

## October 2018

Area Delimited by County Of Tulsa

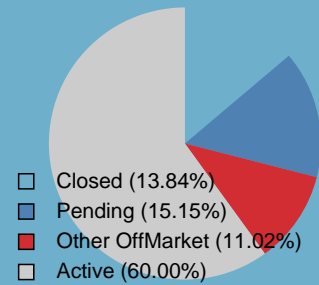


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	812	800	-1.48%
Pending Listings	767	876	14.21%
New Listings	1,312	1,288	-1.83%
Median List Price	169,900	170,000	0.06%
Median Sale Price	166,095	169,975	2.34%
Median Percent of List Price to Selling Price	98.39%	98.40%	0.01%
Median Days on Market to Sale	29.00	26.00	-10.34%
End of Month Inventory	4,841	3,469	-28.34%
Months Supply of Inventory	5.87	4.03	-31.22%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **860** Sales/Month  
**Active Inventory** as of October 31, 2018 = **3,469**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **28.34%** to 3,469 existing homes available for sale. Over the last 12 months this area has had an average of 860 closed sales per month. This represents an unsold inventory index of **4.03** MSI for this period.

## Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **2.34%** in October 2018 to \$169,975 versus the previous year at \$166,095.

## Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 3.00 days or **10.34%** in October 2018 compared to last year's same month at **29.00** DOM.

## Sales Success for October 2018 is Positive

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

There were 1,288 New Listings in October 2018, down **1.83%** from last year at 1,312. Furthermore, there were 800 Closed Listings this month versus last year at 812, a **-1.48%** decrease.

Closed versus Listed trends yielded a **62.1%** ratio, up from previous year's, October 2017, at **61.9%**, a **0.36%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

## What's in this Issue

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

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

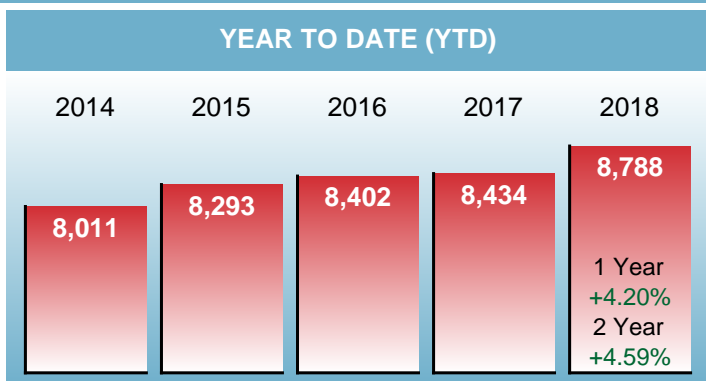
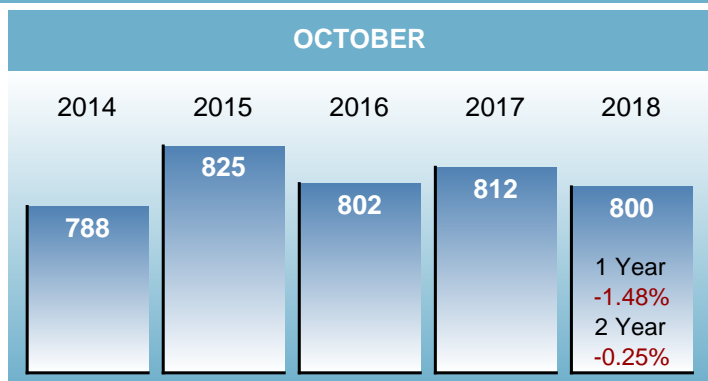
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## CLOSED LISTINGS

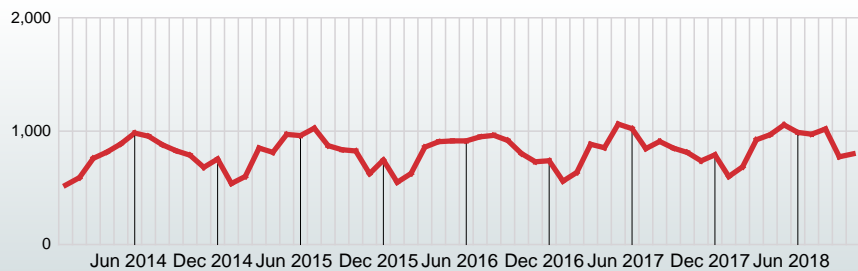
Report produced on Nov 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 805

3 MONTHS



**High**  
May 2017 = 1,062  
**Low**  
Jan 2014 = 524

*Closed Listings*  
this month at **800**,  
below the 5 yr OCT  
average of **805**

AUG	1,019
SEP	774
SEP	-24.04%
OCT	800
OCT	3.36%

### 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	48	6.00%	34.5	31	15	2	0
\$50,001 - \$100,000	114	14.25%	27.5	40	70	4	0
\$100,001 - \$125,000	65	8.13%	19.0	6	55	4	0
\$125,001 - \$175,000	199	24.88%	21.0	14	148	34	3
\$175,001 - \$250,000	187	23.38%	26.0	12	93	71	11
\$250,001 - \$350,000	105	13.13%	33.0	4	35	50	16
\$350,001 and up	82	10.25%	41.5	3	15	44	20
<b>Total Closed Units</b>	<b>800</b>			<b>110</b>	<b>431</b>	<b>209</b>	<b>50</b>
<b>Total Closed Volume</b>	<b>166,944,636</b>	<b>100%</b>	<b>26.0</b>	<b>11.25M</b>	<b>71.02M</b>	<b>57.34M</b>	<b>27.34M</b>
<b>Median Closed Price</b>	<b>\$169,975</b>			<b>\$73,500</b>	<b>\$150,000</b>	<b>\$231,500</b>	<b>\$280,500</b>

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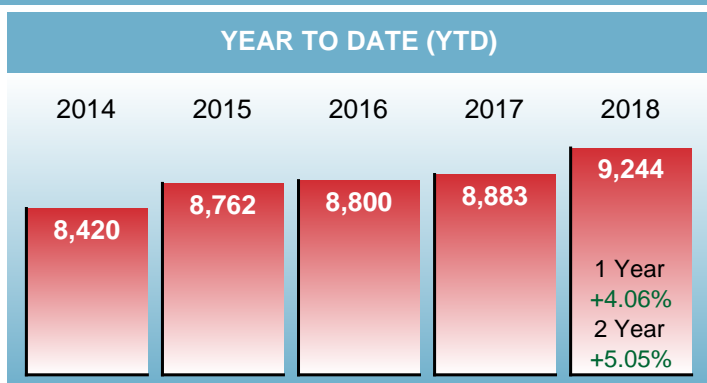
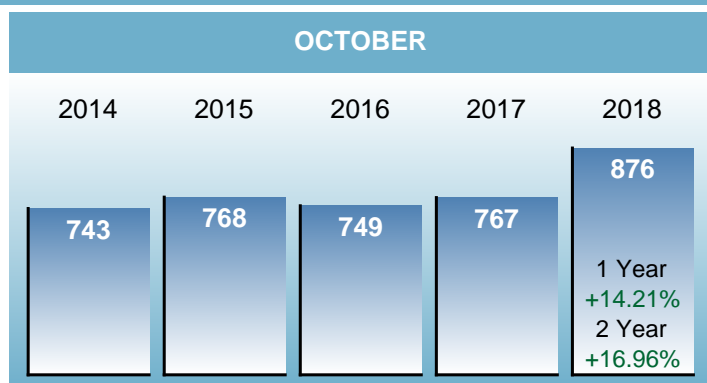
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## PENDING LISTINGS

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## 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	53	6.05%	29.0	30	18	3	2
\$50,001 - \$100,000	116	13.24%	25.5	46	60	9	1
\$100,001 - \$125,000	67	7.65%	35.0	11	49	5	2
\$125,001 - \$175,000	223	25.46%	23.0	12	172	34	5
\$175,001 - \$250,000	215	24.54%	35.0	13	113	82	7
\$250,001 - \$350,000	110	12.56%	49.0	3	33	63	11
\$350,001 and up	92	10.50%	48.5	6	22	53	11
<b>Total Pending Units</b>	<b>876</b>			<b>121</b>	<b>467</b>	<b>249</b>	<b>39</b>
<b>Total Pending Volume</b>	<b>178,160,043</b>	<b>100%</b>	<b>31.0</b>	<b>14.63M</b>	<b>80.33M</b>	<b>69.18M</b>	<b>14.02M</b>
<b>Median Listing Price</b>	<b>\$170,000</b>			<b>\$80,000</b>	<b>\$155,785</b>	<b>\$240,000</b>	<b>\$274,000</b>

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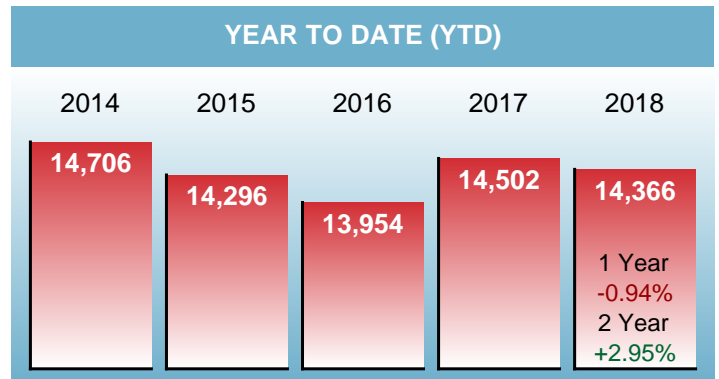
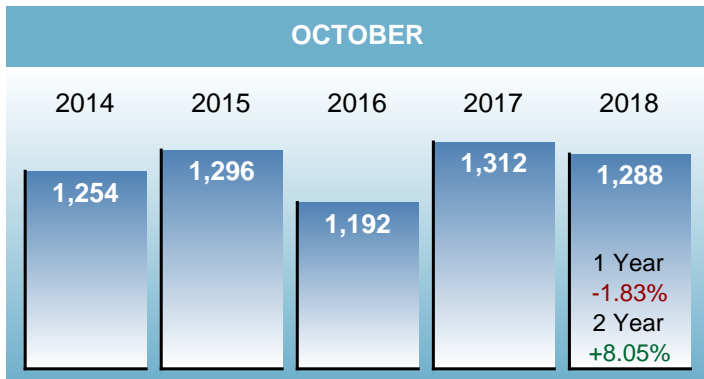
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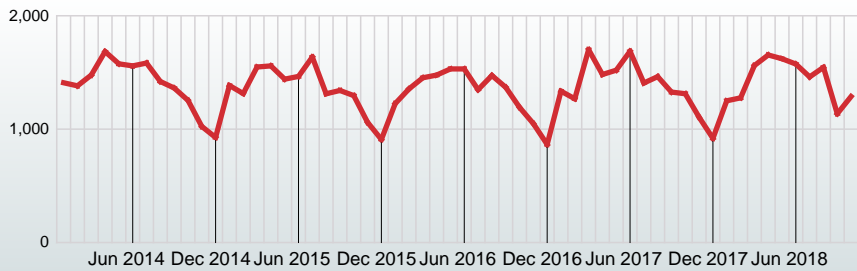
## NEW LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 1,268      3 MONTHS



**High**  
Mar 2017 = 1,701  
**Low**  
Dec 2016 = 865  
*New Listings*  
this month at **1,288**,  
above the 5 yr OCT  
average of **1,268**

AUG	1,545
SEP	1,136 -26.47%
OCT	1,288 13.38%

### 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	83	6.44%	53	29	1	0
\$50,001 - \$100,000	154	11.96%	69	77	8	0
\$100,001 - \$150,000	223	17.31%	49	159	14	1
\$150,001 - \$225,000	351	27.25%	34	209	100	8
\$225,001 - \$300,000	174	13.51%	12	65	85	12
\$300,001 - \$475,000	177	13.74%	14	36	102	25
\$475,001 and up	126	9.78%	28	8	59	31
<b>Total New Listed Units</b>	<b>1,288</b>		<b>259</b>	<b>583</b>	<b>369</b>	<b>77</b>
<b>Total New Listed Volume</b>	<b>377,687,336</b>	100%	<b>101.46M</b>	<b>101.93M</b>	<b>128.45M</b>	<b>45.84M</b>
<b>Median New Listed Listing Price</b>	<b>\$183,509</b>		<b>\$109,900</b>	<b>\$159,500</b>	<b>\$271,000</b>	<b>\$439,500</b>

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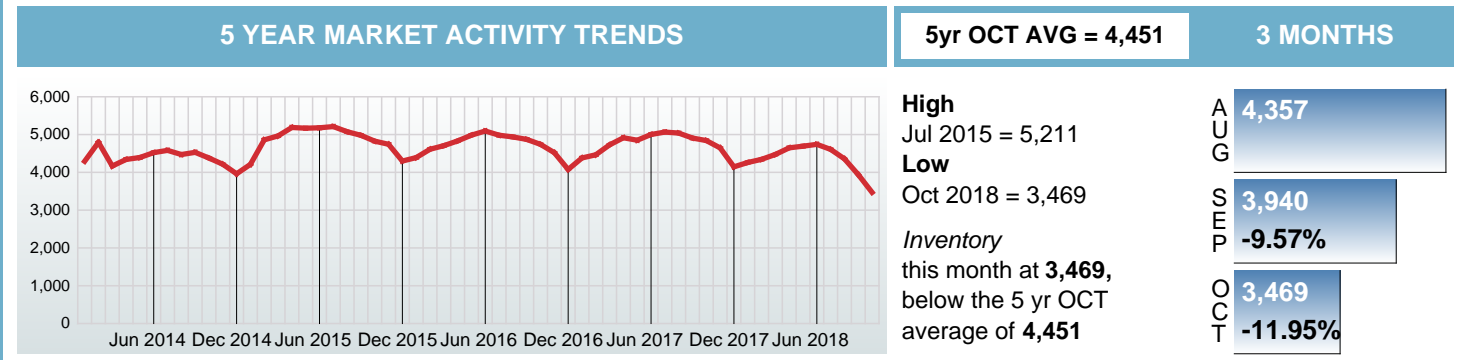
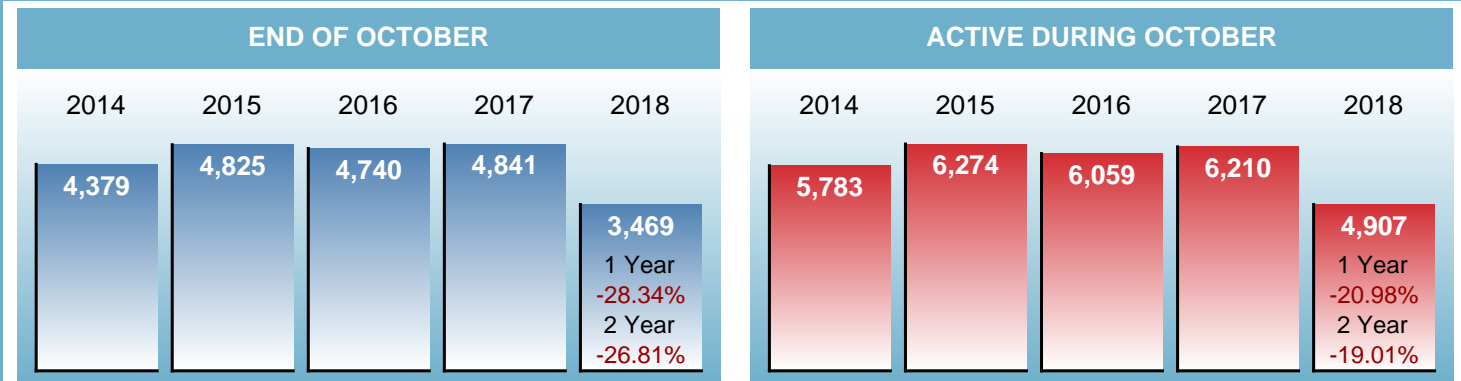
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## ACTIVE INVENTORY

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## 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	347	10.00%	77.0	243	90	13	1
\$75,001 - \$125,000	401	11.56%	55.0	158	219	22	2
\$125,001 - \$175,000	464	13.38%	53.5	74	308	78	4
\$175,001 - \$275,000	877	25.28%	65.0	110	361	368	38
\$275,001 - \$375,000	557	16.06%	74.0	54	134	304	65
\$375,001 - \$650,000	481	13.87%	76.0	40	86	254	101
\$650,001 and up	342	9.86%	83.5	89	28	114	111
<b>Total Active Inventory by Units</b>	3,469			768	1,226	1,153	322
<b>Total Active Inventory by Volume</b>	1,219,980,485	100%	68.0	291.11M	262.54M	449.78M	216.55M
<b>Median Active Inventory Listing Price</b>	\$234,000			\$118,000	\$175,000	\$300,000	\$479,900

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# October 2018

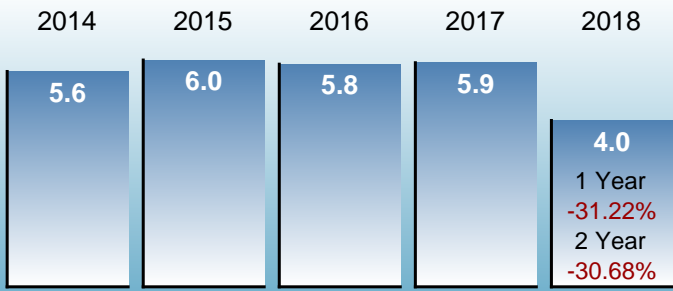
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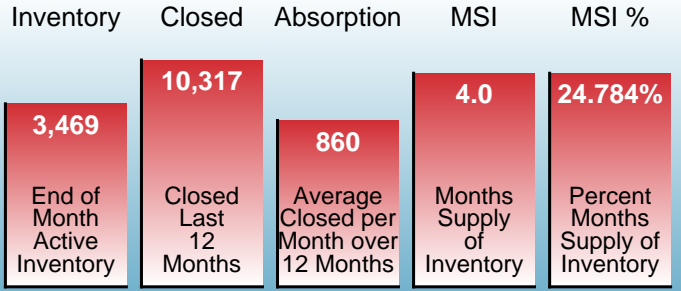
## MONTHS SUPPLY of INVENTORY (MSI)

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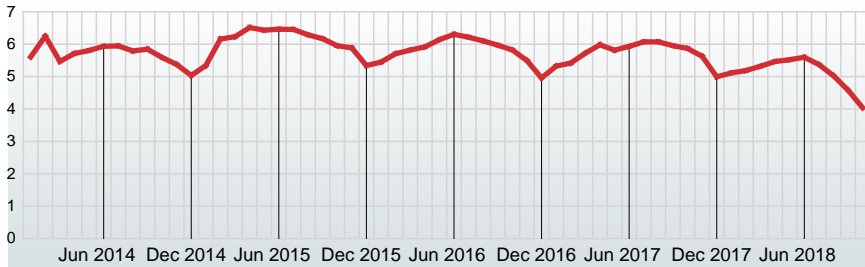
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2018



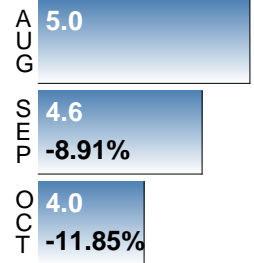
### 5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 5.5

3 MONTHS

**High**  
Apr 2015 = 6.5  
**Low**  
Oct 2018 = 4.0  
*Months Supply this month at 4.0, below the 5 yr OCT average of 5.5*



### 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
\$75,000 and less	347	10.00%	3.2	4.5	1.8	2.7	6.0
\$75,001 - \$125,000	401	11.56%	2.8	6.2	2.0	2.0	2.4
\$125,001 - \$175,000	464	13.38%	2.3	4.9	2.0	2.4	1.5
\$175,001 - \$275,000	877	25.28%	3.8	9.6	3.3	3.7	3.9
\$275,001 - \$375,000	557	16.06%	5.8	14.4	5.0	5.5	5.8
\$375,001 - \$650,000	481	13.87%	8.3	16.6	8.2	7.5	9.2
\$650,001 and up	342	9.86%	20.3	71.2	15.3	14.1	19.6
Market Supply of Inventory (MSI)	4.0			6.8	2.7	4.7	7.8
		100%	4.0				
Total Active Inventory by Units	3,469			768	1,226	1,153	322

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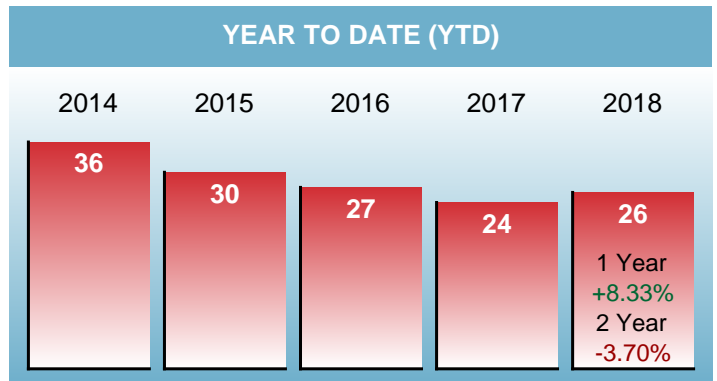
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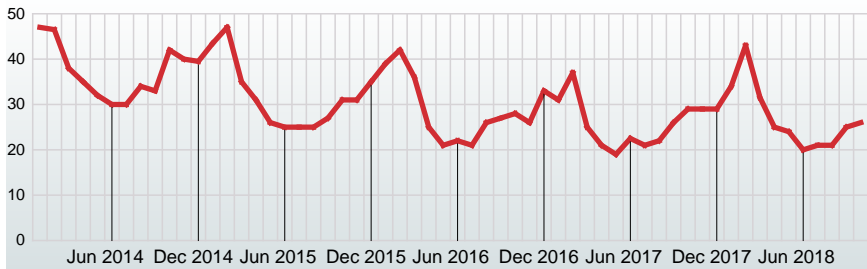


## MEDIAN DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr OCT AVG = 31**      **3 MONTHS**

**High**  
Feb 2015 = 47  
**Low**  
May 2017 = 19

*Median Days on Market this month at 26, below the 5 yr OCT average of 31*

AUG	21
SEP	25
OCT	26

**19.05%**  
**4.00%**

### 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	6.00%	34.5	39.0	29.0	89.0	0.0
\$50,001 - \$100,000	14.25%	27.5	27.0	29.0	23.5	0.0
\$100,001 - \$125,000	8.13%	19.0	11.5	21.0	26.0	0.0
\$125,001 - \$175,000	24.88%	21.0	37.0	19.0	43.0	33.0
\$175,001 - \$250,000	23.38%	26.0	24.0	20.0	36.0	45.0
\$250,001 - \$350,000	13.13%	33.0	14.5	21.0	38.5	54.0
\$350,001 and up	10.25%	41.5	2.0	34.0	66.0	32.0
<b>Median Closed DOM</b>		26.0	29.0	21.0	39.0	42.0
<b>Total Closed Units</b>	100%	26.0	110	431	209	50
<b>Total Closed Volume</b>		166,944,636	11.25M	71.02M	57.34M	27.34M

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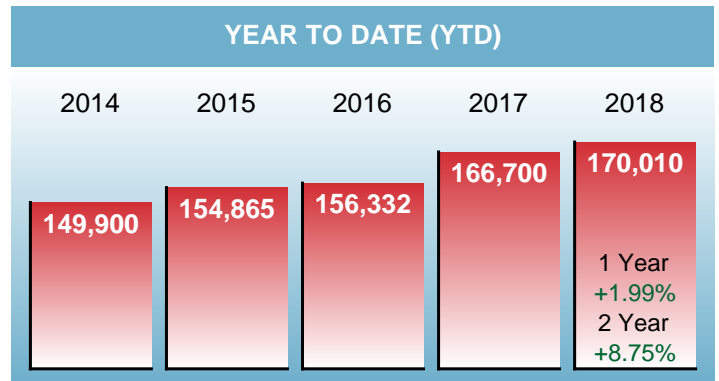
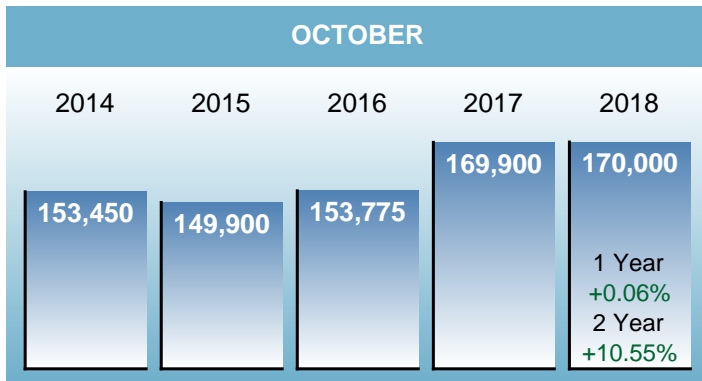
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## MEDIAN LIST PRICE AT CLOSING

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



**5yr OCT AVG = 159,405**      **3 MONTHS**

<b>High</b>	Jul 2017 = 179,550
<b>Low</b>	Feb 2014 = 129,900
<i>Median List Price</i> this month at <b>170,000</b> , above the 5 yr OCT average of <b>159,405</b>	

<b>AUG</b>	174,000
<b>SEP</b>	174,900
<b>OCT</b>	170,000
<b>0.52%</b>	
<b>-2.80%</b>	

## 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	<b>49</b>	6.13%	35,000	30,000	39,900	23,450	0
\$50,001 - \$100,000	<b>106</b>	13.25%	79,700	68,750	81,225	93,200	0
\$100,001 - \$125,000	<b>60</b>	7.50%	114,950	108,450	114,950	125,000	0
\$125,001 - \$175,000	<b>205</b>	25.63%	152,900	158,500	149,700	165,925	139,900
\$175,001 - \$250,000	<b>186</b>	23.25%	200,800	219,900	200,000	200,000	216,500
\$250,001 - \$350,000	<b>108</b>	13.50%	289,500	267,900	290,750	297,950	279,900
\$350,001 and up	<b>86</b>	10.75%	454,950	392,500	430,000	440,000	610,000
Median List Price	170,000			75,950	152,900	235,000	286,450
Total Closed Units	800			110	431	209	50
Total Closed Volume	172,439,224			11.82M	72.62M	58.74M	29.26M

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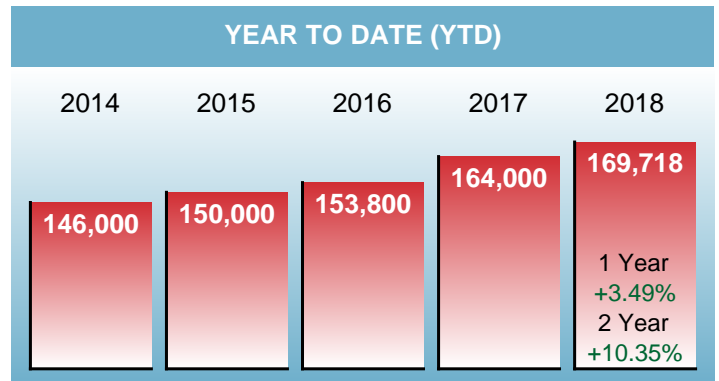
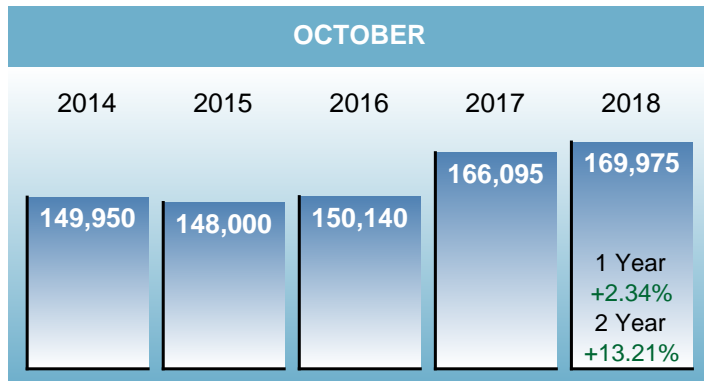
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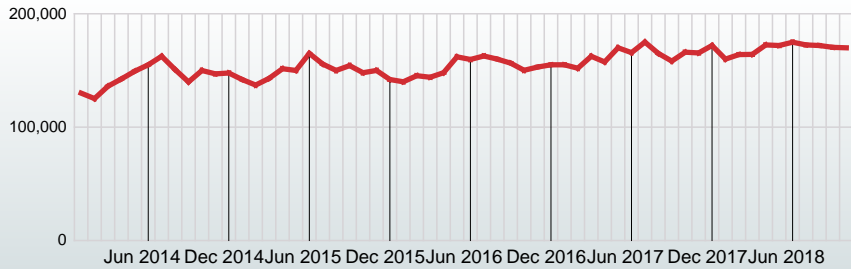
## MEDIAN SOLD PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr OCT AVG = 156,832**      **3 MONTHS**



**High**  
Jul 2017 = 175,000  
**Low**  
Feb 2014 = 125,200  
*Median Sold Price*  
this month at **169,975**,  
above the 5 yr OCT  
average of **156,832**

<b>AUG</b>	172,000
<b>SEPT</b>	170,380 -0.94%
<b>OCT</b>	169,975 -0.24%

### 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	48	6.00%	32,500	30,000	35,900	21,100	0
\$50,001 - \$100,000	114	14.25%	75,500	66,225	80,080	82,750	0
\$100,001 - \$125,000	65	8.13%	115,000	107,375	115,000	122,500	0
\$125,001 - \$175,000	199	24.88%	152,400	151,450	150,000	164,950	130,000
\$175,001 - \$250,000	187	23.38%	200,000	218,950	199,900	199,000	205,000
\$250,001 - \$350,000	105	13.13%	289,000	267,785	293,950	290,000	278,700
\$350,001 and up	82	10.25%	456,000	365,000	425,000	427,000	624,250
<b>Median Sold Price</b>			169,975	73,500	150,000	231,500	280,500
<b>Total Closed Units</b>		100%	169,975	110	431	209	50
<b>Total Closed Volume</b>			166,944,636	11.25M	71.02M	57.34M	27.34M

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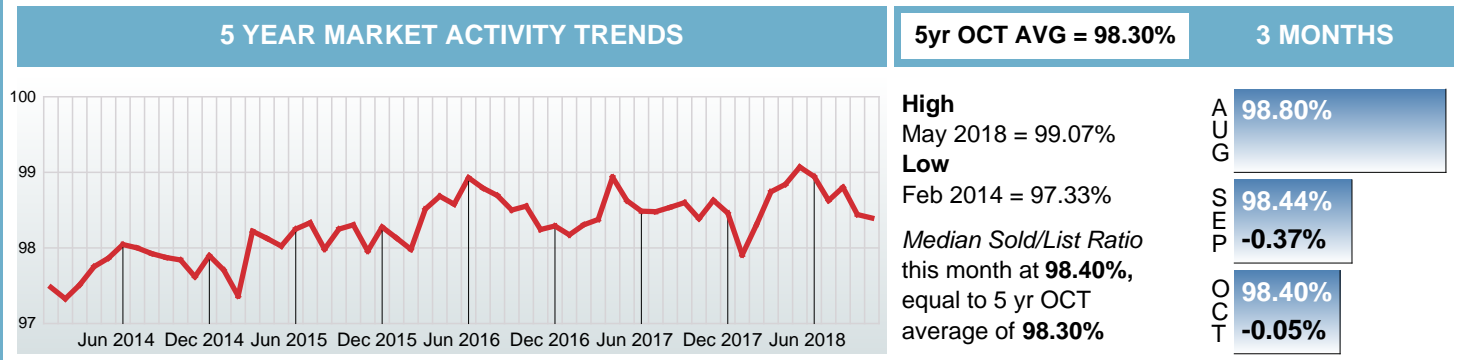
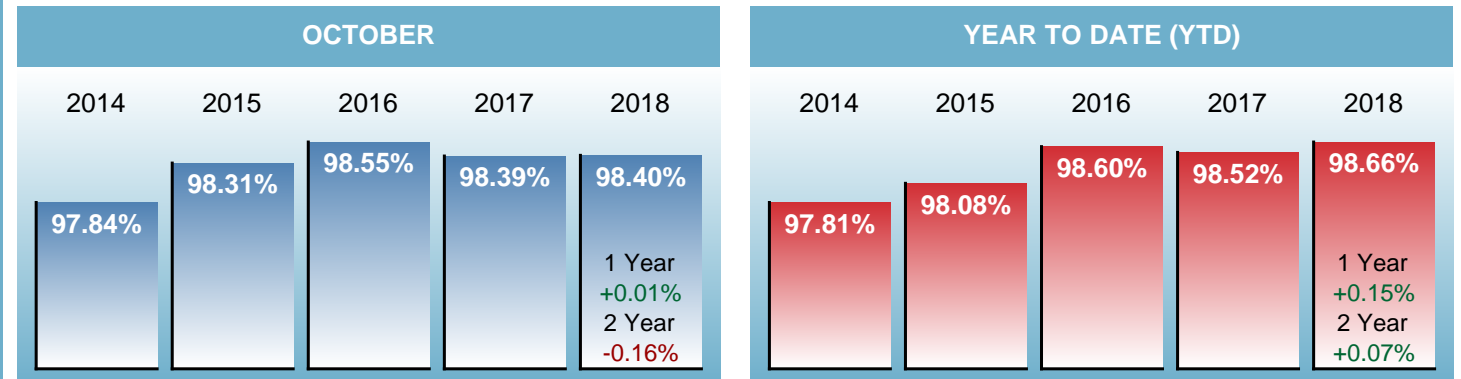
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## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### 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	48	6.00%	89.73%	89.29%	89.98%	92.14%	0.00%
\$50,001 - \$100,000	114	14.25%	97.63%	95.94%	98.13%	98.93%	0.00%
\$100,001 - \$125,000	65	8.13%	96.85%	98.19%	97.62%	90.67%	0.00%
\$125,001 - \$175,000	199	24.88%	99.00%	95.46%	99.35%	99.40%	96.30%
\$175,001 - \$250,000	187	23.38%	99.06%	96.62%	98.76%	100.00%	99.26%
\$250,001 - \$350,000	105	13.13%	98.58%	95.74%	99.08%	98.55%	98.28%
\$350,001 and up	82	10.25%	97.31%	97.33%	98.14%	97.54%	95.27%
Median Sold/List Ratio			98.40%	95.48%	98.78%	98.81%	97.45%
Total Closed Units		100%	98.40%	110	431	209	50
Total Closed Volume				11.25M	71.02M	57.34M	27.34M

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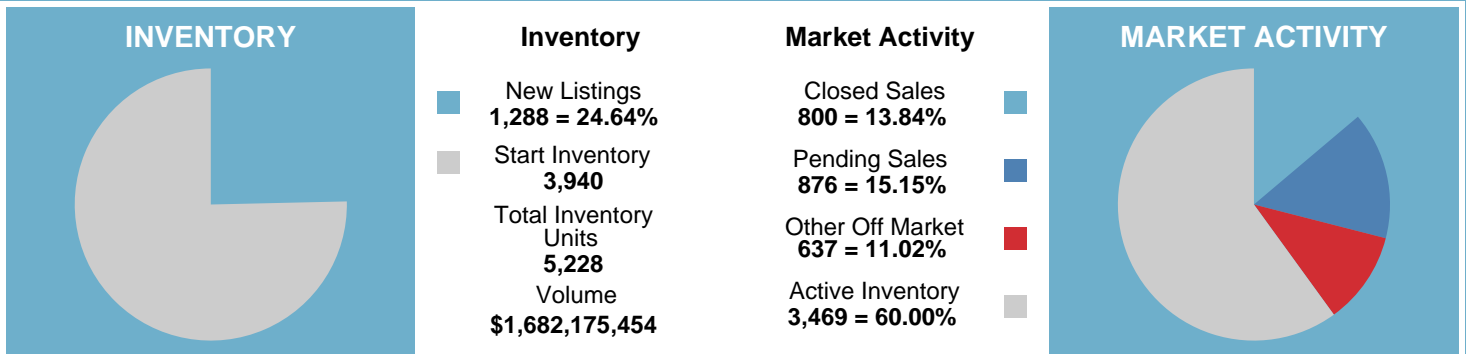
# October 2018

Area Delimited by County Of Tulsa



## MARKET SUMMARY

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

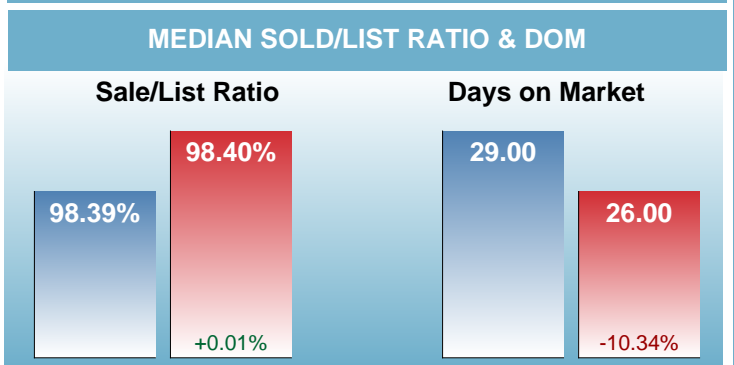
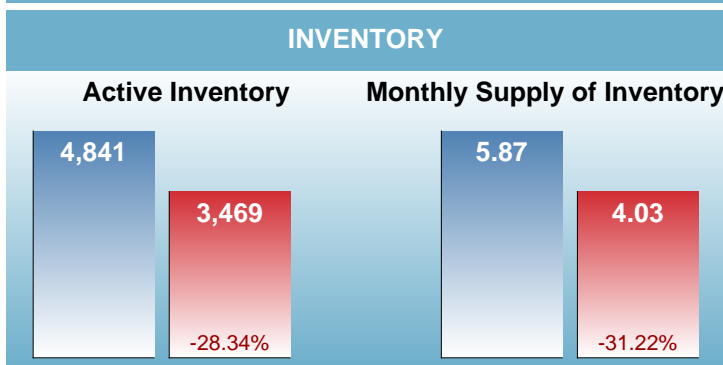
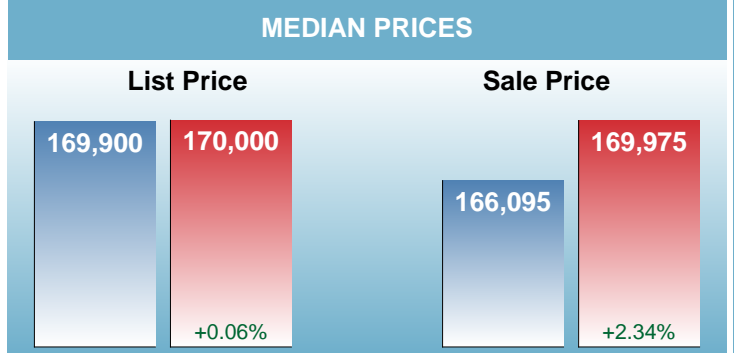
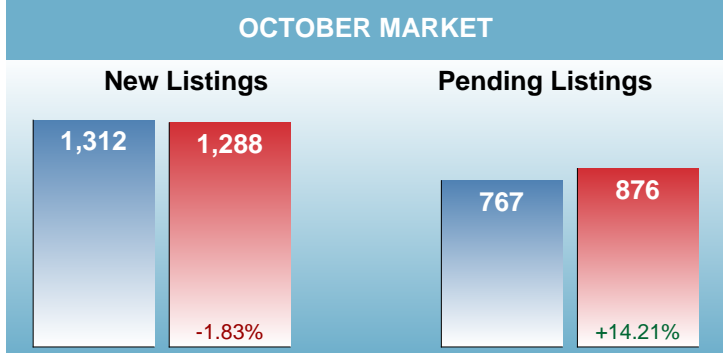


Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	812	800	-1.48%	8,434	8,788	4.20%
Pending Sales	767	876	14.21%	8,883	9,244	4.06%
New Listings	1,312	1,288	-1.83%	14,502	14,366	-0.94%
Median List Price	169,900	170,000	0.06%	166,700	170,010	1.99%
Median Sale Price	166,095	169,975	2.34%	164,000	169,718	3.49%
Median Percent of Selling Price to List Price	98.39%	98.40%	0.01%	98.52%	98.66%	0.15%
Median Days on Market to Sale	29.00	26.00	-10.34%	24.00	26.00	8.33%
Monthly Inventory	4,841	3,469	-28.34%	4,841	3,469	-28.34%
Months Supply of Inventory	5.87	4.03	-31.22%	5.87	4.03	-31.22%

**Absorption:** Last 12 months, an Average of **860** Sales/Month

**Inventory** on October 31, 2018 = **3,469**

**2017** **2018**



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