

January 2019



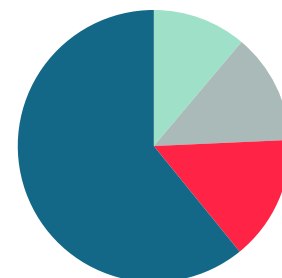
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	33	39	18.18%
Pending Listings	45	46	2.22%
New Listings	65	76	16.92%
Average List Price	132,306	145,577	10.03%
Average Sale Price	124,342	139,223	11.97%
Average Percent of Selling Price to List Price	95.91%	93.89%	-2.11%
Average Days on Market to Sale	76.42	67.69	-11.43%
End of Month Inventory	236	213	-9.75%
Months Supply of Inventory	5.56	4.91	-11.82%



■ Closed (11.14%)
■ Pending (13.14%)
■ Other OffMarket (14.86%)
■ Active (60.86%)

Absorption: Last 12 months, an Average of **43** Sales/Month
Active Inventory as of January 31, 2019 = **213**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **9.75%** to 213 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **4.91** 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 **11.97%** in January 2019 to \$139,223 versus the previous year at \$124,342.

Average Days on Market Shortens

The average number of **67.69** days that homes spent on the market before selling decreased by 8.73 days or **11.43%** in January 2019 compared to last year's same month at **76.42** DOM.

Sales Success for January 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 76 New Listings in January 2019, up **16.92%** from last year at 65. Furthermore, there were 39 Closed Listings this month versus last year at 33, a **18.18%** increase.

Closed versus Listed trends yielded a **51.3%** ratio, up from previous year's, January 2018, at **50.8%**, a **1.08%** 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

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

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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January 2019



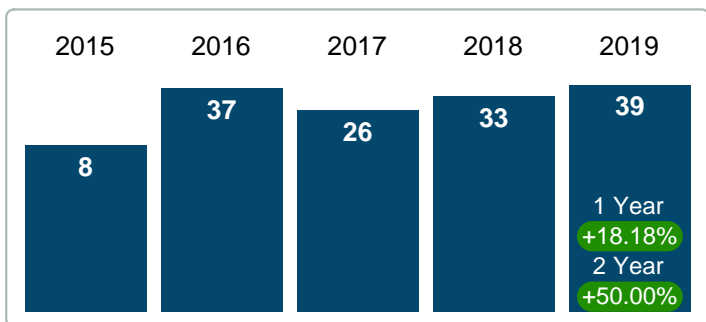
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



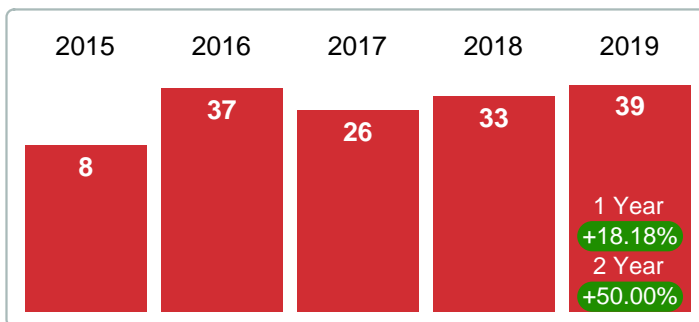
CLOSED LISTINGS

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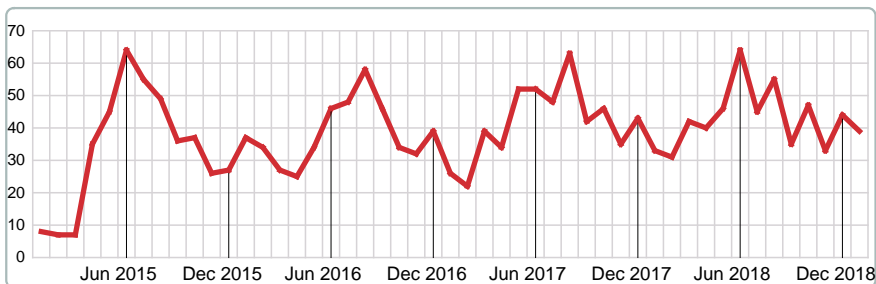
JANUARY



YEAR TO DATE (YTD)

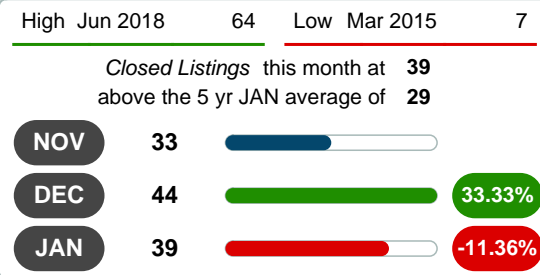


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 29



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	5.13%	96.0	2	0	0	0
\$40,001 - \$70,000	9	23.08%	86.3	1	6	2	0
\$70,001 - \$100,000	3	7.69%	55.3	0	1	1	1
\$100,001 - \$150,000	9	23.08%	49.6	2	6	1	0
\$150,001 - \$190,000	6	15.38%	37.2	0	3	3	0
\$190,001 - \$240,000	6	15.38%	97.2	0	4	2	0
\$240,001 and up	4	10.26%	63.3	0	0	4	0
Total Closed Units	39			5	20	13	1
Total Closed Volume	5,429,705	100%	67.7	303.21K	2.55M	2.50M	85.00K
Average Closed Price	\$139,223			\$60,641	\$127,305	\$191,954	\$85,000

January 2019



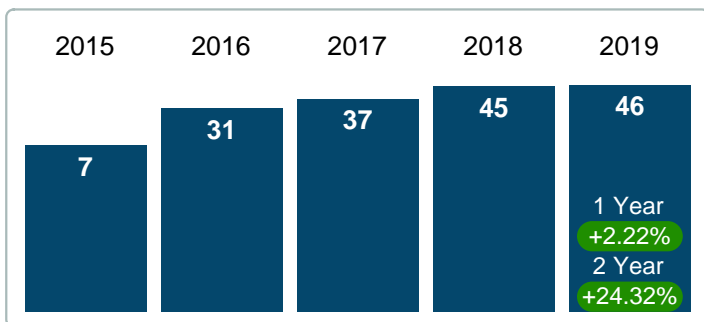
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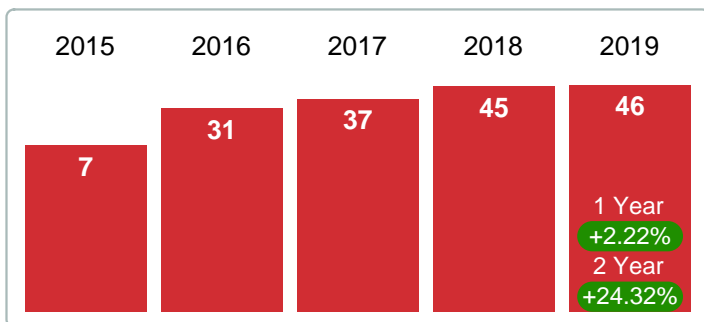
PENDING LISTINGS

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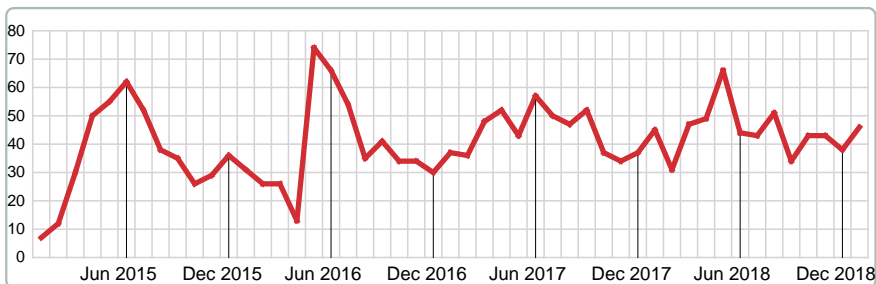
JANUARY



YEAR TO DATE (YTD)

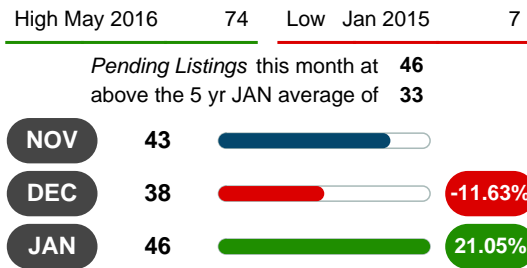


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1	2.17%	103.0	1	0	0	0
\$40,001 - \$70,000	8	17.39%	33.3	2	5	1	0
\$70,001 - \$110,000	8	17.39%	46.9	3	4	1	0
\$110,001 - \$150,000	11	23.91%	50.3	1	10	0	0
\$150,001 - \$170,000	5	10.87%	44.0	0	2	3	0
\$170,001 - \$230,000	8	17.39%	33.6	0	4	3	1
\$230,001 and up	5	10.87%	34.2	0	5	0	0
Total Pending Units	46			7	30	8	1
Total Pending Volume	6,373,050	100%	44.3	531.45K	4.39M	1.27M	179.90K
Average Listing Price	\$139,960			\$75,921	\$146,350	\$158,900	\$179,900

January 2019



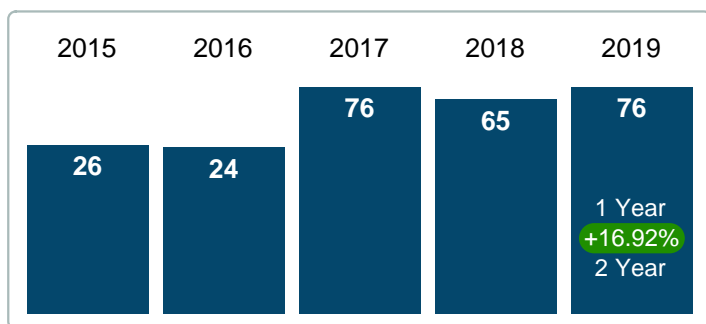
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



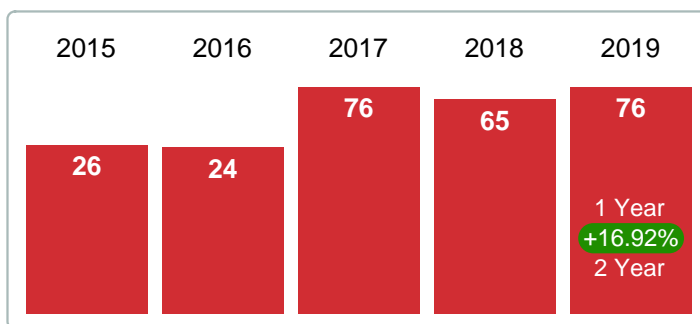
NEW LISTINGS

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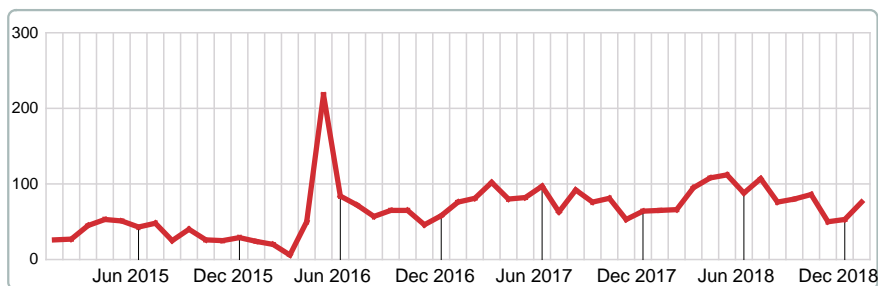
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 53

High May 2016 218 Low Mar 2016 6

New Listings this month at **76**
above the 5 yr JAN average of **53**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	10.53%	4	4	0	0
\$50,001 - \$70,000	7	9.21%	2	4	1	0
\$70,001 - \$90,000	13	17.11%	3	8	2	0
\$90,001 - \$150,000	18	23.68%	2	13	3	0
\$150,001 - \$180,000	11	14.47%	0	9	2	0
\$180,001 - \$270,000	10	13.16%	0	5	5	0
\$270,001 and up	9	11.84%	1	5	2	1
Total New Listed Units	76		12	48	15	1
Total New Listed Volume	11,125,449	100%	1.13M	6.74M	2.96M	295.00K
Average New Listed Listing Price	\$133,916		\$93,854	\$140,421	\$197,600	\$295,000

January 2019



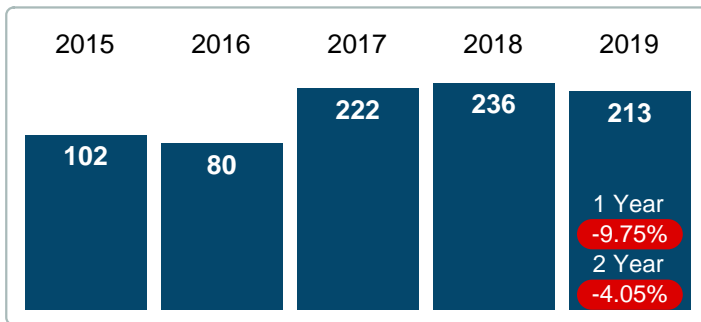
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



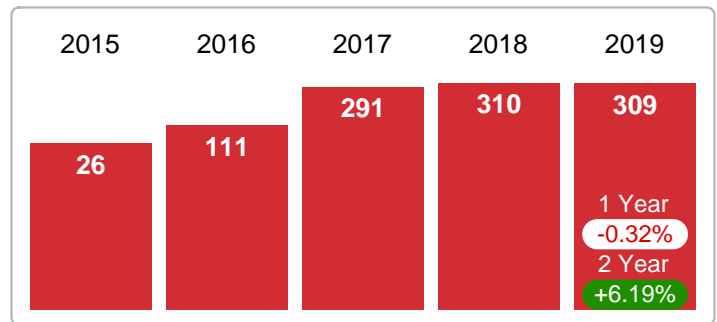
ACTIVE INVENTORY

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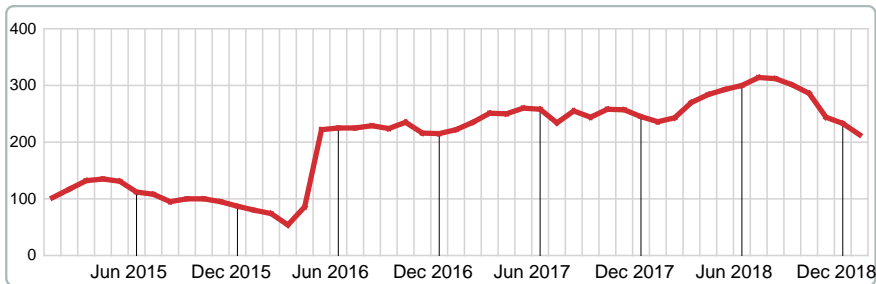
END OF JANUARY



ACTIVE DURING JANUARY

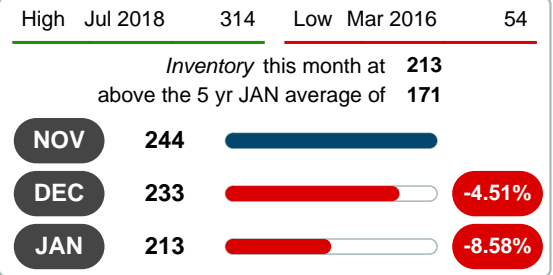


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 171



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	8.92%	114.3	11	7	0	1
\$50,001 - \$75,000	19	8.92%	73.6	7	11	1	0
\$75,001 - \$100,000	38	17.84%	108.5	6	23	8	1
\$100,001 - \$150,000	49	23.00%	89.9	4	33	10	2
\$150,001 - \$225,000	38	17.84%	91.2	1	26	11	0
\$225,001 - \$275,000	24	11.27%	119.4	0	12	10	2
\$275,001 and up	26	12.21%	88.2	1	7	11	7
Total Active Inventory by Units	213			30	119	51	13
Total Active Inventory by Volume	40,428,186	100%	97.3	2.38M	21.02M	12.07M	4.95M
Average Active Inventory Listing Price	\$189,804			\$79,397	\$176,678	\$236,619	\$381,077

January 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 JANUARY

2015	2016	2017	2018	2019

INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
213	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 JAN AVG = inf

High Jan 2019	inf	Low Jan 2019	inf
Months Supply this month at inf			
equal to 5 yr JAN average of inf			
NOV	inf		%
DEC	inf		%
JAN	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19		8.92%	3.12	3.88	2.33	0.00	0.00	
\$50,001 - \$80,000	27		12.68%	3.68	3.38	4.36	2.00	0.00	
\$80,001 - \$100,000	30		14.08%	6.10	4.00	5.84	14.00	3.00	
\$100,001 - \$160,000	54		25.35%	4.38	4.36	3.44	11.14	24.00	
\$160,001 - \$230,000	35		16.43%	4.57	6.00	4.50	5.00	0.00	
\$230,001 - \$290,000	25		11.74%	7.89	0.00	7.43	5.65	0.00	
\$290,001 and up	23		10.80%	12.00	0.00	12.00	10.15	15.00	
Market Supply of Inventory (MSI)		4.91			3.96	4.33	6.88	14.18	
Total Active Inventory by Units		213	100%	4.91	30	119	51	13	

January 2019



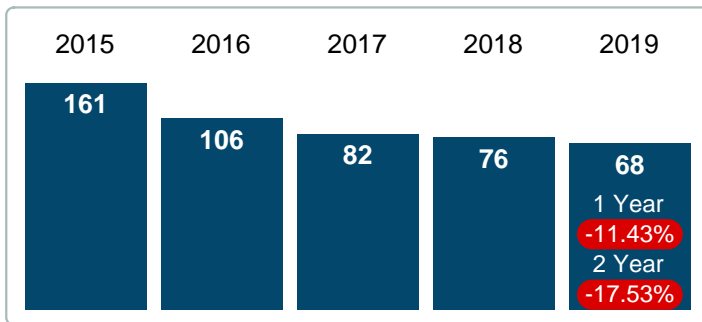
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



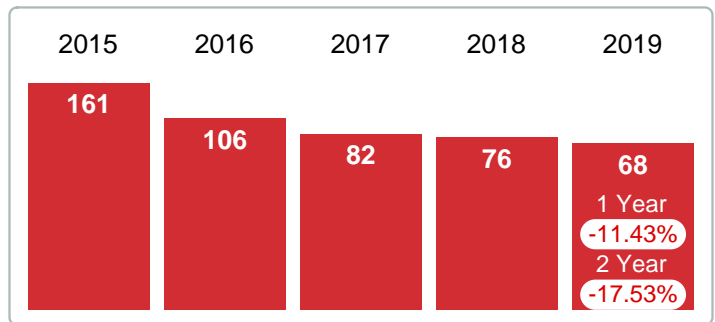
AVERAGE DAYS ON MARKET TO SALE

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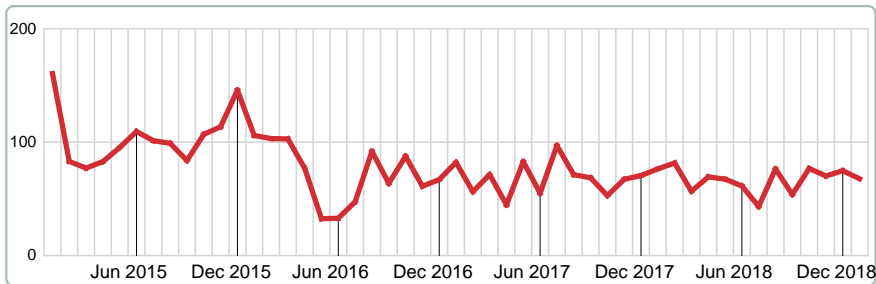
JANUARY



YEAR TO DATE (YTD)

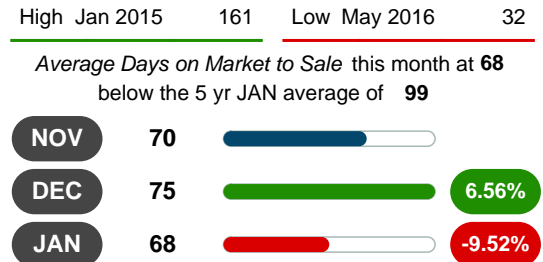


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 99



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
\$40,000 and less	5.13%	96	96	0	0	0
\$40,001 - \$70,000	23.08%	86	147	80	76	0
\$70,001 - \$100,000	7.69%	55	0	164	1	1
\$100,001 - \$150,000	23.08%	50	33	54	55	0
\$150,001 - \$190,000	15.38%	37	0	36	39	0
\$190,001 - \$240,000	15.38%	97	0	115	62	0
\$240,001 and up	10.26%	63	0	0	63	0
Average Closed DOM		68	81	77	54	1
Total Closed Units	100%	68	5	20	13	1
Total Closed Volume		5,429,705	303.21K	2.55M	2.50M	85.00K

January 2019



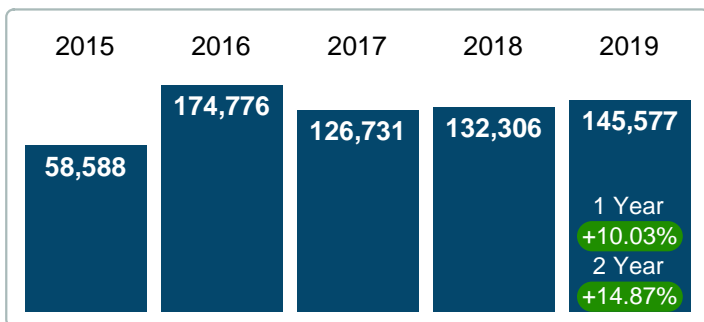
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



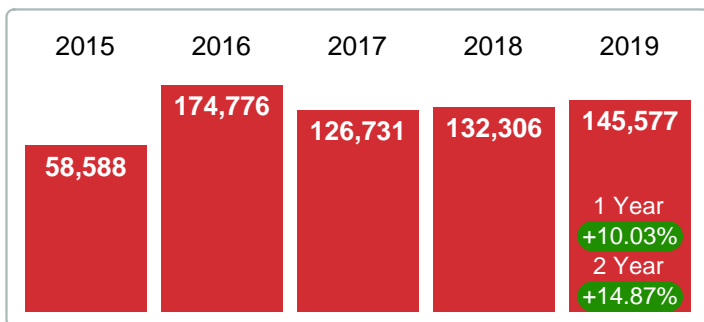
AVERAGE LIST PRICE AT CLOSING

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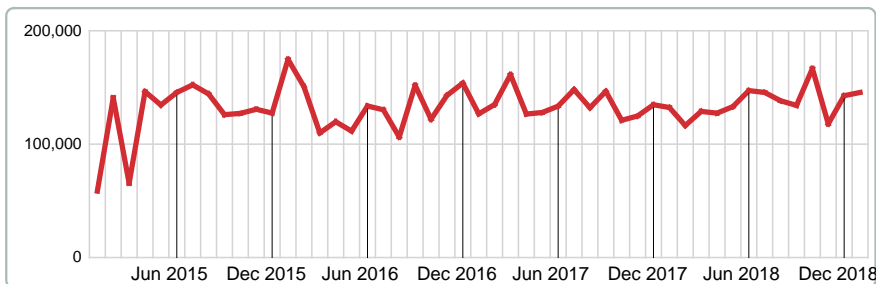
JANUARY



YEAR TO DATE (YTD)

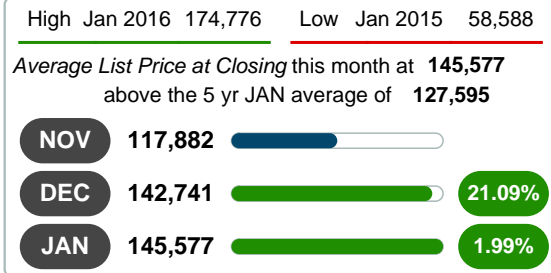


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 127,595



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
\$40,000 and less	7.69%	24,167	16,750	0	0	0
\$40,001 - \$70,000	15.38%	57,983	39,000	62,817	62,200	0
\$70,001 - \$100,000	12.82%	84,160	0	94,900	80,000	92,500
\$100,001 - \$150,000	23.08%	127,800	122,500	126,867	144,000	0
\$150,001 - \$190,000	12.82%	173,560	0	167,967	186,300	0
\$190,001 - \$240,000	12.82%	210,700	0	225,500	224,250	0
\$240,001 and up	15.38%	294,133	0	0	318,200	0
Average List Price		145,577	63,500	131,945	202,200	92,500
Total Closed Units	100%	145,577	5	20	13	1
Total Closed Volume		5,677,500	317.50K	2.64M	2.63M	92.50K

January 2019



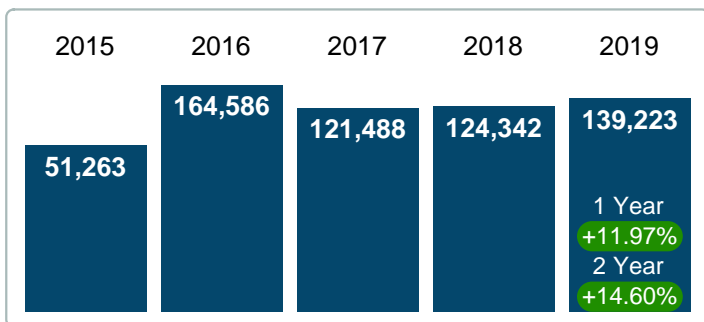
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



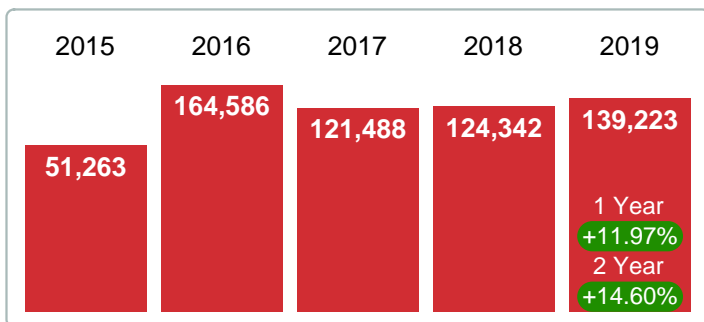
AVERAGE SOLD PRICE AT CLOSING

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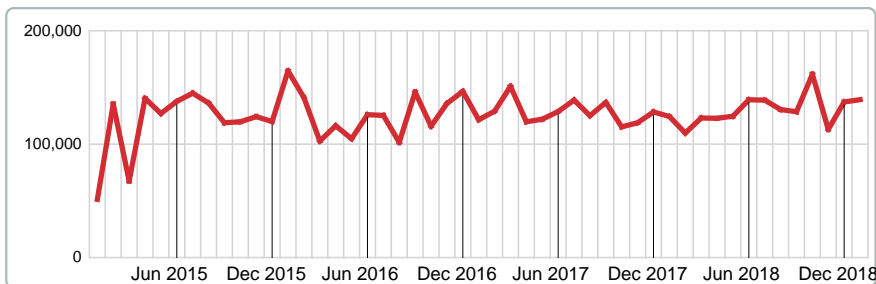
JANUARY



YEAR TO DATE (YTD)

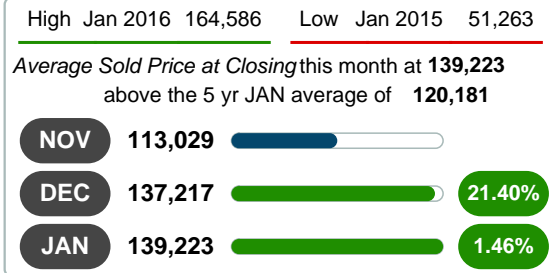


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 120,181



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
\$40,000 and less	5.13%	10,603	10,603	0	0	0
\$40,001 - \$70,000	23.08%	57,289	42,000	58,767	60,500	0
\$70,001 - \$100,000	7.69%	87,167	0	96,500	80,000	85,000
\$100,001 - \$150,000	23.08%	123,389	120,000	124,750	122,000	0
\$150,001 - \$190,000	15.38%	170,333	0	164,667	176,000	0
\$190,001 - \$240,000	15.38%	208,167	0	213,625	197,250	0
\$240,001 and up	10.26%	312,475	0	0	312,475	0
Average Sold Price		139,223	60,641	127,305	191,954	85,000
Total Closed Units	100%	139,223	5	20	13	1
Total Closed Volume		5,429,705	303.21K	2.55M	2.50M	85.00K

January 2019



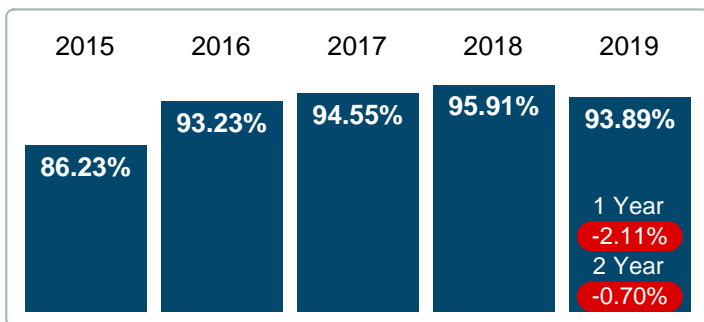
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



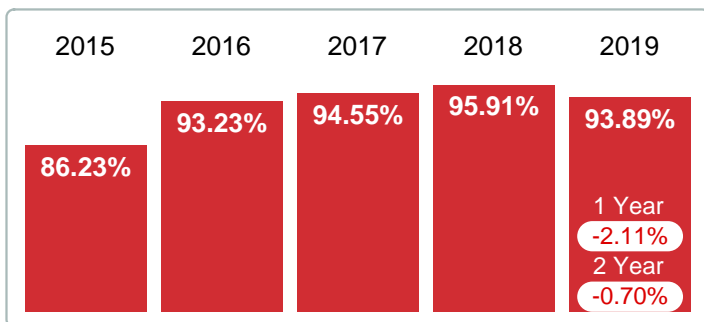
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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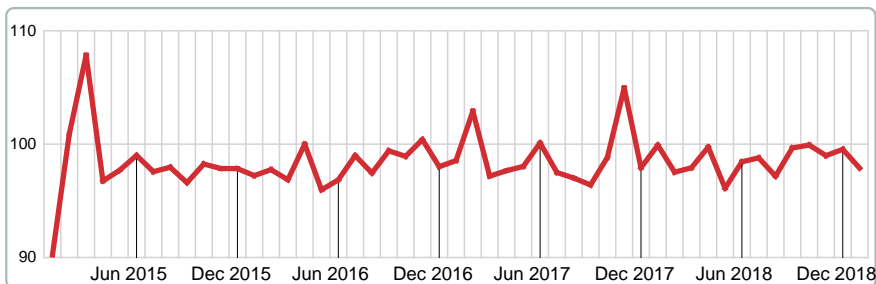
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

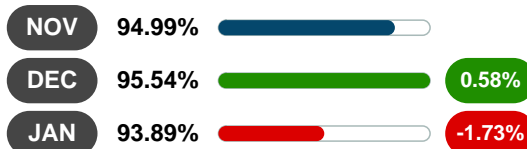


3 MONTHS

5 year JAN AVG = 92.76%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **93.89%** above the 5 yr JAN average of **92.76%**



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
\$40,000 and less	2	5.13%	51.19%	51.19%	0.00%	0.00%	0.00%
\$40,001 - \$70,000	9	23.08%	96.22%	107.69%	94.10%	96.88%	0.00%
\$70,001 - \$100,000	3	7.69%	97.86%	0.00%	101.69%	100.00%	91.89%
\$100,001 - \$150,000	9	23.08%	96.74%	97.83%	98.38%	84.72%	0.00%
\$150,001 - \$190,000	6	15.38%	96.31%	0.00%	98.06%	94.56%	0.00%
\$190,001 - \$240,000	6	15.38%	92.91%	0.00%	94.89%	88.93%	0.00%
\$240,001 and up	4	10.26%	98.43%	0.00%	0.00%	98.43%	0.00%
Average Sold/List Ratio		93.90%		81.14%	96.51%	94.90%	91.89%
Total Closed Units		39	100%	5	20	13	1
Total Closed Volume		5,429,705		303.21K	2.55M	2.50M	85.00K

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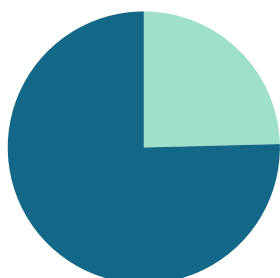
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

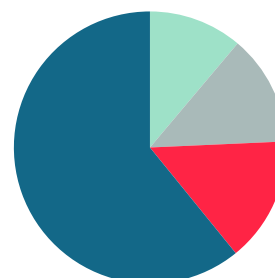


Inventory
 New Listings
76 = 24.60%
 Start Inventory
233
 Total Inventory Units
309
 Volume
\$53,805,079

Market Activity

Closed Sales
39 = 11.14%
 Pending Sales
46 = 13.14%
 Other Off Market
52 = 14.86%
 Active Inventory
213 = 60.86%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	33	39	18.18%	33	39	18.18%
Pending Sales	45	46	2.22%	45	46	2.22%
New Listings	65	76	16.92%	65	76	16.92%
Average List Price	132,306	145,577	10.03%	132,306	145,577	10.03%
Average Sale Price	124,342	139,223	11.97%	124,342	139,223	11.97%
Average Percent of Selling Price to List Price	95.91%	93.89%	-2.11%	95.91%	93.89%	-2.11%
Average Days on Market to Sale	76.42	67.69	-11.43%	76.42	67.69	-11.43%
Monthly Inventory	236	213	-9.75%	236	213	-9.75%
Months Supply of Inventory	5.56	4.91	-11.82%	5.56	4.91	-11.82%

Absorption: Last 12 months, an Average of **43** Sales/Month

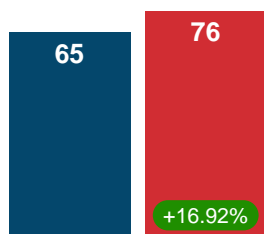
Inventory on January 31, 2019 = **213**

2018 **2019**

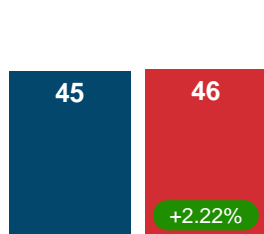
JANUARY MARKET

AVERAGE PRICES

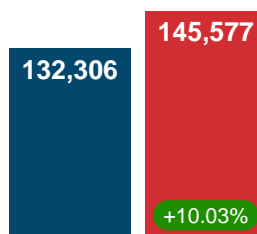
New Listings



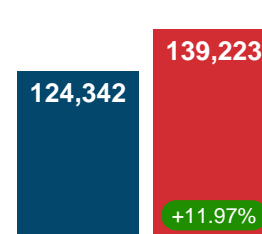
Pending Listings



List Price



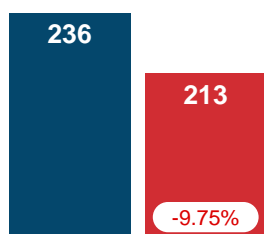
Sale Price



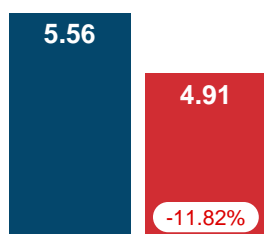
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

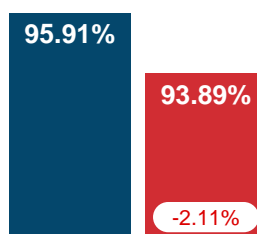
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

