

## August 2018

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

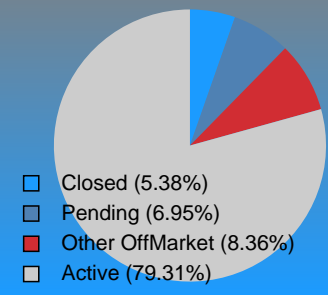


### MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2018 for MLS Technology Inc.

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	99	92	-7.07%
Pending Listings	98	119	21.43%
New Listings	350	263	-24.86%
Average List Price	126,634	125,968	-0.53%
Average Sale Price	121,092	119,138	-1.61%
Average Percent of List Price to Selling Price	93.30%	93.47%	0.18%
Average Days on Market to Sale	66.58	75.85	13.93%
End of Month Inventory	1,324	1,357	2.49%
Months Supply of Inventory	16.08	14.58	-9.34%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **93** Sales/Month  
**Active Inventory** as of August 31, 2018 = **1,357**

#### Analysis Wrap-Up

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

The total housing inventory at the end of August 2018 rose **2.49%** to 1,357 existing homes available for sale. Over the last 12 months this area has had an average of 93 closed sales per month. This represents an unsold inventory index of **14.58** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.61%** in August 2018 to \$119,138 versus the previous year at \$121,092.

##### Average Days on Market Lengthens

The average number of **75.85** days that homes spent on the market before selling increased by 9.27 days or **13.93%** in August 2018 compared to last year's same month at **66.58** DOM.

##### Sales Success for August 2018 is Positive

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

There were 263 New Listings in August 2018, down **24.86%** from last year at 350. Furthermore, there were 92 Closed Listings this month versus last year at 99, a **-7.07%** decrease.

Closed versus Listed trends yielded a **35.0%** ratio, up from previous year's, August 2017, at **28.3%**, a **23.67%** 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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.

##### Are You Ready to Buy or Sell Real Estate?

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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

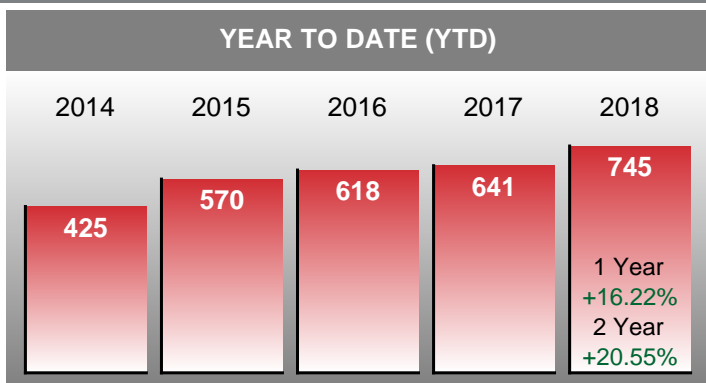
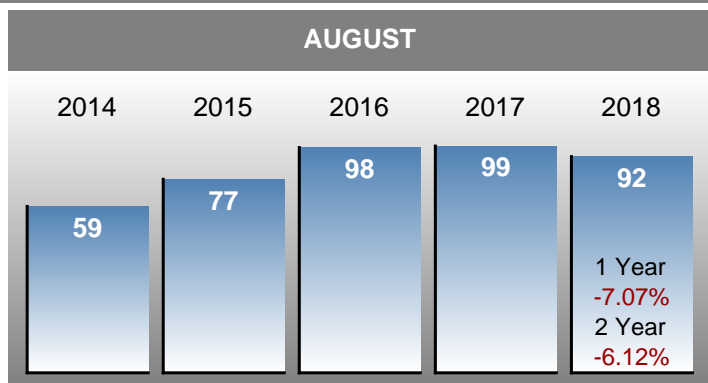
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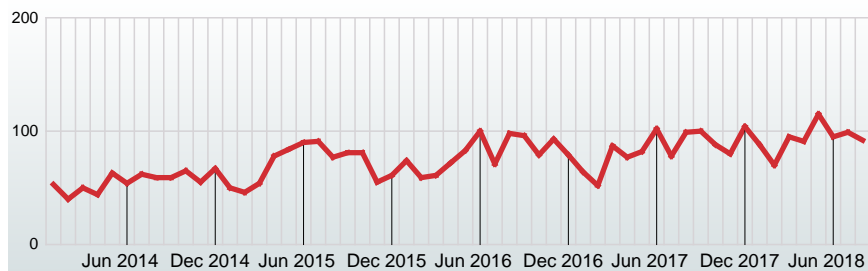
## CLOSED LISTINGS

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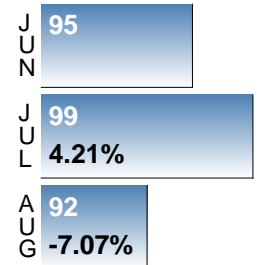


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 85**      **3 MONTHS**



**High**  
May 2018 = 115  
**Low**  
Feb 2014 = 40  
*Closed Listings*  
this month at **92**,  
above the 5 yr AUG  
average of **85**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	9	9.78%	117.7	9	0	0	0
\$20,001 - \$40,000	13	14.13%	99.0	9	4	0	0
\$40,001 - \$60,000	12	13.04%	66.2	6	5	1	0
\$60,001 - \$110,000	21	22.83%	77.7	6	14	1	0
\$110,001 - \$170,000	18	19.57%	58.9	3	13	2	0
\$170,001 - \$250,000	9	9.78%	78.1	3	4	2	0
\$250,001 and up	10	10.87%	44.2	1	5	2	2
<b>Total Closed Units</b>	<b>92</b>			<b>37</b>	<b>45</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,960,664</b>	<b>100%</b>	<b>75.8</b>	<b>2.45M</b>	<b>6.07M</b>	<b>1.43M</b>	<b>1.01M</b>
<b>Average Closed Price</b>	<b>\$119,138</b>			<b>\$66,174</b>	<b>\$134,928</b>	<b>\$178,938</b>	<b>\$504,500</b>

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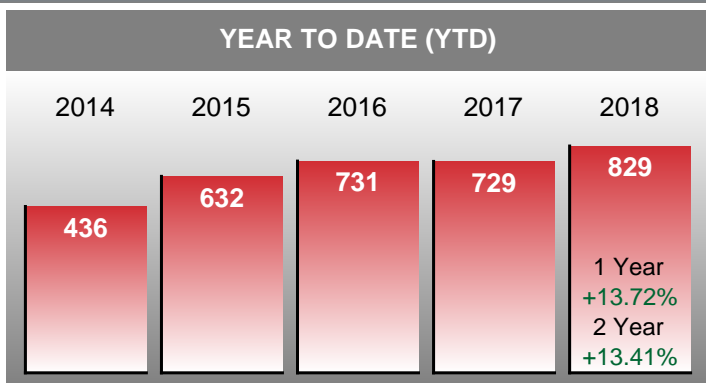
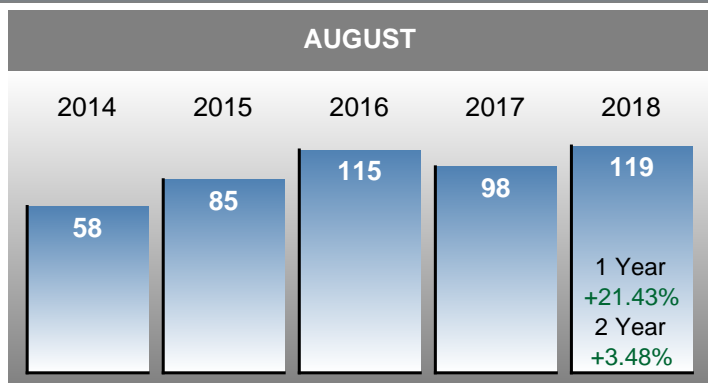
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## PENDING LISTINGS

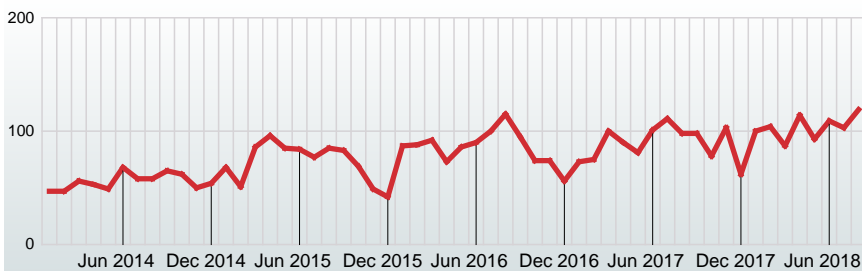
Report produced on Sep 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 95

3 MONTHS



**High**  
Aug 2018 = 119  
**Low**  
Dec 2015 = 42  
*Pending Listings*  
this month at **119**,  
above the 5 yr AUG  
average of **95**

JUN	109
JUL	103 -5.50%
AUG	119 15.53%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	14	11.76%	184.1	14	0	0	0
\$10,001 \$40,000	14	11.76%	98.6	12	2	0	0
\$40,001 \$60,000	12	10.08%	96.8	6	6	0	0
\$60,001 \$100,000	31	26.05%	63.7	13	16	2	0
\$100,001 \$150,000	20	16.81%	60.0	9	10	1	0
\$150,001 \$320,000	16	13.45%	53.8	1	10	3	2
\$320,001 and up	12	10.08%	41.6	0	7	4	1
<b>Total Pending Units</b>	<b>119</b>			<b>55</b>	<b>51</b>	<b>10</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>15,094,898</b>	<b>100%</b>	<b>92.2</b>	<b>3.07M</b>	<b>8.22M</b>	<b>2.80M</b>	<b>998.90K</b>
<b>Average Listing Price</b>	<b>\$97,564</b>			<b>\$55,798</b>	<b>\$161,243</b>	<b>\$280,370</b>	<b>\$332,967</b>

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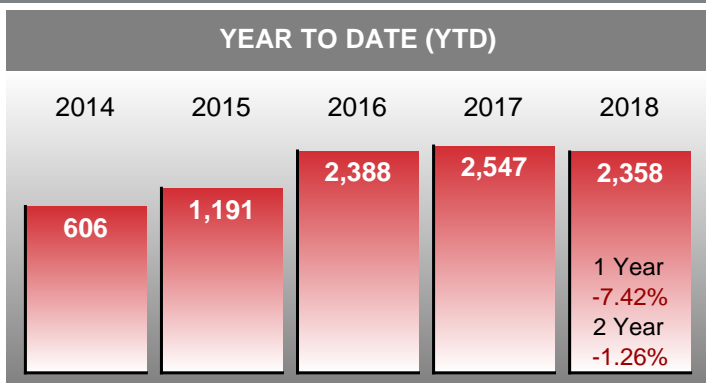
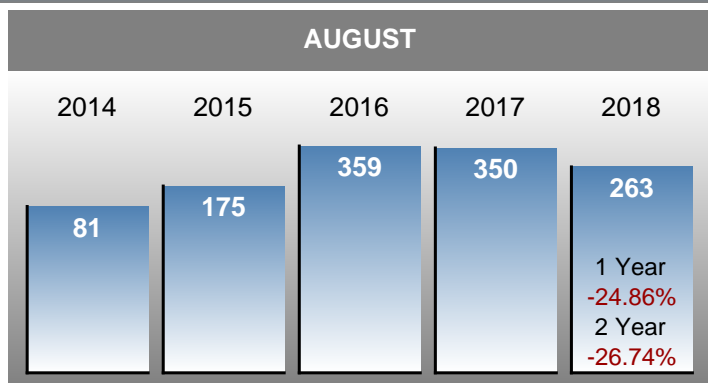
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## NEW LISTINGS

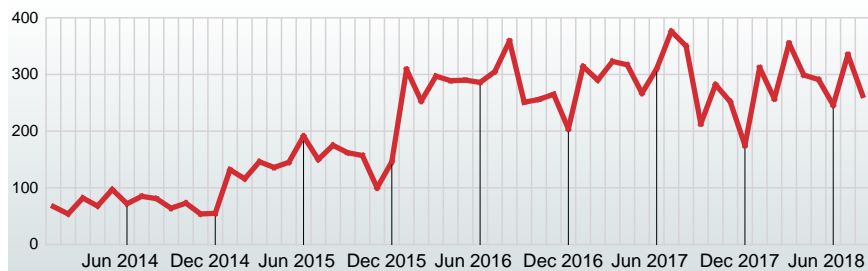
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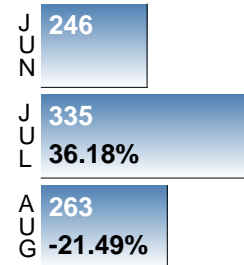
### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 246

3 MONTHS



**High**  
Jul 2017 = 376  
**Low**  
Nov 2014 = 54  
*New Listings*  
this month at **263**,  
above the 5 yr AUG  
average of **246**



### 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	16	6.08%	14	2	0	0
\$25,001 - \$50,000	20	7.60%	17	3	0	0
\$50,001 - \$100,000	61	23.19%	25	30	6	0
\$100,001 - \$175,000	67	25.48%	10	48	9	0
\$175,001 - \$275,000	38	14.45%	8	21	7	2
\$275,001 - \$475,000	33	12.55%	8	17	6	2
\$475,001 and up	28	10.65%	3	11	12	2
<b>Total New Listed Units</b>	<b>263</b>		<b>85</b>	<b>132</b>	<b>40</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>55,077,475</b>	<b>100%</b>	<b>11.06M</b>	<b>28.74M</b>	<b>12.83M</b>	<b>2.45M</b>
<b>Average New Listed Listing Price</b>	<b>\$263,167</b>		<b>\$130,089</b>	<b>\$217,730</b>	<b>\$320,822</b>	<b>\$407,783</b>

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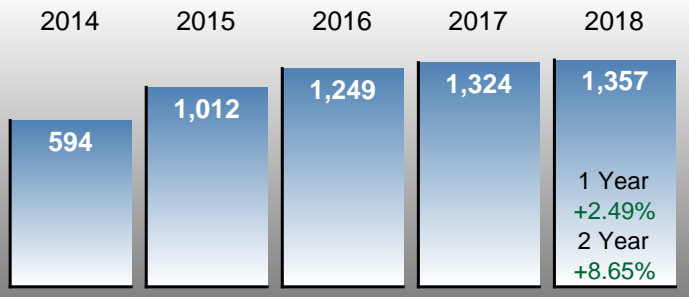
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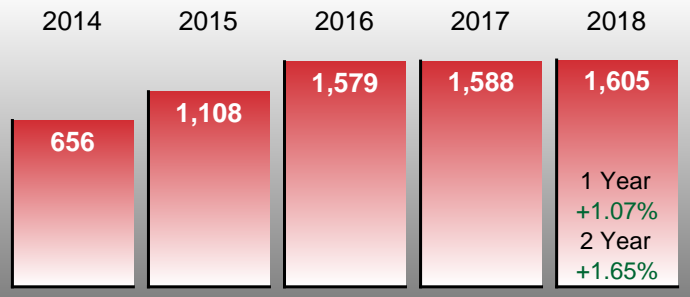
## ACTIVE INVENTORY

Report produced on Sep 12, 2018 for MLS Technology Inc.

### END OF AUGUST



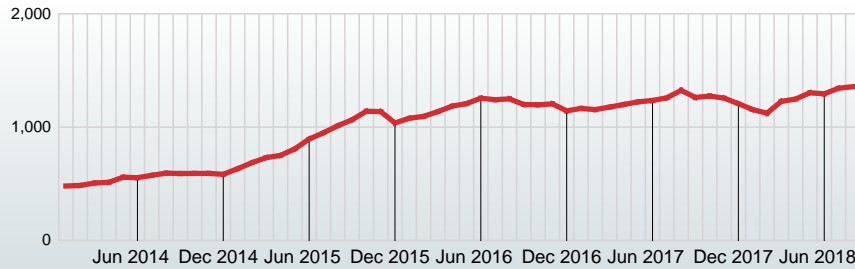
### ACTIVE DURING AUGUST



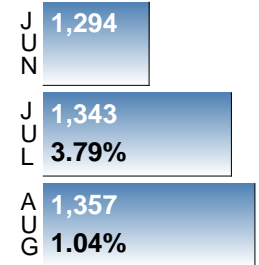
### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 1,107

3 MONTHS



**High**  
Aug 2018 = 1,357  
**Low**  
Jan 2014 = 481  
*Inventory*  
this month at **1,357**,  
above the 5 yr AUG  
average of **1,107**



### 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	184	13.56%	200.8	180	4	0	0
\$25,001-\$75,000	325	23.95%	151.3	235	76	13	1
\$75,001-\$125,000	246	18.13%	130.6	114	110	20	2
\$125,001-\$225,000	286	21.08%	154.0	67	171	42	6
\$225,001-\$375,000	169	12.45%	118.1	40	89	33	7
\$375,001 and up	147	10.83%	100.1	38	49	49	11
<b>Total Active Inventory by Units</b>	<b>1,357</b>			<b>674</b>	<b>499</b>	<b>157</b>	<b>27</b>
<b>Total Active Inventory by Volume</b>	<b>237,448,164</b>	<b>100%</b>	<b>145.1</b>	<b>74.37M</b>	<b>101.86M</b>	<b>49.63M</b>	<b>11.59M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$174,980</b>			<b>\$110,340</b>	<b>\$204,121</b>	<b>\$316,127</b>	<b>\$429,296</b>

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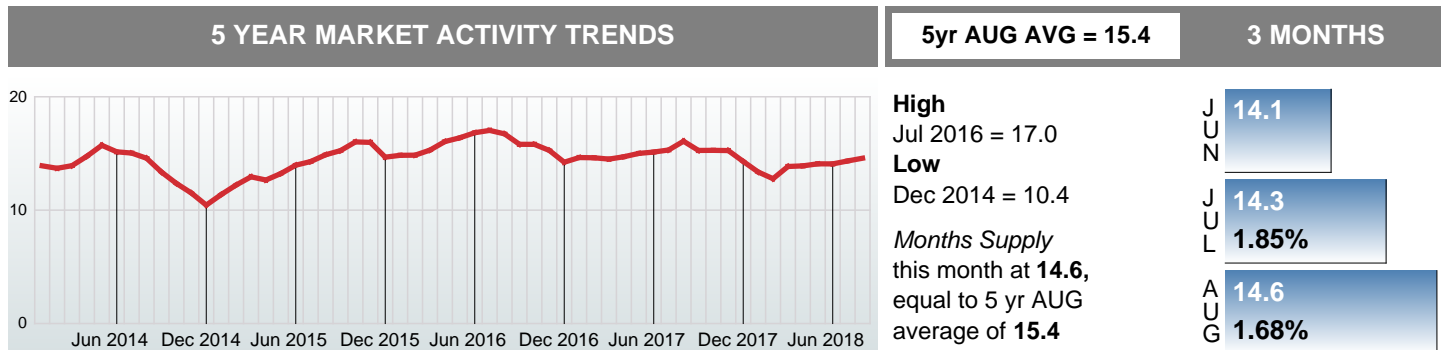
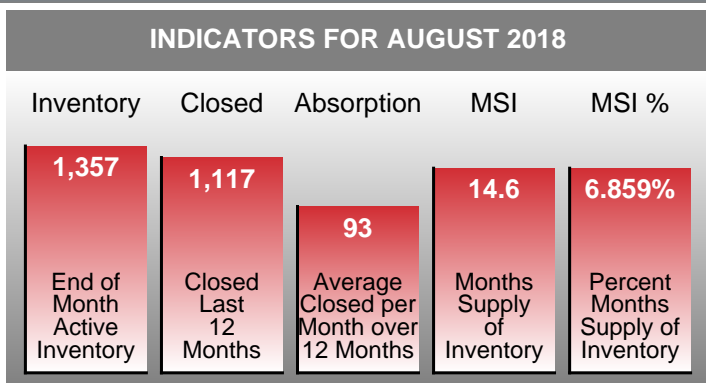
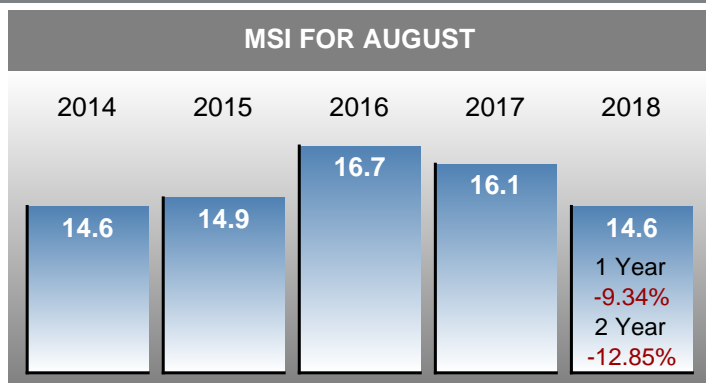
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## MONTHS SUPPLY of INVENTORY (MSI)

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### 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	130	9.58%	17.1	19.6	1.2	0.0	0.0
\$20,001 \$40,000	176	12.97%	12.6	18.3	4.0	1.6	12.0
\$40,001 \$70,000	188	13.85%	11.0	17.1	6.3	9.0	0.0
\$70,001 \$140,000	334	24.61%	12.1	20.1	9.5	8.5	12.0
\$140,001 \$220,000	204	15.03%	13.3	22.4	11.5	13.1	24.0
\$220,001 \$390,000	185	13.63%	19.3	44.0	19.4	12.7	10.5
\$390,001 and up	140	10.32%	67.2	140.0	64.0	61.3	33.0
Market Supply of Inventory (MSI)	14.6			20.6	10.7	13.2	15.4
Total Active Inventory by Units	1,357	100%	14.6	674	499	157	27

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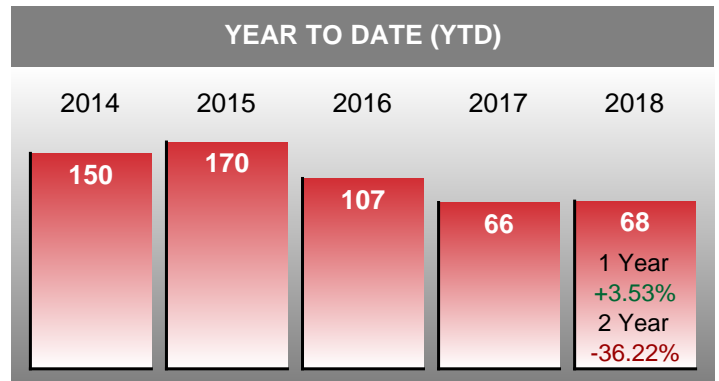
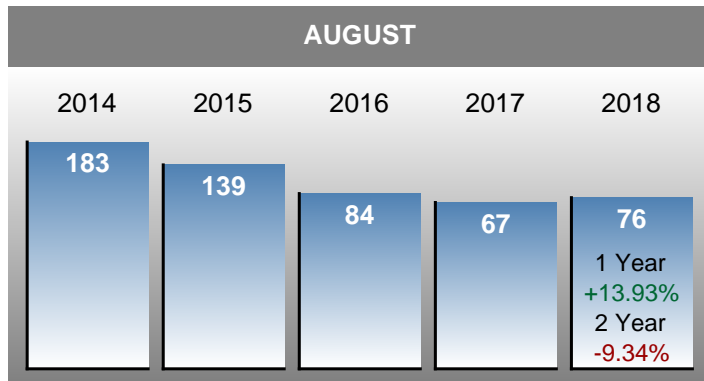
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## AVERAGE DAYS ON MARKET TO SALE

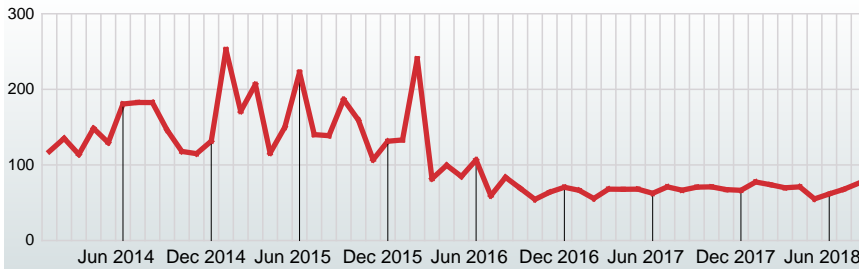
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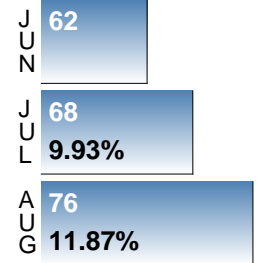
### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 109

3 MONTHS



**High**  
Jan 2015 = 253  
**Low**  
Oct 2016 = 54  
*Average Days on Market*  
this month at **76**,  
below the 5 yr AUG  
average of **109**



### 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
\$20,000 and less	9	9.78%	117.7	117.7	0.0	0.0	0.0
\$20,001 \$40,000	13	14.13%	99.0	114.6	64.0	0.0	0.0
\$40,001 \$60,000	12	13.04%	66.2	112.7	17.8	29.0	0.0
\$60,001 \$110,000	21	22.83%	77.7	69.3	77.6	129.0	0.0
\$110,001 \$170,000	18	19.57%	58.9	94.7	56.8	19.5	0.0
\$170,001 \$250,000	9	9.78%	78.1	71.0	70.3	104.5	0.0
\$250,001 and up	10	10.87%	44.2	51.0	30.8	32.5	86.0
<b>Average Closed DOM</b>			<b>75.8</b>	<b>100.8</b>	<b>57.9</b>	<b>58.9</b>	<b>86.0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>75.8</b>	<b>37</b>	<b>45</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>10,960,664</b>	<b>2.45M</b>	<b>6.07M</b>	<b>1.43M</b>	<b>1.01M</b>

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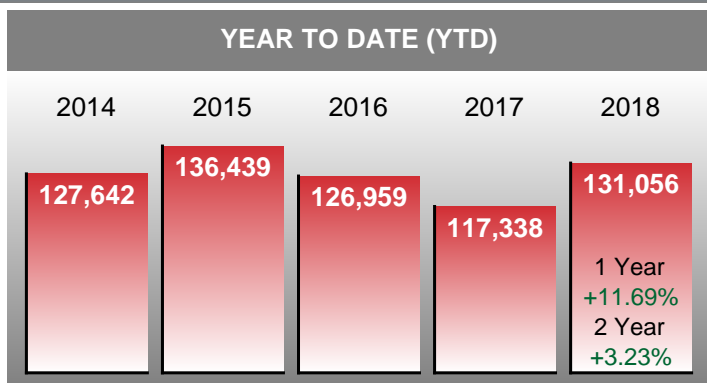
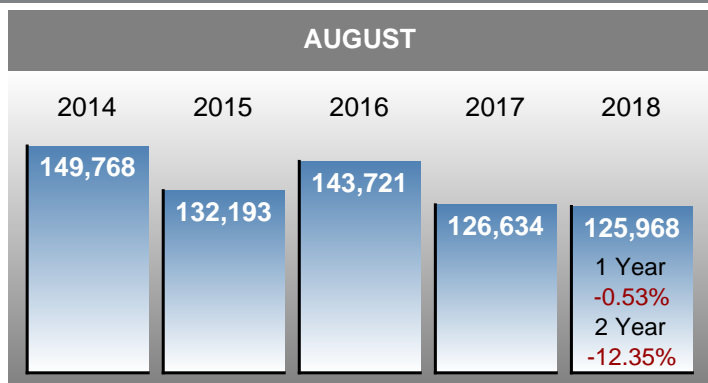
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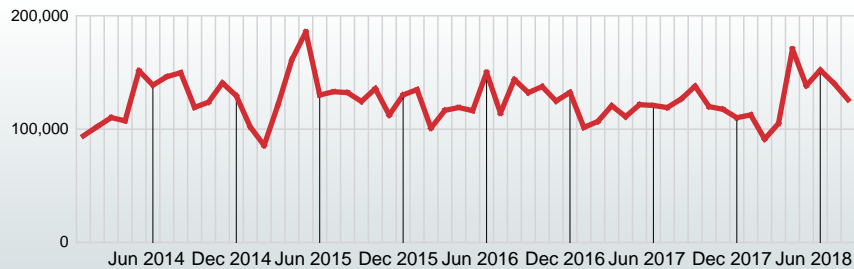
## AVERAGE LIST PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 135,657**      **3 MONTHS**



**High**  
May 2015 = 185,723  
**Low**  
Feb 2015 = 85,639  
*Average List Price*  
this month at **125,968**,  
below the 5 yr AUG  
average of **135,657**

JUN	152,086
JUL	140,234
AUG	125,968
	-7.79%
	-10.17%

### 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
\$20,000 and less	6	6.52%	11,917	16,767	0	0	0
\$20,001 \$40,000	14	15.22%	32,529	37,044	33,275	0	0
\$40,001 \$60,000	12	13.04%	54,444	57,683	58,346	54,900	0
\$60,001 \$110,000	22	23.91%	85,784	90,417	89,339	80,000	0
\$110,001 \$170,000	16	17.39%	144,156	136,333	156,430	161,950	0
\$170,001 \$250,000	12	13.04%	202,558	209,000	209,475	232,450	0
\$250,001 and up	10	10.87%	378,440	286,000	347,000	319,250	524,950
<b>Average List Price</b>			125,968	72,835	139,602	195,275	524,950
<b>Total Closed Units</b>		100%	125,968	37	45	8	2
<b>Total Closed Volume</b>			11,589,068	2.69M	6.28M	1.56M	1.05M

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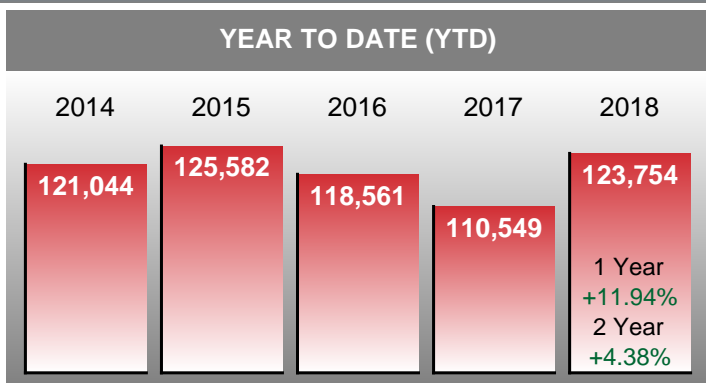
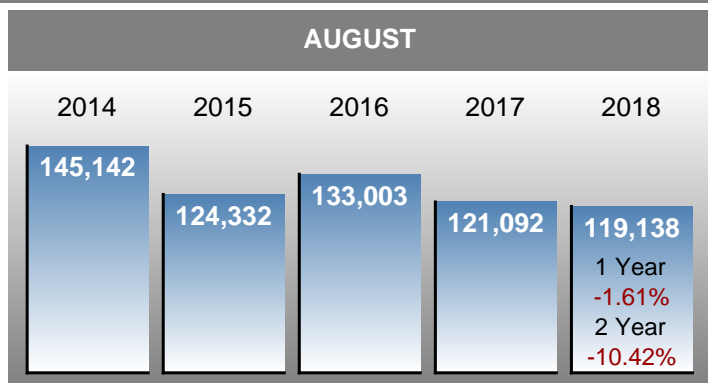
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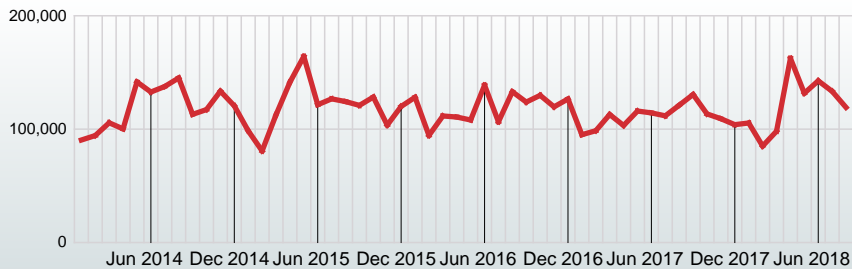
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 128,541**      **3 MONTHS**



**High**  
May 2015 = 164,135  
**Low**  
Feb 2015 = 80,788  
*Average Sold Price*  
this month at **119,138**,  
below the 5 yr AUG  
average of **128,541**

JUN	142,625
JUL	133,368
AUG	119,138
<b>-6.49%</b>	
<b>-10.67%</b>	

### 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
\$20,000 and less	9	9.78%	12,889	12,889	0	0	0
\$20,001 - \$40,000	13	14.13%	33,338	32,822	34,500	0	0
\$40,001 - \$60,000	12	13.04%	53,863	53,700	54,230	53,000	0
\$60,001 - \$110,000	21	22.83%	84,208	82,721	85,467	75,500	0
\$110,001 - \$170,000	18	19.57%	143,689	121,833	147,146	154,000	0
\$170,001 - \$250,000	9	9.78%	204,400	197,667	202,900	217,500	0
\$250,001 and up	10	10.87%	357,055	260,000	348,310	280,000	504,500
<b>Average Sold Price</b>			<b>119,138</b>	<b>66,174</b>	<b>134,928</b>	<b>178,938</b>	<b>504,500</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>119,138</b>	<b>37</b>	<b>45</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>10,960,664</b>	<b>2.45M</b>	<b>6.07M</b>	<b>1.43M</b>	<b>1.01M</b>

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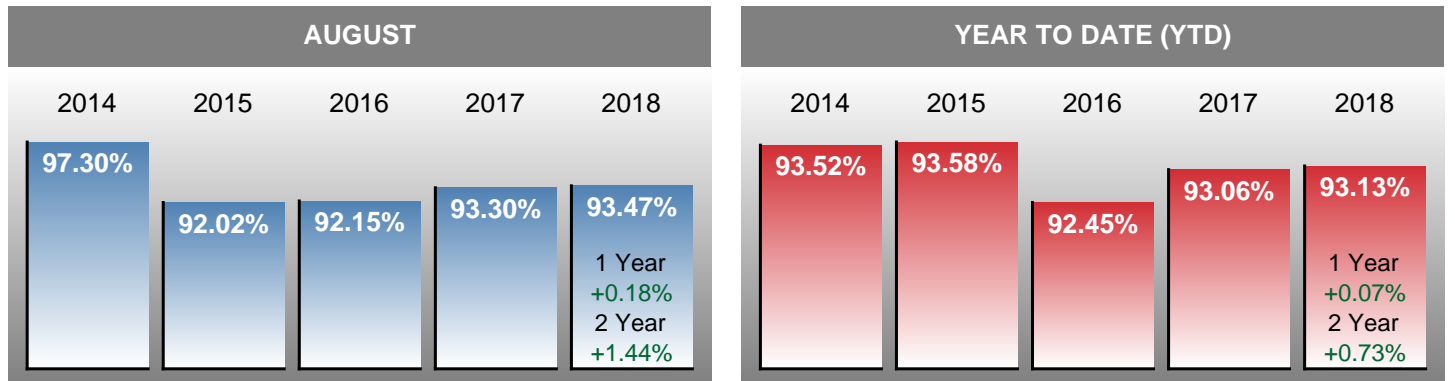
# August 2018

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

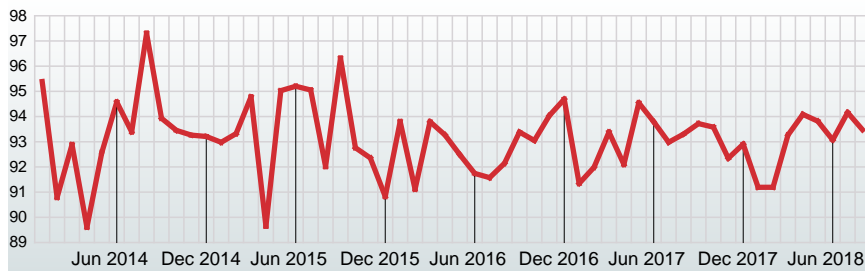


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 93.65%      3 MONTHS

**High**  
Aug 2014 = 97.30%

**Low**  
Apr 2014 = 89.61%

Average Sold/List Ratio this month at **93.47%**, below the 5 yr AUG average of **93.65%**

JUN	93.07%
JUL	94.16%
AUG	93.47%
	-0.73%

### 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
\$20,000 and less	9	9.78%	80.73%	80.73%	0.00%	0.00%	0.00%
\$20,001 \$40,000	13	14.13%	94.56%	89.22%	106.57%	0.00%	0.00%
\$40,001 \$60,000	12	13.04%	93.50%	92.83%	93.70%	96.54%	0.00%
\$60,001 \$110,000	21	22.83%	94.91%	92.67%	95.91%	94.38%	0.00%
\$110,001 \$170,000	18	19.57%	94.06%	89.73%	94.89%	95.18%	0.00%
\$170,001 \$250,000	9	9.78%	95.68%	94.84%	97.06%	94.16%	0.00%
\$250,001 and up	10	10.87%	97.45%	90.91%	102.95%	88.89%	95.53%
Average Sold/List Ratio		93.50%		88.84%	97.20%	93.42%	95.53%
Total Closed Units	92	100%	93.50%	37	45	8	2
Total Closed Volume	10,960,664			2.45M	6.07M	1.43M	1.01M

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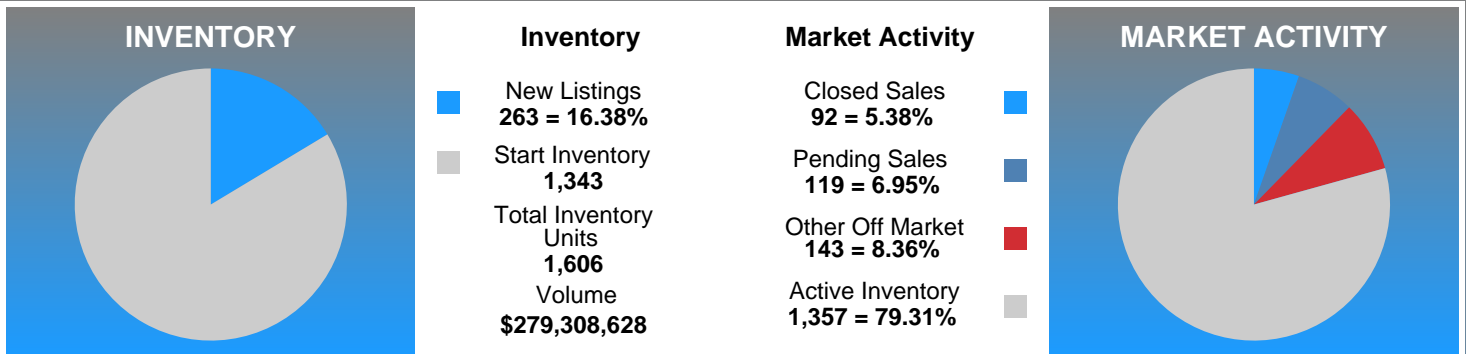
# August 2018

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



## MARKET SUMMARY

Report produced on Sep 12, 2018 for MLS Technology Inc.

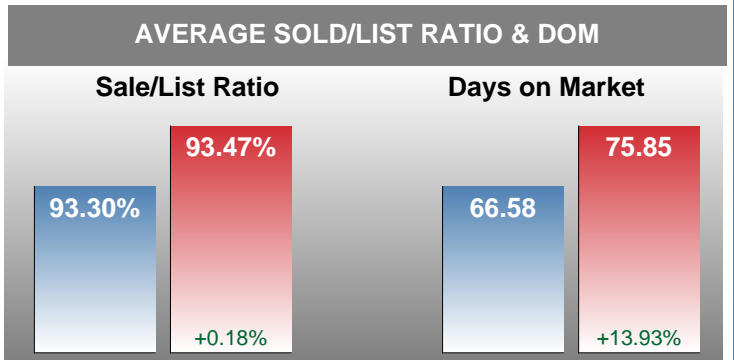
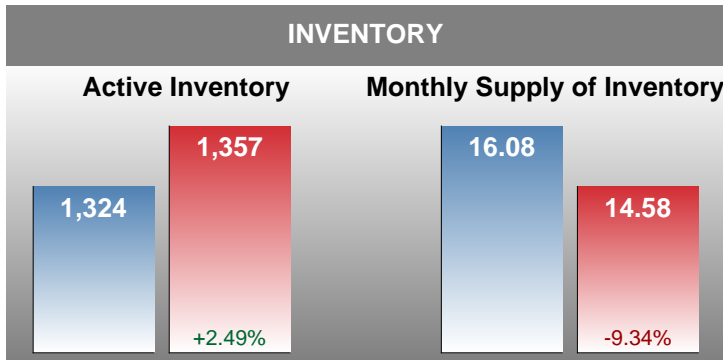
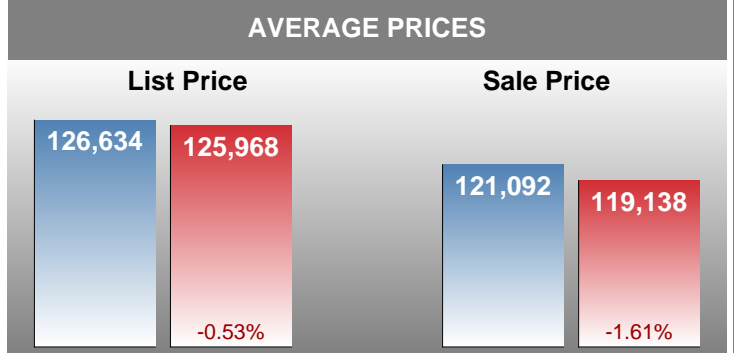
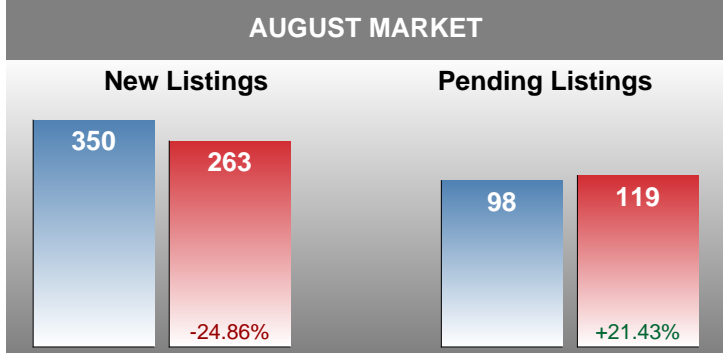


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	99	92	-7.07%	641	745	16.22%
Pending Sales	98	119	21.43%	729	829	13.72%
New Listings	350	263	-24.86%	2,547	2,358	-7.42%
Average List Price	126,634	125,968	-0.53%	117,338	131,056	11.69%
Average Sale Price	121,092	119,138	-1.61%	110,549	123,754	11.94%
Average Percent of Selling Price to List Price	93.30%	93.47%	0.18%	93.06%	93.13%	0.07%
Average Days on Market to Sale	66.58	75.85	13.93%	66.07	68.41	3.53%
Monthly Inventory	1,324	1,357	2.49%	1,324	1,357	2.49%
Months Supply of Inventory	16.08	14.58	-9.34%	16.08	14.58	-9.34%

**Absorption:** Last 12 months, an Average of **93** Sales/Month

**Inventory on August 31, 2018 = 1,357**

**2017** **2018**



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