



## August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner

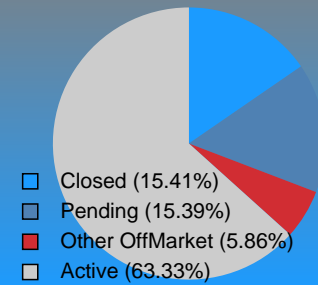


### MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2018 for MLS Technology Inc.

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	1,313	1,475	12.34%
Pending Listings	1,291	1,473	14.10%
New Listings	2,178	2,390	9.73%
Median List Price	160,000	168,900	5.56%
Median Sale Price	159,900	165,000	3.19%
Median Percent of List Price to Selling Price	98.54%	98.69%	0.16%
Median Days on Market to Sale	25.00	23.00	-8.00%
End of Month Inventory	5,539	6,061	9.42%
Months Supply of Inventory	4.54	4.84	6.51%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **1,253** Sales/Month  
**Active Inventory** as of August 31, 2018 = **6,061**

#### Analysis Wrap-Up

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

The total housing inventory at the end of August 2018 rose **9.42%** to 6,061 existing homes available for sale. Over the last 12 months this area has had an average of 1,253 closed sales per month. This represents an unsold inventory index of **4.84** 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 **3.19%** in August 2018 to \$165,000 versus the previous year at \$159,900.

##### Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 2.00 days or **8.00%** in August 2018 compared to last year's same month at **25.00** DOM.

##### Sales Success for August 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 2,390 New Listings in August 2018, up **9.73%** from last year at 2,178. Furthermore, there were 1,475 Closed Listings this month versus last year at 1,313, a **12.34%** increase.

Closed versus Listed trends yielded a **61.7%** ratio, up from previous year's, August 2017, at **60.3%**, a **2.37%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

#### Real Estate is Local

##### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

##### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

##### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

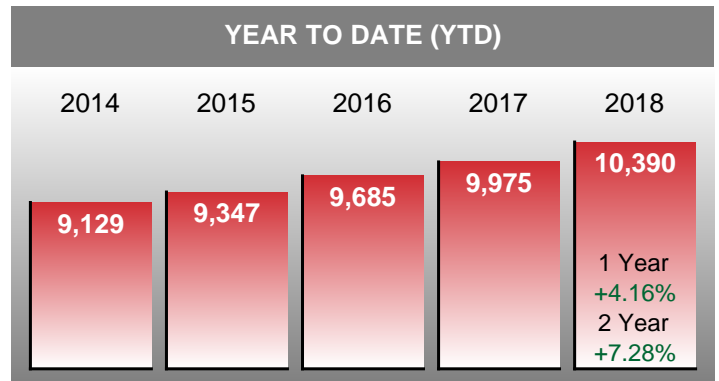
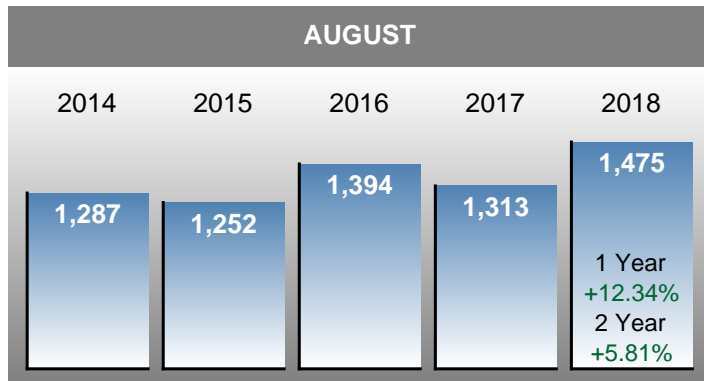
# August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## CLOSED LISTINGS

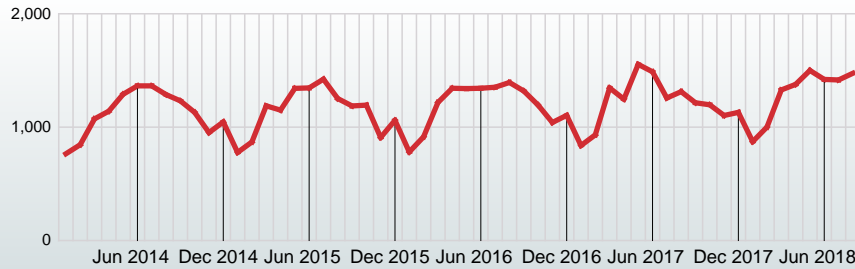
Report produced on Sep 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 1,344

3 MONTHS



**High**  
May 2017 = 1,554

**Low**  
Jan 2014 = 765

Closed Listings this month at **1,475**, above the 5 yr AUG average of **1,344**

JUN 1,421

JUL 1,416  
-0.35%

AUG 1,475  
4.17%

### 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	106	7.19%	28.5	70	32	3	1
\$50,001 - \$100,000	206	13.97%	18.5	84	102	18	2
\$100,001 - \$125,000	135	9.15%	16.0	21	103	11	0
\$125,001 - \$175,000	366	24.81%	17.0	17	287	53	9
\$175,001 - \$250,000	333	22.58%	28.0	15	178	127	13
\$250,001 - \$350,000	185	12.54%	37.0	7	50	110	18
\$350,001 and up	144	9.76%	49.5	12	26	84	22
<b>Total Closed Units</b>	<b>1,475</b>			<b>226</b>	<b>778</b>	<b>406</b>	<b>65</b>
<b>Total Closed Volume</b>	<b>291,788,985</b>	<b>100%</b>	<b>23.0</b>	<b>25.10M</b>	<b>130.36M</b>	<b>112.68M</b>	<b>23.65M</b>
<b>Median Closed Price</b>	<b>\$165,000</b>			<b>\$76,000</b>	<b>\$152,690</b>	<b>\$245,000</b>	<b>\$316,000</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

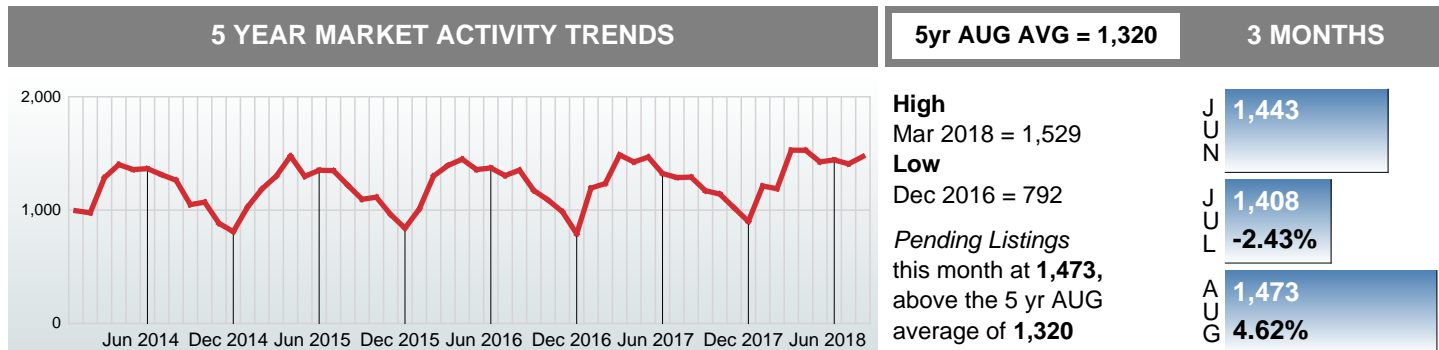
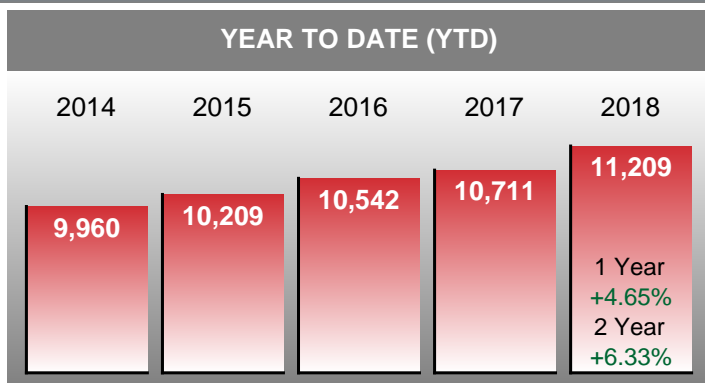
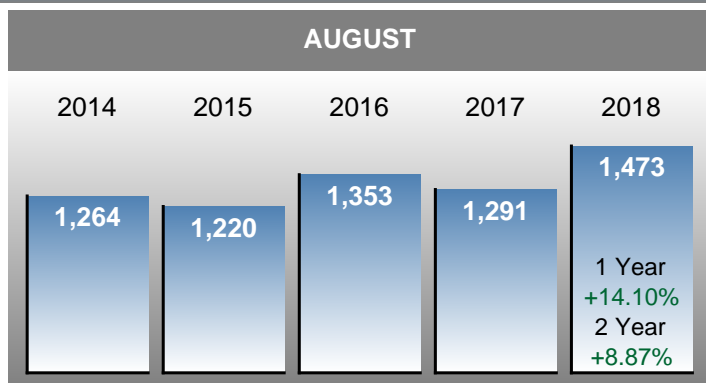
# August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## PENDING LISTINGS

Report produced on Sep 12, 2018 for MLS Technology Inc.



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	108	7.33%	28.0	75	30	3	0
\$50,001 - \$100,000	226	15.34%	21.0	94	113	17	2
\$100,001 - \$125,000	140	9.50%	20.5	21	107	12	0
\$125,001 - \$175,000	341	23.15%	21.0	30	259	46	6
\$175,001 - \$225,000	257	17.45%	30.0	17	155	81	4
\$225,001 - \$325,000	229	15.55%	31.0	12	87	109	21
\$325,001 and up	172	11.68%	39.5	13	36	97	26
<b>Total Pending Units</b>	<b>1,473</b>			<b>262</b>	<b>787</b>	<b>365</b>	<b>59</b>
<b>Total Pending Volume</b>	<b>285,531,158</b>	<b>100%</b>	<b>26.0</b>	<b>28.77M</b>	<b>130.49M</b>	<b>101.79M</b>	<b>24.48M</b>
<b>Median Listing Price</b>	<b>\$164,900</b>			<b>\$80,500</b>	<b>\$152,500</b>	<b>\$245,000</b>	<b>\$295,000</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

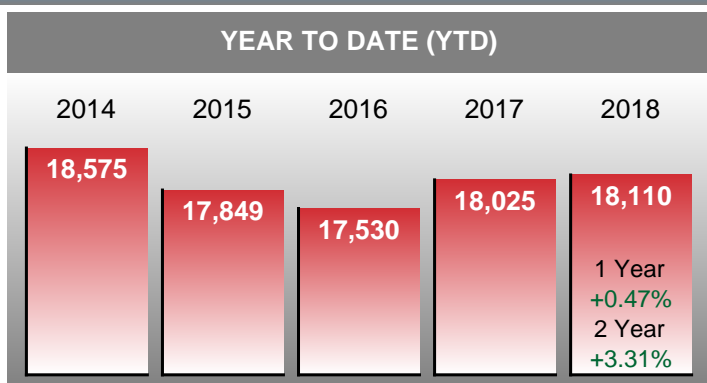
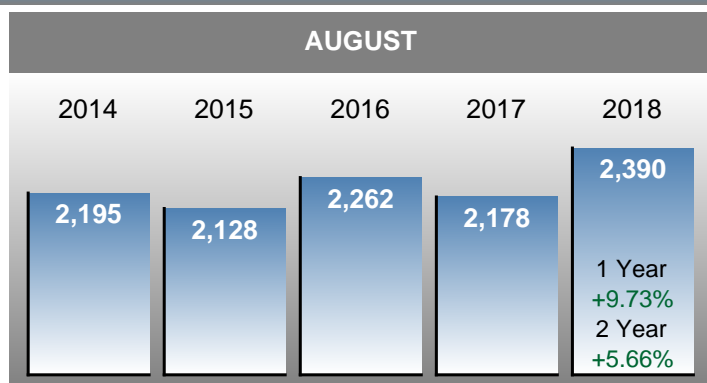
# August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



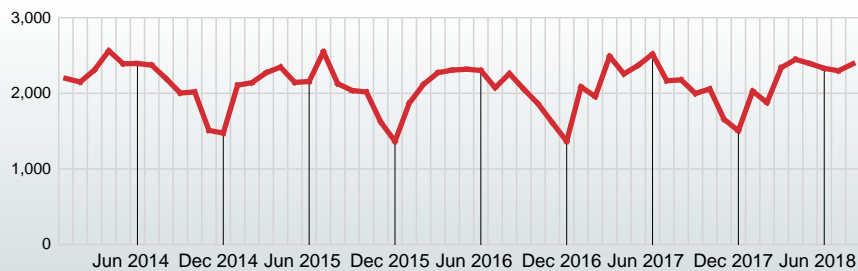
## NEW LISTINGS

Report produced on Sep 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 2,231**      **3 MONTHS**



**High**  
Apr 2014 = 2,563  
**Low**  
Dec 2015 = 1,365  
*New Listings*  
this month at **2,390**,  
above the 5 yr AUG  
average of **2,231**

JUN	2,331
JUL	2,299
AUG	<b>2,390</b>
<b>-1.37%</b>	
<b>3.96%</b>	

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	196	8.20%	139	49	7	1
\$50,001 - \$100,000	347	14.52%	174	150	22	1
\$100,001 - \$125,000	183	7.66%	48	117	16	2
\$125,001 - \$200,000	687	28.74%	91	455	130	11
\$200,001 - \$275,000	398	16.65%	41	178	156	23
\$275,001 - \$400,000	323	13.51%	23	89	186	25
\$400,001 and up	256	10.71%	33	40	119	64
<b>Total New Listed Units</b>	<b>2,390</b>		<b>549</b>	<b>1,078</b>	<b>636</b>	<b>127</b>
<b>Total New Listed Volume</b>	<b>547,202,054</b>	<b>100%</b>	<b>85.83M</b>	<b>195.63M</b>	<b>198.00M</b>	<b>67.73M</b>
<b>Median New Listed Listing Price</b>	<b>\$175,000</b>		<b>\$84,900</b>	<b>\$159,900</b>	<b>\$269,800</b>	<b>\$405,000</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

# August 2018

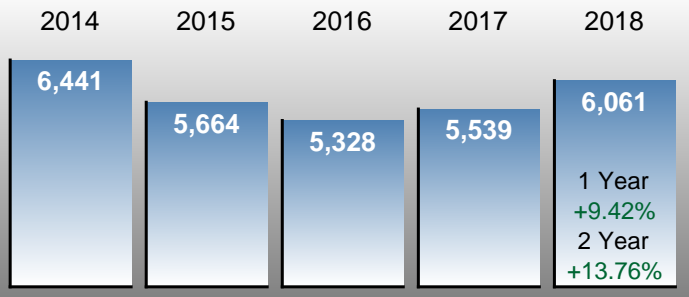
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



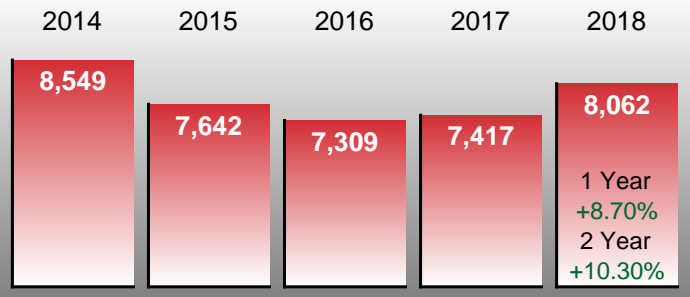
## ACTIVE INVENTORY

Report produced on Sep 12, 2018 for MLS Technology Inc.

### END OF AUGUST



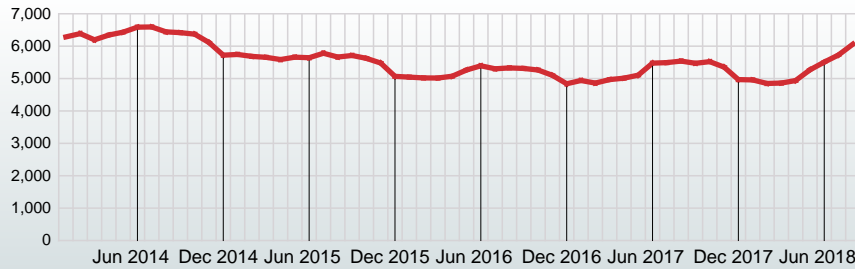
### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 5,807

3 MONTHS



**High**  
Jul 2014 = 6,593

**Low**  
Dec 2016 = 4,839

*Inventory*  
this month at **6,061**,  
above the 5 yr AUG  
average of **5,807**

JUN 5,508

JUL 5,728  
3.99%

AUG 6,061  
5.81%

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	240	3.96%	95.5	222	14	3	1
\$25,001 - \$75,000	871	14.37%	65.0	619	222	30	0
\$75,001 - \$150,000	1,171	19.32%	50.0	398	652	106	15
\$150,001 - \$250,000	1,515	25.00%	51.0	223	764	484	44
\$250,001 - \$325,000	747	12.32%	57.0	70	218	387	72
\$325,001 - \$550,000	897	14.80%	66.0	88	175	483	151
\$550,001 and up	620	10.23%	88.0	154	65	226	175
<b>Total Active Inventory by Units</b>	<b>6,061</b>			<b>1,774</b>	<b>2,110</b>	<b>1,719</b>	<b>458</b>
<b>Total Active Inventory by Volume</b>	<b>1,808,041,289</b>	<b>100%</b>	<b>60.0</b>	<b>449.62M</b>	<b>427.93M</b>	<b>639.59M</b>	<b>290.89M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$195,000</b>			<b>\$82,250</b>	<b>\$166,283</b>	<b>\$295,000</b>	<b>\$449,000</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

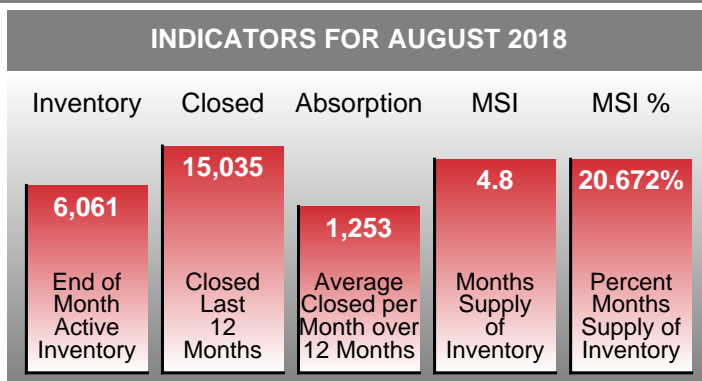
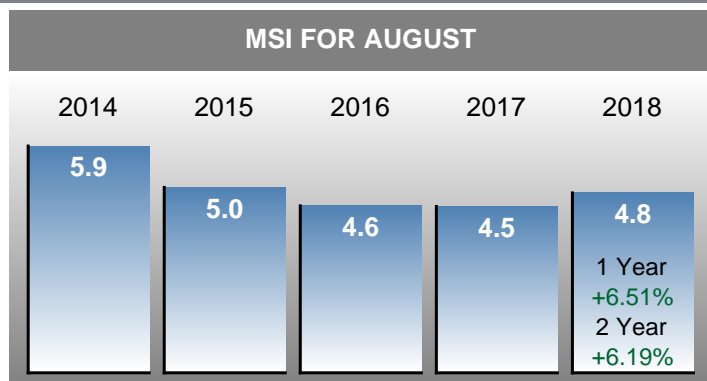
# August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



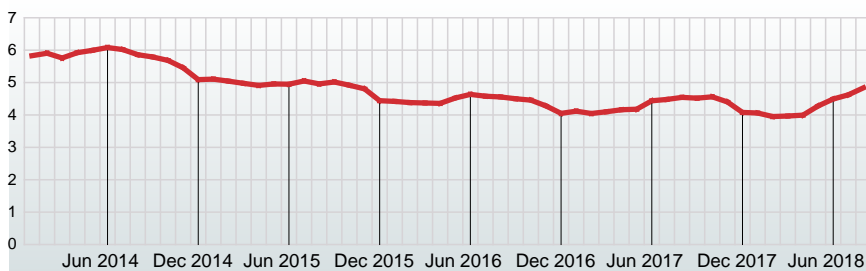
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 12, 2018 for MLS Technology Inc.

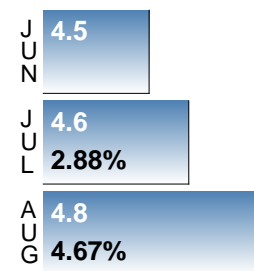


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 5.0**      **3 MONTHS**



**High**  
Jun 2014 = 6.1  
**Low**  
Feb 2018 = 4.0  
*Months Supply this month at 4.8, equal to 5 yr AUG average of 5.0*



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	240	3.96%	6.9	8.4	2.0	3.3	6.0
\$25,001 - \$75,000	871	14.37%	5.6	8.2	3.1	3.5	0.0
\$75,001 - \$150,000	1,171	19.32%	3.1	7.6	2.3	2.9	4.1
\$150,001 - \$250,000	1,515	25.00%	3.6	10.0	3.1	3.6	4.2
\$250,001 - \$325,000	747	12.32%	5.8	12.7	5.2	5.5	6.1
\$325,001 - \$550,000	897	14.80%	8.2	17.9	7.4	7.5	8.8
\$550,001 and up	620	10.23%	19.1	54.4	15.9	14.4	17.8
Market Supply of Inventory (MSI)	4.8	100%	4.8	9.4	3.1	5.2	8.6
Total Active Inventory by Units	6,061			1,774	2,110	1,719	458

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

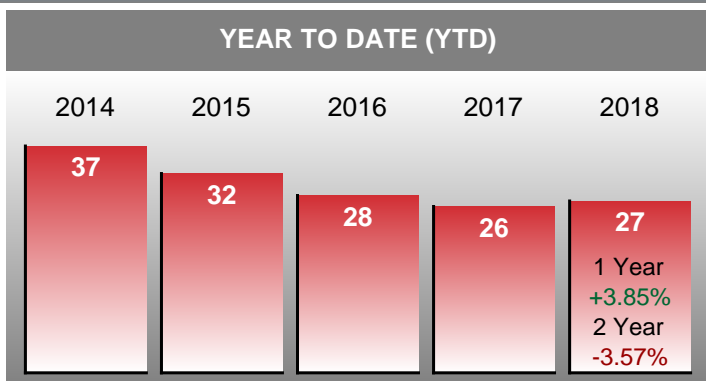
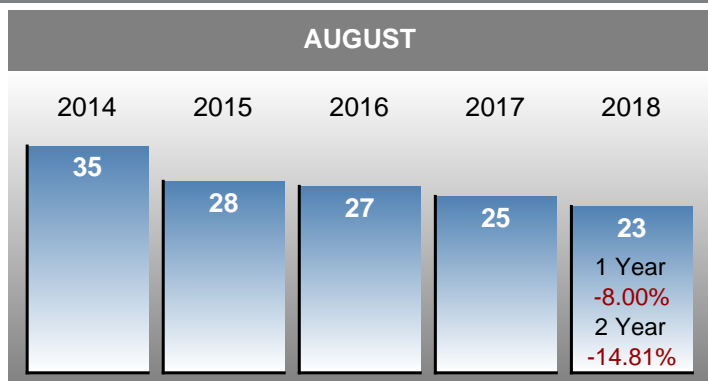
# August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner

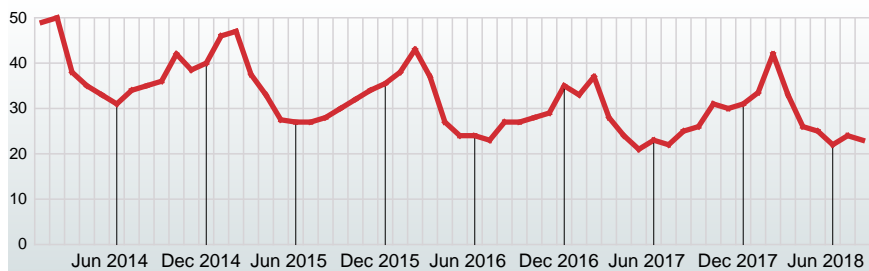


## MEDIAN DAYS ON MARKET TO SALE

Report produced on Sep 12, 2018 for MLS Technology Inc.

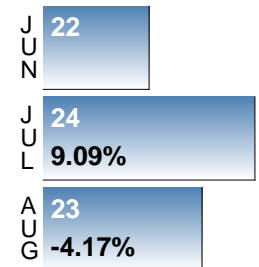


### 5 YEAR MARKET ACTIVITY TRENDS



**5yr AUG AVG = 28**      **3 MONTHS**

**High**  
Feb 2014 = 50  
**Low**  
May 2017 = 21  
*Median Days on Market*  
this month at **23**,  
below the 5 yr AUG  
average of **28**



### 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	106	7.19%	28.5	34.5	15.0	25.0	5.0
\$50,001 - \$100,000	206	13.97%	18.5	21.0	19.0	12.0	10.0
\$100,001 - \$125,000	135	9.15%	16.0	24.0	15.0	16.0	0.0
\$125,001 - \$175,000	366	24.81%	17.0	27.0	15.0	21.0	21.0
\$175,001 - \$250,000	333	22.58%	28.0	66.0	19.0	34.0	34.0
\$250,001 - \$350,000	185	12.54%	37.0	27.0	15.5	46.0	41.0
\$350,001 and up	144	9.76%	49.5	32.5	47.5	44.5	58.0
Median Closed DOM	23.0			27.0	17.0	35.5	44.0
Total Closed Units	1,475			226	778	406	65
Total Closed Volume	291,788,985			25.10M	130.36M	112.68M	23.65M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

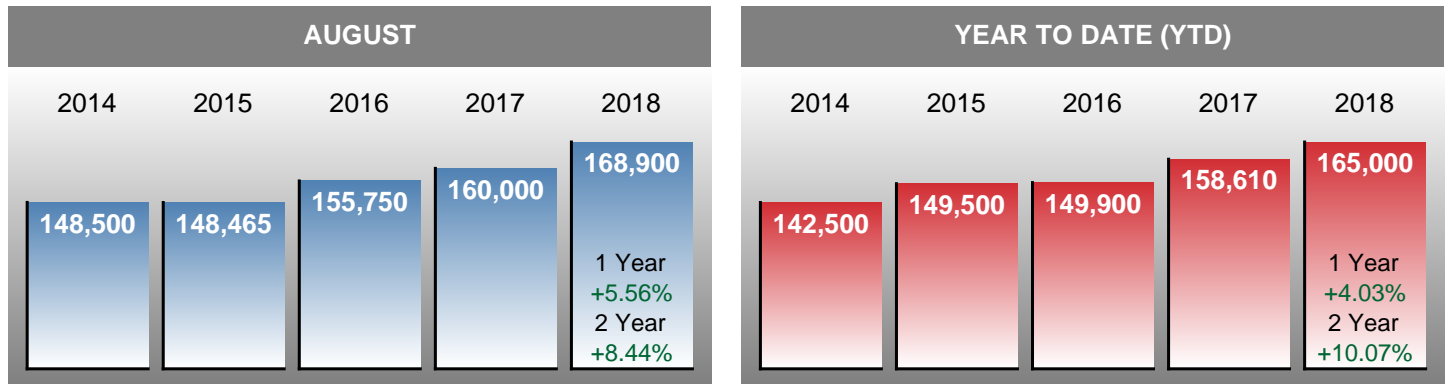
# August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MEDIAN LIST PRICE AT CLOSING

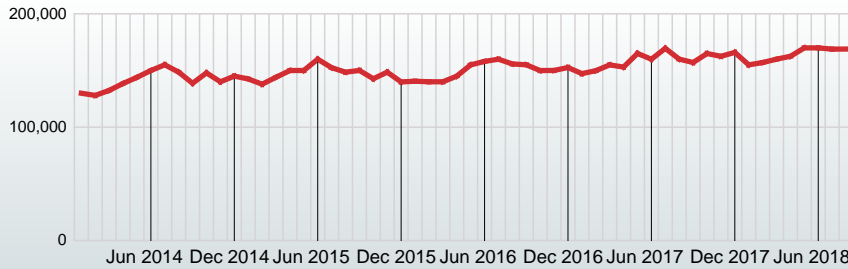
Report produced on Sep 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 156,323

3 MONTHS



**High**  
Jun 2018 = 169,900  
**Low**  
Feb 2014 = 128,000  
*Median List Price*  
this month at **168,900**,  
above the 5 yr AUG  
average of **156,323**

JUN	169,900
JUL	168,793
AUG	168,900
	-0.65%
	0.06%

### 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	93	6.31%	34,500	32,450	37,000	25,500	18,100
\$50,001 - \$100,000	205	13.90%	81,000	79,900	84,900	75,500	96,050
\$100,001 - \$125,000	132	8.95%	115,950	115,000	117,500	110,000	0
\$125,001 - \$175,000	375	25.42%	153,900	139,925	150,000	164,900	160,000
\$175,001 - \$250,000	334	22.64%	209,000	215,000	205,000	209,000	225,000
\$250,001 - \$350,000	184	12.47%	298,950	307,000	289,135	297,000	320,000
\$350,001 and up	152	10.31%	429,700	462,000	436,250	425,000	499,900
Median List Price	168,900			81,500	154,900	249,900	320,000
Total Closed Units	1,475	100%	168,900	226	778	406	65
Total Closed Volume	300,499,316			27.00M	133.39M	115.63M	24.48M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®





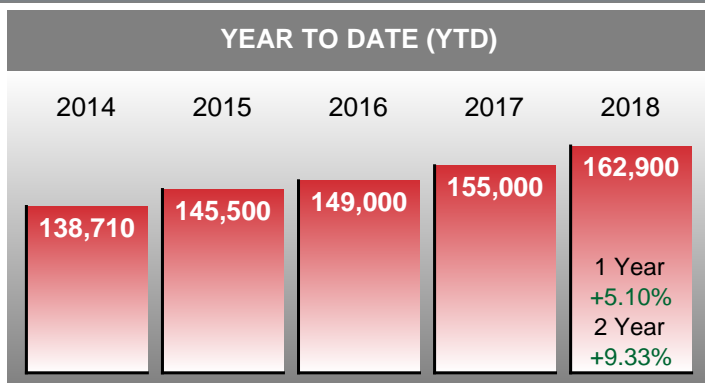
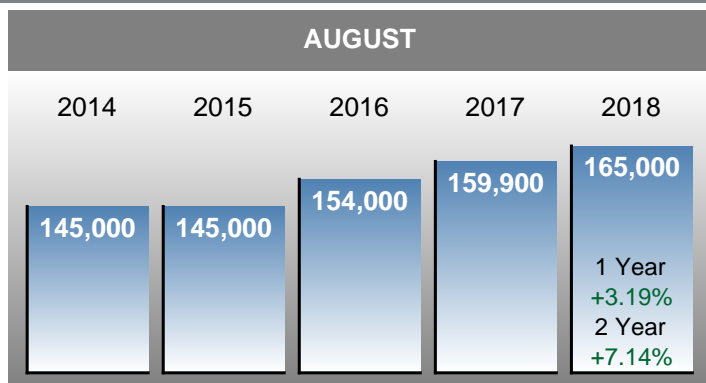
# August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



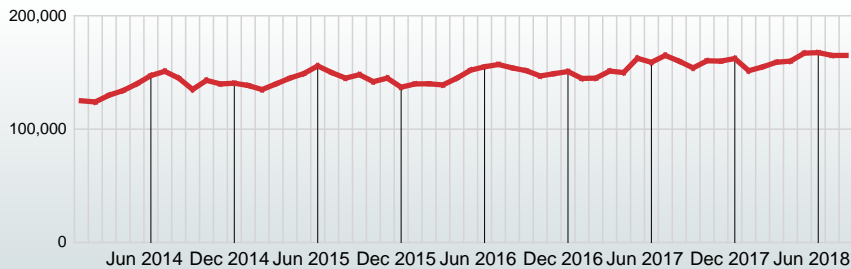
## MEDIAN SOLD PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 153,780**      **3 MONTHS**



**High**  
Jun 2018 = 167,500  
**Low**  
Feb 2014 = 124,000  
*Median Sold Price*  
this month at **165,000**,  
above the 5 yr AUG  
average of **153,780**

JUN	167,500
JUL	165,000
	-1.49%
AUG	165,000
	0.00%

### 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	106	7.19%	34,000	32,500	37,500	26,000	18,100
\$50,001 - \$100,000	206	13.97%	80,000	75,000	81,000	86,000	95,550
\$100,001 - \$125,000	135	9.15%	115,700	113,000	116,000	112,500	0
\$125,001 - \$175,000	366	24.81%	152,000	138,500	151,000	160,000	152,500
\$175,001 - \$250,000	333	22.58%	207,628	210,000	204,500	208,500	218,000
\$250,001 - \$350,000	185	12.54%	294,000	279,000	286,500	295,000	319,000
\$350,001 and up	144	9.76%	430,000	432,500	427,700	424,650	499,500
<b>Median Sold Price</b>			165,000	76,000	152,690	245,000	316,000
<b>Total Closed Units</b>		100%	1,475	226	778	406	65
<b>Total Closed Volume</b>			291,788,985	25.10M	130.36M	112.68M	23.65M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

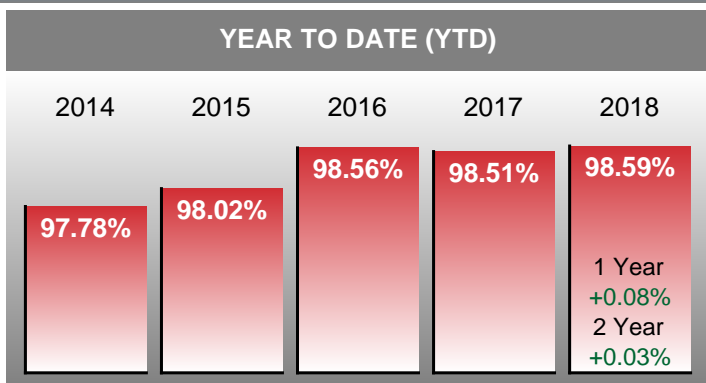
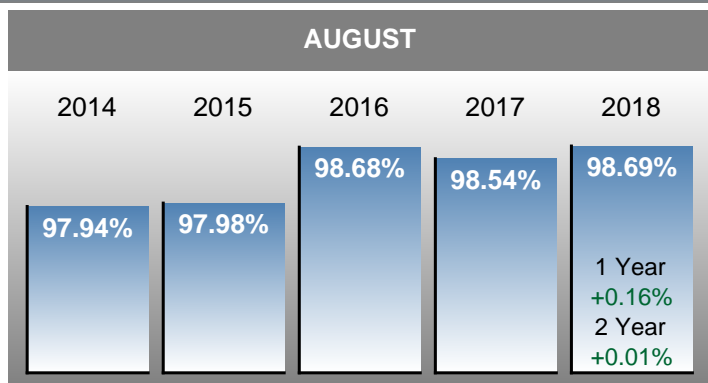
# August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner

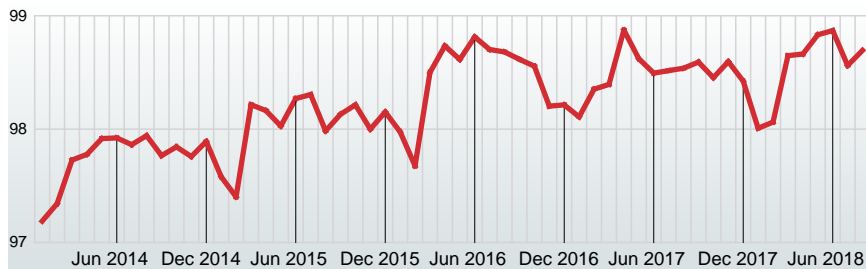


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 12, 2018 for MLS Technology Inc.



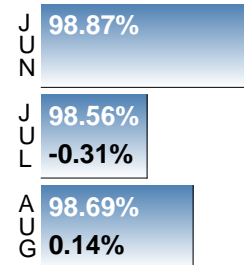
### 5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 98.37%

### 3 MONTHS

**High**  
Apr 2017 = 98.87%  
**Low**  
Jan 2014 = 97.19%  
*Median Sold/List Ratio*  
this month at **98.69%**,  
above the 5 yr AUG  
average of **98.37%**



### 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	106	7.19%	93.11%	93.81%	92.53%	86.27%	100.00%
\$50,001 - \$100,000	206	13.97%	96.65%	96.53%	96.42%	99.49%	99.47%
\$100,001 - \$125,000	135	9.15%	98.88%	97.39%	99.22%	98.33%	0.00%
\$125,001 - \$175,000	366	24.81%	99.65%	96.88%	100.00%	98.88%	97.06%
\$175,001 - \$250,000	333	22.58%	99.17%	98.76%	99.37%	98.99%	98.75%
\$250,001 - \$350,000	185	12.54%	98.47%	96.92%	98.23%	98.85%	98.63%
\$350,001 and up	144	9.76%	97.89%	93.99%	97.46%	98.37%	97.57%
<b>Median Sold/List Ratio</b>			98.69%	96.29%	99.14%	98.90%	98.44%
<b>Total Closed Units</b>	1,475	100%	98.69%	226	778	406	65
<b>Total Closed Volume</b>	291,788,985			25.10M	130.36M	112.68M	23.65M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

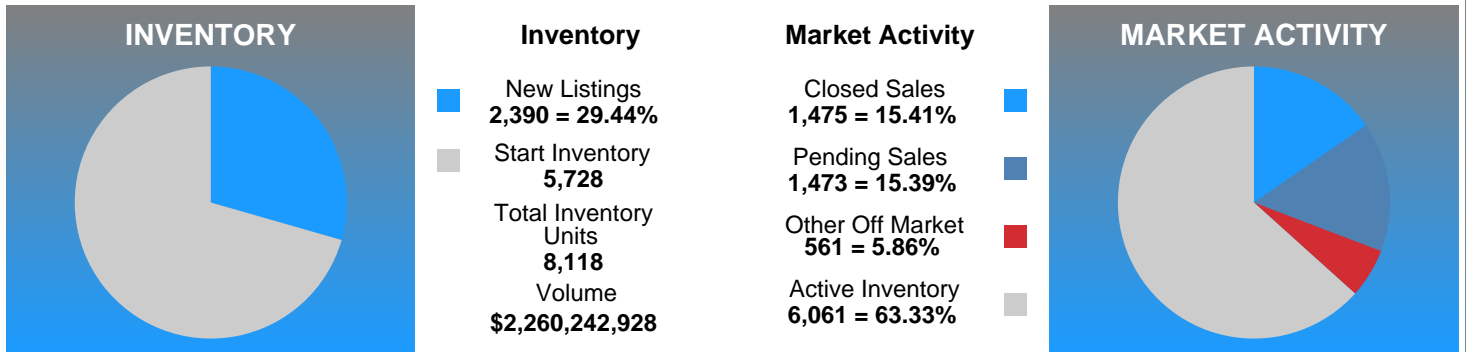
# August 2018

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



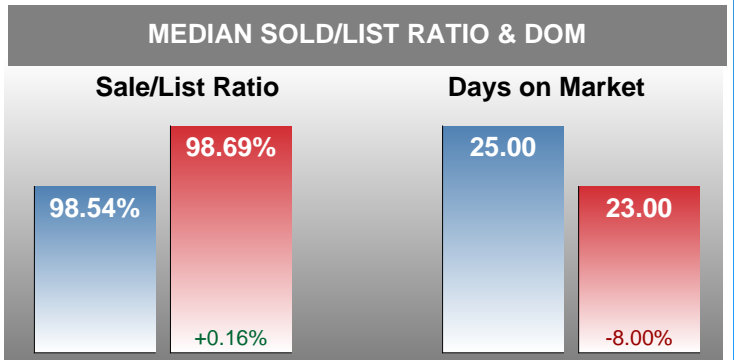
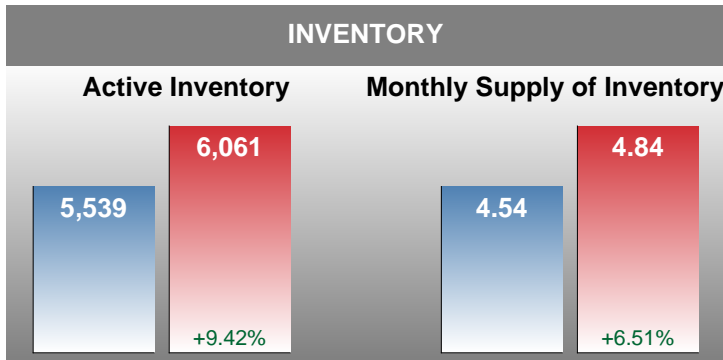
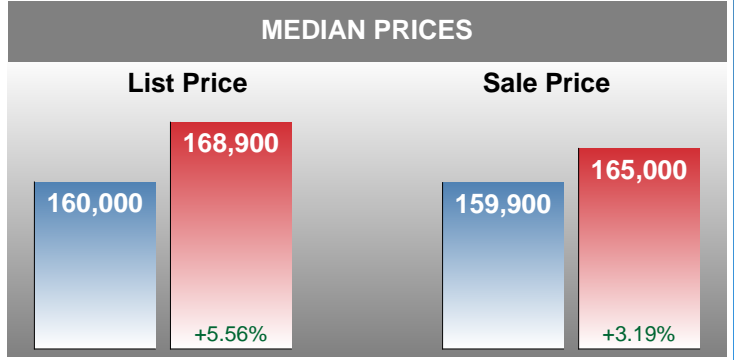
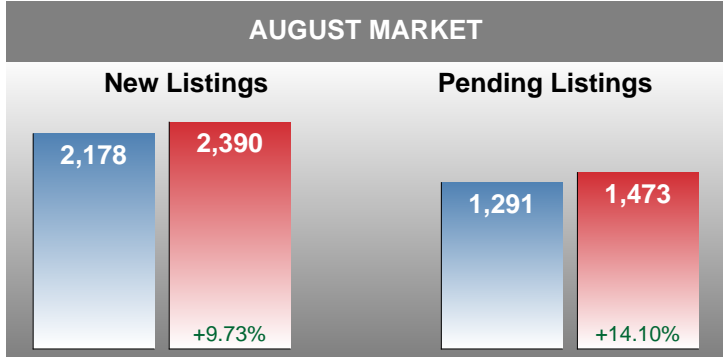
## MARKET SUMMARY

Report produced on Sep 12, 2018 for MLS Technology Inc.



Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,313	1,475	12.34%	9,975	10,390	4.16%
Pending Sales	1,291	1,473	14.10%	10,711	11,209	4.65%
New Listings	2,178	2,390	9.73%	18,025	18,110	0.47%
Median List Price	160,000	168,900	5.56%	158,610	165,000	4.03%
Median Sale Price	159,900	165,000	3.19%	155,000	162,900	5.10%
Median Percent of Selling Price to List Price	98.54%	98.69%	0.16%	98.51%	98.59%	0.08%
Median Days on Market to Sale	25.00	23.00	-8.00%	26.00	27.00	3.85%
Monthly Inventory	5,539	6,061	9.42%	5,539	6,061	9.42%
Months Supply of Inventory	4.54	4.84	6.51%	4.54	4.84	6.51%

**Absorption:** Last 12 months, an Average of **1,253** Sales/Month **Inventory on August 31, 2018 = 6,061** 2017 2018



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®