

June 2019



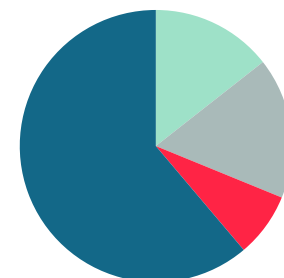
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	135,000	129,000	-4.44%
Median Sale Price	134,500	129,000	-4.09%
Median Percent of Selling Price to List Price	95.61%	95.95%	0.35%
Median Days on Market to Sale	28.00	27.00	-3.57%
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.

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 **4.09%** in June 2019 to \$129,000 versus the previous year at \$134,500.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 1.00 days or **3.57%** in June 2019 compared to last year's same month at **28.00** DOM.

Sales Success for June 2019 is Positive

Overall, with Median Prices falling 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 Monthly 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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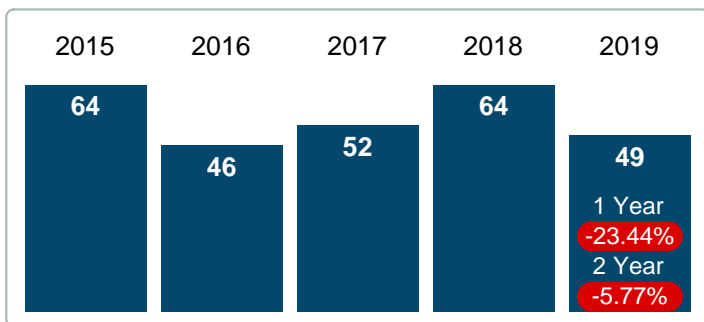
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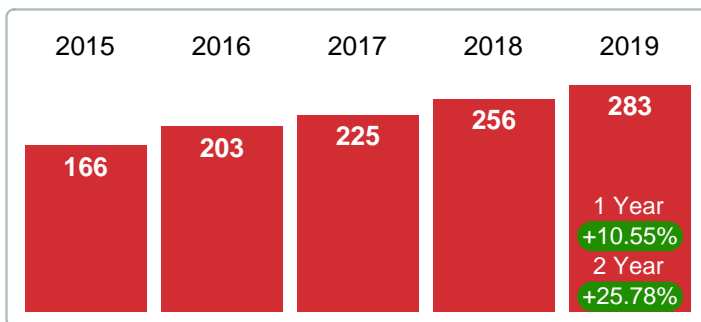
CLOSED LISTINGS

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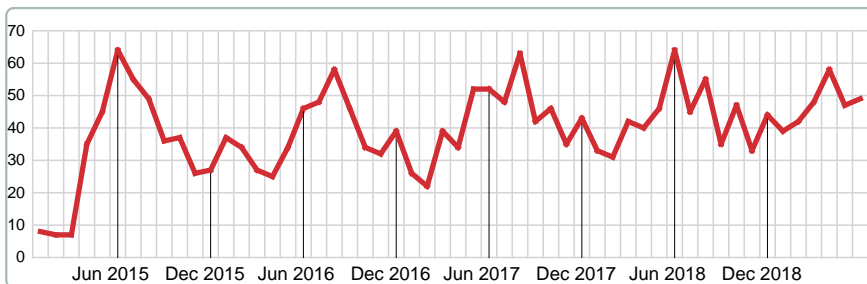
JUNE



YEAR TO DATE (YTD)

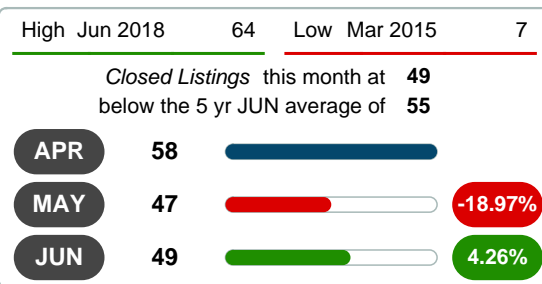


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 55



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	10.20%	20.0	4	1	0	0
\$30,001 - \$60,000	5	10.20%	18.0	1	4	0	0
\$60,001 - \$90,000	6	12.24%	80.5	3	2	1	0
\$90,001 - \$150,000	14	28.57%	18.0	0	11	3	0
\$150,001 - \$200,000	6	12.24%	17.0	0	6	0	0
\$200,001 - \$270,000	7	14.29%	74.0	0	5	2	0
\$270,001 and up	6	12.24%	8.0	0	1	5	0
Total Closed Units	49			8	30	11	0
Total Closed Volume	7,176,650	100%	27.0	345.95K	4.06M	2.77M	0.00B
Median Closed Price	\$129,000			\$37,250	\$139,500	\$215,000	\$0

June 2019



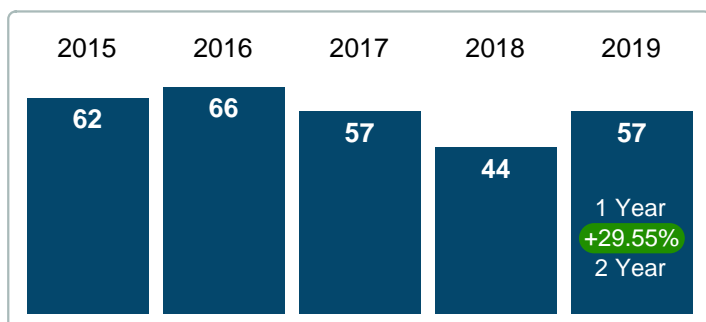
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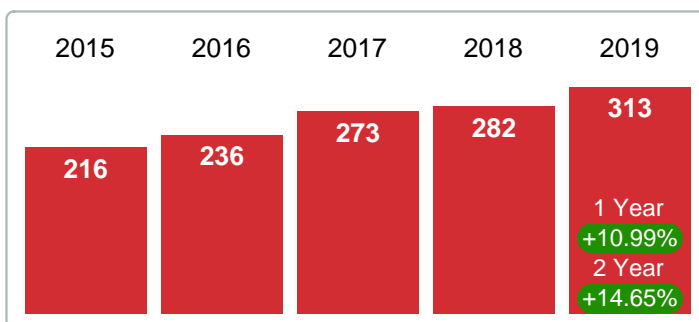
PENDING LISTINGS

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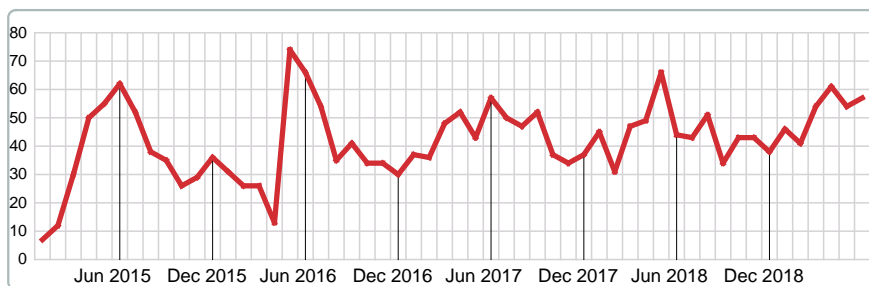
JUNE



YEAR TO DATE (YTD)

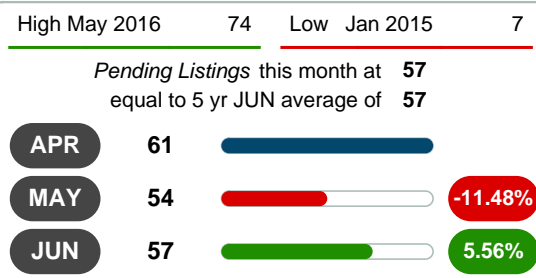


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 57



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	5.26%	90.0	1	2	0	0
\$40,001 - \$80,000	9	15.79%	28.0	6	3	0	0
\$80,001 - \$120,000	9	15.79%	27.0	2	5	2	0
\$120,001 - \$170,000	13	22.81%	48.0	1	9	3	0
\$170,001 - \$220,000	10	17.54%	35.5	0	9	1	0
\$220,001 - \$270,000	7	12.28%	16.0	0	5	1	1
\$270,001 and up	6	10.53%	29.5	0	1	4	1
Total Pending Units	57			10	34	11	2
Total Pending Volume	9,152,112	100%	34.0	745.19K	5.20M	2.46M	749.00K
Median Listing Price	\$135,000			\$58,700	\$159,900	\$215,000	\$374,500

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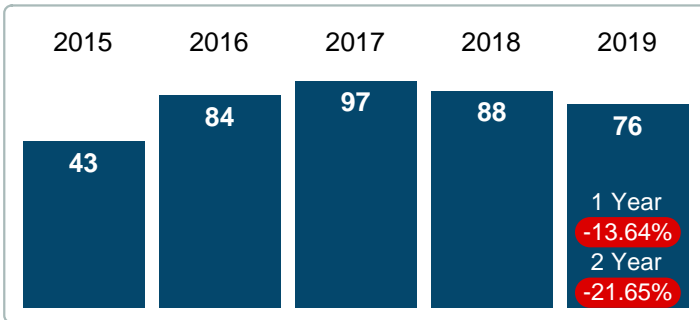
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



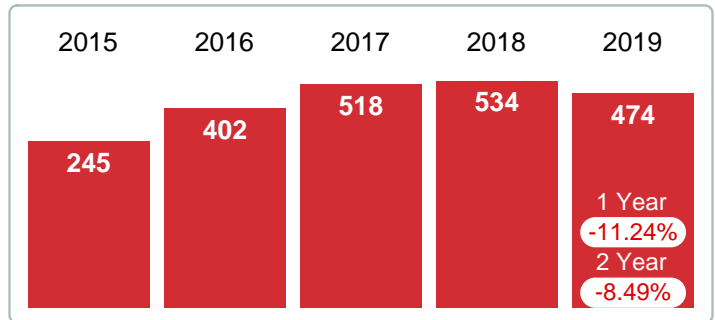
NEW LISTINGS

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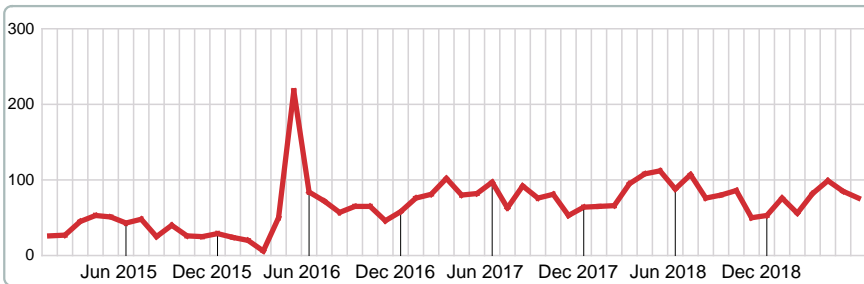
JUNE



YEAR TO DATE (YTD)

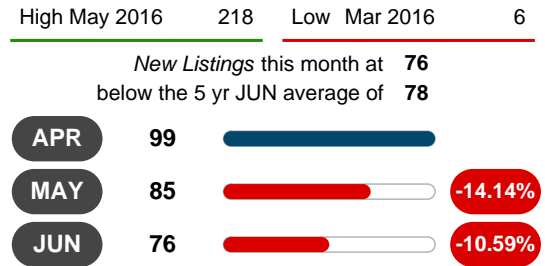


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 78



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	10.53%	7	1	0	0
\$50,001 - \$80,000	7	9.21%	2	5	0	0
\$80,001 - \$110,000	11	14.47%	1	9	1	0
\$110,001 - \$180,000	21	27.63%	5	11	5	0
\$180,001 - \$210,000	10	13.16%	1	7	2	0
\$210,001 - \$270,000	9	11.84%	0	4	5	0
\$270,001 and up	10	13.16%	0	5	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
Median New Listed Listing Price	\$148,954		\$69,900	\$147,200	\$214,500	\$0

June 2019



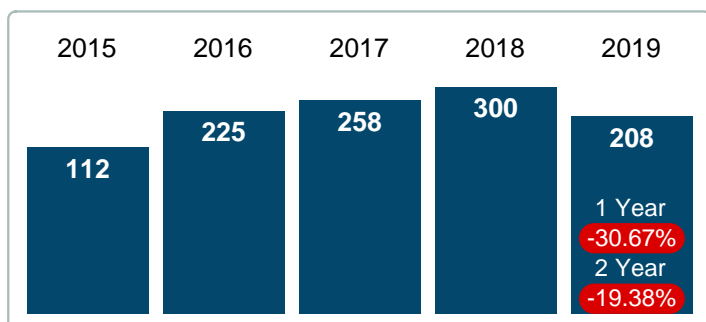
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



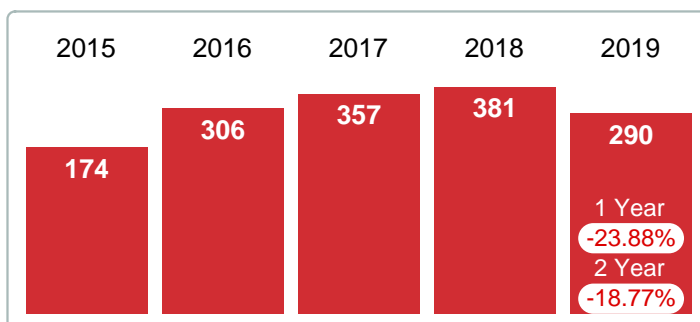
ACTIVE INVENTORY

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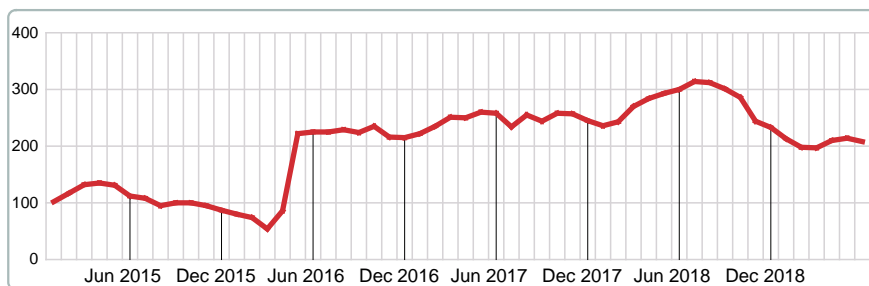
END OF JUNE



ACTIVE DURING JUNE

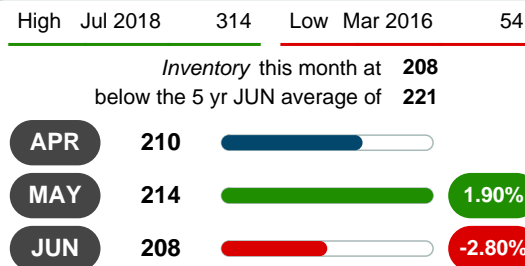


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 221



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	9.13%	97.0	13	6	0	0
\$50,001 - \$70,000	14	6.73%	57.0	6	8	0	0
\$70,001 - \$110,000	43	20.67%	54.0	7	29	6	1
\$110,001 - \$170,000	48	23.08%	53.5	6	30	9	3
\$170,001 - \$220,000	34	16.35%	38.0	2	19	13	0
\$220,001 - \$300,000	29	13.94%	55.0	1	16	10	2
\$300,001 and up	21	10.10%	74.0	0	8	10	3
Total Active Inventory by Units	208			35	116	48	9
Total Active Inventory by Volume	36,609,098	100%	55.0	2.93M	18.80M	10.93M	3.95M
Median Active Inventory Listing Price	\$143,750			\$63,900	\$138,900	\$214,500	\$269,000

June 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 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
Total Active Inventory by Units		100%	4.61	35	116	48	9

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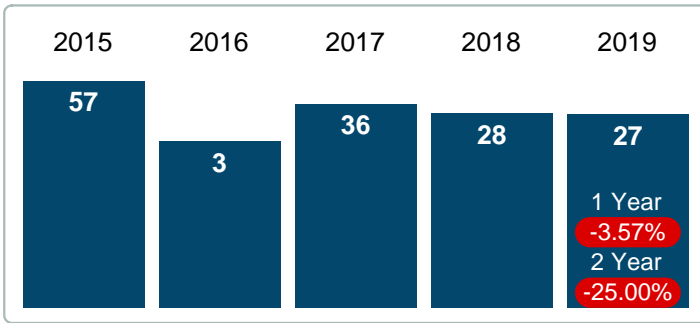
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



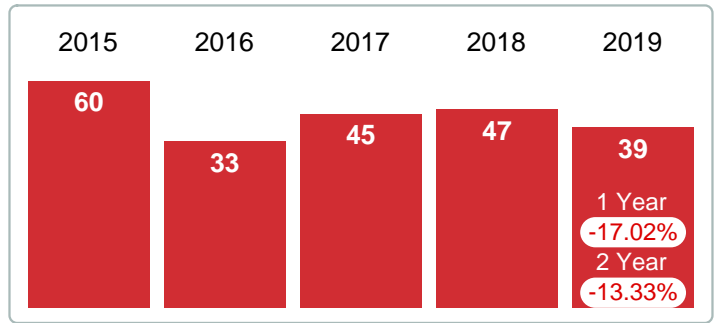
MEDIAN DAYS ON MARKET TO SALE

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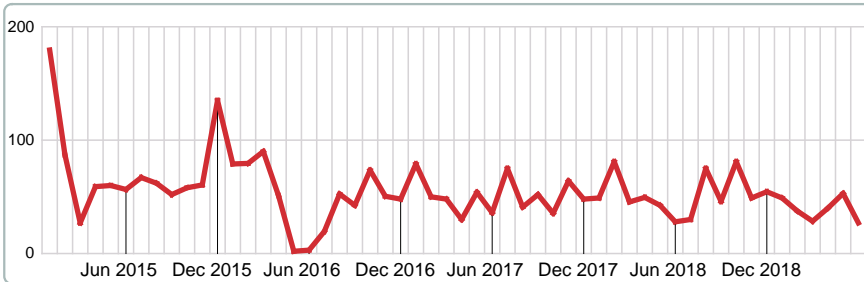
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

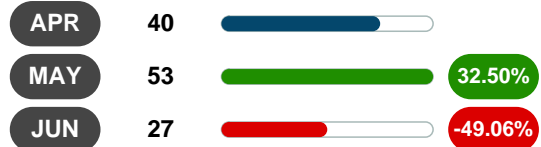


3 MONTHS

5 year JUN AVG = 30

High Jan 2015 180 Low May 2016 2

Median Days on Market to Sale this month at 27 below the 5 yr JUN average of 30



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	
\$30,000 and less	10.20%	20	17	20	0	0	
\$30,001 - \$60,000	10.20%	18	130	17	0	0	
\$60,001 - \$90,000	12.24%	81	89	40	84	0	
\$90,001 - \$150,000	28.57%	18	0	9	106	0	
\$150,001 - \$200,000	12.24%	17	0	17	0	0	
\$200,001 - \$270,000	14.29%	74	0	78	21	0	
\$270,001 and up	12.24%	8	0	2	9	0	
Median Closed DOM		27		37	24	39	0
Total Closed Units	100%	27.0	8	30	11	0	
Total Closed Volume		7,176,650	345.95K	4.06M	2.77M	0.00B	

June 2019



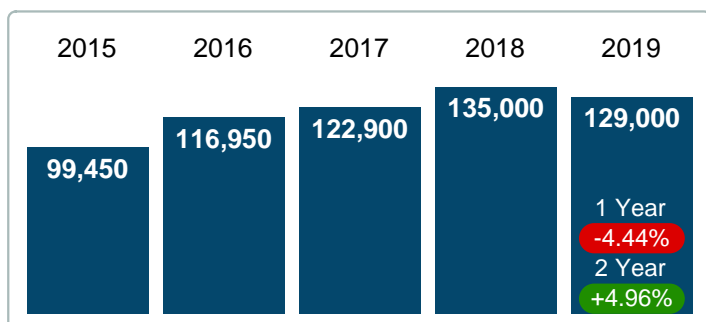
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



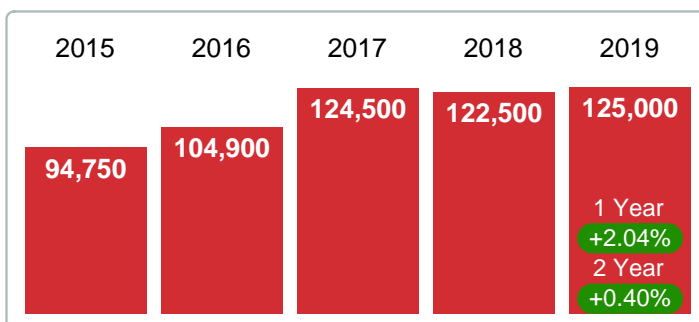
MEDIAN LIST PRICE AT CLOSING

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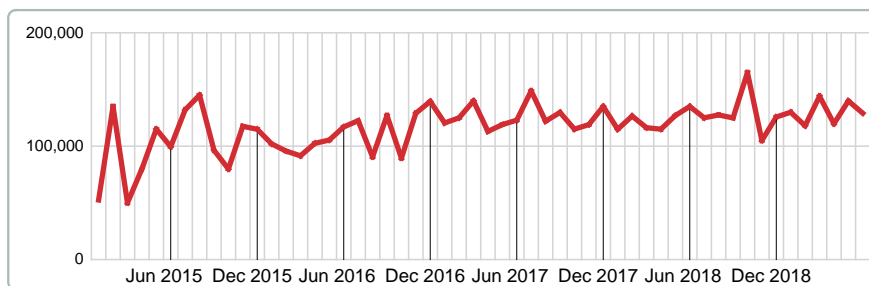
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

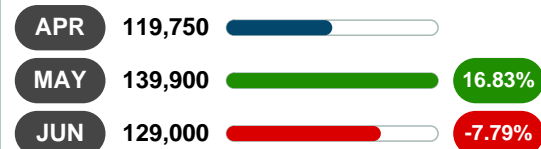


3 MONTHS

5 year JUN AVG = 120,660

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

Median List Price at Closing this month at **129,000**
above the 5 yr JUN average of **120,660**



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
\$30,000 and less	10.20%	28,000	28,000	8,000	0	0
\$30,001 - \$60,000	6.12%	47,200	49,900	46,100	0	0
\$60,001 - \$90,000	16.33%	78,425	66,900	78,425	83,900	0
\$90,001 - \$150,000	24.49%	116,950	0	119,000	111,000	0
\$150,001 - \$200,000	16.33%	165,000	0	165,000	0	0
\$200,001 - \$270,000	12.24%	210,950	0	209,400	218,500	0
\$270,001 and up	14.29%	295,000	0	289,700	295,000	0
Median List Price		129,000	39,950	144,450	225,000	0
Total Closed Units	100%	129,000	8	30	11	0
Total Closed Volume		7,496,050	377.70K	4.29M	2.83M	0.00B

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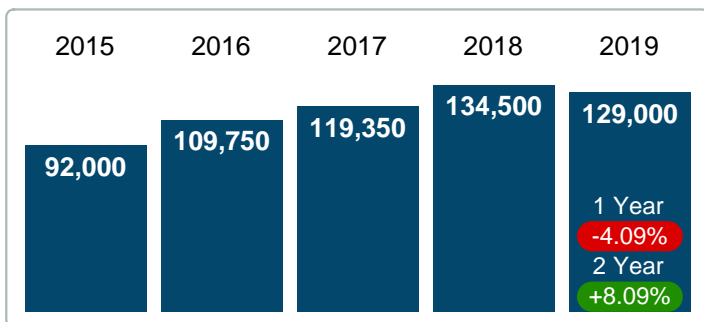
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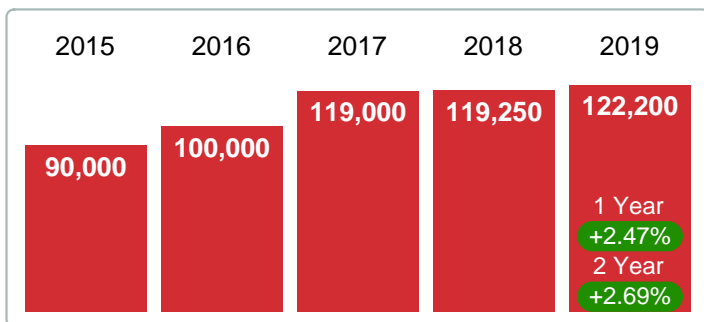
MEDIAN SOLD PRICE AT CLOSING

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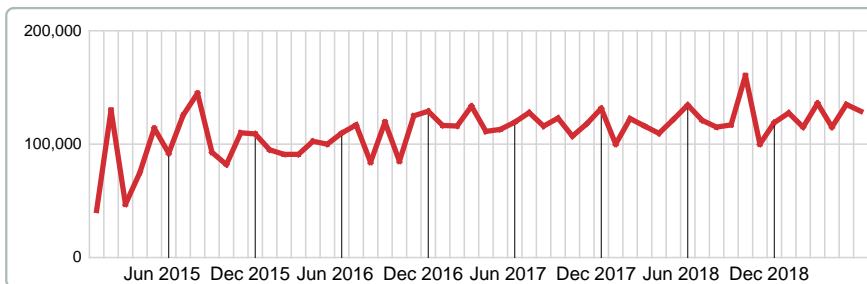
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

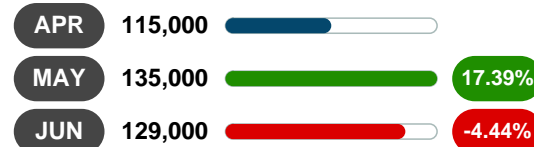


3 MONTHS

5 year JUN AVG = 116,920

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

Median Sold Price at Closing this month at 129,000 above the 5 yr JUN average of 116,920



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
\$30,000 and less	10.20%	26,000	26,000	8,000	0	0
\$30,001 - \$60,000	10.20%	47,000	44,500	48,000	0	0
\$60,001 - \$90,000	12.24%	74,000	63,950	80,000	80,500	0
\$90,001 - \$150,000	28.57%	119,700	0	124,500	111,000	0
\$150,001 - \$200,000	12.24%	161,100	0	161,100	0	0
\$200,001 - \$270,000	14.29%	212,000	0	212,000	210,000	0
\$270,001 and up	12.24%	282,450	0	279,900	285,000	0
Median Sold Price		129,000	37,250	139,500	215,000	0
Total Closed Units	100%	129,000	8	30	11	0
Total Closed Volume		7,176,650	345.95K	4.06M	2.77M	0.00B

June 2019



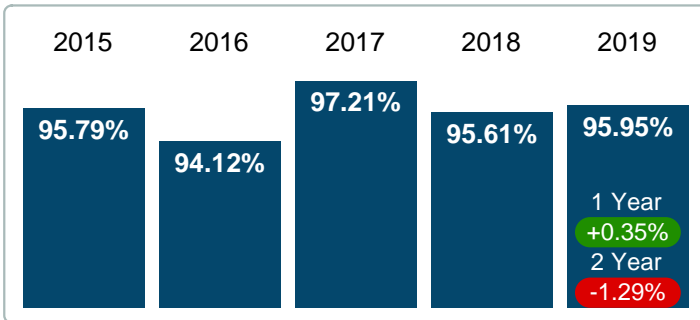
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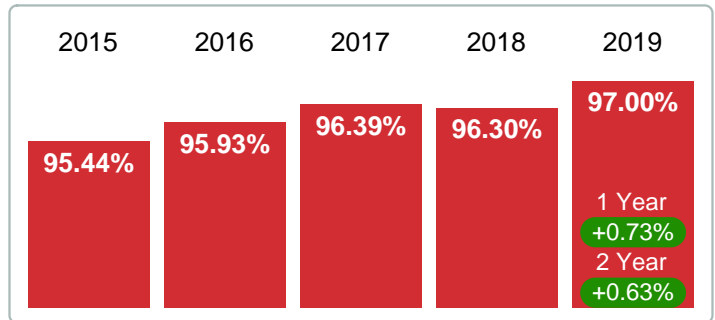
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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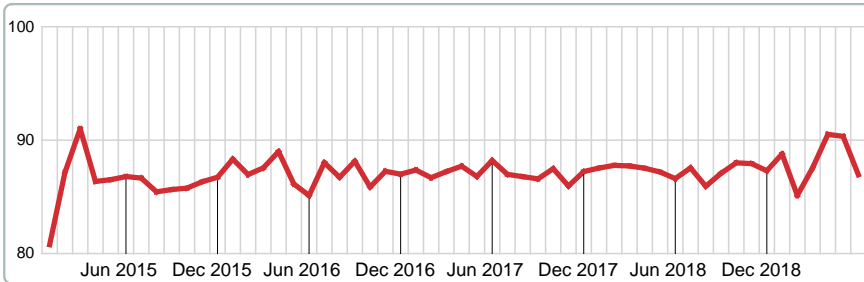
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

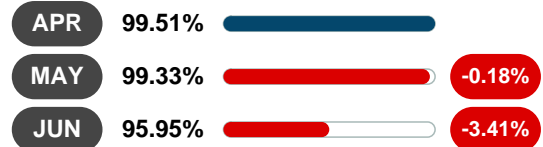


3 MONTHS

5 year JUN AVG = 95.73%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **95.95%**
equal to 5 yr JUN average of **95.73%**



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
\$30,000 and less	5	10.20%	92.86%	92.86%	100.00%	0.00%	0.00%
\$30,001 - \$60,000	5	10.20%	89.18%	89.18%	80.29%	0.00%	0.00%
\$60,001 - \$90,000	6	12.24%	95.26%	95.59%	94.74%	95.95%	0.00%
\$90,001 - \$150,000	14	28.57%	96.98%	0.00%	96.97%	100.00%	0.00%
\$150,001 - \$200,000	6	12.24%	96.36%	0.00%	96.36%	0.00%	0.00%
\$200,001 - \$270,000	7	14.29%	98.03%	0.00%	99.57%	96.13%	0.00%
\$270,001 and up	6	12.24%	97.69%	0.00%	100.00%	95.38%	0.00%
Median Sold/List Ratio		95.95%		92.86%	96.97%	95.95%	0.00%
Total Closed Units		49	100%	8	30	11	
Total Closed Volume		7,176,650		345.95K	4.06M	2.77M	0.00B

June 2019



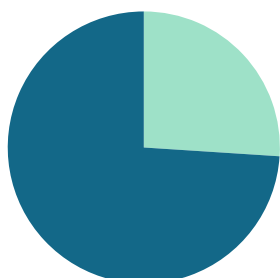
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

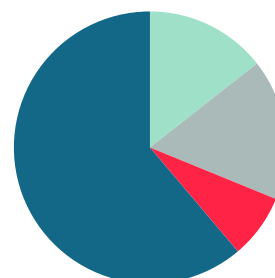


Inventory
 New Listings
76 = 26.03%
 Start Inventory
216
 Total Inventory Units
292
 Volume
\$53,525,910

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%
Median List Price	135,000	129,000	-4.44%	122,500	125,000	2.04%
Median Sale Price	134,500	129,000	-4.09%	119,250	122,200	2.47%
Median Percent of Selling Price to List Price	95.61%	95.95%	0.35%	96.30%	97.00%	0.73%
Median Days on Market to Sale	28.00	27.00	-3.57%	47.00	39.00	-17.02%
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

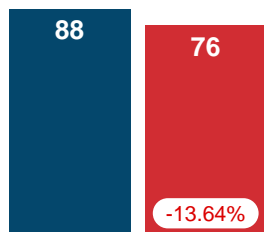
Inventory on June 30, 2019 = **208**

2018 **2019**

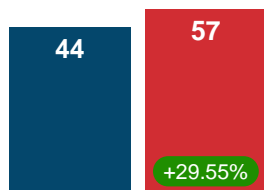
JUNE MARKET

MEDIAN PRICES

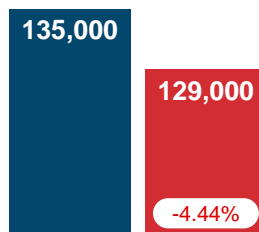
New Listings



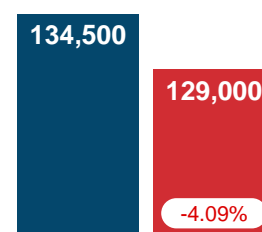
Pending Listings



List Price



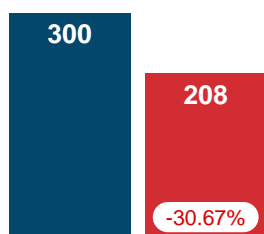
Sale Price



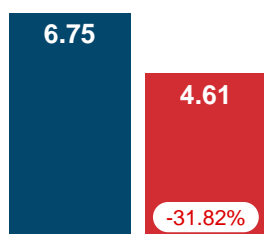
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

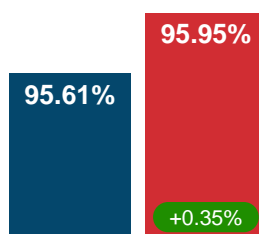
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

