

May 2018

Area Delimited by County Of Washington

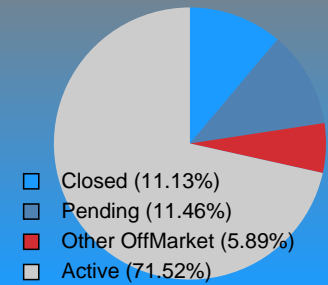


## MONTHLY INVENTORY ANALYSIS

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%
Average List Price	144,838	121,946	-15.81%
Average Sale Price	141,813	120,082	-15.32%
Average Percent of List Price to Selling Price	98.40%	97.89%	-0.52%
Average Days on Market to Sale	37.77	33.72	-10.73%
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.

## Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **15.32%** in May 2018 to \$120,082 versus the previous year at \$141,813.

## Average Days on Market Shortens

The average number of **33.72** days that homes spent on the market before selling decreased by 4.05 days or **10.73%** in May 2018 compared to last year's same month at **37.77** DOM.

## Sales Success for May 2018 is Positive

Overall, with Average 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
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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.

## Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

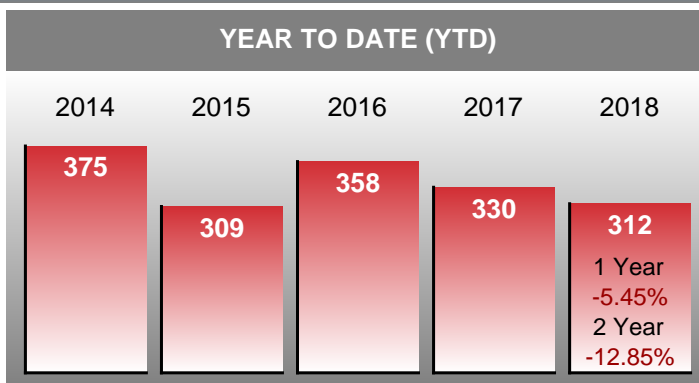
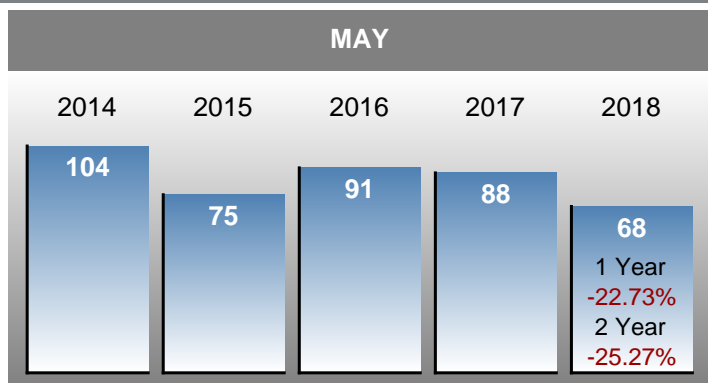
# May 2018

Area Delimited by County Of Washington



## CLOSED LISTINGS

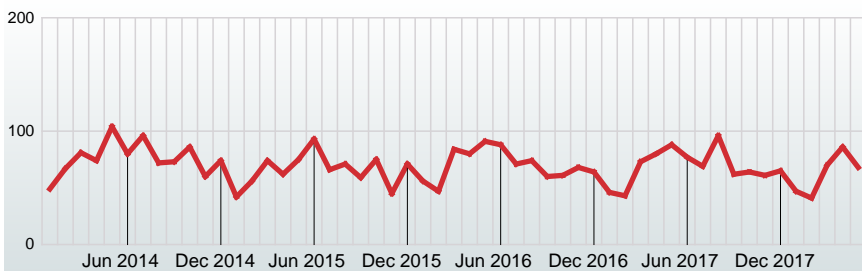
Report produced on Jun 11, 2018 for MLS Technology Inc.



### 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
<b>22.86%</b>	
MAY	68
<b>-20.93%</b>	

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	8.82%	28.5	2	3	1	0
\$30,001 - \$60,000	8	11.76%	37.6	3	5	0	0
\$60,001 - \$90,000	11	16.18%	52.3	1	10	0	0
\$90,001 - \$120,000	17	25.00%	37.1	4	11	2	0
\$120,001 - \$170,000	9	13.24%	23.1	0	2	7	0
\$170,001 - \$220,000	10	14.71%	27.8	0	6	3	1
\$220,001 and up	7	10.29%	18.6	0	1	6	0
<b>Total Closed Units</b>	<b>68</b>			<b>10</b>	<b>38</b>	<b>19</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,165,572</b>	<b>100%</b>	<b>33.7</b>	<b>656.00K</b>	<b>3.97M</b>	<b>3.35M</b>	<b>195.00K</b>
<b>Average Closed Price</b>	<b>\$120,082</b>			<b>\$65,600</b>	<b>\$104,405</b>	<b>\$176,168</b>	<b>\$195,000</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

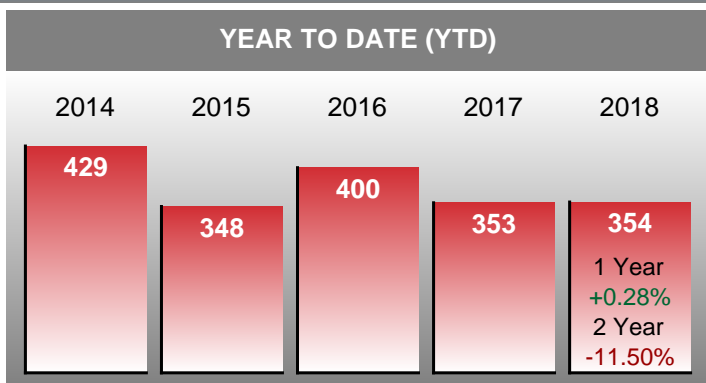
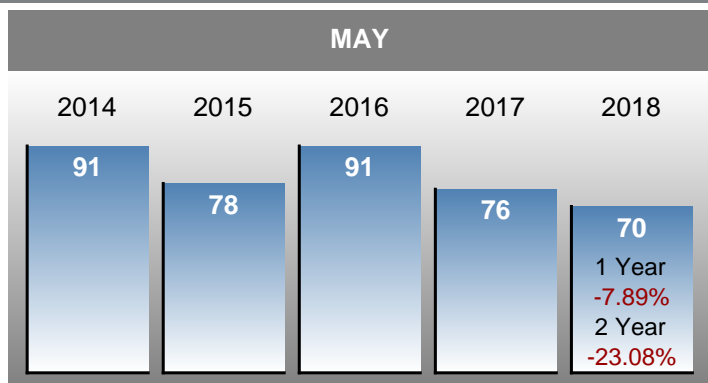
# May 2018

Area Delimited by County Of Washington



## PENDING LISTINGS

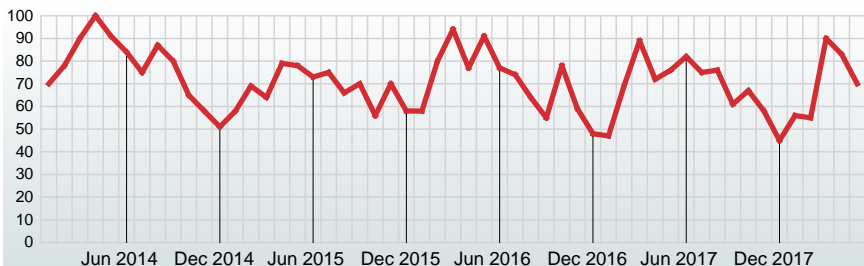
Report produced on Jun 11, 2018 for MLS Technology Inc.



### 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**

**MAR** 90  
**APR** 83  
 -7.78%  
**MAY** 70  
 -15.66%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.57%	37.5	2	4	0	0
\$40,001 - \$60,000	7	10.00%	61.4	1	6	0	0
\$60,001 - \$80,000	10	14.29%	88.8	2	8	0	0
\$80,001 - \$170,000	20	28.57%	36.2	3	10	6	1
\$170,001 - \$220,000	11	15.71%	32.5	2	3	6	0
\$220,001 - \$310,000	9	12.86%	26.6	0	3	6	0
\$310,001 and up	7	10.00%	37.6	0	1	5	1
<b>Total Pending Units</b>	<b>70</b>			<b>10</b>	<b>35</b>	<b>23</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>11,204,145</b>	<b>100%</b>	<b>72.6</b>	<b>900.30K</b>	<b>3.69M</b>	<b>6.20M</b>	<b>414.90K</b>
<b>Average Listing Price</b>	<b>\$106,357</b>			<b>\$90,030</b>	<b>\$105,291</b>	<b>\$269,728</b>	<b>\$207,450</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



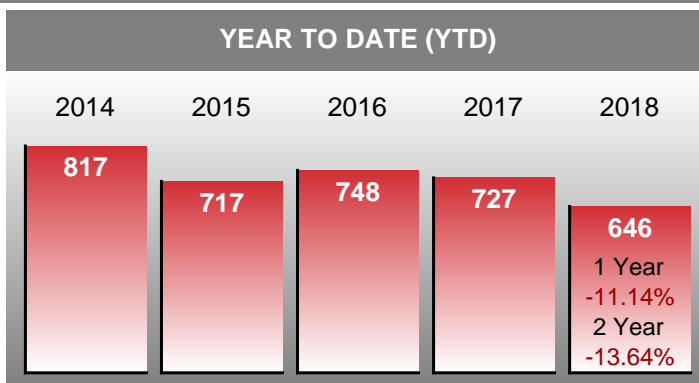
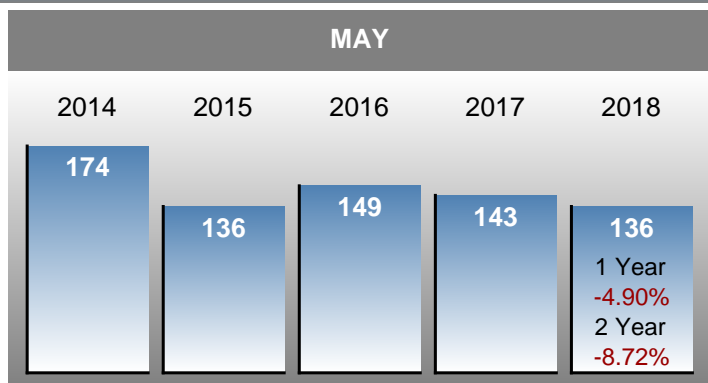
# May 2018

Area Delimited by County Of Washington



## NEW LISTINGS

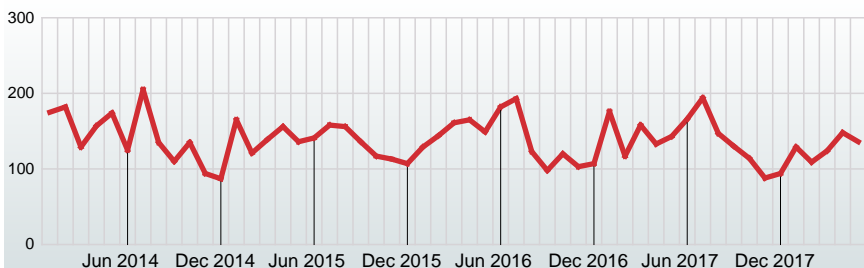
Report produced on Jun 11, 2018 for MLS Technology Inc.



### 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
<b>Total New Listed Units</b>	<b>136</b>		<b>34</b>	<b>59</b>	<b>38</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>24,429,698</b>	<b>100%</b>	<b>5.06M</b>	<b>8.06M</b>	<b>10.44M</b>	<b>871.80K</b>
<b>Average New Listed Listing Price</b>	<b>\$84,500</b>		<b>\$148,718</b>	<b>\$136,678</b>	<b>\$274,671</b>	<b>\$174,360</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

# May 2018

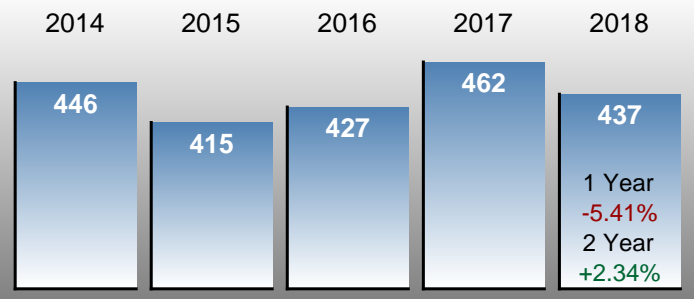
Area Delimited by County Of Washington



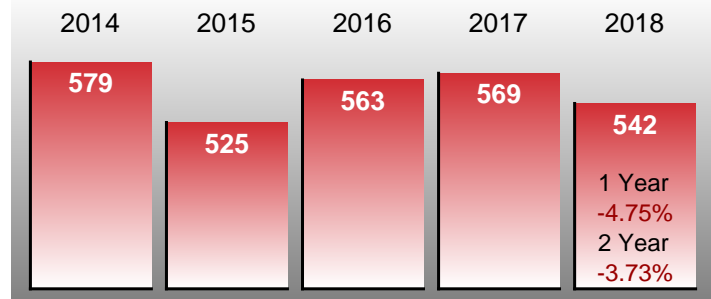
## ACTIVE INVENTORY

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

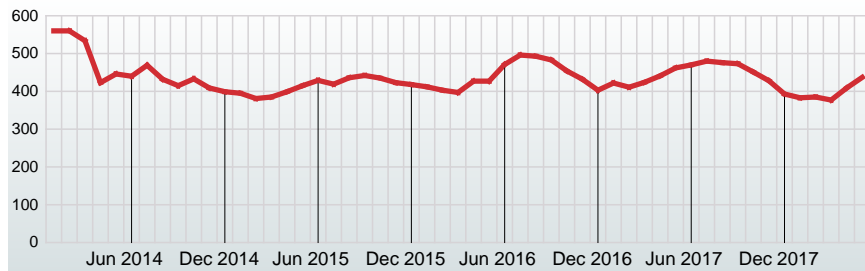
### END OF MAY



### ACTIVE DURING MAY



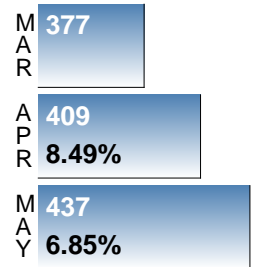
### 5 YEAR MARKET ACTIVITY TRENDS



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**



### 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	42	9.61%	139.8	40	1	1	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	59	13.50%	147.2	42	15	1	1
\$50,001 - \$125,000	147	33.64%	95.0	78	55	13	1
\$125,001 - \$225,000	85	19.45%	66.6	10	37	36	2
\$225,001 - \$350,000	58	13.27%	72.2	5	14	32	7
\$350,001 and up	46	10.53%	87.0	15	8	20	3
<b>Total Active Inventory by Units</b>	<b>437</b>			<b>190</b>	<b>130</b>	<b>103</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>74,899,301</b>	<b>100%</b>	<b>97.0</b>	<b>23.69M</b>	<b>20.26M</b>	<b>26.80M</b>	<b>4.16M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$171,394</b>			<b>\$124,660</b>	<b>\$155,825</b>	<b>\$260,177</b>	<b>\$297,029</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

# May 2018

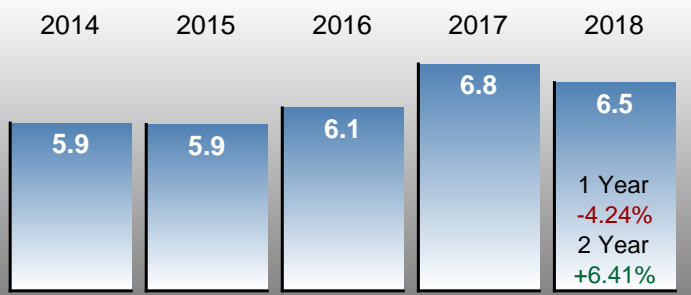
Area Delimited by County Of Washington



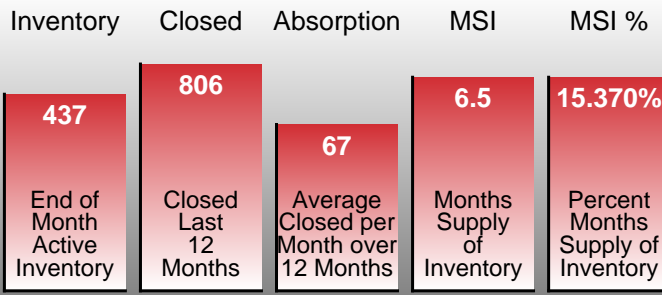
## MONTHS SUPPLY of INVENTORY (MSI)

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

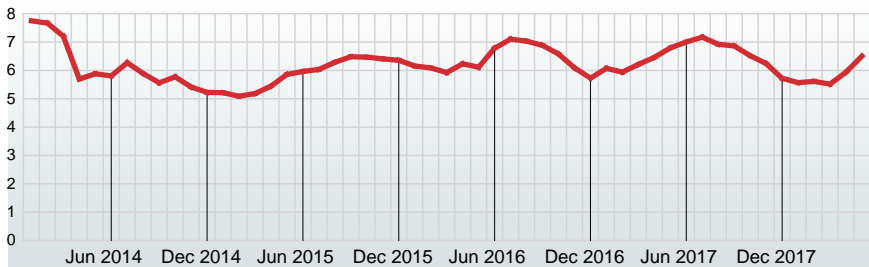
### MSI FOR MAY



### INDICATORS FOR MAY 2018



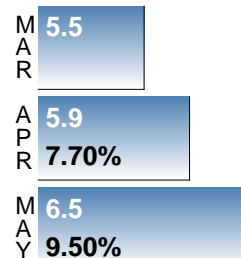
### 5 YEAR MARKET ACTIVITY TRENDS



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
<b>Market Supply of Inventory (MSI)</b>	<b>6.5</b>	<b>100%</b>	<b>6.5</b>	<b>18.7</b>	<b>3.6</b>	<b>5.8</b>	<b>5.3</b>
<b>Total Active Inventory by Units</b>	<b>437</b>			<b>190</b>	<b>130</b>	<b>103</b>	<b>14</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

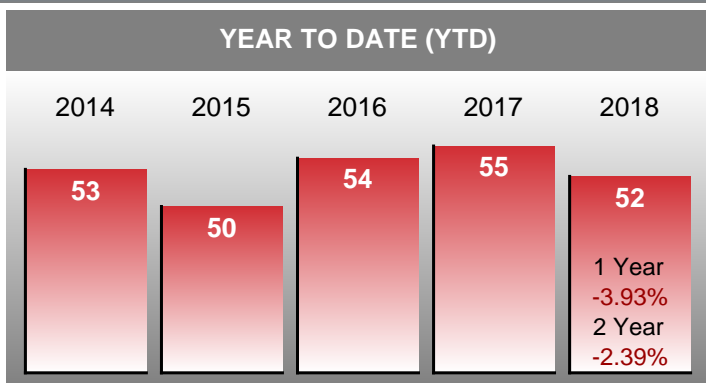
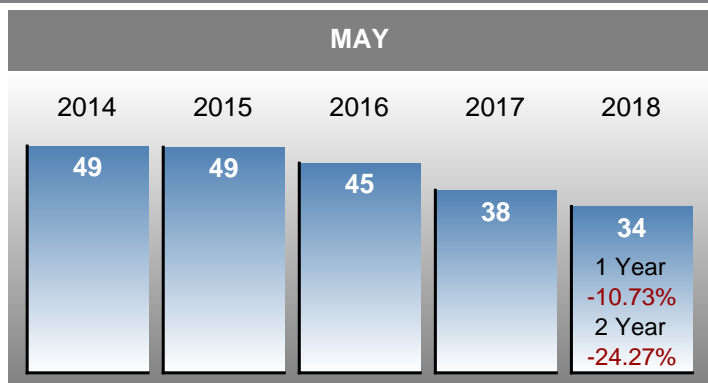
# May 2018

Area Delimited by County Of Washington



## AVERAGE DAYS ON MARKET TO SALE

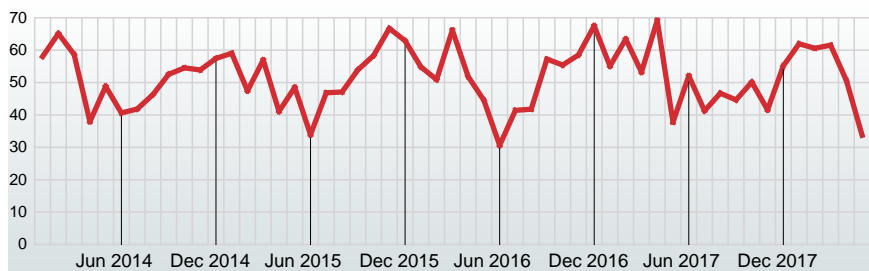
Report produced on Jun 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 43

3 MONTHS



**High**  
Apr 2017 = 69  
**Low**  
Jun 2016 = 31

Average Days on Market this month at **34**, below the 5 yr MAY average of **43**

MAY	62
APR	51
APR	-17.72%
MAY	34
MAY	-33.41%

### 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
\$30,000 and less	6	8.82%	28.5	41.0	25.0	14.0	0.0
\$30,001 - \$60,000	8	11.76%	37.6	65.3	21.0	0.0	0.0
\$60,001 - \$90,000	11	16.18%	52.3	50.0	52.5	0.0	0.0
\$90,001 - \$120,000	17	25.00%	37.1	49.3	38.5	5.0	0.0
\$120,001 - \$170,000	9	13.24%	23.1	0.0	25.0	22.6	0.0
\$170,001 - \$220,000	10	14.71%	27.8	0.0	36.5	9.0	32.0
\$220,001 and up	7	10.29%	18.6	0.0	29.0	16.8	0.0
<b>Average Closed DOM</b>			<b>33.7</b>	<b>52.5</b>	<b>37.5</b>	<b>16.3</b>	<b>32.0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>33.7</b>	<b>10</b>	<b>38</b>	<b>19</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>8,165,572</b>	<b>656.00K</b>	<b>3.97M</b>	<b>3.35M</b>	<b>195.00K</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

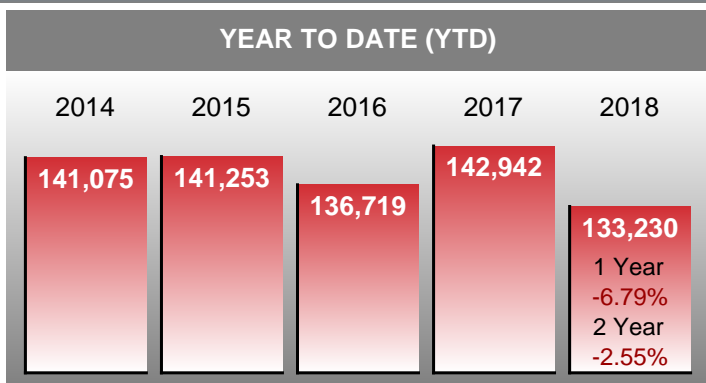
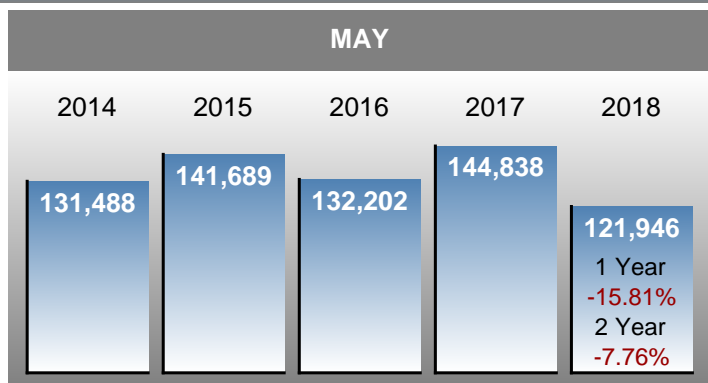
# May 2018

Area Delimited by County Of Washington



## AVERAGE LIST PRICE AT CLOSING

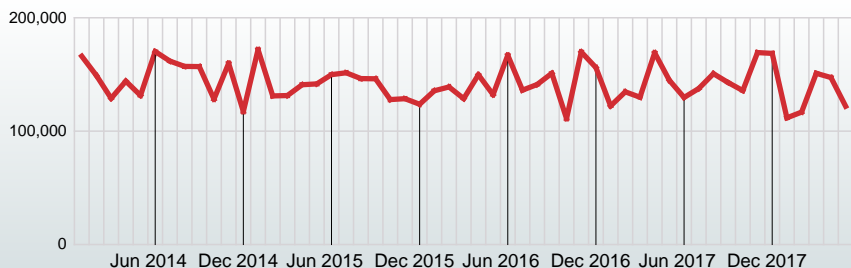
Report produced on Jun 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 134,433

3 MONTHS



**High**  
Jan 2015 = 171,894  
**Low**  
Oct 2016 = 111,092  
*Average List Price*  
this month at **121,946**,  
below the 5 yr MAY  
average of **134,433**

MAY	151,003
APR	147,270
MAR	-2.47%
FEB	121,946
JAN	-17.20%

### 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
\$30,000 and less	4	5.88%	26,375	30,250	29,833	30,000	0
\$30,001 - \$60,000	9	13.24%	46,689	54,333	48,940	0	0
\$60,001 - \$90,000	12	17.65%	75,667	72,000	78,800	0	0
\$90,001 - \$120,000	17	25.00%	105,647	97,350	109,509	94,000	0
\$120,001 - \$170,000	10	14.71%	149,780	0	146,450	153,271	0
\$170,001 - \$220,000	9	13.24%	194,633	0	193,217	174,833	199,900
\$220,001 and up	7	10.29%	259,014	0	319,000	249,016	0
<b>Average List Price</b>			121,946	68,490	107,842	174,184	199,900
<b>Total Closed Units</b>		100%	121,946	10	38	19	1
<b>Total Closed Volume</b>			8,292,295	684.90K	4.10M	3.31M	199.90K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



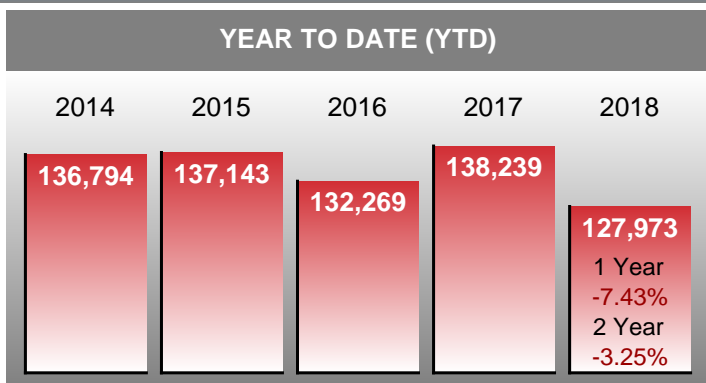
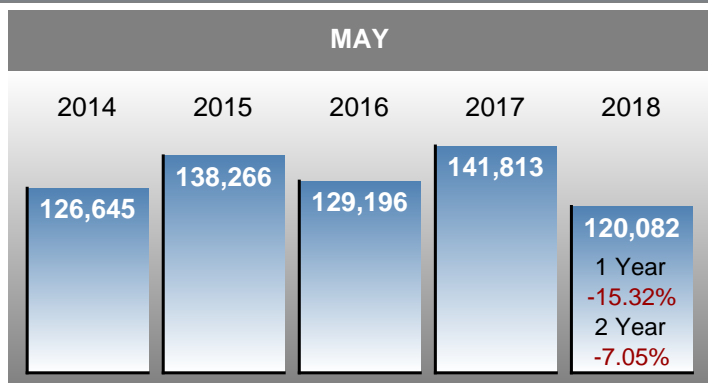
# May 2018

Area Delimited by County Of Washington



## AVERAGE SOLD PRICE AT CLOSING

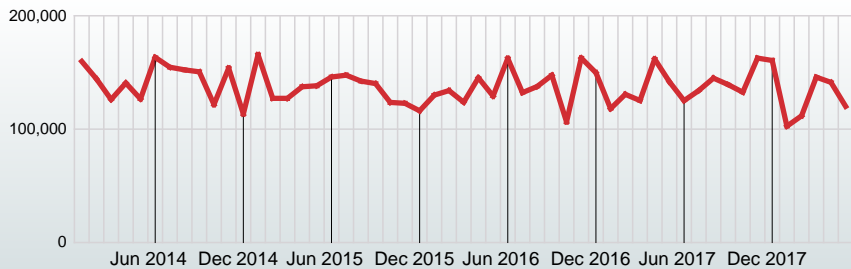
Report produced on Jun 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 131,200

3 MONTHS



**High**  
Jan 2015 = 165,666  
**Low**  
Jan 2018 = 102,591  
*Average Sold Price*  
this month at **120,082**,  
below the 5 yr MAY  
average of **131,200**

MAY	145,875
APR	141,247
MAR	-3.17%
FEB	120,082
JAN	-14.98%

### 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
\$30,000 and less	6	8.82%	26,167	28,750	23,167	30,000	0
\$30,001 - \$60,000	8	11.76%	48,688	49,000	48,500	0	0
\$60,001 - \$90,000	11	16.18%	74,134	72,000	74,348	0	0
\$90,001 - \$120,000	17	25.00%	103,335	94,875	106,836	101,000	0
\$120,001 - \$170,000	9	13.24%	149,833	0	143,750	151,571	0
\$170,001 - \$220,000	10	14.71%	190,170	0	189,533	189,833	195,000
\$220,001 and up	7	10.29%	256,671	0	312,000	247,449	0
<b>Average Sold Price</b>			120,082	65,600	104,405	176,168	195,000
<b>Total Closed Units</b>		100%	120,082	10	38	19	1
<b>Total Closed Volume</b>			8,165,572	656.00K	3.97M	3.35M	195.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

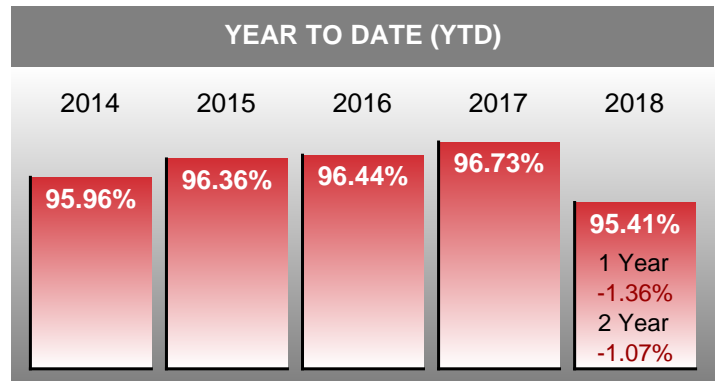
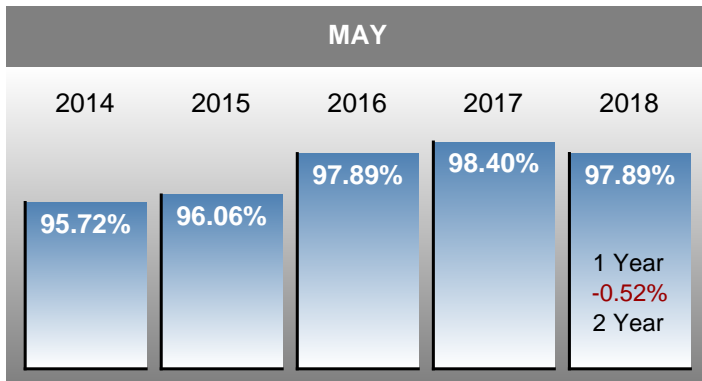
# May 2018

Area Delimited by County Of Washington



## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

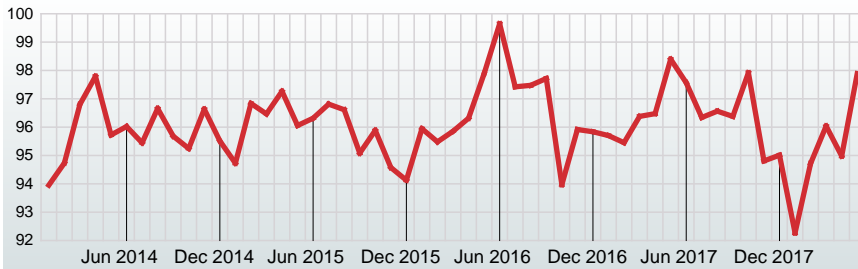
Report produced on Jun 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 97.19%

### 3 MONTHS



**High**  
Jun 2016 = 99.65%

**Low**  
Jan 2018 = 92.27%

Average Sold/List Ratio this month at **97.89%**, above the 5 yr MAY average of **97.19%**

M A R	96.04%
A P R	94.98%
M A Y	97.89%
YTD	3.06%

## 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
\$30,000 and less	6	8.82%	90.59%	95.31%	84.31%	100.00%	0.00%
\$30,001 \$60,000	8	11.76%	97.25%	89.34%	102.00%	0.00%	0.00%
\$60,001 \$90,000	11	16.18%	95.12%	100.00%	94.63%	0.00%	0.00%
\$90,001 \$120,000	17	25.00%	98.90%	97.58%	97.60%	108.64%	0.00%
\$120,001 \$170,000	9	13.24%	98.81%	0.00%	98.10%	99.01%	0.00%
\$170,001 \$220,000	10	14.71%	102.41%	0.00%	98.09%	112.66%	97.55%
\$220,001 and up	7	10.29%	99.15%	0.00%	97.81%	99.37%	0.00%
<b>Average Sold/List Ratio</b>			<b>97.90%</b>	<b>94.90%</b>	<b>96.46%</b>	<b>102.35%</b>	<b>97.55%</b>
<b>Total Closed Units</b>	<b>68</b>	<b>100%</b>	<b>97.90%</b>	<b>10</b>	<b>38</b>	<b>19</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,165,572</b>			<b>656.00K</b>	<b>3.97M</b>	<b>3.35M</b>	<b>195.00K</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

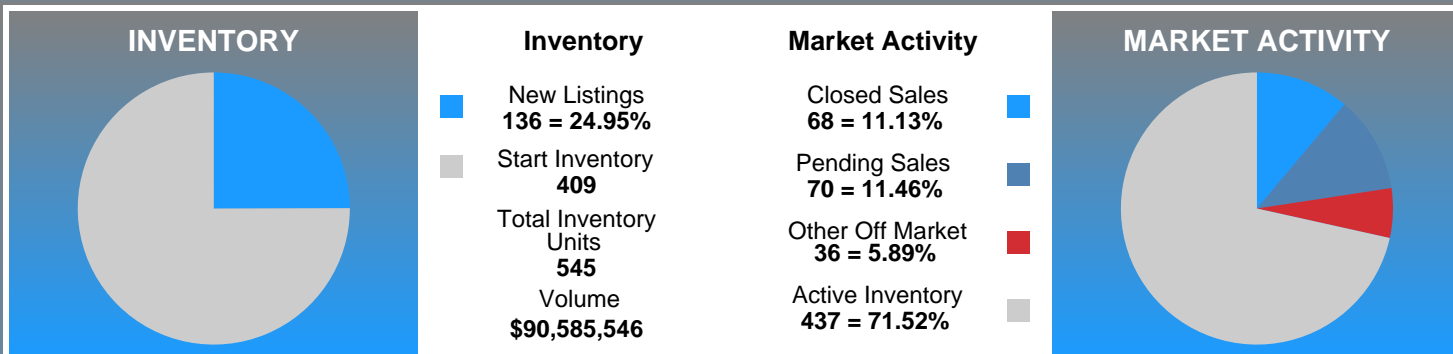
# May 2018

Area Delimited by County Of Washington



## MARKET SUMMARY

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

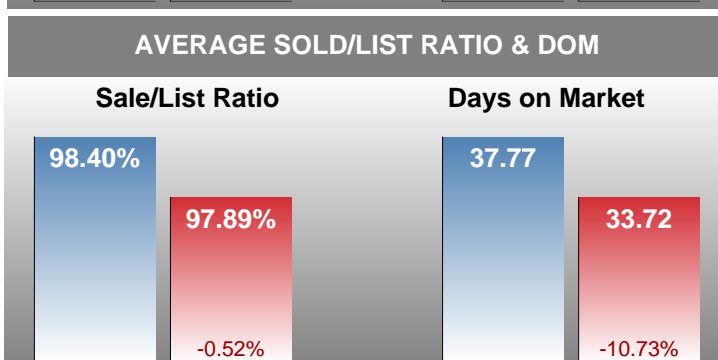
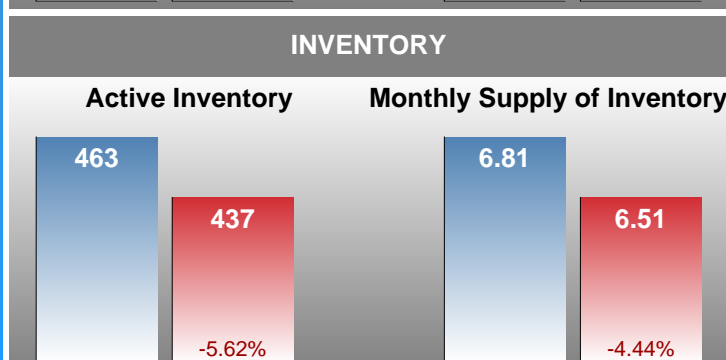
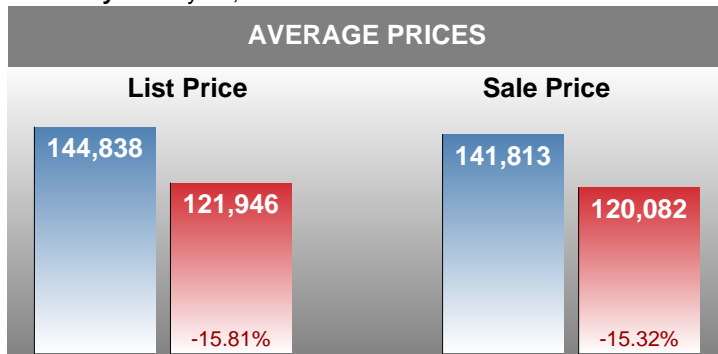
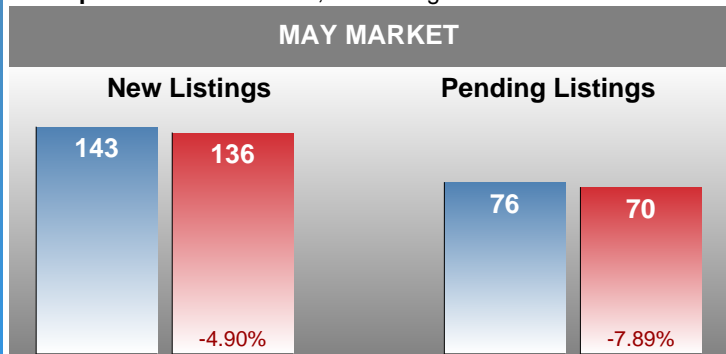


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	88	68	-22.73%	330	312	-5.45%
Pending Sales	76	70	-7.89%	353	354	0.28%
New Listings	143	136	-4.90%	727	646	-11.14%
Average List Price	144,838	121,946	-15.81%	142,942	133,230	-6.79%
Average Sale Price	141,813	120,082	-15.32%	138,239	127,973	-7.43%
Average Percent of Selling Price to List Price	98.40%	97.89%	-0.52%	96.73%	95.41%	-1.36%
Average Days on Market to Sale	37.77	33.72	-10.73%	54.55	52.41	-3.93%
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



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®