

# May 2019



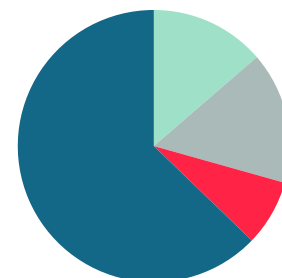
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	46	47	2.17%
Pending Listings	66	54	-18.18%
New Listings	112	85	-24.11%
Median List Price	127,000	139,900	10.16%
Median Sale Price	121,725	135,000	10.91%
Median Percent of Selling Price to List Price	96.19%	99.33%	3.27%
Median Days on Market to Sale	42.50	53.00	24.71%
End of Month Inventory	295	216	-26.78%
Months Supply of Inventory	6.79	4.65	-31.51%



■ Closed (13.66%)  
■ Pending (15.70%)  
■ Other OffMarket (7.85%)  
■ Active (62.79%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of May 31, 2019 = **216**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **26.78%** to 216 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **4.65** 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 **10.91%** in May 2019 to \$135,000 versus the previous year at \$121,725.

#### Median Days on Market Lengthens

The median number of **53.00** days that homes spent on the market before selling increased by 10.50 days or **24.71%** in May 2019 compared to last year's same month at **42.50** DOM.

#### Sales Success for May 2019 is Positive

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

There were 85 New Listings in May 2019, down **24.11%** from last year at 112. Furthermore, there were 47 Closed Listings this month versus last year at 46, a **2.17%** increase.

Closed versus Listed trends yielded a **55.3%** ratio, up from previous year's, May 2018, at **41.1%**, a **34.63%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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](http://www.tulsarealtors.com) to find a REALTOR® today.**

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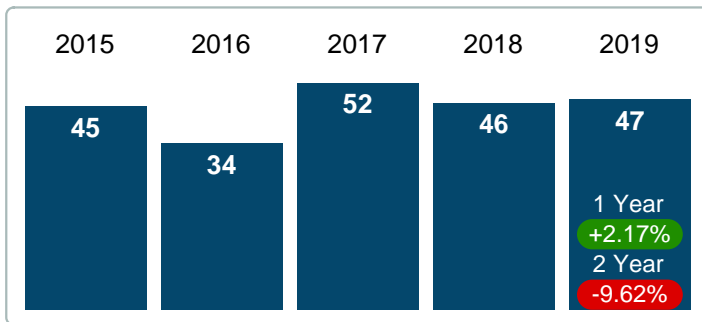
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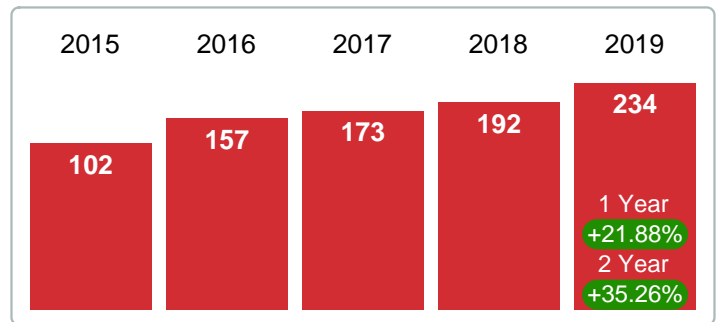
## CLOSED LISTINGS

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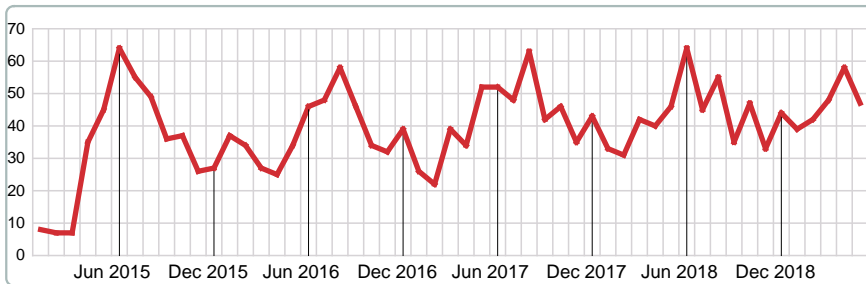
### MAY



### YEAR TO DATE (YTD)

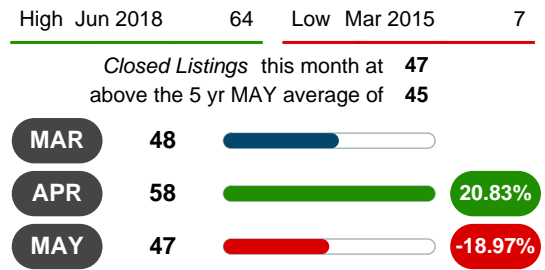


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 45



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	4	8.51%	23.0	2	2	0	0
\$70,001 - \$80,000	5	10.64%	70.0	1	4	0	0
\$80,001 - \$100,000	8	17.02%	46.5	1	7	0	0
\$100,001 - \$140,000	11	23.40%	41.0	0	11	0	0
\$140,001 - \$160,000	5	10.64%	87.0	0	4	1	0
\$160,001 - \$280,000	9	19.15%	92.0	1	6	2	0
\$280,001 and up	5	10.64%	2.0	0	2	3	0
<b>Total Closed Units</b>	<b>47</b>			<b>5</b>	<b>36</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,982,806</b>	<b>100%</b>	<b>53.0</b>	<b>428.50K</b>	<b>4.88M</b>	<b>1.68M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$135,000</b>			<b>\$74,000</b>	<b>\$125,000</b>	<b>\$245,500</b>	<b>\$0</b>

# May 2019



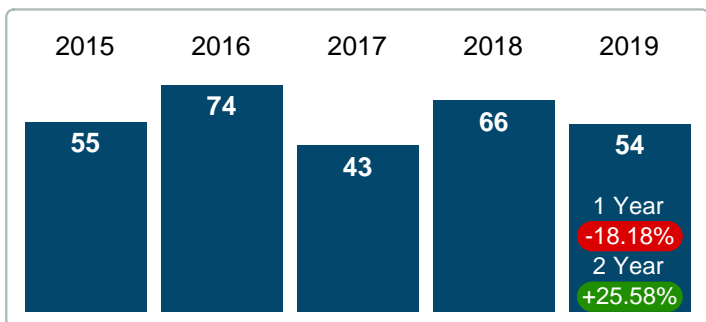
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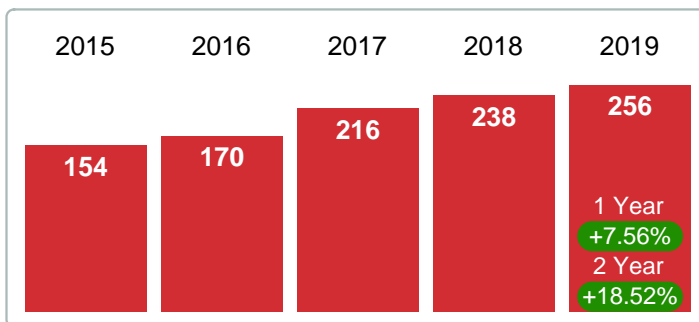
## PENDING LISTINGS

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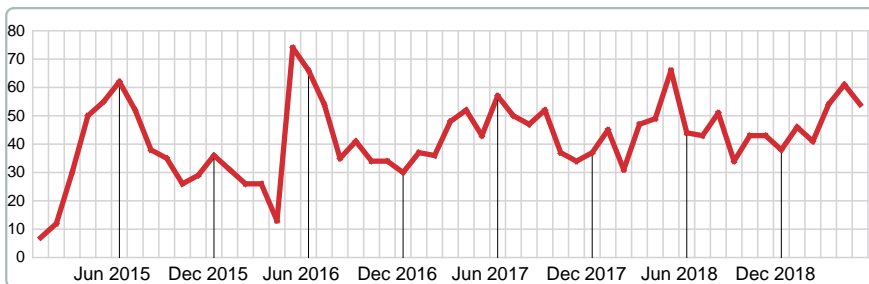
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 58

High May 2016: 74 | Low Jan 2015: 7

Pending Listings this month at **54**  
below the 5 yr MAY average of **58**

MAR	54	<div style="width: 93%;"></div>
APR	61	<div style="width: 105%;"></div> 12.96%
MAY	54	<div style="width: 93%;"></div> -11.48%

### 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	5.56%	26.0	3	0	0	0
\$40,001 - \$90,000	9	16.67%	35.0	1	8	0	0
\$90,001 - \$110,000	7	12.96%	1.0	1	6	0	0
\$110,001 - \$150,000	13	24.07%	38.0	1	10	2	0
\$150,001 - \$190,000	9	16.67%	43.0	0	7	2	0
\$190,001 - \$240,000	6	11.11%	45.0	0	3	3	0
\$240,001 and up	7	12.96%	72.0	0	4	3	0
<b>Total Pending Units</b>	<b>54</b>			<b>6</b>	<b>38</b>	<b>10</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,093,200</b>	<b>100%</b>	<b>30.5</b>	<b>421.10K</b>	<b>5.41M</b>	<b>2.26M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$139,950</b>			<b>\$57,500</b>	<b>\$133,750</b>	<b>\$205,950</b>	<b>\$0</b>

# May 2019



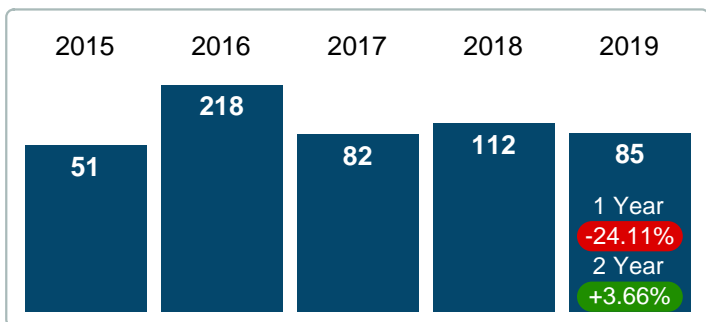
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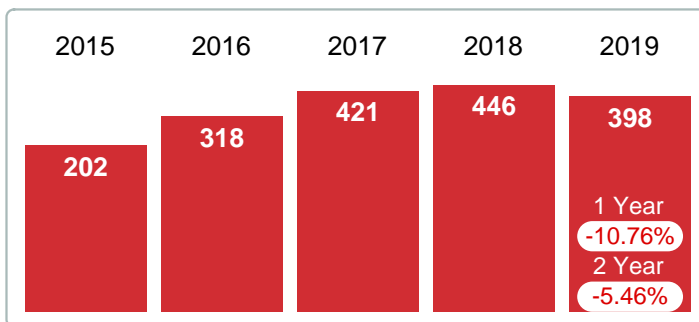
## NEW LISTINGS

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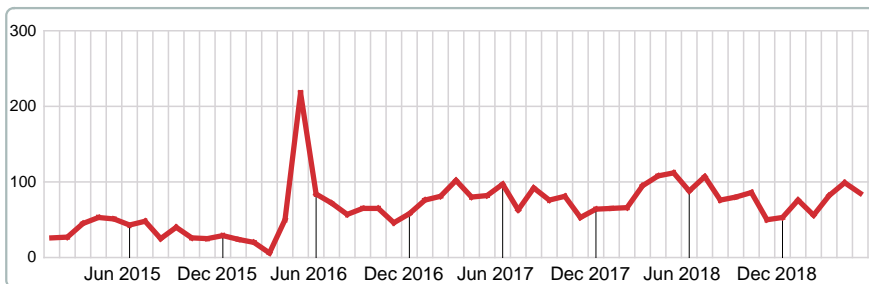
### MAY



### YEAR TO DATE (YTD)

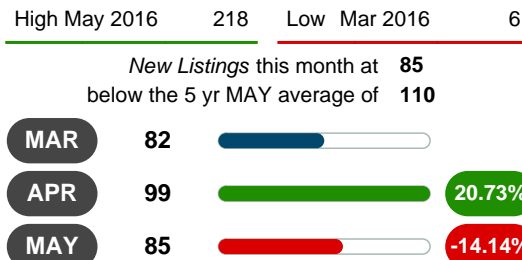


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 110



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	7.06%	4	2	0	0
\$60,001 - \$80,000	9	10.59%	2	7	0	0
\$80,001 - \$110,000	15	17.65%	2	12	1	0
\$110,001 - \$160,000	22	25.88%	2	16	4	0
\$160,001 - \$220,000	14	16.47%	0	8	5	1
\$220,001 - \$290,000	10	11.76%	0	6	2	2
\$290,001 and up	9	10.59%	0	2	5	2
<b>Total New Listed Units</b>	<b>85</b>		<b>10</b>	<b>53</b>	<b>17</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>14,758,194</b>	<b>100%</b>	<b>765.50K</b>	<b>7.61M</b>	<b>3.90M</b>	<b>2.48M</b>
<b>Median New Listed Listing Price</b>	<b>\$132,500</b>		<b>\$63,200</b>	<b>\$129,000</b>	<b>\$212,000</b>	<b>\$269,000</b>

# May 2019



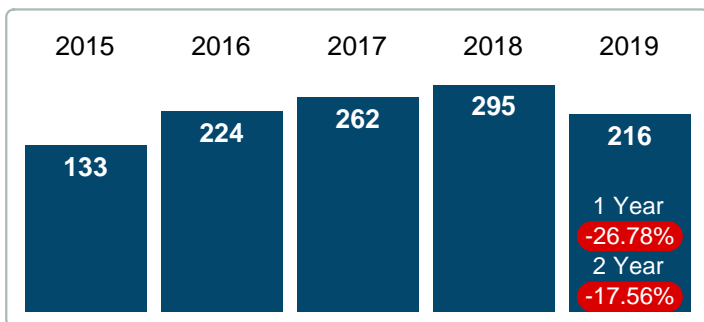
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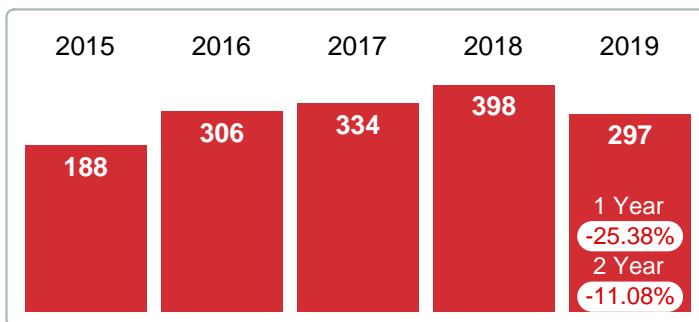
## ACTIVE INVENTORY

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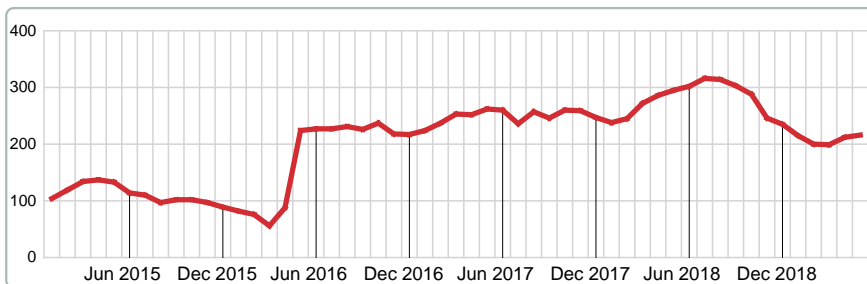
### END OF MAY



### ACTIVE DURING MAY

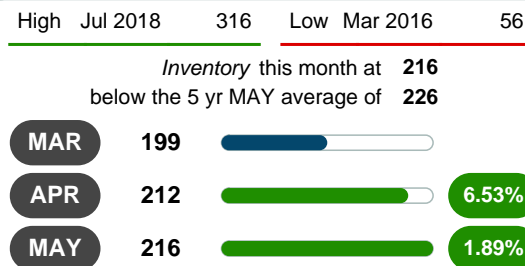


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 226



### 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	20	9.26%	101.0	13	6	0	1
\$50,001 - \$70,000	13	6.02%	50.0	7	5	1	0
\$70,001 - \$110,000	45	20.83%	44.0	9	29	5	2
\$110,001 - \$170,000	53	24.54%	52.0	3	36	11	3
\$170,001 - \$230,000	35	16.20%	50.0	2	24	9	0
\$230,001 - \$310,000	28	12.96%	49.5	1	14	10	3
\$310,001 and up	22	10.19%	67.0	0	8	9	5
Total Active Inventory by Units		216		35	122	45	14
Total Active Inventory by Volume		40,907,889	100%	2.71M	22.00M	10.46M	5.74M
Median Active Inventory Listing Price		\$137,750		\$62,500	\$139,950	\$215,000	\$269,000

# May 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 MAY

2015	2016	2017	2018	2019

### INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>216</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 MAY AVG = inf

High May 2019	inf	Low May 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr MAY average of <b>inf</b>			
MAR	inf		%
APR	inf		%
MAY	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	20	9.26%	3.81	5.57	2.18	0.00	0.00
\$50,001 - \$70,000	13	6.02%	2.69	4.94	1.71	2.00	0.00
\$70,001 - \$110,000	45	20.83%	4.29	3.86	4.24	4.62	8.00
\$110,001 - \$170,000	53	24.54%	4.05	3.60	3.35	7.76	36.00
\$170,001 - \$230,000	35	16.20%	5.53	12.00	5.88	4.50	0.00
\$230,001 - \$310,000	28	12.96%	7.30	0.00	6.72	6.32	18.00
\$310,001 and up	22	10.19%	8.52	0.00	13.71	5.68	12.00
Market Supply of Inventory (MSI)		4.65		4.94	4.07	5.40	14.00
Total Active Inventory by Units		216	100%	35	122	45	14

# May 2019



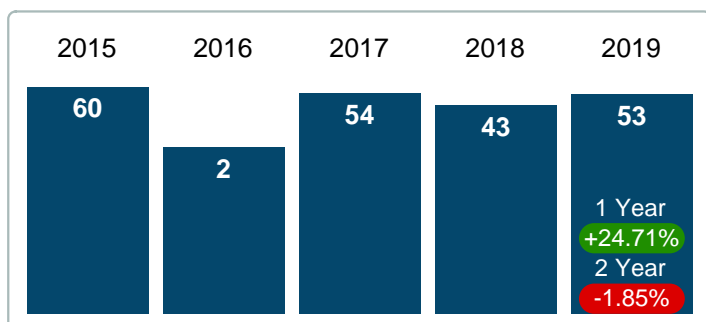
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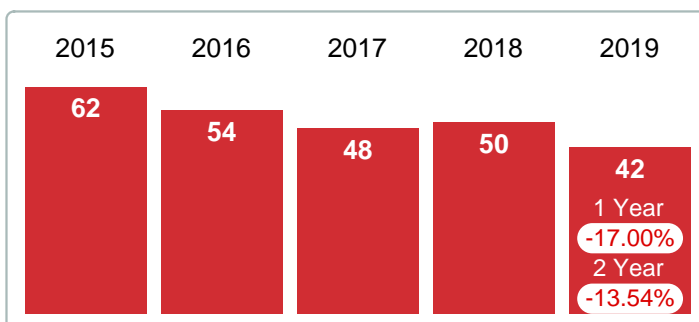
## MEDIAN DAYS ON MARKET TO SALE

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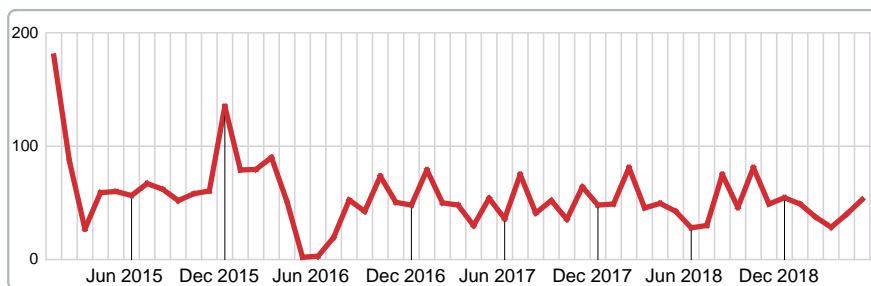
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

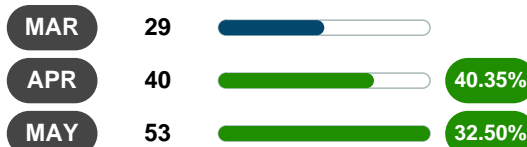


### 3 MONTHS

5 year MAY AVG = 42

High Jan 2015 180 Low May 2016 2

Median Days on Market to Sale this month at 53 above the 5 yr MAY average of 42



### 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
\$70,000 and less	8.51%	23	32	20	0	0
\$70,001 - \$80,000	10.64%	70	44	86	0	0
\$80,001 - \$100,000	17.02%	47	628	16	0	0
\$100,001 - \$140,000	23.40%	41	0	41	0	0
\$140,001 - \$160,000	10.64%	87	0	85	106	0
\$160,001 - \$280,000	19.15%	92	60	124	67	0
\$280,001 and up	10.64%	2	0	4	1	0
<b>Median Closed DOM</b>		<b>53</b>	<b>56</b>	<b>59</b>	<b>6</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>53.0</b>	<b>5</b>	<b>36</b>	<b>6</b>	<b></b>
<b>Total Closed Volume</b>		<b>6,982,806</b>	<b>428.50K</b>	<b>4.88M</b>	<b>1.68M</b>	<b>0.00B</b>

# May 2019



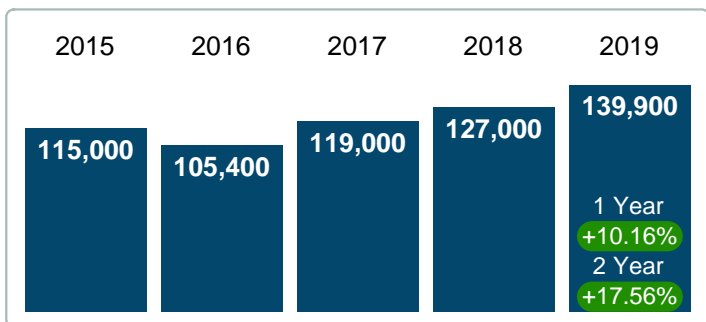
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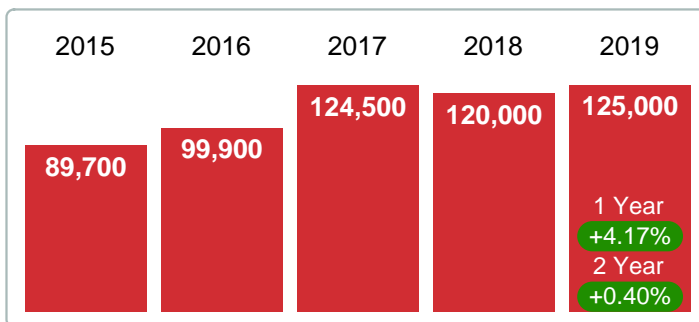
## MEDIAN LIST PRICE AT CLOSING

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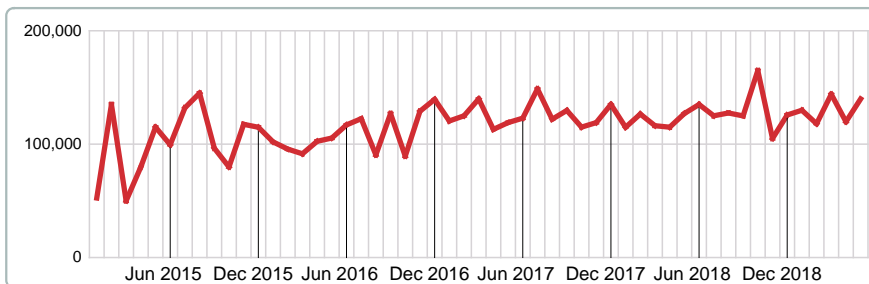
### MAY



### YEAR TO DATE (YTD)

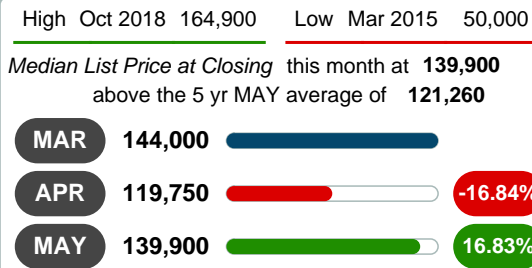


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 121,260



### 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
\$70,000 and less	12.77%	56,000	67,000	45,000	0	0
\$70,001 - \$80,000	6.38%	76,000	0	76,000	0	0
\$80,001 - \$100,000	17.02%	93,250	85,000	94,500	0	0
\$100,001 - \$140,000	19.15%	120,000	0	120,000	0	0
\$140,001 - \$160,000	14.89%	145,000	0	147,500	145,000	0
\$160,001 - \$280,000	19.15%	185,000	185,000	182,450	199,450	0
\$280,001 and up	10.64%	375,000	0	354,950	399,500	0
<b>Median List Price</b>		<b>139,900</b>	<b>70,000</b>	<b>127,950</b>	<b>254,450</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>139,900</b>	<b>5</b>	<b>36</b>	<b>6</b>	
<b>Total Closed Volume</b>			<b>446.90K</b>	<b>4.98M</b>	<b>1.68M</b>	<b>0.00B</b>



# May 2019



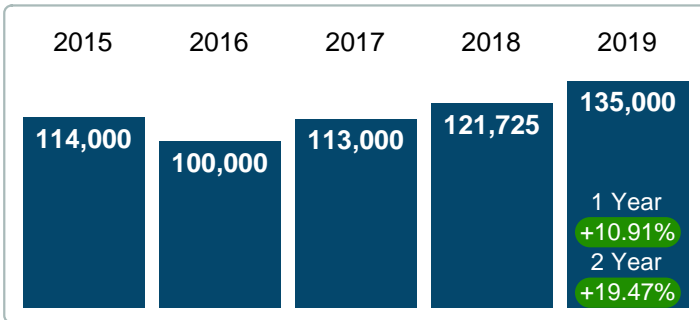
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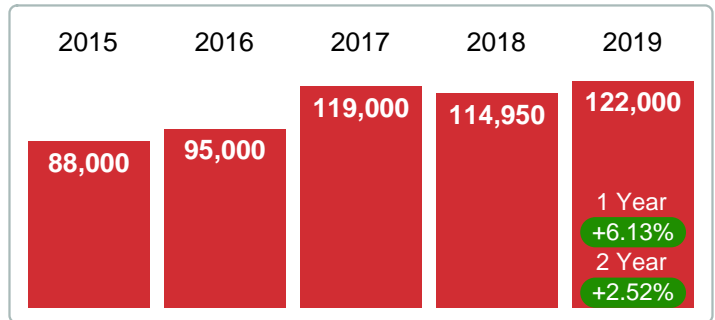
## MEDIAN SOLD PRICE AT CLOSING

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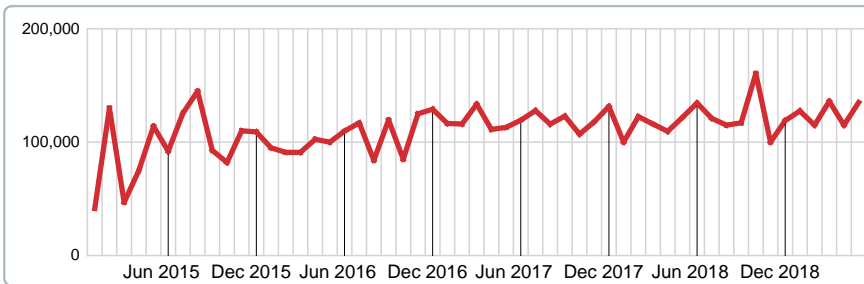
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

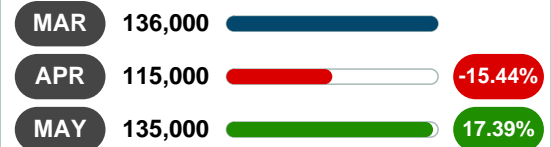


### 3 MONTHS

5 year MAY AVG = 116,745

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

Median Sold Price at Closing this month at 135,000 above the 5 yr MAY average of 116,745



### 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
\$70,000 and less	8.51%	34,500	52,500	30,500	0	0
\$70,001 - \$80,000	10.64%	74,500	74,000	75,250	0	0
\$80,001 - \$100,000	17.02%	90,750	87,500	91,000	0	0
\$100,001 - \$140,000	23.40%	130,000	0	130,000	0	0
\$140,001 - \$160,000	10.64%	149,000	0	149,000	145,000	0
\$160,001 - \$280,000	19.15%	179,900	162,000	189,500	193,450	0
\$280,001 and up	10.64%	375,000	0	351,500	414,206	0
<b>Median Sold Price</b>		<b>135,000</b>	<b>74,000</b>	<b>125,000</b>	<b>245,500</b>	<b>0</b>
<b>Total Closed Units</b>		<b>47</b>	<b>5</b>	<b>36</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,982,806</b>	<b>428.50K</b>	<b>4.88M</b>	<b>1.68M</b>	<b>0.00B</b>

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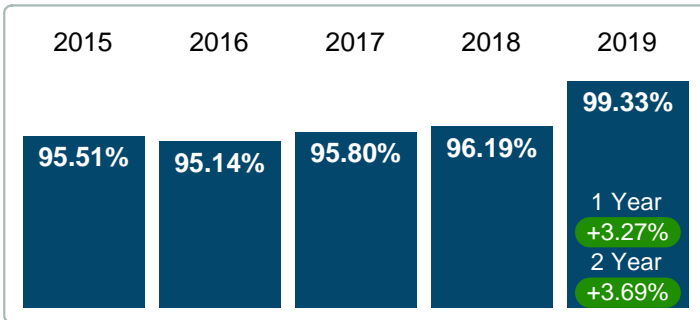
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



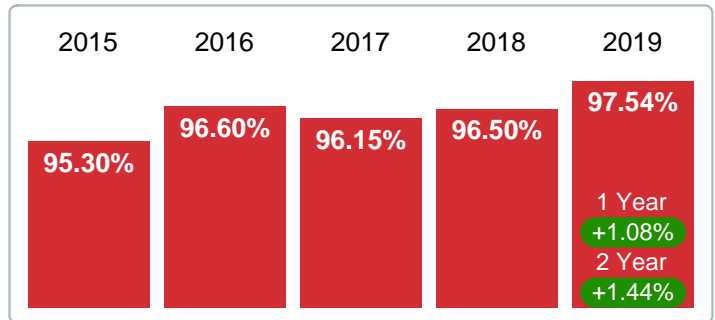
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

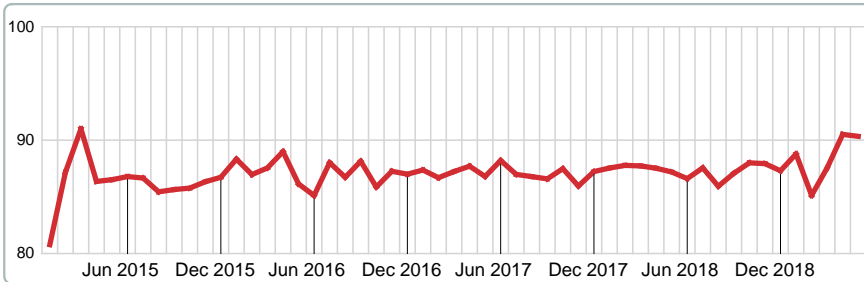
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

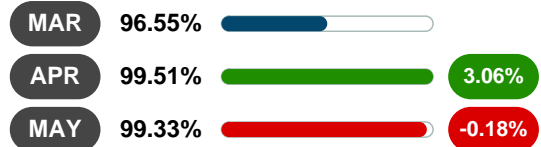


### 3 MONTHS

5 year MAY AVG = 96.39%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **99.33%** above the 5 yr MAY average of **96.39%**



### 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
\$70,000 and less	4	8.51%	82.14%	97.62%	67.85%	0.00%	0.00%
\$70,001 - \$80,000	5	10.64%	101.39%	105.71%	100.69%	0.00%	0.00%
\$80,001 - \$100,000	8	17.02%	98.73%	102.94%	97.78%	0.00%	0.00%
\$100,001 - \$140,000	11	23.40%	97.25%	0.00%	97.25%	0.00%	0.00%
\$140,001 - \$160,000	5	10.64%	99.33%	0.00%	98.13%	100.00%	0.00%
\$160,001 - \$280,000	9	19.15%	98.82%	87.57%	99.41%	97.26%	0.00%
\$280,001 and up	5	10.64%	99.11%	0.00%	98.97%	99.11%	0.00%
Median Sold/List Ratio		99.33%		100.00%	99.08%	99.55%	0.00%
Total Closed Units		47	100%	5	36	6	
Total Closed Volume		6,982,806		428.50K	4.88M	1.68M	0.00B

# May 2019



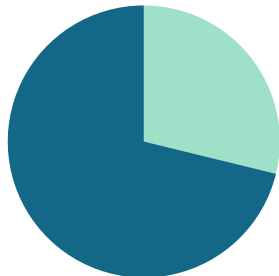
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

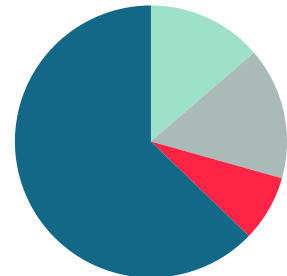


**Inventory**  
 New Listings  
**85 = 28.81%**  
 Start Inventory  
**210**  
 Total Inventory Units  
**295**  
 Volume  
**\$53,727,089**

### Market Activity

Closed Sales  
**47 = 13.66%**  
 Pending Sales  
**54 = 15.70%**  
 Other Off Market  
**27 = 7.85%**  
 Active Inventory  
**216 = 62.79%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	46	47	2.17%	192	234	21.88%
Pending Sales	66	54	-18.18%	238	256	7.56%
New Listings	112	85	-24.11%	446	398	-10.76%
Median List Price	127,000	139,900	10.16%	120,000	125,000	4.17%
Median Sale Price	121,725	135,000	10.91%	114,950	122,000	6.13%
Median Percent of Selling Price to List Price	96.19%	99.33%	3.27%	96.50%	97.54%	1.08%
Median Days on Market to Sale	42.50	53.00	24.71%	50.00	41.50	-17.00%
Monthly Inventory	295	216	-26.78%	295	216	-26.78%
Months Supply of Inventory	6.79	4.65	-31.51%	6.79	4.65	-31.51%

**Absorption:** Last 12 months, an Average of **46** Sales/Month

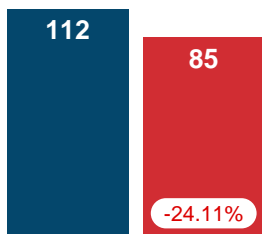
**Inventory** on May 31, 2019 = **216**

**2018** **2019**

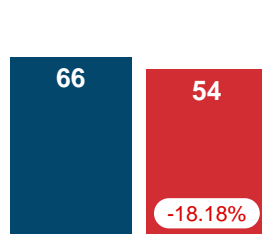
### MAY MARKET

### MEDIAN PRICES

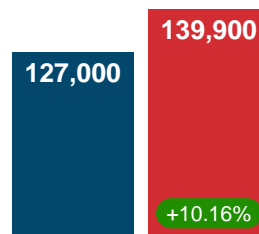
#### New Listings



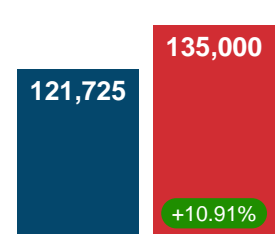
#### Pending Listings



#### List Price



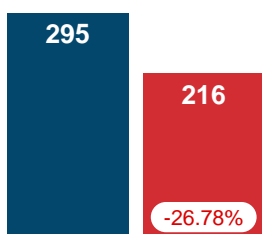
#### Sale Price



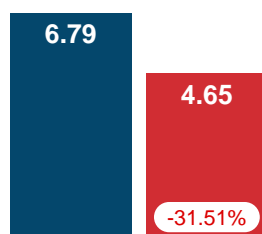
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

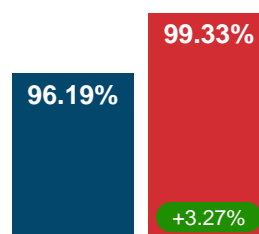
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

