



April 2018

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

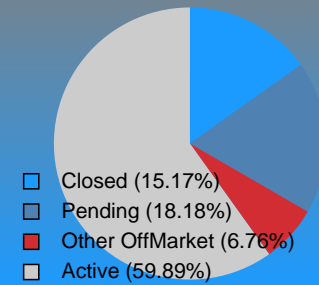


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	1,247	1,361	9.14%
Pending Listings	1,425	1,631	14.46%
New Listings	2,257	2,447	8.42%
Median List Price	153,001	162,500	6.21%
Median Sale Price	149,900	159,960	6.71%
Median Percent of List Price to Selling Price	98.87%	98.62%	-0.26%
Median Days on Market to Sale	24.00	26.00	8.33%
End of Month Inventory	5,013	5,374	7.20%
Months Supply of Inventory	4.16	4.36	4.67%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,233** Sales/Month
Active Inventory as of April 30, 2018 = **5,374**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2018 rose **7.20%** to 5,374 existing homes available for sale. Over the last 12 months this area has had an average of 1,233 closed sales per month. This represents an unsold inventory index of **4.36** 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 **6.71%** in April 2018 to \$159,960 versus the previous year at \$149,900.

Median Days on Market Lengthens

The median number of **26.00** days that homes spent on the market before selling increased by 2.00 days or **8.33%** in April 2018 compared to last year's same month at **24.00** DOM.

Sales Success for April 2018 is Positive

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

There were 2,447 New Listings in April 2018, up **8.42%** from last year at 2,257. Furthermore, there were 1,361 Closed Listings this month versus last year at 1,247, a **9.14%** increase.

Closed versus Listed trends yielded a **55.6%** ratio, up from previous year's, April 2017, at **55.3%**, a **0.67%** upswing. This will certainly create pressure on an increasing 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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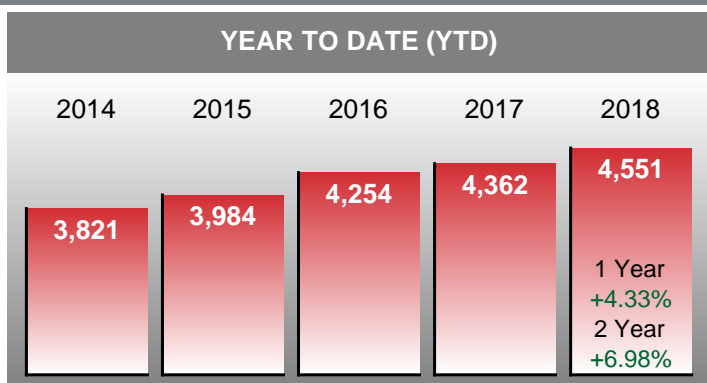
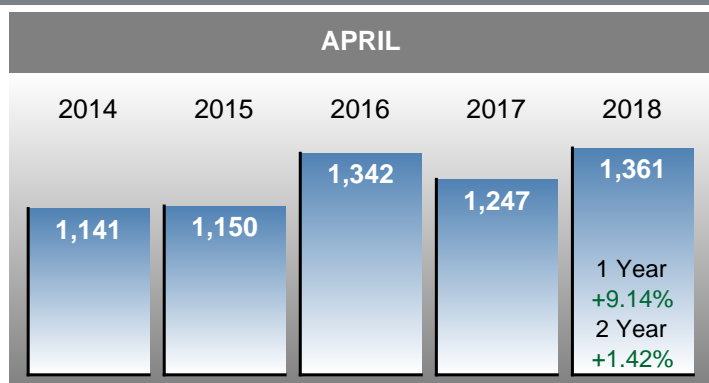
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CLOSED LISTINGS

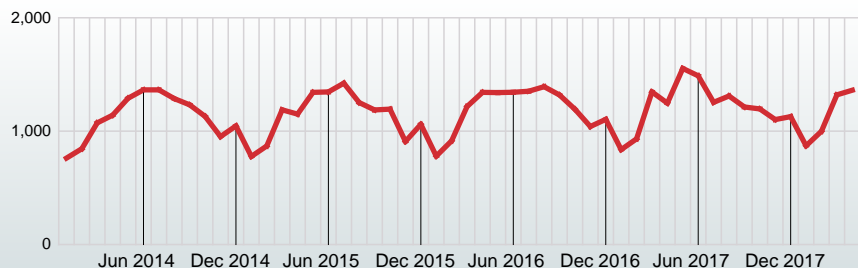
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 1,248

3 MONTHS



High
May 2017 = 1,553
Low
Jan 2014 = 762
Closed Listings
this month at **1,361**,
above the 5 yr APR
average of **1,248**

FEB	999
MAR	1,320
APR	1,361
32.13%	
3.11%	

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	118	8.67%	20.5	73	39	6	0
\$50,001 - \$100,000	190	13.96%	27.0	66	113	10	1
\$100,001 - \$125,000	122	8.96%	26.5	17	93	11	1
\$125,001 - \$175,000	336	24.69%	22.0	30	238	63	5
\$175,001 - \$225,000	232	17.05%	35.0	8	129	88	7
\$225,001 - \$325,000	216	15.87%	28.5	10	79	116	11
\$325,001 and up	147	10.80%	36.0	5	33	81	28
Total Closed Units	1,361			209	724	375	53
Total Closed Volume	260,190,241	100%	26.0	21.57M	117.41M	97.57M	23.64M
Median Closed Price	\$159,960			\$78,000	\$148,000	\$230,000	\$350,000

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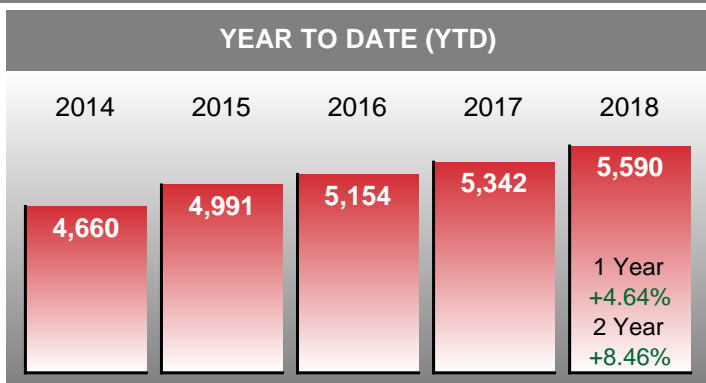
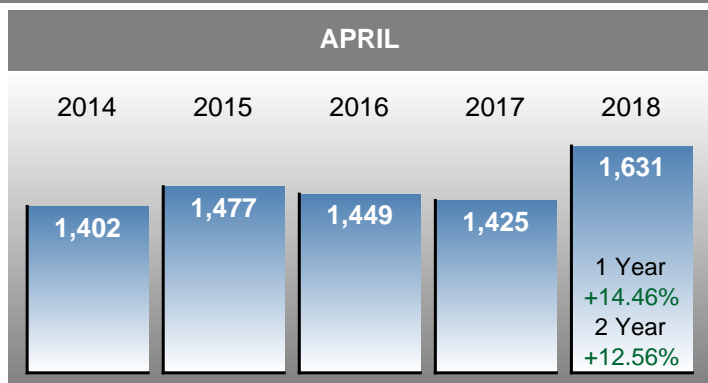
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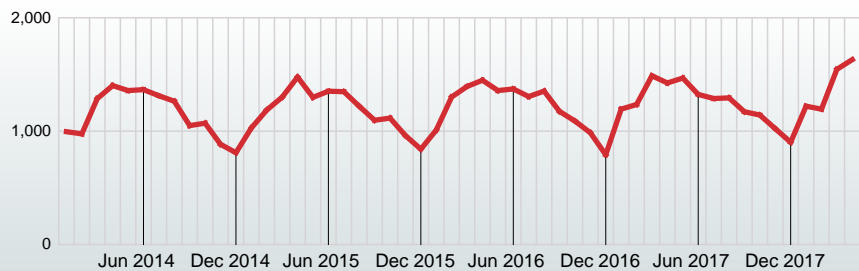
PENDING LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 1,477 **3 MONTHS**



High
Apr 2018 = 1,631
Low
Dec 2016 = 792
Pending Listings
this month at **1,631**,
above the 5 yr APR
average of **1,477**

FEB	1,194
MAR	1,545
APR	1,631
APR	5.57%
APR	29.40%

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	112	6.87%	26.0	64	41	5	2
\$50,001 - \$100,000	254	15.57%	15.0	120	120	14	0
\$100,001 - \$125,000	159	9.75%	25.0	26	117	16	0
\$125,001 - \$175,000	389	23.85%	23.0	35	285	64	5
\$175,001 - \$250,000	328	20.11%	23.5	17	175	125	11
\$250,001 - \$350,000	223	13.67%	34.0	10	67	120	26
\$350,001 and up	166	10.18%	39.0	8	21	97	40
Total Pending Units	1,631			280	826	441	84
Total Pending Volume	324,635,442	100%	25.0	29.87M	133.46M	125.57M	35.74M
Median Listing Price	\$165,000			\$70,000	\$150,000	\$249,900	\$347,450

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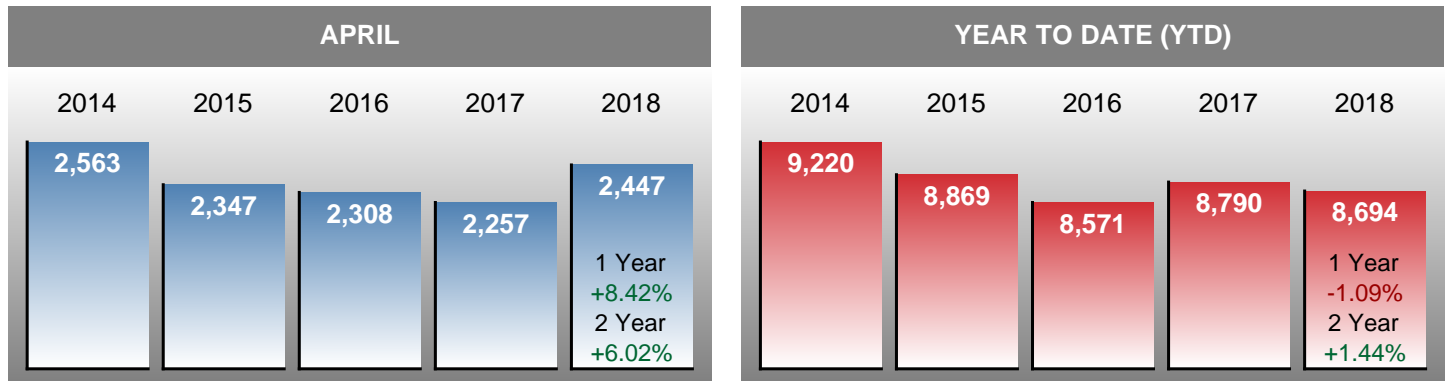
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NEW LISTINGS

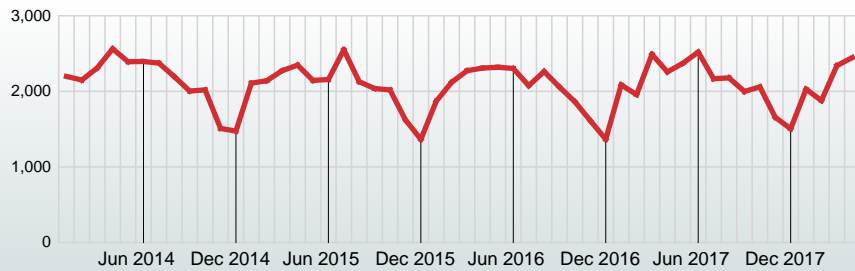
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 2,384

3 MONTHS



High Apr 2014 = 2,563
 Low Dec 2015 = 1,365
 New Listings this month at 2,447, above the 5 yr APR average of 2,384

FEB	1,878
MAR	2,340
APR	2,447
APR	4.57%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	104	4.25%	94	7	2	1
\$25,001 - \$75,000	351	14.34%	240	93	18	0
\$75,001 - \$125,000	332	13.57%	76	217	35	4
\$125,001 - \$200,000	694	28.36%	83	453	150	8
\$200,001 - \$275,000	347	14.18%	26	146	158	17
\$275,001 - \$425,000	360	14.71%	23	71	219	47
\$425,001 and up	259	10.58%	29	38	132	60
Total New Listed Units	2,447		571	1,025	714	137
Total New Listed Volume	616,995,983	100%	115.37M	182.22M	236.26M	83.15M
Median New Listed Listing Price	\$175,000		\$65,000	\$158,000	\$274,900	\$399,000

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April 2018

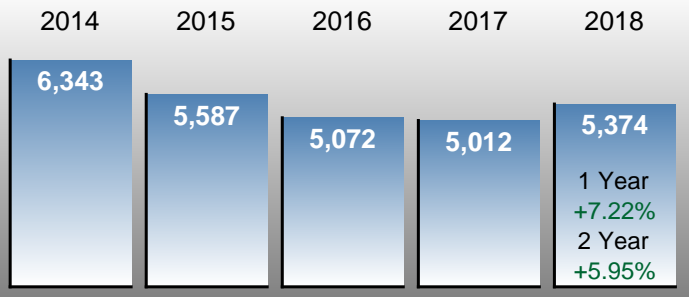
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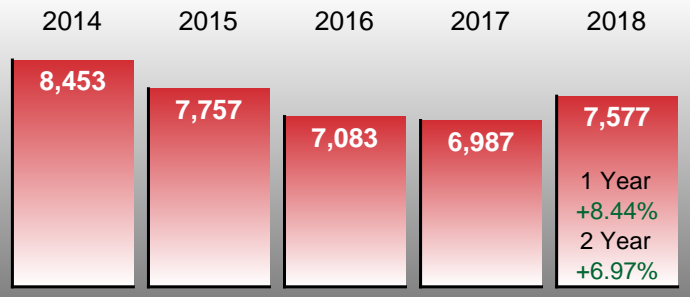
ACTIVE INVENTORY

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END OF APRIL



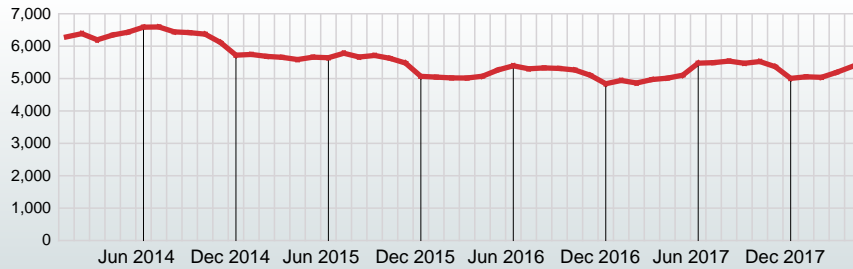
ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 5,478

3 MONTHS



High
Jul 2014 = 6,593

Low
Dec 2016 = 4,840

Inventory
this month at **5,374**,
below the 5 yr APR
average of **5,478**

FEB 5,038

MAR 5,194
3.10%

APR 5,374
3.47%

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	255	4.75%	72.0	243	11	1	0
\$25,001 - \$75,000	818	15.22%	60.0	598	186	34	0
\$75,001 - \$125,000	659	12.26%	49.0	242	349	58	10
\$125,001 - \$225,000	1,384	25.75%	44.0	277	784	296	27
\$225,001 - \$325,000	923	17.18%	54.0	91	282	483	67
\$325,001 - \$550,000	792	14.74%	55.0	84	151	427	130
\$550,001 and up	543	10.10%	60.0	136	54	195	158
Total Active Inventory by Units	5,374			1,671	1,817	1,494	392
Total Active Inventory by Volume	1,573,617,539	100%	53.0	401.91M	361.71M	545.67M	264.32M
Median Active Inventory Listing Price	\$189,900			\$75,000	\$164,900	\$299,000	\$454,950

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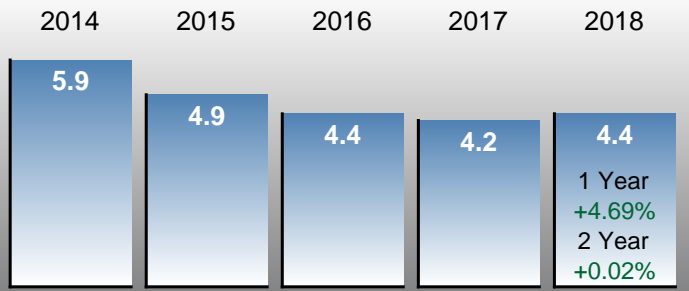
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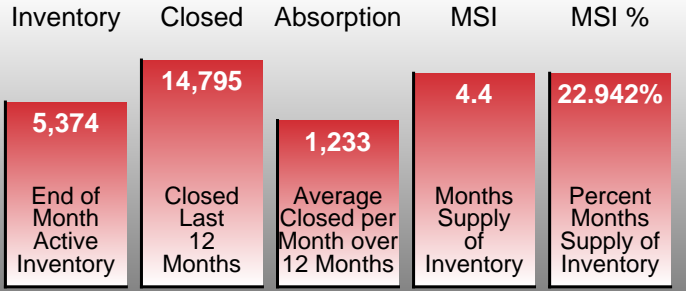
MONTHS SUPPLY of INVENTORY (MSI)

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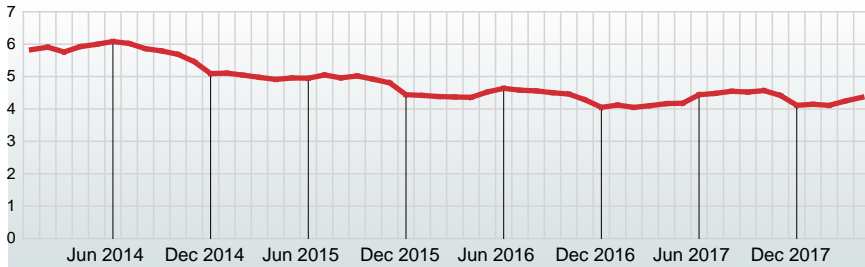
MSI FOR APRIL



INDICATORS FOR APRIL 2018



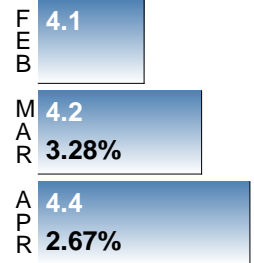
5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 4.7

3 MONTHS

High
Jun 2014 = 6.1
Low
Feb 2017 = 4.0
Months Supply
this month at **4.4**,
below the 5 yr APR
average of **4.7**



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	255	4.75%	6.9	8.8	1.4	0.9	0.0
\$25,001 - \$75,000	818	15.22%	5.2	8.3	2.5	3.6	0.0
\$75,001 - \$125,000	659	12.26%	3.1	6.6	2.2	3.3	5.2
\$125,001 - \$225,000	1,384	25.75%	2.8	8.2	2.4	2.4	2.9
\$225,001 - \$325,000	923	17.18%	4.9	10.0	4.0	5.1	4.8
\$325,001 - \$550,000	792	14.74%	7.4	21.4	6.4	6.8	7.8
\$550,001 and up	543	10.10%	16.6	56.3	10.1	14.0	14.3
Market Supply of Inventory (MSI)	4.4	100%	4.4	9.0	2.7	4.6	7.3
Total Active Inventory by Units	5,374			1,671	1,817	1,494	392

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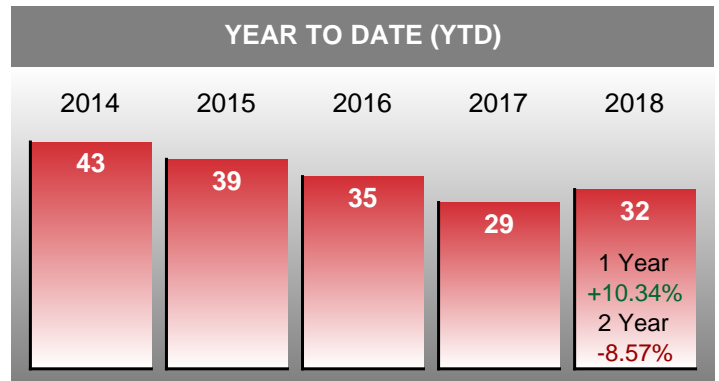
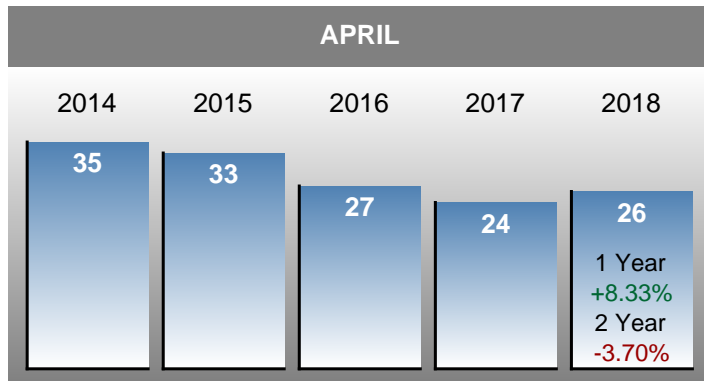
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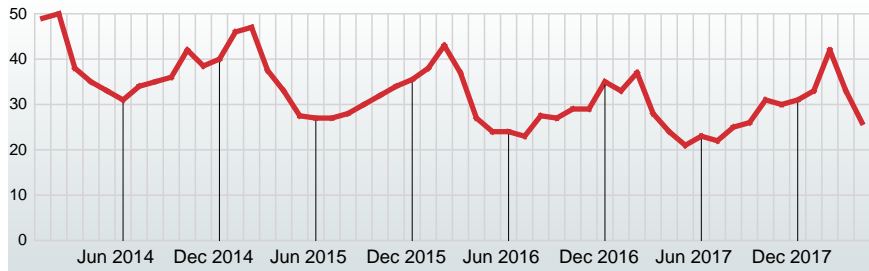


MEDIAN DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 29 **3 MONTHS**

High
Feb 2014 = 50
Low
May 2017 = 21
Median Days on Market
this month at **26**,
below the 5 yr APR
average of **29**

FEB	42
MAR	33
APR	26
	-21.43%
	-21.21%

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	118	8.67%	20.5	26.0	12.0	20.5	0.0
\$50,001 - \$100,000	190	13.96%	27.0	31.5	18.0	33.5	50.0
\$100,001 - \$125,000	122	8.96%	26.5	26.0	27.0	26.0	7.0
\$125,001 - \$175,000	336	24.69%	22.0	22.0	21.0	25.0	12.0
\$175,001 - \$225,000	232	17.05%	35.0	25.0	28.0	43.5	31.0
\$225,001 - \$325,000	216	15.87%	28.5	25.0	18.0	33.5	44.0
\$325,001 and up	147	10.80%	36.0	139.0	17.0	43.0	33.0
Median Closed DOM	26.0			28.0	21.0	35.0	31.0
Total Closed Units	1,361			209	724	375	53
Total Closed Volume	260,190,241			21.57M	117.41M	97.57M	23.64M

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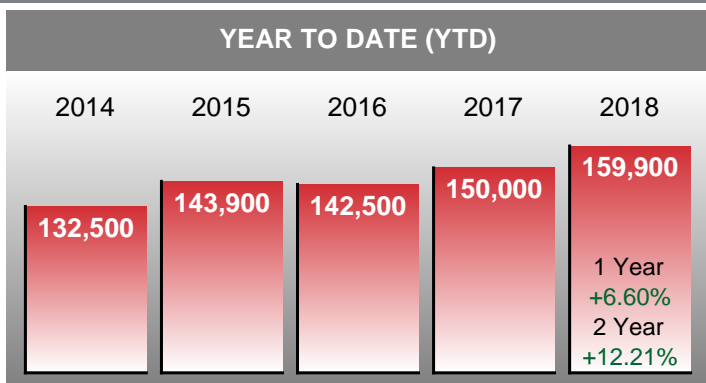
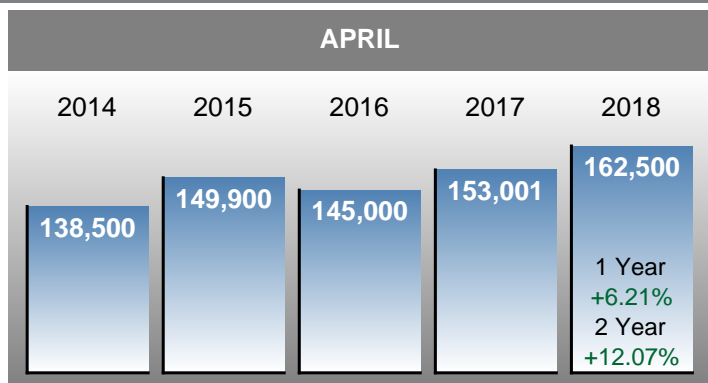
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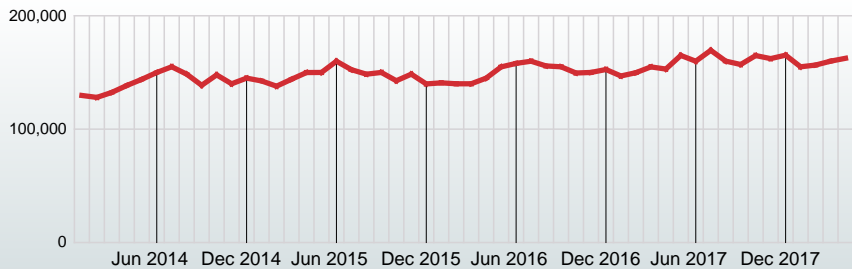
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 149,780 **3 MONTHS**



High
Jul 2017 = 169,500
Low
Feb 2014 = 128,000
Median List Price
this month at **162,500**,
above the 5 yr APR
average of **149,780**

FEB	156,515
MAR	159,950
APR	162,500
APR	2.19%
APR	1.59%

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	109	8.01%	35,000	34,900	39,950	39,450	0
\$50,001 - \$100,000	196	14.40%	83,500	82,500	83,500	90,000	70,000
\$100,001 - \$125,000	117	8.60%	115,000	115,000	115,000	115,000	105,000
\$125,001 - \$175,000	330	24.25%	150,000	150,000	149,700	159,200	154,900
\$175,001 - \$225,000	231	16.97%	197,900	202,450	194,900	199,900	199,500
\$225,001 - \$325,000	221	16.24%	269,000	257,950	264,400	269,900	279,000
\$325,001 and up	157	11.54%	399,900	537,500	389,900	386,000	554,950
Median List Price			162,500	82,500	149,900	235,000	354,000
Total Closed Units		100%	162,500	209	724	375	53
Total Closed Volume			266,898,572	22.63M	119.89M	99.48M	24.90M

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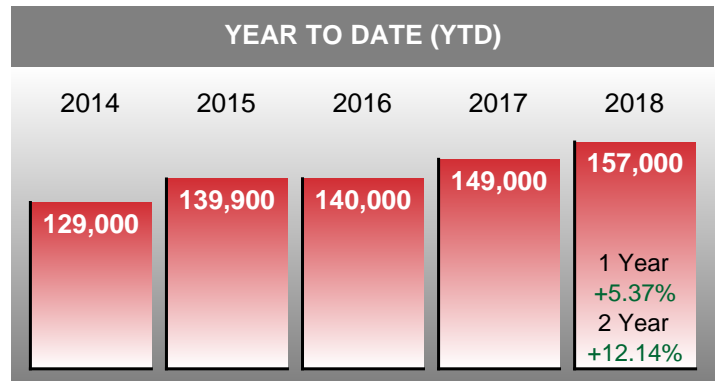
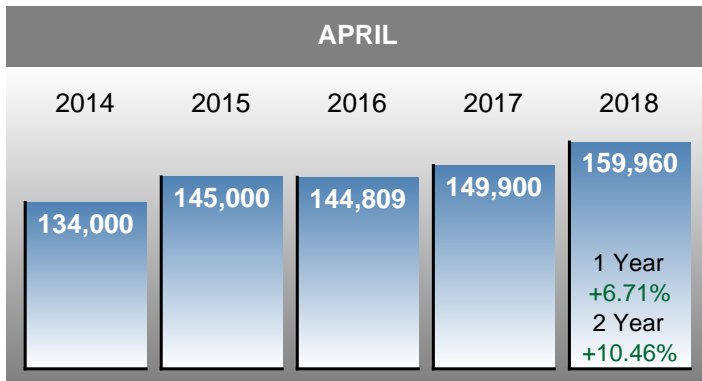
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MEDIAN SOLD PRICE AT CLOSING

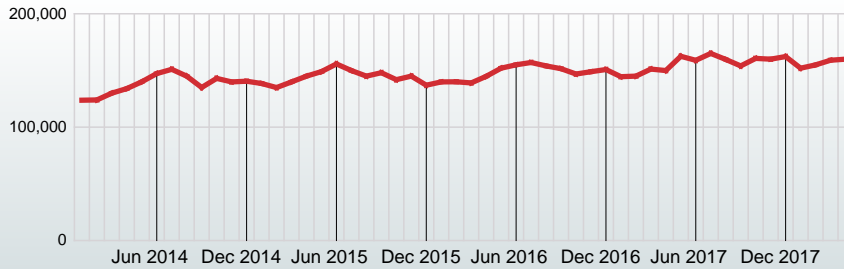
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 146,734

3 MONTHS



High
Jul 2017 = 165,000
Low
Jan 2014 = 123,750
Median Sold Price
this month at **159,960**,
above the 5 yr APR
average of **146,734**

FEB	154,900
MAR	159,000
APR	159,960
	2.65%
	0.60%

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	118	8.67%	33,501	29,500	39,000	33,501	0
\$50,001 - \$100,000	190	13.96%	80,000	78,900	83,140	89,450	60,000
\$100,001 - \$125,000	122	8.96%	113,850	108,000	114,999	114,900	116,000
\$125,001 - \$175,000	336	24.69%	149,900	144,450	148,235	158,500	149,900
\$175,001 - \$225,000	232	17.05%	195,000	204,250	192,500	198,750	205,000
\$225,001 - \$325,000	216	15.87%	267,857	253,950	267,000	269,000	264,900
\$325,001 and up	147	10.80%	400,000	590,000	385,000	382,900	542,450
Median Sold Price			159,960	78,000	148,000	230,000	350,000
Total Closed Units		100%	1,361	209	724	375	53
Total Closed Volume			260,190,241	21.57M	117.41M	97.57M	23.64M

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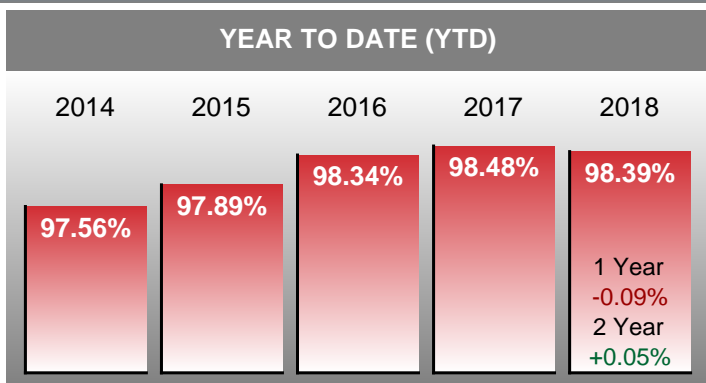
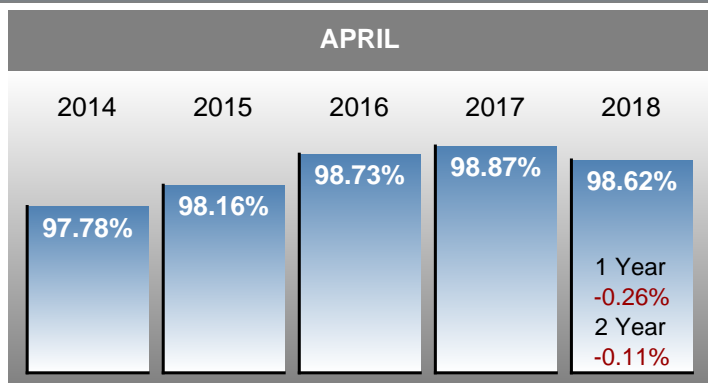
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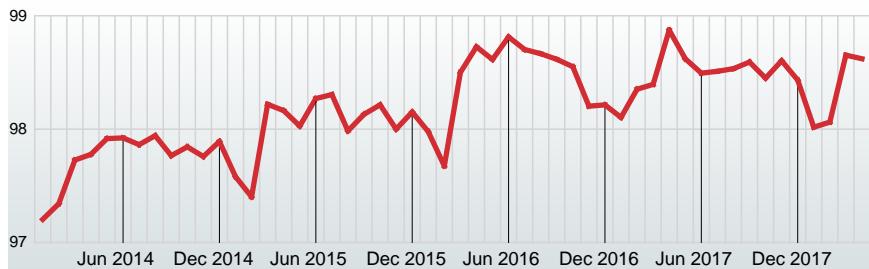
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 98.43% 3 MONTHS



High
Apr 2017 = 98.87%

Low
Jan 2014 = 97.20%

Median Sold/List Ratio this month at **98.62%**, above the 5 yr APR average of **98.43%**

FEB	98.06%
MAR	98.65%
APR	98.62%
MAY	-0.03%

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	118	8.67%	90.99%	87.50%	96.19%	96.77%	0.00%
\$50,001 - \$100,000	190	13.96%	97.02%	97.28%	96.92%	94.79%	85.71%
\$100,001 - \$125,000	122	8.96%	99.76%	100.00%	99.43%	100.00%	110.48%
\$125,001 - \$175,000	336	24.69%	99.46%	96.62%	100.00%	98.81%	97.12%
\$175,001 - \$225,000	232	17.05%	98.96%	97.25%	98.90%	99.55%	96.74%
\$225,001 - \$325,000	216	15.87%	99.02%	95.07%	99.00%	99.58%	98.16%
\$325,001 and up	147	10.80%	97.81%	94.40%	97.92%	98.27%	97.50%
Median Sold/List Ratio			98.62%	95.53%	99.04%	98.92%	97.48%
Total Closed Units		100%	98.62%	209	724	375	53
Total Closed Volume				21.57M	117.41M	97.57M	23.64M

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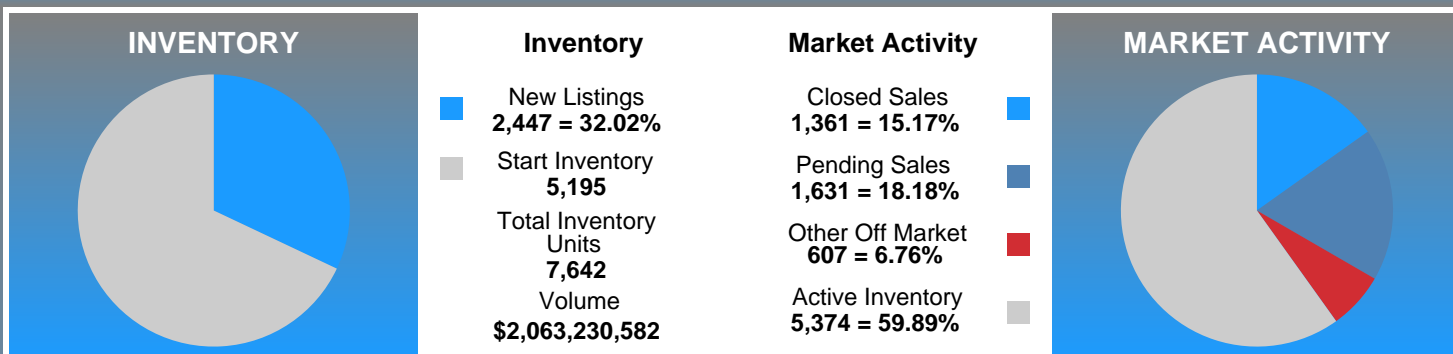
April 2018

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



MARKET SUMMARY

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

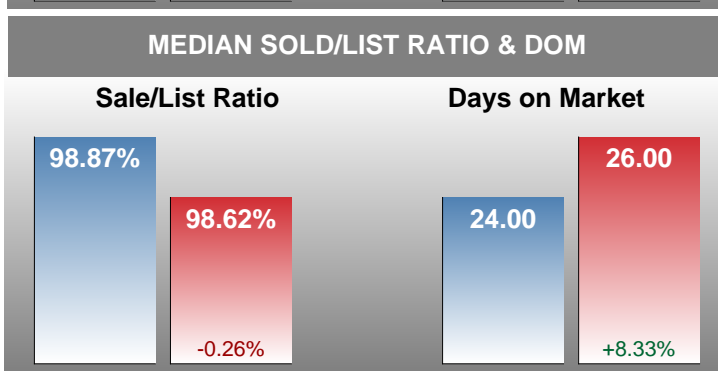
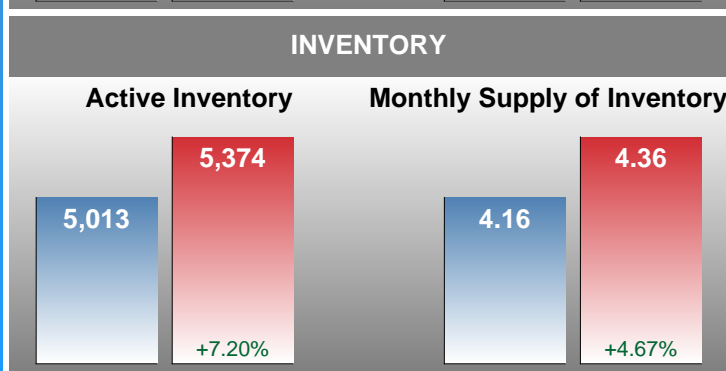
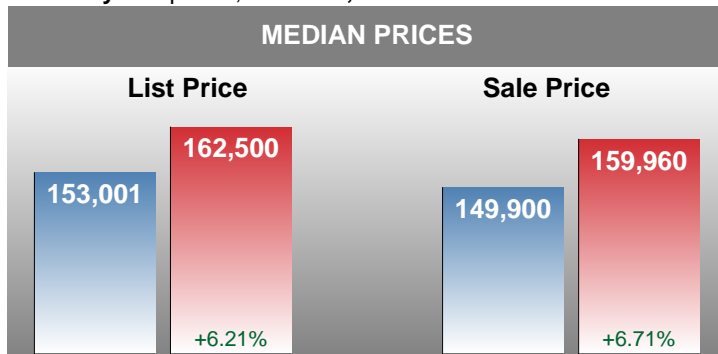
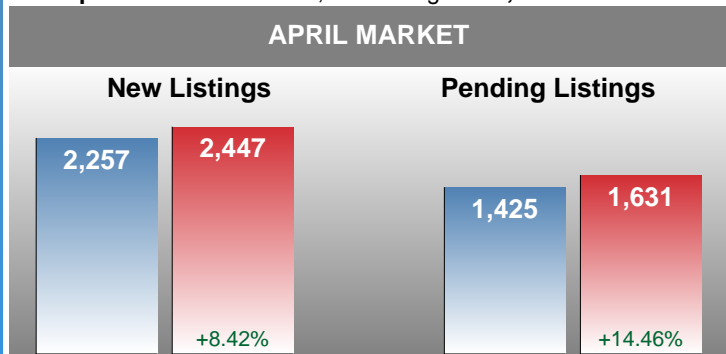


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,247	1,361	9.14%	4,362	4,551	4.33%
Pending Sales	1,425	1,631	14.46%	5,342	5,590	4.64%
New Listings	2,257	2,447	8.42%	8,790	8,694	-1.09%
Median List Price	153,001	162,500	6.21%	150,000	159,900	6.60%
Median Sale Price	149,900	159,960	6.71%	149,000	157,000	5.37%
Median Percent of Selling Price to List Price	98.87%	98.62%	-0.26%	98.48%	98.39%	-0.09%
Median Days on Market to Sale	24.00	26.00	8.33%	29.00	32.00	10.34%
Monthly Inventory	5,013	5,374	7.20%	5,013	5,374	7.20%
Months Supply of Inventory	4.16	4.36	4.67%	4.16	4.36	4.67%

Absorption: Last 12 months, an Average of **1,233** Sales/Month

Inventory on April 30, 2018 = **5,374**

2017 2018



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Email: support@mlstechnology.com