

October 2018

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

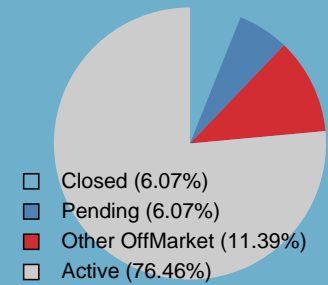


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	88	105	19.32%
Pending Listings	78	105	34.62%
New Listings	282	204	-27.66%
Median List Price	97,250	89,999	-7.46%
Median Sale Price	93,500	86,000	-8.02%
Median Percent of List Price to Selling Price	95.43%	96.43%	1.05%
Median Days on Market to Sale	64.50	50.00	-22.48%
End of Month Inventory	1,538	1,322	-14.04%
Months Supply of Inventory	18.42	14.18	-23.03%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **93** Sales/Month
Active Inventory as of October 31, 2018 = **1,322**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **14.04%** to 1,322 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 **14.18** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **8.02%** in October 2018 to \$86,000 versus the previous year at \$93,500.

Median Days on Market Shortens

The median number of **50.00** days that homes spent on the market before selling decreased by 14.50 days or **22.48%** in October 2018 compared to last year's same month at **64.50** DOM.

Sales Success for October 2018 is Positive

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

There were 204 New Listings in October 2018, down **27.66%** from last year at 282. Furthermore, there were 105 Closed Listings this month versus last year at 88, a **19.32%** increase.

Closed versus Listed trends yielded a **51.5%** ratio, up from previous year's, October 2017, at **31.2%**, a **64.94%** upswing. This will certainly create pressure on a decreasing 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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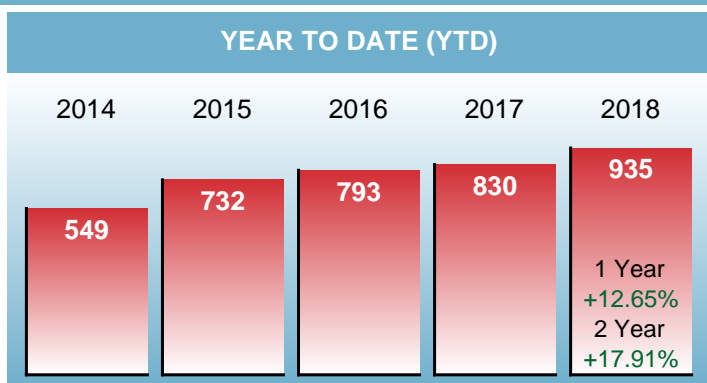
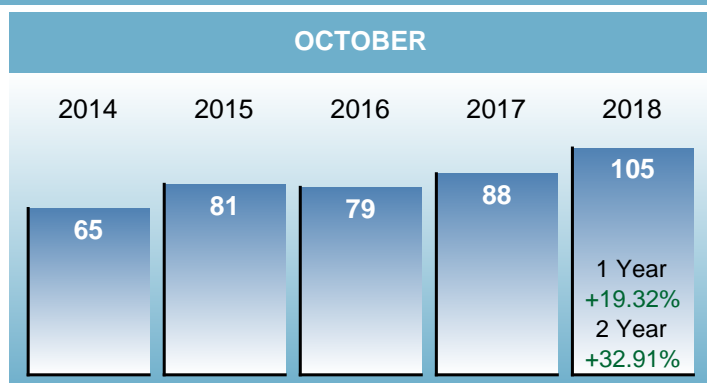
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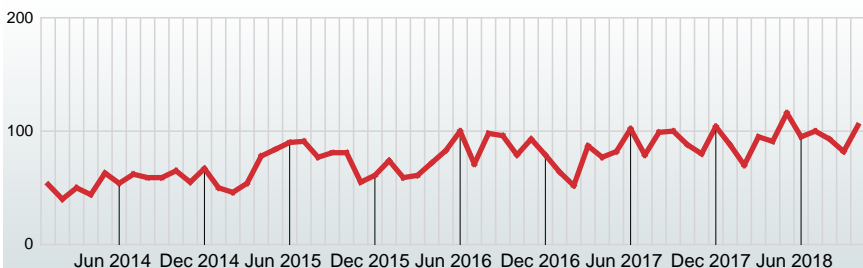


CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 84

3 MONTHS

High
May 2018 = 116
Low
Feb 2014 = 40
Closed Listings
this month at **105**,
above the 5 yr OCT
average of **84**

AUG	93
SEP	82 -11.83%
OCT	105 28.05%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	10.48%	47.0	9	2	0	0
\$30,001 - \$40,000	10	9.52%	88.0	8	1	1	0
\$40,001 - \$70,000	18	17.14%	46.5	6	9	3	0
\$70,001 - \$140,000	27	25.71%	41.0	7	18	2	0
\$140,001 - \$180,000	13	12.38%	34.0	3	7	3	0
\$180,001 - \$260,000	15	14.29%	69.0	1	12	2	0
\$260,001 and up	11	10.48%	81.0	1	5	3	2
Total Closed Units	105			35	54	14	2
Total Closed Volume	13,597,469			2.45M	7.90M	2.61M	640.00K
Median Closed Price	\$86,000			\$45,000	\$130,250	\$142,000	\$320,000

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Phone: 918-663-7500

Email: support@mlstechnology.com

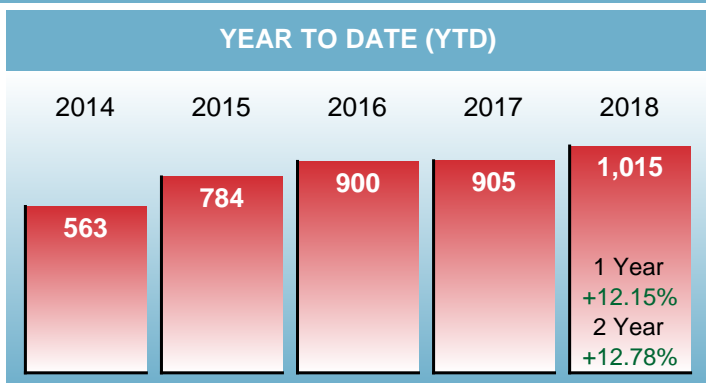
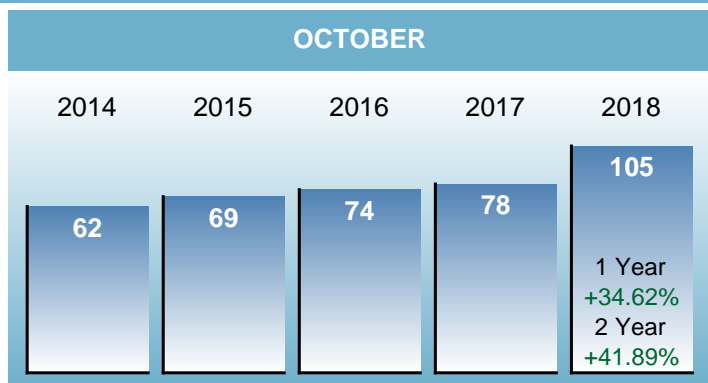
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PENDING LISTINGS

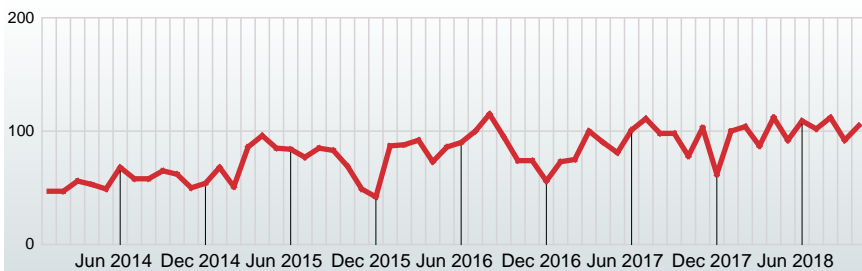
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 78

3 MONTHS



High
Aug 2016 = 115
Low
Dec 2015 = 42
Pending Listings
this month at **105**,
above the 5 yr OCT
average of **78**

AUG	112
SEP	92 -17.86%
OCT	105 14.13%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	7.62%	84.5	5	3	0	0
\$20,001 \$40,000	11	10.48%	40.0	7	4	0	0
\$40,001 \$70,000	19	18.10%	62.0	8	10	1	0
\$70,001 \$140,000	28	26.67%	50.5	7	14	6	1
\$140,001 \$200,000	14	13.33%	62.0	6	7	0	1
\$200,001 \$280,000	13	12.38%	84.0	1	10	2	0
\$280,001 and up	12	11.43%	19.5	3	6	3	0
Total Pending Units	105			37	54	12	2
Total Pending Volume	18,990,408	100%	53.0	7.25M	9.05M	2.40M	287.90K
Median Listing Price	\$110,000			\$67,200	\$122,400	\$119,100	\$143,950

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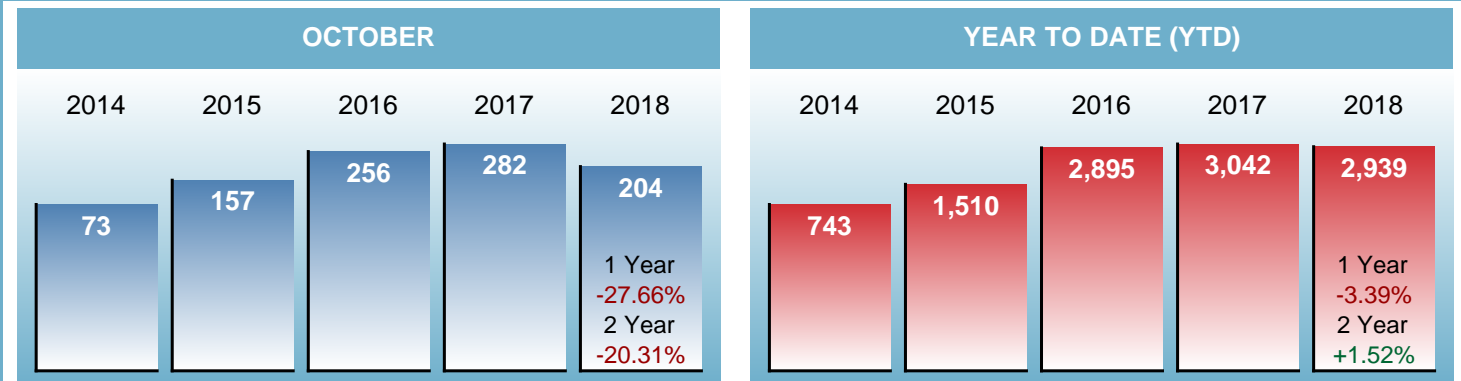
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NEW LISTINGS

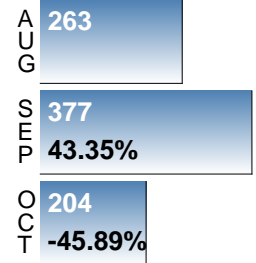
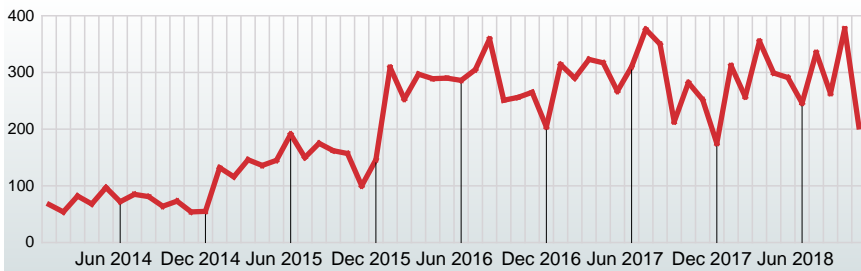
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 194

3 MONTHS



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	21	10.29%	18	3	0	0
\$20,001 \$40,000	25	12.25%	23	2	0	0
\$40,001 \$70,000	24	11.76%	13	10	1	0
\$70,001 \$160,000	56	27.45%	17	35	4	0
\$160,001 \$250,000	33	16.18%	8	17	7	1
\$250,001 \$460,000	24	11.76%	4	9	11	0
\$460,001 and up	21	10.29%	7	3	9	2
Total New Listed Units	204		90	79	32	3
Total New Listed Volume	42,825,845	100%	15.53M	12.91M	12.51M	1.87M
Median New Listed Listing Price	\$116,250		\$49,000	\$144,900	\$314,900	\$599,900

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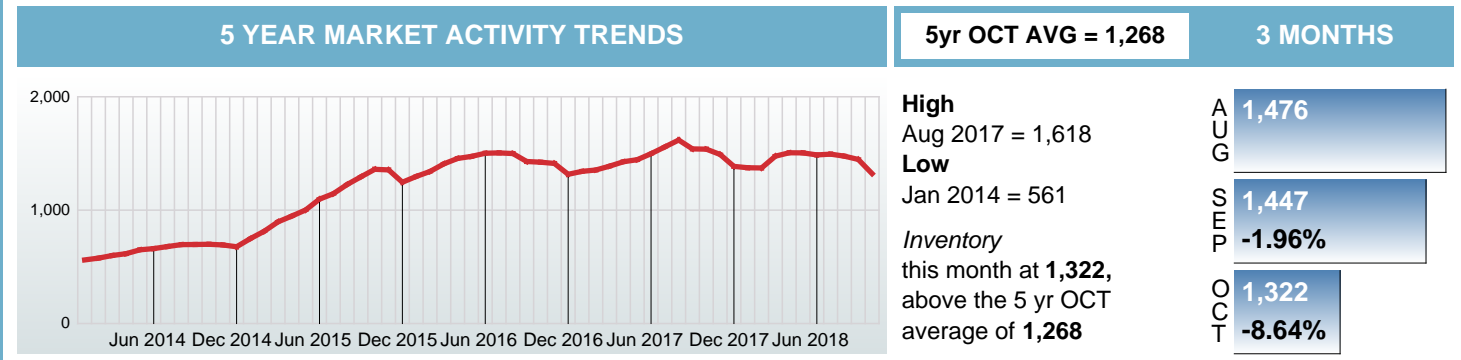
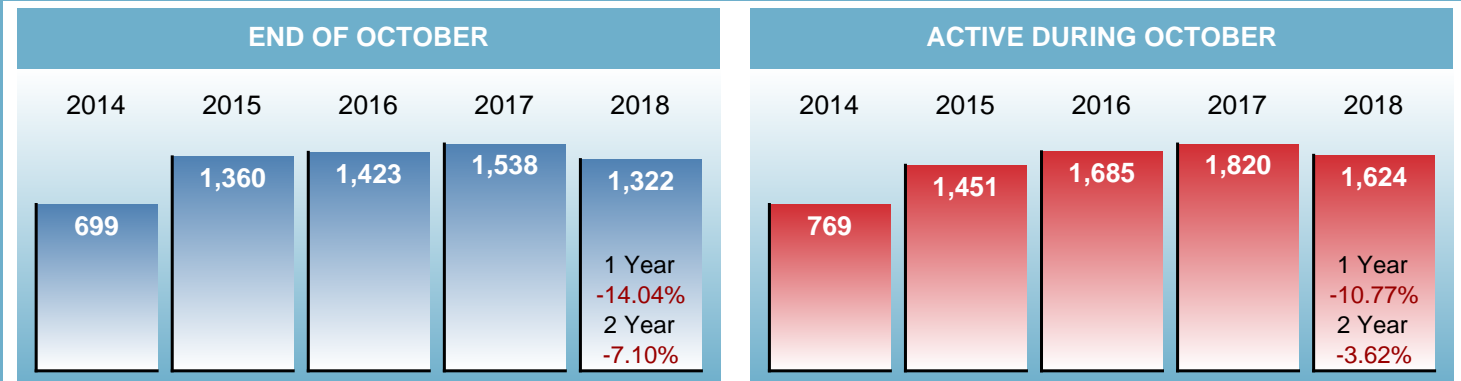
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ACTIVE INVENTORY

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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	9.83%	103.0	127	3	0	0
\$20,001 \$40,000	170	12.86%	108.5	154	14	1	1
\$40,001 \$70,000	194	14.67%	77.5	144	45	5	0
\$70,001 \$140,000	326	24.66%	83.0	147	155	23	1
\$140,001 \$230,000	198	14.98%	83.5	53	114	28	3
\$230,001 \$400,000	171	12.93%	100.0	44	75	44	8
\$400,001 and up	133	10.06%	79.0	30	45	47	11
Total Active Inventory by Units	1,322			699	451	148	24
Total Active Inventory by Volume	236,728,236	100%	90.0	79.83M	90.73M	51.80M	14.37M
Median Active Inventory Listing Price	\$105,750			\$50,500	\$145,000	\$277,000	\$398,750

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October 2018

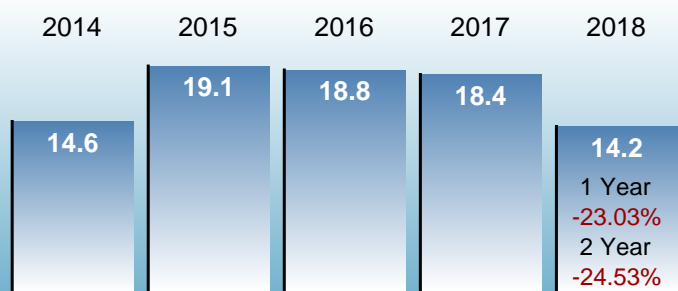
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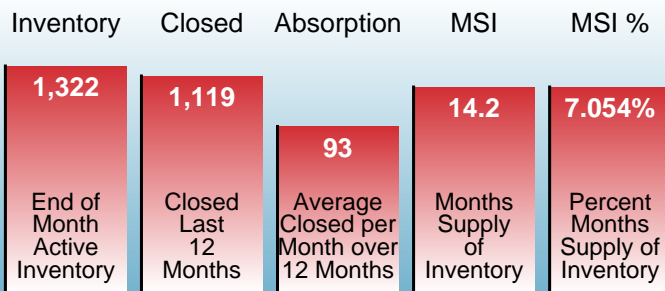
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER



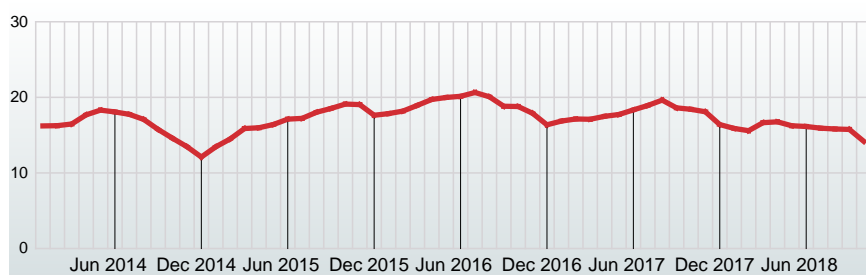
INDICATORS FOR OCTOBER 2018



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 17.0

3 MONTHS



High
Jul 2016 = 20.6
Low
Dec 2014 = 12.1
Months Supply this month at 14.2, below the 5 yr OCT average of 17.0

AUG	15.8
SEP	15.8
SEP	-0.36%
OCT	14.2
OCT	-10.03%

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	9.83%	17.7	20.1	3.6	0.0	0.0
\$20,001 \$40,000	170	12.86%	12.4	18.1	3.5	0.9	12.0
\$40,001 \$70,000	194	14.67%	11.8	19.6	5.7	5.0	0.0
\$70,001 \$140,000	326	24.66%	11.5	20.5	8.7	7.1	12.0
\$140,001 \$230,000	198	14.98%	11.7	26.5	9.6	9.6	36.0
\$230,001 \$400,000	171	12.93%	20.1	44.0	17.3	18.9	9.6
\$400,001 and up	133	10.06%	69.4	180.0	60.0	56.4	66.0
Market Supply of Inventory (MSI)	14.2			21.5	9.5	12.8	16.0
Total Active Inventory by Units	1,322	100%	14.2	699	451	148	24

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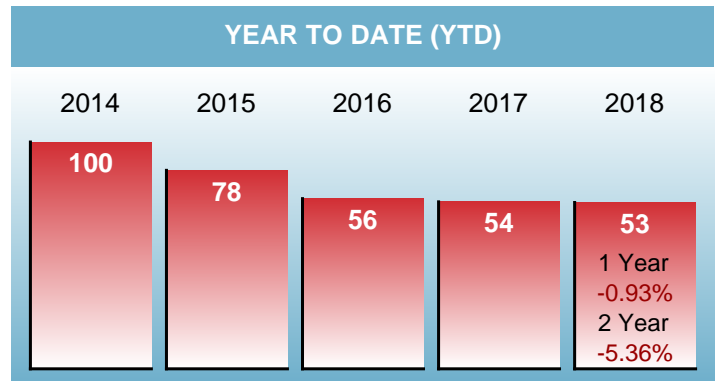
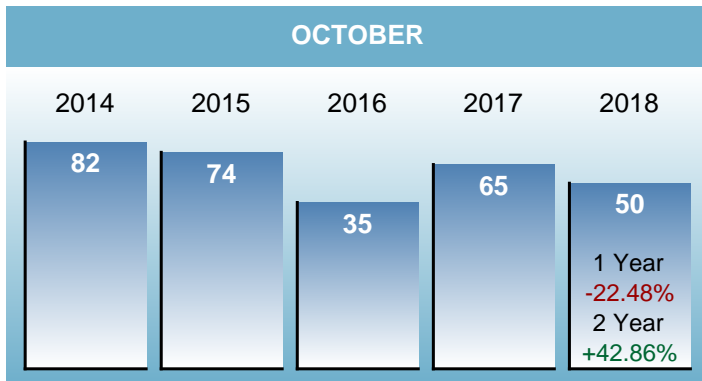
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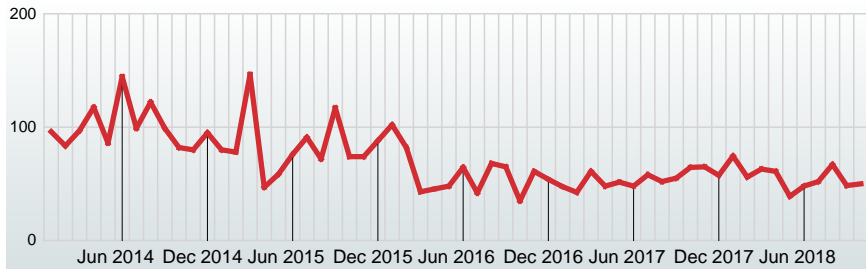


MEDIAN DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 61 **3 MONTHS**

High
Mar 2015 = 147
Low
Oct 2016 = 35
Median Days on Market
this month at **50**,
below the 5 yr OCT
average of **61**

AUG	67
SEP	49
	-27.61%
OCT	50
	3.09%

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
\$30,000 and less	11	10.48%	47.0	85.0	5.5	0.0	0.0
\$30,001 \$40,000	10	9.52%	88.0	88.0	54.0	147.0	0.0
\$40,001 \$70,000	18	17.14%	46.5	46.5	49.0	38.0	0.0
\$70,001 \$140,000	27	25.71%	41.0	19.0	49.0	66.0	0.0
\$140,001 \$180,000	13	12.38%	34.0	61.0	34.0	27.0	0.0
\$180,001 \$260,000	15	14.29%	69.0	105.0	64.0	59.5	0.0
\$260,001 and up	11	10.48%	81.0	48.0	81.0	67.0	110.0
Median Closed DOM			50.0	48.0	49.5	54.0	110.0
Total Closed Units		100%	50.0	35	54	14	2
Total Closed Volume			13,597,469	2.45M	7.90M	2.61M	640.00K

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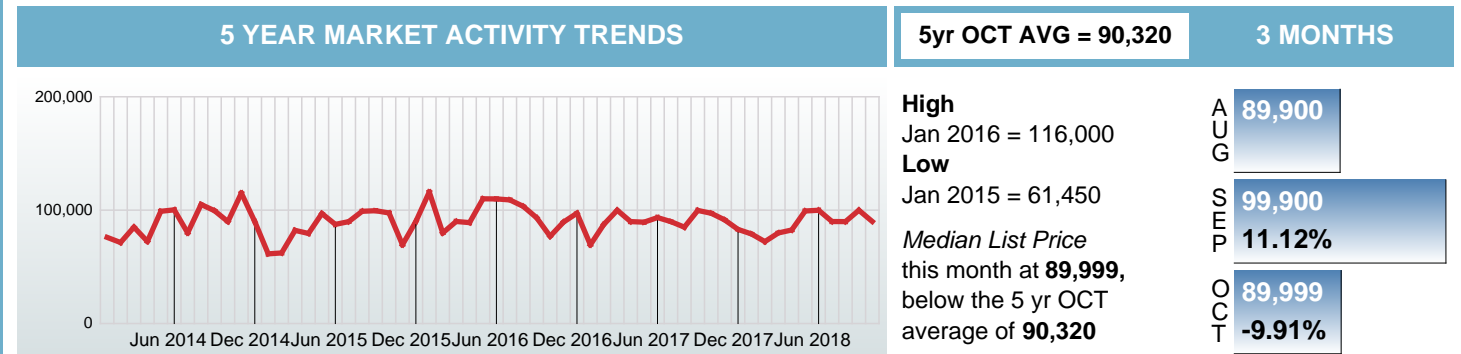
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MEDIAN LIST PRICE AT CLOSING

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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
\$30,000 and less	12	11.43%	18,484	17,750	19,334	0	0
\$30,001 \$40,000	5	4.76%	39,900	39,500	0	39,900	0
\$40,001 \$70,000	18	17.14%	59,450	50,000	59,900	60,500	0
\$70,001 \$140,000	30	28.57%	87,250	84,500	89,999	82,000	0
\$140,001 \$180,000	12	11.43%	159,900	167,450	159,900	158,900	0
\$180,001 \$260,000	17	16.19%	199,900	191,500	200,000	213,500	0
\$260,001 and up	11	10.48%	349,000	310,000	399,999	499,000	334,500
Median List Price			89,999	50,000	129,900	150,450	334,500
Total Closed Units		100%	89,999	35	54	14	2
Total Closed Volume			14,115,853	2.59M	8.15M	2.70M	669.00K

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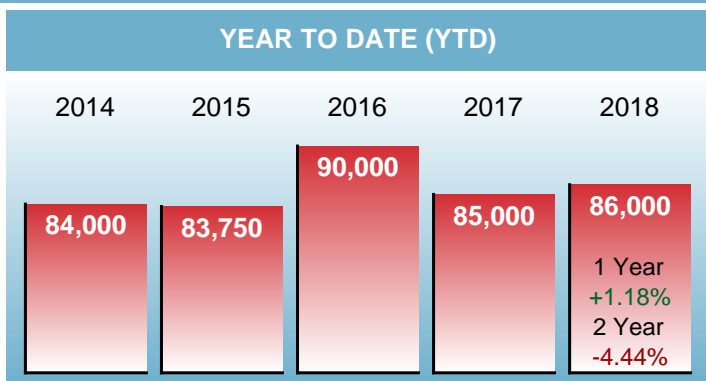
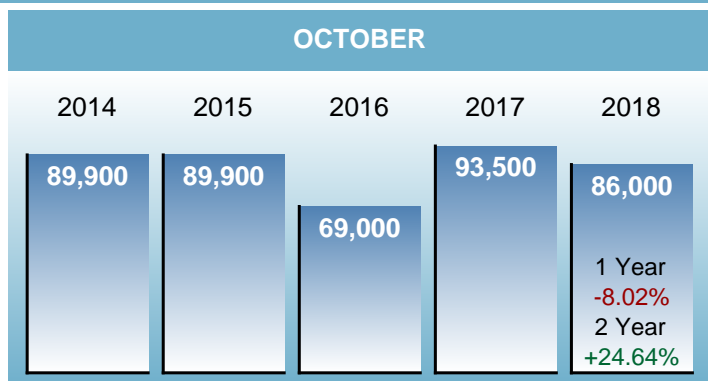
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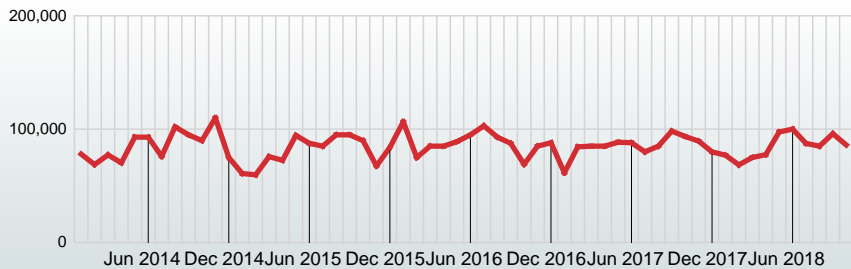
MEDIAN SOLD PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 85,660 3 MONTHS



High
Nov 2014 = 109,900
Low
Feb 2015 = 59,750
Median Sold Price
this month at **86,000**,
above the 5 yr OCT
average of **85,660**

AUG	85,000
SEP	96,000
SEP	12.94%
OCT	86,000
OCT	-10.42%

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
\$30,000 and less	11	10.48%	15,000	13,500	21,400	0	0
\$30,001 \$40,000	10	9.52%	35,000	34,250	39,900	36,900	0
\$40,001 \$70,000	18	17.14%	64,500	59,500	57,000	65,625	0
\$70,001 \$140,000	27	25.71%	86,000	84,500	92,500	110,500	0
\$140,001 \$180,000	13	12.38%	160,000	165,000	160,000	142,000	0
\$180,001 \$260,000	15	14.29%	199,500	185,000	201,250	211,500	0
\$260,001 and up	11	10.48%	335,000	300,000	395,000	475,000	320,000
Median Sold Price			86,000	45,000	130,250	142,000	320,000
Total Closed Units		100%	86,000	35	54	14	2
Total Closed Volume			13,597,469	2.45M	7.90M	2.61M	640.00K

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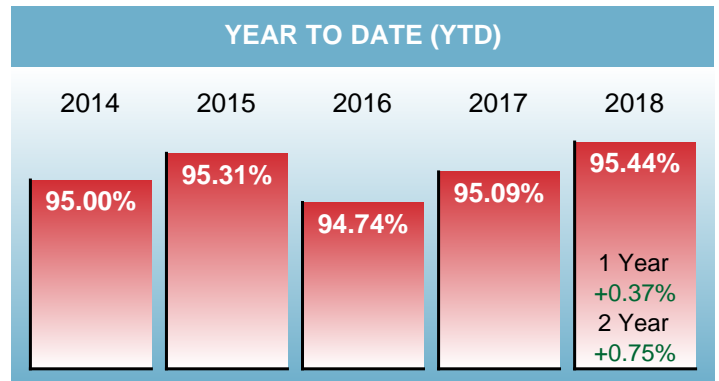
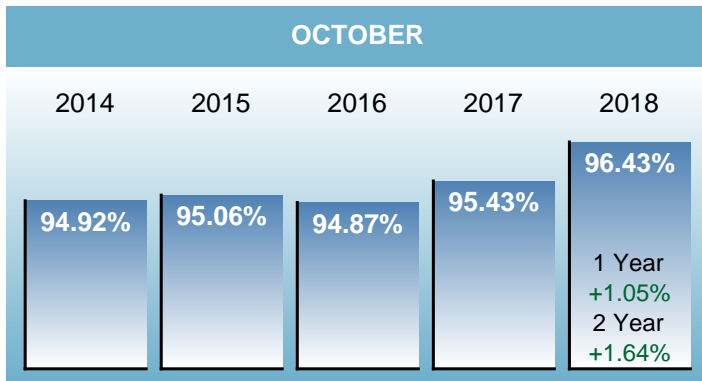
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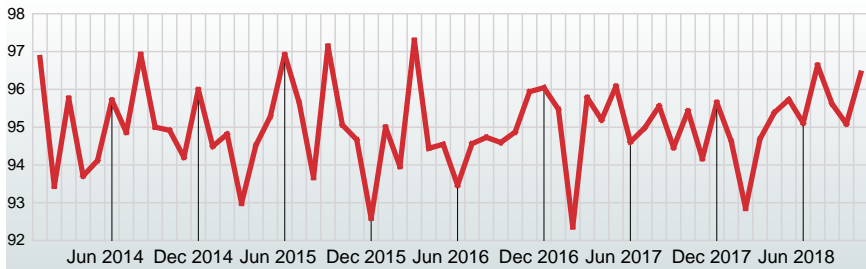


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 95.34% **3 MONTHS**

High
Mar 2016 = 97.30%
Low
Feb 2017 = 92.36%
Median Sold/List Ratio
this month at **96.43%**,
above the 5 yr OCT
average of **95.34%**

AUG	95.62%
SEP	95.09%
SEP	-0.56%
OCT	96.43%
OCT	1.41%

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
\$30,000 and less	11	10.48%	91.97%	88.24%	110.54%	0.00%	0.00%
\$30,001 - \$40,000	10	9.52%	86.31%	83.13%	88.86%	92.48%	0.00%
\$40,001 - \$70,000	18	17.14%	93.11%	91.82%	95.16%	88.20%	0.00%
\$70,001 - \$140,000	27	25.71%	96.77%	98.61%	96.33%	98.98%	0.00%
\$140,001 - \$180,000	13	12.38%	94.99%	97.12%	94.99%	94.40%	0.00%
\$180,001 - \$260,000	15	14.29%	97.13%	93.43%	97.16%	98.93%	0.00%
\$260,001 and up	11	10.48%	97.67%	96.77%	98.99%	97.50%	95.65%
Median Sold/List Ratio		96.43%		93.24%	96.86%	96.88%	95.65%
Total Closed Units		105	100%	35	54	14	2
Total Closed Volume		13,597,469		2.45M	7.90M	2.61M	640.00K

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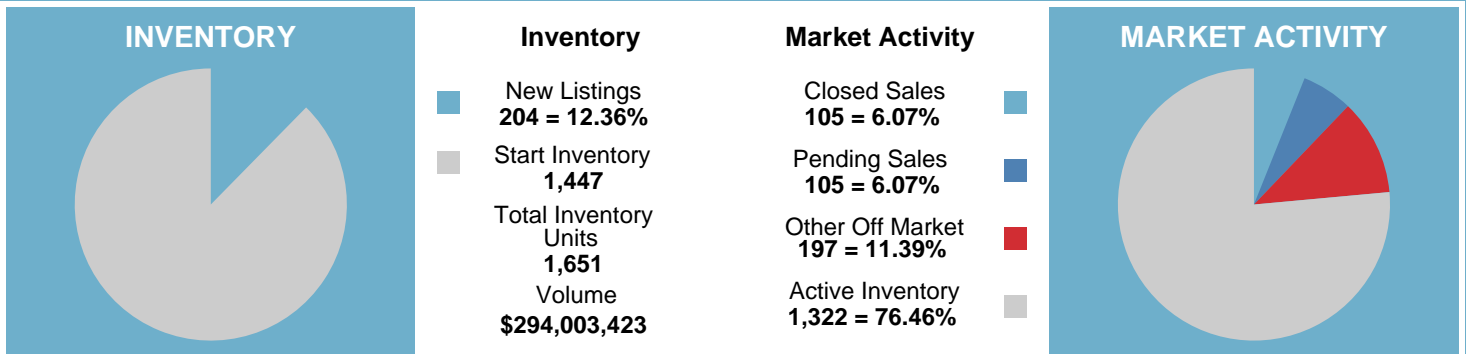
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MARKET SUMMARY

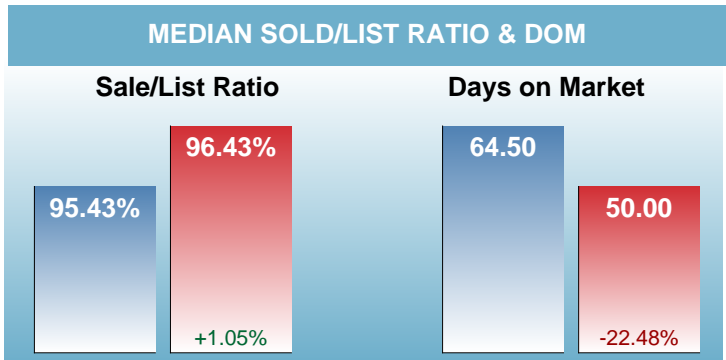
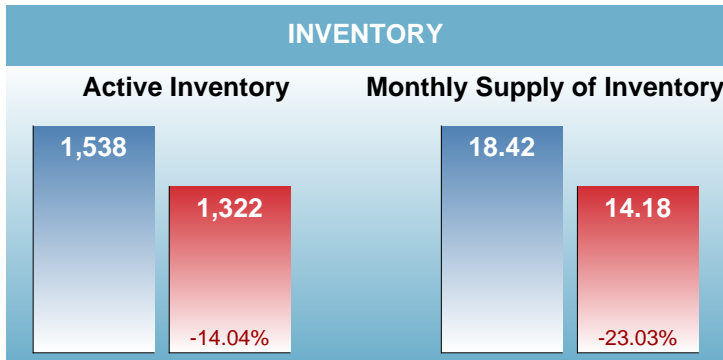
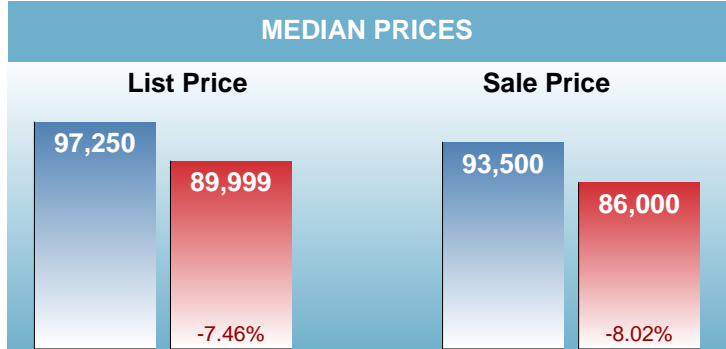
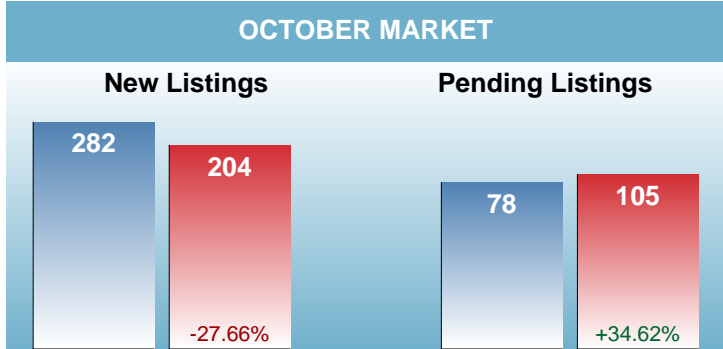
Report produced on Nov 12, 2018 for MLS Technology Inc.



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	88	105	19.32%	830	935	12.65%
Pending Sales	78	105	34.62%	905	1,015	12.15%
New Listings	282	204	-27.66%	3,042	2,939	-3.39%
Median List Price	97,250	89,999	-7.46%	89,900	89,900	0.00%
Median Sale Price	93,500	86,000	-8.02%	85,000	86,000	1.18%
Median Percent of Selling Price to List Price	95.43%	96.43%	1.05%	95.09%	95.45%	0.37%
Median Days on Market to Sale	64.50	50.00	-22.48%	53.50	53.00	-0.93%
Monthly Inventory	1,538	1,322	-14.04%	1,538	1,322	-14.04%
Months Supply of Inventory	18.42	14.18	-23.03%	18.42	14.18	-23.03%

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

Inventory on October 31, 2018 = **1,322** 2017 **2018**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

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