

## August 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

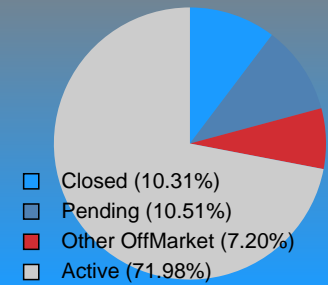


## MONTHLY INVENTORY ANALYSIS

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%
Median List Price	126,000	120,000	-4.76%
Median Sale Price	123,000	115,000	-6.50%
Median Percent of List Price to Selling Price	95.81%	95.00%	-0.84%
Median Days on Market to Sale	34.50	41.00	18.84%
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.

## 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 **6.50%** in August 2018 to \$115,000 versus the previous year at \$123,000.

## Median Days on Market Lengthens

The median number of **41.00** days that homes spent on the market before selling increased by 6.50 days or **18.84%** in August 2018 compared to last year's same month at **34.50** DOM.

## Sales Success for August 2018 is Positive

Overall, with Median Prices falling 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.

## 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.

## Are You Ready to Buy or Sell Real Estate?

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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

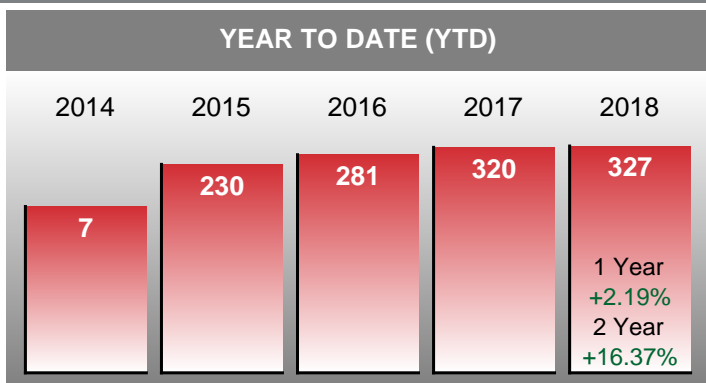
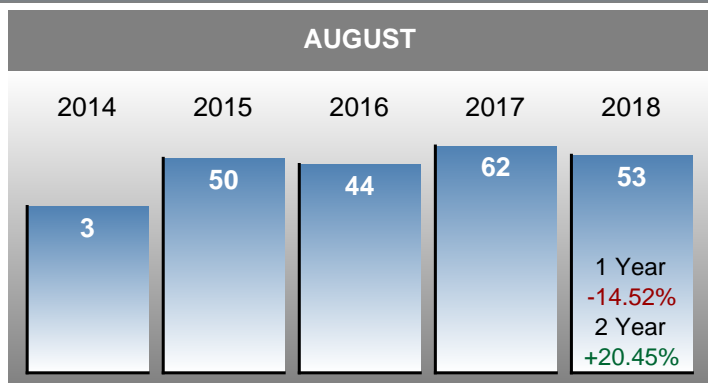
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## CLOSED LISTINGS

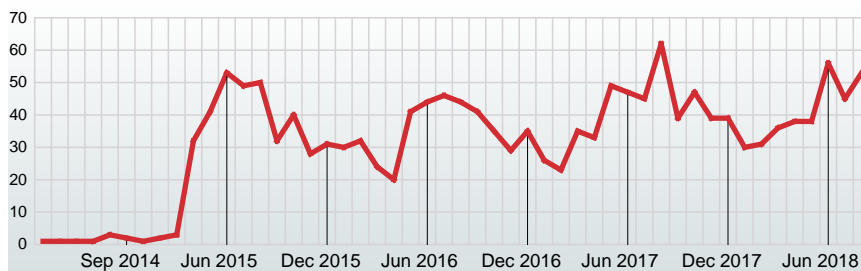
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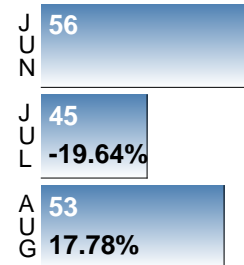
### 5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.55%	69.5	1	2	1	0
\$30,001 - \$50,000	5	9.43%	18.0	3	2	0	0
\$50,001 - \$80,000	9	16.98%	27.0	3	4	2	0
\$80,001 - \$130,000	14	26.42%	79.5	7	5	2	0
\$130,001 - \$180,000	9	16.98%	28.0	0	8	1	0
\$180,001 - \$260,000	6	11.32%	103.5	1	4	1	0
\$260,001 and up	6	11.32%	93.5	0	2	3	1
<b>Total Closed Units</b>	<b>53</b>			<b>15</b>	<b>27</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,026,919</b>	<b>100%</b>	<b>41.0</b>	<b>1.32M</b>	<b>3.58M</b>	<b>1.79M</b>	<b>335.00K</b>
<b>Median Closed Price</b>	<b>\$115,000</b>			<b>\$81,500</b>	<b>\$131,500</b>	<b>\$137,500</b>	<b>\$335,000</b>

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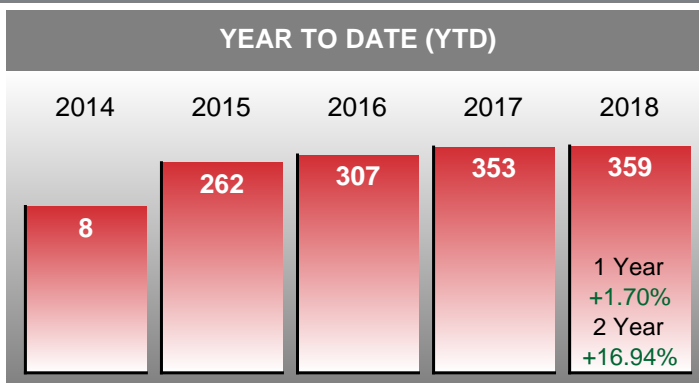
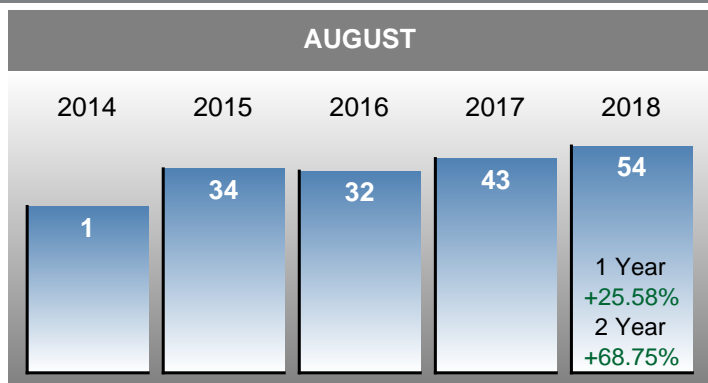
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## PENDING LISTINGS

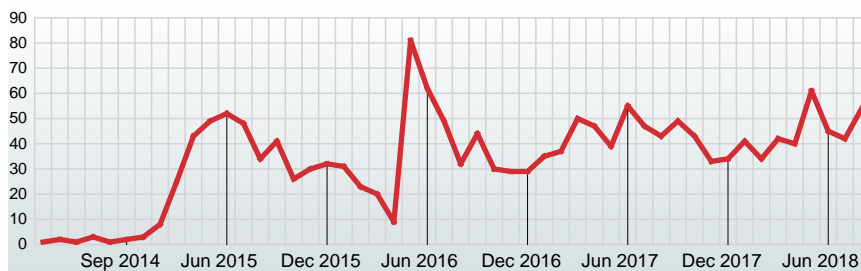
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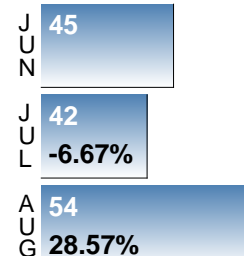
### 5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	5.56%	50.0	2	0	1	0
\$30,001 - \$60,000	8	14.81%	36.0	3	5	0	0
\$60,001 - \$80,000	5	9.26%	63.0	2	1	2	0
\$80,001 - \$140,000	18	33.33%	38.5	6	10	2	0
\$140,001 - \$180,000	7	12.96%	28.0	1	4	2	0
\$180,001 - \$290,000	6	11.11%	71.0	0	5	1	0
\$290,001 and up	7	12.96%	20.0	1	2	3	1
<b>Total Pending Units</b>	<b>54</b>			<b>15</b>	<b>27</b>	<b>11</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,661,000</b>	<b>100%</b>	<b>36.5</b>	<b>2.38M</b>	<b>3.80M</b>	<b>1.98M</b>	<b>499.90K</b>
<b>Median Listing Price</b>	<b>\$107,450</b>			<b>\$84,000</b>	<b>\$127,500</b>	<b>\$159,900</b>	<b>\$499,900</b>

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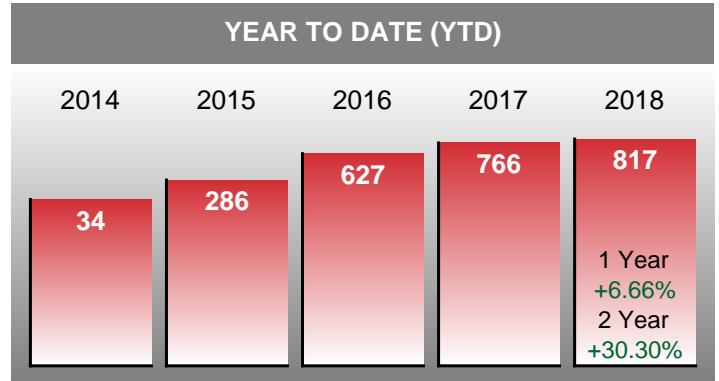
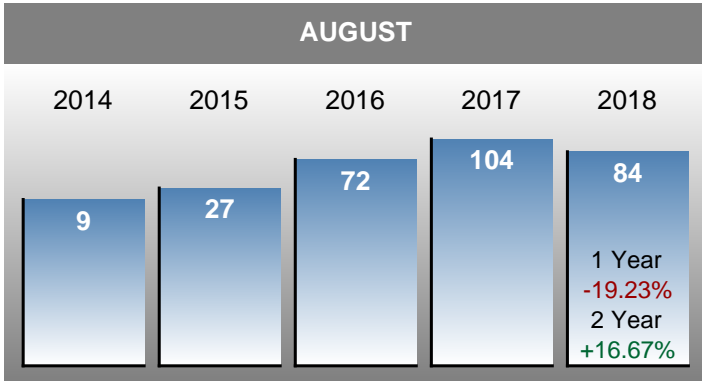
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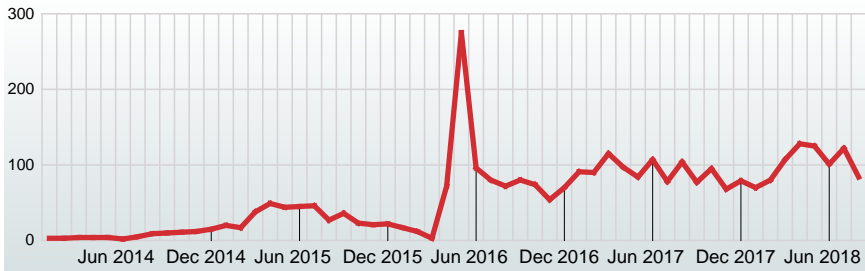


## NEW LISTINGS

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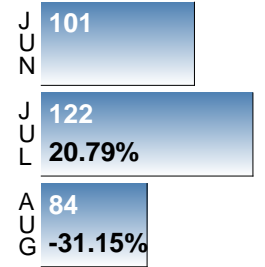


### 5 YEAR MARKET ACTIVITY TRENDS



**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
<b>Total New Listed Units</b>	<b>84</b>		<b>16</b>	<b>48</b>	<b>17</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>15,831,687</b>	<b>100%</b>	<b>1.41M</b>	<b>9.60M</b>	<b>3.75M</b>	<b>1.08M</b>
<b>Median New Listed Listing Price</b>	<b>\$126,250</b>		<b>\$39,700</b>	<b>\$126,250</b>	<b>\$159,500</b>	<b>\$425,000</b>

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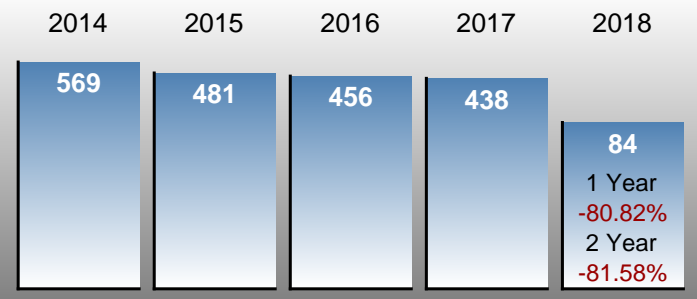
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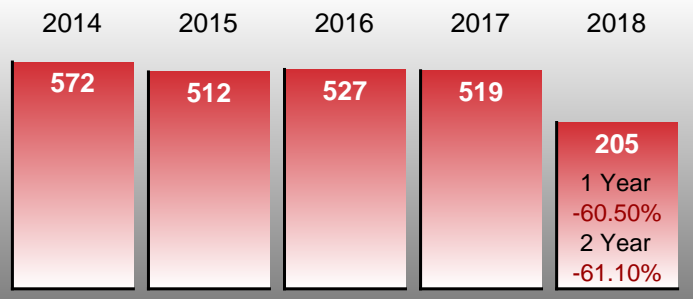
## ACTIVE INVENTORY

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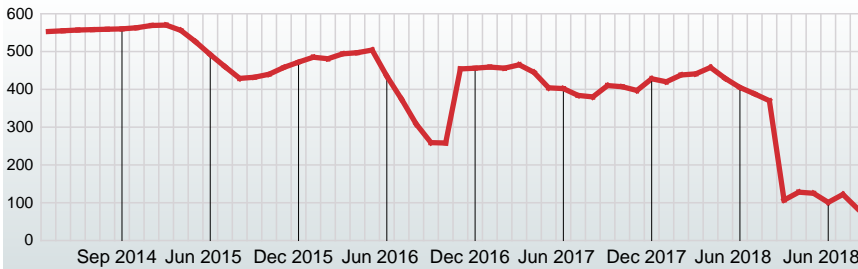
### END OF AUGUST



### ACTIVE DURING AUGUST



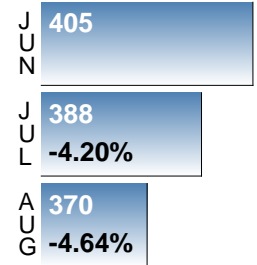
### 5 YEAR MARKET ACTIVITY TRENDS



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	23	6.22%	112.0	22	1	0	0
\$30,001 - \$60,000	59	15.95%	50.0	40	19	0	0
\$60,001 - \$90,000	49	13.24%	60.0	23	20	6	0
\$90,001 - \$170,000	98	26.49%	65.0	20	60	15	3
\$170,001 - \$240,000	55	14.86%	71.0	7	35	11	2
\$240,001 - \$360,000	50	13.51%	86.0	11	17	20	2
\$360,001 and up	36	9.73%	87.5	10	11	9	6
<b>Total Active Inventory by Units</b>	<b>370</b>			<b>133</b>	<b>163</b>	<b>61</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>72,569,057</b>	<b>100%</b>	<b>74.0</b>	<b>19.79M</b>	<b>31.37M</b>	<b>15.62M</b>	<b>5.79M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$139,900</b>			<b>\$65,000</b>	<b>\$144,900</b>	<b>\$229,000</b>	<b>\$335,000</b>

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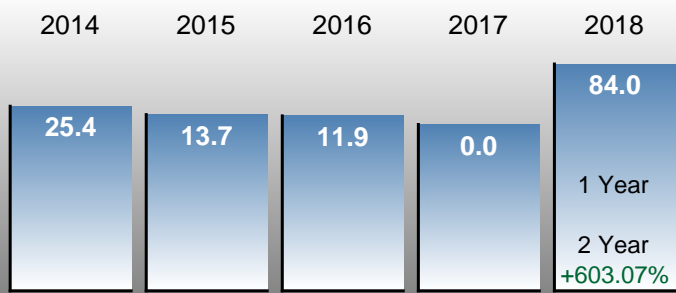
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## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR AUGUST



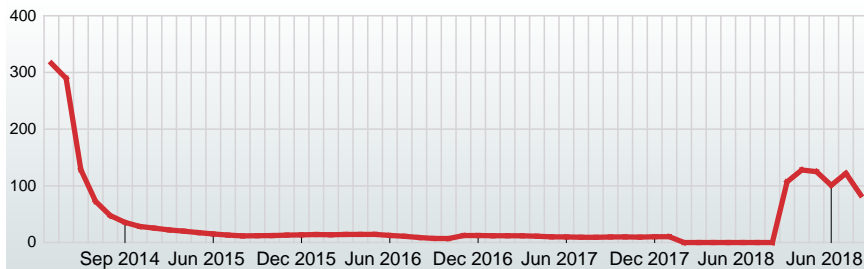
### INDICATORS FOR AUGUST 2018

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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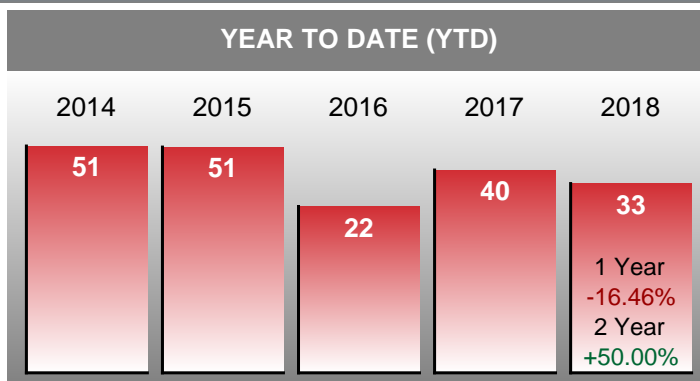
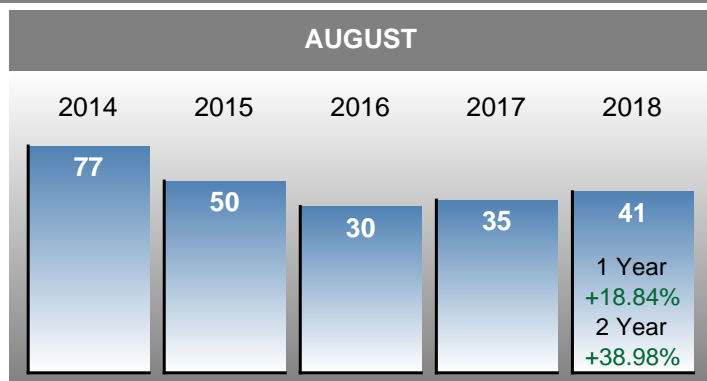
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## MEDIAN DAYS ON MARKET TO SALE

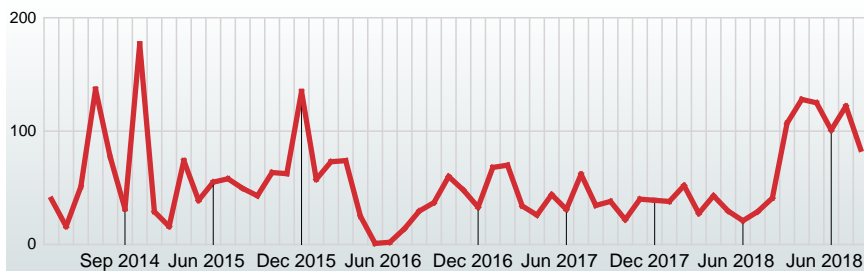
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### 5 YEAR MARKET ACTIVITY TRENDS

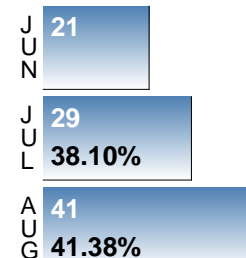
5yr AUG AVG = 46

3 MONTHS



**High**  
Oct 2014 = 177  
**Low**  
May 2016 = 1

Median Days on Market this month at **41**, below the 5 yr AUG average of **46**



### 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
\$30,000 and less	4	7.55%	69.5	75.0	85.0	7.0	0.0
\$30,001 - \$50,000	5	9.43%	18.0	31.0	17.0	0.0	0.0
\$50,001 - \$80,000	9	16.98%	27.0	25.0	28.0	51.5	0.0
\$80,001 - \$130,000	14	26.42%	79.5	32.0	82.0	41.5	0.0
\$130,001 - \$180,000	9	16.98%	28.0	0.0	29.5	28.0	0.0
\$180,001 - \$260,000	6	11.32%	103.5	1.0	103.5	171.0	0.0
\$260,001 and up	6	11.32%	93.5	0.0	59.0	109.0	105.0
<b>Median Closed DOM</b>	<b>41.0</b>			<b>31.0</b>	<b>50.0</b>	<b>64.5</b>	<b>105.0</b>
<b>Total Closed Units</b>	<b>53</b>	<b>100%</b>	<b>41.0</b>	<b>15</b>	<b>27</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,026,919</b>			<b>1.32M</b>	<b>3.58M</b>	<b>1.79M</b>	<b>335.00K</b>

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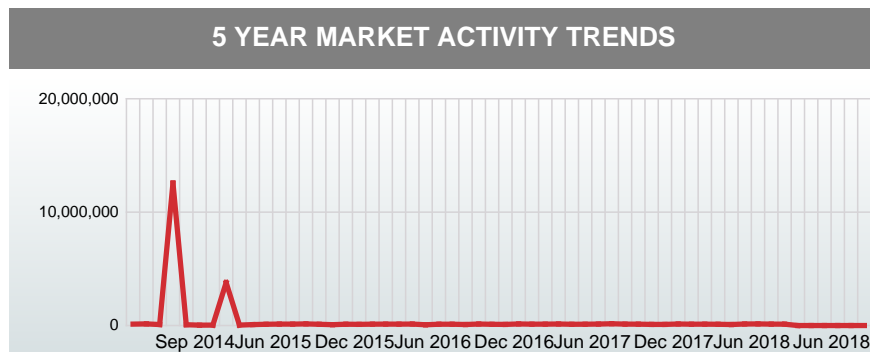
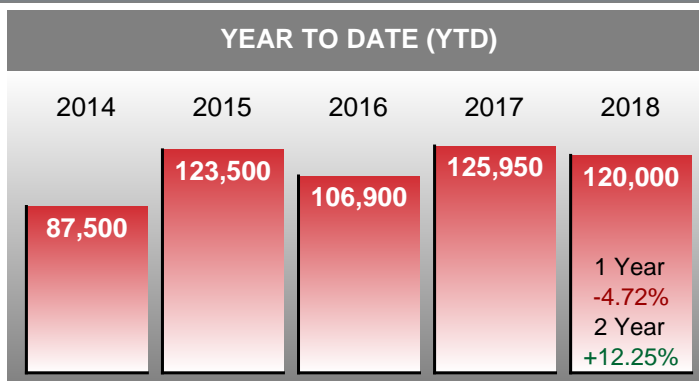
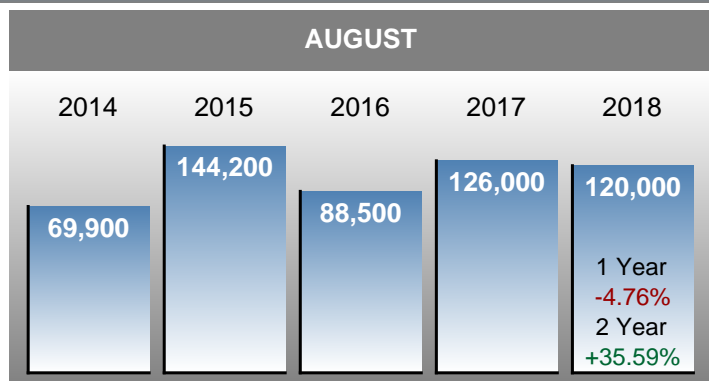
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## MEDIAN LIST PRICE AT CLOSING

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



**5yr AUG AVG = 109,720**      **3 MONTHS**

<b>High</b>	Jul 2014 = 12,565,000	JUN	142,400
<b>Low</b>	Aug 2018 = 84	JUL	125,000
<i>Median List Price</i>	this month at <b>120,000</b> ,	AUG	120,000
	above the 5 yr AUG average of <b>109,720</b>		-4.00%

## 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
\$30,000 and less	2	3.77%	20,750	0	17,000	24,500	0
\$30,001 - \$50,000	5	9.43%	39,000	39,000	43,850	0	0
\$50,001 - \$80,000	9	16.98%	69,900	69,950	60,700	79,500	0
\$80,001 - \$130,000	14	26.42%	112,400	109,900	119,500	107,000	0
\$130,001 - \$180,000	11	20.75%	147,900	145,000	147,900	159,900	0
\$180,001 - \$260,000	6	11.32%	234,750	250,000	217,250	251,000	0
\$260,001 and up	6	11.32%	327,450	0	310,560	319,900	335,000
<b>Median List Price</b>			120,000	84,900	139,000	142,450	335,000
<b>Total Closed Units</b>		100%	120,000	15	27	10	1
<b>Total Closed Volume</b>			7,412,770	1.43M	3.79M	1.85M	335.00K

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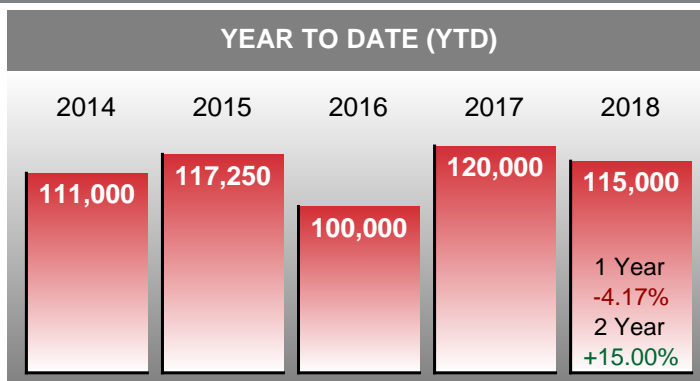
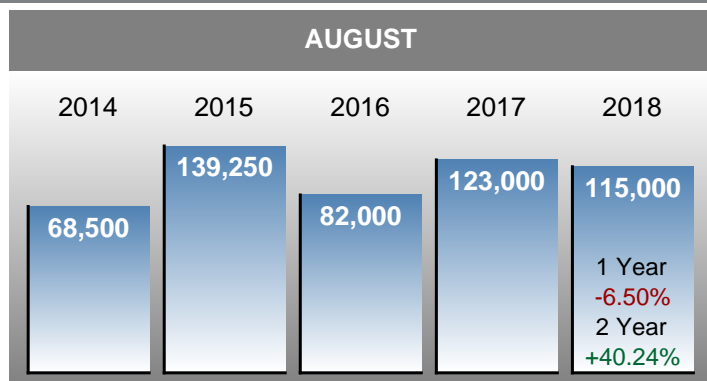
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## MEDIAN SOLD PRICE AT CLOSING

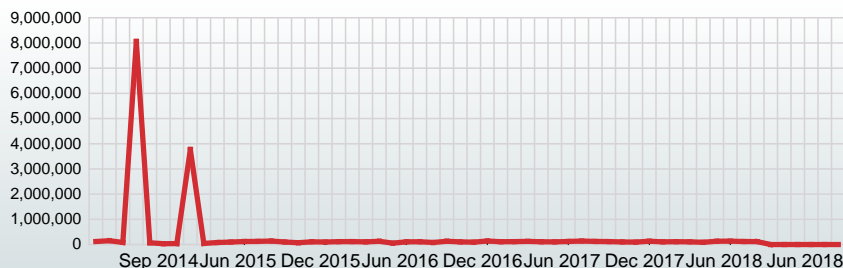
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 105,550

### 3 MONTHS



**High**  
Jul 2014 = 8,060,000

**Low**  
Aug 2018 = 84

*Median Sold Price*  
this month at **115,000**,  
above the 5 yr AUG  
average of **105,550**

JUN 134,500

JUL 120,000  
-10.78%

AUG 115,000  
-4.17%

### 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
\$30,000 and less	4	7.55%	26,935	30,000	22,760	24,500	0
\$30,001 - \$50,000	5	9.43%	41,000	37,500	48,750	0	0
\$50,001 - \$80,000	9	16.98%	60,000	71,000	59,950	66,750	0
\$80,001 - \$130,000	14	26.42%	110,000	109,900	115,000	102,500	0
\$130,001 - \$180,000	9	16.98%	142,500	0	142,250	155,000	0
\$180,001 - \$260,000	6	11.32%	223,500	250,000	206,000	241,000	0
\$260,001 and up	6	11.32%	325,000	0	304,000	315,000	335,000
<b>Median Sold Price</b>			115,000	81,500	131,500	137,500	335,000
<b>Total Closed Units</b>		100%	115,000	15	27	10	1
<b>Total Closed Volume</b>			7,026,919	1.32M	3.58M	1.79M	335.00K

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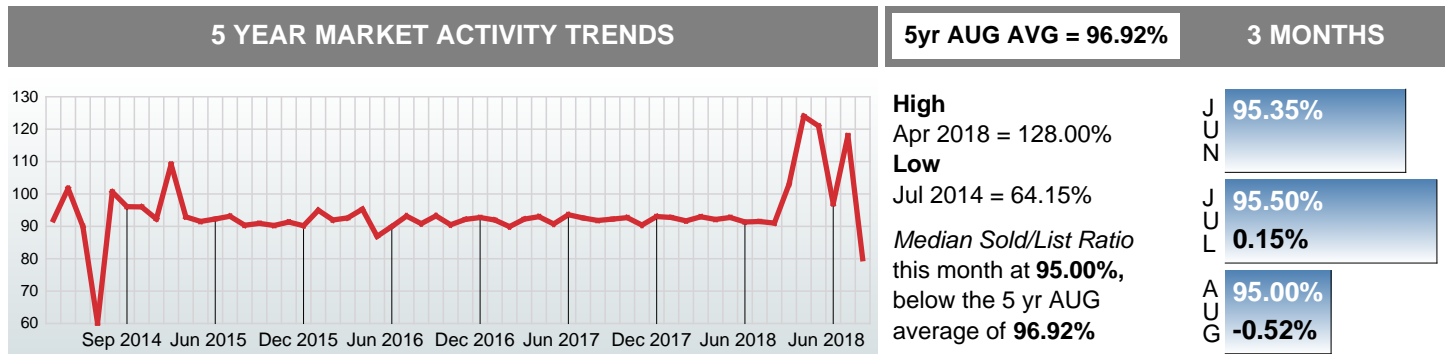
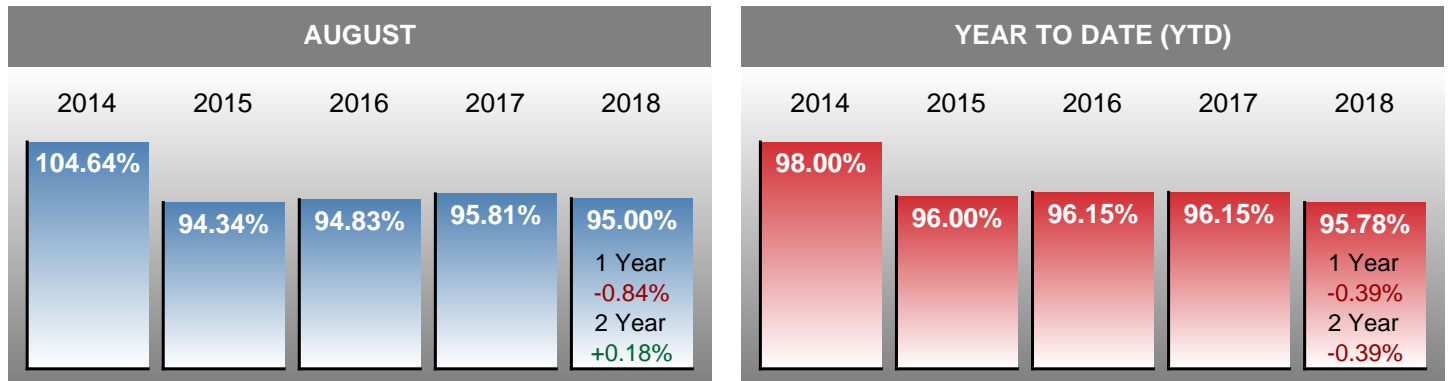
# August 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



## 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
\$30,000 and less	4	7.55%	86.35%	76.92%	86.35%	100.00%	0.00%
\$30,001 \$50,000	5	9.43%	90.91%	90.36%	93.05%	0.00%	0.00%
\$50,001 \$80,000	9	16.98%	93.02%	85.78%	93.17%	83.88%	0.00%
\$80,001 \$130,000	14	26.42%	93.59%	95.43%	88.53%	95.75%	0.00%
\$130,001 \$180,000	9	16.98%	96.94%	0.00%	98.01%	96.94%	0.00%
\$180,001 \$260,000	6	11.32%	96.30%	100.00%	94.80%	96.02%	0.00%
\$260,001 and up	6	11.32%	98.67%	0.00%	97.59%	98.47%	100.00%
Median Sold/List Ratio		95.00%		91.67%	94.04%	96.91%	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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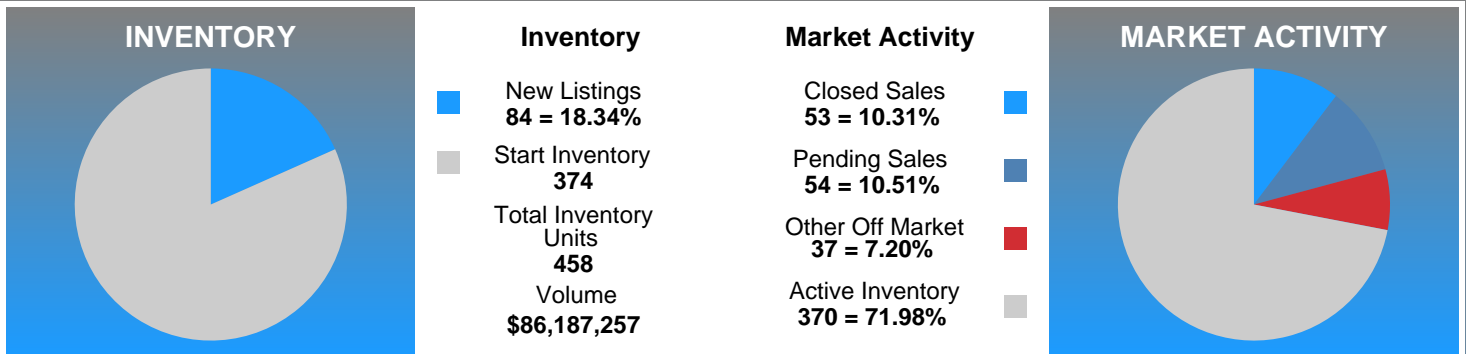
# August 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

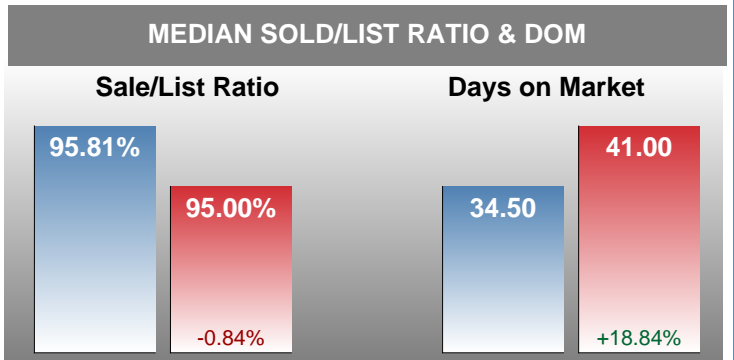
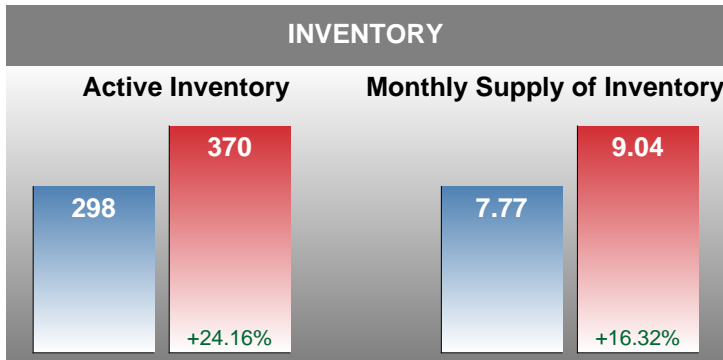
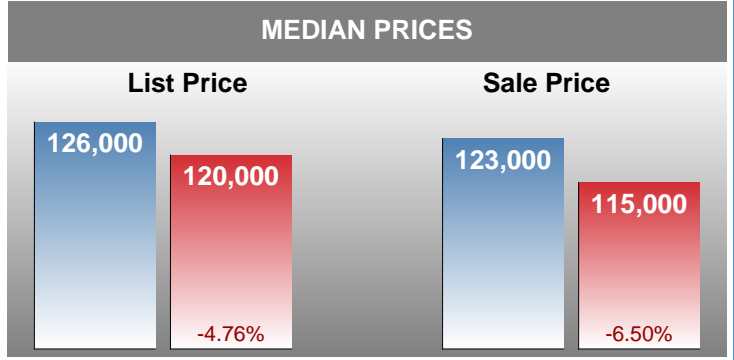
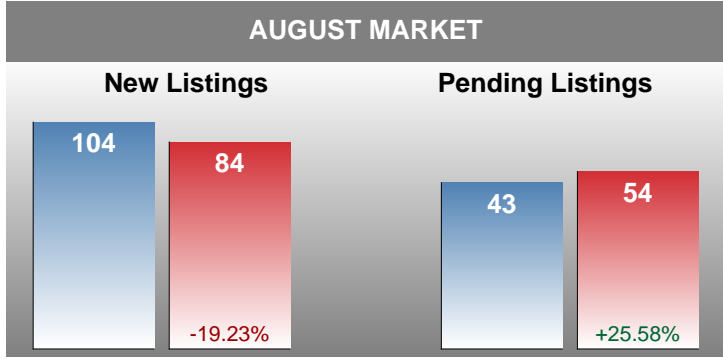


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	62	53	-14.52%	320	327	2.19%
Pending Sales	43	54	25.58%	353	359	1.70%
New Listings	104	84	-19.23%	766	817	6.66%
Median List Price	126,000	120,000	-4.76%	125,950	120,000	-4.72%
Median Sale Price	123,000	115,000	-6.50%	120,000	115,000	-4.17%
Median Percent of Selling Price to List Price	95.81%	95.00%	-0.84%	96.15%	95.78%	-0.39%
Median Days on Market to Sale	34.50	41.00	18.84%	39.50	33.00	-16.46%
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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Email: support@mlstechnology.com