



September 2018

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

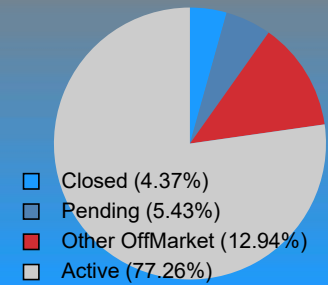


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	87,000	99,700	14.60%
Median Sale Price	83,750	94,500	12.84%
Median Percent of List Price to Selling Price	94.89%	95.09%	0.20%
Median Days on Market to Sale	55.00	48.50	-11.82%
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.

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 **12.84%** in September 2018 to \$94,500 versus the previous year at \$83,750.

Median Days on Market Shortens

The median number of **48.50** days that homes spent on the market before selling decreased by 6.50 days or **11.82%** in September 2018 compared to last year's same month at **55.00** DOM.

Sales Success for September 2018 is Positive

Overall, with Median Prices going up 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.

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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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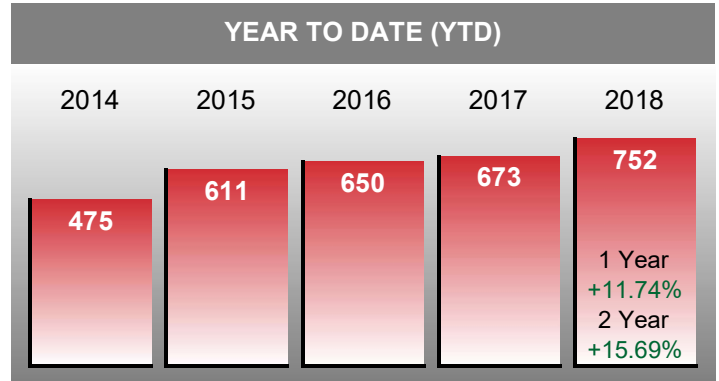
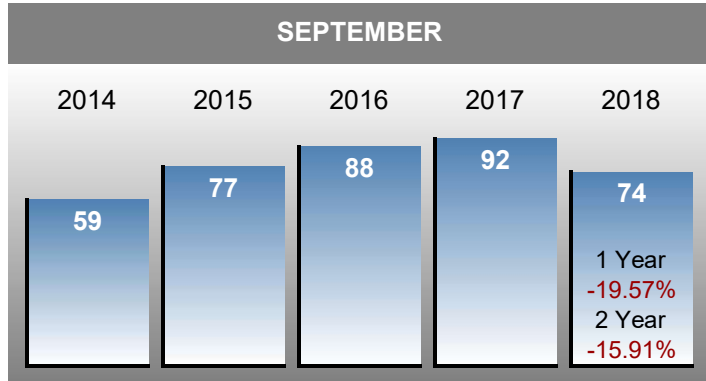
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CLOSED LISTINGS

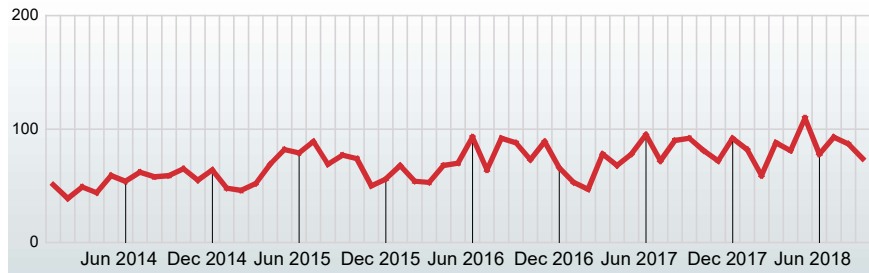
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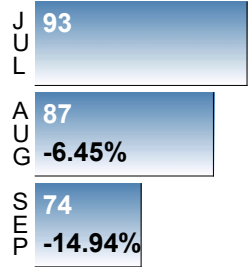
5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	6.76%	51.0	4	1	0	0
\$20,001 - \$50,000	9	12.16%	41.0	5	4	0	0
\$50,001 - \$70,000	9	12.16%	47.0	6	3	0	0
\$70,001 - \$120,000	24	32.43%	59.0	8	15	1	0
\$120,001 - \$150,000	11	14.86%	30.0	2	7	2	0
\$150,001 - \$180,000	8	10.81%	34.0	0	7	1	0
\$180,001 and up	8	10.81%	80.0	0	6	2	0
Total Closed Units	74			25	43	6	0
Total Closed Volume	8,091,210	100%	48.5	1.61M	5.16M	1.32M	0.00B
Median Closed Price	\$94,500			\$65,000	\$100,000	\$159,950	\$0

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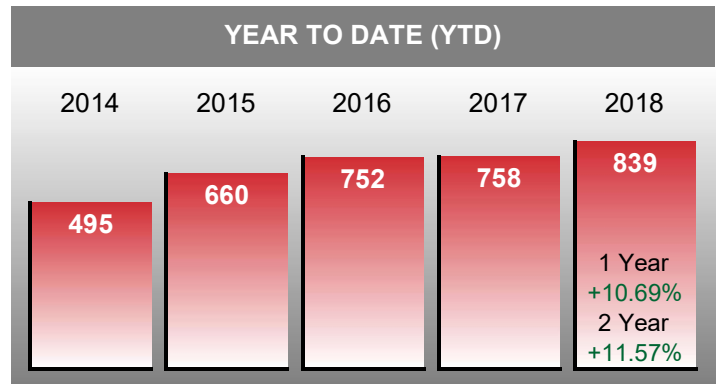
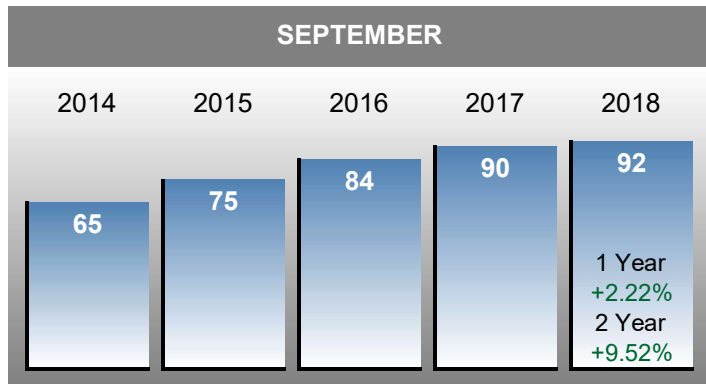
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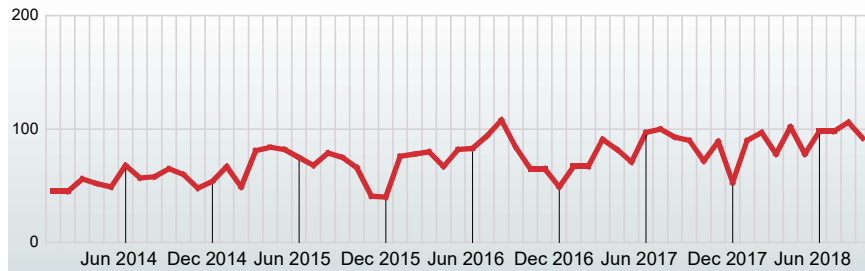


PENDING LISTINGS

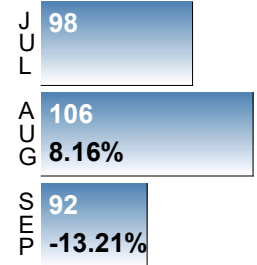
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5 YEAR MARKET ACTIVITY TRENDS



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	6.52%	50.5	4	2	0	0
\$30,001 - \$60,000	13	14.13%	22.0	6	6	1	0
\$60,001 - \$90,000	14	15.22%	87.5	7	4	3	0
\$90,001 - \$160,000	25	27.17%	46.0	1	22	2	0
\$160,001 - \$190,000	9	9.78%	75.0	1	8	0	0
\$190,001 - \$270,000	15	16.30%	57.0	0	13	2	0
\$270,001 and up	10	10.87%	69.0	0	7	2	1
Total Pending Units	92			19	62	10	1
Total Pending Volume	14,766,739	100%	53.5	1.23M	11.40M	1.79M	349.00K
Median Listing Price	\$138,250			\$59,000	\$154,450	\$150,950	\$349,000

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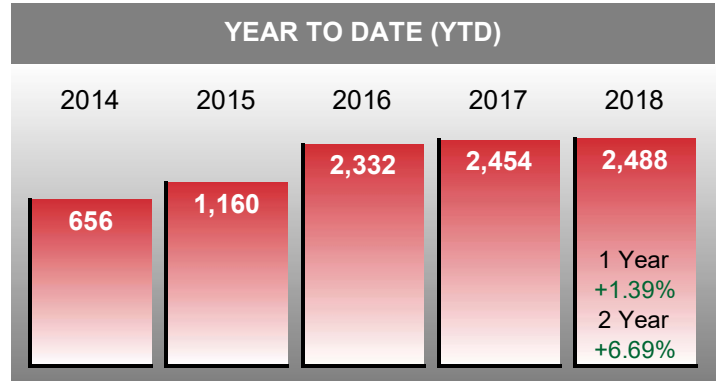
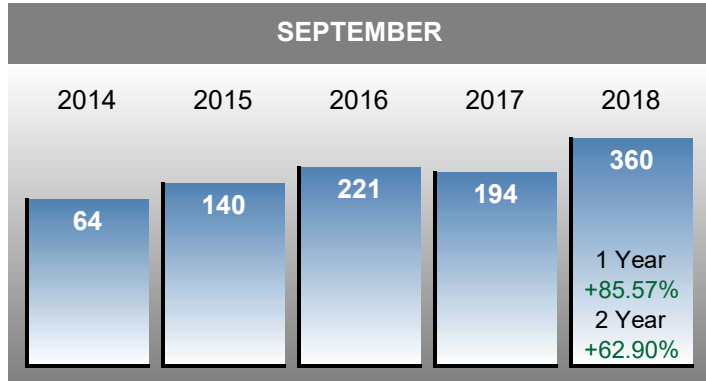
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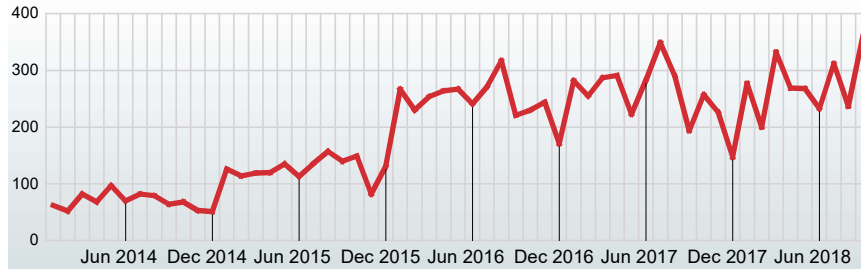


NEW LISTINGS

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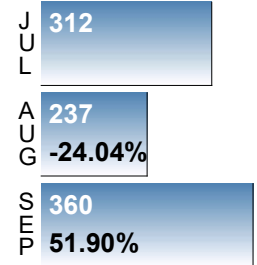
5 YEAR MARKET ACTIVITY TRENDS



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
\$20,000 and less	29	8.06%	29	0	0	0
\$20,001 \$40,000	35	9.72%	30	4	0	1
\$40,001 \$70,000	72	20.00%	55	15	2	0
\$70,001 \$120,000	76	21.11%	48	23	4	1
\$120,001 \$170,000	61	16.94%	38	22	1	0
\$170,001 \$310,000	51	14.17%	14	24	12	1
\$310,001 and up	36	10.00%	6	18	7	5
Total New Listed Units	360		220	106	26	8
Total New Listed Volume	56,976,839	100%	21.68M	21.73M	6.60M	6.97M
Median New Listed Listing Price	\$89,450		\$68,450	\$142,450	\$229,500	\$434,250

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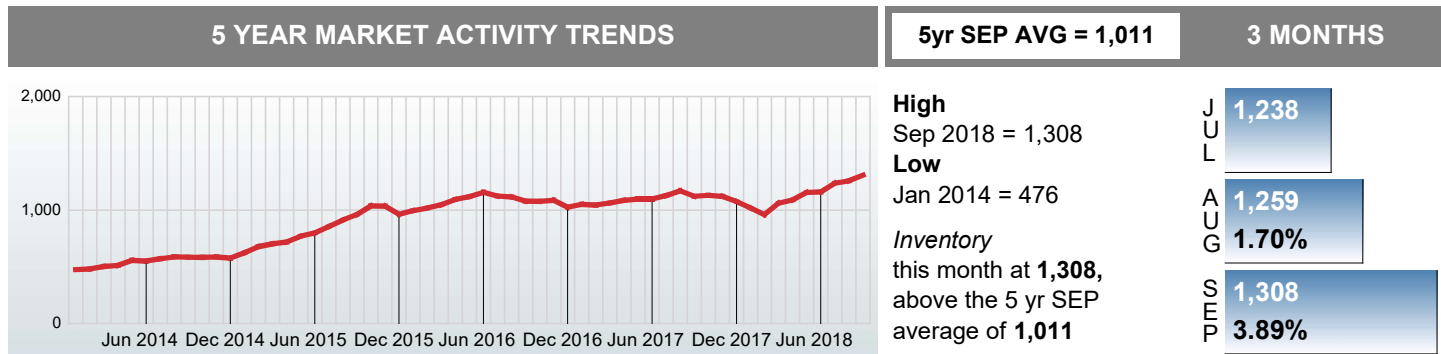
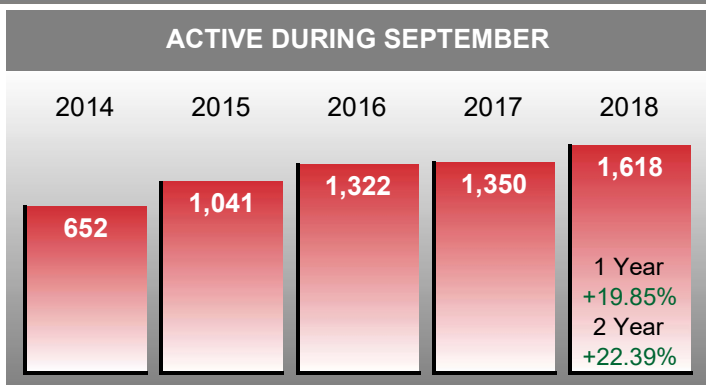
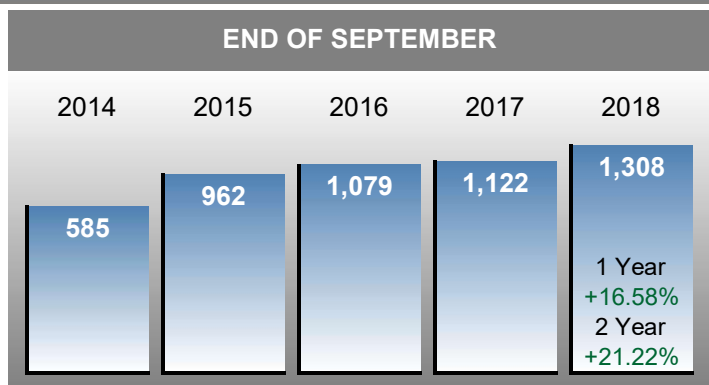
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ACTIVE INVENTORY

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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	135	10.32%	135.0	132	3	0	0
\$20,001 - \$40,000	160	12.23%	120.5	147	12	0	1
\$40,001 - \$60,000	153	11.70%	65.0	114	35	4	0
\$60,001 - \$140,000	378	28.90%	60.5	182	166	29	1
\$140,001 - \$220,000	176	13.46%	76.0	51	97	23	5
\$220,001 - \$380,000	169	12.92%	75.0	41	86	35	7
\$380,001 and up	137	10.47%	74.0	29	48	46	14
Total Active Inventory by Units	1,308			696	447	137	28
Total Active Inventory by Volume	224,649,333	100%	76.0	71.76M	92.01M	44.74M	16.14M
Median Active Inventory Listing Price	\$100,000			\$50,000	\$144,900	\$259,100	\$386,750

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September 2018

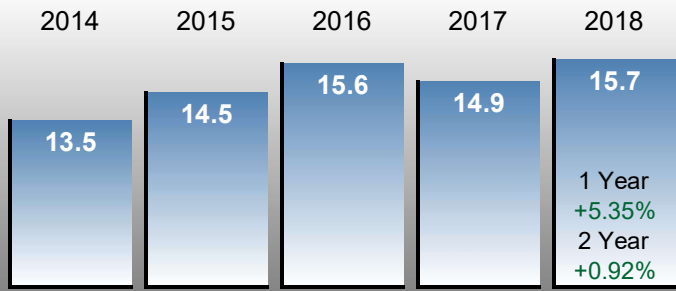
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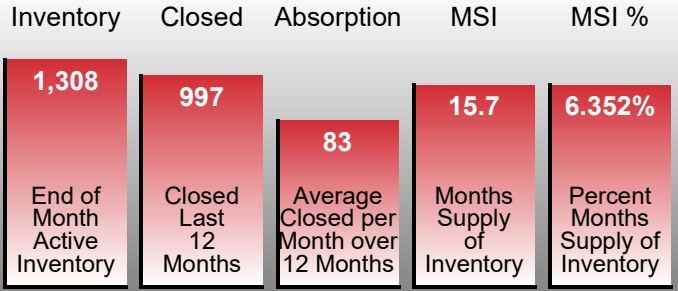
MONTHS SUPPLY of INVENTORY (MSI)

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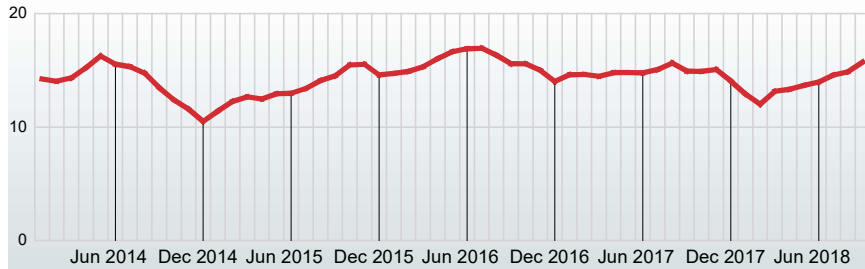
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2018



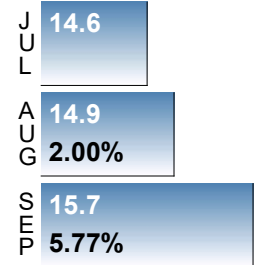
5 YEAR MARKET ACTIVITY TRENDS



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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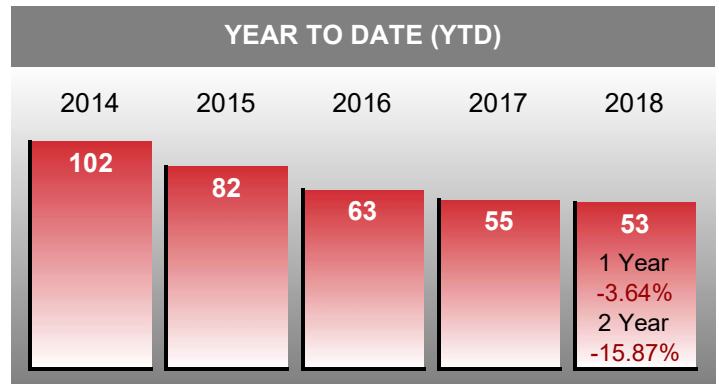
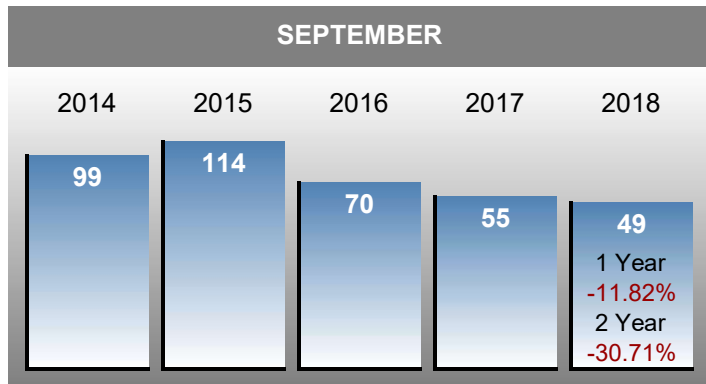
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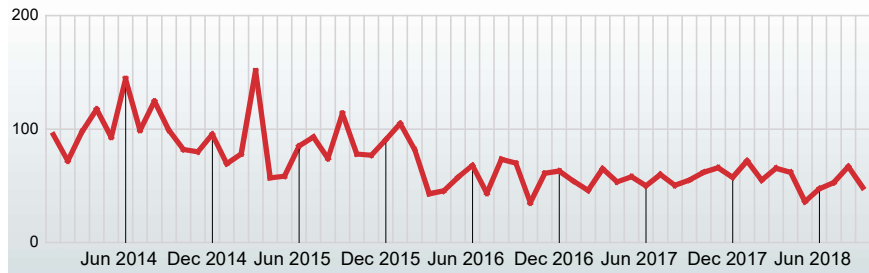
MEDIAN DAYS ON MARKET TO SALE

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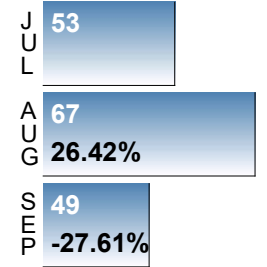


5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 77 **3 MONTHS**



High
Mar 2015 = 152
Low
Oct 2016 = 35
Median Days on Market
this month at **49**,
below the 5 yr SEP
average of **77**



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	5	6.76%	51.0	46.0	70.0	0.0	0.0
\$20,001 \$50,000	9	12.16%	41.0	41.0	51.5	0.0	0.0
\$50,001 \$70,000	9	12.16%	47.0	57.5	23.0	0.0	0.0
\$70,001 \$120,000	24	32.43%	59.0	97.0	42.0	8.0	0.0
\$120,001 \$150,000	11	14.86%	30.0	87.5	30.0	13.5	0.0
\$150,001 \$180,000	8	10.81%	34.0	0.0	26.0	116.0	0.0
\$180,001 and up	8	10.81%	80.0	0.0	80.0	88.5	0.0
Median Closed DOM			48.5	68.0	42.0	13.5	0.0
Total Closed Units		100%	48.5	25	43	6	
Total Closed Volume			8,091,210	1.61M	5.16M	1.32M	0.00B

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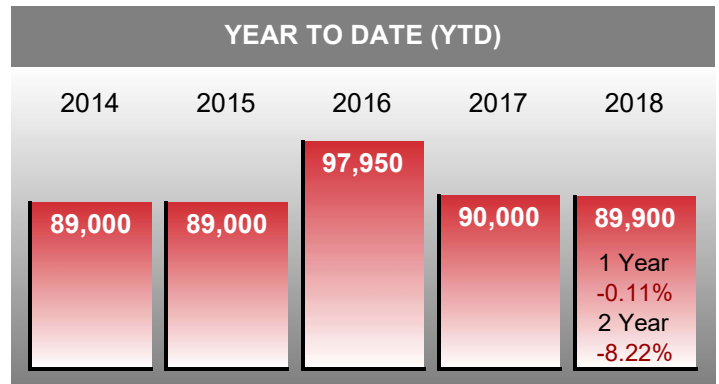
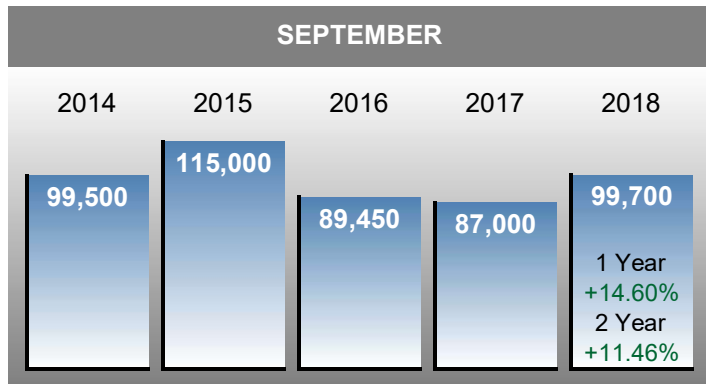
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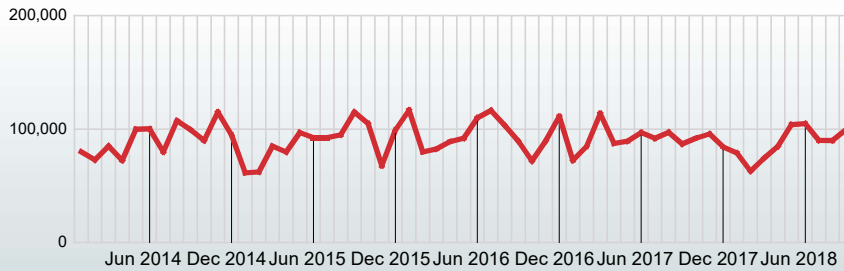
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 98,130 **3 MONTHS**



High
Jan 2016 = 116,750
Low
Jan 2015 = 61,450
Median List Price
this month at **99,700**,
above the 5 yr SEP
average of **98,130**

JUL	90,000
AUG	89,900
SEP	99,700
-0.11%	
10.90%	

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	4	5.41%	14,000	13,000	19,900	0	0
\$20,001 - \$50,000	10	13.51%	35,000	35,000	37,500	0	0
\$50,001 - \$70,000	8	10.81%	59,900	63,400	59,450	0	0
\$70,001 - \$120,000	23	31.08%	94,499	87,900	97,500	79,900	0
\$120,001 - \$150,000	10	13.51%	138,450	133,750	139,900	124,900	0
\$150,001 - \$180,000	10	13.51%	162,450	155,000	165,000	162,450	0
\$180,001 and up	9	12.16%	199,900	0	199,000	433,300	0
Median List Price			99,700	66,900	104,900	162,450	0
Total Closed Units		100%	99,700	25	43	6	
Total Closed Volume			8,492,898	1.72M	5.38M	1.40M	0.00B

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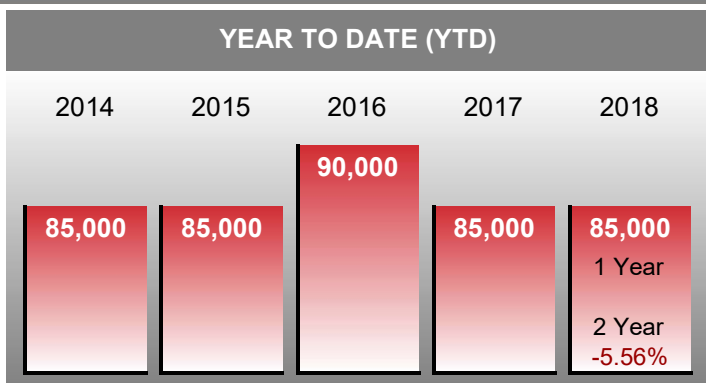
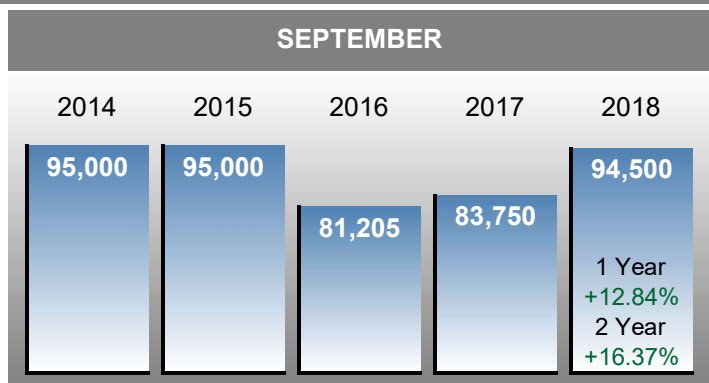
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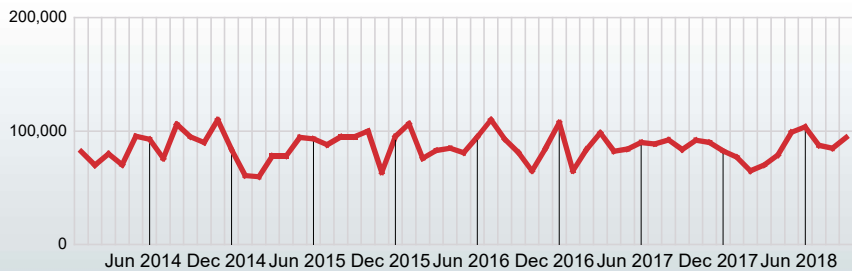
MEDIAN SOLD PRICE AT CLOSING

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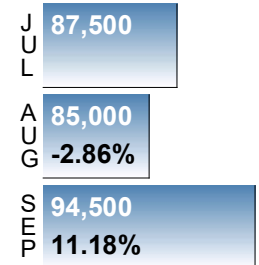


5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 89,891 **3 MONTHS**



High
Jul 2016 = 110,000
Low
Feb 2015 = 59,750
Median Sold Price
this month at **94,500**,
above the 5 yr SEP
average of **89,891**



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	5	6.76%	14,000	12,500	18,500	0	0
\$20,001 \$50,000	9	12.16%	30,000	30,000	31,500	0	0
\$50,001 \$70,000	9	12.16%	58,000	60,250	58,000	0	0
\$70,001 \$120,000	24	32.43%	90,500	93,390	92,500	75,000	0
\$120,001 \$150,000	11	14.86%	140,000	150,000	139,500	137,450	0
\$150,001 \$180,000	8	10.81%	162,500	0	160,000	169,900	0
\$180,001 and up	8	10.81%	212,750	0	198,500	398,500	0
Median Sold Price			94,500	65,000	100,000	159,950	0
Total Closed Units		100%	94,500	25	43	6	
Total Closed Volume			8,091,210	1.61M	5.16M	1.32M	0.00B

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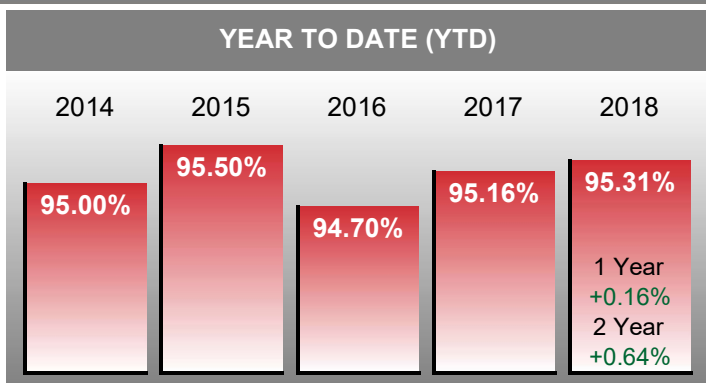
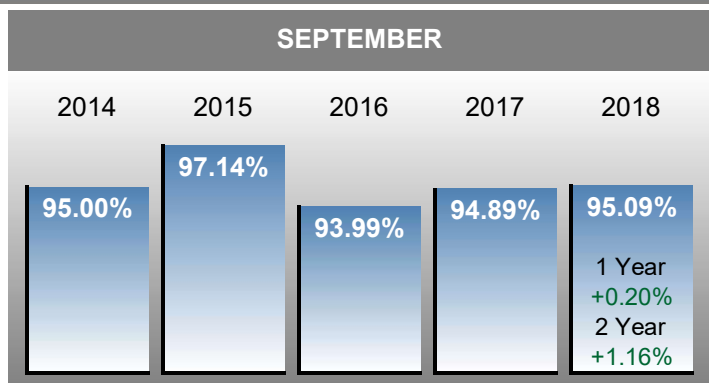
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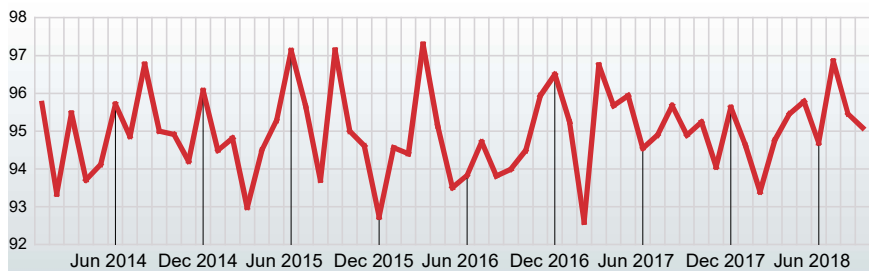


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS **5yr SEP AVG = 95.22%** **3 MONTHS**



High
Mar 2016 = 97.30%
Low
Feb 2017 = 92.59%
Median Sold/List Ratio
this month at **95.09%**,
equal to 5 yr SEP
average of **95.22%**

JUL	96.86%
AUG	95.45%
SEP	95.09%
	-0.39%

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	5	6.76%	84.62%	79.81%	92.96%	0.00%	0.00%
\$20,001 \$50,000	9	12.16%	85.71%	85.71%	86.88%	0.00%	0.00%
\$50,001 \$70,000	9	12.16%	95.08%	96.70%	95.08%	0.00%	0.00%
\$70,001 \$120,000	24	32.43%	94.72%	95.17%	95.10%	93.87%	0.00%
\$120,001 \$150,000	11	14.86%	96.77%	101.02%	96.70%	98.39%	0.00%
\$150,001 \$180,000	8	10.81%	97.15%	0.00%	97.14%	100.00%	0.00%
\$180,001 and up	8	10.81%	97.77%	0.00%	98.22%	90.23%	0.00%
Median Sold/List Ratio			95.09%	93.33%	96.66%	95.93%	0.00%
Total Closed Units		100%	95.09%	25	43	6	
Total Closed Volume				1.61M	5.16M	1.32M	0.00B

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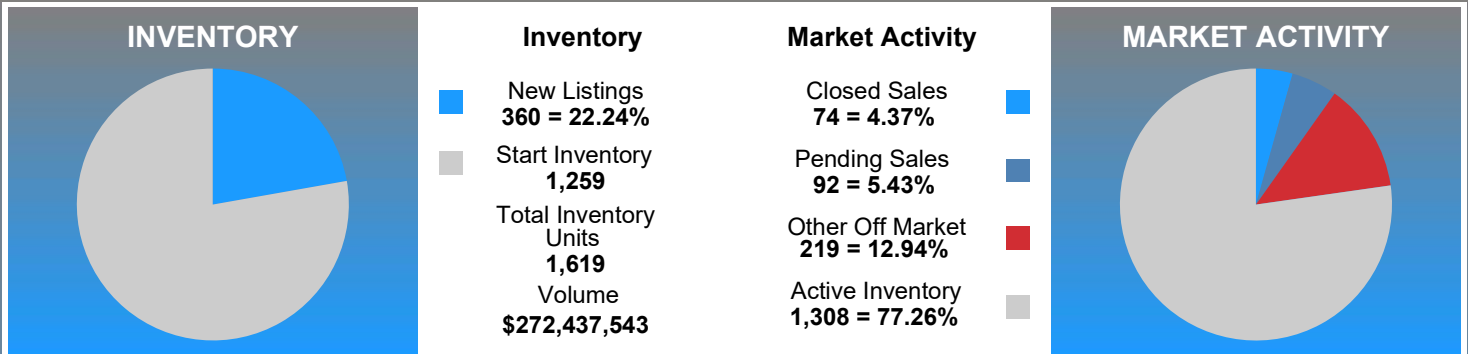
September 2018

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



MARKET SUMMARY

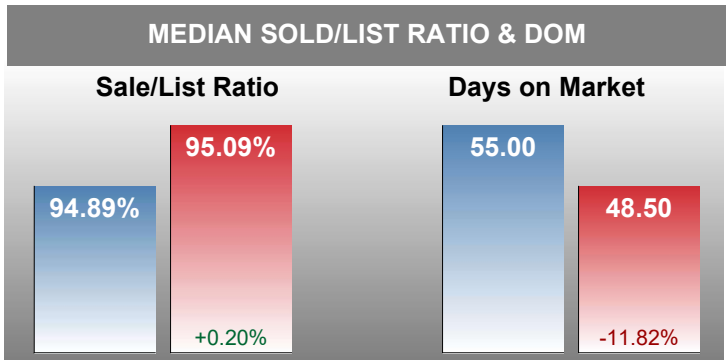
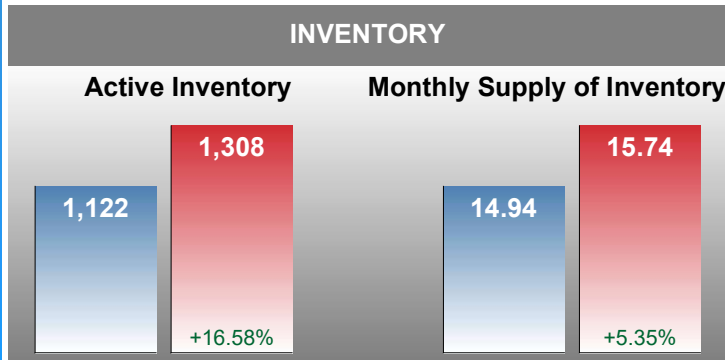
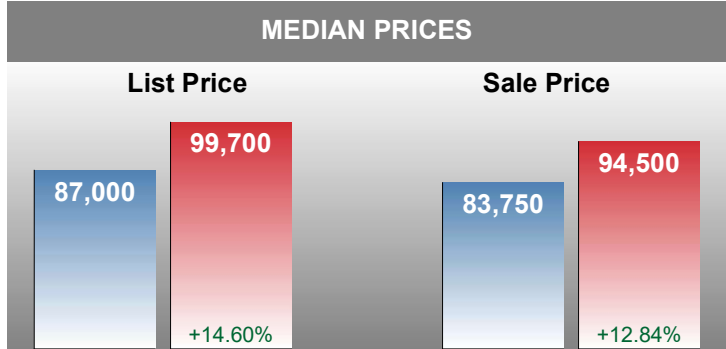
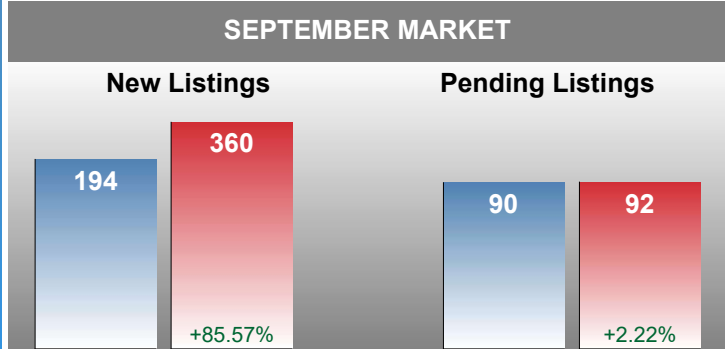
Report produced on Oct 11, 2018 for MLS Technology Inc.



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%
Median List Price	87,000	99,700	14.60%	90,000	89,900	-0.11%
Median Sale Price	83,750	94,500	12.84%	85,000	85,000	0.00%
Median Percent of Selling Price to List Price	94.89%	95.09%	0.20%	95.16%	95.31%	0.16%
Median Days on Market to Sale	55.00	48.50	-11.82%	55.00	53.00	-3.64%
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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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com