

May 2018

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

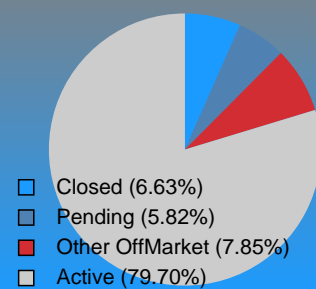


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	May		
	2017	2018	+/-%
Closed Listings	82	114	39.02%
Pending Listings	81	100	23.46%
New Listings	267	291	8.99%
Average List Price	121,589	138,804	14.16%
Average Sale Price	115,974	132,049	13.86%
Average Percent of List Price to Selling Price	94.54%	93.76%	-0.83%
Average Days on Market to Sale	67.98	55.55	-18.28%
End of Month Inventory	1,223	1,370	12.02%
Months Supply of Inventory	15.01	14.84	-1.12%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **92** Sales/Month
Active Inventory as of May 31, 2018 = **1,370**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2018 rose **12.02%** to 1,370 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 **14.84** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **13.86%** in May 2018 to \$132,049 versus the previous year at \$115,974.

Average Days on Market Shortens

The average number of **55.55** days that homes spent on the market before selling decreased by 12.42 days or **18.28%** in May 2018 compared to last year's same month at **67.98** DOM.

Sales Success for May 2018 is Positive

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

There were 291 New Listings in May 2018, up **8.99%** from last year at 267. Furthermore, there were 114 Closed Listings this month versus last year at 82, a **39.02%** increase.

Closed versus Listed trends yielded a **39.2%** ratio, up from previous year's, May 2017, at **30.7%**, a **27.56%** 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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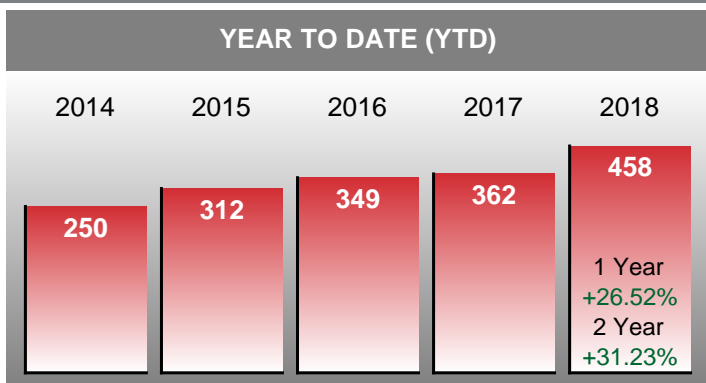
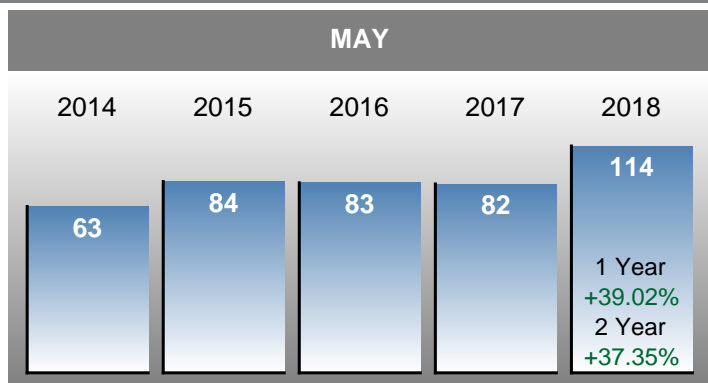
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CLOSED LISTINGS

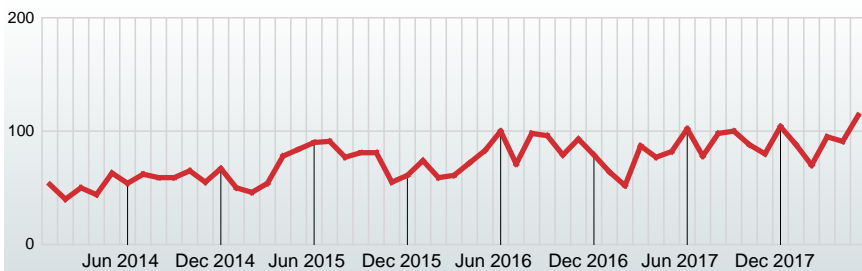
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 85

3 MONTHS



High
May 2018 = 114
Low
Feb 2014 = 40
Closed Listings
this month at **114**,
above the 5 yr MAY
average of **85**

M	95
A	
R	
A	91
P	-4.21%
R	
M	114
A	
Y	25.27%

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	7	6.14%	56.1	7	0	0	0
\$30,001 - \$40,000	12	10.53%	83.8	9	0	3	0
\$40,001 - \$70,000	19	16.67%	50.2	9	9	1	0
\$70,001 - \$130,000	32	28.07%	65.3	7	20	5	0
\$130,001 - \$190,000	18	15.79%	42.9	3	12	3	0
\$190,001 - \$270,000	14	12.28%	33.7	0	7	6	1
\$270,001 and up	12	10.53%	53.7	0	7	5	0
Total Closed Units	114			35	55	23	1
Total Closed Volume	15,053,625	100%	55.6	1.92M	8.20M	4.74M	192.00K
Average Closed Price	\$132,049			\$54,866	\$149,102	\$206,117	\$192,000

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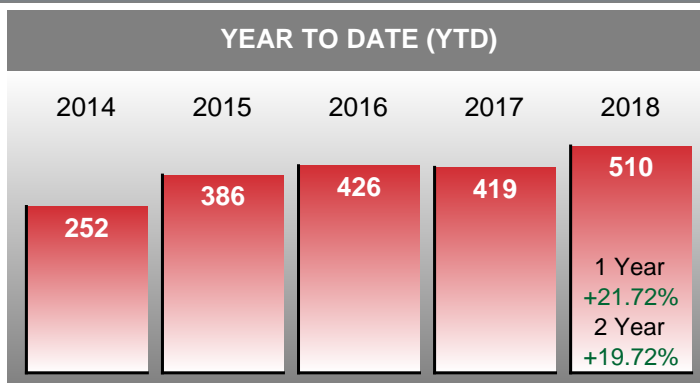
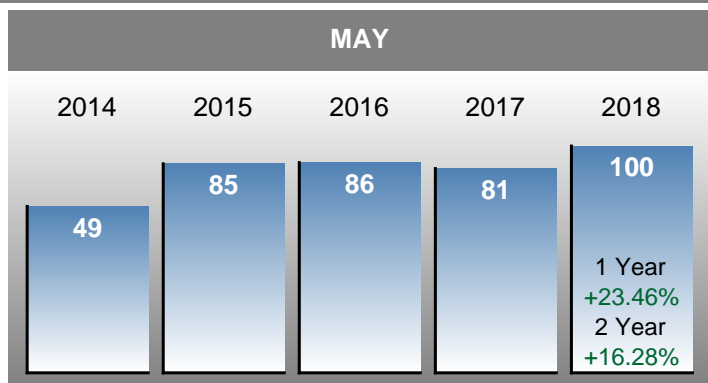
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PENDING LISTINGS

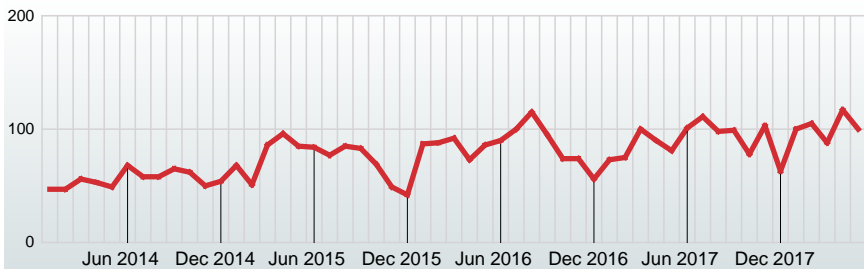
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 80

3 MONTHS



High
Apr 2018 = 117
Low
Dec 2015 = 42
Pending Listings
this month at **100**,
above the 5 yr MAY
average of **80**

MAR	88
APR	117
MAY	100
32.95%	
-14.53%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	7.00%	88.7	7	0	0	0
\$25,001 - \$50,000	16	16.00%	86.6	7	8	1	0
\$50,001 - \$75,000	11	11.00%	45.5	3	7	0	1
\$75,001 - \$125,000	23	23.00%	56.4	9	12	2	0
\$125,001 - \$200,000	17	17.00%	84.4	3	12	1	1
\$200,001 - \$300,000	14	14.00%	57.1	0	7	7	0
\$300,001 and up	12	12.00%	70.2	1	4	4	3
Total Pending Units	100			30	50	15	5
Total Pending Volume	14,695,364	100%	56.7	2.38M	7.10M	3.60M	1.62M
Average Listing Price	\$191,784			\$79,319	\$141,910	\$239,787	\$324,700

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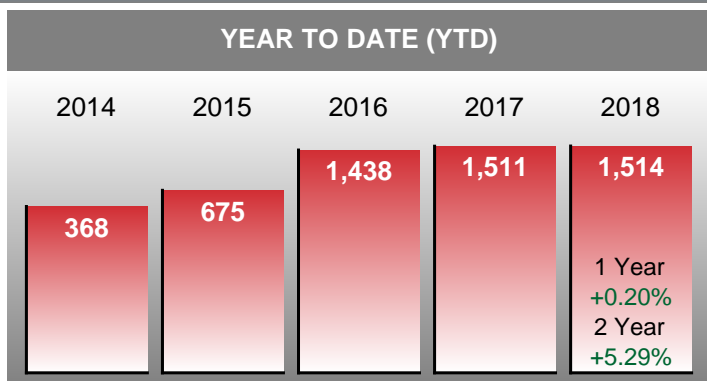
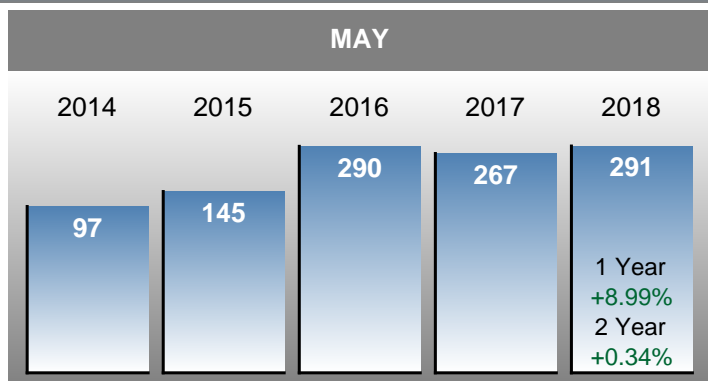
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NEW LISTINGS

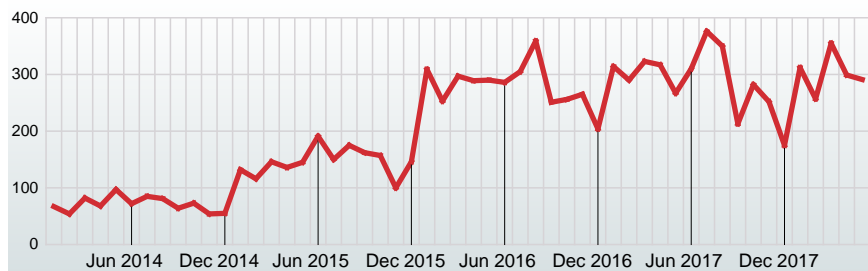
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 218

3 MONTHS



High
Jul 2017 = 376
Low
Nov 2014 = 54
New Listings
this month at **291**,
above the 5 yr MAY
average of **218**

MAR	355
APR	299
	-15.77%
MAY	291
	-2.68%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	44	15.12%	42	2	0	0
\$25,001-\$50,000	38	13.06%	29	8	1	0
\$50,001-\$125,000	84	28.87%	40	38	5	1
\$125,001-\$200,000	57	19.59%	10	34	11	2
\$200,001-\$275,000	36	12.37%	4	21	9	2
\$275,001 and up	32	11.00%	8	12	9	3
Total New Listed Units	291		133	115	35	8
Total New Listed Volume	43,090,960	100%	11.19M	19.67M	9.09M	3.13M
Average New Listed Listing Price	\$210,422		\$84,165	\$171,076	\$259,803	\$391,275

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May 2018

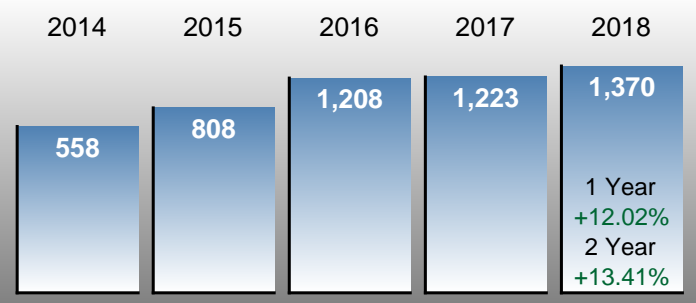
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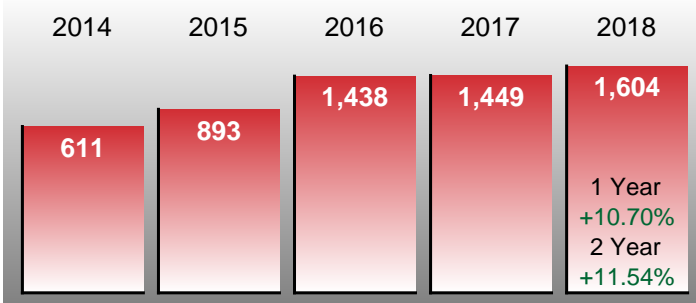
ACTIVE INVENTORY

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END OF MAY



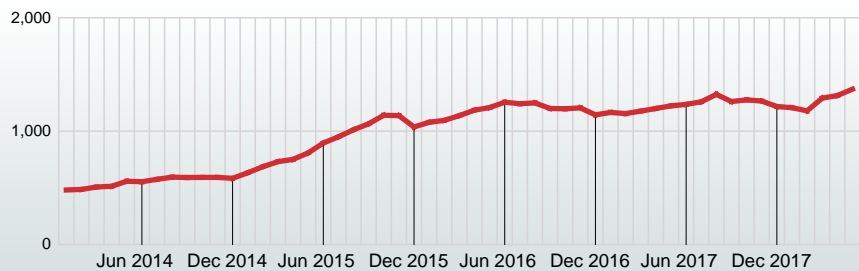
ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 1,033

3 MONTHS



High
May 2018 = 1,370

Low
Jan 2014 = 481

Inventory
this month at **1,370**,
above the 5 yr MAY
average of **1,033**

MAR 1,291

APR 1,314
1.78%

MAY 1,370
4.26%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	284	20.73%	160.0	275	9	0	0
\$25,001-\$50,000	200	14.60%	137.9	164	32	3	1
\$50,001-\$125,000	374	27.30%	127.9	194	157	22	1
\$125,001-\$175,000	161	11.75%	164.6	41	95	22	3
\$175,001-\$325,000	206	15.04%	108.6	42	109	44	11
\$325,001 and up	145	10.58%	129.7	44	55	36	10
Total Active Inventory by Units	1,370			760	457	127	26
Total Active Inventory by Volume	209,579,030	100%	137.6	76.57M	87.20M	35.79M	10.02M
Average Active Inventory Listing Price	\$152,977			\$100,750	\$190,811	\$281,813	\$385,327

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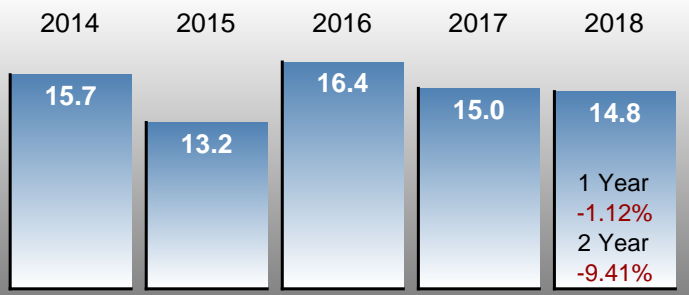
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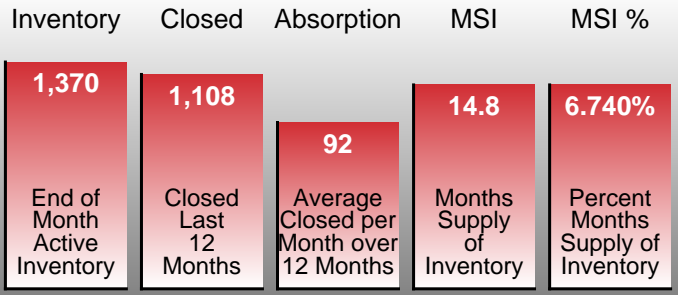
MONTHS SUPPLY of INVENTORY (MSI)

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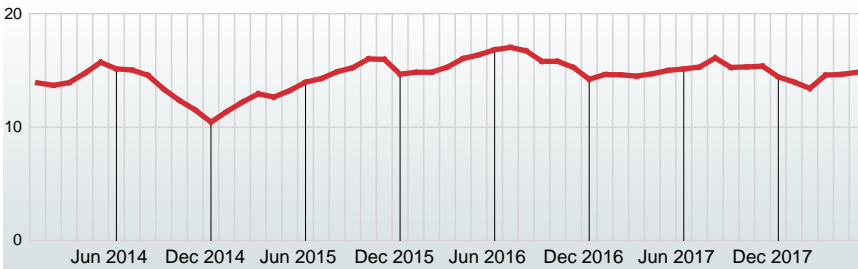
MSI FOR MAY



INDICATORS FOR MAY 2018



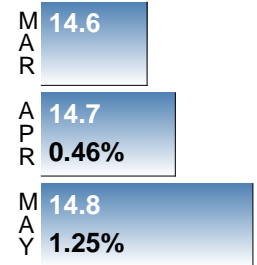
5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 15.0

3 MONTHS

High
Jul 2016 = 17.0
Low
Dec 2014 = 10.4
Months Supply
this month at **14.8**,
equal to 5 yr MAY
average of **15.0**



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	74	5.40%	42.3	44.8	18.0	0.0	0.0
\$10,001 - \$20,000	148	10.80%	26.9	33.9	1.0	0.0	0.0
\$20,001 - \$50,000	262	19.12%	12.6	18.0	5.5	1.8	6.0
\$50,001 - \$120,000	339	24.74%	10.8	17.6	8.1	5.6	0.0
\$120,001 - \$190,000	230	16.79%	13.1	29.1	9.9	12.8	21.0
\$190,001 - \$330,000	177	12.92%	15.2	27.8	14.6	10.6	21.6
\$330,001 and up	140	10.22%	40.0	172.0	32.8	25.4	36.0
Market Supply of Inventory (MSI)	14.8	100%	14.8	23.8	9.8	10.0	20.8
Total Active Inventory by Units	1,370			760	457	127	26

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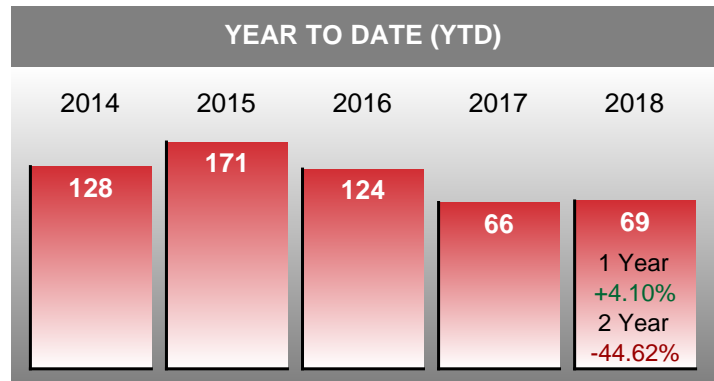
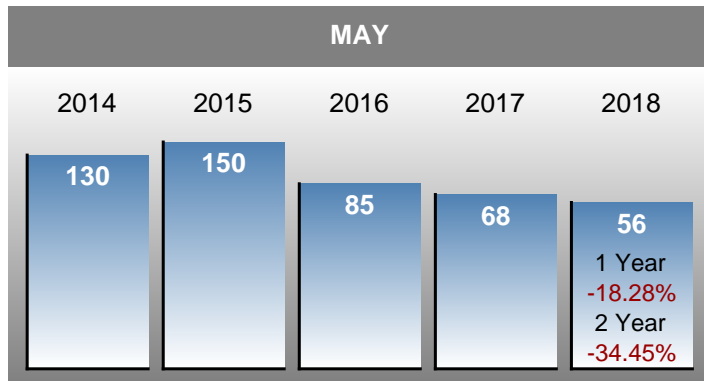
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AVERAGE DAYS ON MARKET TO SALE

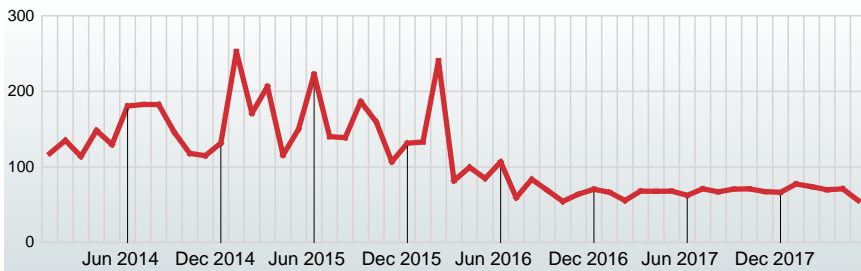
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 98

3 MONTHS



High
Jan 2015 = 253
Low
Oct 2016 = 54

Average Days on Market
this month at **56**,
below the 5 yr MAY
average of **98**

MAY	70
APR	71
MAR	1.80%
FEB	56
JAN	-21.79%

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	7	6.14%	56.1	56.1	0.0	0.0	0.0
\$30,001 - \$40,000	12	10.53%	83.8	85.3	0.0	79.3	0.0
\$40,001 - \$70,000	19	16.67%	50.2	46.7	57.0	21.0	0.0
\$70,001 - \$130,000	32	28.07%	65.3	56.4	76.0	35.4	0.0
\$130,001 - \$190,000	18	15.79%	42.9	36.7	36.2	76.3	0.0
\$190,001 - \$270,000	14	12.28%	33.7	0.0	31.1	26.2	97.0
\$270,001 and up	12	10.53%	53.7	0.0	63.4	40.0	0.0
Average Closed DOM			55.6	59.6	56.9	44.4	97.0
Total Closed Units		100%	55.6	35	55	23	1
Total Closed Volume			15,053,625	1.92M	8.20M	4.74M	192.00K

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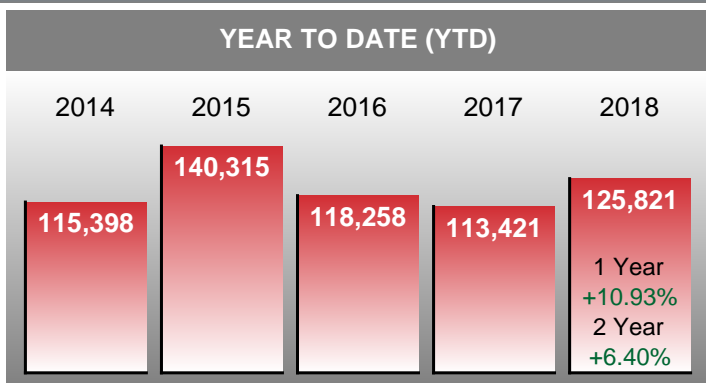
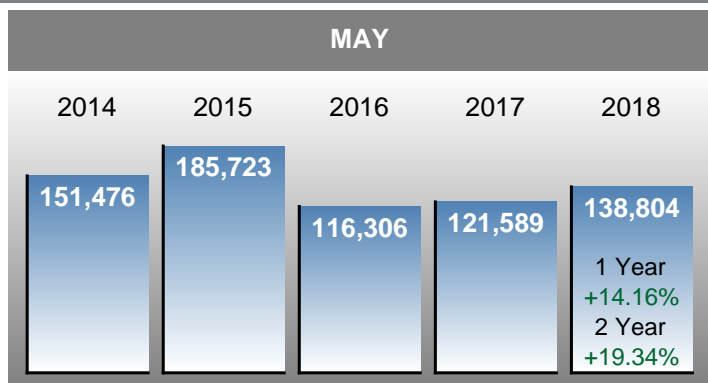
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AVERAGE LIST PRICE AT CLOSING

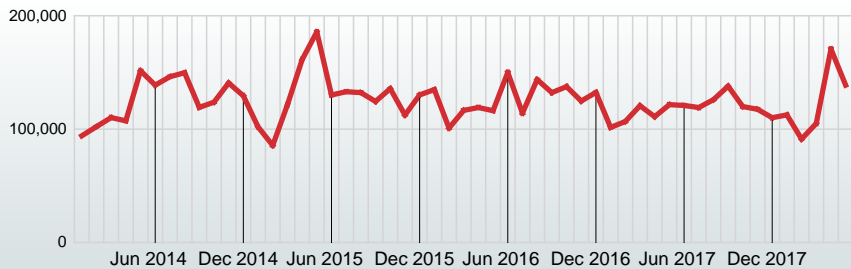
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 142,780

3 MONTHS



High
May 2015 = 185,723
Low
Feb 2015 = 85,639
Average List Price
this month at **138,804**,
below the 5 yr MAY
average of **142,780**

MAR 105,048
APR 170,656
62.45%
MAY 138,804
-18.66%

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	8	7.02%	20,988	19,714	0	0	0
\$30,001 - \$40,000	8	7.02%	39,413	40,700	0	38,633	0
\$40,001 - \$70,000	22	19.30%	54,968	55,633	55,856	75,000	0
\$70,001 - \$130,000	29	25.44%	96,045	98,686	101,900	92,780	0
\$130,001 - \$190,000	19	16.67%	150,703	150,783	157,300	170,600	0
\$190,001 - \$270,000	15	13.16%	225,159	0	235,114	240,350	197,000
\$270,001 and up	13	11.40%	392,700	0	345,256	475,780	0
Average List Price			138,804	61,376	154,380	216,852	197,000
Total Closed Units		100%	138,804	35	55	23	1
Total Closed Volume			15,823,638	2.15M	8.49M	4.99M	197.00K

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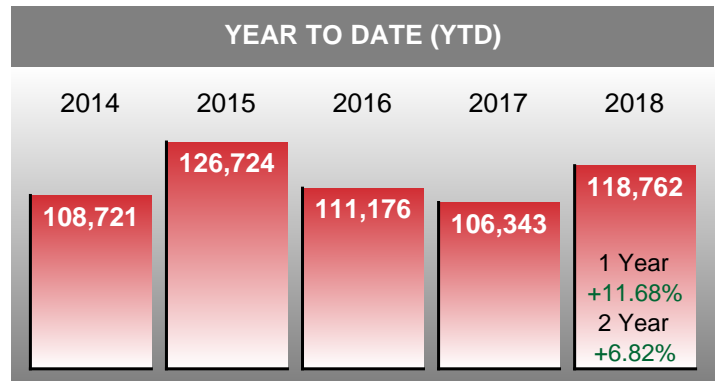
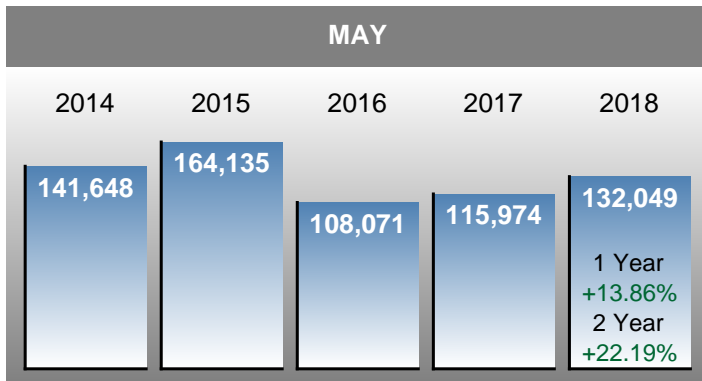
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AVERAGE SOLD PRICE AT CLOSING

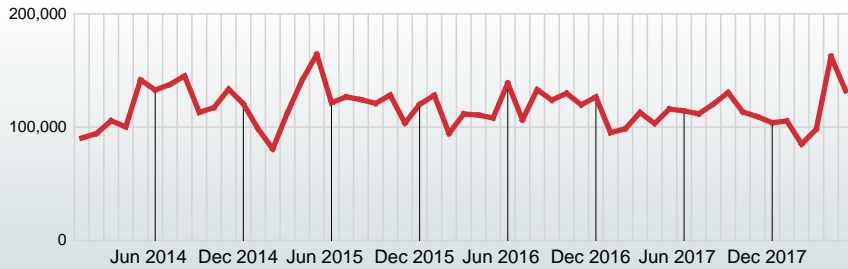
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 132,376

3 MONTHS



High
May 2015 = 164,135
Low
Feb 2015 = 80,788
Average Sold Price
this month at **132,049**,
below the 5 yr MAY
average of **132,376**

MAY	98,167
APR	162,440
MAR	65.47%
FEB	132,049
JAN	-18.71%

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	7	6.14%	15,000	15,000	0	0	0
\$30,001 - \$40,000	12	10.53%	35,806	35,242	0	37,500	0
\$40,001 - \$70,000	19	16.67%	52,950	51,072	53,100	68,500	0
\$70,001 - \$130,000	32	28.07%	94,253	86,214	97,765	91,460	0
\$130,001 - \$190,000	18	15.79%	150,600	145,000	149,700	159,800	0
\$190,001 - \$270,000	14	12.28%	227,607	0	229,429	231,417	192,000
\$270,001 and up	12	10.53%	383,292	0	337,857	446,900	0
Average Sold Price			132,049	54,866	149,102	206,117	192,000
Total Closed Units		100%	132,049	35	55	23	1
Total Closed Volume			15,053,625	1.92M	8.20M	4.74M	192.00K

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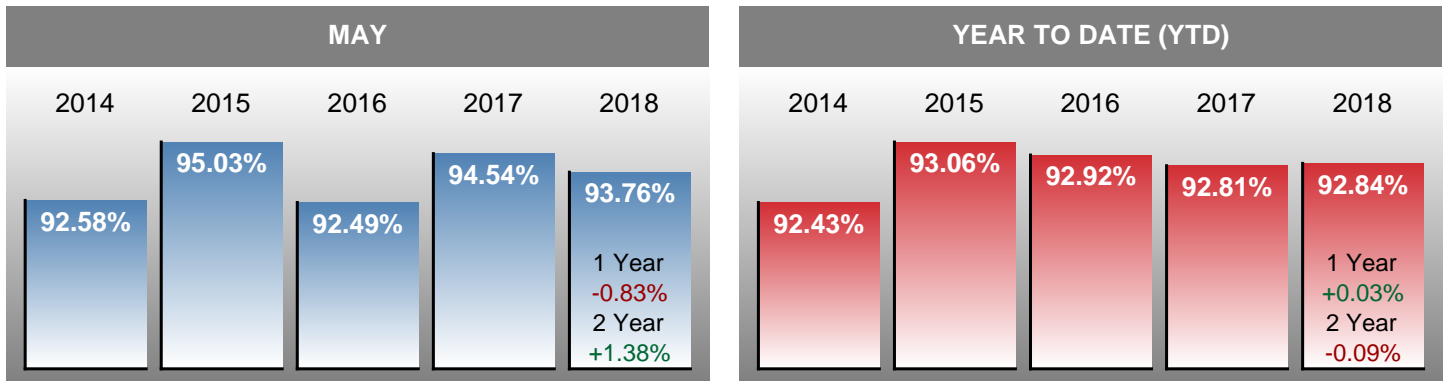
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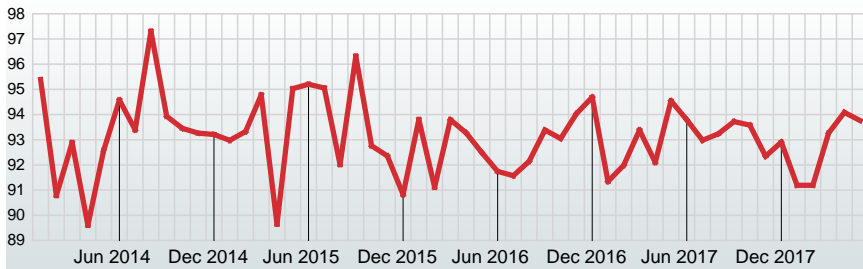


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 93.68%

3 MONTHS

High
Aug 2014 = 97.30%

Low
Apr 2014 = 89.61%

Average Sold/List Ratio
this month at **93.76%**,
equal to 5 yr MAY
average of **93.68%**

MAY **93.26%**

APR **94.09%**

MAY **93.76%**

MAY **-0.35%**

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	7	6.14%	78.02%	78.02%	0.00%	0.00%	0.00%
\$30,001 \$40,000	12	10.53%	89.91%	86.73%	0.00%	99.44%	0.00%
\$40,001 \$70,000	19	16.67%	93.45%	92.21%	94.93%	91.33%	0.00%
\$70,001 \$130,000	32	28.07%	94.93%	87.58%	96.52%	98.87%	0.00%
\$130,001 \$190,000	18	15.79%	95.26%	96.12%	95.33%	94.09%	0.00%
\$190,001 \$270,000	14	12.28%	97.20%	0.00%	97.78%	96.46%	97.46%
\$270,001 and up	12	10.53%	97.93%	0.00%	100.65%	94.11%	0.00%
Average Sold/List Ratio			93.80%	87.37%	96.69%	96.33%	97.46%
Total Closed Units	114	100%	93.80%	35	55	23	1
Total Closed Volume	15,053,625			1.92M	8.20M	4.74M	192.00K

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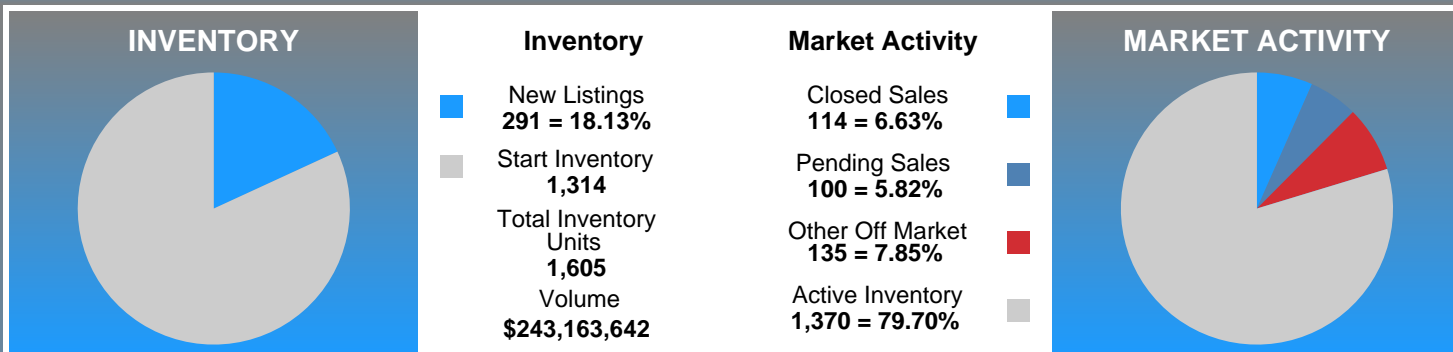
May 2018

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



MARKET SUMMARY

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

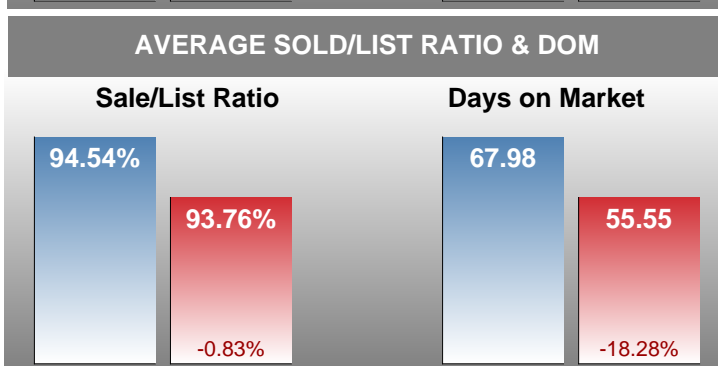
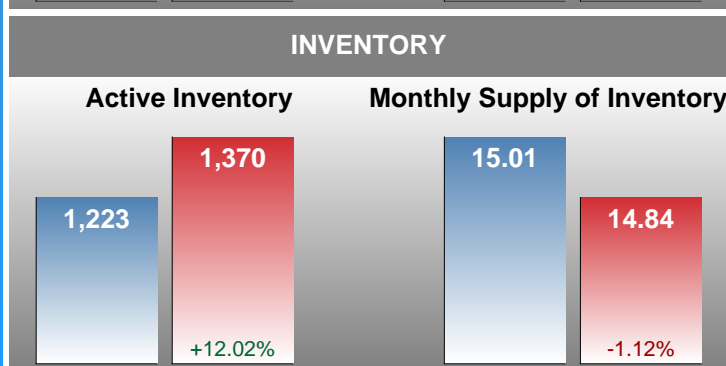
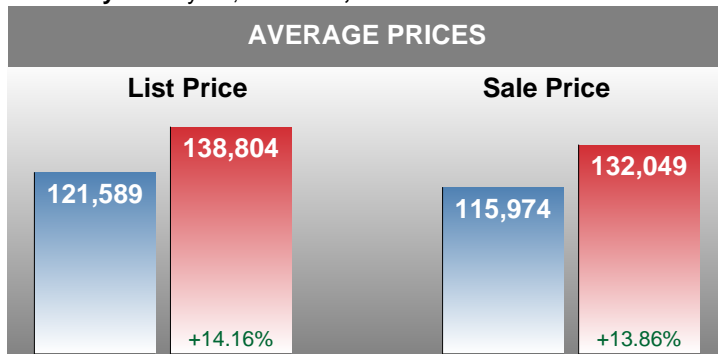
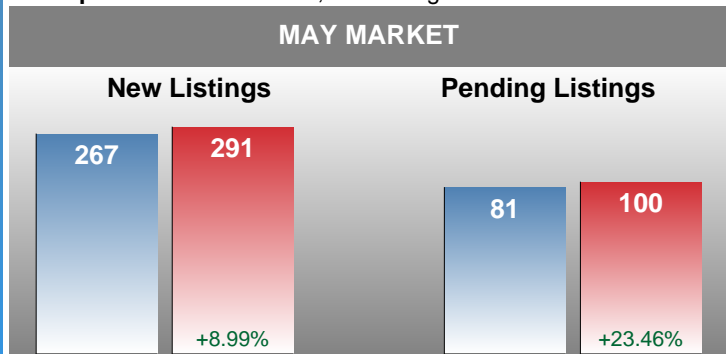


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	82	114	39.02%	362	458	26.52%
Pending Sales	81	100	23.46%	419	510	21.72%
New Listings	267	291	8.99%	1,511	1,514	0.20%
Average List Price	121,589	138,804	14.16%	113,421	125,821	10.93%
Average Sale Price	115,974	132,049	13.86%	106,343	118,762	11.68%
Average Percent of Selling Price to List Price	94.54%	93.76%	-0.83%	92.81%	92.84%	0.03%
Average Days on Market to Sale	67.98	55.55	-18.28%	65.89	68.59	4.10%
Monthly Inventory	1,223	1,370	12.02%	1,223	1,370	12.02%
Months Supply of Inventory	15.01	14.84	-1.12%	15.01	14.84	-1.12%

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

Inventory on May 31, 2018 = 1,370

2017 **2018**



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Email: support@mlstechnology.com