

July 2018

Area Delimited by County Of Washington

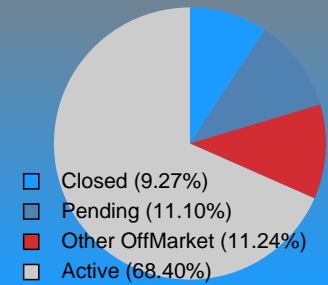


MONTHLY INVENTORY ANALYSIS

Report produced on Aug 13, 2018 for MLS Technology Inc.

Compared Metrics	July		
	2017	2018	+/-%
Closed Listings	69	66	-4.35%
Pending Listings	75	79	5.33%
New Listings	194	196	1.03%
Average List Price	137,594	158,132	14.93%
Average Sale Price	134,045	150,763	12.47%
Average Percent of List Price to Selling Price	96.34%	96.58%	0.25%
Average Days on Market to Sale	41.29	65.18	57.86%
End of Month Inventory	480	487	1.46%
Months Supply of Inventory	7.17	7.22	0.71%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of July 31, 2018 = **487**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2018 rose **1.46%** to 487 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 **7.22** 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 **12.47%** in July 2018 to \$150,763 versus the previous year at \$134,045.

Average Days on Market Lengthens

The average number of **65.18** days that homes spent on the market before selling increased by 23.89 days or **57.86%** in July 2018 compared to last year's same month at **41.29** DOM.

Sales Success for July 2018 is Positive

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

There were 196 New Listings in July 2018, up **1.03%** from last year at 194. Furthermore, there were 66 Closed Listings this month versus last year at 69, a **-4.35%** decrease.

Closed versus Listed trends yielded a **33.7%** ratio, down from previous year's, July 2017, at **35.6%**, a **5.32%** 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

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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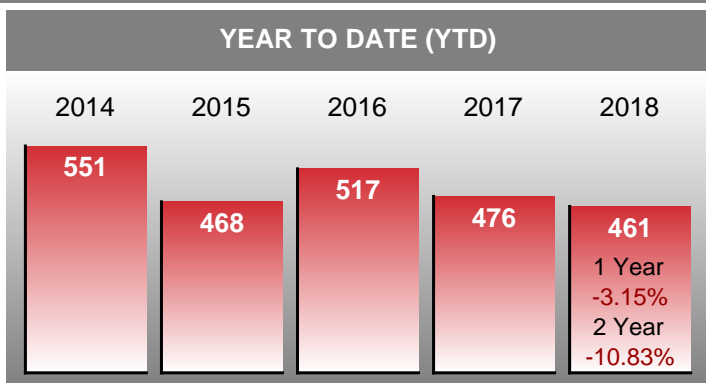
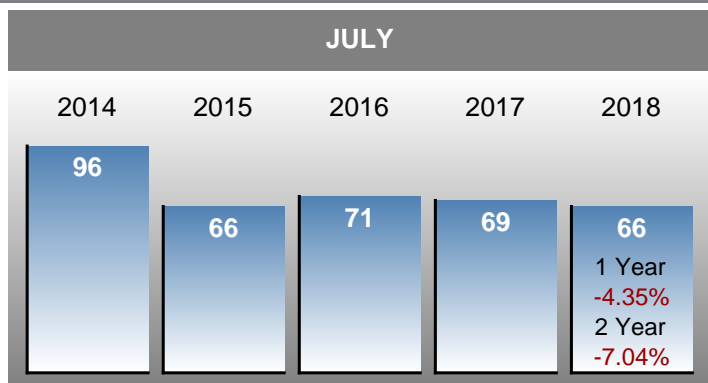
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CLOSED LISTINGS

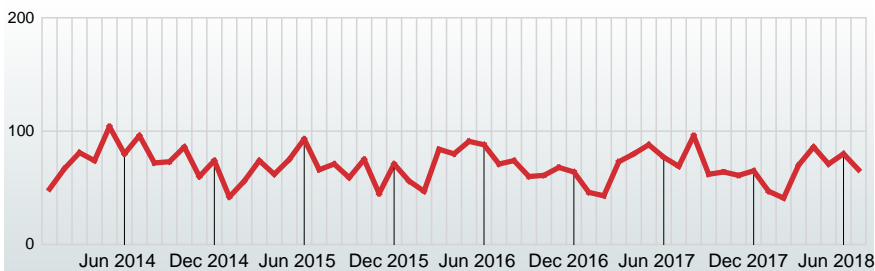
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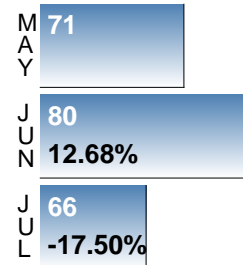
5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 74

3 MONTHS



High
May 2014 = 104
Low
Feb 2018 = 41
Closed Listings
this month at **66**,
below the 5 yr JUL
average of **74**



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	7	10.61%	98.9	3	3	1	0
\$50,001 - \$75,000	4	6.06%	85.8	1	2	1	0
\$75,001 - \$100,000	12	18.18%	36.8	1	10	1	0
\$100,001 - \$150,000	17	25.76%	50.4	3	13	1	0
\$150,001 - \$200,000	9	13.64%	50.8	1	4	4	0
\$200,001 - \$250,000	8	12.12%	73.9	0	4	3	1
\$250,001 and up	9	13.64%	102.3	0	1	5	3
Total Closed Units	66			9	37	16	4
Total Closed Volume	9,950,330	100%	65.2	840.50K	4.72M	3.36M	1.03M
Average Closed Price	\$150,763			\$93,389	\$127,574	\$210,038	\$257,250

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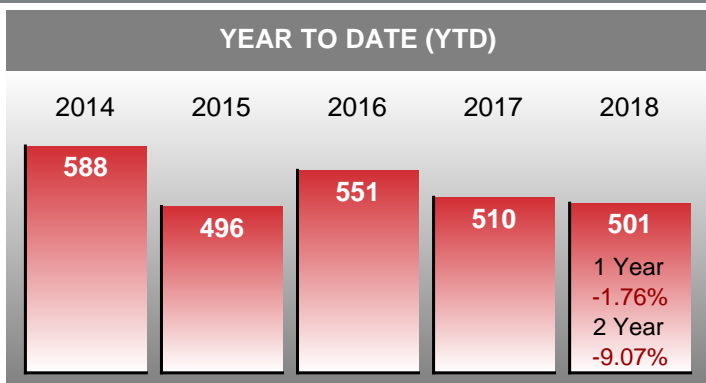
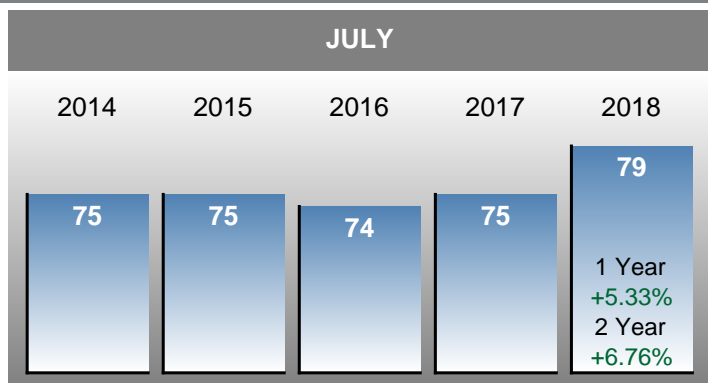
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PENDING LISTINGS

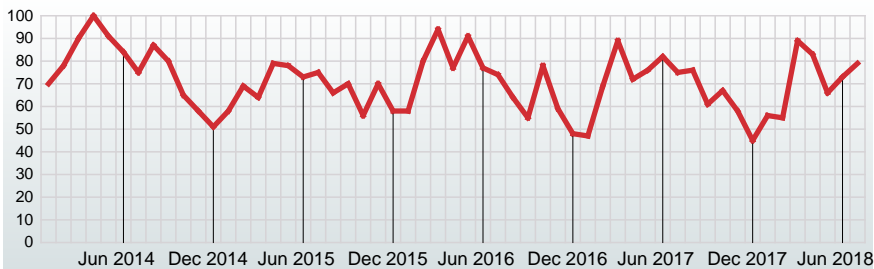
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 76

3 MONTHS



High
Apr 2014 = 100
Low
Dec 2017 = 45
Pending Listings
this month at **79**,
above the 5 yr JUL
average of **76**

MAY	66
JUN	73 10.61%
JUL	79 8.22%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	10.13%	56.0	3	5	0	0
\$25,001 - \$75,000	11	13.92%	33.2	3	8	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	25	31.65%	41.0	4	19	1	1
\$125,001 - \$175,000	14	17.72%	45.0	1	8	4	1
\$175,001 - \$300,000	12	15.19%	36.5	1	3	7	1
\$300,001 and up	9	11.39%	43.0	0	6	2	1
Total Pending Units	79			12	49	14	4
Total Pending Volume	12,311,459	100%	58.3	941.51K	7.05M	3.30M	1.02M
Average Listing Price	\$195,145			\$78,459	\$143,803	\$235,643	\$256,150

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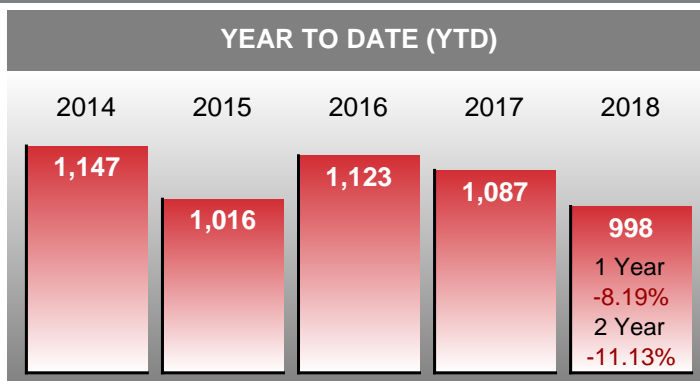
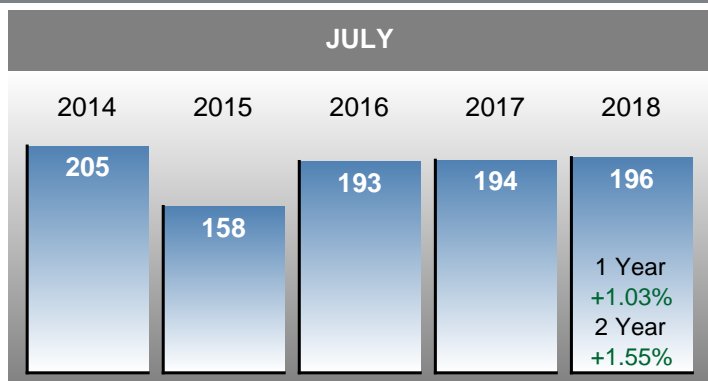
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NEW LISTINGS

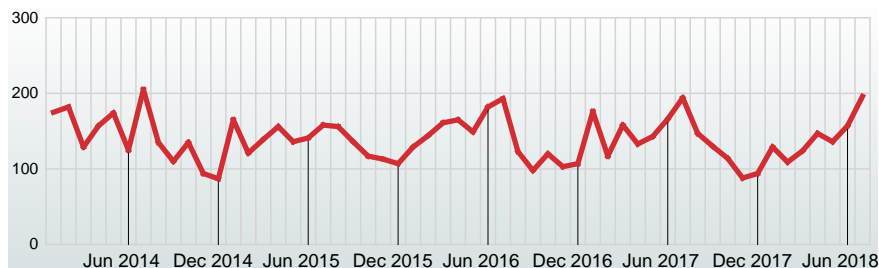
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 189

3 MONTHS



High
Jul 2014 = 205
Low
Dec 2014 = 87
New Listings
this month at **196**,
above the 5 yr JUL
average of **189**

MAY	136
JUN	157
15.44%	
JUL	196
24.84%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	25	12.76%	22	3	0	0
\$40,001 - \$60,000	29	14.80%	23	5	1	0
\$60,001 - \$80,000	20	10.20%	6	14	0	0
\$80,001 - \$140,000	49	25.00%	12	30	6	1
\$140,001 - \$200,000	27	13.78%	2	14	11	0
\$200,001 - \$310,000	25	12.76%	0	6	19	0
\$310,001 and up	21	10.71%	4	6	9	2
Total New Listed Units	196		69	78	46	3
Total New Listed Volume	32,231,193	100%	8.14M	10.54M	11.93M	1.63M
Average New Listed Listing Price	\$145,375		\$118,010	\$135,076	\$259,265	\$542,133

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July 2018

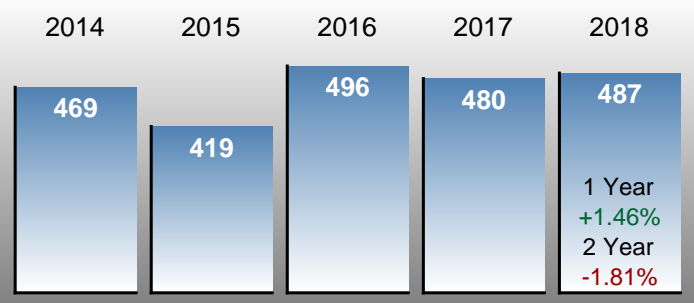
Area Delimited by County Of Washington



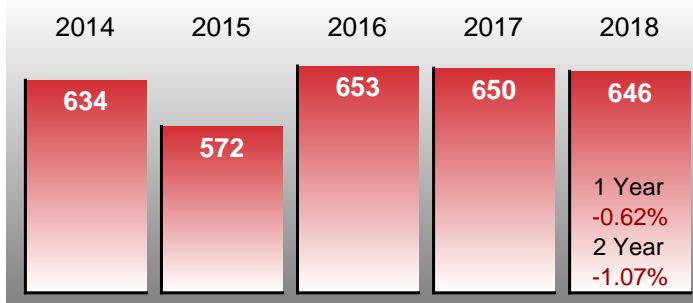
ACTIVE INVENTORY

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END OF JULY



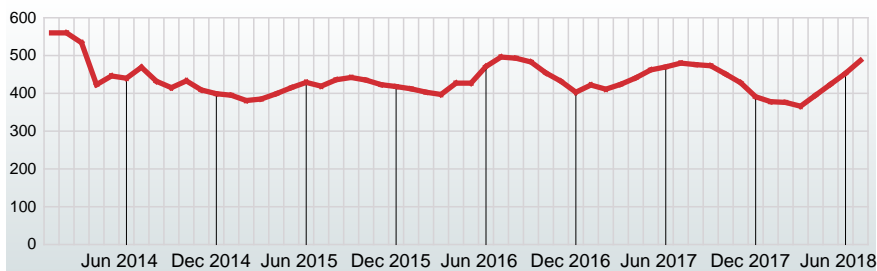
ACTIVE DURING JULY



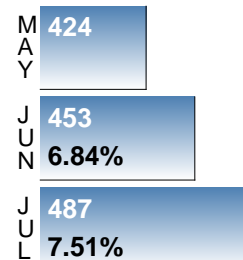
5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 470

3 MONTHS



High
Feb 2014 = 560
Low
Mar 2018 = 366
Inventory
this month at **487**,
above the 5 yr JUL
average of **470**



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	42	8.62%	84.0	39	3	0	0
\$25,001 - \$50,000	68	13.96%	58.6	51	16	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	172	35.32%	76.7	83	77	12	0
\$125,001 - \$200,000	87	17.86%	62.0	9	43	34	1
\$200,001 - \$325,000	64	13.14%	67.4	3	19	39	3
\$325,001 and up	54	11.09%	78.6	18	7	23	6
Total Active Inventory by Units	487			203	165	109	10
Total Active Inventory by Volume	79,941,848	100%	71.2	25.06M	22.87M	27.90M	4.11M
Average Active Inventory Listing Price	\$164,152			\$123,457	\$138,600	\$255,981	\$410,910

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July 2018

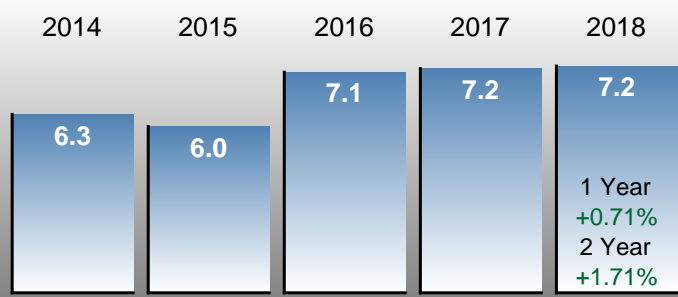
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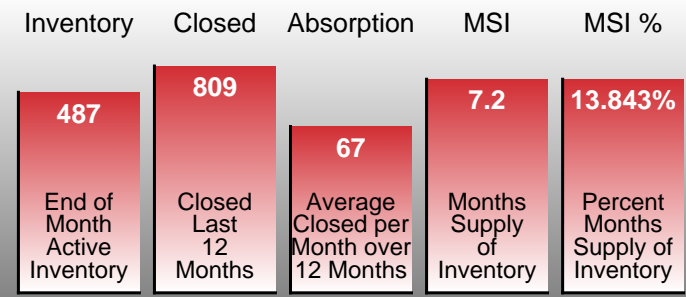
MONTHS SUPPLY of INVENTORY (MSI)

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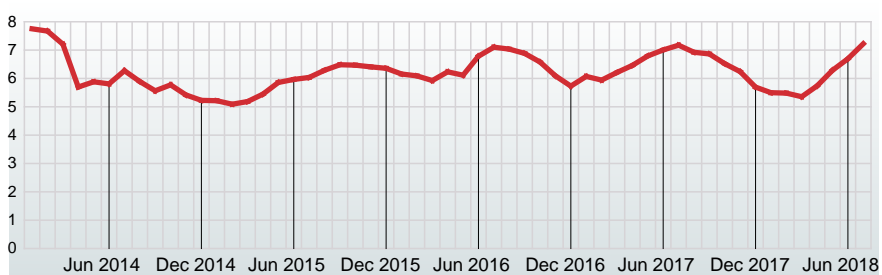
MSI FOR JULY



INDICATORS FOR JULY 2018



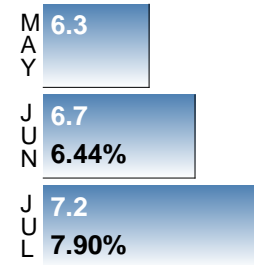
5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 6.8

3 MONTHS

High
Jan 2014 = 7.8
Low
Feb 2015 = 5.1
Months Supply this month at 7.2, equal to 5 yr JUL average of 6.8



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	35	7.19%	20.0	45.3	1.2	0.0	0.0
\$20,001 - \$50,000	75	15.40%	9.4	19.2	4.0	1.7	0.0
\$50,001 - \$70,000	73	14.99%	10.7	25.7	5.5	8.0	0.0
\$70,001 - \$130,000	109	22.38%	5.0	13.4	3.8	3.8	2.4
\$130,001 - \$210,000	82	16.84%	5.1	9.0	5.0	5.5	0.0
\$210,001 - \$340,000	62	12.73%	6.2	18.0	6.2	6.0	5.5
\$340,001 and up	51	10.47%	16.5	108.0	14.0	11.0	9.6
Market Supply of Inventory (MSI)	7.2	100%	7.2	21.2	4.5	5.9	3.4
Total Active Inventory by Units	487			203	165	109	10

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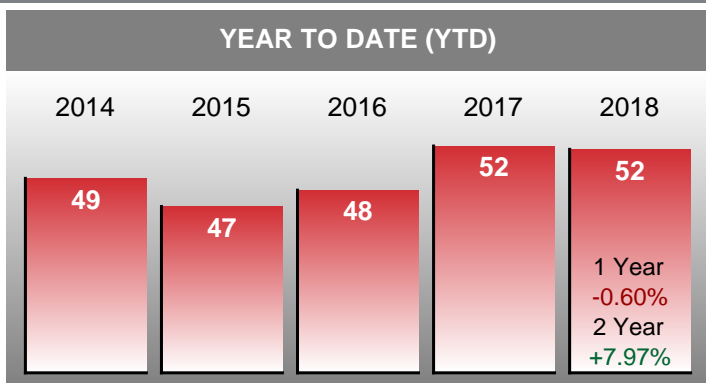
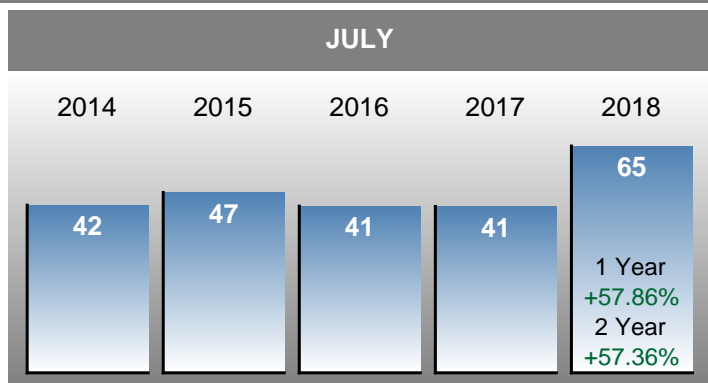
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AVERAGE DAYS ON MARKET TO SALE

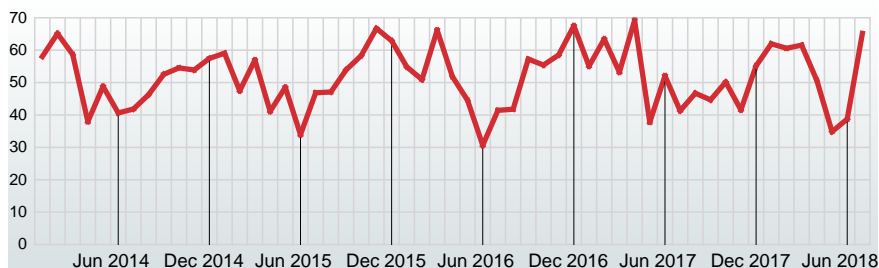
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 47

3 MONTHS



High

Apr 2017 = 69

Low

Jun 2016 = 31

Average Days on Market this month at **65**, above the 5 yr JUL average of **47**

MAY 35

JUN 39
11.25%

JUL 65
68.21%

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	7	10.61%	98.9	185.0	33.3	37.0	0.0
\$50,001 - \$75,000	4	6.06%	85.8	139.0	49.5	105.0	0.0
\$75,001 - \$100,000	12	18.18%	36.8	19.0	35.7	65.0	0.0
\$100,001 - \$150,000	17	25.76%	50.4	70.0	49.5	4.0	0.0
\$150,001 - \$200,000	9	13.64%	50.8	29.0	50.5	56.5	0.0
\$200,001 - \$250,000	8	12.12%	73.9	0.0	34.0	91.3	181.0
\$250,001 and up	9	13.64%	102.3	0.0	33.0	94.0	139.3
Average Closed DOM			65.2	105.8	42.4	73.8	149.8
Total Closed Units		100%	65.2	9	37	16	4
Total Closed Volume			9,950,330	840.50K	4.72M	3.36M	1.03M

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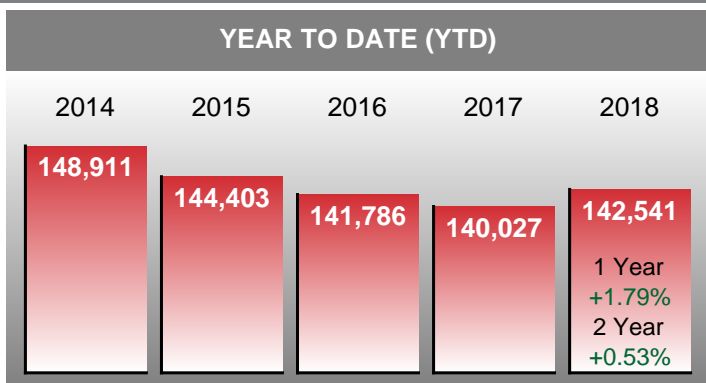
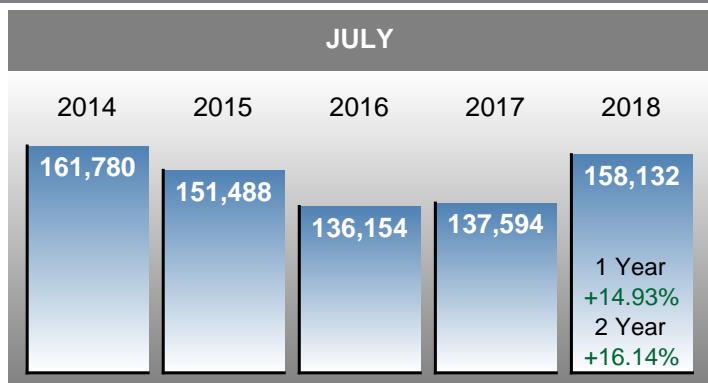
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AVERAGE LIST PRICE AT CLOSING

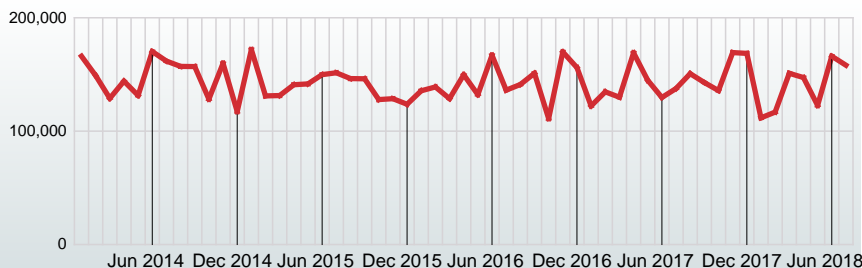
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 149,030

3 MONTHS



High
Jan 2015 = 171,894
Low
Oct 2016 = 111,092
Average List Price
this month at **158,132**,
above the 5 yr JUL
average of **149,030**

MAY 122,708
JUN 166,085
35.35%
JUL 158,132
-4.79%

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	6	9.09%	33,817	45,833	32,833	24,900	0
\$50,001 - \$75,000	6	9.09%	64,400	57,900	66,250	79,000	0
\$75,001 - \$100,000	11	16.67%	90,709	85,000	87,190	99,900	0
\$100,001 - \$150,000	17	25.76%	125,871	144,967	121,615	123,900	0
\$150,001 - \$200,000	10	15.15%	169,720	172,500	162,375	168,825	0
\$200,001 - \$250,000	6	9.09%	230,233	0	239,725	219,467	219,000
\$250,001 and up	10	15.15%	363,120	0	649,900	375,280	283,300
Average List Price			158,132	98,644	133,573	221,113	267,225
Total Closed Units	66	100%	158,132	9	37	16	4
Total Closed Volume	10,436,700			887.80K	4.94M	3.54M	1.07M

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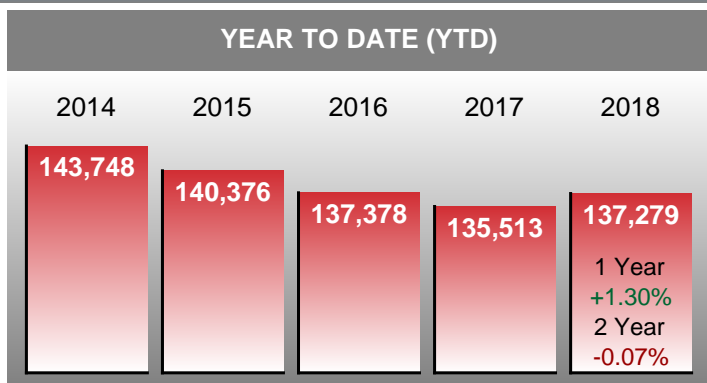
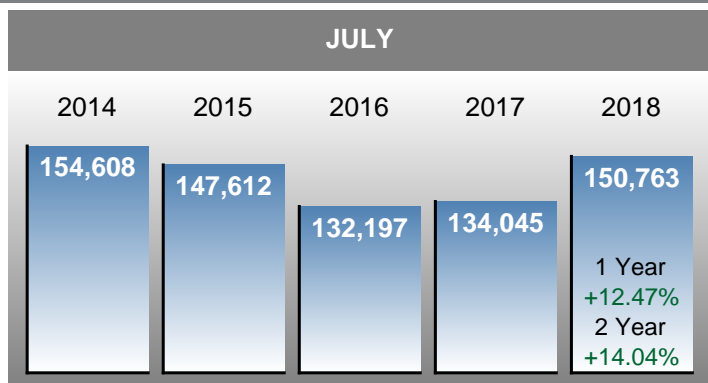
July 2018

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AVERAGE SOLD PRICE AT CLOSING

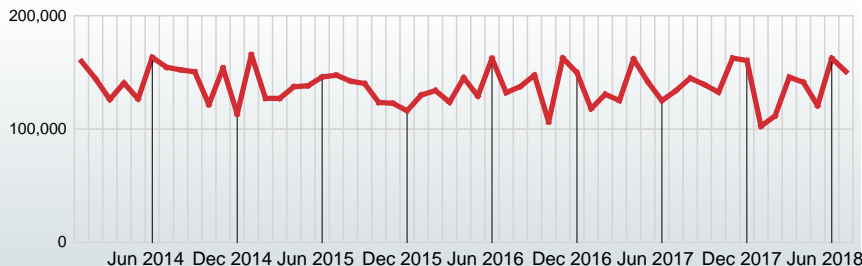
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 143,845

3 MONTHS



High
Jan 2015 = 165,666
Low
Jan 2018 = 102,591
Average Sold Price
this month at **150,763**,
above the 5 yr JUL
average of **143,845**

MAY	120,797
JUN	162,456
JUL	34.49%
JUL	150,763
JUL	-7.20%

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	7	10.61%	33,000	38,167	31,833	21,000	0
\$50,001 - \$75,000	4	6.06%	64,625	55,000	65,500	72,500	0
\$75,001 - \$100,000	12	18.18%	86,725	77,500	86,330	99,900	0
\$100,001 - \$150,000	17	25.76%	122,878	140,333	118,772	123,900	0
\$150,001 - \$200,000	9	13.64%	163,378	172,500	159,875	164,600	0
\$200,001 - \$250,000	8	12.12%	224,350	0	235,475	214,300	210,000
\$250,001 and up	9	13.64%	340,667	0	505,000	348,400	273,000
Average Sold Price			150,763	93,389	127,574	210,038	257,250
Total Closed Units		100%	150,763	9	37	16	4
Total Closed Volume			9,950,330	840.50K	4.72M	3.36M	1.03M

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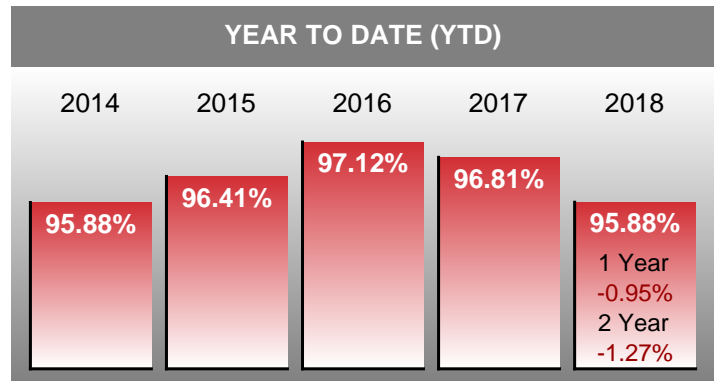
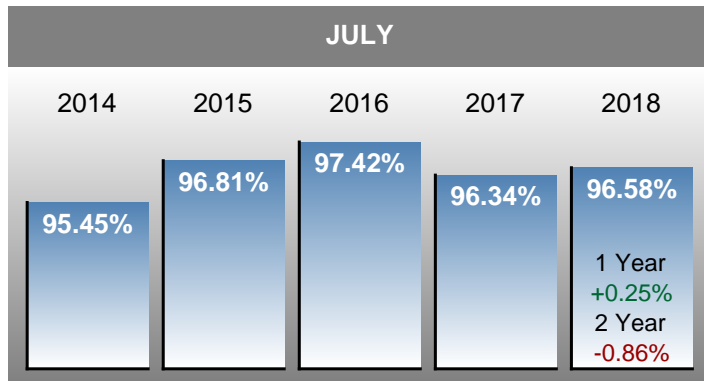
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

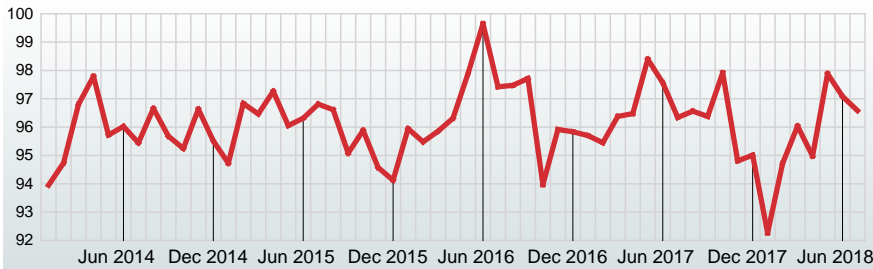
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 96.52%

3 MONTHS



High
Jun 2016 = 99.65%

Low
Jan 2018 = 92.27%

Average Sold/List Ratio this month at **96.58%**, equal to 5 yr JUL average of **96.52%**

MAY	97.89%
JUN	97.09%
JUL	96.58%
JUL	-0.82%
JUL	-0.52%

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	7	10.61%	90.51%	85.40%	97.67%	84.34%	0.00%
\$50,001 - \$75,000	4	6.06%	96.17%	94.99%	98.97%	91.77%	0.00%
\$75,001 - \$100,000	12	18.18%	99.24%	91.18%	99.97%	100.00%	0.00%
\$100,001 - \$150,000	17	25.76%	97.76%	96.88%	97.79%	100.00%	0.00%
\$150,001 - \$200,000	9	13.64%	98.22%	100.00%	98.50%	97.50%	0.00%
\$200,001 - \$250,000	8	12.12%	97.78%	0.00%	98.21%	97.83%	95.89%
\$250,001 and up	9	13.64%	93.02%	0.00%	77.70%	94.08%	96.36%
Average Sold/List Ratio			96.60%	92.56%	98.01%	95.63%	96.24%
Total Closed Units		100%	96.60%	9	37	16	4
Total Closed Volume				840.50K	4.72M	3.36M	1.03M

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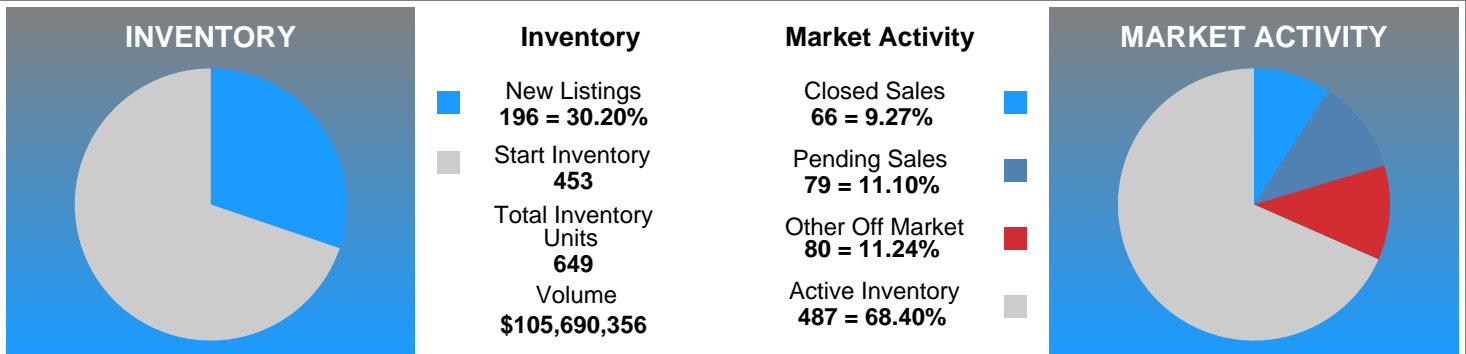
July 2018

Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Aug 13, 2018 for MLS Technology Inc.

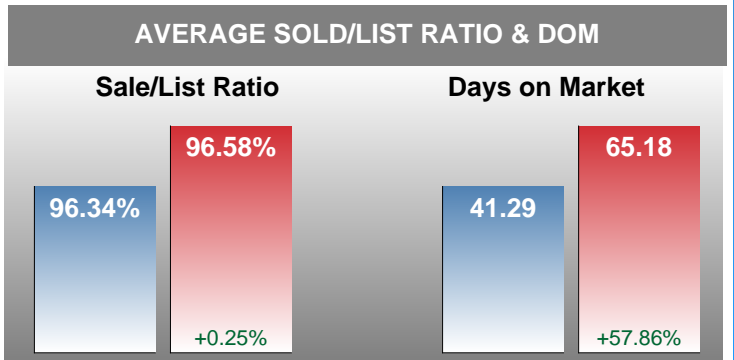
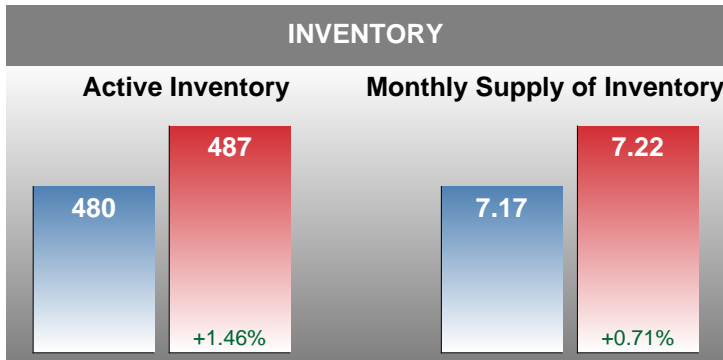
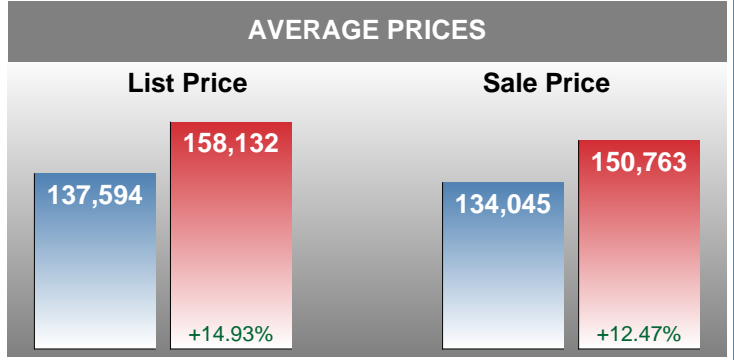
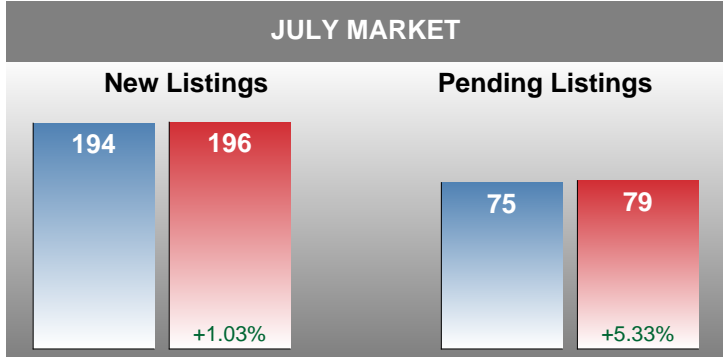


Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	69	66	-4.35%	476	461	-3.15%
Pending Sales	75	79	5.33%	510	501	-1.76%
New Listings	194	196	1.03%	1,087	998	-8.19%
Average List Price	137,594	158,132	14.93%	140,027	142,541	1.79%
Average Sale Price	134,045	150,763	12.47%	135,513	137,279	1.30%
Average Percent of Selling Price to List Price	96.34%	96.58%	0.25%	96.81%	95.88%	-0.95%
Average Days on Market to Sale	41.29	65.18	57.86%	52.23	51.92	-0.60%
Monthly Inventory	480	487	1.46%	480	487	1.46%
Months Supply of Inventory	7.17	7.22	0.71%	7.17	7.22	0.71%

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

Inventory on July 31, 2018 = 487

2017 2018



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Email: support@mlstechnology.com