



April 2018

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

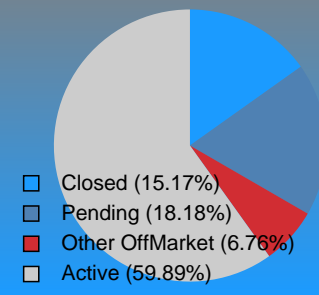


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	1,247	1,361	9.14%
Pending Listings	1,425	1,631	14.46%
New Listings	2,257	2,447	8.42%
Average List Price	182,322	196,105	7.56%
Average Sale Price	177,333	191,176	7.81%
Average Percent of List Price to Selling Price	97.35%	97.28%	-0.06%
Average Days on Market to Sale	44.00	46.15	4.90%
End of Month Inventory	5,013	5,374	7.20%
Months Supply of Inventory	4.16	4.36	4.67%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,233** Sales/Month
Active Inventory as of April 30, 2018 = **5,374**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2018 rose **7.20%** to 5,374 existing homes available for sale. Over the last 12 months this area has had an average of 1,233 closed sales per month. This represents an unsold inventory index of **4.36** 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 **7.81%** in April 2018 to \$191,176 versus the previous year at \$177,333.

Average Days on Market Lengthens

The average number of **46.15** days that homes spent on the market before selling increased by 2.15 days or **4.90%** in April 2018 compared to last year's same month at **44.00** DOM.

Sales Success for April 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 2,447 New Listings in April 2018, up **8.42%** from last year at 2,257. Furthermore, there were 1,361 Closed Listings this month versus last year at 1,247, a **9.14%** increase.

Closed versus Listed trends yielded a **55.6%** ratio, up from previous year's, April 2017, at **55.3%**, a **0.67%** 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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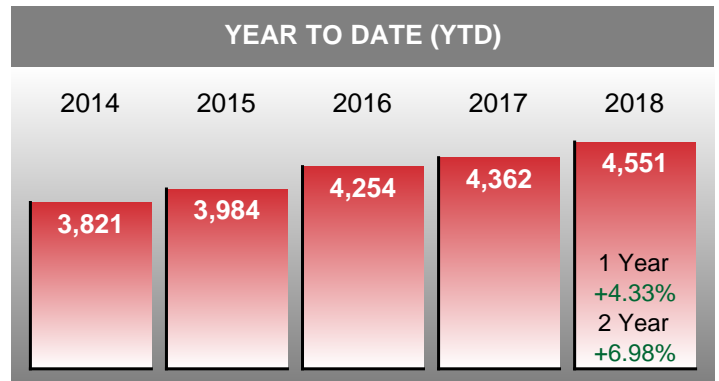
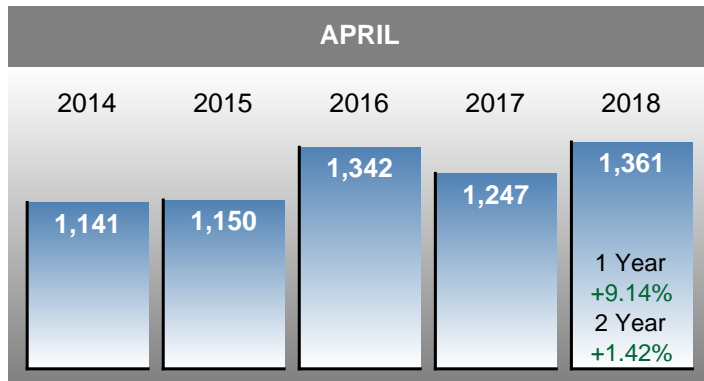
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CLOSED LISTINGS

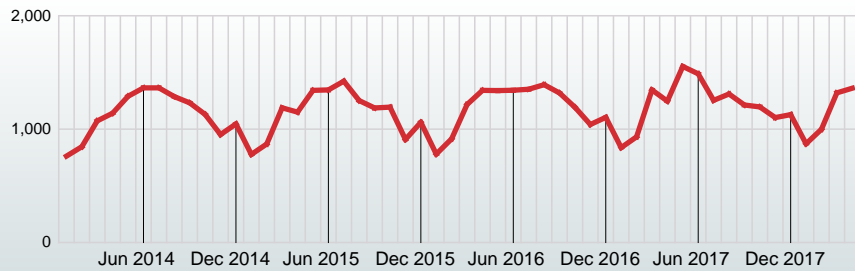
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 1,248

3 MONTHS



High
May 2017 = 1,553
Low
Jan 2014 = 762
Closed Listings
this month at **1,361**,
above the 5 yr APR
average of **1,248**

FEB	999
MAR	1,320
APR	1,361
32.13%	
3.11%	

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	118	8.67%	36.1	73	39	6	0
\$50,001 - \$100,000	190	13.96%	43.1	66	113	10	1
\$100,001 - \$125,000	122	8.96%	40.9	17	93	11	1
\$125,001 - \$175,000	336	24.69%	44.4	30	238	63	5
\$175,001 - \$225,000	232	17.05%	51.5	8	129	88	7
\$225,001 - \$325,000	216	15.87%	46.9	10	79	116	11
\$325,001 and up	147	10.80%	57.0	5	33	81	28
Total Closed Units	1,361			209	724	375	53
Total Closed Volume	260,190,241	100%	46.1	21.57M	117.41M	97.57M	23.64M
Average Closed Price	\$191,176			\$103,213	\$162,175	\$260,179	\$445,977

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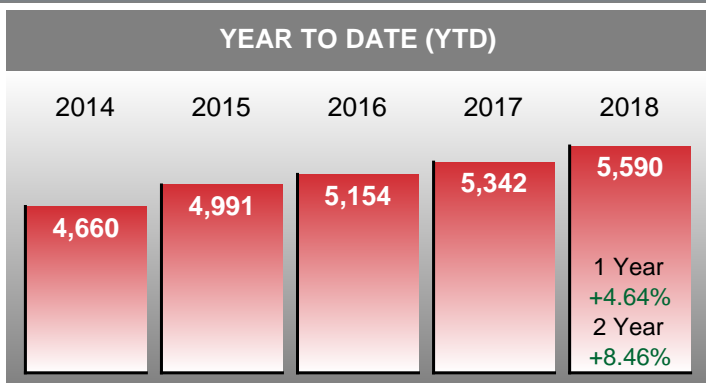
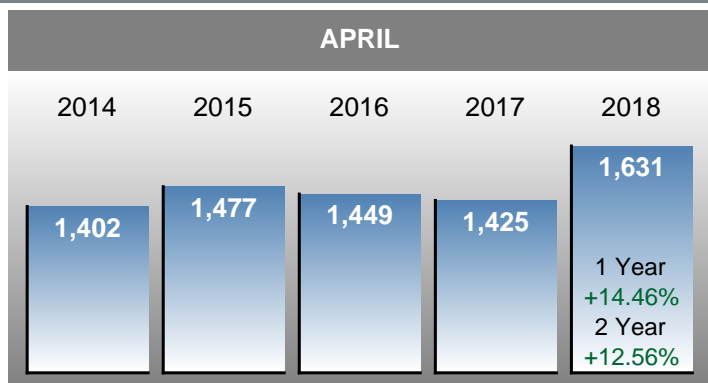
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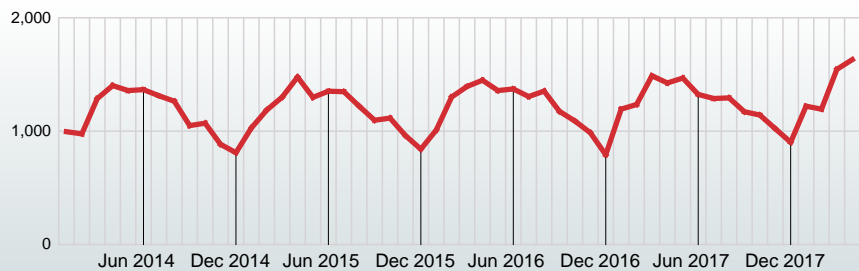
PENDING LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 1,477 3 MONTHS



High
Apr 2018 = 1,631
Low
Dec 2016 = 792
Pending Listings
this month at **1,631**,
above the 5 yr APR
average of **1,477**

FEB	1,194
MAR	1,545
APR	1,631
APR	5.57%

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	112	6.87%	47.3	64	41	5	2
\$50,001 - \$100,000	254	15.57%	39.5	120	120	14	0
\$100,001 - \$125,000	159	9.75%	46.0	26	117	16	0
\$125,001 - \$175,000	389	23.85%	40.1	35	285	64	5
\$175,001 - \$250,000	328	20.11%	42.8	17	175	125	11
\$250,001 - \$350,000	223	13.67%	47.1	10	67	120	26
\$350,001 and up	166	10.18%	56.8	8	21	97	40
Total Pending Units	1,631			280	826	441	84
Total Pending Volume	324,635,442	100%	41.7	29.87M	133.46M	125.57M	35.74M
Average Listing Price	\$203,418			\$106,674	\$161,579	\$284,729	\$425,435

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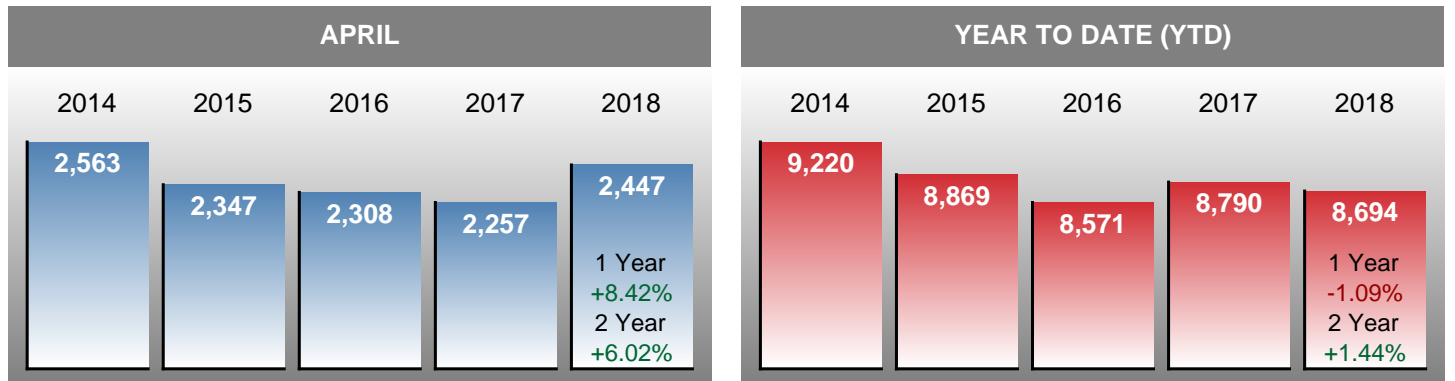
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NEW LISTINGS

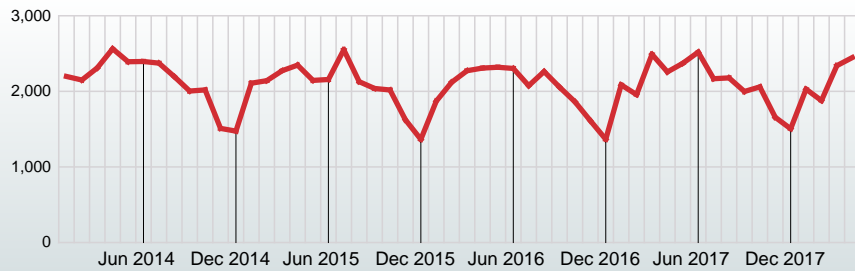
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 2,384

3 MONTHS



High Apr 2014 = 2,563
 Low Dec 2015 = 1,365
 New Listings this month at 2,447, above the 5 yr APR average of 2,384

FEB	1,878
MAR	2,340
APR	2,447
24.60%	
4.57%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	104	4.25%	94	7	2	1
\$25,001 - \$75,000	351	14.34%	240	93	18	0
\$75,001 - \$125,000	332	13.57%	76	217	35	4
\$125,001 - \$200,000	694	28.36%	83	453	150	8
\$200,001 - \$275,000	347	14.18%	26	146	158	17
\$275,001 - \$425,000	360	14.71%	23	71	219	47
\$425,001 and up	259	10.58%	29	38	132	60
Total New Listed Units	2,447		571	1,025	714	137
Total New Listed Volume	616,995,983	100%	115.37M	182.22M	236.26M	83.15M
Average New Listed Listing Price	\$240,691		\$202,042	\$177,780	\$330,896	\$606,904

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April 2018

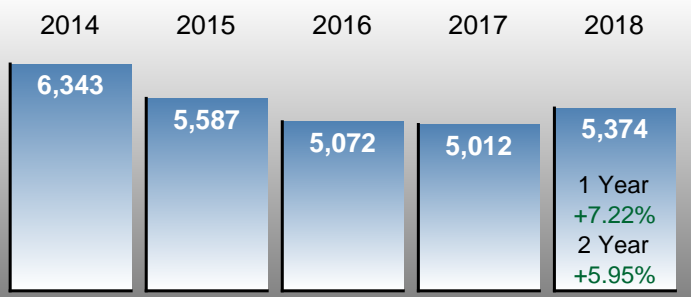
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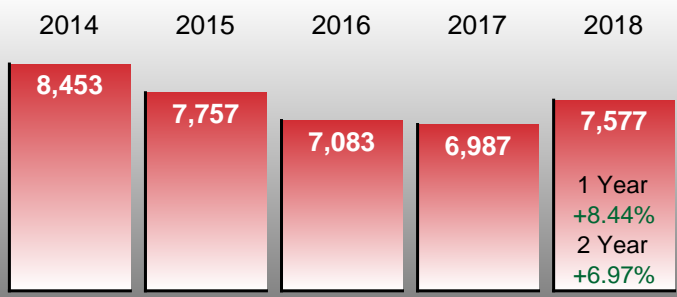
ACTIVE INVENTORY

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END OF APRIL



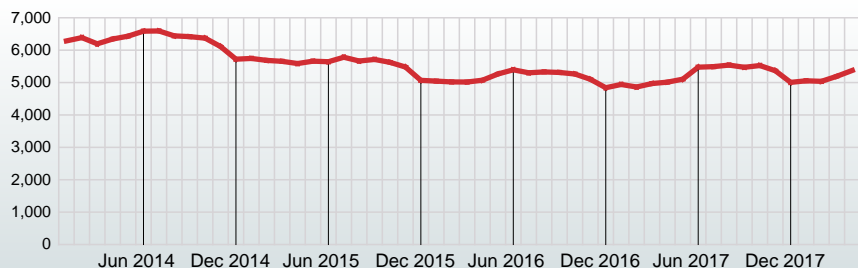
ACTIVE DURING APRIL



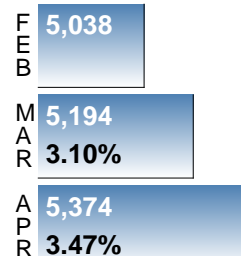
5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 5,478

3 MONTHS



High
Jul 2014 = 6,593
Low
Dec 2016 = 4,840
Inventory
this month at **5,374**,
below the 5 yr APR
average of **5,478**



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	255	4.75%	89.8	243	11	1	0
\$25,001 - \$75,000	818	15.22%	73.9	598	186	34	0
\$75,001 - \$125,000	659	12.26%	76.2	242	349	58	10
\$125,001 - \$225,000	1,384	25.75%	61.7	277	784	296	27
\$225,001 - \$325,000	923	17.18%	66.8	91	282	483	67
\$325,001 - \$550,000	792	14.74%	72.8	84	151	427	130
\$550,001 and up	543	10.10%	81.5	136	54	195	158
Total Active Inventory by Units	5,374			1,671	1,817	1,494	392
Total Active Inventory by Volume	1,573,617,539	100%	71.2	401.91M	361.71M	545.67M	264.32M
Average Active Inventory Listing Price	\$292,821			\$240,521	\$199,073	\$365,240	\$674,297

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April 2018

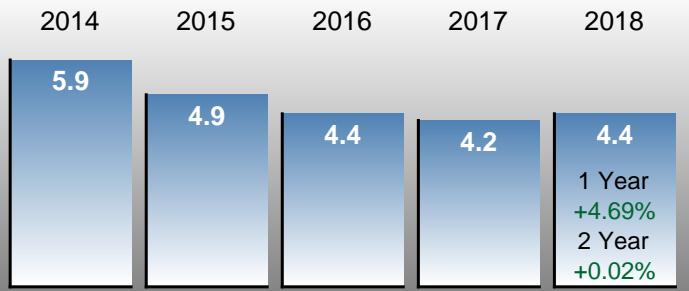
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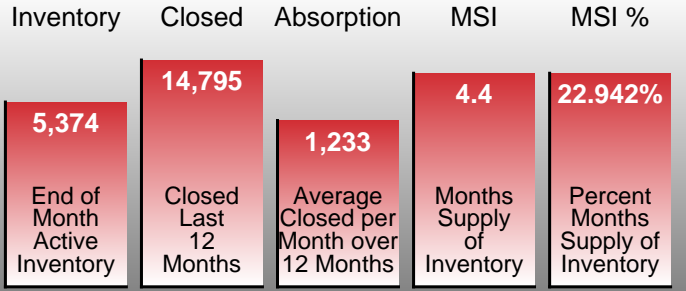
MONTHS SUPPLY of INVENTORY (MSI)

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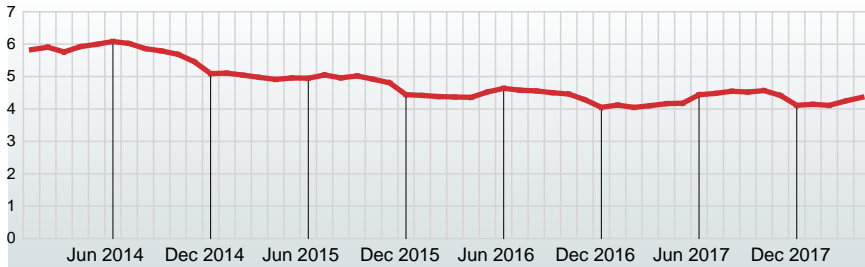
MSI FOR APRIL



INDICATORS FOR APRIL 2018



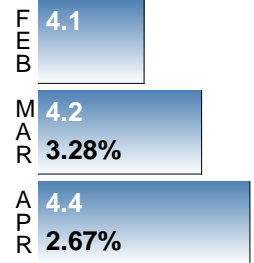
5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 4.7

3 MONTHS

High
Jun 2014 = 6.1
Low
Feb 2017 = 4.0
Months Supply
this month at **4.4**,
below the 5 yr APR
average of **4.7**



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
\$25,000 and less	255	4.75%	6.9	8.8	1.4	0.9	0.0
\$25,001 - \$75,000	818	15.22%	5.2	8.3	2.5	3.6	0.0
\$75,001 - \$125,000	659	12.26%	3.1	6.6	2.2	3.3	5.2
\$125,001 - \$225,000	1,384	25.75%	2.8	8.2	2.4	2.4	2.9
\$225,001 - \$325,000	923	17.18%	4.9	10.0	4.0	5.1	4.8
\$325,001 - \$550,000	792	14.74%	7.4	21.4	6.4	6.8	7.8
\$550,001 and up	543	10.10%	16.6	56.3	10.1	14.0	14.3
Market Supply of Inventory (MSI)	4.4	100%	4.4	9.0	2.7	4.6	7.3
Total Active Inventory by Units	5,374			1,671	1,817	1,494	392

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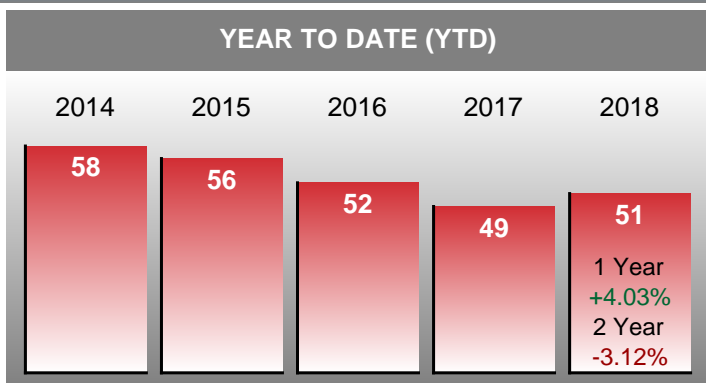
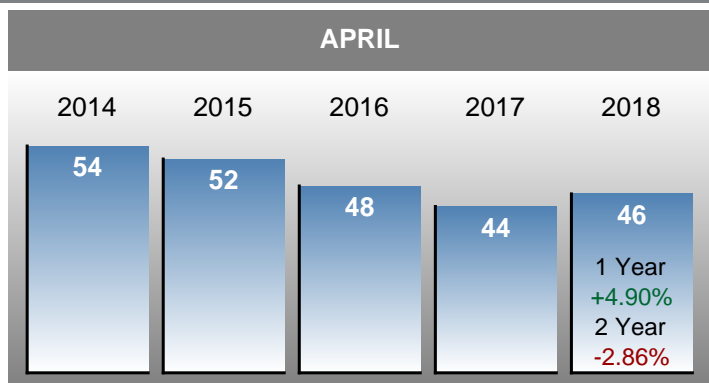
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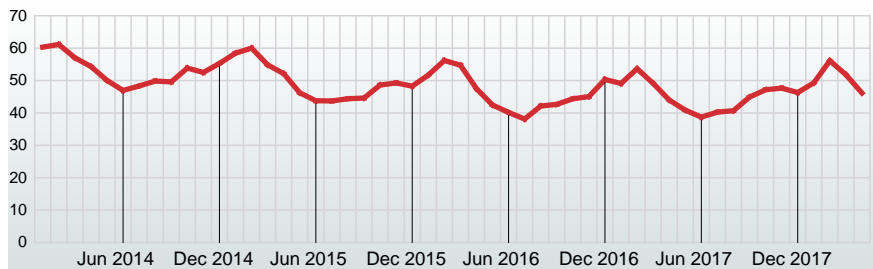


AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



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

High
Feb 2014 = 61

Low
Jul 2016 = 38

Average Days on Market this month at **46**, below the 5 yr APR average of **49**

FEB	56
MAR	52
APR	46
-7.69%	
-10.93%	

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	118	8.67%	36.1	40.6	25.9	46.5	0.0
\$50,001 - \$100,000	190	13.96%	43.1	49.6	40.0	34.1	50.0
\$100,001 - \$125,000	122	8.96%	40.9	40.2	39.5	56.7	7.0
\$125,001 - \$175,000	336	24.69%	44.4	45.0	44.6	42.0	60.8
\$175,001 - \$225,000	232	17.05%	51.5	58.4	47.2	58.6	34.3
\$225,001 - \$325,000	216	15.87%	46.9	44.8	40.4	51.1	50.4
\$325,001 and up	147	10.80%	57.0	92.2	41.2	59.1	63.5
Average Closed DOM			46.1	46.2	42.1	52.7	55.3
Total Closed Units		100%	46.1	209	724	375	53
Total Closed Volume			260,190,241	21.57M	117.41M	97.57M	23.64M

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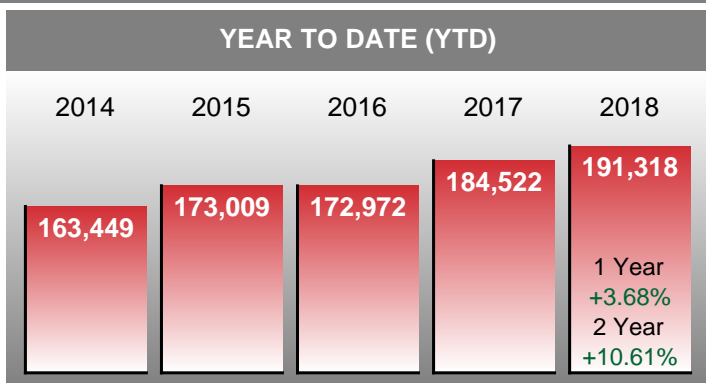
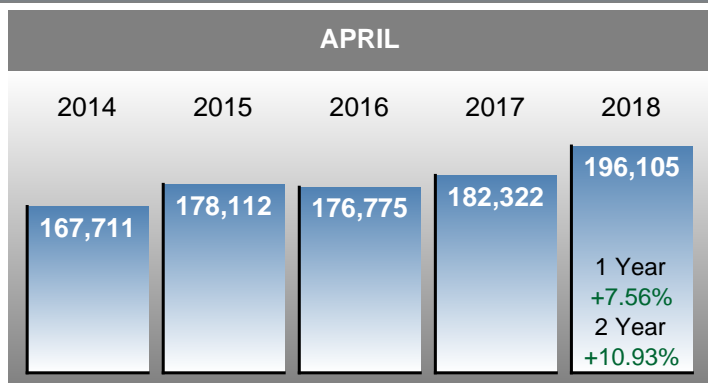
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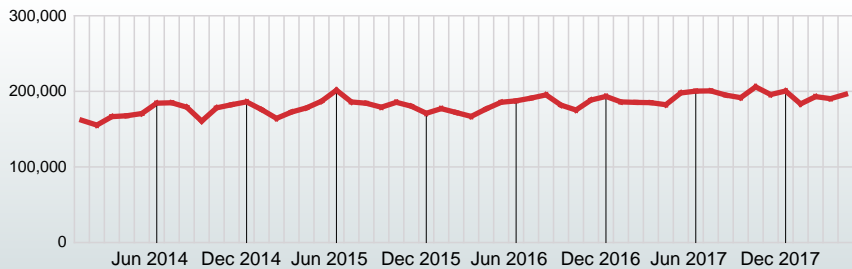
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 180,205 **3 MONTHS**



High
Oct 2017 = 205,905
Low
Feb 2014 = 155,354
Average List Price
this month at **196,105**,
above the 5 yr APR
average of **180,205**

FEB	193,013
MAR	190,339
APR	-1.39%
MAY	196,105
JUN	3.03%

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	109	8.01%	34,650	34,348	40,227	38,933	0
\$50,001 - \$100,000	196	14.40%	80,834	80,735	83,963	88,360	70,000
\$100,001 - \$125,000	117	8.60%	115,386	114,024	116,387	117,464	105,000
\$125,001 - \$175,000	330	24.25%	150,695	152,173	151,089	157,443	154,100
\$175,001 - \$225,000	231	16.97%	198,054	202,050	199,629	202,419	210,629
\$225,001 - \$325,000	221	16.24%	269,018	280,157	272,977	275,642	280,409
\$325,001 and up	157	11.54%	502,198	774,999	446,400	461,272	692,671
Average List Price			196,105	108,289	165,592	265,276	469,796
Total Closed Units		100%	1,361	209	724	375	53
Total Closed Volume			266,898,572	22.63M	119.89M	99.48M	24.90M

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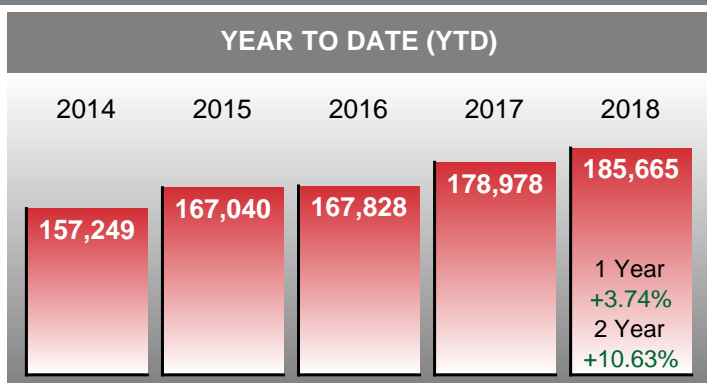
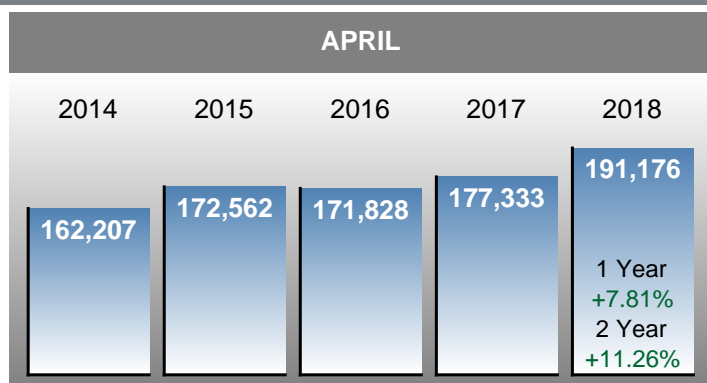
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AVERAGE SOLD PRICE AT CLOSING

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



5yr APR AVG = 175,021

3 MONTHS

High
Oct 2017 = 198,529

Low
Feb 2014 = 149,244

Average Sold Price this month at **191,176**, above the 5 yr APR average of **175,021**

FEB	187,126
MAR	184,369
APR	191,176
APR	3.69%

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	118	8.67%	32,638	29,553	37,773	36,805	0
\$50,001 - \$100,000	190	13.96%	79,199	77,272	80,052	84,201	60,000
\$100,001 - \$125,000	122	8.96%	114,116	111,547	114,444	115,141	116,000
\$125,001 - \$175,000	336	24.69%	149,904	145,795	149,079	154,996	149,660
\$175,001 - \$225,000	232	17.05%	197,574	204,813	196,138	198,623	202,571
\$225,001 - \$325,000	216	15.87%	269,377	266,290	267,595	270,809	269,891
\$325,001 and up	147	10.80%	496,454	748,550	434,234	451,612	654,490
Average Sold Price			191,176	103,213	162,175	260,179	445,977
Total Closed Units		100%	1,361	209	724	375	53
Total Closed Volume			260,190,241	21.57M	117.41M	97.57M	23.64M

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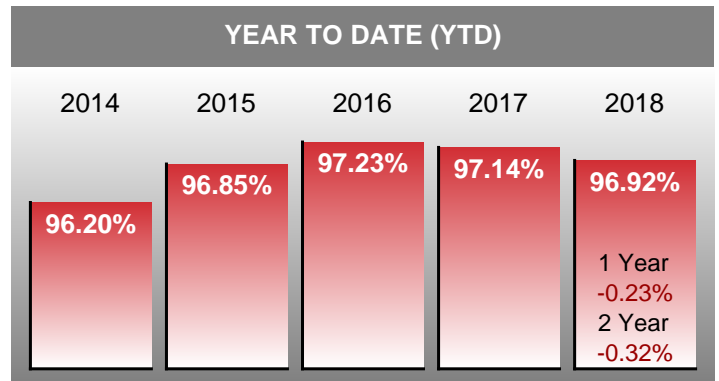
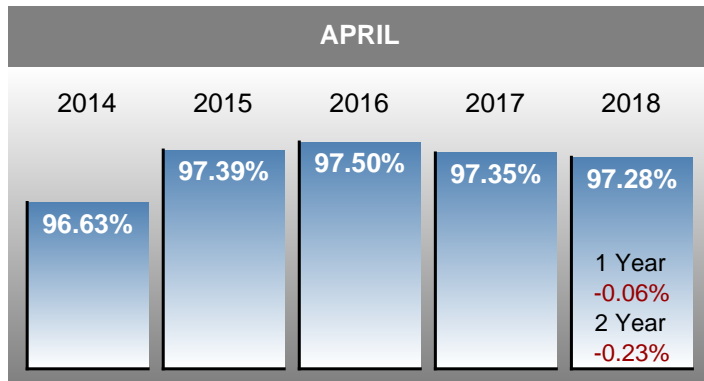
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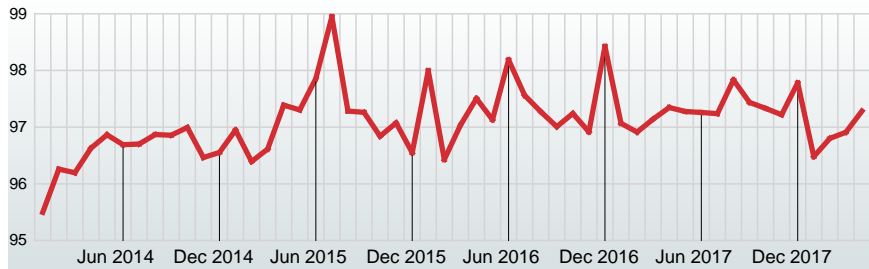


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 97.23% **3 MONTHS**

High	Jul 2015 = 98.95%
Low	Jan 2014 = 95.50%
<i>Average Sold/List Ratio this month at 97.28%, equal to 5 yr APR average of 97.23%</i>	
FEB	96.80%
MAR	96.91%
APR	97.28%
APR	0.39%

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	118	8.67%	91.03%	87.78%	96.48%	95.22%	0.00%
\$50,001 - \$100,000	190	13.96%	95.69%	96.03%	95.58%	95.53%	85.71%
\$100,001 - \$125,000	122	8.96%	98.63%	98.08%	98.57%	98.86%	110.48%
\$125,001 - \$175,000	336	24.69%	98.48%	96.16%	98.79%	98.52%	97.12%
\$175,001 - \$225,000	232	17.05%	98.40%	103.14%	98.34%	98.23%	96.32%
\$225,001 - \$325,000	216	15.87%	98.07%	95.14%	98.14%	98.43%	96.44%
\$325,001 and up	147	10.80%	97.60%	95.77%	97.58%	98.20%	96.19%
Average Sold/List Ratio			97.30%	93.56%	97.93%	98.23%	96.42%
Total Closed Units		100%	97.30%	209	724	375	53
Total Closed Volume				21.57M	117.41M	97.57M	23.64M

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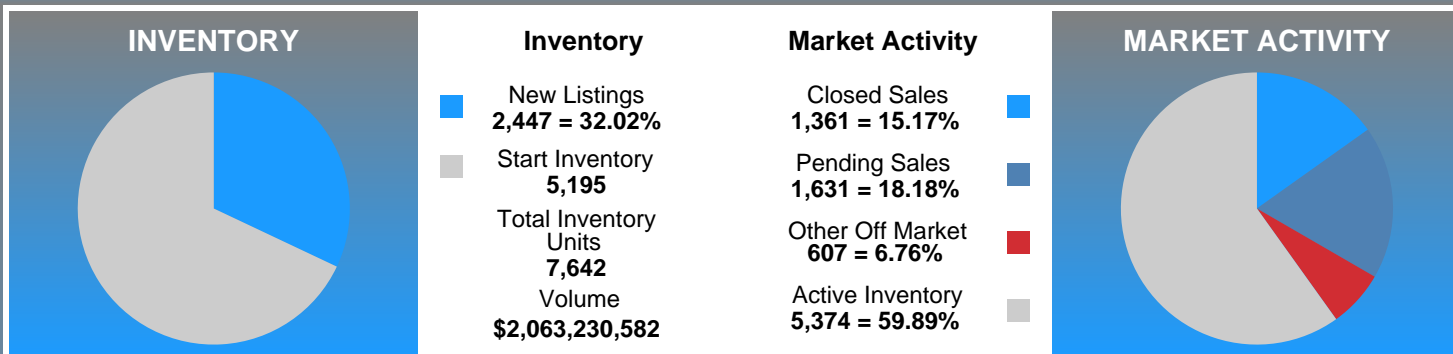
April 2018

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



MARKET SUMMARY

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

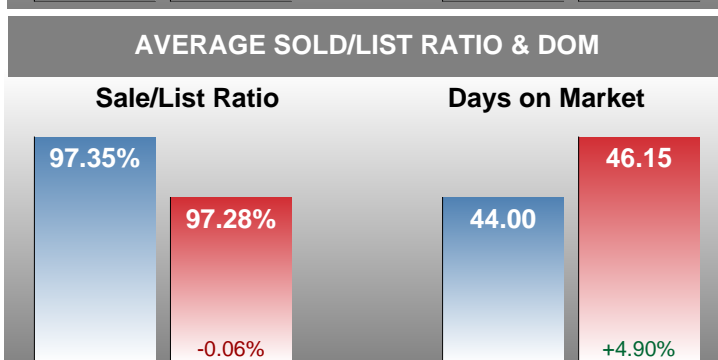
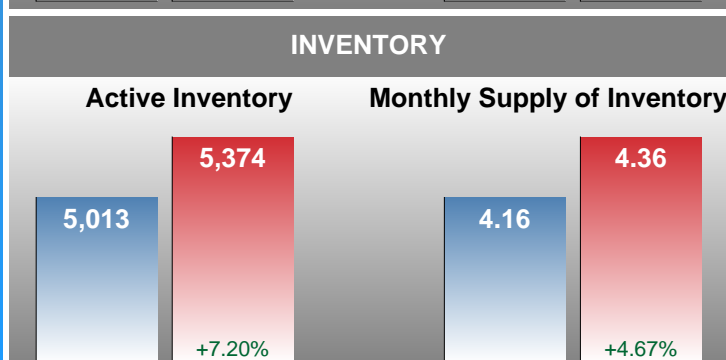
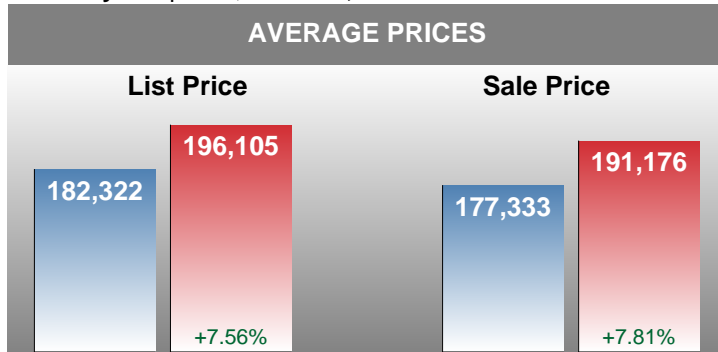
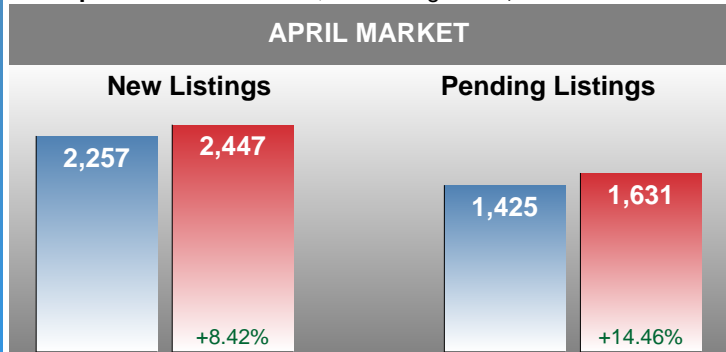


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,247	1,361	9.14%	4,362	4,551	4.33%
Pending Sales	1,425	1,631	14.46%	5,342	5,590	4.64%
New Listings	2,257	2,447	8.42%	8,790	8,694	-1.09%
Average List Price	182,322	196,105	7.56%	184,522	191,318	3.68%
Average Sale Price	177,333	191,176	7.81%	178,978	185,665	3.74%
Average Percent of Selling Price to List Price	97.35%	97.28%	-0.06%	97.14%	96.92%	-0.23%
Average Days on Market to Sale	44.00	46.15	4.90%	48.62	50.58	4.03%
Monthly Inventory	5,013	5,374	7.20%	5,013	5,374	7.20%
Months Supply of Inventory	4.16	4.36	4.67%	4.16	4.36	4.67%

Absorption: Last 12 months, an Average of **1,233** Sales/Month

Inventory on April 30, 2018 = **5,374**

2017 2018



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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com