

# April 2019



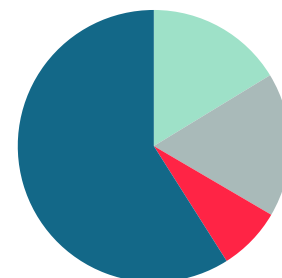
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	April 2019	+/-%
Closed Listings	40	58	45.00%
Pending Listings	49	61	24.49%
New Listings	108	99	-8.33%
Average List Price	127,333	140,589	10.41%
Average Sale Price	122,794	136,265	10.97%
Average Percent of Selling Price to List Price	95.74%	96.05%	0.33%
Average Days on Market to Sale	69.33	55.81	-19.49%
End of Month Inventory	284	210	-26.06%
Months Supply of Inventory	6.47	4.53	-29.91%



■ Closed (16.29%)  
■ Pending (17.13%)  
■ Other OffMarket (7.58%)  
■ Active (58.99%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of April 30, 2019 = **210**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **26.06%** to 210 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **4.53** 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 **10.97%** in April 2019 to \$136,265 versus the previous year at \$122,794.

#### Average Days on Market Shortens

The average number of **55.81** days that homes spent on the market before selling decreased by 13.51 days or **19.49%** in April 2019 compared to last year's same month at **69.33** DOM.

#### Sales Success for April 2019 is Positive

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

There were 99 New Listings in April 2019, down **8.33%** from last year at 108. Furthermore, there were 58 Closed Listings this month versus last year at 40, a **45.00%** increase.

Closed versus Listed trends yielded a **58.6%** ratio, up from previous year's, April 2018, at **37.0%**, a **58.18%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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?

Contact an experienced REALTOR®

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

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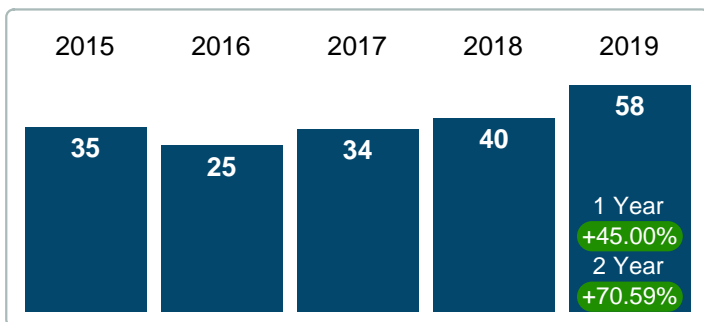
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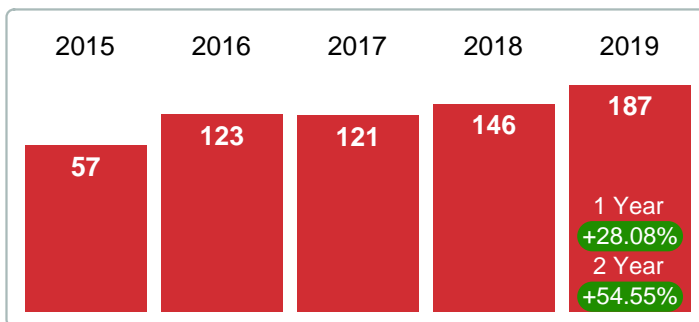
## CLOSED LISTINGS

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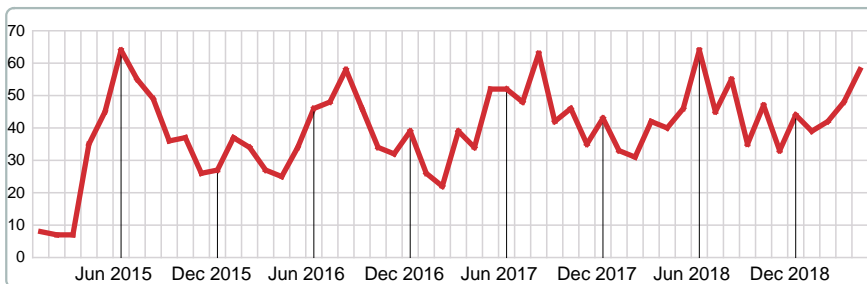
### APRIL



### YEAR TO DATE (YTD)

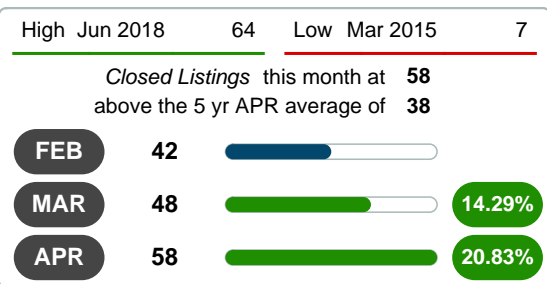


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 38



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.90%	27.8	1	3	0	0
\$50,001 - \$70,000	9	15.52%	54.8	1	6	2	0
\$70,001 - \$90,000	8	13.79%	65.6	2	5	1	0
\$90,001 - \$120,000	11	18.97%	51.5	2	9	0	0
\$120,001 - \$180,000	12	20.69%	68.8	3	8	1	0
\$180,001 - \$250,000	8	13.79%	50.0	0	3	4	1
\$250,001 and up	6	10.34%	52.7	0	4	2	0
<b>Total Closed Units</b>	<b>58</b>			<b>9</b>	<b>38</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,903,351</b>	<b>100%</b>	<b>55.8</b>	<b>824.60K</b>	<b>4.74M</b>	<b>2.09M</b>	<b>250.00K</b>
<b>Average Closed Price</b>	<b>\$136,265</b>			<b>\$91,622</b>	<b>\$124,679</b>	<b>\$209,094</b>	<b>\$250,000</b>

# April 2019



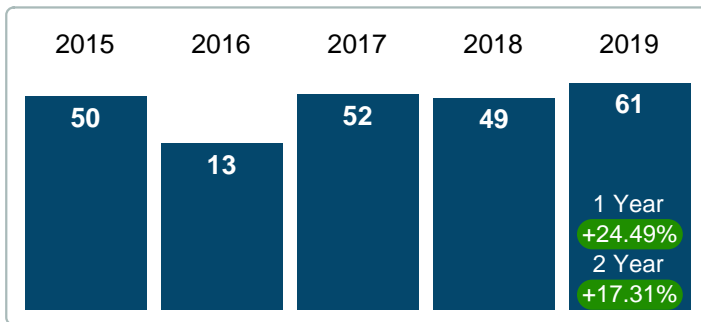
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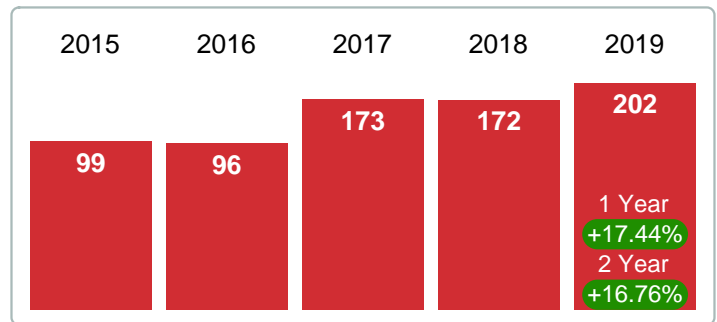
## PENDING LISTINGS

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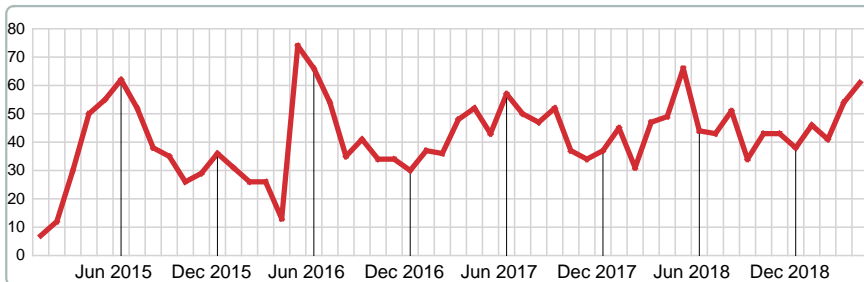
### APRIL



### YEAR TO DATE (YTD)

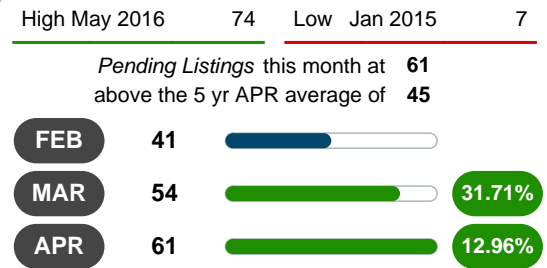


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 45



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<b>7</b>	11.48%	14.1	2	5	0	0
\$50,001 - \$60,000	<b>2</b>	3.28%	1.0	1	1	0	0
\$60,001 - \$90,000	<b>13</b>	21.31%	57.8	4	7	2	0
\$90,001 - \$140,000	<b>15</b>	24.59%	63.8	0	14	1	0
\$140,001 - \$170,000	<b>10</b>	16.39%	37.4	0	9	1	0
\$170,001 - \$280,000	<b>7</b>	11.48%	99.0	1	5	1	0
\$280,001 and up	<b>7</b>	11.48%	24.7	0	2	5	0
<b>Total Pending Units</b>	<b>61</b>			<b>8</b>	<b>43</b>	<b>10</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,918,199</b>	<b>100%</b>	<b>48.8</b>	<b>576.80K</b>	<b>5.53M</b>	<b>2.81M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$147,198</b>			<b>\$72,100</b>	<b>\$128,721</b>	<b>\$280,640</b>	<b>\$0</b>

# April 2019



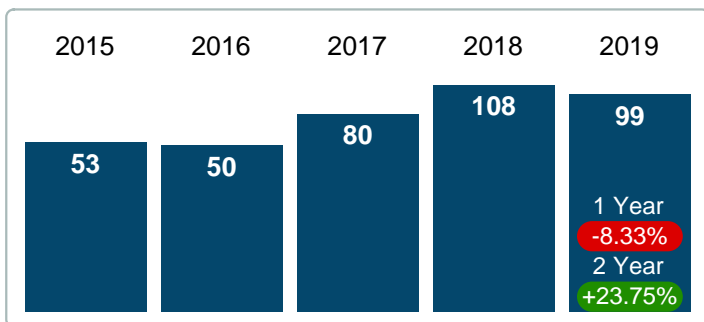
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



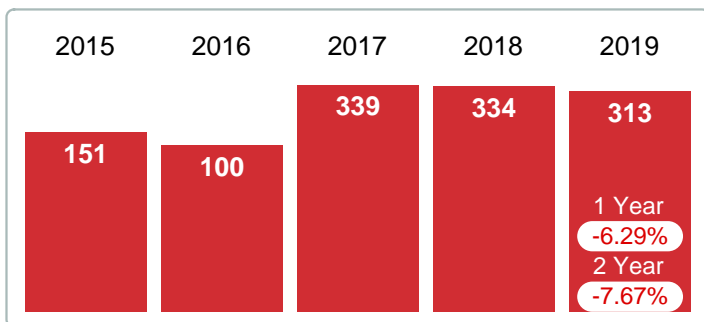
## NEW LISTINGS

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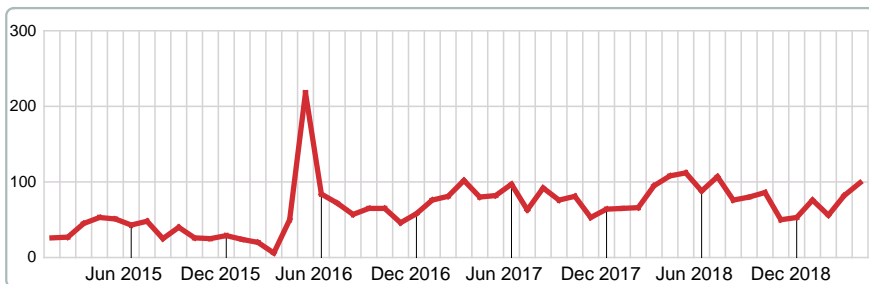
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 78

High May 2016 218 Low Mar 2016 6

New Listings this month at 99 above the 5 yr APR average of 78



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.03%	3	0	0	0
\$25,001 - \$50,000	8	8.08%	3	5	0	0
\$50,001 - \$75,000	12	12.12%	5	5	1	1
\$75,001 - \$150,000	32	32.32%	5	22	4	1
\$150,001 - \$200,000	20	20.20%	0	19	1	0
\$200,001 - \$275,000	10	10.10%	1	5	4	0
\$275,001 and up	14	14.14%	0	7	6	1
<b>Total New Listed Units</b>	<b>99</b>		<b>17</b>	<b>63</b>	<b>16</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>16,890,200</b>	<b>100%</b>	<b>1.20M</b>	<b>10.12M</b>	<b>4.19M</b>	<b>1.37M</b>
<b>Average New Listed Listing Price</b>	<b>\$154,813</b>		<b>\$70,559</b>	<b>\$160,698</b>	<b>\$262,113</b>	<b>\$457,633</b>

# April 2019



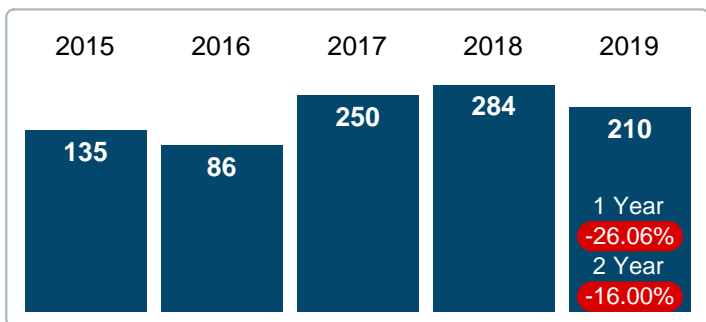
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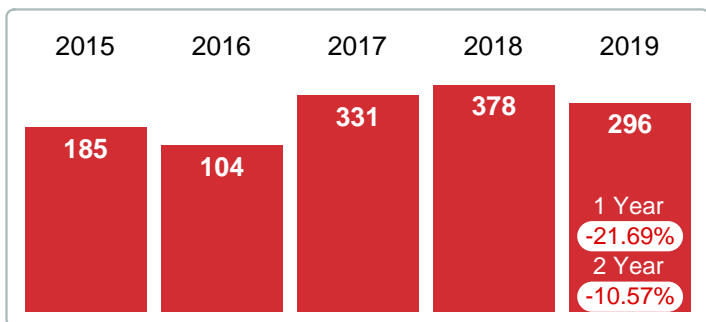
## ACTIVE INVENTORY

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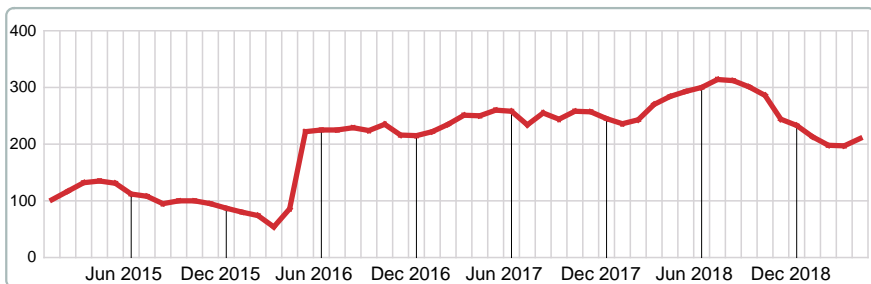
### END OF APRIL



### ACTIVE DURING APRIL

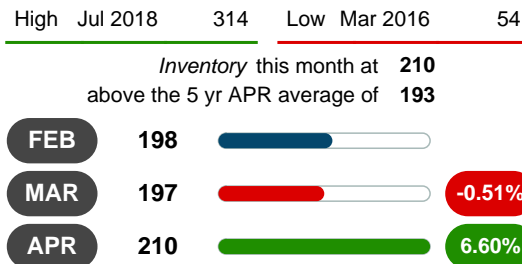


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 193



### 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	4	1.90%	30.0	3	1	0	0
\$25,001 - \$75,000	40	19.05%	90.5	16	20	2	2
\$75,001 - \$100,000	29	13.81%	69.5	8	17	4	0
\$100,001 - \$175,000	57	27.14%	73.7	4	38	12	3
\$175,001 - \$225,000	30	14.29%	62.4	1	22	7	0
\$225,001 - \$275,000	22	10.48%	109.5	1	15	6	0
\$275,001 and up	28	13.33%	73.8	0	9	13	6
<b>Total Active Inventory by Units</b>	<b>210</b>			<b>33</b>	<b>122</b>	<b>44</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>38,968,895</b>	<b>100%</b>	<b>77.6</b>	<b>2.48M</b>	<b>21.91M</b>	<b>10.53M</b>	<b>4.05M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$185,566</b>			<b>\$75,263</b>	<b>\$179,569</b>	<b>\$239,373</b>	<b>\$367,764</b>

# April 2019



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

### MSI FOR APRIL

2015	2016	2017	2018	2019

### INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
210	0	0	inf	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



### 3 MONTHS

5 year APR AVG = inf

High Apr 2019	inf	Low Apr 2019	inf
Months Supply this month at inf equal to 5 yr APR average of inf			
FEB	inf		%
MAR	inf		%
APR	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16		7.62%	4.00	5.50	2.73	0.00	0.00	
\$40,001 - \$70,000	24		11.43%	3.51	3.69	3.36	2.00	0.00	
\$70,001 - \$110,000	37		17.62%	3.76	3.72	3.50	4.62	6.00	
\$110,001 - \$170,000	49		23.33%	3.87	2.18	3.29	8.25	24.00	
\$170,001 - \$220,000	30		14.29%	4.56	12.00	4.75	3.65	0.00	
\$220,001 - \$290,000	31		14.76%	8.27	0.00	10.91	5.14	6.00	
\$290,001 and up	23		10.95%	8.63	0.00	9.33	7.33	12.00	
Market Supply of Inventory (MSI)		4.53			4.30	4.16	5.33	10.15	
Total Active Inventory by Units		210	100%	4.53	33	122	44	11	

# April 2019



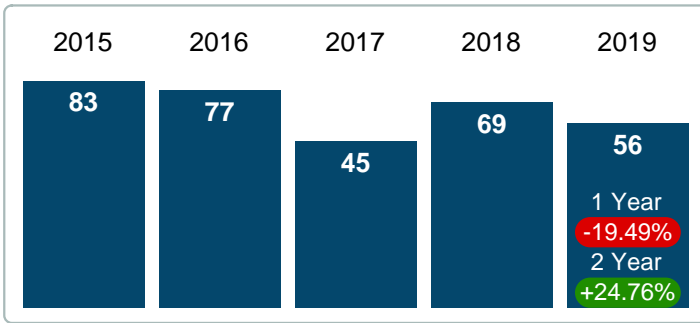
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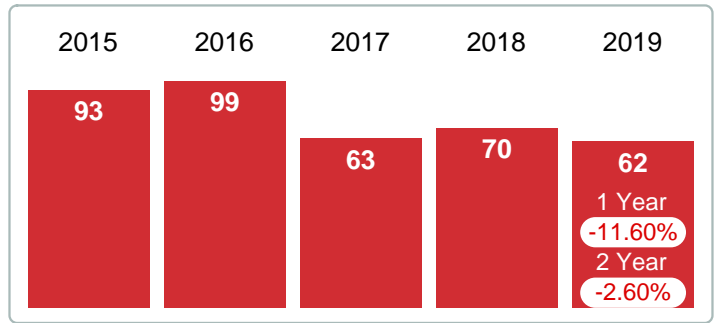
## AVERAGE DAYS ON MARKET TO SALE

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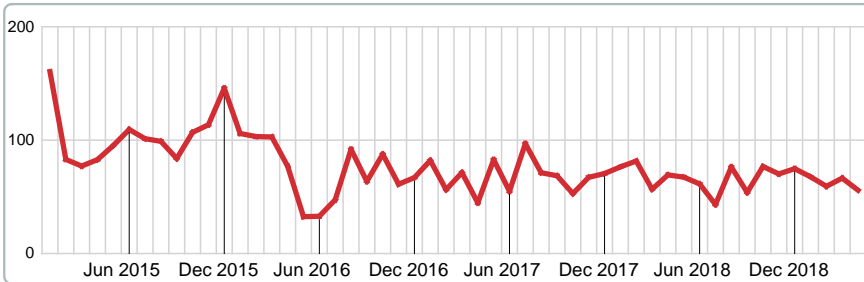
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

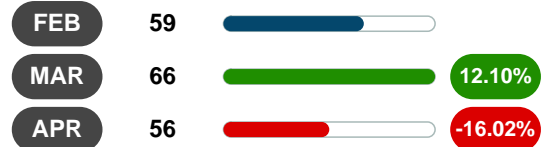


### 3 MONTHS

5 year APR AVG = 66

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 56 below the 5 yr APR average of 66



### 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		
\$50,000 and less	4	6.90%	28	14	32	0		
\$50,001 - \$70,000	9	15.52%	55	16	55	74		
\$70,001 - \$90,000	8	13.79%	66	101	48	81		
\$90,001 - \$120,000	11	18.97%	51	27	57	0		
\$120,001 - \$180,000	12	20.69%	69	39	75	106		
\$180,001 - \$250,000	8	13.79%	50	0	35	35		
\$250,001 and up	6	10.34%	53	0	73	12		
<b>Average Closed DOM</b>		<b>56</b>		<b>45</b>	<b>57</b>	<b>50</b>	<b>154</b>	
<b>Total Closed Units</b>		<b>58</b>	<b>100%</b>	<b>56</b>	<b>9</b>	<b>38</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,903,351</b>			<b>824.60K</b>	<b>4.74M</b>	<b>2.09M</b>	<b>250.00K</b>



# April 2019



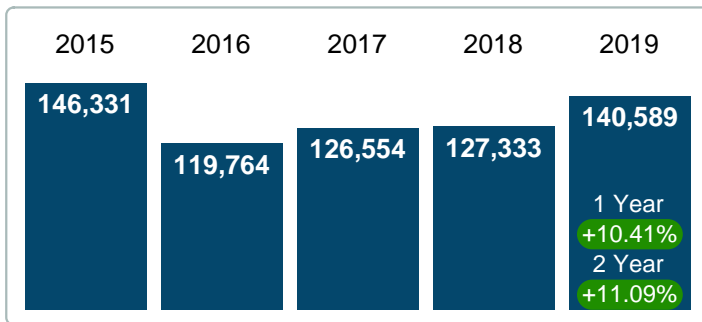
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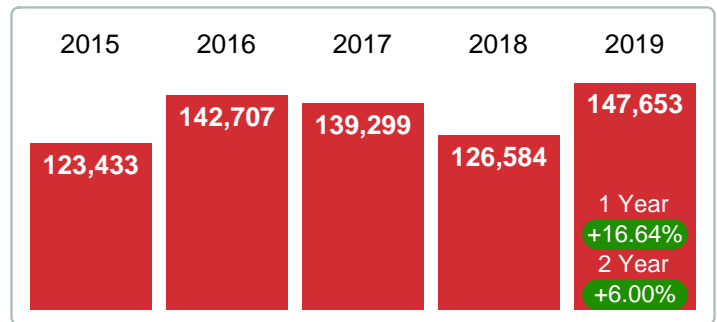
## AVERAGE LIST PRICE AT CLOSING

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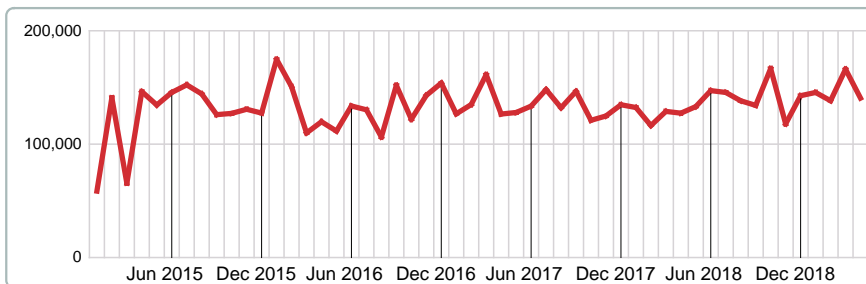
### APRIL



### YEAR TO DATE (YTD)

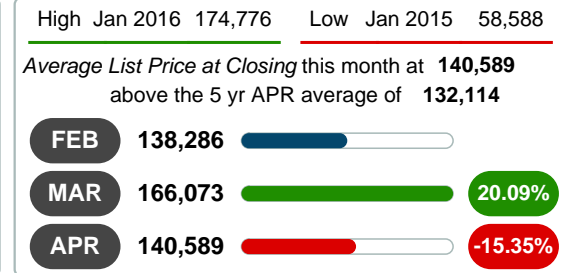


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 132,114



### 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
\$50,000 and less	4	6.90%	33,700	13,000	40,600	0	0
\$50,001 - \$70,000	8	13.79%	64,263	59,900	64,050	82,450	0
\$70,001 - \$90,000	9	15.52%	83,017	74,450	82,700	89,750	0
\$90,001 - \$120,000	9	15.52%	111,600	103,950	117,989	0	0
\$120,001 - \$180,000	14	24.14%	138,621	133,667	141,800	139,900	0
\$180,001 - \$250,000	7	12.07%	219,600	0	215,967	228,575	250,000
\$250,001 and up	7	12.07%	325,114	0	282,975	434,450	0
Average List Price			140,589	92,300	128,834	217,775	250,000
Total Closed Units		100%	140,589	9	38	10	1
Total Closed Volume			8,154,150	830.70K	4.90M	2.18M	250.00K



# April 2019



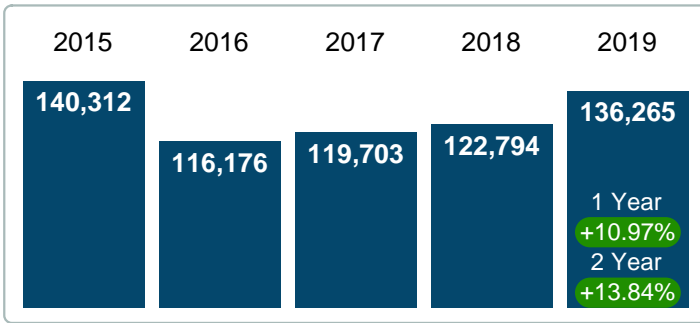
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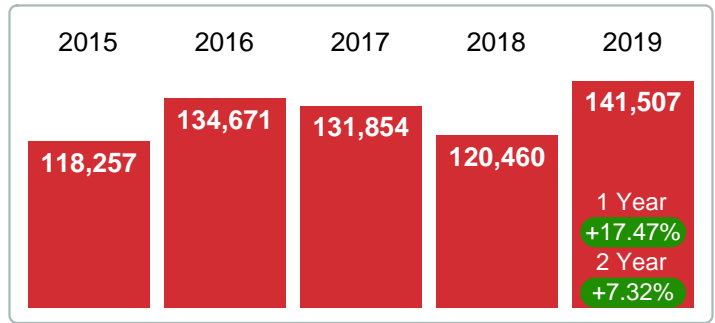
## AVERAGE SOLD PRICE AT CLOSING

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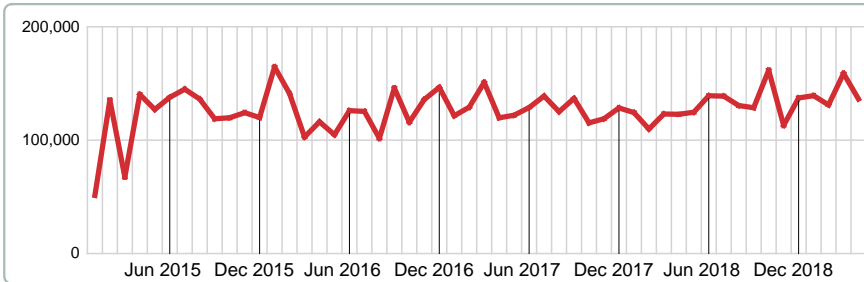
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

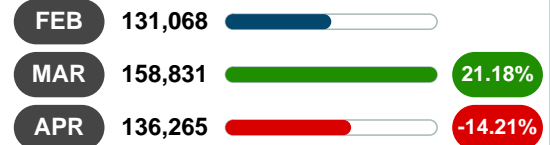


### 3 MONTHS

5 year APR AVG = 127,050

High Jan 2016 164,586 Low Jan 2015 51,263

Average Sold Price at Closing this month at **136,265** above the 5 yr APR average of **127,050**



### 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
\$50,000 and less	6.90%	27,700	11,000	33,267	0	0
\$50,001 - \$70,000	15.52%	62,133	59,900	60,717	67,500	0
\$70,001 - \$90,000	13.79%	81,630	76,250	82,200	89,540	0
\$90,001 - \$120,000	18.97%	107,455	100,000	109,111	0	0
\$120,001 - \$180,000	20.69%	139,926	133,733	142,364	139,000	0
\$180,001 - \$250,000	13.79%	222,588	0	209,433	225,600	250,000
\$250,001 and up	10.34%	323,083	0	278,375	412,500	0
<b>Average Sold Price</b>		<b>136,265</b>	<b>91,622</b>	<b>124,679</b>	<b>209,094</b>	<b>250,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>136,265</b>	<b>9</b>	<b>38</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,903,351</b>	<b>824.60K</b>	<b>4.74M</b>	<b>2.09M</b>	<b>250.00K</b>

# April 2019



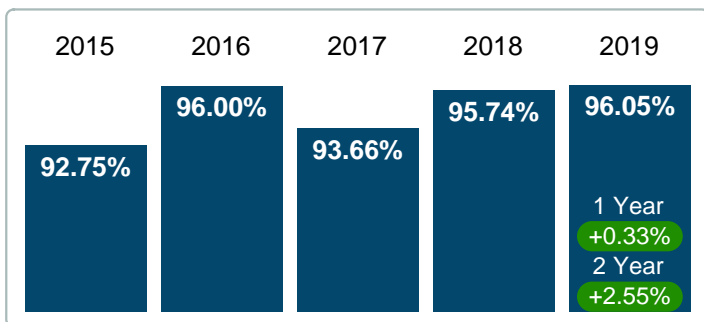
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



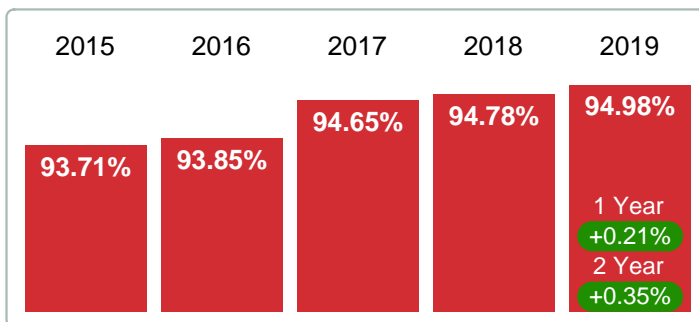
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

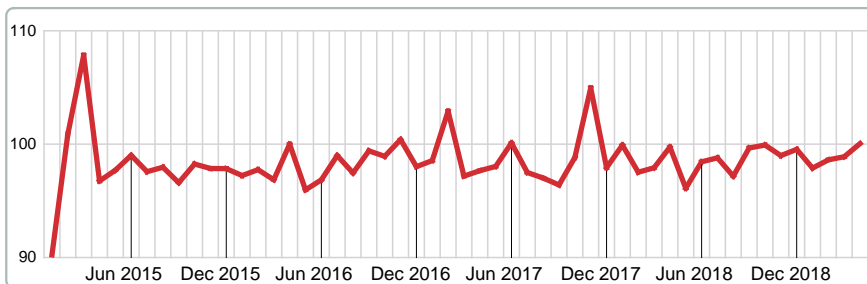
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

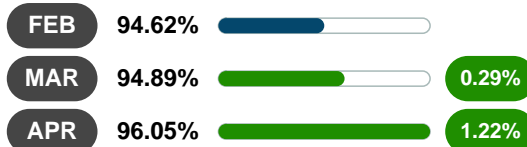


### 3 MONTHS

5 year APR AVG = 94.84%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **96.05%** above the 5 yr APR average of **94.84%**



### 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
\$50,000 and less	4	6.90%	83.25%	84.62%	82.79%	0.00%	0.00%
\$50,001 - \$70,000	9	15.52%	92.73%	100.00%	95.09%	82.04%	0.00%
\$70,001 - \$90,000	8	13.79%	100.22%	102.58%	99.38%	99.77%	0.00%
\$90,001 - \$120,000	11	18.97%	93.33%	96.33%	92.67%	0.00%	0.00%
\$120,001 - \$180,000	12	20.69%	100.21%	100.09%	100.36%	99.36%	0.00%
\$180,001 - \$250,000	8	13.79%	98.59%	0.00%	97.99%	98.69%	100.00%
\$250,001 and up	6	10.34%	97.30%	0.00%	98.39%	95.14%	0.00%
Average Sold/List Ratio		96.10%		98.08%	95.79%	94.82%	100.00%
Total Closed Units		58	100%	9	38	10	1
Total Closed Volume		7,903,351		824.60K	4.74M	2.09M	250.00K

# April 2019



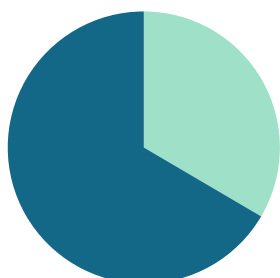
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

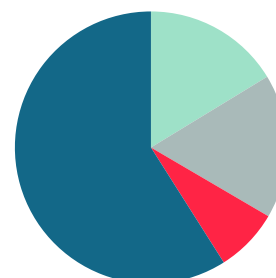


**Inventory**  
 New Listings **99 = 33.45%**  
 Start Inventory **197**  
 Total Inventory Units **296**  
 Volume **\$52,483,894**

### Market Activity

Closed Sales **58 = 16.29%**  
 Pending Sales **61 = 17.13%**  
 Other Off Market **27 = 7.58%**  
 Active Inventory **210 = 58.99%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	40	58	45.00%	146	187	28.08%
Pending Sales	49	61	24.49%	172	202	17.44%
New Listings	108	99	-8.33%	334	313	-6.29%
Average List Price	127,333	140,589	10.41%	126,584	147,653	16.64%
Average Sale Price	122,794	136,265	10.97%	120,460	141,507	17.47%
Average Percent of Selling Price to List Price	95.74%	96.05%	0.33%	94.78%	94.98%	0.21%
Average Days on Market to Sale	69.33	55.81	-19.49%	69.91	61.80	-11.60%
Monthly Inventory	284	210	-26.06%	284	210	-26.06%
Months Supply of Inventory	6.47	4.53	-29.91%	6.47	4.53	-29.91%

**Absorption:** Last 12 months, an Average of **46** Sales/Month

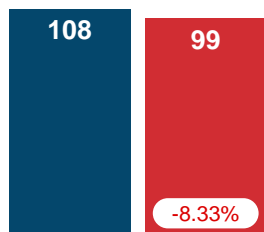
**Inventory** on April 30, 2019 = **210**

**2018** **2019**

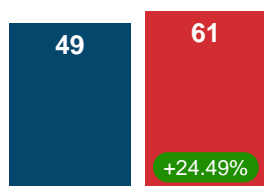
### APRIL MARKET

### AVERAGE PRICES

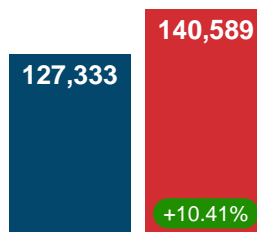
#### New Listings



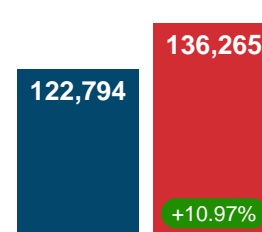
#### Pending Listings



#### List Price



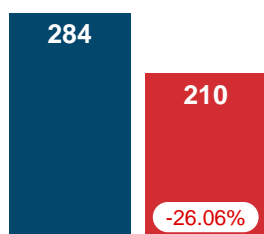
#### Sale Price



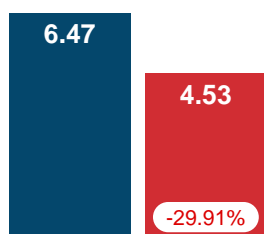
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

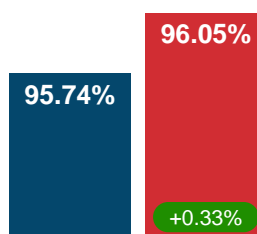
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

