

June 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

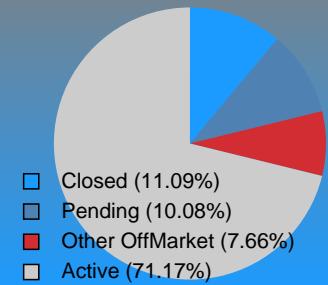


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	47	55	17.02%
Pending Listings	55	50	-9.09%
New Listings	107	101	-5.61%
Average List Price	146,485	156,656	6.94%
Average Sale Price	140,097	145,980	4.20%
Average Percent of List Price to Selling Price	96.51%	93.63%	-2.98%
Average Days on Market to Sale	44.62	38.04	-14.75%
End of Month Inventory	280	353	26.07%
Months Supply of Inventory	7.58	8.49	11.92%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of June 30, 2018 = **353**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2018 rose **26.07%** to 353 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 **8.49** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **4.20%** in June 2018 to \$145,980 versus the previous year at \$140,097.

Average Days on Market Shortens

The average number of **38.04** days that homes spent on the market before selling decreased by 6.58 days or **14.75%** in June 2018 compared to last year's same month at **44.62** DOM.

Sales Success for June 2018 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 101 New Listings in June 2018, down **5.61%** from last year at 107. Furthermore, there were 55 Closed Listings this month versus last year at 47, a **17.02%** increase.

Closed versus Listed trends yielded a **54.5%** ratio, up from previous year's, June 2017, at **43.9%**, a **23.97%** upswing. 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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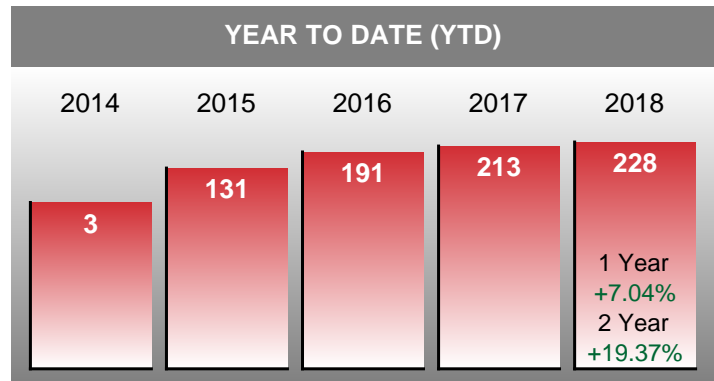
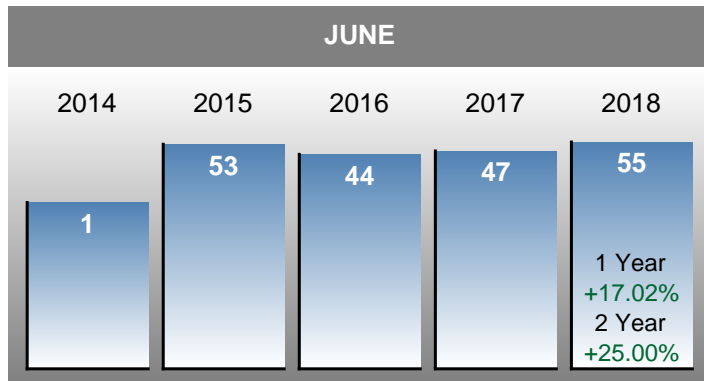
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CLOSED LISTINGS

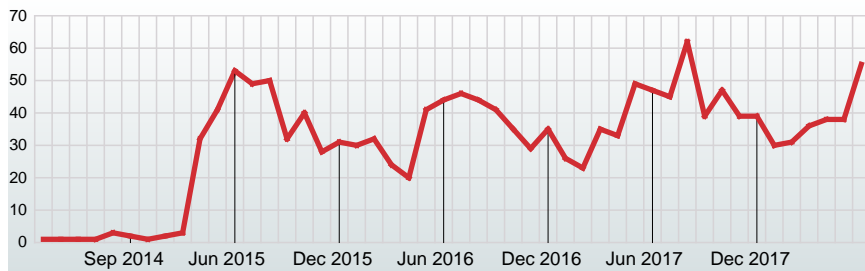
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 40

3 MONTHS



High
Aug 2017 = 62
Low
Oct 2014 = 1
Closed Listings
this month at **55**,
above the 5 yr JUN
average of **40**

A	38
P	38
R	0.00%
M	55
A	44.74%
Y	
J	
U	
N	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	9.09%	20.6	4	1	0	0
\$30,001 - \$70,000	7	12.73%	41.7	5	2	0	0
\$70,001 - \$90,000	6	10.91%	15.0	3	3	0	0
\$90,001 - \$150,000	14	25.45%	38.4	1	10	3	0
\$150,001 - \$180,000	9	16.36%	46.8	0	7	2	0
\$180,001 - \$250,000	7	12.73%	44.6	0	6	1	0
\$250,001 and up	7	12.73%	48.0	1	1	4	1
Total Closed Units	55			14	30	10	1
Total Closed Volume	8,028,895	100%	38.0	923.15K	4.28M	2.14M	685.00K
Average Closed Price	\$145,980			\$65,939	\$142,542	\$214,450	\$685,000

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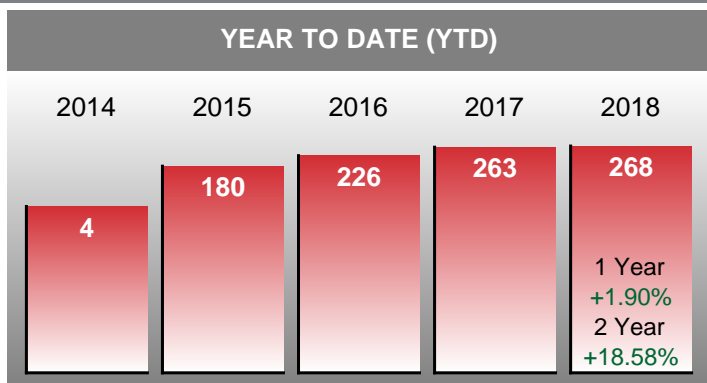
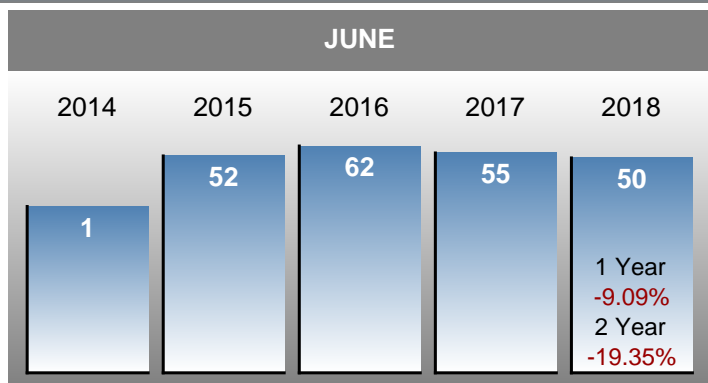
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PENDING LISTINGS

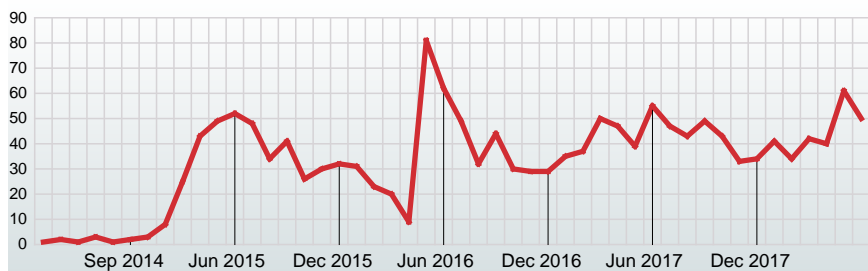
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 44

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **50**,
above the 5 yr JUN
average of **44**

A	40
P	
R	
M	61
A	52.50%
Y	
J	50
U	-18.03%
N	

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	10.00%	52.6	3	2	0	0
\$30,001 - \$50,000	5	10.00%	40.6	2	3	0	0
\$50,001 - \$80,000	4	8.00%	36.3	3	1	0	0
\$80,001 - \$140,000	16	32.00%	33.6	4	10	2	0
\$140,001 - \$170,000	6	12.00%	40.8	1	4	1	0
\$170,001 - \$260,000	9	18.00%	56.8	1	8	0	0
\$260,001 and up	5	10.00%	65.4	0	2	3	0
Total Pending Units	50			14	30	6	0
Total Pending Volume	6,617,800	100%	29.4	1.05M	4.24M	1.33M	0.00B
Average Listing Price	\$96,180			\$74,693	\$141,290	\$222,233	\$0

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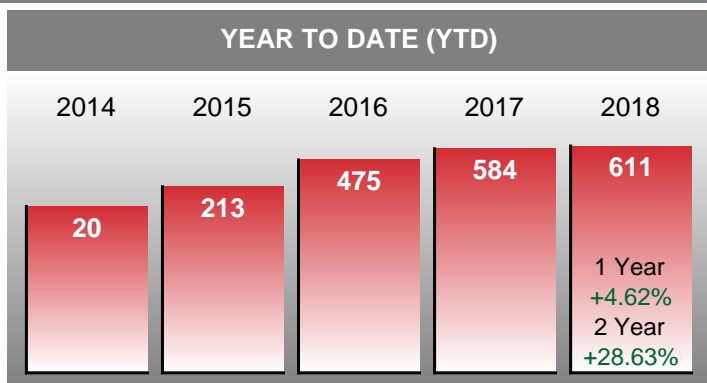
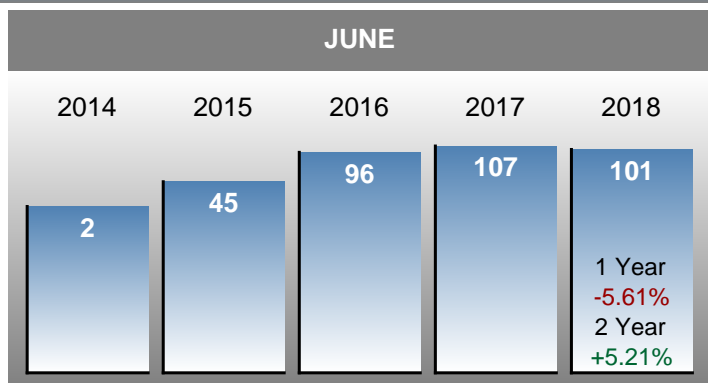
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NEW LISTINGS

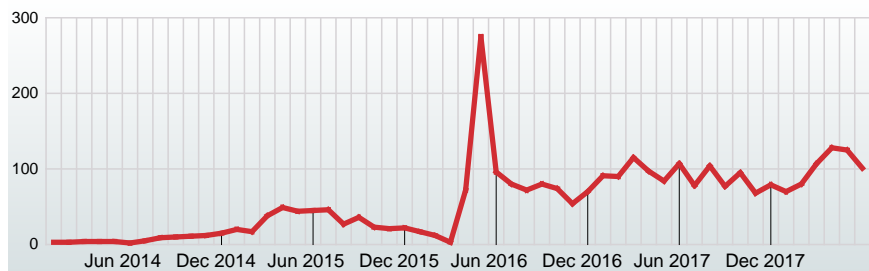
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 70

3 MONTHS



High
May 2016 = 275
Low
Jun 2014 = 2
New Listings
this month at **101**,
above the 5 yr JUN
average of **70**

A P R	128
M A Y	125 -2.34%
J U N	101 -19.20%

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	6	5.94%	6	0	0	0
\$30,001 - \$60,000	14	13.86%	10	4	0	0
\$60,001 - \$110,000	18	17.82%	6	10	2	0
\$110,001 - \$170,000	22	21.78%	6	12	4	0
\$170,001 - \$240,000	18	17.82%	1	11	6	0
\$240,001 - \$350,000	12	11.88%	3	5	4	0
\$350,001 and up	11	10.89%	3	2	4	2
Total New Listed Units	101		35	44	20	2
Total New Listed Volume	21,107,148	100%	6.40M	7.10M	5.31M	2.30M
Average New Listed Listing Price	\$99,071		\$182,780	\$161,392	\$265,430	\$1,150,000

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June 2018

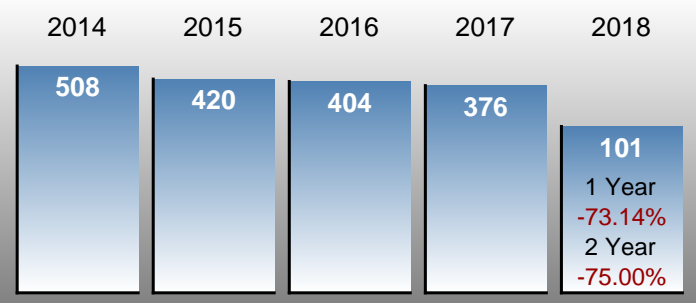
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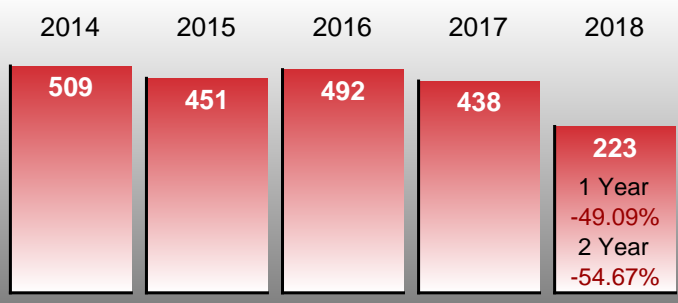
ACTIVE INVENTORY

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END OF JUNE



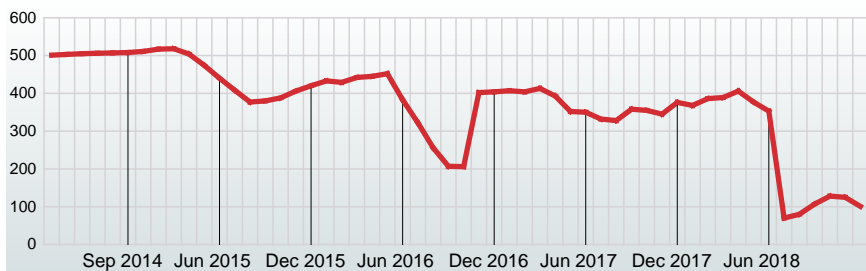
ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 362

3 MONTHS



High
Mar 2015 = 518
Low
Jan 2018 = 70
Inventory
this month at **101**,
below the 5 yr JUN
average of **362**

A P R	406
M A Y	377 -7.14%
J U N	353 -6.37%

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	22	6.23%	79.3	21	1	0	0
\$25,001 - \$50,000	37	10.48%	79.2	32	5	0	0
\$50,001 - \$75,000	33	9.35%	77.8	17	15	1	0
\$75,001 - \$150,000	102	28.90%	78.4	32	55	13	2
\$150,001 - \$225,000	70	19.83%	67.1	14	39	15	2
\$225,001 - \$350,000	54	15.30%	64.0	10	25	16	3
\$350,001 and up	35	9.92%	62.0	8	11	8	8
Total Active Inventory by Units	353			134	151	53	15
Total Active Inventory by Volume	66,883,948	100%	72.4	18.87M	27.26M	13.94M	6.81M
Average Active Inventory Listing Price	\$189,473			\$140,835	\$180,524	\$263,038	\$454,127

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June 2018

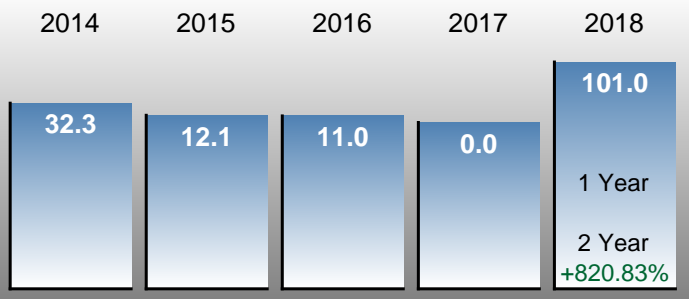
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR JUNE



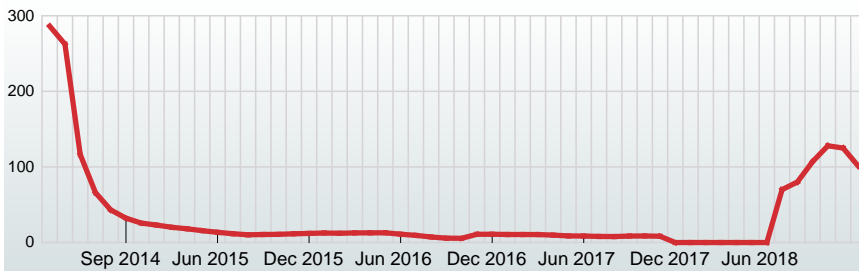
INDICATORS FOR JUNE 2018

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 JUN AVG = 31.3

3 MONTHS



High
Apr 2014 = 286.3
Low
Jun 2018 = 0.0
Months Supply
this month at **101.0**,
above the 5 yr JUN
average of **31.3**

A	0.0
P	0.0
R	0.00%
M	0.0
A	0.00%
Y	0.0
J	0.0
U	0.00%
N	

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	31	8.78%	7.8	8.9	2.7	0.0	0.0
\$30,001 \$60,000	44	12.46%	7.1	10.3	4.4	2.4	0.0
\$60,001 \$90,000	44	12.46%	6.4	10.4	5.2	4.4	0.0
\$90,001 \$160,000	90	25.50%	6.8	13.7	5.2	8.8	0.0
\$160,001 \$240,000	64	18.13%	8.3	21.0	7.0	6.7	12.0
\$240,001 \$350,000	45	12.75%	14.6	96.0	11.4	11.3	0.0
\$350,001 and up	35	9.92%	60.0	48.0	132.0	32.0	96.0
Market Supply of Inventory (MSI)	8.5	100%	8.5	12.4	6.3	8.5	36.0
Total Active Inventory by Units	353			134	151	53	15

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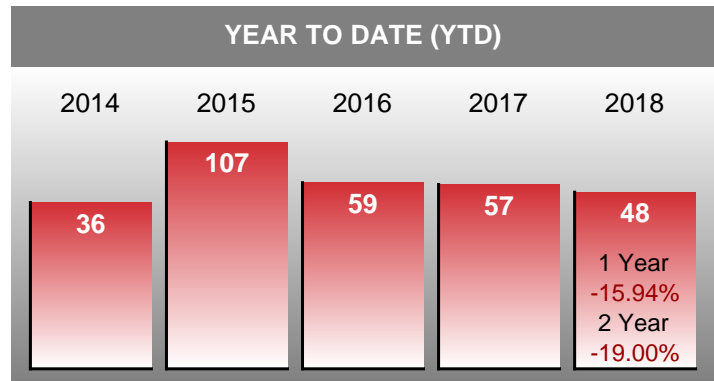
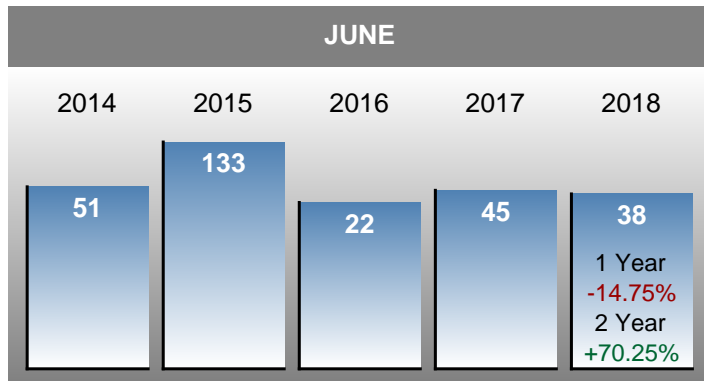
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AVERAGE DAYS ON MARKET TO SALE

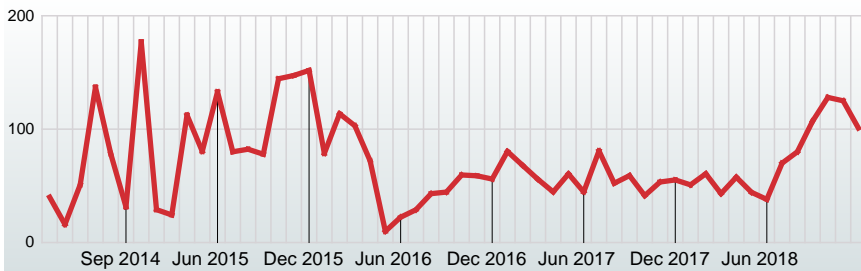
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5 YEAR MARKET ACTIVITY TRENDS

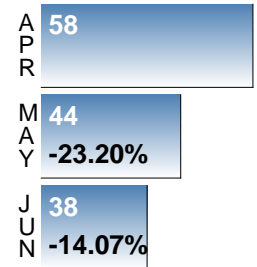
5yr JUN AVG = 58

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 10

Average Days on Market this month at **38**, below the 5 yr JUN average of **58**



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
\$30,000 and less	5	9.09%	20.6	25.5	1.0	0.0	0.0
\$30,001 - \$70,000	7	12.73%	41.7	25.8	81.5	0.0	0.0
\$70,001 - \$90,000	6	10.91%	15.0	14.3	15.7	0.0	0.0
\$90,001 - \$150,000	14	25.45%	38.4	45.0	27.8	71.7	0.0
\$150,001 - \$180,000	9	16.36%	46.8	0.0	48.3	41.5	0.0
\$180,001 - \$250,000	7	12.73%	44.6	0.0	26.5	153.0	0.0
\$250,001 and up	7	12.73%	48.0	39.0	6.0	39.3	134.0
Average Closed DOM			38.0	25.6	33.1	60.8	134.0
Total Closed Units		100%	38.0	14	30	10	1
Total Closed Volume			8,028,895	923.15K	4.28M	2.14M	685.00K

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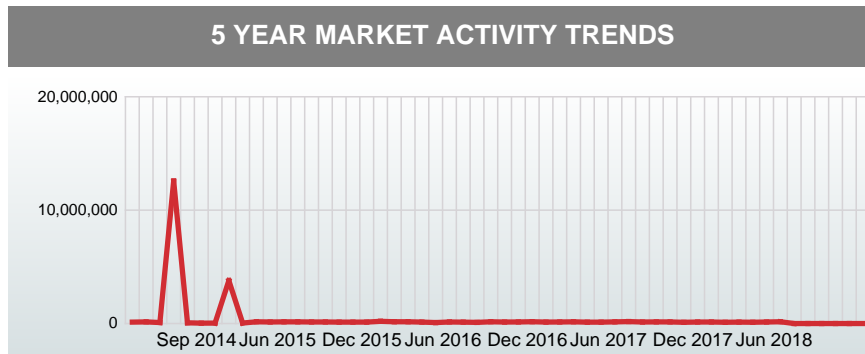
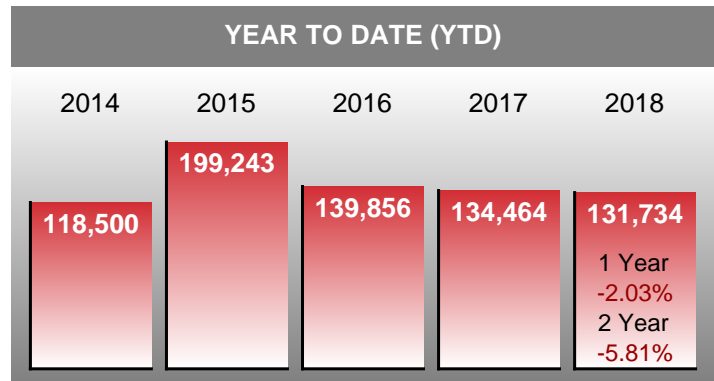
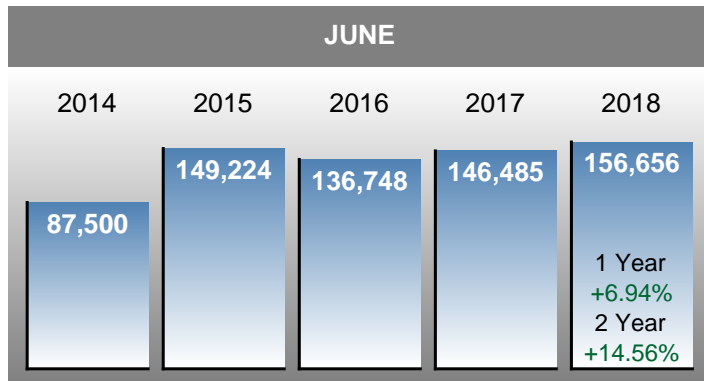
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AVERAGE LIST PRICE AT CLOSING

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



5yr JUN AVG = 135,323

3 MONTHS

High	112,729
Jul 2014 = 12,565,000	
Low	134,976
Jan 2018 = 70	
Average List Price	19.74%
this month at 156,656 ,	
above the 5 yr JUN	
average of 135,323	
JUN	156,656
	16.06%

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
\$25,000 and less	3	5.45%	23,000	23,000	29,500	0	0
\$25,001 - \$50,000	6	10.91%	40,550	42,200	45,000	0	0
\$50,001 - \$75,000	3	5.45%	67,267	74,200	69,200	0	0
\$75,001 - \$150,000	19	34.55%	112,432	94,900	122,800	131,467	0
\$150,001 - \$175,000	7	12.73%	162,000	0	165,417	166,000	0
\$175,001 - \$250,000	9	16.36%	201,055	0	212,157	202,400	0
\$250,001 and up	8	14.55%	377,788	360,000	259,000	323,600	849,000
Average List Price			156,656	77,457	147,437	225,960	849,000
Total Closed Units		100%	156,656	14	30	10	1
Total Closed Volume			8,616,099	1.08M	4.42M	2.26M	849.00K

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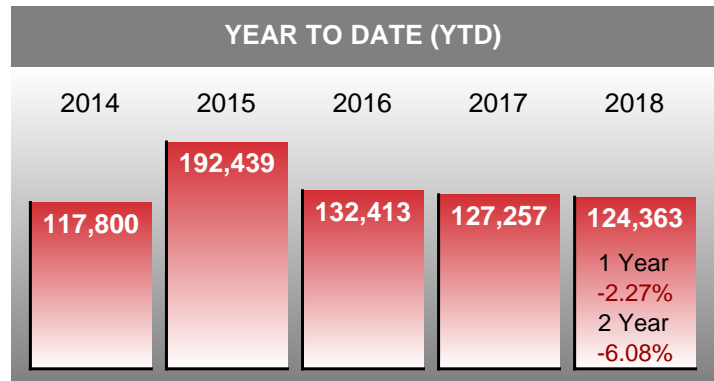
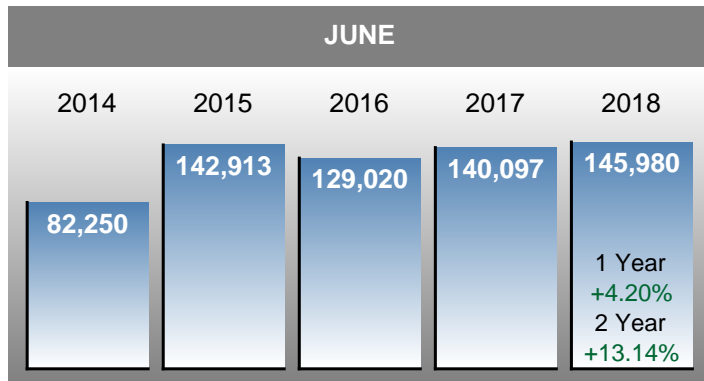
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AVERAGE SOLD PRICE AT CLOSING

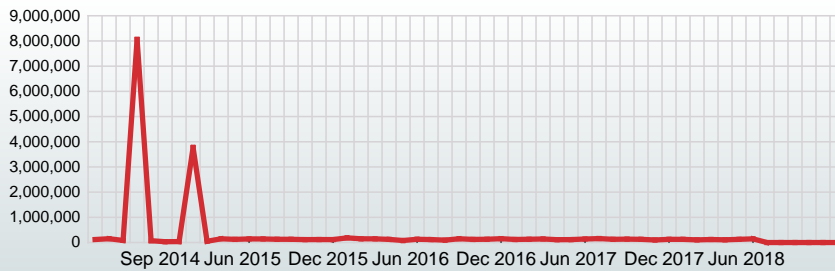
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 128,052

3 MONTHS



High
Jul 2014 = 8,060,000
Low
Jan 2018 = 70
Average Sold Price
this month at **145,980**,
above the 5 yr JUN
average of **128,052**

A P R 108,188
M A Y 127,461
J U N 145,980
17.81%
14.53%

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
\$30,000 and less	5	9.09%	21,600	21,500	22,000	0	0
\$30,001 - \$70,000	7	12.73%	50,857	52,800	46,000	0	0
\$70,001 - \$90,000	6	10.91%	76,733	75,633	77,833	0	0
\$90,001 - \$150,000	14	25.45%	122,678	95,000	126,000	120,833	0
\$150,001 - \$180,000	9	16.36%	166,611	0	164,786	173,000	0
\$180,001 - \$250,000	7	12.73%	208,179	0	209,375	201,000	0
\$250,001 and up	7	12.73%	347,179	251,250	259,000	308,750	685,000
Average Sold Price			145,980	65,939	142,542	214,450	685,000
Total Closed Units		100%	145,980	14	30	10	1
Total Closed Volume			8,028,895	923.15K	4.28M	2.14M	685.00K

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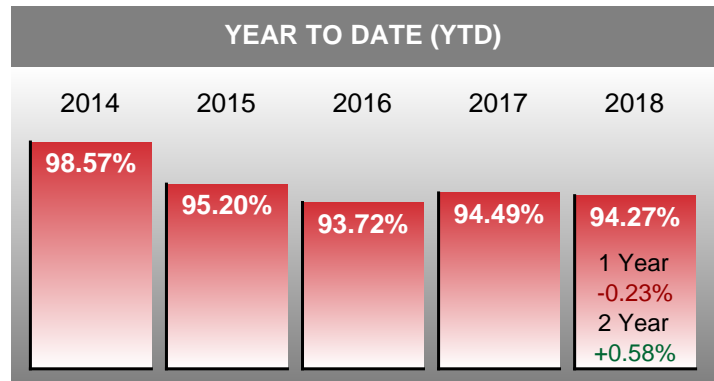
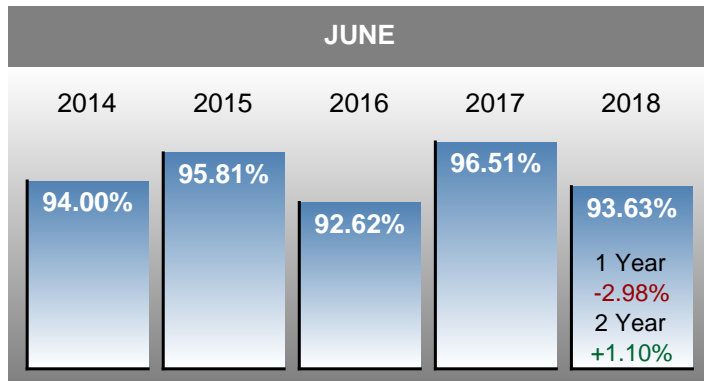
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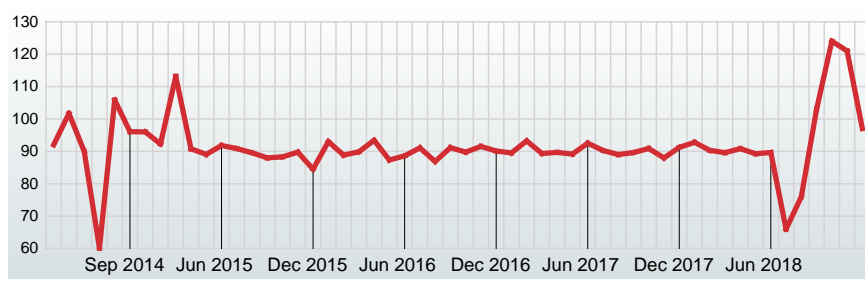


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS **5yr JUN AVG = 94.51%** **3 MONTHS**



High	Apr 2018 = 128.00%
Low	Jul 2014 = 64.15%
<i>Average Sold/List Ratio this month at 93.63%, below the 5 yr JUN average of 94.51%</i>	
A P R	94.82%
M A Y	93.26%
J U N	93.63%
Change	-1.64%
3 Months	0.40%

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
\$30,000 and less	5	9.09%	80.43%	81.89%	74.58%	0.00%	0.00%
\$30,001 - \$70,000	7	12.73%	93.30%	95.70%	87.30%	0.00%	0.00%
\$70,001 - \$90,000	6	10.91%	96.55%	96.60%	96.49%	0.00%	0.00%
\$90,001 - \$150,000	14	25.45%	94.94%	86.44%	96.43%	92.83%	0.00%
\$150,001 - \$180,000	9	16.36%	97.36%	0.00%	98.02%	95.02%	0.00%
\$180,001 - \$250,000	7	12.73%	96.87%	0.00%	96.66%	98.10%	0.00%
\$250,001 and up	7	12.73%	90.27%	69.79%	100.00%	95.35%	80.68%
Average Sold/List Ratio			93.60%	89.43%	95.64%	94.80%	80.68%
Total Closed Units	55	100%	93.60%	14	30	10	1
Total Closed Volume	8,028,895			923.15K	4.28M	2.14M	685.00K

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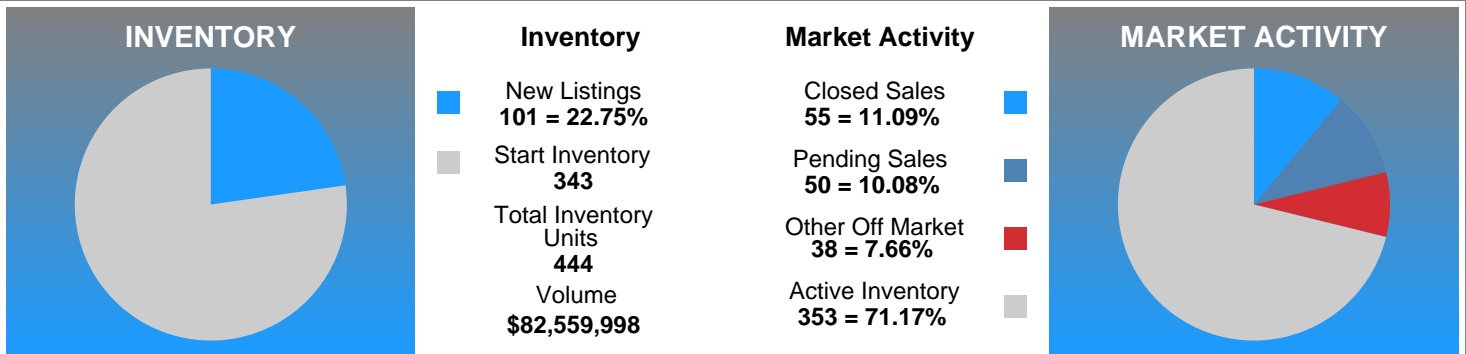
June 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

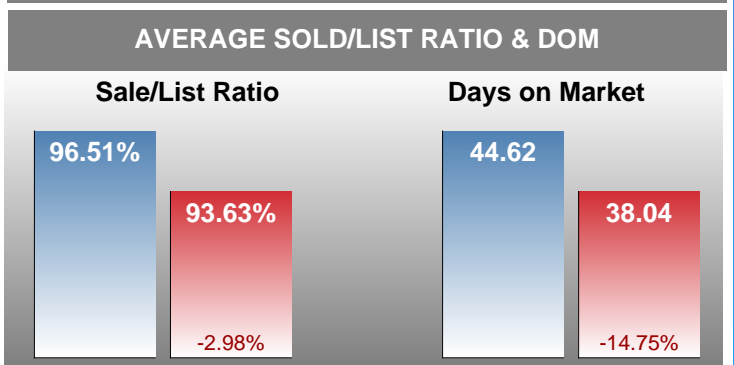
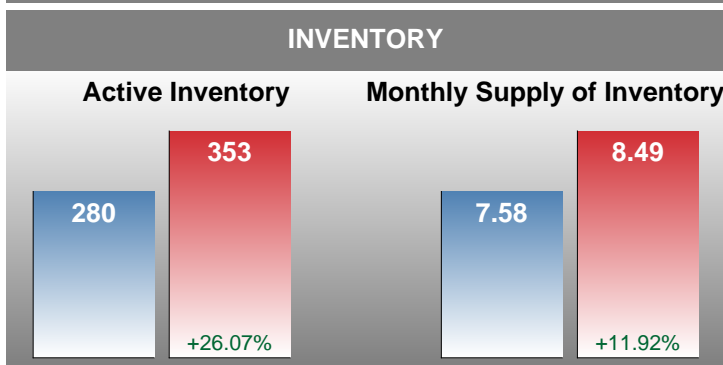
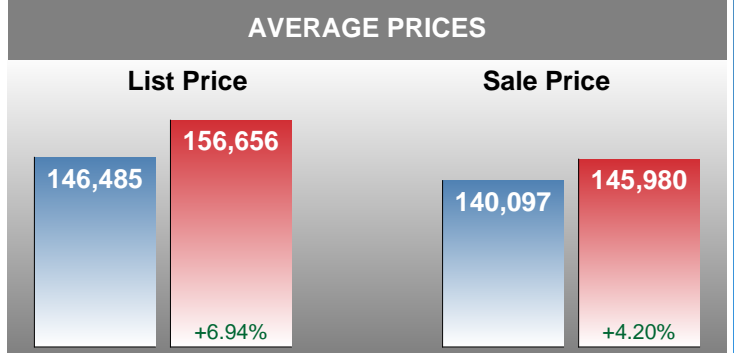
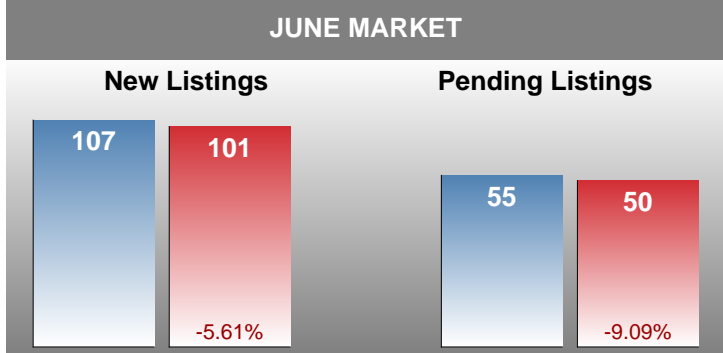


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	47	55	17.02%	213	228	7.04%
Pending Sales	55	50	-9.09%	263	268	1.90%
New Listings	107	101	-5.61%	584	611	4.62%
Average List Price	146,485	156,656	6.94%	134,464	131,734	-2.03%
Average Sale Price	140,097	145,980	4.20%	127,257	124,363	-2.27%
Average Percent of Selling Price to List Price	96.51%	93.63%	-2.98%	94.49%	94.27%	-0.23%
Average Days on Market to Sale	44.62	38.04	-14.75%	56.99	47.91	-15.94%
Monthly Inventory	280	353	26.07%	280	353	26.07%
Months Supply of Inventory	7.58	8.49	11.92%	7.58	8.49	11.92%

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

Inventory on June 30, 2018 = 353

2017 **2018**



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