



# September 2018

Area Delimited by County Of Washington

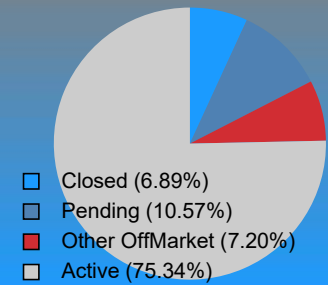


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	62	45	-27.42%
Pending Listings	61	69	13.11%
New Listings	130	108	-16.92%
Median List Price	129,450	114,900	-11.24%
Median Sale Price	125,000	110,000	-12.00%
Median Percent of List Price to Selling Price	98.44%	97.81%	-0.64%
Median Days on Market to Sale	23.50	30.00	27.66%
End of Month Inventory	473	492	4.02%
Months Supply of Inventory	6.86	7.52	9.58%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **65** Sales/Month  
**Active Inventory** as of September 30, 2018 = **492**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2018 rose **4.02%** to 492 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **7.52** 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 **12.00%** in September 2018 to \$110,000 versus the previous year at \$125,000.

#### Median Days on Market Lengthens

The median number of **30.00** days that homes spent on the market before selling increased by 6.50 days or **27.66%** in September 2018 compared to last year's same month at **23.50** DOM.

#### Sales Success for September 2018 is Positive

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

There were 108 New Listings in September 2018, down **16.92%** from last year at 130. Furthermore, there were 45 Closed Listings this month versus last year at 62, a **-27.42%** decrease.

Closed versus Listed trends yielded a **41.7%** ratio, down from previous year's, September 2017, at **47.7%**, a **12.63%** 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?

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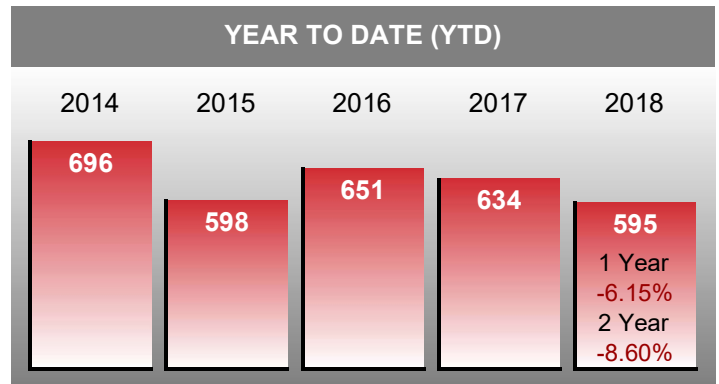
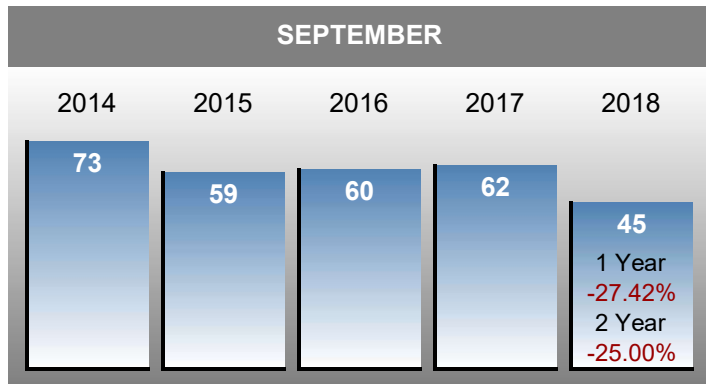
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## CLOSED LISTINGS

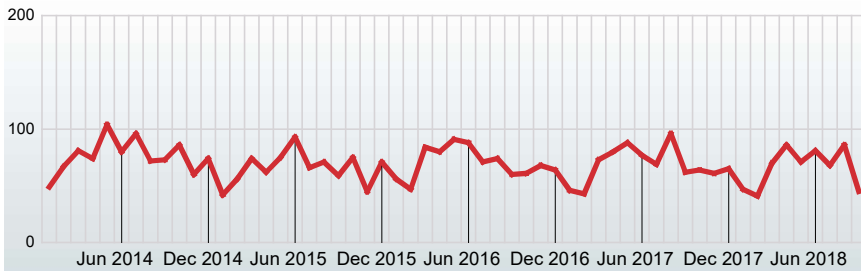
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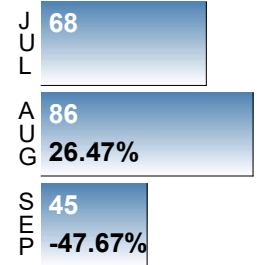
### 5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 60

3 MONTHS



**High**  
May 2014 = 104  
**Low**  
Feb 2018 = 41  
*Closed Listings*  
this month at **45**,  
below the 5 yr SEP  
average of **60**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	2.22%	36.0	1	0	0	0
\$20,001 - \$40,000	9	20.00%	45.0	0	9	0	0
\$40,001 - \$80,000	6	13.33%	10.5	2	3	1	0
\$80,001 - \$120,000	11	24.44%	16.0	1	7	3	0
\$120,001 - \$140,000	5	11.11%	32.0	1	3	1	0
\$140,001 - \$220,000	8	17.78%	32.0	1	1	6	0
\$220,001 and up	5	11.11%	11.0	0	0	5	0
<b>Total Closed Units</b>	<b>45</b>			<b>6</b>	<b>23</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,336,520</b>	<b>100%</b>	<b>30.0</b>	<b>491.00K</b>	<b>1.77M</b>	<b>3.07M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$110,000</b>			<b>\$81,750</b>	<b>\$71,000</b>	<b>\$189,950</b>	<b>\$0</b>

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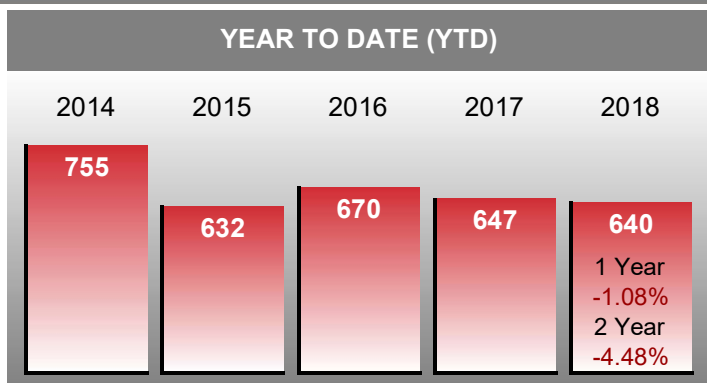
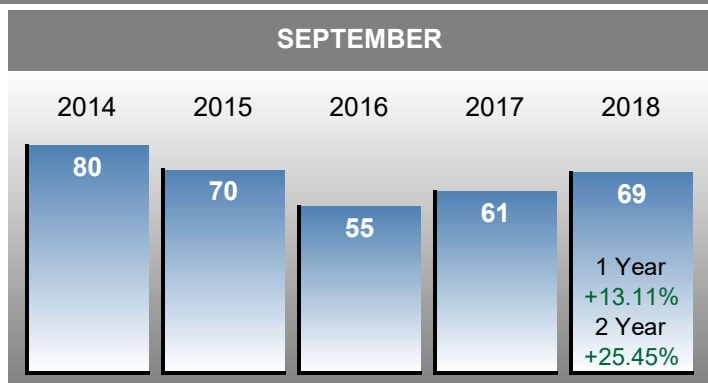
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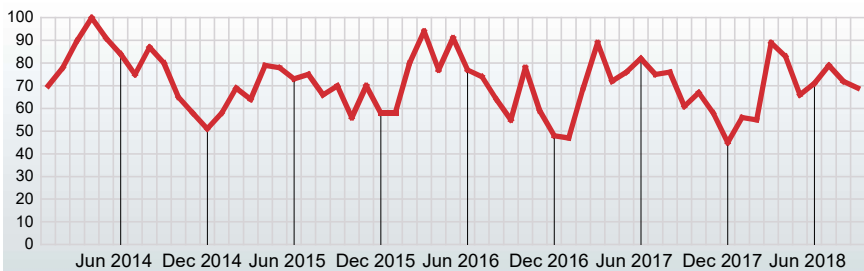
## PENDING LISTINGS

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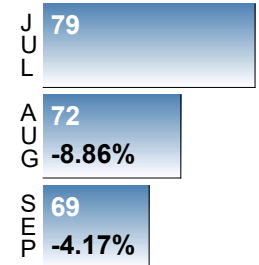


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 67**      **3 MONTHS**



**High**  
Apr 2014 = 100  
**Low**  
Dec 2017 = 45  
*Pending Listings*  
this month at **69**,  
above the 5 yr SEP  
average of **67**



### 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	5	7.25%	30.0	3	2	0	0
\$30,001 - \$60,000	10	14.49%	30.0	4	5	1	0
\$60,001 - \$100,000	8	11.59%	45.5	2	5	1	0
\$100,001 - \$140,000	20	28.99%	35.0	5	11	3	1
\$140,001 - \$180,000	10	14.49%	56.5	1	6	3	0
\$180,001 - \$290,000	9	13.04%	63.0	0	2	6	1
\$290,001 and up	7	10.14%	18.0	1	1	5	0
<b>Total Pending Units</b>	<b>69</b>			<b>16</b>	<b>32</b>	<b>19</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>10,450,950</b>	<b>100%</b>	<b>35.0</b>	<b>1.81M</b>	<b>4.08M</b>	<b>4.16M</b>	<b>394.00K</b>
<b>Median Listing Price</b>	<b>\$120,000</b>			<b>\$81,950</b>	<b>\$117,450</b>	<b>\$185,000</b>	<b>\$197,000</b>

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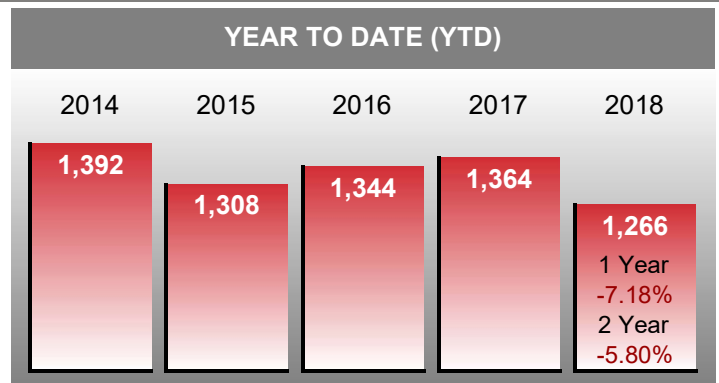
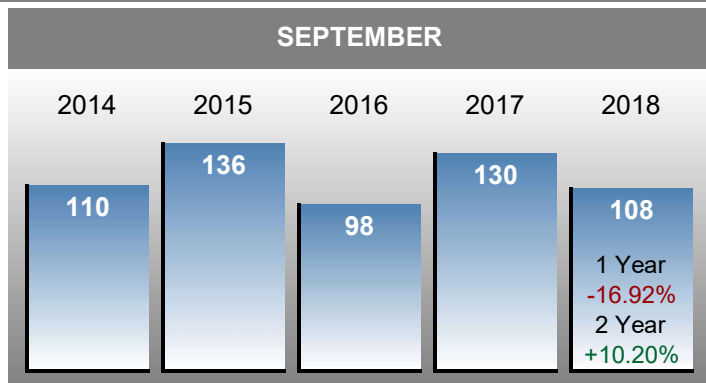
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## NEW LISTINGS

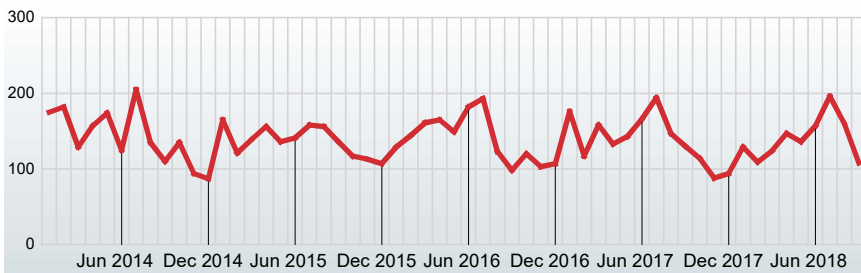
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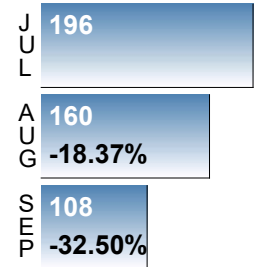
### 5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 116

3 MONTHS



**High**  
Jul 2014 = 205  
**Low**  
Dec 2014 = 87  
*New Listings*  
this month at **108**,  
below the 5 yr SEP  
average of **116**



### 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	10	9.26%	8	2	0	0
\$40,001 - \$60,000	11	10.19%	3	8	0	0
\$60,001 - \$100,000	18	16.67%	5	9	4	0
\$100,001 - \$150,000	28	25.93%	4	17	6	1
\$150,001 - \$230,000	16	14.81%	2	6	8	0
\$230,001 - \$340,000	13	12.04%	0	3	9	1
\$340,001 and up	12	11.11%	2	3	6	1
<b>Total New Listed Units</b>	<b>108</b>		<b>24</b>	<b>48</b>	<b>33</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>18,165,925</b>	<b>100%</b>	<b>2.50M</b>	<b>6.86M</b>	<b>8.08M</b>	<b>721.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$125,000</b>		<b>\$71,450</b>	<b>\$118,250</b>	<b>\$229,000</b>	<b>\$265,000</b>

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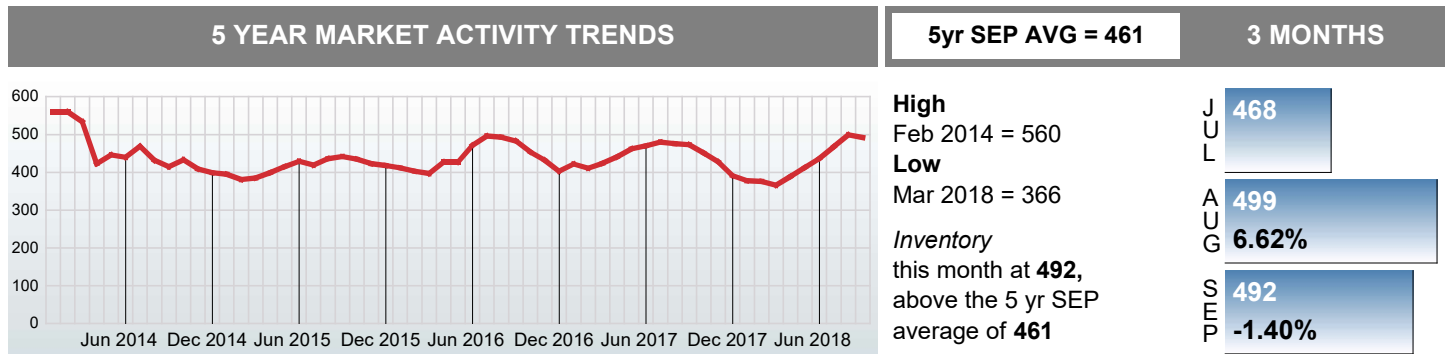
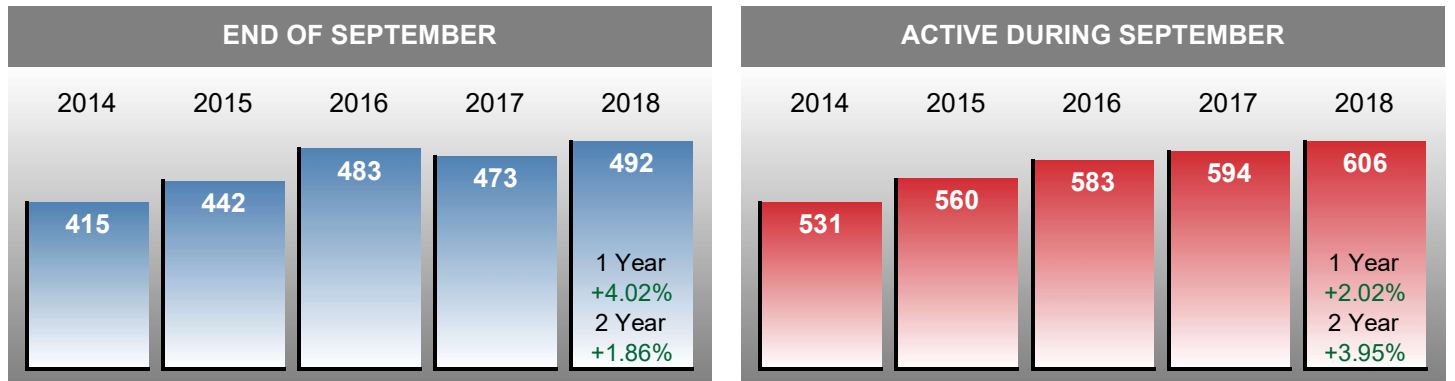
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## ACTIVE INVENTORY

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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
\$30,000 and less	50	10.16%	115.0	47	3	0	0
\$30,001 - \$50,000	57	11.59%	72.0	44	12	1	0
\$50,001 - \$70,000	68	13.82%	72.0	44	23	1	0
\$70,001 - \$140,000	127	25.81%	58.0	40	67	20	0
\$140,001 - \$230,000	76	15.45%	77.5	7	32	35	2
\$230,001 - \$350,000	67	13.62%	66.0	6	17	37	7
\$350,001 and up	47	9.55%	92.0	16	7	20	4
<b>Total Active Inventory by Units</b>	<b>492</b>			<b>204</b>	<b>161</b>	<b>114</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>82,188,232</b>	<b>100%</b>	<b>72.0</b>	<b>25.16M</b>	<b>22.56M</b>	<b>29.57M</b>	<b>4.90M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$107,250</b>			<b>\$56,375</b>	<b>\$118,000</b>	<b>\$232,450</b>	<b>\$300,000</b>

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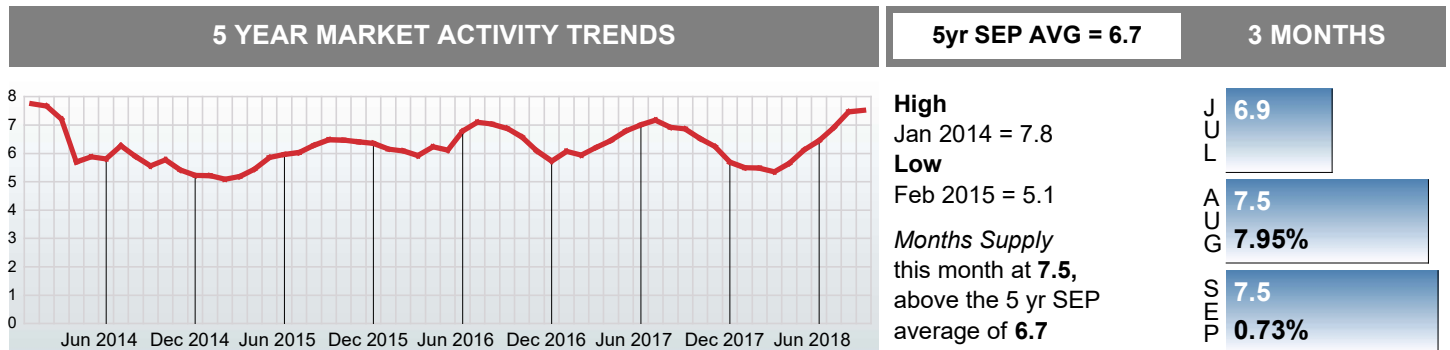
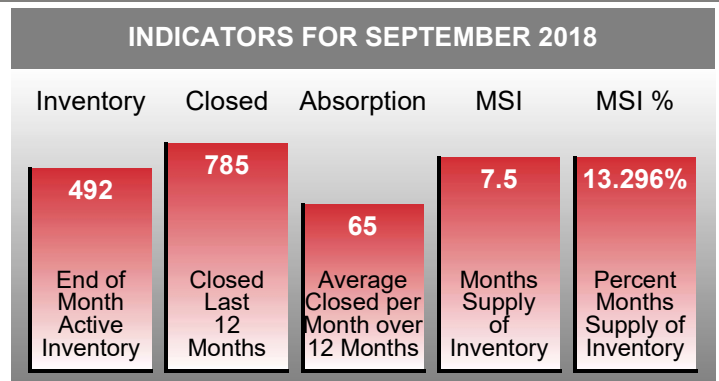
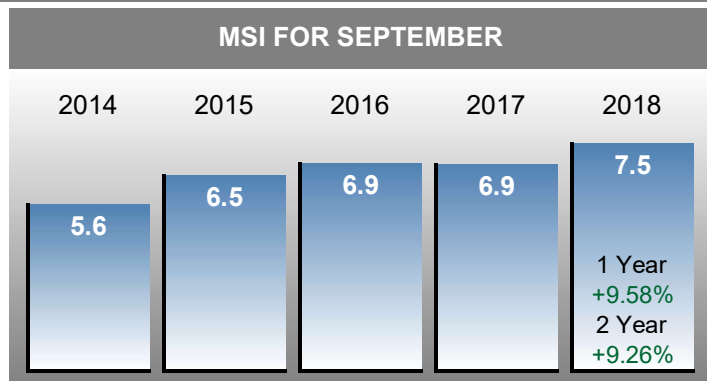
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## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Oct 11, 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
\$30,000 and less	50	10.16%	9.0	20.9	1.1	0.0	0.0
\$30,001 - \$50,000	57	11.59%	12.9	35.2	4.2	3.0	0.0
\$50,001 - \$70,000	68	13.82%	10.3	24.0	5.2	4.0	0.0
\$70,001 - \$140,000	127	25.81%	5.2	14.1	3.9	4.9	0.0
\$140,001 - \$230,000	76	15.45%	5.2	8.4	5.3	5.2	2.2
\$230,001 - \$350,000	67	13.62%	8.9	72.0	9.3	7.5	10.5
\$350,001 and up	47	9.55%	19.4	192.0	21.0	13.3	8.0
<b>Market Supply of Inventory (MSI)</b>	<b>7.5</b>			<b>22.3</b>	<b>4.6</b>	<b>6.3</b>	<b>4.6</b>
<b>Total Active Inventory by Units</b>	<b>492</b>	<b>100%</b>	<b>7.5</b>	<b>204</b>	<b>161</b>	<b>114</b>	<b>13</b>

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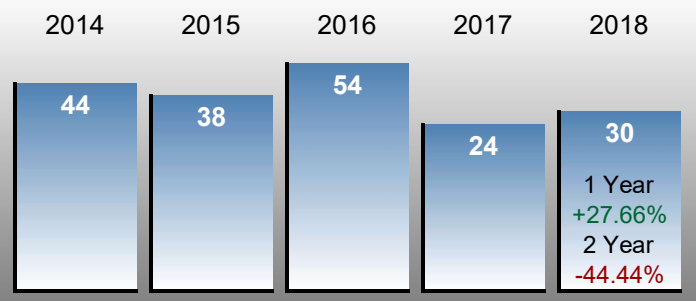
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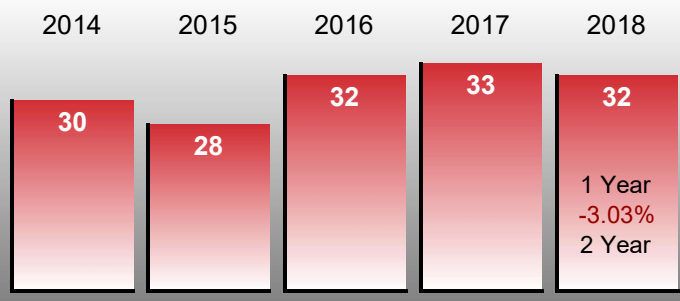
## MEDIAN DAYS ON MARKET TO SALE

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

### SEPTEMBER



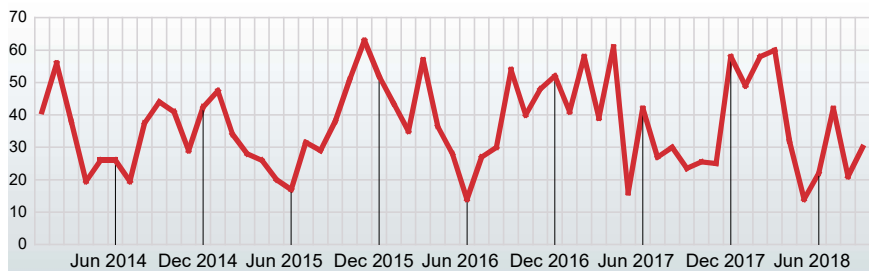
### YEAR TO DATE (YTD)



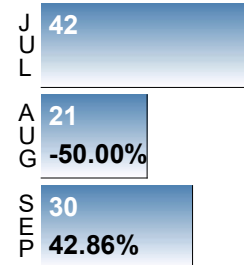
### 5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 38

3 MONTHS



**High**  
Nov 2015 = 63  
**Low**  
May 2018 = 14  
*Median Days on Market*  
this month at **30**,  
below the 5 yr SEP  
average of **38**



### 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
\$20,000 and less	1	2.22%	36.0	36.0	0.0	0.0	0.0
\$20,001 - \$40,000	9	20.00%	45.0	0.0	45.0	0.0	0.0
\$40,001 - \$80,000	6	13.33%	10.5	6.0	13.0	36.0	0.0
\$80,001 - \$120,000	11	24.44%	16.0	44.0	14.0	43.0	0.0
\$120,001 - \$140,000	5	11.11%	32.0	32.0	8.0	97.0	0.0
\$140,001 - \$220,000	8	17.78%	32.0	74.0	5.0	32.0	0.0
\$220,001 and up	5	11.11%	11.0	0.0	0.0	11.0	0.0
<b>Median Closed DOM</b>	<b>30.0</b>			<b>34.0</b>	<b>16.0</b>	<b>34.0</b>	<b>0.0</b>
<b>Total Closed Units</b>	<b>45</b>	<b>100%</b>	<b>30.0</b>	<b>6</b>	<b>23</b>	<b>16</b>	
<b>Total Closed Volume</b>	<b>5,336,520</b>			<b>491.00K</b>	<b>1.77M</b>	<b>3.07M</b>	<b>0.00B</b>

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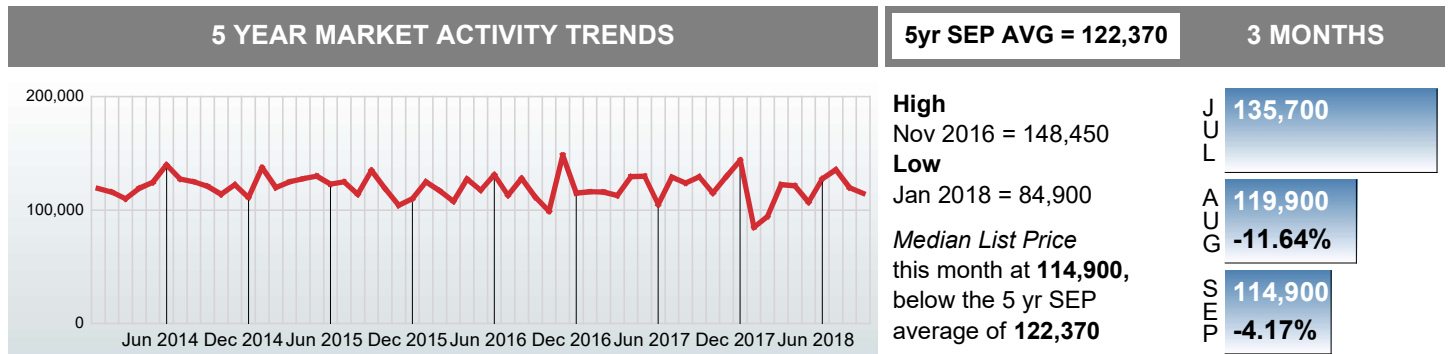
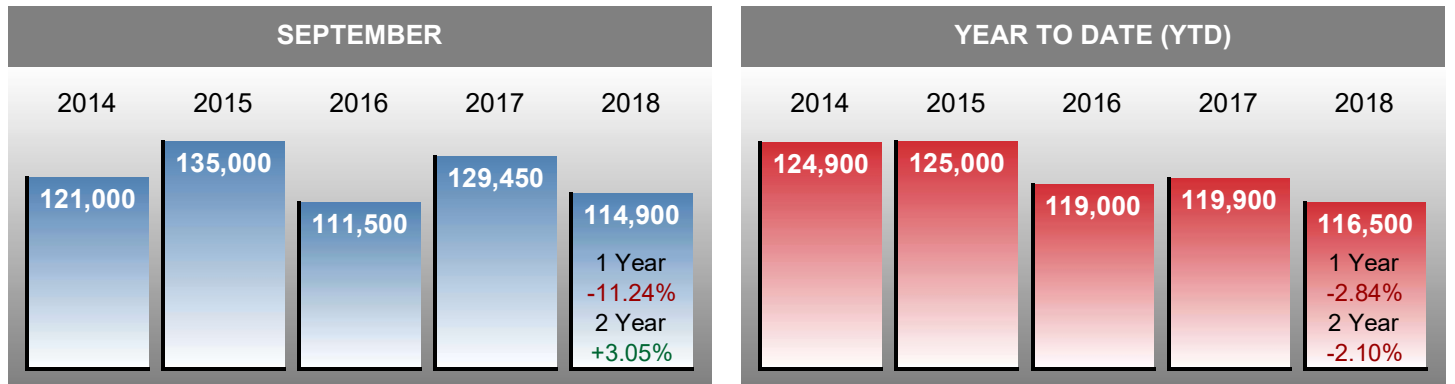
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## MEDIAN LIST PRICE AT CLOSING

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
\$20,000 and less	1	2.22%	9,900	9,900	0	0	0
\$20,001 - \$40,000	9	20.00%	34,500	0	34,500	0	0
\$40,001 - \$80,000	6	13.33%	60,950	57,750	65,000	59,900	0
\$80,001 - \$120,000	9	20.00%	110,000	0	110,000	107,450	0
\$120,001 - \$140,000	7	15.56%	130,000	134,250	130,000	129,000	0
\$140,001 - \$220,000	10	22.22%	199,950	150,000	199,900	203,450	0
\$220,001 and up	3	6.67%	295,000	0	0	295,000	0
<b>Median List Price</b>			114,900	95,250	69,900	199,950	0
<b>Total Closed Units</b>		100%	114,900	6	23	16	
<b>Total Closed Volume</b>			5,522,000	543.90K	1.81M	3.16M	0.00B

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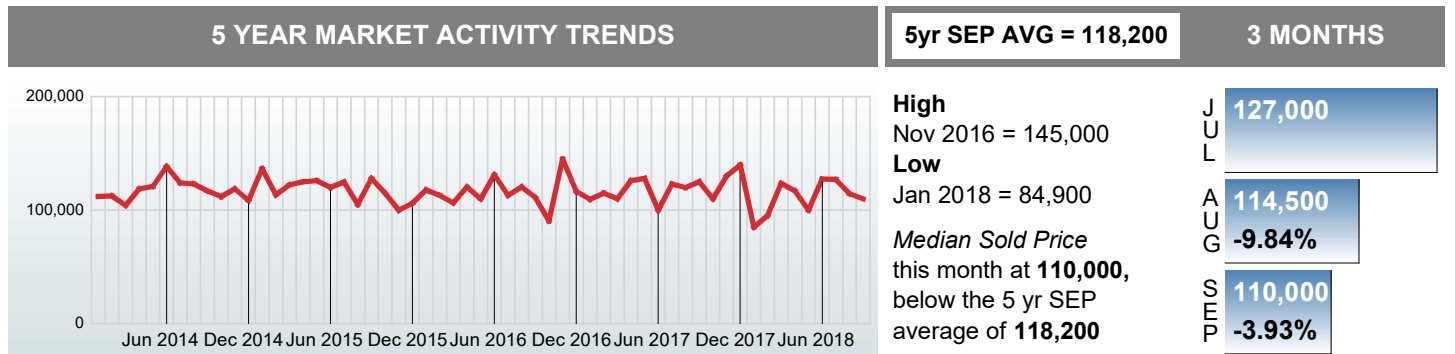
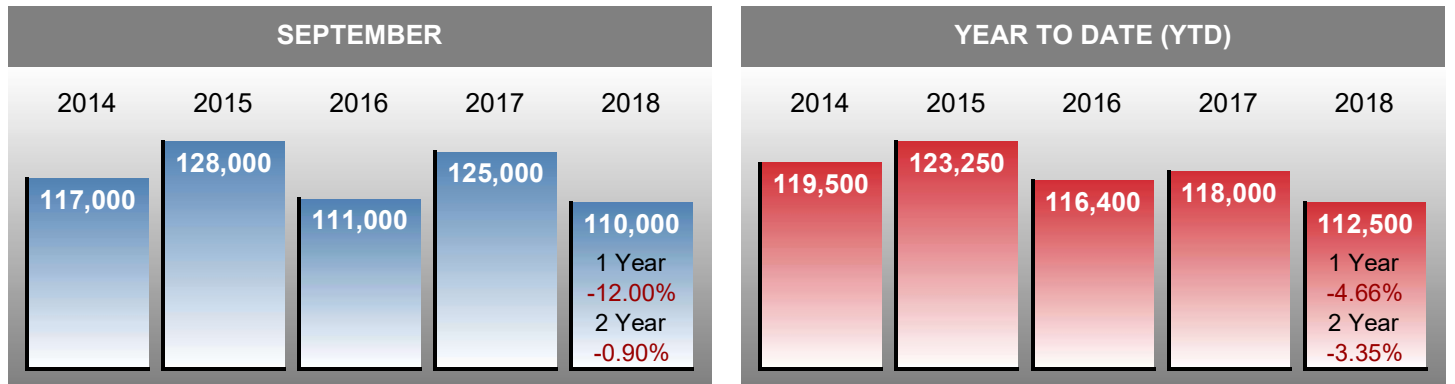
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## MEDIAN SOLD PRICE AT CLOSING

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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
\$20,000 and less	1	2.22%	8,000	8,000	0	0	0
\$20,001 - \$40,000	9	20.00%	33,600	0	33,600	0	0
\$40,001 - \$80,000	6	13.33%	54,250	53,250	63,000	55,000	0
\$80,001 - \$120,000	11	24.44%	110,000	110,000	110,000	117,000	0
\$120,001 - \$140,000	5	11.11%	129,250	121,500	129,250	132,000	0
\$140,001 - \$220,000	8	17.78%	188,500	145,000	197,000	189,950	0
\$220,001 and up	5	11.11%	273,870	0	0	273,870	0
<b>Median Sold Price</b>			<b>110,000</b>	<b>81,750</b>	<b>71,000</b>	<b>189,950</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>110,000</b>	<b>6</b>	<b>23</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>5,336,520</b>	<b>491.00K</b>	<b>1.77M</b>	<b>3.07M</b>	<b>0.00B</b>

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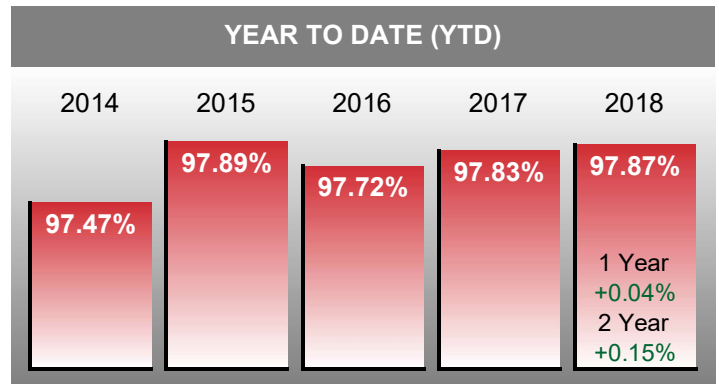
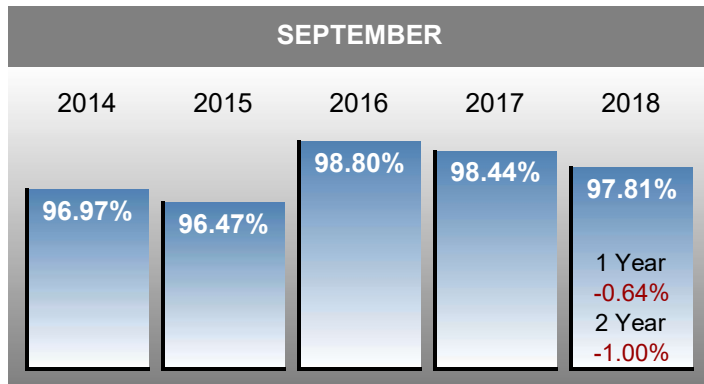
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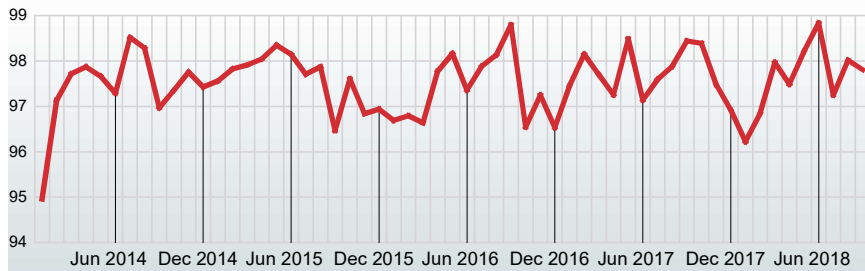


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr SEP AVG = 97.70%**      **3 MONTHS**

**High**  
Jun 2018 = 98.84%  
**Low**  
Jan 2014 = 94.96%  
*Median Sold/List Ratio*  
this month at **97.81%**,  
equal to 5 yr SEP  
average of **97.70%**

JUL	97.25%
AUG	98.02%
SEP	97.81%
	-0.21%

### 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
\$20,000 and less	1	2.22%	80.81%	80.81%	0.00%	0.00%	0.00%
\$20,001 - \$40,000	9	20.00%	100.00%	0.00%	100.00%	0.00%	0.00%
\$40,001 - \$80,000	6	13.33%	94.37%	92.74%	96.92%	91.82%	0.00%
\$80,001 - \$120,000	11	24.44%	99.47%	78.57%	99.47%	100.00%	0.00%
\$120,001 - \$140,000	5	11.11%	96.15%	94.55%	96.15%	96.35%	0.00%
\$140,001 - \$220,000	8	17.78%	97.61%	96.67%	98.55%	97.88%	0.00%
\$220,001 and up	5	11.11%	97.81%	0.00%	0.00%	97.81%	0.00%
<b>Median Sold/List Ratio</b>			<b>97.81%</b>	<b>90.02%</b>	<b>98.55%</b>	<b>98.45%</b>	<b>0.00%</b>
<b>Total Closed Units</b>			<b>45</b>	<b>6</b>	<b>23</b>	<b>16</b>	<b></b>
<b>Total Closed Volume</b>			<b>5,336,520</b>	<b>491.00K</b>	<b>1.77M</b>	<b>3.07M</b>	<b>0.00B</b>

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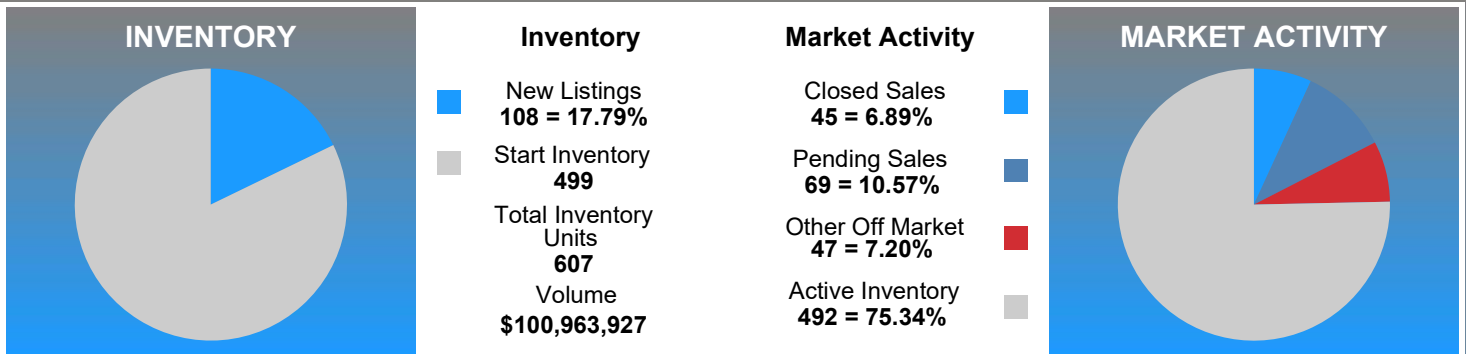
# September 2018

Area Delimited by County Of Washington



## MARKET SUMMARY

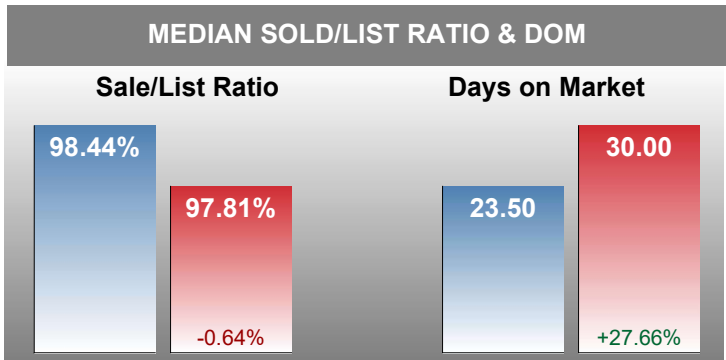
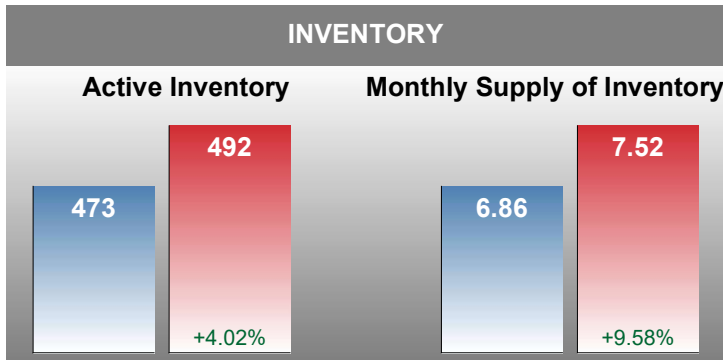
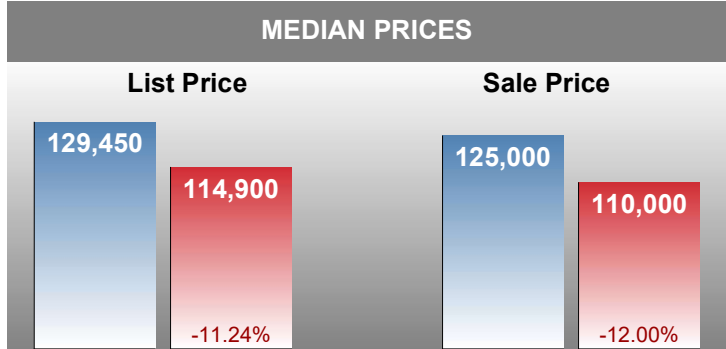
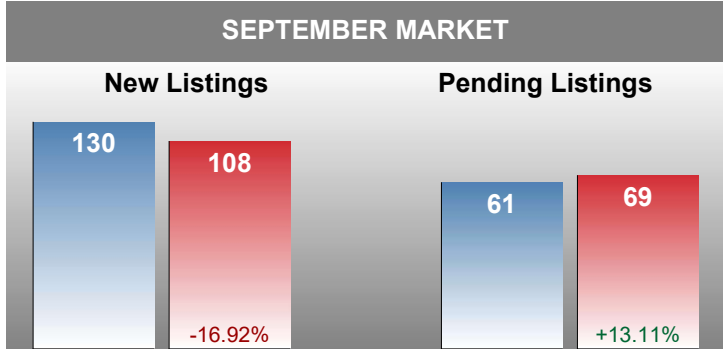
Report produced on Oct 11, 2018 for MLS Technology Inc.



Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	62	45	-27.42%	634	595	-6.15%
Pending Sales	61	69	13.11%	647	640	-1.08%
New Listings	130	108	-16.92%	1,364	1,266	-7.18%
Median List Price	129,450	114,900	-11.24%	119,900	116,500	-2.84%
Median Sale Price	125,000	110,000	-12.00%	118,000	112,500	-4.66%
Median Percent of Selling Price to List Price	98.44%	97.81%	-0.64%	97.83%	97.87%	0.04%
Median Days on Market to Sale	23.50	30.00	27.66%	33.00	32.00	-3.03%
Monthly Inventory	473	492	4.02%	473	492	4.02%
Months Supply of Inventory	6.86	7.52	9.58%	6.86	7.52	9.58%

**Absorption:** Last 12 months, an Average of **65** Sales/Month

**Inventory** on September 30, 2018 = **492** 2017 2018



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Contact: MLS Technology Inc.

Phone: 918-663-7500

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