

# January 2019



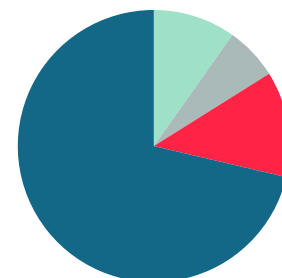
Area Delimited by County Of Sequoyah - Residential Property Type



## 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%
Median List Price	120,000	71,850	-40.13%
Median Sale Price	105,000	65,055	-38.04%
Median Percent of Selling Price to List Price	92.45%	93.09%	0.69%
Median Days on Market to Sale	102.00	41.50	-59.31%
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.

#### 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 **38.04%** in January 2019 to \$65,055 versus the previous year at \$105,000.

#### Median Days on Market Shortens

The median number of **41.50** days that homes spent on the market before selling decreased by 60.50 days or **59.31%** in January 2019 compared to last year's same month at **102.00** DOM.

#### Sales Success for January 2019 is Positive

Overall, with Median 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.

### 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>
<b>Median Sale Price at Closing</b>	<b>9</b>
<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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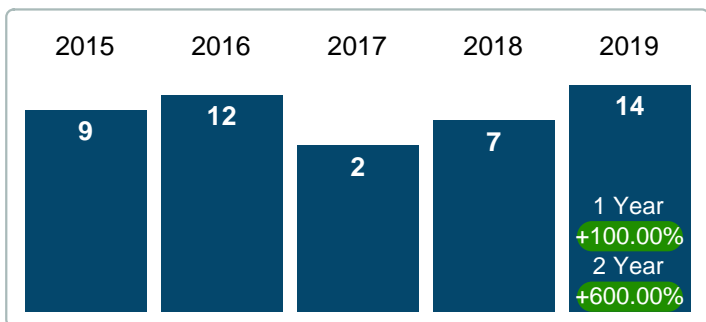
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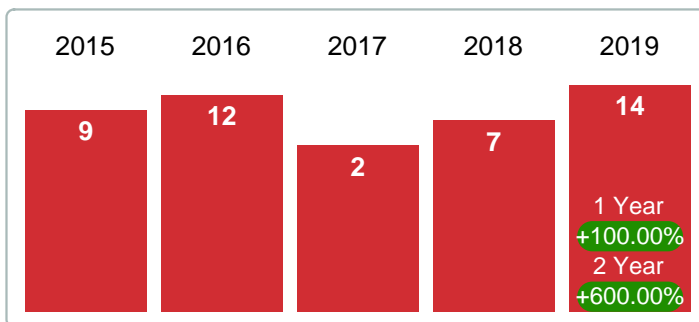
## CLOSED LISTINGS

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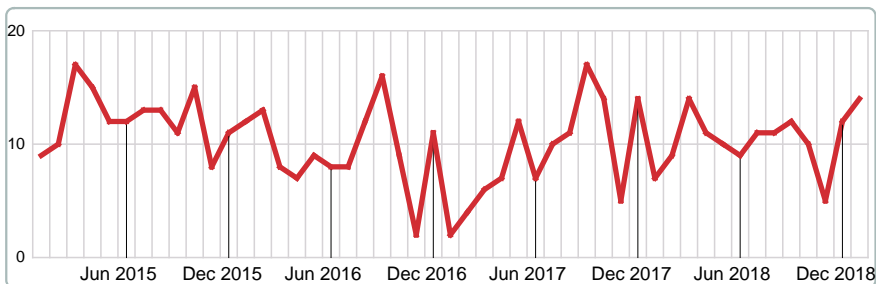
### JANUARY



### YEAR TO DATE (YTD)

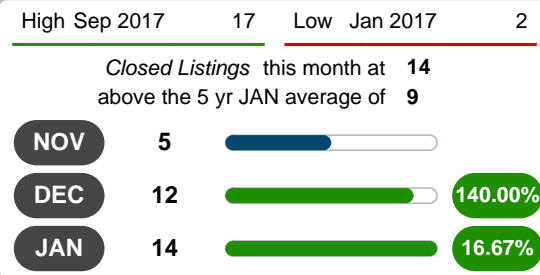


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 9



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	96.0	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
<b>Total Closed Units</b>	<b>14</b>			<b>2</b>	<b>9</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>1,030,552</b>	<b>100%</b>	<b>41.5</b>	<b>291.00K</b>	<b>407.05K</b>	<b>180.50K</b>	<b>152.00K</b>
<b>Median Closed Price</b>	<b>\$65,055</b>			<b>\$145,500</b>	<b>\$40,000</b>	<b>\$90,250</b>	<b>\$152,000</b>

# January 2019



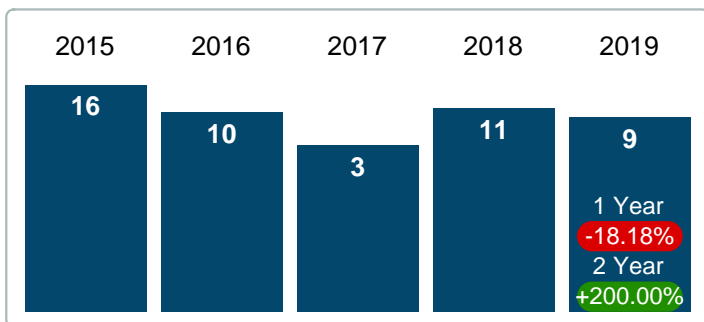
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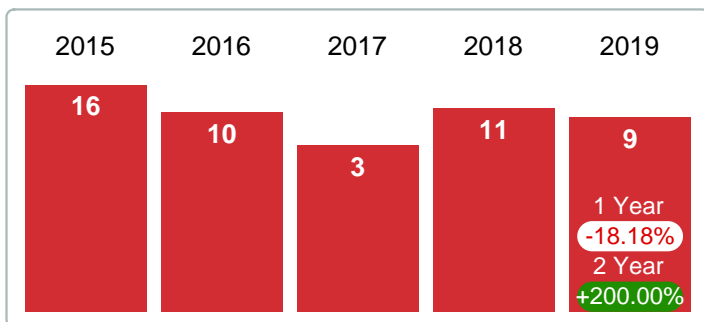
## PENDING LISTINGS

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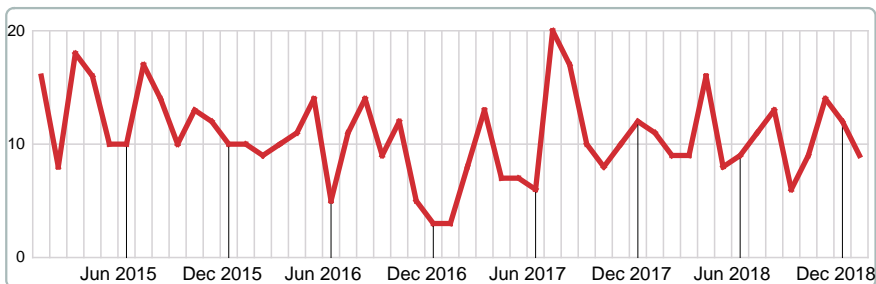
### JANUARY



### YEAR TO DATE (YTD)

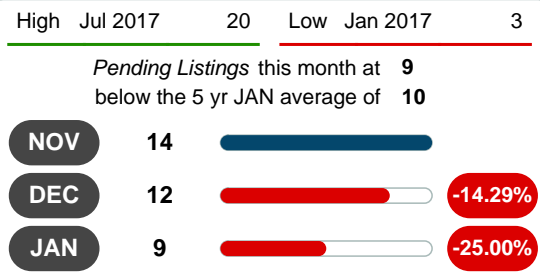


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 10



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	0	0.00%	4.5	0	0	0	0
\$20,001 - \$70,000	2	22.22%	55.0	0	2	0	0
\$70,001 - \$70,000	0	0.00%	55.0	0	0	0	0
\$70,001 - \$120,000	3	33.33%	92.0	0	3	0	0
\$120,001 - \$130,000	1	11.11%	1.0	0	1	0	0
\$130,001 - \$480,000	3	33.33%	0.0	1	2	0	0
\$480,001 and up	0	0.00%	0.0	0	0	0	0
<b>Total Pending Units</b>	<b>9</b>			<b>1</b>	<b>8</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>1,235,450</b>	<b>100%</b>	<b>15.0</b>	<b>185.00K</b>	<b>1.05M</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$104,000</b>			<b>\$185,000</b>	<b>\$91,750</b>	<b>\$0</b>	<b>\$0</b>

# January 2019



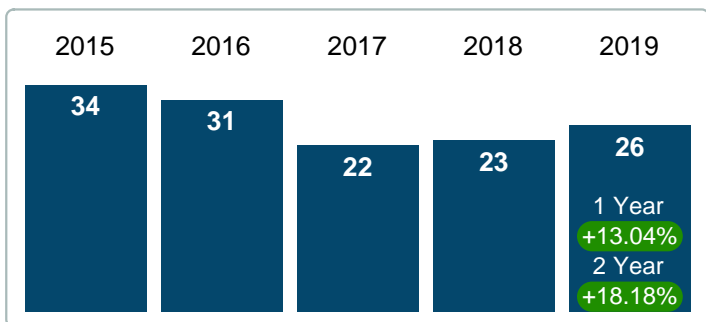
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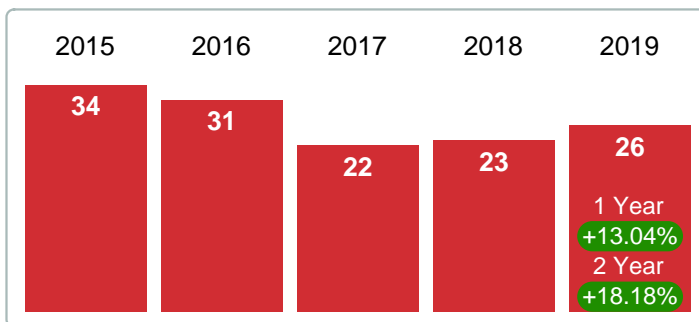
## NEW LISTINGS

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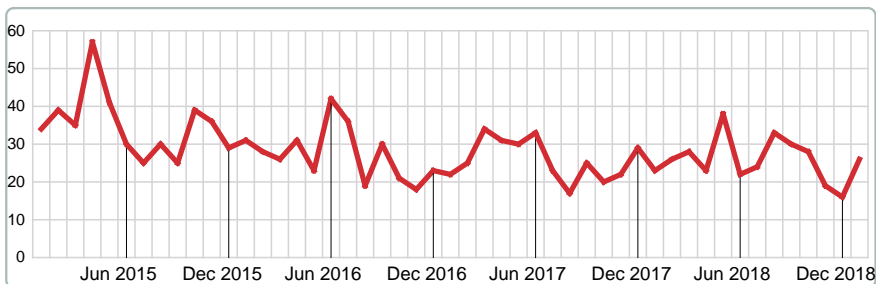
### JANUARY



### YEAR TO DATE (YTD)

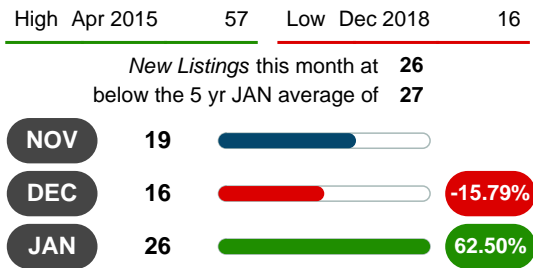


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>26</b>		<b>5</b>	<b>13</b>	<b>6</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>6,325,825</b>	<b>100%</b>	<b>664.50K</b>	<b>2.40M</b>	<b>2.06M</b>	<b>1.21M</b>
<b>Median New Listed Listing Price</b>	<b>\$172,500</b>		<b>\$89,000</b>	<b>\$138,900</b>	<b>\$330,000</b>	<b>\$603,000</b>

# January 2019



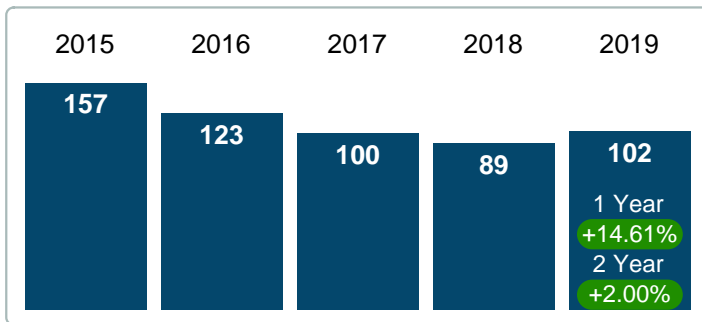
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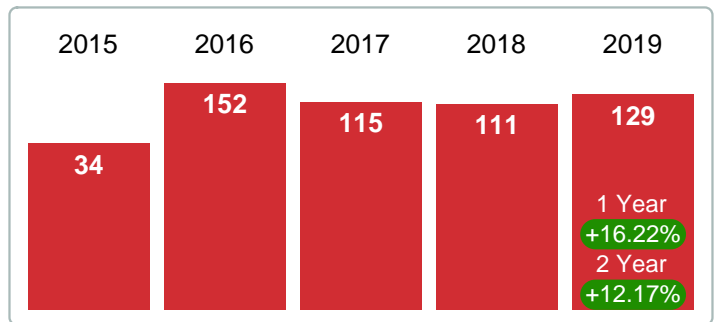
## ACTIVE INVENTORY

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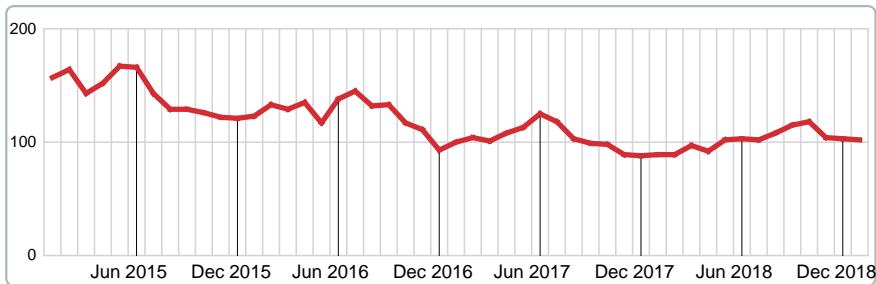
### END OF JANUARY



### ACTIVE DURING JANUARY

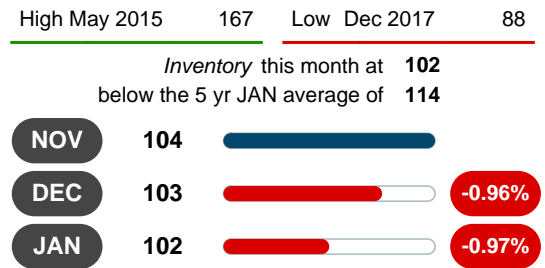


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 114



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	11.76%	104.0	5	6	1	0
\$50,001 - \$70,000	10	9.80%	88.5	4	6	0	0
\$70,001 - \$110,000	17	16.67%	79.0	3	11	3	0
\$110,001 - \$170,000	20	19.61%	111.5	3	15	1	1
\$170,001 - \$290,000	19	18.63%	106.0	3	7	8	1
\$290,001 - \$450,000	15	14.71%	104.0	1	7	6	1
\$450,001 and up	9	8.82%	132.0	1	0	5	3
<b>Total Active Inventory by Units</b>	<b>102</b>			<b>20</b>	<b>52</b>	<b>24</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>21,853,969</b>	<b>100%</b>	<b>100.5</b>	<b>3.34M</b>	<b>7.68M</b>	<b>7.35M</b>	<b>3.49M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$149,900</b>			<b>\$85,750</b>	<b>\$119,250</b>	<b>\$270,700</b>	<b>\$603,000</b>

# January 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 JANUARY

2015	2016	2017	2018	2019

### INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>102</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 JAN AVG = inf

High Jan 2019	inf	Low Jan 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr JAN average of <b>inf</b>			
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%	9.56	20	52	24	6	

# January 2019



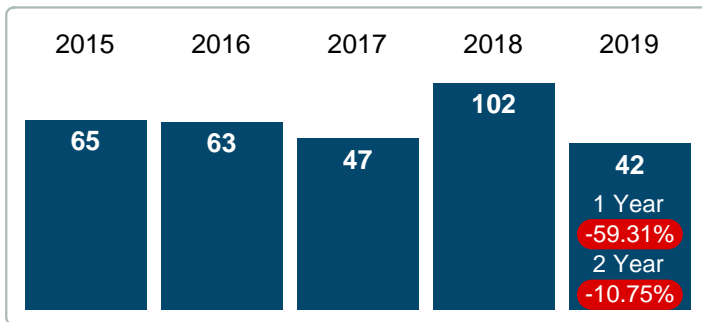
Area Delimited by County Of Sequoyah - Residential Property Type



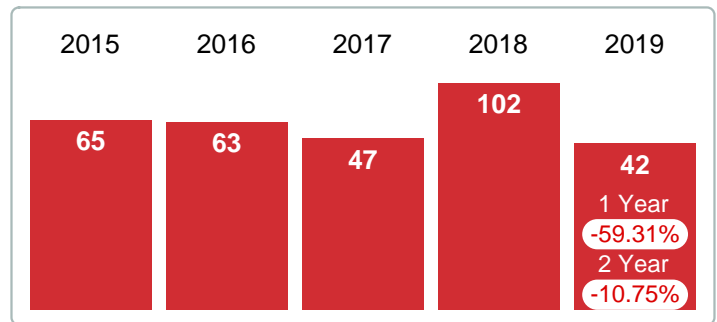
## MEDIAN DAYS ON MARKET TO SALE

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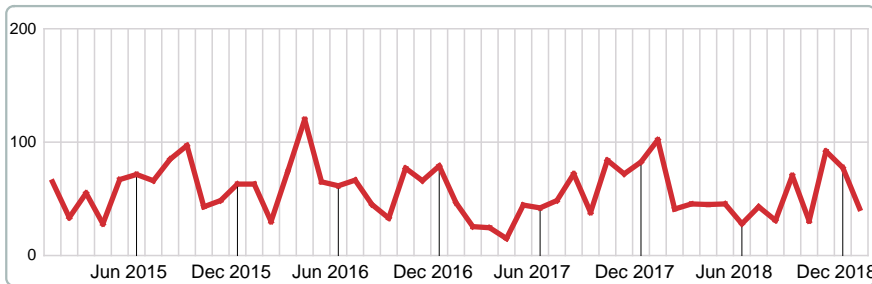
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

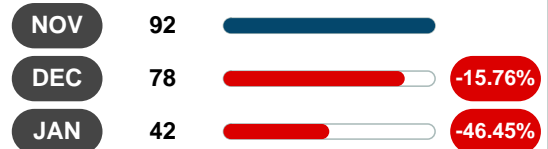


### 3 MONTHS

5 year JAN AVG = 64

High Apr 2016 120 Low Apr 2017 15

Median Days on Market to Sale this month at 42 below the 5 yr JAN average of 64



### 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
\$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	81	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
Median Closed DOM		42	25	52	85	8
Total Closed Units	100%	14	2	9	2	1
Total Closed Volume		1,030,552	291.00K	407.05K	180.50K	152.00K

# January 2019



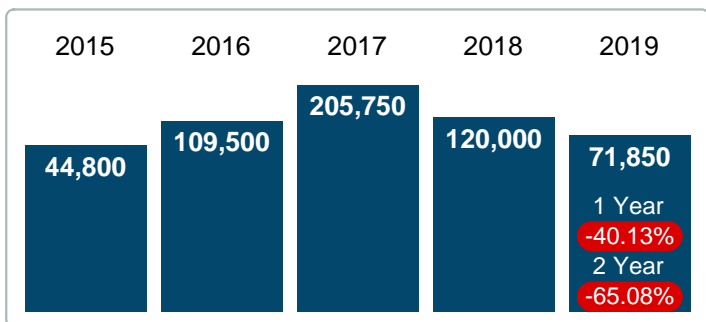
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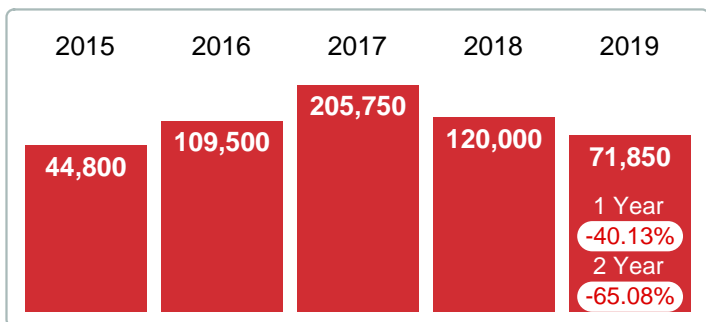
## MEDIAN LIST PRICE AT CLOSING

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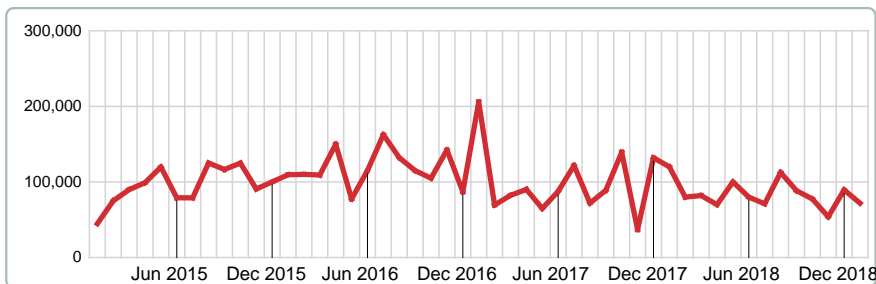
### JANUARY



### YEAR TO DATE (YTD)

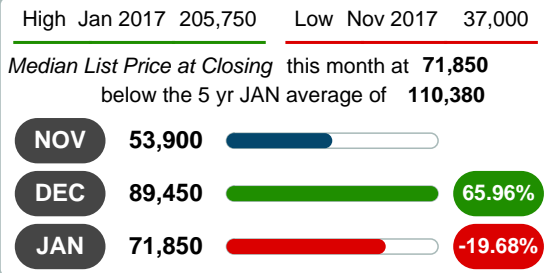


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 110,380



### 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
\$10,000 and less	0	0.00%	5	0	0	0	0
\$10,001 - \$20,000	2	14.29%	13,150	0	13,150	0	0
\$20,001 - \$40,000	3	21.43%	27,900	0	26,400	39,050	0
\$40,001 - \$80,000	3	21.43%	69,900	0	69,900	0	0
\$80,001 - \$100,000	2	14.29%	85,000	0	85,000	0	0
\$100,001 - \$150,000	3	21.43%	145,000	116,250	0	145,000	150,000
\$150,001 and up	1	7.14%	185,000	185,000	0	0	0
Median List Price			71,850	150,625	45,000	92,025	150,000
Total Closed Units		100%	71,850	2	9	2	1
Total Closed Volume			1,073,100	301.25K	437.80K	184.05K	150.00K



# January 2019



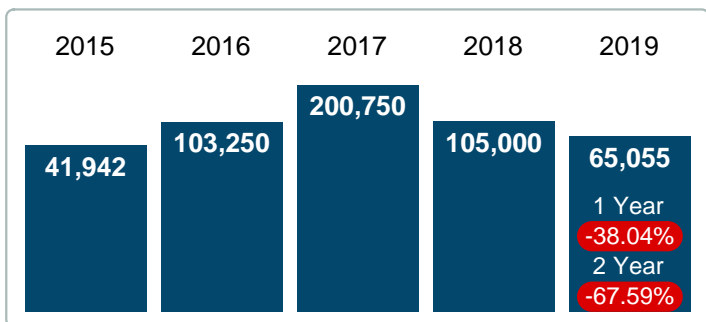
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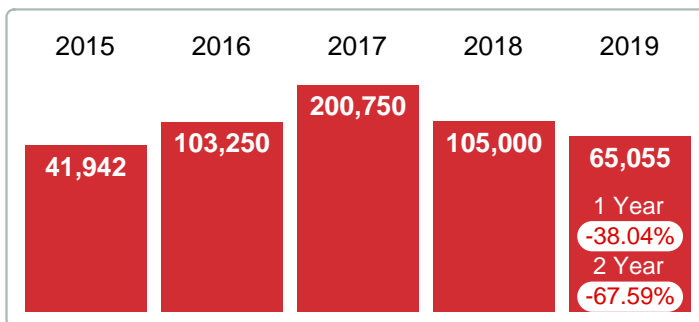
## MEDIAN SOLD PRICE AT CLOSING

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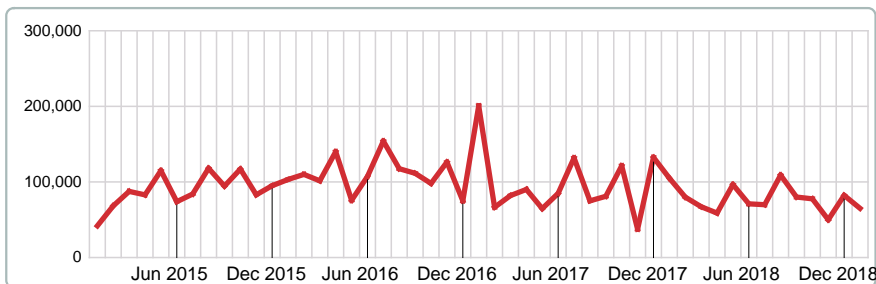
### JANUARY



### YEAR TO DATE (YTD)

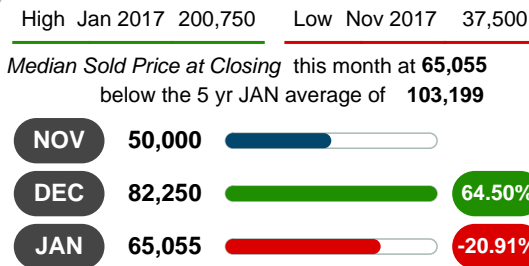


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 103,199



### 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
\$10,000 and less	<div style="width: 7.14%;"></div> 1	7.14%	10,000	0	10,000	0	0
\$10,001 - \$20,000	<div style="width: 7.14%;"></div> 1	7.14%	12,542	0	12,542	0	0
\$20,001 - \$40,000	<div style="width: 28.57%;"></div> 4	28.57%	30,000	0	24,500	35,500	0
\$40,001 - \$80,000	<div style="width: 14.29%;"></div> 2	14.29%	65,055	0	65,055	0	0
\$80,001 - \$100,000	<div style="width: 14.29%;"></div> 2	14.29%	82,950	0	82,950	0	0
\$100,001 - \$150,000	<div style="width: 14.29%;"></div> 2	14.29%	125,500	106,000	0	145,000	0
\$150,001 and up	<div style="width: 14.29%;"></div> 2	14.29%	168,500	185,000	0	0	152,000
Median Sold Price			65,055	145,500	40,000	90,250	152,000
Total Closed Units		100%	65,055	2	9	2	1
Total Closed Volume			1,030,552	291.00K	407.05K	180.50K	152.00K

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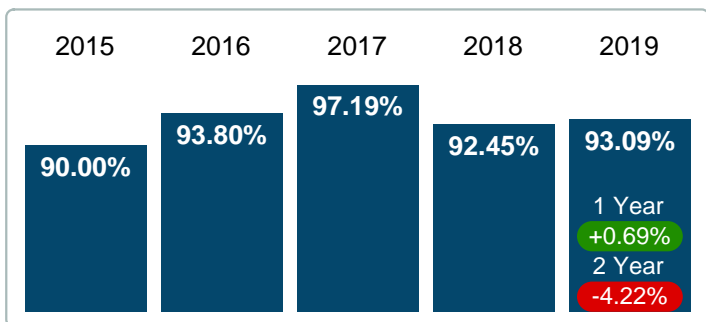
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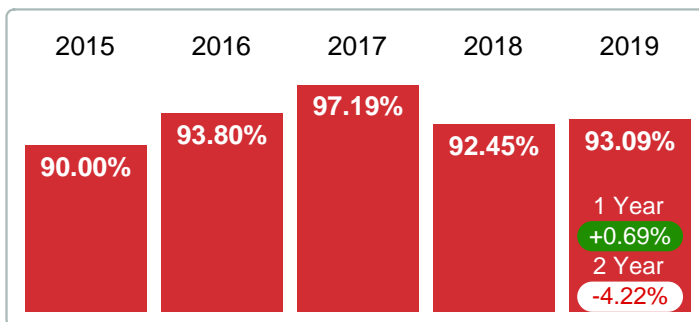
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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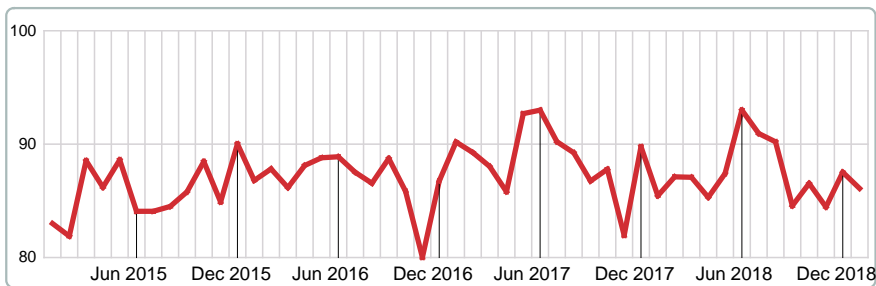
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

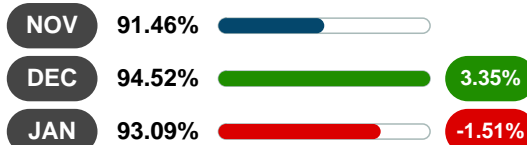


### 3 MONTHS

5 year JAN AVG = 93.31%

High Jun 2018 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **93.09%**  
equal to 5 yr JAN average of **93.31%**



### 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
\$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%	89.90%	0.00%	88.89%	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%
Median Sold/List Ratio		93.09%		95.59%	88.89%	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



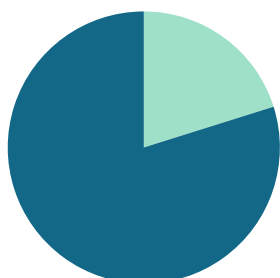
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

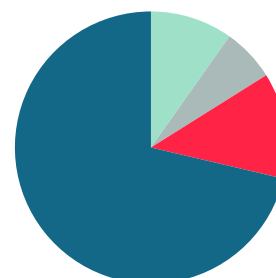


**Inventory**  
 New Listings  
**26 = 20.16%**  
 Start Inventory  
**103**  
 Total Inventory Units  
**129**  
 Volume  
**\$27,716,029**

### 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%
Median List Price	120,000	71,850	-40.13%	120,000	71,850	-40.13%
Median Sale Price	105,000	65,055	-38.04%	105,000	65,055	-38.04%
Median Percent of Selling Price to List Price	92.45%	93.09%	0.69%	92.45%	93.09%	0.69%
Median Days on Market to Sale	102.00	41.50	-59.31%	102.00	41.50	-59.31%
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

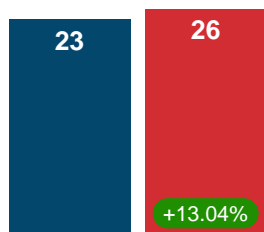
**Inventory** on January 31, 2019 = 102

2018 2019

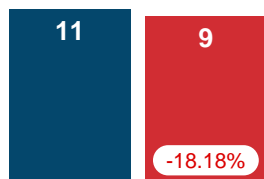
### JANUARY MARKET

### MEDIAN PRICES

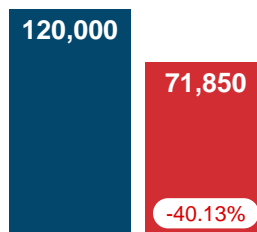
#### New Listings



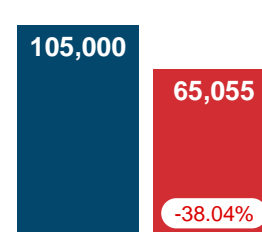
#### Pending Listings



#### List Price



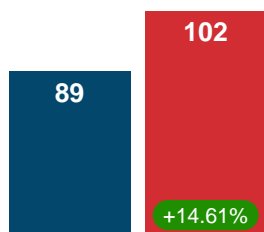
#### Sale Price



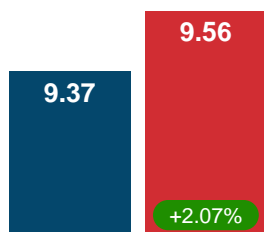
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

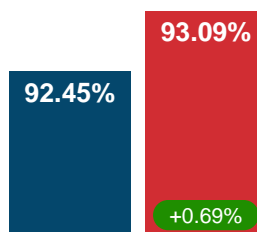
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

