



## December 2018

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

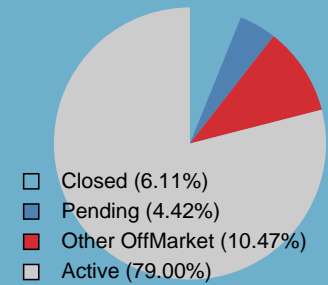


### MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2019 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	104	94	-9.62%
Pending Listings	62	68	9.68%
New Listings	175	186	6.29%
Average List Price	110,087	212,959	93.45%
Average Sale Price	103,943	199,895	92.31%
Average Percent of List Price to Selling Price	92.90%	95.30%	2.58%
Average Days on Market to Sale	66.44	58.57	-11.84%
End of Month Inventory	1,342	1,215	-9.46%
Months Supply of Inventory	15.88	13.01	-18.11%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **93** Sales/Month  
**Active Inventory** as of December 31, 2018 = **1,215**

#### Analysis Wrap-Up

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

The total housing inventory at the end of December 2018 decreased **9.46%** to 1,215 existing homes available for sale. Over the last 12 months this area has had an average of 93 closed sales per month. This represents an unsold inventory index of **13.01** 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 **92.31%** in December 2018 to \$199,895 versus the previous year at \$103,943.

##### Average Days on Market Shortens

The average number of **58.57** days that homes spent on the market before selling decreased by 7.87 days or **11.84%** in December 2018 compared to last year's same month at **66.44** DOM.

##### Sales Success for December 2018 is Positive

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

There were 186 New Listings in December 2018, up **6.29%** from last year at 175. Furthermore, there were 94 Closed Listings this month versus last year at 104, a **-9.62%** decrease.

Closed versus Listed trends yielded a **50.5%** ratio, down from previous year's, December 2017, at **59.4%**, a **14.96%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

#### 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.



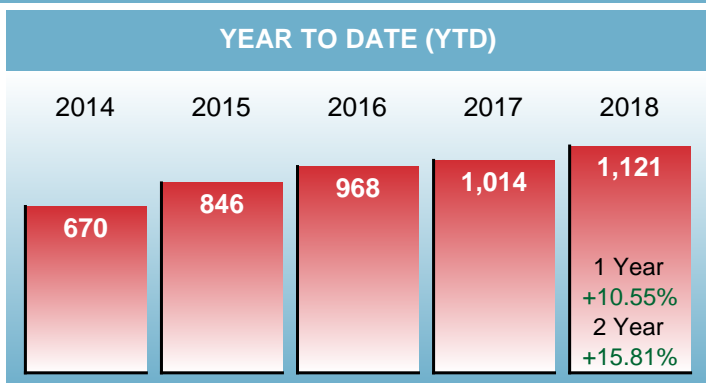
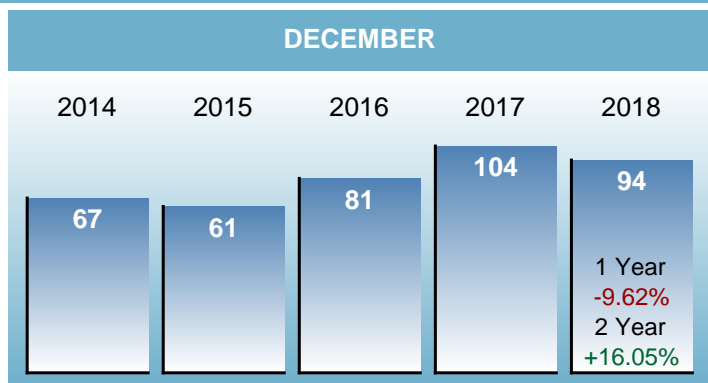
## December 2018

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

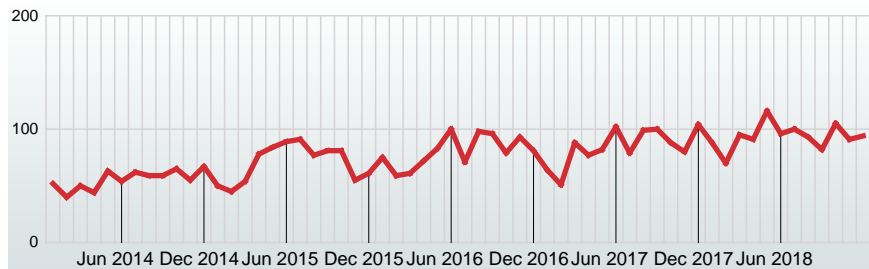


### CLOSED LISTINGS

Report produced on Jan 11, 2019 for MLS Technology Inc.



#### 5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 81

3 MONTHS

**High**  
May 2018 = 116  
**Low**  
Feb 2014 = 40  
*Closed Listings*  
this month at **94**,  
above the 5 yr DEC  
average of **81**

OCT	105
NOV	91
DEC	94
	-13.33%
	3.30%

#### 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	13	13.83%	54.9	10	2	1	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	23	24.47%	62.9	9	11	3	0
\$75,001 - \$125,000	19	20.21%	49.2	6	11	2	0
\$125,001 - \$175,000	15	15.96%	73.5	1	13	1	0
\$175,001 - \$275,000	13	13.83%	65.5	0	9	4	0
\$275,001 and up	11	11.70%	41.6	3	5	2	1
<b>Total Closed Units</b>	<b>94</b>			<b>29</b>	<b>51</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>18,790,163</b>	<b>100%</b>	<b>58.6</b>	<b>8.90M</b>	<b>7.37M</b>	<b>2.12M</b>	<b>398.50K</b>
<b>Average Closed Price</b>	<b>\$199,895</b>			<b>\$306,981</b>	<b>\$144,509</b>	<b>\$163,017</b>	<b>\$398,500</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



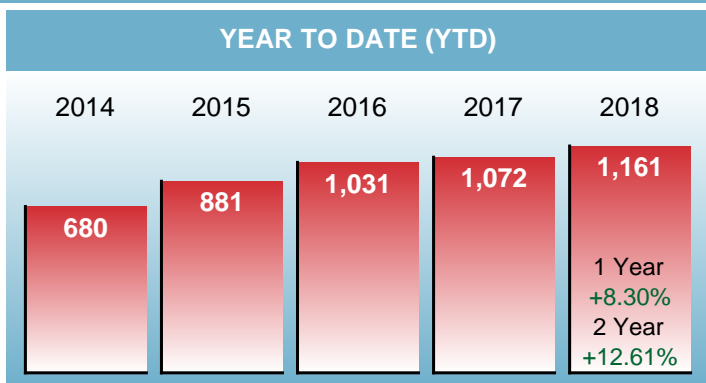
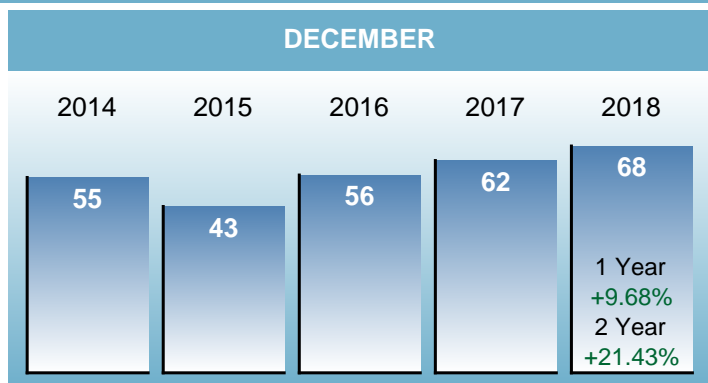
## December 2018

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

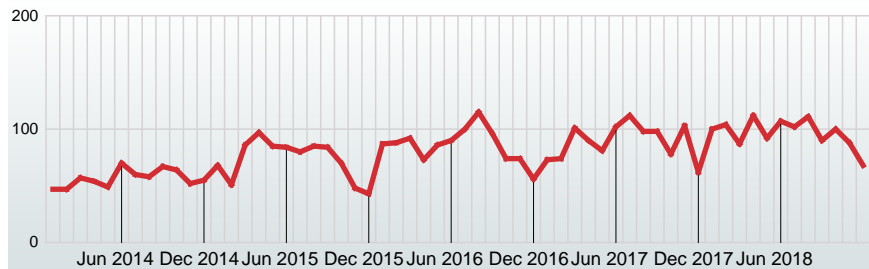


### PENDING LISTINGS

Report produced on Jan 11, 2019 for MLS Technology Inc.

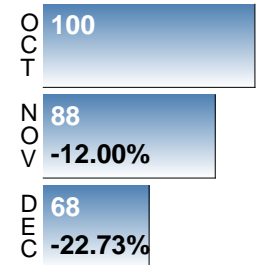


#### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 57**      **3 MONTHS**

**High**  
Aug 2016 = 115  
**Low**  
Dec 2015 = 43  
*Pending Listings*  
this month at **68**,  
above the 5 yr DEC  
average of **57**



#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	10.29%	25.9	6	1	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	17	25.00%	50.6	8	7	2	0
\$75,001 - \$150,000	16	23.53%	71.8	2	9	4	1
\$150,001 - \$200,000	11	16.18%	59.2	2	7	2	0
\$200,001 - \$400,000	11	16.18%	61.5	3	5	2	1
\$400,001 and up	6	8.82%	57.2	1	1	4	0
<b>Total Pending Units</b>	<b>68</b>			<b>22</b>	<b>30</b>	<b>14</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>15,133,686</b>	<b>100%</b>	<b>39.6</b>	<b>4.57M</b>	<b>4.72M</b>	<b>5.33M</b>	<b>508.50K</b>
<b>Average Listing Price</b>	<b>\$162,880</b>			<b>\$207,932</b>	<b>\$157,202</b>	<b>\$381,046</b>	<b>\$254,250</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



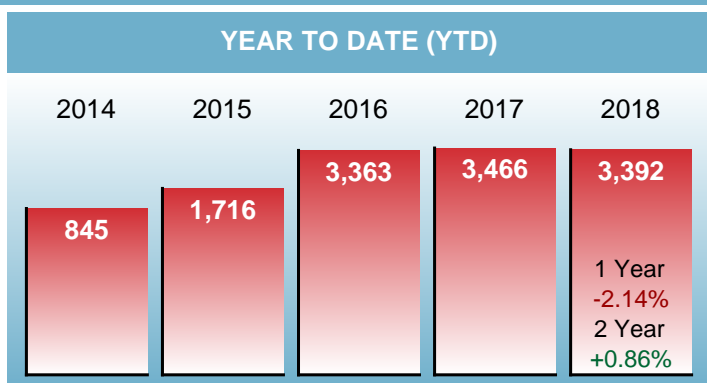
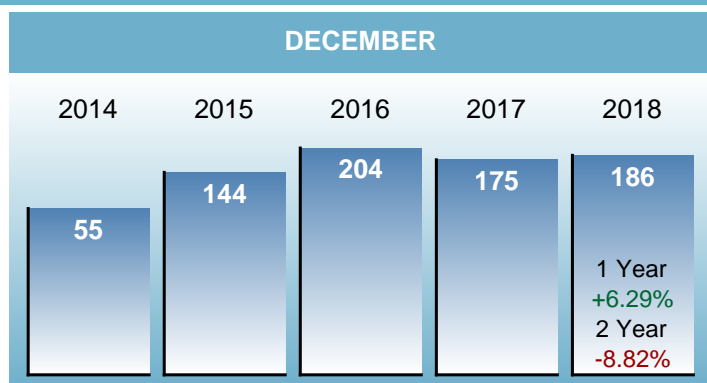
## December 2018

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



### NEW LISTINGS

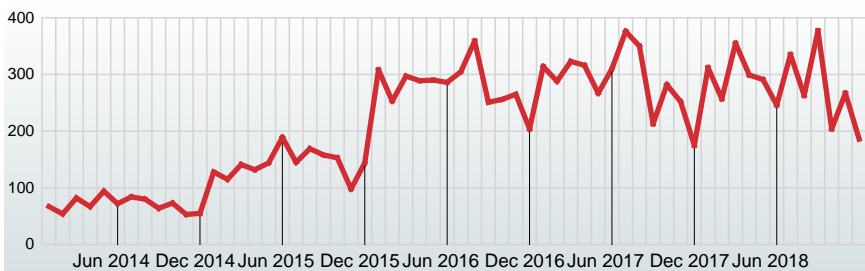
Report produced on Jan 11, 2019 for MLS Technology Inc.



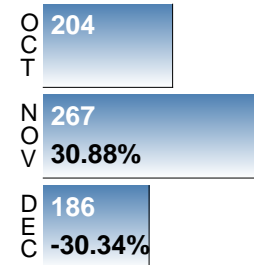
#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 153

3 MONTHS



**High**  
Sep 2018 = 377  
**Low**  
Nov 2014 = 53  
*New Listings*  
this month at **186**,  
above the 5 yr DEC  
average of **153**



#### 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	9	4.84%	7	2	0	0
\$20,001 \$40,000	23	12.37%	21	2	0	0
\$40,001 \$70,000	30	16.13%	16	13	1	0
\$70,001 \$140,000	50	26.88%	18	23	8	1
\$140,001 \$250,000	33	17.74%	7	17	8	1
\$250,001 \$470,000	22	11.83%	5	12	5	0
\$470,001 and up	19	10.22%	4	4	9	2
<b>Total New Listed Units</b>	<b>186</b>		<b>78</b>	<b>73</b>	<b>31</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>36,829,049</b>	<b>100%</b>	<b>9.13M</b>	<b>13.32M</b>	<b>12.88M</b>	<b>1.50M</b>
<b>Average New Listed Listing Price</b>	<b>\$100,543</b>		<b>\$117,052</b>	<b>\$182,401</b>	<b>\$415,542</b>	<b>\$375,470</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



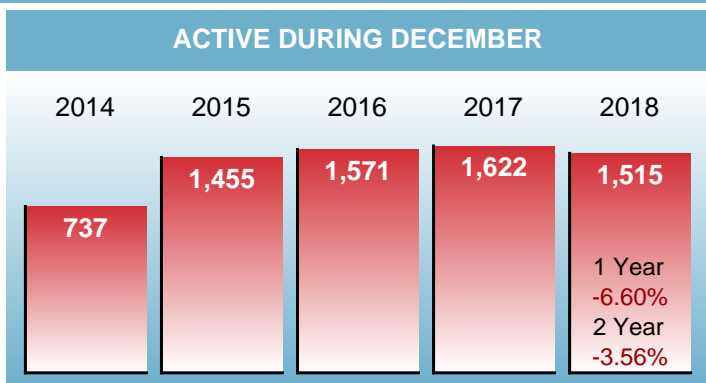
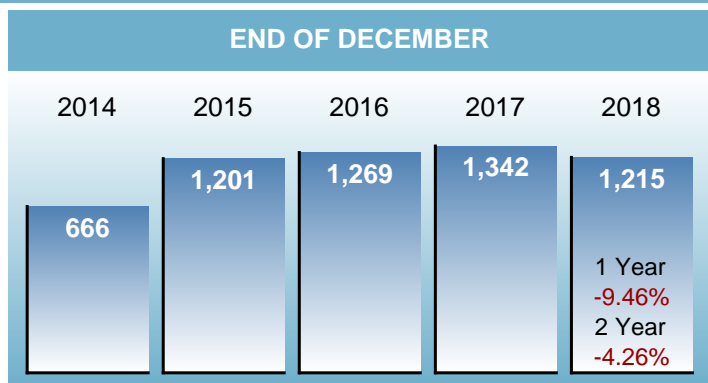
## December 2018

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



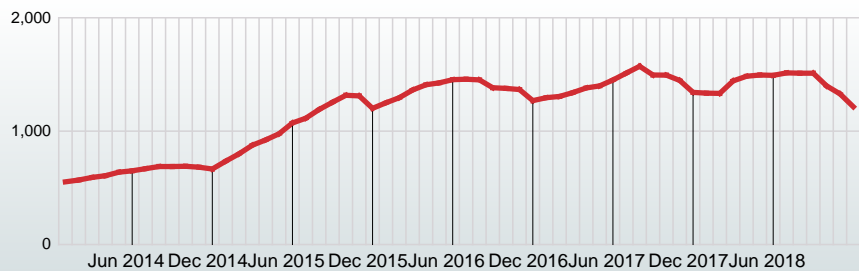
### ACTIVE INVENTORY

Report produced on Jan 11, 2019 for MLS Technology Inc.



#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 1,139      3 MONTHS



**High**  
Aug 2017 = 1,572  
**Low**  
Jan 2014 = 553  
*Inventory*  
this month at **1,215**,  
above the 5 yr DEC  
average of **1,139**

OCT	1,399
NOV	1,329 -5.00%
DEC	1,215 -8.58%

#### 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	169	13.91%	120.4	163	5	1	0
\$25,001-\$50,000	166	13.66%	114.8	146	17	3	0
\$50,001-\$125,000	363	29.88%	107.4	206	137	19	1
\$125,001-\$225,000	233	19.18%	99.6	94	105	31	3
\$225,001-\$400,000	161	13.25%	108.3	44	78	32	7
\$400,001 and up	123	10.12%	108.7	31	37	43	12
<b>Total Active Inventory by Units</b>	1,215			684	379	129	23
<b>Total Active Inventory by Volume</b>	218,608,965	100%	109.0	80.78M	78.04M	45.47M	14.32M
<b>Average Active Inventory Listing Price</b>	\$179,925			\$118,093	\$205,916	\$352,508	\$622,499

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



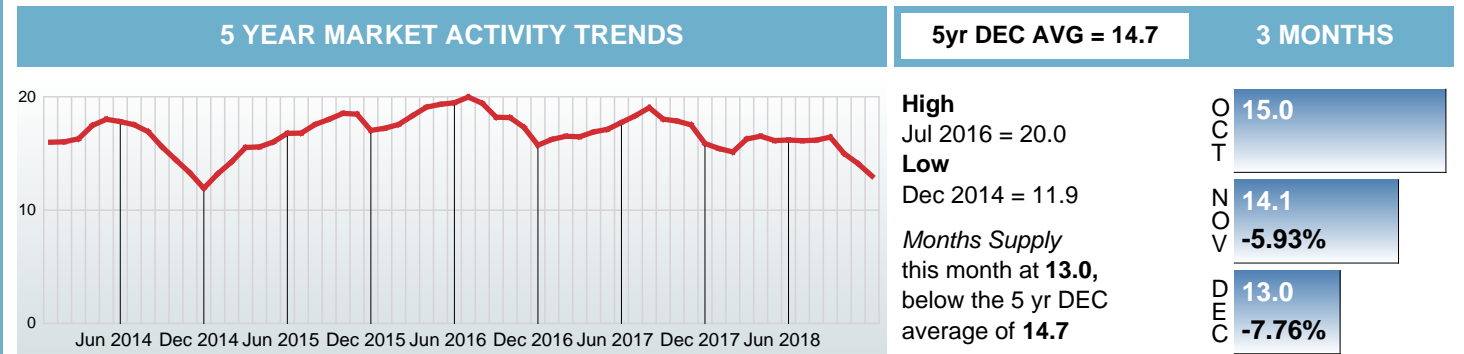
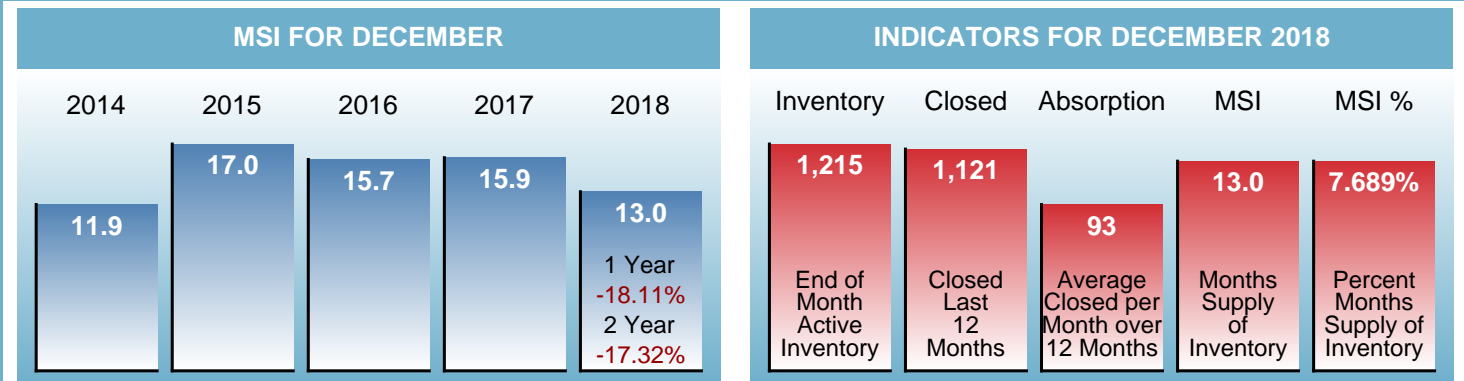
## December 2018

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



### MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jan 11, 2019 for MLS Technology Inc.



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	<b>120</b>		9.88%	15.8	18.2	3.7	12.0	0.0
\$20,001 \$40,000	<b>129</b>		10.62%	9.7	13.8	1.6	2.4	0.0
\$40,001 \$70,000	<b>198</b>		16.30%	12.6	19.8	7.1	1.8	0.0
\$70,001 \$140,000	<b>321</b>		26.42%	11.4	22.4	7.3	7.8	6.0
\$140,001 \$230,000	<b>175</b>		14.40%	10.5	42.7	6.5	9.9	24.0
\$230,001 \$410,000	<b>150</b>		12.35%	15.4	53.3	14.8	9.9	6.0
\$410,001 and up	<b>122</b>		10.04%	56.3	93.0	36.0	64.5	72.0
Market Supply of Inventory (MSI)	13.0				21.0	7.9	11.2	13.8
Total Active Inventory by Units	1,215		100%	13.0	684	379	129	23

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



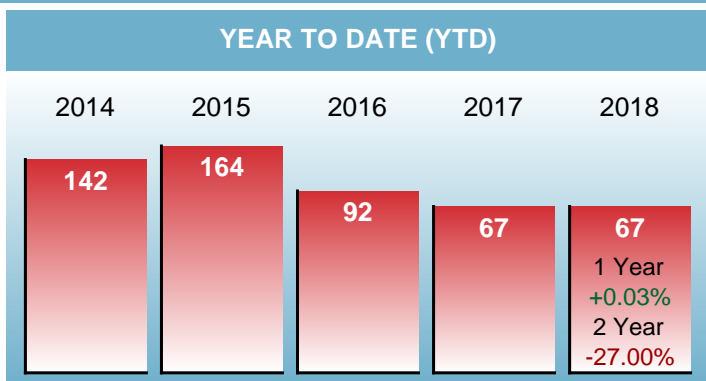
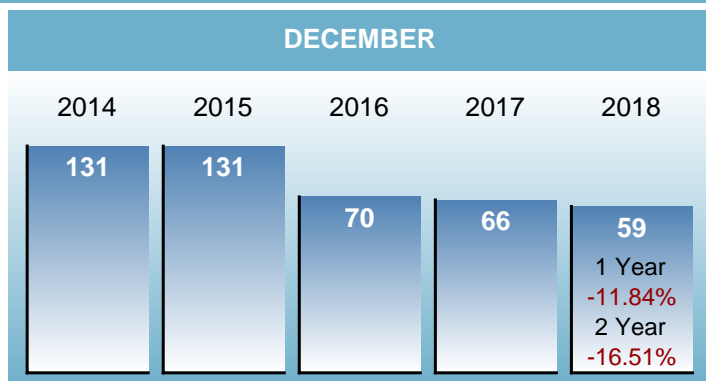
## December 2018

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

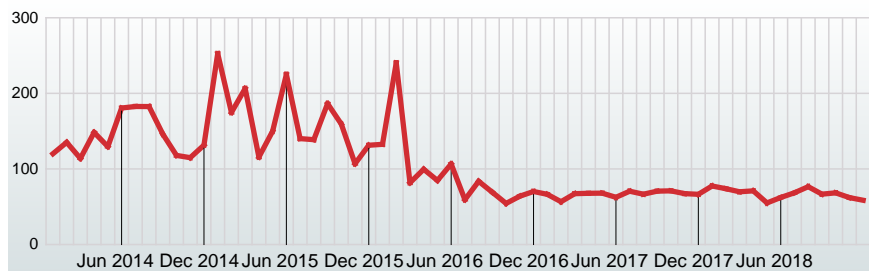


### AVERAGE DAYS ON MARKET TO SALE

Report produced on Jan 11, 2019 for MLS Technology Inc.



#### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 92**      **3 MONTHS**

<b>High</b> Jan 2015 = 253	<b>OCT</b> 68
<b>Low</b> Oct 2016 = 54	<b>NOV</b> 62
<i>Average Days on Market</i> this month at <b>59</b> , below the 5 yr DEC average of <b>92</b>	<b>DEC</b> 59
	<b>-9.17%</b>
	<b>-5.68%</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
\$25,000 and less	13	13.83%	54.9	51.5	35.5	128.0	0.0
\$25,001 - \$25,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$25,001 - \$75,000	23	24.47%	62.9	82.0	55.2	34.0	0.0
\$75,001 - \$125,000	19	20.21%	49.2	55.3	44.5	56.5	0.0
\$125,001 - \$175,000	15	15.96%	73.5	2.0	84.1	7.0	0.0
\$175,001 - \$275,000	13	13.83%	65.5	0.0	66.8	62.5	0.0
\$275,001 and up	11	11.70%	41.6	33.0	32.8	61.5	72.0
Average Closed DOM	58.6			58.1	59.3	55.6	72.0
Total Closed Units	94			29	51	13	1
Total Closed Volume	18,790,163			8.90M	7.37M	2.12M	398.50K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



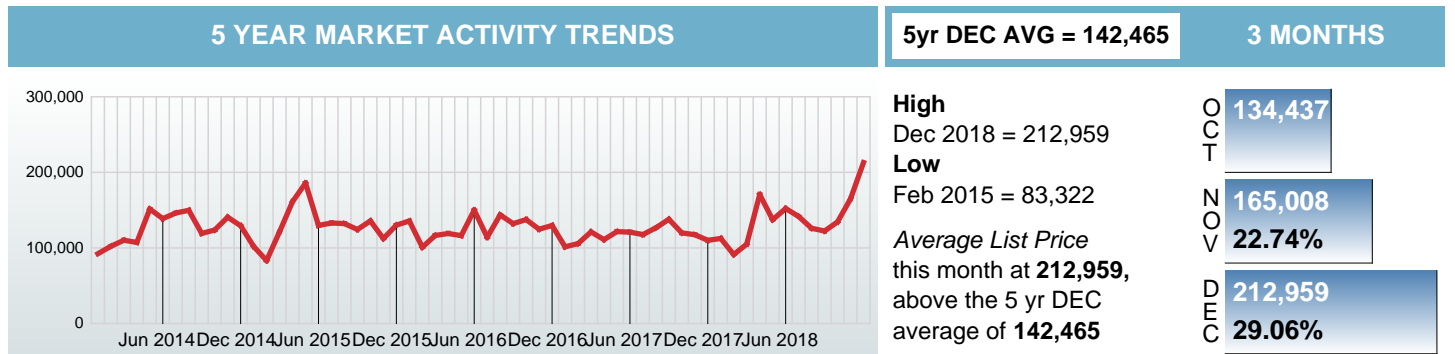
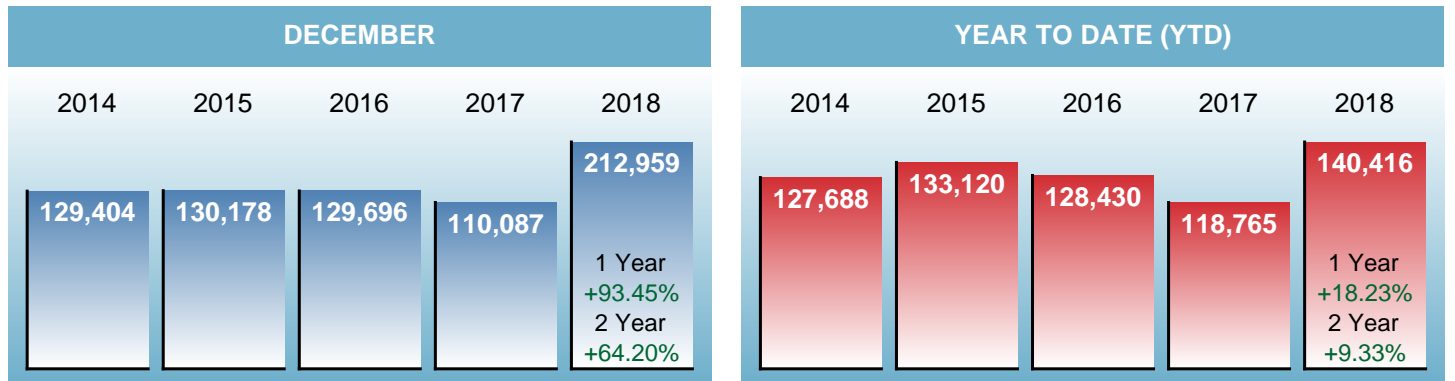
## December 2018

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



### AVERAGE LIST PRICE AT CLOSING

Report produced on Jan 11, 2019 for MLS Technology Inc.



### 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	9.57%	19,056	24,110	26,950	24,900	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	26	27.66%	50,181	51,911	60,745	55,800	0
\$75,001 - \$125,000	18	19.15%	104,789	108,467	102,327	119,100	0
\$125,001 - \$175,000	15	15.96%	152,447	149,500	158,562	159,900	0
\$175,001 - \$275,000	13	13.83%	216,365	0	230,006	238,200	0
\$275,001 and up	13	13.83%	888,946	2,733,333	337,800	349,900	398,500
Average List Price	212,959			334,779	150,354	172,538	398,500
Total Closed Units	94			29	51	13	1
Total Closed Volume	20,018,149			9.71M	7.67M	2.24M	398.50K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®





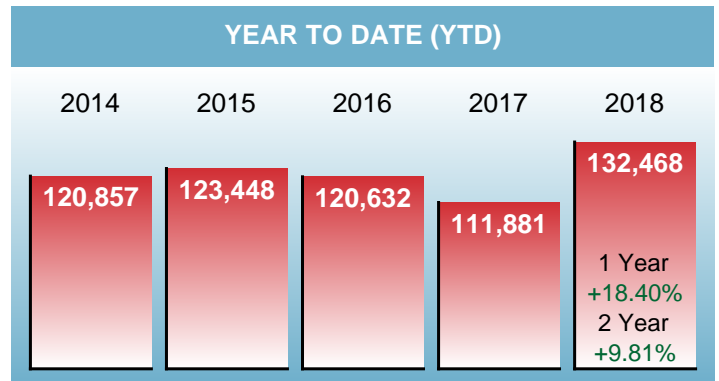
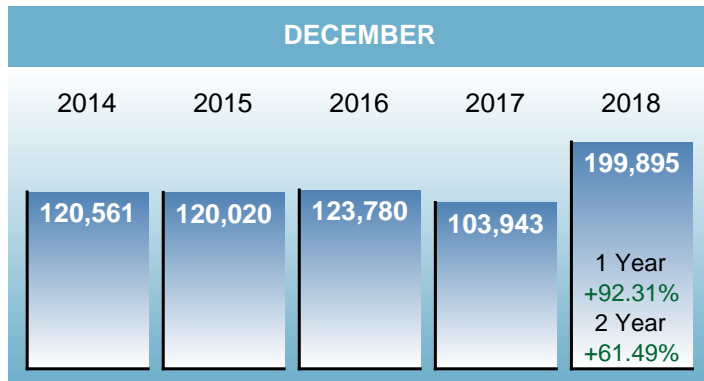
## December 2018

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



### AVERAGE SOLD PRICE AT CLOSING

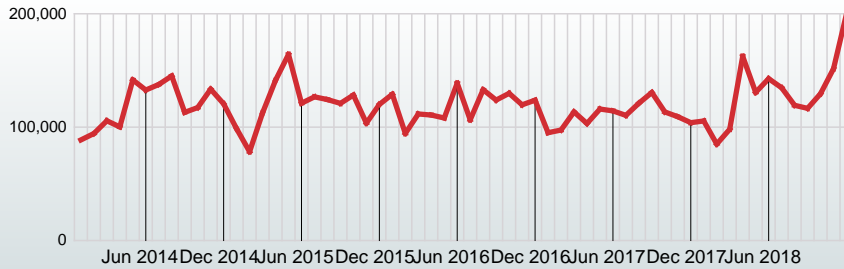
Report produced on Jan 11, 2019 for MLS Technology Inc.



#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 133,640

#### 3 MONTHS



**High**  
Dec 2018 = 199,895  
**Low**  
Feb 2015 = 78,363  
*Average Sold Price*  
this month at **199,895**,  
above the 5 yr DEC  
average of **133,640**

OCT	129,500
NOV	151,552
DEC	17.03%
DEC	199,895
DEC	31.90%

### 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	13	13.83%	19,356	18,763	20,000	24,000	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	23	24.47%	52,340	46,168	57,436	52,167	0
\$75,001 - \$125,000	19	20.21%	104,001	101,983	102,836	116,463	0
\$125,001 - \$175,000	15	15.96%	152,980	140,000	153,446	159,900	0
\$175,001 - \$275,000	13	13.83%	214,923	0	215,222	214,250	0
\$275,001 and up	11	11.70%	933,636	2,515,807	327,035	344,450	398,500
Average Sold Price	199,895			306,981	144,509	163,017	398,500
Total Closed Units	94	100%	199,895	29	51	13	1
Total Closed Volume	18,790,163			8.90M	7.37M	2.12M	398.50K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



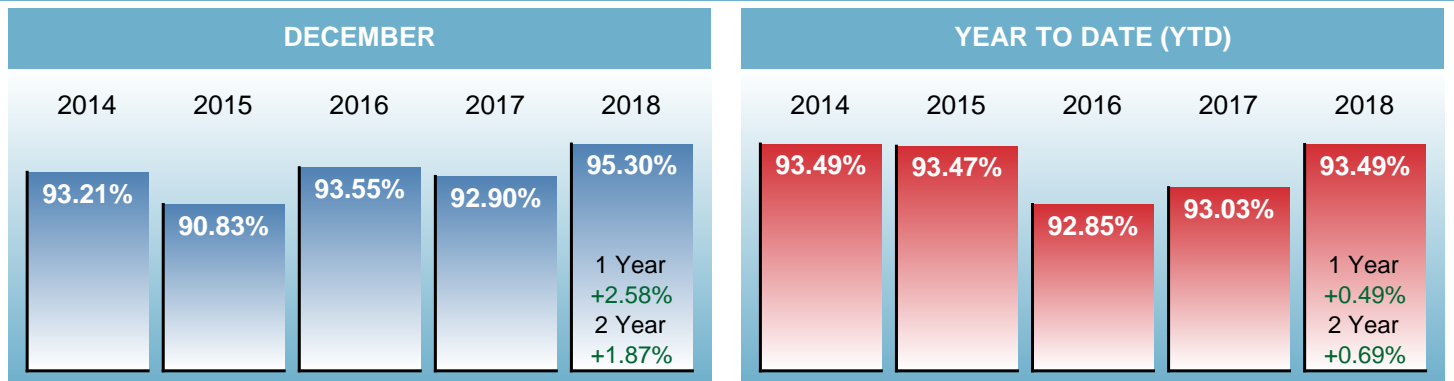
## December 2018

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

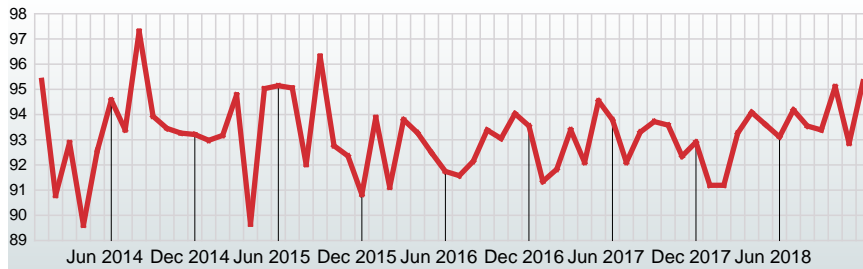


### AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2019 for MLS Technology Inc.



#### 5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 93.16%

#### 3 MONTHS

High  
Aug 2014 = 97.30%

Low  
Apr 2014 = 89.61%

Average Sold/List Ratio  
this month at **95.30%**,  
above the 5 yr DEC  
average of **93.16%**

OCT 95.11%

NOV 92.86%  
-2.36%

DEC 95.30%  
2.63%

### 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	13	13.83%	82.73%	83.02%	74.45%	96.39%	0.00%
\$25,001 - \$25,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	23	24.47%	92.45%	88.53%	95.31%	93.74%	0.00%
\$75,001 - \$125,000	19	20.21%	107.75%	94.18%	116.96%	97.78%	0.00%
\$125,001 - \$175,000	15	15.96%	96.89%	93.65%	96.90%	100.00%	0.00%
\$175,001 - \$275,000	13	13.83%	92.97%	0.00%	94.06%	90.51%	0.00%
\$275,001 and up	11	11.70%	95.22%	88.81%	96.92%	98.18%	100.00%
Average Sold/List Ratio			95.30%	88.00%	99.50%	94.74%	100.00%
Total Closed Units		100%	95.30%	29	51	13	1
Total Closed Volume			18,790,163	8.90M	7.37M	2.12M	398.50K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



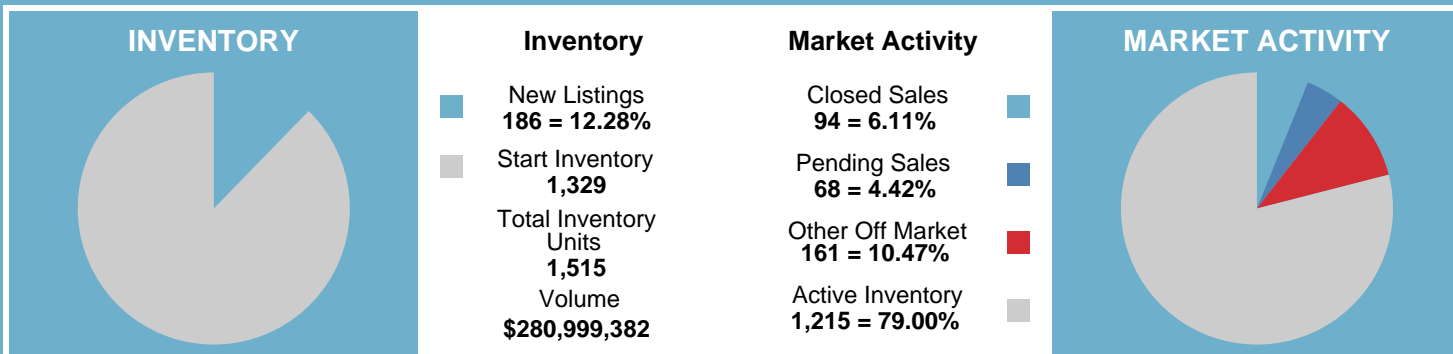
## December 2018

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



### MARKET SUMMARY

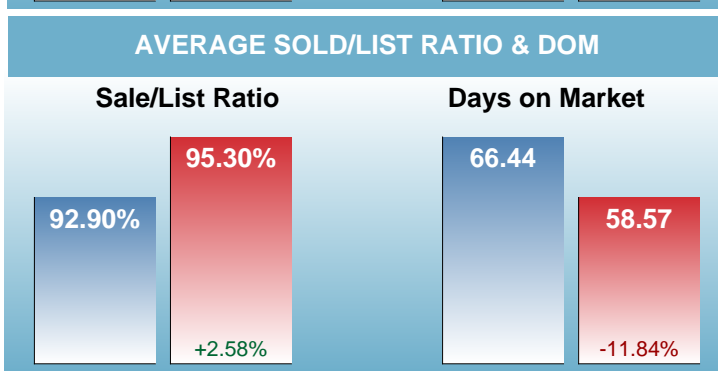
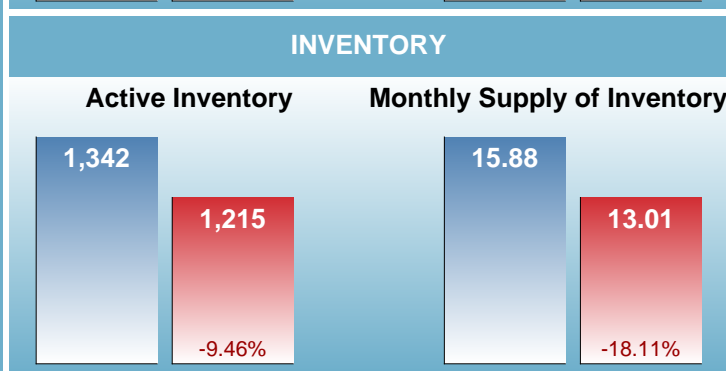
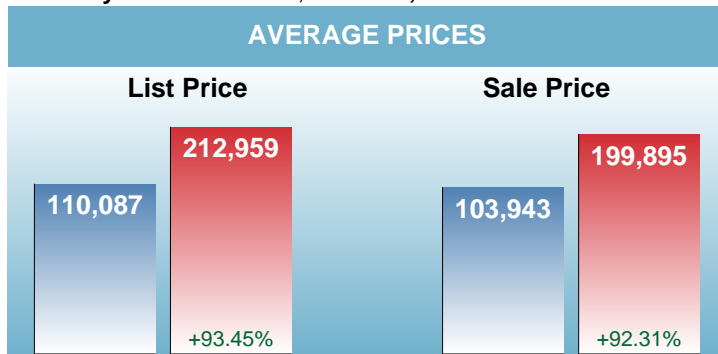
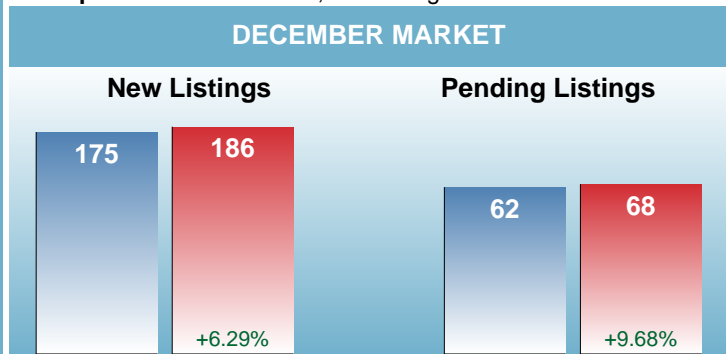
Report produced on Jan 11, 2019 for MLS Technology Inc.



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	104	94	-9.62%	1,014	1,121	10.55%
Pending Sales	62	68	9.68%	1,072	1,161	8.30%
New Listings	175	186	6.29%	3,466	3,392	-2.14%
Average List Price	110,087	212,959	93.45%	118,765	140,416	18.23%
Average Sale Price	103,943	199,895	92.31%	111,881	132,468	18.40%
Average Percent of Selling Price to List Price	92.90%	95.30%	2.58%	93.03%	93.49%	0.49%
Average Days on Market to Sale	66.44	58.57	-11.84%	67.06	67.08	0.03%
Monthly Inventory	1,342	1,215	-9.46%	1,342	1,215	-9.46%
Months Supply of Inventory	15.88	13.01	-18.11%	15.88	13.01	-18.11%

**Absorption:** Last 12 months, an Average of **93** Sales/Month

**Inventory** on December 31, 2018 = **1,215** 2017 2018



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com