

# January 2019



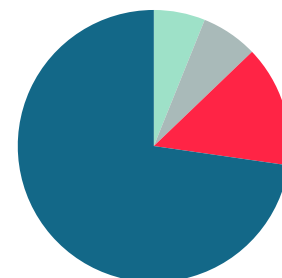
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,  
Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	January 2019	+/-%
Closed Listings	62	49	-20.97%
Pending Listings	74	54	-27.03%
New Listings	142	163	14.79%
Average List Price	132,874	119,807	-9.83%
Average Sale Price	126,292	112,700	-10.76%
Average Percent of Selling Price to List Price	94.44%	92.67%	-1.87%
Average Days on Market to Sale	80.60	68.27	-15.30%
End of Month Inventory	572	584	2.10%
Months Supply of Inventory	9.08	8.57	-5.64%



■ Closed (6.10%)  
■ Pending (6.72%)  
■ Other OffMarket (14.45%)  
■ Active (72.73%)

**Absorption:** Last 12 months, an Average of **68** Sales/Month  
**Active Inventory** as of January 31, 2019 = **584**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2019 rose **2.10%** to 584 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **8.57** 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 **10.76%** in January 2019 to \$112,700 versus the previous year at \$126,292.

#### Average Days on Market Shortens

The average number of **68.27** days that homes spent on the market before selling decreased by 12.33 days or **15.30%** in January 2019 compared to last year's same month at **80.60** DOM.

#### Sales Success for January 2019 is Positive

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

There were 163 New Listings in January 2019, up **14.79%** from last year at 142. Furthermore, there were 49 Closed Listings this month versus last year at 62, a **-20.97%** decrease.

Closed versus Listed trends yielded a **30.1%** ratio, down from previous year's, January 2018, at **43.7%**, a **31.15%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**

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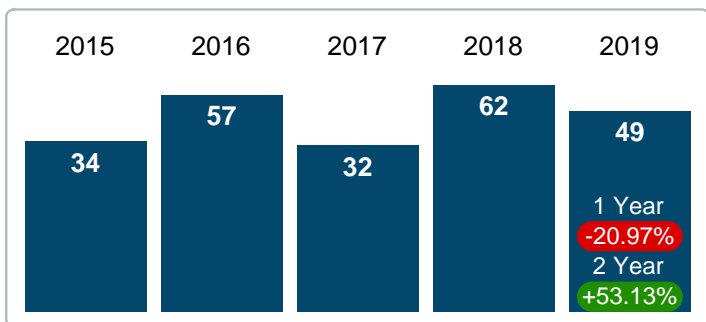
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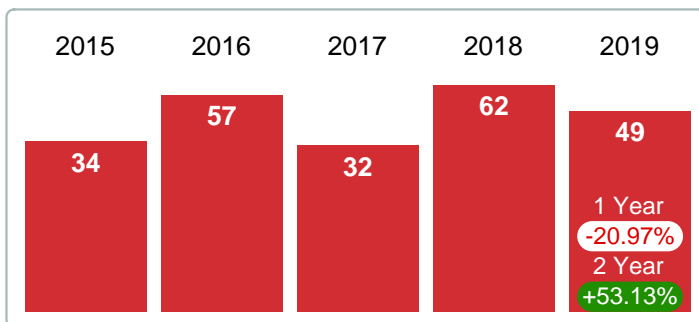
## CLOSED LISTINGS

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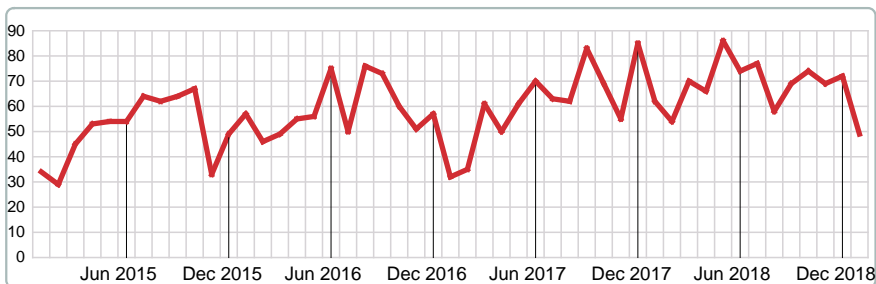
### JANUARY



### YEAR TO DATE (YTD)

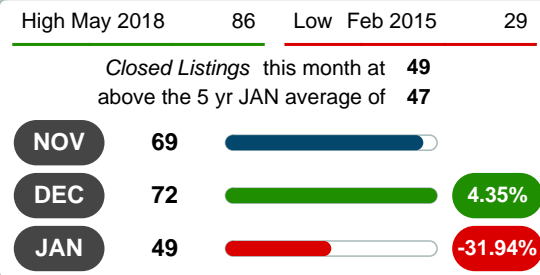


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 47



### 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	2	4.08%	25.0	0	2	0	0
\$20,001 - \$40,000	9	18.37%	90.4	1	6	2	0
\$40,001 - \$60,000	7	14.29%	54.9	2	5	0	0
\$60,001 - \$100,000	8	16.33%	44.8	0	6	2	0
\$100,001 - \$160,000	12	24.49%	84.8	3	7	1	1
\$160,001 - \$270,000	7	14.29%	68.0	1	2	3	1
\$270,001 and up	4	8.16%	61.5	0	0	3	1
<b>Total Closed Units</b>	<b>49</b>			<b>7</b>	<b>28</b>	<b>11</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>5,522,312</b>	<b>100%</b>	<b>68.3</b>	<b>647.20K</b>	<b>2.22M</b>	<b>1.91M</b>	<b>742.90K</b>
<b>Average Closed Price</b>	<b>\$112,700</b>			<b>\$92,457</b>	<b>\$79,449</b>	<b>\$173,423</b>	<b>\$247,633</b>

# January 2019



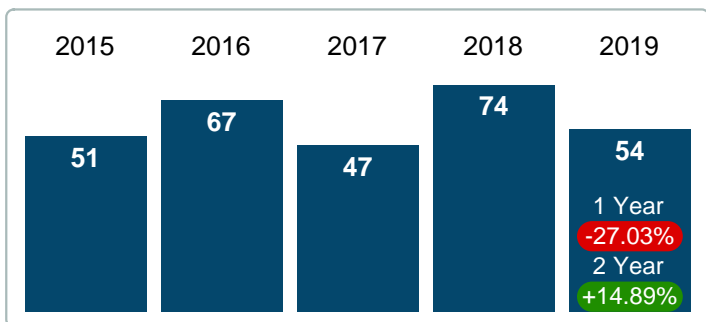
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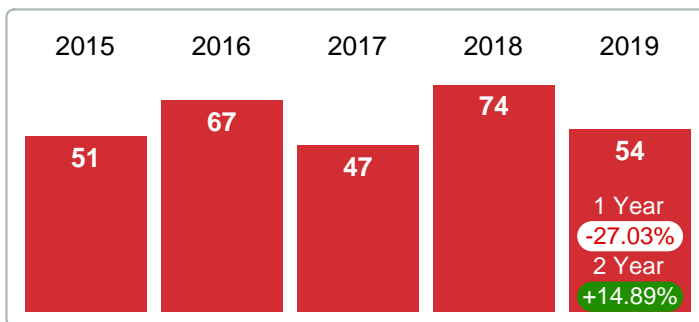
## PENDING LISTINGS

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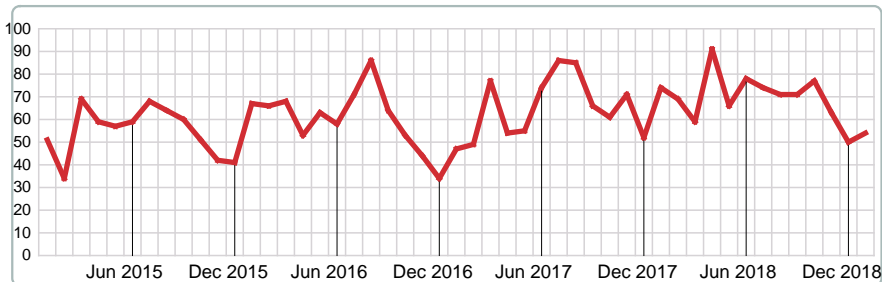
### JANUARY



### YEAR TO DATE (YTD)

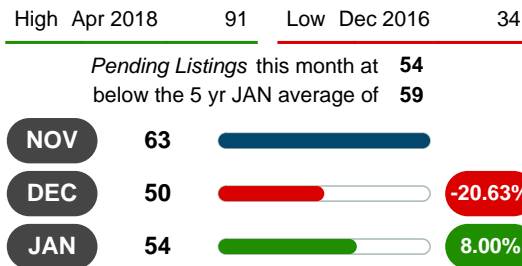


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 59



### 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	3	5.56%	65.0	3	0	0	0
\$20,001 - \$60,000	9	16.67%	61.0	2	6	1	0
\$60,001 - \$80,000	6	11.11%	39.2	1	5	0	0
\$80,001 - \$130,000	13	24.07%	84.3	1	11	0	1
\$130,001 - \$170,000	6	11.11%	19.0	1	4	1	0
\$170,001 - \$290,000	11	20.37%	72.5	1	6	4	0
\$290,001 and up	6	11.11%	79.2	0	5	0	1
<b>Total Pending Units</b>	<b>54</b>			<b>9</b>	<b>37</b>	<b>6</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>7,657,150</b>	<b>100%</b>	<b>62.4</b>	<b>621.80K</b>	<b>5.50M</b>	<b>959.70K</b>	<b>580.00K</b>
<b>Average Listing Price</b>	<b>\$135,420</b>			<b>\$69,089</b>	<b>\$148,531</b>	<b>\$159,950</b>	<b>\$290,000</b>

# January 2019



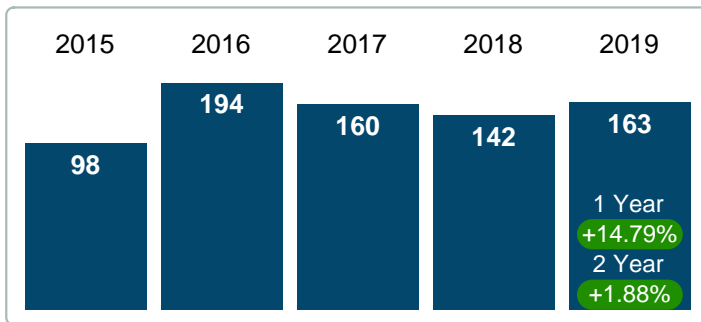
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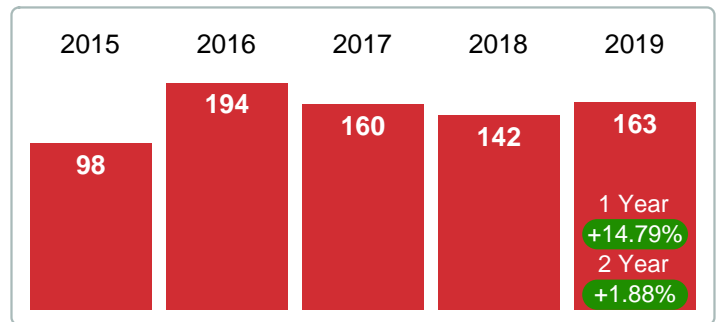
## NEW LISTINGS

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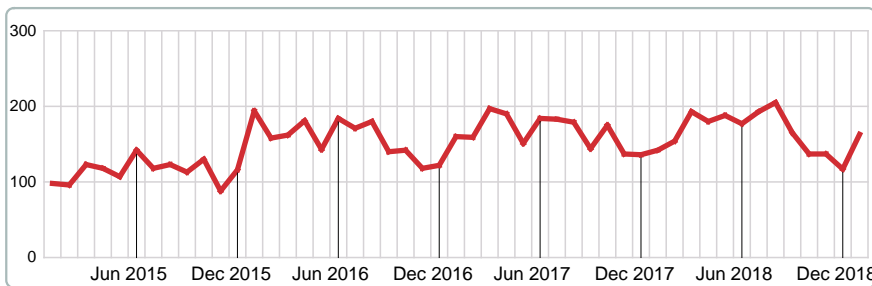
### JANUARY



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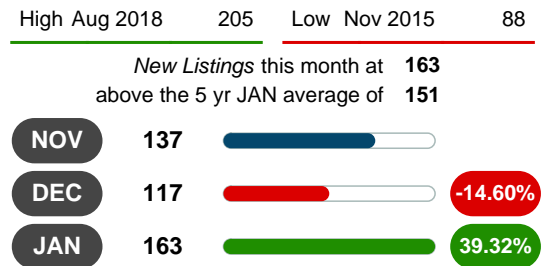


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 151



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	1.84%	2	1	0	0
\$25,001 - \$75,000	31	19.02%	11	18	2	0
\$75,001 - \$100,000	18	11.04%	3	13	2	0
\$100,001 - \$175,000	47	28.83%	3	36	8	0
\$175,001 - \$325,000	27	16.56%	4	19	3	1
\$325,001 - \$450,000	20	12.27%	1	11	7	1
\$450,001 and up	17	10.43%	0	6	9	2
<b>Total New Listed Units</b>	<b>163</b>		<b>24</b>	<b>104</b>	<b>31</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>35,464,724</b>	<b>100%</b>	<b>2.44M</b>	<b>19.80M</b>	<b>11.27M</b>	<b>1.96M</b>
<b>Average New Listed Listing Price</b>	<b>\$151,816</b>		<b>\$101,783</b>	<b>\$190,345</b>	<b>\$363,390</b>	<b>\$490,225</b>

# January 2019



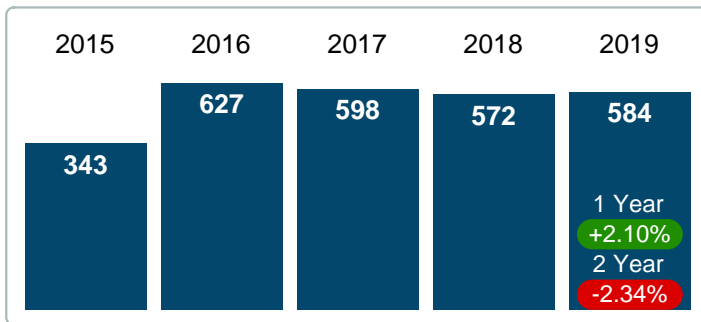
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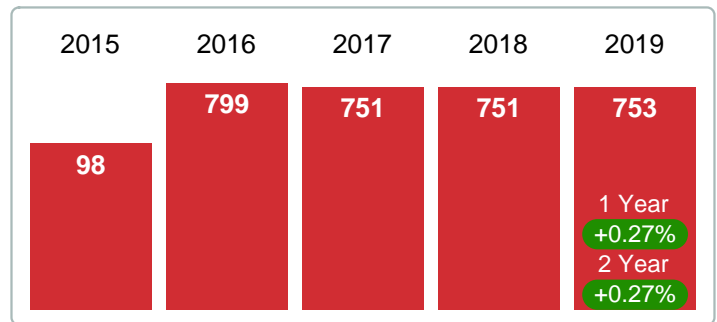
## ACTIVE INVENTORY

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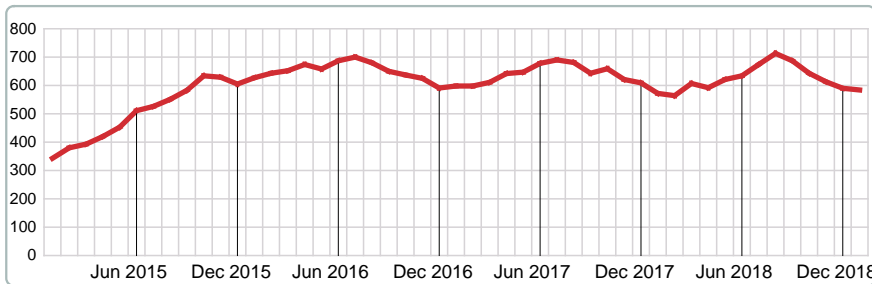
### END OF JANUARY



### ACTIVE DURING JANUARY

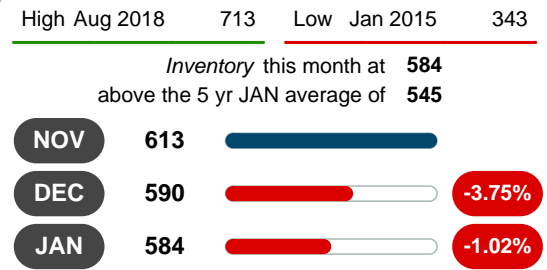


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 545



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	58	9.93%	72.1	25	28	5	0
\$50,001 - \$75,000	61	10.45%	87.9	18	42	1	0
\$75,001 - \$100,000	71	12.16%	110.2	13	44	14	0
\$100,001 - \$175,000	150	25.68%	88.1	16	110	21	3
\$175,001 - \$325,000	115	19.69%	88.2	11	66	32	6
\$325,001 - \$475,000	64	10.96%	83.1	5	32	24	3
\$475,001 and up	65	11.13%	100.7	2	19	34	10
Total Active Inventory by Units			584	90	341	131	22
Total Active Inventory by Volume			137,927,370	11.68M	66.68M	45.27M	14.29M
Average Active Inventory Listing Price			\$236,177	\$129,798	\$195,549	\$345,598	\$649,538

# January 2019



Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

### MSI FOR JANUARY

2015	2016	2017	2018	2019
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### INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>584</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = inf

High Jan 2019	inf	Low Jan 2019	inf
Months Supply this month at inf equal to 5 yr JAN average of inf			
NOV	inf		%
DEC	inf		%
JAN	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	58	9.93%	4.05	4.11	3.95	4.62	0.00
\$50,001 - \$70,000	50	8.56%	5.71	7.85	5.57	1.33	0.00
\$70,001 - \$110,000	100	17.12%	7.06	5.65	7.16	9.14	0.00
\$110,001 - \$190,000	147	25.17%	8.69	16.00	7.56	11.50	24.00
\$190,001 - \$320,000	93	15.92%	9.07	21.60	9.18	8.10	6.00
\$320,001 - \$490,000	74	12.67%	26.91	0.00	26.67	31.20	7.20
\$490,001 and up	62	10.62%	62.00	0.00	51.00	66.00	60.00
Market Supply of Inventory (MSI)		8.57		7.20	7.82	12.78	12.00
Total Active Inventory by Units		584	100%	90	341	131	22

# January 2019



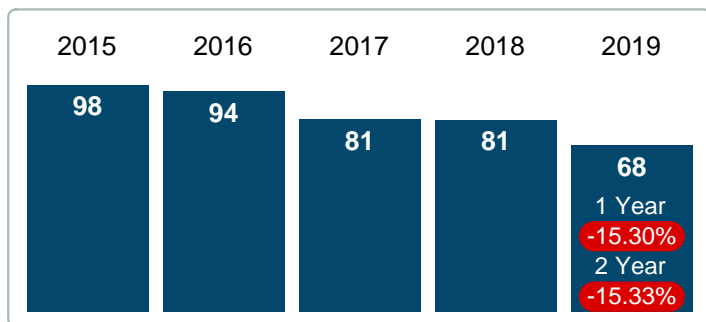
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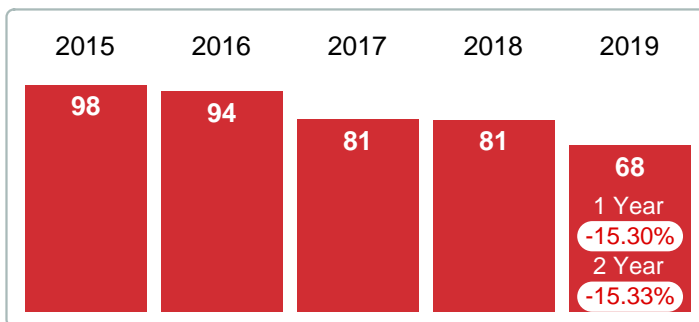
## AVERAGE DAYS ON MARKET TO SALE

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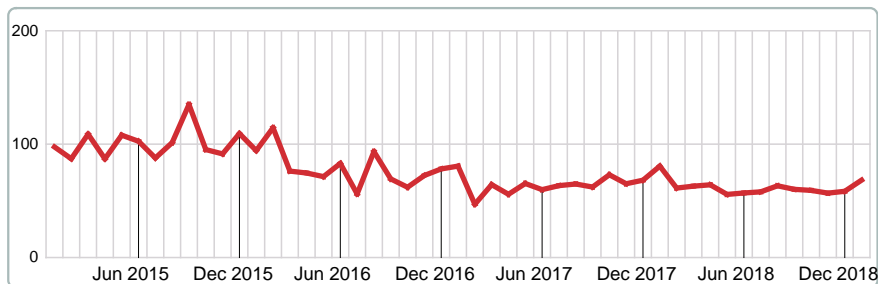
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

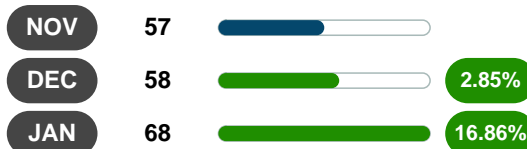


### 3 MONTHS

5 year JAN AVG = 84

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 68 below the 5 yr JAN average of 84



### 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	4.08%	25	0	25	0	0
\$20,001 - \$40,000	18.37%	90	1	85	152	0
\$40,001 - \$60,000	14.29%	55	18	70	0	0
\$60,001 - \$100,000	16.33%	45	0	42	53	0
\$100,001 - \$160,000	24.49%	85	68	114	5	8
\$160,001 - \$270,000	14.29%	68	1	93	93	10
\$270,001 and up	8.16%	62	0	0	63	56
<b>Average Closed DOM</b>		<b>68</b>	<b>35</b>	<b>77</b>	<b>80</b>	<b>25</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>68</b>	<b>7</b>	<b>28</b>	<b>11</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>5,522,312</b>	<b>647.20K</b>	<b>2.22M</b>	<b>1.91M</b>	<b>742.90K</b>

# January 2019



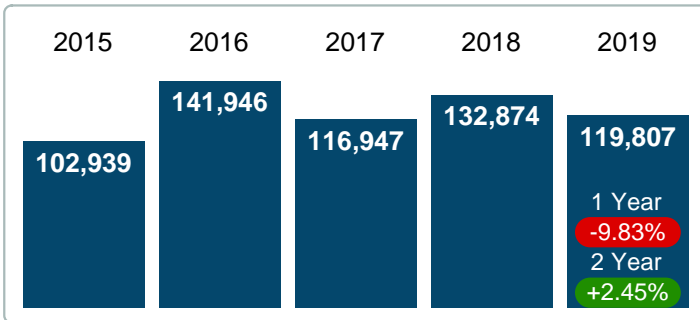
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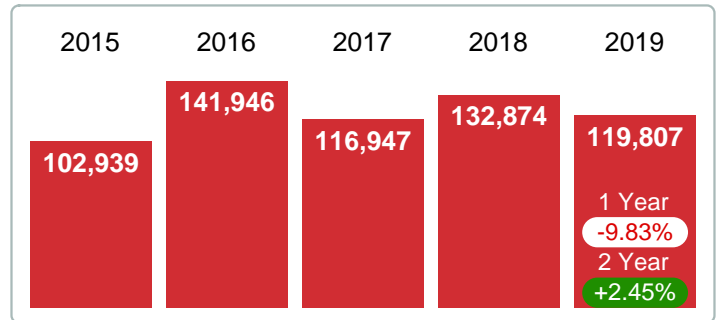
## AVERAGE LIST PRICE AT CLOSING

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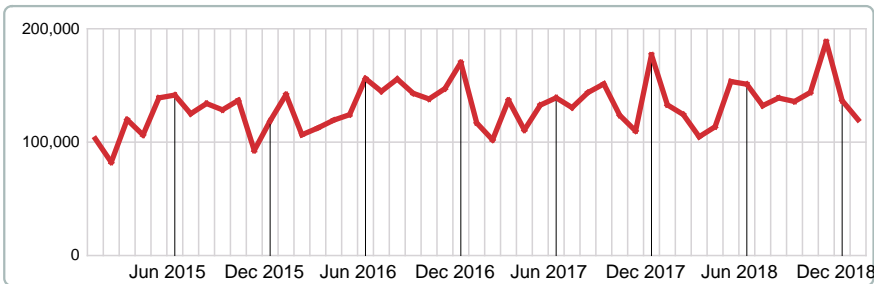
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

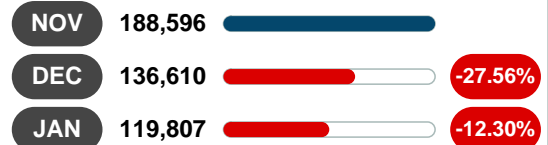


### 3 MONTHS

5 year JAN AVG = 122,903

High Nov 2018 188,596 Low Feb 2015 82,286

Average List Price at Closing this month at **119,807**  
below the 5 yr JAN average of **122,903**



### 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	4.08%	13,150	0	13,150	0	0
\$20,001 - \$40,000	12.24%	30,083	44,500	32,675	39,475	0
\$40,001 - \$60,000	16.33%	50,175	58,750	55,360	0	0
\$60,001 - \$100,000	18.37%	78,111	0	86,367	79,950	0
\$100,001 - \$160,000	26.53%	128,765	120,083	130,243	145,000	150,000
\$160,001 - \$270,000	12.24%	203,833	185,000	243,750	196,333	259,000
\$270,001 and up	10.20%	332,480	0	0	338,333	349,900
<b>Average List Price</b>		<b>119,807</b>	<b>101,036</b>	<b>86,305</b>	<b>180,714</b>	<b>252,967</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>119,807</b>	<b>7</b>	<b>28</b>	<b>11</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>5,870,549</b>	<b>707.25K</b>	<b>2.42M</b>	<b>1.99M</b>	<b>758.90K</b>



# January 2019



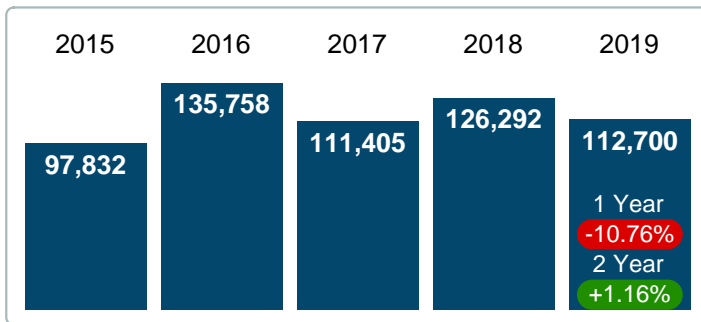
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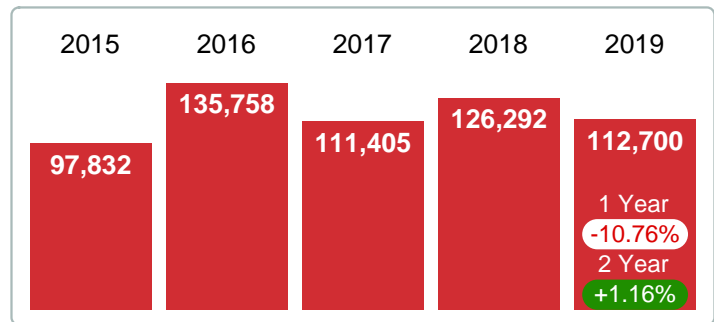
## AVERAGE SOLD PRICE AT CLOSING

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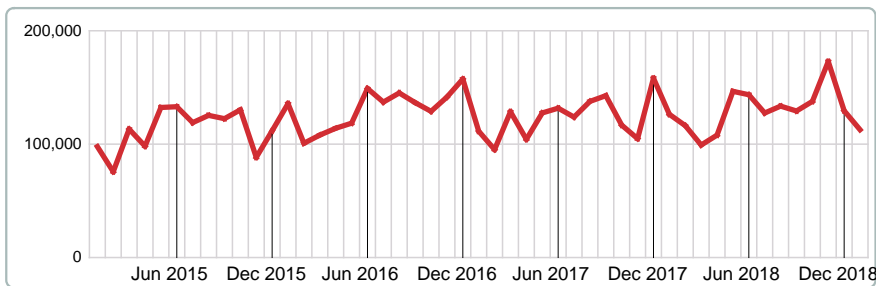
### JANUARY



### YEAR TO DATE (YTD)

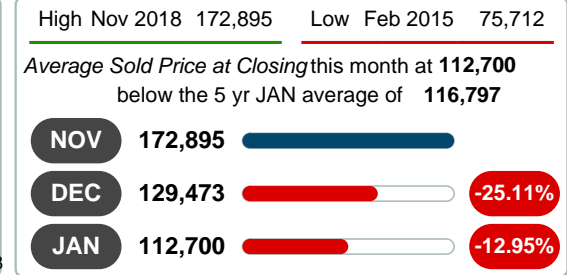


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 116,797



### 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	4.08%	11,271	0	11,271	0	0
\$20,001 \$40,000	18.37%	31,822	40,000	28,858	36,625	0
\$40,001 \$60,000	14.29%	51,151	51,600	50,972	0	0
\$60,001 \$100,000	16.33%	78,864	0	80,002	75,450	0
\$100,001 \$160,000	24.49%	121,875	106,333	120,929	145,000	152,000
\$160,001 \$270,000	14.29%	206,429	185,000	223,750	184,500	259,000
\$270,001 and up	8.16%	329,225	0	0	328,333	331,900
<b>Average Sold Price</b>		<b>112,700</b>	<b>92,457</b>	<b>79,449</b>	<b>173,423</b>	<b>247,633</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>112,700</b>	<b>7</b>	<b>28</b>	<b>11</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>5,522,312</b>	<b>647.20K</b>	<b>2.22M</b>	<b>1.91M</b>	<b>742.90K</b>

# January 2019



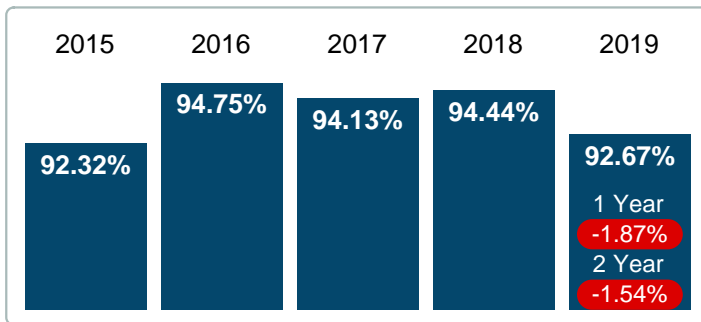
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



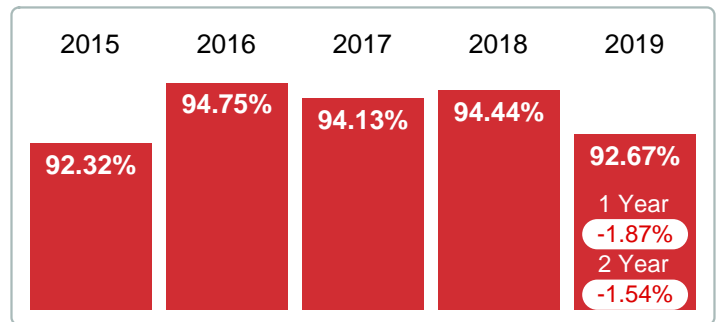
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

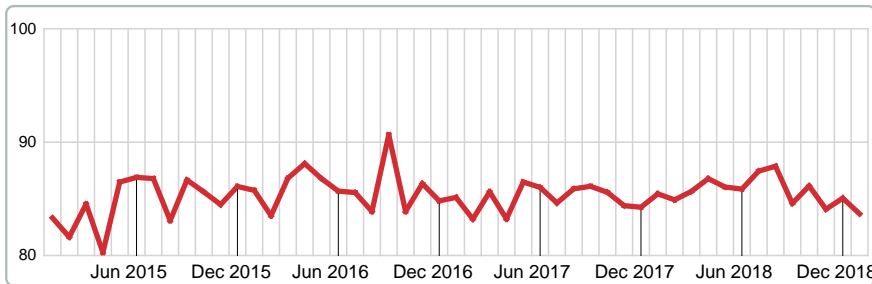
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

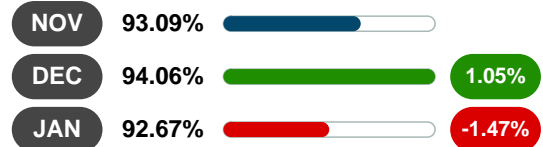


### 3 MONTHS

5 year JAN AVG = 93.66%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **92.67%**  
below the 5 yr JAN average of **93.66%**



### 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	2	4.08%	85.52%	0.00%	85.52%	0.00%	0.00%
\$20,001 - \$40,000	9	18.37%	90.48%	89.89%	89.81%	92.76%	0.00%
\$40,001 - \$60,000	7	14.29%	91.01%	87.95%	92.23%	0.00%	0.00%
\$60,001 - \$100,000	8	16.33%	93.40%	0.00%	93.07%	94.38%	0.00%
\$100,001 - \$160,000	12	24.49%	93.24%	88.65%	93.09%	100.00%	101.33%
\$160,001 - \$270,000	7	14.29%	95.27%	100.00%	92.09%	94.23%	100.00%
\$270,001 and up	4	8.16%	96.43%	0.00%	0.00%	96.95%	94.86%
Average Sold/List Ratio		92.70%		90.25%	91.62%	95.26%	98.73%
Total Closed Units		49	100%	7	28	11	3
Total Closed Volume		5,522,312		647.20K	2.22M	1.91M	742.90K

# January 2019



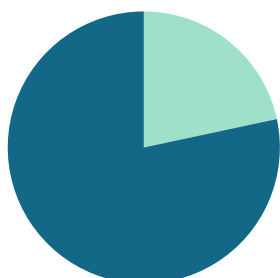
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

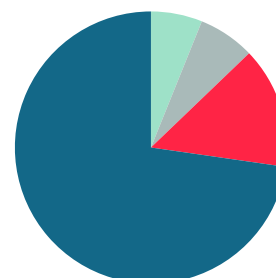


**Inventory**  
 New Listings  
**163 = 21.65%**  
 Start Inventory  
**590**  
 Total Inventory Units  
**753**  
 Volume  
**\$171,684,077**

### Market Activity

Closed Sales  
**49 = 6.10%**  
 Pending Sales  
**54 = 6.72%**  
 Other Off Market  
**116 = 14.45%**  
 Active Inventory  
**584 = 72.73%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	62	49	-20.97%	62	49	-20.97%
Pending Sales	74	54	-27.03%	74	54	-27.03%
New Listings	142	163	14.79%	142	163	14.79%
Average List Price	132,874	119,807	-9.83%	132,874	119,807	-9.83%
Average Sale Price	126,292	112,700	-10.76%	126,292	112,700	-10.76%
Average Percent of Selling Price to List Price	94.44%	92.67%	-1.87%	94.44%	92.67%	-1.87%
Average Days on Market to Sale	80.60	68.27	-15.30%	80.60	68.27	-15.30%
Monthly Inventory	572	584	2.10%	572	584	2.10%
Months Supply of Inventory	9.08	8.57	-5.64%	9.08	8.57	-5.64%

**Absorption:** Last 12 months, an Average of **68** Sales/Month

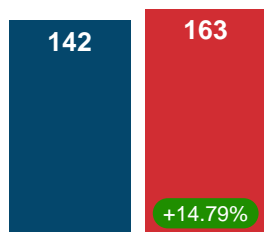
**Inventory** on January 31, 2019 = **584**

**2018** **2019**

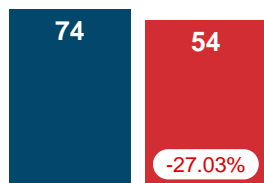
### JANUARY MARKET

### AVERAGE PRICES

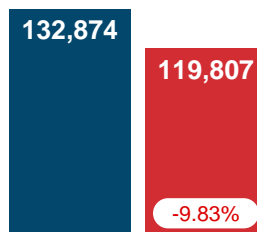
#### New Listings



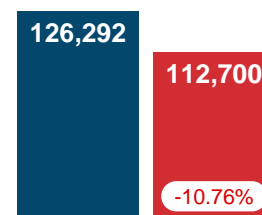
#### Pending Listings



#### List Price



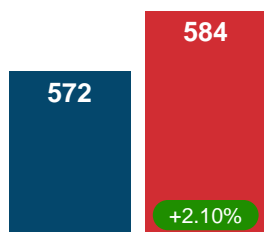
#### Sale Price



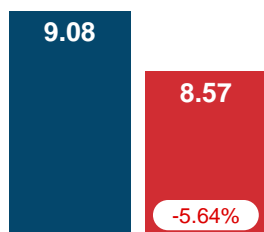
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

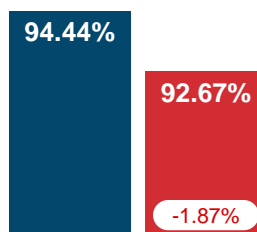
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

