

## June 2018

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

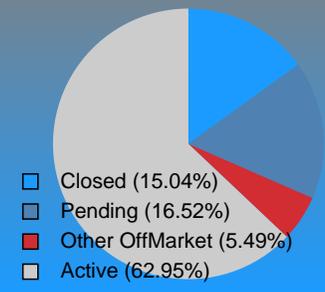


## MONTHLY INVENTORY ANALYSIS

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.

## 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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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.



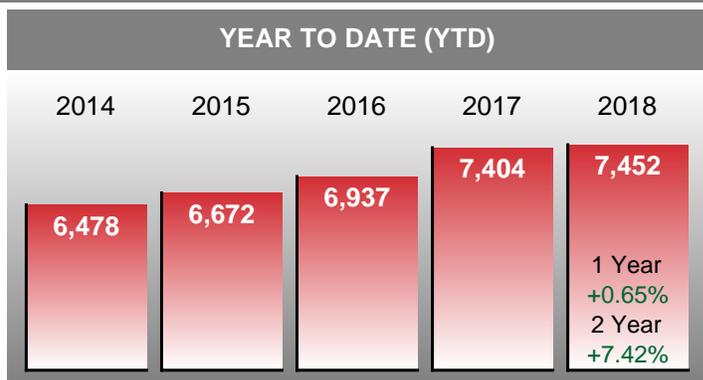
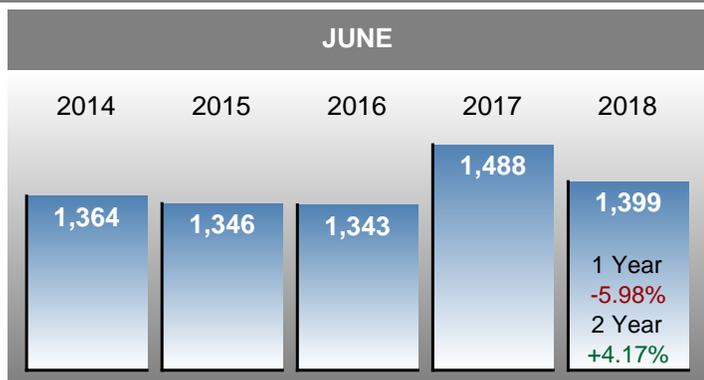
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Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



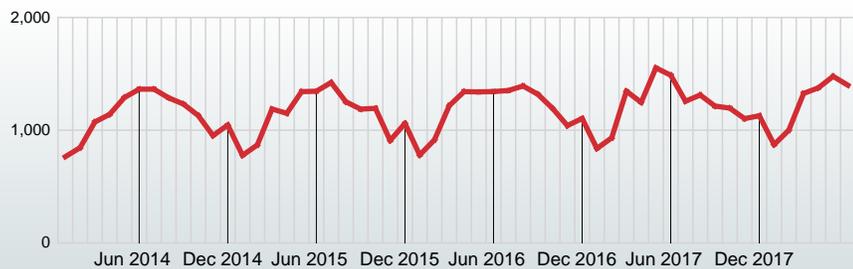
## CLOSED LISTINGS

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               |
| <b>Total Closed Units</b>                      | <b>1,399</b>       |             |             | <b>202</b>       | <b>754</b>       | <b>380</b>       | <b>63</b>        |
| <b>Total Closed Volume</b>                     | <b>295,947,746</b> | <b>100%</b> | <b>40.5</b> | <b>24.49M</b>    | <b>125.01M</b>   | <b>115.49M</b>   | <b>30.97M</b>    |
| <b>Average Closed Price</b>                    | <b>\$211,542</b>   |             |             | <b>\$121,229</b> | <b>\$165,790</b> | <b>\$303,919</b> | <b>\$491,509</b> |

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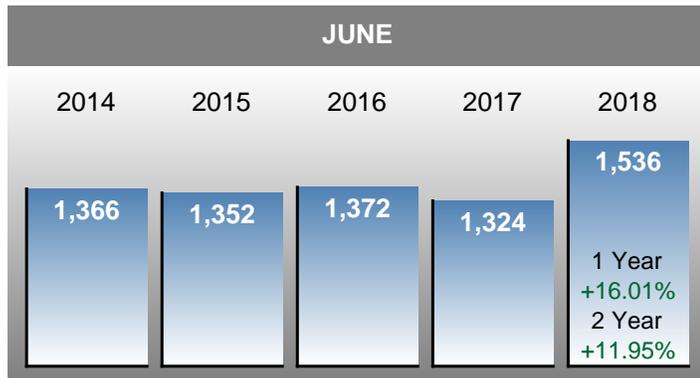
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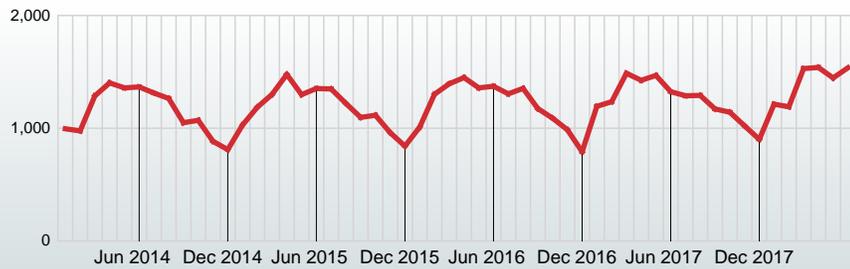
## PENDING LISTINGS

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

### 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               |
| <b>Total Pending Units</b>                      | <b>1,536</b>       |             |             | <b>231</b>       | <b>840</b>       | <b>404</b>       | <b>61</b>        |
| <b>Total Pending Volume</b>                     | <b>326,375,360</b> | <b>100%</b> | <b>46.8</b> | <b>25.47M</b>    | <b>141.14M</b>   | <b>121.24M</b>   | <b>38.53M</b>    |
| <b>Average Listing Price</b>                    | <b>\$290,370</b>   |             |             | <b>\$110,262</b> | <b>\$168,026</b> | <b>\$300,088</b> | <b>\$631,597</b> |

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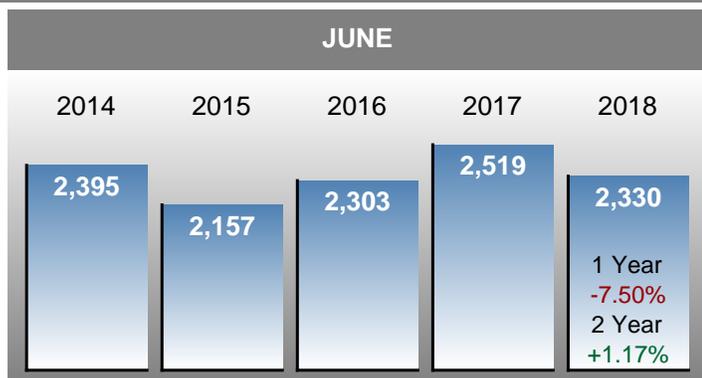
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## NEW LISTINGS

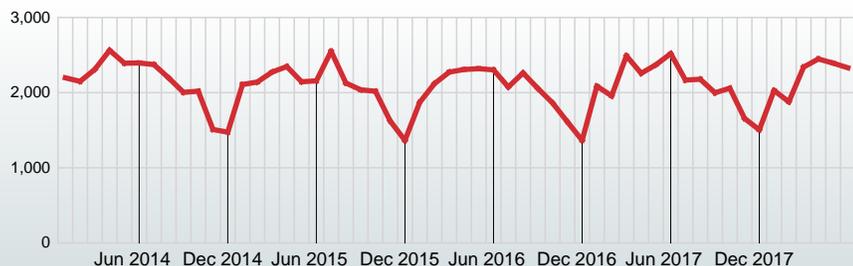
Report produced on Jul 11, 2018 for MLS Technology Inc.



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

### 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               |
| <b>Total New Listed Units</b>               | <b>2,330</b>       |             | <b>462</b>       | <b>1,090</b>     | <b>652</b>       | <b>126</b>       |
| <b>Total New Listed Volume</b>              | <b>594,155,611</b> | <b>100%</b> | <b>89.91M</b>    | <b>198.94M</b>   | <b>219.53M</b>   | <b>85.77M</b>    |
| <b>Average New Listed Listing Price</b>     | <b>\$415,699</b>   |             | <b>\$194,604</b> | <b>\$182,513</b> | <b>\$336,710</b> | <b>\$680,750</b> |

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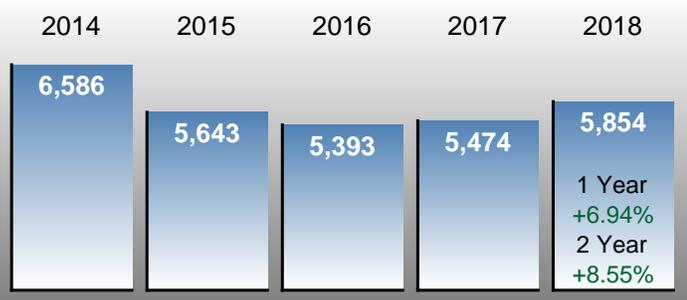
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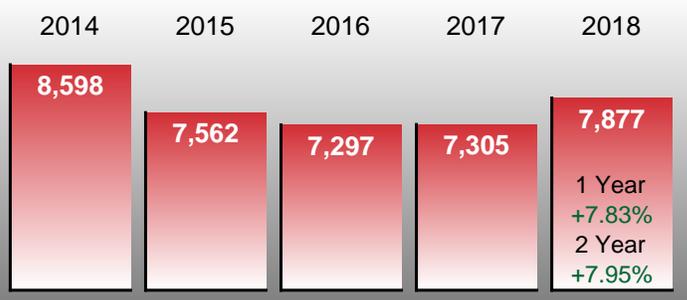
## ACTIVE INVENTORY

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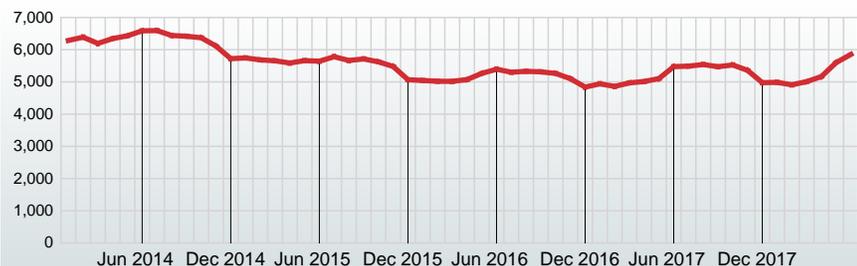
### END OF JUNE



### ACTIVE DURING JUNE



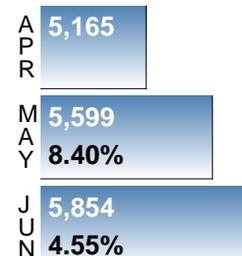
### 5 YEAR MARKET ACTIVITY TRENDS



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**



### 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              |
| <b>Total Active Inventory by Units</b>        | <b>5,854</b>         |             |             | <b>1,716</b>     | <b>1,983</b>     | <b>1,694</b>     | <b>461</b>       |
| <b>Total Active Inventory by Volume</b>       | <b>1,752,464,037</b> | <b>100%</b> | <b>75.2</b> | <b>431.91M</b>   | <b>398.21M</b>   | <b>624.38M</b>   | <b>297.97M</b>   |
| <b>Average Active Inventory Listing Price</b> | <b>\$299,362</b>     |             |             | <b>\$251,694</b> | <b>\$200,811</b> | <b>\$368,585</b> | <b>\$646,350</b> |

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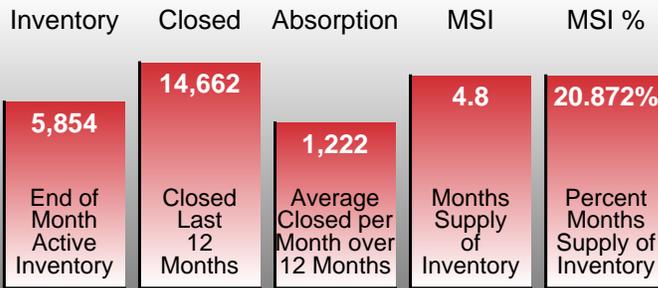
## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR JUNE



### INDICATORS FOR JUNE 2018



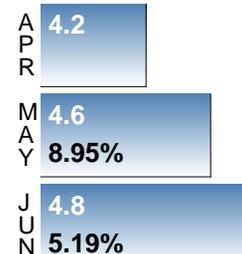
### 5 YEAR MARKET ACTIVITY TRENDS



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   | 100%   | 4.8  | 9.3      | 3.0    | 5.3    | 8.4     |
| Total Active Inventory by Units                         | 5,854 |        |      | 1,716    | 1,983  | 1,694  | 461     |

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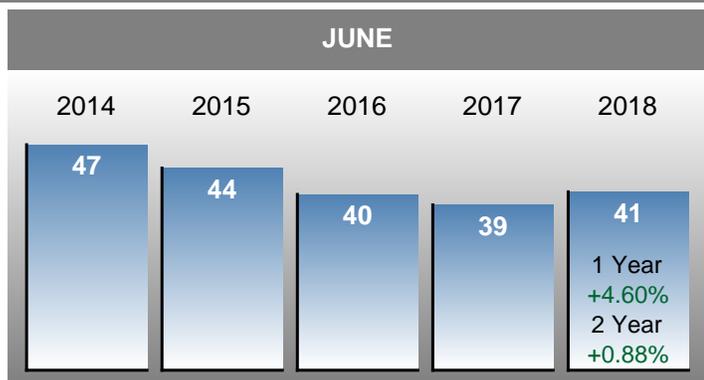
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## AVERAGE DAYS ON MARKET TO SALE

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



### 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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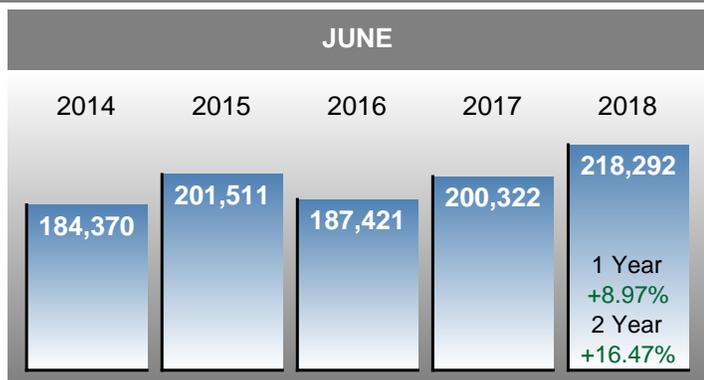
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## AVERAGE LIST PRICE AT CLOSING

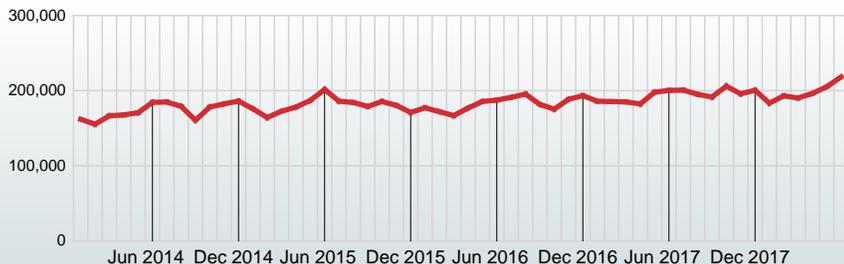
Report produced on Jul 11, 2018 for MLS Technology Inc.



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

### 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 |
| <b>Average List Price</b>                                    |     |        | 218,292     | 125,467  | 169,065 | 313,793 | 529,038 |
| <b>Total Closed Units</b>                                    |     | 100%   | 218,292     | 202      | 754     | 380     | 63      |
| <b>Total Closed Volume</b>                                   |     |        | 305,390,445 | 25.34M   | 127.48M | 119.24M | 33.33M  |

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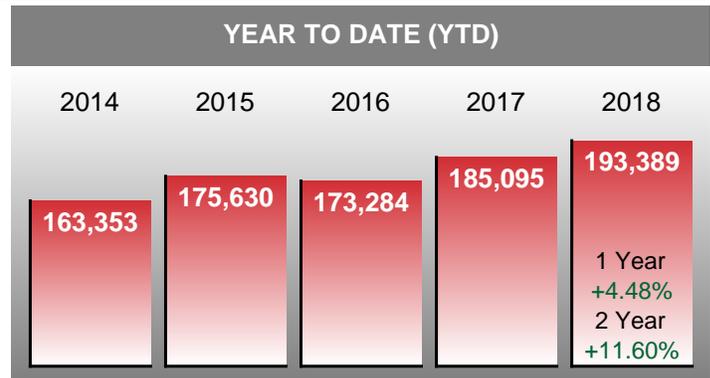
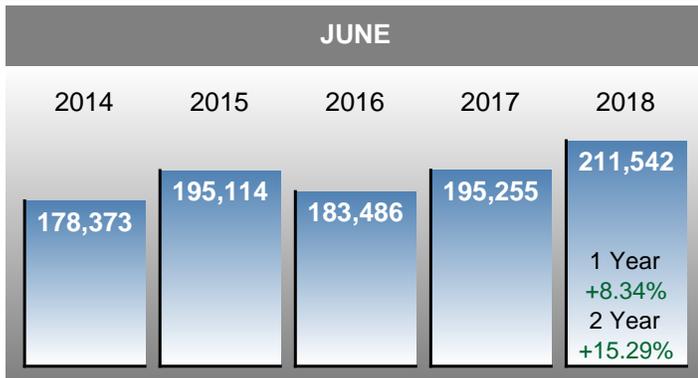
# June 2018

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



## AVERAGE SOLD PRICE AT CLOSING

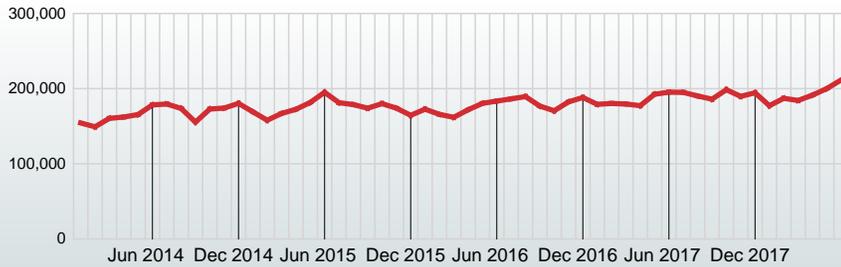
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### 5 YEAR MARKET ACTIVITY TRENDS

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 |
| <b>Average Sold Price</b>                                    |     |        | 211,542     | 121,229  | 165,790 | 303,919 | 491,509 |
| <b>Total Closed Units</b>                                    |     | 100%   | 211,542     | 202      | 754     | 380     | 63      |
| <b>Total Closed Volume</b>                                   |     |        | 295,947,746 | 24.49M   | 125.01M | 115.49M | 30.97M  |

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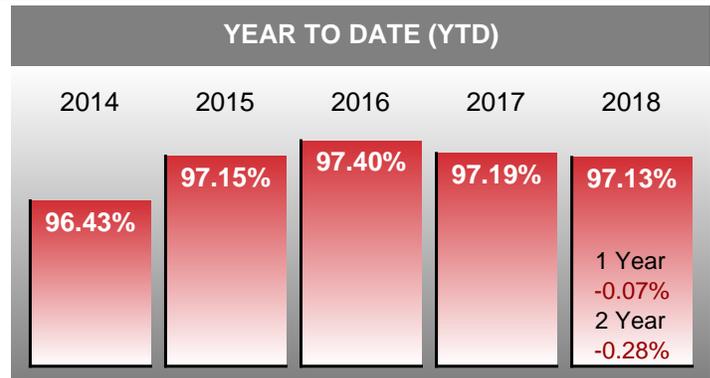
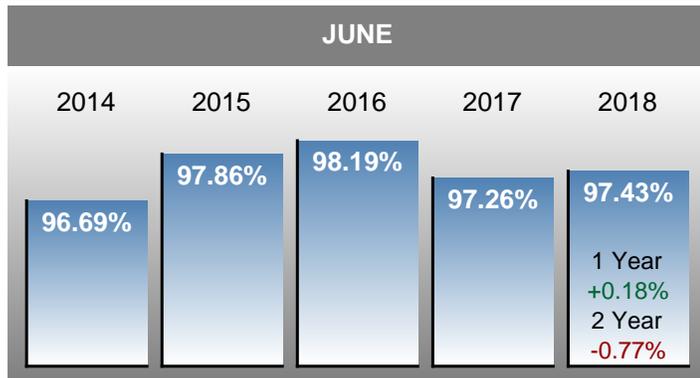
# June 2018

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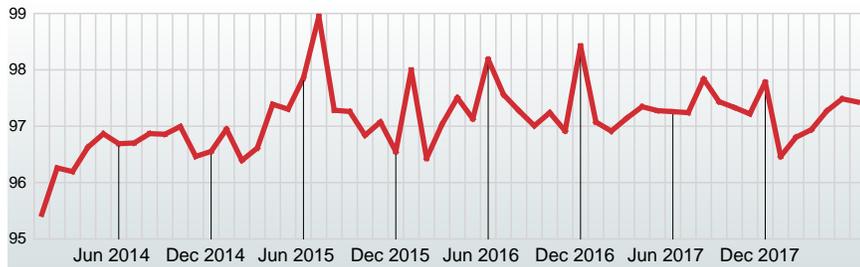


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS



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

|  |                   |
|--|-------------------|
| <b>High</b>  | Jul 2015 = 98.95% |
| <b>Low</b>   | Jan 2014 = 95.44% |
| <i>Average Sold/List Ratio this month at <b>97.43%</b>, equal to 5 yr JUN average of <b>97.48%</b></i> |                   |
| <b>APR</b>   | 97.27%            |
| <b>MAY</b>   | 97.49%            |
| <b>JUN</b>   | 97.43%            |
| <b>Change</b>  | 0.22%             |
| <b>Change</b>  | -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%  |
| <b>Average Sold/List Ratio</b>                 |             |        | 97.40%  | 94.53%   | 98.07%  | 97.87%  | 96.39%  |
| <b>Total Closed Units</b>                      | 1,399       | 100%   | 97.40%  | 202      | 754     | 380     | 63      |
| <b>Total Closed Volume</b>                     | 295,947,746 |        |         | 24.49M   | 125.01M | 115.49M | 30.97M  |

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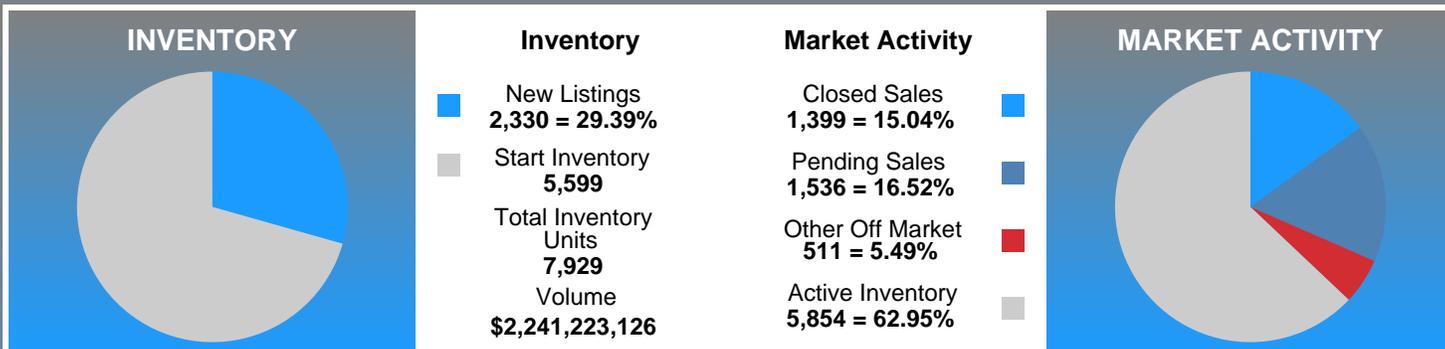
# June 2018

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



## MARKET SUMMARY

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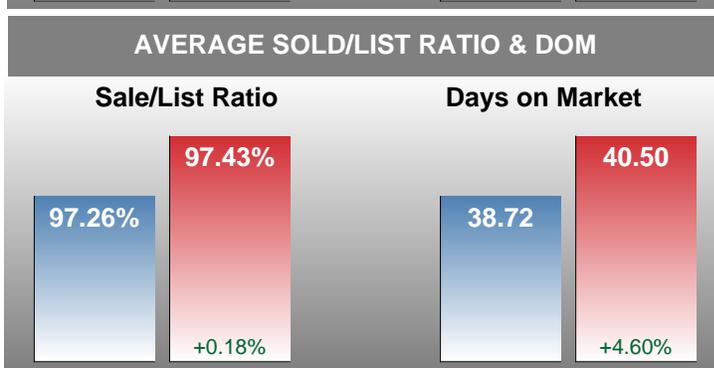
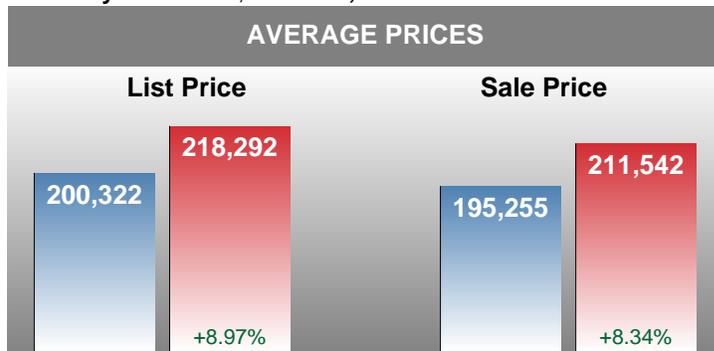
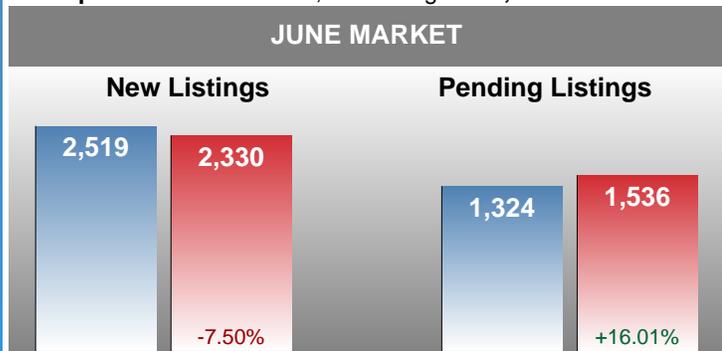


| Compared Metrics                               | June    |         |        | Year to Date |         |        |
|--|---------|---------|--------|--------------|---------|--------|
|  | 2017    | 2018    | +/-%   | 2017         | 2018    | +/-%   |
| Closed Sales                                   | 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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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com