

# February 2019



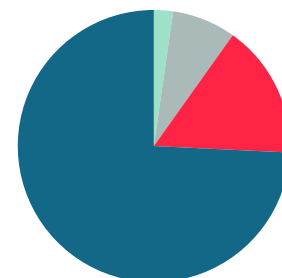
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	February 2019	+/-%
Closed Listings	9	3	-66.67%
Pending Listings	9	10	11.11%
New Listings	26	27	3.85%
Average List Price	189,122	88,283	-53.32%
Average Sale Price	169,594	86,083	-49.24%
Average Percent of Selling Price to List Price	92.69%	97.98%	5.71%
Average Days on Market to Sale	52.56	21.00	-60.04%
End of Month Inventory	89	98	10.11%
Months Supply of Inventory	8.97	9.64	7.40%



■ Closed (2.27%)  
■ Pending (7.58%)  
■ Other OffMarket (15.91%)  
■ Active (74.24%)

**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of February 28, 2019 = **98**

### Analysis Wrap-Up

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

The total housing inventory at the end of February 2019 rose **10.11%** to 98 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 **9.64** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **49.24%** in February 2019 to \$86,083 versus the previous year at \$169,594.

#### Average Days on Market Shortens

The average number of **21.00** days that homes spent on the market before selling decreased by 31.56 days or **60.04%** in February 2019 compared to last year's same month at **52.56** DOM.

#### Sales Success for February 2019 is Positive

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

There were 27 New Listings in February 2019, up **3.85%** from last year at 26. Furthermore, there were 3 Closed Listings this month versus last year at 9, a **-66.67%** decrease.

Closed versus Listed trends yielded a **11.1%** ratio, down from previous year's, February 2018, at **34.6%**, a **67.90%** downswing. This will certainly create pressure on an increasing Monthly 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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.

# February 2019



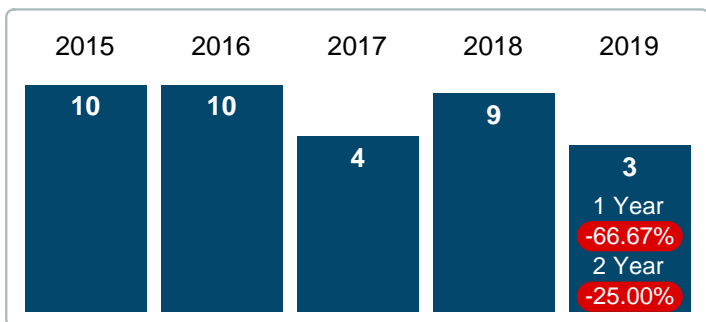
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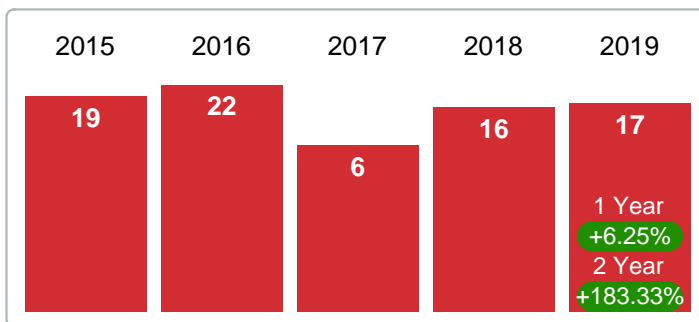
## CLOSED LISTINGS

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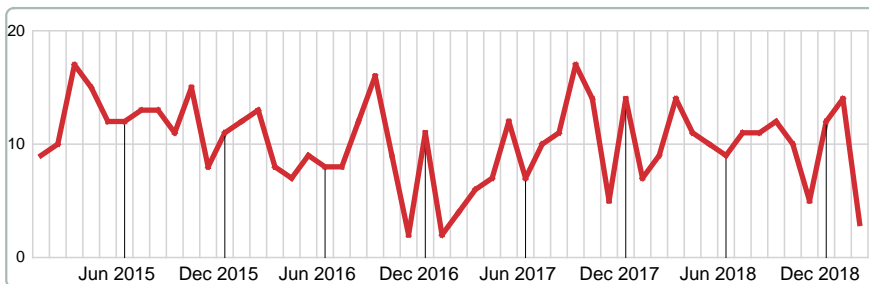
### FEBRUARY



### YEAR TO DATE (YTD)

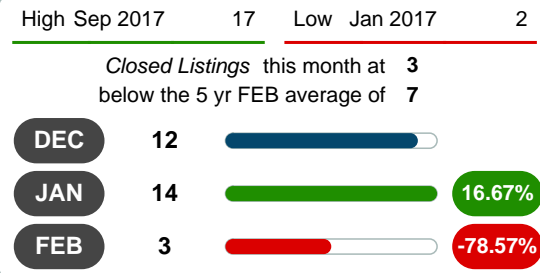


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 7



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$70,000	1	33.33%	42.0	0	1	0	0
\$70,001 - \$70,000	0	0.00%	0.0	0	0	0	0
\$70,001 - \$130,000	1	33.33%	6.0	0	1	0	0
\$130,001 - \$130,000	0	0.00%	0.0	0	0	0	0
\$130,001 and up	1	33.33%	15.0	0	1	0	0
<b>Total Closed Units</b>	<b>3</b>			<b>0</b>	<b>3</b>	<b>0</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>258,250</b>	<b>100%</b>	<b>21.0</b>	<b>0.00B</b>	<b>258.25K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$86,083</b>			<b>\$0</b>	<b>\$86,083</b>	<b>\$0</b>	<b>\$0</b>

# February 2019



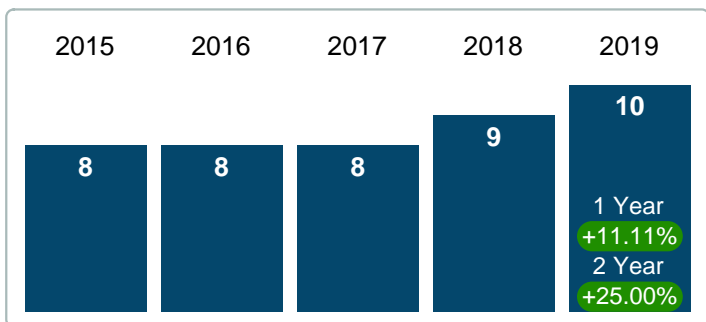
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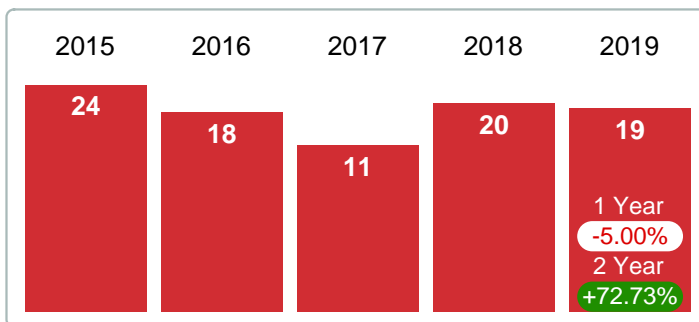
## PENDING LISTINGS

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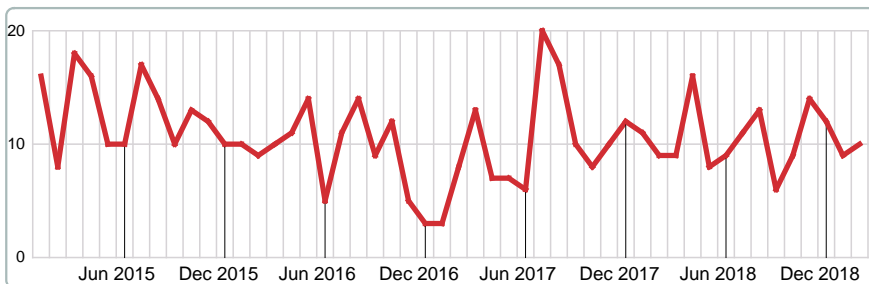
### FEBRUARY



### YEAR TO DATE (YTD)

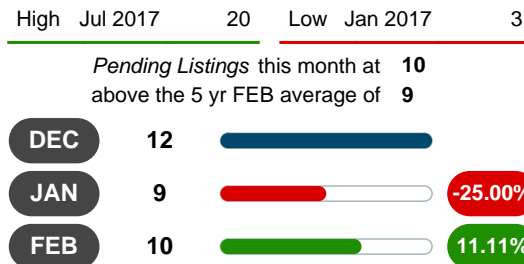


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 9



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	1	10.00%	13.0	0	1	0	0
\$60,001 - \$60,000	0	0.00%	0.0	0	0	0	0
\$60,001 - \$70,000	2	20.00%	54.5	0	2	0	0
\$70,001 - \$100,000	3	30.00%	78.7	1	1	1	0
\$100,001 - \$110,000	1	10.00%	84.0	0	1	0	0
\$110,001 - \$210,000	2	20.00%	60.5	0	2	0	0
\$210,001 and up	1	10.00%	0.0	0	1	0	0
<b>Total Pending Units</b>	<b>10</b>			<b>1</b>	<b>8</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>1,055,699</b>	<b>100%</b>	<b>56.3</b>	<b>89.00K</b>	<b>886.80K</b>	<b>79.90K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$105,570</b>			<b>\$89,000</b>	<b>\$110,850</b>	<b>\$79,900</b>	<b>\$0</b>

# February 2019



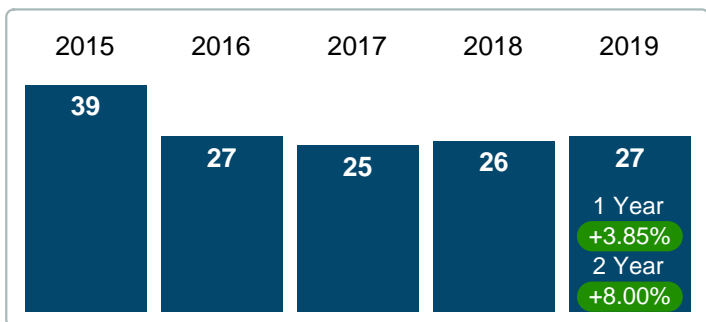
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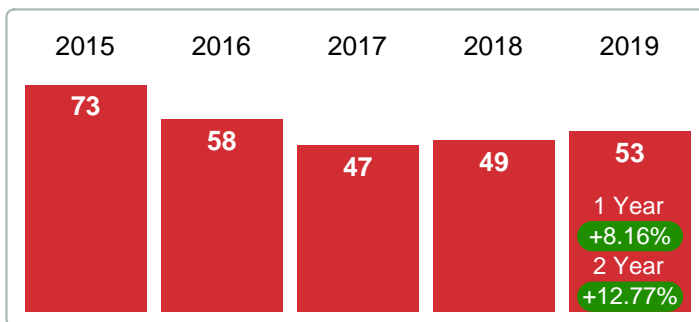
## NEW LISTINGS

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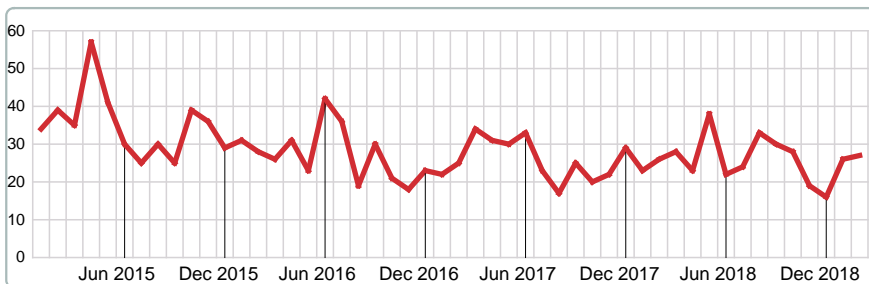
### FEBRUARY



### YEAR TO DATE (YTD)

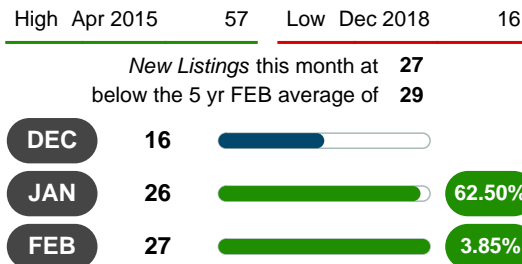


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 29



### 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	3	11.11%	0	3	0	0
\$60,001 - \$60,000	0	0.00%	0	0	0	0
\$60,001 - \$160,000	8	29.63%	3	5	0	0
\$160,001 - \$260,000	5	18.52%	0	2	1	2
\$260,001 - \$440,000	6	22.22%	1	4	0	1
\$440,001 - \$740,000	2	7.41%	0	1	1	0
\$740,001 and up	3	11.11%	1	0	1	1
<b>Total New Listed Units</b>	<b>27</b>		<b>5</b>	<b>15</b>	<b>3</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>7,844,650</b>	<b>100%</b>	<b>1.53M</b>	<b>2.97M</b>	<b>1.55M</b>	<b>1.80M</b>
<b>Average New Listed Listing Price</b>	<b>\$149,420</b>		<b>\$305,760</b>	<b>\$197,937</b>	<b>\$516,600</b>	<b>\$449,250</b>

# February 2019



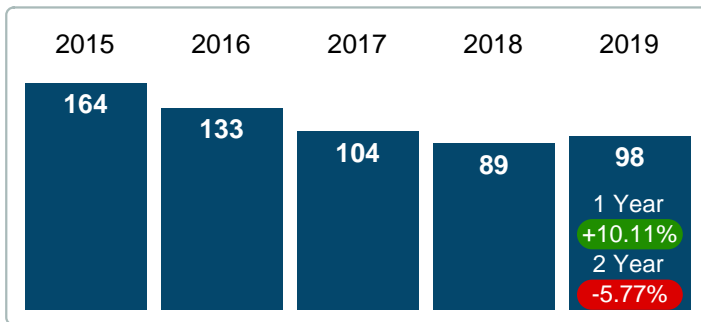
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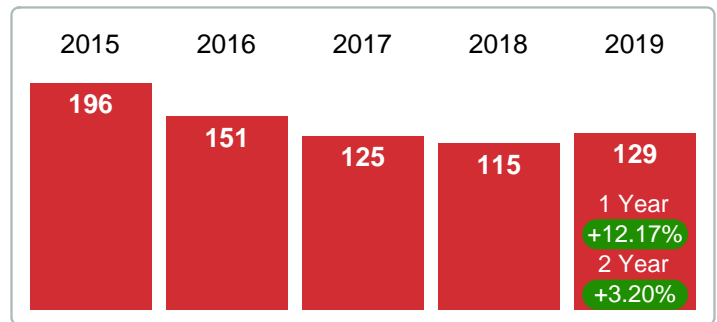
## ACTIVE INVENTORY

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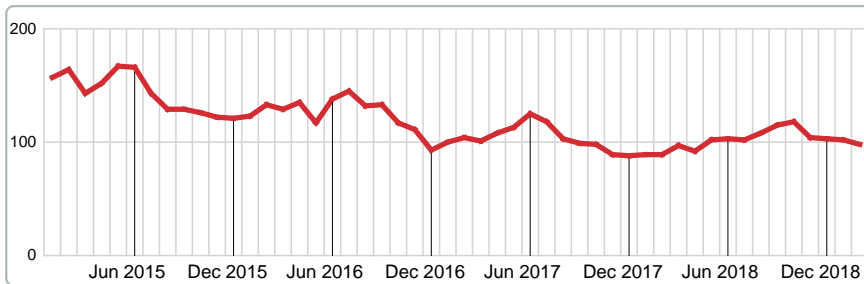
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

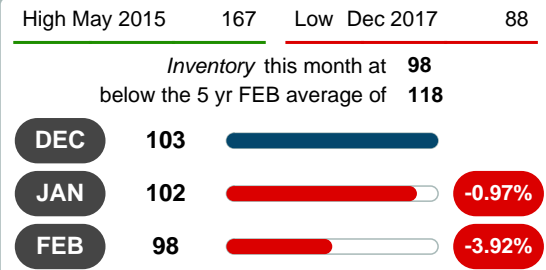


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 118



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	11.22%	99.8	4	6	1	0
\$50,001 - \$75,000	12	12.24%	55.8	4	8	0	0
\$75,001 - \$100,000	9	9.18%	166.2	2	5	2	0
\$100,001 - \$200,000	28	28.57%	96.4	4	19	3	2
\$200,001 - \$300,000	15	15.31%	82.9	2	4	8	1
\$300,001 - \$500,000	13	13.27%	66.0	1	6	4	2
\$500,001 and up	10	10.20%	61.6	1	1	5	3
<b>Total Active Inventory by Units</b>	<b>98</b>			<b>18</b>	<b>49</b>	<b>23</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>22,799,320</b>	<b>100%</b>	<b>88.6</b>	<b>3.16M</b>	<b>7.94M</b>	<b>7.57M</b>	<b>4.13M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$232,646</b>			<b>\$175,589</b>	<b>\$162,000</b>	<b>\$329,252</b>	<b>\$515,988</b>

# February 2019



Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR FEBRUARY

2015	2016	2017	2018	2019
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### INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
98	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 FEB AVG = inf

High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at inf equal to 5 yr FEB average of inf			
DEC	inf		%
JAN	inf		%
FEB	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	11.22%	3.57	3.69	3.13	12.00	0.00
\$50,001 - \$75,000	12	12.24%	4.97	16.00	4.00	0.00	0.00
\$75,001 - \$100,000	9	9.18%	9.00	8.00	7.50	24.00	0.00
\$100,001 - \$200,000	28	28.57%	9.33	6.86	9.50	12.00	12.00
\$200,001 - \$300,000	15	15.31%	22.50	12.00	24.00	96.00	4.00
\$300,001 - \$500,000	13	13.27%	inf	0.00	0.00	0.00	0.00
\$500,001 and up	10	10.20%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)		9.64		7.71	7.26	34.50	19.20
Total Active Inventory by Units		98	100%	18	49	23	8

# February 2019



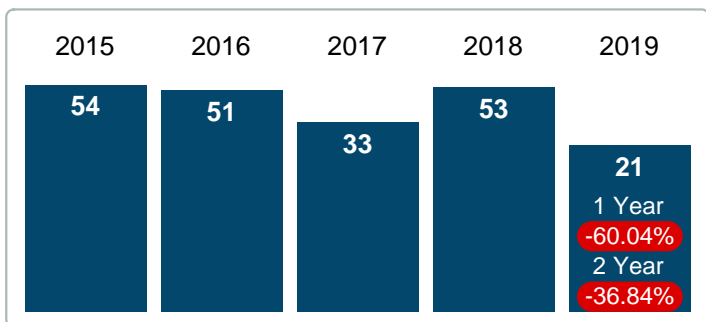
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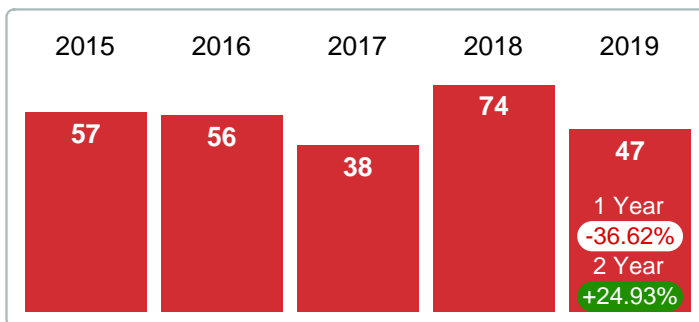
## AVERAGE DAYS ON MARKET TO SALE

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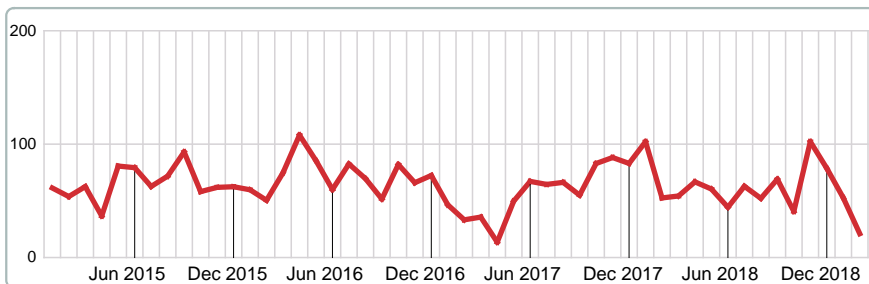
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 42

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 21 below the 5 yr FEB average of 42



### 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
\$50,000 and less	0.00%	0	0	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$70,000	33.33%	42	0	42	0	0
\$70,001 - \$70,000	0.00%	0	0	0	0	0
\$70,001 - \$130,000	33.33%	6	0	6	0	0
\$130,001 - \$130,000	0.00%	0	0	0	0	0
\$130,001 and up	33.33%	15	0	15	0	0
<b>Average Closed DOM</b>		<b>21</b>	<b>0</b>	<b>21</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>21</b>		<b>3</b>		
<b>Total Closed Volume</b>		<b>258,250</b>	<b>0.00B</b>	<b>258.25K</b>	<b>0.00B</b>	<b>0.00B</b>

# February 2019



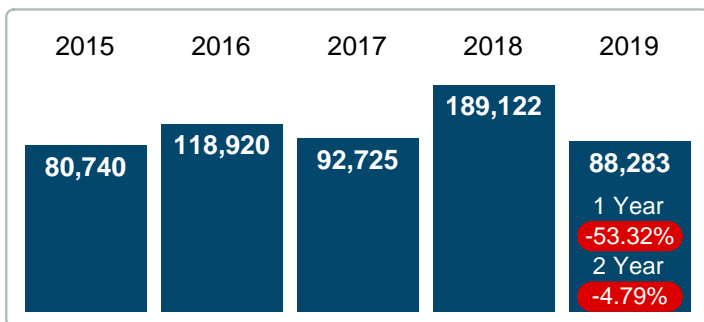
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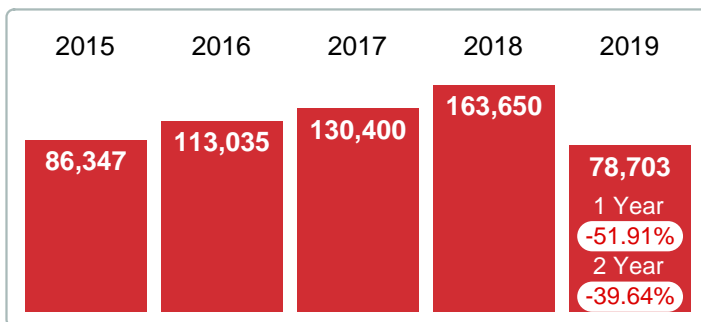
## AVERAGE LIST PRICE AT CLOSING

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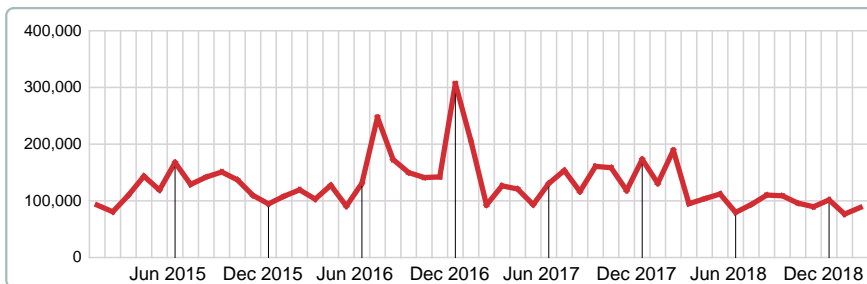
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

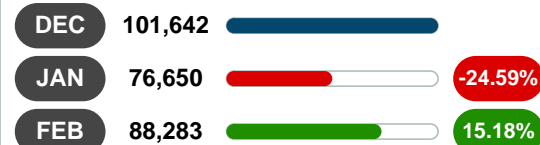


### 3 MONTHS

5 year FEB AVG = 113,958

High Dec 2016 306,800 Low Jan 2019 76,650

Average List Price at Closing this month at **88,283**  
below the 5 yr FEB average of **113,958**



### 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
\$50,000 and less	0.00%	0	0	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$70,000	33.33%	52,700	0	52,700	0	0
\$70,001 - \$70,000	0.00%	0	0	0	0	0
\$70,001 - \$130,000	33.33%	73,250	0	73,250	0	0
\$130,001 - \$130,000	0.00%	0	0	0	0	0
\$130,001 and up	33.33%	138,900	0	138,900	0	0
<b>Average List Price</b>		<b>88,283</b>	<b>0</b>	<b>88,283</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>88,283</b>		<b>3</b>		
<b>Total Closed Volume</b>		<b>264,850</b>	<b>0.00B</b>	<b>264.85K</b>	<b>0.00B</b>	<b>0.00B</b>



# February 2019



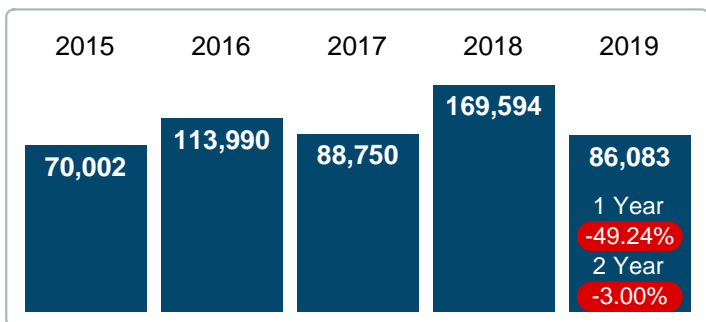
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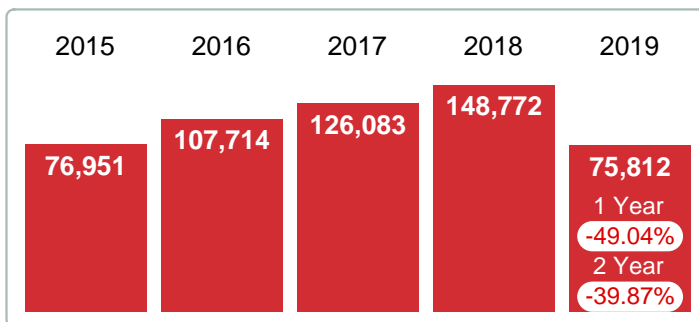
## AVERAGE SOLD PRICE AT CLOSING

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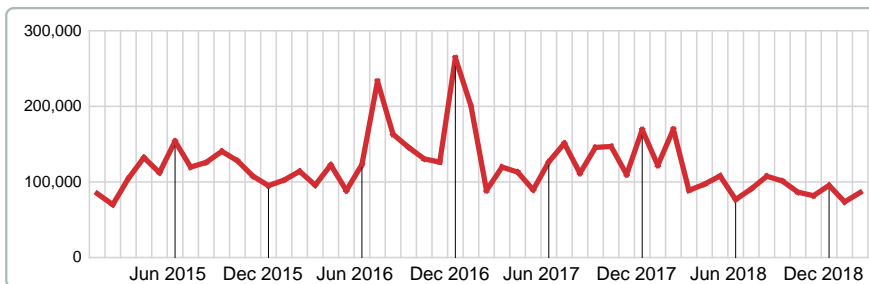
### FEBRUARY



### YEAR TO DATE (YTD)

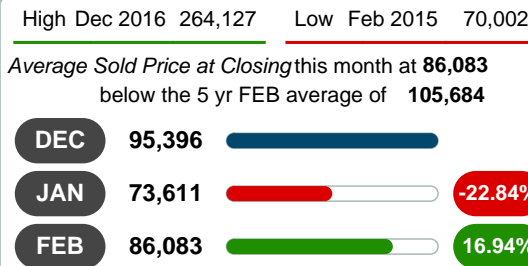


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 105,684



### 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
\$50,000 and less	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$50,001 - \$50,000	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$50,001 - \$70,000	<div style="width: 33.33%;"></div>	33.33%	50,500	0	50,500	0	0
\$70,001 - \$70,000	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$70,001 - \$130,000	<div style="width: 33.33%;"></div>	33.33%	75,250	0	75,250	0	0
\$130,001 - \$130,000	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$130,001 and up	<div style="width: 33.33%;"></div>	33.33%	132,500	0	132,500	0	0
<b>Average Sold Price</b>			<b>86,083</b>	<b>0</b>	<b>86,083</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>86,083</b>		<b>3</b>		
<b>Total Closed Volume</b>			<b>258,250</b>	<b>0.00B</b>	<b>258.25K</b>	<b>0.00B</b>	<b>0.00B</b>

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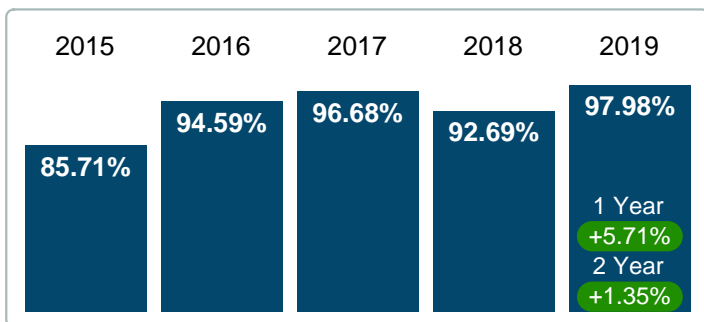
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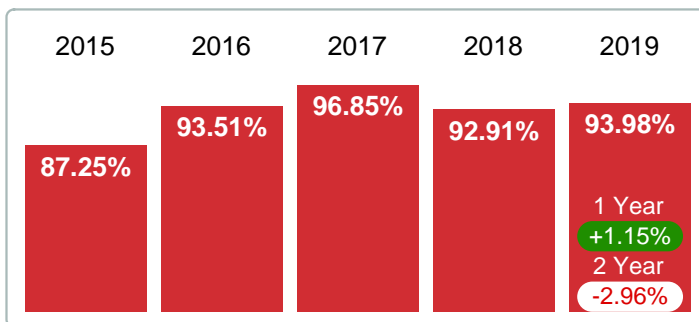
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

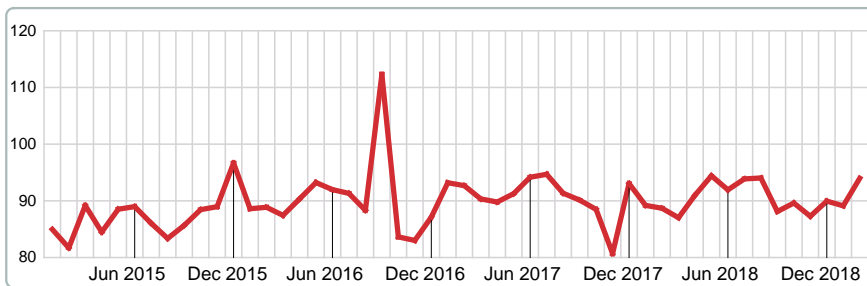
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

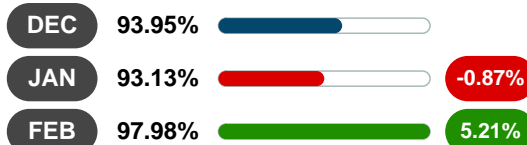


### 3 MONTHS

5 year FEB AVG = 93.53%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **97.98%**  
above the 5 yr FEB average of **93.53%**



### 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
\$50,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$70,000	1	33.33%	95.83%	0.00%	95.83%	0.00%	0.00%
\$70,001 - \$70,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$70,001 - \$130,000	1	33.33%	102.73%	0.00%	102.73%	0.00%	0.00%
\$130,001 - \$130,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$130,001 and up	1	33.33%	95.39%	0.00%	95.39%	0.00%	0.00%
Average Sold/List Ratio		98.00%		0.00%	97.98%	0.00%	0.00%
Total Closed Units		3	100%		3		
Total Closed Volume		258,250		0.00B	258.25K	0.00B	0.00B

# February 2019



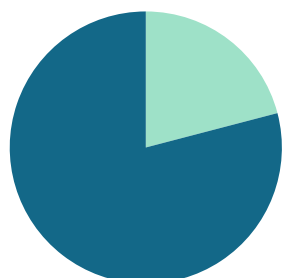
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

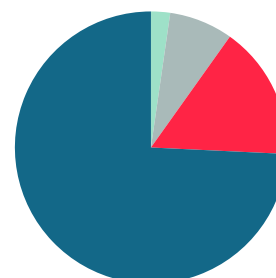


**Inventory**  
 New Listings  
**27 = 20.93%**  
 Start Inventory  
**102**  
 Total Inventory Units  
**129**  
 Volume  
**\$29,698,619**

### Market Activity

Closed Sales  
**3 = 2.27%**  
 Pending Sales  
**10 = 7.58%**  
 Other Off Market  
**21 = 15.91%**  
 Active Inventory  
**98 = 74.24%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	9	3	-66.67%	16	17	6.25%
Pending Sales	9	10	11.11%	20	19	-5.00%
New Listings	26	27	3.85%	49	53	8.16%
Average List Price	189,122	88,283	-53.32%	163,650	78,703	-51.91%
Average Sale Price	169,594	86,083	-49.24%	148,772	75,812	-49.04%
Average Percent of Selling Price to List Price	92.69%	97.98%	5.71%	92.91%	93.98%	1.15%
Average Days on Market to Sale	52.56	21.00	-60.04%	74.25	47.06	-36.62%
Monthly Inventory	89	98	10.11%	89	98	10.11%
Months Supply of Inventory	8.97	9.64	7.40%	8.97	9.64	7.40%

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

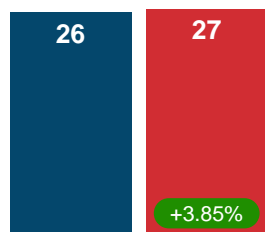
**Inventory** on February 28, 2019 = **98**

**2018** **2019**

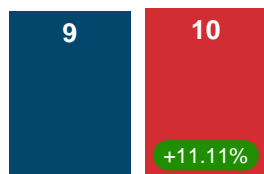
### FEBRUARY MARKET

### AVERAGE PRICES

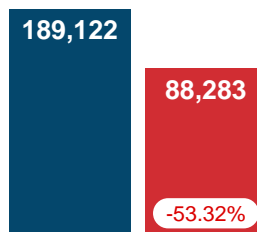
#### New Listings



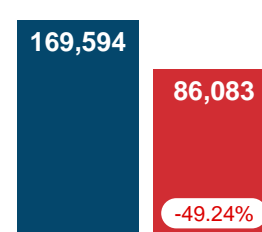
#### Pending Listings



#### List Price



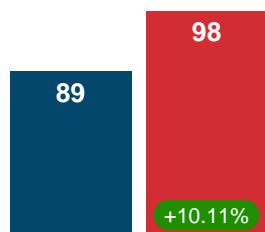
#### Sale Price



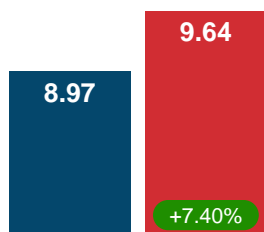
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

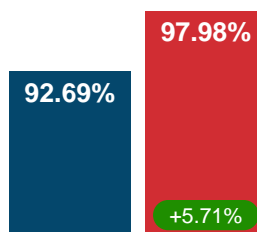
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

