



## June 2018

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

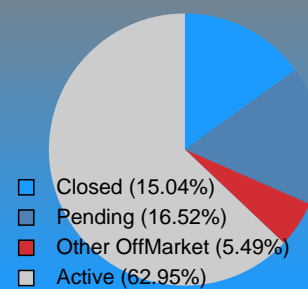


### MONTHLY INVENTORY ANALYSIS

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%
Median List Price	159,900	169,900	6.25%
Median Sale Price	158,950	167,900	5.63%
Median Percent of List Price to Selling Price	98.49%	98.85%	0.37%
Median Days on Market to Sale	23.00	22.00	-4.35%
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.

##### 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 **5.63%** in June 2018 to \$167,900 versus the previous year at \$158,950.

##### Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 1.00 days or **4.35%** in June 2018 compared to last year's same month at **23.00** DOM.

##### Sales Success for June 2018 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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.



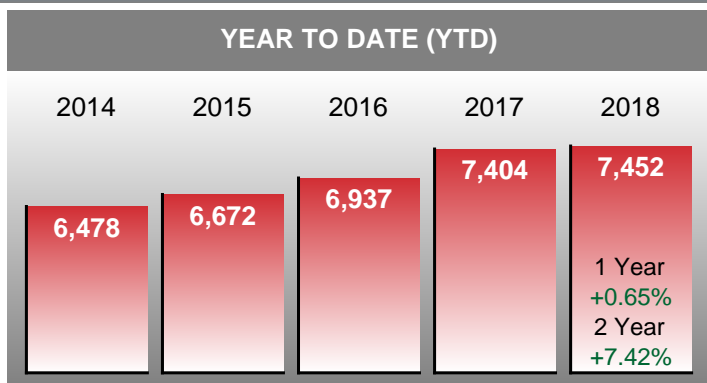
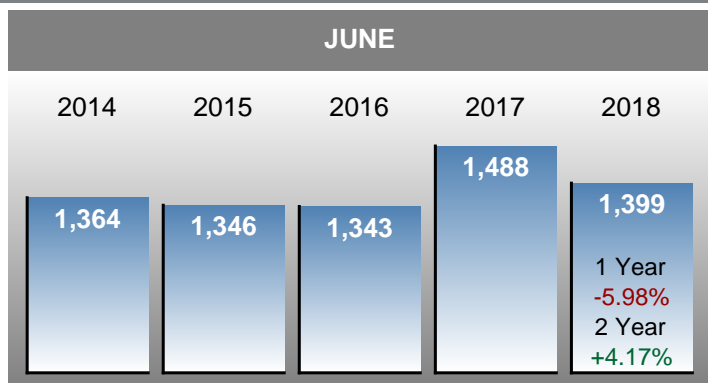
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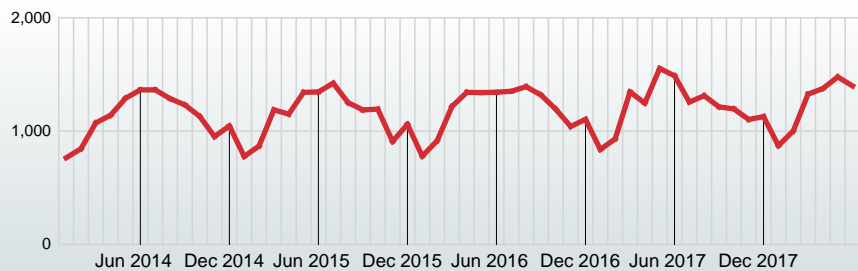
## CLOSED LISTINGS

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 P R	1,376
M A Y	1,478 7.41%
J U N	1,399 -5.35%

### 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	86	6.15%	33.0	60	25	0	1
\$50,001 - \$100,000	173	12.37%	22.0	68	95	9	1
\$100,001 - \$125,000	156	11.15%	17.0	21	118	16	1
\$125,001 - \$200,000	454	32.45%	16.0	29	339	78	8
\$200,001 - \$250,000	184	13.15%	17.0	6	94	80	4
\$250,001 - \$350,000	194	13.87%	35.5	8	59	105	22
\$350,001 and up	152	10.86%	35.0	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>22.0</b>	<b>24.49M</b>	<b>125.01M</b>	<b>115.49M</b>	<b>30.97M</b>
<b>Median Closed Price</b>	<b>\$167,900</b>			<b>\$70,000</b>	<b>\$150,273</b>	<b>\$254,950</b>	<b>\$309,595</b>

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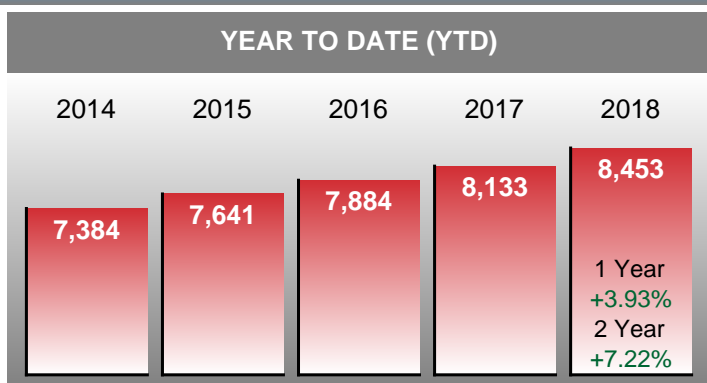
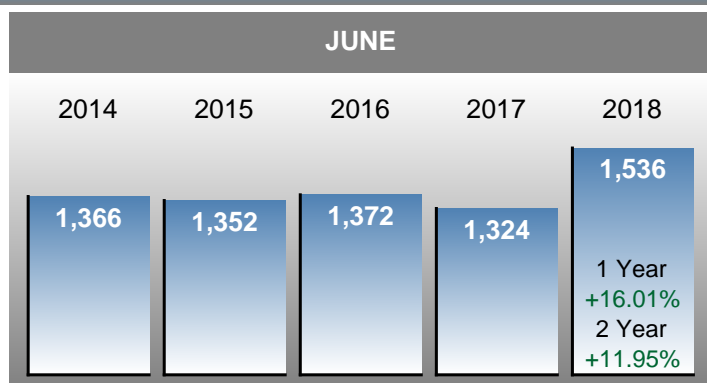
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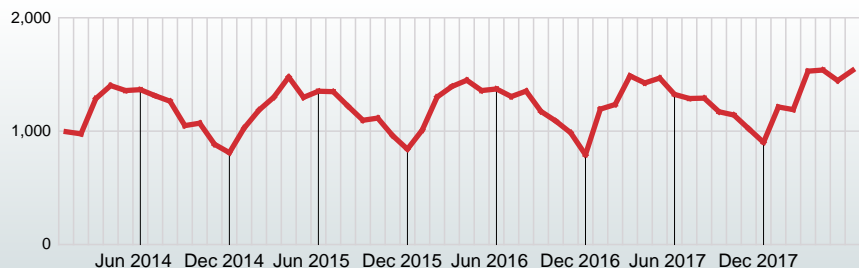
## PENDING LISTINGS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	115	7.49%	33.0	84	27	2	2
\$50,001 - \$100,000	215	14.00%	21.0	77	126	12	0
\$100,001 - \$125,000	135	8.79%	22.0	18	107	10	0
\$125,001 - \$175,000	381	24.80%	19.0	20	295	60	6
\$175,001 - \$225,000	249	16.21%	23.0	15	151	78	5
\$225,001 - \$350,000	288	18.75%	35.0	7	111	152	18
\$350,001 and up	153	9.96%	38.0	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>26.5</b>	<b>25.47M</b>	<b>141.14M</b>	<b>121.24M</b>	<b>38.53M</b>
<b>Median Listing Price</b>	<b>\$167,148</b>			<b>\$66,500</b>	<b>\$154,900</b>	<b>\$249,500</b>	<b>\$349,900</b>

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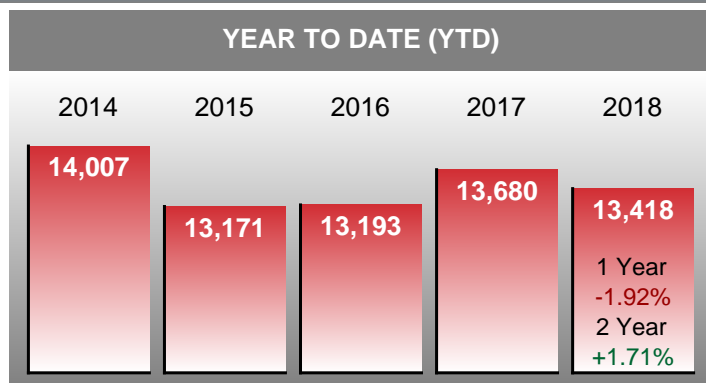
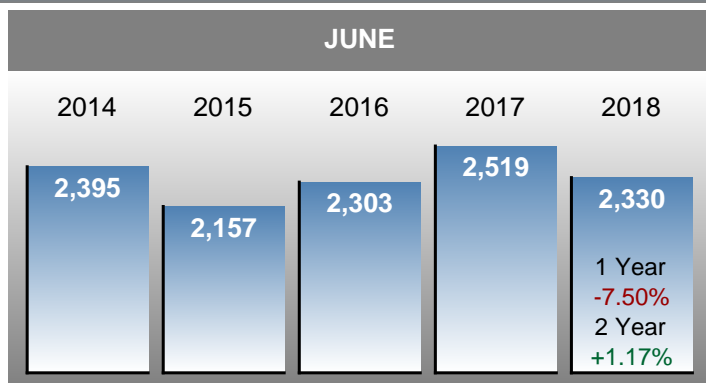
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## NEW LISTINGS

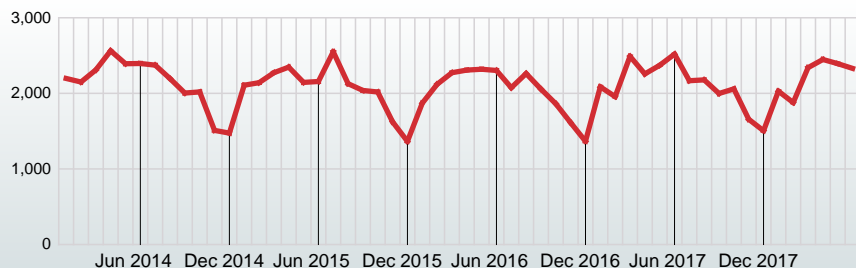
Report produced on Jul 11, 2018 for MLS Technology Inc.



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

### 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>Median New Listed Listing Price</b>	<b>\$179,000</b>		<b>\$85,950</b>	<b>\$158,000</b>	<b>\$269,900</b>	<b>\$422,500</b>

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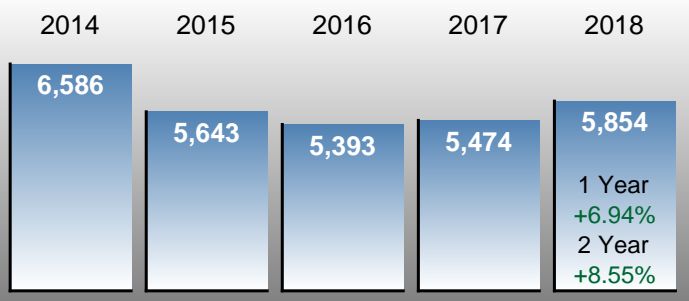
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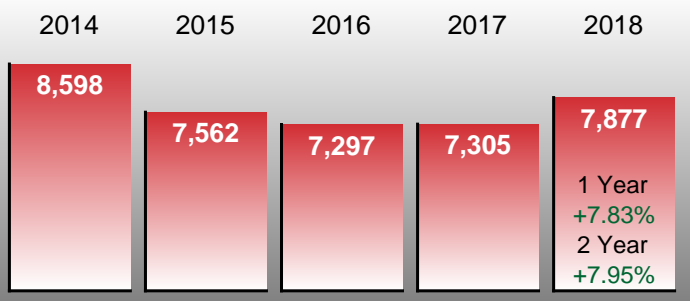
## ACTIVE INVENTORY

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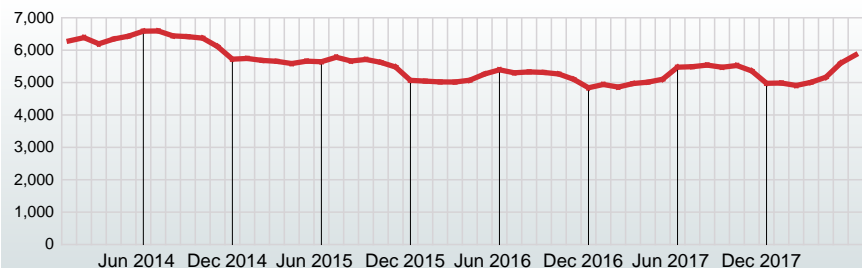
### END OF JUNE



### ACTIVE DURING JUNE



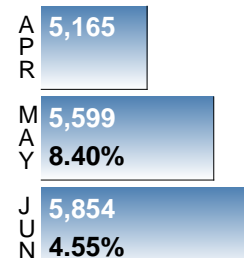
### 5 YEAR MARKET ACTIVITY TRENDS



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	251	4.29%	79.0	237	13	1	0
\$25,001 - \$75,000	805	13.75%	73.0	573	197	33	2
\$75,001 - \$150,000	1,127	19.25%	51.0	366	635	117	9
\$150,001 - \$250,000	1,473	25.16%	50.0	237	708	478	50
\$250,001 - \$350,000	886	15.13%	57.0	82	237	482	85
\$350,001 - \$575,000	724	12.37%	59.0	79	132	373	140
\$575,001 and up	588	10.04%	75.0	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>59.0</b>	<b>431.91M</b>	<b>398.21M</b>	<b>624.38M</b>	<b>297.97M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$195,850</b>			<b>\$85,000</b>	<b>\$165,900</b>	<b>\$290,000</b>	<b>\$450,000</b>

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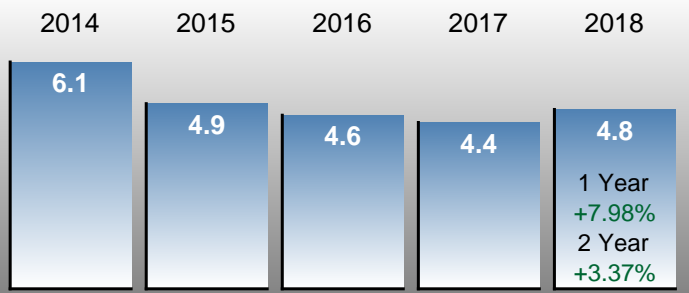
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



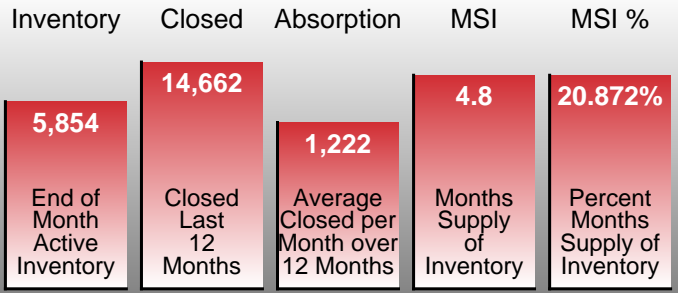
## MONTHS SUPPLY of INVENTORY (MSI)

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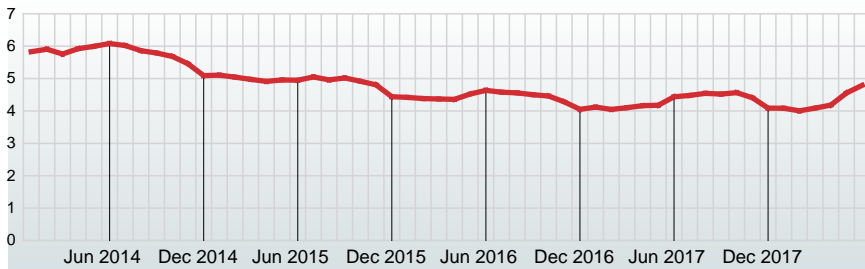
### MSI FOR JUNE



### INDICATORS FOR JUNE 2018



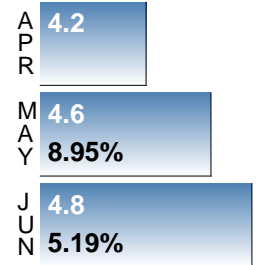
### 5 YEAR MARKET ACTIVITY TRENDS



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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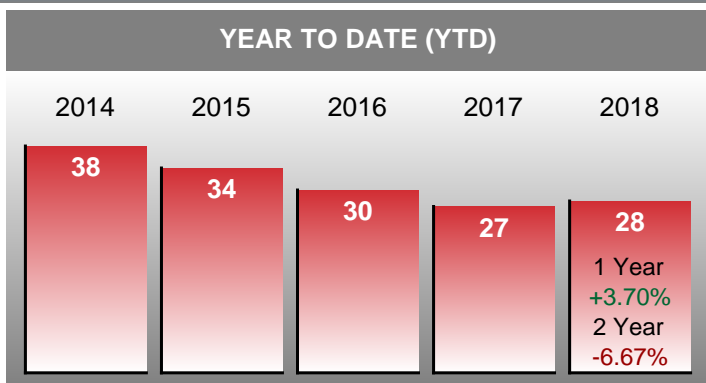
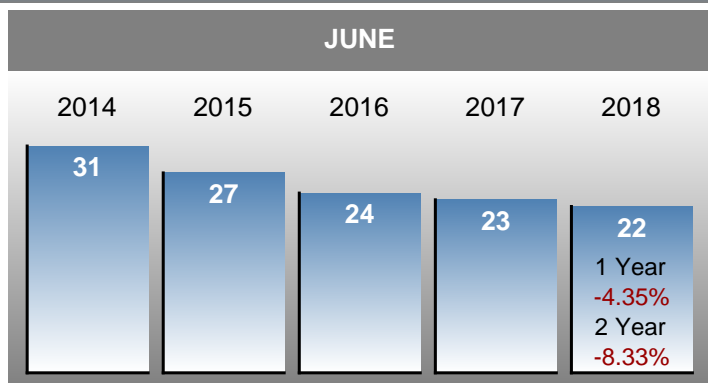
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## MEDIAN DAYS ON MARKET TO SALE

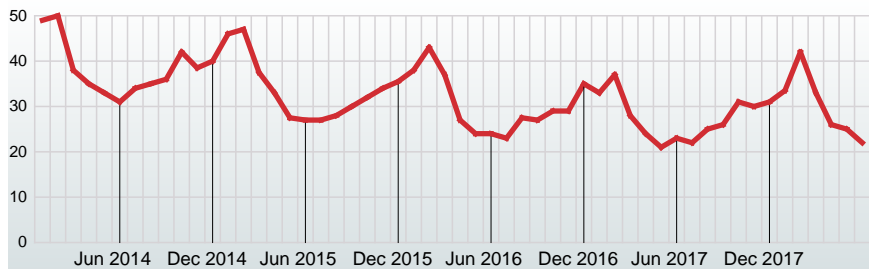
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 25

### 3 MONTHS



**High**  
Feb 2014 = 50  
**Low**  
May 2017 = 21  
*Median Days on Market*  
this month at **22**,  
below the 5 yr JUN  
average of **25**

A P R	26
M A Y	25 -3.85%
J U N	22 -12.00%

### 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	86	6.15%	33.0	36.5	29.0	0.0	29.0
\$50,001 - \$100,000	173	12.37%	22.0	20.0	23.0	22.0	65.0
\$100,001 - \$125,000	156	11.15%	17.0	30.0	15.0	41.5	130.0
\$125,001 - \$200,000	454	32.45%	16.0	23.0	14.0	21.5	27.5
\$200,001 - \$250,000	184	13.15%	17.0	5.5	20.5	16.5	17.0
\$250,001 - \$350,000	194	13.87%	35.5	43.0	32.0	38.0	34.0
\$350,001 and up	152	10.86%	35.0	20.0	19.5	45.5	48.5
Median Closed DOM	22.0			27.0	17.0	29.0	37.0
Total Closed Units	1,399			202	754	380	63
Total Closed Volume	295,947,746			24.49M	125.01M	115.49M	30.97M

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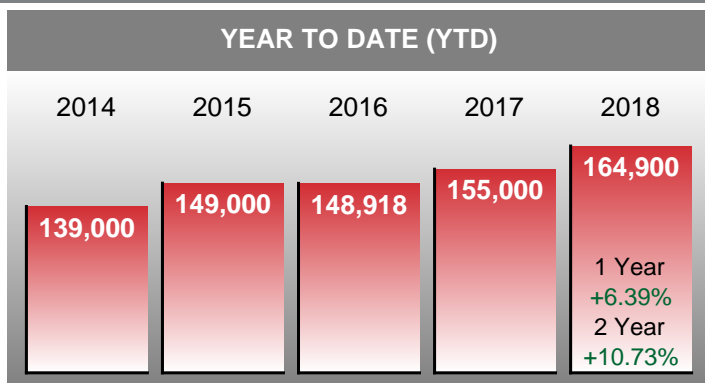
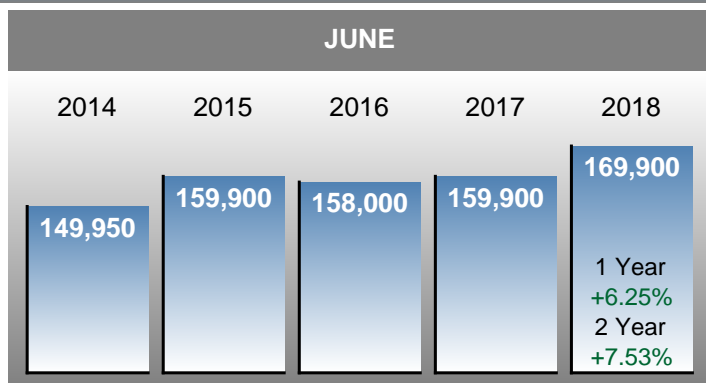
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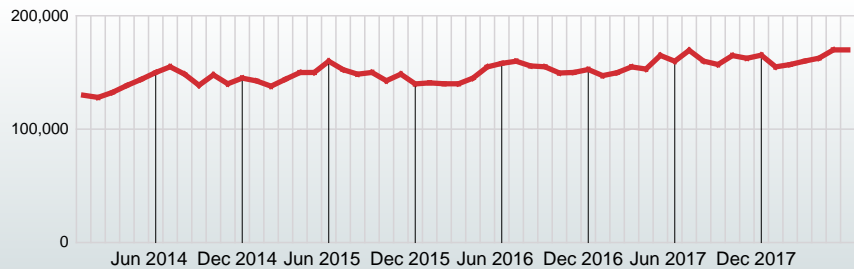
## MEDIAN LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 159,530**      **3 MONTHS**



**High**  
Jun 2018 = 169,900  
**Low**  
Feb 2014 = 128,000  
*Median List Price*  
this month at **169,900**,  
above the 5 yr JUN  
average of **159,530**

A P R	162,585
M A Y	169,900 4.50%
J U N	169,900 0.00%

### 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	82	5.86%	30,000	28,775	35,000	0	25,000
\$50,001 - \$100,000	179	12.79%	79,900	70,000	84,900	90,650	93,300
\$100,001 - \$125,000	134	9.58%	117,700	119,900	117,000	117,500	0
\$125,001 - \$200,000	472	33.74%	160,000	148,500	157,900	178,900	179,000
\$200,001 - \$250,000	181	12.94%	225,000	220,000	224,470	228,645	237,450
\$250,001 - \$350,000	197	14.08%	299,900	305,750	299,500	299,850	299,950
\$350,001 and up	154	11.01%	457,000	450,000	429,000	441,450	563,750
<b>Median List Price</b>			169,900	75,000	153,000	259,975	318,000
<b>Total Closed Units</b>		100%	1,399	202	754	380	63
<b>Total Closed Volume</b>			305,390,445	25.34M	127.48M	119.24M	33.33M

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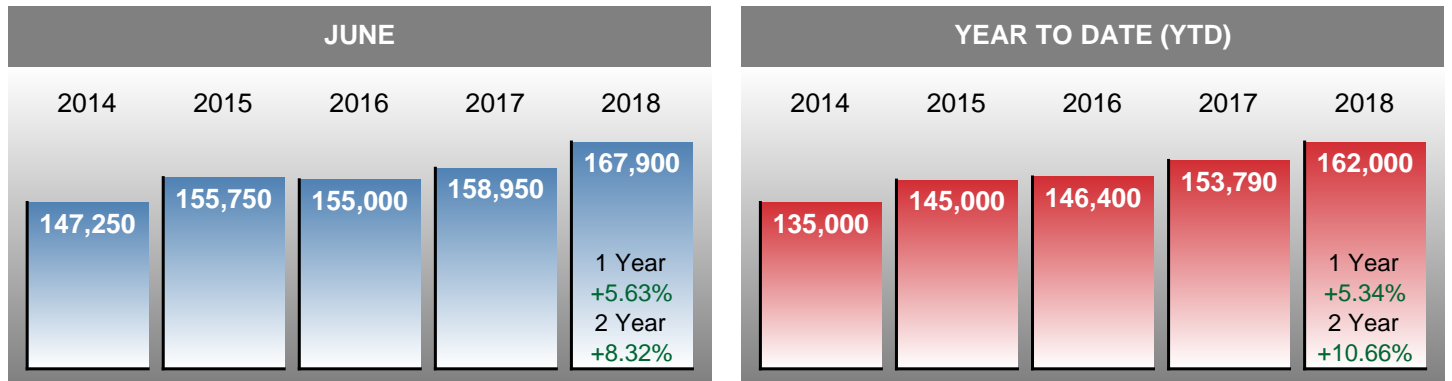
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## MEDIAN SOLD PRICE AT CLOSING

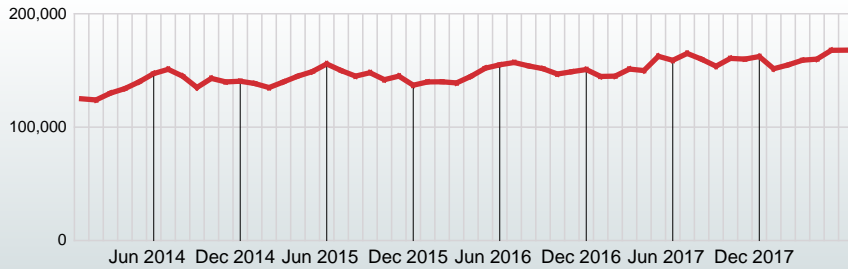
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 156,970

3 MONTHS



**High**  
Jun 2018 = 167,900  
**Low**  
Feb 2014 = 124,000  
*Median Sold Price*  
this month at **167,900**,  
above the 5 yr JUN  
average of **156,970**

A	160,000
P	
R	
M	167,750
A	4.84%
Y	
J	167,900
U	0.09%
N	

### 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	86	6.15%	30,000	25,000	36,700	0	25,000
\$50,001 - \$100,000	173	12.37%	77,500	65,000	83,500	88,950	72,600
\$100,001 - \$125,000	156	11.15%	115,000	117,500	114,900	112,500	125,000
\$125,001 - \$200,000	454	32.45%	160,000	149,500	155,500	176,250	175,400
\$200,001 - \$250,000	184	13.15%	220,000	217,500	219,900	225,500	236,750
\$250,001 - \$350,000	194	13.87%	295,000	313,750	293,000	295,000	298,000
\$350,001 and up	152	10.86%	450,000	475,000	422,418	438,300	536,000
Median Sold Price			167,900	70,000	150,273	254,950	309,595
Total Closed Units		100%	1,399	202	754	380	63
Total Closed Volume			295,947,746	24.49M	125.01M	115.49M	30.97M

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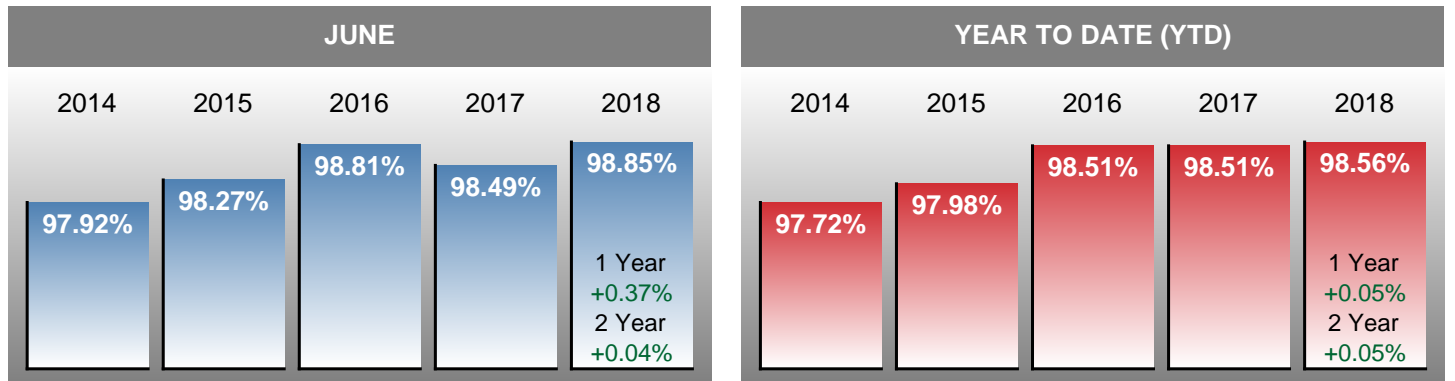
# June 2018

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



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

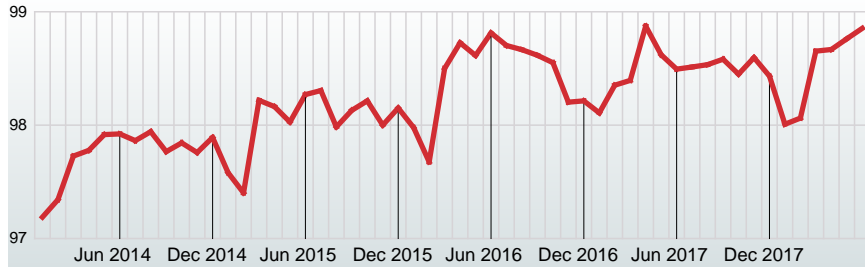
Report produced on Jul 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 98.47%

### 3 MONTHS



**High**  
Apr 2017 = 98.87%  
**Low**  
Jan 2014 = 97.19%

Median Sold/List Ratio this month at **98.85%**, above the 5 yr JUN average of **98.47%**

A P R	98.67%
M A Y	98.76%
J U N	98.85%

### 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	86	6.15%	93.53%	92.37%	96.83%	0.00%	100.00%
\$50,001 - \$100,000	173	12.37%	98.57%	97.85%	99.46%	94.67%	77.81%
\$100,001 - \$125,000	156	11.15%	98.07%	98.26%	98.01%	99.59%	96.97%
\$125,001 - \$200,000	454	32.45%	100.00%	98.26%	100.00%	99.33%	100.00%
\$200,001 - \$250,000	184	13.15%	99.13%	97.09%	100.00%	98.85%	98.15%
\$250,001 - \$350,000	194	13.87%	98.43%	97.38%	98.44%	98.46%	99.43%
\$350,001 and up	152	10.86%	97.51%	100.00%	96.56%	97.70%	96.80%
Median Sold/List Ratio			98.85%	96.90%	99.32%	98.65%	98.00%
Total Closed Units		100%	98.85%	202	754	380	63
Total Closed Volume				24.49M	125.01M	115.49M	30.97M

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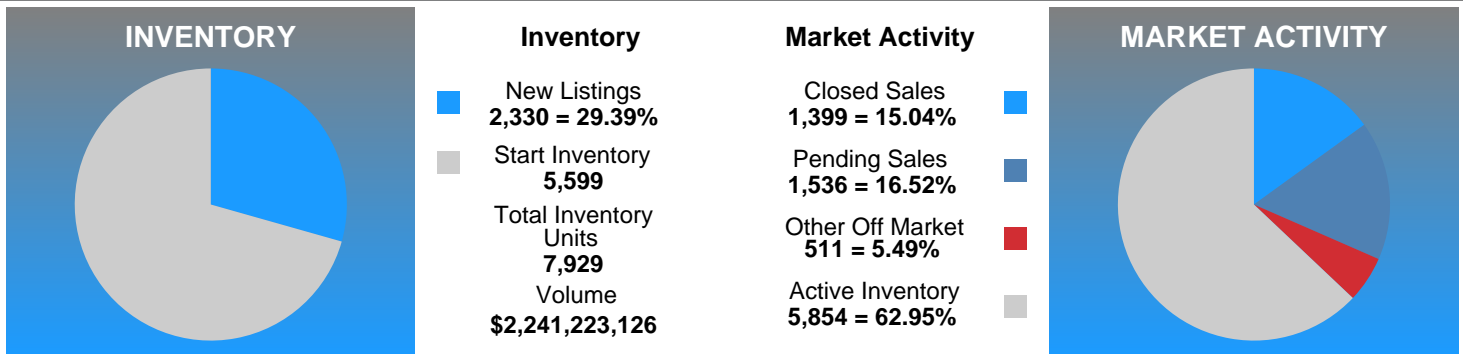
# June 2018

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



## MARKET SUMMARY

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

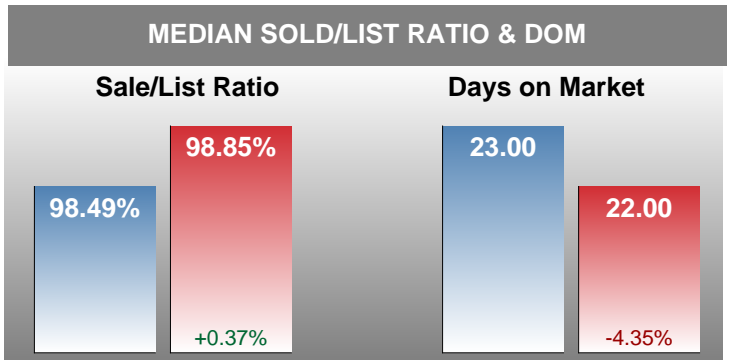
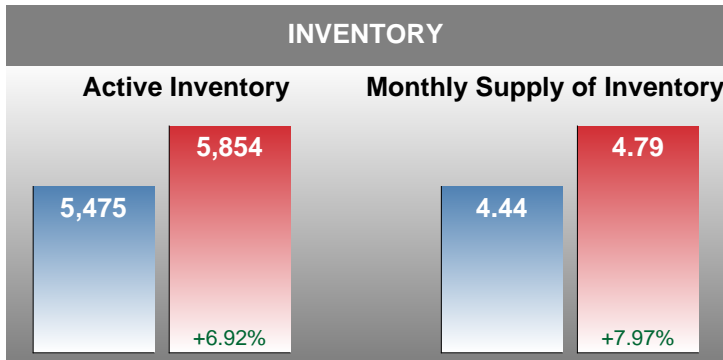
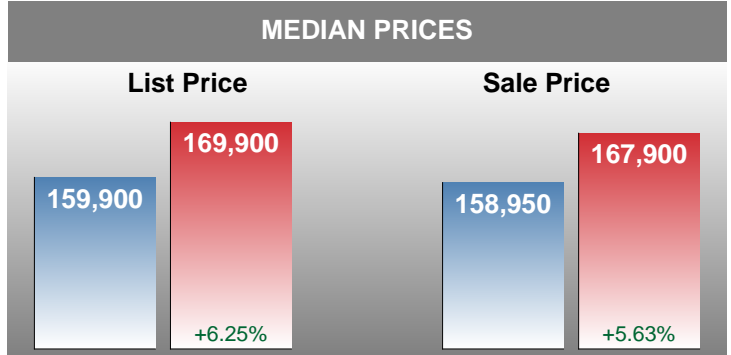
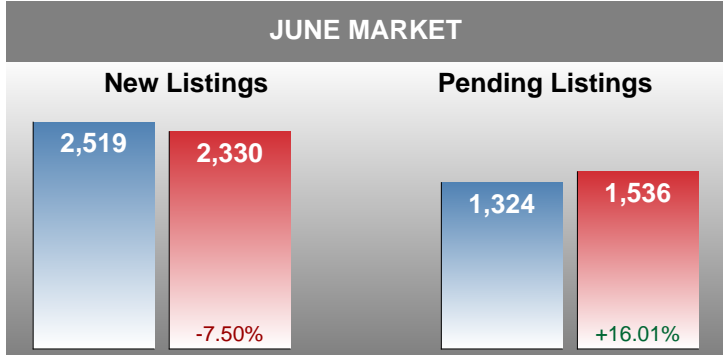


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,488	1,399	-5.98%	7,404	7,452	0.65%
Pending Sales	1,324	1,536	16.01%	8,133	8,453	3.93%
New Listings	2,519	2,330	-7.50%	13,680	13,418	-1.92%
Median List Price	159,900	169,900	6.25%	155,000	164,900	6.39%
Median Sale Price	158,950	167,900	5.63%	153,790	162,000	5.34%
Median Percent of Selling Price to List Price	98.49%	98.85%	0.37%	98.51%	98.56%	0.05%
Median Days on Market to Sale	23.00	22.00	-4.35%	27.00	28.00	3.70%
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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Phone: 918-663-7500

Email: support@mlstechnology.com