



# April 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

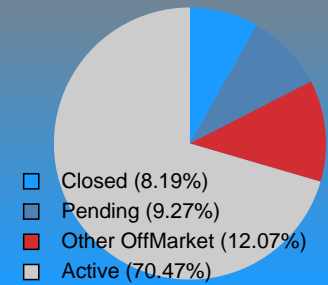


## MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2018 for MLS Technology Inc.

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	33	38	15.15%
Pending Listings	47	43	-8.51%
New Listings	97	128	31.96%
Median List Price	110,000	89,900	-18.27%
Median Sale Price	110,000	88,550	-19.50%
Median Percent of List Price to Selling Price	96.98%	96.13%	-0.88%
Median Days on Market to Sale	26.00	43.00	65.38%
End of Month Inventory	278	327	17.63%
Months Supply of Inventory	7.72	7.82	1.22%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **42** Sales/Month  
**Active Inventory** as of April 30, 2018 = **327**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2018 rose **17.63%** to 327 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **7.82** 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 **19.50%** in April 2018 to \$88,550 versus the previous year at \$110,000.

#### Median Days on Market Lengthens

The median number of **43.00** days that homes spent on the market before selling increased by 17.00 days or **65.38%** in April 2018 compared to last year's same month at **26.00** DOM.

#### Sales Success for April 2018 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 128 New Listings in April 2018, up **31.96%** from last year at 97. Furthermore, there were 38 Closed Listings this month versus last year at 33, a **15.15%** increase.

Closed versus Listed trends yielded a **29.7%** ratio, down from previous year's, April 2017, at **34.0%**, a **12.74%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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.

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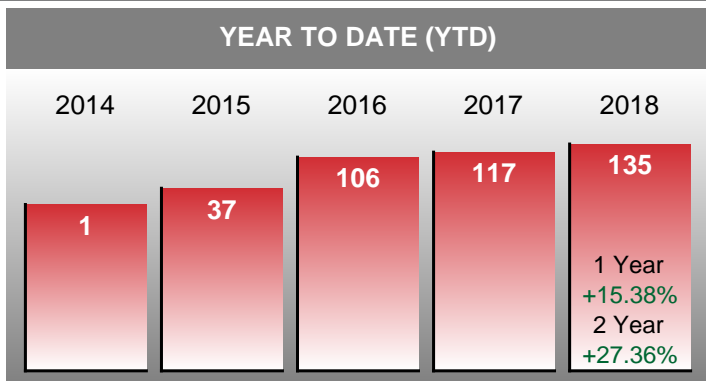
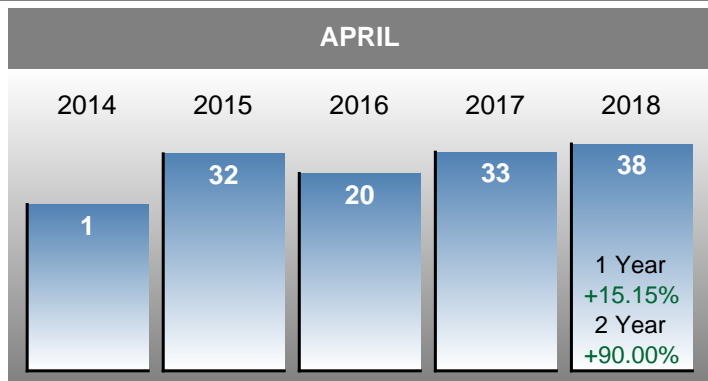
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## CLOSED LISTINGS

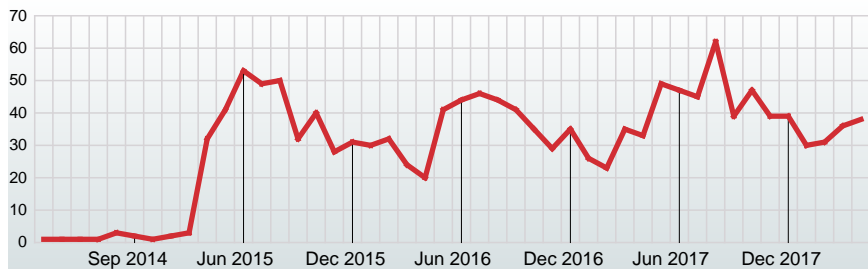
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 25

3 MONTHS



**High**  
Aug 2017 = 62  
**Low**  
Oct 2014 = 1  
*Closed Listings*  
this month at **38**,  
above the 5 yr APR  
average of **25**

FEB	31
MAR	36
APR	38
<b>16.13%</b>	
<b>5.56%</b>	

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	2.63%	136.0	1	0	0	0
\$10,001 - \$60,000	7	18.42%	28.0	5	2	0	0
\$60,001 - \$70,000	5	13.16%	26.0	1	4	0	0
\$70,001 - \$110,000	10	26.32%	37.0	2	7	1	0
\$110,001 - \$150,000	5	13.16%	24.0	0	4	1	0
\$150,001 - \$210,000	5	13.16%	77.0	0	4	1	0
\$210,001 and up	5	13.16%	93.0	0	3	2	0
<b>Total Closed Units</b>	<b>38</b>			<b>9</b>	<b>24</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,111,150</b>	<b>100%</b>	<b>43.0</b>	<b>386.90K</b>	<b>2.86M</b>	<b>863.40K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$88,550</b>			<b>\$49,900</b>	<b>\$102,000</b>	<b>\$194,900</b>	<b>\$0</b>

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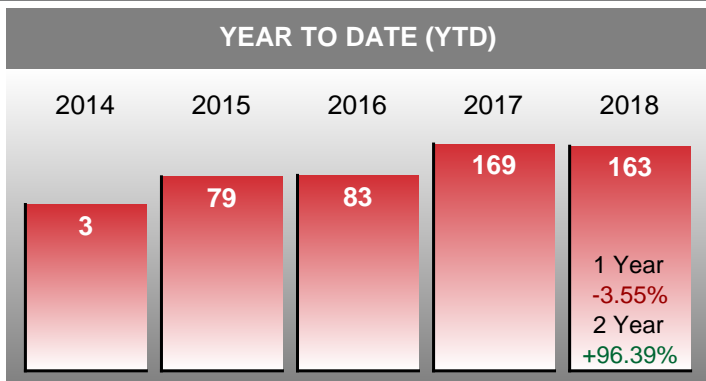
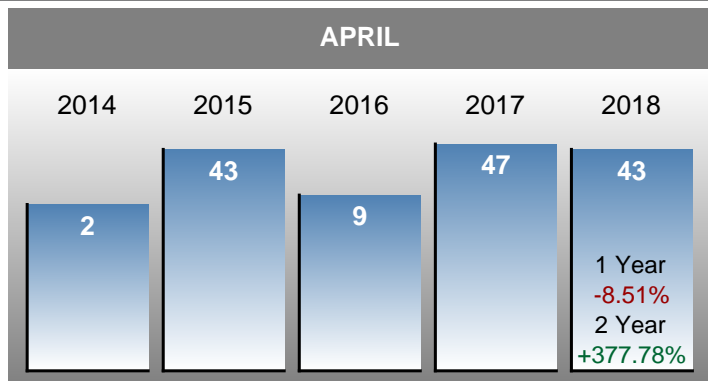
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## PENDING LISTINGS

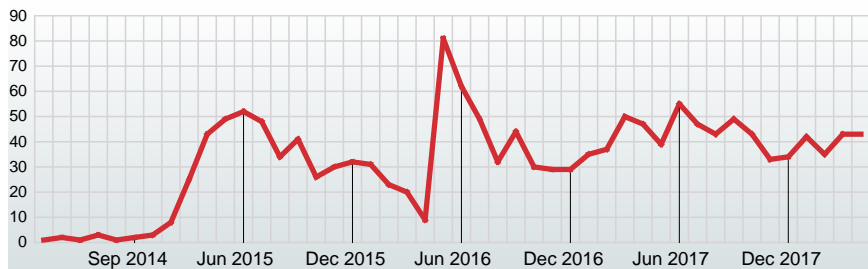
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 29

3 MONTHS



**High**  
May 2016 = 81  
**Low**  
Aug 2014 = 1  
*Pending Listings*  
this month at **43**,  
above the 5 yr APR  
average of **29**

FEB	35
MAR	43
APR	43
<b>22.86%</b>	
<b>0.00%</b>	

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	11.63%	18.0	2	3	0	0
\$30,001 - \$50,000	4	9.30%	4.5	2	2	0	0
\$50,001 - \$80,000	7	16.28%	8.0	5	2	0	0
\$80,001 - \$150,000	11	25.58%	23.0	0	9	2	0
\$150,001 - \$200,000	6	13.95%	18.5	0	5	1	0
\$200,001 - \$270,000	5	11.63%	58.0	0	4	1	0
\$270,001 and up	5	11.63%	23.0	0	0	3	2
<b>Total Pending Units</b>	<b>43</b>			<b>9</b>	<b>25</b>	<b>7</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>6,564,900</b>	<b>100%</b>	<b>23.0</b>	<b>440.20K</b>	<b>3.16M</b>	<b>1.56M</b>	<b>1.40M</b>
<b>Median Listing Price</b>	<b>\$124,000</b>			<b>\$52,500</b>	<b>\$135,000</b>	<b>\$230,000</b>	<b>\$702,000</b>

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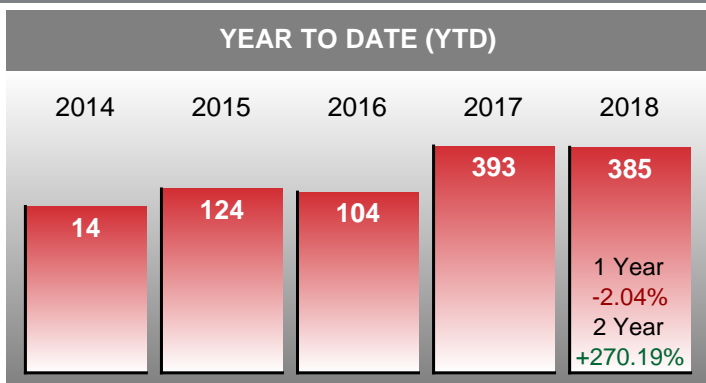
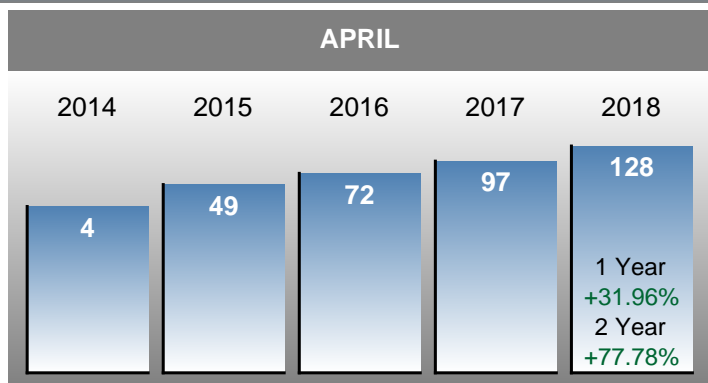
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## NEW LISTINGS

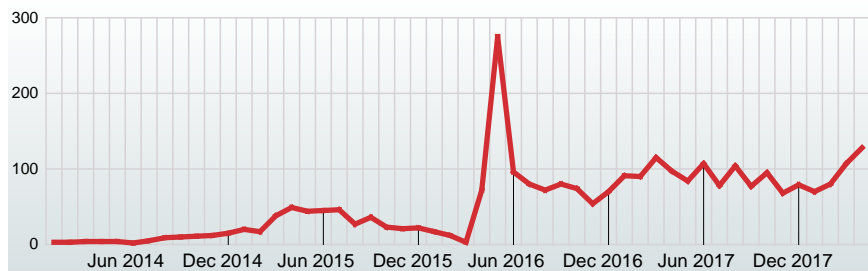
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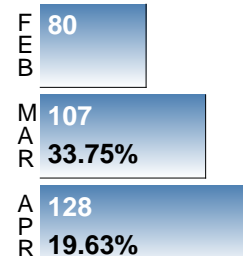
### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 70

3 MONTHS



**High**  
May 2016 = 275  
**Low**  
Jun 2014 = 2  
*New Listings*  
this month at **128**,  
above the 5 yr APR  
average of **70**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	7.03%	6	3	0	0
\$30,001 - \$60,000	18	14.06%	10	8	0	0
\$60,001 - \$90,000	19	14.84%	11	6	2	0
\$90,001 - \$160,000	33	25.78%	5	22	6	0
\$160,001 - \$250,000	22	17.19%	2	16	4	0
\$250,001 - \$320,000	12	9.38%	0	5	7	0
\$320,001 and up	15	11.72%	4	3	3	5
<b>Total New Listed Units</b>	<b>128</b>		<b>38</b>	<b>63</b>	<b>22</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>21,860,219</b>	<b>100%</b>	<b>4.88M</b>	<b>9.43M</b>	<b>5.07M</b>	<b>2.48M</b>
<b>Median New Listed Listing Price</b>	<b>\$129,900</b>		<b>\$69,000</b>	<b>\$135,000</b>	<b>\$239,500</b>	<b>\$469,000</b>

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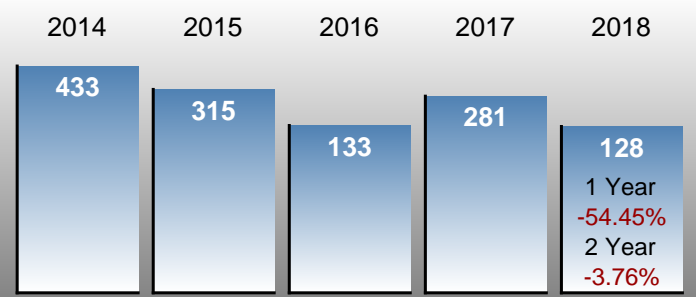
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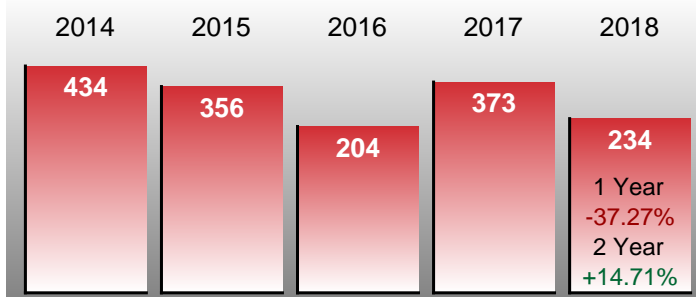
## ACTIVE INVENTORY

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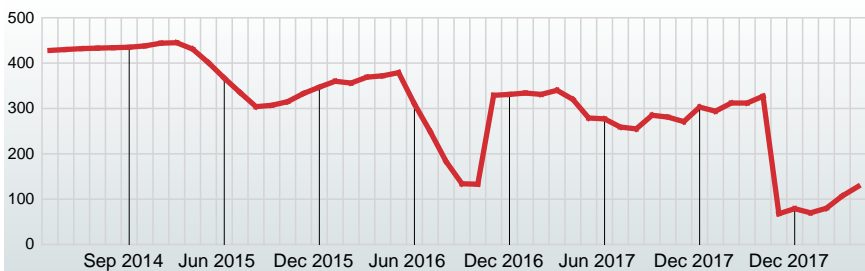
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 258

3 MONTHS

**High**  
Mar 2015 = 445  
**Low**  
Nov 2017 = 68  
*Inventory*  
this month at **128**,  
below the 5 yr APR  
average of **258**

FEB	312
MAR	312
APR	0.00%
MAY	327
JUN	4.81%

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	24	7.34%	47.5	23	1	0	0
\$30,001 - \$70,000	47	14.37%	59.0	27	19	1	0
\$70,001 - \$100,000	50	15.29%	61.5	20	24	6	0
\$100,001 - \$160,000	75	22.94%	52.0	23	41	10	1
\$160,001 - \$240,000	58	17.74%	57.5	12	36	10	0
\$240,001 - \$350,000	38	11.62%	39.0	6	14	17	1
\$350,001 and up	35	10.70%	58.0	7	14	7	7
<b>Total Active Inventory by Units</b>	<b>327</b>			<b>118</b>	<b>149</b>	<b>51</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>61,176,789</b>	<b>100%</b>	<b>55.0</b>	<b>15.93M</b>	<b>27.31M</b>	<b>12.33M</b>	<b>5.61M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$140,000</b>			<b>\$79,450</b>	<b>\$149,900</b>	<b>\$228,000</b>	<b>\$469,000</b>

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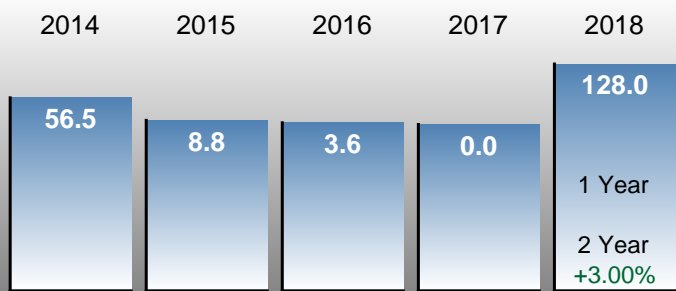
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## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR APRIL



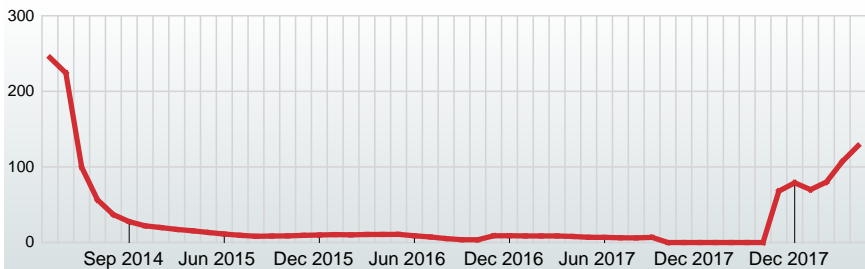
### INDICATORS FOR APRIL 2018

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	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

5yr APR AVG = 39.4

3 MONTHS



**High**  
Apr 2014 = 244.6  
**Low**  
Apr 2018 = 0.0  
*Months Supply*  
this month at **128.0**,  
above the 5 yr APR  
average of **39.4**

FEB	0.0
MAR	0.0
APR	0.00%
APR	0.0
APR	0.00%

### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	24	7.34%	6.7	7.7	1.7	0.0	0.0
\$30,001 - \$70,000	47	14.37%	5.5	6.9	5.0	1.2	0.0
\$70,001 - \$100,000	50	15.29%	7.3	16.0	5.0	9.0	0.0
\$100,001 - \$160,000	75	22.94%	6.1	16.2	4.3	8.0	0.0
\$160,001 - \$240,000	58	17.74%	8.2	18.0	8.5	5.2	0.0
\$240,001 - \$350,000	38	11.62%	13.4	0.0	7.3	20.4	12.0
\$350,001 and up	35	10.70%	52.5	28.0	168.0	21.0	0.0
Market Supply of Inventory (MSI)	7.8	100%	7.8	11.2	5.9	8.7	21.6
Total Active Inventory by Units	327			118	149	51	9

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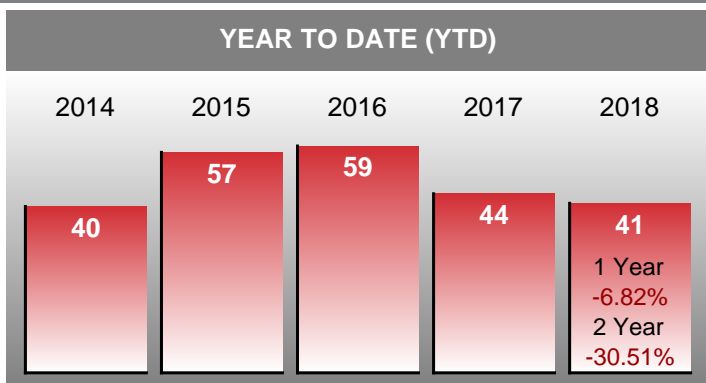
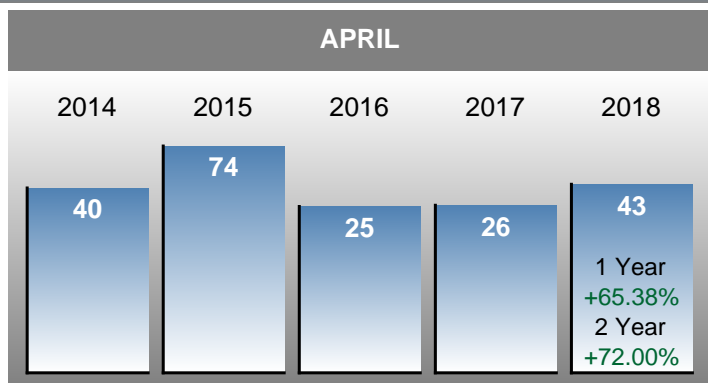
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## MEDIAN DAYS ON MARKET TO SALE

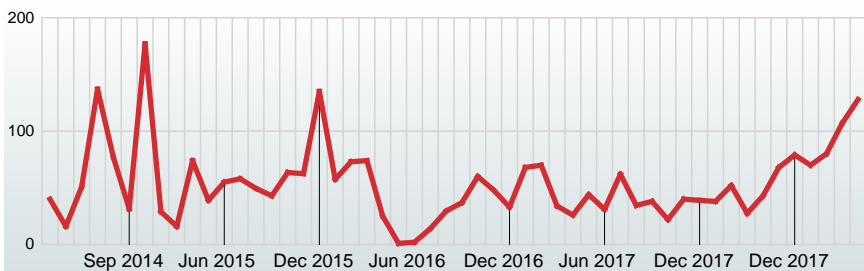
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### 5 YEAR MARKET ACTIVITY TRENDS

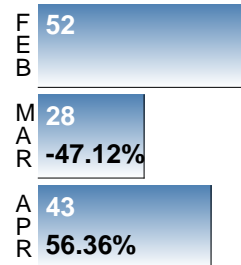
5yr APR AVG = 42

3 MONTHS



**High**  
Oct 2014 = 177  
**Low**  
May 2016 = 1

Median Days on Market this month at **43**, above the 5 yr APR 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
\$10,000 and less	1	2.63%	136.0	136.0	0.0	0.0	0.0
\$10,001 \$60,000	7	18.42%	28.0	28.0	28.0	0.0	0.0
\$60,001 \$70,000	5	13.16%	26.0	26.0	28.5	0.0	0.0
\$70,001 \$110,000	10	26.32%	37.0	2.5	44.0	62.0	0.0
\$110,001 \$150,000	5	13.16%	24.0	0.0	12.5	124.0	0.0
\$150,001 \$210,000	5	13.16%	77.0	0.0	107.5	3.0	0.0
\$210,001 and up	5	13.16%	93.0	0.0	93.0	83.0	0.0
<b>Median Closed DOM</b>			<b>43.0</b>	<b>26.0</b>	<b>52.5</b>	<b>62.0</b>	<b>0.0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>43.0</b>	<b>9</b>	<b>24</b>	<b>5</b>	
<b>Total Closed Volume</b>			<b>4,111,150</b>	<b>386.90K</b>	<b>2.86M</b>	<b>863.40K</b>	<b>0.00B</b>

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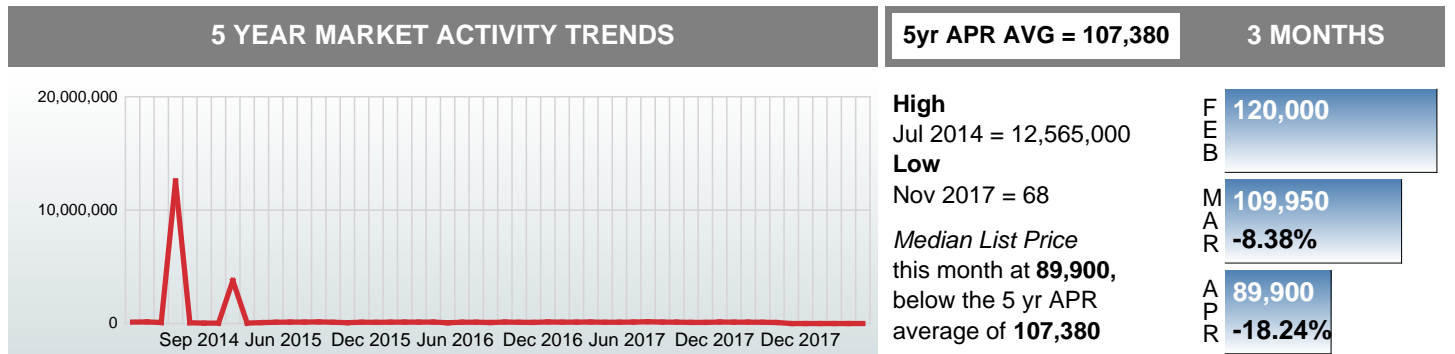
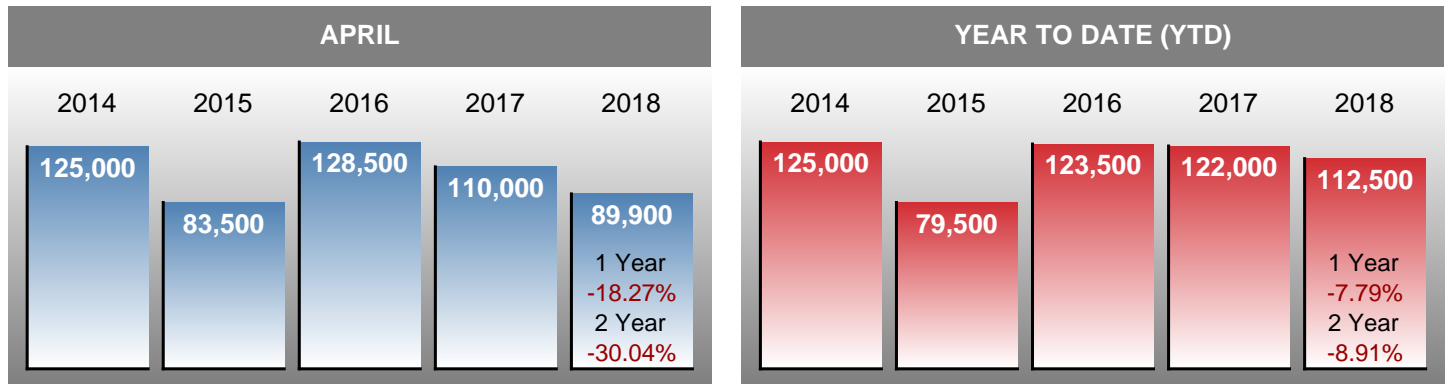
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## MEDIAN LIST PRICE AT CLOSING

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## 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
\$10,000 and less	1	2.63%	9,000	9,000	0	0	0
\$10,001 - \$60,000	7	18.42%	30,000	34,900	24,250	0	0
\$60,001 - \$70,000	2	5.26%	66,000	62,500	69,500	0	0
\$70,001 - \$110,000	11	28.95%	75,000	81,950	75,000	0	0
\$110,001 - \$150,000	7	18.42%	120,000	0	118,000	121,250	0
\$150,001 - \$210,000	5	13.16%	189,500	0	179,700	197,000	0
\$210,001 and up	5	13.16%	239,500	0	265,000	231,500	0
<b>Median List Price</b>			89,900	59,000	107,400	197,000	0
<b>Total Closed Units</b>		100%	89,900	9	24	5	
<b>Total Closed Volume</b>			4,283,700	419.20K	2.96M	902.50K	0.00B

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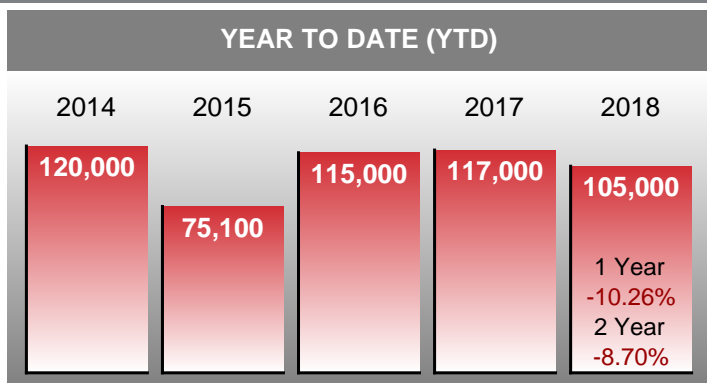
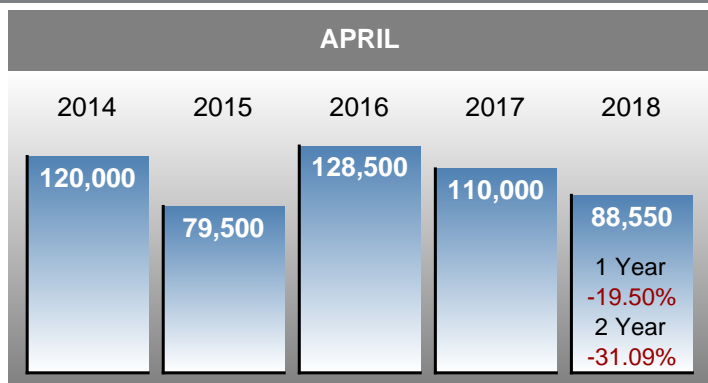
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## MEDIAN SOLD PRICE AT CLOSING

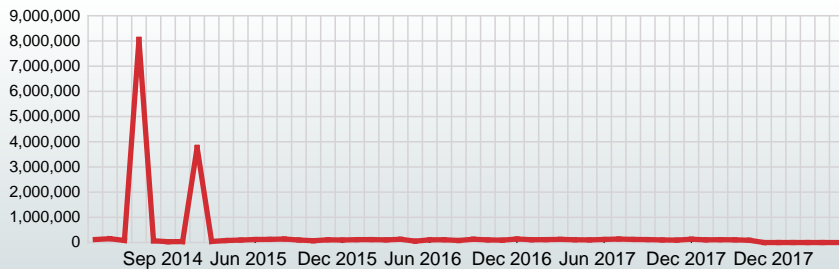
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 105,310

### 3 MONTHS



**High**  
Jul 2014 = 8,060,000  
**Low**  
Nov 2017 = 68  
*Median Sold Price*  
this month at **88,550**,  
below the 5 yr APR  
average of **105,310**

FEB	112,500
MAR	107,500
APR	88,550
APR %	-4.44%
APR %	-17.63%

### 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
\$10,000 and less	1	2.63%	6,000	6,000	0	0	0
\$10,001 - \$60,000	7	18.42%	26,000	26,000	22,875	0	0
\$60,001 - \$70,000	5	13.16%	65,000	62,500	67,250	0	0
\$70,001 - \$110,000	10	26.32%	86,250	79,250	87,000	110,000	0
\$110,001 - \$150,000	5	13.16%	118,500	0	116,750	124,000	0
\$150,001 - \$210,000	5	13.16%	180,000	0	167,500	194,900	0
\$210,001 and up	5	13.16%	230,000	0	255,000	217,250	0
<b>Median Sold Price</b>			88,550	49,900	102,000	194,900	0
<b>Total Closed Units</b>		100%	88,550	9	24	5	
<b>Total Closed Volume</b>			4,111,150	386.90K	2.86M	863.40K	0.00B

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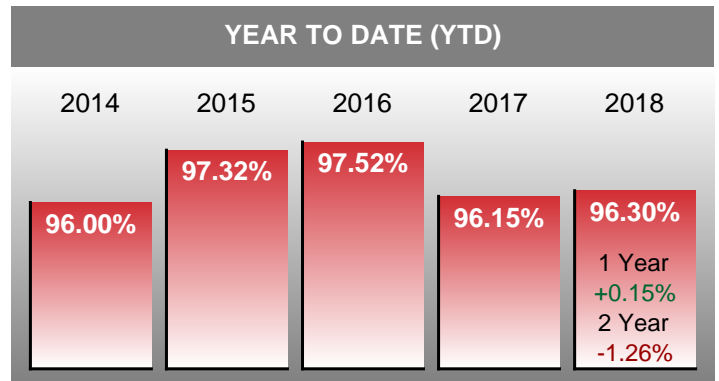
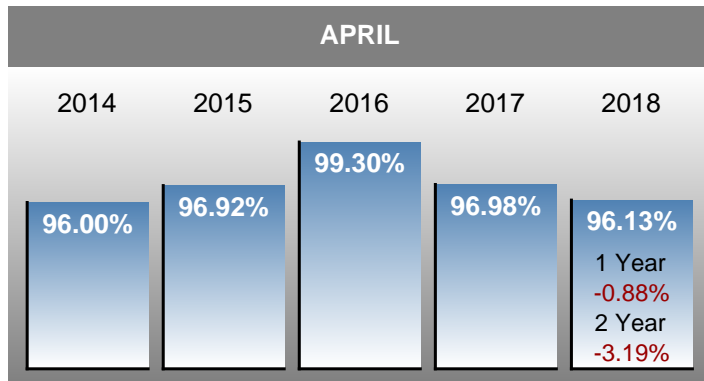
# April 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

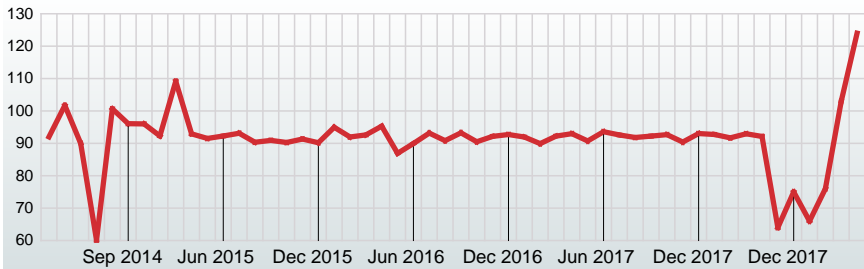


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 97.07%

3 MONTHS

**High**  
Apr 2018 = 128.00%

**Low**  
Jul 2014 = 64.15%

Median Sold/List Ratio  
this month at **96.13%**,  
below the 5 yr APR  
average of **97.07%**

FEB	95.69%
MAR	96.95%
APR	96.13%
MAY	1.32%

### 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
\$10,000 and less	1	2.63%	66.67%	66.67%	0.00%	0.00%	0.00%
\$10,001 - \$60,000	7	18.42%	90.15%	90.15%	92.57%	0.00%	0.00%
\$60,001 - \$70,000	5	13.16%	93.96%	100.00%	90.90%	0.00%	0.00%
\$70,001 - \$110,000	10	26.32%	95.94%	96.88%	96.77%	91.67%	0.00%
\$110,001 - \$150,000	5	13.16%	100.00%	0.00%	98.73%	101.22%	0.00%
\$150,001 - \$210,000	5	13.16%	95.72%	0.00%	95.35%	98.93%	0.00%
\$210,001 and up	5	13.16%	96.23%	0.00%	96.23%	93.88%	0.00%
Median Sold/List Ratio		96.13%		95.11%	96.13%	96.27%	0.00%
Total Closed Units		38	100%	9	24	5	
Total Closed Volume		4,111,150		386.90K	2.86M	863.40K	0.00B

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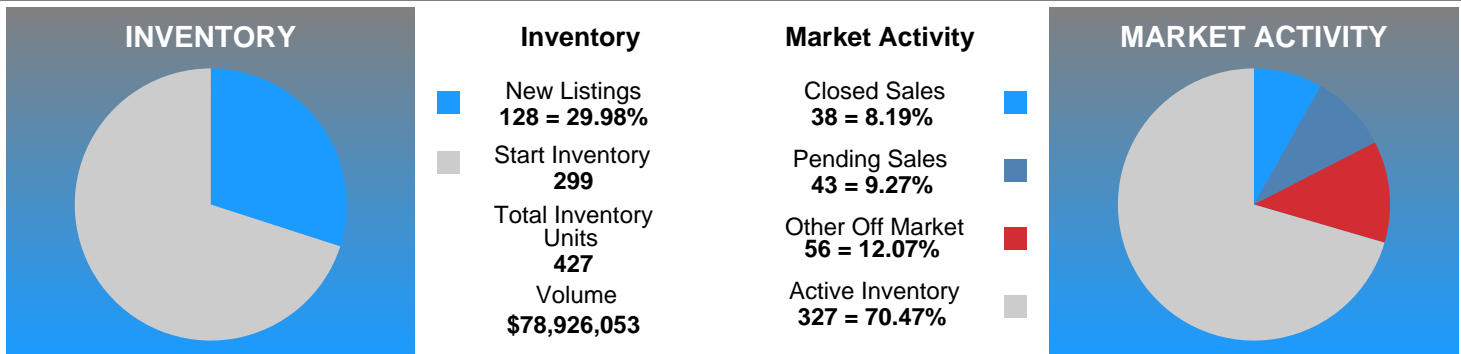
# April 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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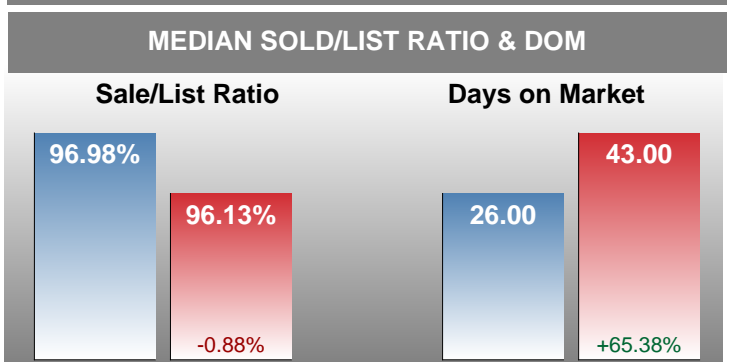
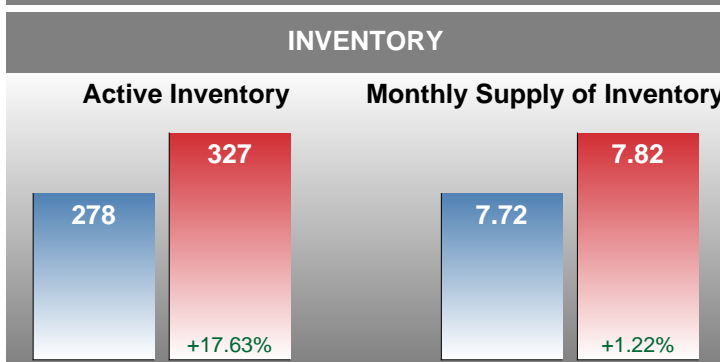
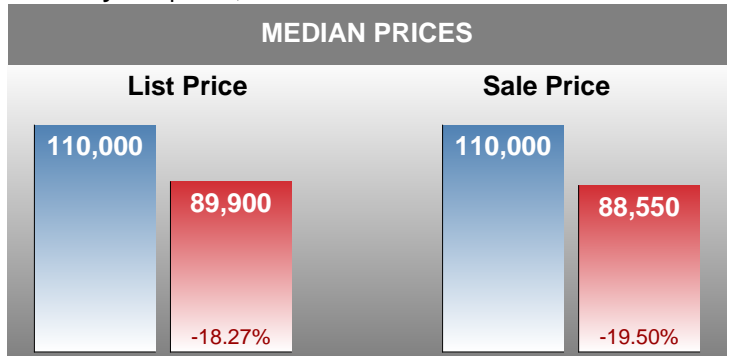
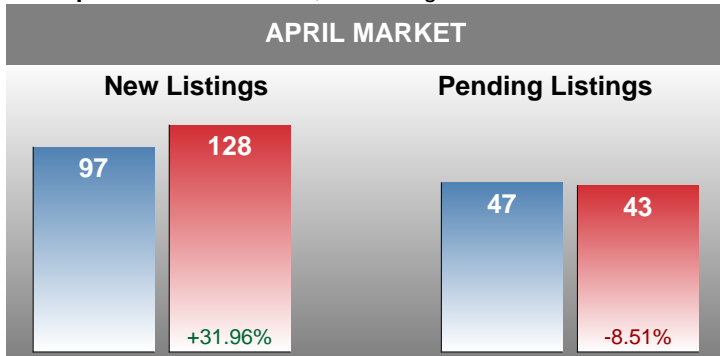


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	33	38	15.15%	117	135	15.38%
Pending Sales	47	43	-8.51%	169	163	-3.55%
New Listings	97	128	31.96%	393	385	-2.04%
Median List Price	110,000	89,900	-18.27%	122,000	112,500	-7.79%
Median Sale Price	110,000	88,550	-19.50%	117,000	105,000	-10.26%
Median Percent of Selling Price to List Price	96.98%	96.13%	-0.88%	96.15%	96.30%	0.15%
Median Days on Market to Sale	26.00	43.00	65.38%	44.00	41.00	-6.82%
Monthly Inventory	278	327	17.63%	278	327	17.63%
Months Supply of Inventory	7.72	7.82	1.22%	7.72	7.82	1.22%

**Absorption:** Last 12 months, an Average of **42** Sales/Month

**Inventory** on April 30, 2018 = **327**

2017 2018



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