

January 2019



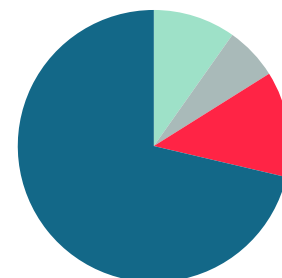
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2018 | January 2019 | +/-% |
|--|---------|--------------|---------|
| Closed Listings | 7 | 14 | 100.00% |
| Pending Listings | 11 | 9 | -18.18% |
| New Listings | 23 | 26 | 13.04% |
| Average List Price | 130,900 | 76,650 | -41.44% |
| Average Sale Price | 122,000 | 73,611 | -39.66% |
| Average Percent of Selling Price to List Price | 93.20% | 93.13% | -0.08% |
| Average Days on Market to Sale | 102.14 | 52.64 | -48.46% |
| End of Month Inventory | 89 | 102 | 14.61% |
| Months Supply of Inventory | 9.37 | 9.56 | 2.07% |



■ Closed (9.79%)
■ Pending (6.29%)
■ Other OffMarket (12.59%)
■ Active (71.33%)

Absorption: Last 12 months, an Average of **11** Sales/Month
Active Inventory as of January 31, 2019 = **102**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2019 rose **14.61%** to 102 existing homes available for sale. Over the last 12 months this area has had an average of 11 closed sales per month. This represents an unsold inventory index of **9.56** 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 **39.66%** in January 2019 to \$73,611 versus the previous year at \$122,000.

Average Days on Market Shortens

The average number of **52.64** days that homes spent on the market before selling decreased by 49.50 days or **48.46%** in January 2019 compared to last year's same month at **102.14** DOM.

Sales Success for January 2019 is Positive

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

There were 26 New Listings in January 2019, up **13.04%** from last year at 23. Furthermore, there were 14 Closed Listings this month versus last year at 7, a **100.00%** increase.

Closed versus Listed trends yielded a **53.8%** ratio, up from previous year's, January 2018, at **30.4%**, a **76.92%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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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.

January 2019



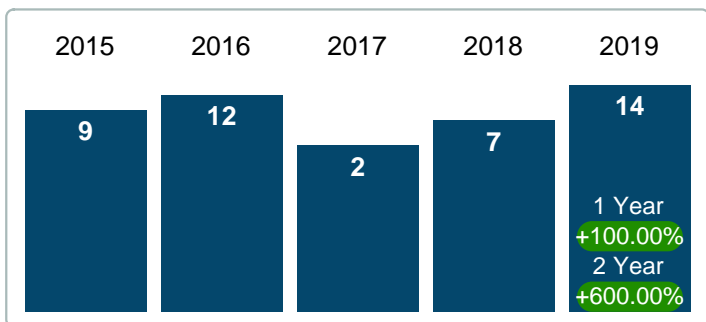
Area Delimited by County Of Sequoyah - Residential Property Type



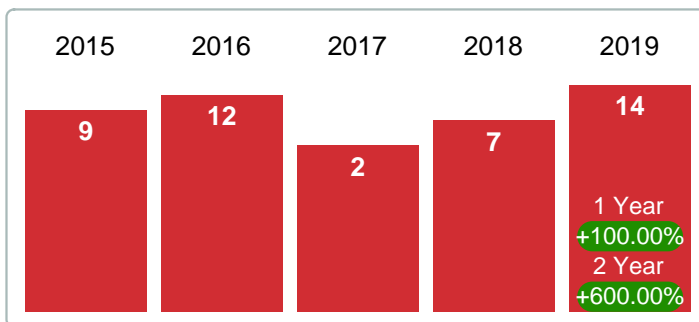
CLOSED LISTINGS

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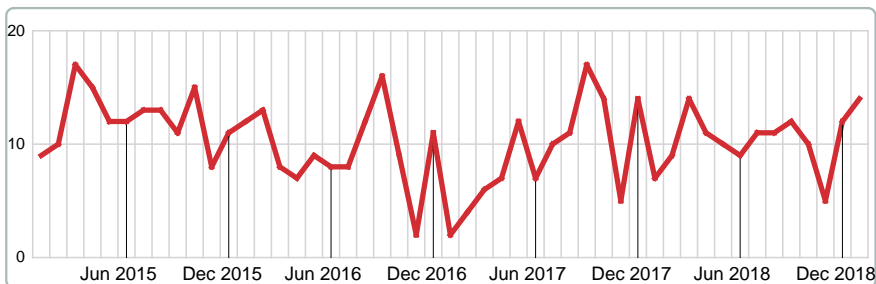
JANUARY



YEAR TO DATE (YTD)

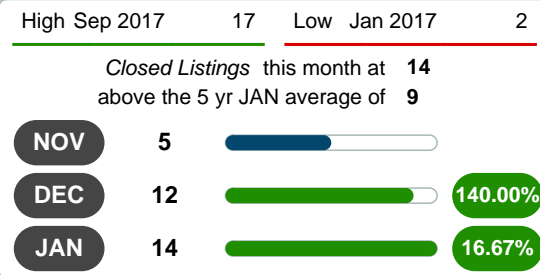


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 9



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 | 1 | 7.14% | 34.0 | 0 | 1 | 0 | 0 |
| \$10,001 - \$20,000 | 1 | 7.14% | 16.0 | 0 | 1 | 0 | 0 |
| \$20,001 - \$40,000 | 4 | 28.57% | 96.3 | 0 | 3 | 1 | 0 |
| \$40,001 - \$80,000 | 2 | 14.29% | 56.5 | 0 | 2 | 0 | 0 |
| \$80,001 - \$100,000 | 2 | 14.29% | 63.5 | 0 | 2 | 0 | 0 |
| \$100,001 - \$150,000 | 2 | 14.29% | 26.5 | 1 | 0 | 1 | 0 |
| \$150,001 and up | 2 | 14.29% | 4.5 | 1 | 0 | 0 | 1 |
| Total Closed Units | 14 | | | 2 | 9 | 2 | 1 |
| Total Closed Volume | 1,030,552 | 100% | 52.6 | 291.00K | 407.05K | 180.50K | 152.00K |
| Average Closed Price | \$73,611 | | | \$145,500 | \$45,228 | \$90,250 | \$152,000 |

January 2019



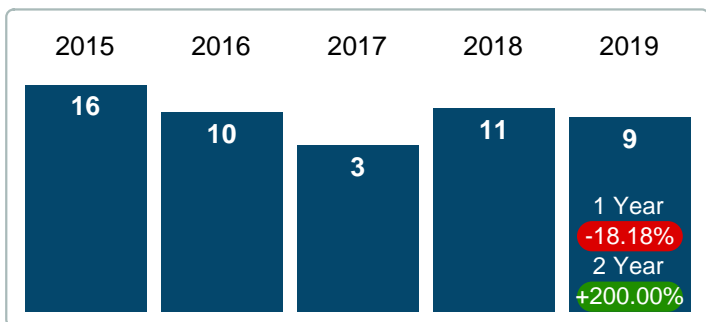
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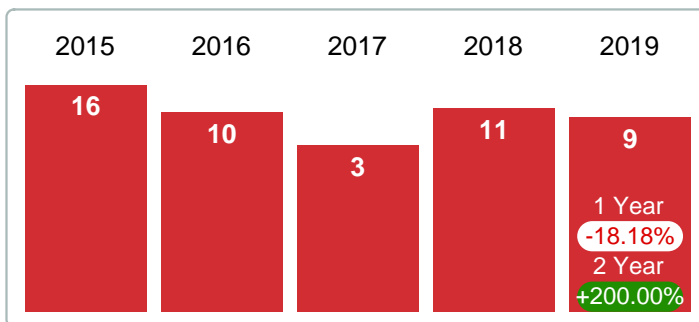
PENDING LISTINGS

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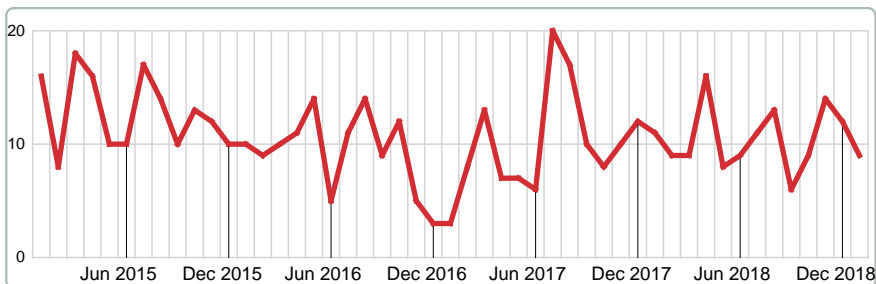
JANUARY



YEAR TO DATE (YTD)

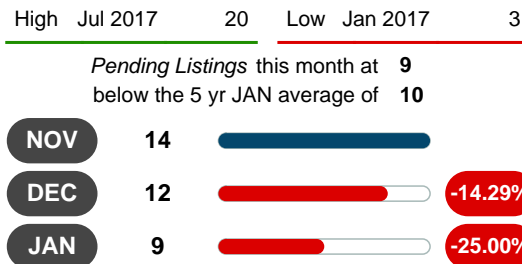


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 10



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|------------------|------------------|--------------|--------------|
| \$20,000 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$20,001 - \$70,000 | 2 | 22.22% | 55.0 | 0 | 2 | 0 | 0 |
| \$70,001 - \$70,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$70,001 - \$120,000 | 3 | 33.33% | 80.3 | 0 | 3 | 0 | 0 |
| \$120,001 - \$130,000 | 1 | 11.11% | 1.0 | 0 | 1 | 0 | 0 |
| \$130,001 - \$480,000 | 3 | 33.33% | 5.0 | 1 | 2 | 0 | 0 |
| \$480,001 and up | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| Total Pending Units | 9 | | | 1 | 8 | 0 | 0 |
| Total Pending Volume | 1,235,450 | 100% | 40.8 | 185.00K | 1.05M | 0.00B | 0.00B |
| Average Listing Price | \$137,272 | | | \$185,000 | \$131,306 | \$0 | \$0 |

January 2019



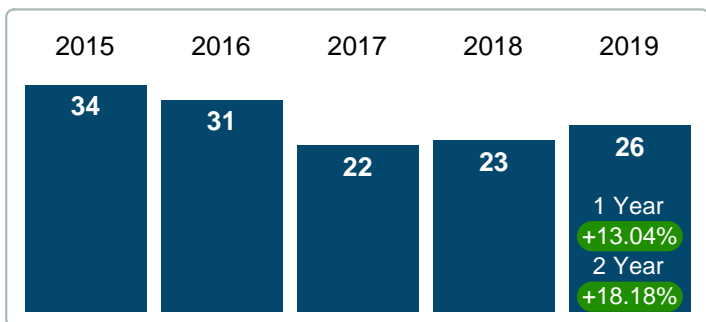
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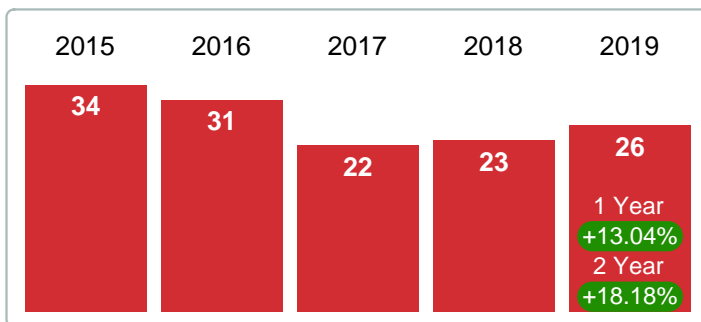
NEW LISTINGS

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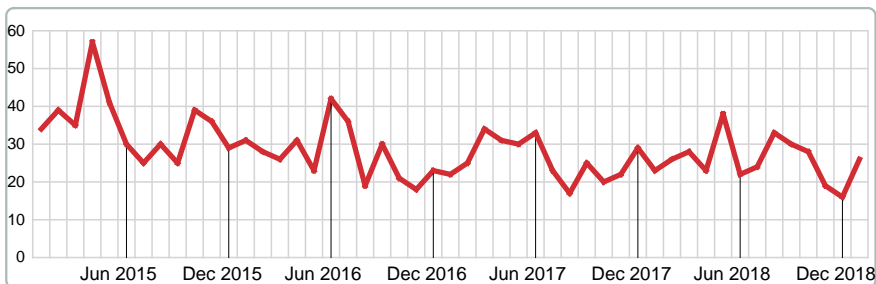
JANUARY



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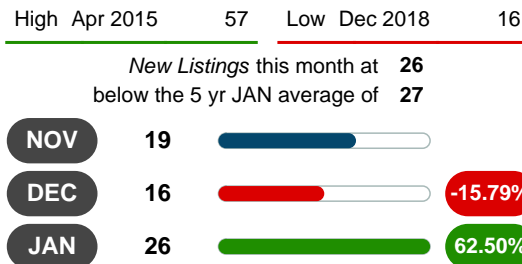


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 27



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 | 3 | 11.54% | 1 | 1 | 1 | 0 |
| \$50,001 - \$75,000 | 2 | 7.69% | 1 | 1 | 0 | 0 |
| \$75,001 - \$100,000 | 3 | 11.54% | 1 | 2 | 0 | 0 |
| \$100,001 - \$225,000 | 8 | 30.77% | 1 | 6 | 1 | 0 |
| \$225,001 - \$425,000 | 4 | 15.38% | 1 | 1 | 1 | 1 |
| \$425,001 - \$475,000 | 2 | 7.69% | 0 | 1 | 1 | 0 |
| \$475,001 and up | 4 | 15.38% | 0 | 1 | 2 | 1 |
| Total New Listed Units | 26 | | 5 | 13 | 6 | 2 |
| Total New Listed Volume | 6,325,825 | 100% | 664.50K | 2.40M | 2.06M | 1.21M |
| Average New Listed Listing Price | \$159,315 | | \$132,900 | \$184,340 | \$343,150 | \$603,000 |

January 2019



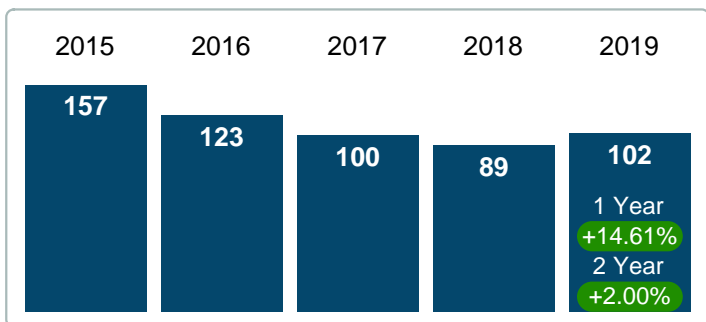
Area Delimited by County Of Sequoyah - Residential Property Type



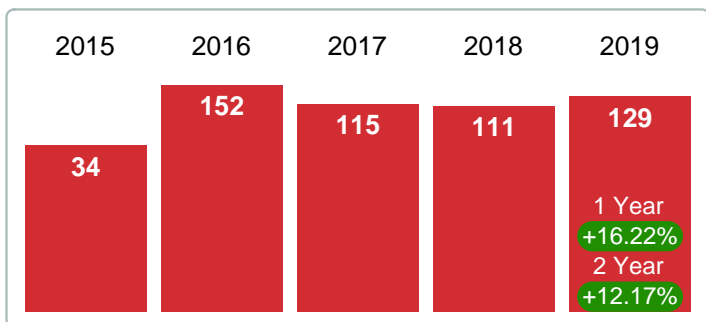
ACTIVE INVENTORY

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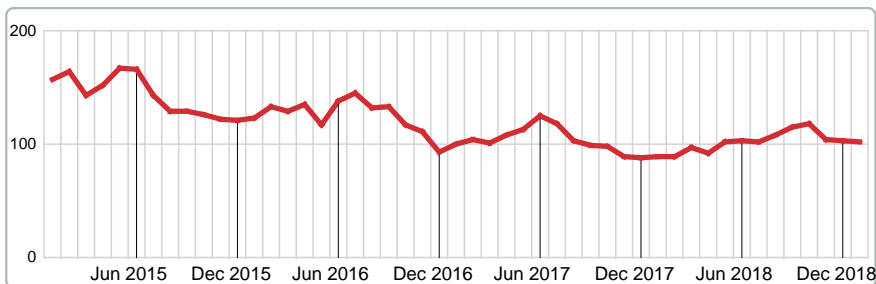
END OF JANUARY



ACTIVE DURING JANUARY

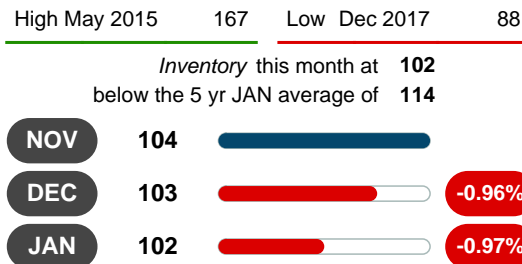


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 114



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 | 12 | 11.76% | 89.0 | 5 | 6 | 1 | 0 |
| \$50,001 - \$50,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 24 | 23.53% | 109.0 | 7 | 14 | 3 | 0 |
| \$100,001 - \$175,000 | 26 | 25.49% | 94.9 | 3 | 21 | 1 | 1 |
| \$175,001 - \$275,000 | 13 | 12.75% | 108.5 | 2 | 3 | 7 | 1 |
| \$275,001 - \$450,000 | 18 | 17.65% | 85.7 | 2 | 8 | 7 | 1 |
| \$450,001 and up | 9 | 8.82% | 103.6 | 1 | 0 | 5 | 3 |
| Total Active Inventory by Units | 102 | | | 20 | 52 | 24 | 6 |
| Total Active Inventory by Volume | 21,853,969 | 100% | 98.4 | 3.34M | 7.68M | 7.35M | 3.49M |
| Average Active Inventory Listing Price | \$214,255 | | | \$166,785 | \$147,646 | \$306,325 | \$581,483 |

January 2019



Area Delimited by County Of Sequoyah - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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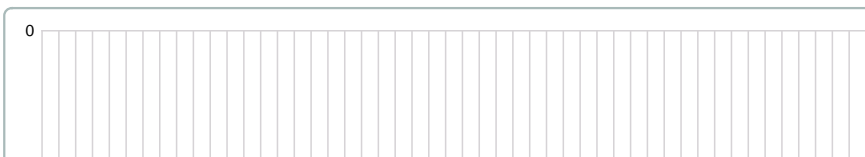
MSI FOR JANUARY

| 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|
| | | | | |

INDICATORS FOR JANUARY 2019

| Inventory | Closed | Absorption | MSI | MSI % |
|-------------------------------|-----------------------|---|----------------------------|------------------------------------|
| 102 | 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 JAN AVG = inf

| High Jan 2019 | inf | Low Jan 2019 | inf |
|--|-----|--------------|-----|
| Months Supply this month at inf equal to 5 yr JAN average of inf | | | |
| NOV | inf | | % |
| DEC | inf | | % |
| JAN | inf | | % |

| Distribution of Active Inventory by Price Range and MSI | | % | MSI | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|----|--------|--------|----------|--------|--------|---------|
| \$50,000 and less | 12 | 11.76% | 3.51 | 4.29 | 2.77 | 12.00 | 0.00 |
| \$50,001 - \$70,000 | 10 | 9.80% | 6.00 | 16.00 | 4.80 | 0.00 | 0.00 |
| \$70,001 - \$110,000 | 17 | 16.67% | 8.16 | 6.00 | 7.33 | 36.00 | 0.00 |
| \$110,001 - \$170,000 | 20 | 19.61% | 8.89 | 12.00 | 9.47 | 4.00 | 6.00 |
| \$170,001 - \$290,000 | 19 | 18.63% | 17.54 | 12.00 | 16.80 | 96.00 | 3.00 |
| \$290,001 - \$450,000 | 15 | 14.71% | 180.00 | 12.00 | 0.00 | 0.00 | 0.00 |
| \$450,001 and up | 9 | 8.82% | 108.00 | 0.00 | 0.00 | 60.00 | 0.00 |
| Market Supply of Inventory (MSI) | | 9.56 | | 8.00 | 7.52 | 32.00 | 12.00 |
| Total Active Inventory by Units | | 102 | 100% | 20 | 52 | 24 | 6 |

January 2019



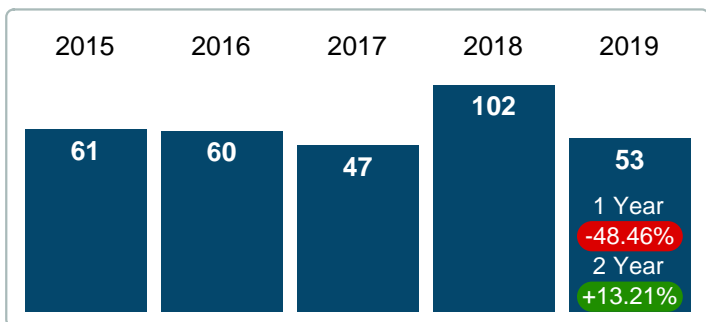
Area Delimited by County Of Sequoyah - Residential Property Type



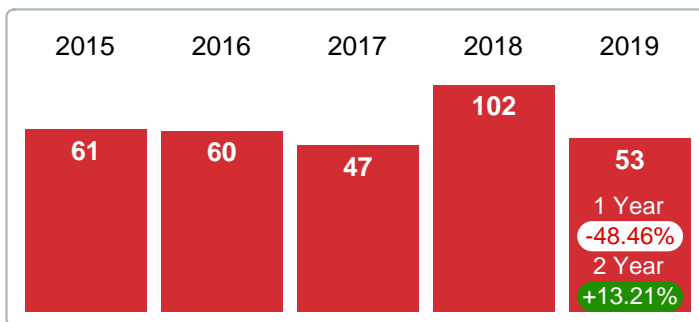
AVERAGE DAYS ON MARKET TO SALE

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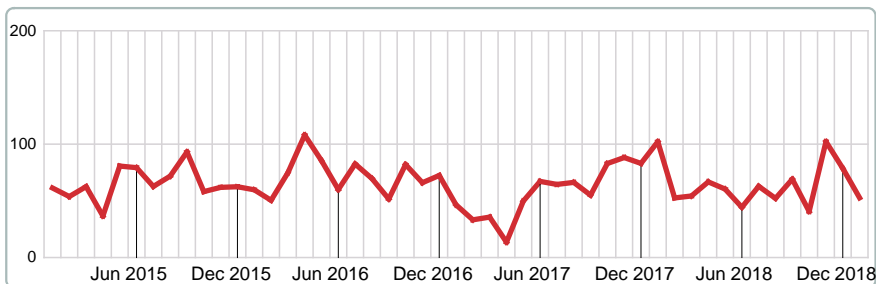
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

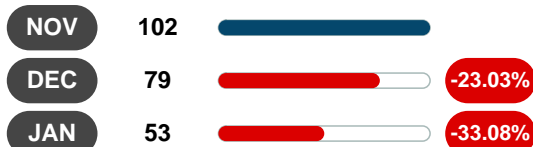


3 MONTHS

5 year JAN AVG = 64

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 53 below the 5 yr JAN average of 64



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 | 7.14% | 34 | 0 | 34 | 0 | 0 |
| \$10,001 - \$20,000 | 7.14% | 16 | 0 | 16 | 0 | 0 |
| \$20,001 - \$40,000 | 28.57% | 96 | 0 | 74 | 164 | 0 |
| \$40,001 - \$80,000 | 14.29% | 57 | 0 | 57 | 0 | 0 |
| \$80,001 - \$100,000 | 14.29% | 64 | 0 | 64 | 0 | 0 |
| \$100,001 - \$150,000 | 14.29% | 27 | 48 | 0 | 5 | 0 |
| \$150,001 and up | 14.29% | 5 | 1 | 0 | 0 | 8 |
| Average Closed DOM | | 53 | 25 | 57 | 85 | 8 |
| Total Closed Units | 100% | 53 | 2 | 9 | 2 | 1 |
| Total Closed Volume | | 1,030,552 | 291.00K | 407.05K | 180.50K | 152.00K |

January 2019



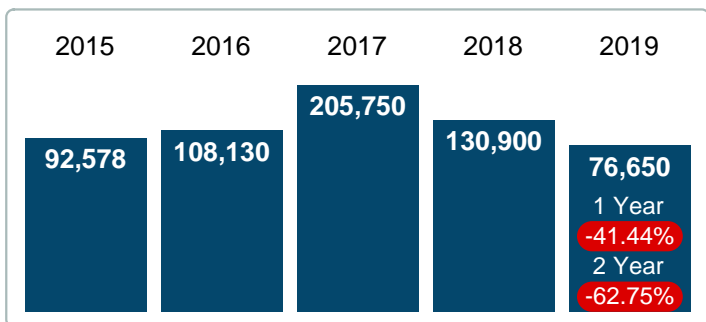
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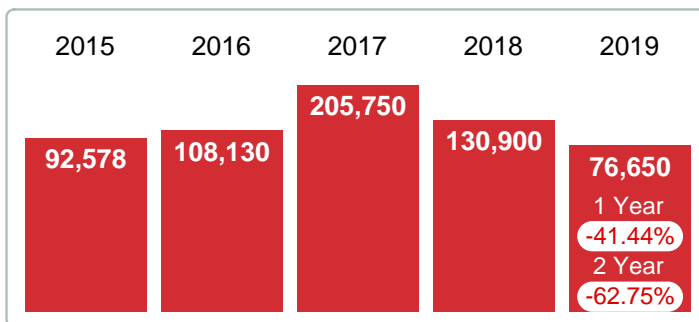
AVERAGE LIST PRICE AT CLOSING

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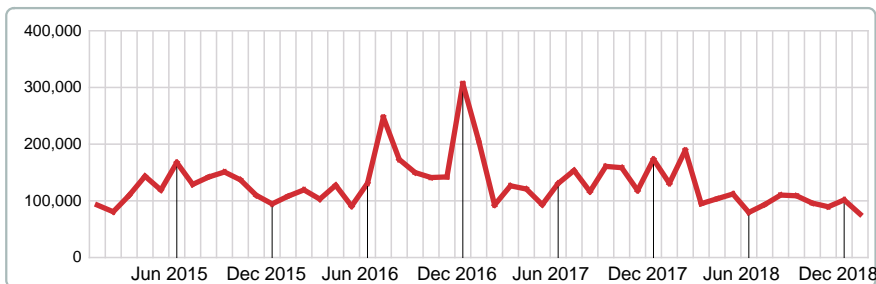
JANUARY



YEAR TO DATE (YTD)

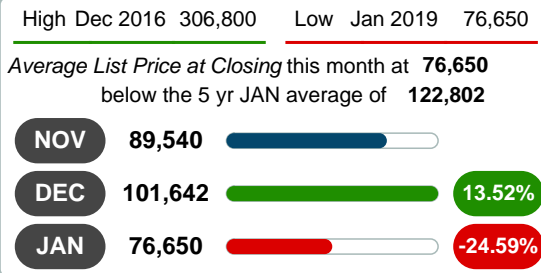


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 122,802



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 | 0 | 0.00% | 0 | 0 | 12,000 | 0 | 0 |
| \$10,001 - \$20,000 | 2 | 14.29% | 13,150 | 0 | 14,300 | 0 | 0 |
| \$20,001 - \$40,000 | 3 | 21.43% | 30,617 | 0 | 32,600 | 39,050 | 0 |
| \$40,001 - \$80,000 | 3 | 21.43% | 62,900 | 0 | 71,850 | 0 | 0 |
| \$80,001 - \$100,000 | 2 | 14.29% | 85,000 | 0 | 85,000 | 0 | 0 |
| \$100,001 - \$150,000 | 3 | 21.43% | 137,083 | 116,250 | 0 | 145,000 | 0 |
| \$150,001 and up | 1 | 7.14% | 185,000 | 185,000 | 0 | 0 | 150,000 |
| Average List Price | | | 76,650 | 150,625 | 48,644 | 92,025 | 150,000 |
| Total Closed Units | | 100% | 76,650 | 2 | 9 | 2 | 1 |
| Total Closed Volume | | | 1,073,100 | 301.25K | 437.80K | 184.05K | 150.00K |

January 2019



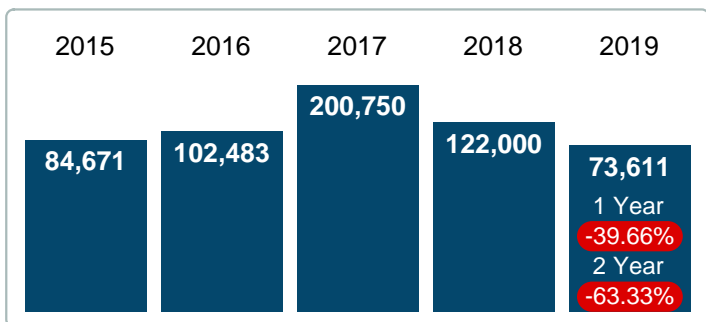
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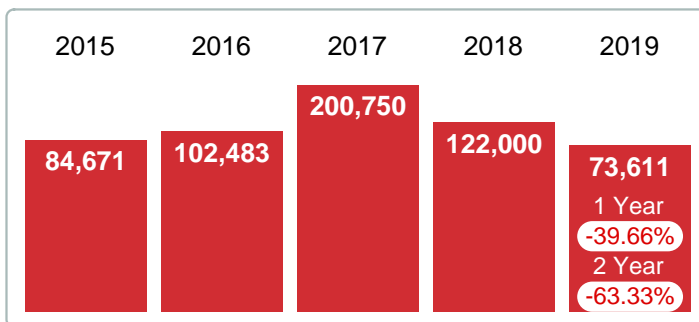
AVERAGE SOLD PRICE AT CLOSING

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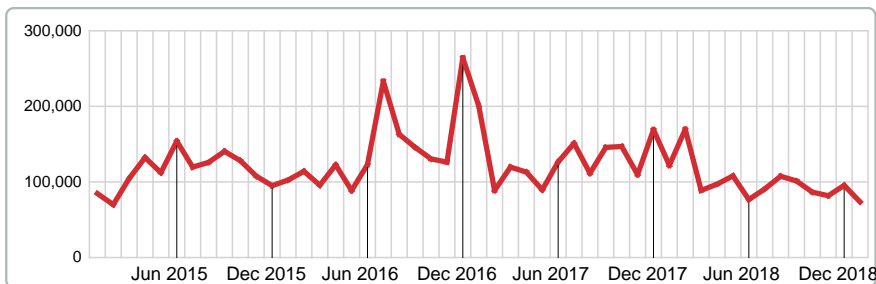
JANUARY



YEAR TO DATE (YTD)

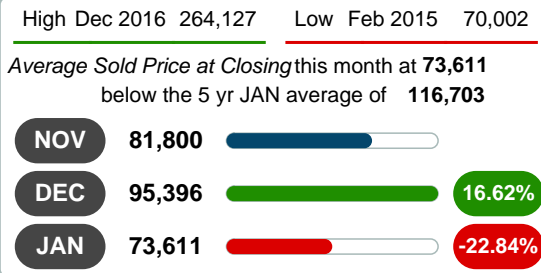


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 116,703



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 | 1 | 7.14% | 10,000 | 0 | 10,000 | 0 | 0 |
| \$10,001 - \$20,000 | 1 | 7.14% | 12,542 | 0 | 12,542 | 0 | 0 |
| \$20,001 - \$40,000 | 4 | 28.57% | 31,000 | 0 | 29,500 | 35,500 | 0 |
| \$40,001 - \$80,000 | 2 | 14.29% | 65,055 | 0 | 65,055 | 0 | 0 |
| \$80,001 - \$100,000 | 2 | 14.29% | 82,950 | 0 | 82,950 | 0 | 0 |
| \$100,001 - \$150,000 | 2 | 14.29% | 125,500 | 106,000 | 0 | 145,000 | 0 |
| \$150,001 and up | 2 | 14.29% | 168,500 | 185,000 | 0 | 0 | 152,000 |
| Average Sold Price | | | 73,611 | 145,500 | 45,228 | 90,250 | 152,000 |
| Total Closed Units | | 100% | 73,611 | 2 | 9 | 2 | 1 |
| Total Closed Volume | | | 1,030,552 | 291.00K | 407.05K | 180.50K | 152.00K |

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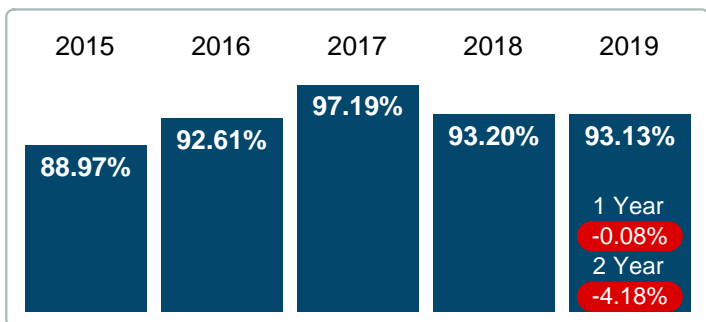
Area Delimited by County Of Sequoyah - Residential Property Type



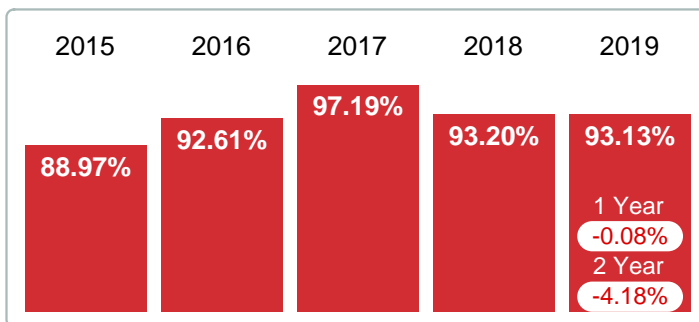
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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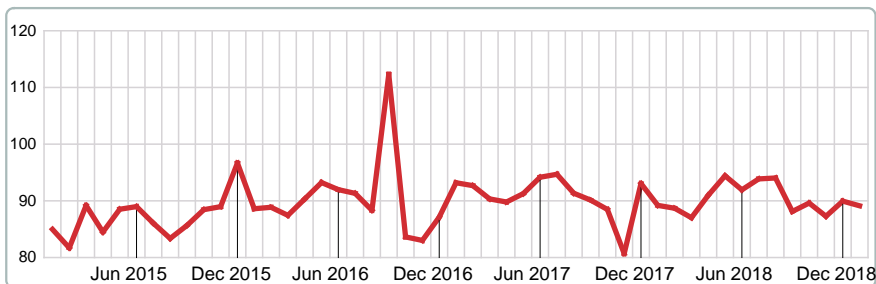
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

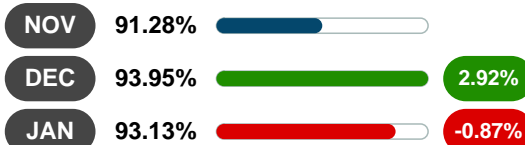


3 MONTHS

5 year JAN AVG = 93.02%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **93.13%**
equal to 5 yr JAN average of **93.02%**



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 | <div style="width: 7.14%;"></div> 1 | 7.14% | 83.33% | 0.00% | 83.33% | 0.00% | 0.00% |
| \$10,001 - \$20,000 | <div style="width: 7.14%;"></div> 1 | 7.14% | 87.71% | 0.00% | 87.71% | 0.00% | 0.00% |
| \$20,001 - \$40,000 | <div style="width: 28.57%;"></div> 4 | 28.57% | 91.05% | 0.00% | 91.10% | 90.91% | 0.00% |
| \$40,001 - \$80,000 | <div style="width: 14.29%;"></div> 2 | 14.29% | 90.42% | 0.00% | 90.42% | 0.00% | 0.00% |
| \$80,001 - \$100,000 | <div style="width: 14.29%;"></div> 2 | 14.29% | 97.59% | 0.00% | 97.59% | 0.00% | 0.00% |
| \$100,001 - \$150,000 | <div style="width: 14.29%;"></div> 2 | 14.29% | 95.59% | 91.18% | 0.00% | 100.00% | 0.00% |
| \$150,001 and up | <div style="width: 14.29%;"></div> 2 | 14.29% | 100.67% | 100.00% | 0.00% | 0.00% | 101.33% |
| Average Sold/List Ratio | | 93.10% | | 95.59% | 91.15% | 95.45% | 101.33% |
| Total Closed Units | | 14 | 100% | 2 | 9 | 2 | 1 |
| Total Closed Volume | | 1,030,552 | | 291.00K | 407.05K | 180.50K | 152.00K |

January 2019



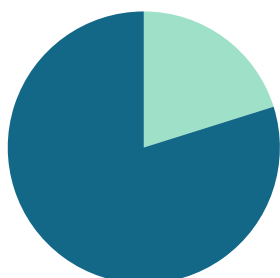
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

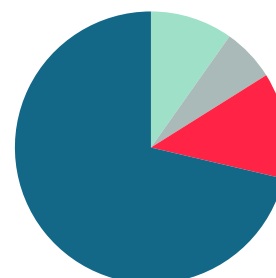


Inventory
 New Listings
26 = 20.16%
 Start Inventory
103
 Total Inventory Units
129
 Volume
\$27,716,029

Market Activity

Closed Sales
14 = 9.79%
 Pending Sales
9 = 6.29%
 Other Off Market
18 = 12.59%
 Active Inventory
102 = 71.33%

MARKET ACTIVITY



| Compared Metrics | January | | | Year to Date | | |
|--|---------|--------|---------|--------------|--------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 7 | 14 | 100.00% | 7 | 14 | 100.00% |
| Pending Sales | 11 | 9 | -18.18% | 11 | 9 | -18.18% |
| New Listings | 23 | 26 | 13.04% | 23 | 26 | 13.04% |
| Average List Price | 130,900 | 76,650 | -41.44% | 130,900 | 76,650 | -41.44% |
| Average Sale Price | 122,000 | 73,611 | -39.66% | 122,000 | 73,611 | -39.66% |
| Average Percent of Selling Price to List Price | 93.20% | 93.13% | -0.08% | 93.20% | 93.13% | -0.08% |
| Average Days on Market to Sale | 102.14 | 52.64 | -48.46% | 102.14 | 52.64 | -48.46% |
| Monthly Inventory | 89 | 102 | 14.61% | 89 | 102 | 14.61% |
| Months Supply of Inventory | 9.37 | 9.56 | 2.07% | 9.37 | 9.56 | 2.07% |

Absorption: Last 12 months, an Average of 11 Sales/Month

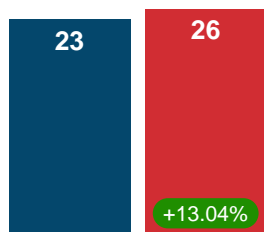
Inventory on January 31, 2019 = 102

2018 2019

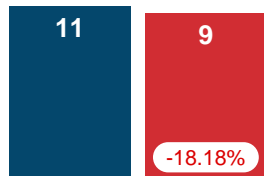
JANUARY MARKET

AVERAGE PRICES

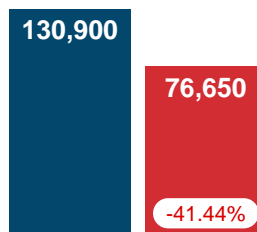
New Listings



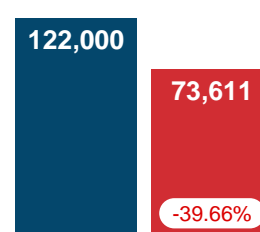
Pending Listings



List Price



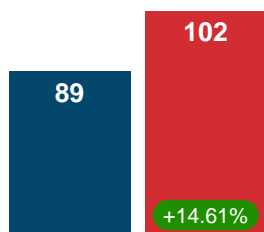
Sale Price



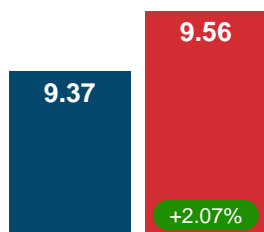
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

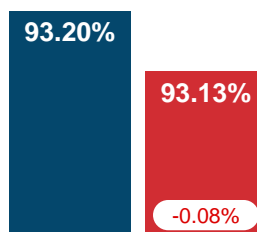
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

