



December 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

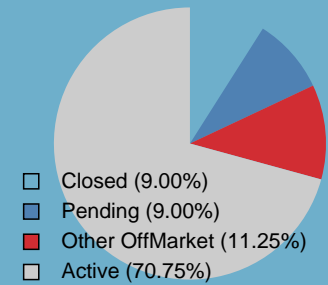


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	135,000	131,250	-2.78%
Median Sale Price	131,500	119,500	-9.13%
Median Percent of List Price to Selling Price	97.03%	96.68%	-0.36%
Median Days on Market to Sale	39.00	54.50	39.74%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.13%** in December 2018 to \$119,500 versus the previous year at \$131,500.

Median Days on Market Lengthens

The median number of **54.50** days that homes spent on the market before selling increased by 15.50 days or **39.74%** in December 2018 compared to last year's same month at **39.00** DOM.

Sales Success for December 2018 is Positive

Overall, with Median Prices falling 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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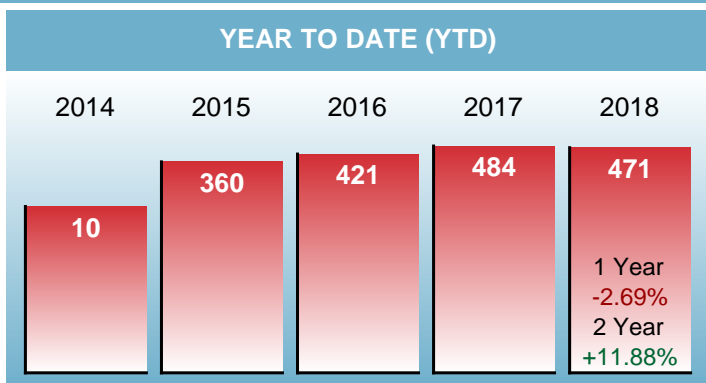
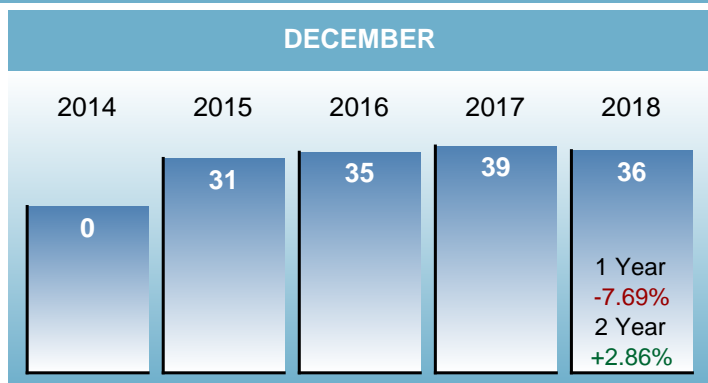
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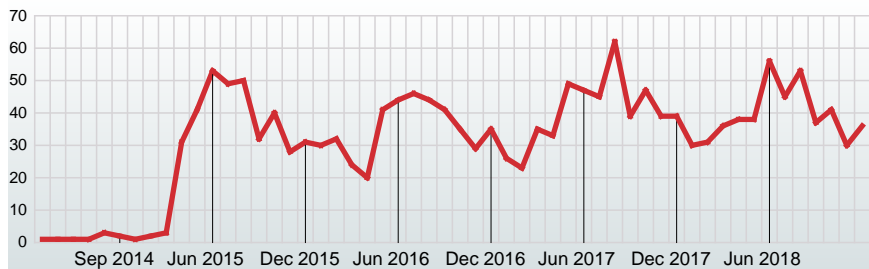


CLOSED LISTINGS

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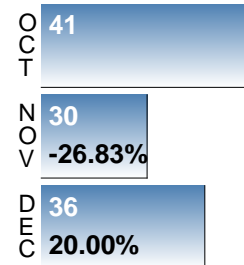
5 YEAR MARKET ACTIVITY TRENDS



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**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	11.11%	8.5	0	3	1	0
\$40,001 - \$70,000	5	13.89%	64.0	2	3	0	0
\$70,001 - \$80,000	1	2.78%	3.0	0	1	0	0
\$80,001 - \$150,000	12	33.33%	56.5	1	8	3	0
\$150,001 - \$180,000	6	16.67%	52.0	1	3	2	0
\$180,001 - \$270,000	4	11.11%	68.5	0	2	2	0
\$270,001 and up	4	11.11%	71.0	0	0	3	1
Total Closed Units	36			4	20	11	1
Total Closed Volume	5,250,000	100%	54.5	363.00K	2.19M	2.29M	409.00K
Median Closed Price	\$119,500			\$81,750	\$88,500	\$180,000	\$409,000

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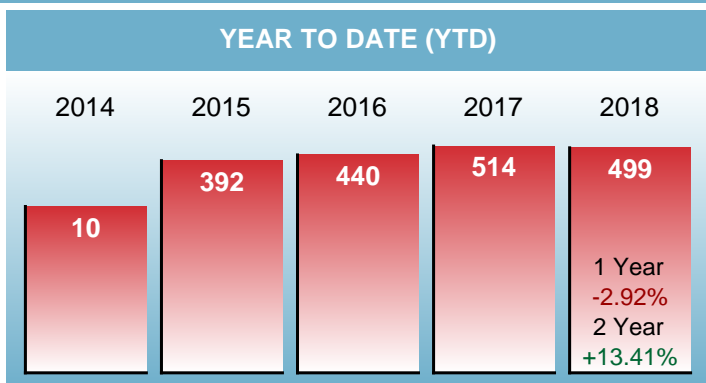
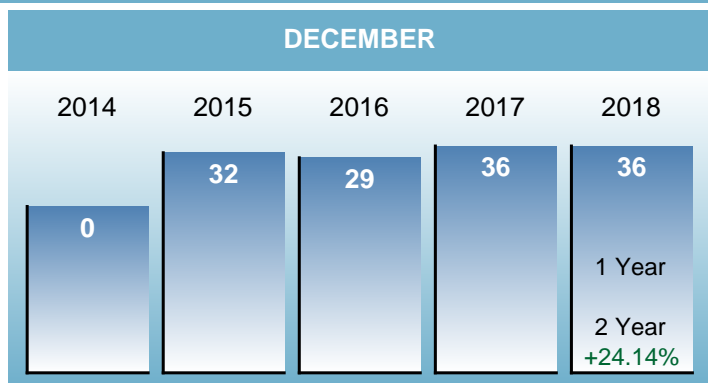
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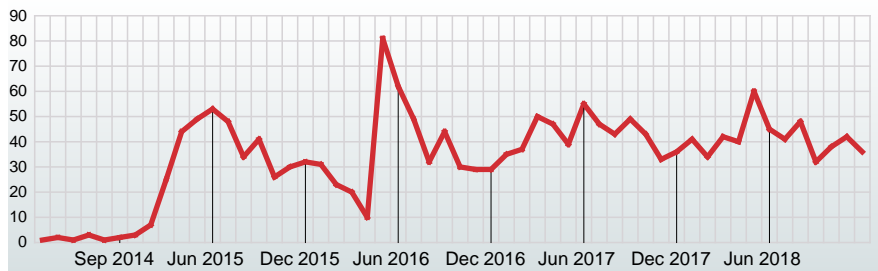


PENDING LISTINGS

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



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**

OCT 38
NOV 42
DEC 36
-14.29%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	11.11%	69.0	3	1	0	0
\$40,001 - \$70,000	2	5.56%	34.5	0	2	0	0
\$70,001 - \$120,000	7	19.44%	75.0	3	3	0	1
\$120,001 - \$170,000	9	25.00%	55.0	0	7	2	0
\$170,001 - \$190,000	4	11.11%	56.5	0	1	3	0
\$190,001 - \$240,000	4	11.11%	50.5	0	2	2	0
\$240,001 and up	6	16.67%	27.5	1	1	4	0
Total Pending Units	36			7	17	11	1
Total Pending Volume	5,782,605	100%	55.0	940.00K	2.26M	2.50M	92.50K
Median Listing Price	\$145,450			\$77,500	\$132,905	\$195,000	\$92,500

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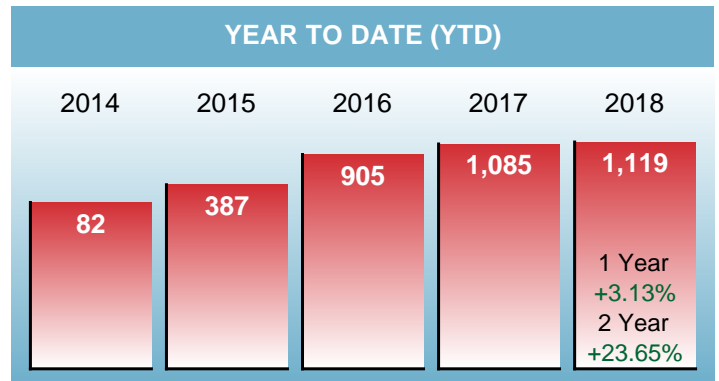
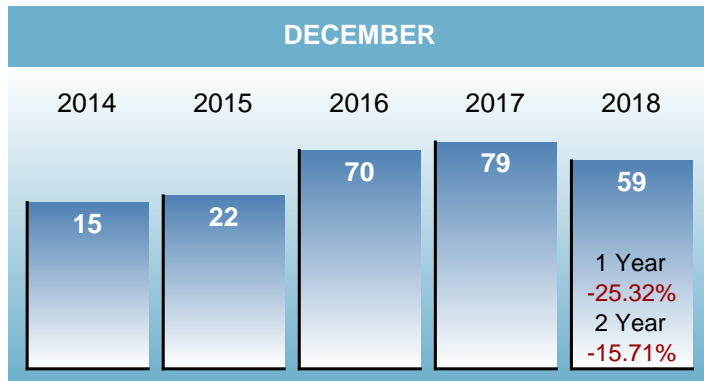
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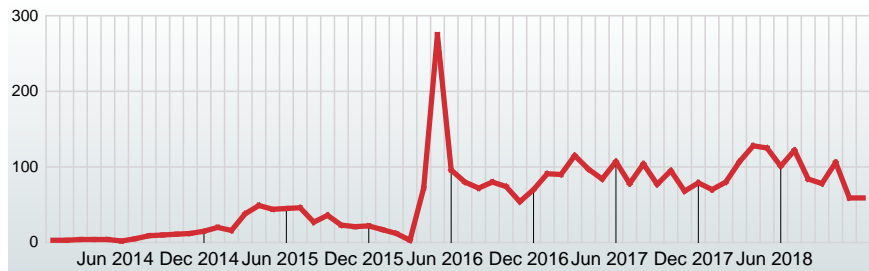
NEW LISTINGS

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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
DEC	59
	-44.34%
	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
Median New Listed Listing Price	\$138,500		\$126,500	\$138,500	\$162,400	\$102,000

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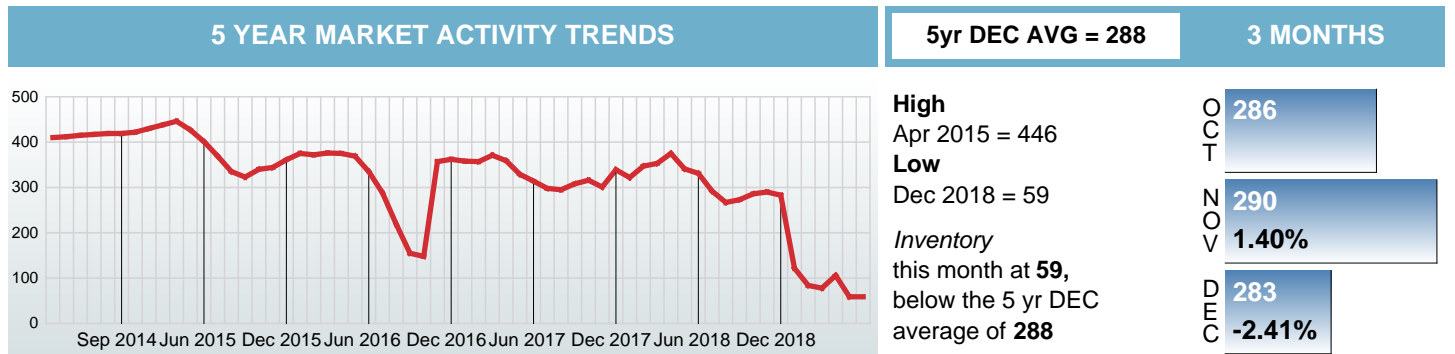
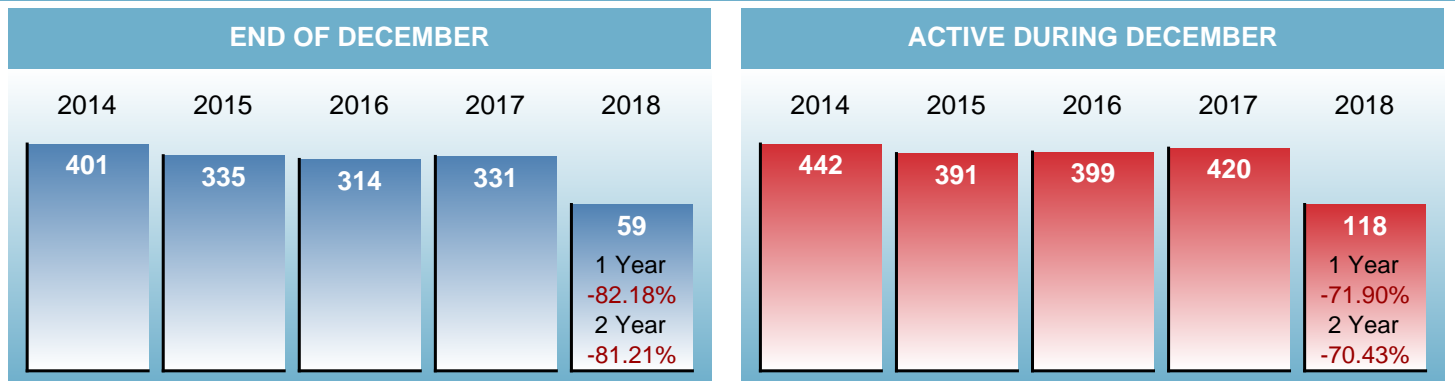
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ACTIVE INVENTORY

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	18	6.36%	86.5	18	0	0	0
\$30,001 - \$60,000	48	16.96%	89.0	28	18	1	1
\$60,001 - \$80,000	28	9.89%	86.5	14	13	0	1
\$80,001 - \$150,000	79	27.92%	74.0	14	49	12	4
\$150,001 - \$220,000	46	16.25%	82.5	9	25	11	1
\$220,001 - \$320,000	33	11.66%	63.0	3	12	13	5
\$320,001 and up	31	10.95%	102.0	12	7	8	4
Total Active Inventory by Units	283			98	124	45	16
Total Active Inventory by Volume	53,318,280	100%	84.0	14.82M	22.02M	11.14M	5.34M
Median Active Inventory Listing Price	\$124,900			\$64,250	\$124,950	\$200,000	\$257,000

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December 2018

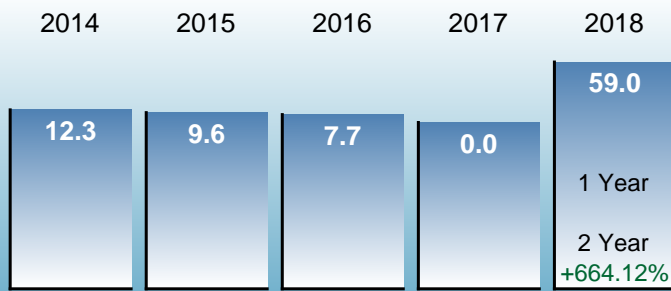
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MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR DECEMBER



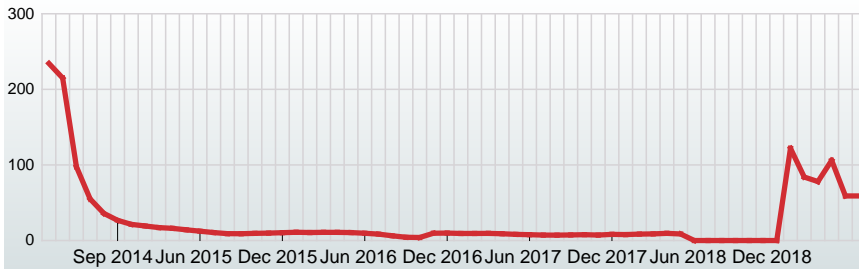
INDICATORS FOR DECEMBER 2018

Inventory	Closed	Absorption	MSI	MSI %
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

5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 17.7

3 MONTHS



High
Apr 2014 = 234.3
Low
Dec 2018 = 0.0
Months Supply
this month at **59.0**,
above the 5 yr DEC
average of **17.7**

OCT	0.0
NOV	0.0
DEC	0.00%

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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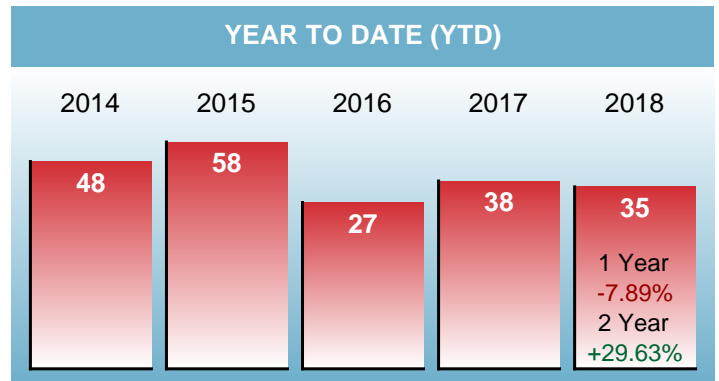
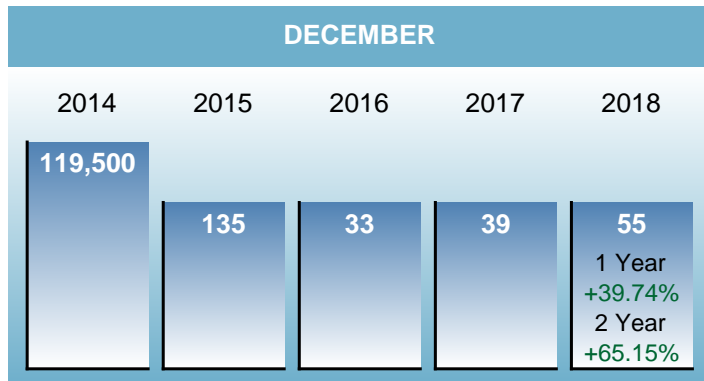
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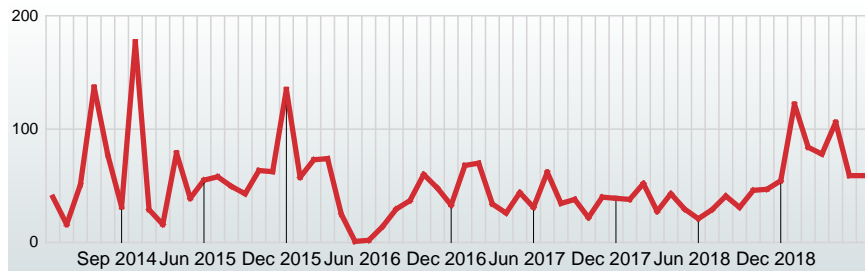
MEDIAN DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 23,952 3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 1
Median Days on Market
this month at **55**,
below the 5 yr DEC
average of **23,952**

OCT	46
NOV	47
DEC	55
2.17%	
15.96%	

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
\$40,000 and less	4	11.11%	8.5	0.0	12.0	5.0	0.0
\$40,001 - \$70,000	5	13.89%	64.0	91.5	55.0	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%	56.5	113.0	54.0	64.0	0.0
\$150,001 - \$180,000	6	16.67%	52.0	134.0	45.0	78.5	0.0
\$180,001 - \$270,000	4	11.11%	68.5	0.0	99.5	25.5	0.0
\$270,001 and up	4	11.11%	71.0	0.0	0.0	38.0	104.0
Median Closed DOM	54.5			116.0	54.0	38.0	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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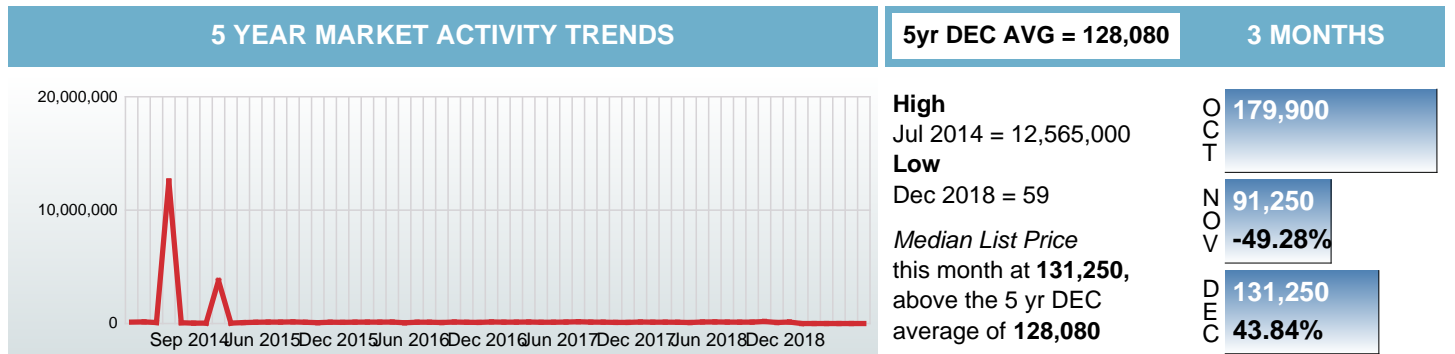
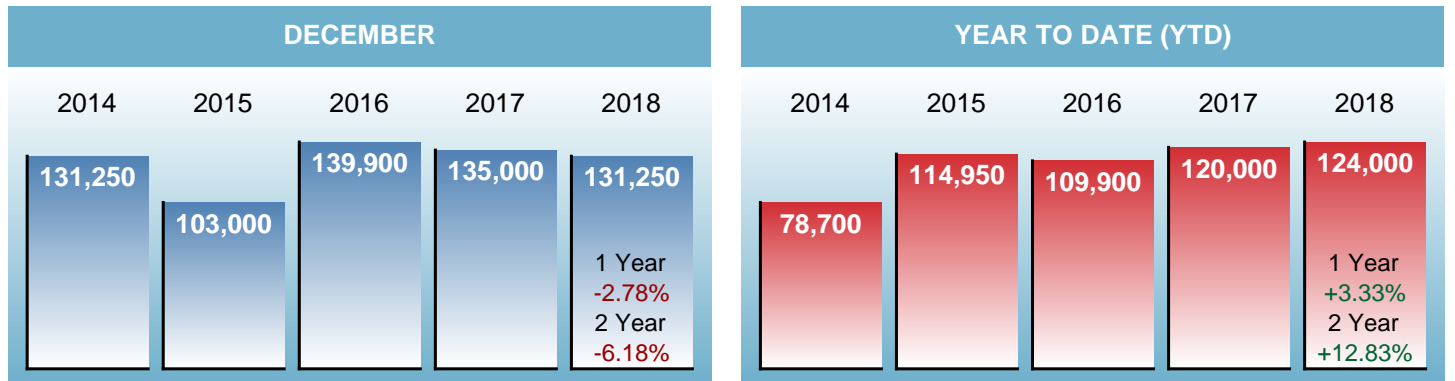
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MEDIAN LIST PRICE AT CLOSING

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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
\$40,000 and less	3	8.33%	33,500	0	28,850	33,500	0
\$40,001 - \$70,000	6	16.67%	62,400	54,950	64,700	0	0
\$70,001 - \$80,000	1	2.78%	74,900	0	74,900	0	0
\$80,001 - \$150,000	12	33.33%	119,950	116,000	111,250	123,900	0
\$150,001 - \$180,000	4	11.11%	175,450	175,000	175,950	175,000	0
\$180,001 - \$270,000	6	16.67%	199,450	0	209,000	189,900	0
\$270,001 and up	4	11.11%	382,250	0	0	339,500	425,000
Median List Price	131,250			90,450	92,500	189,500	425,000
Total Closed Units	36			4	20	11	1
Total Closed Volume	5,459,300			400.90K	2.28M	2.36M	425.00K

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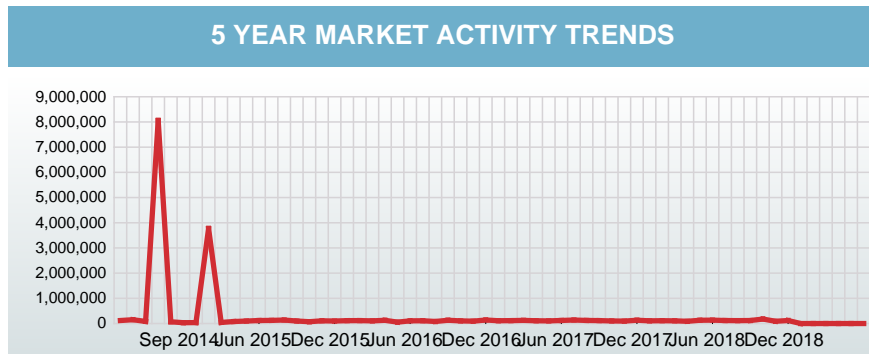
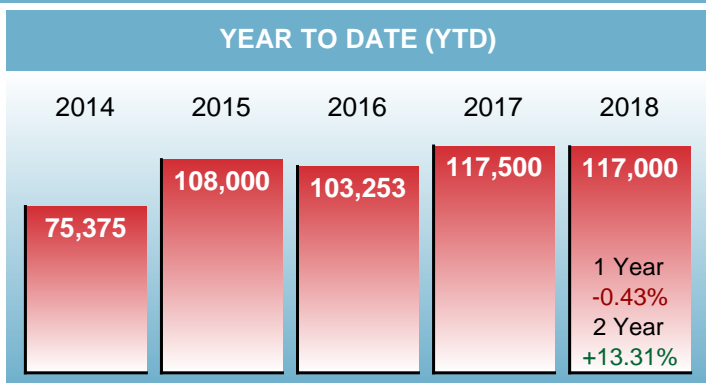
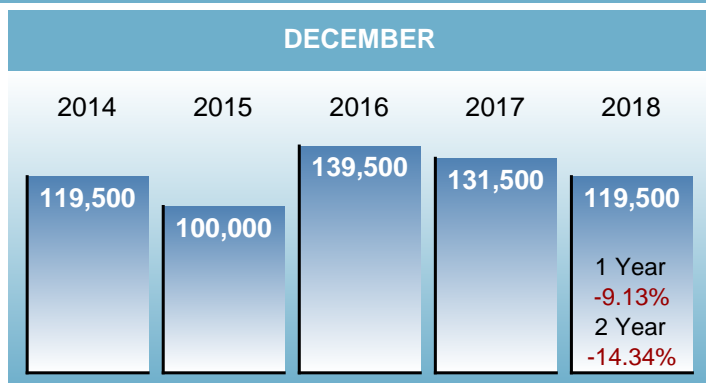
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MEDIAN SOLD PRICE AT CLOSING

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5yr DEC AVG = 122,000 **3 MONTHS**

High
Jul 2014 = 8,060,000

Low
Dec 2018 = 59

Median Sold Price
this month at **119,500**,
below the 5 yr DEC average of **122,000**

OCT	178,000
NOV	90,250
DEC	119,500
	-49.30%
	32.41%

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
\$40,000 and less	4	11.11%	30,750	0	28,000	33,500	0
\$40,001 - \$70,000	5	13.89%	63,500	55,250	63,900	0	0
\$70,001 - \$80,000	1	2.78%	74,900	0	74,900	0	0
\$80,001 - \$150,000	12	33.33%	109,000	100,000	104,000	119,000	0
\$150,001 - \$180,000	6	16.67%	174,050	152,500	173,200	177,500	0
\$180,001 - \$270,000	4	11.11%	223,250	0	223,250	216,000	0
\$270,001 and up	4	11.11%	387,000	0	0	365,000	409,000
Median Sold Price			119,500	81,750	88,500	180,000	409,000
Total Closed Units		100%	119,500	4	20	11	1
Total Closed Volume			5,250,000	363.00K	2.19M	2.29M	409.00K

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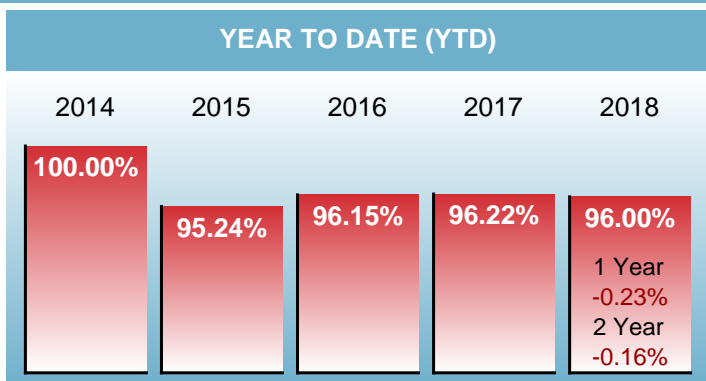
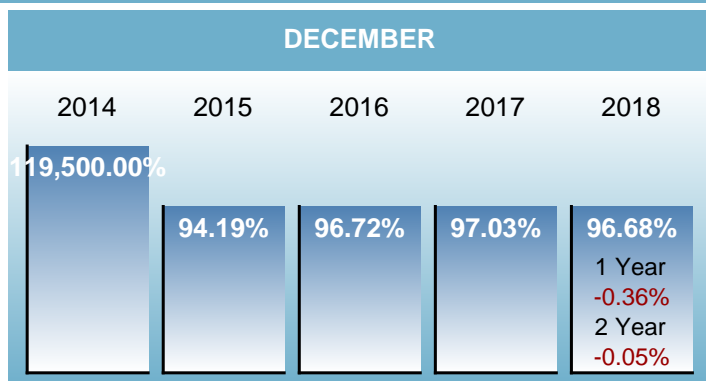
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

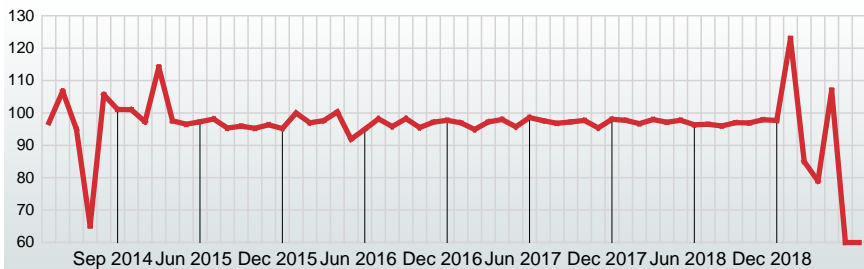
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 23,976.92%

3 MONTHS



High
Jul 2018 = 122.00%

Low
Dec 2018 = 59.00%

Median Sold/List Ratio this month at **96.68%**, below the 5 yr DEC average of **23,976.92%**

OCT	95.92%
NOV	96.90%
DEC	96.68%
	1.03%
	-0.23%

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
\$40,000 and less	4	11.11%	100.00%	0.00%	100.00%	100.00%	0.00%
\$40,001 \$70,000	5	13.89%	98.50%	101.14%	98.50%	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%	93.55%	86.21%	95.22%	92.21%	0.00%
\$150,001 \$180,000	6	16.67%	96.67%	87.14%	98.35%	97.49%	0.00%
\$180,001 \$270,000	4	11.11%	99.52%	0.00%	99.52%	98.18%	0.00%
\$270,001 and up	4	11.11%	95.26%	0.00%	0.00%	94.29%	96.24%
Median Sold/List Ratio		96.68%		92.49%	98.30%	96.05%	96.24%
Total Closed Units		36	100%	4	20	11	1
Total Closed Volume		5,250,000		363.00K	2.19M	2.29M	409.00K

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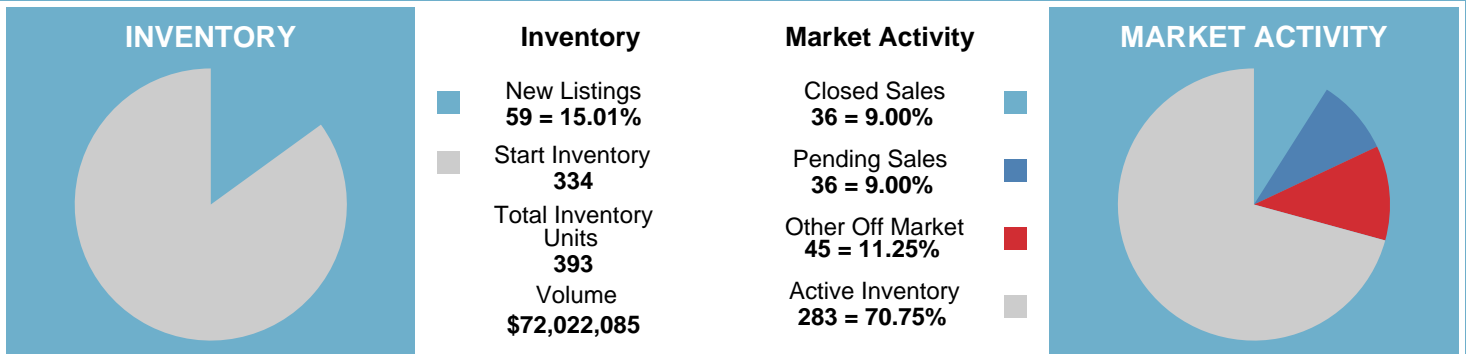
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MARKET SUMMARY

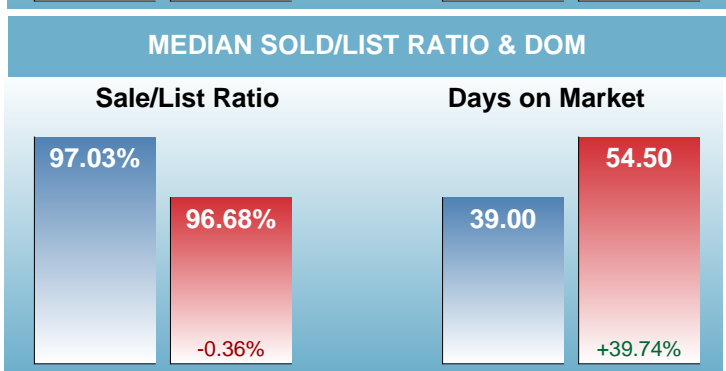
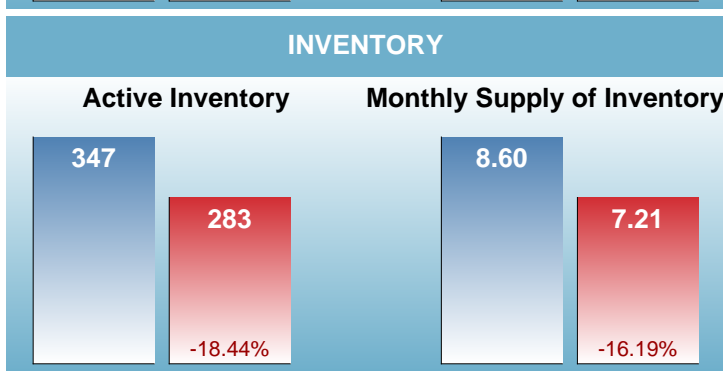
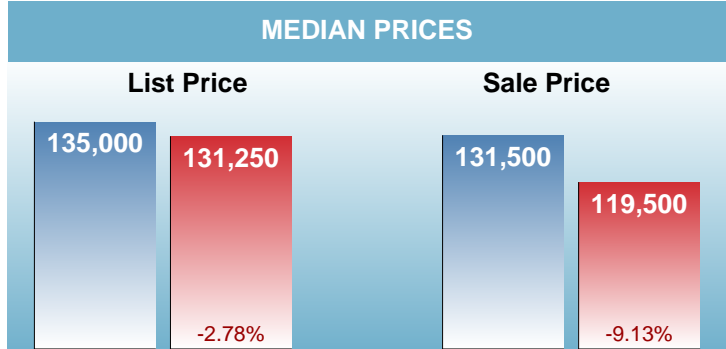
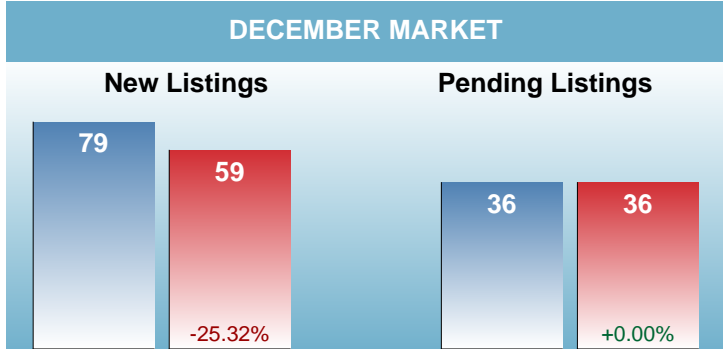
Report produced on Jan 11, 2019 for MLS Technology Inc.



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%
Median List Price	135,000	131,250	-2.78%	120,000	124,000	3.33%
Median Sale Price	131,500	119,500	-9.13%	117,500	117,000	-0.43%
Median Percent of Selling Price to List Price	97.03%	96.68%	-0.36%	96.22%	96.00%	-0.23%
Median Days on Market to Sale	39.00	54.50	39.74%	38.00	35.00	-7.89%
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



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