

## March 2019



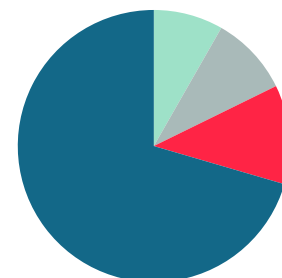
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,  
Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		+/-%
	2018	2019	
Closed Listings	70	68	-2.86%
Pending Listings	59	78	32.20%
New Listings	193	193	0.00%
Average List Price	104,754	142,934	36.45%
Average Sale Price	99,231	136,649	37.71%
Average Percent of Selling Price to List Price	94.66%	95.30%	0.68%
Average Days on Market to Sale	62.96	59.74	-5.12%
End of Month Inventory	607	580	-4.45%
Months Supply of Inventory	9.29	8.69	-6.48%



■ Closed (8.26%)  
■ Pending (9.48%)  
■ Other OffMarket (11.79%)  
■ Active (70.47%)

**Absorption:** Last 12 months, an Average of **67** Sales/Month  
**Active Inventory** as of March 31, 2019 = **580**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2019 decreased **4.45%** to 580 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **8.69** 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 **37.71%** in March 2019 to \$136,649 versus the previous year at \$99,231.

##### Average Days on Market Shortens

The average number of **59.74** days that homes spent on the market before selling decreased by 3.22 days or **5.12%** in March 2019 compared to last year's same month at **62.96** DOM.

##### Sales Success for March 2019 is Positive

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

There were 193 New Listings in March 2019, down **0.00%** from last year at 193. Furthermore, there were 68 Closed Listings this month versus last year at 70, a **-2.86%** decrease.

Closed versus Listed trends yielded a **35.2%** ratio, down from previous year's, March 2018, at **36.3%**, a **2.86%** downswing. This will certainly create pressure on a decreasing Month's 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.

# March 2019



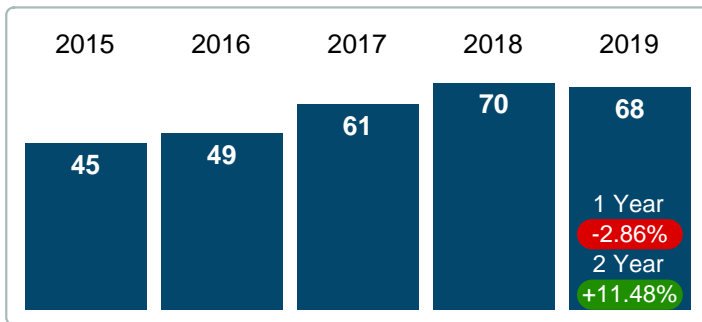
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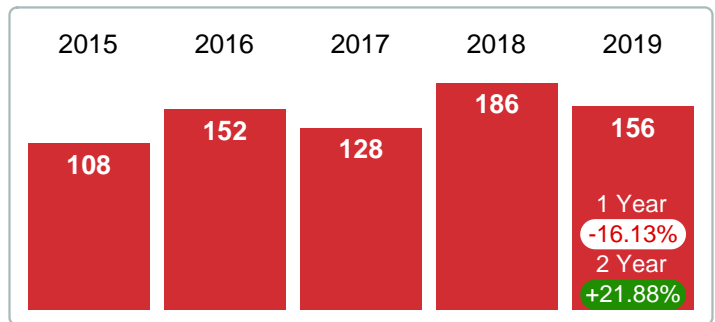
## CLOSED LISTINGS

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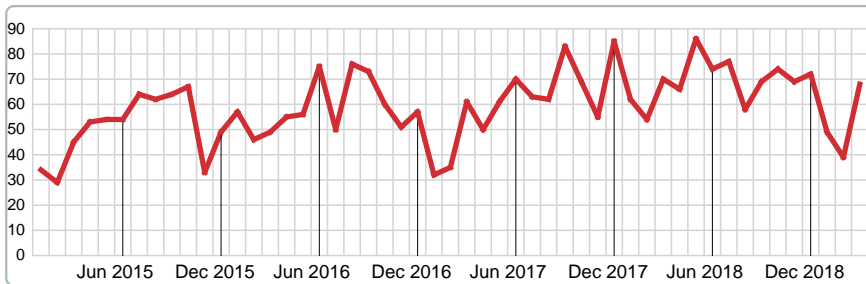
### MARCH



### YEAR TO DATE (YTD)

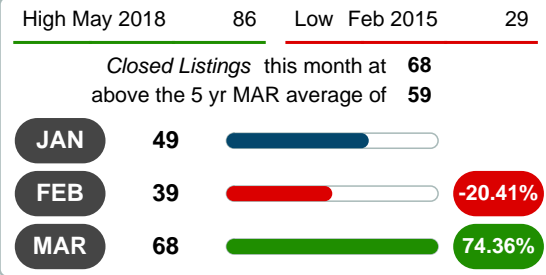


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 59



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.82%	44.2	5	1	0	0
\$40,001 - \$60,000	10	14.71%	56.5	3	6	1	0
\$60,001 - \$80,000	9	13.24%	71.1	0	8	1	0
\$80,001 - \$140,000	18	26.47%	58.6	2	15	0	1
\$140,001 - \$180,000	10	14.71%	58.2	0	6	3	1
\$180,001 - \$260,000	8	11.76%	62.4	0	6	2	0
\$260,001 and up	7	10.29%	65.3	2	4	0	1
<b>Total Closed Units</b>	<b>68</b>			<b>12</b>	<b>46</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>9,292,099</b>	<b>100%</b>	<b>59.7</b>	<b>1.36M</b>	<b>6.18M</b>	<b>1.03M</b>	<b>717.00K</b>
<b>Average Closed Price</b>	<b>\$136,649</b>			<b>\$113,000</b>	<b>\$134,443</b>	<b>\$147,814</b>	<b>\$239,000</b>

# March 2019



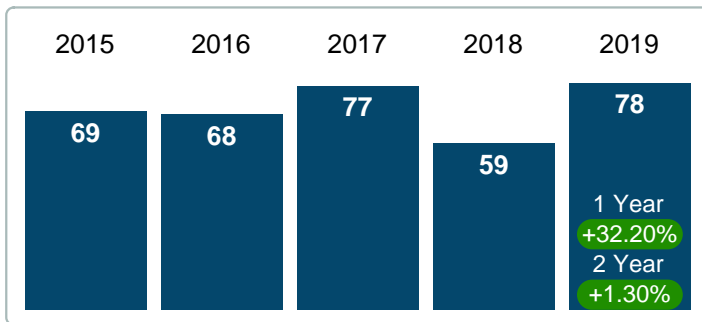
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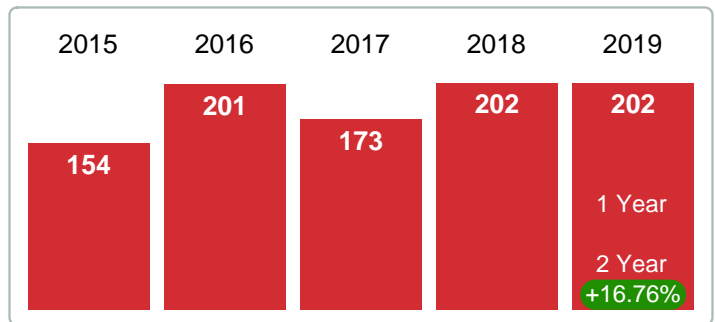
## PENDING LISTINGS

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

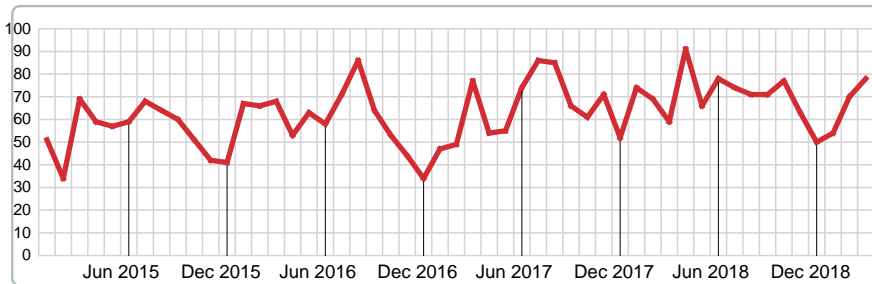
### MARCH



### YEAR TO DATE (YTD)

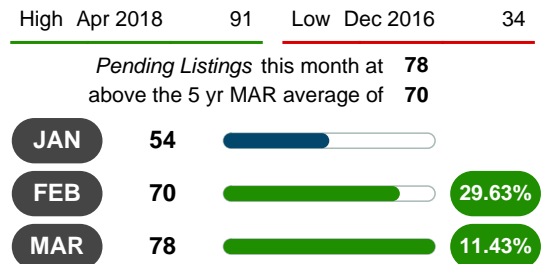


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 70



### 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	4	5.13%	28.5	0	3	1	0
\$30,001 - \$50,000	11	14.10%	53.7	2	8	1	0
\$50,001 - \$80,000	15	19.23%	54.8	3	12	0	0
\$80,001 - \$130,000	15	19.23%	68.8	4	9	2	0
\$130,001 - \$190,000	15	19.23%	60.4	1	10	4	0
\$190,001 - \$290,000	10	12.82%	50.5	2	4	2	2
\$290,001 and up	8	10.26%	32.1	0	6	1	1
<b>Total Pending Units</b>	<b>78</b>			<b>12</b>	<b>52</b>	<b>11</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>10,934,570</b>	<b>100%</b>	<b>53.6</b>	<b>1.30M</b>	<b>6.82M</b>	<b>1.88M</b>	<b>923.00K</b>
<b>Average Listing Price</b>	<b>\$140,205</b>			<b>\$108,583</b>	<b>\$131,243</b>	<b>\$171,265</b>	<b>\$307,667</b>

# March 2019



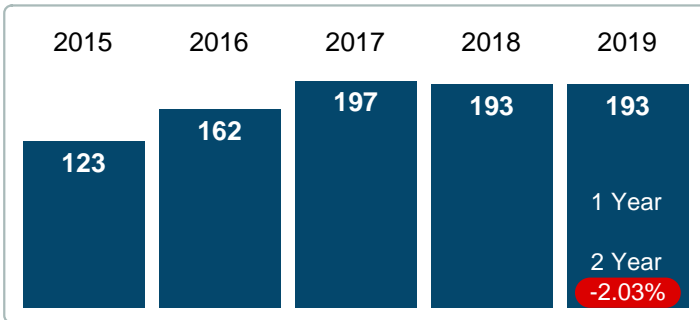
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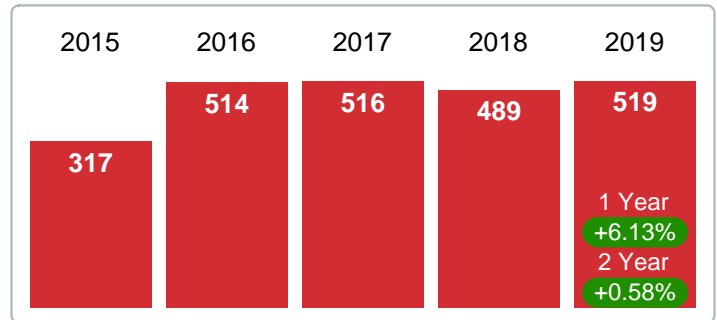
## NEW LISTINGS

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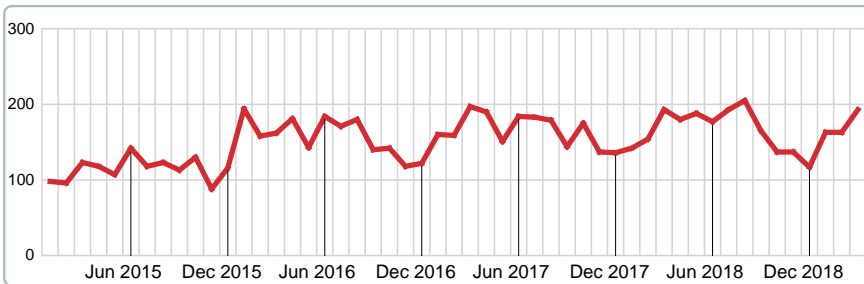
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 174

High Aug 2018 205 Low Nov 2015 88

New Listings this month at 193  
above the 5 yr MAR average of 174



### 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	10	5.18%	4	5	1	0
\$30,001 - \$60,000	32	16.58%	12	20	0	0
\$60,001 - \$80,000	28	14.51%	7	18	3	0
\$80,001 - \$150,000	48	24.87%	7	35	5	1
\$150,001 - \$260,000	30	15.54%	6	17	7	0
\$260,001 - \$360,000	25	12.95%	7	12	4	2
\$360,001 and up	20	10.36%	0	7	9	4
<b>Total New Listed Units</b>	<b>193</b>		<b>43</b>	<b>114</b>	<b>29</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>35,621,914</b>	<b>100%</b>	<b>5.22M</b>	<b>18.80M</b>	<b>8.46M</b>	<b>3.14M</b>
<b>Average New Listed Listing Price</b>	<b>\$142,728</b>		<b>\$121,421</b>	<b>\$164,929</b>	<b>\$291,766</b>	<b>\$448,243</b>

# March 2019



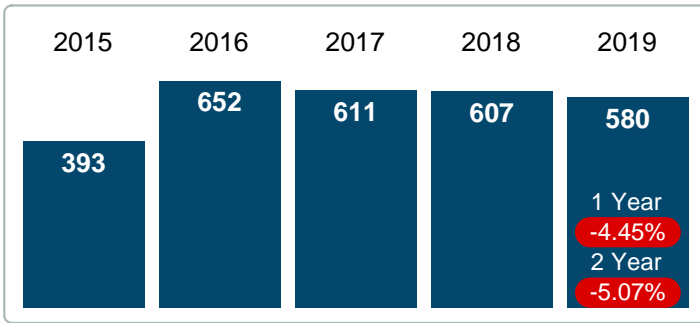
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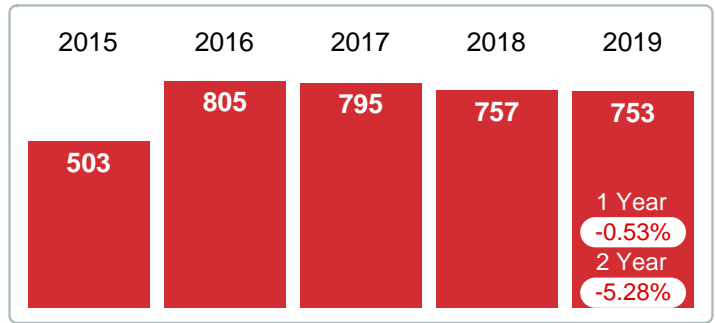
## ACTIVE INVENTORY

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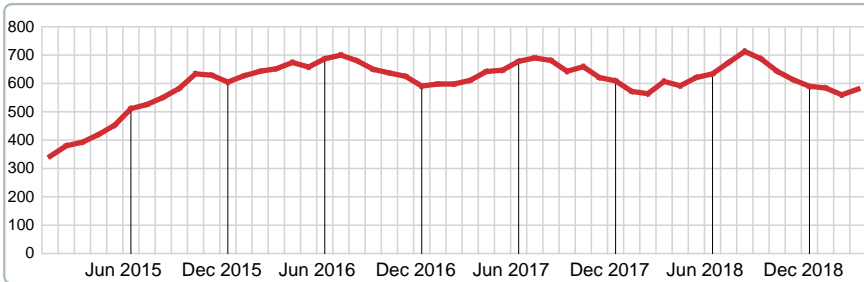
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 569

High Aug 2018 713 Low Jan 2015 343

Inventory this month at **580**  
above the 5 yr MAR average of **569**



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	19	3.28%	67.2	8	10	1	0
\$25,001 - \$50,000	48	8.28%	59.3	25	19	4	0
\$50,001 - \$100,000	145	25.00%	77.8	36	91	17	1
\$100,001 - \$175,000	126	21.72%	84.8	10	96	19	1
\$175,001 - \$275,000	87	15.00%	80.4	13	44	27	3
\$275,001 - \$450,000	94	16.21%	73.4	9	49	30	6
\$450,001 and up	61	10.52%	76.0	1	19	31	10
<b>Total Active Inventory by Units</b>	<b>580</b>			<b>102</b>	<b>328</b>	<b>129</b>	<b>21</b>
<b>Total Active Inventory by Volume</b>	<b>130,155,602</b>	<b>100%</b>	<b>76.9</b>	<b>12.23M</b>	<b>61.74M</b>	<b>42.71M</b>	<b>13.47M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$224,406</b>			<b>\$119,895</b>	<b>\$188,246</b>	<b>\$331,123</b>	<b>\$641,273</b>

# March 2019



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



## MONTHS SUPPLY of INVENTORY (MSI)

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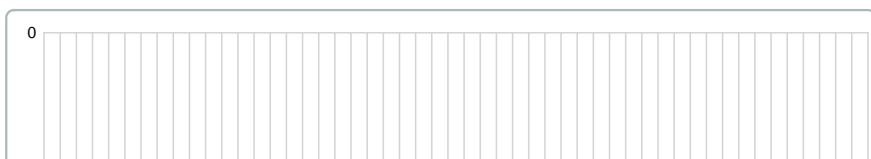
### MSI FOR MARCH

2015	2016	2017	2018	2019

### INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>580</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 MAR AVG = inf

High Mar 2019	inf	Low Mar 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr MAR average of <b>inf</b>			
JAN	inf		%
FEB	inf		%
MAR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	44	7.59%	4.59	5.14	4.16	3.60	0.00
\$40,001 - \$70,000	81	13.97%	6.75	9.41	6.19	3.27	0.00
\$70,001 - \$100,000	87	15.00%	7.51	8.00	6.48	12.80	0.00
\$100,001 - \$190,000	142	24.48%	7.38	9.18	6.94	9.29	4.80
\$190,001 - \$290,000	81	13.97%	9.26	33.00	7.34	10.76	7.20
\$290,001 - \$470,000	88	15.17%	19.92	48.00	22.15	21.60	6.00
\$470,001 and up	57	9.83%	48.86	0.00	32.00	60.00	60.00
Market Supply of Inventory (MSI)			8.69	8.74	7.55	13.23	10.96
Total Active Inventory by Units		100%	8.69	102	328	129	21

# March 2019



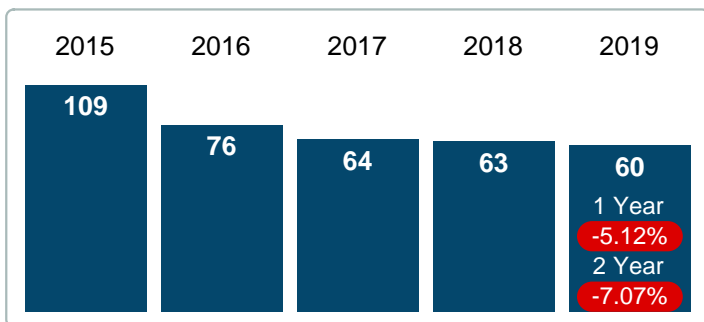
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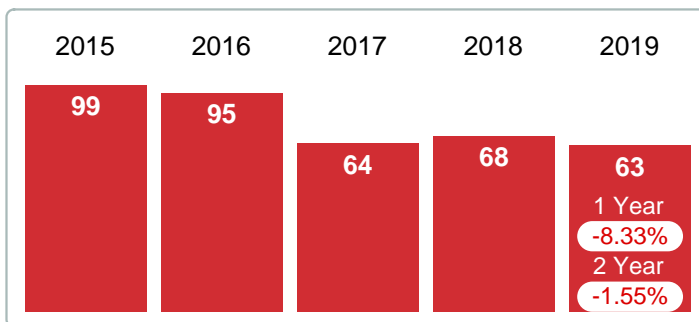
## AVERAGE DAYS ON MARKET TO SALE

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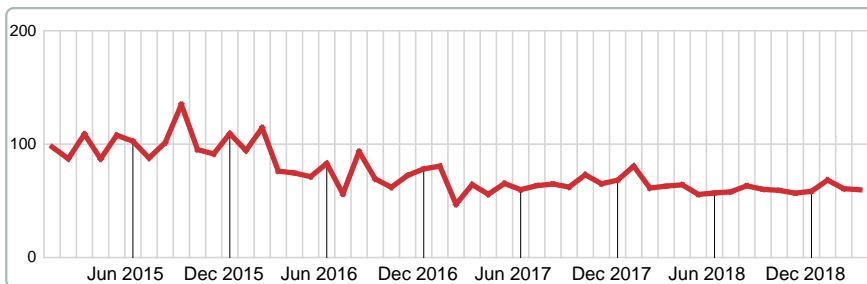
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

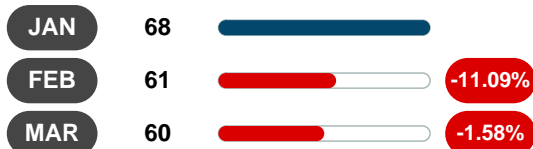


### 3 MONTHS

5 year MAR AVG = 74

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 60 below the 5 yr MAR average of 74



### 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
\$40,000 and less	8.82%	44	53	1	0	0
\$40,001 - \$60,000	14.71%	57	99	40	26	0
\$60,001 - \$80,000	13.24%	71	0	60	161	0
\$80,001 - \$140,000	26.47%	59	27	60	0	94
\$140,001 - \$180,000	14.71%	58	0	61	37	102
\$180,001 - \$260,000	11.76%	62	0	56	83	0
\$260,001 and up	10.29%	65	119	28	0	108
<b>Average Closed DOM</b>		<b>60</b>	<b>71</b>	<b>53</b>	<b>66</b>	<b>101</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>60</b>	<b>12</b>	<b>46</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,292,099</b>	<b>1.36M</b>	<b>6.18M</b>	<b>1.03M</b>	<b>717.00K</b>



# March 2019



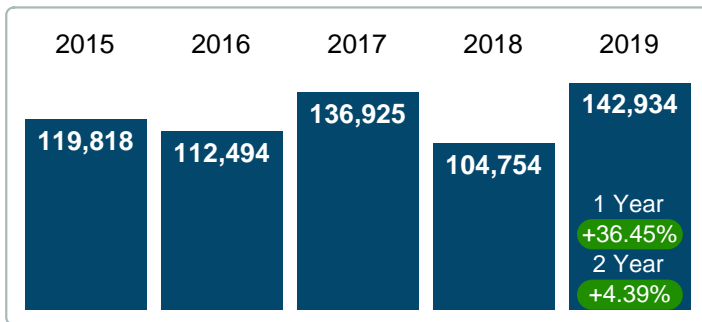
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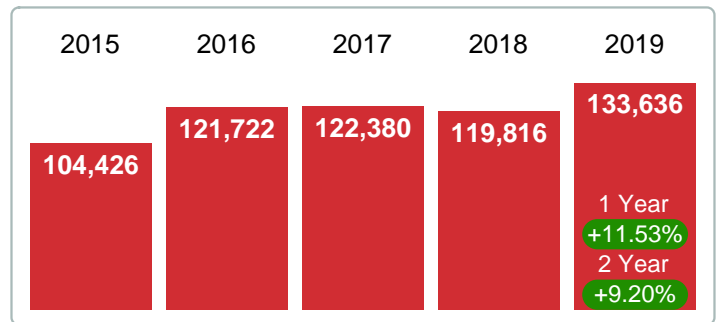
## AVERAGE LIST PRICE AT CLOSING

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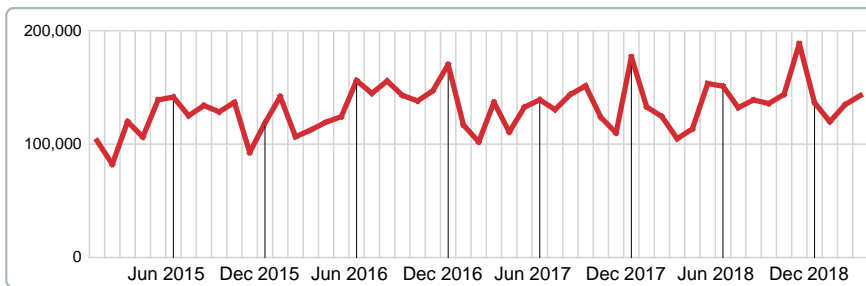
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

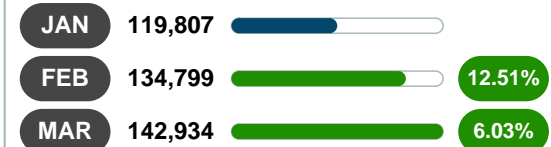


### 3 MONTHS

5 year MAR AVG = 123,385

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

Average List Price at Closing this month at **142,934** above the 5 yr MAR average of **123,385**



### 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
\$40,000 and less	8.82%	30,817	29,080	39,500	0	0
\$40,001 - \$60,000	13.24%	50,178	54,800	50,050	49,900	0
\$60,001 - \$80,000	13.24%	69,200	0	70,613	79,900	0
\$80,001 - \$140,000	27.94%	107,305	87,000	111,320	0	110,000
\$140,001 - \$180,000	14.71%	171,740	0	173,267	176,267	159,000
\$180,001 - \$260,000	10.29%	226,600	0	246,217	196,950	0
\$260,001 and up	11.76%	389,725	506,750	334,825	0	470,000
<b>Average List Price</b>		<b>142,934</b>	<b>124,775</b>	<b>139,798</b>	<b>150,357</b>	<b>246,333</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>142,934</b>	<b>12</b>	<b>46</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,719,499</b>	<b>1.50M</b>	<b>6.43M</b>	<b>1.05M</b>	<b>739.00K</b>



# March 2019



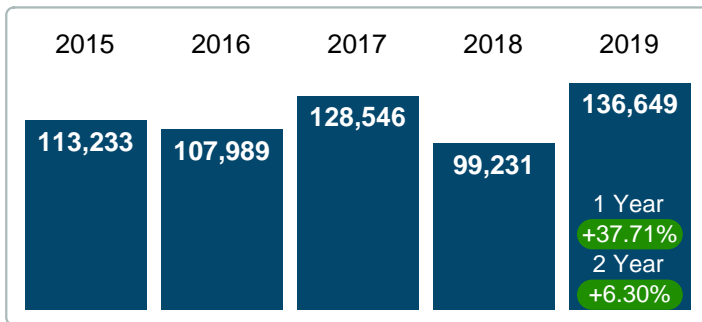
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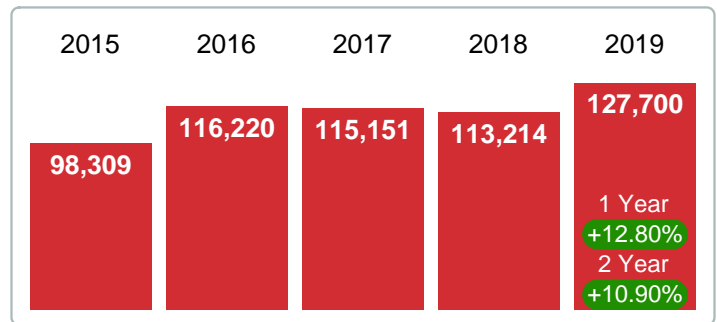
## AVERAGE SOLD PRICE AT CLOSING

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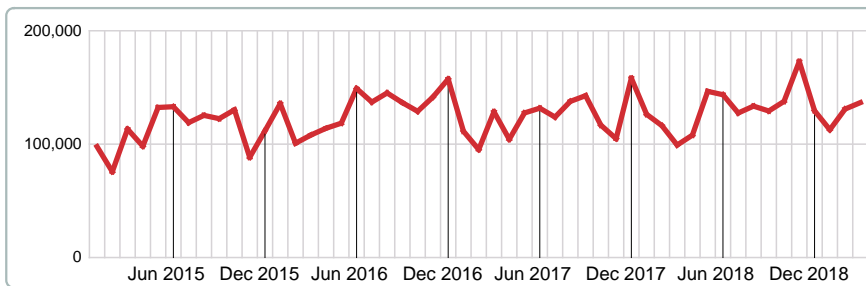
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

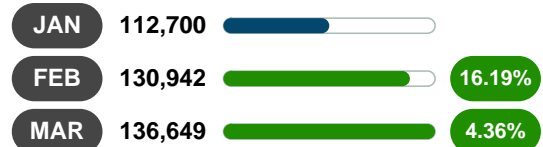


### 3 MONTHS

5 year MAR AVG = 117,129

High Nov 2018 172,895 Low Feb 2015 75,712

Average Sold Price at Closing this month at **136,649** above the 5 yr MAR average of **117,129**



### 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
\$40,000 and less	8.82%	24,583	23,300	31,000	0	0
\$40,001 - \$60,000	14.71%	49,080	48,500	48,733	52,900	0
\$60,001 - \$80,000	13.24%	69,478	0	68,663	76,000	0
\$80,001 - \$140,000	26.47%	105,489	86,000	107,987	0	107,000
\$140,001 - \$180,000	14.71%	168,190	0	167,167	171,300	165,000
\$180,001 - \$260,000	11.76%	222,613	0	231,500	195,950	0
\$260,001 and up	10.29%	380,986	461,000	324,975	0	445,000
<b>Average Sold Price</b>		<b>136,649</b>	<b>113,000</b>	<b>134,443</b>	<b>147,814</b>	<b>239,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>136,649</b>	<b>12</b>	<b>46</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,292,099</b>	<b>1.36M</b>	<b>6.18M</b>	<b>1.03M</b>	<b>717.00K</b>

# March 2019



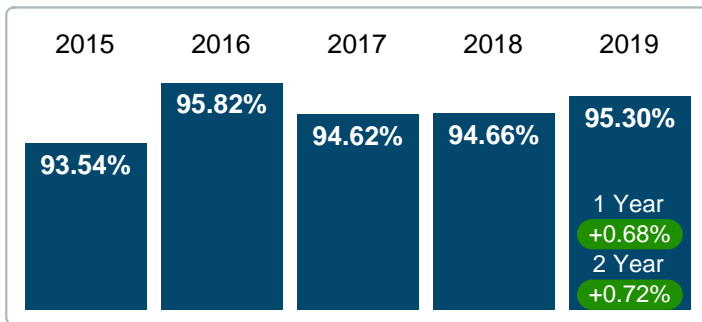
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



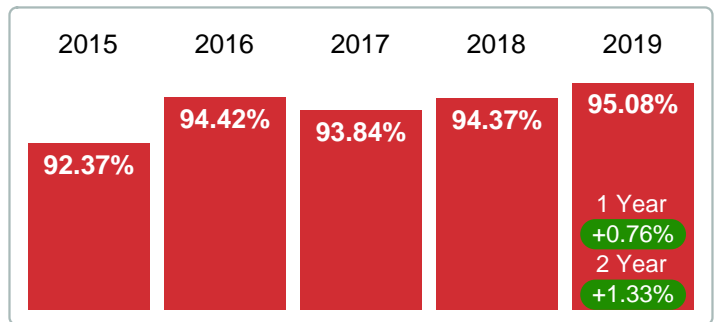
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

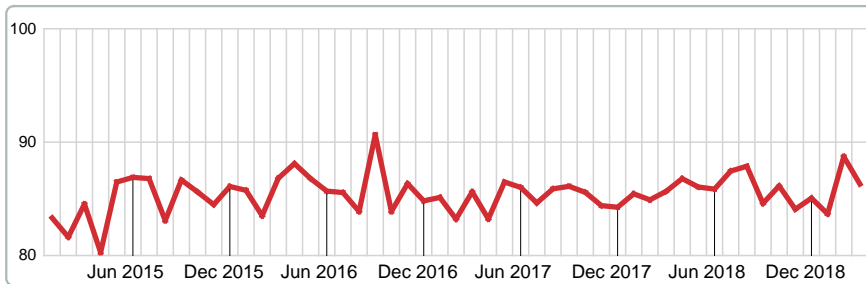
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

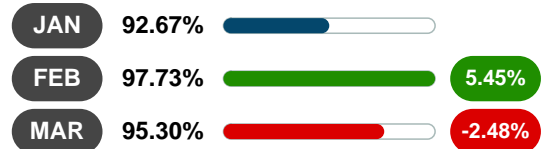


### 3 MONTHS

5 year MAR AVG = 94.79%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **95.30%**  
equal to 5 yr MAR average of **94.79%**



### 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
\$40,000 and less	6	8.82%	79.98%	80.29%	78.48%	0.00%	0.00%
\$40,001 - \$60,000	10	14.71%	96.11%	88.52%	98.25%	106.01%	0.00%
\$60,001 - \$80,000	9	13.24%	97.52%	0.00%	97.82%	95.12%	0.00%
\$80,001 - \$140,000	18	26.47%	97.26%	98.93%	97.04%	0.00%	97.27%
\$140,001 - \$180,000	10	14.71%	97.37%	0.00%	96.44%	97.11%	103.77%
\$180,001 - \$260,000	8	11.76%	95.88%	0.00%	94.60%	99.71%	0.00%
\$260,001 and up	7	10.29%	95.75%	92.74%	97.53%	0.00%	94.68%
Average Sold/List Ratio		95.30%		87.53%	96.57%	98.84%	98.58%
Total Closed Units	68	100%	95.30%	12	46	7	3
Total Closed Volume	9,292,099			1.36M	6.18M	1.03M	717.00K

# March 2019



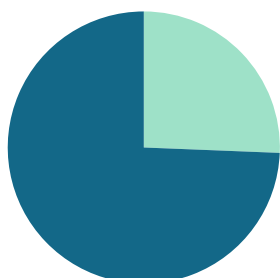
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

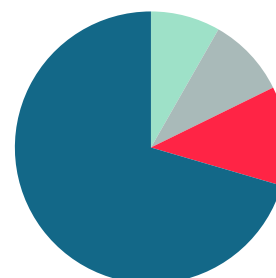


**Inventory**  
 New Listings  
**193 = 25.63%**  
 Start Inventory  
**560**  
 Total Inventory Units  
**753**  
 Volume  
**\$167,225,587**

### Market Activity

Closed Sales  
**68 = 8.26%**  
 Pending Sales  
**78 = 9.48%**  
 Other Off Market  
**97 = 11.79%**  
 Active Inventory  
**580 = 70.47%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	70	68	-2.86%	186	156	-16.13%
Pending Sales	59	78	32.20%	202	202	0.00%
New Listings	193	193	0.00%	489	519	6.13%
Average List Price	104,754	142,934	36.45%	119,816	133,636	11.53%
Average Sale Price	99,231	136,649	37.71%	113,214	127,700	12.80%
Average Percent of Selling Price to List Price	94.66%	95.30%	0.68%	94.37%	95.08%	0.76%
Average Days on Market to Sale	62.96	59.74	-5.12%	68.34	62.65	-8.33%
Monthly Inventory	607	580	-4.45%	607	580	-4.45%
Months Supply of Inventory	9.29	8.69	-6.48%	9.29	8.69	-6.48%

**Absorption:** Last 12 months, an Average of **67** Sales/Month

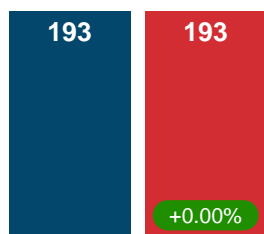
**Inventory** on March 31, 2019 = **580**

**2018** **2019**

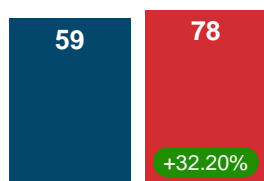
### MARCH MARKET

### AVERAGE PRICES

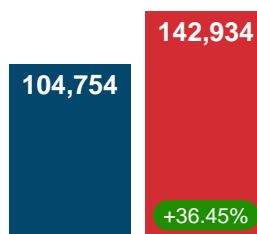
#### New Listings



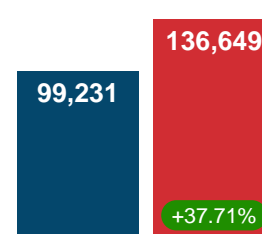
#### Pending Listings



#### List Price



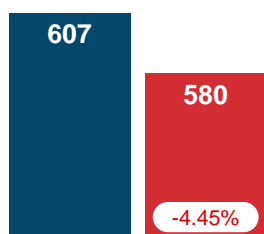
#### Sale Price



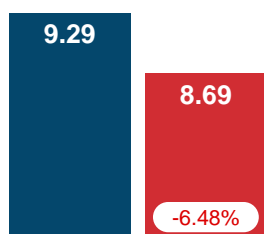
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

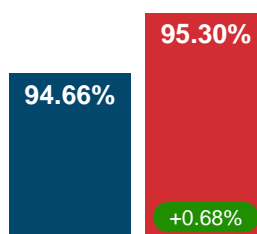
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

