



September 2018

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

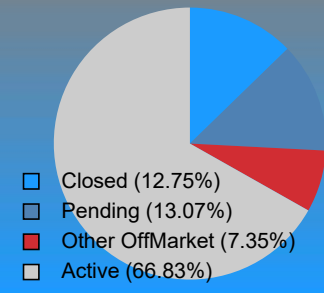


MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2018 for MLS Technology Inc.

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	1,215	1,131	-6.91%
Pending Listings	1,171	1,159	-1.02%
New Listings	1,998	1,757	-12.06%
Median List Price	157,000	165,000	5.10%
Median Sale Price	154,000	160,500	4.22%
Median Percent of List Price to Selling Price	98.59%	98.50%	-0.09%
Median Days on Market to Sale	26.00	26.00	0.00%
End of Month Inventory	5,473	5,927	8.30%
Months Supply of Inventory	4.52	4.75	5.11%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,248** Sales/Month
Active Inventory as of September 30, 2018 = **5,927**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2018 rose **8.30%** to 5,927 existing homes available for sale. Over the last 12 months this area has had an average of 1,248 closed sales per month. This represents an unsold inventory index of **4.75** 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 **4.22%** in September 2018 to \$160,500 versus the previous year at \$154,000.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in September 2018 compared to last year's same month at **26.00** DOM.

Sales Success for September 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 1,757 New Listings in September 2018, down **12.06%** from last year at 1,998. Furthermore, there were 1,131 Closed Listings this month versus last year at 1,215, a **-6.91%** decrease.

Closed versus Listed trends yielded a **64.4%** ratio, up from previous year's, September 2017, at **60.8%**, a **5.85%** 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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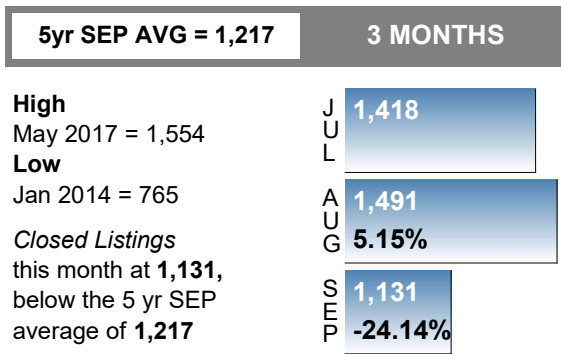
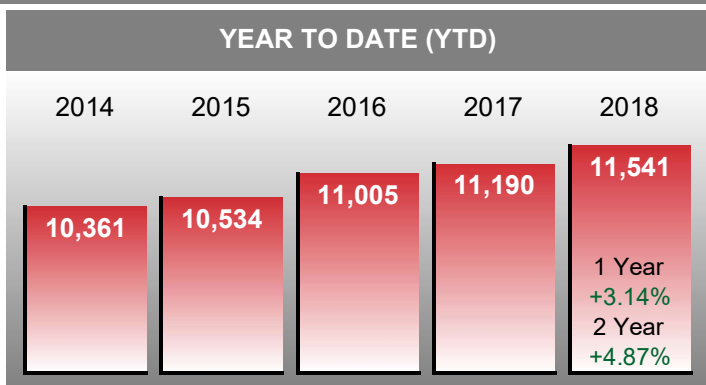
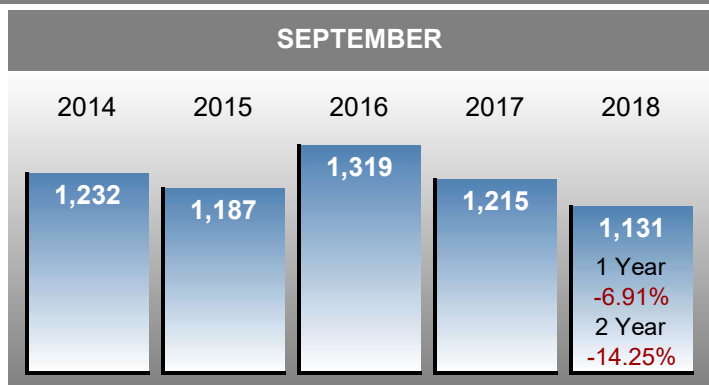
September 2018

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CLOSED LISTINGS

Report produced on Oct 11, 2018 for MLS Technology Inc.



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	82	7.25%	35.5	44	36	2	0
\$50,001 - \$100,000	159	14.06%	28.0	55	90	14	0
\$100,001 - \$125,000	111	9.81%	18.0	16	88	7	0
\$125,001 - \$175,000	293	25.91%	20.0	30	225	36	2
\$175,001 - \$225,000	184	16.27%	26.0	8	107	66	3
\$225,001 - \$325,000	189	16.71%	30.0	9	64	101	15
\$325,001 and up	113	9.99%	34.0	3	28	68	14
Total Closed Units	1,131			165	638	294	34
Total Closed Volume	213,033,411	100%	26.0	17.05M	101.33M	81.30M	13.35M
Median Closed Price	\$160,500			\$81,000	\$149,950	\$241,500	\$290,000

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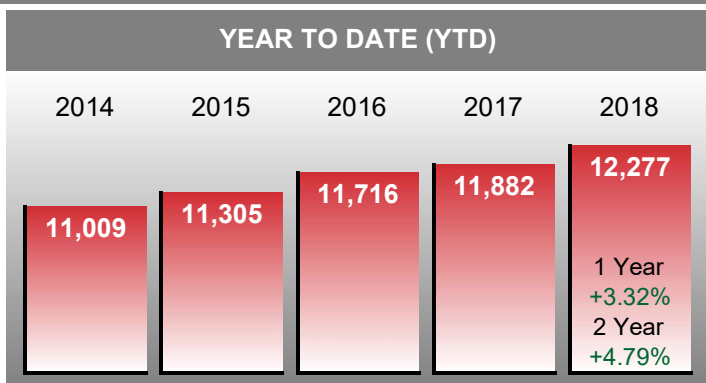
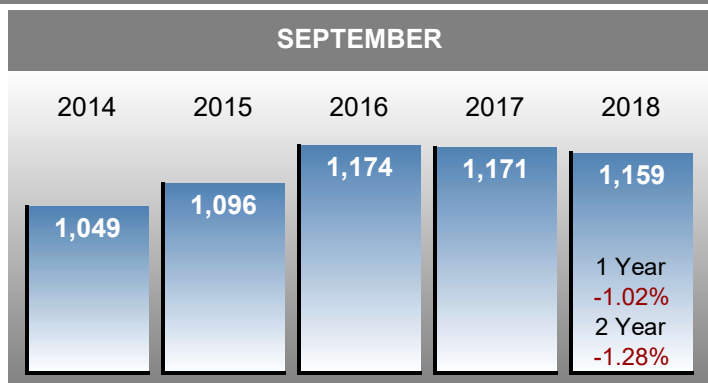
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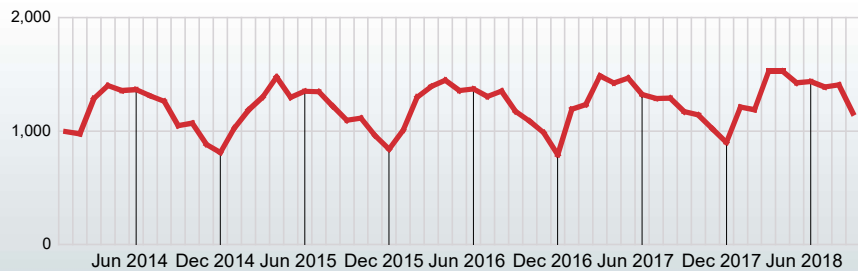
PENDING LISTINGS

Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 1,130 **3 MONTHS**



High
Apr 2018 = 1,528
Low
Dec 2016 = 792
Pending Listings
this month at **1,159**,
above the 5 yr SEP
average of **1,130**

JUL	1,389
AUG	1,408
SEP	1,159 -17.68%

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	102	8.80%	38.5	56	42	4	0
\$50,001 - \$75,000	63	5.44%	33.0	29	29	5	0
\$75,001 - \$125,000	190	16.39%	36.0	49	120	19	2
\$125,001 - \$175,000	297	25.63%	21.0	27	219	47	4
\$175,001 - \$225,000	198	17.08%	29.5	8	113	71	6
\$225,001 - \$325,000	182	15.70%	40.0	7	67	85	23
\$325,001 and up	127	10.96%	48.0	5	24	72	26
Total Pending Units	1,159			181	614	303	61
Total Pending Volume	225,024,270	100%	33.0	19.43M	99.03M	81.14M	25.42M
Median Listing Price	\$163,005			\$82,500	\$150,000	\$230,000	\$304,900

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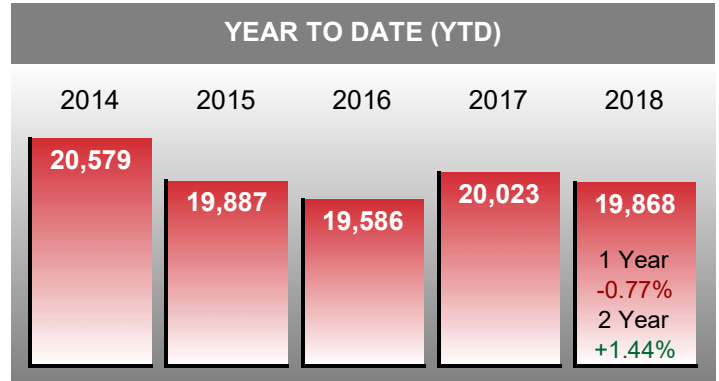
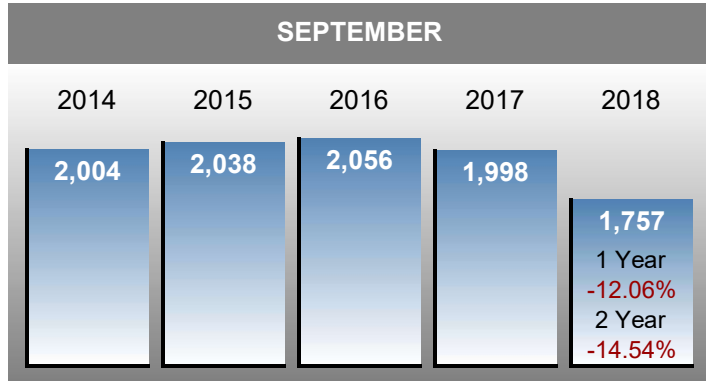
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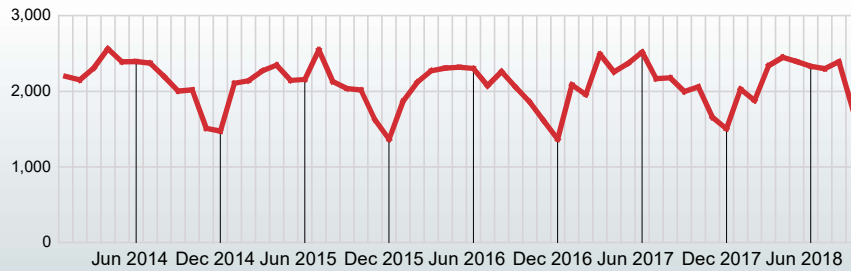
NEW LISTINGS

Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 1,971 **3 MONTHS**



High
Apr 2014 = 2,563
Low
Dec 2015 = 1,365
New Listings
this month at **1,757**,
below the 5 yr SEP
average of **1,971**

JUL	2,299
AUG	2,391
SEP	4.00%
SEP	1,757
SEP	-26.52%

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	148	8.42%	112	32	3	1
\$50,001 - \$100,000	231	13.15%	112	101	15	3
\$100,001 - \$125,000	121	6.89%	20	89	9	3
\$125,001 - \$200,000	526	29.94%	64	360	95	7
\$200,001 - \$275,000	275	15.65%	20	129	114	12
\$275,001 - \$450,000	280	15.94%	26	79	148	27
\$450,001 and up	176	10.02%	31	29	70	46
Total New Listed Units	1,757		385	819	454	99
Total New Listed Volume	435,993,798	100%	73.11M	156.91M	150.02M	55.95M
Median New Listed Listing Price	\$177,000		\$85,000	\$160,000	\$269,850	\$409,900

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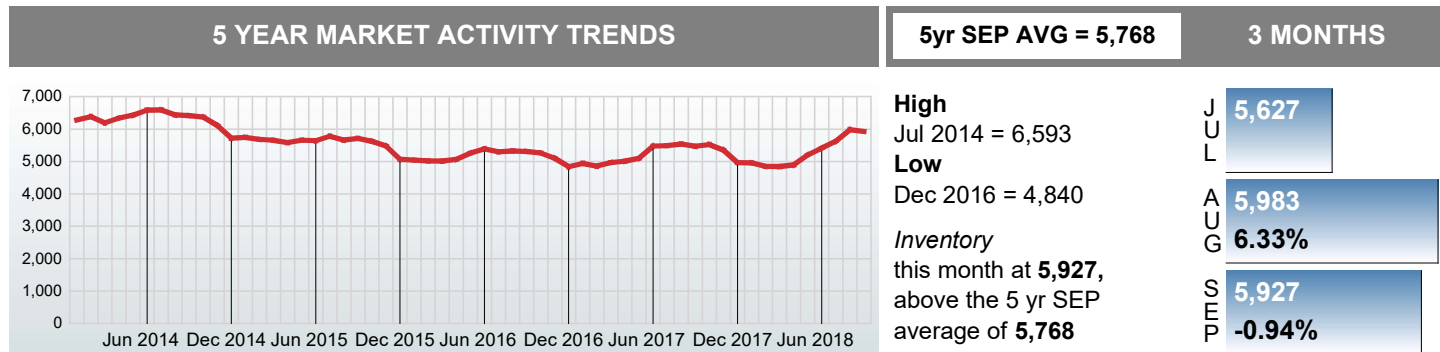
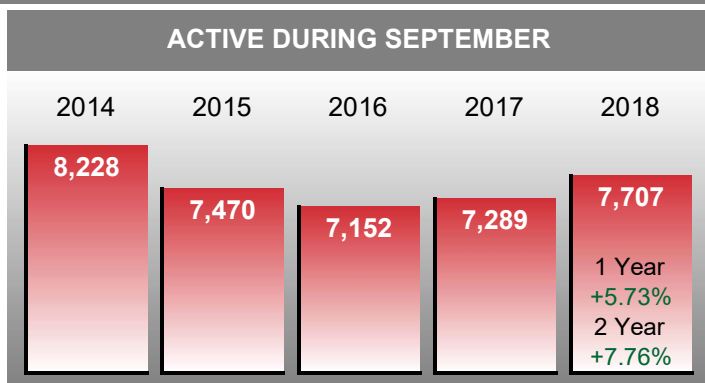
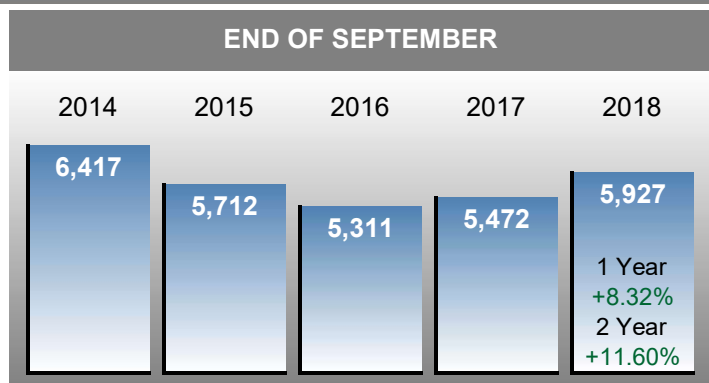
September 2018

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ACTIVE INVENTORY

Report produced on Oct 11, 2018 for MLS Technology Inc.



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	232	3.91%	99.0	214	12	4	2
\$25,001 - \$75,000	811	13.68%	72.0	593	192	25	1
\$75,001 - \$150,000	1,138	19.20%	51.0	358	652	111	17
\$150,001 - \$250,000	1,547	26.10%	55.0	225	802	481	39
\$250,001 - \$325,000	712	12.01%	62.0	79	205	368	60
\$325,001 - \$550,000	888	14.98%	72.0	86	189	470	143
\$550,001 and up	599	10.11%	85.0	153	68	206	172
Total Active Inventory by Units	5,927			1,708	2,120	1,665	434
Total Active Inventory by Volume	1,766,292,544	100%	65.0	435.19M	438.23M	614.90M	277.98M
Median Active Inventory Listing Price	\$195,000			\$82,000	\$168,950	\$290,000	\$466,200

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September 2018

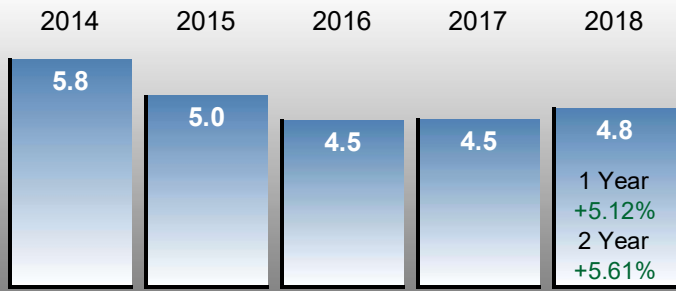
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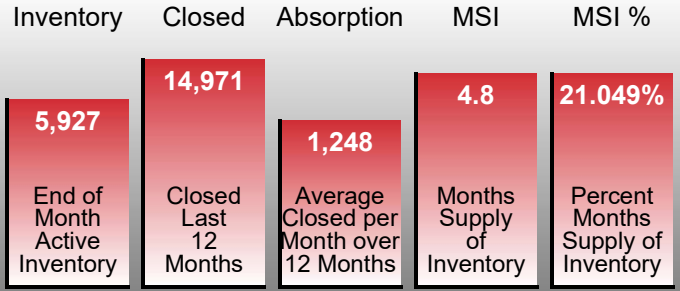
MONTHS SUPPLY of INVENTORY (MSI)

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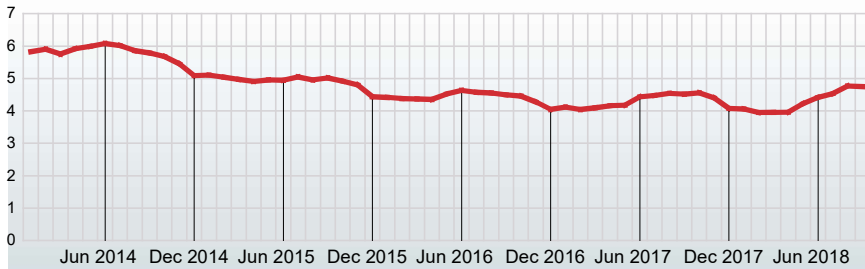
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2018



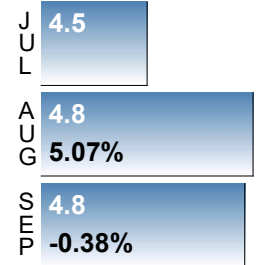
5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 4.9

3 MONTHS

High
Jun 2014 = 6.1
Low
Feb 2018 = 4.0
Months Supply
this month at **4.8**,
equal to 5 yr SEP
average of **4.9**



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	232	3.91%	6.8	8.4	1.6	4.4	12.0
\$25,001 - \$75,000	811	13.68%	5.4	8.0	2.8	3.2	2.4
\$75,001 - \$150,000	1,138	19.20%	3.1	6.6	2.3	3.1	5.5
\$150,001 - \$250,000	1,547	26.10%	3.7	10.4	3.2	3.5	3.7
\$250,001 - \$325,000	712	12.01%	5.5	13.9	5.0	5.3	4.9
\$325,001 - \$550,000	888	14.98%	8.1	18.8	7.9	7.3	8.8
\$550,001 and up	599	10.11%	18.7	55.6	19.0	12.7	17.9
Market Supply of Inventory (MSI)	4.8	100%	4.8	9.1	3.1	5.0	8.3
Total Active Inventory by Units	5,927			1,708	2,120	1,665	434

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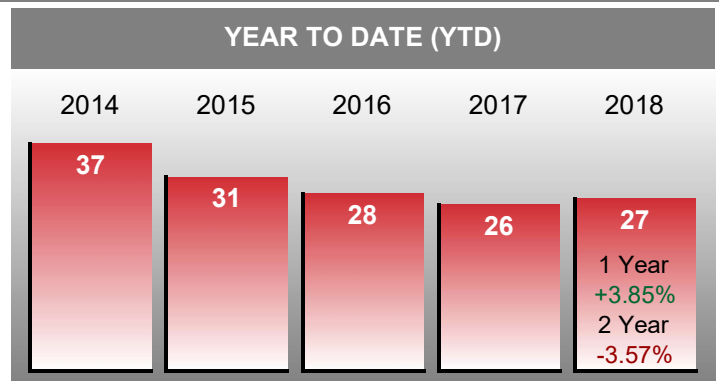
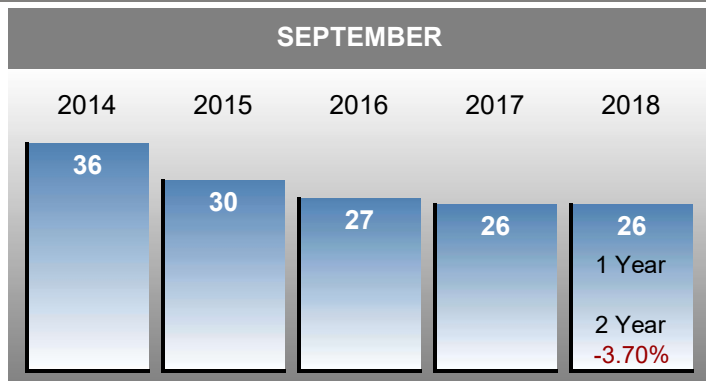
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MEDIAN DAYS ON MARKET TO SALE

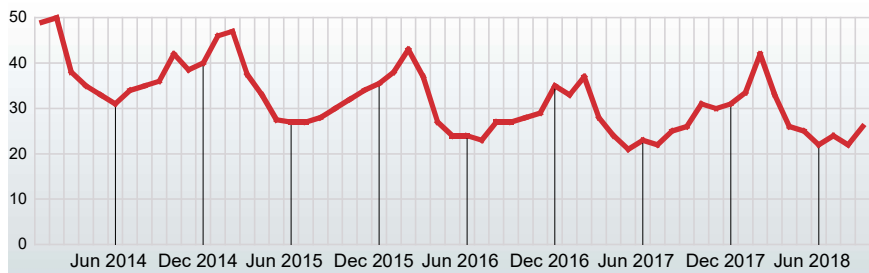
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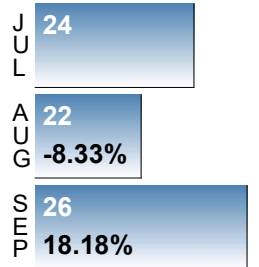
5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 29

3 MONTHS



High
Feb 2014 = 50
Low
May 2017 = 21
Median Days on Market
this month at **26**,
below the 5 yr SEP
average of **29**



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	82	7.25%	35.5	31.0	42.5	44.0	0.0
\$50,001 - \$100,000	159	14.06%	28.0	37.0	21.0	52.0	0.0
\$100,001 - \$125,000	111	9.81%	18.0	24.0	20.5	6.0	0.0
\$125,001 - \$175,000	293	25.91%	20.0	31.0	18.0	39.0	18.0
\$175,001 - \$225,000	184	16.27%	26.0	8.5	25.0	29.5	25.0
\$225,001 - \$325,000	189	16.71%	30.0	56.0	21.0	36.0	22.0
\$325,001 and up	113	9.99%	34.0	18.0	26.0	37.5	61.0
Median Closed DOM			26.0	31.0	21.0	36.0	28.0
Total Closed Units		100%	26.0	165	638	294	34
Total Closed Volume			213,033,411	17.05M	101.33M	81.30M	13.35M

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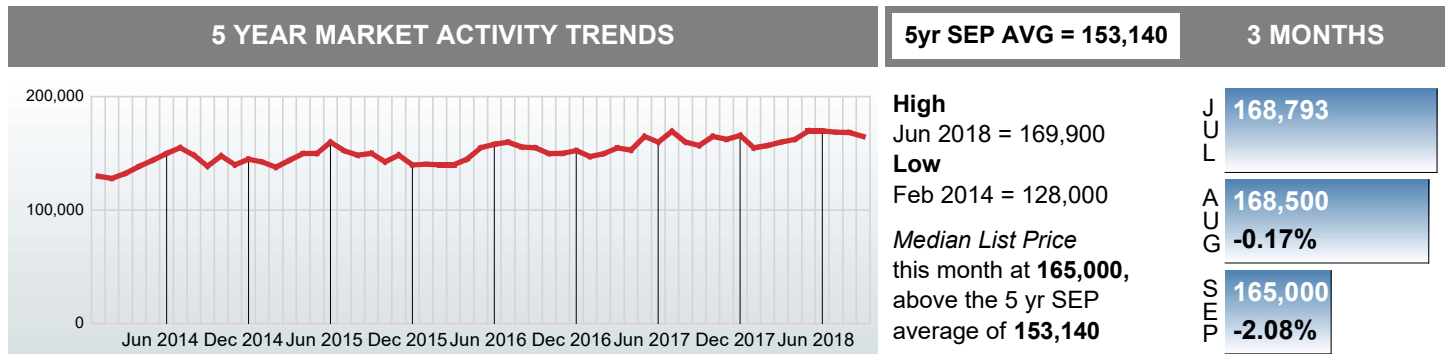
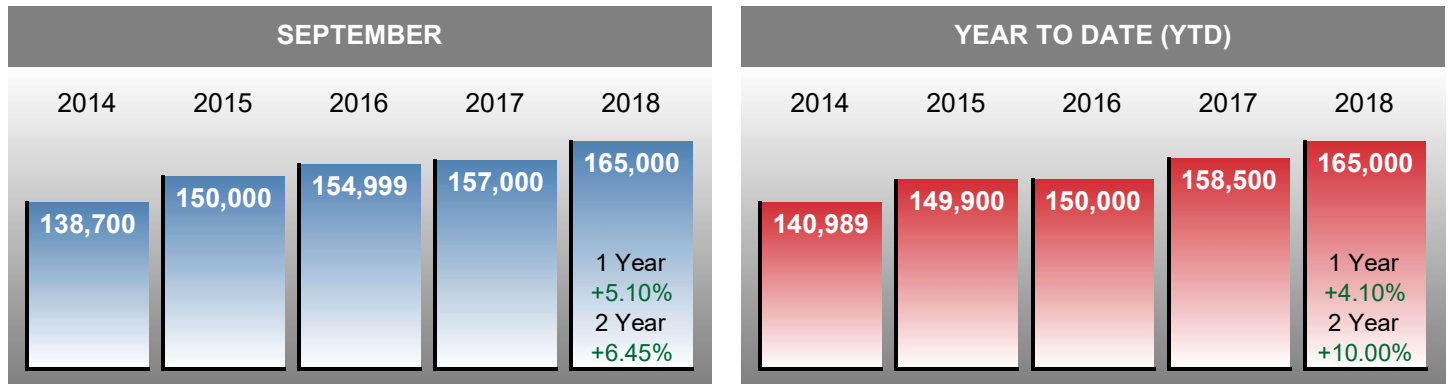
September 2018

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MEDIAN LIST PRICE AT CLOSING

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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	78	6.90%	35,000	30,000	39,000	41,498	0
\$50,001 - \$100,000	159	14.06%	83,000	78,700	84,950	85,900	0
\$100,001 - \$125,000	97	8.58%	116,500	111,450	118,250	115,000	0
\$125,001 - \$175,000	287	25.38%	149,900	141,000	149,900	159,999	152,450
\$175,001 - \$225,000	197	17.42%	195,000	194,500	190,250	199,700	194,900
\$225,001 - \$325,000	194	17.15%	265,458	260,000	251,450	275,000	280,000
\$325,001 and up	119	10.52%	408,000	575,900	379,950	429,450	500,000
Median List Price			165,000	87,500	150,000	244,950	301,200
Total Closed Units		100%	165,000	165	638	294	34
Total Closed Volume			219,176,955	18.06M	103.57M	83.64M	13.90M

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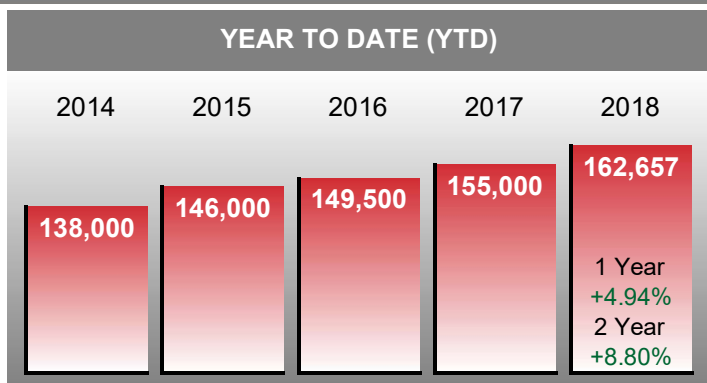
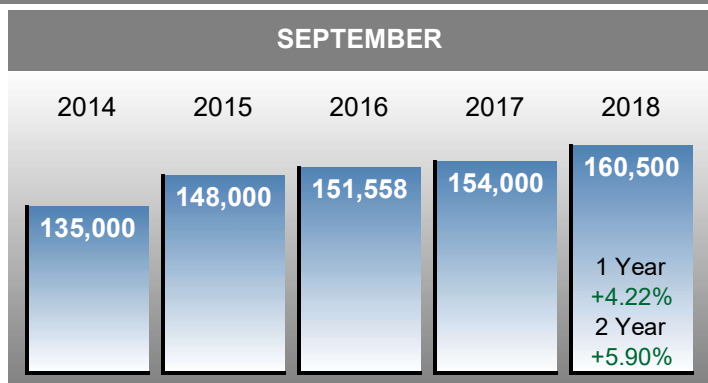
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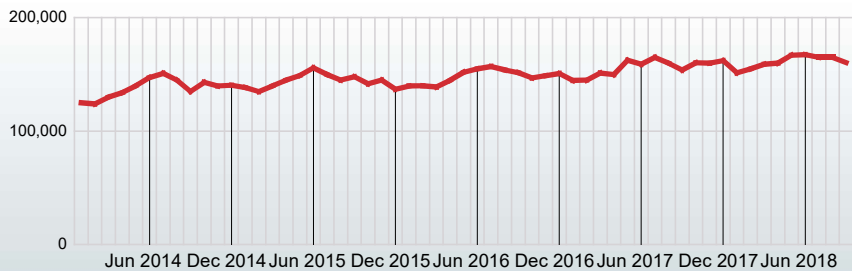
MEDIAN SOLD PRICE AT CLOSING

Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 149,812 **3 MONTHS**



High
Jun 2018 = 167,500
Low
Feb 2014 = 124,000
Median Sold Price
this month at **160,500**,
above the 5 yr SEP
average of **149,812**

JUL	165,000
AUG	165,000 0.00%
SEP	160,500 -2.73%

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	82	7.25%	33,250	30,000	34,815	36,000	0
\$50,001 - \$100,000	159	14.06%	79,900	74,000	82,480	87,000	0
\$100,001 - \$125,000	111	9.81%	115,000	110,000	115,000	125,000	0
\$125,001 - \$175,000	293	25.91%	150,000	140,000	150,000	160,000	148,625
\$175,001 - \$225,000	184	16.27%	194,500	190,000	193,000	196,762	190,000
\$225,001 - \$325,000	189	16.71%	267,500	260,000	252,000	272,000	275,000
\$325,001 and up	113	9.99%	408,000	547,000	379,950	429,950	492,500
Median Sold Price			160,500	81,000	149,950	241,500	290,000
Total Closed Units		100%	1,131	165	638	294	34
Total Closed Volume			213,033,411	17.05M	101.33M	81.30M	13.35M

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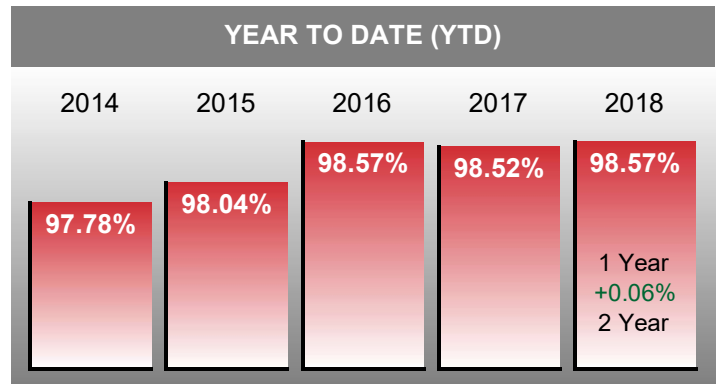
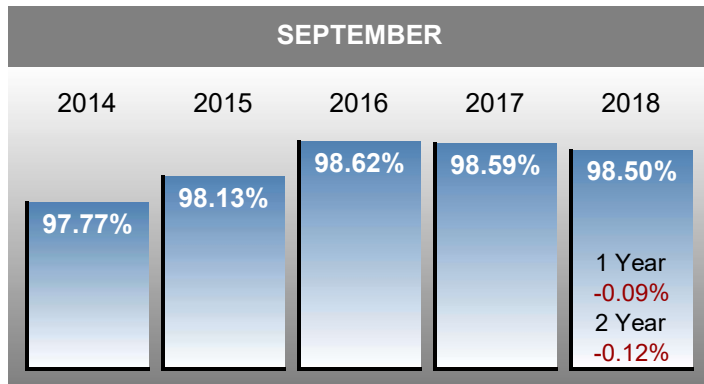
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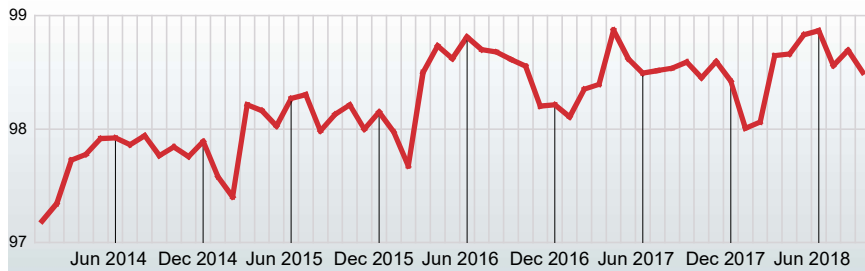
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 98.32% **3 MONTHS**



High
Apr 2017 = 98.87%

Low
Jan 2014 = 97.19%

Median Sold/List Ratio
this month at **98.50%**,
equal to 5 yr SEP
average of **98.32%**

JUL	98.56%
AUG	98.70%
SEP	98.50% -0.20%

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	82	7.25%	91.78%	92.11%	91.19%	90.03%	0.00%
\$50,001 - \$100,000	159	14.06%	96.94%	96.25%	97.15%	97.05%	0.00%
\$100,001 - \$125,000	111	9.81%	97.75%	99.77%	97.57%	100.00%	0.00%
\$125,001 - \$175,000	293	25.91%	99.30%	96.74%	99.29%	100.00%	97.52%
\$175,001 - \$225,000	184	16.27%	99.46%	97.94%	98.80%	99.61%	97.42%
\$225,001 - \$325,000	189	16.71%	98.93%	98.33%	99.17%	98.97%	98.21%
\$325,001 and up	113	9.99%	97.58%	94.98%	98.03%	97.48%	96.83%
Median Sold/List Ratio			98.50%	96.00%	98.65%	99.20%	97.45%
Total Closed Units		100%	98.50%	165	638	294	34
Total Closed Volume				17.05M	101.33M	81.30M	13.35M

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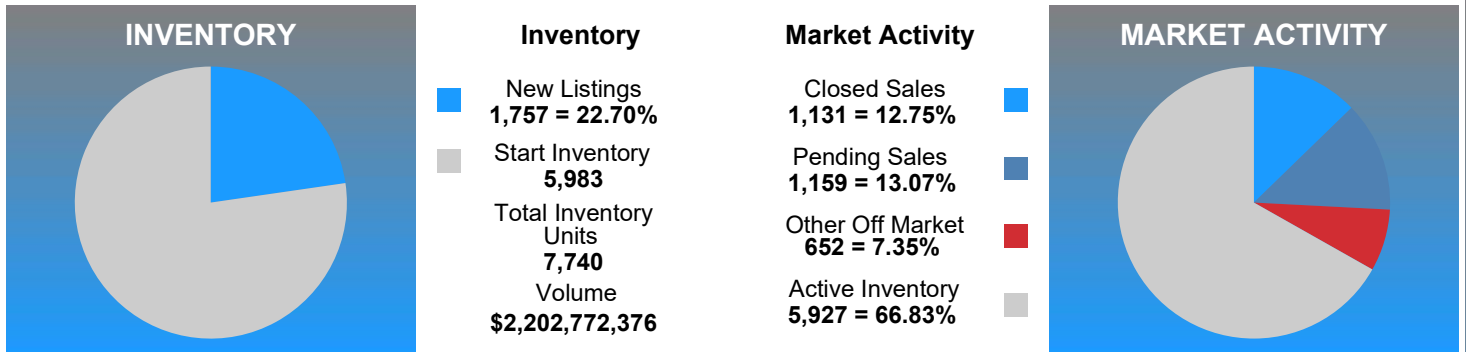
September 2018

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



MARKET SUMMARY

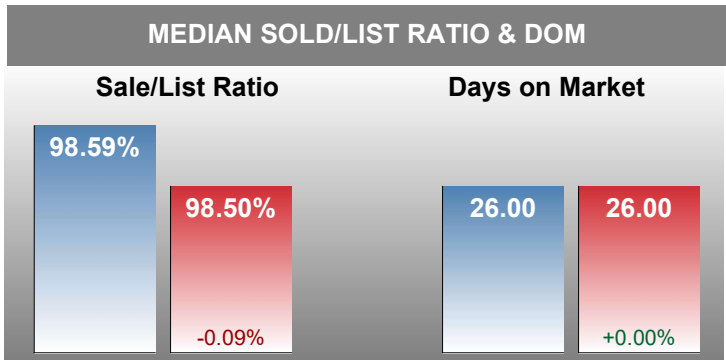
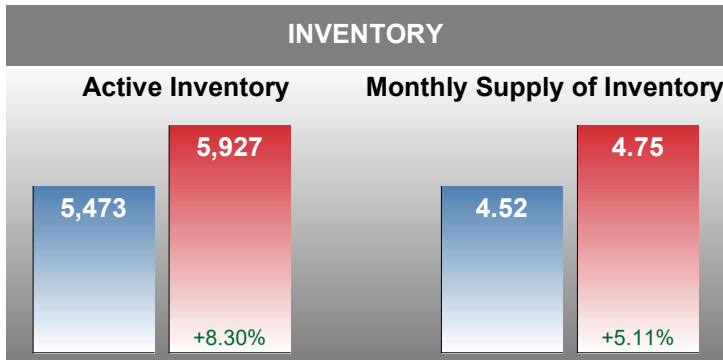
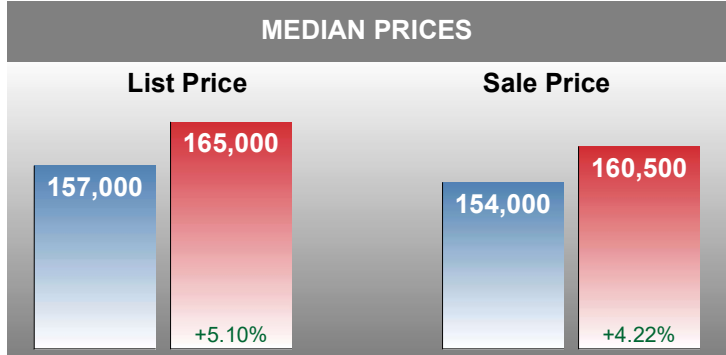
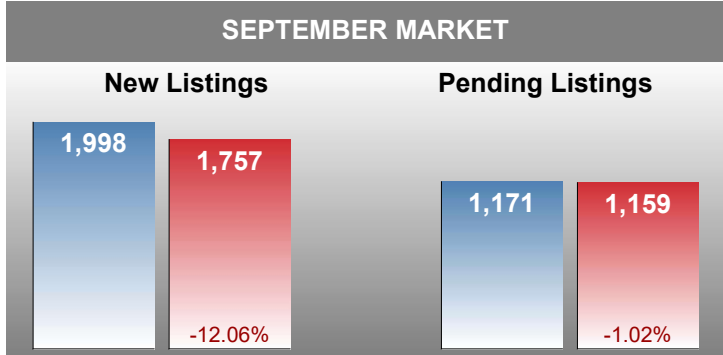
Report produced on Oct 11, 2018 for MLS Technology Inc.



Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,215	1,131	-6.91%	11,190	11,541	3.14%
Pending Sales	1,171	1,159	-1.02%	11,882	12,277	3.32%
New Listings	1,998	1,757	-12.06%	20,023	19,868	-0.77%
Median List Price	157,000	165,000	5.10%	158,500	165,000	4.10%
Median Sale Price	154,000	160,500	4.22%	155,000	162,657	4.94%
Median Percent of Selling Price to List Price	98.59%	98.50%	-0.09%	98.52%	98.57%	0.06%
Median Days on Market to Sale	26.00	26.00	0.00%	26.00	27.00	3.85%
Monthly Inventory	5,473	5,927	8.30%	5,473	5,927	8.30%
Months Supply of Inventory	4.52	4.75	5.11%	4.52	4.75	5.11%

Absorption: Last 12 months, an Average of **1,248** Sales/Month

Inventory on September 30, 2018 = 5,927 2017 2018



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Phone: 918-663-7500

Email: support@mlstechnology.com