



## April 2018

Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha

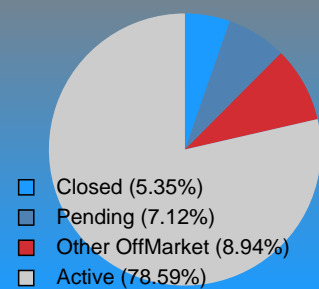


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	77	91	18.18%
Pending Listings	90	121	34.44%
New Listings	317	299	-5.68%
Median List Price	89,900	82,500	-8.23%
Median Sale Price	85,000	77,500	-8.82%
Median Percent of List Price to Selling Price	95.19%	95.38%	0.20%
Median Days on Market to Sale	48.00	61.00	27.08%
End of Month Inventory	1,200	1,336	11.33%
Months Supply of Inventory	14.71	14.90	1.30%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **90** Sales/Month  
**Active Inventory** as of April 30, 2018 = **1,336**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2018 rose **11.33%** to 1,336 existing homes available for sale. Over the last 12 months this area has had an average of 90 closed sales per month. This represents an unsold inventory index of **14.90** MSI for this period.

##### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **8.82%** in April 2018 to \$77,500 versus the previous year at \$85,000.

##### Median Days on Market Lengthens

The median number of **61.00** days that homes spent on the market before selling increased by 13.00 days or **27.08%** in April 2018 compared to last year's same month at **48.00** DOM.

##### Sales Success for April 2018 is Positive

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

There were 299 New Listings in April 2018, down **5.68%** from last year at 317. Furthermore, there were 91 Closed Listings this month versus last year at 77, a **18.18%** increase.

Closed versus Listed trends yielded a **30.4%** ratio, up from previous year's, April 2017, at **24.3%**, a **25.30%** 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.

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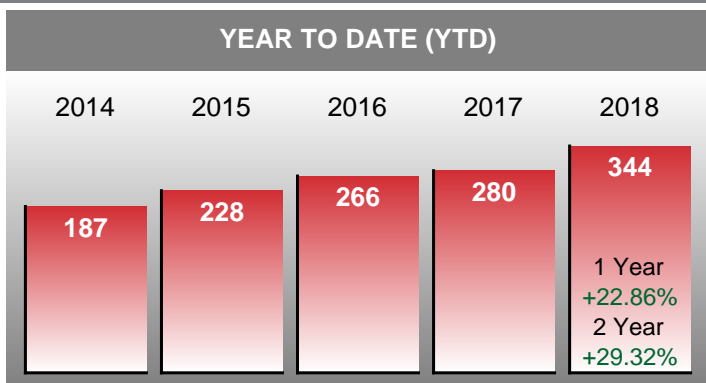
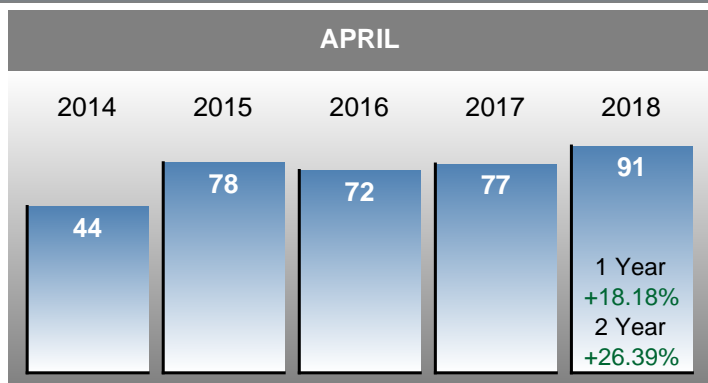
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## CLOSED LISTINGS

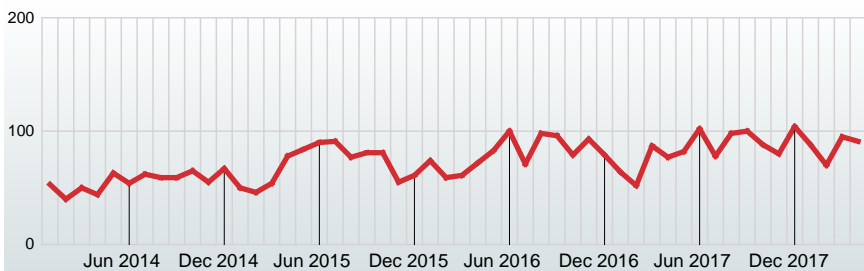
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 72

3 MONTHS



**High**  
Dec 2017 = 104  
**Low**  
Feb 2014 = 40  
*Closed Listings*  
this month at **91**,  
above the 5 yr APR  
average of **72**

FEB	70
MAR	95
APR	91
35.71%	
-4.21%	

### 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	7	7.69%	67.0	6	1	0	0
\$20,001 - \$40,000	13	14.29%	52.0	11	2	0	0
\$40,001 - \$60,000	11	12.09%	22.0	7	3	1	0
\$60,001 - \$90,000	22	24.18%	90.0	5	15	2	0
\$90,001 - \$170,000	19	20.88%	55.0	6	13	0	0
\$170,001 - \$280,000	10	10.99%	34.5	0	9	1	0
\$280,001 and up	9	9.89%	65.0	2	5	2	0
<b>Total Closed Units</b>	<b>91</b>			<b>37</b>	<b>48</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>14,782,075</b>	<b>100%</b>	<b>61.0</b>	<b>7.23M</b>	<b>6.55M</b>	<b>1.00M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$77,500</b>			<b>\$46,500</b>	<b>\$107,750</b>	<b>\$137,500</b>	<b>\$0</b>

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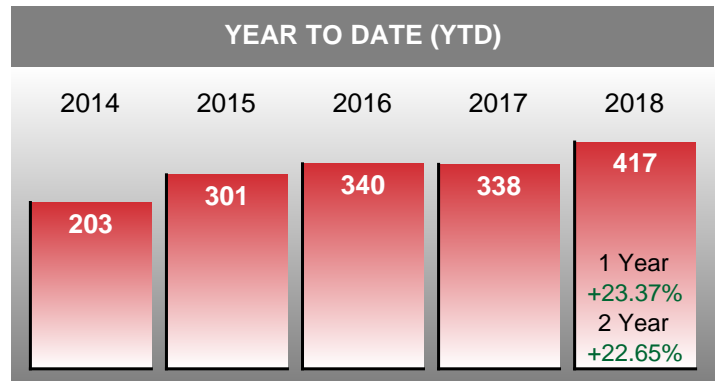
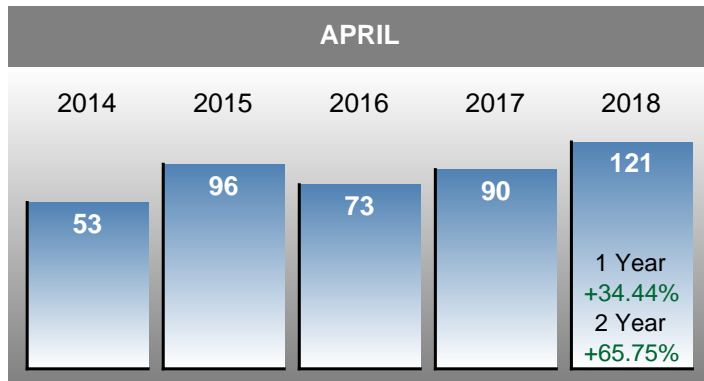
# April 2018

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## PENDING LISTINGS

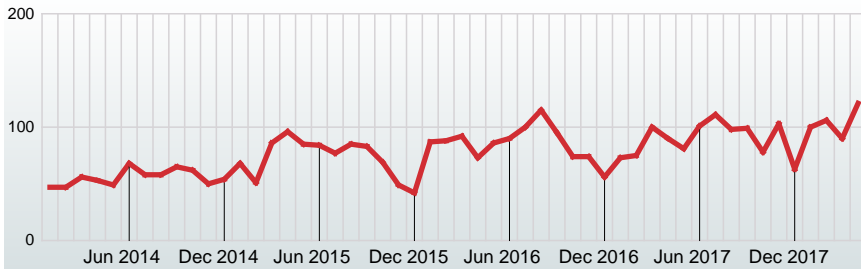
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 87

3 MONTHS



**High**  
Apr 2018 = 121  
**Low**  
Dec 2015 = 42  
*Pending Listings*  
this month at **121**,  
above the 5 yr APR  
average of **87**

FEB	106
MAR	90
APR	-15.09%
APR	121
APR	34.44%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	6.61%	49.0	8	0	0	0
\$20,001 - \$50,000	16	13.22%	37.5	13	1	2	0
\$50,001 - \$70,000	21	17.36%	40.0	9	12	0	0
\$70,001 - \$120,000	27	22.31%	48.0	12	12	3	0
\$120,001 - \$160,000	18	14.88%	30.5	6	10	2	0
\$160,001 - \$280,000	18	14.88%	31.5	1	12	4	1
\$280,001 and up	13	10.74%	48.0	0	7	6	0
<b>Total Pending Units</b>	<b>121</b>			<b>49</b>	<b>54</b>	<b>17</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>16,981,398</b>	<b>100%</b>	<b>46.0</b>	<b>3.26M</b>	<b>8.21M</b>	<b>5.31M</b>	<b>197.00K</b>
<b>Median Listing Price</b>	<b>\$94,000</b>			<b>\$55,000</b>	<b>\$125,250</b>	<b>\$206,900</b>	<b>\$197,000</b>

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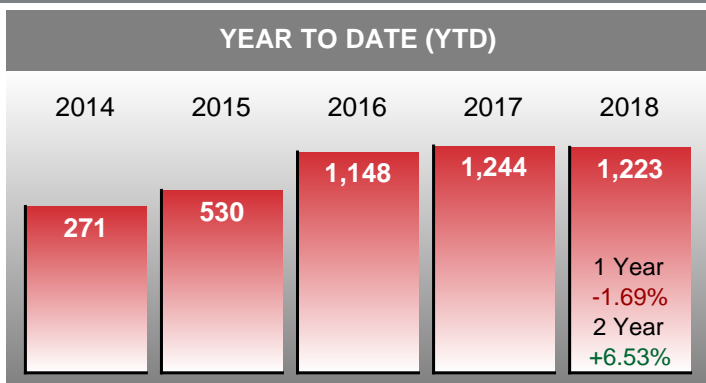
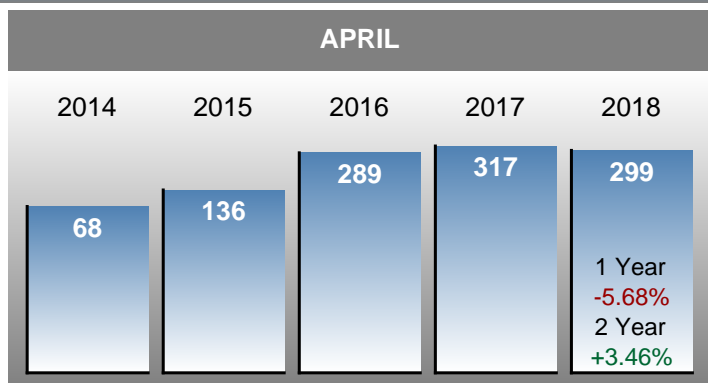
# April 2018

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## NEW LISTINGS

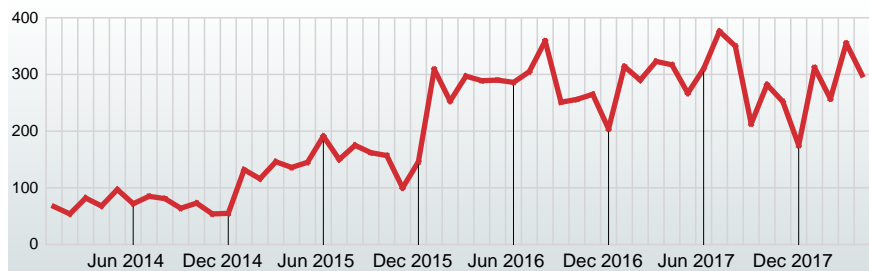
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 222

3 MONTHS



**High**  
Jul 2017 = 376  
**Low**  
Nov 2014 = 54  
*New Listings*  
this month at **299**,  
above the 5 yr APR  
average of **222**

FEB	257
MAR	355
APR	299
38.13%	
-15.77%	

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	27	9.03%	23	4	0	0
\$20,001 - \$40,000	31	10.37%	23	6	2	0
\$40,001 - \$80,000	49	16.39%	24	22	3	0
\$80,001 - \$140,000	79	26.42%	32	45	2	0
\$140,001 - \$210,000	45	15.05%	10	25	8	2
\$210,001 - \$350,000	37	12.37%	7	20	7	3
\$350,001 and up	31	10.37%	8	13	8	2
<b>Total New Listed Units</b>	<b>299</b>		<b>127</b>	<b>135</b>	<b>30</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>48,686,337</b>	<b>100%</b>	<b>13.95M</b>	<b>24.53M</b>	<b>7.12M</b>	<b>3.08M</b>
<b>Median New Listed Listing Price</b>	<b>\$109,000</b>		<b>\$68,000</b>	<b>\$124,900</b>	<b>\$206,450</b>	<b>\$325,000</b>

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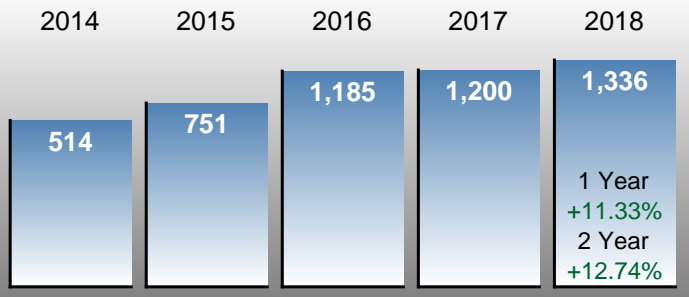
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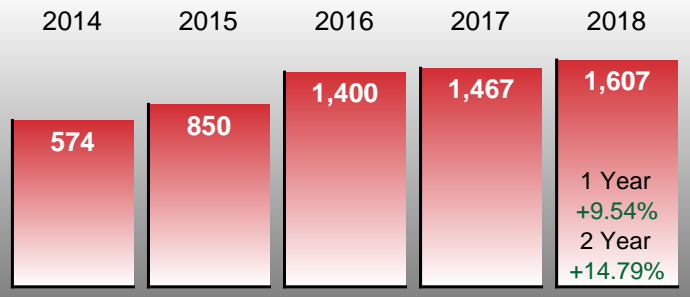
## ACTIVE INVENTORY

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### END OF APRIL



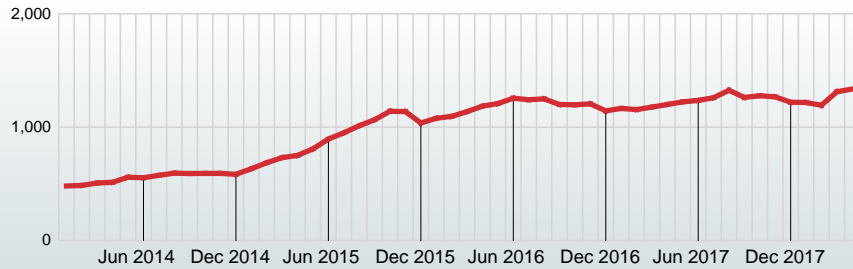
### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 997

3 MONTHS



**High**  
Apr 2018 = 1,336  
**Low**  
Jan 2014 = 481  
*Inventory*  
this month at **1,336**,  
above the 5 yr APR  
average of **997**

FEB	1,193
MAR	1,312
APR	1,336
APR	9.97%
APR	1.83%

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	59	4.42%	70.0	56	3	0	0
\$10,001 - \$30,000	254	19.01%	113.5	242	11	0	1
\$30,001 - \$50,000	156	11.68%	95.5	123	30	3	0
\$50,001 - \$120,000	339	25.37%	72.0	175	143	20	1
\$120,001 - \$190,000	218	16.32%	58.0	66	119	28	5
\$190,001 - \$340,000	174	13.02%	62.5	37	85	43	9
\$340,001 and up	136	10.18%	80.0	45	51	30	10
<b>Total Active Inventory by Units</b>	<b>1,336</b>			<b>744</b>	<b>442</b>	<b>124</b>	<b>26</b>
<b>Total Active Inventory by Volume</b>	<b>205,960,887</b>	<b>100%</b>	<b>81.0</b>	<b>79.23M</b>	<b>83.19M</b>	<b>34.17M</b>	<b>9.37M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$85,450</b>			<b>\$41,000</b>	<b>\$138,000</b>	<b>\$214,950</b>	<b>\$311,950</b>

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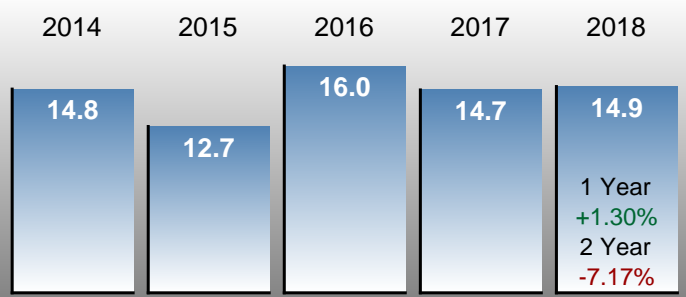
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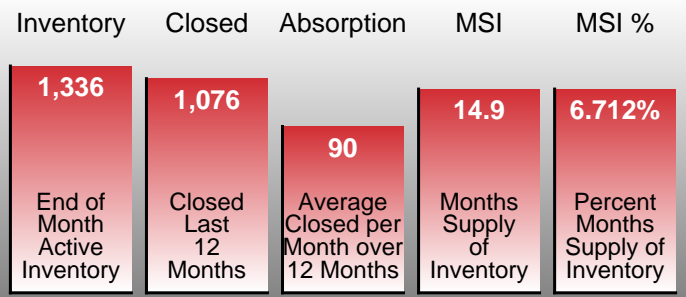
## MONTHS SUPPLY of INVENTORY (MSI)

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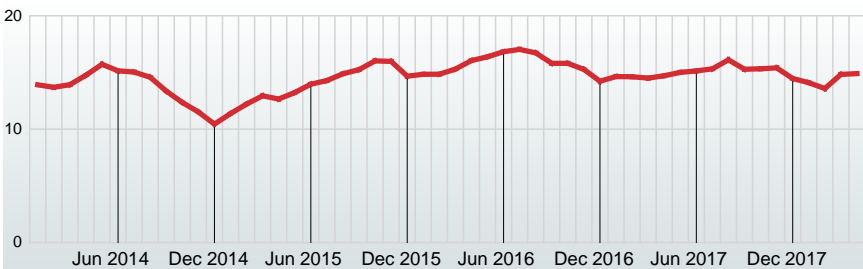
### MSI FOR APRIL



### INDICATORS FOR APRIL 2018



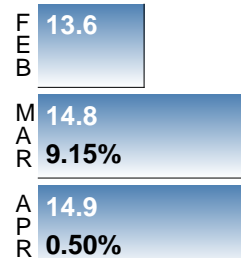
### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 14.6

3 MONTHS

**High**  
Jul 2016 = 17.0  
**Low**  
Dec 2014 = 10.4  
*Months Supply*  
this month at **14.9**,  
equal to 5 yr APR  
average of **14.6**



### 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
\$10,000 and less	59	4.42%	30.8	32.0	18.0	0.0	0.0
\$10,001 \$30,000	254	19.01%	18.8	25.9	3.5	0.0	6.0
\$30,001 \$50,000	156	11.68%	12.8	20.2	5.7	4.0	0.0
\$50,001 \$120,000	339	25.37%	10.9	17.4	8.1	5.9	0.0
\$120,001 \$190,000	218	16.32%	13.1	31.7	10.0	12.0	15.0
\$190,001 \$340,000	174	13.02%	15.2	24.7	13.2	13.9	21.6
\$340,001 and up	136	10.18%	48.0	270.0	43.7	25.7	30.0
Market Supply of Inventory (MSI)	14.9	100%	14.9	24.0	9.7	10.7	19.5
Total Active Inventory by Units	1,336			744	442	124	26

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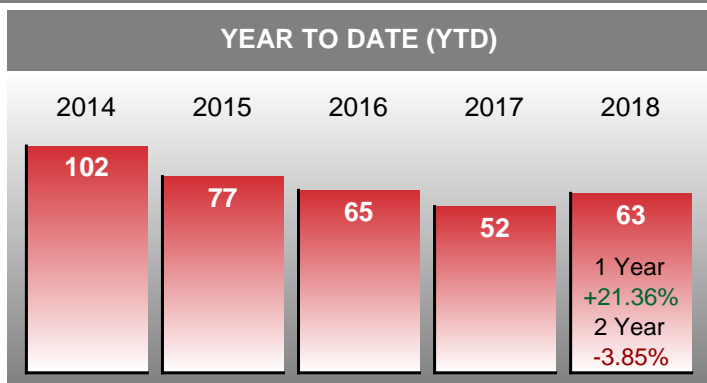
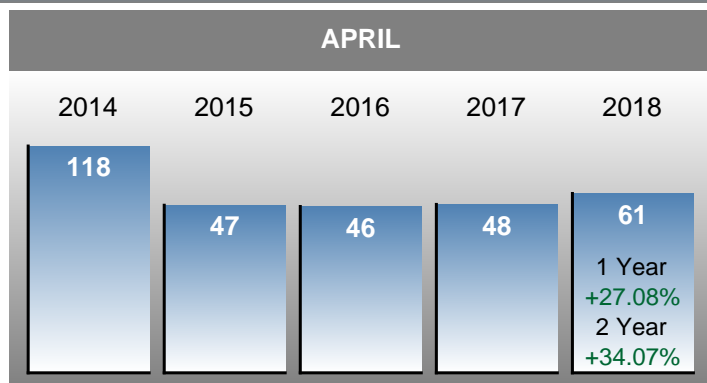
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## MEDIAN DAYS ON MARKET TO SALE

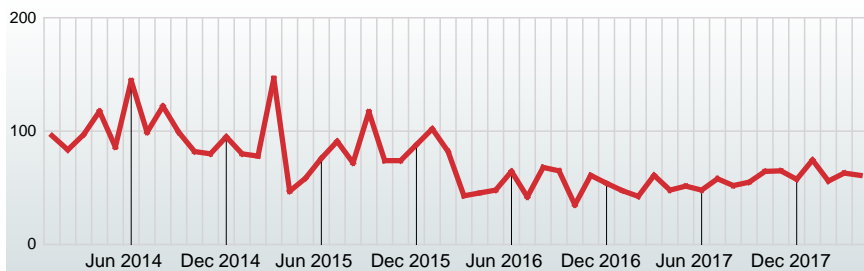
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 64

3 MONTHS



**High**  
Mar 2015 = 147

**Low**  
Oct 2016 = 35

Median Days on Market this month at **61**, below the 5 yr APR average of **64**

FEB 56

MAR 63  
12.50%

APR 61  
-3.17%

### 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	7	7.69%	67.0	80.0	67.0	0.0	0.0
\$20,001 \$40,000	13	14.29%	52.0	52.0	44.0	0.0	0.0
\$40,001 \$60,000	11	12.09%	22.0	22.0	107.0	6.0	0.0
\$60,001 \$90,000	22	24.18%	90.0	161.0	67.0	40.5	0.0
\$90,001 \$170,000	19	20.88%	55.0	5.0	67.0	0.0	0.0
\$170,001 \$280,000	10	10.99%	34.5	0.0	32.0	139.0	0.0
\$280,001 and up	9	9.89%	65.0	83.0	41.0	59.5	0.0
Median Closed DOM	61.0			55.0	64.0	59.5	0.0
Total Closed Units	91	100%	61.0	37	48	6	
Total Closed Volume	14,782,075			7.23M	6.55M	1.00M	0.00B

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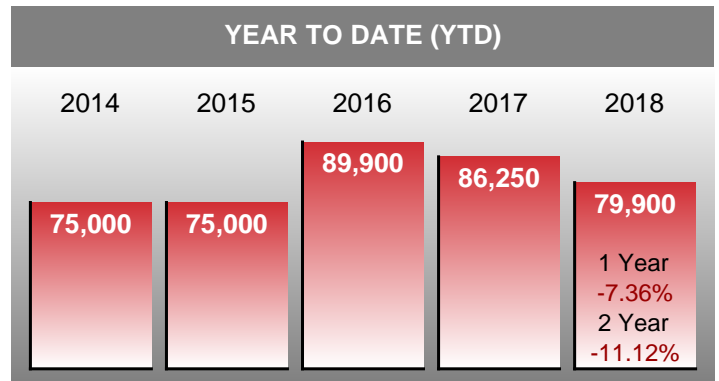
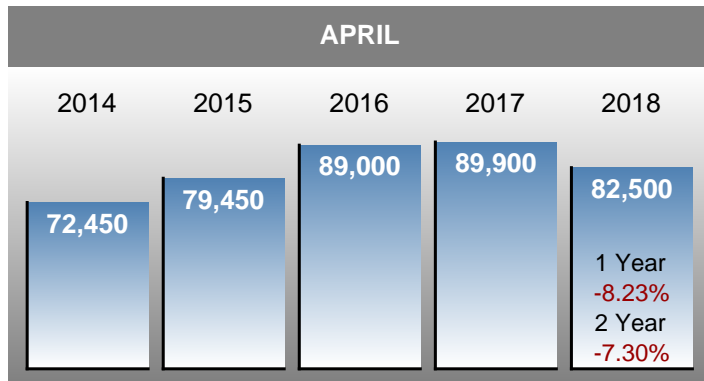
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## MEDIAN LIST PRICE AT CLOSING

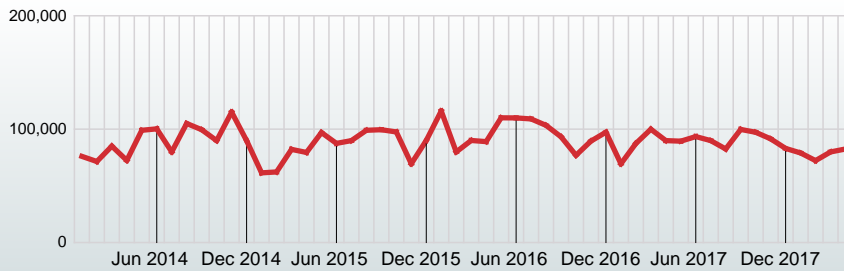
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 82,660

3 MONTHS



**High**  
Jan 2016 = 116,000  
**Low**  
Jan 2015 = 61,450  
*Median List Price*  
this month at **82,500**,  
below the 5 yr APR  
average of **82,660**

FEB	72,250
MAR	79,900
APR	82,500
APR	10.59%
APR	3.25%

### 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	6	6.59%	8,950	7,900	16,500	0	0
\$20,001 \$40,000	13	14.29%	29,500	27,000	36,667	0	0
\$40,001 \$60,000	11	12.09%	55,000	55,000	45,000	58,500	0
\$60,001 \$90,000	20	21.98%	79,900	69,900	79,900	87,400	0
\$90,001 \$170,000	20	21.98%	111,125	107,000	114,900	0	0
\$170,001 \$280,000	11	12.09%	185,000	0	184,950	190,000	0
\$280,001 and up	10	10.99%	337,000	2,851,000	349,450	304,900	0
<b>Median List Price</b>			82,500	55,000	107,625	139,950	0
<b>Total Closed Units</b>	91	100%	82,500	37	48	6	
<b>Total Closed Volume</b>	15,529,659			7.59M	6.90M	1.03M	0.00B

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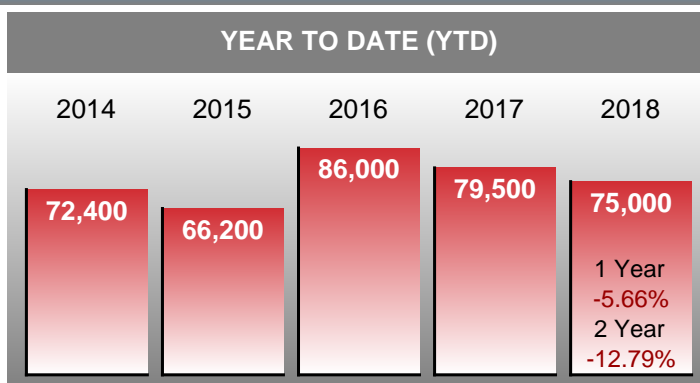
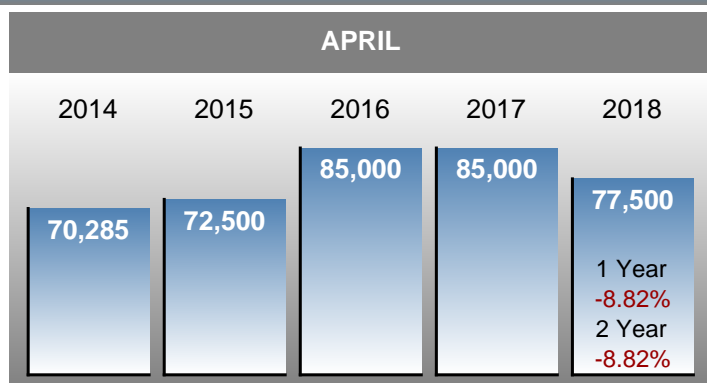
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## MEDIAN SOLD PRICE AT CLOSING

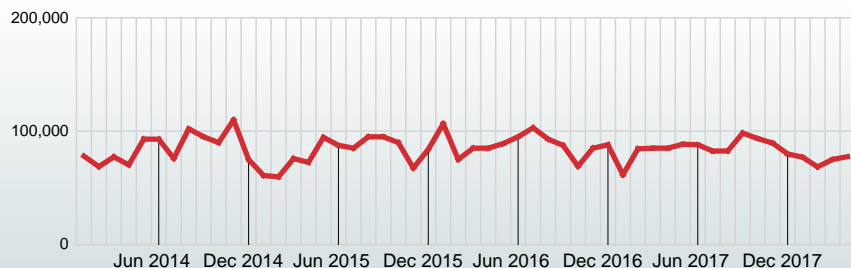
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 78,057

3 MONTHS



**High**  
Nov 2014 = 109,900  
**Low**  
Feb 2015 = 59,750  
*Median Sold Price*  
this month at **77,500**,  
below the 5 yr APR  
average of **78,057**

FEB	68,500
MAR	75,000
APR	77,500
APR	9.49%
APR	3.33%

### 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	7	7.69%	8,100	8,050	16,500	0	0
\$20,001 \$40,000	13	14.29%	27,600	27,500	33,875	0	0
\$40,001 \$60,000	11	12.09%	49,000	49,000	44,000	55,000	0
\$60,001 \$90,000	22	24.18%	75,000	65,000	75,000	80,750	0
\$90,001 \$170,000	19	20.88%	112,500	103,500	137,500	0	0
\$170,001 \$280,000	10	10.99%	184,750	0	179,500	190,000	0
\$280,001 and up	9	9.89%	330,000	2,745,288	330,000	298,500	0
<b>Median Sold Price</b>			77,500	46,500	107,750	137,500	0
<b>Total Closed Units</b>		100%	77,500	37	48	6	
<b>Total Closed Volume</b>			14,782,075	7.23M	6.55M	1.00M	0.00B

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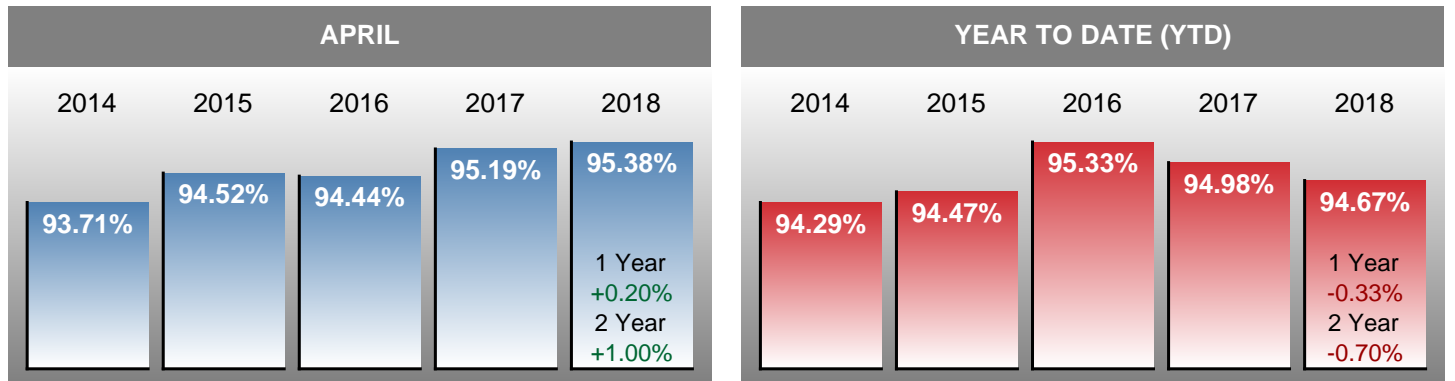
# April 2018

Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha

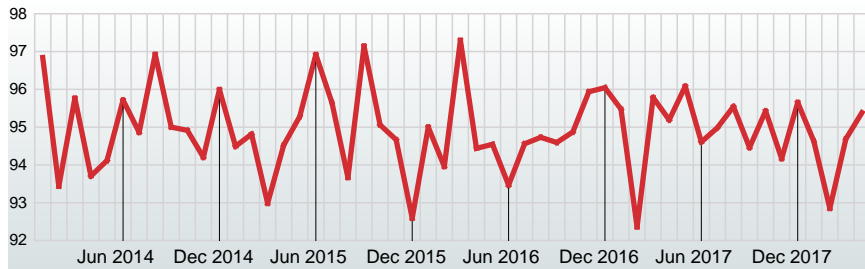


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 94.65%

3 MONTHS

**High**  
Mar 2016 = 97.30%  
**Low**  
Feb 2017 = 92.36%  
*Median Sold/List Ratio*  
this month at **95.38%**,  
equal to 5 yr APR  
average of **94.65%**

FEB	92.85%
MAR	94.69%
APR	1.98%
MAY	95.38%
JUN	0.74%

### 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	7	7.69%	93.02%	86.51%	100.00%	0.00%	0.00%
\$20,001 - \$40,000	13	14.29%	96.15%	96.15%	93.62%	0.00%	0.00%
\$40,001 - \$60,000	11	12.09%	88.14%	86.36%	94.44%	94.02%	0.00%
\$60,001 - \$90,000	22	24.18%	94.14%	92.99%	95.24%	92.33%	0.00%
\$90,001 - \$170,000	19	20.88%	97.45%	97.55%	97.45%	0.00%	0.00%
\$170,001 - \$280,000	10	10.99%	96.24%	0.00%	95.89%	100.00%	0.00%
\$280,001 and up	9	9.89%	96.15%	96.00%	95.46%	97.92%	0.00%
<b>Median Sold/List Ratio</b>			<b>95.38%</b>	<b>94.00%</b>	<b>95.88%</b>	<b>96.04%</b>	<b>0.00%</b>
<b>Total Closed Units</b>			<b>91</b>	<b>37</b>	<b>48</b>	<b>6</b>	
<b>Total Closed Volume</b>			<b>14,782,075</b>	<b>7.23M</b>	<b>6.55M</b>	<b>1.00M</b>	<b>0.00B</b>

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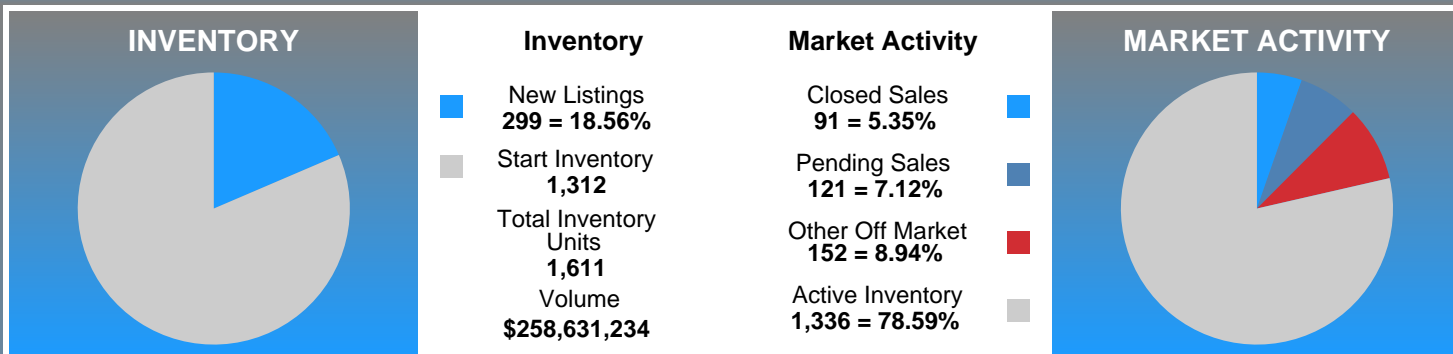
# April 2018

Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

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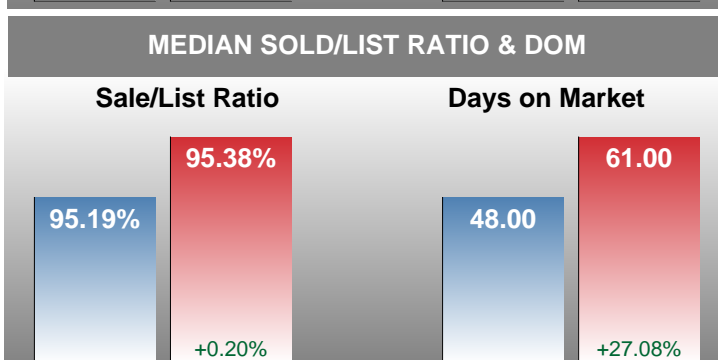
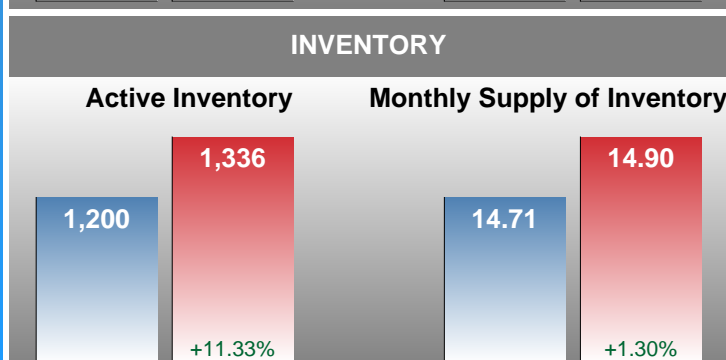
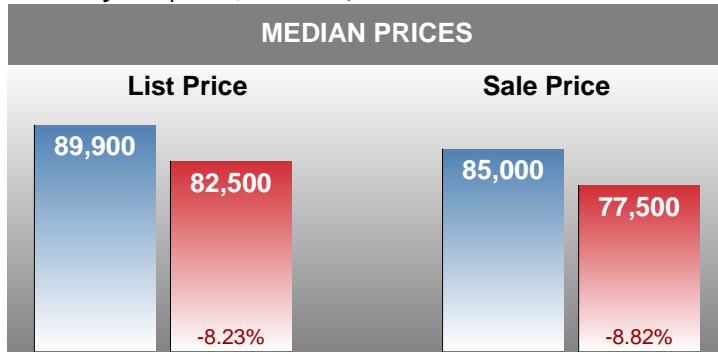
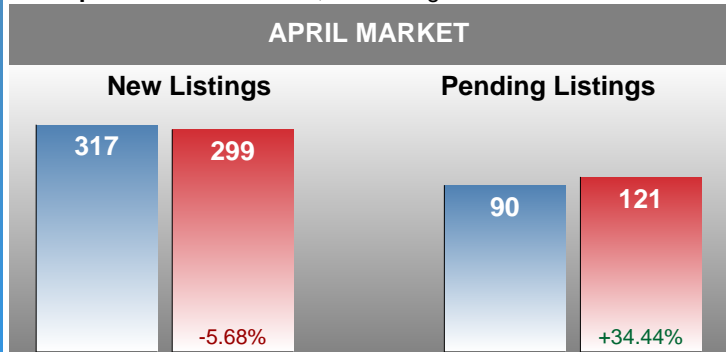


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	77	91	18.18%	280	344	22.86%
Pending Sales	90	121	34.44%	338	417	23.37%
New Listings	317	299	-5.68%	1,244	1,223	-1.69%
Median List Price	89,900	82,500	-8.23%	86,250	79,900	-7.36%
Median Sale Price	85,000	77,500	-8.82%	79,500	75,000	-5.66%
Median Percent of Selling Price to List Price	95.19%	95.38%	0.20%	94.98%	94.67%	-0.33%
Median Days on Market to Sale	48.00	61.00	27.08%	51.50	62.50	21.36%
Monthly Inventory	1,200	1,336	11.33%	1,200	1,336	11.33%
Months Supply of Inventory	14.71	14.90	1.30%	14.71	14.90	1.30%

**Absorption:** Last 12 months, an Average of **90** Sales/Month

**Inventory** on April 30, 2018 = **1,336**

2017 2018



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