



June 2018

Area Delimited by County Of Washington

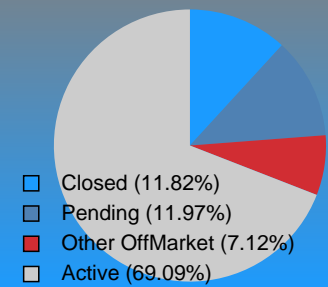


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	77	78	1.30%
Pending Listings	82	79	-3.66%
New Listings	166	157	-5.42%
Average List Price	129,717	167,422	29.07%
Average Sale Price	125,144	163,793	30.88%
Average Percent of List Price to Selling Price	97.57%	97.73%	0.17%
Average Days on Market to Sale	52.06	38.10	-26.82%
End of Month Inventory	470	456	-2.98%
Months Supply of Inventory	7.01	6.76	-3.46%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of June 30, 2018 = **456**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2018 decreased **2.98%** to 456 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 **6.76** 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 **30.88%** in June 2018 to \$163,793 versus the previous year at \$125,144.

Average Days on Market Shortens

The average number of **38.10** days that homes spent on the market before selling decreased by 13.96 days or **26.82%** in June 2018 compared to last year's same month at **52.06** DOM.

Sales Success for June 2018 is Positive

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

There were 157 New Listings in June 2018, down **5.42%** from last year at 166. Furthermore, there were 78 Closed Listings this month versus last year at 77, a **1.30%** increase.

Closed versus Listed trends yielded a **49.7%** ratio, up from previous year's, June 2017, at **46.4%**, a **7.11%** upswing. 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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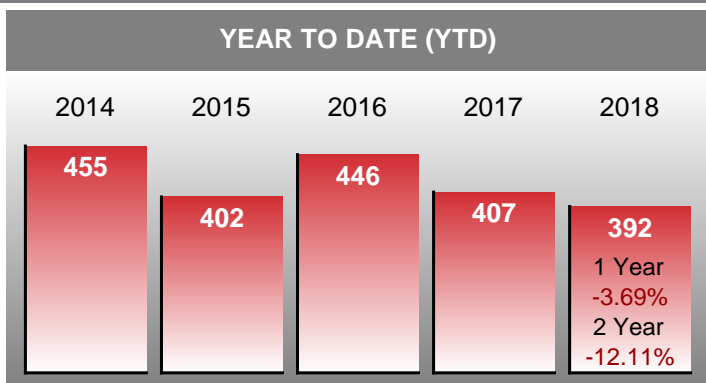
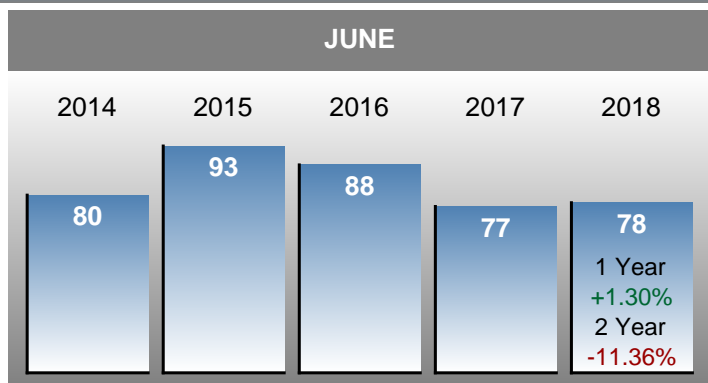
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CLOSED LISTINGS

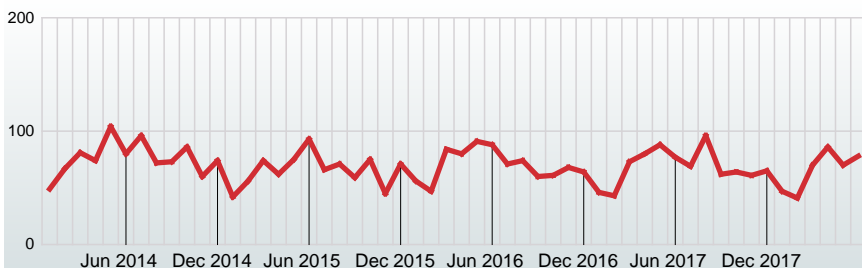
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 83

3 MONTHS



High
May 2014 = 104
Low
Feb 2018 = 41
Closed Listings
this month at **78**,
below the 5 yr JUN
average of **83**

A	86
P	
R	
M	70
A	-18.60%
Y	
J	78
U	11.43%
N	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	6.41%	49.4	1	4	0	0
\$25,001 - \$50,000	8	10.26%	43.3	1	7	0	0
\$50,001 - \$100,000	17	21.79%	50.5	5	10	1	1
\$100,001 - \$150,000	14	17.95%	26.9	0	9	5	0
\$150,001 - \$225,000	11	14.10%	24.7	2	3	6	0
\$225,001 - \$300,000	15	19.23%	29.1	1	5	9	0
\$300,001 and up	8	10.26%	54.6	0	0	7	1
Total Closed Units	78			10	38	28	2
Total Closed Volume	12,775,840	100%	38.1	965.49K	4.08M	7.32M	408.00K
Average Closed Price	\$163,793			\$96,549	\$107,341	\$261,549	\$204,000

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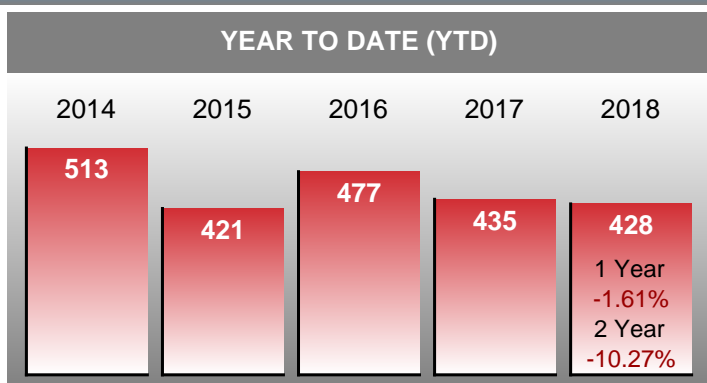
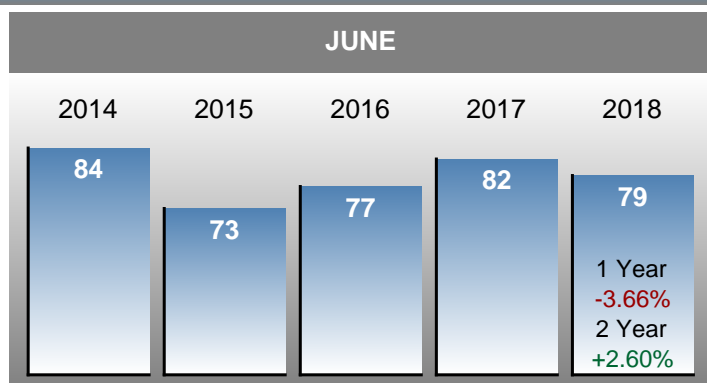
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PENDING LISTINGS

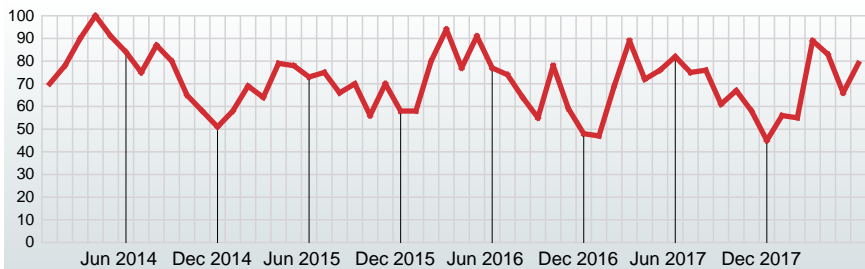
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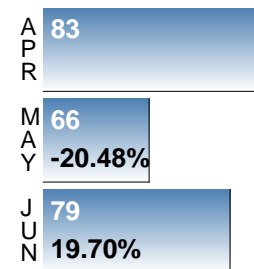
5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 79

3 MONTHS



High
Apr 2014 = 100
Low
Dec 2017 = 45
Pending Listings
this month at **79**,
equal to 5 yr JUN
average of **79**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	5.06%	65.3	3	0	1	0
\$25,001 - \$75,000	14	17.72%	78.9	5	8	0	1
\$75,001 - \$100,000	8	10.13%	47.9	1	5	2	0
\$100,001 - \$125,000	14	17.72%	16.6	2	9	3	0
\$125,001 - \$200,000	21	26.58%	41.7	3	10	8	0
\$200,001 - \$275,000	7	8.86%	107.9	0	2	3	2
\$275,001 and up	11	13.92%	84.3	0	1	9	1
Total Pending Units	79			14	35	26	4
Total Pending Volume	11,788,418	100%	40.2	1.05M	4.15M	5.77M	821.50K
Average Listing Price	\$190,839			\$75,057	\$118,512	\$221,853	\$205,375

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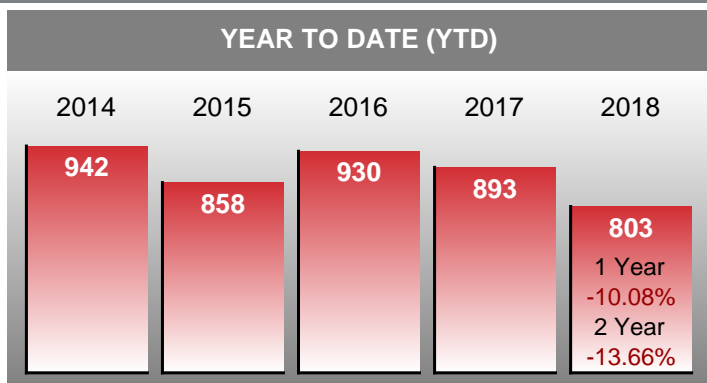
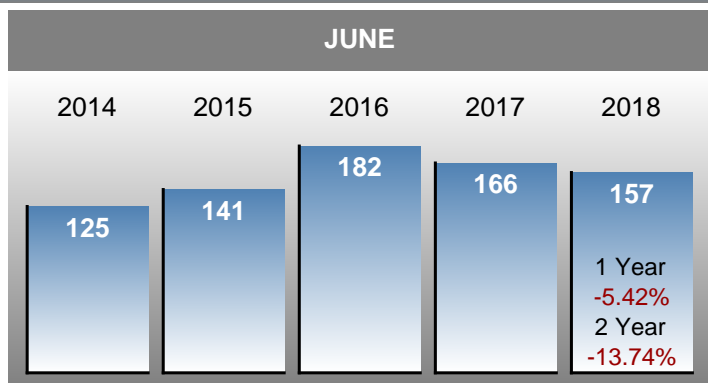
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NEW LISTINGS

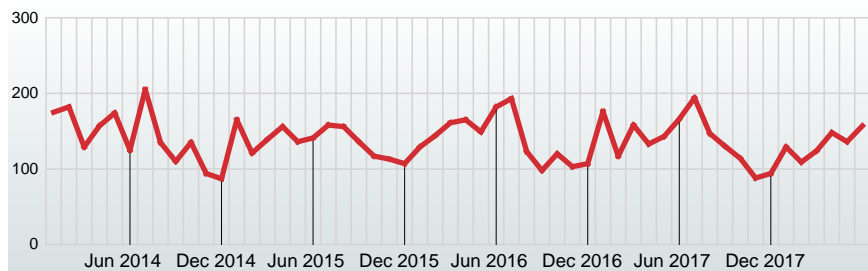
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 154

3 MONTHS



High
Jul 2014 = 205
Low
Dec 2014 = 87
New Listings
this month at **157**,
above the 5 yr JUN
average of **154**

A P R	148
M A Y	136 -8.11%
J U N	157 15.44%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	28	17.83%	23	5	0	0
\$25,001-\$75,000	31	19.75%	10	21	0	0
\$75,001-\$100,000	18	11.46%	4	10	4	0
\$100,001-\$175,000	43	27.39%	6	30	7	0
\$175,001-\$275,000	21	13.38%	1	8	12	0
\$275,001 and up	16	10.19%	3	4	7	2
Total New Listed Units	157		47	78	30	2
Total New Listed Volume	22,038,794	100%	5.38M	9.27M	6.76M	624.90K
Average New Listed Listing Price	\$160,083		\$114,556	\$118,857	\$225,297	\$312,450

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June 2018

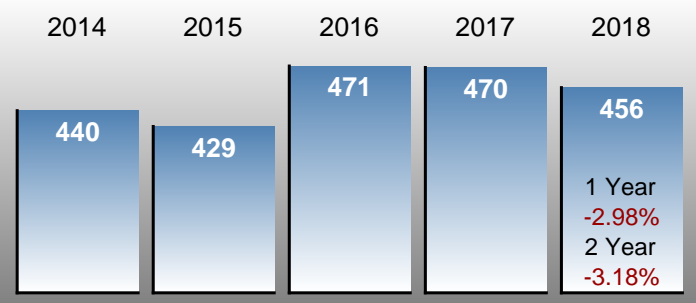
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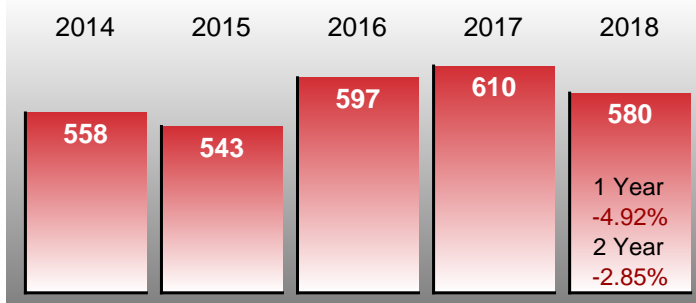
ACTIVE INVENTORY

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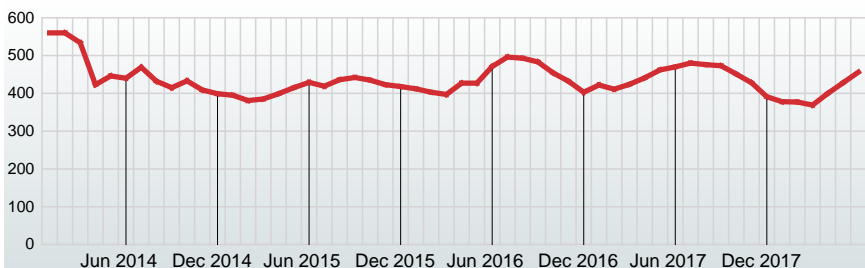
END OF JUNE



ACTIVE DURING JUNE



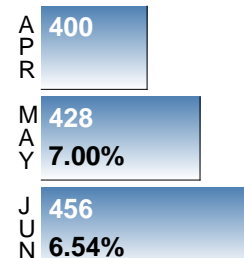
5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 453

3 MONTHS

High
Feb 2014 = 560
Low
Mar 2018 = 369
Inventory
this month at **456**,
above the 5 yr JUN
average of **453**



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	44	9.65%	72.3	39	5	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	62	13.60%	148.0	43	18	1	0
\$50,001 - \$125,000	166	36.40%	97.4	77	75	13	1
\$125,001 - \$200,000	73	16.01%	70.3	9	37	26	1
\$200,001 - \$350,000	64	14.04%	70.6	5	16	37	6
\$350,001 and up	47	10.31%	92.6	16	9	19	3
Total Active Inventory by Units	456			189	160	96	11
Total Active Inventory by Volume	75,591,617	100%	93.3	24.13M	23.16M	24.78M	3.52M
Average Active Inventory Listing Price	\$165,771			\$127,653	\$144,776	\$258,100	\$320,300

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June 2018

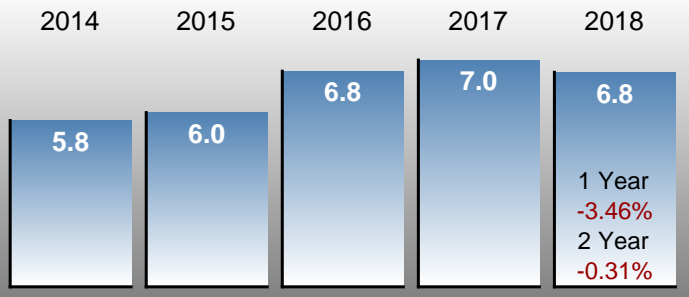
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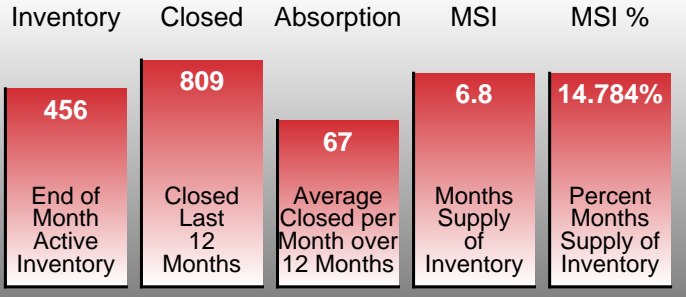
MONTHS SUPPLY of INVENTORY (MSI)

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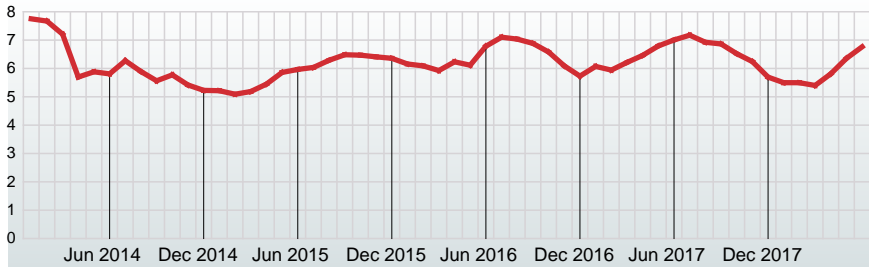
MSI FOR JUNE



INDICATORS FOR JUNE 2018



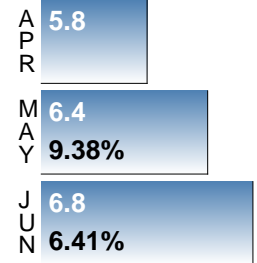
5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 6.5

3 MONTHS

High
Jan 2014 = 7.8
Low
Feb 2015 = 5.1
Months Supply
this month at **6.8**,
above the 5 yr JUN
average of **6.5**



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	36	7.89%	19.6	37.1	2.7	0.0	0.0
\$20,001 \$40,000	46	10.09%	7.9	14.5	3.8	0.0	0.0
\$40,001 \$60,000	59	12.94%	11.8	27.8	5.4	18.0	0.0
\$60,001 \$130,000	136	29.82%	5.3	13.5	3.8	3.8	2.0
\$130,001 \$210,000	71	15.57%	4.4	12.0	4.3	4.2	1.0
\$210,001 \$360,000	62	13.60%	6.0	30.0	5.8	5.1	9.0
\$360,001 and up	46	10.09%	19.7	96.0	21.6	13.5	7.2
Market Supply of Inventory (MSI)	6.8			19.6	4.4	5.1	4.1
Total Active Inventory by Units	456	100%	6.8	189	160	96	11

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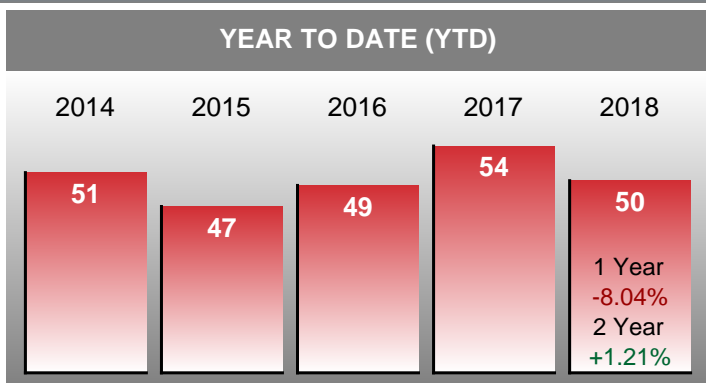
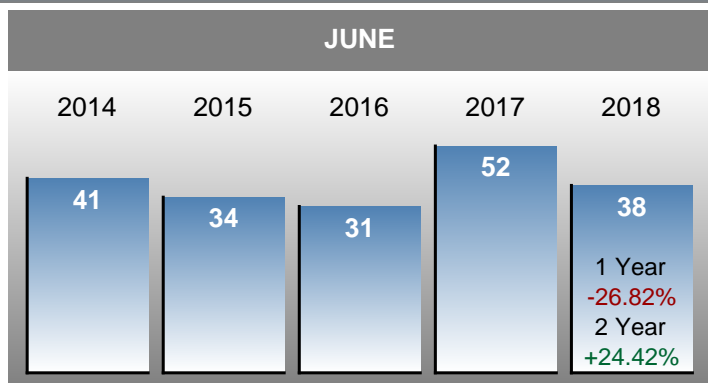
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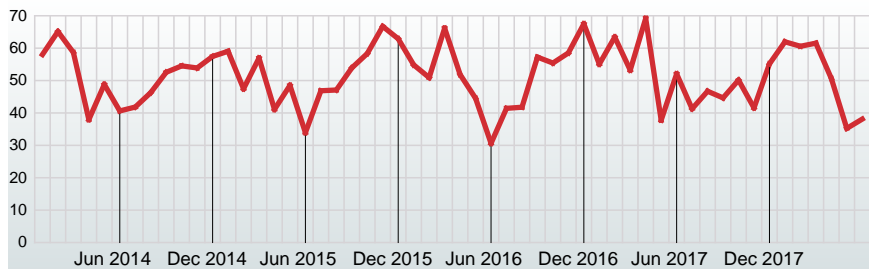


AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 39 **3 MONTHS**

High
Apr 2017 = 69

Low
Jun 2016 = 31

Average Days on Market
this month at **38**,
below the 5 yr JUN
average of **39**

APR	51
MAY	35 -30.43%
JUN	38 8.16%

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
\$25,000 and less	5	6.41%	49.4	28.0	54.8	0.0	0.0
\$25,001 - \$50,000	8	10.26%	43.3	9.0	48.1	0.0	0.0
\$50,001 - \$100,000	17	21.79%	50.5	75.0	47.6	3.0	4.0
\$100,001 - \$150,000	14	17.95%	26.9	0.0	33.7	14.6	0.0
\$150,001 - \$225,000	11	14.10%	24.7	9.0	15.0	34.8	0.0
\$225,001 - \$300,000	15	19.23%	29.1	143.0	23.8	19.3	0.0
\$300,001 and up	8	10.26%	54.6	0.0	0.0	51.9	74.0
Average Closed DOM			38.1	57.3	39.4	29.4	39.0
Total Closed Units		100%	38.1	10	38	28	2
Total Closed Volume			12,775,840	965.49K	4.08M	7.32M	408.00K

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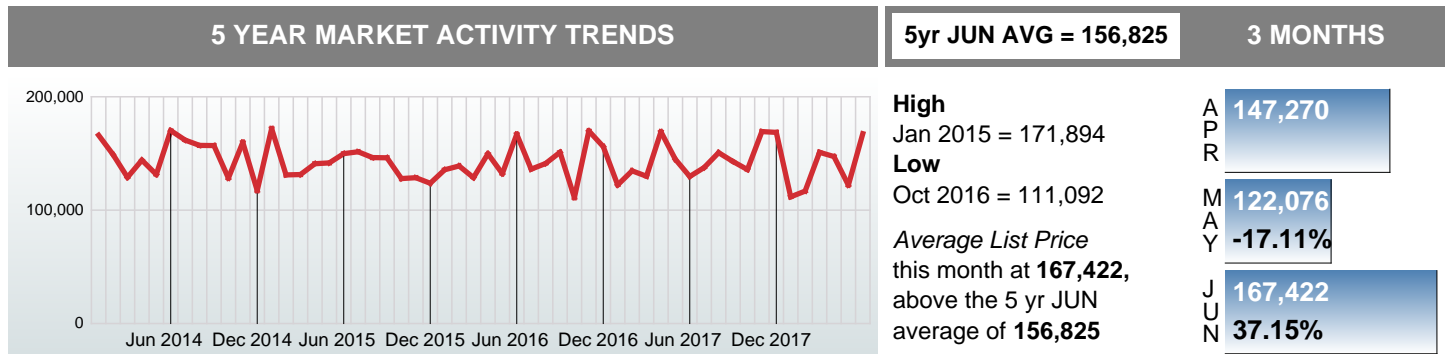
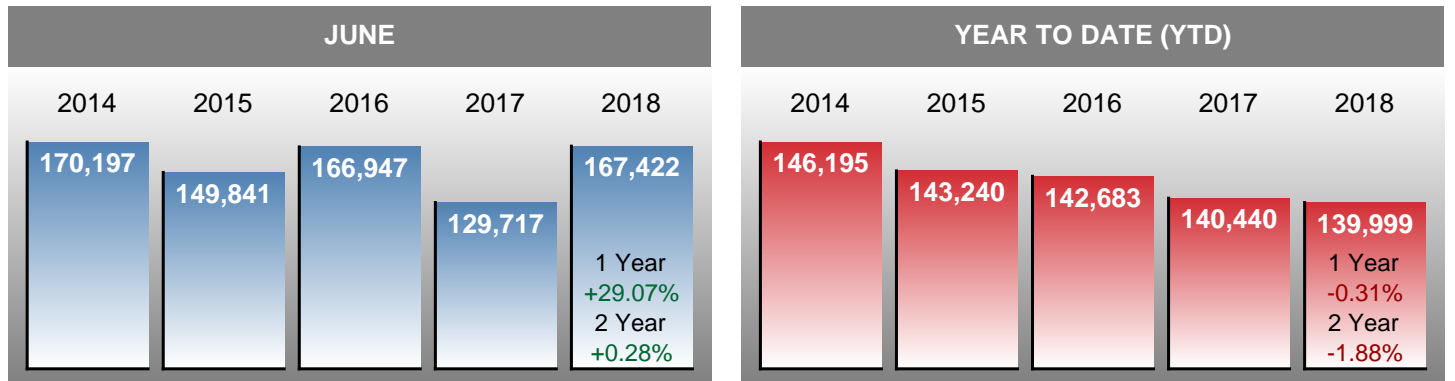
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AVERAGE LIST PRICE AT CLOSING

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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
\$25,000 and less	5	6.41%	14,880	7,500	17,675	0	0
\$25,001 - \$50,000	8	10.26%	41,025	23,100	43,814	0	0
\$50,001 - \$100,000	16	20.51%	73,850	70,980	75,430	87,000	85,000
\$100,001 - \$150,000	15	19.23%	124,887	0	121,011	135,840	0
\$150,001 - \$225,000	11	14.10%	183,154	174,250	194,933	180,233	0
\$225,001 - \$300,000	14	17.95%	256,764	299,500	265,726	256,840	0
\$300,001 and up	9	11.54%	443,556	0	0	473,871	329,900
Average List Price			167,422	103,350	108,796	267,009	207,450
Total Closed Units		100%	167,422	10	38	28	2
Total Closed Volume			13,058,885	1.03M	4.13M	7.48M	414.90K

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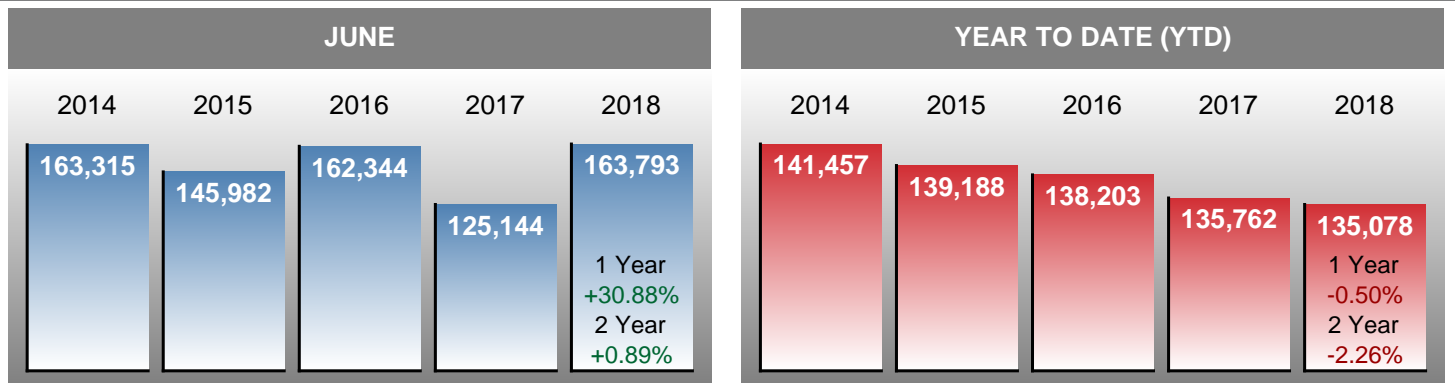
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AVERAGE SOLD PRICE AT CLOSING

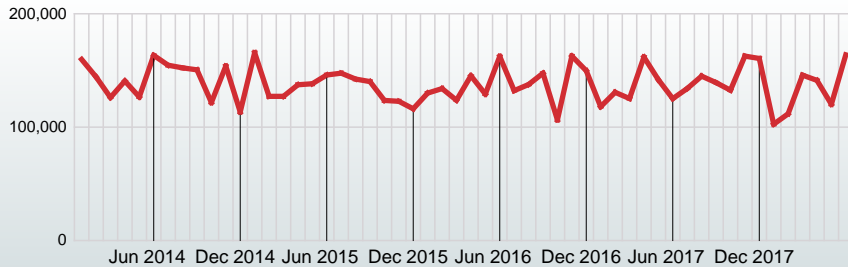
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 152,116

3 MONTHS



High
Jan 2015 = 165,666
Low
Jan 2018 = 102,591
Average Sold Price
this month at **163,793**,
above the 5 yr JUN
average of **152,116**

A	141,247
P	
R	
M	120,180
A	-14.92%
Y	
J	163,793
U	36.29%
N	

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
\$25,000 and less	5	6.41%	15,160	5,000	17,700	0	0
\$25,001 - \$50,000	8	10.26%	38,894	26,800	40,621	0	0
\$50,001 - \$100,000	17	21.79%	73,876	62,720	76,729	90,000	85,000
\$100,001 - \$150,000	14	17.95%	124,164	0	119,922	131,800	0
\$150,001 - \$225,000	11	14.10%	180,388	167,323	189,500	180,188	0
\$225,001 - \$300,000	15	19.23%	255,562	285,440	261,746	248,807	0
\$300,001 and up	8	10.26%	447,125	0	0	464,857	323,000
Average Sold Price			163,793	96,549	107,341	261,549	204,000
Total Closed Units		100%	163,793	10	38	28	2
Total Closed Volume			12,775,840	965.49K	4.08M	7.32M	408.00K

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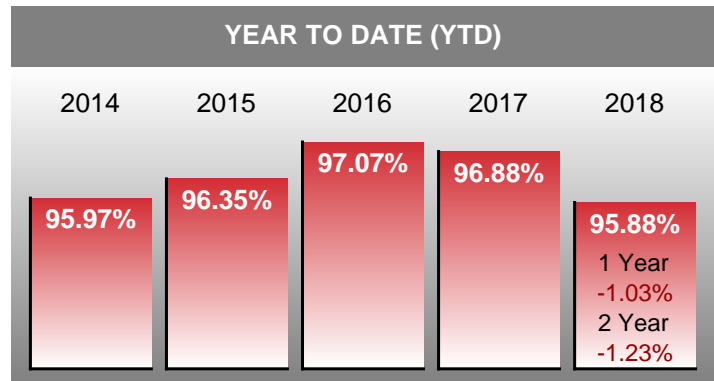
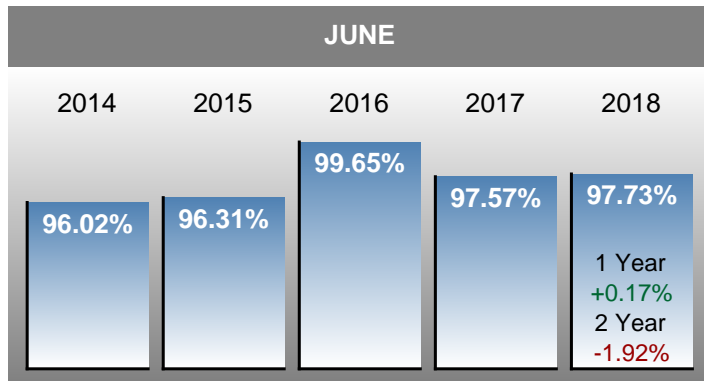
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

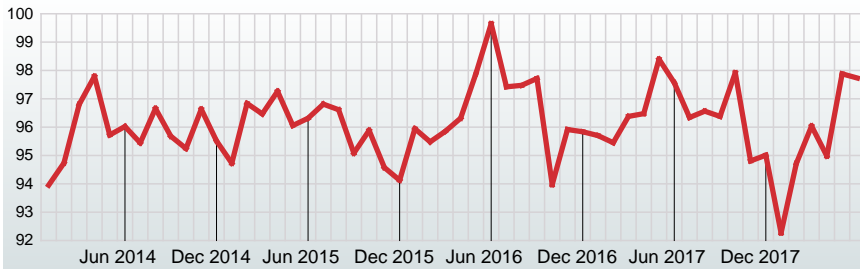
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 97.46%

3 MONTHS



High
Jun 2016 = 99.65%

Low
Jan 2018 = 92.27%

Average Sold/List Ratio this month at **97.73%**, above the 5 yr JUN average of **97.46%**

A P R	94.98%
M A Y	97.88%
J U N	97.73%
	-0.15%

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
\$25,000 and less	5	6.41%	94.03%	66.67%	100.87%	0.00%	0.00%
\$25,001 - \$50,000	8	10.26%	95.36%	116.02%	92.40%	0.00%	0.00%
\$50,001 - \$100,000	17	21.79%	99.02%	88.82%	103.58%	103.45%	100.00%
\$100,001 - \$150,000	14	17.95%	98.38%	0.00%	99.06%	97.15%	0.00%
\$150,001 - \$225,000	11	14.10%	98.61%	96.22%	97.30%	100.06%	0.00%
\$225,001 - \$300,000	15	19.23%	97.61%	95.31%	98.40%	97.42%	0.00%
\$300,001 and up	8	10.26%	97.58%	0.00%	0.00%	97.53%	97.91%
Average Sold/List Ratio			97.70%	91.46%	98.99%	98.18%	98.95%
Total Closed Units		100%	97.70%	10	38	28	2
Total Closed Volume			12,775,840	965.49K	4.08M	7.32M	408.00K

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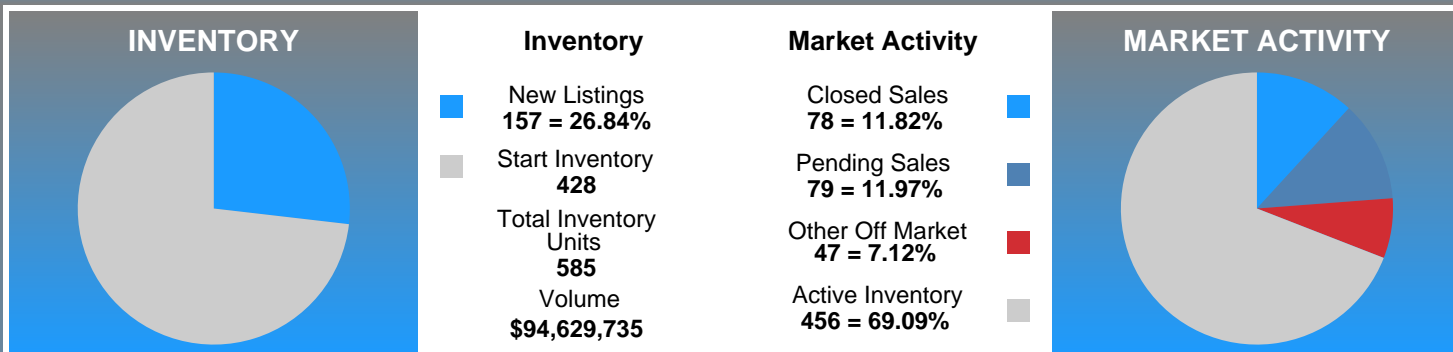
June 2018

Area Delimited by County Of Washington



MARKET SUMMARY

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

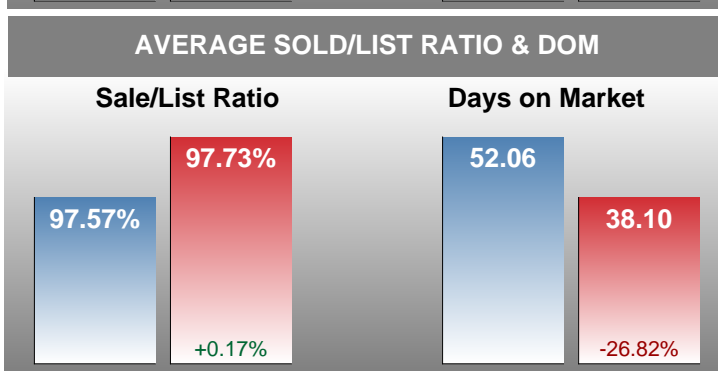
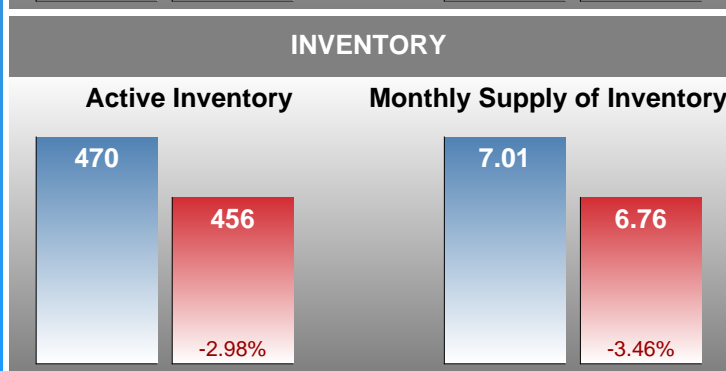
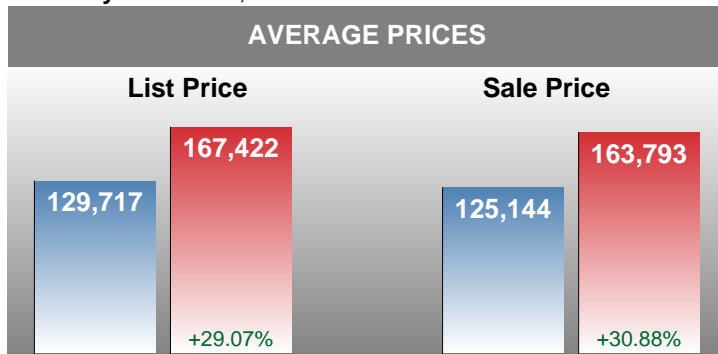
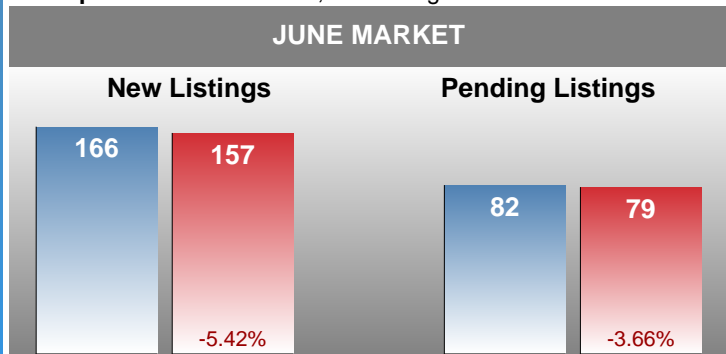


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	77	78	1.30%	407	392	-3.69%
Pending Sales	82	79	-3.66%	435	428	-1.61%
New Listings	166	157	-5.42%	893	803	-10.08%
Average List Price	129,717	167,422	29.07%	140,440	139,999	-0.31%
Average Sale Price	125,144	163,793	30.88%	135,762	135,078	-0.50%
Average Percent of Selling Price to List Price	97.57%	97.73%	0.17%	96.88%	95.88%	-1.03%
Average Days on Market to Sale	52.06	38.10	-26.82%	54.08	49.74	-8.04%
Monthly Inventory	470	456	-2.98%	470	456	-2.98%
Months Supply of Inventory	7.01	6.76	-3.46%	7.01	6.76	-3.46%

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

Inventory on June 30, 2018 = 456

2017 2018



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