

May 2018

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

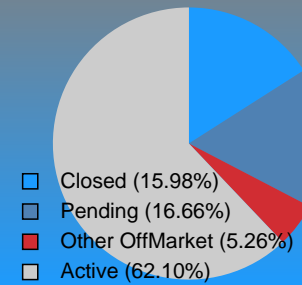


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	165,000	169,900	2.97%
Median Sale Price	162,500	167,000	2.77%
Median Percent of List Price to Selling Price	98.62%	98.75%	0.13%
Median Days on Market to Sale	21.00	25.00	19.05%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **2.77%** in May 2018 to \$167,000 versus the previous year at \$162,500.

Median Days on Market Lengthens

The median number of **25.00** days that homes spent on the market before selling increased by 4.00 days or **19.05%** in May 2018 compared to last year's same month at **21.00** DOM.

Sales Success for May 2018 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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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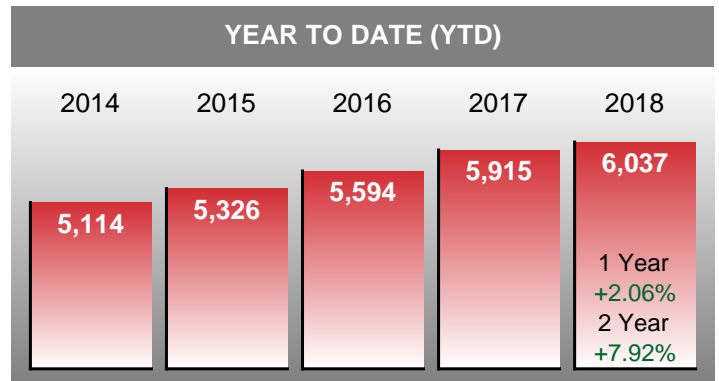
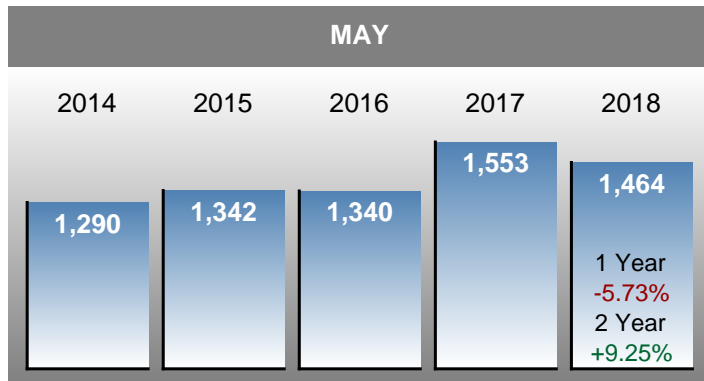
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CLOSED LISTINGS

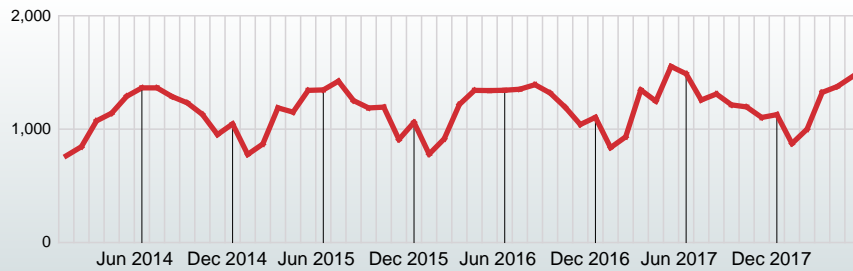
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5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	102	6.97%	29.5	63	35	3	1
\$50,001 - \$100,000	197	13.46%	16.0	75	108	13	1
\$100,001 - \$125,000	137	9.36%	21.0	24	95	18	0
\$125,001 - \$175,000	357	24.39%	22.0	29	266	58	4
\$175,001 - \$250,000	346	23.63%	23.0	13	196	126	11
\$250,001 - \$325,000	147	10.04%	33.0	4	45	82	16
\$325,001 and up	178	12.16%	40.0	7	27	105	39
Total Closed Units	1,464			215	772	405	72
Total Closed Volume	292,814,968	100%	25.0	21.65M	125.19M	115.31M	30.66M
Median Closed Price	\$167,000			\$69,900	\$154,450	\$244,900	\$344,950

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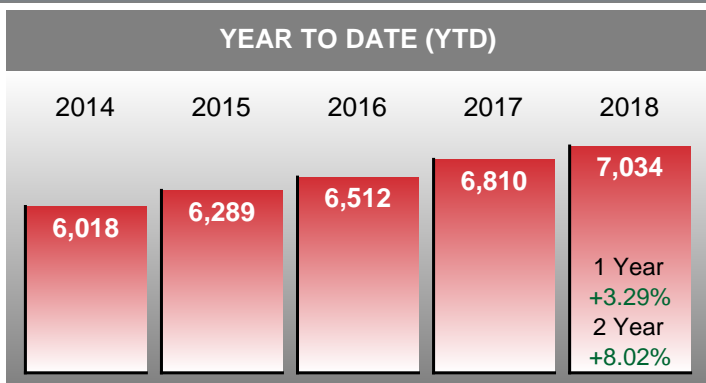
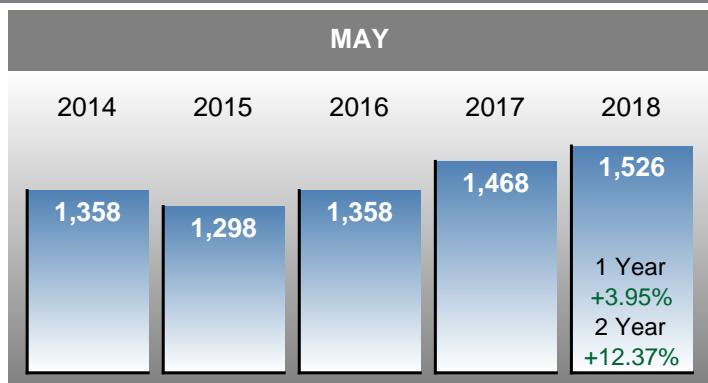
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PENDING LISTINGS

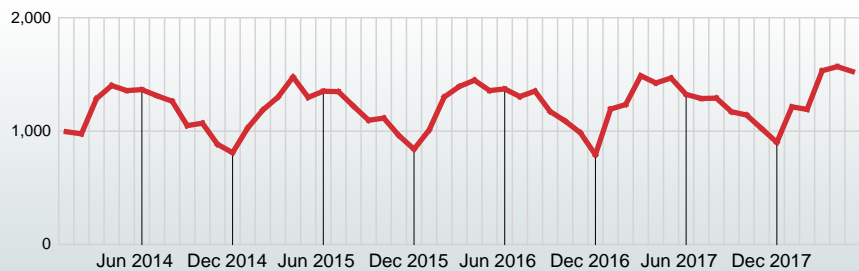
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5 YEAR MARKET ACTIVITY TRENDS

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**

MAY	1,533
APR	1,569
MAY	2.35%
MAY	1,526
MAY	-2.74%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	117	7.67%	21.0	83	32	2	0
\$50,001 - \$100,000	224	14.68%	21.5	86	120	15	3
\$100,001 - \$125,000	150	9.83%	17.5	16	116	16	2
\$125,001 - \$175,000	354	23.20%	17.0	23	285	42	4
\$175,001 - \$250,000	311	20.38%	21.0	16	172	116	7
\$250,001 - \$350,000	213	13.96%	35.0	7	65	124	17
\$350,001 and up	157	10.29%	44.0	10	38	93	16
Total Pending Units	1,526			241	828	408	49
Total Pending Volume	302,485,836	100%	22.0	25.28M	139.81M	119.40M	18.00M
Median Listing Price	\$162,825			\$63,500	\$150,000	\$259,900	\$296,000

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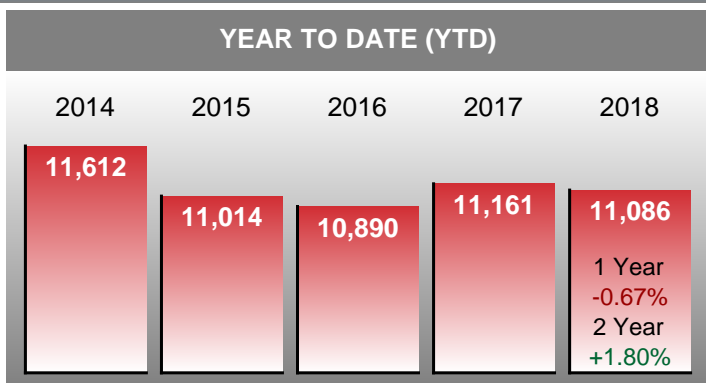
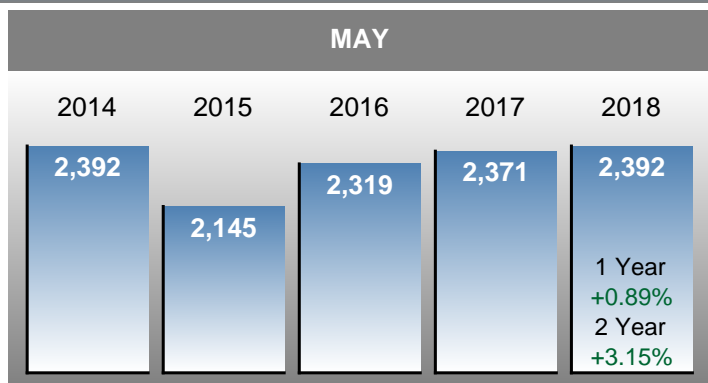
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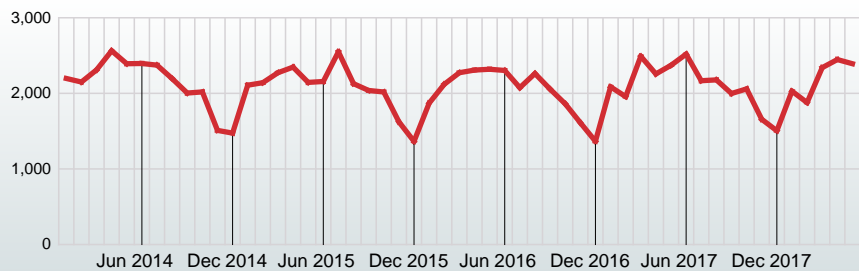
NEW LISTINGS

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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
Median New Listed Listing Price	\$182,913		\$70,000	\$159,900	\$273,800	\$395,284

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May 2018

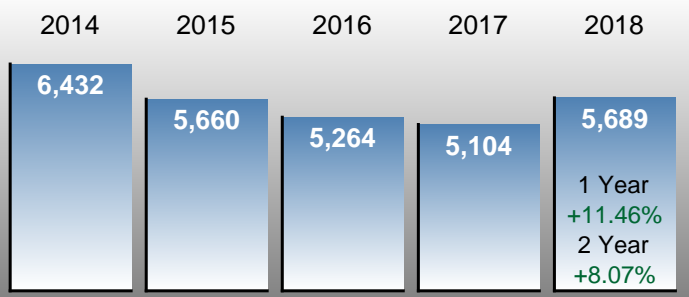
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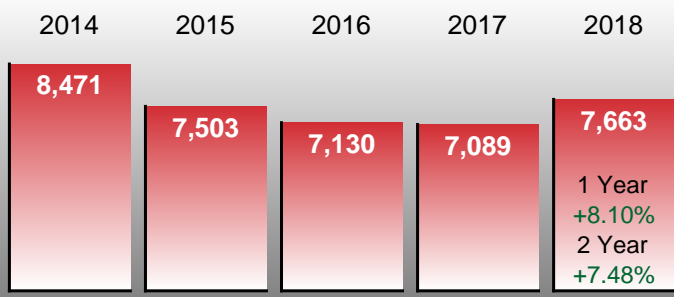
ACTIVE INVENTORY

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END OF MAY



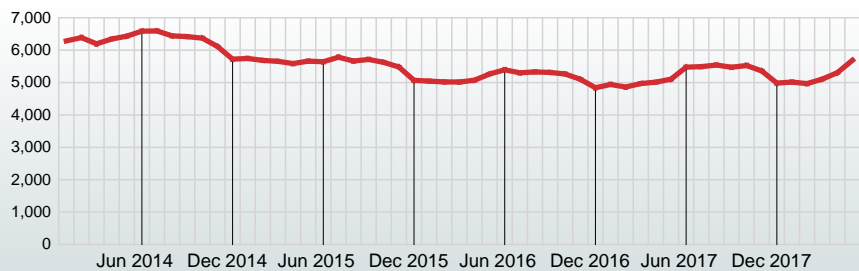
ACTIVE DURING MAY



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**

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	264	4.64%	68.0	250	13	0	1
\$25,001 - \$75,000	824	14.48%	69.0	597	197	30	0
\$75,001 - \$150,000	1,067	18.76%	52.0	359	582	115	11
\$150,001 - \$225,000	1,107	19.46%	45.0	189	614	281	23
\$225,001 - \$350,000	1,172	20.60%	52.0	117	340	613	102
\$350,001 - \$575,000	690	12.13%	58.0	75	121	356	138
\$575,001 and up	565	9.93%	66.0	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%	55.0	434.57M	387.43M	583.01M	291.40M
Median Active Inventory Listing Price	\$195,000			\$79,000	\$167,500	\$294,299	\$462,450

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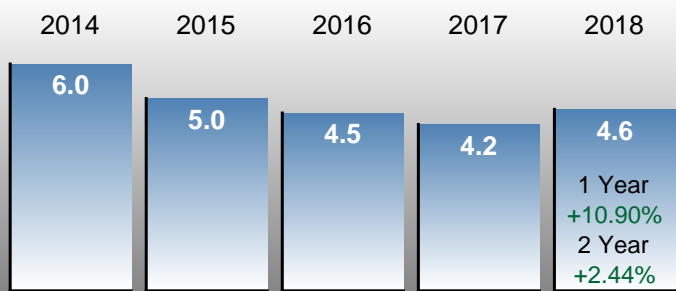
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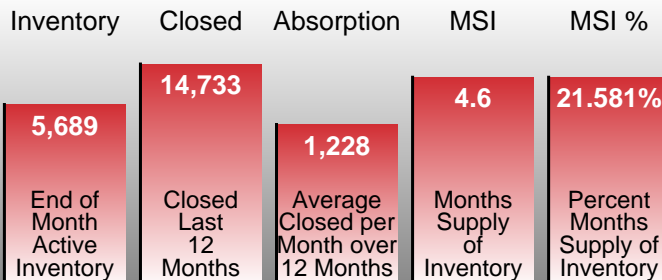
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR MAY



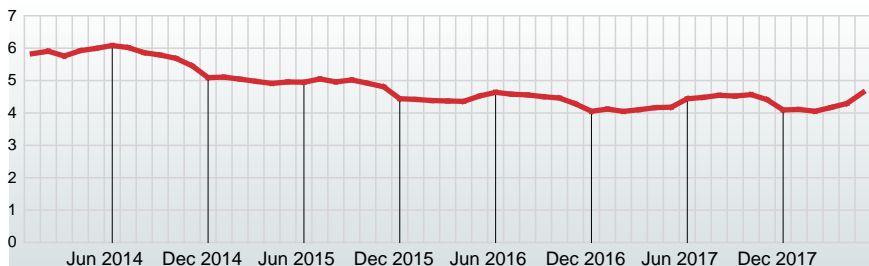
INDICATORS FOR MAY 2018



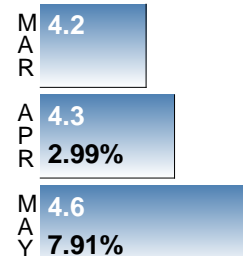
5 YEAR MARKET ACTIVITY TRENDS

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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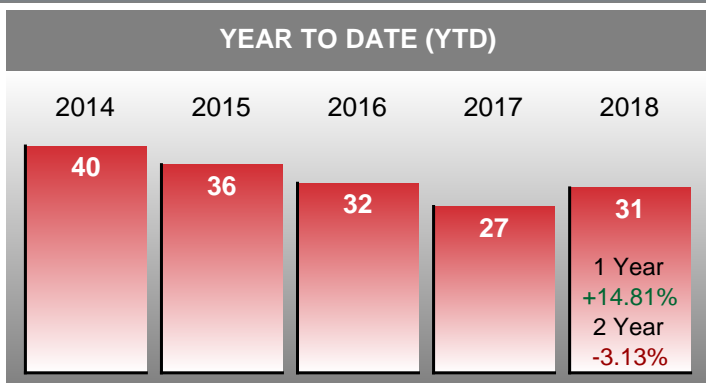
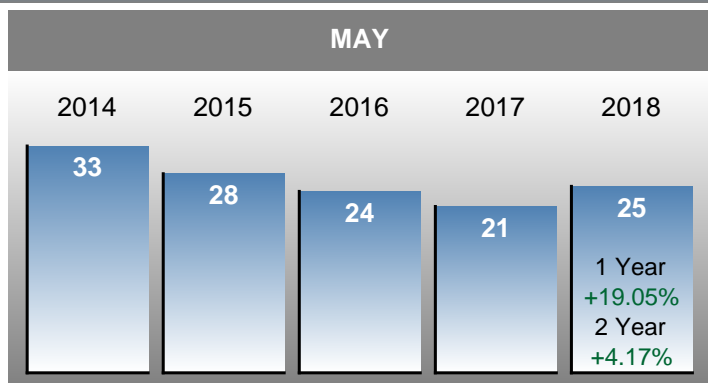
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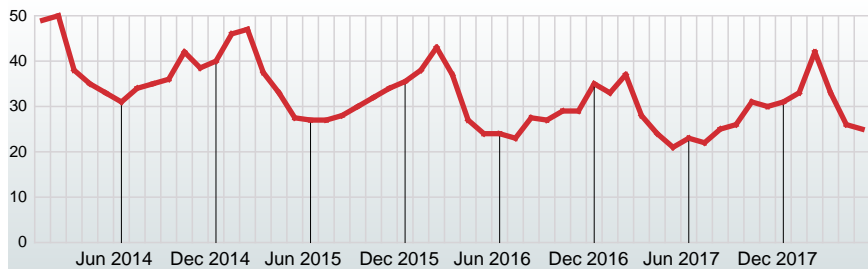


MEDIAN DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 26

3 MONTHS

High

Feb 2014 = 50

Low

May 2017 = 21

Median Days on Market this month at **25**, below the 5 yr MAY average of **26**

MAR 33

APR 26
-21.21%

MAY 25
-3.85%

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	102	6.97%	29.5	35.0	16.0	45.0	103.0
\$50,001 - \$100,000	197	13.46%	16.0	15.0	20.5	11.0	52.0
\$100,001 - \$125,000	137	9.36%	21.0	44.5	20.0	17.0	0.0
\$125,001 - \$175,000	357	24.39%	22.0	27.0	20.5	24.5	59.5
\$175,001 - \$250,000	346	23.63%	23.0	21.0	23.0	21.5	23.0
\$250,001 - \$325,000	147	10.04%	33.0	34.5	31.0	34.5	25.5
\$325,001 and up	178	12.16%	40.0	38.0	28.0	42.0	39.0
Median Closed DOM	25.0			25.0	21.0	29.0	33.0
Total Closed Units	1,464	100%	25.0	215	772	405	72
Total Closed Volume	292,814,968			21.65M	125.19M	115.31M	30.66M

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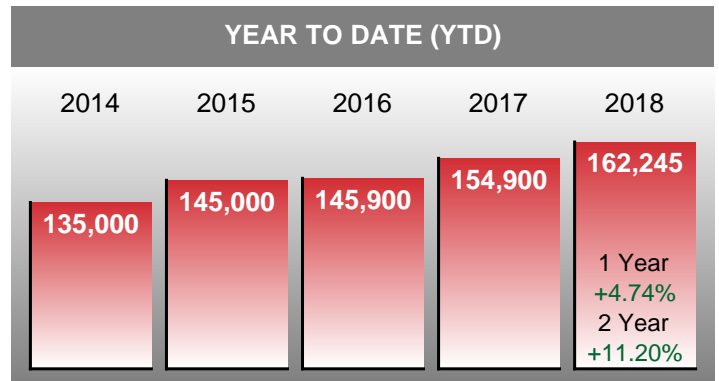
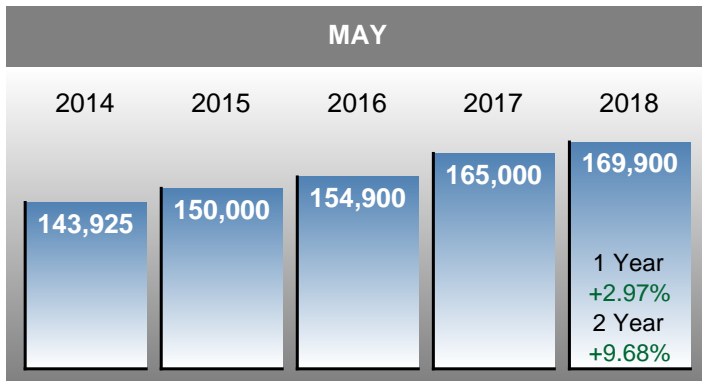
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MEDIAN LIST PRICE AT CLOSING

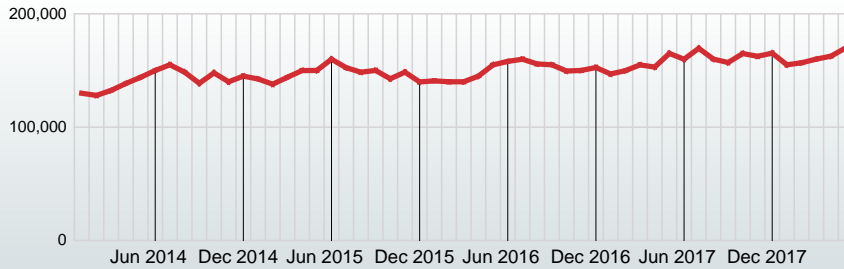
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 156,745

3 MONTHS



High
May 2018 = 169,900
Low
Feb 2014 = 128,000
Median List Price
this month at **169,900**,
above the 5 yr MAY
average of **156,745**

MAY	160,000
APR	162,585
MAY	1.62%
MAY	169,900
MAY	4.50%

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	94	6.42%	31,850	31,850	34,000	22,400	35,000
\$50,001 - \$100,000	198	13.52%	76,750	68,950	79,950	89,900	89,900
\$100,001 - \$125,000	135	9.22%	115,000	115,000	115,000	115,700	0
\$125,001 - \$175,000	356	24.32%	152,400	140,000	150,000	162,500	157,000
\$175,001 - \$250,000	339	23.16%	205,000	195,500	204,900	208,500	237,445
\$250,001 - \$325,000	160	10.93%	280,000	297,000	277,000	285,000	272,375
\$325,001 and up	182	12.43%	420,000	495,000	390,000	421,250	454,750
Median List Price	169,900			75,000	155,000	245,000	356,950
Total Closed Units	1,464	100%	169,900	215	772	405	72
Total Closed Volume	300,558,931			22.65M	127.49M	118.10M	32.31M

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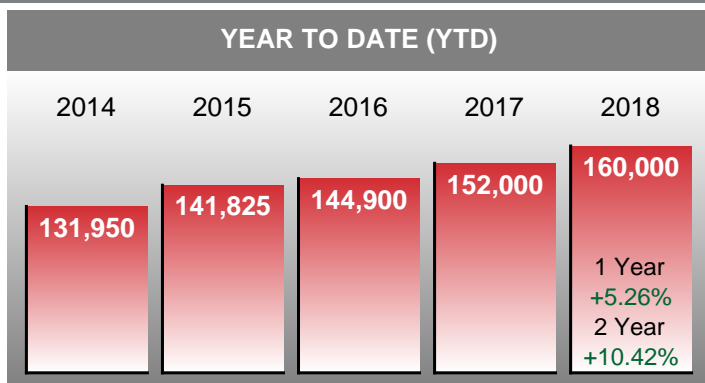
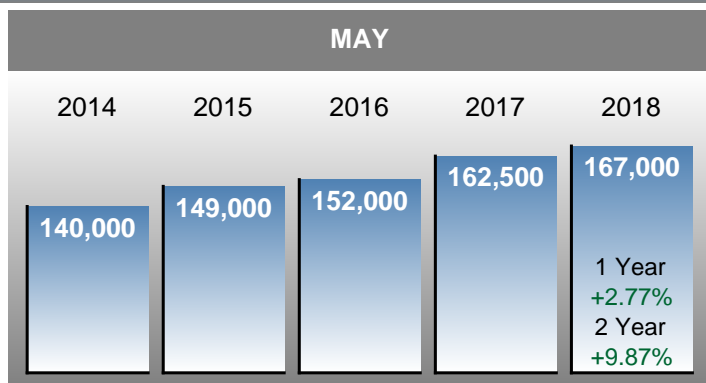
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MEDIAN SOLD PRICE AT CLOSING

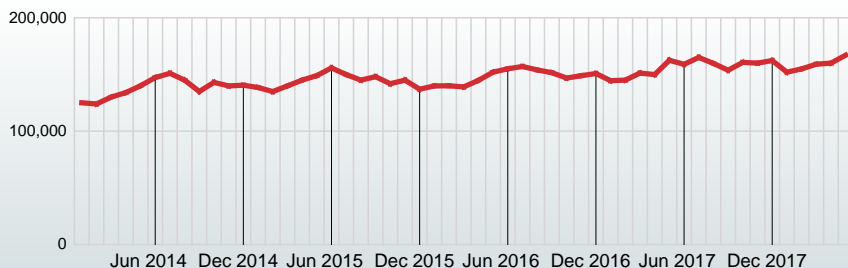
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 154,100

3 MONTHS



High
May 2018 = 167,000
Low
Feb 2014 = 124,000
Median Sold Price
this month at **167,000**,
above the 5 yr MAY
average of **154,100**

MAR 159,027
APR 160,000
0.61%
MAY 167,000
4.38%

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	102	6.97%	30,000	30,000	35,100	27,500	28,000
\$50,001 - \$100,000	197	13.46%	74,900	65,000	78,250	87,500	84,500
\$100,001 - \$125,000	137	9.36%	115,000	113,750	114,900	116,350	0
\$125,001 - \$175,000	357	24.39%	152,800	141,000	150,000	160,000	141,000
\$175,001 - \$250,000	346	23.63%	205,750	195,000	205,000	208,250	236,000
\$250,001 - \$325,000	147	10.04%	284,000	285,000	279,900	285,000	281,000
\$325,001 and up	178	12.16%	415,000	534,975	390,100	415,000	451,000
Median Sold Price			167,000	69,900	154,450	244,900	344,950
Total Closed Units	1,464	100%	167,000	215	772	405	72
Total Closed Volume	292,814,968			21.65M	125.19M	115.31M	30.66M

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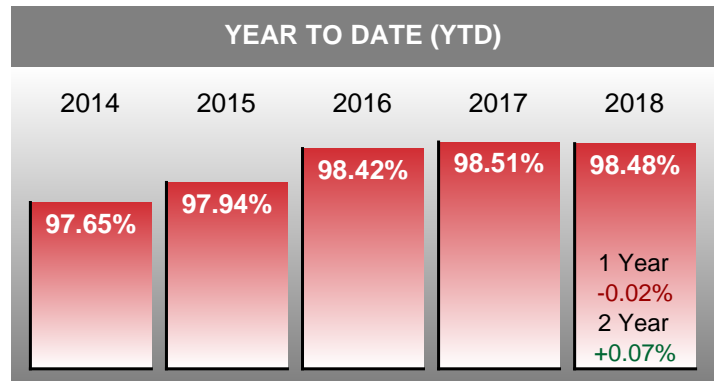
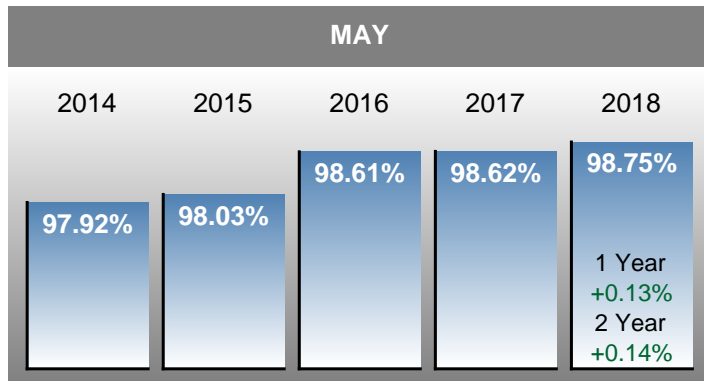
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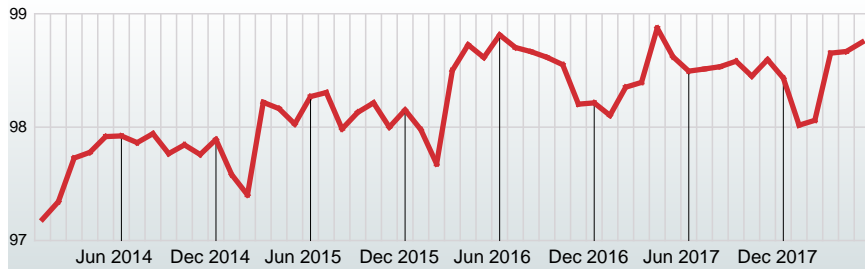


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 98.39%

3 MONTHS

High
Apr 2017 = 98.87%
Low
Jan 2014 = 97.19%
Median Sold/List Ratio
this month at **98.75%**,
above the 5 yr MAY
average of **98.39%**

MAY	98.65%
APR	98.67%
MAY	0.01%
MAY	98.75%
MAY	0.08%

MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	102	6.97%	88.76%	88.00%	91.67%	85.66%	80.00%
\$50,001 - \$100,000	197	13.46%	97.60%	97.01%	98.64%	95.20%	93.99%
\$100,001 - \$125,000	137	9.36%	99.68%	100.00%	99.20%	99.84%	0.00%
\$125,001 - \$175,000	357	24.39%	99.70%	98.11%	100.00%	98.88%	96.67%
\$175,001 - \$250,000	346	23.63%	99.56%	99.49%	100.00%	99.58%	98.37%
\$250,001 - \$325,000	147	10.04%	98.25%	96.15%	98.17%	98.27%	98.17%
\$325,001 and up	178	12.16%	97.74%	93.33%	98.51%	97.87%	97.22%
Median Sold/List Ratio	98.75%			96.67%	99.31%	98.57%	97.60%
Total Closed Units	1,464	100%	98.75%	215	772	405	72
Total Closed Volume	292,814,968			21.65M	125.19M	115.31M	30.66M

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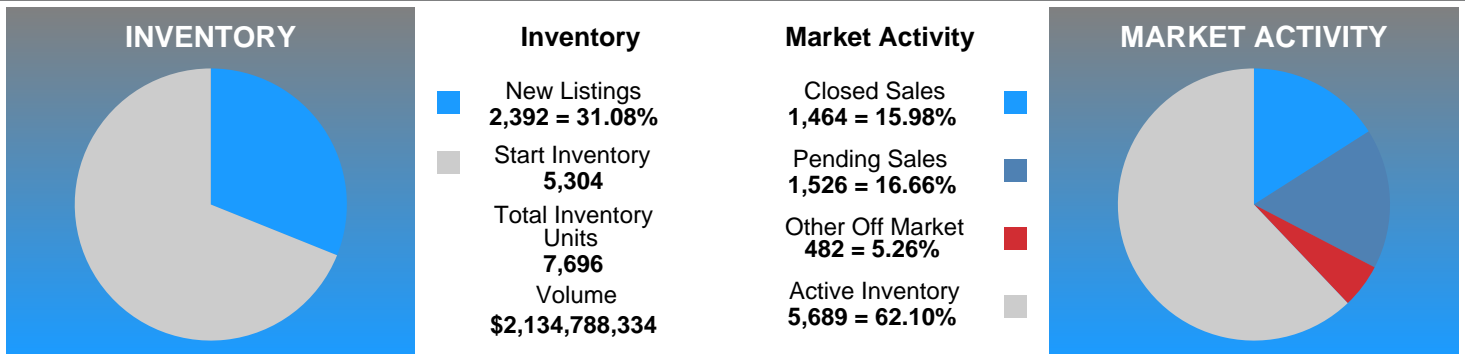
May 2018

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



MARKET SUMMARY

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

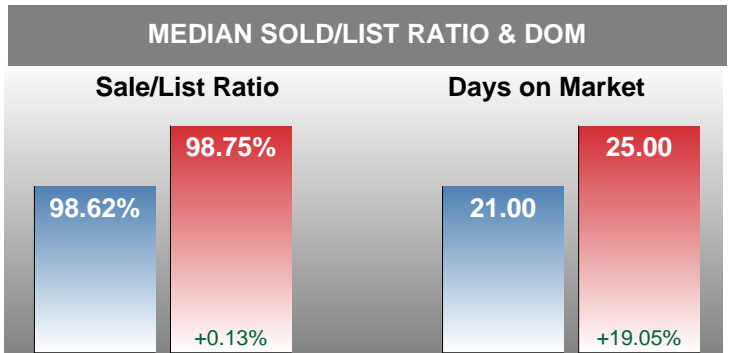
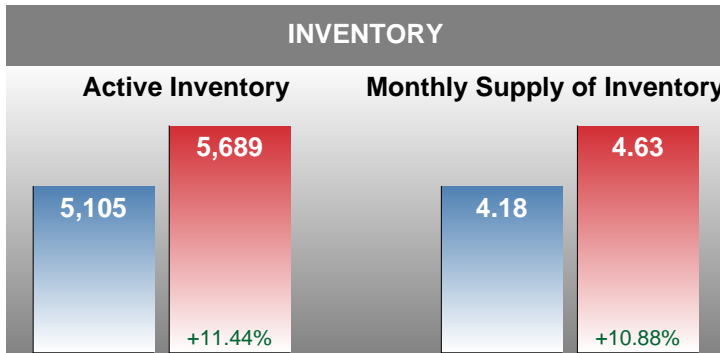
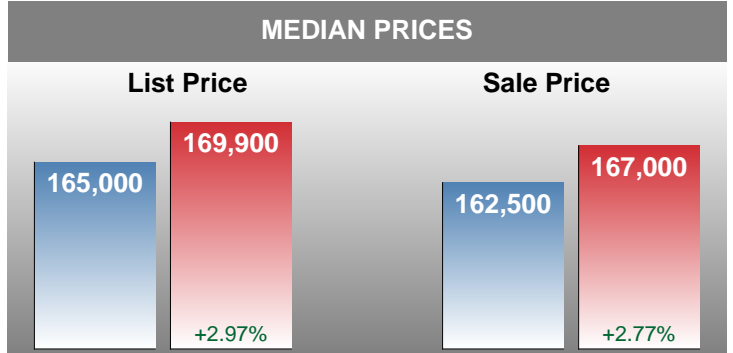
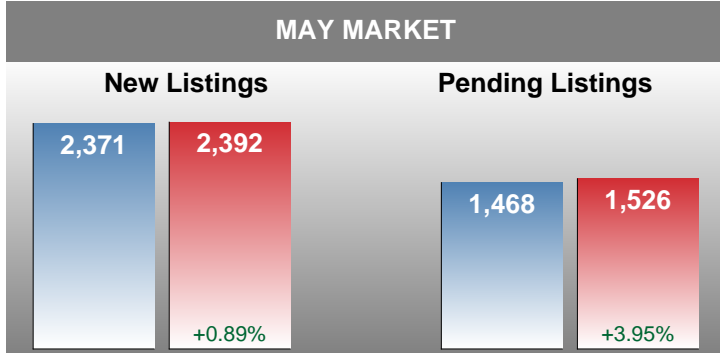


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,553	1,464	-5.73%	5,915	6,037	2.06%
Pending Sales	1,468	1,526	3.95%	6,810	7,034	3.29%
New Listings	2,371	2,392	0.89%	11,161	11,086	-0.67%
Median List Price	165,000	169,900	2.97%	154,900	162,245	4.74%
Median Sale Price	162,500	167,000	2.77%	152,000	160,000	5.26%
Median Percent of Selling Price to List Price	98.62%	98.75%	0.13%	98.51%	98.48%	-0.02%
Median Days on Market to Sale	21.00	25.00	19.05%	27.00	31.00	14.81%
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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Email: support@mlstechnology.com