

February 2019



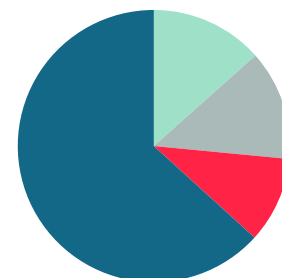
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	126,522	118,000	-6.74%
Median Sale Price	122,500	115,000	-6.12%
Median Percent of Selling Price to List Price	96.77%	94.13%	-2.73%
Median Days on Market to Sale	81.00	37.50	-53.70%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **6.12%** in February 2019 to \$115,000 versus the previous year at \$122,500.

Median Days on Market Shortens

The median number of **37.50** days that homes spent on the market before selling decreased by 43.50 days or **53.70%** in February 2019 compared to last year's same month at **81.00** DOM.

Sales Success for February 2019 is Positive

Overall, with Median Prices falling 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.

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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®

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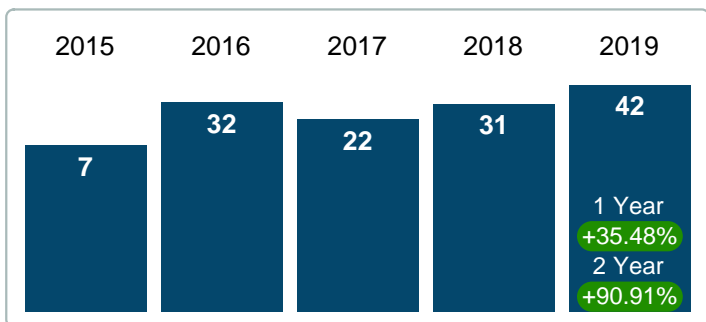
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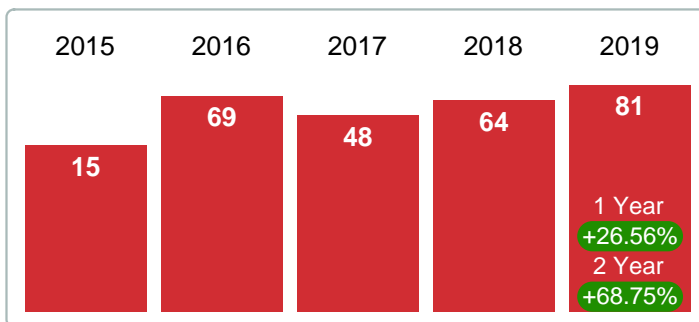
CLOSED LISTINGS

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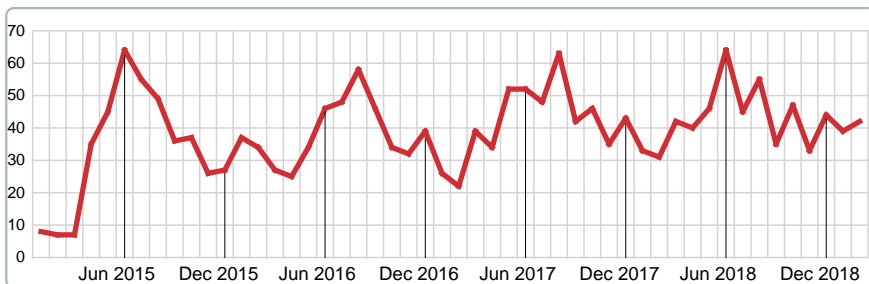
FEBRUARY



YEAR TO DATE (YTD)

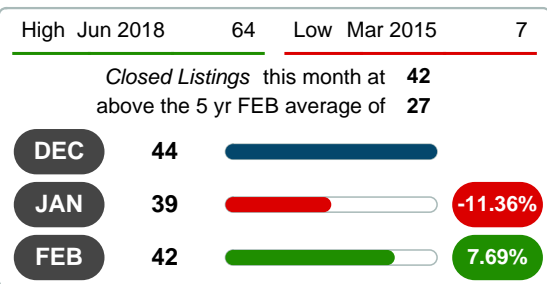


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.52%	63.0	2	2	0	0
\$50,001 - \$70,000	5	11.90%	5.0	0	5	0	0
\$70,001 - \$80,000	5	11.90%	95.0	2	3	0	0
\$80,001 - \$120,000	10	23.81%	48.0	3	6	1	0
\$120,001 - \$150,000	7	16.67%	32.0	0	7	0	0
\$150,001 - \$210,000	6	14.29%	66.0	0	5	1	0
\$210,001 and up	5	11.90%	7.0	0	3	2	0
Total Closed Units	42			7	31	4	0
Total Closed Volume	5,504,850	100%	37.5	479.00K	4.28M	741.40K	0.00B
Median Closed Price	\$115,000			\$75,000	\$116,000	\$204,200	\$0

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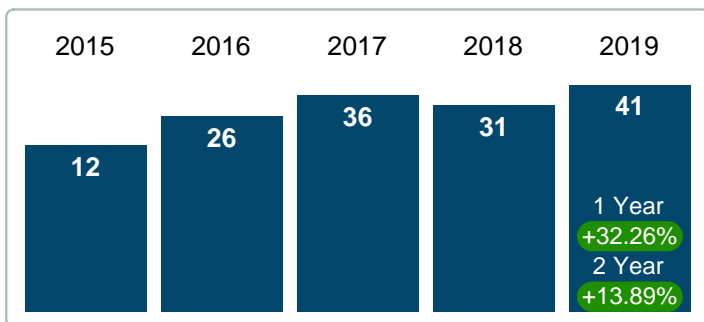
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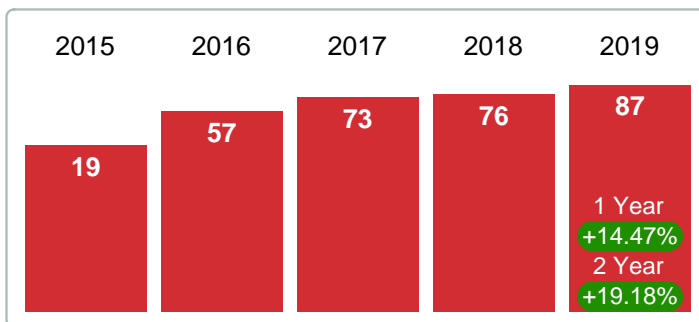
PENDING LISTINGS

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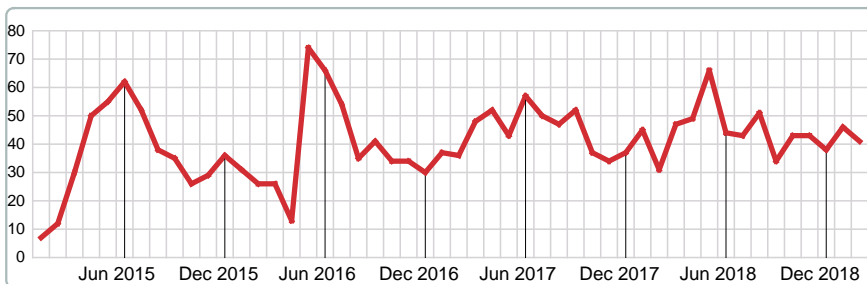
FEBRUARY



YEAR TO DATE (YTD)

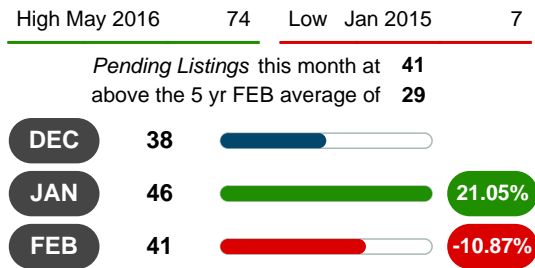


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 29



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	4.88%	37.5	1	1	0	0
\$30,001 - \$70,000	7	17.07%	87.0	4	3	0	0
\$70,001 - \$80,000	4	9.76%	31.0	1	3	0	0
\$80,001 - \$110,000	13	31.71%	116.0	0	10	3	0
\$110,001 - \$180,000	5	12.20%	31.0	1	4	0	0
\$180,001 - \$270,000	5	12.20%	19.0	0	1	4	0
\$270,001 and up	5	12.20%	15.0	0	2	1	2
Total Pending Units	41			7	24	8	2
Total Pending Volume	5,518,030	100%	46.0	397.70K	2.71M	1.60M	810.00K
Median Listing Price	\$98,000			\$39,900	\$89,450	\$207,200	\$405,000

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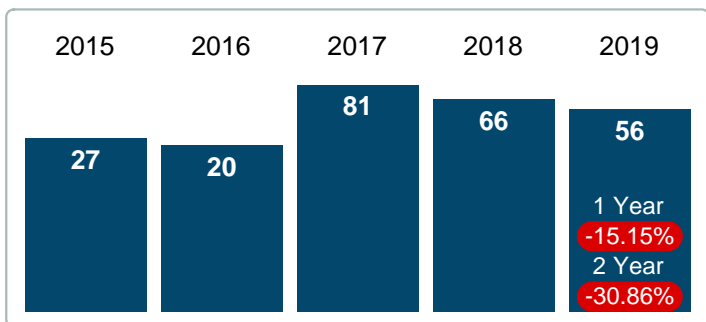
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



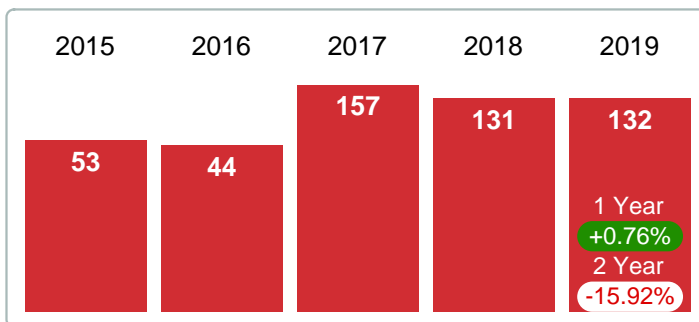
NEW LISTINGS

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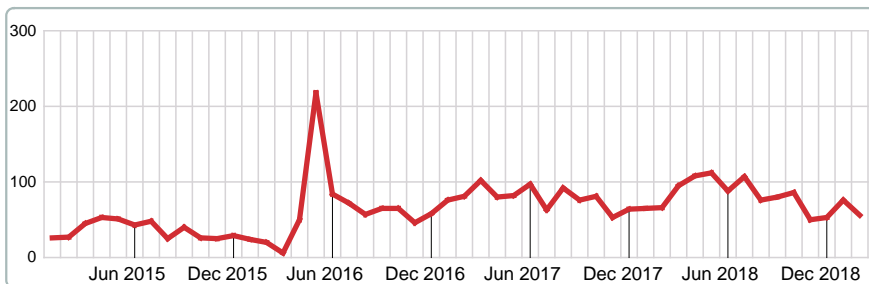
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

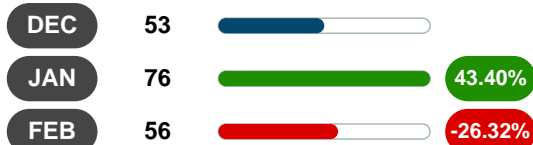


3 MONTHS

5 year FEB AVG = 50

High May 2016 218 Low Mar 2016 6

New Listings this month at **56**
above the 5 yr FEB average of **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
Total New Listed Units	56		14	35	7	0
Total New Listed Volume	9,859,280	100%	1.05M	6.86M	1.95M	0.00B
Median New Listed Listing Price	\$97,000		\$64,900	\$99,000	\$279,900	\$0

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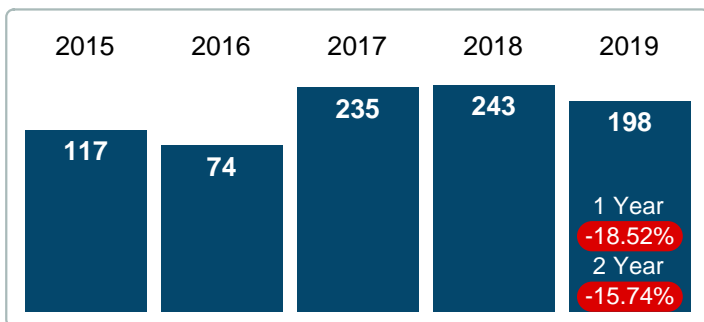
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



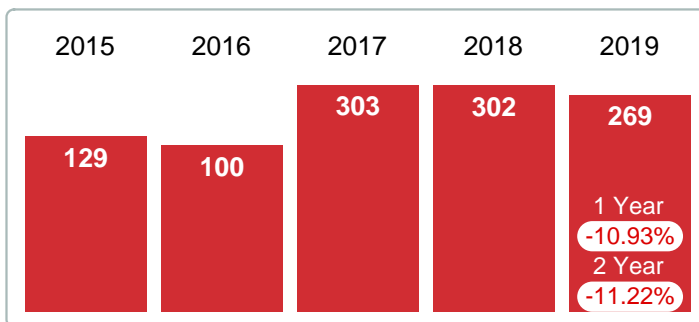
ACTIVE INVENTORY

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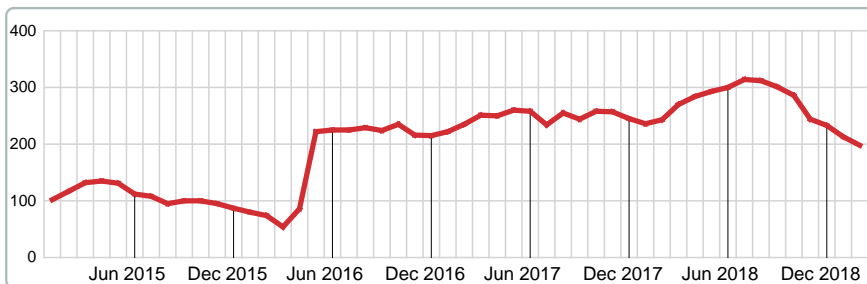
END OF FEBRUARY



ACTIVE DURING FEBRUARY

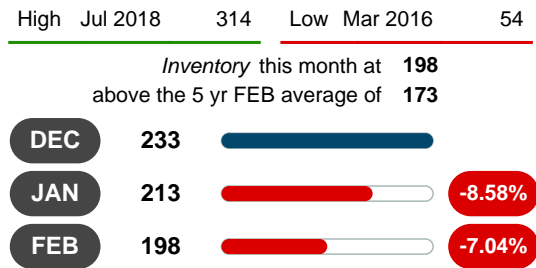


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 173



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	6.57%	143.0	10	3	0	0
\$40,001 - \$70,000	25	12.63%	50.0	10	13	1	1
\$70,001 - \$100,000	36	18.18%	76.0	7	25	4	0
\$100,001 - \$160,000	47	23.74%	80.0	5	28	12	2
\$160,001 - \$210,000	29	14.65%	70.0	2	21	6	0
\$210,001 - \$290,000	26	13.13%	108.5	0	14	9	3
\$290,001 and up	22	11.11%	87.5	1	7	10	4
Total Active Inventory by Units	198			35	111	42	10
Total Active Inventory by Volume	36,275,399	100%	76.0	2.87M	19.38M	9.95M	4.06M
Median Active Inventory Listing Price	\$129,900			\$66,900	\$129,500	\$197,500	\$269,500

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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 FEBRUARY

2015	2016	2017	2018	2019

INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
198	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 FEB AVG = inf

High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at inf equal to 5 yr FEB average of inf			
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	

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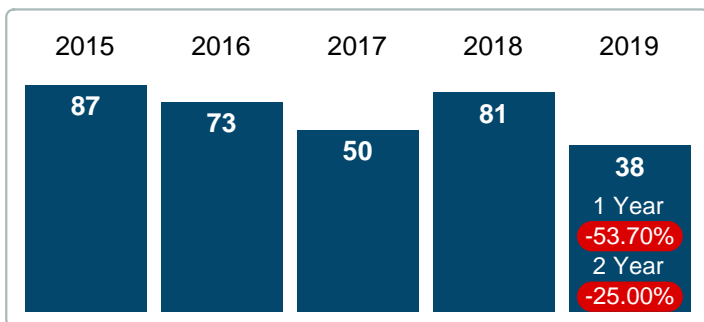
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



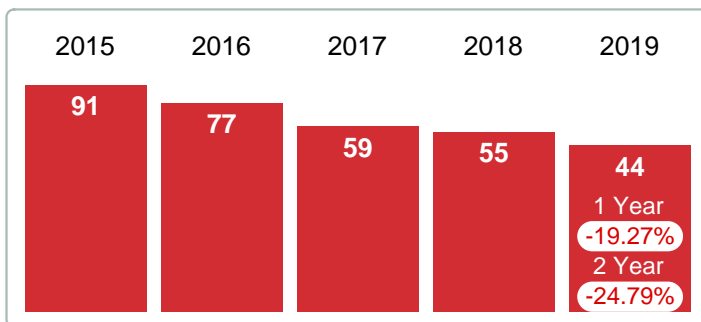
MEDIAN DAYS ON MARKET TO SALE

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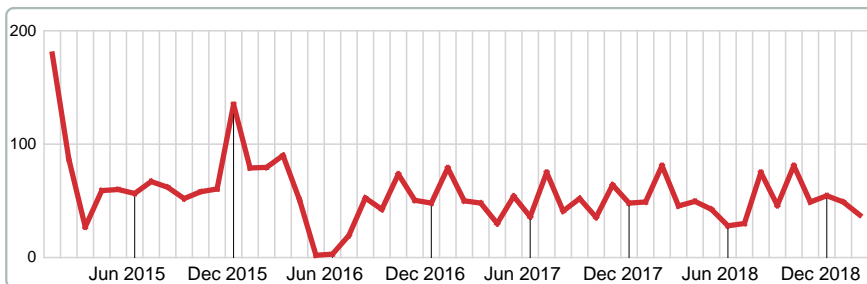
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 66

High Jan 2015 180 Low May 2016 2

Median Days on Market to Sale this month at 38 below the 5 yr FEB average of 66



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	9.52%	63	48	81	0	0
\$50,001 - \$70,000	11.90%	5	0	5	0	0
\$70,001 - \$80,000	11.90%	95	13	155	0	0
\$80,001 - \$120,000	23.81%	48	60	36	110	0
\$120,001 - \$150,000	16.67%	32	0	32	0	0
\$150,001 - \$210,000	14.29%	66	0	36	96	0
\$210,001 and up	11.90%	7	0	7	26	0
Median Closed DOM		38	23	36	71	0
Total Closed Units	100%	42	7	31	4	
Total Closed Volume		5,504,850	479.00K	4.28M	741.40K	0.00B

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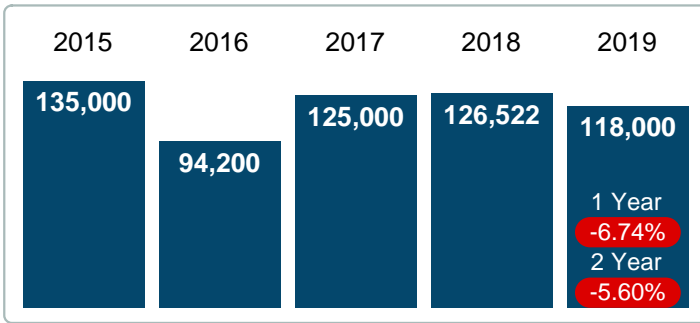
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



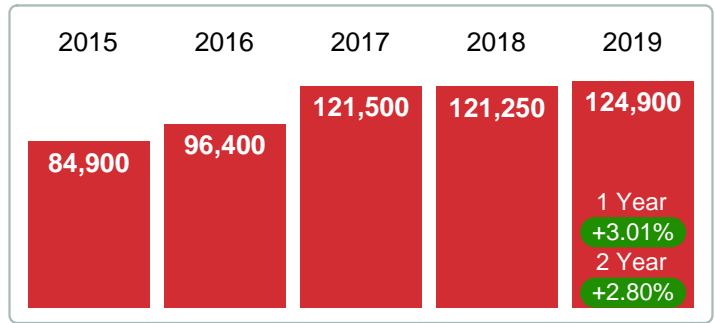
MEDIAN LIST PRICE AT CLOSING

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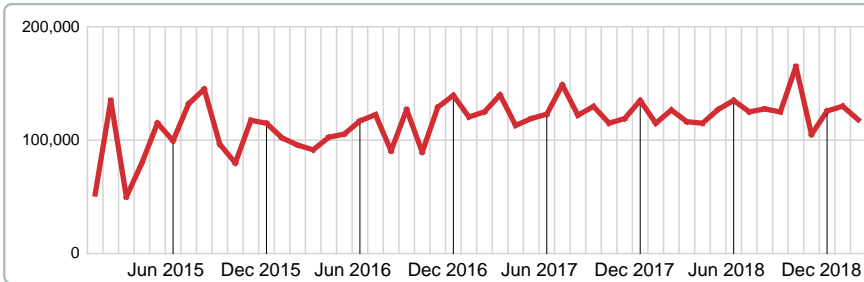
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

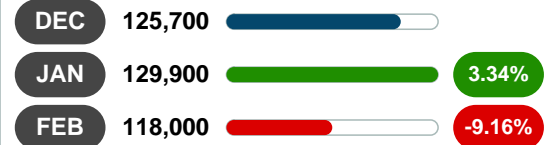


3 MONTHS

5 year FEB AVG = 119,744

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

Median List Price at Closing this month at **118,000**
below the 5 yr FEB average of **119,744**



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	11.90%	44,000	41,125	44,000	0	0
\$50,001 - \$70,000	2.38%	69,000	0	69,000	0	0
\$70,001 - \$80,000	16.67%	77,500	77,200	77,500	0	0
\$80,001 - \$120,000	21.43%	98,000	98,000	94,500	99,888	0
\$120,001 - \$150,000	16.67%	134,900	0	134,900	0	0
\$150,001 - \$210,000	19.05%	173,900	0	167,900	179,900	0
\$210,001 and up	11.90%	264,500	0	310,000	246,000	0
Median List Price		118,000	79,900	124,900	203,700	0
Total Closed Units	100%	118,000	7	31	4	0
Total Closed Volume		5,808,023	519.15K	4.52M	771.79K	0.00B

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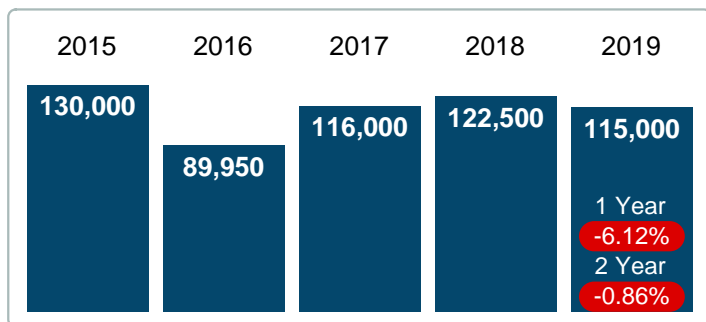
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



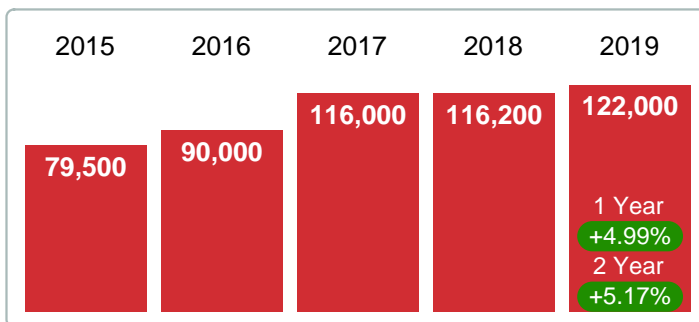
MEDIAN SOLD PRICE AT CLOSING

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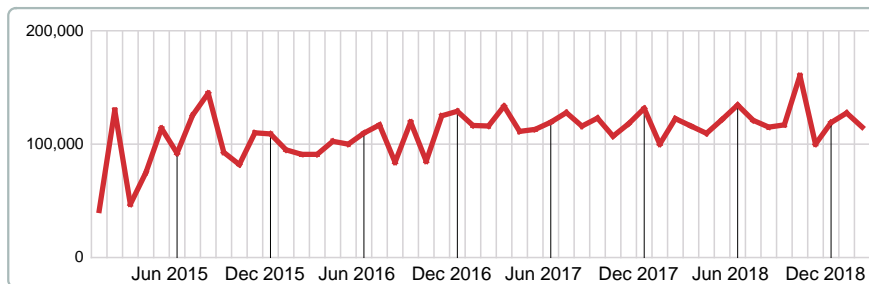
FEBRUARY



YEAR TO DATE (YTD)

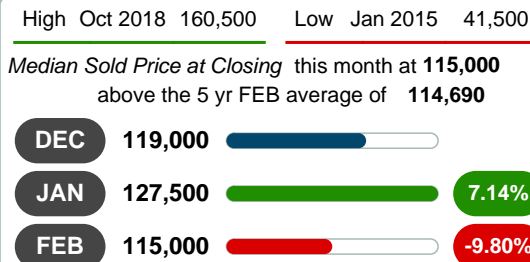


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 114,690



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	9.52%	40,475	37,500	40,475	0	0
\$50,001 - \$70,000	11.90%	65,000	0	65,000	0	0
\$70,001 - \$80,000	11.90%	75,000	73,500	77,500	0	0
\$80,001 - \$120,000	23.81%	94,500	86,000	115,000	93,000	0
\$120,001 - \$150,000	16.67%	130,000	0	130,000	0	0
\$150,001 - \$210,000	14.29%	179,950	0	180,000	179,900	0
\$210,001 and up	11.90%	240,000	0	300,000	234,250	0
Median Sold Price		115,000	75,000	116,000	204,200	0
Total Closed Units	100%	115,000	7	31	4	0
Total Closed Volume		5,504,850	479.00K	4.28M	741.40K	0.00B

February 2019



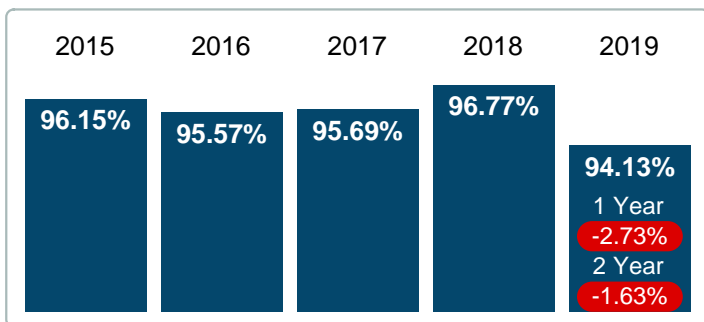
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



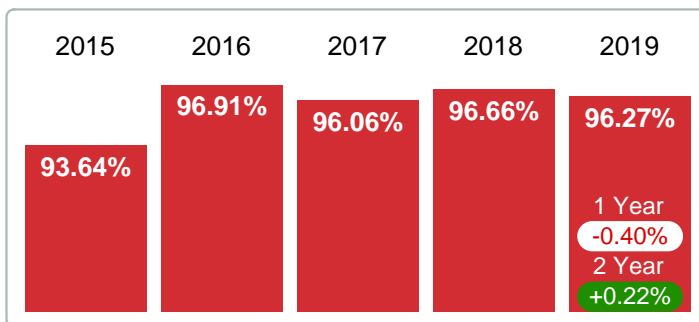
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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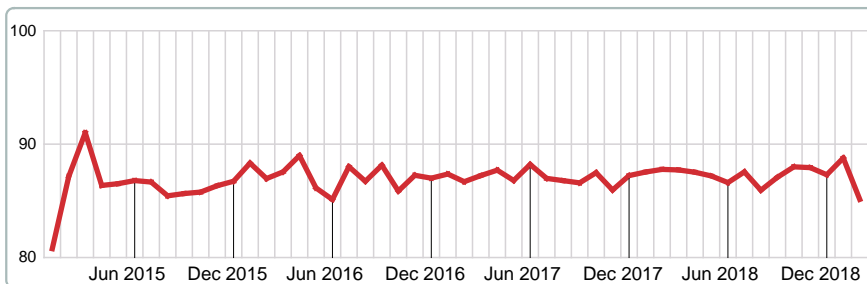
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

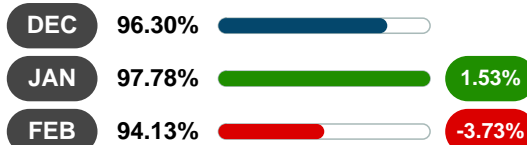


3 MONTHS

5 year FEB AVG = 95.66%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **94.13%**
below the 5 yr FEB average of **95.66%**



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	9.52%	93.00%	90.85%	93.70%	0.00%	0.00%
\$50,001 - \$70,000	5	11.90%	91.29%	0.00%	91.29%	0.00%	0.00%
\$70,001 - \$80,000	5	11.90%	93.87%	95.26%	93.87%	0.00%	0.00%
\$80,001 - \$120,000	10	23.81%	94.26%	87.76%	96.64%	93.10%	0.00%
\$120,001 - \$150,000	7	16.67%	94.05%	0.00%	94.05%	0.00%	0.00%
\$150,001 - \$210,000	6	14.29%	96.91%	0.00%	96.88%	100.00%	0.00%
\$210,001 and up	5	11.90%	96.77%	0.00%	96.77%	95.59%	0.00%
Median Sold/List Ratio		94.13%		92.46%	94.72%	96.55%	0.00%
Total Closed Units		42	100%	7	31	4	
Total Closed Volume		5,504,850		479.00K	4.28M	741.40K	0.00B

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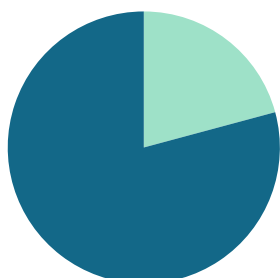
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

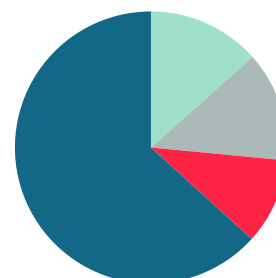


Inventory
 New Listings
56 = 20.82%
 Start Inventory
213
 Total Inventory Units
269
 Volume
\$50,287,466

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%
Median List Price	126,522	118,000	-6.74%	121,250	124,900	3.01%
Median Sale Price	122,500	115,000	-6.12%	116,200	122,000	4.99%
Median Percent of Selling Price to List Price	96.77%	94.13%	-2.73%	96.66%	96.27%	-0.40%
Median Days on Market to Sale	81.00	37.50	-53.70%	54.50	44.00	-19.27%
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

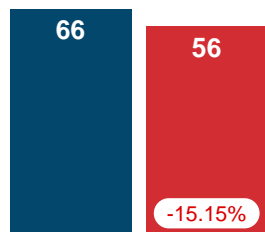
Inventory on February 28, 2019 = **198**

2018 **2019**

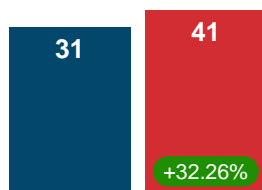
FEBRUARY MARKET

MEDIAN PRICES

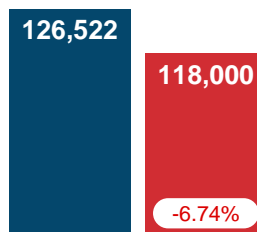
New Listings



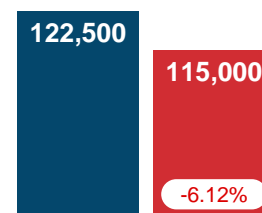
Pending Listings



List Price



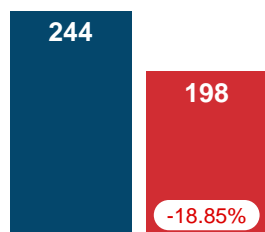
Sale Price



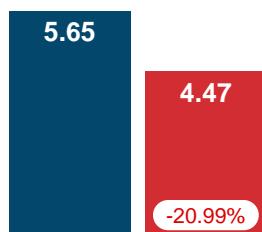
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

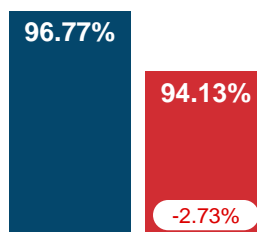
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

