

June 2019



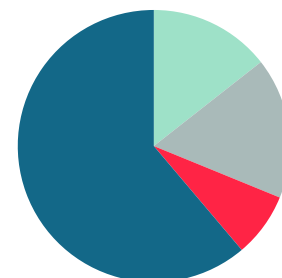
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	64	49	-23.44%
Pending Listings	44	57	29.55%
New Listings	88	76	-13.64%
Average List Price	147,199	152,981	3.93%
Average Sale Price	139,129	146,462	5.27%
Average Percent of Selling Price to List Price	94.44%	94.35%	-0.10%
Average Days on Market to Sale	61.39	55.00	-10.41%
End of Month Inventory	300	208	-30.67%
Months Supply of Inventory	6.75	4.61	-31.82%



■ Closed (14.41%)
■ Pending (16.76%)
■ Other OffMarket (7.65%)
■ Active (61.18%)

Absorption: Last 12 months, an Average of **45** Sales/Month
Active Inventory as of June 30, 2019 = **208**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **30.67%** to 208 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **4.61** 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 **5.27%** in June 2019 to \$146,462 versus the previous year at \$139,129.

Average Days on Market Shortens

The average number of **55.00** days that homes spent on the market before selling decreased by 6.39 days or **10.41%** in June 2019 compared to last year's same month at **61.39** DOM.

Sales Success for June 2019 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 76 New Listings in June 2019, down **13.64%** from last year at 88. Furthermore, there were 49 Closed Listings this month versus last year at 64, a **-23.44%** decrease.

Closed versus Listed trends yielded a **64.5%** ratio, down from previous year's, June 2018, at **72.7%**, a **11.35%** downswing. 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.

June 2019



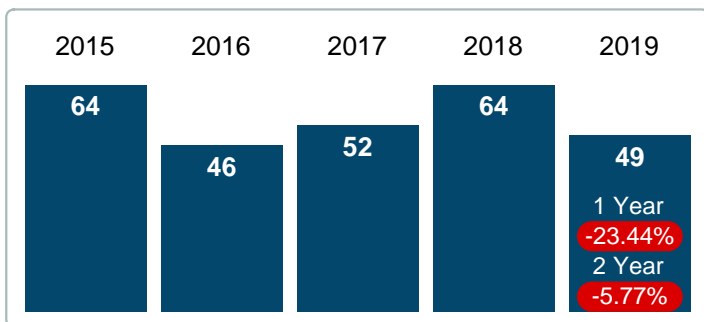
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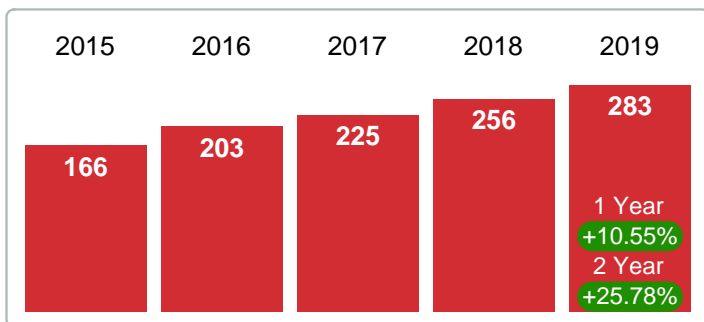
CLOSED LISTINGS

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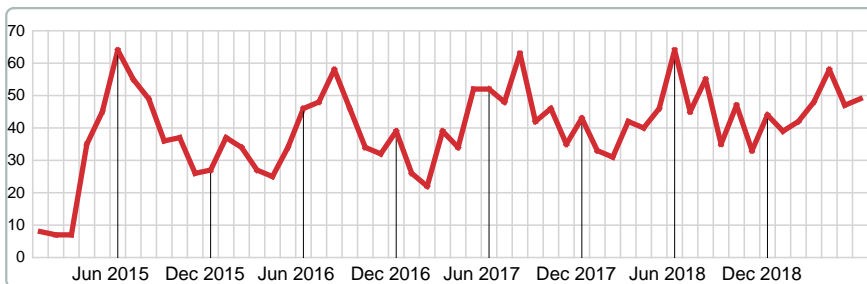
JUNE



YEAR TO DATE (YTD)

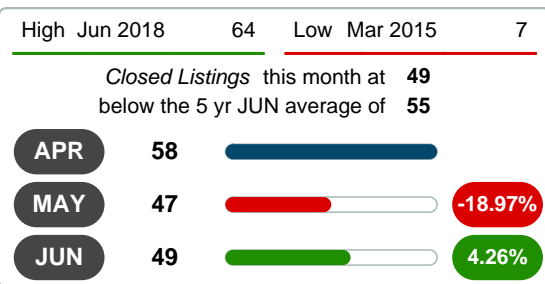


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 55



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	10.20%	21.6	4	1	0	0
\$30,001 - \$60,000	5	10.20%	44.6	1	4	0	0
\$60,001 - \$90,000	6	12.24%	96.8	3	2	1	0
\$90,001 - \$150,000	14	28.57%	56.4	0	11	3	0
\$150,001 - \$200,000	6	12.24%	57.5	0	6	0	0
\$200,001 - \$270,000	7	14.29%	63.4	0	5	2	0
\$270,001 and up	6	12.24%	34.0	0	1	5	0
Total Closed Units	49			8	30	11	0
Total Closed Volume	7,176,650	100%	55.0	345.95K	4.06M	2.77M	0.00B
Average Closed Price	\$146,462			\$43,244	\$135,260	\$252,082	\$0

June 2019



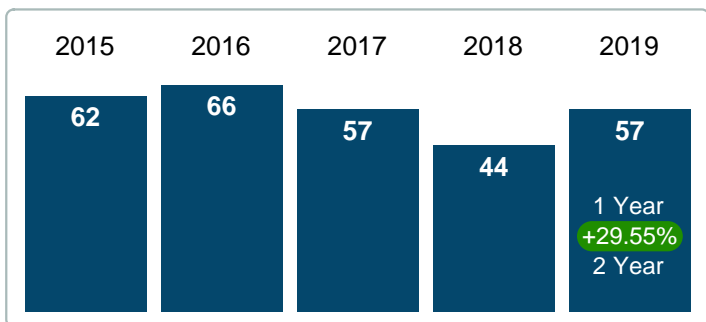
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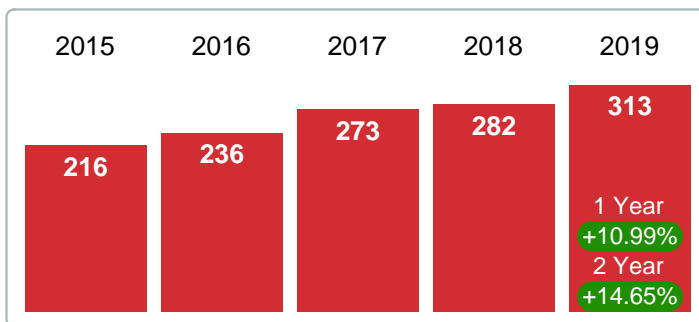
PENDING LISTINGS

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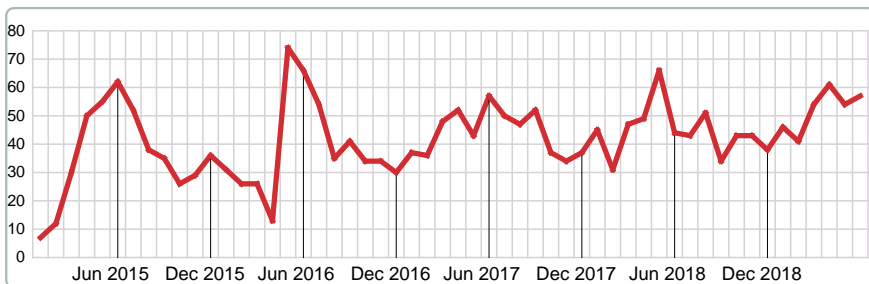
JUNE



YEAR TO DATE (YTD)

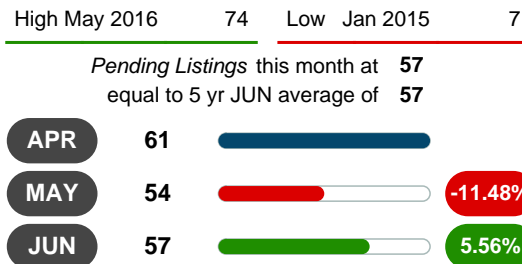


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 57



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.75%	105.0	0	1	0	0
\$25,001 - \$75,000	7	12.28%	50.7	6	1	0	0
\$75,001 - \$125,000	15	26.32%	48.3	3	10	2	0
\$125,001 - \$175,000	12	21.05%	78.2	1	8	3	0
\$175,001 - \$200,000	7	12.28%	32.3	0	7	0	0
\$200,001 - \$275,000	9	15.79%	40.1	0	6	2	1
\$275,001 and up	6	10.53%	39.3	0	1	4	1
Total Pending Units	57			10	34	11	2
Total Pending Volume	9,152,112	100%	50.7	745.19K	5.20M	2.46M	749.00K
Average Listing Price	\$163,109			\$74,519	\$152,892	\$223,600	\$374,500

June 2019



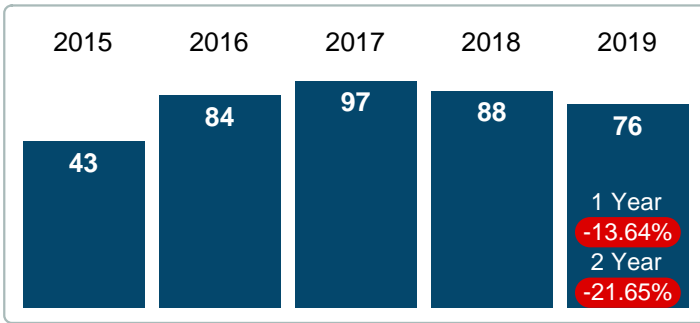
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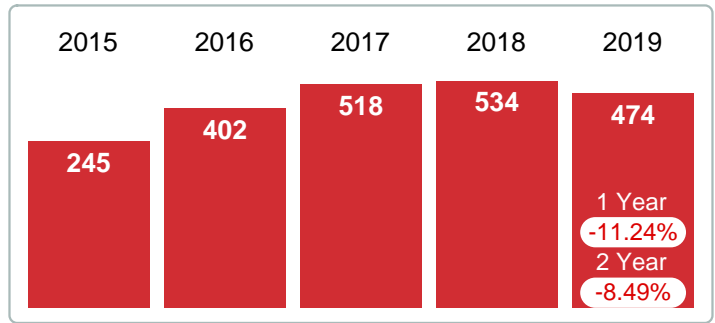
NEW LISTINGS

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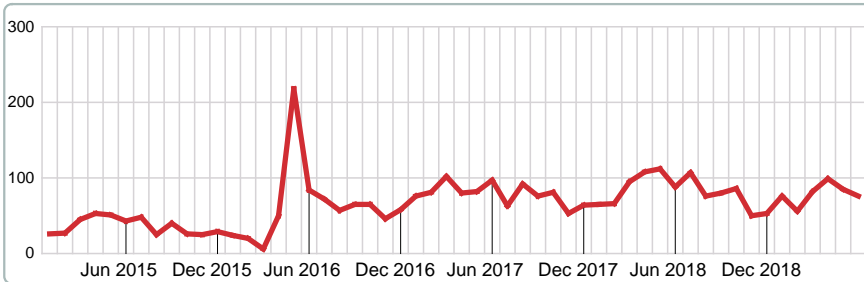
JUNE



YEAR TO DATE (YTD)

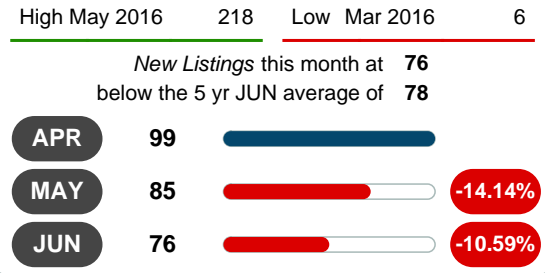


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 78



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	10.53%	7	1	0	0
\$50,001 - \$75,000	4	5.26%	1	3	0	0
\$75,001 - \$100,000	12	15.79%	1	10	1	0
\$100,001 - \$175,000	23	30.26%	6	12	5	0
\$175,001 - \$200,000	9	11.84%	1	7	1	0
\$200,001 - \$275,000	12	15.79%	0	6	6	0
\$275,001 and up	8	10.53%	0	3	5	0
Total New Listed Units	76		16	42	18	0
Total New Listed Volume	12,618,021	100%	1.48M	7.06M	4.08M	0.00B
Average New Listed Listing Price	\$160,342		\$92,513	\$168,131	\$226,461	\$0

June 2019



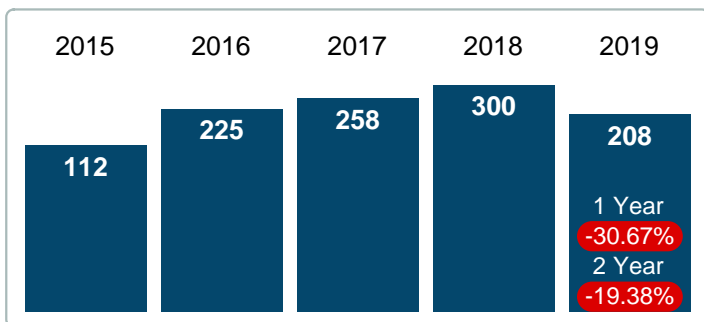
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



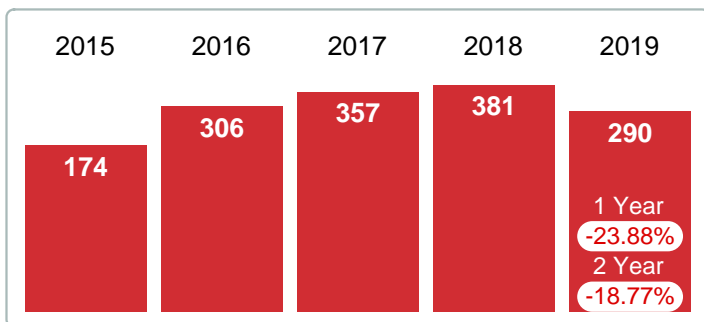
ACTIVE INVENTORY

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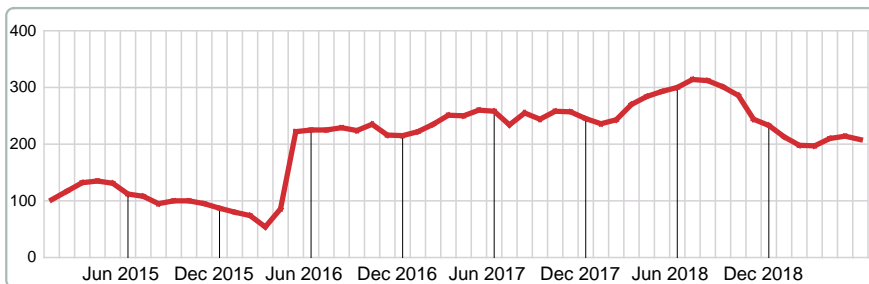
END OF JUNE



ACTIVE DURING JUNE

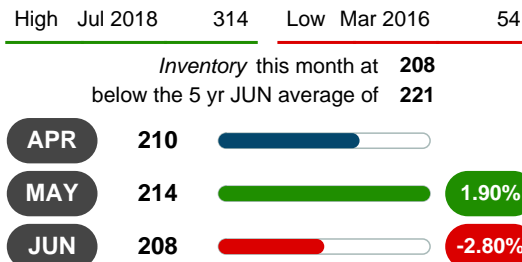


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 221



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	9.13%	129.4	13	6	0	0
\$50,001 - \$75,000	19	9.13%	83.1	6	11	1	1
\$75,001 - \$100,000	35	16.83%	78.5	6	24	5	0
\$100,001 - \$175,000	58	27.88%	59.6	8	37	10	3
\$175,001 - \$225,000	28	13.46%	61.0	1	15	12	0
\$225,001 - \$300,000	28	13.46%	83.1	1	15	10	2
\$300,001 and up	21	10.10%	78.1	0	8	10	3
Total Active Inventory by Units	208			35	116	48	9
Total Active Inventory by Volume	36,609,098	100%	76.5	2.93M	18.80M	10.93M	3.95M
Average Active Inventory Listing Price	\$176,005			\$83,652	\$162,085	\$227,752	\$438,589

June 2019



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



MONTHS SUPPLY of INVENTORY (MSI)

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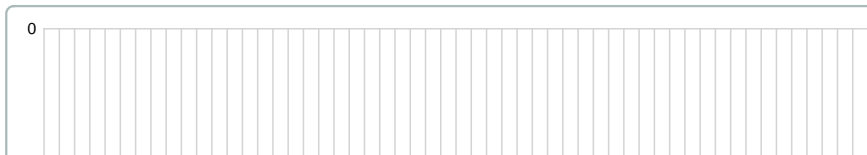
MSI FOR JUNE

2015	2016	2017	2018	2019
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INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
208	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 JUN AVG = inf

High Jun 2019	inf	Low Jun 2019	inf
Months Supply this month at inf			
equal to 5 yr JUN average of inf			
APR	inf		%
MAY	inf		%
JUN	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	9.13%	3.68	6.24	2.06	0.00	0.00
\$50,001 - \$70,000	14	6.73%	2.90	4.24	2.74	0.00	0.00
\$70,001 - \$110,000	43	20.67%	4.26	3.82	4.24	5.14	4.00
\$110,001 - \$170,000	48	23.08%	3.79	7.20	2.88	6.75	36.00
\$170,001 - \$220,000	34	16.35%	5.83	12.00	5.07	7.09	0.00
\$220,001 - \$300,000	29	13.94%	7.10	0.00	8.00	5.22	12.00
\$300,001 and up	21	10.10%	8.40	0.00	12.00	6.67	9.00
Market Supply of Inventory (MSI)			4.61	5.53	3.93	5.70	9.82
		100%	4.61				
Total Active Inventory by Units			208	35	116	48	9

June 2019



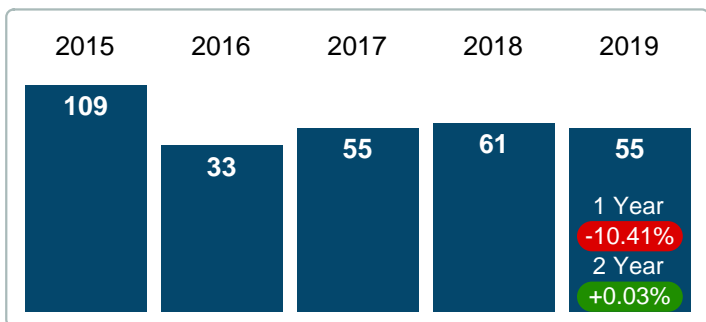
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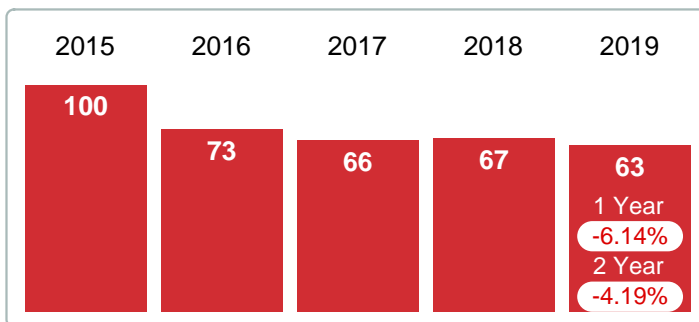
AVERAGE DAYS ON MARKET TO SALE

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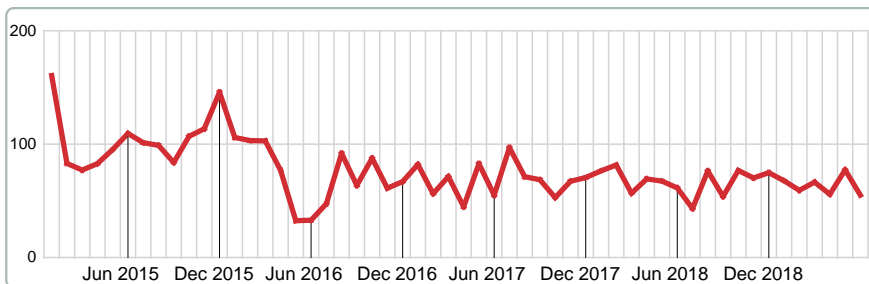
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

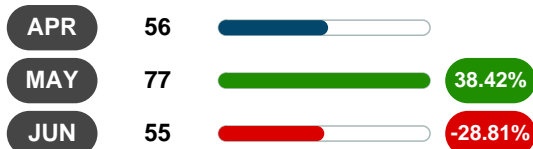


3 MONTHS

5 year JUN AVG = 63

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 55 below the 5 yr JUN average of 63



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
\$30,000 and less	10.20%	22	22	20	0	0
\$30,001 - \$60,000	10.20%	45	130	23	0	0
\$60,001 - \$90,000	12.24%	97	139	40	84	0
\$90,001 - \$150,000	28.57%	56	0	37	126	0
\$150,001 - \$200,000	12.24%	58	0	58	0	0
\$200,001 - \$270,000	14.29%	63	0	81	21	0
\$270,001 and up	12.24%	34	0	2	40	0
Average Closed DOM		55	80	45	64	0
Total Closed Units	100%	55	8	30	11	0
Total Closed Volume		7,176,650	345.95K	4.06M	2.77M	0.00B

June 2019



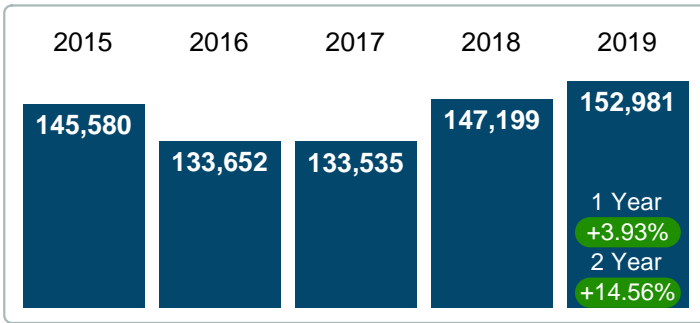
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



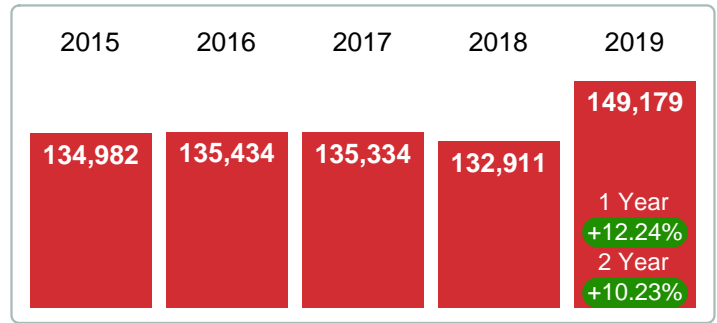
AVERAGE LIST PRICE AT CLOSING

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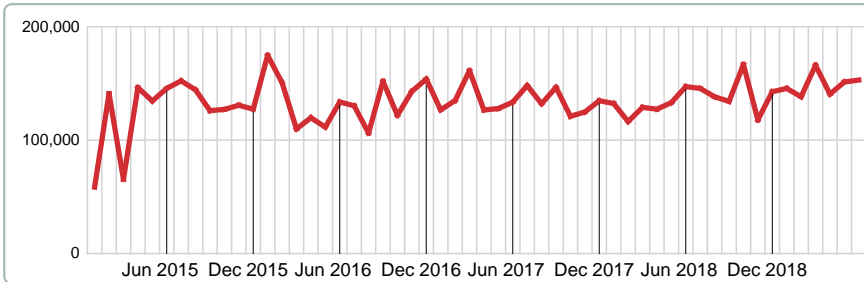
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

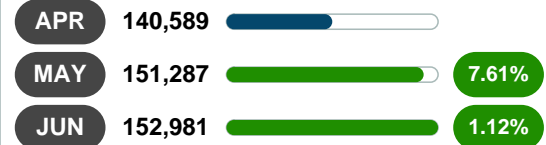


3 MONTHS

5 year JUN AVG = 142,589

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

Average List Price at Closing this month at **152,981**
above the 5 yr JUN average of **142,589**



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
\$25,000 and less	4.08%	16,500	25,000	8,000	0	0
\$25,001 - \$50,000	12.24%	38,017	33,975	54,033	0	0
\$50,001 - \$75,000	6.12%	67,233	72,267	78,425	0	0
\$75,001 - \$150,000	34.69%	108,891	0	125,033	107,425	0
\$150,001 - \$200,000	16.33%	168,775	0	171,567	0	0
\$200,001 - \$275,000	12.24%	214,617	0	230,040	244,000	0
\$275,001 and up	14.29%	363,457	0	279,900	417,450	0
Average List Price		152,981	47,213	142,895	257,409	0
Total Closed Units	100%	152,981	8	30	11	0
Total Closed Volume		7,496,050	377.70K	4.29M	2.83M	0.00B

June 2019



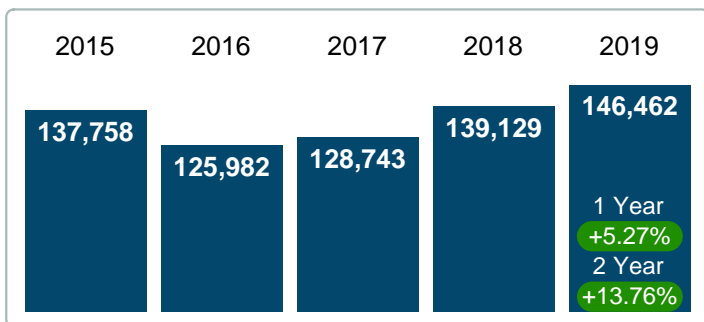
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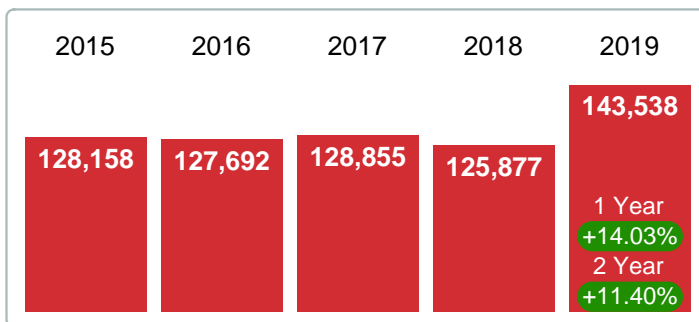
AVERAGE SOLD PRICE AT CLOSING

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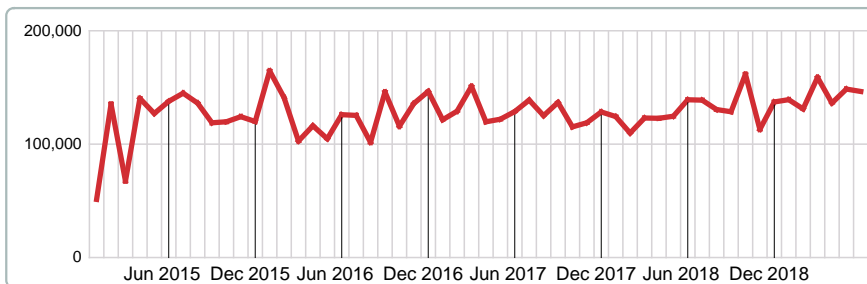
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

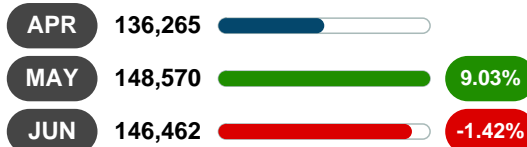


3 MONTHS

5 year JUN AVG = 135,615

High Jan 2016 164,586 Low Jan 2015 51,263

Average Sold Price at Closing this month at **146,462** above the 5 yr JUN average of **135,615**



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
\$30,000 and less	10.20%	22,000	25,500	8,000	0	0
\$30,001 - \$60,000	10.20%	46,680	44,500	47,225	0	0
\$60,001 - \$90,000	12.24%	73,325	66,483	80,000	80,500	0
\$90,001 - \$150,000	28.57%	119,864	0	121,564	113,633	0
\$150,001 - \$200,000	12.24%	162,550	0	162,550	0	0
\$200,001 - \$270,000	14.29%	218,357	0	221,700	210,000	0
\$270,001 and up	12.24%	368,567	0	279,900	386,300	0
Average Sold Price		146,462	43,244	135,260	252,082	0
Total Closed Units	100%	146,462	8	30	11	0
Total Closed Volume		7,176,650	345.95K	4.06M	2.77M	0.00B

June 2019

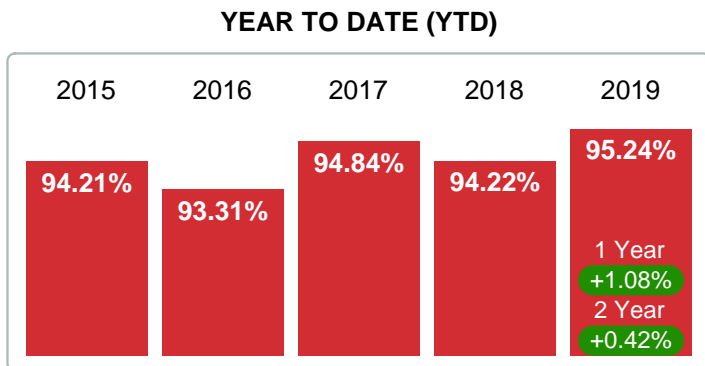
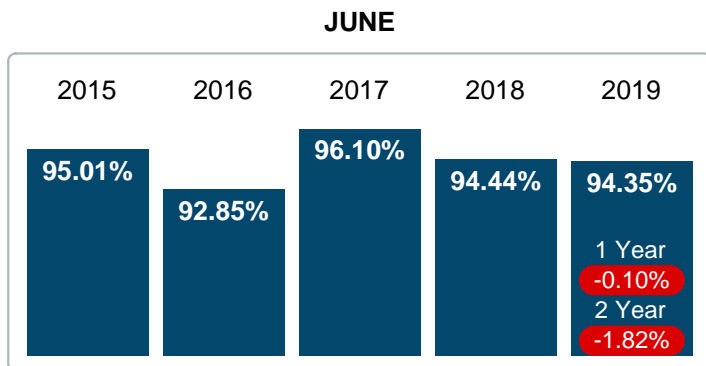


Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type

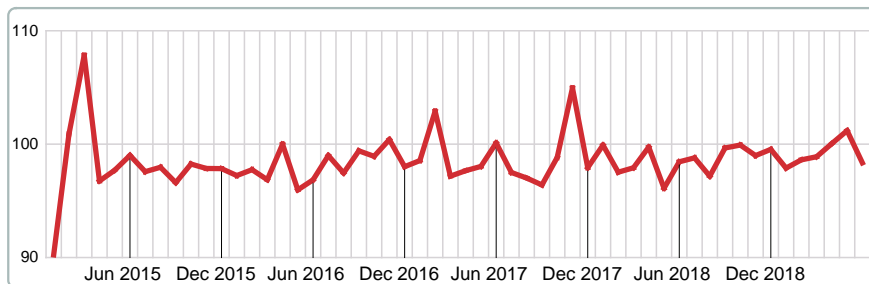


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

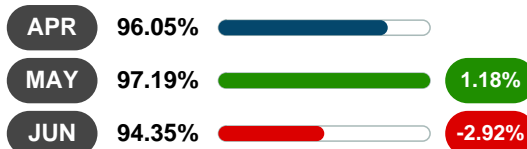


3 MONTHS

5 year JUN AVG = 94.55%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **94.35%** below the 5 yr JUN average of **94.55%**



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	
\$30,000 and less	<div style="width: 10.20%;"></div> 5	10.20%	93.14%	91.43%	100.00%	0.00%	0.00%	
\$30,001 - \$60,000	<div style="width: 10.20%;"></div> 5	10.20%	83.79%	89.18%	82.44%	0.00%	0.00%	
\$60,001 - \$90,000	<div style="width: 12.24%;"></div> 6	12.24%	93.87%	92.59%	94.74%	95.95%	0.00%	
\$90,001 - \$150,000	<div style="width: 28.57%;"></div> 14	28.57%	95.75%	0.00%	95.03%	98.37%	0.00%	
\$150,001 - \$200,000	<div style="width: 12.24%;"></div> 6	12.24%	95.18%	0.00%	95.18%	0.00%	0.00%	
\$200,001 - \$270,000	<div style="width: 14.29%;"></div> 7	14.29%	96.88%	0.00%	97.18%	96.13%	0.00%	
\$270,001 and up	<div style="width: 12.24%;"></div> 6	12.24%	97.59%	0.00%	100.00%	97.10%	0.00%	
Average Sold/List Ratio		94.30%		91.58%	94.05%	97.16%	0.00%	
Total Closed Units		49	100%	94.30%	8	30	11	
Total Closed Volume		7,176,650			345.95K	4.06M	2.77M	0.00B

June 2019



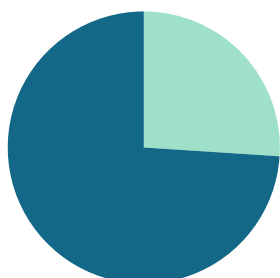
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

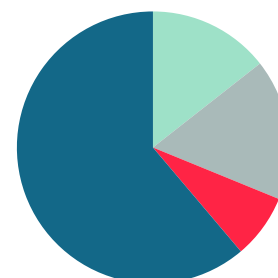


Inventory
 New Listings
76 = 26.03%
 Start Inventory
216
 Total Inventory Units
292
 Volume
\$53,525,910

Market Activity

Closed Sales
49 = 14.41%
 Pending Sales
57 = 16.76%
 Other Off Market
26 = 7.65%
 Active Inventory
208 = 61.18%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	64	49	-23.44%	256	283	10.55%
Pending Sales	44	57	29.55%	282	313	10.99%
New Listings	88	76	-13.64%	534	474	-11.24%
Average List Price	147,199	152,981	3.93%	132,911	149,179	12.24%
Average Sale Price	139,129	146,462	5.27%	125,877	143,538	14.03%
Average Percent of Selling Price to List Price	94.44%	94.35%	-0.10%	94.22%	95.24%	1.08%
Average Days on Market to Sale	61.39	55.00	-10.41%	67.33	63.19	-6.14%
Monthly Inventory	300	208	-30.67%	300	208	-30.67%
Months Supply of Inventory	6.75	4.61	-31.82%	6.75	4.61	-31.82%

Absorption: Last 12 months, an Average of **45** Sales/Month

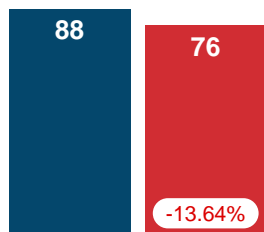
Inventory on June 30, 2019 = **208**

2018 **2019**

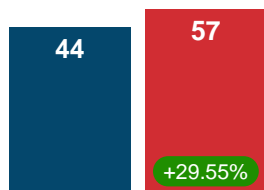
JUNE MARKET

AVERAGE PRICES

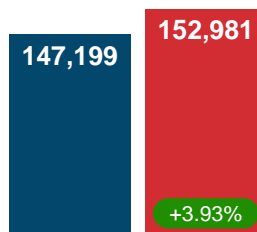
New Listings



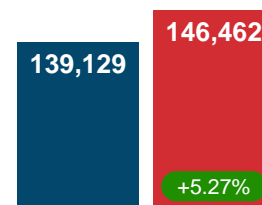
Pending Listings



List Price



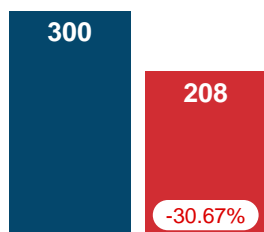
Sale Price



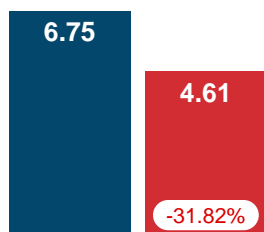
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

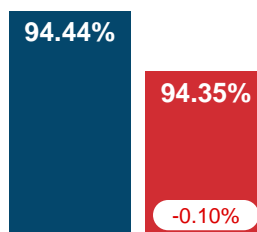
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

