

October 2018

Area Delimited by County Of Tulsa

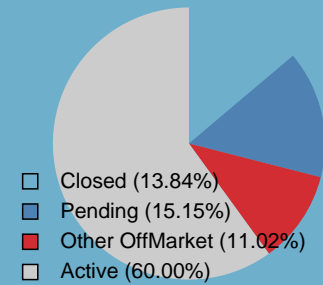


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	812	800	-1.48%
Pending Listings	767	876	14.21%
New Listings	1,312	1,288	-1.83%
Average List Price	215,005	215,549	0.25%
Average Sale Price	207,504	208,681	0.57%
Average Percent of List Price to Selling Price	97.73%	97.49%	-0.25%
Average Days on Market to Sale	45.89	42.79	-6.75%
End of Month Inventory	4,841	3,469	-28.34%
Months Supply of Inventory	5.87	4.03	-31.22%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **860** Sales/Month
Active Inventory as of October 31, 2018 = **3,469**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **28.34%** to 3,469 existing homes available for sale. Over the last 12 months this area has had an average of 860 closed sales per month. This represents an unsold inventory index of **4.03** 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 **0.57%** in October 2018 to \$208,681 versus the previous year at \$207,504.

Average Days on Market Shortens

The average number of **42.79** days that homes spent on the market before selling decreased by 3.10 days or **6.75%** in October 2018 compared to last year's same month at **45.89** 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 1,288 New Listings in October 2018, down **1.83%** from last year at 1,312. Furthermore, there were 800 Closed Listings this month versus last year at 812, a **-1.48%** decrease.

Closed versus Listed trends yielded a **62.1%** ratio, up from previous year's, October 2017, at **61.9%**, a **0.36%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.

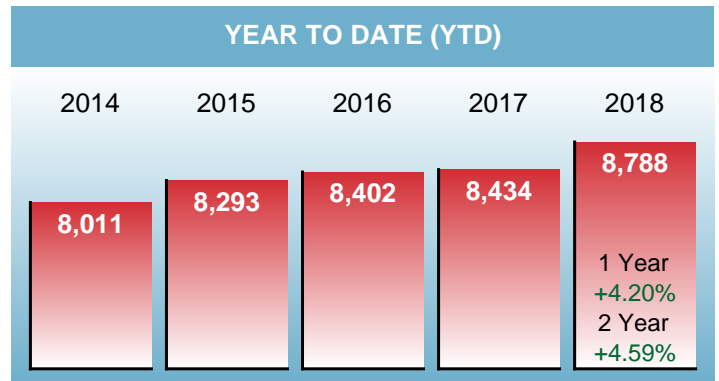
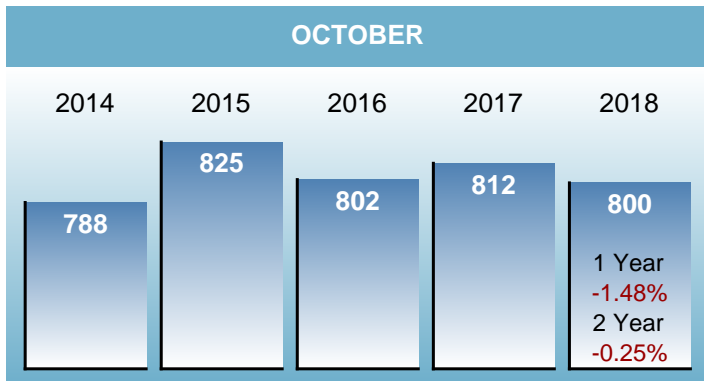
October 2018

Area Delimited by County Of Tulsa



CLOSED LISTINGS

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



5yr OCT AVG = 805	3 MONTHS
High May 2017 = 1,062	AUG 1,019
Low Jan 2014 = 524	SEP 774
<i>Closed Listings</i> this month at 800 , below the 5 yr OCT average of 805	OCT 800
	-24.04%
	3.36%

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	48	6.00%	45.3	31	15	2	0
\$50,001 - \$100,000	114	14.25%	39.4	40	70	4	0
\$100,001 - \$125,000	65	8.13%	27.3	6	55	4	0
\$125,001 - \$175,000	199	24.88%	38.1	14	148	34	3
\$175,001 - \$250,000	187	23.38%	42.2	12	93	71	11
\$250,001 - \$350,000	105	13.13%	52.6	4	35	50	16
\$350,001 and up	82	10.25%	58.6	3	15	44	20
Total Closed Units	800			110	431	209	50
Total Closed Volume	166,944,636	100%	42.8	11.25M	71.02M	57.34M	27.34M
Average Closed Price	\$208,681			\$102,260	\$164,774	\$274,359	\$546,746

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

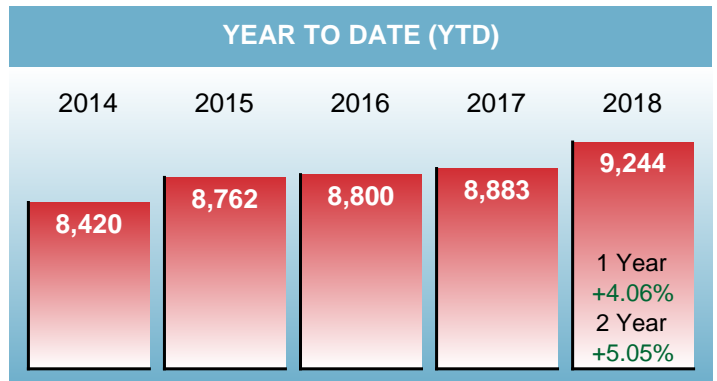
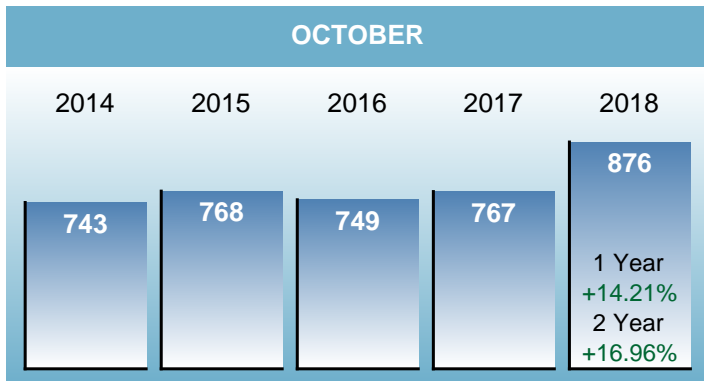
October 2018

Area Delimited by County Of Tulsa



PENDING LISTINGS

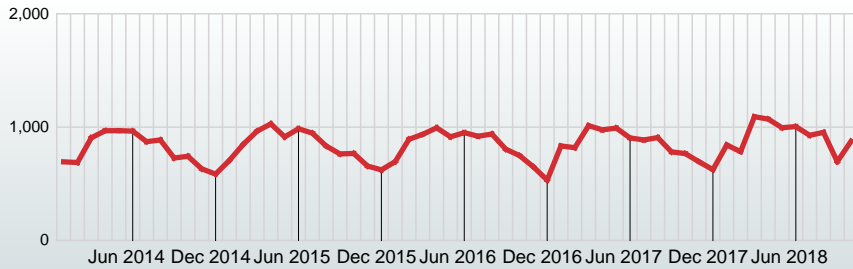
Report produced on Nov 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 781

3 MONTHS



High
Mar 2018 = 1,092
Low
Dec 2016 = 533
Pending Listings
this month at **876**,
above the 5 yr OCT
average of **781**

AUG	954
SEP	696 -27.04%
OCT	876 25.86%

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	53	6.05%	39.3	30	18	3	2
\$50,001 - \$100,000	116	13.24%	42.8	46	60	9	1
\$100,001 - \$125,000	67	7.65%	45.4	11	49	5	2
\$125,001 - \$175,000	223	25.46%	39.0	12	172	34	5
\$175,001 - \$250,000	215	24.54%	49.6	13	113	82	7
\$250,001 - \$350,000	110	12.56%	62.0	3	33	63	11
\$350,001 and up	92	10.50%	59.6	6	22	53	11
Total Pending Units	876			121	467	249	39
Total Pending Volume	178,160,043	100%	41.1	14.63M	80.33M	69.18M	14.02M
Average Listing Price	\$191,293			\$120,931	\$172,008	\$277,832	\$359,468

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

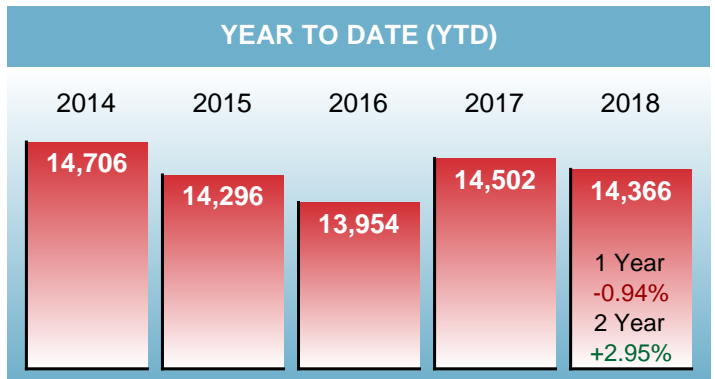
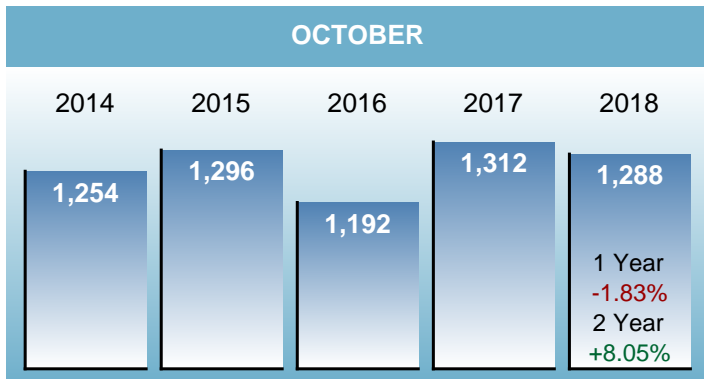
October 2018

Area Delimited by County Of Tulsa



NEW LISTINGS

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



5yr OCT AVG = 1,268

3 MONTHS

High
Mar 2017 = 1,701

Low
Dec 2016 = 865

New Listings
this month at **1,288**,
above the 5 yr OCT
average of **1,268**

AUG 1,545

SEP 1,136
-26.47%

OCT 1,288
13.38%

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	83	6.44%	53	29	1	0
\$50,001 - \$100,000	154	11.96%	69	77	8	0
\$100,001 - \$150,000	223	17.31%	49	159	14	1
\$150,001 - \$225,000	351	27.25%	34	209	100	8
\$225,001 - \$300,000	174	13.51%	12	65	85	12
\$300,001 - \$475,000	177	13.74%	14	36	102	25
\$475,001 and up	126	9.78%	28	8	59	31
Total New Listed Units	1,288		259	583	369	77
Total New Listed Volume	377,687,336	100%	101.46M	101.93M	128.45M	45.84M
Average New Listed Listing Price	\$212,622		\$391,750	\$174,843	\$348,113	\$595,283

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

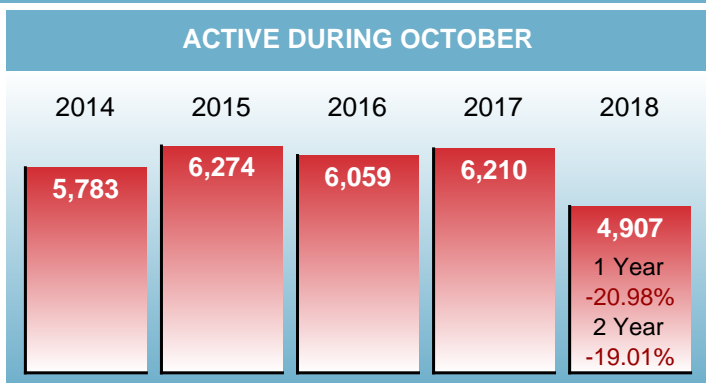
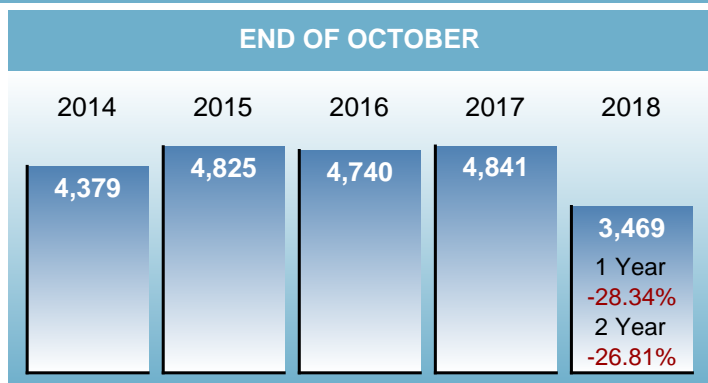
October 2018

Area Delimited by County Of Tulsa



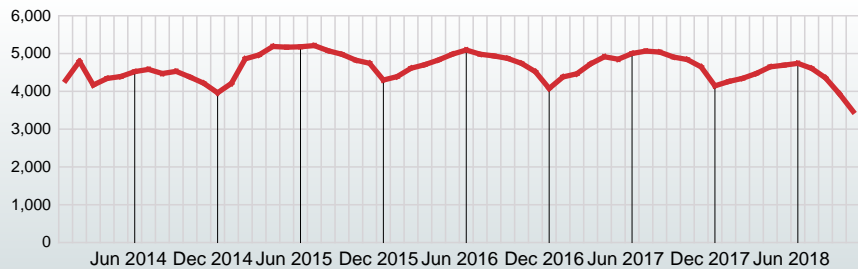
ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 4,451 3 MONTHS



High
Jul 2015 = 5,211
Low
Oct 2018 = 3,469
Inventory
this month at **3,469**,
below the 5 yr OCT
average of **4,451**

AUG	4,357
SEP	3,940 -9.57%
OCT	3,469 -11.95%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	347	10.00%	99.0	243	90	13	1
\$75,001 - \$125,000	401	11.56%	76.6	158	219	22	2
\$125,001 - \$175,000	464	13.38%	73.6	74	308	78	4
\$175,001 - \$275,000	877	25.28%	75.2	110	361	368	38
\$275,001 - \$375,000	557	16.06%	81.3	54	134	304	65
\$375,001 - \$650,000	481	13.87%	89.7	40	86	254	101
\$650,001 and up	342	9.86%	99.5	89	28	114	111
Total Active Inventory by Units	3,469			768	1,226	1,153	322
Total Active Inventory by Volume	1,219,980,485	100%	82.9	291.11M	262.54M	449.78M	216.55M
Average Active Inventory Listing Price	\$351,681			\$379,055	\$214,141	\$390,096	\$672,512

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



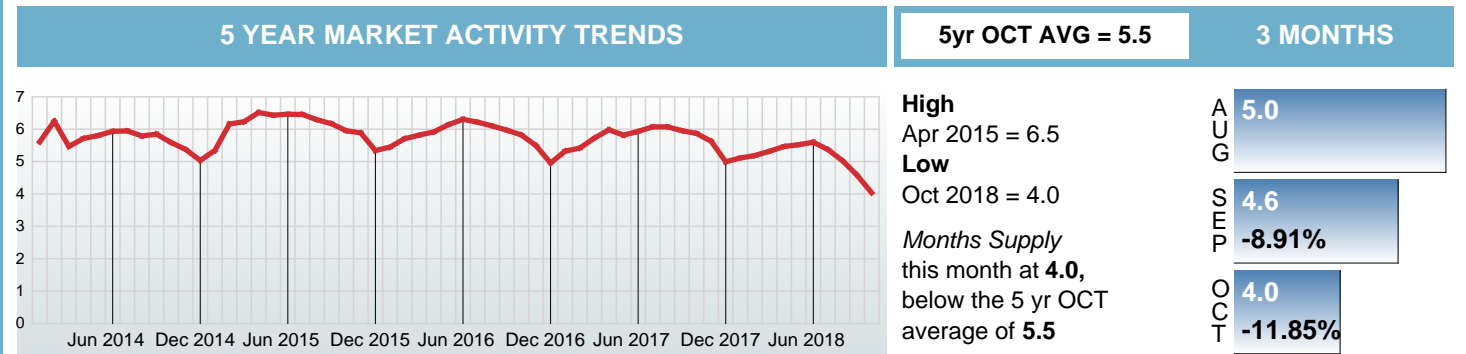
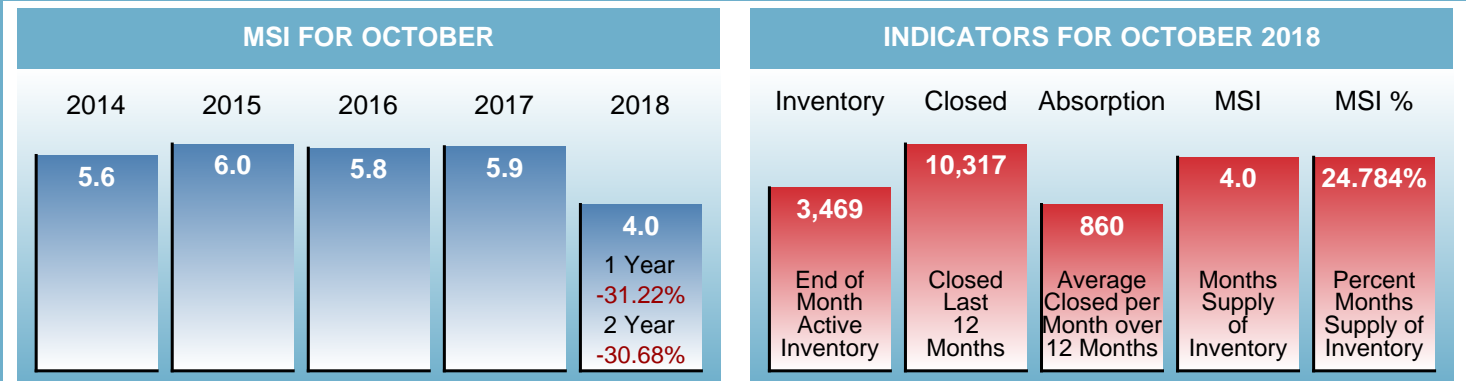
October 2018

Area Delimited by County Of Tulsa



MONTHS SUPPLY of INVENTORY (MSI)

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



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
\$75,000 and less	347		10.00%	3.2	4.5	1.8	2.7	6.0
\$75,001 - \$125,000	401		11.56%	2.8	6.2	2.0	2.0	2.4
\$125,001 - \$175,000	464		13.38%	2.3	4.9	2.0	2.4	1.5
\$175,001 - \$275,000	877		25.28%	3.8	9.6	3.3	3.7	3.9
\$275,001 - \$375,000	557		16.06%	5.8	14.4	5.0	5.5	5.8
\$375,001 - \$650,000	481		13.87%	8.3	16.6	8.2	7.5	9.2
\$650,001 and up	342		9.86%	20.3	71.2	15.3	14.1	19.6
Market Supply of Inventory (MSI)	4.0				6.8	2.7	4.7	7.8
			100%	4.0				
Total Active Inventory by Units	3,469				768	1,226	1,153	322

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



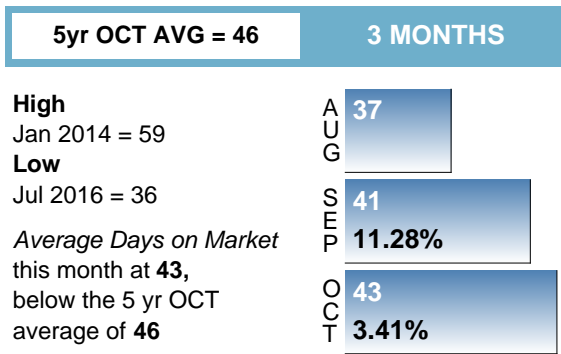
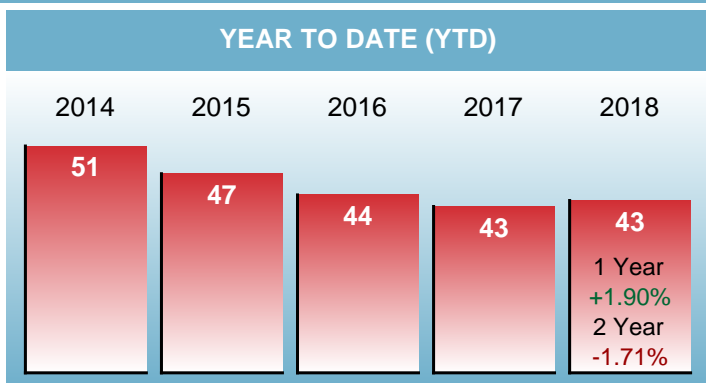
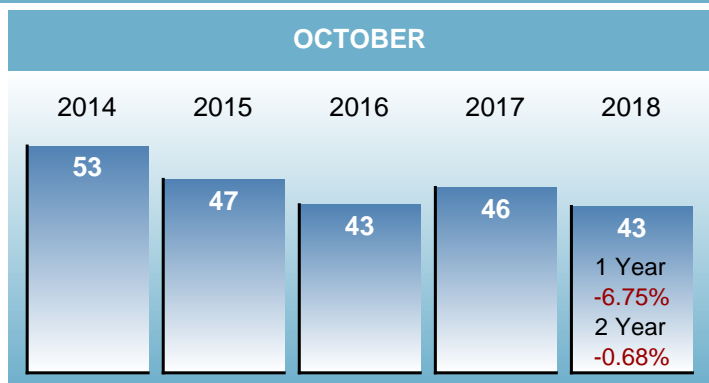
October 2018

Area Delimited by County Of Tulsa



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	48	6.00%	45.3	47.2	35.3	89.0	0.0
\$50,001 - \$100,000	114	14.25%	39.4	45.2	36.0	42.3	0.0
\$100,001 - \$125,000	65	8.13%	27.3	25.0	26.6	40.5	0.0
\$125,001 - \$175,000	199	24.88%	38.1	50.6	33.2	55.3	25.0
\$175,001 - \$250,000	187	23.38%	42.2	38.0	40.0	44.7	49.2
\$250,001 - \$350,000	105	13.13%	52.6	24.8	42.3	58.5	63.4
\$350,001 and up	82	10.25%	58.6	15.0	56.1	69.3	43.5
Average Closed DOM			42.8	43.0	35.9	55.2	50.0
Total Closed Units		100%	42.8	110	431	209	50
Total Closed Volume			166,944,636	11.25M	71.02M	57.34M	27.34M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

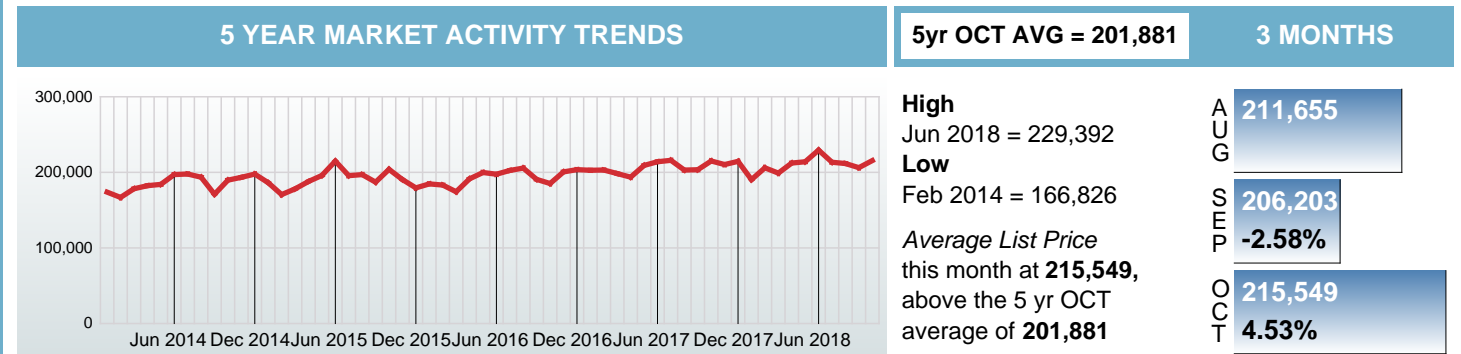
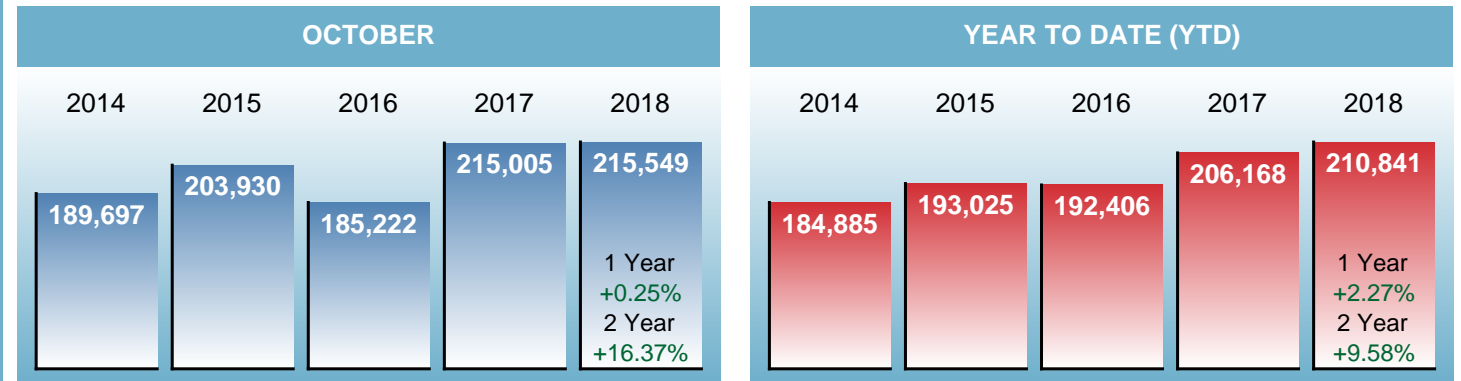
October 2018

Area Delimited by County Of Tulsa



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	49	6.13%	33,873	32,525	39,173	23,450	0
\$50,001 - \$100,000	106	13.25%	76,790	73,541	80,475	88,713	0
\$100,001 - \$125,000	60	7.50%	114,568	115,467	118,464	132,475	0
\$125,001 - \$175,000	205	25.63%	152,414	157,143	152,542	163,341	141,600
\$175,001 - \$250,000	186	23.25%	205,516	222,842	207,105	205,965	214,073
\$250,001 - \$350,000	108	13.50%	292,885	291,325	302,557	298,671	288,219
\$350,001 and up	86	10.75%	635,620	378,333	497,226	515,936	1,093,315
Average List Price			215,549	107,428	168,495	281,069	585,148
Total Closed Units		100%	215,549	110	431	209	50
Total Closed Volume			172,439,224	11.82M	72.62M	58.74M	29.26M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

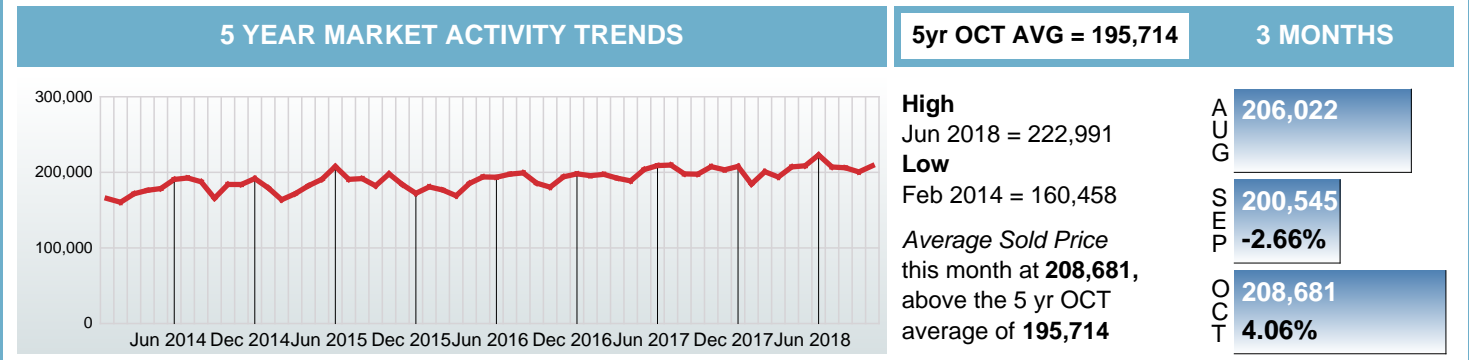
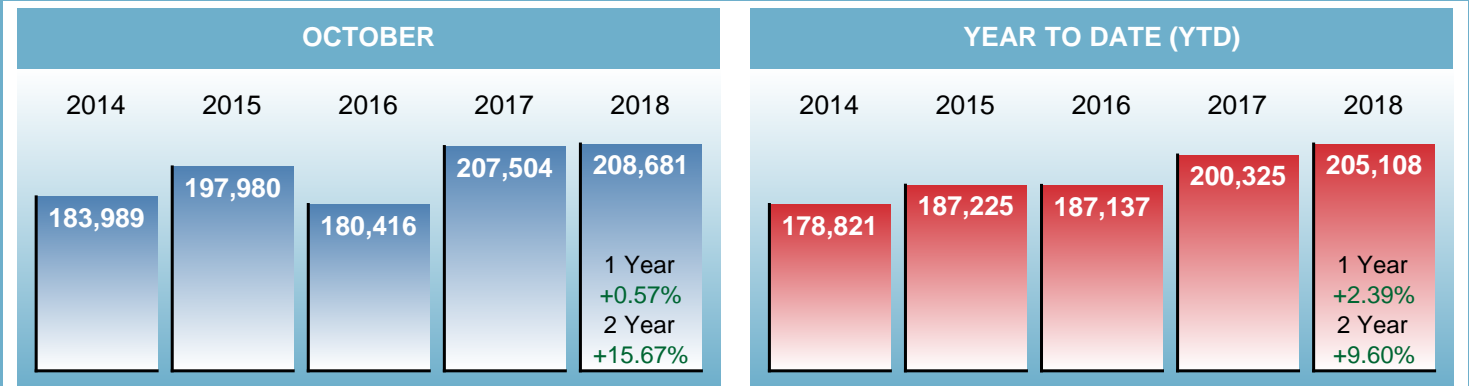
October 2018

Area Delimited by County Of Tulsa



AVERAGE SOLD PRICE AT CLOSING

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



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	48	6.00%	31,209	29,396	36,303	21,100	0
\$50,001 - \$100,000	114	14.25%	75,311	70,042	77,818	84,125	0
\$100,001 - \$125,000	65	8.13%	114,876	111,995	114,727	121,250	0
\$125,001 - \$175,000	199	24.88%	151,752	148,411	150,224	161,141	136,333
\$175,001 - \$250,000	187	23.38%	204,113	215,325	202,319	203,779	209,209
\$250,001 - \$350,000	105	13.13%	291,171	275,392	295,264	292,675	281,463
\$350,001 and up	82	10.25%	615,285	366,823	488,857	497,647	1,006,179
Average Sold Price	208,681			102,260	164,774	274,359	546,746
Total Closed Units	800	100%	208,681	110	431	209	50
Total Closed Volume	166,944,636			11.25M	71.02M	57.34M	27.34M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

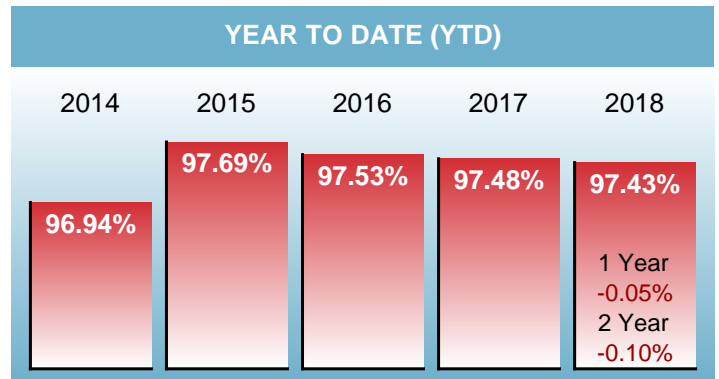
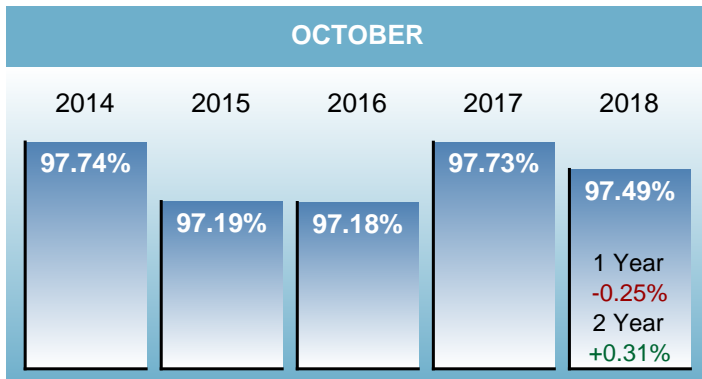
October 2018

Area Delimited by County Of Tulsa



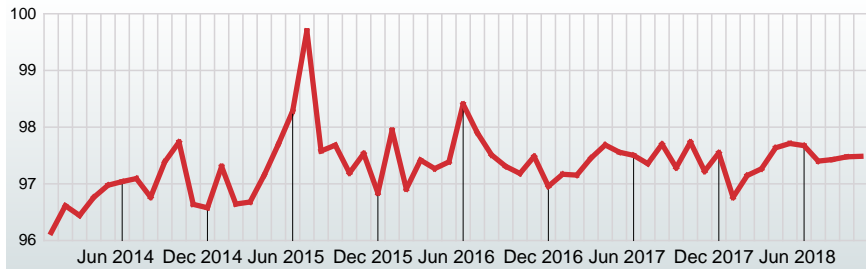
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 97.47% **3 MONTHS**



High
Jul 2015 = 99.70%
Low
Jan 2014 = 96.14%
*Average Sold/List Ratio this month at **97.49%**, equal to 5 yr OCT average of **97.47%***

AUG	97.43%
SEP	97.48% 0.05%
OCT	97.49% 0.01%

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	48	6.00%	91.93%	91.22%	93.38%	92.14%	0.00%
\$50,001 - \$100,000	114	14.25%	97.98%	95.59%	99.47%	95.77%	0.00%
\$100,001 - \$125,000	65	8.13%	96.90%	97.02%	97.27%	91.66%	0.00%
\$125,001 - \$175,000	199	24.88%	98.30%	94.85%	98.58%	98.70%	96.21%
\$175,001 - \$250,000	187	23.38%	98.22%	96.68%	97.87%	99.01%	97.83%
\$250,001 - \$350,000	105	13.13%	97.87%	95.01%	97.85%	98.11%	97.87%
\$350,001 and up	82	10.25%	96.37%	97.12%	98.19%	96.82%	93.90%
Average Sold/List Ratio			97.50%	94.48%	98.15%	98.01%	96.17%
Total Closed Units	800	100%	97.50%	110	431	209	50
Total Closed Volume	166,944,636			11.25M	71.02M	57.34M	27.34M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

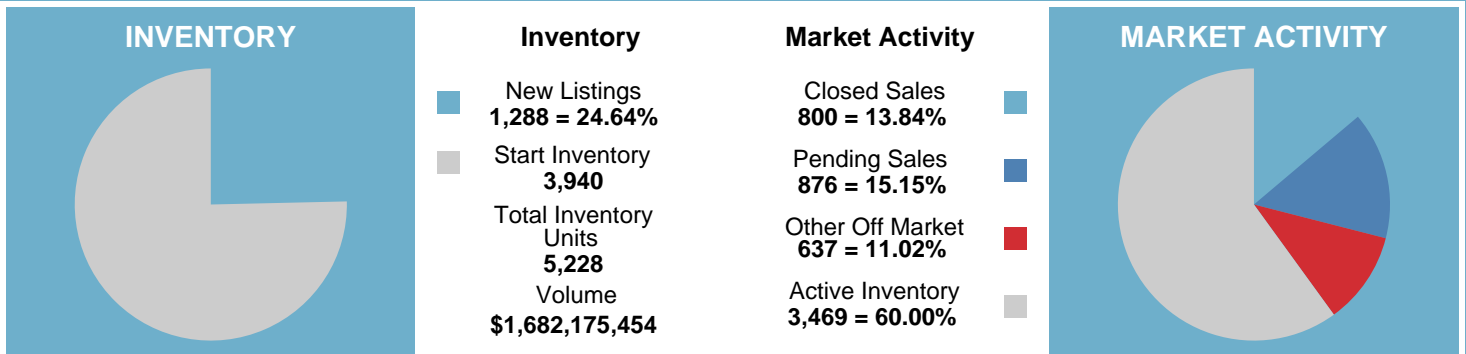
October 2018

Area Delimited by County Of Tulsa



MARKET SUMMARY

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

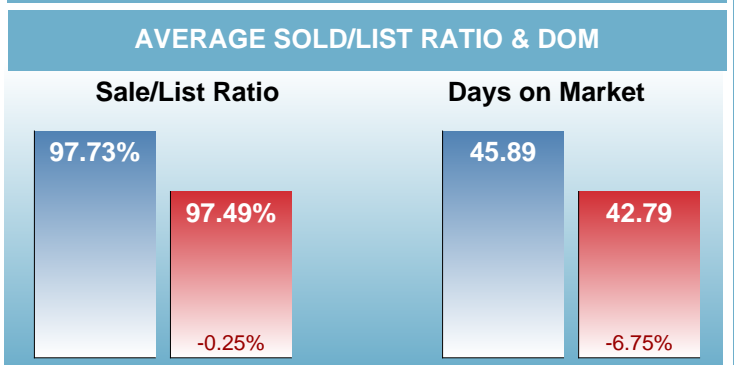
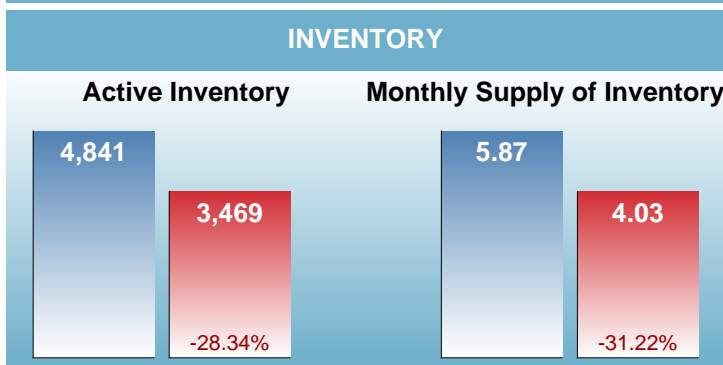
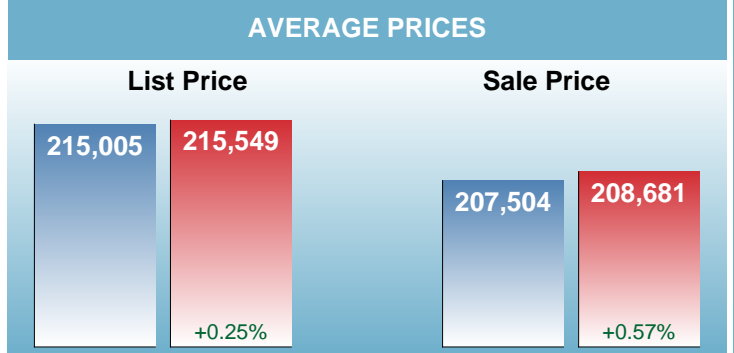
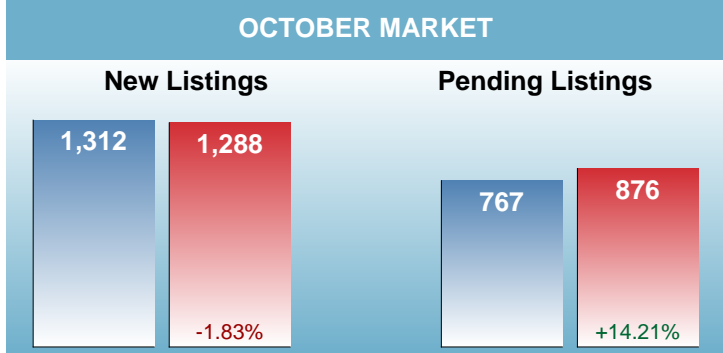


Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	812	800	-1.48%	8,434	8,788	4.20%
Pending Sales	767	876	14.21%	8,883	9,244	4.06%
New Listings	1,312	1,288	-1.83%	14,502	14,366	-0.94%
Average List Price	215,005	215,549	0.25%	206,168	210,841	2.27%
Average Sale Price	207,504	208,681	0.57%	200,325	205,108	2.39%
Average Percent of Selling Price to List Price	97.73%	97.49%	-0.25%	97.48%	97.43%	-0.05%
Average Days on Market to Sale	45.89	42.79	-6.75%	42.50	43.31	1.90%
Monthly Inventory	4,841	3,469	-28.34%	4,841	3,469	-28.34%
Months Supply of Inventory	5.87	4.03	-31.22%	5.87	4.03	-31.22%

Absorption: Last 12 months, an Average of **860** Sales/Month

Inventory on October 31, 2018 = **3,469**

2017 2018



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com