

## October 2018

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

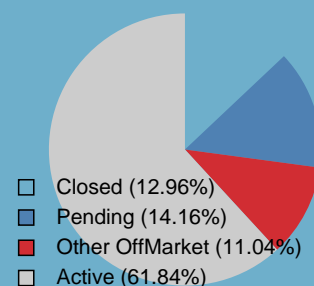


### MONTHLY INVENTORY ANALYSIS

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%
Median List Price	164,900	165,000	0.06%
Median Sale Price	160,250	163,900	2.28%
Median Percent of List Price to Selling Price	98.45%	98.27%	-0.19%
Median Days on Market to Sale	31.00	28.00	-9.68%
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.

##### 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 **2.28%** in October 2018 to \$163,900 versus the previous year at \$160,250.

##### Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 3.00 days or **9.68%** in October 2018 compared to last year's same month at **31.00** DOM.

##### Sales Success for October 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 2,030 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>
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<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
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<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.

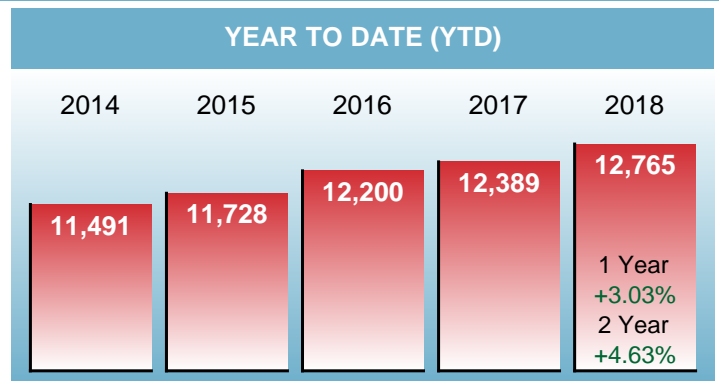
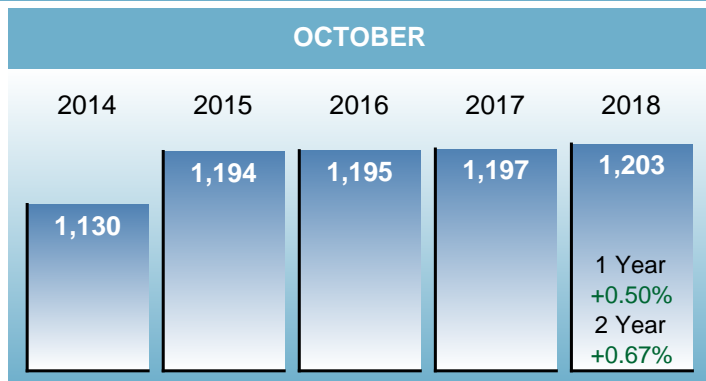
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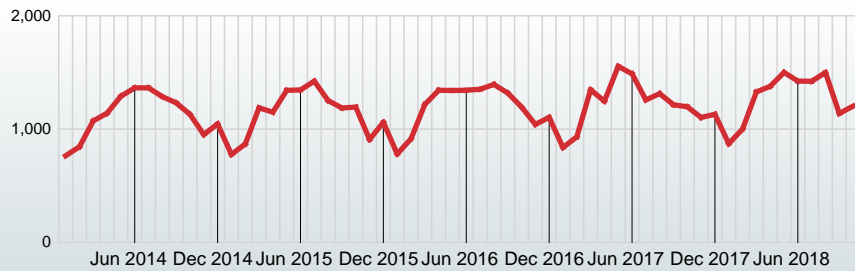
## CLOSED LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 1,184      3 MONTHS



**High**  
May 2017 = 1,554  
**Low**  
Jan 2014 = 765  
*Closed Listings*  
this month at **1,203**,  
above the 5 yr OCT  
average of **1,184**

AUG	1,499
SEP	1,138 -24.08%
OCT	1,203 5.71%

### 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	8.81%	35.5	72	31	3	0
\$50,001 - \$75,000	85	7.07%	27.0	39	41	4	1
\$75,001 - \$125,000	191	15.88%	25.0	39	140	12	0
\$125,001 - \$175,000	300	24.94%	20.5	20	230	46	4
\$175,001 - \$225,000	198	16.46%	32.0	11	111	68	8
\$225,001 - \$350,000	200	16.63%	30.5	9	78	87	26
\$350,001 and up	123	10.22%	42.0	9	21	61	32
<b>Total Closed Units</b>	<b>1,203</b>			<b>199</b>	<b>652</b>	<b>281</b>	<b>71</b>
<b>Total Closed Volume</b>	<b>239,039,055</b>	<b>100%</b>	<b>28.0</b>	<b>19.60M</b>	<b>105.72M</b>	<b>75.96M</b>	<b>37.77M</b>
<b>Median Closed Price</b>	<b>\$163,900</b>			<b>\$63,500</b>	<b>\$150,000</b>	<b>\$232,000</b>	<b>\$325,000</b>

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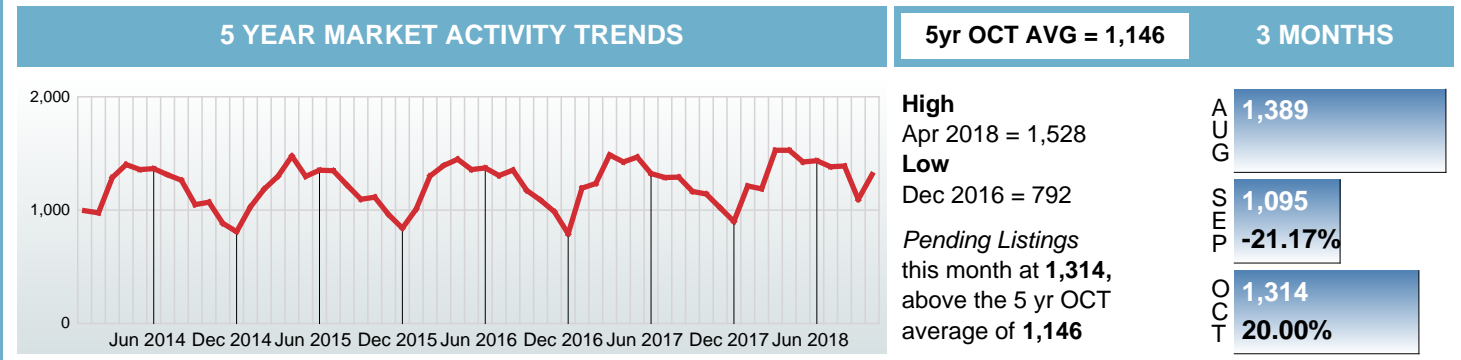
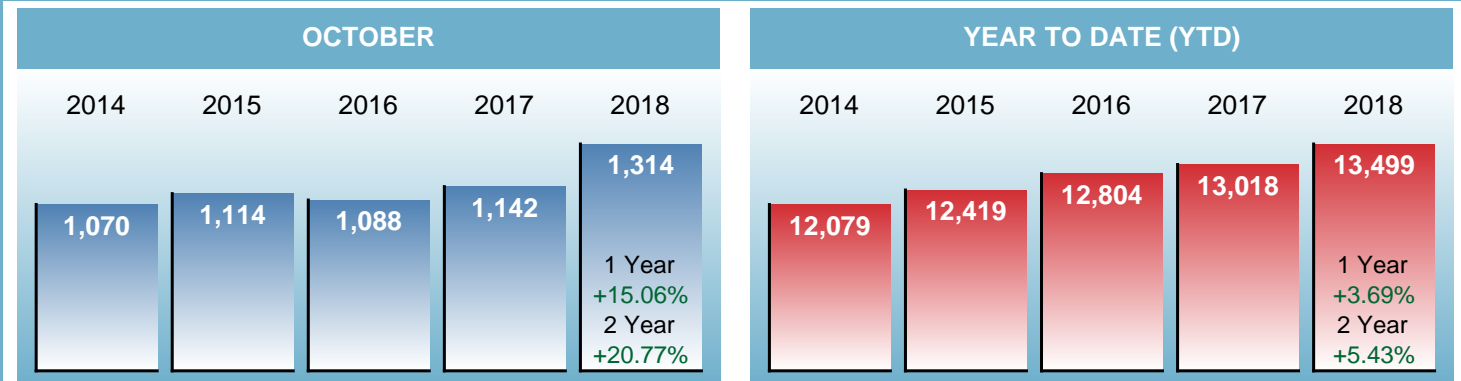
# October 2018

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



## 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	105	7.99%	31.0	71	27	5	2
\$50,001 - \$100,000	188	14.31%	33.0	73	97	17	1
\$100,001 - \$125,000	112	8.52%	35.0	18	78	13	3
\$125,001 - \$175,000	355	27.02%	27.0	22	276	50	7
\$175,001 - \$225,000	209	15.91%	35.0	14	117	72	6
\$225,001 - \$325,000	190	14.46%	53.0	4	75	100	11
\$325,001 and up	155	11.80%	46.0	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>34.0</b>	<b>21.73M</b>	<b>119.62M</b>	<b>91.24M</b>	<b>19.14M</b>
<b>Median Listing Price</b>	<b>\$160,450</b>			<b>\$70,000</b>	<b>\$154,450</b>	<b>\$238,500</b>	<b>\$285,000</b>

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

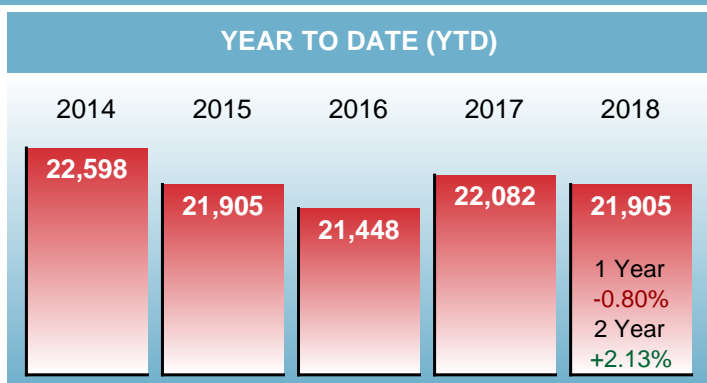
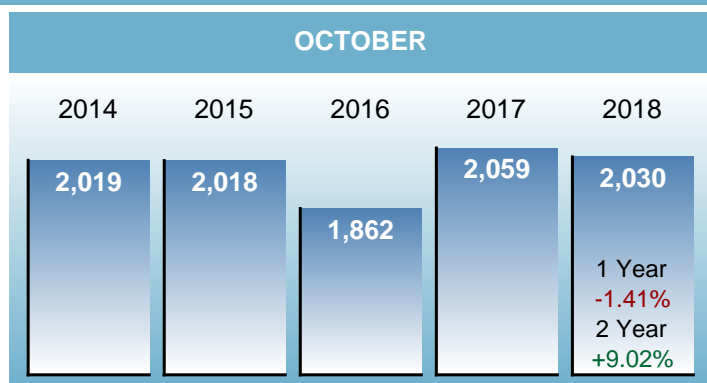
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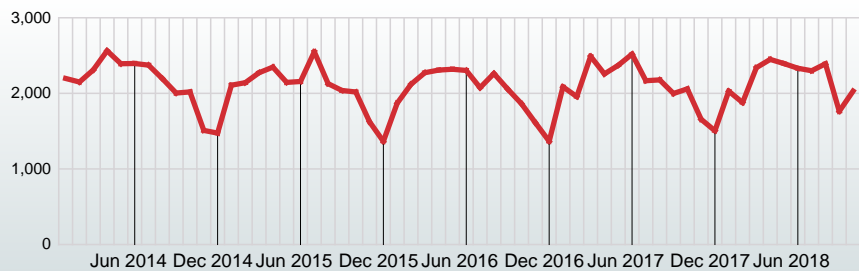
## NEW LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS

**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**

<b>AUG</b>	2,391
<b>SEP</b>	1,763 -26.27%
<b>OCT</b>	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>Median New Listed Listing Price</b>	\$172,255		\$91,000	\$159,000	\$269,000	\$462,000

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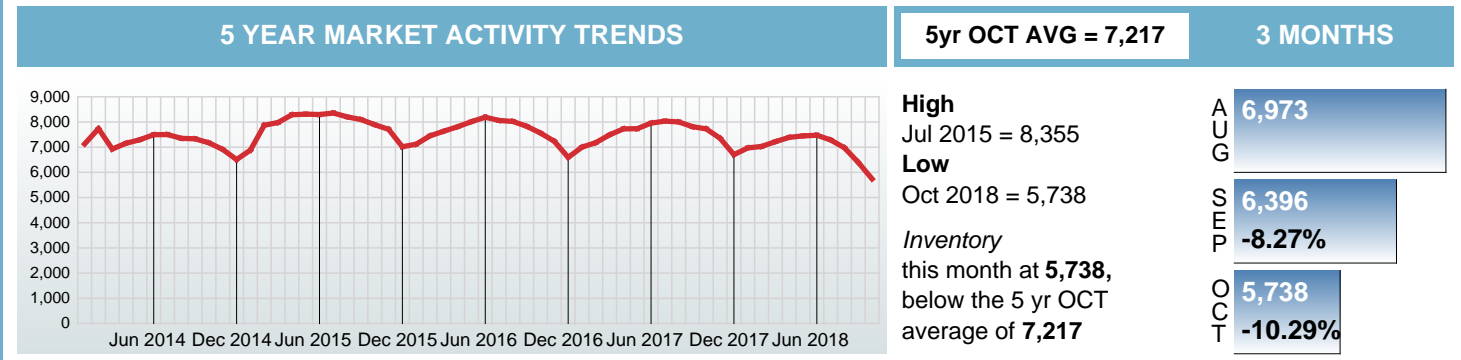
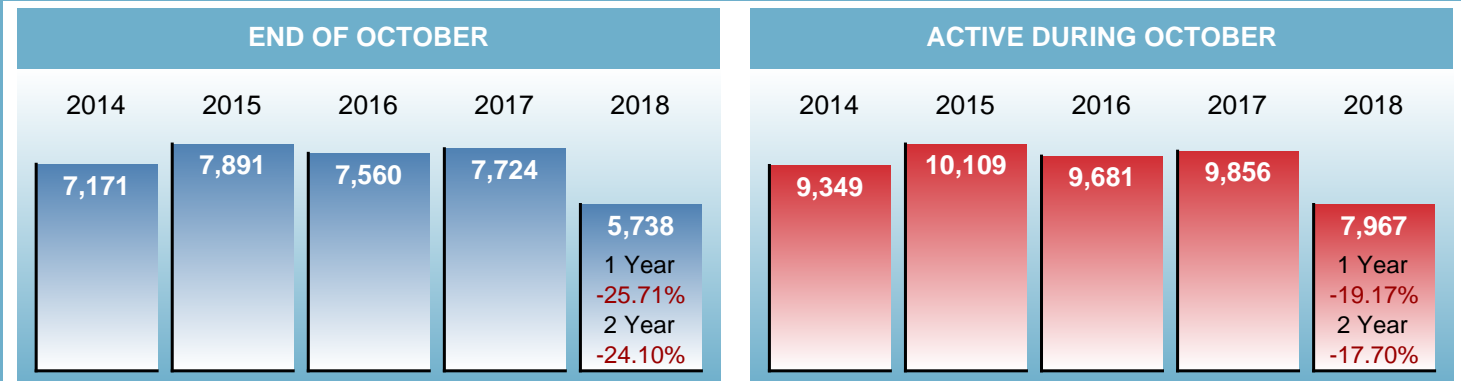
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## ACTIVE INVENTORY

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### 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	215	3.75%	89.0	195	14	4	2
\$25,001 - \$75,000	745	12.98%	77.0	550	173	22	0
\$75,001 - \$150,000	1,103	19.22%	57.0	400	584	104	15
\$150,001 - \$250,000	1,500	26.14%	61.0	249	760	449	42
\$250,001 - \$350,000	899	15.67%	75.0	104	260	455	80
\$350,001 - \$550,000	690	12.03%	75.0	66	142	365	117
\$550,001 and up	586	10.21%	82.0	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%	69.0	466.90M	416.19M	588.95M	277.22M
<b>Median Active Inventory Listing Price</b>	\$199,000			\$89,900	\$169,999	\$294,900	\$469,450

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# October 2018

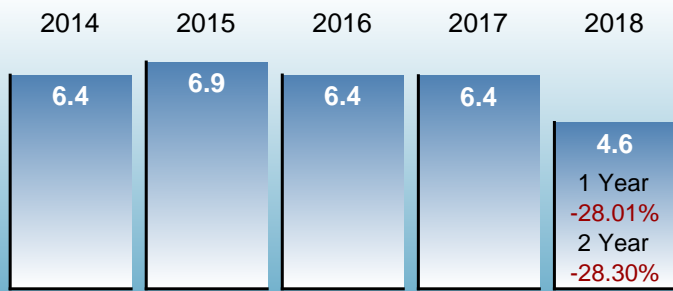
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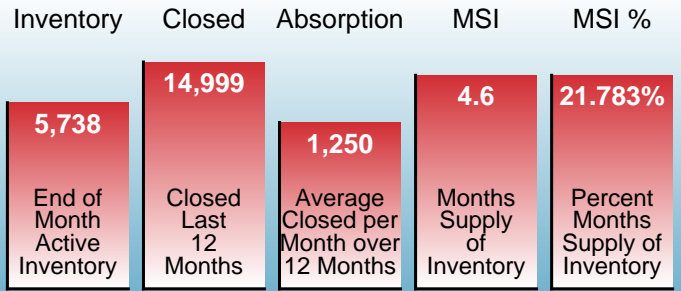
## MONTHS SUPPLY of INVENTORY (MSI)

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

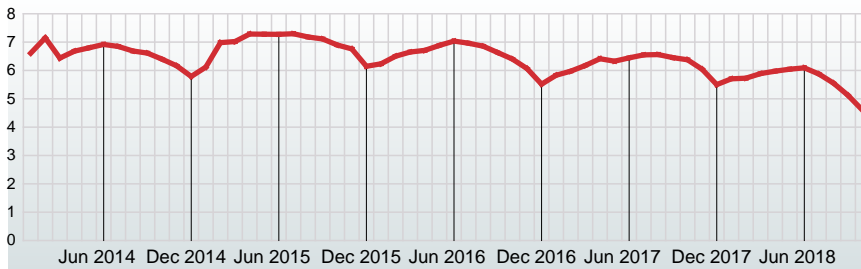
### MSI FOR OCTOBER



### 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

SEP  
5.1  
-7.80%

OCT  
4.6  
-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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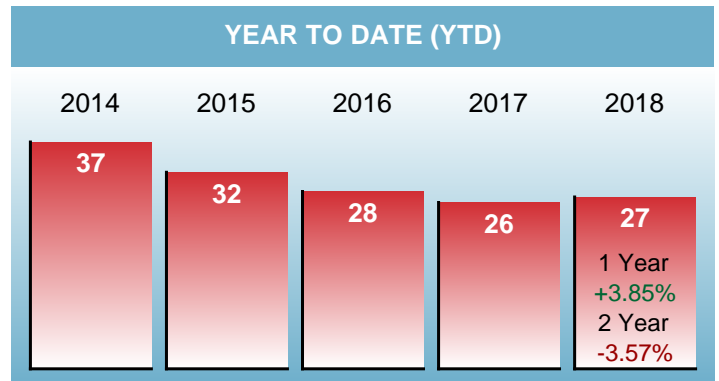
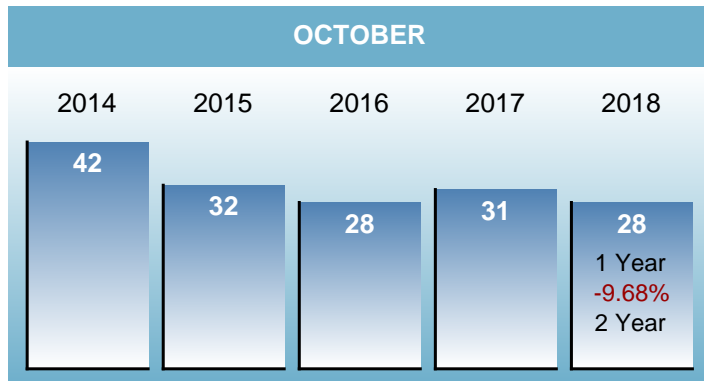
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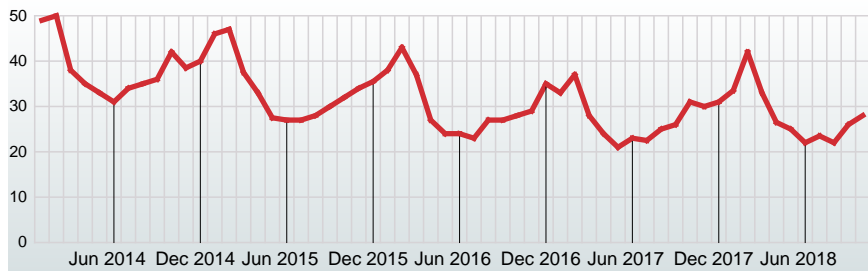


## MEDIAN DAYS ON MARKET TO SALE

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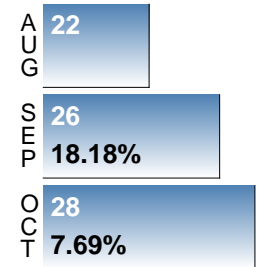


### 5 YEAR MARKET ACTIVITY TRENDS



**5yr OCT AVG = 32**      **3 MONTHS**

**High**  
Feb 2014 = 50  
**Low**  
May 2017 = 21  
*Median Days on Market*  
this month at **28**,  
below the 5 yr OCT  
average of **32**



### 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	8.81%	35.5	43.5	30.0	38.0	0.0
\$50,001 - \$75,000	85	7.07%	27.0	27.0	29.0	32.0	20.0
\$75,001 - \$125,000	191	15.88%	25.0	29.0	25.0	34.5	0.0
\$125,001 - \$175,000	300	24.94%	20.5	18.5	19.0	33.5	37.0
\$175,001 - \$225,000	198	16.46%	32.0	29.0	23.0	35.0	45.5
\$225,001 - \$350,000	200	16.63%	30.5	18.0	18.0	40.0	43.0
\$350,001 and up	123	10.22%	42.0	36.0	34.0	64.0	37.5
Median Closed DOM	28.0			31.0	22.0	40.0	42.0
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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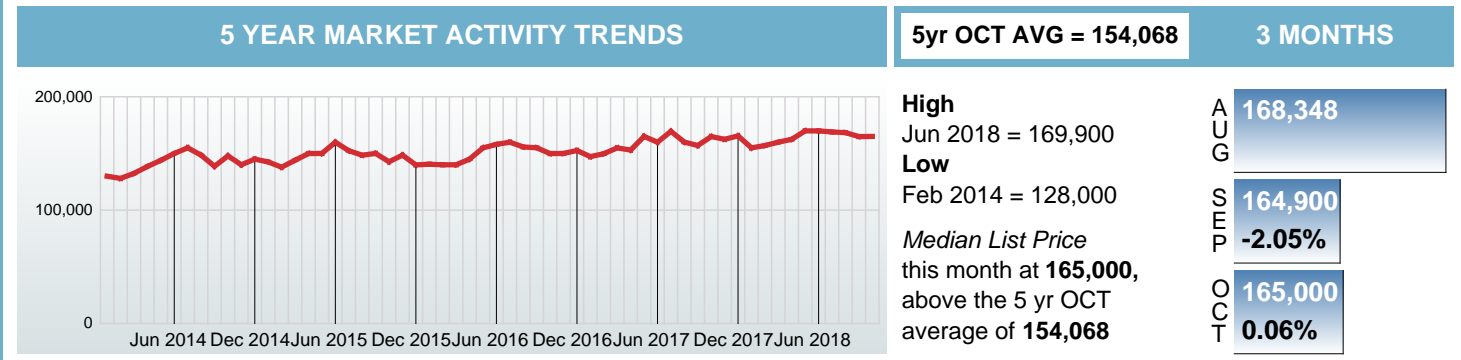
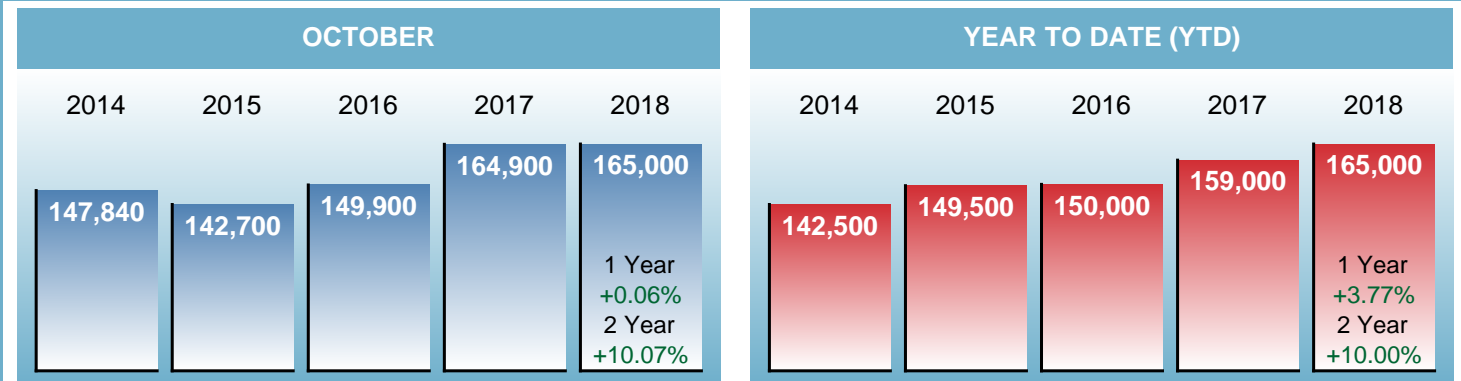
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## MEDIAN LIST PRICE AT CLOSING

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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	105	8.73%	29,900	28,850	39,350	29,900	0
\$50,001 - \$75,000	76	6.32%	64,700	60,750	67,200	74,450	60,000
\$75,001 - \$125,000	185	15.38%	100,000	99,995	103,000	99,450	0
\$125,001 - \$175,000	306	25.44%	152,250	147,450	150,000	162,295	144,900
\$175,001 - \$225,000	194	16.13%	193,424	192,000	194,900	190,000	189,900
\$225,001 - \$350,000	209	17.37%	269,900	257,500	259,900	275,000	279,900
\$350,001 and up	128	10.64%	446,650	419,500	425,000	437,000	534,900
<b>Median List Price</b>			165,000	68,000	152,900	235,000	325,000
<b>Total Closed Units</b>	1,203	100%	165,000	199	652	281	71
<b>Total Closed Volume</b>	246,541,699			20.68M	108.23M	77.76M	39.88M

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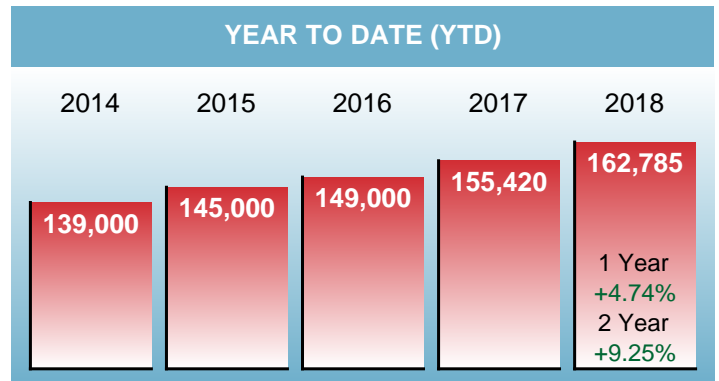
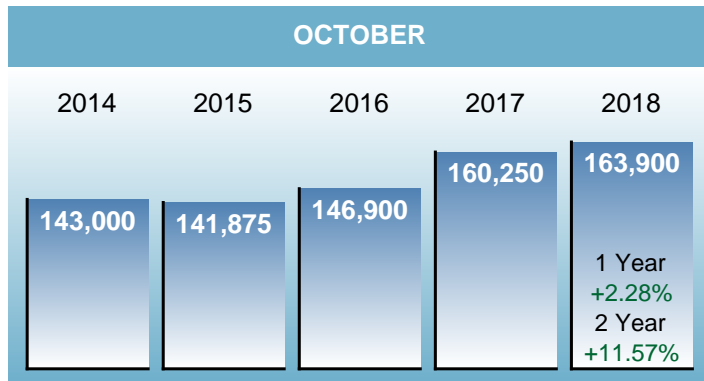
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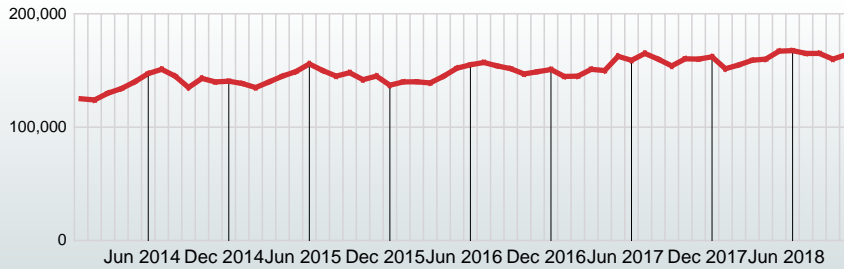
## MEDIAN SOLD PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr OCT AVG = 151,185**      **3 MONTHS**



**High**  
Jun 2018 = 167,500  
**Low**  
Feb 2014 = 124,000  
*Median Sold Price*  
this month at **163,900**,  
above the 5 yr OCT  
average of **151,185**

<b>AUG</b>	165,000
<b>SEP</b>	160,000 -3.03%
<b>OCT</b>	163,900 2.44%

### 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	8.81%	27,680	23,950	33,000	25,200	0
\$50,001 - \$75,000	85	7.07%	61,500	60,000	67,000	73,500	58,902
\$75,001 - \$125,000	191	15.88%	101,500	99,000	102,250	111,500	0
\$125,001 - \$175,000	300	24.94%	152,700	149,950	150,000	162,250	139,500
\$175,001 - \$225,000	198	16.46%	193,500	200,000	194,938	190,000	193,000
\$225,001 - \$350,000	200	16.63%	271,081	250,000	262,750	278,000	279,950
\$350,001 and up	123	10.22%	429,000	380,000	425,000	415,000	529,500
<b>Median Sold Price</b>			163,900	63,500	150,000	232,000	325,000
<b>Total Closed Units</b>		100%	1,203	199	652	281	71
<b>Total Closed Volume</b>			239,039,055	19.60M	105.72M	75.96M	37.77M

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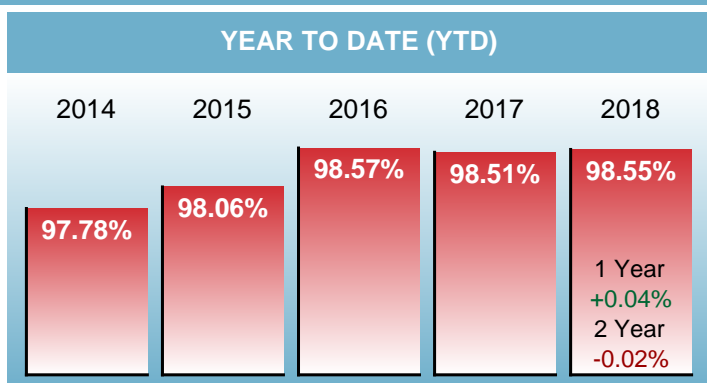
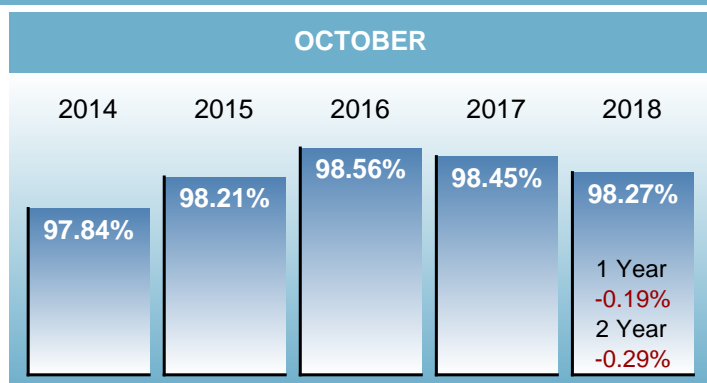
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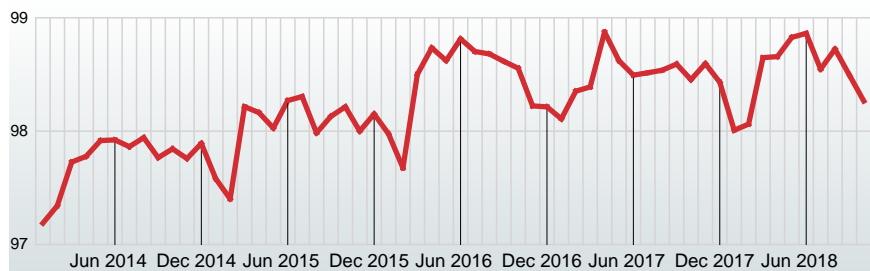


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr OCT AVG = 98.27%**      **3 MONTHS**

**High**  
Apr 2017 = 98.87%  
**Low**  
Jan 2014 = 97.19%  
*Median Sold/List Ratio*  
this month at **98.27%**,  
equal to 5 yr OCT  
average of **98.27%**

AUG	98.72%
SEP	98.49%
OCT	98.27%
	-0.23%

### 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	8.81%	89.25%	88.89%	89.98%	100.00%	0.00%
\$50,001 - \$75,000	85	7.07%	96.36%	96.18%	95.85%	100.00%	98.17%
\$75,001 - \$125,000	191	15.88%	97.56%	96.26%	98.08%	94.39%	0.00%
\$125,001 - \$175,000	300	24.94%	99.05%	96.55%	99.35%	100.00%	96.15%
\$175,001 - \$225,000	198	16.46%	99.07%	95.50%	98.95%	99.84%	98.16%
\$225,001 - \$350,000	200	16.63%	98.70%	95.92%	98.75%	99.04%	98.46%
\$350,001 and up	123	10.22%	97.37%	93.90%	98.13%	97.65%	96.35%
Median Sold/List Ratio			98.27%	94.94%	98.67%	98.80%	97.69%
Total Closed Units		100%	98.27%	199	652	281	71
Total Closed Volume				19.60M	105.72M	75.96M	37.77M

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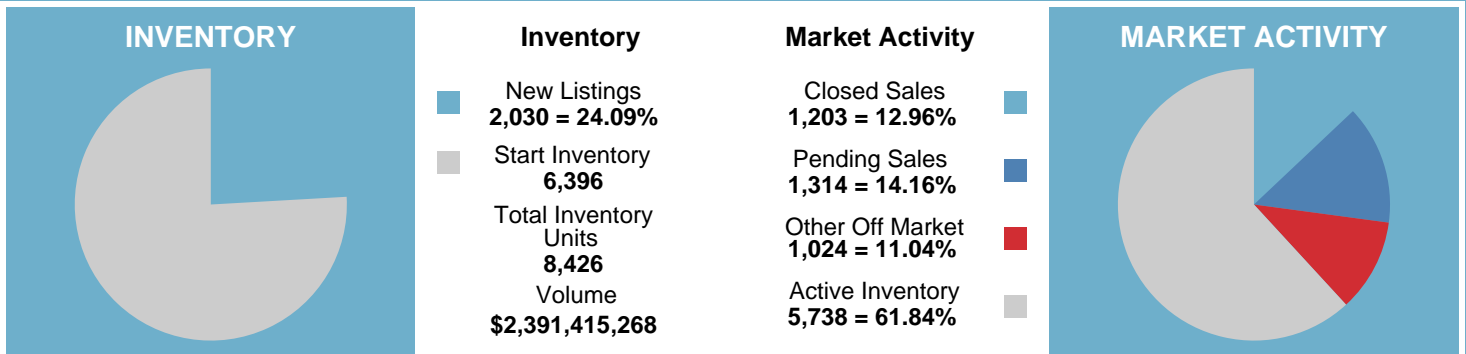
# October 2018

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



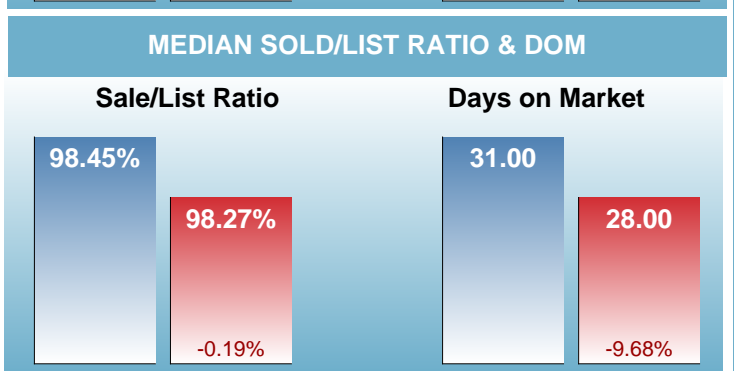
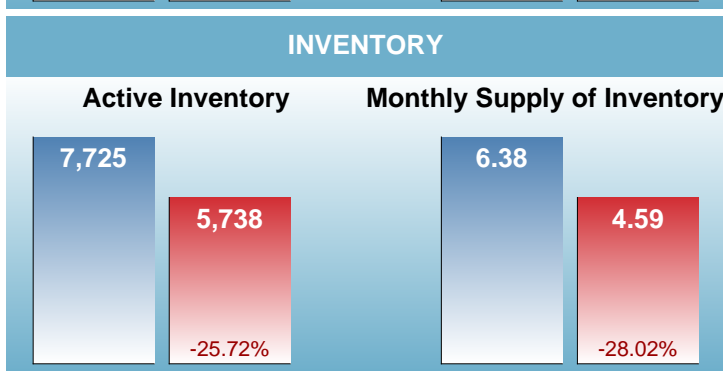
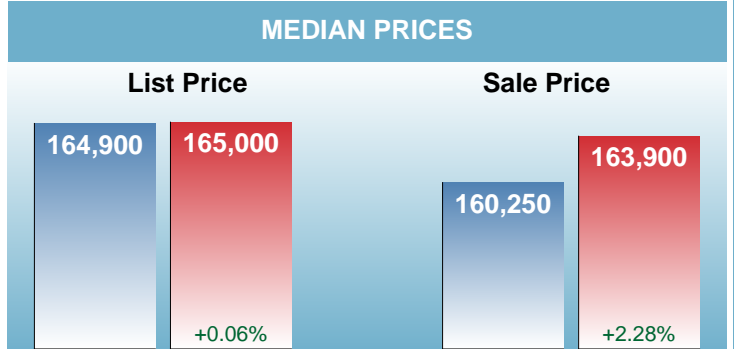
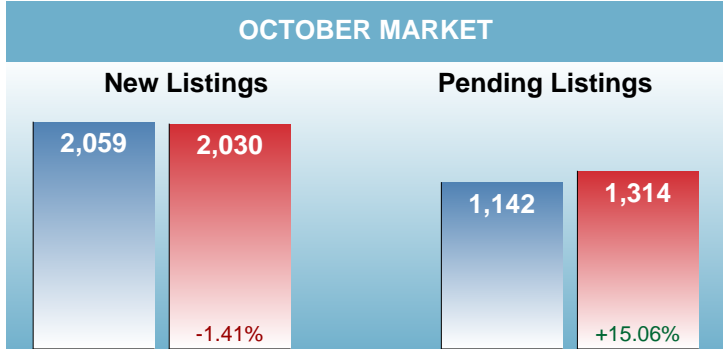
## MARKET SUMMARY

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%
Median List Price	164,900	165,000	0.06%	159,000	165,000	3.77%
Median Sale Price	160,250	163,900	2.28%	155,420	162,785	4.74%
Median Percent of Selling Price to List Price	98.45%	98.27%	-0.19%	98.51%	98.55%	0.04%
Median Days on Market to Sale	31.00	28.00	-9.68%	26.00	27.00	3.85%
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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Contact: MLS Technology Inc.     Phone: 918-663-7500     Email: support@mlstechnology.com