

January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

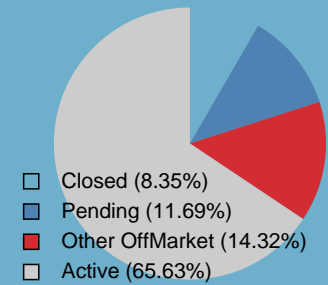


MONTHLY INVENTORY ANALYSIS

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%
Average List Price	134,477	148,986	10.79%
Average Sale Price	126,477	142,377	12.57%
Average Percent of List Price to Selling Price	96.78%	94.21%	-2.66%
Average Days on Market to Sale	50.87	57.34	12.73%
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.

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 **12.57%** in January 2019 to \$142,377 versus the previous year at \$126,477.

Average Days on Market Lengthens

The average number of **57.34** days that homes spent on the market before selling increased by 6.48 days or **12.73%** in January 2019 compared to last year's same month at **50.87** DOM.

Sales Success for January 2019 is Positive

Overall, with Average 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.

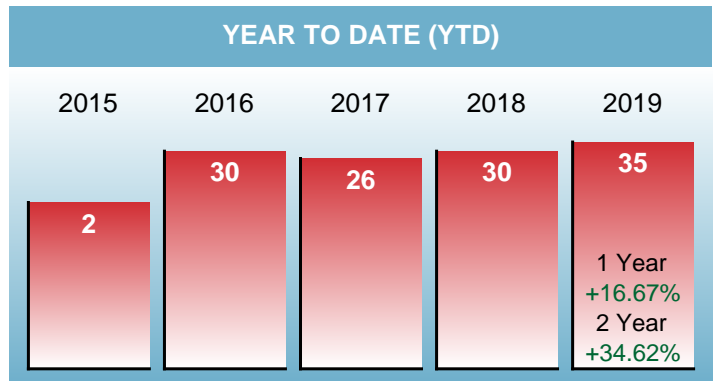
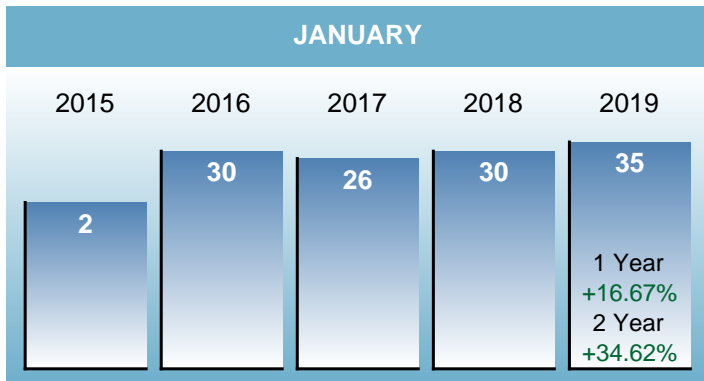
January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



CLOSED LISTINGS

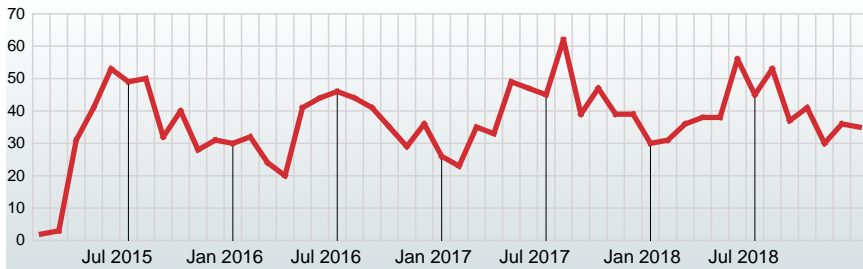
Report produced on Feb 11, 2019 for MLS Technology Inc.



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		%	AVDOM	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%	60.0	1	5	2	0
\$70,001 - \$110,000	5	14.29%	68.2	2	1	1	1
\$110,001 - \$150,000	6	17.14%	63.3	1	4	1	0
\$150,001 - \$190,000	6	17.14%	37.2	0	3	3	0
\$190,001 - \$240,000	5	14.29%	48.6	0	3	2	0
\$240,001 and up	4	11.43%	63.3	0	0	4	0
Total Closed Units	35			5	16	13	1
Total Closed Volume	4,983,205	100%	57.3	374.21K	2.03M	2.50M	85.00K
Average Closed Price	\$142,377			\$74,841	\$126,788	\$191,954	\$85,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

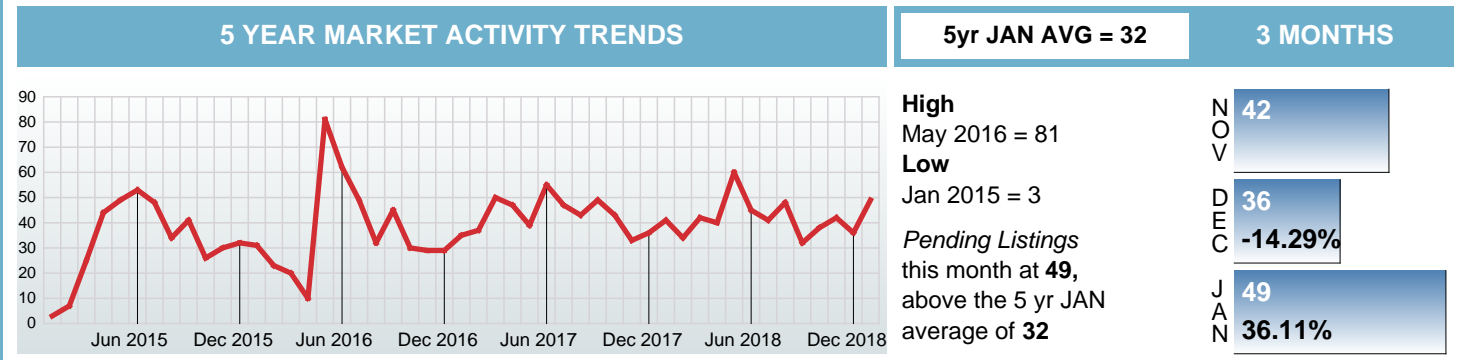
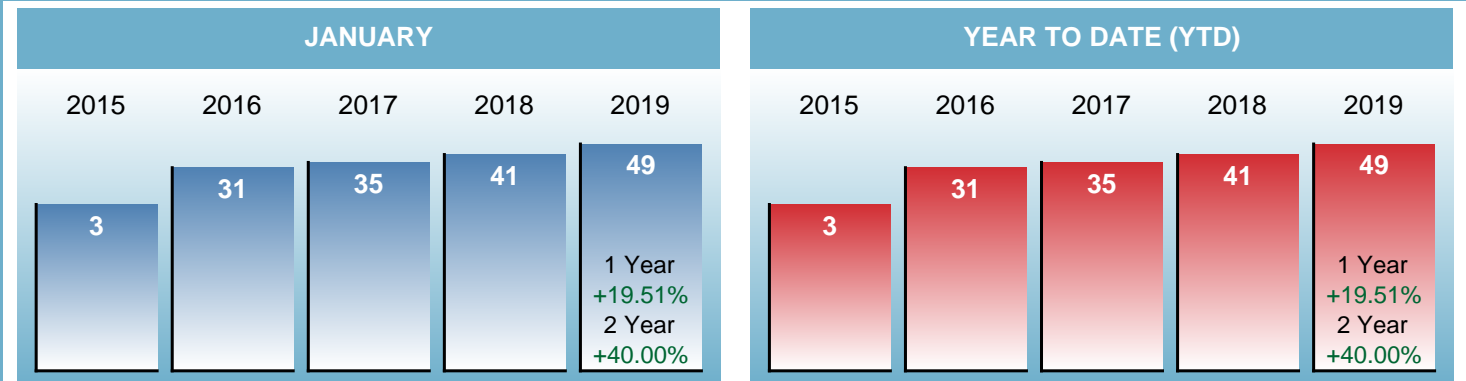
January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



PENDING LISTINGS

Report produced on Feb 11, 2019 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
\$40,000 and less	1	2.04%	4.0	1	0	0	0
\$40,001 - \$70,000	9	18.37%	34.0	4	4	1	0
\$70,001 - \$100,000	8	16.33%	51.6	4	3	1	0
\$100,001 - \$150,000	12	24.49%	54.5	0	11	1	0
\$150,001 - \$170,000	6	12.24%	37.0	0	3	3	0
\$170,001 - \$230,000	8	16.33%	33.6	0	4	3	1
\$230,001 and up	5	10.20%	34.2	0	5	0	0
Total Pending Units	49			9	30	9	1
Total Pending Volume	6,716,050	100%	11.3	604.45K	4.53M	1.41M	179.90K
Average Listing Price	\$128,725			\$67,161	\$150,850	\$156,244	\$179,900

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



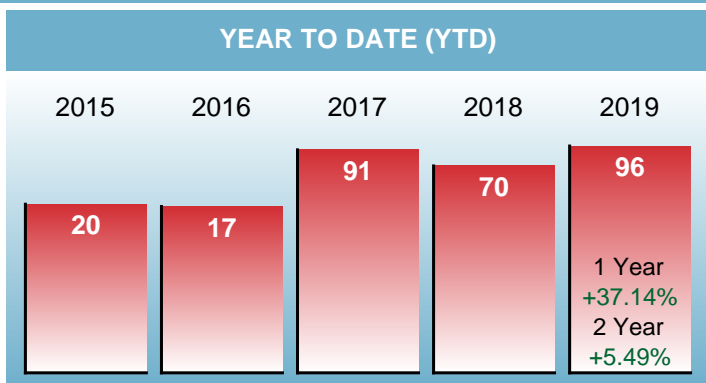
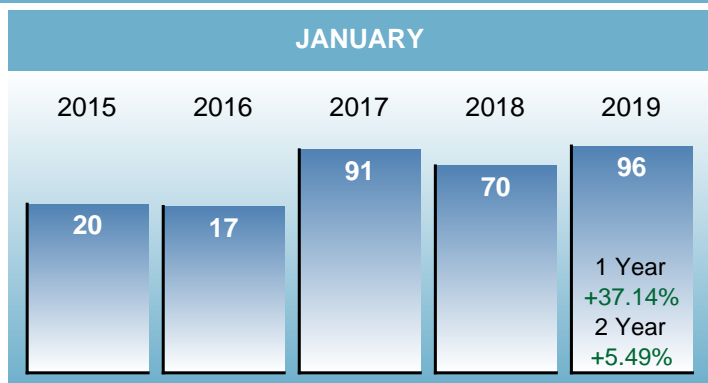
January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



NEW LISTINGS

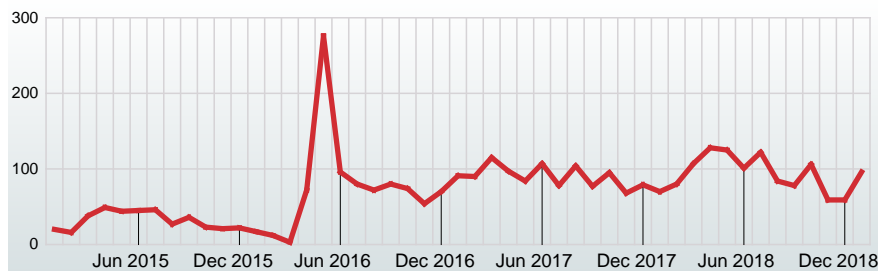
Report produced on Feb 11, 2019 for MLS Technology Inc.



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
Total New Listed Units	96		33	47	15	1
Total New Listed Volume	13,234,750	100%	3.08M	6.77M	3.06M	325.00K
Average New Listed Listing Price	\$93,300		\$93,420	\$144,021	\$203,860	\$325,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

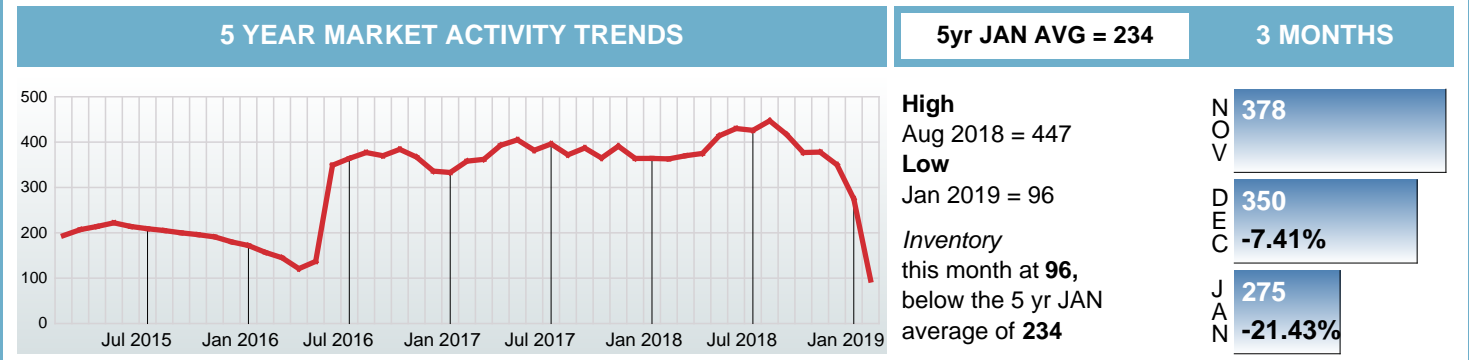
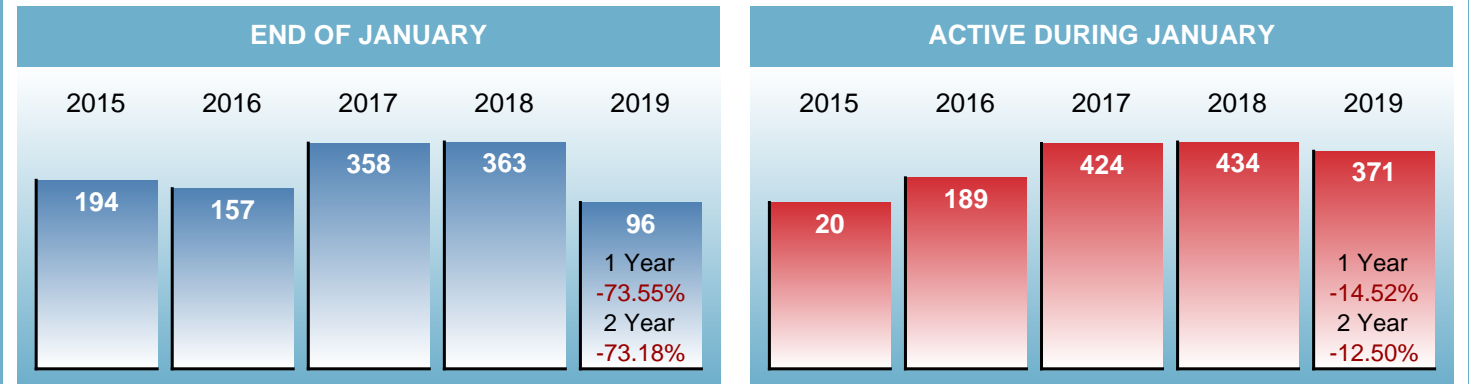
January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



ACTIVE INVENTORY

Report produced on Feb 11, 2019 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
\$25,000 and less	14	5.09%	85.4	14	0	0	0
\$25,001 - \$50,000	47	17.09%	85.6	38	8	0	1
\$50,001 - \$75,000	27	9.82%	79.1	16	10	1	0
\$75,001 - \$150,000	84	30.55%	82.7	20	47	14	3
\$150,001 - \$225,000	40	14.55%	76.9	6	24	10	0
\$225,001 - \$325,000	34	12.36%	75.9	3	14	12	5
\$325,001 and up	29	10.55%	107.6	12	4	9	4
Total Active Inventory by Units	275			109	107	46	13
Total Active Inventory by Volume	51,958,437	100%	83.9	15.42M	19.99M	11.56M	4.99M
Average Active Inventory Listing Price	\$188,940			\$141,426	\$186,818	\$251,293	\$384,154

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

January 2019

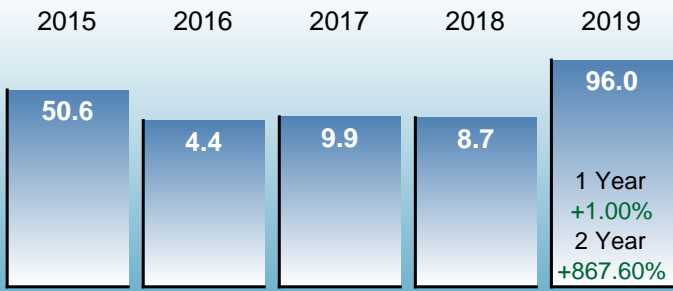
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHS SUPPLY of INVENTORY (MSI)

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

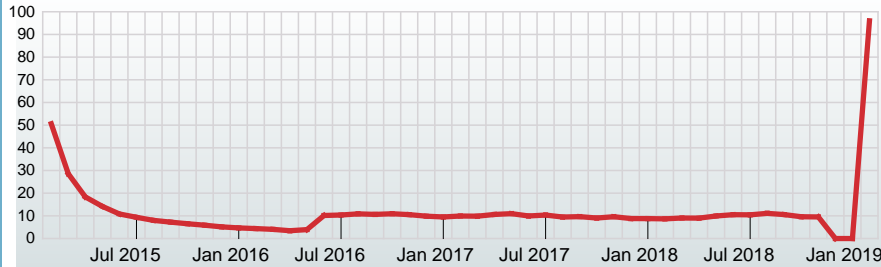
MSI FOR JANUARY



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

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

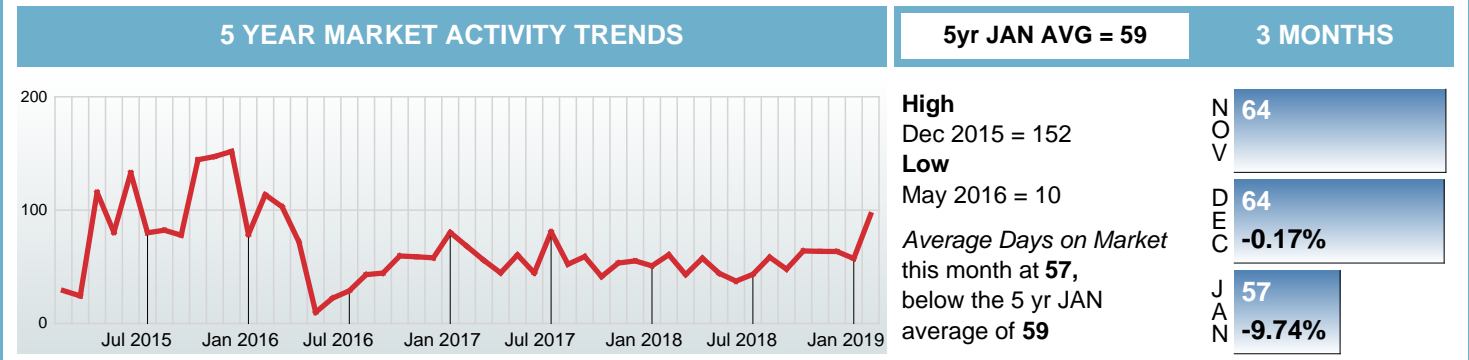
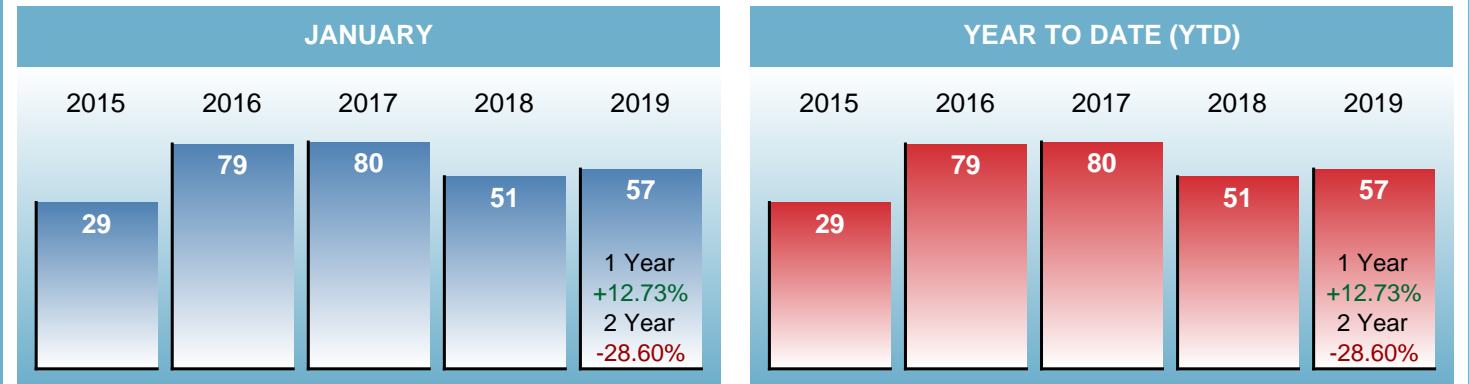
January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



AVERAGE DAYS ON MARKET TO SALE

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



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	2.86%	87.0	87.0	0.0	0.0	0.0
\$40,001 - \$70,000	22.86%	60.0	147.0	36.4	75.5	0.0
\$70,001 - \$110,000	14.29%	68.2	87.5	164.0	1.0	1.0
\$110,001 - \$150,000	17.14%	63.3	130.0	48.8	55.0	0.0
\$150,001 - \$190,000	17.14%	37.2	0.0	35.7	38.7	0.0
\$190,001 - \$240,000	14.29%	48.6	0.0	40.0	61.5	0.0
\$240,001 and up	11.43%	63.3	0.0	0.0	63.3	0.0
Average Closed DOM		57.3	107.8	48.0	53.8	1.0
Total Closed Units	100%	57.3	5	16	13	1
Total Closed Volume			374.21K	2.03M	2.50M	85.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

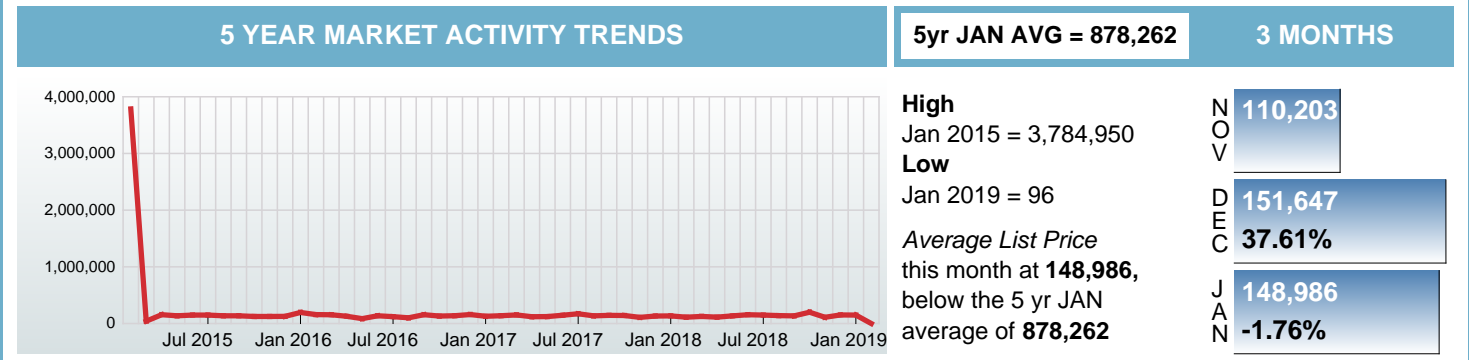
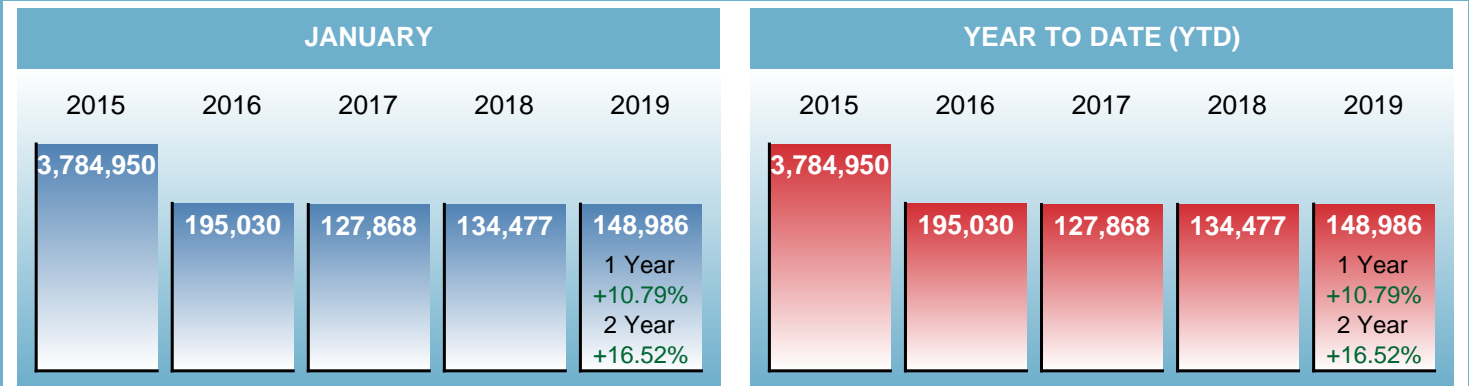
January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



AVERAGE LIST PRICE AT CLOSING

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



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
\$40,000 and less	2	5.71%	24,250	9,500	0	0	0
\$40,001 \$70,000	6	17.14%	57,983	39,000	59,980	62,200	0
\$70,001 \$110,000	5	14.29%	84,260	96,250	94,900	80,000	92,500
\$110,001 \$150,000	6	17.14%	130,450	153,000	130,925	144,000	0
\$150,001 \$190,000	6	17.14%	170,133	0	167,967	186,300	0
\$190,001 \$240,000	4	11.43%	207,125	0	225,667	224,250	0
\$240,001 and up	6	17.14%	294,133	0	0	318,200	0
Average List Price			148,986	78,800	131,213	202,200	92,500
Total Closed Units		100%	148,986	5	16	13	1
Total Closed Volume			5,214,500	394.00K	2.10M	2.63M	92.50K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

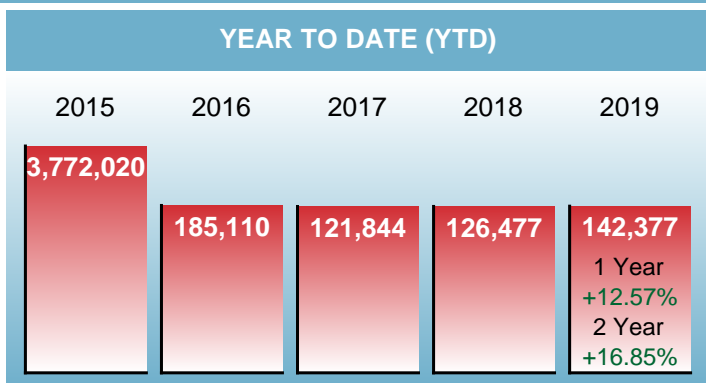
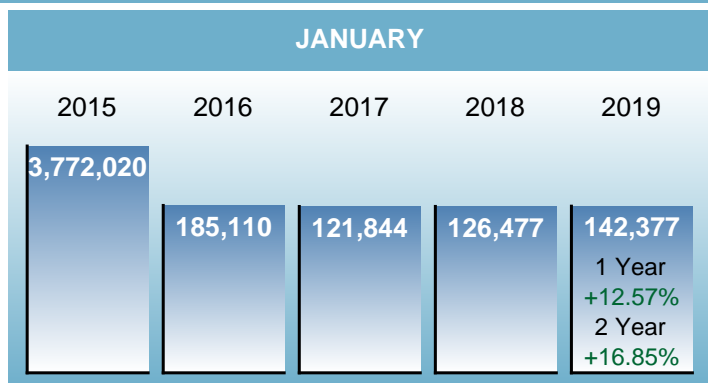
January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



AVERAGE SOLD PRICE AT CLOSING

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



5yr JAN AVG = 869,566 **3 MONTHS**

High
Jan 2015 = 3,772,020

Low
Jan 2019 = 96

Average Sold Price
this month at **142,377**,
below the 5 yr JAN
average of **869,566**

N	105,921
O	
V	
D	145,833
E	37.68%
C	
J	142,377
A	
N	-2.37%

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	1	2.86%	2,205	2,205	0	0	0
\$40,001 - \$70,000	8	22.86%	56,638	42,000	58,020	60,500	0
\$70,001 - \$110,000	5	14.29%	89,300	92,500	96,500	80,000	85,000
\$110,001 - \$150,000	6	17.14%	130,083	145,000	128,375	122,000	0
\$150,001 - \$190,000	6	17.14%	170,333	0	164,667	176,000	0
\$190,001 - \$240,000	5	14.29%	205,800	0	211,500	197,250	0
\$240,001 and up	4	11.43%	312,475	0	0	312,475	0
Average Sold Price			142,377	74,841	126,788	191,954	85,000
Total Closed Units		100%	142,377	5	16	13	1
Total Closed Volume			4,983,205	374.21K	2.03M	2.50M	85.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

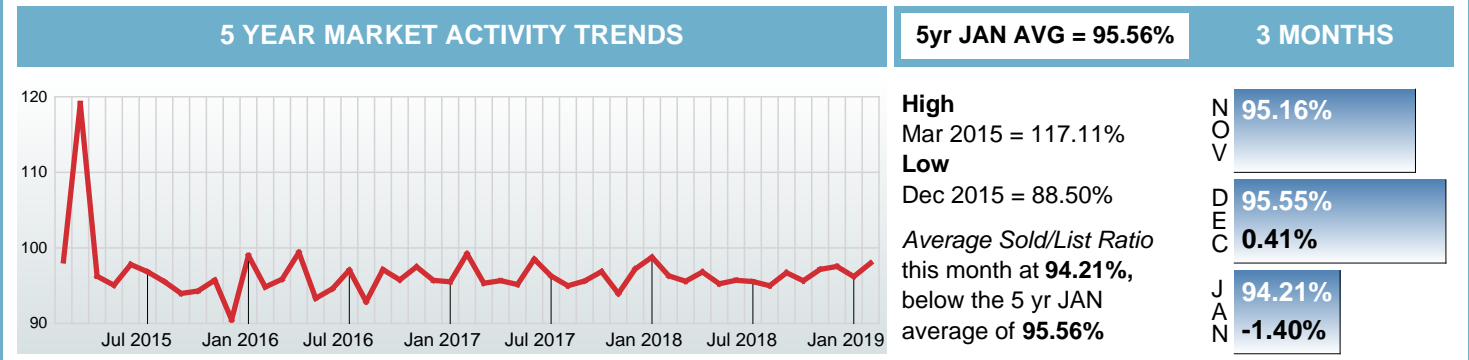
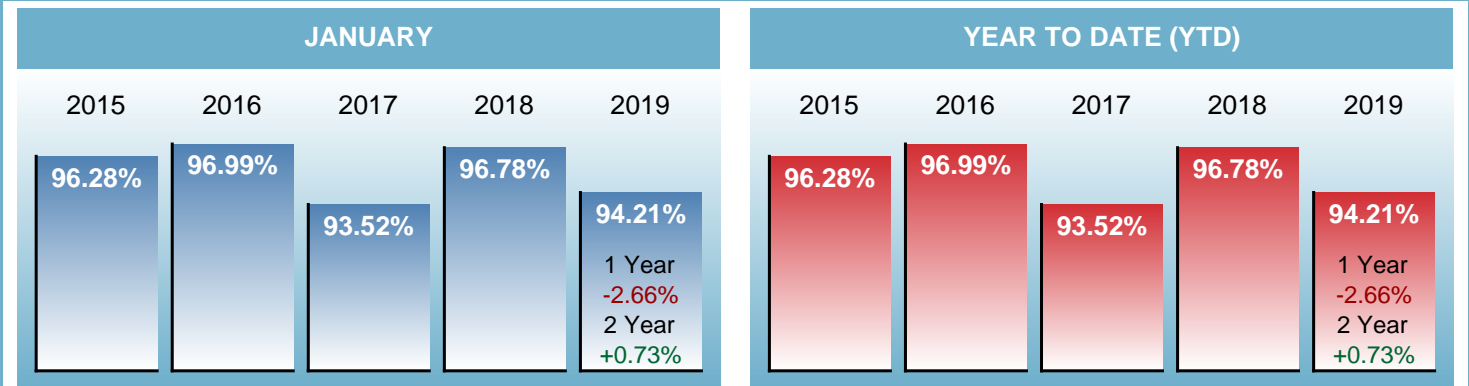
January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



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	1	2.86%	23.21%	23.21%	0.00%	0.00%	0.00%
\$40,001 \$70,000	8	22.86%	98.11%	107.69%	96.68%	96.88%	0.00%
\$70,001 \$110,000	5	14.29%	97.20%	96.21%	101.69%	100.00%	91.89%
\$110,001 \$150,000	6	17.14%	95.33%	94.77%	98.12%	84.72%	0.00%
\$150,001 \$190,000	6	17.14%	96.31%	0.00%	98.06%	94.56%	0.00%
\$190,001 \$240,000	5	14.29%	91.93%	0.00%	93.93%	88.93%	0.00%
\$240,001 and up	4	11.43%	98.43%	0.00%	0.00%	98.43%	0.00%
Average Sold/List Ratio			94.20%	83.62%	97.10%	94.90%	91.89%
Total Closed Units		100%	94.20%	5	16	13	1
Total Closed Volume				374.21K	2.03M	2.50M	85.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

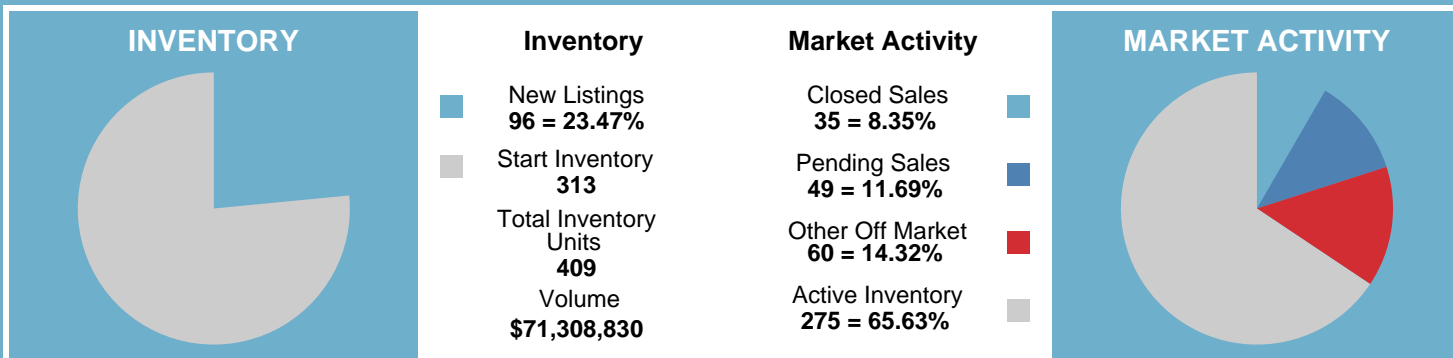
January 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

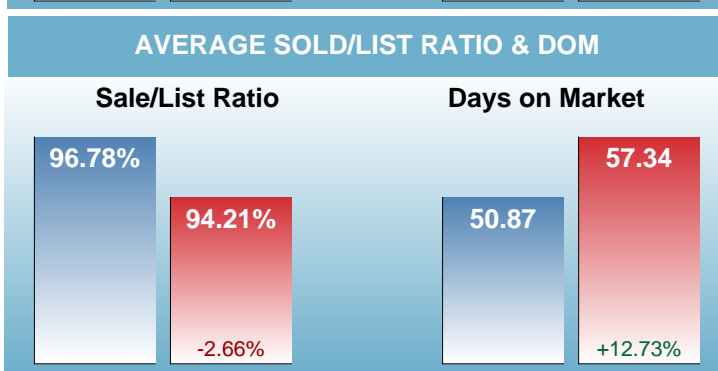
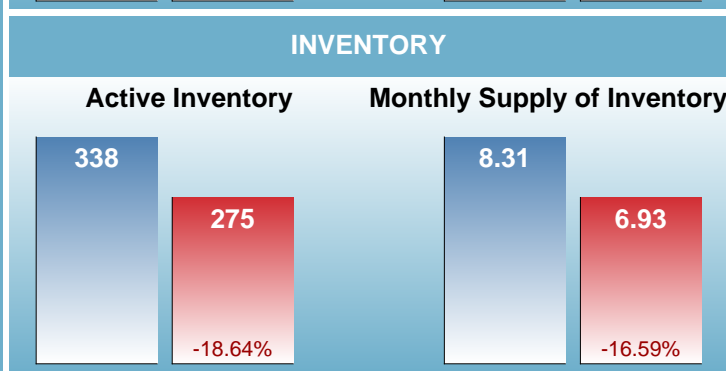
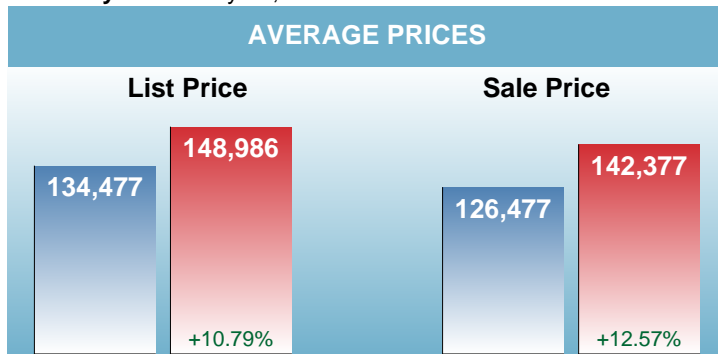
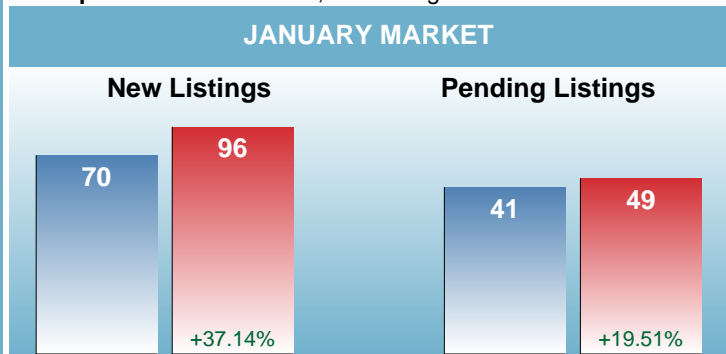


Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	30	35	16.67%	30	35	16.67%
Pending Sales	41	49	19.51%	41	49	19.51%
New Listings	70	96	37.14%	70	96	37.14%
Average List Price	134,477	148,986	10.79%	134,477	148,986	10.79%
Average Sale Price	126,477	142,377	12.57%	126,477	142,377	12.57%
Average Percent of Selling Price to List Price	96.78%	94.21%	-2.66%	96.78%	94.21%	-2.66%
Average Days on Market to Sale	50.87	57.34	12.73%	50.87	57.34	12.73%
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



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com