

October 2018

Area Delimited by County Of Washington

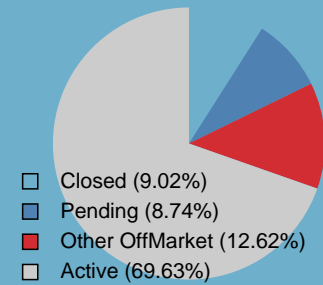


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	64	65	1.56%
Pending Listings	67	63	-5.97%
New Listings	114	144	26.32%
Average List Price	135,777	144,678	6.56%
Average Sale Price	132,577	139,589	5.29%
Average Percent of List Price to Selling Price	97.92%	95.00%	-2.98%
Average Days on Market to Sale	50.14	51.71	3.13%
End of Month Inventory	563	502	-10.83%
Months Supply of Inventory	8.14	7.63	-6.20%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of October 31, 2018 = **502**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **10.83%** to 502 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **7.63** 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 **5.29%** in October 2018 to \$139,589 versus the previous year at \$132,577.

Average Days on Market Lengthens

The average number of **51.71** days that homes spent on the market before selling increased by 1.57 days or **3.13%** in October 2018 compared to last year's same month at **50.14** DOM.

Sales Success for October 2018 is Positive

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

There were 144 New Listings in October 2018, up **26.32%** from last year at 114. Furthermore, there were 65 Closed Listings this month versus last year at 64, a **1.56%** increase.

Closed versus Listed trends yielded a **45.1%** ratio, down from previous year's, October 2017, at **56.1%**, a **19.60%** downswing. This will certainly create pressure on a decreasing 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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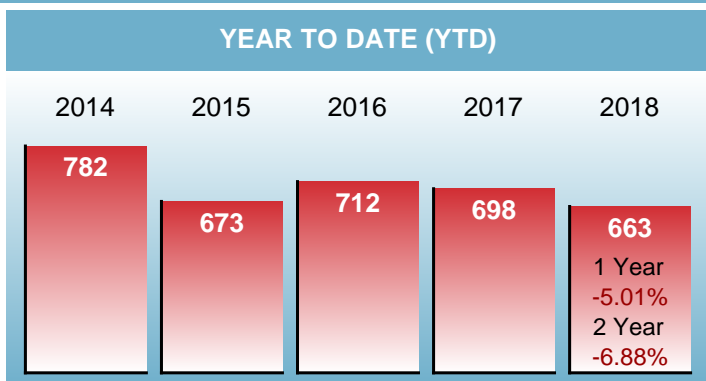
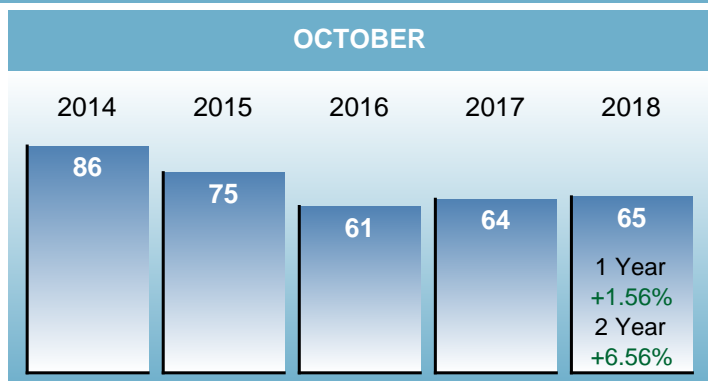
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CLOSED LISTINGS

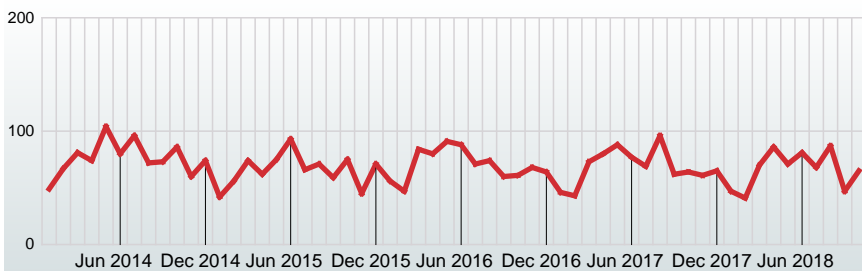
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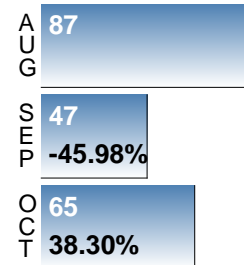
5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 70

3 MONTHS



High
May 2014 = 104
Low
Feb 2018 = 41
Closed Listings
this month at **65**,
below the 5 yr OCT
average of **70**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	7.69%	42.4	2	3	0	0
\$30,001 - \$60,000	9	13.85%	57.1	3	6	0	0
\$60,001 - \$90,000	11	16.92%	43.1	3	7	1	0
\$90,001 - \$150,000	15	23.08%	55.1	1	11	3	0
\$150,001 - \$200,000	11	16.92%	46.7	1	4	6	0
\$200,001 - \$270,000	7	10.77%	73.1	0	2	4	1
\$270,001 and up	7	10.77%	44.1	0	2	5	0
Total Closed Units	65			10	35	19	1
Total Closed Volume	9,073,269	100%	51.7	692.70K	3.99M	4.13M	265.00K
Average Closed Price	\$139,589			\$69,270	\$113,879	\$217,358	\$265,000

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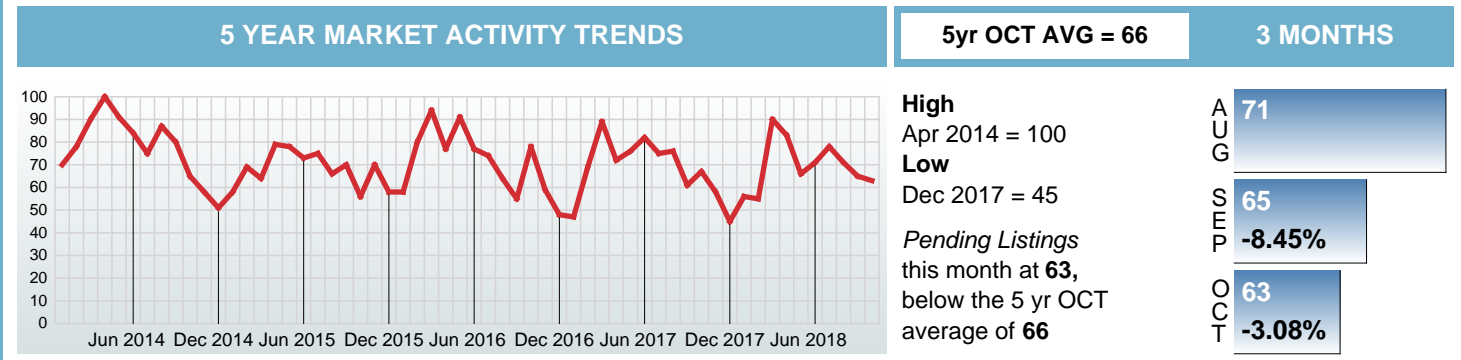
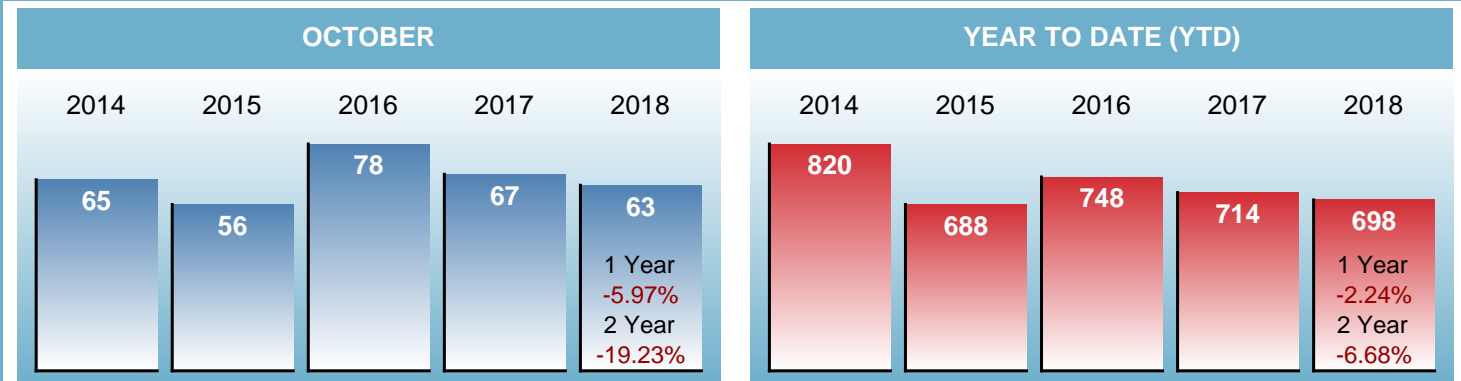
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PENDING LISTINGS

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	6.35%	49.8	2	2	0	0
\$40,001 - \$70,000	9	14.29%	66.7	3	5	1	0
\$70,001 - \$90,000	9	14.29%	43.1	1	8	0	0
\$90,001 - \$140,000	16	25.40%	56.3	0	12	3	1
\$140,001 - \$190,000	10	15.87%	49.6	0	7	2	1
\$190,001 - \$350,000	9	14.29%	56.3	0	2	6	1
\$350,001 and up	6	9.52%	73.8	0	0	5	1
Total Pending Units	63			6	36	17	4
Total Pending Volume	9,796,499	100%	59.4	322.80K	4.03M	4.50M	938.80K
Average Listing Price	\$145,450			\$53,800	\$111,969	\$264,941	\$234,700

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

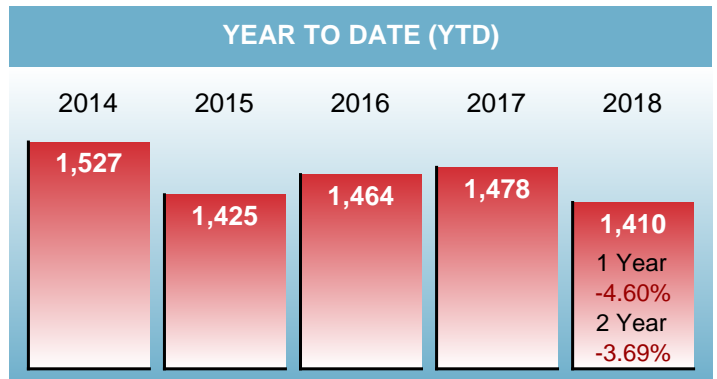
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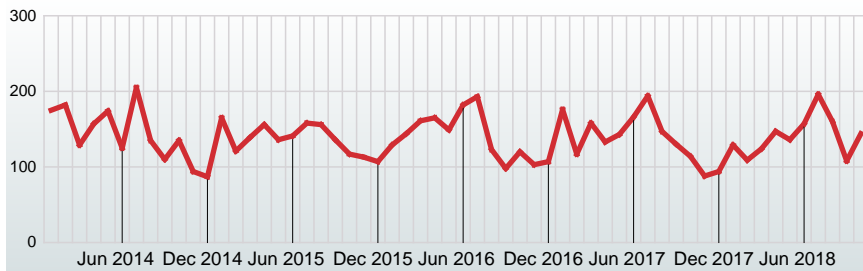


NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 126

3 MONTHS

High
Jul 2014 = 205
Low
Dec 2014 = 87
New Listings
this month at **144**,
above the 5 yr OCT
average of **126**

AUG	160
SEP	108 -32.50%
OCT	144 33.33%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	0	0.00%	0	0	0	0
\$20,001 - \$50,000	31	21.53%	25	6	0	0
\$50,001 - \$80,000	21	14.58%	9	11	1	0
\$80,001 - \$140,000	36	25.00%	9	24	2	1
\$140,001 - \$170,000	19	13.19%	4	8	7	0
\$170,001 - \$300,000	23	15.97%	4	3	13	3
\$300,001 and up	14	9.72%	4	1	8	1
Total New Listed Units	144		55	53	31	5
Total New Listed Volume	21,465,499	100%	6.16M	5.77M	8.17M	1.36M
Average New Listed Listing Price	\$25,000		\$112,044	\$108,945	\$263,555	\$271,760

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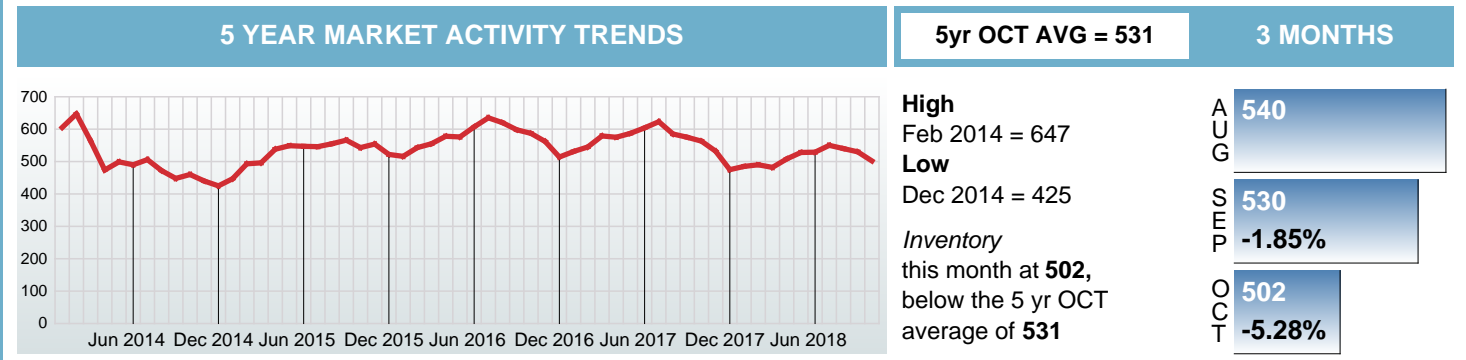
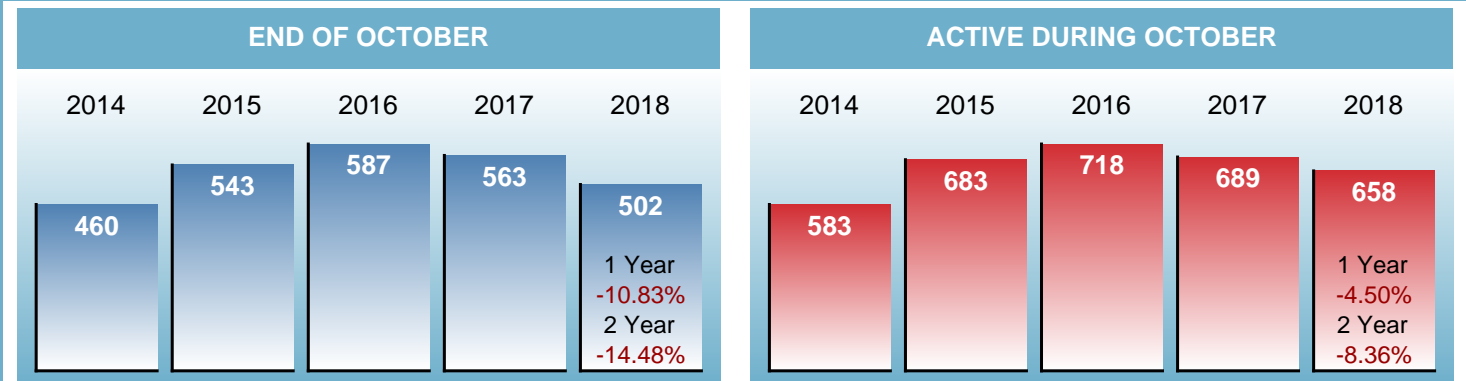
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ACTIVE INVENTORY

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



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	51	10.16%	104.4	47	4	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	65	12.95%	81.8	55	9	1	0
\$50,001 - \$125,000	176	35.06%	81.2	79	80	17	0
\$125,001 - \$200,000	89	17.73%	67.8	18	39	29	3
\$200,001 - \$325,000	69	13.75%	82.8	6	14	45	4
\$325,001 and up	52	10.36%	91.7	17	8	23	4
Total Active Inventory by Units	502			222	154	115	11
Total Active Inventory by Volume	78,931,161	100%	82.5	24.98M	20.89M	28.98M	4.07M
Average Active Inventory Listing Price	\$157,233			\$112,545	\$135,676	\$252,013	\$370,045

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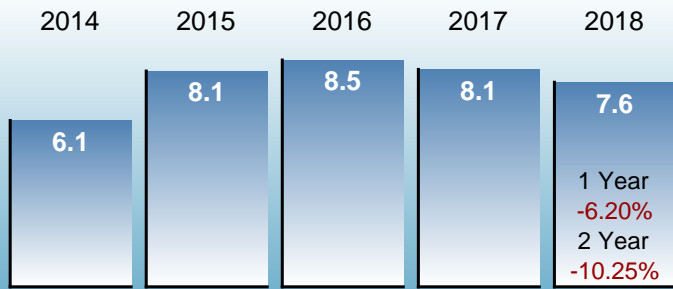
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MONTHS SUPPLY of INVENTORY (MSI)

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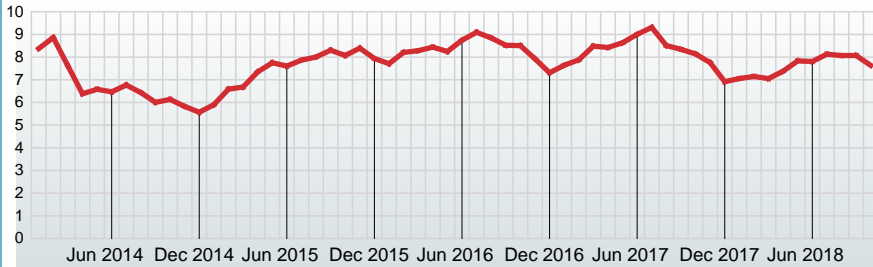
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

Inventory	Closed	Absorption	MSI	MSI %
502	789	66	7.6	13.098%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 7.7

3 MONTHS

High
Jul 2017 = 9.3
Low
Dec 2014 = 5.6
Months Supply
this month at **7.6**,
equal to 5 yr OCT
average of **7.7**

AUG	8.1
SEP	8.1 0.02%
OCT	7.6 -5.40%

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	33	6.57%	15.8	26.6	3.0	0.0	0.0
\$20,001 \$40,000	59	11.75%	10.9	30.9	1.6	0.0	0.0
\$40,001 \$70,000	92	18.33%	9.9	23.2	5.1	4.0	0.0
\$70,001 \$130,000	122	24.30%	5.9	16.4	4.2	6.3	0.0
\$130,001 \$220,000	84	16.73%	5.0	13.8	4.3	4.5	4.0
\$220,001 \$330,000	61	12.15%	7.5	36.0	6.0	7.7	4.8
\$330,001 and up	51	10.16%	15.7	204.0	16.8	10.2	8.0
Market Supply of Inventory (MSI)	7.6			24.0	4.4	6.2	4.0
Total Active Inventory by Units	502	100%	7.6	222	154	115	11

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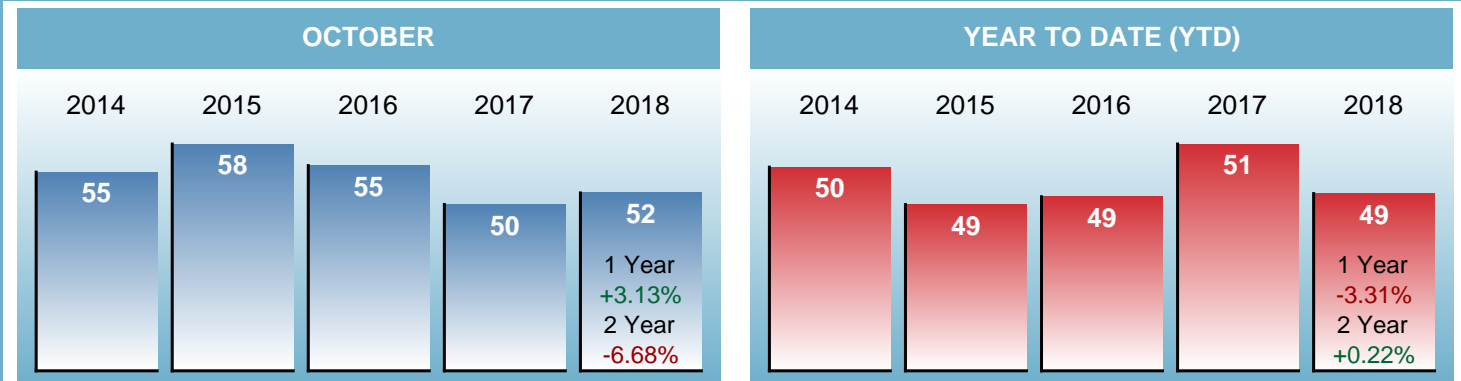
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AVERAGE DAYS ON MARKET TO SALE

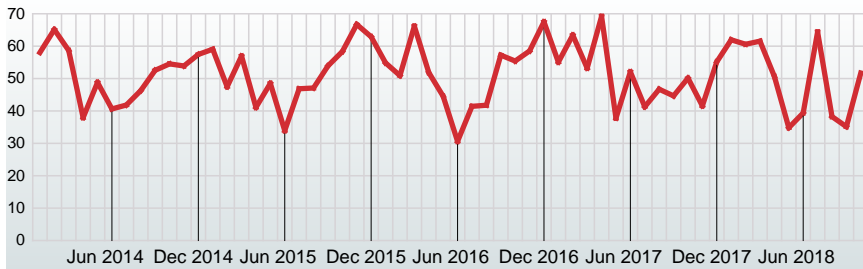
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5 YEAR MARKET ACTIVITY TRENDS

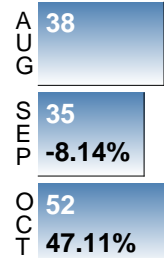
5yr OCT AVG = 54

3 MONTHS



High
Apr 2017 = 69
Low
Jun 2016 = 31

Average Days on Market this month at **52**, below the 5 yr OCT average of **54**



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
\$30,000 and less	5	7.69%	42.4	79.5	17.7	0.0	0.0
\$30,001 - \$60,000	9	13.85%	57.1	56.0	57.7	0.0	0.0
\$60,001 - \$90,000	11	16.92%	43.1	57.3	32.6	74.0	0.0
\$90,001 - \$150,000	15	23.08%	55.1	86.0	51.3	58.7	0.0
\$150,001 - \$200,000	11	16.92%	46.7	25.0	57.3	43.3	0.0
\$200,001 - \$270,000	7	10.77%	73.1	0.0	28.5	91.0	91.0
\$270,001 and up	7	10.77%	44.1	0.0	19.0	54.2	0.0
Average Closed DOM			51.7	61.0	43.3	60.3	91.0
Total Closed Units		100%	51.7	10	35	19	1
Total Closed Volume			9,073,269	692.70K	3.99M	4.13M	265.00K

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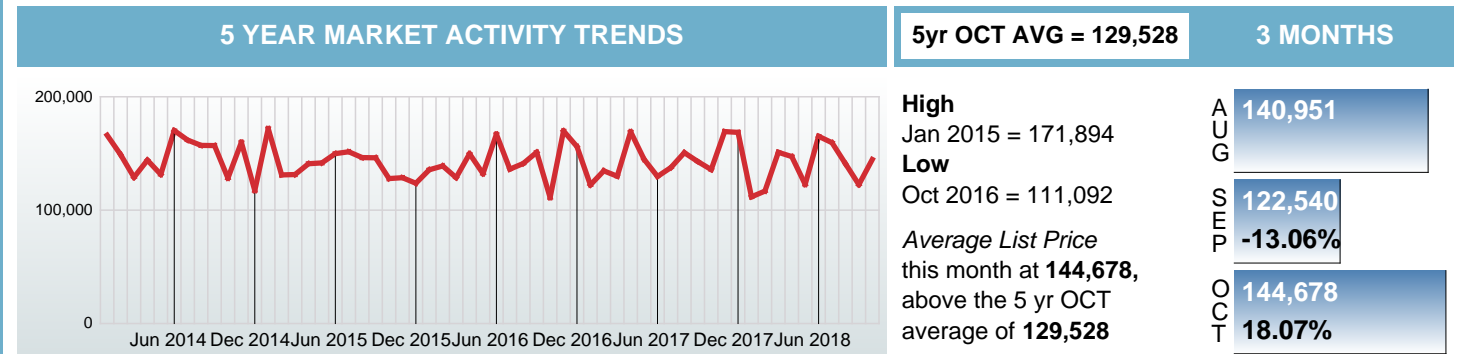
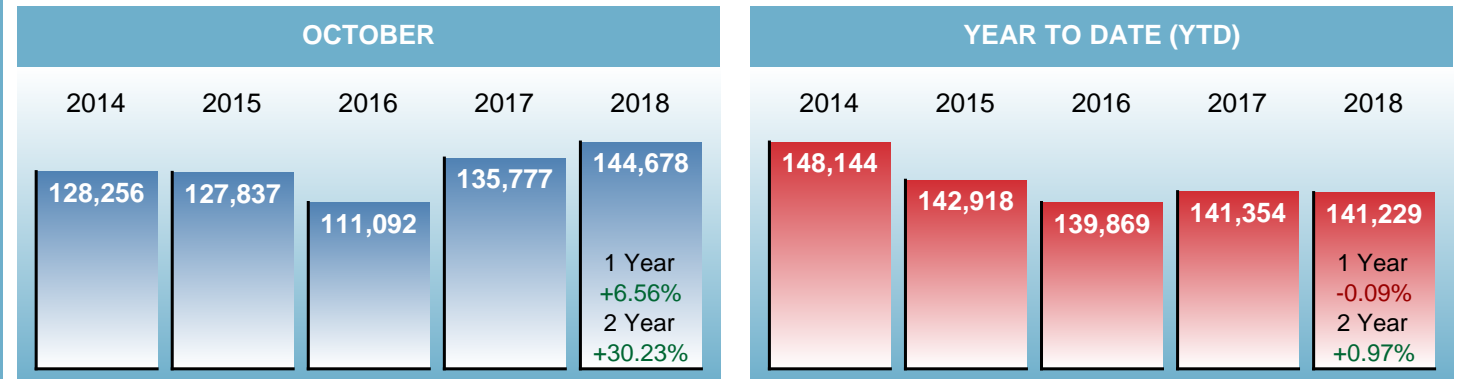
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AVERAGE LIST PRICE AT CLOSING

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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
\$30,000 and less	5	7.69%	15,380	8,250	20,133	0	0
\$30,001 - \$60,000	8	12.31%	48,300	46,633	52,750	0	0
\$60,001 - \$90,000	10	15.38%	76,200	98,733	73,886	84,900	0
\$90,001 - \$150,000	17	26.15%	120,106	105,000	126,064	114,600	0
\$150,001 - \$200,000	12	18.46%	179,679	189,000	175,850	177,458	0
\$200,001 - \$270,000	5	7.69%	234,400	0	242,500	221,500	279,000
\$270,001 and up	8	12.31%	351,100	0	337,500	370,960	0
Average List Price			144,678	74,660	118,406	222,855	279,000
Total Closed Units		100%	144,678	10	35	19	1
Total Closed Volume			9,404,050	746.60K	4.14M	4.23M	279.00K

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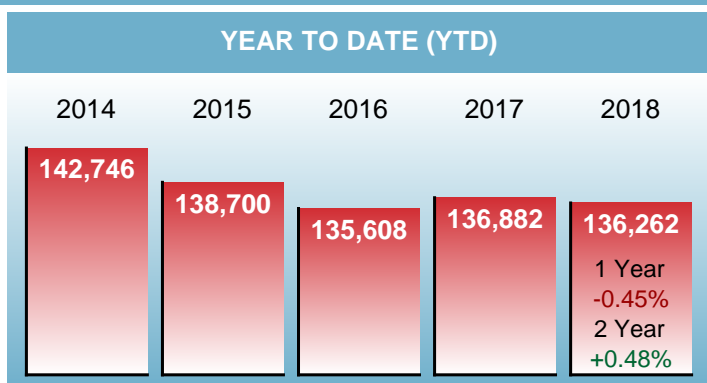
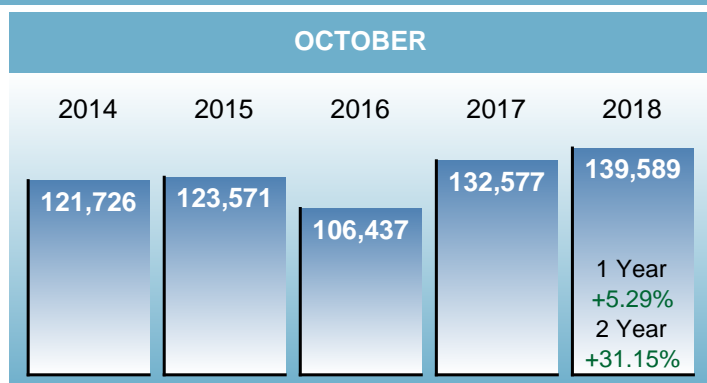
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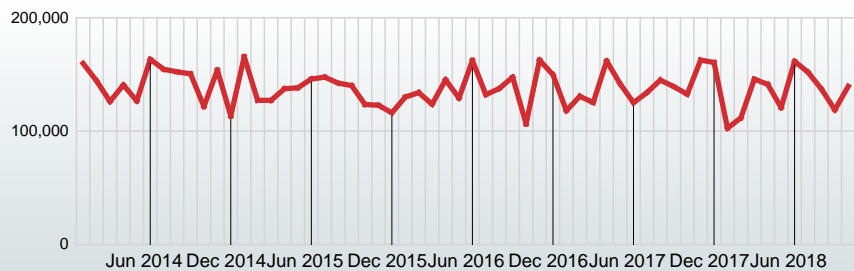
AVERAGE SOLD PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 124,780 **3 MONTHS**



High
Jan 2015 = 165,666
Low
Jan 2018 = 102,591
Average Sold Price
this month at **139,589**,
above the 5 yr OCT
average of **124,780**

AUG	137,104
SEP	118,734
SEP	-13.40%
OCT	139,589
OCT	17.56%

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
\$30,000 and less	5	7.69%	13,600	5,750	18,833	0	0
\$30,001 - \$60,000	9	13.85%	46,400	46,233	46,483	0	0
\$60,001 - \$90,000	11	16.92%	74,792	83,167	71,030	76,000	0
\$90,001 - \$150,000	15	23.08%	119,371	104,000	123,015	111,133	0
\$150,001 - \$200,000	11	16.92%	173,045	189,000	171,750	171,250	0
\$200,001 - \$270,000	7	10.77%	229,571	0	231,500	219,750	265,000
\$270,001 and up	7	10.77%	351,986	0	325,000	362,780	0
Average Sold Price			139,589	69,270	113,879	217,358	265,000
Total Closed Units		100%	139,589	10	35	19	1
Total Closed Volume			9,073,269	692.70K	3.99M	4.13M	265.00K

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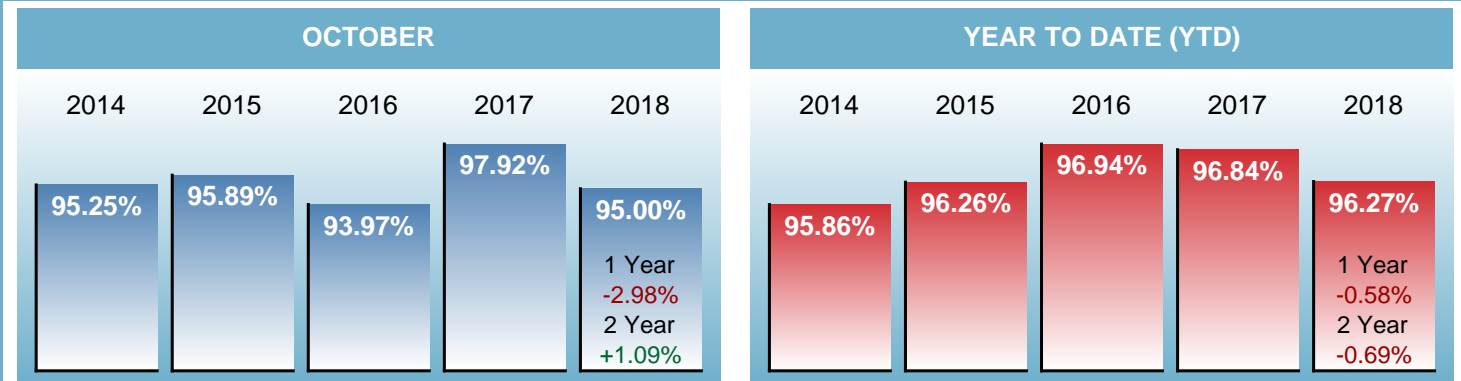
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$30,000 and less	5	7.69%	84.20%	68.33%	94.78%	0.00%	0.00%
\$30,001 - \$60,000	9	13.85%	92.88%	99.11%	89.76%	0.00%	0.00%
\$60,001 - \$90,000	11	16.92%	92.76%	84.70%	96.68%	89.52%	0.00%
\$90,001 - \$150,000	15	23.08%	97.60%	99.05%	97.63%	96.99%	0.00%
\$150,001 - \$200,000	11	16.92%	97.28%	100.00%	97.63%	96.59%	0.00%
\$200,001 - \$270,000	7	10.77%	97.67%	0.00%	95.66%	99.35%	94.98%
\$270,001 and up	7	10.77%	97.14%	0.00%	96.15%	97.53%	0.00%
Average Sold/List Ratio			95.00%	88.71%	95.65%	97.11%	94.98%
Total Closed Units		100%	95.00%	10	35	19	1
Total Closed Volume				692.70K	3.99M	4.13M	265.00K

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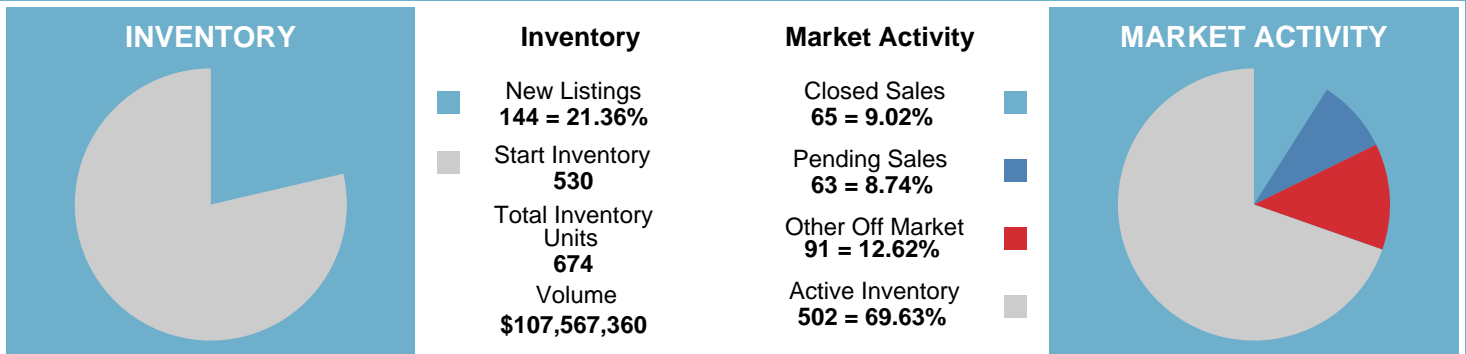
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MARKET SUMMARY

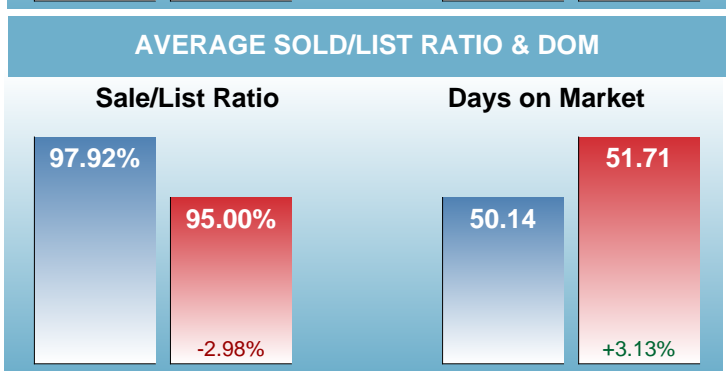
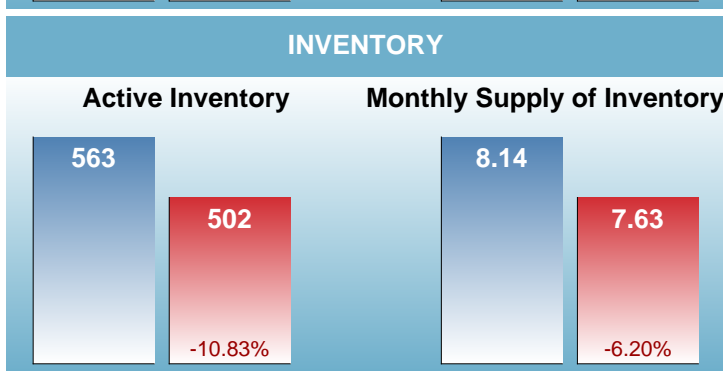
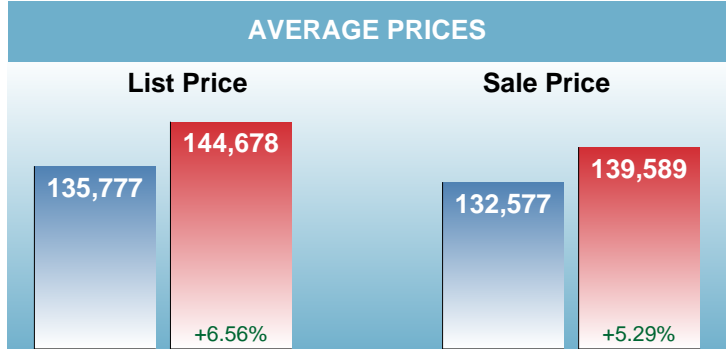
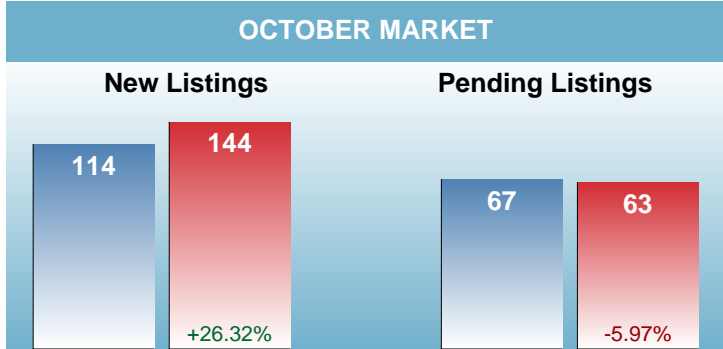
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Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	64	65	1.56%	698	663	-5.01%
Pending Sales	67	63	-5.97%	714	698	-2.24%
New Listings	114	144	26.32%	1,478	1,410	-4.60%
Average List Price	135,777	144,678	6.56%	141,354	141,229	-0.09%
Average Sale Price	132,577	139,589	5.29%	136,882	136,262	-0.45%
Average Percent of Selling Price to List Price	97.92%	95.00%	-2.98%	96.84%	96.27%	-0.58%
Average Days on Market to Sale	50.14	51.71	3.13%	50.60	48.93	-3.31%
Monthly Inventory	563	502	-10.83%	563	502	-10.83%
Months Supply of Inventory	8.14	7.63	-6.20%	8.14	7.63	-6.20%

Absorption: Last 12 months, an Average of 66 Sales/Month

Inventory on October 31, 2018 = 502 2017 2018



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