

April 2019



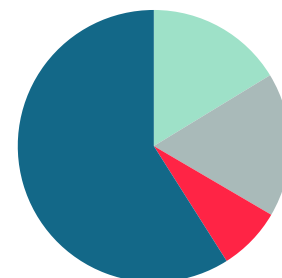
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	114,950	119,750	4.18%
Median Sale Price	109,500	115,000	5.02%
Median Percent of Selling Price to List Price	96.52%	99.51%	3.09%
Median Days on Market to Sale	49.50	40.00	-19.19%
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.

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 **5.02%** in April 2019 to \$115,000 versus the previous year at \$109,500.

Median Days on Market Shortens

The median number of **40.00** days that homes spent on the market before selling decreased by 9.50 days or **19.19%** in April 2019 compared to last year's same month at **49.50** DOM.

Sales Success for April 2019 is Positive

Overall, with Median 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.

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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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

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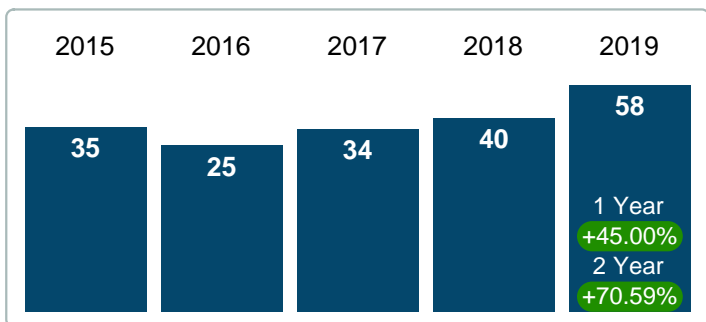
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



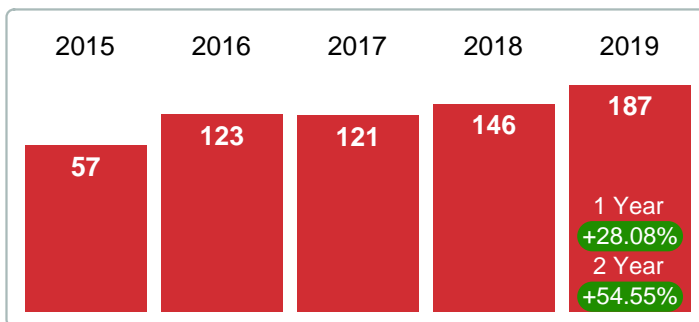
CLOSED LISTINGS

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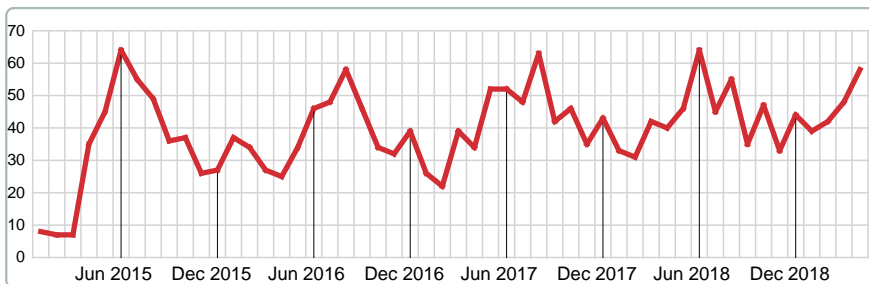
APRIL



YEAR TO DATE (YTD)

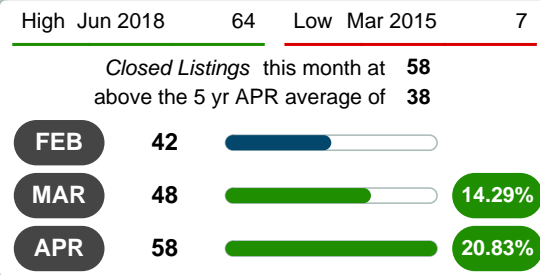


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.90%	25.0	1	3	0	0
\$50,001 - \$70,000	9	15.52%	39.0	1	6	2	0
\$70,001 - \$90,000	8	13.79%	64.5	2	5	1	0
\$90,001 - \$120,000	11	18.97%	41.0	2	9	0	0
\$120,001 - \$180,000	12	20.69%	42.5	3	8	1	0
\$180,001 - \$250,000	8	13.79%	8.5	0	3	4	1
\$250,001 and up	6	10.34%	12.0	0	4	2	0
Total Closed Units	58			9	38	10	1
Total Closed Volume	7,903,351	100%	40.0	824.60K	4.74M	2.09M	250.00K
Median Closed Price	\$115,000			\$93,000	\$112,500	\$215,000	\$250,000

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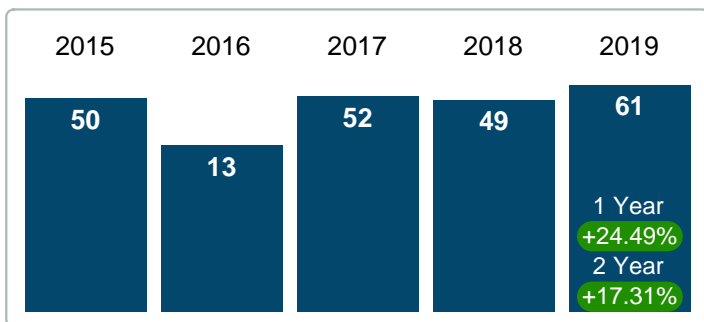
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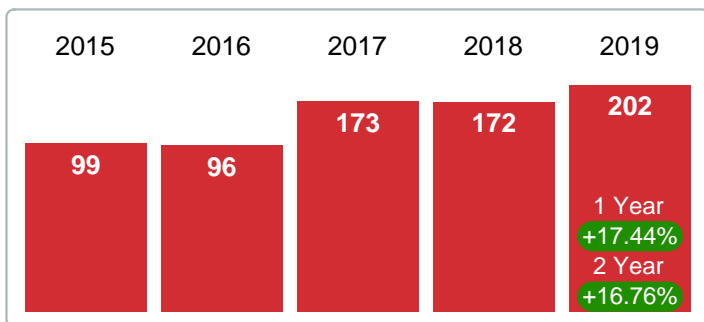
PENDING LISTINGS

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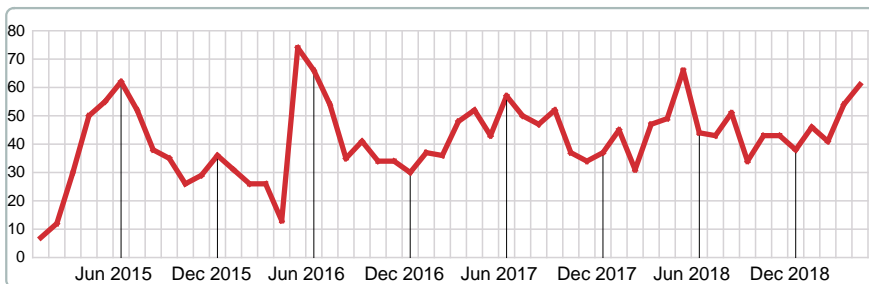
APRIL



YEAR TO DATE (YTD)

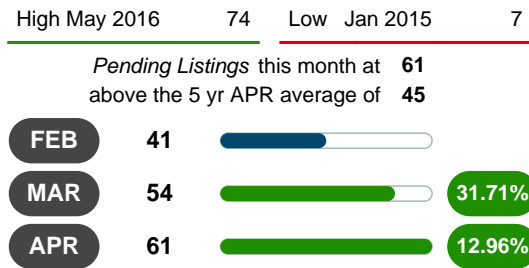


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	11.48%	7.0	2	5	0	0
\$50,001 - \$60,000	2	3.28%	1.0	1	1	0	0
\$60,001 - \$90,000	13	21.31%	58.0	4	7	2	0
\$90,001 - \$140,000	15	24.59%	31.0	0	14	1	0
\$140,001 - \$170,000	10	16.39%	18.0	0	9	1	0
\$170,001 - \$280,000	7	11.48%	78.0	1	5	1	0
\$280,001 and up	7	11.48%	7.0	0	2	5	0
Total Pending Units	61			8	43	10	0
Total Pending Volume	8,918,199	100%	20.0	576.80K	5.53M	2.81M	0.00B
Median Listing Price	\$115,000			\$65,900	\$115,000	\$234,900	\$0

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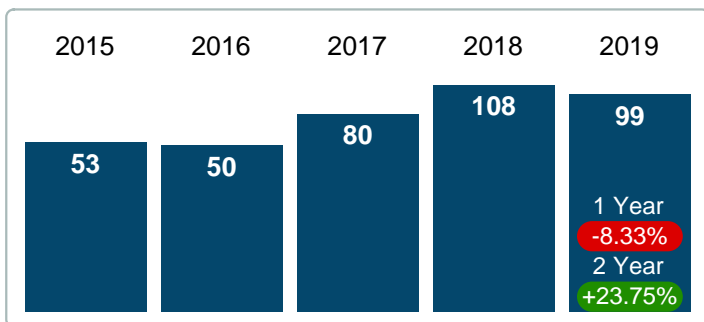
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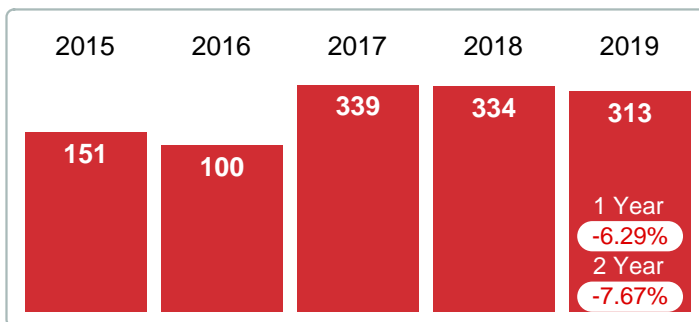
NEW LISTINGS

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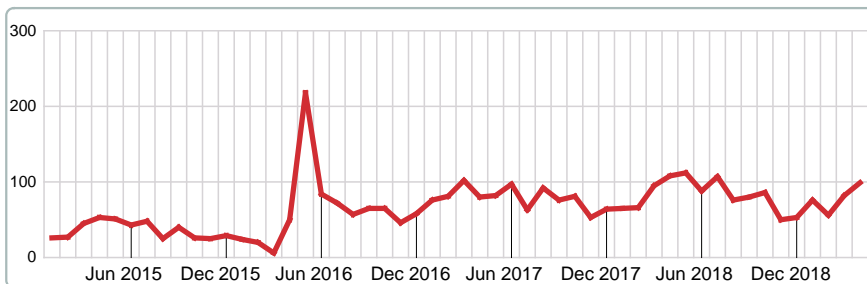
APRIL



YEAR TO DATE (YTD)

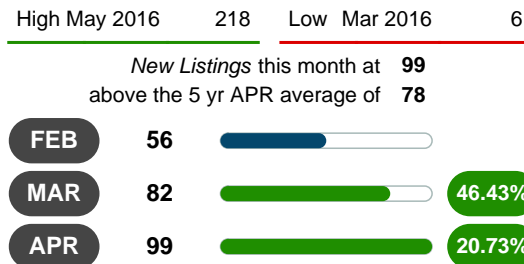


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 78



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	8	8.08%	6	2	0	0
\$40,001 - \$70,000	13	13.13%	5	8	0	0
\$70,001 - \$90,000	12	12.12%	3	7	1	1
\$90,001 - \$160,000	28	28.28%	2	21	4	1
\$160,001 - \$220,000	15	15.15%	0	14	1	0
\$220,001 - \$280,000	10	10.10%	1	5	4	0
\$280,001 and up	13	13.13%	0	6	6	1
Total New Listed Units	99		17	63	16	3
Total New Listed Volume	16,890,200	100%	1.20M	10.12M	4.19M	1.37M
Median New Listed Listing Price	\$143,000		\$59,500	\$149,000	\$239,250	\$137,500

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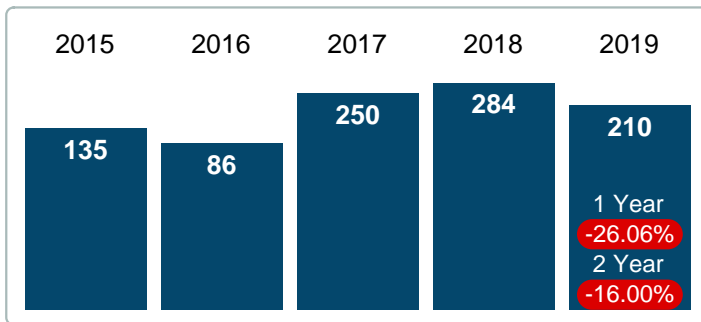
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



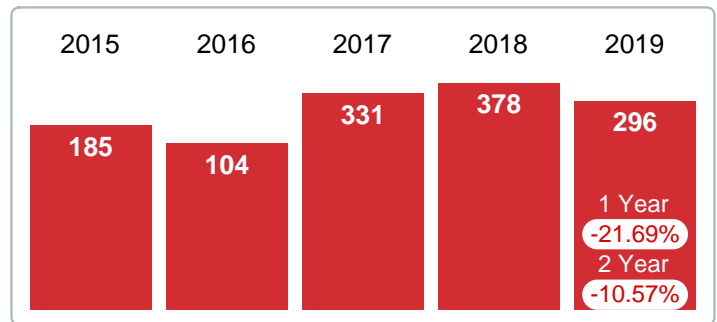
ACTIVE INVENTORY

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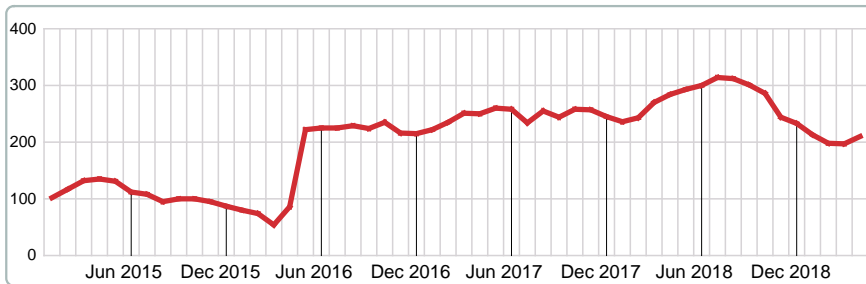
END OF APRIL



ACTIVE DURING APRIL

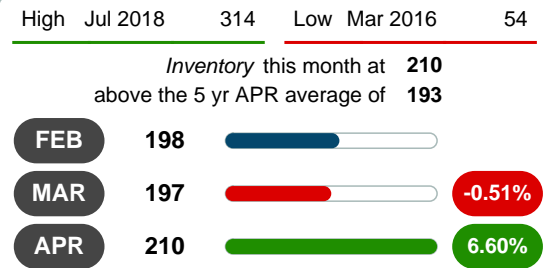


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 193



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16	7.62%	52.0	11	5	0	0
\$40,001 - \$70,000	24	11.43%	58.5	8	14	1	1
\$70,001 - \$110,000	37	17.62%	40.0	9	21	5	2
\$110,001 - \$170,000	49	23.33%	44.0	2	34	11	2
\$170,001 - \$220,000	30	14.29%	44.0	2	21	7	0
\$220,001 - \$290,000	31	14.76%	39.0	1	20	9	1
\$290,001 and up	23	10.95%	74.0	0	7	11	5
Total Active Inventory by Units	210			33	122	44	11
Total Active Inventory by Volume	38,968,895	100%	47.0	2.48M	21.91M	10.53M	4.05M
Median Active Inventory Listing Price	\$144,750			\$59,900	\$148,950	\$216,500	\$289,000

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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		100%	4.53	33	122	44	11

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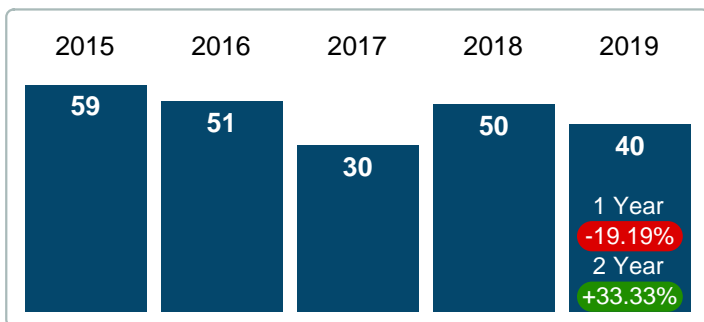
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



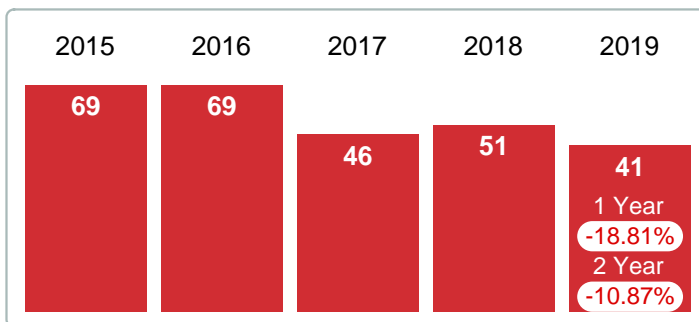
MEDIAN DAYS ON MARKET TO SALE

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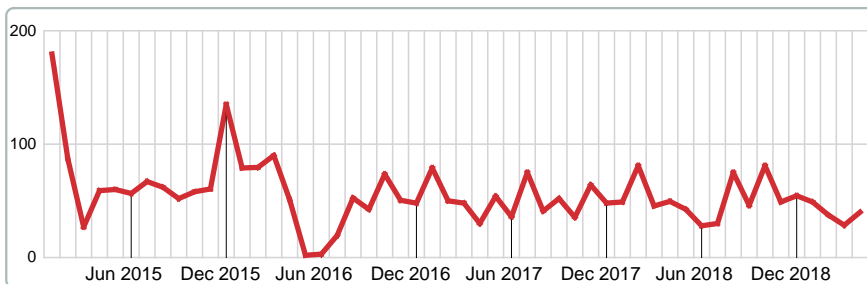
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

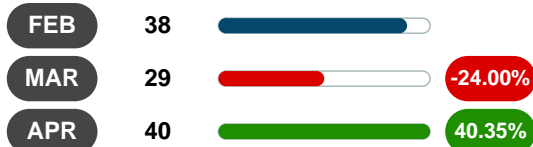


3 MONTHS

5 year APR AVG = 46

High Jan 2015 180 Low May 2016 2

Median Days on Market to Sale this month at 40 below the 5 yr APR average of 46



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
\$50,000 and less	6.90%	25	14	36	0	0
\$50,001 - \$70,000	15.52%	39	16	56	74	0
\$70,001 - \$90,000	13.79%	65	101	54	81	0
\$90,001 - \$120,000	18.97%	41	27	41	0	0
\$120,001 - \$180,000	20.69%	43	33	42	106	0
\$180,001 - \$250,000	13.79%	9	0	15	2	154
\$250,001 and up	10.34%	12	0	59	12	0
Median Closed DOM		40				
Total Closed Units	100%	40.0	9	38	10	1
Total Closed Volume		7,903,351	824.60K	4.74M	2.09M	250.00K

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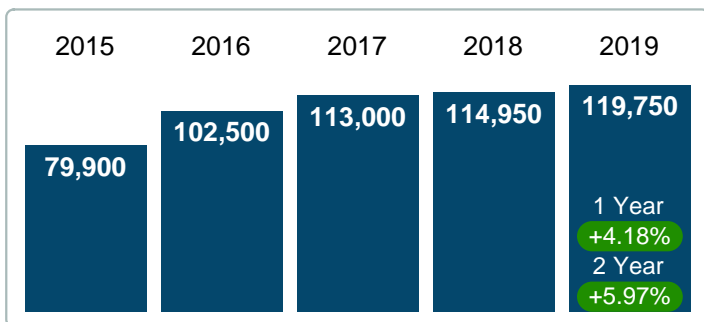
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



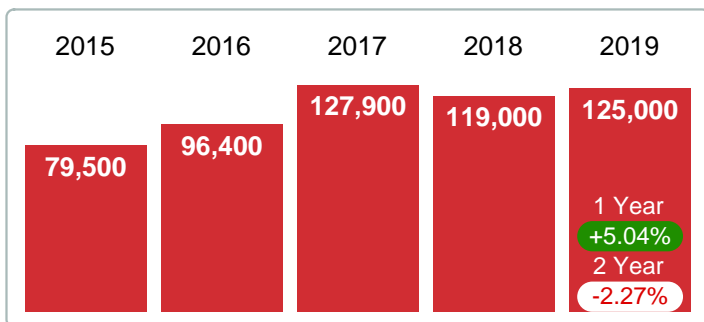
MEDIAN LIST PRICE AT CLOSING

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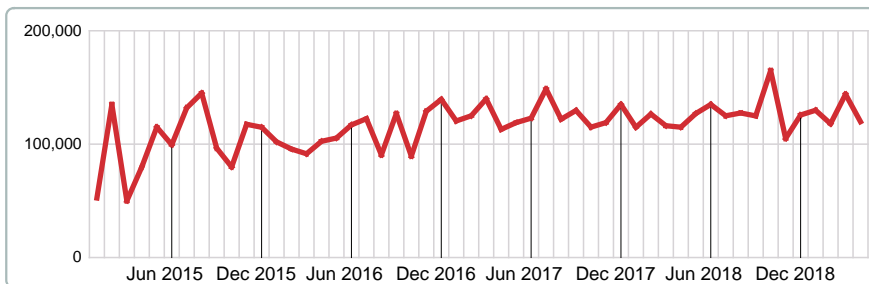
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

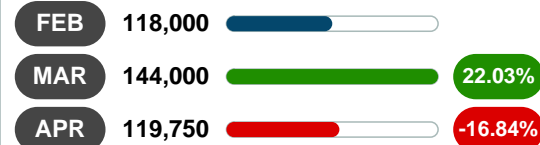


3 MONTHS

5 year APR AVG = 106,020

High Oct 2018 164,900 Low Mar 2015 50,000

Median List Price at Closing this month at 119,750 above the 5 yr APR average of 106,020



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
\$50,000 and less	6.90%	35,950	13,000	39,900	0	0
\$50,001 - \$70,000	13.79%	66,950	64,900	66,950	0	0
\$70,001 - \$90,000	15.52%	85,000	79,000	85,000	85,000	0
\$90,001 - \$120,000	15.52%	112,900	112,900	112,500	0	0
\$120,001 - \$180,000	24.14%	132,450	140,750	129,900	139,900	0
\$180,001 - \$250,000	12.07%	229,500	0	186,450	232,200	250,000
\$250,001 and up	12.07%	297,900	0	275,000	434,450	0
Median List Price		119,750	95,000	117,500	219,750	250,000
Total Closed Units	100%	119,750	9	38	10	1
Total Closed Volume		8,154,150	830.70K	4.90M	2.18M	250.00K

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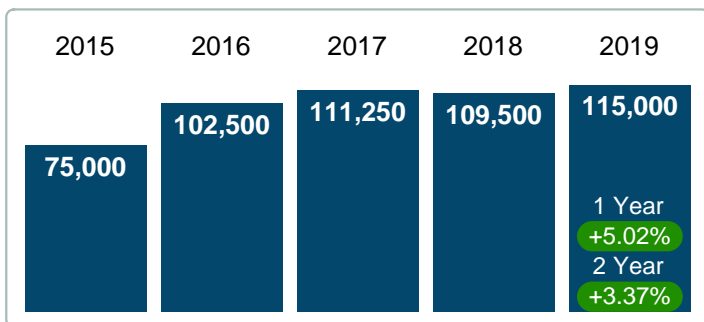
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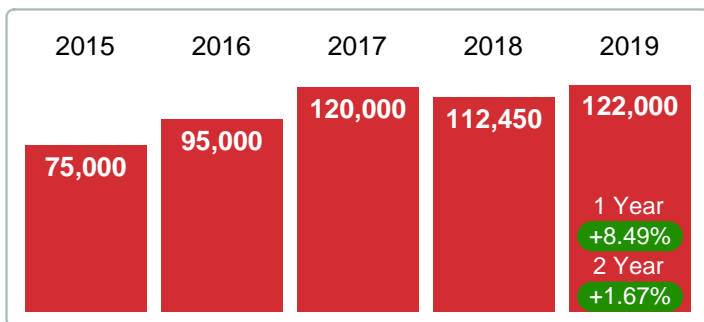
MEDIAN SOLD PRICE AT CLOSING

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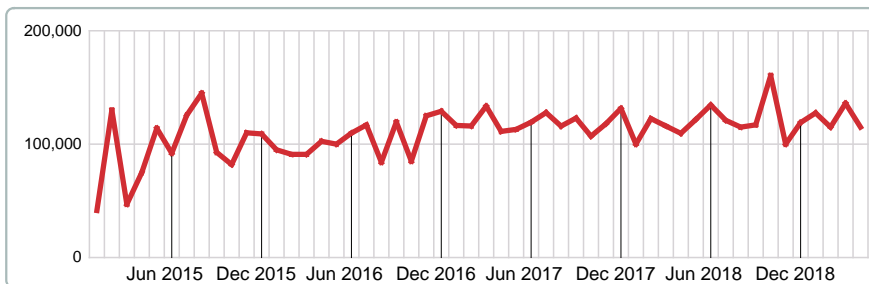
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

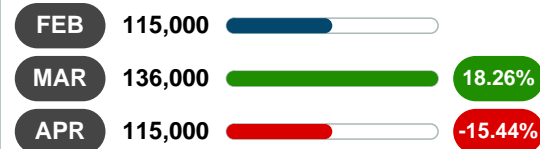


3 MONTHS

5 year APR AVG = 102,650

High Oct 2018 160,500 Low Jan 2015 41,500

Median Sold Price at Closing this month at 115,000 above the 5 yr APR average of 102,650



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
\$50,000 and less	6.90%	27,650	11,000	33,300	0	0
\$50,001 - \$70,000	15.52%	60,000	59,900	59,500	67,500	0
\$70,001 - \$90,000	13.79%	82,000	76,250	85,000	89,540	0
\$90,001 - \$120,000	18.97%	110,000	100,000	110,000	0	0
\$120,001 - \$180,000	20.69%	134,450	124,000	138,450	139,000	0
\$180,001 - \$250,000	13.79%	221,250	0	193,300	221,250	250,000
\$250,001 and up	10.34%	294,500	0	279,500	412,500	0
Median Sold Price		115,000	93,000	112,500	215,000	250,000
Total Closed Units	100%	115,000	9	38	10	1
Total Closed Volume		7,903,351	824.60K	4.74M	2.09M	250.00K

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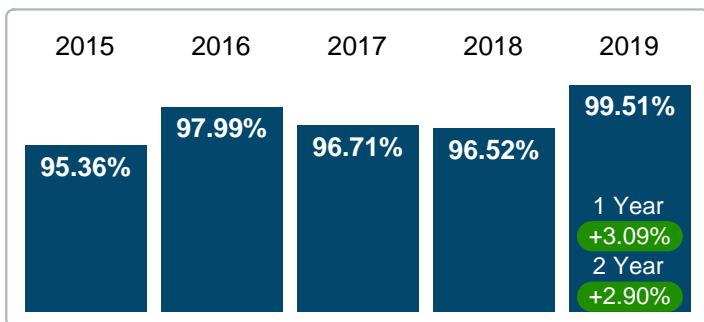
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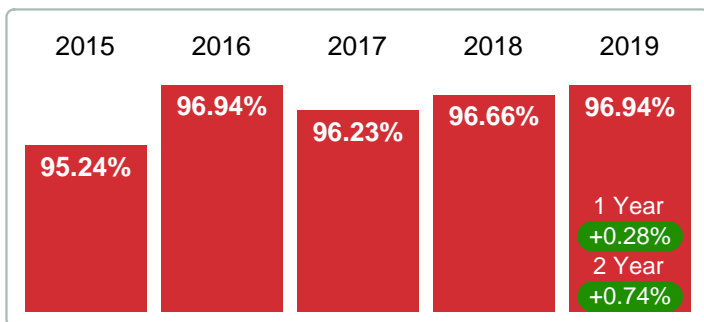
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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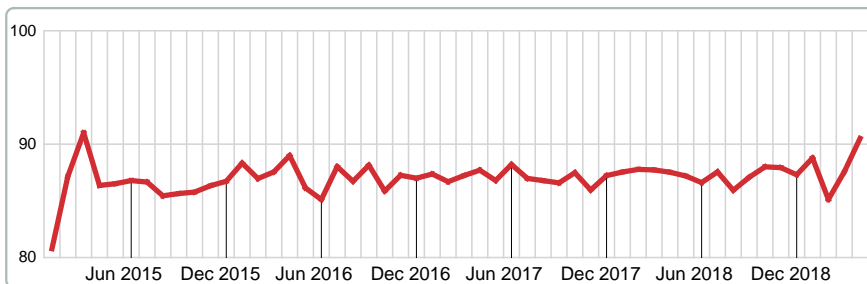
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

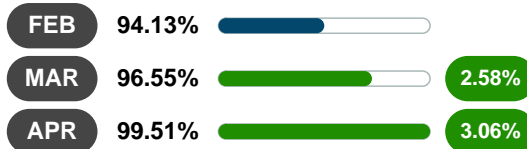


3 MONTHS

5 year APR AVG = 97.22%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **99.51%**
above the 5 yr APR average of **97.22%**



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
\$50,000 and less	4	6.90%	86.90%	84.62%	89.18%	0.00%	0.00%
\$50,001 - \$70,000	9	15.52%	96.57%	100.00%	97.42%	82.04%	0.00%
\$70,001 - \$90,000	8	13.79%	100.00%	102.58%	100.00%	99.77%	0.00%
\$90,001 - \$120,000	11	18.97%	94.00%	96.33%	93.06%	0.00%	0.00%
\$120,001 - \$180,000	12	20.69%	100.00%	100.00%	100.00%	99.36%	0.00%
\$180,001 - \$250,000	8	13.79%	98.71%	0.00%	97.42%	97.93%	100.00%
\$250,001 and up	6	10.34%	97.84%	0.00%	98.60%	95.14%	0.00%
Median Sold/List Ratio		99.51%		100.00%	99.83%	96.69%	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



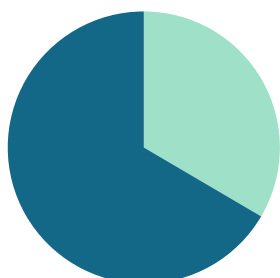
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

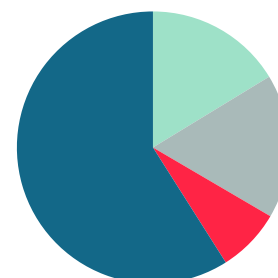


Inventory
 New Listings
99 = 33.45%
 Start Inventory
197
 Total Inventory Units
296
 Volume
\$52,483,894

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%
Median List Price	114,950	119,750	4.18%	119,000	125,000	5.04%
Median Sale Price	109,500	115,000	5.02%	112,450	122,000	8.49%
Median Percent of Selling Price to List Price	96.52%	99.51%	3.09%	96.66%	96.94%	0.28%
Median Days on Market to Sale	49.50	40.00	-19.19%	50.50	41.00	-18.81%
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

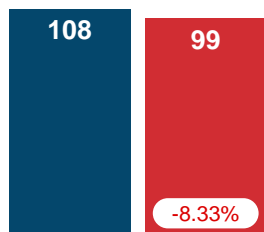
Inventory on April 30, 2019 = **210**

2018 **2019**

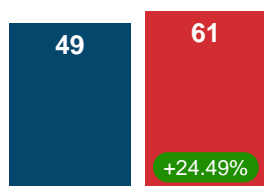
APRIL MARKET

MEDIAN PRICES

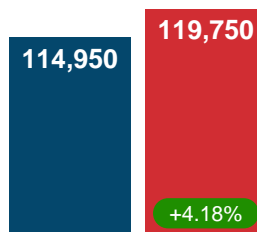
New Listings



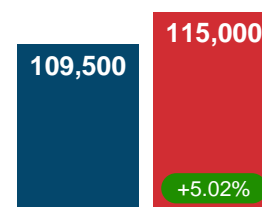
Pending Listings



List Price



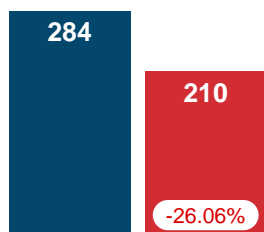
Sale Price



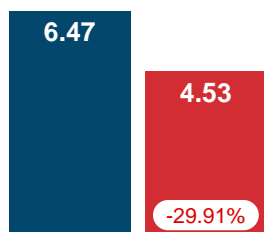
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

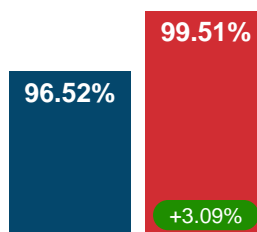
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

