



January 2019

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

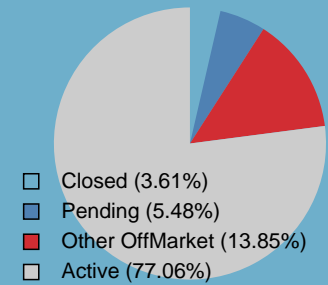


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	79,000	98,921	25.22%
Median Sale Price	77,000	80,500	4.55%
Median Percent of List Price to Selling Price	94.63%	92.93%	-1.80%
Median Days on Market to Sale	74.50	77.00	3.36%
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.

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 **4.55%** in January 2019 to \$80,500 versus the previous year at \$77,000.

Median Days on Market Lengthens

The median number of **77.00** days that homes spent on the market before selling increased by 2.50 days or **3.36%** in January 2019 compared to last year's same month at **74.50** DOM.

Sales Success for January 2019 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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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Visit www.tulsarealtors.com to find a REALTOR® today.

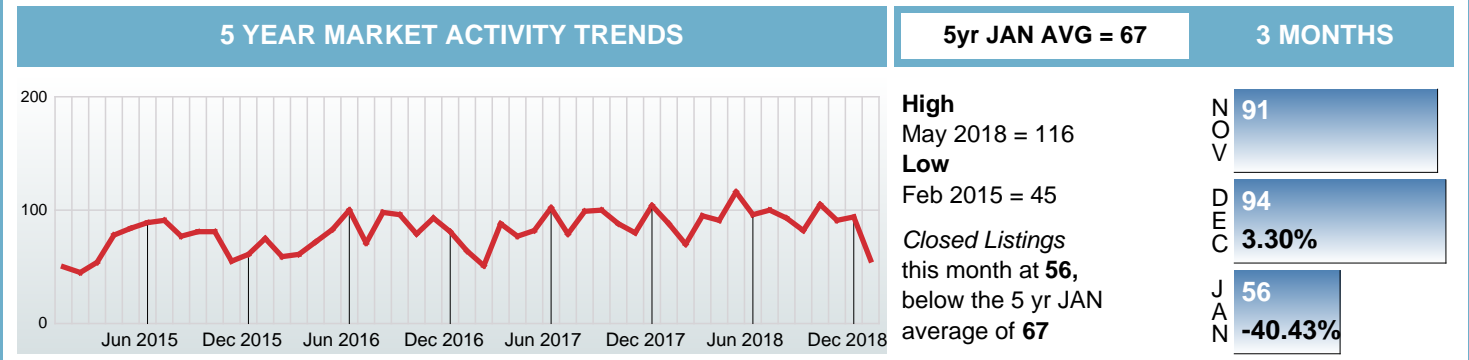
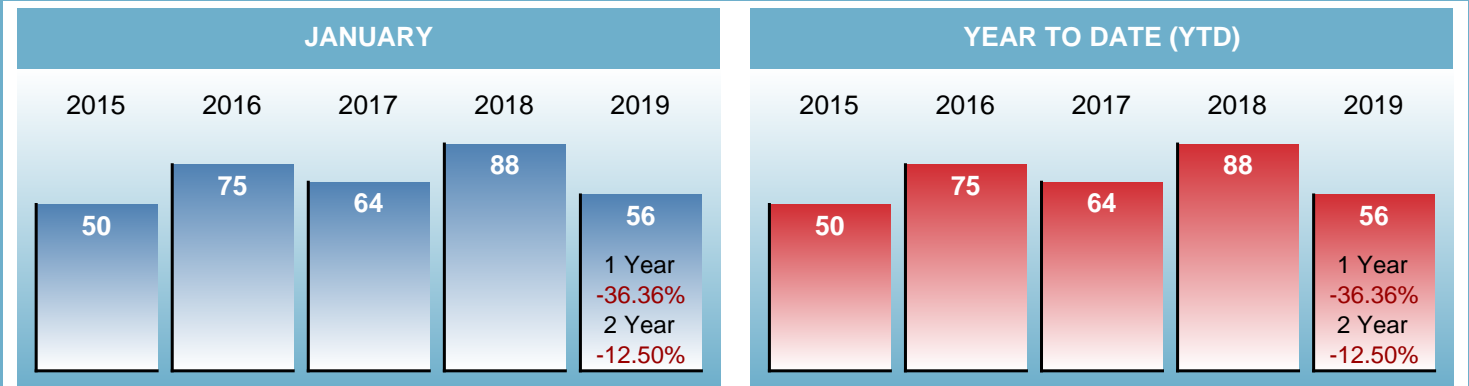
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CLOSED LISTINGS

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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	2	3.57%	6.5	2	0	0	0
\$20,001 - \$40,000	11	19.64%	61.0	4	6	1	0
\$40,001 - \$70,000	8	14.29%	28.5	2	6	0	0
\$70,001 - \$110,000	13	23.21%	99.0	6	5	2	0
\$110,001 - \$170,000	7	12.50%	113.0	1	6	0	0
\$170,001 - \$250,000	9	16.07%	91.0	1	5	3	0
\$250,001 and up	6	10.71%	81.5	1	1	2	2
Total Closed Units	56			17	29	8	2
Total Closed Volume	7,309,530	100%	77.0	2.30M	2.97M	1.45M	590.90K
Median Closed Price	\$80,500			\$72,000	\$95,000	\$181,000	\$295,450

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

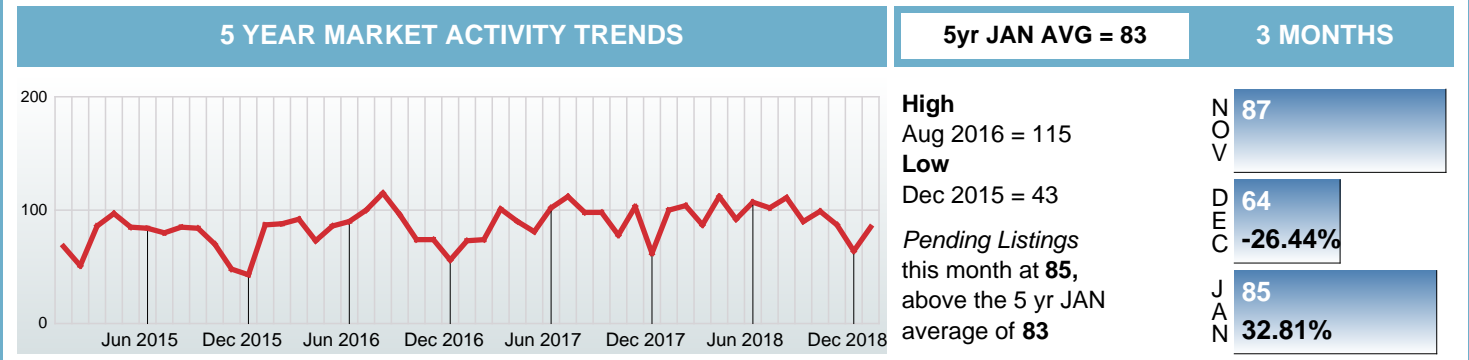
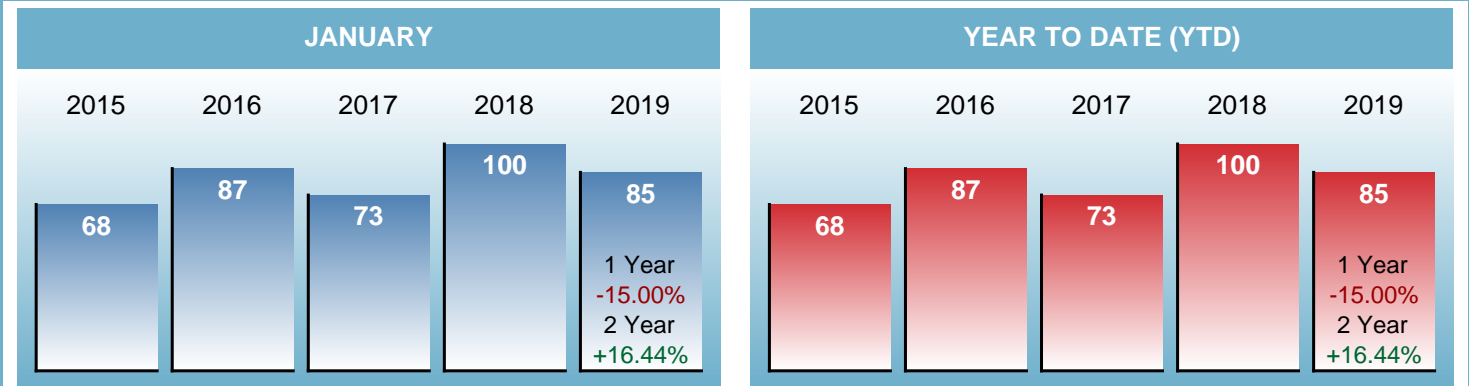
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PENDING LISTINGS

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	11.76%	86.0	9	0	1	0
\$30,001 - \$60,000	9	10.59%	78.0	3	5	1	0
\$60,001 - \$80,000	11	12.94%	50.0	8	3	0	0
\$80,001 - \$120,000	21	24.71%	74.0	6	13	1	1
\$120,001 - \$170,000	9	10.59%	57.0	5	3	1	0
\$170,001 - \$270,000	16	18.82%	64.0	1	9	5	1
\$270,001 and up	9	10.59%	121.0	2	5	1	1
Total Pending Units	85			34	38	10	3
Total Pending Volume	11,252,179	100%	64.0	2.99M	5.93M	1.52M	819.00K
Median Listing Price	\$99,800			\$77,500	\$113,700	\$177,000	\$239,000

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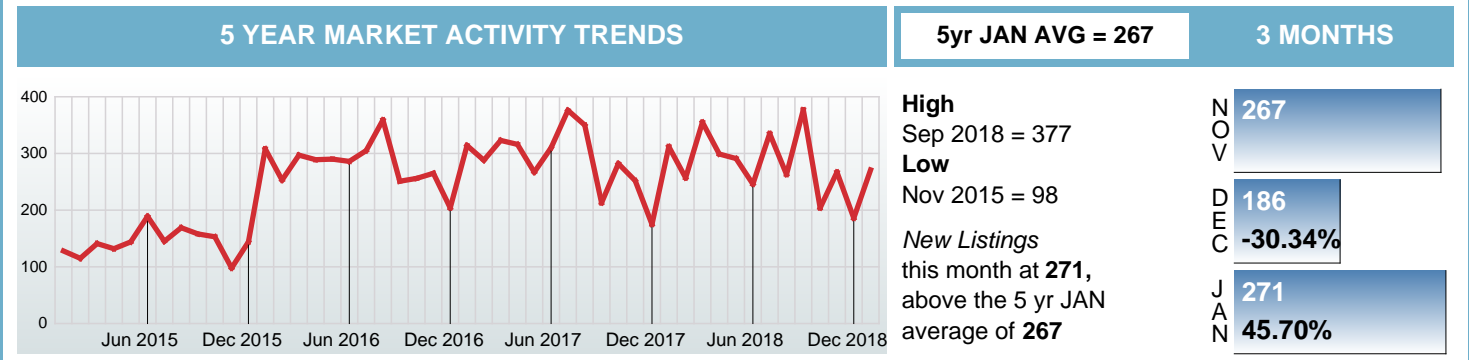
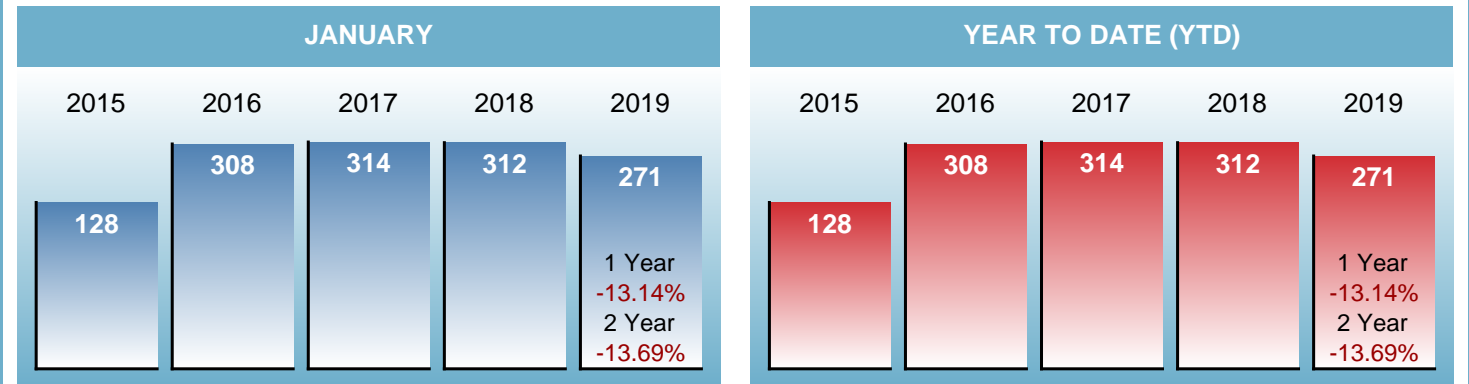
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NEW LISTINGS

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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
Median New Listed Listing Price	\$110,000		\$55,000	\$139,000	\$399,000	\$337,000

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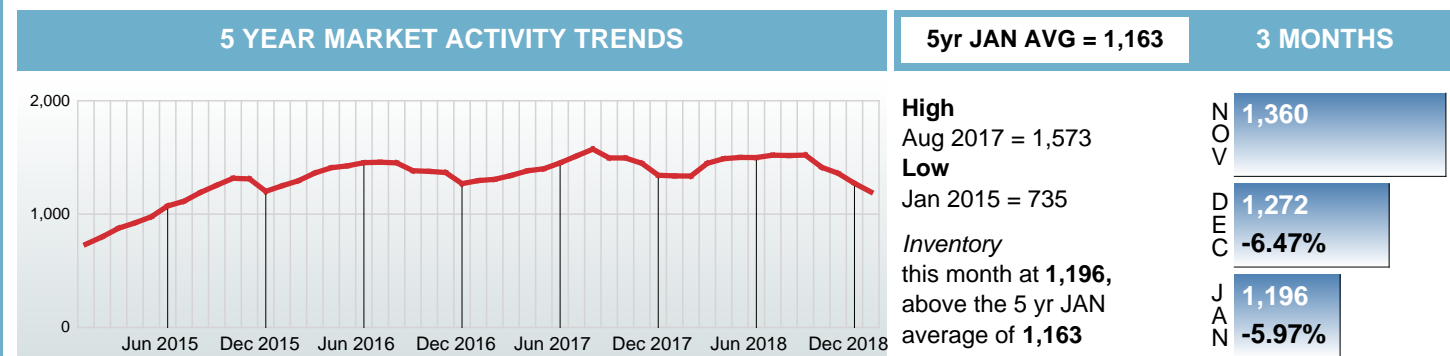
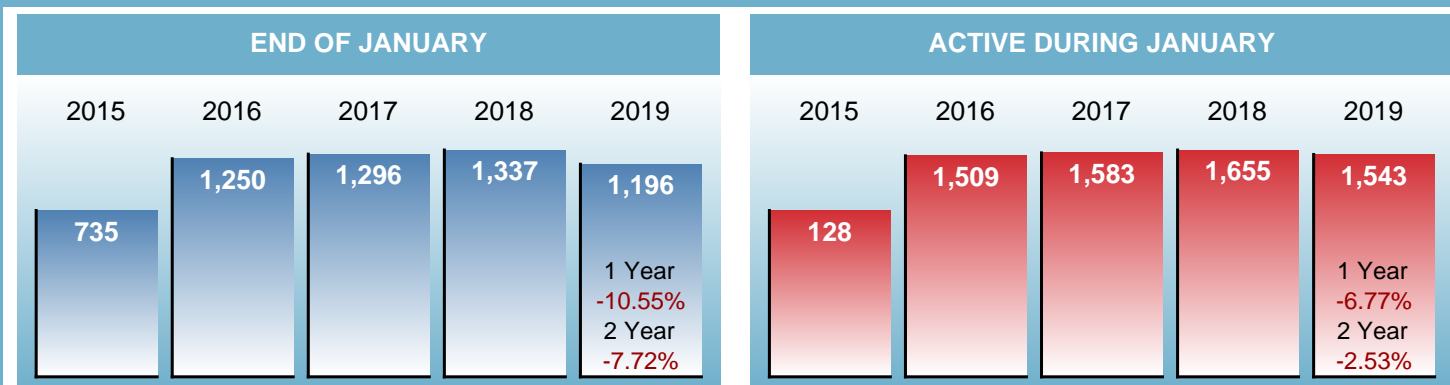
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ACTIVE INVENTORY

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



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	121	10.12%	120.0	118	3	0	0
\$20,001 - \$40,000	132	11.04%	79.0	121	9	2	0
\$40,001 - \$70,000	183	15.30%	118.0	136	44	3	0
\$70,001 - \$140,000	322	26.92%	87.0	163	133	26	0
\$140,001 - \$220,000	154	12.88%	91.0	60	67	23	4
\$220,001 - \$420,000	163	13.63%	81.0	41	84	33	5
\$420,001 and up	121	10.12%	99.0	31	34	45	11
Total Active Inventory by Units	1,196			670	374	132	20
Total Active Inventory by Volume	217,359,148	100%	93.0	80.66M	76.47M	46.70M	13.53M
Median Active Inventory Listing Price	\$105,000			\$57,880	\$139,950	\$279,250	\$482,450

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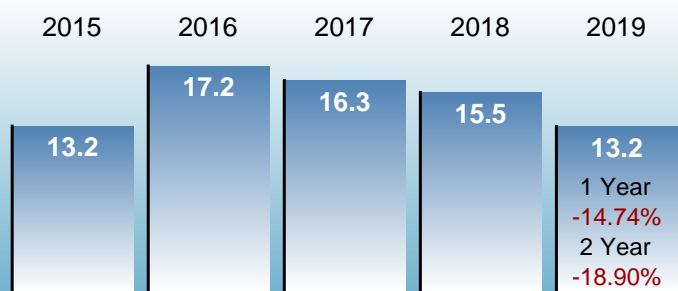
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR JANUARY



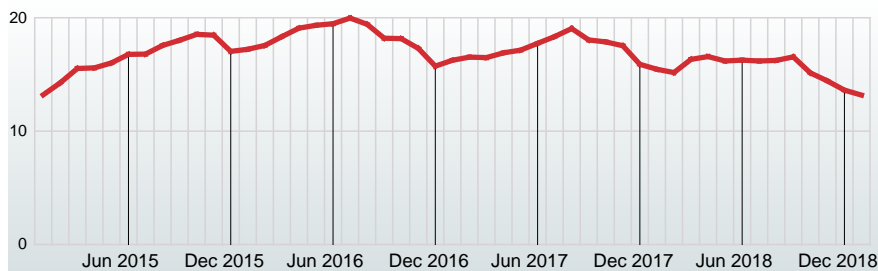
INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
1,196	1,089	91	13.2	7.588%
End of Month 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

5yr JAN AVG = 15.1

3 MONTHS



High
Jul 2016 = 20.0
Low
Jan 2019 = 13.2
Months Supply
this month at **13.2**,
below the 5 yr JAN
average of **15.1**

N O V	14.4
D E C	13.6 -5.64%
J A N	13.2 -3.21%

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	100%	13.2	21.1	8.1	12.0	11.4
Total Active Inventory by Units	1,196			670	374	132	20

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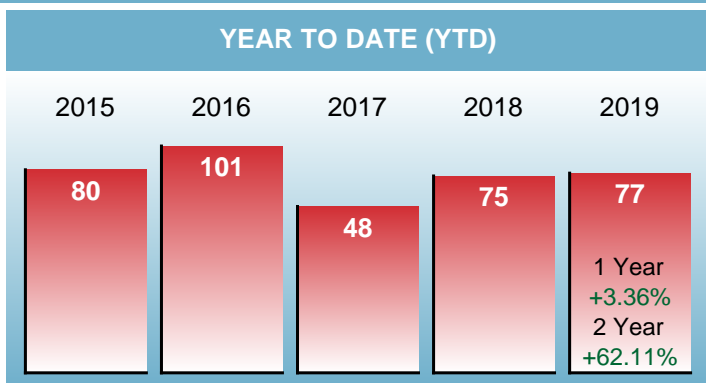
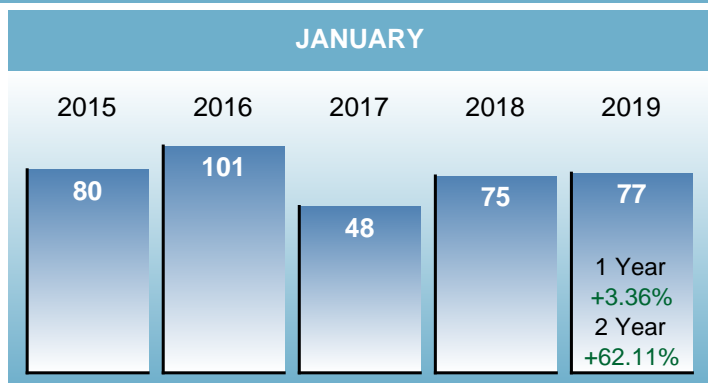
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MEDIAN DAYS ON MARKET TO SALE

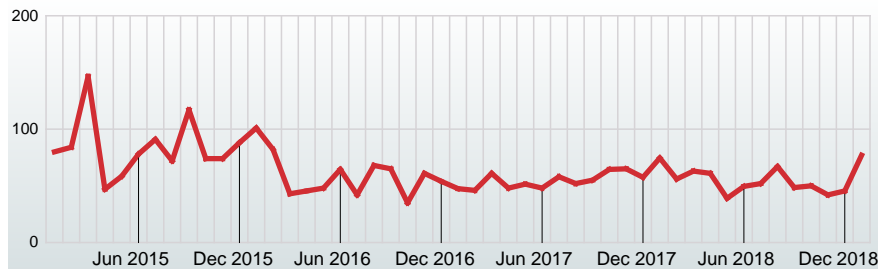
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 76

3 MONTHS



High
Mar 2015 = 147
Low
Oct 2016 = 35
Median Days on Market
this month at **77**,
above the 5 yr JAN
average of **76**

NOV	42
DEC	46
8.33%	
JAN	77
69.23%	

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	2	3.57%	6.5	6.5	0.0	0.0	0.0
\$20,001 \$40,000	11	19.64%	61.0	6.5	85.5	140.0	0.0
\$40,001 \$70,000	8	14.29%	28.5	18.0	39.0	0.0	0.0
\$70,001 \$110,000	13	23.21%	99.0	104.5	46.0	52.5	0.0
\$110,001 \$170,000	7	12.50%	113.0	15.0	126.5	0.0	0.0
\$170,001 \$250,000	9	16.07%	91.0	91.0	79.0	117.0	0.0
\$250,001 and up	6	10.71%	81.5	172.0	107.0	94.5	33.0
Median Closed DOM			77.0	29.0	79.0	106.0	33.0
Total Closed Units		100%	77.0	17	29	8	2
Total Closed Volume			7,309,530	2.30M	2.97M	1.45M	590.90K

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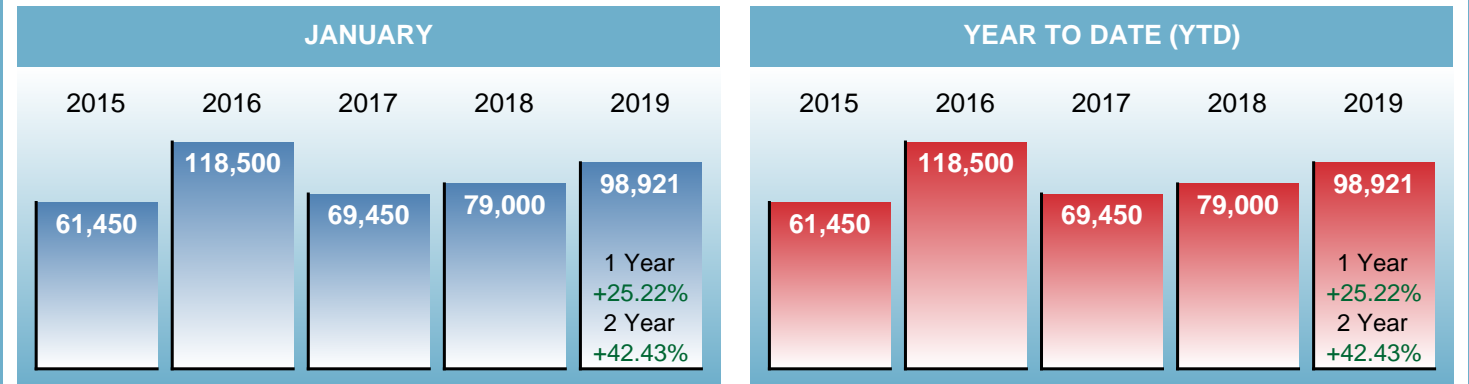
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MEDIAN LIST PRICE AT CLOSING

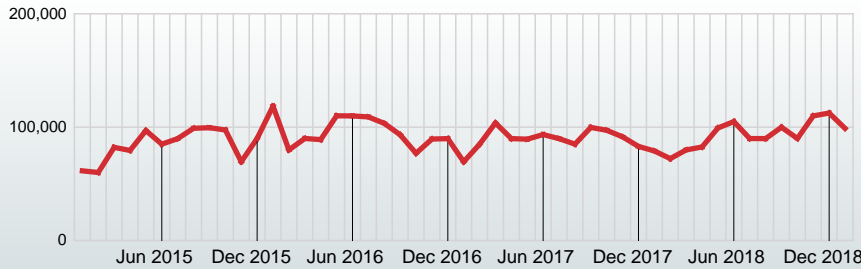
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 85,464

3 MONTHS



High
Jan 2016 = 118,500
Low
Feb 2015 = 60,000
Median List Price
this month at **98,921**,
above the 5 yr JAN
average of **85,464**

N O V	109,900
D E C	112,450 2.32%
J A N	98,921 -12.03%

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	2	3.57%	15,000	15,000	0	0	0
\$20,001 \$40,000	6	10.71%	31,500	32,500	26,900	39,900	0
\$40,001 \$70,000	12	21.43%	54,950	50,000	54,950	0	0
\$70,001 \$110,000	12	21.43%	89,950	89,900	105,000	79,950	0
\$110,001 \$170,000	9	16.07%	134,900	137,000	134,900	0	0
\$170,001 \$250,000	7	12.50%	190,000	0	187,500	198,000	0
\$250,001 and up	8	14.29%	323,700	730,000	286,250	365,000	304,450
Median List Price			98,921	75,000	105,000	188,500	304,450
Total Closed Units		100%	98,921	17	29	8	2
Total Closed Volume			7,930,596	2.48M	3.32M	1.52M	608.90K

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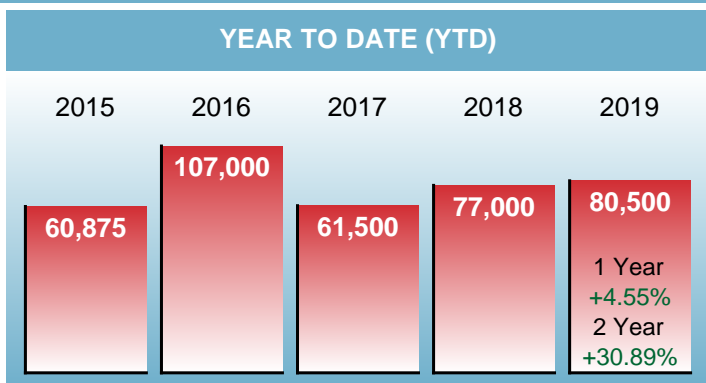
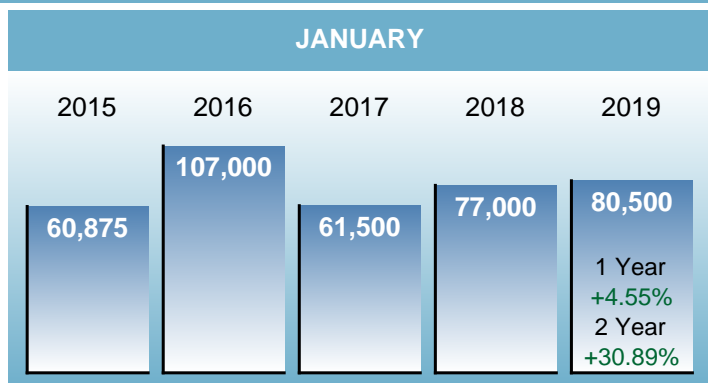
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MEDIAN SOLD PRICE AT CLOSING

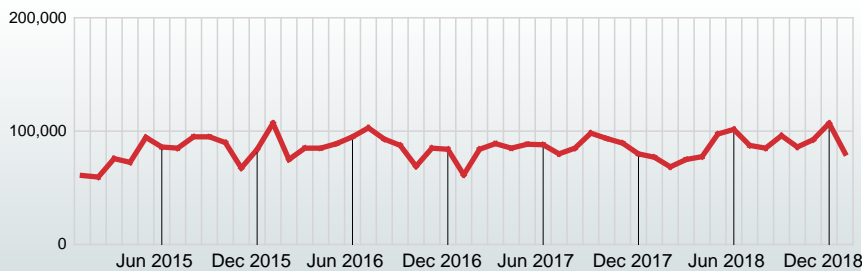
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 77,375

3 MONTHS



High
Jan 2016 = 107,000
Low
Feb 2015 = 59,500
Median Sold Price
this month at **80,500**,
above the 5 yr JAN
average of **77,375**

N	92,500
O	
D	106,900
E	15.57%
C	
J	80,500
A	-24.70%
N	

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	2	3.57%	12,500	12,500	0	0	0
\$20,001 - \$40,000	11	19.64%	37,750	32,500	34,750	37,750	0
\$40,001 - \$70,000	8	14.29%	54,050	51,600	54,950	0	0
\$70,001 - \$110,000	13	23.21%	80,000	77,435	95,000	75,450	0
\$110,001 - \$170,000	7	12.50%	125,000	145,000	121,750	0	0
\$170,001 - \$250,000	9	16.07%	187,000	250,000	180,000	187,000	0
\$250,001 and up	6	10.71%	333,450	1,150,000	270,000	355,000	295,450
Median Sold Price			80,500	72,000	95,000	181,000	295,450
Total Closed Units		100%	80,500	17	29	8	2
Total Closed Volume			7,309,530	2.30M	2.97M	1.45M	590.90K

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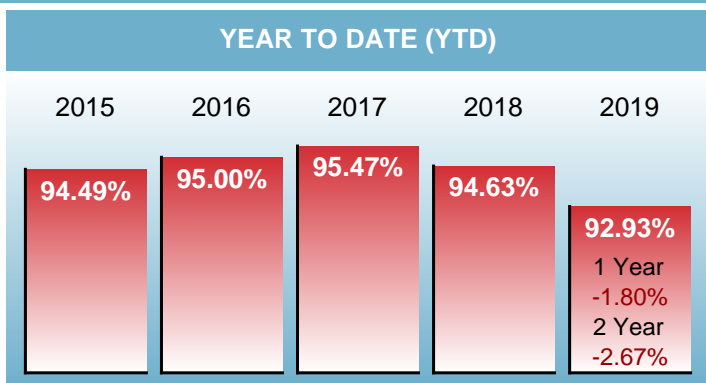
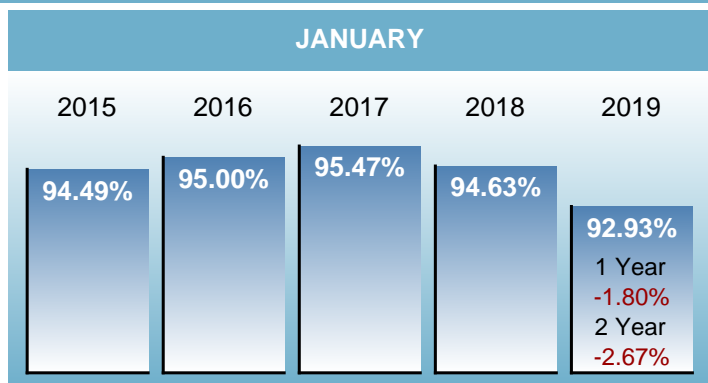
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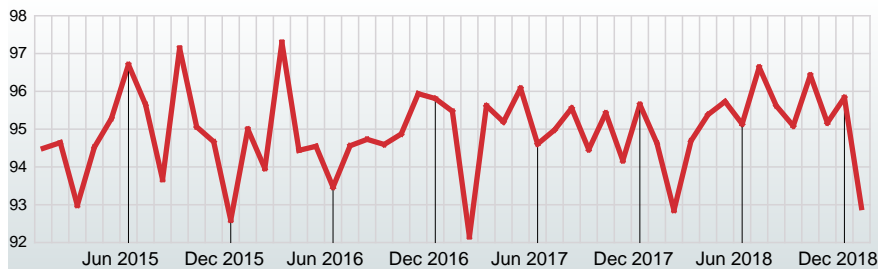


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 94.50% **3 MONTHS**

High
Mar 2016 = 97.30%
Low
Feb 2017 = 92.15%
Median Sold/List Ratio
this month at **92.93%**,
below the 5 yr JAN
average of **94.50%**

NOV	95.17%
DEC	95.84%
JAN	92.93%
	-3.04%

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	2	3.57%	87.50%	87.50%	0.00%	0.00%	0.00%
\$20,001 \$40,000	11	19.64%	84.76%	84.11%	82.78%	94.61%	0.00%
\$40,001 \$70,000	8	14.29%	94.18%	87.95%	95.83%	0.00%	0.00%
\$70,001 \$110,000	13	23.21%	88.75%	87.04%	87.50%	94.38%	0.00%
\$110,001 \$170,000	7	12.50%	93.33%	93.55%	92.99%	0.00%	0.00%
\$170,001 \$250,000	9	16.07%	95.68%	96.15%	93.42%	96.72%	0.00%
\$250,001 and up	6	10.71%	95.34%	95.83%	90.76%	97.18%	97.43%
Median Sold/List Ratio			92.93%	90.09%	92.66%	95.66%	97.43%
Total Closed Units		100%	92.93%	17	29	8	2
Total Closed Volume				2.30M	2.97M	1.45M	590.90K

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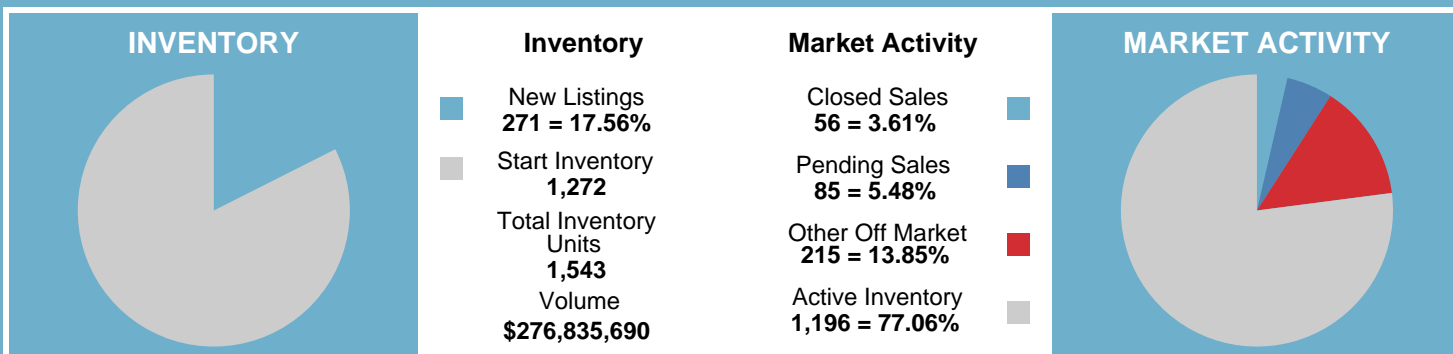
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MARKET SUMMARY

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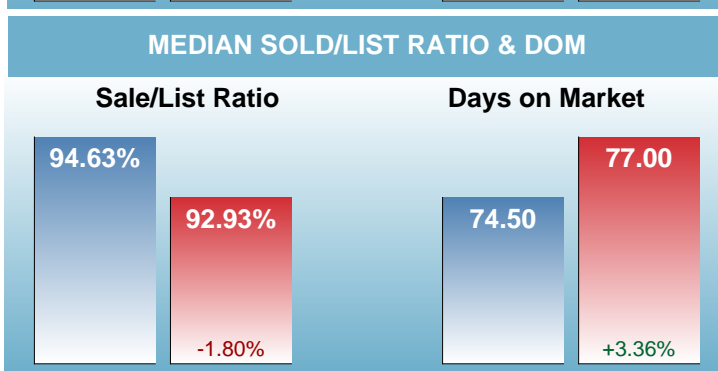
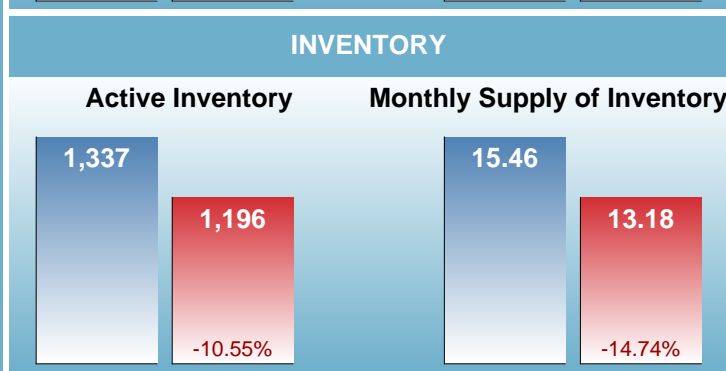
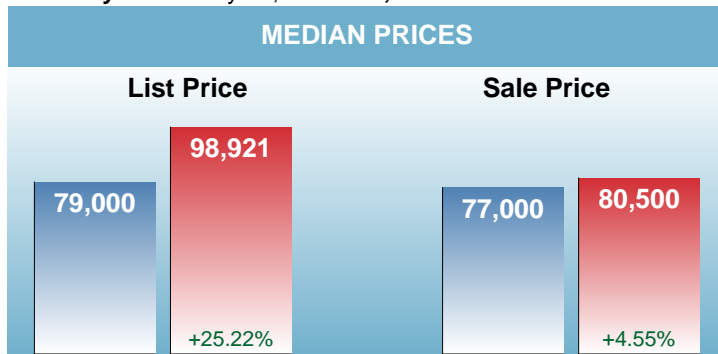
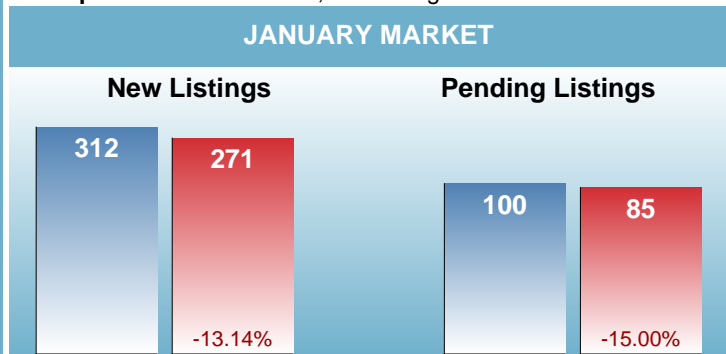


Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	88	56	-36.36%	88	56	-36.36%
Pending Sales	100	85	-15.00%	100	85	-15.00%
New Listings	312	271	-13.14%	312	271	-13.14%
Median List Price	79,000	98,921	25.22%	79,000	98,921	25.22%
Median Sale Price	77,000	80,500	4.55%	77,000	80,500	4.55%
Median Percent of Selling Price to List Price	94.63%	92.93%	-1.80%	94.63%	92.93%	-1.80%
Median Days on Market to Sale	74.50	77.00	3.36%	74.50	77.00	3.36%
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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