

April 2019



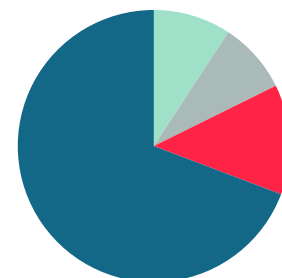
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	April 2019	+/-%
Closed Listings	11	12	9.09%
Pending Listings	16	11	-31.25%
New Listings	23	23	0.00%
Median List Price	70,000	99,900	42.71%
Median Sale Price	58,800	92,500	57.31%
Median Percent of Selling Price to List Price	92.31%	96.69%	4.74%
Median Days on Market to Sale	45.00	11.50	-74.44%
End of Month Inventory	92	90	-2.17%
Months Supply of Inventory	8.43	8.93	5.91%



■ Closed (9.23%)
■ Pending (8.46%)
■ Other OffMarket (13.08%)
■ Active (69.23%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of April 30, 2019 = **90**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **2.17%** to 90 existing homes available for sale. Over the last 12 months this area has had an average of 10 closed sales per month. This represents an unsold inventory index of **8.93** 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 **57.31%** in April 2019 to \$92,500 versus the previous year at \$58,800.

Median Days on Market Shortens

The median number of **11.50** days that homes spent on the market before selling decreased by 33.50 days or **74.44%** in April 2019 compared to last year's same month at **45.00** DOM.

Sales Success for April 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 23 New Listings in April 2019, down **0.00%** from last year at 23. Furthermore, there were 12 Closed Listings this month versus last year at 11, a **9.09%** increase.

Closed versus Listed trends yielded a **52.2%** ratio, up from previous year's, April 2018, at **47.8%**, a **9.09%** 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

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

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.

April 2019



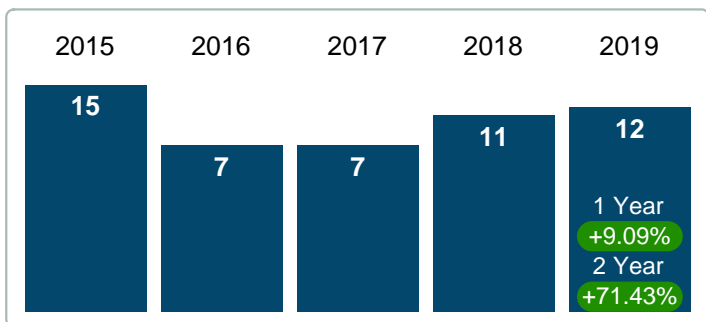
Area Delimited by County Of Sequoyah - Residential Property Type



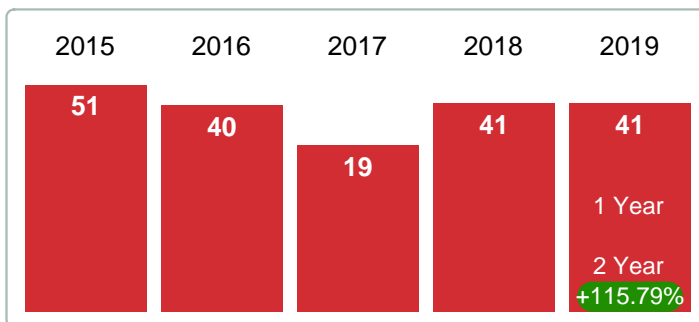
CLOSED LISTINGS

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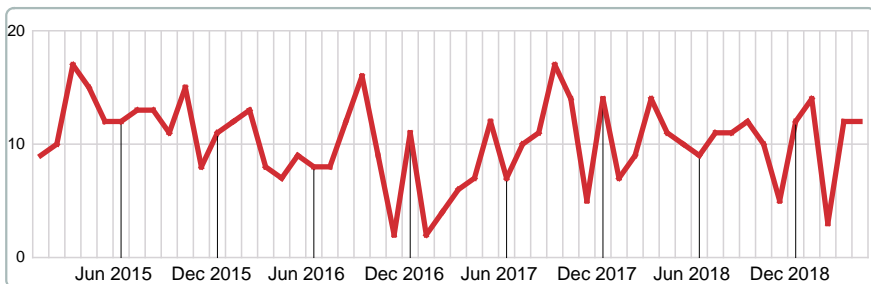
APRIL



YEAR TO DATE (YTD)

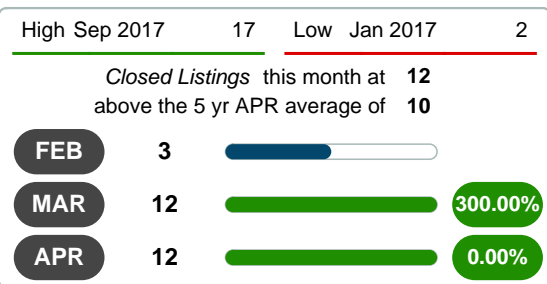


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 10



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	8.33%	12.0	0	1	0	0
\$30,001 - \$40,000	1	8.33%	6.0	0	1	0	0
\$40,001 - \$50,000	1	8.33%	23.0	0	1	0	0
\$50,001 - \$130,000	4	33.33%	12.5	1	3	0	0
\$130,001 - \$160,000	3	25.00%	11.0	0	3	0	0
\$160,001 - \$160,000	0	0.00%	11.0	0	0	0	0
\$160,001 and up	2	16.67%	13.5	0	2	0	0
Total Closed Units	12			1	11	0	0
Total Closed Volume	1,462,605	100%	11.5	57.00K	1.41M	0.00B	0.00B
Median Closed Price	\$92,500			\$57,000	\$110,000	\$0	\$0

April 2019



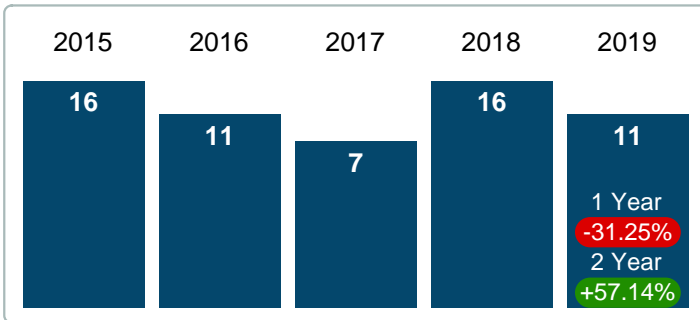
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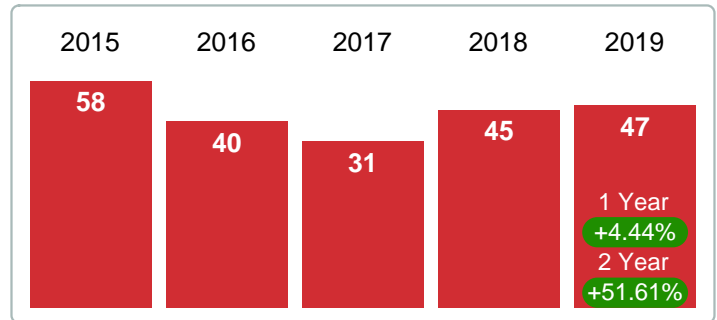
PENDING LISTINGS

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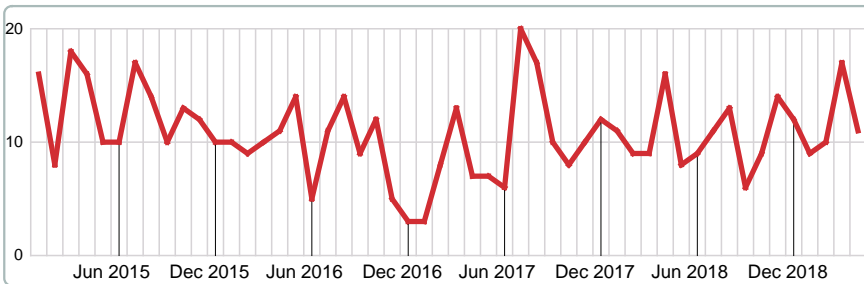
APRIL



YEAR TO DATE (YTD)

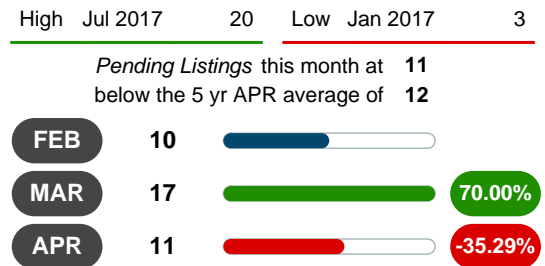


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 12



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	1	9.09%	8.0	0	1	0	0
\$40,001 - \$40,000	0	0.00%	8.0	0	0	0	0
\$40,001 - \$50,000	2	18.18%	19.0	1	1	0	0
\$50,001 - \$80,000	4	36.36%	32.5	1	2	1	0
\$80,001 - \$170,000	1	9.09%	87.0	0	1	0	0
\$170,001 - \$240,000	1	9.09%	174.0	0	0	1	0
\$240,001 and up	2	18.18%	90.0	1	0	1	0
Total Pending Units	11			3	5	3	0
Total Pending Volume	1,361,900	100%	34.0	519.00K	337.10K	505.80K	0.00B
Median Listing Price	\$69,900			\$55,000	\$55,000	\$175,900	\$0

April 2019



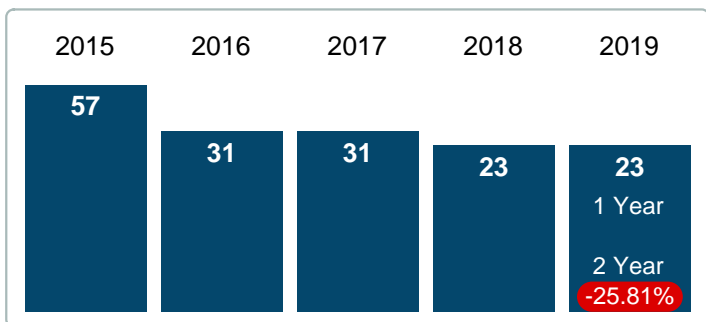
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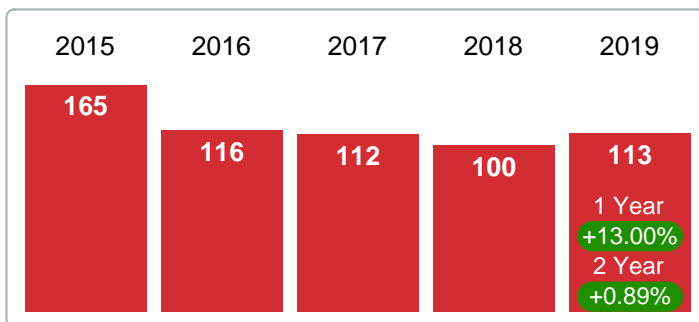
NEW LISTINGS

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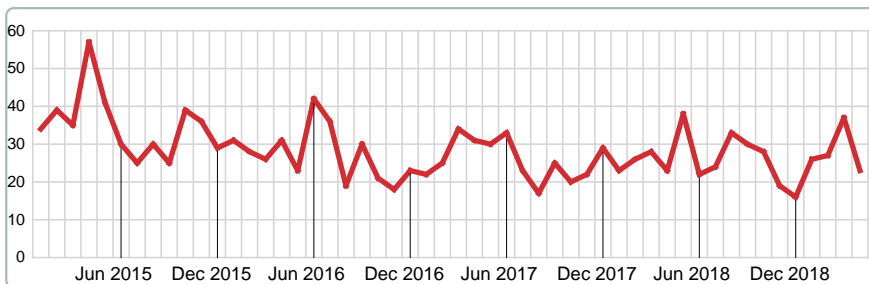
APRIL



YEAR TO DATE (YTD)

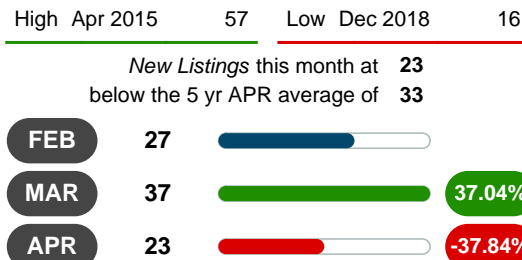


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 33



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	0	0.00%	0	0	0	0
\$20,001 - \$50,000	5	21.74%	2	3	0	0
\$50,001 - \$70,000	3	13.04%	2	1	0	0
\$70,001 - \$140,000	6	26.09%	1	3	2	0
\$140,001 - \$240,000	4	17.39%	1	0	2	1
\$240,001 - \$480,000	3	13.04%	0	0	3	0
\$480,001 and up	2	8.70%	0	0	2	0
Total New Listed Units	23		6	7	9	1
Total New Listed Volume	3,905,200	100%	432.30K	551.20K	2.77M	149.90K
Median New Listed Listing Price	\$115,500		\$64,750	\$55,000	\$283,900	\$149,900

April 2019



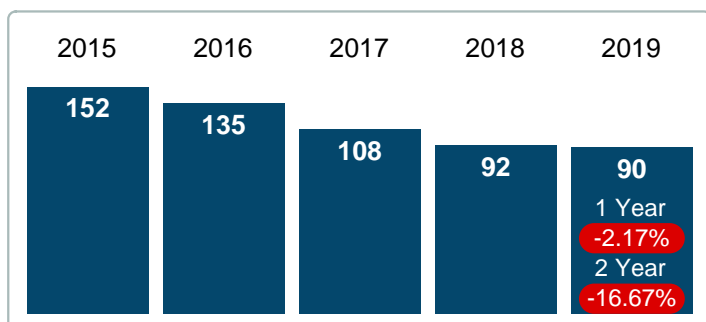
Area Delimited by County Of Sequoyah - Residential Property Type



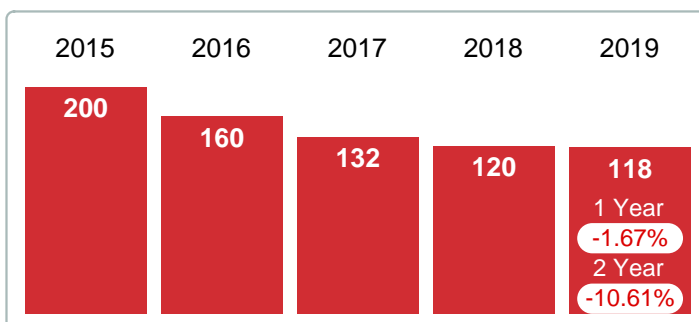
ACTIVE INVENTORY

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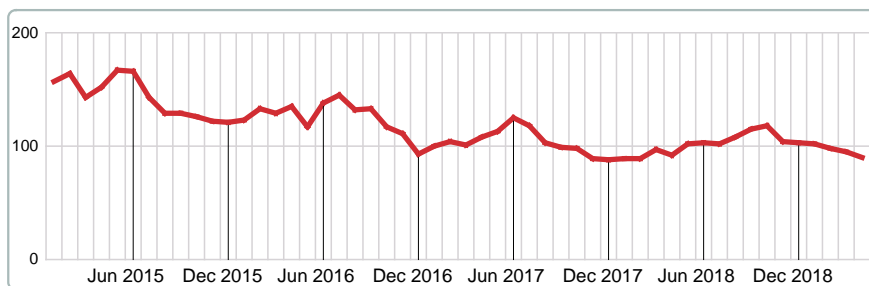
END OF APRIL



ACTIVE DURING APRIL

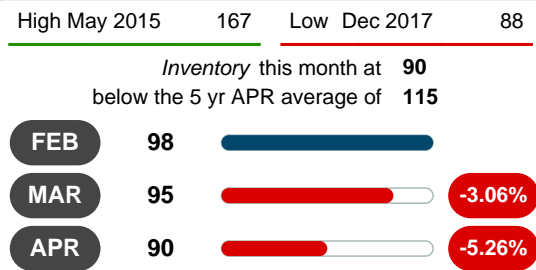


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 115



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.44%	33.5	1	3	0	0
\$25,001 - \$50,000	8	8.89%	39.5	2	5	1	0
\$50,001 - \$100,000	18	20.00%	64.5	6	9	3	0
\$100,001 - \$225,000	26	28.89%	47.5	4	16	5	1
\$225,001 - \$275,000	10	11.11%	59.5	3	1	5	1
\$275,001 - \$525,000	15	16.67%	83.0	0	8	5	2
\$525,001 and up	9	10.00%	76.0	1	1	4	3
Total Active Inventory by Units	90			17	43	23	7
Total Active Inventory by Volume	20,310,720	100%	58.0	2.89M	6.94M	6.66M	3.83M
Median Active Inventory Listing Price	\$159,450			\$82,500	\$117,750	\$240,000	\$440,000

April 2019



Area Delimited by County Of Sequoyah - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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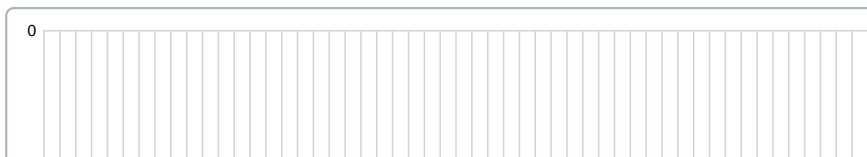
MSI FOR APRIL

2015	2016	2017	2018	2019
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INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
90	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 APR AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.44%	6.00	6.00	6.00	0.00	0.00
\$25,001 - \$50,000	8	8.89%	3.84	3.43	3.53	12.00	0.00
\$50,001 - \$100,000	18	20.00%	5.14	12.00	3.27	12.00	0.00
\$100,001 - \$225,000	26	28.89%	7.80	9.60	6.19	30.00	6.00
\$225,001 - \$275,000	10	11.11%	24.00	0.00	12.00	60.00	4.00
\$275,001 - \$525,000	15	16.67%	180.00	0.00	96.00	0.00	0.00
\$525,001 and up	9	10.00%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)		8.93		10.20	5.80	39.43	16.80
Total Active Inventory by Units		90	100%	17	43	23	7

April 2019



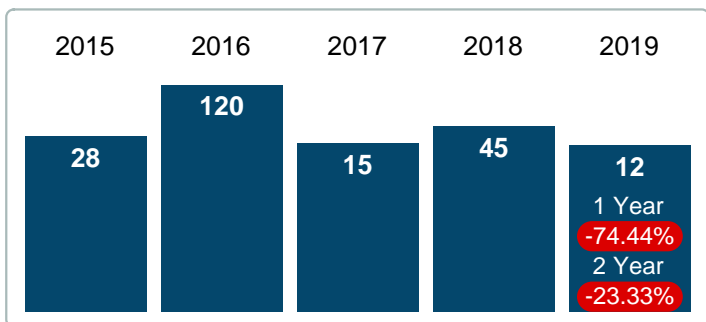
Area Delimited by County Of Sequoyah - Residential Property Type



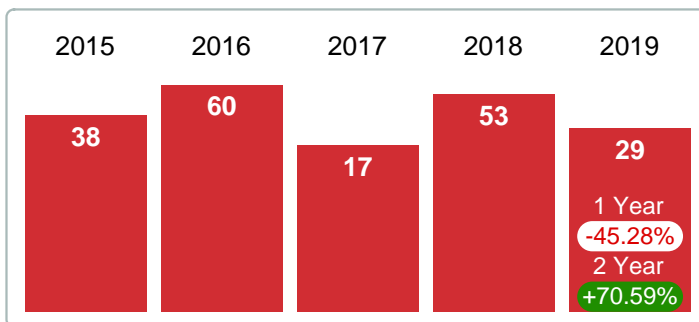
MEDIAN DAYS ON MARKET TO SALE

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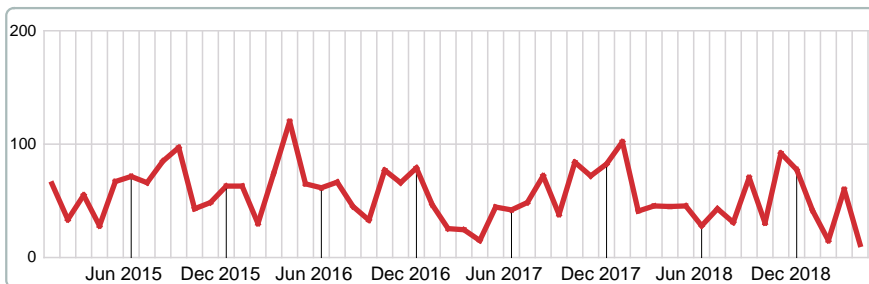
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

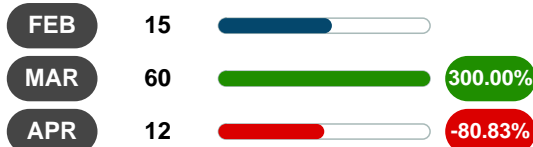


3 MONTHS

5 year APR AVG = 44

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 12 below the 5 yr APR average of 44



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
\$30,000 and less	8.33%	12	0	12	0	0
\$30,001 - \$40,000	8.33%	6	0	6	0	0
\$40,001 - \$50,000	8.33%	23	0	23	0	0
\$50,001 - \$130,000	33.33%	13	53	10	0	0
\$130,001 - \$160,000	25.00%	11	0	11	0	0
\$160,001 - \$160,000	0.00%	11	0	0	0	0
\$160,001 and up	16.67%	14	0	14	0	0
Median Closed DOM		12		53	11	0
Total Closed Units	100%	11.5	1	11		
Total Closed Volume		1,462,605	57.00K	1.41M	0.00B	0.00B

April 2019



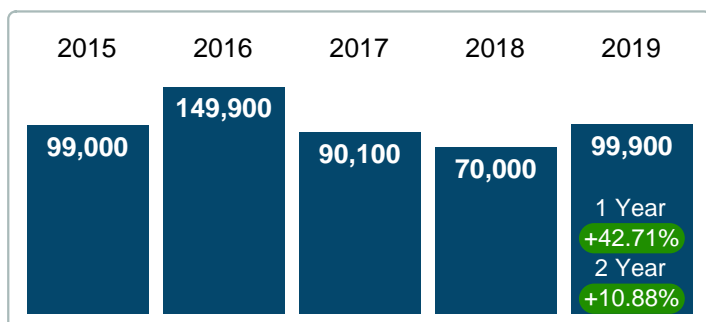
Area Delimited by County Of Sequoyah - Residential Property Type



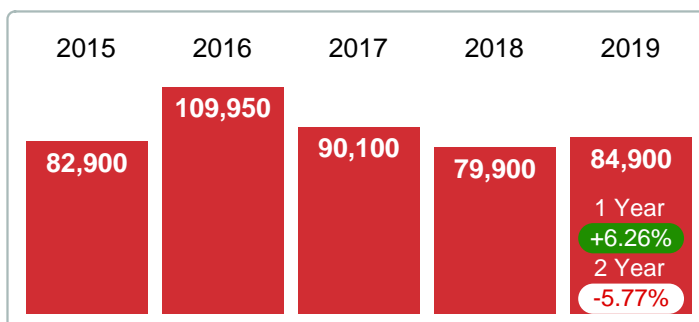
MEDIAN LIST PRICE AT CLOSING

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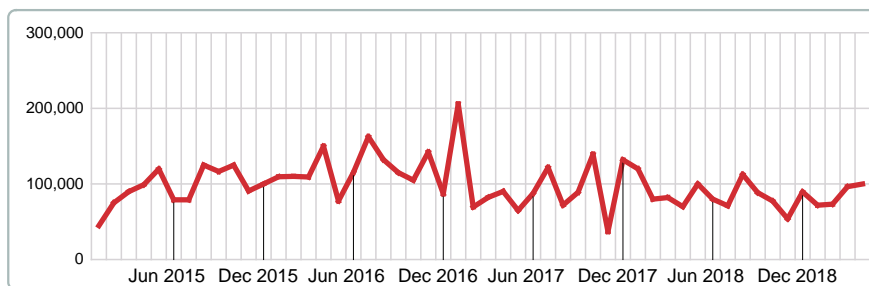
APRIL



YEAR TO DATE (YTD)

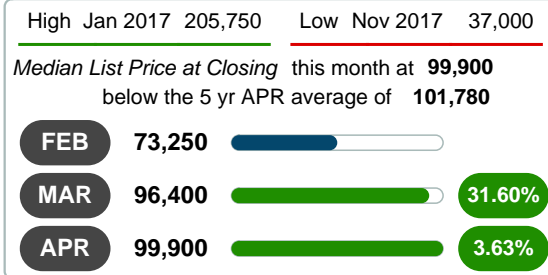


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 101,780



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
\$30,000 and less	0.00%	14	0	0	0	0
\$30,001 - \$40,000	16.67%	36,250	0	36,250	0	0
\$40,001 - \$50,000	8.33%	40,800	0	40,800	0	0
\$50,001 - \$130,000	41.67%	79,900	58,500	99,900	0	0
\$130,001 - \$160,000	16.67%	149,950	0	149,950	0	0
\$160,001 - \$160,000	0.00%	149,950	0	0	0	0
\$160,001 and up	16.67%	327,500	0	327,500	0	0
Median List Price		99,900	58,500	119,900	0	0
Total Closed Units	100%	99,900	1	11		
Total Closed Volume		1,511,400	58.50K	1.45M	0.00B	0.00B

April 2019



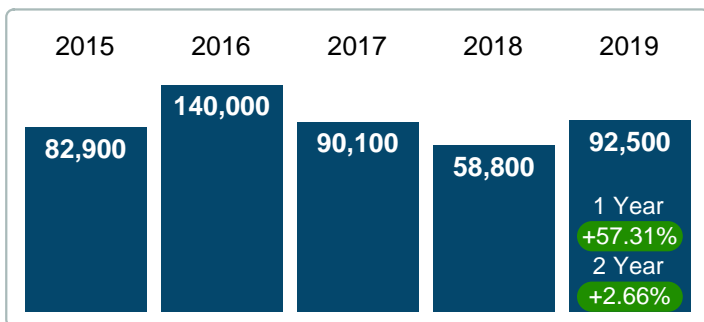
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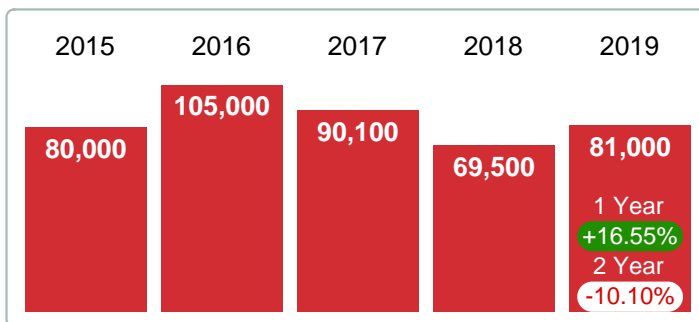
MEDIAN SOLD PRICE AT CLOSING

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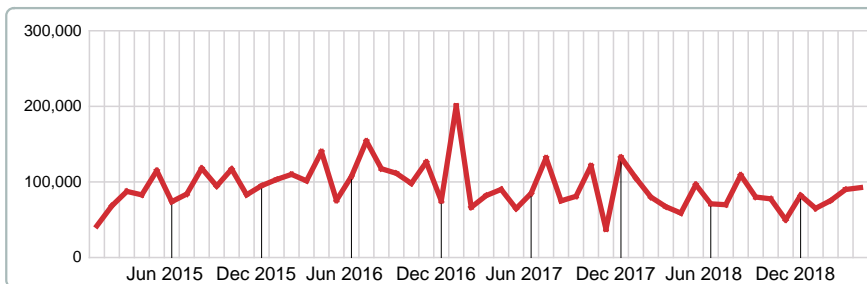
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

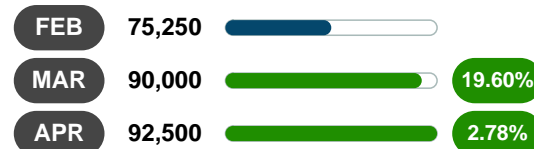


3 MONTHS

5 year APR AVG = 92,860

High Jan 2017 200,750 Low Nov 2017 37,500

Median Sold Price at Closing this month at **92,500**
below the 5 yr APR average of **92,860**



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
\$30,000 and less	1	8.33%	27,100	0	27,100	0	0
\$30,001 - \$40,000	1	8.33%	38,000	0	38,000	0	0
\$40,001 - \$50,000	1	8.33%	40,600	0	40,600	0	0
\$50,001 - \$130,000	4	33.33%	66,000	57,000	75,000	0	0
\$130,001 - \$160,000	3	25.00%	135,000	0	135,000	0	0
\$160,001 - \$160,000	0	0.00%	135,000	0	0	0	0
\$160,001 and up	2	16.67%	316,000	0	316,000	0	0
Median Sold Price			92,500	57,000	110,000	0	0
Total Closed Units		100%	92,500	1	11		
Total Closed Volume			1,462,605	57.00K	1.41M	0.00B	0.00B

April 2019



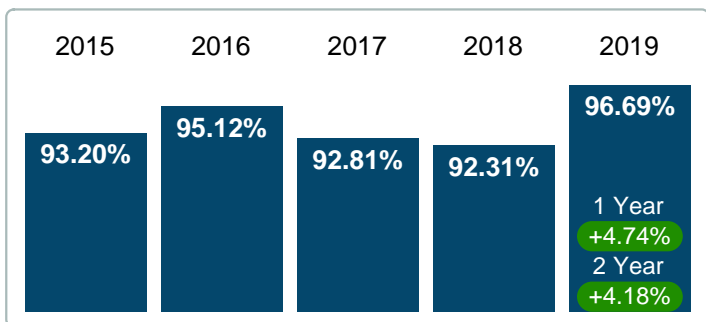
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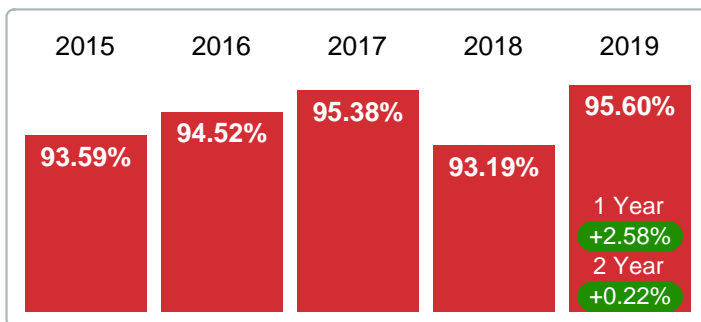
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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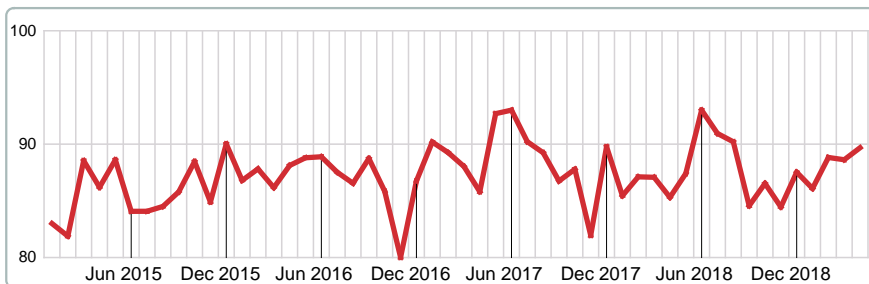
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

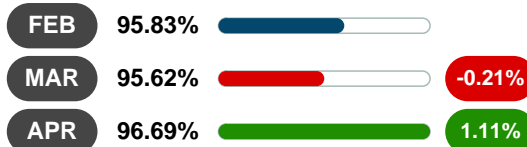


3 MONTHS

5 year APR AVG = 94.02%

High Jun 2018 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **96.69%**
above the 5 yr APR average of **94.02%**



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
\$30,000 and less	1	8.33%	75.28%	0.00%	75.28%	0.00%	0.00%
\$30,001 - \$40,000	1	8.33%	69.09%	0.00%	69.09%	0.00%	0.00%
\$40,001 - \$50,000	1	8.33%	111.23%	0.00%	111.23%	0.00%	0.00%
\$50,001 - \$130,000	4	33.33%	95.65%	97.44%	93.87%	0.00%	0.00%
\$130,001 - \$160,000	3	25.00%	100.00%	0.00%	100.00%	0.00%	0.00%
\$160,001 - \$160,000	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$160,001 and up	2	16.67%	96.15%	0.00%	96.15%	0.00%	0.00%
Median Sold/List Ratio		96.69%		97.44%	96.50%	0.00%	0.00%
Total Closed Units		12	100%	1	11		
Total Closed Volume		1,462,605		57.00K	1.41M	0.00B	0.00B

April 2019



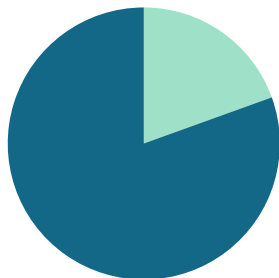
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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INVENTORY

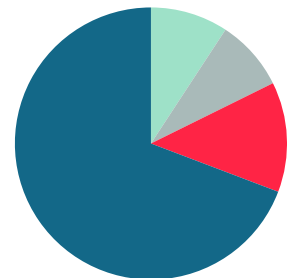


Inventory
 New Listings
23 = 19.49%
 Start Inventory
95
 Total Inventory Units
118
 Volume
\$25,737,920

Market Activity

Closed Sales
12 = 9.23%
 Pending Sales
11 = 8.46%
 Other Off Market
17 = 13.08%
 Active Inventory
90 = 69.23%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	11	12	9.09%	41	41	0.00%
Pending Sales	16	11	-31.25%	45	47	4.44%
New Listings	23	23	0.00%	100	113	13.00%
Median List Price	70,000	99,900	42.71%	79,900	84,900	6.26%
Median Sale Price	58,800	92,500	57.31%	69,500	81,000	16.55%
Median Percent of Selling Price to List Price	92.31%	96.69%	4.74%	93.19%	95.60%	2.58%
Median Days on Market to Sale	45.00	11.50	-74.44%	53.00	29.00	-45.28%
Monthly Inventory	92	90	-2.17%	92	90	-2.17%
Months Supply of Inventory	8.43	8.93	5.91%	8.43	8.93	5.91%

Absorption: Last 12 months, an Average of **10** Sales/Month

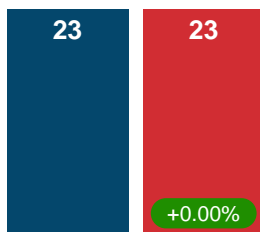
Inventory on April 30, 2019 = **90**

2018 **2019**

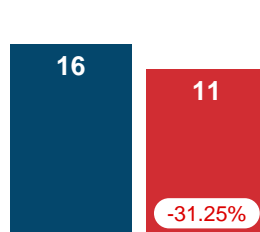
APRIL MARKET

MEDIAN PRICES

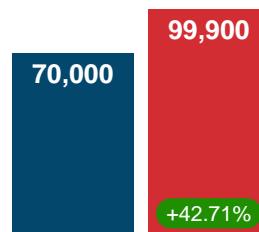
New Listings



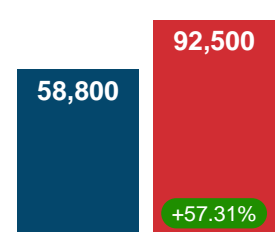
Pending Listings



List Price



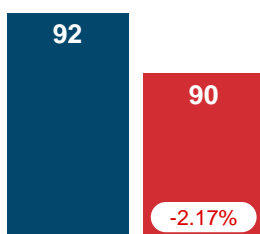
Sale Price



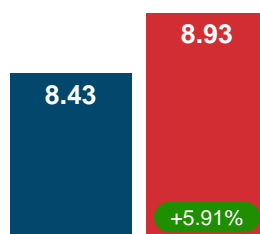
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

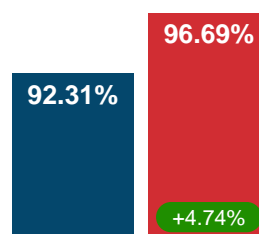
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

