

October 2018



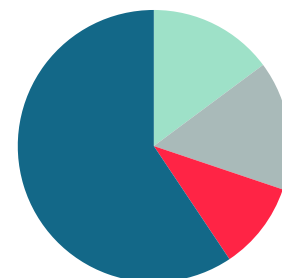
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	170,000	173,000	1.76%
Median Sale Price	167,500	170,000	1.49%
Median Percent of Selling Price to List Price	98.47%	98.46%	-0.01%
Median Days on Market to Sale	29.00	26.00	-10.34%
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.

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 **1.49%** in October 2018 to \$170,000 versus the previous year at \$167,500.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 3.00 days or **10.34%** in October 2018 compared to last year's same month at **29.00** DOM.

Sales Success for October 2018 is Positive

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

There were 1,181 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

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

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



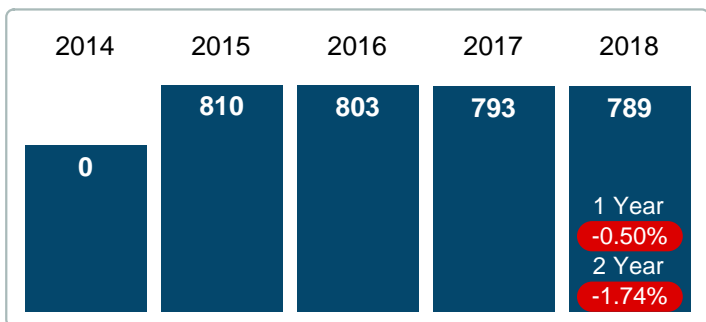
Area Delimited by County Of Tulsa - Residential Property Type



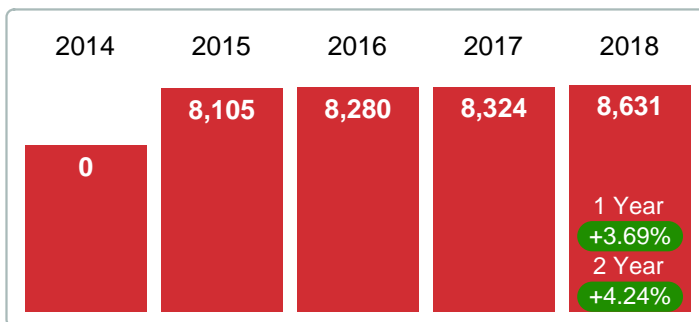
CLOSED LISTINGS

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

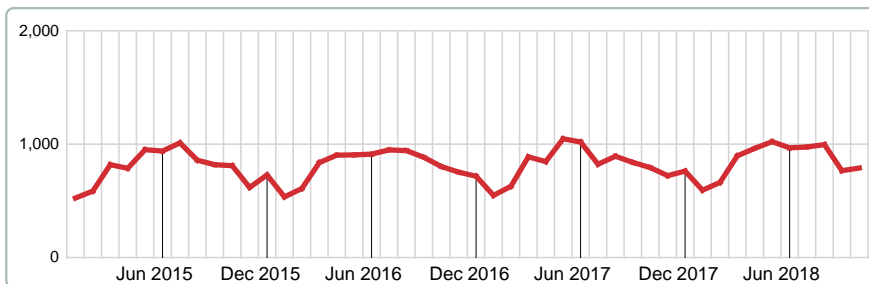
OCTOBER



YEAR TO DATE (YTD)

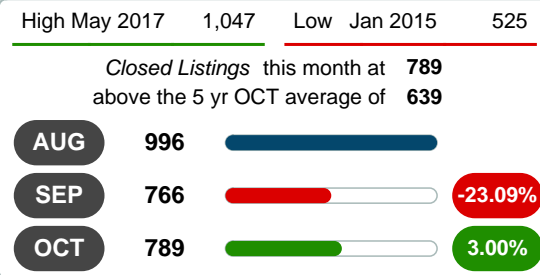


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 639



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	43	5.45%	33.0	26	15	2	0
\$50,001 - \$100,000	107	13.56%	28.0	30	73	4	0
\$100,001 - \$125,000	65	8.24%	19.0	6	55	4	0
\$125,001 - \$175,000	200	25.35%	21.0	12	151	34	3
\$175,001 - \$250,000	185	23.45%	26.0	9	94	71	11
\$250,001 - \$350,000	106	13.43%	32.5	4	35	51	16
\$350,001 and up	83	10.52%	41.0	2	15	46	20
Total Closed Units	789			89	438	212	50
Total Closed Volume	166,826,309	100%	26.0	9.14M	71.88M	58.47M	27.34M
Median Closed Price	\$170,000			\$80,000	\$150,000	\$232,250	\$280,500

October 2018



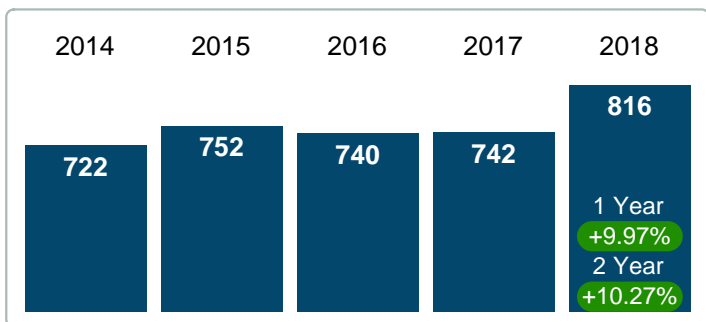
Area Delimited by County Of Tulsa - Residential Property Type



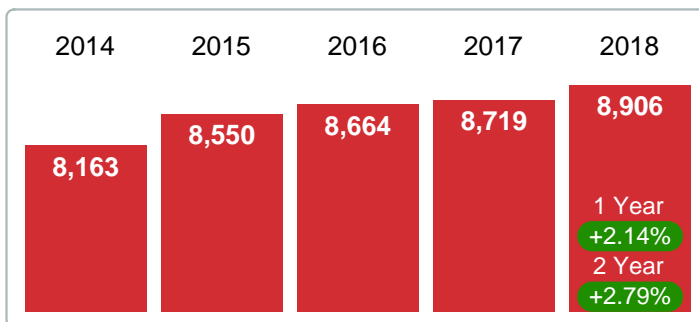
PENDING LISTINGS

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

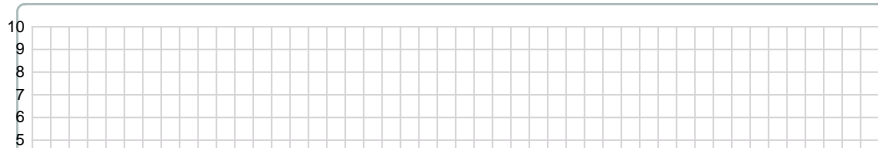
OCTOBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	82	10.05%	21.5	42	34	4	2
\$75,001 - \$100,000	63	7.72%	27.0	17	38	7	1
\$100,001 - \$125,000	66	8.09%	35.5	11	48	5	2
\$125,001 - \$175,000	212	25.98%	23.0	10	166	32	4
\$175,001 - \$250,000	206	25.25%	35.0	7	111	82	6
\$250,001 - \$350,000	105	12.87%	50.0	2	32	62	9
\$350,001 and up	82	10.05%	53.0	1	19	52	10
Total Pending Units	816			90	448	244	34
Total Pending Volume	165,762,695	100%	31.0	8.85M	75.86M	68.35M	12.71M
Median Listing Price	\$172,843			\$81,000	\$156,950	\$241,250	\$272,400

October 2018



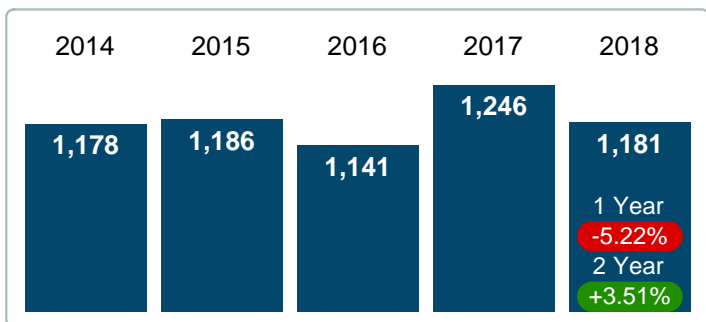
Area Delimited by County Of Tulsa - Residential Property Type



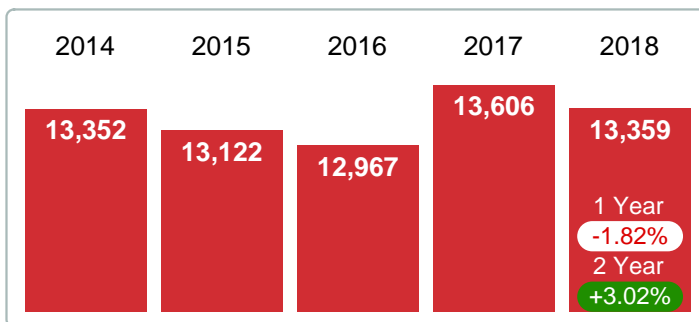
NEW LISTINGS

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

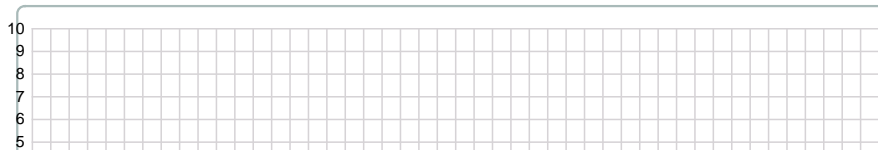
OCTOBER



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
OCT 0

nan%
nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$50,000 and less	66	5.59%
\$50,001 - \$100,000	129	10.92%
\$100,001 - \$150,000	218	18.46%
\$150,001 - \$225,000	329	27.86%
\$225,001 - \$300,000	171	14.48%
\$300,001 - \$425,000	146	12.36%
\$425,001 and up	122	10.33%

	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
Total	144	589	372	76
Total New Listed Volume	18.86M	102.01M	127.85M	44.46M
Median New Listed Listing Price	\$91,950	\$158,000	\$270,000	\$429,450

Total New Listed Units	1,181	
Total New Listed Volume	293,189,566	100%
Median New Listed Listing Price	\$184,500	

October 2018



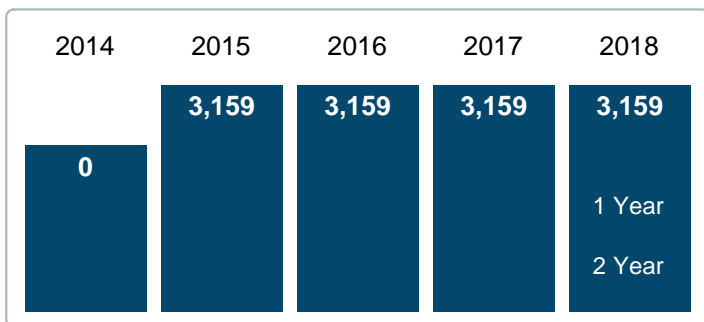
Area Delimited by County Of Tulsa - Residential Property Type



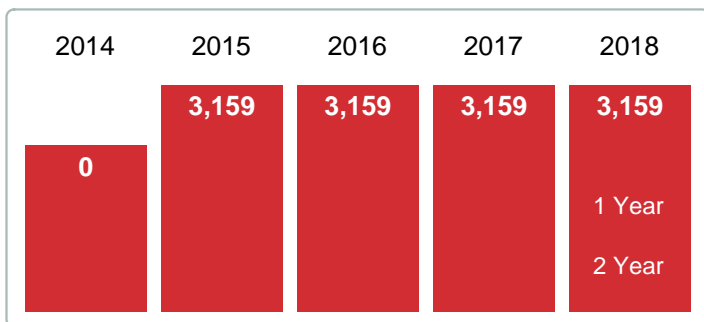
ACTIVE INVENTORY

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

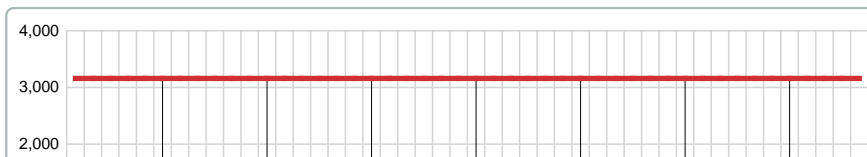
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2,527

High Oct 2018 3,159 Low Oct 2018 3,159

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

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

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	287	9.09%	54.0	137	134	15	1
\$75,001 - \$125,000	371	11.74%	54.0	88	252	29	2
\$125,001 - \$175,000	483	15.29%	44.0	39	347	91	6
\$175,001 - \$275,000	822	26.02%	62.0	40	357	384	41
\$275,001 - \$350,000	408	12.92%	70.0	12	110	235	51
\$350,001 - \$575,000	467	14.78%	72.0	7	95	268	97
\$575,001 and up	321	10.16%	79.0	4	38	150	129
Total Active Inventory by Units	3,159			327	1,333	1,172	327
Total Active Inventory by Volume	975,325,763	100%	62.0	42.62M	272.57M	444.42M	215.72M
Median Active Inventory Listing Price	\$229,900			\$85,000	\$167,180	\$298,022	\$468,000

October 2018



Area Delimited by County Of Tulsa - Residential Property Type



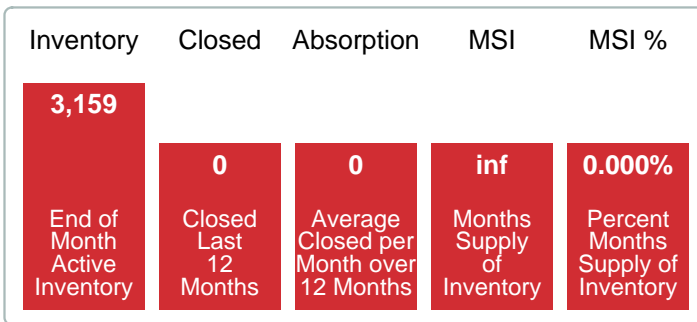
MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

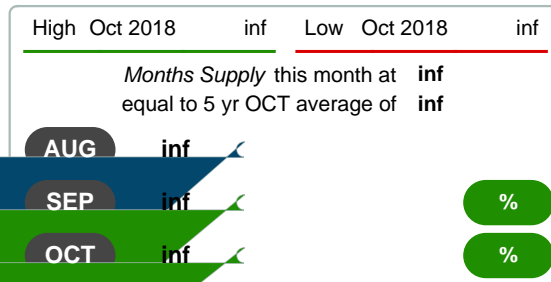


5 YEAR MARKET ACTIVITY TRENDS



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		3,159	100%	327	1,333	1,172	327

October 2018



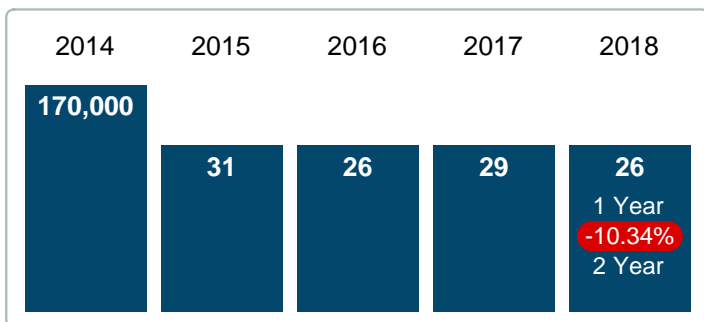
Area Delimited by County Of Tulsa - Residential Property Type



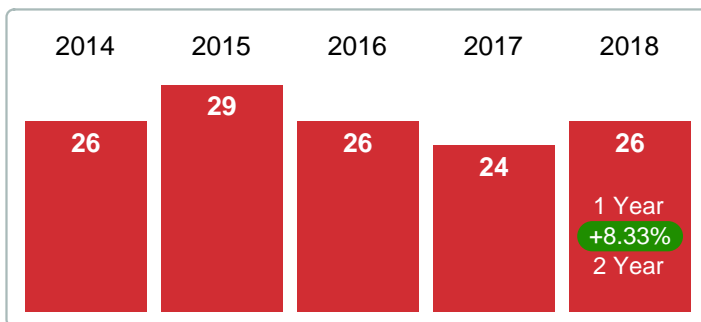
MEDIAN DAYS ON MARKET TO SALE

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

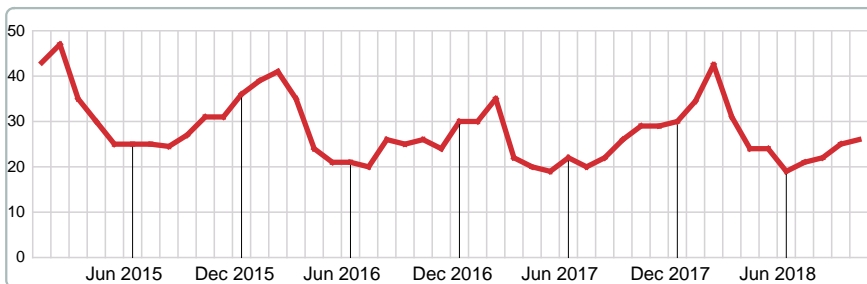
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

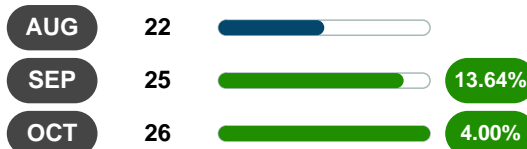


3 MONTHS

5 year OCT AVG = 34,022

High Feb 2015 47 Low Jun 2018 19

Median Days on Market to Sale this month at 26 below the 5 yr OCT average of 34,022



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds		
\$50,000 and less	43	5.45%	33	35	29	89	0	
\$50,001 - \$100,000	107	13.56%	28	30	29	24	0	
\$100,001 - \$125,000	65	8.24%	19	12	21	26	0	
\$125,001 - \$175,000	200	25.35%	21	37	19	43	33	
\$175,001 - \$250,000	185	23.45%	26	24	20	36	45	
\$250,001 - \$350,000	106	13.43%	33	15	21	37	54	
\$350,001 and up	83	10.52%	41	22	34	53	32	
Median Closed DOM		26		31	21	38	42	
Total Closed Units		789	100%	26.0	89	438	212	50
Total Closed Volume		166,826,309			9.14M	71.88M	58.47M	27.34M

October 2018



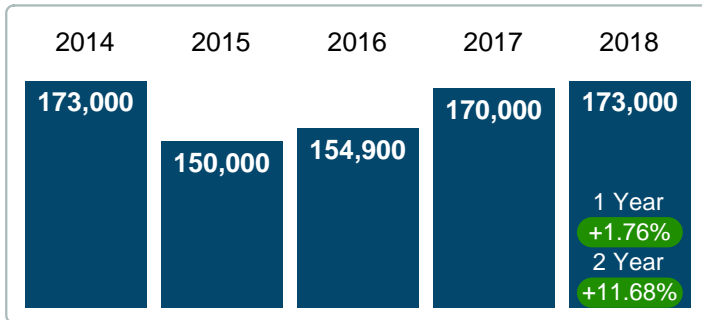
Area Delimited by County Of Tulsa - Residential Property Type



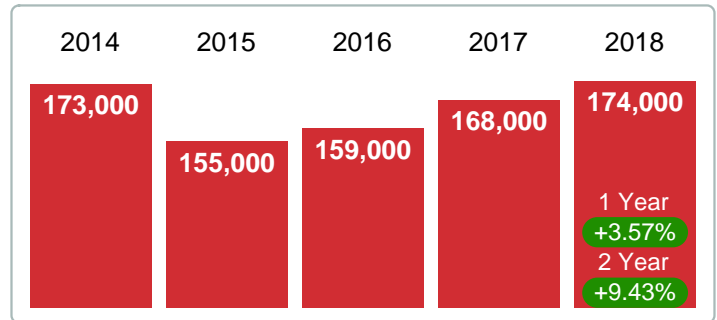
MEDIAN LIST PRICE AT CLOSING

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

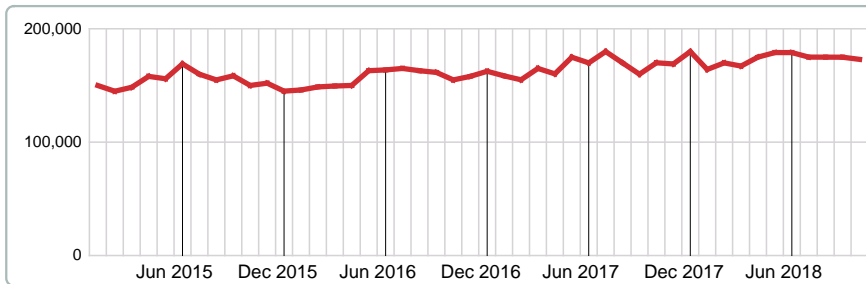
OCTOBER



YEAR TO DATE (YTD)

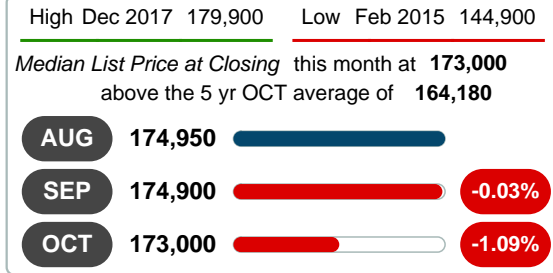


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 164,180



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	44	5.58%	39,350	38,200	39,900	23,450	0
\$50,001 - \$100,000	99	12.55%	79,999	69,900	82,450	93,200	0
\$100,001 - \$125,000	60	7.60%	114,950	108,450	114,950	125,000	0
\$125,001 - \$175,000	207	26.24%	150,000	154,200	149,500	165,925	139,900
\$175,001 - \$250,000	184	23.32%	200,800	207,400	200,000	200,000	216,500
\$250,001 - \$350,000	108	13.69%	289,500	278,900	290,750	296,900	279,900
\$350,001 and up	87	11.03%	460,000	375,000	430,000	440,000	610,000
Median List Price			173,000	82,000	150,985	235,950	286,450
Total Closed Units		100%	789	89	438	212	50
Total Closed Volume			172,187,924	9.57M	73.52M	59.85M	29.26M

October 2018



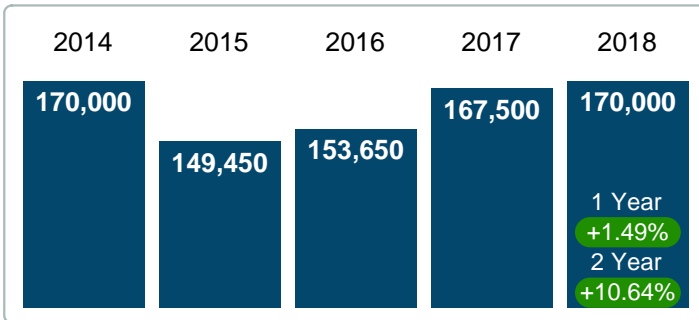
Area Delimited by County Of Tulsa - Residential Property Type



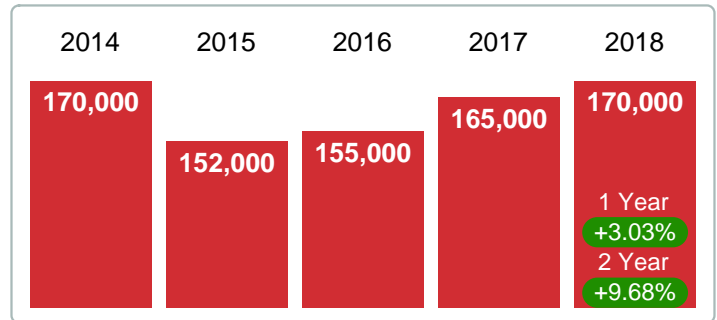
MEDIAN SOLD PRICE AT CLOSING

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

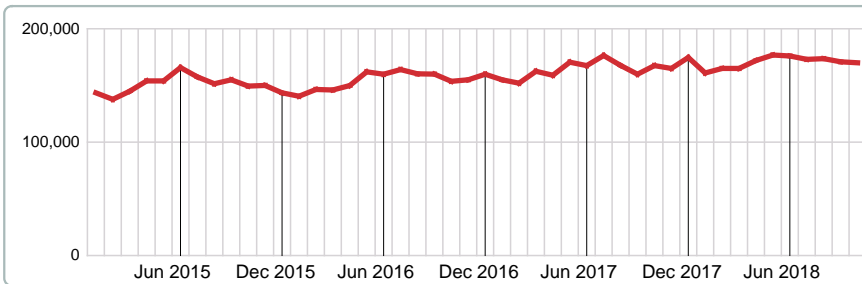
OCTOBER



YEAR TO DATE (YTD)

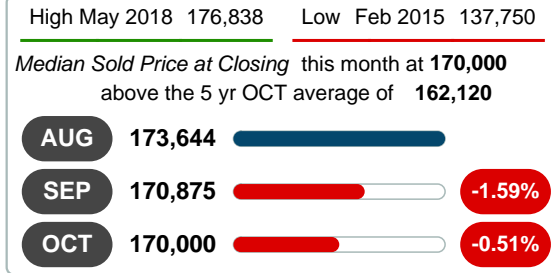


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 162,120



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	43	5.45%	34,900	34,700	35,900	21,100	0
\$50,001 - \$100,000	107	13.56%	78,080	69,250	80,160	82,750	0
\$100,001 - \$125,000	65	8.24%	115,000	107,375	115,000	122,500	0
\$125,001 - \$175,000	200	25.35%	151,375	147,700	150,000	164,950	130,000
\$175,001 - \$250,000	185	23.45%	199,900	210,000	199,450	199,000	205,000
\$250,001 - \$350,000	106	13.43%	288,750	267,785	293,950	290,000	278,700
\$350,001 and up	83	10.52%	457,000	357,735	425,000	427,000	624,250
Median Sold Price			170,000	80,000	150,000	232,250	280,500
Total Closed Units		100%	789	89	438	212	50
Total Closed Volume			166,826,309	9.14M	71.88M	58.47M	27.34M

October 2018



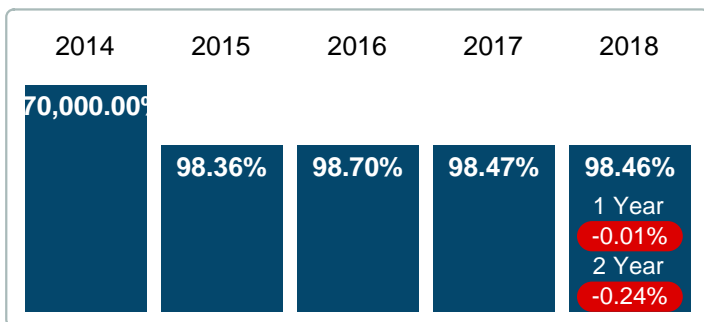
Area Delimited by County Of Tulsa - Residential Property Type



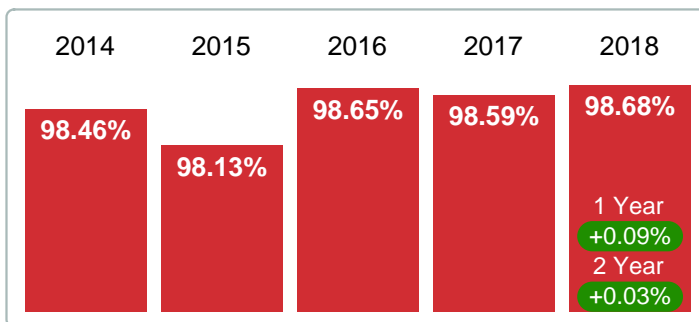
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

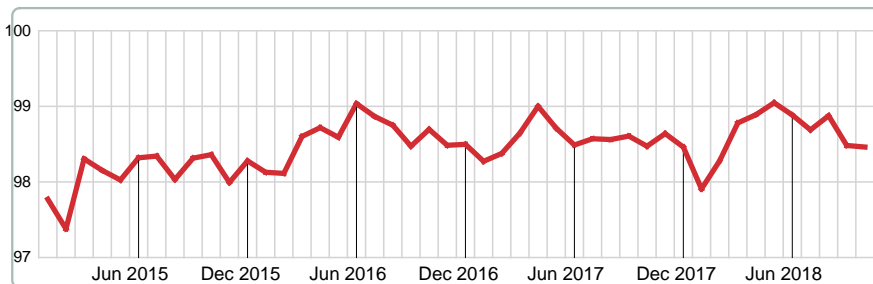
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

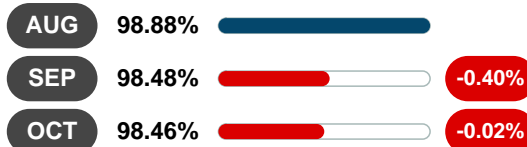


3 MONTHS

5 year OCT AVG = 34,078.80%

High May 2018 99.05% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **98.46%**
 below the 5 yr OCT average of **34,078.80%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	43	5.45%	89.98%	89.96%	89.98%	92.14%	0.00%
\$50,001 - \$100,000	107	13.56%	97.65%	95.94%	98.23%	98.93%	0.00%
\$100,001 - \$125,000	65	8.24%	96.85%	98.19%	97.62%	90.67%	0.00%
\$125,001 - \$175,000	200	25.35%	99.21%	95.46%	99.36%	99.40%	96.30%
\$175,001 - \$250,000	185	23.45%	99.09%	96.53%	98.75%	100.00%	99.26%
\$250,001 - \$350,000	106	13.43%	98.59%	95.74%	99.08%	98.67%	98.28%
\$350,001 and up	83	10.52%	97.33%	98.73%	98.14%	97.61%	95.27%
Median Sold/List Ratio		98.46%		95.69%	98.80%	98.84%	97.45%
Total Closed Units		789	100%	89	438	212	50
Total Closed Volume		166,826,309		9.14M	71.88M	58.47M	27.34M

October 2018



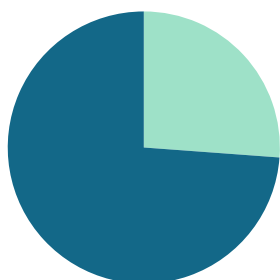
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

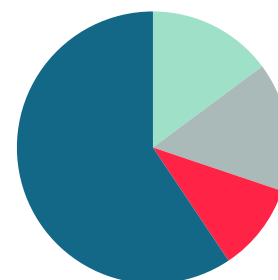


Inventory
 New Listings
1,181 = 26.17%
 Start Inventory
3,332
 Total Inventory Units
4,513
 Volume
\$1,314,060,369

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%
Median List Price	170,000	173,000	1.76%	168,000	174,000	3.57%
Median Sale Price	167,500	170,000	1.49%	165,000	170,000	3.03%
Median Percent of Selling Price to List Price	98.47%	98.46%	-0.01%	98.59%	98.68%	0.09%
Median Days on Market to Sale	29.00	26.00	-10.34%	24.00	26.00	8.33%
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%

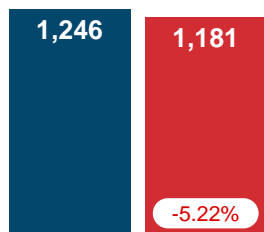
Absorption: Last 12 months, an Average of **843** Sales/Month

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

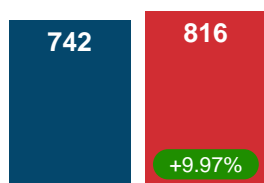
OCTOBER MARKET

MEDIAN PRICES

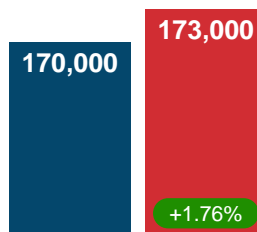
New Listings



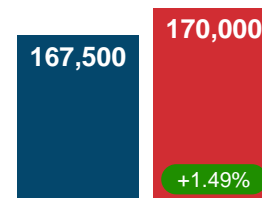
Pending Listings



List Price



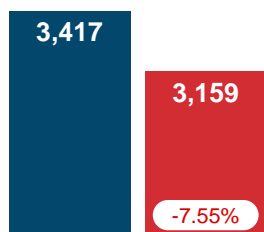
Sale Price



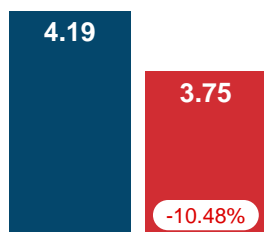
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

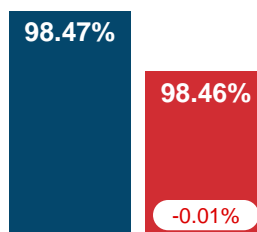
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

