



July 2018

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

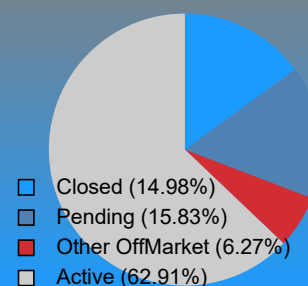


MONTHLY INVENTORY ANALYSIS

Report produced on Aug 13, 2018 for MLS Technology Inc.

Compared Metrics	July		
	2017	2018	+/-%
Closed Listings	1,257	1,404	11.69%
Pending Listings	1,288	1,484	15.22%
New Listings	2,167	2,299	6.09%
Average List Price	200,614	200,632	0.01%
Average Sale Price	195,037	195,260	0.11%
Average Percent of List Price to Selling Price	97.24%	97.80%	0.57%
Average Days on Market to Sale	40.20	40.72	1.31%
End of Month Inventory	5,490	5,896	7.40%
Months Supply of Inventory	4.48	4.76	6.38%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,238** Sales/Month
Active Inventory as of July 31, 2018 = **5,896**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2018 rose **7.40%** to 5,896 existing homes available for sale. Over the last 12 months this area has had an average of 1,238 closed sales per month. This represents an unsold inventory index of **4.76** 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 **0.11%** in July 2018 to \$195,260 versus the previous year at \$195,037.

Average Days on Market Lengthens

The average number of **40.72** days that homes spent on the market before selling increased by 0.53 days or **1.31%** in July 2018 compared to last year's same month at **40.20** DOM.

Sales Success for July 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 2,299 New Listings in July 2018, up **6.09%** from last year at 2,167. Furthermore, there were 1,404 Closed Listings this month versus last year at 1,257, a **11.69%** increase.

Closed versus Listed trends yielded a **61.1%** ratio, up from previous year's, July 2017, at **58.0%**, a **5.28%** 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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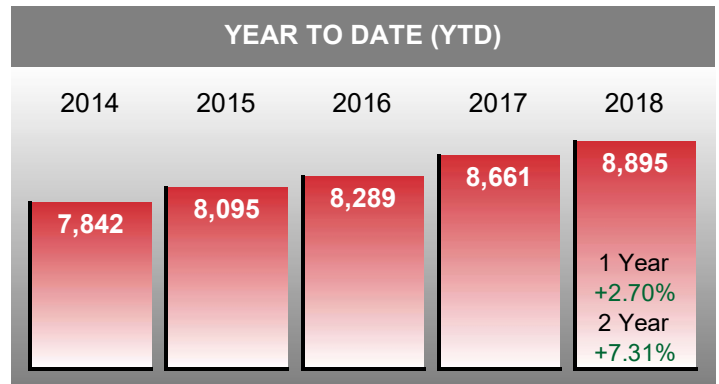
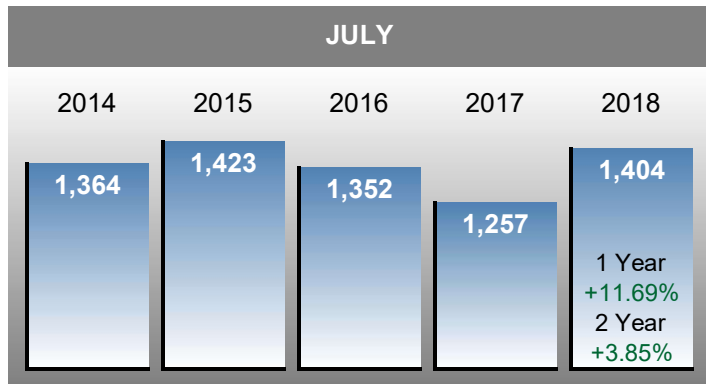
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CLOSED LISTINGS

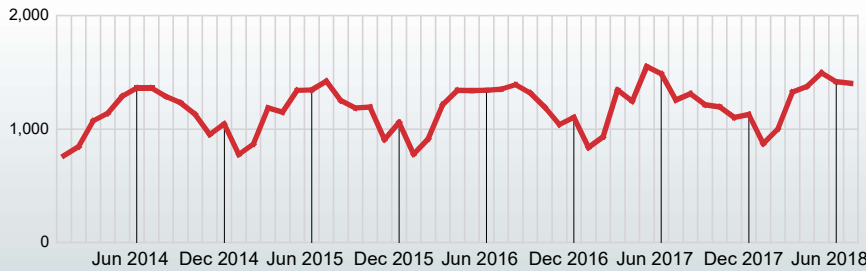
Report produced on Aug 13, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 1,360

3 MONTHS



High
May 2017 = 1,553

Low
Jan 2014 = 765

Closed Listings
this month at **1,404**,
above the 5 yr JUL
average of **1,360**

MAY	1,496
JUN	1,419
JUL	1,404
JUL	-5.15%
JUL	-1.06%

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	105	7.48%	44.2	67	33	4	1
\$50,001 - \$100,000	189	13.46%	42.2	56	119	13	1
\$100,001 - \$125,000	130	9.26%	33.9	16	102	12	0
\$125,001 - \$175,000	362	25.78%	33.5	21	274	64	3
\$175,001 - \$225,000	222	15.81%	38.0	15	125	77	5
\$225,001 - \$325,000	237	16.88%	47.5	7	82	137	11
\$325,001 and up	159	11.32%	52.2	5	23	104	27
Total Closed Units	1,404			187	758	411	48
Total Closed Volume	274,144,891	100%	40.7	18.14M	121.87M	113.15M	20.99M
Average Closed Price	\$195,260			\$96,989	\$160,777	\$275,295	\$437,355

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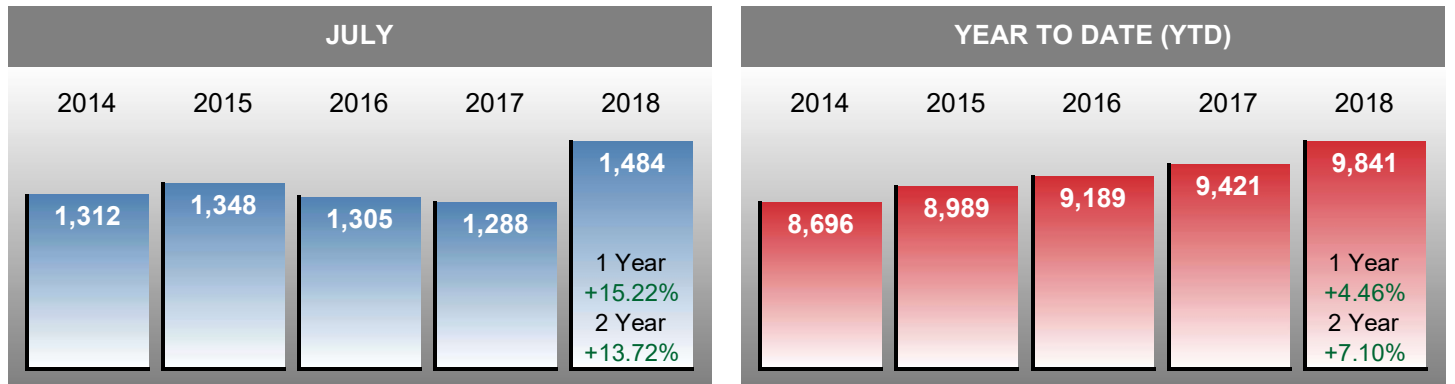
July 2018

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PENDING LISTINGS

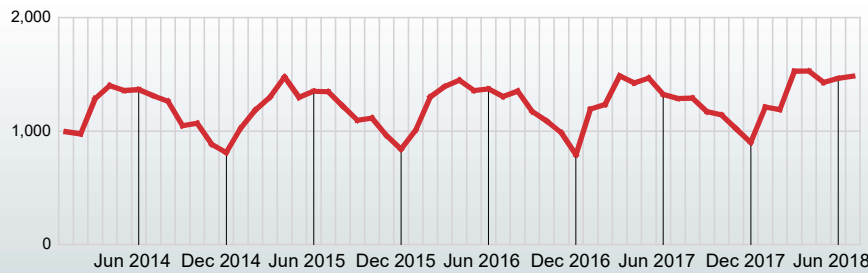
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 1,347

3 MONTHS



High
Apr 2018 = 1,530

Low
Dec 2016 = 792

Pending Listings
this month at **1,484**,
above the 5 yr JUL
average of **1,347**

MAY 1,430

JUN 1,466
2.52%

JUL 1,484
1.23%

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	98	6.60%	49.8	53	38	6	1
\$50,001 - \$100,000	194	13.07%	43.6	79	101	13	1
\$100,001 - \$125,000	129	8.69%	34.6	21	94	14	0
\$125,001 - \$175,000	385	25.94%	36.1	23	294	62	6
\$175,001 - \$250,000	331	22.30%	44.7	16	165	139	11
\$250,001 - \$350,000	182	12.26%	48.2	8	47	105	22
\$350,001 and up	165	11.12%	55.4	14	30	97	24
Total Pending Units	1,484			214	769	436	65
Total Pending Volume	306,518,797	100%	40.5	29.50M	126.85M	124.35M	25.82M
Average Listing Price	\$200,497			\$137,863	\$164,953	\$285,206	\$397,190

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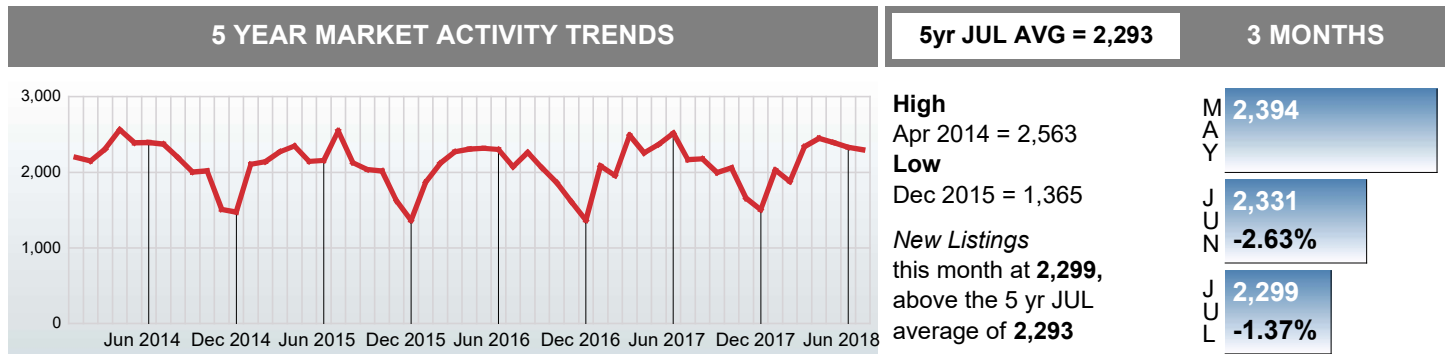
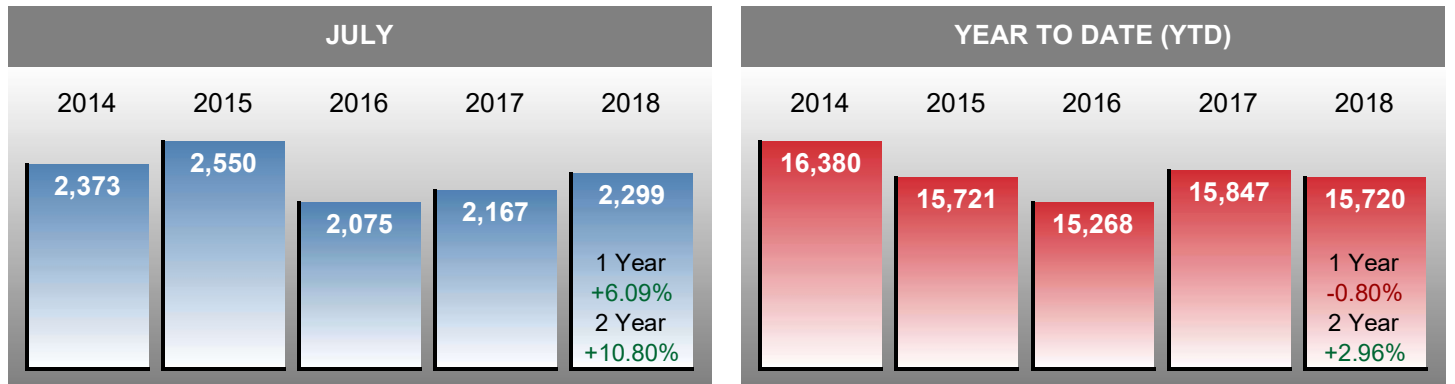
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NEW LISTINGS

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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	196	8.53%	147	46	3	0
\$50,001 - \$75,000	141	6.13%	71	58	12	0
\$75,001 - \$125,000	363	15.79%	118	216	27	2
\$125,001 - \$200,000	642	27.93%	61	456	114	11
\$200,001 - \$275,000	365	15.88%	19	163	162	21
\$275,001 - \$425,000	345	15.01%	25	104	164	52
\$425,001 and up	247	10.74%	33	41	110	63
Total New Listed Units	2,299		474	1,084	592	149
Total New Listed Volume	578,621,773	100%	89.28M	202.20M	195.94M	91.20M
Average New Listed Listing Price	\$198,304		\$188,350	\$186,534	\$330,976	\$612,102

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July 2018

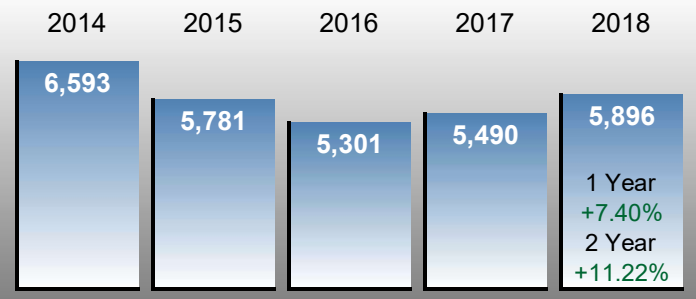
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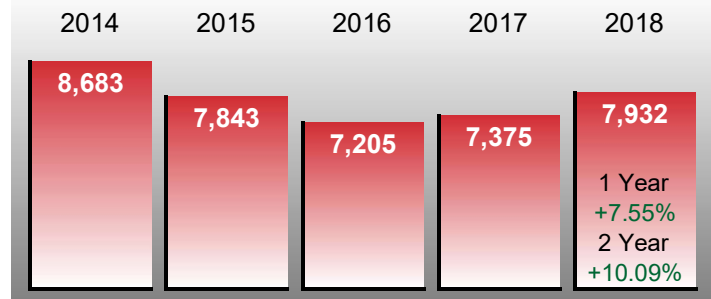
ACTIVE INVENTORY

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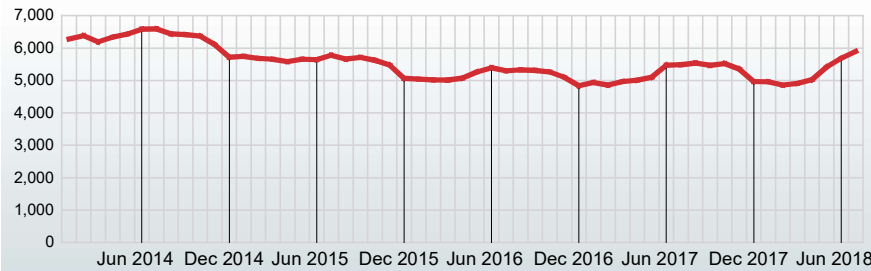
END OF JULY



ACTIVE DURING JULY



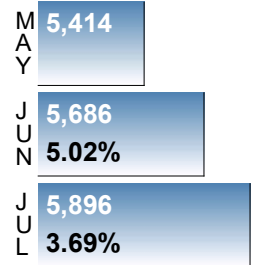
5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 5,812

3 MONTHS

High
Jul 2014 = 6,593
Low
Dec 2016 = 4,839
Inventory
this month at **5,896**,
above the 5 yr JUL
average of **5,812**



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	238	4.04%	95.4	228	9	1	0
\$25,001 - \$75,000	826	14.01%	83.2	585	214	27	0
\$75,001 - \$150,000	1,144	19.40%	79.4	388	638	109	9
\$150,001 - \$250,000	1,464	24.83%	66.5	218	754	451	41
\$250,001 - \$350,000	899	15.25%	70.8	82	253	467	97
\$350,001 - \$575,000	734	12.45%	74.3	76	140	379	139
\$575,001 and up	591	10.02%	98.6	143	58	213	177
Total Active Inventory by Units	5,896			1,720	2,066	1,647	463
Total Active Inventory by Volume	1,790,052,344	100%	77.3	440.79M	419.51M	620.11M	309.64M
Average Active Inventory Listing Price	\$303,605			\$256,274	\$203,055	\$376,510	\$668,764

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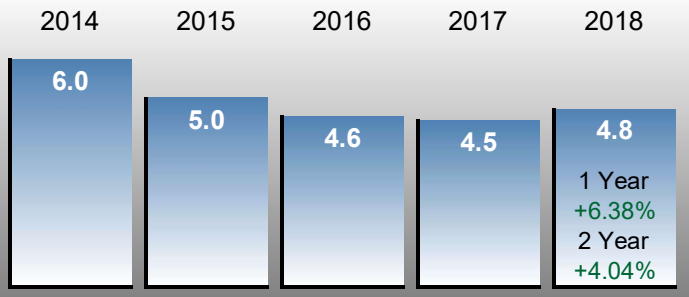
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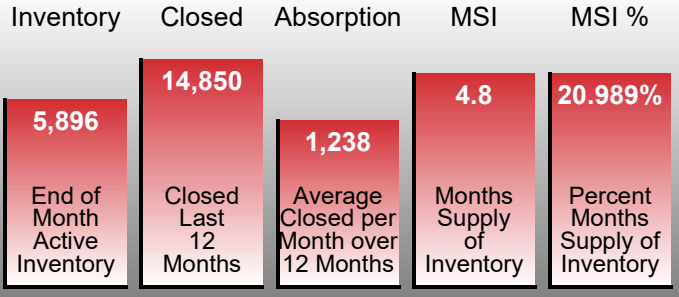
MONTHS SUPPLY of INVENTORY (MSI)

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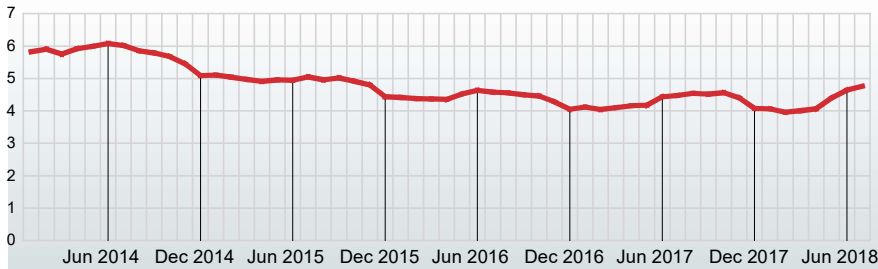
MSI FOR JULY



INDICATORS FOR JULY 2018



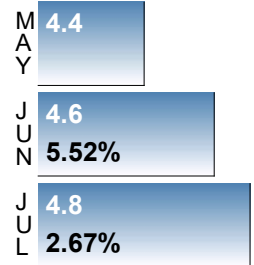
5 YEAR MARKET ACTIVITY TRENDS



5yr JUL 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 JUL
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	238	4.04%	6.7	8.5	1.2	0.9	0.0
\$25,001 - \$75,000	826	14.01%	5.4	8.0	3.0	3.1	0.0
\$75,001 - \$150,000	1,144	19.40%	3.1	7.7	2.3	3.0	2.3
\$150,001 - \$250,000	1,464	24.83%	3.6	9.5	3.1	3.4	4.2
\$250,001 - \$350,000	899	15.25%	5.8	12.5	5.2	5.5	6.3
\$350,001 - \$575,000	734	12.45%	8.8	22.8	8.7	7.7	9.3
\$575,001 and up	591	10.02%	20.1	55.4	15.1	15.3	19.5
Market Supply of Inventory (MSI)	4.8			9.2	3.1	5.0	8.6
Total Active Inventory by Units	5,896	100%	4.8	1,720	2,066	1,647	463

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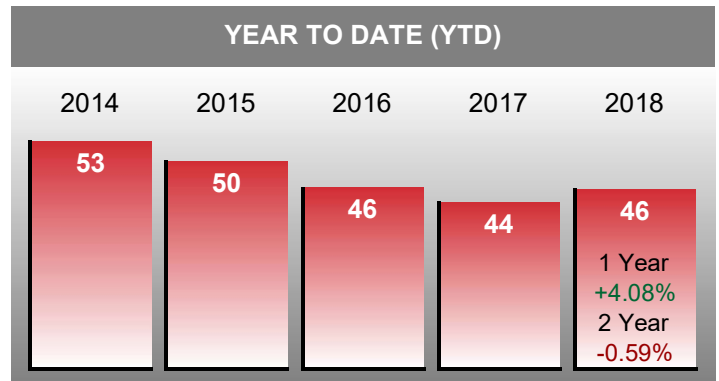
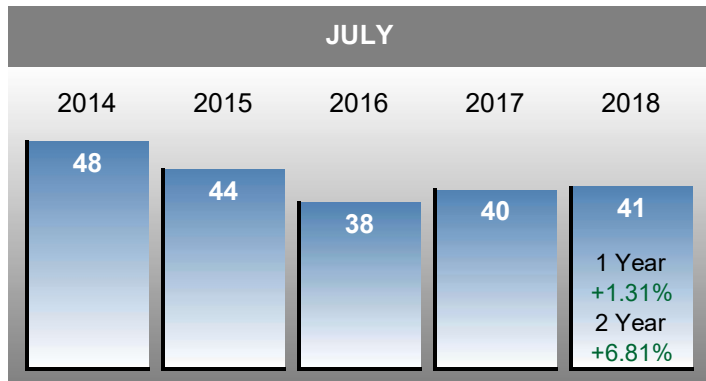
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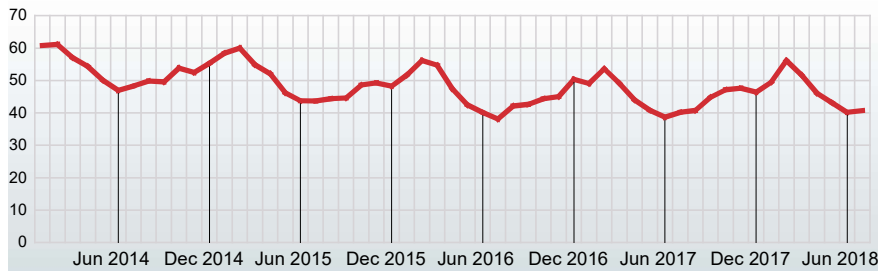


AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 13, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 42

3 MONTHS

High
Feb 2014 = 61
Low
Jul 2016 = 38

Average Days on Market this month at **41**, below the 5 yr JUL average of **42**

MAY 43

JUN 40
-6.79%

JUL 41
1.30%

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	105	7.48%	44.2	45.1	40.3	68.8	15.0
\$50,001 - \$100,000	189	13.46%	42.2	48.0	41.2	28.3	24.0
\$100,001 - \$125,000	130	9.26%	33.9	34.9	33.2	38.4	0.0
\$125,001 - \$175,000	362	25.78%	33.5	55.9	32.6	31.1	18.0
\$175,001 - \$225,000	222	15.81%	38.0	68.5	37.9	32.3	38.8
\$225,001 - \$325,000	237	16.88%	47.5	43.9	39.4	51.8	57.2
\$325,001 and up	159	11.32%	52.2	31.6	46.9	54.5	51.7
Average Closed DOM			40.7	47.8	36.4	44.6	48.2
Total Closed Units	1,404	100%	40.7	187	758	411	48
Total Closed Volume	274,144,891			18.14M	121.87M	113.15M	20.99M

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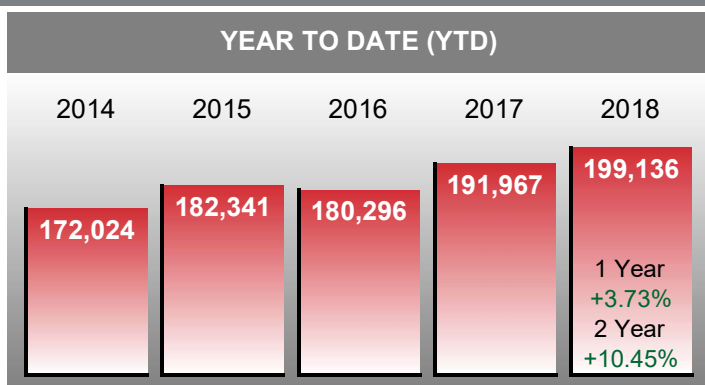
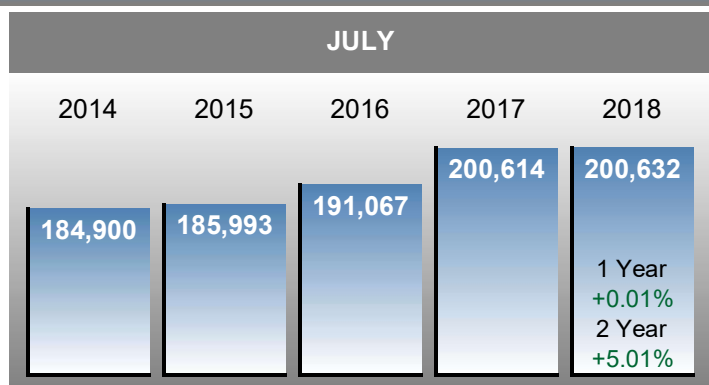
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AVERAGE LIST PRICE AT CLOSING

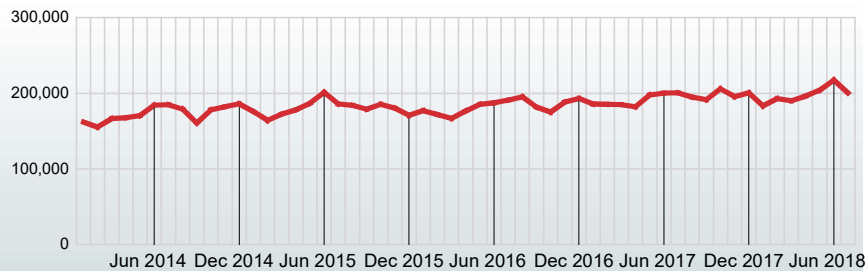
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 192,641

3 MONTHS



High
Jun 2018 = 217,628
Low
Feb 2014 = 155,354
Average List Price
this month at **200,632**,
above the 5 yr JUL
average of **192,641**

MAY	204,116
JUN	217,628
JUL	6.62%
JUL	200,632
JUL	-7.81%

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	99	7.05%	32,468	31,766	40,839	36,900	32,500
\$50,001 - \$100,000	181	12.89%	77,520	79,172	83,607	82,969	88,000
\$100,001 - \$125,000	127	9.05%	115,493	117,412	118,437	116,983	0
\$125,001 - \$175,000	360	25.64%	151,418	153,352	153,241	156,701	172,333
\$175,001 - \$225,000	227	16.17%	198,779	217,280	198,479	203,058	205,640
\$225,001 - \$325,000	238	16.95%	265,993	275,186	271,427	270,392	286,945
\$325,001 and up	172	12.25%	504,851	493,040	529,038	483,934	640,199
Average List Price			200,632	103,271	164,381	281,429	460,572
Total Closed Units		100%	200,632	187	758	411	48
Total Closed Volume			281,686,722	19.31M	124.60M	115.67M	22.11M

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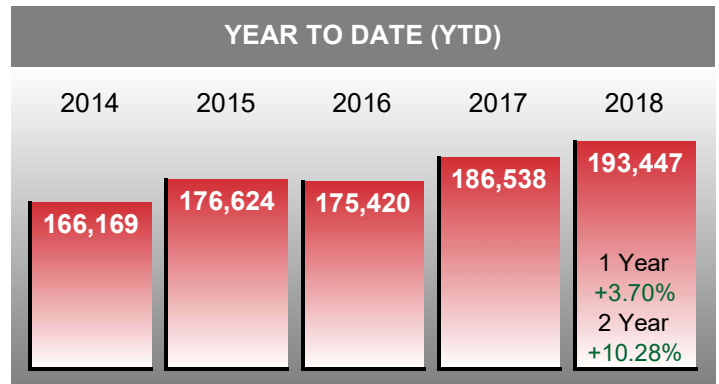
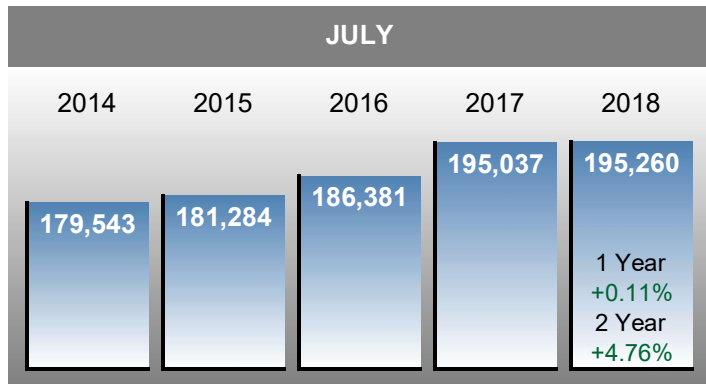
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AVERAGE SOLD PRICE AT CLOSING

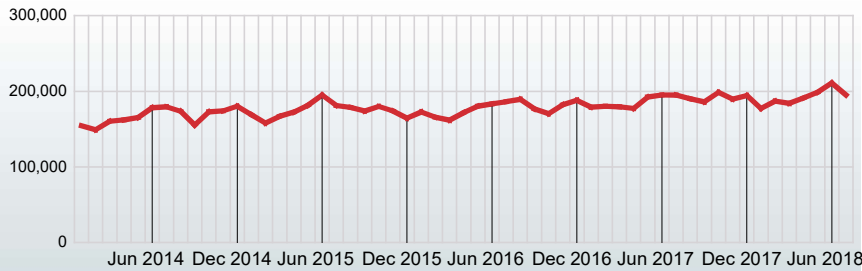
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 187,501

3 MONTHS



High
Jun 2018 = 210,968
Low
Feb 2014 = 149,244
Average Sold Price
this month at **195,260**,
above the 5 yr JUL
average of **187,501**

MAY	198,950
JUN	210,968
JUL	6.04%
JUL	195,260
JUL	-7.45%

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	105	7.48%	31,452	28,868	37,010	29,000	31,000
\$50,001 - \$100,000	189	13.46%	77,373	70,117	80,288	81,545	82,500
\$100,001 - \$125,000	130	9.26%	114,011	112,408	114,219	114,379	0
\$125,001 - \$175,000	362	25.78%	151,338	148,846	150,579	154,678	166,833
\$175,001 - \$225,000	222	15.81%	199,215	207,100	197,728	199,880	202,500
\$225,001 - \$325,000	237	16.88%	265,500	266,986	263,469	265,439	280,454
\$325,001 and up	159	11.32%	499,774	475,320	515,810	470,599	603,020
Average Sold Price			195,260	96,989	160,777	275,295	437,355
Total Closed Units		100%	1,404	187	758	411	48
Total Closed Volume			274,144,891	18.14M	121.87M	113.15M	20.99M

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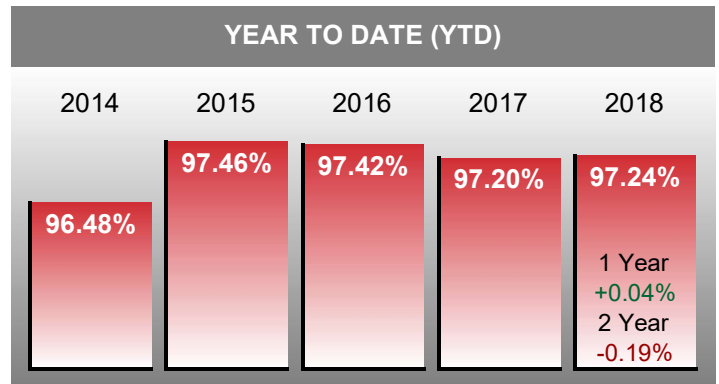
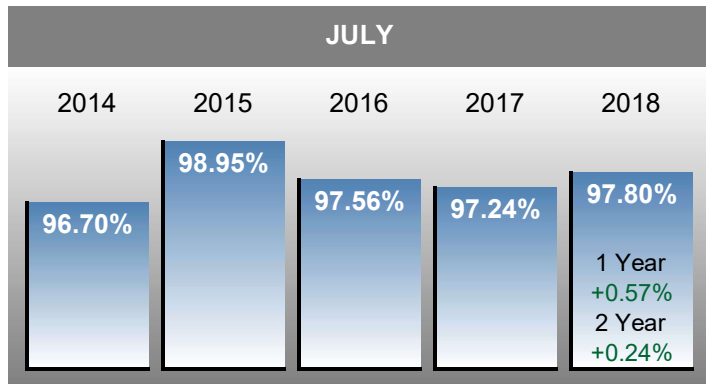
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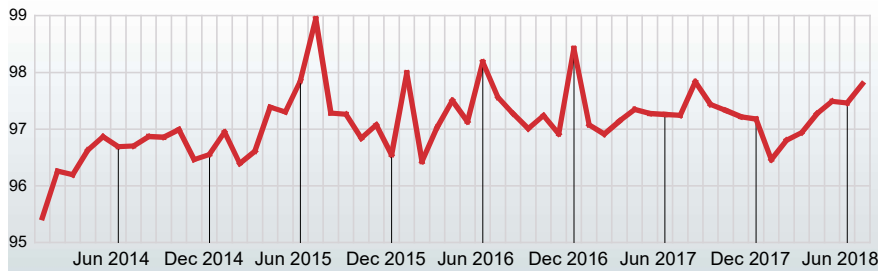


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 97.65%

3 MONTHS

High
Jul 2015 = 98.95%

Low
Jan 2014 = 95.44%

Average Sold/List Ratio
this month at **97.80%**,
equal to 5 yr JUL
average of **97.65%**

MAY 97.49%

JUN 97.46%
-0.03%

JUL 97.80%
0.34%

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	105	7.48%	91.29%	90.74%	93.82%	78.64%	95.38%
\$50,001 - \$100,000	189	13.46%	98.44%	102.21%	96.64%	99.05%	93.75%
\$100,001 - \$125,000	130	9.26%	96.67%	95.91%	96.62%	98.12%	0.00%
\$125,001 - \$175,000	362	25.78%	98.42%	97.27%	98.40%	98.95%	97.06%
\$175,001 - \$225,000	222	15.81%	100.07%	95.66%	101.60%	98.54%	98.52%
\$225,001 - \$325,000	237	16.88%	97.89%	97.30%	97.27%	98.31%	97.82%
\$325,001 and up	159	11.32%	97.51%	96.73%	96.73%	97.59%	98.02%
Average Sold/List Ratio			97.80%	96.15%	98.04%	98.10%	97.82%
Total Closed Units	1,404	100%	97.80%	187	758	411	48
Total Closed Volume	274,144,891			18.14M	121.87M	113.15M	20.99M

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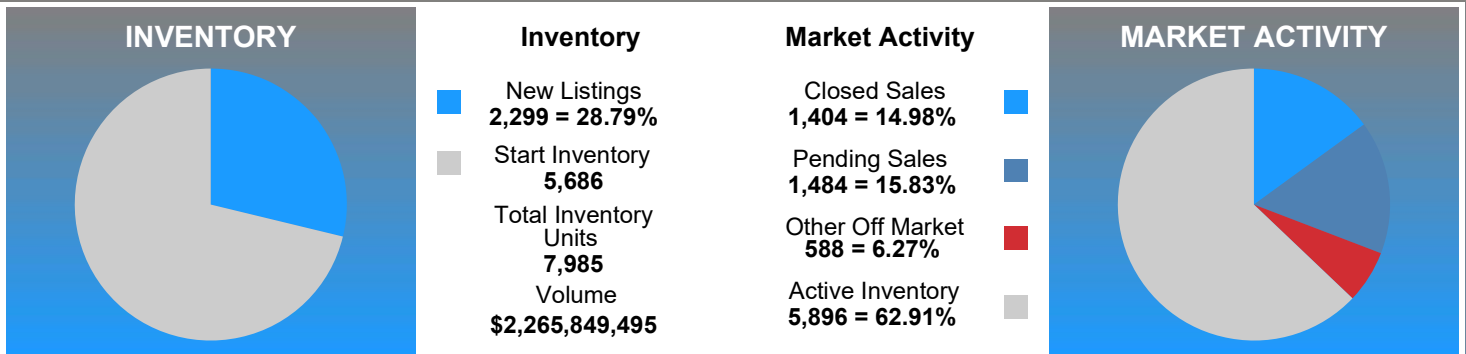
July 2018

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



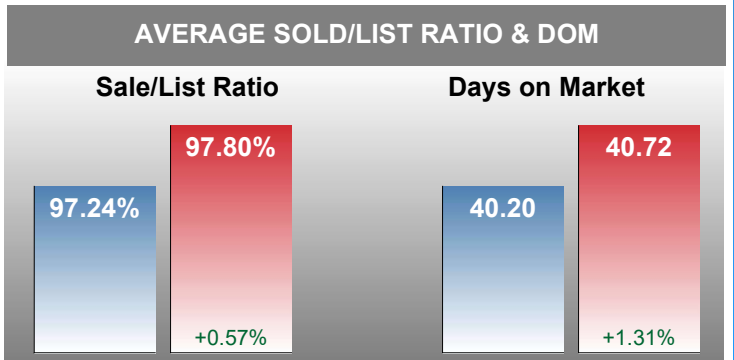
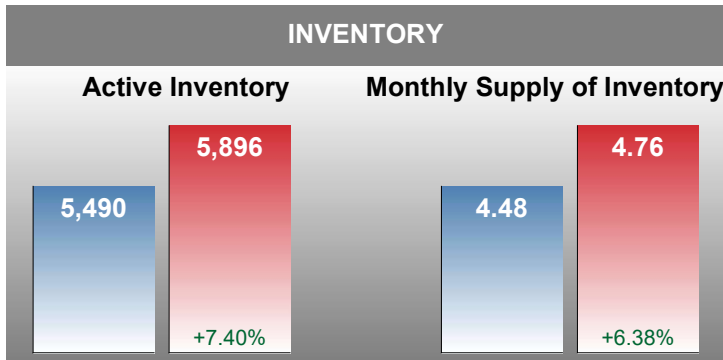
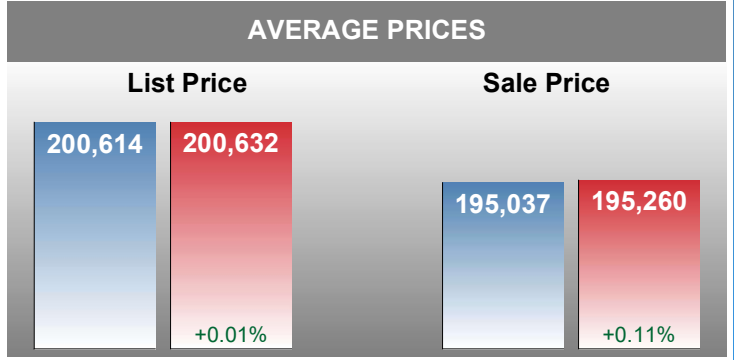
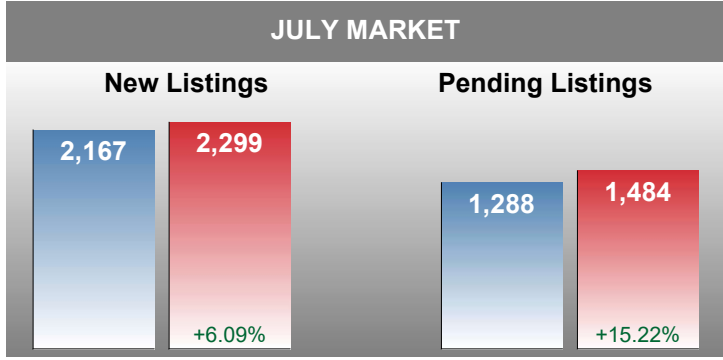
MARKET SUMMARY

Report produced on Aug 13, 2018 for MLS Technology Inc.



Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,257	1,404	11.69%	8,661	8,895	2.70%
Pending Sales	1,288	1,484	15.22%	9,421	9,841	4.46%
New Listings	2,167	2,299	6.09%	15,847	15,720	-0.80%
Average List Price	200,614	200,632	0.01%	191,967	199,136	3.73%
Average Sale Price	195,037	195,260	0.11%	186,538	193,447	3.70%
Average Percent of Selling Price to List Price	97.24%	97.80%	0.57%	97.20%	97.24%	0.04%
Average Days on Market to Sale	40.20	40.72	1.31%	44.30	46.11	4.08%
Monthly Inventory	5,490	5,896	7.40%	5,490	5,896	7.40%
Months Supply of Inventory	4.48	4.76	6.38%	4.48	4.76	6.38%

Absorption: Last 12 months, an Average of **1,238** Sales/Month **Inventory** on July 31, 2018 = **5,896** 2017 **2018**



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