



September 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

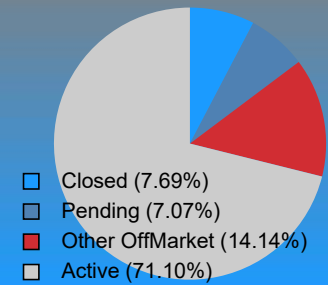


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	39	37	-5.13%
Pending Listings	49	34	-30.61%
New Listings	77	79	2.60%
Average List Price	143,805	135,086	-6.06%
Average Sale Price	134,827	128,265	-4.87%
Average Percent of List Price to Selling Price	93.64%	94.72%	1.16%
Average Days on Market to Sale	59.00	47.95	-18.74%
End of Month Inventory	279	342	22.58%
Months Supply of Inventory	7.31	8.39	14.81%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of September 30, 2018 = **342**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2018 rose **22.58%** to 342 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 **8.39** 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 **4.87%** in September 2018 to \$128,265 versus the previous year at \$134,827.

Average Days on Market Shortens

The average number of **47.95** days that homes spent on the market before selling decreased by 11.05 days or **18.74%** in September 2018 compared to last year's same month at **59.00** DOM.

Sales Success for September 2018 is Positive

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

There were 79 New Listings in September 2018, up **2.60%** from last year at 77. Furthermore, there were 37 Closed Listings this month versus last year at 39, a **-5.13%** decrease.

Closed versus Listed trends yielded a **46.8%** ratio, down from previous year's, September 2017, at **50.6%**, a **7.53%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



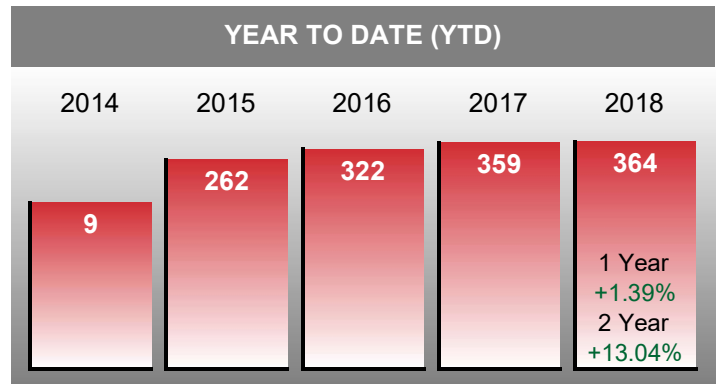
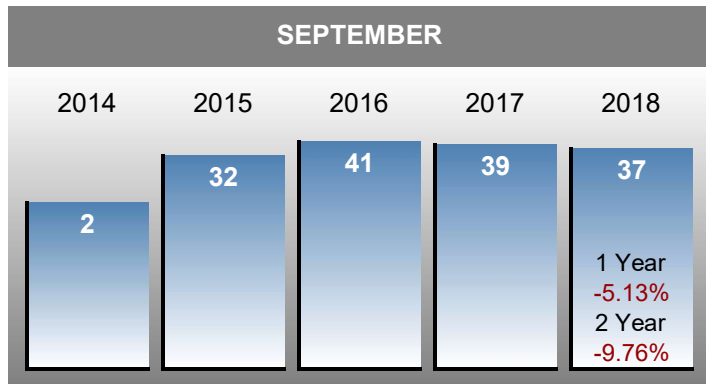
September 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



CLOSED LISTINGS

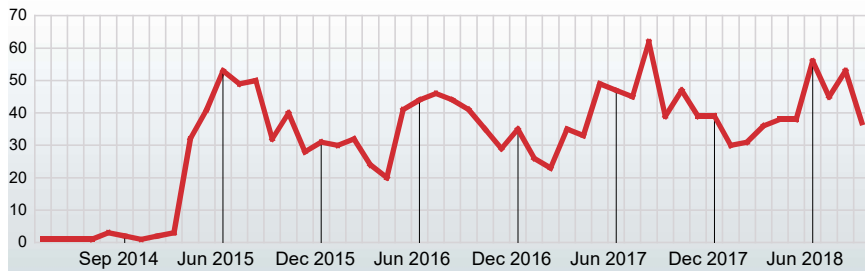
Report produced on Oct 11, 2018 for MLS Technology Inc.



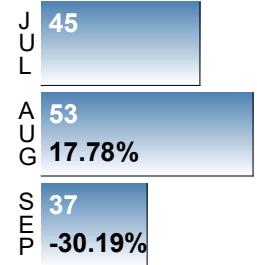
5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 30

3 MONTHS



High
Aug 2017 = 62
Low
Oct 2014 = 1
Closed Listings
this month at **37**,
above the 5 yr SEP
average of **30**



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	3	8.11%	33.0	2	1	0	0
\$40,001 - \$60,000	6	16.22%	51.2	1	5	0	0
\$60,001 - \$90,000	3	8.11%	42.3	2	1	0	0
\$90,001 - \$130,000	10	27.03%	46.9	4	6	0	0
\$130,001 - \$160,000	6	16.22%	36.8	2	3	1	0
\$160,001 - \$270,000	5	13.51%	105.6	2	2	1	0
\$270,001 and up	4	10.81%	5.8	0	1	3	0
Total Closed Units	37			13	19	5	0
Total Closed Volume	4,745,799	100%	47.9	1.29M	2.15M	1.30M	0.00B
Average Closed Price	\$128,265			\$99,404	\$113,108	\$260,900	\$0

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



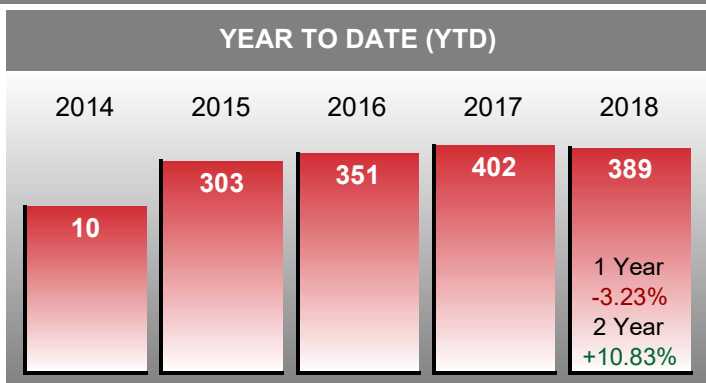
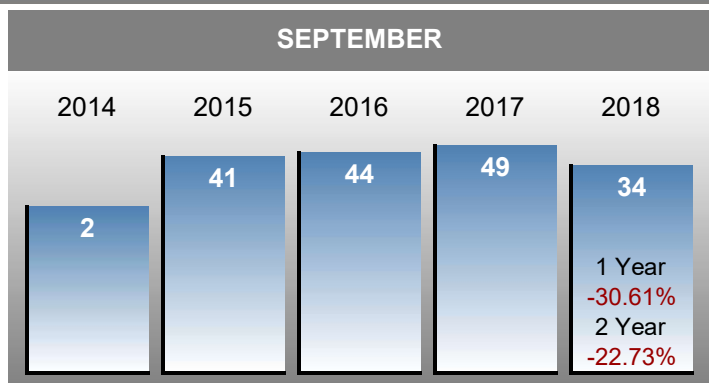
September 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



PENDING LISTINGS

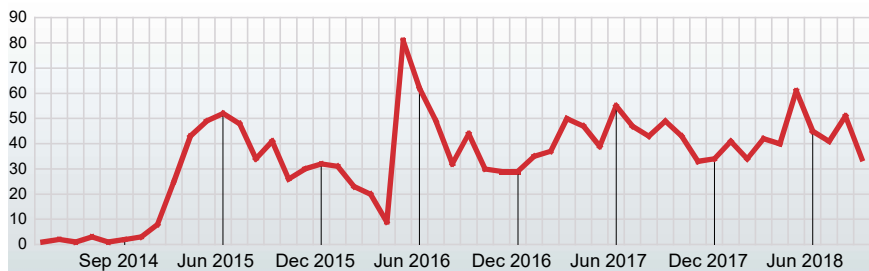
Report produced on Oct 11, 2018 for MLS Technology Inc.



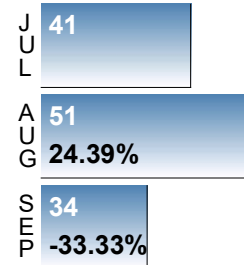
5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 34

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **34**,
equal to 5 yr SEP
average of **34**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	5.88%	3.0	2	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	10	29.41%	75.6	6	4	0	0
\$75,001 - \$150,000	9	26.47%	67.7	1	5	2	1
\$150,001 - \$225,000	4	11.76%	72.5	0	2	2	0
\$225,001 - \$275,000	4	11.76%	47.5	0	3	1	0
\$275,001 and up	5	14.71%	24.8	0	1	3	1
Total Pending Units	34			9	15	8	2
Total Pending Volume	5,250,300	100%	47.4	419.40K	2.68M	1.70M	455.00K
Average Listing Price	\$212,180			\$46,600	\$178,600	\$212,113	\$227,500

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



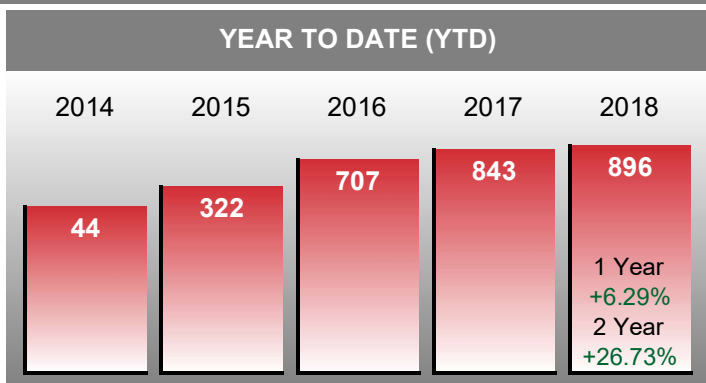
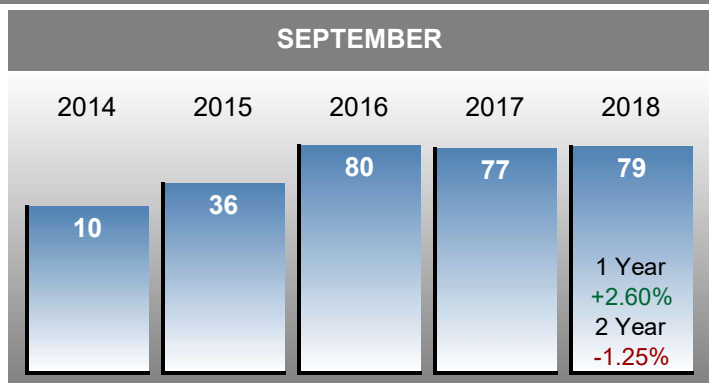
September 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

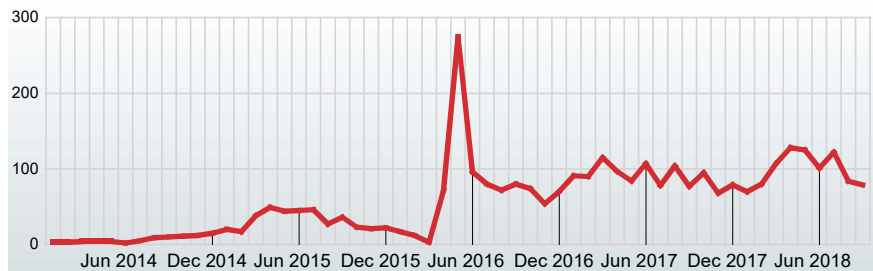


NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 56 **3 MONTHS**

High
 May 2016 = 275
Low
 Jun 2014 = 2
New Listings
 this month at **79**,
 above the 5 yr SEP
 average of **56**

JUL	122
AUG	84
SEP	79
-31.15%	
-5.95%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.59%	5	1	0	0
\$50,001 - \$75,000	6	7.59%	3	3	0	0
\$75,001 - \$100,000	11	13.92%	3	6	0	2
\$100,001 - \$175,000	23	29.11%	4	16	3	0
\$175,001 - \$225,000	13	16.46%	0	8	5	0
\$225,001 - \$325,000	12	15.19%	1	6	4	1
\$325,001 and up	8	10.13%	1	4	3	0
Total New Listed Units	79		17	44	15	3
Total New Listed Volume	15,255,045	100%	2.35M	8.70M	3.81M	400.90K
Average New Listed Listing Price	\$299,250		\$138,241	\$197,666	\$253,783	\$133,633

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



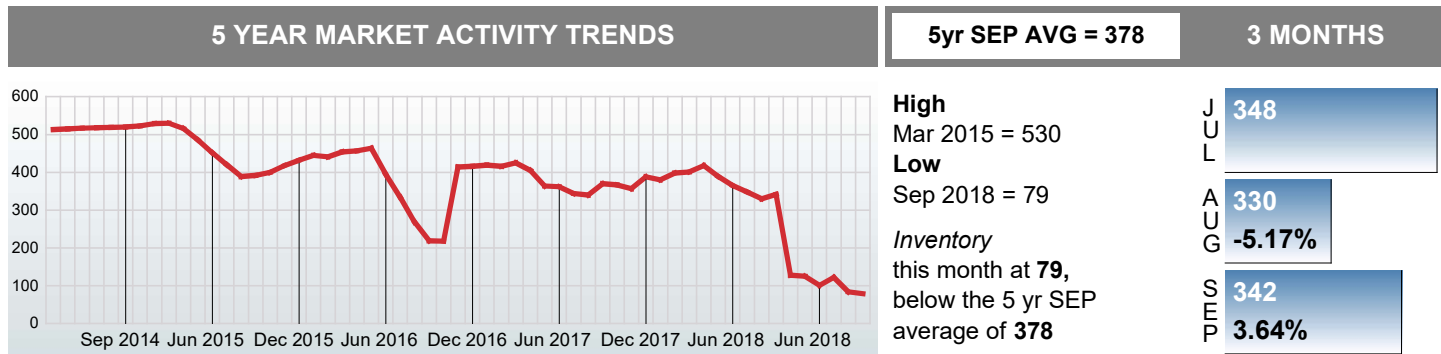
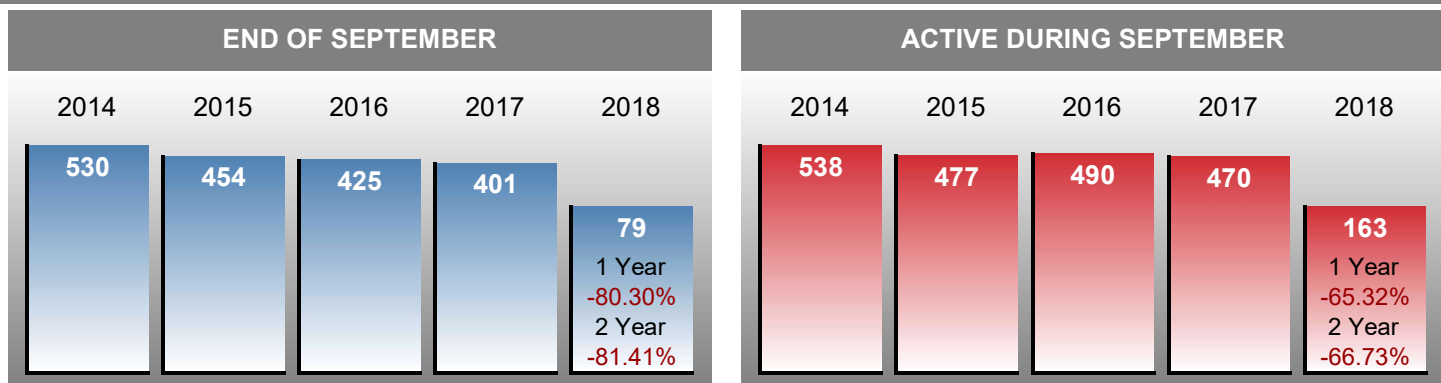
September 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



ACTIVE INVENTORY

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



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	13	3.80%	149.2	12	1	0	0
\$25,001 - \$50,000	45	13.16%	90.2	36	9	0	0
\$50,001 - \$75,000	37	10.82%	89.8	21	16	0	0
\$75,001 - \$150,000	101	29.53%	71.1	21	62	16	2
\$150,001 - \$225,000	67	19.59%	82.0	13	34	17	3
\$225,001 - \$325,000	39	11.40%	84.2	3	19	14	3
\$325,001 and up	40	11.70%	87.9	13	8	15	4
Total Active Inventory by Units	342			119	149	62	12
Total Active Inventory by Volume	64,963,589	100%	84.2	17.37M	27.04M	15.91M	4.64M
Average Active Inventory Listing Price	\$189,952			\$145,971	\$181,495	\$256,582	\$386,850

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



September 2018

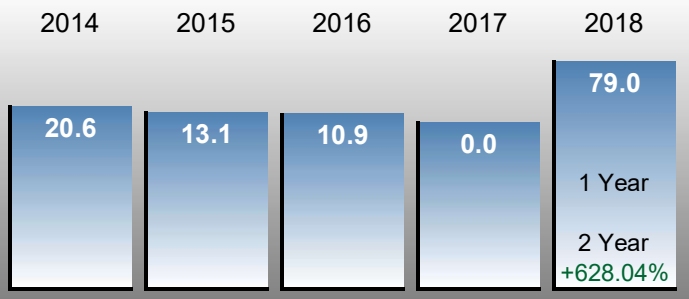
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR SEPTEMBER



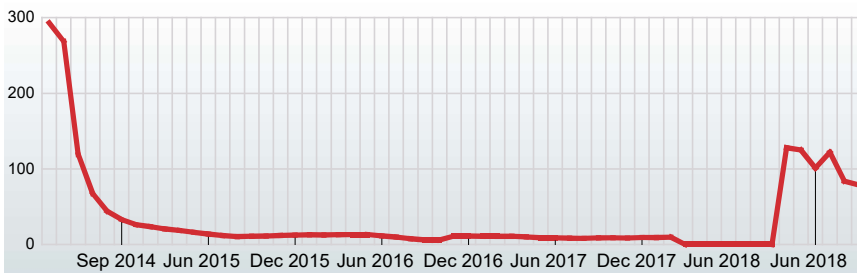
INDICATORS FOR SEPTEMBER 2018

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 SEP AVG = 24.7

3 MONTHS



High
Apr 2014 = 293.1
Low
Sep 2018 = 0.0
Months Supply
this month at **79.0**,
above the 5 yr SEP
average of **24.7**

JUL	0.0
AUG	0.0
SEP	0.0

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	22	6.43%	5.3	6.8	1.0	0.0	0.0
\$30,001 - \$60,000	51	14.91%	8.9	11.3	7.4	0.0	0.0
\$60,001 - \$90,000	53	15.50%	8.3	10.3	7.1	5.3	24.0
\$90,001 - \$160,000	82	23.98%	6.0	7.1	4.9	12.0	0.0
\$160,001 - \$220,000	51	14.91%	8.6	18.0	7.0	9.3	12.0
\$220,001 - \$340,000	48	14.04%	11.8	20.0	9.7	11.4	48.0
\$340,001 and up	35	10.23%	52.5	66.0	96.0	36.0	48.0
Market Supply of Inventory (MSI)	8.4	100%	8.4	10.3	6.5	10.6	36.0
Total Active Inventory by Units	342			119	149	62	12

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



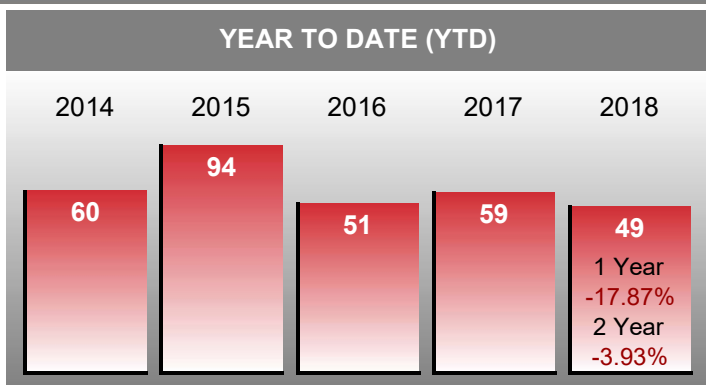
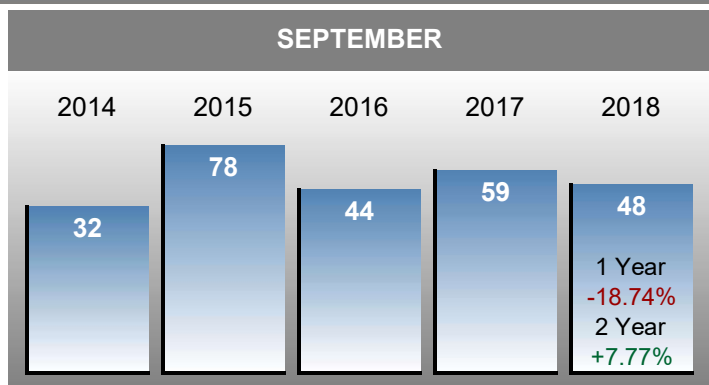
September 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



AVERAGE DAYS ON MARKET TO SALE

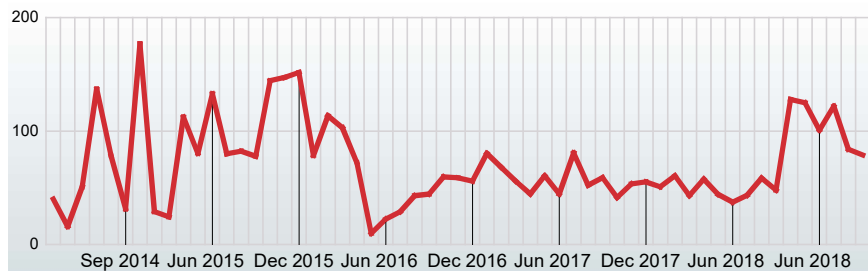
Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

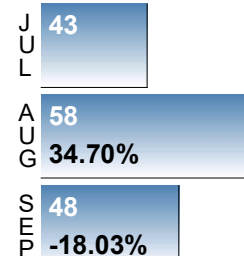
5yr SEP AVG = 52

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 10

Average Days on Market this month at **48**, below the 5 yr SEP average of **52**



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	3	8.11%	33.0	42.0	15.0	0.0	0.0
\$40,001 - \$60,000	6	16.22%	51.2	1.0	61.2	0.0	0.0
\$60,001 - \$90,000	3	8.11%	42.3	60.0	7.0	0.0	0.0
\$90,001 - \$130,000	10	27.03%	46.9	39.0	52.2	0.0	0.0
\$130,001 - \$160,000	6	16.22%	36.8	25.0	41.7	46.0	0.0
\$160,001 - \$270,000	5	13.51%	105.6	98.0	81.0	170.0	0.0
\$270,001 and up	4	10.81%	5.8	0.0	1.0	7.3	0.0
Average Closed DOM			47.9	46.7	48.9	47.6	0.0
Total Closed Units		100%	47.9	13	19	5	
Total Closed Volume			4,745,799	1.29M	2.15M	1.30M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



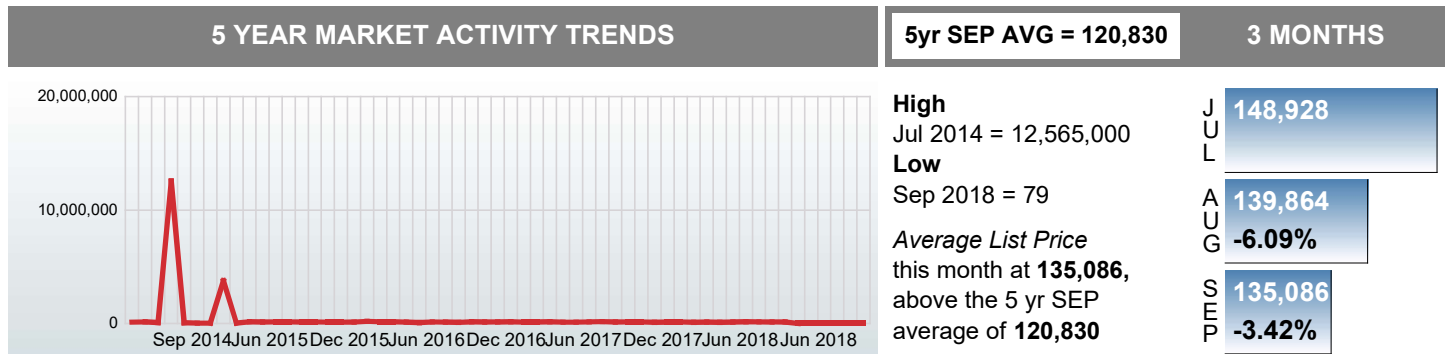
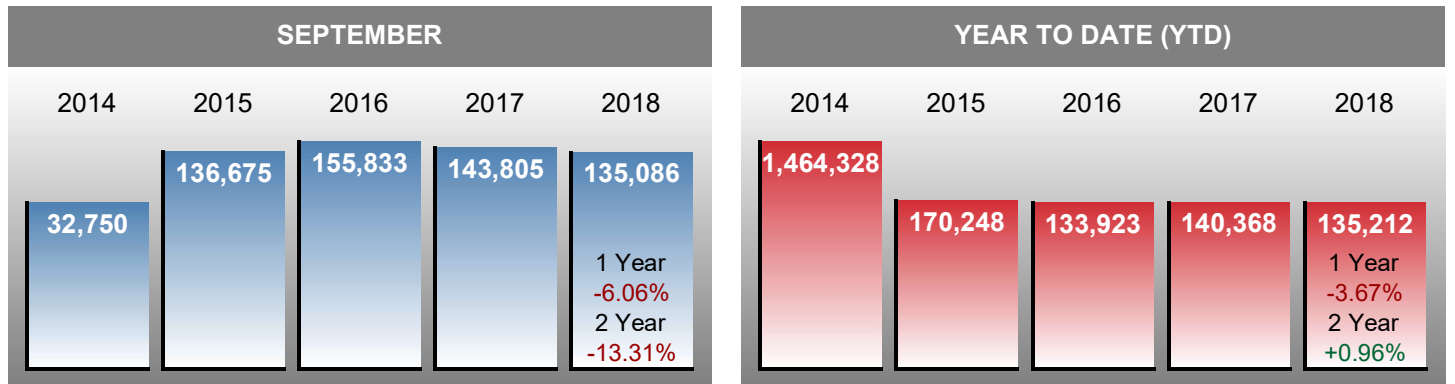
September 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



AVERAGE LIST PRICE AT CLOSING

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



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	3	8.11%	20,300	19,950	21,000	0	0
\$40,001 - \$60,000	5	13.51%	51,560	48,000	54,960	0	0
\$60,001 - \$90,000	3	8.11%	67,967	69,450	99,000	0	0
\$90,001 - \$130,000	9	24.32%	109,700	114,700	117,417	0	0
\$130,001 - \$160,000	8	21.62%	140,288	146,750	138,267	139,000	0
\$160,001 - \$270,000	4	10.81%	192,375	207,300	177,450	299,500	0
\$270,001 and up	5	13.51%	319,300	0	349,500	315,833	0
Average List Price			135,086	107,208	116,763	277,200	0
Total Closed Units		100%	37	13	19	5	
Total Closed Volume			4,998,200	1.39M	2.22M	1.39M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



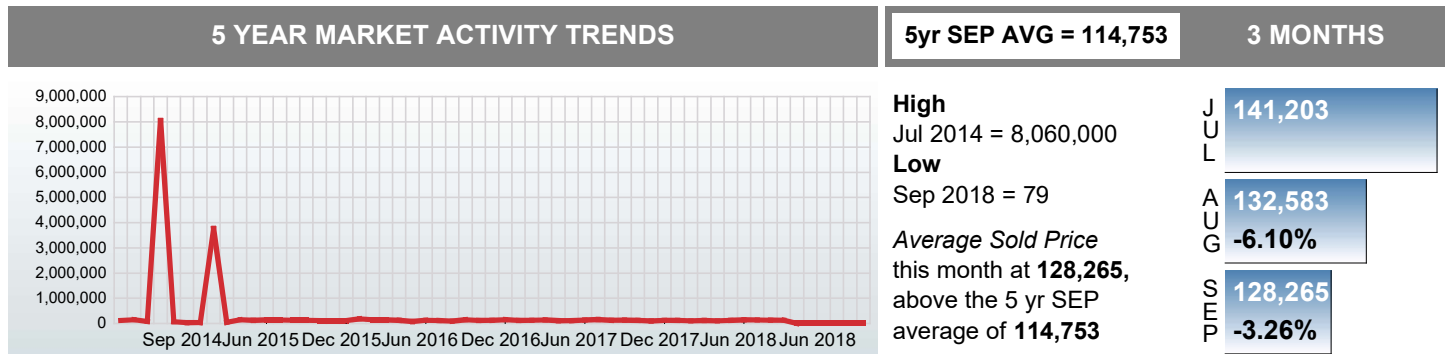
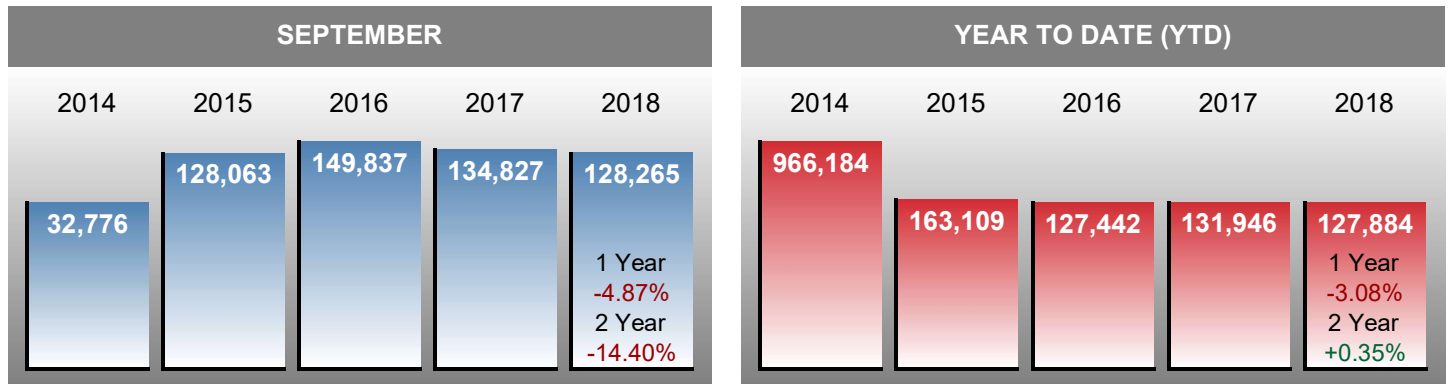
September 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



AVERAGE SOLD PRICE AT CLOSING

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



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	3	8.11%	18,500	17,250	21,000	0	0
\$40,001 - \$60,000	6	16.22%	49,367	46,500	49,940	0	0
\$60,001 - \$90,000	3	8.11%	76,333	69,500	90,000	0	0
\$90,001 - \$130,000	10	27.03%	110,850	109,000	112,083	0	0
\$130,001 - \$160,000	6	16.22%	138,017	134,125	140,617	138,000	0
\$160,001 - \$270,000	5	13.51%	198,400	184,000	177,000	270,000	0
\$270,001 and up	4	10.81%	309,125	0	340,000	298,833	0
Average Sold Price			128,265	99,404	113,108	260,900	0
Total Closed Units		100%	128,265	13	19	5	
Total Closed Volume			4,745,799	1.29M	2.15M	1.30M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



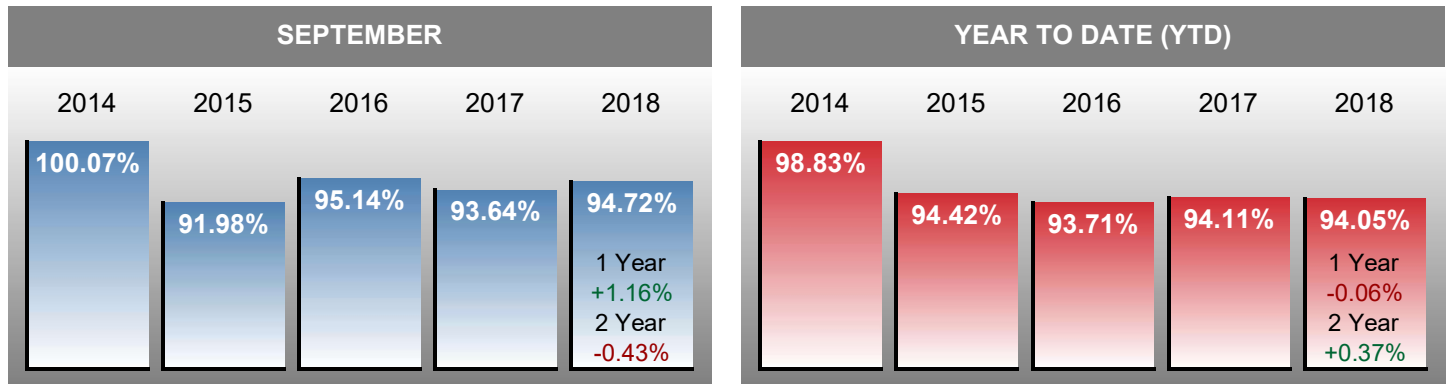
September 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

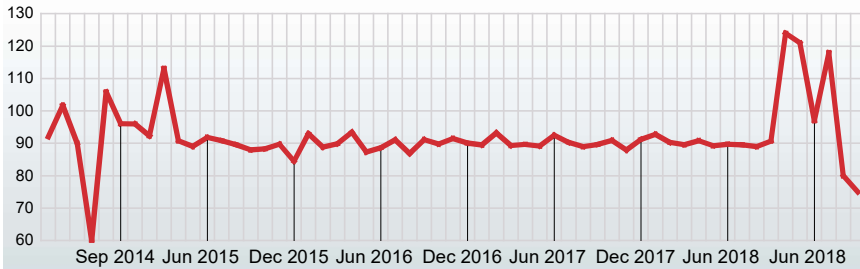
Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 95.11%

3 MONTHS



High
Apr 2018 = 128.00%

Low
Jul 2014 = 64.15%

Average Sold/List Ratio
this month at **94.72%**,
equal to 5 yr SEP
average of **95.11%**

JUL	93.55%
AUG	93.00%
SEP	94.72%
SEP	1.85%

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	3	8.11%	90.09%	85.14%	100.00%	0.00%	0.00%
\$40,001 \$60,000	6	16.22%	91.74%	96.88%	90.71%	0.00%	0.00%
\$60,001 \$90,000	3	8.11%	97.02%	100.08%	90.91%	0.00%	0.00%
\$90,001 \$130,000	10	27.03%	95.56%	95.71%	95.46%	0.00%	0.00%
\$130,001 \$160,000	6	16.22%	97.87%	91.43%	101.70%	99.28%	0.00%
\$160,001 \$270,000	5	13.51%	93.83%	89.74%	99.76%	90.15%	0.00%
\$270,001 and up	4	10.81%	95.25%	0.00%	97.28%	94.57%	0.00%
Average Sold/List Ratio			94.70%	93.27%	95.75%	94.63%	0.00%
Total Closed Units	37	100%	94.70%	13	19	5	
Total Closed Volume	4,745,799			1.29M	2.15M	1.30M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



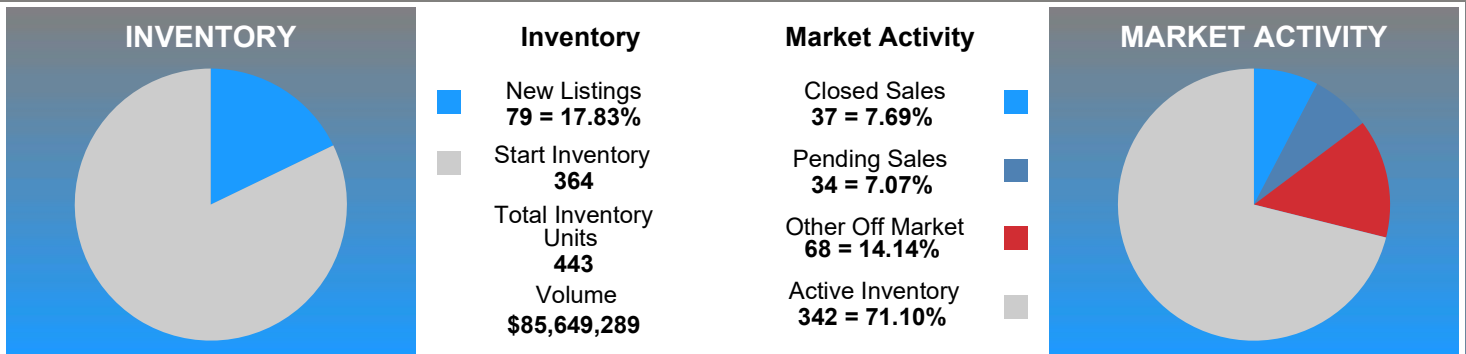
September 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

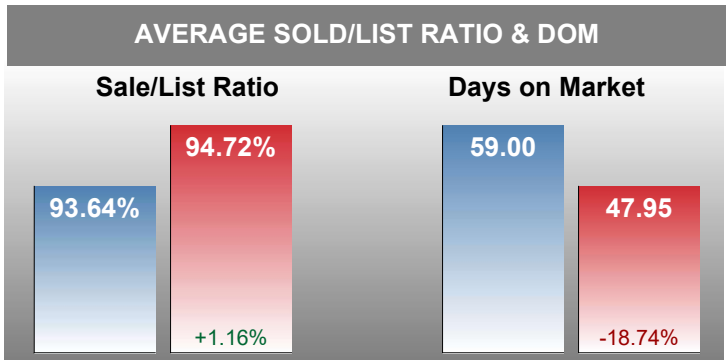
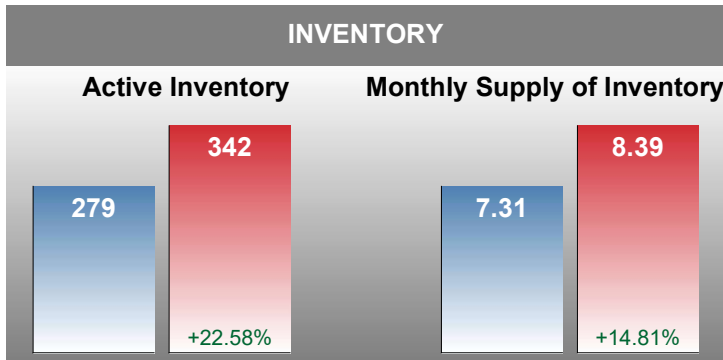
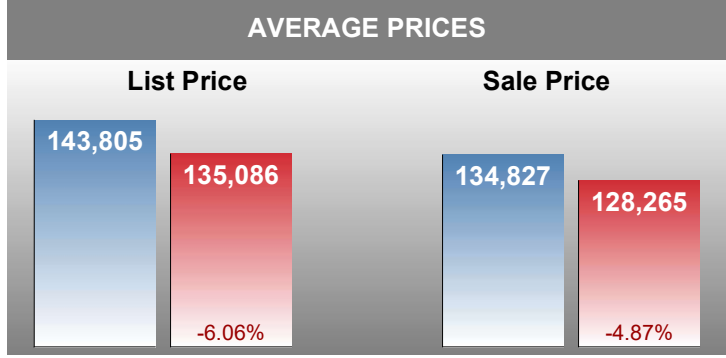
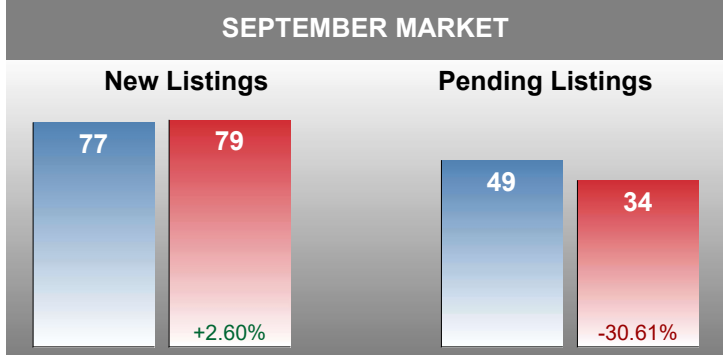
Report produced on Oct 11, 2018 for MLS Technology Inc.



Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	39	37	-5.13%	359	364	1.39%
Pending Sales	49	34	-30.61%	402	389	-3.23%
New Listings	77	79	2.60%	843	896	6.29%
Average List Price	143,805	135,086	-6.06%	140,368	135,212	-3.67%
Average Sale Price	134,827	128,265	-4.87%	131,946	127,884	-3.08%
Average Percent of Selling Price to List Price	93.64%	94.72%	1.16%	94.11%	94.05%	-0.06%
Average Days on Market to Sale	59.00	47.95	-18.74%	59.38	48.77	-17.87%
Monthly Inventory	279	342	22.58%	279	342	22.58%
Months Supply of Inventory	7.31	8.39	14.81%	7.31	8.39	14.81%

Absorption: Last 12 months, an Average of **41** Sales/Month

Inventory on September 30, 2018 = **342** 2017 2018



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com