

May 2018

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

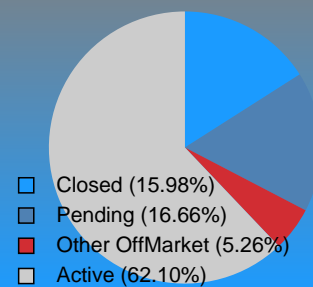


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	May		
	2017	2018	+/-%
Closed Listings	1,553	1,464	-5.73%
Pending Listings	1,468	1,526	3.95%
New Listings	2,371	2,392	0.89%
Average List Price	197,886	205,300	3.75%
Average Sale Price	192,547	200,010	3.88%
Average Percent of List Price to Selling Price	97.28%	97.31%	0.04%
Average Days on Market to Sale	40.85	43.13	5.58%
End of Month Inventory	5,105	5,689	11.44%
Months Supply of Inventory	4.18	4.63	10.88%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,228** Sales/Month
Active Inventory as of May 31, 2018 = **5,689**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2018 rose **11.44%** to 5,689 existing homes available for sale. Over the last 12 months this area has had an average of 1,228 closed sales per month. This represents an unsold inventory index of **4.63** 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 **3.88%** in May 2018 to \$200,010 versus the previous year at \$192,547.

Average Days on Market Lengthens

The average number of **43.13** days that homes spent on the market before selling increased by 2.28 days or **5.58%** in May 2018 compared to last year's same month at **40.85** DOM.

Sales Success for May 2018 is Positive

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

There were 2,392 New Listings in May 2018, up **0.89%** from last year at 2,371. Furthermore, there were 1,464 Closed Listings this month versus last year at 1,553, a **-5.73%** decrease.

Closed versus Listed trends yielded a **61.2%** ratio, down from previous year's, May 2017, at **65.5%**, a **6.56%** downswing. 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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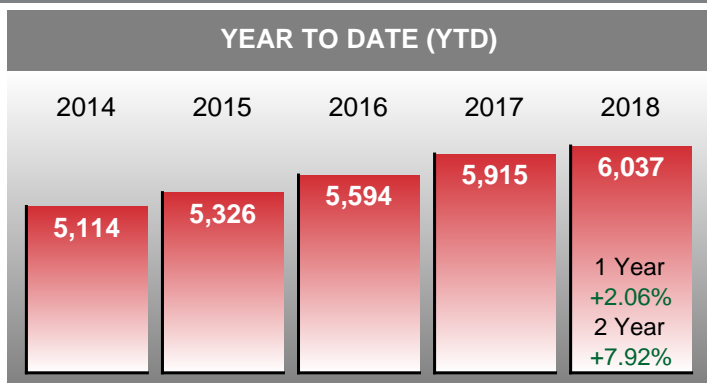
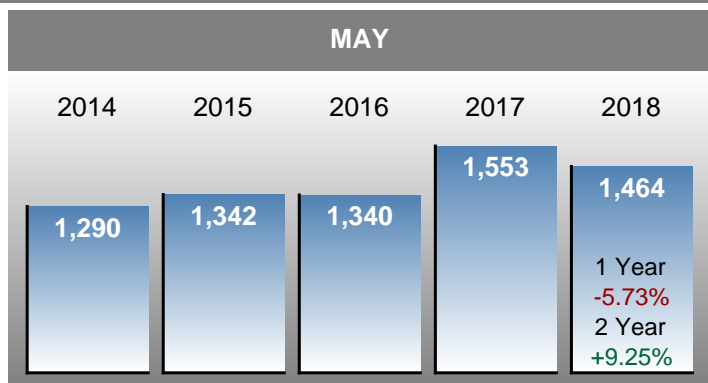
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CLOSED LISTINGS

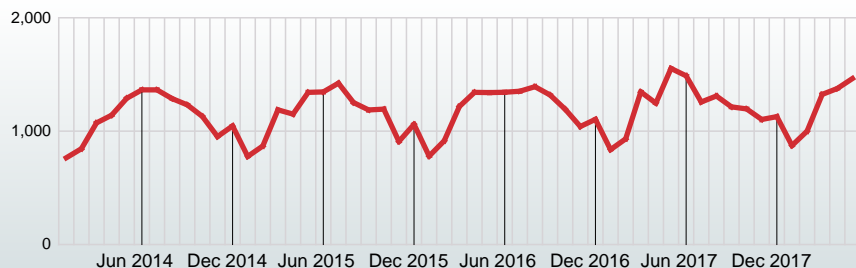
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 1,398

3 MONTHS



High
May 2017 = 1,553
Low
Jan 2014 = 765
Closed Listings
this month at **1,464**,
above the 5 yr MAY
average of **1,398**

MAR	1,324
APR	1,376
APR	3.93%
MAY	1,464
MAY	6.40%

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	102	6.97%	48.5	63	35	3	1
\$50,001 - \$100,000	197	13.46%	40.2	75	108	13	1
\$100,001 - \$125,000	137	9.36%	41.9	24	95	18	0
\$125,001 - \$175,000	357	24.39%	37.0	29	266	58	4
\$175,001 - \$250,000	346	23.63%	43.1	13	196	126	11
\$250,001 - \$325,000	147	10.04%	47.3	4	45	82	16
\$325,001 and up	178	12.16%	53.3	7	27	105	39
Total Closed Units	1,464			215	772	405	72
Total Closed Volume	292,814,968	100%	43.1	21.65M	125.19M	115.31M	30.66M
Average Closed Price	\$200,010			\$100,718	\$162,159	\$284,718	\$425,874

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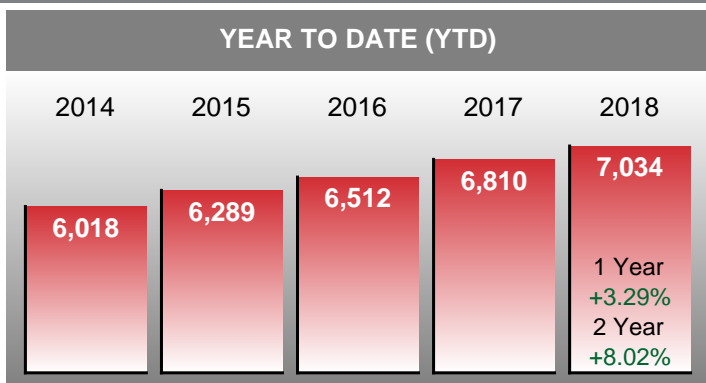
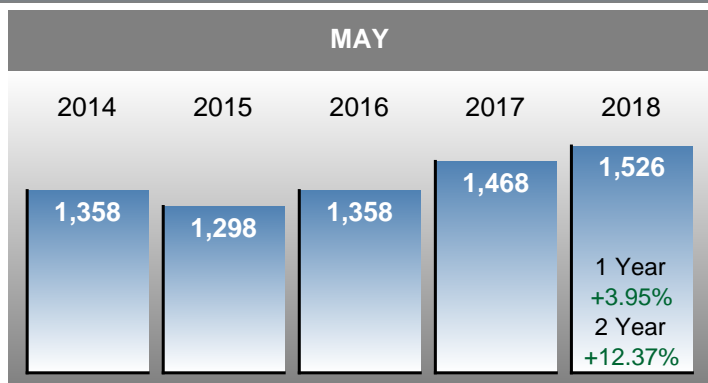
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PENDING LISTINGS

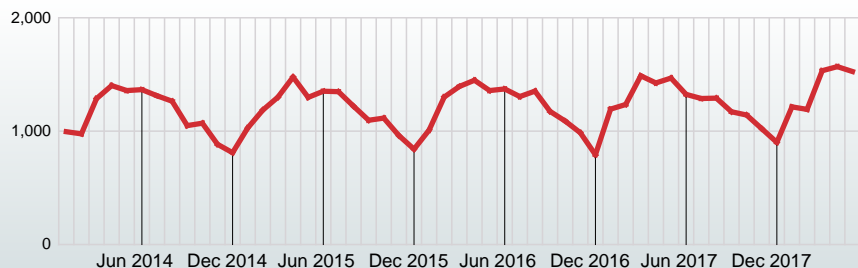
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 1,402

3 MONTHS



High
Apr 2018 = 1,569
Low
Dec 2016 = 792
Pending Listings
this month at **1,526**,
above the 5 yr MAY
average of **1,402**

MAR	1,533
APR	1,569
MAY	1,526
PERCENTAGE CHANGE	-2.74%

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	117	7.67%	38.3	83	32	2	0
\$50,001 - \$100,000	224	14.68%	39.9	86	120	15	3
\$100,001 - \$125,000	150	9.83%	34.5	16	116	16	2
\$125,001 - \$175,000	354	23.20%	35.1	23	285	42	4
\$175,001 - \$250,000	311	20.38%	37.4	16	172	116	7
\$250,001 - \$350,000	213	13.96%	51.1	7	65	124	17
\$350,001 and up	157	10.29%	54.1	10	38	93	16
Total Pending Units	1,526			241	828	408	49
Total Pending Volume	302,485,836	100%	42.1	25.28M	139.81M	119.40M	18.00M
Average Listing Price	\$167,729			\$104,914	\$168,851	\$292,637	\$367,276

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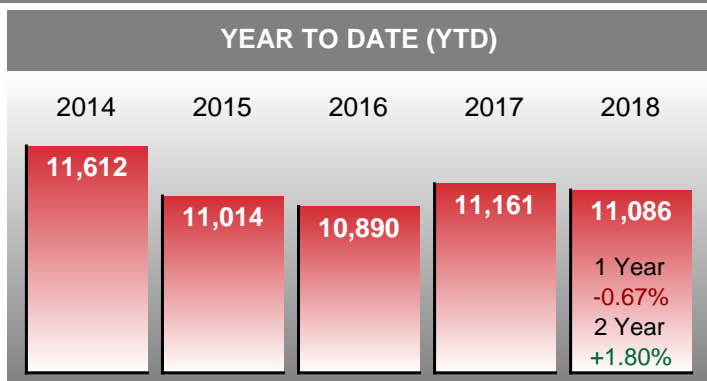
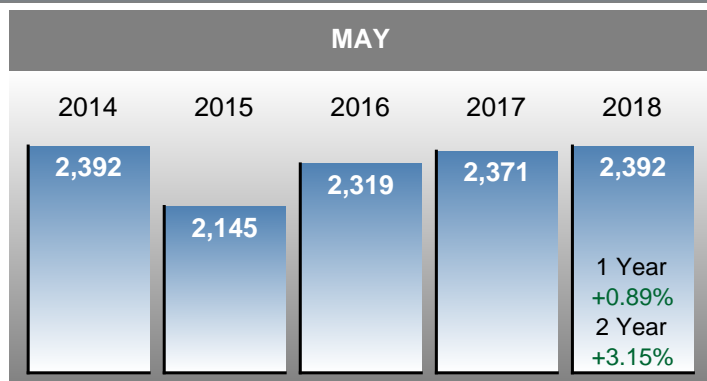
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NEW LISTINGS

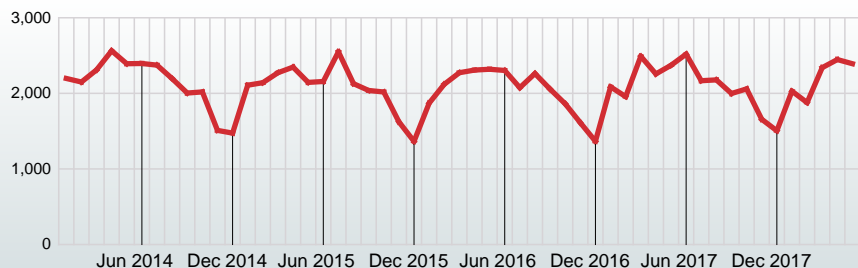
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 2,324

3 MONTHS



High
Apr 2014 = 2,563
Low
Dec 2015 = 1,365
New Listings
this month at **2,392**,
above the 5 yr MAY
average of **2,324**

MAR	2,340
APR	2,447
APR	4.57%
MAY	2,392
MAY	-2.25%

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	193	8.07%	154	36	3	0
\$50,001 - \$100,000	301	12.58%	135	135	30	1
\$100,001 - \$150,000	409	17.10%	58	307	39	5
\$150,001 - \$225,000	601	25.13%	44	392	156	9
\$225,001 - \$300,000	352	14.72%	22	127	171	32
\$300,001 - \$425,000	273	11.41%	25	62	149	37
\$425,001 and up	263	10.99%	23	42	123	75
Total New Listed Units	2,392		461	1,101	671	159
Total New Listed Volume	606,021,129	100%	84.38M	207.69M	224.60M	89.35M
Average New Listed Listing Price	\$185,781		\$183,028	\$188,641	\$334,724	\$561,960

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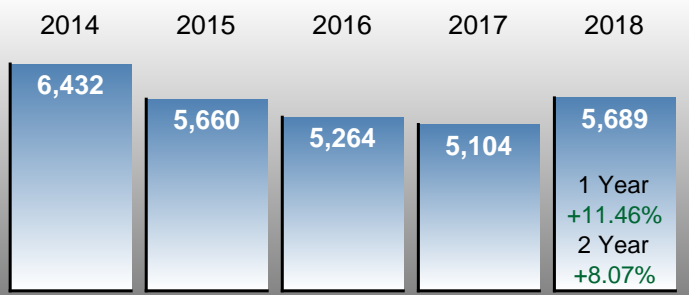
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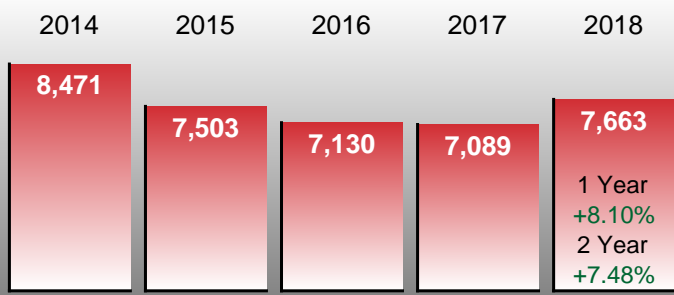
ACTIVE INVENTORY

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END OF MAY



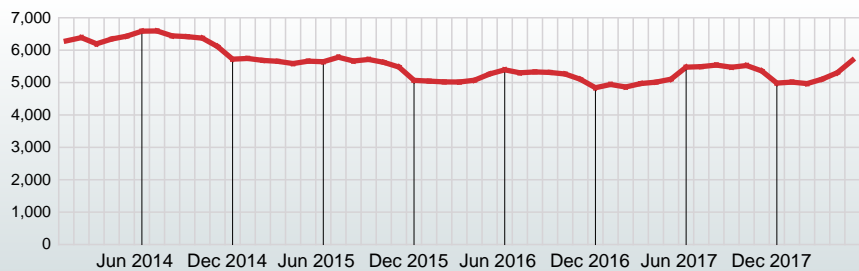
ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 5,630

3 MONTHS



High
Jul 2014 = 6,593
Low
Dec 2016 = 4,840
Inventory
this month at **5,689**,
above the 5 yr MAY
average of **5,630**

MAY 5,105
APR 5,304
3.90%
MAY 5,689
7.26%

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	264	4.64%	88.5	250	13	0	1
\$25,001 - \$75,000	824	14.48%	80.5	597	197	30	0
\$75,001 - \$150,000	1,067	18.76%	74.8	359	582	115	11
\$150,001 - \$225,000	1,107	19.46%	62.4	189	614	281	23
\$225,001 - \$350,000	1,172	20.60%	68.1	117	340	613	102
\$350,001 - \$575,000	690	12.13%	72.2	75	121	356	138
\$575,001 and up	565	9.93%	83.7	142	59	193	171
Total Active Inventory by Units	5,689			1,729	1,926	1,588	446
Total Active Inventory by Volume	1,696,414,139	100%	73.1	434.57M	387.43M	583.01M	291.40M
Average Active Inventory Listing Price	\$298,192			\$251,343	\$201,159	\$367,134	\$653,368

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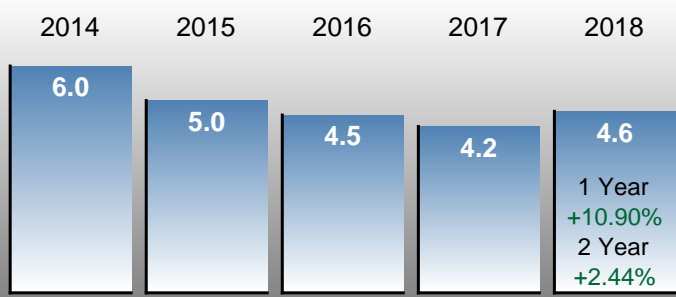
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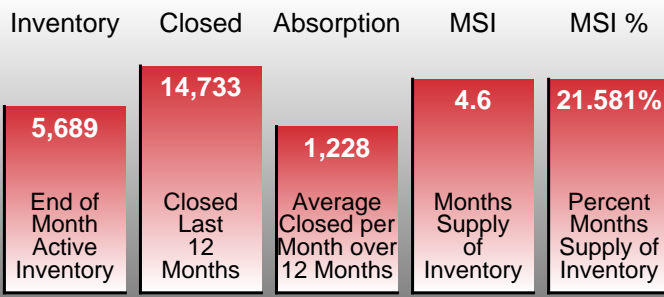
MONTHS SUPPLY of INVENTORY (MSI)

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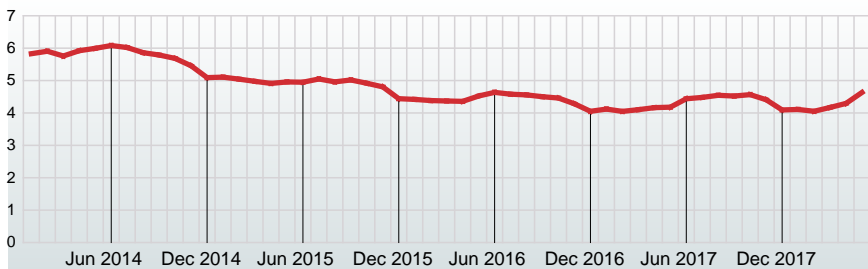
MSI FOR MAY



INDICATORS FOR MAY 2018



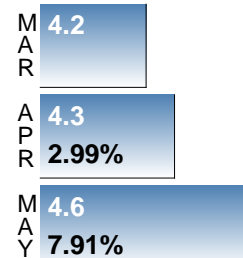
5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 4.9

3 MONTHS

High
Jun 2014 = 6.1
Low
Feb 2017 = 4.0
Months Supply
this month at **4.6**,
equal to 5 yr MAY
average of **4.9**



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	264	4.64%	7.5	9.6	1.6	0.0	12.0
\$25,001 - \$75,000	824	14.48%	5.2	8.2	2.6	3.2	0.0
\$75,001 - \$150,000	1,067	18.76%	2.9	7.0	2.1	3.3	2.5
\$150,001 - \$225,000	1,107	19.46%	3.3	9.5	2.9	2.7	3.5
\$225,001 - \$350,000	1,172	20.60%	5.5	12.0	4.4	5.6	5.9
\$350,001 - \$575,000	690	12.13%	8.2	23.7	7.1	7.3	9.1
\$575,001 and up	565	9.93%	19.1	56.8	13.6	14.7	17.8
Market Supply of Inventory (MSI)	4.6	100%	4.6	9.3	2.9	4.9	8.3
Total Active Inventory by Units	5,689			1,729	1,926	1,588	446

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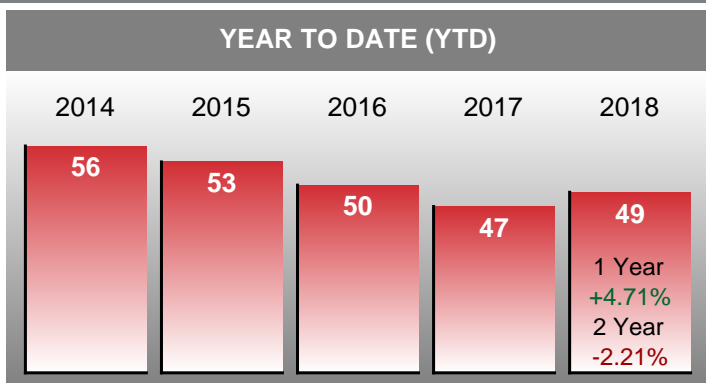
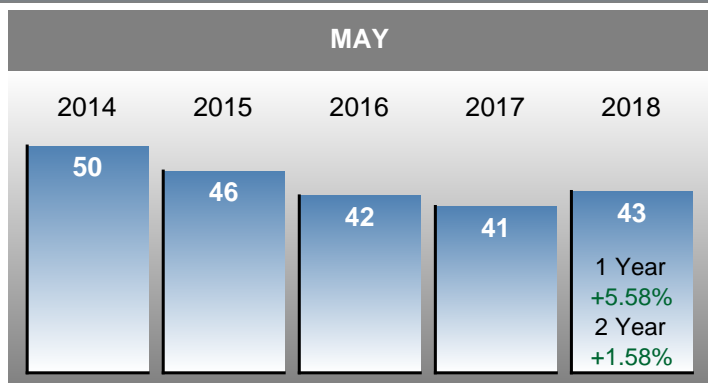
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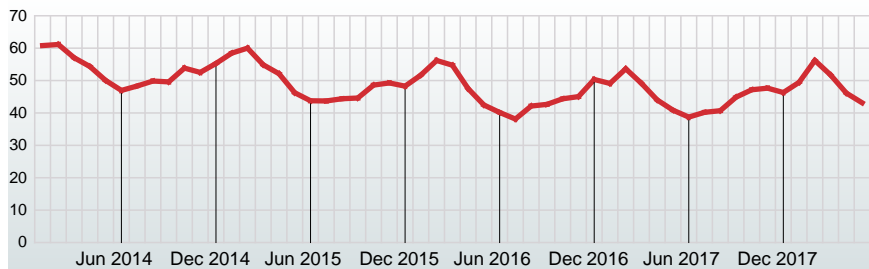
AVERAGE DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 45 **3 MONTHS**



High
Feb 2014 = 61
Low
Jul 2016 = 38
Average Days on Market
this month at **43**,
below the 5 yr MAY
average of **45**

MAR	52
APR	46
MAY	43
-10.82%	
-6.49%	

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	102	6.97%	48.5	52.7	39.0	51.3	103.0
\$50,001 - \$100,000	197	13.46%	40.2	40.5	42.4	18.4	52.0
\$100,001 - \$125,000	137	9.36%	41.9	63.5	39.4	26.3	0.0
\$125,001 - \$175,000	357	24.39%	37.0	38.5	36.3	37.8	58.5
\$175,001 - \$250,000	346	23.63%	43.1	47.0	42.6	43.8	38.6
\$250,001 - \$325,000	147	10.04%	47.3	49.5	45.6	48.4	45.8
\$325,001 and up	178	12.16%	53.3	40.1	44.1	56.4	53.6
Average Closed DOM			43.1	46.9	40.1	45.6	50.5
Total Closed Units		100%	43.1	215	772	405	72
Total Closed Volume				21.65M	125.19M	115.31M	30.66M

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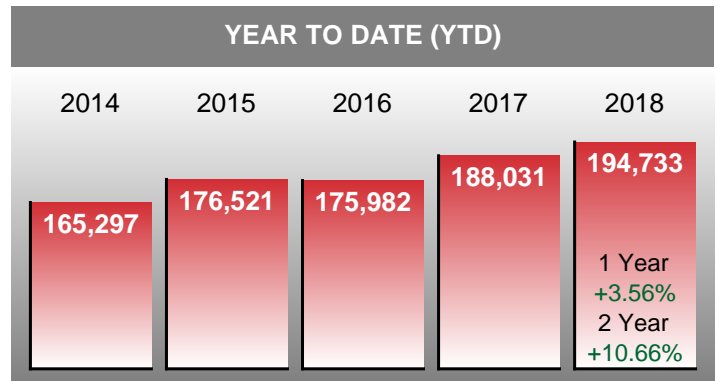
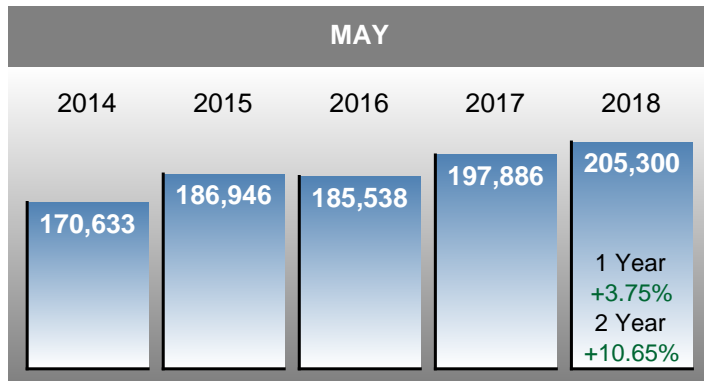
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AVERAGE LIST PRICE AT CLOSING

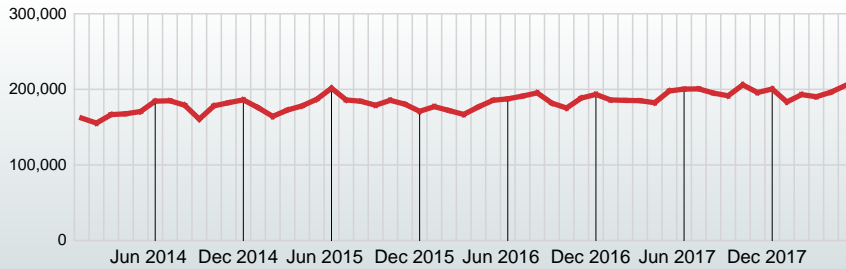
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 189,260

3 MONTHS



High
Oct 2017 = 205,905
Low
Feb 2014 = 155,354
Average List Price
this month at **205,300**,
above the 5 yr MAY
average of **189,260**

MAR	190,239
APR	196,263
MAY	205,300
3.17%	
4.60%	

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	94	6.42%	31,115	31,920	36,294	34,000	35,000
\$50,001 - \$100,000	198	13.52%	77,027	73,291	81,650	91,485	89,900
\$100,001 - \$125,000	135	9.22%	115,252	117,508	116,790	117,217	0
\$125,001 - \$175,000	356	24.32%	152,491	150,871	153,184	158,934	153,475
\$175,001 - \$250,000	339	23.16%	208,508	204,194	209,070	213,930	236,563
\$250,001 - \$325,000	160	10.93%	285,512	297,000	288,119	290,404	291,972
\$325,001 and up	182	12.43%	528,413	586,857	430,377	521,115	622,925
Average List Price			205,300	105,366	165,147	291,617	448,703
Total Closed Units		100%	205,300	215	772	405	72
Total Closed Volume			300,558,931	22.65M	127.49M	118.10M	32.31M

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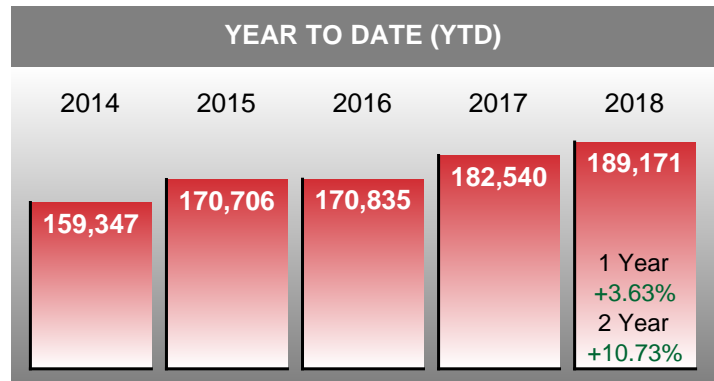
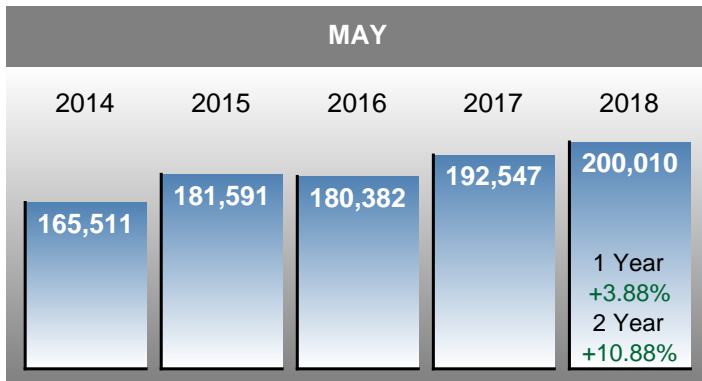
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AVERAGE SOLD PRICE AT CLOSING

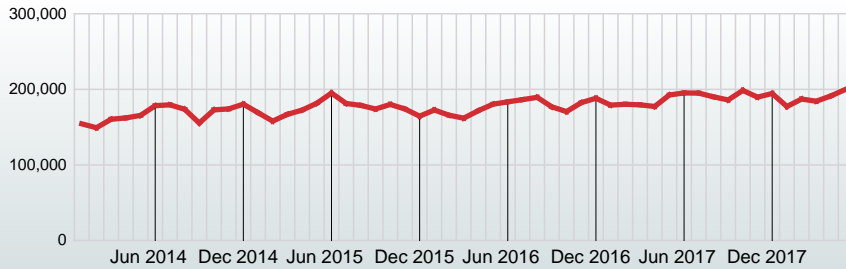
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 184,008

3 MONTHS



High
May 2018 = 200,010
Low
Feb 2014 = 149,244
Average Sold Price
this month at **200,010**,
above the 5 yr MAY
average of **184,008**

MAY	184,280
APR	191,349
MAR	3.84%
MAY	200,010
APR	4.53%

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	102	6.97%	29,920	28,283	32,960	29,500	28,000
\$50,001 - \$100,000	197	13.46%	75,595	69,599	78,422	86,009	84,500
\$100,001 - \$125,000	137	9.36%	114,226	113,675	114,318	114,472	0
\$125,001 - \$175,000	357	24.39%	151,429	146,133	151,048	156,156	146,600
\$175,001 - \$250,000	346	23.63%	208,654	201,317	206,873	210,497	227,942
\$250,001 - \$325,000	147	10.04%	283,856	285,000	282,349	284,040	286,859
\$325,001 and up	178	12.16%	512,591	561,340	417,484	506,408	586,330
Average Sold Price			200,010	100,718	162,159	284,718	425,874
Total Closed Units		100%	200,010	215	772	405	72
Total Closed Volume			292,814,968	21.65M	125.19M	115.31M	30.66M

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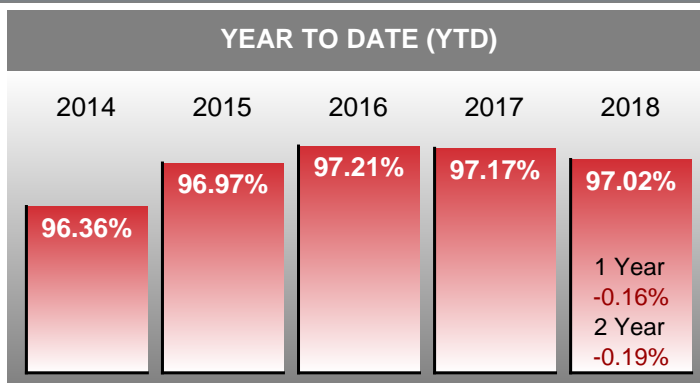
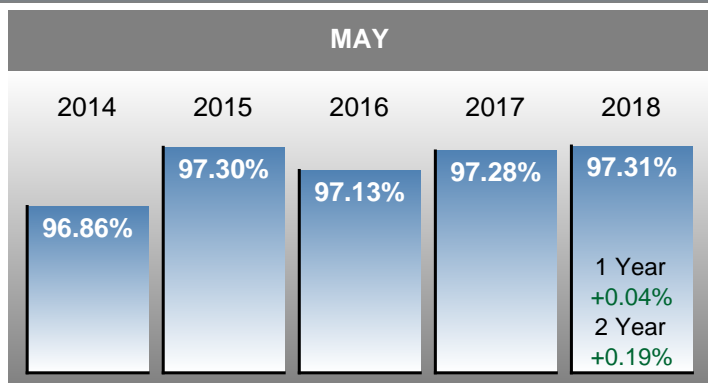
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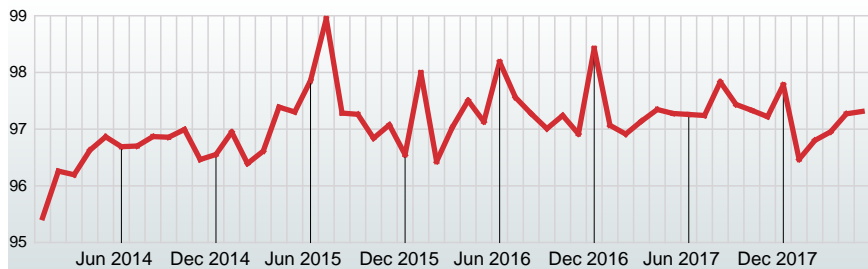
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 97.18% 3 MONTHS



High
Jul 2015 = 98.95%

Low
Jan 2014 = 95.44%

Average Sold/List Ratio this month at **97.31%**, equal to 5 yr MAY average of **97.18%**

MAR	96.95%
APR	97.27%
MAY	97.31%
APR	0.33%
MAY	0.04%

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	102	6.97%	88.51%	87.68%	90.47%	86.06%	80.00%
\$50,001 - \$100,000	197	13.46%	96.01%	95.58%	96.55%	94.14%	93.99%
\$100,001 - \$125,000	137	9.36%	97.97%	97.81%	98.02%	97.93%	0.00%
\$125,001 - \$175,000	357	24.39%	98.48%	97.10%	98.69%	98.35%	95.85%
\$175,001 - \$250,000	346	23.63%	98.98%	98.62%	99.46%	98.48%	96.63%
\$250,001 - \$325,000	147	10.04%	97.95%	96.02%	98.11%	97.89%	98.32%
\$325,001 and up	178	12.16%	97.18%	96.34%	97.35%	97.57%	96.15%
Average Sold/List Ratio			97.30%	93.94%	98.05%	97.85%	96.43%
Total Closed Units	1,464	100%	97.30%	215	772	405	72
Total Closed Volume	292,814,968			21.65M	125.19M	115.31M	30.66M

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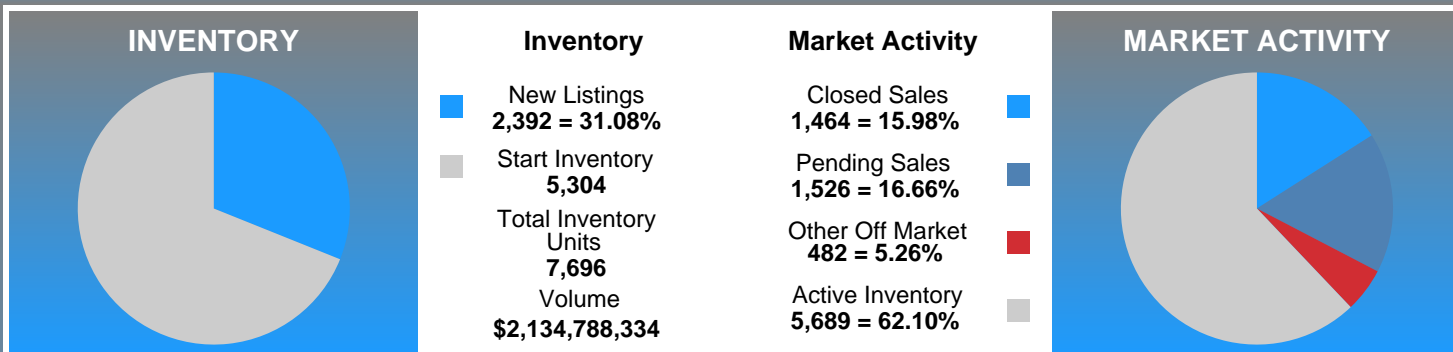
May 2018

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



MARKET SUMMARY

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



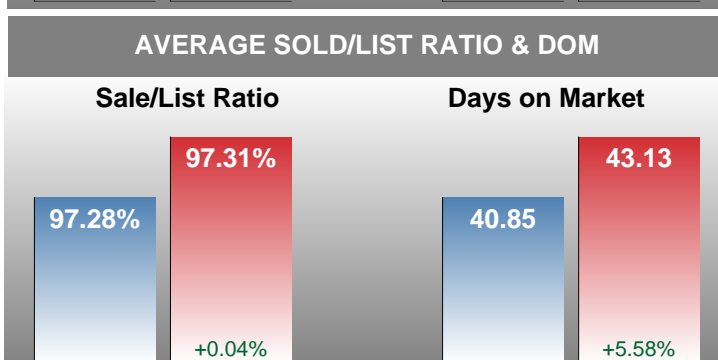
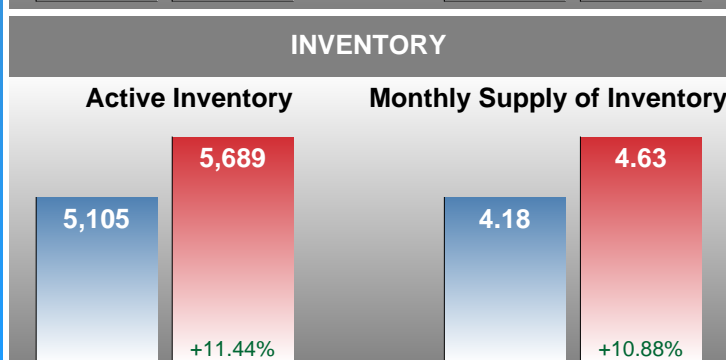
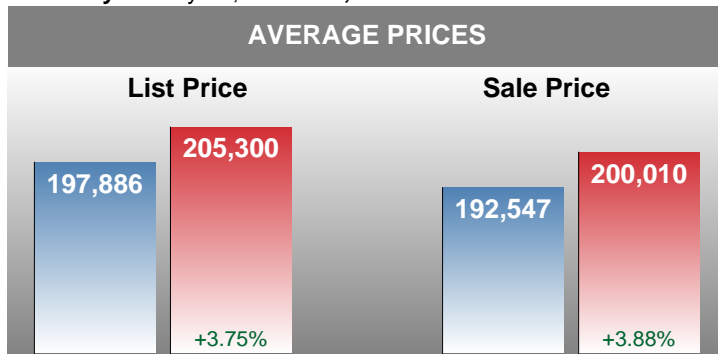
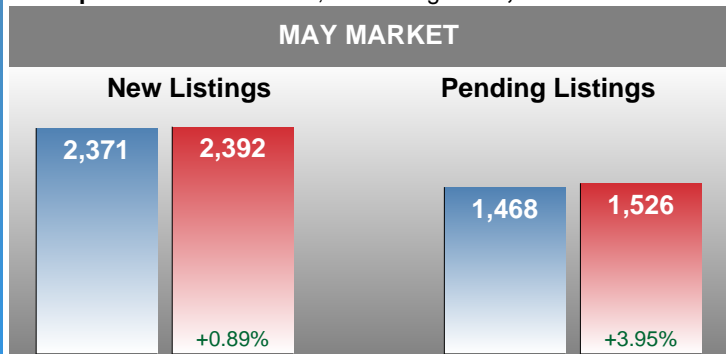
Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,553	1,464	-5.73%	5,915	6,037	2.06%
Pending Sales	1,468	1,526	3.95%	6,810	7,034	3.29%
New Listings	2,371	2,392	0.89%	11,161	11,086	-0.67%
Average List Price	197,886	205,300	3.75%	188,031	194,733	3.56%
Average Sale Price	192,547	200,010	3.88%	182,540	189,171	3.63%
Average Percent of Selling Price to List Price	97.28%	97.31%	0.04%	97.17%	97.02%	-0.16%
Average Days on Market to Sale	40.85	43.13	5.58%	46.58	48.78	4.71%
Monthly Inventory	5,105	5,689	11.44%	5,105	5,689	11.44%
Months Supply of Inventory	4.18	4.63	10.88%	4.18	4.63	10.88%

Absorption: Last 12 months, an Average of **1,228** Sales/Month

Inventory on May 31, 2018 = 5,689

2017

2018



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