

August 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

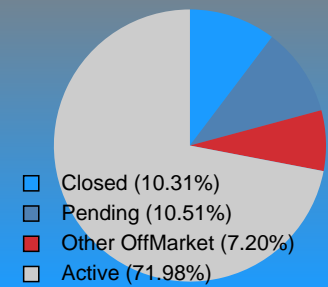


MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2018 for MLS Technology Inc.

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	62	53	-14.52%
Pending Listings	43	54	25.58%
New Listings	104	84	-19.23%
Average List Price	135,297	139,864	3.38%
Average Sale Price	128,083	132,583	3.51%
Average Percent of List Price to Selling Price	93.00%	93.00%	0.01%
Average Days on Market to Sale	52.27	58.49	11.89%
End of Month Inventory	298	370	24.16%
Months Supply of Inventory	7.77	9.04	16.32%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of August 31, 2018 = **370**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2018 rose **24.16%** to 370 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **9.04** 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 **3.51%** in August 2018 to \$132,583 versus the previous year at \$128,083.

Average Days on Market Lengthens

The average number of **58.49** days that homes spent on the market before selling increased by 6.22 days or **11.89%** in August 2018 compared to last year's same month at **52.27** DOM.

Sales Success for August 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 84 New Listings in August 2018, down **19.23%** from last year at 104. Furthermore, there were 53 Closed Listings this month versus last year at 62, a **-14.52%** decrease.

Closed versus Listed trends yielded a **63.1%** ratio, up from previous year's, August 2017, at **59.6%**, a **5.84%** 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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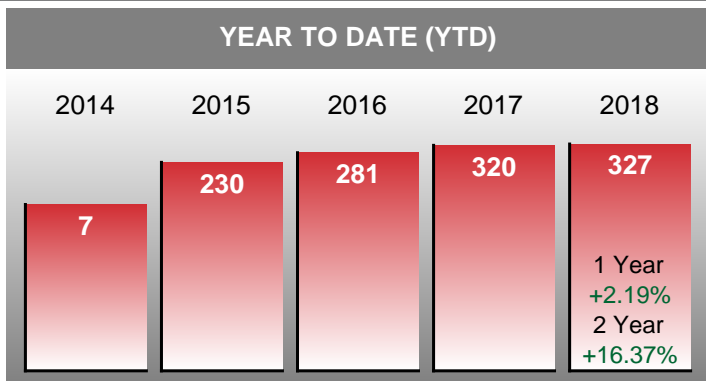
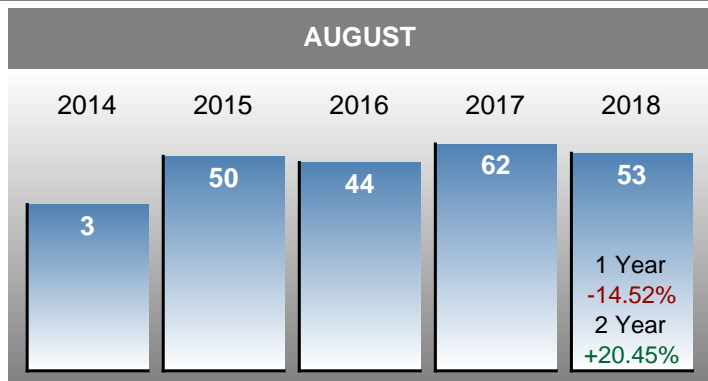
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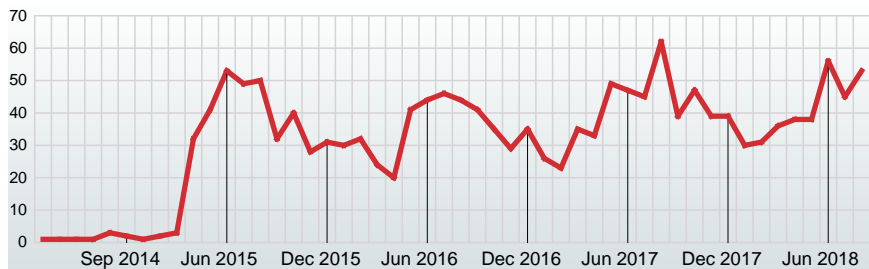
CLOSED LISTINGS

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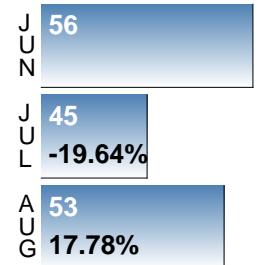


5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 42 **3 MONTHS**



High
 Aug 2017 = 62
Low
 Oct 2014 = 1
 Closed Listings this month at **53**, above the 5 yr AUG average of **42**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.55%	63.0	1	2	1	0
\$30,001 - \$50,000	5	9.43%	24.8	3	2	0	0
\$50,001 - \$80,000	9	16.98%	41.8	3	4	2	0
\$80,001 - \$130,000	14	26.42%	68.6	7	5	2	0
\$130,001 - \$180,000	9	16.98%	38.1	0	8	1	0
\$180,001 - \$260,000	6	11.32%	91.2	1	4	1	0
\$260,001 and up	6	11.32%	82.8	0	2	3	1
Total Closed Units	53			15	27	10	1
Total Closed Volume	7,026,919	100%	58.5	1.32M	3.58M	1.79M	335.00K
Average Closed Price	\$132,583			\$88,227	\$132,575	\$178,900	\$335,000

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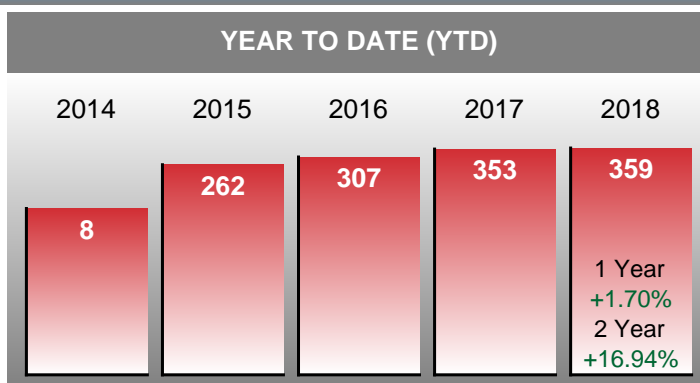
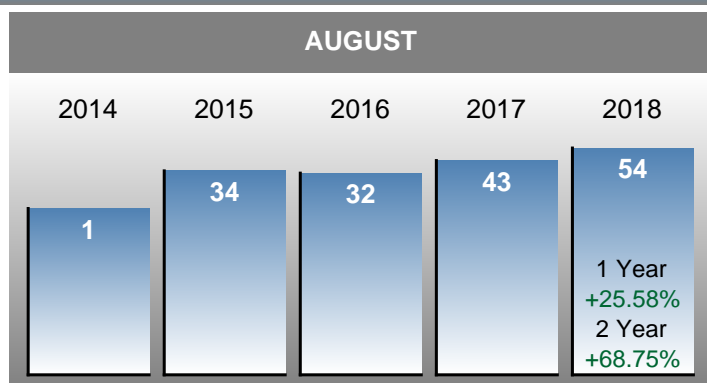
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PENDING LISTINGS

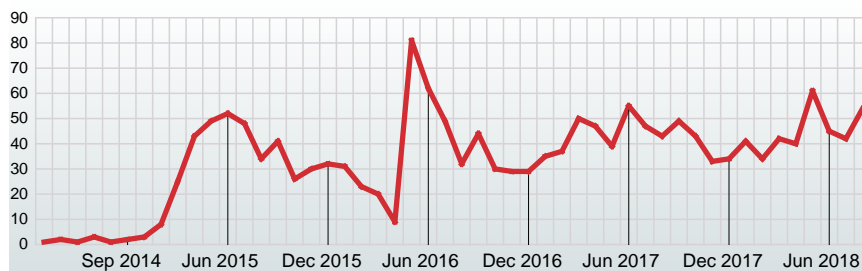
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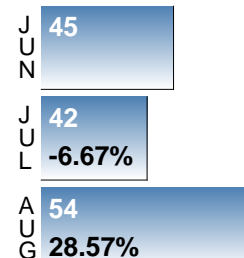
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 33

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **54**,
above the 5 yr AUG
average of **33**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	5.56%	72.3	2	0	1	0
\$30,001 - \$60,000	8	14.81%	50.5	3	5	0	0
\$60,001 - \$80,000	5	9.26%	71.6	2	1	2	0
\$80,001 - \$140,000	18	33.33%	59.9	6	10	2	0
\$140,001 - \$180,000	7	12.96%	43.7	1	4	2	0
\$180,001 - \$290,000	6	11.11%	79.2	0	5	1	0
\$290,001 and up	7	12.96%	54.6	1	2	3	1
Total Pending Units	54			15	27	11	1
Total Pending Volume	8,661,000	100%	70.6	2.38M	3.80M	1.98M	499.90K
Average Listing Price	\$138,191			\$158,907	\$140,752	\$179,745	\$499,900

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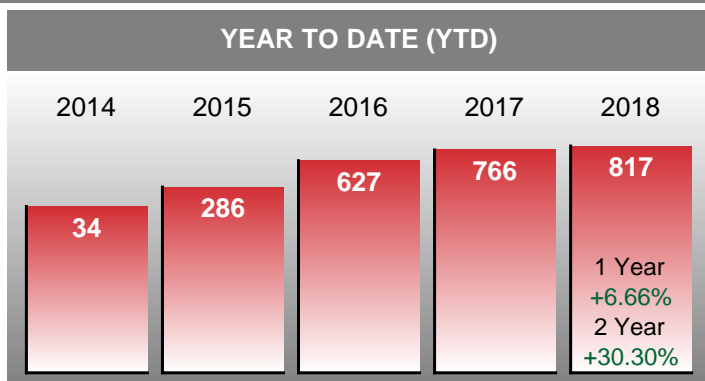
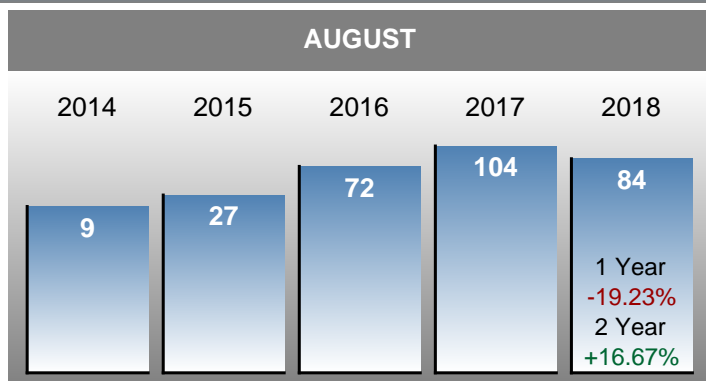
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NEW LISTINGS

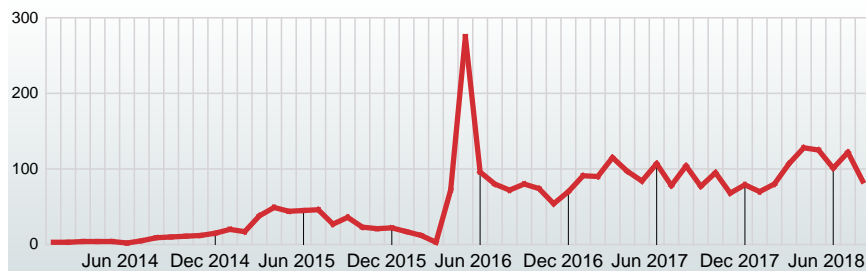
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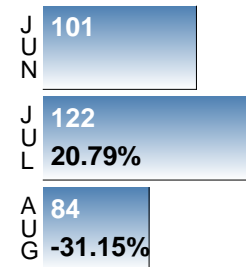
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 59

3 MONTHS



High
May 2016 = 275
Low
Jun 2014 = 2
New Listings
this month at **84**,
above the 5 yr AUG
average of **59**



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	4	4.76%	3	0	1	0
\$30,001 - \$60,000	12	14.29%	6	6	0	0
\$60,001 - \$80,000	7	8.33%	2	3	2	0
\$80,001 - \$140,000	29	34.52%	3	22	4	0
\$140,001 - \$220,000	13	15.48%	1	9	2	1
\$220,001 - \$330,000	10	11.90%	0	5	5	0
\$330,001 and up	9	10.71%	1	3	3	2
Total New Listed Units	84		16	48	17	3
Total New Listed Volume	15,831,687	100%	1.41M	9.60M	3.75M	1.08M
Average New Listed Listing Price	\$55,200		\$88,075	\$199,995	\$220,344	\$358,967

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August 2018

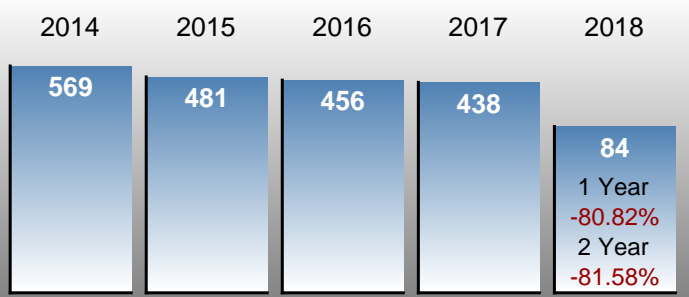
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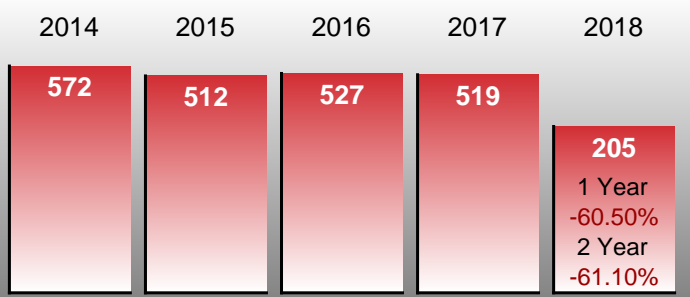
ACTIVE INVENTORY

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END OF AUGUST



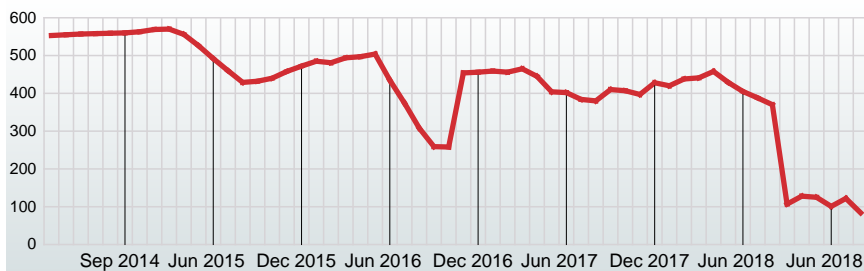
ACTIVE DURING AUGUST



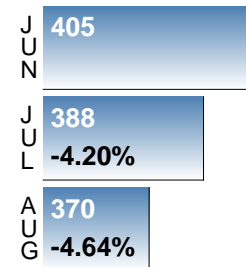
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 406

3 MONTHS



High
Mar 2015 = 570
Low
Aug 2018 = 84
Inventory
this month at **84**,
below the 5 yr AUG
average of **406**



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	17	4.59%	124.8	16	1	0	0
\$25,001 - \$50,000	51	13.78%	71.8	41	10	0	0
\$50,001 - \$75,000	37	10.00%	73.3	20	17	0	0
\$75,001 - \$175,000	129	34.86%	75.6	31	74	21	3
\$175,001 - \$225,000	37	10.00%	80.6	4	23	8	2
\$225,001 - \$350,000	61	16.49%	87.0	9	27	23	2
\$350,001 and up	38	10.27%	89.9	12	11	9	6
Total Active Inventory by Units	370			133	163	61	13
Total Active Inventory by Volume	72,569,057	100%	81.0	19.79M	31.37M	15.62M	5.79M
Average Active Inventory Listing Price	\$196,133			\$148,796	\$192,441	\$256,023	\$445,685

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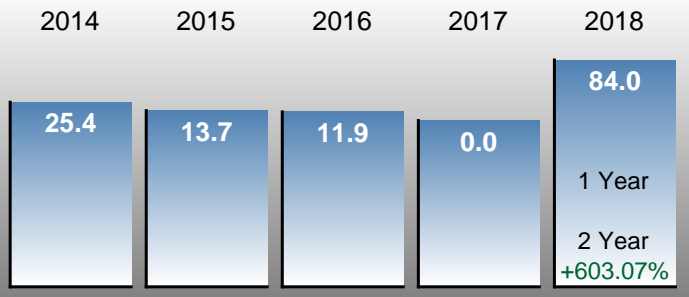
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR AUGUST



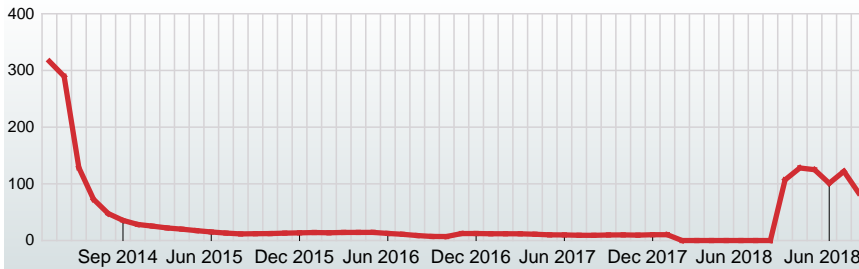
INDICATORS FOR AUGUST 2018

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 AUG AVG = 27.0

3 MONTHS



High
Apr 2014 = 316.0
Low
Aug 2018 = 0.0
Months Supply
this month at **84.0**,
above the 5 yr AUG
average of **27.0**

JUN	0.0
JUL	0.0
AUG	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	23	6.22%	5.4	6.9	1.0	0.0	0.0
\$30,001 - \$60,000	59	15.95%	10.3	13.7	8.1	0.0	0.0
\$60,001 - \$90,000	49	13.24%	7.4	10.6	5.7	6.5	0.0
\$90,001 - \$170,000	98	26.49%	6.7	9.2	5.5	10.0	0.0
\$170,001 - \$240,000	55	14.86%	9.6	28.0	8.8	7.8	24.0
\$240,001 - \$360,000	50	13.51%	15.8	66.0	10.2	16.0	24.0
\$360,001 and up	36	9.73%	54.0	60.0	132.0	27.0	72.0
Market Supply of Inventory (MSI)	9.0			12.1	6.9	10.2	39.0
Total Active Inventory by Units	370	100%	9.0	133	163	61	13

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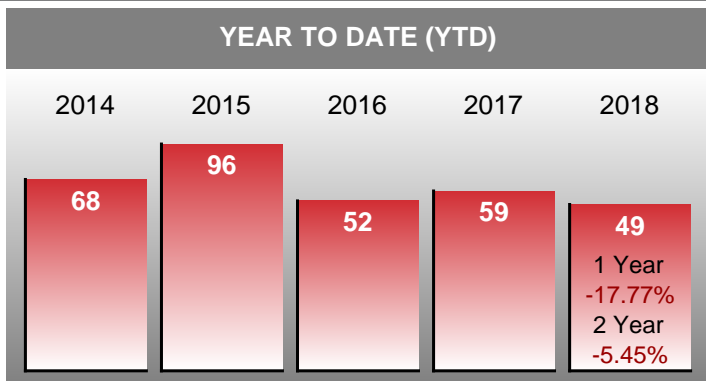
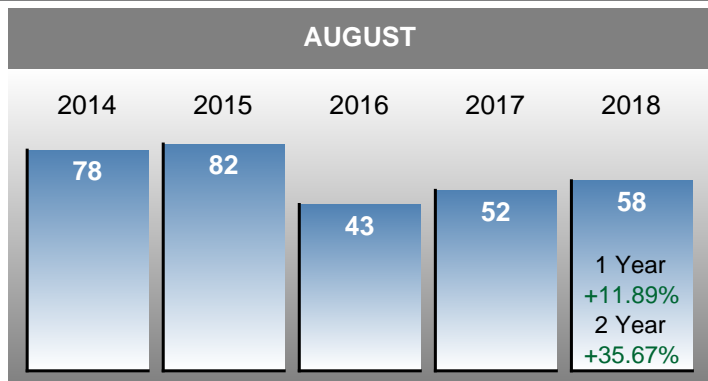
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AVERAGE DAYS ON MARKET TO SALE

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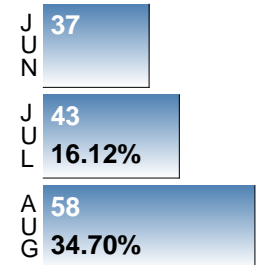


5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 63 **3 MONTHS**



High
Oct 2014 = 177
Low
May 2016 = 10
Average Days on Market
this month at **58**,
below the 5 yr AUG
average of **63**



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
\$30,000 and less	4	7.55%	63.0	75.0	85.0	7.0	0.0
\$30,001 - \$50,000	5	9.43%	24.8	30.0	17.0	0.0	0.0
\$50,001 - \$80,000	9	16.98%	41.8	44.3	35.0	51.5	0.0
\$80,001 - \$130,000	14	26.42%	68.6	64.0	86.0	41.5	0.0
\$130,001 - \$180,000	9	16.98%	38.1	0.0	39.4	28.0	0.0
\$180,001 - \$260,000	6	11.32%	91.2	1.0	93.8	171.0	0.0
\$260,001 and up	6	11.32%	82.8	0.0	59.0	91.3	105.0
Average Closed DOM			58.5	49.8	58.6	66.6	105.0
Total Closed Units		100%	58.5	15	27	10	1
Total Closed Volume				1.32M	3.58M	1.79M	335.00K

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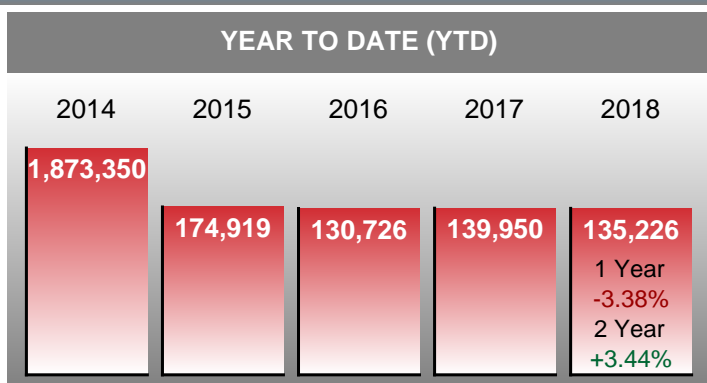
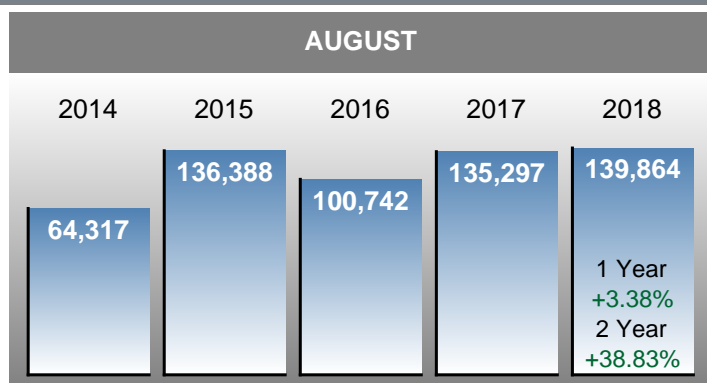
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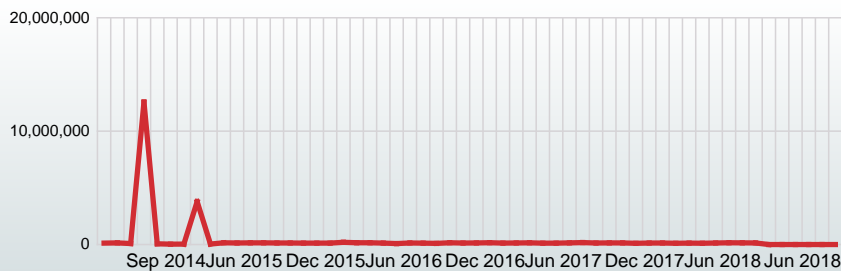
AVERAGE LIST PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 115,322 **3 MONTHS**



High
Jul 2014 = 12,565,000
Low
Aug 2018 = 84
Average List Price
this month at **139,864**,
above the 5 yr AUG
average of **115,322**

JUN	155,091
JUL	148,928
JUL	-3.97%
AUG	139,864
AUG	-6.09%

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
\$30,000 and less	2	3.77%	20,750	39,000	27,400	24,500	0
\$30,001 - \$50,000	5	9.43%	40,340	42,500	52,450	0	0
\$50,001 - \$80,000	9	16.98%	67,417	77,650	69,300	79,500	0
\$80,001 - \$130,000	14	26.42%	107,643	111,743	126,980	107,000	0
\$130,001 - \$180,000	11	20.75%	151,336	0	151,350	159,900	0
\$180,001 - \$260,000	6	11.32%	231,700	250,000	222,300	251,000	0
\$260,001 and up	6	11.32%	333,487	0	310,560	348,267	335,000
Average List Price			139,864	95,443	140,479	185,320	335,000
Total Closed Units		100%	139,864	15	27	10	1
Total Closed Volume			7,412,770	1.43M	3.79M	1.85M	335.00K

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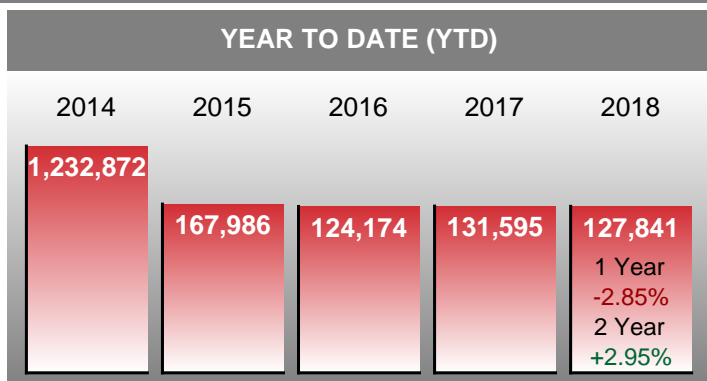
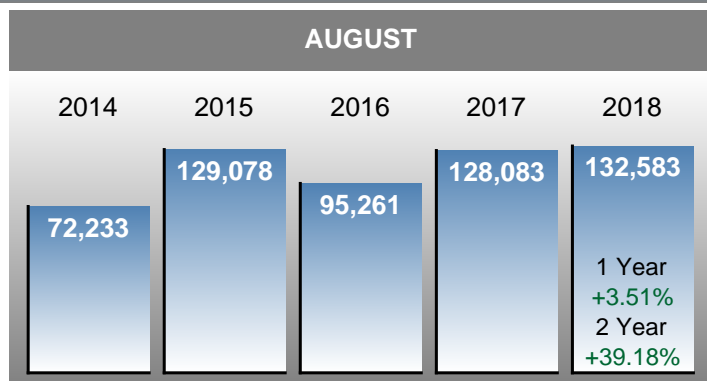
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AVERAGE SOLD PRICE AT CLOSING

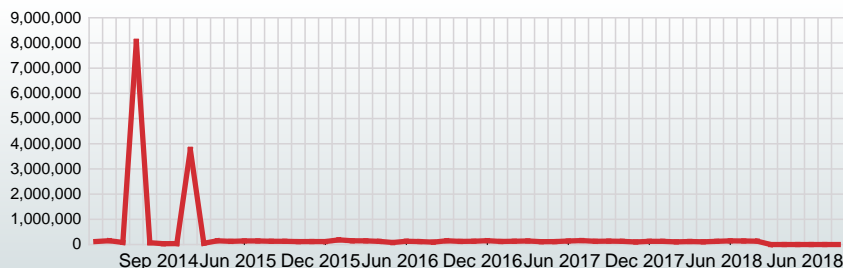
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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 111,448

3 MONTHS



High
Jul 2014 = 8,060,000
Low
Aug 2018 = 84
Average Sold Price
this month at **132,583**,
above the 5 yr AUG
average of **111,448**

JUN 144,587
JUL -2.34%
AUG -6.10%

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
\$30,000 and less	4	7.55%	25,005	30,000	22,760	24,500	0
\$30,001 - \$50,000	5	9.43%	41,400	36,500	48,750	0	0
\$50,001 - \$80,000	9	16.98%	66,300	68,667	64,300	66,750	0
\$80,001 - \$130,000	14	26.42%	106,671	103,986	112,100	102,500	0
\$130,001 - \$180,000	9	16.98%	147,656	0	146,738	155,000	0
\$180,001 - \$260,000	6	11.32%	221,317	250,000	209,225	241,000	0
\$260,001 and up	6	11.32%	328,833	0	304,000	343,333	335,000
Average Sold Price			132,583	88,227	132,575	178,900	335,000
Total Closed Units		100%	132,583	15	27	10	1
Total Closed Volume			7,026,919	1.32M	3.58M	1.79M	335.00K

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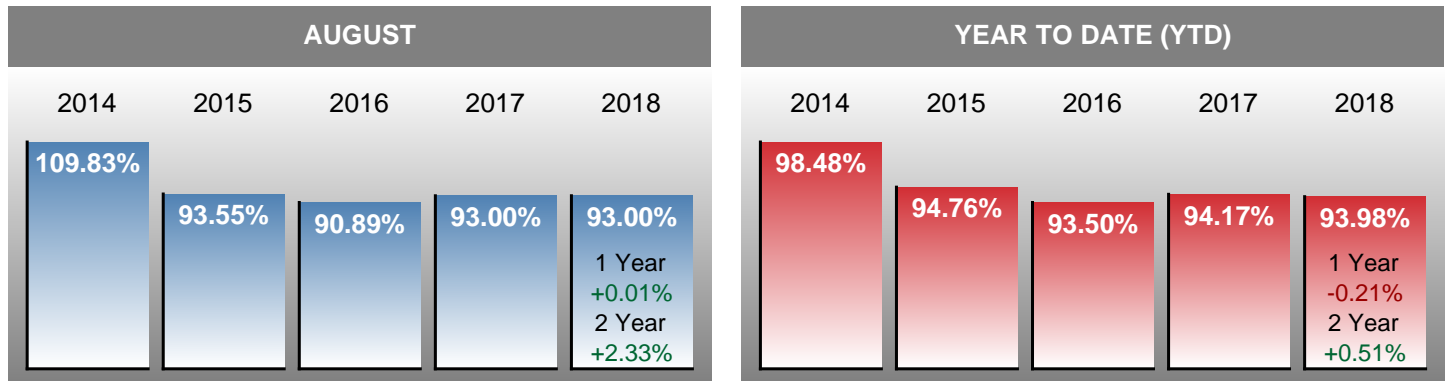
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$30,000 and less	4	7.55%	87.40%	76.92%	86.35%	100.00%	0.00%
\$30,001 \$50,000	5	9.43%	89.42%	87.00%	93.05%	0.00%	0.00%
\$50,001 \$80,000	9	16.98%	89.46%	88.41%	93.05%	83.88%	0.00%
\$80,001 \$130,000	14	26.42%	92.10%	93.51%	88.66%	95.75%	0.00%
\$130,001 \$180,000	9	16.98%	97.08%	0.00%	97.09%	96.94%	0.00%
\$180,001 \$260,000	6	11.32%	95.57%	100.00%	94.34%	96.02%	0.00%
\$260,001 and up	6	11.32%	98.46%	0.00%	97.59%	98.53%	100.00%
Average Sold/List Ratio		93.00%		90.52%	93.47%	94.78%	100.00%
Total Closed Units		53	100%	15	27	10	1
Total Closed Volume		7,026,919		1.32M	3.58M	1.79M	335.00K

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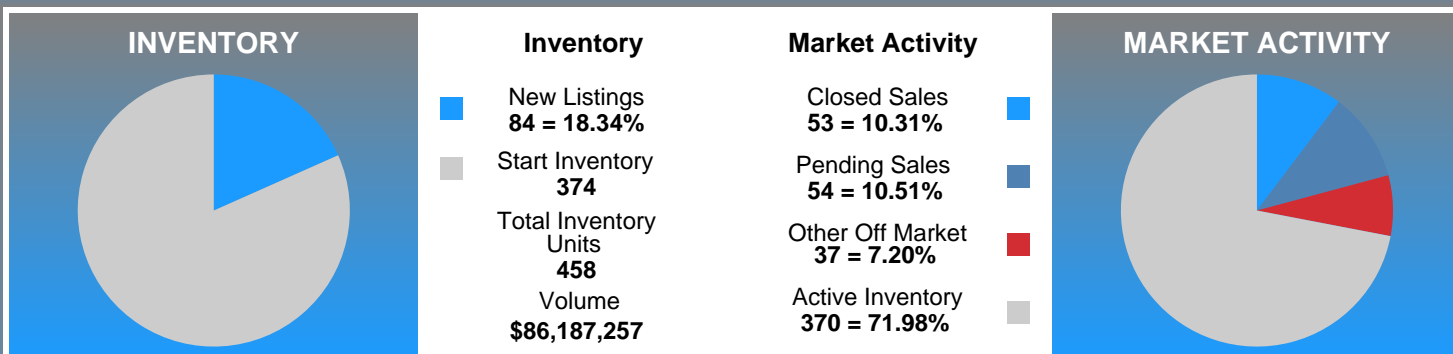
August 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Sep 12, 2018 for MLS Technology Inc.

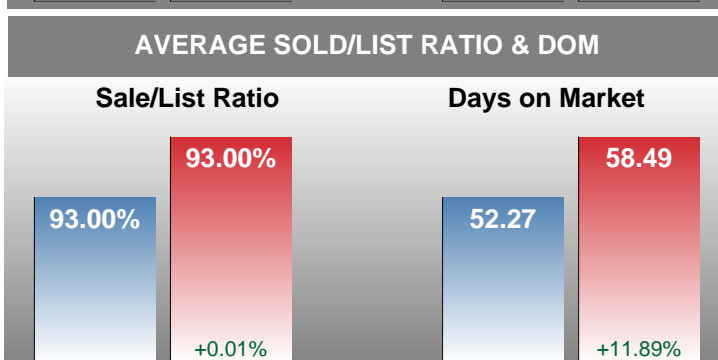
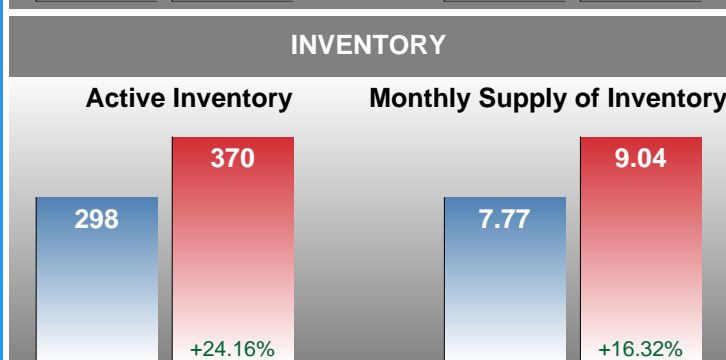
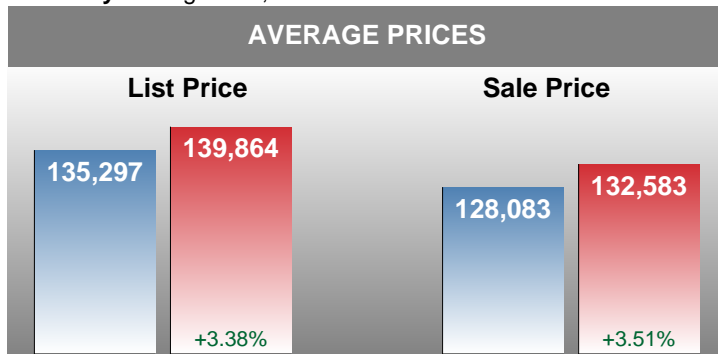
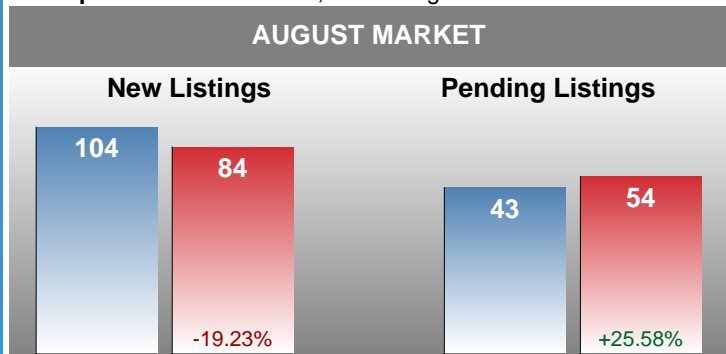


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	62	53	-14.52%	320	327	2.19%
Pending Sales	43	54	25.58%	353	359	1.70%
New Listings	104	84	-19.23%	766	817	6.66%
Average List Price	135,297	139,864	3.38%	139,950	135,226	-3.38%
Average Sale Price	128,083	132,583	3.51%	131,595	127,841	-2.85%
Average Percent of Selling Price to List Price	93.00%	93.00%	0.01%	94.17%	93.98%	-0.21%
Average Days on Market to Sale	52.27	58.49	11.89%	59.43	48.87	-17.77%
Monthly Inventory	298	370	24.16%	298	370	24.16%
Months Supply of Inventory	7.77	9.04	16.32%	7.77	9.04	16.32%

Absorption: Last 12 months, an Average of **41** Sales/Month

Inventory on August 31, 2018 = 370

2017 2018



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