

March 2019



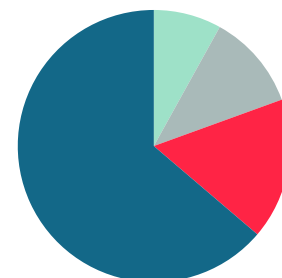
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	14	12	-14.29%
Pending Listings	9	17	88.89%
New Listings	28	37	32.14%
Average List Price	94,982	108,858	14.61%
Average Sale Price	88,840	106,525	19.91%
Average Percent of Selling Price to List Price	91.03%	98.20%	7.88%
Average Days on Market to Sale	54.29	64.25	18.36%
End of Month Inventory	97	95	-2.06%
Months Supply of Inventory	9.17	9.50	3.65%



■ Closed (8.05%)
■ Pending (11.41%)
■ Other OffMarket (16.78%)
■ Active (63.76%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of March 31, 2019 = **95**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **2.06%** to 95 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 **9.50** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **19.91%** in March 2019 to \$106,525 versus the previous year at \$88,840.

Average Days on Market Lengthens

The average number of **64.25** days that homes spent on the market before selling increased by 9.96 days or **18.36%** in March 2019 compared to last year's same month at **54.29** DOM.

Sales Success for March 2019 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 37 New Listings in March 2019, up **32.14%** from last year at 28. Furthermore, there were 12 Closed Listings this month versus last year at 14, a **-14.29%** decrease.

Closed versus Listed trends yielded a **32.4%** ratio, down from previous year's, March 2018, at **50.0%**, a **35.14%** downswing. This will certainly create pressure on a decreasing Monthly 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®

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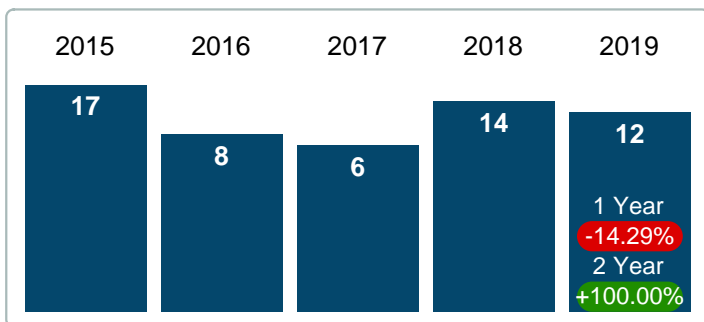
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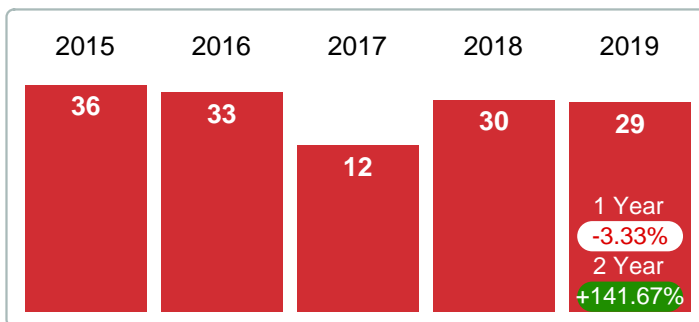
CLOSED LISTINGS

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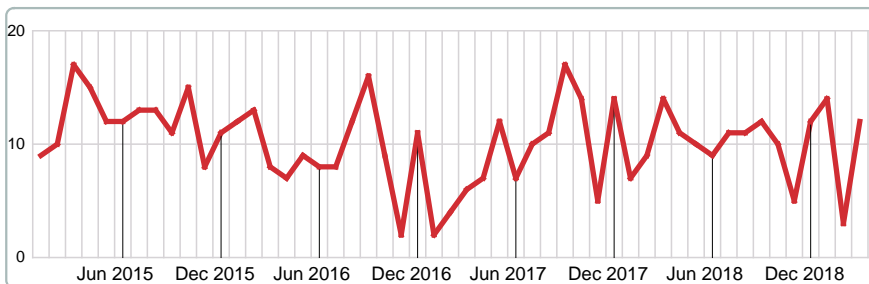
MARCH



YEAR TO DATE (YTD)

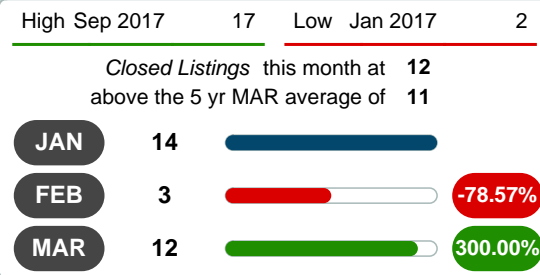


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	1	8.33%	98.0	0	1	0	0
\$70,001 - \$70,000	0	0.00%	0.0	0	0	0	0
\$70,001 - \$80,000	3	25.00%	105.0	0	2	1	0
\$80,001 - \$100,000	3	25.00%	47.7	1	2	0	0
\$100,001 - \$120,000	2	16.67%	81.5	0	2	0	0
\$120,001 - \$170,000	1	8.33%	1.0	0	1	0	0
\$170,001 and up	2	16.67%	25.5	0	2	0	0
Total Closed Units	12			1	10	1	0
Total Closed Volume	1,278,299	100%	64.3	85.00K	1.12M	76.00K	0.00B
Average Closed Price	\$106,525			\$85,000	\$111,730	\$76,000	\$0

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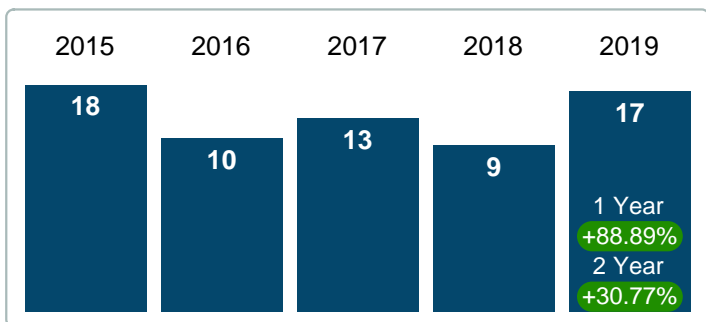
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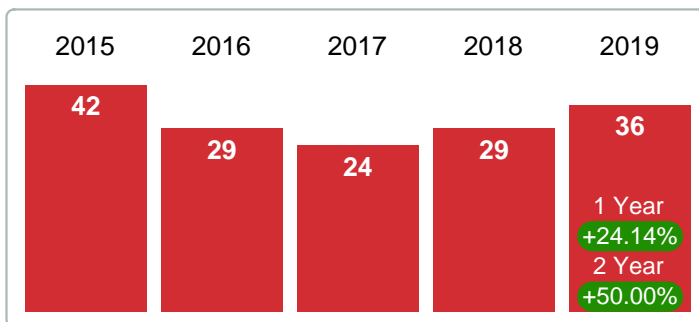
PENDING LISTINGS

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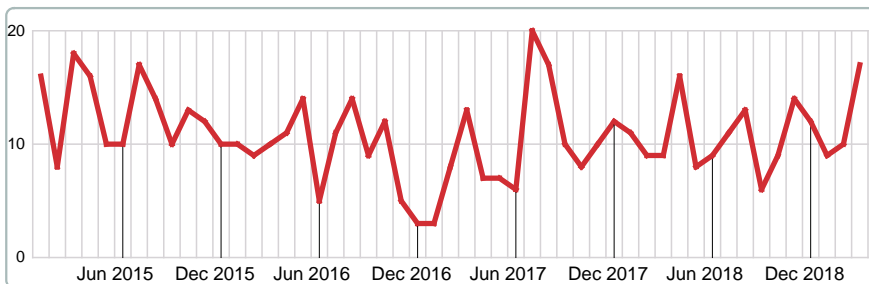
MARCH



YEAR TO DATE (YTD)

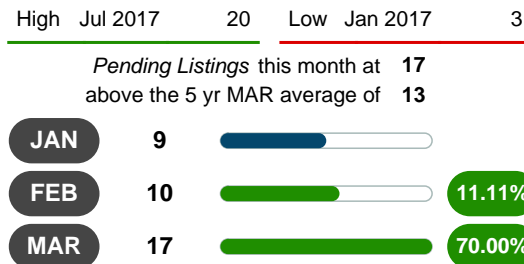


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 13



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0	0.00%	0.0	0	0	0	0
\$30,001 - \$50,000	4	23.53%	22.3	1	3	0	0
\$50,001 - \$80,000	3	17.65%	67.3	1	2	0	0
\$80,001 - \$130,000	3	17.65%	23.0	0	3	0	0
\$130,001 - \$170,000	3	17.65%	68.7	0	3	0	0
\$170,001 - \$230,000	3	17.65%	20.7	1	1	0	1
\$230,001 and up	1	5.88%	0.0	0	1	0	0
Total Pending Units	17			3	13	0	1
Total Pending Volume	2,089,800	100%	31.6	338.50K	1.55M	0.00B	199.00K
Average Listing Price	\$120,720			\$112,833	\$119,408	\$0	\$199,000

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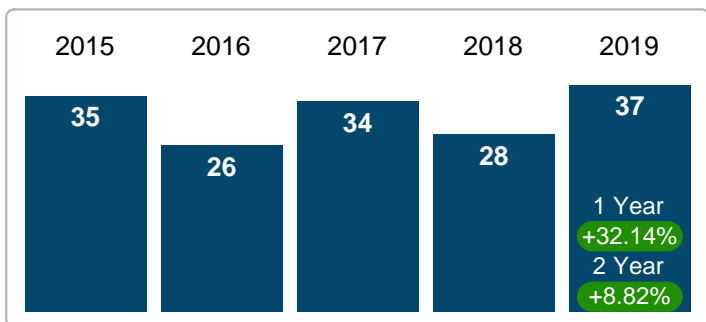
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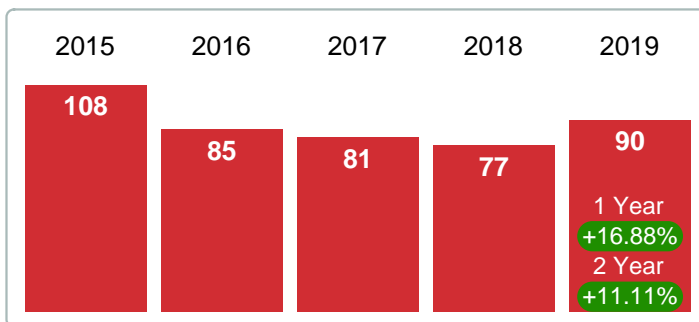
NEW LISTINGS

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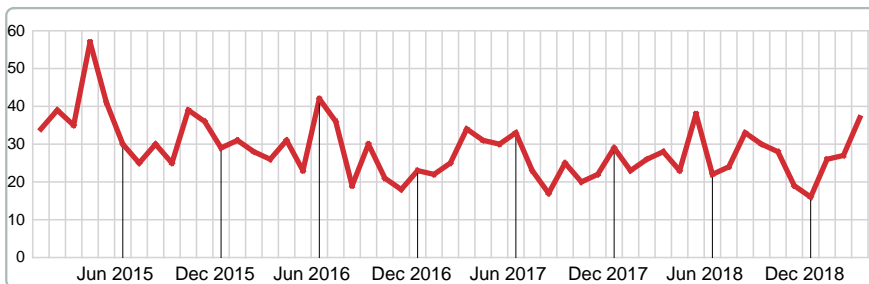
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

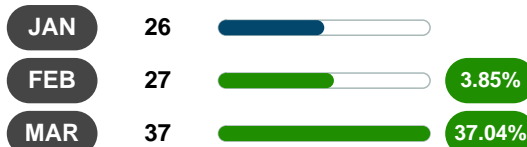


3 MONTHS

5 year MAR AVG = 32

High Apr 2015 57 Low Dec 2018 16

New Listings this month at 37
above the 5 yr MAR average of 32



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	2.70%	0	1	0	0
\$30,001 - \$50,000	7	18.92%	2	5	0	0
\$50,001 - \$80,000	5	13.51%	0	4	1	0
\$80,001 - \$160,000	10	27.03%	0	9	1	0
\$160,001 - \$230,000	6	16.22%	2	3	1	0
\$230,001 - \$290,000	4	10.81%	2	1	1	0
\$290,001 and up	4	10.81%	0	1	2	1
Total New Listed Units	37		6	24	6	1
Total New Listed Volume	6,209,445	100%	982.40K	2.81M	1.54M	875.00K
Average New Listed Listing Price	\$112,703		\$163,733	\$117,027	\$257,233	\$875,000

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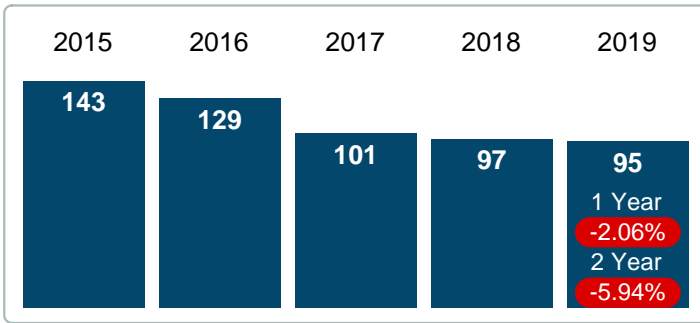
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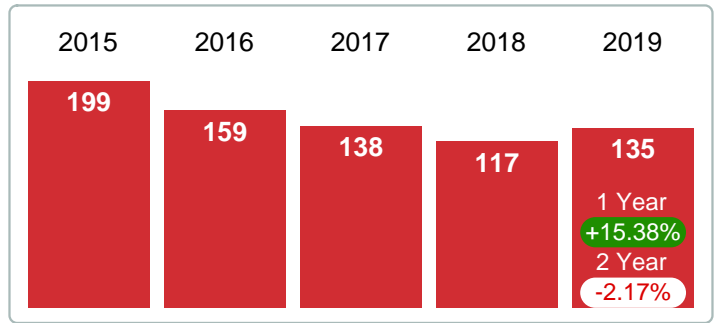
ACTIVE INVENTORY

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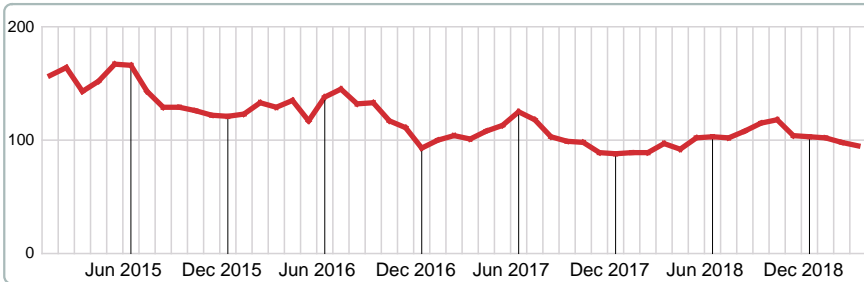
END OF MARCH



ACTIVE DURING MARCH

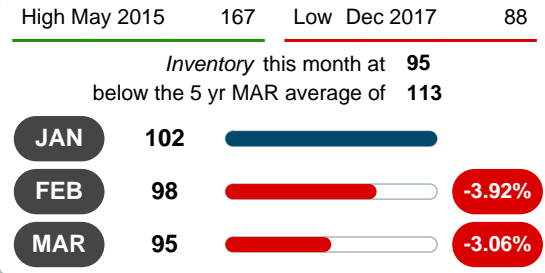


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 113



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.16%	79.7	1	2	0	0
\$25,001 - \$50,000	9	9.47%	59.6	2	6	1	0
\$50,001 - \$100,000	20	21.05%	110.3	5	12	3	0
\$100,001 - \$225,000	26	27.37%	66.0	3	18	4	1
\$225,001 - \$275,000	10	10.53%	41.9	3	1	5	1
\$275,001 - \$475,000	17	17.89%	89.9	1	8	6	2
\$475,001 and up	10	10.53%	59.6	1	1	5	3
Total Active Inventory by Units	95			16	48	24	7
Total Active Inventory by Volume	21,832,720	100%	76.2	3.09M	7.57M	7.29M	3.88M
Average Active Inventory Listing Price	\$229,818			\$193,350	\$157,642	\$303,929	\$554,000

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Area Delimited by County Of Sequoyah - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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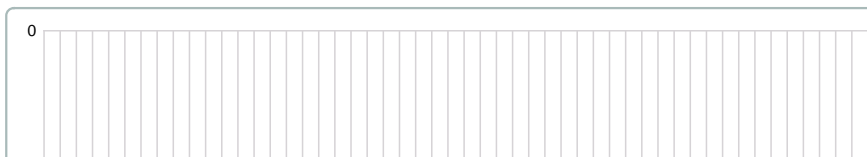
MSI FOR MARCH

2015	2016	2017	2018	2019

INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
95	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 MAR AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.16%	4.00	4.00	4.00	0.00	0.00
\$25,001 - \$50,000	9	9.47%	4.50	3.43	4.50	12.00	0.00
\$50,001 - \$100,000	20	21.05%	5.45	10.00	4.11	12.00	0.00
\$100,001 - \$225,000	26	27.37%	8.67	6.00	8.31	24.00	6.00
\$225,001 - \$275,000	10	10.53%	17.14	36.00	6.00	60.00	4.00
\$275,001 - \$475,000	17	17.89%	inf	0.00	0.00	0.00	0.00
\$475,001 and up	10	10.53%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			9.50	8.35	6.78	41.14	16.80
Total Active Inventory by Units		100%	95	16	48	24	7

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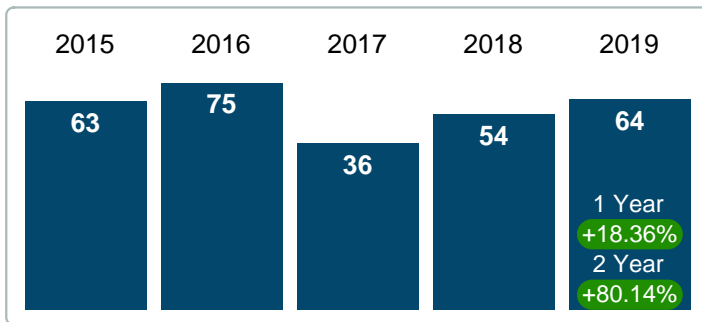
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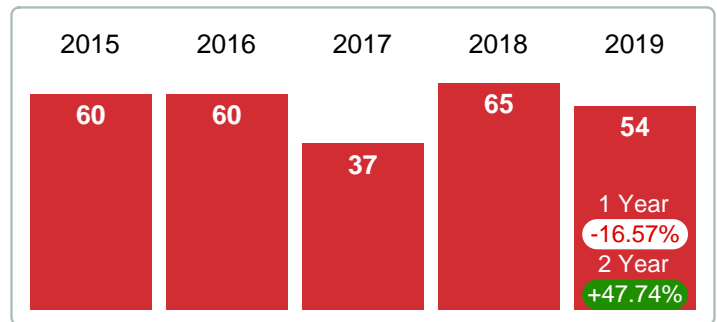
AVERAGE DAYS ON MARKET TO SALE

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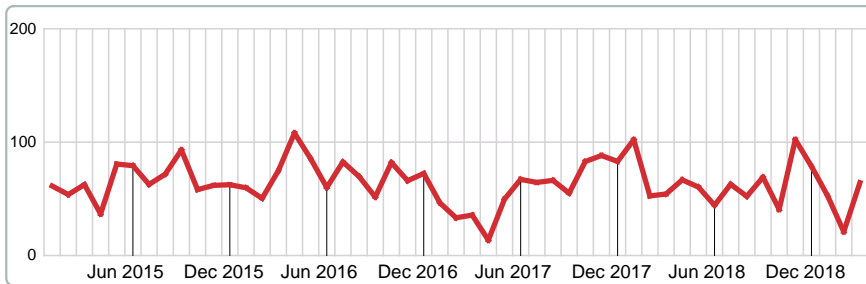
MARCH



YEAR TO DATE (YTD)

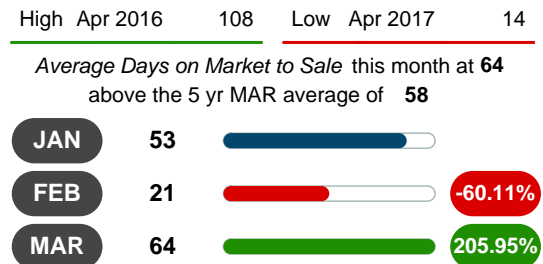


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 58



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	
\$70,000 and less	8.33%	98	0	98	0	0	
\$70,001 - \$70,000	0.00%	0	0	0	0	0	
\$70,001 - \$80,000	25.00%	105	0	77	161	0	
\$80,001 - \$100,000	25.00%	48	52	46	0	0	
\$100,001 - \$120,000	16.67%	82	0	82	0	0	
\$120,001 - \$170,000	8.33%	1	0	1	0	0	
\$170,001 and up	16.67%	26	0	26	0	0	
Average Closed DOM		64		52	56	161	0
Total Closed Units	100%	64	1	10	1		
Total Closed Volume		1,278,299	85.00K	1.12M	76.00K	0.00B	

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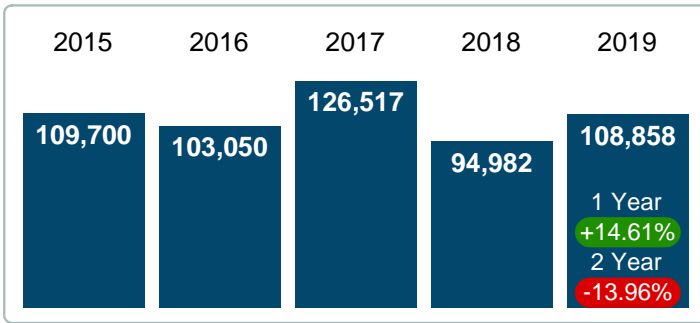
Area Delimited by County Of Sequoyah - Residential Property Type



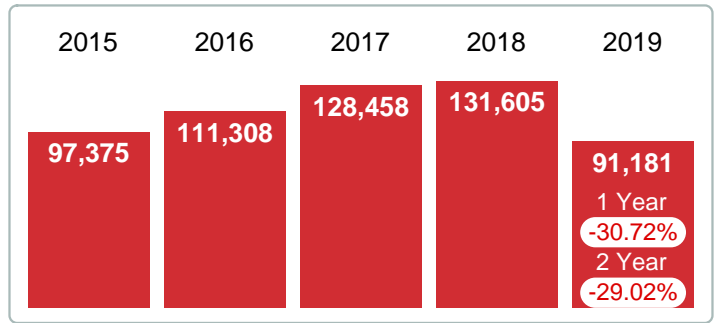
AVERAGE LIST PRICE AT CLOSING

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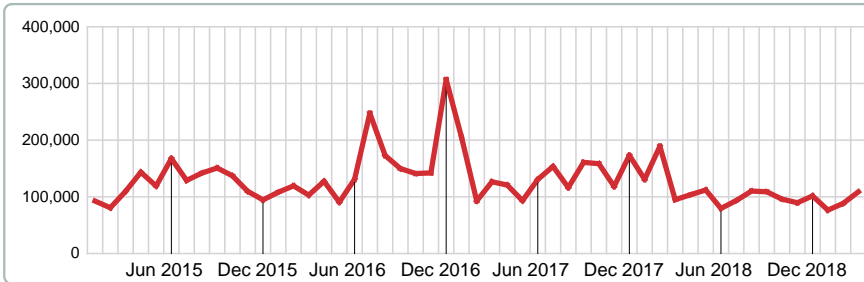
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

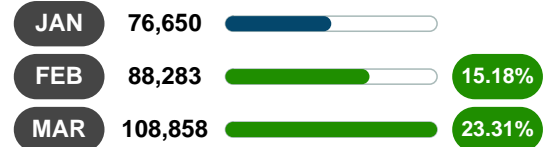


3 MONTHS

5 year MAR AVG = 108,621

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

Average List Price at Closing this month at **108,858**
above the 5 yr MAR average of **108,621**



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
\$70,000 and less	2	16.67%	64,800	0	68,000	0	0
\$70,001 - \$70,000	0	0.00%	0	0	0	0	0
\$70,001 - \$80,000	2	16.67%	79,700	0	70,550	79,900	0
\$80,001 - \$100,000	2	16.67%	89,450	89,000	96,400	0	0
\$100,001 - \$120,000	3	25.00%	107,300	0	109,500	0	0
\$120,001 - \$170,000	1	8.33%	122,000	0	122,000	0	0
\$170,001 and up	2	16.67%	197,250	0	197,250	0	0
Average List Price			108,858	89,000	113,740	79,900	0
Total Closed Units		100%	108,858	1	10	1	0
Total Closed Volume			1,306,299	89.00K	1.14M	79.90K	0.00B

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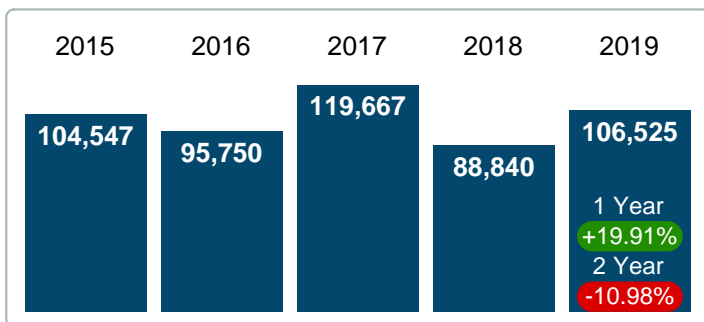
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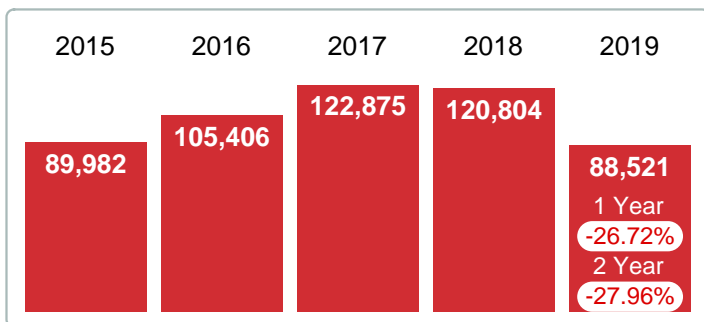
AVERAGE SOLD PRICE AT CLOSING

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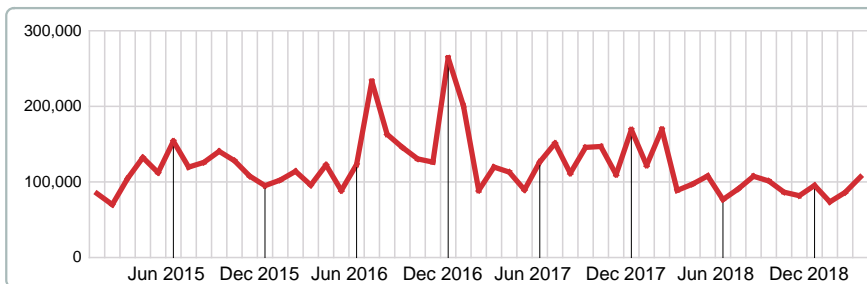
MARCH



YEAR TO DATE (YTD)

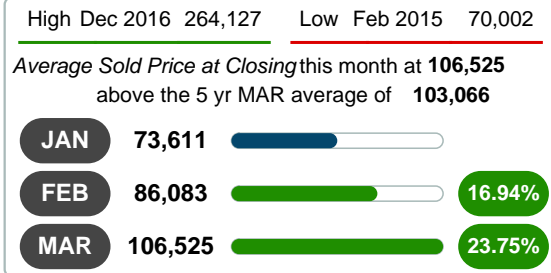


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 103,066



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
\$70,000 and less	8.33%	62,500	0	62,500	0	0
\$70,001 - \$70,000	0.00%	0	0	0	0	0
\$70,001 - \$80,000	25.00%	75,767	0	75,650	76,000	0
\$80,001 - \$100,000	25.00%	88,167	85,000	89,750	0	0
\$100,001 - \$120,000	16.67%	106,000	0	106,000	0	0
\$120,001 - \$170,000	8.33%	122,000	0	122,000	0	0
\$170,001 and up	16.67%	195,000	0	195,000	0	0
Average Sold Price		106,525	85,000	111,730	76,000	0
Total Closed Units	100%	106,525	1	10	1	0
Total Closed Volume		1,278,299	85.00K	1.12M	76.00K	0.00B

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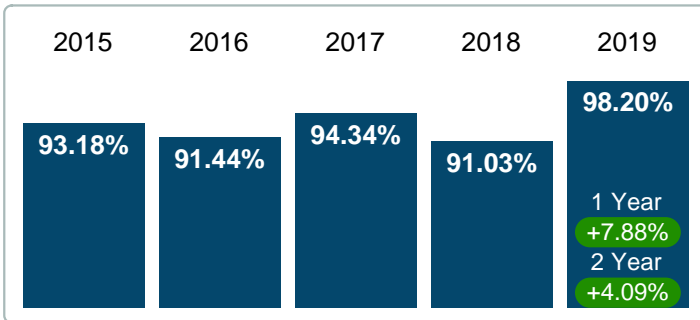
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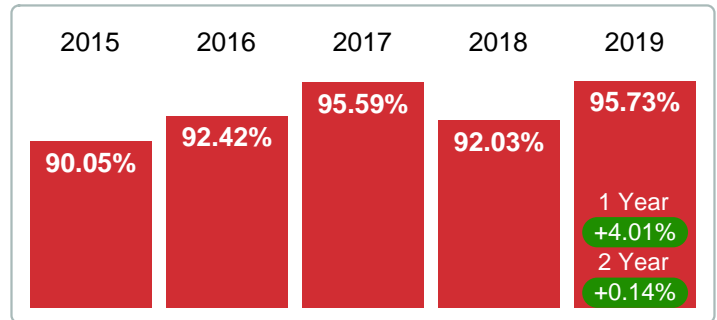
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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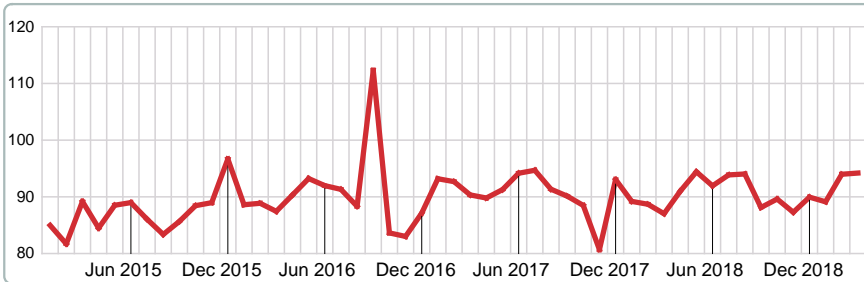
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

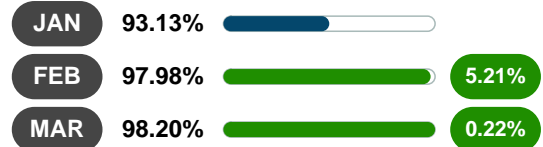


3 MONTHS

5 year MAR AVG = 93.64%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **98.20%**
above the 5 yr MAR average of **93.64%**



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
\$70,000 and less	1	8.33%	91.91%	0.00%	91.91%	0.00%	0.00%
\$70,001 - \$70,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$70,001 - \$80,000	3	25.00%	104.32%	0.00%	108.92%	95.12%	0.00%
\$80,001 - \$100,000	3	25.00%	93.94%	95.51%	93.16%	0.00%	0.00%
\$100,001 - \$120,000	2	16.67%	96.86%	0.00%	96.86%	0.00%	0.00%
\$120,001 - \$170,000	1	8.33%	100.00%	0.00%	100.00%	0.00%	0.00%
\$170,001 and up	2	16.67%	98.97%	0.00%	98.97%	0.00%	0.00%
Average Sold/List Ratio			98.20%	95.51%	98.77%	95.12%	0.00%
Total Closed Units		100%	98.20%	1	10	1	
Total Closed Volume				85.00K	1.12M	76.00K	0.00B

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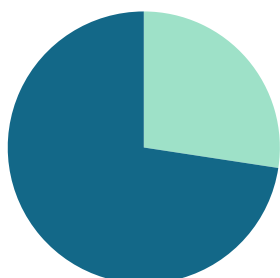
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

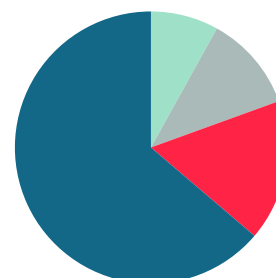


Inventory
 New Listings
37 = 27.41%
 Start Inventory
98
 Total Inventory Units
135
 Volume
\$29,008,765

Market Activity

Closed Sales
12 = 8.05%
 Pending Sales
17 = 11.41%
 Other Off Market
25 = 16.78%
 Active Inventory
95 = 63.76%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	14	12	-14.29%	30	29	-3.33%
Pending Sales	9	17	88.89%	29	36	24.14%
New Listings	28	37	32.14%	77	90	16.88%
Average List Price	94,982	108,858	14.61%	131,605	91,181	-30.72%
Average Sale Price	88,840	106,525	19.91%	120,804	88,521	-26.72%
Average Percent of Selling Price to List Price	91.03%	98.20%	7.88%	92.03%	95.73%	4.01%
Average Days on Market to Sale	54.29	64.25	18.36%	64.93	54.17	-16.57%
Monthly Inventory	97	95	-2.06%	97	95	-2.06%
Months Supply of Inventory	9.17	9.50	3.65%	9.17	9.50	3.65%

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

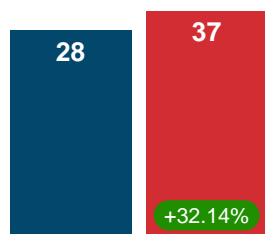
Inventory on March 31, 2019 = **95**

2018 **2019**

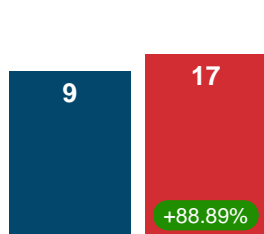
MARCH MARKET

AVERAGE PRICES

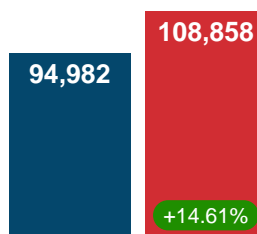
New Listings



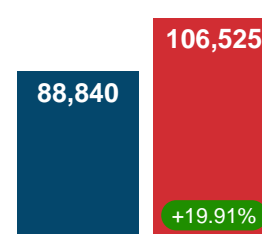
Pending Listings



List Price



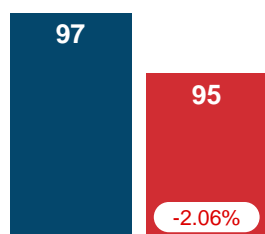
Sale Price



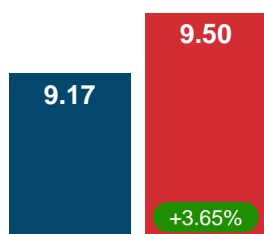
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

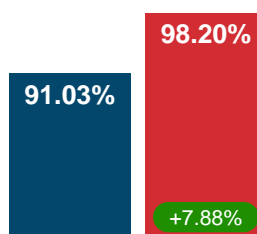
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

