



April 2018

Area Delimited by County Of Washington

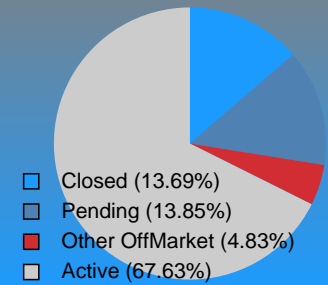


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	80	85	6.25%
Pending Listings	72	86	19.44%
New Listings	133	148	11.28%
Median List Price	129,500	120,000	-7.34%
Median Sale Price	126,000	117,000	-7.14%
Median Percent of List Price to Selling Price	97.26%	97.49%	0.24%
Median Days on Market to Sale	61.00	32.00	-47.54%
End of Month Inventory	441	420	-4.76%
Months Supply of Inventory	6.46	6.12	-5.34%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of April 30, 2018 = **420**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2018 decreased **4.76%** to 420 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **6.12** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **7.14%** in April 2018 to \$117,000 versus the previous year at \$126,000.

Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 29.00 days or **47.54%** in April 2018 compared to last year's same month at **61.00** DOM.

Sales Success for April 2018 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 148 New Listings in April 2018, up **11.28%** from last year at 133. Furthermore, there were 85 Closed Listings this month versus last year at 80, a **6.25%** increase.

Closed versus Listed trends yielded a **57.4%** ratio, down from previous year's, April 2017, at **60.2%**, a **4.52%** downswing. This will certainly create pressure on a decreasing 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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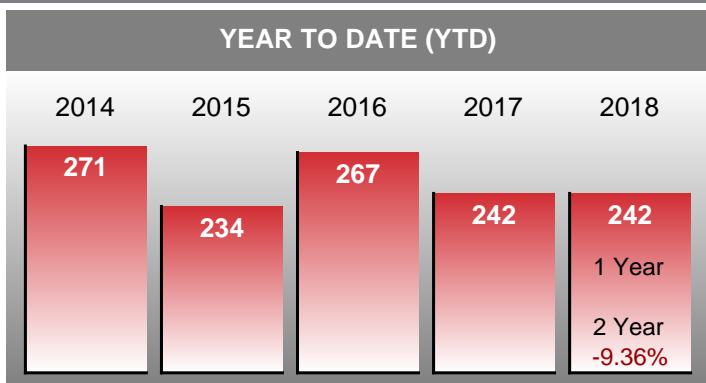
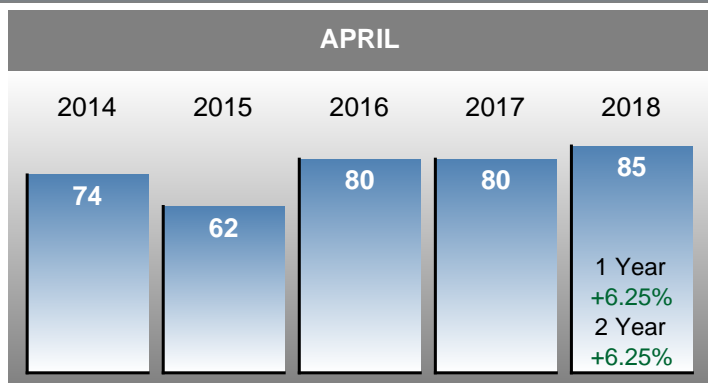
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CLOSED LISTINGS

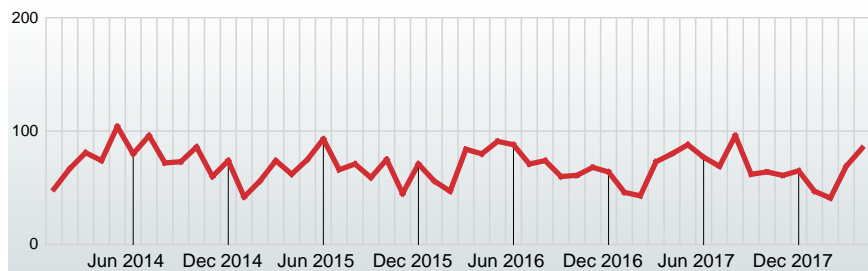
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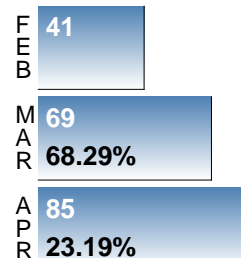
5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 76

3 MONTHS



High
May 2014 = 104
Low
Feb 2018 = 41
Closed Listings
this month at **85**,
above the 5 yr APR
average of **76**



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	7	8.24%	34.0	1	5	0	1
\$50,001 - \$60,000	4	4.71%	26.0	0	3	1	0
\$60,001 - \$90,000	20	23.53%	42.0	6	11	2	1
\$90,001 - \$140,000	20	23.53%	19.5	0	15	4	1
\$140,001 - \$200,000	13	15.29%	56.0	0	7	4	2
\$200,001 - \$240,000	11	12.94%	25.0	0	5	5	1
\$240,001 and up	10	11.76%	80.0	0	1	8	1
Total Closed Units	85			7	47	24	7
Total Closed Volume	11,980,708	100%	32.0	477.90K	5.24M	5.23M	1.04M
Median Closed Price	\$117,000			\$71,500	\$99,000	\$210,500	\$149,000

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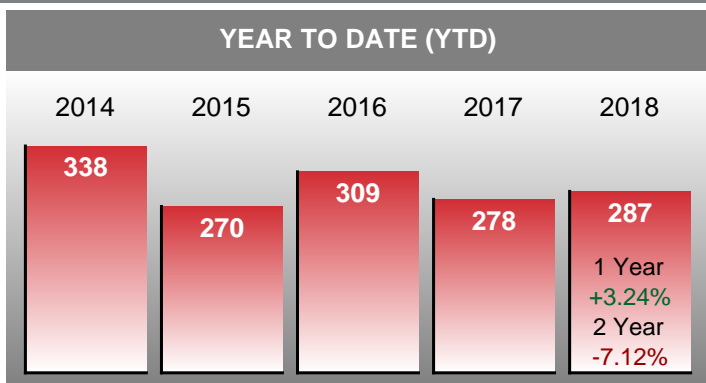
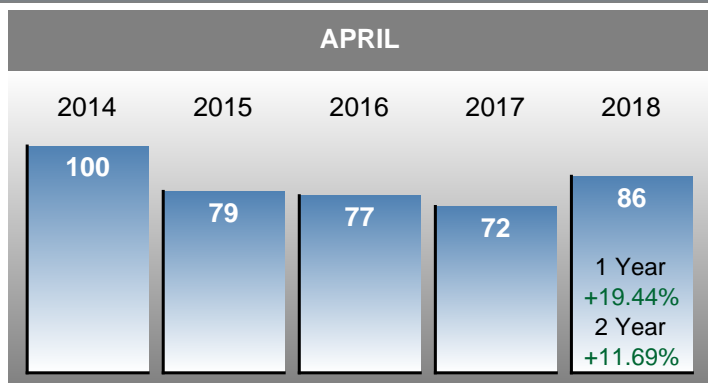
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PENDING LISTINGS

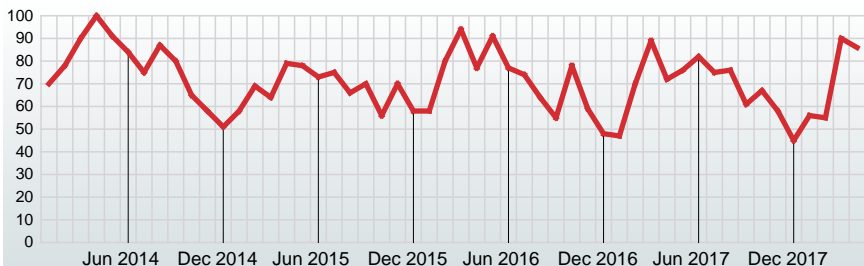
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 83

3 MONTHS



High
Apr 2014 = 100
Low
Dec 2017 = 45
Pending Listings
this month at **86**,
above the 5 yr APR
average of **83**

FEB	55
MAR	90
APR	86 -4.44%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	8.14%	14.0	0	5	1	1
\$30,001 - \$50,000	10	11.63%	38.5	1	9	0	0
\$50,001 - \$90,000	12	13.95%	9.5	3	8	1	0
\$90,001 - \$120,000	21	24.42%	33.0	5	16	0	0
\$120,001 - \$170,000	16	18.60%	13.5	0	5	11	0
\$170,001 - \$240,000	11	12.79%	18.0	0	4	6	1
\$240,001 and up	9	10.47%	31.0	1	2	6	0
Total Pending Units	86			10	49	25	2
Total Pending Volume	10,876,495	100%	20.5	1.01M	4.76M	4.89M	214.00K
Median Listing Price	\$110,000			\$95,250	\$99,000	\$170,000	\$107,000

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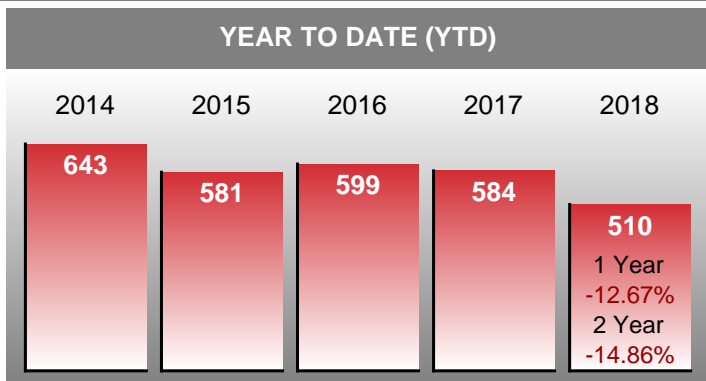
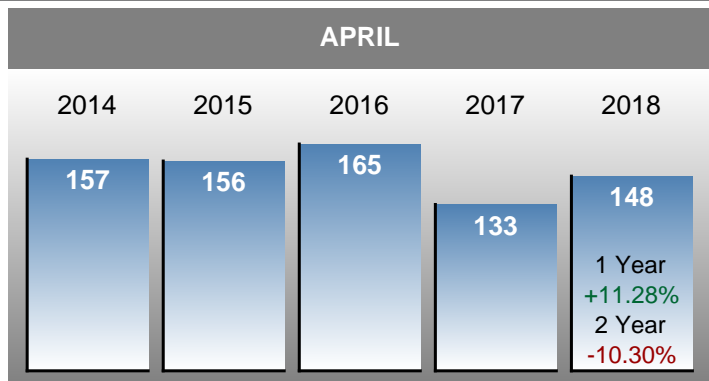
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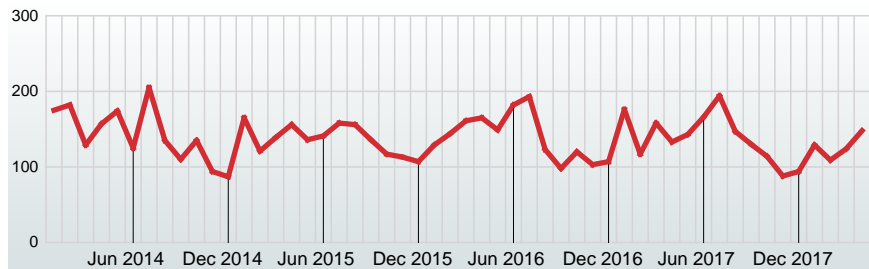
NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 152 3 MONTHS



High
Jul 2014 = 205
Low
Dec 2014 = 87
New Listings
this month at **148**,
below the 5 yr APR
average of **152**

FEB	109
MAR	124
APR	148
13.76%	
19.35%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	8.11%	6	5	1	0
\$30,001 - \$50,000	14	9.46%	8	6	0	0
\$50,001 - \$80,000	24	16.22%	12	10	2	0
\$80,001 - \$150,000	42	28.38%	6	28	8	0
\$150,001 - \$220,000	22	14.86%	2	6	14	0
\$220,001 - \$310,000	19	12.84%	0	6	13	0
\$310,001 and up	15	10.14%	4	1	5	5
Total New Listed Units	148		38	62	43	5
Total New Listed Volume	23,044,130	100%	4.43M	7.18M	9.43M	2.00M
Median New Listed Listing Price	\$118,500		\$60,000	\$108,000	\$210,000	\$339,900

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April 2018

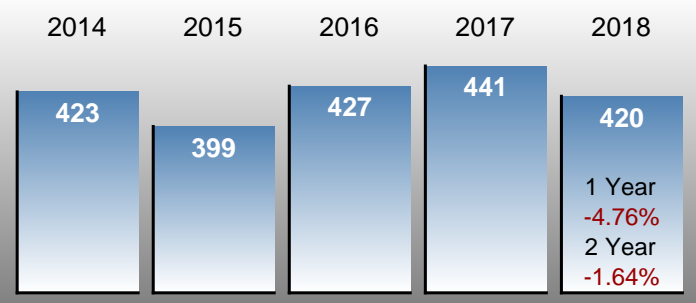
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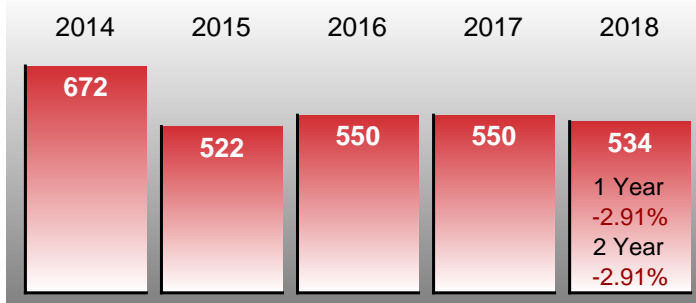
ACTIVE INVENTORY

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END OF APRIL



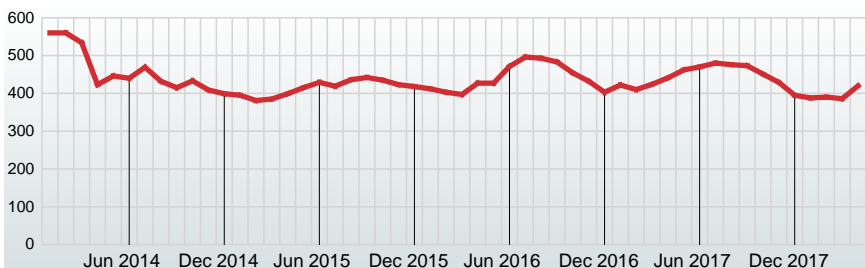
ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 422

3 MONTHS



High
Feb 2014 = 560
Low
Feb 2015 = 381
Inventory
this month at **420**,
below the 5 yr APR
average of **422**

FEB	390
MAR	386
APR	420
-1.03%	
8.81%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	41	9.76%	138.0	38	2	1	0
\$20,001 \$40,000	35	8.33%	95.0	29	5	1	0
\$40,001 \$60,000	56	13.33%	103.5	38	15	3	0
\$60,001 \$140,000	130	30.95%	68.0	52	65	12	1
\$140,001 \$220,000	58	13.81%	41.5	11	17	30	0
\$220,001 \$340,000	59	14.05%	49.0	3	18	28	10
\$340,001 and up	41	9.76%	77.0	15	6	18	2
Total Active Inventory by Units	420			186	128	93	13
Total Active Inventory by Volume	68,559,213	100%	71.0	21.94M	18.93M	23.61M	4.08M
Median Active Inventory Listing Price	\$96,950			\$60,000	\$115,000	\$219,900	\$300,000

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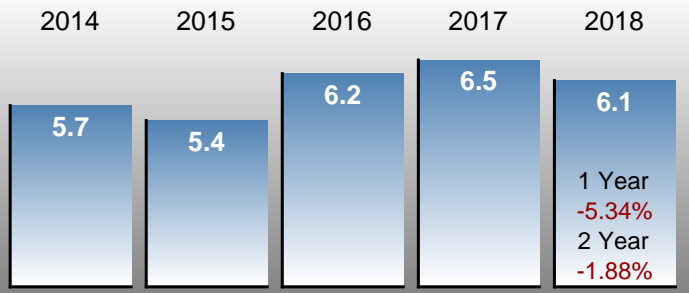
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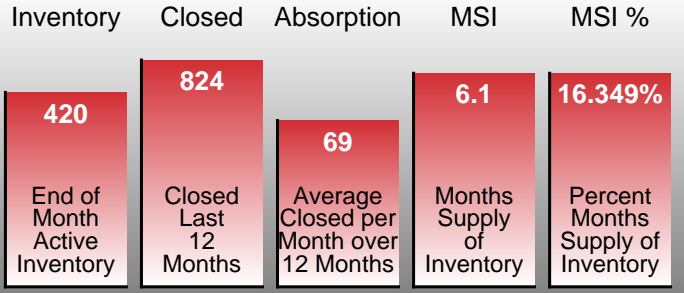
MONTHS SUPPLY of INVENTORY (MSI)

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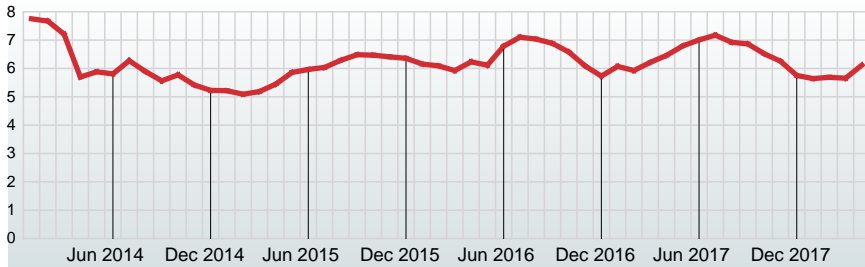
MSI FOR APRIL



INDICATORS FOR APRIL 2018



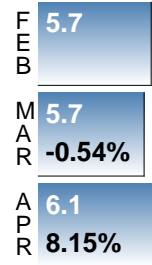
5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 6.0

3 MONTHS

High
Jan 2014 = 7.8
Low
Feb 2015 = 5.1
Months Supply
this month at **6.1**,
equal to 5 yr APR
average of **6.0**



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
\$20,000 and less	41	9.76%	19.7	35.1	2.4	12.0	0.0
\$20,001 \$40,000	35	8.33%	6.4	12.0	1.9	2.0	0.0
\$40,001 \$60,000	56	13.33%	11.0	24.0	4.6	12.0	0.0
\$60,001 \$140,000	130	30.95%	4.3	12.0	3.2	2.5	2.4
\$140,001 \$220,000	58	13.81%	3.8	18.9	2.3	4.9	0.0
\$220,001 \$340,000	59	14.05%	7.9	36.0	9.8	5.6	17.1
\$340,001 and up	41	9.76%	13.3	90.0	10.3	9.4	4.8
Market Supply of Inventory (MSI)	6.1			18.1	3.5	5.0	4.9
Total Active Inventory by Units	420	100%	6.1	186	128	93	13

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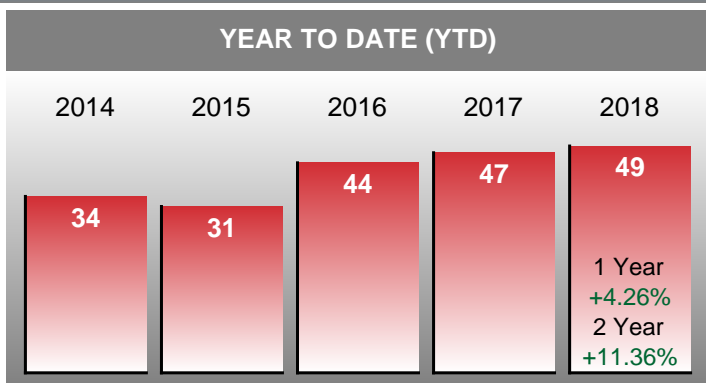
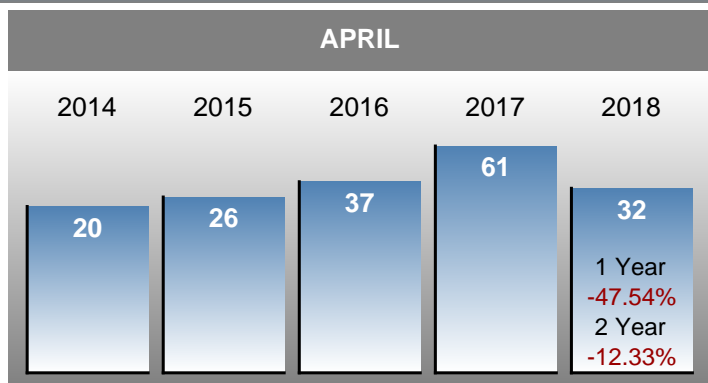
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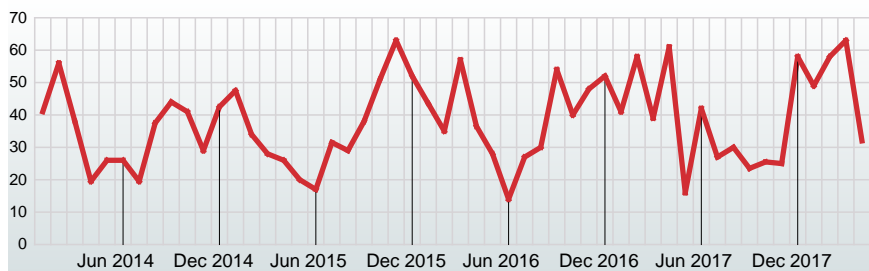


MEDIAN DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 35 **3 MONTHS**

High
Mar 2018 = 63

Low
Jun 2016 = 14

Median Days on Market this month at **32**, below the 5 yr APR average of **35**

FEB	58
MAR	63
APR	32
8.62%	
-49.21%	

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	7	8.24%	34.0	27.0	34.0	0.0	101.0
\$50,001 - \$60,000	4	4.71%	26.0	0.0	14.0	38.0	0.0
\$60,001 - \$90,000	20	23.53%	42.0	57.0	35.0	48.5	32.0
\$90,001 - \$140,000	20	23.53%	19.5	0.0	20.0	49.0	6.0
\$140,001 - \$200,000	13	15.29%	56.0	0.0	83.0	41.5	11.0
\$200,001 - \$240,000	11	12.94%	25.0	0.0	18.0	25.0	125.0
\$240,001 and up	10	11.76%	80.0	0.0	7.0	107.5	5.0
Median Closed DOM			32.0	49.0	26.0	56.0	11.0
Total Closed Units		100%	32.0	7	47	24	7
Total Closed Volume			11,980,708	477.90K	5.24M	5.23M	1.04M

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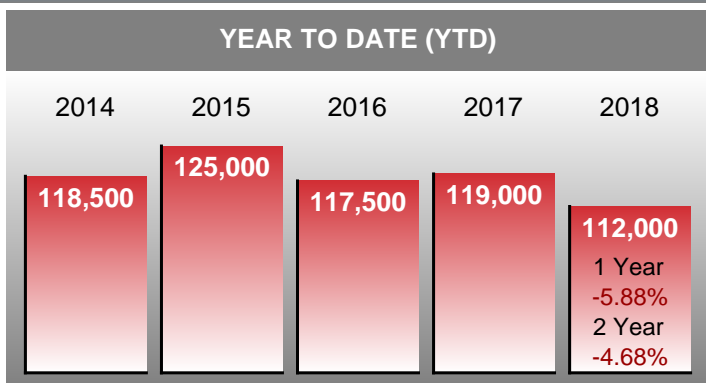
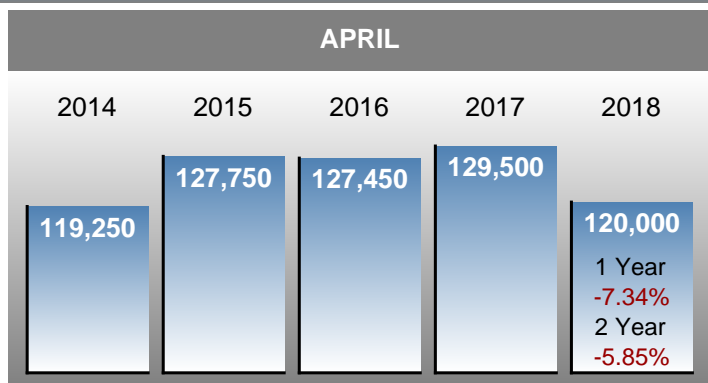
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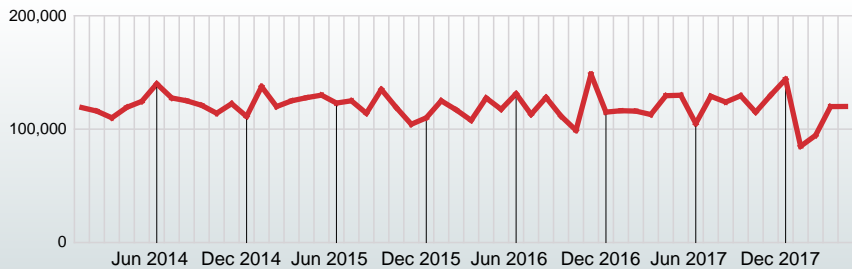
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 124,790 3 MONTHS



High
Nov 2016 = 148,450
Low
Jan 2018 = 84,900
Median List Price
this month at **120,000**,
below the 5 yr APR
average of **124,790**

FEB	94,500
MAR	119,900
APR	120,000
APR %	26.88%
APR %	0.08%

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	7	8.24%	32,000	19,900	33,000	0	14,100
\$50,001 - \$60,000	4	4.71%	57,450	0	57,450	0	0
\$60,001 - \$90,000	18	21.18%	75,000	75,000	74,500	75,500	62,000
\$90,001 - \$140,000	22	25.88%	119,700	105,000	119,500	123,000	120,000
\$140,001 - \$200,000	14	16.47%	171,250	0	171,250	189,950	156,950
\$200,001 - \$240,000	10	11.76%	229,450	0	234,900	229,000	234,900
\$240,001 and up	10	11.76%	340,500	0	265,900	343,450	319,000
Median List Price			120,000	75,000	105,000	221,750	149,000
Total Closed Units	85	100%	120,000	7	47	24	7
Total Closed Volume	12,505,199			515.80K	5.46M	5.47M	1.06M

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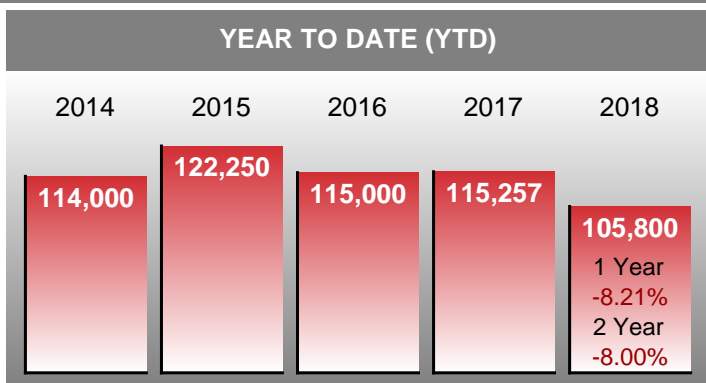
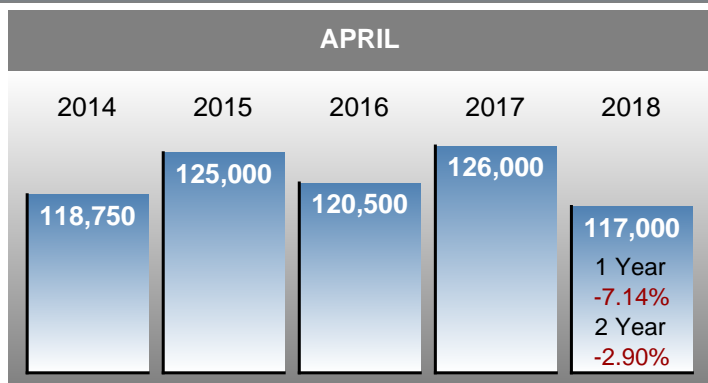
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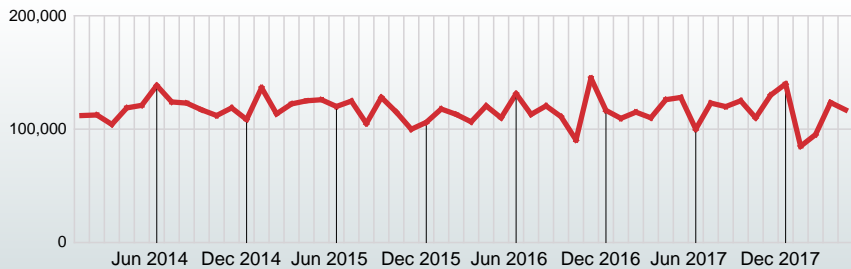
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 121,450 3 MONTHS



High
 Nov 2016 = 145,000
Low
 Jan 2018 = 84,900
Median Sold Price
 this month at **117,000**,
 below the 5 yr APR
 average of **121,450**

FEB	95,240
MAR	123,500
APR	117,000
APR %	-5.26%

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	7	8.24%	23,000	20,500	24,549	0	11,000
\$50,001 - \$60,000	4	4.71%	56,500	0	57,000	55,000	0
\$60,001 - \$90,000	20	23.53%	70,000	73,750	69,500	68,750	73,500
\$90,001 - \$140,000	20	23.53%	112,500	0	111,000	118,500	110,000
\$140,001 - \$200,000	13	15.29%	167,500	0	167,500	186,500	153,000
\$200,001 - \$240,000	11	12.94%	224,000	0	220,000	224,000	229,000
\$240,001 and up	10	11.76%	333,500	0	255,000	337,000	310,000
Median Sold Price			117,000	71,500	99,000	210,500	149,000
Total Closed Units		100%	117,000	7	47	24	7
Total Closed Volume			11,980,708	477.90K	5.24M	5.23M	1.04M

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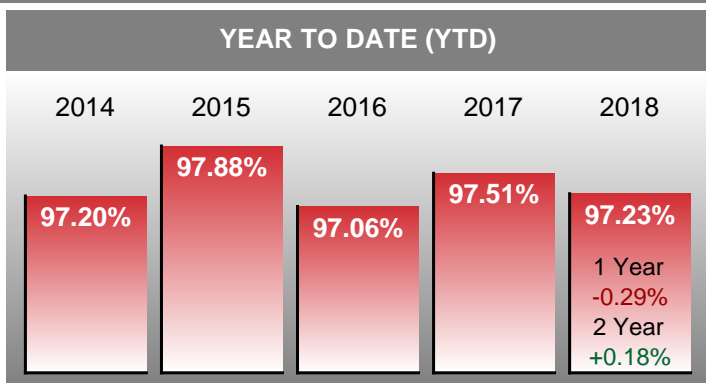
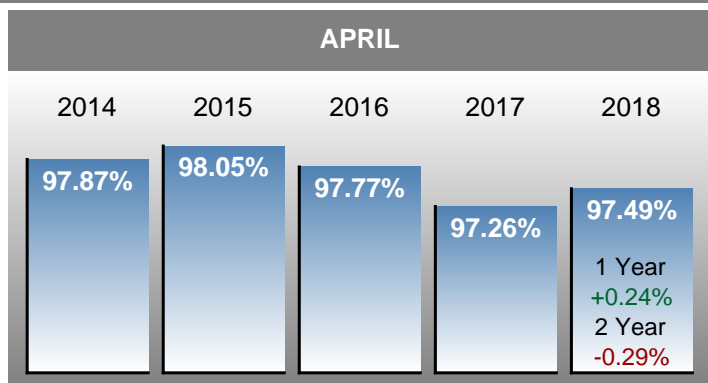
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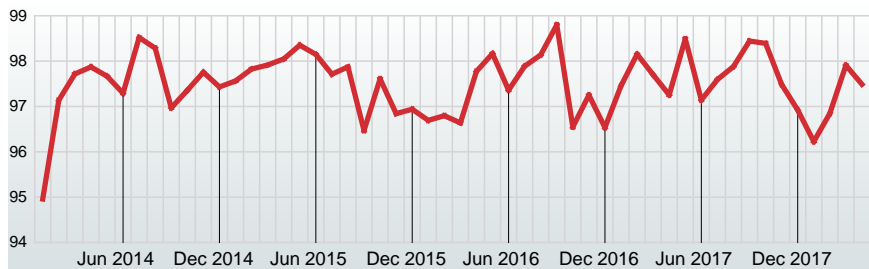


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 97.69% **3 MONTHS**

High
Sep 2016 = 98.80%
Low
Jan 2014 = 94.96%
Median Sold/List Ratio
this month at **97.49%**,
below the 5 yr APR
average of **97.69%**

FEB 96.85%
MAR 97.91%
APR 97.49%
1.09%
-0.43%

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	7	8.24%	87.18%	103.02%	87.18%	0.00%	78.01%
\$50,001 - \$60,000	4	4.71%	98.49%	0.00%	101.82%	72.37%	0.00%
\$60,001 - \$90,000	20	23.53%	94.59%	94.33%	93.85%	74.76%	118.55%
\$90,001 - \$140,000	20	23.53%	99.36%	0.00%	99.62%	98.19%	91.67%
\$140,001 - \$200,000	13	15.29%	98.74%	0.00%	98.74%	98.20%	97.60%
\$200,001 - \$240,000	11	12.94%	97.82%	0.00%	98.30%	97.82%	97.49%
\$240,001 and up	10	11.76%	97.10%	0.00%	95.90%	97.10%	97.18%
Median Sold/List Ratio			97.49%	95.33%	97.73%	97.28%	97.18%
Total Closed Units		100%	97.49%	7	47	24	7
Total Closed Volume			11,980,708	477.90K	5.24M	5.23M	1.04M

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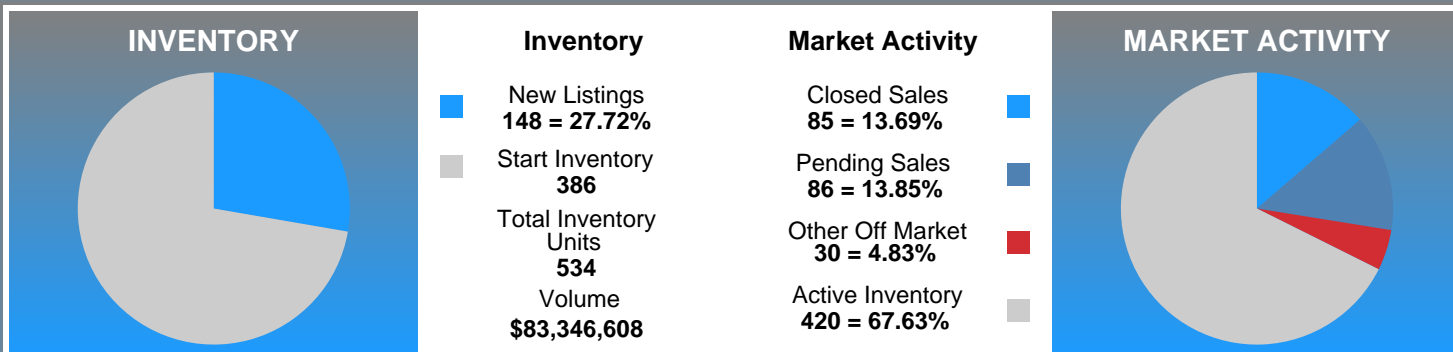
April 2018

Area Delimited by County Of Washington



MARKET SUMMARY

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

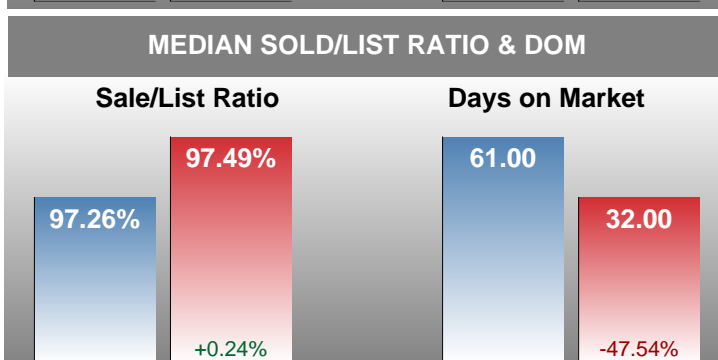
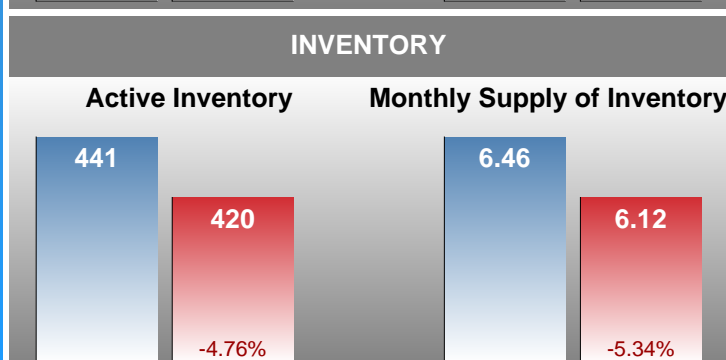
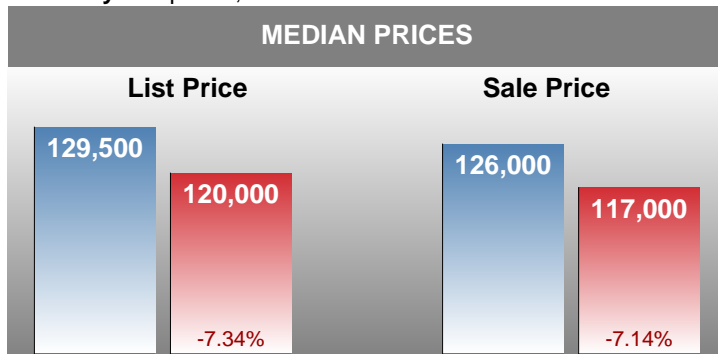
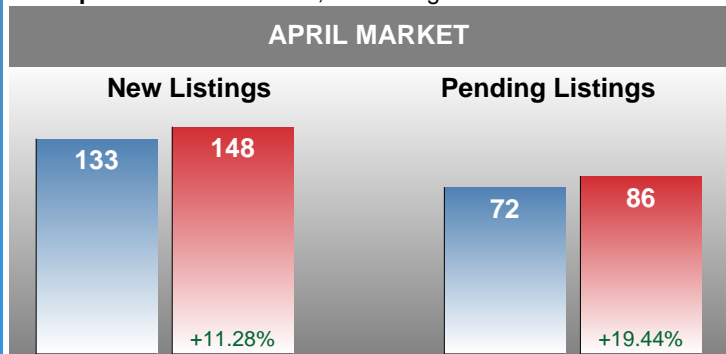


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	80	85	6.25%	242	242	0.00%
Pending Sales	72	86	19.44%	278	287	3.24%
New Listings	133	148	11.28%	584	510	-12.67%
Median List Price	129,500	120,000	-7.34%	119,000	112,000	-5.88%
Median Sale Price	126,000	117,000	-7.14%	115,257	105,800	-8.21%
Median Percent of Selling Price to List Price	97.26%	97.49%	0.24%	97.51%	97.23%	-0.29%
Median Days on Market to Sale	61.00	32.00	-47.54%	47.00	49.00	4.26%
Monthly Inventory	441	420	-4.76%	441	420	-4.76%
Months Supply of Inventory	6.46	6.12	-5.34%	6.46	6.12	-5.34%

Absorption: Last 12 months, an Average of **69** Sales/Month

Inventory on April 30, 2018 = 420

2017 **2018**



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Email: support@mlstechnology.com