



## August 2018

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

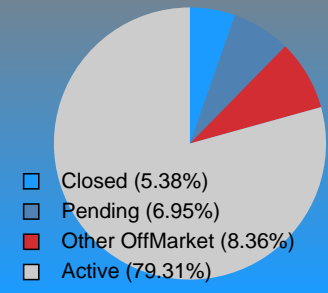


### MONTHLY INVENTORY ANALYSIS

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%
Median List Price	85,000	89,900	5.76%
Median Sale Price	85,000	85,000	0.00%
Median Percent of List Price to Selling Price	95.56%	95.54%	-0.02%
Median Days on Market to Sale	52.00	65.50	25.96%
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.

##### Median Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Median Price this month. Prices varied by **0.00%** in August 2018 to \$85,000 versus the previous year at \$85,000.

##### Median Days on Market Lengthens

The median number of **65.50** days that homes spent on the market before selling increased by 13.50 days or **25.96%** in August 2018 compared to last year's same month at **52.00** DOM.

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

Overall, with Median Prices going up 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>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.

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

Contact an experienced REALTOR®

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



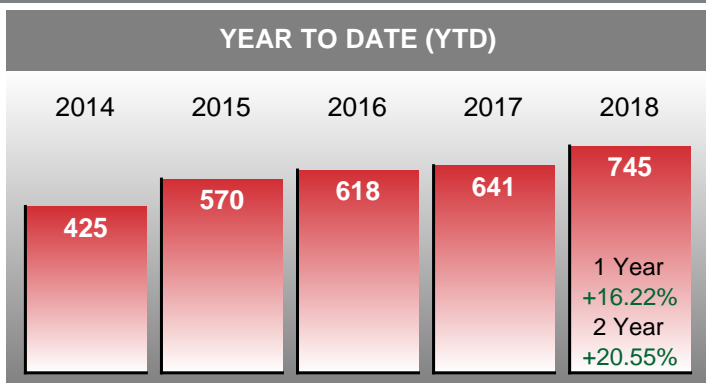
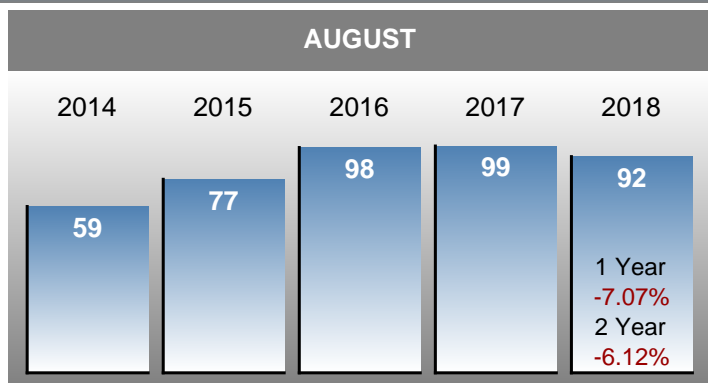
# August 2018

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



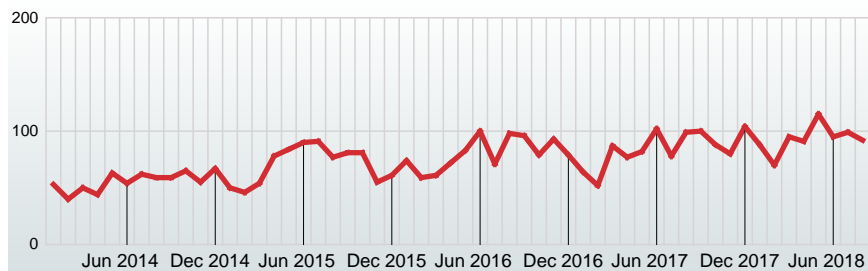
## CLOSED LISTINGS

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

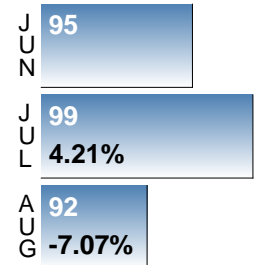


### 5 YEAR MARKET ACTIVITY TRENDS

**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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	9	9.78%	122.0	9	0	0	0
\$20,001 - \$40,000	13	14.13%	108.0	9	4	0	0
\$40,001 - \$60,000	12	13.04%	35.5	6	5	1	0
\$60,001 - \$110,000	21	22.83%	74.0	6	14	1	0
\$110,001 - \$170,000	18	19.57%	62.0	3	13	2	0
\$170,001 - \$250,000	9	9.78%	85.0	3	4	2	0
\$250,001 and up	10	10.87%	33.5	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>65.5</b>	<b>2.45M</b>	<b>6.07M</b>	<b>1.43M</b>	<b>1.01M</b>
<b>Median Closed Price</b>	<b>\$85,000</b>			<b>\$44,500</b>	<b>\$108,000</b>	<b>\$174,000</b>	<b>\$504,500</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

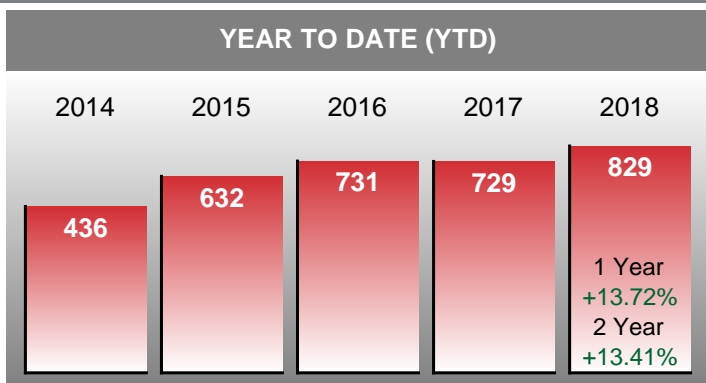
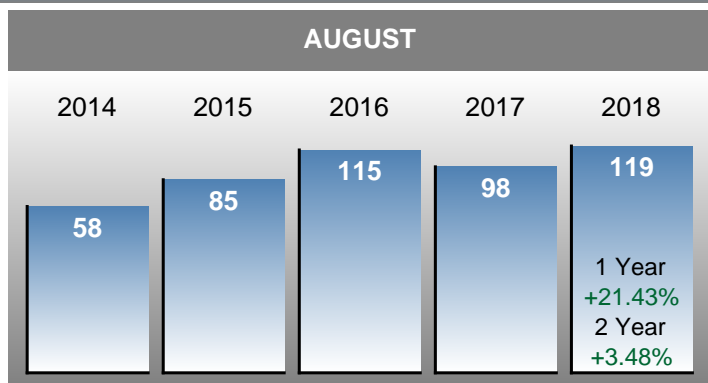
# August 2018

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



## PENDING LISTINGS

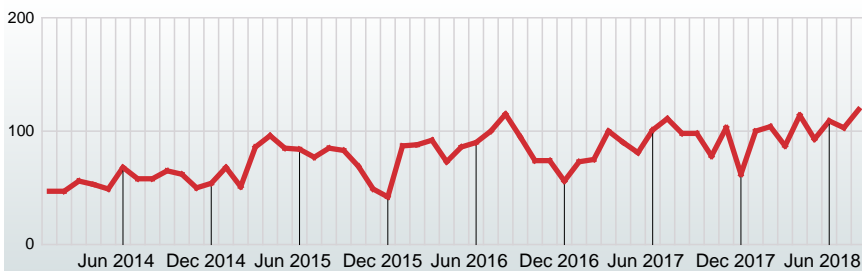
Report produced on Sep 12, 2018 for MLS Technology Inc.



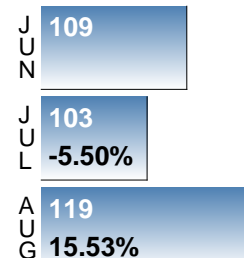
### 5 YEAR MARKET ACTIVITY TRENDS

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**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	14	11.76%	206.0	14	0	0	0
\$10,001 \$40,000	14	11.76%	96.5	12	2	0	0
\$40,001 \$60,000	12	10.08%	77.0	6	6	0	0
\$60,001 \$100,000	31	26.05%	49.0	13	16	2	0
\$100,001 \$150,000	20	16.81%	57.0	9	10	1	0
\$150,001 \$320,000	16	13.45%	38.0	1	10	3	2
\$320,001 and up	12	10.08%	30.5	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>68.0</b>	<b>3.07M</b>	<b>8.22M</b>	<b>2.80M</b>	<b>998.90K</b>
<b>Median Listing Price</b>	<b>\$81,999</b>			<b>\$50,000</b>	<b>\$104,900</b>	<b>\$164,400</b>	<b>\$320,000</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

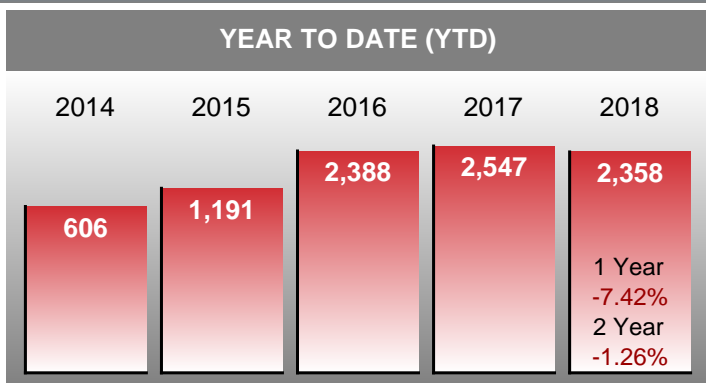
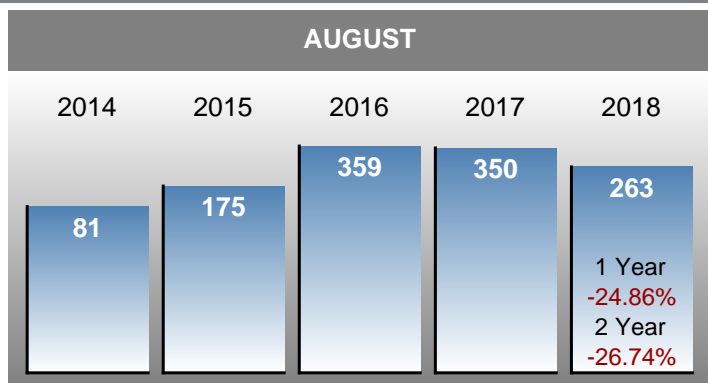
# August 2018

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



## NEW LISTINGS

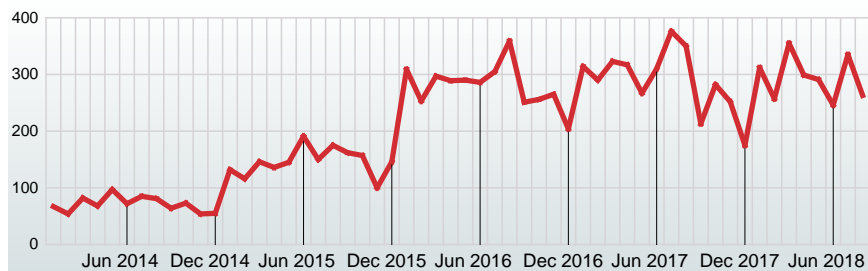
Report produced on Sep 12, 2018 for MLS Technology Inc.



### 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**

JUN	246
JUL	335
AUG	263
<b>36.18%</b>	
<b>-21.49%</b>	

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	25	9.51%	23	2	0	0
\$40,001 - \$60,000	27	10.27%	16	10	1	0
\$60,001 - \$100,000	45	17.11%	17	23	5	0
\$100,001 - \$170,000	64	24.33%	8	47	9	0
\$170,001 - \$280,000	42	15.97%	10	22	8	2
\$280,001 - \$490,000	33	12.55%	8	18	5	2
\$490,001 and up	27	10.27%	3	10	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>Median New Listed Listing Price</b>	<b>\$139,000</b>		<b>\$68,900</b>	<b>\$141,200</b>	<b>\$254,650</b>	<b>\$389,450</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

# August 2018

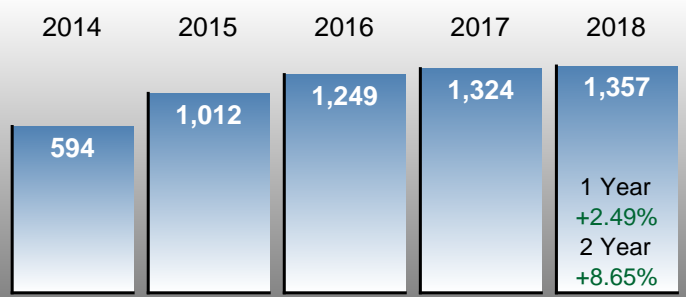
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



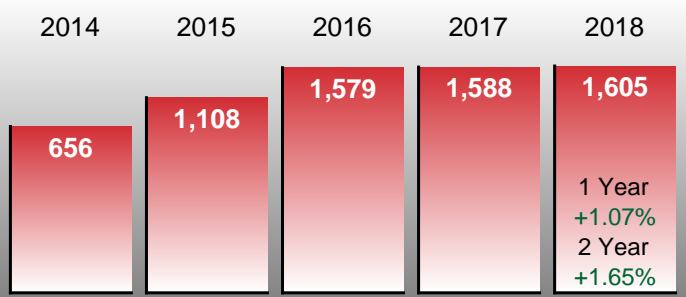
## ACTIVE INVENTORY

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

### END OF AUGUST



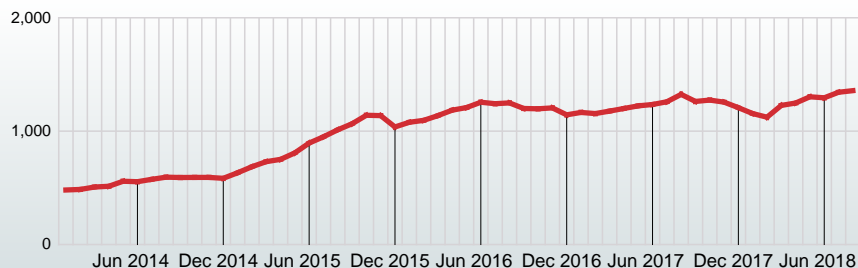
### ACTIVE DURING AUGUST



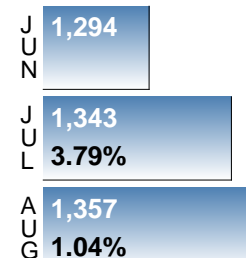
### 5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	130	9.58%	133.0	129	1	0	0
\$20,001 - \$40,000	176	12.97%	123.5	157	16	2	1
\$40,001 - \$70,000	188	13.85%	85.5	124	55	9	0
\$70,001 - \$140,000	334	24.61%	88.0	144	161	27	2
\$140,001 - \$220,000	204	15.03%	87.0	41	121	36	6
\$220,001 - \$390,000	185	13.63%	71.0	44	97	37	7
\$390,001 and up	140	10.32%	53.5	35	48	46	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>93.0</b>	<b>74.37M</b>	<b>101.86M</b>	<b>49.63M</b>	<b>11.59M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$112,000</b>			<b>\$50,000</b>	<b>\$149,900</b>	<b>\$229,000</b>	<b>\$299,000</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

# August 2018

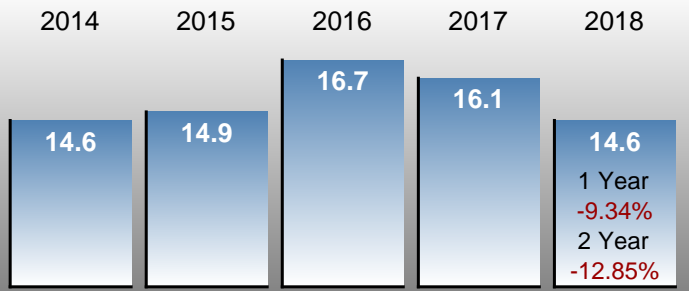
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



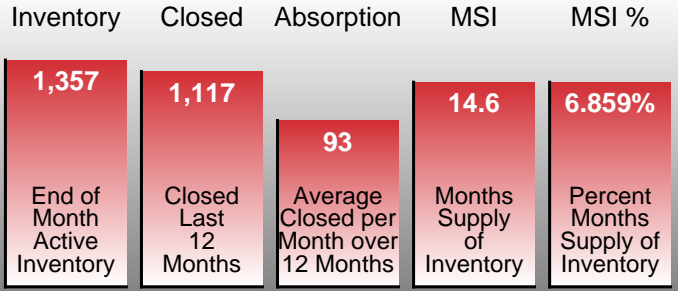
## MONTHS SUPPLY of INVENTORY (MSI)

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

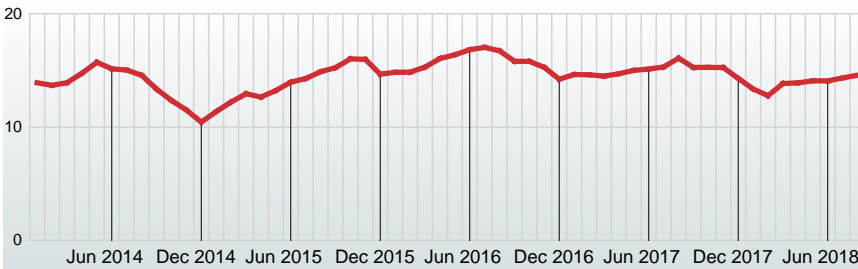
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2018



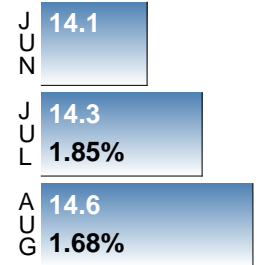
### 5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 15.4

3 MONTHS

**High**  
Jul 2016 = 17.0  
**Low**  
Dec 2014 = 10.4  
*Months Supply*  
this month at **14.6**,  
equal to 5 yr AUG  
average of **15.4**



### 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

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



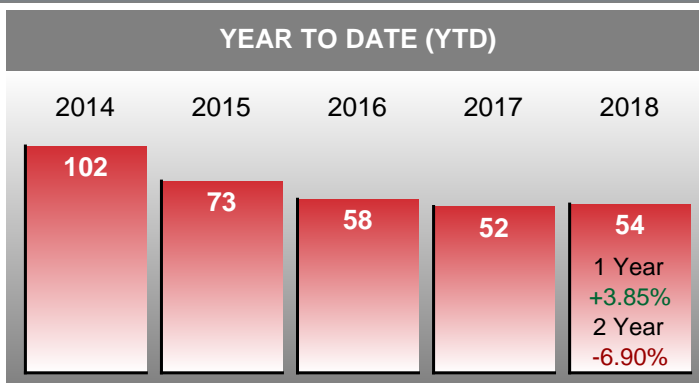
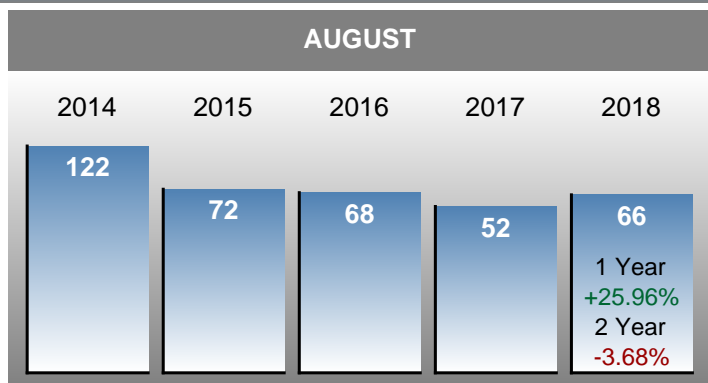
# August 2018

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



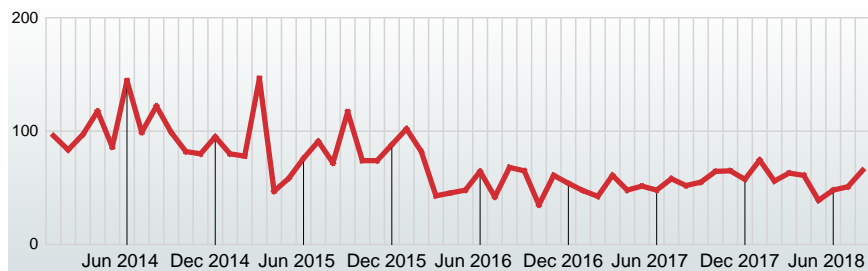
## MEDIAN DAYS ON MARKET TO SALE

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

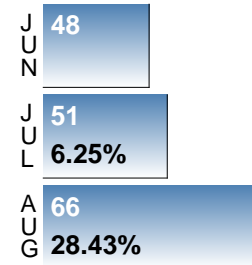


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 76**      **3 MONTHS**



**High**  
Mar 2015 = 147  
**Low**  
Oct 2016 = 35  
*Median Days on Market*  
this month at **66**,  
below the 5 yr AUG  
average of **76**



### 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	9	9.78%	122.0	122.0	0.0	0.0	0.0
\$20,001 \$40,000	13	14.13%	108.0	122.0	64.0	0.0	0.0
\$40,001 \$60,000	12	13.04%	35.5	128.5	10.0	29.0	0.0
\$60,001 \$110,000	21	22.83%	74.0	63.5	70.5	129.0	0.0
\$110,001 \$170,000	18	19.57%	62.0	96.0	60.0	19.5	0.0
\$170,001 \$250,000	9	9.78%	85.0	55.0	72.0	104.5	0.0
\$250,001 and up	10	10.87%	33.5	51.0	32.0	32.5	86.0
<b>Median Closed DOM</b>			65.5	102.0	43.0	39.0	86.0
<b>Total Closed Units</b>			92	37	45	8	2
<b>Total Closed Volume</b>			10,960,664	2.45M	6.07M	1.43M	1.01M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

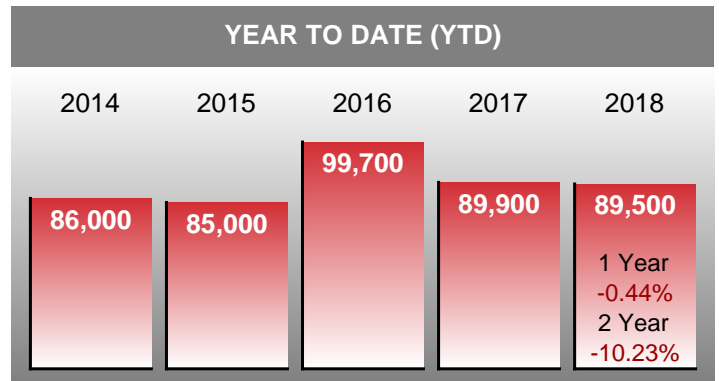
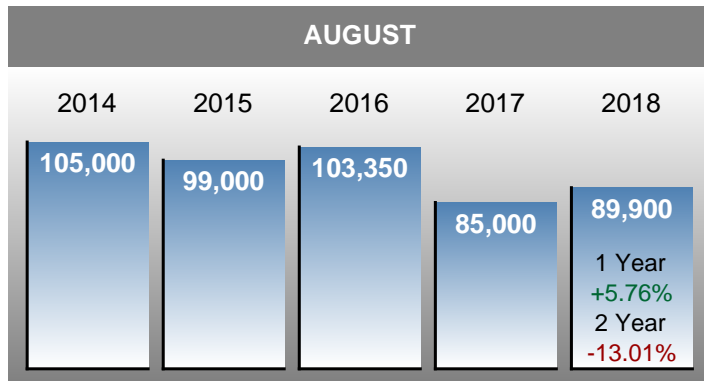
# August 2018

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



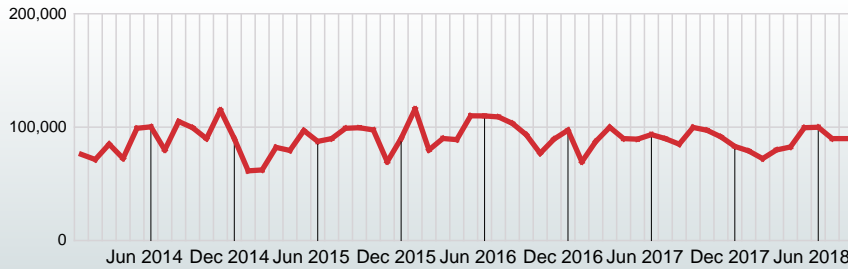
## MEDIAN LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 96,450**      **3 MONTHS**



**High**  
Jan 2016 = 116,000  
**Low**  
Jan 2015 = 61,450  
*Median List Price*  
this month at **89,900**,  
below the 5 yr AUG  
average of **96,450**

JUN	99,900
JUL	89,900
AUG	89,900
<b>-10.01%</b>	
<b>0.00%</b>	

### 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	6.52%	10,000	10,000	0	0	0
\$20,001 - \$40,000	14	15.22%	34,000	33,950	34,250	0	0
\$40,001 - \$60,000	12	13.04%	55,215	56,450	55,429	54,900	0
\$60,001 - \$110,000	22	23.91%	81,500	87,250	79,950	80,000	0
\$110,001 - \$170,000	16	17.39%	144,500	140,000	139,900	161,950	0
\$170,001 - \$250,000	12	13.04%	205,000	216,000	205,000	189,900	0
\$250,001 and up	10	10.87%	329,950	286,000	340,000	275,000	524,950
Median List Price	89,900			53,500	115,900	176,950	524,950
Total Closed Units	92	100%	89,900	37	45	8	2
Total Closed Volume	11,589,068			2.69M	6.28M	1.56M	1.05M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



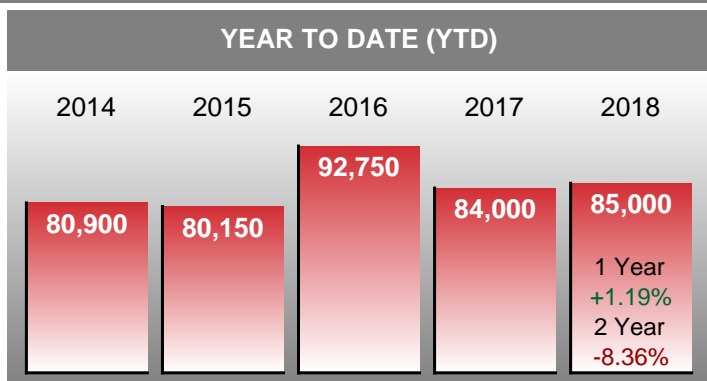
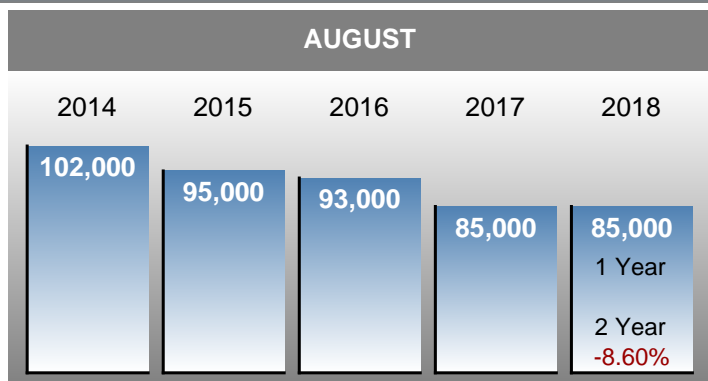
# August 2018

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



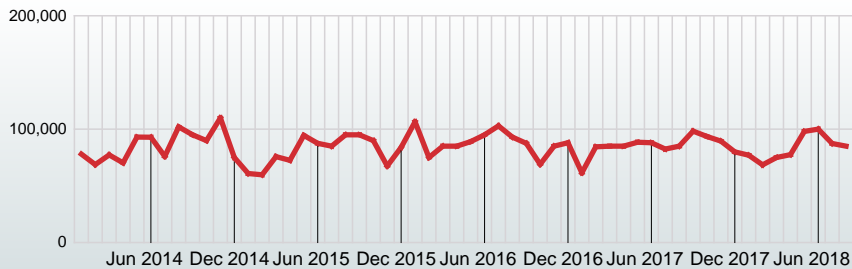
## MEDIAN SOLD PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 92,000**      **3 MONTHS**



**High**  
Nov 2014 = 109,900  
**Low**  
Feb 2015 = 59,750  
*Median Sold Price*  
this month at **85,000**,  
below the 5 yr AUG  
average of **92,000**

JUN	100,000
JUL	87,341
AUG	85,000
	-12.66%
	-2.68%

### 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	9	9.78%	12,500	12,500	0	0	0
\$20,001 - \$40,000	13	14.13%	33,000	34,000	33,000	0	0
\$40,001 - \$60,000	12	13.04%	53,000	54,950	53,000	53,000	0
\$60,001 - \$110,000	21	22.83%	84,500	79,750	85,000	75,500	0
\$110,001 - \$170,000	18	19.57%	143,450	115,500	149,000	154,000	0
\$170,001 - \$250,000	9	9.78%	197,500	191,000	202,250	217,500	0
\$250,001 and up	10	10.87%	301,525	260,000	303,050	280,000	504,500
<b>Median Sold Price</b>			85,000	44,500	108,000	174,000	504,500
<b>Total Closed Units</b>		100%	85,000	37	45	8	2
<b>Total Closed Volume</b>			10,960,664	2.45M	6.07M	1.43M	1.01M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

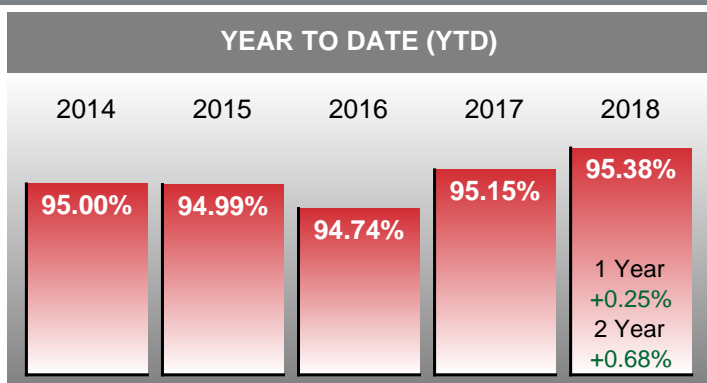
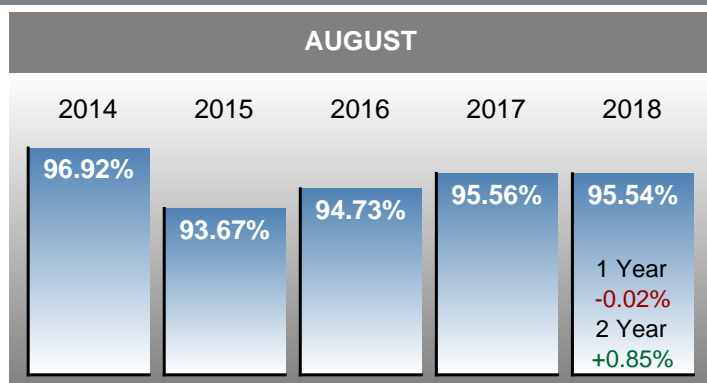
# August 2018

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



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

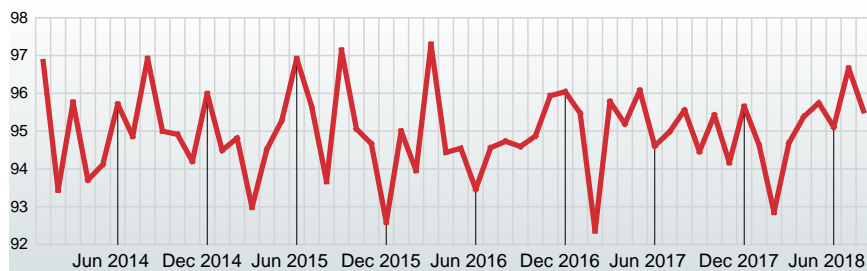
Report produced on Sep 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 95.28%

### 3 MONTHS



**High**  
Mar 2016 = 97.30%  
**Low**  
Feb 2017 = 92.36%  
*Median Sold/List Ratio*  
this month at **95.54%**,  
above the 5 yr AUG  
average of **95.28%**

JUN	95.11%
JUL	96.67%
AUG	1.64%
AUG	95.54%
AUG	-1.17%

### 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	9	9.78%	78.95%	78.95%	0.00%	0.00%	0.00%
\$20,001 \$40,000	13	14.13%	93.33%	86.08%	104.82%	0.00%	0.00%
\$40,001 \$60,000	12	13.04%	96.08%	95.45%	95.62%	96.54%	0.00%
\$60,001 \$110,000	21	22.83%	97.14%	97.66%	96.37%	94.38%	0.00%
\$110,001 \$170,000	18	19.57%	96.97%	90.00%	97.06%	95.18%	0.00%
\$170,001 \$250,000	9	9.78%	97.31%	98.15%	95.72%	94.16%	0.00%
\$250,001 and up	10	10.87%	95.22%	90.91%	97.55%	88.89%	95.53%
<b>Median Sold/List Ratio</b>			95.54%	90.91%	97.06%	95.42%	95.53%
<b>Total Closed Units</b>	92	100%	95.54%	37	45	8	2
<b>Total Closed Volume</b>	10,960,664			2.45M	6.07M	1.43M	1.01M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

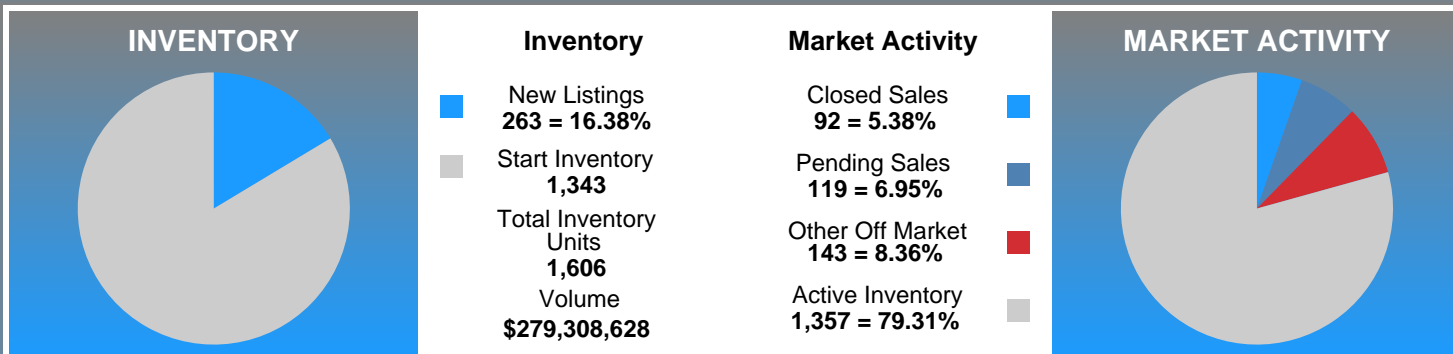
# August 2018

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



## MARKET SUMMARY

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

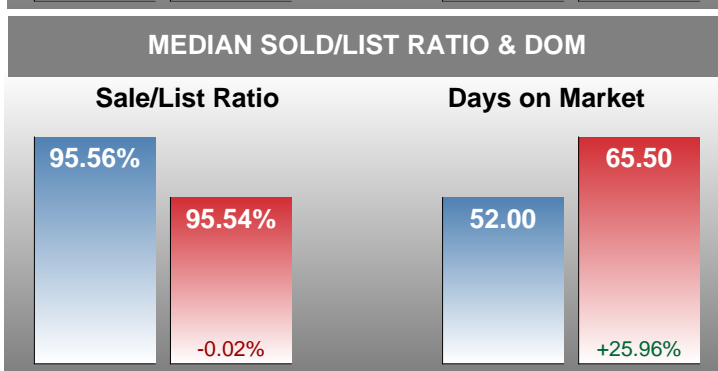
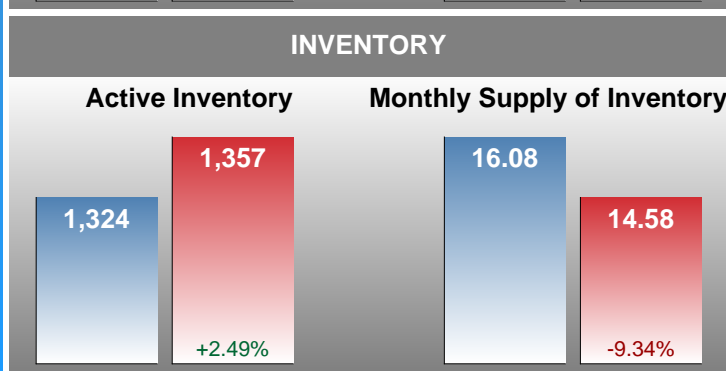
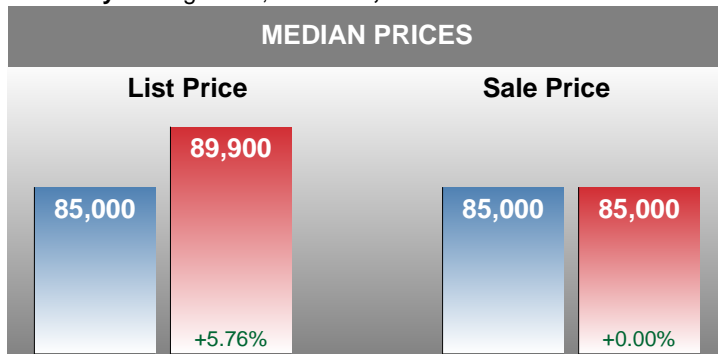
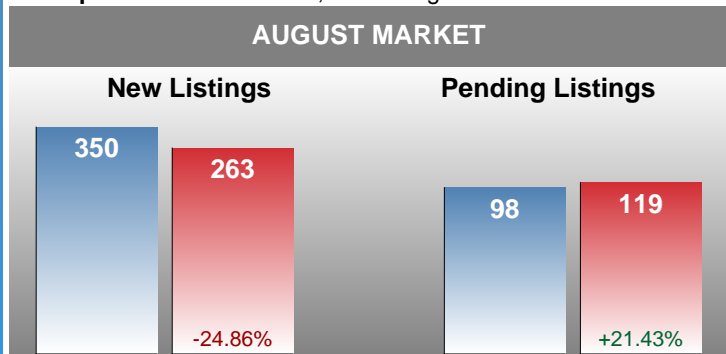


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	99	92	-7.07%	641	745	16.22%
Pending Sales	98	119	21.43%	729	829	13.72%
New Listings	350	263	-24.86%	2,547	2,358	-7.42%
Median List Price	85,000	89,900	5.76%	89,900	89,500	-0.44%
Median Sale Price	85,000	85,000	0.00%	84,000	85,000	1.19%
Median Percent of Selling Price to List Price	95.56%	95.54%	-0.02%	95.15%	95.38%	0.25%
Median Days on Market to Sale	52.00	65.50	25.96%	52.00	54.00	3.85%
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



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com