

June 2018

Area Delimited by County Of Washington

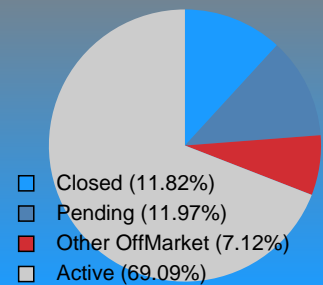


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	105,000	128,700	22.57%
Median Sale Price	100,000	129,500	29.50%
Median Percent of List Price to Selling Price	97.14%	98.87%	1.78%
Median Days on Market to Sale	42.00	21.00	-50.00%
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.

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 **29.50%** in June 2018 to \$129,500 versus the previous year at \$100,000.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 21.00 days or **50.00%** in June 2018 compared to last year's same month at **42.00** 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 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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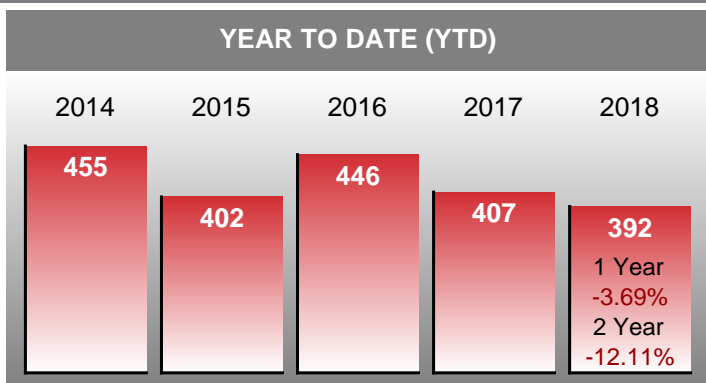
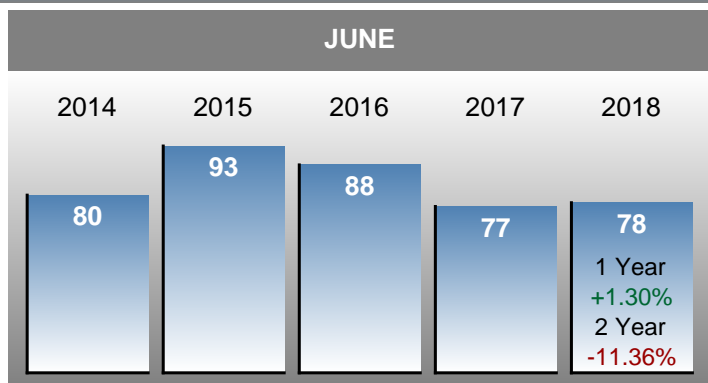
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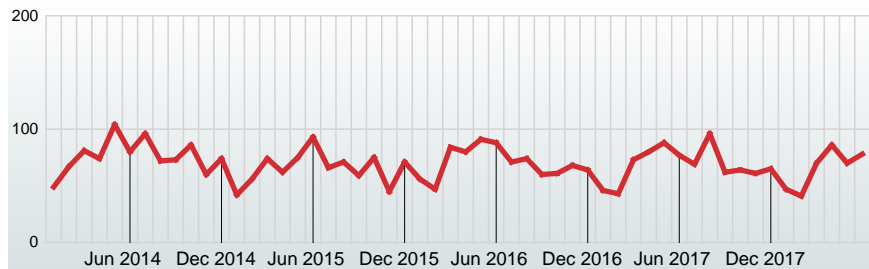


CLOSED LISTINGS

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



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

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	3.85%	28.0	1	2	0	0
\$20,001 - \$60,000	13	16.67%	21.0	3	10	0	0
\$60,001 - \$100,000	14	17.95%	43.0	3	9	1	1
\$100,001 - \$170,000	18	23.08%	14.5	2	9	7	0
\$170,001 - \$230,000	11	14.10%	19.0	0	4	7	0
\$230,001 - \$310,000	11	14.10%	8.0	1	4	6	0
\$310,001 and up	8	10.26%	47.5	0	0	7	1
Total Closed Units	78			10	38	28	2
Total Closed Volume	12,775,840	100%	21.0	965.49K	4.08M	7.32M	408.00K
Median Closed Price	\$129,500			\$63,000	\$87,250	\$228,000	\$204,000

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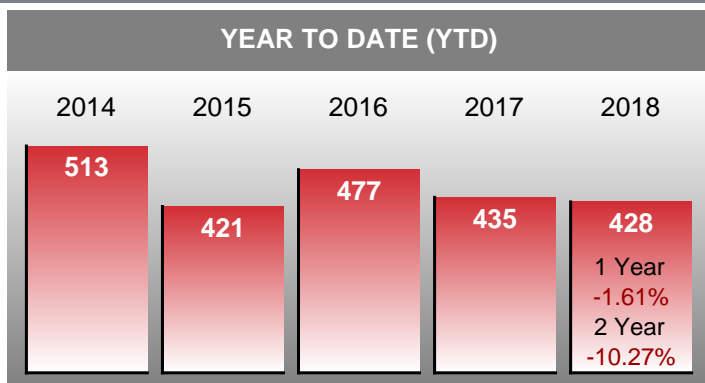
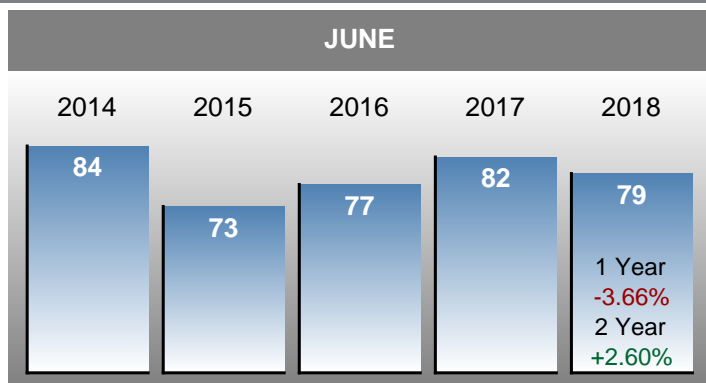
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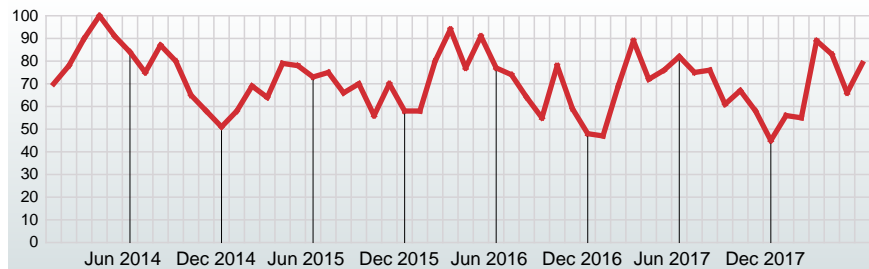


PENDING LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 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**

A	83
P	
R	
M	66
A	-20.48%
Y	
J	79
U	19.70%
N	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	7.59%	111.5	4	1	1	0
\$30,001 - \$70,000	11	13.92%	30.0	4	6	0	1
\$70,001 - \$100,000	9	11.39%	51.0	1	6	2	0
\$100,001 - \$140,000	21	26.58%	14.0	3	14	4	0
\$140,001 - \$210,000	14	17.72%	24.0	2	5	7	0
\$210,001 - \$290,000	11	13.92%	106.0	0	2	6	3
\$290,001 and up	7	8.86%	88.0	0	1	6	0
Total Pending Units	79			14	35	26	4
Total Pending Volume	11,788,418	100%	39.0	1.05M	4.15M	5.77M	821.50K
Median Listing Price	\$123,900			\$63,000	\$114,900	\$183,944	\$247,000

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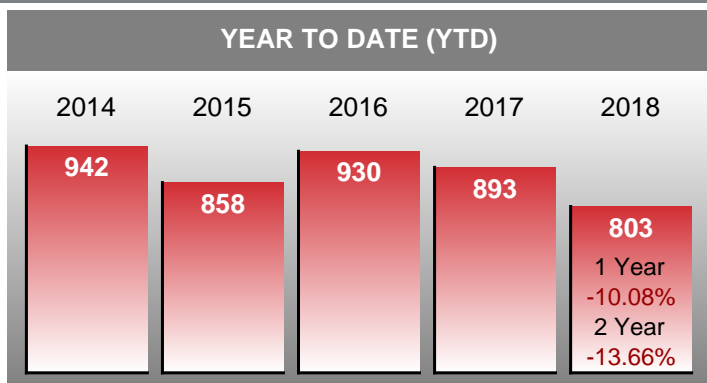
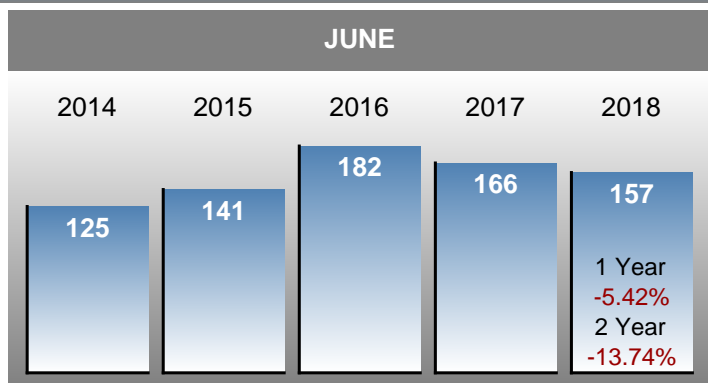
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NEW LISTINGS

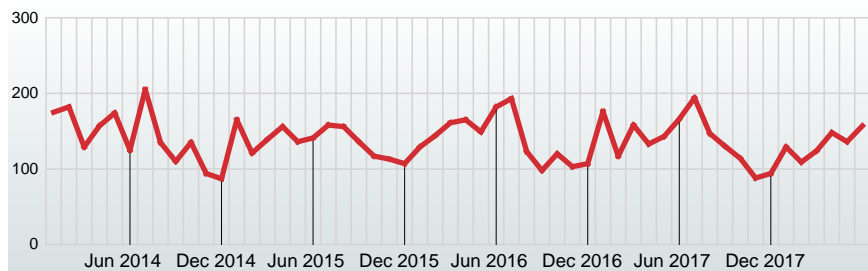
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5 YEAR MARKET ACTIVITY TRENDS

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
\$10,000 and less	2	1.27%	2	0	0	0
\$10,001 \$30,000	29	18.47%	23	6	0	0
\$30,001 \$70,000	26	16.56%	8	18	0	0
\$70,001 \$120,000	39	24.84%	6	27	6	0
\$120,001 \$170,000	24	15.29%	4	15	5	0
\$170,001 \$270,000	21	13.38%	1	8	12	0
\$270,001 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
Median New Listed Listing Price	\$105,000		\$29,500	\$108,500	\$194,950	\$312,450

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June 2018

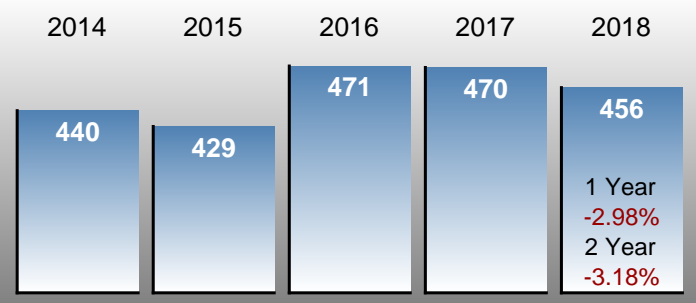
Area Delimited by County Of Washington



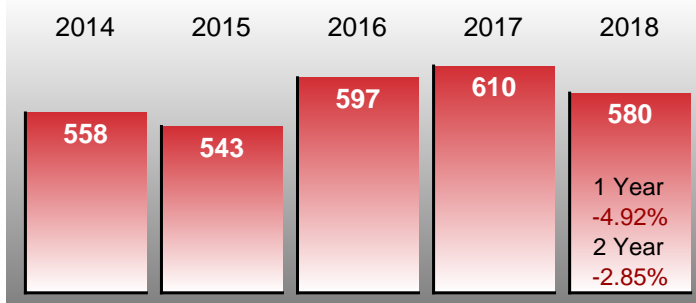
ACTIVE INVENTORY

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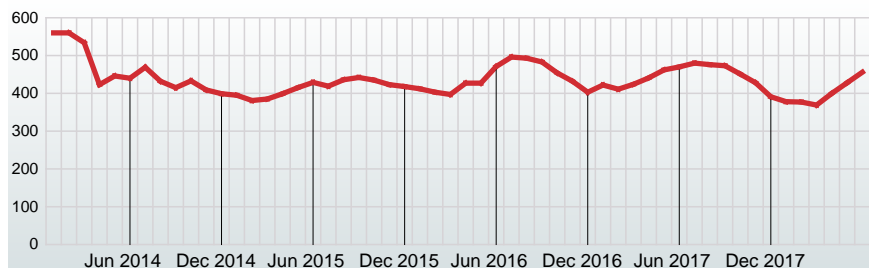
END OF JUNE



ACTIVE DURING JUNE



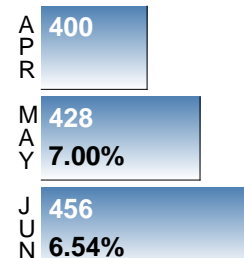
5 YEAR MARKET ACTIVITY TRENDS



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	36	7.89%	23.0	34	2	0	0
\$20,001 - \$40,000	46	10.09%	72.0	35	11	0	0
\$40,001 - \$60,000	59	12.94%	71.0	37	19	3	0
\$60,001 - \$130,000	136	29.82%	64.5	54	69	12	1
\$130,001 - \$210,000	71	15.57%	67.0	8	34	28	1
\$210,001 - \$360,000	62	13.60%	60.5	5	16	35	6
\$360,001 and up	46	10.09%	74.0	16	9	18	3
Total Active Inventory by Units	456			189	160	96	11
Total Active Inventory by Volume	75,591,617	100%	65.0	24.13M	23.16M	24.78M	3.52M
Median Active Inventory Listing Price	\$103,000			\$59,900	\$115,000	\$222,450	\$300,000

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June 2018

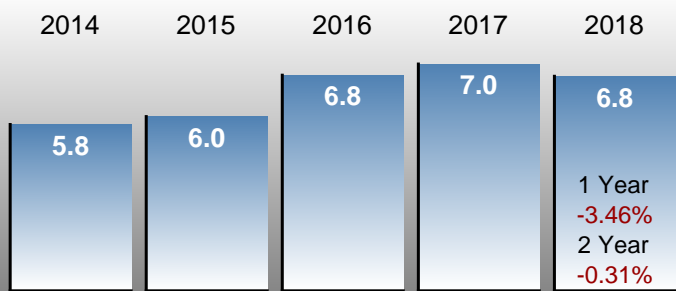
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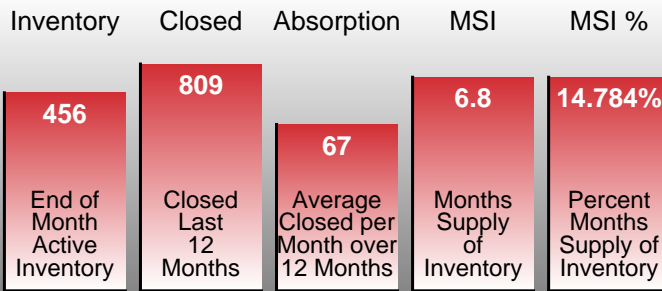
MONTHS SUPPLY of INVENTORY (MSI)

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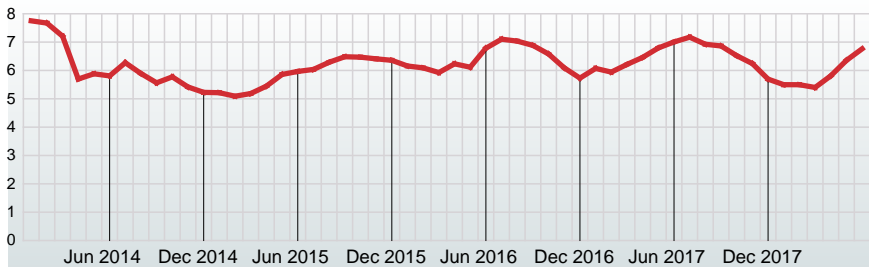
MSI FOR JUNE



INDICATORS FOR JUNE 2018



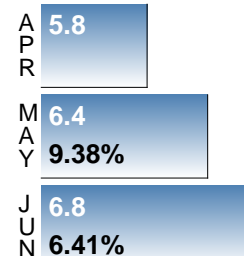
5 YEAR MARKET ACTIVITY TRENDS



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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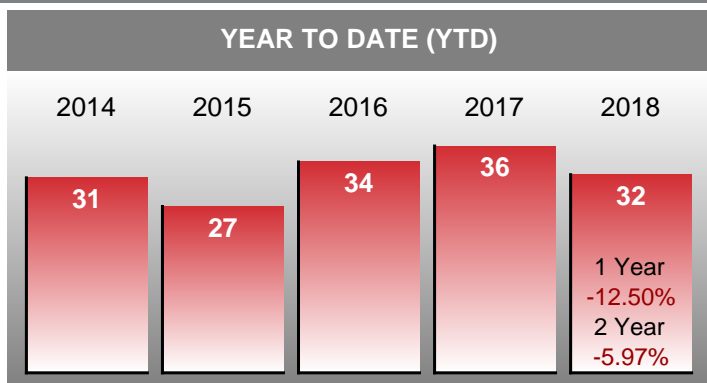
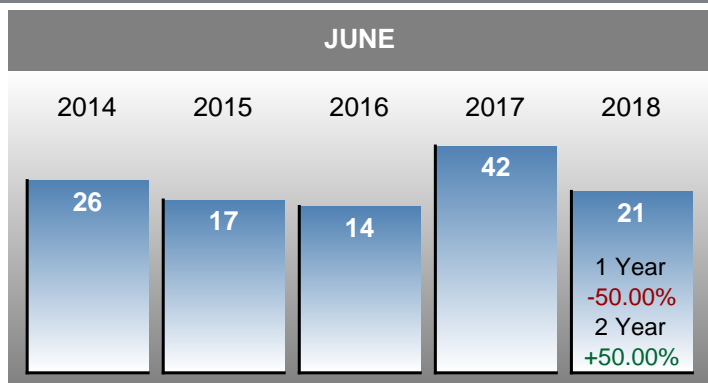
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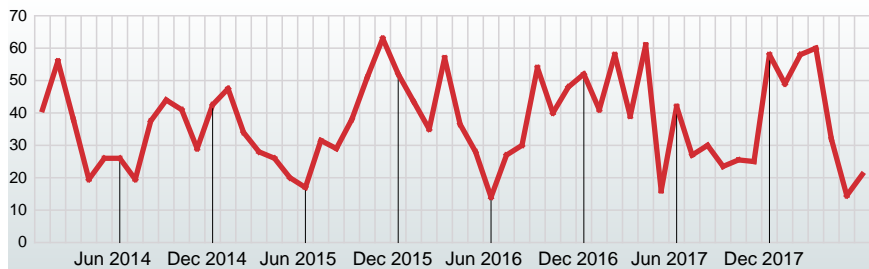


MEDIAN DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS | **5yr JUN AVG = 24** | **3 MONTHS**



High
Nov 2015 = 63
Low
Jun 2016 = 14
Median Days on Market
this month at **21**,
below the 5 yr JUN
average of **24**

A P R	32
M A Y	15 -54.69%
J U N	21 44.83%

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
\$20,000 and less	3	3.85%	28.0	28.0	43.0	0.0	0.0
\$20,001 - \$60,000	13	16.67%	21.0	9.0	28.5	0.0	0.0
\$60,001 - \$100,000	14	17.95%	43.0	63.0	42.0	3.0	4.0
\$100,001 - \$170,000	18	23.08%	14.5	9.0	18.0	10.0	0.0
\$170,001 - \$230,000	11	14.10%	19.0	0.0	16.0	25.0	0.0
\$230,001 - \$310,000	11	14.10%	8.0	143.0	8.0	17.0	0.0
\$310,001 and up	8	10.26%	47.5	0.0	0.0	21.0	74.0
Median Closed DOM			21.0	36.0	19.5	20.0	39.0
Total Closed Units		100%	21.0	10	38	28	2
Total Closed Volume			12,775,840	965.49K	4.08M	7.32M	408.00K

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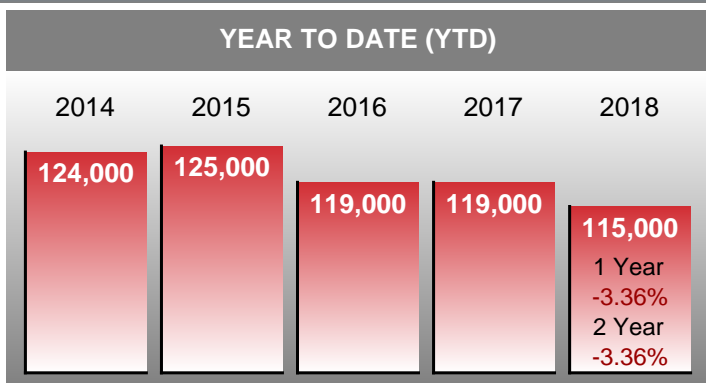
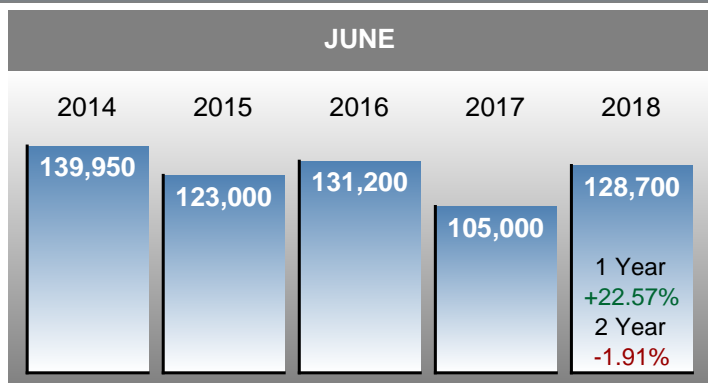
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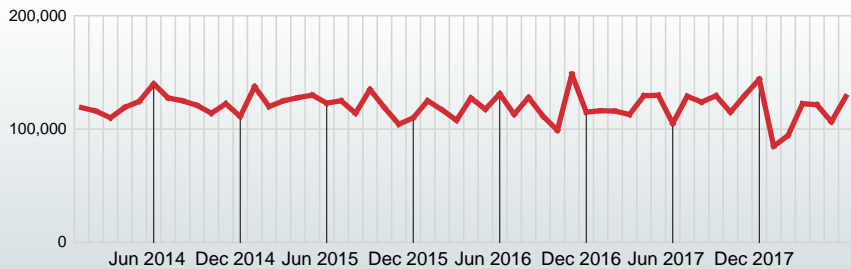
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 125,570 3 MONTHS



High
Nov 2016 = 148,450
Low
Jan 2018 = 84,900
Median List Price
this month at **128,700**,
above the 5 yr JUN
average of **125,570**

A	121,500
P	
R	
M	106,500
A	-12.35%
Y	
J	128,700
U	20.85%
N	

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
\$20,000 and less	4	5.13%	13,350	7,500	19,200	0	0
\$20,001 - \$60,000	12	15.38%	47,250	39,050	47,250	0	0
\$60,001 - \$100,000	13	16.67%	79,900	69,950	79,900	87,000	85,000
\$100,001 - \$170,000	18	23.08%	126,250	165,000	120,700	149,900	0
\$170,001 - \$230,000	10	12.82%	192,948	183,500	189,900	202,998	0
\$230,001 - \$310,000	12	15.38%	259,900	299,500	269,900	247,950	0
\$310,001 and up	9	11.54%	345,000	0	0	356,000	329,900
Median List Price			128,700	69,950	88,750	232,450	207,450
Total Closed Units		100%	128,700	10	38	28	2
Total Closed Volume			13,058,885	1.03M	4.13M	7.48M	414.90K

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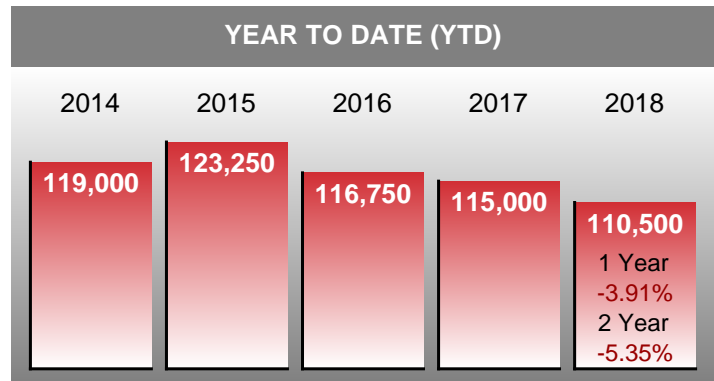
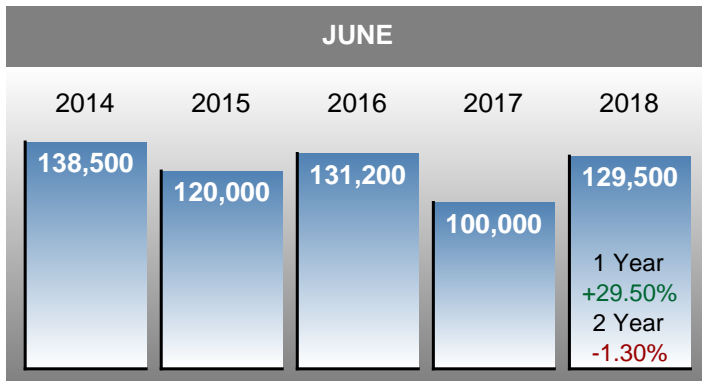
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MEDIAN SOLD PRICE AT CLOSING

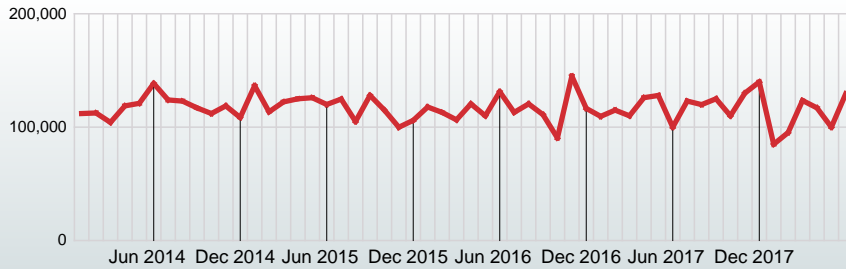
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 123,840

3 MONTHS



High
Nov 2016 = 145,000
Low
Jan 2018 = 84,900
Median Sold Price
this month at **129,500**,
above the 5 yr JUN
average of **123,840**

A	117,000
P	
R	
M	100,000
A	-14.53%
Y	
J	129,500
U	29.50%
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
\$20,000 and less	3	3.85%	5,000	5,000	11,650	0	0
\$20,001 - \$60,000	13	16.67%	45,000	50,600	45,000	0	0
\$60,001 - \$100,000	14	17.95%	81,000	65,000	80,000	90,000	85,000
\$100,001 - \$170,000	18	23.08%	129,500	167,323	119,900	139,500	0
\$170,001 - \$230,000	11	14.10%	200,000	0	192,500	210,000	0
\$230,001 - \$310,000	11	14.10%	268,900	285,440	270,000	259,400	0
\$310,001 and up	8	10.26%	342,500	0	0	350,000	323,000
Median Sold Price			129,500	63,000	87,250	228,000	204,000
Total Closed Units		100%	129,500	10	38	28	2
Total Closed Volume			12,775,840	965.49K	4.08M	7.32M	408.00K

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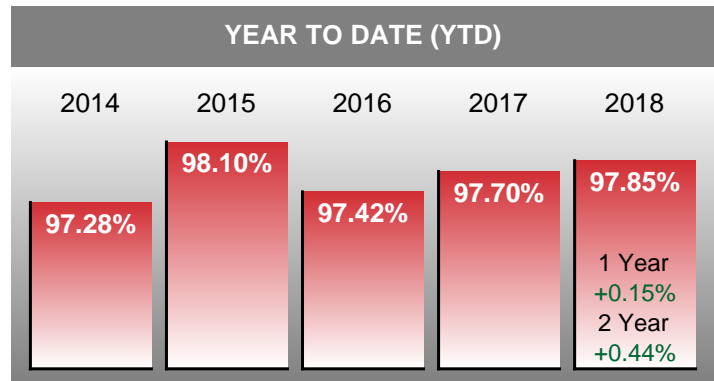
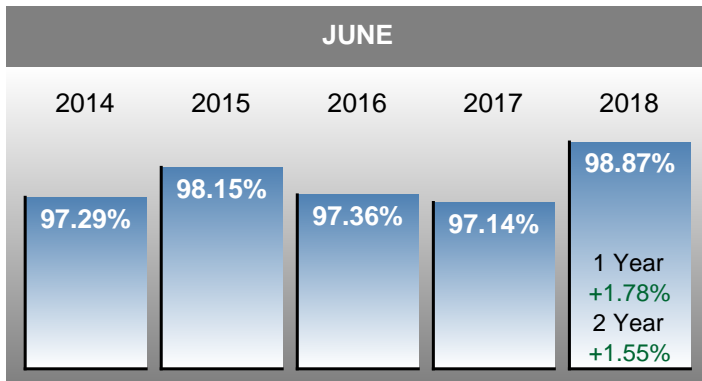
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

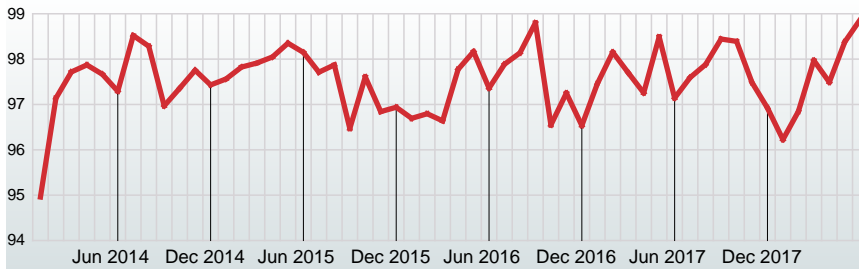
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 97.76%

3 MONTHS



High
Jun 2018 = 98.87%

Low
Jan 2014 = 94.96%

Median Sold/List Ratio this month at **98.87%**, above the 5 yr JUN average of **97.76%**

A P R	97.49%
M A Y	98.38%
J U N	98.87%
J U N	0.50%

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
\$20,000 and less	3	3.85%	93.37%	66.67%	96.68%	0.00%	0.00%
\$20,001 \$60,000	13	16.67%	100.00%	100.00%	96.82%	0.00%	0.00%
\$60,001 \$100,000	14	17.95%	100.00%	89.71%	100.00%	103.45%	100.00%
\$100,001 \$170,000	18	23.08%	99.42%	96.22%	100.00%	97.48%	0.00%
\$170,001 \$230,000	11	14.10%	98.09%	0.00%	96.25%	99.14%	0.00%
\$230,001 \$310,000	11	14.10%	99.30%	95.31%	99.10%	99.63%	0.00%
\$310,001 and up	8	10.26%	97.98%	0.00%	0.00%	98.04%	97.91%
Median Sold/List Ratio		98.87%		92.72%	100.00%	98.80%	98.95%
Total Closed Units		78	100%	10	38	28	2
Total Closed Volume		12,775,840		965.49K	4.08M	7.32M	408.00K

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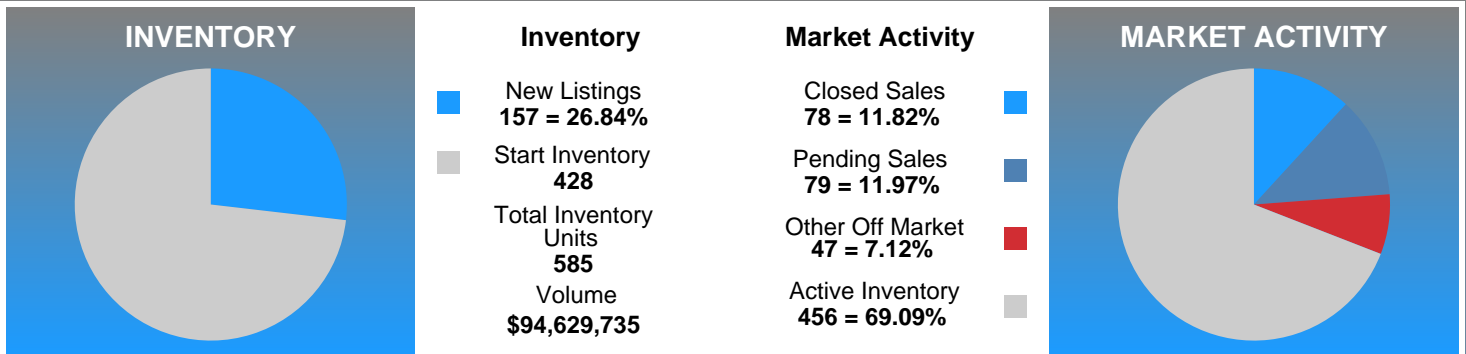
June 2018

Area Delimited by County Of Washington



MARKET SUMMARY

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

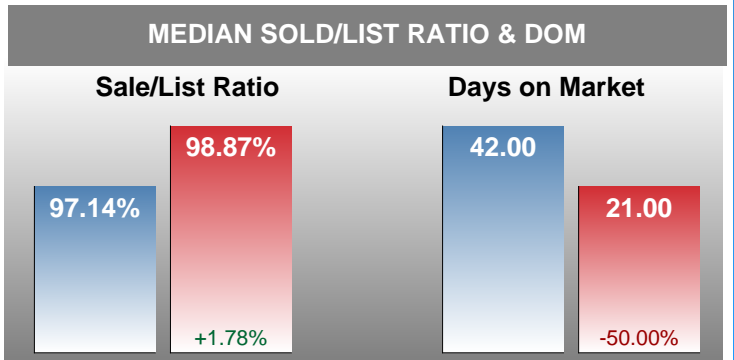
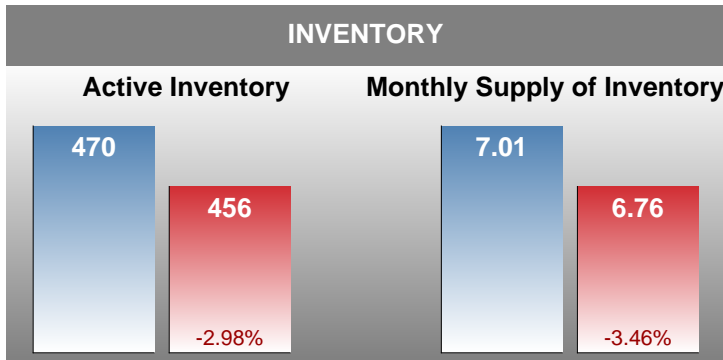
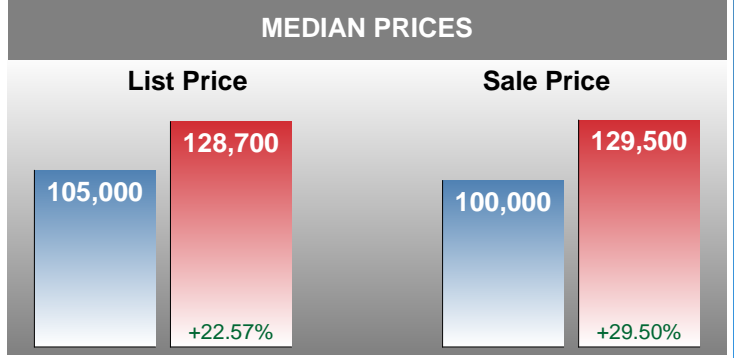
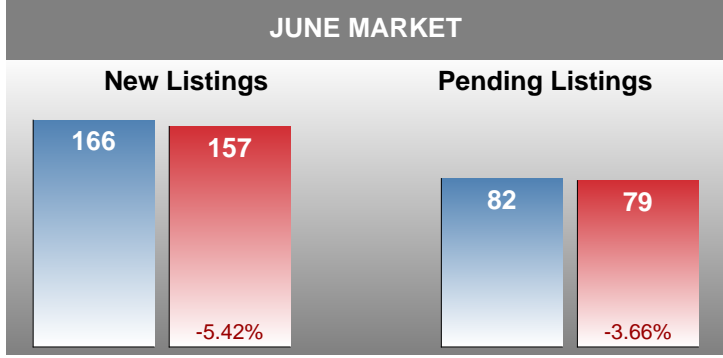


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	77	78	1.30%	407	392	-3.69%
Pending Sales	82	79	-3.66%	435	428	-1.61%
New Listings	166	157	-5.42%	893	803	-10.08%
Median List Price	105,000	128,700	22.57%	119,000	115,000	-3.36%
Median Sale Price	100,000	129,500	29.50%	115,000	110,500	-3.91%
Median Percent of Selling Price to List Price	97.14%	98.87%	1.78%	97.70%	97.85%	0.15%
Median Days on Market to Sale	42.00	21.00	-50.00%	36.00	31.50	-12.50%
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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