

January 2019



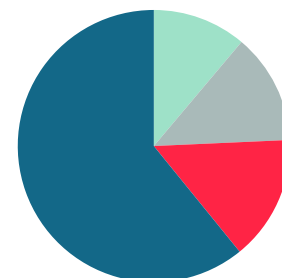
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	114,900	129,900	13.05%
Median Sale Price	100,000	127,500	27.50%
Median Percent of Selling Price to List Price	96.54%	97.78%	1.28%
Median Days on Market to Sale	49.00	49.00	0.00%
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.

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 **27.50%** in January 2019 to \$127,500 versus the previous year at \$100,000.

Median Days on Market Shortens

The median number of **49.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in January 2019 compared to last year's same month at **49.00** DOM.

Sales Success for January 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 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.

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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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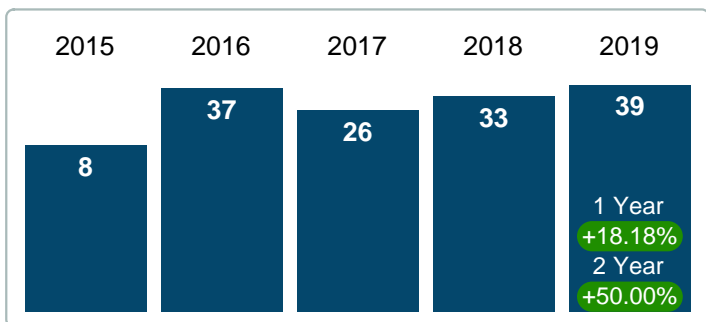
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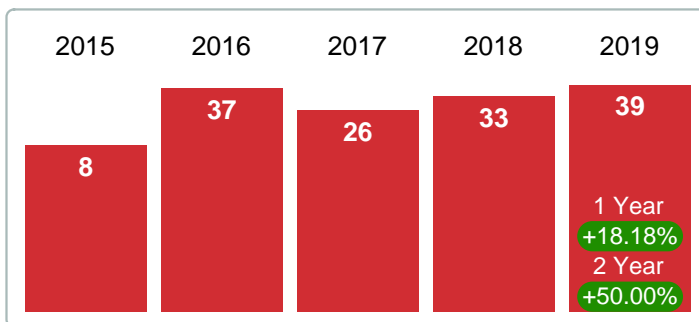
CLOSED LISTINGS

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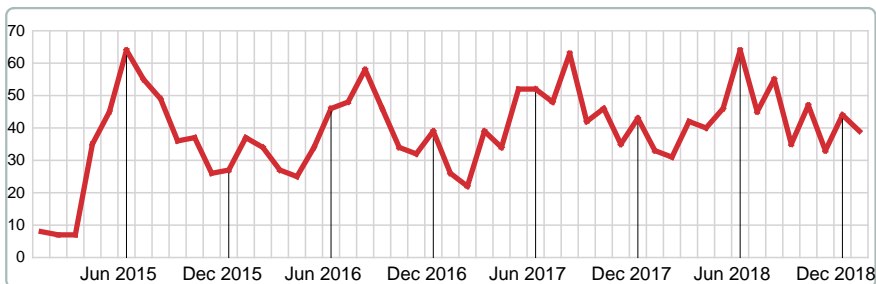
JANUARY



YEAR TO DATE (YTD)

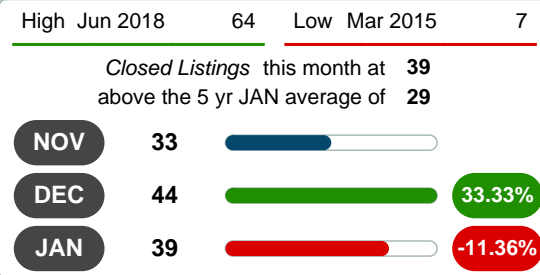


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 29



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	41.0	1	6	2	0
\$70,001 - \$100,000	3	7.69%	1.0	0	1	1	1
\$100,001 - \$150,000	9	23.08%	55.0	2	6	1	0
\$150,001 - \$190,000	6	15.38%	14.5	0	3	3	0
\$190,001 - \$240,000	6	15.38%	58.0	0	4	2	0
\$240,001 and up	4	10.26%	37.0	0	0	4	0
Total Closed Units	39			5	20	13	1
Total Closed Volume	5,429,705	100%	49.0	303.21K	2.55M	2.50M	85.00K
Median Closed Price	\$127,500			\$42,000	\$124,750	\$185,000	\$85,000

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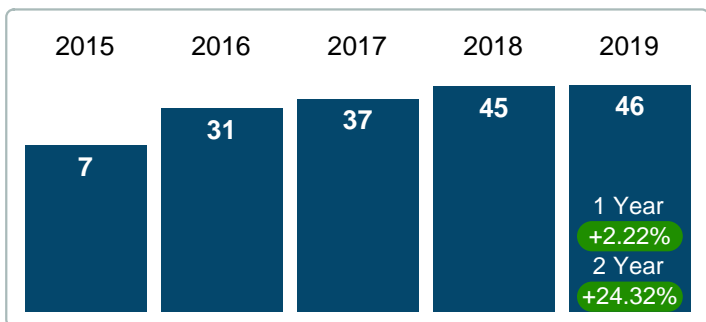
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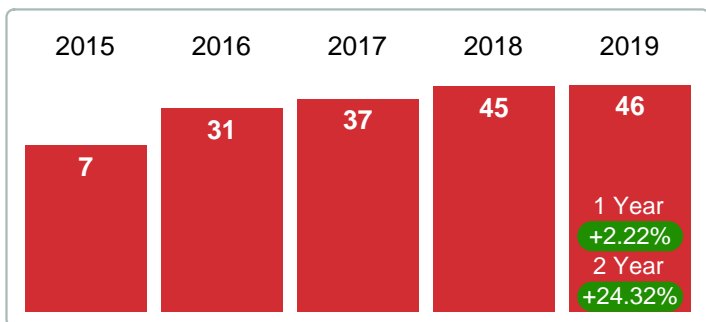
PENDING LISTINGS

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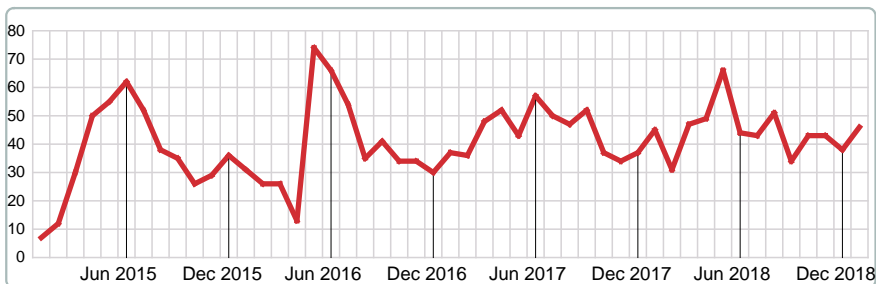
JANUARY



YEAR TO DATE (YTD)

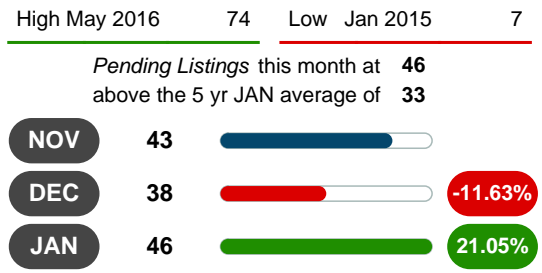


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	17.0	2	5	1	0
\$70,001 - \$110,000	8	17.39%	6.0	3	4	1	0
\$110,001 - \$150,000	11	23.91%	25.0	1	10	0	0
\$150,001 - \$170,000	5	10.87%	10.0	0	2	3	0
\$170,001 - \$230,000	8	17.39%	17.0	0	4	3	1
\$230,001 and up	5	10.87%	13.0	0	5	0	0
Total Pending Units	46			7	30	8	1
Total Pending Volume	6,373,050	100%	16.5	531.45K	4.39M	1.27M	179.90K
Median Listing Price	\$136,950			\$79,900	\$139,000	\$169,900	\$179,900

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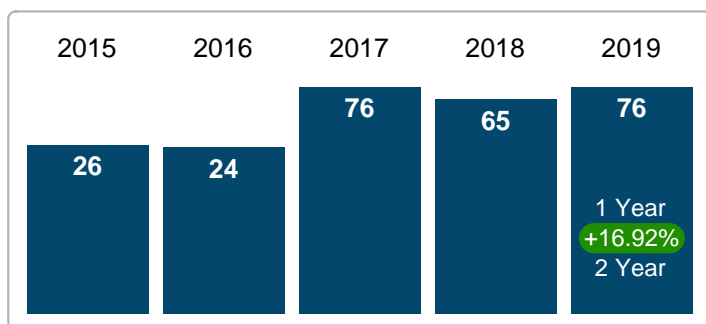
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



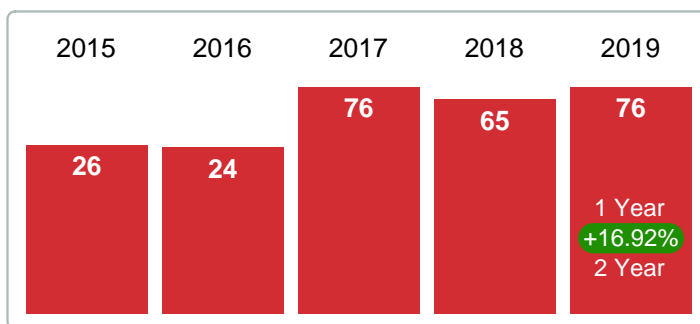
NEW LISTINGS

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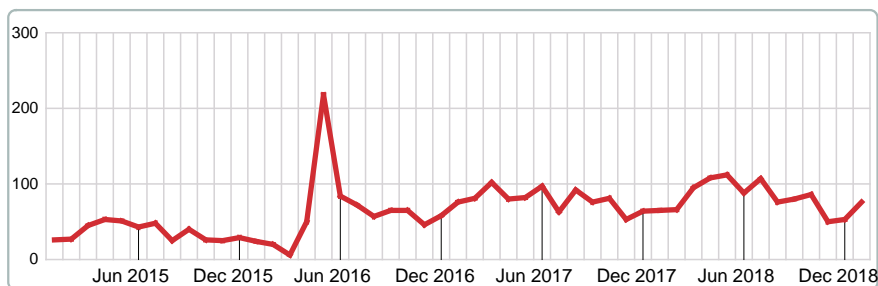
JANUARY



YEAR TO DATE (YTD)

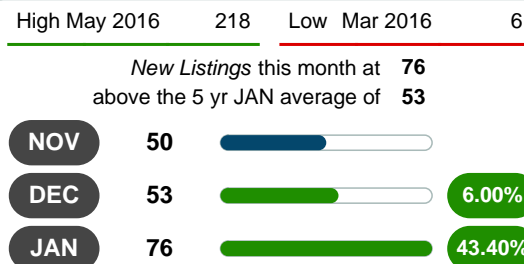


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 53



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
Median New Listed Listing Price	\$122,450		\$72,200	\$129,900	\$169,900	\$295,000

January 2019



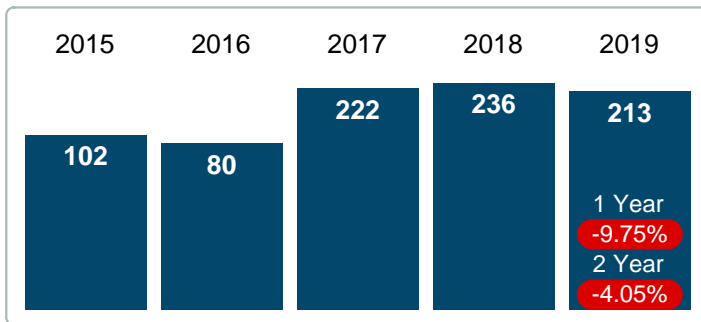
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



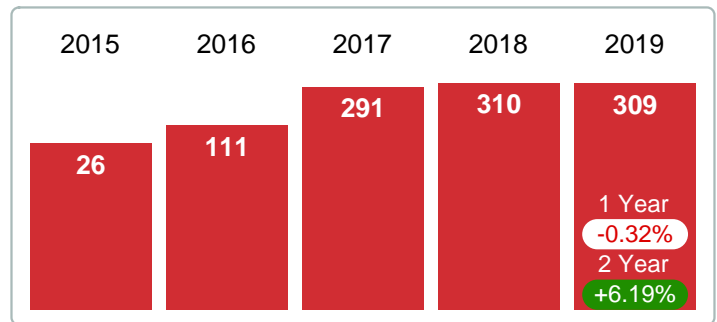
ACTIVE INVENTORY

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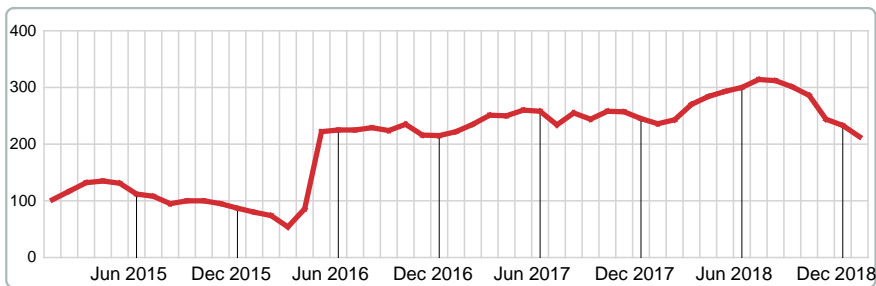
END OF JANUARY



ACTIVE DURING JANUARY

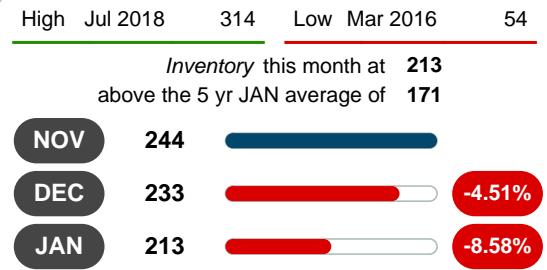


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 171



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	8.92%	115.0	11	7	0	1
\$50,001 - \$80,000	27	12.68%	41.0	9	16	2	0
\$80,001 - \$100,000	30	14.08%	108.0	4	18	7	1
\$100,001 - \$160,000	54	25.35%	76.0	4	35	13	2
\$160,001 - \$230,000	35	16.43%	76.0	1	24	10	0
\$230,001 - \$290,000	25	11.74%	82.0	0	13	8	4
\$290,001 and up	23	10.80%	76.0	1	6	11	5
Total Active Inventory by Units	213			30	119	51	13
Total Active Inventory by Volume	40,428,186	100%	80.0	2.38M	21.02M	12.07M	4.95M
Median Active Inventory Listing Price	\$130,000			\$68,400	\$129,900	\$184,900	\$285,000

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	

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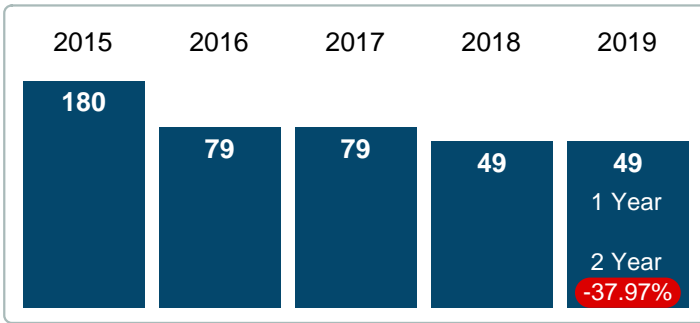
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



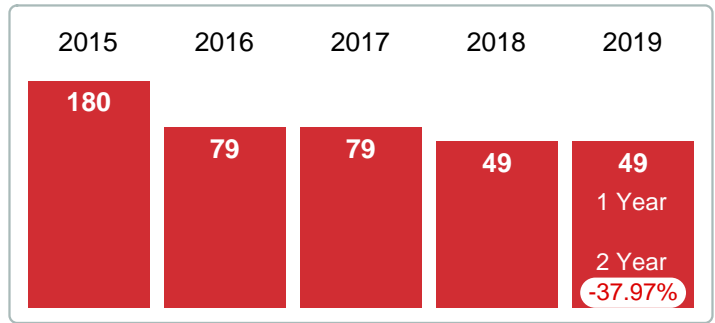
MEDIAN DAYS ON MARKET TO SALE

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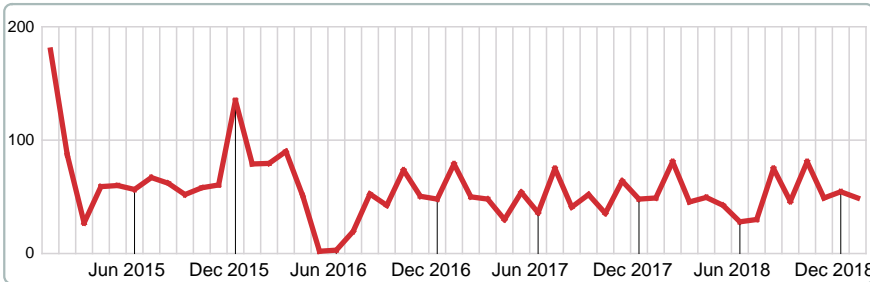
JANUARY



YEAR TO DATE (YTD)

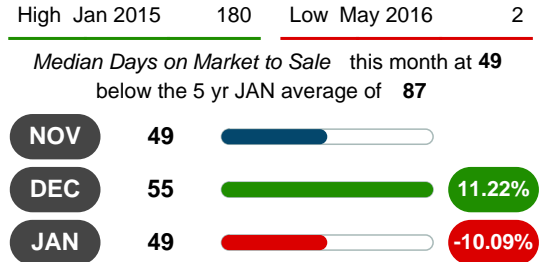


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 87



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
\$40,000 and less	5.13%	96	96	0	0	0
\$40,001 - \$70,000	23.08%	41	147	40	76	0
\$70,001 - \$100,000	7.69%	1	0	164	1	1
\$100,001 - \$150,000	23.08%	55	33	57	55	0
\$150,001 - \$190,000	15.38%	15	0	7	17	0
\$190,001 - \$240,000	15.38%	58	0	58	62	0
\$240,001 and up	10.26%	37	0	0	37	0
Median Closed DOM		49	87	50	23	1
Total Closed Units	100%	39	5	20	13	1
Total Closed Volume		5,429,705	303.21K	2.55M	2.50M	85.00K

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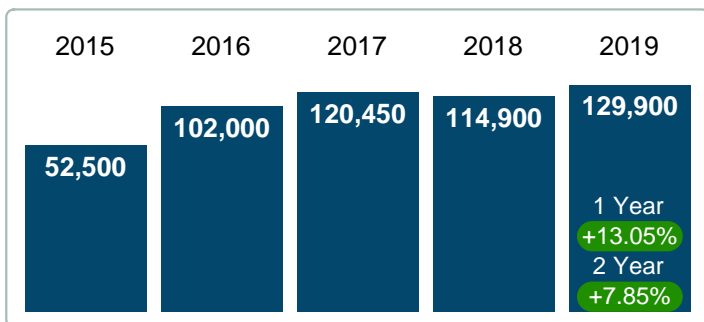
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



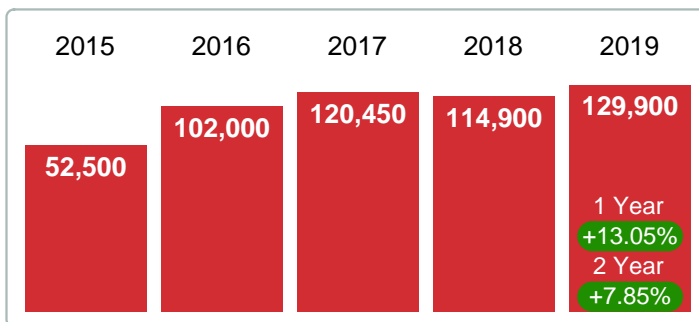
MEDIAN LIST PRICE AT CLOSING

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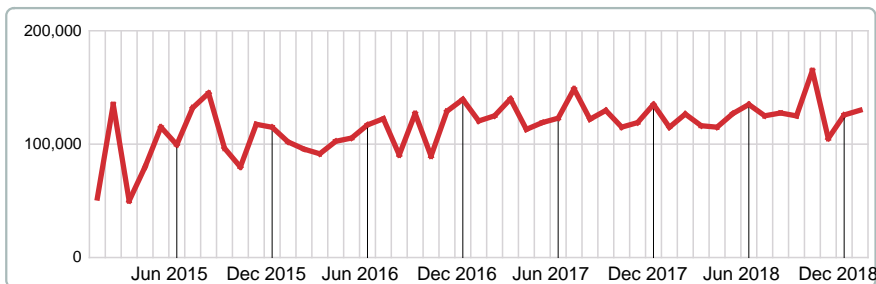
JANUARY



YEAR TO DATE (YTD)

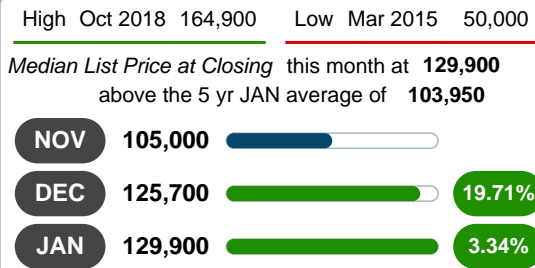


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 103,950



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
\$40,000 and less	3	7.69%	24,000	24,000	0	0	0
\$40,001 - \$70,000	6	15.38%	57,950	0	54,750	62,200	0
\$70,001 - \$100,000	5	12.82%	80,000	0	77,000	80,000	92,500
\$100,001 - \$150,000	9	23.08%	129,500	122,500	127,200	144,000	0
\$150,001 - \$190,000	5	12.82%	174,900	0	159,900	181,950	0
\$190,001 - \$240,000	5	12.82%	199,500	0	225,000	197,250	0
\$240,001 and up	6	15.38%	249,450	0	243,000	249,900	0
Median List Price			129,900	39,000	127,200	195,000	92,500
Total Closed Units		100%	129,900	5	20	13	1
Total Closed Volume			5,677,500	317.50K	2.64M	2.63M	92.50K

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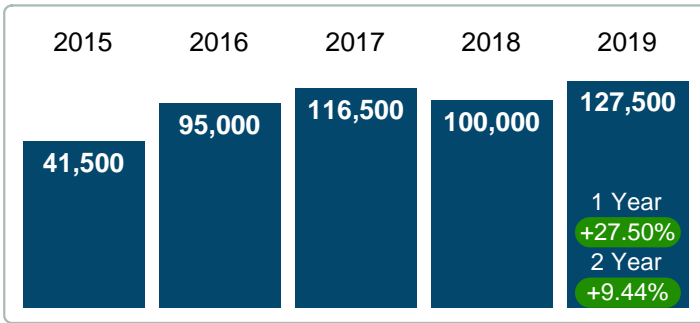
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



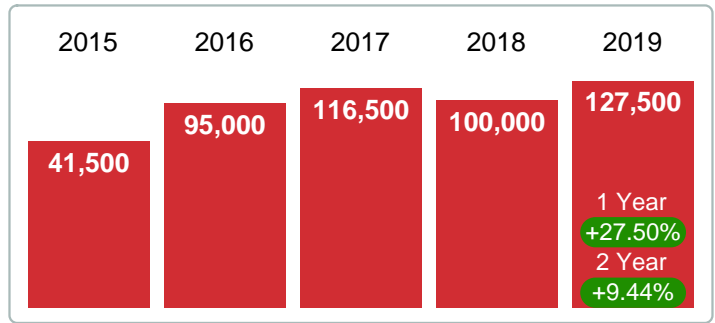
MEDIAN SOLD PRICE AT CLOSING

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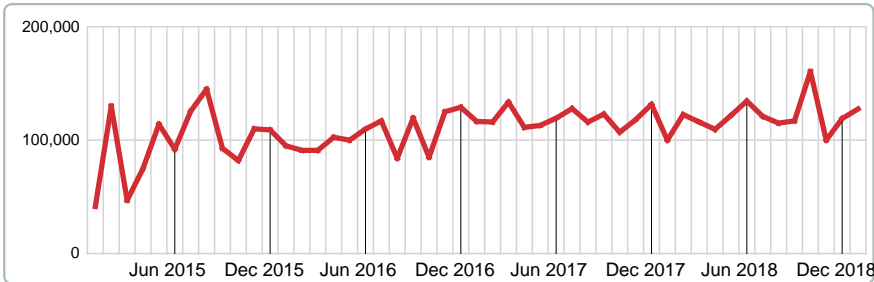
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

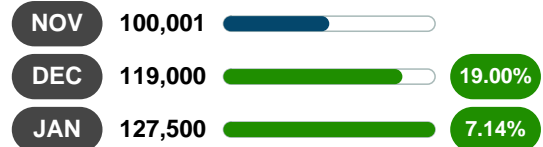


3 MONTHS

5 year JAN AVG = 96,100

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

Median Sold Price at Closing this month at 127,500 above the 5 yr JAN average of 96,100



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
\$40,000 and less	5.13%	10,603	10,603	0	0	0
\$40,001 - \$70,000	23.08%	62,000	42,000	62,250	60,500	0
\$70,001 - \$100,000	7.69%	85,000	0	96,500	80,000	85,000
\$100,001 - \$150,000	23.08%	122,000	120,000	124,750	122,000	0
\$150,001 - \$190,000	15.38%	171,500	0	155,000	175,000	0
\$190,001 - \$240,000	15.38%	199,750	0	210,000	197,250	0
\$240,001 and up	10.26%	309,950	0	0	309,950	0
Median Sold Price		127,500	42,000	124,750	185,000	85,000
Total Closed Units	100%	127,500	5	20	13	1
Total Closed Volume		5,429,705	303.21K	2.55M	2.50M	85.00K

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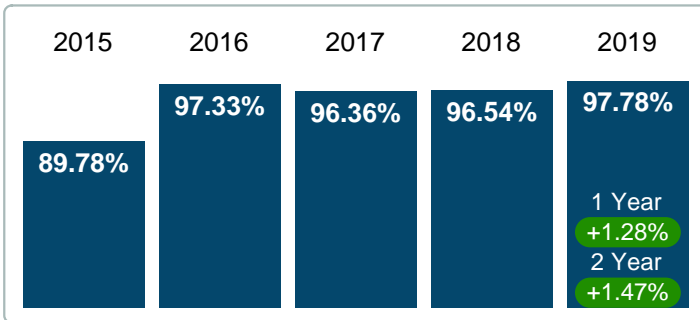
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



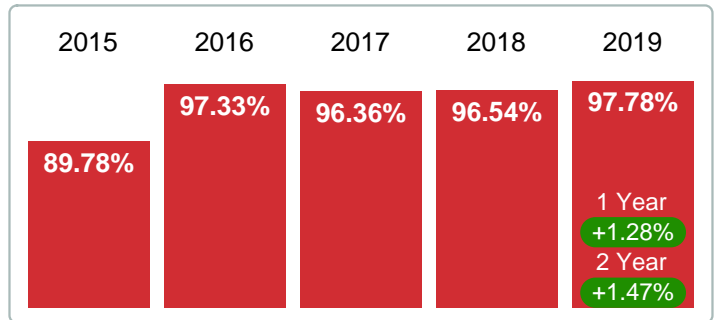
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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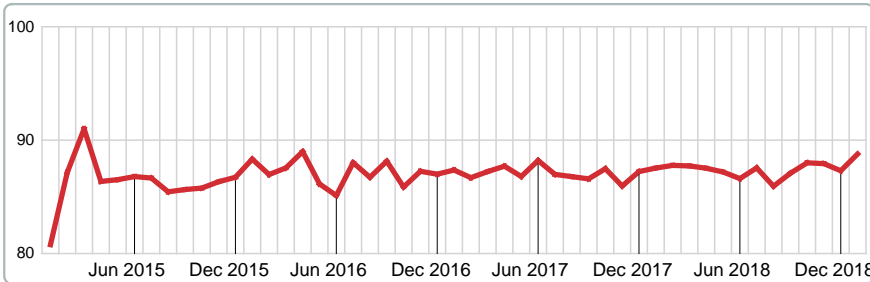
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95.56%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **97.78%**
above the 5 yr JAN average of **95.56%**



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
\$40,000 and less	2	5.13%	51.19%	51.19%	0.00%	0.00%	0.00%
\$40,001 - \$70,000	9	23.08%	95.78%	107.69%	94.76%	96.88%	0.00%
\$70,001 - \$100,000	3	7.69%	100.00%	0.00%	101.69%	100.00%	91.89%
\$100,001 - \$150,000	9	23.08%	98.15%	97.83%	98.15%	84.72%	0.00%
\$150,001 - \$190,000	6	15.38%	97.10%	0.00%	97.88%	96.05%	0.00%
\$190,001 - \$240,000	6	15.38%	97.76%	0.00%	97.86%	88.93%	0.00%
\$240,001 and up	4	10.26%	98.73%	0.00%	0.00%	98.73%	0.00%
Median Sold/List Ratio		97.78%		95.65%	97.91%	97.74%	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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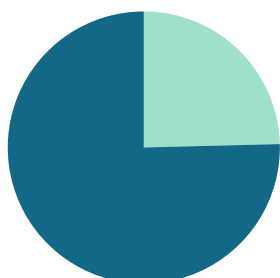
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MARKET SUMMARY

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INVENTORY

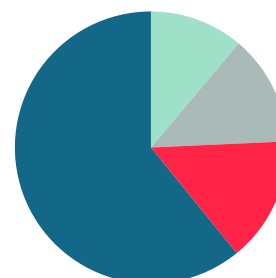


Inventory
 New Listings
76 = 24.60%
 Start Inventory
233
 Total Inventory Units
309
 Volume
\$53,805,079

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%
Median List Price	114,900	129,900	13.05%	114,900	129,900	13.05%
Median Sale Price	100,000	127,500	27.50%	100,000	127,500	27.50%
Median Percent of Selling Price to List Price	96.54%	97.78%	1.28%	96.54%	97.78%	1.28%
Median Days on Market to Sale	49.00	49.00	0.00%	49.00	49.00	0.00%
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

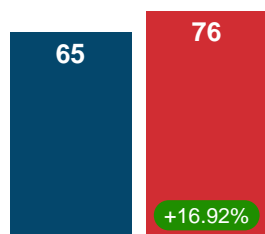
Inventory on January 31, 2019 = **213**

2018 **2019**

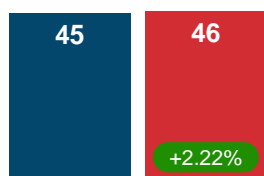
JANUARY MARKET

MEDIAN PRICES

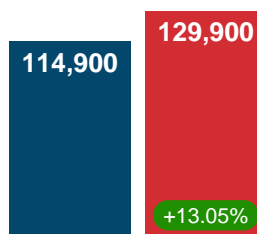
New Listings



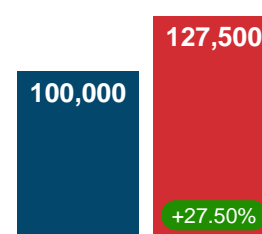
Pending Listings



List Price



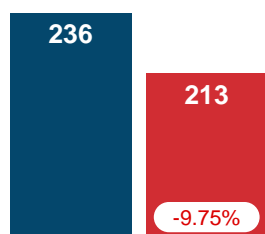
Sale Price



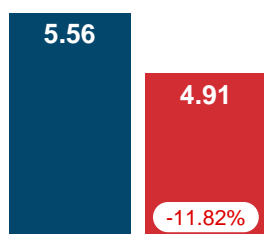
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

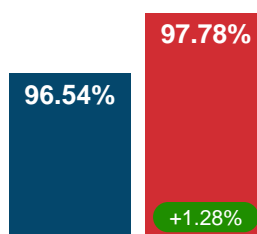
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

+0.00%