

October 2018

Area Delimited by County Of Washington

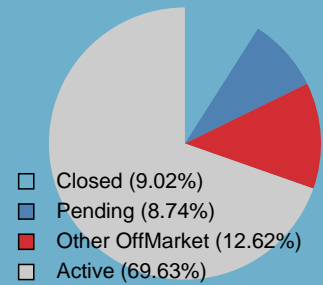


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	64	65	1.56%
Pending Listings	67	63	-5.97%
New Listings	114	144	26.32%
Median List Price	114,950	126,000	9.61%
Median Sale Price	110,000	120,000	9.09%
Median Percent of List Price to Selling Price	98.39%	97.73%	-0.68%
Median Days on Market to Sale	25.50	37.00	45.10%
End of Month Inventory	563	502	-10.83%
Months Supply of Inventory	8.14	7.63	-6.20%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of October 31, 2018 = **502**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **10.83%** to 502 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **7.63** 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 **9.09%** in October 2018 to \$120,000 versus the previous year at \$110,000.

Median Days on Market Lengthens

The median number of **37.00** days that homes spent on the market before selling increased by 11.50 days or **45.10%** in October 2018 compared to last year's same month at **25.50** DOM.

Sales Success for October 2018 is Positive

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

There were 144 New Listings in October 2018, up **26.32%** from last year at 114. Furthermore, there were 65 Closed Listings this month versus last year at 64, a **1.56%** increase.

Closed versus Listed trends yielded a **45.1%** ratio, down from previous year's, October 2017, at **56.1%**, a **19.60%** downswing. This will certainly create pressure on a decreasing 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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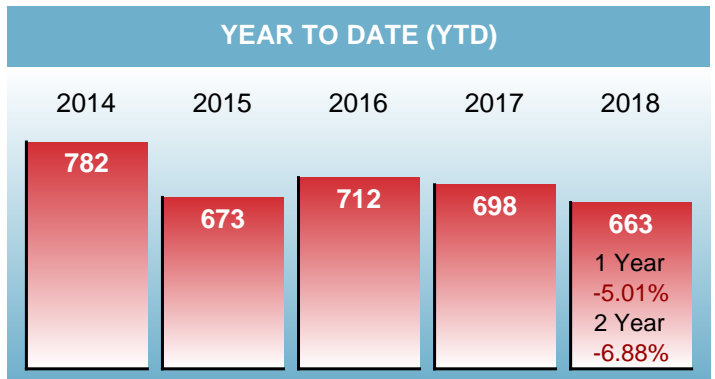
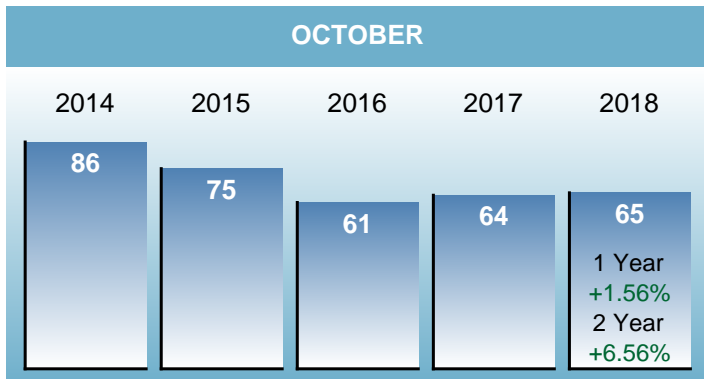
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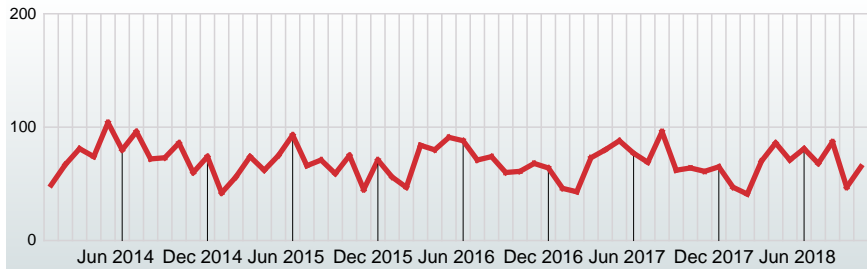


CLOSED LISTINGS

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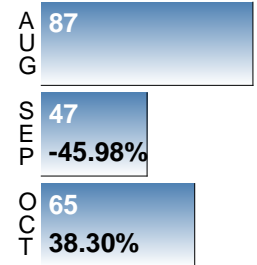
5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 70

3 MONTHS

High
May 2014 = 104
Low
Feb 2018 = 41
Closed Listings
this month at **65**,
below the 5 yr OCT
average of **70**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	7.69%	29.0	2	3	0	0
\$30,001 - \$60,000	9	13.85%	42.0	3	6	0	0
\$60,001 - \$90,000	11	16.92%	37.0	3	7	1	0
\$90,001 - \$150,000	15	23.08%	40.0	1	11	3	0
\$150,001 - \$200,000	11	16.92%	38.0	1	4	6	0
\$200,001 - \$270,000	7	10.77%	85.0	0	2	4	1
\$270,001 and up	7	10.77%	31.0	0	2	5	0
Total Closed Units	65			10	35	19	1
Total Closed Volume	9,073,269	100%	37.0	692.70K	3.99M	4.13M	265.00K
Median Closed Price	\$120,000			\$65,950	\$98,000	\$185,000	\$265,000

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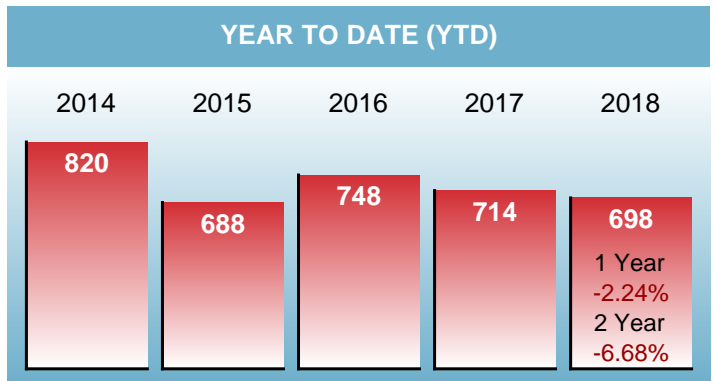
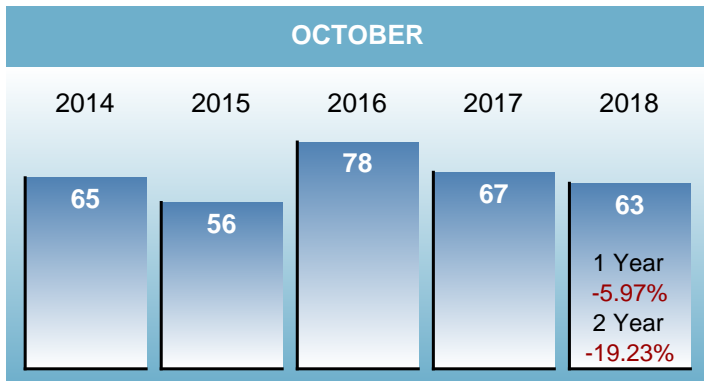
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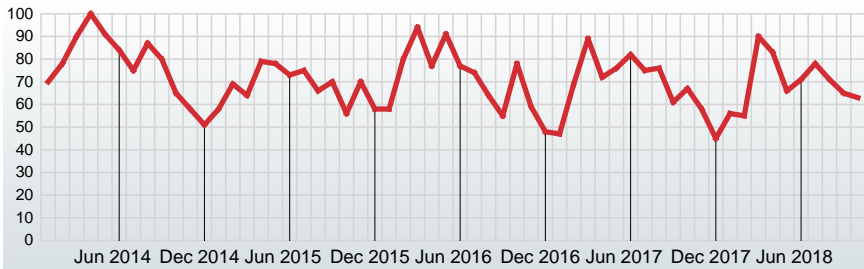
PENDING LISTINGS

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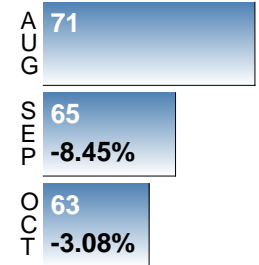


5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 66 3 MONTHS



High
Apr 2014 = 100
Low
Dec 2017 = 45
Pending Listings
this month at **63**,
below the 5 yr OCT
average of **66**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	6.35%	18.5	2	2	0	0
\$40,001 - \$70,000	9	14.29%	76.0	3	5	1	0
\$70,001 - \$90,000	9	14.29%	16.0	1	8	0	0
\$90,001 - \$140,000	16	25.40%	53.0	0	12	3	1
\$140,001 - \$190,000	10	15.87%	40.0	0	7	2	1
\$190,001 - \$350,000	9	14.29%	68.0	0	2	6	1
\$350,001 and up	6	9.52%	69.5	0	0	5	1
Total Pending Units	63			6	36	17	4
Total Pending Volume	9,796,499	100%	50.0	322.80K	4.03M	4.50M	938.80K
Median Listing Price	\$125,000			\$54,900	\$102,000	\$214,900	\$207,400

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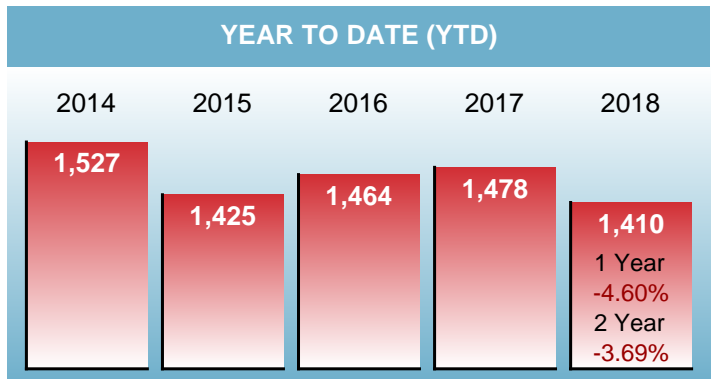
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NEW LISTINGS

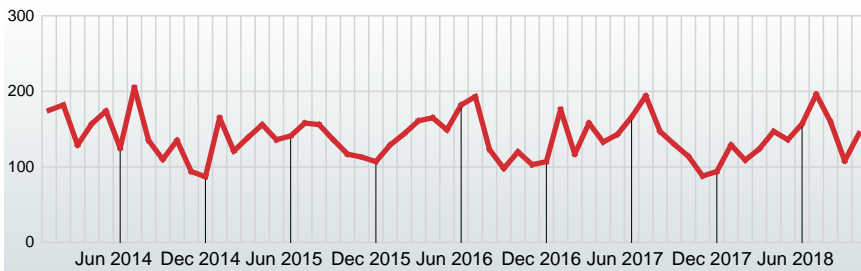
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 126

3 MONTHS



High
Jul 2014 = 205
Low
Dec 2014 = 87
New Listings
this month at **144**,
above the 5 yr OCT
average of **126**

AUG	160
SEP	108 -32.50%
OCT	144 33.33%

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	0	0.00%	0	0	0	0
\$20,001 - \$50,000	31	21.53%	25	6	0	0
\$50,001 - \$80,000	21	14.58%	9	11	1	0
\$80,001 - \$140,000	36	25.00%	9	24	2	1
\$140,001 - \$170,000	19	13.19%	4	8	7	0
\$170,001 - \$300,000	23	15.97%	4	3	13	3
\$300,001 and up	14	9.72%	4	1	8	1
Total New Listed Units	144		55	53	31	5
Total New Listed Volume	21,465,499	100%	6.16M	5.77M	8.17M	1.36M
Median New Listed Listing Price	\$106,000		\$55,000	\$105,000	\$220,000	\$189,900

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Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

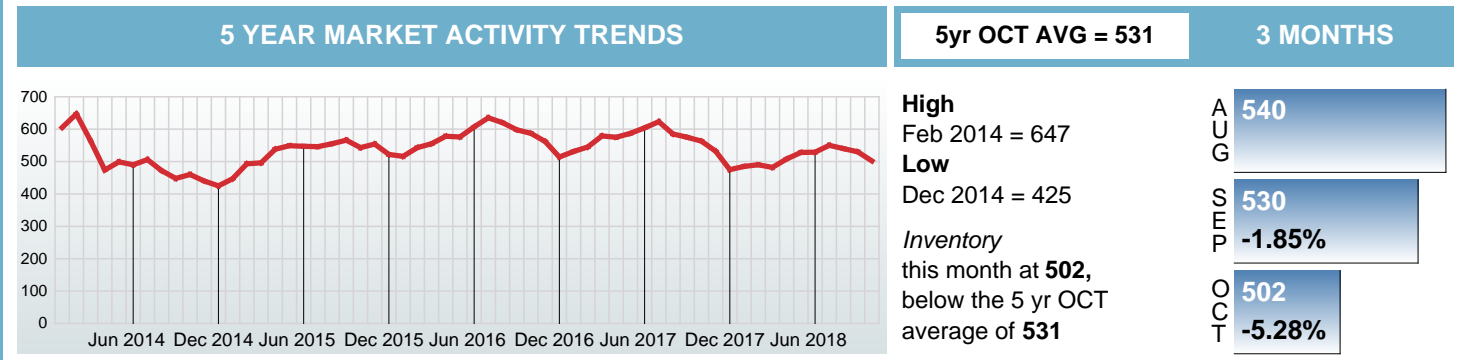
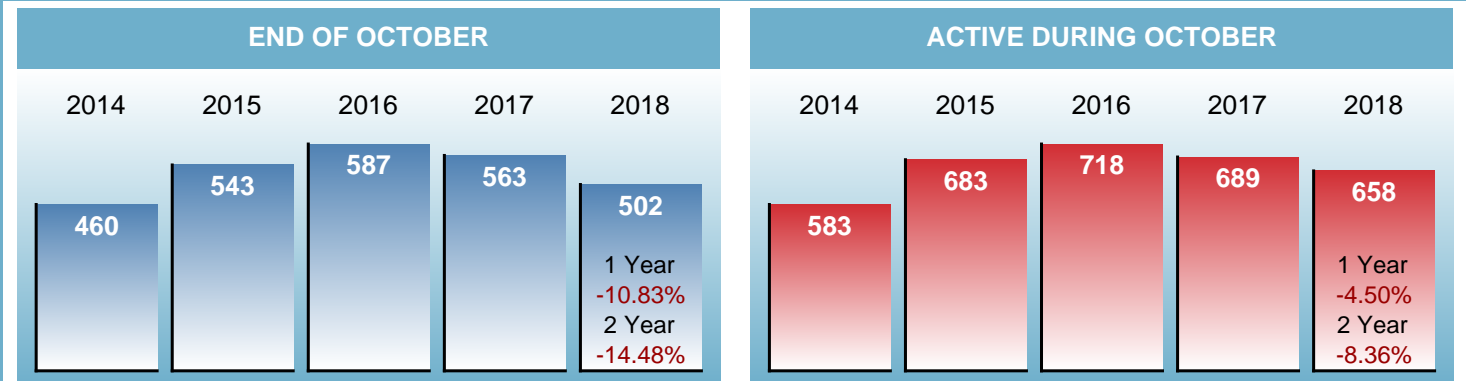
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ACTIVE INVENTORY

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	33	6.57%	146.0	31	2	0	0
\$20,001 - \$40,000	59	11.75%	81.0	54	5	0	0
\$40,001 - \$70,000	92	18.33%	87.5	58	33	1	0
\$70,001 - \$130,000	122	24.30%	72.0	41	62	19	0
\$130,001 - \$220,000	84	16.73%	52.5	15	32	34	3
\$220,001 - \$330,000	61	12.15%	75.0	6	13	38	4
\$330,001 and up	51	10.16%	94.0	17	7	23	4
Total Active Inventory by Units	502			222	154	115	11
Total Active Inventory by Volume	78,931,161	100%	80.0	24.98M	20.89M	28.98M	4.07M
Median Active Inventory Listing Price	\$102,750			\$56,375	\$113,450	\$229,900	\$289,900

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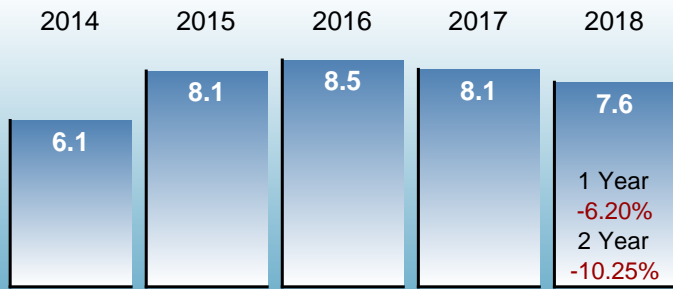
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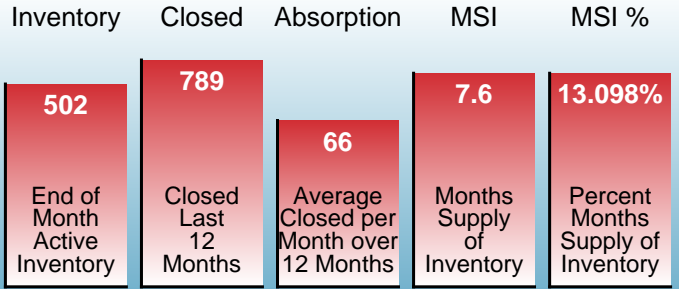
MONTHS SUPPLY of INVENTORY (MSI)

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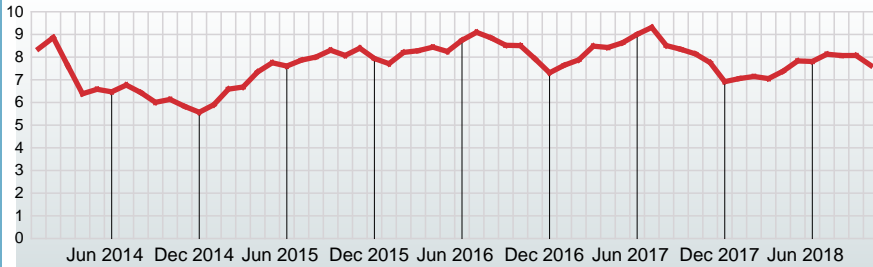
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018



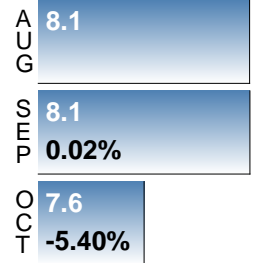
5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 7.7

3 MONTHS

High
Jul 2017 = 9.3
Low
Dec 2014 = 5.6
Months Supply
this month at **7.6**,
equal to 5 yr OCT
average of **7.7**



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	33	6.57%	15.8	26.6	3.0	0.0	0.0
\$20,001 \$40,000	59	11.75%	10.9	30.9	1.6	0.0	0.0
\$40,001 \$70,000	92	18.33%	9.9	23.2	5.1	4.0	0.0
\$70,001 \$130,000	122	24.30%	5.9	16.4	4.2	6.3	0.0
\$130,001 \$220,000	84	16.73%	5.0	13.8	4.3	4.5	4.0
\$220,001 \$330,000	61	12.15%	7.5	36.0	6.0	7.7	4.8
\$330,001 and up	51	10.16%	15.7	204.0	16.8	10.2	8.0
Market Supply of Inventory (MSI)	7.6			24.0	4.4	6.2	4.0
Total Active Inventory by Units	502	100%	7.6	222	154	115	11

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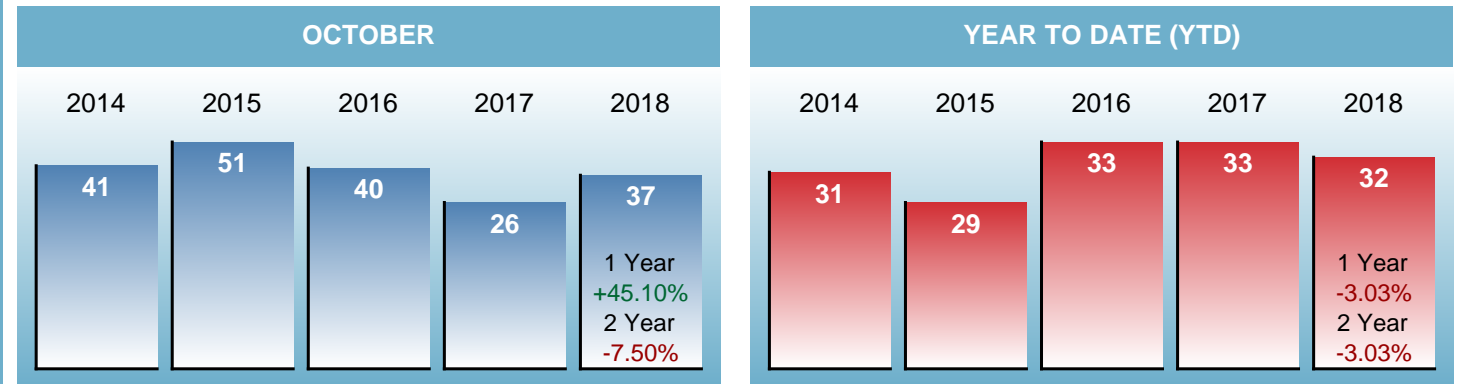
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MEDIAN DAYS ON MARKET TO SALE

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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
\$30,000 and less	5	7.69%	29.0	79.5	11.0	0.0	0.0
\$30,001 - \$60,000	9	13.85%	42.0	59.0	35.5	0.0	0.0
\$60,001 - \$90,000	11	16.92%	37.0	63.0	33.0	74.0	0.0
\$90,001 - \$150,000	15	23.08%	40.0	86.0	40.0	19.0	0.0
\$150,001 - \$200,000	11	16.92%	38.0	25.0	58.5	31.0	0.0
\$200,001 - \$270,000	7	10.77%	85.0	0.0	28.5	95.5	91.0
\$270,001 and up	7	10.77%	31.0	0.0	19.0	34.0	0.0
Median Closed DOM	37.0			61.0	33.0	38.0	91.0
Total Closed Units	65			10	35	19	1
Total Closed Volume	9,073,269			692.70K	3.99M	4.13M	265.00K

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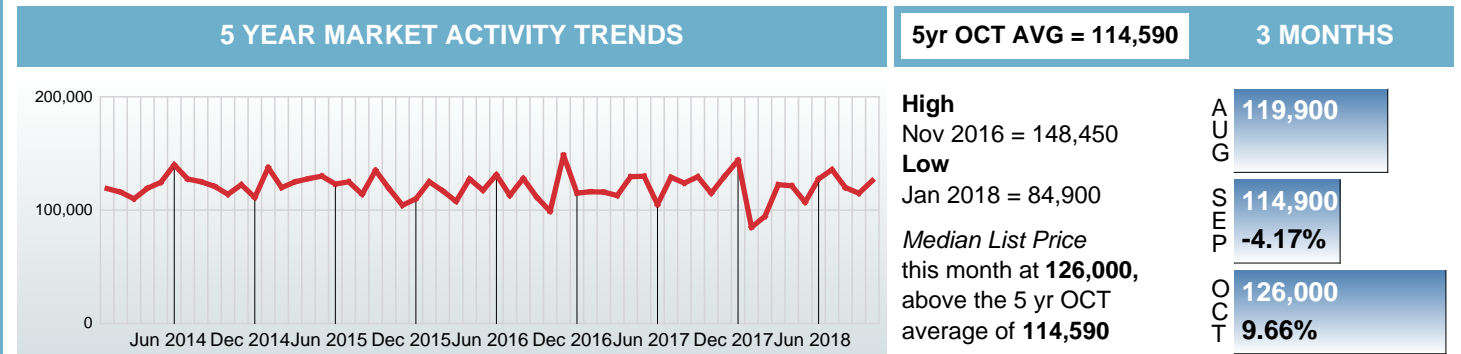
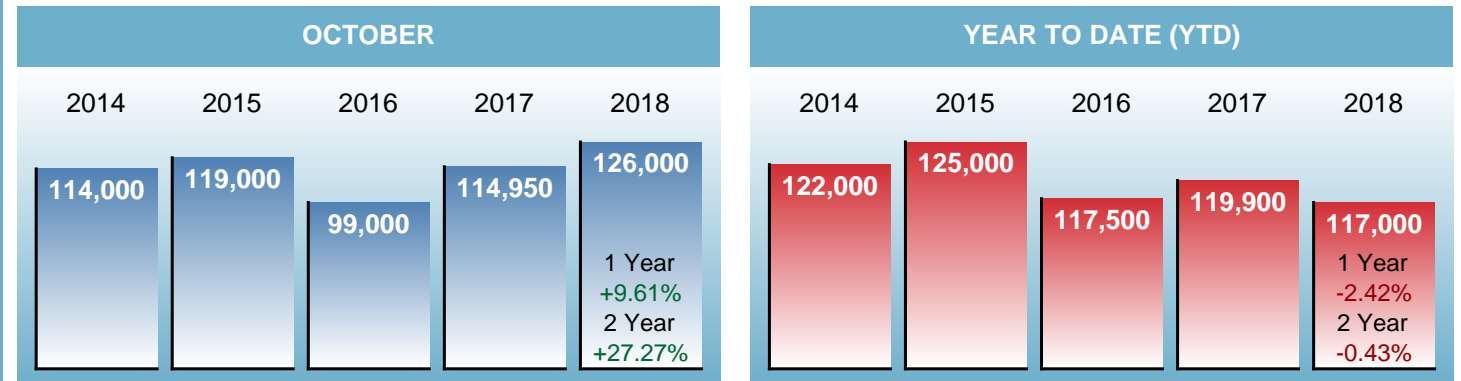
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MEDIAN LIST PRICE AT CLOSING

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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
\$30,000 and less	5	7.69%	10,500	8,250	24,900	0	0
\$30,001 - \$60,000	8	12.31%	47,450	45,000	49,900	0	0
\$60,001 - \$90,000	10	15.38%	73,500	89,900	71,250	84,900	0
\$90,001 - \$150,000	17	26.15%	117,500	105,000	132,000	108,900	0
\$150,001 - \$200,000	12	18.46%	182,450	189,000	178,200	185,000	0
\$200,001 - \$270,000	5	7.69%	220,000	0	242,500	215,000	0
\$270,001 and up	8	12.31%	325,000	0	337,500	325,000	279,000
Median List Price	126,000			74,900	99,000	199,000	279,000
Total Closed Units	65			10	35	19	1
Total Closed Volume	9,404,050			746.60K	4.14M	4.23M	279.00K

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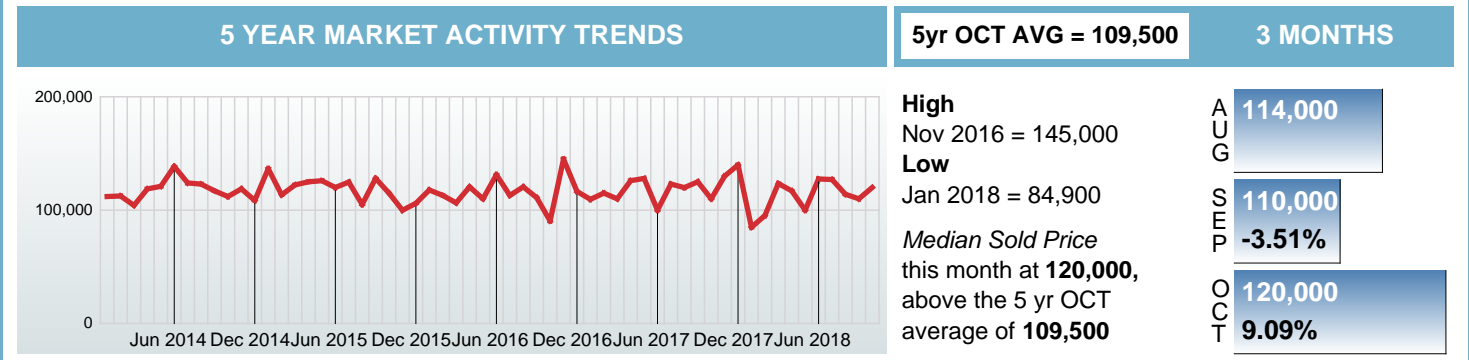
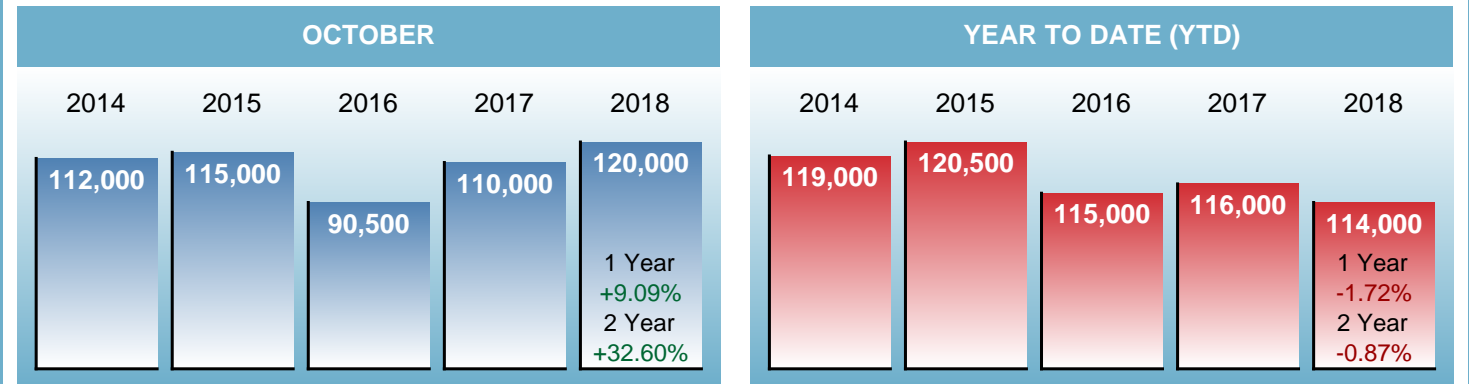
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MEDIAN SOLD PRICE AT CLOSING

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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
\$30,000 and less	5	7.69%	10,500	5,750	21,000	0	0
\$30,001 - \$60,000	9	13.85%	47,000	43,800	48,450	0	0
\$60,001 - \$90,000	11	16.92%	73,400	87,500	72,500	76,000	0
\$90,001 - \$150,000	15	23.08%	120,000	104,000	122,500	101,500	0
\$150,001 - \$200,000	11	16.92%	173,000	189,000	167,500	170,000	0
\$200,001 - \$270,000	7	10.77%	215,000	0	231,500	209,000	265,000
\$270,001 and up	7	10.77%	325,000	0	325,000	325,000	0
Median Sold Price			120,000	65,950	98,000	185,000	265,000
Total Closed Units		100%	120,000	10	35	19	1
Total Closed Volume			9,073,269	692.70K	3.99M	4.13M	265.00K

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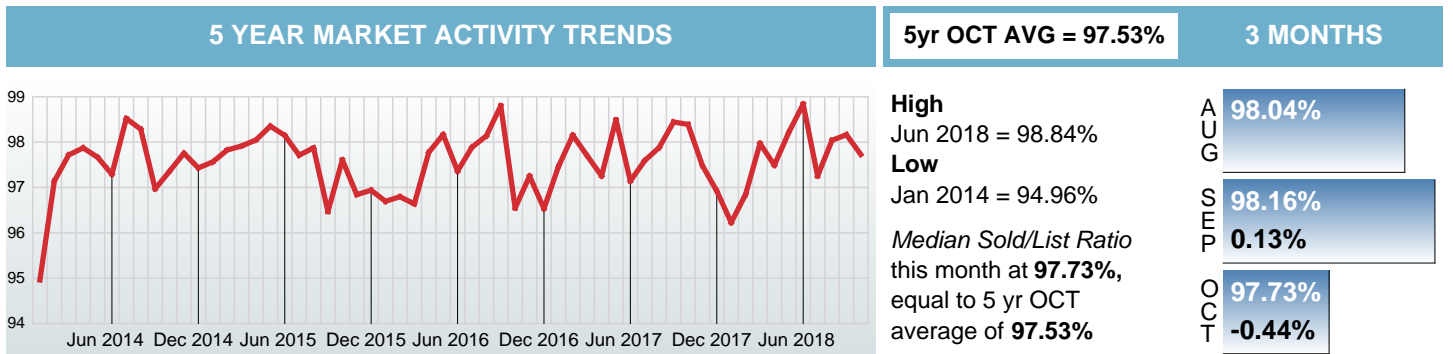
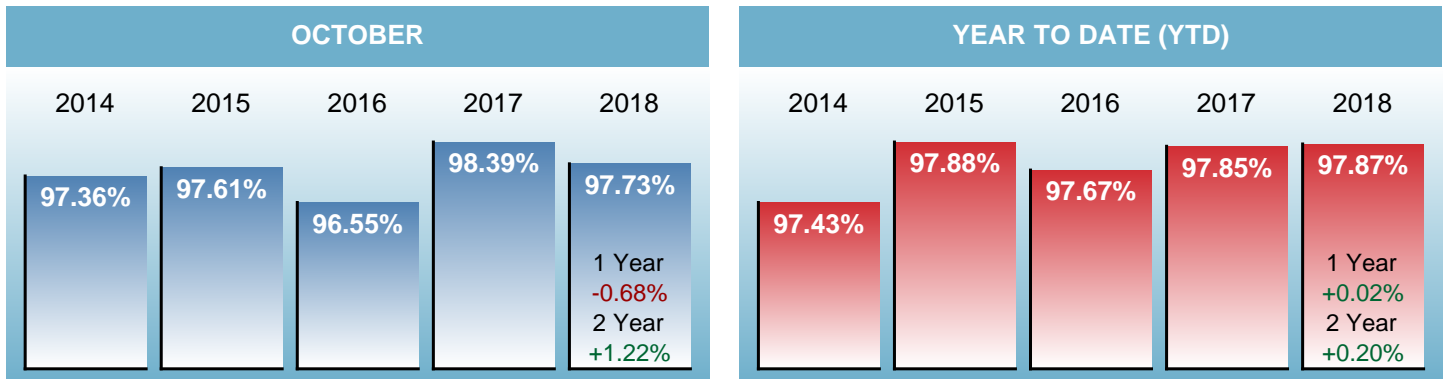
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$30,000 and less	5	7.69%	84.34%	68.33%	100.00%	0.00%	0.00%
\$30,001 \$60,000	9	13.85%	97.33%	100.00%	90.28%	0.00%	0.00%
\$60,001 \$90,000	11	16.92%	97.33%	80.00%	100.00%	89.52%	0.00%
\$90,001 \$150,000	15	23.08%	98.14%	99.05%	98.14%	97.78%	0.00%
\$150,001 \$200,000	11	16.92%	97.30%	100.00%	98.08%	96.71%	0.00%
\$200,001 \$270,000	7	10.77%	97.73%	0.00%	95.66%	99.04%	94.98%
\$270,001 and up	7	10.77%	97.89%	0.00%	96.15%	97.89%	0.00%
Median Sold/List Ratio		97.73%		97.33%	98.14%	97.78%	94.98%
Total Closed Units		65	100%	10	35	19	1
Total Closed Volume		9,073,269		692.70K	3.99M	4.13M	265.00K

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MARKET SUMMARY

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INVENTORY

Inventory

- New Listings **144 = 21.36%**
- Start Inventory **530**
- Total Inventory Units **674**
- Volume **\$107,567,360**

Market Activity

- Closed Sales **65 = 9.02%**
- Pending Sales **63 = 8.74%**
- Other Off Market **91 = 12.62%**
- Active Inventory **502 = 69.63%**

MARKET ACTIVITY

Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	64	65	1.56%	698	663	-5.01%
Pending Sales	67	63	-5.97%	714	698	-2.24%
New Listings	114	144	26.32%	1,478	1,410	-4.60%
Median List Price	114,950	126,000	9.61%	119,900	117,000	-2.42%
Median Sale Price	110,000	120,000	9.09%	116,000	114,000	-1.72%
Median Percent of Selling Price to List Price	98.39%	97.73%	-0.68%	97.85%	97.87%	0.02%
Median Days on Market to Sale	25.50	37.00	45.10%	33.00	32.00	-3.03%
Monthly Inventory	563	502	-10.83%	563	502	-10.83%
Months Supply of Inventory	8.14	7.63	-6.20%	8.14	7.63	-6.20%

Absorption: Last 12 months, an Average of **66** Sales/Month

Inventory on October 31, 2018 = **502** 2017 **2018**

OCTOBER MARKET

New Listings

Pending Listings

MEDIAN PRICES

List Price

Sale Price

INVENTORY

Active Inventory

Monthly Supply of Inventory

MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio

Days on Market

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com