

## October 2018

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

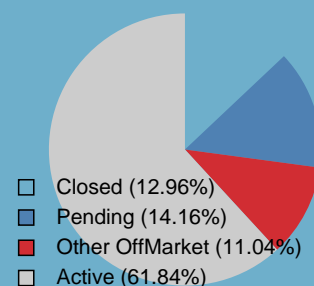


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	1,197	1,203	0.50%
Pending Listings	1,142	1,314	15.06%
New Listings	2,059	2,030	-1.41%
Average List Price	205,867	204,939	-0.45%
Average Sale Price	198,495	198,702	0.10%
Average Percent of List Price to Selling Price	97.33%	97.55%	0.23%
Average Days on Market to Sale	47.17	44.04	-6.62%
End of Month Inventory	7,725	5,738	-25.72%
Months Supply of Inventory	6.38	4.59	-28.02%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **1,250** Sales/Month  
**Active Inventory** as of October 31, 2018 = **5,738**

#### Analysis Wrap-Up

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

The total housing inventory at the end of October 2018 decreased **25.72%** to 5,738 existing homes available for sale. Over the last 12 months this area has had an average of 1,250 closed sales per month. This represents an unsold inventory index of **4.59** MSI for this period.

##### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **0.10%** in October 2018 to \$198,702 versus the previous year at \$198,495.

##### Average Days on Market Shortens

The average number of **44.04** days that homes spent on the market before selling decreased by 3.12 days or **6.62%** in October 2018 compared to last year's same month at **47.17** DOM.

##### Sales Success for October 2018 is Positive

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

There were 2,030 New Listings in October 2018, down **1.41%** from last year at 2,059. Furthermore, there were 1,203 Closed Listings this month versus last year at 1,197, a **0.50%** increase.

Closed versus Listed trends yielded a **59.3%** ratio, up from previous year's, October 2017, at **58.1%**, a **1.94%** 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

<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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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?

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

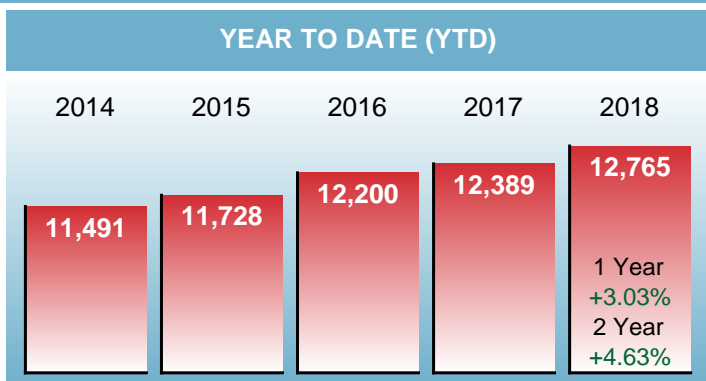
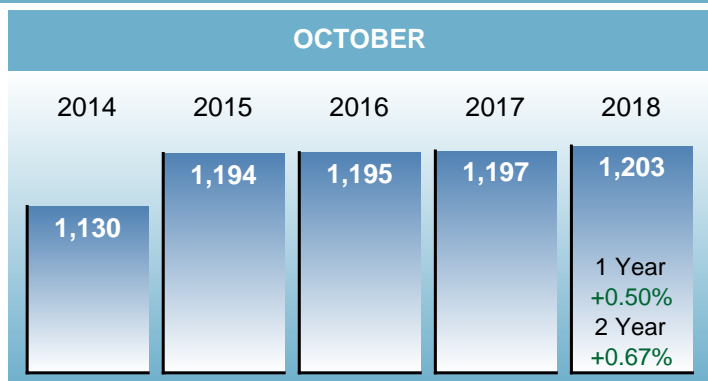
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## CLOSED LISTINGS

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



5yr OCT AVG = 1,184	3 MONTHS
	<b>AUG</b> 1,499
	<b>SEP</b> 1,138 -24.08%
	<b>OCT</b> 1,203 5.71%

## CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	106	8.81%	52.1	72	31	3	0
\$50,001 - \$75,000	85	7.07%	43.5	39	41	4	1
\$75,001 - \$125,000	191	15.88%	38.1	39	140	12	0
\$125,001 - \$175,000	300	24.94%	36.0	20	230	46	4
\$175,001 - \$225,000	198	16.46%	42.8	11	111	68	8
\$225,001 - \$350,000	200	16.63%	49.6	9	78	87	26
\$350,001 and up	123	10.22%	59.3	9	21	61	32
<b>Total Closed Units</b>	<b>1,203</b>			199	652	281	71
<b>Total Closed Volume</b>	<b>239,039,055</b>	100%	44.0	19.60M	105.72M	75.96M	37.77M
<b>Average Closed Price</b>	<b>\$198,702</b>			\$98,484	\$162,146	\$270,303	\$531,917

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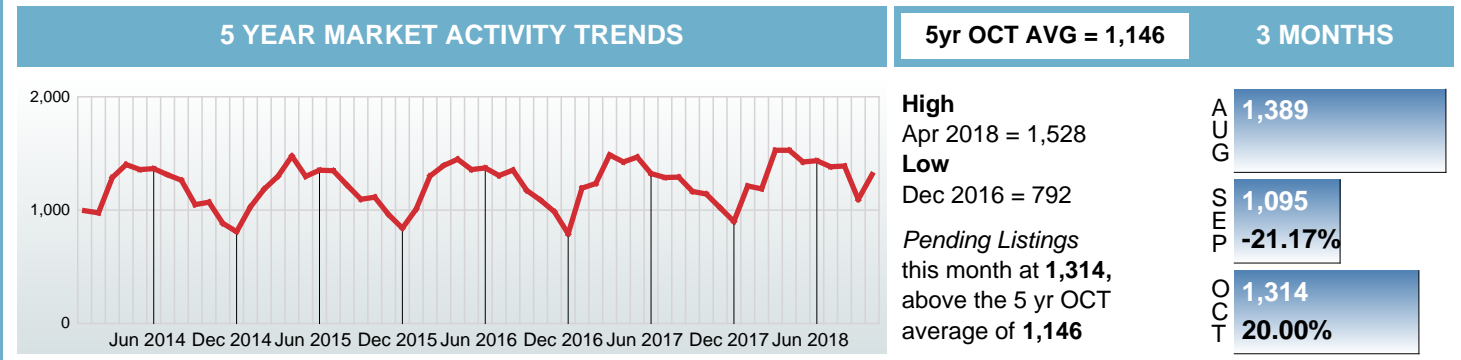
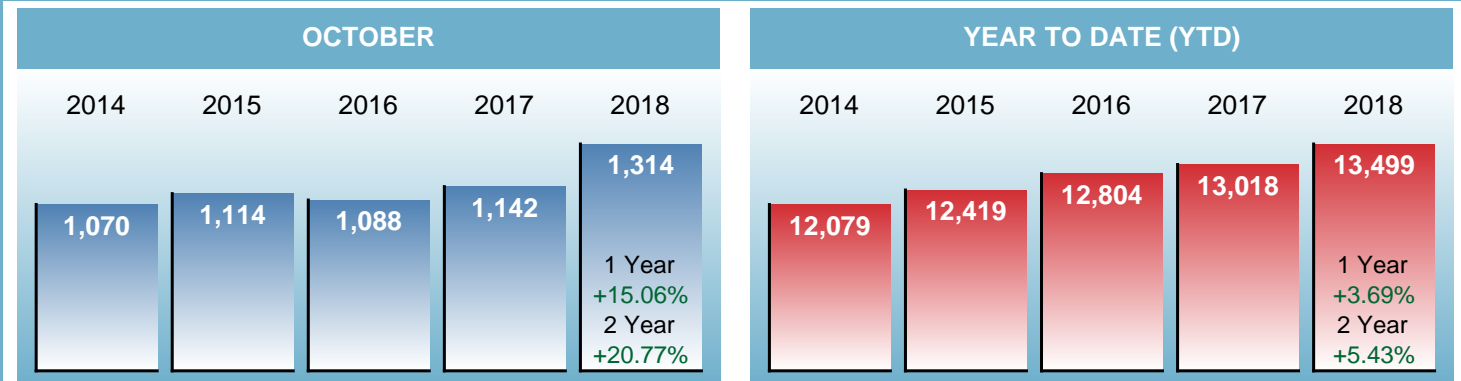
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## PENDING LISTINGS

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



## PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	105	7.99%	45.4	71	27	5	2
\$50,001 - \$100,000	188	14.31%	45.4	73	97	17	1
\$100,001 - \$125,000	112	8.52%	47.9	18	78	13	3
\$125,001 - \$175,000	355	27.02%	42.1	22	276	50	7
\$175,001 - \$225,000	209	15.91%	50.5	14	117	72	6
\$225,001 - \$325,000	190	14.46%	62.0	4	75	100	11
\$325,001 and up	155	11.80%	58.2	9	40	83	23
<b>Total Pending Units</b>	<b>1,314</b>			<b>211</b>	<b>710</b>	<b>340</b>	<b>53</b>
<b>Total Pending Volume</b>	<b>251,738,570</b>	<b>100%</b>	<b>41.3</b>	<b>21.73M</b>	<b>119.62M</b>	<b>91.24M</b>	<b>19.14M</b>
<b>Average Listing Price</b>	<b>\$187,140</b>			<b>\$102,992</b>	<b>\$168,484</b>	<b>\$268,365</b>	<b>\$361,124</b>

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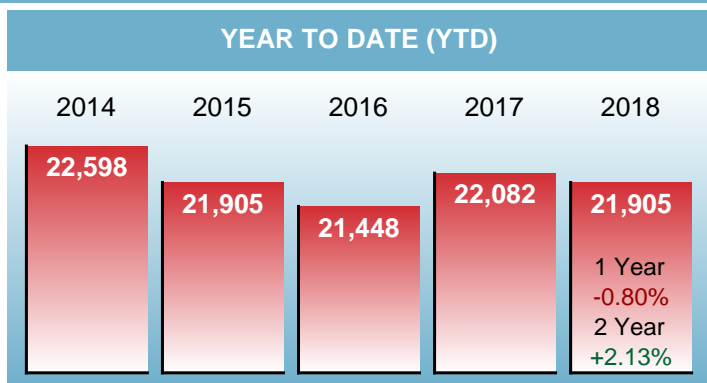
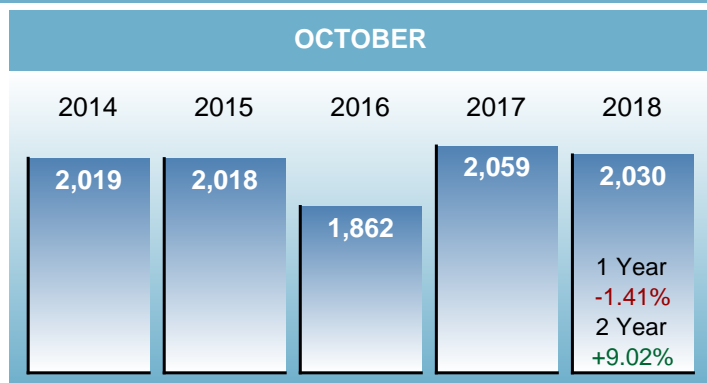
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## NEW LISTINGS

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



**5yr OCT AVG = 1,998**

**3 MONTHS**

**High**  
Apr 2014 = 2,563

**Low**  
Dec 2015 = 1,365

*New Listings*  
this month at **2,030**,  
above the 5 yr OCT  
average of **1,998**

**AUG** 2,391

**SEP** 1,763  
-26.27%

**OCT** 2,030  
15.14%

## 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	195	9.61%	147	45	3	0
\$50,001 - \$75,000	118	5.81%	67	43	8	0
\$75,001 - \$125,000	303	14.93%	119	160	21	3
\$125,001 - \$200,000	616	30.34%	108	396	107	5
\$200,001 - \$275,000	299	14.73%	29	126	131	13
\$275,001 - \$425,000	286	14.09%	29	83	148	26
\$425,001 and up	213	10.49%	41	22	92	58
<b>Total New Listed Units</b>	2,030		540	875	510	105
<b>Total New Listed Volume</b>	529,677,296		141.39M	155.79M	170.15M	62.35M
<b>Average New Listed Listing Price</b>	\$198,701		\$261,835	\$178,045	\$333,629	\$593,775

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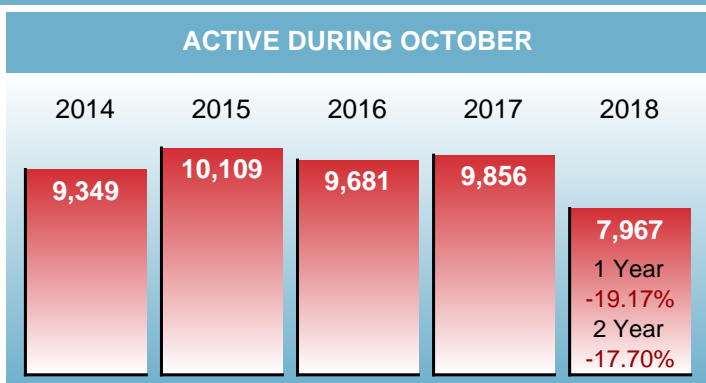
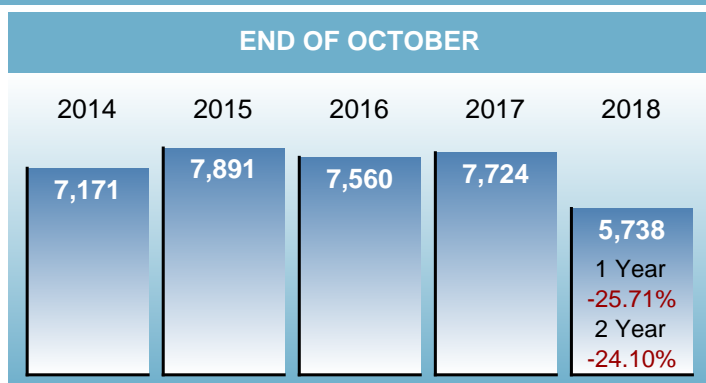
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## ACTIVE INVENTORY

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



**5yr OCT AVG = 7,217**

**3 MONTHS**

<b>High</b>	Jul 2015 = 8,355
<b>Low</b>	Oct 2018 = 5,738
<i>Inventory this month at 5,738, below the 5 yr OCT average of 7,217</i>	

<b>AUG</b>	6,973
<b>SEP</b>	6,396 -8.27%
<b>OCT</b>	5,738 -10.29%

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	215	3.75%	108.0	195	14	4	2
\$25,001 - \$75,000	745	12.98%	91.0	550	173	22	0
\$75,001 - \$150,000	1,103	19.22%	75.7	400	584	104	15
\$150,001 - \$250,000	1,500	26.14%	74.3	249	760	449	42
\$250,001 - \$350,000	899	15.67%	81.9	104	260	455	80
\$350,001 - \$550,000	690	12.03%	87.2	66	142	365	117
\$550,001 and up	586	10.21%	102.1	160	59	195	172
<b>Total Active Inventory by Units</b>	5,738			1,724	1,992	1,594	428
<b>Total Active Inventory by Volume</b>	1,749,265,685	100%	83.6	466.90M	416.19M	588.95M	277.22M
<b>Average Active Inventory Listing Price</b>	\$304,856			\$270,826	\$208,932	\$369,479	\$647,711

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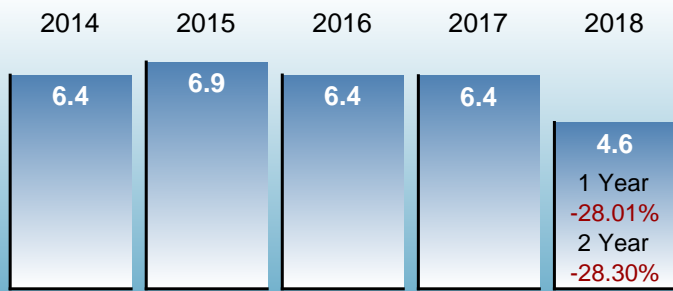
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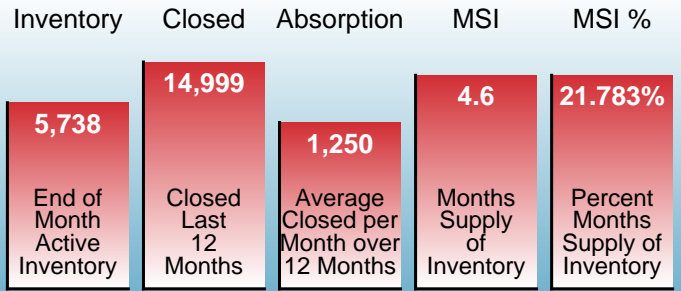
## MONTHS SUPPLY of INVENTORY (MSI)

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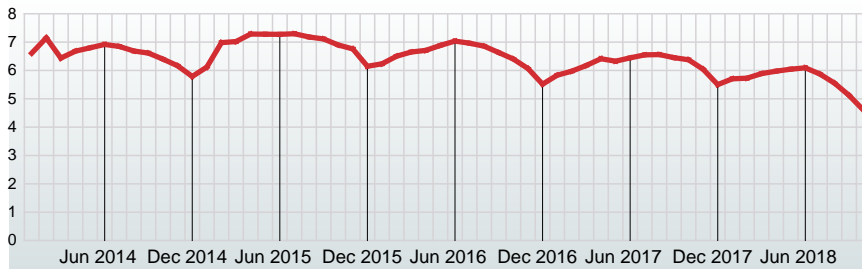
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2018



### 5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 6.1

3 MONTHS

**High**  
Jul 2015 = 7.3  
**Low**  
Oct 2018 = 4.6

Months Supply this month at **4.6**, below the 5 yr OCT average of **6.1**

**AUG** 5.6  
**SEPT** 5.1  
**OCT** 4.6  
-7.80%  
-10.32%

### 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	215	3.75%	6.0	7.2	1.8	4.4	12.0
\$25,001 - \$75,000	745	12.98%	4.9	7.4	2.5	2.8	0.0
\$75,001 - \$150,000	1,103	19.22%	3.0	7.4	2.1	3.0	4.6
\$150,001 - \$250,000	1,500	26.14%	3.6	11.8	3.0	3.3	4.1
\$250,001 - \$350,000	899	15.67%	5.8	15.8	5.4	5.3	5.0
\$350,001 - \$550,000	690	12.03%	8.2	16.5	8.4	7.4	8.4
\$550,001 and up	586	10.21%	18.3	60.0	16.1	12.2	17.8
Market Supply of Inventory (MSI)	4.6			9.1	2.9	4.8	8.0
Total Active Inventory by Units	5,738	100%	4.6	1,724	1,992	1,594	428

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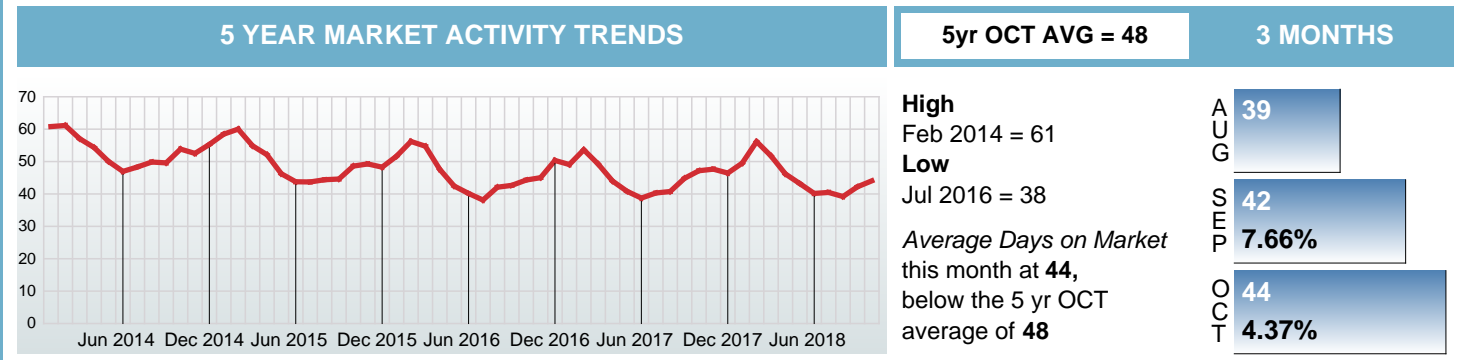
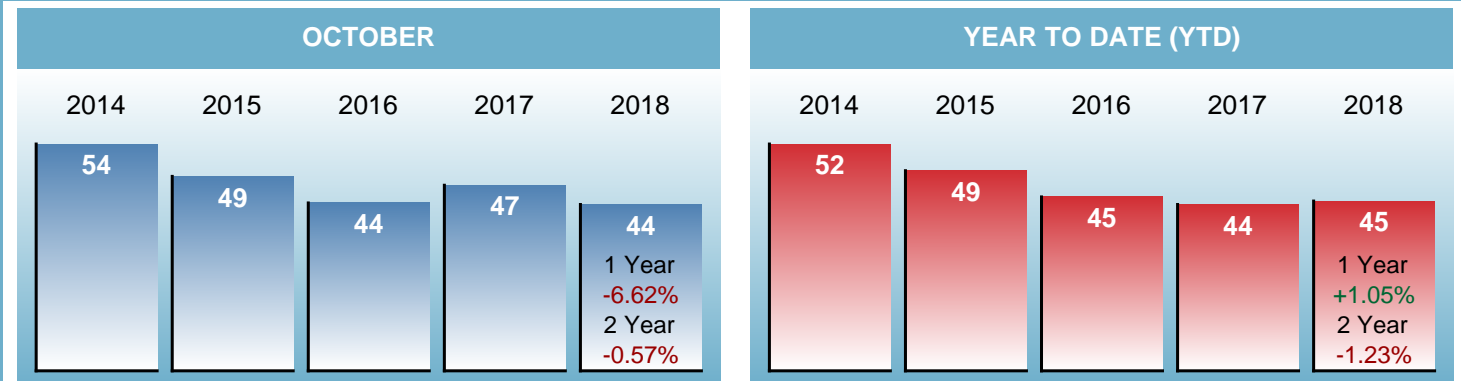
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## AVERAGE DAYS ON MARKET TO SALE

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



## AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	106	8.81%	52.1	55.1	43.2	72.0	0.0
\$50,001 - \$75,000	85	7.07%	43.5	48.6	39.8	37.3	20.0
\$75,001 - \$125,000	191	15.88%	38.1	37.9	37.1	50.6	0.0
\$125,001 - \$175,000	300	24.94%	36.0	50.0	31.5	51.7	41.5
\$175,001 - \$225,000	198	16.46%	42.8	40.1	43.6	41.2	50.6
\$225,001 - \$350,000	200	16.63%	49.6	26.8	39.7	58.0	59.1
\$350,001 and up	123	10.22%	59.3	39.6	60.1	68.9	46.1
Average Closed DOM	44.0			47.1	37.7	54.8	50.8
Total Closed Units	1,203			199	652	281	71
Total Closed Volume	239,039,055			19.60M	105.72M	75.96M	37.77M

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

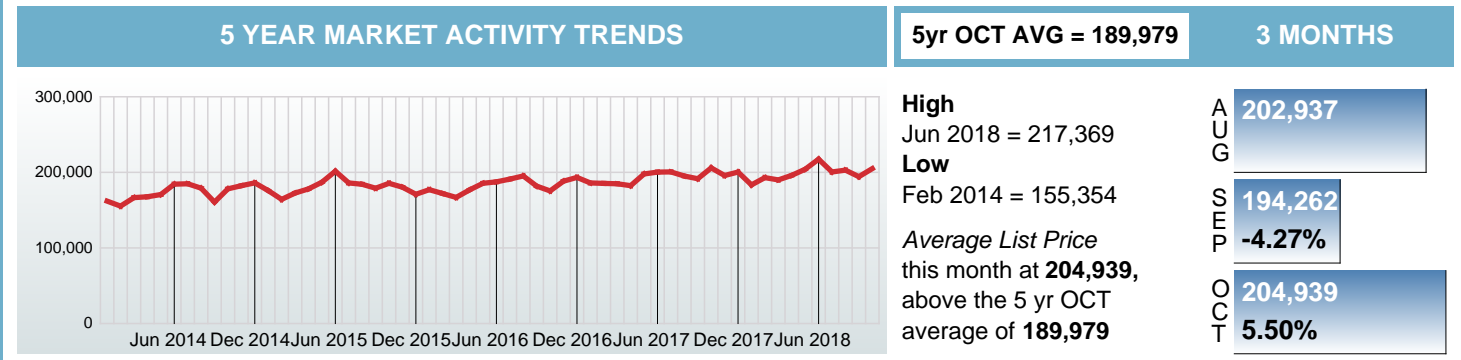
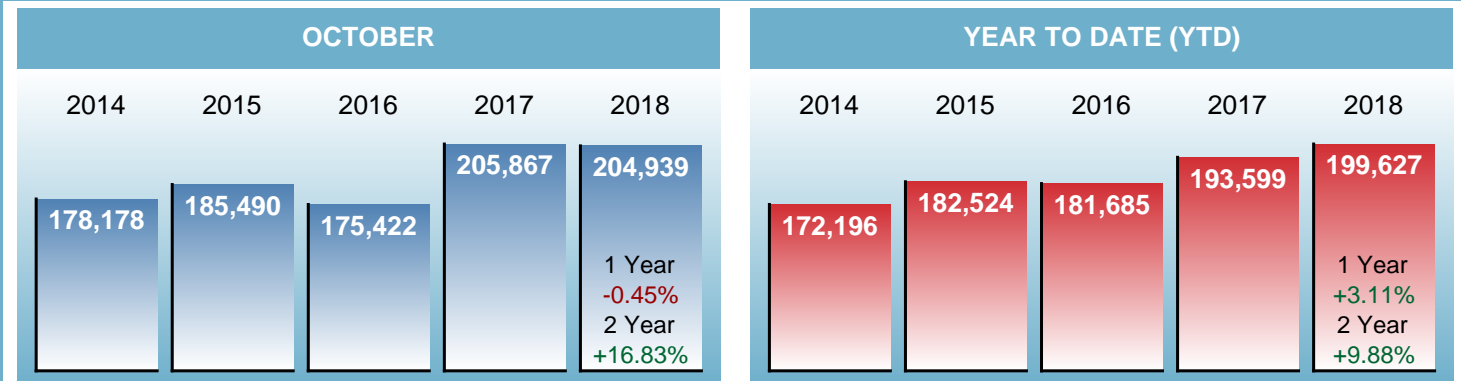
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## AVERAGE LIST PRICE AT CLOSING

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



## AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	105	8.73%	30,642	28,335	38,492	28,967	0
\$50,001 - \$75,000	76	6.32%	63,876	64,242	68,503	73,225	60,000
\$75,001 - \$125,000	185	15.38%	101,700	103,738	105,266	114,513	0
\$125,001 - \$175,000	306	25.44%	152,251	156,445	152,978	161,824	146,175
\$175,001 - \$225,000	194	16.13%	196,383	212,700	199,740	198,142	201,612
\$225,001 - \$350,000	209	17.37%	276,645	284,133	280,201	284,102	286,758
\$350,001 and up	128	10.64%	602,729	451,611	489,352	497,828	942,610
<b>Average List Price</b>			204,939	103,928	165,993	276,711	561,645
<b>Total Closed Units</b>		100%	204,939	199	652	281	71
<b>Total Closed Volume</b>			246,541,699	20.68M	108.23M	77.76M	39.88M

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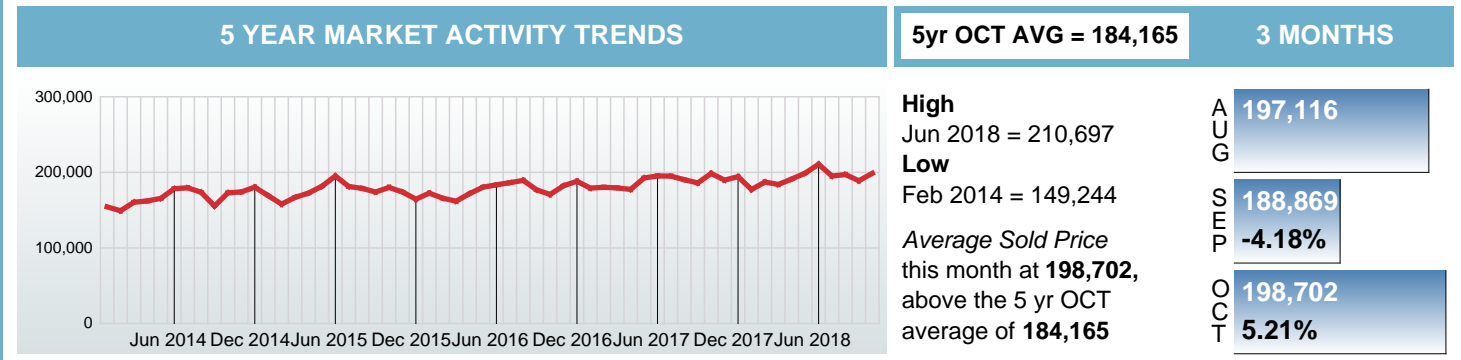
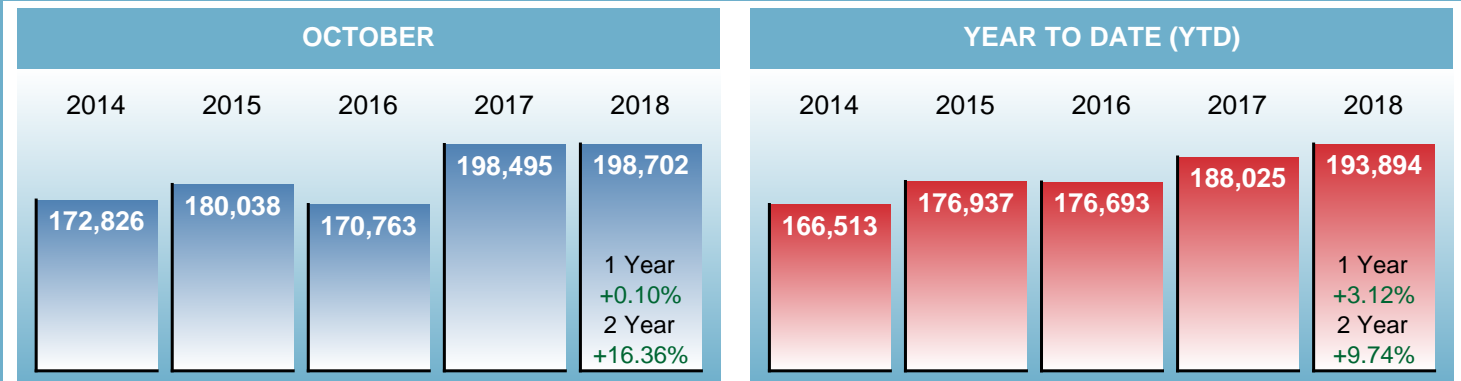
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## AVERAGE SOLD PRICE AT CLOSING

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## AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	106	8.81%	27,835	24,978	34,513	27,400	0
\$50,001 - \$75,000	85	7.07%	63,392	61,156	64,763	72,250	58,902
\$75,001 - \$125,000	191	15.88%	101,950	99,381	102,335	105,814	0
\$125,001 - \$175,000	300	24.94%	151,869	149,433	150,800	159,256	140,625
\$175,001 - \$225,000	198	16.46%	195,804	199,791	195,602	195,592	194,925
\$225,001 - \$350,000	200	16.63%	275,652	259,897	272,067	278,841	281,185
\$350,001 and up	123	10.22%	583,475	445,941	478,589	482,443	883,578
Average Sold Price	198,702			98,484	162,146	270,303	531,917
Total Closed Units	1,203	100%	198,702	199	652	281	71
Total Closed Volume	239,039,055			19.60M	105.72M	75.96M	37.77M

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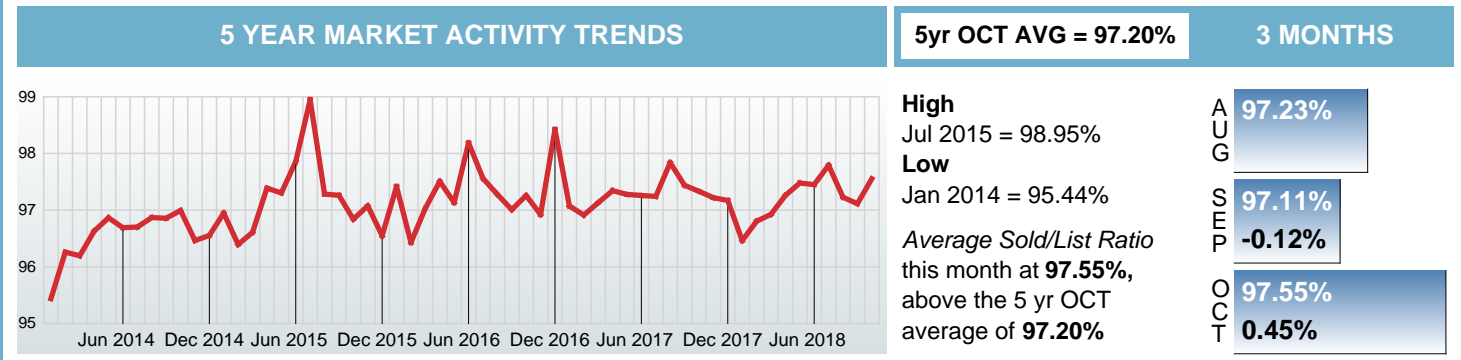
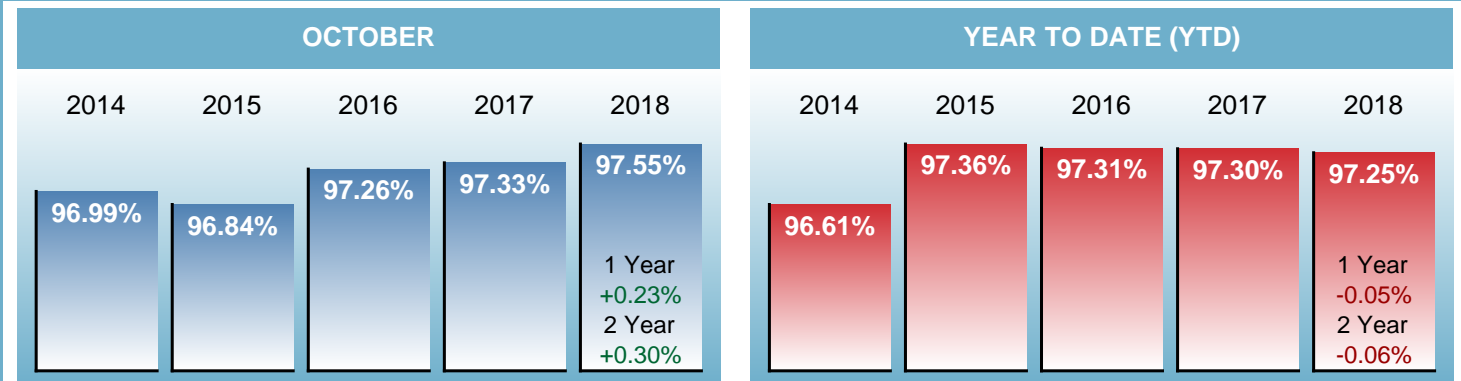
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## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	106	8.81%	89.87%	88.95%	91.53%	94.76%	0.00%
\$50,001 - \$75,000	85	7.07%	95.62%	95.54%	95.33%	98.81%	98.17%
\$75,001 - \$125,000	191	15.88%	97.80%	95.99%	98.73%	92.77%	0.00%
\$125,001 - \$175,000	300	24.94%	98.42%	96.00%	98.67%	98.44%	96.15%
\$175,001 - \$225,000	198	16.46%	98.07%	94.45%	98.06%	98.81%	96.97%
\$225,001 - \$350,000	200	16.63%	97.73%	92.81%	97.52%	98.29%	98.22%
\$350,001 and up	123	10.22%	101.88%	165.63%	97.86%	97.27%	95.39%
Average Sold/List Ratio			97.60%	96.27%	97.87%	97.95%	96.69%
Total Closed Units	1,203	100%	97.60%	199	652	281	71
Total Closed Volume	239,039,055			19.60M	105.72M	75.96M	37.77M

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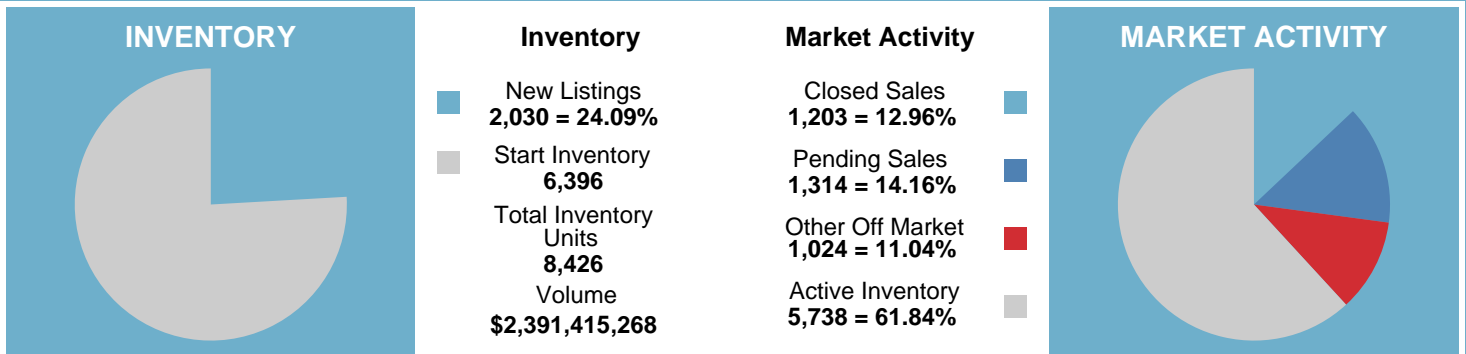
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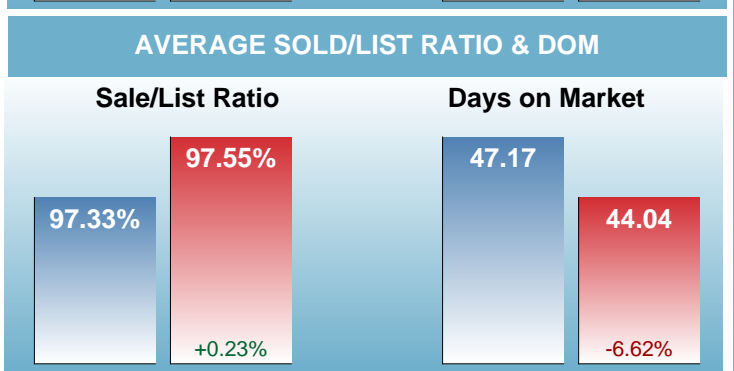
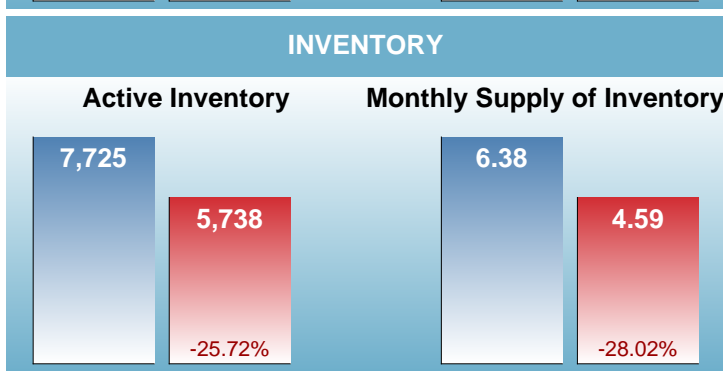
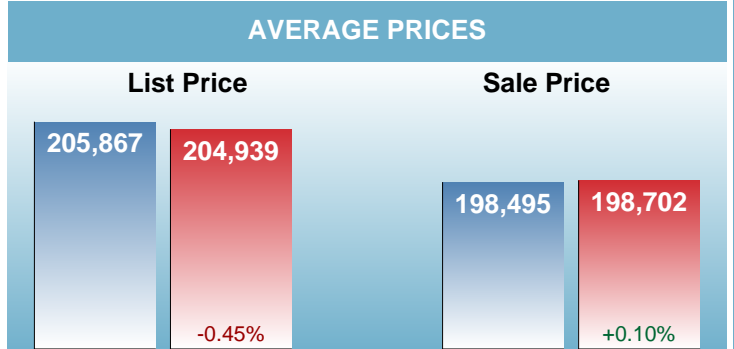
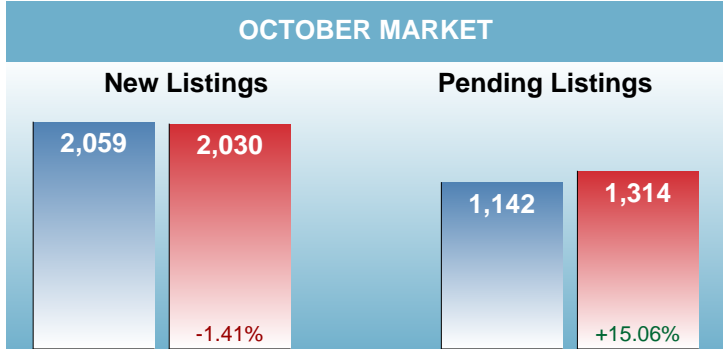
## MARKET SUMMARY

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



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,197	1,203	0.50%	12,389	12,765	3.03%
Pending Sales	1,142	1,314	15.06%	13,018	13,499	3.69%
New Listings	2,059	2,030	-1.41%	22,082	21,905	-0.80%
Average List Price	205,867	204,939	-0.45%	193,599	199,627	3.11%
Average Sale Price	198,495	198,702	0.10%	188,025	193,894	3.12%
Average Percent of Selling Price to List Price	97.33%	97.55%	0.23%	97.30%	97.25%	-0.05%
Average Days on Market to Sale	47.17	44.04	-6.62%	44.27	44.73	1.05%
Monthly Inventory	7,725	5,738	-25.72%	7,725	5,738	-25.72%
Months Supply of Inventory	6.38	4.59	-28.02%	6.38	4.59	-28.02%

**Absorption:** Last 12 months, an Average of **1,250** Sales/Month     **Inventory** on October 31, 2018 = **5,738**     2017     2018



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