



September 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

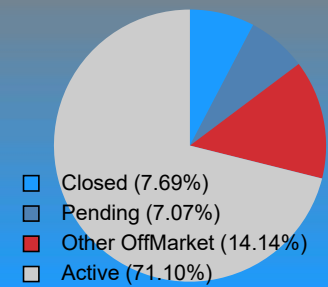


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	120,000	125,000	4.17%
Median Sale Price	116,900	120,000	2.65%
Median Percent of List Price to Selling Price	96.23%	96.00%	-0.24%
Median Days on Market to Sale	38.00	31.00	-18.42%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **2.65%** in September 2018 to \$120,000 versus the previous year at \$116,900.

Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 7.00 days or **18.42%** in September 2018 compared to last year's same month at **38.00** DOM.

Sales Success for September 2018 is Positive

Overall, with Median Prices going up 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.

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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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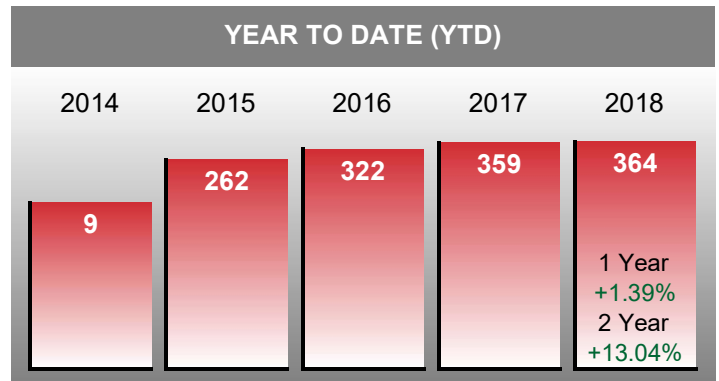
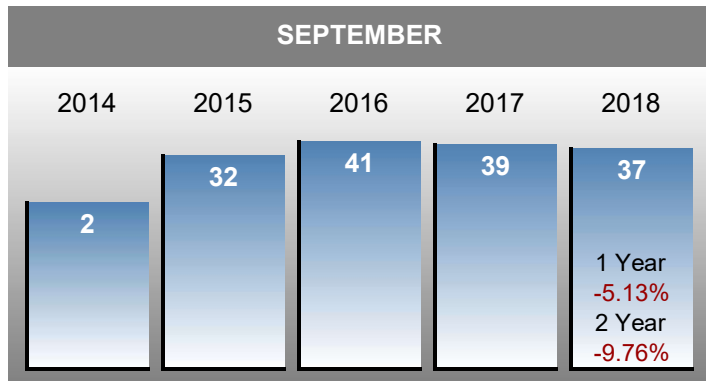
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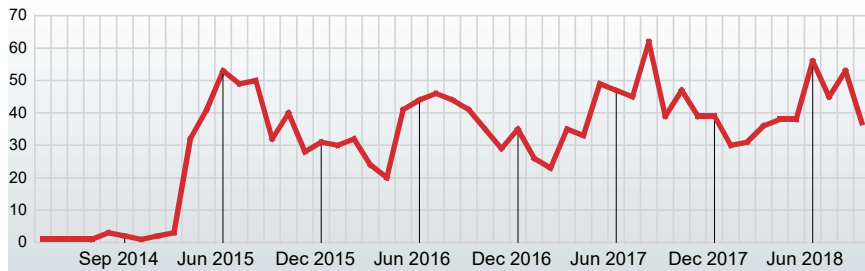
CLOSED LISTINGS

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**

JUL	45
AUG	53 17.78%
SEP	37 -30.19%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	8.11%	34.0	2	1	0	0
\$40,001 - \$60,000	6	16.22%	50.0	1	5	0	0
\$60,001 - \$90,000	3	8.11%	57.0	2	1	0	0
\$90,001 - \$130,000	10	27.03%	38.5	4	6	0	0
\$130,001 - \$160,000	6	16.22%	25.0	2	3	1	0
\$160,001 - \$270,000	5	13.51%	149.0	2	2	1	0
\$270,001 and up	4	10.81%	1.0	0	1	3	0
Total Closed Units	37			13	19	5	0
Total Closed Volume	4,745,799	100%	31.0	1.29M	2.15M	1.30M	0.00B
Median Closed Price	\$120,000			\$100,000	\$102,000	\$279,500	\$0

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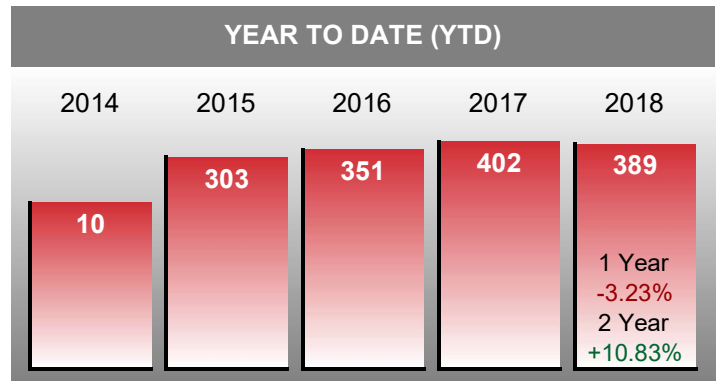
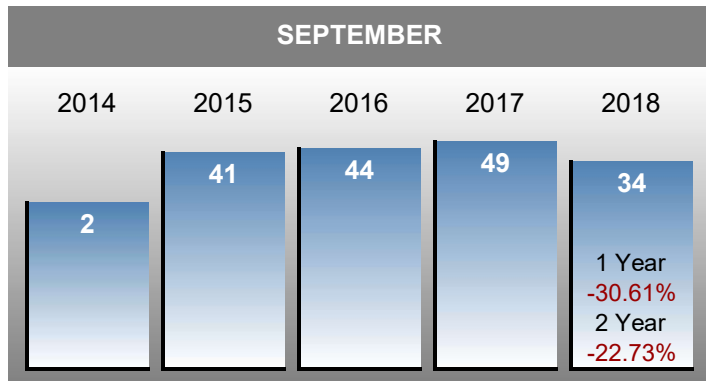
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PENDING LISTINGS

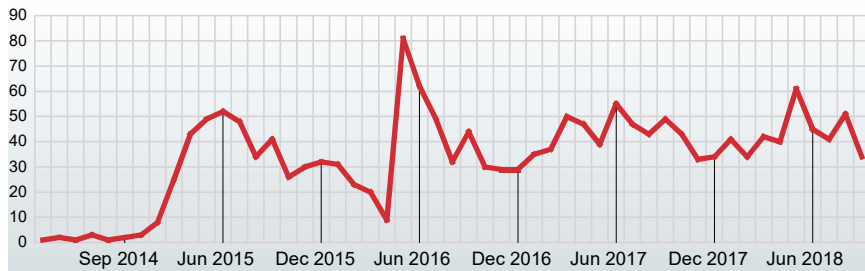
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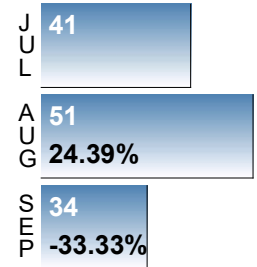
5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	5.88%	3.0	2	0	0	0
\$30,001 - \$40,000	2	5.88%	76.0	2	0	0	0
\$40,001 - \$70,000	8	23.53%	69.0	4	4	0	0
\$70,001 - \$160,000	9	26.47%	46.0	1	5	2	1
\$160,001 - \$220,000	4	11.76%	61.0	0	2	2	0
\$220,001 - \$290,000	4	11.76%	49.0	0	3	1	0
\$290,001 and up	5	14.71%	6.0	0	1	3	1
Total Pending Units	34			9	15	8	2
Total Pending Volume	5,250,300	100%	56.5	419.40K	2.68M	1.70M	455.00K
Median Listing Price	\$124,950			\$47,000	\$135,000	\$218,000	\$227,500

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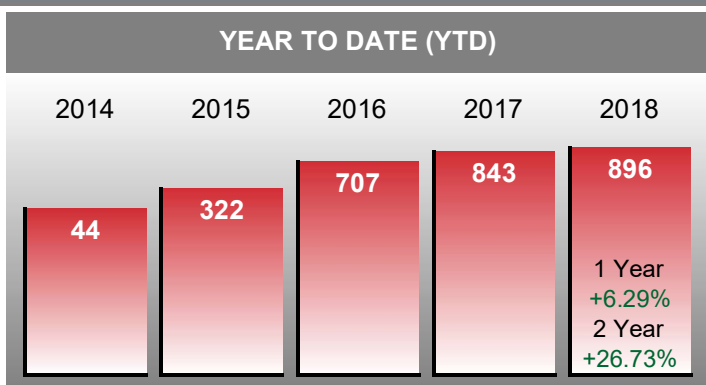
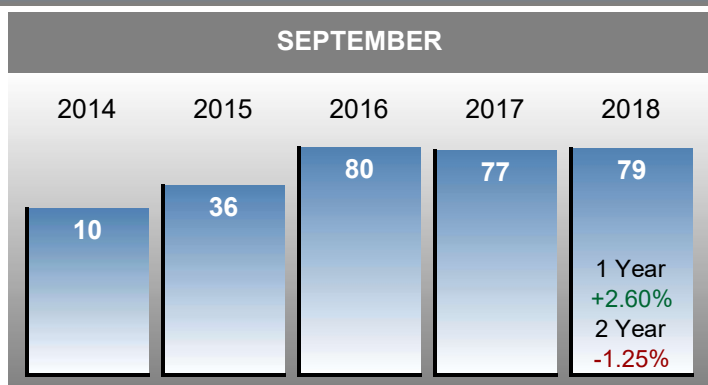
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NEW LISTINGS

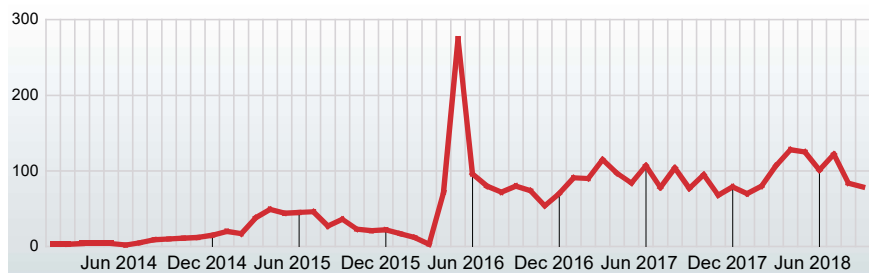
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5 YEAR MARKET ACTIVITY TRENDS

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 -31.15%
SEP	79 -5.95%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	7.59%	5	1	0	0
\$60,001 - \$80,000	11	13.92%	5	5	0	1
\$80,001 - \$110,000	9	11.39%	3	5	0	1
\$110,001 - \$170,000	20	25.32%	2	15	3	0
\$170,001 - \$230,000	15	18.99%	0	9	6	0
\$230,001 - \$330,000	10	12.66%	1	5	3	1
\$330,001 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
Median New Listed Listing Price	\$148,000		\$79,900	\$149,250	\$225,000	\$82,000

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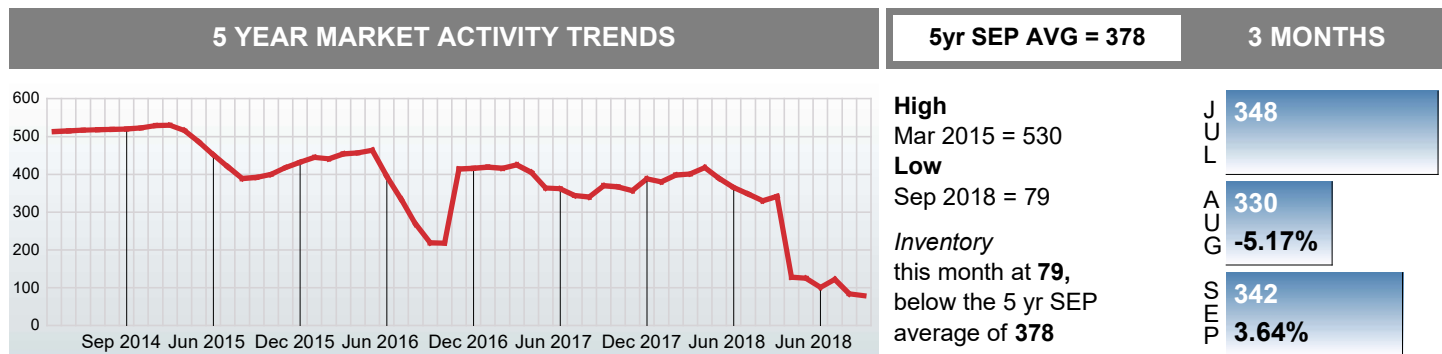
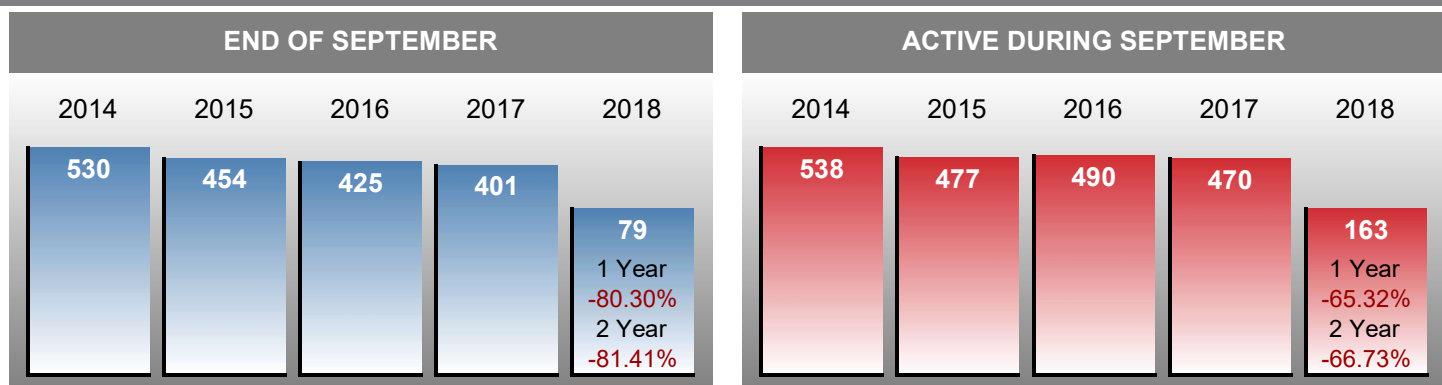
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ACTIVE INVENTORY

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



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	22	6.43%	137.0	21	1	0	0
\$30,001 - \$60,000	51	14.91%	79.0	33	18	0	0
\$60,001 - \$90,000	53	15.50%	69.0	24	23	4	2
\$90,001 - \$160,000	82	23.98%	61.5	16	51	14	1
\$160,001 - \$220,000	51	14.91%	87.0	9	27	14	1
\$220,001 - \$340,000	48	14.04%	76.0	5	21	18	4
\$340,001 and up	35	10.23%	94.0	11	8	12	4
Total Active Inventory by Units	342			119	149	62	12
Total Active Inventory by Volume	64,963,589	100%	79.0	17.37M	27.04M	15.91M	4.64M
Median Active Inventory Listing Price	\$139,450			\$65,000	\$142,000	\$203,250	\$244,250

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September 2018

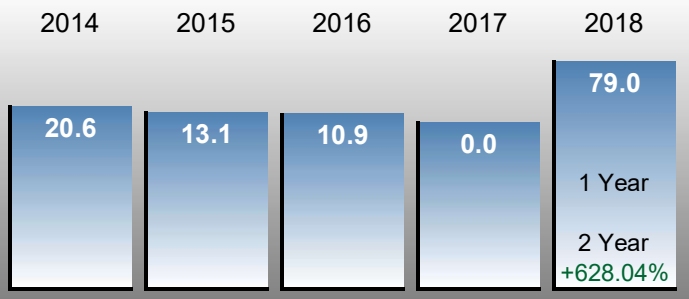
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR SEPTEMBER



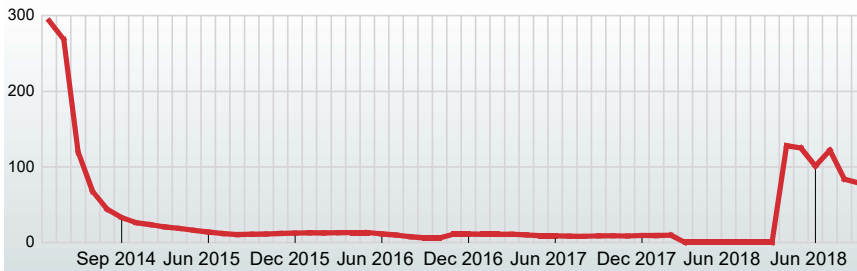
INDICATORS FOR SEPTEMBER 2018

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	0.000%
SEP	0.000%

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

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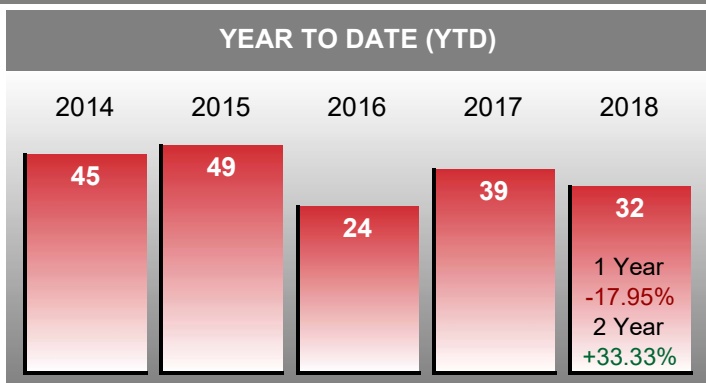
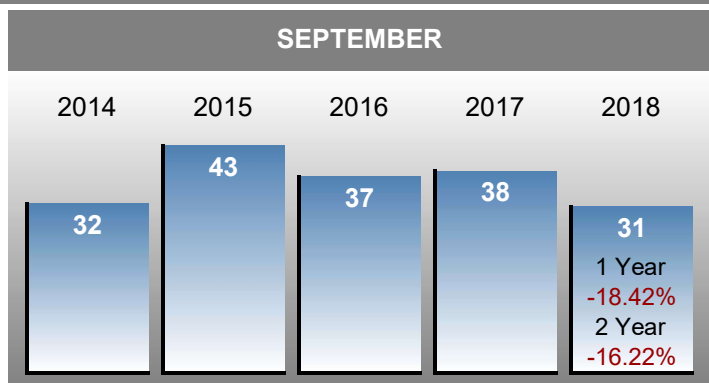
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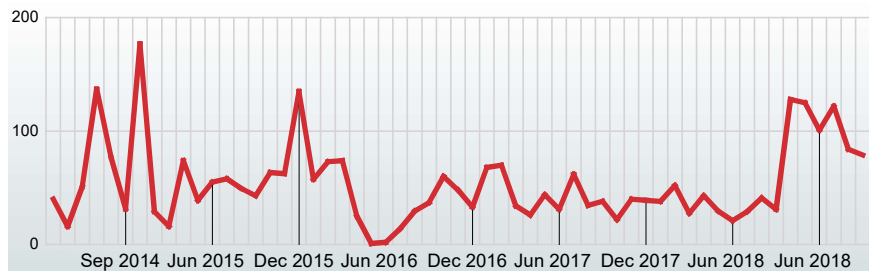


MEDIAN DAYS ON MARKET TO SALE

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

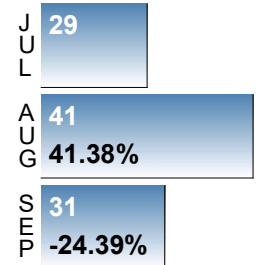


5 YEAR MARKET ACTIVITY TRENDS **5yr SEP AVG = 36** **3 MONTHS**



High
Oct 2014 = 177
Low
May 2016 = 1

Median Days on Market
this month at **31**,
below the 5 yr SEP
average of **36**



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
\$40,000 and less	3	8.11%	34.0	42.0	15.0	0.0	0.0
\$40,001 - \$60,000	6	16.22%	50.0	1.0	69.0	0.0	0.0
\$60,001 - \$90,000	3	8.11%	57.0	60.0	7.0	0.0	0.0
\$90,001 - \$130,000	10	27.03%	38.5	38.5	41.0	0.0	0.0
\$130,001 - \$160,000	6	16.22%	25.0	25.0	16.0	46.0	0.0
\$160,001 - \$270,000	5	13.51%	149.0	98.0	81.0	170.0	0.0
\$270,001 and up	4	10.81%	1.0	0.0	1.0	1.0	0.0
Median Closed DOM			31.0	34.0	27.0	20.0	0.0
Total Closed Units		100%	31.0	13	19	5	
Total Closed Volume			4,745,799	1.29M	2.15M	1.30M	0.00B

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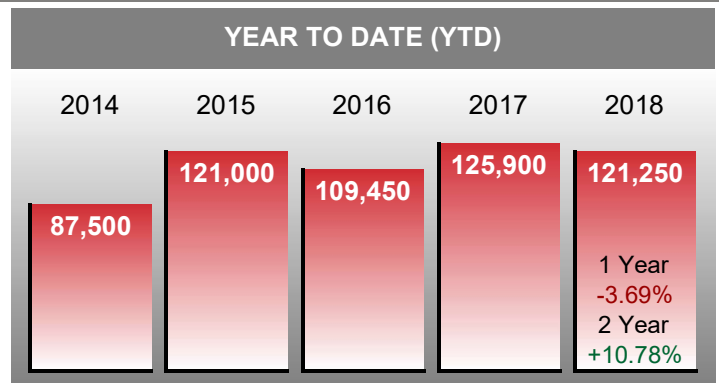
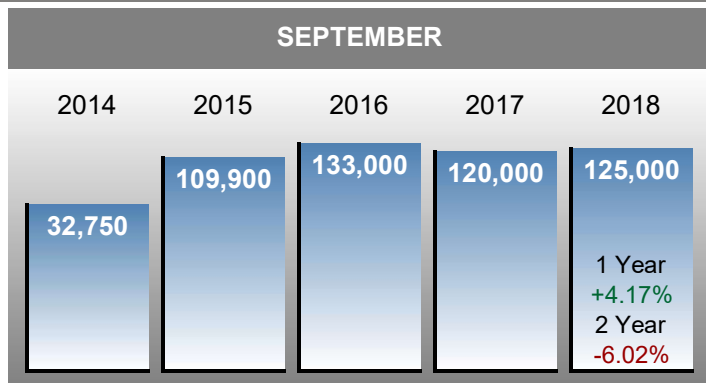
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MEDIAN LIST PRICE AT CLOSING

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



5yr SEP AVG = 104,130

3 MONTHS

High
Jul 2014 = 12,565,000

Low
Sep 2018 = 79

Median List Price
this month at **125,000**,
above the 5 yr SEP
average of **104,130**

JUL	125,000
AUG	120,000 -4.00%
SEP	125,000 4.17%

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
\$40,000 and less	3	8.11%	21,000	19,950	21,000	0	0
\$40,001 - \$60,000	5	13.51%	49,900	48,000	51,200	0	0
\$60,001 - \$90,000	3	8.11%	69,000	69,450	65,000	0	0
\$90,001 - \$130,000	9	24.32%	100,000	99,900	107,500	0	0
\$130,001 - \$160,000	8	21.62%	139,500	143,500	136,450	139,000	0
\$160,001 - \$270,000	4	10.81%	182,450	207,300	177,450	0	0
\$270,001 and up	5	13.51%	306,000	0	349,500	302,750	0
Median List Price			125,000	99,900	115,000	299,500	0
Total Closed Units	37	100%	125,000	13	19	5	
Total Closed Volume	4,998,200			1.39M	2.22M	1.39M	0.00B

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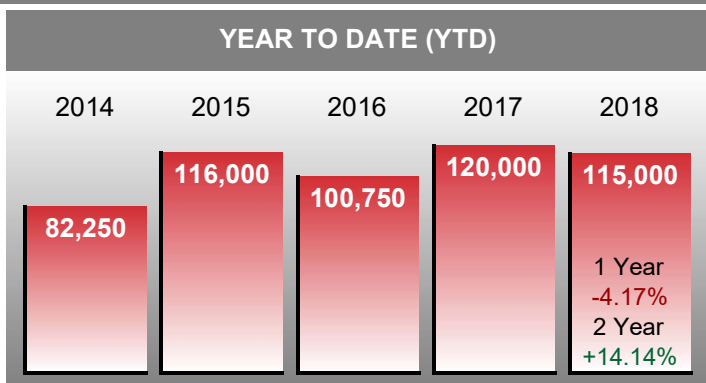
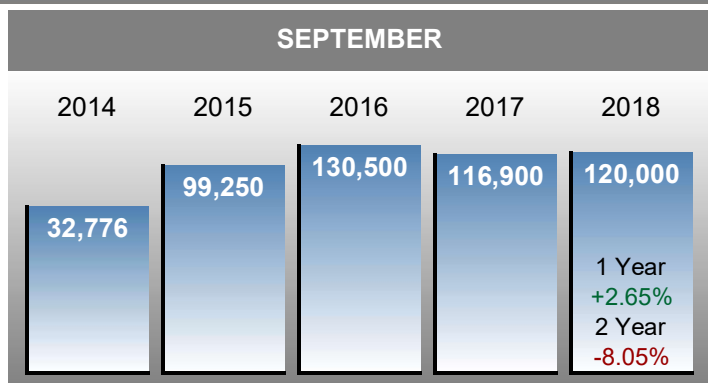
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MEDIAN SOLD PRICE AT CLOSING

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



5yr SEP AVG = 99,885 **3 MONTHS**

High
Jul 2014 = 8,060,000

Low
Sep 2018 = 79

Median Sold Price
this month at **120,000**,
above the 5 yr SEP
average of **99,885**

JUL	120,000
AUG	115,000 -4.17%
SEP	120,000 4.35%

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
\$40,000 and less	3	8.11%	21,000	17,250	21,000	0	0
\$40,001 - \$60,000	6	16.22%	46,350	46,500	46,200	0	0
\$60,001 - \$90,000	3	8.11%	70,000	69,500	90,000	0	0
\$90,001 - \$130,000	10	27.03%	109,500	108,500	112,500	0	0
\$130,001 - \$160,000	6	16.22%	136,250	134,125	137,500	138,000	0
\$160,001 - \$270,000	5	13.51%	189,000	184,000	177,000	270,000	0
\$270,001 and up	4	10.81%	308,500	0	340,000	282,000	0
Median Sold Price			120,000	100,000	102,000	279,500	0
Total Closed Units		100%	120,000	13	19	5	
Total Closed Volume			4,745,799	1.29M	2.15M	1.30M	0.00B

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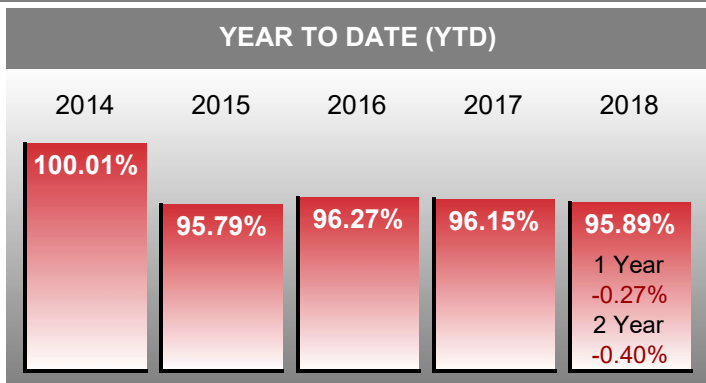
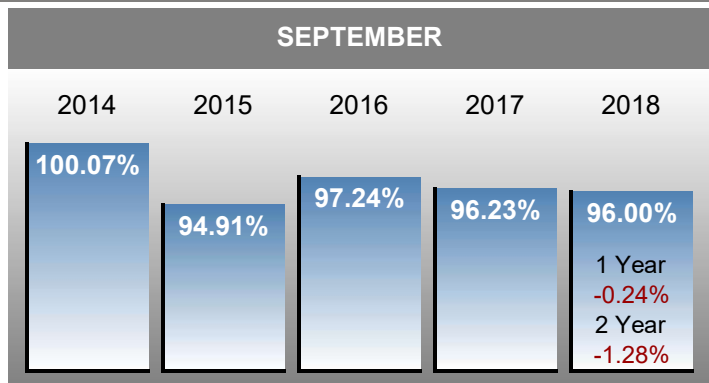
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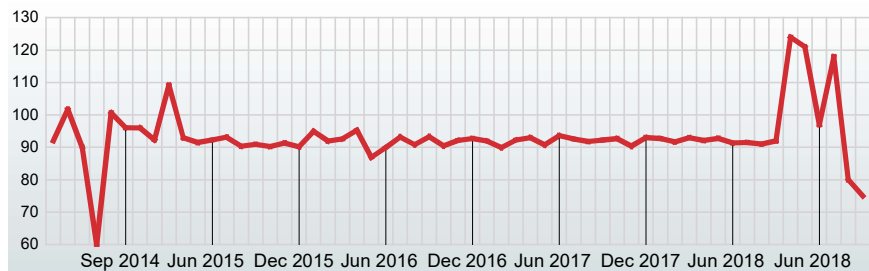
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 96.89% **3 MONTHS**



High
Apr 2018 = 128.00%

Low
Jul 2014 = 64.15%

Median Sold/List Ratio
this month at **96.00%**,
below the 5 yr SEP
average of **96.89%**

JUL	95.50%
AUG	95.00%
SEP	96.00%
SEP	1.05%

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
\$40,000 and less	3	8.11%	88.89%	85.14%	100.00%	0.00%	0.00%
\$40,001 \$60,000	6	16.22%	92.45%	96.88%	92.31%	0.00%	0.00%
\$60,001 \$90,000	3	8.11%	98.71%	100.08%	90.91%	0.00%	0.00%
\$90,001 \$130,000	10	27.03%	96.45%	97.59%	96.41%	0.00%	0.00%
\$130,001 \$160,000	6	16.22%	99.64%	91.43%	101.63%	99.28%	0.00%
\$160,001 \$270,000	5	13.51%	96.00%	89.74%	99.76%	90.15%	0.00%
\$270,001 and up	4	10.81%	95.77%	0.00%	97.28%	95.56%	0.00%
Median Sold/List Ratio			96.00%	96.00%	96.83%	95.56%	0.00%
Total Closed Units		100%	96.00%	13	19	5	
Total Closed Volume				1.29M	2.15M	1.30M	0.00B

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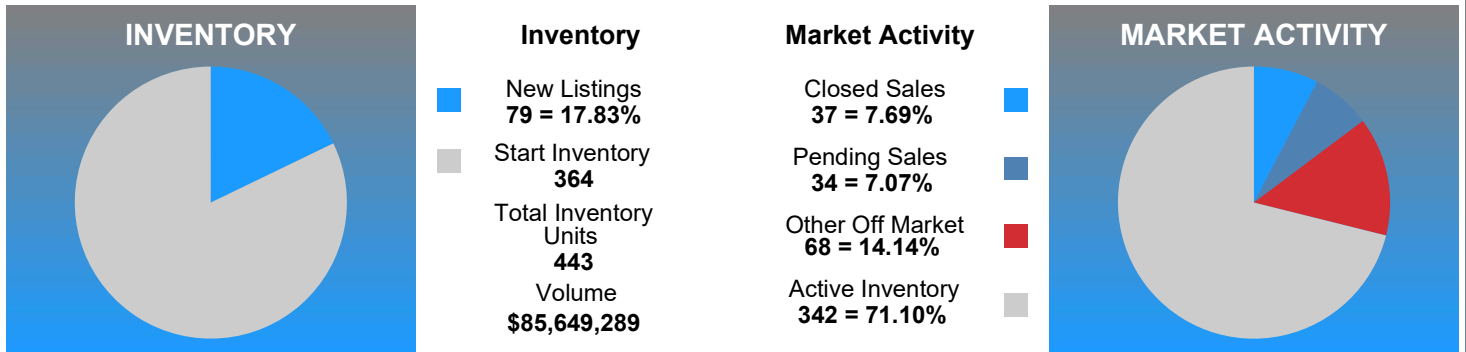
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MARKET SUMMARY

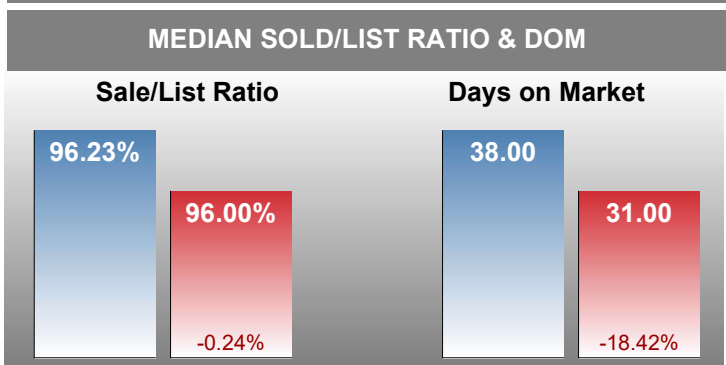
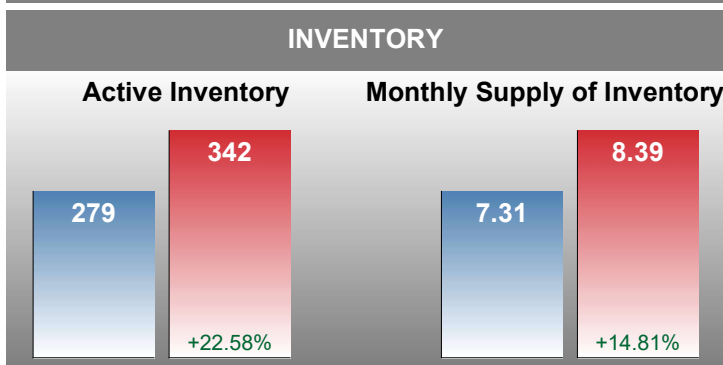
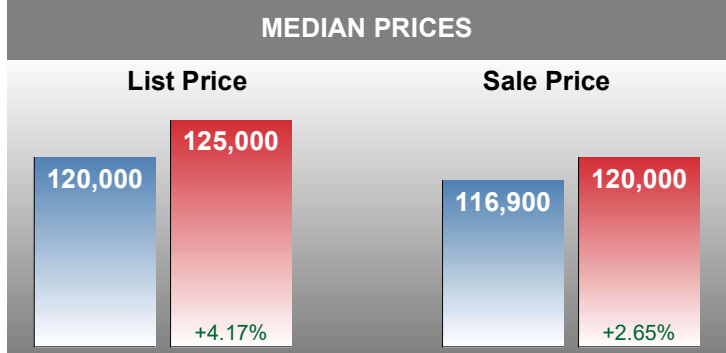
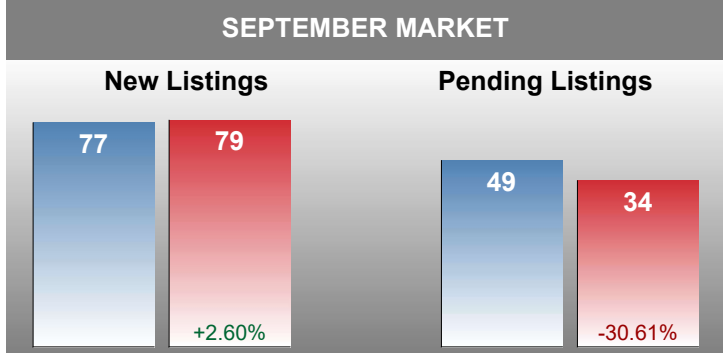
Report produced on Oct 11, 2018 for MLS Technology Inc.



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%
Median List Price	120,000	125,000	4.17%	125,900	121,250	-3.69%
Median Sale Price	116,900	120,000	2.65%	120,000	115,000	-4.17%
Median Percent of Selling Price to List Price	96.23%	96.00%	-0.24%	96.15%	95.89%	-0.27%
Median Days on Market to Sale	38.00	31.00	-18.42%	39.00	32.00	-17.95%
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®

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