



June 2018

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

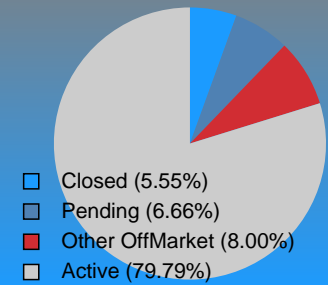


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	102	95	-6.86%
Pending Listings	101	114	12.87%
New Listings	310	246	-20.65%
Median List Price	93,450	99,900	6.90%
Median Sale Price	88,000	100,000	13.64%
Median Percent of List Price to Selling Price	94.61%	95.11%	0.53%
Median Days on Market to Sale	48.00	48.00	0.00%
End of Month Inventory	1,236	1,366	10.52%
Months Supply of Inventory	15.13	14.89	-1.63%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **92** Sales/Month
Active Inventory as of June 30, 2018 = **1,366**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2018 rose **10.52%** to 1,366 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **14.89** 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 **13.64%** in June 2018 to \$100,000 versus the previous year at \$88,000.

Median Days on Market Shortens

The median number of **48.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in June 2018 compared to last year's same month at **48.00** 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 246 New Listings in June 2018, down **20.65%** from last year at 310. Furthermore, there were 95 Closed Listings this month versus last year at 102, a **-6.86%** decrease.

Closed versus Listed trends yielded a **38.6%** ratio, up from previous year's, June 2017, at **32.9%**, a **17.37%** 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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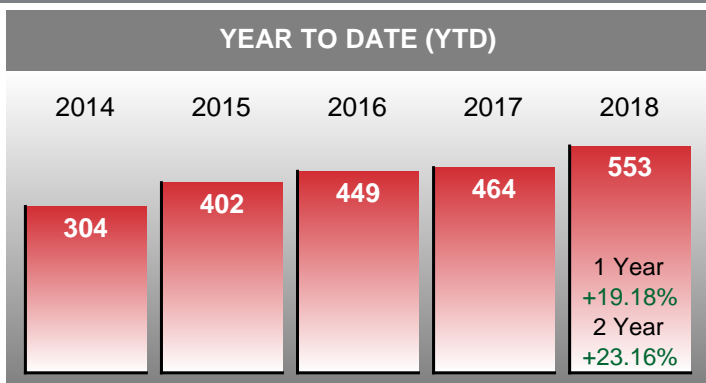
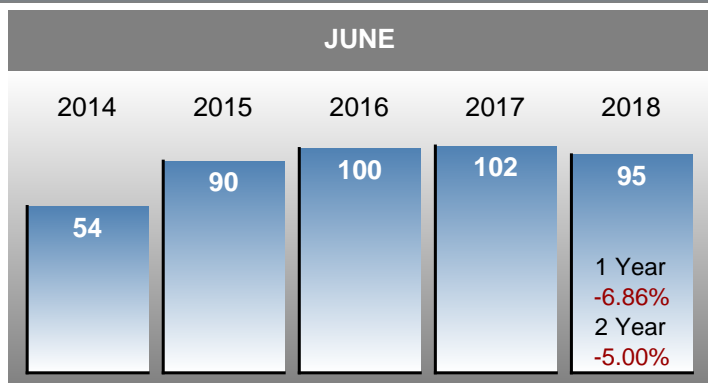
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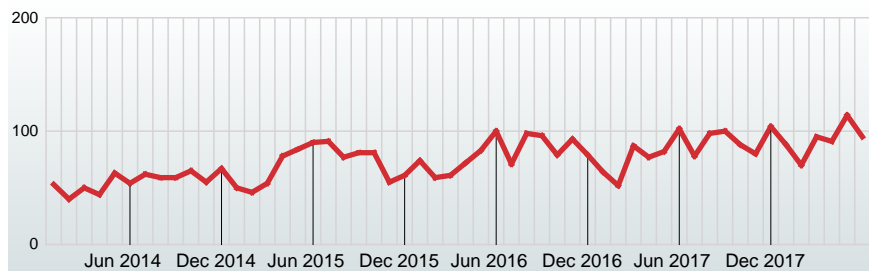
CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 88 3 MONTHS



High
May 2018 = 114
Low
Feb 2014 = 40
Closed Listings
this month at **95**,
above the 5 yr JUN
average of **88**

A P R	91
M A Y	114
J U N	95
25.27%	
-16.67%	

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	6	6.32%	37.5	6	0	0	0
\$20,001 - \$40,000	16	16.84%	47.0	7	8	1	0
\$40,001 - \$80,000	14	14.74%	58.5	6	6	1	1
\$80,001 - \$130,000	23	24.21%	47.0	7	15	1	0
\$130,001 - \$210,000	14	14.74%	59.5	2	9	3	0
\$210,001 - \$350,000	13	13.68%	45.0	1	6	5	1
\$350,001 and up	9	9.47%	39.0	2	4	1	2
Total Closed Units	95			31	48	12	4
Total Closed Volume	13,549,376	100%	48.0	2.68M	7.06M	2.51M	1.30M
Median Closed Price	\$100,000			\$60,000	\$118,000	\$211,500	\$349,500

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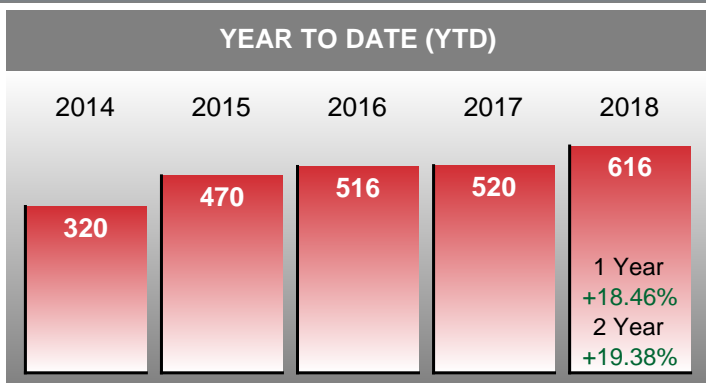
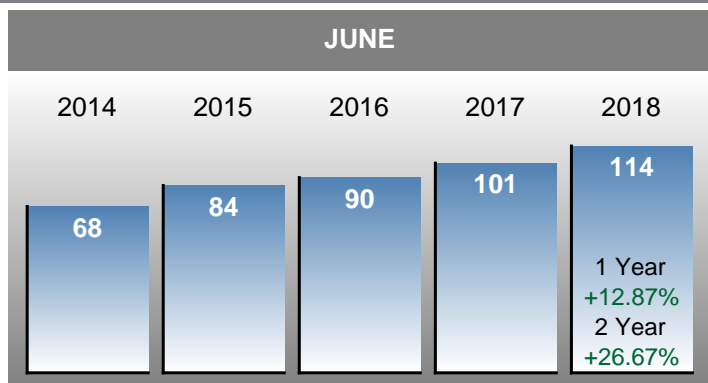
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PENDING LISTINGS

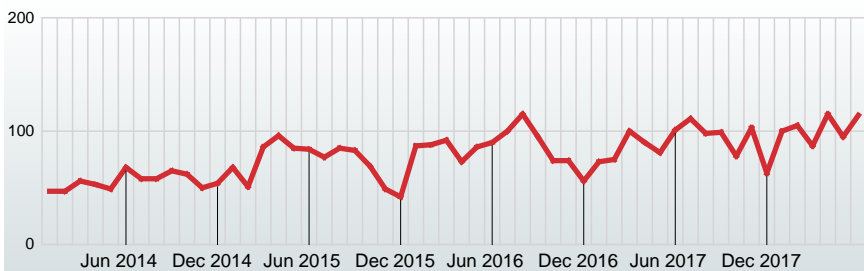
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 91

3 MONTHS



High
Apr 2018 = 115
Low
Dec 2015 = 42
Pending Listings
this month at **114**,
above the 5 yr JUN
average of **91**

A	115
P	
R	
M	95
A	-17.39%
Y	
J	114
U	20.00%
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	11	9.65%	19.0	7	4	0	0
\$30,001 - \$50,000	13	11.40%	51.0	5	6	2	0
\$50,001 - \$80,000	17	14.91%	73.0	9	7	1	0
\$80,001 - \$130,000	29	25.44%	55.0	7	20	2	0
\$130,001 - \$200,000	18	15.79%	43.5	1	14	3	0
\$200,001 - \$290,000	14	12.28%	38.5	1	10	3	0
\$290,001 and up	12	10.53%	50.5	1	3	3	5
Total Pending Units	114			31	64	14	5
Total Pending Volume	15,915,448	100%	51.0	2.30M	8.73M	2.83M	2.05M
Median Listing Price	\$99,950			\$64,900	\$114,750	\$161,950	\$329,900

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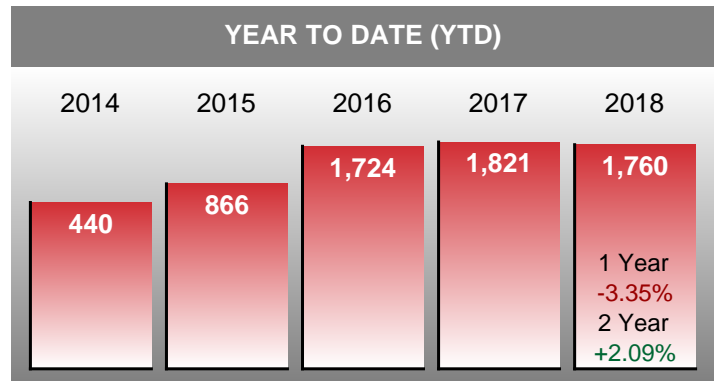
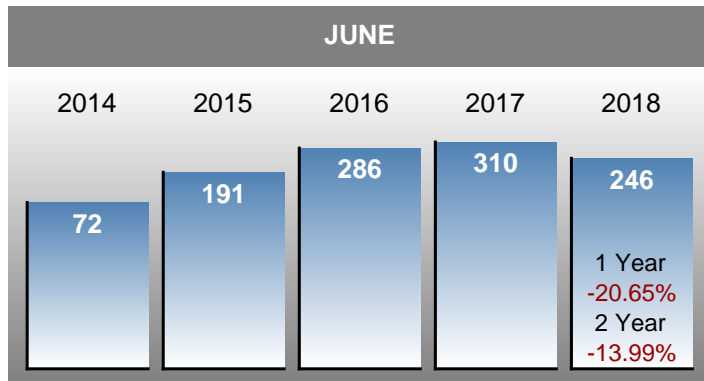
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NEW LISTINGS

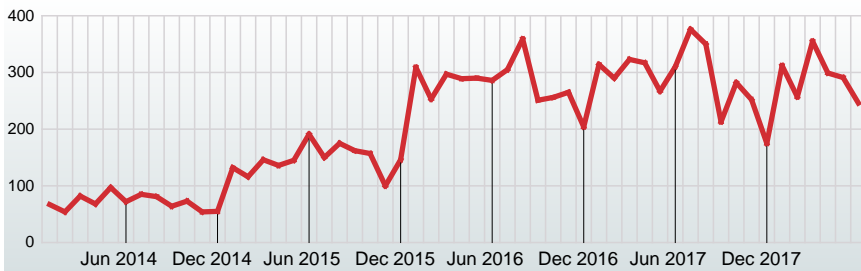
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 221

3 MONTHS



High
Jul 2017 = 376
Low
Nov 2014 = 54
New Listings
this month at **246**,
above the 5 yr JUN
average of **221**

A P R	299
M A Y	291 -2.68%
J U N	246 -15.46%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	20	8.13%	18	2	0	0
\$30,001 - \$50,000	30	12.20%	24	6	0	0
\$50,001 - \$80,000	34	13.82%	12	16	6	0
\$80,001 - \$150,000	71	28.86%	19	46	6	0
\$150,001 - \$240,000	36	14.63%	2	27	7	0
\$240,001 - \$390,000	30	12.20%	6	14	7	3
\$390,001 and up	25	10.16%	5	8	9	3
Total New Listed Units	246		86	119	35	6
Total New Listed Volume	44,281,408	100%	9.15M	21.02M	11.08M	3.04M
Median New Listed Listing Price	\$119,700		\$55,500	\$139,900	\$184,000	\$447,000

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June 2018

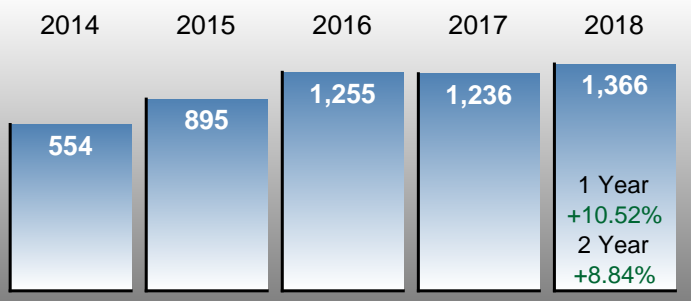
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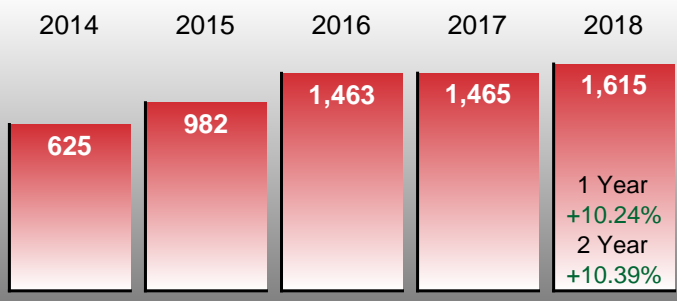
ACTIVE INVENTORY

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END OF JUNE



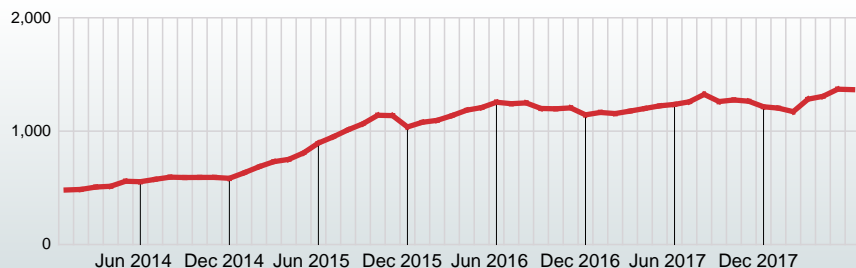
ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 1,061

3 MONTHS



High
May 2018 = 1,370

Low
Jan 2014 = 481

Inventory
this month at **1,366**,
above the 5 yr JUN
average of **1,061**

A P R	1,307
M A Y	1,370 4.82%
J U N	1,366 -0.29%

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	75	5.49%	131.0	73	2	0	0
\$10,001 - \$20,000	138	10.10%	150.0	138	0	0	0
\$20,001 - \$50,000	264	19.33%	103.0	233	29	1	1
\$50,001 - \$120,000	345	25.26%	78.0	173	147	25	0
\$120,001 - \$180,000	219	16.03%	79.0	68	118	28	5
\$180,001 - \$330,000	187	13.69%	79.0	37	102	39	9
\$330,001 and up	138	10.10%	87.0	44	49	36	9
Total Active Inventory by Units	1,366			766	447	129	24
Total Active Inventory by Volume	206,980,839	100%	94.0	75.53M	85.72M	35.78M	9.96M
Median Active Inventory Listing Price	\$85,000			\$39,900	\$145,000	\$199,900	\$272,000

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June 2018

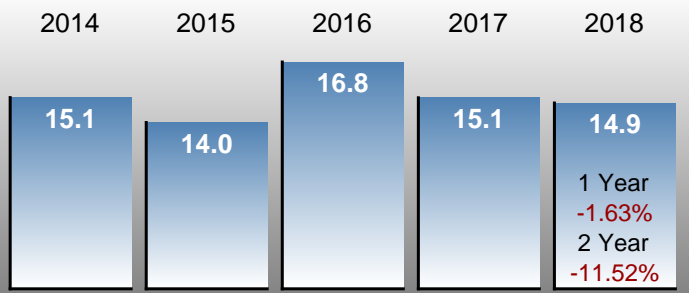
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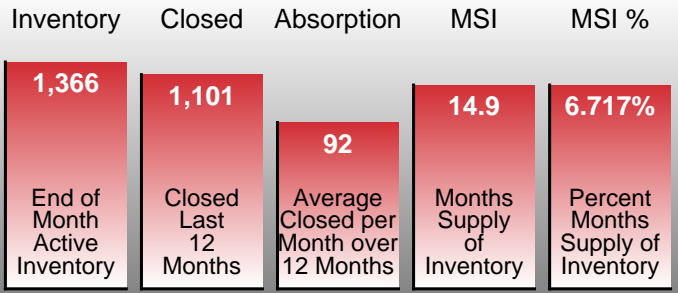
MONTHS SUPPLY of INVENTORY (MSI)

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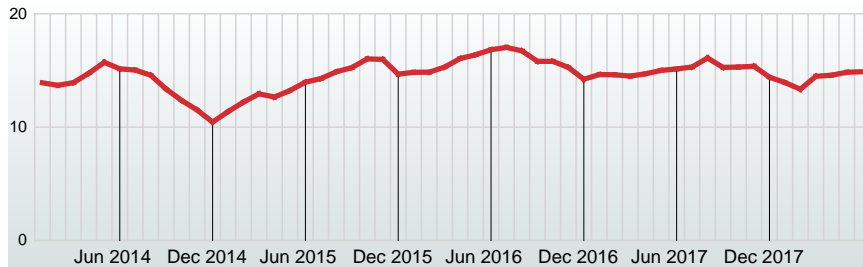
MSI FOR JUNE



INDICATORS FOR JUNE 2018



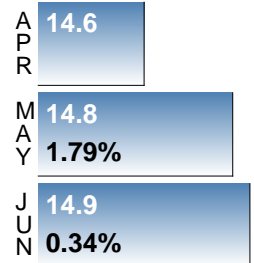
5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 15.2

3 MONTHS

High
Jul 2016 = 17.0
Low
Dec 2014 = 10.4
Months Supply
this month at **14.9**,
equal to 5 yr JUN
average of **15.2**



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
\$10,000 and less	75	5.49%	40.9	43.8	12.0	0.0	0.0
\$10,001 - \$20,000	138	10.10%	25.1	30.7	0.0	0.0	0.0
\$20,001 - \$50,000	264	19.33%	13.2	20.0	4.5	0.6	6.0
\$50,001 - \$120,000	345	25.26%	10.9	16.5	8.3	7.5	0.0
\$120,001 - \$180,000	219	16.03%	13.8	30.2	10.3	15.3	15.0
\$180,001 - \$330,000	187	13.69%	14.7	29.6	14.6	9.8	18.0
\$330,001 and up	138	10.10%	33.1	105.6	25.6	25.4	21.6
Market Supply of Inventory (MSI)	14.9	100%	14.9	23.8	9.8	10.4	15.2
Total Active Inventory by Units	1,366			766	447	129	24

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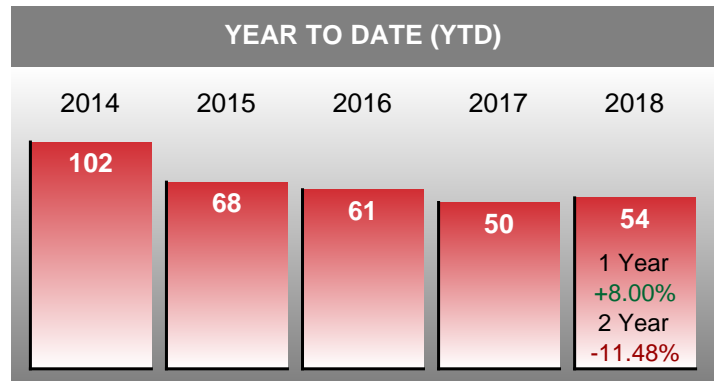
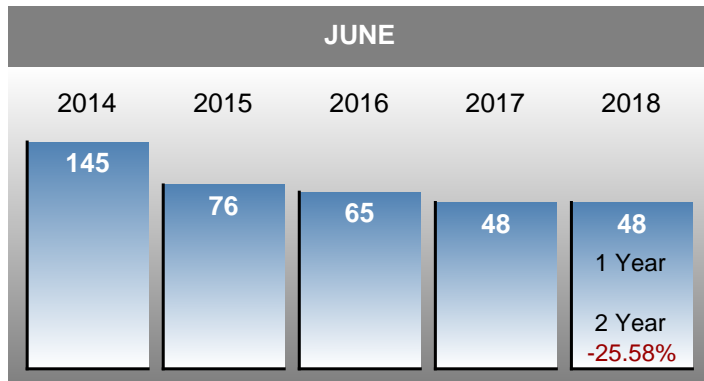
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MEDIAN DAYS ON MARKET TO SALE

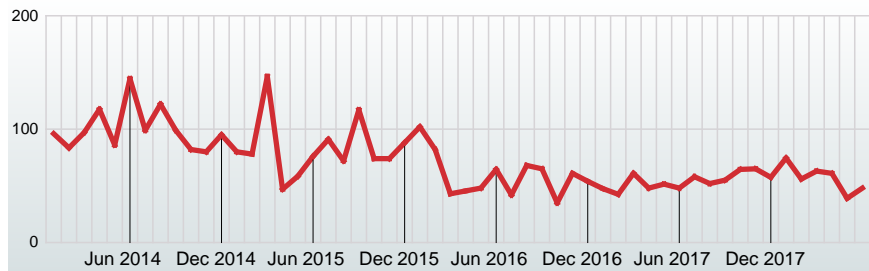
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 76

3 MONTHS



High
Mar 2015 = 147
Low
Oct 2016 = 35
Median Days on Market
this month at **48**,
below the 5 yr JUN
average of **76**

APR	61
MAY	39
JUN	48
-36.07%	
23.08%	

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	6	6.32%	37.5	37.5	0.0	0.0	0.0
\$20,001 - \$40,000	16	16.84%	47.0	90.0	22.0	61.0	0.0
\$40,001 - \$80,000	14	14.74%	58.5	29.5	77.5	62.0	8.0
\$80,001 - \$130,000	23	24.21%	47.0	18.0	47.0	52.0	0.0
\$130,001 - \$210,000	14	14.74%	59.5	62.0	69.0	39.0	0.0
\$210,001 - \$350,000	13	13.68%	45.0	45.0	50.5	41.0	1.0
\$350,001 and up	9	9.47%	39.0	27.0	42.0	32.0	114.0
Median Closed DOM			48.0	45.0	52.5	40.5	37.0
Total Closed Units		100%	48.0	31	48	12	4
Total Closed Volume			13,549,376	2.68M	7.06M	2.51M	1.30M

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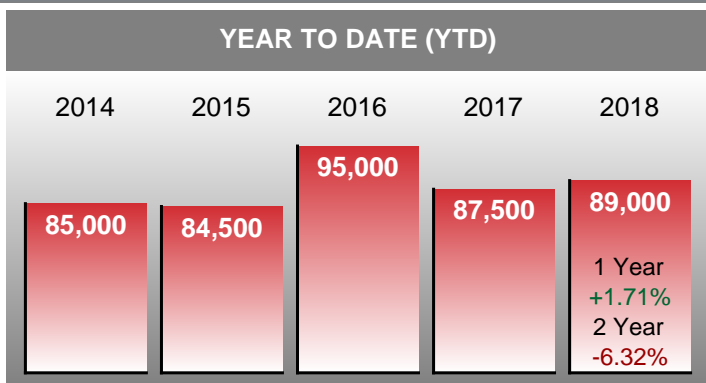
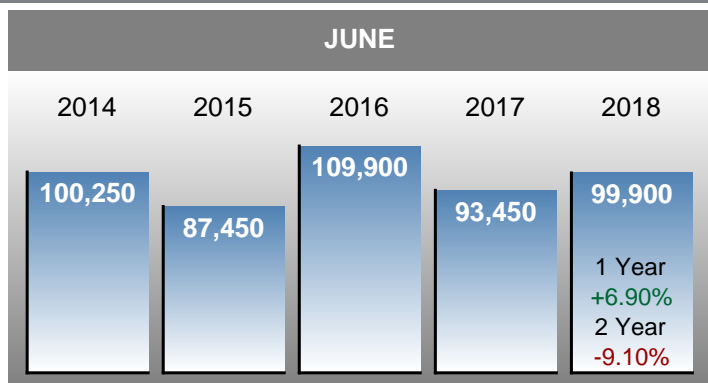
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MEDIAN LIST PRICE AT CLOSING

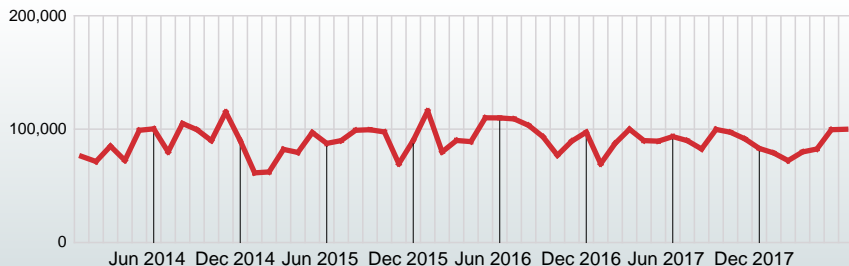
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 98,190

3 MONTHS



High
Jan 2016 = 116,000
Low
Jan 2015 = 61,450
Median List Price
this month at **99,900**,
above the 5 yr JUN
average of **98,190**

A P R	82,500
M A Y	99,500
J U N	99,900
	20.61%
	0.40%

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	6.32%	16,450	16,450	0	0	0
\$20,001 \$40,000	11	11.58%	31,000	31,000	30,000	32,900	0
\$40,001 \$80,000	16	16.84%	54,950	57,250	58,450	48,500	54,900
\$80,001 \$130,000	26	27.37%	99,450	89,000	117,950	109,900	0
\$130,001 \$210,000	12	12.63%	166,125	156,125	167,450	167,450	0
\$210,001 \$350,000	13	13.68%	265,000	269,000	229,500	245,000	319,000
\$350,001 and up	11	11.58%	419,900	513,713	424,450	359,900	523,350
Median List Price	99,900			68,000	123,000	219,950	353,350
Total Closed Units	95	100%	99,900	31	48	12	4
Total Closed Volume	14,448,124			3.02M	7.36M	2.64M	1.42M

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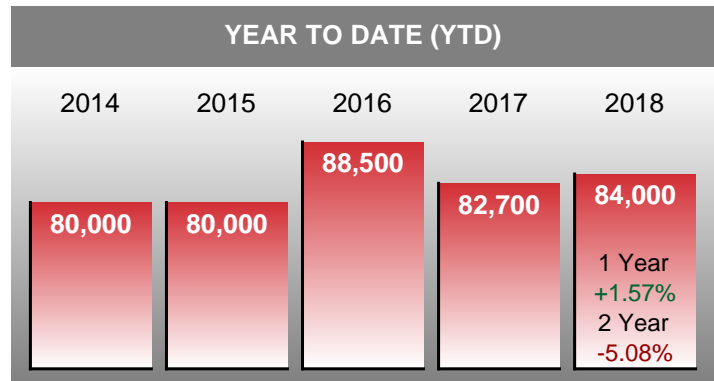
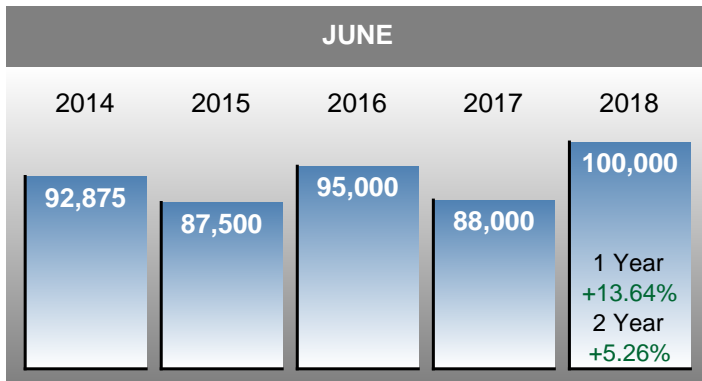
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MEDIAN SOLD PRICE AT CLOSING

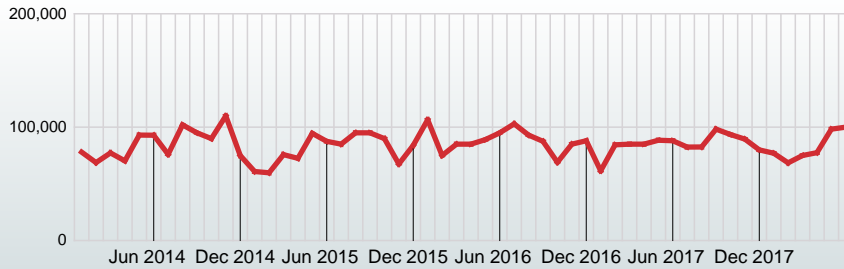
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 92,675

3 MONTHS



High
Nov 2014 = 109,900
Low
Feb 2015 = 59,750
Median Sold Price
this month at **100,000**,
above the 5 yr JUN
average of **92,675**

A P R	77,500
M A Y	98,250
J U N	100,000
	26.77%
	1.78%

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	6	6.32%	12,500	12,500	0	0	0
\$20,001 \$40,000	16	16.84%	31,750	32,000	32,268	25,000	0
\$40,001 \$80,000	14	14.74%	60,000	60,000	73,750	45,000	52,000
\$80,001 \$130,000	23	24.21%	100,000	89,000	112,500	109,900	0
\$130,001 \$210,000	14	14.74%	158,000	140,000	170,000	159,000	0
\$210,001 \$350,000	13	13.68%	290,000	255,000	264,500	310,000	319,000
\$350,001 and up	9	9.47%	399,000	432,470	409,450	360,000	465,000
Median Sold Price			100,000	60,000	118,000	211,500	349,500
Total Closed Units		100%	100,000	31	48	12	4
Total Closed Volume			13,549,376	2.68M	7.06M	2.51M	1.30M

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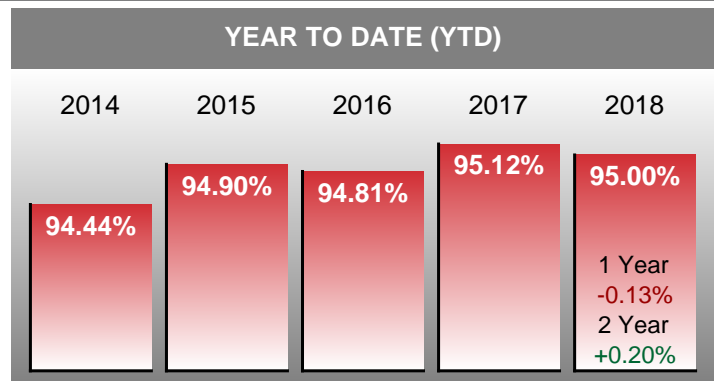
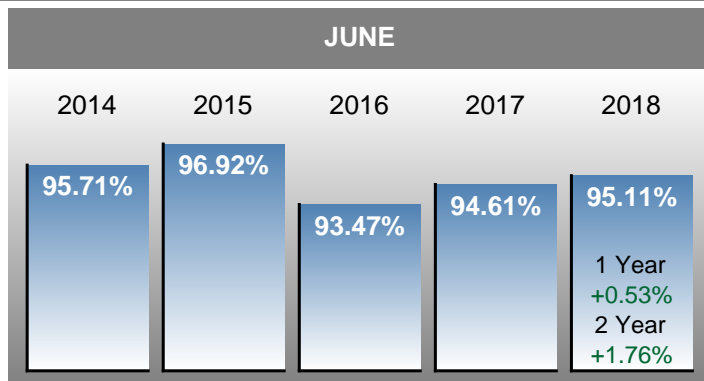
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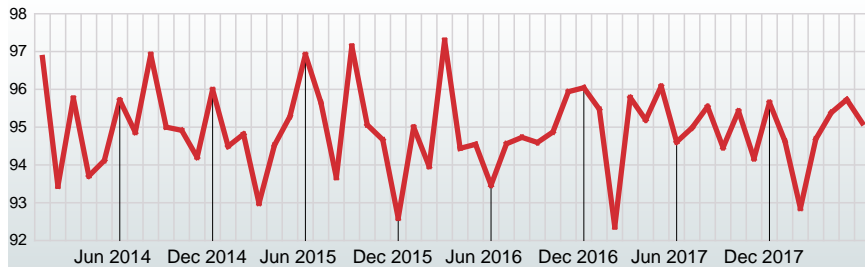


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 95.16%

3 MONTHS

High
Mar 2016 = 97.30%
Low
Feb 2017 = 92.36%
Median Sold/List Ratio
this month at **95.11%**,
equal to 5 yr JUN
average of **95.16%**

A	95.38%
P	
R	
M	95.73%
A	0.36%
Y	
J	95.11%
U	-0.65%
N	

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	6	6.32%	86.90%	86.90%	0.00%	0.00%	0.00%
\$20,001 \$40,000	16	16.84%	85.97%	87.50%	87.98%	75.99%	0.00%
\$40,001 \$80,000	14	14.74%	93.15%	81.93%	96.08%	92.78%	94.72%
\$80,001 \$130,000	23	24.21%	100.00%	100.00%	100.00%	100.00%	0.00%
\$130,001 \$210,000	14	14.74%	96.46%	90.13%	99.50%	96.36%	0.00%
\$210,001 \$350,000	13	13.68%	95.38%	94.80%	96.19%	95.11%	100.00%
\$350,001 and up	9	9.47%	93.01%	83.98%	93.83%	100.03%	90.74%
Median Sold/List Ratio		95.11%		90.00%	96.45%	95.74%	96.37%
Total Closed Units		95	100%	31	48	12	4
Total Closed Volume		13,549,376	95.11%	2.68M	7.06M	2.51M	1.30M

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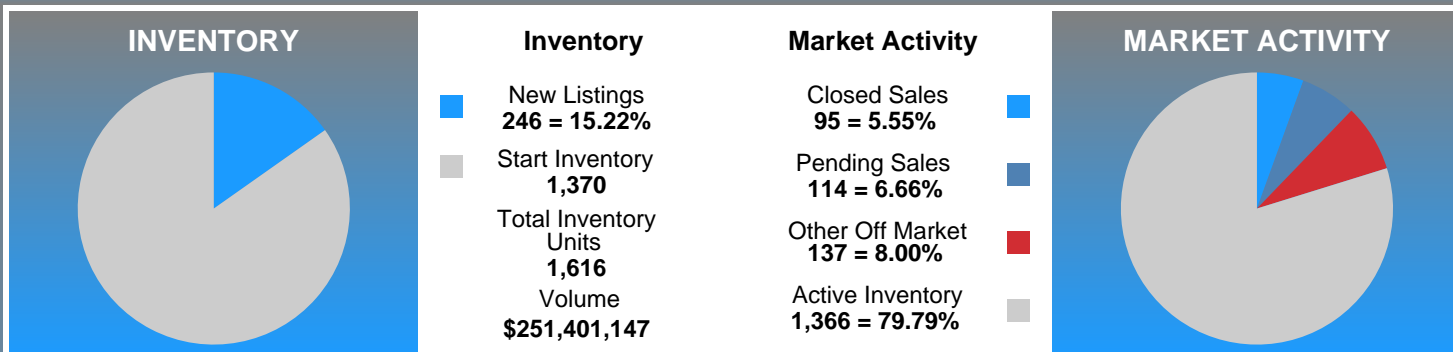
June 2018

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



MARKET SUMMARY

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

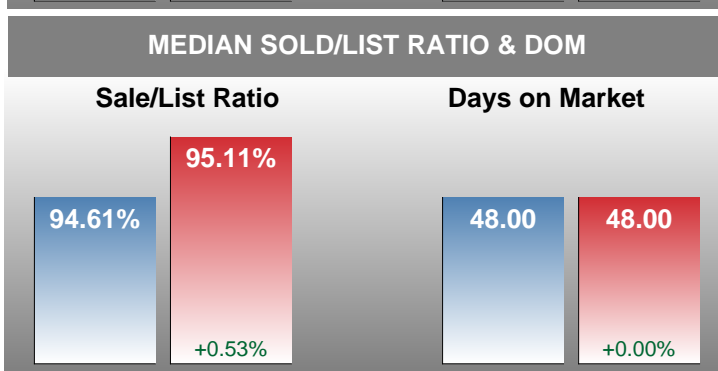
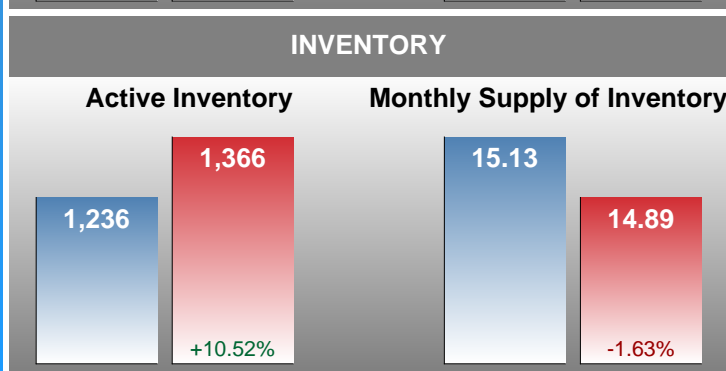
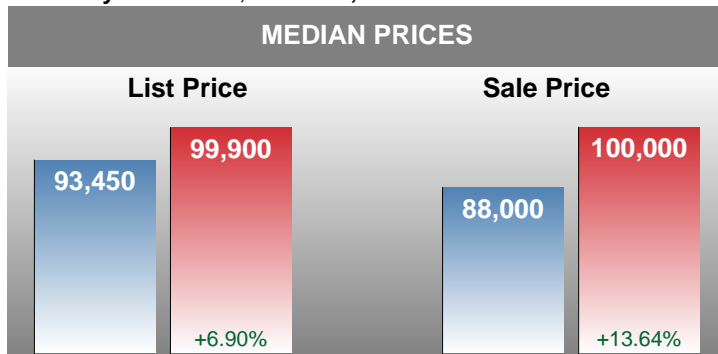
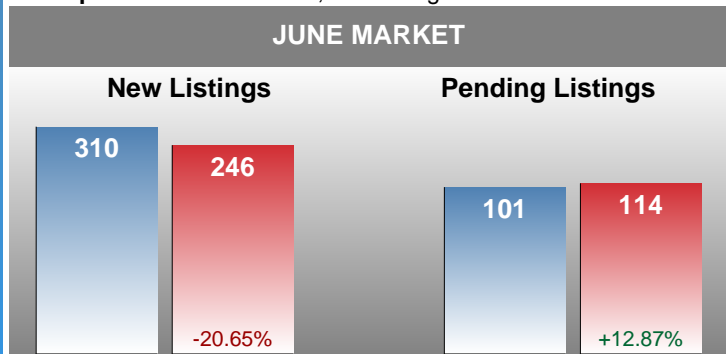


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	102	95	-6.86%	464	553	19.18%
Pending Sales	101	114	12.87%	520	616	18.46%
New Listings	310	246	-20.65%	1,821	1,760	-3.35%
Median List Price	93,450	99,900	6.90%	87,500	89,000	1.71%
Median Sale Price	88,000	100,000	13.64%	82,700	84,000	1.57%
Median Percent of Selling Price to List Price	94.61%	95.11%	0.53%	95.12%	95.00%	-0.13%
Median Days on Market to Sale	48.00	48.00	0.00%	50.00	54.00	8.00%
Monthly Inventory	1,236	1,366	10.52%	1,236	1,366	10.52%
Months Supply of Inventory	15.13	14.89	-1.63%	15.13	14.89	-1.63%

Absorption: Last 12 months, an Average of **92** Sales/Month

Inventory on June 30, 2018 = 1,366

2017 2018



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Email: support@mlstechnology.com