



## December 2018

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

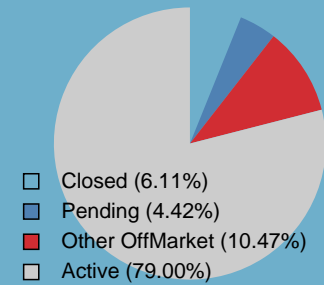


### MONTHLY INVENTORY ANALYSIS

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%
Median List Price	83,000	112,450	35.48%
Median Sale Price	79,950	106,900	33.71%
Median Percent of List Price to Selling Price	95.65%	95.84%	0.19%
Median Days on Market to Sale	57.50	45.50	-20.87%
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.

##### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **33.71%** in December 2018 to \$106,900 versus the previous year at \$79,950.

##### Median Days on Market Shortens

The median number of **45.50** days that homes spent on the market before selling decreased by 12.00 days or **20.87%** in December 2018 compared to last year's same month at **57.50** DOM.

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

Overall, with Median 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

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

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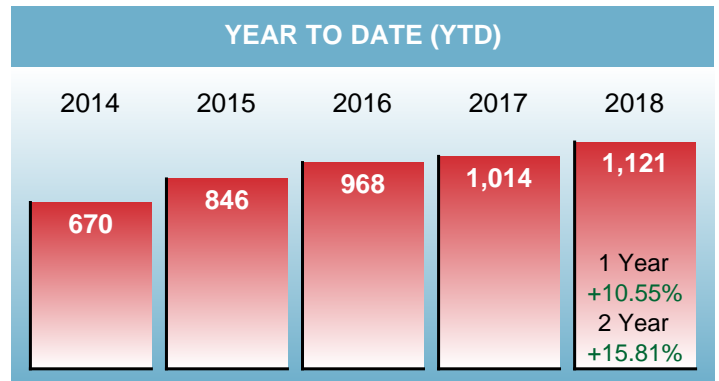
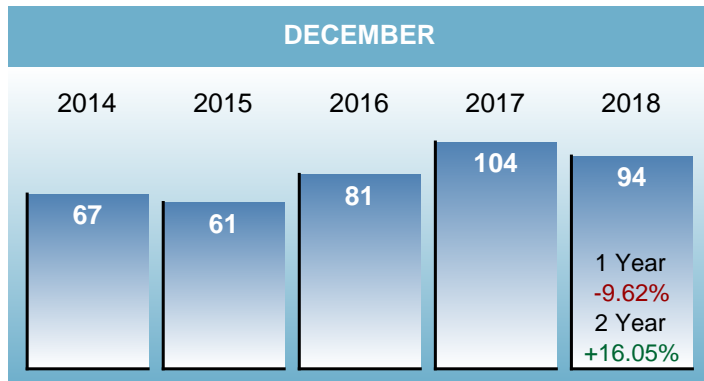
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### CLOSED LISTINGS

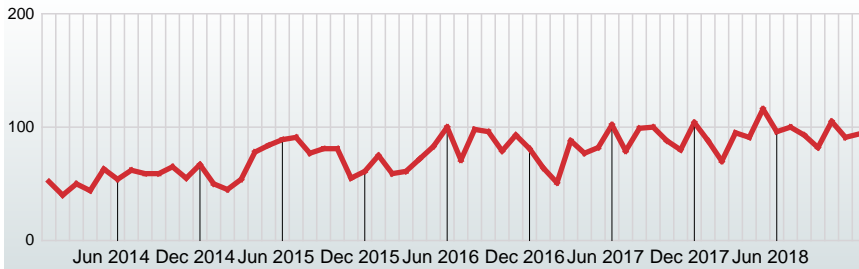
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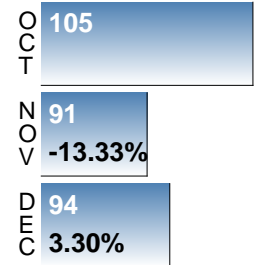
#### 5 YEAR MARKET ACTIVITY TRENDS

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**



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	6.38%	9.5	5	1	0	0
\$20,001 \$40,000	13	13.83%	76.0	9	3	1	0
\$40,001 \$70,000	14	14.89%	37.0	4	7	3	0
\$70,001 \$140,000	27	28.72%	36.0	8	17	2	0
\$140,001 \$190,000	11	11.70%	97.0	0	10	1	0
\$190,001 \$280,000	13	13.83%	51.0	0	9	4	0
\$280,001 and up	10	10.64%	35.0	3	4	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>45.5</b>	<b>8.90M</b>	<b>7.37M</b>	<b>2.12M</b>	<b>398.50K</b>
<b>Median Closed Price</b>	<b>\$106,900</b>			<b>\$42,000</b>	<b>\$135,900</b>	<b>\$159,900</b>	<b>\$398,500</b>

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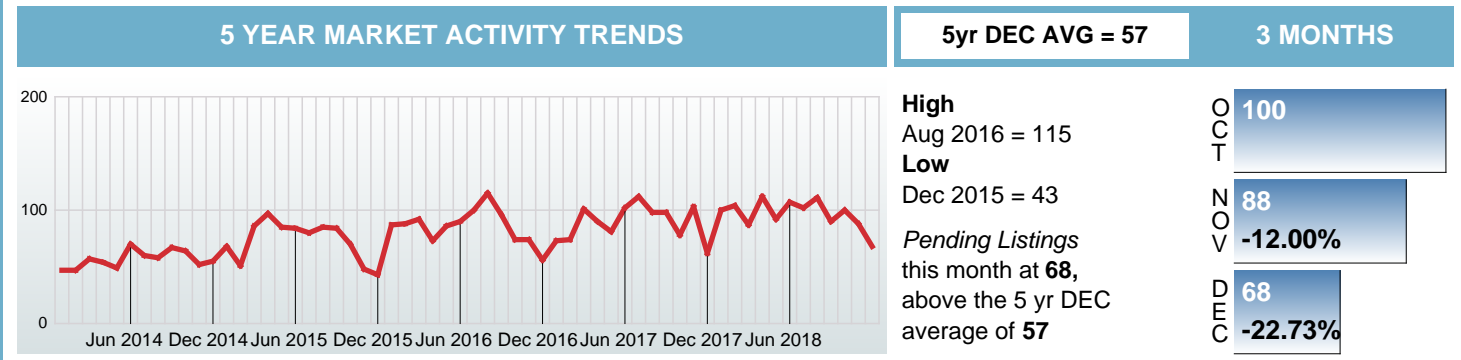
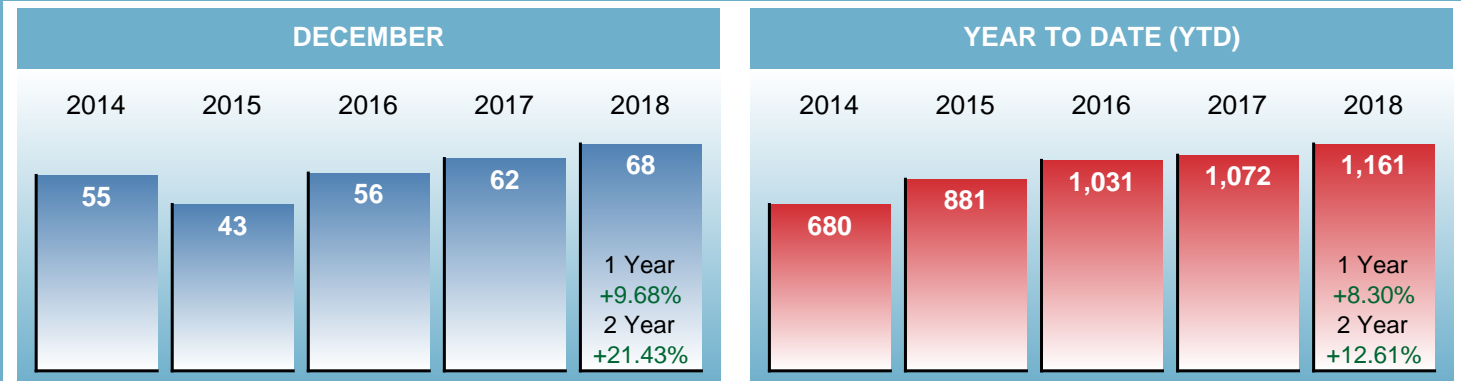
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### PENDING LISTINGS

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### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	5.88%	1.0	4	0	0	0
\$20,001 - \$40,000	9	13.24%	7.0	6	3	0	0
\$40,001 - \$80,000	12	17.65%	39.0	5	5	2	0
\$80,001 - \$150,000	15	22.06%	73.0	1	9	4	1
\$150,001 - \$210,000	12	17.65%	53.0	3	7	2	0
\$210,001 - \$400,000	10	14.71%	53.0	2	5	2	1
\$400,001 and up	6	8.82%	4.5	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>42.0</b>	<b>4.57M</b>	<b>4.72M</b>	<b>5.33M</b>	<b>508.50K</b>
<b>Median Listing Price</b>	<b>\$114,950</b>			<b>\$43,250</b>	<b>\$124,950</b>	<b>\$154,950</b>	<b>\$254,250</b>

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



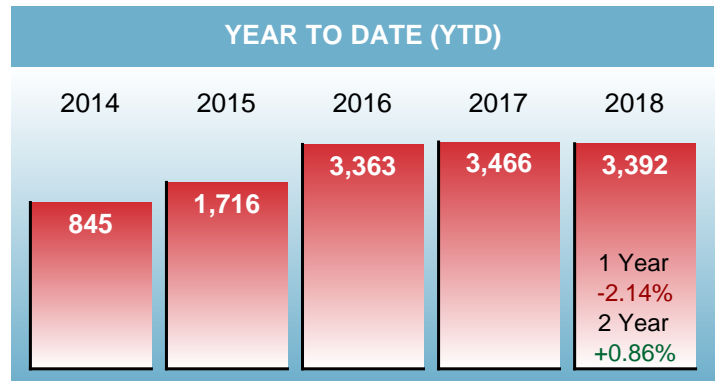
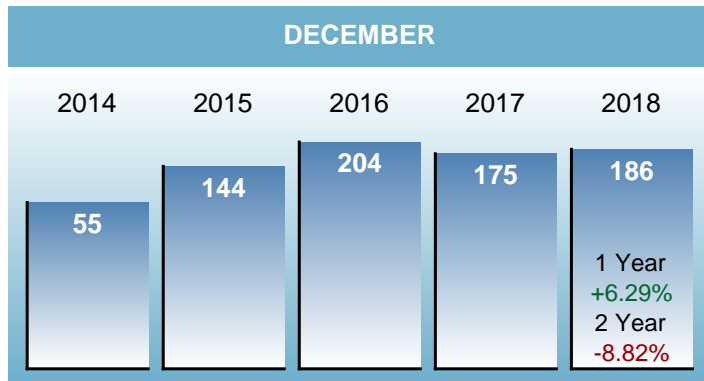
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### NEW LISTINGS

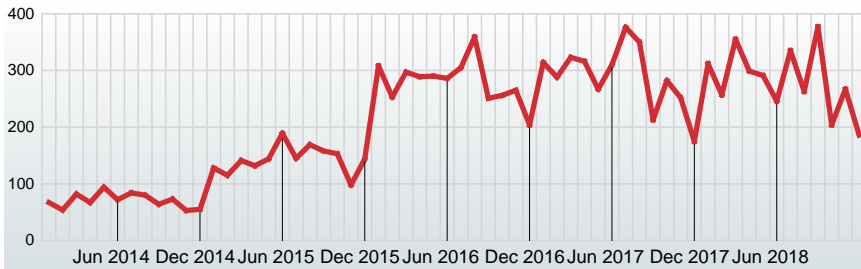
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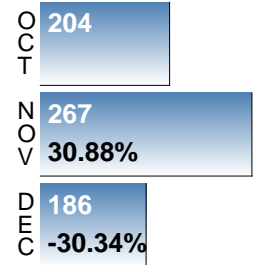
#### 5 YEAR MARKET ACTIVITY TRENDS

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>Median New Listed Listing Price</b>	<b>\$115,450</b>		<b>\$52,250</b>	<b>\$134,900</b>	<b>\$219,000</b>	<b>\$348,950</b>

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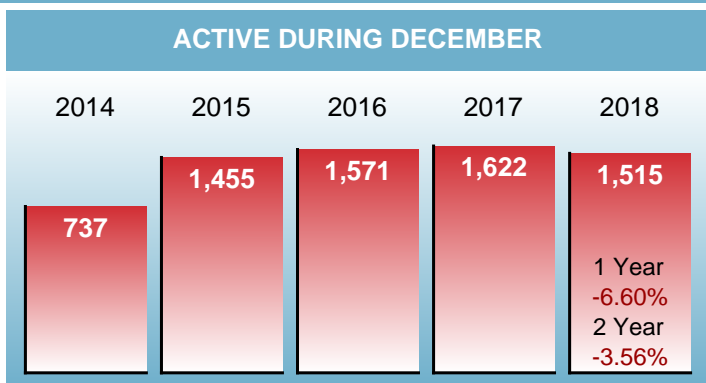
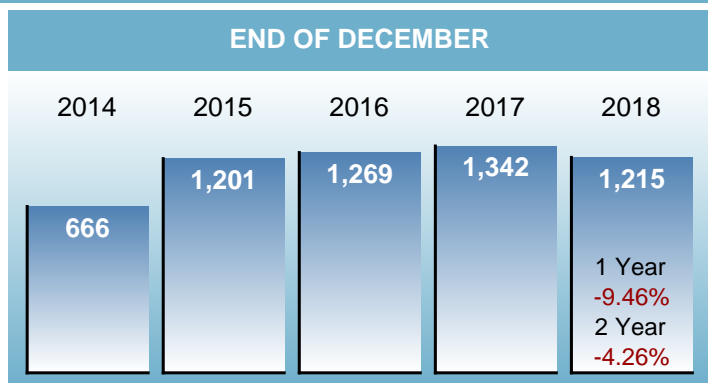
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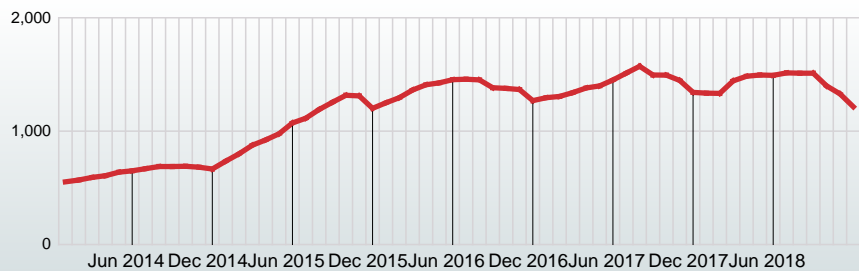
### ACTIVE INVENTORY

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#### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	120	9.88%	105.5	115	4	1	0
\$20,001 \$40,000	129	10.62%	73.0	121	6	2	0
\$40,001 \$70,000	198	16.30%	98.0	145	51	2	0
\$70,001 \$140,000	321	26.42%	98.0	168	128	24	1
\$140,001 \$230,000	175	14.40%	87.0	64	79	28	4
\$230,001 \$410,000	150	12.35%	109.0	40	75	29	6
\$410,001 and up	122	10.04%	105.0	31	36	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%	98.0	80.78M	78.04M	45.47M	14.32M
<b>Median Active Inventory Listing Price</b>	\$102,942			\$58,880	\$144,900	\$275,000	\$465,000

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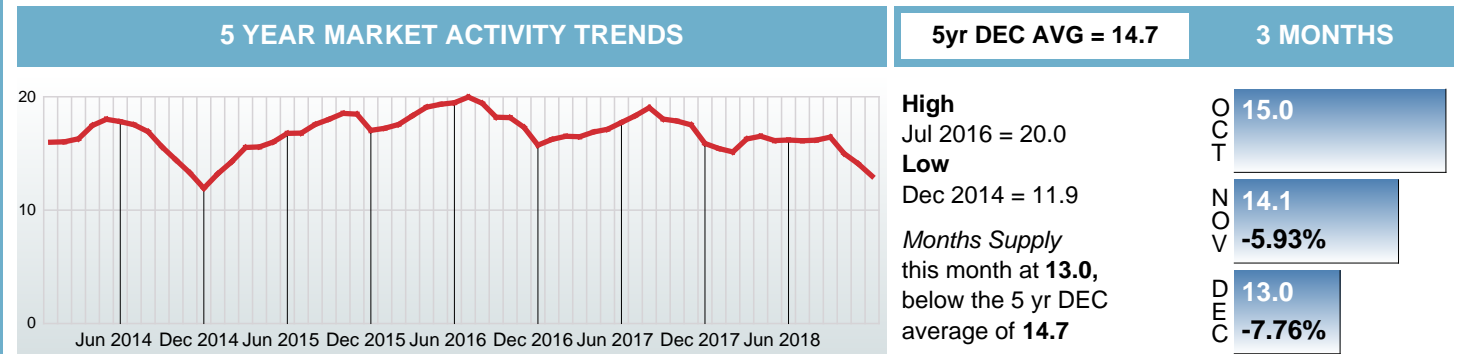
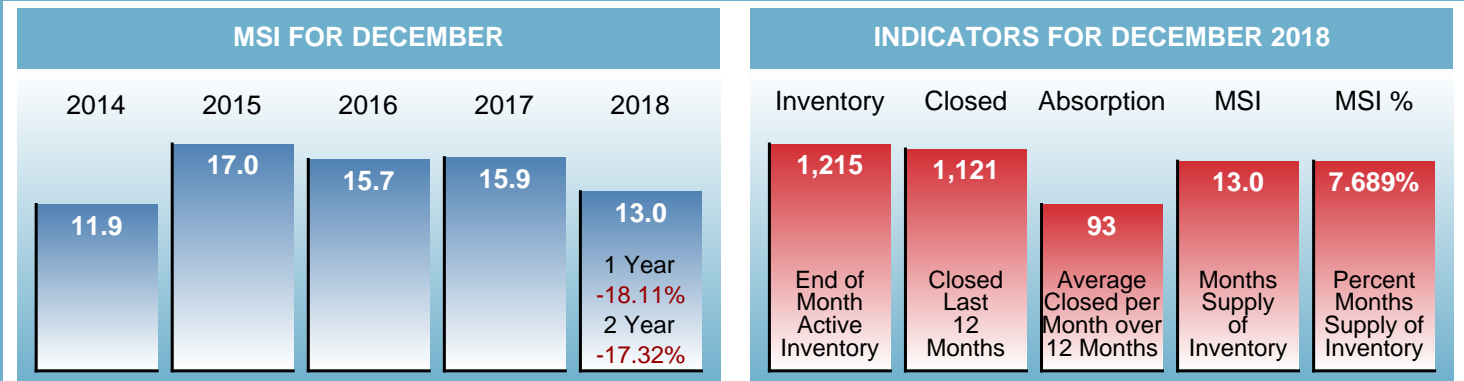
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### MONTHS SUPPLY of INVENTORY (MSI)

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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	120	9.88%	15.8	18.2	3.7	12.0	0.0
\$20,001 \$40,000	129	10.62%	9.7	13.8	1.6	2.4	0.0
\$40,001 \$70,000	198	16.30%	12.6	19.8	7.1	1.8	0.0
\$70,001 \$140,000	321	26.42%	11.4	22.4	7.3	7.8	6.0
\$140,001 \$230,000	175	14.40%	10.5	42.7	6.5	9.9	24.0
\$230,001 \$410,000	150	12.35%	15.4	53.3	14.8	9.9	6.0
\$410,001 and up	122	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

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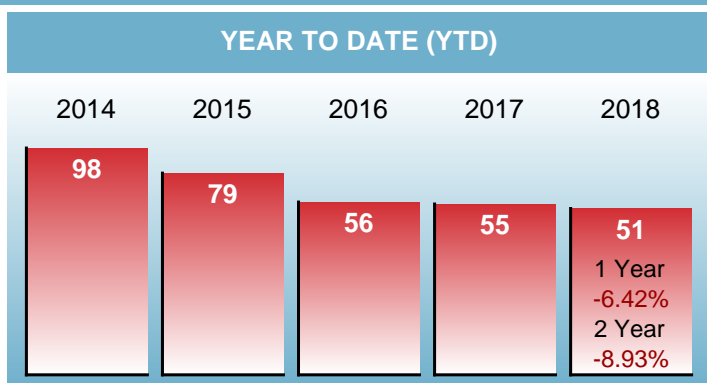
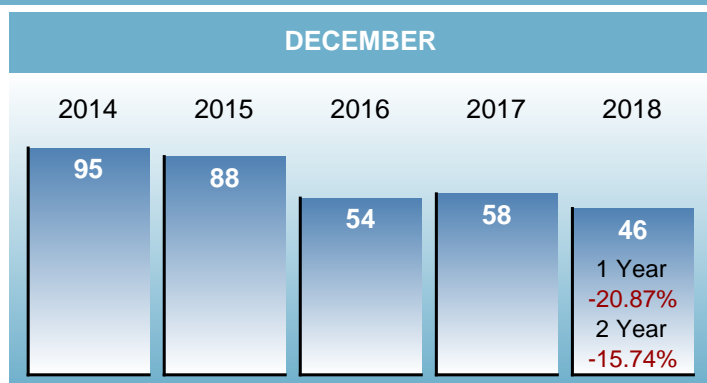
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### MEDIAN DAYS ON MARKET TO SALE

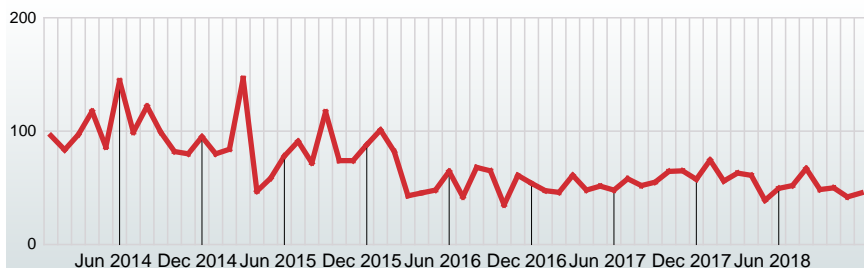
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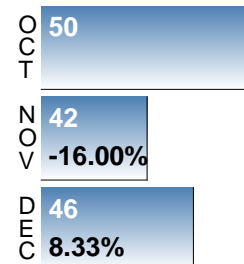
#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 68

3 MONTHS



**High**  
Mar 2015 = 147  
**Low**  
Oct 2016 = 35  
*Median Days on Market*  
this month at **46**,  
below the 5 yr DEC  
average of **68**



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	6.38%	9.5	6.0	31.0	0.0	0.0
\$20,001 \$40,000	13	13.83%	76.0	76.0	40.0	128.0	0.0
\$40,001 \$70,000	14	14.89%	37.0	73.5	17.0	24.0	0.0
\$70,001 \$140,000	27	28.72%	36.0	53.0	33.0	56.5	0.0
\$140,001 \$190,000	11	11.70%	97.0	0.0	105.5	7.0	0.0
\$190,001 \$280,000	13	13.83%	51.0	0.0	45.0	62.0	0.0
\$280,001 and up	10	10.64%	35.0	1.0	33.5	61.5	72.0
Median Closed DOM	45.5			51.0	40.0	51.0	72.0
Total Closed Units	94			29	51	13	1
Total Closed Volume	18,790,163			8.90M	7.37M	2.12M	398.50K

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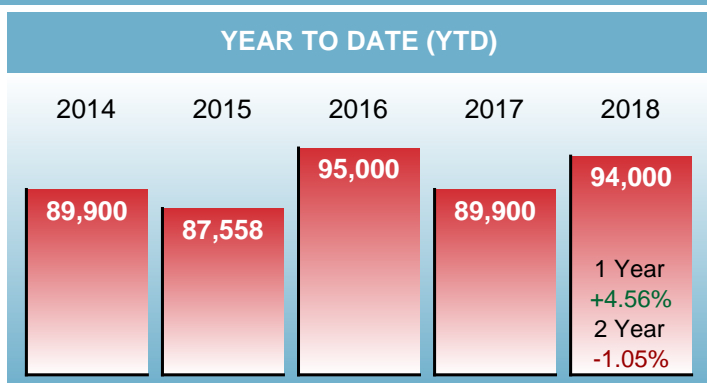
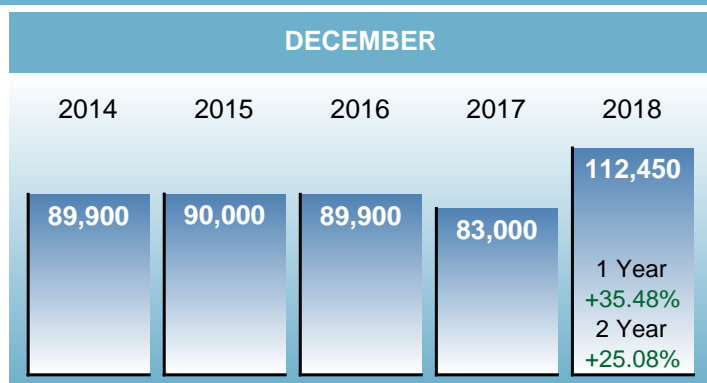
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### MEDIAN LIST PRICE AT CLOSING

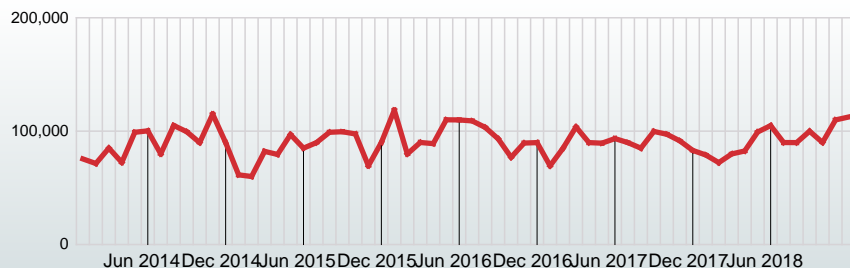
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#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 93,050

3 MONTHS



**High**  
Jan 2016 = 118,500  
**Low**  
Feb 2015 = 60,000  
*Median List Price*  
this month at **112,450**,  
above the 5 yr DEC  
average of **93,050**

OCT	89,999
NOV	109,900
DEC	112,450
	22.11%
	2.32%

#### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	4.26%	15,900	12,900	19,900	0	0
\$20,001 \$40,000	14	14.89%	29,900	29,900	34,450	24,900	0
\$40,001 \$70,000	15	15.96%	56,000	53,900	59,900	58,000	0
\$70,001 \$140,000	24	25.53%	108,950	107,950	111,450	119,100	0
\$140,001 \$190,000	14	14.89%	164,950	149,500	168,950	159,900	0
\$190,001 \$280,000	11	11.70%	229,500	0	229,700	209,900	0
\$280,001 and up	12	12.77%	369,250	3,900,000	339,000	299,900	398,500
Median List Price			112,450	53,900	140,000	159,900	398,500
Total Closed Units		100%	112,450	29	51	13	1
Total Closed Volume			20,018,149	9.71M	7.67M	2.24M	398.50K

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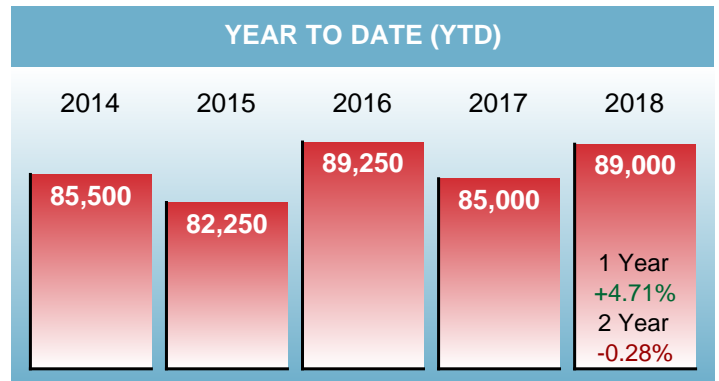
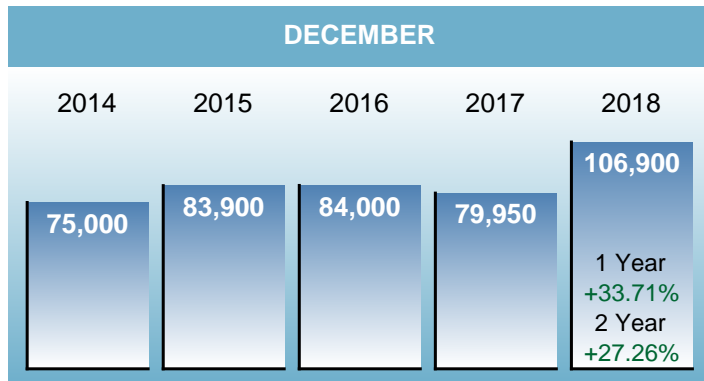
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### MEDIAN SOLD PRICE AT CLOSING

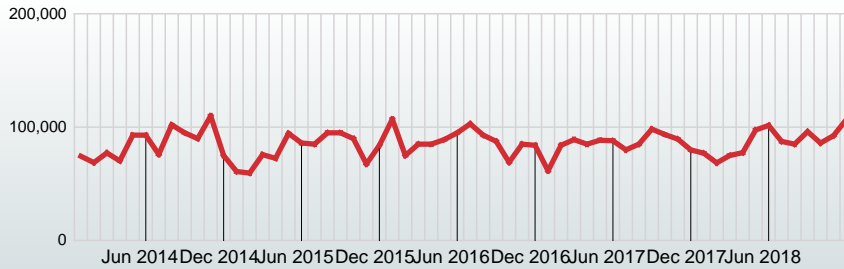
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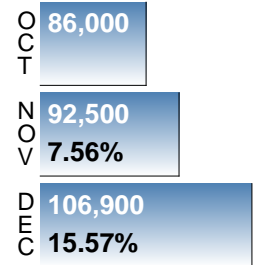
#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 85,950

3 MONTHS



**High**  
Nov 2014 = 109,900  
**Low**  
Feb 2015 = 59,500  
*Median Sold Price*  
this month at **106,900**,  
above the 5 yr DEC  
average of **85,950**



#### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	6.38%	15,000	15,000	15,000	0	0
\$20,001 \$40,000	13	13.83%	25,000	25,000	34,000	24,000	0
\$40,001 \$70,000	14	14.89%	56,200	54,758	57,500	50,000	0
\$70,001 \$140,000	27	28.72%	105,900	100,000	114,900	116,463	0
\$140,001 \$190,000	11	11.70%	160,000	0	162,500	159,900	0
\$190,001 \$280,000	13	13.83%	215,000	0	215,000	197,500	0
\$280,001 and up	10	10.64%	360,087	3,611,210	332,587	344,450	398,500
Median Sold Price			106,900	42,000	135,900	159,900	398,500
Total Closed Units		100%	106,900	29	51	13	1
Total Closed Volume			18,790,163	8.90M	7.37M	2.12M	398.50K

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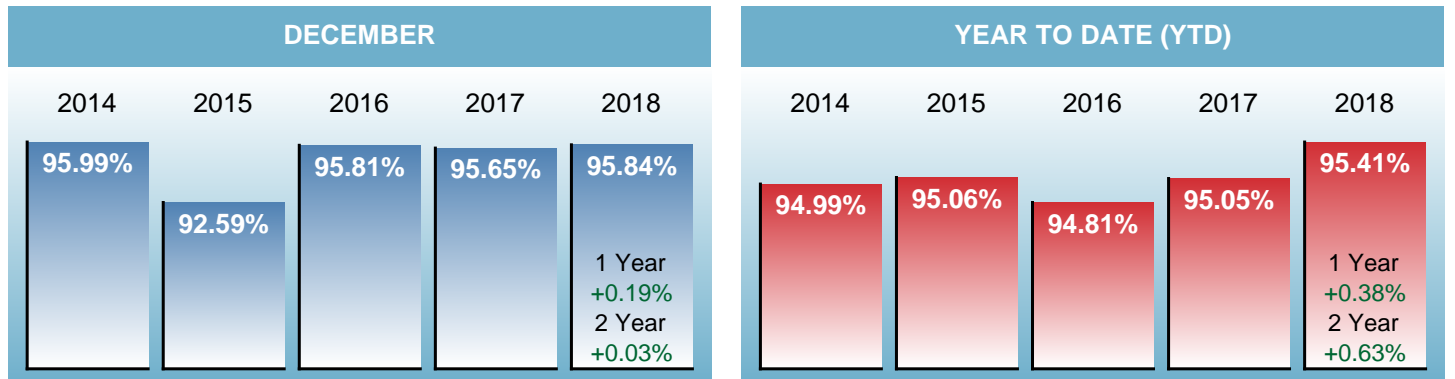
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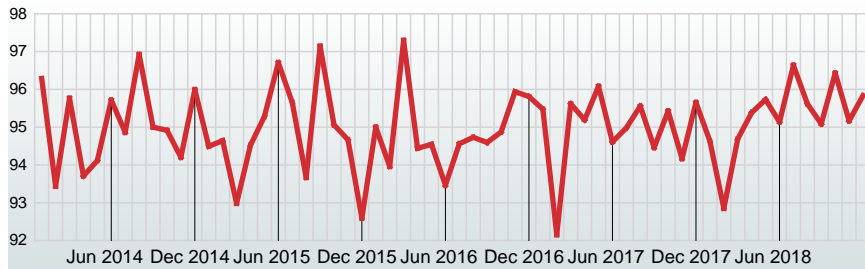


### MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 95.18%**      **3 MONTHS**

<b>High</b> Mar 2016 = 97.30%	<b>OCT</b> 96.43%
<b>Low</b> Feb 2017 = 92.15%	<b>NOV</b> 95.17%
<i>Median Sold/List Ratio</i> this month at <b>95.84%</b> , above the 5 yr DEC average of <b>95.18%</b>	<b>DEC</b> 95.84%
	<b>95.84%</b> 0.70%

### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	6.38%	86.62%	89.15%	75.38%	0.00%	0.00%
\$20,001 \$40,000	13	13.83%	86.21%	86.21%	86.08%	96.39%	0.00%
\$40,001 \$70,000	14	14.89%	97.88%	84.75%	100.00%	97.19%	0.00%
\$70,001 \$140,000	27	28.72%	96.22%	93.88%	97.87%	97.78%	0.00%
\$140,001 \$190,000	11	11.70%	97.83%	0.00%	97.73%	100.00%	0.00%
\$190,001 \$280,000	13	13.83%	93.68%	0.00%	93.78%	93.16%	0.00%
\$280,001 and up	10	10.64%	95.38%	92.60%	97.20%	98.18%	100.00%
Median Sold/List Ratio		95.84%		89.15%	97.28%	96.39%	100.00%
Total Closed Units		94	100%	29	51	13	1
Total Closed Volume		18,790,163		8.90M	7.37M	2.12M	398.50K

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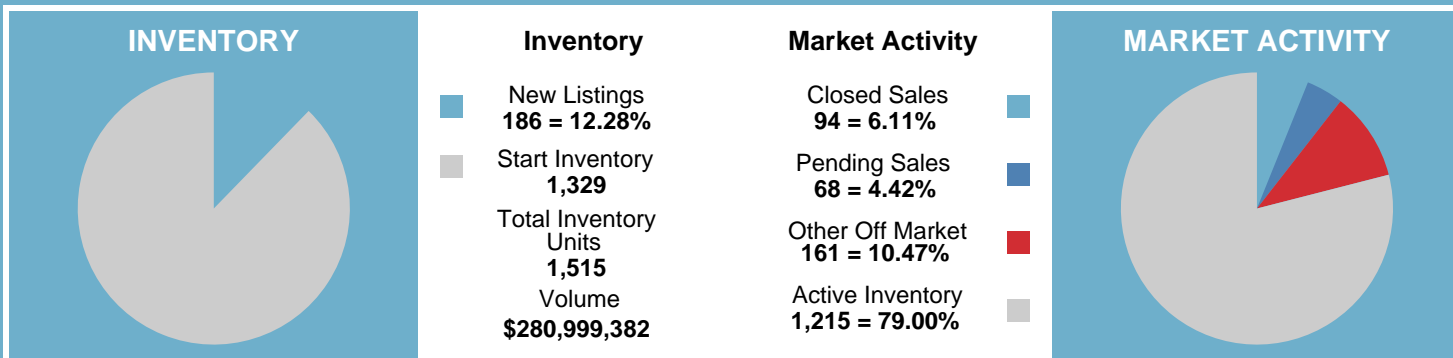
## December 2018

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



### MARKET SUMMARY

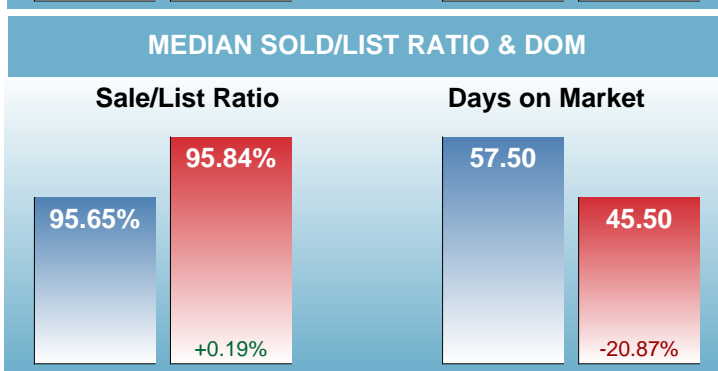
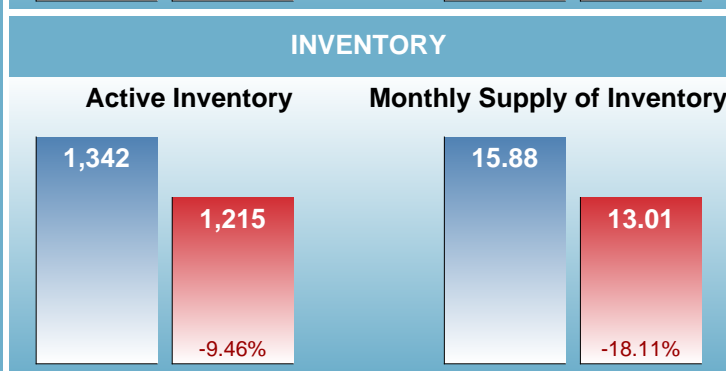
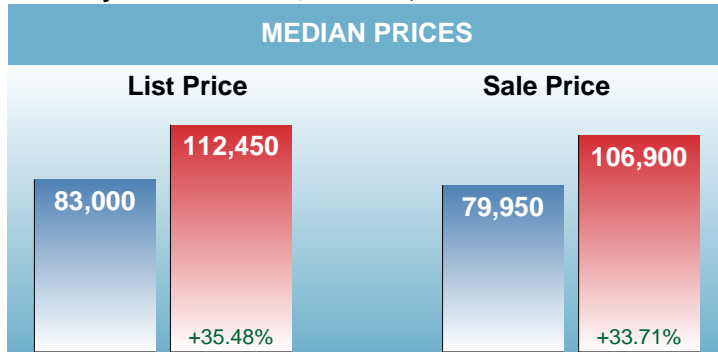
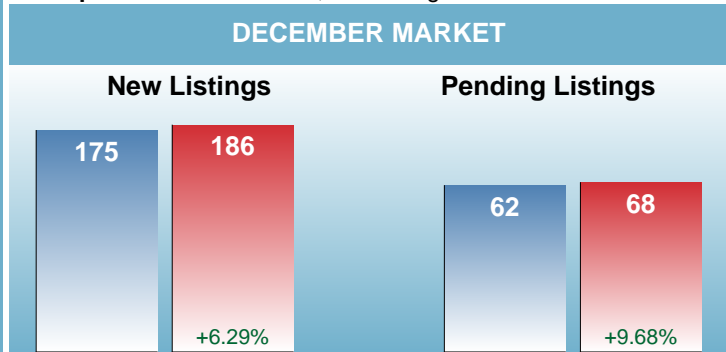
Report produced on Jan 11, 2019 for MLS Technology Inc.



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%
Median List Price	83,000	112,450	35.48%	89,900	94,000	4.56%
Median Sale Price	79,950	106,900	33.71%	85,000	89,000	4.71%
Median Percent of Selling Price to List Price	95.65%	95.84%	0.19%	95.05%	95.41%	0.38%
Median Days on Market to Sale	57.50	45.50	-20.87%	54.50	51.00	-6.42%
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



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Contact: MLS Technology Inc.

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