

# November 2018



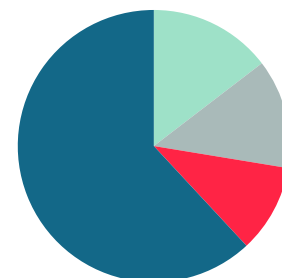
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	168,950	179,900	6.48%
Median Sale Price	165,000	175,000	6.06%
Median Percent of Selling Price to List Price	98.64%	98.18%	-0.46%
Median Days on Market to Sale	29.00	32.00	10.34%
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.

#### 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 **6.06%** in November 2018 to \$175,000 versus the previous year at \$165,000.

#### Median Days on Market Lengthens

The median number of **32.00** days that homes spent on the market before selling increased by 3.00 days or **10.34%** in November 2018 compared to last year's same month at **29.00** DOM.

#### Sales Success for November 2018 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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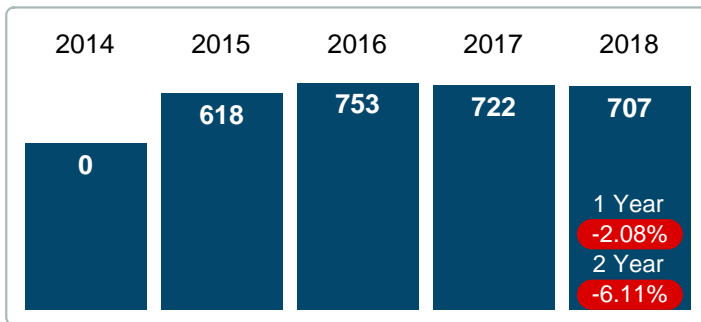
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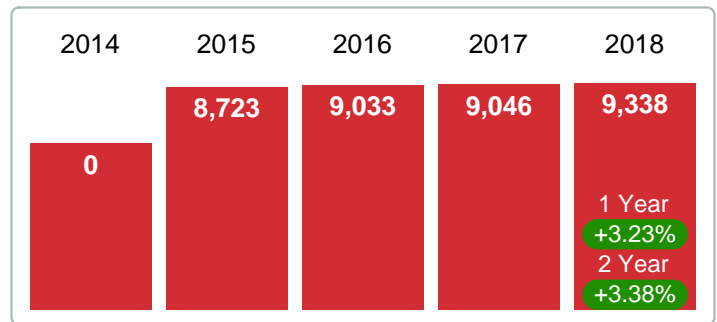
## CLOSED LISTINGS

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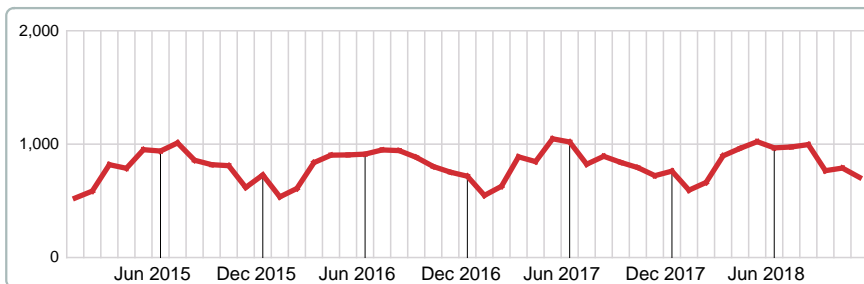
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

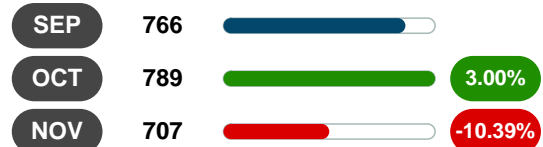


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	66	9.34%	21.5	24	36	4	2
\$75,001 - \$100,000	50	7.07%	25.5	13	33	3	1
\$100,001 - \$150,000	150	21.22%	23.0	16	117	14	3
\$150,001 - \$200,000	166	23.48%	29.0	11	108	45	2
\$200,001 - \$250,000	102	14.43%	35.5	0	46	49	7
\$250,001 - \$325,000	94	13.30%	47.5	2	28	56	8
\$325,001 and up	79	11.17%	53.0	1	17	51	10
<b>Total Closed Units</b>	<b>707</b>			<b>67</b>	<b>385</b>	<b>222</b>	<b>33</b>
<b>Total Closed Volume</b>	<b>141,040,498</b>	<b>100%</b>	<b>32.0</b>	<b>7.14M</b>	<b>63.42M</b>	<b>60.00M</b>	<b>10.47M</b>
<b>Median Closed Price</b>	<b>\$175,000</b>			<b>\$89,900</b>	<b>\$154,000</b>	<b>\$249,700</b>	<b>\$269,000</b>

# November 2018



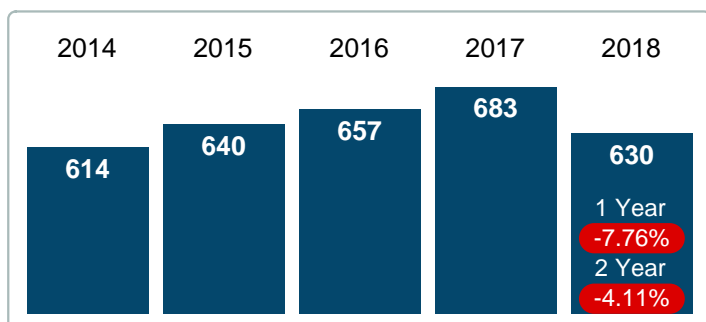
Area Delimited by County Of Tulsa - Residential Property Type



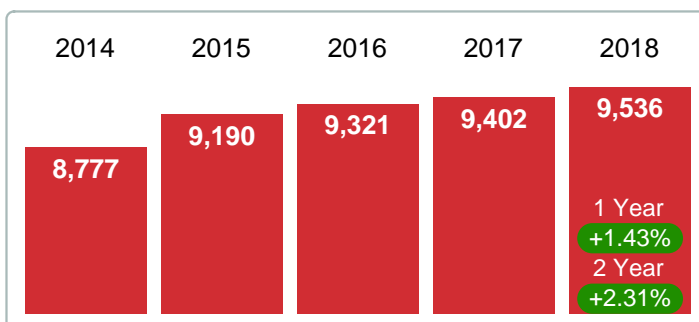
## PENDING LISTINGS

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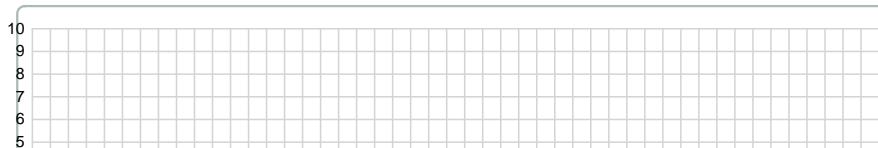
### NOVEMBER



### 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**

Month	Pending Listings	% Change
SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	33	5.24%	14.0	13	19	1	0
\$50,001 - \$100,000	109	17.30%	24.0	31	71	6	1
\$100,001 - \$125,000	77	12.22%	28.0	6	65	6	0
\$125,001 - \$175,000	139	22.06%	35.0	14	103	22	0
\$175,001 - \$225,000	105	16.67%	29.0	6	58	39	2
\$225,001 - \$325,000	98	15.56%	59.5	4	28	53	13
\$325,001 and up	69	10.95%	40.0	1	14	41	13
<b>Total Pending Units</b>	<b>630</b>			<b>75</b>	<b>358</b>	<b>168</b>	<b>29</b>
<b>Total Pending Volume</b>	<b>128,516,665</b>	<b>100%</b>	<b>35.0</b>	<b>8.08M</b>	<b>55.62M</b>	<b>48.31M</b>	<b>16.51M</b>
<b>Median Listing Price</b>	<b>\$160,000</b>			<b>\$83,500</b>	<b>\$139,000</b>	<b>\$239,900</b>	<b>\$279,500</b>

# November 2018



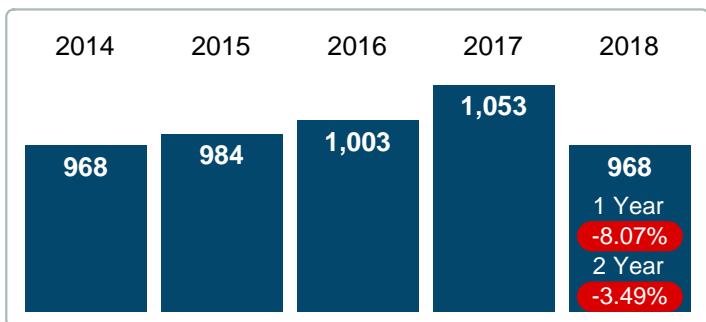
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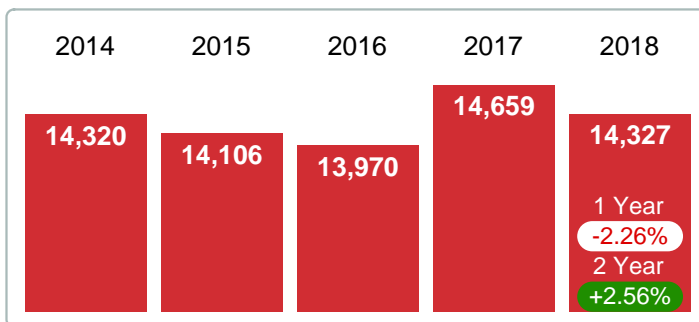
## NEW LISTINGS

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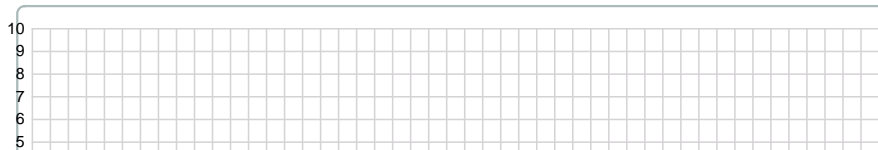
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

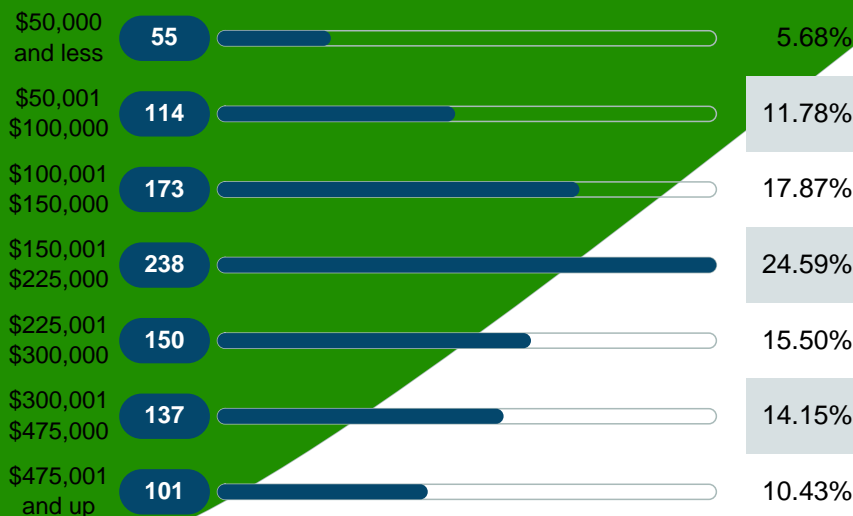
5 year NOV AVG = 995

High Nov 2018: 0 | Low Nov 2018: 0

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

Month	New Listings	Change
SEP	0	
OCT	0	nan%
NOV	0	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
<b>Total</b>	<b>99</b>	<b>490</b>	<b>283</b>	<b>96</b>
<b>Volume</b>	<b>12.67M</b>	<b>87.01M</b>	<b>93.98M</b>	<b>64.16M</b>
<b>Median Price</b>	<b>\$86,000</b>	<b>\$154,950</b>	<b>\$274,700</b>	<b>\$445,000</b>

Total New Listed Units	968	
Total New Listed Volume	257,826,892	100%
Median New Listed Listing Price	\$187,700	

# November 2018



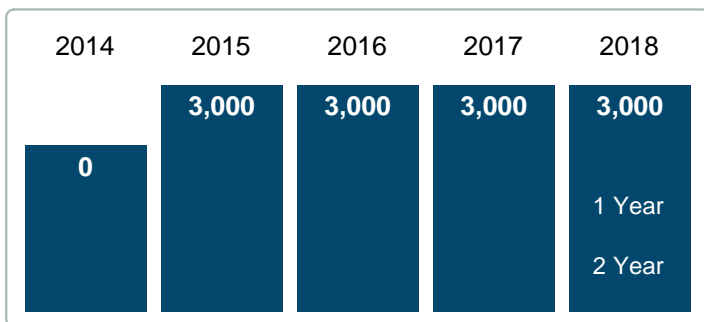
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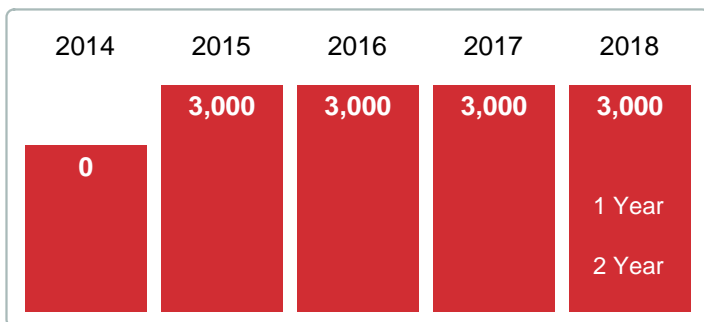
## ACTIVE INVENTORY

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	282	9.40%	62.5	133	129	18	2
\$75,001 - \$125,000	336	11.20%	60.0	89	220	24	3
\$125,001 - \$175,000	478	15.93%	52.0	37	342	91	8
\$175,001 - \$275,000	774	25.80%	65.0	31	355	353	35
\$275,001 - \$350,000	391	13.03%	74.0	11	113	218	49
\$350,001 - \$550,000	432	14.40%	71.0	7	86	244	95
\$550,001 and up	307	10.23%	77.0	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
Median Active Inventory Listing Price			\$228,900	\$85,000	\$169,000	\$299,000	\$459,316

# November 2018



Area Delimited by County Of Tulsa - Residential Property Type



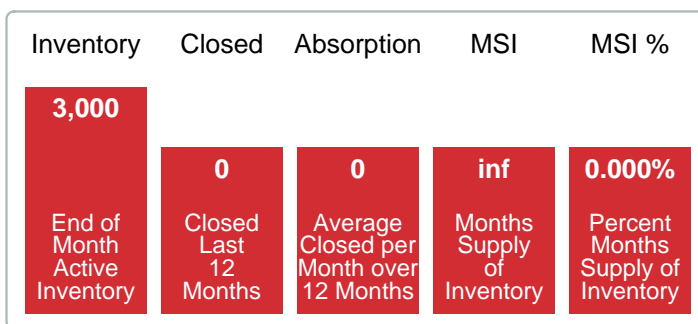
## MONTHS SUPPLY of INVENTORY (MSI)

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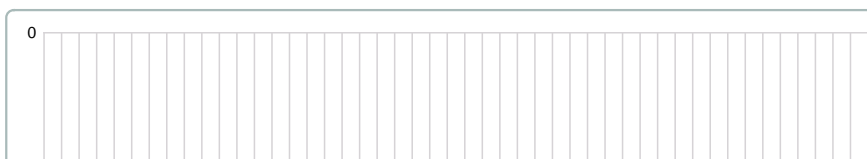
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2018

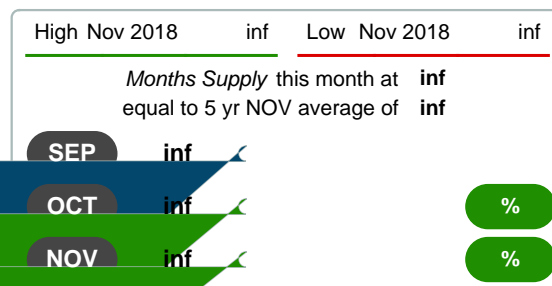


### 5 YEAR MARKET ACTIVITY TRENDS



### 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		3,000	100%	312	1,278	1,093	317

# November 2018



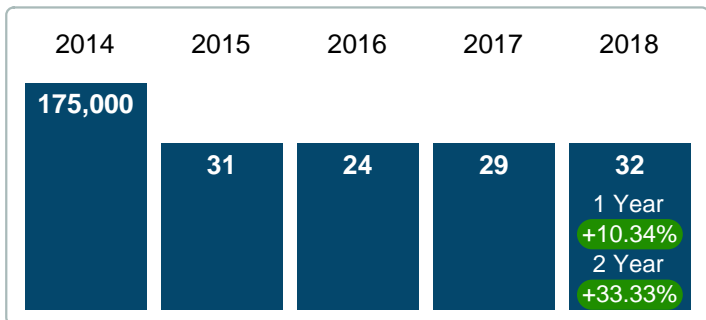
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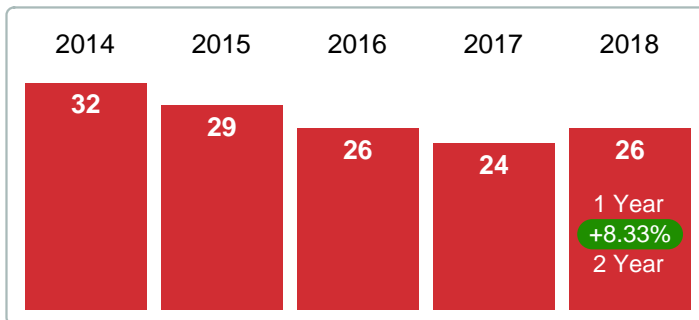
## MEDIAN DAYS ON MARKET TO SALE

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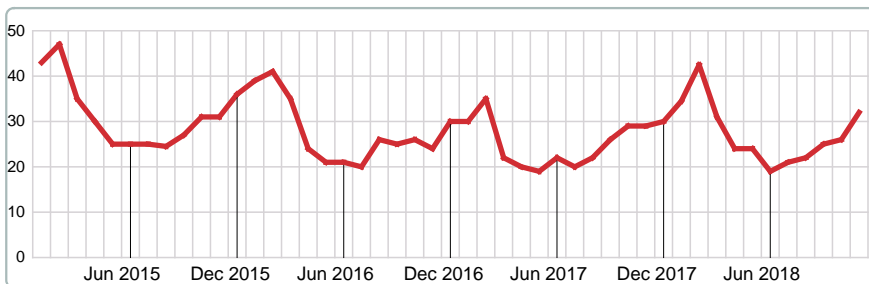
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 35,023

High Feb 2015 47 Low Jun 2018 19

Median Days on Market to Sale this month at 32 below the 5 yr NOV average of 35,023

SEP	25	<div style="width: 71%;"></div>	
OCT	26	<div style="width: 74%;"></div>	4.00%
NOV	32	<div style="width: 91%;"></div>	23.08%

### 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
\$75,000 and less	9.34%	22	35	15	33	18
\$75,001 - \$100,000	7.07%	26	25	25	59	42
\$100,001 - \$150,000	21.22%	23	16	23	39	55
\$150,001 - \$200,000	23.48%	29	30	31	28	102
\$200,001 - \$250,000	14.43%	36	0	39	36	17
\$250,001 - \$325,000	13.30%	48	11	27	61	75
\$325,001 and up	11.17%	53	9	16	53	101
Median Closed DOM		32	25	25	42	54
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



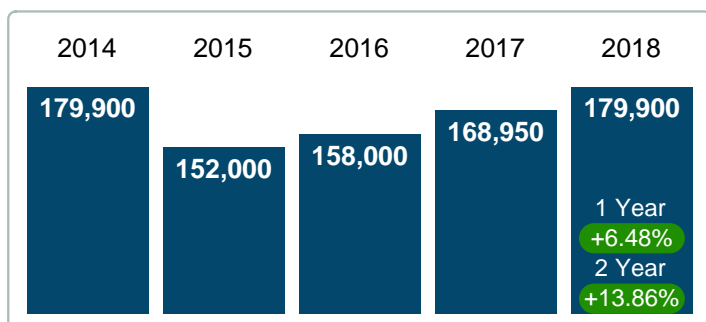
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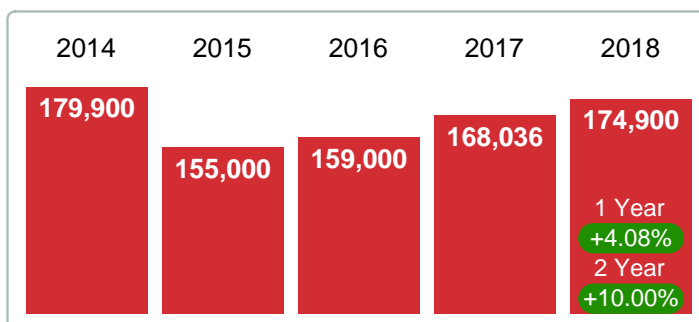
## MEDIAN LIST PRICE AT CLOSING

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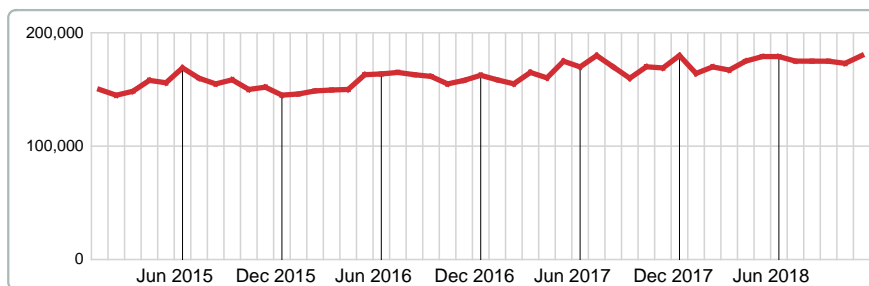
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

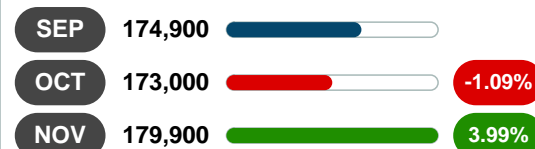


### 3 MONTHS

5 year NOV AVG = 167,750

High Nov 2018 179,900 Low Feb 2015 144,900

Median List Price at Closing this month at **179,900**  
above the 5 yr NOV average of **167,750**



### 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	
\$75,000 and less	60	8.49%	52,475	53,500	54,000	50,925	27,228
\$75,001 - \$100,000	54	7.64%	88,750	88,750	88,500	90,000	0
\$100,001 - \$150,000	147	20.79%	129,900	127,500	129,900	129,500	143,900
\$150,001 - \$200,000	168	23.76%	175,000	186,250	170,000	179,000	181,450
\$200,001 - \$250,000	104	14.71%	225,000	0	227,000	224,841	239,200
\$250,001 - \$325,000	90	12.73%	279,900	289,500	280,000	279,900	272,400
\$325,001 and up	84	11.88%	411,725	455,000	389,000	422,500	422,500
Median List Price		179,900		90,000	155,000	249,900	268,000
Total Closed Units	707	100%	179,900	67	385	222	33
Total Closed Volume	144,555,066			7.52M	64.72M	61.58M	10.73M



# November 2018



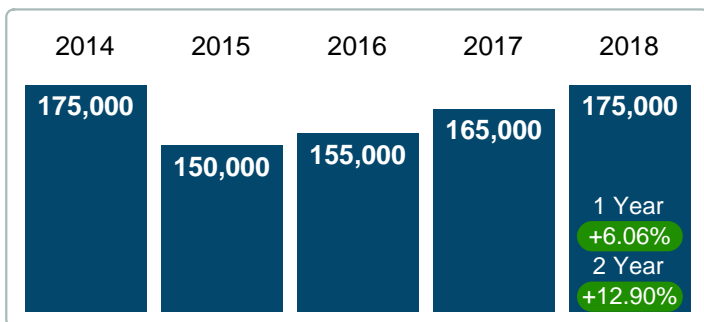
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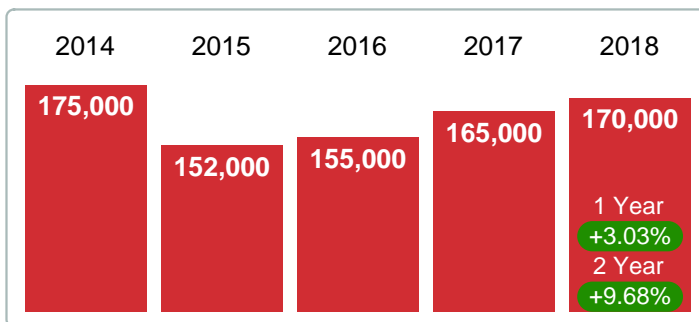
## MEDIAN SOLD PRICE AT CLOSING

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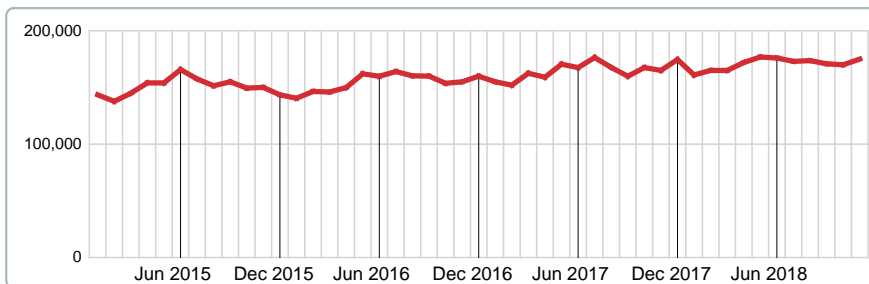
### NOVEMBER



### YEAR TO DATE (YTD)

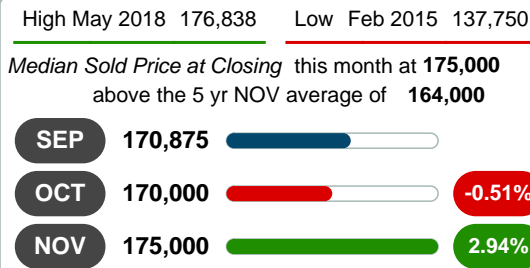


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 164,000



### 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
\$75,000 and less	9.34%	49,750	49,750	50,750	49,975	26,250
\$75,001 - \$100,000	7.07%	86,300	85,000	85,600	95,000	93,000
\$100,001 - \$150,000	21.22%	128,625	119,500	129,000	127,000	132,400
\$150,001 - \$200,000	23.48%	174,900	171,000	170,011	179,000	162,500
\$200,001 - \$250,000	14.43%	221,075	0	223,600	219,500	232,000
\$250,001 - \$325,000	13.30%	274,450	285,000	277,250	270,000	277,834
\$325,001 and up	11.17%	408,000	400,000	389,500	408,550	459,000
Median Sold Price		175,000	89,900	154,000	249,700	269,000
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



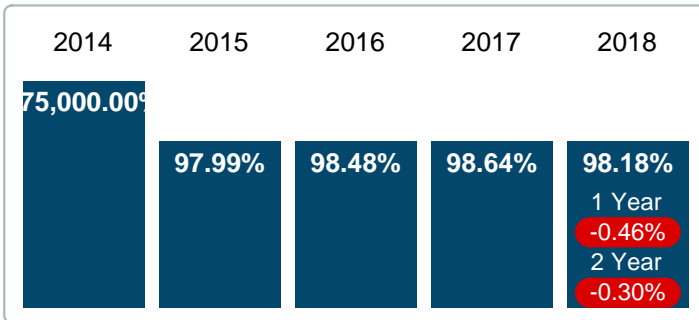
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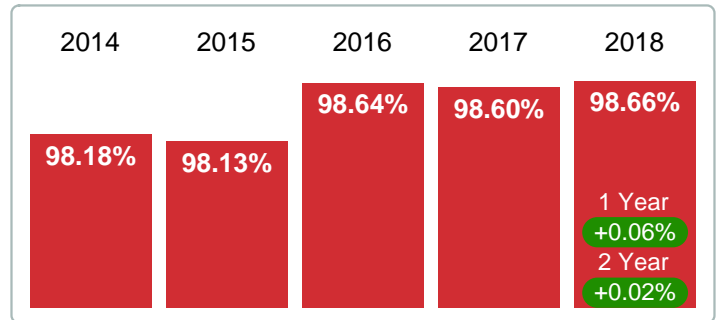
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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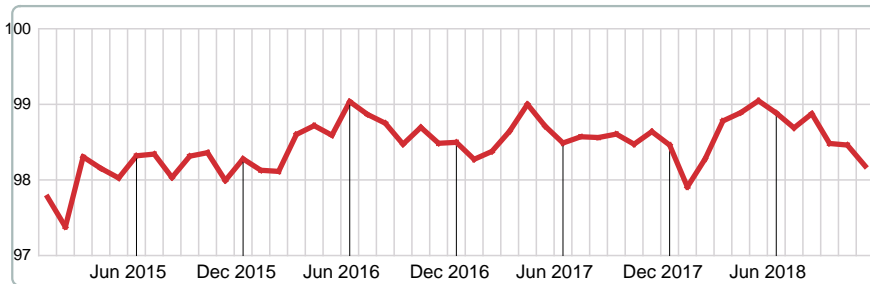
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

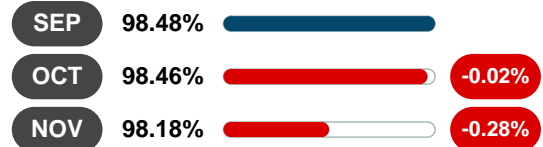


### 3 MONTHS

5 year NOV AVG = 35,078.66%

High May 2018 99.05% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **98.18%**  
 below the 5 yr NOV average of **35,078.66%**



### 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
\$75,000 and less	66	9.34%	92.81%	91.29%	100.00%	98.06%	94.67%
\$75,001 - \$100,000	50	7.07%	97.55%	96.77%	97.55%	100.00%	90.29%
\$100,001 - \$150,000	150	21.22%	98.26%	98.70%	98.33%	96.76%	93.29%
\$150,001 - \$200,000	166	23.48%	99.13%	97.71%	99.49%	97.50%	103.94%
\$200,001 - \$250,000	102	14.43%	98.25%	0.00%	99.29%	98.08%	100.00%
\$250,001 - \$325,000	94	13.30%	98.45%	98.49%	99.55%	98.18%	100.00%
\$325,001 and up	79	11.17%	97.43%	87.91%	97.89%	97.41%	97.33%
Median Sold/List Ratio		98.18%		95.66%	98.68%	98.01%	98.51%
Total Closed Units		707	100%	67	385	222	33
Total Closed Volume		141,040,498		7.14M	63.42M	60.00M	10.47M

# November 2018



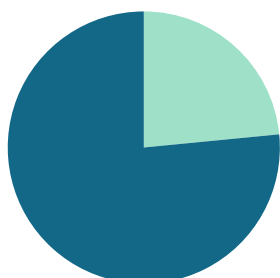
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

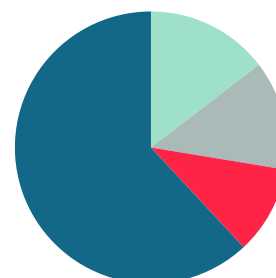


**Inventory**  
 New Listings  
**968 = 23.46%**  
 Start Inventory  
**3,159**  
 Total Inventory Units  
**4,127**  
 Volume  
**\$1,233,152,655**

### 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%
Median List Price	168,950	179,900	6.48%	168,036	174,900	4.08%
Median Sale Price	165,000	175,000	6.06%	165,000	170,000	3.03%
Median Percent of Selling Price to List Price	98.64%	98.18%	-0.46%	98.60%	98.66%	0.06%
Median Days on Market to Sale	29.00	32.00	10.34%	24.00	26.00	8.33%
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%

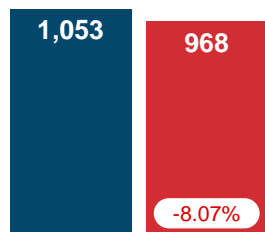
**Absorption:** Last 12 months, an Average of **842** Sales/Month

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

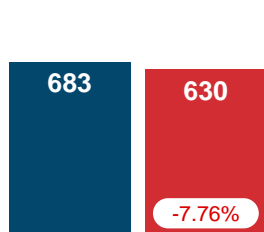
### NOVEMBER MARKET

### MEDIAN PRICES

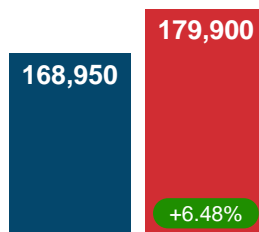
#### New Listings



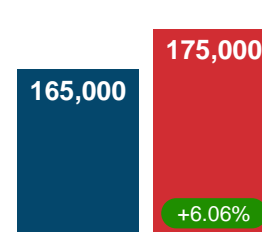
#### Pending Listings



#### List Price



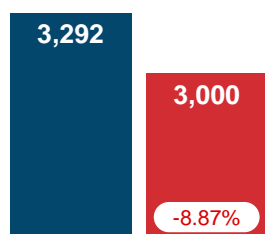
#### Sale Price



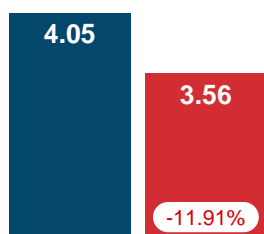
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

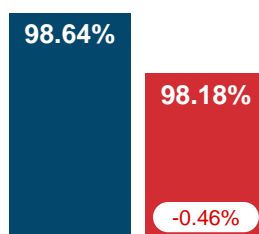
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

