

## July 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

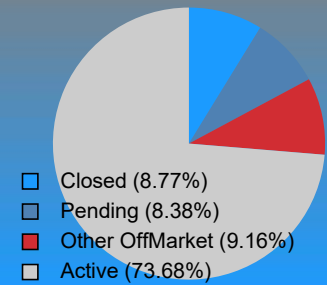


## MONTHLY INVENTORY ANALYSIS

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%
Average List Price	172,324	148,928	-13.58%
Average Sale Price	156,968	141,203	-10.04%
Average Percent of List Price to Selling Price	94.29%	93.55%	-0.78%
Average Days on Market to Sale	80.82	43.42	-46.27%
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.

## 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 **10.04%** in July 2018 to \$141,203 versus the previous year at \$156,968.

## Average Days on Market Shortens

The average number of **43.42** days that homes spent on the market before selling decreased by 37.40 days or **46.27%** in July 2018 compared to last year's same month at **80.82** DOM.

## Sales Success for July 2018 is Positive

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

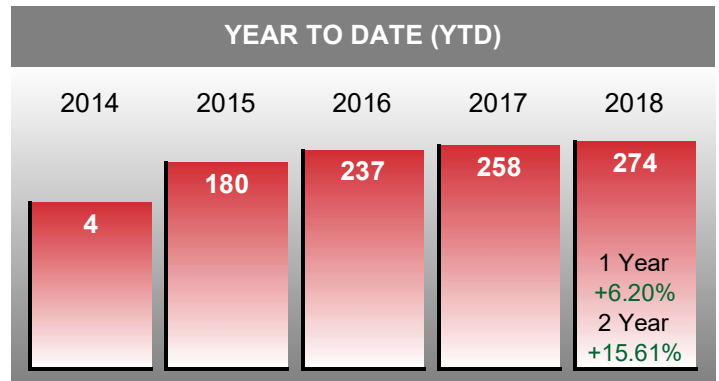
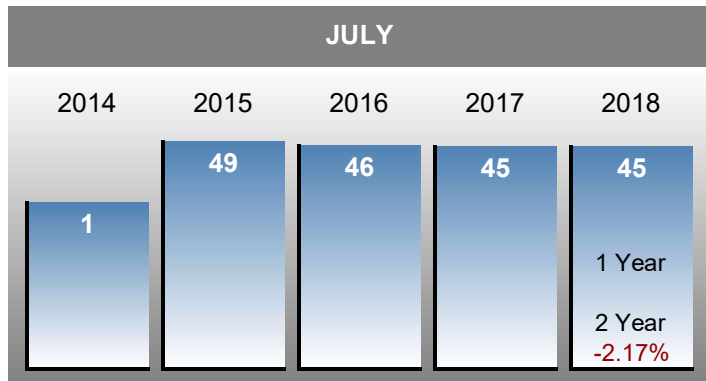
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## CLOSED LISTINGS

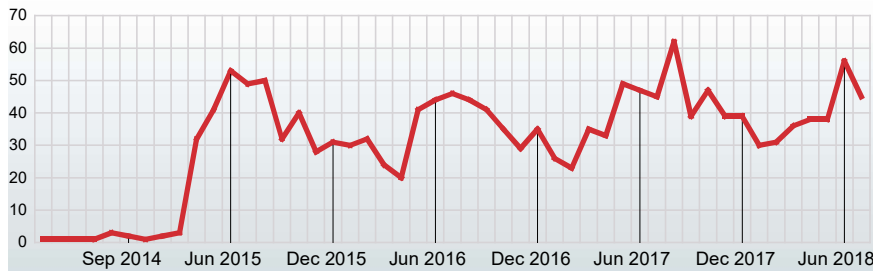
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr 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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.89%	27.3	1	3	0	0
\$40,001 - \$80,000	6	13.33%	40.8	4	2	0	0
\$80,001 - \$90,000	4	8.89%	37.0	0	3	1	0
\$90,001 - \$140,000	15	33.33%	28.3	1	14	0	0
\$140,001 - \$180,000	5	11.11%	41.0	0	5	0	0
\$180,001 - \$260,000	6	13.33%	47.2	1	3	2	0
\$260,001 and up	5	11.11%	108.0	1	3	1	0
<b>Total Closed Units</b>	<b>45</b>			<b>8</b>	<b>33</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,354,125</b>	<b>100%</b>	<b>43.4</b>	<b>922.00K</b>	<b>4.43M</b>	<b>1.00M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$141,203</b>			<b>\$115,250</b>	<b>\$134,216</b>	<b>\$250,750</b>	<b>\$0</b>

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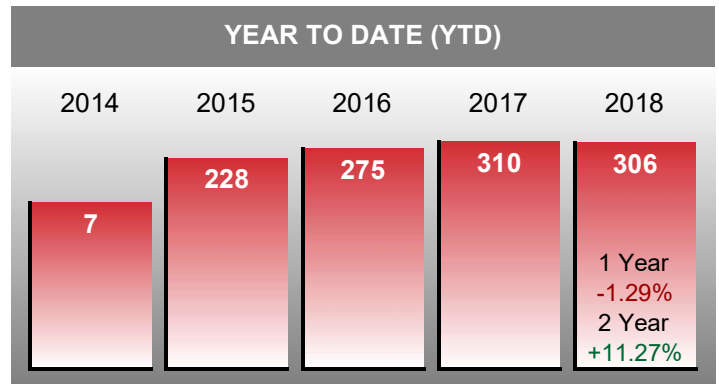
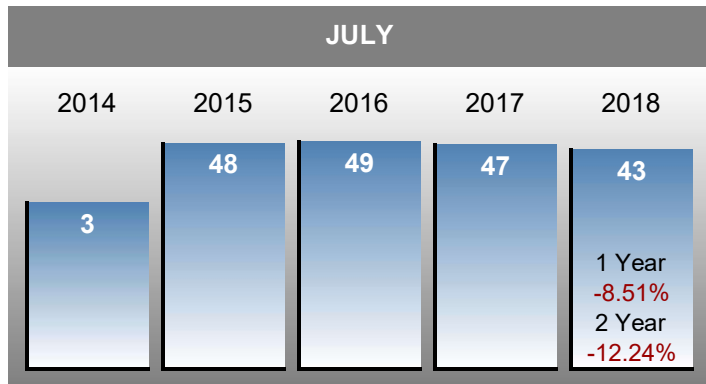
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## PENDING LISTINGS

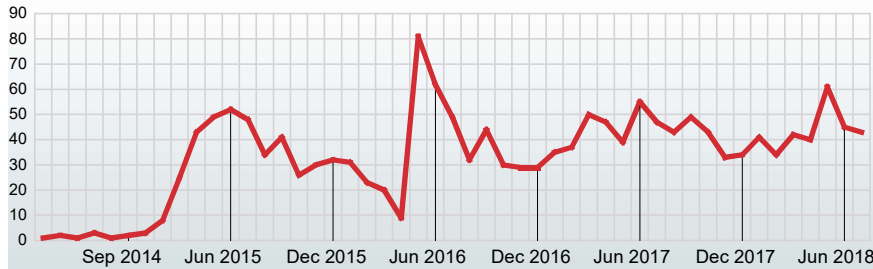
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### 5 YEAR MARKET ACTIVITY TRENDS

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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	9.30%	48.3	2	2	0	0
\$40,001 - \$70,000	5	11.63%	62.0	2	3	0	0
\$70,001 - \$110,000	7	16.28%	63.3	2	2	3	0
\$110,001 - \$130,000	7	16.28%	40.3	2	4	1	0
\$130,001 - \$220,000	11	25.58%	72.2	2	8	1	0
\$220,001 - \$250,000	5	11.63%	60.4	2	0	2	1
\$250,001 and up	4	9.30%	100.8	0	2	1	1
<b>Total Pending Units</b>	<b>43</b>			<b>12</b>	<b>21</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>6,074,550</b>	<b>100%</b>	<b>57.3</b>	<b>1.32M</b>	<b>2.79M</b>	<b>1.29M</b>	<b>674.50K</b>
<b>Average Listing Price</b>	<b>\$140,143</b>			<b>\$109,754</b>	<b>\$132,929</b>	<b>\$161,438</b>	<b>\$337,250</b>

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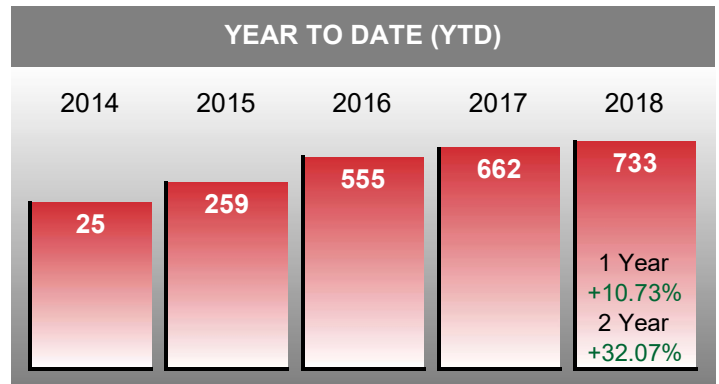
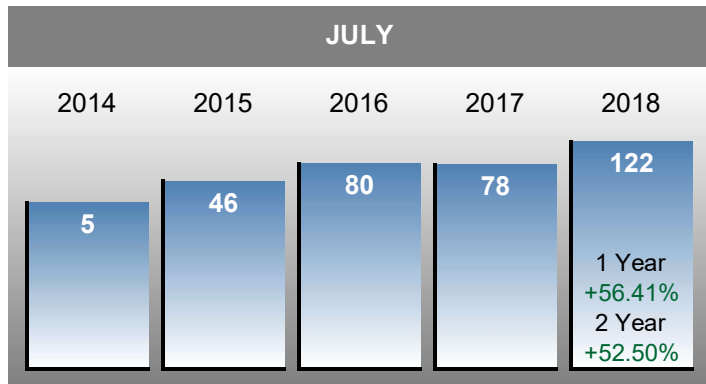
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## NEW LISTINGS

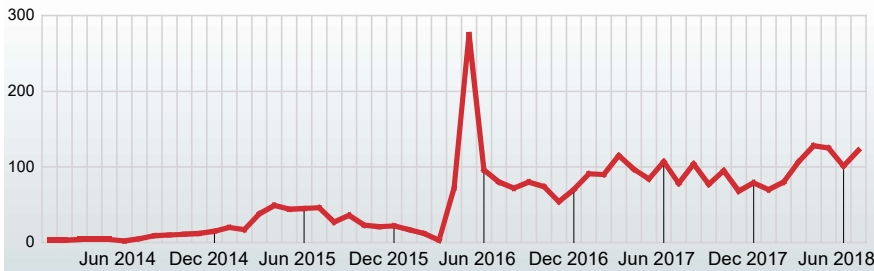
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### 5 YEAR MARKET ACTIVITY TRENDS

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
<b>Total New Listed Units</b>	<b>122</b>		<b>46</b>	<b>54</b>	<b>21</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>19,230,185</b>	<b>100%</b>	<b>6.83M</b>	<b>8.06M</b>	<b>4.17M</b>	<b>164.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$89,250</b>		<b>\$148,562</b>	<b>\$149,326</b>	<b>\$198,511</b>	<b>\$164,000</b>

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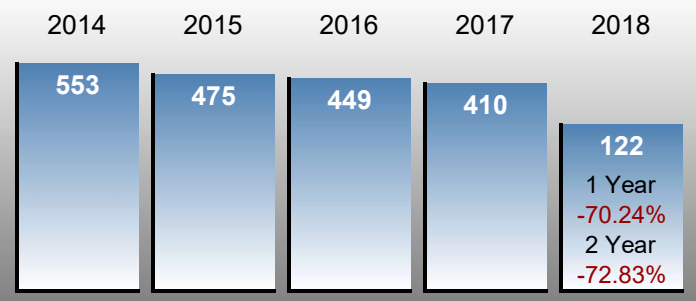
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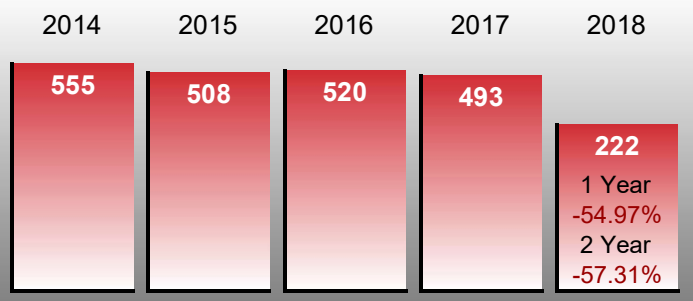
## ACTIVE INVENTORY

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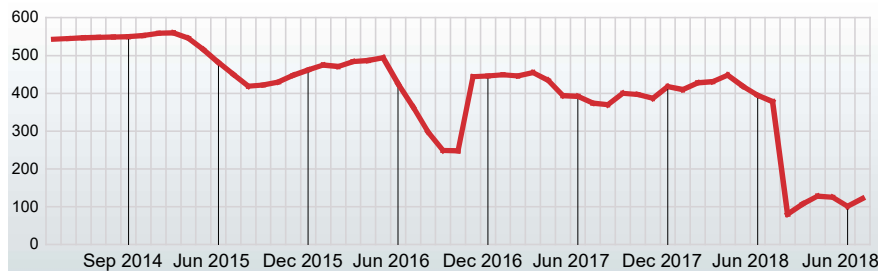
### END OF JULY



### 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
	-5.73%
JUL	378
	-4.30%

### 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	18	4.76%	99.7	17	1	0	0
\$25,001 - \$50,000	51	13.49%	73.0	42	9	0	0
\$50,001 - \$75,000	41	10.85%	57.8	23	18	0	0
\$75,001 - \$175,000	129	34.13%	76.6	42	65	20	2
\$175,001 - \$225,000	44	11.64%	63.8	5	27	10	2
\$225,001 - \$350,000	56	14.81%	73.8	8	25	21	2
\$350,001 and up	39	10.32%	71.6	13	11	9	6
<b>Total Active Inventory by Units</b>	<b>378</b>			<b>150</b>	<b>156</b>	<b>60</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>71,447,033</b>	<b>100%</b>	<b>72.8</b>	<b>22.35M</b>	<b>27.92M</b>	<b>15.53M</b>	<b>5.65M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$189,013</b>			<b>\$149,029</b>	<b>\$178,942</b>	<b>\$258,769</b>	<b>\$470,958</b>

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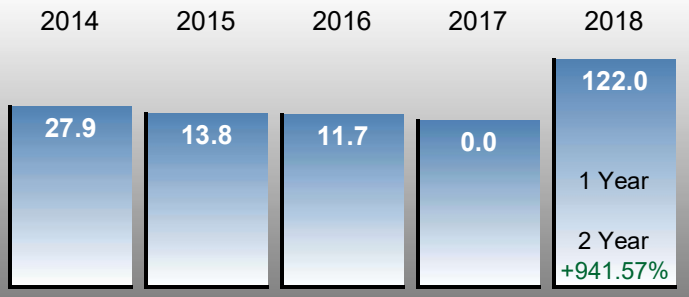
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## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR JULY



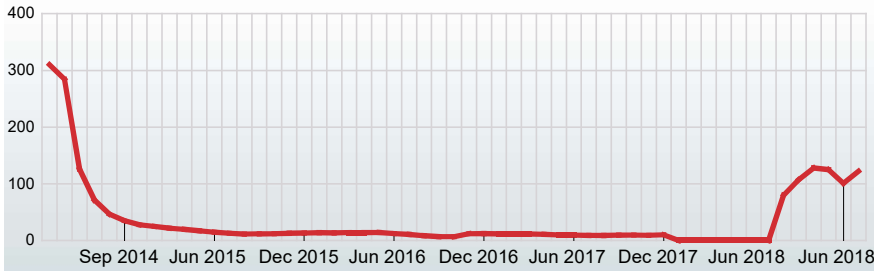
### INDICATORS FOR JULY 2018

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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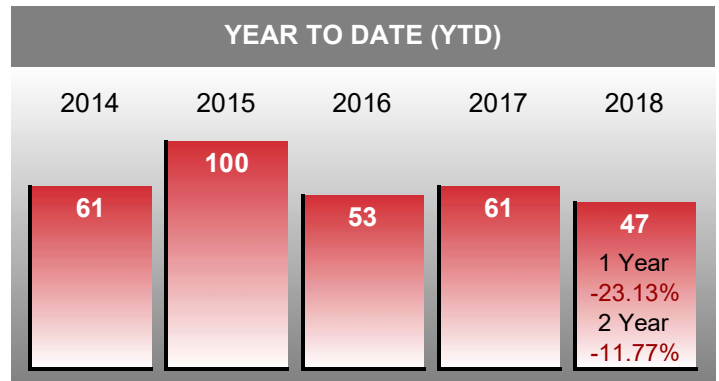
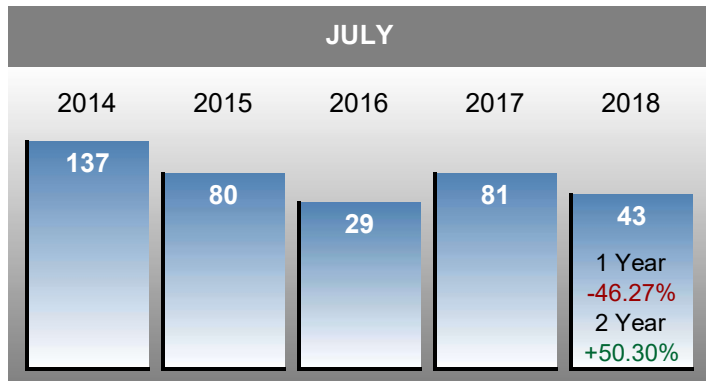
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## AVERAGE DAYS ON MARKET TO SALE

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUL AVG = 74**      **3 MONTHS**



**High**  
Oct 2014 = 177  
**Low**  
May 2016 = 10  
*Average Days on Market*  
this month at **43**,  
below the 5 yr JUL  
average of **74**

MAY	44
JUN	37
<b>-15.52%</b>	
JUL	43
<b>16.12%</b>	

### 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
\$40,000 and less	4	8.89%	27.3	38.0	23.7	0.0	0.0
\$40,001 - \$80,000	6	13.33%	40.8	19.8	83.0	0.0	0.0
\$80,001 - \$90,000	4	8.89%	37.0	0.0	39.7	29.0	0.0
\$90,001 - \$140,000	15	33.33%	28.3	9.0	29.6	0.0	0.0
\$140,001 - \$180,000	5	11.11%	41.0	0.0	41.0	0.0	0.0
\$180,001 - \$260,000	6	13.33%	47.2	35.0	45.7	55.5	0.0
\$260,001 and up	5	11.11%	108.0	284.0	37.7	143.0	0.0
<b>Average Closed DOM</b>			43.4	55.6	37.2	70.8	0.0
<b>Total Closed Units</b>		100%	43.4	8	33	4	
<b>Total Closed Volume</b>			6,354,125	922.00K	4.43M	1.00M	0.00B

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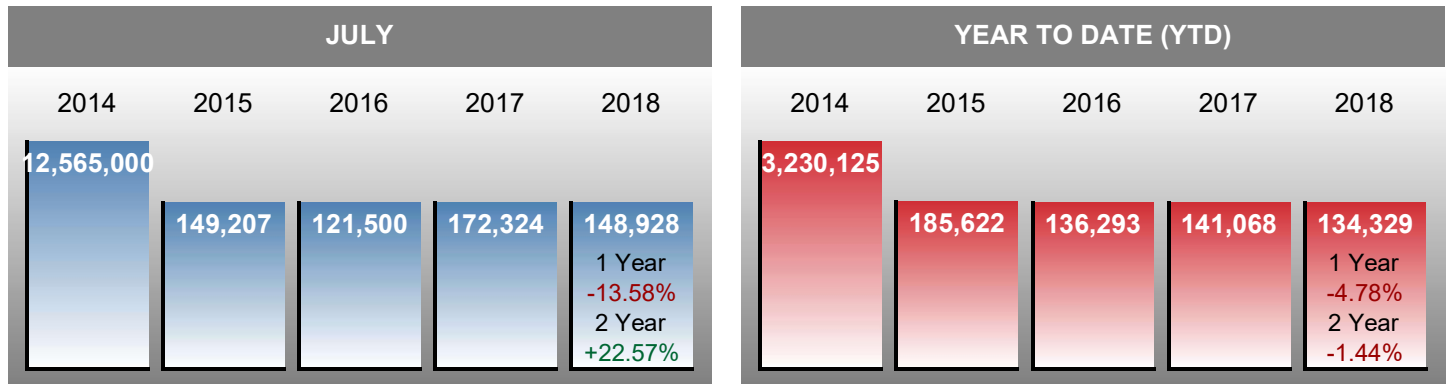
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## AVERAGE LIST PRICE AT CLOSING

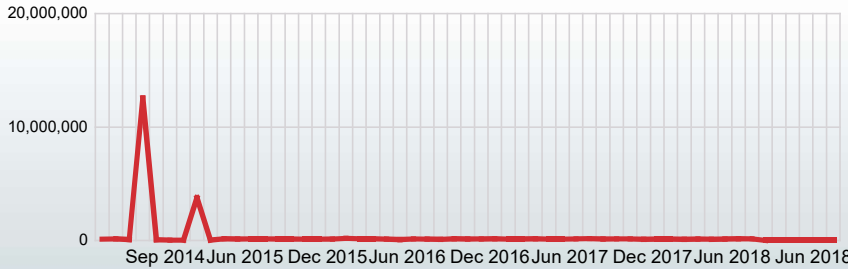
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 2,631,392

3 MONTHS



**High**  
Jul 2014 = 12,565,000  
**Low**  
Feb 2018 = 80  
*Average List Price*  
this month at **148,928**,  
below the 5 yr JUL  
average of **2,631,392**

MAY	134,976
JUN	155,091
JUL	148,928
JUL	-3.97%
<b>14.90%</b>	

### 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
\$40,000 and less	4	8.89%	26,945	14,900	30,960	0	0
\$40,001 - \$80,000	6	13.33%	60,167	57,875	64,750	0	0
\$80,001 - \$90,000	4	8.89%	86,750	0	87,500	84,500	0
\$90,001 - \$140,000	12	26.67%	116,642	112,500	124,436	0	0
\$140,001 - \$180,000	7	15.56%	157,114	0	166,960	0	0
\$180,001 - \$260,000	7	15.56%	217,857	247,700	203,133	239,000	0
\$260,001 and up	5	11.11%	372,300	400,000	324,000	489,500	0
<b>Average List Price</b>			148,928	125,825	140,702	263,000	0
<b>Total Closed Units</b>		100%	148,928	8	33	4	
<b>Total Closed Volume</b>			6,701,780	1.01M	4.64M	1.05M	0.00B

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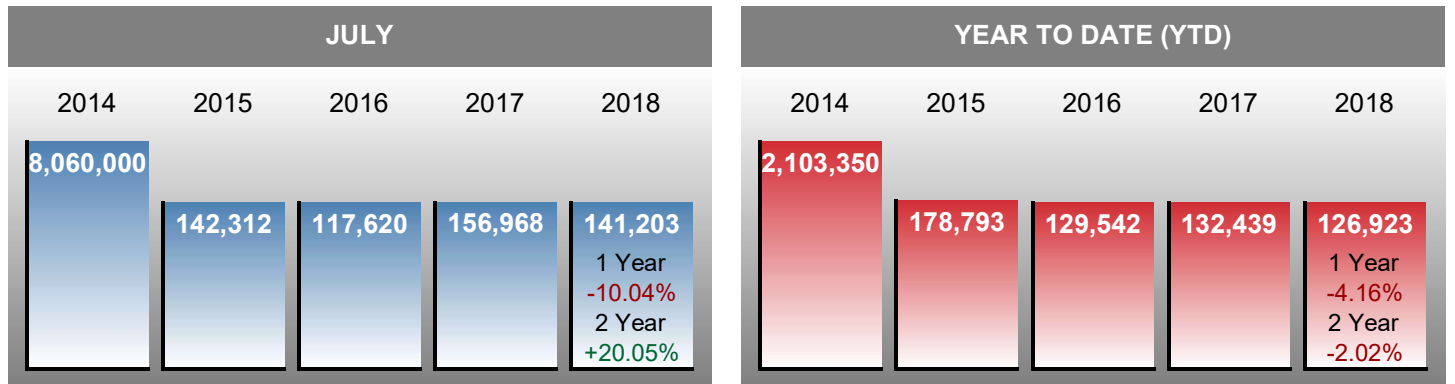
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## AVERAGE SOLD PRICE AT CLOSING

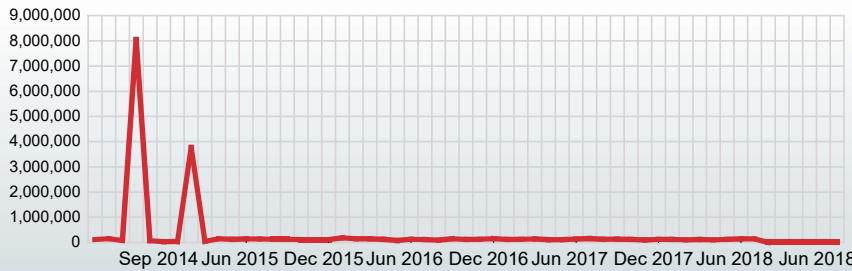
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 1,723,621

3 MONTHS



**High**  
Jul 2014 = 8,060,000  
**Low**  
Feb 2018 = 80  
*Average Sold Price*  
this month at **141,203**,  
below the 5 yr JUL  
average of **1,723,621**

**MAY** 127,461  
**JUN** 144,587  
**JUL** 141,203  
**13.44%**  
**-2.34%**

### 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
\$40,000 and less	4	8.89%	20,375	12,000	23,167	0	0
\$40,001 - \$80,000	6	13.33%	55,525	51,500	63,575	0	0
\$80,001 - \$90,000	4	8.89%	85,875	0	87,167	82,000	0
\$90,001 - \$140,000	15	33.33%	116,940	110,000	117,436	0	0
\$140,001 - \$180,000	5	11.11%	163,445	0	163,445	0	0
\$180,001 - \$260,000	6	13.33%	210,567	218,000	198,133	225,500	0
\$260,001 and up	5	11.11%	352,250	376,000	305,083	470,000	0
<b>Average Sold Price</b>			141,203	115,250	134,216	250,750	0
<b>Total Closed Units</b>		100%	141,203	8	33	4	
<b>Total Closed Volume</b>			6,354,125	922.00K	4.43M	1.00M	0.00B

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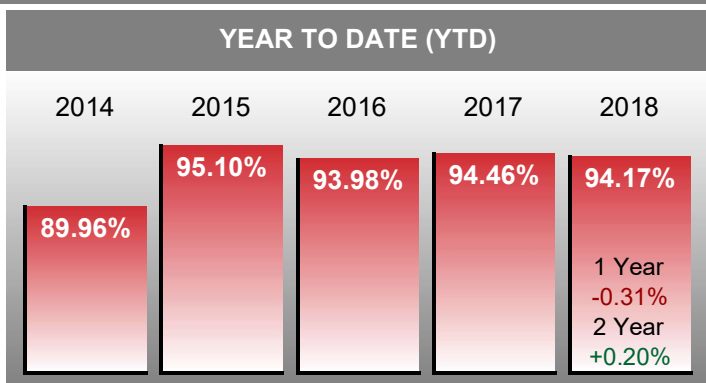
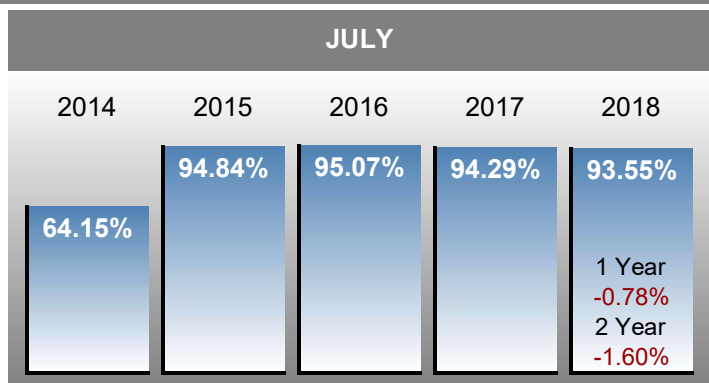
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## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

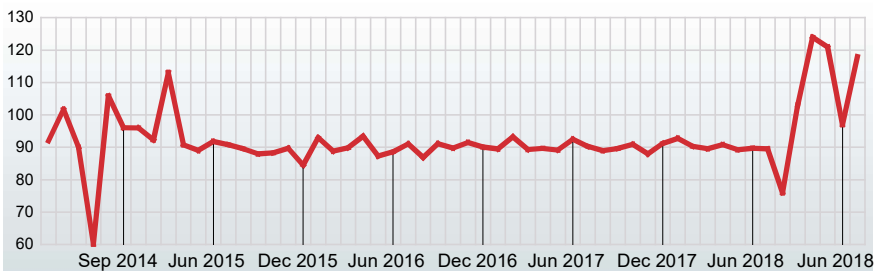
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 88.38%

3 MONTHS



**High**  
Apr 2018 = 128.00%

**Low**  
Jul 2014 = 64.15%

*Average Sold/List Ratio*  
this month at **93.55%**,  
above the 5 yr JUL  
average of **88.38%**

MAY **93.26%**

JUN **93.72%**  
**0.49%**

JUL **93.55%**  
**-0.18%**

## 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
\$40,000 and less	4	8.89%	76.02%	80.54%	74.51%	0.00%	0.00%
\$40,001 \$80,000	6	13.33%	92.04%	88.73%	98.66%	0.00%	0.00%
\$80,001 \$90,000	4	8.89%	98.96%	0.00%	99.60%	97.04%	0.00%
\$90,001 \$140,000	15	33.33%	94.88%	97.78%	94.67%	0.00%	0.00%
\$140,001 \$180,000	5	11.11%	98.00%	0.00%	98.00%	0.00%	0.00%
\$180,001 \$260,000	6	13.33%	94.92%	88.01%	97.59%	94.37%	0.00%
\$260,001 and up	5	11.11%	94.97%	94.00%	94.95%	96.02%	0.00%
<b>Average Sold/List Ratio</b>			<b>93.50%</b>	<b>89.41%</b>	<b>94.32%</b>	<b>95.45%</b>	<b>0.00%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>93.50%</b>	<b>8</b>	<b>33</b>	<b>4</b>	
<b>Total Closed Volume</b>				<b>922.00K</b>	<b>4.43M</b>	<b>1.00M</b>	<b>0.00B</b>

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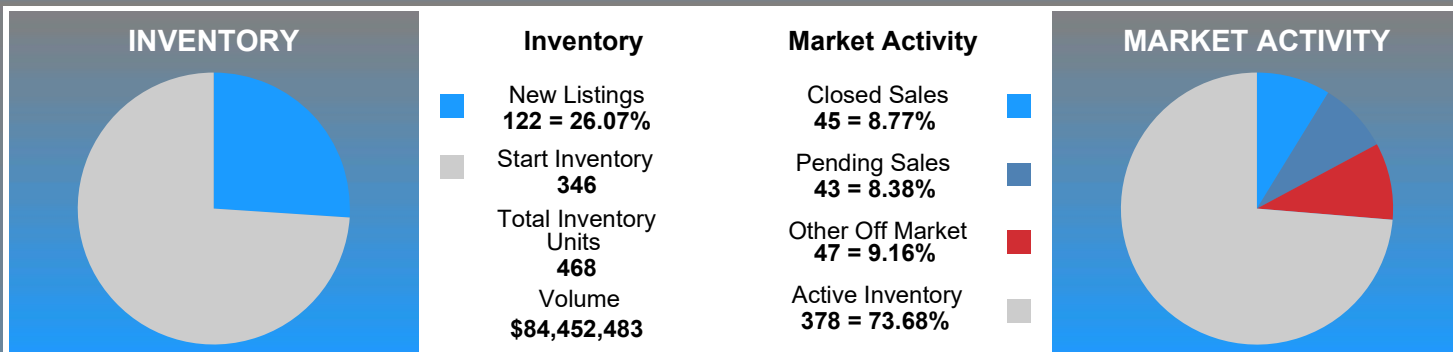
# July 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

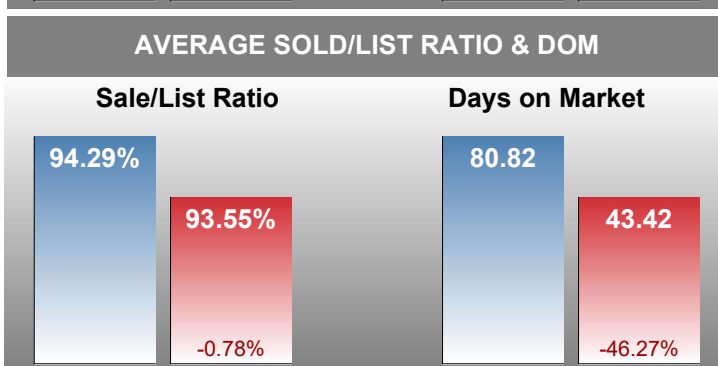
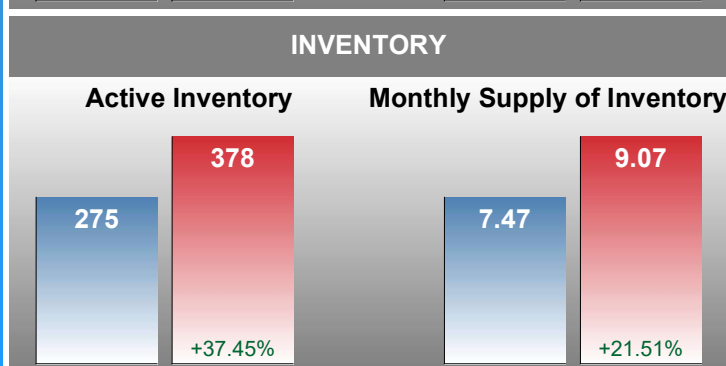
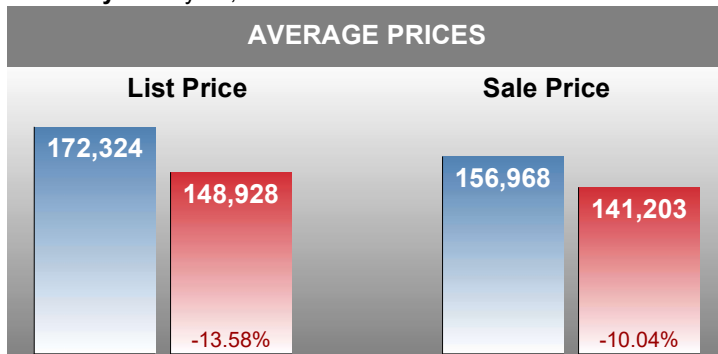
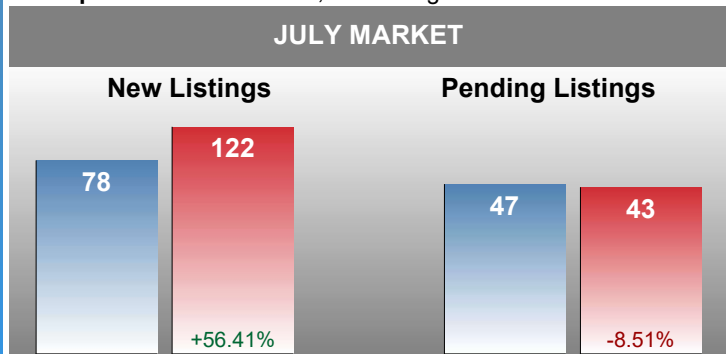


Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	45	45	0.00%	258	274	6.20%
Pending Sales	47	43	-8.51%	310	306	-1.29%
New Listings	78	122	56.41%	662	733	10.73%
Average List Price	172,324	148,928	-13.58%	141,068	134,329	-4.78%
Average Sale Price	156,968	141,203	-10.04%	132,439	126,923	-4.16%
Average Percent of Selling Price to List Price	94.29%	93.55%	-0.78%	94.46%	94.17%	-0.31%
Average Days on Market to Sale	80.82	43.42	-46.27%	61.15	47.00	-23.13%
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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