



December 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

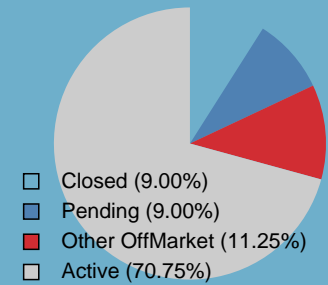


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	39	36	-7.69%
Pending Listings	36	36	0.00%
New Listings	79	59	-25.32%
Average List Price	132,395	151,647	14.54%
Average Sale Price	127,047	145,833	14.79%
Average Percent of List Price to Selling Price	95.22%	95.55%	0.34%
Average Days on Market to Sale	55.23	63.53	15.02%
End of Month Inventory	347	283	-18.44%
Months Supply of Inventory	8.60	7.21	-16.19%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of December 31, 2018 = **283**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **18.44%** to 283 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **7.21** 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 **14.79%** in December 2018 to \$145,833 versus the previous year at \$127,047.

Average Days on Market Lengthens

The average number of **63.53** days that homes spent on the market before selling increased by 8.30 days or **15.02%** in December 2018 compared to last year's same month at **55.23** DOM.

Sales Success for December 2018 is Positive

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

There were 59 New Listings in December 2018, down **25.32%** from last year at 79. Furthermore, there were 36 Closed Listings this month versus last year at 39, a **-7.69%** decrease.

Closed versus Listed trends yielded a **61.0%** ratio, up from previous year's, December 2017, at **49.4%**, a **23.60%** 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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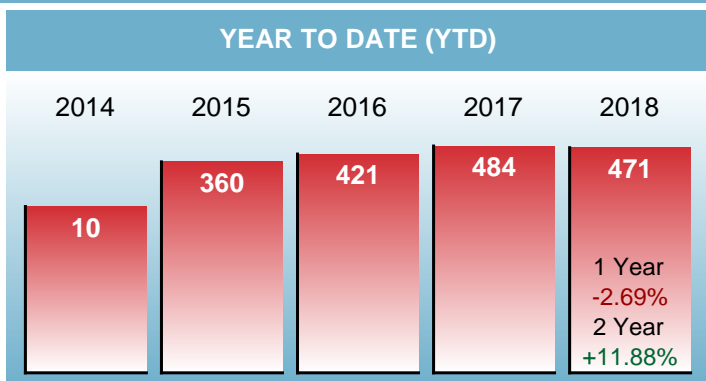
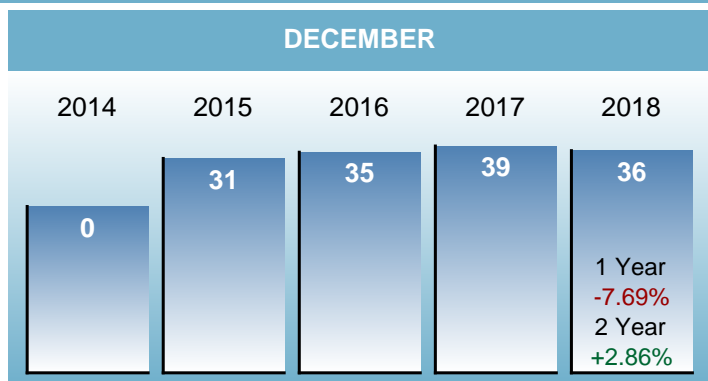
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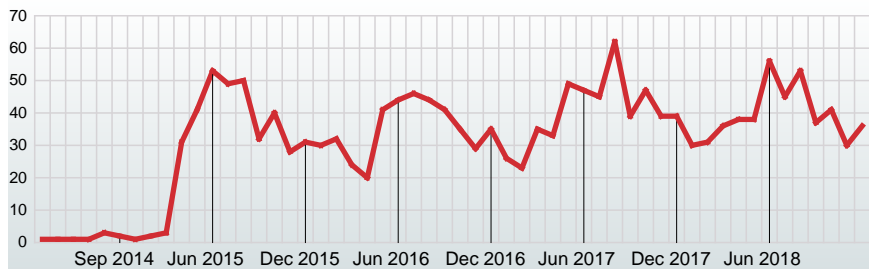


CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 28 **3 MONTHS**

High
Aug 2017 = 62

Low
Oct 2014 = 1

Closed Listings this month at **36**, above the 5 yr DEC average of **28**

OCT	41
NOV	30 -26.83%
DEC	36 20.00%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	11.11%	31.3	0	3	1	0
\$40,001 - \$70,000	5	13.89%	71.4	2	3	0	0
\$70,001 - \$80,000	1	2.78%	3.0	0	1	0	0
\$80,001 - \$150,000	12	33.33%	68.3	1	8	3	0
\$150,001 - \$180,000	6	16.67%	69.3	1	3	2	0
\$180,001 - \$270,000	4	11.11%	62.5	0	2	2	0
\$270,001 and up	4	11.11%	79.0	0	0	3	1
Total Closed Units	36			4	20	11	1
Total Closed Volume	5,250,000	100%	63.5	363.00K	2.19M	2.29M	409.00K
Average Closed Price	\$145,833			\$90,750	\$109,500	\$208,000	\$409,000

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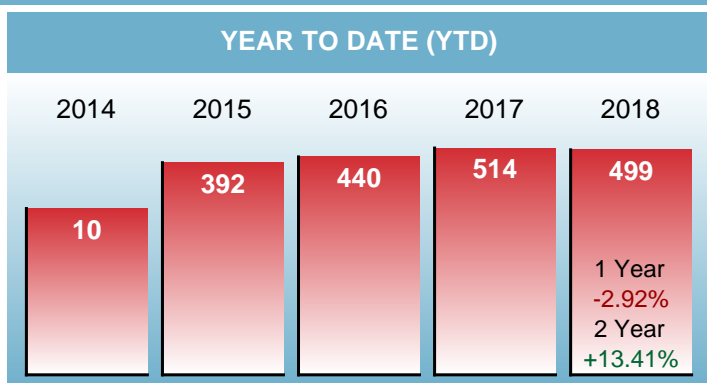
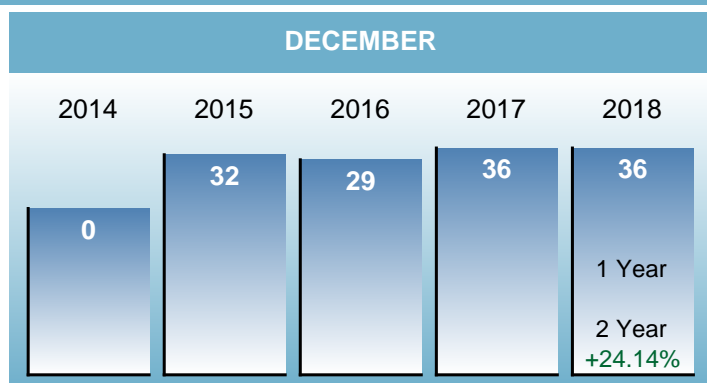
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PENDING LISTINGS

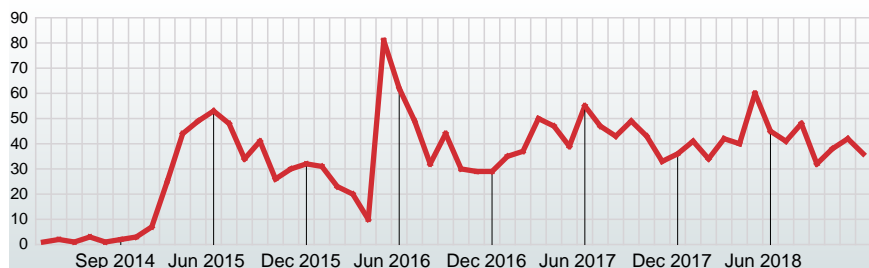
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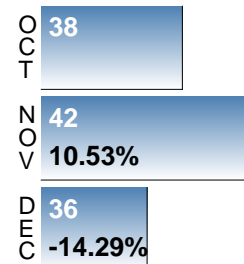
5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 27

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **36**,
above the 5 yr DEC
average of **27**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	11.11%	71.3	3	1	0	0
\$40,001 - \$70,000	2	5.56%	34.5	0	2	0	0
\$70,001 - \$120,000	7	19.44%	77.6	3	3	0	1
\$120,001 - \$170,000	9	25.00%	58.0	0	7	2	0
\$170,001 - \$190,000	4	11.11%	56.0	0	1	3	0
\$190,001 - \$240,000	4	11.11%	67.0	0	2	2	0
\$240,001 and up	6	16.67%	57.5	1	1	4	0
Total Pending Units	36			7	17	11	1
Total Pending Volume	5,782,605	100%	51.7	940.00K	2.26M	2.50M	92.50K
Average Listing Price	\$142,967			\$134,286	\$132,647	\$226,827	\$92,500

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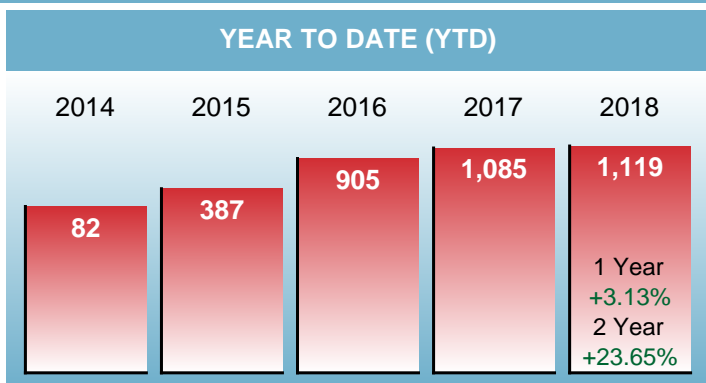
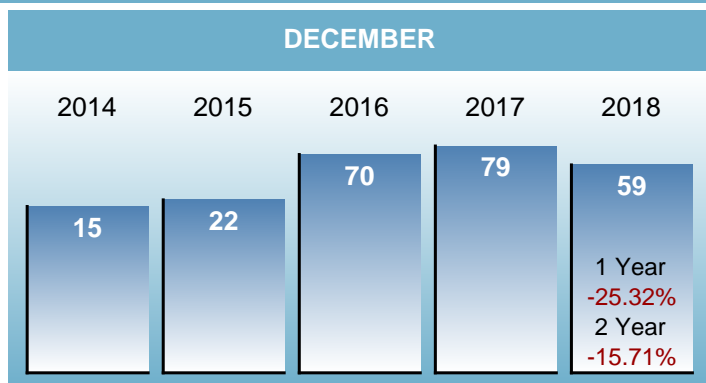
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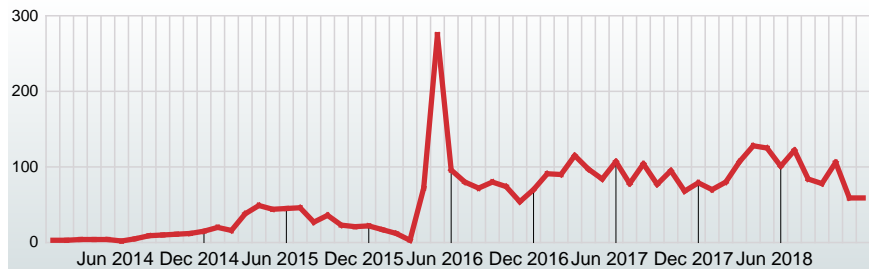
NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 49 3 MONTHS



High
May 2016 = 275
Low
Jun 2014 = 2
New Listings
this month at **59**,
above the 5 yr DEC
average of **49**

OCT	106
NOV	59 -44.34%
DEC	59 0.00%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	3.39%	1	1	0	0
\$40,001 - \$80,000	9	15.25%	3	4	1	1
\$80,001 - \$120,000	11	18.64%	2	5	2	2
\$120,001 - \$170,000	13	22.03%	2	8	3	0
\$170,001 - \$230,000	10	16.95%	2	5	2	1
\$230,001 - \$290,000	8	13.56%	1	4	3	0
\$290,001 and up	6	10.17%	2	2	1	1
Total New Listed Units	59		13	29	12	5
Total New Listed Volume	10,475,600	100%	2.02M	4.57M	2.56M	1.32M
Average New Listed Listing Price	\$144,500		\$155,685	\$157,659	\$213,267	\$264,080

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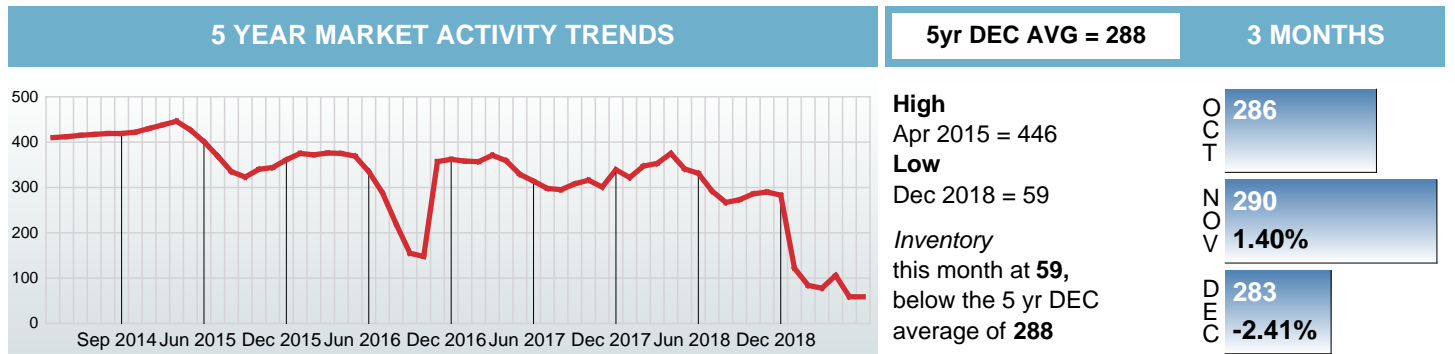
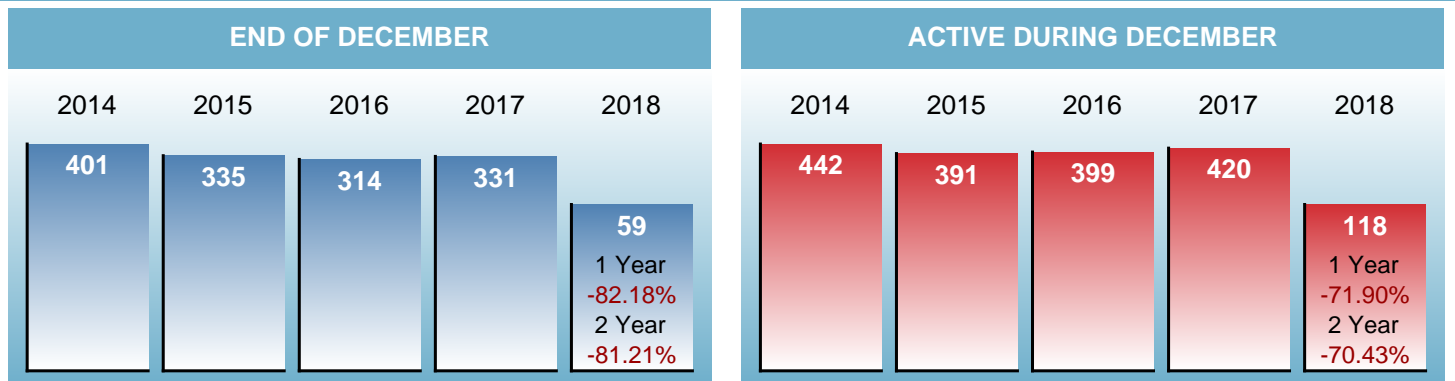
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ACTIVE INVENTORY

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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
\$25,000 and less	9	3.18%	100.7	9	0	0	0
\$25,001 - \$50,000	45	15.90%	97.7	31	13	0	1
\$50,001 - \$75,000	33	11.66%	102.8	18	14	1	0
\$75,001 - \$150,000	86	30.39%	83.2	16	53	12	5
\$150,001 - \$200,000	35	12.37%	88.4	8	16	10	1
\$200,001 - \$325,000	47	16.61%	71.0	5	23	14	5
\$325,001 and up	28	9.89%	108.5	11	5	8	4
Total Active Inventory by Units	283			98	124	45	16
Total Active Inventory by Volume	53,318,280	100%	89.5	14.82M	22.02M	11.14M	5.34M
Average Active Inventory Listing Price	\$188,404			\$151,267	\$177,561	\$247,536	\$333,588

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December 2018

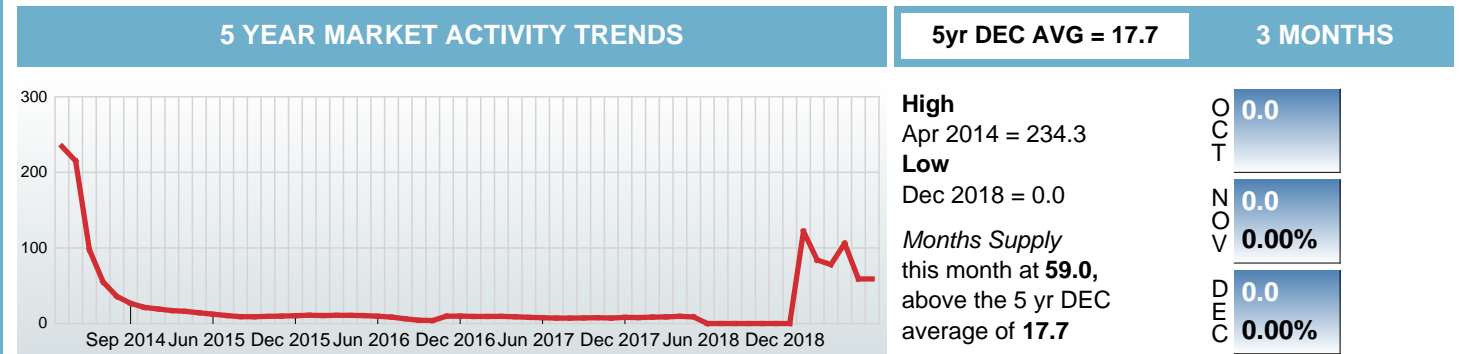
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER					INDICATORS FOR DECEMBER 2018				
2014	2015	2016	2017	2018	Inventory	Closed	Absorption	MSI	MSI %
12.3	9.6	7.7	0.0	59.0	0	0	0	0.0	0.000%
					End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory
					1 Year 2 Year +664.12%				



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
\$30,000 and less	18		6.36%	4.8	7.7	0.0	0.0	0.0
\$30,001 - \$60,000	48		16.96%	10.3	12.0	8.3	6.0	0.0
\$60,001 - \$80,000	28		9.89%	6.1	7.3	6.2	0.0	0.0
\$80,001 - \$150,000	79		27.92%	6.0	5.6	5.4	8.0	24.0
\$150,001 - \$220,000	46		16.25%	5.9	21.6	4.5	6.6	12.0
\$220,001 - \$320,000	33		11.66%	9.0	18.0	6.0	8.7	0.0
\$320,001 and up	31		10.95%	18.6	72.0	21.0	9.6	12.0
Market Supply of Inventory (MSI)	7.2				10.0	5.5	7.1	27.4
Total Active Inventory by Units	283		100%	7.2	98	124	45	16

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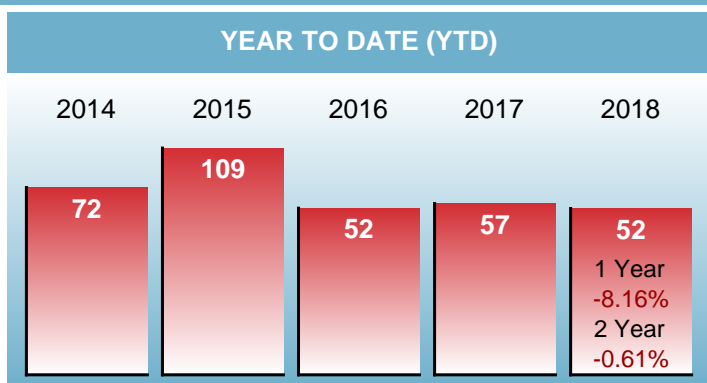
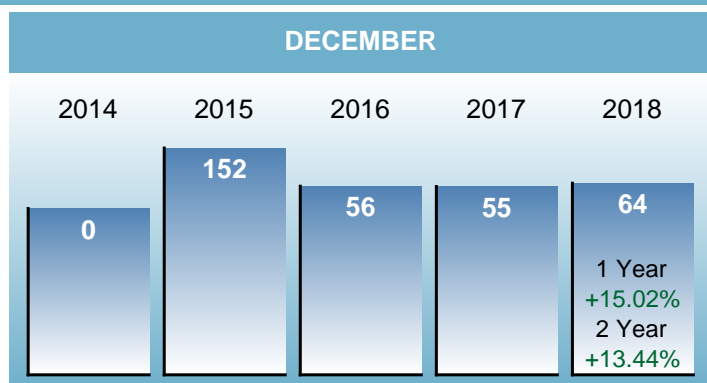
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AVERAGE DAYS ON MARKET TO SALE

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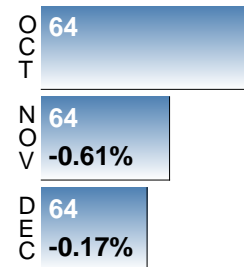
5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 65

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 10
Average Days on Market
this month at **64**,
below the 5 yr DEC
average of **65**



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
\$40,000 and less	4	11.11%	31.3	0.0	40.0	5.0	0.0
\$40,001 - \$70,000	5	13.89%	71.4	91.5	58.0	0.0	0.0
\$70,001 - \$80,000	1	2.78%	3.0	0.0	3.0	0.0	0.0
\$80,001 - \$150,000	12	33.33%	68.3	113.0	58.6	79.3	0.0
\$150,001 - \$180,000	6	16.67%	69.3	134.0	41.7	78.5	0.0
\$180,001 - \$270,000	4	11.11%	62.5	0.0	99.5	25.5	0.0
\$270,001 and up	4	11.11%	79.0	0.0	0.0	70.7	104.0
Average Closed DOM	63.5			107.5	54.5	60.3	104.0
Total Closed Units	36			4	20	11	1
Total Closed Volume	5,250,000			363.00K	2.19M	2.29M	409.00K

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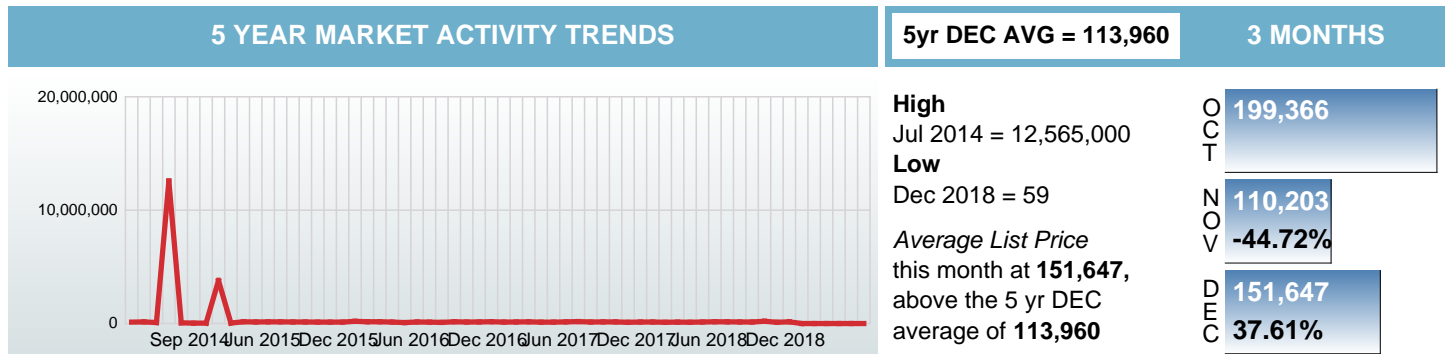
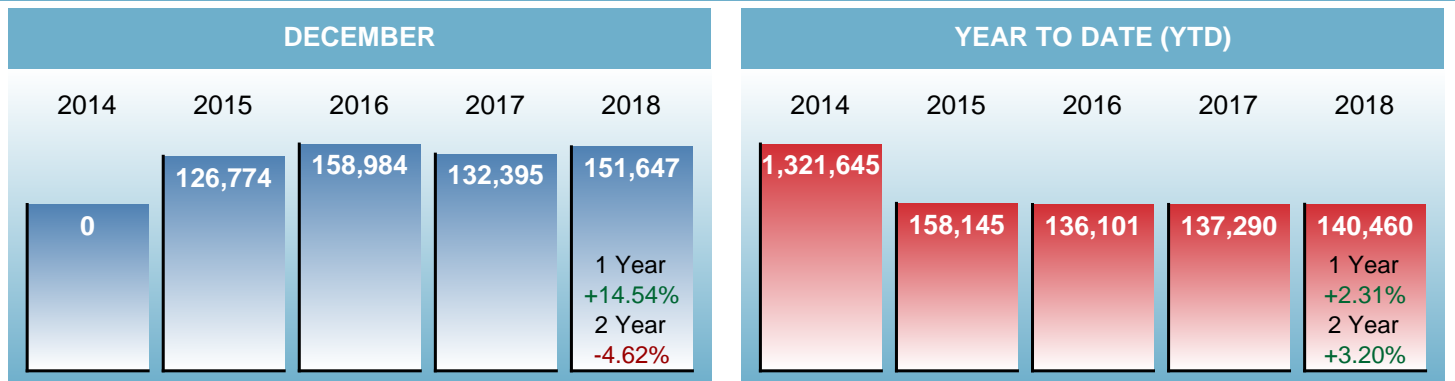
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AVERAGE LIST PRICE AT CLOSING

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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
\$25,000 and less	1	2.78%	17,700	0	17,700	0	0
\$25,001 - \$50,000	4	11.11%	40,250	45,000	41,250	33,500	0
\$50,001 - \$75,000	5	13.89%	67,840	64,900	68,575	0	0
\$75,001 - \$150,000	12	33.33%	115,808	116,000	114,613	118,933	0
\$150,001 - \$175,000	2	5.56%	175,000	175,000	178,933	175,000	0
\$175,001 - \$275,000	8	22.22%	201,713	0	224,250	209,467	0
\$275,001 and up	4	11.11%	397,000	0	0	387,667	425,000
Average List Price			151,647	100,225	113,835	214,245	425,000
Total Closed Units		100%	151,647	4	20	11	1
Total Closed Volume			5,459,300	400.90K	2.28M	2.36M	425.00K

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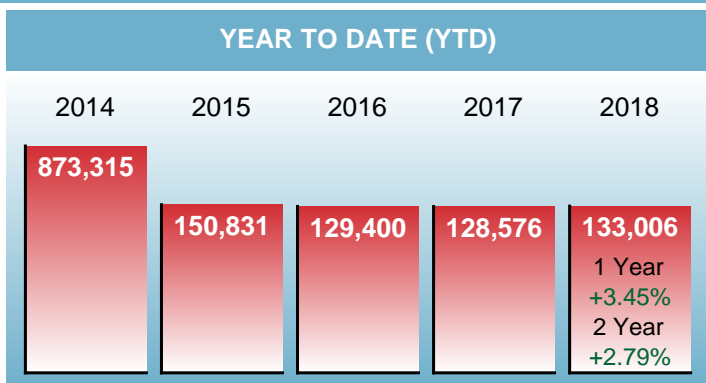
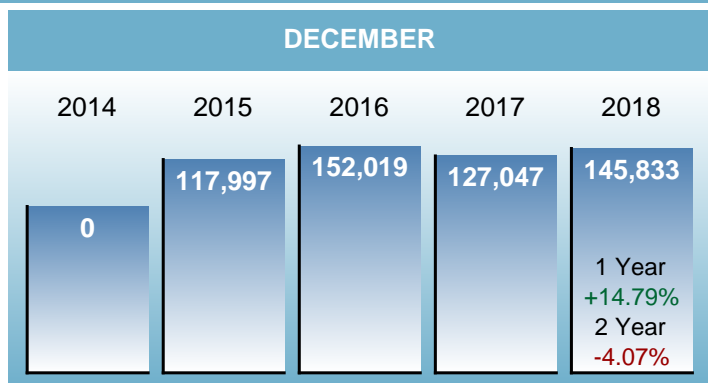
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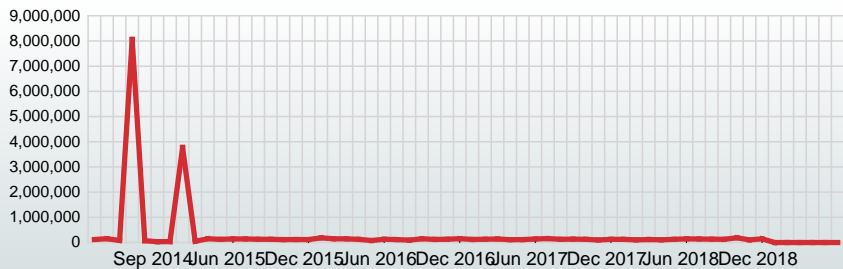
AVERAGE SOLD PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 108,579 **3 MONTHS**



High
Jul 2014 = 8,060,000
Low
Dec 2018 = 59
Average Sold Price
this month at **145,833**,
above the 5 yr DEC
average of **108,579**

OCT	187,039
NOV	105,921
DEC	145,833
-43.37%	
37.68%	

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
\$40,000 and less	4	11.11%	29,800	0	28,567	33,500	0
\$40,001 - \$70,000	5	13.89%	60,680	55,250	64,300	0	0
\$70,001 - \$80,000	1	2.78%	74,900	0	74,900	0	0
\$80,001 - \$150,000	12	33.33%	108,242	100,000	108,613	110,000	0
\$150,001 - \$180,000	6	16.67%	171,433	152,500	173,700	177,500	0
\$180,001 - \$270,000	4	11.11%	219,625	0	223,250	216,000	0
\$270,001 and up	4	11.11%	386,625	0	0	379,167	409,000
Average Sold Price			145,833	90,750	109,500	208,000	409,000
Total Closed Units		100%	145,833	4	20	11	1
Total Closed Volume			5,250,000	363.00K	2.19M	2.29M	409.00K

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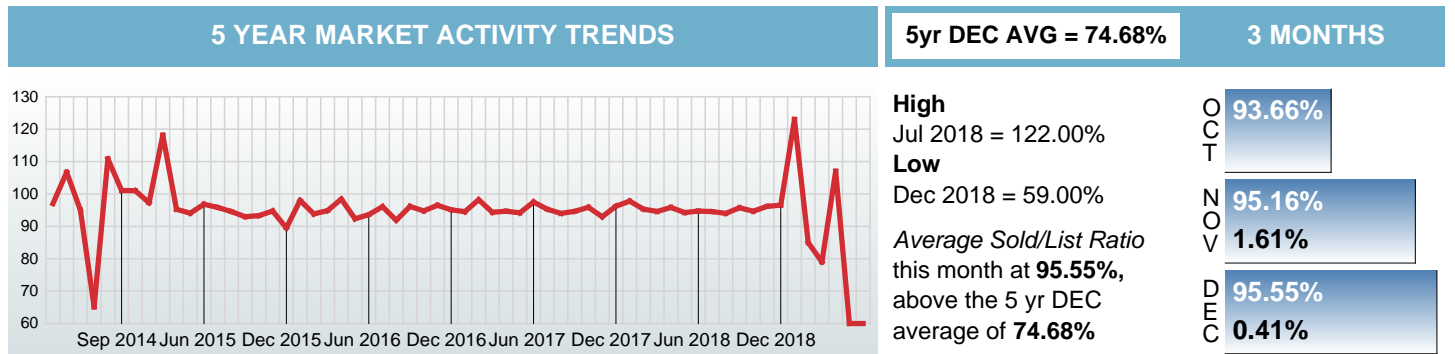
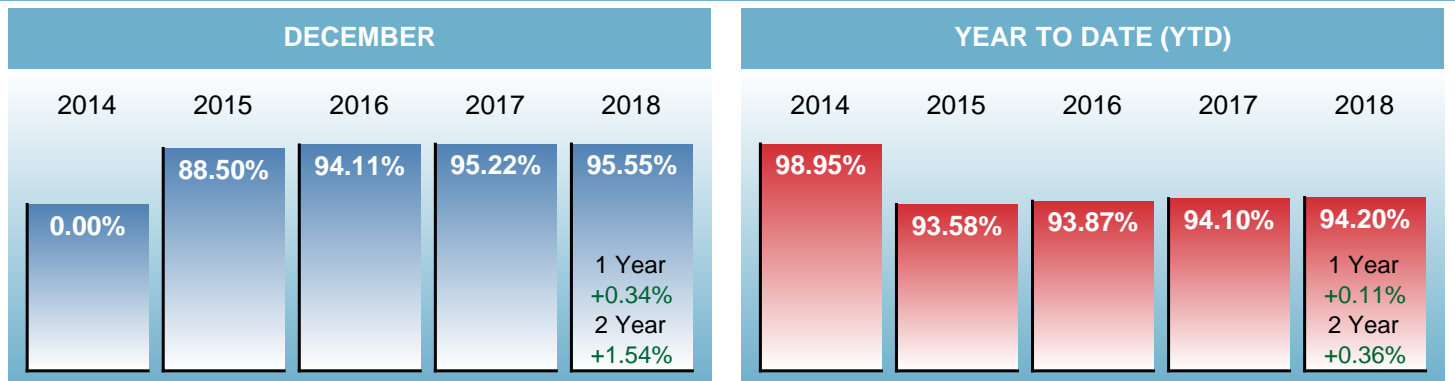
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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	
\$40,000 and less	4	11.11%	91.47%	0.00%	88.63%	100.00%	0.00%	
\$40,001 - \$70,000	5	13.89%	98.55%	101.14%	96.81%	0.00%	0.00%	
\$70,001 - \$80,000	1	2.78%	100.00%	0.00%	100.00%	0.00%	0.00%	
\$80,001 - \$150,000	12	33.33%	93.44%	86.21%	94.84%	92.14%	0.00%	
\$150,001 - \$180,000	6	16.67%	95.58%	87.14%	97.12%	97.49%	0.00%	
\$180,001 - \$270,000	4	11.11%	98.85%	0.00%	99.52%	98.18%	0.00%	
\$270,001 and up	4	11.11%	97.75%	0.00%	0.00%	98.25%	96.24%	
Average Sold/List Ratio			95.60%		93.91%	95.27%	96.59%	96.24%
Total Closed Units		100%	95.60%	4	20	11	1	
Total Closed Volume				363.00K	2.19M	2.29M	409.00K	

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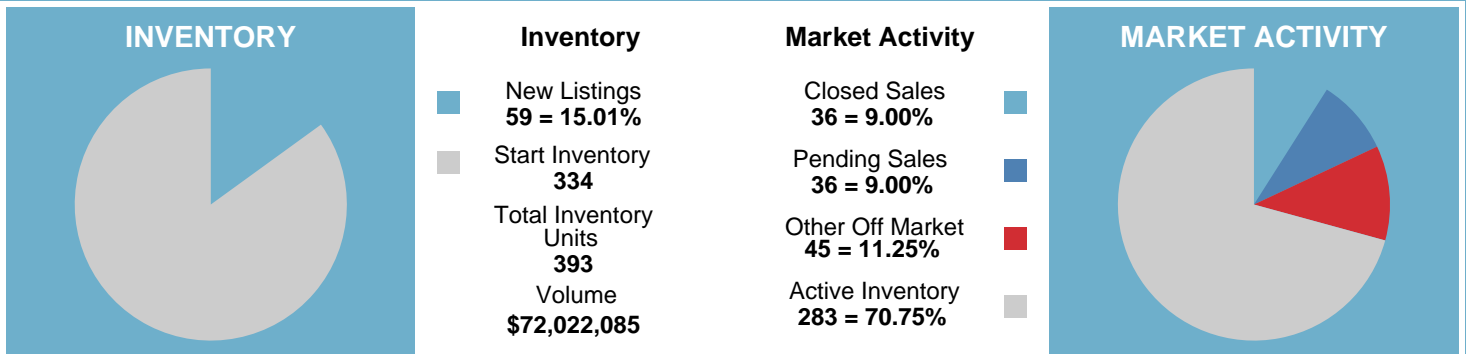
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MARKET SUMMARY

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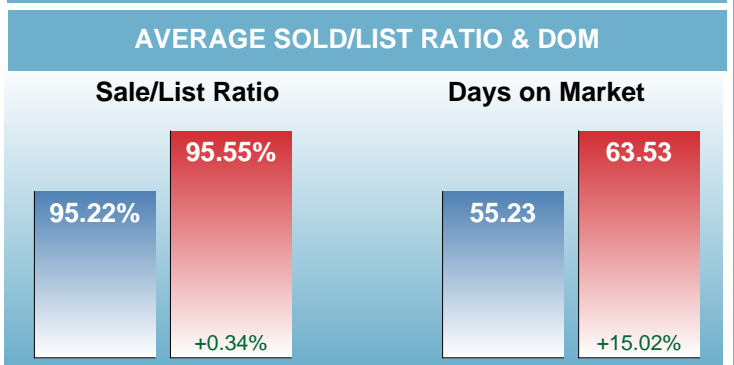
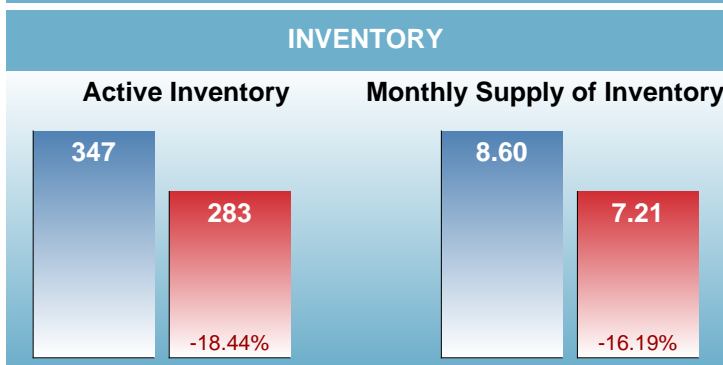
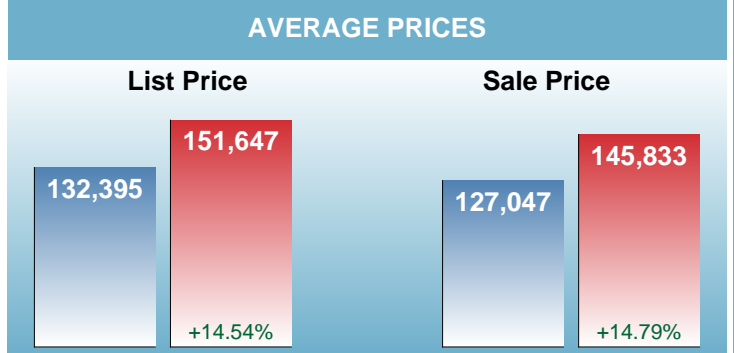
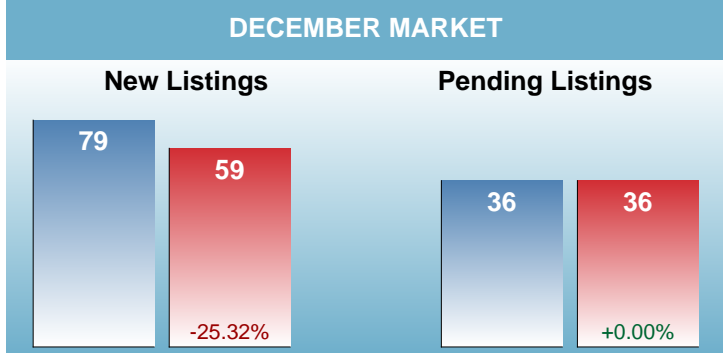


Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	39	36	-7.69%	484	471	-2.69%
Pending Sales	36	36	0.00%	514	499	-2.92%
New Listings	79	59	-25.32%	1,085	1,119	3.13%
Average List Price	132,395	151,647	14.54%	137,290	140,460	2.31%
Average Sale Price	127,047	145,833	14.79%	128,576	133,006	3.45%
Average Percent of Selling Price to List Price	95.22%	95.55%	0.34%	94.10%	94.20%	0.11%
Average Days on Market to Sale	55.23	63.53	15.02%	56.81	52.17	-8.16%
Monthly Inventory	347	283	-18.44%	347	283	-18.44%
Months Supply of Inventory	8.60	7.21	-16.19%	8.60	7.21	-16.19%

Absorption: Last 12 months, an Average of **39** Sales/Month

Inventory on December 31, 2018 = **283**

2017 **2018**



Ready to Buy or Sell Real Estate?

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Phone: 918-663-7500

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