

March 2019



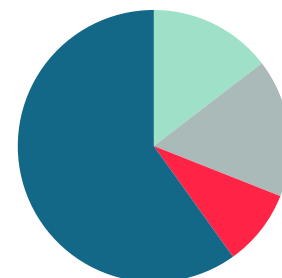
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	42	48	14.29%
Pending Listings	47	54	14.89%
New Listings	95	82	-13.68%
Average List Price	128,876	166,073	28.86%
Average Sale Price	123,051	158,831	29.08%
Average Percent of Selling Price to List Price	93.92%	94.89%	1.04%
Average Days on Market to Sale	56.74	66.46	17.13%
End of Month Inventory	270	197	-27.04%
Months Supply of Inventory	6.22	4.39	-29.34%



■ Closed (14.59%)
■ Pending (16.41%)
■ Other OffMarket (9.12%)
■ Active (59.88%)

Absorption: Last 12 months, an Average of **45** Sales/Month
Active Inventory as of March 31, 2019 = **197**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **27.04%** to 197 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 **4.39** 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 **29.08%** in March 2019 to \$158,831 versus the previous year at \$123,051.

Average Days on Market Lengthens

The average number of **66.46** days that homes spent on the market before selling increased by 9.72 days or **17.13%** in March 2019 compared to last year's same month at **56.74** DOM.

Sales Success for March 2019 is Positive

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

There were 82 New Listings in March 2019, down **13.68%** from last year at 95. Furthermore, there were 48 Closed Listings this month versus last year at 42, a **14.29%** increase.

Closed versus Listed trends yielded a **58.5%** ratio, up from previous year's, March 2018, at **44.2%**, a **32.40%** 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?

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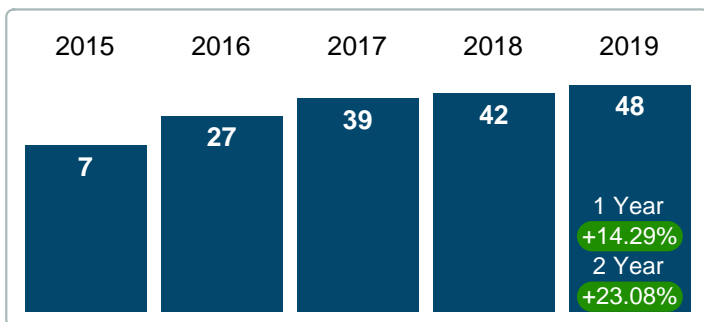
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



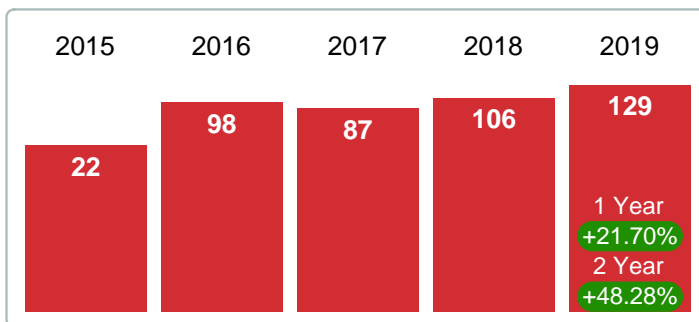
CLOSED LISTINGS

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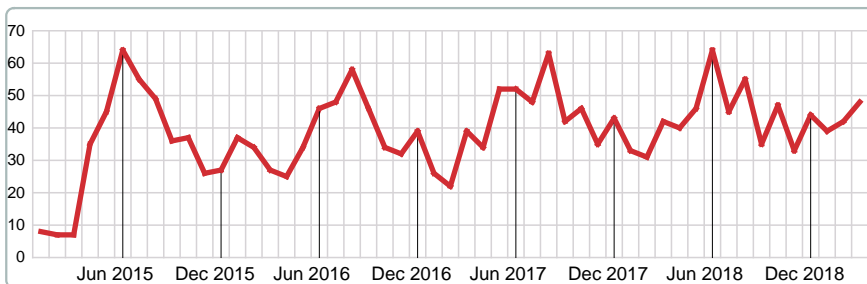
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 33

High Jun 2018 64 Low Mar 2015 7

Closed Listings this month at **48**
above the 5 yr MAR average of **33**

JAN	39	<div style="width: 70%;"></div>
FEB	42	<div style="width: 85%;"></div> 7.69%
MAR	48	<div style="width: 100%;"></div> 14.29%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	8.33%	28.3	2	2	0	0
\$50,001 - \$75,000	3	6.25%	167.7	1	2	0	0
\$75,001 - \$100,000	11	22.92%	124.3	1	9	1	0
\$100,001 - \$150,000	7	14.58%	64.6	0	7	0	0
\$150,001 - \$200,000	12	25.00%	30.2	1	4	6	1
\$200,001 - \$275,000	4	8.33%	54.8	0	2	1	1
\$275,001 and up	7	14.58%	24.9	0	3	3	1
Total Closed Units	48			5	29	11	3
Total Closed Volume	7,623,900	100%	66.5	397.50K	3.83M	2.48M	911.50K
Average Closed Price	\$158,831			\$79,500	\$132,210	\$225,527	\$303,833

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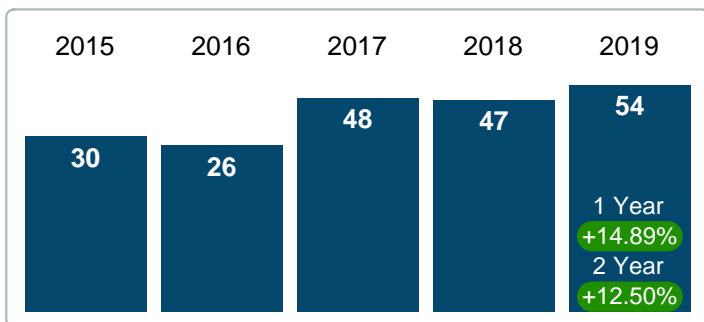
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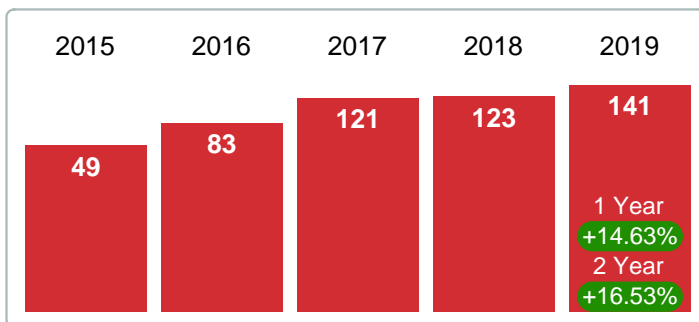
PENDING LISTINGS

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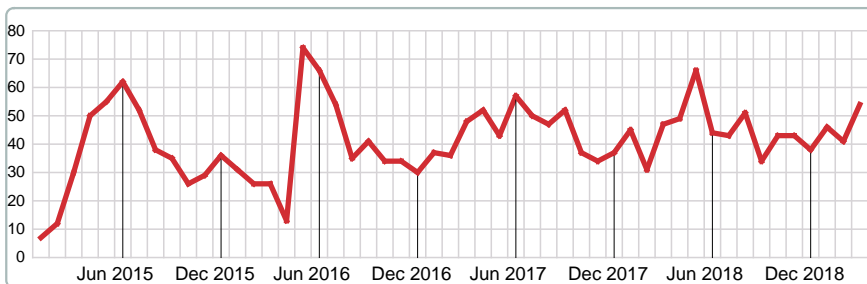
MARCH



YEAR TO DATE (YTD)

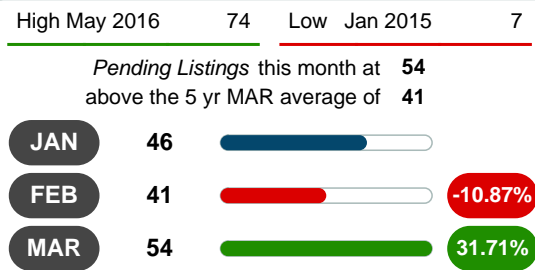


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.56%	20.0	1	2	0	0
\$50,001 - \$75,000	7	12.96%	30.9	3	4	0	0
\$75,001 - \$100,000	8	14.81%	160.5	2	5	1	0
\$100,001 - \$125,000	10	18.52%	41.2	2	8	0	0
\$125,001 - \$175,000	12	22.22%	67.4	1	9	2	0
\$175,001 - \$275,000	9	16.67%	56.3	1	3	4	1
\$275,001 and up	5	9.26%	38.4	0	2	3	0
Total Pending Units	54			10	33	10	1
Total Pending Volume	8,103,300	100%	65.1	975.20K	4.40M	2.48M	250.00K
Average Listing Price	\$151,100			\$97,520	\$133,227	\$248,160	\$250,000

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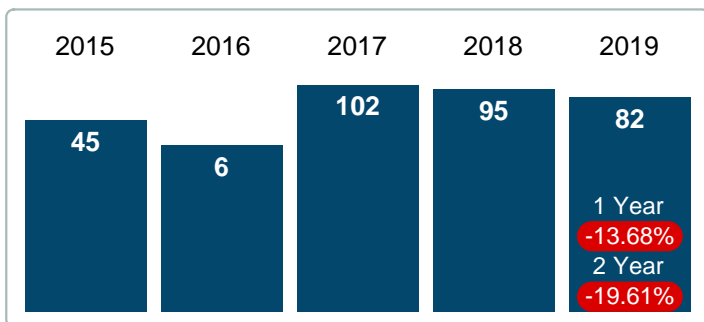
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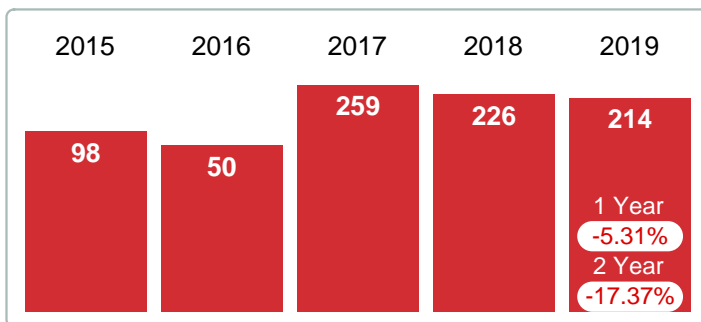
NEW LISTINGS

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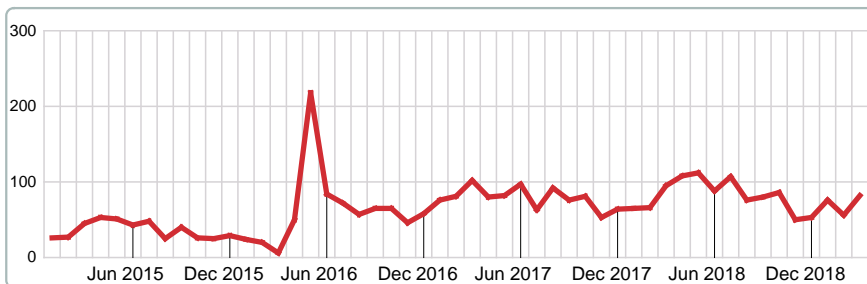
MARCH



YEAR TO DATE (YTD)

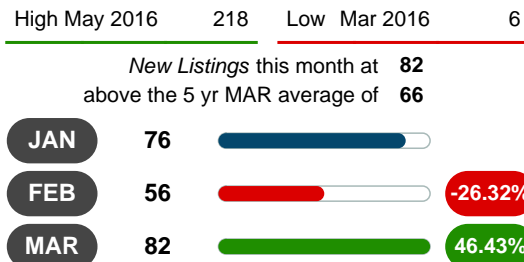


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 66



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	9.76%	3	5	0	0
\$50,001 - \$75,000	7	8.54%	1	6	0	0
\$75,001 - \$100,000	7	8.54%	2	4	1	0
\$100,001 - \$175,000	29	35.37%	5	21	2	1
\$175,001 - \$225,000	11	13.41%	1	5	5	0
\$225,001 - \$275,000	10	12.20%	0	7	3	0
\$275,001 and up	10	12.20%	0	2	7	1
Total New Listed Units	82		12	50	18	2
Total New Listed Volume	13,639,495	100%	1.16M	7.12M	4.81M	545.50K
Average New Listed Listing Price	\$158,967		\$96,600	\$142,416	\$267,444	\$272,750

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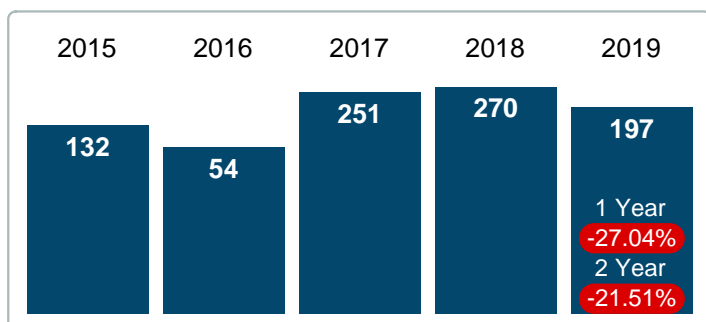
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



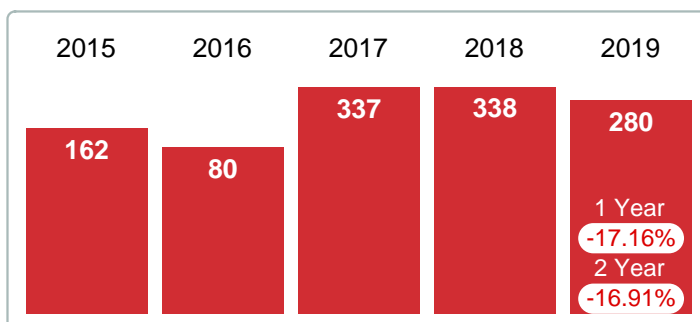
ACTIVE INVENTORY

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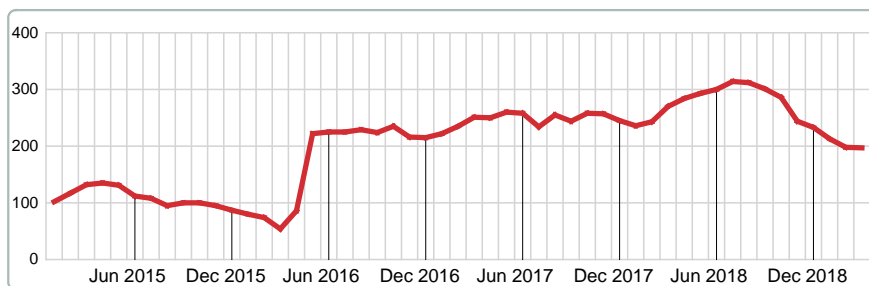
END OF MARCH



ACTIVE DURING MARCH

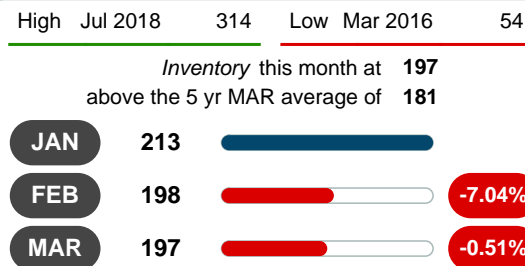


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 181



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	1.52%	70.3	1	2	0	0
\$25,001 - \$75,000	40	20.30%	100.3	17	21	1	1
\$75,001 - \$100,000	29	14.72%	85.2	7	18	4	0
\$100,001 - \$150,000	40	20.30%	64.4	3	27	8	2
\$150,001 - \$200,000	28	14.21%	95.1	3	18	7	0
\$200,001 - \$275,000	33	16.75%	102.7	0	23	10	0
\$275,001 and up	24	12.18%	76.3	1	4	13	6
Total Active Inventory by Units	197			32	113	43	9
Total Active Inventory by Volume	35,593,694	100%	87.1	2.62M	18.49M	10.52M	3.97M
Average Active Inventory Listing Price	\$180,679			\$81,762	\$163,585	\$244,644	\$441,389

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



MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR MARCH

2015	2016	2017	2018	2019

INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
197	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 MAR AVG = inf

High Mar 2019	inf	Low Mar 2019	inf
Months Supply this month at inf equal to 5 yr MAR average of inf			
JAN	inf		%
FEB	inf		%
MAR	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	17		8.63%	4.25	5.50	3.27	0.00	0.00	
\$40,001 - \$70,000	23		11.68%	3.49	3.11	3.57	2.40	0.00	
\$70,001 - \$100,000	32		16.24%	3.88	3.36	4.34	4.00	0.00	
\$100,001 - \$170,000	51		25.89%	3.80	3.60	3.25	7.06	24.00	
\$170,001 - \$220,000	28		14.21%	4.20	18.00	3.85	4.00	0.00	
\$220,001 - \$290,000	24		12.18%	6.86	0.00	8.18	5.05	12.00	
\$290,001 and up	22		11.17%	9.10	0.00	6.00	9.00	12.00	
Market Supply of Inventory (MSI)		4.39			4.36	3.95	5.43	9.00	
			100%	4.39					
Total Active Inventory by Units		197			32	113	43	9	

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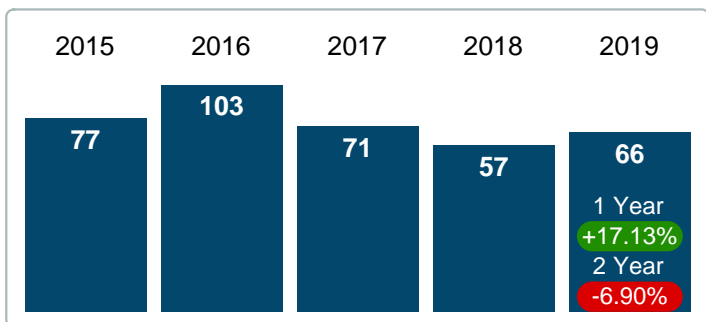
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



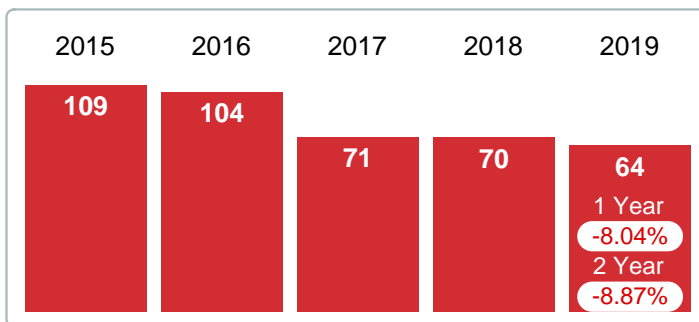
AVERAGE DAYS ON MARKET TO SALE

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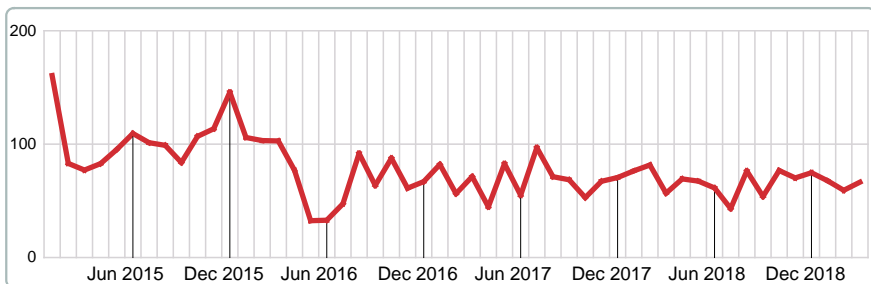
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 75

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 66 below the 5 yr MAR average of 75



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
\$50,000 and less	8.33%	28	42	15	0	0
\$50,001 - \$75,000	6.25%	168	99	202	0	0
\$75,001 - \$100,000	22.92%	124	123	124	126	0
\$100,001 - \$150,000	14.58%	65	0	65	0	0
\$150,001 - \$200,000	25.00%	30	1	6	54	13
\$200,001 - \$275,000	8.33%	55	0	55	1	109
\$275,001 and up	14.58%	25	0	24	3	94
Average Closed DOM		66	61	76	42	72
Total Closed Units	100%	66	5	29	11	3
Total Closed Volume		7,623,900	397.50K	3.83M	2.48M	911.50K

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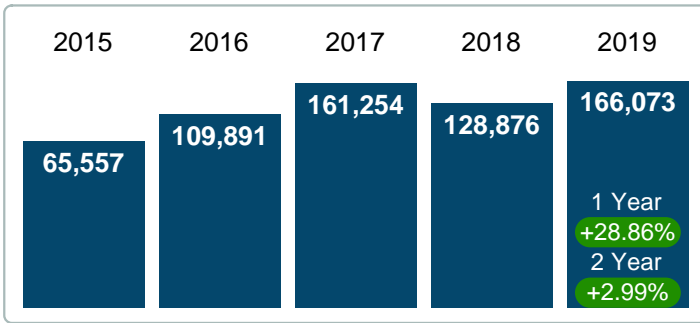
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



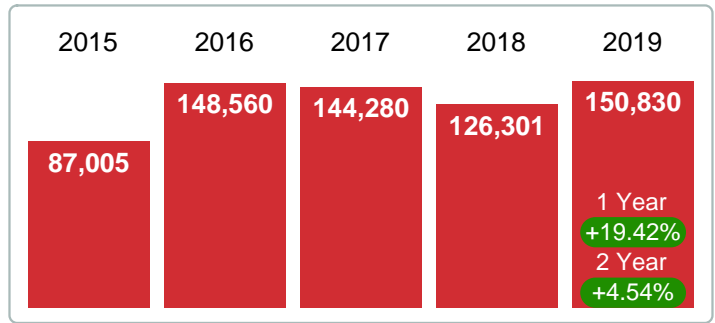
AVERAGE LIST PRICE AT CLOSING

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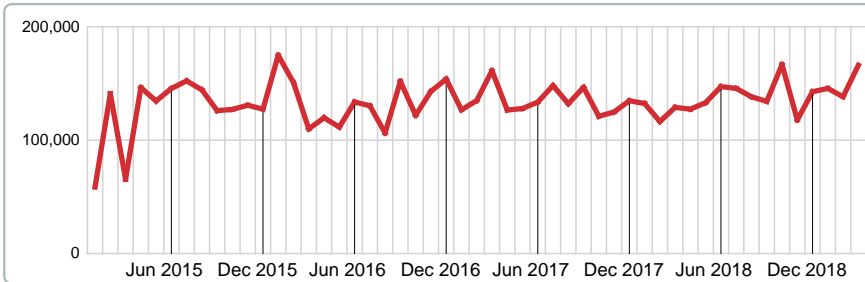
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

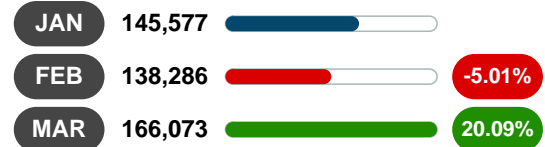


3 MONTHS

5 year MAR AVG = 126,330

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

Average List Price at Closing this month at **166,073** above the 5 yr MAR average of **126,330**



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
\$50,000 and less	4	8.33%	34,325	31,200	37,450	0	0
\$50,001 - \$75,000	1	2.08%	59,000	89,000	68,250	0	0
\$75,001 - \$100,000	11	22.92%	88,609	79,900	94,367	99,000	0
\$100,001 - \$150,000	9	18.75%	125,178	0	129,514	0	0
\$150,001 - \$200,000	11	22.92%	177,400	195,000	178,225	179,767	179,900
\$200,001 - \$275,000	4	8.33%	230,950	0	224,450	259,900	285,000
\$275,001 and up	8	16.67%	349,838	0	291,600	371,300	525,000
Average List Price			166,073	85,260	138,066	231,945	329,967
Total Closed Units		100%	166,073	5	29	11	3
Total Closed Volume			7,971,500	426.30K	4.00M	2.55M	989.90K

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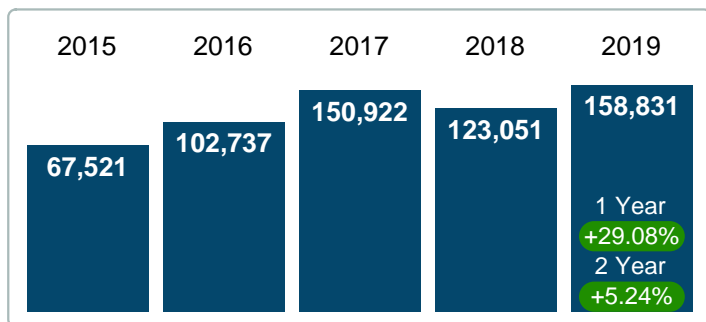
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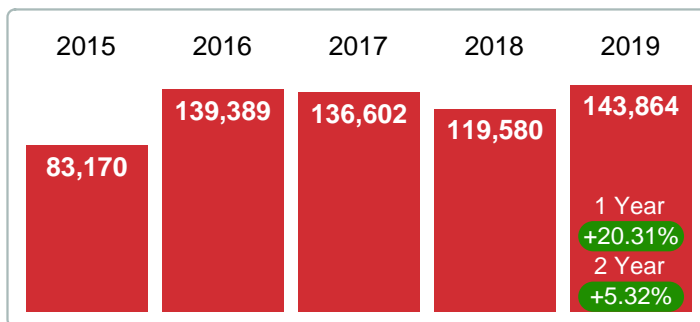
AVERAGE SOLD PRICE AT CLOSING

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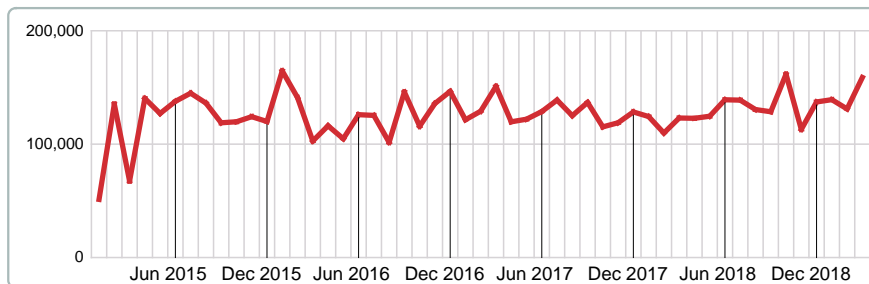
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

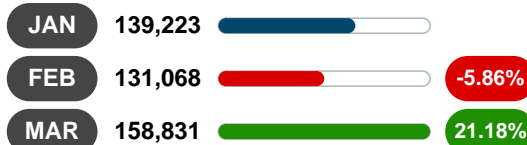


3 MONTHS

5 year MAR AVG = 120,613

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

Average Sold Price at Closing this month at **158,831** above the 5 yr MAR average of **120,613**



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
\$50,000 and less	8.33%	31,250	27,500	35,000	0	0
\$50,001 - \$75,000	6.25%	64,000	70,000	61,000	0	0
\$75,001 - \$100,000	22.92%	88,191	77,500	88,289	98,000	0
\$100,001 - \$150,000	14.58%	122,714	0	122,714	0	0
\$150,001 - \$200,000	25.00%	176,525	195,000	176,500	173,883	174,000
\$200,001 - \$275,000	8.33%	240,250	0	220,750	254,500	265,000
\$275,001 and up	14.58%	342,643	0	280,333	361,667	472,500
Average Sold Price		158,831	79,500	132,210	225,527	303,833
Total Closed Units	100%	158,831	5	29	11	3
Total Closed Volume		7,623,900	397.50K	3.83M	2.48M	911.50K

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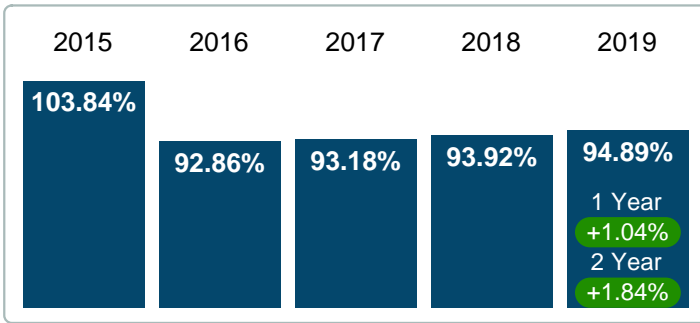
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



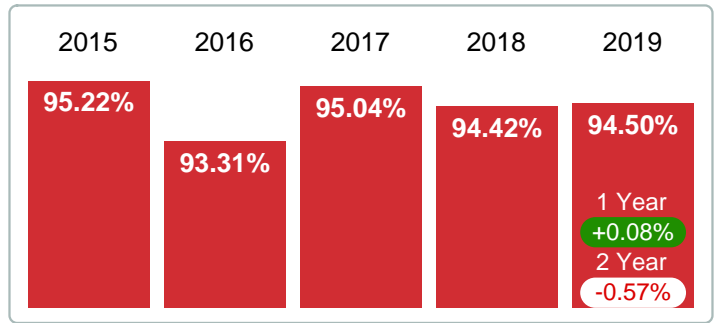
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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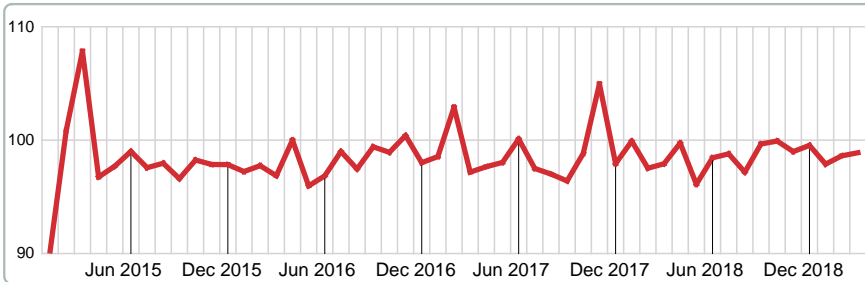
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

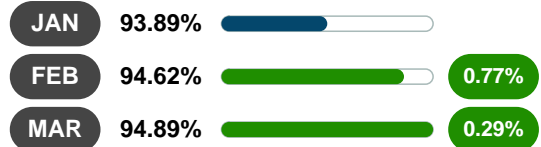


3 MONTHS

5 year MAR AVG = 95.74%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **94.89%**
below the 5 yr MAR average of **95.74%**



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
\$50,000 and less	4	8.33%	90.01%	88.80%	91.22%	0.00%	0.00%
\$50,001 - \$75,000	3	6.25%	85.70%	78.65%	89.23%	0.00%	0.00%
\$75,001 - \$100,000	11	22.92%	94.65%	97.00%	93.91%	98.99%	0.00%
\$100,001 - \$150,000	7	14.58%	94.85%	0.00%	94.85%	0.00%	0.00%
\$150,001 - \$200,000	12	25.00%	97.85%	100.00%	99.11%	96.84%	96.72%
\$200,001 - \$275,000	4	8.33%	96.96%	0.00%	98.46%	97.92%	92.98%
\$275,001 and up	7	14.58%	95.78%	0.00%	96.19%	97.30%	90.00%
Average Sold/List Ratio		94.90%		90.65%	94.89%	97.26%	93.23%
Total Closed Units	48	100%	94.90%	5	29	11	3
Total Closed Volume	7,623,900			397.50K	3.83M	2.48M	911.50K

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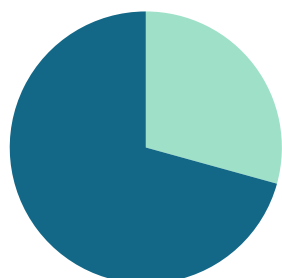
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

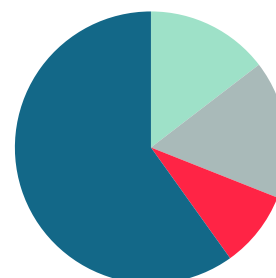


Inventory
 New Listings
82 = 29.29%
 Start Inventory
198
 Total Inventory Units
280
 Volume
\$49,914,894

Market Activity

Closed Sales
48 = 14.59%
 Pending Sales
54 = 16.41%
 Other Off Market
30 = 9.12%
 Active Inventory
197 = 59.88%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	42	48	14.29%	106	129	21.70%
Pending Sales	47	54	14.89%	123	141	14.63%
New Listings	95	82	-13.68%	226	214	-5.31%
Average List Price	128,876	166,073	28.86%	126,301	150,830	19.42%
Average Sale Price	123,051	158,831	29.08%	119,580	143,864	20.31%
Average Percent of Selling Price to List Price	93.92%	94.89%	1.04%	94.42%	94.50%	0.08%
Average Days on Market to Sale	56.74	66.46	17.13%	70.13	64.50	-8.04%
Monthly Inventory	270	197	-27.04%	270	197	-27.04%
Months Supply of Inventory	6.22	4.39	-29.34%	6.22	4.39	-29.34%

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

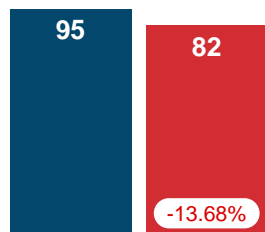
Inventory on March 31, 2019 = **197**

2018 **2019**

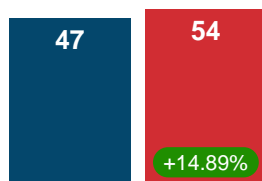
MARCH MARKET

AVERAGE PRICES

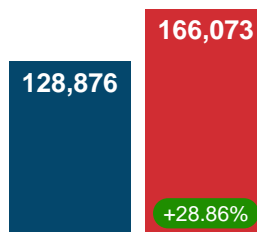
New Listings



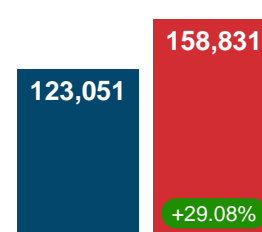
Pending Listings



List Price



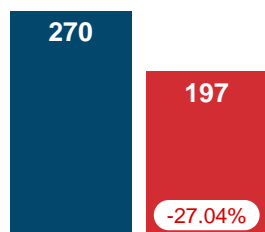
Sale Price



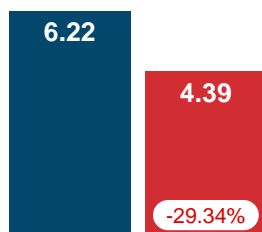
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

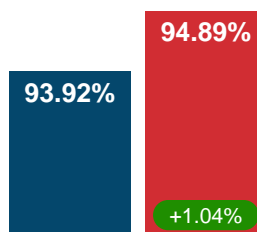
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

