

May 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

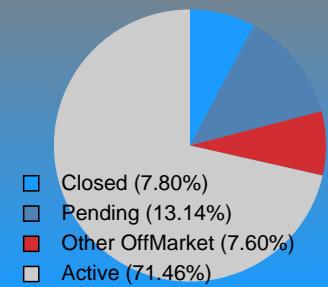


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	May		
	2017	2018	+/-%
Closed Listings	49	38	-22.45%
Pending Listings	39	64	64.10%
New Listings	84	125	48.81%
Average List Price	122,769	134,976	9.94%
Average Sale Price	116,390	127,461	9.51%
Average Percent of List Price to Selling Price	93.17%	93.26%	0.10%
Average Days on Market to Sale	60.51	44.26	-26.85%
End of Month Inventory	286	348	21.68%
Months Supply of Inventory	7.80	8.51	9.04%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **41** Sales/Month  
**Active Inventory** as of May 31, 2018 = **348**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2018 rose **21.68%** to 348 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **8.51** 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 **9.51%** in May 2018 to \$127,461 versus the previous year at \$116,390.

## Average Days on Market Shortens

The average number of **44.26** days that homes spent on the market before selling decreased by 16.25 days or **26.85%** in May 2018 compared to last year's same month at **60.51** DOM.

## Sales Success for May 2018 is Positive

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

There were 125 New Listings in May 2018, up **48.81%** from last year at 84. Furthermore, there were 38 Closed Listings this month versus last year at 49, a **-22.45%** decrease.

Closed versus Listed trends yielded a **30.4%** ratio, down from previous year's, May 2017, at **58.3%**, a **47.89%** 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

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

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

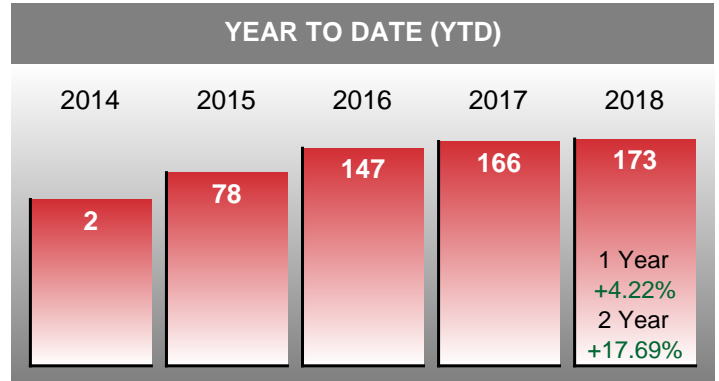
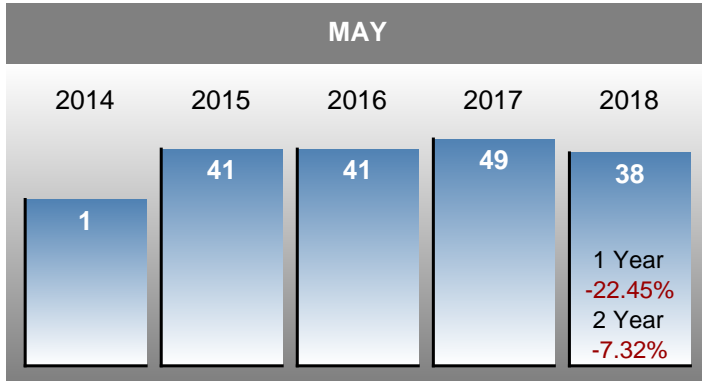
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## CLOSED LISTINGS

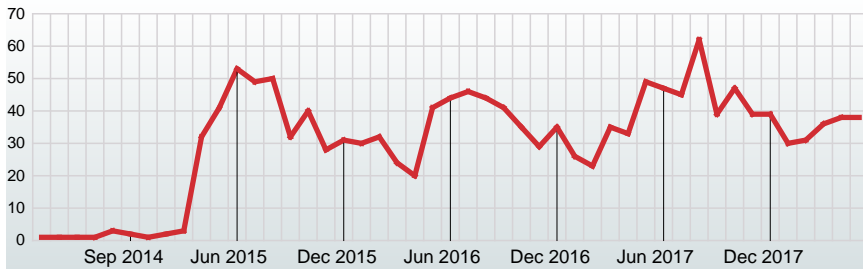
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 34

3 MONTHS



**High**  
Aug 2017 = 62  
**Low**  
Oct 2014 = 1  
*Closed Listings*  
this month at **38**,  
above the 5 yr MAY  
average of **34**

MAR	36
APR	38
MAY	38
5.56%	
0.00%	

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	7.89%	73.3	3	0	0	0
\$10,001 \$60,000	4	10.53%	17.8	2	2	0	0
\$60,001 \$80,000	6	15.79%	55.8	4	2	0	0
\$80,001 \$150,000	9	23.68%	41.2	3	5	0	1
\$150,001 \$190,000	7	18.42%	26.4	0	7	0	0
\$190,001 \$240,000	6	15.79%	35.8	0	4	2	0
\$240,001 and up	3	7.89%	95.0	0	1	2	0
<b>Total Closed Units</b>	<b>38</b>			<b>12</b>	<b>21</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,843,508</b>	<b>100%</b>	<b>44.3</b>	<b>726.50K</b>	<b>3.07M</b>	<b>958.50K</b>	<b>85.00K</b>
<b>Average Closed Price</b>	<b>\$127,461</b>			<b>\$60,542</b>	<b>\$146,358</b>	<b>\$239,625</b>	<b>\$85,000</b>

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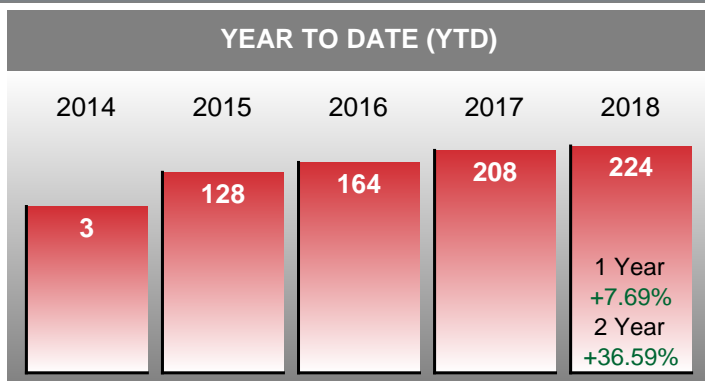
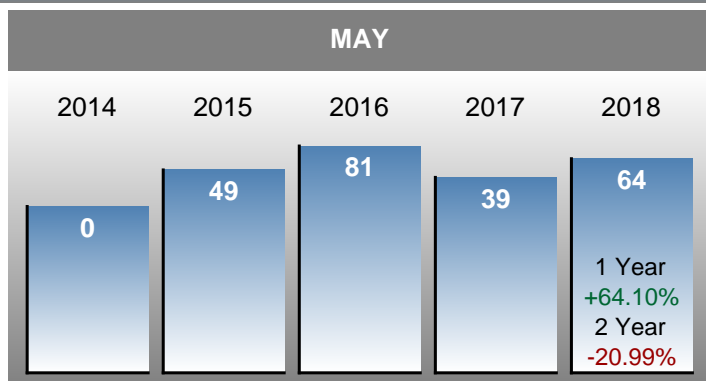
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## PENDING LISTINGS

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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 47

3 MONTHS



**High**  
May 2016 = 81  
**Low**  
Aug 2014 = 1  
*Pending Listings*  
this month at **64**,  
above the 5 yr MAY  
average of 47

**MAY** 43  
**APR** 41  
**APR** -4.65%  
**MAY** 64  
**MAY** 56.10%

### 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	6	9.38%	38.0	4	2	0	0
\$50,001 - \$80,000	7	10.94%	25.4	4	3	0	0
\$80,001 - \$120,000	10	15.63%	15.9	1	9	0	0
\$120,001 - \$170,000	16	25.00%	27.9	3	12	1	0
\$170,001 - \$220,000	10	15.63%	106.4	1	9	0	0
\$220,001 - \$270,000	8	12.50%	57.0	1	4	3	0
\$270,001 and up	7	10.94%	46.0	1	1	5	0
<b>Total Pending Units</b>	<b>64</b>			<b>15</b>	<b>40</b>	<b>9</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>10,172,074</b>	<b>100%</b>	<b>23.8</b>	<b>1.70M</b>	<b>5.92M</b>	<b>2.56M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$149,680</b>			<b>\$113,260</b>	<b>\$147,887</b>	<b>\$284,186</b>	<b>\$0</b>

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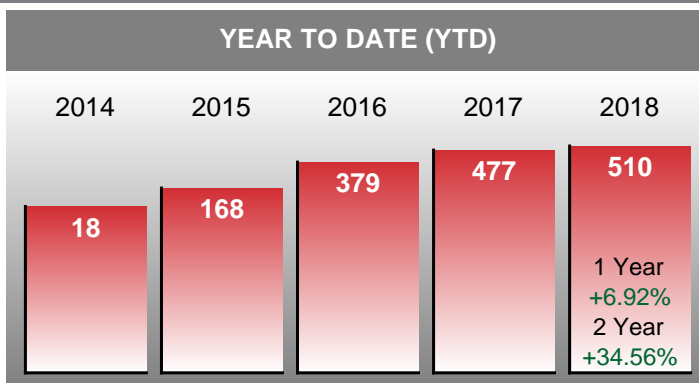
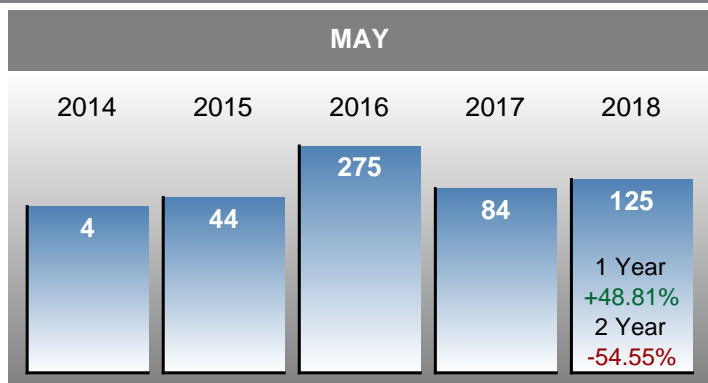
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## NEW LISTINGS

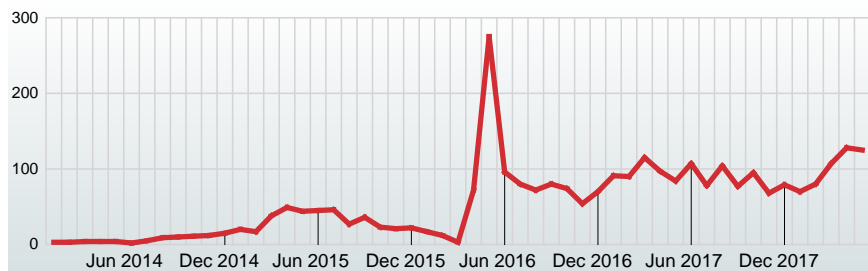
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 106

3 MONTHS



**High**  
May 2016 = 275  
**Low**  
Jun 2014 = 2  
*New Listings*  
this month at **125**,  
above the 5 yr MAY  
average of **106**

MAY	107
APR	128
APR	19.63%
MAY	125
MAY	-2.34%

### 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	10	8.00%	8	2	0	0
\$30,001 - \$70,000	17	13.60%	14	3	0	0
\$70,001 - \$110,000	17	13.60%	7	9	1	0
\$110,001 - \$170,000	34	27.20%	3	26	5	0
\$170,001 - \$220,000	18	14.40%	5	9	3	1
\$220,001 - \$340,000	16	12.80%	1	11	1	3
\$340,001 and up	13	10.40%	2	7	3	1
<b>Total New Listed Units</b>	<b>125</b>		<b>40</b>	<b>67</b>	<b>13</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>22,143,780</b>	<b>100%</b>	<b>4.06M</b>	<b>13.18M</b>	<b>3.42M</b>	<b>1.47M</b>
<b>Average New Listed Listing Price</b>	<b>\$136,000</b>		<b>\$101,578</b>	<b>\$196,734</b>	<b>\$263,431</b>	<b>\$294,980</b>

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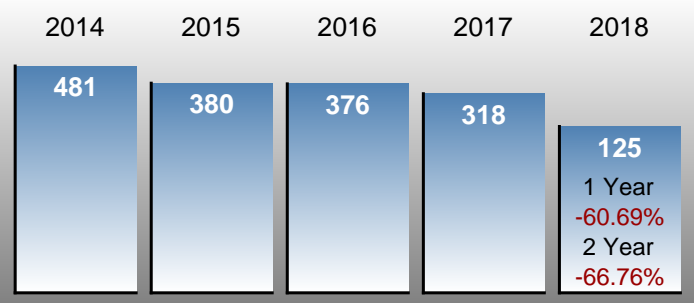
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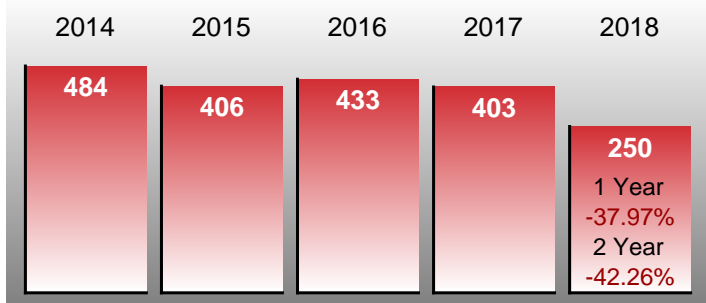
## ACTIVE INVENTORY

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### END OF MAY



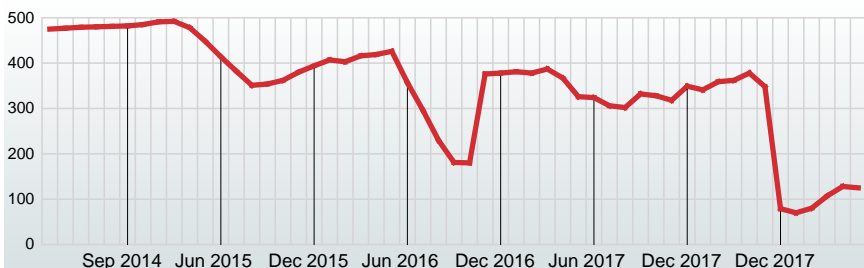
### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 336

3 MONTHS



**High**  
Mar 2015 = 492  
**Low**  
Jan 2018 = 70  
*Inventory*  
this month at **125**,  
below the 5 yr MAY  
average of **336**

**MAR** 362  
**APR** 378  
4.42%  
**MAY** 348  
-7.94%

### 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	21	6.03%	65.5	20	1	0	0
\$25,001 - \$50,000	35	10.06%	70.8	29	6	0	0
\$50,001 - \$75,000	35	10.06%	79.2	19	14	2	0
\$75,001 - \$150,000	101	29.02%	68.9	32	50	17	2
\$150,001 - \$225,000	73	20.98%	62.8	16	45	10	2
\$225,001 - \$350,000	49	14.08%	61.6	7	22	17	3
\$350,001 and up	34	9.77%	68.7	7	15	5	7
<b>Total Active Inventory by Units</b>	<b>348</b>			<b>130</b>	<b>153</b>	<b>51</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>63,844,750</b>	<b>100%</b>	<b>67.6</b>	<b>16.68M</b>	<b>29.12M</b>	<b>12.20M</b>	<b>5.84M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$183,462</b>			<b>\$128,337</b>	<b>\$190,344</b>	<b>\$239,225</b>	<b>\$416,986</b>

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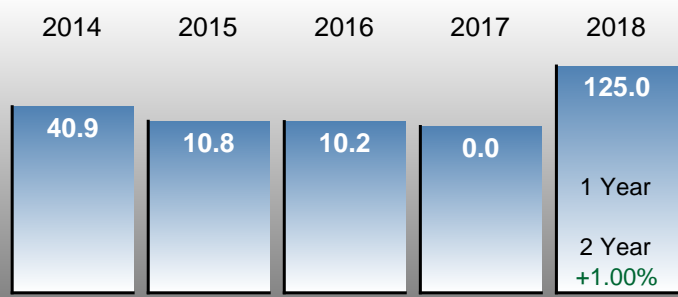
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## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR MAY



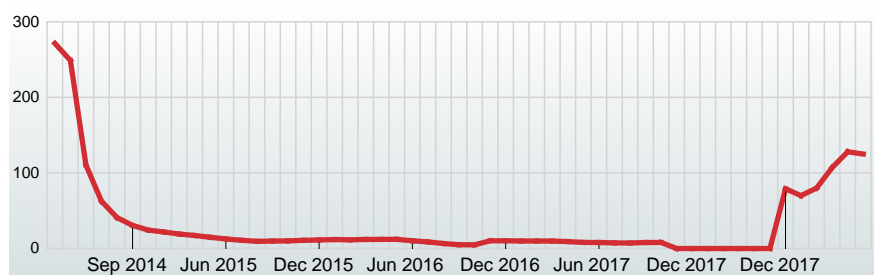
### INDICATORS FOR MAY 2018

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 MAY AVG = 37.4

3 MONTHS



**High**  
Apr 2014 = 271.4  
**Low**  
May 2018 = 0.0  
*Months Supply*  
this month at **125.0**,  
above the 5 yr MAY  
average of **37.4**

M A R	0.0
A P R	0.0
M A Y	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	30	8.62%	8.4	9.3	4.5	0.0	0.0
\$30,001 \$60,000	41	11.78%	6.4	9.1	4.1	2.4	0.0
\$60,001 \$90,000	45	12.93%	6.7	13.8	4.3	5.5	0.0
\$90,001 \$160,000	93	26.72%	6.9	15.6	5.0	10.4	0.0
\$160,001 \$230,000	59	16.95%	8.6	18.0	8.4	6.0	8.0
\$230,001 \$350,000	46	13.22%	14.2	0.0	9.7	15.0	36.0
\$350,001 and up	34	9.77%	51.0	28.0	180.0	15.0	0.0
Market Supply of Inventory (MSI)	8.5	100%	8.5	12.7	6.3	8.6	28.0
Total Active Inventory by Units	348			130	153	51	14

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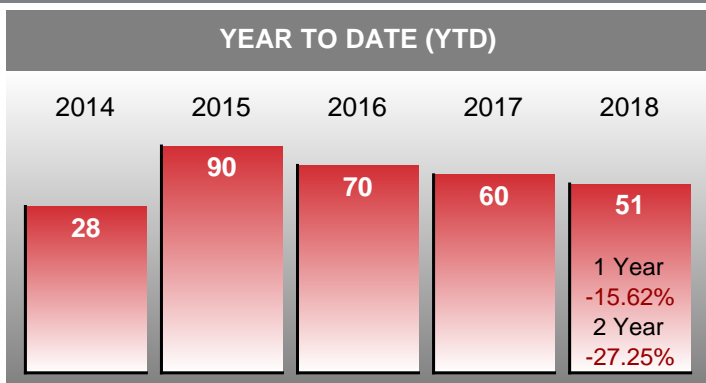
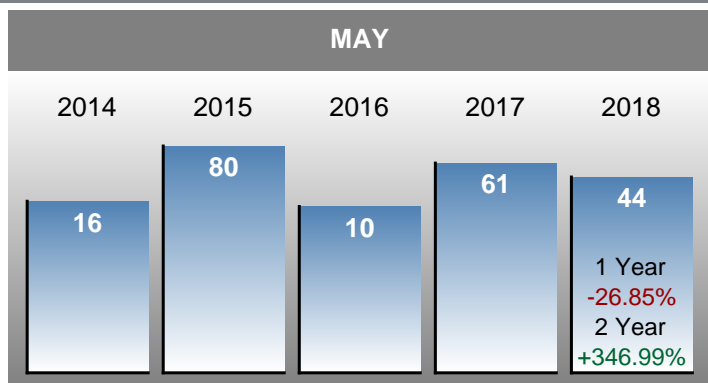
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## AVERAGE DAYS ON MARKET TO SALE

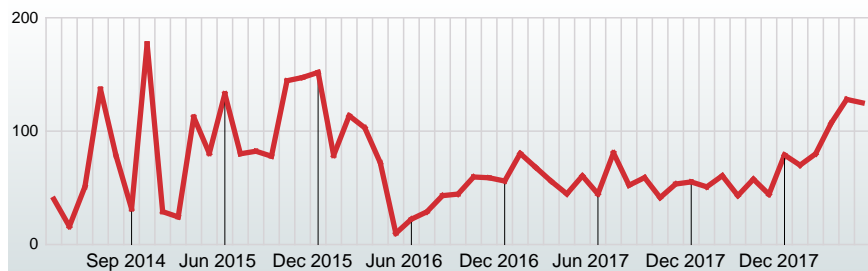
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 42

3 MONTHS



**High**  
Oct 2014 = 177  
**Low**  
May 2016 = 10

Average Days on Market this month at **44**, above the 5 yr MAY average of **42**

MAR	43
APR	58
MAY	44
YTD	-23.20%

### 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
\$10,000 and less	3	7.89%	73.3	73.3	0.0	0.0	0.0
\$10,001 - \$60,000	4	10.53%	17.8	29.5	6.0	0.0	0.0
\$60,001 - \$80,000	6	15.79%	55.8	46.5	74.5	0.0	0.0
\$80,001 - \$150,000	9	23.68%	41.2	5.7	45.6	0.0	126.0
\$150,001 - \$190,000	7	18.42%	26.4	0.0	26.4	0.0	0.0
\$190,001 - \$240,000	6	15.79%	35.8	0.0	44.5	18.5	0.0
\$240,001 and up	3	7.89%	95.0	0.0	58.0	113.5	0.0
<b>Average Closed DOM</b>			<b>44.3</b>	<b>40.2</b>	<b>38.6</b>	<b>66.0</b>	<b>126.0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>44.3</b>	<b>12</b>	<b>21</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>4,843,508</b>	<b>726.50K</b>	<b>3.07M</b>	<b>958.50K</b>	<b>85.00K</b>

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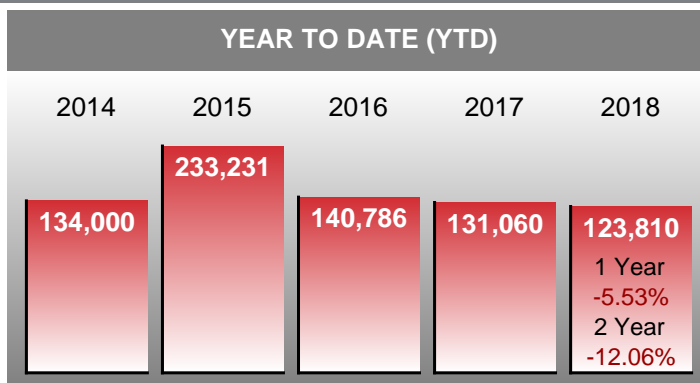
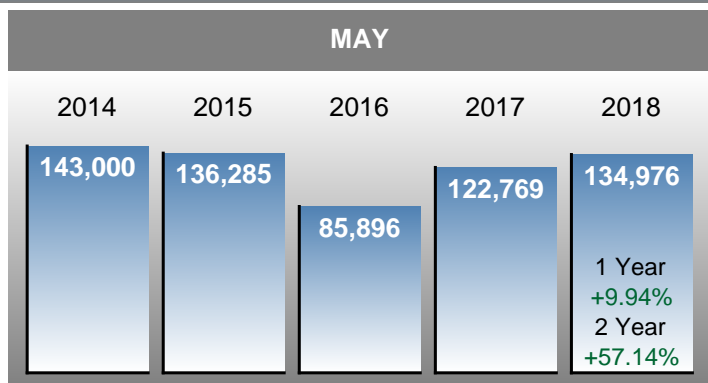
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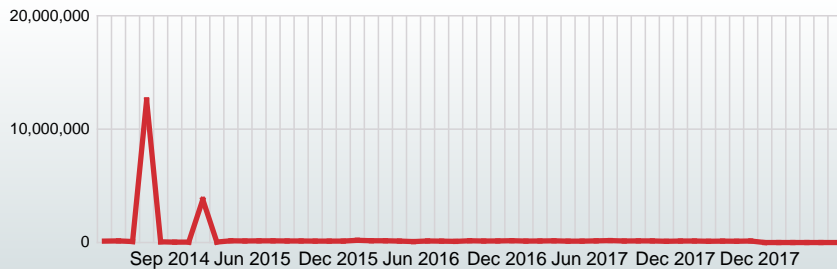
## AVERAGE LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr MAY AVG = 124,586**      **3 MONTHS**



**High**  
Jul 2014 = 12,565,000  
**Low**  
Jan 2018 = 70  
*Average List Price*  
this month at **134,976**,  
above the 5 yr MAY  
average of **124,586**

MAY	125,194
APR	112,729
<b>-9.96%</b>	
MAY	134,976
<b>19.74%</b>	

### 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
\$10,000 and less	1	2.63%	4,000	9,667	0	0	0
\$10,001 - \$60,000	7	18.42%	30,686	33,500	31,450	0	0
\$60,001 - \$80,000	3	7.89%	72,300	72,325	97,450	0	0
\$80,001 - \$150,000	11	28.95%	117,618	119,000	125,980	0	99,500
\$150,001 - \$190,000	6	15.79%	165,217	0	169,471	0	0
\$190,001 - \$240,000	5	13.16%	207,560	0	216,350	256,950	0
\$240,001 and up	5	13.16%	274,100	0	267,500	283,250	0
<b>Average List Price</b>			<b>134,976</b>	<b>61,858</b>	<b>152,710</b>	<b>270,100</b>	<b>99,500</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>134,976</b>	<b>12</b>	<b>21</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>				<b>742.30K</b>	<b>3.21M</b>	<b>1.08M</b>	<b>99.50K</b>

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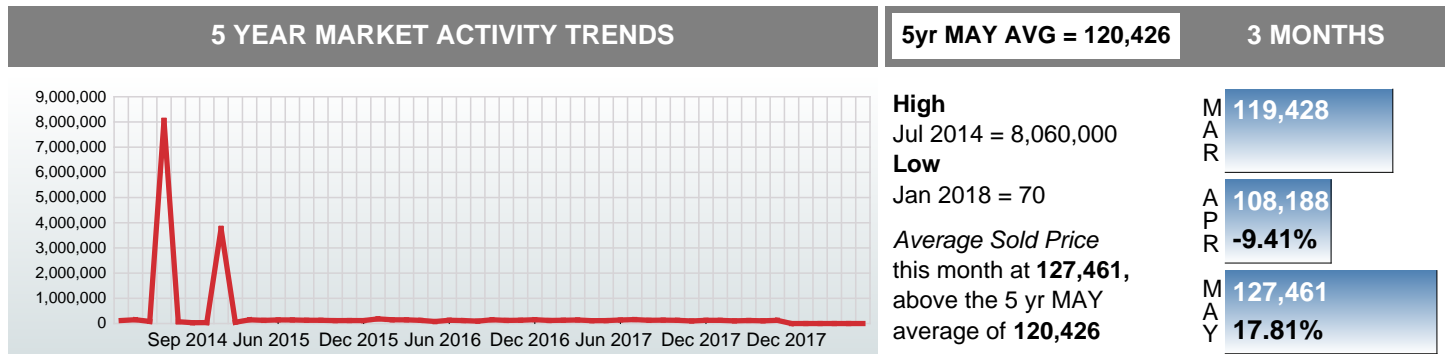
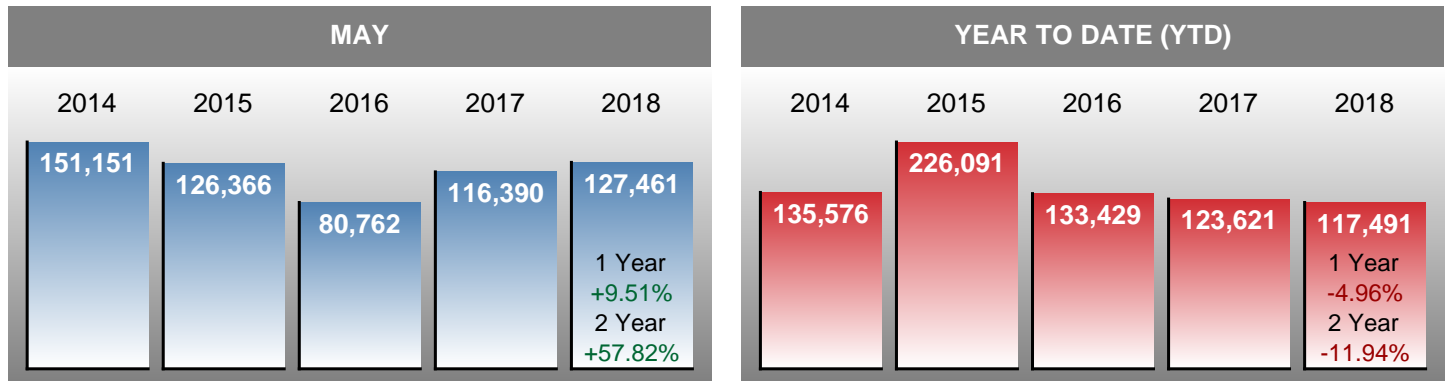
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## AVERAGE SOLD PRICE AT CLOSING

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## 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
\$10,000 and less	3	7.89%	7,333	7,333	0	0	0
\$10,001 - \$60,000	4	10.53%	30,000	30,000	30,000	0	0
\$60,001 - \$80,000	6	15.79%	71,893	71,875	71,929	0	0
\$80,001 - \$150,000	9	23.68%	115,778	119,000	120,000	0	85,000
\$150,001 - \$190,000	7	18.42%	166,414	0	166,414	0	0
\$190,001 - \$240,000	6	15.79%	210,792	0	212,438	207,500	0
\$240,001 and up	3	7.89%	266,167	0	255,000	271,750	0
<b>Average Sold Price</b>			<b>127,461</b>	<b>60,542</b>	<b>146,358</b>	<b>239,625</b>	<b>85,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>127,461</b>	<b>12</b>	<b>21</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>4,843,508</b>	<b>726.50K</b>	<b>3.07M</b>	<b>958.50K</b>	<b>85.00K</b>

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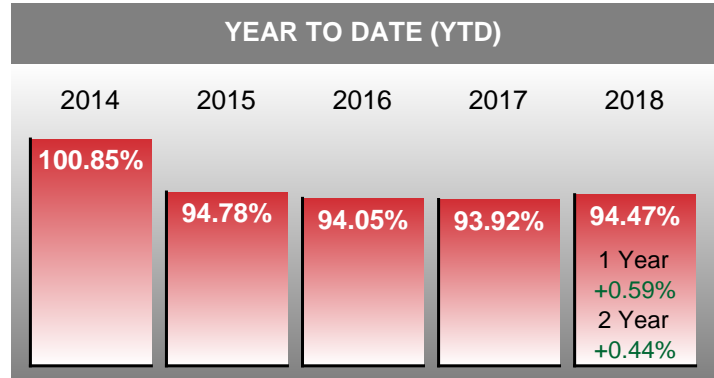
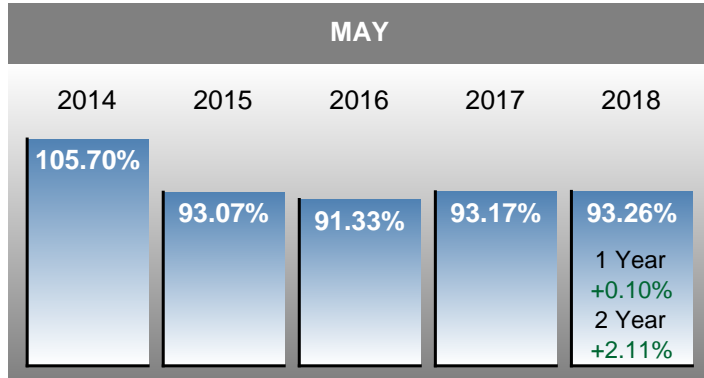
# May 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

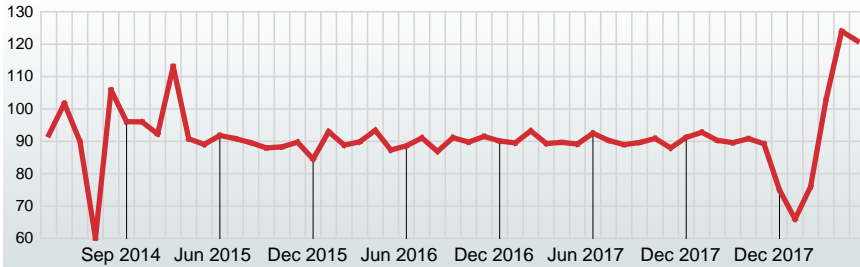


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 95.31%

3 MONTHS

**High**  
Apr 2018 = 128.00%

**Low**  
Jul 2014 = 64.15%

Average Sold/List Ratio  
this month at **93.26%**,  
below the 5 yr MAY  
average of **95.31%**

MAR **93.59%**

APR **94.82%**

MAY **93.26%**  
-1.64%

## 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
\$10,000 and less	3	7.89%	75.67%	75.67%	0.00%	0.00%	0.00%
\$10,001 \$60,000	4	10.53%	91.25%	87.34%	95.15%	0.00%	0.00%
\$60,001 \$80,000	6	15.79%	92.92%	101.02%	76.72%	0.00%	0.00%
\$80,001 \$150,000	9	23.68%	95.62%	100.00%	95.03%	0.00%	85.43%
\$150,001 \$190,000	7	18.42%	98.35%	0.00%	98.35%	0.00%	0.00%
\$190,001 \$240,000	6	15.79%	93.05%	0.00%	98.26%	82.65%	0.00%
\$240,001 and up	3	7.89%	95.69%	0.00%	95.33%	95.88%	0.00%
<b>Average Sold/List Ratio</b>			<b>93.30%</b>	<b>92.15%</b>	<b>95.03%</b>	<b>89.26%</b>	<b>85.43%</b>
<b>Total Closed Units</b>	<b>38</b>	<b>100%</b>	<b>93.30%</b>	<b>12</b>	<b>21</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,843,508</b>			<b>726.50K</b>	<b>3.07M</b>	<b>958.50K</b>	<b>85.00K</b>

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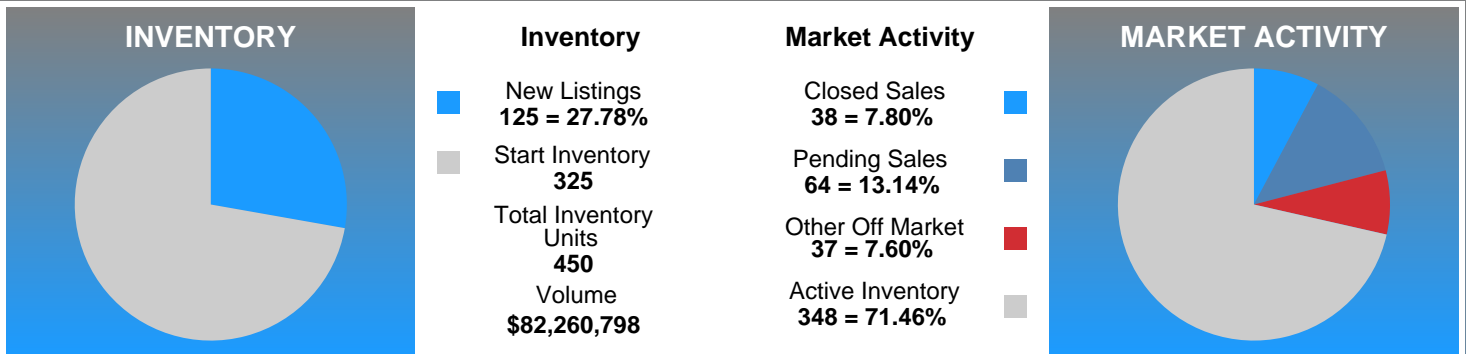
# May 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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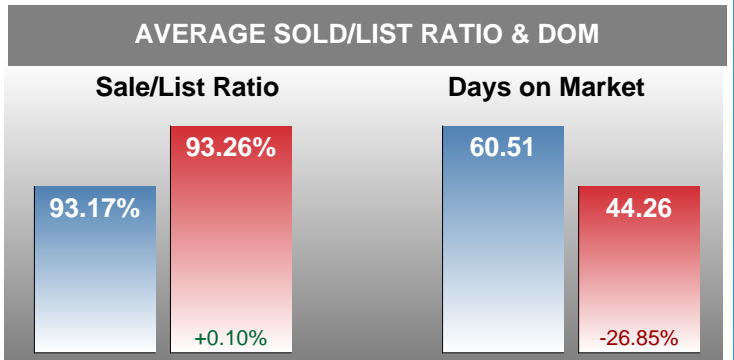
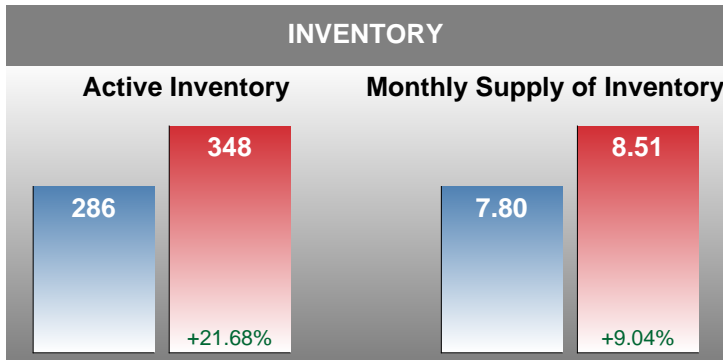
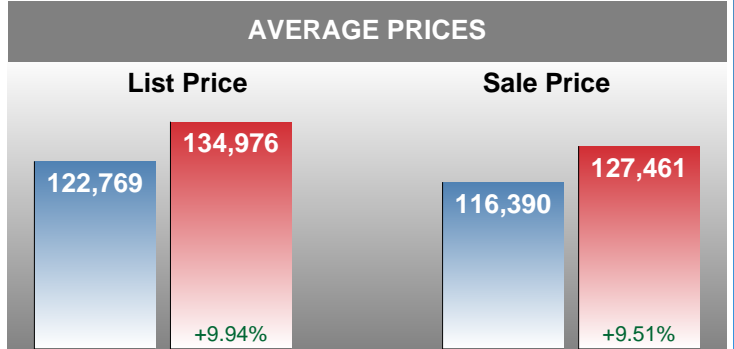
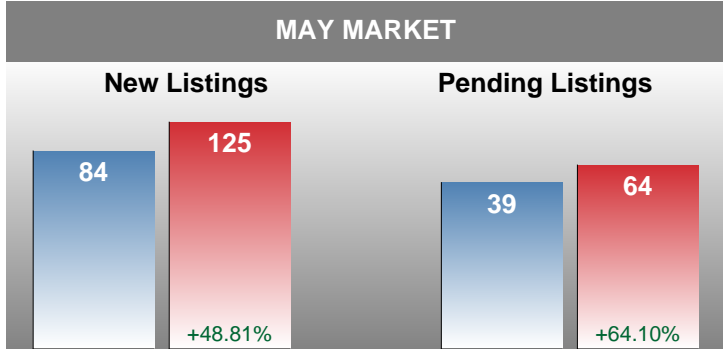


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	49	38	-22.45%	166	173	4.22%
Pending Sales	39	64	64.10%	208	224	7.69%
New Listings	84	125	48.81%	477	510	6.92%
Average List Price	122,769	134,976	9.94%	131,060	123,810	-5.53%
Average Sale Price	116,390	127,461	9.51%	123,621	117,491	-4.96%
Average Percent of Selling Price to List Price	93.17%	93.26%	0.10%	93.92%	94.47%	0.59%
Average Days on Market to Sale	60.51	44.26	-26.85%	60.49	51.05	-15.62%
Monthly Inventory	286	348	21.68%	286	348	21.68%
Months Supply of Inventory	7.80	8.51	9.04%	7.80	8.51	9.04%

**Absorption:** Last 12 months, an Average of **41** Sales/Month

**Inventory on May 31, 2018 = 348**

2017 2018



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