

## July 2018

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

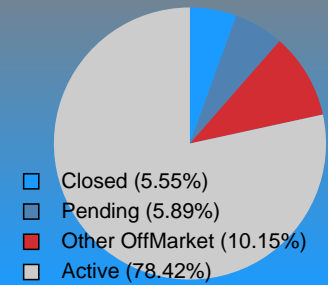


## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 13, 2018 for MLS Technology Inc.

| Compared Metrics                               | July    |         |         |
|--|---------|---------|---------|
|  | 2017    | 2018    | +/-%    |
| Closed Listings                                | 78      | 99      | 26.92%  |
| Pending Listings                               | 111     | 105     | -5.41%  |
| New Listings                                   | 376     | 335     | -10.90% |
| Average List Price                             | 119,058 | 140,234 | 17.79%  |
| Average Sale Price                             | 111,742 | 133,368 | 19.35%  |
| Average Percent of List Price to Selling Price | 92.98%  | 94.16%  | 1.27%   |
| Average Days on Market to Sale                 | 70.97   | 67.80   | -4.48%  |
| End of Month Inventory                         | 1,259   | 1,399   | 11.12%  |
| Months Supply of Inventory                     | 15.31   | 14.95   | -2.34%  |

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **94** Sales/Month  
**Active Inventory** as of July 31, 2018 = **1,399**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2018 rose **11.12%** to 1,399 existing homes available for sale. Over the last 12 months this area has had an average of 94 closed sales per month. This represents an unsold inventory index of **14.95** 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 **19.35%** in July 2018 to \$133,368 versus the previous year at \$111,742.

## Average Days on Market Shortens

The average number of **67.80** days that homes spent on the market before selling decreased by 3.18 days or **4.48%** in July 2018 compared to last year's same month at **70.97** DOM.

## Sales Success for July 2018 is Positive

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

There were 335 New Listings in July 2018, down **10.90%** from last year at 376. Furthermore, there were 99 Closed Listings this month versus last year at 78, a **26.92%** increase.

Closed versus Listed trends yielded a **29.6%** ratio, up from previous year's, July 2017, at **20.7%**, a **42.46%** upswing. This will certainly create pressure on an increasing 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>Average Days on Market to Sale</b>                 | <b>6</b>  |
| <b>Average List Price at Closing</b>                  | <b>7</b>  |
| <b>Average Sale Price at Closing</b>                  | <b>8</b>  |
| <b>Average 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.

## Are You Ready to Buy or Sell Real Estate?

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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

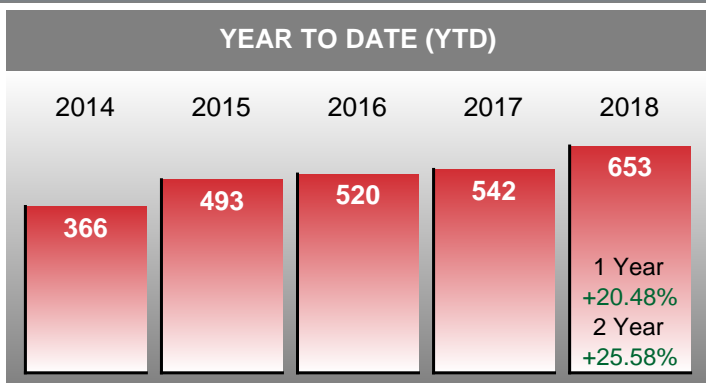
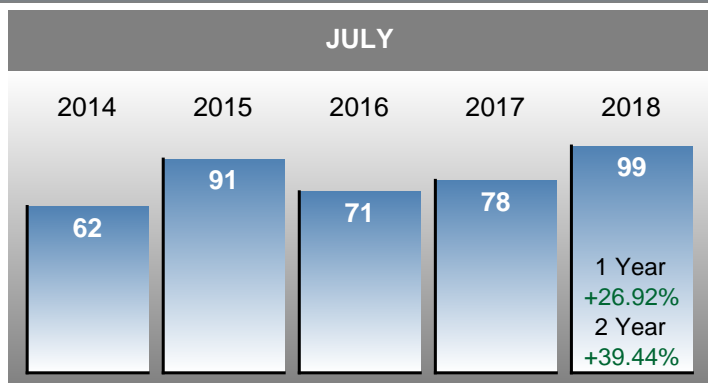
# July 2018

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



## CLOSED LISTINGS

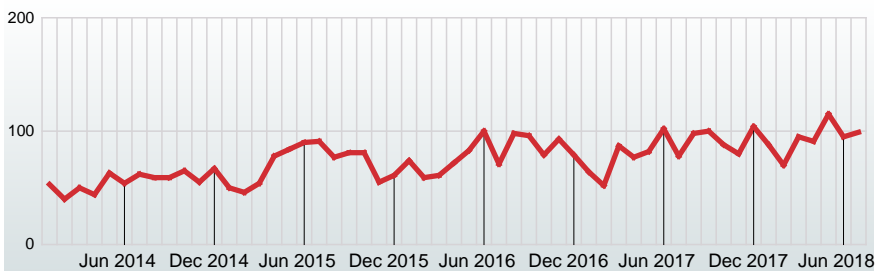
Report produced on Aug 13, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 80

3 MONTHS



**High**  
May 2018 = 115  
**Low**  
Feb 2014 = 40  
*Closed Listings*  
this month at **99**,  
above the 5 yr JUL  
average of **80**

|         |     |
|---------|-----|
| MAY     | 115 |
| JUN     | 95  |
| JUL     | 99  |
| -17.39% |     |
| 4.21%   |     |

### 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                              | 7                 | 7.07%       | 111.1       | 7               | 0                | 0                | 0                |
| \$20,001 - \$50,000                            | 15                | 15.15%      | 74.2        | 7               | 7                | 1                | 0                |
| \$50,001 - \$70,000                            | 12                | 12.12%      | 54.4        | 3               | 8                | 1                | 0                |
| \$70,001 - \$110,000                           | 26                | 26.26%      | 60.9        | 9               | 14               | 3                | 0                |
| \$110,001 - \$170,000                          | 17                | 17.17%      | 70.5        | 3               | 13               | 1                | 0                |
| \$170,001 - \$270,000                          | 13                | 13.13%      | 64.5        | 0               | 10               | 2                | 1                |
| \$270,001 and up                               | 9                 | 9.09%       | 60.9        | 0               | 2                | 5                | 2                |
| <b>Total Closed Units</b>                      | <b>99</b>         |             |             | <b>29</b>       | <b>54</b>        | <b>13</b>        | <b>3</b>         |
| <b>Total Closed Volume</b>                     | <b>13,203,407</b> | <b>100%</b> | <b>67.8</b> | <b>1.62M</b>    | <b>6.79M</b>     | <b>3.83M</b>     | <b>970.00K</b>   |
| <b>Average Closed Price</b>                    | <b>\$133,368</b>  |             |             | <b>\$55,882</b> | <b>\$125,675</b> | <b>\$294,338</b> | <b>\$323,333</b> |

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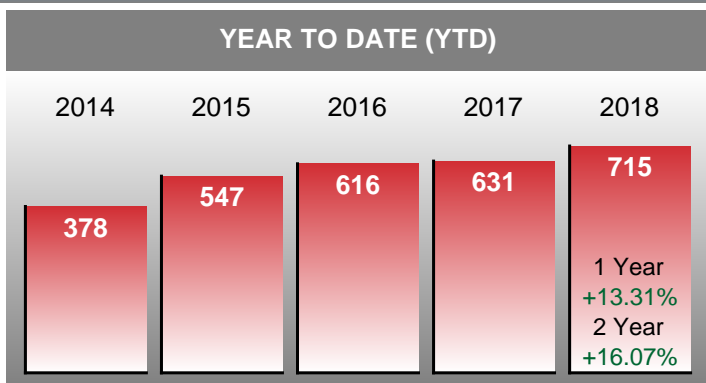
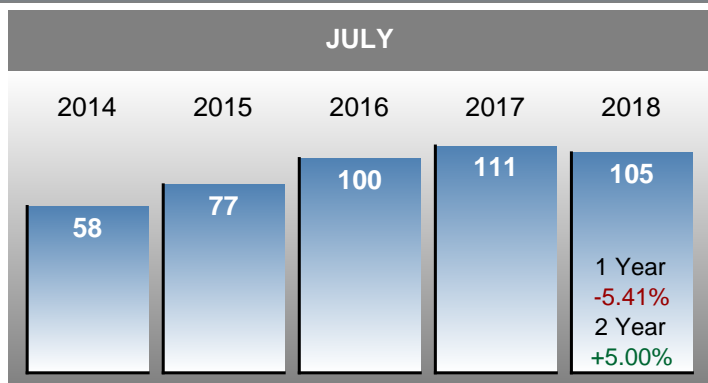
# July 2018

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



## PENDING LISTINGS

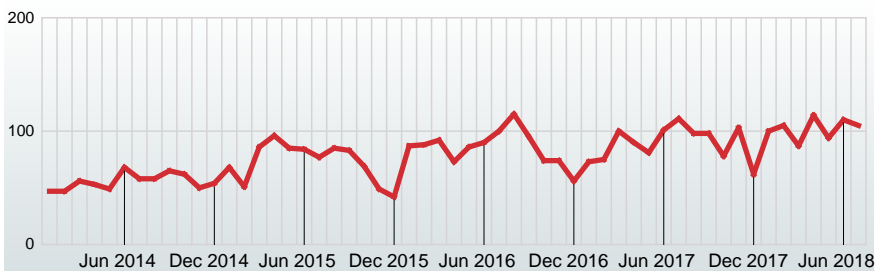
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 90

3 MONTHS



**High**  
Aug 2016 = 115  
**Low**  
Dec 2015 = 42  
*Pending Listings*  
this month at **105**,  
above the 5 yr JUL  
average of **90**

|        |     |
|--------|-----|
| MAY    | 94  |
| JUN    | 110 |
| 17.02% |     |
| JUL    | 105 |
| -4.55% |     |

### 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                               | 11                | 10.48%      | 116.5       | 10              | 1                | 0                | 0                |
| \$30,001 - \$50,000                             | 11                | 10.48%      | 66.8        | 6               | 5                | 0                | 0                |
| \$50,001 - \$70,000                             | 14                | 13.33%      | 45.3        | 6               | 7                | 1                | 0                |
| \$70,001 - \$120,000                            | 30                | 28.57%      | 80.9        | 10              | 18               | 2                | 0                |
| \$120,001 - \$160,000                           | 15                | 14.29%      | 65.5        | 3               | 10               | 2                | 0                |
| \$160,001 - \$220,000                           | 13                | 12.38%      | 80.9        | 3               | 8                | 2                | 0                |
| \$220,001 and up                                | 11                | 10.48%      | 86.5        | 2               | 4                | 4                | 1                |
| <b>Total Pending Units</b>                      | <b>105</b>        |             |             | <b>40</b>       | <b>53</b>        | <b>11</b>        | <b>1</b>         |
| <b>Total Pending Volume</b>                     | <b>12,549,775</b> | <b>100%</b> | <b>57.0</b> | <b>3.45M</b>    | <b>6.69M</b>     | <b>2.05M</b>     | <b>359.50K</b>   |
| <b>Average Listing Price</b>                    | <b>\$101,036</b>  |             |             | <b>\$86,240</b> | <b>\$126,160</b> | <b>\$186,745</b> | <b>\$359,500</b> |

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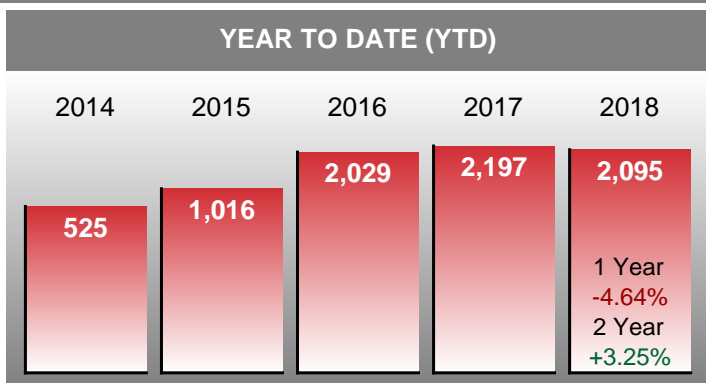
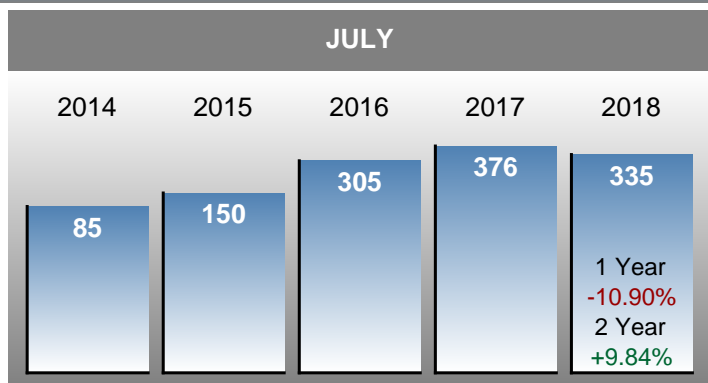
# July 2018

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## NEW LISTINGS

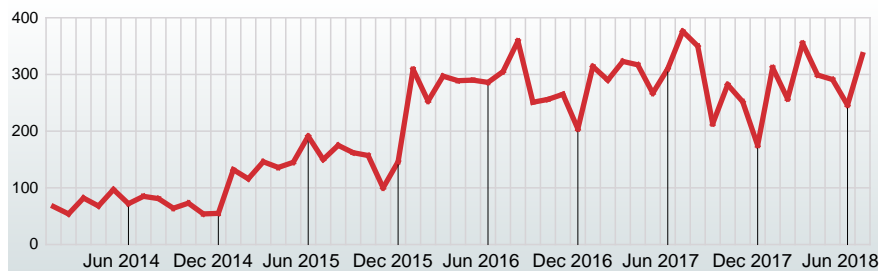
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 250

3 MONTHS



**High**  
Jul 2017 = 376  
**Low**  
Nov 2014 = 54  
*New Listings*  
this month at **335**,  
above the 5 yr JUL  
average of **250**

|         |     |
|---------|-----|
| MAY     | 291 |
| JUN     | 246 |
| JUL     | 335 |
| -15.46% |     |
| 36.18%  |     |

### 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                           | 16                | 4.78%       | 15               | 1                | 0                | 0                |
| \$20,001 - \$50,000                         | 63                | 18.81%      | 46               | 17               | 0                | 0                |
| \$50,001 - \$80,000                         | 42                | 12.54%      | 23               | 17               | 2                | 0                |
| \$80,001 - \$160,000                        | 88                | 26.27%      | 30               | 48               | 10               | 0                |
| \$160,001 - \$250,000                       | 51                | 15.22%      | 10               | 38               | 3                | 0                |
| \$250,001 - \$420,000                       | 41                | 12.24%      | 7                | 21               | 10               | 3                |
| \$420,001 and up                            | 34                | 10.15%      | 6                | 9                | 17               | 2                |
| <b>Total New Listed Units</b>               | <b>335</b>        |             | <b>137</b>       | <b>151</b>       | <b>42</b>        | <b>5</b>         |
| <b>Total New Listed Volume</b>              | <b>62,536,427</b> | <b>100%</b> | <b>15.89M</b>    | <b>29.01M</b>    | <b>15.61M</b>    | <b>2.03M</b>     |
| <b>Average New Listed Listing Price</b>     | <b>\$69,500</b>   |             | <b>\$116,015</b> | <b>\$192,096</b> | <b>\$371,686</b> | <b>\$405,000</b> |

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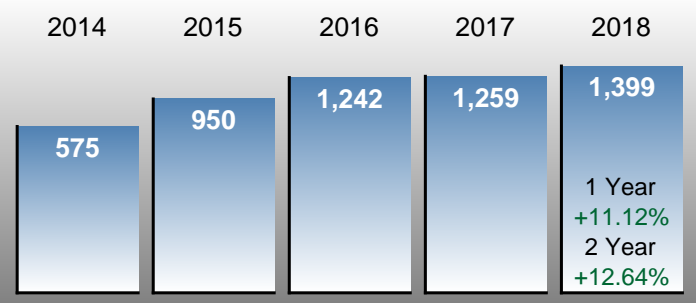
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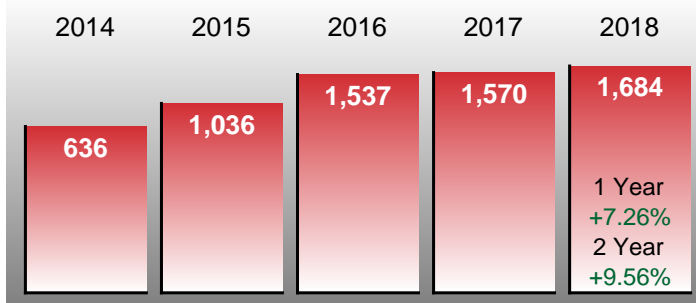
## ACTIVE INVENTORY

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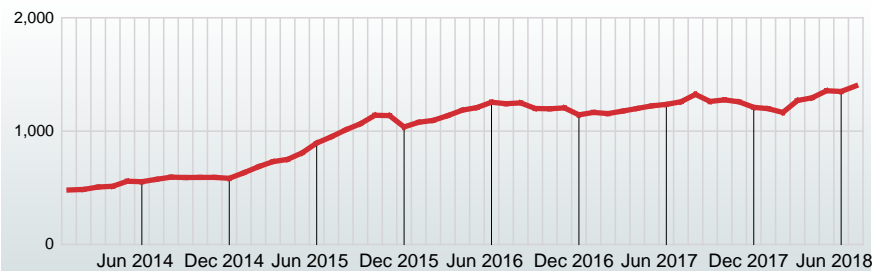
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 1,085

3 MONTHS

**High**  
Jul 2018 = 1,399  
**Low**  
Jan 2014 = 481  
*Inventory*  
this month at **1,399**,  
above the 5 yr JUL  
average of **1,085**

|     |                 |
|-----|-----------------|
| MAY | 1,356           |
| JUN | 1,350<br>-0.44% |
| JUL | 1,399<br>3.63%  |

### 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                                  | 241                | 17.23%      | 184.7        | 232              | 9                | 0                | 0                |
| \$25,001-\$50,000                             | 206                | 14.72%      | 136.5        | 171              | 31               | 3                | 1                |
| \$50,001-\$125,000                            | 383                | 27.38%      | 132.2        | 198              | 157              | 27               | 1                |
| \$125,001-\$200,000                           | 249                | 17.80%      | 156.5        | 60               | 148              | 35               | 6                |
| \$200,001-\$350,000                           | 173                | 12.37%      | 102.4        | 41               | 90               | 34               | 8                |
| \$350,001 and up                              | 147                | 10.51%      | 119.3        | 40               | 48               | 49               | 10               |
| <b>Total Active Inventory by Units</b>        | <b>1,399</b>       |             |              | <b>742</b>       | <b>483</b>       | <b>148</b>       | <b>26</b>        |
| <b>Total Active Inventory by Volume</b>       | <b>227,713,712</b> | <b>100%</b> | <b>141.1</b> | <b>76.76M</b>    | <b>94.18M</b>    | <b>46.00M</b>    | <b>10.78M</b>    |
| <b>Average Active Inventory Listing Price</b> | <b>\$162,769</b>   |             |              | <b>\$103,447</b> | <b>\$194,981</b> | <b>\$310,820</b> | <b>\$414,581</b> |

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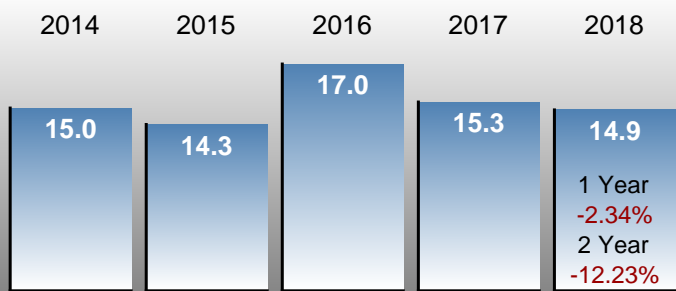
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



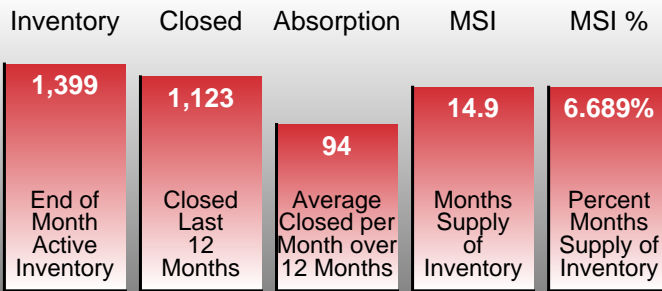
## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR JULY



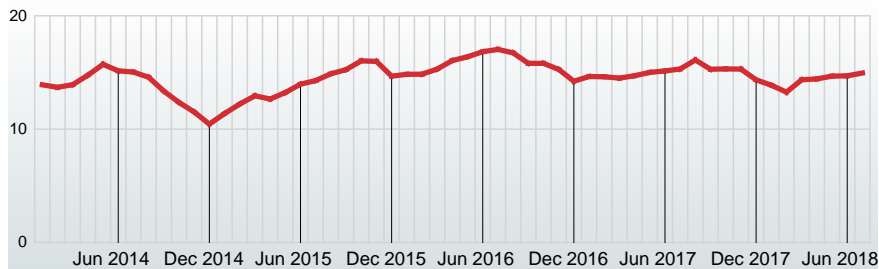
### INDICATORS FOR JULY 2018



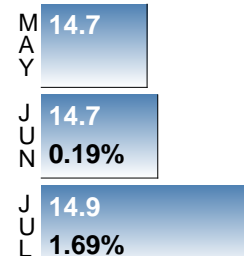
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 15.3

3 MONTHS



**High**  
Jul 2016 = 17.0  
**Low**  
Dec 2014 = 10.4  
*Months Supply*  
this month at **14.9**,  
equal to 5 yr JUL  
average of **15.3**



### 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 |
|---|-------|--------|------|----------|--------|--------|---------|
| \$10,000 and less                                       | 54    | 3.86%  | 24.0 | 25.0     | 12.0   | 0.0    | 0.0     |
| \$10,001 - \$30,000                                     | 246   | 17.58% | 18.9 | 24.5     | 4.5    | 0.0    | 6.0     |
| \$30,001 - \$60,000                                     | 208   | 14.87% | 11.1 | 17.2     | 5.7    | 2.8    | 0.0     |
| \$60,001 - \$130,000                                    | 348   | 24.87% | 11.9 | 19.9     | 8.7    | 8.3    | 24.0    |
| \$130,001 - \$210,000                                   | 229   | 16.37% | 13.3 | 22.7     | 11.6   | 12.8   | 12.0    |
| \$210,001 - \$370,000                                   | 174   | 12.44% | 17.4 | 44.7     | 17.9   | 10.0   | 13.7    |
| \$370,001 and up  | 140   | 10.01% | 46.7 | 114.0    | 33.8   | 51.3   | 24.0    |
| Market Supply of Inventory (MSI)                        | 14.9  | 100%   | 14.9 | 22.7     | 10.4   | 11.8   | 14.2    |
| Total Active Inventory by Units                         | 1,399 |        |      | 742      | 483    | 148    | 26      |

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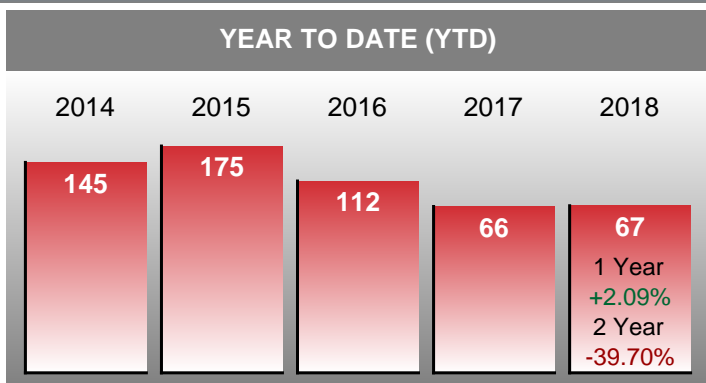
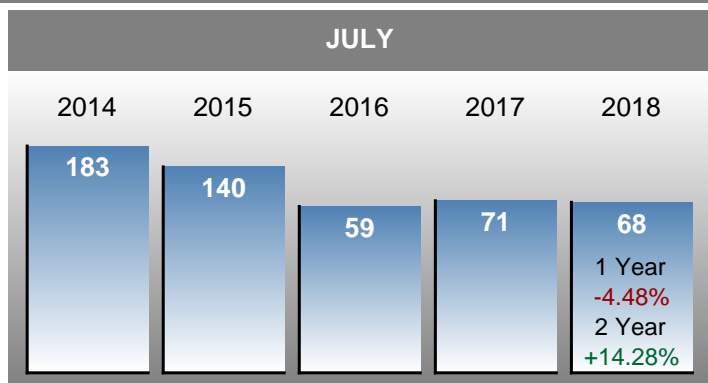
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## AVERAGE DAYS ON MARKET TO SALE

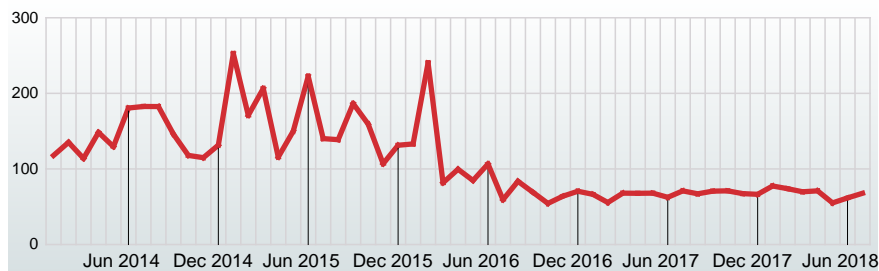
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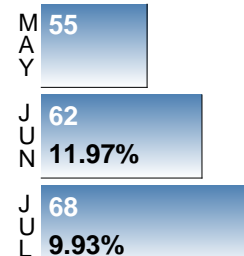
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 104

3 MONTHS



**High**  
Jan 2015 = 253  
**Low**  
Oct 2016 = 54  
*Average Days on Market*  
this month at **68**,  
below the 5 yr JUL  
average of **104**



### 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   | 7  | 7.07%  | 111.1      | 111.1    | 0.0    | 0.0    | 0.0     |
| \$20,001 - \$50,000   | 15 | 15.15% | 74.2       | 99.4     | 55.0   | 32.0   | 0.0     |
| \$50,001 - \$70,000   | 12 | 12.12% | 54.4       | 27.0     | 65.1   | 51.0   | 0.0     |
| \$70,001 - \$110,000  | 26 | 26.26% | 60.9       | 52.9     | 63.4   | 73.3   | 0.0     |
| \$110,001 - \$170,000   | 17 | 17.17% | 70.5       | 86.7     | 69.2   | 39.0   | 0.0     |
| \$170,001 - \$270,000   | 13 | 13.13% | 64.5       | 0.0      | 64.7   | 46.5   | 98.0    |
| \$270,001 and up  | 9  | 9.09%  | 60.9       | 0.0      | 94.5   | 59.4   | 31.0    |
| <b>Average Closed DOM</b>                                     |    |        | 67.8       | 79.0     | 65.4   | 56.3   | 53.3    |
| <b>Total Closed Units</b>                                     |    | 100%   | 67.8       | 29       | 54     | 13     | 3       |
| <b>Total Closed Volume</b>                                    |    |        | 13,203,407 | 1.62M    | 6.79M  | 3.83M  | 970.00K |

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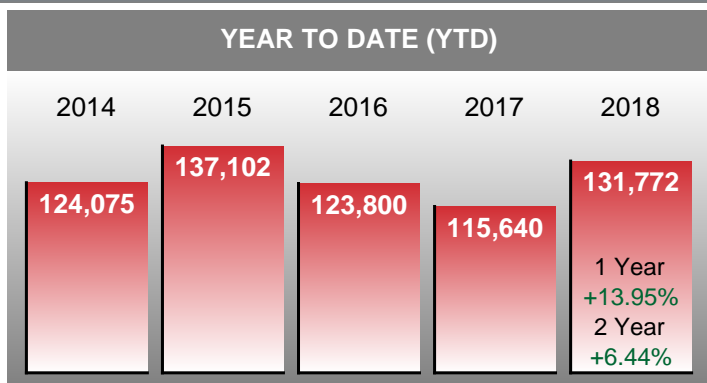
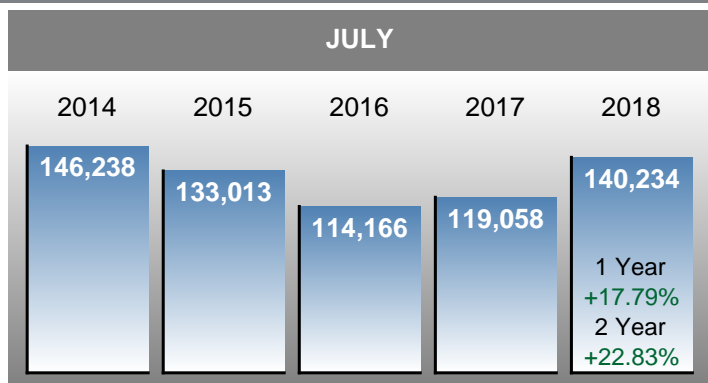
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## AVERAGE LIST PRICE AT CLOSING

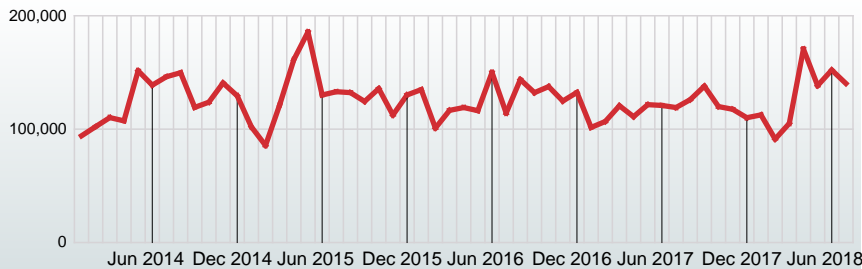
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 130,542

3 MONTHS



**High**  
May 2015 = 185,723  
**Low**  
Feb 2015 = 85,639  
*Average List Price*  
this month at **140,234**,  
above the 5 yr JUL  
average of **130,542**

|     |         |
|-----|---------|
| MAY | 138,379 |
| JUN | 152,086 |
| JUL | 9.91%   |
| JUL | 140,234 |
| JUL | -7.79%  |

### 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  | 6  | 6.06%  | 12,083     | 14,643   | 0       | 0       | 0       |
| \$20,001 - \$50,000  | 17 | 17.17% | 36,865     | 35,214   | 38,171  | 33,000  | 0       |
| \$50,001 - \$70,000  | 11 | 11.11% | 63,273     | 67,167   | 59,438  | 70,500  | 0       |
| \$70,001 - \$110,000   | 25 | 25.25% | 89,384     | 82,711   | 95,093  | 95,333  | 0       |
| \$110,001 - \$170,000  | 15 | 15.15% | 139,073    | 145,167  | 145,931 | 154,900 | 0       |
| \$170,001 - \$270,000  | 15 | 15.15% | 221,267    | 0        | 229,500 | 247,000 | 299,000 |
| \$270,001 and up   | 10 | 10.10% | 484,830    | 0        | 383,750 | 614,380 | 354,950 |
| <b>Average List Price</b>                                    |    |        | 140,234    | 59,669   | 130,252 | 316,177 | 336,300 |
| <b>Total Closed Units</b>                                    |    | 100%   | 140,234    | 29       | 54      | 13      | 3       |
| <b>Total Closed Volume</b>                                   |    |        | 13,883,199 | 1.73M    | 7.03M   | 4.11M   | 1.01M   |

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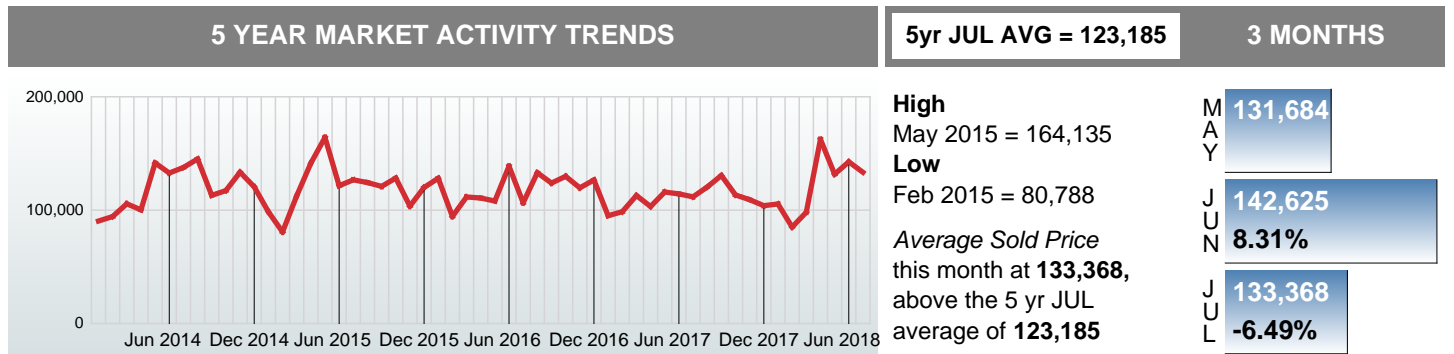
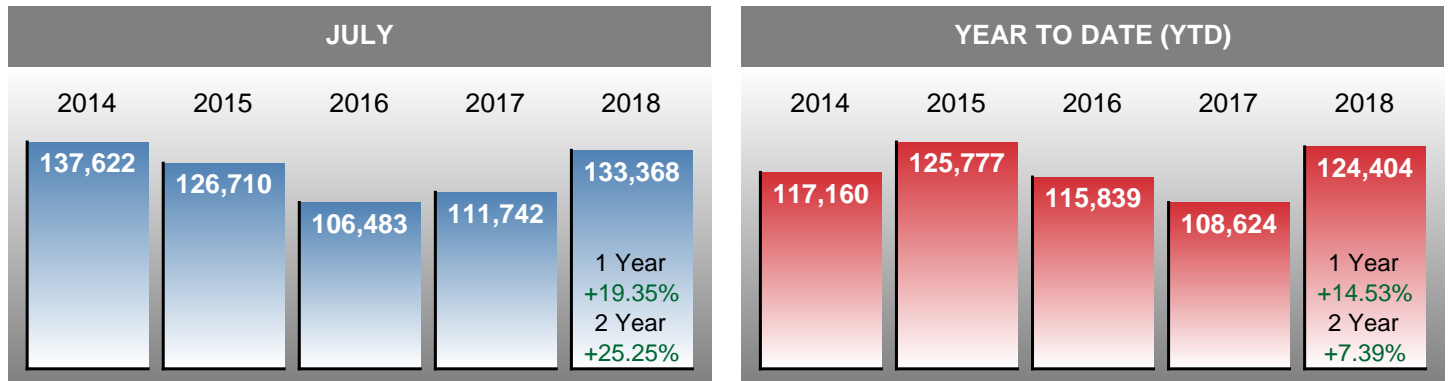
# July 2018

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



## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 13, 2018 for MLS Technology Inc.



## 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  | 7  | 7.07%       | 10,071            | 10,071        | 0              | 0              | 0              |
| \$20,001 - \$50,000  | 15 | 15.15%      | 33,692            | 32,240        | 35,100         | 34,000         | 0              |
| \$50,001 - \$70,000  | 12 | 12.12%      | 60,436            | 65,633        | 57,542         | 68,000         | 0              |
| \$70,001 - \$110,000   | 26 | 26.26%      | 86,638            | 78,167        | 93,006         | 82,333         | 0              |
| \$110,001 - \$170,000  | 17 | 17.17%      | 142,282           | 141,333       | 141,531        | 154,900        | 0              |
| \$170,001 - \$270,000  | 13 | 13.13%      | 226,454           | 0             | 219,840        | 237,750        | 270,000        |
| \$270,001 and up   | 9  | 9.09%       | 476,333           | 0             | 370,000        | 569,400        | 350,000        |
| <b>Average Sold Price</b>                                    |    |             | <b>133,368</b>    | <b>55,882</b> | <b>125,675</b> | <b>294,338</b> | <b>323,333</b> |
| <b>Total Closed Units</b>                                    |    | <b>100%</b> | <b>133,368</b>    | <b>29</b>     | <b>54</b>      | <b>13</b>      | <b>3</b>       |
| <b>Total Closed Volume</b>                                   |    |             | <b>13,203,407</b> | <b>1.62M</b>  | <b>6.79M</b>   | <b>3.83M</b>   | <b>970.00K</b> |

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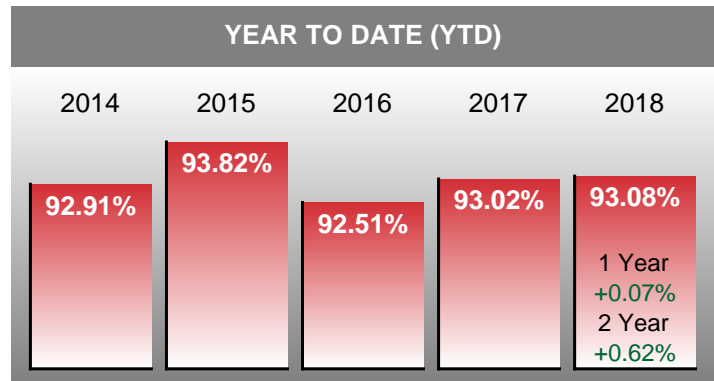
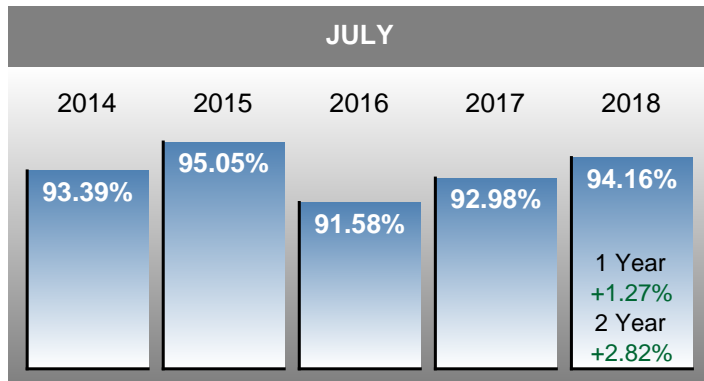
# July 2018

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



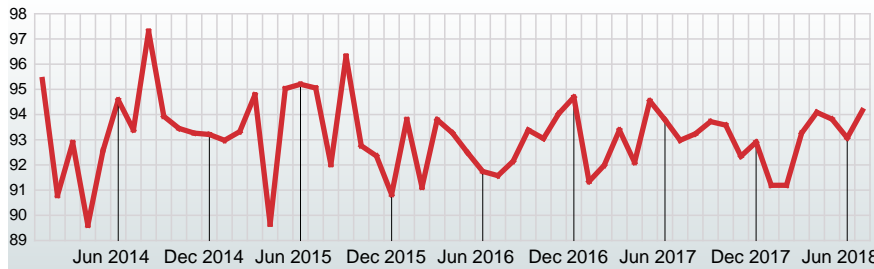
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 13, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 93.43%      3 MONTHS



**High**  
Aug 2014 = 97.30%

**Low**  
Apr 2014 = 89.61%

Average Sold/List Ratio this month at **94.16%**, above the 5 yr JUL average of **93.43%**

|          |        |
|----------|--------|
| MAY      | 93.82% |
| JUN      | 93.07% |
| JUL      | 94.16% |
| YTD      | -0.79% |
| 3 MONTHS | 1.17%  |

### 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                              | 7  | 7.07%       | 70.44%        | 70.44%        | 0.00%         | 0.00%         | 0.00%          |
| \$20,001 - \$50,000                            | 15 | 15.15%      | 92.87%        | 91.96%        | 92.32%        | 103.03%       | 0.00%          |
| \$50,001 - \$70,000                            | 12 | 12.12%      | 97.11%        | 97.75%        | 96.95%        | 96.45%        | 0.00%          |
| \$70,001 - \$110,000                           | 26 | 26.26%      | 96.10%        | 94.80%        | 98.45%        | 89.08%        | 0.00%          |
| \$110,001 - \$170,000                          | 17 | 17.17%      | 97.62%        | 97.36%        | 97.50%        | 100.00%       | 0.00%          |
| \$170,001 - \$270,000                          | 13 | 13.13%      | 95.55%        | 0.00%         | 95.92%        | 96.29%        | 90.30%         |
| \$270,001 and up                               | 9  | 9.09%       | 96.67%        | 0.00%         | 96.51%        | 96.01%        | 98.48%         |
| <b>Average Sold/List Ratio</b>                 |    |             | <b>94.20%</b> | <b>88.80%</b> | <b>96.66%</b> | <b>95.34%</b> | <b>95.75%</b>  |
| <b>Total Closed Units</b>                      |    | <b>100%</b> | <b>94.20%</b> | <b>29</b>     | <b>54</b>     | <b>13</b>     | <b>3</b>       |
| <b>Total Closed Volume</b>                     |    |             |               | <b>1.62M</b>  | <b>6.79M</b>  | <b>3.83M</b>  | <b>970.00K</b> |

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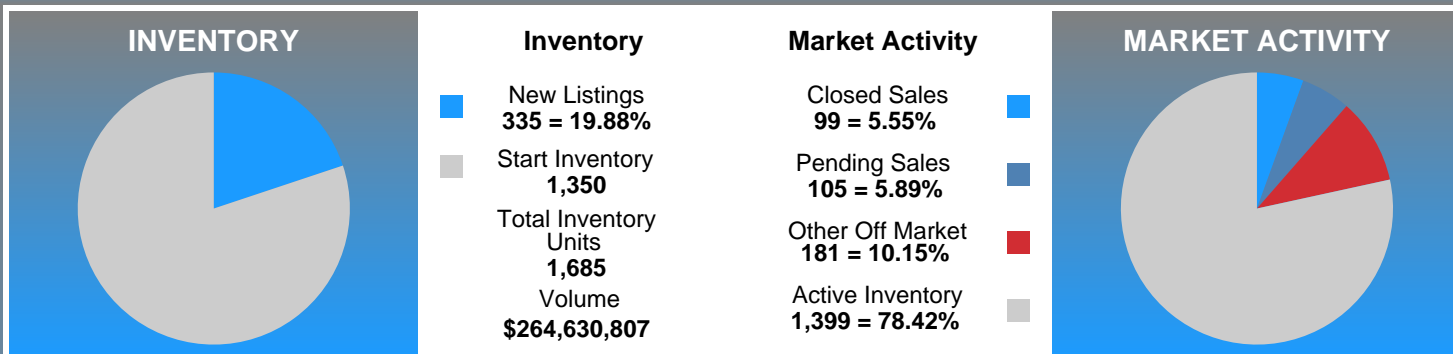
# July 2018

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



## MARKET SUMMARY

Report produced on Aug 13, 2018 for MLS Technology Inc.

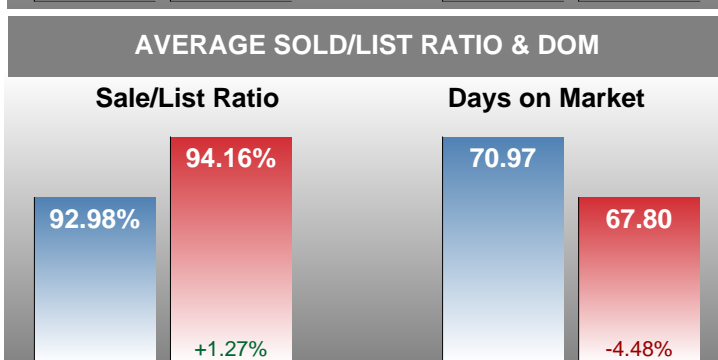
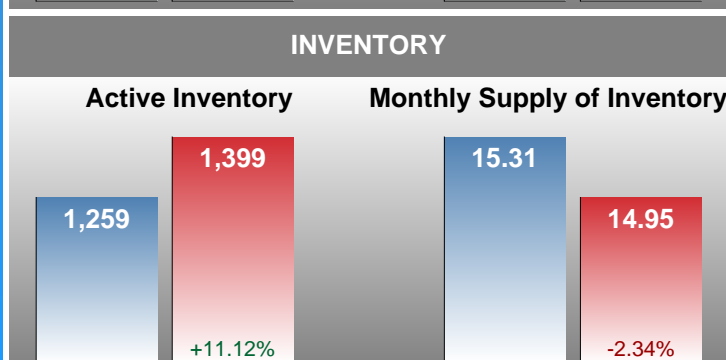
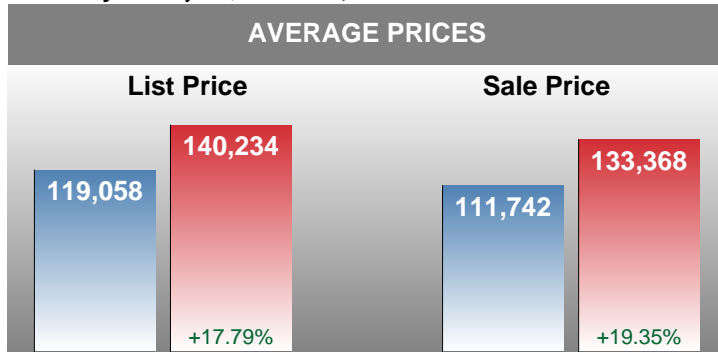
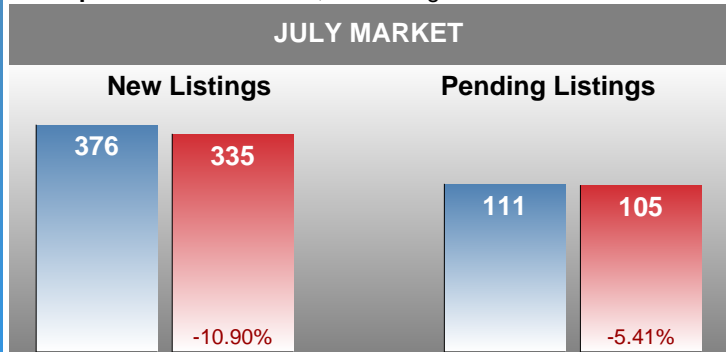


| Compared Metrics                               | July    |         |         | Year to Date |         |        |
|--|---------|---------|---------|--------------|---------|--------|
|  | 2017    | 2018    | +/-%    | 2017         | 2018    | +/-%   |
| Closed Sales                                   | 78      | 99      | 26.92%  | 542          | 653     | 20.48% |
| Pending Sales                                  | 111     | 105     | -5.41%  | 631          | 715     | 13.31% |
| New Listings                                   | 376     | 335     | -10.90% | 2,197        | 2,095   | -4.64% |
| Average List Price                             | 119,058 | 140,234 | 17.79%  | 115,640      | 131,772 | 13.95% |
| Average Sale Price                             | 111,742 | 133,368 | 19.35%  | 108,624      | 124,404 | 14.53% |
| Average Percent of Selling Price to List Price | 92.98%  | 94.16%  | 1.27%   | 93.02%       | 93.08%  | 0.07%  |
| Average Days on Market to Sale                 | 70.97   | 67.80   | -4.48%  | 65.98        | 67.36   | 2.09%  |
| Monthly Inventory                              | 1,259   | 1,399   | 11.12%  | 1,259        | 1,399   | 11.12% |
| Months Supply of Inventory                     | 15.31   | 14.95   | -2.34%  | 15.31        | 14.95   | -2.34% |

**Absorption:** Last 12 months, an Average of **94** Sales/Month

**Inventory on July 31, 2018 = 1,399**

2017 2018



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