

July 2018

Area Delimited by County Of Washington

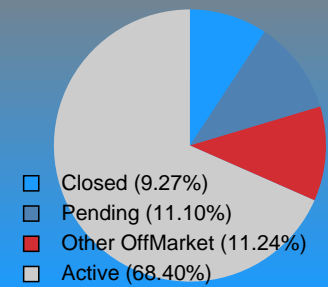


## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 13, 2018 for MLS Technology Inc.

Compared Metrics	July		
	2017	2018	+/-%
Closed Listings	69	66	-4.35%
Pending Listings	75	79	5.33%
New Listings	194	196	1.03%
Median List Price	129,000	135,700	5.19%
Median Sale Price	123,000	127,000	3.25%
Median Percent of List Price to Selling Price	97.59%	97.27%	-0.33%
Median Days on Market to Sale	27.00	43.00	59.26%
End of Month Inventory	480	487	1.46%
Months Supply of Inventory	7.17	7.22	0.71%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **67** Sales/Month  
**Active Inventory** as of July 31, 2018 = **487**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2018 rose **1.46%** to 487 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **7.22** 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 **3.25%** in July 2018 to \$127,000 versus the previous year at \$123,000.

## Median Days on Market Lengthens

The median number of **43.00** days that homes spent on the market before selling increased by 16.00 days or **59.26%** in July 2018 compared to last year's same month at **27.00** DOM.

## Sales Success for July 2018 is Positive

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

There were 196 New Listings in July 2018, up **1.03%** from last year at 194. Furthermore, there were 66 Closed Listings this month versus last year at 69, a **-4.35%** decrease.

Closed versus Listed trends yielded a **33.7%** ratio, down from previous year's, July 2017, at **35.6%**, a **5.32%** downswing. 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.

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

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

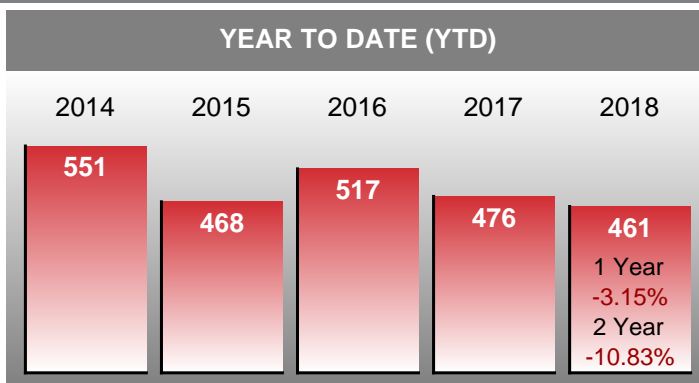
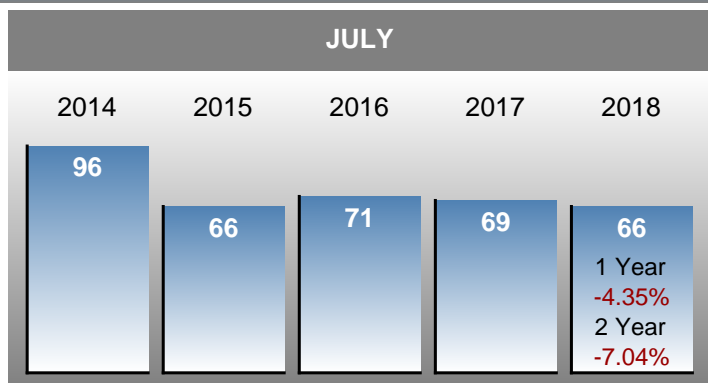
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## CLOSED LISTINGS

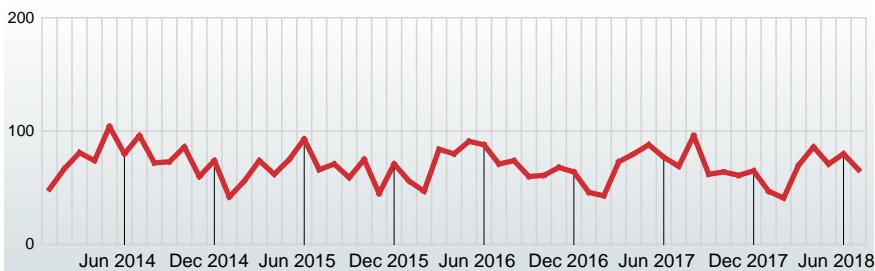
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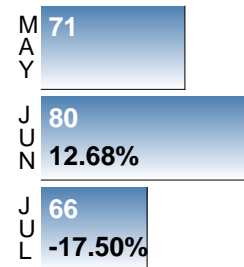
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 74

3 MONTHS



**High**  
May 2014 = 104  
**Low**  
Feb 2018 = 41  
*Closed Listings*  
this month at **66**,  
below the 5 yr JUL  
average of **74**



### 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	7	10.61%	71.0	3	3	1	0
\$50,001 - \$80,000	9	13.64%	24.0	2	6	1	0
\$80,001 - \$100,000	7	10.61%	41.0	0	6	1	0
\$100,001 - \$150,000	17	25.76%	20.0	3	13	1	0
\$150,001 - \$210,000	11	16.67%	29.0	1	4	5	1
\$210,001 - \$270,000	9	13.64%	80.0	0	4	4	1
\$270,001 and up	6	9.09%	103.0	0	1	3	2
<b>Total Closed Units</b>	<b>66</b>			<b>9</b>	<b>37</b>	<b>16</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>9,950,330</b>	<b>100%</b>	<b>43.0</b>	<b>840.50K</b>	<b>4.72M</b>	<b>3.36M</b>	<b>1.03M</b>
<b>Median Closed Price</b>	<b>\$127,000</b>			<b>\$77,500</b>	<b>\$108,000</b>	<b>\$192,000</b>	<b>\$269,500</b>

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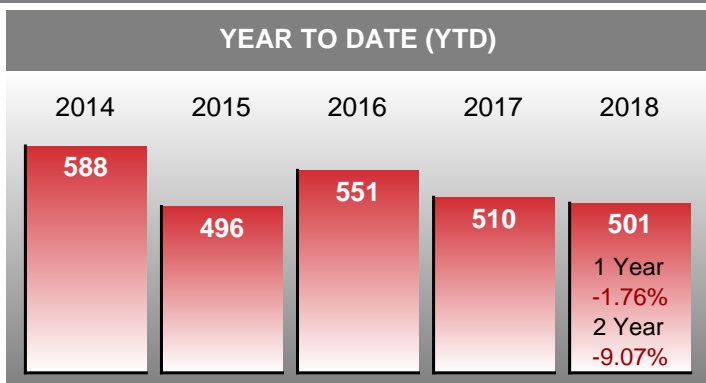
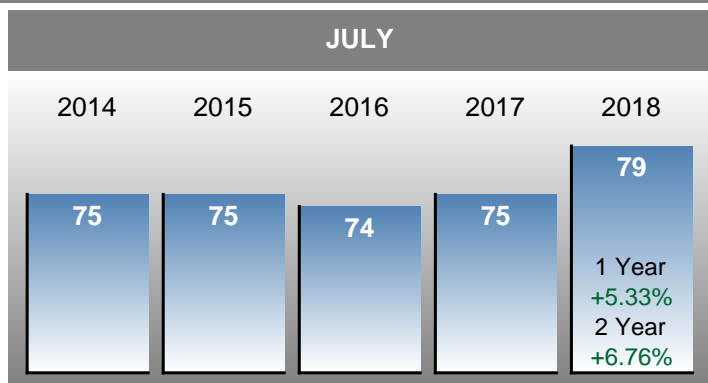
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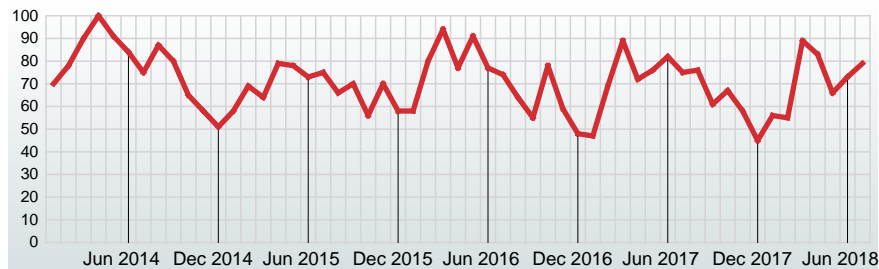


## PENDING LISTINGS

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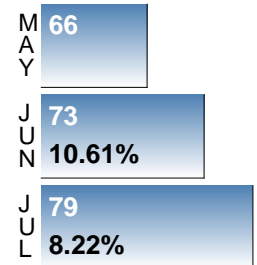
### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 76

3 MONTHS

**High**  
Apr 2014 = 100  
**Low**  
Dec 2017 = 45  
*Pending Listings*  
this month at **79**,  
above the 5 yr JUL  
average of **76**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	3.80%	36.0	2	1	0	0
\$20,001 - \$70,000	12	15.19%	46.0	4	8	0	0
\$70,001 - \$90,000	11	13.92%	20.0	1	9	0	1
\$90,001 - \$140,000	24	30.38%	33.0	4	19	1	0
\$140,001 - \$190,000	9	11.39%	43.0	0	4	4	1
\$190,001 - \$320,000	13	16.46%	12.0	1	4	7	1
\$320,001 and up	7	8.86%	34.0	0	4	2	1
<b>Total Pending Units</b>	<b>79</b>			<b>12</b>	<b>49</b>	<b>14</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>12,311,459</b>	<b>100%</b>	<b>34.0</b>	<b>941.51K</b>	<b>7.05M</b>	<b>3.30M</b>	<b>1.02M</b>
<b>Median Listing Price</b>	<b>\$119,900</b>			<b>\$67,450</b>	<b>\$109,950</b>	<b>\$205,000</b>	<b>\$222,400</b>

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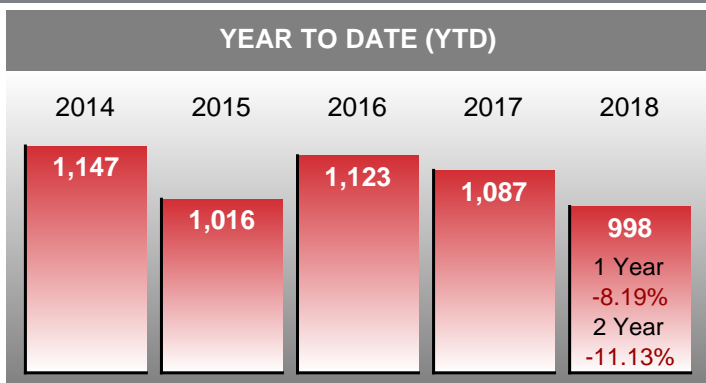
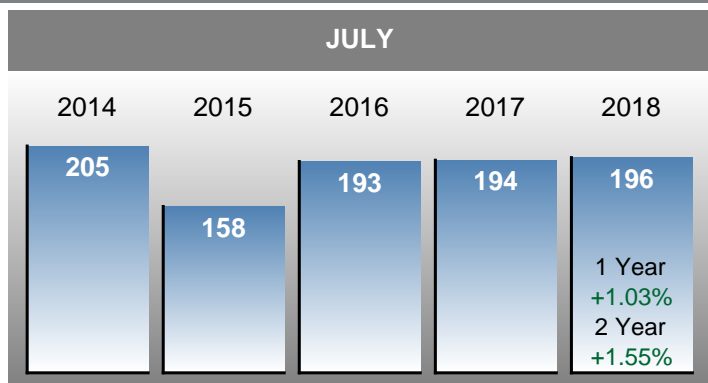
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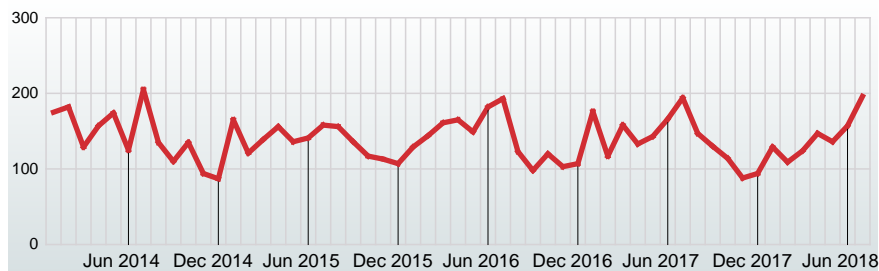
## NEW LISTINGS

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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 189      3 MONTHS



**High**  
Jul 2014 = 205  
**Low**  
Dec 2014 = 87  
*New Listings*  
this month at **196**,  
above the 5 yr JUL  
average of **189**

MAY	136
JUN	157
<b>15.44%</b>	
JUL	196
<b>24.84%</b>	

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	25	12.76%	22	3	0	0
\$40,001 - \$60,000	29	14.80%	23	5	1	0
\$60,001 - \$80,000	20	10.20%	6	14	0	0
\$80,001 - \$140,000	49	25.00%	12	30	6	1
\$140,001 - \$200,000	27	13.78%	2	14	11	0
\$200,001 - \$310,000	25	12.76%	0	6	19	0
\$310,001 and up	21	10.71%	4	6	9	2
<b>Total New Listed Units</b>	<b>196</b>		<b>69</b>	<b>78</b>	<b>46</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>32,231,193</b>	<b>100%</b>	<b>8.14M</b>	<b>10.54M</b>	<b>11.93M</b>	<b>1.63M</b>
<b>Median New Listed Listing Price</b>	<b>\$119,700</b>		<b>\$59,900</b>	<b>\$123,750</b>	<b>\$224,900</b>	<b>\$650,000</b>

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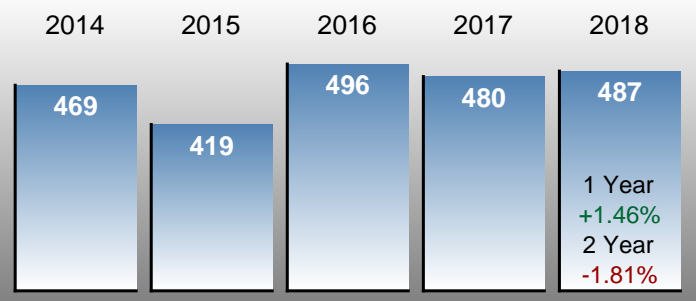
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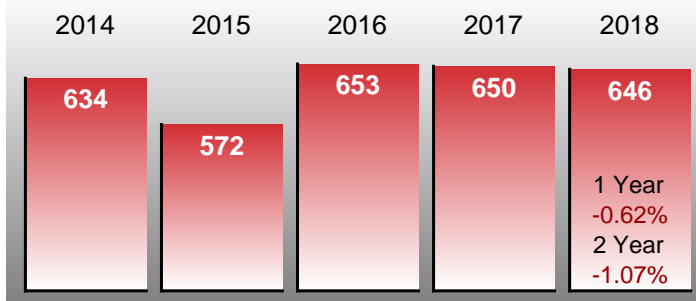
## ACTIVE INVENTORY

Report produced on Aug 13, 2018 for MLS Technology Inc.

### END OF JULY



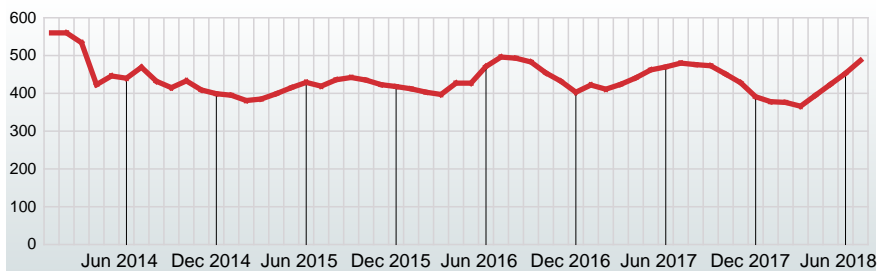
### ACTIVE DURING JULY



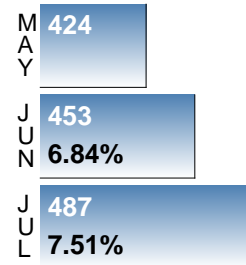
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 470

3 MONTHS



**High**  
Feb 2014 = 560  
**Low**  
Mar 2018 = 366  
*Inventory*  
this month at **487**,  
above the 5 yr JUL  
average of **470**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	35	7.19%	54.0	34	1	0	0
\$20,001 - \$50,000	75	15.40%	50.0	56	18	1	0
\$50,001 - \$70,000	73	14.99%	81.0	45	26	2	0
\$70,001 - \$130,000	109	22.38%	48.0	38	59	11	1
\$130,001 - \$210,000	82	16.84%	54.5	9	37	36	0
\$210,001 - \$340,000	62	12.73%	59.5	3	17	37	5
\$340,001 and up	51	10.47%	74.0	18	7	22	4
<b>Total Active Inventory by Units</b>	<b>487</b>			<b>203</b>	<b>165</b>	<b>109</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>79,941,848</b>	<b>100%</b>	<b>54.0</b>	<b>25.06M</b>	<b>22.87M</b>	<b>27.90M</b>	<b>4.11M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$103,000</b>			<b>\$59,900</b>	<b>\$115,000</b>	<b>\$225,000</b>	<b>\$329,900</b>

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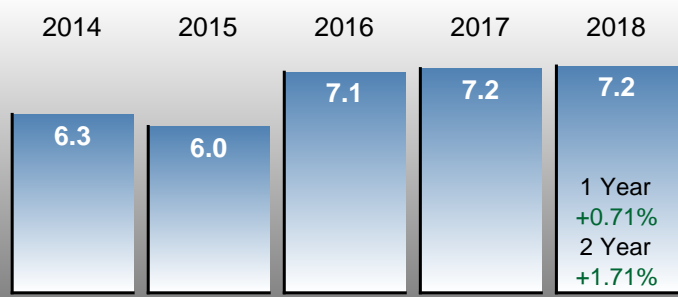
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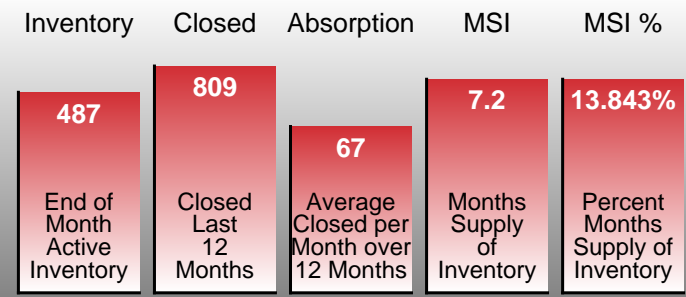
## MONTHS SUPPLY of INVENTORY (MSI)

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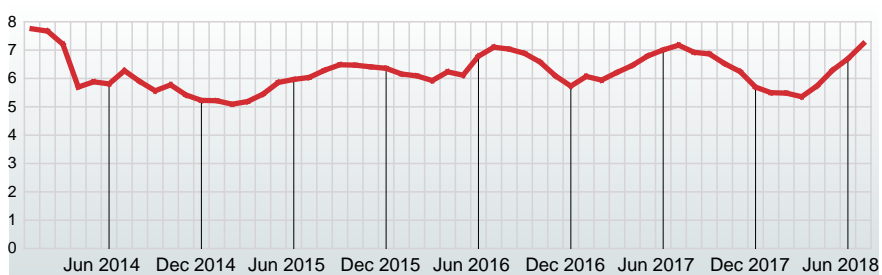
### MSI FOR JULY



### INDICATORS FOR JULY 2018



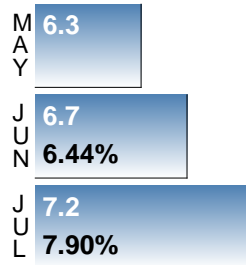
### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 6.8

3 MONTHS

**High**  
Jan 2014 = 7.8  
**Low**  
Feb 2015 = 5.1  
*Months Supply*  
this month at **7.2**,  
equal to 5 yr JUL  
average of **6.8**



### 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
\$20,000 and less	35	7.19%	20.0	45.3	1.2	0.0	0.0
\$20,001 - \$50,000	75	15.40%	9.4	19.2	4.0	1.7	0.0
\$50,001 - \$70,000	73	14.99%	10.7	25.7	5.5	8.0	0.0
\$70,001 - \$130,000	109	22.38%	5.0	13.4	3.8	3.8	2.4
\$130,001 - \$210,000	82	16.84%	5.1	9.0	5.0	5.5	0.0
\$210,001 - \$340,000	62	12.73%	6.2	18.0	6.2	6.0	5.5
\$340,001 and up	51	10.47%	16.5	108.0	14.0	11.0	9.6
<b>Market Supply of Inventory (MSI)</b>	<b>7.2</b>	<b>100%</b>	<b>7.2</b>	<b>21.2</b>	<b>4.5</b>	<b>5.9</b>	<b>3.4</b>
<b>Total Active Inventory by Units</b>	<b>487</b>			<b>203</b>	<b>165</b>	<b>109</b>	<b>10</b>

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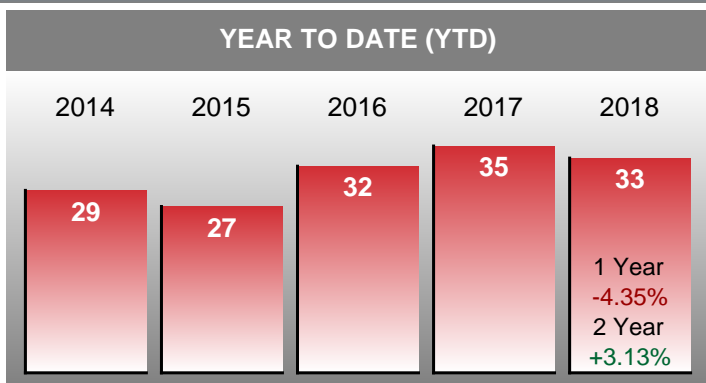
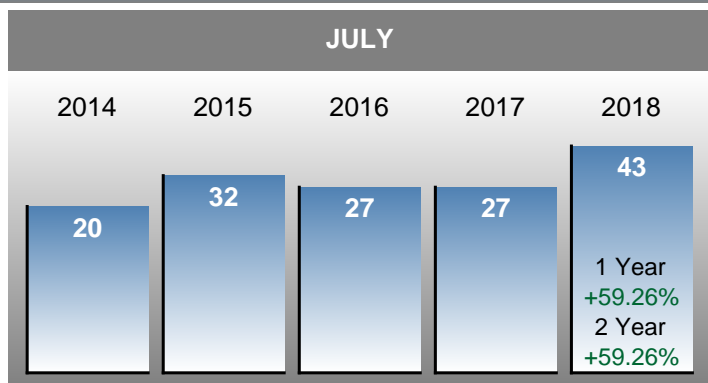
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## MEDIAN DAYS ON MARKET TO SALE

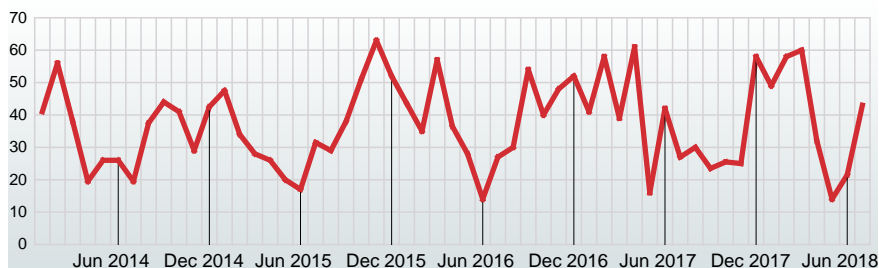
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 30

3 MONTHS



**High**  
Nov 2015 = 63  
**Low**  
May 2018 = 14  
*Median Days on Market*  
this month at **43**,  
above the 5 yr JUL  
average of **30**

MAY	14
JUN	22
JUL	43
<b>JUL</b>	<b>53.57%</b>
<b>JUL</b>	<b>100.00%</b>

### 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	7	10.61%	71.0	122.0	18.0	37.0	0.0
\$50,001 - \$80,000	9	13.64%	24.0	79.0	16.0	105.0	0.0
\$80,001 - \$100,000	7	10.61%	41.0	0.0	35.0	65.0	0.0
\$100,001 - \$150,000	17	25.76%	20.0	64.0	20.0	4.0	0.0
\$150,001 - \$210,000	11	16.67%	29.0	29.0	21.0	24.0	181.0
\$210,001 - \$270,000	9	13.64%	80.0	0.0	27.5	116.0	178.0
\$270,001 and up	6	9.09%	103.0	0.0	33.0	100.0	120.0
<b>Median Closed DOM</b>			43.0	84.0	24.0	93.0	156.0
<b>Total Closed Units</b>		100%	43.0	9	37	16	4
<b>Total Closed Volume</b>			9,950,330	840.50K	4.72M	3.36M	1.03M

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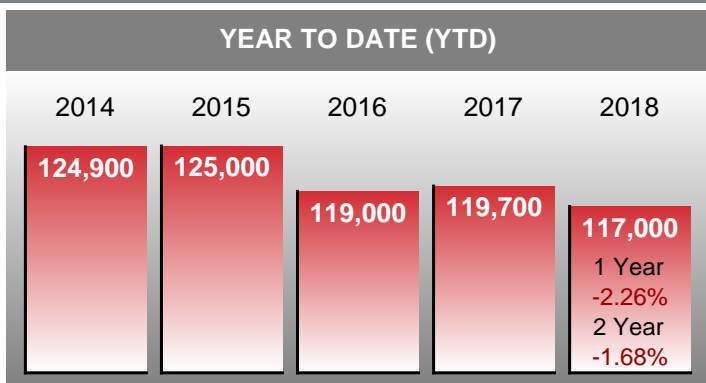
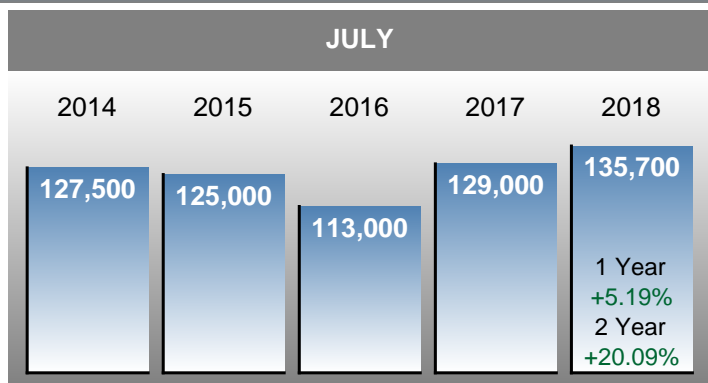
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## MEDIAN LIST PRICE AT CLOSING

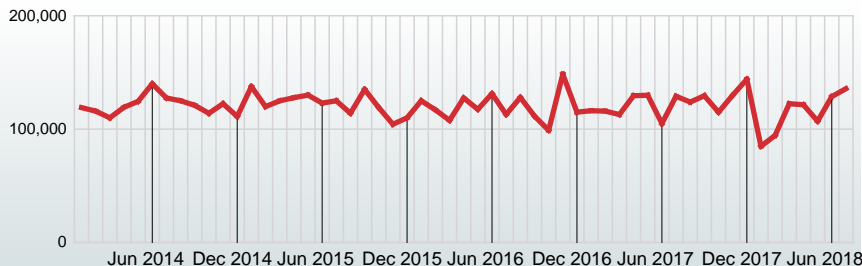
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 126,040

3 MONTHS



**High**  
Nov 2016 = 148,450  
**Low**  
Jan 2018 = 84,900  
*Median List Price*  
this month at **135,700**,  
above the 5 yr JUL  
average of **126,040**

MAY	107,000
JUN	128,700
JUL	135,700
<b>20.28%</b>	
<b>5.44%</b>	

### 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	6	9.09%	36,250	39,750	43,000	24,900	0
\$50,001 - \$80,000	8	12.12%	67,750	57,950	72,500	79,000	0
\$80,001 - \$100,000	9	13.64%	94,900	85,000	94,900	99,900	0
\$100,001 - \$150,000	17	25.76%	123,900	145,000	115,900	123,900	0
\$150,001 - \$210,000	10	15.15%	166,250	172,500	159,750	168,000	0
\$210,001 - \$270,000	8	12.12%	229,700	0	239,950	229,500	219,000
\$270,001 and up	8	12.12%	287,450	0	649,900	379,500	284,900
Median List Price	135,700			85,000	108,000	191,400	279,950
Total Closed Units	66			9	37	16	4
Total Closed Volume	10,436,700			887.80K	4.94M	3.54M	1.07M

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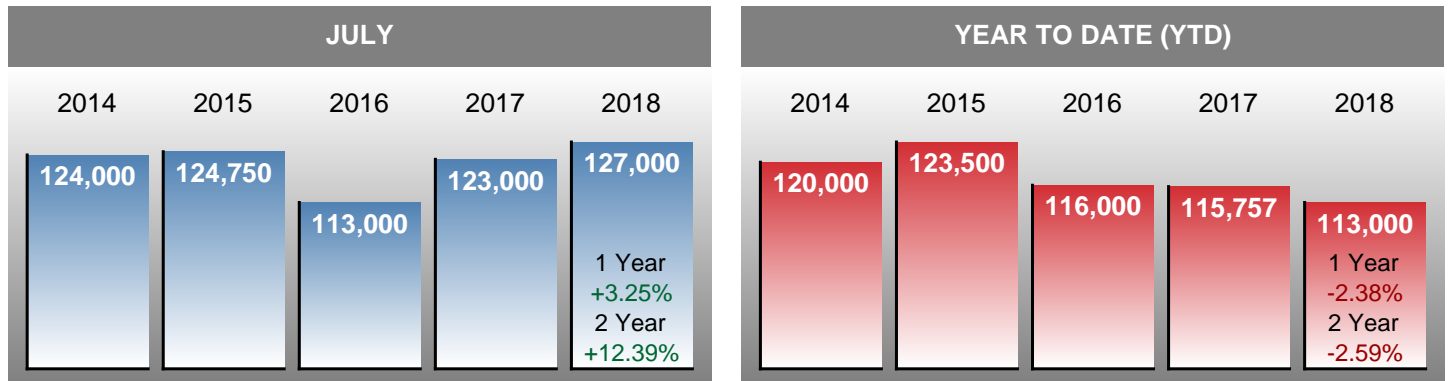
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## MEDIAN SOLD PRICE AT CLOSING

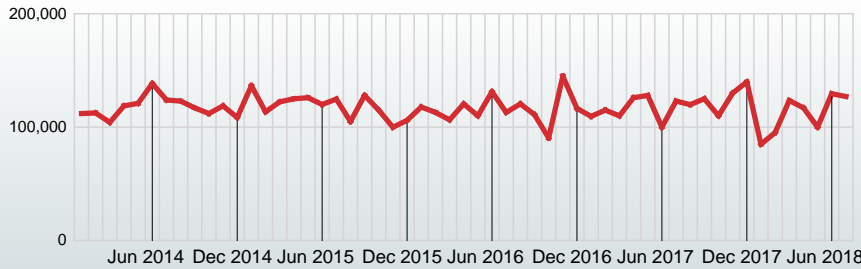
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 122,350

3 MONTHS



**High**  
Nov 2016 = 145,000  
**Low**  
Jan 2018 = 84,900  
*Median Sold Price*  
this month at **127,000**,  
above the 5 yr JUL  
average of **122,350**

M	100,000
A	
Y	
J	129,500
U	<b>29.50%</b>
N	
J	127,000
U	<b>-1.93%</b>
L	

### 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	7	10.61%	35,000	35,000	40,000	21,000	0
\$50,001 - \$80,000	9	13.64%	77,500	66,250	78,000	72,500	0
\$80,001 - \$100,000	7	10.61%	92,500	0	90,700	99,900	0
\$100,001 - \$150,000	17	25.76%	123,900	139,500	117,900	123,900	0
\$150,001 - \$210,000	11	16.67%	160,500	172,500	158,250	160,500	210,000
\$210,001 - \$270,000	9	13.64%	247,000	0	238,450	242,250	265,000
\$270,001 and up	6	9.09%	362,500	0	505,000	445,000	277,000
Median Sold Price			127,000	77,500	108,000	192,000	269,500
Total Closed Units		100%	127,000	9	37	16	4
Total Closed Volume			9,950,330	840.50K	4.72M	3.36M	1.03M

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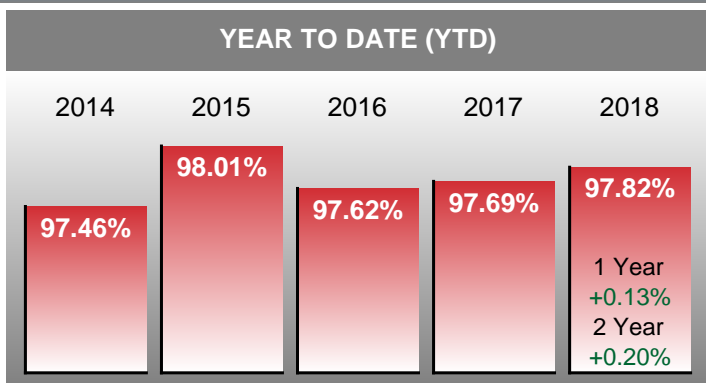
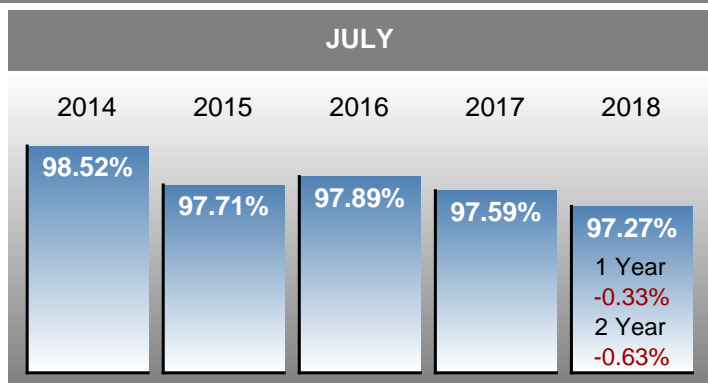
# July 2018

Area Delimited by County Of Washington



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

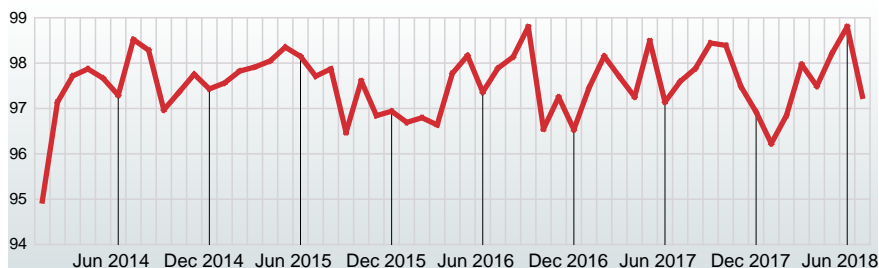
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 97.80%

### 3 MONTHS



**High**  
Jun 2018 = 98.80%

**Low**  
Jan 2014 = 94.96%

Median Sold/List Ratio this month at **97.27%**, below the 5 yr JUL average of **97.80%**

MAY: 98.21%

JUN: 98.80%  
0.60%

JUL: 97.27%  
-1.55%

### 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	7	10.61%	93.02%	86.21%	100.00%	84.34%	0.00%
\$50,001 - \$80,000	9	13.64%	97.93%	93.08%	100.00%	91.77%	0.00%
\$80,001 - \$100,000	7	10.61%	98.29%	0.00%	97.51%	100.00%	0.00%
\$100,001 - \$150,000	17	25.76%	97.93%	97.93%	97.80%	100.00%	0.00%
\$150,001 - \$210,000	11	16.67%	98.41%	100.00%	98.43%	98.41%	95.89%
\$210,001 - \$270,000	9	13.64%	96.36%	0.00%	98.43%	95.73%	96.36%
\$270,001 and up	6	9.09%	94.93%	0.00%	77.70%	93.68%	96.36%
<b>Median Sold/List Ratio</b>			<b>97.27%</b>	<b>94.99%</b>	<b>98.18%</b>	<b>96.06%</b>	<b>96.27%</b>
<b>Total Closed Units</b>			<b>66</b>	<b>9</b>	<b>37</b>	<b>16</b>	<b>4</b>
<b>Total Closed Volume</b>			<b>9,950,330</b>	<b>840.50K</b>	<b>4.72M</b>	<b>3.36M</b>	<b>1.03M</b>

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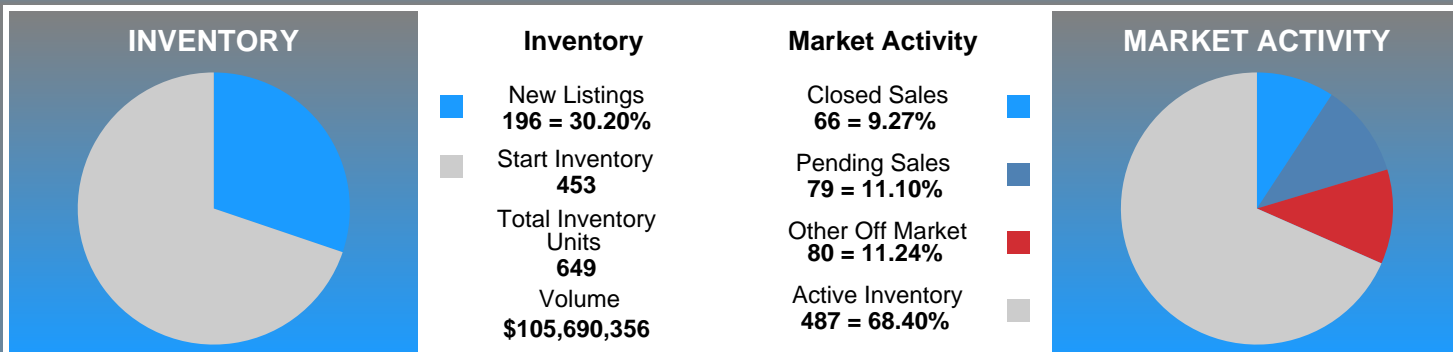
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## MARKET SUMMARY

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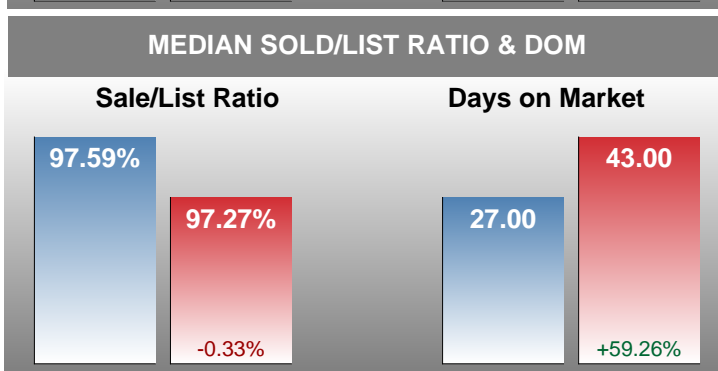
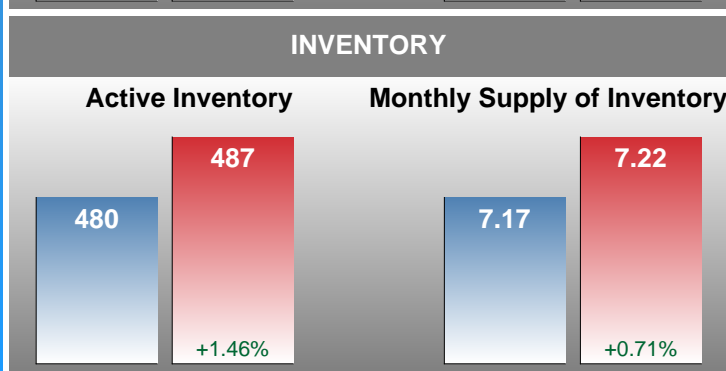
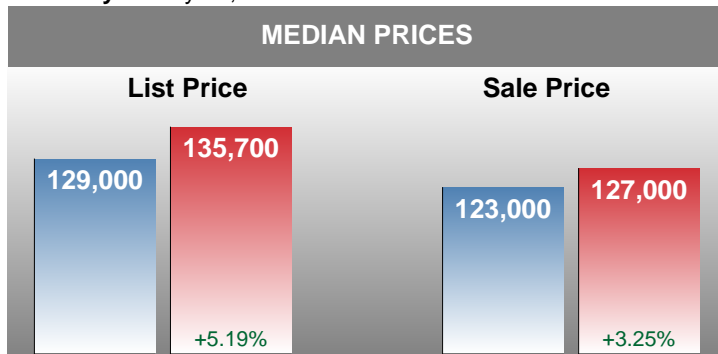
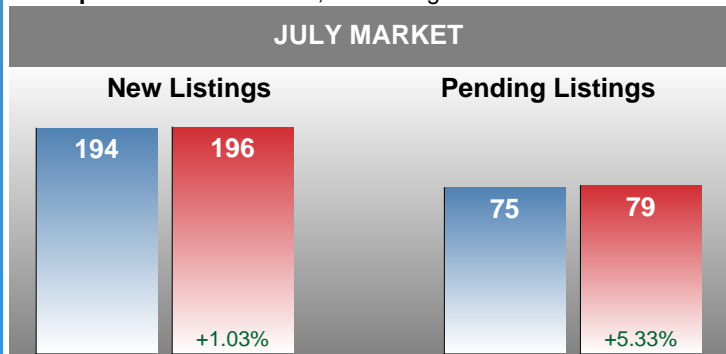


Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	69	66	-4.35%	476	461	-3.15%
Pending Sales	75	79	5.33%	510	501	-1.76%
New Listings	194	196	1.03%	1,087	998	-8.19%
Median List Price	129,000	135,700	5.19%	119,700	117,000	-2.26%
Median Sale Price	123,000	127,000	3.25%	115,757	113,000	-2.38%
Median Percent of Selling Price to List Price	97.59%	97.27%	-0.33%	97.69%	97.82%	0.13%
Median Days on Market to Sale	27.00	43.00	59.26%	34.50	33.00	-4.35%
Monthly Inventory	480	487	1.46%	480	487	1.46%
Months Supply of Inventory	7.17	7.22	0.71%	7.17	7.22	0.71%

**Absorption:** Last 12 months, an Average of **67** Sales/Month

**Inventory on July 31, 2018 = 487**

**2017** **2018**



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