

May 2018

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

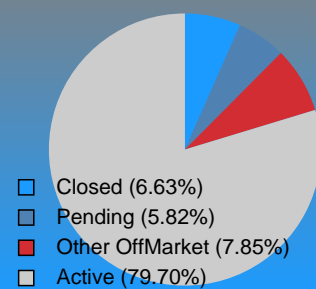


MONTHLY INVENTORY ANALYSIS

Report produced on Jun 11, 2018 for MLS Technology Inc.

Compared Metrics	May		
	2017	2018	+/-%
Closed Listings	82	114	39.02%
Pending Listings	81	100	23.46%
New Listings	267	291	8.99%
Median List Price	89,400	99,500	11.30%
Median Sale Price	88,450	98,250	11.08%
Median Percent of List Price to Selling Price	96.08%	95.73%	-0.37%
Median Days on Market to Sale	51.50	39.00	-24.27%
End of Month Inventory	1,223	1,370	12.02%
Months Supply of Inventory	15.01	14.84	-1.12%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **92** Sales/Month
Active Inventory as of May 31, 2018 = **1,370**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2018 rose **12.02%** to 1,370 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **14.84** 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 **11.08%** in May 2018 to \$98,250 versus the previous year at \$88,450.

Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 12.50 days or **24.27%** in May 2018 compared to last year's same month at **51.50** DOM.

Sales Success for May 2018 is Positive

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

There were 291 New Listings in May 2018, up **8.99%** from last year at 267. Furthermore, there were 114 Closed Listings this month versus last year at 82, a **39.02%** increase.

Closed versus Listed trends yielded a **39.2%** ratio, up from previous year's, May 2017, at **30.7%**, a **27.56%** upswing. This will certainly create pressure on an increasing 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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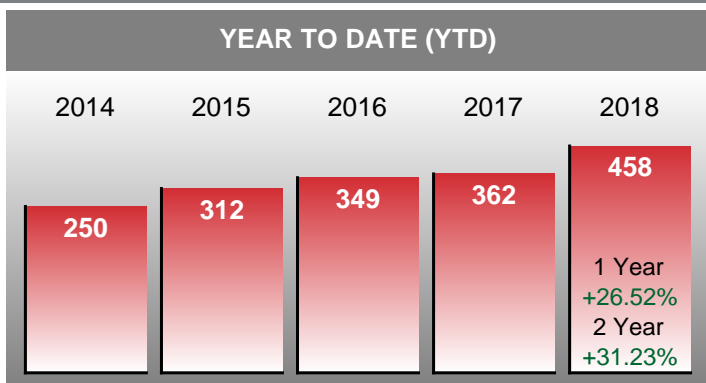
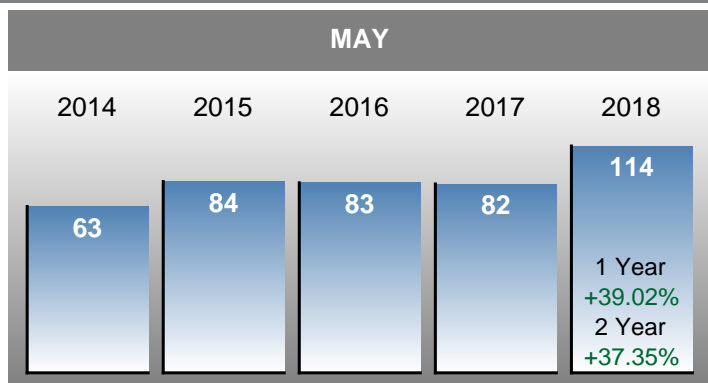
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CLOSED LISTINGS

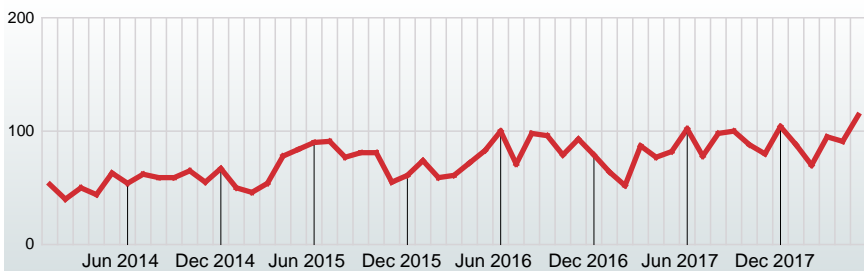
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 85

3 MONTHS



High
May 2018 = 114
Low
Feb 2014 = 40
Closed Listings
this month at **114**,
above the 5 yr MAY
average of **85**

M	95
A	
R	
A	91
P	-4.21%
R	
M	114
A	
Y	25.27%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	6.14%	48.0	7	0	0	0
\$30,001 - \$40,000	12	10.53%	73.5	9	0	3	0
\$40,001 - \$70,000	19	16.67%	33.0	9	9	1	0
\$70,001 - \$130,000	32	28.07%	47.5	7	20	5	0
\$130,001 - \$190,000	18	15.79%	20.0	3	12	3	0
\$190,001 - \$270,000	14	12.28%	13.0	0	7	6	1
\$270,001 and up	12	10.53%	39.0	0	7	5	0
Total Closed Units	114			35	55	23	1
Total Closed Volume	15,053,625	100%	39.0	1.92M	8.20M	4.74M	192.00K
Median Closed Price	\$98,250			\$48,000	\$126,000	\$184,500	\$192,000

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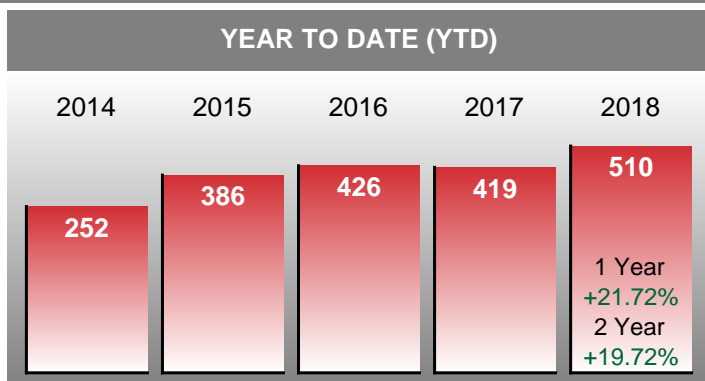
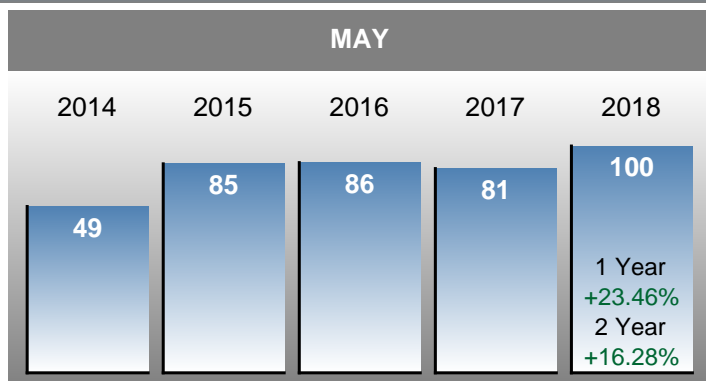
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PENDING LISTINGS

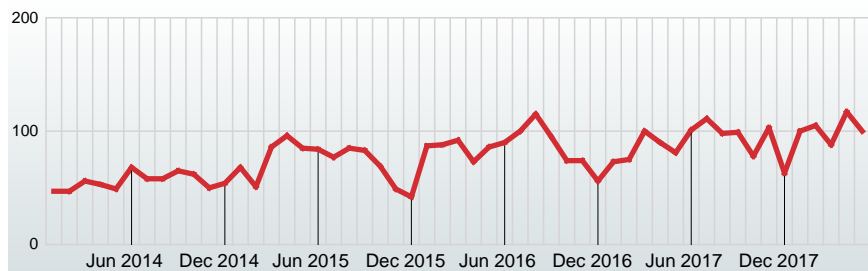
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 80

3 MONTHS



High
Apr 2018 = 117
Low
Dec 2015 = 42
Pending Listings
this month at **100**,
above the 5 yr MAY
average of **80**

MAR	88
APR	117
MAY	100
32.95%	
-14.53%	

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	11	11.00%	90.0	8	3	0	0
\$30,001 - \$50,000	12	12.00%	49.0	6	5	1	0
\$50,001 - \$80,000	15	15.00%	64.0	5	8	1	1
\$80,001 - \$130,000	22	22.00%	44.5	7	14	1	0
\$130,001 - \$210,000	16	16.00%	98.0	3	11	1	1
\$210,001 - \$320,000	13	13.00%	41.0	0	5	8	0
\$320,001 and up	11	11.00%	34.0	1	4	3	3
Total Pending Units	100			30	50	15	5
Total Pending Volume	14,695,364	100%	57.0	2.38M	7.10M	3.60M	1.62M
Median Listing Price	\$98,250			\$59,900	\$117,450	\$249,900	\$324,900

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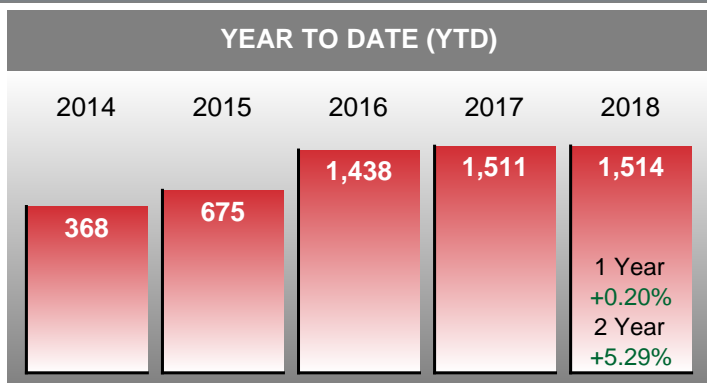
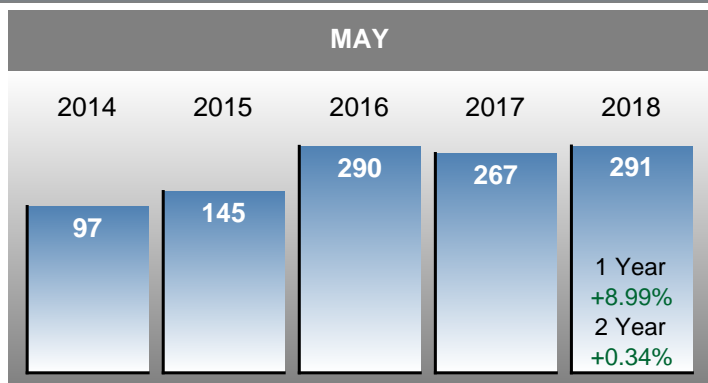
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NEW LISTINGS

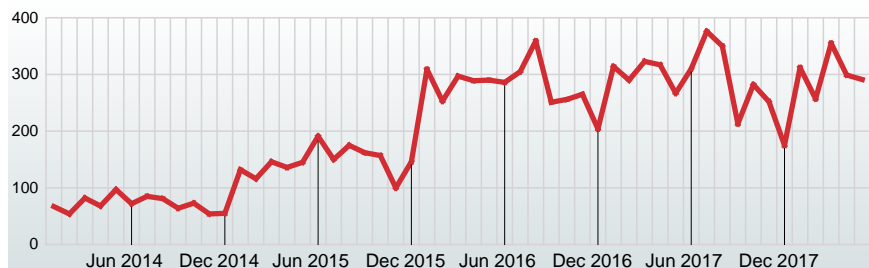
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 218

3 MONTHS



High
Jul 2017 = 376
Low
Nov 2014 = 54
New Listings
this month at **291**,
above the 5 yr MAY
average of **218**

MAR	355
APR	299
	-15.77%
MAY	291
	-2.68%

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	29	9.97%	29	0	0	0
\$20,001 - \$30,000	29	9.97%	25	4	0	0
\$30,001 - \$70,000	50	17.18%	27	20	2	1
\$70,001 - \$140,000	67	23.02%	32	31	4	0
\$140,001 - \$210,000	49	16.84%	9	27	11	2
\$210,001 - \$280,000	36	12.37%	3	22	9	2
\$280,001 and up	31	10.65%	8	11	9	3
Total New Listed Units	291		133	115	35	8
Total New Listed Volume	43,090,960	100%	11.19M	19.67M	9.09M	3.13M
Median New Listed Listing Price	\$105,000		\$39,900	\$147,500	\$225,000	\$256,950

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May 2018

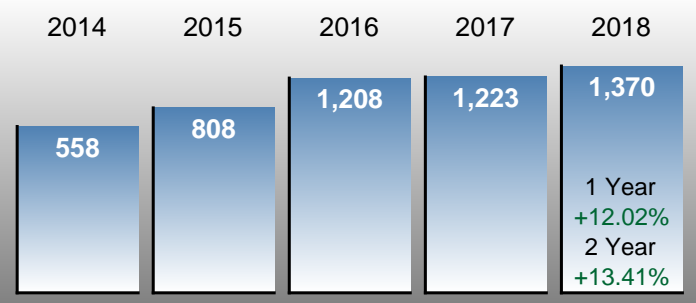
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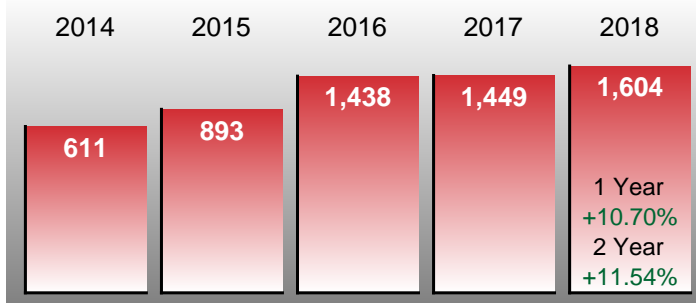
ACTIVE INVENTORY

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END OF MAY



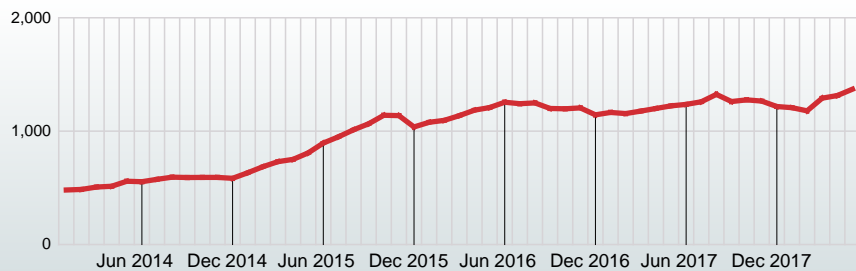
ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 1,033

3 MONTHS



High
May 2018 = 1,370

Low
Jan 2014 = 481

Inventory
this month at **1,370**,
above the 5 yr MAY
average of **1,033**

MAR 1,291

APR 1,314
1.78%

MAY 1,370
4.26%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	74	5.40%	101.0	71	3	0	0
\$10,001 - \$20,000	148	10.80%	131.0	147	1	0	0
\$20,001 - \$50,000	262	19.12%	94.0	221	37	3	1
\$50,001 - \$120,000	339	24.74%	71.0	173	146	20	0
\$120,001 - \$190,000	230	16.79%	69.0	68	124	31	7
\$190,001 - \$330,000	177	12.92%	70.0	37	94	37	9
\$330,001 and up	140	10.22%	81.0	43	52	36	9
Total Active Inventory by Units	1,370			760	457	127	26
Total Active Inventory by Volume	209,579,030	100%	81.0	76.57M	87.20M	35.79M	10.02M
Median Active Inventory Listing Price	\$85,000			\$39,000	\$145,000	\$215,000	\$272,000

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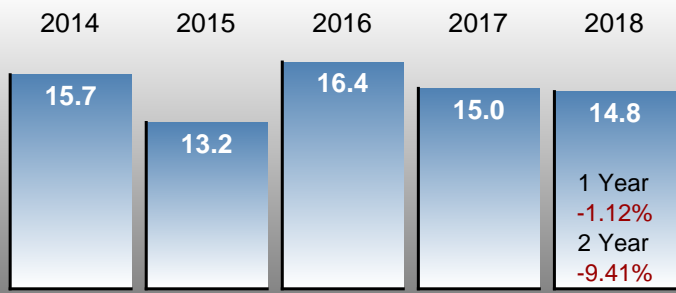
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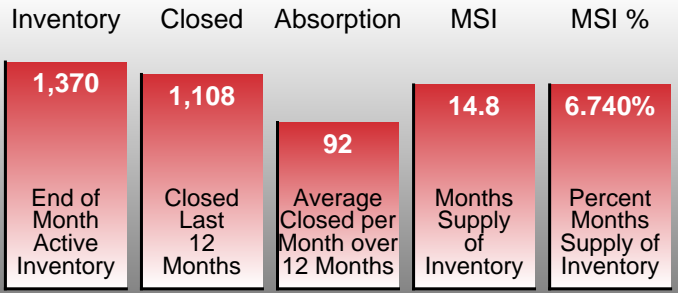
MONTHS SUPPLY of INVENTORY (MSI)

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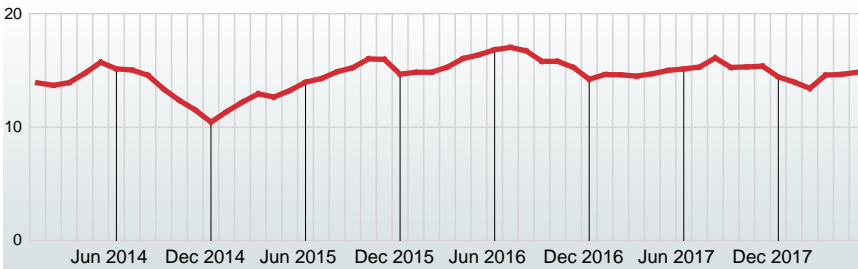
MSI FOR MAY



INDICATORS FOR MAY 2018



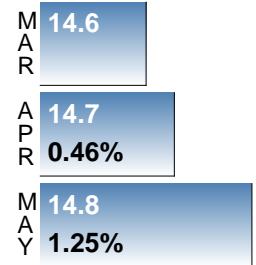
5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 15.0

3 MONTHS

High
Jul 2016 = 17.0
Low
Dec 2014 = 10.4
Months Supply
this month at **14.8**,
equal to 5 yr MAY
average of **15.0**



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	74	5.40%	42.3	44.8	18.0	0.0	0.0
\$10,001 \$20,000	148	10.80%	26.9	33.9	1.0	0.0	0.0
\$20,001 \$50,000	262	19.12%	12.6	18.0	5.5	1.8	6.0
\$50,001 \$120,000	339	24.74%	10.8	17.6	8.1	5.6	0.0
\$120,001 \$190,000	230	16.79%	13.1	29.1	9.9	12.8	21.0
\$190,001 \$330,000	177	12.92%	15.2	27.8	14.6	10.6	21.6
\$330,001 and up	140	10.22%	40.0	172.0	32.8	25.4	36.0
Market Supply of Inventory (MSI)	14.8	100%	14.8	23.8	9.8	10.0	20.8
Total Active Inventory by Units	1,370			760	457	127	26

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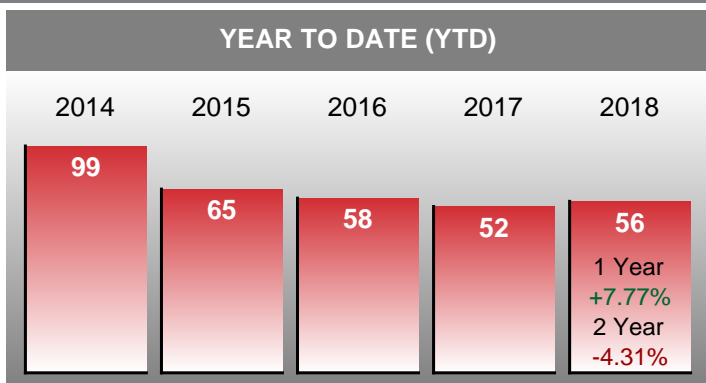
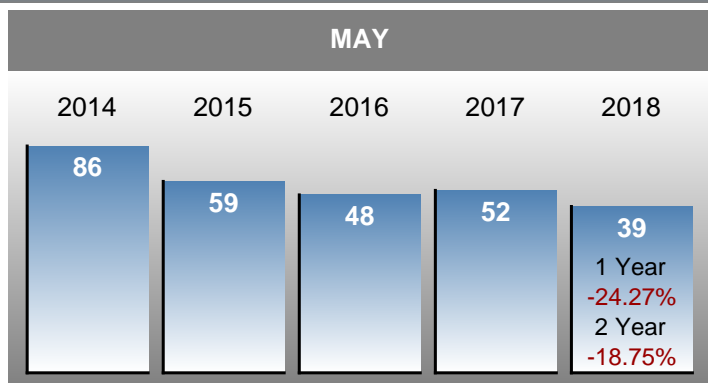
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MEDIAN DAYS ON MARKET TO SALE

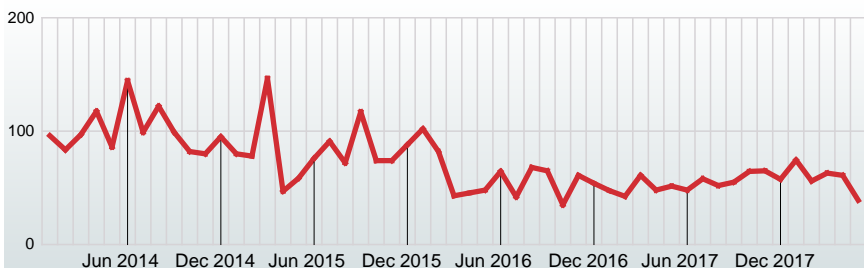
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 57

3 MONTHS



High
Mar 2015 = 147
Low
Oct 2016 = 35

Median Days on Market this month at **39**, below the 5 yr MAY average of **57**

MAR	63
APR	61
-3.17%	
MAY	39
-36.07%	

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
\$30,000 and less	7	6.14%	48.0	48.0	0.0	0.0	0.0
\$30,001 \$40,000	12	10.53%	73.5	57.0	0.0	91.0	0.0
\$40,001 \$70,000	19	16.67%	33.0	21.0	40.0	21.0	0.0
\$70,001 \$130,000	32	28.07%	47.5	47.0	69.5	24.0	0.0
\$130,001 \$190,000	18	15.79%	20.0	24.0	13.5	47.0	0.0
\$190,001 \$270,000	14	12.28%	13.0	0.0	15.0	6.0	97.0
\$270,001 and up	12	10.53%	39.0	0.0	30.0	46.0	0.0
Median Closed DOM			39.0	39.0	39.0	32.0	97.0
Total Closed Units			114	35	55	23	1
Total Closed Volume			15,053,625	1.92M	8.20M	4.74M	192.00K

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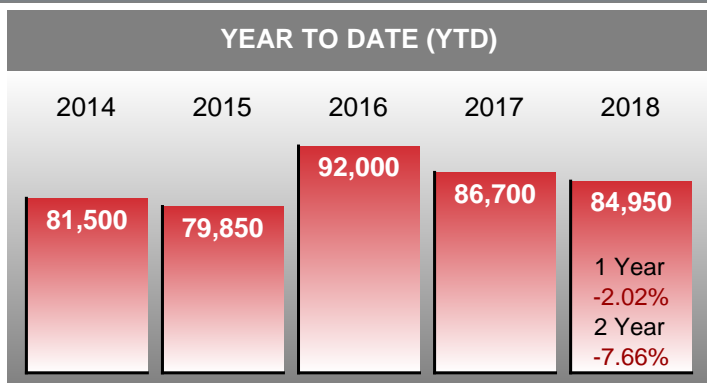
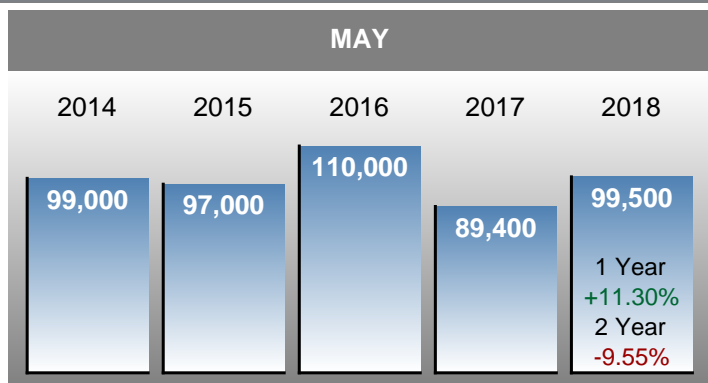
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MEDIAN LIST PRICE AT CLOSING

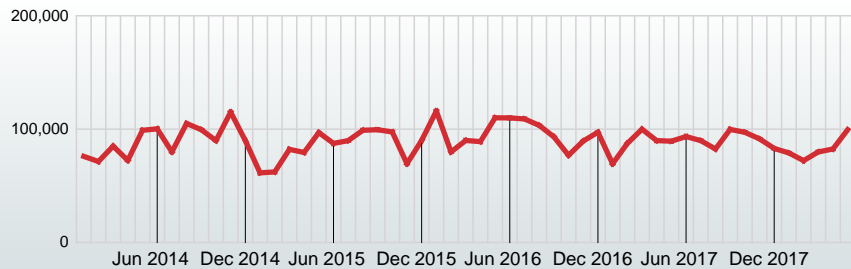
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 98,980

3 MONTHS



High
Jan 2016 = 116,000
Low
Jan 2015 = 61,450
Median List Price
this month at **99,500**,
above the 5 yr MAY
average of **98,980**

MAY	79,900
APR	82,500
3.25%	
MAY	99,500
20.61%	

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
\$30,000 and less	8	7.02%	22,500	20,000	0	29,900	0
\$30,001 \$40,000	8	7.02%	39,900	39,900	0	39,000	0
\$40,001 \$70,000	22	19.30%	54,950	54,900	57,500	47,000	0
\$70,001 \$130,000	29	25.44%	95,000	96,000	96,000	80,200	0
\$130,001 \$190,000	19	16.67%	147,900	149,950	146,950	152,450	0
\$190,001 \$270,000	15	13.16%	225,000	0	221,950	232,450	197,000
\$270,001 and up	13	11.40%	324,500	0	299,900	419,750	0
Median List Price	99,500			50,000	139,000	199,900	197,000
Total Closed Units	114	100%	99,500	35	55	23	1
Total Closed Volume	15,823,638			2.15M	8.49M	4.99M	197.00K

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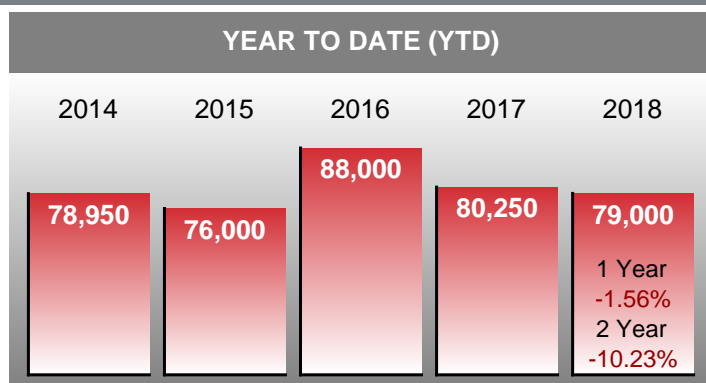
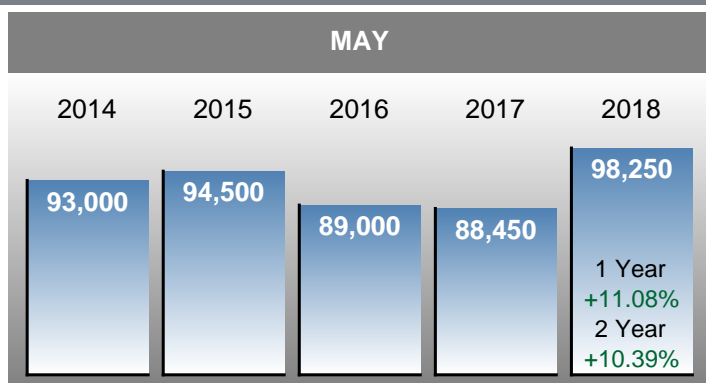
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MEDIAN SOLD PRICE AT CLOSING

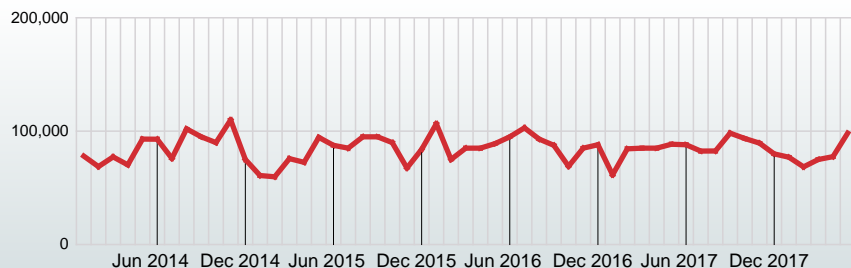
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 92,640

3 MONTHS



High
Nov 2014 = 109,900
Low
Feb 2015 = 59,750
Median Sold Price
this month at **98,250**,
above the 5 yr MAY
average of **92,640**

MAR 75,000
APR 77,500
3.33%
MAY 98,250
26.77%

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
\$30,000 and less	7	6.14%	15,000	15,000	0	0	0
\$30,001 - \$40,000	12	10.53%	35,000	35,000	0	37,501	0
\$40,001 - \$70,000	19	16.67%	52,000	50,000	54,900	68,500	0
\$70,001 - \$130,000	32	28.07%	93,500	84,000	97,500	81,400	0
\$130,001 - \$190,000	18	15.79%	148,250	146,500	146,000	159,900	0
\$190,001 - \$270,000	14	12.28%	234,000	0	229,000	241,000	192,000
\$270,001 and up	12	10.53%	335,000	0	289,000	410,000	0
Median Sold Price			98,250	48,000	126,000	184,500	192,000
Total Closed Units	114	100%	98,250	35	55	23	1
Total Closed Volume	15,053,625			1.92M	8.20M	4.74M	192.00K

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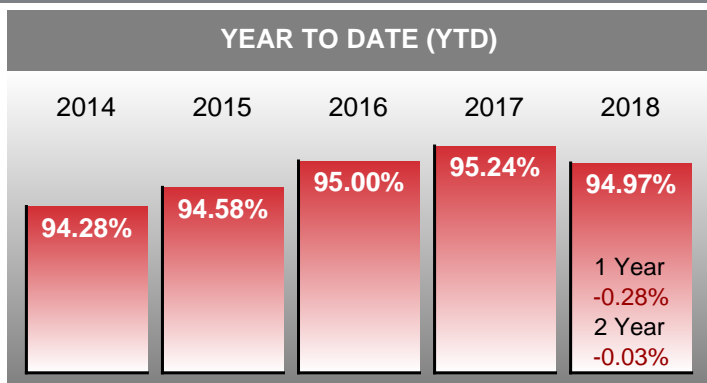
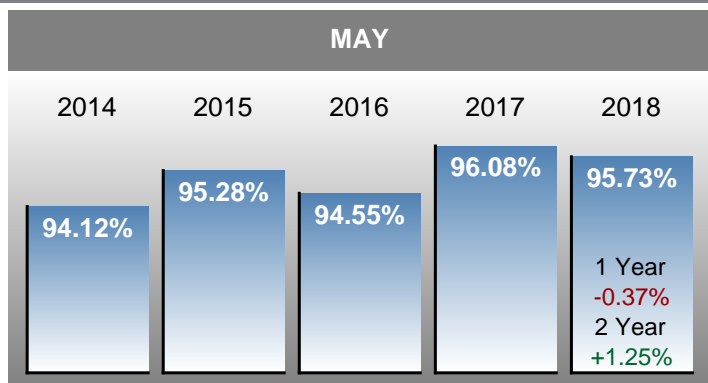
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

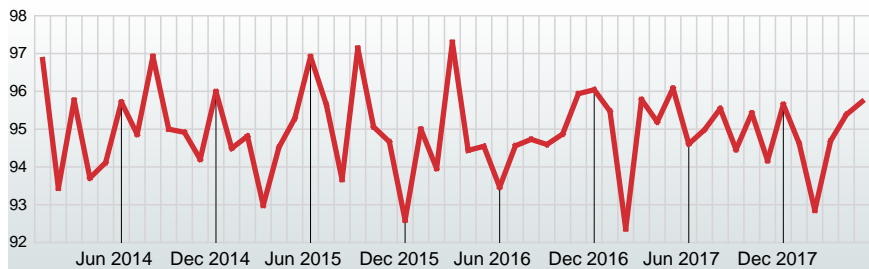
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 95.15%

3 MONTHS



High
Mar 2016 = 97.30%

Low
Feb 2017 = 92.36%

Median Sold/List Ratio this month at **95.73%**, above the 5 yr MAY average of **95.15%**

MAR **94.69%**

APR **95.38%**

MAY **95.73%**
0.36%

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
\$30,000 and less	7	6.14%	80.65%	80.65%	0.00%	0.00%	0.00%
\$30,001 - \$40,000	12	10.53%	87.61%	87.50%	0.00%	96.16%	0.00%
\$40,001 - \$70,000	19	16.67%	95.16%	94.34%	95.48%	91.33%	0.00%
\$70,001 - \$130,000	32	28.07%	95.79%	88.24%	96.62%	99.88%	0.00%
\$130,001 - \$190,000	18	15.79%	96.70%	96.62%	97.02%	93.10%	0.00%
\$190,001 - \$270,000	14	12.28%	97.59%	0.00%	97.72%	97.64%	97.46%
\$270,001 and up	12	10.53%	96.04%	0.00%	96.37%	92.23%	0.00%
Median Sold/List Ratio			95.73%	88.85%	96.77%	97.24%	97.46%
Total Closed Units	114	100%	95.73%	35	55	23	1
Total Closed Volume	15,053,625			1.92M	8.20M	4.74M	192.00K

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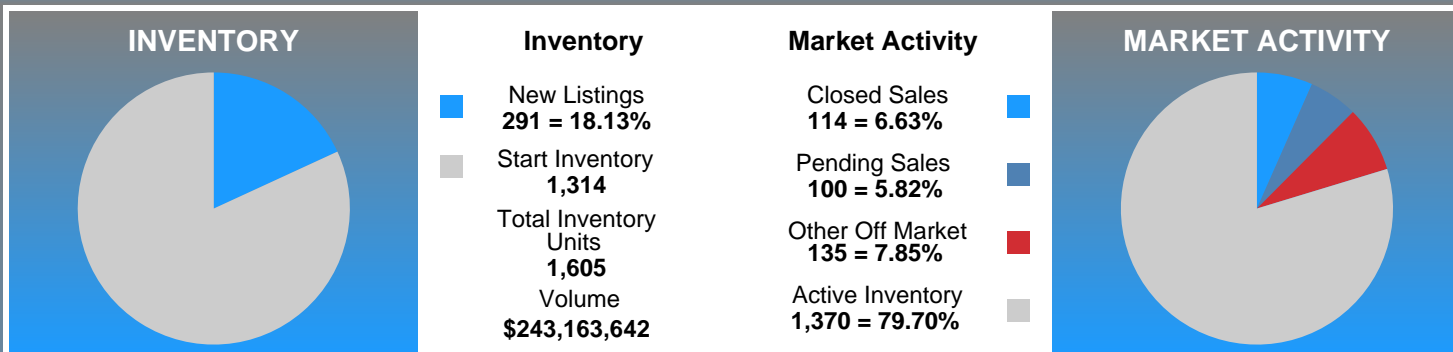
May 2018

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



MARKET SUMMARY

Report produced on Jun 11, 2018 for MLS Technology Inc.

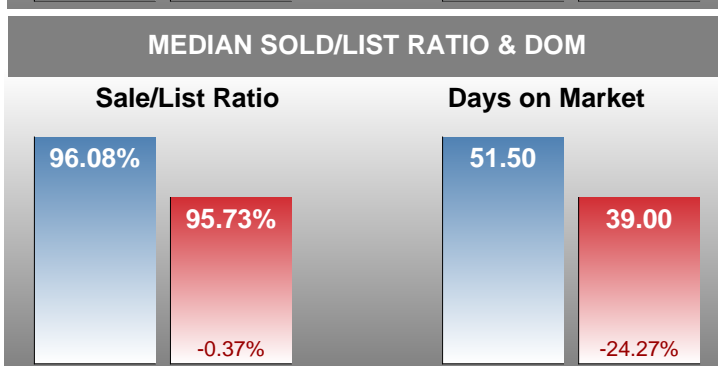
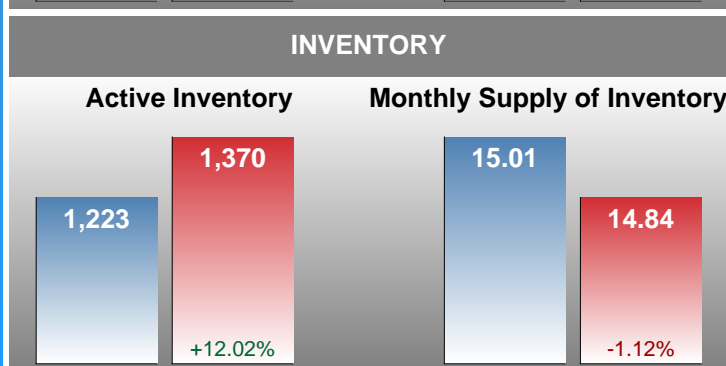
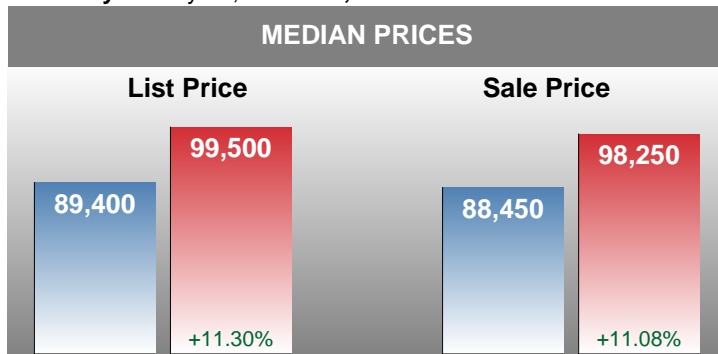
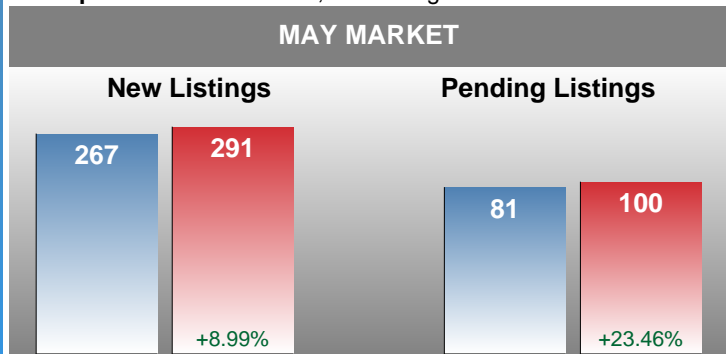


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	82	114	39.02%	362	458	26.52%
Pending Sales	81	100	23.46%	419	510	21.72%
New Listings	267	291	8.99%	1,511	1,514	0.20%
Median List Price	89,400	99,500	11.30%	86,700	84,950	-2.02%
Median Sale Price	88,450	98,250	11.08%	80,250	79,000	-1.56%
Median Percent of Selling Price to List Price	96.08%	95.73%	-0.37%	95.24%	94.97%	-0.28%
Median Days on Market to Sale	51.50	39.00	-24.27%	51.50	55.50	7.77%
Monthly Inventory	1,223	1,370	12.02%	1,223	1,370	12.02%
Months Supply of Inventory	15.01	14.84	-1.12%	15.01	14.84	-1.12%

Absorption: Last 12 months, an Average of **92** Sales/Month

Inventory on May 31, 2018 = 1,370

2017 2018



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