

October 2018

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

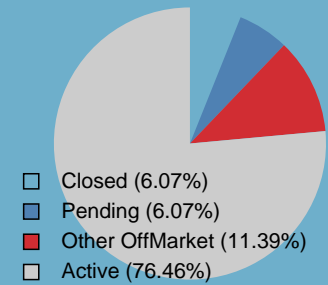


MONTHLY INVENTORY ANALYSIS

Report produced on Nov 12, 2018 for MLS Technology Inc.

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	88	105	19.32%
Pending Listings	78	105	34.62%
New Listings	282	204	-27.66%
Average List Price	119,896	134,437	12.13%
Average Sale Price	113,414	129,500	14.18%
Average Percent of List Price to Selling Price	93.58%	95.11%	1.63%
Average Days on Market to Sale	71.01	68.37	-3.72%
End of Month Inventory	1,538	1,322	-14.04%
Months Supply of Inventory	18.42	14.18	-23.03%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **93** Sales/Month
Active Inventory as of October 31, 2018 = **1,322**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **14.04%** to 1,322 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 **14.18** 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 **14.18%** in October 2018 to \$129,500 versus the previous year at \$113,414.

Average Days on Market Shortens

The average number of **68.37** days that homes spent on the market before selling decreased by 2.64 days or **3.72%** in October 2018 compared to last year's same month at **71.01** DOM.

Sales Success for October 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 204 New Listings in October 2018, down **27.66%** from last year at 282. Furthermore, there were 105 Closed Listings this month versus last year at 88, a **19.32%** increase.

Closed versus Listed trends yielded a **51.5%** ratio, up from previous year's, October 2017, at **31.2%**, a **64.94%** upswing. 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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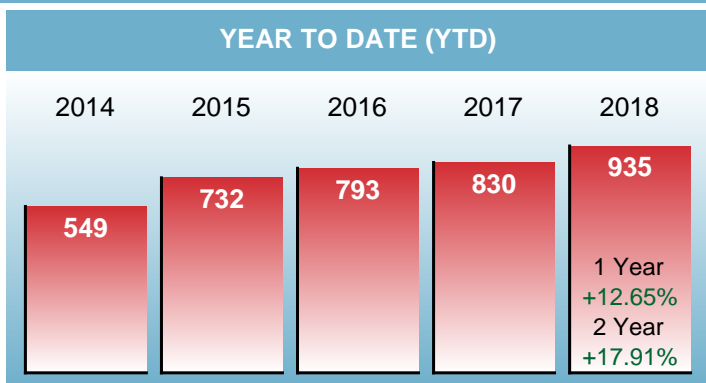
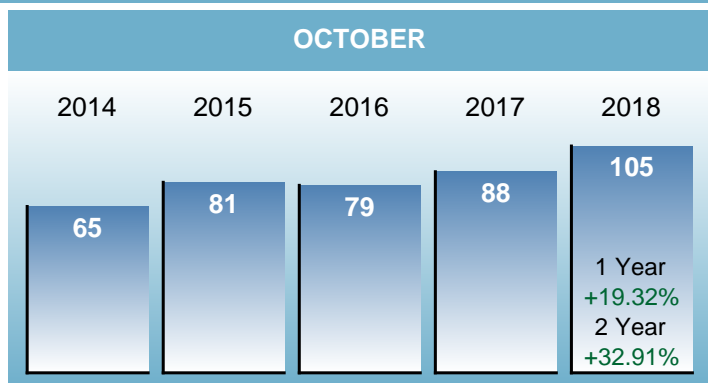
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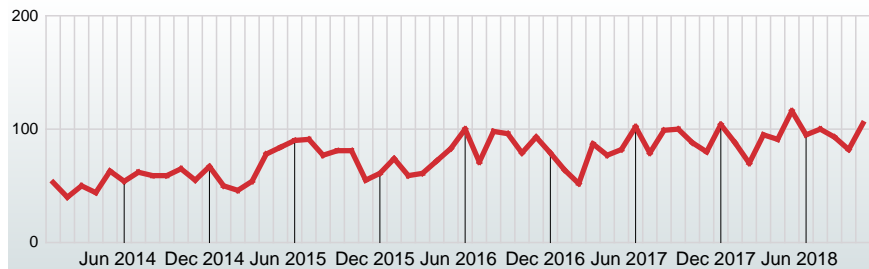


CLOSED LISTINGS

Report produced on Nov 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 84 **3 MONTHS**

High
May 2018 = 116
Low
Feb 2014 = 40
Closed Listings
this month at **105**,
above the 5 yr OCT
average of **84**

AUG	93
SEP	82 -11.83%
OCT	105 28.05%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	10.48%	78.5	9	2	0	0
\$30,001 - \$40,000	10	9.52%	134.4	8	1	1	0
\$40,001 - \$70,000	18	17.14%	56.6	6	9	3	0
\$70,001 - \$140,000	27	25.71%	49.6	7	18	2	0
\$140,001 - \$180,000	13	12.38%	59.8	3	7	3	0
\$180,001 - \$260,000	15	14.29%	65.3	1	12	2	0
\$260,001 and up	11	10.48%	77.8	1	5	3	2
Total Closed Units	105			35	54	14	2
Total Closed Volume	13,597,469	100%	68.4	2.45M	7.90M	2.61M	640.00K
Average Closed Price	\$129,500			\$69,917	\$146,274	\$186,541	\$320,000

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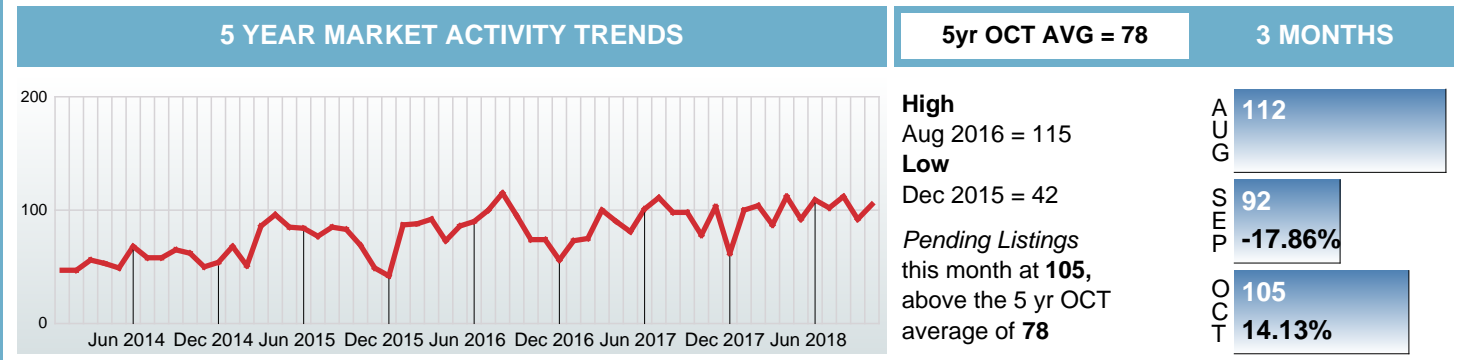
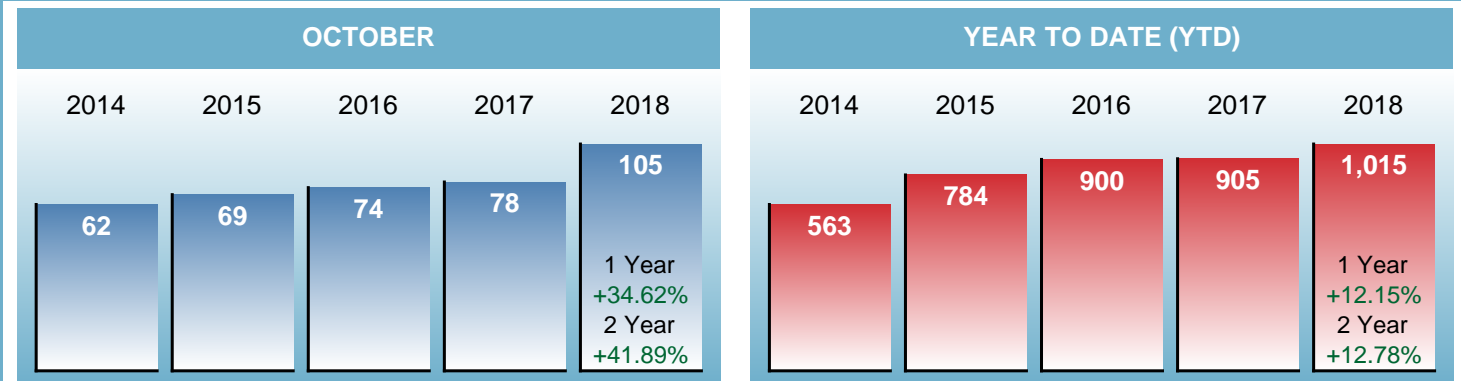
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PENDING LISTINGS

Report produced on Nov 12, 2018 for MLS Technology Inc.



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	7.62%	99.8	5	3	0	0
\$20,001 \$40,000	11	10.48%	72.3	7	4	0	0
\$40,001 \$70,000	19	18.10%	84.4	8	10	1	0
\$70,001 \$140,000	28	26.67%	55.1	7	14	6	1
\$140,001 \$200,000	14	13.33%	72.8	6	7	0	1
\$200,001 \$280,000	13	12.38%	74.4	1	10	2	0
\$280,001 and up	12	11.43%	48.3	3	6	3	0
Total Pending Units	105			37	54	12	2
Total Pending Volume	18,990,408	100%	108.1	7.25M	9.05M	2.40M	287.90K
Average Listing Price	\$93,482			\$195,932	\$167,563	\$200,383	\$143,950

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Phone: 918-663-7500

Email: support@mlstechnology.com

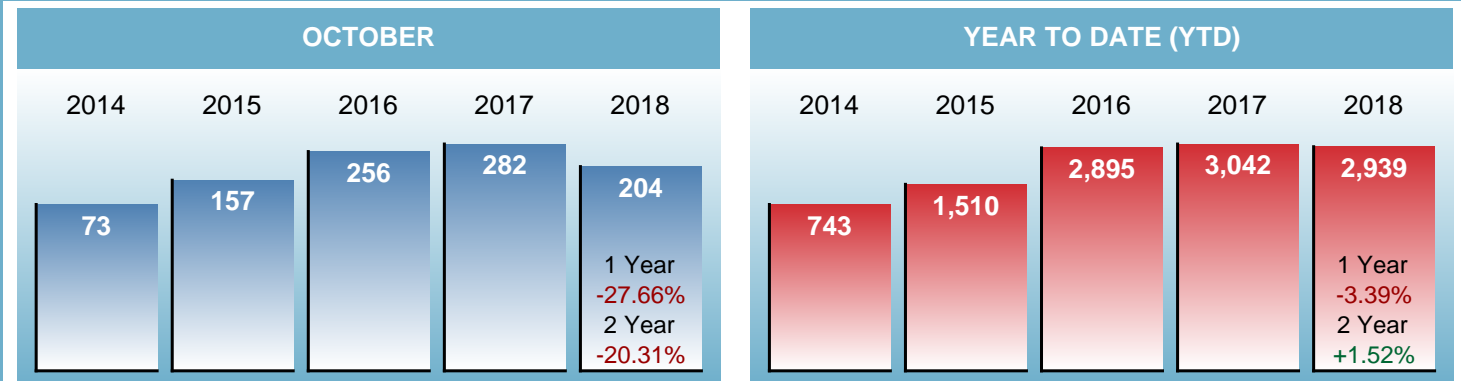
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NEW LISTINGS

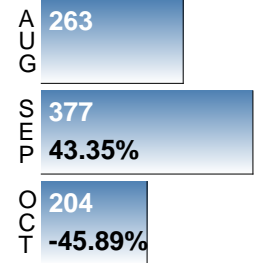
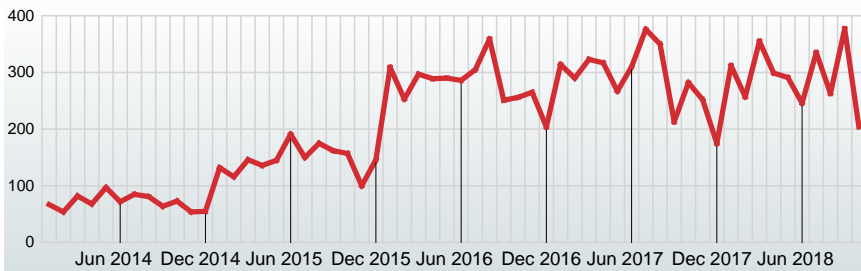
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 194

3 MONTHS



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	21	10.29%	18	3	0	0
\$20,001 \$40,000	25	12.25%	23	2	0	0
\$40,001 \$70,000	24	11.76%	13	10	1	0
\$70,001 \$160,000	56	27.45%	17	35	4	0
\$160,001 \$250,000	33	16.18%	8	17	7	1
\$250,001 \$460,000	24	11.76%	4	9	11	0
\$460,001 and up	21	10.29%	7	3	9	2
Total New Listed Units	204		90	79	32	3
Total New Listed Volume	42,825,845		15.53M	12.91M	12.51M	1.87M
Average New Listed Listing Price	\$108,500		\$172,596	\$163,454	\$390,981	\$622,633

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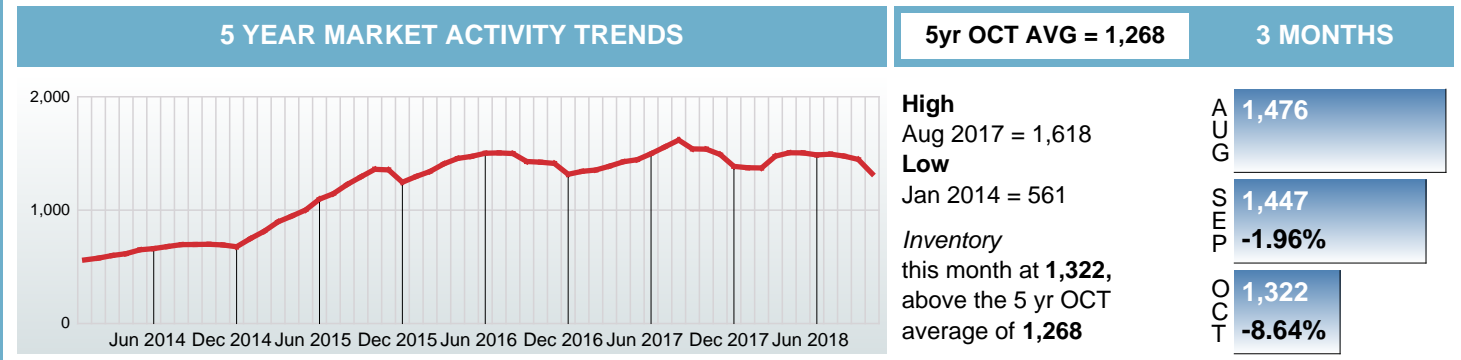
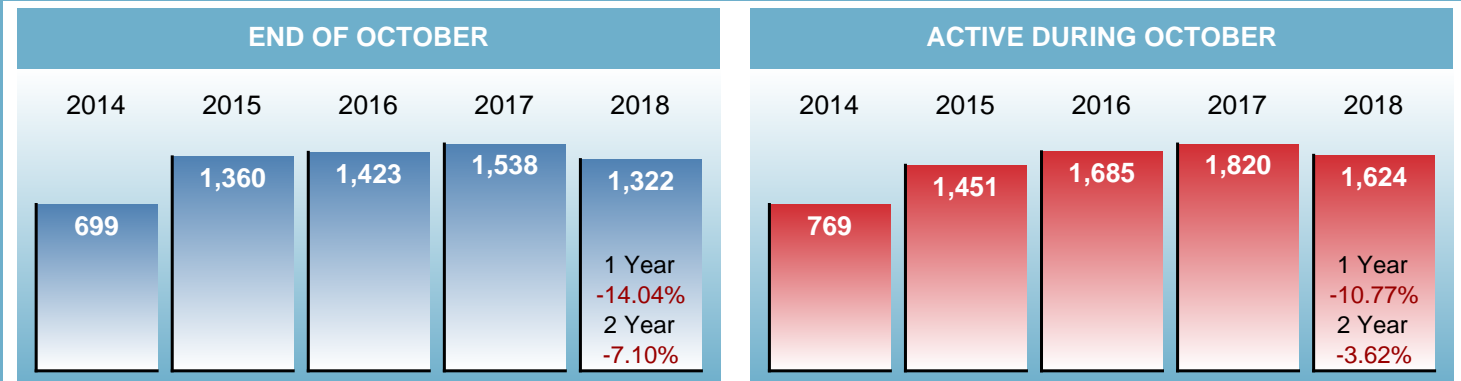
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ACTIVE INVENTORY

Report produced on Nov 12, 2018 for MLS Technology Inc.



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	192	14.52%	188.4	186	6	0	0
\$25,001-\$50,000	188	14.22%	144.2	162	23	2	1
\$50,001-\$125,000	377	28.52%	148.6	197	158	21	1
\$125,001-\$225,000	250	18.91%	170.3	78	139	31	2
\$225,001-\$400,000	182	13.77%	132.2	46	80	47	9
\$400,001 and up	133	10.06%	110.2	30	45	47	11
Total Active Inventory by Units	1,322			699	451	148	24
Total Active Inventory by Volume	236,728,236	100%	151.7	79.83M	90.73M	51.80M	14.37M
Average Active Inventory Listing Price	\$179,068			\$114,202	\$201,173	\$349,988	\$598,913

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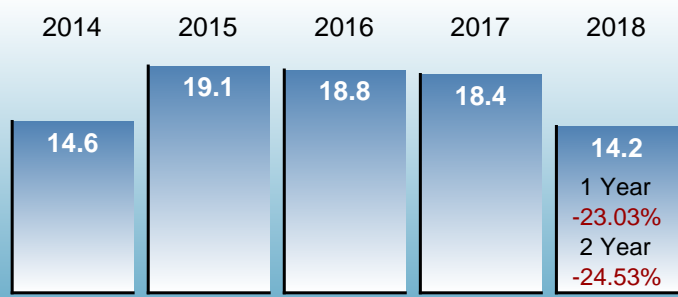
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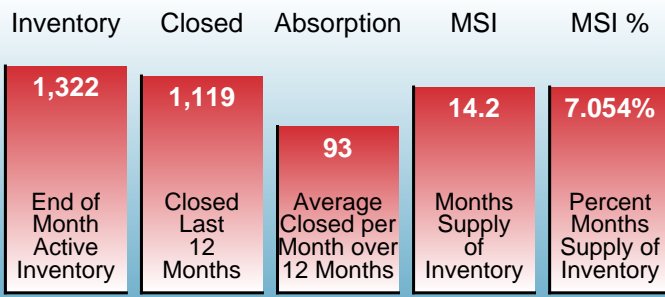
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER



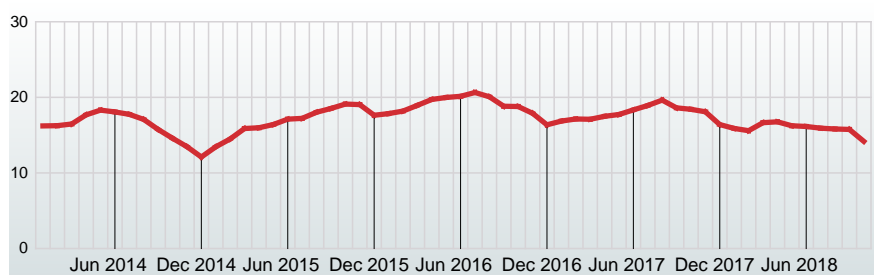
INDICATORS FOR OCTOBER 2018



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 17.0

3 MONTHS



High
Jul 2016 = 20.6
Low
Dec 2014 = 12.1
Months Supply
this month at **14.2**,
below the 5 yr OCT
average of **17.0**

AUG	15.8
SEP	15.8
SEP	-0.36%
OCT	14.2
OCT	-10.03%

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	130	9.83%	17.7	20.1	3.6	0.0	0.0
\$20,001 \$40,000	170	12.86%	12.4	18.1	3.5	0.9	12.0
\$40,001 \$70,000	194	14.67%	11.8	19.6	5.7	5.0	0.0
\$70,001 \$140,000	326	24.66%	11.5	20.5	8.7	7.1	12.0
\$140,001 \$230,000	198	14.98%	11.7	26.5	9.6	9.6	36.0
\$230,001 \$400,000	171	12.93%	20.1	44.0	17.3	18.9	9.6
\$400,001 and up	133	10.06%	69.4	180.0	60.0	56.4	66.0
Market Supply of Inventory (MSI)	14.2			21.5	9.5	12.8	16.0
		100%	14.2				
Total Active Inventory by Units	1,322			699	451	148	24

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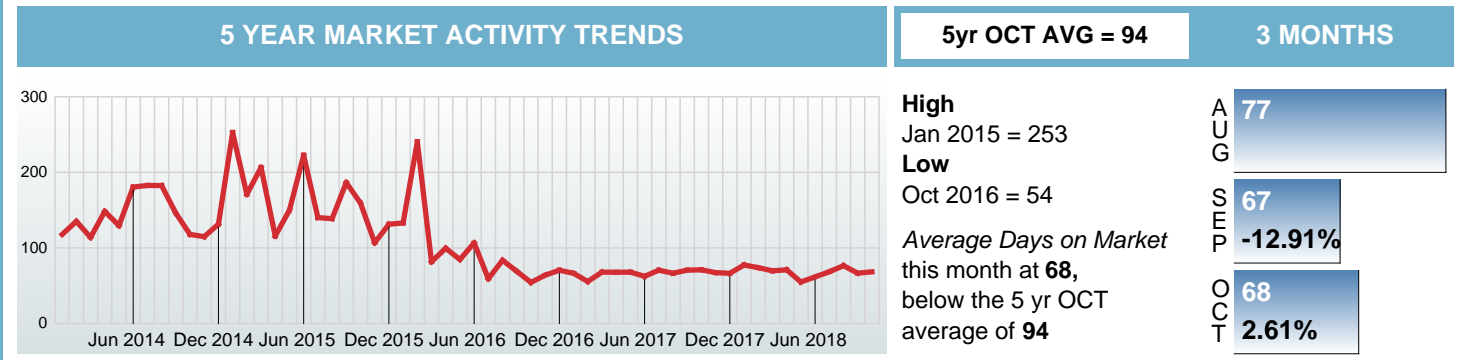
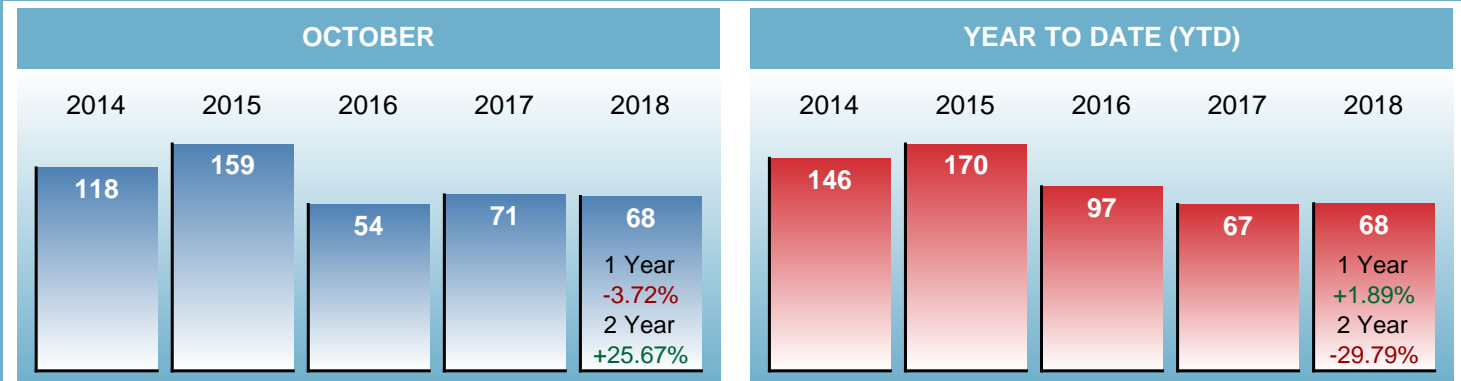
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AVERAGE DAYS ON MARKET TO SALE

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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
\$30,000 and less	11	10.48%	78.5	94.7	5.5	0.0	0.0
\$30,001 \$40,000	10	9.52%	134.4	142.9	54.0	147.0	0.0
\$40,001 \$70,000	18	17.14%	56.6	54.5	58.2	56.0	0.0
\$70,001 \$140,000	27	25.71%	49.6	39.3	51.8	66.0	0.0
\$140,001 \$180,000	13	12.38%	59.8	78.3	51.3	61.0	0.0
\$180,001 \$260,000	15	14.29%	65.3	105.0	63.0	59.5	0.0
\$260,001 and up	11	10.48%	77.8	48.0	76.2	69.0	110.0
Average Closed DOM			68.4	85.3	55.9	68.3	110.0
Total Closed Units		100%	68.4	35	54	14	2
Total Closed Volume			13,597,469	2.45M	7.90M	2.61M	640.00K

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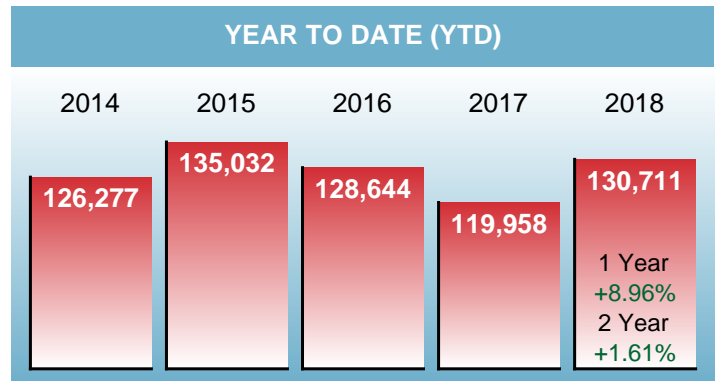
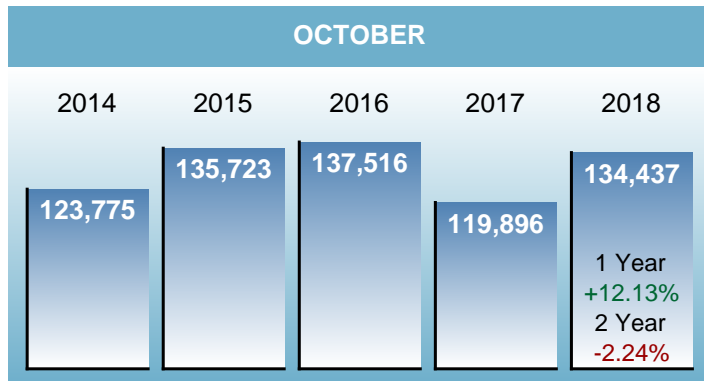
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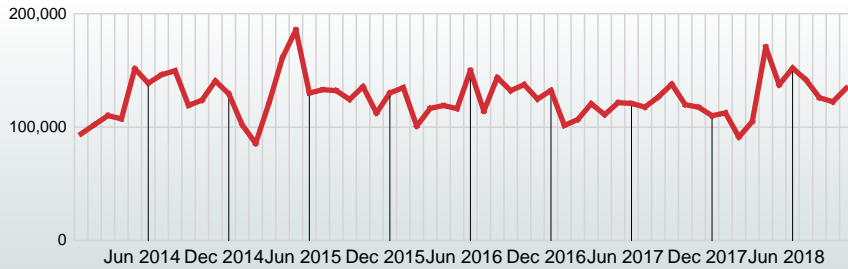
AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 130,269 3 MONTHS



High
May 2015 = 185,723
Low
Feb 2015 = 85,639
Average List Price
this month at **134,437**,
above the 5 yr OCT
average of **130,269**

AUG	126,010
SEP	122,378
SEP	-2.88%
OCT	134,437
OCT	9.85%

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
\$30,000 and less	12	11.43%	18,339	17,967	19,334	0	0
\$30,001 \$40,000	5	4.76%	38,280	38,150	44,900	39,900	0
\$40,001 \$70,000	18	17.14%	57,194	65,317	61,789	71,500	0
\$70,001 \$140,000	30	28.57%	100,070	101,114	107,233	112,250	0
\$140,001 \$180,000	12	11.43%	159,517	173,300	162,243	153,600	0
\$180,001 \$260,000	17	16.19%	208,041	198,000	211,433	213,500	0
\$260,001 and up	11	10.48%	383,808	310,000	380,980	445,997	334,500
Average List Price			134,437	74,129	150,883	193,192	334,500
Total Closed Units			105	35	54	14	2
Total Closed Volume			14,115,853	2.59M	8.15M	2.70M	669.00K

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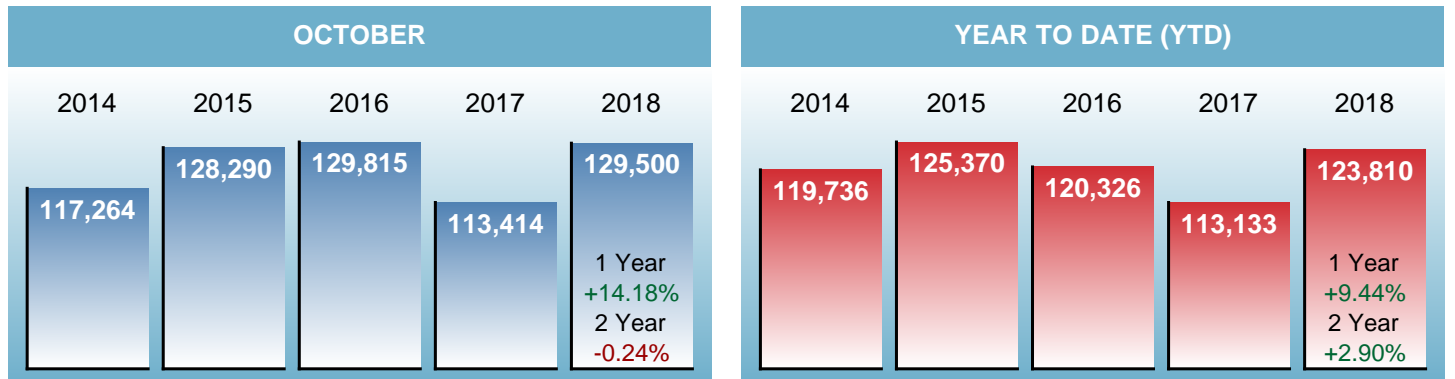
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AVERAGE SOLD PRICE AT CLOSING

Report produced on Nov 12, 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
\$30,000 and less	11	10.48%	16,709	15,667	21,400	0	0
\$30,001 \$40,000	10	9.52%	34,990	34,137	39,900	36,900	0
\$40,001 \$70,000	18	17.14%	59,071	59,000	56,944	65,592	0
\$70,001 \$140,000	27	25.71%	101,759	98,786	101,944	110,500	0
\$140,001 \$180,000	13	12.38%	158,361	167,500	160,314	144,667	0
\$180,001 \$260,000	15	14.29%	204,560	185,000	205,033	211,500	0
\$260,001 and up	11	10.48%	375,082	300,000	377,200	433,300	320,000
Average Sold Price			129,500	69,917	146,274	186,541	320,000
Total Closed Units		100%	129,500	35	54	14	2
Total Closed Volume			13,597,469	2.45M	7.90M	2.61M	640.00K

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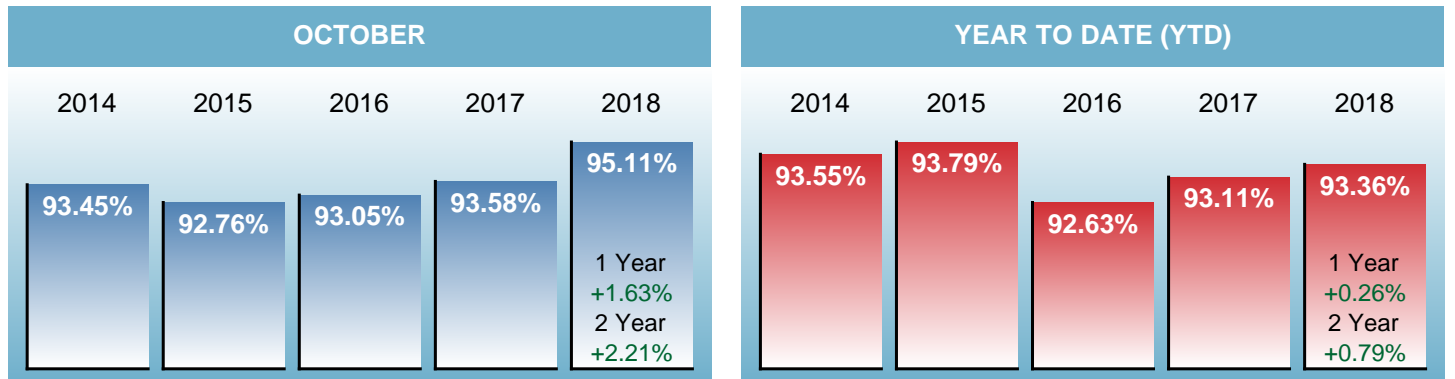
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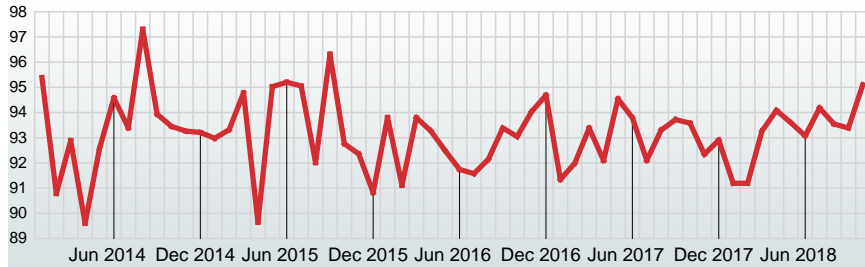


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 93.59%

3 MONTHS

High
Aug 2014 = 97.30%

Low
Apr 2014 = 89.61%

Average Sold/List Ratio this month at **95.11%**, above the 5 yr OCT average of **93.59%**

AUG	93.55%
SEP	93.39%
OCT	95.11%
Change from Sep	+1.72%
Change from Aug	+1.56%

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
\$30,000 and less	11	10.48%	90.30%	85.80%	110.54%	0.00%	0.00%
\$30,001 - \$40,000	10	9.52%	92.87%	93.42%	88.86%	92.48%	0.00%
\$40,001 - \$70,000	18	17.14%	91.84%	90.54%	92.32%	92.98%	0.00%
\$70,001 - \$140,000	27	25.71%	96.56%	97.87%	95.78%	98.98%	0.00%
\$140,001 - \$180,000	13	12.38%	97.95%	96.79%	99.97%	94.40%	0.00%
\$180,001 - \$260,000	15	14.29%	97.01%	93.43%	96.99%	98.93%	0.00%
\$260,001 and up	11	10.48%	97.76%	96.77%	98.92%	97.55%	95.65%
Average Sold/List Ratio			95.10%	92.24%	96.73%	95.94%	95.65%
Total Closed Units		100%	95.10%	35	54	14	2
Total Closed Volume			13,597,469	2.45M	7.90M	2.61M	640.00K

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MARKET SUMMARY

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INVENTORY

Inventory

- New Listings **204 = 12.36%**
- Start Inventory **1,447**
- Total Inventory Units **1,651**
- Volume **\$294,003,423**

Market Activity

- Closed Sales **105 = 6.07%**
- Pending Sales **105 = 6.07%**
- Other Off Market **197 = 11.39%**
- Active Inventory **1,322 = 76.46%**

MARKET ACTIVITY

Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	88	105	19.32%	830	935	12.65%
Pending Sales	78	105	34.62%	905	1,015	12.15%
New Listings	282	204	-27.66%	3,042	2,939	-3.39%
Average List Price	119,896	134,437	12.13%	119,958	130,711	8.96%
Average Sale Price	113,414	129,500	14.18%	113,133	123,810	9.44%
Average Percent of Selling Price to List Price	93.58%	95.11%	1.63%	93.11%	93.36%	0.26%
Average Days on Market to Sale	71.01	68.37	-3.72%	67.10	68.37	1.89%
Monthly Inventory	1,538	1,322	-14.04%	1,538	1,322	-14.04%
Months Supply of Inventory	18.42	14.18	-23.03%	18.42	14.18	-23.03%

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

Inventory on October 31, 2018 = **1,322** 2017 2018

OCTOBER MARKET

New Listings

Pending Listings

AVERAGE PRICES

List Price

Sale Price

INVENTORY

Active Inventory

Monthly Supply of Inventory

AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio

Days on Market

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