

June 2018

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

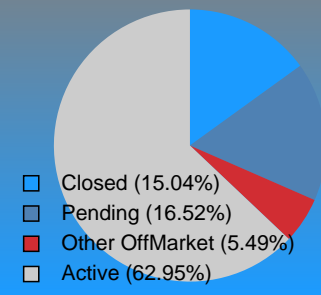


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	1,488	1,399	-5.98%
Pending Listings	1,324	1,536	16.01%
New Listings	2,519	2,330	-7.50%
Average List Price	200,322	218,292	8.97%
Average Sale Price	195,255	211,542	8.34%
Average Percent of List Price to Selling Price	97.26%	97.43%	0.18%
Average Days on Market to Sale	38.72	40.50	4.60%
End of Month Inventory	5,475	5,854	6.92%
Months Supply of Inventory	4.44	4.79	7.97%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,222** Sales/Month
Active Inventory as of June 30, 2018 = **5,854**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2018 rose **6.92%** to 5,854 existing homes available for sale. Over the last 12 months this area has had an average of 1,222 closed sales per month. This represents an unsold inventory index of **4.79** 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 **8.34%** in June 2018 to \$211,542 versus the previous year at \$195,255.

Average Days on Market Lengthens

The average number of **40.50** days that homes spent on the market before selling increased by 1.78 days or **4.60%** in June 2018 compared to last year's same month at **38.72** DOM.

Sales Success for June 2018 is Positive

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

There were 2,330 New Listings in June 2018, down **7.50%** from last year at 2,519. Furthermore, there were 1,399 Closed Listings this month versus last year at 1,488, a **-5.98%** decrease.

Closed versus Listed trends yielded a **60.0%** ratio, up from previous year's, June 2017, at **59.1%**, a **1.65%** upswing. This will certainly create pressure on an increasing 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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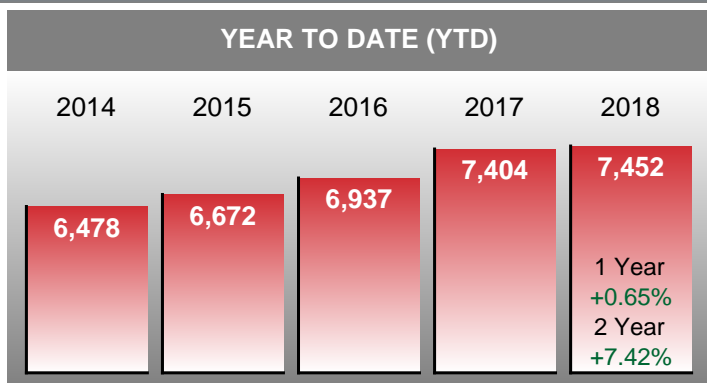
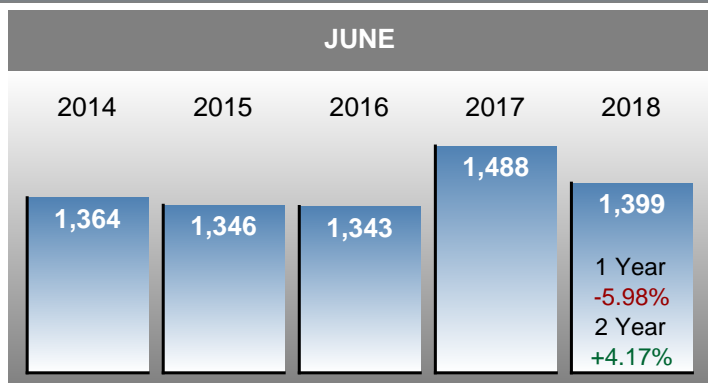
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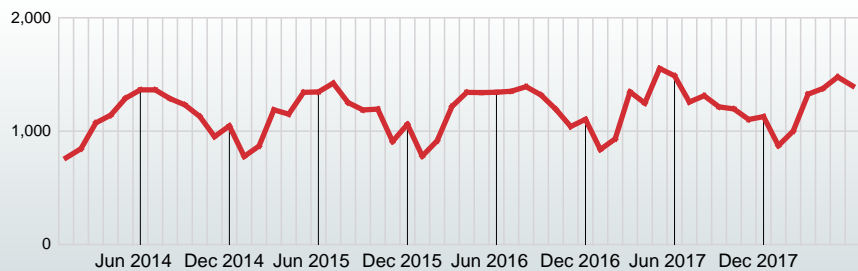
CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 1,388 3 MONTHS



High
May 2017 = 1,553
Low
Jan 2014 = 765
Closed Listings
this month at **1,399**,
above the 5 yr JUN
average of **1,388**

A	1,376
P	
R	
M	1,478
A	7.41%
Y	
J	1,399
U	-5.35%
N	

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	86	6.15%	49.6	60	25	0	1
\$50,001 - \$100,000	173	12.37%	39.5	68	95	9	1
\$100,001 - \$125,000	156	11.15%	35.6	21	118	16	1
\$125,001 - \$200,000	454	32.45%	32.4	29	339	78	8
\$200,001 - \$250,000	184	13.15%	38.8	6	94	80	4
\$250,001 - \$350,000	194	13.87%	51.0	8	59	105	22
\$350,001 and up	152	10.86%	54.3	10	24	92	26
Total Closed Units	1,399			202	754	380	63
Total Closed Volume	295,947,746	100%	40.5	24.49M	125.01M	115.49M	30.97M
Average Closed Price	\$211,542			\$121,229	\$165,790	\$303,919	\$491,509

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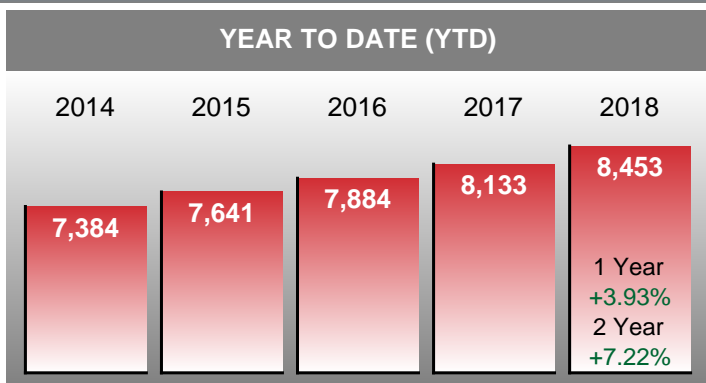
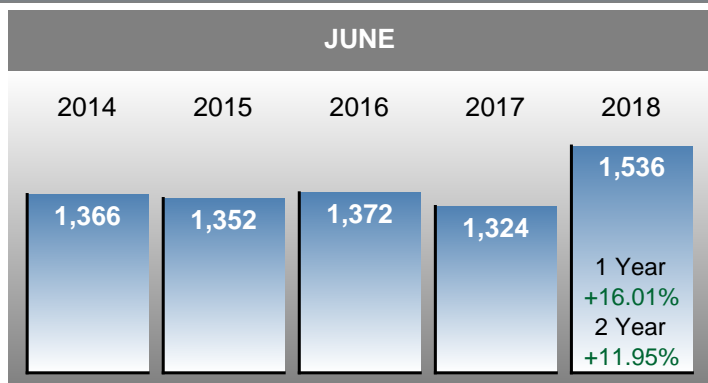
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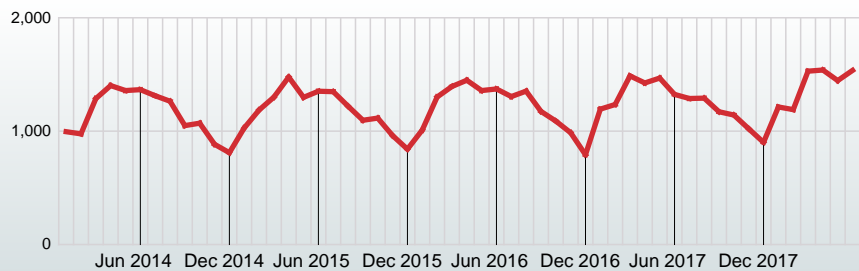
PENDING LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 1,390 3 MONTHS



High
Apr 2018 = 1,539
Low
Dec 2016 = 792
Pending Listings
this month at **1,536**,
above the 5 yr JUN
average of **1,390**

A P R	1,539
M A Y	1,446
J U N	1,536
	-6.04%
	6.22%

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	115	7.49%	50.5	84	27	2	2
\$50,001 - \$100,000	215	14.00%	39.4	77	126	12	0
\$100,001 - \$125,000	135	8.79%	40.4	18	107	10	0
\$125,001 - \$175,000	381	24.80%	35.5	20	295	60	6
\$175,001 - \$225,000	249	16.21%	39.5	15	151	78	5
\$225,001 - \$350,000	288	18.75%	49.7	7	111	152	18
\$350,001 and up	153	9.96%	54.0	10	23	90	30
Total Pending Units	1,536			231	840	404	61
Total Pending Volume	326,375,360	100%	46.8	25.47M	141.14M	121.24M	38.53M
Average Listing Price	\$290,370			\$110,262	\$168,026	\$300,088	\$631,597

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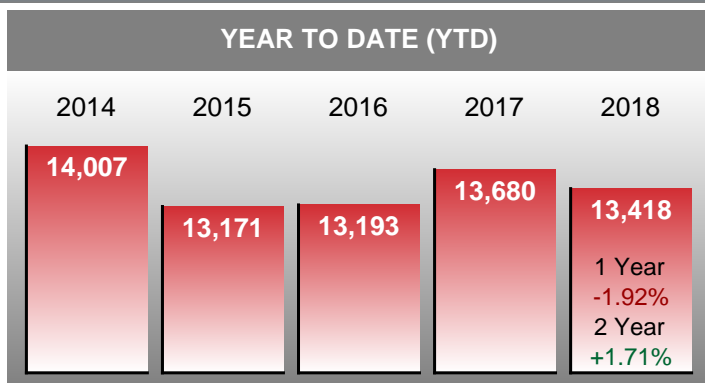
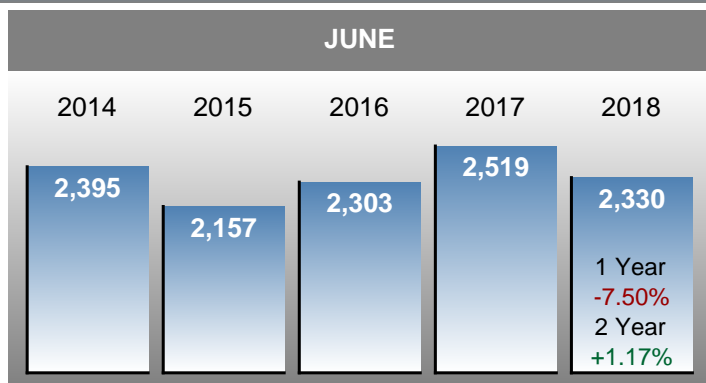
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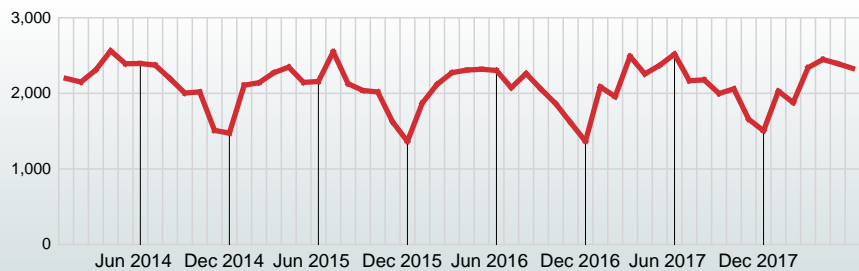
NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 2,341 3 MONTHS



High
Apr 2014 = 2,563
Low
Dec 2015 = 1,365
New Listings
this month at **2,330**,
below the 5 yr JUN
average of **2,341**

A P R	2,448
M A Y	2,393 -2.25%
J U N	2,330 -2.63%

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	175	7.51%	128	40	5	2
\$50,001 - \$100,000	317	13.61%	138	164	14	1
\$100,001 - \$125,000	190	8.15%	38	133	19	0
\$125,001 - \$200,000	674	28.93%	62	452	149	11
\$200,001 - \$275,000	370	15.88%	33	167	154	16
\$275,001 - \$425,000	367	15.75%	31	99	202	35
\$425,001 and up	237	10.17%	32	35	109	61
Total New Listed Units	2,330		462	1,090	652	126
Total New Listed Volume	594,155,611	100%	89.91M	198.94M	219.53M	85.77M
Average New Listed Listing Price	\$415,699		\$194,604	\$182,513	\$336,710	\$680,750

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June 2018

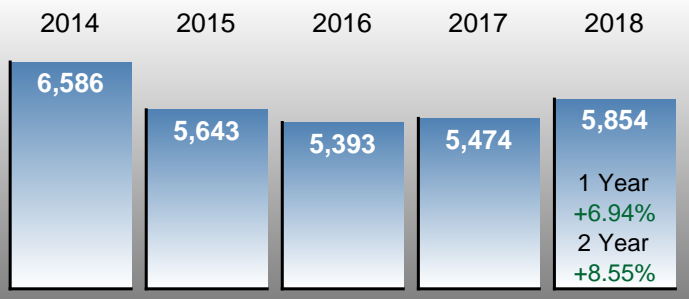
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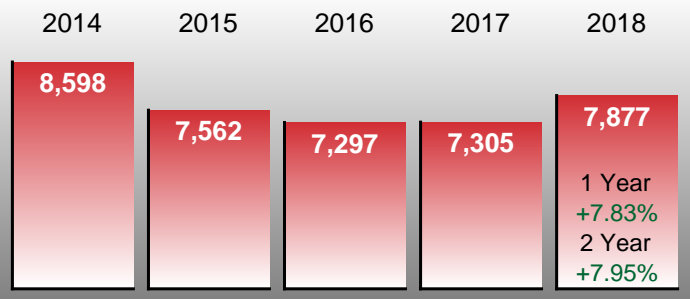
ACTIVE INVENTORY

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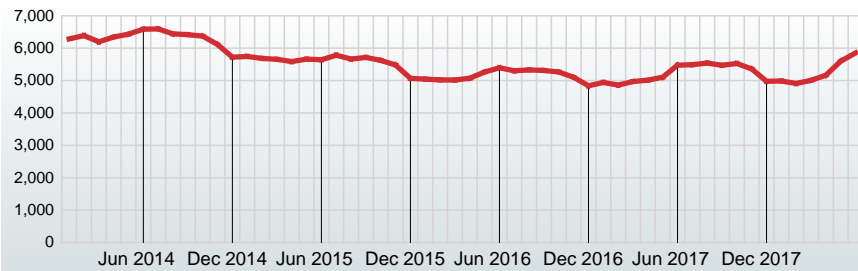
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 5,790

3 MONTHS

High
Jul 2014 = 6,593
Low
Dec 2016 = 4,839
Inventory
this month at **5,854**,
above the 5 yr JUN
average of **5,790**

A	5,165
P	
R	
M	5,599
A	8.40%
Y	
J	5,854
U	4.55%
N	

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	251	4.29%	96.1	237	13	1	0
\$25,001 - \$75,000	805	13.75%	82.3	573	197	33	2
\$75,001 - \$150,000	1,127	19.25%	75.4	366	635	117	9
\$150,001 - \$250,000	1,473	25.16%	65.8	237	708	478	50
\$250,001 - \$350,000	886	15.13%	68.4	82	237	482	85
\$350,001 - \$575,000	724	12.37%	74.2	79	132	373	140
\$575,001 and up	588	10.04%	91.4	142	61	210	175
Total Active Inventory by Units	5,854			1,716	1,983	1,694	461
Total Active Inventory by Volume	1,752,464,037	100%	75.2	431.91M	398.21M	624.38M	297.97M
Average Active Inventory Listing Price	\$299,362			\$251,694	\$200,811	\$368,585	\$646,350

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June 2018

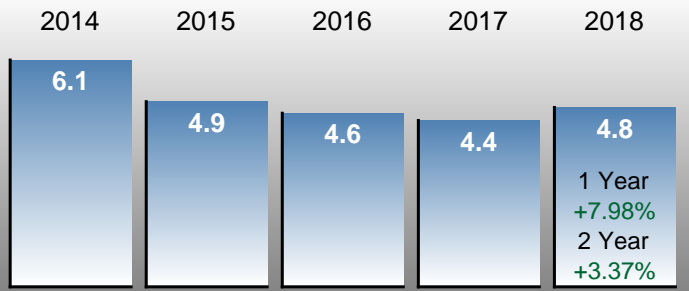
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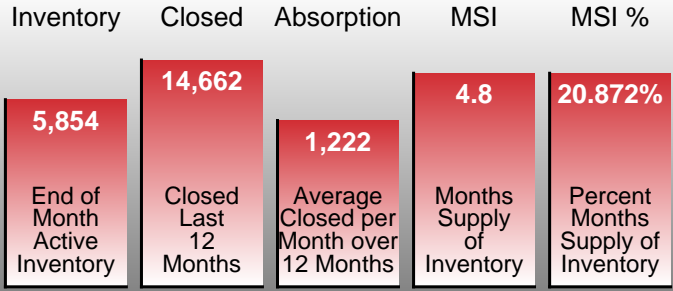
MONTHS SUPPLY of INVENTORY (MSI)

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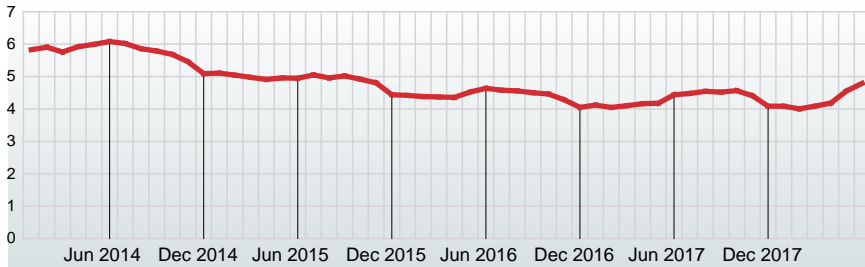
MSI FOR JUNE



INDICATORS FOR JUNE 2018



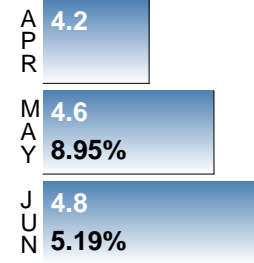
5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 5.0

3 MONTHS

High
Jun 2014 = 6.1
Low
Feb 2018 = 4.0
Months Supply
this month at **4.8**,
equal to 5 yr JUN
average of **5.0**



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	251	4.29%	7.1	8.9	1.7	1.0	0.0
\$25,001 - \$75,000	805	13.75%	5.3	7.9	2.8	3.7	2.7
\$75,001 - \$150,000	1,127	19.25%	3.1	7.3	2.3	3.4	2.1
\$150,001 - \$250,000	1,473	25.16%	3.6	10.4	2.9	3.6	5.4
\$250,001 - \$350,000	886	15.13%	5.8	12.8	4.8	5.9	5.5
\$350,001 - \$575,000	724	12.37%	8.6	23.1	7.8	7.7	8.9
\$575,001 and up	588	10.04%	20.2	53.3	14.4	15.8	19.6
Market Supply of Inventory (MSI)	4.8			9.3	3.0	5.3	8.4
Total Active Inventory by Units	5,854	100%	4.8	1,716	1,983	1,694	461

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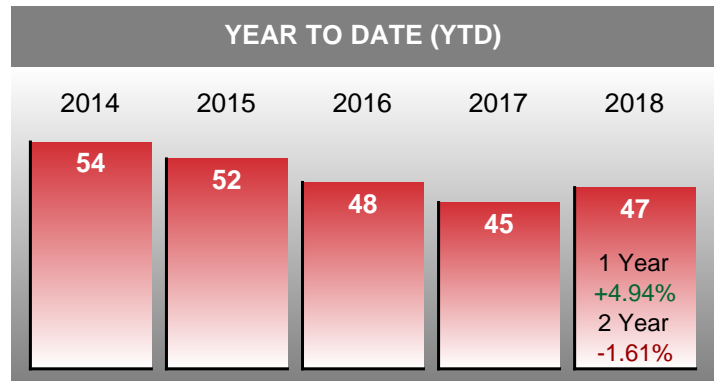
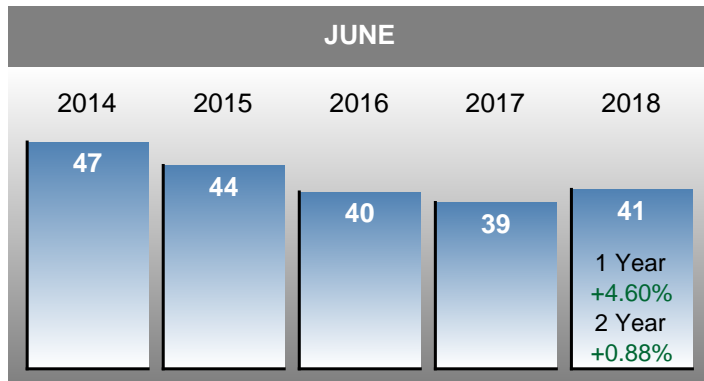
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AVERAGE DAYS ON MARKET TO SALE

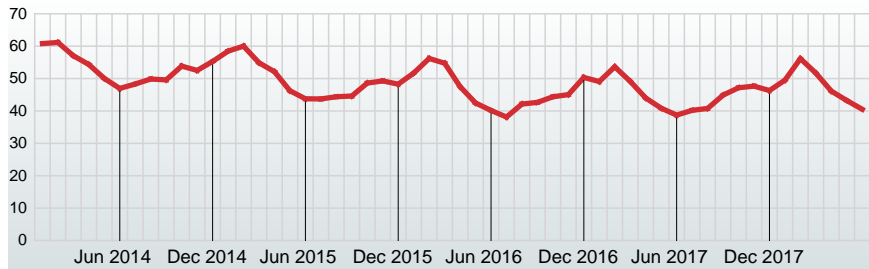
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 42

3 MONTHS



High
Feb 2014 = 61
Low
Jul 2016 = 38
Average Days on Market
this month at **41**,
below the 5 yr JUN
average of **42**

A	46
P	
R	
M	43
A	-6.30%
Y	
J	41
U	-6.27%
N	

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	86	6.15%	49.6	50.5	48.4	0.0	29.0
\$50,001 - \$100,000	173	12.37%	39.5	39.4	40.2	29.9	65.0
\$100,001 - \$125,000	156	11.15%	35.6	43.3	30.2	59.9	130.0
\$125,001 - \$200,000	454	32.45%	32.4	37.2	30.3	37.4	56.4
\$200,001 - \$250,000	184	13.15%	38.8	26.8	41.3	36.9	37.3
\$250,001 - \$350,000	194	13.87%	51.0	62.9	50.4	51.4	46.3
\$350,001 and up	152	10.86%	54.3	73.9	30.5	57.3	57.9
Average Closed DOM			40.5	45.0	35.1	46.8	53.1
Total Closed Units		100%	40.5	202	754	380	63
Total Closed Volume			295,947,746	24.49M	125.01M	115.49M	30.97M

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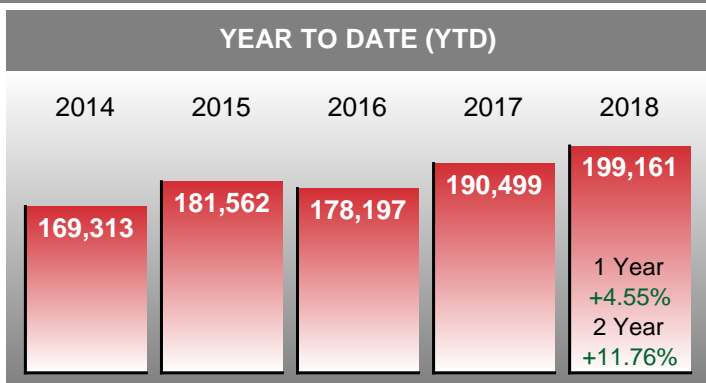
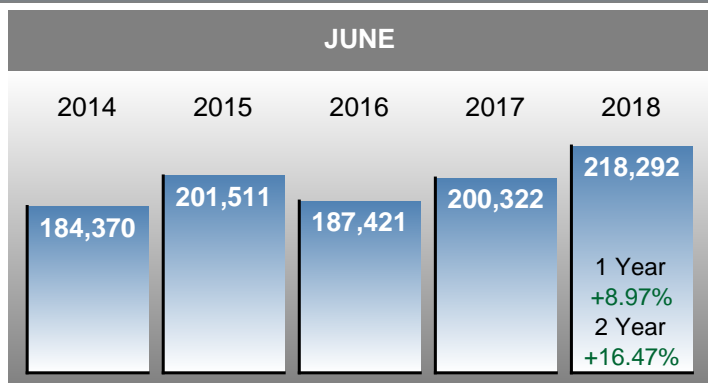
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AVERAGE LIST PRICE AT CLOSING

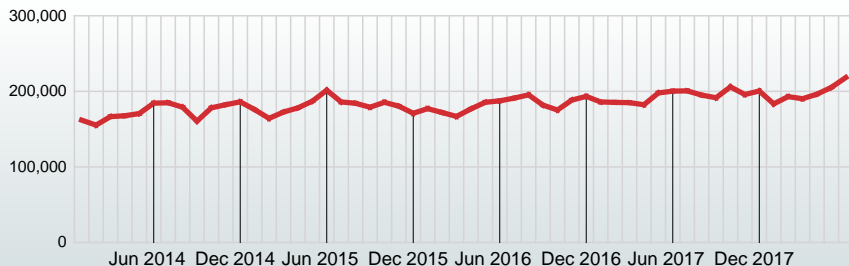
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 198,383

3 MONTHS



High
Jun 2018 = 218,292
Low
Feb 2014 = 155,354
Average List Price
this month at **218,292**,
above the 5 yr JUN
average of **198,383**

A P R	196,263
M A Y	205,227
J U N	218,292
	4.57%
	6.37%

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	82	5.86%	30,544	29,070	38,556	0	25,000
\$50,001 - \$100,000	179	12.79%	78,390	72,624	82,497	87,811	93,300
\$100,001 - \$125,000	134	9.58%	116,148	118,881	117,475	120,375	128,900
\$125,001 - \$200,000	472	33.74%	161,770	157,821	160,555	175,992	177,175
\$200,001 - \$250,000	181	12.94%	225,619	226,467	224,789	227,752	233,700
\$250,001 - \$350,000	197	14.08%	299,901	313,563	301,052	301,130	300,984
\$350,001 and up	154	11.01%	629,982	772,100	478,829	575,641	927,243
Average List Price			218,292	125,467	169,065	313,793	529,038
Total Closed Units		100%	218,292	202	754	380	63
Total Closed Volume			305,390,445	25.34M	127.48M	119.24M	33.33M

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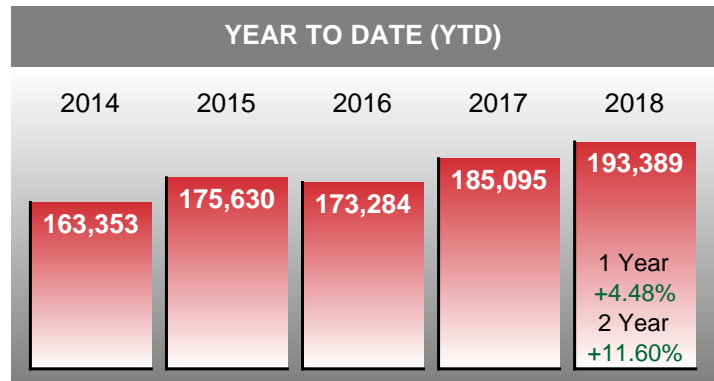
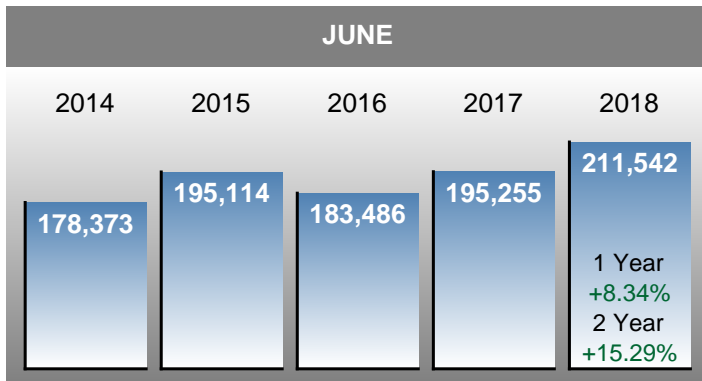
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AVERAGE SOLD PRICE AT CLOSING

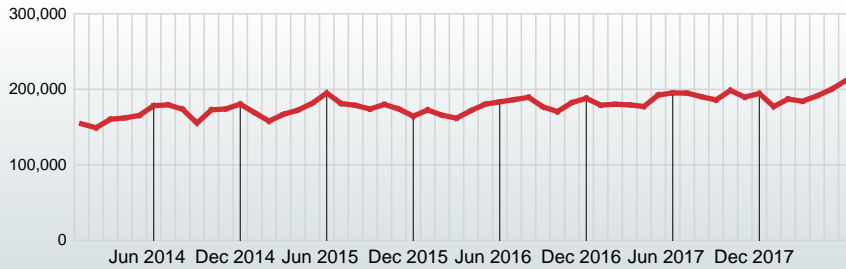
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 192,754

3 MONTHS



High
Jun 2018 = 211,542
Low
Feb 2014 = 149,244
Average Sold Price
this month at **211,542**,
above the 5 yr JUN
average of **192,754**

A P R	191,350
M A Y	200,022
J U N	211,542
	4.53%
	5.76%

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	86	6.15%	29,222	26,481	35,968	0	25,000
\$50,001 - \$100,000	173	12.37%	76,326	69,688	80,448	83,383	72,600
\$100,001 - \$125,000	156	11.15%	114,222	115,240	113,929	114,379	125,000
\$125,001 - \$200,000	454	32.45%	161,043	153,355	158,640	173,201	172,188
\$200,001 - \$250,000	184	13.15%	222,495	220,983	220,495	224,583	230,000
\$250,001 - \$350,000	194	13.87%	295,720	303,750	294,379	295,698	296,500
\$350,001 and up	152	10.86%	598,616	753,740	464,425	547,652	843,154
Average Sold Price			211,542	121,229	165,790	303,919	491,509
Total Closed Units		100%	211,542	202	754	380	63
Total Closed Volume			295,947,746	24.49M	125.01M	115.49M	30.97M

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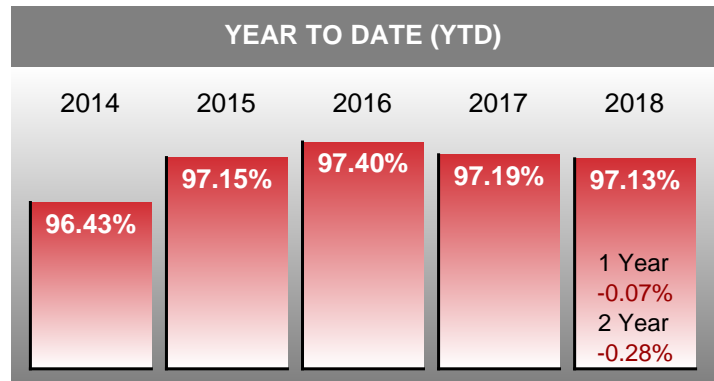
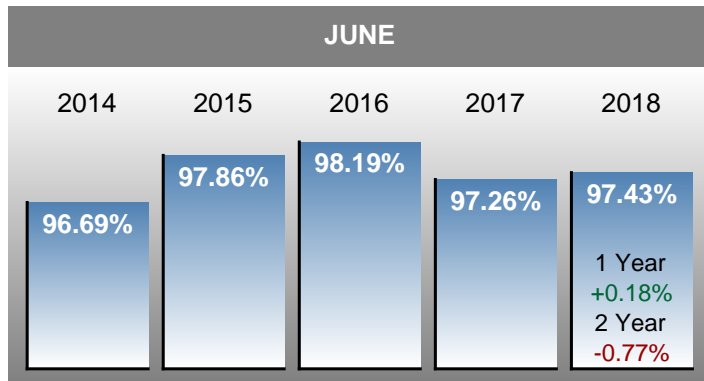
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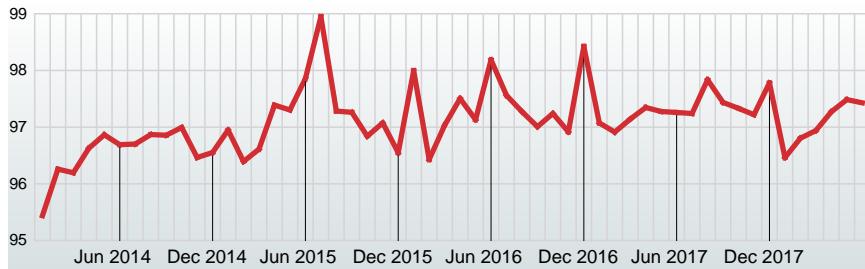


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 97.48% **3 MONTHS**

High	Jul 2015 = 98.95%
Low	Jan 2014 = 95.44%
<i>Average Sold/List Ratio this month at 97.43%, equal to 5 yr JUN average of 97.48%</i>	
APR	97.27%
MAY	97.49%
JUN	97.43%
Change	0.22%
Change	-0.06%

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	86	6.15%	90.91%	89.54%	93.82%	0.00%	100.00%
\$50,001 - \$100,000	173	12.37%	96.76%	96.09%	97.56%	95.51%	77.81%
\$100,001 - \$125,000	156	11.15%	97.16%	97.04%	97.26%	96.65%	96.97%
\$125,001 - \$200,000	454	32.45%	98.71%	97.33%	98.89%	98.59%	97.35%
\$200,001 - \$250,000	184	13.15%	98.39%	97.65%	98.19%	98.68%	98.46%
\$250,001 - \$350,000	194	13.87%	98.12%	97.11%	97.87%	98.26%	98.52%
\$350,001 and up	152	10.86%	96.28%	96.48%	97.02%	96.55%	94.54%
Average Sold/List Ratio			97.40%	94.53%	98.07%	97.87%	96.39%
Total Closed Units	1,399	100%	97.40%	202	754	380	63
Total Closed Volume	295,947,746			24.49M	125.01M	115.49M	30.97M

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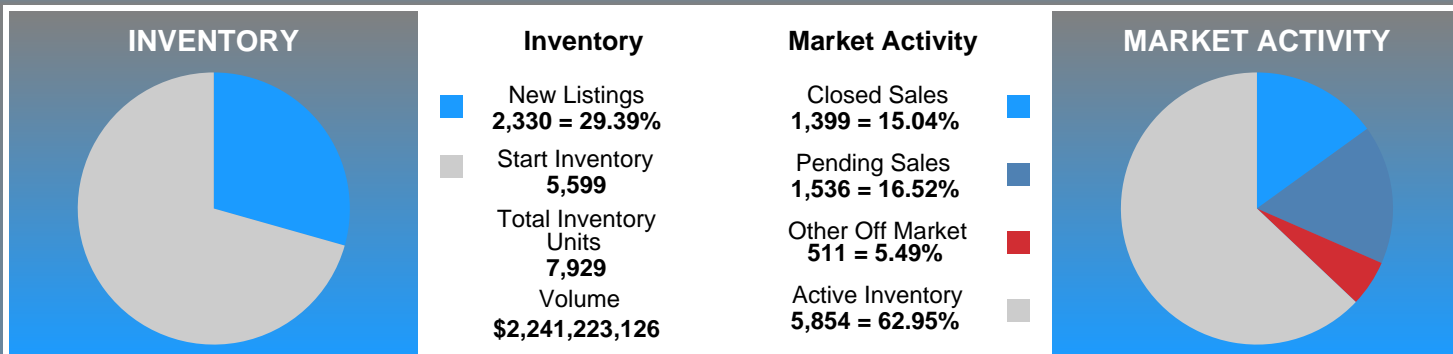
June 2018

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



MARKET SUMMARY

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

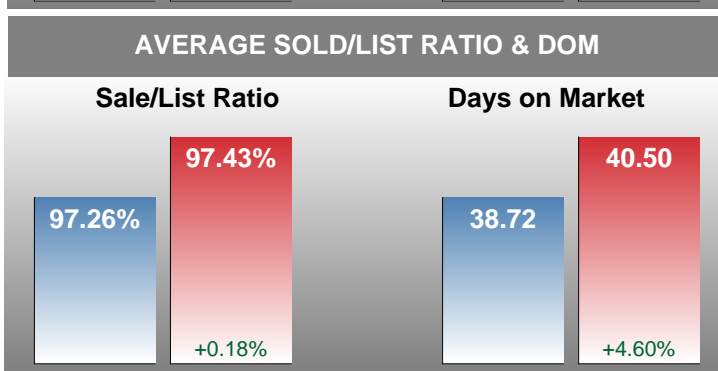
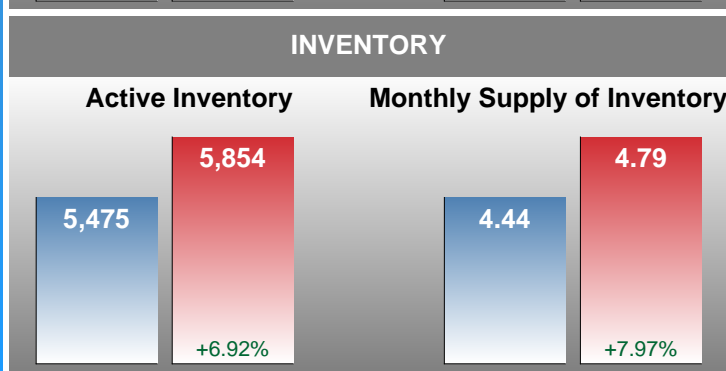
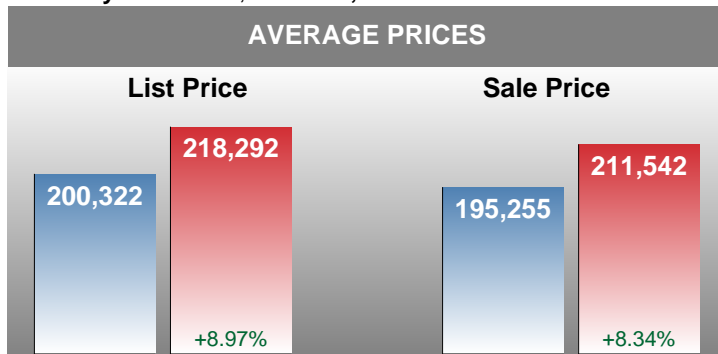
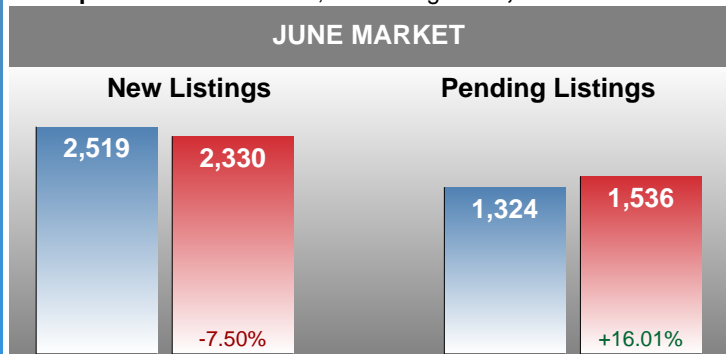


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,488	1,399	-5.98%	7,404	7,452	0.65%
Pending Sales	1,324	1,536	16.01%	8,133	8,453	3.93%
New Listings	2,519	2,330	-7.50%	13,680	13,418	-1.92%
Average List Price	200,322	218,292	8.97%	190,499	199,161	4.55%
Average Sale Price	195,255	211,542	8.34%	185,095	193,389	4.48%
Average Percent of Selling Price to List Price	97.26%	97.43%	0.18%	97.19%	97.13%	-0.07%
Average Days on Market to Sale	38.72	40.50	4.60%	45.00	47.22	4.94%
Monthly Inventory	5,475	5,854	6.92%	5,475	5,854	6.92%
Months Supply of Inventory	4.44	4.79	7.97%	4.44	4.79	7.97%

Absorption: Last 12 months, an Average of **1,222** Sales/Month

Inventory on June 30, 2018 = 5,854

2017	2018
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