

November 2018



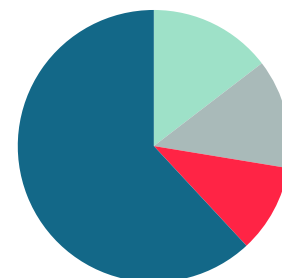
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	722	707	-2.08%
Pending Listings	683	630	-7.76%
New Listings	1,053	968	-8.07%
Average List Price	203,293	204,463	0.58%
Average Sale Price	197,036	199,492	1.25%
Average Percent of Selling Price to List Price	97.31%	97.30%	-0.01%
Average Days on Market to Sale	46.23	47.26	2.23%
End of Month Inventory	3,292	3,000	-8.87%
Months Supply of Inventory	4.05	3.56	-11.91%



■ Closed (14.59%)
■ Pending (13.00%)
■ Other OffMarket (10.49%)
■ Active (61.92%)

Absorption: Last 12 months, an Average of **842** Sales/Month
Active Inventory as of November 30, 2018 = **3,000**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2018 decreased **8.87%** to 3,000 existing homes available for sale. Over the last 12 months this area has had an average of 842 closed sales per month. This represents an unsold inventory index of **3.56** 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 **1.25%** in November 2018 to \$199,492 versus the previous year at \$197,036.

Average Days on Market Lengthens

The average number of **47.26** days that homes spent on the market before selling increased by 1.03 days or **2.23%** in November 2018 compared to last year's same month at **46.23** DOM.

Sales Success for November 2018 is Positive

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

There were 968 New Listings in November 2018, down **8.07%** from last year at 1,053. Furthermore, there were 707 Closed Listings this month versus last year at 722, a **-2.08%** decrease.

Closed versus Listed trends yielded a **73.0%** ratio, up from previous year's, November 2017, at **68.6%**, a **6.52%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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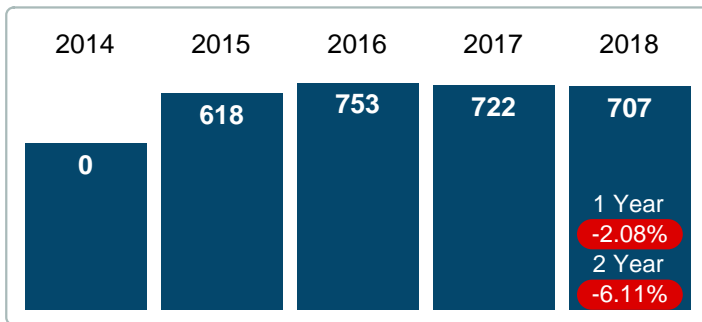
Area Delimited by County Of Tulsa - Residential Property Type



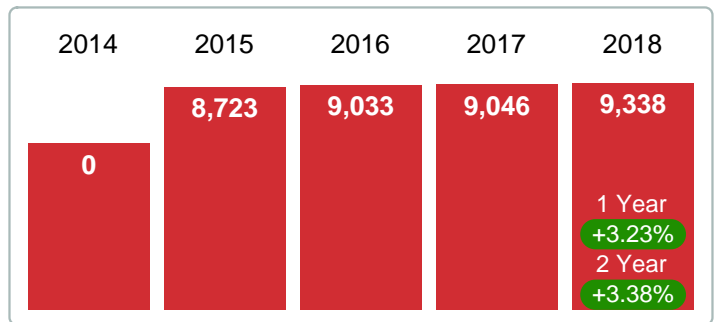
CLOSED LISTINGS

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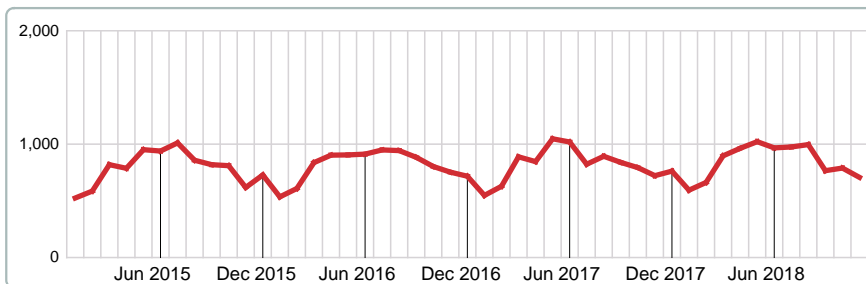
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

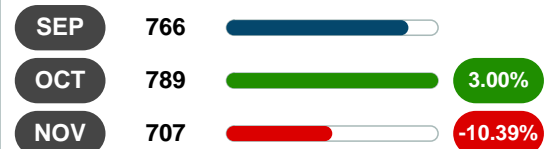


3 MONTHS

5 year NOV AVG = 560

High May 2017 1,047 Low Jan 2015 525

Closed Listings this month at **707**
above the 5 yr NOV average of **560**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	66	9.34%	42.3	24	36	4	2
\$75,001 - \$100,000	50	7.07%	37.3	13	33	3	1
\$100,001 - \$150,000	150	21.22%	38.9	16	117	14	3
\$150,001 - \$200,000	166	23.48%	44.9	11	108	45	2
\$200,001 - \$250,000	102	14.43%	49.5	0	46	49	7
\$250,001 - \$325,000	94	13.30%	56.4	2	28	56	8
\$325,001 and up	79	11.17%	64.8	1	17	51	10
Total Closed Units	707			67	385	222	33
Total Closed Volume	141,040,498	100%	47.3	7.14M	63.42M	60.00M	10.47M
Average Closed Price	\$199,492			\$106,627	\$164,731	\$270,289	\$317,298

November 2018



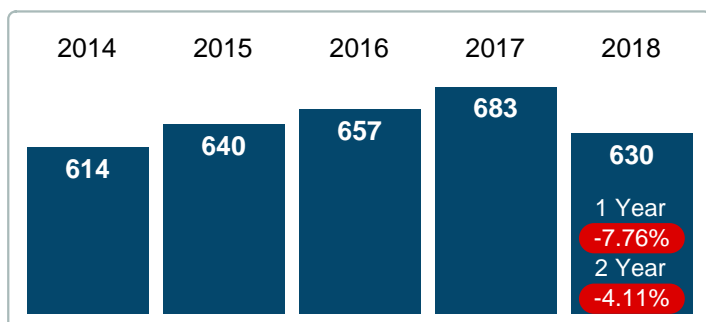
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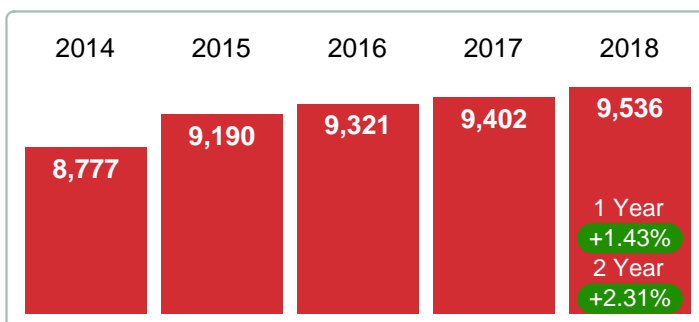
PENDING LISTINGS

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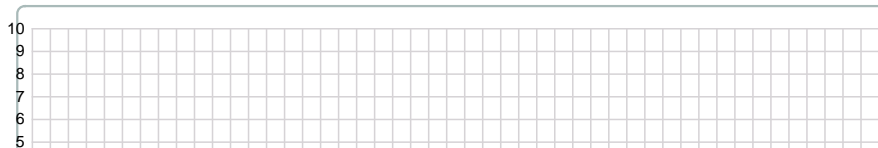
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 645

High Nov 2018: 0 | Low Nov 2018: 0

Pending Listings this month at **630**
below the 5 yr NOV average of **645**

SEP: 0
OCT: 0
NOV: 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	33	5.24%	40.2	13	19	1	0
\$50,001 - \$100,000	109	17.30%	45.3	31	71	6	1
\$100,001 - \$125,000	77	12.22%	48.5	6	65	6	0
\$125,001 - \$175,000	139	22.06%	47.5	14	103	22	0
\$175,001 - \$225,000	105	16.67%	42.6	6	58	39	2
\$225,001 - \$325,000	98	15.56%	60.4	4	28	53	13
\$325,001 and up	69	10.95%	64.1	1	14	41	13
Total Pending Units	630			75	358	168	29
Total Pending Volume	128,516,665	100%	50.3	8.08M	55.62M	48.31M	16.51M
Average Listing Price	\$204,274			\$107,681	\$155,364	\$287,548	\$569,386

November 2018



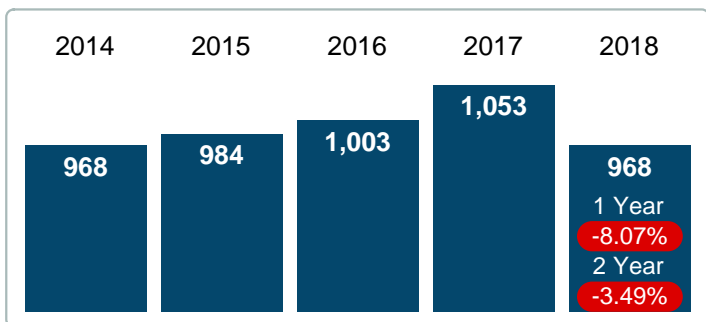
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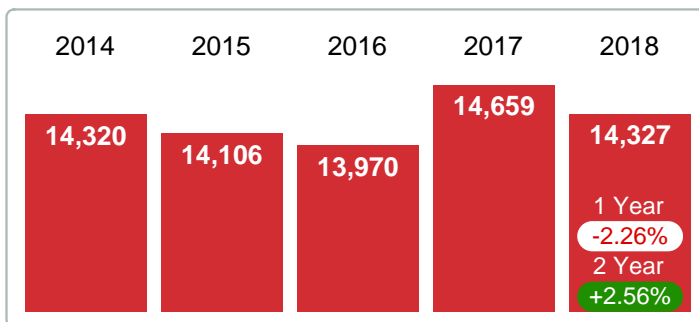
NEW LISTINGS

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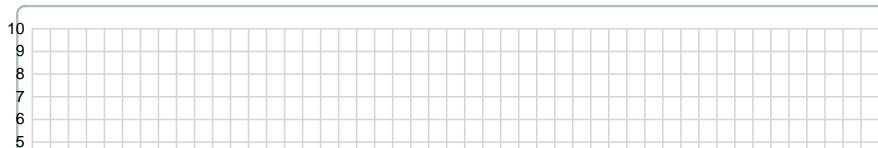
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 995

High Nov 2018 0 Low Nov 2018 0

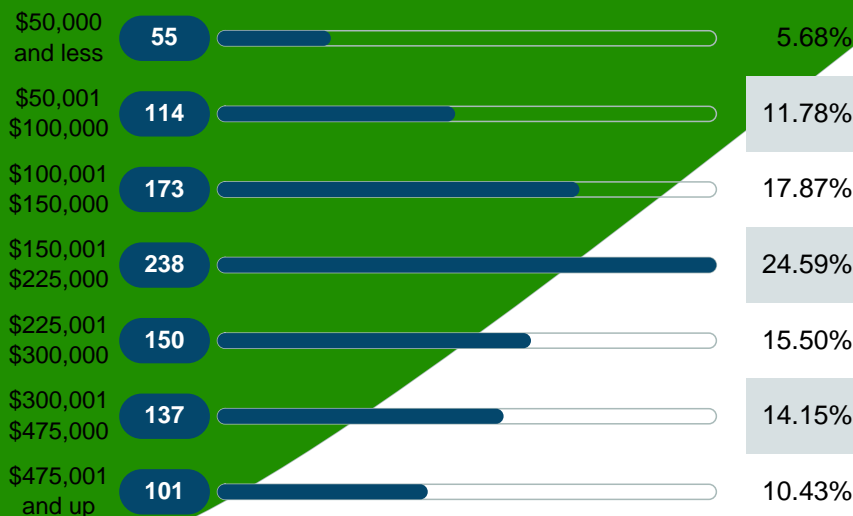
New Listings this month at **968**
below the 5 yr NOV average of **995**

SEP 0
OCT 0
NOV 0

nan%
nan%

Distribution of New Listings by Price Range

%



1-2 Beds 3 Beds 4 Beds 5+ Beds

23	26	5	1
35	72	5	2
19	139	14	1
14	147	68	9
4	58	73	15
2	35	75	25
2	13	43	43

Total New Listed Units	968	
Total New Listed Volume	257,826,892	100%
Average New Listed Listing Price	\$221,368	

99	490	283	96
12.67M	87.01M	93.98M	64.16M
\$128,026	\$177,575	\$332,080	\$668,353

November 2018



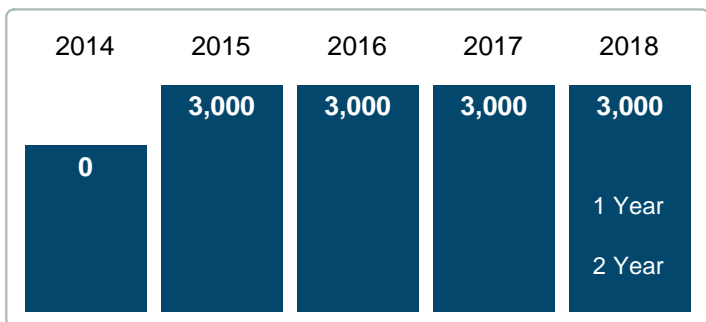
Area Delimited by County Of Tulsa - Residential Property Type



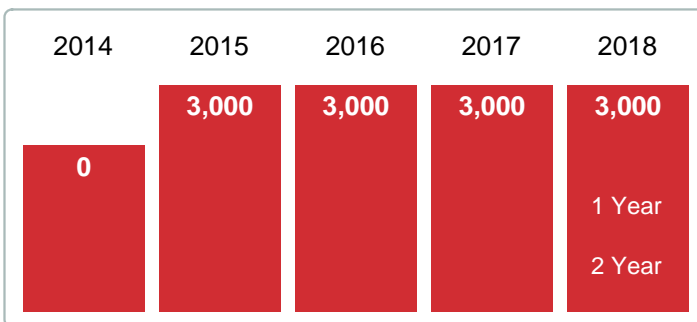
ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2,400

High Nov 2018 3,000 Low Nov 2018 3,000

Inventory this month at **3,000**
above the 5 yr NOV average of **2,400**

SEP 3,000
OCT 3,000
NOV 3,000

0.00%
0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	282	9.40%	93.8	133	129	18	2
\$75,001 - \$125,000	336	11.20%	99.1	89	220	24	3
\$125,001 - \$175,000	478	15.93%	65.3	37	342	91	8
\$175,001 - \$275,000	774	25.80%	74.9	31	355	353	35
\$275,001 - \$350,000	391	13.03%	78.6	11	113	218	49
\$350,001 - \$550,000	432	14.40%	78.4	7	86	244	95
\$550,001 and up	307	10.23%	78.7	4	33	145	125
Total Active Inventory by Units			3,000	312	1,278	1,093	317
Total Active Inventory by Volume			909,425,614	39.50M	260.71M	408.09M	201.13M
Average Active Inventory Listing Price			\$303,142	\$126,601	\$203,996	\$373,367	\$634,476

November 2018



Area Delimited by County Of Tulsa - Residential Property Type



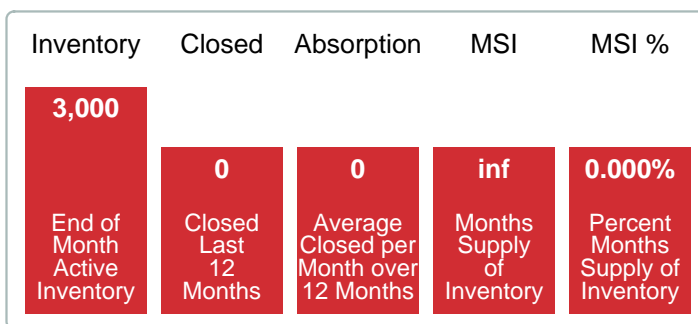
MONTHS SUPPLY of INVENTORY (MSI)

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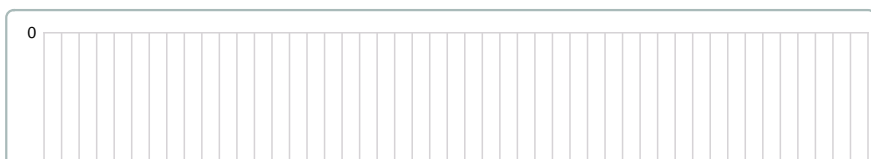
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

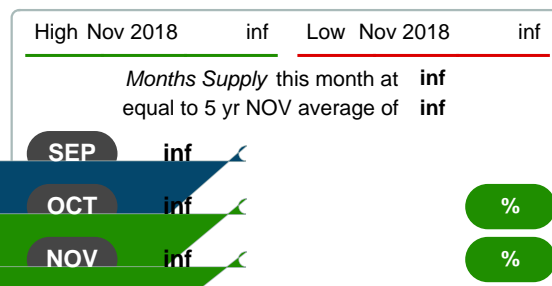


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = inf



Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	282	9.40%	3.00	3.35	2.63	3.72	6.00
\$75,001 - \$125,000	336	11.20%	2.37	4.03	2.04	2.22	3.60
\$125,001 - \$175,000	478	15.93%	2.34	2.76	2.19	2.84	2.74
\$175,001 - \$275,000	774	25.80%	3.32	3.51	3.14	3.48	3.50
\$275,001 - \$350,000	391	13.03%	4.94	4.00	4.77	4.96	5.55
\$350,001 - \$550,000	432	14.40%	6.72	5.60	6.66	6.14	9.12
\$550,001 and up	307	10.23%	12.49	24.00	10.42	10.48	16.85
Market Supply of Inventory (MSI)			3.56	3.54	2.74	4.43	7.78
Total Active Inventory by Units		100%	3,000	312	1,278	1,093	317

November 2018



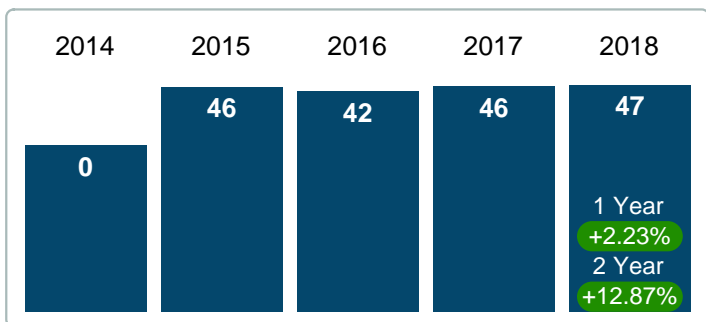
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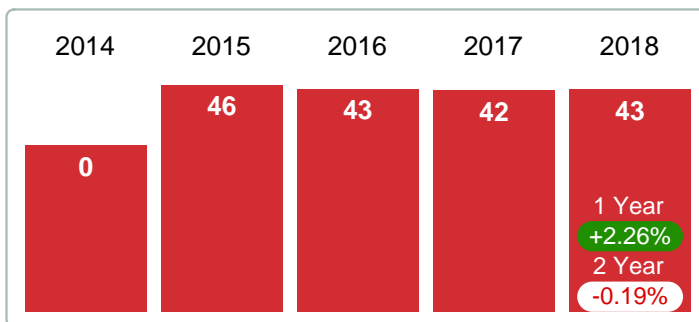
AVERAGE DAYS ON MARKET TO SALE

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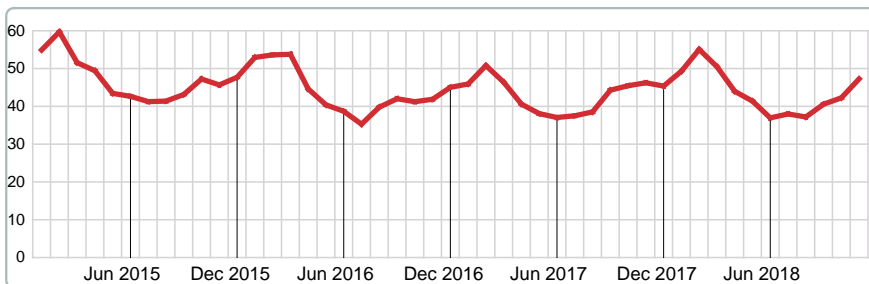
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

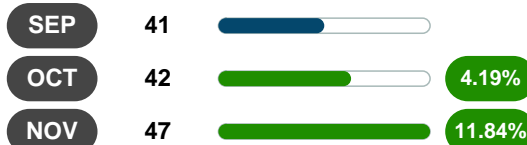


3 MONTHS

5 year NOV AVG = 36

High Feb 2015 60 Low Jul 2016 35

Average Days on Market to Sale this month at 47 above the 5 yr NOV average of 36



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
\$75,000 and less	9.34%	42	55	35	39	18
\$75,001 - \$100,000	7.07%	37	36	36	53	42
\$100,001 - \$150,000	21.22%	39	26	38	56	54
\$150,001 - \$200,000	23.48%	45	41	45	43	102
\$200,001 - \$250,000	14.43%	50	0	50	50	39
\$250,001 - \$325,000	13.30%	56	11	42	63	71
\$325,001 and up	11.17%	65	9	59	63	88
Average Closed DOM		47	40	42	55	66
Total Closed Units	100%	47	67	385	222	33
Total Closed Volume		141,040,498	7.14M	63.42M	60.00M	10.47M

November 2018



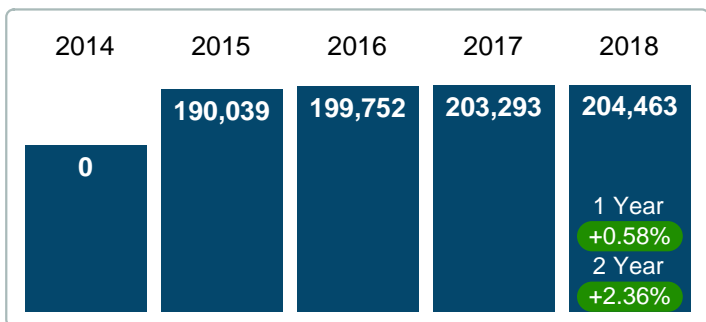
Area Delimited by County Of Tulsa - Residential Property Type



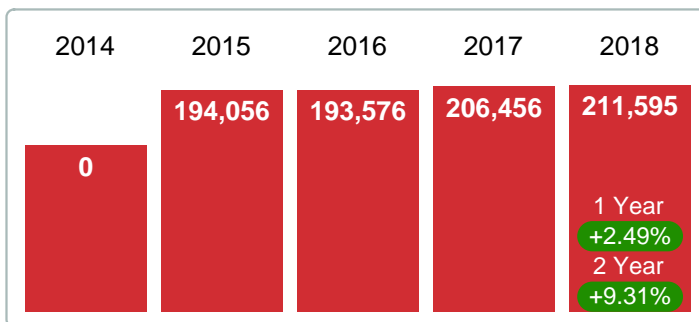
AVERAGE LIST PRICE AT CLOSING

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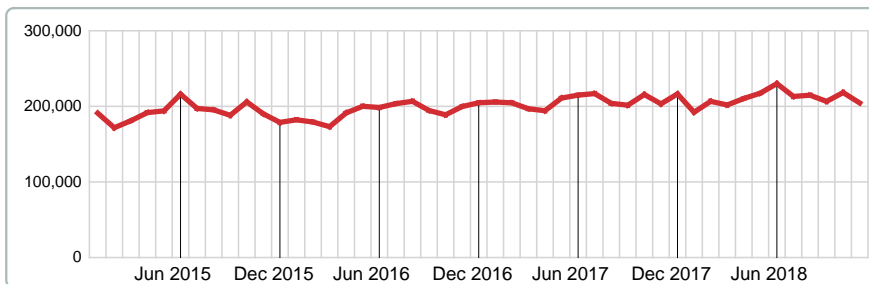
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 159,509

High Jun 2018 230,040 Low Feb 2015 171,717
Average List Price at Closing this month at **204,463**
above the 5 yr NOV average of **159,509**

- SEP 206,546
- OCT 218,236 **5.66%**
- NOV 204,463 **-6.31%**

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		
\$75,000 and less	60	8.49%	49,880	55,038	53,261	51,601	27,228	
\$75,001 - \$100,000	54	7.64%	88,117	89,396	89,312	91,000	103,000	
\$100,001 - \$150,000	147	20.79%	130,026	127,594	130,923	136,779	140,933	
\$150,001 - \$200,000	168	23.76%	176,307	178,573	175,723	182,257	156,450	
\$200,001 - \$250,000	104	14.71%	226,564	0	225,288	230,059	230,414	
\$250,001 - \$325,000	90	12.73%	280,958	289,500	282,958	282,021	291,813	
\$325,001 and up	84	11.88%	466,924	455,000	427,935	468,897	589,430	
Average List Price		204,463		112,282	168,108	277,368	325,299	
Total Closed Units		707	100%	204,463	67	385	222	33
Total Closed Volume		144,555,066		7.52M	64.72M	61.58M	10.73M	

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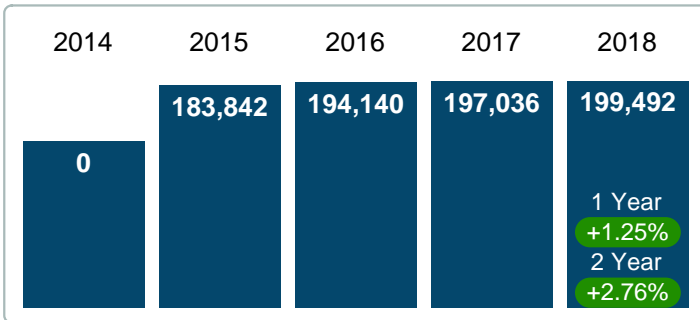
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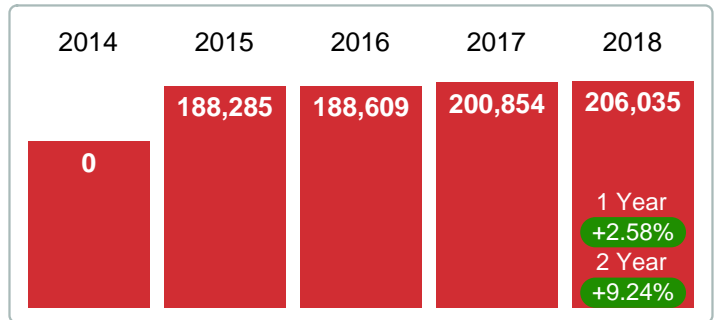
AVERAGE SOLD PRICE AT CLOSING

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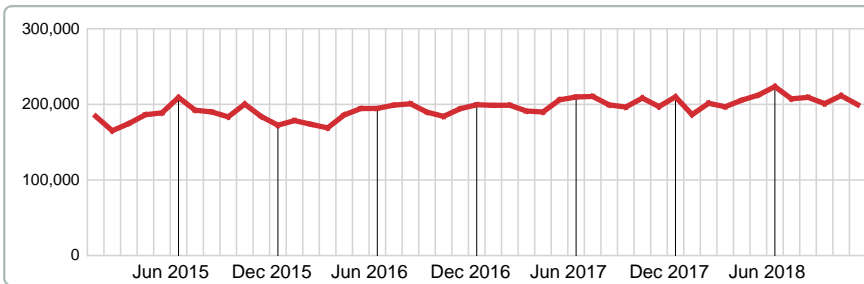
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

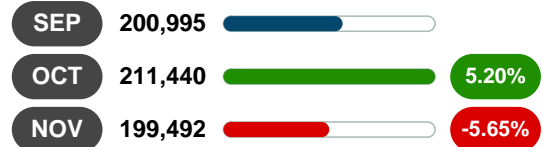


3 MONTHS

5 year NOV AVG = 154,902

High Jun 2018 223,502 Low Feb 2015 165,100

Average Sold Price at Closing this month at **199,492** above the 5 yr NOV average of **154,902**



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
\$75,000 and less	9.34%	47,722	48,331	48,285	49,738	26,250
\$75,001 - \$100,000	7.07%	86,605	86,165	86,078	92,167	93,000
\$100,001 - \$150,000	21.22%	127,893	123,770	128,096	130,352	130,467
\$150,001 - \$200,000	23.48%	174,199	173,964	173,179	177,224	162,500
\$200,001 - \$250,000	14.43%	223,507	0	222,242	223,689	230,550
\$250,001 - \$325,000	13.30%	277,550	285,000	278,011	275,729	286,821
\$325,001 and up	11.17%	462,941	400,000	420,283	457,393	570,050
Average Sold Price		199,492	106,627	164,731	270,289	317,298
Total Closed Units	100%	707	67	385	222	33
Total Closed Volume		141,040,498	7.14M	63.42M	60.00M	10.47M

November 2018



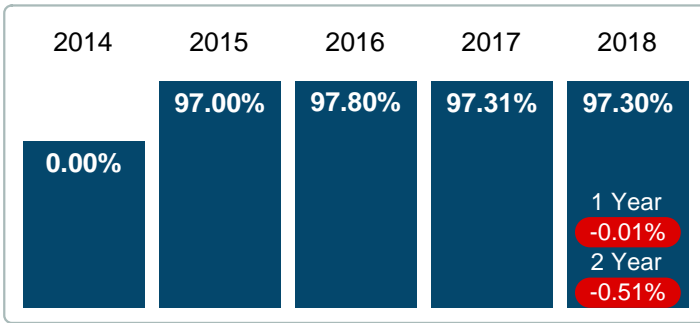
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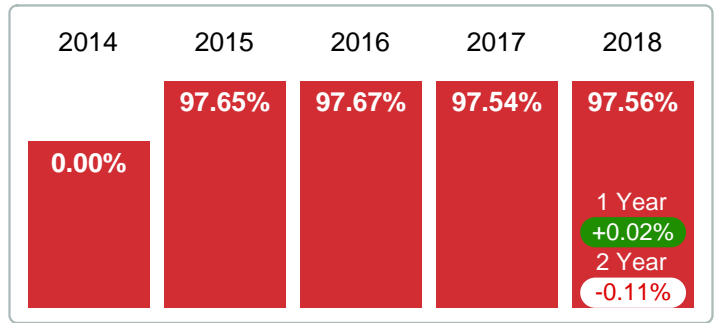
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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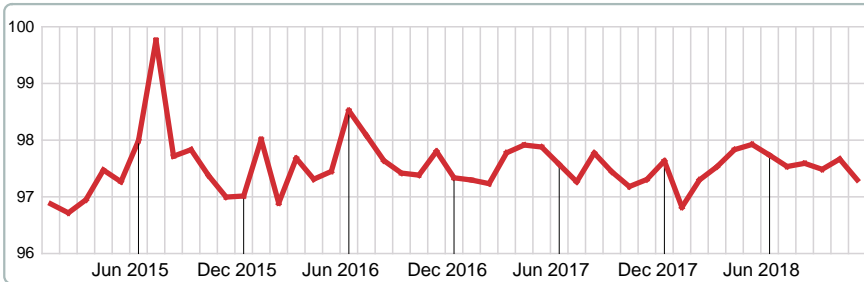
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

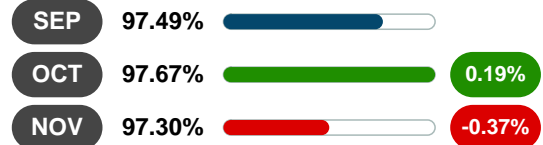


3 MONTHS

5 year NOV AVG = 77.88%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **97.30%** above the 5 yr NOV average of **77.88%**



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
\$75,000 and less	66	9.34%	91.99%	88.11%	93.59%	99.46%	94.67%
\$75,001 - \$100,000	50	7.07%	96.82%	96.74%	96.65%	101.26%	90.29%
\$100,001 - \$150,000	150	21.22%	97.50%	97.11%	97.90%	95.59%	92.87%
\$150,001 - \$200,000	166	23.48%	98.30%	97.74%	98.65%	97.37%	103.94%
\$200,001 - \$250,000	102	14.43%	98.15%	0.00%	98.70%	97.35%	100.22%
\$250,001 - \$325,000	94	13.30%	98.07%	98.49%	98.35%	97.87%	98.46%
\$325,001 and up	79	11.17%	97.53%	87.91%	98.14%	97.62%	96.95%
Average Sold/List Ratio		97.30%		93.82%	97.74%	97.53%	97.72%
Total Closed Units	707	100%	97.30%	67	385	222	33
Total Closed Volume	141,040,498			7.14M	63.42M	60.00M	10.47M

November 2018



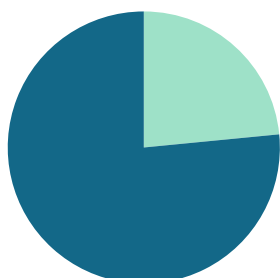
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

INVENTORY

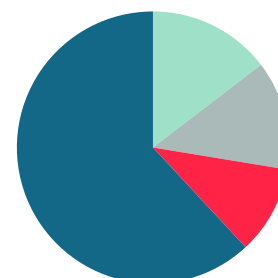


Inventory
 New Listings
968 = 23.46%
 Start Inventory
3,159
 Total Inventory Units
4,127
 Volume
\$1,233,152,655

Market Activity

Closed Sales
707 = 14.59%
 Pending Sales
630 = 13.00%
 Other Off Market
508 = 10.49%
 Active Inventory
3,000 = 61.92%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	722	707	-2.08%	9,046	9,338	3.23%
Pending Sales	683	630	-7.76%	9,402	9,536	1.43%
New Listings	1,053	968	-8.07%	14,659	14,327	-2.26%
Average List Price	203,293	204,463	0.58%	206,456	211,595	2.49%
Average Sale Price	197,036	199,492	1.25%	200,854	206,035	2.58%
Average Percent of Selling Price to List Price	97.31%	97.30%	-0.01%	97.54%	97.56%	0.02%
Average Days on Market to Sale	46.23	47.26	2.23%	42.24	43.19	2.26%
Monthly Inventory	3,292	3,000	-8.87%	3,292	3,000	-8.87%
Months Supply of Inventory	4.05	3.56	-11.91%	4.05	3.56	-11.91%

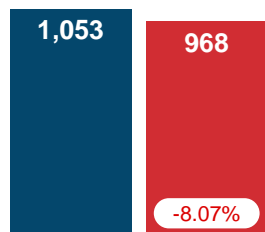
Absorption: Last 12 months, an Average of **842** Sales/Month

Inventory on November 30, 2018 = **3,000** 2017 2018

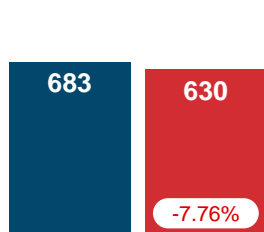
NOVEMBER MARKET

AVERAGE PRICES

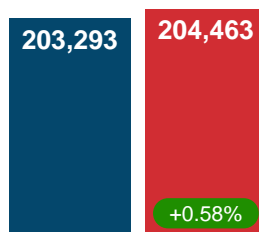
New Listings



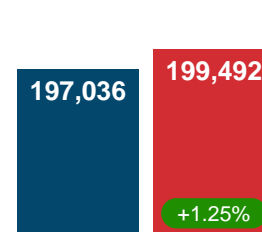
Pending Listings



List Price



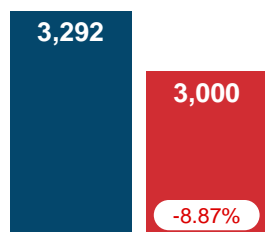
Sale Price



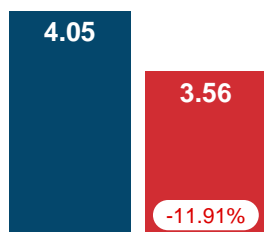
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

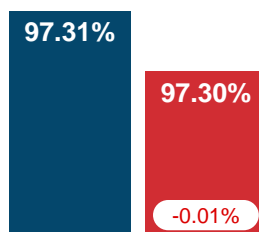
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

