



January 2019

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

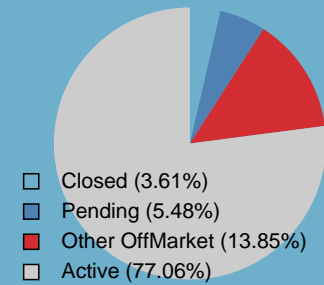


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		
	2018	2019	+/-%
Closed Listings	88	56	-36.36%
Pending Listings	100	85	-15.00%
New Listings	312	271	-13.14%
Average List Price	112,555	141,618	25.82%
Average Sale Price	105,427	130,527	23.81%
Average Percent of List Price to Selling Price	91.19%	90.16%	-1.14%
Average Days on Market to Sale	77.45	76.86	-0.77%
End of Month Inventory	1,337	1,196	-10.55%
Months Supply of Inventory	15.46	13.18	-14.74%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **91** Sales/Month
Active Inventory as of January 31, 2019 = **1,196**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **10.55%** to 1,196 existing homes available for sale. Over the last 12 months this area has had an average of 91 closed sales per month. This represents an unsold inventory index of **13.18** 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 **23.81%** in January 2019 to \$130,527 versus the previous year at \$105,427.

Average Days on Market Shortens

The average number of **76.86** days that homes spent on the market before selling decreased by 0.60 days or **0.77%** in January 2019 compared to last year's same month at **77.45** DOM.

Sales Success for January 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 271 New Listings in January 2019, down **13.14%** from last year at 312. Furthermore, there were 56 Closed Listings this month versus last year at 88, a **-36.36%** decrease.

Closed versus Listed trends yielded a **20.7%** ratio, down from previous year's, January 2018, at **28.2%**, a **26.74%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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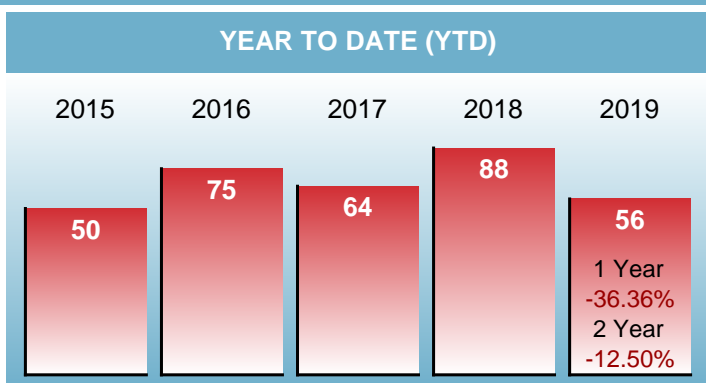
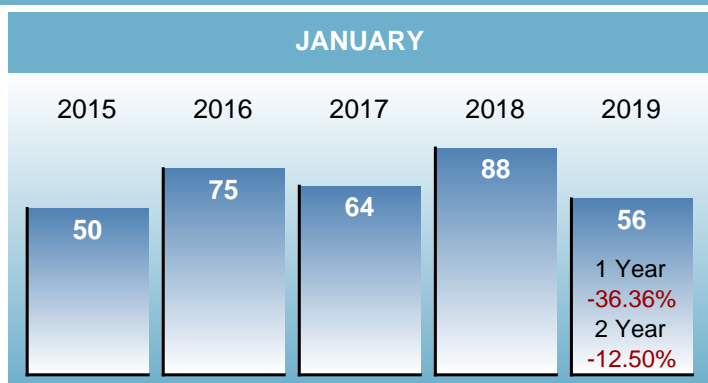
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CLOSED LISTINGS

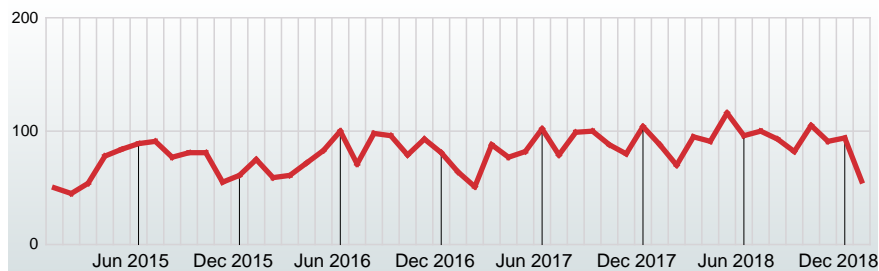
Report produced on Feb 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 67

3 MONTHS



High
May 2018 = 116
Low
Feb 2015 = 45
Closed Listings
this month at **56**,
below the 5 yr JAN
average of **67**

NOV	91
DEC	94
JAN	56
3.30%	
-40.43%	

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	3.57%	6.5	2	0	0	0
\$20,001 - \$40,000	11	19.64%	70.5	4	6	1	0
\$40,001 - \$70,000	8	14.29%	44.0	2	6	0	0
\$70,001 - \$110,000	13	23.21%	84.3	6	5	2	0
\$110,001 - \$170,000	7	12.50%	102.1	1	6	0	0
\$170,001 - \$250,000	9	16.07%	91.0	1	5	3	0
\$250,001 and up	6	10.71%	89.0	1	1	2	2
Total Closed Units	56			17	29	8	2
Total Closed Volume	7,309,530	100%	76.9	2.30M	2.97M	1.45M	590.90K
Average Closed Price	\$130,527			\$135,092	\$102,411	\$181,519	\$295,450

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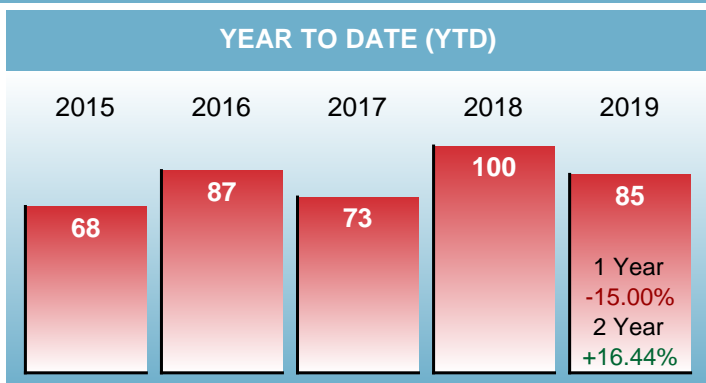
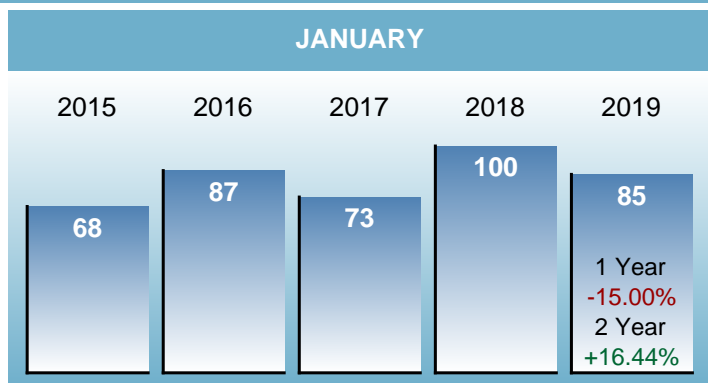
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PENDING LISTINGS

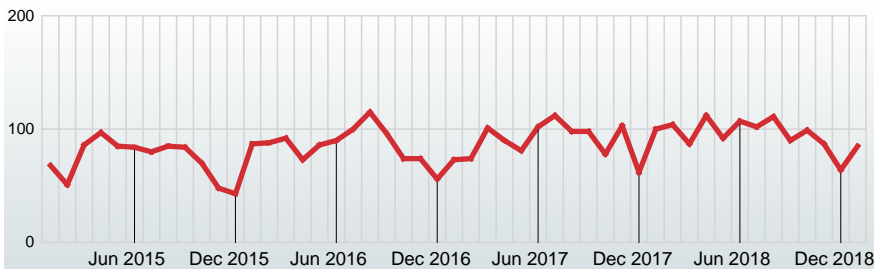
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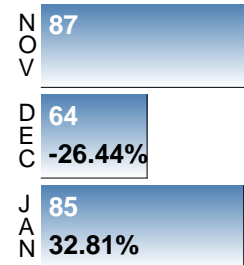
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 83

3 MONTHS



High
Aug 2016 = 115
Low
Dec 2015 = 43
Pending Listings
this month at **85**,
above the 5 yr JAN
average of **83**



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	10	11.76%	74.3	9	0	1	0
\$30,001 - \$60,000	9	10.59%	87.1	3	5	1	0
\$60,001 - \$80,000	11	12.94%	42.9	8	3	0	0
\$80,001 - \$120,000	21	24.71%	79.6	6	13	1	1
\$120,001 - \$170,000	9	10.59%	45.4	5	3	1	0
\$170,001 - \$270,000	16	18.82%	81.9	1	9	5	1
\$270,001 and up	9	10.59%	114.7	2	5	1	1
Total Pending Units	85			34	38	10	3
Total Pending Volume	11,252,179	100%	121.3	2.99M	5.93M	1.52M	819.00K
Average Listing Price	\$100,756			\$87,823	\$155,934	\$152,170	\$273,000

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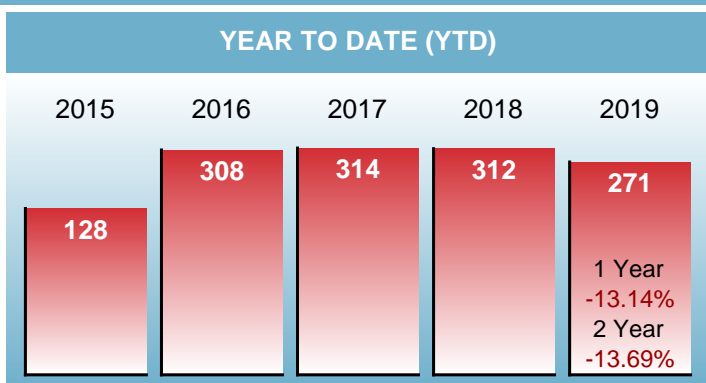
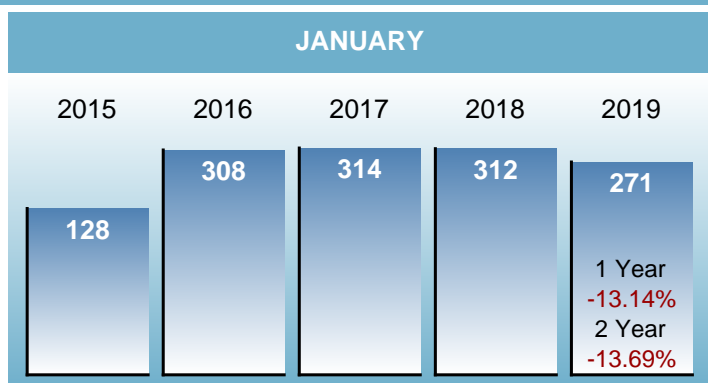
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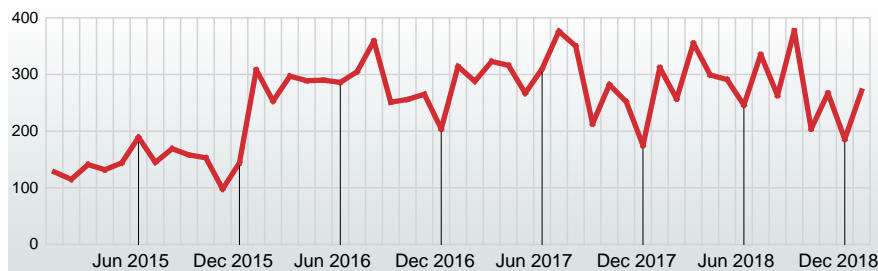


NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 267 **3 MONTHS**

High
Sep 2018 = 377
Low
Nov 2015 = 98
New Listings
this month at **271**,
above the 5 yr JAN
average of **267**

N	267
O	
V	
D	186
E	-30.34%
C	
J	271
A	45.70%
N	

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	14	5.17%	14	0	0	0
\$20,001 - \$40,000	35	12.92%	31	4	0	0
\$40,001 - \$80,000	51	18.82%	30	20	1	0
\$80,001 - \$140,000	71	26.20%	26	40	5	0
\$140,001 - \$240,000	38	14.02%	7	25	6	0
\$240,001 - \$420,000	34	12.55%	4	22	5	3
\$420,001 and up	28	10.33%	3	8	16	1
Total New Listed Units	271		115	119	33	4
Total New Listed Volume	49,858,819		12.18M	23.20M	13.08M	1.40M
Average New Listed Listing Price	\$0		\$105,886	\$194,982	\$396,367	\$349,750

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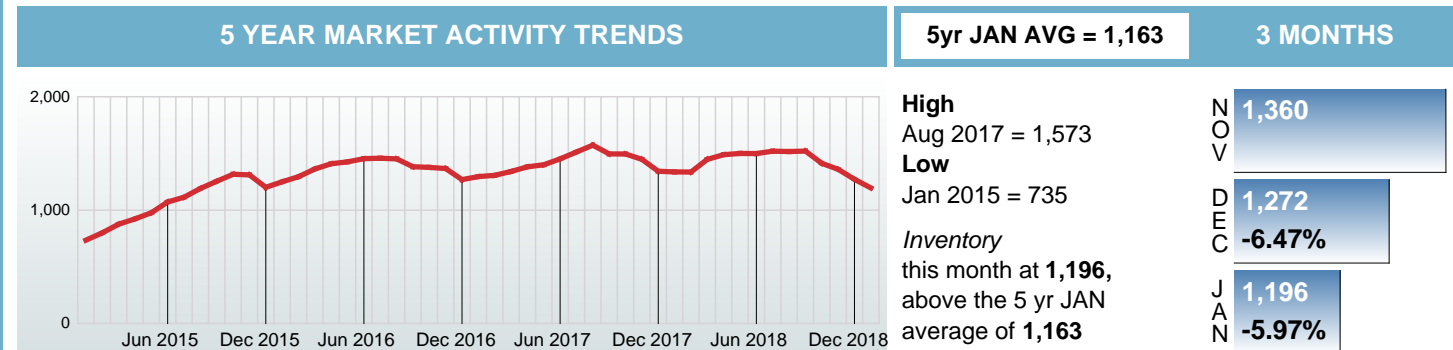
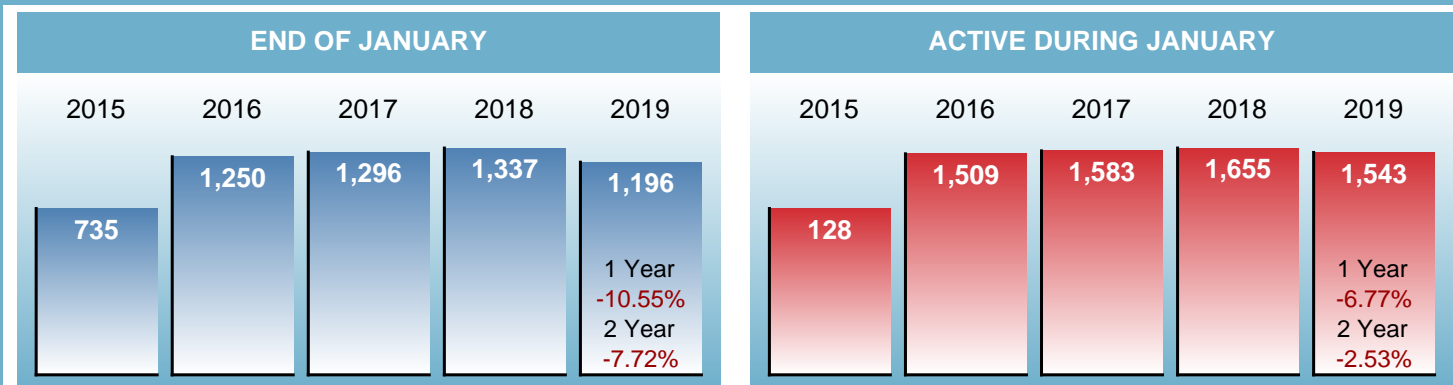
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ACTIVE INVENTORY

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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	164	13.71%	118.4	161	3	0	0
\$25,001-\$50,000	166	13.88%	95.5	142	21	3	0
\$50,001-\$125,000	358	29.93%	107.1	201	135	22	0
\$125,001-\$225,000	230	19.23%	99.0	94	102	30	4
\$225,001-\$425,000	162	13.55%	93.7	43	80	34	5
\$425,001 and up	116	9.70%	94.1	29	33	43	11
Total Active Inventory by Units	1,196			670	374	132	20
Total Active Inventory by Volume	217,359,148	100%	102.4	80.66M	76.47M	46.70M	13.53M
Average Active Inventory Listing Price	\$181,738			\$120,387	\$204,466	\$353,790	\$676,469

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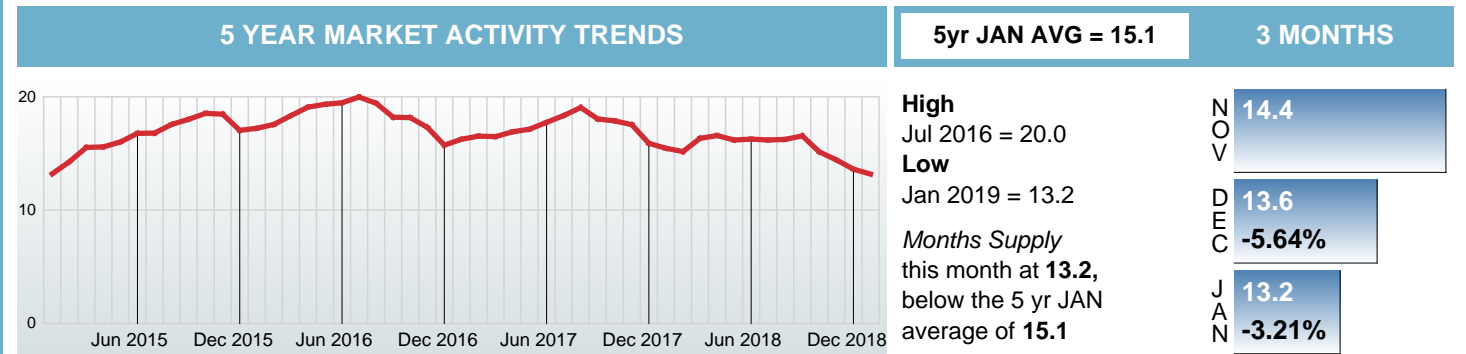
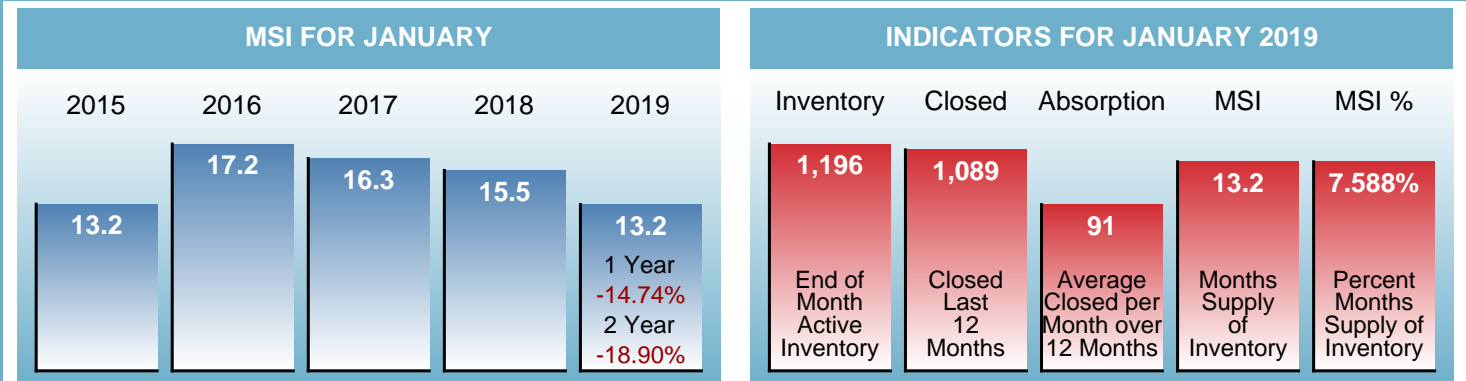
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MONTHS SUPPLY of INVENTORY (MSI)

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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	121			10.12%	17.5	19.4	4.0	0.0	0.0
\$20,001 \$40,000	132			11.04%	10.2	14.4	2.4	2.7	0.0
\$40,001 \$70,000	183			15.30%	12.2	20.1	6.2	2.8	0.0
\$70,001 \$140,000	322			26.92%	11.5	21.0	7.7	9.5	0.0
\$140,001 \$220,000	154			12.88%	10.2	42.4	6.1	8.9	24.0
\$220,001 \$420,000	163			13.63%	14.9	44.7	15.0	10.2	4.3
\$420,001 and up	121			10.12%	63.1	74.4	45.3	77.1	66.0
Market Supply of Inventory (MSI)	13.2					21.1	8.1	12.0	11.4
Total Active Inventory by Units	1,196			100%	13.2	670	374	132	20

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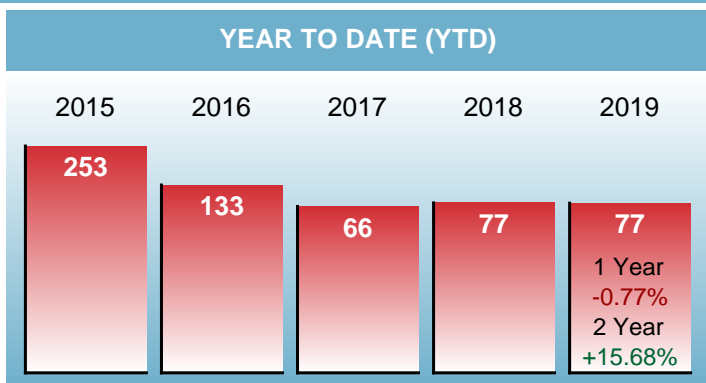
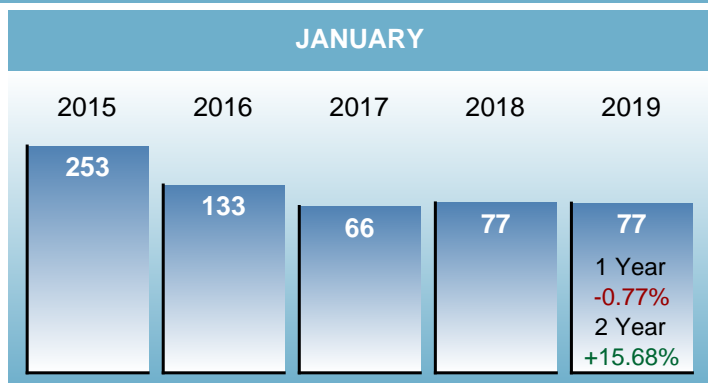
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AVERAGE DAYS ON MARKET TO SALE

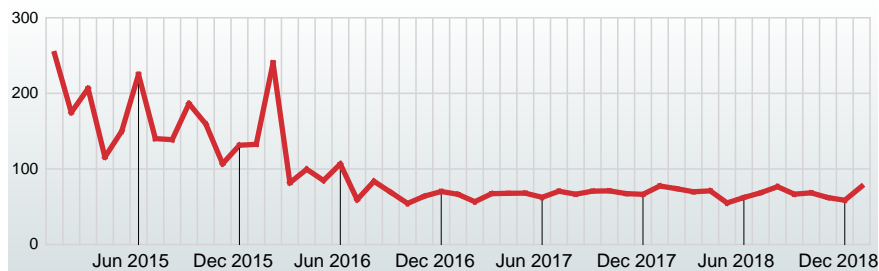
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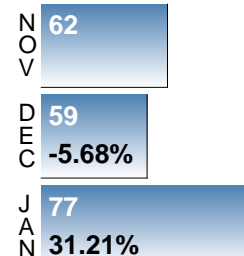
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 121

3 MONTHS



High
Jan 2015 = 253
Low
Oct 2016 = 54
Average Days on Market
this month at **77**,
below the 5 yr JAN
average of **121**



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	2	3.57%	6.5	6.5	0.0	0.0	0.0
\$20,001 - \$40,000	11	19.64%	70.5	32.3	84.3	140.0	0.0
\$40,001 - \$70,000	8	14.29%	44.0	18.0	52.7	0.0	0.0
\$70,001 - \$110,000	13	23.21%	84.3	101.8	76.0	52.5	0.0
\$110,001 - \$170,000	7	12.50%	102.1	15.0	116.7	0.0	0.0
\$170,001 - \$250,000	9	16.07%	91.0	91.0	89.8	93.0	0.0
\$250,001 and up	6	10.71%	89.0	172.0	107.0	94.5	33.0
Average Closed DOM			76.9	62.8	84.8	89.1	33.0
Total Closed Units		100%	76.9	17	29	8	2
Total Closed Volume			7,309,530	2.30M	2.97M	1.45M	590.90K

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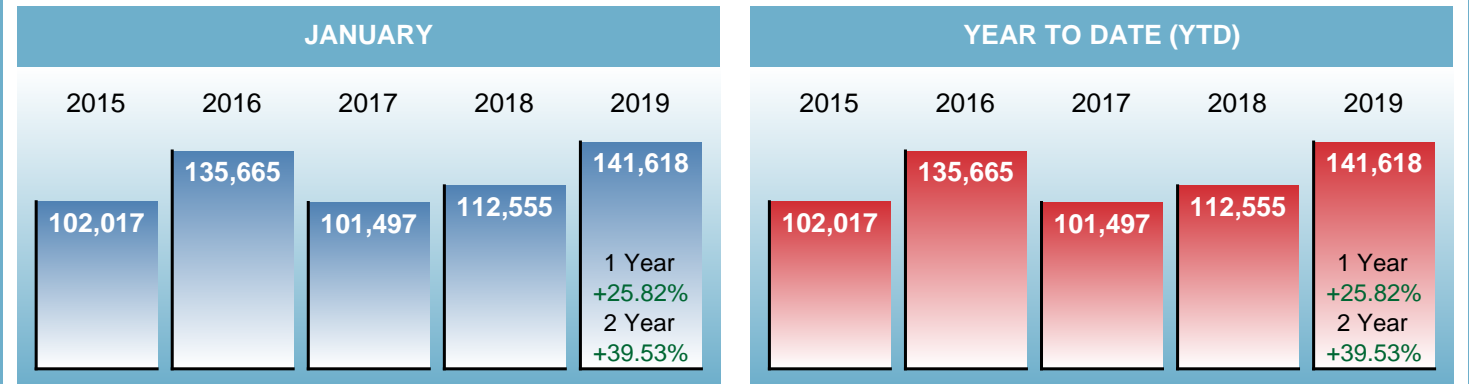
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AVERAGE LIST PRICE AT CLOSING

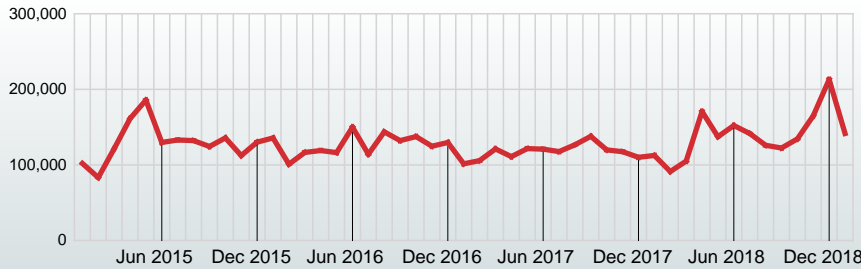
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 118,670

3 MONTHS



High
Dec 2018 = 212,959
Low
Feb 2015 = 83,322
Average List Price
this month at **141,618**,
above the 5 yr JAN
average of **118,670**

N	165,008
O	
D	212,959
E	29.06%
C	
J	141,618
A	-33.50%
N	

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	2	3.57%	15,000	15,000	0	0	0
\$20,001 - \$40,000	6	10.71%	31,108	37,875	42,171	39,900	0
\$40,001 - \$70,000	12	21.43%	53,090	58,750	55,717	0	0
\$70,001 - \$110,000	12	21.43%	90,914	94,279	106,380	79,950	0
\$110,001 - \$170,000	9	16.07%	135,067	155,000	136,933	0	0
\$170,001 - \$250,000	7	12.50%	199,843	260,000	216,980	196,333	0
\$250,001 and up	8	14.29%	421,425	1,200,000	297,500	365,000	304,450
Average List Price			141,618	145,863	114,594	189,850	304,450
Total Closed Units	56	100%	141,618	17	29	8	2
Total Closed Volume	7,930,596			2.48M	3.32M	1.52M	608.90K

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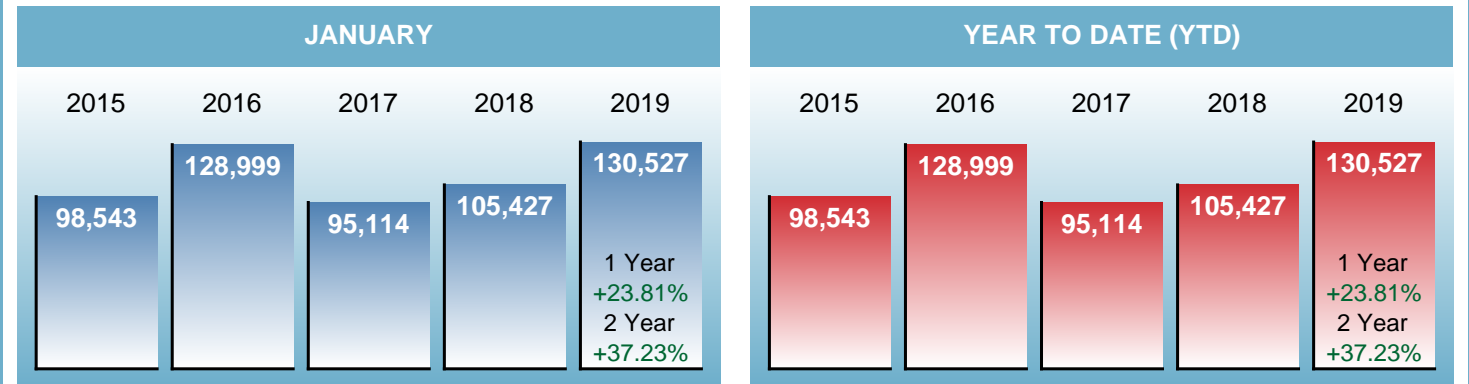
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AVERAGE SOLD PRICE AT CLOSING

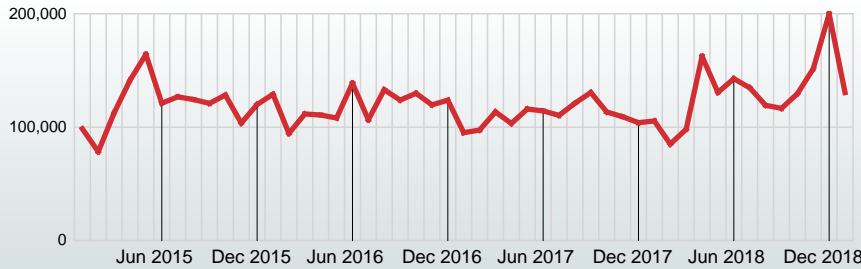
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 111,722

3 MONTHS



High
Dec 2018 = 199,895
Low
Feb 2015 = 78,363
Average Sold Price
this month at **130,527**,
above the 5 yr JAN
average of **111,722**

NOV	151,552
DEC	199,895
	31.90%
JAN	130,527
	-34.70%

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	2	3.57%	12,500	12,500	0	0	0
\$20,001 - \$40,000	11	19.64%	32,764	32,125	32,358	37,750	0
\$40,001 - \$70,000	8	14.29%	52,745	51,600	53,127	0	0
\$70,001 - \$110,000	13	23.21%	85,367	82,478	92,800	75,450	0
\$110,001 - \$170,000	7	12.50%	129,786	145,000	127,250	0	0
\$170,001 - \$250,000	9	16.07%	195,889	250,000	191,900	184,500	0
\$250,001 and up	6	10.71%	453,483	1,150,000	270,000	355,000	295,450
Average Sold Price			130,527	135,092	102,411	181,519	295,450
Total Closed Units		100%	130,527	17	29	8	2
Total Closed Volume			7,309,530	2.30M	2.97M	1.45M	590.90K

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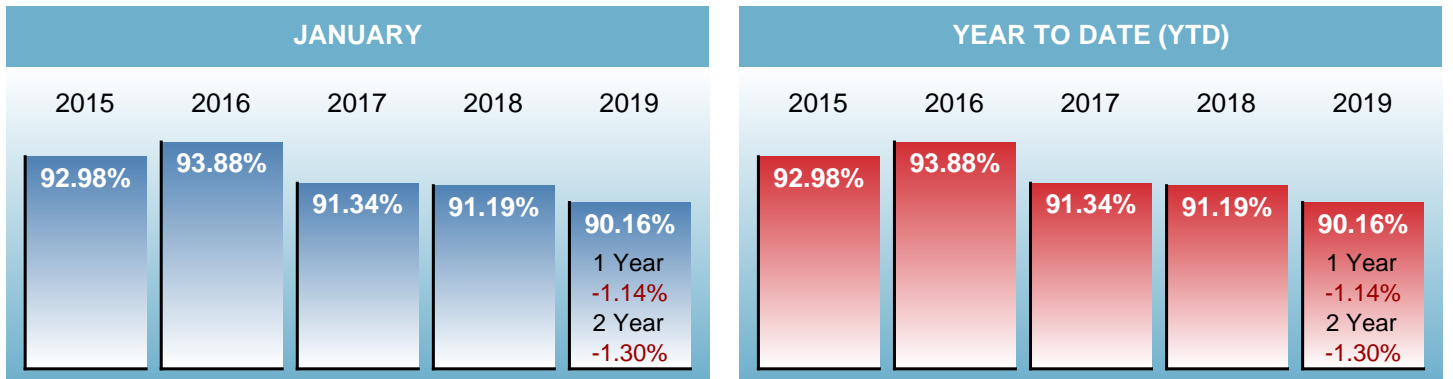
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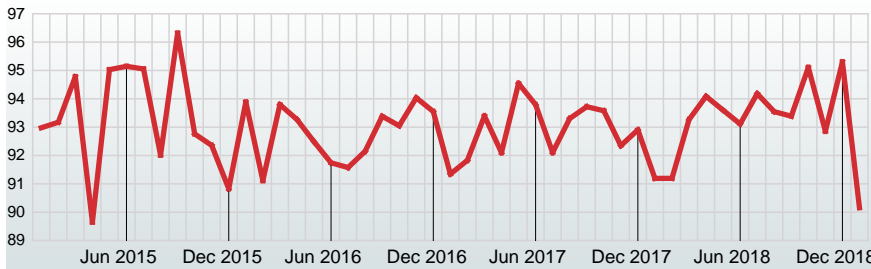
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 91.91% 3 MONTHS



High
Sep 2015 = 96.31%

Low
Apr 2015 = 89.65%

Average Sold/List Ratio this month at **90.16%**, below the 5 yr JAN average of **91.91%**

NOV	92.86%
DEC	95.30%
JAN	90.16%
	-5.40%

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	3.57%	87.50%	87.50%	0.00%	0.00%	0.00%
\$20,001 \$40,000	11	19.64%	83.67%	83.96%	81.65%	94.61%	0.00%
\$40,001 \$70,000	8	14.29%	93.30%	87.95%	95.08%	0.00%	0.00%
\$70,001 \$110,000	13	23.21%	88.60%	87.88%	87.16%	94.38%	0.00%
\$110,001 \$170,000	7	12.50%	93.18%	93.55%	93.12%	0.00%	0.00%
\$170,001 \$250,000	9	16.07%	91.90%	96.15%	89.65%	94.23%	0.00%
\$250,001 and up	6	10.71%	95.97%	95.83%	90.76%	97.18%	97.43%
Average Sold/List Ratio		90.20%		88.21%	89.45%	95.05%	97.43%
Total Closed Units	56	100%	90.20%	17	29	8	2
Total Closed Volume	7,309,530			2.30M	2.97M	1.45M	590.90K

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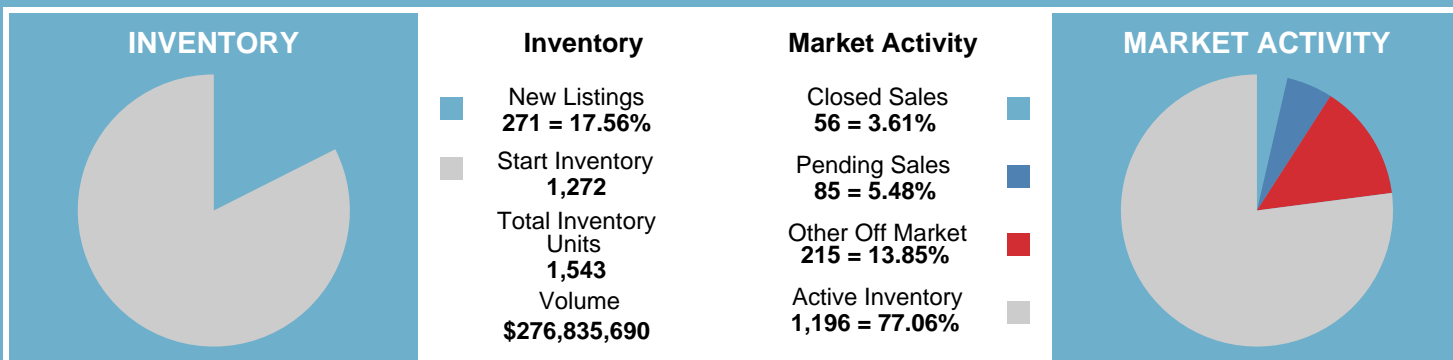
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MARKET SUMMARY

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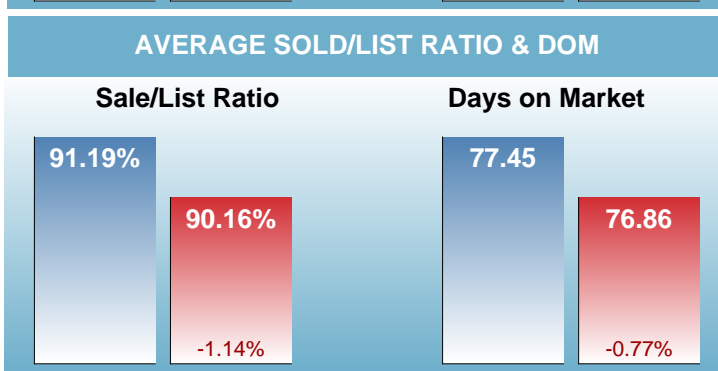
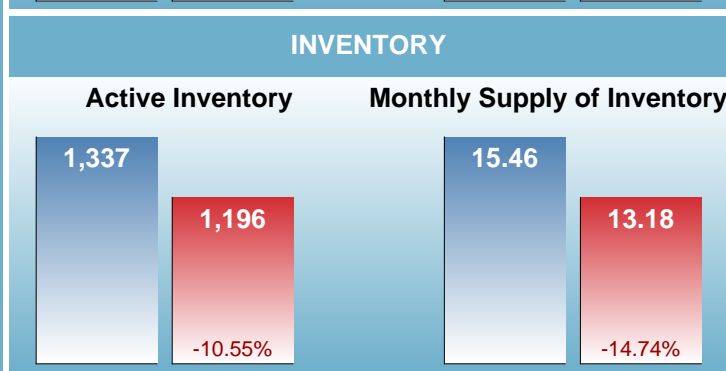
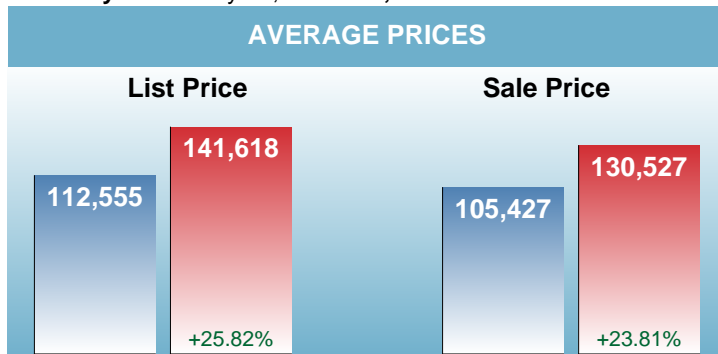
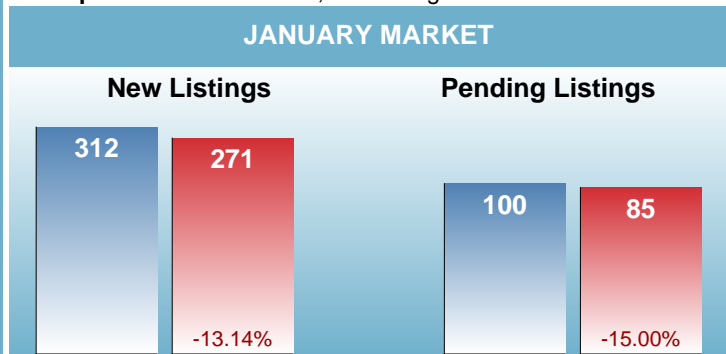


Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	88	56	-36.36%	88	56	-36.36%
Pending Sales	100	85	-15.00%	100	85	-15.00%
New Listings	312	271	-13.14%	312	271	-13.14%
Average List Price	112,555	141,618	+25.82%	112,555	141,618	+25.82%
Average Sale Price	105,427	130,527	+23.81%	105,427	130,527	+23.81%
Average Percent of Selling Price to List Price	91.19%	90.16%	-1.14%	91.19%	90.16%	-1.14%
Average Days on Market to Sale	77.45	76.86	-0.77%	77.45	76.86	-0.77%
Monthly Inventory	1,337	1,196	-10.55%	1,337	1,196	-10.55%
Months Supply of Inventory	15.46	13.18	-14.74%	15.46	13.18	-14.74%

Absorption: Last 12 months, an Average of **91** Sales/Month

Inventory on January 31, 2019 = **1,196**

2018	2019
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