

# January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

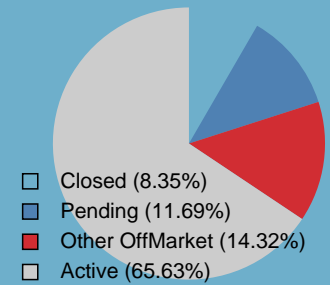


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		
	2018	2019	+/-%
Closed Listings	30	35	16.67%
Pending Listings	41	49	19.51%
New Listings	70	96	37.14%
Median List Price	117,450	144,000	22.61%
Median Sale Price	107,450	127,500	18.66%
Median Percent of List Price to Selling Price	96.74%	97.68%	0.97%
Median Days on Market to Sale	38.00	44.00	15.79%
End of Month Inventory	338	275	-18.64%
Months Supply of Inventory	8.31	6.93	-16.59%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **40** Sales/Month  
**Active Inventory** as of January 31, 2019 = **275**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **18.64%** to 275 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **6.93** 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 **18.66%** in January 2019 to \$127,500 versus the previous year at \$107,450.

#### Median Days on Market Lengthens

The median number of **44.00** days that homes spent on the market before selling increased by 6.00 days or **15.79%** in January 2019 compared to last year's same month at **38.00** DOM.

#### Sales Success for January 2019 is Positive

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

There were 96 New Listings in January 2019, up **37.14%** from last year at 70. Furthermore, there were 35 Closed Listings this month versus last year at 30, a **16.67%** increase.

Closed versus Listed trends yielded a **36.5%** ratio, down from previous year's, January 2018, at **42.9%**, a **14.93%** downswing. This will certainly create pressure on a decreasing 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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.

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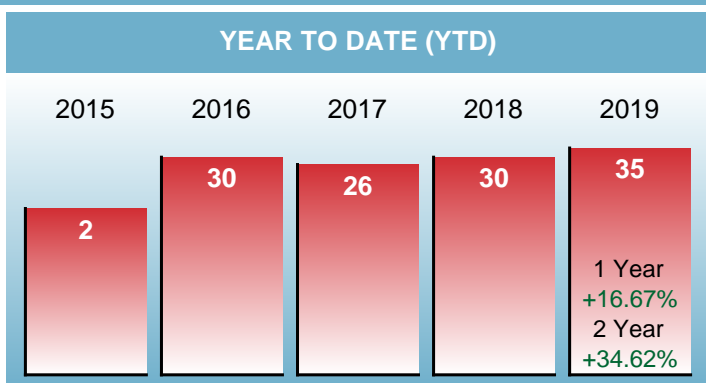
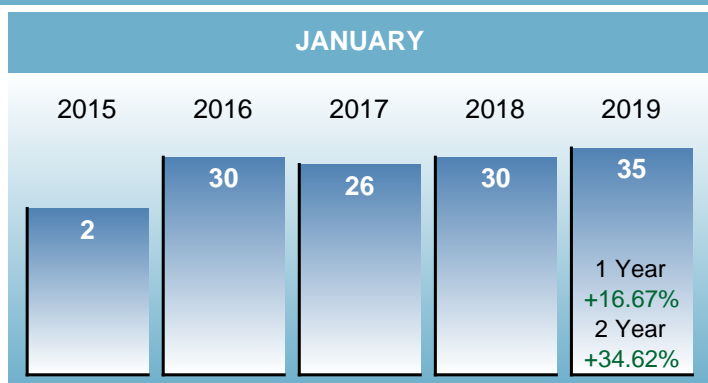
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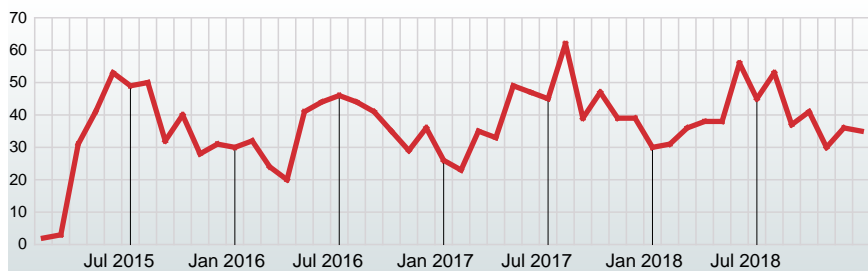


## CLOSED LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 25

3 MONTHS

**High**  
Aug 2017 = 62  
**Low**  
Jan 2015 = 2  
*Closed Listings*  
this month at **35**,  
above the 5 yr JAN  
average of **25**

NOV	30
DEC	36 20.00%
JAN	35 -2.78%

### 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	1	2.86%	87.0	1	0	0	0
\$40,001 - \$70,000	8	22.86%	39.5	1	5	2	0
\$70,001 - \$110,000	5	14.29%	49.0	2	1	1	1
\$110,001 - \$150,000	6	17.14%	55.0	1	4	1	0
\$150,001 - \$190,000	6	17.14%	14.5	0	3	3	0
\$190,001 - \$240,000	5	14.29%	44.0	0	3	2	0
\$240,001 and up	4	11.43%	37.0	0	0	4	0
<b>Total Closed Units</b>	<b>35</b>			<b>5</b>	<b>16</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,983,205</b>	<b>100%</b>	<b>44.0</b>	<b>374.21K</b>	<b>2.03M</b>	<b>2.50M</b>	<b>85.00K</b>
<b>Median Closed Price</b>	<b>\$127,500</b>			<b>\$75,000</b>	<b>\$124,750</b>	<b>\$185,000</b>	<b>\$85,000</b>

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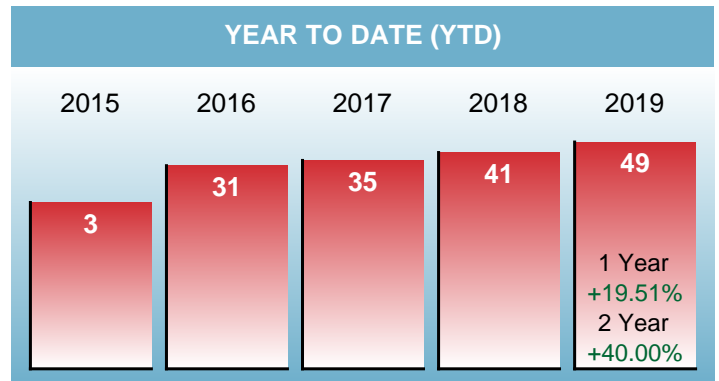
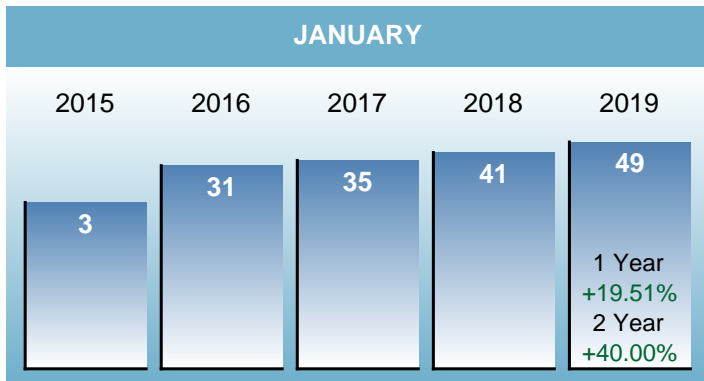
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## PENDING LISTINGS

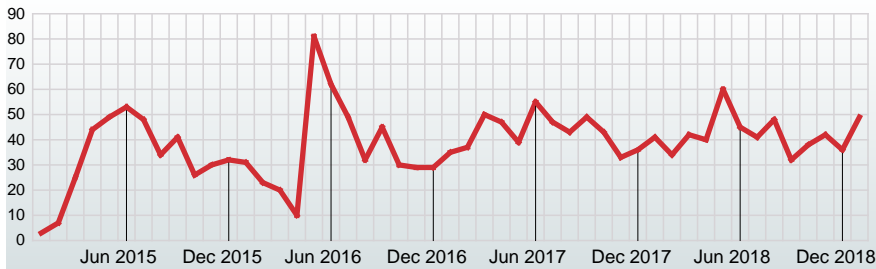
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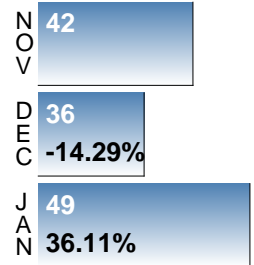
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 32

3 MONTHS



**High**  
May 2016 = 81  
**Low**  
Jan 2015 = 3  
*Pending Listings*  
this month at **49**,  
above the 5 yr JAN  
average of **32**



### 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	1	2.04%	4.0	1	0	0	0
\$40,001 - \$70,000	9	18.37%	8.0	4	4	1	0
\$70,001 - \$100,000	8	16.33%	6.0	4	3	1	0
\$100,001 - \$150,000	12	24.49%	33.5	0	11	1	0
\$150,001 - \$170,000	6	12.24%	9.0	0	3	3	0
\$170,001 - \$230,000	8	16.33%	17.0	0	4	3	1
\$230,001 and up	5	10.20%	13.0	0	5	0	0
<b>Total Pending Units</b>	<b>49</b>			<b>9</b>	<b>30</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>6,716,050</b>	<b>100%</b>	<b>13.0</b>	<b>604.45K</b>	<b>4.53M</b>	<b>1.41M</b>	<b>179.90K</b>
<b>Median Listing Price</b>	<b>\$135,000</b>			<b>\$69,900</b>	<b>\$141,750</b>	<b>\$169,900</b>	<b>\$179,900</b>

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

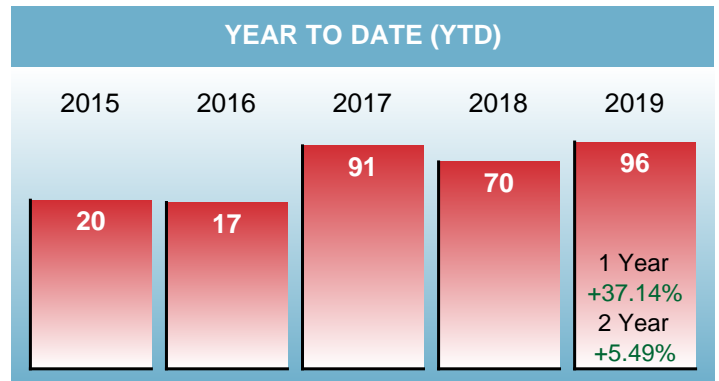
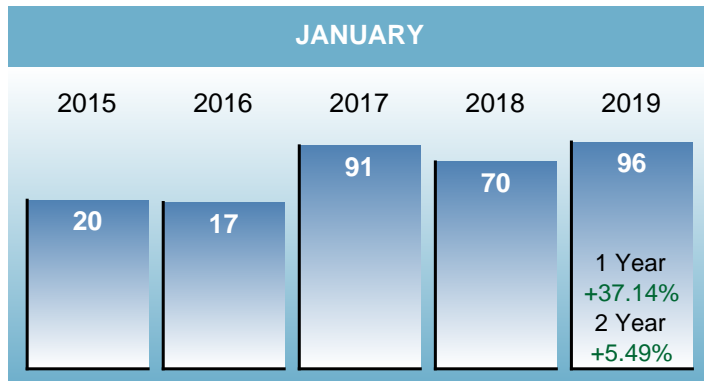
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## NEW LISTINGS

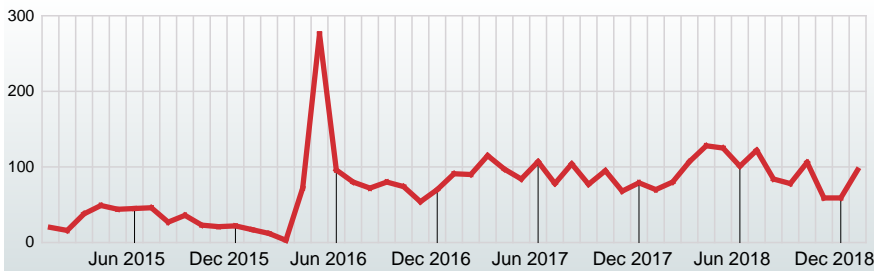
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 59

3 MONTHS



**High**  
May 2016 = 276  
**Low**  
Mar 2016 = 3  
*New Listings*  
this month at **96**,  
above the 5 yr JAN  
average of **59**

NOV	59
DEC	59 0.00%
JAN	96 62.71%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	9.38%	9	0	0	0
\$30,001 - \$50,000	12	12.50%	8	4	0	0
\$50,001 - \$70,000	7	7.29%	4	2	1	0
\$70,001 - \$130,000	32	33.33%	9	18	5	0
\$130,001 - \$180,000	14	14.58%	0	12	2	0
\$180,001 - \$270,000	11	11.46%	0	6	5	0
\$270,001 and up	11	11.46%	3	5	2	1
<b>Total New Listed Units</b>	<b>96</b>		<b>33</b>	<b>47</b>	<b>15</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>13,234,750</b>	<b>100%</b>	<b>3.08M</b>	<b>6.77M</b>	<b>3.06M</b>	<b>325.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$106,950</b>		<b>\$50,000</b>	<b>\$129,900</b>	<b>\$169,900</b>	<b>\$325,000</b>

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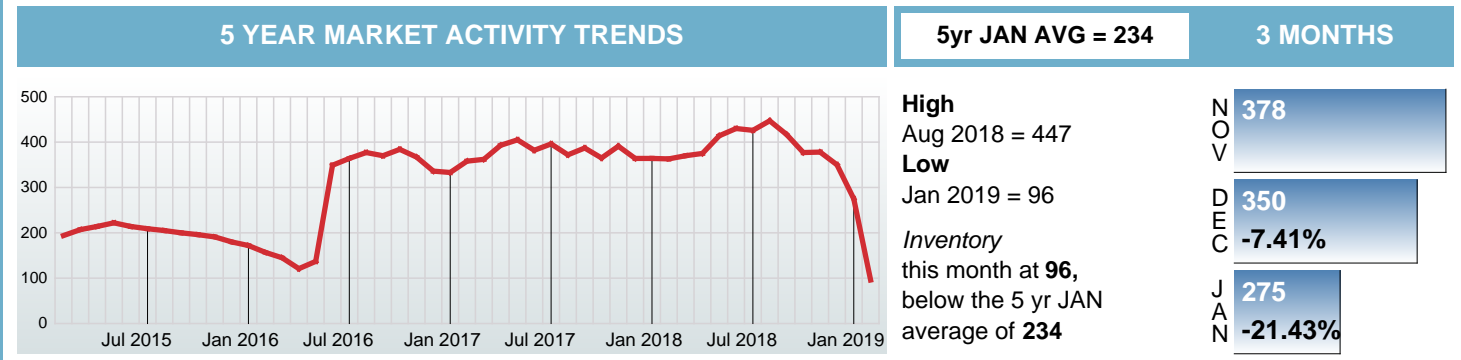
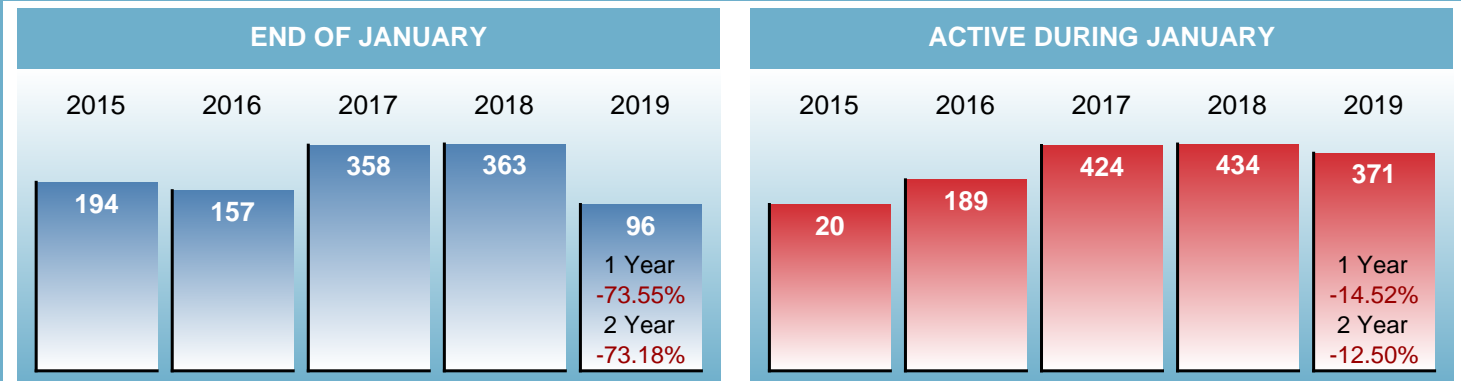
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## ACTIVE INVENTORY

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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	28	10.18%	102.5	28	0	0	0
\$30,001 - \$50,000	33	12.00%	87.0	24	8	0	1
\$50,001 - \$80,000	34	12.36%	65.5	20	13	1	0
\$80,001 - \$150,000	77	28.00%	80.0	16	44	14	3
\$150,001 - \$220,000	39	14.18%	73.0	6	23	10	0
\$220,001 - \$330,000	37	13.45%	76.0	5	15	12	5
\$330,001 and up	27	9.82%	115.0	10	4	9	4
<b>Total Active Inventory by Units</b>	275			109	107	46	13
<b>Total Active Inventory by Volume</b>	51,958,437	100%	85.0	15.42M	19.99M	11.56M	4.99M
<b>Median Active Inventory Listing Price</b>	\$119,500			\$60,000	\$129,900	\$213,700	\$285,000

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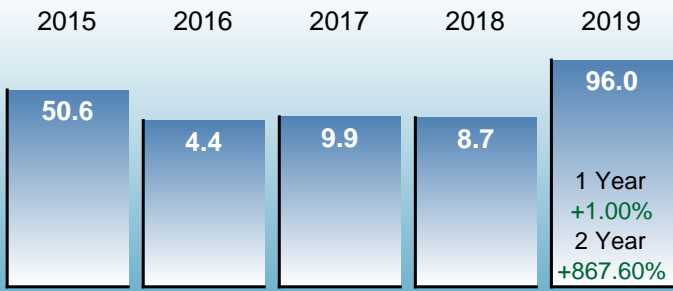
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## MONTHS SUPPLY of INVENTORY (MSI)

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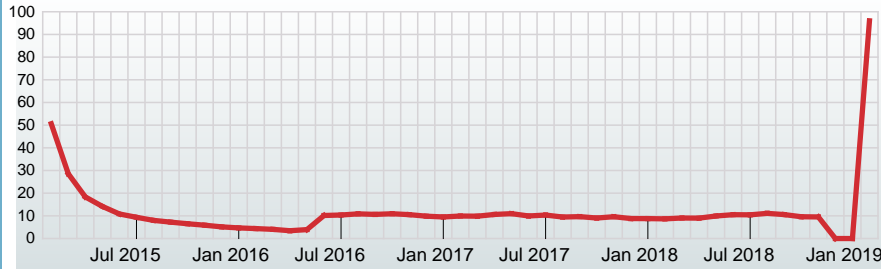
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	0.000%
End of Month 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 JAN AVG = 33.9

3 MONTHS

**High**  
Jan 2019 = 96.0  
**Low**  
Jan 2019 = 0.0  
*Months Supply*  
this month at **96.0**,  
above the 5 yr JAN  
average of **33.9**

N	9.5
O	
V	
D	0.0
E	-100.00%
C	
J	0.0
A	
N	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	28	10.18%	7.6	12.4	0.0	0.0	0.0
\$30,001 - \$50,000	33	12.00%	11.3	14.4	6.9	0.0	0.0
\$50,001 - \$80,000	34	12.36%	5.3	7.7	4.3	1.2	0.0
\$80,001 - \$150,000	77	28.00%	5.9	6.2	5.0	9.3	12.0
\$150,001 - \$220,000	39	14.18%	4.8	14.4	4.0	5.2	0.0
\$220,001 - \$330,000	37	13.45%	9.9	30.0	7.8	7.2	0.0
\$330,001 and up	27	9.82%	16.2	60.0	12.0	10.8	12.0
Market Supply of Inventory (MSI)	6.9			11.1	4.8	6.7	19.5
Total Active Inventory by Units	275	100%	6.9	109	107	46	13

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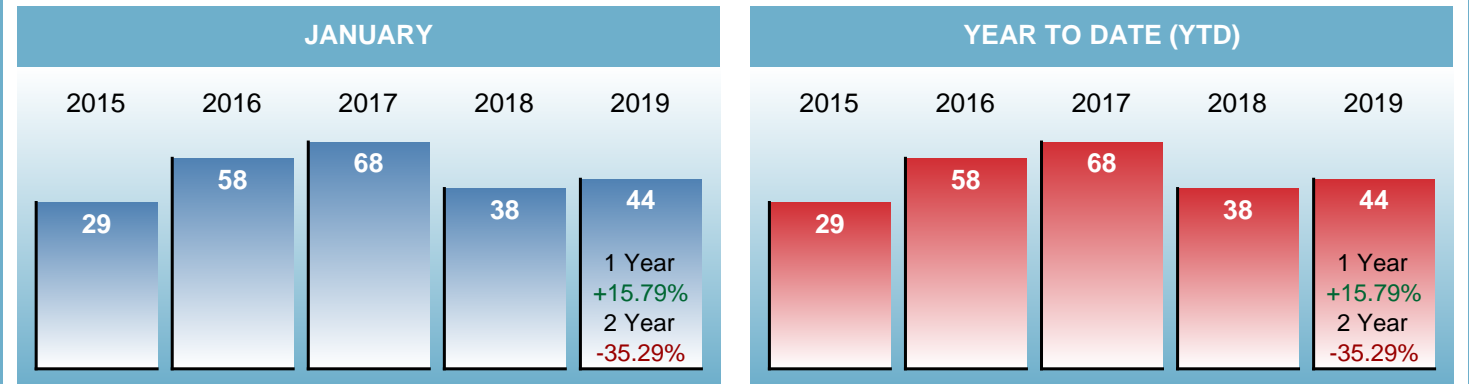
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## MEDIAN DAYS ON MARKET TO SALE

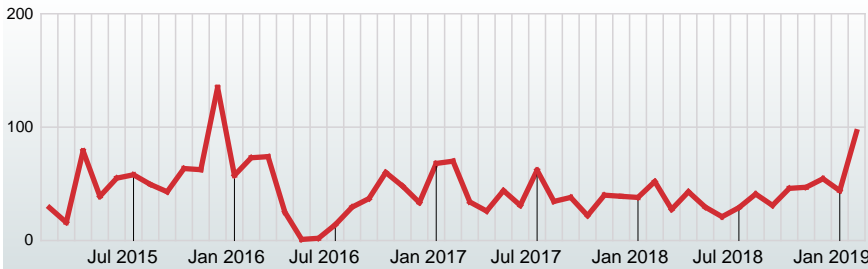
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### 5 YEAR MARKET ACTIVITY TRENDS

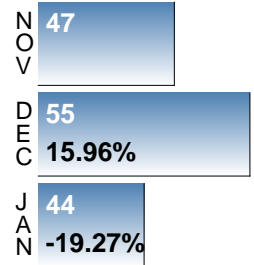
5yr JAN AVG = 47

3 MONTHS



**High**  
Dec 2015 = 135  
**Low**  
May 2016 = 1

Median Days on Market this month at **44**, below the 5 yr JAN average of **47**



### 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	1	2.86%	87.0	87.0	0.0	0.0	0.0
\$40,001 - \$70,000	8	22.86%	39.5	147.0	38.0	75.5	0.0
\$70,001 - \$110,000	5	14.29%	49.0	87.5	164.0	1.0	1.0
\$110,001 - \$150,000	6	17.14%	55.0	130.0	45.5	55.0	0.0
\$150,001 - \$190,000	6	17.14%	14.5	0.0	7.0	17.0	0.0
\$190,001 - \$240,000	5	14.29%	44.0	0.0	44.0	61.5	0.0
\$240,001 and up	4	11.43%	37.0	0.0	0.0	37.0	0.0
Median Closed DOM			44.0	126.0	39.5	23.0	1.0
Total Closed Units		100%	44.0	5	16	13	1
Total Closed Volume			4,983,205	374.21K	2.03M	2.50M	85.00K

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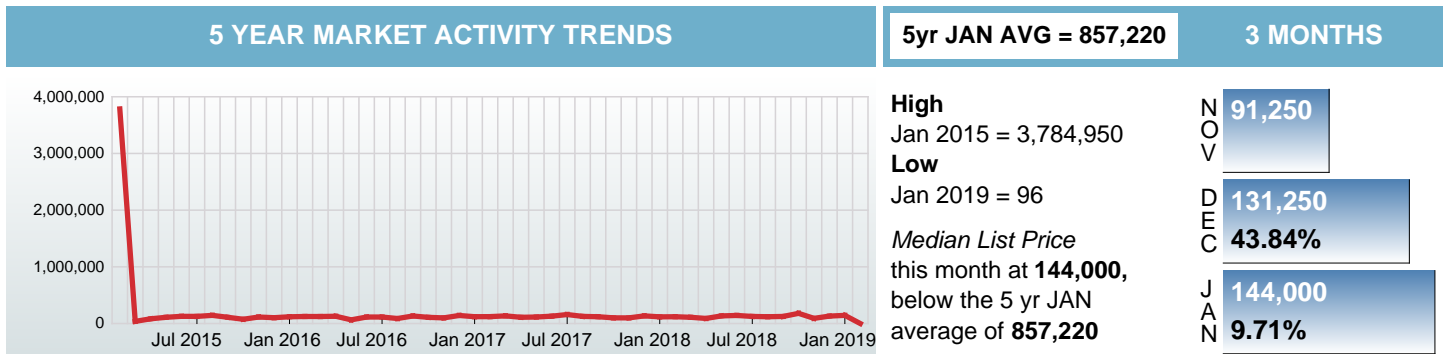
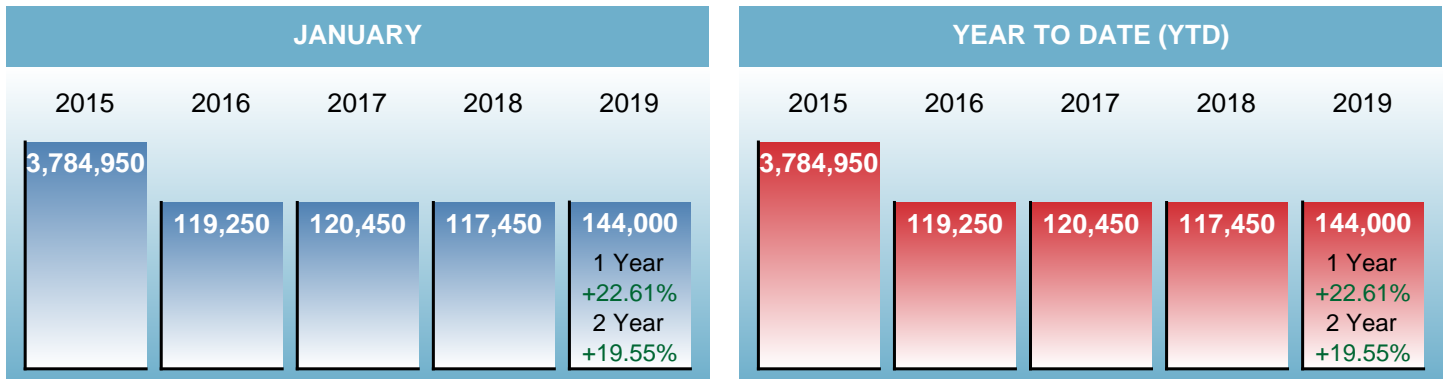
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## MEDIAN LIST PRICE AT CLOSING

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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	2	5.71%	24,250	24,250	0	0	0
\$40,001 - \$70,000	6	17.14%	57,950	0	54,750	62,200	0
\$70,001 - \$110,000	5	14.29%	80,000	77,500	85,650	80,000	92,500
\$110,001 - \$150,000	6	17.14%	127,400	115,000	127,400	144,000	0
\$150,001 - \$190,000	6	17.14%	167,400	153,000	159,900	181,950	0
\$190,001 - \$240,000	4	11.43%	199,250	0	217,000	197,250	0
\$240,001 and up	6	17.14%	249,450	0	243,000	249,900	0
Median List Price			144,000	77,500	127,400	195,000	92,500
Total Closed Units		100%	144,000	5	16	13	1
Total Closed Volume			5,214,500	394.00K	2.10M	2.63M	92.50K

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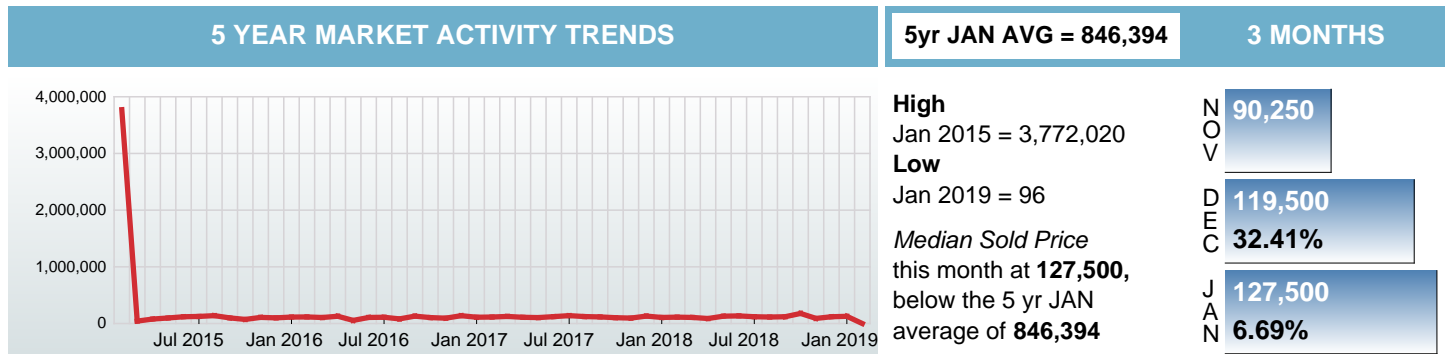
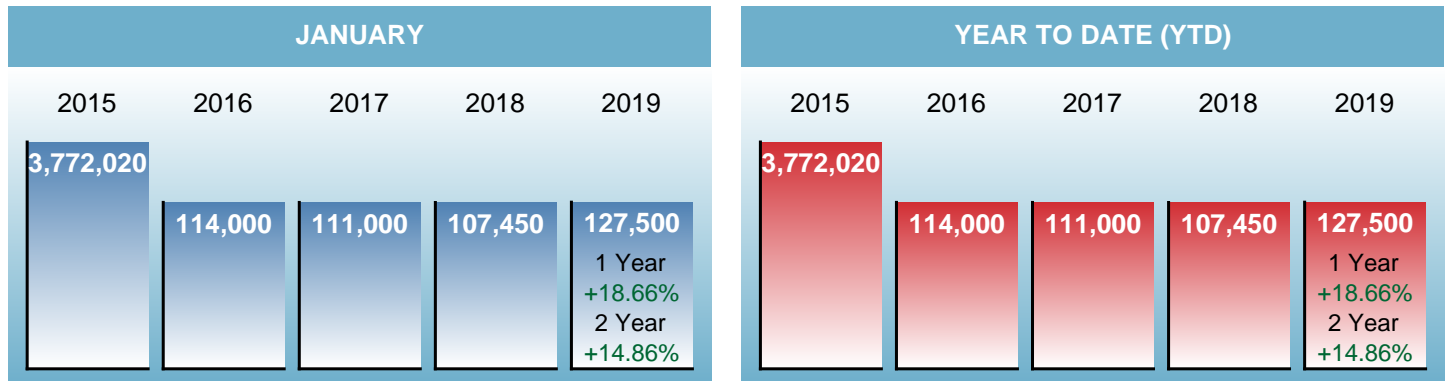
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## MEDIAN SOLD PRICE AT CLOSING

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## 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	1	2.86%	2,205	2,205	0	0	0
\$40,001 - \$70,000	8	22.86%	56,500	42,000	62,000	60,500	0
\$70,001 - \$110,000	5	14.29%	85,000	92,500	96,500	80,000	85,000
\$110,001 - \$150,000	6	17.14%	124,750	145,000	124,750	122,000	0
\$150,001 - \$190,000	6	17.14%	171,500	0	155,000	175,000	0
\$190,001 - \$240,000	5	14.29%	199,500	0	200,000	197,250	0
\$240,001 and up	4	11.43%	309,950	0	0	309,950	0
Median Sold Price			127,500	75,000	124,750	185,000	85,000
Total Closed Units		100%	127,500	5	16	13	1
Total Closed Volume			4,983,205	374.21K	2.03M	2.50M	85.00K

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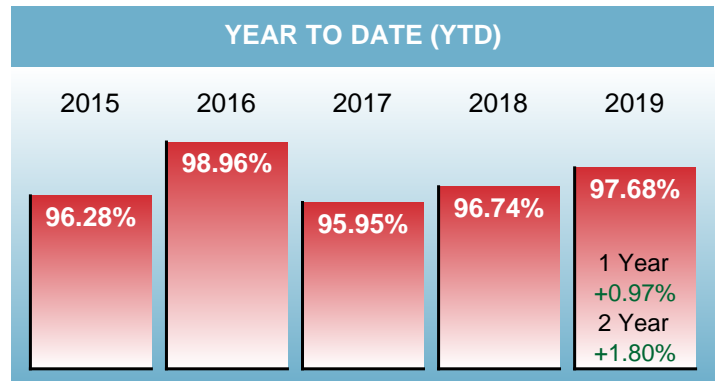
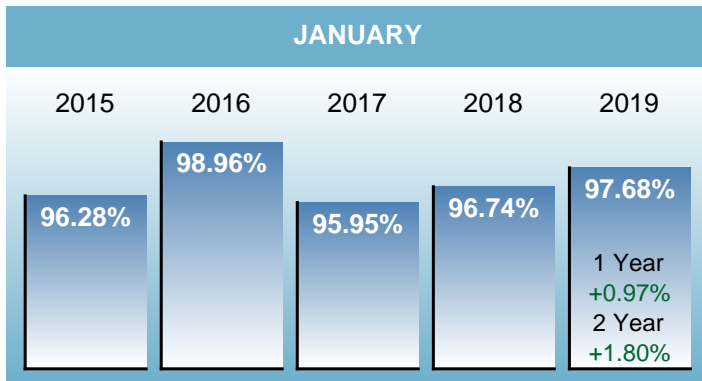
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## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

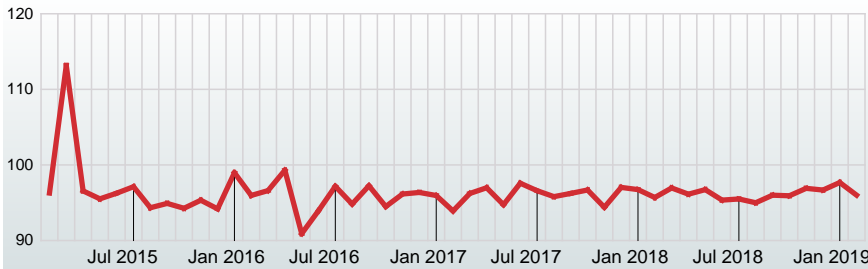
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 97.12%

### 3 MONTHS



**High**  
Mar 2015 = 113.16%  
**Low**  
May 2016 = 90.91%  
*Median Sold/List Ratio*  
this month at **97.68%**,  
above the 5 yr JAN  
average of **97.12%**

N	96.90%
O	
V	
D	96.68%
E	-0.23%
C	
J	97.68%
A	1.03%
N	

### 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	1	2.86%	23.21%	23.21%	0.00%	0.00%	0.00%
\$40,001 \$70,000	8	22.86%	97.89%	107.69%	95.78%	96.88%	0.00%
\$70,001 \$110,000	5	14.29%	96.77%	96.21%	101.69%	100.00%	91.89%
\$110,001 \$150,000	6	17.14%	97.17%	94.77%	97.92%	84.72%	0.00%
\$150,001 \$190,000	6	17.14%	97.10%	0.00%	97.88%	96.05%	0.00%
\$190,001 \$240,000	5	14.29%	97.74%	0.00%	97.94%	88.93%	0.00%
\$240,001 and up	4	11.43%	98.73%	0.00%	0.00%	98.73%	0.00%
Median Sold/List Ratio			97.68%	95.65%	97.91%	97.74%	91.89%
Total Closed Units		100%	97.68%	5	16	13	1
Total Closed Volume				374.21K	2.03M	2.50M	85.00K

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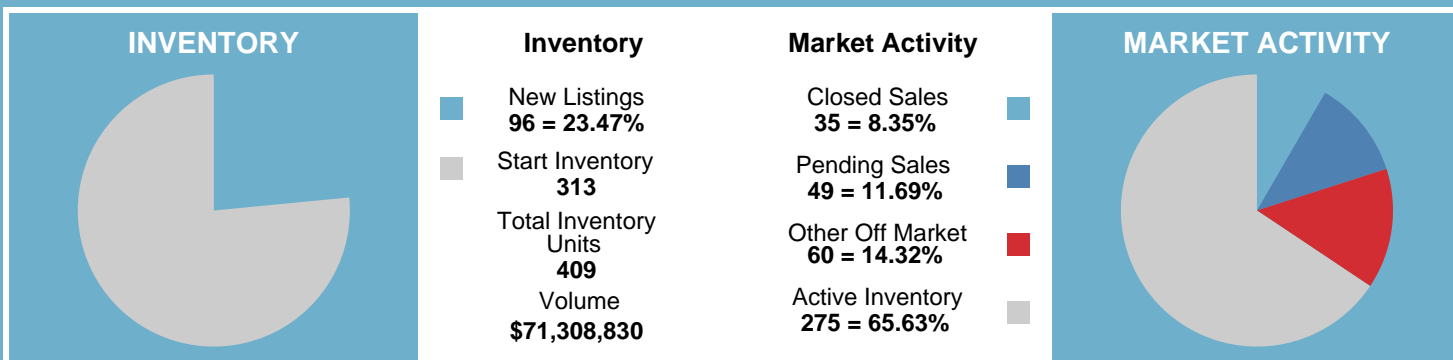
# January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

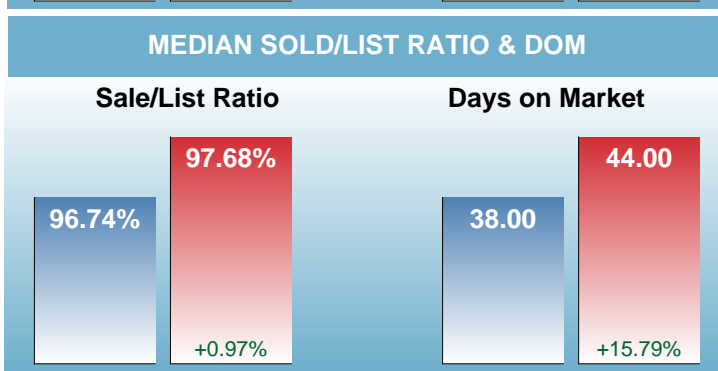
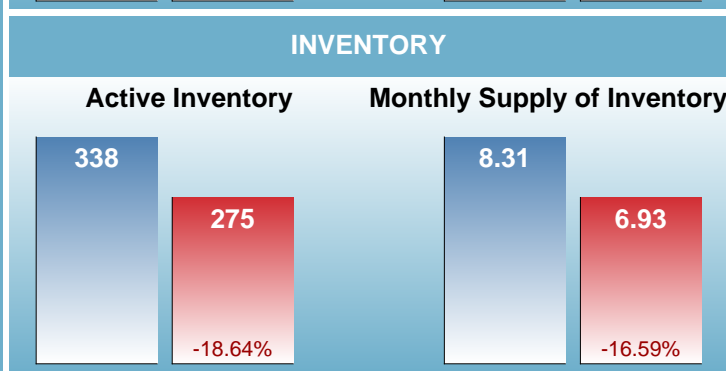
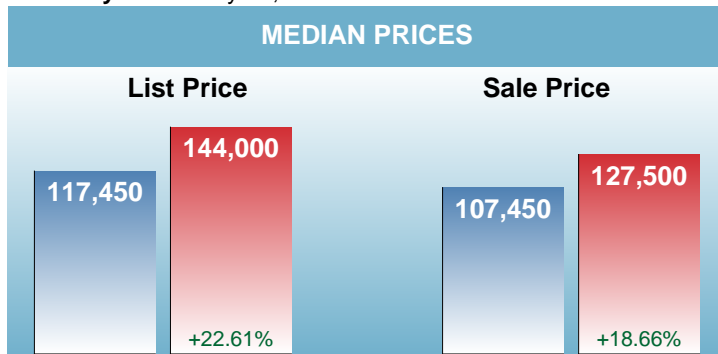
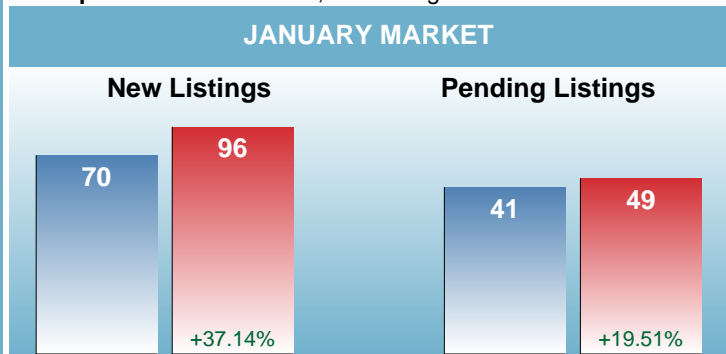


Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	30	35	16.67%	30	35	16.67%
Pending Sales	41	49	19.51%	41	49	19.51%
New Listings	70	96	37.14%	70	96	37.14%
Median List Price	117,450	144,000	22.61%	117,450	144,000	22.61%
Median Sale Price	107,450	127,500	18.66%	107,450	127,500	18.66%
Median Percent of Selling Price to List Price	96.74%	97.68%	0.97%	96.74%	97.68%	0.97%
Median Days on Market to Sale	38.00	44.00	15.79%	38.00	44.00	15.79%
Monthly Inventory	338	275	-18.64%	338	275	-18.64%
Months Supply of Inventory	8.31	6.93	-16.59%	8.31	6.93	-16.59%

**Absorption:** Last 12 months, an Average of **40** Sales/Month

**Inventory** on January 31, 2019 = **275**

**2018** **2019**



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