

August 2018

Area Delimited by County Of Tulsa

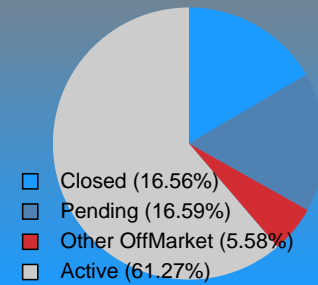


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	909	1,002	10.23%
Pending Listings	908	1,004	10.57%
New Listings	1,463	1,544	5.54%
Median List Price	169,500	174,900	3.19%
Median Sale Price	165,000	172,213	4.37%
Median Percent of List Price to Selling Price	98.54%	98.76%	0.23%
Median Days on Market to Sale	22.00	21.50	-2.27%
End of Month Inventory	3,344	3,708	10.89%
Months Supply of Inventory	4.03	4.29	6.39%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **865** Sales/Month
Active Inventory as of August 31, 2018 = **3,708**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2018 rose **10.89%** to 3,708 existing homes available for sale. Over the last 12 months this area has had an average of 865 closed sales per month. This represents an unsold inventory index of **4.29** 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 **4.37%** in August 2018 to \$172,213 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **21.50** days that homes spent on the market before selling decreased by 0.50 days or **2.27%** in August 2018 compared to last year's same month at **22.00** 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 1,544 New Listings in August 2018, up **5.54%** from last year at 1,463. Furthermore, there were 1,002 Closed Listings this month versus last year at 909, a **10.23%** increase.

Closed versus Listed trends yielded a **64.9%** ratio, up from previous year's, August 2017, at **62.1%**, a **4.45%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

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

Identify a Professional to Manage the Procedure

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

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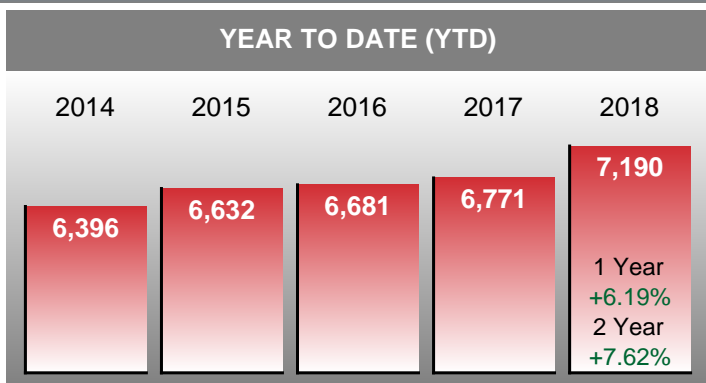
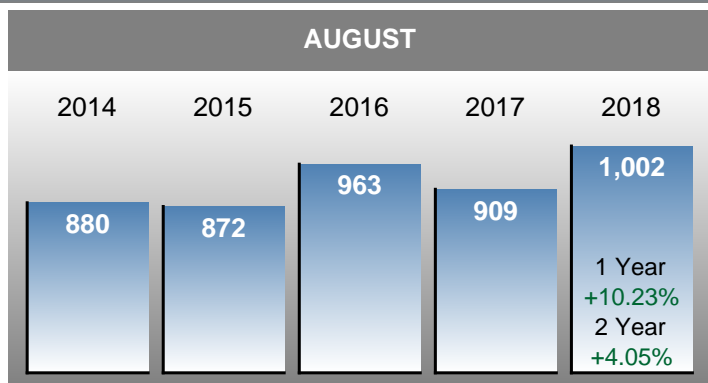
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CLOSED LISTINGS

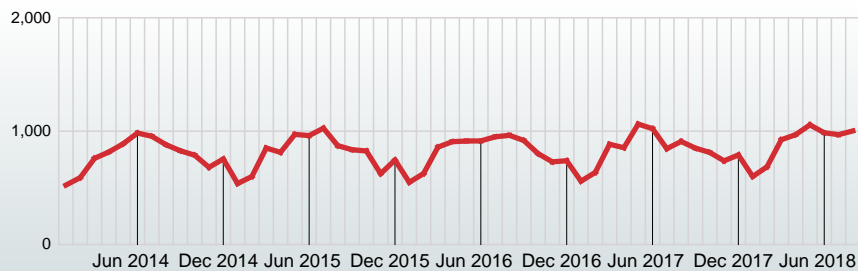
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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 925

3 MONTHS



High
May 2017 = 1,062
Low
Jan 2014 = 524
Closed Listings
this month at **1,002**,
above the 5 yr AUG
average of **925**

JUN	986
JUL	969 -1.72%
AUG	1,002 3.41%

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	101	10.08%	24.0	55	43	3	0
\$75,001 - \$100,000	78	7.78%	15.0	29	42	7	0
\$100,001 - \$125,000	103	10.28%	15.0	19	76	8	0
\$125,001 - \$175,000	242	24.15%	16.0	11	190	34	7
\$175,001 - \$250,000	243	24.25%	28.0	12	124	95	12
\$250,001 - \$350,000	127	12.67%	34.0	6	31	78	12
\$350,001 and up	108	10.78%	51.5	6	18	67	17
Total Closed Units	1,002			138	524	292	48
Total Closed Volume	207,250,724	100%	21.5	15.46M	89.49M	83.88M	18.43M
Median Closed Price	\$172,213			\$84,500	\$154,900	\$250,000	\$321,000

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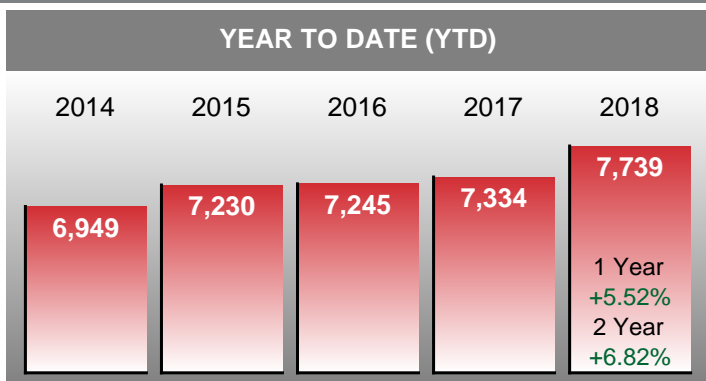
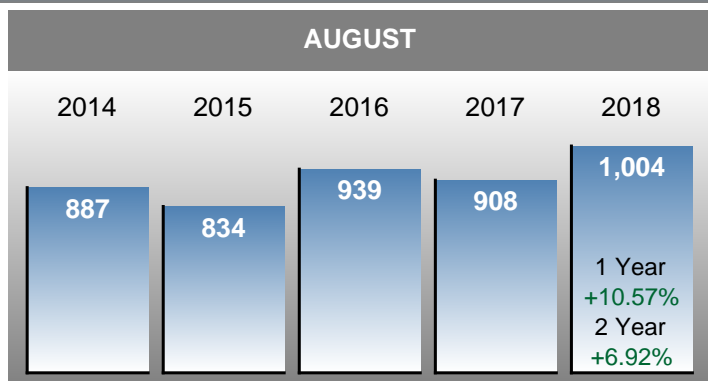
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PENDING LISTINGS

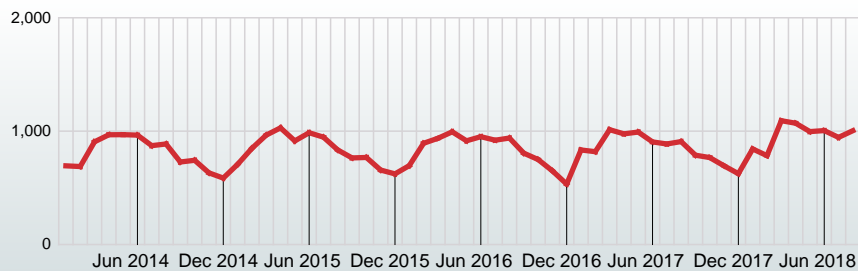
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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 914

3 MONTHS



High
Mar 2018 = 1,092
Low
Dec 2016 = 533
Pending Listings
this month at **1,004**,
above the 5 yr AUG
average of **914**

JUN	1,005
JUL	945
AUG	1,004
-5.97%	
6.24%	

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	49	4.88%	37.0	29	18	2	0
\$50,001 - \$100,000	154	15.34%	21.0	59	86	9	0
\$100,001 - \$125,000	93	9.26%	21.0	14	72	7	0
\$125,001 - \$175,000	236	23.51%	21.0	18	183	30	5
\$175,001 - \$250,000	232	23.11%	27.5	18	119	87	8
\$250,001 - \$350,000	136	13.55%	26.5	6	42	72	16
\$350,001 and up	104	10.36%	40.5	7	19	61	17
Total Pending Units	1,004			151	539	268	46
Total Pending Volume	204,366,283	100%	25.0	18.99M	88.97M	77.39M	19.01M
Median Listing Price	\$169,900			\$85,000	\$152,000	\$250,000	\$292,500

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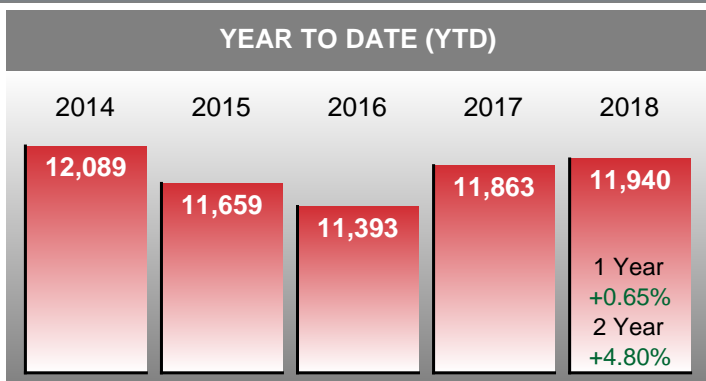
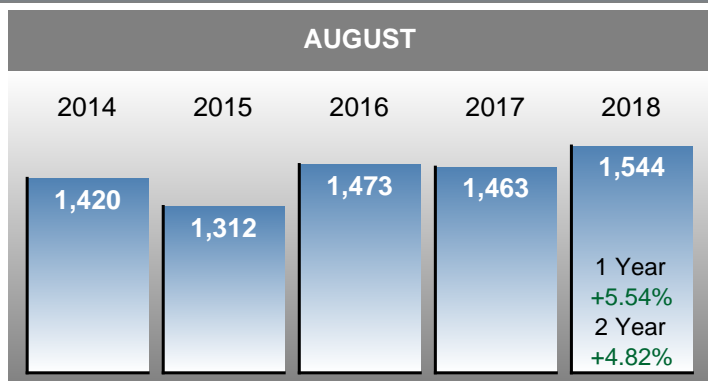
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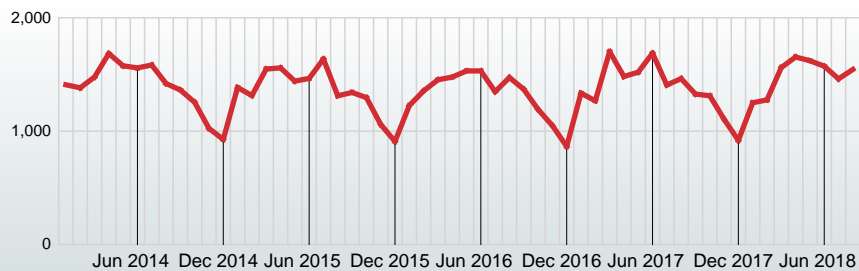
NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 1,442 **3 MONTHS**



High
Mar 2017 = 1,701
Low
Dec 2016 = 865
New Listings
this month at **1,544**,
above the 5 yr AUG
average of **1,442**

JUN	1,573
JUL	1,461 -7.12%
AUG	1,544 5.68%

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	86	5.57%	55	26	5	0
\$50,001 - \$100,000	188	12.18%	96	81	11	0
\$100,001 - \$150,000	278	18.01%	43	205	24	6
\$150,001 - \$225,000	396	25.65%	41	227	121	7
\$225,001 - \$275,000	176	11.40%	17	74	73	12
\$275,001 - \$425,000	261	16.90%	15	61	161	24
\$425,001 and up	159	10.30%	12	25	78	44
Total New Listed Units	1,544		279	699	473	93
Total New Listed Volume	377,642,997	100%	41.60M	131.41M	151.63M	53.00M
Median New Listed Listing Price	\$188,695		\$89,900	\$160,000	\$279,000	\$398,000

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August 2018

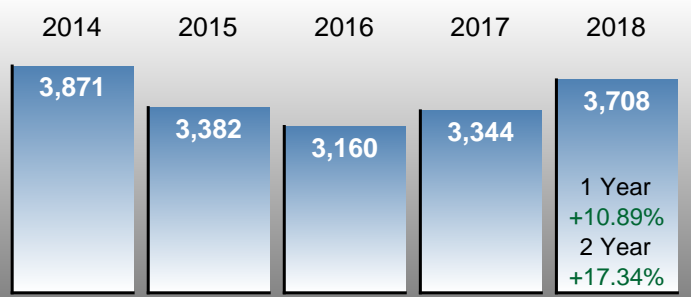
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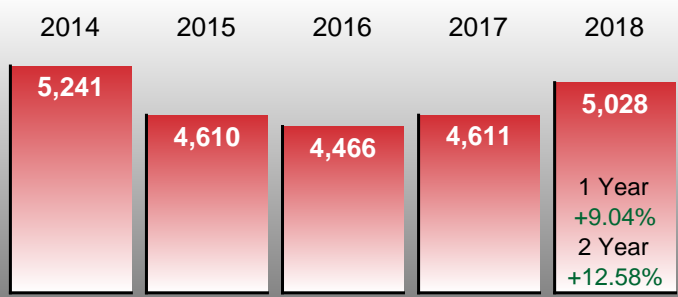
ACTIVE INVENTORY

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END OF AUGUST



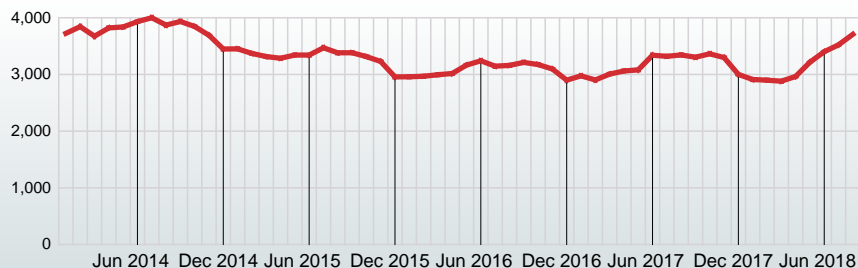
ACTIVE DURING AUGUST



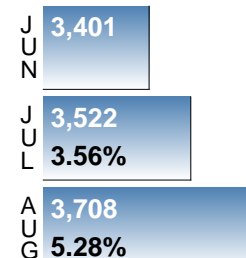
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 3,493

3 MONTHS



High
Jul 2014 = 4,000
Low
Mar 2018 = 2,881
Inventory
this month at **3,708**,
above the 5 yr AUG
average of **3,493**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	240	6.47%	80.0	180	53	7	0
\$50,001 - \$100,000	417	11.25%	60.0	234	162	20	1
\$100,001 - \$175,000	694	18.72%	46.5	109	477	100	8
\$175,001 - \$275,000	911	24.57%	51.0	104	372	392	43
\$275,001 - \$375,000	590	15.91%	63.0	45	133	341	71
\$375,001 - \$625,000	472	12.73%	72.0	34	86	262	90
\$625,001 and up	384	10.36%	88.0	88	32	141	123
Total Active Inventory by Units	3,708			794	1,315	1,263	336
Total Active Inventory by Volume	1,272,780,133	100%	59.0	273.80M	277.41M	495.66M	225.91M
Median Active Inventory Listing Price	\$229,900			\$99,200	\$170,000	\$299,900	\$470,450

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August 2018

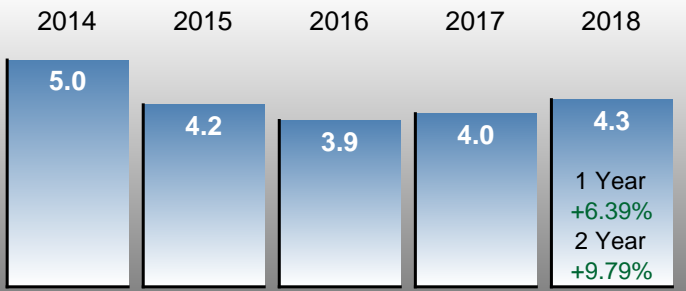
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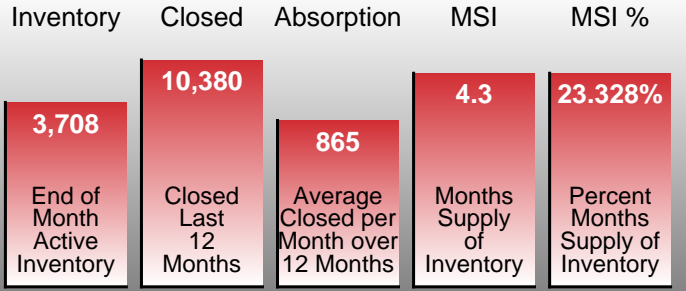
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR AUGUST



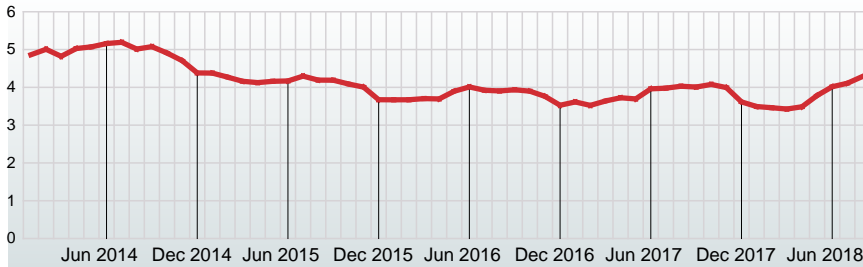
INDICATORS FOR AUGUST 2018



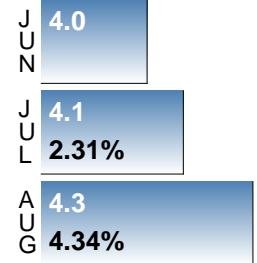
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 4.3

3 MONTHS



High
Jul 2014 = 5.2
Low
Mar 2018 = 3.4
Months Supply
this month at **4.3**,
equal to 5 yr AUG
average of **4.3**



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
\$50,000 and less	240	6.47%	4.3	5.4	2.6	3.0	0.0
\$50,001 - \$100,000	417	11.25%	3.5	6.6	2.2	2.7	3.0
\$100,001 - \$175,000	694	18.72%	2.4	4.0	2.2	2.5	2.1
\$175,001 - \$275,000	911	24.57%	4.0	9.1	3.4	4.0	4.5
\$275,001 - \$375,000	590	15.91%	6.2	12.6	5.2	6.1	6.5
\$375,001 - \$625,000	472	12.73%	8.4	15.1	8.1	8.1	8.0
\$625,001 and up	384	10.36%	19.7	55.6	13.7	15.0	19.9
Market Supply of Inventory (MSI)	4.3	100%	4.3	6.9	2.8	5.1	8.0
Total Active Inventory by Units	3,708			794	1,315	1,263	336

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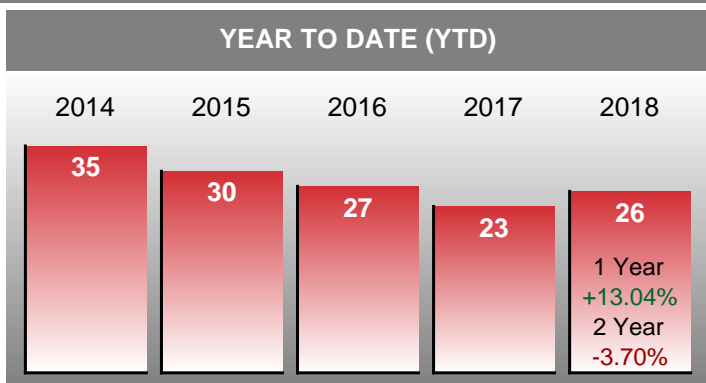
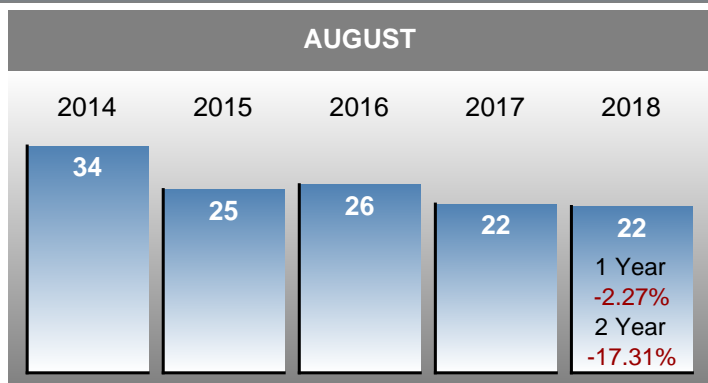
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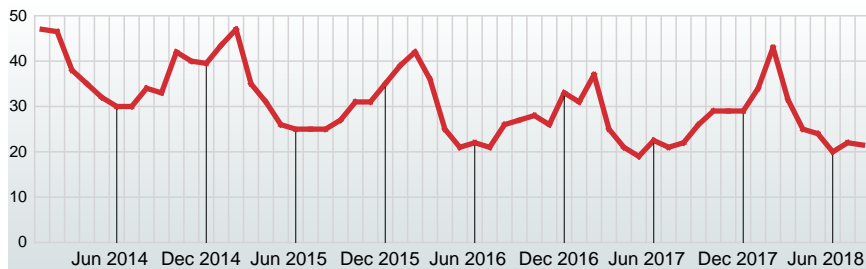
MEDIAN DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 26 3 MONTHS



High
Feb 2015 = 47
Low
May 2017 = 19
Median Days on Market
this month at **22**,
below the 5 yr AUG
average of **26**

JUN	20
JUL	22
10.00%	
AUG	22
-2.27%	

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	101	10.08%	24.0	24.0	18.0	25.0	0.0
\$75,001 - \$100,000	78	7.78%	15.0	12.0	16.5	26.0	0.0
\$100,001 - \$125,000	103	10.28%	15.0	24.0	13.5	7.5	0.0
\$125,001 - \$175,000	242	24.15%	16.0	27.0	14.0	21.0	18.0
\$175,001 - \$250,000	243	24.25%	28.0	67.0	19.0	32.0	26.0
\$250,001 - \$350,000	127	12.67%	34.0	23.5	17.0	41.5	41.0
\$350,001 and up	108	10.78%	51.5	9.0	37.5	56.0	53.0
Median Closed DOM	21.5			21.0	16.0	37.0	39.0
Total Closed Units	1,002		100%	138	524	292	48
Total Closed Volume	207,250,724			15.46M	89.49M	83.88M	18.43M

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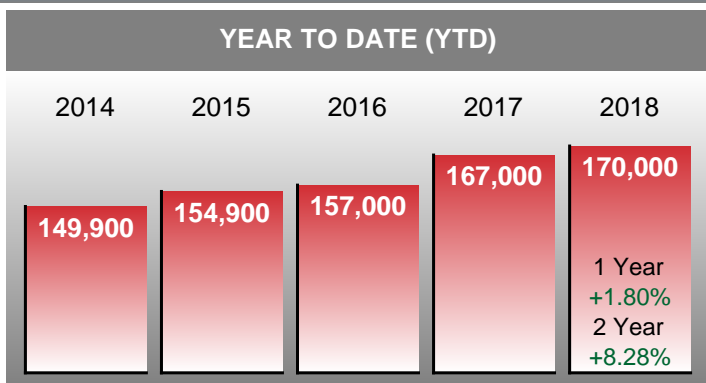
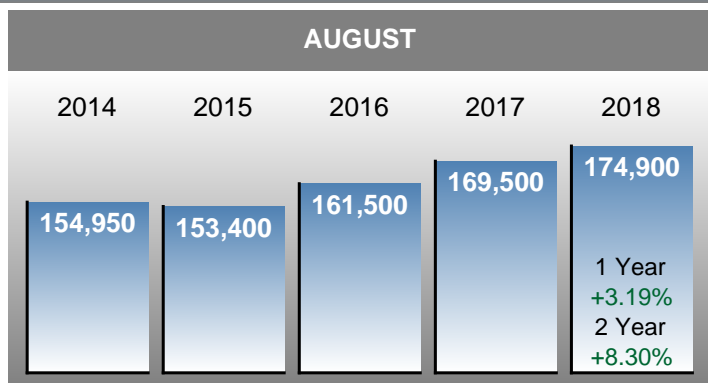
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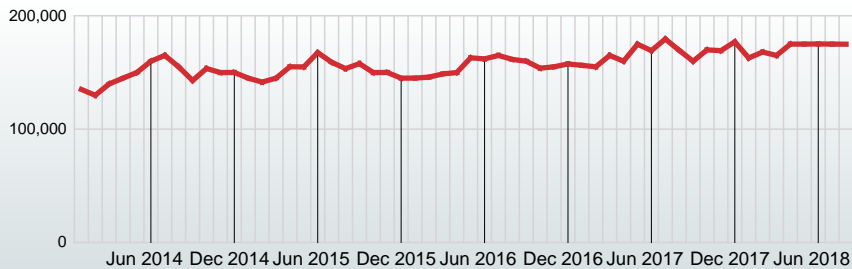
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 162,850 **3 MONTHS**



High
Jul 2017 = 179,500
Low
Feb 2014 = 129,900
Median List Price
this month at **174,900**,
above the 5 yr AUG
average of **162,850**

JUN	175,148
JUL	175,000 -0.08%
AUG	174,900 -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
\$75,000 and less	91	9.08%	53,000	47,950	59,450	68,500	0
\$75,001 - \$100,000	80	7.98%	87,700	82,500	89,950	89,750	0
\$100,001 - \$125,000	96	9.58%	116,750	116,500	117,250	112,000	0
\$125,001 - \$175,000	254	25.35%	154,900	138,000	154,900	164,900	160,000
\$175,001 - \$250,000	242	24.15%	209,000	215,950	208,000	208,000	220,000
\$250,001 - \$350,000	125	12.48%	297,000	317,500	290,707	295,345	329,900
\$350,001 and up	114	11.38%	429,000	432,500	439,000	419,900	499,900
Median List Price			174,900	85,950	156,950	252,840	324,900
Total Closed Units		100%	174,900	138	524	292	48
Total Closed Volume			212,964,342	16.18M	91.57M	86.16M	19.06M

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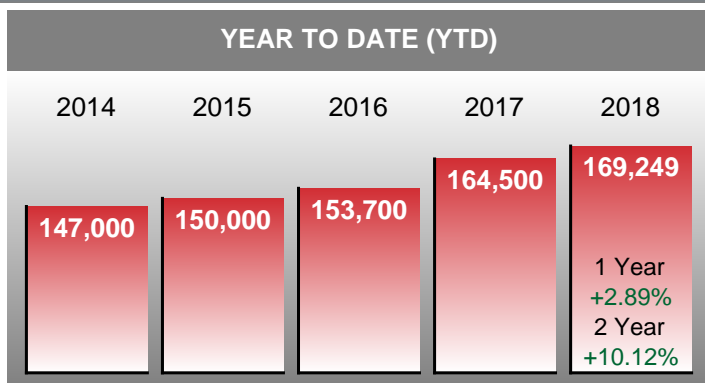
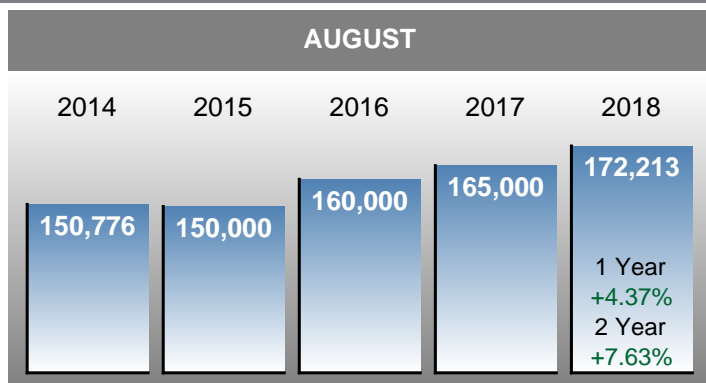
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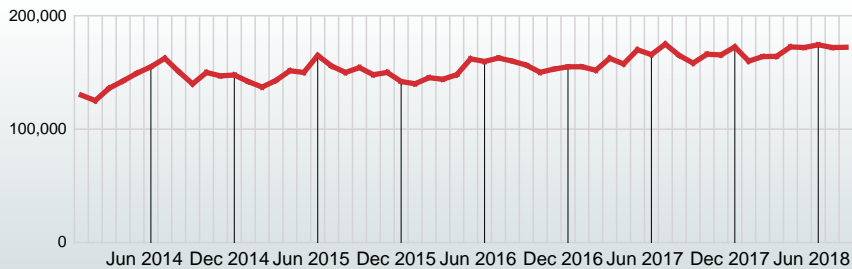
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 159,598 **3 MONTHS**



High
Jul 2017 = 175,000
Low
Feb 2014 = 125,200
Median Sold Price
this month at **172,213**,
above the 5 yr AUG
average of **159,598**

JUN	174,400
JUL	172,000
	-1.38%
AUG	172,213
	0.12%

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	101	10.08%	52,000	46,000	57,000	34,000	0
\$75,001 - \$100,000	78	7.78%	86,499	84,500	89,975	80,000	0
\$100,001 - \$125,000	103	10.28%	115,000	113,000	116,000	116,450	0
\$125,001 - \$175,000	242	24.15%	153,950	133,500	152,690	163,850	151,000
\$175,001 - \$250,000	243	24.25%	207,900	210,000	205,000	207,900	216,750
\$250,001 - \$350,000	127	12.67%	293,000	293,250	288,000	293,000	327,500
\$350,001 and up	108	10.78%	427,000	414,000	426,750	420,000	499,000
Median Sold Price			172,213	84,500	154,900	250,000	321,000
Total Closed Units		100%	1,002	138	524	292	48
Total Closed Volume			207,250,724	15.46M	89.49M	83.88M	18.43M

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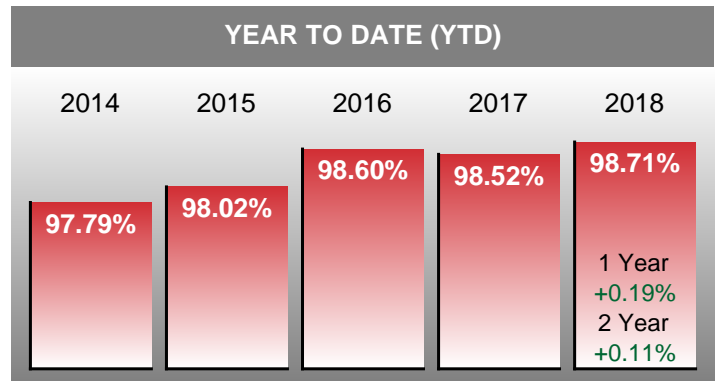
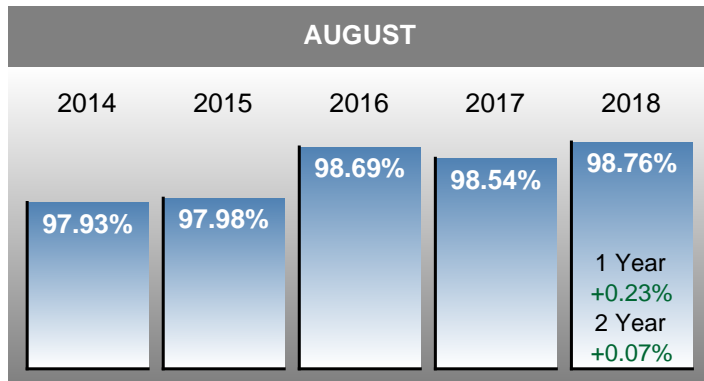
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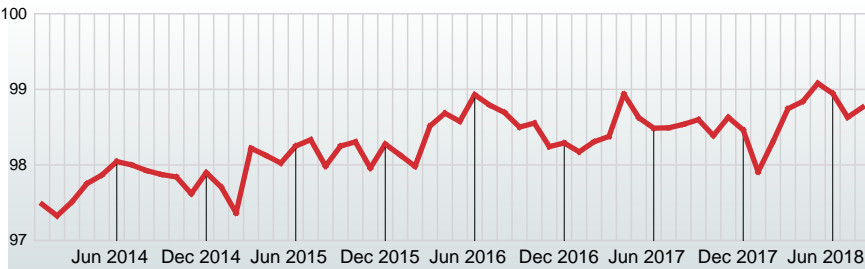


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 98.38% **3 MONTHS**

High
May 2018 = 99.08%
Low
Feb 2014 = 97.33%
Median Sold/List Ratio
this month at **98.76%**,
above the 5 yr AUG
average of **98.38%**

JUN	98.95%
JUL	98.63%
AUG	98.76%
	-0.32%
	0.13%

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	101	10.08%	94.32%	94.72%	93.75%	82.48%	0.00%	
\$75,001 - \$100,000	78	7.78%	97.74%	100.00%	95.67%	102.00%	0.00%	
\$100,001 - \$125,000	103	10.28%	98.33%	96.01%	99.01%	99.17%	0.00%	
\$125,001 - \$175,000	242	24.15%	100.00%	97.60%	100.00%	99.35%	97.06%	
\$175,001 - \$250,000	243	24.25%	99.24%	97.65%	99.37%	99.03%	99.38%	
\$250,001 - \$350,000	127	12.67%	98.48%	96.97%	98.22%	99.03%	98.63%	
\$350,001 and up	108	10.78%	97.95%	97.02%	97.36%	98.39%	97.65%	
Median Sold/List Ratio		98.76%		97.08%	99.18%	99.02%	98.52%	
Total Closed Units		1,002	100%	98.76%	138	524	292	48
Total Closed Volume		207,250,724			15.46M	89.49M	83.88M	18.43M

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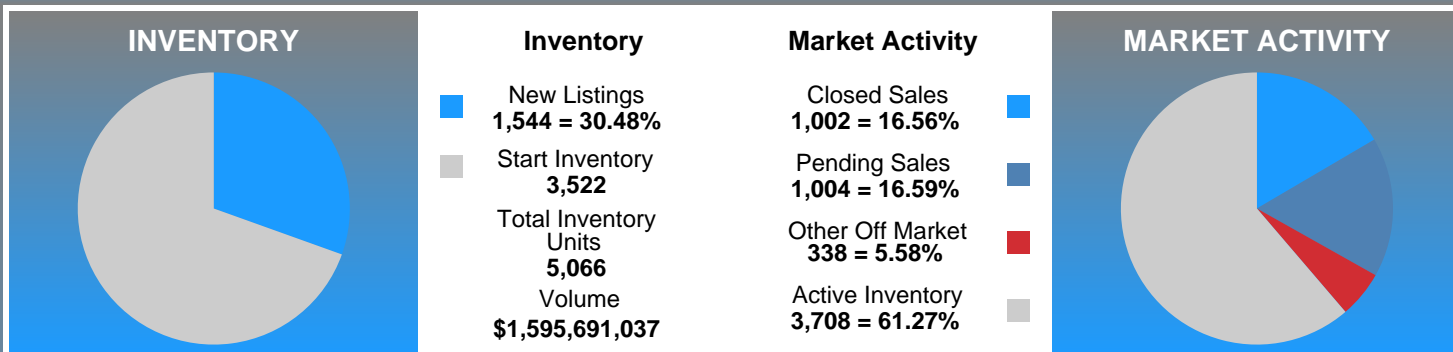
August 2018

Area Delimited by County Of Tulsa



MARKET SUMMARY

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

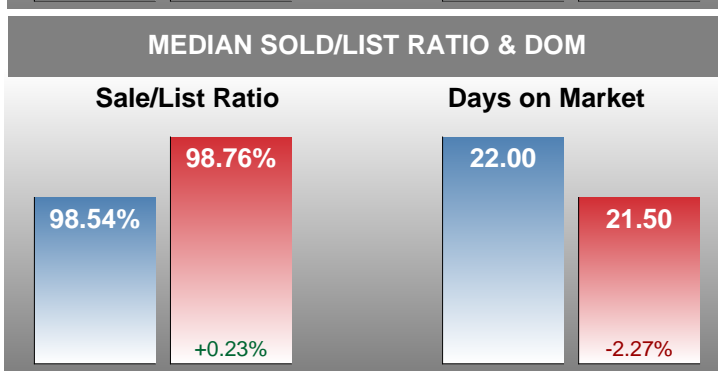
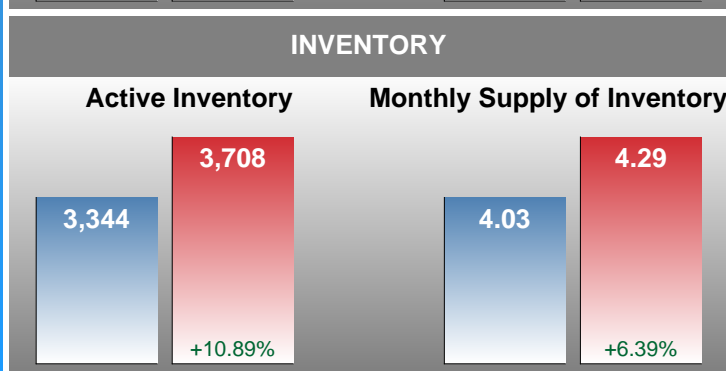
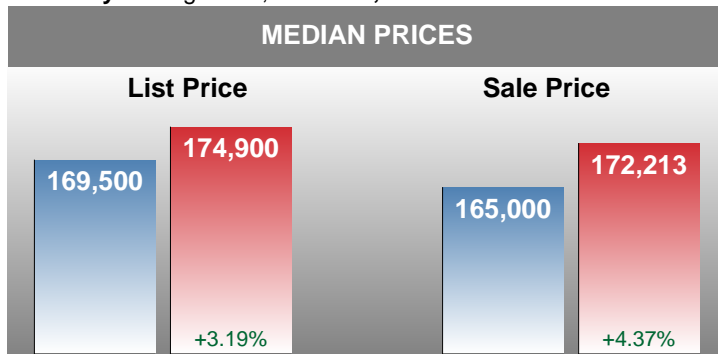
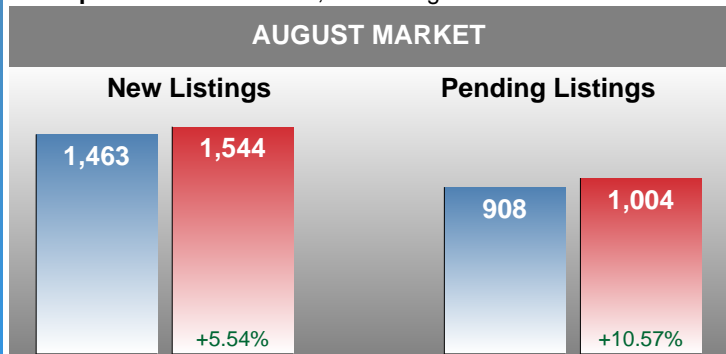


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	909	1,002	10.23%	6,771	7,190	6.19%
Pending Sales	908	1,004	10.57%	7,334	7,739	5.52%
New Listings	1,463	1,544	5.54%	11,863	11,940	0.65%
Median List Price	169,500	174,900	3.19%	167,000	170,000	1.80%
Median Sale Price	165,000	172,213	4.37%	164,500	169,249	2.89%
Median Percent of Selling Price to List Price	98.54%	98.76%	0.23%	98.52%	98.71%	0.19%
Median Days on Market to Sale	22.00	21.50	-2.27%	23.00	26.00	13.04%
Monthly Inventory	3,344	3,708	10.89%	3,344	3,708	10.89%
Months Supply of Inventory	4.03	4.29	6.39%	4.03	4.29	6.39%

Absorption: Last 12 months, an Average of **865** Sales/Month

Inventory on August 31, 2018 = 3,708

2017 2018



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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com