 5 yr AUG  
average of **80**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	8.14%	37.7	4	2	1	0
\$40,001 - \$70,000	12	13.95%	39.0	3	9	0	0
\$70,001 - \$80,000	10	11.63%	42.2	1	8	0	1
\$80,001 - \$130,000	24	27.91%	35.6	4	17	3	0
\$130,001 - \$160,000	10	11.63%	21.7	0	5	4	1
\$160,001 - \$270,000	14	16.28%	27.1	1	4	9	0
\$270,001 and up	9	10.47%	62.8	0	4	4	1
<b>Total Closed Units</b>	<b>86</b>			<b>13</b>	<b>49</b>	<b>21</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>11,862,034</b>	<b>100%</b>	<b>36.9</b>	<b>848.83K</b>	<b>6.08M</b>	<b>4.22M</b>	<b>719.05K</b>
<b>Average Closed Price</b>	<b>\$137,931</b>			<b>\$65,294</b>	<b>\$124,036</b>	<b>\$200,781</b>	<b>\$239,683</b>

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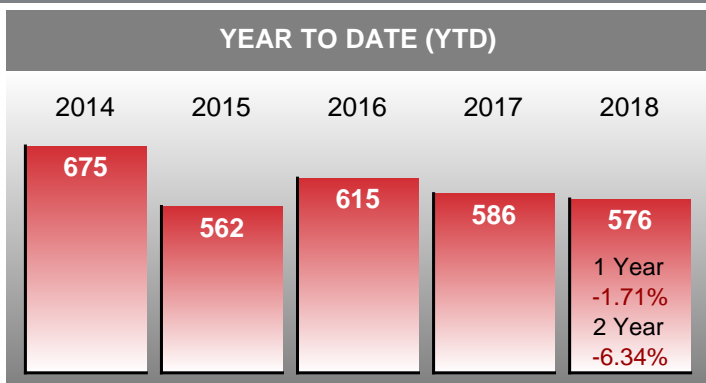
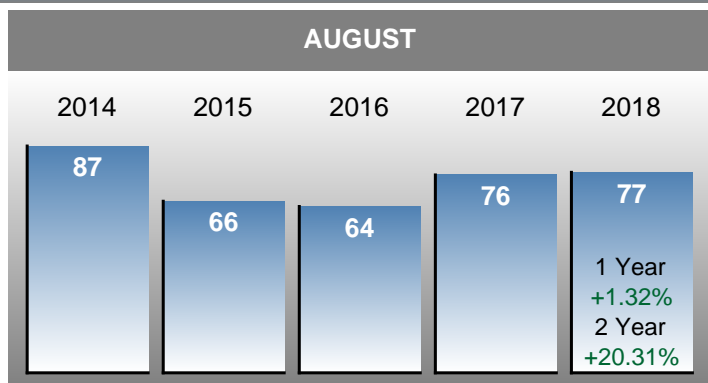
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## PENDING LISTINGS

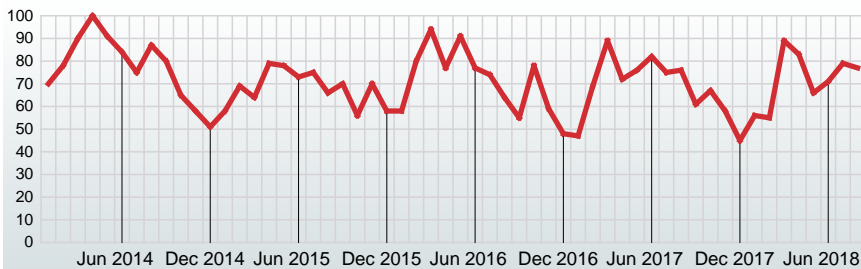
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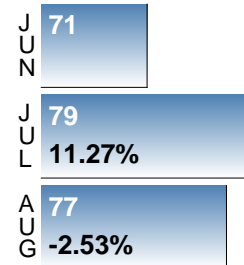
### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 74

3 MONTHS



**High**  
Apr 2014 = 100  
**Low**  
Dec 2017 = 45  
*Pending Listings*  
this month at **77**,  
above the 5 yr AUG  
average of **74**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	10.39%	9.0	3	4	1	0
\$30,001 - \$50,000	8	10.39%	56.4	2	6	0	0
\$50,001 - \$70,000	10	12.99%	41.1	1	9	0	0
\$70,001 - \$120,000	18	23.38%	39.8	0	13	5	0
\$120,001 - \$160,000	15	19.48%	41.9	1	8	6	0
\$160,001 - \$200,000	9	11.69%	36.9	1	5	3	0
\$200,001 and up	9	11.69%	14.9	0	2	7	0
<b>Total Pending Units</b>	<b>77</b>			<b>8</b>	<b>47</b>	<b>22</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,961,900</b>	<b>100%</b>	<b>27.7</b>	<b>545.70K</b>	<b>4.77M</b>	<b>3.64M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$105,928</b>			<b>\$68,213</b>	<b>\$101,572</b>	<b>\$165,559</b>	<b>\$0</b>

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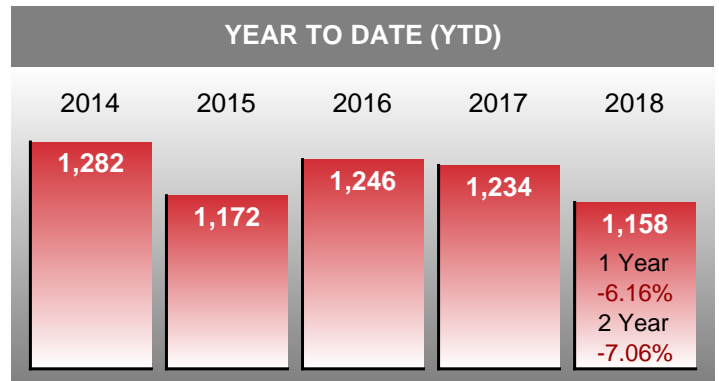
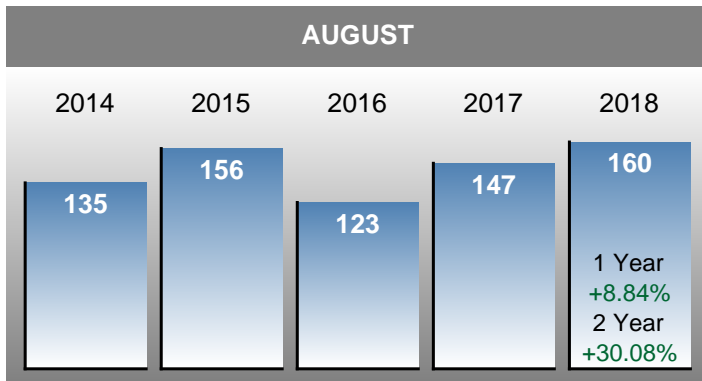
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## NEW LISTINGS

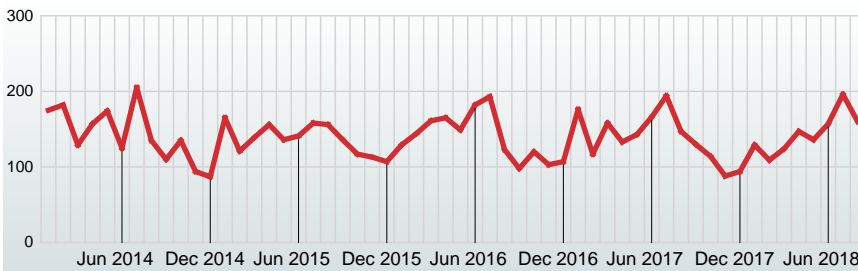
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 144

3 MONTHS



**High**  
Jul 2014 = 205  
**Low**  
Dec 2014 = 87  
*New Listings*  
this month at **160**,  
above the 5 yr AUG  
average of **144**

JUN	157
JUL	196
<b>AUG</b>	<b>160</b>
	<b>-18.37%</b>

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	9	5.63%	8	0	1	0
\$20,001 - \$60,000	19	11.88%	12	7	0	0
\$60,001 - \$80,000	31	19.38%	22	8	1	0
\$80,001 - \$140,000	41	25.63%	8	26	7	0
\$140,001 - \$200,000	25	15.63%	3	14	6	2
\$200,001 - \$270,000	16	10.00%	0	7	9	0
\$270,001 and up	19	11.88%	2	3	11	3
<b>Total New Listed Units</b>	<b>160</b>		<b>55</b>	<b>65</b>	<b>35</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>22,088,799</b>	<b>100%</b>	<b>4.41M</b>	<b>8.79M</b>	<b>7.70M</b>	<b>1.19M</b>
<b>Average New Listed Listing Price</b>	<b>\$66,514</b>		<b>\$80,096</b>	<b>\$135,157</b>	<b>\$220,103</b>	<b>\$238,940</b>

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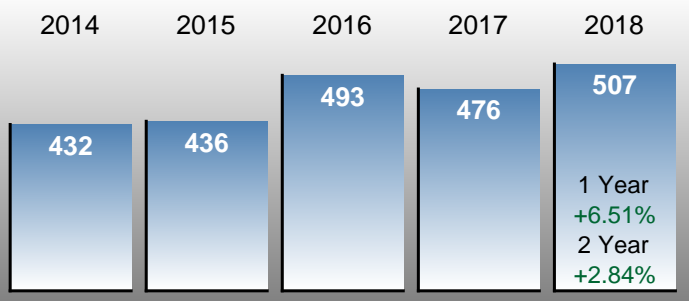
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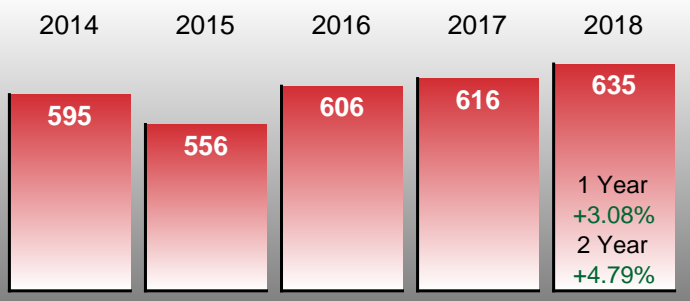
## ACTIVE INVENTORY

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### END OF AUGUST



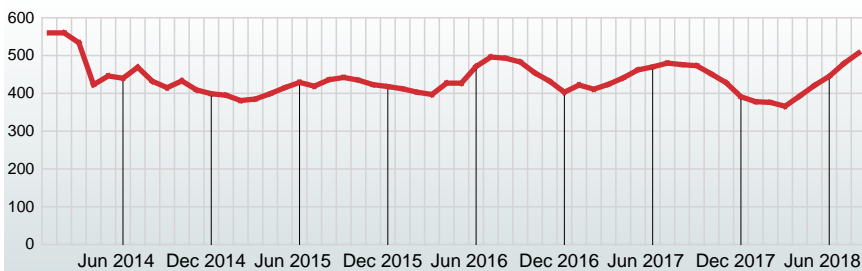
### ACTIVE DURING AUGUST



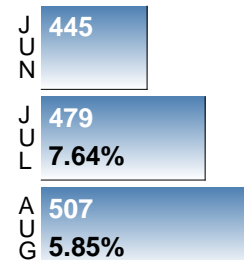
### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 469

3 MONTHS



**High**  
Feb 2014 = 560  
**Low**  
Mar 2018 = 366  
*Inventory*  
this month at **507**,  
above the 5 yr AUG  
average of **469**



### 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	48	9.47%	78.8	45	3	0	0
\$25,001 - \$50,000	63	12.43%	71.2	50	12	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	173	34.12%	70.2	84	76	13	0
\$125,001 - \$225,000	106	20.91%	69.8	10	53	41	2
\$225,001 - \$325,000	62	12.23%	68.4	4	15	38	5
\$325,001 and up	55	10.85%	95.3	18	7	25	5
<b>Total Active Inventory by Units</b>	<b>507</b>			<b>211</b>	<b>166</b>	<b>118</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>84,045,251</b>	<b>100%</b>	<b>73.6</b>	<b>25.71M</b>	<b>23.03M</b>	<b>30.74M</b>	<b>4.57M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$165,770</b>			<b>\$121,834</b>	<b>\$138,723</b>	<b>\$260,489</b>	<b>\$381,033</b>

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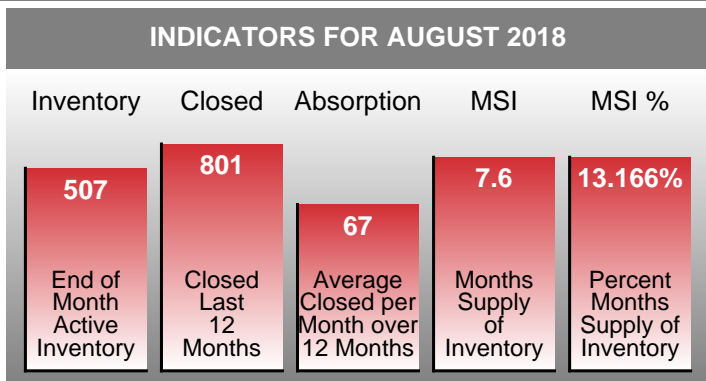
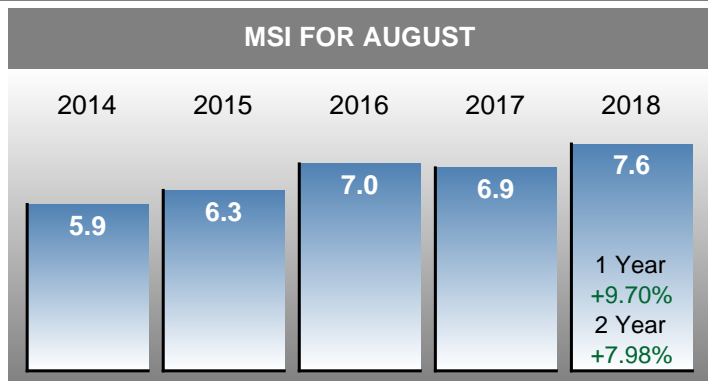
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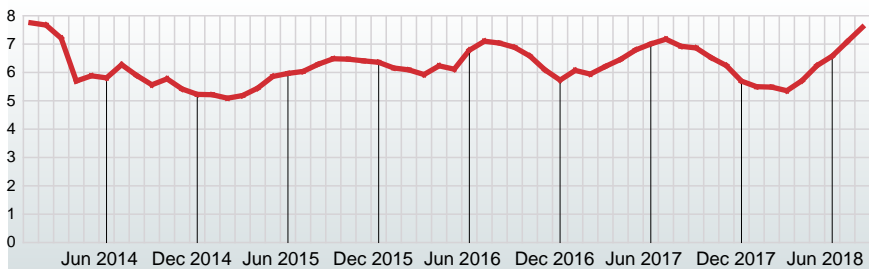


## MONTHS SUPPLY of INVENTORY (MSI)

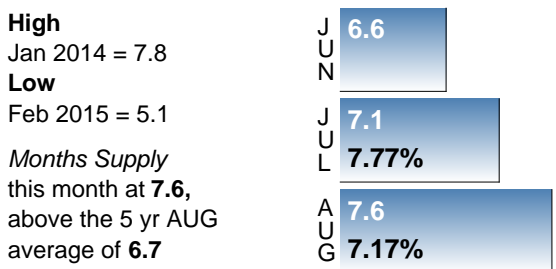
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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr AUG AVG = 6.7**      **3 MONTHS**



### 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
\$20,000 and less	39	7.69%	20.3	40.4	2.7	0.0	0.0
\$20,001 - \$50,000	72	14.20%	9.1	20.5	2.9	1.7	0.0
\$50,001 - \$70,000	72	14.20%	10.8	28.2	4.8	12.0	0.0
\$70,001 - \$140,000	129	25.44%	5.2	13.3	4.0	4.7	0.0
\$140,001 - \$220,000	75	14.79%	5.4	10.5	5.5	5.2	2.4
\$220,001 - \$340,000	67	13.21%	7.9	24.0	7.1	7.7	8.0
\$340,001 and up	53	10.45%	18.2	216.0	14.0	13.1	8.0
<b>Market Supply of Inventory (MSI)</b>	<b>7.6</b>	<b>100%</b>	<b>7.6</b>	<b>22.6</b>	<b>4.6</b>	<b>6.5</b>	<b>4.2</b>
<b>Total Active Inventory by Units</b>	<b>507</b>			<b>211</b>	<b>166</b>	<b>118</b>	<b>12</b>

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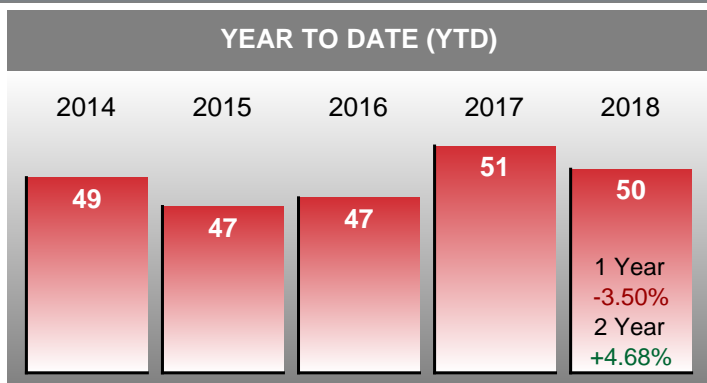
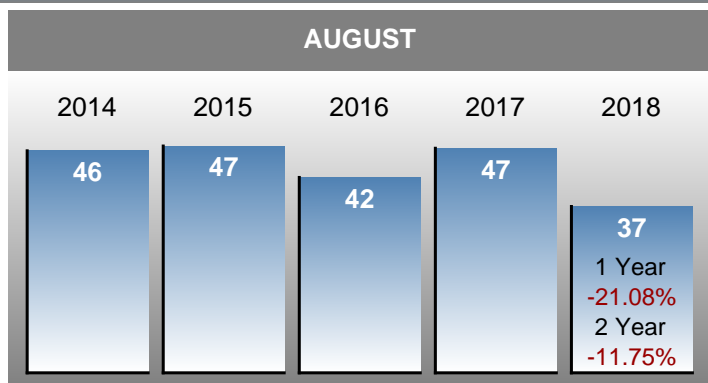
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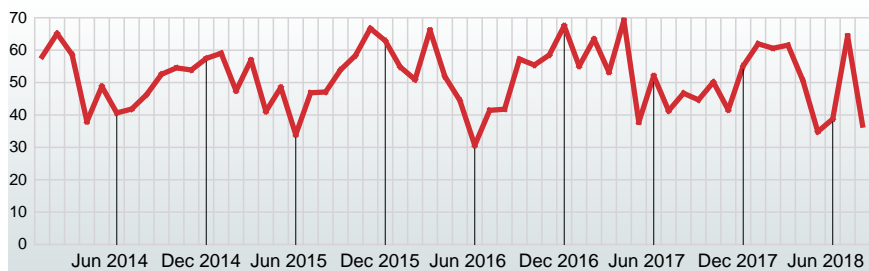
## AVERAGE DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 44**      **3 MONTHS**



**High**  
Apr 2017 = 69  
**Low**  
Jun 2016 = 31  
*Average Days on Market*  
this month at **37**,  
below the 5 yr AUG  
average of **44**

JUN	39
JUL	64
AUG	37
<b>66.15%</b>	
<b>-42.75%</b>	

### 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
\$40,000 and less	7	8.14%	37.7	56.8	17.5	2.0	0.0
\$40,001 \$70,000	12	13.95%	39.0	26.3	43.2	0.0	0.0
\$70,001 \$80,000	10	11.63%	42.2	38.0	40.9	0.0	57.0
\$80,001 \$130,000	24	27.91%	35.6	26.5	39.4	26.3	0.0
\$130,001 \$160,000	10	11.63%	21.7	0.0	25.4	8.0	58.0
\$160,001 \$270,000	14	16.28%	27.1	52.0	15.0	29.8	0.0
\$270,001 and up	9	10.47%	62.8	0.0	44.5	81.8	60.0
<b>Average Closed DOM</b>			<b>36.9</b>	<b>38.6</b>	<b>36.4</b>	<b>33.7</b>	<b>58.3</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>36.9</b>	<b>13</b>	<b>49</b>	<b>21</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>11,862,034</b>	<b>848.83K</b>	<b>6.08M</b>	<b>4.22M</b>	<b>719.05K</b>

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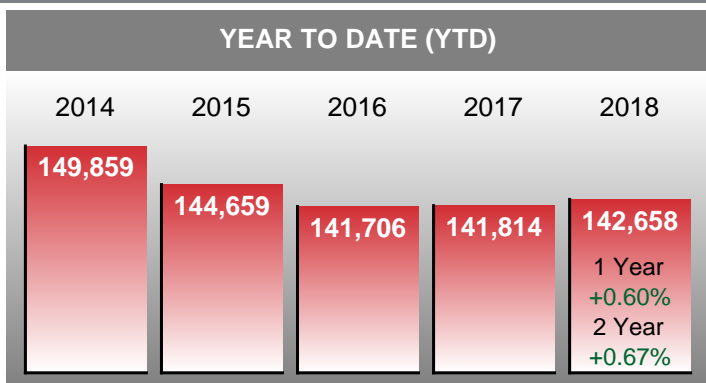
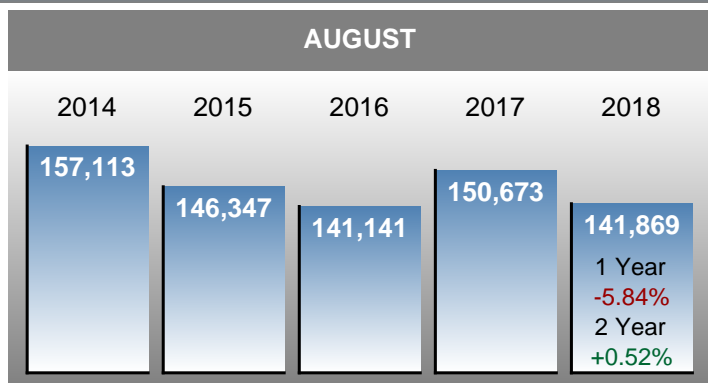
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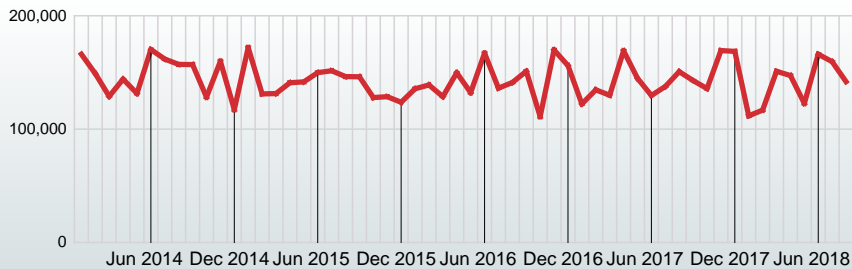
## AVERAGE LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 147,429      3 MONTHS



**High**  
Jan 2015 = 171,894  
**Low**  
Oct 2016 = 111,092  
*Average List Price*  
this month at **141,869**,  
below the 5 yr AUG  
average of **147,429**

JUN	166,085
JUL	159,472
AUG	141,869
	-3.98%
	-11.04%

### 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
\$40,000 and less	8	9.30%	19,489	17,003	21,500	19,900	0
\$40,001 - \$70,000	11	12.79%	56,609	51,667	59,911	0	0
\$70,001 - \$80,000	9	10.47%	76,733	79,900	78,025	0	89,800
\$80,001 - \$130,000	25	29.07%	110,466	103,625	108,256	119,000	0
\$130,001 - \$160,000	10	11.63%	149,550	0	146,160	151,200	159,900
\$160,001 - \$270,000	13	15.12%	201,892	230,000	176,375	218,233	0
\$270,001 and up	10	11.63%	384,980	0	410,975	360,225	490,000
<b>Average List Price</b>			141,869	72,878	125,040	208,890	246,567
<b>Total Closed Units</b>		100%	141,869	13	49	21	3
<b>Total Closed Volume</b>			12,200,759	947.41K	6.13M	4.39M	739.70K

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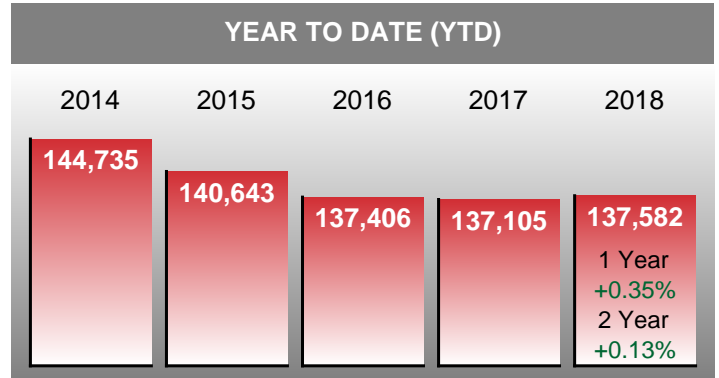
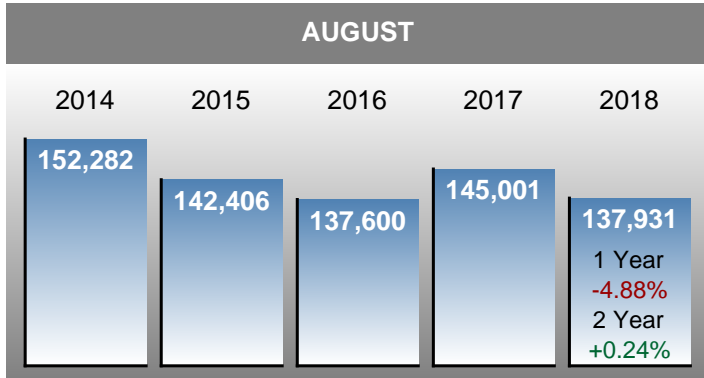
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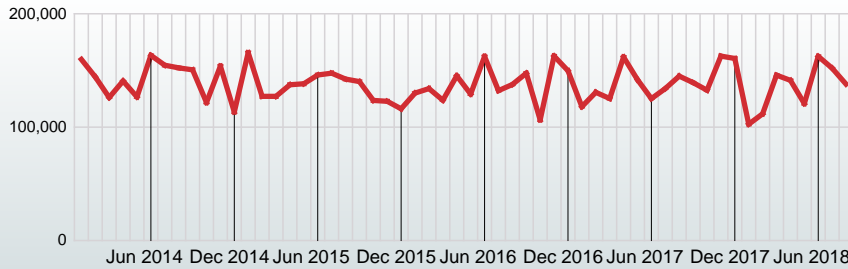
## AVERAGE SOLD PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 143,044**      **3 MONTHS**



**High**  
Jan 2015 = 165,666  
**Low**  
Jan 2018 = 102,591  
*Average Sold Price*  
this month at **137,931**,  
below the 5 yr AUG  
average of **143,044**

JUN	162,456
JUL	151,989
AUG	137,931
<b>-6.44%</b>	
<b>-9.25%</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
\$40,000 and less	7	8.14%	15,714	14,250	19,500	14,000	0
\$40,001 - \$70,000	12	13.95%	56,498	50,667	58,442	0	0
\$70,001 - \$80,000	10	11.63%	76,040	73,000	75,925	0	80,000
\$80,001 - \$130,000	24	27.91%	107,693	96,207	111,194	103,167	0
\$130,001 - \$160,000	10	11.63%	148,358	0	144,356	150,475	159,900
\$160,001 - \$270,000	14	16.28%	197,643	182,000	176,000	209,000	0
\$270,001 and up	9	10.47%	386,494	0	397,325	352,500	479,150
<b>Average Sold Price</b>			<b>137,931</b>	<b>65,294</b>	<b>124,036</b>	<b>200,781</b>	<b>239,683</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>137,931</b>	<b>13</b>	<b>49</b>	<b>21</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>11,862,034</b>	<b>848.83K</b>	<b>6.08M</b>	<b>4.22M</b>	<b>719.05K</b>

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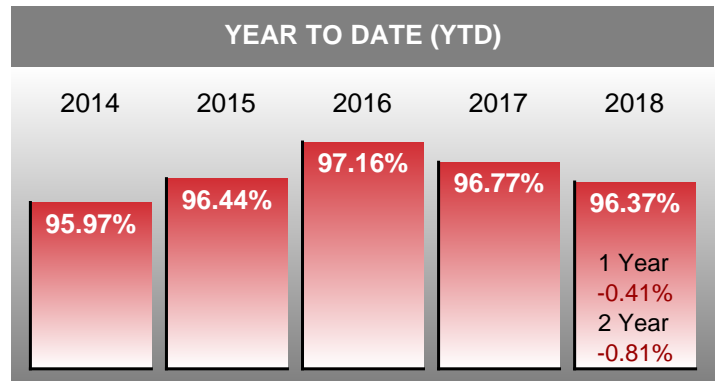
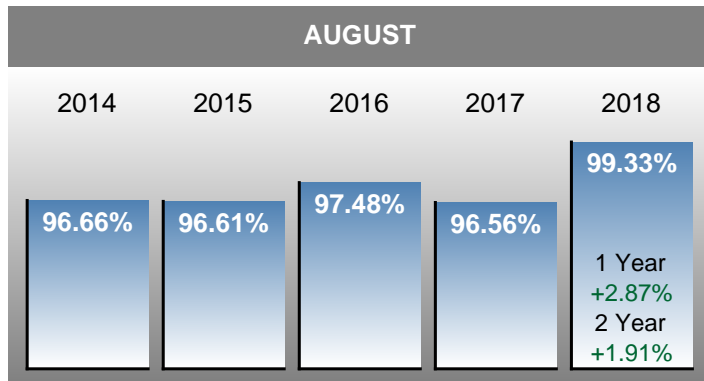
# August 2018

Area Delimited by County Of Washington



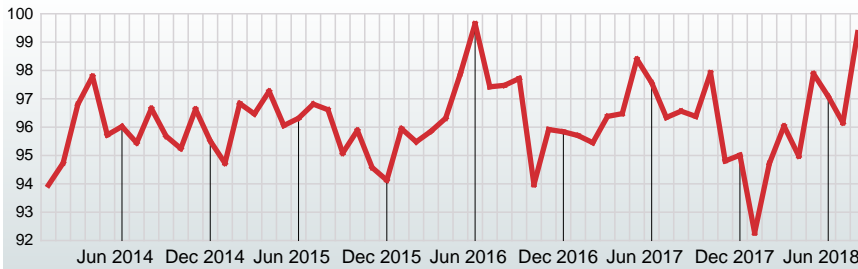
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 97.33%**      **3 MONTHS**



**High**  
Jun 2016 = 99.65%

**Low**  
Jan 2018 = 92.27%

*Average Sold/List Ratio*  
this month at **99.33%**,  
above the 5 yr AUG  
average of **97.33%**

JUN	97.09%
JUL	96.15%
AUG	<b>99.33%</b>
<b>3.31%</b>	

### 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
\$40,000 and less	7	8.14%	81.61%	80.47%	89.52%	70.35%	0.00%
\$40,001 - \$70,000	12	13.95%	97.85%	98.18%	97.74%	0.00%	0.00%
\$70,001 - \$80,000	10	11.63%	95.97%	91.36%	97.41%	0.00%	89.09%
\$80,001 - \$130,000	24	27.91%	109.37%	92.88%	117.30%	86.38%	0.00%
\$130,001 - \$160,000	10	11.63%	99.30%	0.00%	98.99%	99.51%	100.00%
\$160,001 - \$270,000	14	16.28%	95.72%	79.13%	99.80%	95.75%	0.00%
\$270,001 and up	9	10.47%	97.74%	0.00%	97.51%	97.97%	97.79%
<b>Average Sold/List Ratio</b>			<b>99.30%</b>	<b>89.11%</b>	<b>104.41%</b>	<b>94.34%</b>	<b>95.62%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>99.30%</b>	<b>13</b>	<b>49</b>	<b>21</b>	<b>3</b>
<b>Total Closed Volume</b>				<b>848.83K</b>	<b>6.08M</b>	<b>4.22M</b>	<b>719.05K</b>

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# August 2018

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## MARKET SUMMARY

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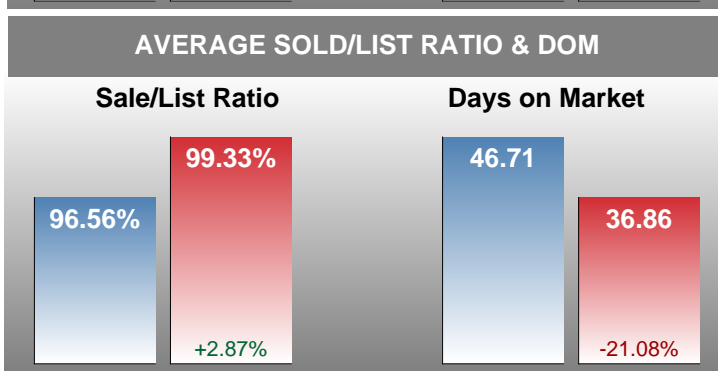
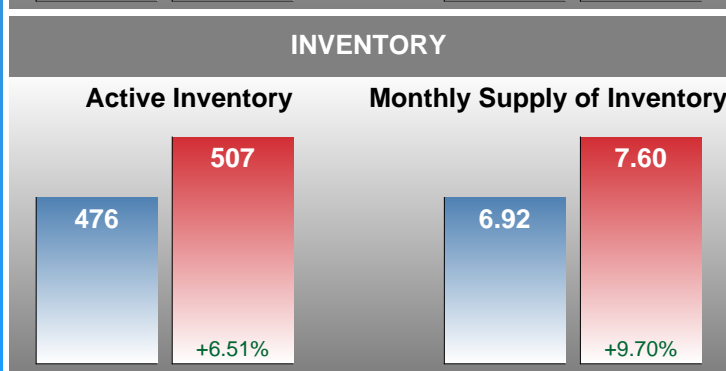
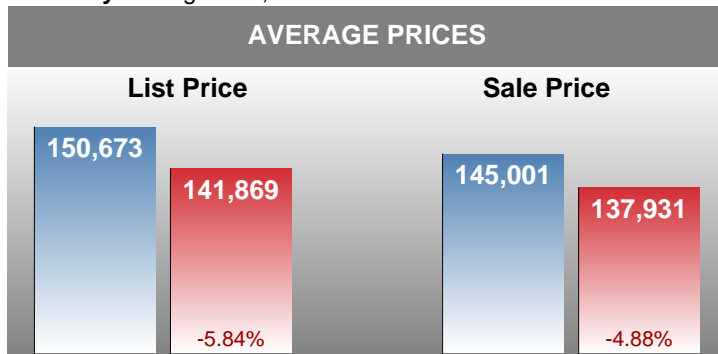
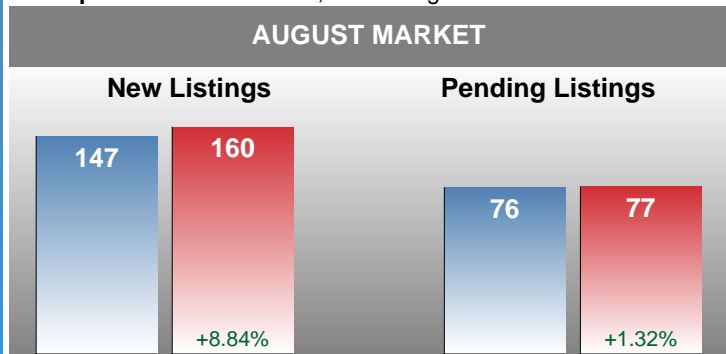


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	96	86	-10.42%	572	549	-4.02%
Pending Sales	76	77	1.32%	586	576	-1.71%
New Listings	147	160	8.84%	1,234	1,158	-6.16%
Average List Price	150,673	141,869	-5.84%	141,814	142,658	0.60%
Average Sale Price	145,001	137,931	-4.88%	137,105	137,582	0.35%
Average Percent of Selling Price to List Price	96.56%	99.33%	2.87%	96.77%	96.37%	-0.41%
Average Days on Market to Sale	46.71	36.86	-21.08%	51.30	49.51	-3.50%
Monthly Inventory	476	507	6.51%	476	507	6.51%
Months Supply of Inventory	6.92	7.60	9.70%	6.92	7.60	9.70%

**Absorption:** Last 12 months, an Average of **67** Sales/Month

**Inventory on August 31, 2018 = 507**

2017 2018



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Email: support@mlstechnology.com