



# September 2018

Area Delimited by County Of Tulsa

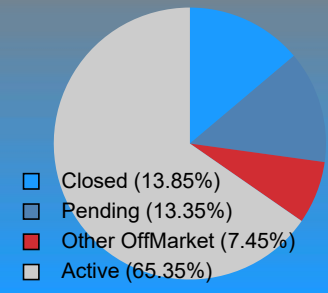


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	850	768	-9.65%
Pending Listings	788	740	-6.09%
New Listings	1,327	1,131	-14.77%
Average List Price	203,437	206,686	1.60%
Average Sale Price	197,574	201,004	1.74%
Average Percent of List Price to Selling Price	97.29%	97.52%	0.24%
Average Days on Market to Sale	44.46	41.49	-6.68%
End of Month Inventory	3,306	3,623	9.59%
Months Supply of Inventory	4.01	4.22	5.11%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **859** Sales/Month  
**Active Inventory** as of September 30, 2018 = **3,623**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2018 rose **9.59%** to 3,623 existing homes available for sale. Over the last 12 months this area has had an average of 859 closed sales per month. This represents an unsold inventory index of **4.22** 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 **1.74%** in September 2018 to \$201,004 versus the previous year at \$197,574.

#### Average Days on Market Shortens

The average number of **41.49** days that homes spent on the market before selling decreased by 2.97 days or **6.68%** in September 2018 compared to last year's same month at **44.46** 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 1,131 New Listings in September 2018, down **14.77%** from last year at 1,327. Furthermore, there were 768 Closed Listings this month versus last year at 850, a **-9.65%** decrease.

Closed versus Listed trends yielded a **67.9%** ratio, up from previous year's, September 2017, at **64.1%**, a **6.01%** 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

<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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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.



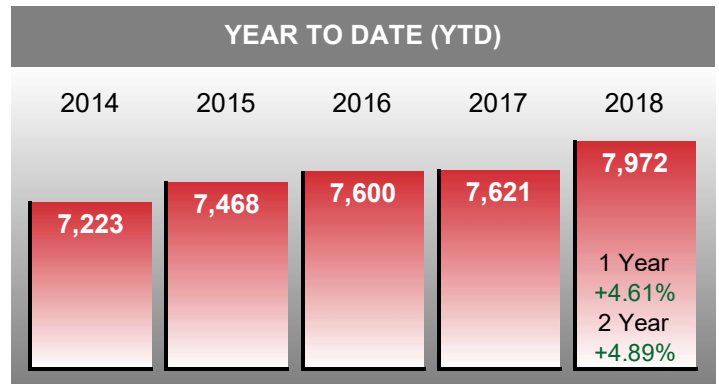
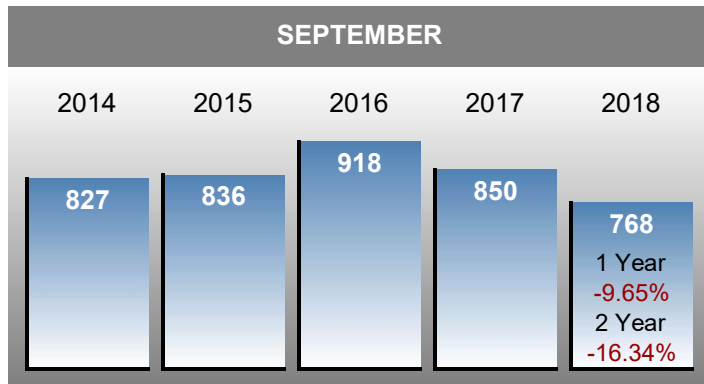
# September 2018

Area Delimited by County Of Tulsa



## CLOSED LISTINGS

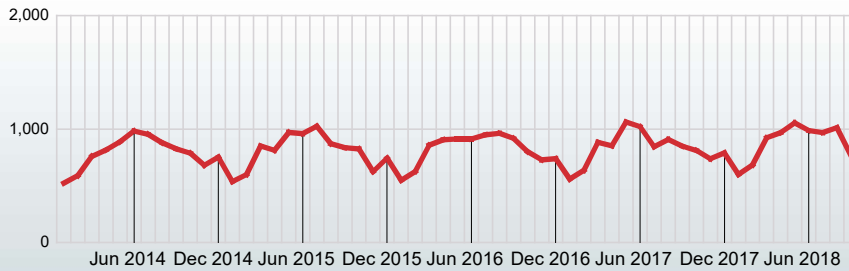
Report produced on Oct 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 840

3 MONTHS



**High**  
May 2017 = 1,062  
**Low**  
Jan 2014 = 524  
*Closed Listings*  
this month at **768**,  
below the 5 yr SEP  
average of **840**

JUL	970
AUG	1,013
SEP	768
	4.43%
	-24.19%

### 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	44	5.73%	42.7	25	18	1	0
\$50,001 - \$100,000	95	12.37%	40.6	29	59	7	0
\$100,001 - \$125,000	75	9.77%	38.4	12	60	3	0
\$125,001 - \$175,000	192	25.00%	37.4	17	151	22	2
\$175,001 - \$250,000	184	23.96%	38.0	8	100	73	3
\$250,001 - \$325,000	87	11.33%	51.1	4	25	51	7
\$325,001 and up	91	11.85%	50.9	3	22	55	11
<b>Total Closed Units</b>	<b>768</b>			<b>98</b>	<b>435</b>	<b>212</b>	<b>23</b>
<b>Total Closed Volume</b>	<b>154,370,745</b>	<b>100%</b>	<b>41.5</b>	<b>11.23M</b>	<b>71.39M</b>	<b>62.66M</b>	<b>9.09M</b>
<b>Average Closed Price</b>	<b>\$201,004</b>			<b>\$114,608</b>	<b>\$164,109</b>	<b>\$295,565</b>	<b>\$395,307</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



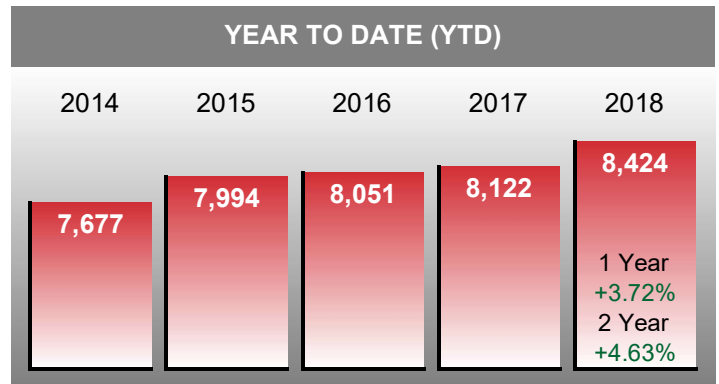
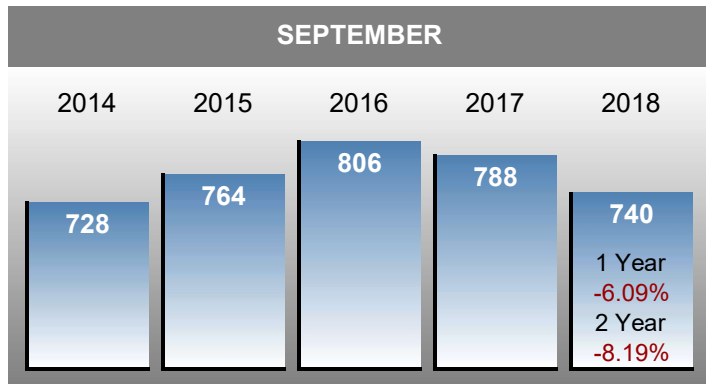
# September 2018

Area Delimited by County Of Tulsa



## PENDING LISTINGS

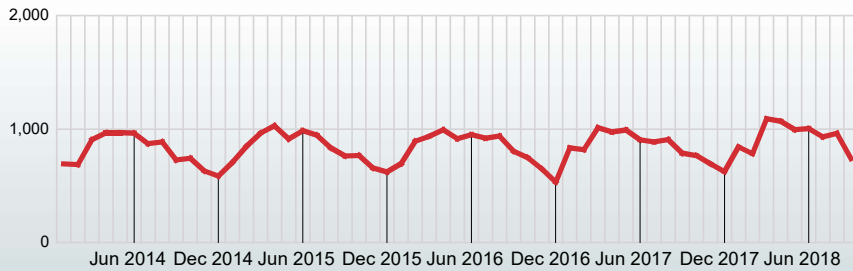
Report produced on Oct 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 765

3 MONTHS



**High**  
Mar 2018 = 1,091  
**Low**  
Dec 2016 = 533  
*Pending Listings*  
this month at **740**,  
below the 5 yr SEP  
average of **765**

JUL	932
AUG	963
SEP	740
3.33%	
-23.16%	

### 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	48	6.49%	47.9	25	22	1	0
\$50,001 - \$100,000	94	12.70%	57.4	34	55	4	1
\$100,001 - \$125,000	53	7.16%	30.5	8	39	6	0
\$125,001 - \$175,000	192	25.95%	40.7	16	144	29	3
\$175,001 - \$250,000	183	24.73%	42.4	8	95	69	11
\$250,001 - \$325,000	87	11.76%	55.9	4	25	46	12
\$325,001 and up	83	11.22%	59.8	2	17	49	15
<b>Total Pending Units</b>	<b>740</b>			<b>97</b>	<b>397</b>	<b>204</b>	<b>42</b>
<b>Total Pending Volume</b>	<b>151,020,030</b>	<b>100%</b>	<b>33.9</b>	<b>11.27M</b>	<b>65.35M</b>	<b>56.51M</b>	<b>17.90M</b>
<b>Average Listing Price</b>	<b>\$195,955</b>			<b>\$116,149</b>	<b>\$164,612</b>	<b>\$276,995</b>	<b>\$426,081</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



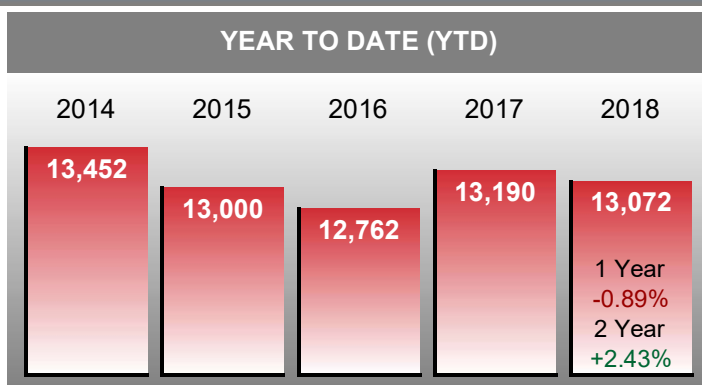
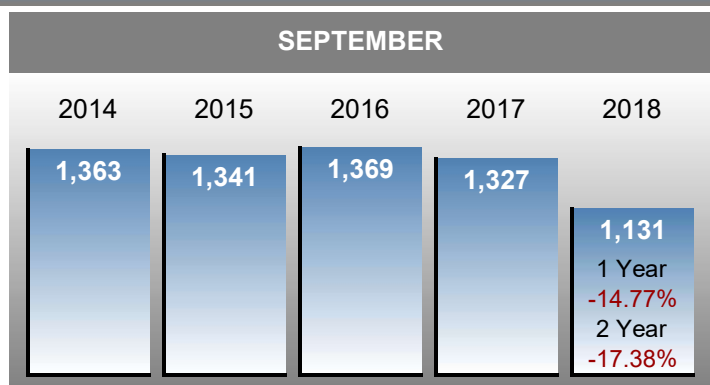
# September 2018

Area Delimited by County Of Tulsa



## NEW LISTINGS

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



**5yr SEP AVG = 1,306**

**3 MONTHS**

**High**  
Mar 2017 = 1,701

**Low**  
Dec 2016 = 865

*New Listings*  
this month at **1,131**,  
below the 5 yr SEP  
average of **1,306**

JUL	1,461
AUG	1,545
SEP	1,131
<b>5.75%</b>	
<b>-26.80%</b>	

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	108	9.55%	63	39	5	1
\$75,001 - \$100,000	79	6.98%	24	46	7	2
\$100,001 - \$150,000	196	17.33%	28	143	22	3
\$150,001 - \$225,000	287	25.38%	32	177	75	3
\$225,001 - \$300,000	184	16.27%	20	59	89	16
\$300,001 - \$475,000	157	13.88%	11	39	89	18
\$475,001 and up	120	10.61%	17	17	50	36
<b>Total New Listed Units</b>	<b>1,131</b>		<b>195</b>	<b>520</b>	<b>337</b>	<b>79</b>
<b>Total New Listed Volume</b>	<b>309,696,413</b>	<b>100%</b>	<b>47.30M</b>	<b>100.04M</b>	<b>115.61M</b>	<b>46.75M</b>
<b>Average New Listed Listing Price</b>	<b>\$217,491</b>		<b>\$242,557</b>	<b>\$192,380</b>	<b>\$343,045</b>	<b>\$591,820</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



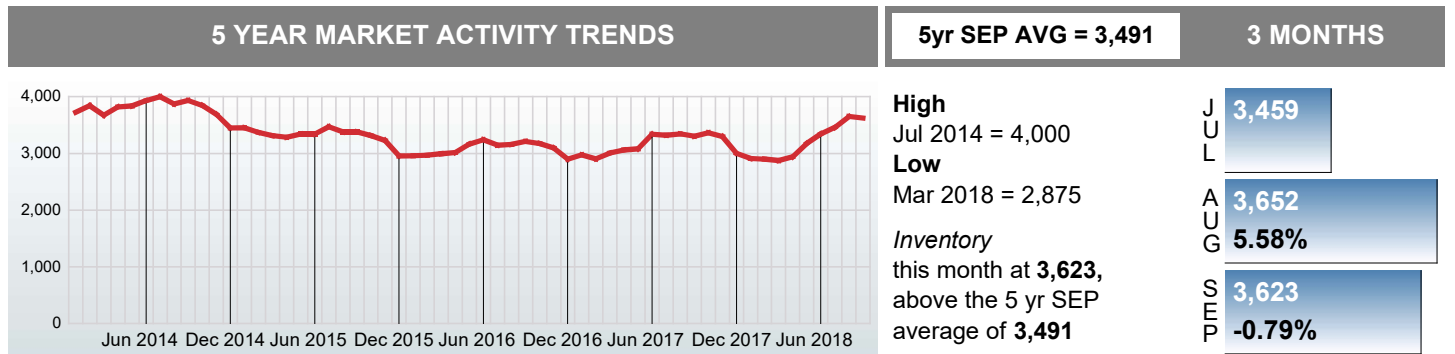
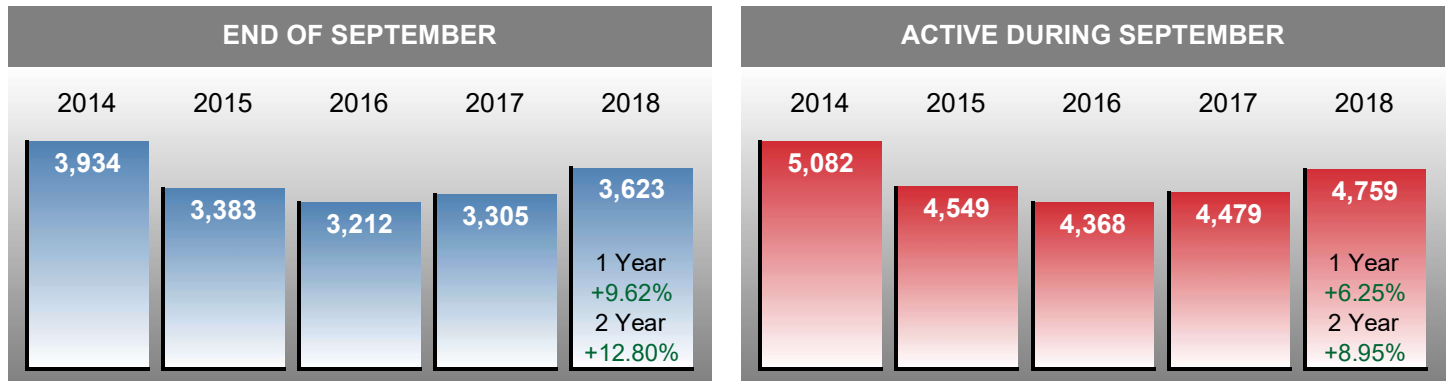
# September 2018

Area Delimited by County Of Tulsa



## ACTIVE INVENTORY

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



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	215	5.93%	97.7	159	46	8	2
\$50,001 - \$125,000	602	16.62%	88.3	260	301	37	4
\$125,001 - \$175,000	490	13.52%	74.1	63	323	96	8
\$175,001 - \$275,000	909	25.09%	70.1	105	378	385	41
\$275,001 - \$375,000	558	15.40%	75.9	51	129	317	61
\$375,001 - \$625,000	471	13.00%	88.1	33	86	258	94
\$625,001 and up	378	10.43%	99.6	88	35	135	120
<b>Total Active Inventory by Units</b>	<b>3,623</b>			<b>759</b>	<b>1,298</b>	<b>1,236</b>	<b>330</b>
<b>Total Active Inventory by Volume</b>	<b>1,238,808,688</b>	<b>100%</b>	<b>81.6</b>	<b>265.01M</b>	<b>276.62M</b>	<b>477.63M</b>	<b>219.54M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$341,929</b>			<b>\$349,162</b>	<b>\$213,111</b>	<b>\$386,434</b>	<b>\$665,285</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



# September 2018

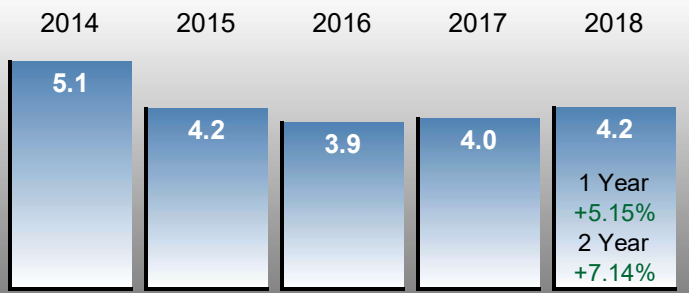
Area Delimited by County Of Tulsa



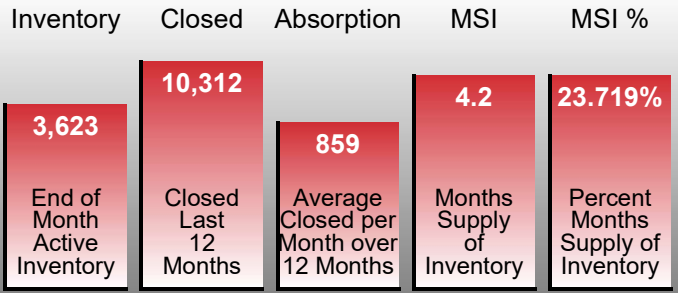
## MONTHS SUPPLY of INVENTORY (MSI)

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

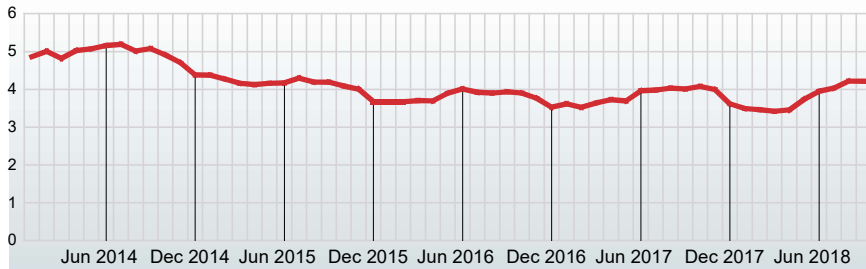
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2018



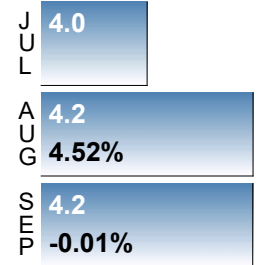
### 5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 4.3

3 MONTHS

**High**  
Jul 2014 = 5.2  
**Low**  
Mar 2018 = 3.4  
*Months Supply*  
this month at **4.2**,  
equal to 5 yr SEP  
average of **4.3**



### 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
\$50,000 and less	215	5.93%	3.9	5.0	2.2	3.6	24.0
\$50,001 - \$125,000	602	16.62%	3.0	5.5	2.2	2.8	4.4
\$125,001 - \$175,000	490	13.52%	2.4	3.9	2.1	3.0	2.8
\$175,001 - \$275,000	909	25.09%	4.0	9.3	3.4	3.9	4.3
\$275,001 - \$375,000	558	15.40%	5.8	14.2	4.9	5.8	5.5
\$375,001 - \$625,000	471	13.00%	8.3	14.1	8.1	7.9	8.8
\$625,001 and up	378	10.43%	20.1	62.1	16.8	14.5	20.0
Market Supply of Inventory (MSI)	4.2			6.7	2.8	5.1	8.0
Total Active Inventory by Units	3,623	100%	4.2	759	1,298	1,236	330

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



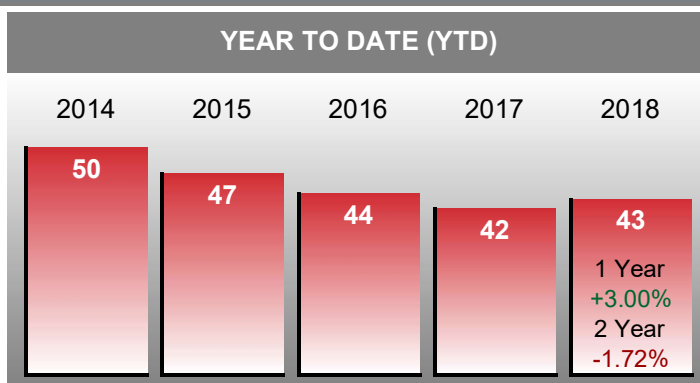
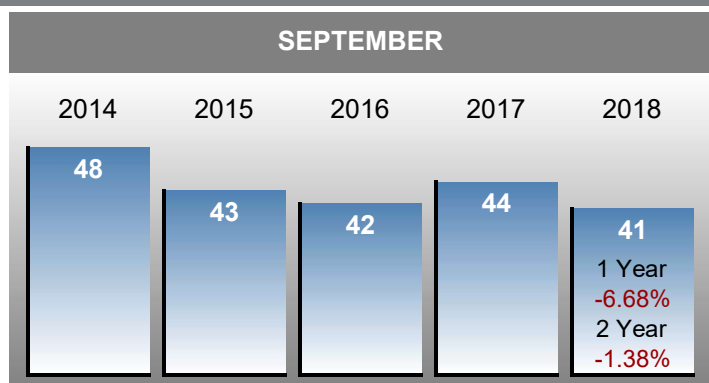
# September 2018

Area Delimited by County Of Tulsa

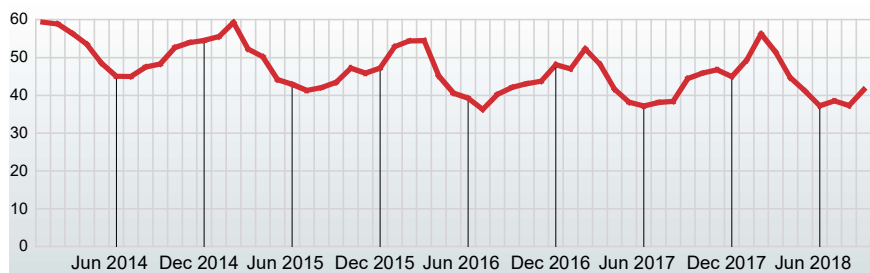


## AVERAGE DAYS ON MARKET TO SALE

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

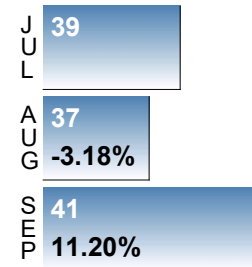


### 5 YEAR MARKET ACTIVITY TRENDS



**5yr SEP AVG = 44**      **3 MONTHS**

**High**  
Jan 2014 = 59  
**Low**  
Jul 2016 = 36  
*Average Days on Market*  
this month at **41**,  
below the 5 yr SEP  
average of **44**



### 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	44	5.73%	42.7	44.0	42.4	13.0	0.0
\$50,001 - \$100,000	95	12.37%	40.6	54.9	32.9	46.3	0.0
\$100,001 - \$125,000	75	9.77%	38.4	54.2	36.8	6.3	0.0
\$125,001 - \$175,000	192	25.00%	37.4	57.9	32.6	56.1	18.0
\$175,001 - \$250,000	184	23.96%	38.0	13.9	33.4	47.6	22.7
\$250,001 - \$325,000	87	11.33%	51.1	68.3	43.3	53.6	51.0
\$325,001 and up	91	11.85%	50.9	19.3	54.2	48.4	65.3
<b>Average Closed DOM</b>			41.5	48.7	35.5	49.4	51.3
<b>Total Closed Units</b>		100%	41.5	98	435	212	23
<b>Total Closed Volume</b>			154,370,745	11.23M	71.39M	62.66M	9.09M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



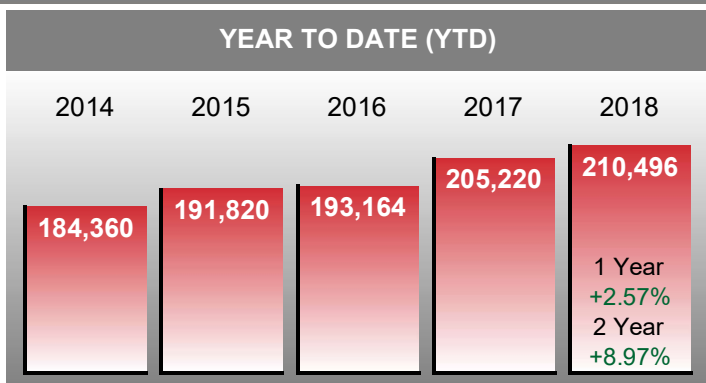
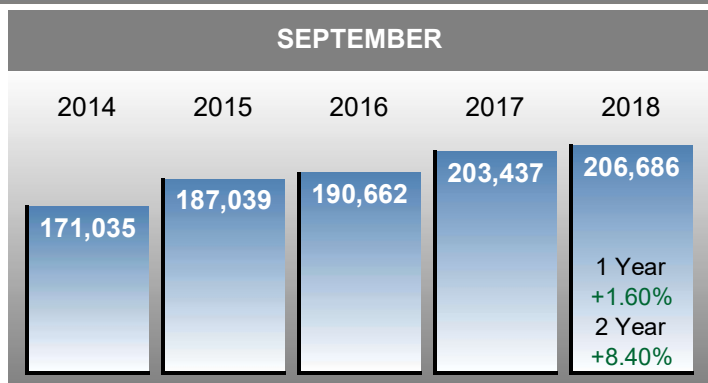
# September 2018

Area Delimited by County Of Tulsa



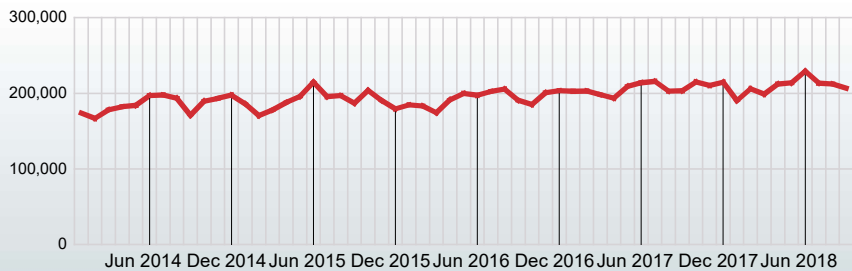
## AVERAGE LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 191,771**      **3 MONTHS**



**High**  
Jun 2018 = 229,303  
**Low**  
Feb 2014 = 166,826  
*Average List Price*  
this month at **206,686**,  
above the 5 yr SEP  
average of **191,771**

JUL	213,507
AUG	212,320
SEP	206,686
	<b>-0.56%</b>
	<b>-2.65%</b>

### 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	43	5.60%	37,130	36,188	40,933	33,000	0
\$50,001 - \$100,000	93	12.11%	80,181	77,524	82,604	92,471	0
\$100,001 - \$125,000	66	8.59%	115,976	116,117	118,367	114,300	0
\$125,001 - \$175,000	190	24.74%	150,464	156,647	152,781	160,545	152,450
\$175,001 - \$250,000	191	24.87%	208,605	211,288	210,092	216,424	211,567
\$250,001 - \$325,000	91	11.85%	289,897	299,750	293,240	293,709	293,743
\$325,001 and up	94	12.24%	502,278	574,967	396,344	532,994	584,100
<b>Average List Price</b>			206,686	120,648	167,453	304,943	409,604
<b>Total Closed Units</b>		100%	206,686	98	435	212	23
<b>Total Closed Volume</b>			158,734,475	11.82M	72.84M	64.65M	9.42M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®





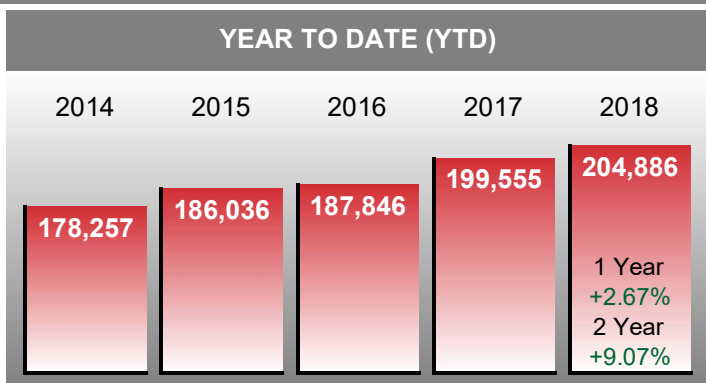
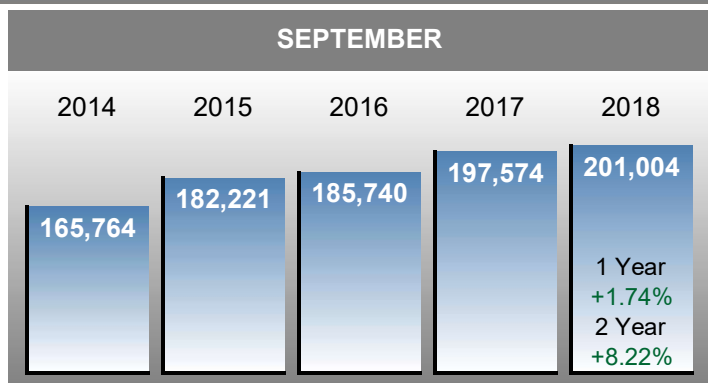
# September 2018

Area Delimited by County Of Tulsa



## AVERAGE SOLD PRICE AT CLOSING

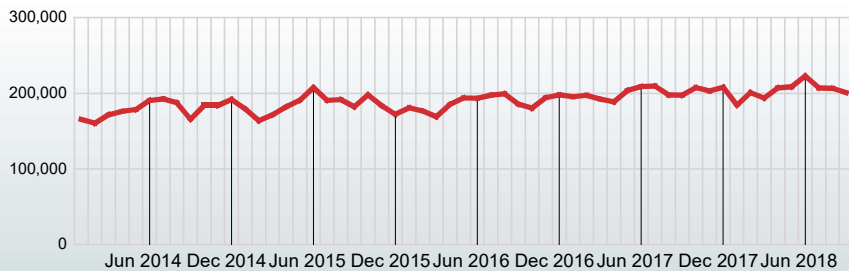
Report produced on Oct 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 186,460

3 MONTHS



**High**  
Jun 2018 = 222,931  
**Low**  
Feb 2014 = 160,458  
*Average Sold Price*  
this month at **201,004**,  
above the 5 yr SEP  
average of **186,460**

JUL	207,240
AUG	206,653
SEP	201,004
	-0.28%
	-2.73%

### 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	44	5.73%	34,245	33,239	35,600	35,000	0
\$50,001 - \$100,000	95	12.37%	79,012	73,859	80,285	89,629	0
\$100,001 - \$125,000	75	9.77%	114,592	111,333	115,157	116,334	0
\$125,001 - \$175,000	192	25.00%	151,085	148,847	150,218	158,991	148,625
\$175,001 - \$250,000	184	23.96%	208,912	206,750	206,241	212,833	208,300
\$250,001 - \$325,000	87	11.33%	287,855	280,000	289,113	287,845	287,929
\$325,001 and up	91	11.85%	486,504	539,417	389,347	507,884	559,491
<b>Average Sold Price</b>			201,004	114,608	164,109	295,565	395,307
<b>Total Closed Units</b>		100%	201,004	98	435	212	23
<b>Total Closed Volume</b>			154,370,745	11.23M	71.39M	62.66M	9.09M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



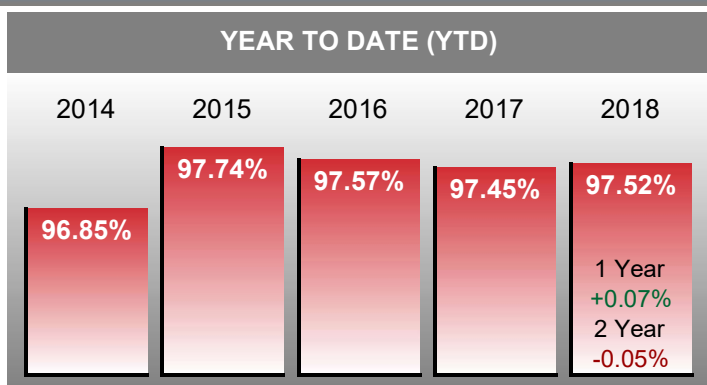
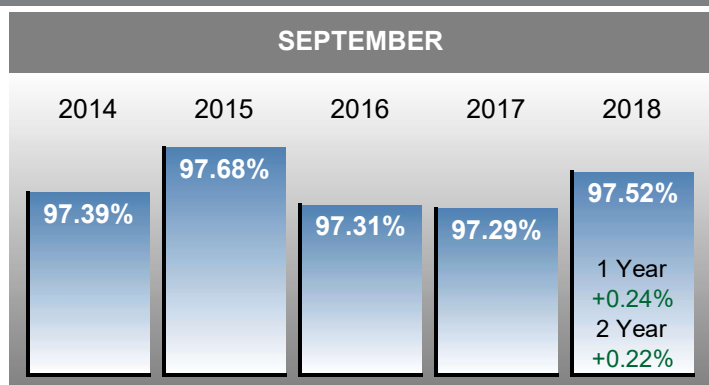
# September 2018

Area Delimited by County Of Tulsa



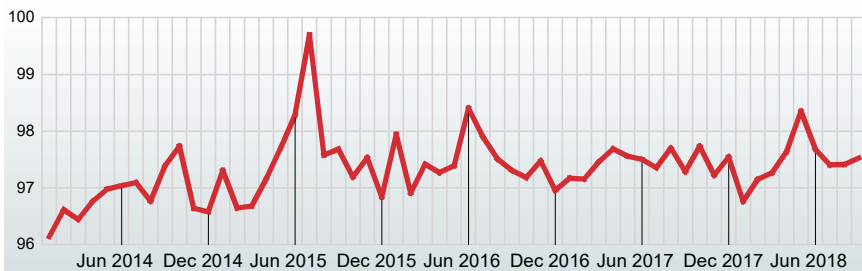
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 97.44%**      **3 MONTHS**



**High**  
Jul 2015 = 99.70%

**Low**  
Jan 2014 = 96.14%

*Average Sold/List Ratio*  
this month at **97.52%**,  
above the 5 yr SEP  
average of **97.44%**

JUL	97.41%
AUG	97.41%
SEP	97.52%
	0.01%
	0.11%

### 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	44	5.73%	91.34%	92.90%	88.35%	106.06%	0.00%
\$50,001 - \$100,000	95	12.37%	97.56%	95.54%	98.48%	98.18%	0.00%
\$100,001 - \$125,000	75	9.77%	97.66%	96.26%	97.74%	101.66%	0.00%
\$125,001 - \$175,000	192	25.00%	98.20%	95.53%	98.39%	99.05%	97.52%
\$175,001 - \$250,000	184	23.96%	98.32%	97.93%	98.23%	98.48%	98.30%
\$250,001 - \$325,000	87	11.33%	98.06%	93.77%	98.62%	98.12%	98.08%
\$325,001 and up	91	11.85%	96.82%	94.01%	98.39%	96.50%	96.06%
<b>Average Sold/List Ratio</b>			97.50%	95.03%	97.87%	98.01%	97.10%
<b>Total Closed Units</b>	768	100%	97.50%	98	435	212	23
<b>Total Closed Volume</b>	154,370,745			11.23M	71.39M	62.66M	9.09M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



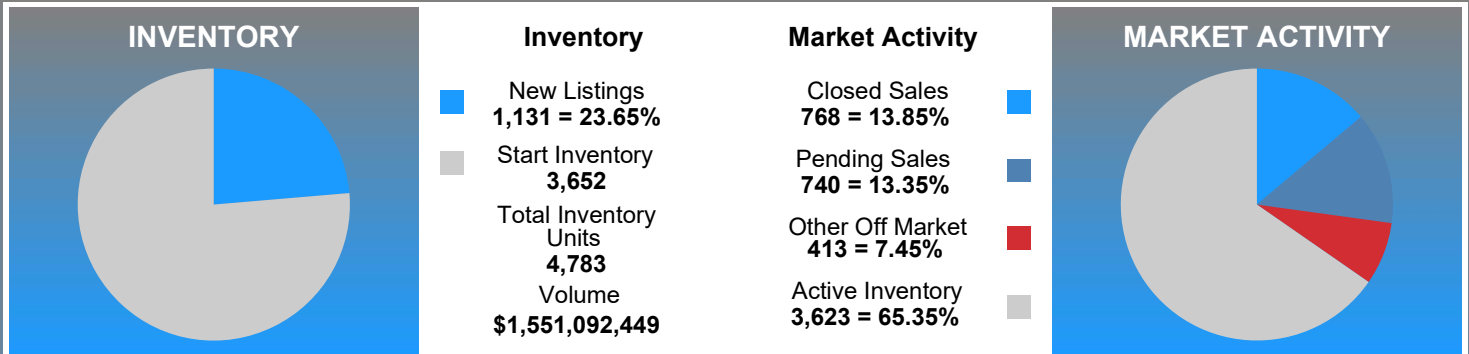
# September 2018

Area Delimited by County Of Tulsa



## MARKET SUMMARY

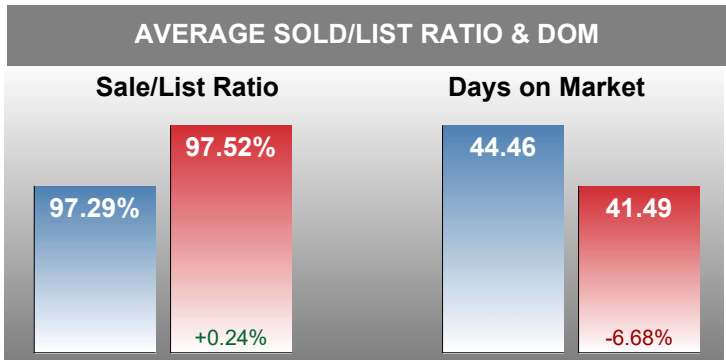
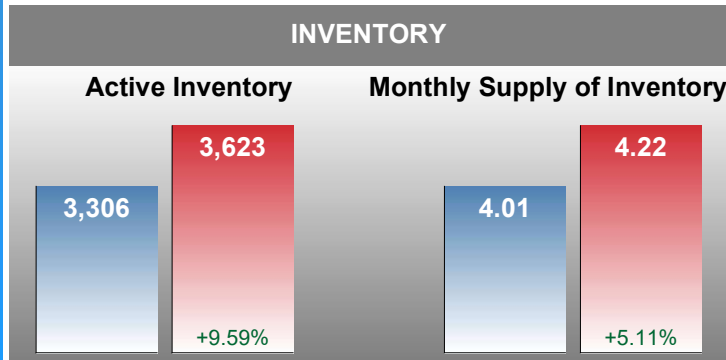
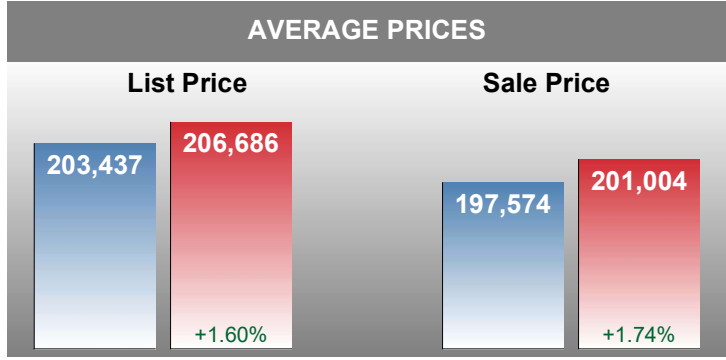
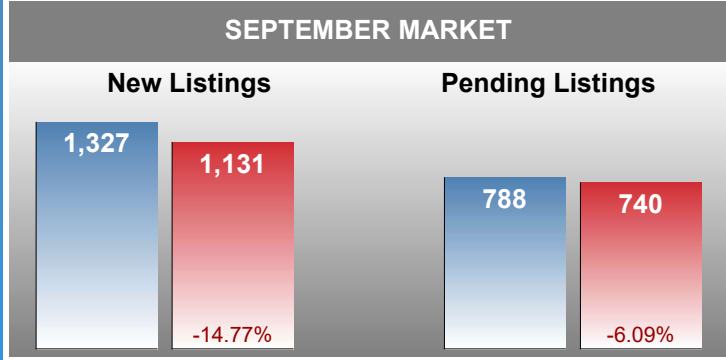
Report produced on Oct 11, 2018 for MLS Technology Inc.



Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	850	768	-9.65%	7,621	7,972	4.61%
Pending Sales	788	740	-6.09%	8,122	8,424	3.72%
New Listings	1,327	1,131	-14.77%	13,190	13,072	-0.89%
Average List Price	203,437	206,686	1.60%	205,220	210,496	2.57%
Average Sale Price	197,574	201,004	1.74%	199,555	204,886	2.67%
Average Percent of Selling Price to List Price	97.29%	97.52%	0.24%	97.45%	97.52%	0.07%
Average Days on Market to Sale	44.46	41.49	-6.68%	42.14	43.41	3.00%
Monthly Inventory	3,306	3,623	9.59%	3,306	3,623	9.59%
Months Supply of Inventory	4.01	4.22	5.11%	4.01	4.22	5.11%

**Absorption:** Last 12 months, an Average of **859** Sales/Month

**Inventory** on September 30, 2018 = **3,623** 2017 2018



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: [support@mlstechnology.com](mailto:support@mlstechnology.com)