

# October 2018



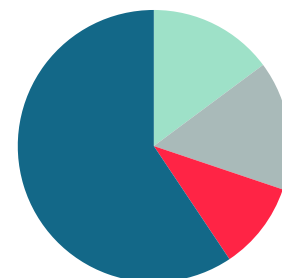
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics                               | 2017    | October 2018 | +/-%    |
|--|---------|--------------|---------|
| Closed Listings                                | 793     | 789          | -0.50%  |
| Pending Listings                               | 742     | 816          | 9.97%   |
| New Listings                                   | 1,246   | 1,181        | -5.22%  |
| Average List Price                             | 215,615 | 218,236      | 1.22%   |
| Average Sale Price                             | 208,295 | 211,440      | 1.51%   |
| Average Percent of Selling Price to List Price | 97.18%  | 97.67%       | 0.50%   |
| Average Days on Market to Sale                 | 45.46   | 42.26        | -7.05%  |
| End of Month Inventory                         | 3,417   | 3,159        | -7.55%  |
| Months Supply of Inventory                     | 4.19    | 3.75         | -10.48% |



■ Closed (14.83%)  
■ Pending (15.34%)  
■ Other OffMarket (10.45%)  
■ Active (59.38%)

**Absorption:** Last 12 months, an Average of **843** Sales/Month  
**Active Inventory** as of October 31, 2018 = **3,159**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2018 decreased **7.55%** to 3,159 existing homes available for sale. Over the last 12 months this area has had an average of 843 closed sales per month. This represents an unsold inventory index of **3.75** 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 **1.51%** in October 2018 to \$211,440 versus the previous year at \$208,295.

#### Average Days on Market Shortens

The average number of **42.26** days that homes spent on the market before selling decreased by 3.20 days or **7.05%** in October 2018 compared to last year's same month at **45.46** DOM.

#### Sales Success for October 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 1,181 New Listings in October 2018, down **5.22%** from last year at 1,246. Furthermore, there were 789 Closed Listings this month versus last year at 793, a **-0.50%** decrease.

Closed versus Listed trends yielded a **66.8%** ratio, up from previous year's, October 2017, at **63.6%**, a **4.97%** 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>Average Days on Market to Sale</b>                 | <b>7</b>  |
| <b>Average List Price at Closing</b>                  | <b>8</b>  |
| <b>Average Sale Price at Closing</b>                  | <b>9</b>  |
| <b>Average 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

# October 2018



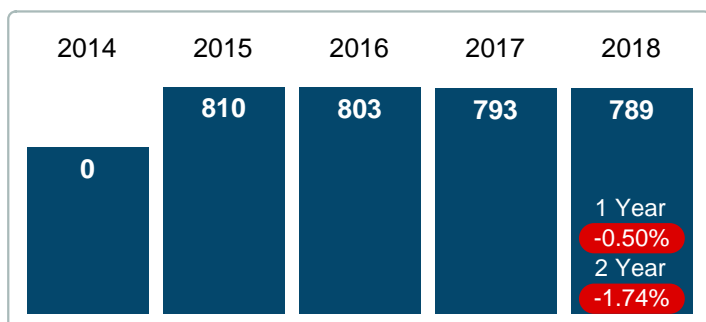
Area Delimited by County Of Tulsa - Residential Property Type



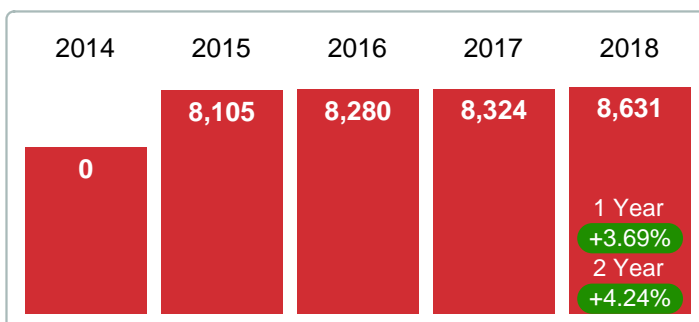
## CLOSED LISTINGS

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

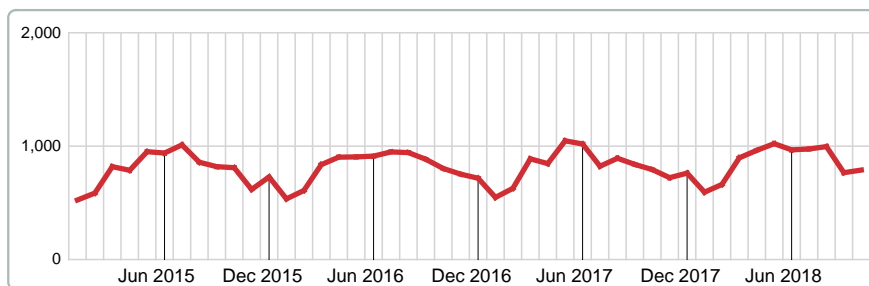
### OCTOBER



### YEAR TO DATE (YTD)

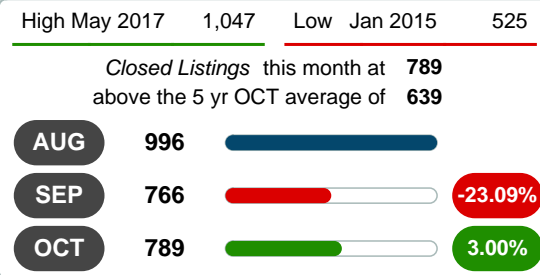


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 639



### 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                              | 43                 | 5.45%       | 44.2        | 26               | 15               | 2                | 0                |
| \$50,001 - \$100,000                           | 107                | 13.56%      | 36.5        | 30               | 73               | 4                | 0                |
| \$100,001 - \$125,000                          | 65                 | 8.24%       | 27.3        | 6                | 55               | 4                | 0                |
| \$125,001 - \$175,000                          | 200                | 25.35%      | 38.1        | 12               | 151              | 34               | 3                |
| \$175,001 - \$250,000                          | 185                | 23.45%      | 42.2        | 9                | 94               | 71               | 11               |
| \$250,001 - \$350,000                          | 106                | 13.43%      | 52.1        | 4                | 35               | 51               | 16               |
| \$350,001 and up                               | 83                 | 10.52%      | 57.9        | 2                | 15               | 46               | 20               |
| <b>Total Closed Units</b>                      | <b>789</b>         |             |             | <b>89</b>        | <b>438</b>       | <b>212</b>       | <b>50</b>        |
| <b>Total Closed Volume</b>                     | <b>166,826,309</b> | <b>100%</b> | <b>42.3</b> | <b>9.14M</b>     | <b>71.88M</b>    | <b>58.47M</b>    | <b>27.34M</b>    |
| <b>Average Closed Price</b>                    | <b>\$211,440</b>   |             |             | <b>\$102,675</b> | <b>\$164,120</b> | <b>\$275,785</b> | <b>\$546,746</b> |

# October 2018



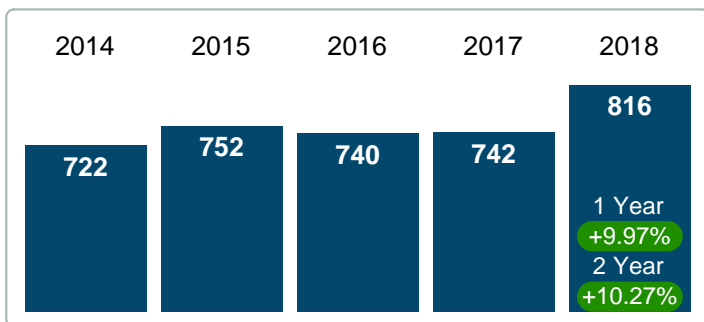
Area Delimited by County Of Tulsa - Residential Property Type



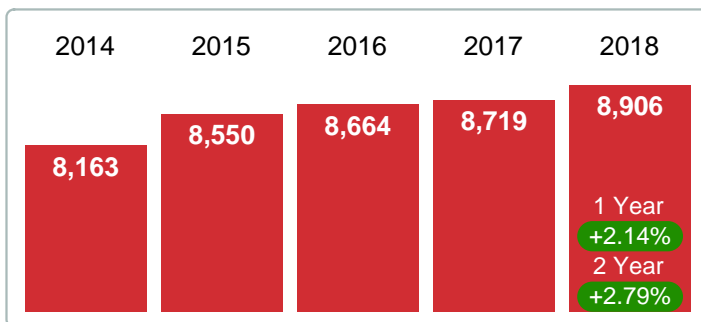
## PENDING LISTINGS

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

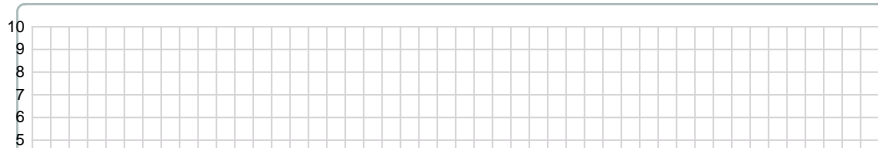
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 754

High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at **816**  
above the 5 yr OCT average of **754**

- AUG 0
- SEP 0
- OCT 0

nan%  
nan%

| Distribution of Pending Listings by Price Range |                    | %           | AVDOM       | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|--------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$75,000 and less                               | 82                 | 10.05%      | 39.2        | 42              | 34               | 4                | 2                |
| \$75,001 - \$100,000                            | 63                 | 7.72%       | 42.0        | 17              | 38               | 7                | 1                |
| \$100,001 - \$125,000                           | 66                 | 8.09%       | 45.6        | 11              | 48               | 5                | 2                |
| \$125,001 - \$175,000                           | 212                | 25.98%      | 39.3        | 10              | 166              | 32               | 4                |
| \$175,001 - \$250,000                           | 206                | 25.25%      | 49.1        | 7               | 111              | 82               | 6                |
| \$250,001 - \$350,000                           | 105                | 12.87%      | 61.6        | 2               | 32               | 62               | 9                |
| \$350,001 and up                                | 82                 | 10.05%      | 62.0        | 1               | 19               | 52               | 10               |
| <b>Total Pending Units</b>                      | <b>816</b>         |             |             | <b>90</b>       | <b>448</b>       | <b>244</b>       | <b>34</b>        |
| <b>Total Pending Volume</b>                     | <b>165,762,695</b> | <b>100%</b> | <b>48.0</b> | <b>8.85M</b>    | <b>75.86M</b>    | <b>68.35M</b>    | <b>12.71M</b>    |
| <b>Average Listing Price</b>                    | <b>\$203,524</b>   |             |             | <b>\$98,285</b> | <b>\$169,334</b> | <b>\$280,123</b> | <b>\$373,684</b> |

# October 2018



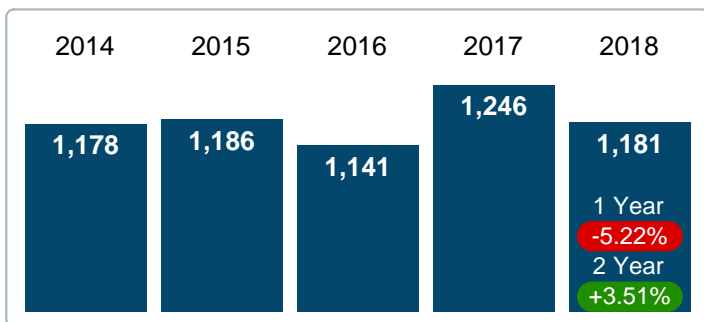
Area Delimited by County Of Tulsa - Residential Property Type



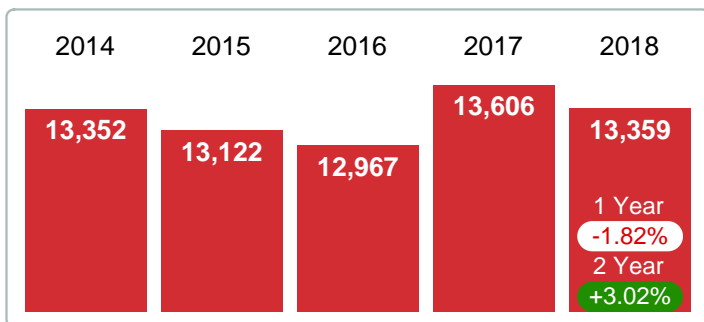
## NEW LISTINGS

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

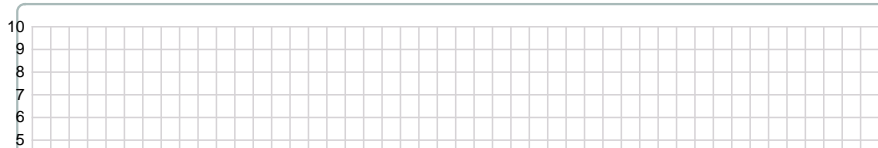
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,186

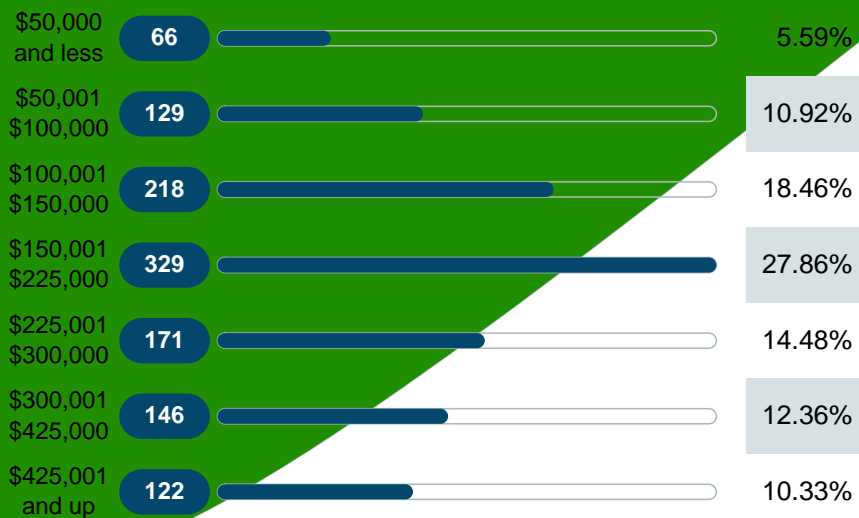
High Oct 2018: 0    Low Oct 2018: 0

New Listings this month at **1,181**  
below the 5 yr OCT average of **1,186**

AUG: 0  
SEP: 0 (nan%)  
OCT: 0 (nan%)

### Distribution of New Listings by Price Range

%



|   | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|------------------|------------------|------------------|------------------|
| \$50,000 and less                       | 35               | 29               | 2                | 0                |
| \$50,001 - \$100,000                    | 44               | 78               | 7                | 0                |
| \$100,001 - \$150,000                   | 36               | 164              | 17               | 1                |
| \$150,001 - \$225,000                   | 14               | 208              | 99               | 8                |
| \$225,001 - \$300,000                   | 6                | 65               | 89               | 11               |
| \$300,001 - \$425,000                   | 6                | 33               | 89               | 18               |
| \$425,001 and up                        | 3                | 12               | 69               | 38               |
| <b>Total</b>                            | <b>144</b>       | <b>589</b>       | <b>372</b>       | <b>76</b>        |
| <b>Total New Listed Volume</b>          | <b>18.86M</b>    | <b>102.01M</b>   | <b>127.85M</b>   | <b>44.46M</b>    |
| <b>Average New Listed Listing Price</b> | <b>\$131,006</b> | <b>\$173,200</b> | <b>\$343,696</b> | <b>\$584,936</b> |

# October 2018



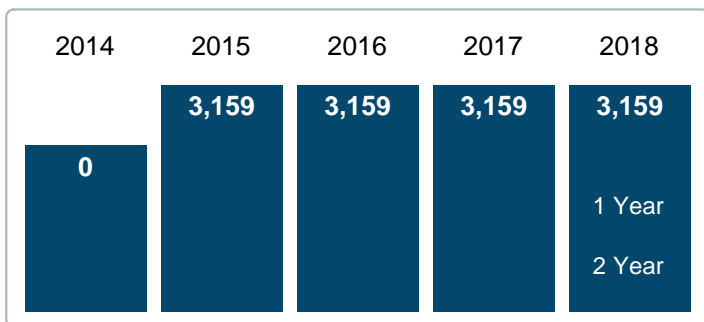
Area Delimited by County Of Tulsa - Residential Property Type



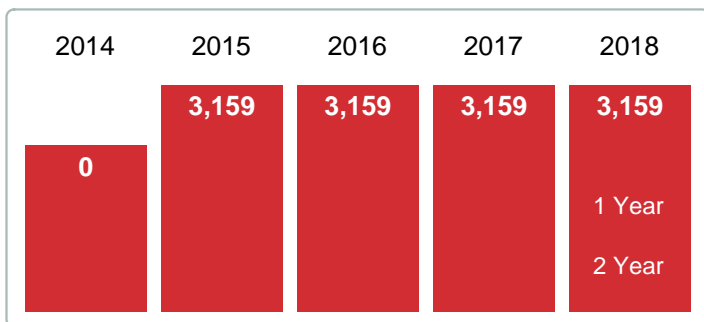
## ACTIVE INVENTORY

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

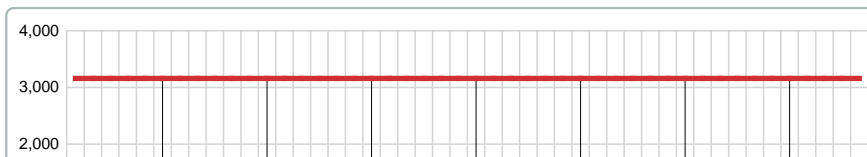
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2,527

| Month         | High  | Low   |
|---------------|-------|-------|
| High Oct 2018 | 3,159 | 3,159 |
| Low Oct 2018  | 3,159 | 3,159 |

Inventory this month at **3,159**  
above the 5 yr OCT average of **2,527**

|     |       |       |
|-----|-------|-------|
| AUG | 3,159 | 0.00% |
| SEP | 3,159 | 0.00% |
| OCT | 3,159 | 0.00% |

| Distribution of Inventory by Price Range      |                    | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less                             | 287                | 9.09%       | 89.7        | 137              | 134              | 15               | 1                |
| \$75,001 - \$125,000                          | 371                | 11.74%      | 91.3        | 88               | 252              | 29               | 2                |
| \$125,001 - \$175,000                         | 483                | 15.29%      | 61.2        | 39               | 347              | 91               | 6                |
| \$175,001 - \$275,000                         | 822                | 26.02%      | 72.5        | 40               | 357              | 384              | 41               |
| \$275,001 - \$350,000                         | 408                | 12.92%      | 78.3        | 12               | 110              | 235              | 51               |
| \$350,001 - \$575,000                         | 467                | 14.78%      | 79.2        | 7                | 95               | 268              | 97               |
| \$575,001 and up                              | 321                | 10.16%      | 87.6        | 4                | 38               | 150              | 129              |
| <b>Total Active Inventory by Units</b>        | <b>3,159</b>       |             |             | <b>327</b>       | <b>1,333</b>     | <b>1,172</b>     | <b>327</b>       |
| <b>Total Active Inventory by Volume</b>       | <b>975,325,763</b> | <b>100%</b> | <b>77.8</b> | <b>42.62M</b>    | <b>272.57M</b>   | <b>444.42M</b>   | <b>215.72M</b>   |
| <b>Average Active Inventory Listing Price</b> | <b>\$308,745</b>   |             |             | <b>\$130,325</b> | <b>\$204,475</b> | <b>\$379,198</b> | <b>\$659,706</b> |

# October 2018



Area Delimited by County Of Tulsa - Residential Property Type



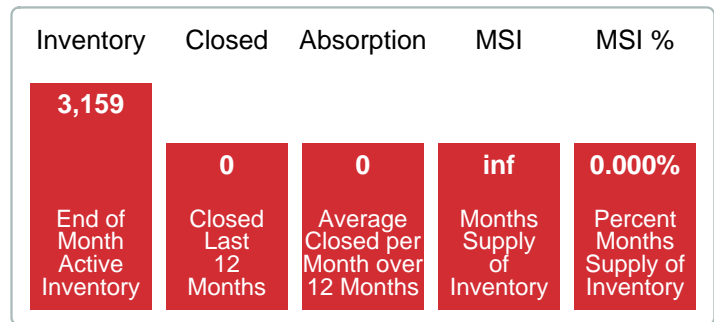
## MONTHS SUPPLY of INVENTORY (MSI)

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

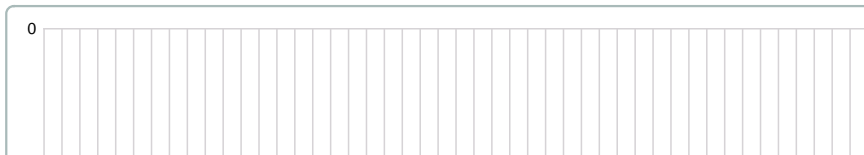
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2018

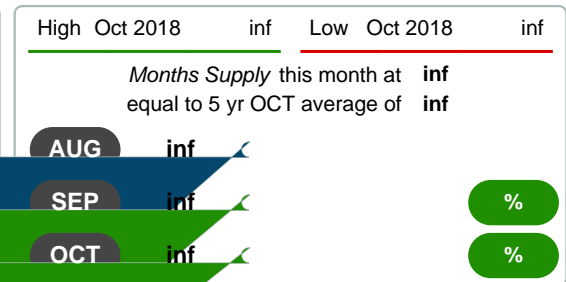


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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                                       | 287 | 9.09%  | 3.01  | 3.40     | 2.67   | 3.16   | 6.00    |
| \$75,001 - \$125,000                                    | 371 | 11.74% | 2.58  | 4.03     | 2.29   | 2.66   | 2.40    |
| \$125,001 - \$175,000                                   | 483 | 15.29% | 2.36  | 2.98     | 2.22   | 2.76   | 2.25    |
| \$175,001 - \$275,000                                   | 822 | 26.02% | 3.58  | 4.40     | 3.21   | 3.87   | 4.17    |
| \$275,001 - \$350,000                                   | 408 | 12.92% | 5.13  | 4.50     | 4.65   | 5.35   | 5.46    |
| \$350,001 - \$575,000                                   | 467 | 14.78% | 6.90  | 5.60     | 7.13   | 6.41   | 8.62    |
| \$575,001 and up  | 321 | 10.16% | 14.65 | 16.00    | 14.71  | 12.77  | 17.59   |
| Market Supply of Inventory (MSI)                        |     |        | 3.75  | 3.69     | 2.85   | 4.77   | 7.90    |
| Total Active Inventory by Units                         |     | 100%   | 3,159 | 327      | 1,333  | 1,172  | 327     |

# October 2018



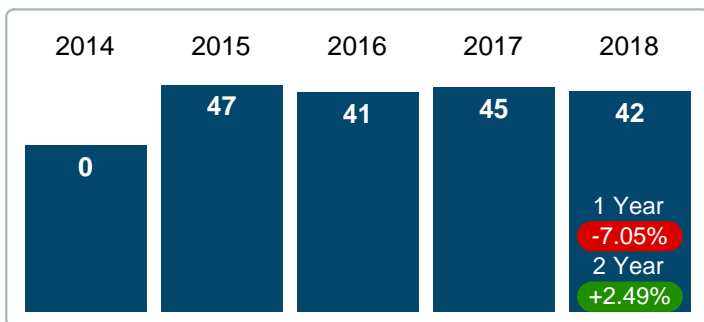
Area Delimited by County Of Tulsa - Residential Property Type



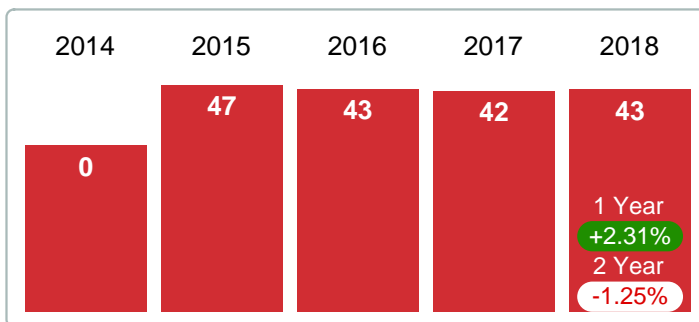
## AVERAGE DAYS ON MARKET TO SALE

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

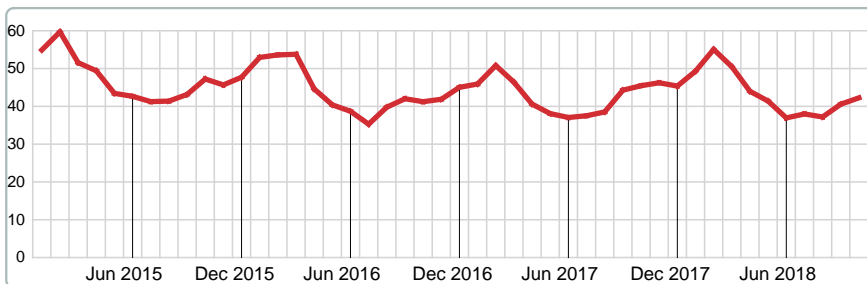
### OCTOBER



### YEAR TO DATE (YTD)

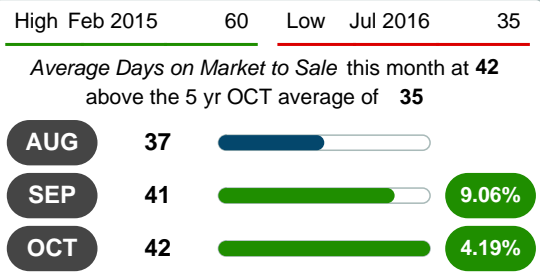


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 35



### 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   | 43  | 5.45%       | 44       | 46     | 35     | 89      | 0      |        |
| \$50,001 - \$100,000  | 107 | 13.56%      | 37       | 39     | 35     | 42      | 0      |        |
| \$100,001 - \$125,000   | 65  | 8.24%       | 27       | 25     | 27     | 41      | 0      |        |
| \$125,001 - \$175,000   | 200 | 25.35%      | 38       | 53     | 33     | 55      | 25     |        |
| \$175,001 - \$250,000   | 185 | 23.45%      | 42       | 41     | 40     | 45      | 49     |        |
| \$250,001 - \$350,000   | 106 | 13.43%      | 52       | 25     | 42     | 57      | 63     |        |
| \$350,001 and up  | 83  | 10.52%      | 58       | 22     | 56     | 66      | 44     |        |
| Average Closed DOM  |     | 42          |          | 41     | 36     | 54      | 50     |        |
| Total Closed Units  |     | 789         | 100%     | 42     | 89     | 438     | 212    | 50     |
| Total Closed Volume   |     | 166,826,309 |          |        | 9.14M  | 71.88M  | 58.47M | 27.34M |



# October 2018



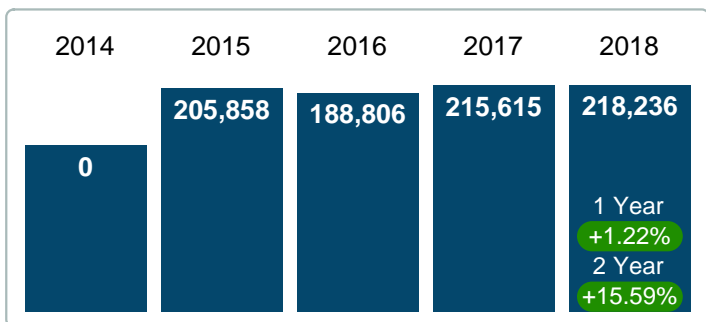
Area Delimited by County Of Tulsa - Residential Property Type



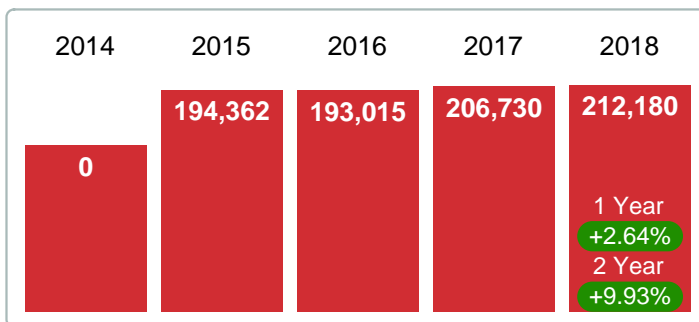
## AVERAGE LIST PRICE AT CLOSING

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

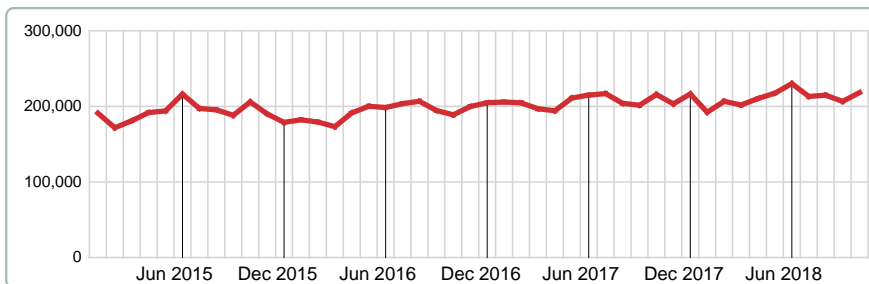
### OCTOBER



### YEAR TO DATE (YTD)

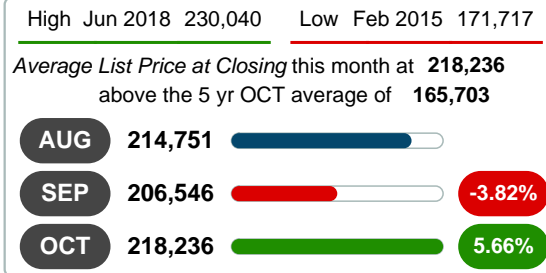


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 165,703



### 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  | 44  | 5.58%       | 36,551   | 36,798  | 39,173  | 23,450  | 0         |        |
| \$50,001 - \$100,000   | 99  | 12.55%      | 77,891   | 75,638  | 80,510  | 88,713  | 0         |        |
| \$100,001 - \$125,000  | 60  | 7.60%       | 114,568  | 115,467 | 118,464 | 132,475 | 0         |        |
| \$125,001 - \$175,000  | 207 | 26.24%      | 152,249  | 153,417 | 152,364 | 163,341 | 141,600   |        |
| \$175,001 - \$250,000  | 184 | 23.32%      | 205,147  | 212,911 | 207,242 | 205,965 | 214,073   |        |
| \$250,001 - \$350,000  | 108 | 13.69%      | 293,043  | 291,325 | 302,557 | 298,207 | 288,219   |        |
| \$350,001 and up   | 87  | 11.03%      | 633,140  | 362,500 | 497,226 | 511,546 | 1,093,315 |        |
| <b>Average List Price</b>                                    |     | 218,236     |          | 107,485 | 167,845 | 282,304 | 585,148   |        |
| <b>Total Closed Units</b>                                    |     | 789         | 100%     | 218,236 | 89      | 438     | 212       | 50     |
| <b>Total Closed Volume</b>                                   |     | 172,187,924 |          |         | 9.57M   | 73.52M  | 59.85M    | 29.26M |



# October 2018



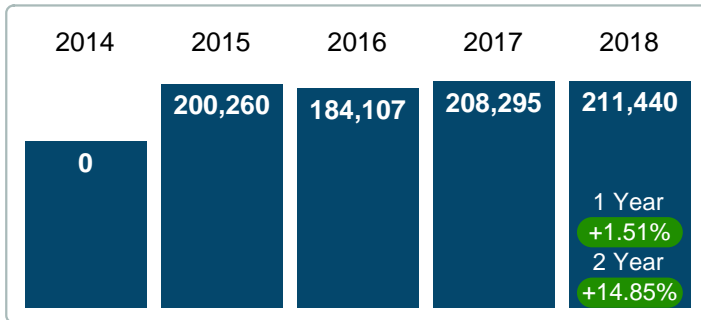
Area Delimited by County Of Tulsa - Residential Property Type



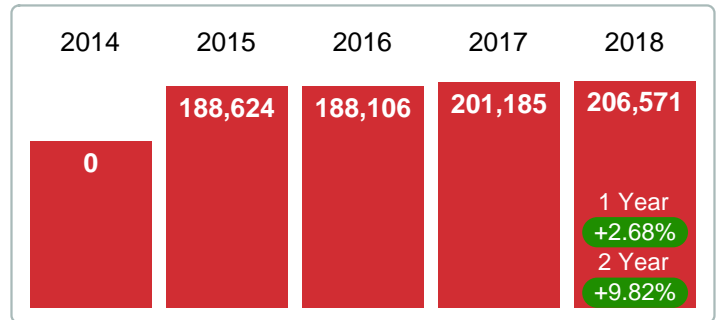
## AVERAGE SOLD PRICE AT CLOSING

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

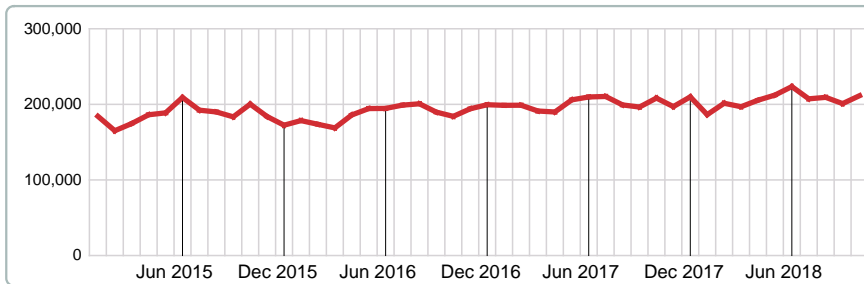
### OCTOBER



### YEAR TO DATE (YTD)

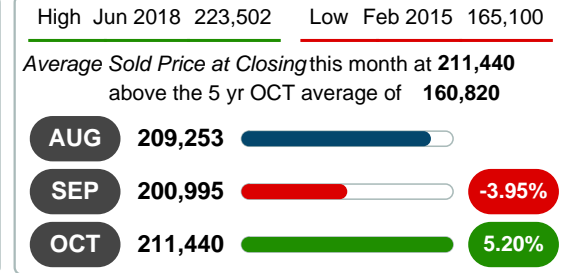


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 160,820



### 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  | 43  | 5.45%              | 34,001   | 33,665         | 36,303         | 21,100         |                |
| \$50,001 - \$100,000   | 107 | 13.56%             | 76,539   | 72,153         | 77,926         | 84,125         |                |
| \$100,001 - \$125,000  | 65  | 8.24%              | 114,876  | 111,995        | 114,727        | 121,250        |                |
| \$125,001 - \$175,000  | 200 | 25.35%             | 151,586  | 146,896        | 150,110        | 161,141        |                |
| \$175,001 - \$250,000  | 185 | 23.45%             | 203,371  | 205,155        | 202,209        | 203,779        |                |
| \$250,001 - \$350,000  | 106 | 13.43%             | 291,018  | 275,392        | 295,264        | 292,328        |                |
| \$350,001 and up   | 83  | 10.52%             | 613,480  | 357,735        | 488,857        | 494,498        |                |
| <b>Average Sold Price</b>                                    |     | <b>211,440</b>     |          | <b>102,675</b> | <b>164,120</b> | <b>275,785</b> | <b>546,746</b> |
| <b>Total Closed Units</b>                                    |     | <b>789</b>         |          | <b>89</b>      | <b>438</b>     | <b>212</b>     | <b>50</b>      |
| <b>Total Closed Volume</b>                                   |     | <b>166,826,309</b> |          | <b>9.14M</b>   | <b>71.88M</b>  | <b>58.47M</b>  | <b>27.34M</b>  |

# October 2018



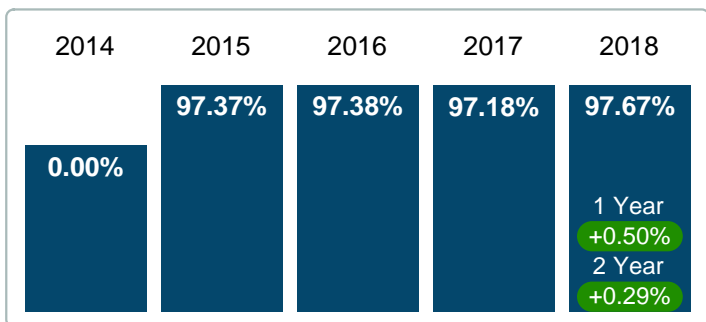
Area Delimited by County Of Tulsa - Residential Property Type



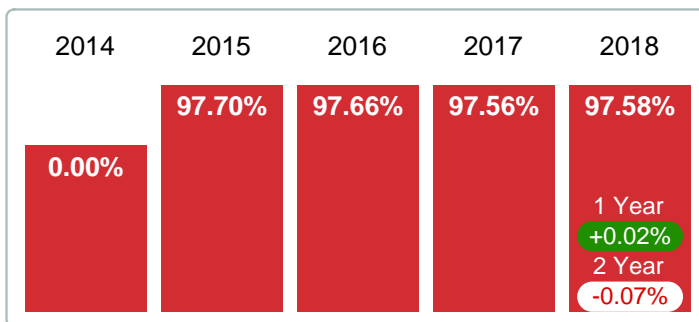
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

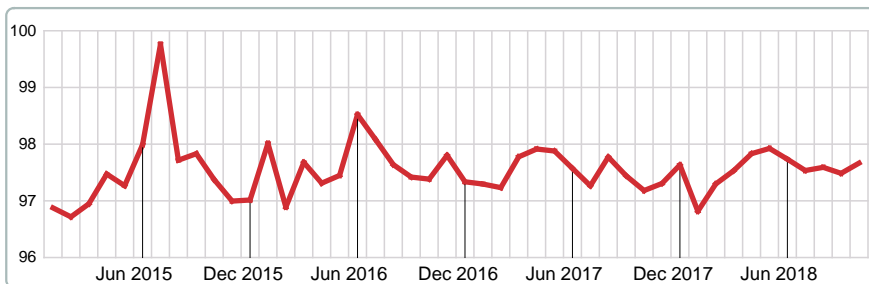
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

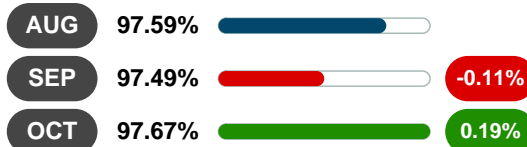


### 3 MONTHS

5 year OCT AVG = 77.92%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **97.67%**  
above the 5 yr OCT average of **77.92%**



### 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                              | 43          | 5.45%  | 93.23%  | 93.23%   | 93.38% | 92.14% | 0.00%   |
| \$50,001 - \$100,000                           | 107         | 13.56% | 98.25%  | 95.66%   | 99.45% | 95.77% | 0.00%   |
| \$100,001 - \$125,000                          | 65          | 8.24%  | 96.90%  | 97.02%   | 97.27% | 91.66% | 0.00%   |
| \$125,001 - \$175,000                          | 200         | 25.35% | 98.43%  | 95.83%   | 98.62% | 98.70% | 96.21%  |
| \$175,001 - \$250,000                          | 185         | 23.45% | 98.18%  | 96.47%   | 97.75% | 99.01% | 97.83%  |
| \$250,001 - \$350,000                          | 106         | 13.43% | 97.89%  | 95.01%   | 97.85% | 98.15% | 97.87%  |
| \$350,001 and up                               | 83          | 10.52% | 96.54%  | 98.73%   | 98.19% | 97.06% | 93.90%  |
| Average Sold/List Ratio                        |             |        | 97.70%  | 95.19%   | 98.15% | 98.07% | 96.17%  |
| Total Closed Units                             | 789         | 100%   | 97.70%  | 89       | 438    | 212    | 50      |
| Total Closed Volume                            | 166,826,309 |        |         | 9.14M    | 71.88M | 58.47M | 27.34M  |

# October 2018



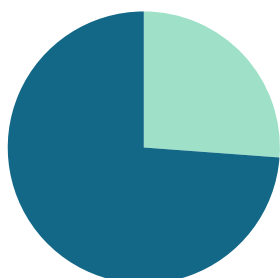
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

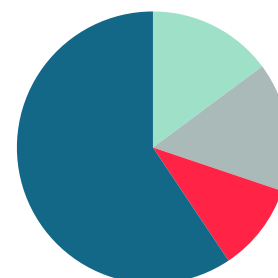


**Inventory**  
 New Listings  
**1,181 = 26.17%**  
 Start Inventory  
**3,332**  
 Total Inventory Units  
**4,513**  
 Volume  
**\$1,314,060,369**

### Market Activity

Closed Sales  
**789 = 14.83%**  
 Pending Sales  
**816 = 15.34%**  
 Other Off Market  
**556 = 10.45%**  
 Active Inventory  
**3,159 = 59.38%**

### MARKET ACTIVITY



| Compared Metrics                               | October |         |         | Year to Date |         |         |
|--|---------|---------|---------|--------------|---------|---------|
|  | 2017    | 2018    | +/-%    | 2017         | 2018    | +/-%    |
| Closed Sales                                   | 793     | 789     | -0.50%  | 8,324        | 8,631   | 3.69%   |
| Pending Sales                                  | 742     | 816     | 9.97%   | 8,719        | 8,906   | 2.14%   |
| New Listings                                   | 1,246   | 1,181   | -5.22%  | 13,606       | 13,359  | -1.82%  |
| Average List Price                             | 215,615 | 218,236 | 1.22%   | 206,730      | 212,180 | 2.64%   |
| Average Sale Price                             | 208,295 | 211,440 | 1.51%   | 201,185      | 206,571 | 2.68%   |
| Average Percent of Selling Price to List Price | 97.18%  | 97.67%  | 0.50%   | 97.56%       | 97.58%  | 0.02%   |
| Average Days on Market to Sale                 | 45.46   | 42.26   | -7.05%  | 41.89        | 42.86   | 2.31%   |
| Monthly Inventory                              | 3,417   | 3,159   | -7.55%  | 3,417        | 3,159   | -7.55%  |
| Months Supply of Inventory                     | 4.19    | 3.75    | -10.48% | 4.19         | 3.75    | -10.48% |

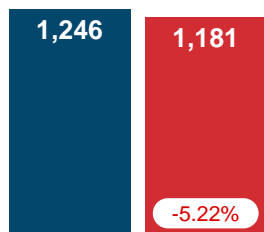
**Absorption:** Last 12 months, an Average of **843** Sales/Month

**Inventory** on October 31, 2018 = **3,159** 2017 2018

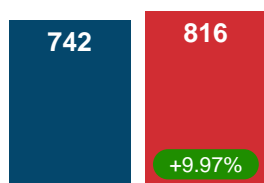
### OCTOBER MARKET

### AVERAGE PRICES

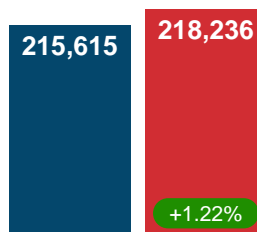
#### New Listings



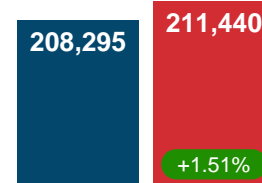
#### Pending Listings



#### List Price



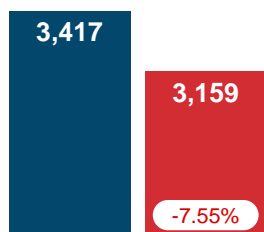
#### Sale Price



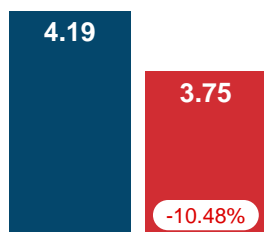
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

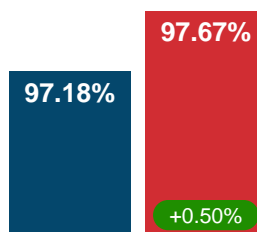
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

