



## September 2018

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

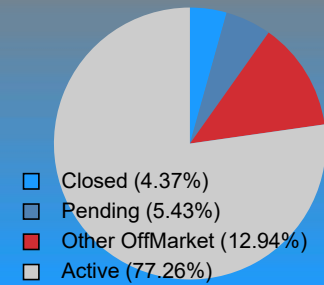


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	92	74	-19.57%
Pending Listings	90	92	2.22%
New Listings	194	360	85.57%
Average List Price	133,190	114,769	-13.83%
Average Sale Price	126,795	109,341	-13.77%
Average Percent of List Price to Selling Price	94.01%	93.39%	-0.66%
Average Days on Market to Sale	69.37	66.77	-3.75%
End of Month Inventory	1,122	1,308	16.58%
Months Supply of Inventory	14.94	15.74	5.35%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **83** Sales/Month  
**Active Inventory** as of September 30, 2018 = **1,308**

#### Analysis Wrap-Up

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

The total housing inventory at the end of September 2018 rose **16.58%** to 1,308 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **15.74** 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 **13.77%** in September 2018 to \$109,341 versus the previous year at \$126,795.

##### Average Days on Market Shortens

The average number of **66.77** days that homes spent on the market before selling decreased by 2.60 days or **3.75%** in September 2018 compared to last year's same month at **69.37** DOM.

##### Sales Success for September 2018 is Positive

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

There were 360 New Listings in September 2018, up **85.57%** from last year at 194. Furthermore, there were 74 Closed Listings this month versus last year at 92, a **-19.57%** decrease.

Closed versus Listed trends yielded a **20.6%** ratio, down from previous year's, September 2017, at **47.4%**, a **56.65%** downswing. 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.

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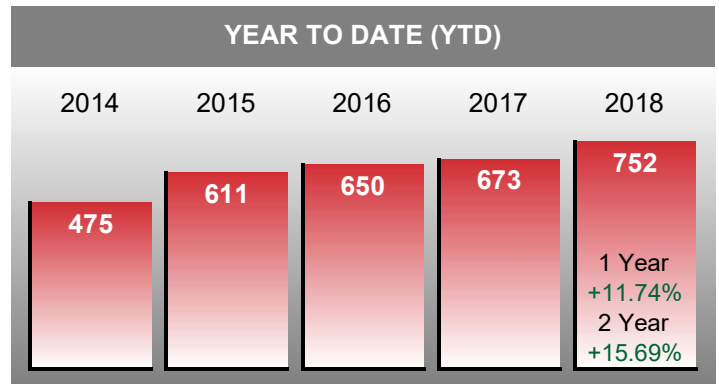
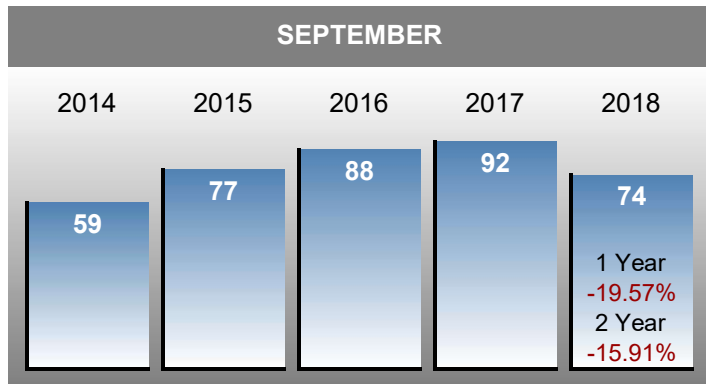
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## CLOSED LISTINGS

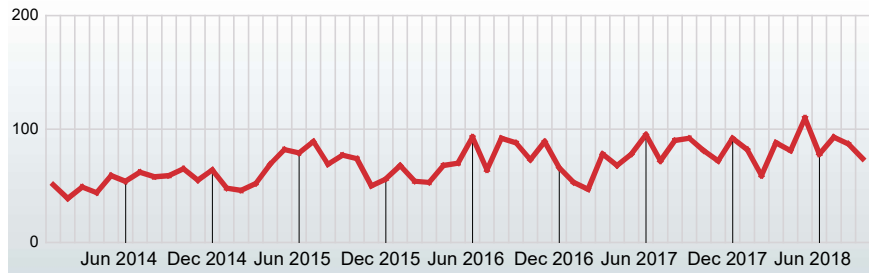
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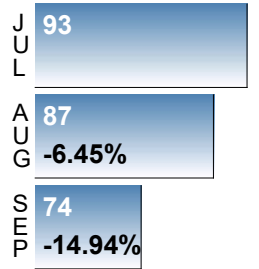
### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 78**

### 3 MONTHS



**High**  
May 2018 = 110  
**Low**  
Feb 2014 = 39  
*Closed Listings*  
this month at **74**,  
below the 5 yr SEP  
average of **78**



### 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	5	6.76%	66.4	4	1	0	0
\$20,001 - \$50,000	9	12.16%	65.1	5	4	0	0
\$50,001 - \$70,000	9	12.16%	85.4	6	3	0	0
\$70,001 - \$120,000	24	32.43%	73.0	8	15	1	0
\$120,001 - \$150,000	11	14.86%	47.8	2	7	2	0
\$150,001 - \$180,000	8	10.81%	46.3	0	7	1	0
\$180,001 and up	8	10.81%	75.9	0	6	2	0
<b>Total Closed Units</b>	<b>74</b>			<b>25</b>	<b>43</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,091,210</b>	<b>100%</b>	<b>66.8</b>	<b>1.61M</b>	<b>5.16M</b>	<b>1.32M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$109,341</b>			<b>\$64,527</b>	<b>\$120,029</b>	<b>\$219,467</b>	<b>\$0</b>

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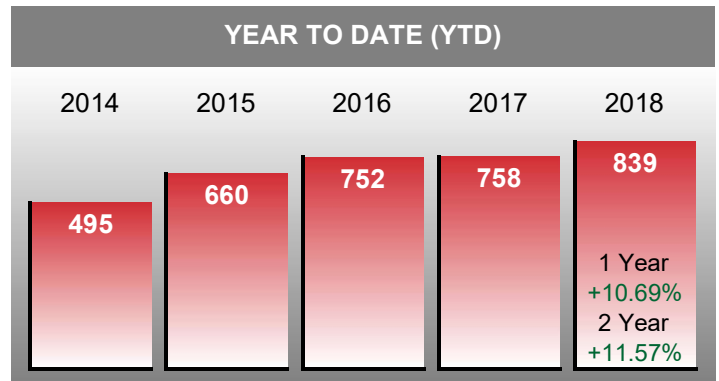
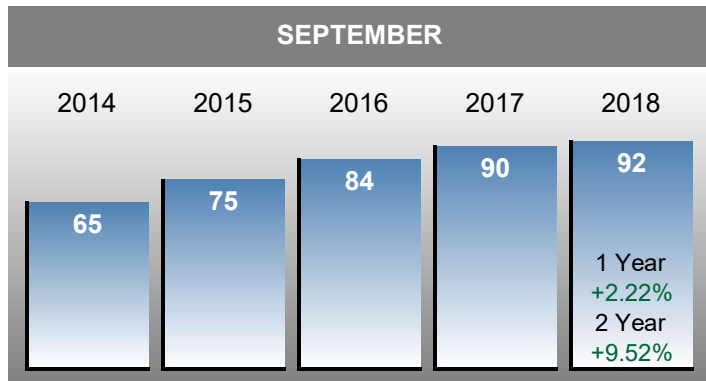
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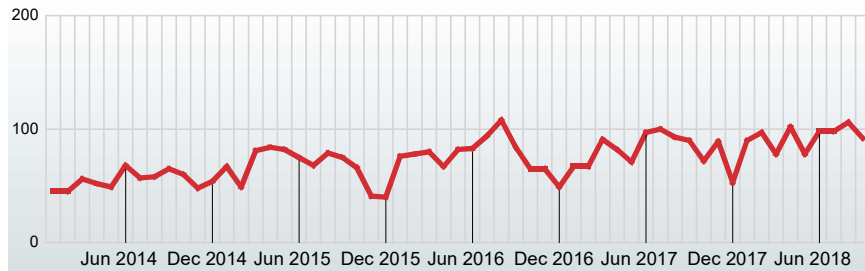


## PENDING LISTINGS

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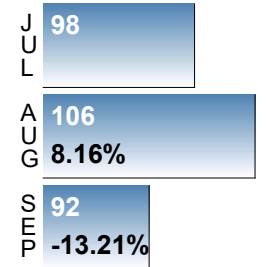


### 5 YEAR MARKET ACTIVITY TRENDS



**5yr SEP AVG = 81**      **3 MONTHS**

**High**  
Aug 2016 = 108  
**Low**  
Dec 2015 = 40  
*Pending Listings*  
this month at **92**,  
above the 5 yr SEP  
average of **81**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	6.52%	70.5	4	2	0	0
\$30,001 - \$60,000	13	14.13%	43.0	6	6	1	0
\$60,001 - \$90,000	14	15.22%	78.6	7	4	3	0
\$90,001 - \$160,000	25	27.17%	68.8	1	22	2	0
\$160,001 - \$190,000	9	9.78%	85.7	1	8	0	0
\$190,001 - \$270,000	15	16.30%	55.4	0	13	2	0
\$270,001 and up	10	10.87%	75.3	0	7	2	1
<b>Total Pending Units</b>	<b>92</b>			<b>19</b>	<b>62</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>14,766,739</b>	<b>100%</b>	<b>61.7</b>	<b>1.23M</b>	<b>11.40M</b>	<b>1.79M</b>	<b>349.00K</b>
<b>Average Listing Price</b>	<b>\$121,557</b>			<b>\$64,942</b>	<b>\$183,848</b>	<b>\$178,529</b>	<b>\$349,000</b>

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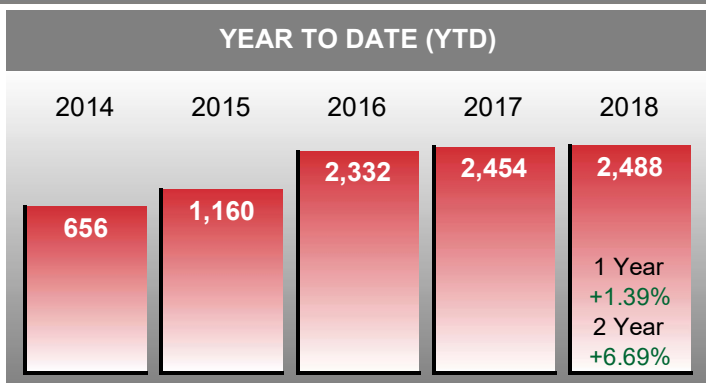
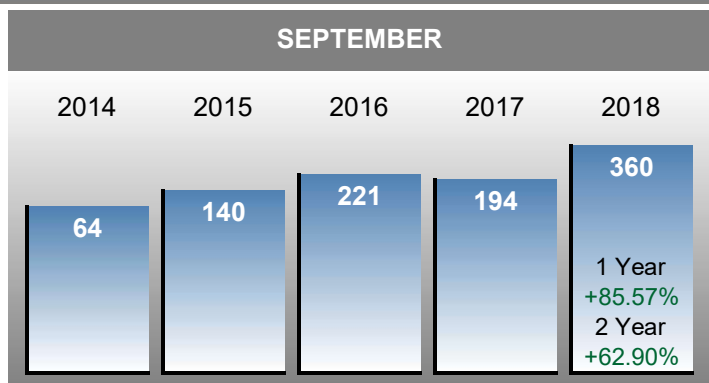
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## NEW LISTINGS

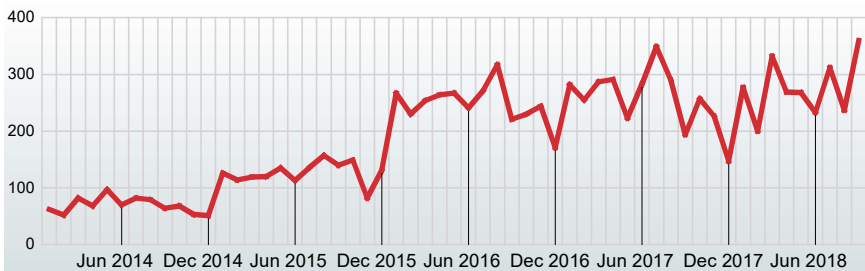
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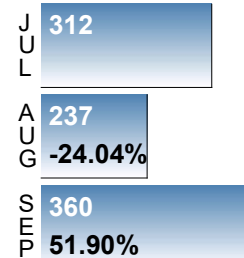
### 5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 196

3 MONTHS



**High**  
Sep 2018 = 360  
**Low**  
Dec 2014 = 51  
*New Listings*  
this month at **360**,  
above the 5 yr SEP  
average of **196**



### 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	46		12.78%	45	1	0	0
\$25,001-\$50,000	50		13.89%	41	8	0	1
\$50,001-\$125,000	127		35.28%	85	35	6	1
\$125,001-\$175,000	54		15.00%	31	22	1	0
\$175,001-\$300,000	45		12.50%	11	21	12	1
\$300,001 and up	38		10.56%	7	19	7	5
<b>Total New Listed Units</b>	360			220	106	26	8
<b>Total New Listed Volume</b>	56,976,839		100%	21.68M	21.73M	6.60M	6.97M
<b>Average New Listed Listing Price</b>	\$174,250			\$98,553	\$205,009	\$253,785	\$870,738

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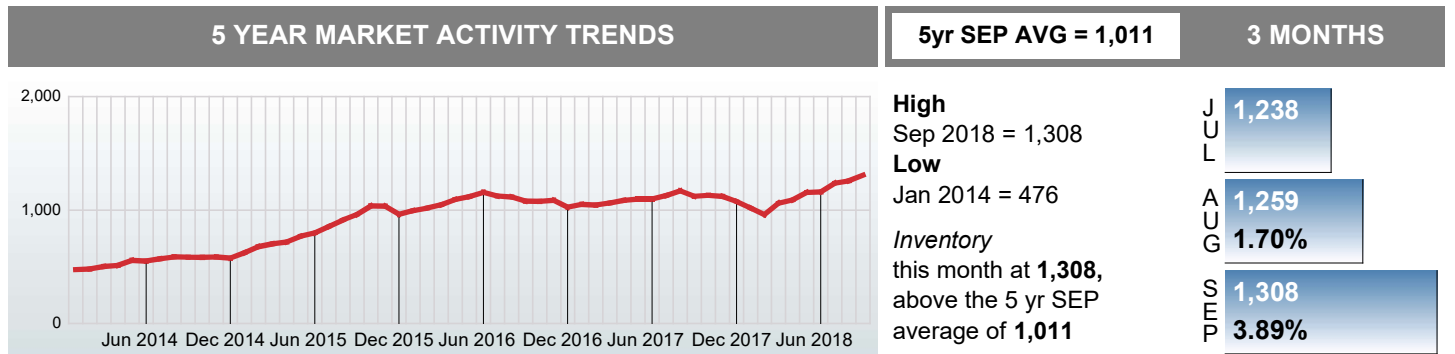
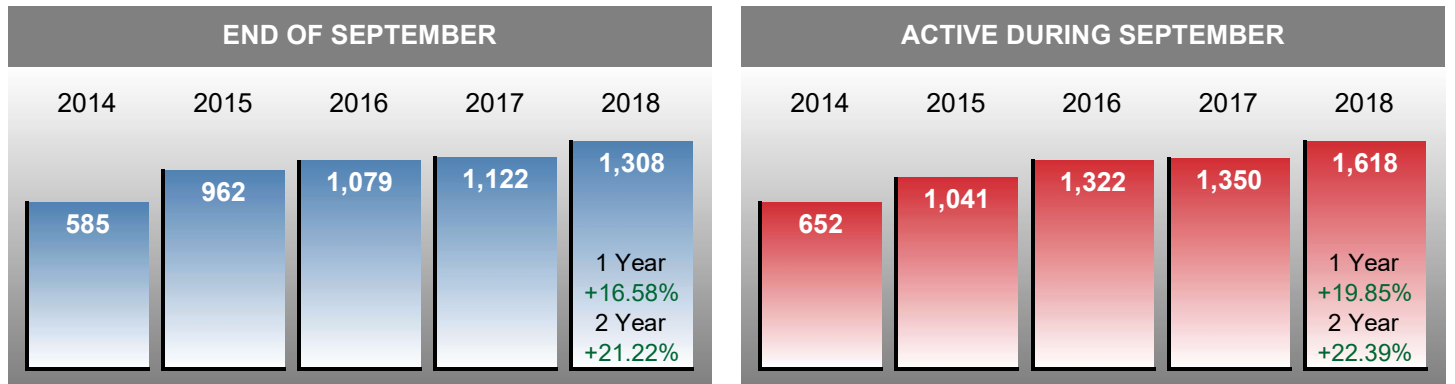
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## ACTIVE INVENTORY

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## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	189	14.45%	191.5	184	5	0	0
\$25,001-\$50,000	193	14.76%	143.0	165	27	0	1
\$50,001-\$125,000	380	29.05%	118.4	197	155	27	1
\$125,001-\$225,000	250	19.11%	159.1	82	133	30	5
\$225,001-\$375,000	156	11.93%	124.2	38	78	33	7
\$375,001 and up	140	10.70%	107.6	30	49	47	14
<b>Total Active Inventory by Units</b>	<b>1,308</b>			<b>696</b>	<b>447</b>	<b>137</b>	<b>28</b>
<b>Total Active Inventory by Volume</b>	<b>224,649,333</b>	<b>100%</b>	<b>139.9</b>	<b>71.76M</b>	<b>92.01M</b>	<b>44.74M</b>	<b>16.14M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$171,750</b>			<b>\$103,099</b>	<b>\$205,843</b>	<b>\$326,574</b>	<b>\$576,429</b>

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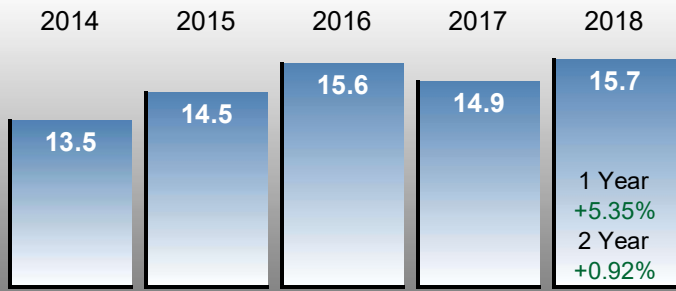
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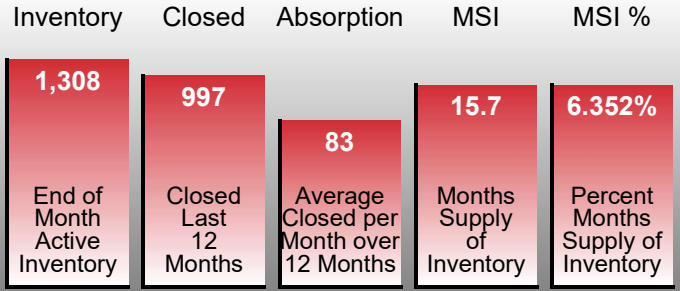
## MONTHS SUPPLY of INVENTORY (MSI)

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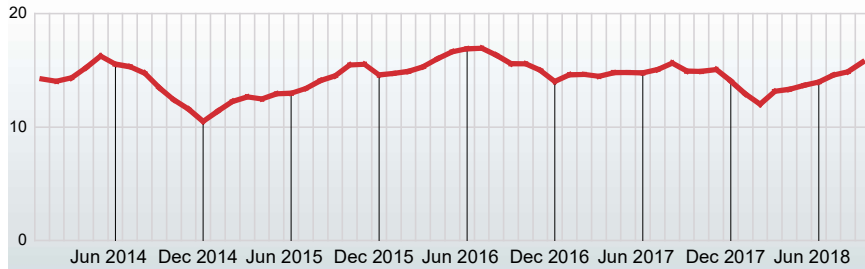
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2018



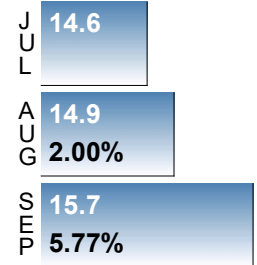
### 5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 14.9

3 MONTHS

**High**  
Jul 2016 = 17.0  
**Low**  
Dec 2014 = 10.5  
*Months Supply*  
this month at **15.7**,  
above the 5 yr SEP  
average of **14.9**



### 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	135	10.32%	21.6	24.8	4.0	0.0	0.0
\$20,001 \$40,000	160	12.23%	12.5	19.2	3.0	0.0	12.0
\$40,001 \$60,000	153	11.70%	15.3	24.9	7.0	12.0	0.0
\$60,001 \$140,000	378	28.90%	12.7	21.2	9.4	8.5	6.0
\$140,001 \$220,000	176	13.46%	12.1	32.2	9.3	9.9	30.0
\$220,001 \$380,000	169	12.92%	21.8	49.2	21.1	15.0	14.0
\$380,001 and up	137	10.47%	71.5	116.0	64.0	69.0	56.0
Market Supply of Inventory (MSI)	15.7			24.1	10.5	13.4	21.0
Total Active Inventory by Units	1,308	100%	15.7	696	447	137	28

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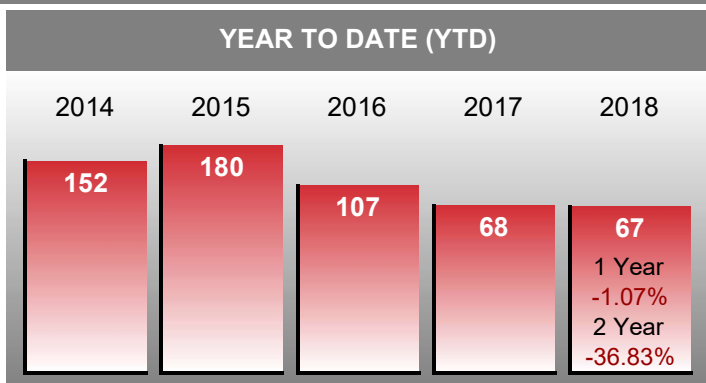
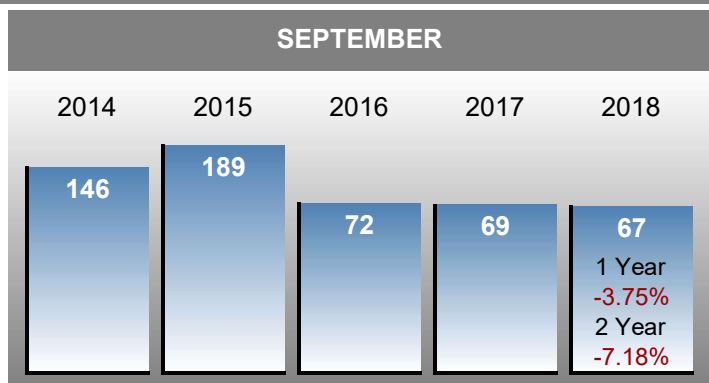
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## AVERAGE DAYS ON MARKET TO SALE

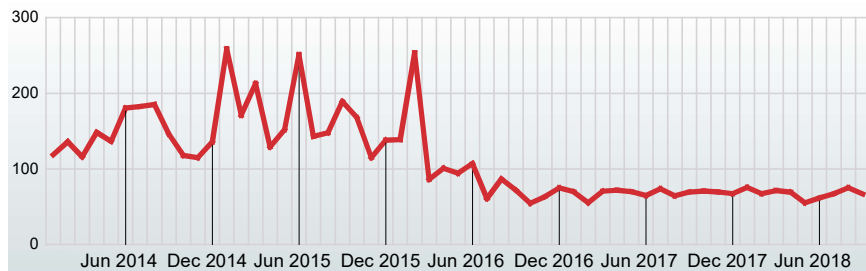
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 109

3 MONTHS



**High**  
Jan 2015 = 259  
**Low**  
Oct 2016 = 55  
*Average Days on Market*  
this month at **67**,  
below the 5 yr SEP  
average of **109**

JUL	67
AUG	75
SEP	67
11.72%	
-11.00%	

### 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	5	6.76%	66.4	65.5	70.0	0.0	0.0
\$20,001 \$50,000	9	12.16%	65.1	57.2	75.0	0.0	0.0
\$50,001 \$70,000	9	12.16%	85.4	96.2	64.0	0.0	0.0
\$70,001 \$120,000	24	32.43%	73.0	108.6	58.3	8.0	0.0
\$120,001 \$150,000	11	14.86%	47.8	87.5	46.3	13.5	0.0
\$150,001 \$180,000	8	10.81%	46.3	0.0	36.3	116.0	0.0
\$180,001 and up	8	10.81%	75.9	0.0	71.7	88.5	0.0
<b>Average Closed DOM</b>			66.8	86.8	56.8	54.7	0.0
<b>Total Closed Units</b>		100%	66.8	25	43	6	
<b>Total Closed Volume</b>			8,091,210	1.61M	5.16M	1.32M	0.00B

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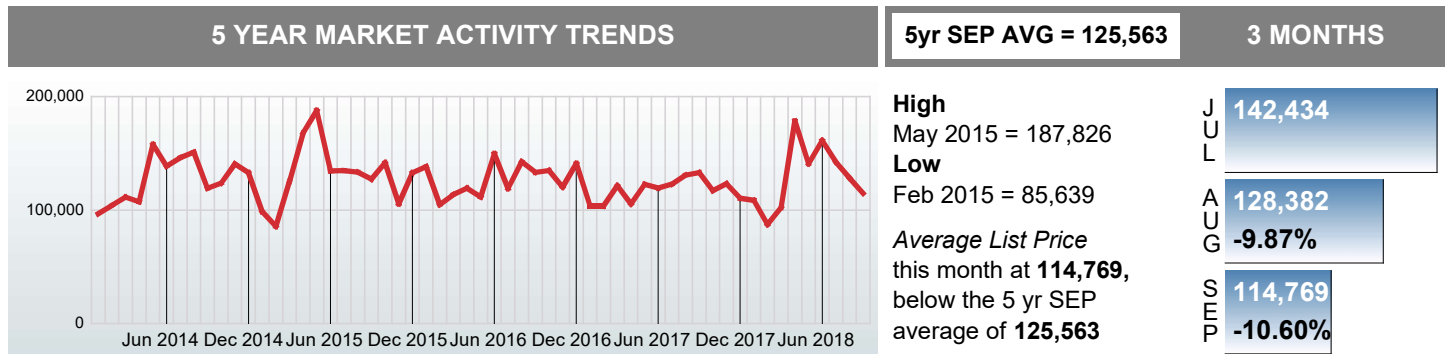
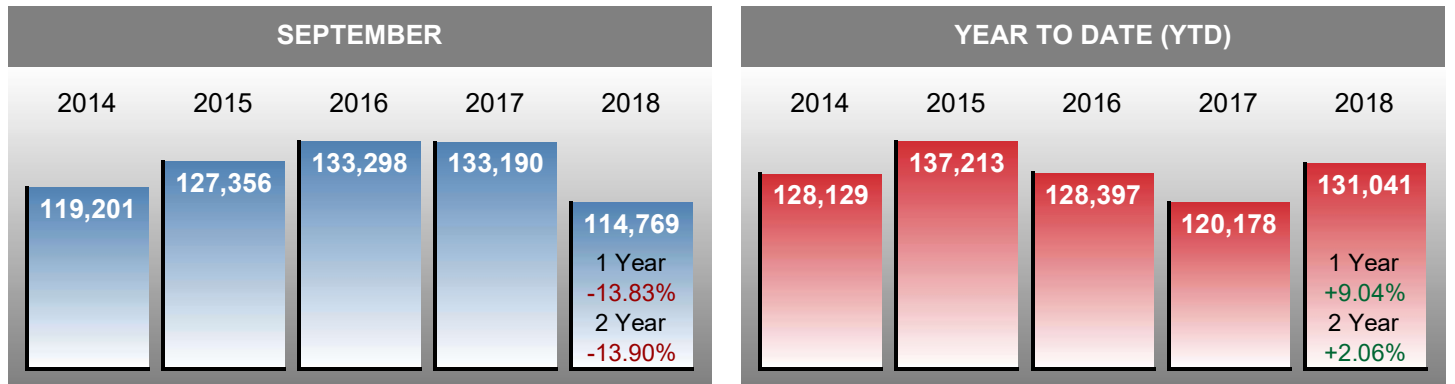
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## AVERAGE LIST PRICE AT CLOSING

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## 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	4	5.41%	14,975	18,750	19,900	0	0
\$20,001 - \$50,000	10	13.51%	36,600	37,000	36,500	0	0
\$50,001 - \$70,000	8	10.81%	61,888	62,700	65,267	0	0
\$70,001 - \$120,000	23	31.08%	92,109	97,725	95,993	79,900	0
\$120,001 - \$150,000	10	13.51%	137,920	148,750	145,257	139,950	0
\$150,001 - \$180,000	10	13.51%	163,180	0	168,114	169,900	0
\$180,001 and up	9	12.16%	271,378	0	230,983	433,300	0
<b>Average List Price</b>			114,769	68,620	125,142	232,717	0
<b>Total Closed Units</b>		100%	114,769	25	43	6	
<b>Total Closed Volume</b>			8,492,898	1.72M	5.38M	1.40M	0.00B

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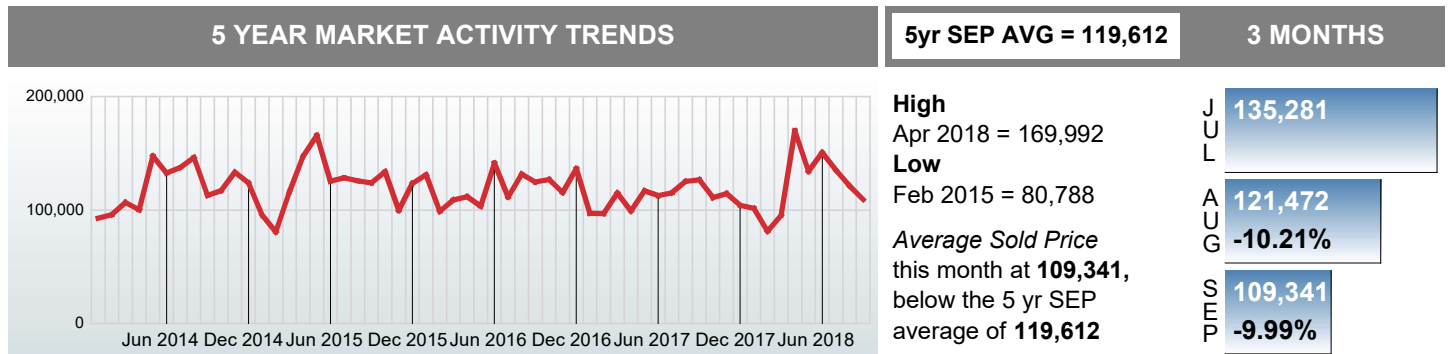
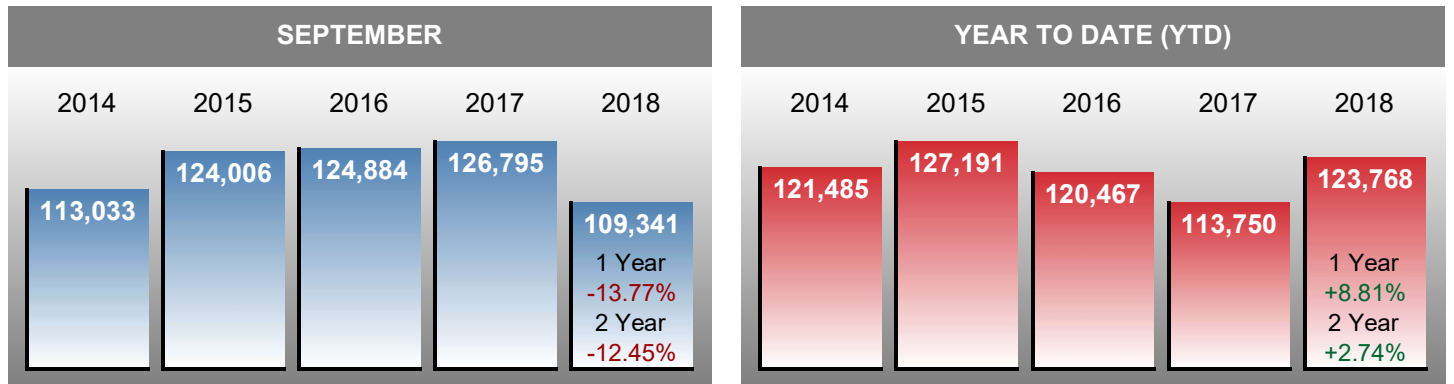
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## AVERAGE SOLD PRICE AT CLOSING

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## 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	5	6.76%	13,500	12,250	18,500	0	0
\$20,001 - \$50,000	9	12.16%	30,944	30,400	31,625	0	0
\$50,001 - \$70,000	9	12.16%	60,217	60,333	59,983	0	0
\$70,001 - \$120,000	24	32.43%	90,862	93,773	90,367	75,000	0
\$120,001 - \$150,000	11	14.86%	140,880	150,000	139,254	137,450	0
\$150,001 - \$180,000	8	10.81%	162,425	0	161,357	169,900	0
\$180,001 and up	8	10.81%	271,688	0	229,417	398,500	0
<b>Average Sold Price</b>			109,341	64,527	120,029	219,467	0
<b>Total Closed Units</b>		100%	109,341	25	43	6	
<b>Total Closed Volume</b>			8,091,210	1.61M	5.16M	1.32M	0.00B

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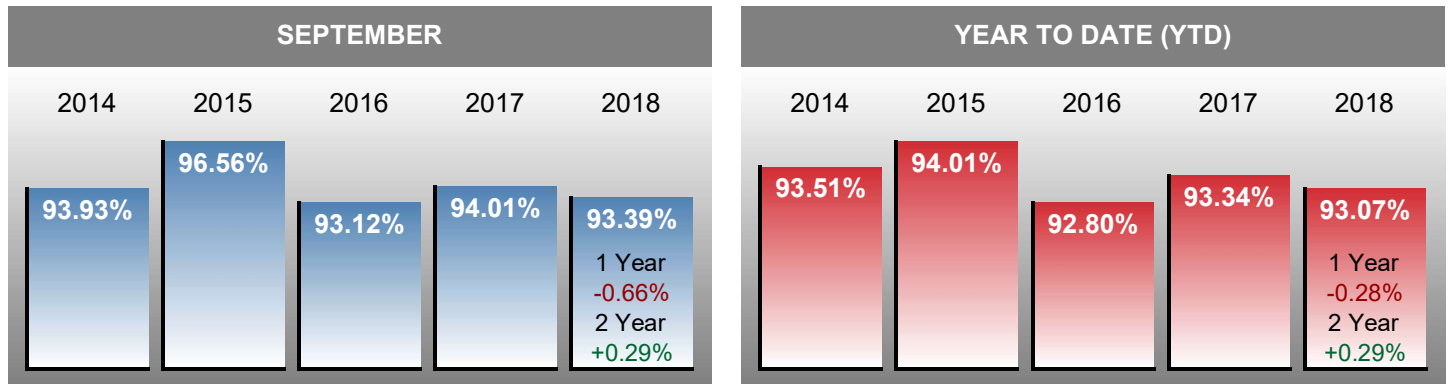
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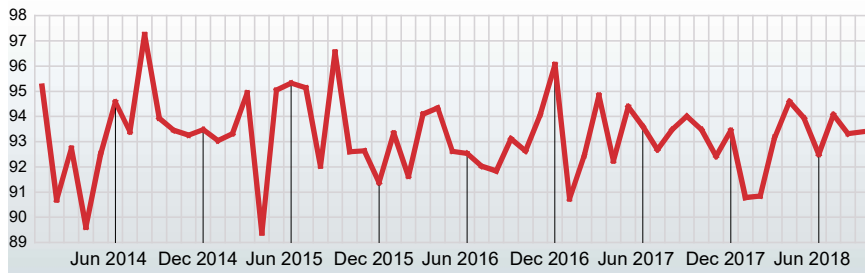


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr SEP AVG = 94.20%**      **3 MONTHS**

**High**  
 Aug 2014 = 97.26%  
**Low**  
 Apr 2015 = 89.38%  
 Average Sold/List Ratio  
 this month at **93.39%**,  
 below the 5 yr SEP  
 average of **94.20%**

JUL	94.08%
AUG	93.32%
SEP	93.39%
	0.08%

### 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	5	6.76%	77.75%	73.95%	92.96%	0.00%	0.00%
\$20,001 - \$50,000	9	12.16%	84.90%	83.37%	86.80%	0.00%	0.00%
\$50,001 - \$70,000	9	12.16%	95.04%	96.24%	92.64%	0.00%	0.00%
\$70,001 - \$120,000	24	32.43%	94.98%	96.10%	94.45%	93.87%	0.00%
\$120,001 - \$150,000	11	14.86%	97.39%	101.02%	96.08%	98.39%	0.00%
\$150,001 - \$180,000	8	10.81%	96.55%	0.00%	96.05%	100.00%	0.00%
\$180,001 and up	8	10.81%	97.46%	0.00%	99.88%	90.23%	0.00%
<b>Average Sold/List Ratio</b>			<b>93.40%</b>	<b>90.44%</b>	<b>94.86%</b>	<b>95.18%</b>	<b>0.00%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>93.40%</b>	<b>25</b>	<b>43</b>	<b>6</b>	<b></b>
<b>Total Closed Volume</b>				<b>1.61M</b>	<b>5.16M</b>	<b>1.32M</b>	<b>0.00B</b>

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# September 2018

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



## MARKET SUMMARY

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

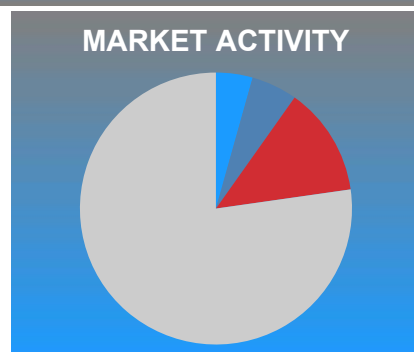


**Inventory**

- New Listings **360 = 22.24%**
- Start Inventory **1,259**
- Total Inventory Units **1,619**
- Volume **\$272,437,543**

**Market Activity**

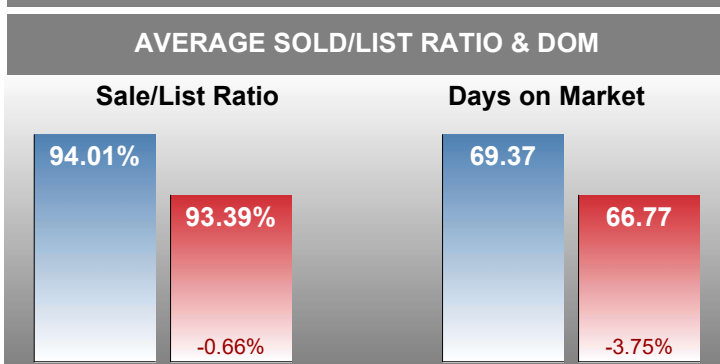
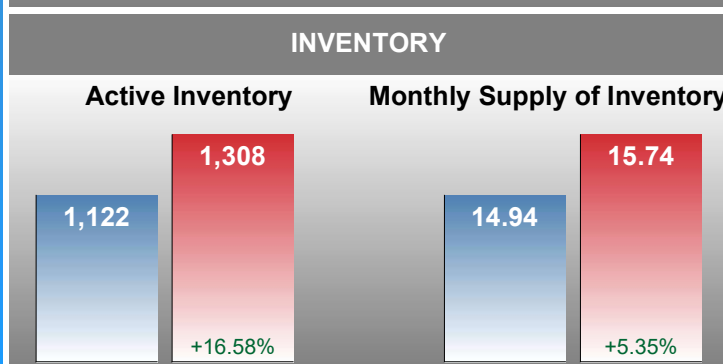
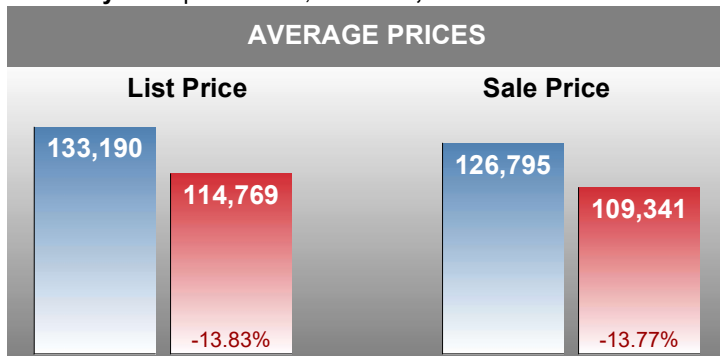
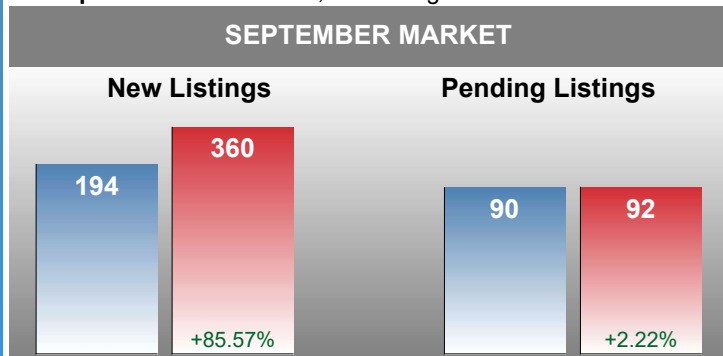
- Closed Sales **74 = 4.37%**
- Pending Sales **92 = 5.43%**
- Other Off Market **219 = 12.94%**
- Active Inventory **1,308 = 77.26%**



Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	92	74	-19.57%	673	752	11.74%
Pending Sales	90	92	2.22%	758	839	10.69%
New Listings	194	360	85.57%	2,454	2,488	1.39%
Average List Price	133,190	114,769	-13.83%	120,178	131,041	9.04%
Average Sale Price	126,795	109,341	-13.77%	113,750	123,768	8.81%
Average Percent of Selling Price to List Price	94.01%	93.39%	-0.66%	93.34%	93.07%	-0.28%
Average Days on Market to Sale	69.37	66.77	-3.75%	68.07	67.34	-1.07%
Monthly Inventory	1,122	1,308	16.58%	1,122	1,308	16.58%
Months Supply of Inventory	14.94	15.74	5.35%	14.94	15.74	5.35%

**Absorption:** Last 12 months, an Average of **83** Sales/Month

**Inventory on September 30, 2018 = 1,308** 2017 2018



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