

May 2018

Area Delimited by County Of Washington

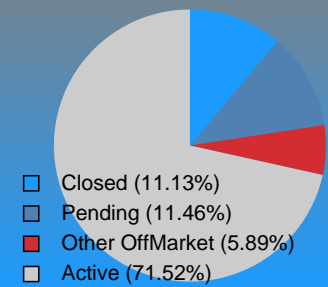


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	May		
	2017	2018	+/-%
Closed Listings	88	68	-22.73%
Pending Listings	76	70	-7.89%
New Listings	143	136	-4.90%
Median List Price	129,900	103,000	-20.71%
Median Sale Price	127,950	99,950	-21.88%
Median Percent of List Price to Selling Price	98.49%	98.71%	0.23%
Median Days on Market to Sale	16.00	14.50	-9.38%
End of Month Inventory	463	437	-5.62%
Months Supply of Inventory	6.81	6.51	-4.44%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of May 31, 2018 = **437**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2018 decreased **5.62%** to 437 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **6.51** 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 **21.88%** in May 2018 to \$99,950 versus the previous year at \$127,950.

Median Days on Market Shortens

The median number of **14.50** days that homes spent on the market before selling decreased by 1.50 days or **9.38%** in May 2018 compared to last year's same month at **16.00** DOM.

Sales Success for May 2018 is Positive

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

There were 136 New Listings in May 2018, down **4.90%** from last year at 143. Furthermore, there were 68 Closed Listings this month versus last year at 88, a **-22.73%** decrease.

Closed versus Listed trends yielded a **50.0%** ratio, down from previous year's, May 2017, at **61.5%**, a **18.75%** downswing. This will certainly create pressure on a decreasing 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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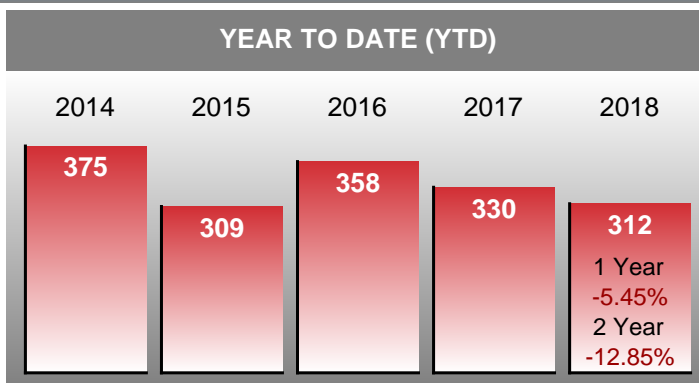
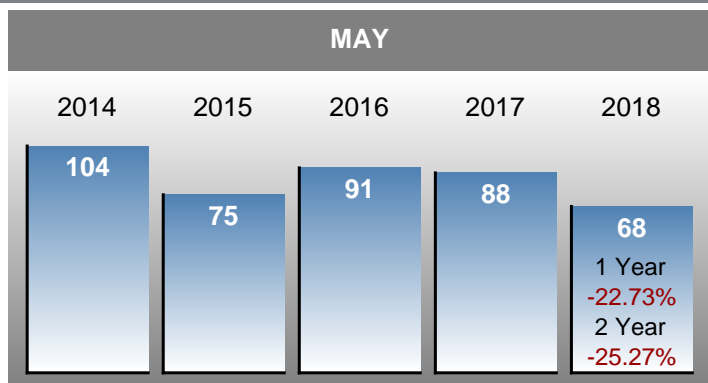
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CLOSED LISTINGS

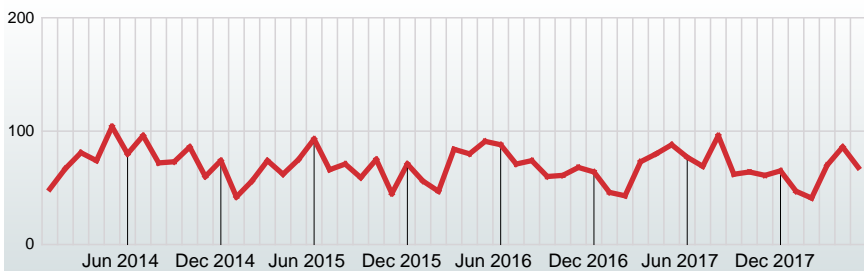
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 85

3 MONTHS



High
May 2014 = 104
Low
Feb 2018 = 41
Closed Listings
this month at **68**,
below the 5 yr MAY
average of **85**

MAY	70
APR	86
22.86%	
MAY	68
-20.93%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	8.82%	19.5	2	3	1	0
\$30,001 - \$60,000	8	11.76%	17.5	3	5	0	0
\$60,001 - \$90,000	11	16.18%	14.0	1	10	0	0
\$90,001 - \$120,000	17	25.00%	20.0	4	11	2	0
\$120,001 - \$170,000	9	13.24%	14.0	0	2	7	0
\$170,001 - \$220,000	10	14.71%	10.5	0	6	3	1
\$220,001 and up	7	10.29%	8.0	0	1	6	0
Total Closed Units	68			10	38	19	1
Total Closed Volume	8,165,572	100%	14.5	656.00K	3.97M	3.35M	195.00K
Median Closed Price	\$99,950			\$66,000	\$97,500	\$168,000	\$195,000

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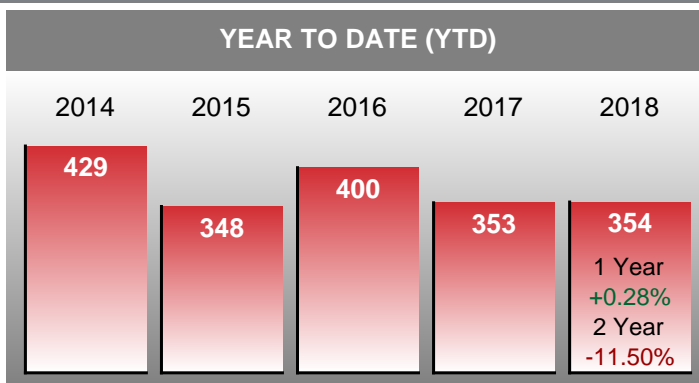
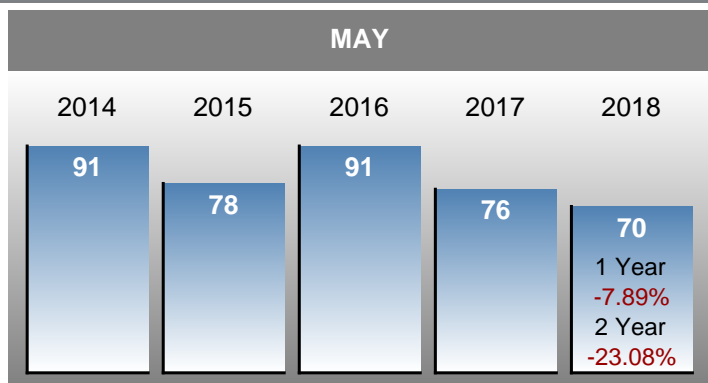
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PENDING LISTINGS

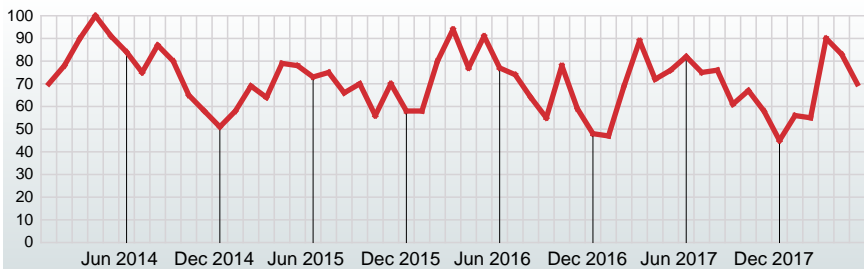
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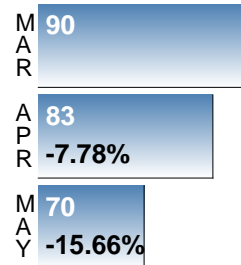
5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 81

3 MONTHS



High
Apr 2014 = 100
Low
Dec 2017 = 45
Pending Listings
this month at **70**,
below the 5 yr MAY
average of **81**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.57%	20.0	2	4	0	0
\$40,001 - \$60,000	7	10.00%	66.0	1	6	0	0
\$60,001 - \$80,000	10	14.29%	85.0	2	8	0	0
\$80,001 - \$170,000	20	28.57%	15.5	3	10	6	1
\$170,001 - \$220,000	11	15.71%	22.0	2	3	6	0
\$220,001 - \$310,000	9	12.86%	28.0	0	3	6	0
\$310,001 and up	7	10.00%	21.0	0	1	5	1
Total Pending Units	70			10	35	23	2
Total Pending Volume	11,204,145	100%	25.0	900.30K	3.69M	6.20M	414.90K
Median Listing Price	\$117,500			\$77,500	\$79,900	\$210,000	\$207,450

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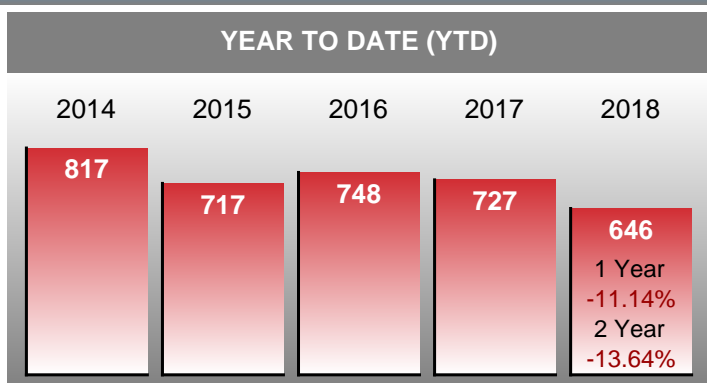
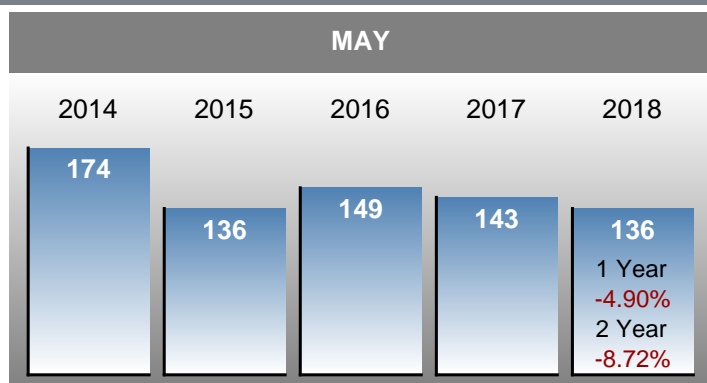
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NEW LISTINGS

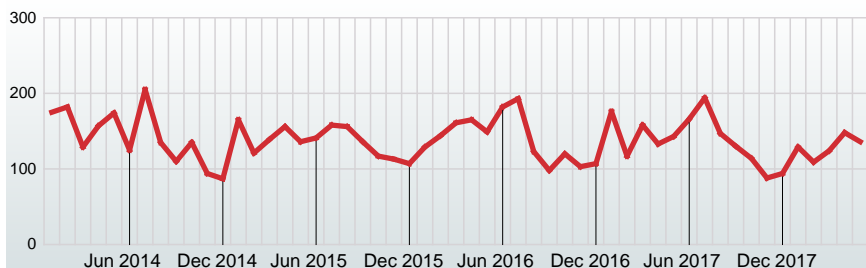
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 148

3 MONTHS



High
Jul 2014 = 205
Low
Dec 2014 = 87
New Listings
this month at **136**,
below the 5 yr MAY
average of **148**

MAR	124
APR	148
MAY	136
19.35%	
-8.11%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	9.56%	5	6	1	1
\$40,001 - \$60,000	18	13.24%	10	8	0	0
\$60,001 - \$90,000	20	14.71%	8	9	1	2
\$90,001 - \$150,000	33	24.26%	6	19	8	0
\$150,001 - \$220,000	20	14.71%	0	11	8	1
\$220,001 - \$350,000	19	13.97%	3	3	13	0
\$350,001 and up	13	9.56%	2	3	7	1
Total New Listed Units	136		34	59	38	5
Total New Listed Volume	24,429,698	100%	5.06M	8.06M	10.44M	871.80K
Median New Listed Listing Price	\$119,700		\$65,000	\$115,000	\$226,500	\$89,800

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May 2018

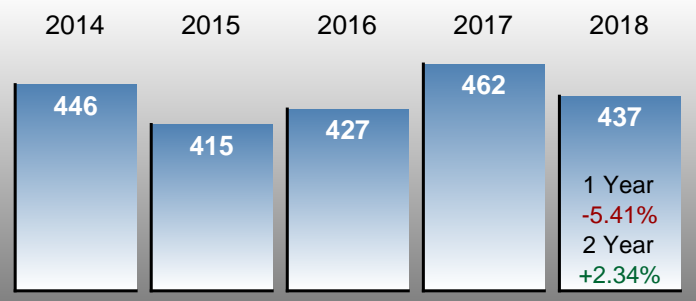
Area Delimited by County Of Washington



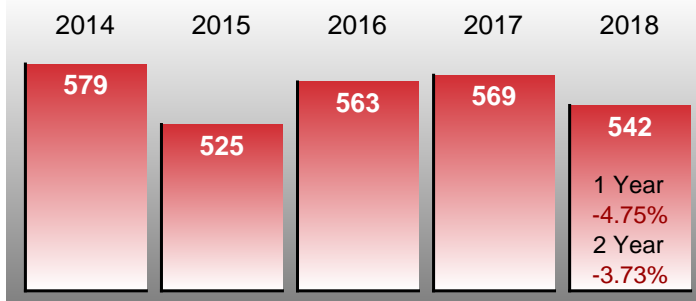
ACTIVE INVENTORY

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END OF MAY



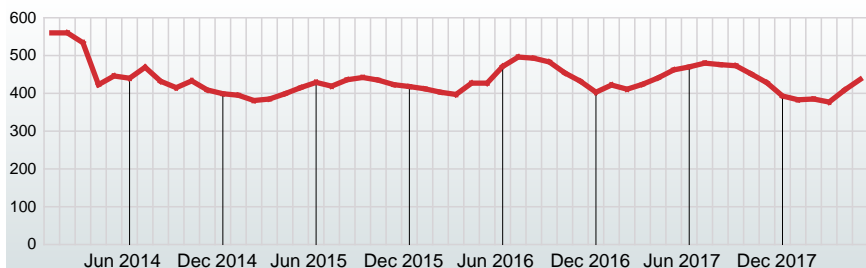
ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 437

3 MONTHS



High
Feb 2014 = 560

Low
Mar 2018 = 377

Inventory
this month at **437**,
equal to 5 yr MAY
average of **437**

MAR 377

APR 409
8.49%

MAY 437
6.85%

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	35	8.01%	169.0	35	0	0	0
\$20,001 \$40,000	41	9.38%	100.0	32	7	1	1
\$40,001 \$60,000	57	13.04%	50.0	40	14	3	0
\$60,001 \$140,000	131	29.98%	73.0	56	61	13	1
\$140,001 \$240,000	75	17.16%	59.0	7	28	38	2
\$240,001 \$360,000	52	11.90%	65.0	5	12	28	7
\$360,001 and up	46	10.53%	64.0	15	8	20	3
Total Active Inventory by Units	437			190	130	103	14
Total Active Inventory by Volume	74,899,301	100%	72.0	23.69M	20.26M	26.80M	4.16M
Median Active Inventory Listing Price	\$109,000			\$59,900	\$122,400	\$229,000	\$299,500

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May 2018

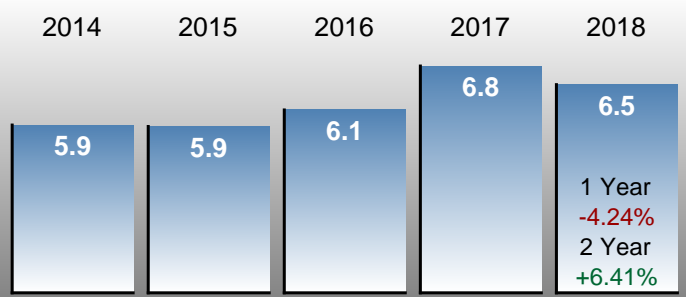
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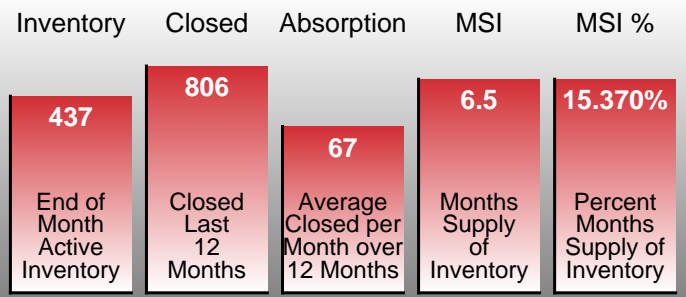
MONTHS SUPPLY of INVENTORY (MSI)

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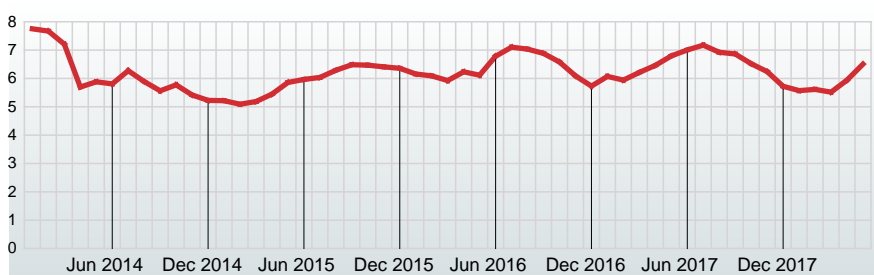
MSI FOR MAY



INDICATORS FOR MAY 2018



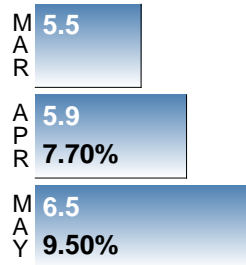
5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 6.2

3 MONTHS

High
Jan 2014 = 7.8
Low
Feb 2015 = 5.1
Months Supply
this month at **6.5**,
above the 5 yr MAY
average of **6.2**



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	35	8.01%	17.5	32.3	0.0	0.0	0.0
\$20,001 \$40,000	41	9.38%	7.0	12.0	2.6	2.0	0.0
\$40,001 \$60,000	57	13.04%	11.8	30.0	4.2	18.0	0.0
\$60,001 \$140,000	131	29.98%	4.4	12.7	3.0	2.8	2.4
\$140,001 \$240,000	75	17.16%	4.5	14.0	3.7	5.2	1.6
\$240,001 \$360,000	52	11.90%	9.3	0.0	9.0	7.5	14.0
\$360,001 and up	46	10.53%	18.4	90.0	19.2	13.3	7.2
Market Supply of Inventory (MSI)	6.5			18.7	3.6	5.8	5.3
Total Active Inventory by Units	437	100%	6.5	190	130	103	14

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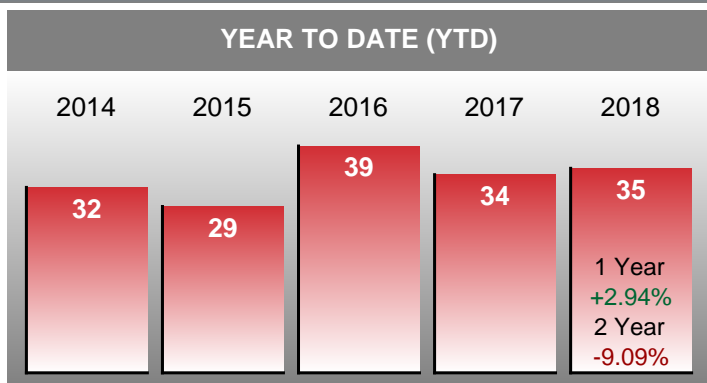
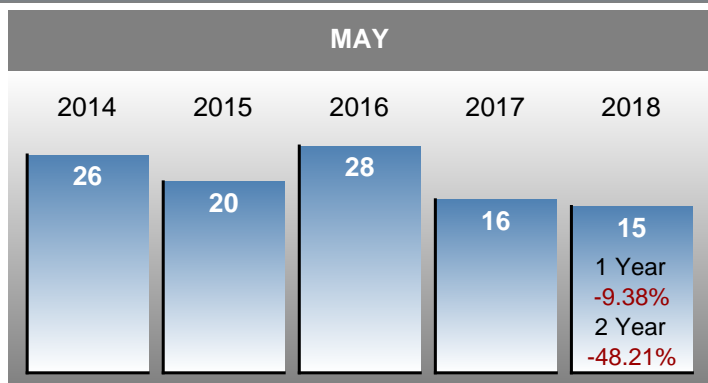
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MEDIAN DAYS ON MARKET TO SALE

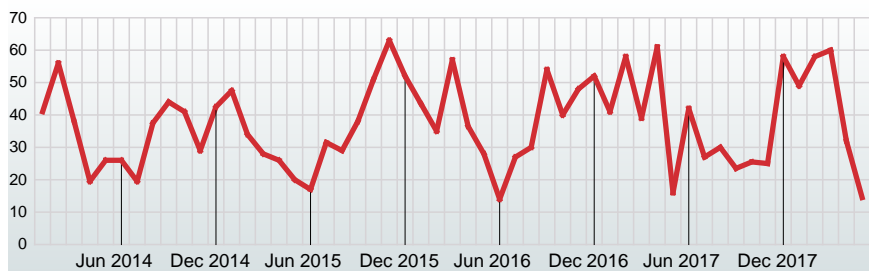
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 21

3 MONTHS



High

Nov 2015 = 63

Low

Jun 2016 = 14

Median Days on Market this month at **15**, below the 5 yr MAY average of **21**

MAR

60

APR

32

MAY

15

-46.67%

-54.69%

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
\$30,000 and less	6	8.82%	19.5	41.0	2.0	14.0	0.0
\$30,001 - \$60,000	8	11.76%	17.5	27.0	6.0	0.0	0.0
\$60,001 - \$90,000	11	16.18%	14.0	50.0	11.5	0.0	0.0
\$90,001 - \$120,000	17	25.00%	20.0	40.5	20.0	5.0	0.0
\$120,001 - \$170,000	9	13.24%	14.0	0.0	25.0	14.0	0.0
\$170,001 - \$220,000	10	14.71%	10.5	0.0	10.5	9.0	32.0
\$220,001 and up	7	10.29%	8.0	0.0	29.0	6.0	0.0
Median Closed DOM			14.5	40.5	15.0	10.0	32.0
Total Closed Units		100%	14.5	10	38	19	1
Total Closed Volume			8,165,572	656.00K	3.97M	3.35M	195.00K

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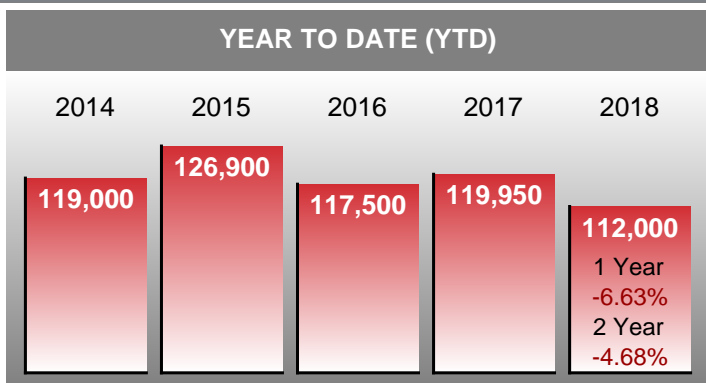
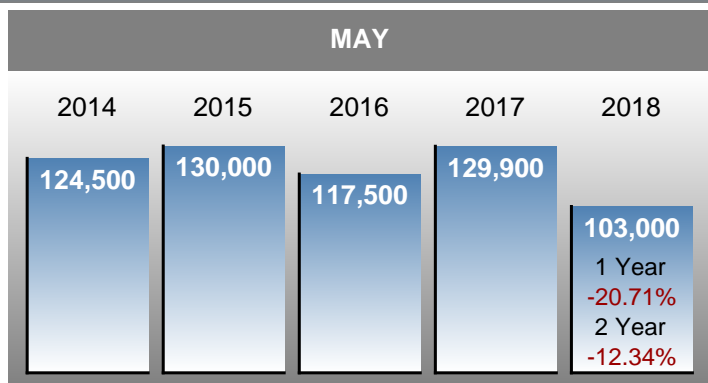
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MEDIAN LIST PRICE AT CLOSING

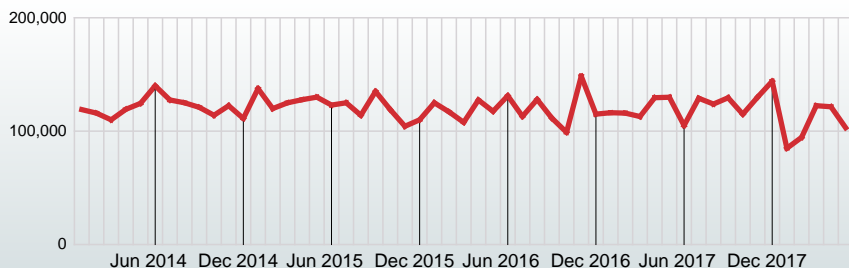
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 120,980

3 MONTHS



High
Nov 2016 = 148,450
Low
Jan 2018 = 84,900
Median List Price
this month at **103,000**,
below the 5 yr MAY
average of **120,980**

MAR	122,450
APR	121,500
MAY	103,000
APR	-0.78%
MAY	-15.23%

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
\$30,000 and less	4	5.88%	26,750	28,500	23,500	30,000	0
\$30,001 - \$60,000	9	13.24%	47,000	51,500	42,500	0	0
\$60,001 - \$90,000	12	17.65%	76,750	72,000	76,750	81,000	0
\$90,001 - \$120,000	17	25.00%	100,000	98,750	109,000	107,000	0
\$120,001 - \$170,000	10	14.71%	151,750	0	146,450	151,750	0
\$170,001 - \$220,000	9	13.24%	195,000	0	192,250	196,250	199,900
\$220,001 and up	7	10.29%	237,500	0	319,000	236,200	0
Median List Price			103,000	66,000	98,450	169,900	199,900
Total Closed Units		100%	103,000	10	38	19	1
Total Closed Volume			8,292,295	684.90K	4.10M	3.31M	199.90K

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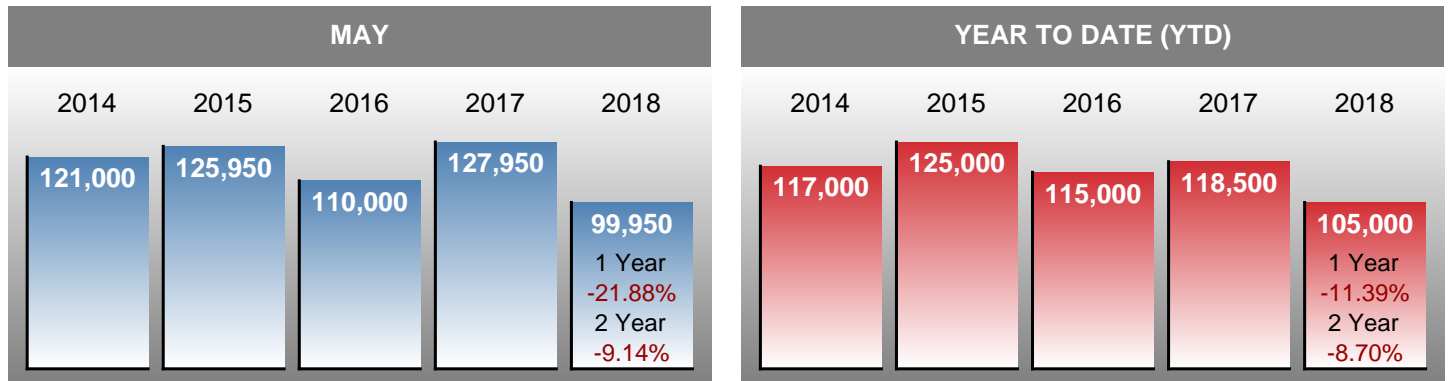
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MEDIAN SOLD PRICE AT CLOSING

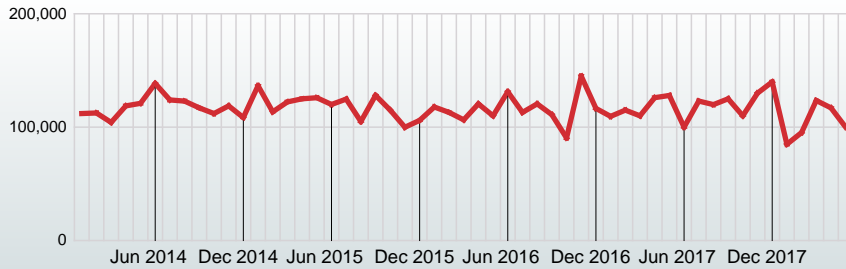
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 116,970

3 MONTHS



High
Nov 2016 = 145,000
Low
Jan 2018 = 84,900
Median Sold Price
this month at **99,950**,
below the 5 yr MAY
average of **116,970**

M A R	123,500
A P R	117,000 -5.26%
M A Y	99,950 -14.57%

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
\$30,000 and less	6	8.82%	26,750	28,750	22,500	30,000	0
\$30,001 - \$60,000	8	11.76%	49,000	50,000	48,000	0	0
\$60,001 - \$90,000	11	16.18%	73,806	72,000	74,403	0	0
\$90,001 - \$120,000	17	25.00%	99,900	96,000	100,000	101,000	0
\$120,001 - \$170,000	9	13.24%	155,000	0	143,750	155,000	0
\$170,001 - \$220,000	10	14.71%	190,000	0	185,100	192,000	195,000
\$220,001 and up	7	10.29%	235,000	0	312,000	234,950	0
Median Sold Price			99,950	66,000	97,500	168,000	195,000
Total Closed Units	68	100%	99,950	10	38	19	1
Total Closed Volume	8,165,572			656.00K	3.97M	3.35M	195.00K

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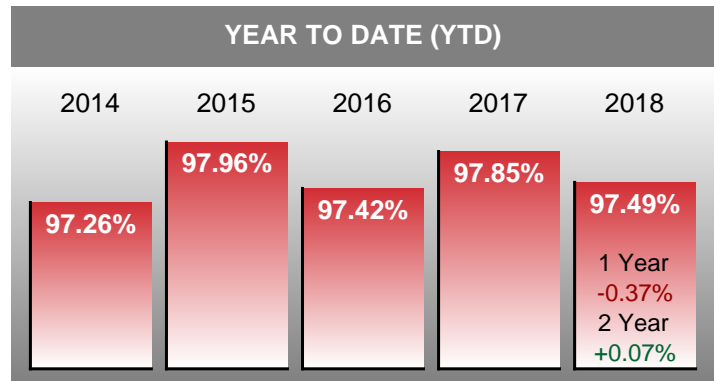
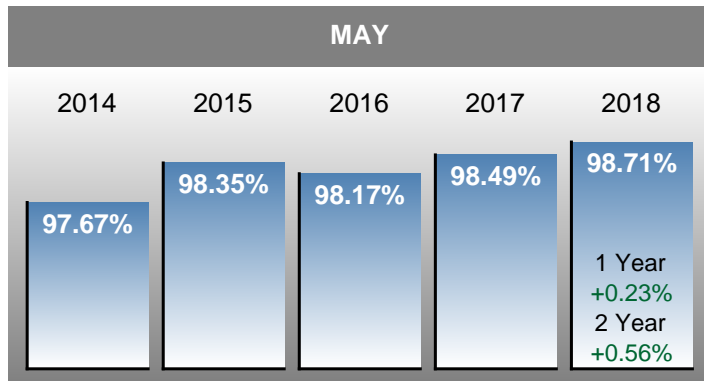
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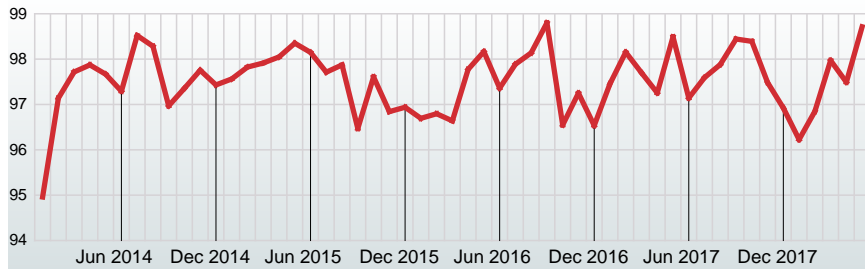


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 98.28%

3 MONTHS

High
Sep 2016 = 98.80%
Low
Jan 2014 = 94.96%

Median Sold/List Ratio this month at **98.71%**, above the 5 yr MAY average of **98.28%**

M A R 97.97%

A P R 97.49%
-0.49%

M A Y 98.71%
1.25%

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
\$30,000 and less	6	8.82%	100.00%	95.31%	100.00%	100.00%	0.00%
\$30,001 \$60,000	8	11.76%	95.80%	89.29%	96.77%	0.00%	0.00%
\$60,001 \$90,000	11	16.18%	94.77%	100.00%	94.75%	0.00%	0.00%
\$90,001 \$120,000	17	25.00%	100.00%	97.03%	100.00%	108.64%	0.00%
\$120,001 \$170,000	9	13.24%	98.88%	0.00%	98.10%	99.09%	0.00%
\$170,001 \$220,000	10	14.71%	97.44%	0.00%	97.44%	97.18%	97.55%
\$220,001 and up	7	10.29%	100.00%	0.00%	97.81%	100.00%	0.00%
Median Sold/List Ratio			98.71%	97.03%	97.93%	100.00%	97.55%
Total Closed Units			68	10	38	19	1
Total Closed Volume			8,165,572	656.00K	3.97M	3.35M	195.00K

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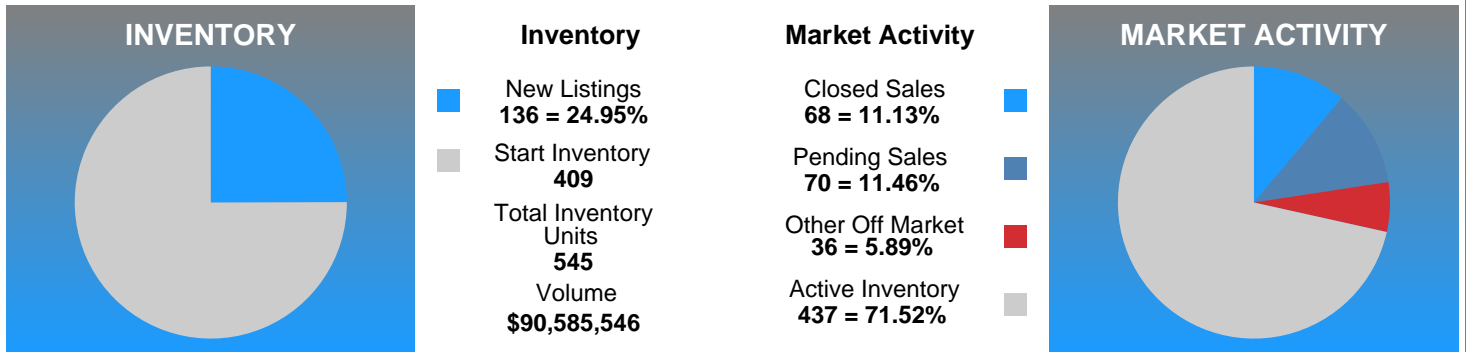
May 2018

Area Delimited by County Of Washington



MARKET SUMMARY

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

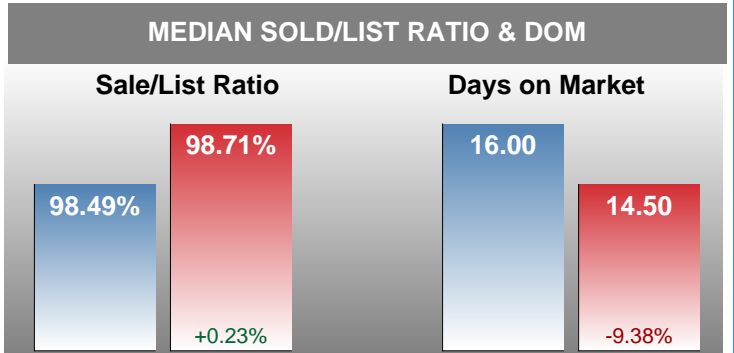
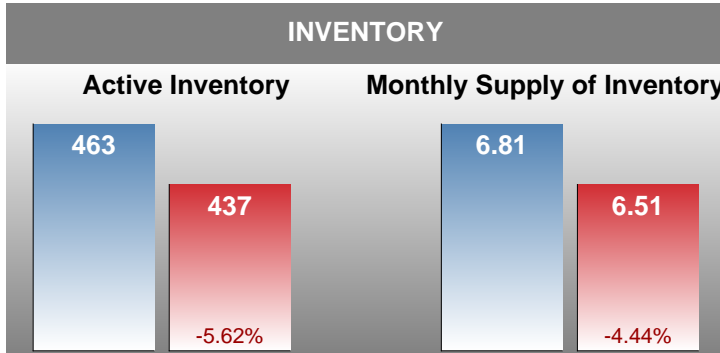
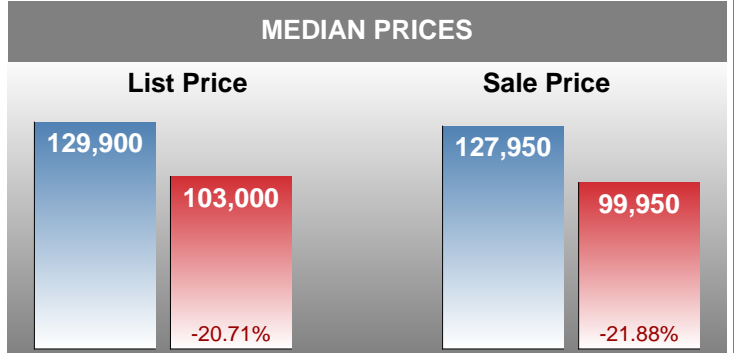
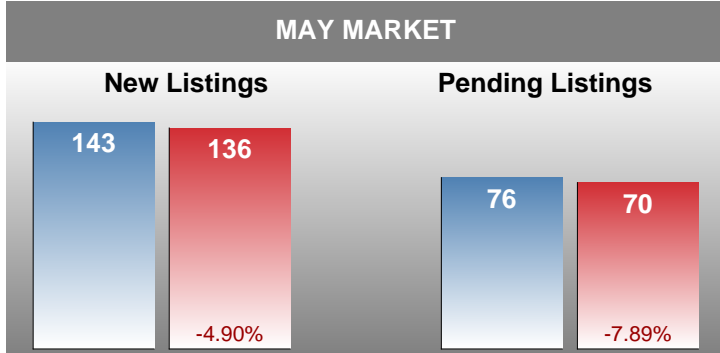


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	88	68	-22.73%	330	312	-5.45%
Pending Sales	76	70	-7.89%	353	354	0.28%
New Listings	143	136	-4.90%	727	646	-11.14%
Median List Price	129,900	103,000	-20.71%	119,950	112,000	-6.63%
Median Sale Price	127,950	99,950	-21.88%	118,500	105,000	-11.39%
Median Percent of Selling Price to List Price	98.49%	98.71%	0.23%	97.85%	97.49%	-0.37%
Median Days on Market to Sale	16.00	14.50	-9.38%	34.00	35.00	2.94%
Monthly Inventory	463	437	-5.62%	463	437	-5.62%
Months Supply of Inventory	6.81	6.51	-4.44%	6.81	6.51	-4.44%

Absorption: Last 12 months, an Average of **67** Sales/Month

Inventory on May 31, 2018 = 437

2017 2018



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