

March 2019



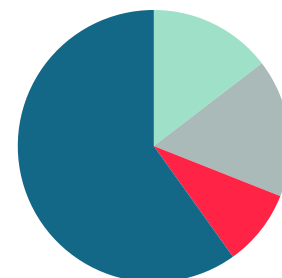
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	116,250	144,000	23.87%
Median Sale Price	116,000	136,000	17.24%
Median Percent of Selling Price to List Price	96.73%	96.55%	-0.18%
Median Days on Market to Sale	45.50	28.50	-37.36%
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.

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 **17.24%** in March 2019 to \$136,000 versus the previous year at \$116,000.

Median Days on Market Shortens

The median number of **28.50** days that homes spent on the market before selling decreased by 17.00 days or **37.36%** in March 2019 compared to last year's same month at **45.50** DOM.

Sales Success for March 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 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 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

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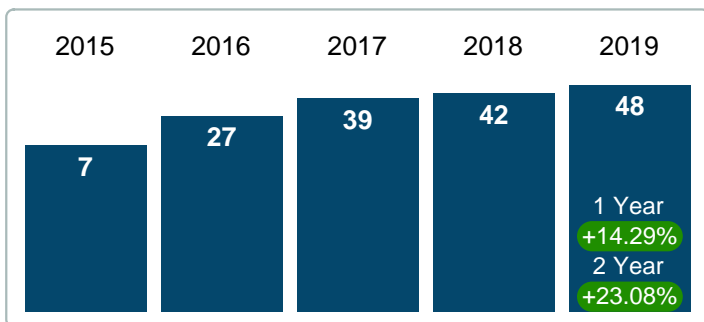
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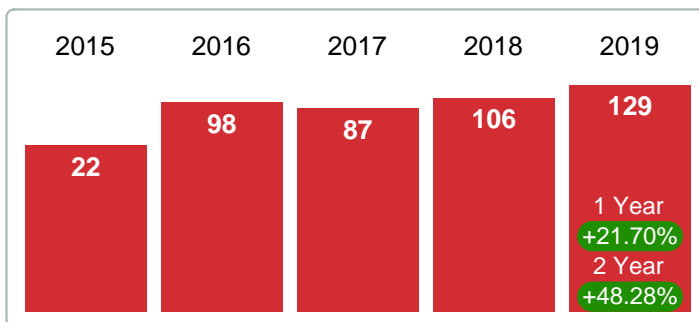
CLOSED LISTINGS

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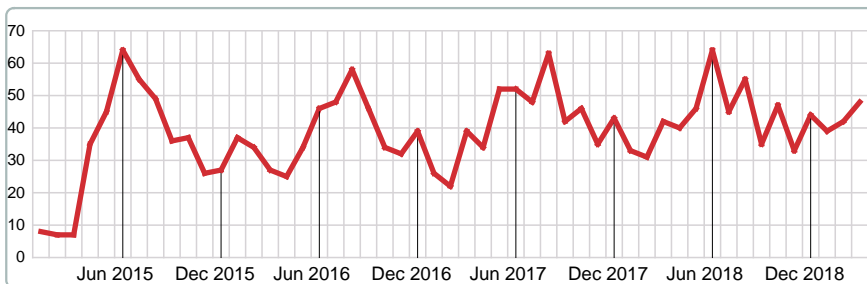
MARCH



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**

Month	Closed Listings	% Change
JAN	39	
FEB	42	7.69%
MAR	48	14.29%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	8.33%	19.0	2	2	0	0
\$50,001 - \$80,000	6	12.50%	139.0	2	4	0	0
\$80,001 - \$100,000	8	16.67%	141.5	0	7	1	0
\$100,001 - \$170,000	13	27.08%	42.0	0	9	4	0
\$170,001 - \$200,000	6	12.50%	8.0	1	2	2	1
\$200,001 - \$280,000	6	12.50%	29.5	0	4	1	1
\$280,001 and up	5	10.42%	6.0	0	1	3	1
Total Closed Units	48			5	29	11	3
Total Closed Volume	7,623,900	100%	28.5	397.50K	3.83M	2.48M	911.50K
Median Closed Price	\$136,000			\$70,000	\$105,000	\$183,000	\$265,000

March 2019



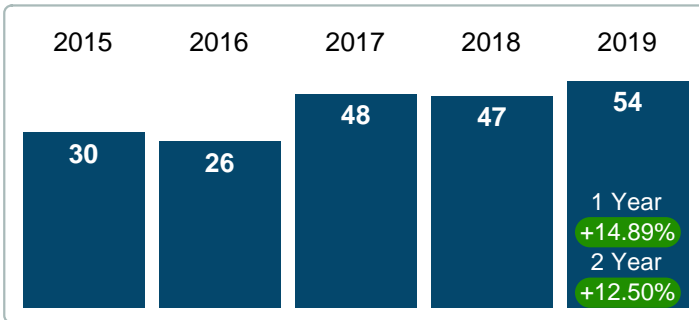
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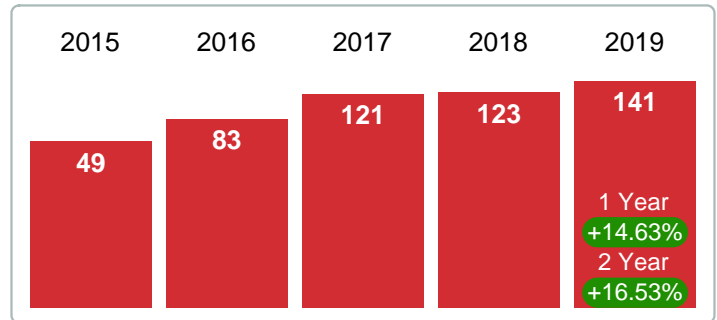
PENDING LISTINGS

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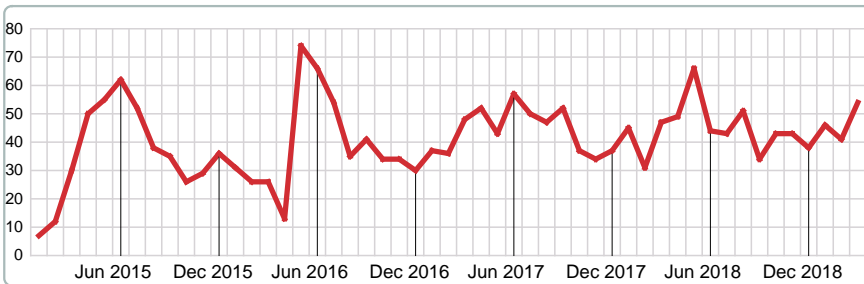
MARCH



YEAR TO DATE (YTD)

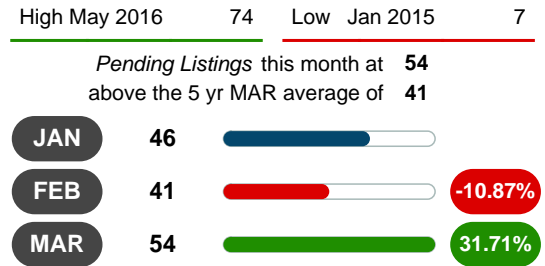


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	5	9.26%	14.0	2	3	0	0
\$60,001 - \$80,000	7	12.96%	53.0	2	5	0	0
\$80,001 - \$110,000	8	14.81%	57.5	2	5	1	0
\$110,001 - \$140,000	13	24.07%	34.0	2	10	1	0
\$140,001 - \$190,000	8	14.81%	32.5	1	6	1	0
\$190,001 - \$270,000	7	12.96%	2.0	1	1	4	1
\$270,001 and up	6	11.11%	9.0	0	3	3	0
Total Pending Units	54			10	33	10	1
Total Pending Volume	8,103,300	100%	32.0	975.20K	4.40M	2.48M	250.00K
Median Listing Price	\$125,000			\$90,000	\$125,000	\$226,950	\$250,000

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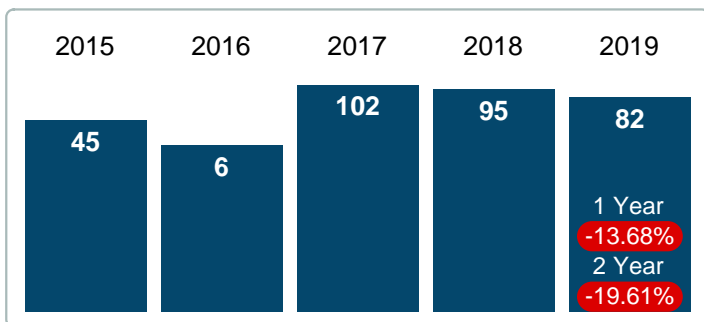
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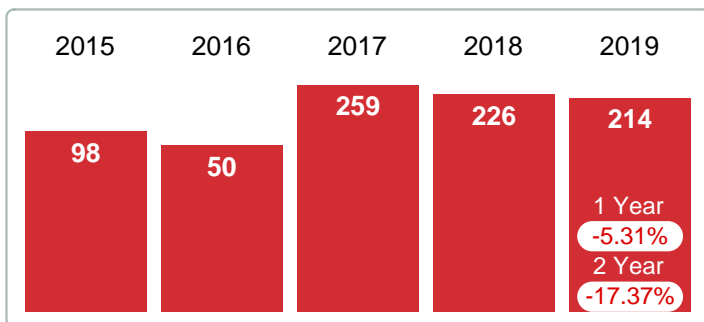
NEW LISTINGS

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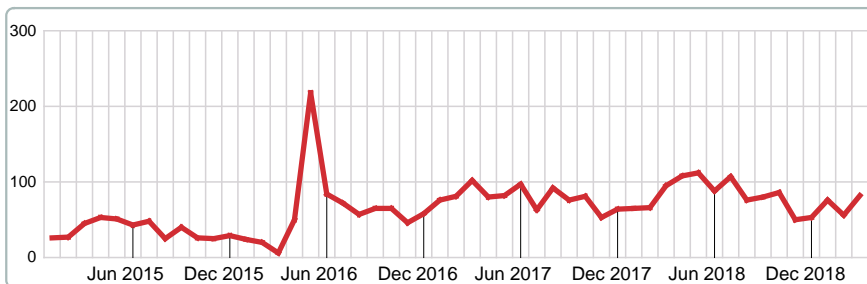
MARCH



YEAR TO DATE (YTD)

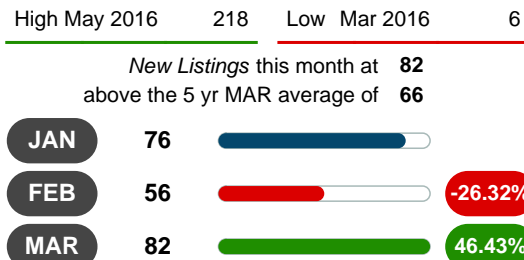


5 YEAR MARKET ACTIVITY TRENDS



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 - \$80,000	10	12.20%	2	8	0	0
\$80,001 - \$120,000	12	14.63%	4	7	1	0
\$120,001 - \$190,000	21	25.61%	2	16	2	1
\$190,001 - \$230,000	11	13.41%	1	5	5	0
\$230,001 - \$290,000	10	12.20%	0	7	3	0
\$290,001 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
Median New Listed Listing Price	\$141,500		\$100,000	\$129,900	\$239,900	\$272,750

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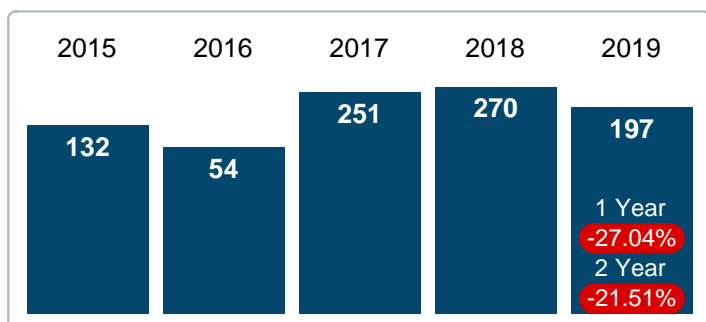
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



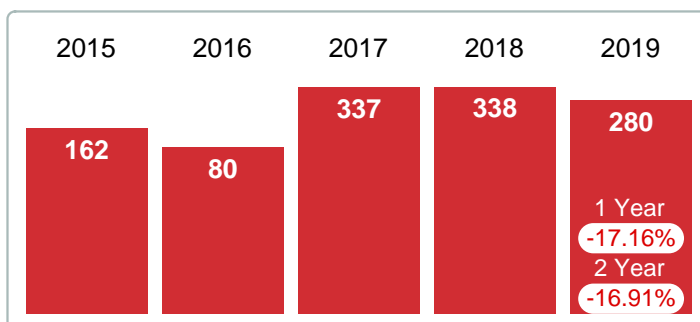
ACTIVE INVENTORY

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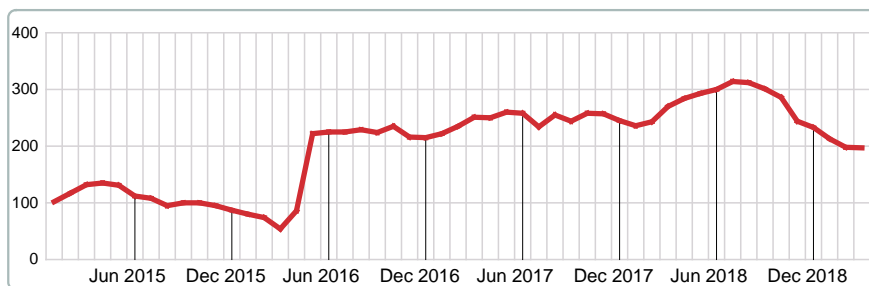
END OF MARCH



ACTIVE DURING MARCH

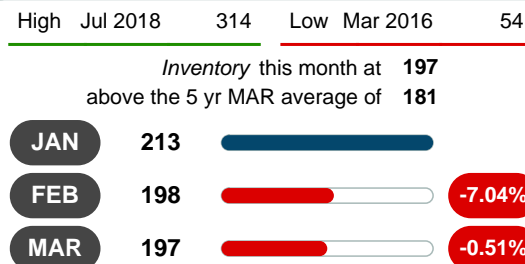


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 181



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	17	8.63%	62.0	11	6	0	0
\$40,001 - \$70,000	23	11.68%	67.0	7	14	1	1
\$70,001 - \$100,000	32	16.24%	56.0	7	21	4	0
\$100,001 - \$170,000	51	25.89%	65.0	3	36	10	2
\$170,001 - \$220,000	28	14.21%	57.5	3	17	8	0
\$220,001 - \$290,000	24	12.18%	71.5	0	15	8	1
\$290,001 and up	22	11.17%	61.5	1	4	12	5
Total Active Inventory by Units	197			32	113	43	9
Total Active Inventory by Volume	35,593,694	100%	62.0	2.62M	18.49M	10.52M	3.97M
Median Active Inventory Listing Price	\$135,000			\$64,400	\$129,900	\$219,000	\$295,000

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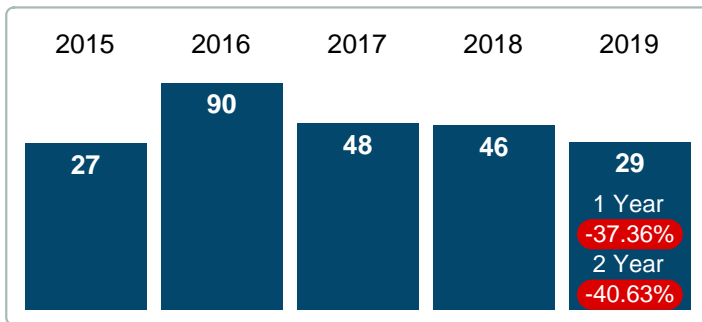
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



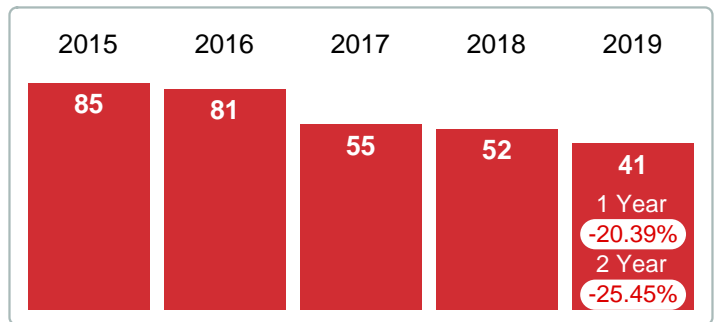
MEDIAN DAYS ON MARKET TO SALE

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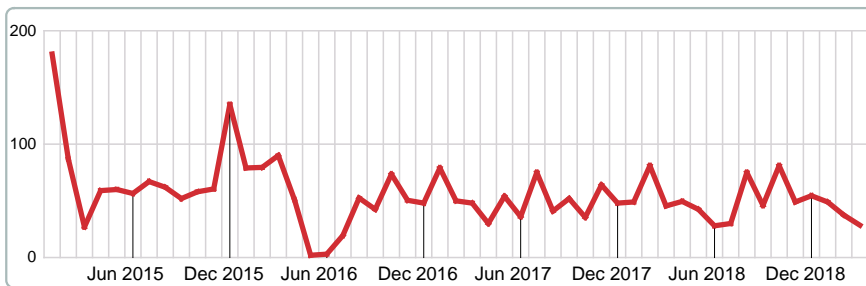
MARCH



YEAR TO DATE (YTD)

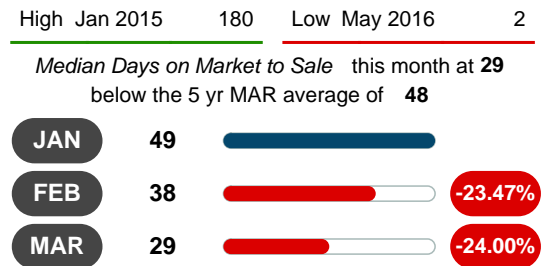


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 48



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
\$50,000 and less	8.33%	19	42	15	0	0
\$50,001 - \$80,000	12.50%	139	111	202	0	0
\$80,001 - \$100,000	16.67%	142	0	157	126	0
\$100,001 - \$170,000	27.08%	42	0	31	81	0
\$170,001 - \$200,000	12.50%	8	1	2	20	13
\$200,001 - \$280,000	12.50%	30	0	30	1	109
\$280,001 and up	10.42%	6	0	13	1	94
Median Closed DOM		29	72	31	19	94
Total Closed Units	100%	28.5	5	29	11	3
Total Closed Volume		7,623,900	397.50K	3.83M	2.48M	911.50K

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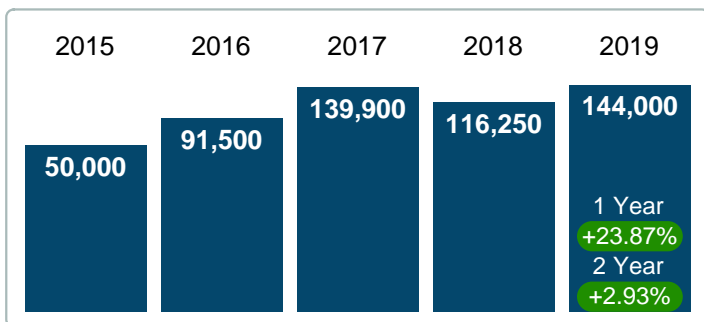
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



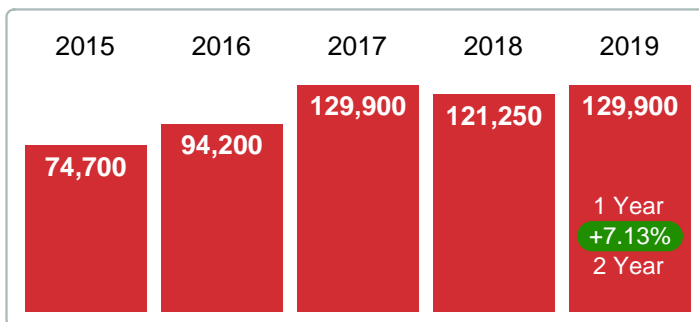
MEDIAN LIST PRICE AT CLOSING

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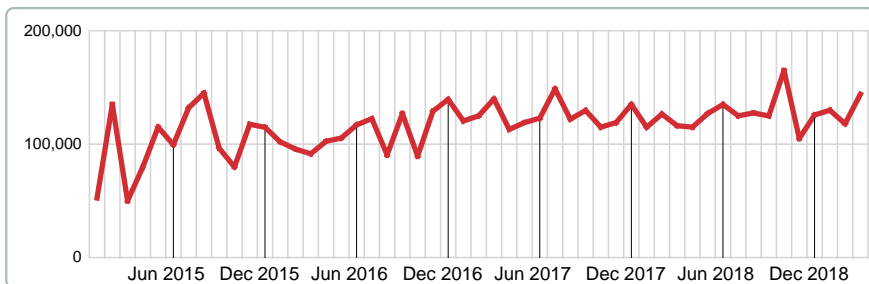
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 108,330

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

Median List Price at Closing this month at **144,000** above the 5 yr MAR average of **108,330**



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
\$50,000 and less	4	8.33%	34,450	31,200	37,450	0	0
\$50,001 - \$80,000	3	6.25%	77,500	79,900	68,250	0	0
\$80,001 - \$100,000	9	18.75%	89,500	89,000	89,500	99,000	0
\$100,001 - \$170,000	14	29.17%	139,000	0	129,900	169,900	0
\$170,001 - \$200,000	6	12.50%	182,400	195,000	189,000	179,400	179,900
\$200,001 - \$280,000	4	8.33%	227,450	0	224,450	237,450	0
\$280,001 and up	8	16.67%	319,900	0	289,900	375,000	405,000
Median List Price			144,000	79,900	110,000	184,900	285,000
Total Closed Units		100%	144,000	5	29	11	3
Total Closed Volume			7,971,500	426.30K	4.00M	2.55M	989.90K

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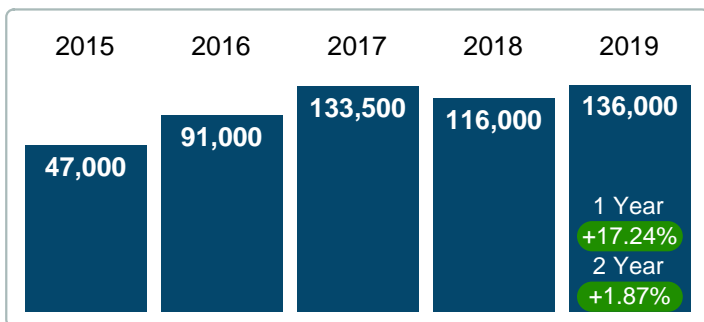
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



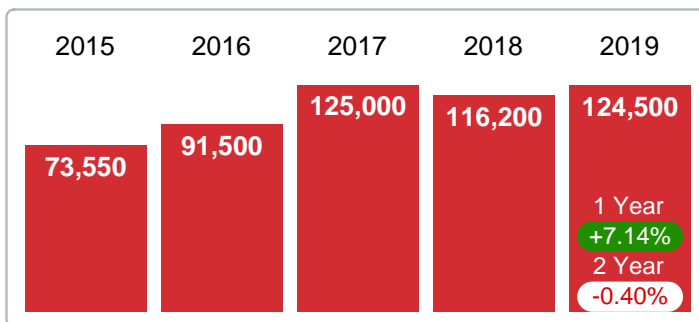
MEDIAN SOLD PRICE AT CLOSING

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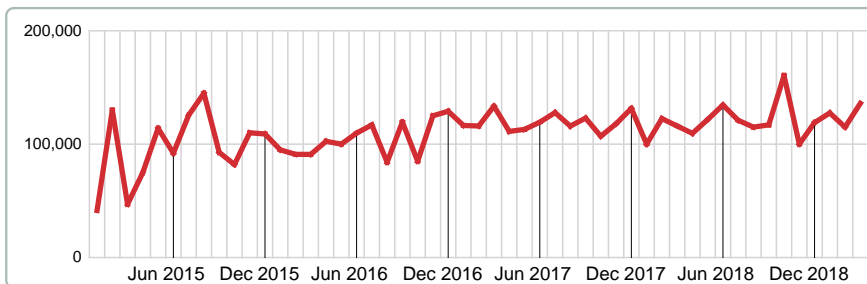
MARCH



YEAR TO DATE (YTD)

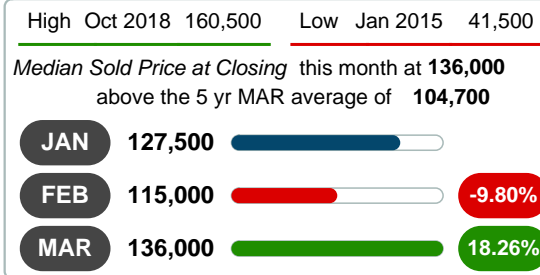


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 104,700



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
\$50,000 and less	8.33%	28,750	27,500	35,000	0	0
\$50,001 - \$80,000	12.50%	73,750	73,750	75,000	0	0
\$80,001 - \$100,000	16.67%	90,000	0	90,000	98,000	0
\$100,001 - \$170,000	27.08%	137,000	0	130,000	167,700	0
\$170,001 - \$200,000	12.50%	189,000	195,000	185,500	191,500	174,000
\$200,001 - \$280,000	12.50%	259,750	0	254,500	254,500	265,000
\$280,001 and up	10.42%	375,000	0	284,500	375,000	472,500
Median Sold Price		136,000	70,000	105,000	183,000	265,000
Total Closed Units	100%	136,000	5	29	11	3
Total Closed Volume		7,623,900	397.50K	3.83M	2.48M	911.50K

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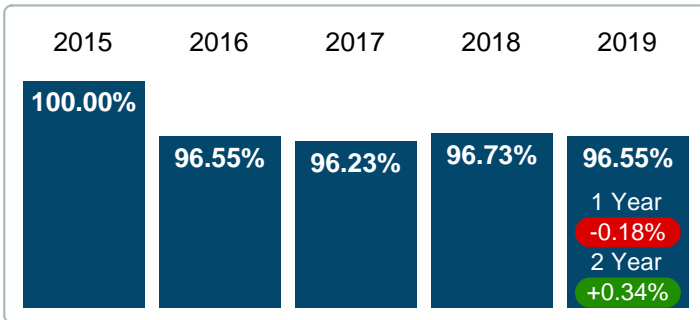
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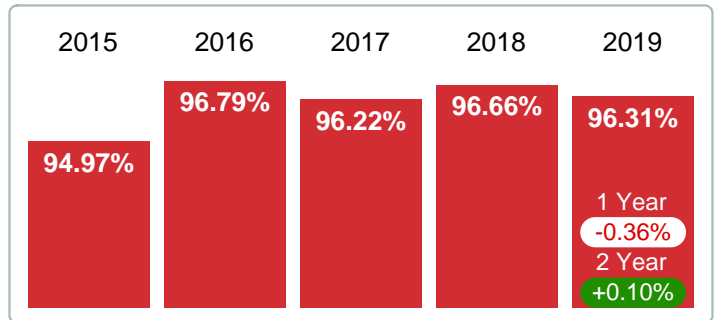
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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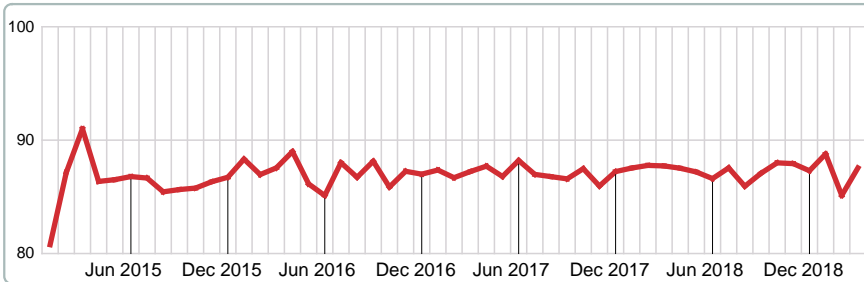
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

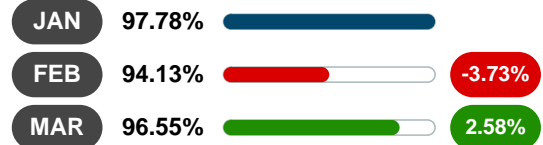


3 MONTHS

5 year MAR AVG = 97.21%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **96.55%**
equal to 5 yr MAR average of **97.21%**



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	
\$50,000 and less	4	8.33%	88.80%	88.80%	91.22%	0.00%	0.00%	
\$50,001 - \$80,000	6	12.50%	92.28%	87.82%	92.28%	0.00%	0.00%	
\$80,001 - \$100,000	8	16.67%	95.03%	0.00%	94.55%	98.99%	0.00%	
\$100,001 - \$170,000	13	27.08%	97.41%	0.00%	95.54%	97.56%	0.00%	
\$170,001 - \$200,000	6	12.50%	98.19%	100.00%	98.19%	96.00%	96.72%	
\$200,001 - \$280,000	6	12.50%	97.42%	0.00%	97.58%	97.92%	92.98%	
\$280,001 and up	5	10.42%	97.74%	0.00%	98.14%	97.74%	90.00%	
Median Sold/List Ratio		96.55%		91.49%	95.54%	97.74%	92.98%	
Total Closed Units		48	100%	96.55%	5	29	11	3
Total Closed Volume		7,623,900			397.50K	3.83M	2.48M	911.50K

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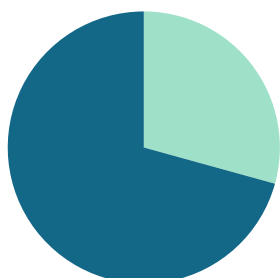
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

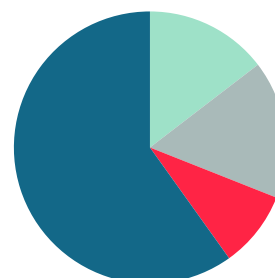


Inventory
 New Listings
82 = 29.29%
 Start Inventory
198
 Total Inventory Units
280
 Volume
\$49,914,894

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%
Median List Price	116,250	144,000	23.87%	121,250	129,900	7.13%
Median Sale Price	116,000	136,000	17.24%	116,200	124,500	7.14%
Median Percent of Selling Price to List Price	96.73%	96.55%	-0.18%	96.66%	96.31%	-0.36%
Median Days on Market to Sale	45.50	28.50	-37.36%	51.50	41.00	-20.39%
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

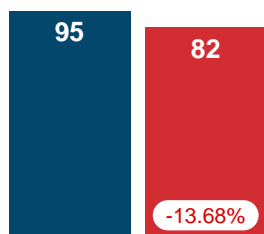
Inventory on March 31, 2019 = **197**

2018 **2019**

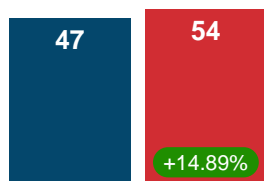
MARCH MARKET

MEDIAN PRICES

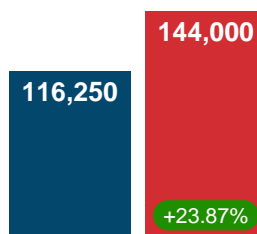
New Listings



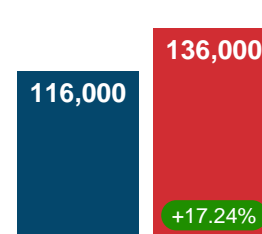
Pending Listings



List Price



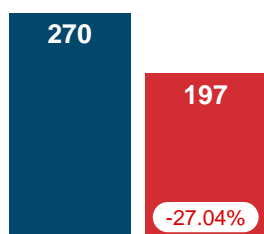
Sale Price



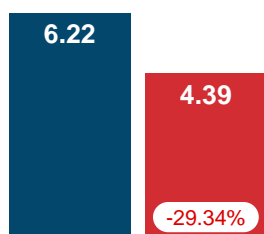
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

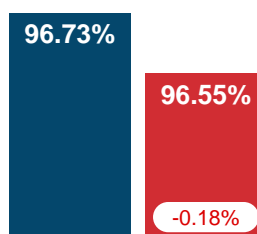
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

