



April 2018

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

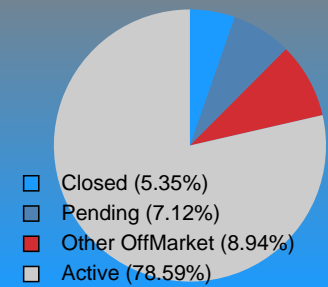


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	77	91	18.18%
Pending Listings	90	121	34.44%
New Listings	317	299	-5.68%
Average List Price	111,009	170,656	53.73%
Average Sale Price	103,233	162,440	57.35%
Average Percent of List Price to Selling Price	92.10%	94.09%	2.16%
Average Days on Market to Sale	67.78	71.03	4.80%
End of Month Inventory	1,200	1,336	11.33%
Months Supply of Inventory	14.71	14.90	1.30%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **90** Sales/Month
Active Inventory as of April 30, 2018 = **1,336**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2018 rose **11.33%** to 1,336 existing homes available for sale. Over the last 12 months this area has had an average of 90 closed sales per month. This represents an unsold inventory index of **14.90** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **57.35%** in April 2018 to \$162,440 versus the previous year at \$103,233.

Average Days on Market Lengthens

The average number of **71.03** days that homes spent on the market before selling increased by 3.25 days or **4.80%** in April 2018 compared to last year's same month at **67.78** DOM.

Sales Success for April 2018 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 299 New Listings in April 2018, down **5.68%** from last year at 317. Furthermore, there were 91 Closed Listings this month versus last year at 77, a **18.18%** increase.

Closed versus Listed trends yielded a **30.4%** ratio, up from previous year's, April 2017, at **24.3%**, a **25.30%** upswing. 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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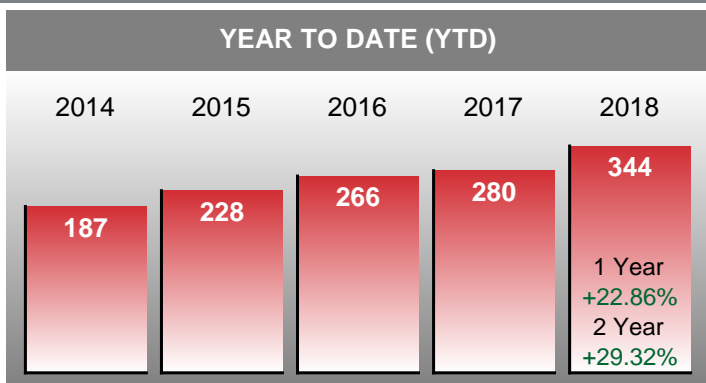
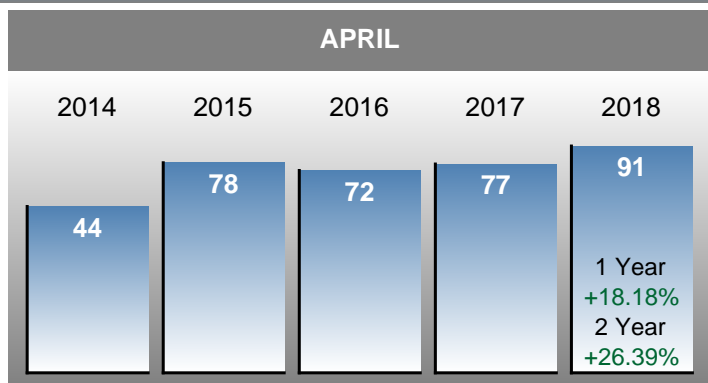
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CLOSED LISTINGS

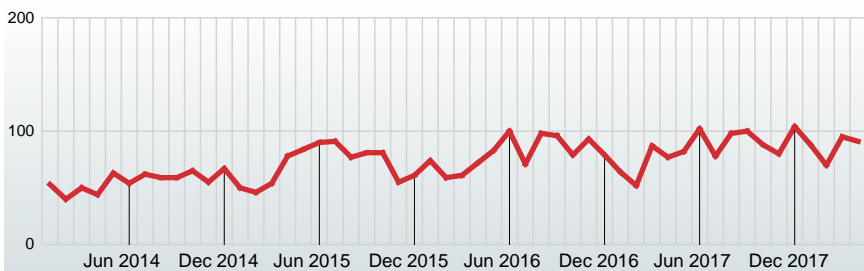
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 72

3 MONTHS



High
Dec 2017 = 104
Low
Feb 2014 = 40
Closed Listings
this month at **91**,
above the 5 yr APR
average of **72**

FEB	70
MAR	95
APR	91
35.71%	
-4.21%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	10.99%	62.2	9	1	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	17	18.68%	67.1	12	5	0	0
\$50,001 - \$75,000	16	17.58%	90.7	7	8	1	0
\$75,001 - \$150,000	25	27.47%	71.4	6	17	2	0
\$150,001 - \$275,000	13	14.29%	56.2	1	11	1	0
\$275,001 and up	10	10.99%	73.3	2	6	2	0
Total Closed Units	91			37	48	6	0
Total Closed Volume	14,782,075	100%	71.0	7.23M	6.55M	1.00M	0.00B
Average Closed Price	\$162,440			\$195,464	\$136,383	\$167,250	\$0

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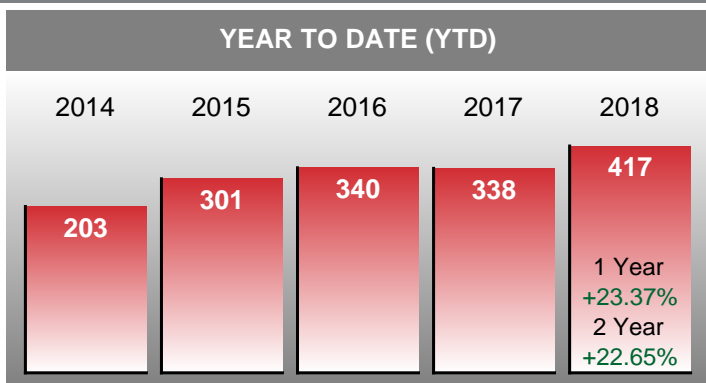
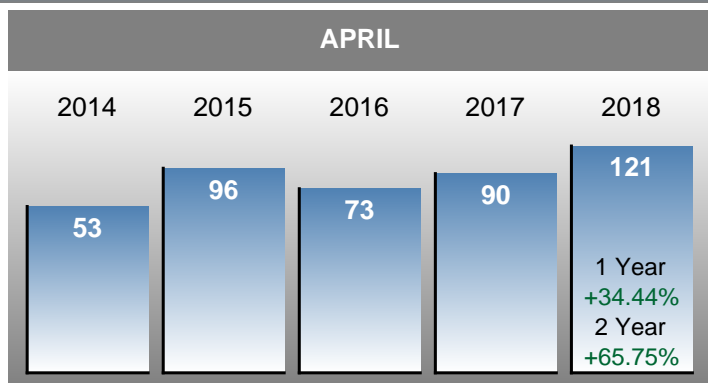
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PENDING LISTINGS

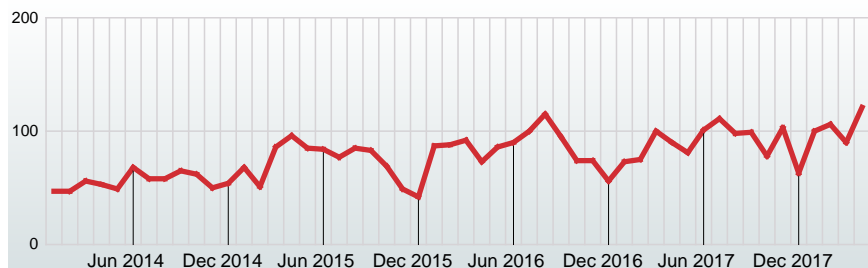
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 87

3 MONTHS



High
Apr 2018 = 121
Low
Dec 2015 = 42
Pending Listings
this month at **121**,
above the 5 yr APR
average of **87**

FEB	106
MAR	90
APR	-15.09%
APR	121
APR	34.44%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	6.61%	66.3	8	0	0	0
\$20,001 - \$50,000	16	13.22%	68.9	13	1	2	0
\$50,001 - \$70,000	21	17.36%	56.9	9	12	0	0
\$70,001 - \$120,000	27	22.31%	89.9	12	12	3	0
\$120,001 - \$160,000	18	14.88%	58.3	6	10	2	0
\$160,001 - \$280,000	18	14.88%	36.1	1	12	4	1
\$280,001 and up	13	10.74%	43.2	0	7	6	0
Total Pending Units	121			49	54	17	1
Total Pending Volume	16,981,398	100%	86.7	3.26M	8.21M	5.31M	197.00K
Average Listing Price	\$68,690			\$66,620	\$151,967	\$312,576	\$197,000

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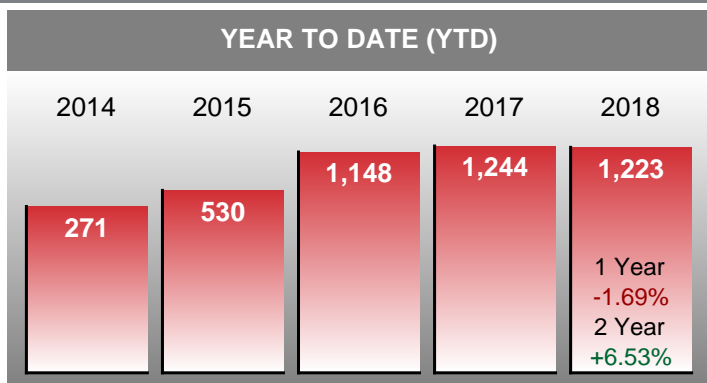
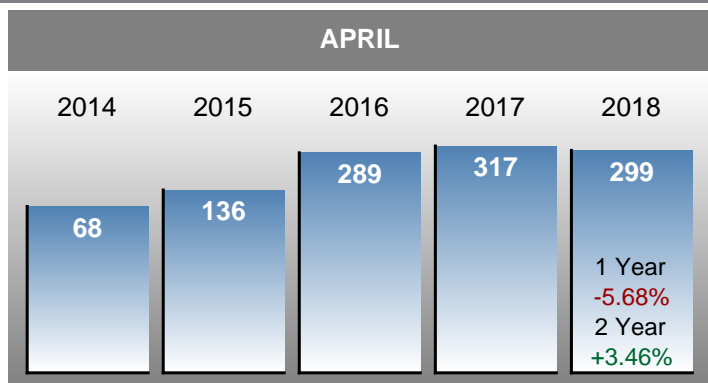
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NEW LISTINGS

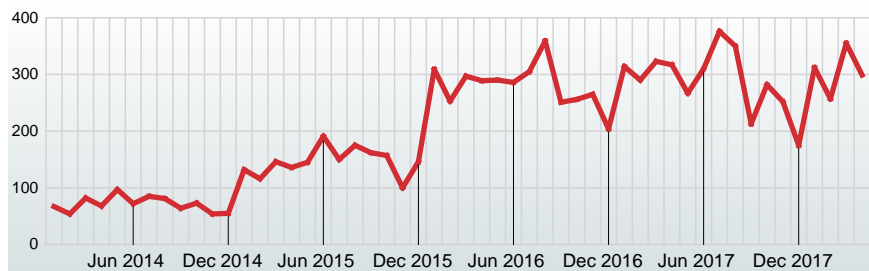
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 222

3 MONTHS



High
Jul 2017 = 376
Low
Nov 2014 = 54
New Listings
this month at **299**,
above the 5 yr APR
average of **222**

FEB	257
MAR	355
APR	299
38.13%	
-15.77%	

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	27	9.03%	23	4	0	0
\$20,001 - \$40,000	31	10.37%	23	6	2	0
\$40,001 - \$80,000	49	16.39%	24	22	3	0
\$80,001 - \$140,000	79	26.42%	32	45	2	0
\$140,001 - \$210,000	45	15.05%	10	25	8	2
\$210,001 - \$350,000	37	12.37%	7	20	7	3
\$350,001 and up	31	10.37%	8	13	8	2
Total New Listed Units	299		127	135	30	7
Total New Listed Volume	48,686,337	100%	13.95M	24.53M	7.12M	3.08M
Average New Listed Listing Price	\$25,000		\$109,873	\$181,724	\$237,278	\$440,200

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April 2018

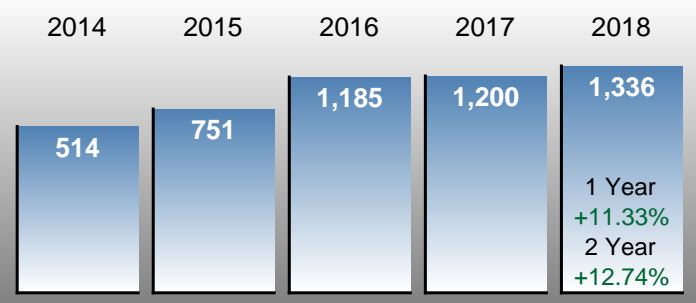
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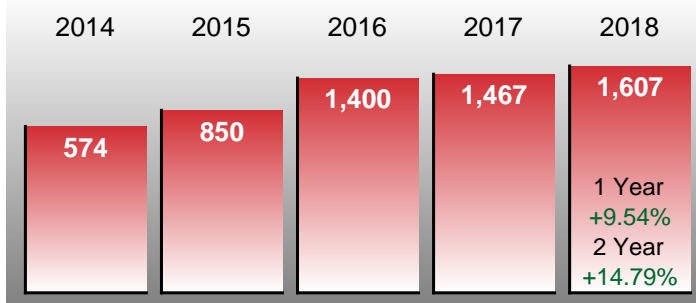
ACTIVE INVENTORY

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END OF APRIL



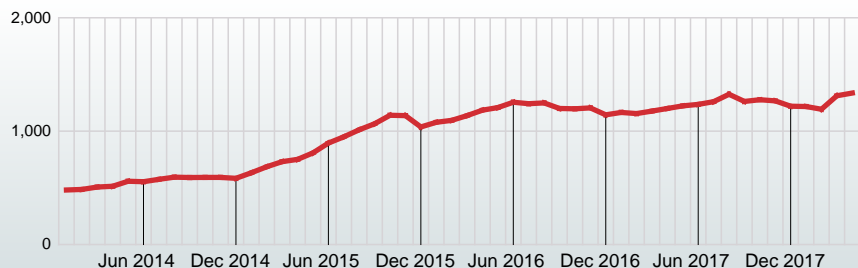
ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 997

3 MONTHS



High
Apr 2018 = 1,336
Low
Jan 2014 = 481
Inventory
this month at **1,336**,
above the 5 yr APR
average of **997**

FEB	1,193
MAR	1,312
APR	1,336
APR	1.83%

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	263	19.69%	156.5	256	7	0	0
\$25,001-\$50,000	206	15.42%	133.9	165	37	3	1
\$50,001-\$125,000	372	27.84%	121.7	195	153	22	2
\$125,001-\$175,000	157	11.75%	168.9	41	93	20	3
\$175,001-\$325,000	192	14.37%	105.9	38	98	47	9
\$325,001 and up	146	10.93%	122.6	49	54	32	11
Total Active Inventory by Units	1,336			744	442	124	26
Total Active Inventory by Volume	205,960,887	100%	133.8	79.23M	83.19M	34.17M	9.37M
Average Active Inventory Listing Price	\$154,162			\$106,491	\$188,218	\$275,525	\$360,550

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April 2018

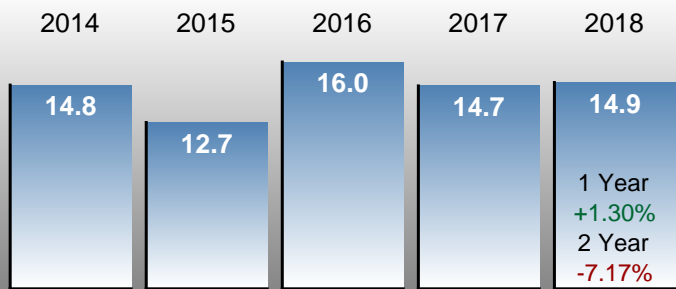
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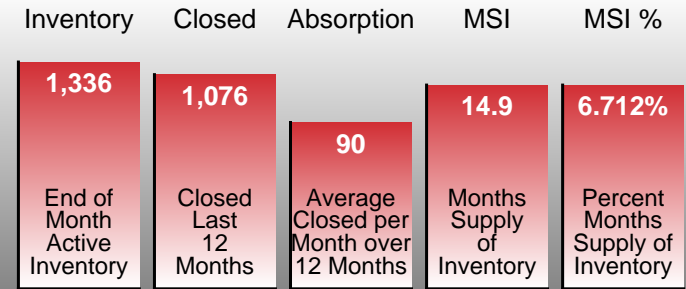
MONTHS SUPPLY of INVENTORY (MSI)

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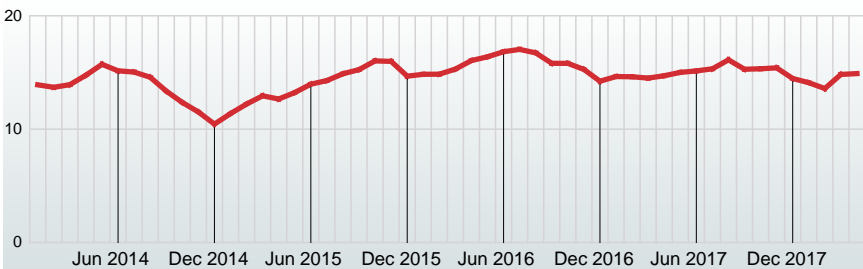
MSI FOR APRIL



INDICATORS FOR APRIL 2018



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 14.6

3 MONTHS

High
Jul 2016 = 17.0
Low
Dec 2014 = 10.4
Months Supply
this month at **14.9**,
equal to 5 yr APR
average of **14.6**

FEB	13.6
MAR	14.8
APR	9.15%
APR	14.9
APR	0.50%

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	59	4.42%	30.8	32.0	18.0	0.0	0.0
\$10,001 \$30,000	254	19.01%	18.8	25.9	3.5	0.0	6.0
\$30,001 \$50,000	156	11.68%	12.8	20.2	5.7	4.0	0.0
\$50,001 \$120,000	339	25.37%	10.9	17.4	8.1	5.9	0.0
\$120,001 \$190,000	218	16.32%	13.1	31.7	10.0	12.0	15.0
\$190,001 \$340,000	174	13.02%	15.2	24.7	13.2	13.9	21.6
\$340,001 and up	136	10.18%	48.0	270.0	43.7	25.7	30.0
Market Supply of Inventory (MSI)	14.9	100%	14.9	24.0	9.7	10.7	19.5
Total Active Inventory by Units	1,336			744	442	124	26

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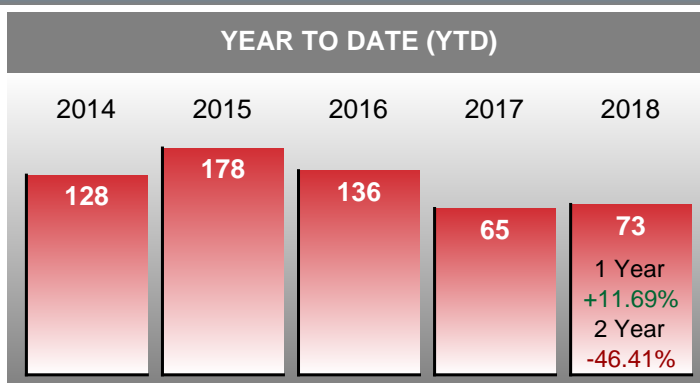
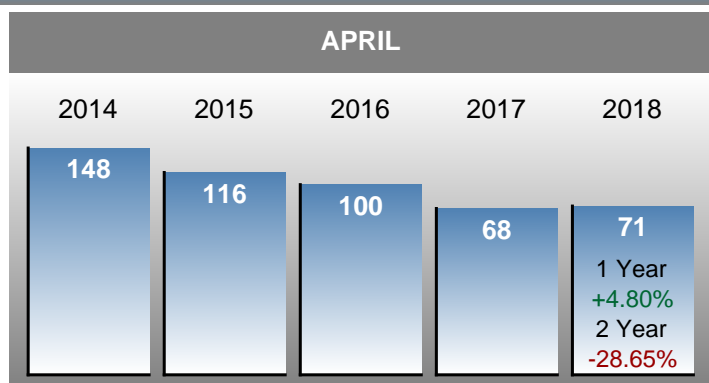
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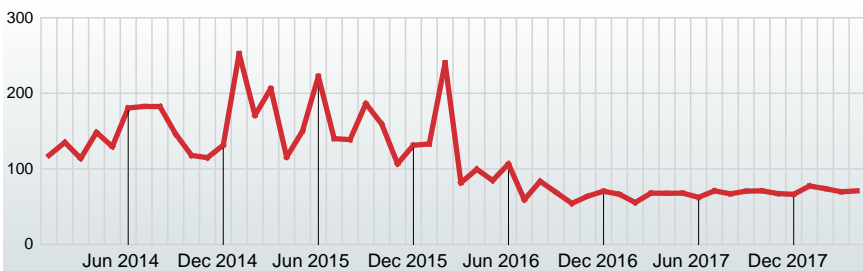


AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 100

3 MONTHS

High
Jan 2015 = 253

Low
Oct 2016 = 54

Average Days on Market this month at **71**, below the 5 yr APR average of **100**

FEB	74
MAR	70
APR	71
Change	-5.52%
APR	1.80%

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
\$25,000 and less	10	10.99%	62.2	61.7	67.0	0.0	0.0
\$25,001 - \$25,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$25,001 - \$50,000	17	18.68%	67.1	64.7	73.0	0.0	0.0
\$50,001 - \$75,000	16	17.58%	90.7	96.6	96.1	6.0	0.0
\$75,001 - \$150,000	25	27.47%	71.4	80.8	71.8	40.5	0.0
\$150,001 - \$275,000	13	14.29%	56.2	100.0	44.7	139.0	0.0
\$275,001 and up	10	10.99%	73.3	83.0	74.7	59.5	0.0
Average Closed DOM			71.0	74.5	70.0	57.5	0.0
Total Closed Units		100%	71.0	37	48	6	0.0
Total Closed Volume			14,782,075	7.23M	6.55M	1.00M	0.00B

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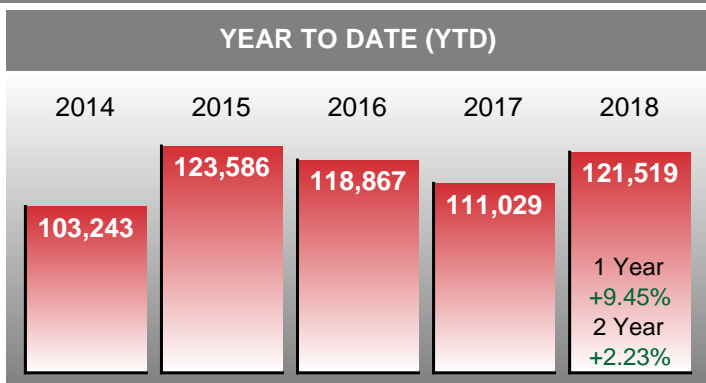
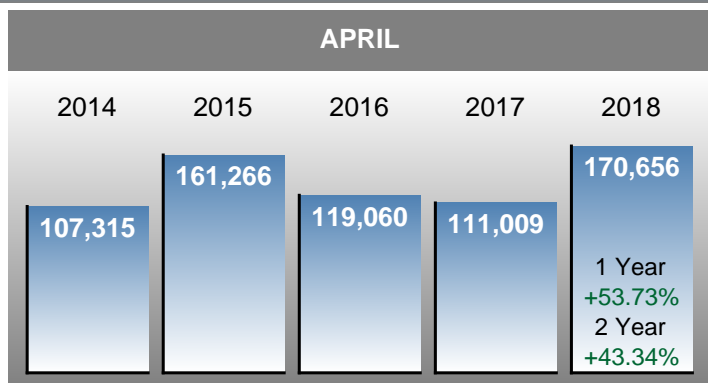
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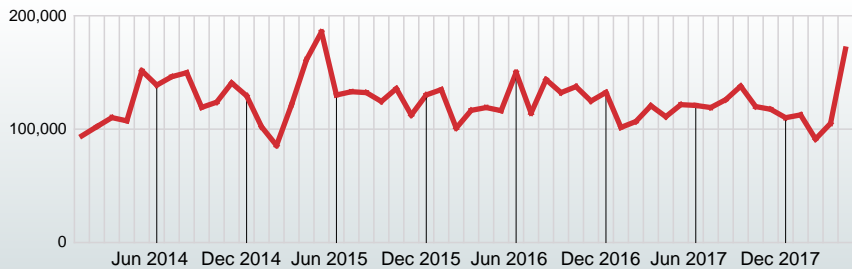
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 133,861 3 MONTHS



High
May 2015 = 185,723
Low
Feb 2015 = 85,639
Average List Price
this month at **170,656**,
above the 5 yr APR
average of **133,861**

FEB	91,261
MAR	105,048
APR	170,656
APR	62.45%

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
\$25,000 and less	9	9.89%	14,267	16,244	16,500	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0	0
\$25,001 - \$50,000	14	15.38%	35,467	39,033	44,667	0	0
\$50,001 - \$75,000	13	14.29%	62,515	68,329	76,713	58,500	0
\$75,001 - \$150,000	30	32.97%	97,044	106,629	108,368	87,400	0
\$150,001 - \$275,000	15	16.48%	185,080	160,000	192,127	190,000	0
\$275,001 and up	10	10.99%	840,450	2,851,000	348,783	304,900	0
Average List Price			170,656	205,261	143,789	172,183	0
Total Closed Units		100%	170,656	37	48	6	
Total Closed Volume			15,529,659	7.59M	6.90M	1.03M	0.00B

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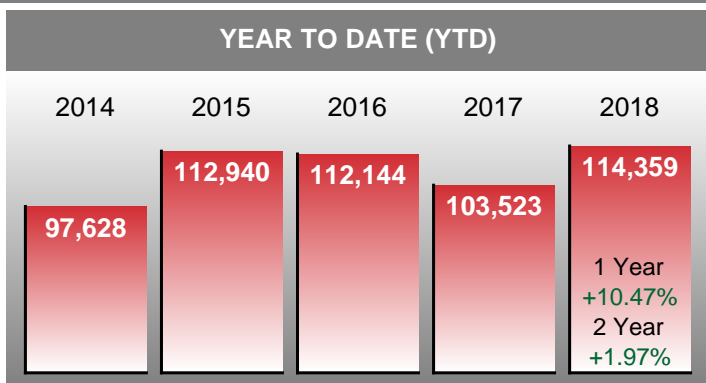
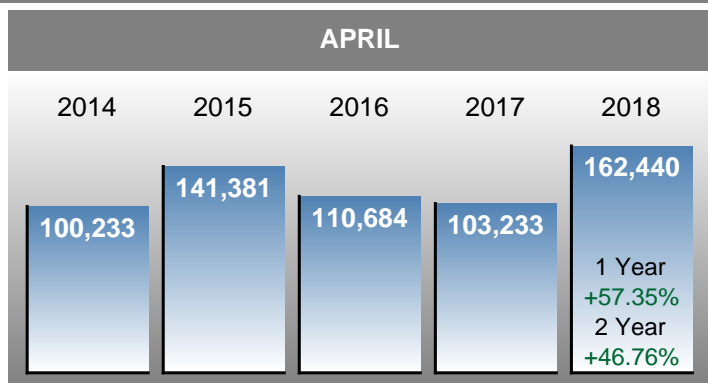
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AVERAGE SOLD PRICE AT CLOSING

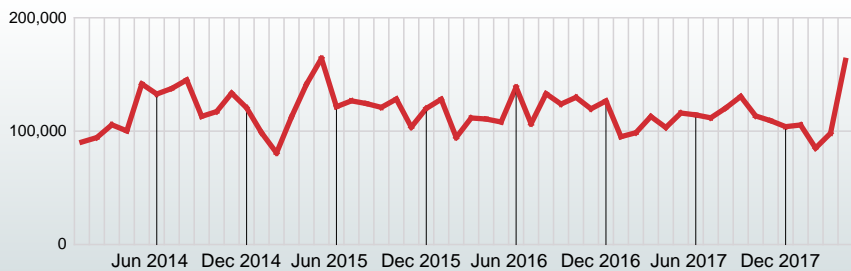
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 123,594

3 MONTHS



High
May 2015 = 164,135
Low
Feb 2015 = 80,788
Average Sold Price
this month at **162,440**,
above the 5 yr APR
average of **123,594**

FEB	85,057
MAR	98,167
APR	15.41%
APR	162,440
APR	65.47%

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
\$25,000 and less	10	10.99%	14,690	14,489	16,500	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0	0
\$25,001 - \$50,000	17	18.68%	37,409	35,975	40,850	0	0
\$50,001 - \$75,000	16	17.58%	64,547	60,643	69,156	55,000	0
\$75,001 - \$150,000	25	27.47%	101,716	99,000	105,141	80,750	0
\$150,001 - \$275,000	13	14.29%	182,654	161,000	183,955	190,000	0
\$275,001 and up	10	10.99%	804,908	2,745,288	326,917	298,500	0
Average Sold Price			162,440	195,464	136,383	167,250	0
Total Closed Units		100%	162,440	37	48	6	
Total Closed Volume			14,782,075	7.23M	6.55M	1.00M	0.00B

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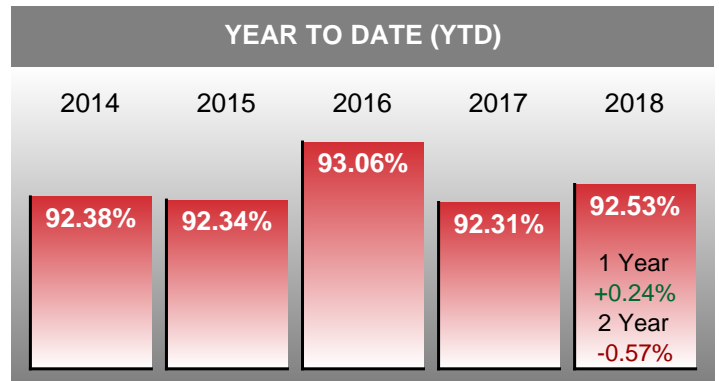
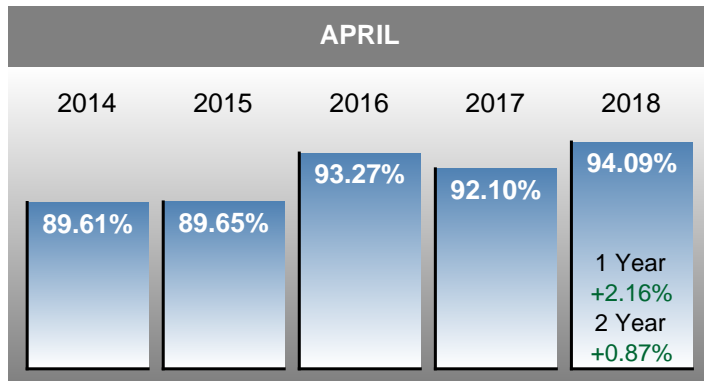
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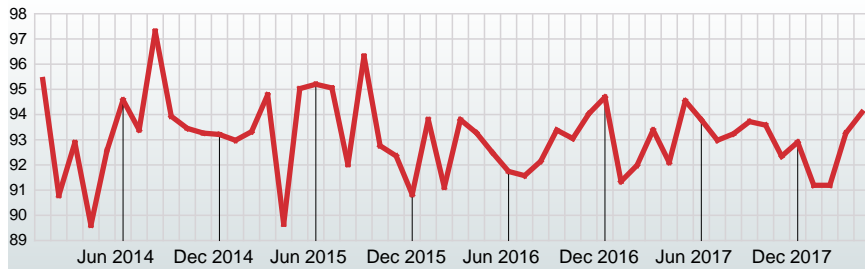


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 91.74%

3 MONTHS

High
Aug 2014 = 97.30%

Low
Apr 2014 = 89.61%

Average Sold/List Ratio
this month at **94.09%**,
above the 5 yr APR
average of **91.74%**

FEB 91.19%

MAR 93.26%
2.27%

APR 94.09%
0.88%

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
\$25,000 and less	10	10.99%	90.30%	89.22%	100.00%	0.00%	0.00%
\$25,001 - \$25,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	17	18.68%	94.60%	95.44%	92.56%	0.00%	0.00%
\$50,001 - \$75,000	16	17.58%	90.34%	89.23%	90.85%	94.02%	0.00%
\$75,001 - \$150,000	25	27.47%	95.90%	93.15%	97.29%	92.33%	0.00%
\$150,001 - \$275,000	13	14.29%	96.48%	100.63%	95.79%	100.00%	0.00%
\$275,001 and up	10	10.99%	95.35%	96.00%	94.28%	97.92%	0.00%
Average Sold/List Ratio			94.10%	92.55%	95.06%	95.75%	0.00%
Total Closed Units		100%	94.10%	37	48	6	
Total Closed Volume				7.23M	6.55M	1.00M	0.00B

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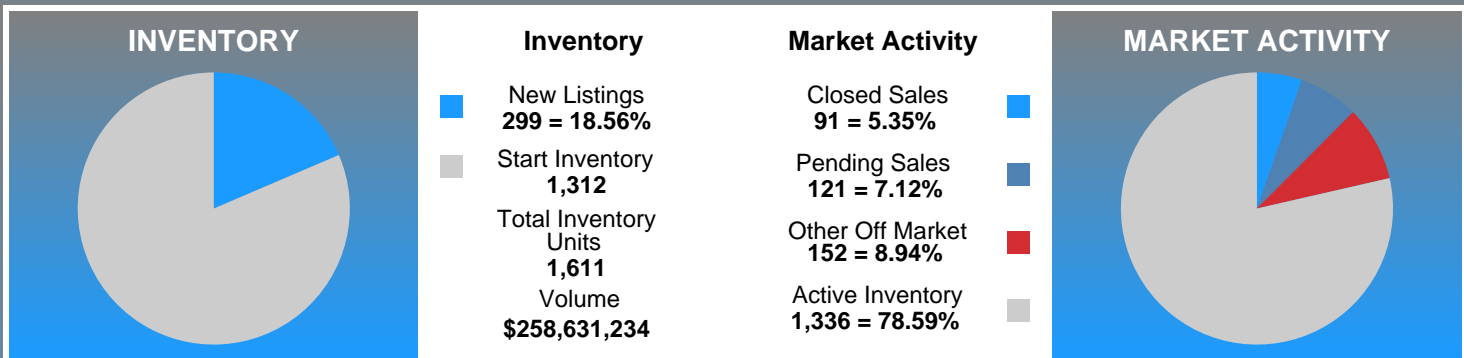
April 2018

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



MARKET SUMMARY

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

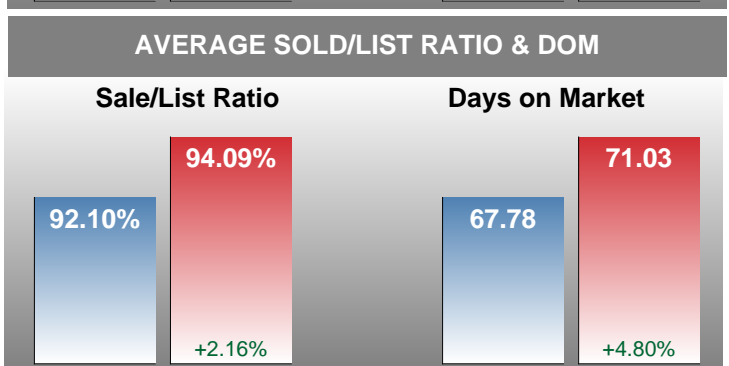
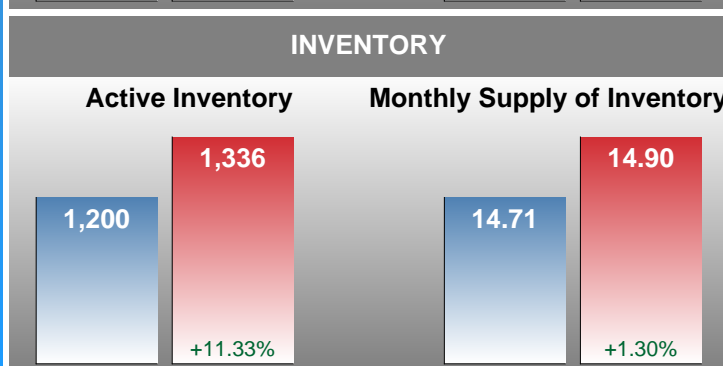
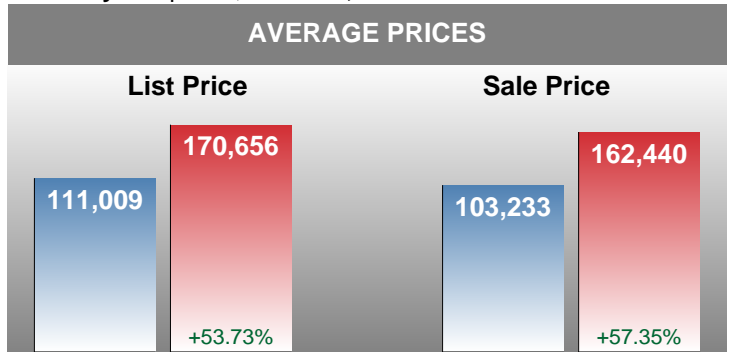
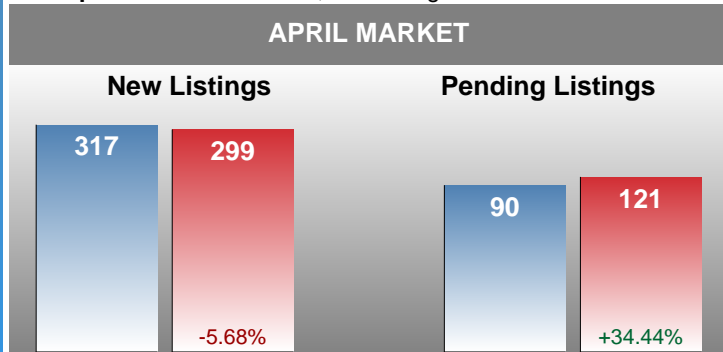


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	77	91	18.18%	280	344	22.86%
Pending Sales	90	121	34.44%	338	417	23.37%
New Listings	317	299	-5.68%	1,244	1,223	-1.69%
Average List Price	111,009	170,656	53.73%	111,029	121,519	9.45%
Average Sale Price	103,233	162,440	57.35%	103,523	114,359	10.47%
Average Percent of Selling Price to List Price	92.10%	94.09%	2.16%	92.31%	92.53%	0.24%
Average Days on Market to Sale	67.78	71.03	4.80%	65.28	72.90	11.69%
Monthly Inventory	1,200	1,336	11.33%	1,200	1,336	11.33%
Months Supply of Inventory	14.71	14.90	1.30%	14.71	14.90	1.30%

Absorption: Last 12 months, an Average of **90** Sales/Month

Inventory on April 30, 2018 = **1,336**

2017 2018



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