

## August 2018

Area Delimited by County Of Washington

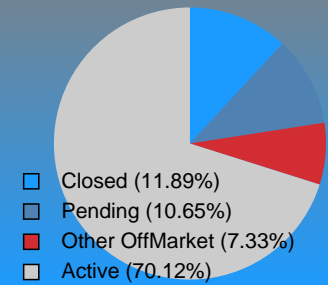


## MONTHLY INVENTORY ANALYSIS

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%
Median List Price	123,900	119,900	-3.23%
Median Sale Price	119,875	114,500	-4.48%
Median Percent of List Price to Selling Price	97.88%	98.02%	0.14%
Median Days on Market to Sale	30.00	21.00	-30.00%
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.

## Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.48%** in August 2018 to \$114,500 versus the previous year at \$119,875.

## Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 9.00 days or **30.00%** in August 2018 compared to last year's same month at **30.00** DOM.

## Sales Success for August 2018 is Positive

Overall, with Median 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.

## 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?

Contact an experienced REALTOR®

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

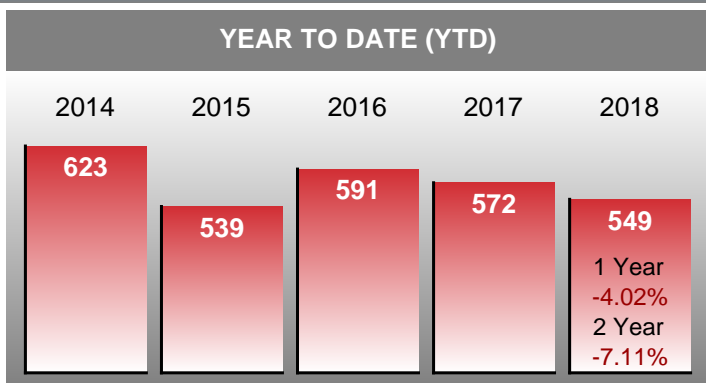
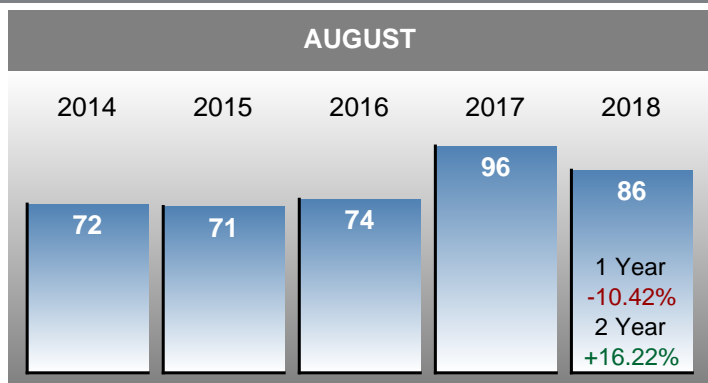
# August 2018

Area Delimited by County Of Washington



## CLOSED LISTINGS

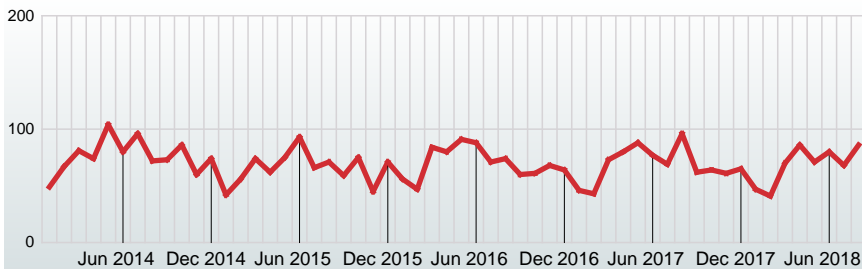
Report produced on Sep 12, 2018 for MLS Technology Inc.



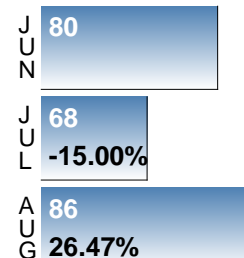
### 5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	8.14%	13.0	4	2	1	0
\$40,001 - \$70,000	12	13.95%	22.5	3	9	0	0
\$70,001 - \$80,000	10	11.63%	36.5	1	8	0	1
\$80,001 - \$130,000	24	27.91%	18.0	4	17	3	0
\$130,001 - \$160,000	10	11.63%	12.0	0	5	4	1
\$160,001 - \$270,000	14	16.28%	22.0	1	4	9	0
\$270,001 and up	9	10.47%	51.0	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>21.0</b>	<b>848.83K</b>	<b>6.08M</b>	<b>4.22M</b>	<b>719.05K</b>
<b>Median Closed Price</b>	<b>\$114,500</b>			<b>\$52,000</b>	<b>\$105,000</b>	<b>\$176,500</b>	<b>\$159,900</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



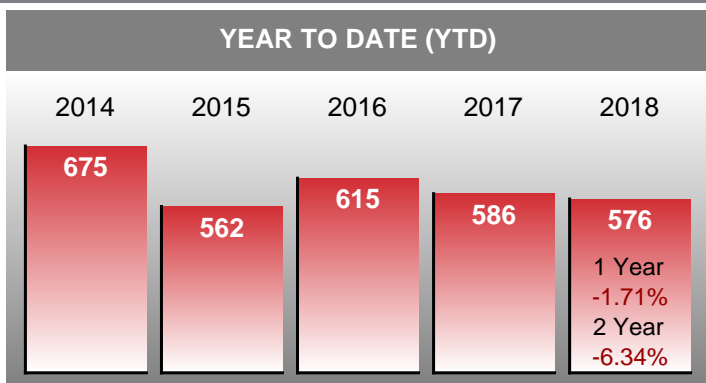
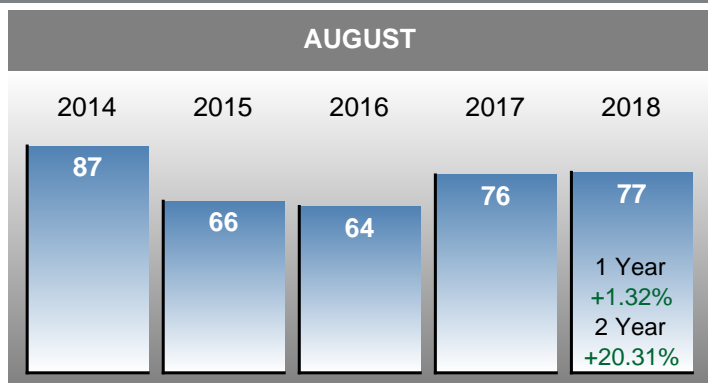
# August 2018

Area Delimited by County Of Washington



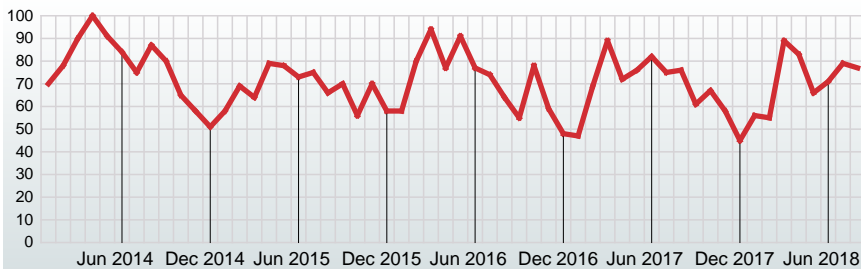
## PENDING LISTINGS

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



### 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**

JUN	71
JUL	79
AUG	77
<b>11.27%</b>	
<b>-2.53%</b>	

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	10.39%	0.0	3	4	1	0
\$30,001 - \$50,000	8	10.39%	72.5	2	6	0	0
\$50,001 - \$70,000	10	12.99%	30.0	1	9	0	0
\$70,001 - \$120,000	18	23.38%	28.5	0	13	5	0
\$120,001 - \$160,000	15	19.48%	35.0	1	8	6	0
\$160,001 - \$200,000	9	11.69%	9.0	1	5	3	0
\$200,001 and up	9	11.69%	11.0	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>20.0</b>	<b>545.70K</b>	<b>4.77M</b>	<b>3.64M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$103,500</b>			<b>\$47,500</b>	<b>\$90,000</b>	<b>\$154,900</b>	<b>\$0</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

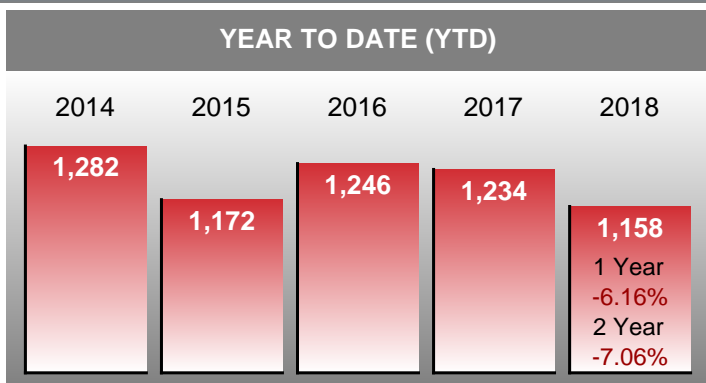
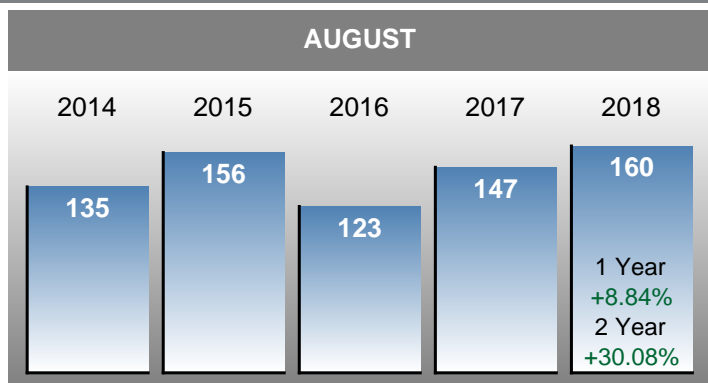
# August 2018

Area Delimited by County Of Washington



## NEW LISTINGS

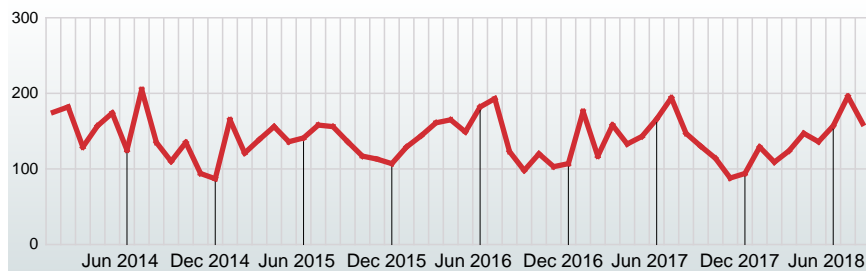
Report produced on Sep 12, 2018 for MLS Technology Inc.



### 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
AUG	160
<b>24.84%</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>Median New Listed Listing Price</b>	<b>\$110,000</b>		<b>\$62,000</b>	<b>\$124,900</b>	<b>\$224,500</b>	<b>\$274,900</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

# August 2018

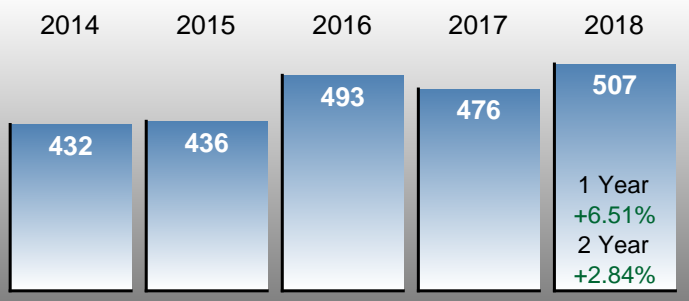
Area Delimited by County Of Washington



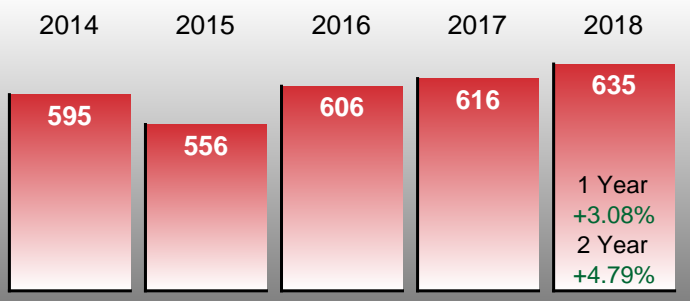
## ACTIVE INVENTORY

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

### END OF AUGUST



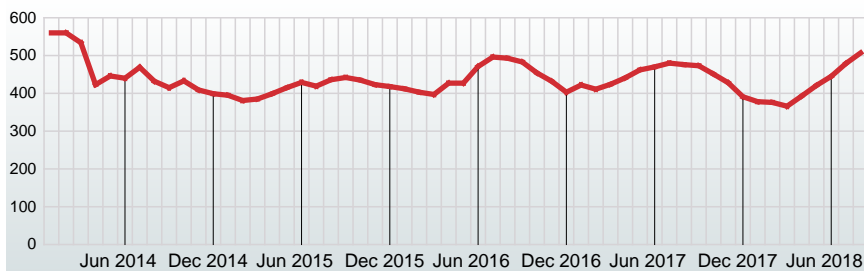
### ACTIVE DURING AUGUST



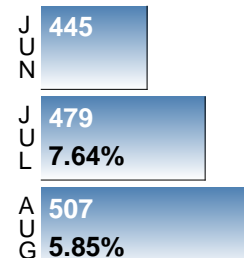
### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	39	7.69%	85.0	37	2	0	0
\$20,001 - \$50,000	72	14.20%	50.0	58	13	1	0
\$50,001 - \$70,000	72	14.20%	45.5	47	23	2	0
\$70,001 - \$140,000	129	25.44%	46.0	40	70	19	0
\$140,001 - \$220,000	75	14.79%	60.0	7	35	31	2
\$220,001 - \$340,000	67	13.21%	53.0	4	16	41	6
\$340,001 and up	53	10.45%	93.0	18	7	24	4
<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>59.0</b>	<b>25.71M</b>	<b>23.03M</b>	<b>30.74M</b>	<b>4.57M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$110,000</b>			<b>\$59,500</b>	<b>\$117,950</b>	<b>\$229,900</b>	<b>\$297,500</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

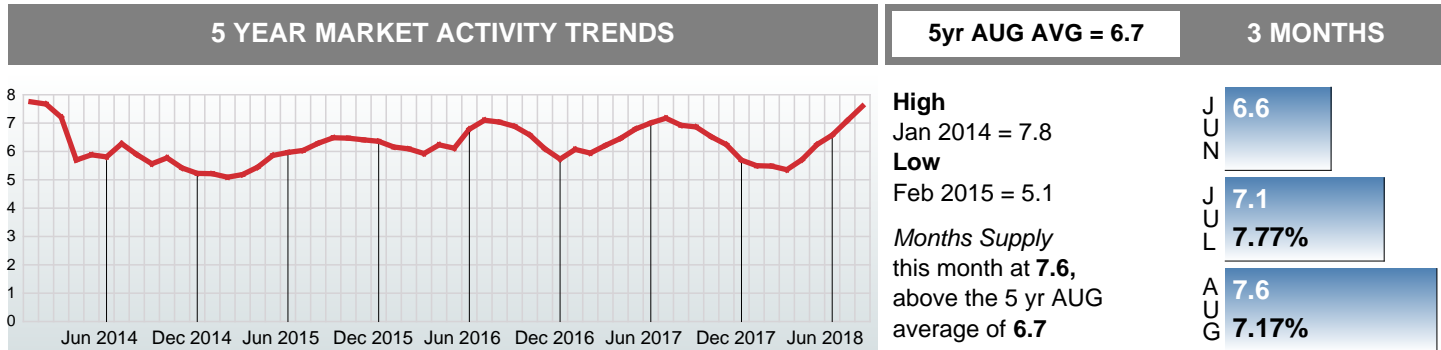
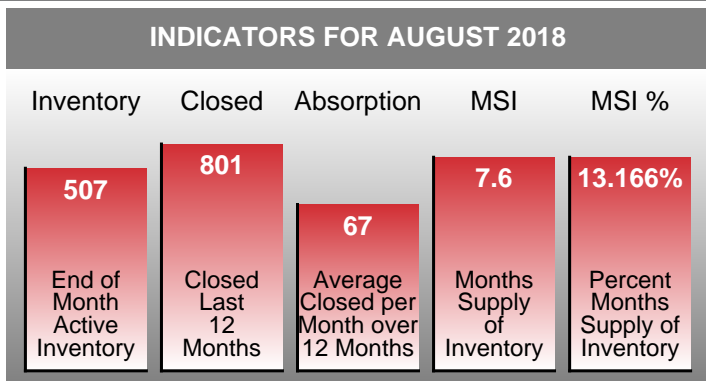
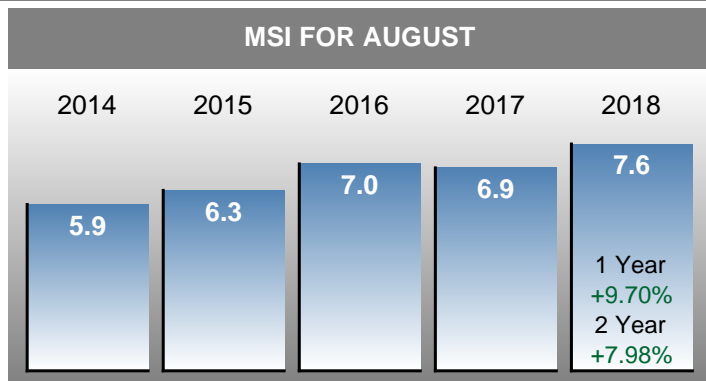
# August 2018

Area Delimited by County Of Washington



## MONTHS SUPPLY of INVENTORY (MSI)

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



### 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
Market Supply of Inventory (MSI)	7.6	100%	7.6	22.6	4.6	6.5	4.2
Total Active Inventory by Units	507			211	166	118	12

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

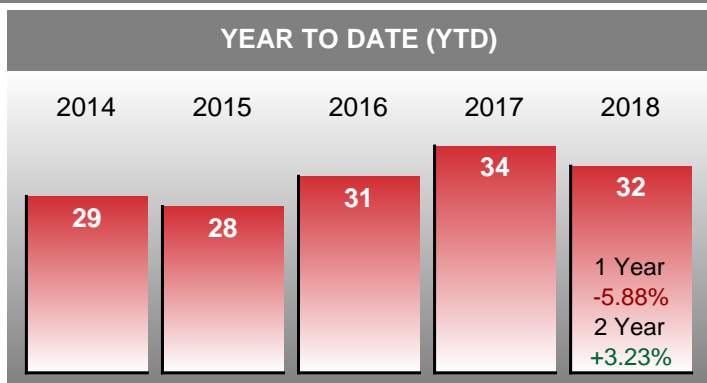
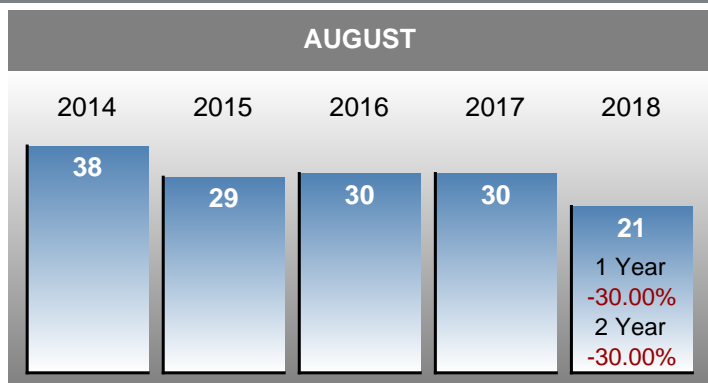
# August 2018

Area Delimited by County Of Washington



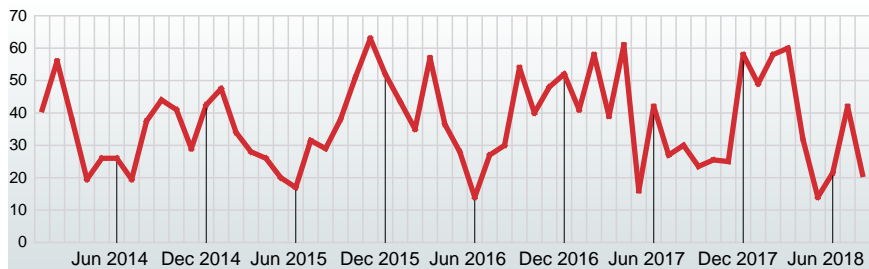
## MEDIAN DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 30**      **3 MONTHS**



JUN	22
JUL	42
AUG	21
<b>95.35%</b>	
<b>-50.00%</b>	

High: Nov 2015 = 63  
Low: May 2018 = 14  
Median Days on Market this month at 21, below the 5 yr AUG average of 30

### 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
\$40,000 and less	7	8.14%	13.0	55.0	17.5	2.0	0.0
\$40,001 - \$70,000	12	13.95%	22.5	22.0	23.0	0.0	0.0
\$70,001 - \$80,000	10	11.63%	36.5	38.0	34.0	0.0	57.0
\$80,001 - \$130,000	24	27.91%	18.0	23.0	17.0	32.0	0.0
\$130,001 - \$160,000	10	11.63%	12.0	0.0	14.0	7.5	58.0
\$160,001 - \$270,000	14	16.28%	22.0	52.0	8.0	24.0	0.0
\$270,001 and up	9	10.47%	51.0	0.0	8.0	74.0	60.0
<b>Median Closed DOM</b>	21.0			35.0	19.0	20.0	58.0
<b>Total Closed Units</b>	86			13	49	21	3
<b>Total Closed Volume</b>	11,862,034			848.83K	6.08M	4.22M	719.05K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®





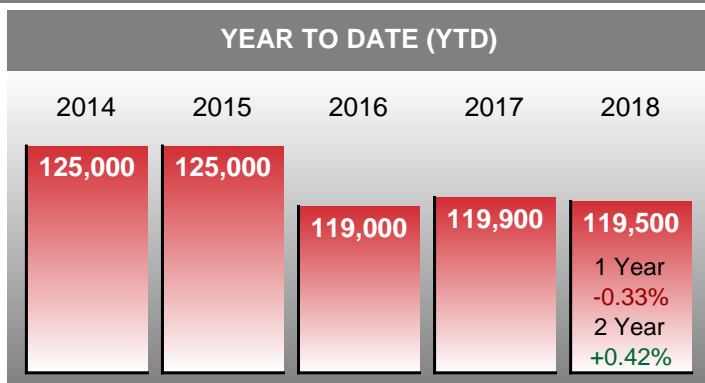
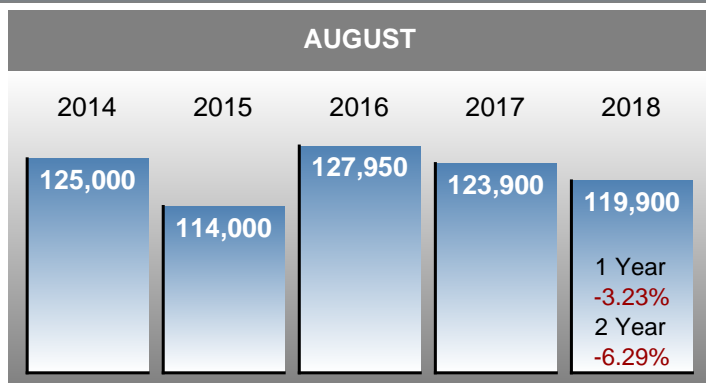
# August 2018

Area Delimited by County Of Washington



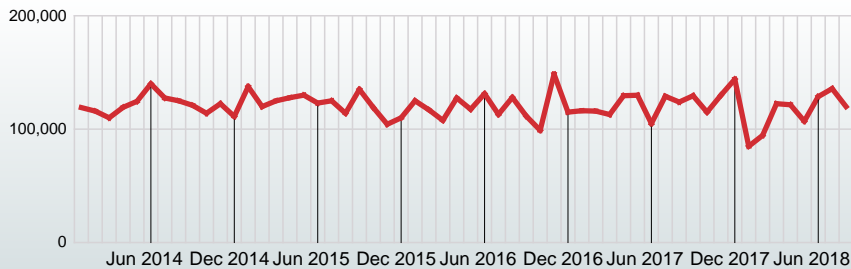
## MEDIAN LIST PRICE AT CLOSING

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

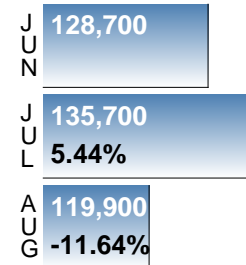


### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 122,150      3 MONTHS



**High**  
Nov 2016 = 148,450  
**Low**  
Jan 2018 = 84,900  
*Median List Price*  
this month at **119,900**,  
below the 5 yr AUG  
average of **122,150**



### 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
\$40,000 and less	8	9.30%	19,900	19,900	24,500	19,900	0
\$40,001 - \$70,000	11	12.79%	53,900	50,000	59,400	0	0
\$70,001 - \$80,000	9	10.47%	75,000	79,900	75,000	0	0
\$80,001 - \$130,000	25	29.07%	115,000	99,750	119,500	122,000	89,800
\$130,001 - \$160,000	10	11.63%	150,950	0	140,000	150,950	159,900
\$160,001 - \$270,000	13	15.12%	199,900	230,000	175,000	205,000	0
\$270,001 and up	10	11.63%	322,500	0	322,500	289,900	490,000
<b>Median List Price</b>			119,900	55,000	107,000	199,900	159,900
<b>Total Closed Units</b>	86	100%	119,900	13	49	21	3
<b>Total Closed Volume</b>	12,200,759			947.41K	6.13M	4.39M	739.70K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



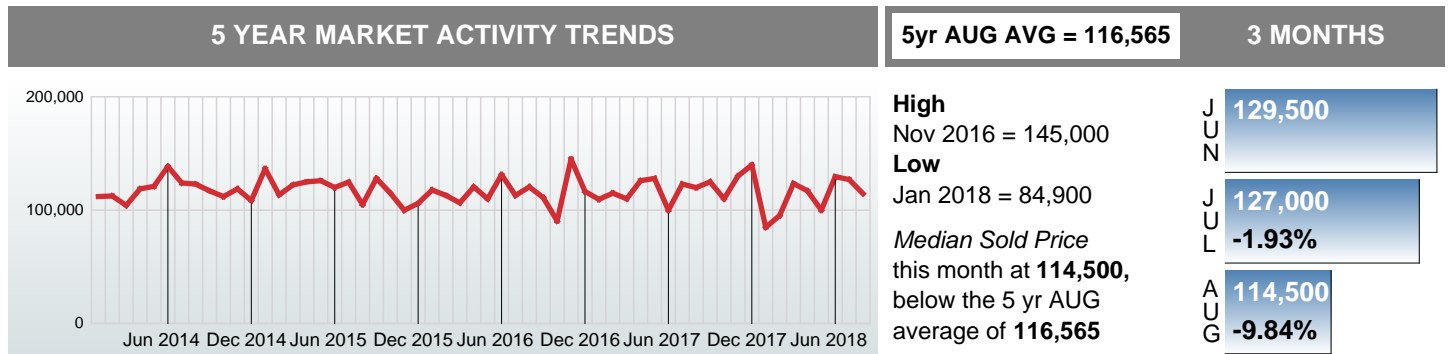
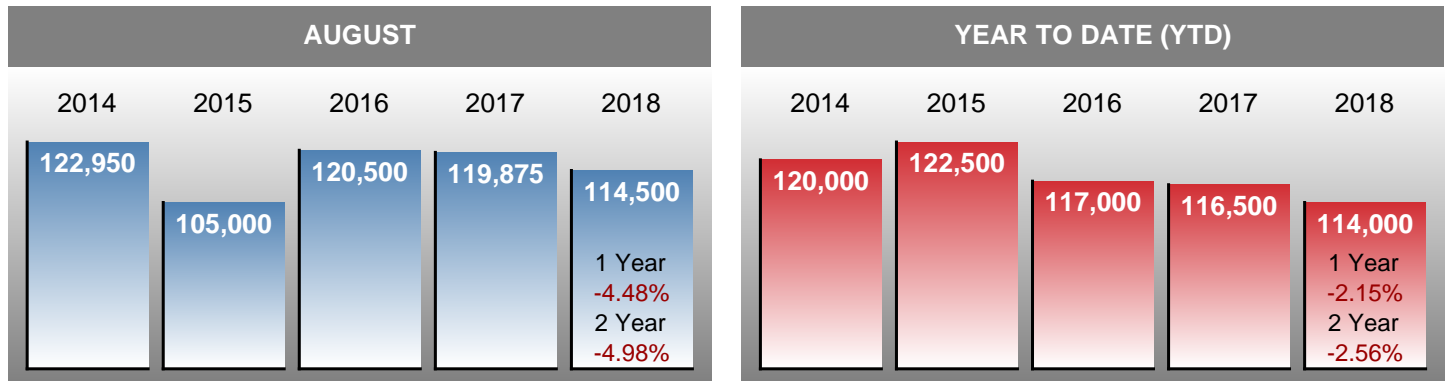
# August 2018

Area Delimited by County Of Washington



## MEDIAN SOLD PRICE AT CLOSING

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



## 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
\$40,000 and less	7	8.14%	16,000	16,250	19,500	14,000	0
\$40,001 - \$70,000	12	13.95%	56,062	50,000	62,000	0	0
\$70,001 - \$80,000	10	11.63%	75,250	73,000	75,250	0	80,000
\$80,001 - \$130,000	24	27.91%	111,250	94,250	115,000	102,000	0
\$130,001 - \$160,000	10	11.63%	149,950	0	145,282	150,950	159,900
\$160,001 - \$270,000	14	16.28%	183,000	182,000	174,500	203,000	0
\$270,001 and up	9	10.47%	320,000	0	319,500	350,000	479,150
<b>Median Sold Price</b>			<b>114,500</b>	<b>52,000</b>	<b>105,000</b>	<b>176,500</b>	<b>159,900</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>114,500</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>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

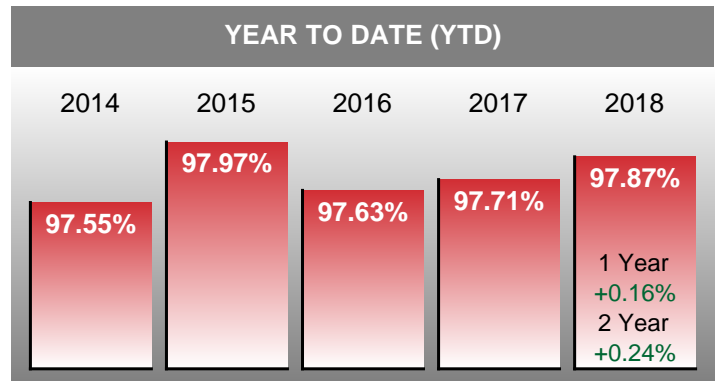
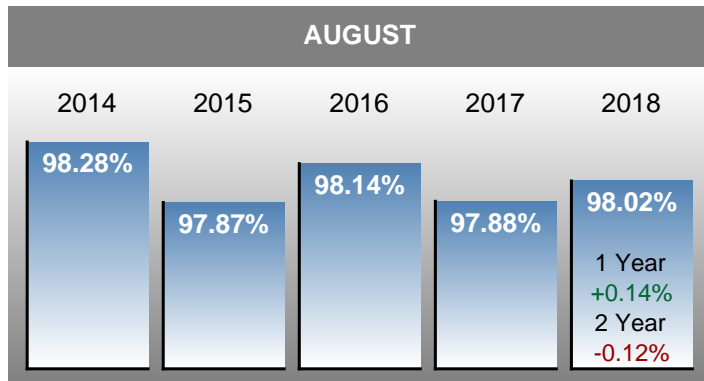
# August 2018

Area Delimited by County Of Washington



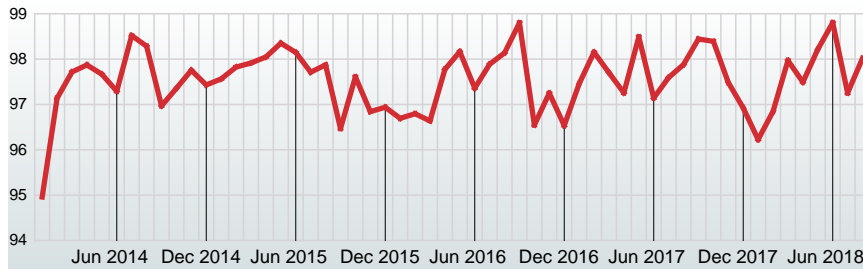
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 98.04%      3 MONTHS



**High**  
Jun 2018 = 98.80%

**Low**  
Jan 2014 = 94.96%

Median Sold/List Ratio this month at **98.02%**, equal to 5 yr AUG average of **98.04%**

JUN	98.80%
JUL	97.25%
AUG	98.02%
Change	-1.57%
3 Months Avg	0.79%

### 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
\$40,000 and less	7	8.14%	81.08%	81.66%	89.52%	70.35%	0.00%
\$40,001 - \$70,000	12	13.95%	95.27%	100.00%	95.00%	0.00%	0.00%
\$70,001 - \$80,000	10	11.63%	97.21%	91.36%	98.67%	0.00%	89.09%
\$80,001 - \$130,000	24	27.91%	98.80%	92.96%	100.00%	83.61%	0.00%
\$130,001 - \$160,000	10	11.63%	100.00%	0.00%	97.12%	100.00%	100.00%
\$160,001 - \$270,000	14	16.28%	98.65%	79.13%	99.87%	98.00%	0.00%
\$270,001 and up	9	10.47%	98.11%	0.00%	98.15%	98.21%	97.79%
<b>Median Sold/List Ratio</b>			<b>98.02%</b>	<b>91.67%</b>	<b>99.13%</b>	<b>98.04%</b>	<b>97.79%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>98.02%</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>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

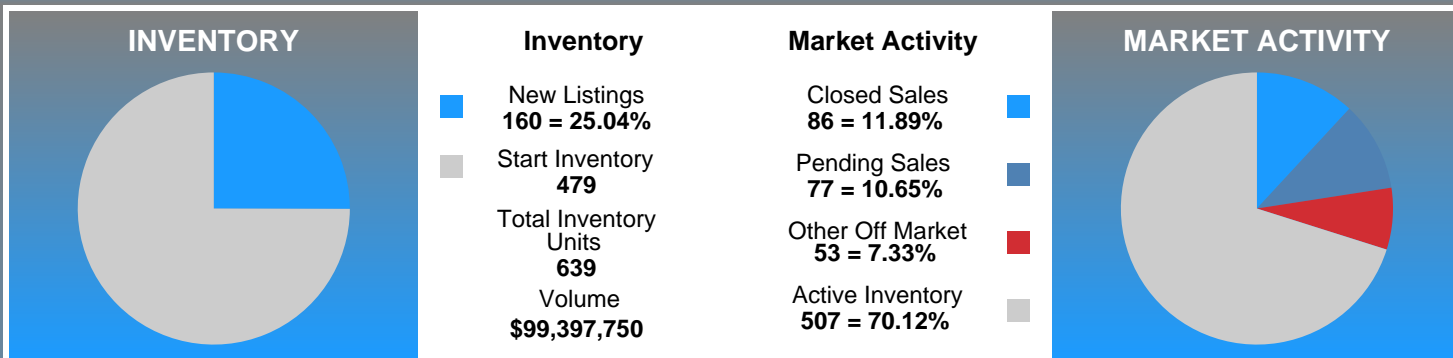
# August 2018

Area Delimited by County Of Washington



## MARKET SUMMARY

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

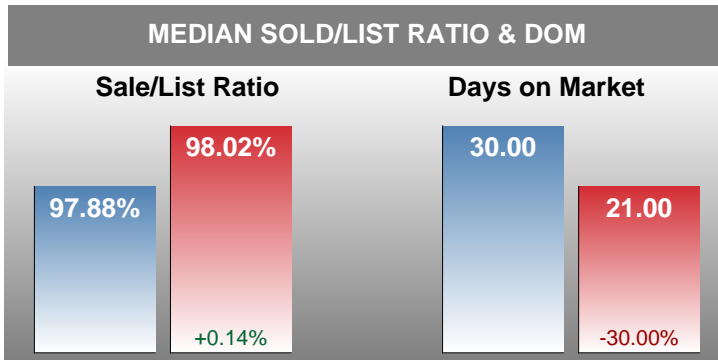
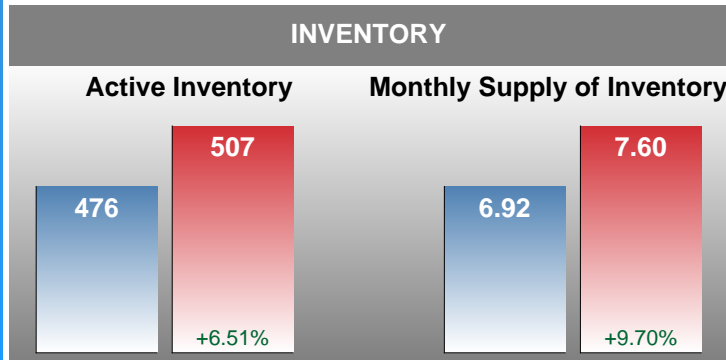
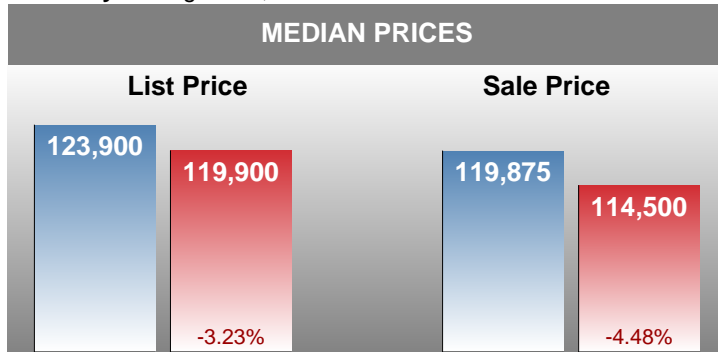
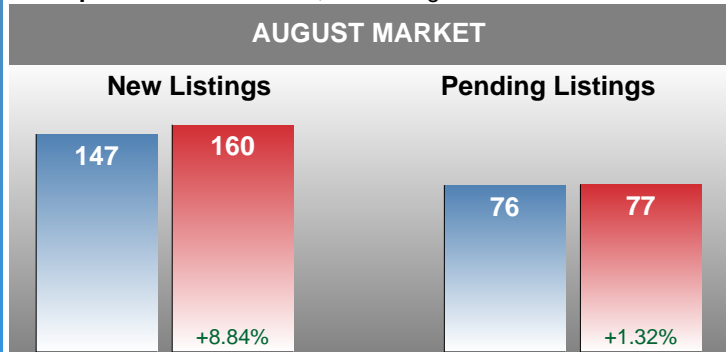


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	96	86	-10.42%	572	549	-4.02%
Pending Sales	76	77	1.32%	586	576	-1.71%
New Listings	147	160	8.84%	1,234	1,158	-6.16%
Median List Price	123,900	119,900	-3.23%	119,900	119,500	-0.33%
Median Sale Price	119,875	114,500	-4.48%	116,500	114,000	-2.15%
Median Percent of Selling Price to List Price	97.88%	98.02%	0.14%	97.71%	97.87%	0.16%
Median Days on Market to Sale	30.00	21.00	-30.00%	34.00	32.00	-5.88%
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



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®