

## July 2018

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

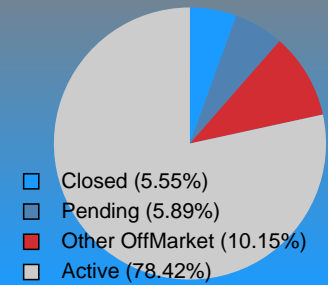


## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 13, 2018 for MLS Technology Inc.

Compared Metrics	July		
	2017	2018	+/-%
Closed Listings	78	99	26.92%
Pending Listings	111	105	-5.41%
New Listings	376	335	-10.90%
Median List Price	89,900	89,900	0.00%
Median Sale Price	82,425	87,341	5.96%
Median Percent of List Price to Selling Price	94.98%	96.67%	1.77%
Median Days on Market to Sale	58.00	51.00	-12.07%
End of Month Inventory	1,259	1,399	11.12%
Months Supply of Inventory	15.31	14.95	-2.34%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **94** Sales/Month  
**Active Inventory** as of July 31, 2018 = **1,399**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2018 rose **11.12%** to 1,399 existing homes available for sale. Over the last 12 months this area has had an average of 94 closed sales per month. This represents an unsold inventory index of **14.95** 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 **5.96%** in July 2018 to \$87,341 versus the previous year at \$82,425.

## Median Days on Market Shortens

The median number of **51.00** days that homes spent on the market before selling decreased by 7.00 days or **12.07%** in July 2018 compared to last year's same month at **58.00** DOM.

## Sales Success for July 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 335 New Listings in July 2018, down **10.90%** from last year at 376. Furthermore, there were 99 Closed Listings this month versus last year at 78, a **26.92%** increase.

Closed versus Listed trends yielded a **29.6%** ratio, up from previous year's, July 2017, at **20.7%**, a **42.46%** 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?

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

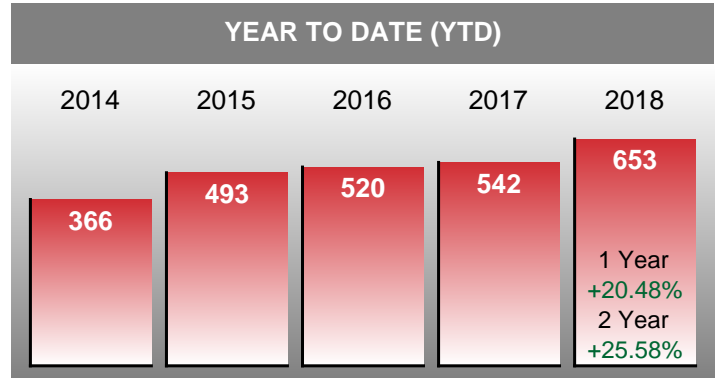
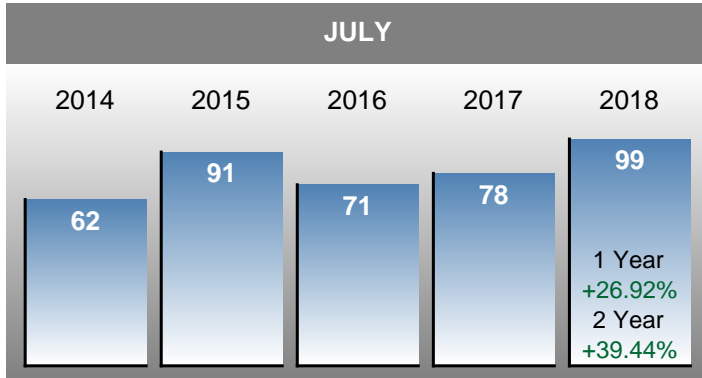
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## CLOSED LISTINGS

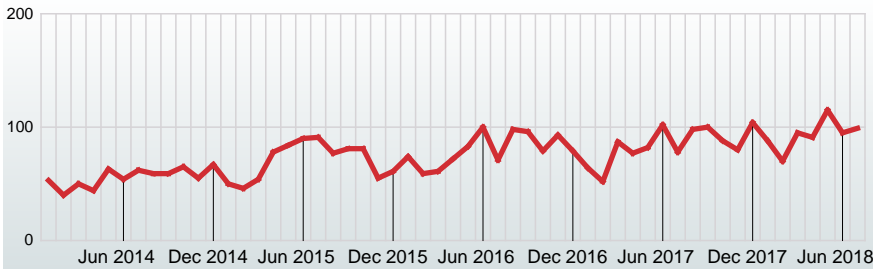
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 80

3 MONTHS



**High**  
May 2018 = 115  
**Low**  
Feb 2014 = 40  
*Closed Listings*  
this month at **99**,  
above the 5 yr JUL  
average of **80**

MAY	115
JUN	95
JUL	99
-17.39%	
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	7.07%	36.0	7	0	0	0
\$20,001 - \$50,000	15	15.15%	48.0	7	7	1	0
\$50,001 - \$70,000	12	12.12%	52.0	3	8	1	0
\$70,001 - \$110,000	26	26.26%	51.5	9	14	3	0
\$110,001 - \$170,000	17	17.17%	45.0	3	13	1	0
\$170,001 - \$270,000	13	13.13%	71.0	0	10	2	1
\$270,001 and up	9	9.09%	62.0	0	2	5	2
<b>Total Closed Units</b>	<b>99</b>			<b>29</b>	<b>54</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>13,203,407</b>	<b>100%</b>	<b>51.0</b>	<b>1.62M</b>	<b>6.79M</b>	<b>3.83M</b>	<b>970.00K</b>
<b>Median Closed Price</b>	<b>\$87,341</b>			<b>\$65,500</b>	<b>\$109,950</b>	<b>\$228,000</b>	<b>\$315,000</b>

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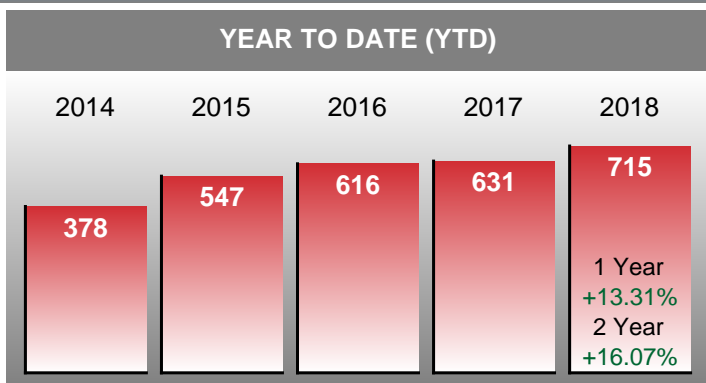
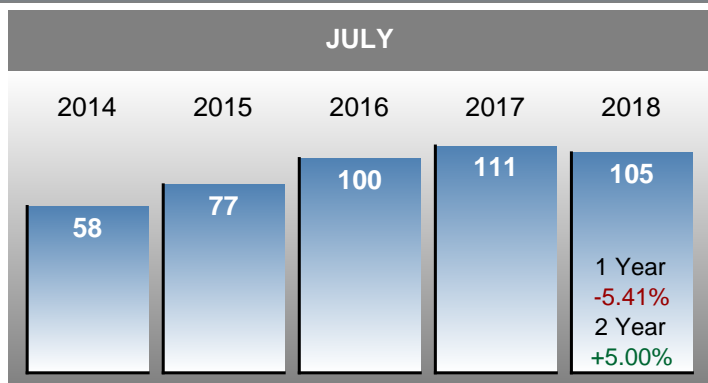
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## PENDING LISTINGS

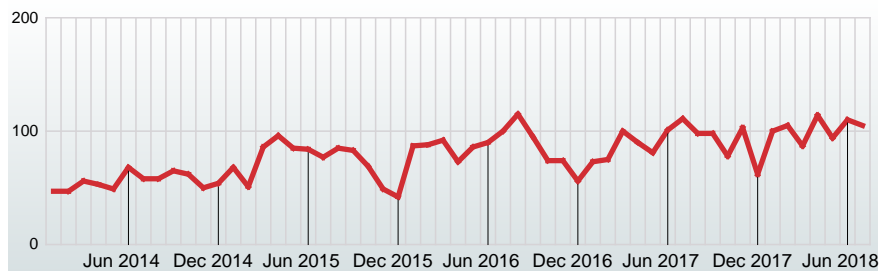
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 90

3 MONTHS



**High**  
Aug 2016 = 115  
**Low**  
Dec 2015 = 42  
*Pending Listings*  
this month at **105**,  
above the 5 yr JUL  
average of **90**

MAY	94
JUN	110 17.02%
JUL	105 -4.55%

### 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	10.48%	123.0	10	1	0	0
\$30,001 - \$50,000	11	10.48%	62.0	6	5	0	0
\$50,001 - \$70,000	14	13.33%	31.0	6	7	1	0
\$70,001 - \$120,000	30	28.57%	74.5	10	18	2	0
\$120,001 - \$160,000	15	14.29%	60.0	3	10	2	0
\$160,001 - \$220,000	13	12.38%	79.0	3	8	2	0
\$220,001 and up	11	10.48%	85.0	2	4	4	1
<b>Total Pending Units</b>	<b>105</b>			<b>40</b>	<b>53</b>	<b>11</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>12,549,775</b>	<b>100%</b>	<b>64.0</b>	<b>3.45M</b>	<b>6.69M</b>	<b>2.05M</b>	<b>359.50K</b>
<b>Median Listing Price</b>	<b>\$95,400</b>			<b>\$61,450</b>	<b>\$99,900</b>	<b>\$189,900</b>	<b>\$359,500</b>

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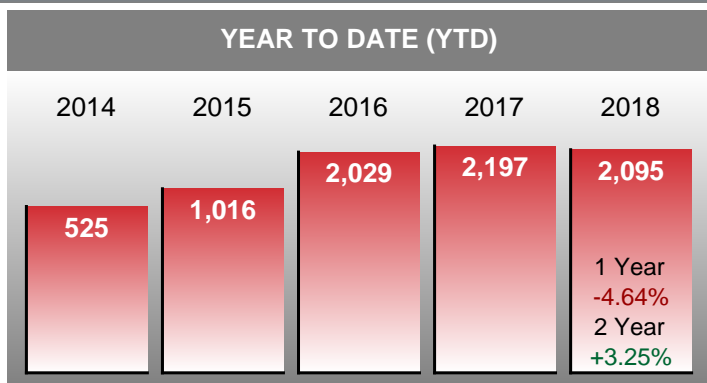
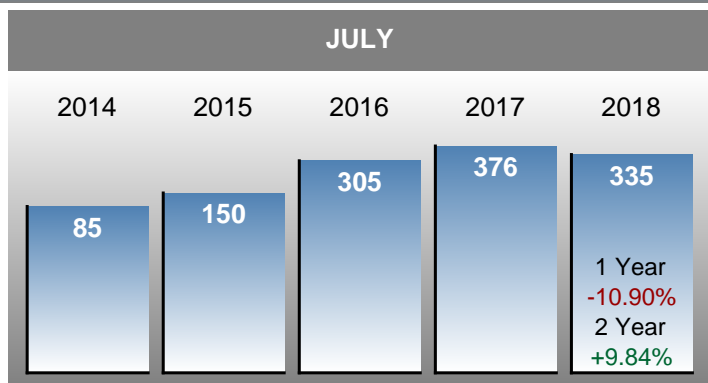
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## NEW LISTINGS

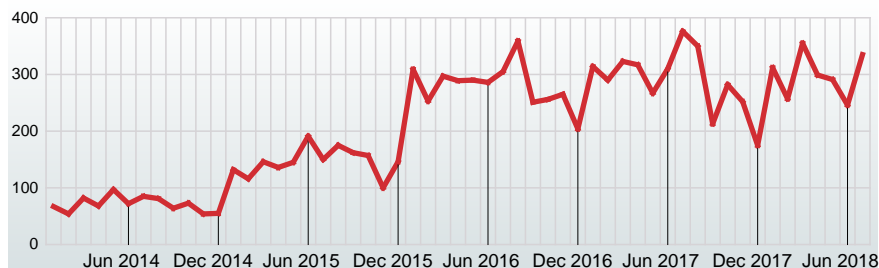
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 250

3 MONTHS



**High**  
Jul 2017 = 376  
**Low**  
Nov 2014 = 54  
*New Listings*  
this month at **335**,  
above the 5 yr JUL  
average of **250**

MAY	291
JUN	246
JUL	335
<b>-15.46%</b>	
<b>36.18%</b>	

### 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	16	4.78%	15	1	0	0
\$20,001 - \$50,000	63	18.81%	46	17	0	0
\$50,001 - \$80,000	42	12.54%	23	17	2	0
\$80,001 - \$160,000	88	26.27%	30	48	10	0
\$160,001 - \$250,000	51	15.22%	10	38	3	0
\$250,001 - \$420,000	41	12.24%	7	21	10	3
\$420,001 and up	34	10.15%	6	9	17	2
<b>Total New Listed Units</b>	<b>335</b>		<b>137</b>	<b>151</b>	<b>42</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>62,536,427</b>	<b>100%</b>	<b>15.89M</b>	<b>29.01M</b>	<b>15.61M</b>	<b>2.03M</b>
<b>Median New Listed Listing Price</b>	<b>\$120,000</b>		<b>\$59,900</b>	<b>\$145,000</b>	<b>\$389,250</b>	<b>\$375,000</b>

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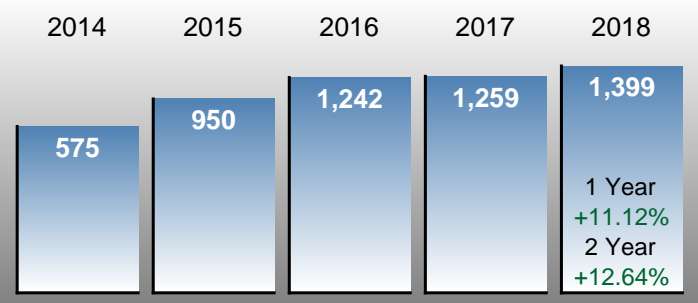
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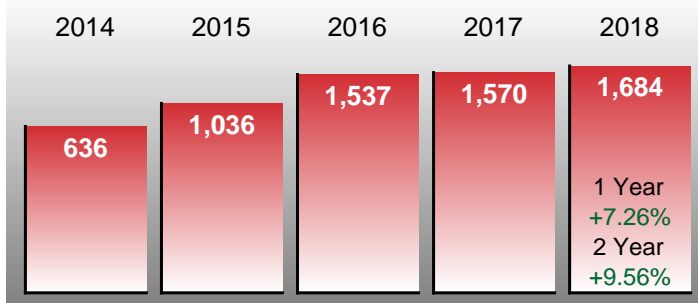
## ACTIVE INVENTORY

Report produced on Aug 13, 2018 for MLS Technology Inc.

### END OF JULY



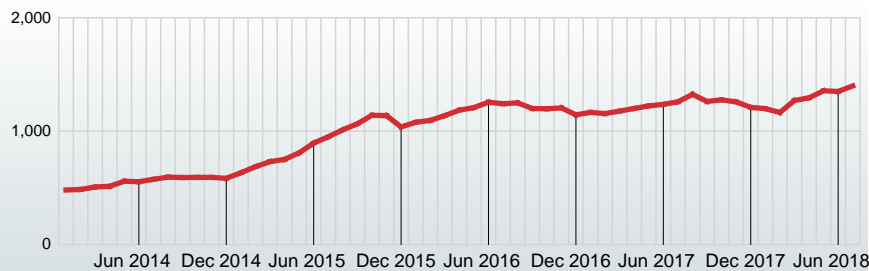
### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 1,085

3 MONTHS



**High**  
Jul 2018 = 1,399  
**Low**  
Jan 2014 = 481  
*Inventory*  
this month at **1,399**,  
above the 5 yr JUL  
average of **1,085**

MAY	1,356
JUN	1,350
JUL	1,399
-0.44%	
3.63%	

### 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	54	3.86%	119.5	52	2	0	0
\$10,001 - \$30,000	246	17.58%	142.0	233	12	0	1
\$30,001 - \$60,000	208	14.87%	85.5	159	45	4	0
\$60,001 - \$130,000	348	24.87%	87.5	166	151	29	2
\$130,001 - \$210,000	229	16.37%	83.0	53	137	34	5
\$210,001 - \$370,000	174	12.44%	71.0	41	91	34	8
\$370,001 and up	140	10.01%	65.5	38	45	47	10
<b>Total Active Inventory by Units</b>	<b>1,399</b>			<b>742</b>	<b>483</b>	<b>148</b>	<b>26</b>
<b>Total Active Inventory by Volume</b>	<b>227,713,712</b>	<b>100%</b>	<b>91.0</b>	<b>76.76M</b>	<b>94.18M</b>	<b>46.00M</b>	<b>10.78M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$99,000</b>			<b>\$45,000</b>	<b>\$144,900</b>	<b>\$234,950</b>	<b>\$289,500</b>

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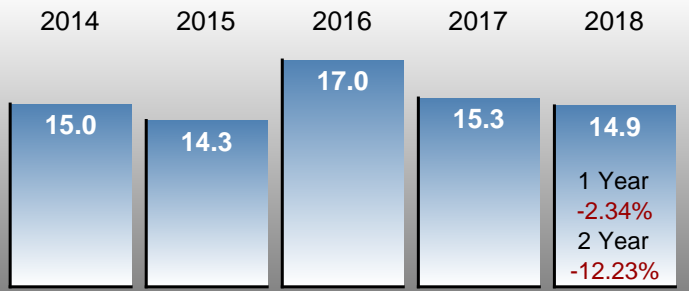
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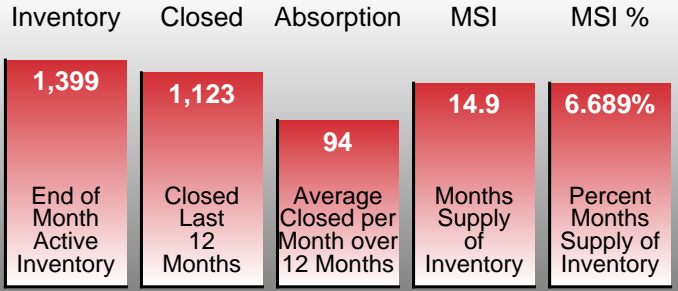
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 13, 2018 for MLS Technology Inc.

### MSI FOR JULY



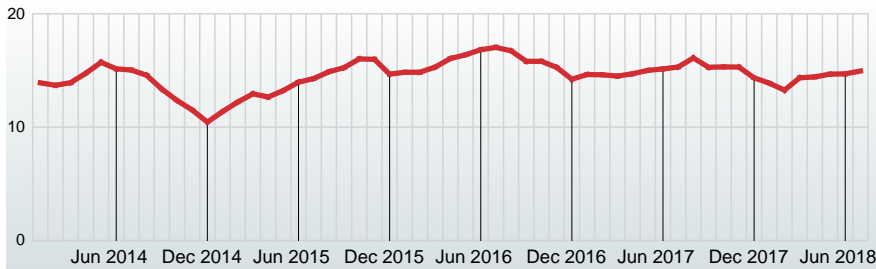
### INDICATORS FOR JULY 2018



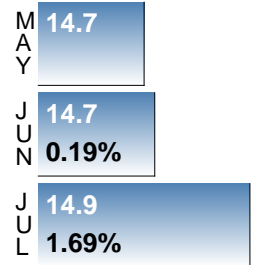
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 15.3

3 MONTHS



**High**  
Jul 2016 = 17.0  
**Low**  
Dec 2014 = 10.4  
*Months Supply*  
this month at **14.9**,  
equal to 5 yr JUL  
average of **15.3**



### 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	54	3.86%	24.0	25.0	12.0	0.0	0.0
\$10,001 - \$30,000	246	17.58%	18.9	24.5	4.5	0.0	6.0
\$30,001 - \$60,000	208	14.87%	11.1	17.2	5.7	2.8	0.0
\$60,001 - \$130,000	348	24.87%	11.9	19.9	8.7	8.3	24.0
\$130,001 - \$210,000	229	16.37%	13.3	22.7	11.6	12.8	12.0
\$210,001 - \$370,000	174	12.44%	17.4	44.7	17.9	10.0	13.7
\$370,001 and up	140	10.01%	46.7	114.0	33.8	51.3	24.0
Market Supply of Inventory (MSI)	14.9	100%	14.9	22.7	10.4	11.8	14.2
Total Active Inventory by Units	1,399			742	483	148	26

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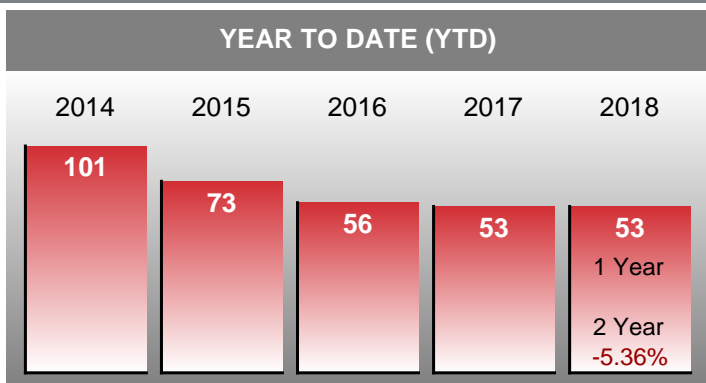
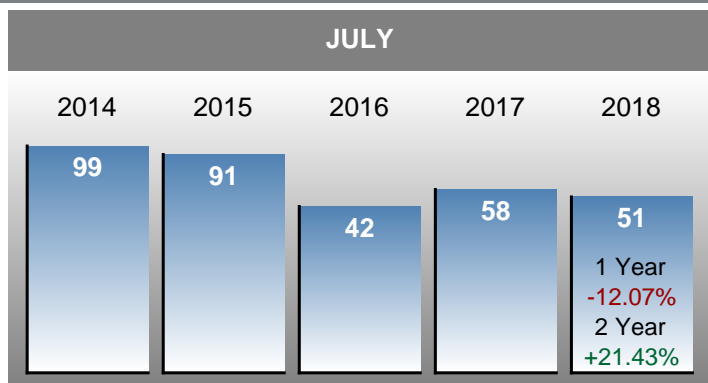
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## MEDIAN DAYS ON MARKET TO SALE

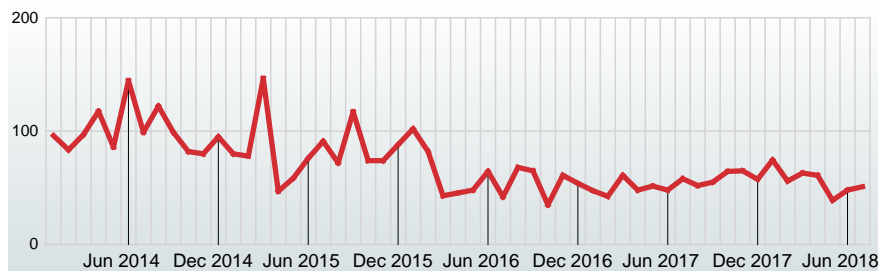
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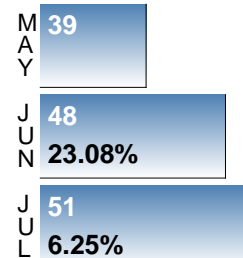
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 68

3 MONTHS



**High**  
Mar 2015 = 147  
**Low**  
Oct 2016 = 35  
*Median Days on Market*  
this month at **51**,  
below the 5 yr JUL  
average of **68**



### 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	7.07%	36.0	36.0	0.0	0.0	0.0
\$20,001 - \$50,000	15	15.15%	48.0	94.0	48.0	32.0	0.0
\$50,001 - \$70,000	12	12.12%	52.0	10.0	59.5	51.0	0.0
\$70,001 - \$110,000	26	26.26%	51.5	33.0	57.5	53.0	0.0
\$110,001 - \$170,000	17	17.17%	45.0	45.0	46.0	39.0	0.0
\$170,001 - \$270,000	13	13.13%	71.0	0.0	70.0	46.5	98.0
\$270,001 and up	9	9.09%	62.0	0.0	94.5	62.0	31.0
<b>Median Closed DOM</b>			51.0	45.0	61.0	51.0	34.0
<b>Total Closed Units</b>		100%	51.0	29	54	13	3
<b>Total Closed Volume</b>			13,203,407	1.62M	6.79M	3.83M	970.00K

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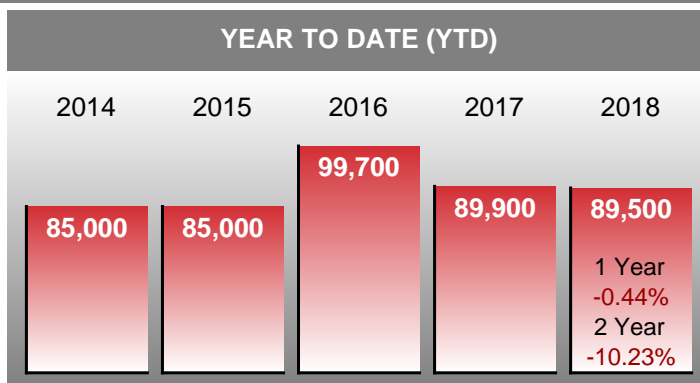
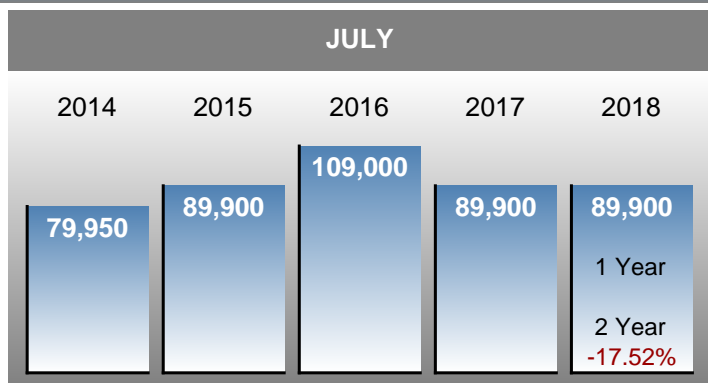
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## MEDIAN LIST PRICE AT CLOSING

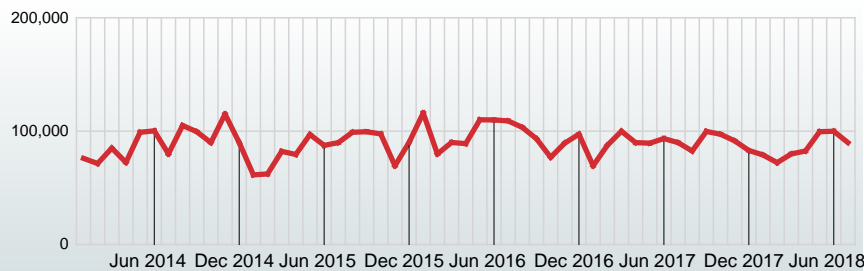
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 91,730

3 MONTHS



**High**  
Jan 2016 = 116,000  
**Low**  
Jan 2015 = 61,450  
*Median List Price*  
this month at **89,900**,  
below the 5 yr JUL  
average of **91,730**

MAY	99,500
JUN	99,900
JUL	89,900
	0.40%
JUL	89,900
	-10.01%

### 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	6.06%	13,500	13,500	0	0	0
\$20,001 \$50,000	17	17.17%	35,000	33,500	38,700	33,000	0
\$50,001 \$70,000	11	11.11%	65,000	67,500	61,950	0	0
\$70,001 \$110,000	25	25.25%	87,500	86,000	99,900	79,500	0
\$110,001 \$170,000	15	15.15%	136,500	140,000	129,000	136,950	0
\$170,001 \$270,000	15	15.15%	219,900	0	214,500	247,000	0
\$270,001 and up	10	10.10%	359,500	0	383,750	350,000	324,900
Median List Price	89,900			65,500	109,950	235,000	324,900
Total Closed Units	99	100%	89,900	29	54	13	3
Total Closed Volume	13,883,199			1.73M	7.03M	4.11M	1.01M

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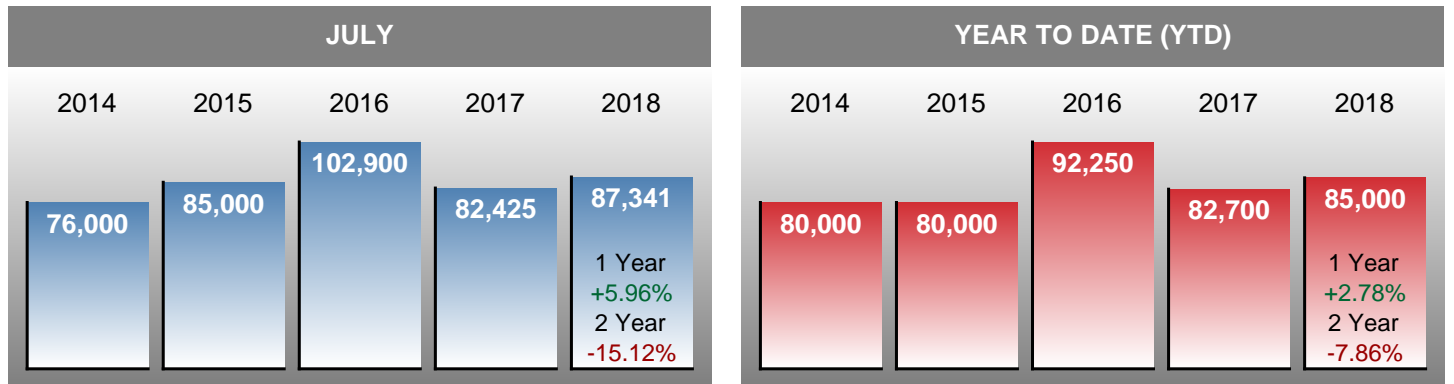
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## MEDIAN SOLD PRICE AT CLOSING

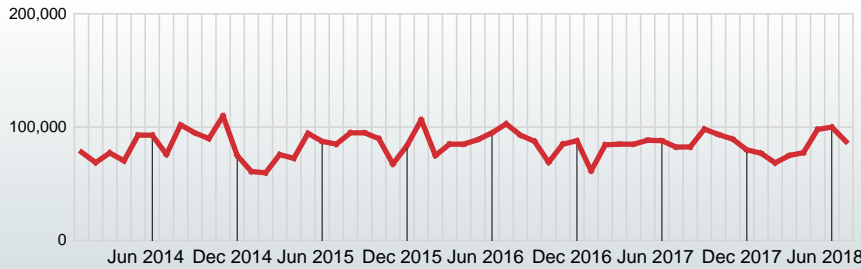
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 86,733

3 MONTHS



**High**  
Nov 2014 = 109,900  
**Low**  
Feb 2015 = 59,750  
*Median Sold Price*  
this month at **87,341**,  
above the 5 yr JUL  
average of **86,733**

MAY	98,000
JUN	100,000
JUL	87,341
2.04%	
-12.66%	

### 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	7.07%	10,000	10,000	0	0	0
\$20,001 - \$50,000	15	15.15%	32,000	29,900	32,000	34,000	0
\$50,001 - \$70,000	12	12.12%	62,885	65,500	56,000	68,000	0
\$70,001 - \$110,000	26	26.26%	80,500	80,000	96,250	80,000	0
\$110,001 - \$170,000	17	17.17%	140,000	140,000	139,000	154,900	0
\$170,001 - \$270,000	13	13.13%	228,000	0	213,500	237,750	270,000
\$270,001 and up	9	9.09%	365,000	0	370,000	350,000	350,000
<b>Median Sold Price</b>			<b>87,341</b>	<b>65,500</b>	<b>109,950</b>	<b>228,000</b>	<b>315,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>87,341</b>	<b>29</b>	<b>54</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>13,203,407</b>	<b>1.62M</b>	<b>6.79M</b>	<b>3.83M</b>	<b>970.00K</b>

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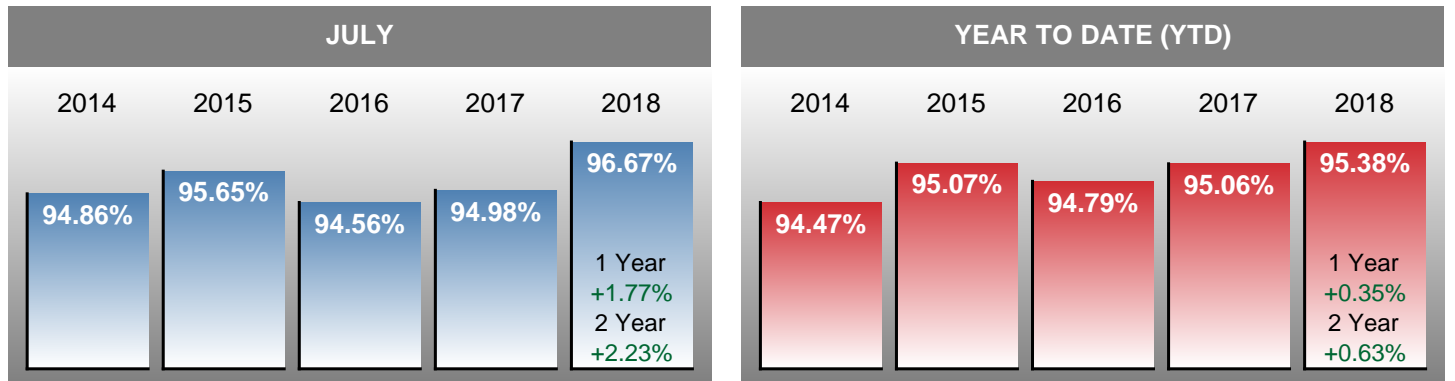
# July 2018

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



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

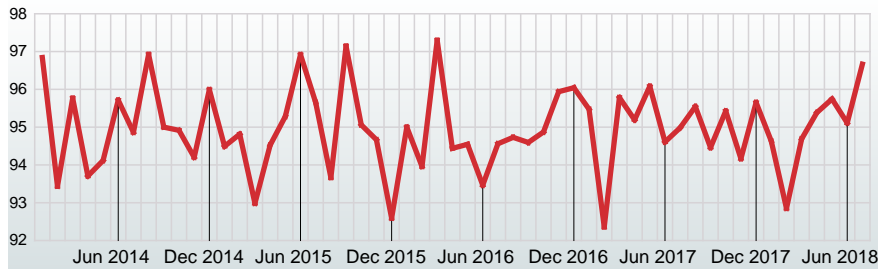
Report produced on Aug 13, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 95.35%

3 MONTHS



**High**  
Mar 2016 = 97.30%

**Low**  
Feb 2017 = 92.36%

Median Sold/List Ratio this month at **96.67%**, above the 5 yr JUL average of **95.35%**

MAY	95.74%
JUN	95.11%
JUL	96.67%
JUL	1.64%

### 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	7.07%	66.67%	66.67%	0.00%	0.00%	0.00%
\$20,001 - \$50,000	15	15.15%	93.33%	93.33%	92.54%	103.03%	0.00%
\$50,001 - \$70,000	12	12.12%	96.82%	97.04%	97.40%	96.45%	0.00%
\$70,001 - \$110,000	26	26.26%	96.04%	96.67%	95.19%	100.00%	0.00%
\$110,001 - \$170,000	17	17.17%	96.94%	96.86%	96.94%	100.00%	0.00%
\$170,001 - \$270,000	13	13.13%	96.50%	0.00%	97.16%	96.29%	90.30%
\$270,001 and up	9	9.09%	97.66%	0.00%	96.51%	97.66%	98.48%
<b>Median Sold/List Ratio</b>			96.67%	93.33%	96.90%	97.66%	96.95%
<b>Total Closed Units</b>		100%	96.67%	29	54	13	3
<b>Total Closed Volume</b>			13,203,407	1.62M	6.79M	3.83M	970.00K

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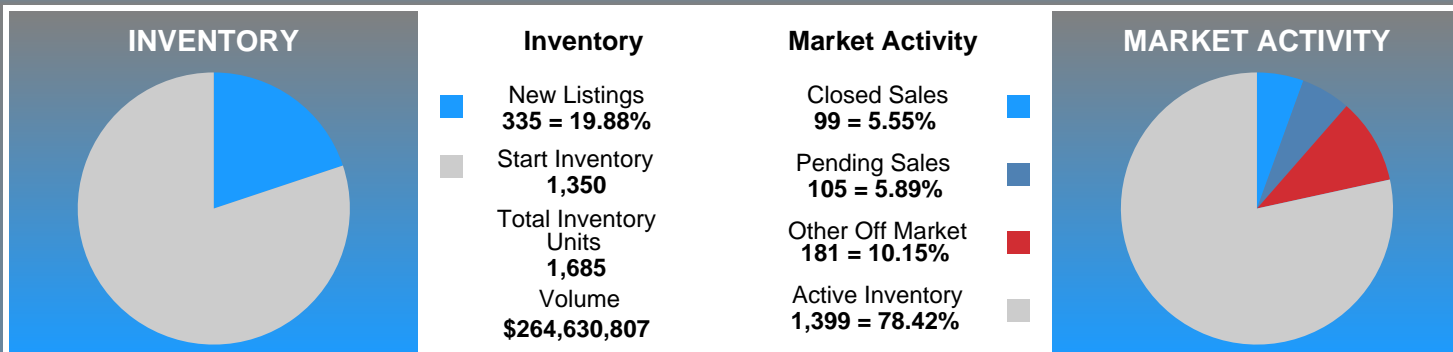
# July 2018

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



## MARKET SUMMARY

Report produced on Aug 13, 2018 for MLS Technology Inc.

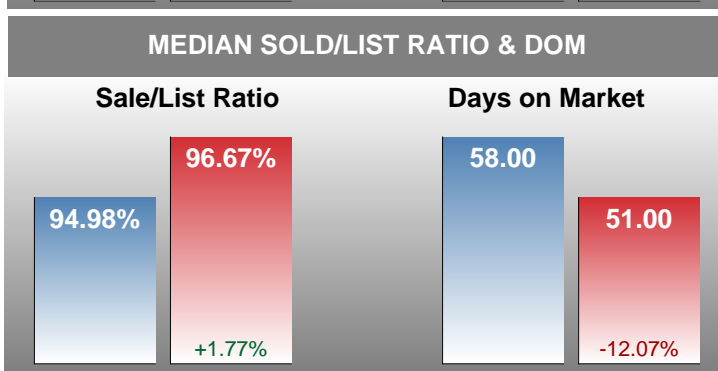
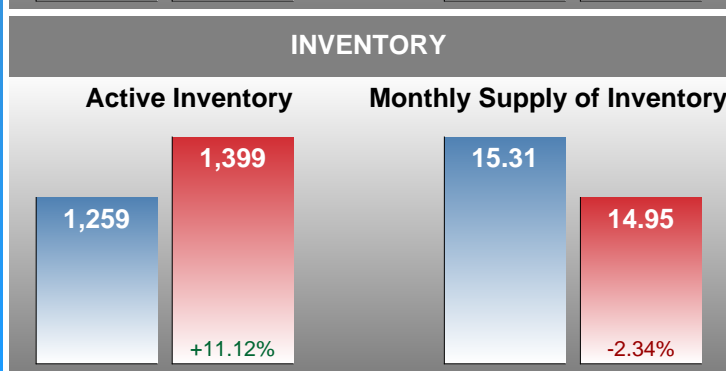
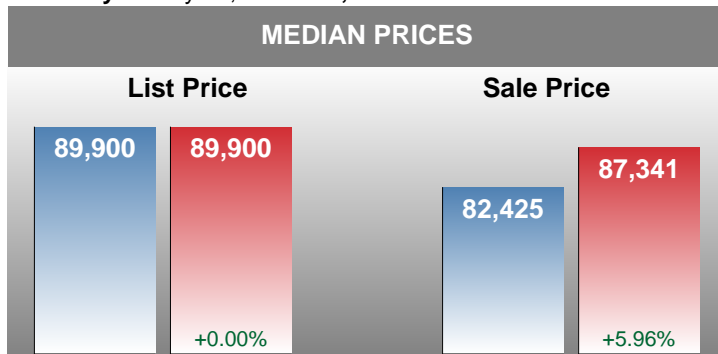
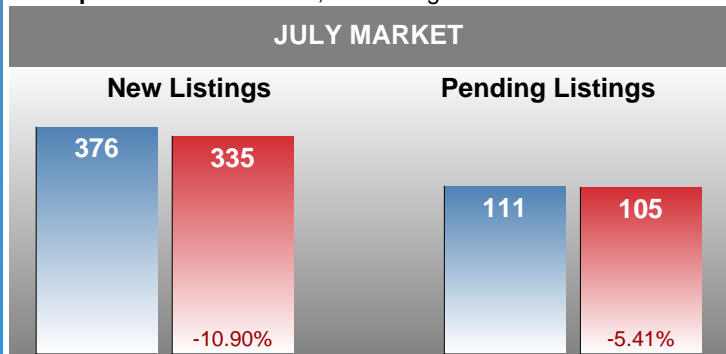


Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	78	99	26.92%	542	653	20.48%
Pending Sales	111	105	-5.41%	631	715	13.31%
New Listings	376	335	-10.90%	2,197	2,095	-4.64%
Median List Price	89,900	89,900	0.00%	89,900	89,500	-0.44%
Median Sale Price	82,425	87,341	5.96%	82,700	85,000	2.78%
Median Percent of Selling Price to List Price	94.98%	96.67%	1.77%	95.06%	95.38%	0.35%
Median Days on Market to Sale	58.00	51.00	-12.07%	53.00	53.00	0.00%
Monthly Inventory	1,259	1,399	11.12%	1,259	1,399	11.12%
Months Supply of Inventory	15.31	14.95	-2.34%	15.31	14.95	-2.34%

**Absorption:** Last 12 months, an Average of **94** Sales/Month

**Inventory on July 31, 2018 = 1,399**

2017 2018



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