



September 2018

Area Delimited by County Of Tulsa

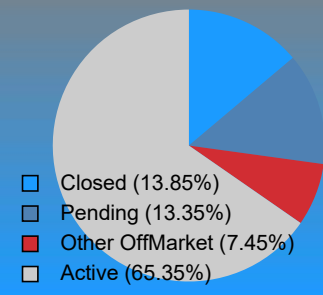


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	159,900	175,000	9.44%
Median Sale Price	158,250	172,250	8.85%
Median Percent of List Price to Selling Price	98.60%	98.47%	-0.13%
Median Days on Market to Sale	26.00	25.00	-3.85%
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.

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 **8.85%** in September 2018 to \$172,250 versus the previous year at \$158,250.

Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 1.00 days or **3.85%** in September 2018 compared to last year's same month at **26.00** DOM.

Sales Success for September 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 1,131 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median 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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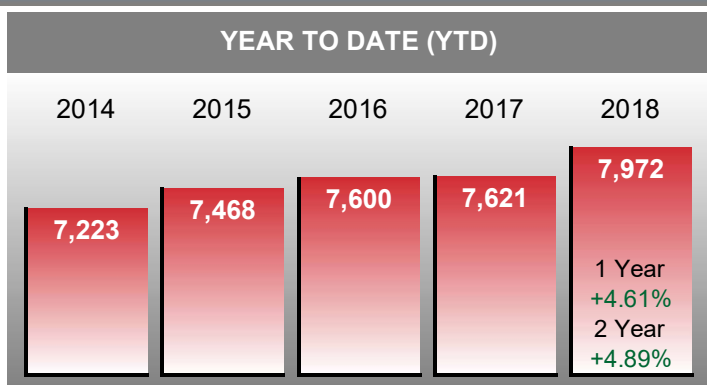
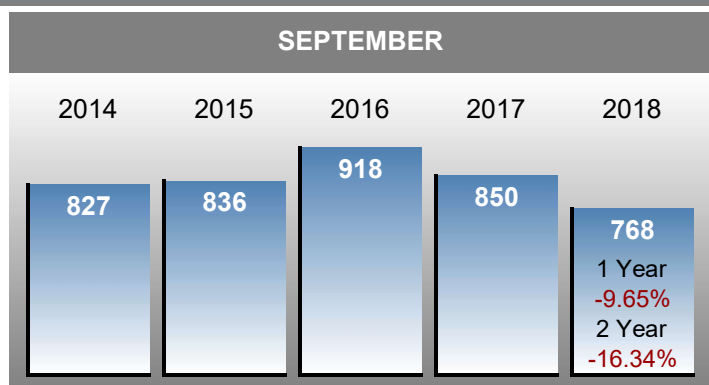
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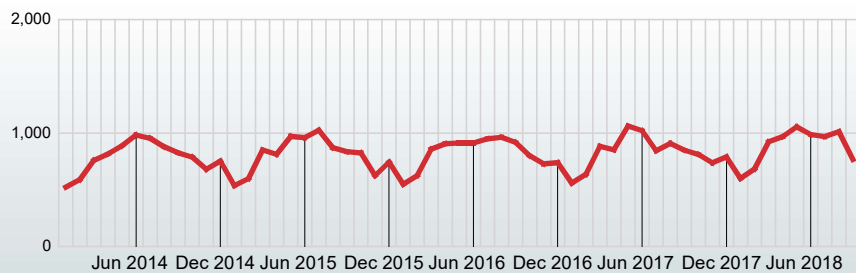


CLOSED LISTINGS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	44	5.73%	35.5	25	18	1	0
\$50,001 - \$100,000	95	12.37%	24.0	29	59	7	0
\$100,001 - \$125,000	75	9.77%	18.0	12	60	3	0
\$125,001 - \$175,000	192	25.00%	21.5	17	151	22	2
\$175,001 - \$250,000	184	23.96%	20.5	8	100	73	3
\$250,001 - \$325,000	87	11.33%	28.0	4	25	51	7
\$325,001 and up	91	11.85%	34.0	3	22	55	11
Total Closed Units	768			98	435	212	23
Total Closed Volume	154,370,745	100%	25.0	11.23M	71.39M	62.66M	9.09M
Median Closed Price	\$172,250			\$90,500	\$150,000	\$252,500	\$305,000

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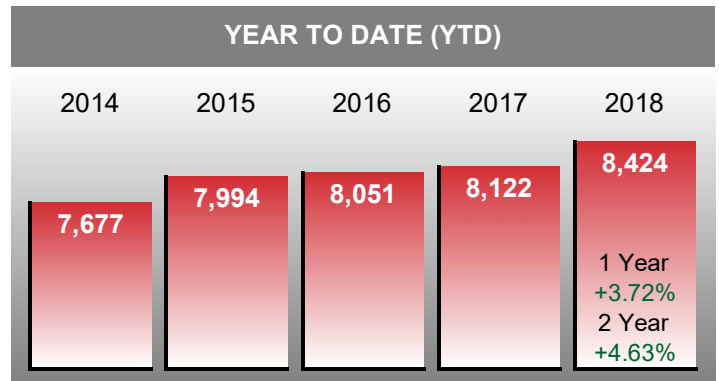
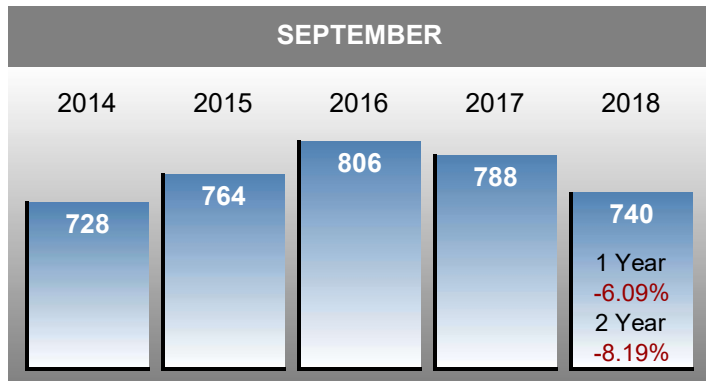
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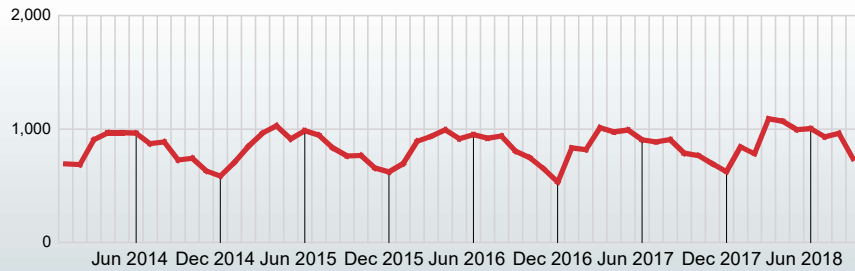
PENDING LISTINGS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	48	6.49%	34.5	25	22	1	0
\$50,001 - \$100,000	94	12.70%	34.0	34	55	4	1
\$100,001 - \$125,000	53	7.16%	19.0	8	39	6	0
\$125,001 - \$175,000	192	25.95%	21.5	16	144	29	3
\$175,001 - \$250,000	183	24.73%	29.0	8	95	69	11
\$250,001 - \$325,000	87	11.76%	40.0	4	25	46	12
\$325,001 and up	83	11.22%	42.0	2	17	49	15
Total Pending Units	740			97	397	204	42
Total Pending Volume	151,020,030	100%	29.0	11.27M	65.35M	56.51M	17.90M
Median Listing Price	\$170,000			\$85,000	\$150,000	\$235,950	\$282,500

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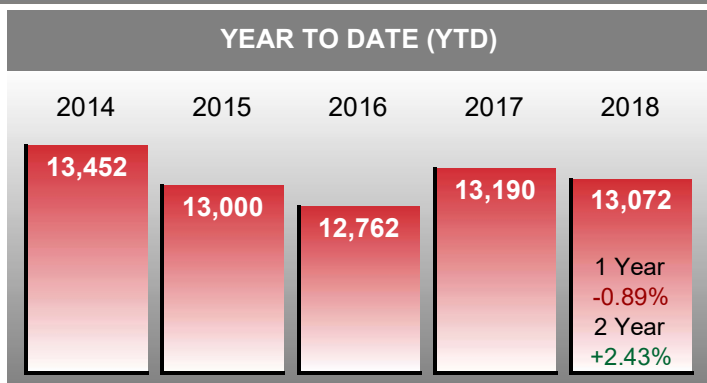
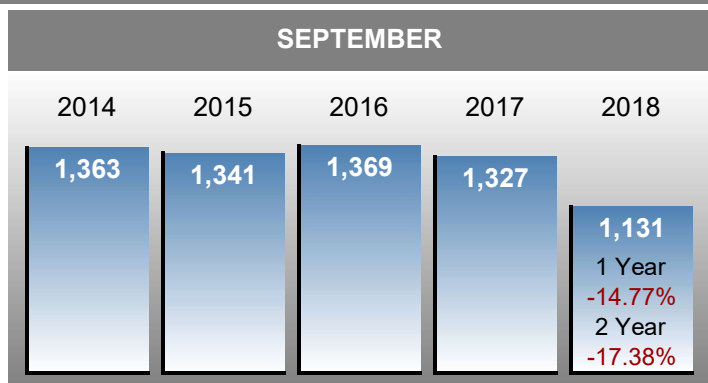
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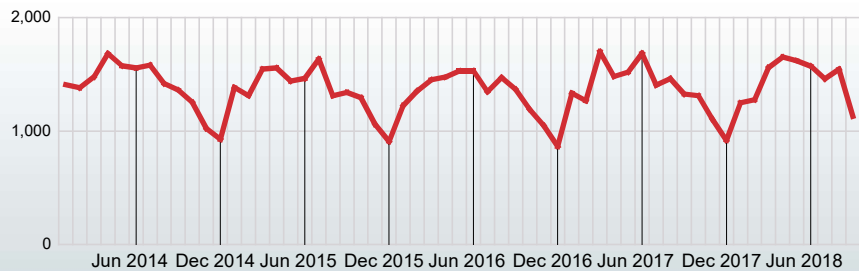
NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

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 -26.80%

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
Total New Listed Units	1,131		195	520	337	79
Total New Listed Volume	309,696,413	100%	47.30M	100.04M	115.61M	46.75M
Median New Listed Listing Price	\$189,900		\$129,900	\$160,450	\$278,250	\$449,900

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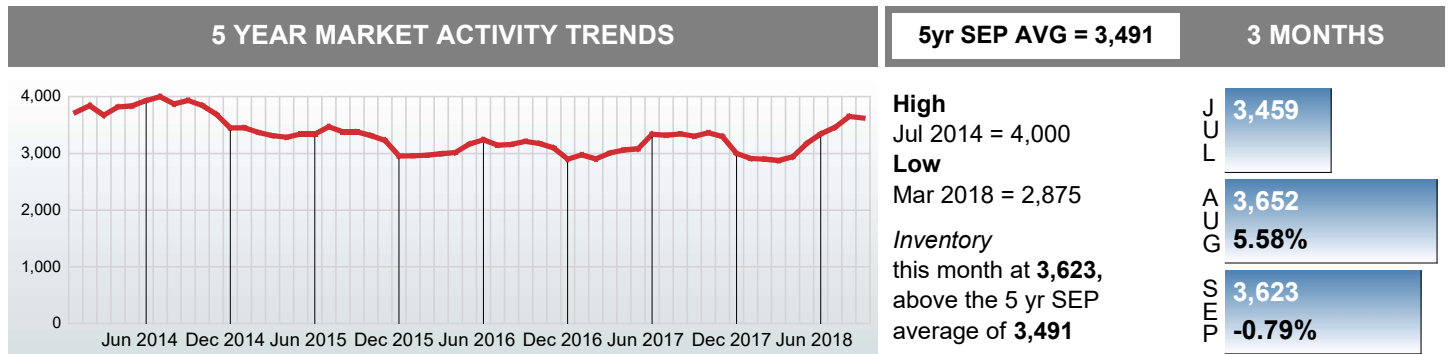
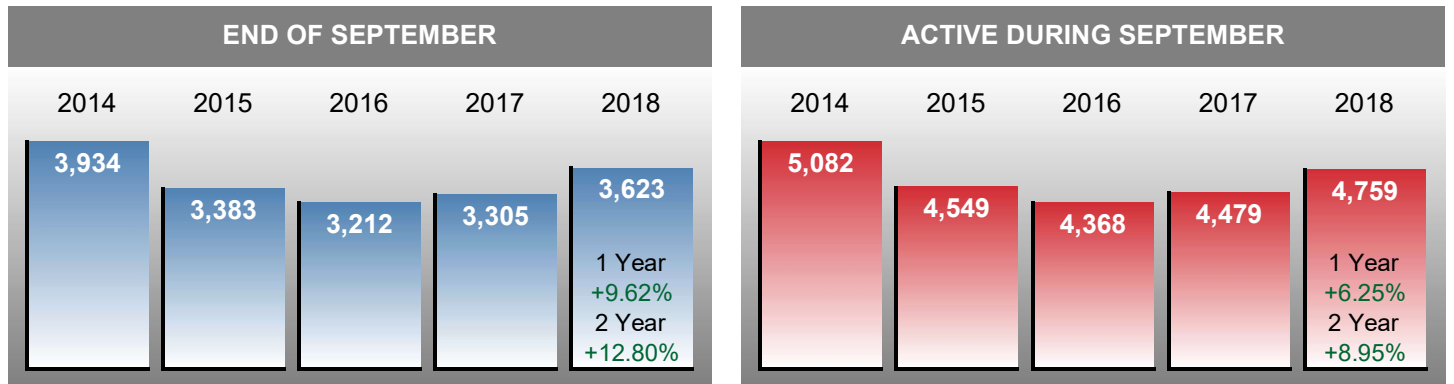
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ACTIVE INVENTORY

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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
\$50,000 and less	215	5.93%	73.0	159	46	8	2
\$50,001 - \$125,000	602	16.62%	55.0	260	301	37	4
\$125,001 - \$175,000	490	13.52%	48.0	63	323	96	8
\$175,001 - \$275,000	909	25.09%	57.0	105	378	385	41
\$275,001 - \$375,000	558	15.40%	66.0	51	129	317	61
\$375,001 - \$625,000	471	13.00%	75.0	33	86	258	94
\$625,001 and up	378	10.43%	85.0	88	35	135	120
Total Active Inventory by Units	3,623			759	1,298	1,236	330
Total Active Inventory by Volume	1,238,808,688	100%	63.0	265.01M	276.62M	477.63M	219.54M
Median Active Inventory Listing Price	\$229,900			\$108,000	\$174,500	\$299,700	\$481,450

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September 2018

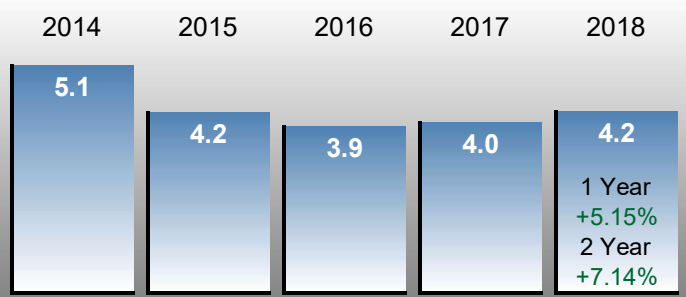
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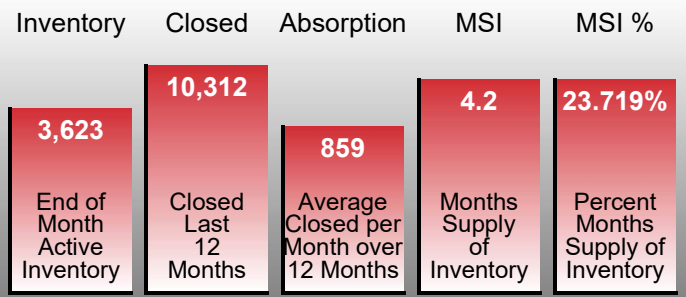
MONTHS SUPPLY of INVENTORY (MSI)

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

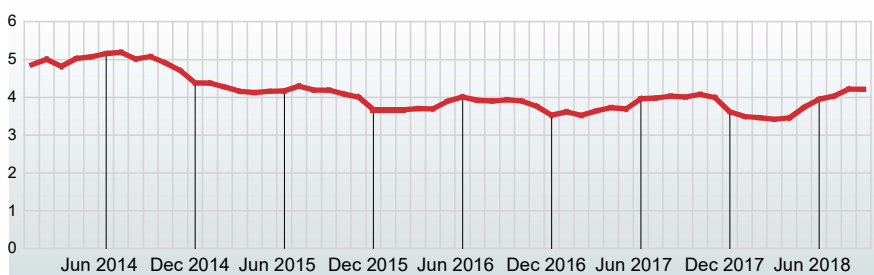
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2018



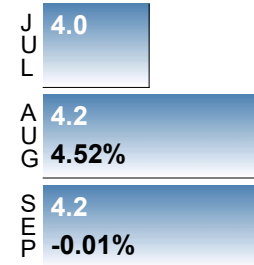
5 YEAR MARKET ACTIVITY TRENDS



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	100%	4.2	6.7	2.8	5.1	8.0
Total Active Inventory by Units	3,623			759	1,298	1,236	330

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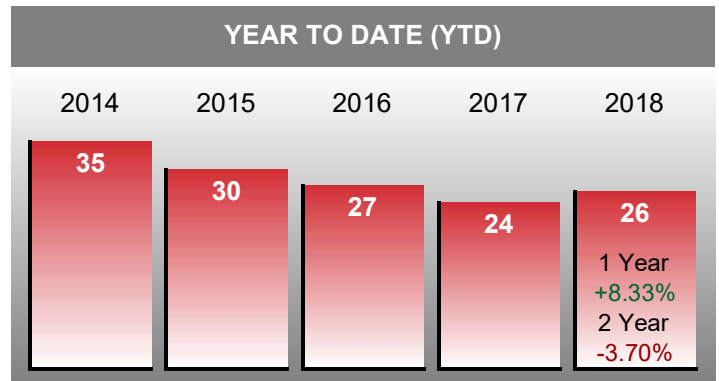
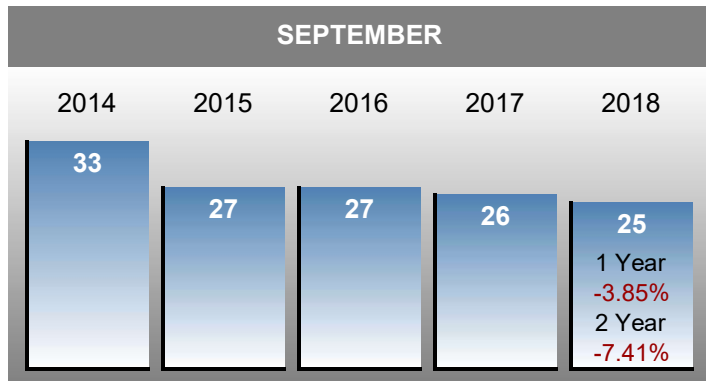
September 2018

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MEDIAN DAYS ON MARKET TO SALE

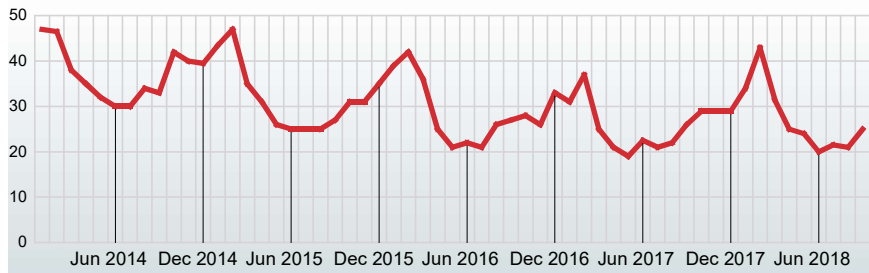
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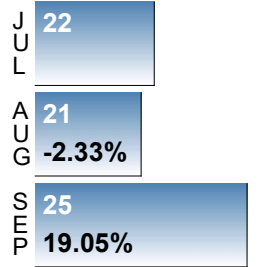
5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 28

3 MONTHS



High
Feb 2015 = 47
Low
May 2017 = 19
Median Days on Market
this month at **25**,
below the 5 yr SEP
average of **28**



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	44	5.73%	35.5	32.0	44.0	13.0	0.0
\$50,001 - \$100,000	95	12.37%	24.0	52.0	20.0	42.0	0.0
\$100,001 - \$125,000	75	9.77%	18.0	35.5	18.5	6.0	0.0
\$125,001 - \$175,000	192	25.00%	21.5	31.0	19.0	41.5	18.0
\$175,001 - \$250,000	184	23.96%	20.5	12.5	19.5	30.0	25.0
\$250,001 - \$325,000	87	11.33%	28.0	64.5	24.0	34.0	22.0
\$325,001 and up	91	11.85%	34.0	18.0	33.5	30.0	66.0
Median Closed DOM			25.0	32.5	20.0	34.0	26.0
Total Closed Units		100%	25.0	98	435	212	23
Total Closed Volume			154,370,745	11.23M	71.39M	62.66M	9.09M

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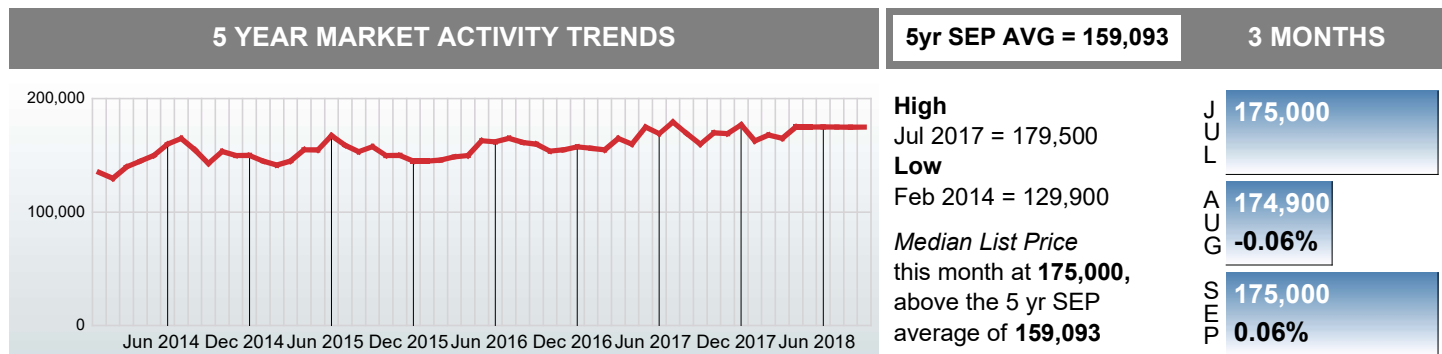
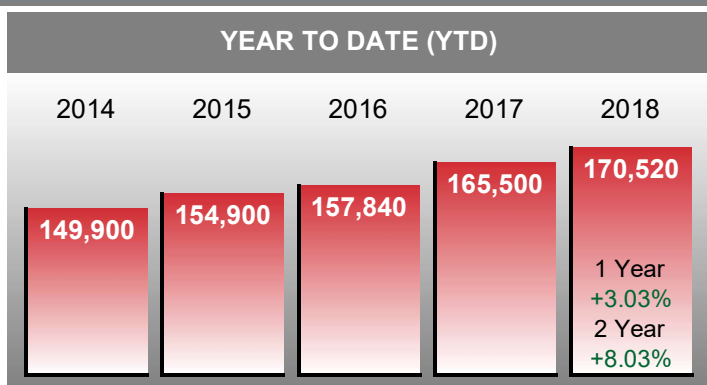
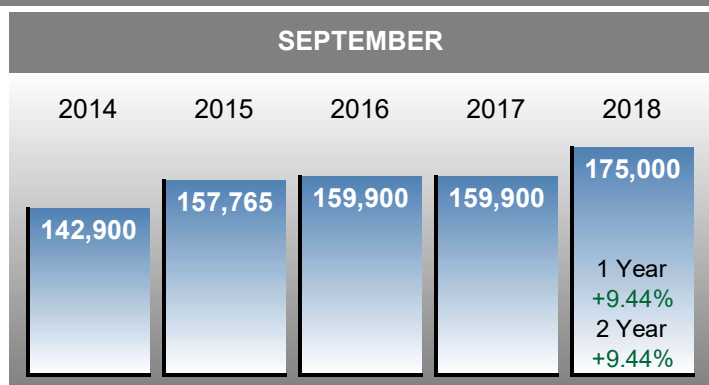
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MEDIAN LIST PRICE AT CLOSING

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



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	43	5.60%	37,000	35,500	39,900	33,000	0
\$50,001 - \$100,000	93	12.11%	82,500	73,000	85,000	84,500	0
\$100,001 - \$125,000	66	8.59%	115,750	111,450	119,000	114,900	0
\$125,001 - \$175,000	190	24.74%	150,000	143,000	149,900	161,450	152,450
\$175,001 - \$250,000	191	24.87%	205,000	199,900	199,950	214,643	194,900
\$250,001 - \$325,000	91	11.85%	292,500	307,000	296,500	287,450	290,000
\$325,001 and up	94	12.24%	429,450	575,900	379,950	476,950	550,000
Median List Price			175,000	96,450	154,900	259,950	319,000
Total Closed Units	768	100%	175,000	98	435	212	23
Total Closed Volume	158,734,475			11.82M	72.84M	64.65M	9.42M

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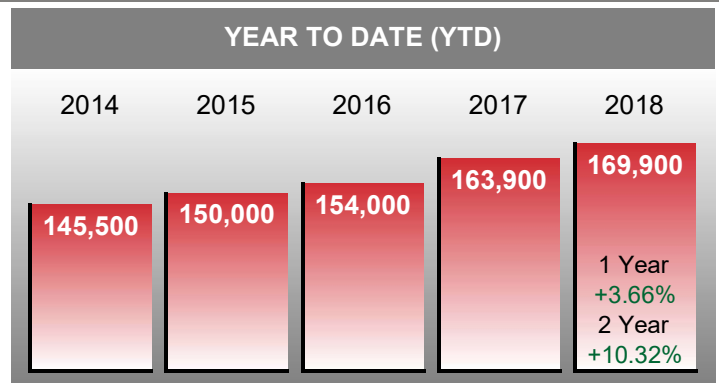
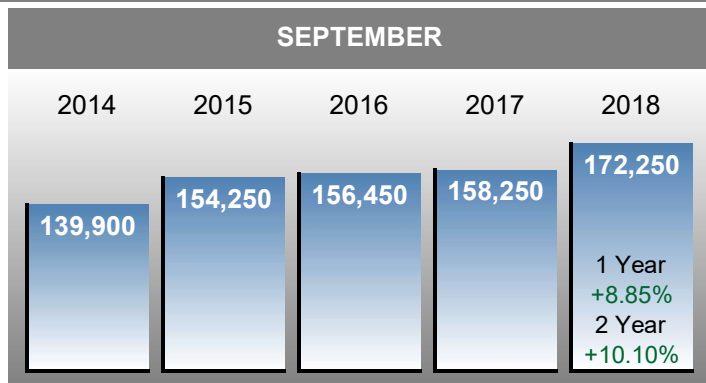
September 2018

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MEDIAN SOLD PRICE AT CLOSING

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5yr SEP AVG = 156,220

3 MONTHS

JUL	172,250
AUG	172,425
SEP	172,250
0.10%	
-0.10%	

High Jul 2017 = 175,000
Low Feb 2014 = 125,200
Median Sold Price this month at **172,250**, above the 5 yr SEP average of **156,220**

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	44	5.73%	34,965	33,000	35,000	35,000	0
\$50,001 - \$100,000	95	12.37%	81,000	70,000	82,460	89,900	0
\$100,001 - \$125,000	75	9.77%	115,000	110,000	115,250	121,000	0
\$125,001 - \$175,000	192	25.00%	150,000	146,000	150,000	163,950	148,625
\$175,001 - \$250,000	184	23.96%	205,000	199,500	200,250	214,900	190,000
\$250,001 - \$325,000	87	11.33%	287,000	285,000	292,400	287,000	290,000
\$325,001 and up	91	11.85%	429,900	547,000	377,450	469,015	550,000
Median Sold Price	172,250			90,500	150,000	252,500	305,000
Total Closed Units	768	100%	172,250	98	435	212	23
Total Closed Volume	154,370,745			11.23M	71.39M	62.66M	9.09M

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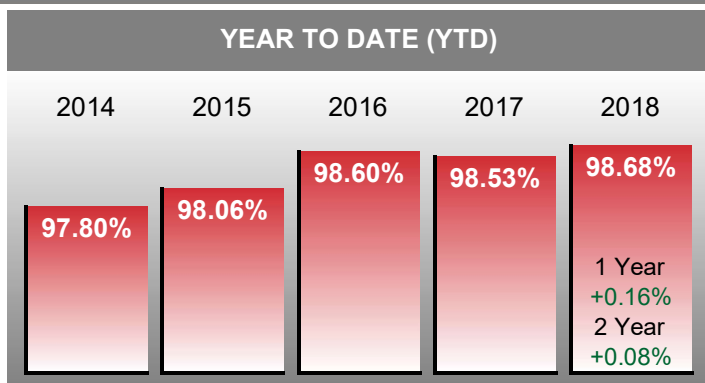
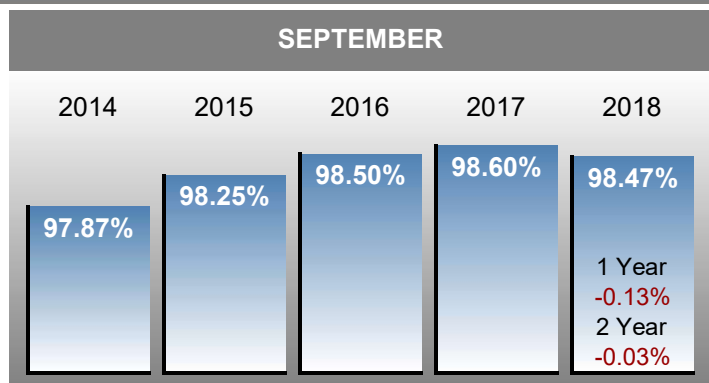
September 2018

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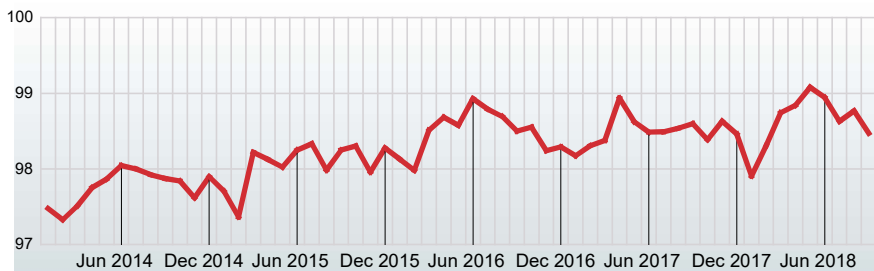


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS **5yr SEP AVG = 98.34%** **3 MONTHS**



High
May 2018 = 99.08%

Low
Feb 2014 = 97.33%

Median Sold/List Ratio
this month at **98.47%**,
equal to 5 yr SEP
average of **98.34%**

JUL	98.63%
AUG	98.77%
SEP	98.47%
	-0.30%

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	44	5.73%	92.11%	92.14%	91.19%	106.06%	0.00%
\$50,001 - \$100,000	95	12.37%	96.94%	95.85%	96.94%	100.00%	0.00%
\$100,001 - \$125,000	75	9.77%	97.62%	98.72%	97.49%	100.83%	0.00%
\$125,001 - \$175,000	192	25.00%	99.16%	97.18%	98.97%	100.00%	97.52%
\$175,001 - \$250,000	184	23.96%	99.35%	99.07%	99.05%	99.56%	97.49%
\$250,001 - \$325,000	87	11.33%	98.49%	93.69%	99.19%	98.49%	98.21%
\$325,001 and up	91	11.85%	97.42%	94.98%	97.94%	97.35%	97.98%
Median Sold/List Ratio			98.47%	96.30%	98.61%	98.92%	97.98%
Total Closed Units	768	100%	98.47%	98	435	212	23
Total Closed Volume	154,370,745			11.23M	71.39M	62.66M	9.09M

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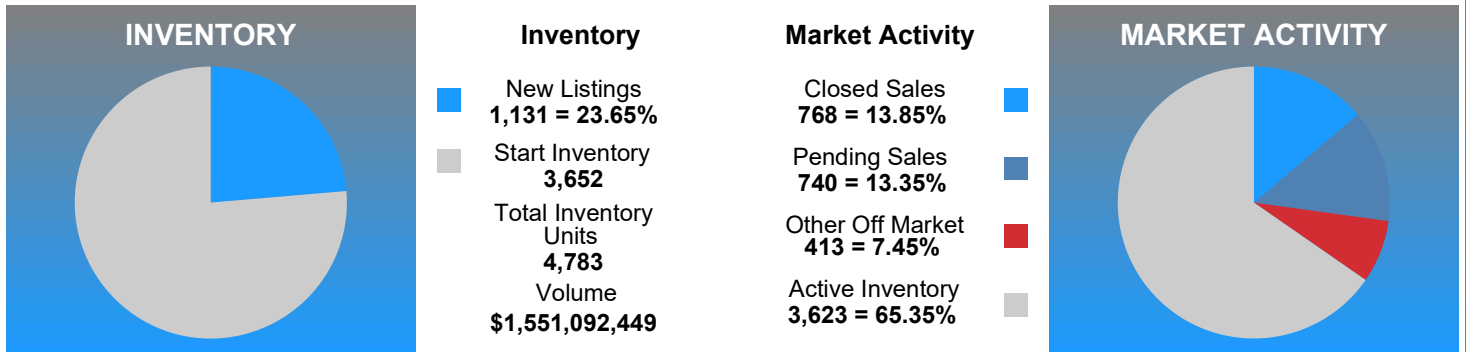
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MARKET SUMMARY

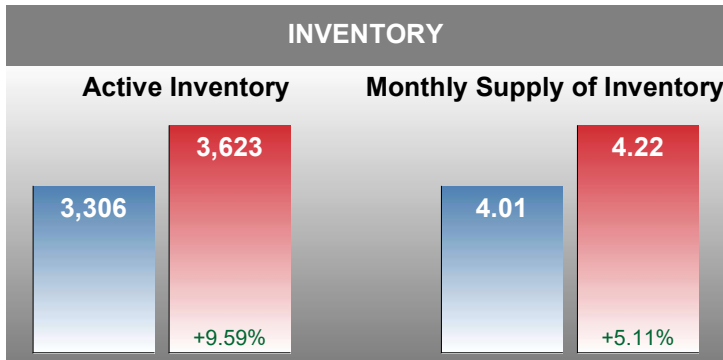
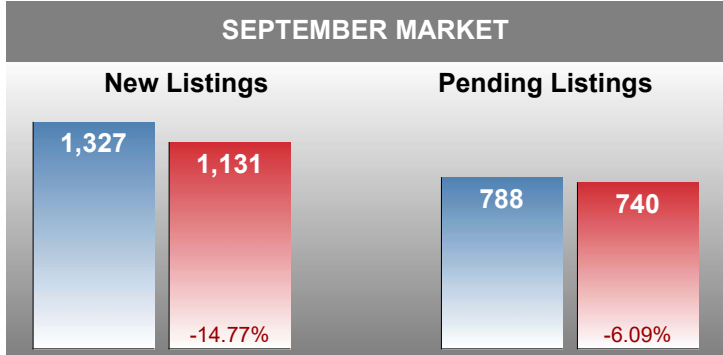
Report produced on Oct 11, 2018 for MLS Technology Inc.



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%
Median List Price	159,900	175,000	9.44%	165,500	170,520	3.03%
Median Sale Price	158,250	172,250	8.85%	163,900	169,900	3.66%
Median Percent of Selling Price to List Price	98.60%	98.47%	-0.13%	98.53%	98.68%	0.16%
Median Days on Market to Sale	26.00	25.00	-3.85%	24.00	26.00	8.33%
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®

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