

## February 2019



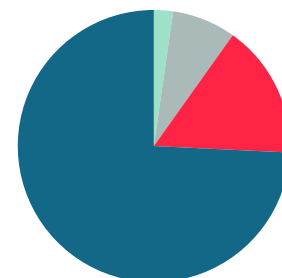
Area Delimited by County Of Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2018	2019	
Closed Listings	9	3	-66.67%
Pending Listings	9	10	11.11%
New Listings	26	27	3.85%
Median List Price	79,900	73,250	-8.32%
Median Sale Price	79,900	75,250	-5.82%
Median Percent of Selling Price to List Price	94.12%	95.83%	1.81%
Median Days on Market to Sale	41.00	15.00	-63.41%
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.

##### 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 **5.82%** in February 2019 to \$75,250 versus the previous year at \$79,900.

##### Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 26.00 days or **63.41%** in February 2019 compared to last year's same month at **41.00** DOM.

##### Sales Success for February 2019 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
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<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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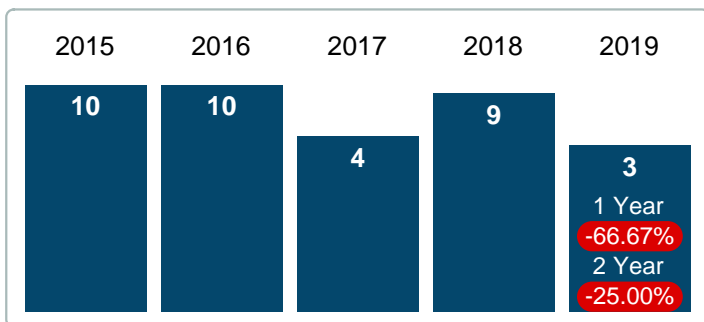
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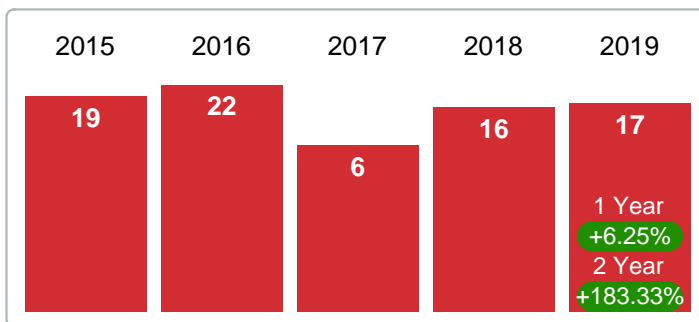
## CLOSED LISTINGS

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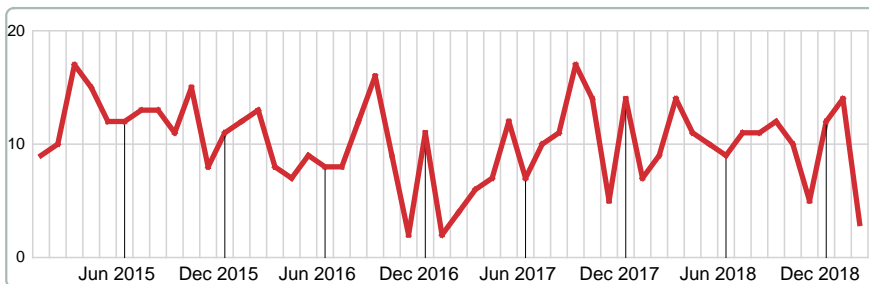
### FEBRUARY



### YEAR TO DATE (YTD)

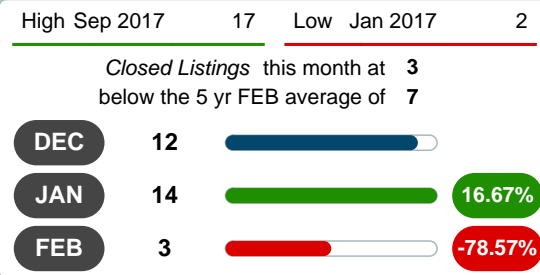


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 7



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	42.0	0	0	0	0
\$70,001 - \$130,000	1	33.33%	6.0	0	1	0	0
\$130,001 - \$130,000	0	0.00%	6.0	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>15.0</b>	<b>0.00B</b>	<b>258.25K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$75,250</b>			<b>\$0</b>	<b>\$75,250</b>	<b>\$0</b>	<b>\$0</b>

# February 2019



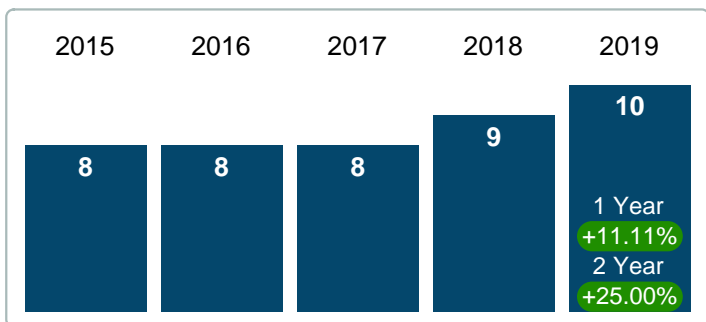
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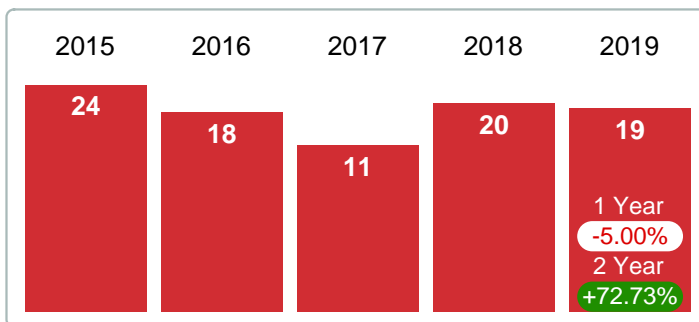
## PENDING LISTINGS

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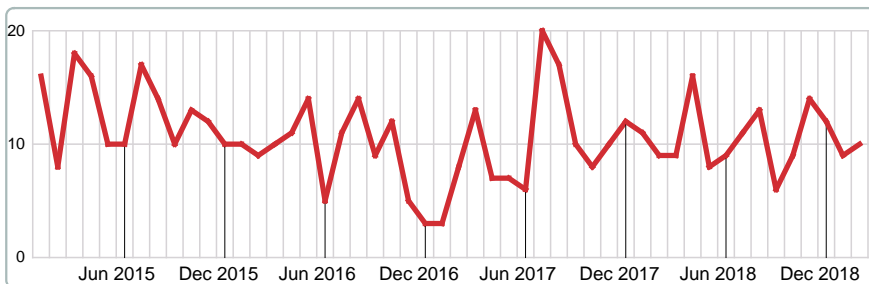
### FEBRUARY



### YEAR TO DATE (YTD)

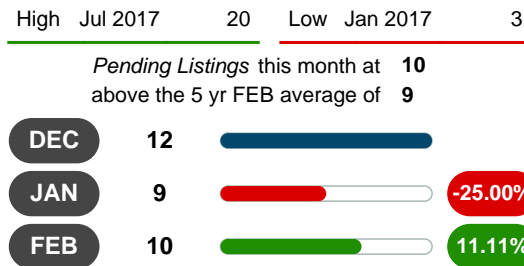


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 9



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	13.0	0	0	0	0
\$60,001 - \$70,000	2	20.00%	54.5	0	2	0	0
\$70,001 - \$100,000	3	30.00%	52.0	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>51.0</b>	<b>89.00K</b>	<b>886.80K</b>	<b>79.90K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$89,450</b>			<b>\$89,000</b>	<b>\$96,400</b>	<b>\$79,900</b>	<b>\$0</b>

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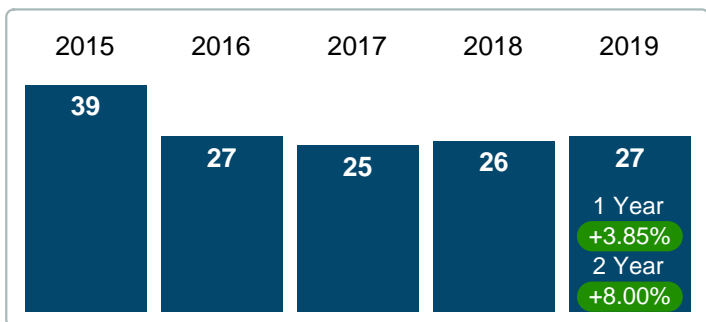
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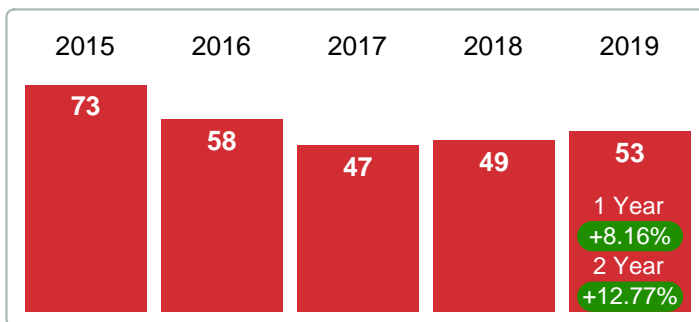
## NEW LISTINGS

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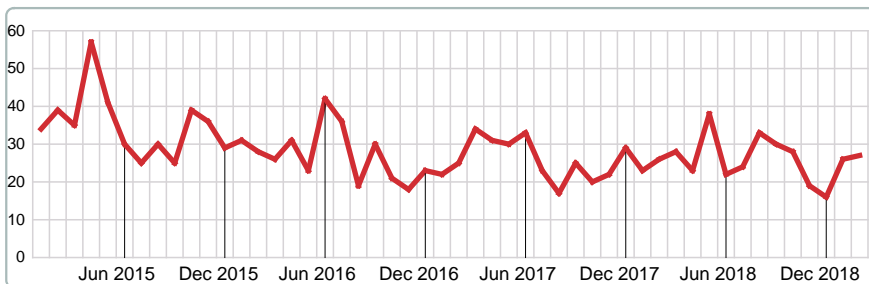
### FEBRUARY



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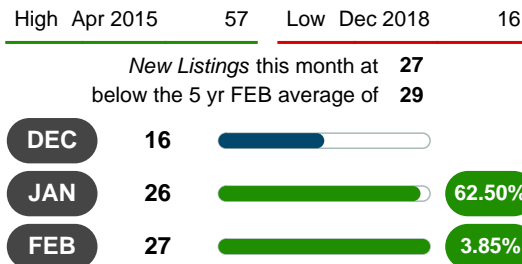


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$50,000 and less	1	3.70%	0	1	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$150,000	9	33.33%	3	6	0	0
\$150,001 - \$250,000	5	18.52%	0	3	1	1
\$250,001 - \$425,000	5	18.52%	1	3	0	1
\$425,001 - \$725,000	4	14.81%	0	2	1	1
\$725,001 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>Median New Listed Listing Price</b>	<b>\$219,500</b>		<b>\$124,900</b>	<b>\$160,000</b>	<b>\$550,000</b>	<b>\$349,500</b>

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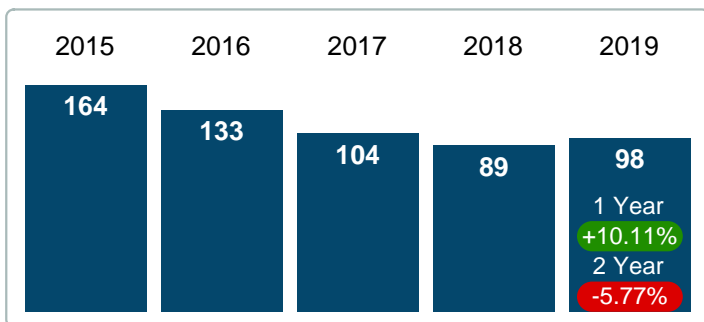
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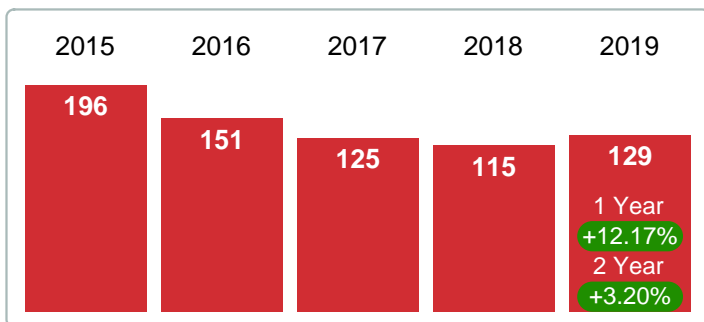
## ACTIVE INVENTORY

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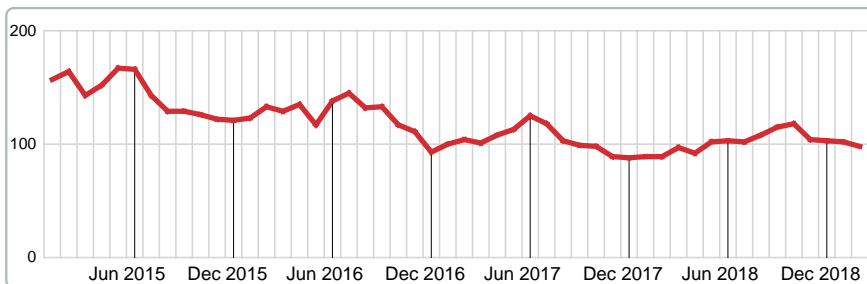
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

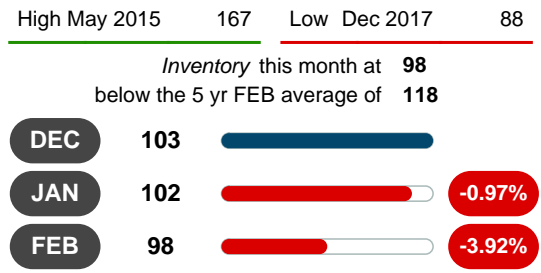


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 118



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	11.22%	119.0	4	6	1	0
\$50,001 - \$75,000	12	12.24%	35.0	4	8	0	0
\$75,001 - \$100,000	9	9.18%	107.0	2	5	2	0
\$100,001 - \$200,000	28	28.57%	103.0	4	19	3	2
\$200,001 - \$300,000	15	15.31%	104.0	2	4	8	1
\$300,001 - \$500,000	13	13.27%	44.0	1	6	4	2
\$500,001 and up	10	10.20%	31.5	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>79.0</b>	<b>3.16M</b>	<b>7.94M</b>	<b>7.57M</b>	<b>4.13M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$165,000</b>			<b>\$90,750</b>	<b>\$125,950</b>	<b>\$283,900</b>	<b>\$390,500</b>

# February 2019



Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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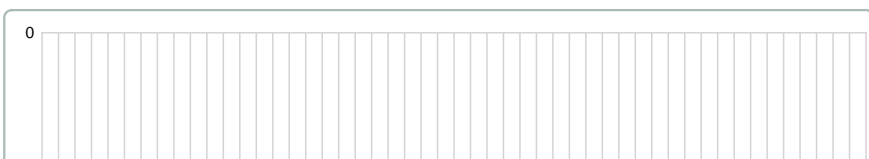
### MSI FOR FEBRUARY

2015	2016	2017	2018	2019

### INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>98</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 FEB AVG = inf

High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr FEB average of <b>inf</b>			
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%	9.64	18	49	23	8	

# February 2019



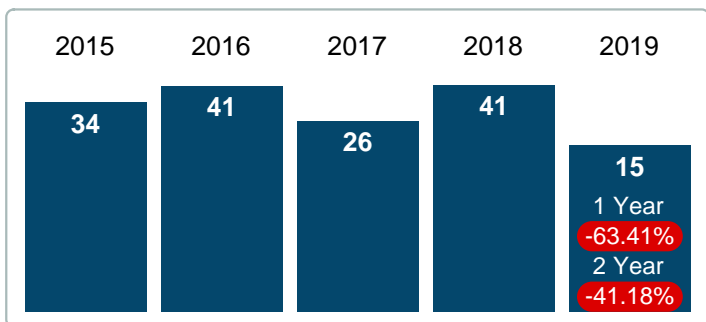
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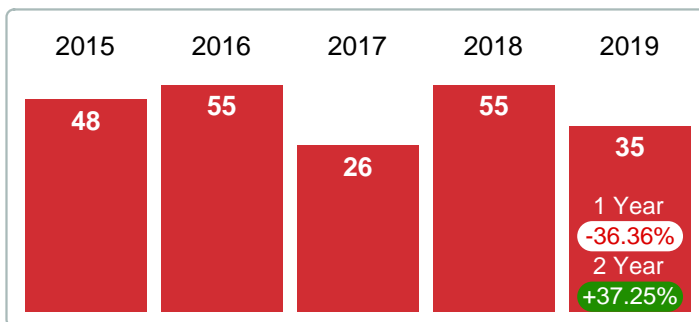
## MEDIAN DAYS ON MARKET TO SALE

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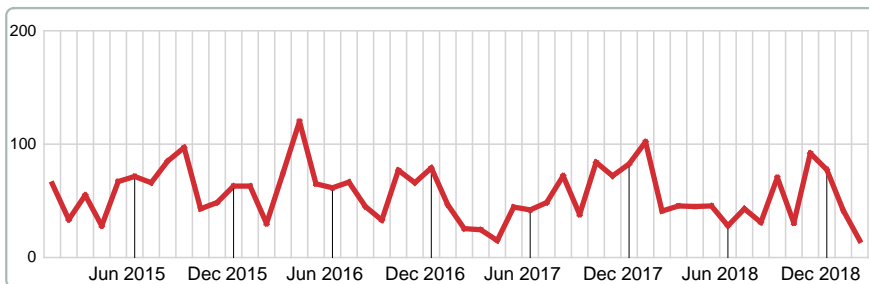
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 31

High Apr 2016 120 Low Feb 2019 15

Median Days on Market to Sale this month at 15 below the 5 yr FEB average of 31



### 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
\$50,000 and less	0.00%	32	0	0	0	0
\$50,001 - \$50,000	0.00%	32	0	0	0	0
\$50,001 - \$70,000	33.33%	42	0	42	0	0
\$70,001 - \$70,000	0.00%	42	0	0	0	0
\$70,001 - \$130,000	33.33%	6	0	6	0	0
\$130,001 - \$130,000	0.00%	6	0	0	0	0
\$130,001 and up	33.33%	15	0	15	0	0
Median Closed DOM		15	0	15	0	0
Total Closed Units	100%	15.0		3		
Total Closed Volume		258,250	0.00B	258.25K	0.00B	0.00B

# February 2019



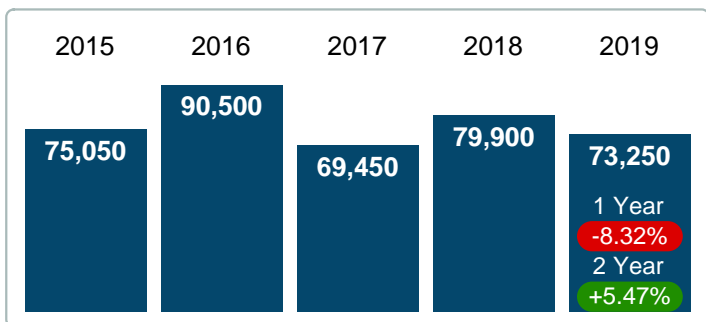
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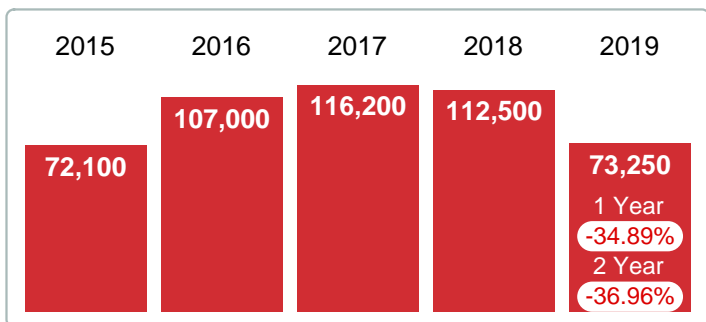
## MEDIAN LIST PRICE AT CLOSING

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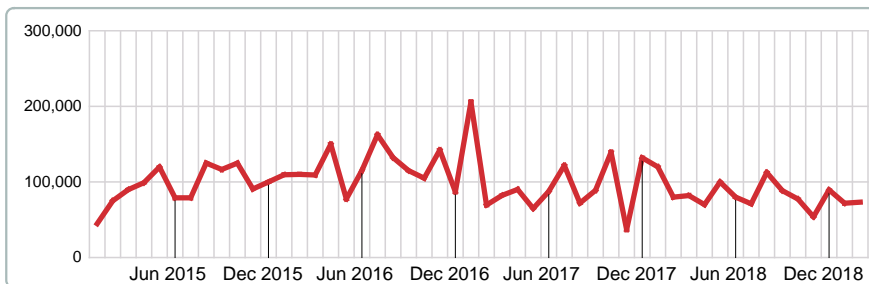
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 77,630

High Jan 2017 205,750 Low Nov 2017 37,000

Median List Price at Closing this month at **73,250**  
 below the 5 yr FEB average of **77,630**



### 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
\$50,000 and less	0	0.00%	15	0	0	0	0
\$50,001 - \$50,000	0	0.00%	15	0	0	0	0
\$50,001 - \$70,000	1	33.33%	52,700	0	52,700	0	0
\$70,001 - \$70,000	0	0.00%	52,700	0	0	0	0
\$70,001 - \$130,000	1	33.33%	73,250	0	73,250	0	0
\$130,001 - \$130,000	0	0.00%	73,250	0	0	0	0
\$130,001 and up	1	33.33%	138,900	0	138,900	0	0
Median List Price			73,250	0	73,250	0	0
Total Closed Units		100%	73,250		3		
Total Closed Volume			264,850	0.00B	264.85K	0.00B	0.00B



# February 2019



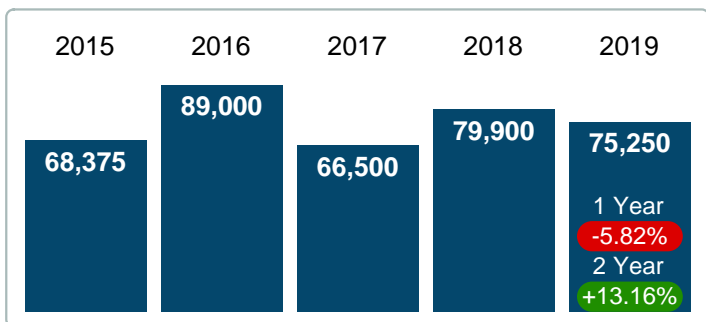
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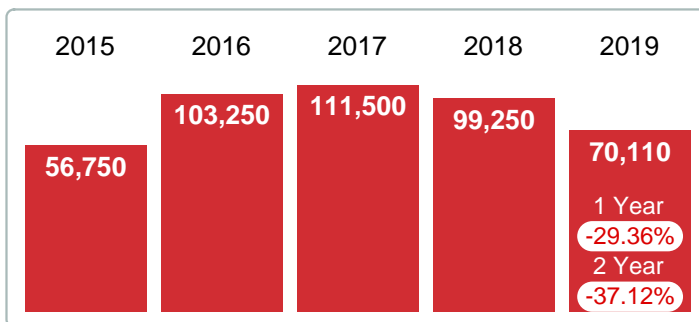
## MEDIAN SOLD PRICE AT CLOSING

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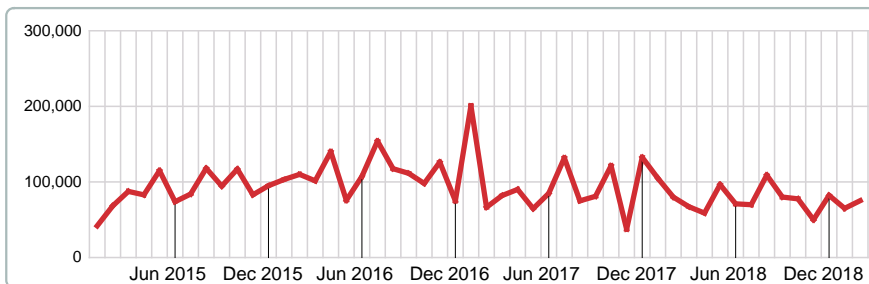
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

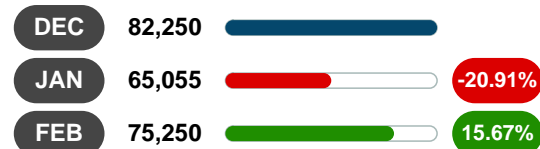


### 3 MONTHS

5 year FEB AVG = 75,805

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

Median Sold Price at Closing this month at **75,250**  
below the 5 yr FEB average of **75,805**



### 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
\$50,000 and less	0	0.00%	138,900	0	0	0	0
\$50,001 - \$50,000	0	0.00%	138,900	0	0	0	0
\$50,001 - \$70,000	1	33.33%	50,500	0	50,500	0	0
\$70,001 - \$70,000	0	0.00%	50,500	0	0	0	0
\$70,001 - \$130,000	1	33.33%	75,250	0	75,250	0	0
\$130,001 - \$130,000	0	0.00%	75,250	0	0	0	0
\$130,001 and up	1	33.33%	132,500	0	132,500	0	0
Median Sold Price			75,250	0	75,250	0	0
Total Closed Units		100%	75,250		3		
Total Closed Volume			258,250	0.00B	258.25K	0.00B	0.00B

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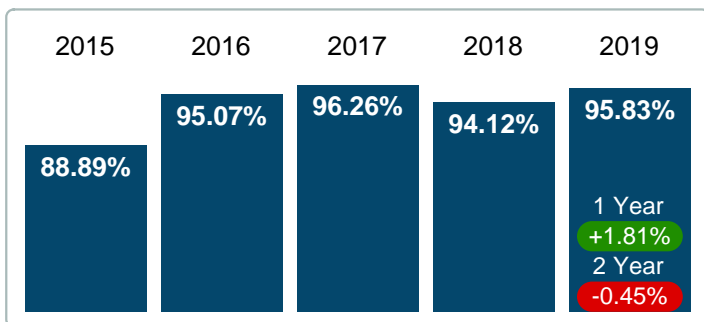
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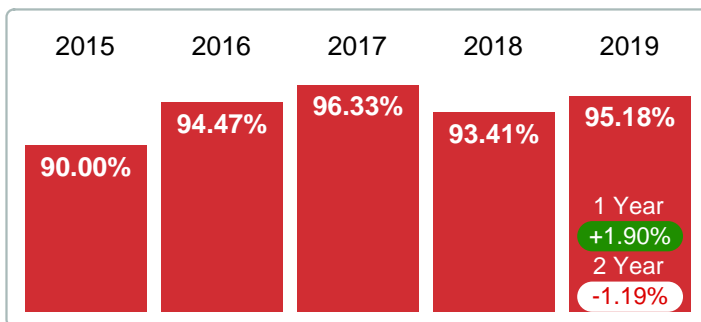
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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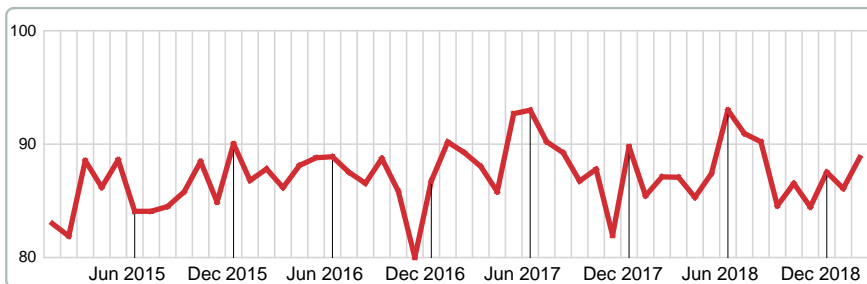
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

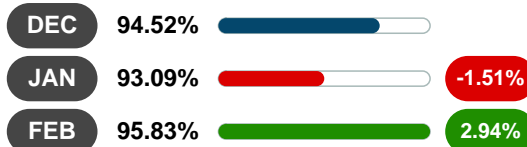


### 3 MONTHS

5 year FEB AVG = 94.03%

High Jun 2018 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **95.83%**  
above the 5 yr FEB average of **94.03%**



### 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
\$50,000 and less	<div style="width: 0%;"></div>	0.00%	32,500.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$50,000	<div style="width: 0%;"></div>	0.00%	32,500.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$70,000	<div style="width: 33.33%;"></div>	33.33%	95.83%	0.00%	95.83%	0.00%	0.00%
\$70,001 - \$70,000	<div style="width: 0%;"></div>	0.00%	95.83%	0.00%	0.00%	0.00%	0.00%
\$70,001 - \$130,000	<div style="width: 33.33%;"></div>	33.33%	102.73%	0.00%	102.73%	0.00%	0.00%
\$130,001 - \$130,000	<div style="width: 0%;"></div>	0.00%	102.73%	0.00%	0.00%	0.00%	0.00%
\$130,001 and up	<div style="width: 33.33%;"></div>	33.33%	95.39%	0.00%	95.39%	0.00%	0.00%
Median Sold/List Ratio		95.83%		0.00%	95.83%	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



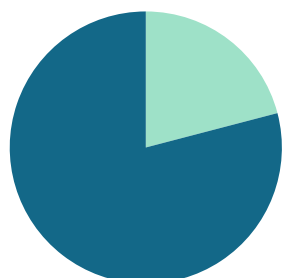
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

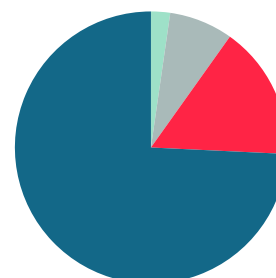


**Inventory**  
 New Listings  
**27 = 20.93%**  
 Start Inventory  
**102**  
 Total Inventory Units  
**129**  
 Volume  
**\$29,698,619**

### 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%
Median List Price	79,900	73,250	-8.32%	112,500	73,250	-34.89%
Median Sale Price	79,900	75,250	-5.82%	99,250	70,110	-29.36%
Median Percent of Selling Price to List Price	94.12%	95.83%	1.81%	93.41%	95.18%	1.90%
Median Days on Market to Sale	41.00	15.00	-63.41%	55.00	35.00	-36.36%
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

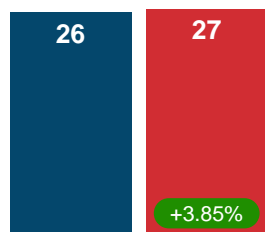
**Inventory** on February 28, 2019 = **98**

**2018** **2019**

### FEBRUARY MARKET

### MEDIAN PRICES

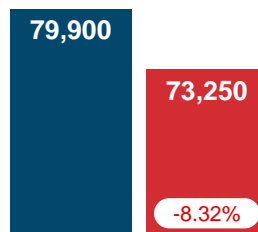
#### New Listings



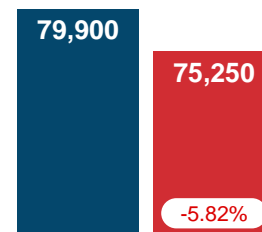
#### Pending Listings



#### List Price



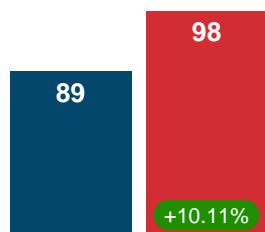
#### Sale Price



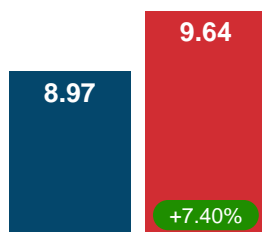
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

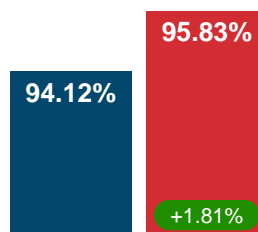
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

