

March 2019



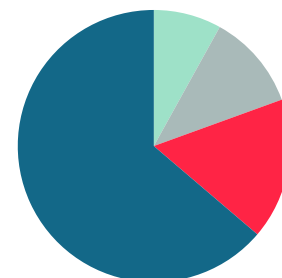
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	81,975	96,400	17.60%
Median Sale Price	67,205	90,000	33.92%
Median Percent of Selling Price to List Price	94.08%	95.62%	1.64%
Median Days on Market to Sale	45.50	60.00	31.87%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **33.92%** in March 2019 to \$90,000 versus the previous year at \$67,205.

Median Days on Market Lengthens

The median number of **60.00** days that homes spent on the market before selling increased by 14.50 days or **31.87%** in March 2019 compared to last year's same month at **45.50** DOM.

Sales Success for March 2019 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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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March 2019



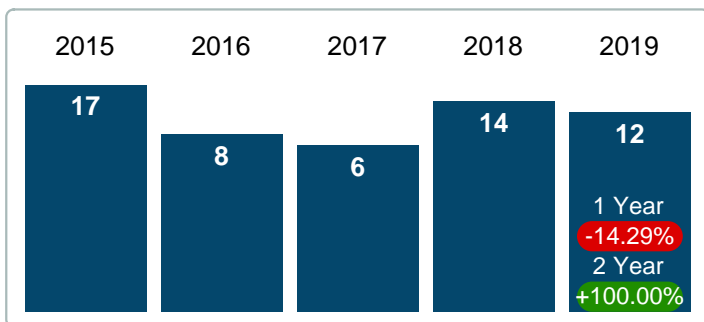
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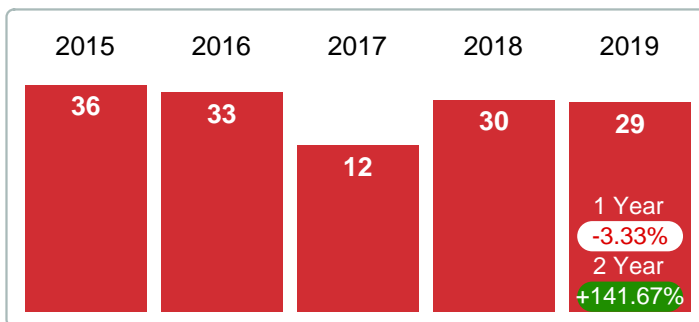
CLOSED LISTINGS

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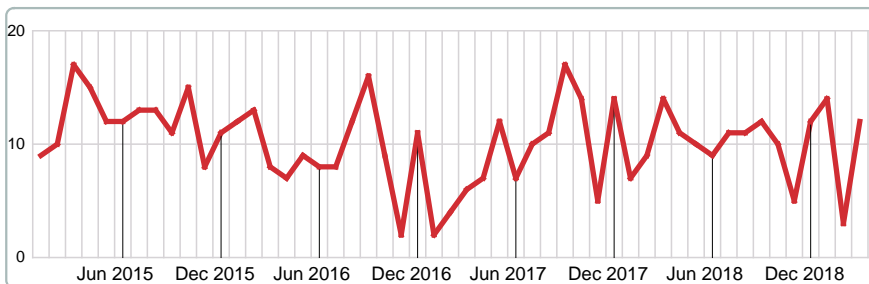
MARCH



YEAR TO DATE (YTD)

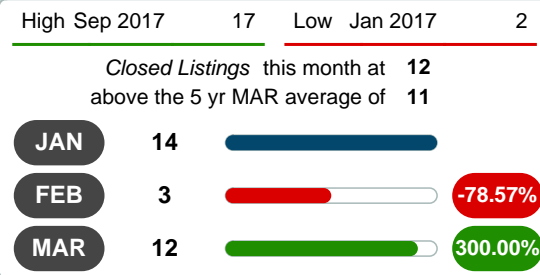


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	98.0	0	0	0	0
\$70,001 - \$80,000	3	25.00%	143.0	0	2	1	0
\$80,001 - \$100,000	3	25.00%	52.0	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%	60.0	85.00K	1.12M	76.00K	0.00B
Median Closed Price	\$90,000			\$85,000	\$98,500	\$76,000	\$0

March 2019



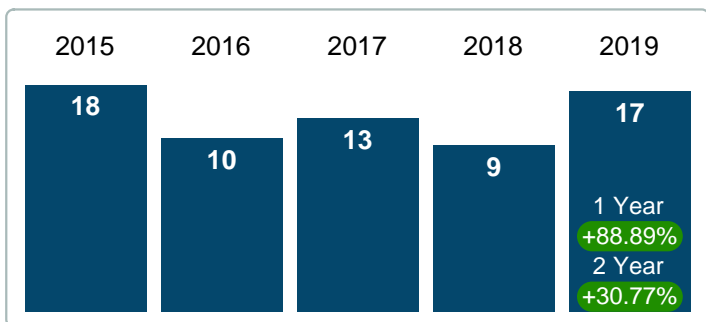
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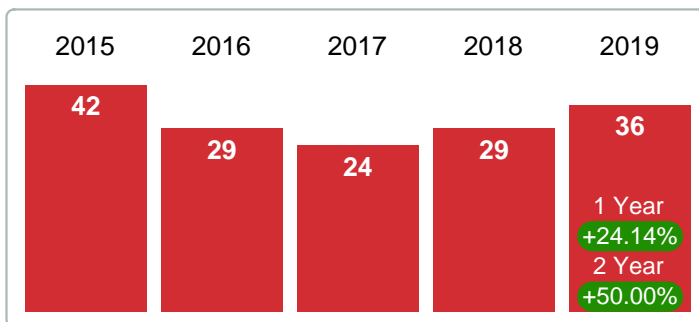
PENDING LISTINGS

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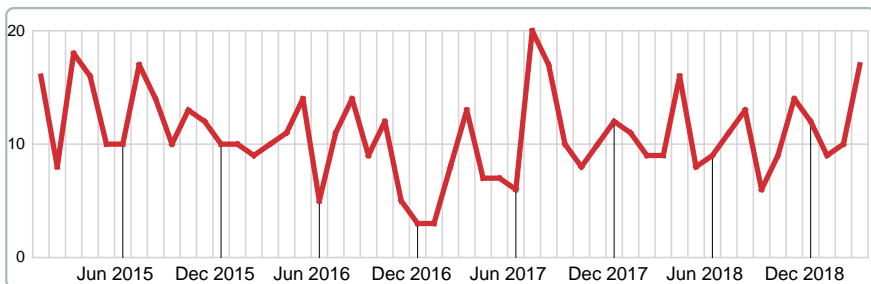
MARCH



YEAR TO DATE (YTD)

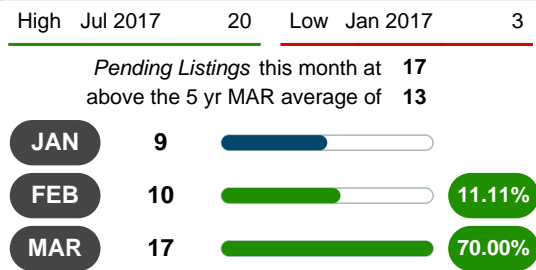


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 13



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0	0.00%	25.5	0	0	0	0
\$30,001 - \$50,000	4	23.53%	17.5	1	3	0	0
\$50,001 - \$80,000	3	17.65%	65.0	1	2	0	0
\$80,001 - \$130,000	3	17.65%	11.0	0	3	0	0
\$130,001 - \$170,000	3	17.65%	29.0	0	3	0	0
\$170,001 - \$230,000	3	17.65%	26.0	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%	23.0	338.50K	1.55M	0.00B	199.00K
Median Listing Price	\$119,900			\$58,500	\$119,900	\$0	\$199,000

March 2019



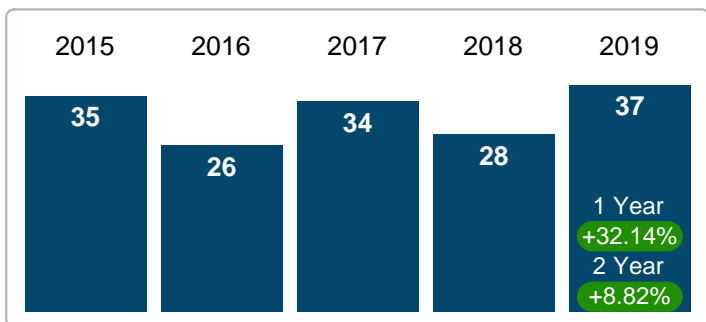
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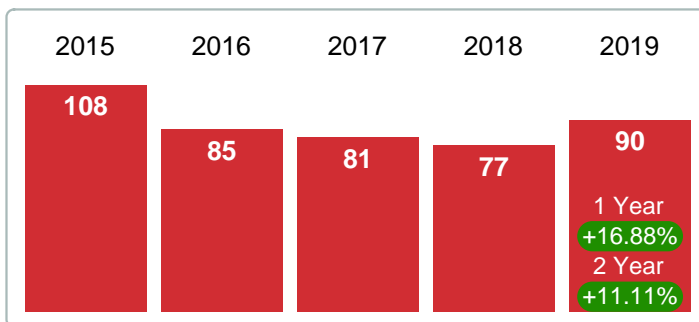
NEW LISTINGS

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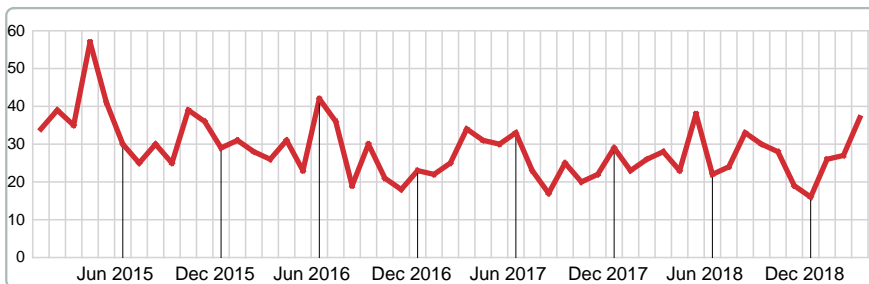
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

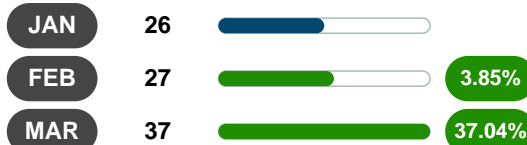


3 MONTHS

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
Median New Listed Listing Price	\$139,900		\$207,500	\$113,825	\$237,000	\$875,000

March 2019



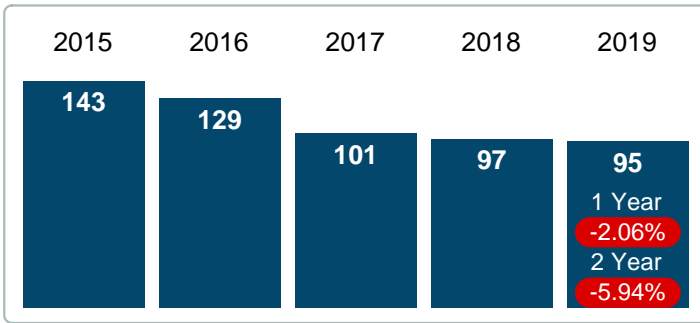
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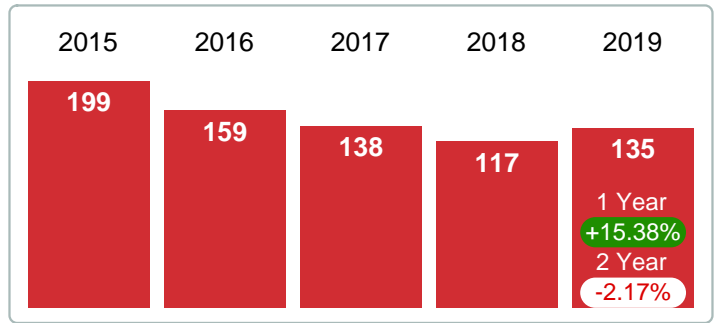
ACTIVE INVENTORY

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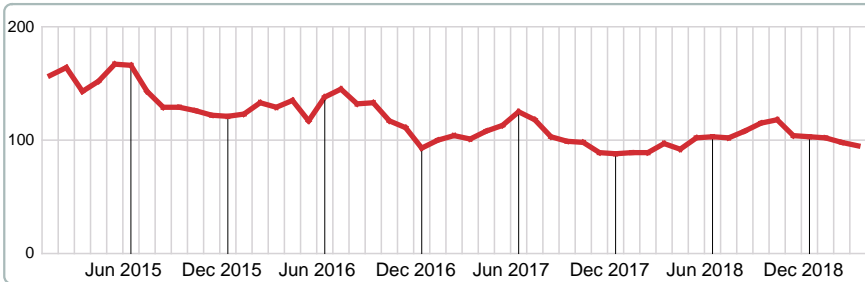
END OF MARCH



ACTIVE DURING MARCH

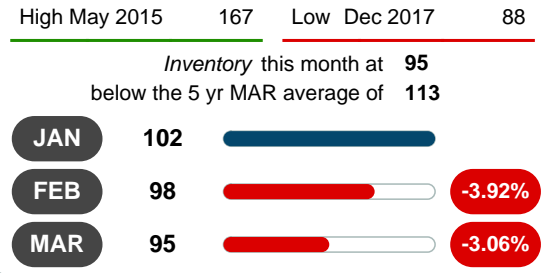


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 113



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.16%	65.0	1	2	0	0
\$25,001 - \$50,000	9	9.47%	13.0	2	6	1	0
\$50,001 - \$100,000	20	21.05%	76.5	5	12	3	0
\$100,001 - \$225,000	26	27.37%	57.0	3	18	4	1
\$225,001 - \$275,000	10	10.53%	35.0	3	1	5	1
\$275,001 - \$475,000	17	17.89%	75.0	1	8	6	2
\$475,001 and up	10	10.53%	50.5	1	1	5	3
Total Active Inventory by Units	95			16	48	24	7
Total Active Inventory by Volume	21,832,720	100%	55.0	3.09M	7.57M	7.29M	3.88M
Median Active Inventory Listing Price	\$160,400			\$111,950	\$118,625	\$253,700	\$440,000

March 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 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

March 2019



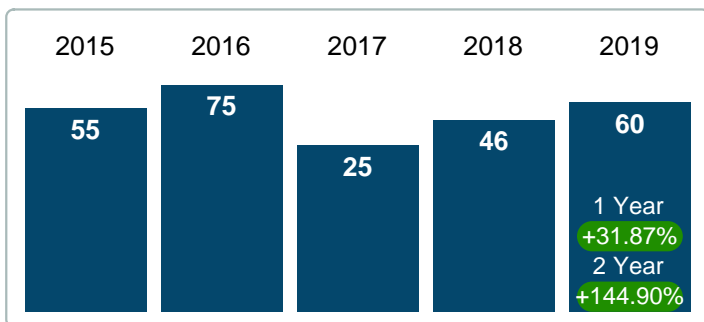
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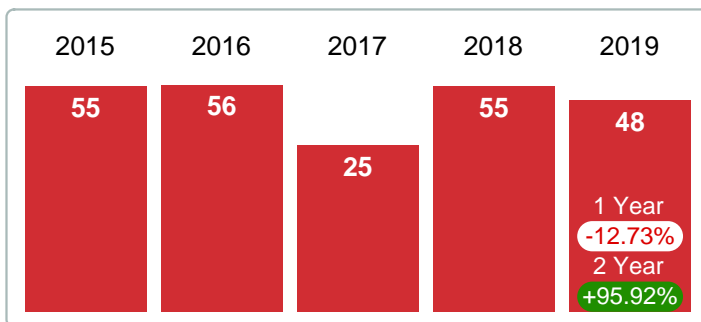
MEDIAN DAYS ON MARKET TO SALE

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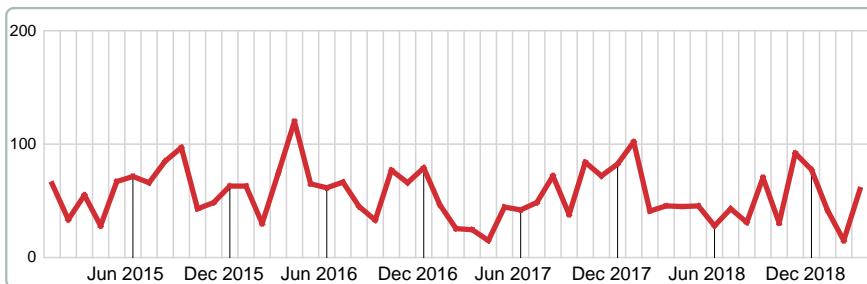
MARCH



YEAR TO DATE (YTD)

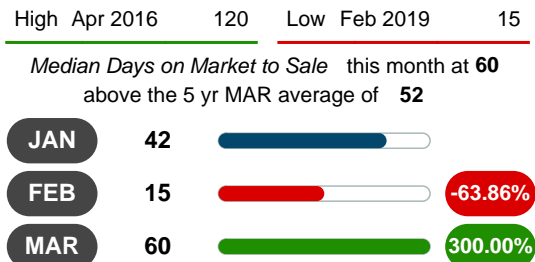


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 52



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
\$70,000 and less	1	8.33%	98	0	98	0	0
\$70,001 - \$70,000	0	0.00%	98	0	0	0	0
\$70,001 - \$80,000	3	25.00%	143	0	77	161	0
\$80,001 - \$100,000	3	25.00%	52	52	46	0	0
\$100,001 - \$120,000	2	16.67%	82	0	82	0	0
\$120,001 - \$170,000	1	8.33%	1	0	1	0	0
\$170,001 and up	2	16.67%	26	0	26	0	0
Median Closed DOM			60	52	59	161	0
Total Closed Units		100%	60.0	1	10	1	
Total Closed Volume			1,278,299	85.00K	1.12M	76.00K	0.00B

March 2019



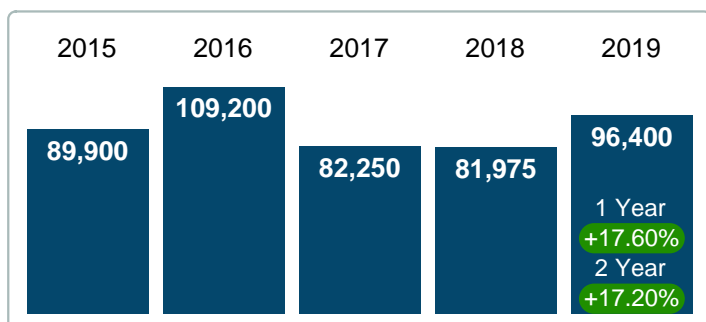
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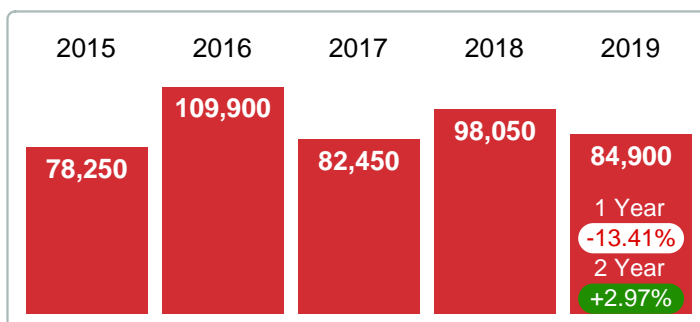
MEDIAN LIST PRICE AT CLOSING

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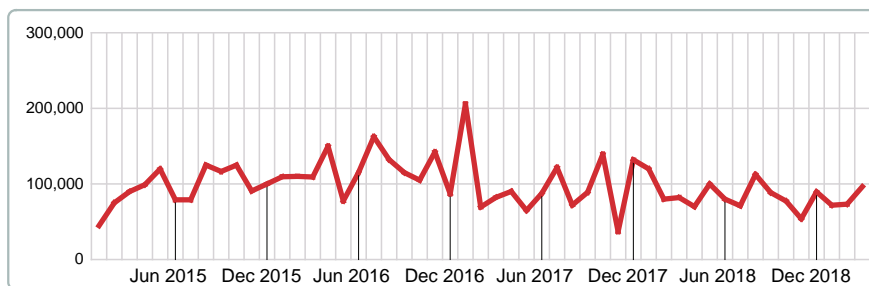
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

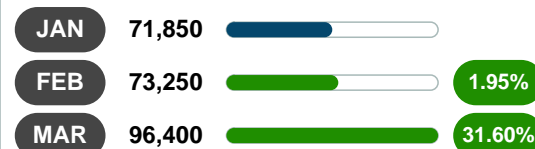


3 MONTHS

5 year MAR AVG = 91,945

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

Median List Price at Closing this month at **96,400**
above the 5 yr MAR average of **91,945**



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
\$70,000 and less	16.67%	64,800	0	64,800	0	0
\$70,001 - \$70,000	0.00%	64,800	0	0	0	0
\$70,001 - \$80,000	16.67%	79,700	0	79,500	79,900	0
\$80,001 - \$100,000	16.67%	89,450	89,000	89,900	0	0
\$100,001 - \$120,000	25.00%	104,000	0	104,000	0	0
\$120,001 - \$170,000	8.33%	122,000	0	122,000	0	0
\$170,001 and up	16.67%	197,250	0	197,250	0	0
Median List Price		96,400	89,000	103,450	79,900	0
Total Closed Units	100%	96,400	1	10	1	0
Total Closed Volume		1,306,299	89.00K	1.14M	79.90K	0.00B

March 2019



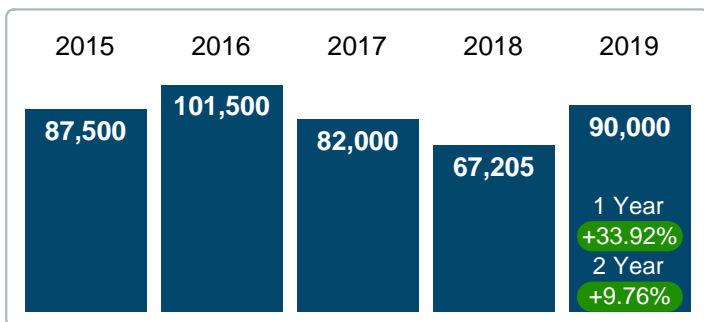
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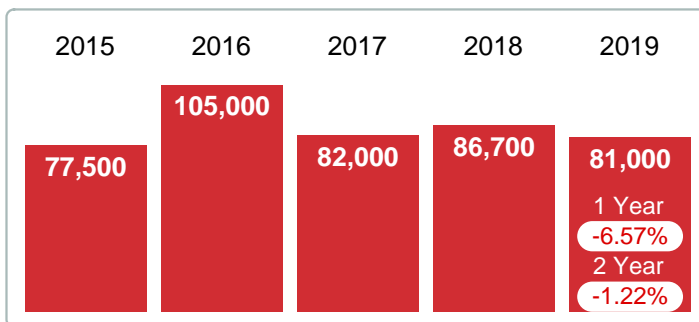
MEDIAN SOLD PRICE AT CLOSING

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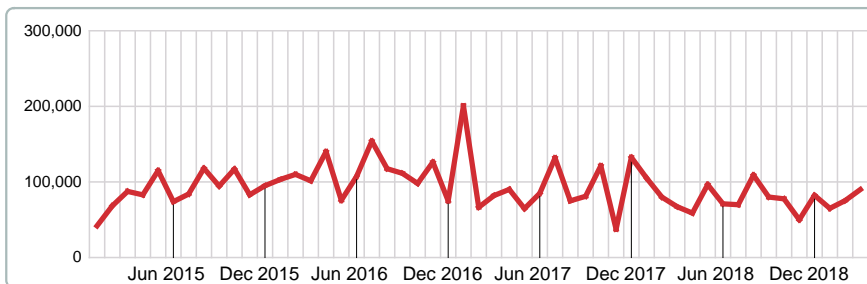
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

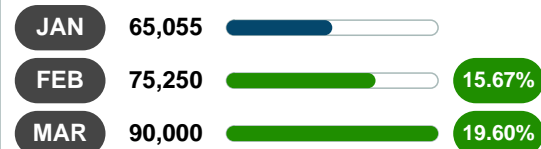


3 MONTHS

5 year MAR AVG = 85,641

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

Median Sold Price at Closing this month at **90,000** above the 5 yr MAR average of **85,641**



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
\$70,000 and less	8.33%	62,500	0	62,500	0	0
\$70,001 - \$70,000	0.00%	62,500	0	0	0	0
\$70,001 - \$80,000	25.00%	76,000	0	75,650	76,000	0
\$80,001 - \$100,000	25.00%	85,000	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
Median Sold Price		90,000	85,000	98,500	76,000	0
Total Closed Units		12	1	10	1	0
Total Closed Volume		1,278,299	85.00K	1.12M	76.00K	0.00B

March 2019



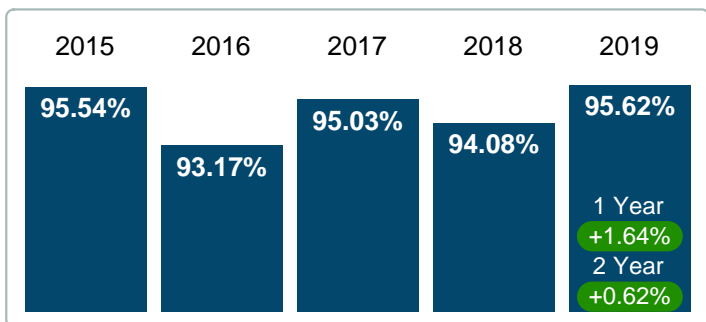
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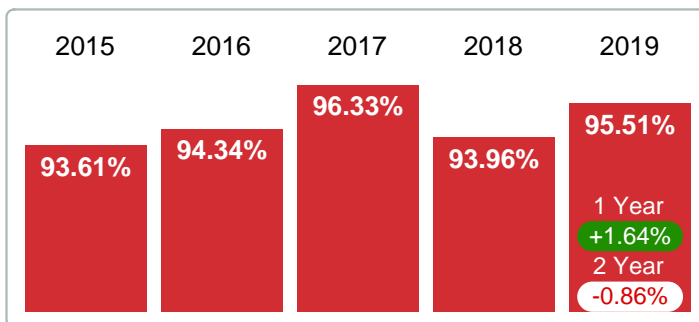
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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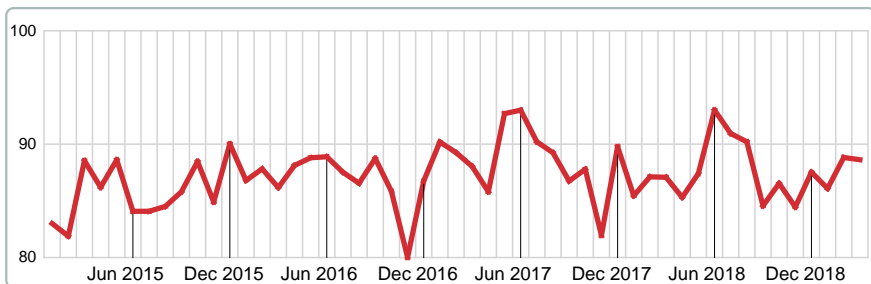
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

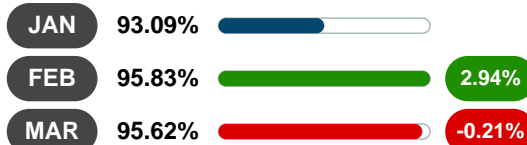


3 MONTHS

5 year MAR AVG = 94.69%

High Jun 2018 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **95.62%**
above the 5 yr MAR average of **94.69%**



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
\$70,000 and less	<div style="width: 8.33%;"></div> 1	8.33%	91.91%	0.00%	91.91%	0.00%	0.00%
\$70,001 - \$70,000	<div style="width: 0.00%;"></div> 0	0.00%	91.91%	0.00%	0.00%	0.00%	0.00%
\$70,001 - \$80,000	<div style="width: 25.00%;"></div> 3	25.00%	95.60%	0.00%	108.92%	95.12%	0.00%
\$80,001 - \$100,000	<div style="width: 25.00%;"></div> 3	25.00%	93.99%	95.51%	93.16%	0.00%	0.00%
\$100,001 - \$120,000	<div style="width: 16.67%;"></div> 2	16.67%	96.86%	0.00%	96.86%	0.00%	0.00%
\$120,001 - \$170,000	<div style="width: 8.33%;"></div> 1	8.33%	100.00%	0.00%	100.00%	0.00%	0.00%
\$170,001 and up	<div style="width: 16.67%;"></div> 2	16.67%	98.97%	0.00%	98.97%	0.00%	0.00%
Median Sold/List Ratio		95.62%		95.51%	96.80%	95.12%	0.00%
Total Closed Units		12	100%	1	10	1	
Total Closed Volume		1,278,299		85.00K	1.12M	76.00K	0.00B

March 2019



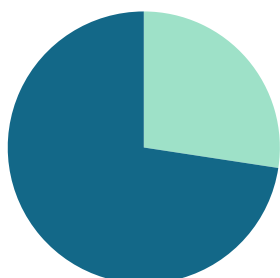
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

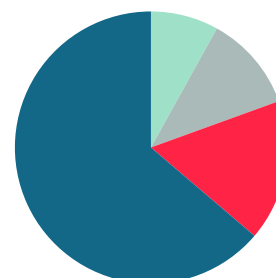


Inventory
 New Listings
37 = 27.41%
 Start Inventory
98
 Total Inventory Units
135
 Volume
\$29,008,765

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%
Median List Price	81,975	96,400	17.60%	98,050	84,900	-13.41%
Median Sale Price	67,205	90,000	33.92%	86,700	81,000	-6.57%
Median Percent of Selling Price to List Price	94.08%	95.62%	1.64%	93.96%	95.51%	1.64%
Median Days on Market to Sale	45.50	60.00	31.87%	55.00	48.00	-12.73%
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

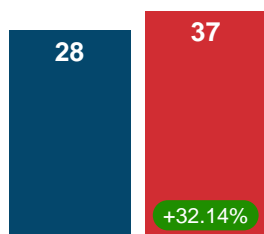
Inventory on March 31, 2019 = **95**

2018 **2019**

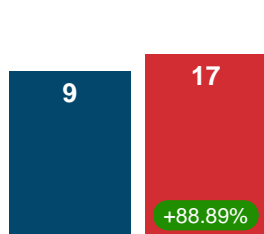
MARCH MARKET

MEDIAN PRICES

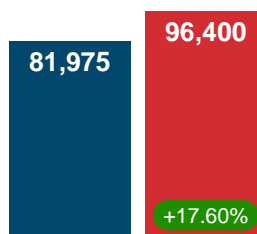
New Listings



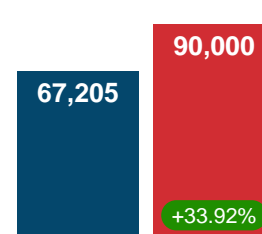
Pending Listings



List Price



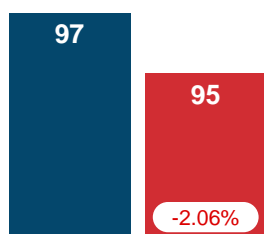
Sale Price



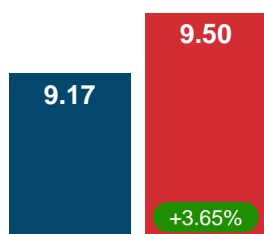
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

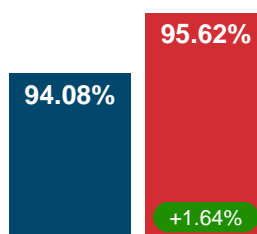
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

