



## September 2018

Area Delimited by County Of Washington

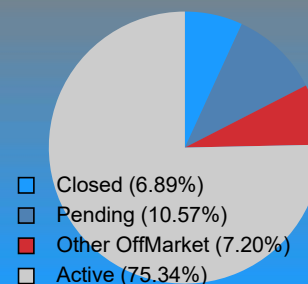


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	62	45	-27.42%
Pending Listings	61	69	13.11%
New Listings	130	108	-16.92%
Average List Price	142,871	122,711	-14.11%
Average Sale Price	139,269	118,589	-14.85%
Average Percent of List Price to Selling Price	96.38%	96.16%	-0.22%
Average Days on Market to Sale	44.65	36.20	-18.92%
End of Month Inventory	473	492	4.02%
Months Supply of Inventory	6.86	7.52	9.58%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **65** Sales/Month  
**Active Inventory** as of September 30, 2018 = **492**

#### Analysis Wrap-Up

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

The total housing inventory at the end of September 2018 rose **4.02%** to 492 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **7.52** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **14.85%** in September 2018 to \$118,589 versus the previous year at \$139,269.

##### Average Days on Market Shortens

The average number of **36.20** days that homes spent on the market before selling decreased by 8.45 days or **18.92%** in September 2018 compared to last year's same month at **44.65** DOM.

##### Sales Success for September 2018 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 108 New Listings in September 2018, down **16.92%** from last year at 130. Furthermore, there were 45 Closed Listings this month versus last year at 62, a **-27.42%** decrease.

Closed versus Listed trends yielded a **41.7%** ratio, down from previous year's, September 2017, at **47.7%**, a **12.63%** downswing. This will certainly create pressure on an increasing 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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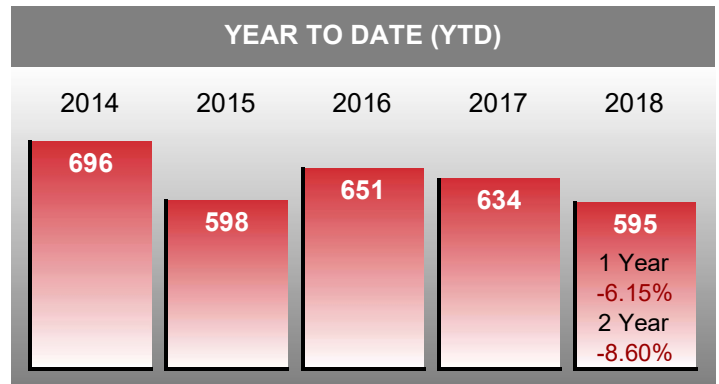
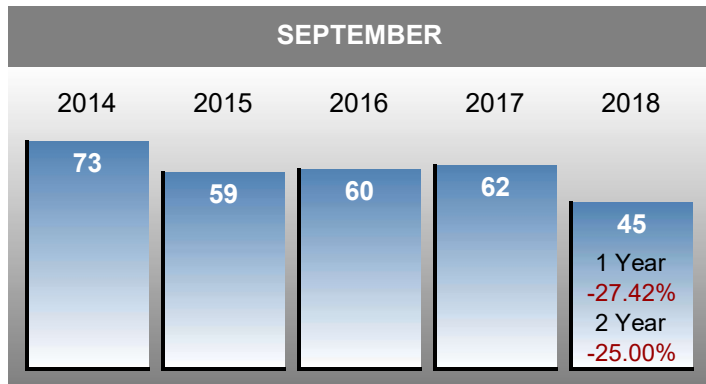
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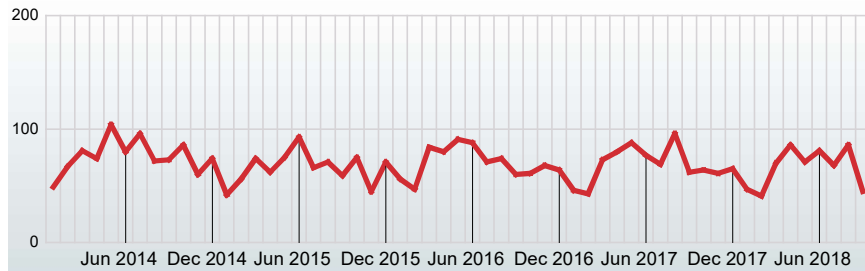
## CLOSED LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 60**      **3 MONTHS**



**High**  
May 2014 = 104  
**Low**  
Feb 2018 = 41  
*Closed Listings*  
this month at **45**,  
below the 5 yr SEP  
average of **60**

JUL	68
AUG	86 26.47%
SEP	45 -47.67%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	2.22%	36.0	1	0	0	0
\$20,001 - \$40,000	9	20.00%	53.2	0	9	0	0
\$40,001 - \$80,000	6	13.33%	19.8	2	3	1	0
\$80,001 - \$120,000	11	24.44%	30.3	1	7	3	0
\$120,001 - \$140,000	5	11.11%	35.2	1	3	1	0
\$140,001 - \$220,000	8	17.78%	40.0	1	1	6	0
\$220,001 and up	5	11.11%	33.2	0	0	5	0
<b>Total Closed Units</b>	<b>45</b>			<b>6</b>	<b>23</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,336,520</b>	<b>100%</b>	<b>36.2</b>	<b>491.00K</b>	<b>1.77M</b>	<b>3.07M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$118,589</b>			<b>\$81,833</b>	<b>\$77,124</b>	<b>\$191,979</b>	<b>\$0</b>

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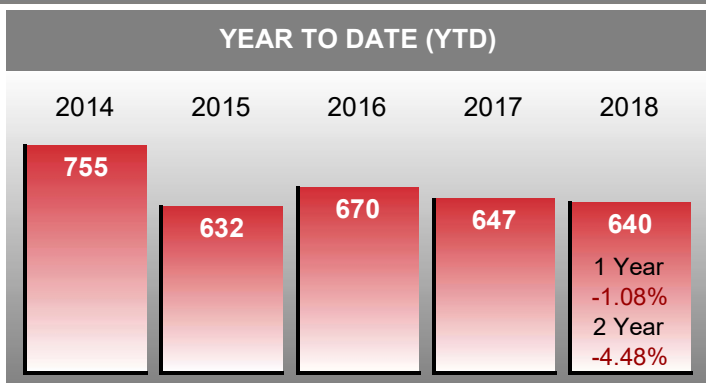
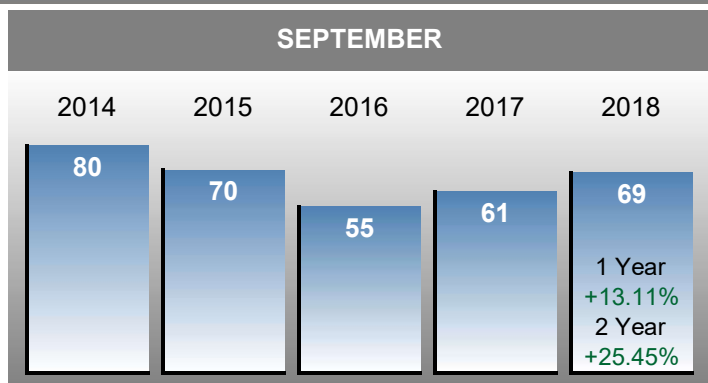
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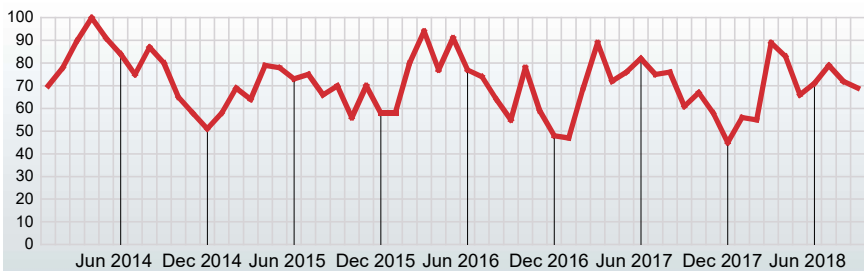
## PENDING LISTINGS

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

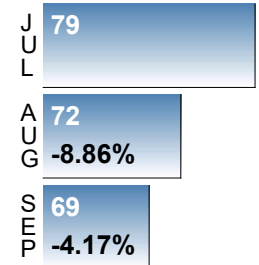


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 67**      **3 MONTHS**



**High**  
Apr 2014 = 100  
**Low**  
Dec 2017 = 45  
*Pending Listings*  
this month at **69**,  
above the 5 yr SEP  
average of **67**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	7.25%	46.0	3	2	0	0
\$30,001 - \$60,000	10	14.49%	49.9	4	5	1	0
\$60,001 - \$100,000	8	11.59%	62.6	2	5	1	0
\$100,001 - \$140,000	20	28.99%	57.5	5	11	3	1
\$140,001 - \$180,000	10	14.49%	69.9	1	6	3	0
\$180,001 - \$290,000	9	13.04%	70.1	0	2	6	1
\$290,001 and up	7	10.14%	47.4	1	1	5	0
<b>Total Pending Units</b>	<b>69</b>			<b>16</b>	<b>32</b>	<b>19</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>10,450,950</b>	<b>100%</b>	<b>53.1</b>	<b>1.81M</b>	<b>4.08M</b>	<b>4.16M</b>	<b>394.00K</b>
<b>Average Listing Price</b>	<b>\$97,863</b>			<b>\$113,225</b>	<b>\$127,538</b>	<b>\$219,166</b>	<b>\$197,000</b>

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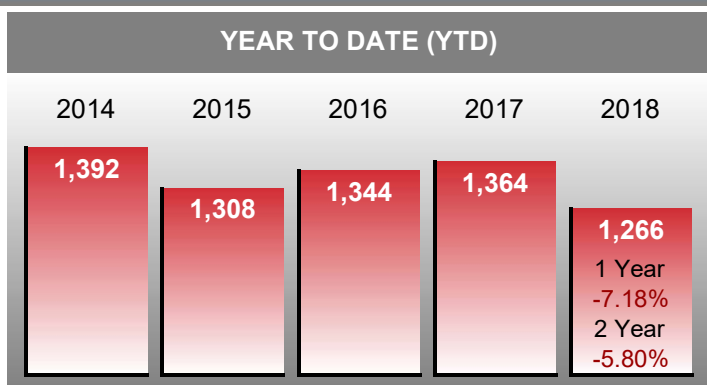
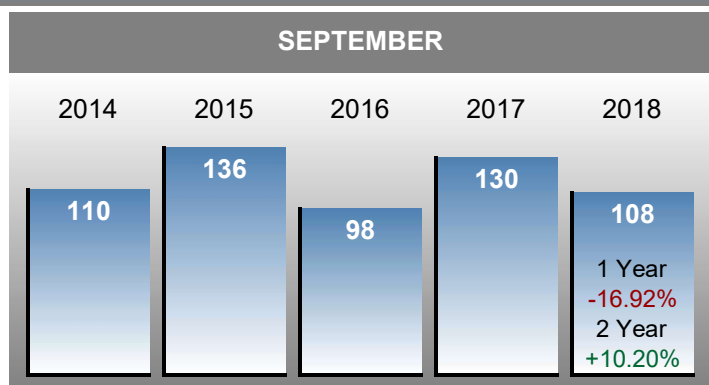
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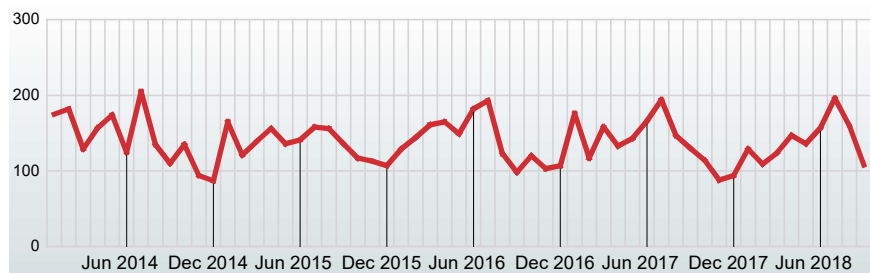
## NEW LISTINGS

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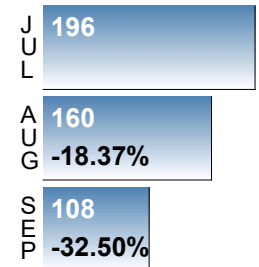


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 116**      **3 MONTHS**



**High**  
Jul 2014 = 205  
**Low**  
Dec 2014 = 87  
*New Listings*  
this month at **108**,  
below the 5 yr SEP  
average of **116**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	9.26%	8	2	0	0
\$40,001 - \$60,000	11	10.19%	3	8	0	0
\$60,001 - \$100,000	18	16.67%	5	9	4	0
\$100,001 - \$150,000	28	25.93%	4	17	6	1
\$150,001 - \$230,000	16	14.81%	2	6	8	0
\$230,001 - \$340,000	13	12.04%	0	3	9	1
\$340,001 and up	12	11.11%	2	3	6	1
<b>Total New Listed Units</b>	<b>108</b>		<b>24</b>	<b>48</b>	<b>33</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>18,165,925</b>	<b>100%</b>	<b>2.50M</b>	<b>6.86M</b>	<b>8.08M</b>	<b>721.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$44,250</b>		<b>\$104,351</b>	<b>\$142,890</b>	<b>\$244,876</b>	<b>\$240,633</b>

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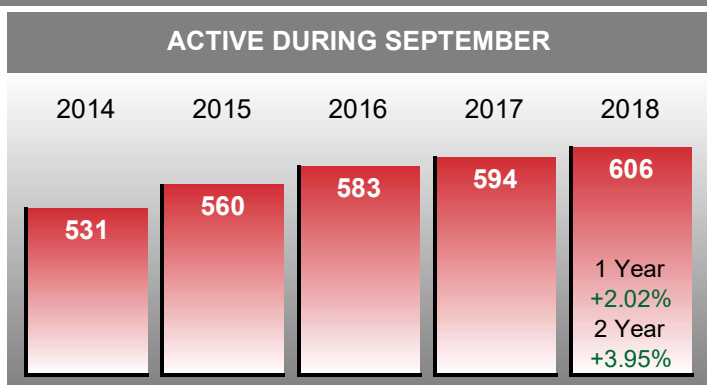
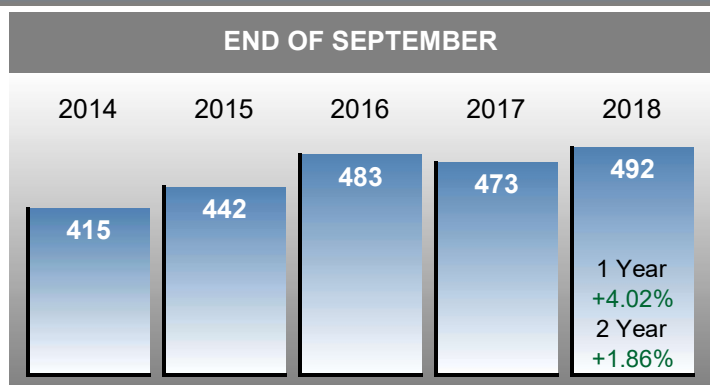
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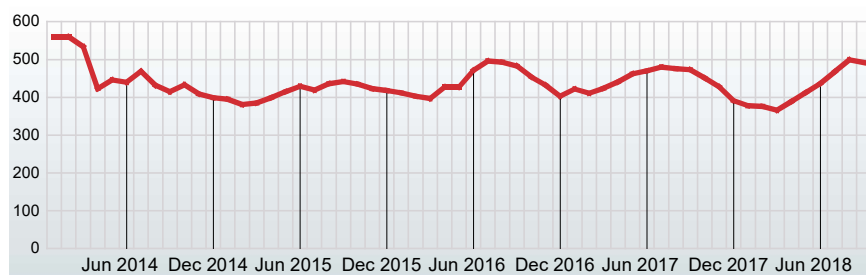


## ACTIVE INVENTORY

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr SEP AVG = 461**      **3 MONTHS**

**High**  
Feb 2014 = 560

**Low**  
Mar 2018 = 366

*Inventory*  
this month at **492**,  
above the 5 yr SEP  
average of **461**

JUL	468
AUG	499
SEP	492
<b>6.62%</b>	
<b>-1.40%</b>	

### 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	41	8.33%	99.6	39	2	0	0
\$25,001 - \$50,000	66	13.41%	86.1	52	13	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	170	34.55%	78.2	81	75	14	0
\$125,001 - \$225,000	99	20.12%	73.9	10	47	40	2
\$225,001 - \$350,000	69	14.02%	71.6	6	17	39	7
\$350,001 and up	47	9.55%	98.9	16	7	20	4
<b>Total Active Inventory by Units</b>	<b>492</b>			<b>204</b>	<b>161</b>	<b>114</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>82,188,232</b>	<b>100%</b>	<b>81.3</b>	<b>25.16M</b>	<b>22.56M</b>	<b>29.57M</b>	<b>4.90M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$167,049</b>			<b>\$123,321</b>	<b>\$140,141</b>	<b>\$259,411</b>	<b>\$376,554</b>

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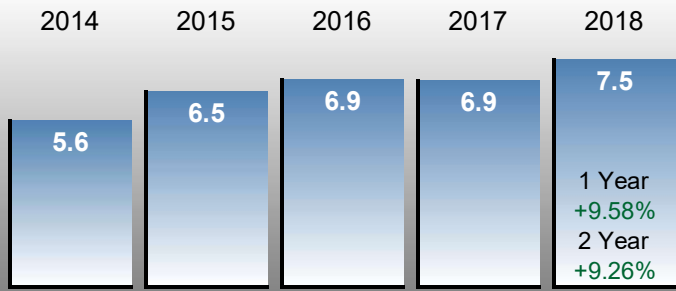
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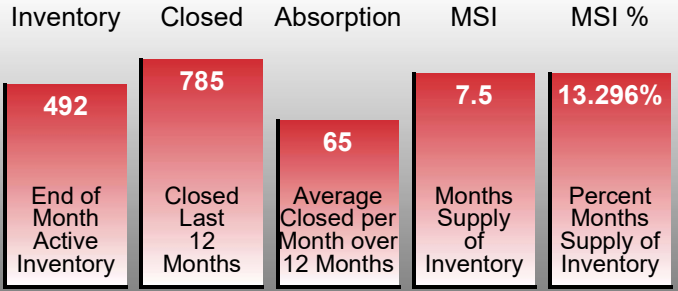
## MONTHS SUPPLY of INVENTORY (MSI)

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

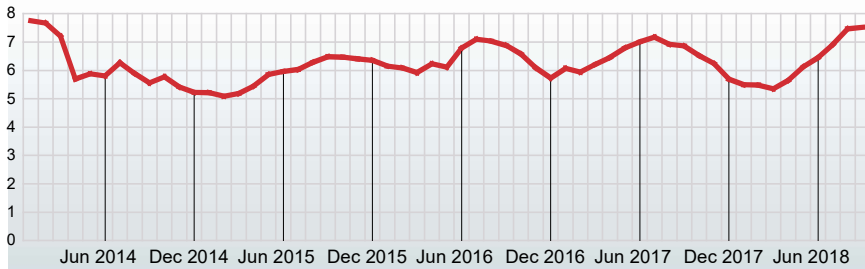
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2018



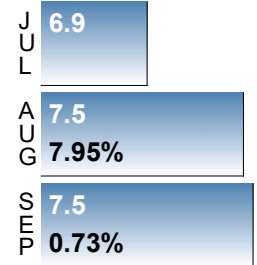
### 5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 6.7

3 MONTHS

**High**  
Jan 2014 = 7.8  
**Low**  
Feb 2015 = 5.1  
*Months Supply*  
this month at **7.5**,  
above the 5 yr SEP  
average of **6.7**



### 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
\$30,000 and less	50	10.16%	9.0	20.9	1.1	0.0	0.0
\$30,001 - \$50,000	57	11.59%	12.9	35.2	4.2	3.0	0.0
\$50,001 - \$70,000	68	13.82%	10.3	24.0	5.2	4.0	0.0
\$70,001 - \$140,000	127	25.81%	5.2	14.1	3.9	4.9	0.0
\$140,001 - \$230,000	76	15.45%	5.2	8.4	5.3	5.2	2.2
\$230,001 - \$350,000	67	13.62%	8.9	72.0	9.3	7.5	10.5
\$350,001 and up	47	9.55%	19.4	192.0	21.0	13.3	8.0
<b>Market Supply of Inventory (MSI)</b>	<b>7.5</b>			<b>22.3</b>	<b>4.6</b>	<b>6.3</b>	<b>4.6</b>
<b>Total Active Inventory by Units</b>	<b>492</b>	<b>100%</b>	<b>7.5</b>	<b>204</b>	<b>161</b>	<b>114</b>	<b>13</b>

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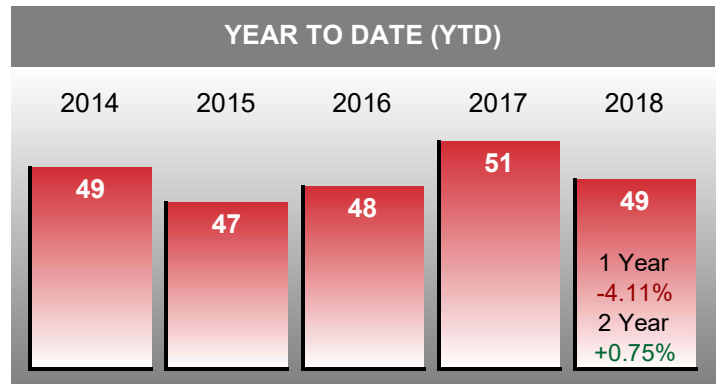
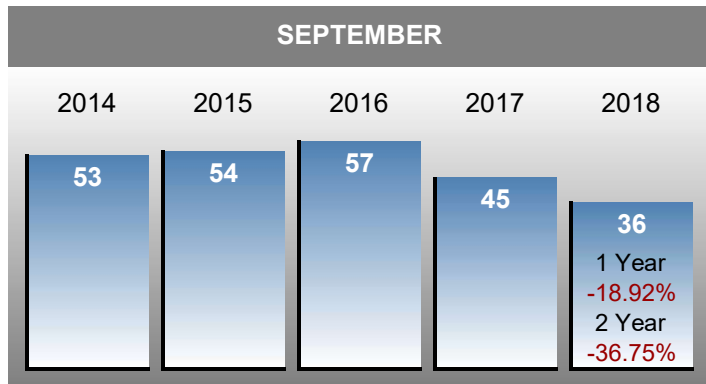
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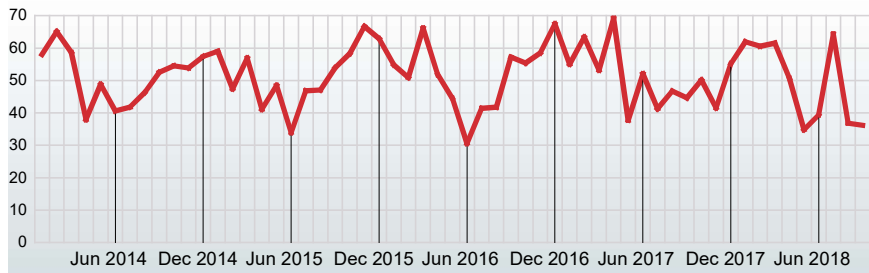
## AVERAGE DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 49**      **3 MONTHS**



**High**  
Apr 2017 = 69  
**Low**  
Jun 2016 = 31  
*Average Days on Market*  
this month at **36**,  
below the 5 yr SEP  
average of **49**

JUL	64
AUG	37 -42.75%
SEP	36 -1.79%

### 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
\$20,000 and less	1	2.22%	36.0	36.0	0.0	0.0	0.0
\$20,001 - \$40,000	9	20.00%	53.2	0.0	53.2	0.0	0.0
\$40,001 - \$80,000	6	13.33%	19.8	6.0	23.7	36.0	0.0
\$80,001 - \$120,000	11	24.44%	30.3	44.0	26.3	35.0	0.0
\$120,001 - \$140,000	5	11.11%	35.2	32.0	15.7	97.0	0.0
\$140,001 - \$220,000	8	17.78%	40.0	74.0	5.0	40.2	0.0
\$220,001 and up	5	11.11%	33.2	0.0	0.0	33.2	0.0
<b>Average Closed DOM</b>	<b>36.2</b>			<b>33.0</b>	<b>34.2</b>	<b>40.3</b>	<b>0.0</b>
<b>Total Closed Units</b>	<b>45</b>	<b>100%</b>	<b>36.2</b>	<b>6</b>	<b>23</b>	<b>16</b>	<b></b>
<b>Total Closed Volume</b>	<b>5,336,520</b>			<b>491.00K</b>	<b>1.77M</b>	<b>3.07M</b>	<b>0.00B</b>

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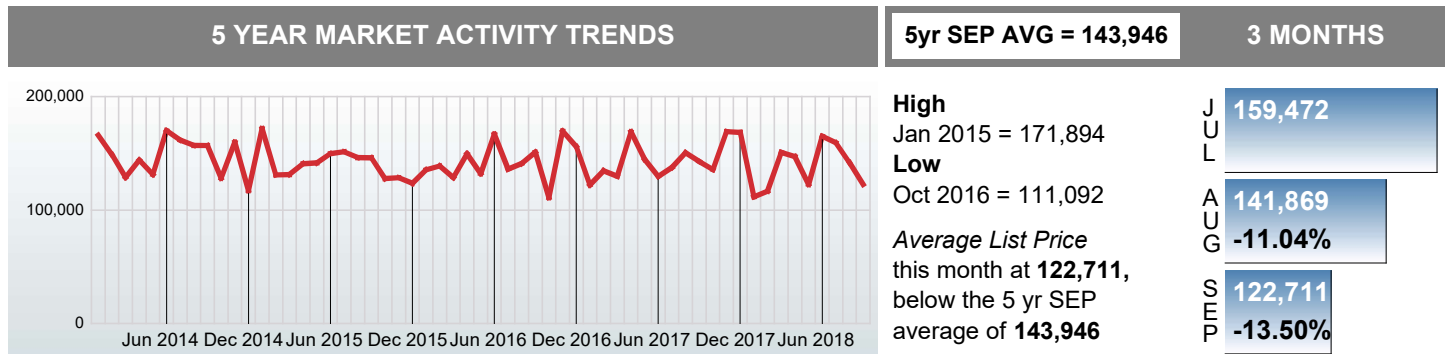
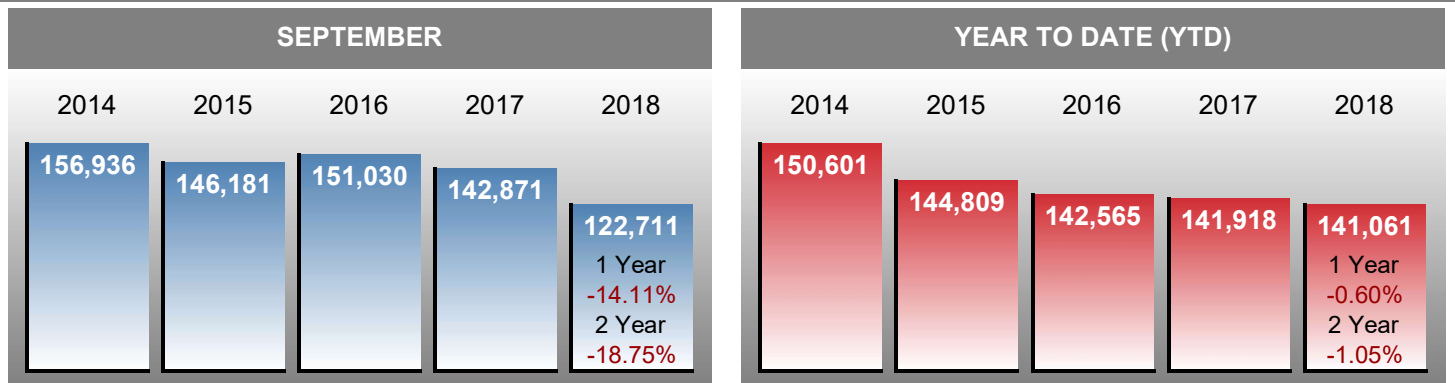
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## AVERAGE LIST PRICE AT CLOSING

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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
\$20,000 and less	1	2.22%	9,900	9,900	0	0	0
\$20,001 - \$40,000	9	20.00%	32,422	0	32,422	0	0
\$40,001 - \$80,000	6	13.33%	60,550	57,750	62,633	59,900	0
\$80,001 - \$120,000	9	20.00%	106,133	140,000	105,757	111,967	0
\$120,001 - \$140,000	7	15.56%	131,643	128,500	131,667	137,000	0
\$140,001 - \$220,000	10	22.22%	191,030	150,000	199,900	187,750	0
\$220,001 and up	3	6.67%	356,667	0	0	300,780	0
<b>Average List Price</b>			122,711	90,650	78,909	197,700	0
<b>Total Closed Units</b>		100%	122,711	6	23	16	
<b>Total Closed Volume</b>			5,522,000	543.90K	1.81M	3.16M	0.00B

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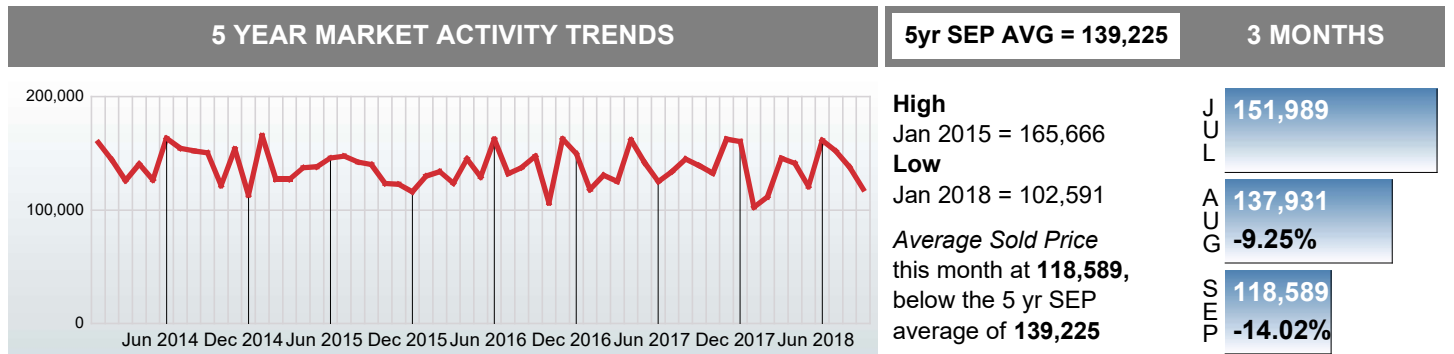
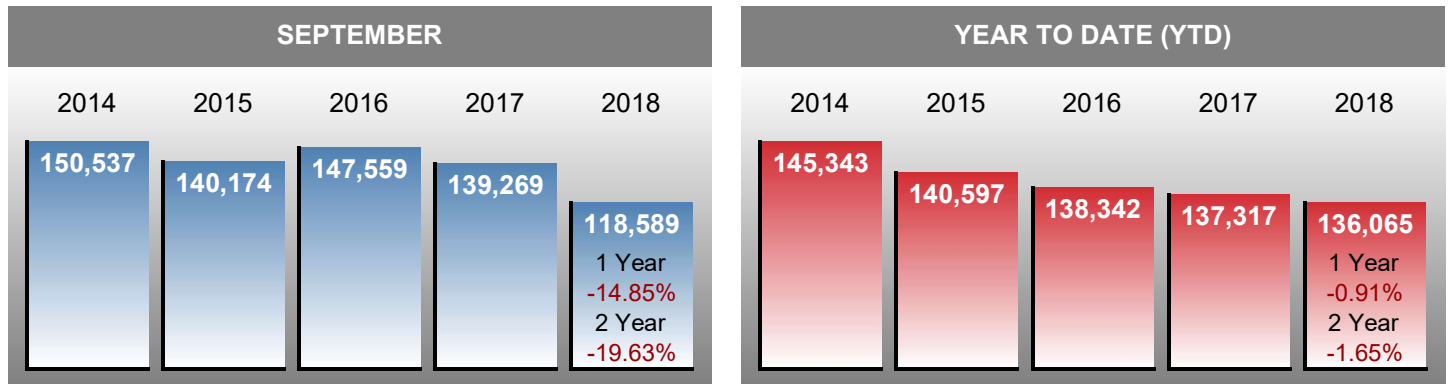
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## AVERAGE SOLD PRICE AT CLOSING

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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
\$20,000 and less	1	2.22%	8,000	8,000	0	0	0
\$20,001 - \$40,000	9	20.00%	30,922	0	30,922	0	0
\$40,001 - \$80,000	6	13.33%	56,750	53,250	59,667	55,000	0
\$80,001 - \$120,000	11	24.44%	107,473	110,000	105,043	112,300	0
\$120,001 - \$140,000	5	11.11%	127,550	121,500	128,083	132,000	0
\$140,001 - \$220,000	8	17.78%	177,988	145,000	197,000	180,317	0
\$220,001 and up	5	11.11%	293,174	0	0	293,174	0
<b>Average Sold Price</b>			<b>118,589</b>	<b>81,833</b>	<b>77,124</b>	<b>191,979</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>45</b>	<b>6</b>	<b>23</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>5,336,520</b>	<b>491.00K</b>	<b>1.77M</b>	<b>3.07M</b>	<b>0.00B</b>

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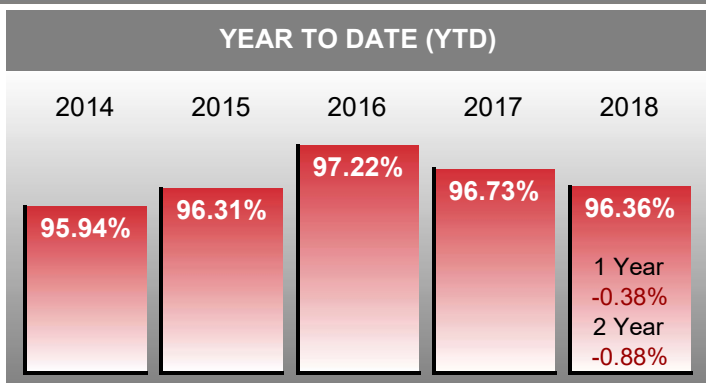
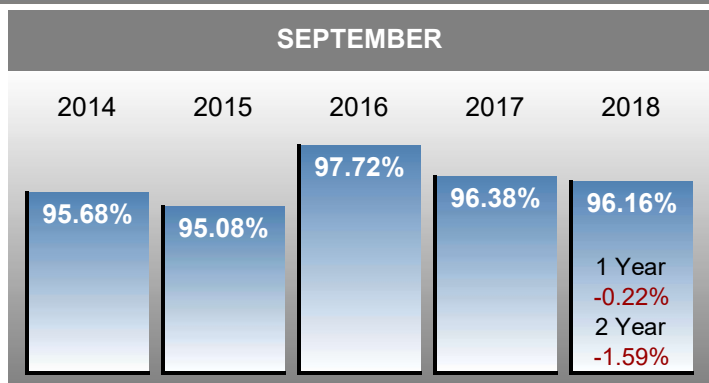
# September 2018

Area Delimited by County Of Washington



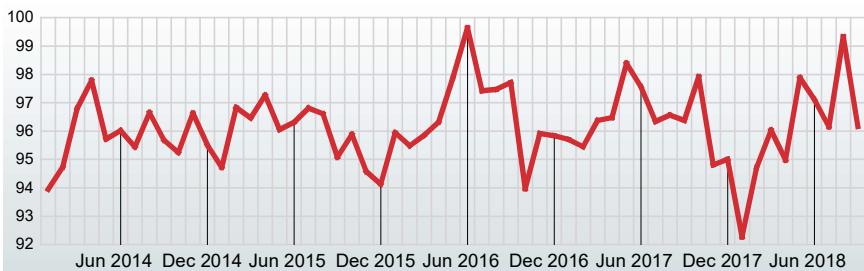
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 96.20%**      **3 MONTHS**



**High**  
Jun 2016 = 99.65%

**Low**  
Jan 2018 = 92.27%

*Average Sold/List Ratio*  
this month at **96.16%**,  
equal to 5 yr SEP  
average of **96.20%**

JUL	96.15%
AUG	99.33%
SEP	96.16%
	-3.19%

### 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
\$20,000 and less	1	2.22%	80.81%	80.81%	0.00%	0.00%	0.00%
\$20,001 - \$40,000	9	20.00%	95.80%	0.00%	95.80%	0.00%	0.00%
\$40,001 - \$80,000	6	13.33%	93.45%	92.74%	94.47%	91.82%	0.00%
\$80,001 - \$120,000	11	24.44%	97.72%	78.57%	99.35%	100.30%	0.00%
\$120,001 - \$140,000	5	11.11%	96.56%	94.55%	97.30%	96.35%	0.00%
\$140,001 - \$220,000	8	17.78%	96.38%	96.67%	98.55%	95.97%	0.00%
\$220,001 and up	5	11.11%	98.95%	0.00%	0.00%	98.95%	0.00%
<b>Average Sold/List Ratio</b>			<b>96.20%</b>	<b>89.35%</b>	<b>97.02%</b>	<b>97.48%</b>	<b>0.00%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>96.20%</b>	<b>6</b>	<b>23</b>	<b>16</b>	<b></b>
<b>Total Closed Volume</b>				<b>491.00K</b>	<b>1.77M</b>	<b>3.07M</b>	<b>0.00B</b>

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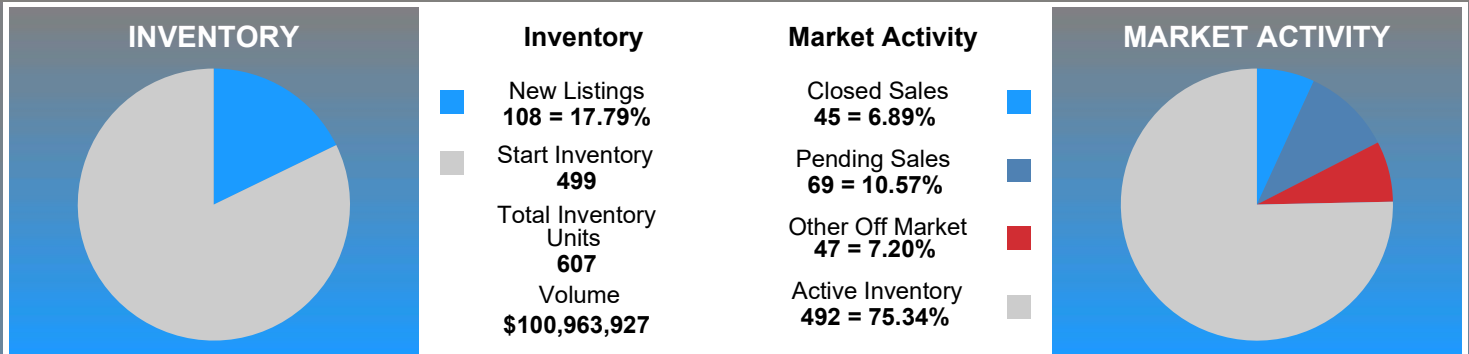
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## MARKET SUMMARY

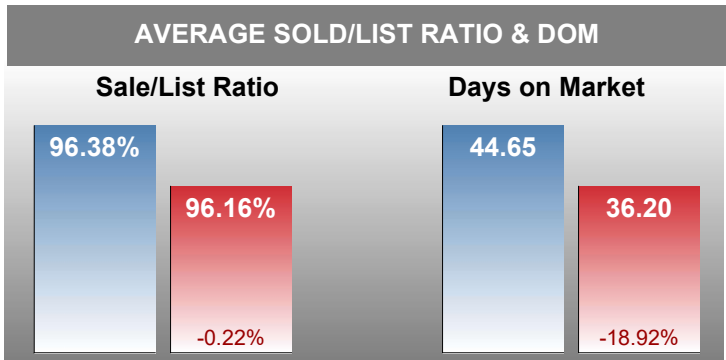
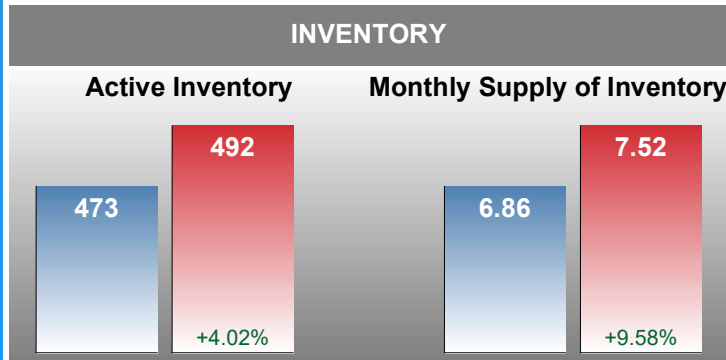
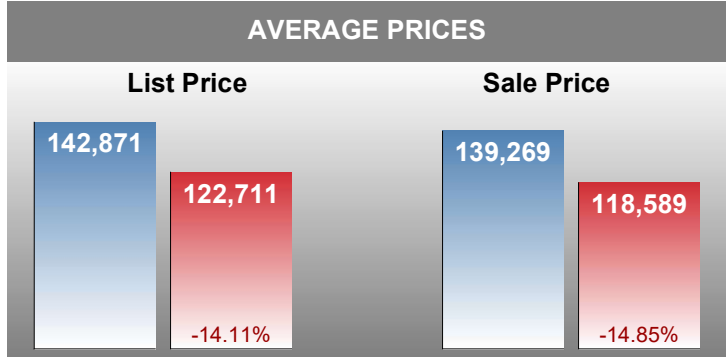
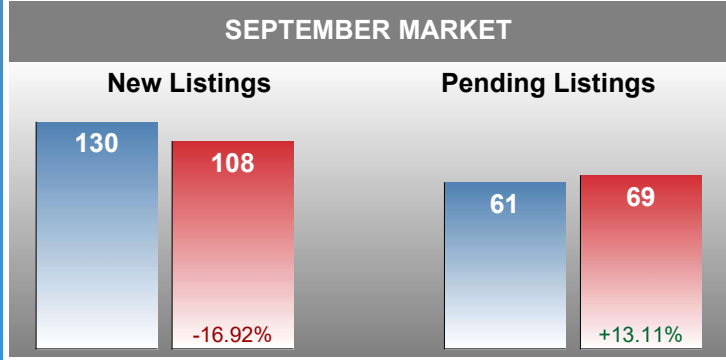
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Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	62	45	-27.42%	634	595	-6.15%
Pending Sales	61	69	13.11%	647	640	-1.08%
New Listings	130	108	-16.92%	1,364	1,266	-7.18%
Average List Price	142,871	122,711	-14.11%	141,918	141,061	-0.60%
Average Sale Price	139,269	118,589	-14.85%	137,317	136,065	-0.91%
Average Percent of Selling Price to List Price	96.38%	96.16%	-0.22%	96.73%	96.36%	-0.38%
Average Days on Market to Sale	44.65	36.20	-18.92%	50.65	48.57	-4.11%
Monthly Inventory	473	492	4.02%	473	492	4.02%
Months Supply of Inventory	6.86	7.52	9.58%	6.86	7.52	9.58%

**Absorption:** Last 12 months, an Average of **65** Sales/Month

**Inventory on September 30, 2018 = 492** 2017 2018



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