



September 2018

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

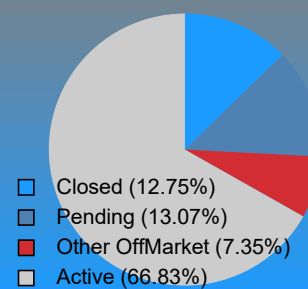


MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2018 for MLS Technology Inc.

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	1,215	1,131	-6.91%
Pending Listings	1,171	1,159	-1.02%
New Listings	1,998	1,757	-12.06%
Average List Price	191,549	193,790	1.17%
Average Sale Price	186,023	188,358	1.26%
Average Percent of List Price to Selling Price	97.44%	97.13%	-0.32%
Average Days on Market to Sale	44.84	42.22	-5.85%
End of Month Inventory	5,473	5,927	8.30%
Months Supply of Inventory	4.52	4.75	5.11%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,248** Sales/Month
Active Inventory as of September 30, 2018 = **5,927**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2018 rose **8.30%** to 5,927 existing homes available for sale. Over the last 12 months this area has had an average of 1,248 closed sales per month. This represents an unsold inventory index of **4.75** 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 **1.26%** in September 2018 to \$188,358 versus the previous year at \$186,023.

Average Days on Market Shortens

The average number of **42.22** days that homes spent on the market before selling decreased by 2.62 days or **5.85%** in September 2018 compared to last year's same month at **44.84** DOM.

Sales Success for September 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 1,757 New Listings in September 2018, down **12.06%** from last year at 1,998. Furthermore, there were 1,131 Closed Listings this month versus last year at 1,215, a **-6.91%** decrease.

Closed versus Listed trends yielded a **64.4%** ratio, up from previous year's, September 2017, at **60.8%**, a **5.85%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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 to find a REALTOR® today.



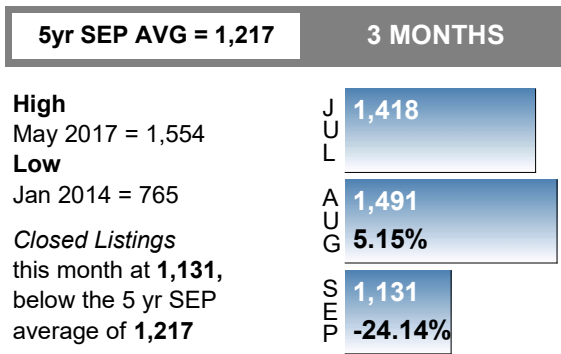
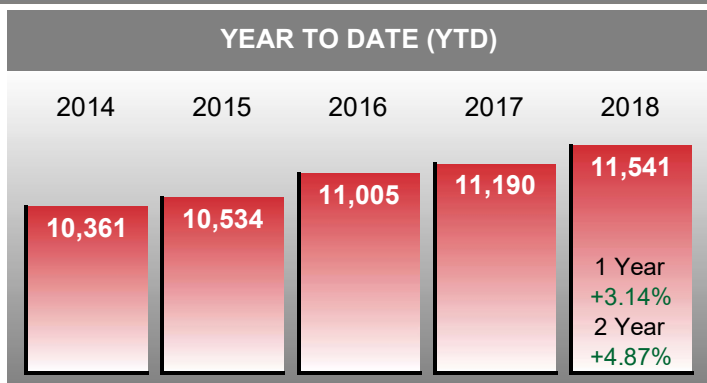
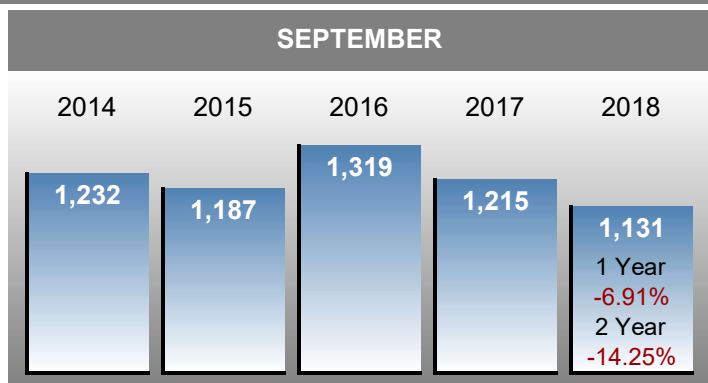
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CLOSED LISTINGS

Report produced on Oct 11, 2018 for MLS Technology Inc.



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	82	7.25%	47.1	44	36	2	0
\$50,001 - \$100,000	159	14.06%	45.9	55	90	14	0
\$100,001 - \$125,000	111	9.81%	36.4	16	88	7	0
\$125,001 - \$175,000	293	25.91%	36.2	30	225	36	2
\$175,001 - \$225,000	184	16.27%	37.4	8	107	66	3
\$225,001 - \$325,000	189	16.71%	49.4	9	64	101	15
\$325,001 and up	113	9.99%	50.8	3	28	68	14
Total Closed Units	1,131			165	638	294	34
Total Closed Volume	213,033,411	100%	42.2	17.05M	101.33M	81.30M	13.35M
Average Closed Price	\$188,358			\$103,311	\$158,824	\$276,545	\$392,749

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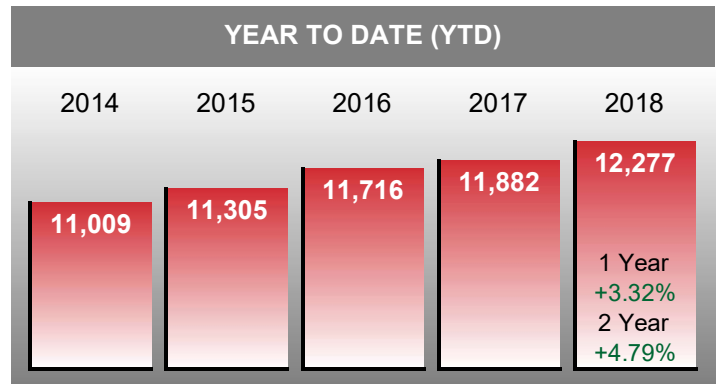
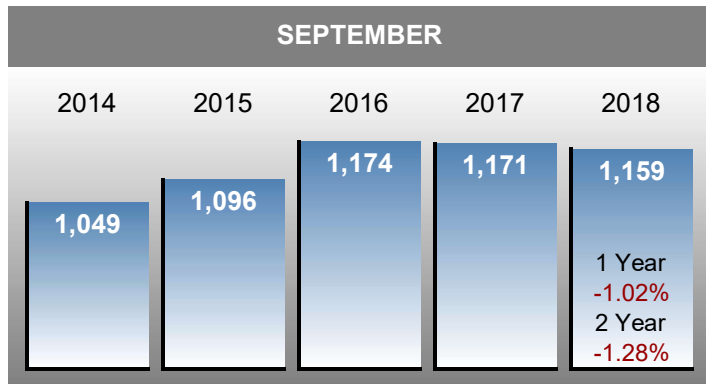
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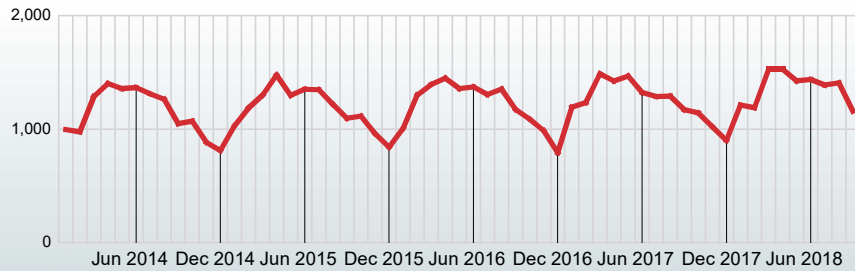
PENDING LISTINGS

Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 1,130 **3 MONTHS**



High
Apr 2018 = 1,528
Low
Dec 2016 = 792
Pending Listings
this month at **1,159**,
above the 5 yr SEP
average of **1,130**

JUL	1,389
AUG	1,408
SEP	1,159
	-17.68%

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	102	8.80%	53.7	56	42	4	0
\$50,001 - \$75,000	63	5.44%	67.3	29	29	5	0
\$75,001 - \$125,000	190	16.39%	47.5	49	120	19	2
\$125,001 - \$175,000	297	25.63%	39.3	27	219	47	4
\$175,001 - \$225,000	198	17.08%	41.1	8	113	71	6
\$225,001 - \$325,000	182	15.70%	55.7	7	67	85	23
\$325,001 and up	127	10.96%	62.2	5	24	72	26
Total Pending Units	1,159			181	614	303	61
Total Pending Volume	225,024,270	100%	36.2	19.43M	99.03M	81.14M	25.42M
Average Listing Price	\$184,443			\$107,337	\$161,285	\$267,799	\$416,796

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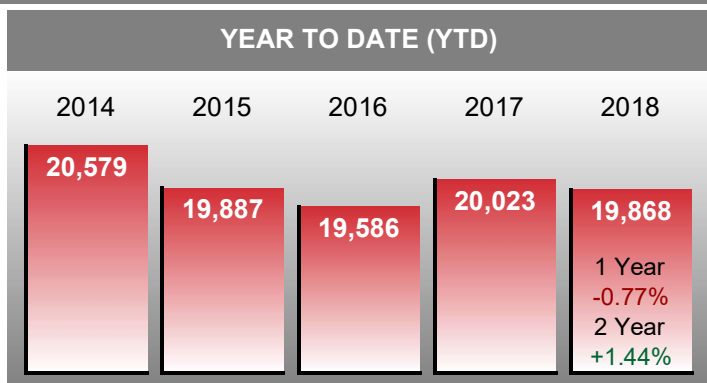
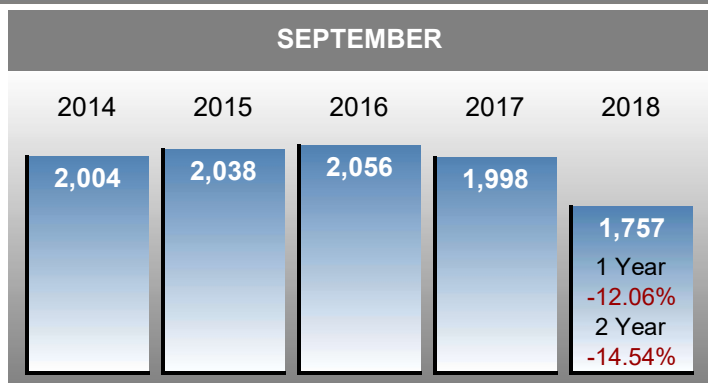
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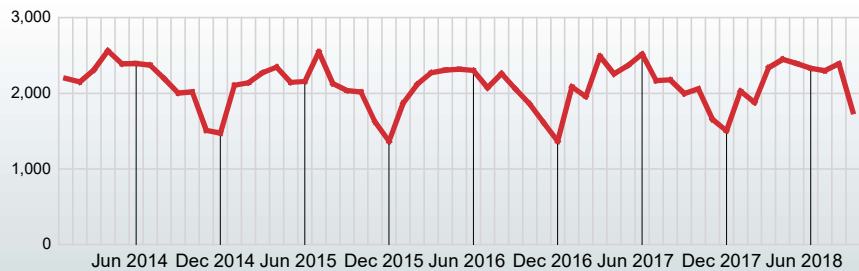
NEW LISTINGS

Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 1,971 **3 MONTHS**



High
Apr 2014 = 2,563
Low
Dec 2015 = 1,365
New Listings
this month at **1,757**,
below the 5 yr SEP
average of **1,971**

JUL	2,299
AUG	2,391
SEP	1,757
	-26.52%

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	148	8.42%	112	32	3	1
\$50,001 - \$100,000	231	13.15%	112	101	15	3
\$100,001 - \$125,000	121	6.89%	20	89	9	3
\$125,001 - \$200,000	526	29.94%	64	360	95	7
\$200,001 - \$275,000	275	15.65%	20	129	114	12
\$275,001 - \$450,000	280	15.94%	26	79	148	27
\$450,001 and up	176	10.02%	31	29	70	46
Total New Listed Units	1,757		385	819	454	99
Total New Listed Volume	435,993,798	100%	73.11M	156.91M	150.02M	55.95M
Average New Listed Listing Price	\$208,032		\$189,895	\$191,586	\$330,445	\$565,182

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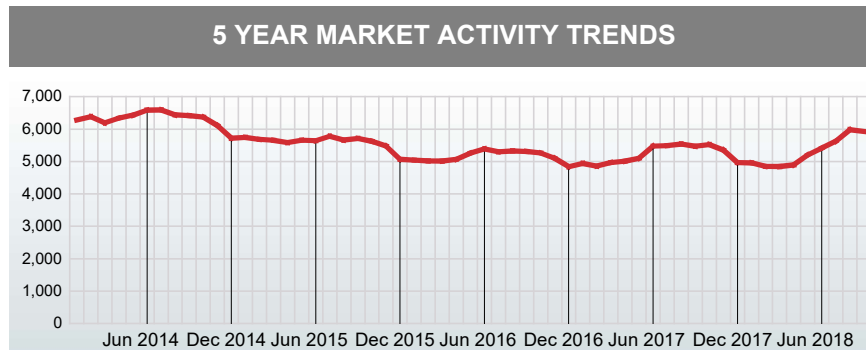
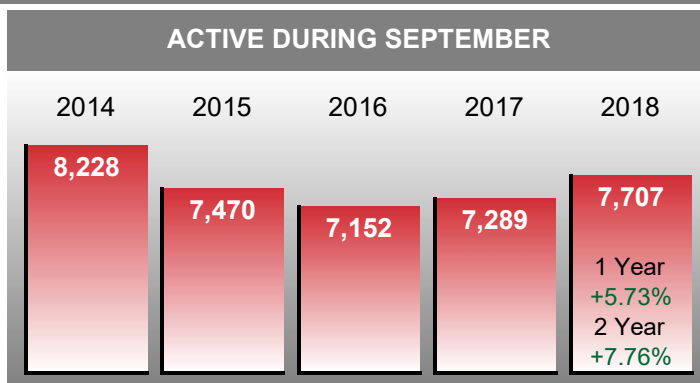
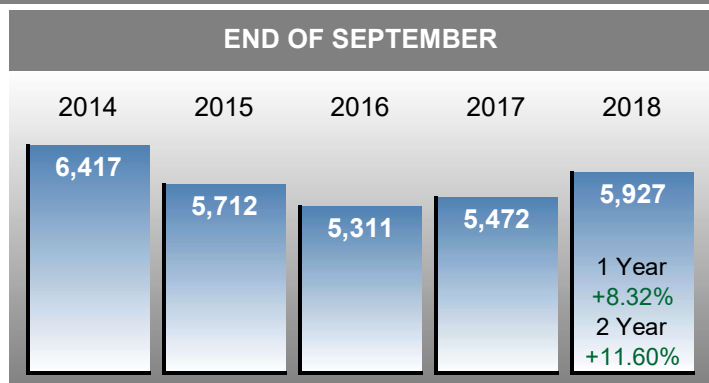
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ACTIVE INVENTORY

Report produced on Oct 11, 2018 for MLS Technology Inc.



5yr SEP AVG = 5,768

3 MONTHS

High
Jul 2014 = 6,593

Low
Dec 2016 = 4,840

Inventory
this month at **5,927**,
above the 5 yr SEP
average of **5,768**

JUL 5,627

AUG 5,983
6.33%

SEP 5,927
-0.94%

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	232	3.91%	110.0	214	12	4	2
\$25,001 - \$75,000	811	13.68%	89.5	593	192	25	1
\$75,001 - \$150,000	1,138	19.20%	77.5	358	652	111	17
\$150,001 - \$250,000	1,547	26.10%	73.1	225	802	481	39
\$250,001 - \$325,000	712	12.01%	75.6	79	205	368	60
\$325,001 - \$550,000	888	14.98%	84.0	86	189	470	143
\$550,001 and up	599	10.11%	103.9	153	68	206	172
Total Active Inventory by Units	5,927			1,708	2,120	1,665	434
Total Active Inventory by Volume	1,766,292,544	100%	82.7	435.19M	438.23M	614.90M	277.98M
Average Active Inventory Listing Price	\$298,008			\$254,794	\$206,712	\$369,307	\$640,505

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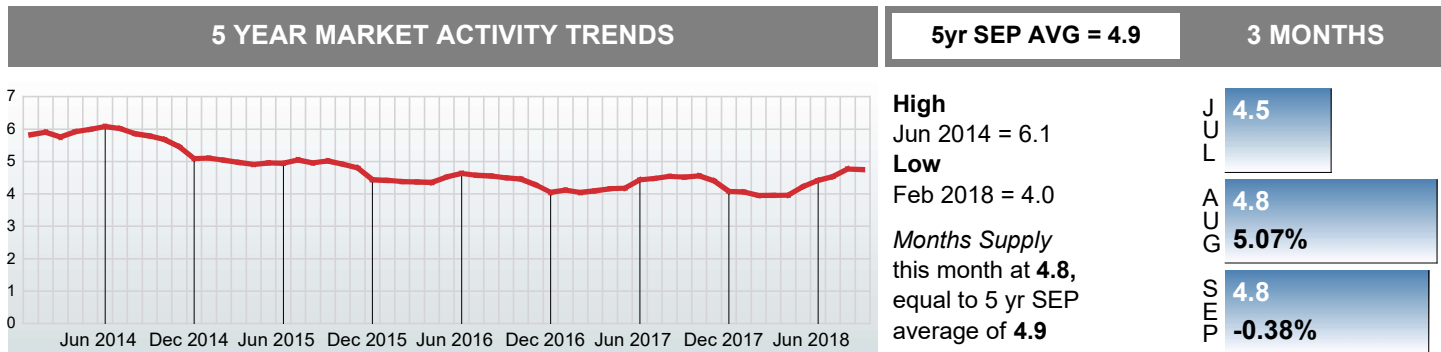
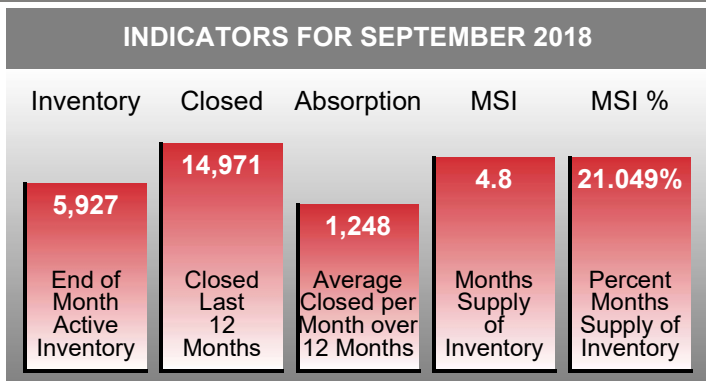
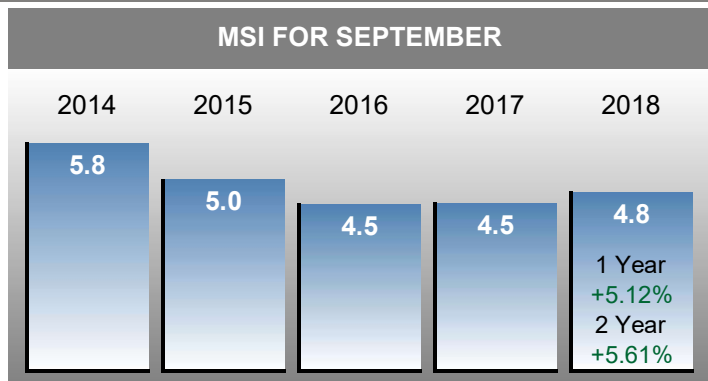
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MONTHS SUPPLY of INVENTORY (MSI)

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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	232	3.91%	6.8	8.4	1.6	4.4	12.0
\$25,001 - \$75,000	811	13.68%	5.4	8.0	2.8	3.2	2.4
\$75,001 - \$150,000	1,138	19.20%	3.1	6.6	2.3	3.1	5.5
\$150,001 - \$250,000	1,547	26.10%	3.7	10.4	3.2	3.5	3.7
\$250,001 - \$325,000	712	12.01%	5.5	13.9	5.0	5.3	4.9
\$325,001 - \$550,000	888	14.98%	8.1	18.8	7.9	7.3	8.8
\$550,001 and up	599	10.11%	18.7	55.6	19.0	12.7	17.9
Market Supply of Inventory (MSI)	4.8	100%	4.8	9.1	3.1	5.0	8.3
Total Active Inventory by Units	5,927			1,708	2,120	1,665	434

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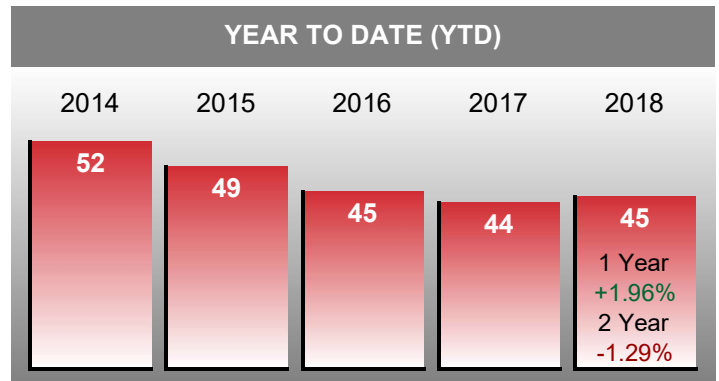
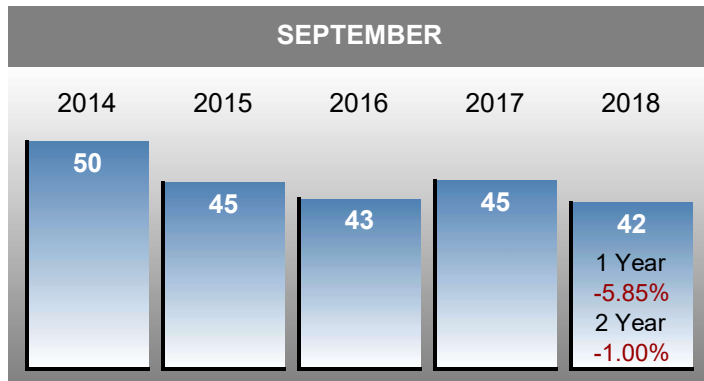
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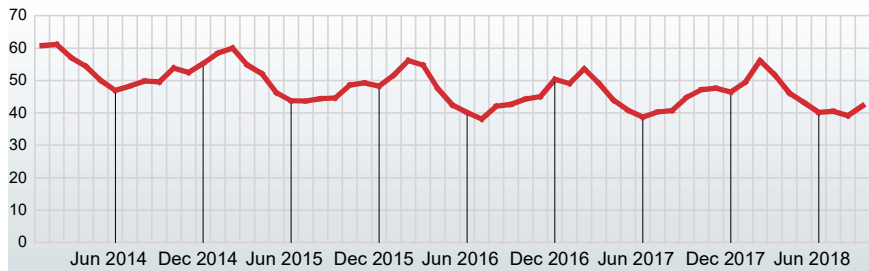


AVERAGE DAYS ON MARKET TO SALE

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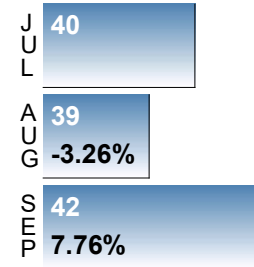


5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 45 **3 MONTHS**

High
Feb 2014 = 61
Low
Jul 2016 = 38
Average Days on Market
this month at **42**,
below the 5 yr SEP
average of **45**



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	82	7.25%	47.1	46.5	47.9	44.0	0.0
\$50,001 - \$100,000	159	14.06%	45.9	52.8	39.8	57.9	0.0
\$100,001 - \$125,000	111	9.81%	36.4	43.8	37.3	7.9	0.0
\$125,001 - \$175,000	293	25.91%	36.2	51.0	32.4	48.4	18.0
\$175,001 - \$225,000	184	16.27%	37.4	12.5	36.5	42.0	36.0
\$225,001 - \$325,000	189	16.71%	49.4	63.2	40.4	55.4	38.8
\$325,001 and up	113	9.99%	50.8	19.3	45.6	51.1	67.0
Average Closed DOM	42.2			47.9	37.1	49.4	48.9
Total Closed Units	1,131	100%	42.2	165	638	294	34
Total Closed Volume	213,033,411			17.05M	101.33M	81.30M	13.35M

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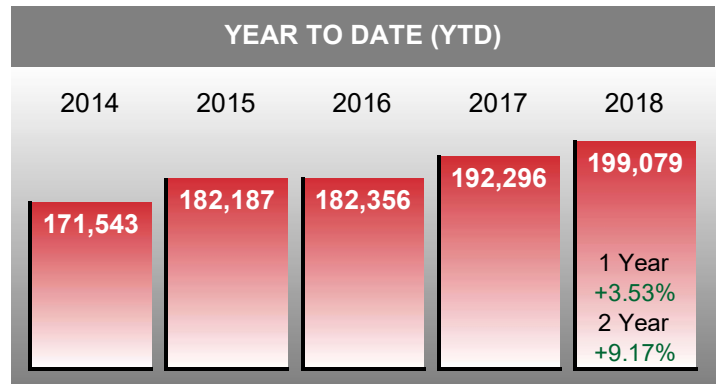
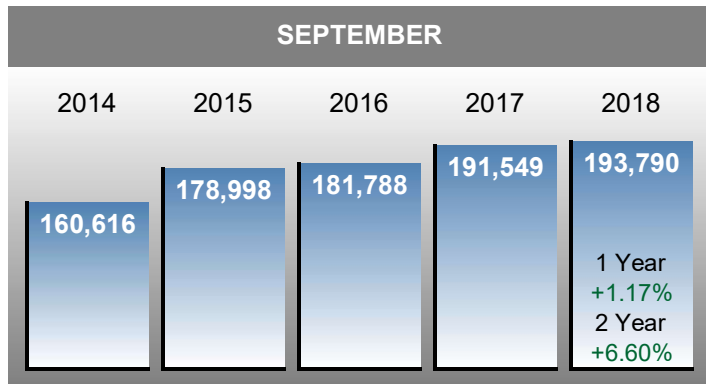
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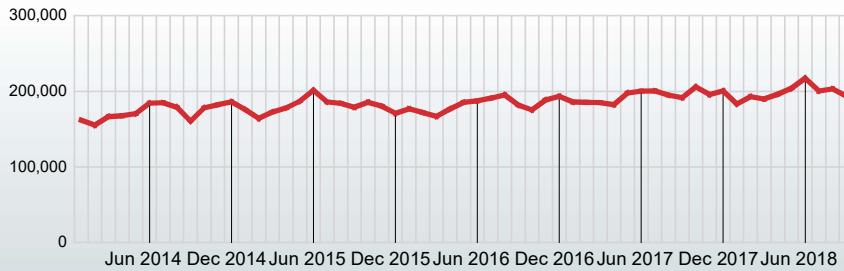
AVERAGE LIST PRICE AT CLOSING

Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 181,348 **3 MONTHS**



High
Jun 2018 = 217,299
Low
Feb 2014 = 155,354
Average List Price
this month at **193,790**,
above the 5 yr SEP
average of **181,348**

JUL	200,569
AUG	203,299
SEP	193,790
1.36%	
-4.68%	

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	78	6.90%	33,987	33,600	37,139	41,498	0
\$50,001 - \$100,000	159	14.06%	80,344	79,128	82,289	90,686	0
\$100,001 - \$125,000	97	8.58%	115,916	115,831	118,294	121,771	0
\$125,001 - \$175,000	287	25.38%	149,919	154,593	153,050	158,337	152,450
\$175,001 - \$225,000	197	17.42%	196,759	198,800	200,387	202,535	199,933
\$225,001 - \$325,000	194	17.15%	270,689	268,886	270,412	276,612	281,707
\$325,001 and up	119	10.52%	489,120	574,967	401,284	506,364	626,721
Average List Price			193,790	109,435	162,340	284,500	408,953
Total Closed Units		100%	1,131	165	638	294	34
Total Closed Volume			219,176,955	18.06M	103.57M	83.64M	13.90M

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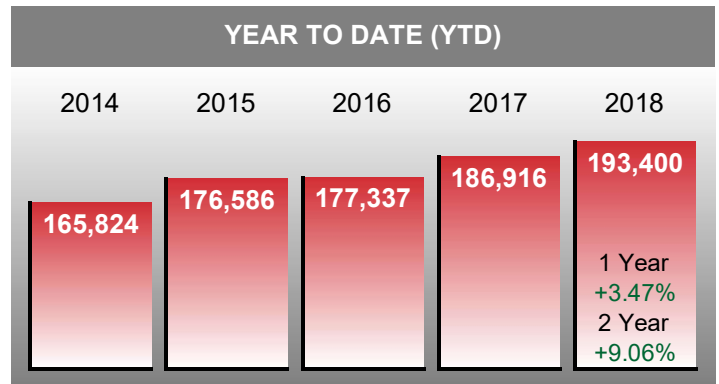
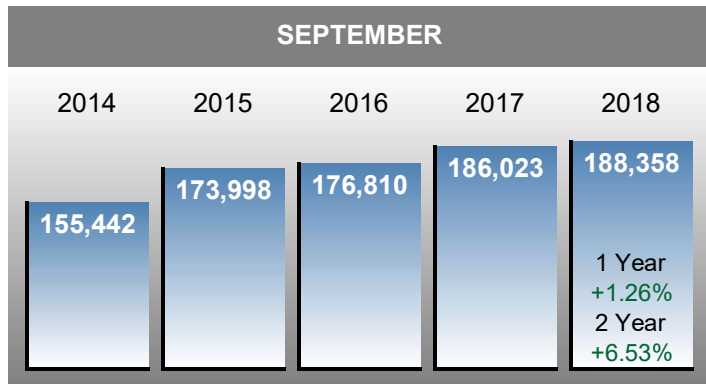
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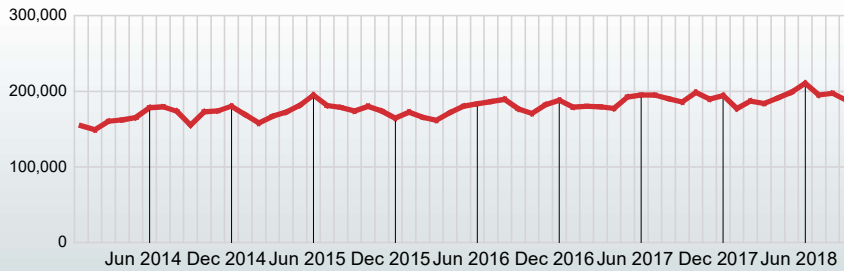
AVERAGE SOLD PRICE AT CLOSING

Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 176,126 **3 MONTHS**



High
Jun 2018 = 210,647
Low
Feb 2014 = 149,244
Average Sold Price
this month at **188,358**,
above the 5 yr SEP
average of **176,126**

JUL	195,193
AUG	197,439
SEP	188,358
	1.15%
	-4.60%

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	82	7.25%	31,584	30,371	32,821	36,000	0
\$50,001 - \$100,000	159	14.06%	78,466	74,355	79,734	86,461	0
\$100,001 - \$125,000	111	9.81%	114,806	111,563	114,943	120,500	0
\$125,001 - \$175,000	293	25.91%	150,681	144,733	150,485	156,981	148,625
\$175,001 - \$225,000	184	16.27%	196,286	193,250	195,910	197,475	191,667
\$225,001 - \$325,000	189	16.71%	269,435	258,793	265,689	271,932	274,987
\$325,001 and up	113	9.99%	478,182	539,417	393,983	485,712	596,886
Average Sold Price			188,358	103,311	158,824	276,545	392,749
Total Closed Units		100%	1,131	165	638	294	34
Total Closed Volume			213,033,411	17.05M	101.33M	81.30M	13.35M

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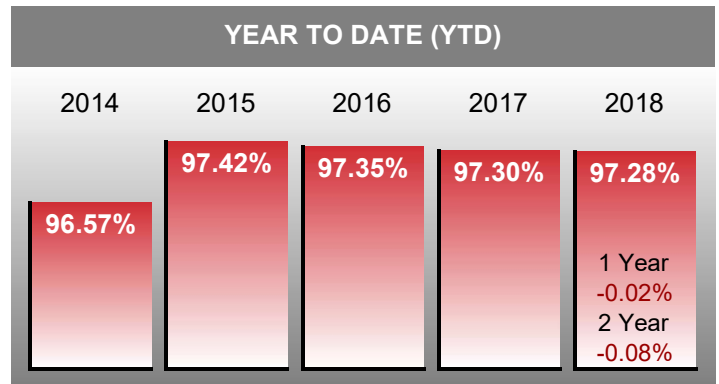
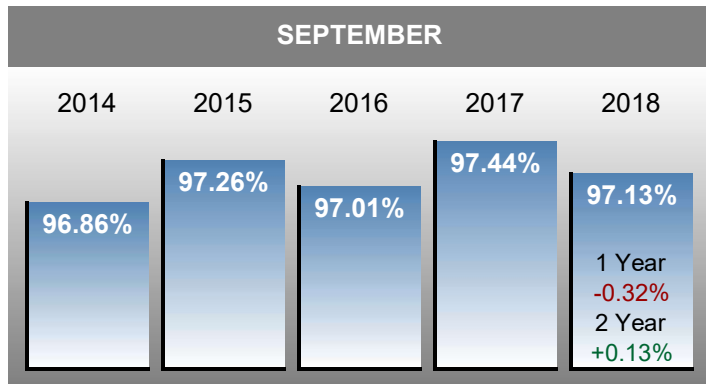
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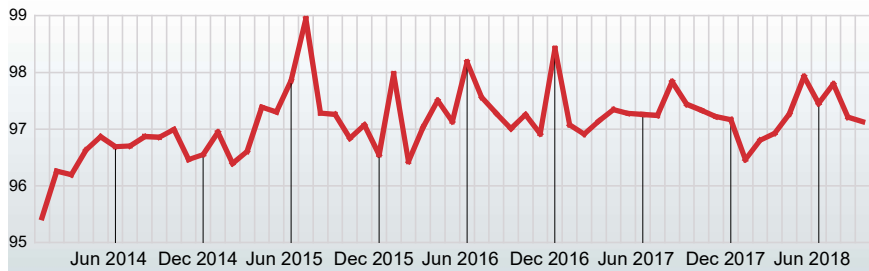


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 97.14% **3 MONTHS**

High
Jul 2015 = 98.95%
Low
Jan 2014 = 95.44%
Average Sold/List Ratio
this month at **97.13%**,
equal to 5 yr SEP
average of **97.14%**

JUL	97.80%
AUG	97.21%
SEP	97.13%

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	82	7.25%	90.26%	91.26%	89.05%	90.03%	0.00%
\$50,001 - \$100,000	159	14.06%	96.41%	94.26%	97.80%	95.98%	0.00%
\$100,001 - \$125,000	111	9.81%	97.51%	96.70%	97.52%	99.18%	0.00%
\$125,001 - \$175,000	293	25.91%	98.11%	94.27%	98.46%	99.22%	97.52%
\$175,001 - \$225,000	184	16.27%	97.84%	97.40%	97.89%	97.89%	95.98%
\$225,001 - \$325,000	189	16.71%	98.25%	96.71%	98.33%	98.40%	97.72%
\$325,001 and up	113	9.99%	97.19%	94.01%	98.29%	97.14%	95.88%
Average Sold/List Ratio			97.10%	93.98%	97.59%	97.94%	96.80%
Total Closed Units		100%	97.10%	165	638	294	34
Total Closed Volume				17.05M	101.33M	81.30M	13.35M

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September 2018

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



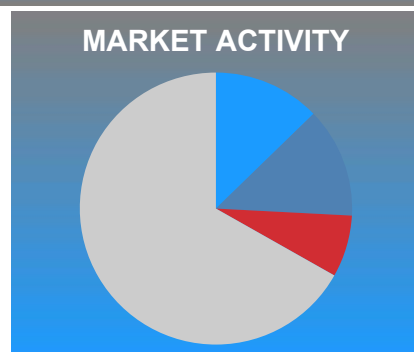
MARKET SUMMARY

Report produced on Oct 11, 2018 for MLS Technology Inc.



Inventory
 New Listings
1,757 = 22.70%
 Start Inventory
5,983
 Total Inventory Units
7,740
 Volume
\$2,202,772,376

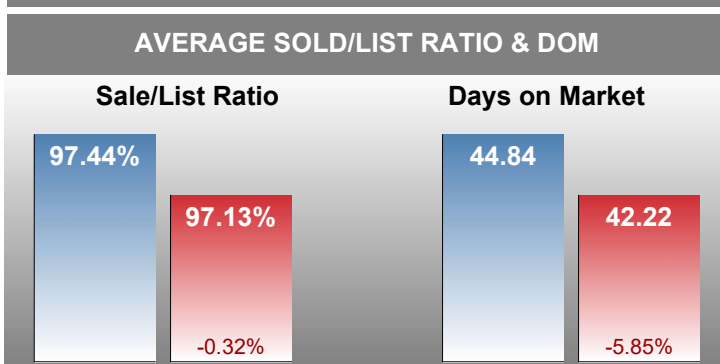
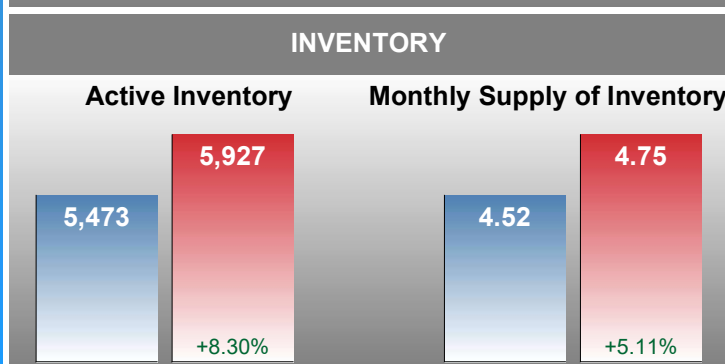
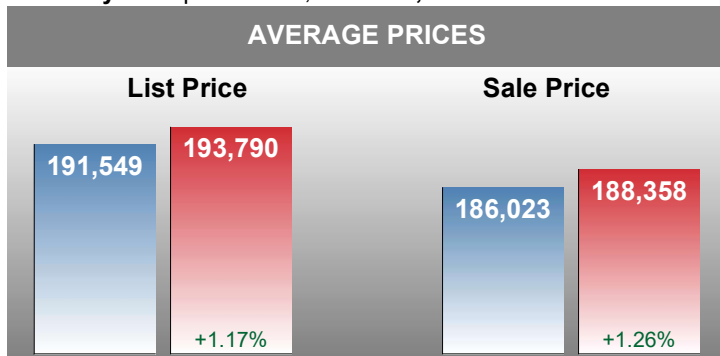
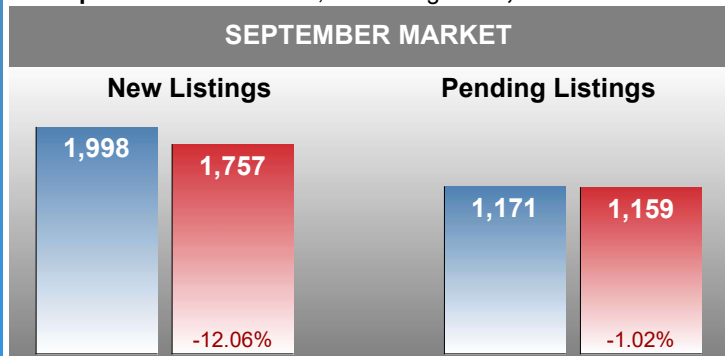
Market Activity
 Closed Sales
1,131 = 12.75%
 Pending Sales
1,159 = 13.07%
 Other Off Market
652 = 7.35%
 Active Inventory
5,927 = 66.83%



Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,215	1,131	-6.91%	11,190	11,541	3.14%
Pending Sales	1,171	1,159	-1.02%	11,882	12,277	3.32%
New Listings	1,998	1,757	-12.06%	20,023	19,868	-0.77%
Average List Price	191,549	193,790	1.17%	192,296	199,079	3.53%
Average Sale Price	186,023	188,358	1.26%	186,916	193,400	3.47%
Average Percent of Selling Price to List Price	97.44%	97.13%	-0.32%	97.30%	97.28%	-0.02%
Average Days on Market to Sale	44.84	42.22	-5.85%	43.95	44.81	1.96%
Monthly Inventory	5,473	5,927	8.30%	5,473	5,927	8.30%
Months Supply of Inventory	4.52	4.75	5.11%	4.52	4.75	5.11%

Absorption: Last 12 months, an Average of **1,248** Sales/Month

Inventory on September 30, 2018 = 5,927 2017 2018



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