



## June 2018

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

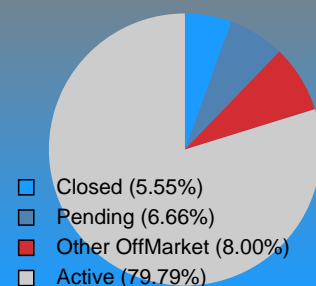


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	102	95	-6.86%
Pending Listings	101	114	12.87%
New Listings	310	246	-20.65%
Average List Price	120,904	152,086	25.79%
Average Sale Price	114,333	142,625	24.75%
Average Percent of List Price to Selling Price	93.79%	93.07%	-0.77%
Average Days on Market to Sale	62.48	61.67	-1.29%
End of Month Inventory	1,236	1,366	10.52%
Months Supply of Inventory	15.13	14.89	-1.63%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **92** Sales/Month  
**Active Inventory** as of June 30, 2018 = **1,366**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2018 rose **10.52%** to 1,366 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **14.89** 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 **24.75%** in June 2018 to \$142,625 versus the previous year at \$114,333.

##### Average Days on Market Shortens

The average number of **61.67** days that homes spent on the market before selling decreased by 0.81 days or **1.29%** in June 2018 compared to last year's same month at **62.48** DOM.

##### Sales Success for June 2018 is Positive

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

There were 246 New Listings in June 2018, down **20.65%** from last year at 310. Furthermore, there were 95 Closed Listings this month versus last year at 102, a **-6.86%** decrease.

Closed versus Listed trends yielded a **38.6%** ratio, up from previous year's, June 2017, at **32.9%**, a **17.37%** 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

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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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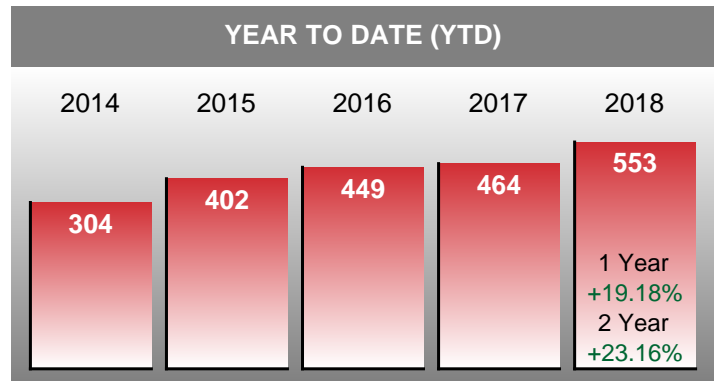
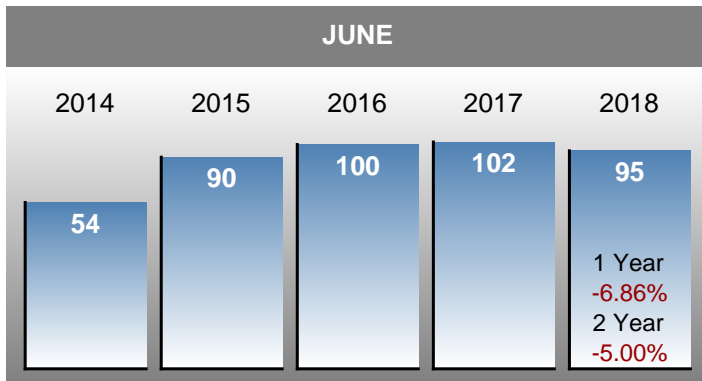
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## CLOSED LISTINGS

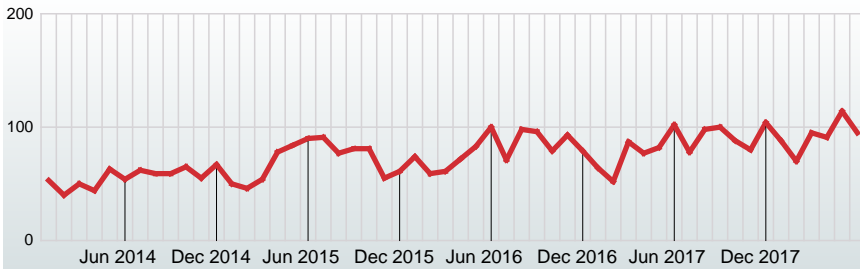
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 88

3 MONTHS



**High**  
May 2018 = 114  
**Low**  
Feb 2014 = 40  
*Closed Listings*  
this month at **95**,  
above the 5 yr JUN  
average of **88**

A P R	91
M A Y	114
<b>25.27%</b>	
J U N	95
<b>-16.67%</b>	

### 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	6	6.32%	68.7	6	0	0	0
\$20,001 \$40,000	16	16.84%	69.4	7	8	1	0
\$40,001 \$80,000	14	14.74%	69.6	6	6	1	1
\$80,001 \$130,000	23	24.21%	57.4	7	15	1	0
\$130,001 \$210,000	14	14.74%	66.0	2	9	3	0
\$210,001 \$350,000	13	13.68%	50.1	1	6	5	1
\$350,001 and up	9	9.47%	51.8	2	4	1	2
<b>Total Closed Units</b>	<b>95</b>			<b>31</b>	<b>48</b>	<b>12</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>13,549,376</b>	<b>100%</b>	<b>61.7</b>	<b>2.68M</b>	<b>7.06M</b>	<b>2.51M</b>	<b>1.30M</b>
<b>Average Closed Price</b>	<b>\$142,625</b>			<b>\$86,498</b>	<b>\$147,084</b>	<b>\$208,908</b>	<b>\$325,250</b>

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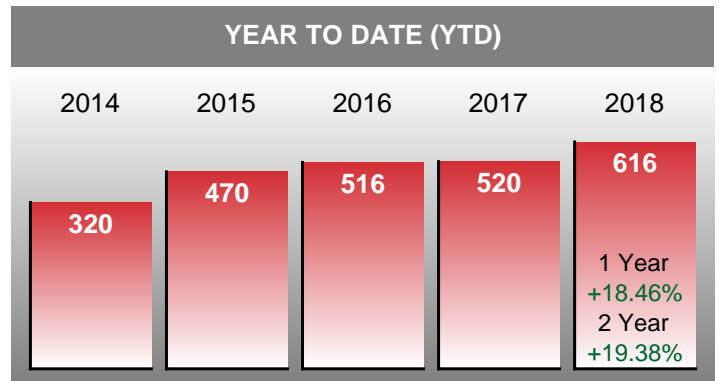
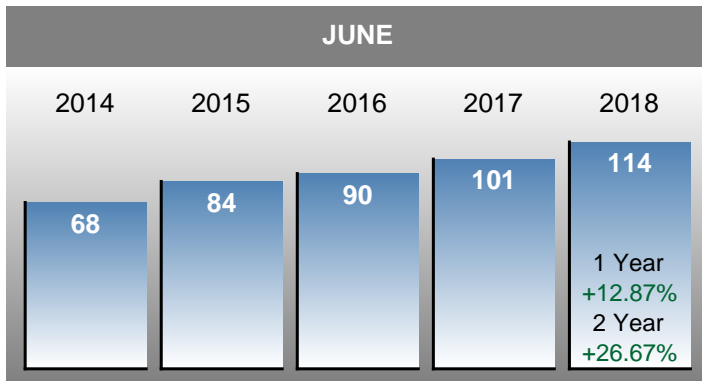
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## PENDING LISTINGS

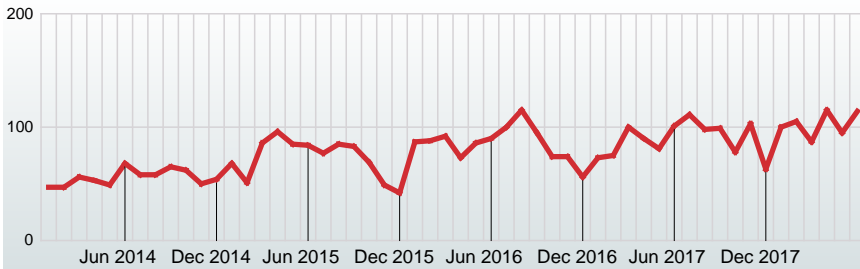
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 91

3 MONTHS



**High**  
Apr 2018 = 115  
**Low**  
Dec 2015 = 42  
*Pending Listings*  
this month at **114**,  
above the 5 yr JUN  
average of **91**

A	115
P	
R	
M	95
A	-17.39%
Y	
J	114
U	20.00%
N	

### 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	11	9.65%	64.6	7	4	0	0
\$30,001 - \$50,000	13	11.40%	61.5	5	6	2	0
\$50,001 - \$80,000	17	14.91%	100.0	9	7	1	0
\$80,001 - \$130,000	29	25.44%	62.8	7	20	2	0
\$130,001 - \$200,000	18	15.79%	55.6	1	14	3	0
\$200,001 - \$290,000	14	12.28%	47.1	1	10	3	0
\$290,001 and up	12	10.53%	50.7	1	3	3	5
<b>Total Pending Units</b>	<b>114</b>			<b>31</b>	<b>64</b>	<b>14</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>15,915,448</b>	<b>100%</b>	<b>77.8</b>	<b>2.30M</b>	<b>8.73M</b>	<b>2.83M</b>	<b>2.05M</b>
<b>Average Listing Price</b>	<b>\$110,956</b>			<b>\$74,163</b>	<b>\$136,402</b>	<b>\$202,414</b>	<b>\$410,580</b>

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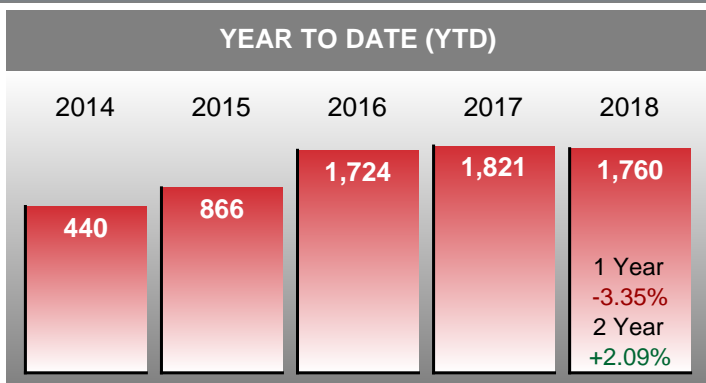
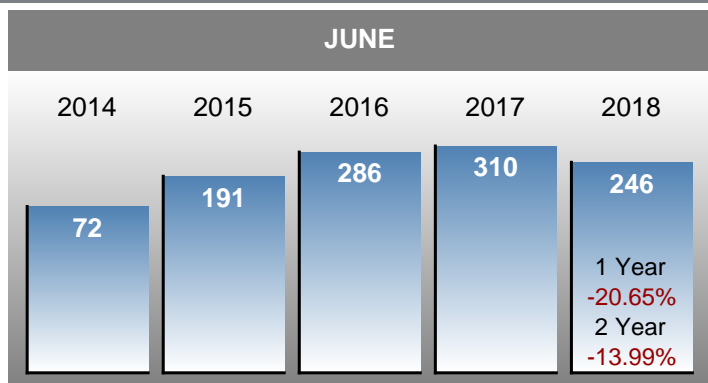
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## NEW LISTINGS

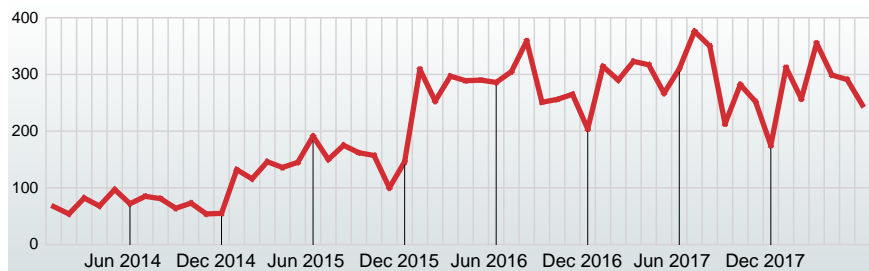
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 221

3 MONTHS



**High**  
Jul 2017 = 376  
**Low**  
Nov 2014 = 54  
*New Listings*  
this month at **246**,  
above the 5 yr JUN  
average of **221**

A	299
P	
R	
M	291
A	-2.68%
Y	
J	246
U	-15.46%
N	

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	20	8.13%	18	2	0	0
\$30,001 - \$50,000	30	12.20%	24	6	0	0
\$50,001 - \$80,000	34	13.82%	12	16	6	0
\$80,001 - \$150,000	71	28.86%	19	46	6	0
\$150,001 - \$240,000	36	14.63%	2	27	7	0
\$240,001 - \$390,000	30	12.20%	6	14	7	3
\$390,001 and up	25	10.16%	5	8	9	3
<b>Total New Listed Units</b>	<b>246</b>		<b>86</b>	<b>119</b>	<b>35</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>44,281,408</b>	<b>100%</b>	<b>9.15M</b>	<b>21.02M</b>	<b>11.08M</b>	<b>3.04M</b>
<b>Average New Listed Listing Price</b>	<b>\$115,100</b>		<b>\$106,346</b>	<b>\$176,616</b>	<b>\$316,629</b>	<b>\$506,067</b>

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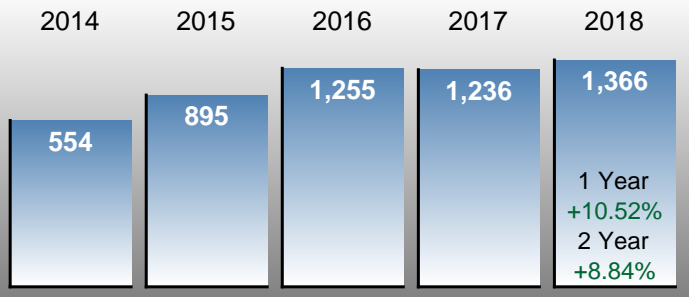
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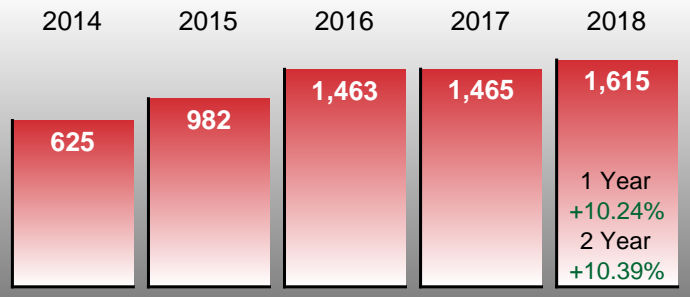
## ACTIVE INVENTORY

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### END OF JUNE



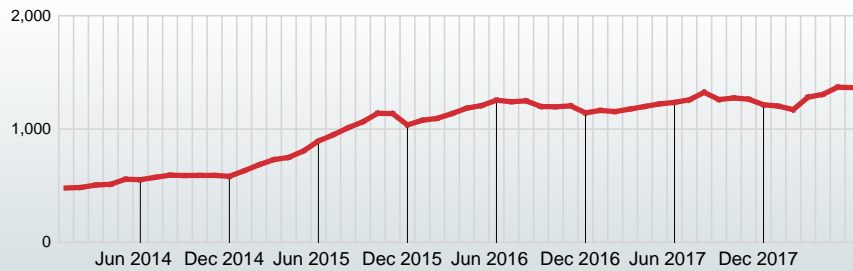
### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 1,061

3 MONTHS



**High**  
May 2018 = 1,370

**Low**  
Jan 2014 = 481

*Inventory*  
this month at **1,366**,  
above the 5 yr JUN  
average of **1,061**

A P R 1,307

M A Y 1,370  
4.82%

J U N 1,366  
-0.29%

### 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	277	20.28%	171.3	272	5	0	0
\$25,001-\$50,000	200	14.64%	148.2	172	26	1	1
\$50,001-\$125,000	374	27.38%	133.8	192	155	26	1
\$125,001-\$175,000	174	12.74%	166.2	44	102	25	3
\$175,001-\$325,000	200	14.64%	114.6	41	108	41	10
\$325,001 and up	141	10.32%	130.1	45	51	36	9
<b>Total Active Inventory by Units</b>	<b>1,366</b>			<b>766</b>	<b>447</b>	<b>129</b>	<b>24</b>
<b>Total Active Inventory by Volume</b>	<b>206,980,839</b>	<b>100%</b>	<b>144.4</b>	<b>75.53M</b>	<b>85.72M</b>	<b>35.78M</b>	<b>9.96M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$151,523</b>			<b>\$98,599</b>	<b>\$191,764</b>	<b>\$277,341</b>	<b>\$414,942</b>

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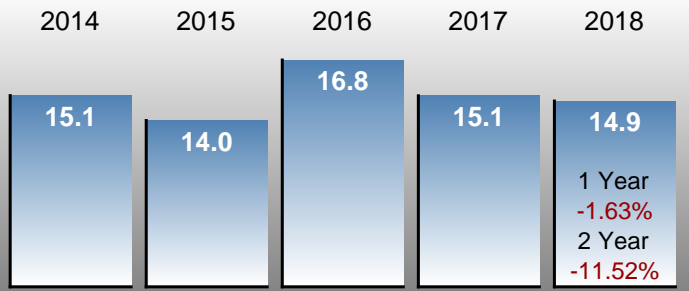
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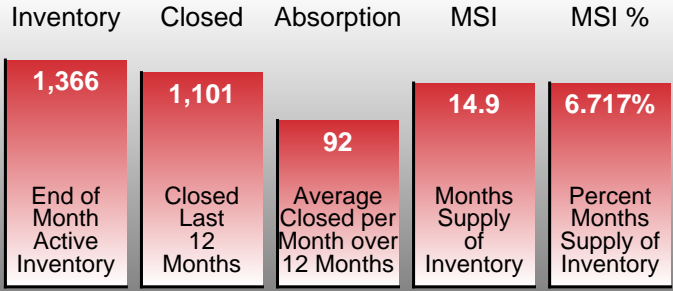
## MONTHS SUPPLY of INVENTORY (MSI)

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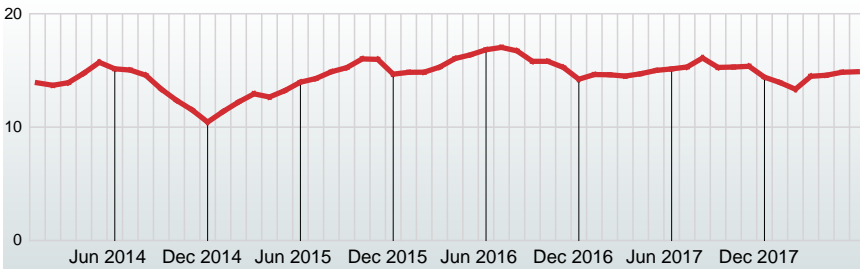
### MSI FOR JUNE



### INDICATORS FOR JUNE 2018



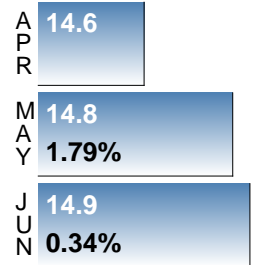
### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 15.2

3 MONTHS

**High**  
Jul 2016 = 17.0  
**Low**  
Dec 2014 = 10.4  
*Months Supply*  
this month at **14.9**,  
equal to 5 yr JUN  
average of **15.2**



### 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	75	5.49%	40.9	43.8	12.0	0.0	0.0
\$10,001 - \$20,000	138	10.10%	25.1	30.7	0.0	0.0	0.0
\$20,001 - \$50,000	264	19.33%	13.2	20.0	4.5	0.6	6.0
\$50,001 - \$120,000	345	25.26%	10.9	16.5	8.3	7.5	0.0
\$120,001 - \$180,000	219	16.03%	13.8	30.2	10.3	15.3	15.0
\$180,001 - \$330,000	187	13.69%	14.7	29.6	14.6	9.8	18.0
\$330,001 and up	138	10.10%	33.1	105.6	25.6	25.4	21.6
Market Supply of Inventory (MSI)	14.9	100%	14.9	23.8	9.8	10.4	15.2
Total Active Inventory by Units	1,366			766	447	129	24

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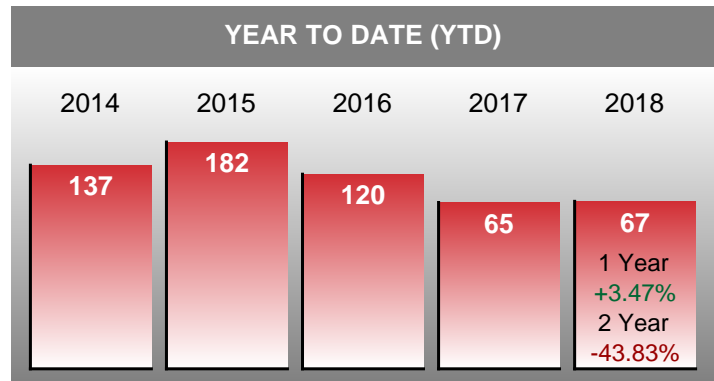
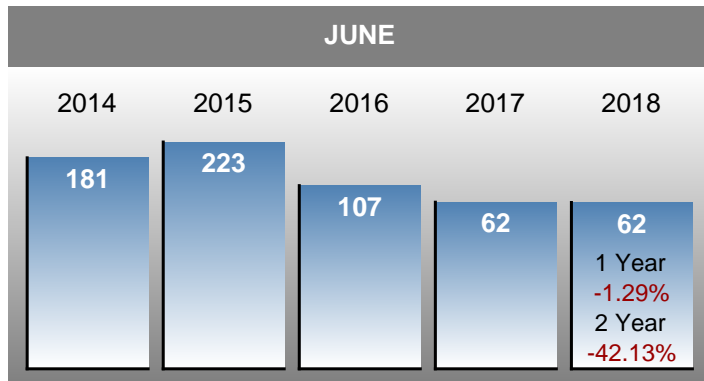
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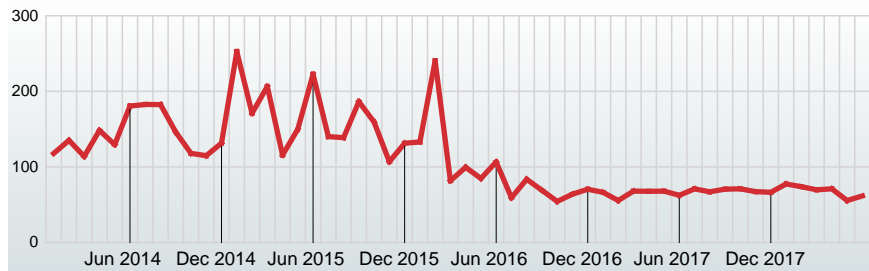
## AVERAGE DAYS ON MARKET TO SALE

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 127**      **3 MONTHS**



**High**  
Jan 2015 = 253  
**Low**  
Oct 2016 = 54  
*Average Days on Market*  
this month at **62**,  
below the 5 yr JUN  
average of **127**

A P R	71
M A Y	56
J U N	62
<b>-21.79%</b>	
<b>11.02%</b>	

### 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	6	6.32%	68.7	68.7	0.0	0.0	0.0
\$20,001 \$40,000	16	16.84%	69.4	119.4	26.8	61.0	0.0
\$40,001 \$80,000	14	14.74%	69.6	74.0	76.7	62.0	8.0
\$80,001 \$130,000	23	24.21%	57.4	35.0	68.3	52.0	0.0
\$130,001 \$210,000	14	14.74%	66.0	62.0	78.0	32.7	0.0
\$210,001 \$350,000	13	13.68%	50.1	45.0	70.7	36.2	1.0
\$350,001 and up	9	9.47%	51.8	27.0	38.0	32.0	114.0
<b>Average Closed DOM</b>			61.7	69.7	62.0	40.5	59.3
<b>Total Closed Units</b>		100%	61.7	31	48	12	4
<b>Total Closed Volume</b>			13,549,376	2.68M	7.06M	2.51M	1.30M

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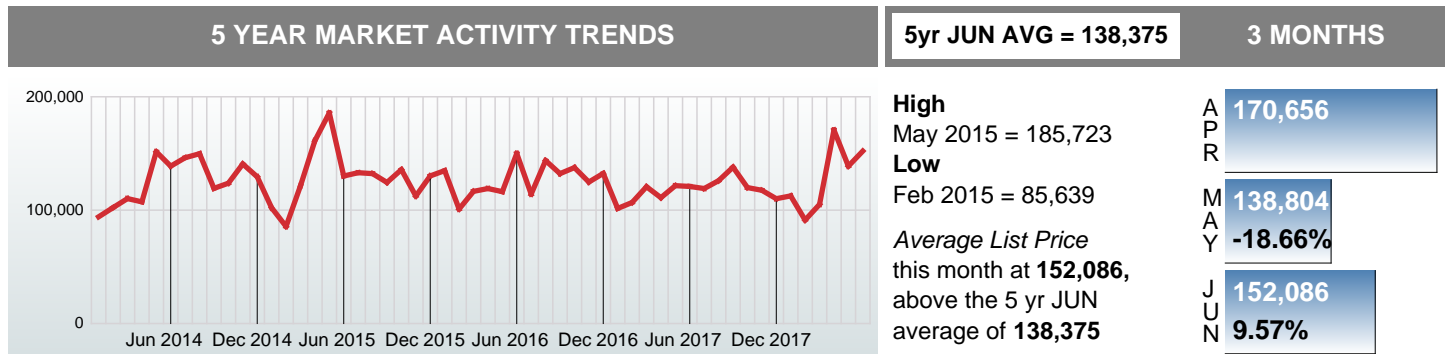
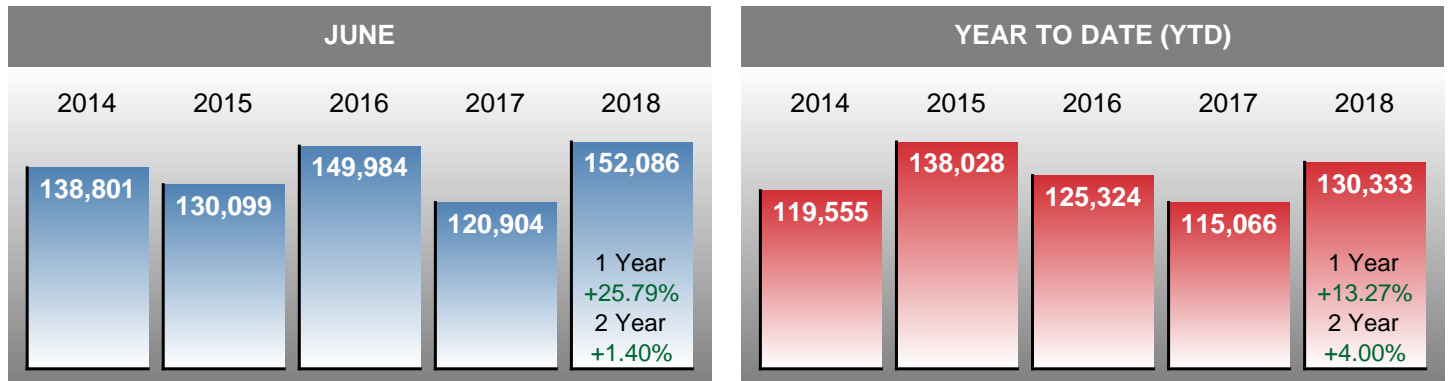
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## AVERAGE LIST PRICE AT CLOSING

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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
\$25,000 and less	6	6.32%	13,983	17,975	29,900	32,900	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	24	25.26%	44,163	54,090	45,540	48,500	54,900
\$75,001 - \$125,000	27	28.42%	99,213	91,094	107,147	109,900	0
\$125,001 - \$200,000	12	12.63%	153,888	156,125	163,833	167,450	0
\$200,001 - \$350,000	15	15.79%	259,540	269,000	266,614	292,467	319,000
\$350,001 and up	11	11.58%	444,166	513,713	429,225	359,900	523,350
<b>Average List Price</b>			<b>152,086</b>	<b>97,488</b>	<b>153,427</b>	<b>220,075</b>	<b>355,150</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>152,086</b>	<b>31</b>	<b>48</b>	<b>12</b>	<b>4</b>
<b>Total Closed Volume</b>			<b>14,448,124</b>	<b>3.02M</b>	<b>7.36M</b>	<b>2.64M</b>	<b>1.42M</b>

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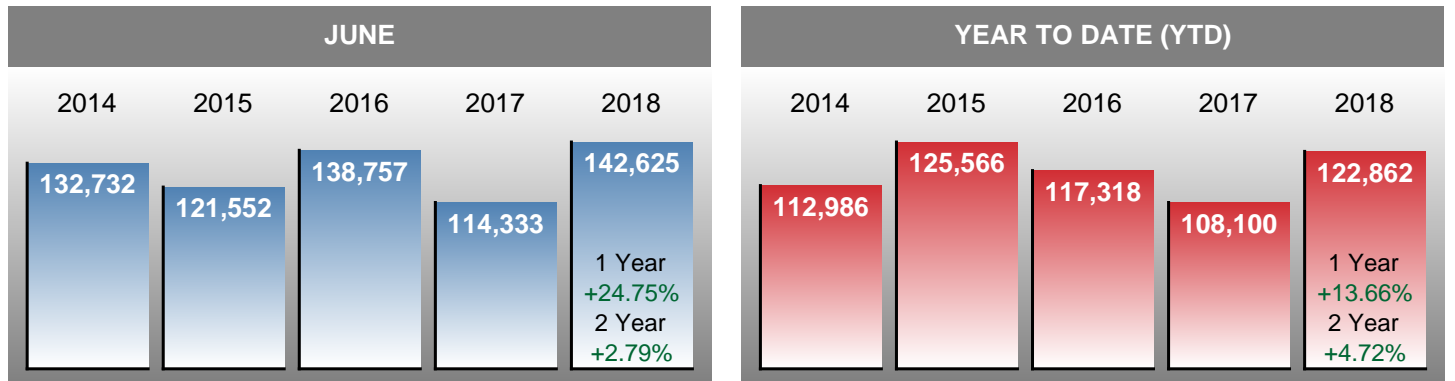
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## AVERAGE SOLD PRICE AT CLOSING

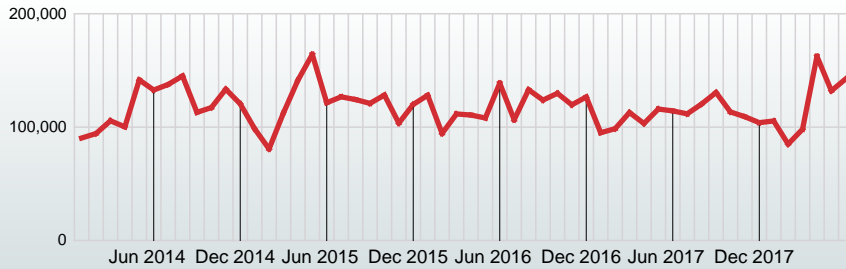
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 130,000

3 MONTHS



**High**  
May 2015 = 164,135  
**Low**  
Feb 2015 = 80,788  
*Average Sold Price*  
this month at **142,625**,  
above the 5 yr JUN  
average of **130,000**

A	162,440
P	
R	
M	132,049
A	-18.71%
Y	
J	142,625
U	8.01%
N	

### 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	6	6.32%	12,083	12,083	0	0	0
\$20,001 \$40,000	16	16.84%	31,502	31,286	32,504	25,000	0
\$40,001 \$80,000	14	14.74%	62,071	58,750	69,917	45,000	52,000
\$80,001 \$130,000	23	24.21%	103,387	91,071	108,700	109,900	0
\$130,001 \$210,000	14	14.74%	166,936	140,000	170,233	175,000	0
\$210,001 \$350,000	13	13.68%	277,308	255,000	264,833	288,400	319,000
\$350,001 and up	9	9.47%	420,427	432,470	407,225	360,000	465,000
<b>Average Sold Price</b>			142,625	86,498	147,084	208,908	325,250
<b>Total Closed Units</b>		100%	142,625	31	48	12	4
<b>Total Closed Volume</b>			13,549,376	2.68M	7.06M	2.51M	1.30M

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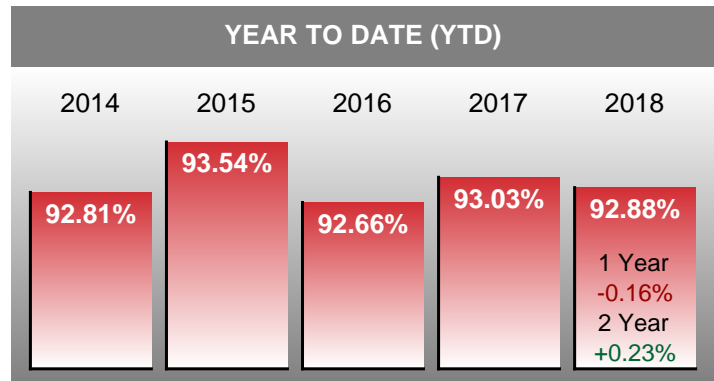
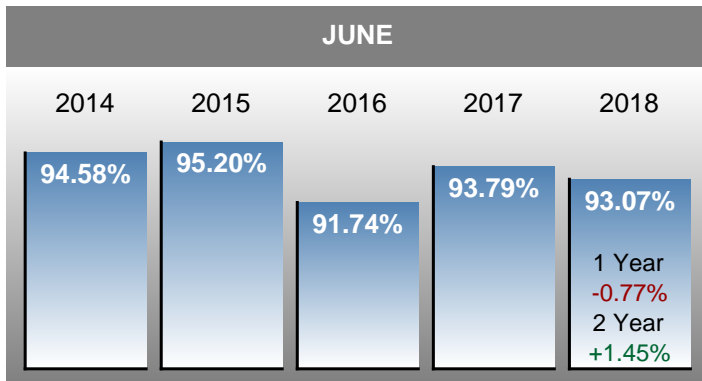
# June 2018

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

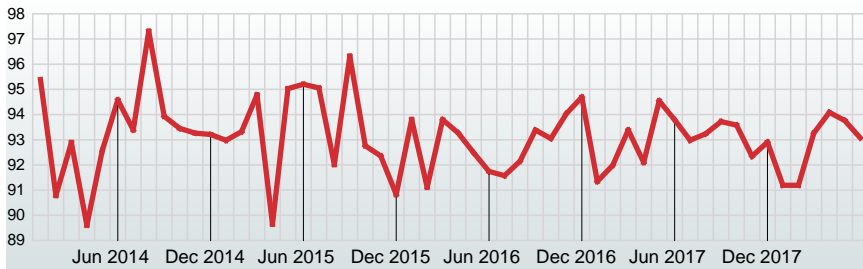


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 93.68%

### 3 MONTHS

**High**  
Aug 2014 = 97.30%  
**Low**  
Apr 2014 = 89.61%  
Average Sold/List Ratio  
this month at **93.07%**,  
below the 5 yr JUN  
average of **93.68%**

**A P R** 94.09%  
**M A Y** 93.76%  
**J U N** 93.07%  
-0.35%  
-0.73%

## 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	6	6.32%	87.67%	87.67%	0.00%	0.00%	0.00%
\$20,001 \$40,000	16	16.84%	87.18%	85.58%	89.97%	75.99%	0.00%
\$40,001 \$80,000	14	14.74%	89.95%	83.03%	95.60%	92.78%	94.72%
\$80,001 \$130,000	23	24.21%	97.34%	98.58%	96.59%	100.00%	0.00%
\$130,001 \$210,000	14	14.74%	96.28%	90.13%	97.96%	95.34%	0.00%
\$210,001 \$350,000	13	13.68%	95.84%	94.80%	96.91%	93.94%	100.00%
\$350,001 and up	9	9.47%	92.11%	83.98%	94.89%	100.03%	90.74%
<b>Average Sold/List Ratio</b>			<b>93.10%</b>	<b>88.91%</b>	<b>95.52%</b>	<b>93.71%</b>	<b>94.05%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>93.10%</b>	<b>31</b>	<b>48</b>	<b>12</b>	<b>4</b>
<b>Total Closed Volume</b>				<b>2.68M</b>	<b>7.06M</b>	<b>2.51M</b>	<b>1.30M</b>

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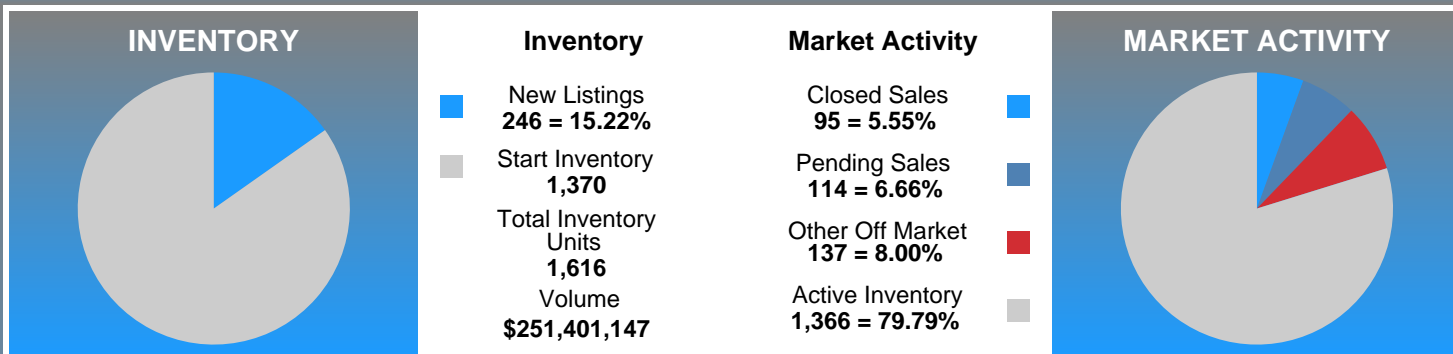
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## MARKET SUMMARY

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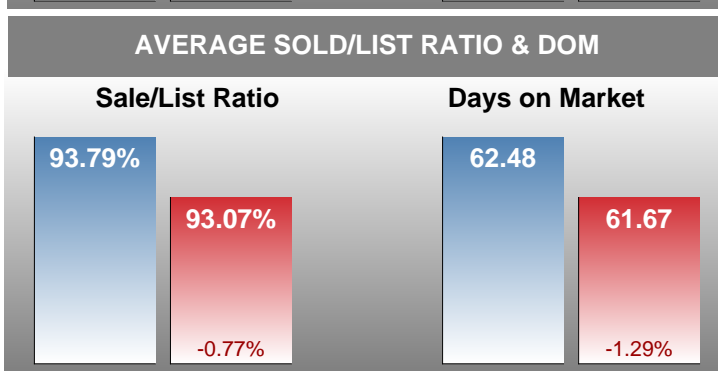
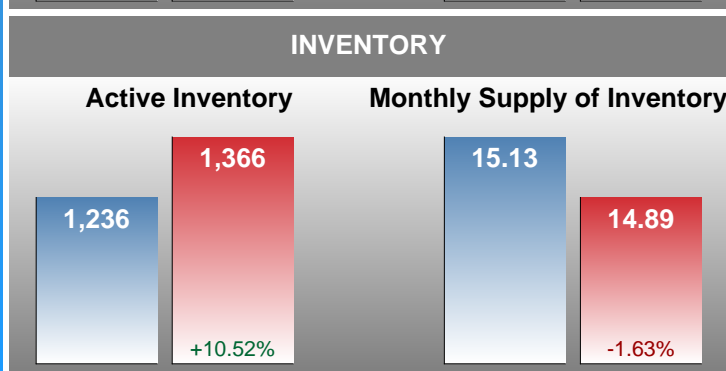
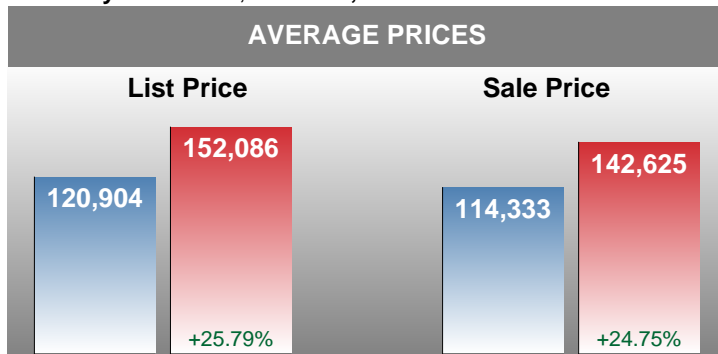
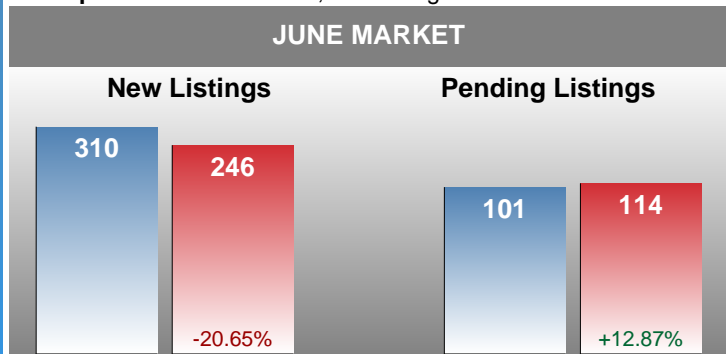


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	102	95	-6.86%	464	553	19.18%
Pending Sales	101	114	12.87%	520	616	18.46%
New Listings	310	246	-20.65%	1,821	1,760	-3.35%
Average List Price	120,904	152,086	25.79%	115,066	130,333	13.27%
Average Sale Price	114,333	142,625	24.75%	108,100	122,862	13.66%
Average Percent of Selling Price to List Price	93.79%	93.07%	-0.77%	93.03%	92.88%	-0.16%
Average Days on Market to Sale	62.48	61.67	-1.29%	65.14	67.40	3.47%
Monthly Inventory	1,236	1,366	10.52%	1,236	1,366	10.52%
Months Supply of Inventory	15.13	14.89	-1.63%	15.13	14.89	-1.63%

**Absorption:** Last 12 months, an Average of **92** Sales/Month

**Inventory on June 30, 2018 = 1,366**

2017 2018



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