

## February 2019



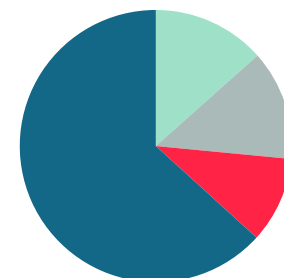
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2018	2019	+/-%
Closed Listings	31	42	35.48%
Pending Listings	31	41	32.26%
New Listings	66	56	-15.15%
Average List Price	116,420	138,286	18.78%
Average Sale Price	109,807	131,068	19.36%
Average Percent of Selling Price to List Price	93.53%	94.62%	1.16%
Average Days on Market to Sale	81.58	59.29	-27.33%
End of Month Inventory	244	198	-18.85%
Months Supply of Inventory	5.65	4.47	-20.99%



■ Closed (13.42%)  
■ Pending (13.10%)  
■ Other OffMarket (10.22%)  
■ Active (63.26%)

**Absorption:** Last 12 months, an Average of **44** Sales/Month  
**Active Inventory** as of February 28, 2019 = **198**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2019 decreased **18.85%** to 198 existing homes available for sale. Over the last 12 months this area has had an average of 44 closed sales per month. This represents an unsold inventory index of **4.47** 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 **19.36%** in February 2019 to \$131,068 versus the previous year at \$109,807.

##### Average Days on Market Shortens

The average number of **59.29** days that homes spent on the market before selling decreased by 22.29 days or **27.33%** in February 2019 compared to last year's same month at **81.58** DOM.

##### Sales Success for February 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 56 New Listings in February 2019, down **15.15%** from last year at 66. Furthermore, there were 42 Closed Listings this month versus last year at 31, a **35.48%** increase.

Closed versus Listed trends yielded a **75.0%** ratio, up from previous year's, February 2018, at **47.0%**, a **59.68%** 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.**

# February 2019



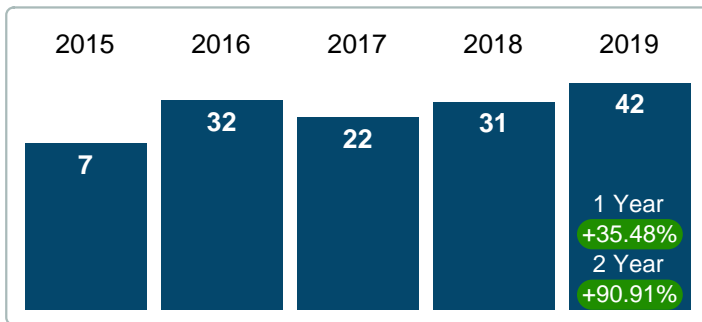
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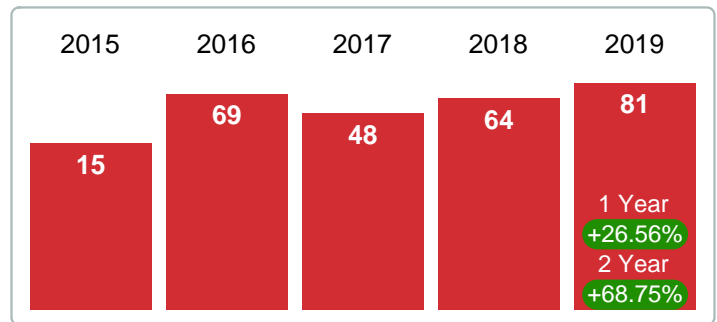
## CLOSED LISTINGS

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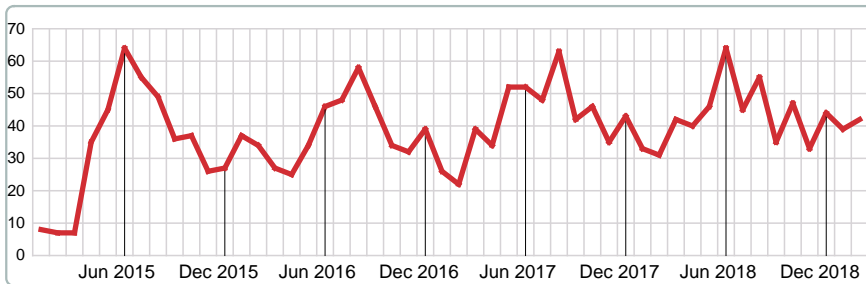
### FEBRUARY



### YEAR TO DATE (YTD)

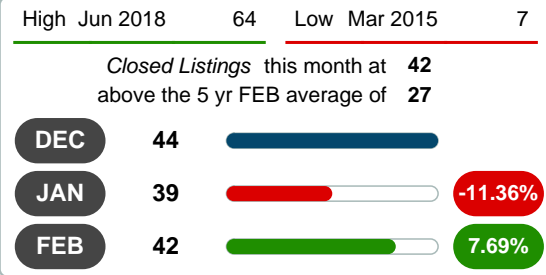


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 27



### 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	9.52%	64.3	2	2	0	0
\$50,001 - \$70,000	5	11.90%	27.0	0	5	0	0
\$70,001 - \$80,000	5	11.90%	89.6	2	3	0	0
\$80,001 - \$120,000	10	23.81%	68.1	3	6	1	0
\$120,001 - \$150,000	7	16.67%	54.6	0	7	0	0
\$150,001 - \$210,000	6	14.29%	70.2	0	5	1	0
\$210,001 and up	5	11.90%	33.2	0	3	2	0
<b>Total Closed Units</b>	<b>42</b>			<b>7</b>	<b>31</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,504,850</b>	<b>100%</b>	<b>59.3</b>	<b>479.00K</b>	<b>4.28M</b>	<b>741.40K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$131,068</b>			<b>\$68,429</b>	<b>\$138,208</b>	<b>\$185,350</b>	<b>\$0</b>

# February 2019



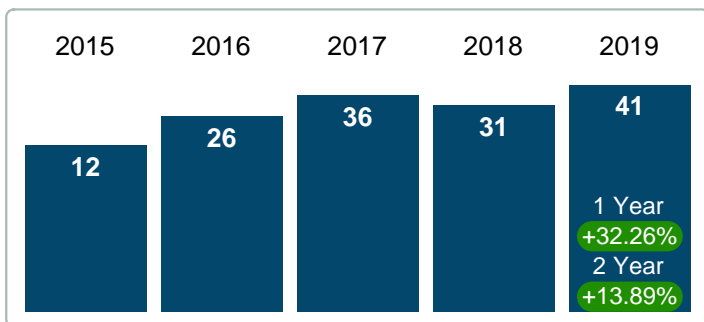
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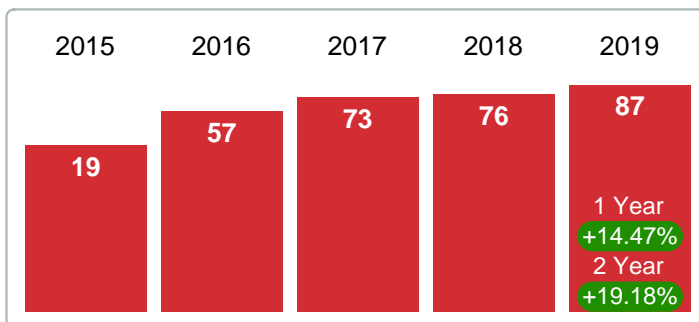
## PENDING LISTINGS

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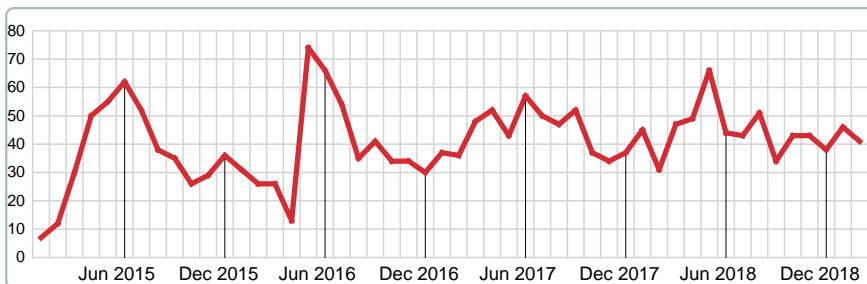
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 29

High May 2016 74 Low Jan 2015 7

Pending Listings this month at **41**  
above the 5 yr FEB average of **29**

- DEC 38
- JAN 46 +21.05%
- FEB 41 -10.87%

### 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	2	4.88%	37.5	1	1	0	0
\$30,001 - \$70,000	7	17.07%	81.1	4	3	0	0
\$70,001 - \$80,000	4	9.76%	26.5	1	3	0	0
\$80,001 - \$110,000	13	31.71%	108.0	0	10	3	0
\$110,001 - \$180,000	5	12.20%	53.4	1	4	0	0
\$180,001 - \$270,000	5	12.20%	34.6	0	1	4	0
\$270,001 and up	5	12.20%	45.8	0	2	1	2
<b>Total Pending Units</b>	<b>41</b>			<b>7</b>	<b>24</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>5,518,030</b>	<b>100%</b>	<b>64.8</b>	<b>397.70K</b>	<b>2.71M</b>	<b>1.60M</b>	<b>810.00K</b>
<b>Average Listing Price</b>	<b>\$138,878</b>			<b>\$56,814</b>	<b>\$112,828</b>	<b>\$200,306</b>	<b>\$405,000</b>

# February 2019



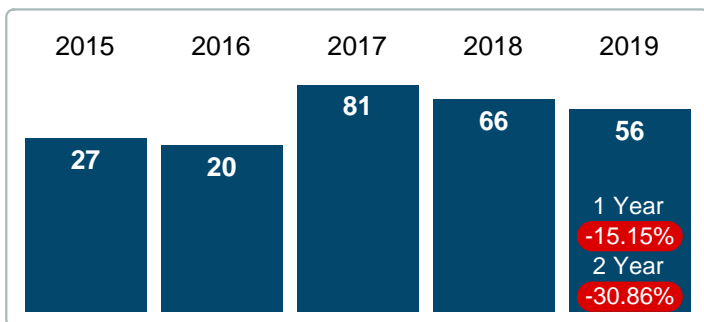
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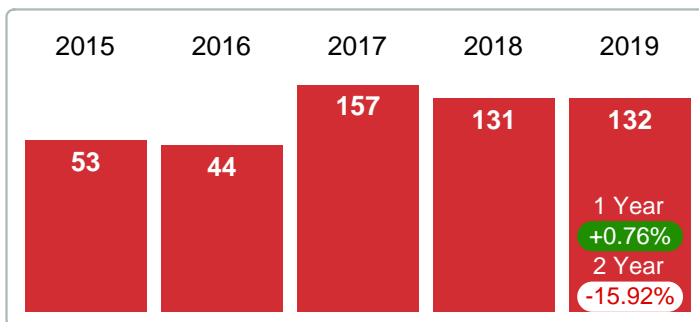
## NEW LISTINGS

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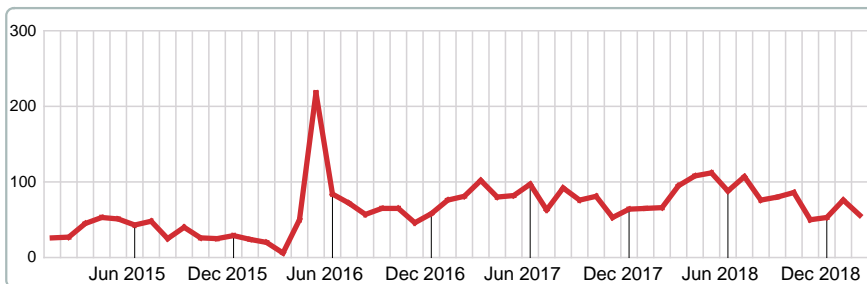
### FEBRUARY



### YEAR TO DATE (YTD)

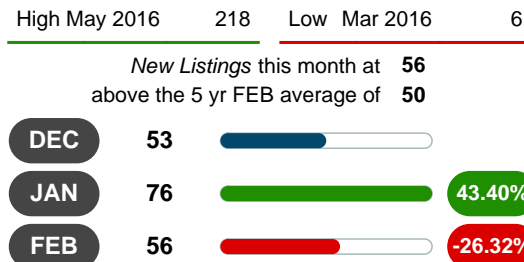


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 50



### 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	2	3.57%	1	1	0	0
\$30,001 - \$50,000	8	14.29%	5	3	0	0
\$50,001 - \$70,000	6	10.71%	3	3	0	0
\$70,001 - \$130,000	19	33.93%	3	15	1	0
\$130,001 - \$190,000	8	14.29%	2	6	0	0
\$190,001 - \$280,000	7	12.50%	0	4	3	0
\$280,001 and up	6	10.71%	0	3	3	0
<b>Total New Listed Units</b>	<b>56</b>		<b>14</b>	<b>35</b>	<b>7</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>9,859,280</b>	<b>100%</b>	<b>1.05M</b>	<b>6.86M</b>	<b>1.95M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$127,216</b>		<b>\$75,079</b>	<b>\$195,968</b>	<b>\$278,471</b>	<b>\$0</b>

# February 2019



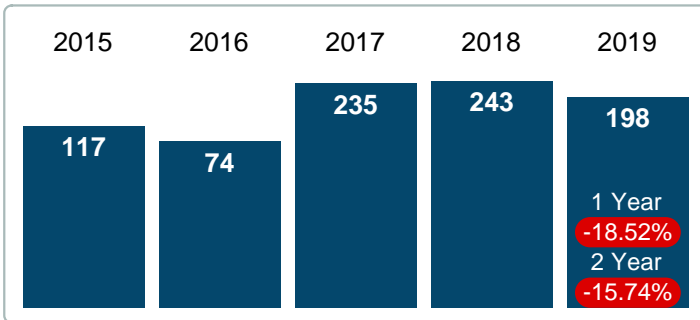
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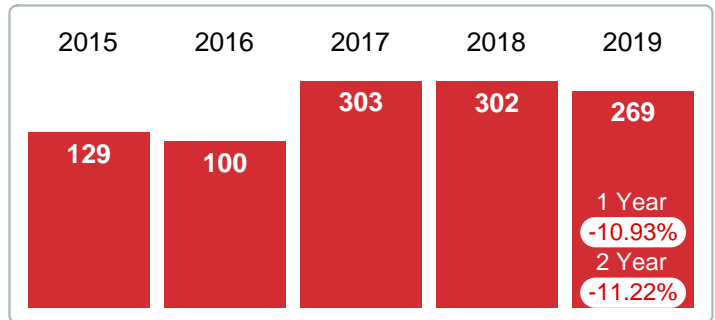
## ACTIVE INVENTORY

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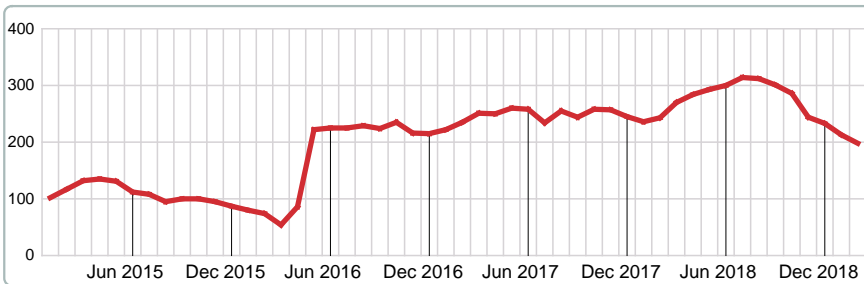
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

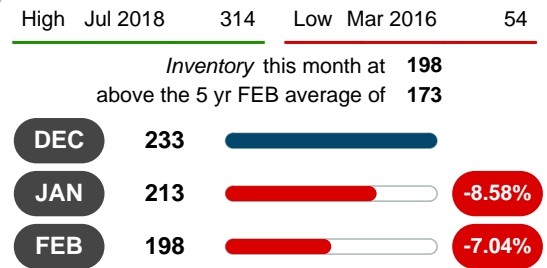


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 173



### 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	1	0.51%	150.0	1	0	0	0
\$25,001 - \$75,000	41	20.71%	85.0	19	20	1	1
\$75,001 - \$100,000	32	16.16%	102.8	7	21	4	0
\$100,001 - \$150,000	42	21.21%	96.7	4	26	10	2
\$150,001 - \$200,000	29	14.65%	82.8	3	19	7	0
\$200,001 - \$275,000	29	14.65%	140.1	0	18	9	2
\$275,001 and up	24	12.12%	79.2	1	7	11	5
<b>Total Active Inventory by Units</b>	<b>198</b>			<b>35</b>	<b>111</b>	<b>42</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>36,275,399</b>	<b>100%</b>	<b>97.7</b>	<b>2.87M</b>	<b>19.38M</b>	<b>9.95M</b>	<b>4.06M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$183,209</b>			<b>\$82,111</b>	<b>\$174,639</b>	<b>\$237,014</b>	<b>\$406,200</b>

# February 2019



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



## MONTHS SUPPLY of INVENTORY (MSI)

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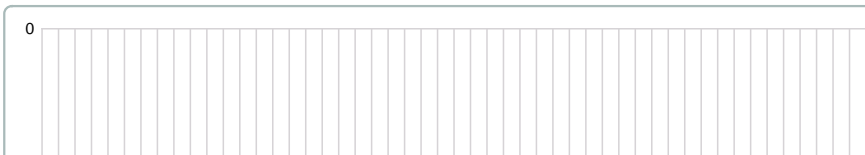
### MSI FOR FEBRUARY

2015	2016	2017	2018	2019

### INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>198</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 FEB AVG = inf

High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr FEB average of <b>inf</b>			
DEC	inf		%
JAN	inf		%
FEB	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13		6.57%	3.12	5.22	1.44	0.00	0.00	
\$40,001 - \$70,000	25		12.63%	3.80	4.44	3.39	2.00	0.00	
\$70,001 - \$100,000	36		18.18%	4.41	3.23	5.45	3.69	0.00	
\$100,001 - \$160,000	47		23.74%	3.81	6.00	2.69	12.00	24.00	
\$160,001 - \$210,000	29		14.65%	4.58	24.00	4.67	3.60	0.00	
\$210,001 - \$290,000	26		13.13%	5.57	0.00	5.25	4.70	0.00	
\$290,001 and up	22		11.11%	10.56	0.00	10.50	9.23	12.00	
Market Supply of Inventory (MSI)		4.47			4.77	3.86	5.66	12.00	
Total Active Inventory by Units		198	100%	4.47	35	111	42	10	

# February 2019



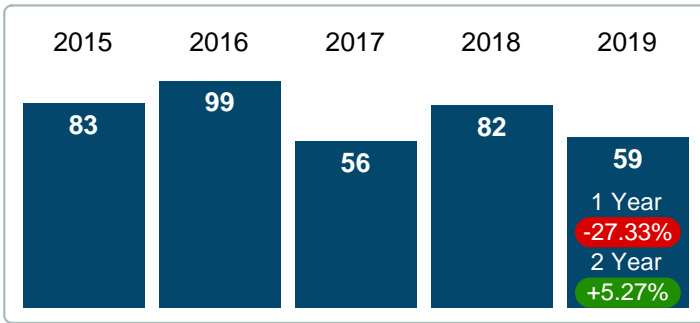
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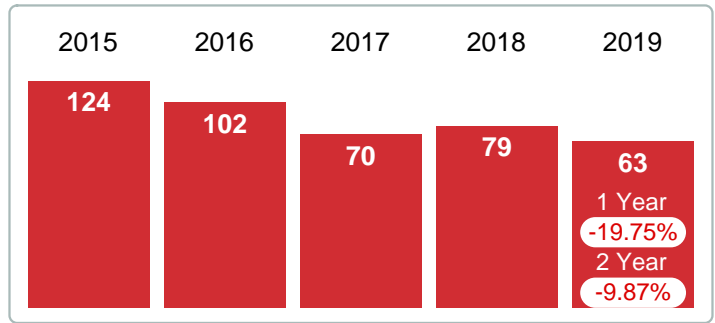
## AVERAGE DAYS ON MARKET TO SALE

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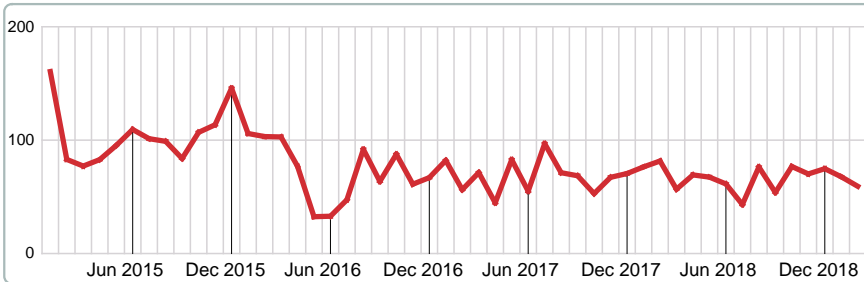
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

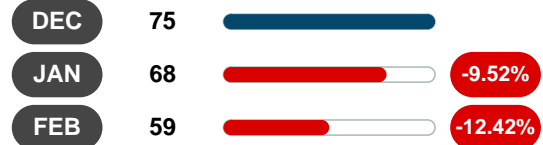


### 3 MONTHS

5 year FEB AVG = 76

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 59 below the 5 yr FEB average of 76



### 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	9.52%	64	48	81	0	0
\$50,001 - \$70,000	11.90%	27	0	27	0	0
\$70,001 - \$80,000	11.90%	90	13	141	0	0
\$80,001 - \$120,000	23.81%	68	47	72	110	0
\$120,001 - \$150,000	16.67%	55	0	55	0	0
\$150,001 - \$210,000	14.29%	70	0	65	96	0
\$210,001 and up	11.90%	33	0	38	26	0
<b>Average Closed DOM</b>		<b>59</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>59</b>	<b>7</b>	<b>31</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,504,850</b>	<b>479.00K</b>	<b>4.28M</b>	<b>741.40K</b>	<b>0.00B</b>

# February 2019



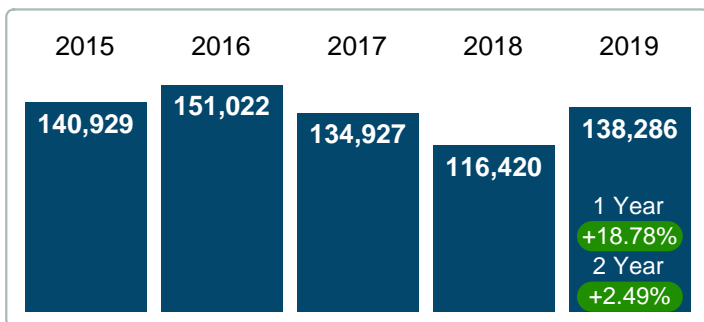
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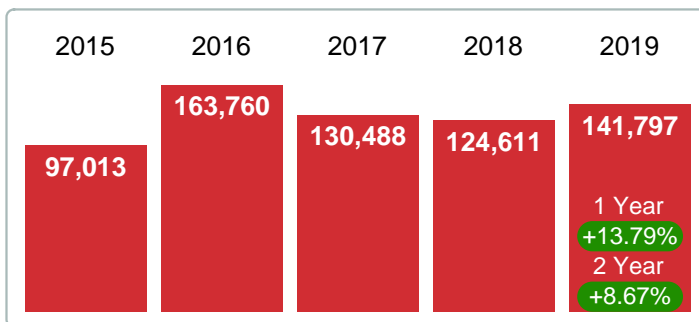
## AVERAGE LIST PRICE AT CLOSING

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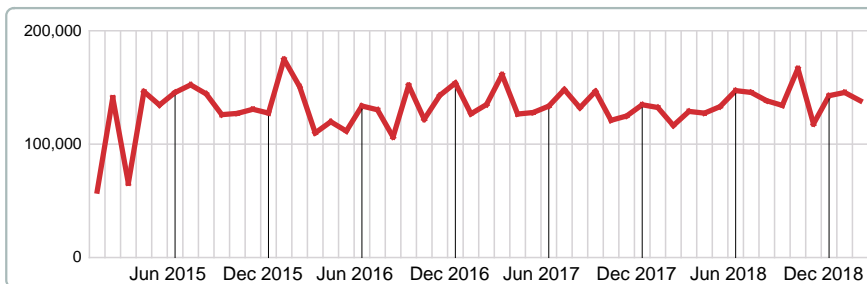
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

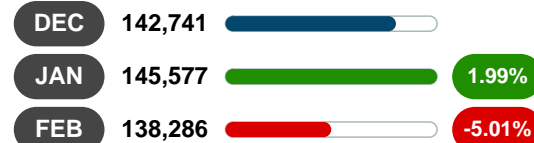


### 3 MONTHS

5 year FEB AVG = 136,317

High Jan 2016 174,776 Low Jan 2015 58,588

Average List Price at Closing this month at **138,286**  
above the 5 yr FEB average of **136,317**



### 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	11.90%	42,530	41,125	43,200	0	0
\$50,001 - \$70,000	2.38%	69,000	0	68,916	0	0
\$70,001 - \$80,000	16.67%	77,626	77,200	82,133	0	0
\$80,001 - \$120,000	21.43%	98,532	94,167	113,217	99,888	0
\$120,001 - \$150,000	16.67%	134,372	0	142,801	0	0
\$150,001 - \$210,000	19.05%	175,200	0	179,760	179,900	0
\$210,001 and up	11.90%	350,800	0	420,667	246,000	0
<b>Average List Price</b>		<b>138,286</b>	<b>74,164</b>	<b>145,712</b>	<b>192,947</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>138,286</b>	<b>7</b>	<b>31</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,808,023</b>	<b>519.15K</b>	<b>4.52M</b>	<b>771.79K</b>	<b>0.00B</b>



# February 2019



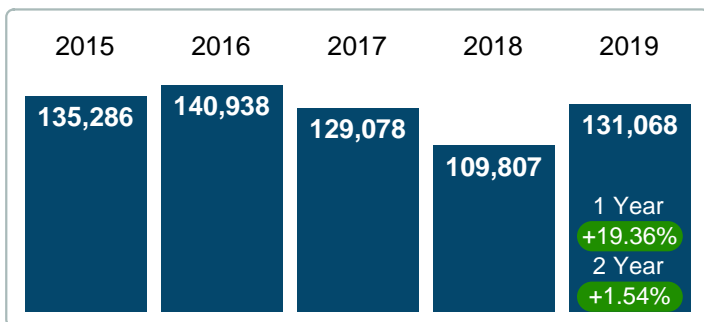
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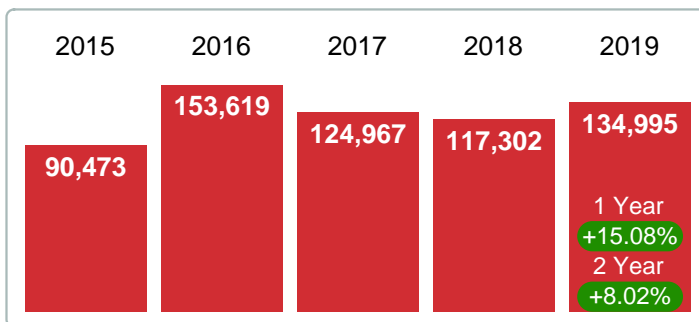
## AVERAGE SOLD PRICE AT CLOSING

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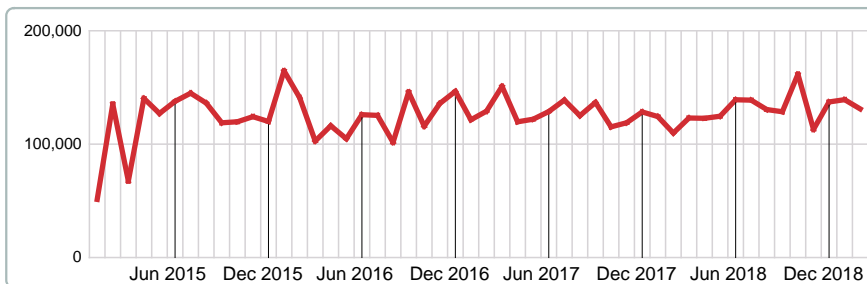
### FEBRUARY



### YEAR TO DATE (YTD)

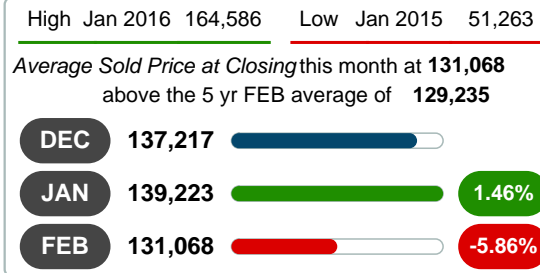


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 129,235



### 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	9.52%	38,988	37,500	40,475	0	0
\$50,001 - \$70,000	11.90%	64,120	0	64,120	0	0
\$70,001 - \$80,000	11.90%	75,900	73,500	77,500	0	0
\$80,001 - \$120,000	23.81%	98,800	85,667	106,333	93,000	0
\$120,001 - \$150,000	16.67%	133,629	0	133,629	0	0
\$150,001 - \$210,000	14.29%	173,983	0	172,800	179,900	0
\$210,001 and up	11.90%	336,300	0	404,333	234,250	0
<b>Average Sold Price</b>		<b>131,068</b>	<b>68,429</b>	<b>138,208</b>	<b>185,350</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>131,068</b>	<b>7</b>	<b>31</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,504,850</b>	<b>479.00K</b>	<b>4.28M</b>	<b>741.40K</b>	<b>0.00B</b>

# February 2019



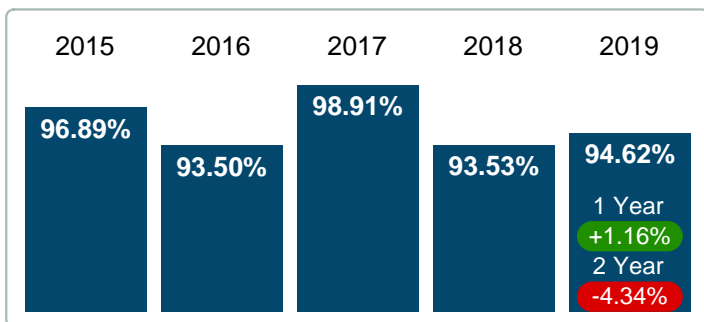
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



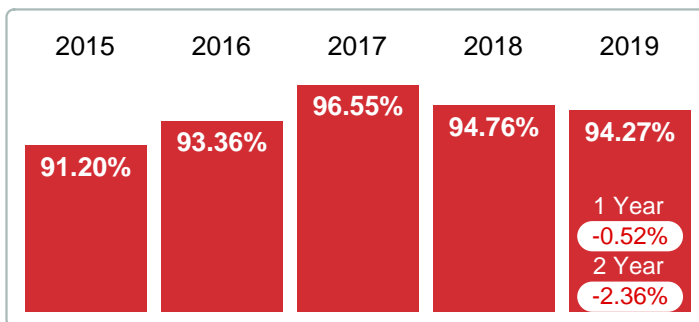
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

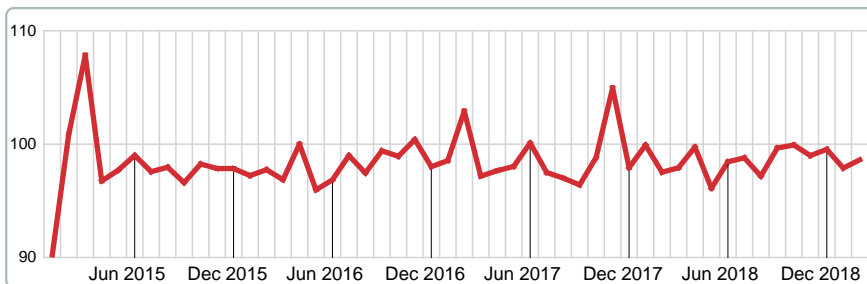
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

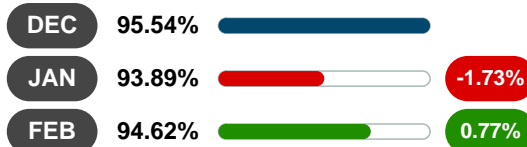


### 3 MONTHS

5 year FEB AVG = 95.49%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **94.62%** equal to 5 yr FEB average of **95.49%**



### 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	9.52%	92.27%	90.85%	93.70%	0.00%	0.00%
\$50,001 - \$70,000	5	11.90%	94.95%	0.00%	94.95%	0.00%	0.00%
\$70,001 - \$80,000	5	11.90%	94.85%	95.26%	94.58%	0.00%	0.00%
\$80,001 - \$120,000	10	23.81%	93.49%	91.40%	94.59%	93.10%	0.00%
\$120,001 - \$150,000	7	16.67%	93.90%	0.00%	93.90%	0.00%	0.00%
\$150,001 - \$210,000	6	14.29%	96.82%	0.00%	96.18%	100.00%	0.00%
\$210,001 and up	5	11.90%	96.53%	0.00%	97.17%	95.59%	0.00%
Average Sold/List Ratio		94.60%		92.34%	94.94%	96.07%	0.00%
Total Closed Units		42	100%	7	31	4	
Total Closed Volume		5,504,850		479.00K	4.28M	741.40K	0.00B

# February 2019



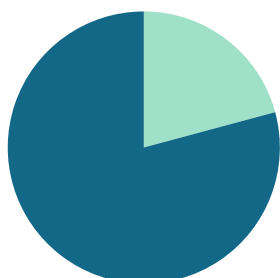
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

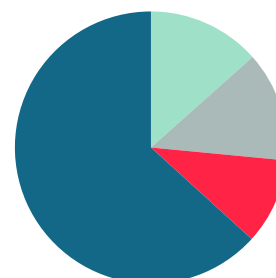


**Inventory**  
 New Listings  
**56 = 20.82%**  
 Start Inventory  
**213**  
 Total Inventory Units  
**269**  
 Volume  
**\$50,287,466**

### Market Activity

Closed Sales  
**42 = 13.42%**  
 Pending Sales  
**41 = 13.10%**  
 Other Off Market  
**32 = 10.22%**  
 Active Inventory  
**198 = 63.26%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	31	42	35.48%	64	81	26.56%
Pending Sales	31	41	32.26%	76	87	14.47%
New Listings	66	56	-15.15%	131	132	0.76%
Average List Price	116,420	138,286	18.78%	124,611	141,797	13.79%
Average Sale Price	109,807	131,068	19.36%	117,302	134,995	15.08%
Average Percent of Selling Price to List Price	93.53%	94.62%	1.16%	94.76%	94.27%	-0.52%
Average Days on Market to Sale	81.58	59.29	-27.33%	78.92	63.33	-19.75%
Monthly Inventory	244	198	-18.85%	244	198	-18.85%
Months Supply of Inventory	5.65	4.47	-20.99%	5.65	4.47	-20.99%

**Absorption:** Last 12 months, an Average of **44** Sales/Month

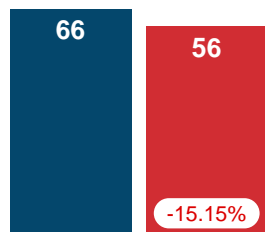
**Inventory** on February 28, 2019 = **198**

**2018** **2019**

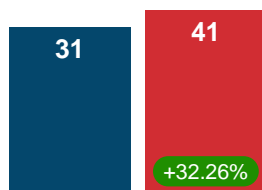
### FEBRUARY MARKET

### AVERAGE PRICES

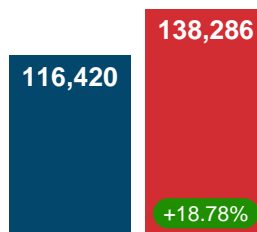
#### New Listings



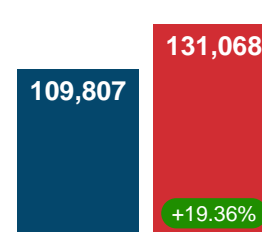
#### Pending Listings



#### List Price



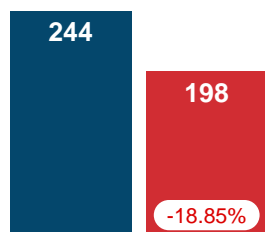
#### Sale Price



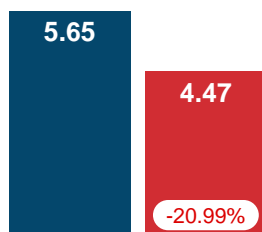
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

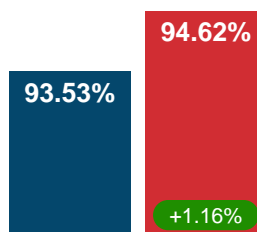
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

