



April 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

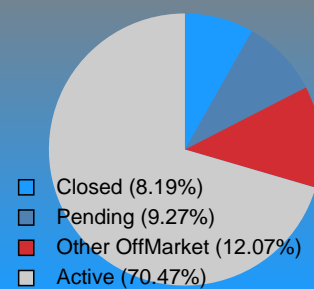


MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2018 for MLS Technology Inc.

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	33	38	15.15%
Pending Listings	47	43	-8.51%
New Listings	97	128	31.96%
Average List Price	119,753	112,729	-5.87%
Average Sale Price	113,043	108,188	-4.29%
Average Percent of List Price to Selling Price	93.67%	94.82%	1.23%
Average Days on Market to Sale	44.67	57.63	29.03%
End of Month Inventory	278	327	17.63%
Months Supply of Inventory	7.72	7.82	1.22%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of April 30, 2018 = **327**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2018 rose **17.63%** to 327 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 **7.82** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.29%** in April 2018 to \$108,188 versus the previous year at \$113,043.

Average Days on Market Lengthens

The average number of **57.63** days that homes spent on the market before selling increased by 12.96 days or **29.03%** in April 2018 compared to last year's same month at **44.67** DOM.

Sales Success for April 2018 is Positive

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

There were 128 New Listings in April 2018, up **31.96%** from last year at 97. Furthermore, there were 38 Closed Listings this month versus last year at 33, a **15.15%** increase.

Closed versus Listed trends yielded a **29.7%** ratio, down from previous year's, April 2017, at **34.0%**, a **12.74%** 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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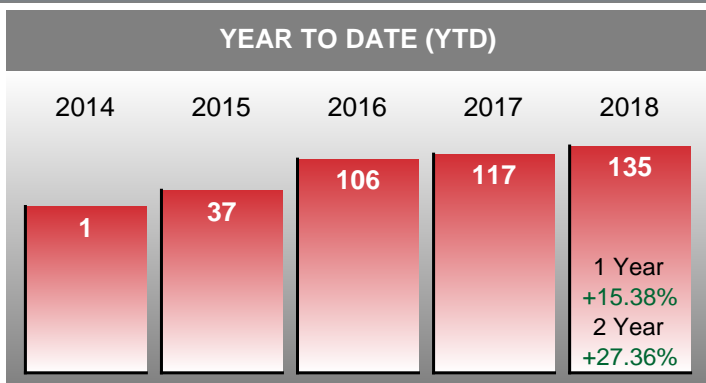
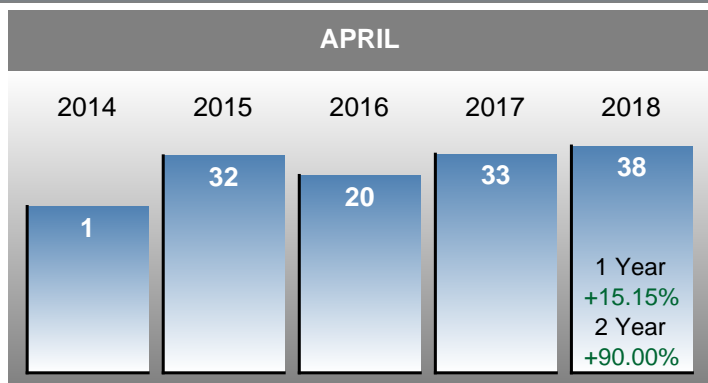
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CLOSED LISTINGS

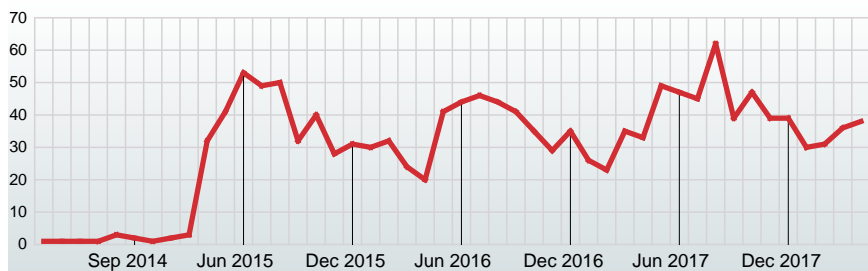
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 25

3 MONTHS



High
Aug 2017 = 62
Low
Oct 2014 = 1
Closed Listings
this month at **38**,
above the 5 yr APR
average of **25**

FEB	31
MAR	36
APR	38
16.13%	
5.56%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	2.63%	136.0	1	0	0	0
\$10,001 - \$60,000	7	18.42%	34.4	5	2	0	0
\$60,001 - \$70,000	5	13.16%	33.4	1	4	0	0
\$70,001 - \$110,000	10	26.32%	49.2	2	7	1	0
\$110,001 - \$150,000	5	13.16%	55.2	0	4	1	0
\$150,001 - \$210,000	5	13.16%	81.4	0	4	1	0
\$210,001 and up	5	13.16%	94.2	0	3	2	0
Total Closed Units	38			9	24	5	0
Total Closed Volume	4,111,150	100%	57.6	386.90K	2.86M	863.40K	0.00B
Average Closed Price	\$108,188			\$42,989	\$119,202	\$172,680	\$0

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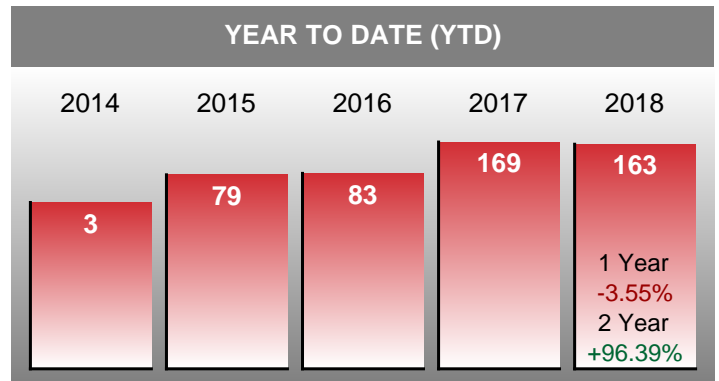
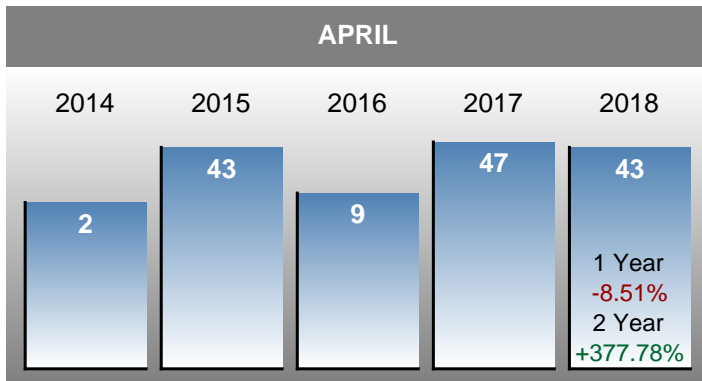
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PENDING LISTINGS

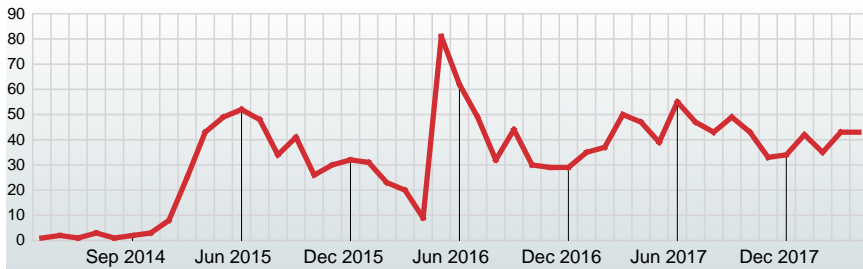
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 29

3 MONTHS



High

May 2016 = 81

Low

Aug 2014 = 1

Pending Listings this month at **43**, above the 5 yr APR average of **29**

FE B 35

M A R 43
22.86%

A P R 43
0.00%

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	5	11.63%	62.2	2	3	0	0
\$30,001 - \$50,000	4	9.30%	6.8	2	2	0	0
\$50,001 - \$80,000	7	16.28%	36.6	5	2	0	0
\$80,001 - \$150,000	11	25.58%	49.5	0	9	2	0
\$150,001 - \$200,000	6	13.95%	39.0	0	5	1	0
\$200,001 - \$270,000	5	11.63%	64.6	0	4	1	0
\$270,001 and up	5	11.63%	56.8	0	0	3	2
Total Pending Units	43			9	25	7	2
Total Pending Volume	6,564,900	100%	33.2	440.20K	3.16M	1.56M	1.40M
Average Listing Price	\$71,100			\$48,911	\$126,516	\$222,543	\$702,000

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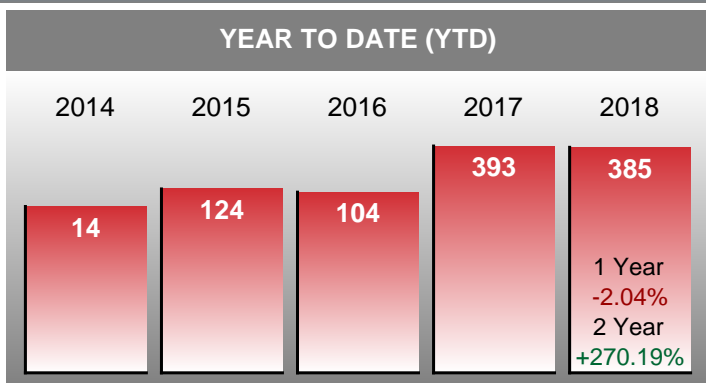
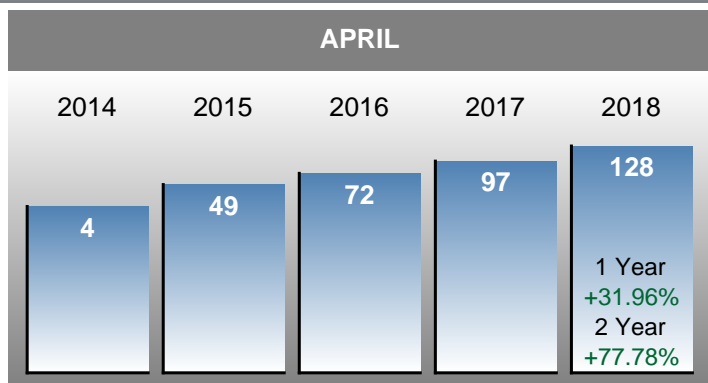
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NEW LISTINGS

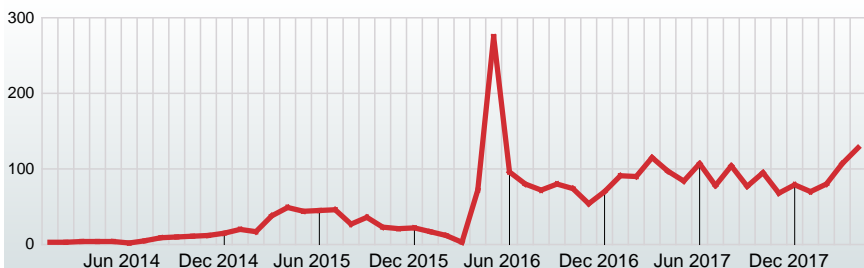
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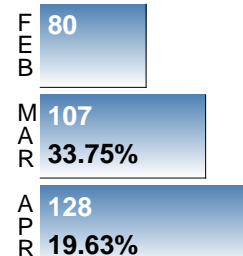
5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 70

3 MONTHS



High
May 2016 = 275
Low
Jun 2014 = 2
New Listings
this month at **128**,
above the 5 yr APR
average of **70**



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	7.03%	6	3	0	0
\$30,001 - \$60,000	18	14.06%	10	8	0	0
\$60,001 - \$90,000	19	14.84%	11	6	2	0
\$90,001 - \$160,000	33	25.78%	5	22	6	0
\$160,001 - \$250,000	22	17.19%	2	16	4	0
\$250,001 - \$320,000	12	9.38%	0	5	7	0
\$320,001 and up	15	11.72%	4	3	3	5
Total New Listed Units	128		38	63	22	5
Total New Listed Volume	21,860,219	100%	4.88M	9.43M	5.07M	2.48M
Average New Listed Listing Price	\$74,167		\$128,347	\$149,608	\$230,668	\$496,600

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April 2018

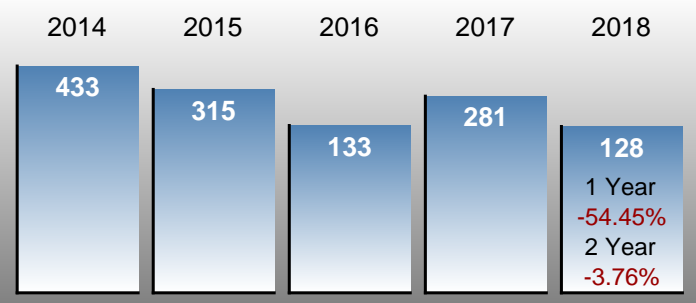
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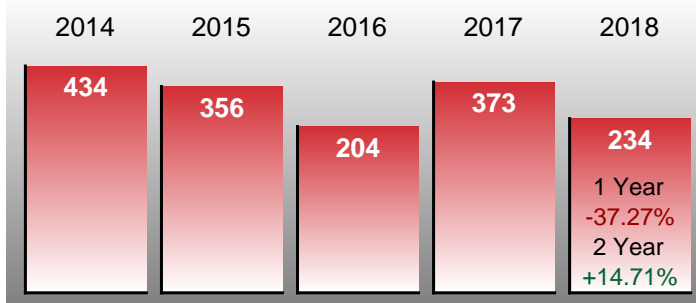
ACTIVE INVENTORY

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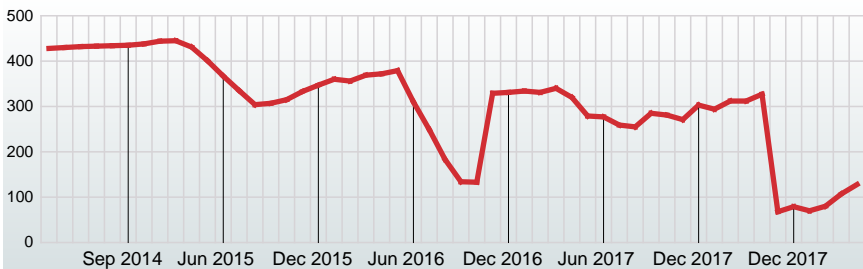
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 258

3 MONTHS

High
Mar 2015 = 445
Low
Nov 2017 = 68
Inventory
this month at **128**,
below the 5 yr APR
average of **258**

FEB	312
MAR	312
APR	0.00%
APR	327
APR	4.81%

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	5.20%	61.2	16	1	0	0
\$25,001 - \$50,000	30	9.17%	65.5	23	7	0	0
\$50,001 - \$100,000	74	22.63%	68.5	31	36	7	0
\$100,001 - \$150,000	63	19.27%	54.7	18	34	10	1
\$150,001 - \$225,000	64	19.57%	81.5	16	40	8	0
\$225,001 - \$350,000	44	13.46%	56.9	7	17	19	1
\$350,001 and up	35	10.70%	79.9	7	14	7	7
Total Active Inventory by Units	327			118	149	51	9
Total Active Inventory by Volume	61,176,789	100%	67.4	15.93M	27.31M	12.33M	5.61M
Average Active Inventory Listing Price	\$187,085			\$134,996	\$183,284	\$241,668	\$623,656

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April 2018

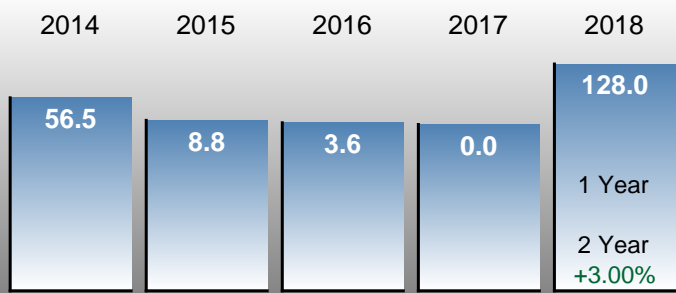
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MONTHS SUPPLY of INVENTORY (MSI)

Report produced on May 11, 2018 for MLS Technology Inc.

MSI FOR APRIL



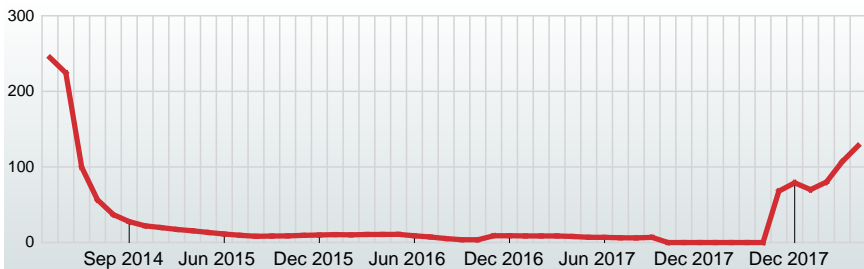
INDICATORS FOR APRIL 2018

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 APR AVG = 39.4

3 MONTHS



High
Apr 2014 = 244.6
Low
Apr 2018 = 0.0
Months Supply
this month at **128.0**,
above the 5 yr APR
average of **39.4**

FEB	0.0
MAR	0.0
APR	0.00%
APR	0.0
APR	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	24	7.34%	6.7	7.7	1.7	0.0	0.0
\$30,001 - \$70,000	47	14.37%	5.5	6.9	5.0	1.2	0.0
\$70,001 - \$100,000	50	15.29%	7.3	16.0	5.0	9.0	0.0
\$100,001 - \$160,000	75	22.94%	6.1	16.2	4.3	8.0	0.0
\$160,001 - \$240,000	58	17.74%	8.2	18.0	8.5	5.2	0.0
\$240,001 - \$350,000	38	11.62%	13.4	0.0	7.3	20.4	12.0
\$350,001 and up	35	10.70%	52.5	28.0	168.0	21.0	0.0
Market Supply of Inventory (MSI)	7.8			11.2	5.9	8.7	21.6
		100%	7.8				
Total Active Inventory by Units	327			118	149	51	9

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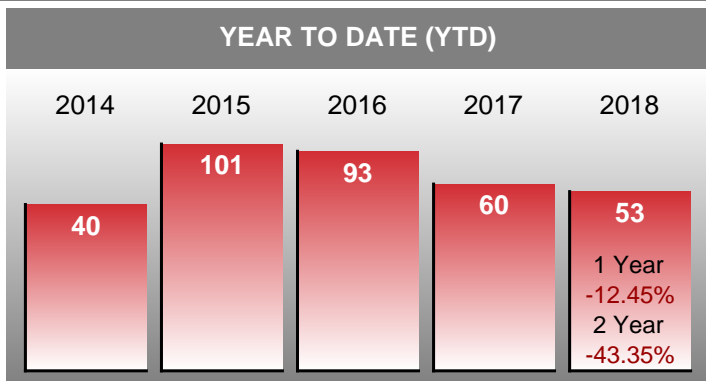
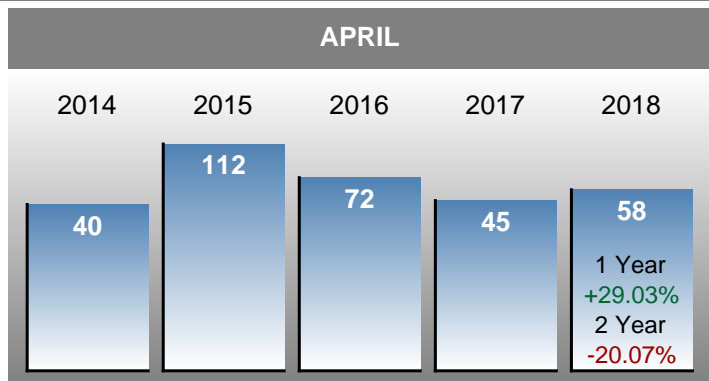
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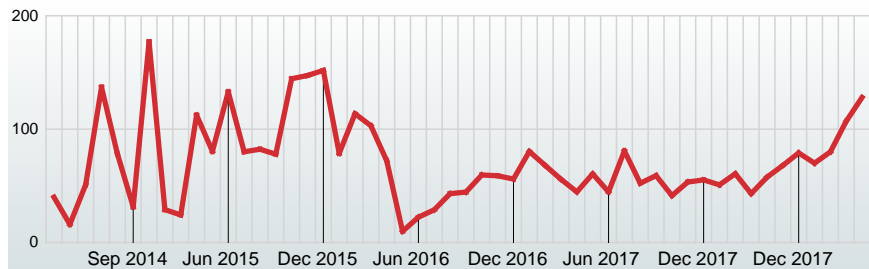
AVERAGE DAYS ON MARKET TO SALE

Report produced on May 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 65 3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 10
Average Days on Market
this month at **58**,
below the 5 yr APR
average of **65**

FEB	61
MAR	43
APR	58
-28.87%	
33.60%	

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
\$10,000 and less	1	2.63%	136.0	136.0	0.0	0.0	0.0
\$10,001 \$60,000	7	18.42%	34.4	37.0	28.0	0.0	0.0
\$60,001 \$70,000	5	13.16%	33.4	26.0	35.3	0.0	0.0
\$70,001 \$110,000	10	26.32%	49.2	2.5	60.7	62.0	0.0
\$110,001 \$150,000	5	13.16%	55.2	0.0	38.0	124.0	0.0
\$150,001 \$210,000	5	13.16%	81.4	0.0	101.0	3.0	0.0
\$210,001 and up	5	13.16%	94.2	0.0	101.7	83.0	0.0
Average Closed DOM	57.6			39.1	61.8	71.0	0.0
Total Closed Units	38	100%	57.6	9	24	5	
Total Closed Volume	4,111,150			386.90K	2.86M	863.40K	0.00B

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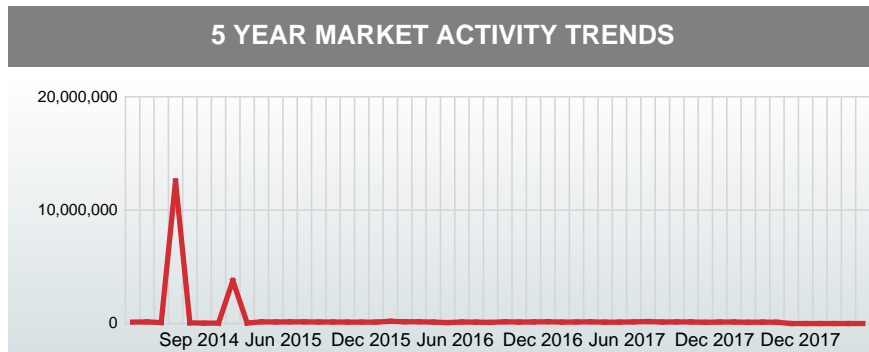
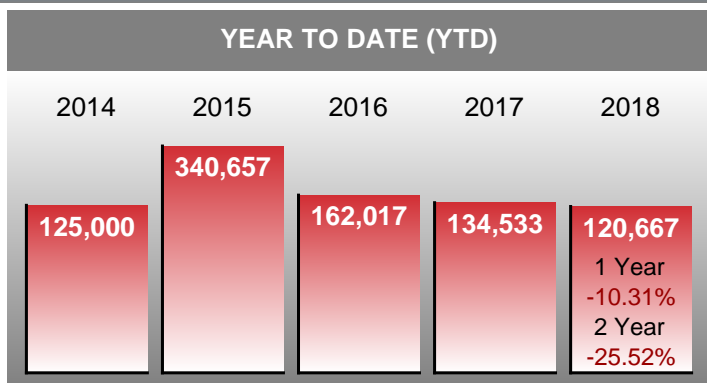
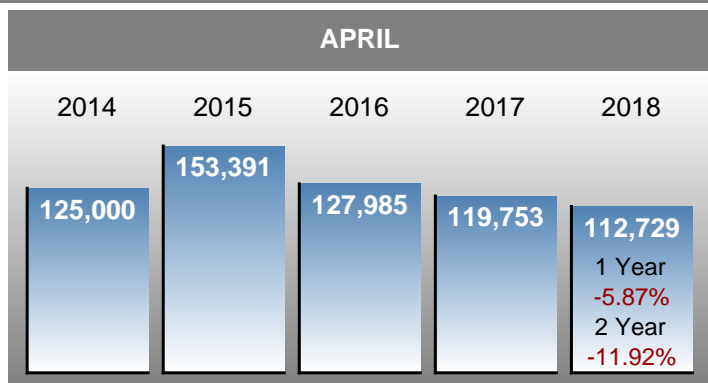
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AVERAGE LIST PRICE AT CLOSING

Report produced on May 11, 2018 for MLS Technology Inc.



5yr APR AVG = 127,772 **3 MONTHS**

High
Jul 2014 = 12,565,000

Low
Nov 2017 = 68

Average List Price
this month at **112,729**,
below the 5 yr APR
average of **127,772**

FEB	111,777
MAR	125,194
APR	112,729
APR	-9.96%

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
\$10,000 and less	1	2.63%	9,000	9,000	0	0	0
\$10,001 - \$60,000	7	18.42%	33,186	36,760	24,250	0	0
\$60,001 - \$70,000	2	5.26%	66,000	62,500	72,625	0	0
\$70,001 - \$110,000	11	28.95%	81,109	81,950	88,886	120,000	0
\$110,001 - \$150,000	7	18.42%	119,900	0	120,475	122,500	0
\$150,001 - \$210,000	5	13.16%	182,780	0	179,225	197,000	0
\$210,001 and up	5	13.16%	253,000	0	267,333	231,500	0
Average List Price			112,729	46,578	123,417	180,500	0
Total Closed Units		100%	112,729	9	24	5	
Total Closed Volume			4,283,700	419.20K	2.96M	902.50K	0.00B

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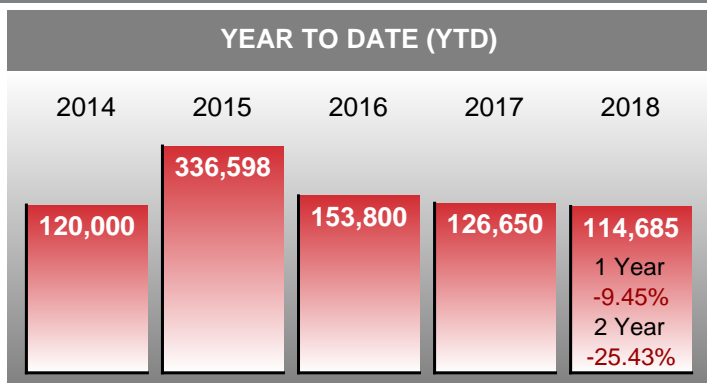
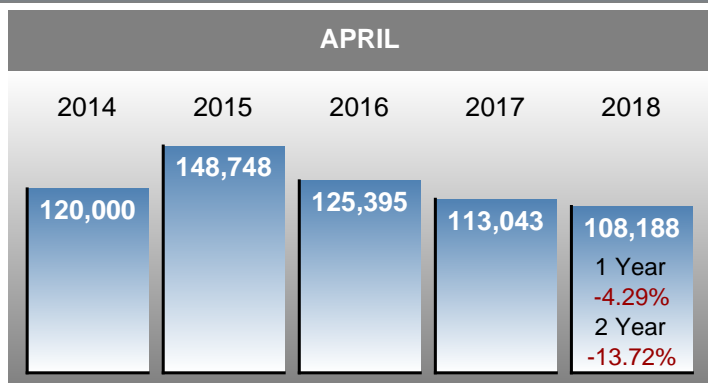
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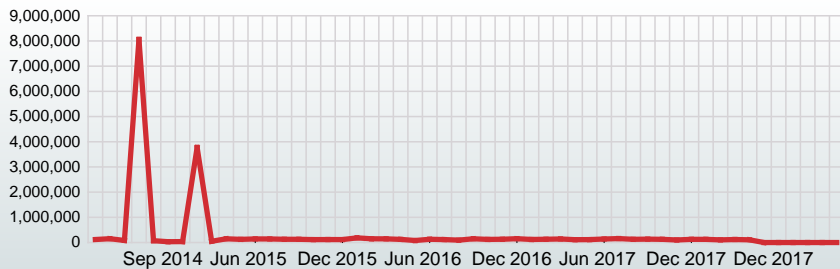
AVERAGE SOLD PRICE AT CLOSING

Report produced on May 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 123,075 3 MONTHS



High
Jul 2014 = 8,060,000
Low
Nov 2017 = 68
Average Sold Price
this month at **108,188**,
below the 5 yr APR
average of **123,075**

FEB 105,730
MAR 119,428
APR 12.96%
APR 108,188
APR -9.41%

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
\$10,000 and less	1	2.63%	6,000	6,000	0	0	0
\$10,001 - \$60,000	7	18.42%	29,379	31,980	22,875	0	0
\$60,001 - \$70,000	5	13.16%	66,100	62,500	67,000	0	0
\$70,001 - \$110,000	10	26.32%	88,210	79,250	87,657	110,000	0
\$110,001 - \$150,000	5	13.16%	119,500	0	118,375	124,000	0
\$150,001 - \$210,000	5	13.16%	174,980	0	170,000	194,900	0
\$210,001 and up	5	13.16%	242,900	0	260,000	217,250	0
Average Sold Price			108,188	42,989	119,202	172,680	0
Total Closed Units		100%	108,188	9	24	5	
Total Closed Volume			4,111,150	386.90K	2.86M	863.40K	0.00B

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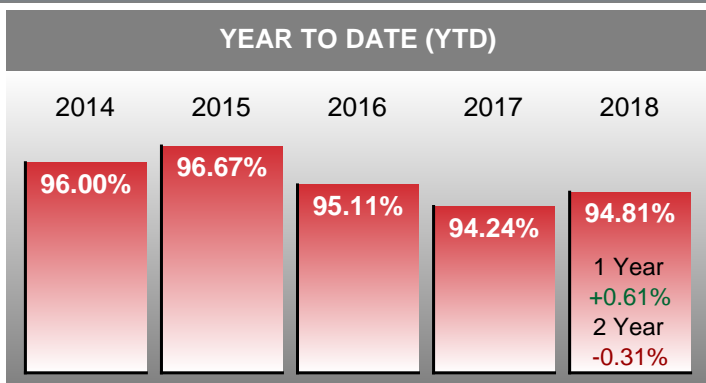
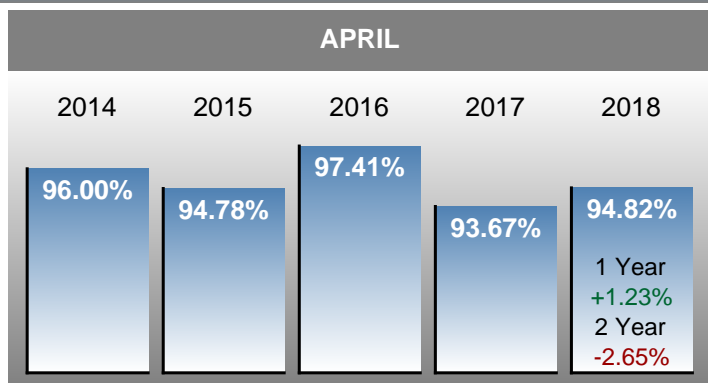
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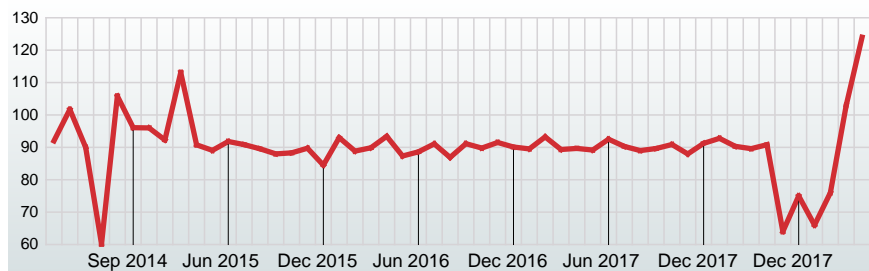
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 95.34% **3 MONTHS**



High
Apr 2018 = 128.00%

Low
Jul 2014 = 64.15%

Average Sold/List Ratio this month at **94.82%**, equal to 5 yr APR average of **95.34%**

FEB	94.31%
MAR	93.59%
APR	94.82%
MAY	-0.76%
JUN	1.31%

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
\$10,000 and less	1	2.63%	66.67%	66.67%	0.00%	0.00%	0.00%
\$10,001 - \$60,000	7	18.42%	90.62%	89.85%	92.57%	0.00%	0.00%
\$60,001 - \$70,000	5	13.16%	93.88%	100.00%	92.35%	0.00%	0.00%
\$70,001 - \$110,000	10	26.32%	98.09%	96.88%	99.36%	91.67%	0.00%
\$110,001 - \$150,000	5	13.16%	98.87%	0.00%	98.28%	101.22%	0.00%
\$150,001 - \$210,000	5	13.16%	95.67%	0.00%	94.85%	98.93%	0.00%
\$210,001 and up	5	13.16%	95.84%	0.00%	97.14%	93.88%	0.00%
Average Sold/List Ratio			94.80%	89.96%	96.41%	95.92%	0.00%
Total Closed Units		100%	94.80%	9	24	5	0
Total Closed Volume				386.90K	2.86M	863.40K	0.00B

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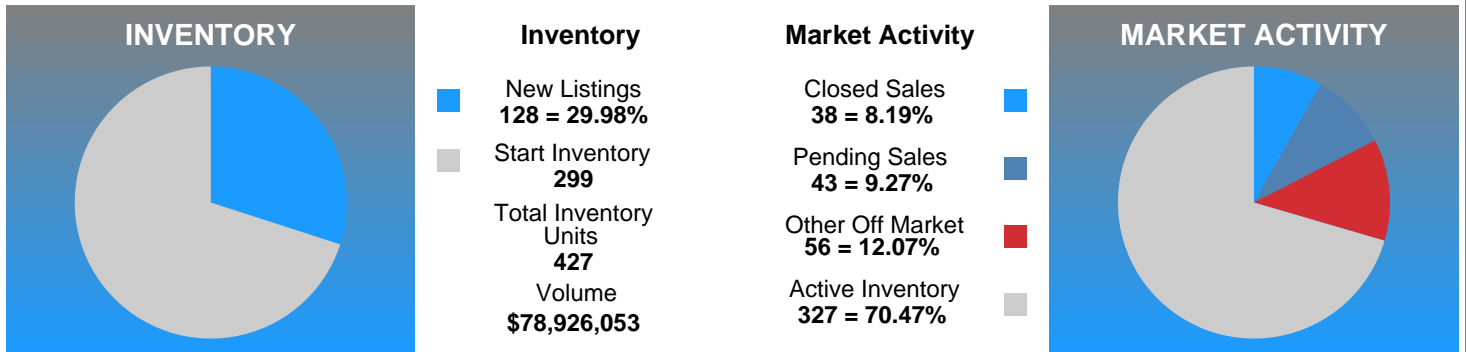
April 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on May 11, 2018 for MLS Technology Inc.



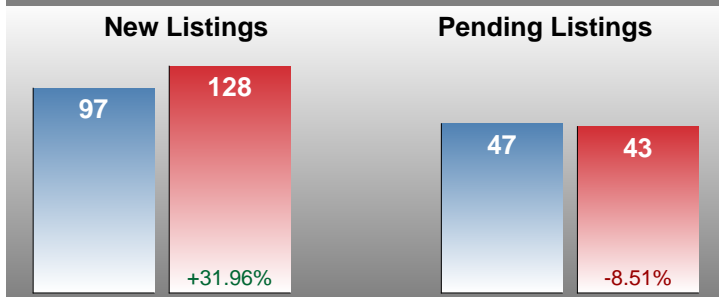
Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	33	38	15.15%	117	135	15.38%
Pending Sales	47	43	-8.51%	169	163	-3.55%
New Listings	97	128	31.96%	393	385	-2.04%
Average List Price	119,753	112,729	-5.87%	134,533	120,667	-10.31%
Average Sale Price	113,043	108,188	-4.29%	126,650	114,685	-9.45%
Average Percent of Selling Price to List Price	93.67%	94.82%	1.23%	94.24%	94.81%	0.61%
Average Days on Market to Sale	44.67	57.63	29.03%	60.49	52.96	-12.45%
Monthly Inventory	278	327	17.63%	278	327	17.63%
Months Supply of Inventory	7.72	7.82	1.22%	7.72	7.82	1.22%

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

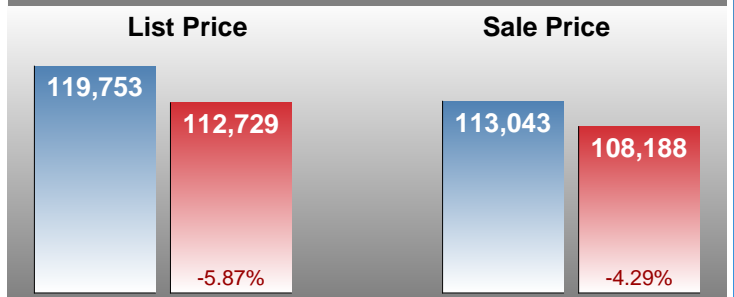
Inventory on April 30, 2018 = **327**

2017 2018

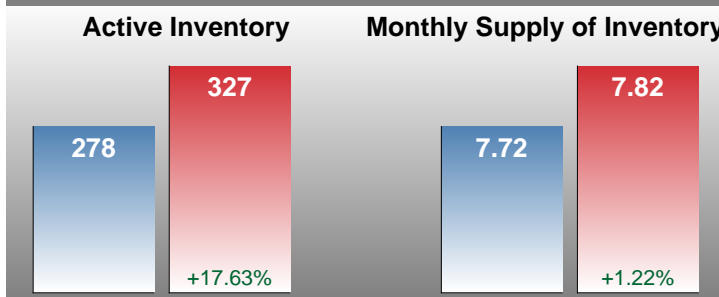
APRIL MARKET



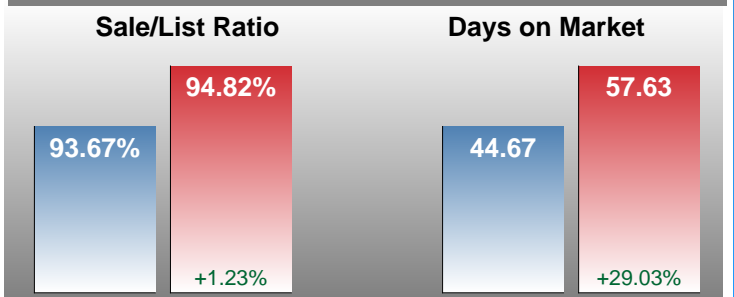
AVERAGE PRICES



INVENTORY



AVERAGE SOLD/LIST RATIO & DOM



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