

July 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

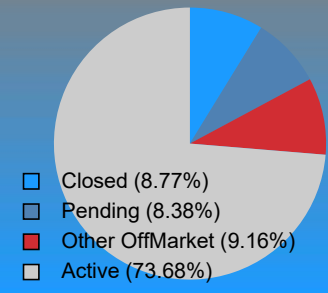


MONTHLY INVENTORY ANALYSIS

Report produced on Aug 13, 2018 for MLS Technology Inc.

Compared Metrics	July		
	2017	2018	+/-%
Closed Listings	45	45	0.00%
Pending Listings	47	43	-8.51%
New Listings	78	122	56.41%
Median List Price	158,500	125,000	-21.14%
Median Sale Price	139,050	120,000	-13.70%
Median Percent of List Price to Selling Price	96.59%	95.50%	-1.13%
Median Days on Market to Sale	62.00	29.00	-53.23%
End of Month Inventory	275	378	37.45%
Months Supply of Inventory	7.47	9.07	21.51%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of July 31, 2018 = **378**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2018 rose **37.45%** to 378 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **9.07** 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 **13.70%** in July 2018 to \$120,000 versus the previous year at \$139,050.

Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 33.00 days or **53.23%** in July 2018 compared to last year's same month at **62.00** DOM.

Sales Success for July 2018 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 122 New Listings in July 2018, up **56.41%** from last year at 78. Furthermore, there were 45 Closed Listings this month versus last year at 45, a **0.00%** decrease.

Closed versus Listed trends yielded a **36.9%** ratio, down from previous year's, July 2017, at **57.7%**, a **36.07%** downswing. 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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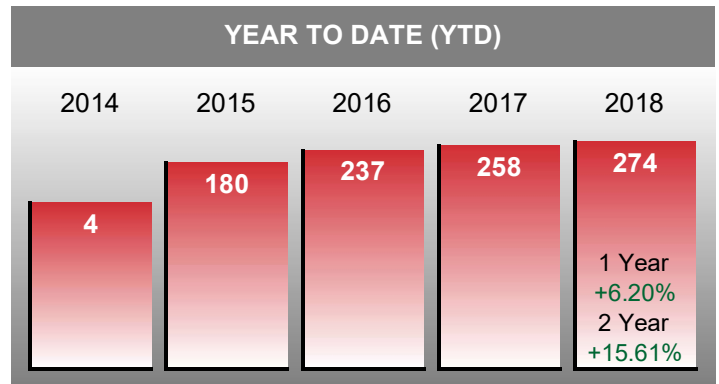
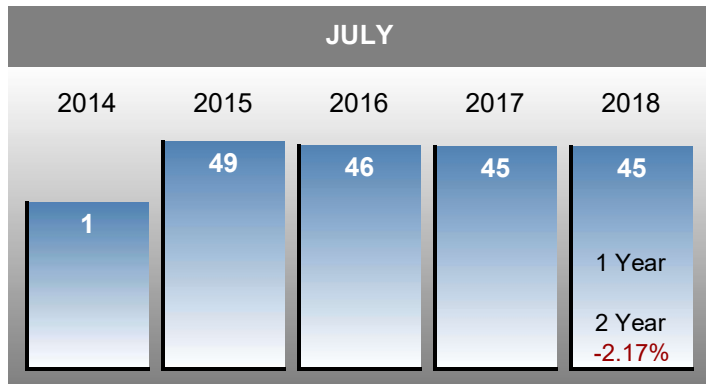
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CLOSED LISTINGS

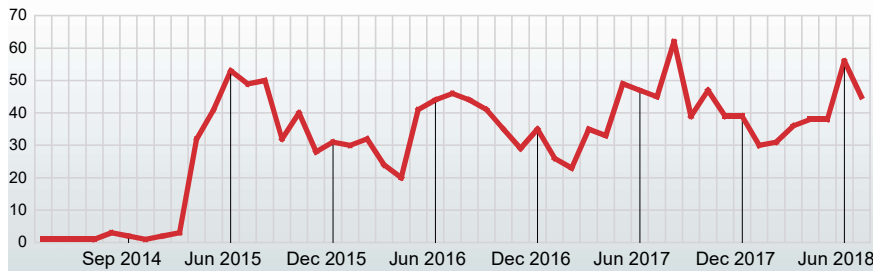
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 37

3 MONTHS



High

Aug 2017 = 62

Low

Oct 2014 = 1

Closed Listings this month at **45**, above the 5 yr JUL average of **37**

MAY 38

JUN 56
47.37%

JUL 45
-19.64%

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	8.89%	27.0	1	3	0	0
\$40,001 - \$80,000	6	13.33%	18.5	4	2	0	0
\$80,001 - \$90,000	4	8.89%	35.5	0	3	1	0
\$90,001 - \$140,000	15	33.33%	22.0	1	14	0	0
\$140,001 - \$180,000	5	11.11%	14.0	0	5	0	0
\$180,001 - \$260,000	6	13.33%	32.5	1	3	2	0
\$260,001 and up	5	11.11%	68.0	1	3	1	0
Total Closed Units	45			8	33	4	0
Total Closed Volume	6,354,125	100%	29.0	922.00K	4.43M	1.00M	0.00B
Median Closed Price	\$120,000			\$55,000	\$121,000	\$225,500	\$0

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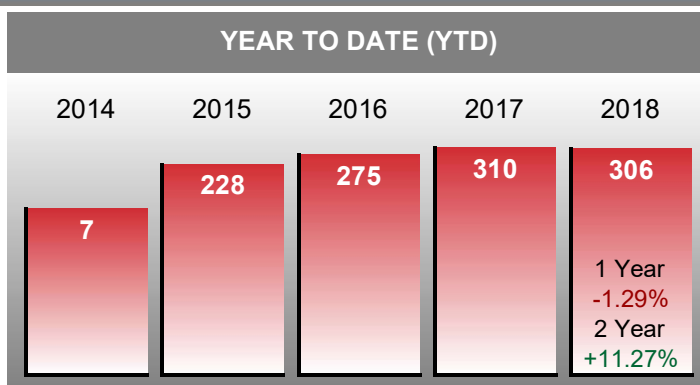
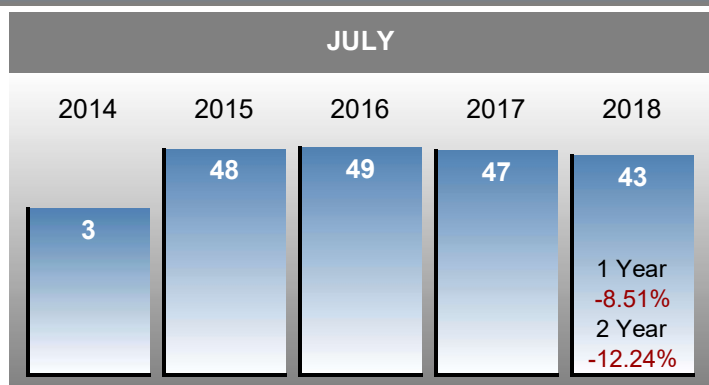
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PENDING LISTINGS

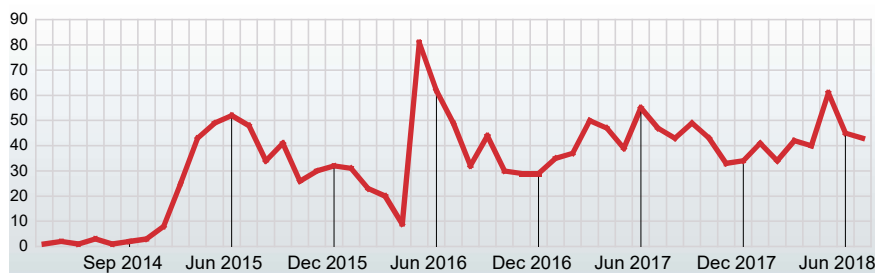
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 38

3 MONTHS



High

May 2016 = 81

Low

Aug 2014 = 1

Pending Listings this month at **43**, above the 5 yr JUL average of **38**

MAY 61

JUN 45
-26.23%

JUL 43
-4.44%

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	9.30%	36.0	2	2	0	0
\$40,001 - \$70,000	5	11.63%	41.0	2	3	0	0
\$70,001 - \$110,000	7	16.28%	48.0	2	2	3	0
\$110,001 - \$130,000	7	16.28%	12.0	2	4	1	0
\$130,001 - \$220,000	11	25.58%	80.0	2	8	1	0
\$220,001 - \$250,000	5	11.63%	35.0	2	0	2	1
\$250,001 and up	4	9.30%	93.0	0	2	1	1
Total Pending Units	43			12	21	8	2
Total Pending Volume	6,074,550	100%	56.0	1.32M	2.79M	1.29M	674.50K
Median Listing Price	\$129,000			\$102,500	\$129,900	\$132,000	\$337,250

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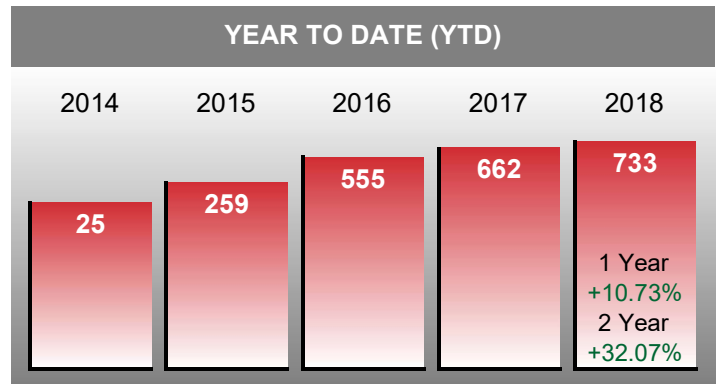
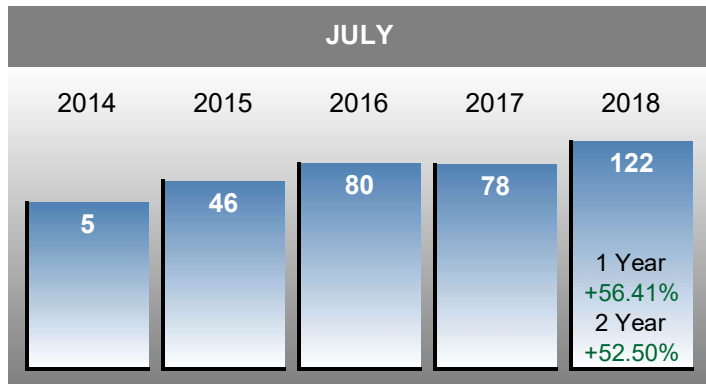
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NEW LISTINGS

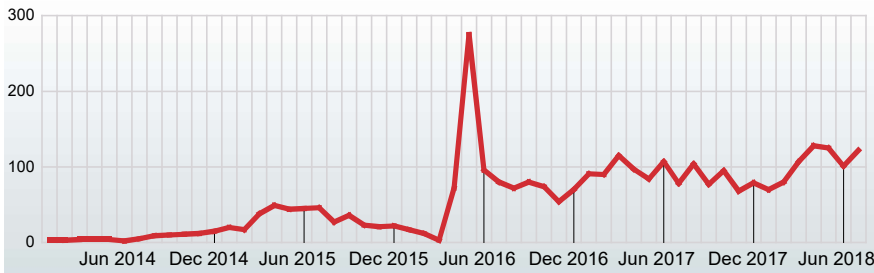
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 66

3 MONTHS



High
May 2016 = 275
Low
Jun 2014 = 2
New Listings
this month at **122**,
above the 5 yr JUL
average of **66**

MAY	125
JUN	101 -19.20%
JUL	122 20.79%

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	9	7.38%	6	3	0	0
\$40,001 - \$60,000	20	16.39%	11	9	0	0
\$60,001 - \$80,000	12	9.84%	7	4	1	0
\$80,001 - \$150,000	35	28.69%	12	16	7	0
\$150,001 - \$200,000	17	13.93%	3	10	3	1
\$200,001 - \$290,000	16	13.11%	0	8	8	0
\$290,001 and up	13	10.66%	7	4	2	0
Total New Listed Units	122		46	54	21	1
Total New Listed Volume	19,230,185	100%	6.83M	8.06M	4.17M	164.00K
Median New Listed Listing Price	\$122,450		\$74,950	\$135,950	\$199,000	\$164,000

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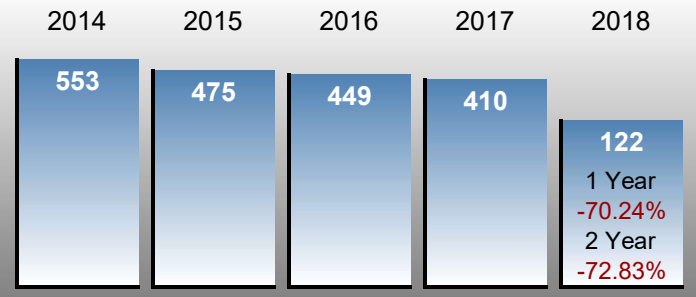
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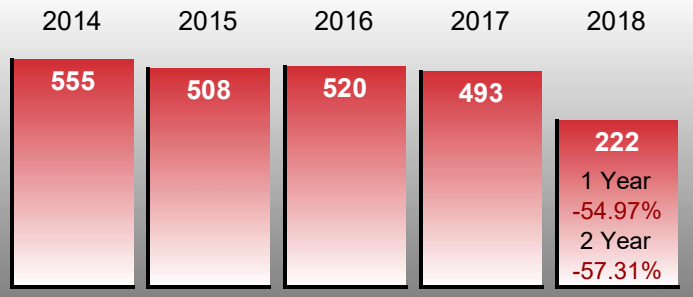
ACTIVE INVENTORY

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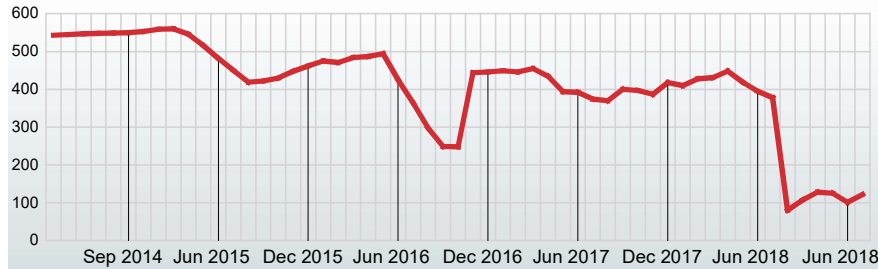
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 402

3 MONTHS

High
Mar 2015 = 560
Low
Feb 2018 = 80
Inventory
this month at **122**,
below the 5 yr JUL
average of **402**

MAY	419
JUN	395
JUL	378
JUL	-5.73%
JUL	-4.30%

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	25	6.61%	88.0	23	2	0	0
\$30,001 - \$50,000	44	11.64%	43.5	36	8	0	0
\$50,001 - \$90,000	67	17.72%	61.0	34	29	4	0
\$90,001 - \$170,000	98	25.93%	69.0	29	51	16	2
\$170,001 - \$240,000	58	15.34%	61.5	7	37	12	2
\$240,001 - \$350,000	47	12.43%	74.0	8	18	19	2
\$350,001 and up	39	10.32%	63.0	13	11	9	6
Total Active Inventory by Units	378			150	156	60	12
Total Active Inventory by Volume	71,447,033	100%	67.0	22.35M	27.92M	15.53M	5.65M
Median Active Inventory Listing Price	\$138,750			\$69,950	\$149,950	\$219,500	\$380,000

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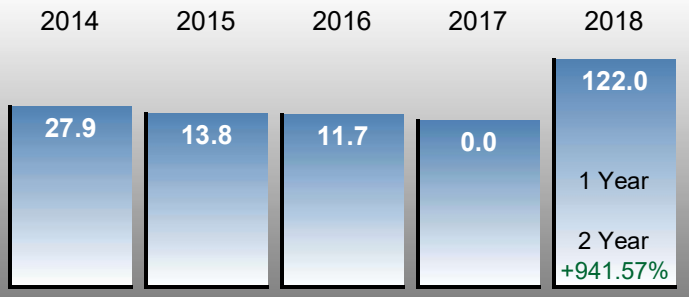
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR JULY



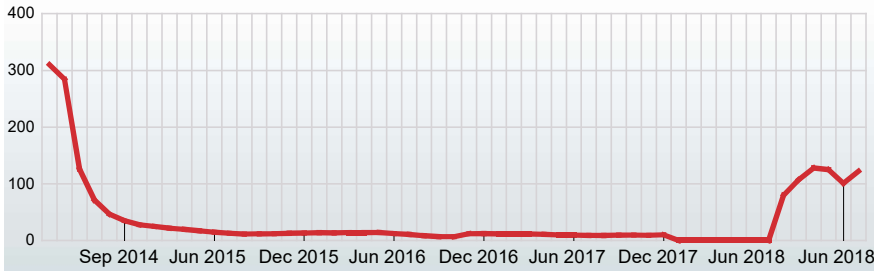
INDICATORS FOR JULY 2018

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 JUL AVG = 35.1

3 MONTHS



High
Apr 2014 = 310.3
Low
Jul 2018 = 0.0
Months Supply
this month at **122.0**,
above the 5 yr JUL
average of **35.1**

MAY	0.0
JUN	0.0
JUL	0.00%
JUL	0.0
JUL	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	25	6.61%	5.9	6.9	2.2	0.0	0.0
\$30,001 \$50,000	44	11.64%	11.7	20.6	4.4	0.0	0.0
\$50,001 \$90,000	67	17.72%	7.6	11.3	6.3	3.4	0.0
\$90,001 \$170,000	98	25.93%	6.5	14.5	4.4	11.3	0.0
\$170,001 \$240,000	58	15.34%	9.3	21.0	8.9	7.2	24.0
\$240,001 \$350,000	47	12.43%	16.6	96.0	10.8	17.5	0.0
\$350,001 and up	39	10.32%	58.5	78.0	132.0	27.0	72.0
Market Supply of Inventory (MSI)	9.1	100%	9.1	14.1	6.3	10.3	48.0
Total Active Inventory by Units	378			150	156	60	12

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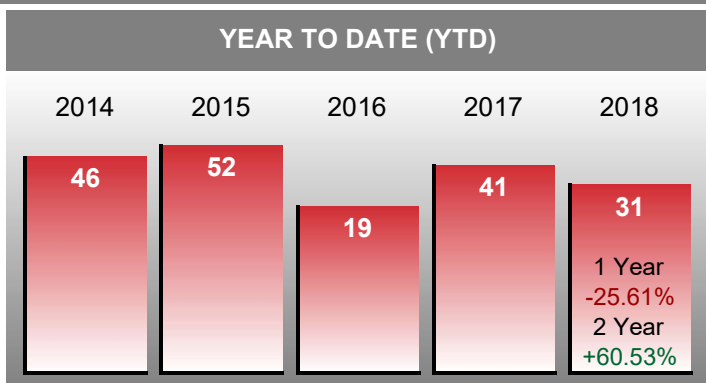
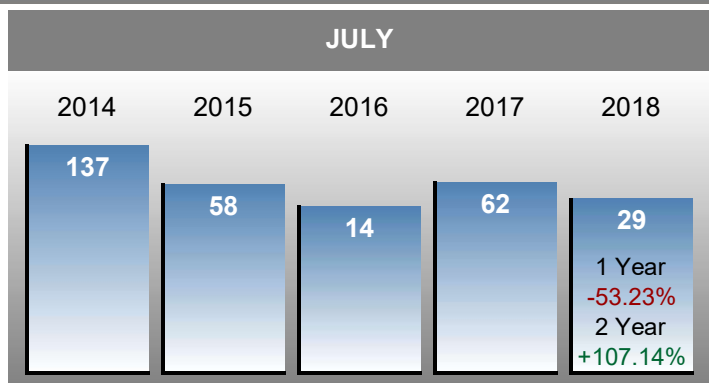
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MEDIAN DAYS ON MARKET TO SALE

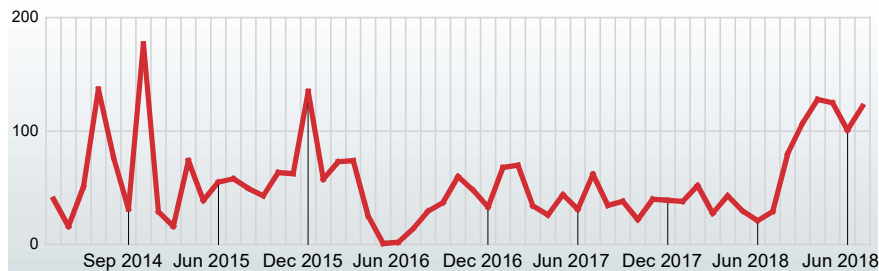
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 60

3 MONTHS



High
Oct 2014 = 177

Low
May 2016 = 1

Median Days on Market this month at **29**, below the 5 yr JUL average of **60**

MAY	30
JUN	21
JUL	29
YTD	-28.81%
3 MONTHS	38.10%

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	8.89%	27.0	38.0	18.0	0.0	0.0
\$40,001 - \$80,000	6	13.33%	18.5	16.5	83.0	0.0	0.0
\$80,001 - \$90,000	4	8.89%	35.5	0.0	42.0	29.0	0.0
\$90,001 - \$140,000	15	33.33%	22.0	9.0	25.0	0.0	0.0
\$140,001 - \$180,000	5	11.11%	14.0	0.0	14.0	0.0	0.0
\$180,001 - \$260,000	6	13.33%	32.5	35.0	15.0	55.5	0.0
\$260,001 and up	5	11.11%	68.0	284.0	42.0	143.0	0.0
Median Closed DOM			29.0	30.5	22.0	55.5	0.0
Total Closed Units		100%	29.0	8	33	4	
Total Closed Volume			6,354,125	922.00K	4.43M	1.00M	0.00B

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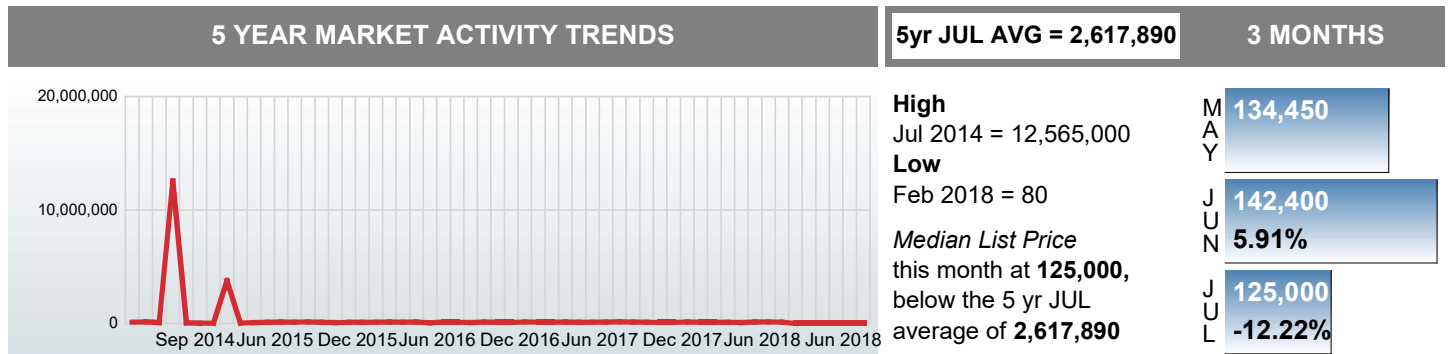
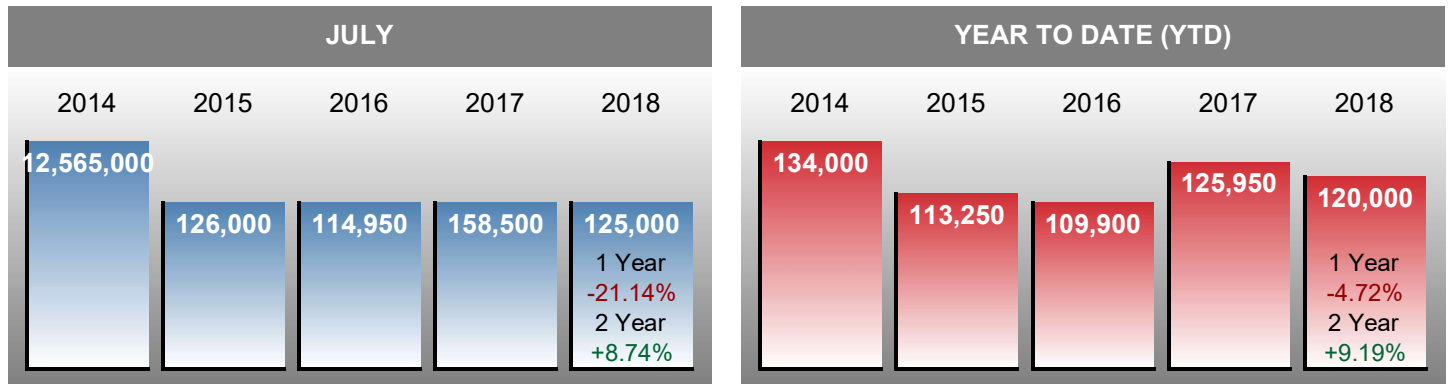
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MEDIAN LIST PRICE AT CLOSING

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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	4	8.89%	29,490	14,900	29,500	0	0
\$40,001 - \$80,000	6	13.33%	59,750	59,750	64,750	0	0
\$80,001 - \$90,000	4	8.89%	86,250	0	87,500	84,500	0
\$90,001 - \$140,000	12	26.67%	119,900	112,500	119,900	0	0
\$140,001 - \$180,000	7	15.56%	155,000	0	155,000	0	0
\$180,001 - \$260,000	7	15.56%	215,000	247,700	197,200	239,000	0
\$260,001 and up	5	11.11%	389,000	400,000	318,000	489,500	0
Median List Price			125,000	61,200	127,500	239,000	0
Total Closed Units		100%	125,000	8	33	4	
Total Closed Volume			6,701,780	1.01M	4.64M	1.05M	0.00B

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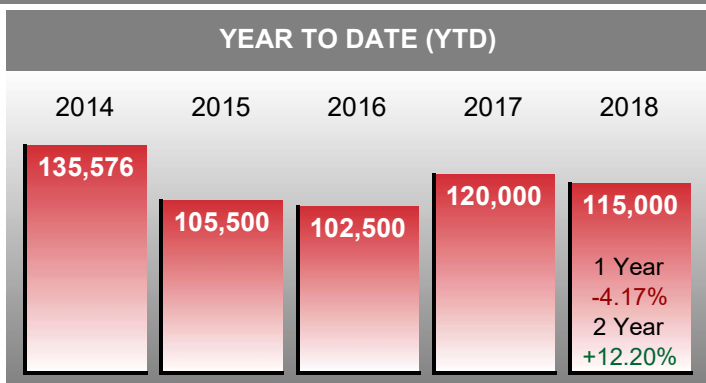
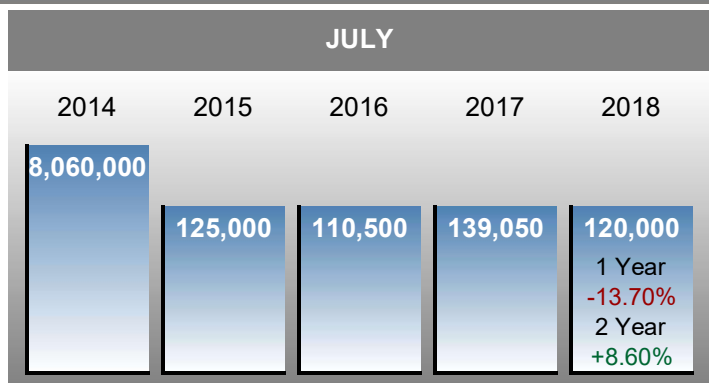
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MEDIAN SOLD PRICE AT CLOSING

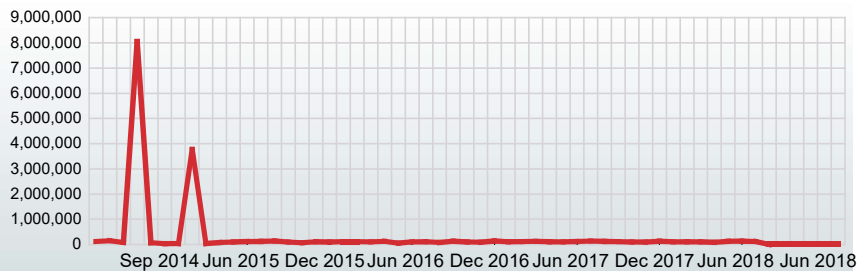
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 1,710,910

3 MONTHS



High
Jul 2014 = 8,060,000
Low
Feb 2018 = 80
Median Sold Price
this month at **120,000**,
below the 5 yr JUL
average of **1,710,910**

MAY	130,000
JUN	134,500
JUL	120,000
JUL	3.46%
JUL	-10.78%

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	8.89%	21,000	12,000	24,000	0	0
\$40,001 - \$80,000	6	13.33%	55,000	55,000	63,575	0	0
\$80,001 - \$90,000	4	8.89%	85,750	0	88,000	82,000	0
\$90,001 - \$140,000	15	33.33%	118,500	110,000	119,250	0	0
\$140,001 - \$180,000	5	11.11%	157,225	0	157,225	0	0
\$180,001 - \$260,000	6	13.33%	210,500	218,000	199,500	225,500	0
\$260,001 and up	5	11.11%	342,000	376,000	308,250	470,000	0
Median Sold Price			120,000	55,000	121,000	225,500	0
Total Closed Units		100%	120,000	8	33	4	
Total Closed Volume			6,354,125	922.00K	4.43M	1.00M	0.00B

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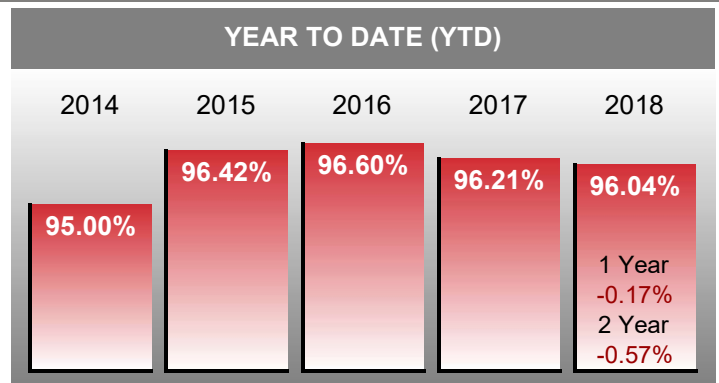
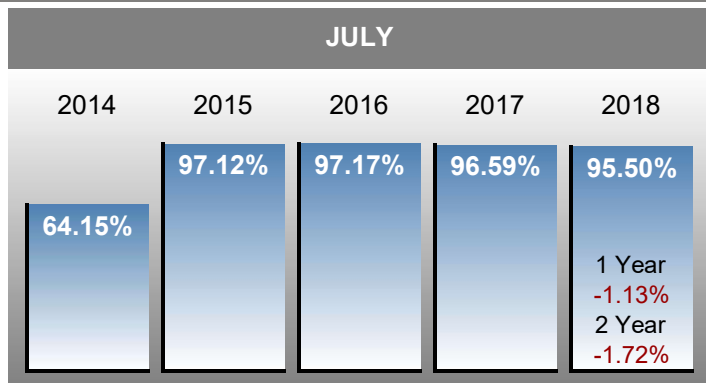
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

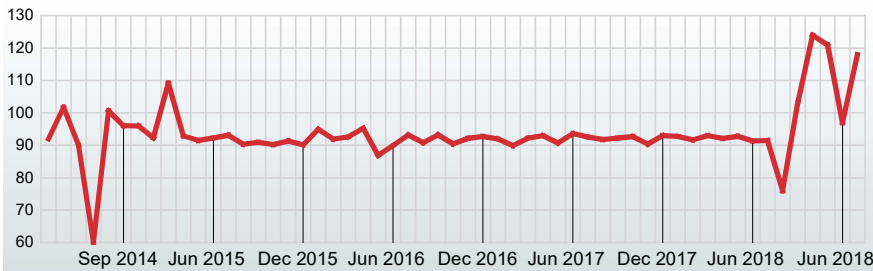
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 90.10%

3 MONTHS



High
Apr 2018 = 128.00%

Low
Jul 2014 = 64.15%

Median Sold/List Ratio this month at **95.50%**, above the 5 yr JUL average of **90.10%**

MAY	96.73%
JUN	95.35%
JUL	-1.43%
JUL	95.50%
JUL	0.15%

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	8.89%	80.83%	80.54%	81.12%	0.00%	0.00%
\$40,001 \$80,000	6	13.33%	92.05%	89.91%	98.66%	0.00%	0.00%
\$80,001 \$90,000	4	8.89%	99.12%	0.00%	100.00%	97.04%	0.00%
\$90,001 \$140,000	15	33.33%	96.49%	97.78%	96.28%	0.00%	0.00%
\$140,001 \$180,000	5	11.11%	99.83%	0.00%	99.83%	0.00%	0.00%
\$180,001 \$260,000	6	13.33%	95.04%	88.01%	97.43%	94.37%	0.00%
\$260,001 and up	5	11.11%	96.02%	94.00%	96.93%	96.02%	0.00%
Median Sold/List Ratio		95.50%		89.91%	96.55%	95.38%	0.00%
Total Closed Units		45	100%	95.50%	8	33	4
Total Closed Volume		6,354,125			922.00K	4.43M	1.00M

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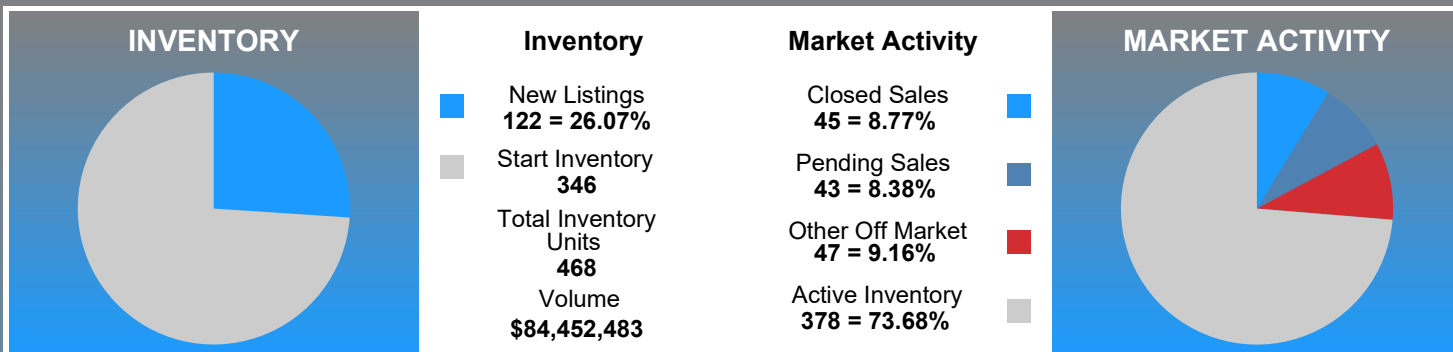
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MARKET SUMMARY

Report produced on Aug 13, 2018 for MLS Technology Inc.

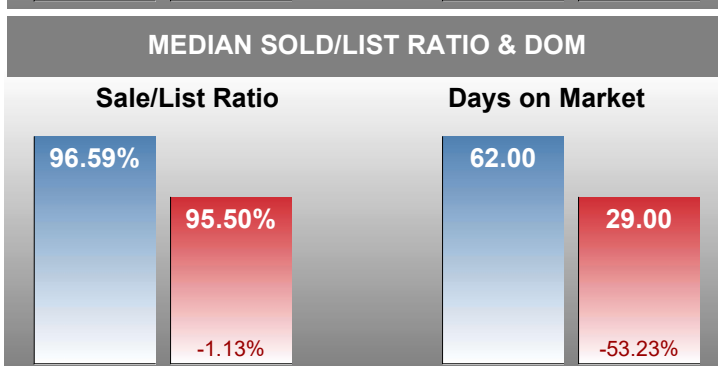
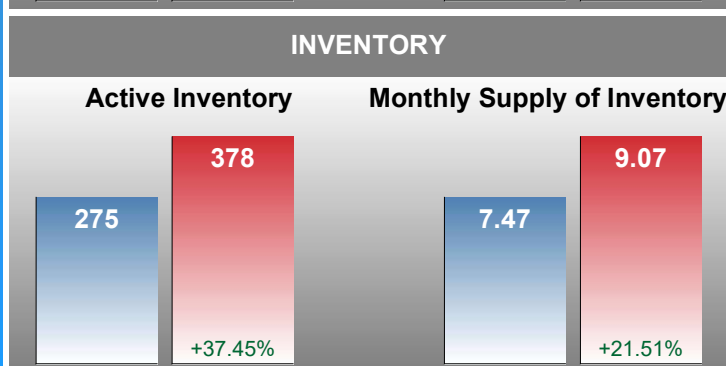
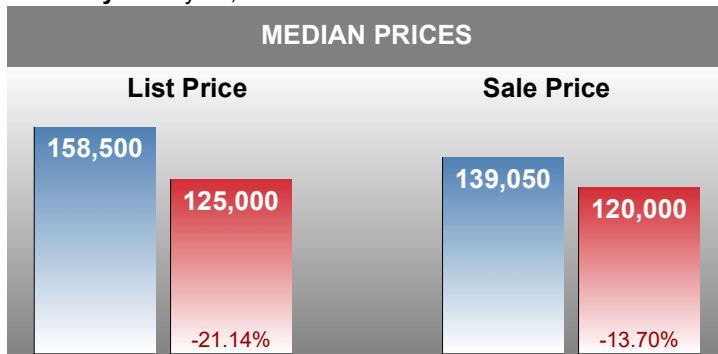
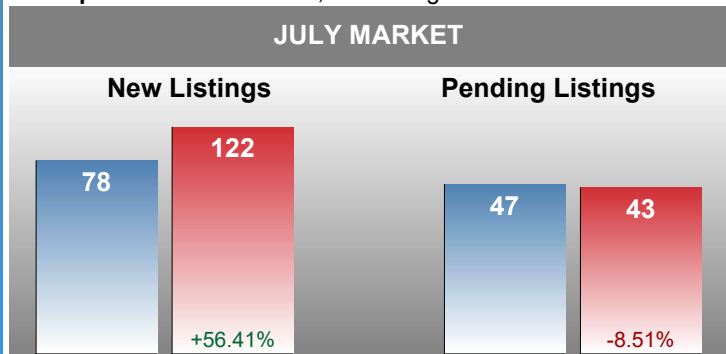


Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	45	45	0.00%	258	274	6.20%
Pending Sales	47	43	-8.51%	310	306	-1.29%
New Listings	78	122	56.41%	662	733	10.73%
Median List Price	158,500	125,000	-21.14%	125,950	120,000	-4.72%
Median Sale Price	139,050	120,000	-13.70%	120,000	115,000	-4.17%
Median Percent of Selling Price to List Price	96.59%	95.50%	-1.13%	96.21%	96.04%	-0.17%
Median Days on Market to Sale	62.00	29.00	-53.23%	41.00	30.50	-25.61%
Monthly Inventory	275	378	37.45%	275	378	37.45%
Months Supply of Inventory	7.47	9.07	21.51%	7.47	9.07	21.51%

Absorption: Last 12 months, an Average of **42** Sales/Month

Inventory on July 31, 2018 = 378

2017	2018
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