

## October 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

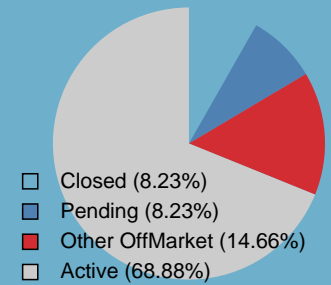


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	47	41	-12.77%
Pending Listings	43	41	-4.65%
New Listings	95	106	11.58%
Median List Price	100,000	179,900	79.90%
Median Sale Price	103,000	178,000	72.82%
Median Percent of List Price to Selling Price	96.69%	95.92%	-0.79%
Median Days on Market to Sale	22.00	46.00	109.09%
End of Month Inventory	361	343	-4.99%
Months Supply of Inventory	9.22	8.52	-7.54%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **40** Sales/Month  
**Active Inventory** as of October 31, 2018 = **343**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **4.99%** to 343 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 **8.52** 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 **72.82%** in October 2018 to \$178,000 versus the previous year at \$103,000.

## Median Days on Market Lengthens

The median number of **46.00** days that homes spent on the market before selling increased by 24.00 days or **109.09%** in October 2018 compared to last year's same month at **22.00** DOM.

## Sales Success for October 2018 is Positive

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

There were 106 New Listings in October 2018, up **11.58%** from last year at 95. Furthermore, there were 41 Closed Listings this month versus last year at 47, a **-12.77%** decrease.

Closed versus Listed trends yielded a **38.7%** ratio, down from previous year's, October 2017, at **49.5%**, a **21.82%** 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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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

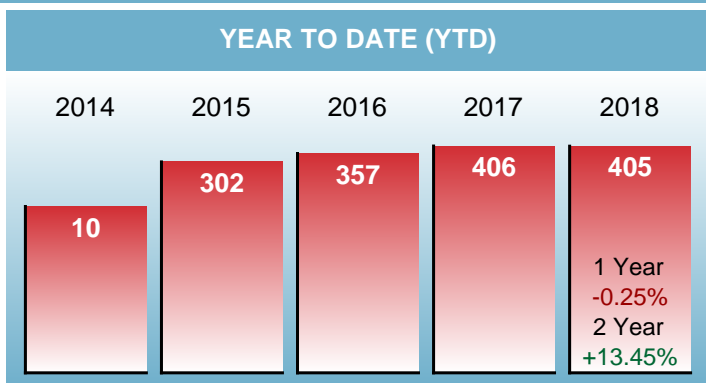
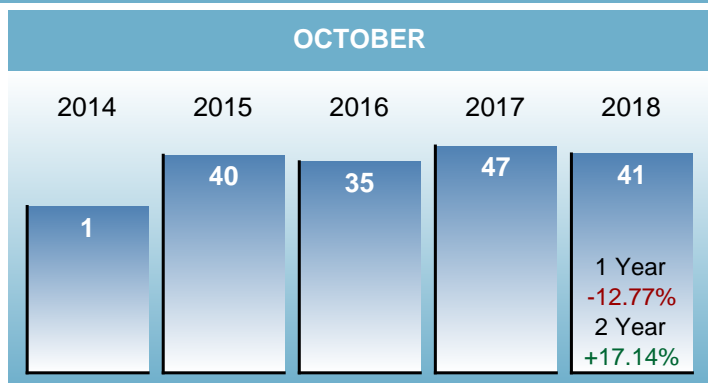
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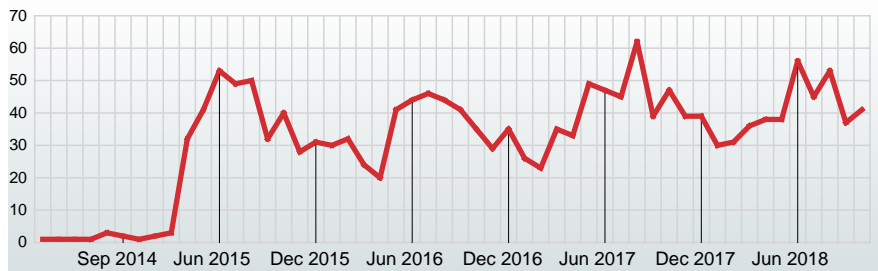


## CLOSED LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr OCT AVG = 33**      **3 MONTHS**

**High**  
Aug 2017 = 62

**Low**  
Oct 2014 = 1

Closed Listings this month at **41**, above the 5 yr OCT average of **33**

AUG	53
SEP	37 <b>-30.19%</b>
OCT	41 <b>10.81%</b>

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.88%	31.5	2	0	0	0
\$25,001 - \$50,000	5	12.20%	105.0	3	2	0	0
\$50,001 - \$125,000	6	14.63%	66.5	2	1	2	1
\$125,001 - \$200,000	13	31.71%	46.0	2	7	4	0
\$200,001 - \$225,000	4	9.76%	82.0	0	4	0	0
\$225,001 - \$275,000	4	9.76%	29.0	0	3	1	0
\$275,001 and up	7	17.07%	13.0	1	1	4	1
<b>Total Closed Units</b>	<b>41</b>			<b>10</b>	<b>18</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>7,668,600</b>	<b>100%</b>	<b>46.0</b>	<b>1.62M</b>	<b>3.11M</b>	<b>2.36M</b>	<b>585.00K</b>
<b>Median Closed Price</b>	<b>\$178,000</b>			<b>\$52,500</b>	<b>\$187,500</b>	<b>\$200,000</b>	<b>\$292,500</b>

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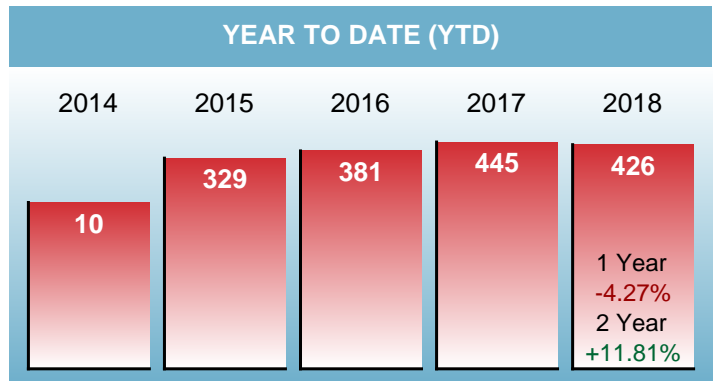
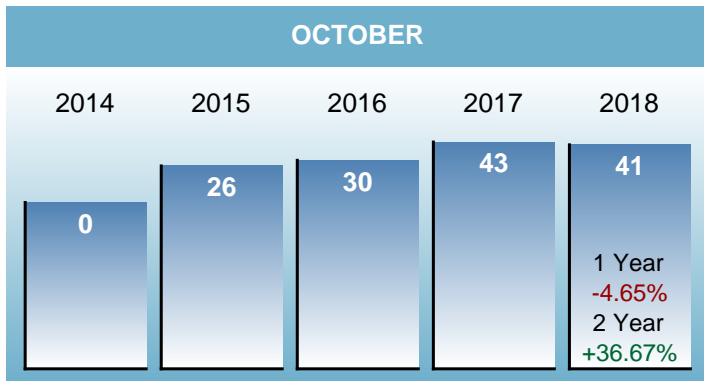
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## PENDING LISTINGS

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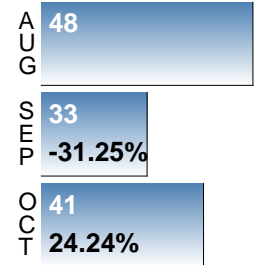
### 5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 28

3 MONTHS

**High**  
May 2016 = 81  
**Low**  
Aug 2014 = 1  
*Pending Listings*  
this month at **41**,  
above the 5 yr OCT  
average of **28**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	4.88%	218.5	2	0	0	0
\$20,001 - \$60,000	5	12.20%	3.0	3	2	0	0
\$60,001 - \$80,000	6	14.63%	38.5	1	4	1	0
\$80,001 - \$140,000	12	29.27%	41.5	2	10	0	0
\$140,001 - \$170,000	4	9.76%	91.0	1	3	0	0
\$170,001 - \$230,000	7	17.07%	45.0	0	6	1	0
\$230,001 and up	5	12.20%	23.0	0	2	3	0
<b>Total Pending Units</b>	<b>41</b>			<b>9</b>	<b>27</b>	<b>5</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,454,500</b>	<b>100%</b>	<b>44.0</b>	<b>575.20K</b>	<b>3.66M</b>	<b>1.22M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$110,000</b>			<b>\$44,500</b>	<b>\$110,000</b>	<b>\$249,900</b>	<b>\$0</b>

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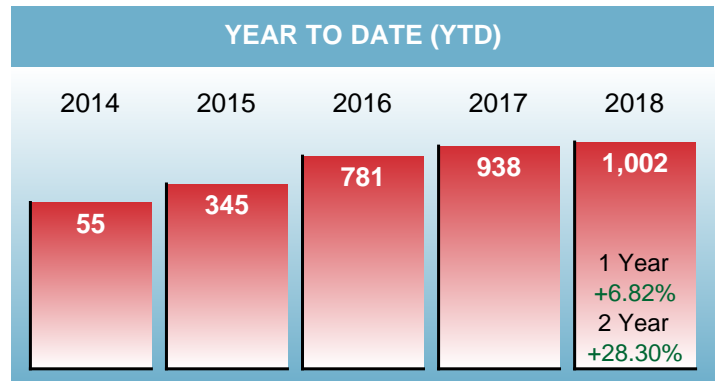
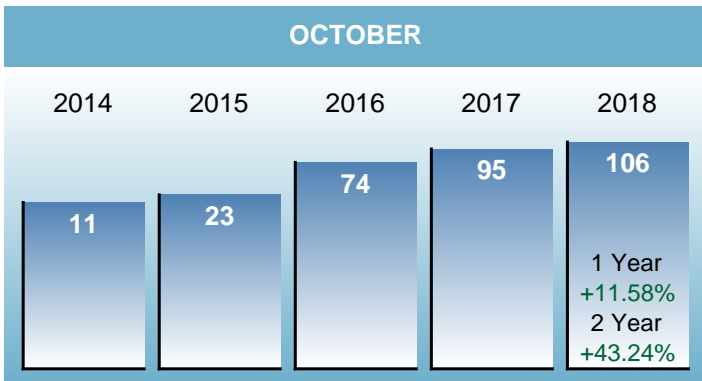
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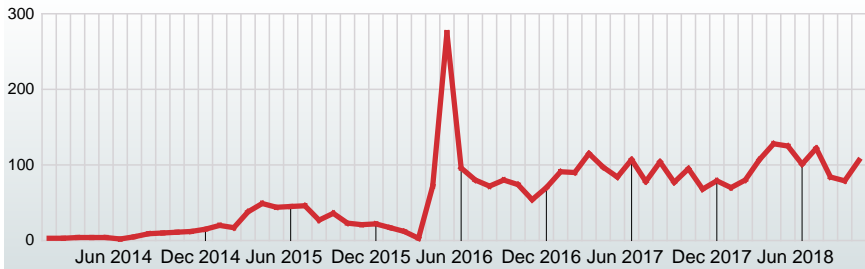


## NEW LISTINGS

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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr OCT AVG = 62**      **3 MONTHS**

**High**  
May 2016 = 275  
**Low**  
Jun 2014 = 2  
*New Listings*  
this month at **106**,  
above the 5 yr OCT  
average of **62**

**AUG** 84  
**SEP** 79  
**OCT** 106  
**-5.95%**  
**34.18%**

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	1.89%	2	0	0	0
\$20,001 - \$60,000	21	19.81%	15	6	0	0
\$60,001 - \$80,000	14	13.21%	5	8	0	1
\$80,001 - \$140,000	26	24.53%	6	15	5	0
\$140,001 - \$210,000	16	15.09%	7	6	3	0
\$210,001 - \$290,000	14	13.21%	0	6	6	2
\$290,001 and up	13	12.26%	5	2	3	3
<b>Total New Listed Units</b>	106		40	43	17	6
<b>Total New Listed Volume</b>	19,042,385		6.73M	5.74M	3.82M	2.76M
<b>Median New Listed Listing Price</b>	\$116,250		\$70,500	\$110,000	\$219,000	\$290,000

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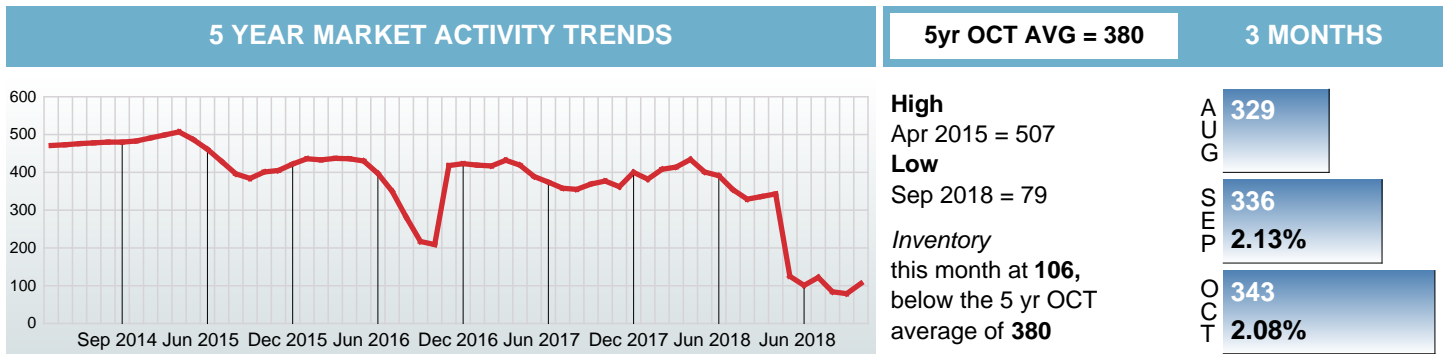
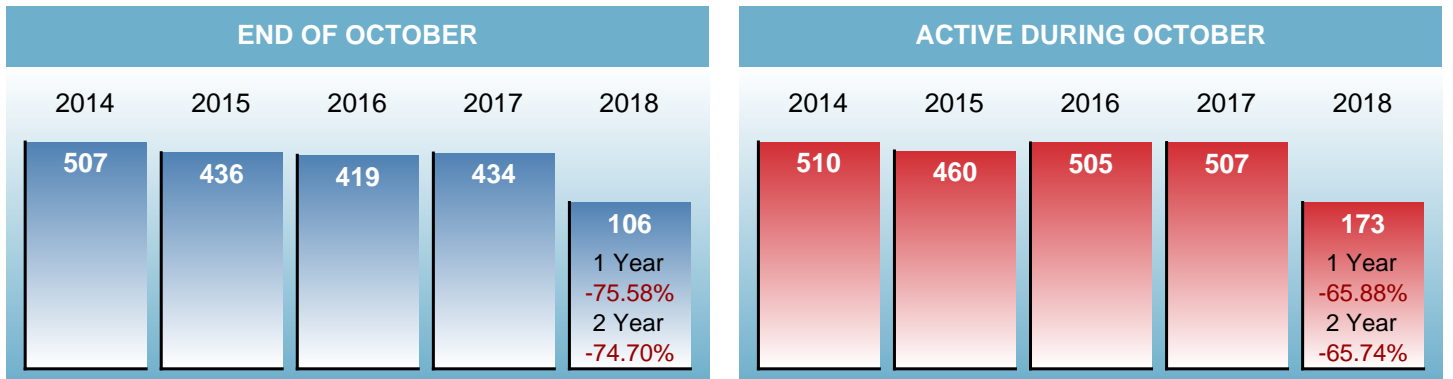
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## ACTIVE INVENTORY

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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	26	7.58%	67.5	25	1	0	0
\$30,001 - \$60,000	55	16.03%	110.0	35	20	0	0
\$60,001 - \$80,000	35	10.20%	58.0	18	15	1	1
\$80,001 - \$170,000	98	28.57%	64.0	21	57	18	2
\$170,001 - \$220,000	51	14.87%	92.0	10	28	12	1
\$220,001 - \$340,000	43	12.54%	62.0	5	15	17	6
\$340,001 and up	35	10.20%	99.0	13	6	11	5
<b>Total Active Inventory by Units</b>	343			127	142	59	15
<b>Total Active Inventory by Volume</b>	64,425,643	100%	82.0	19.53M	24.52M	15.11M	5.27M
<b>Median Active Inventory Listing Price</b>	\$129,900			\$64,900	\$129,900	\$209,900	\$275,000

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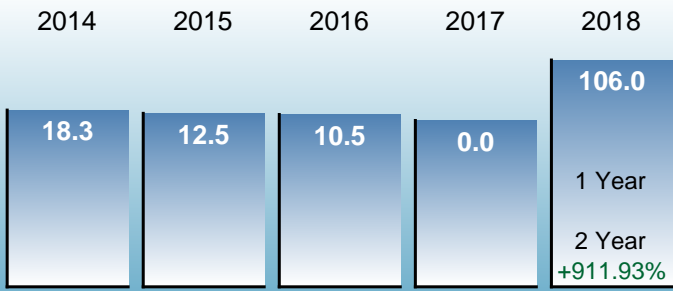
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## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR OCTOBER



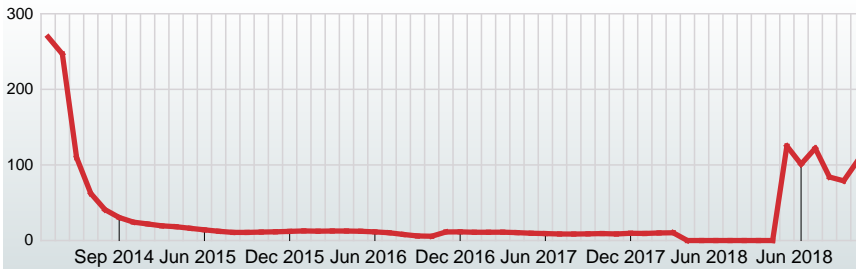
### INDICATORS FOR OCTOBER 2018

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 OCT AVG = 29.5

3 MONTHS



**High**  
Apr 2014 = 269.1  
**Low**  
Oct 2018 = 0.0  
*Months Supply*  
this month at **106.0**,  
above the 5 yr OCT  
average of **29.5**

AUG	0.0
SEP	0.0 0.00%
OCT	0.0 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	26	7.58%	6.5	8.6	1.0	0.0	0.0
\$30,001 - \$60,000	55	16.03%	10.2	13.1	8.3	0.0	0.0
\$60,001 - \$80,000	35	10.20%	8.4	10.3	7.8	2.0	0.0
\$80,001 - \$170,000	98	28.57%	6.1	7.2	5.0	10.3	12.0
\$170,001 - \$220,000	51	14.87%	9.9	40.0	8.0	9.0	12.0
\$220,001 - \$340,000	43	12.54%	9.6	20.0	6.4	9.3	72.0
\$340,001 and up	35	10.20%	42.0	78.0	72.0	26.4	30.0
Market Supply of Inventory (MSI)	8.5			11.6	6.3	9.4	30.0
Total Active Inventory by Units	343	100%	8.5	127	142	59	15

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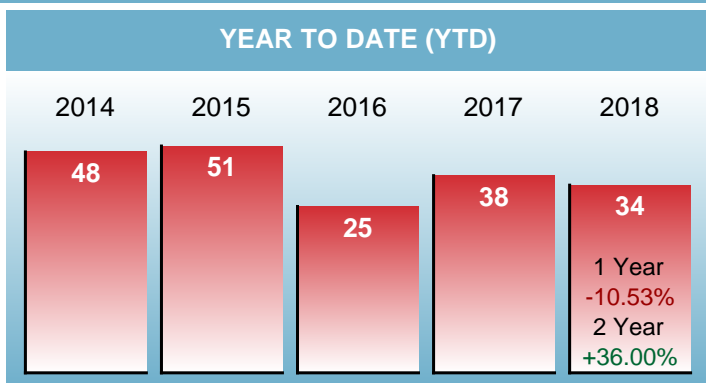
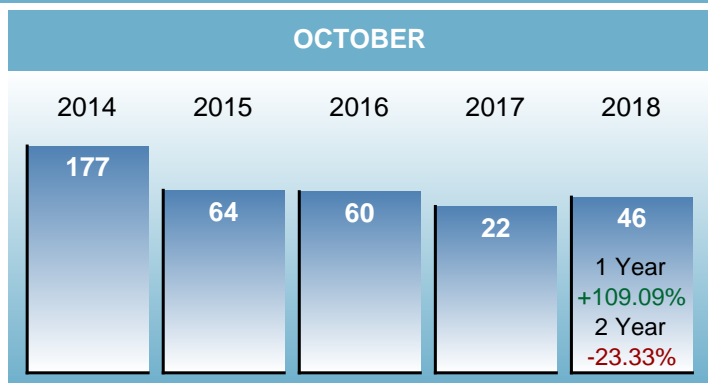
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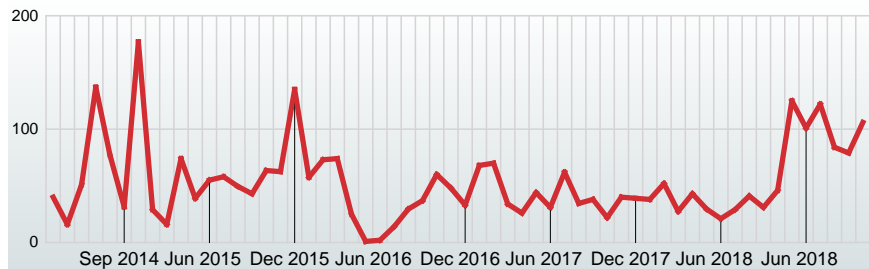


## MEDIAN DAYS ON MARKET TO SALE

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### 5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 74      3 MONTHS

**High**  
Oct 2014 = 177  
**Low**  
May 2016 = 1  
*Median Days on Market*  
this month at **46**,  
below the 5 yr OCT  
average of **74**

AUG	41
SEP	31 -24.39%
OCT	46 48.39%

### 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
\$25,000 and less	4.88%	31.5	31.5	0.0	0.0	0.0
\$25,001 - \$50,000	12.20%	105.0	120.0	55.0	0.0	0.0
\$50,001 - \$125,000	14.63%	66.5	116.0	21.0	29.0	137.0
\$125,001 - \$200,000	31.71%	46.0	92.0	36.0	54.5	0.0
\$200,001 - \$225,000	9.76%	82.0	0.0	82.0	0.0	0.0
\$225,001 - \$275,000	9.76%	29.0	0.0	44.0	14.0	0.0
\$275,001 and up	17.07%	13.0	66.0	13.0	47.5	3.0
Median Closed DOM		46.0	81.5	40.0	28.0	70.0
Total Closed Units	100%	46.0	10	18	11	2
Total Closed Volume		7,668,600	1.62M	3.11M	2.36M	585.00K

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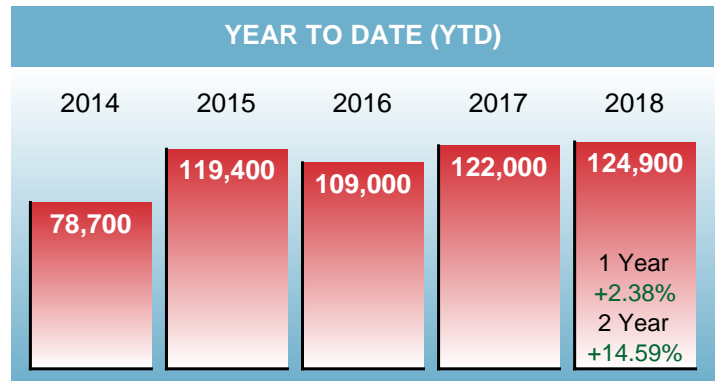
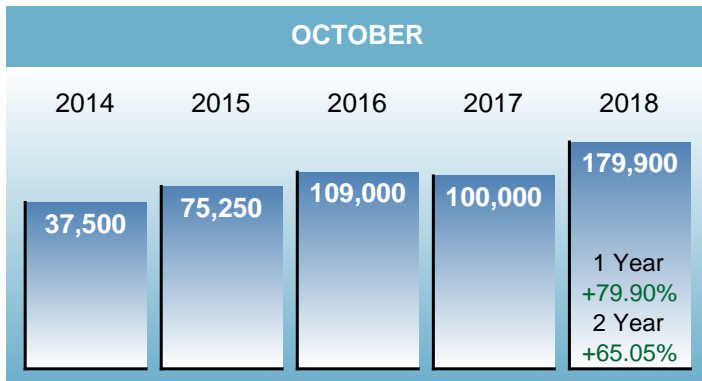
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## MEDIAN LIST PRICE AT CLOSING

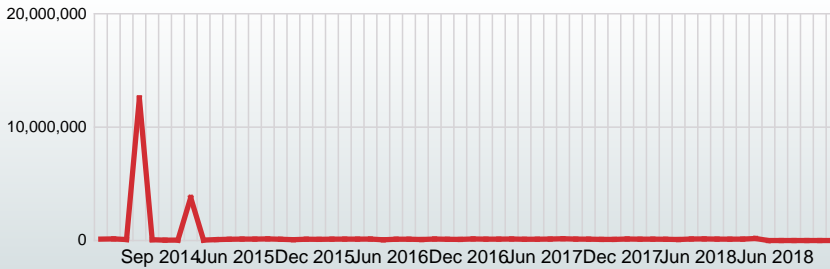
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 100,330

3 MONTHS



**High**  
Jul 2014 = 12,565,000  
**Low**  
Sep 2018 = 79  
*Median List Price*  
this month at **179,900**,  
above the 5 yr OCT  
average of **100,330**

**AUG** 120,000  
**SEP** 125,000  
**OCT** 179,900  
**4.17%**  
**43.92%**

### 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
\$25,000 and less	1	2.44%	15,000	15,000	0	0	0
\$25,001 - \$50,000	6	14.63%	46,000	47,500	39,750	0	0
\$50,001 - \$125,000	6	14.63%	77,700	72,500	50,500	83,700	120,000
\$125,001 - \$200,000	10	24.39%	159,950	161,500	156,950	154,900	0
\$200,001 - \$225,000	4	9.76%	214,500	0	219,000	205,000	0
\$225,001 - \$275,000	8	19.51%	235,000	0	235,000	230,000	0
\$275,001 and up	6	14.63%	337,450	1,307,900	299,000	299,900	499,900
Median List Price	179,900			59,250	202,500	229,000	309,950
Total Closed Units	41			10	18	11	2
Total Closed Volume	8,174,000			1.97M	3.23M	2.35M	619.90K

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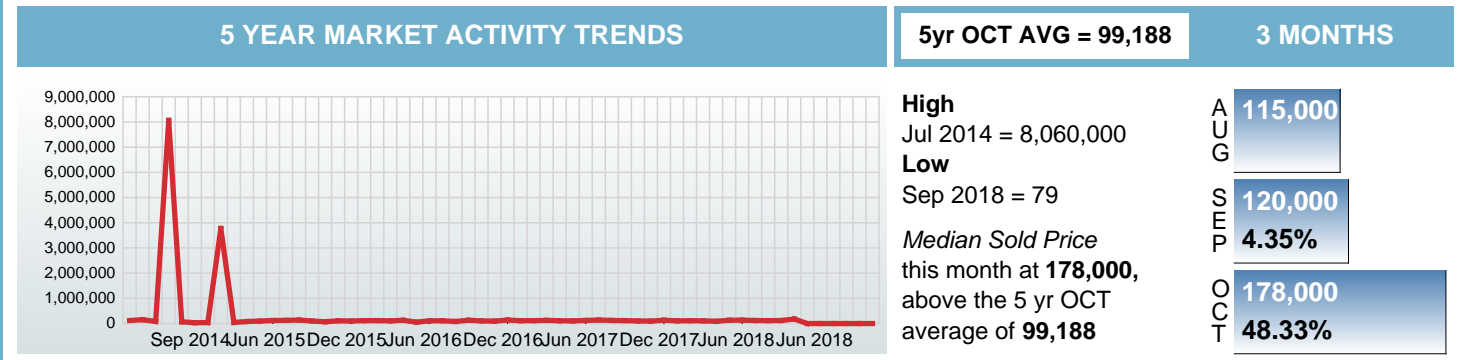
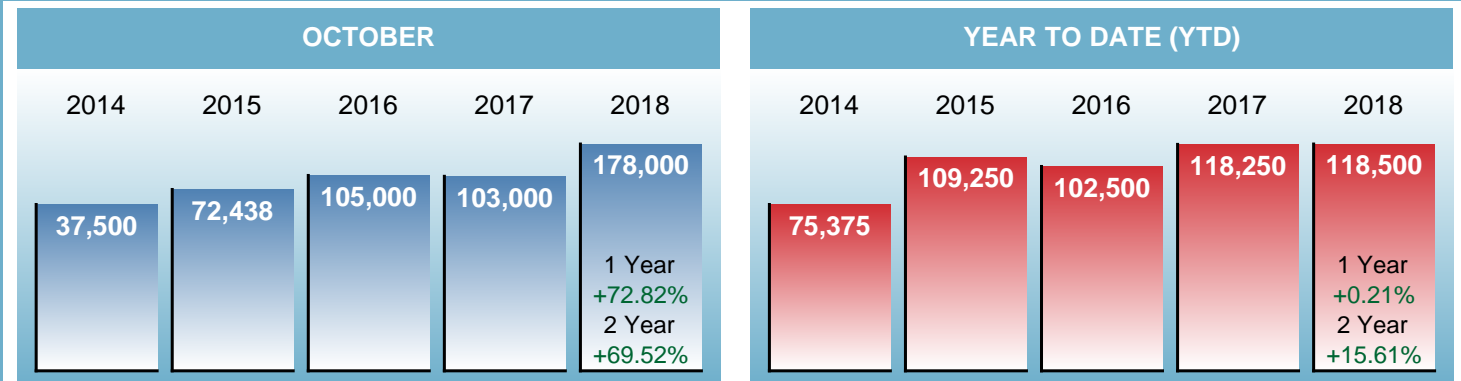
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## MEDIAN SOLD PRICE AT CLOSING

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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
\$25,000 and less	2	4.88%	17,500	17,500	0	0	0
\$25,001 - \$50,000	5	12.20%	40,000	40,000	38,500	0	0
\$50,001 - \$125,000	6	14.63%	73,000	64,500	50,500	78,500	100,000
\$125,001 - \$200,000	13	31.71%	166,000	148,500	166,000	184,900	0
\$200,001 - \$225,000	4	9.76%	212,750	0	212,750	0	0
\$225,001 - \$275,000	4	9.76%	236,250	0	235,000	250,000	0
\$275,001 and up	7	17.07%	325,000	1,037,300	280,000	309,000	485,000
Median Sold Price			178,000	52,500	187,500	200,000	292,500
Total Closed Units		100%	178,000	10	18	11	2
Total Closed Volume			7,668,600	1.62M	3.11M	2.36M	585.00K

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

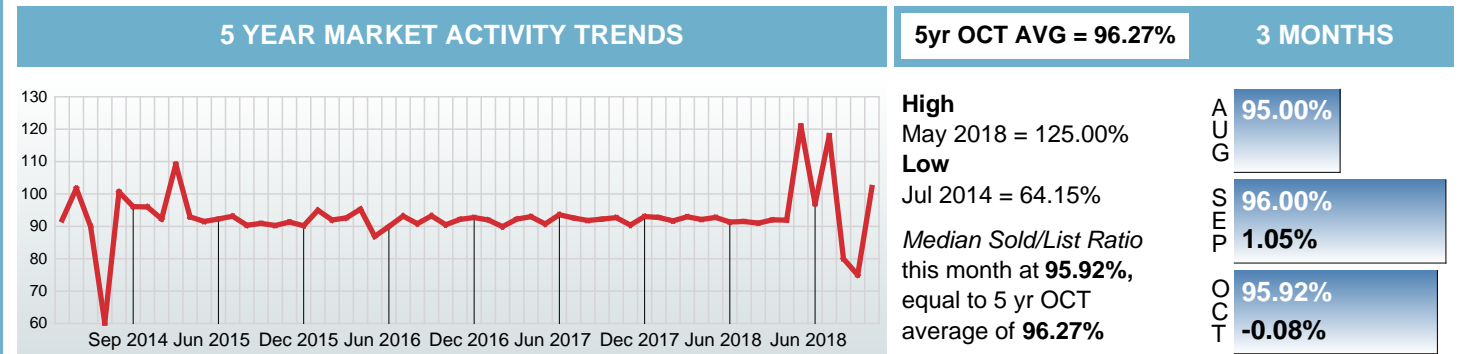
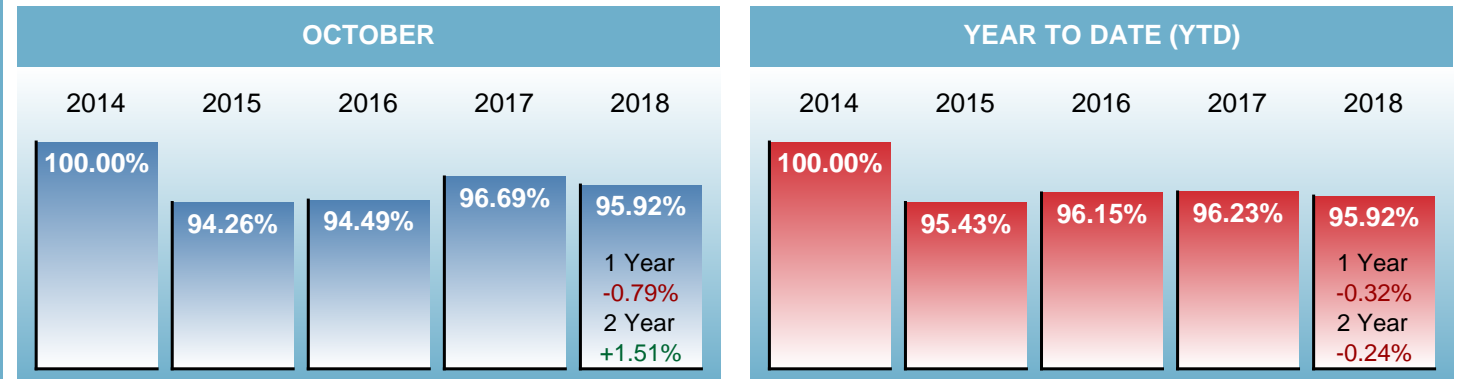
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## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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## 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
\$25,000 and less	2	4.88%	65.38%	65.38%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	5	12.20%	91.84%	85.11%	97.22%	0.00%	0.00%
\$50,001 - \$125,000	6	14.63%	91.41%	88.86%	100.00%	93.90%	83.33%
\$125,001 - \$200,000	13	31.71%	97.00%	91.80%	100.00%	94.82%	0.00%
\$200,001 - \$225,000	4	9.76%	94.46%	0.00%	94.46%	0.00%	0.00%
\$225,001 - \$275,000	4	9.76%	98.84%	0.00%	98.30%	100.00%	0.00%
\$275,001 and up	7	17.07%	97.02%	79.31%	93.65%	98.69%	97.02%
Median Sold/List Ratio		95.92%		85.72%	97.78%	97.00%	90.18%
Total Closed Units		41	100%	10	18	11	2
Total Closed Volume		7,668,600		1.62M	3.11M	2.36M	585.00K

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## MARKET SUMMARY

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### INVENTORY

### Inventory

- New Listings **106 = 22.60%**
- Start Inventory **363**
- Total Inventory Units **469**
- Volume **\$89,379,922**

### Market Activity

- Closed Sales **41 = 8.23%**
- Pending Sales **41 = 8.23%**
- Other Off Market **73 = 14.66%**
- Active Inventory **343 = 68.88%**

### MARKET ACTIVITY

Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	47	41	-12.77%	406	405	-0.25%
Pending Sales	43	41	-4.65%	445	426	-4.27%
New Listings	95	106	11.58%	938	1,002	6.82%
Median List Price	100,000	179,900	79.90%	122,000	124,900	2.38%
Median Sale Price	103,000	178,000	72.82%	118,250	118,500	0.21%
Median Percent of Selling Price to List Price	96.69%	95.92%	-0.79%	96.23%	95.92%	-0.32%
Median Days on Market to Sale	22.00	46.00	109.09%	38.00	34.00	-10.53%
Monthly Inventory	361	343	-4.99%	361	343	-4.99%
Months Supply of Inventory	9.22	8.52	-7.54%	9.22	8.52	-7.54%

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

**Inventory** on October 31, 2018 = **343** 2017 **2018**

### OCTOBER MARKET

#### New Listings

#### Pending Listings

### MEDIAN PRICES

#### List Price

#### Sale Price

### INVENTORY

#### Active Inventory

#### Monthly Supply of Inventory

### MEDIAN SOLD/LIST RATIO & DOM

#### Sale/List Ratio

#### Days on Market

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