

May 2019



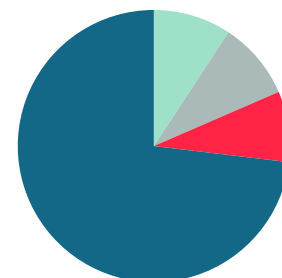
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	10	11	10.00%
Pending Listings	8	11	37.50%
New Listings	38	17	-55.26%
Average List Price	112,090	126,864	13.18%
Average Sale Price	107,940	121,950	12.98%
Average Percent of Selling Price to List Price	98.42%	96.35%	-2.10%
Average Days on Market to Sale	60.40	61.73	2.20%
End of Month Inventory	102	87	-14.71%
Months Supply of Inventory	9.49	8.56	-9.81%



■ Closed (9.24%)
■ Pending (9.24%)
■ Other OffMarket (8.40%)
■ Active (73.11%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of May 31, 2019 = **87**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **14.71%** to 87 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 **8.56** 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 **12.98%** in May 2019 to \$121,950 versus the previous year at \$107,940.

Average Days on Market Lengthens

The average number of **61.73** days that homes spent on the market before selling increased by 1.33 days or **2.20%** in May 2019 compared to last year's same month at **60.40** DOM.

Sales Success for May 2019 is Positive

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

There were 17 New Listings in May 2019, down **55.26%** from last year at 38. Furthermore, there were 11 Closed Listings this month versus last year at 10, a **10.00%** increase.

Closed versus Listed trends yielded a **64.7%** ratio, up from previous year's, May 2018, at **26.3%**, a **145.88%** upswing. This will certainly create pressure on a decreasing 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®

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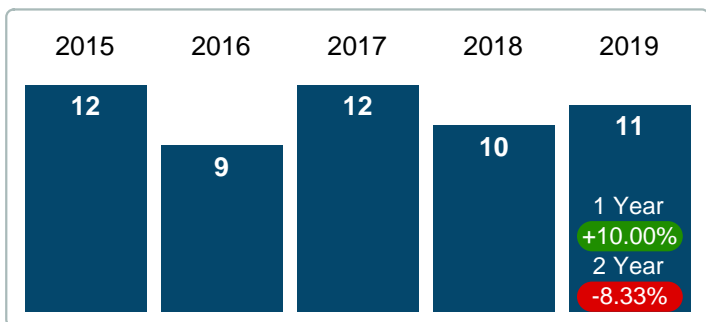
Area Delimited by County Of Sequoyah - Residential Property Type



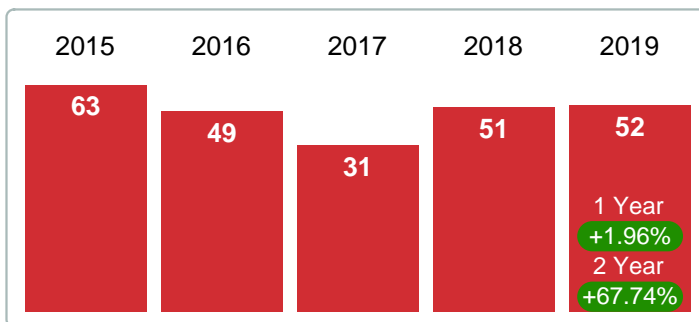
CLOSED LISTINGS

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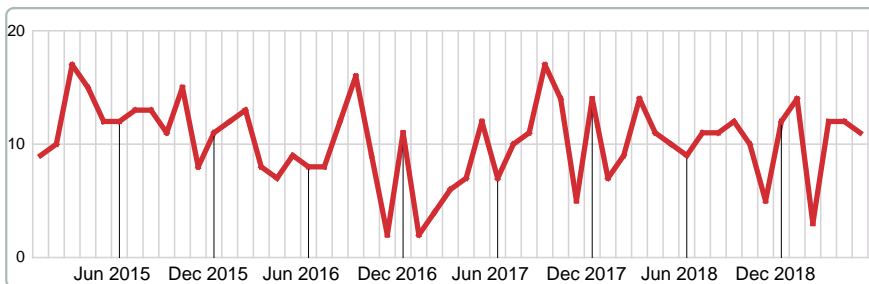
MAY



YEAR TO DATE (YTD)

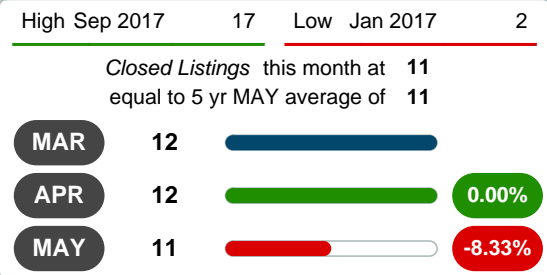


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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
\$40,000 and less	1	9.09%	8.0	0	1	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$50,000	4	36.36%	65.0	2	2	0	0
\$50,001 - \$80,000	1	9.09%	31.0	0	0	1	0
\$80,001 - \$150,000	3	27.27%	88.7	0	3	0	0
\$150,001 - \$290,000	0	0.00%	0.0	0	0	0	0
\$290,001 and up	2	18.18%	57.0	1	1	0	0
Total Closed Units	11			3	7	1	0
Total Closed Volume	1,341,450	100%	61.7	495.00K	766.65K	79.80K	0.00B
Average Closed Price	\$121,950			\$165,000	\$109,521	\$79,800	\$0

May 2019



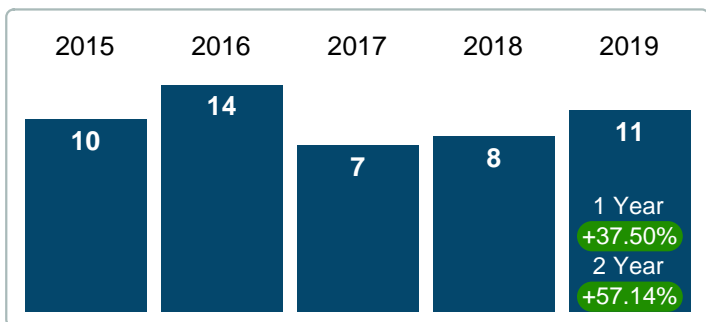
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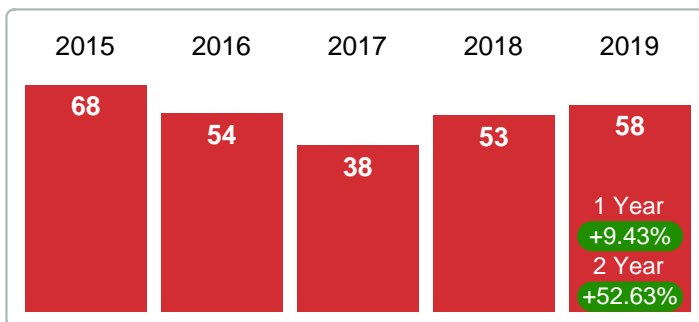
PENDING LISTINGS

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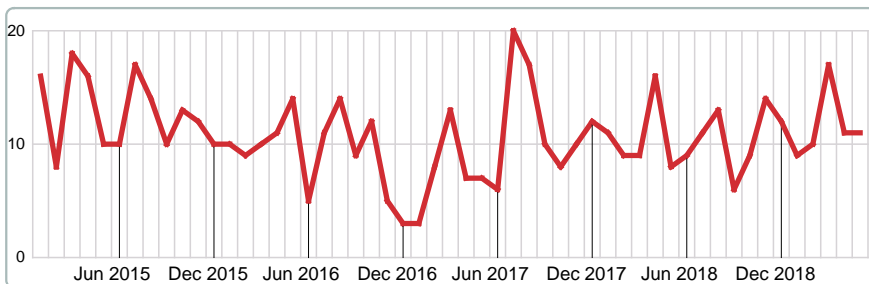
MAY



YEAR TO DATE (YTD)

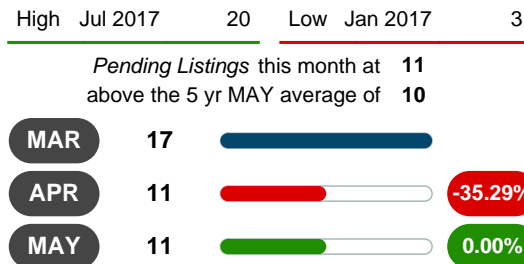


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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
\$30,000 and less	0	0.00%	0.0	0	0	0	0
\$30,001 - \$30,000	0	0.00%	0.0	0	0	0	0
\$30,001 - \$80,000	4	36.36%	55.0	2	2	0	0
\$80,001 - \$100,000	1	9.09%	146.0	1	0	0	0
\$100,001 - \$110,000	2	18.18%	107.5	0	2	0	0
\$110,001 - \$140,000	2	18.18%	48.5	0	2	0	0
\$140,001 and up	2	18.18%	39.0	0	2	0	0
Total Pending Units	11			3	8	0	0
Total Pending Volume	1,026,950	100%	72.2	150.00K	876.95K	0.00B	0.00B
Average Listing Price	\$91,145			\$50,000	\$109,619	\$0	\$0

May 2019



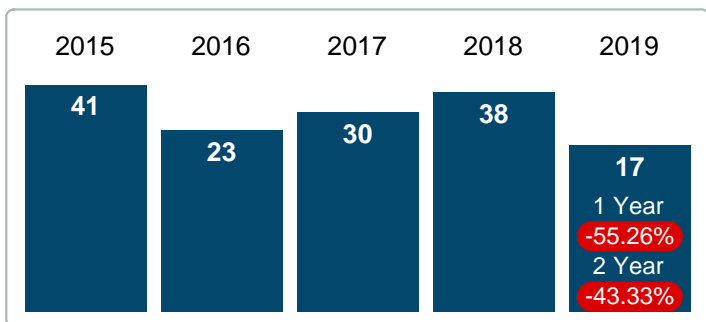
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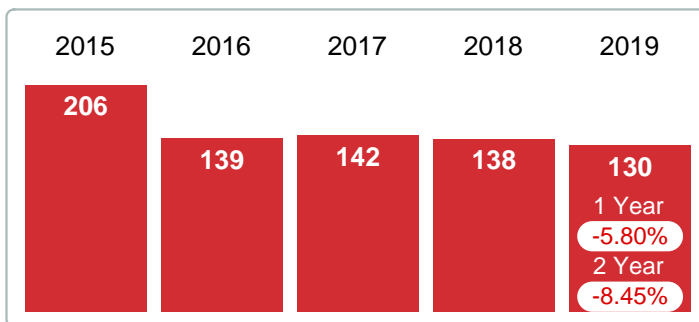
NEW LISTINGS

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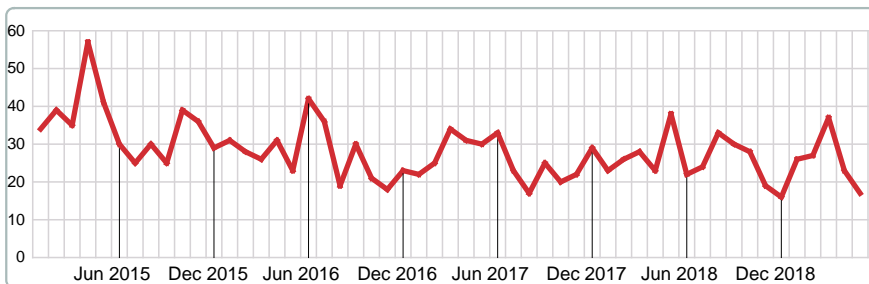
MAY



YEAR TO DATE (YTD)

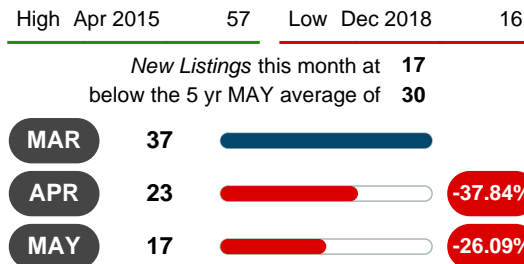


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 30



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	5.88%	1	0	0	0
\$50,001 - \$60,000	3	17.65%	0	3	0	0
\$60,001 - \$100,000	1	5.88%	0	1	0	0
\$100,001 - \$160,000	5	29.41%	0	5	0	0
\$160,001 - \$250,000	3	17.65%	0	2	0	1
\$250,001 - \$290,000	2	11.76%	0	1	1	0
\$290,001 and up	2	11.76%	1	1	0	0
Total New Listed Units	17		2	13	1	1
Total New Listed Volume	2,985,500	100%	581.00K	1.98M	256.50K	165.00K
Average New Listed Listing Price	\$144,314		\$290,500	\$152,538	\$256,500	\$165,000

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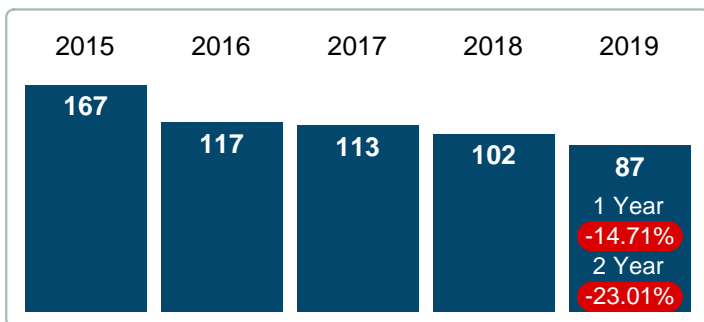
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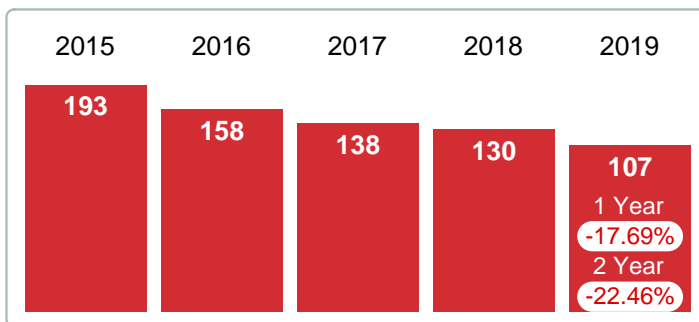
ACTIVE INVENTORY

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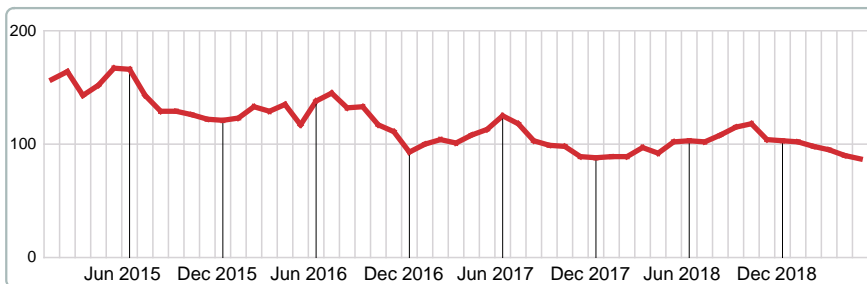
END OF MAY



ACTIVE DURING MAY

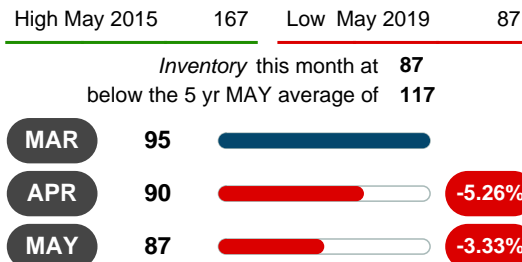


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 117



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	9	10.34%	76.2	2	6	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	23	26.44%	100.0	6	13	4	0
\$125,001 - \$225,000	18	20.69%	71.2	3	9	4	2
\$225,001 - \$275,000	12	13.79%	70.9	3	3	5	1
\$275,001 - \$525,000	15	17.24%	92.1	0	8	5	2
\$525,001 and up	10	11.49%	87.1	2	1	4	3
Total Active Inventory by Units	87			16	40	23	8
Total Active Inventory by Volume	20,754,470	100%	84.7	3.32M	6.79M	6.66M	3.99M
Average Active Inventory Listing Price	\$238,557			\$207,306	\$169,654	\$289,457	\$499,238

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Area Delimited by County Of Sequoyah - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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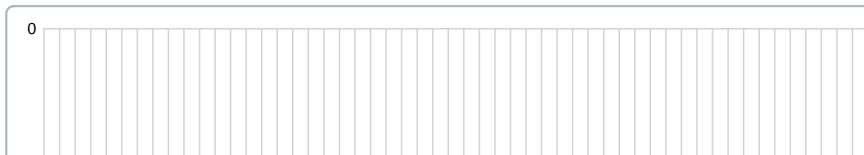
MSI FOR MAY

2015	2016	2017	2018	2019

INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
87	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 MAY AVG = inf

High May 2019	inf	Low May 2019	inf
Months Supply this month at inf equal to 5 yr MAY average of inf			
MAR	inf		%
APR	inf		%
MAY	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9		10.34%	3.18	3.00	2.88	12.00	0.00	
\$50,001 - \$50,000	0		0.00%	nan	0.00	0.00	0.00	0.00	
\$50,001 - \$125,000	23		26.44%	4.93	7.20	3.71	12.00	0.00	
\$125,001 - \$225,000	18		20.69%	8.64	36.00	5.40	24.00	12.00	
\$225,001 - \$275,000	12		13.79%	36.00	0.00	0.00	60.00	4.00	
\$275,001 - \$525,000	15		17.24%	60.00	0.00	48.00	0.00	0.00	
\$525,001 and up	10		11.49%	inf	0.00	0.00	0.00	0.00	
Market Supply of Inventory (MSI)		8.56			9.60	5.39	34.50	19.20	
Total Active Inventory by Units		87	100%	8.56	16	40	23	8	

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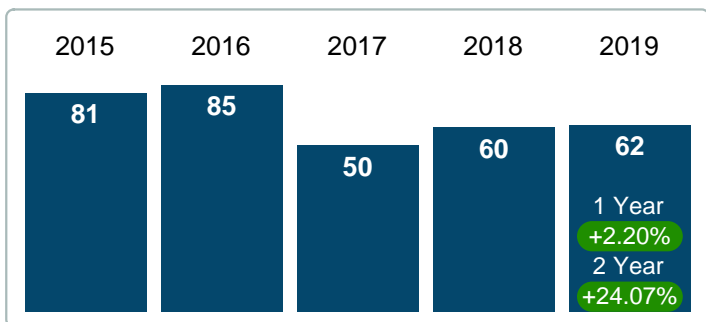
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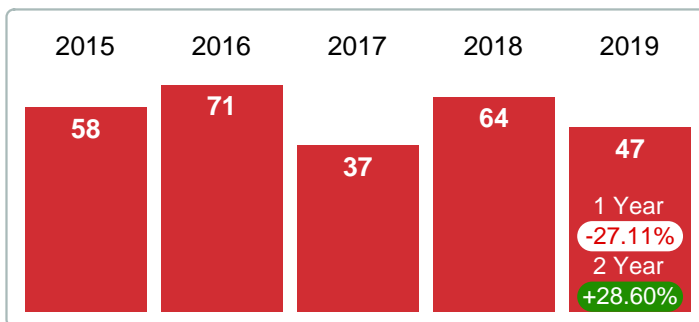
AVERAGE DAYS ON MARKET TO SALE

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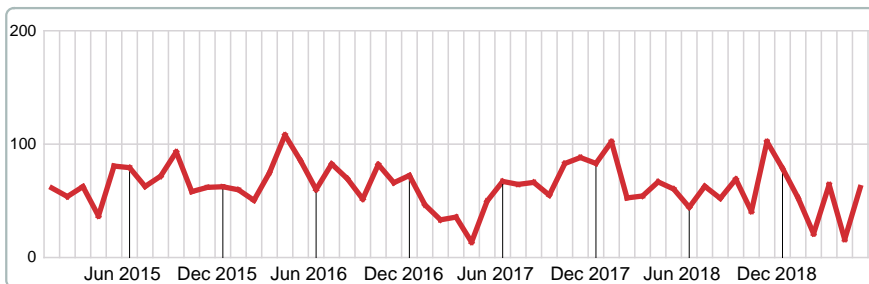
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 68

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 62 below the 5 yr MAY average of 68



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
\$40,000 and less	9.09%	8	0	8	0	0
\$40,001 - \$40,000	0.00%	0	0	0	0	0
\$40,001 - \$50,000	36.36%	65	113	17	0	0
\$50,001 - \$80,000	9.09%	31	0	0	31	0
\$80,001 - \$150,000	27.27%	89	0	89	0	0
\$150,001 - \$290,000	0.00%	0	0	0	0	0
\$290,001 and up	18.18%	57	113	1	0	0
Average Closed DOM		62	113	44	31	0
Total Closed Units	100%	62	3	7	1	
Total Closed Volume		1,341,450	495.00K	766.65K	79.80K	0.00B

May 2019



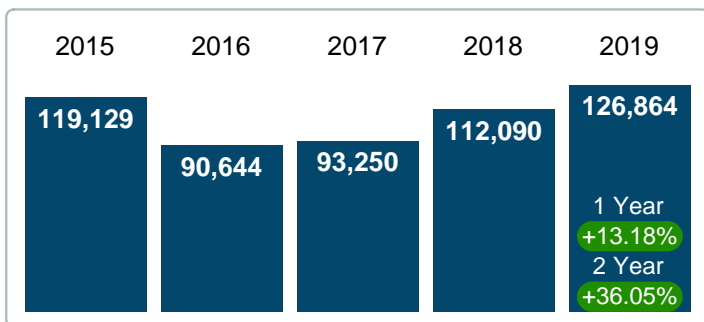
Area Delimited by County Of Sequoyah - Residential Property Type



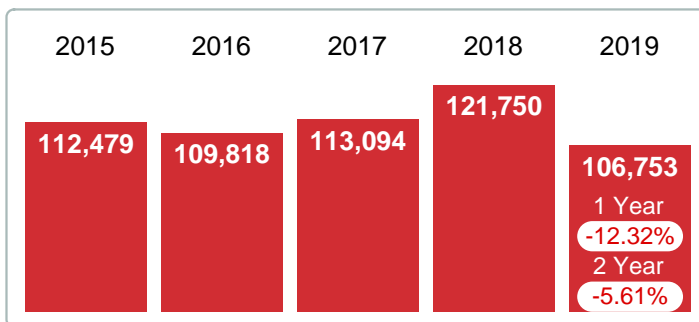
AVERAGE LIST PRICE AT CLOSING

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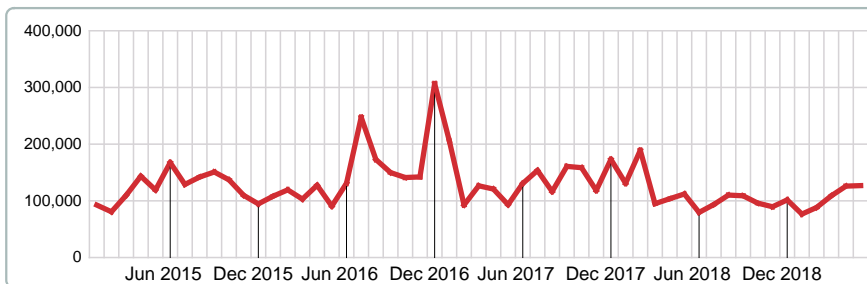
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 108,395

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

Average List Price at Closing this month at **126,864**
above the 5 yr MAY average of **108,395**

- MAR** 108,858
- APR** 125,950 **15.70%**
- MAY** 126,864 **0.73%**

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
\$40,000 and less	1	9.09%	27,300	0	27,300	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 - \$50,000	2	18.18%	47,500	52,500	49,950	0	0
\$50,001 - \$80,000	3	27.27%	63,300	0	0	80,000	0
\$80,001 - \$150,000	2	18.18%	100,950	0	121,467	0	0
\$150,001 - \$290,000	1	9.09%	162,500	0	0	0	0
\$290,001 and up	2	18.18%	359,450	419,000	299,900	0	0
Average List Price			126,864	174,667	113,071	80,000	0
Total Closed Units		100%	126,864	3	7	1	
Total Closed Volume			1,395,500	524.00K	791.50K	80.00K	0.00B

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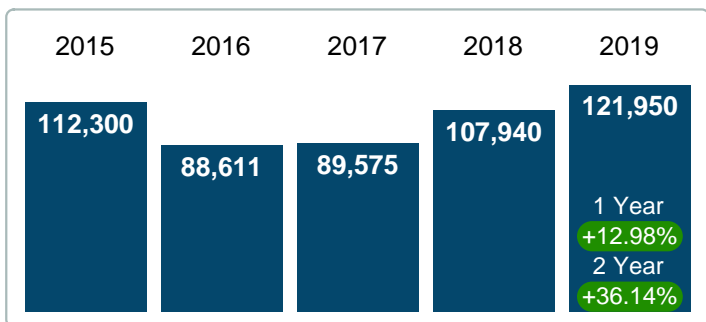
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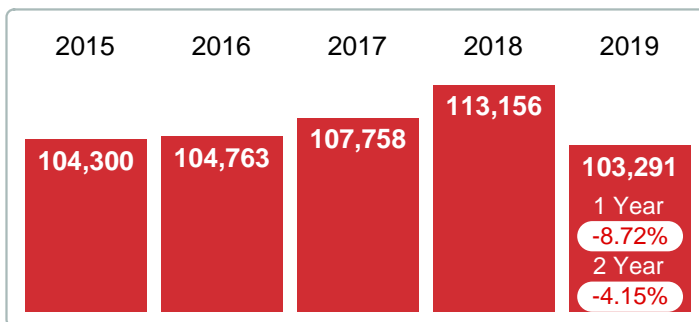
AVERAGE SOLD PRICE AT CLOSING

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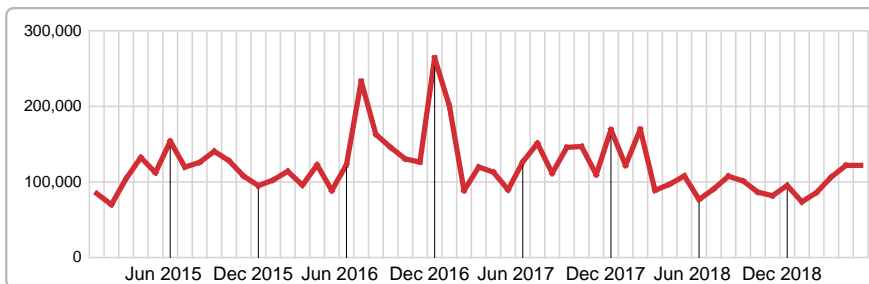
MAY



YEAR TO DATE (YTD)

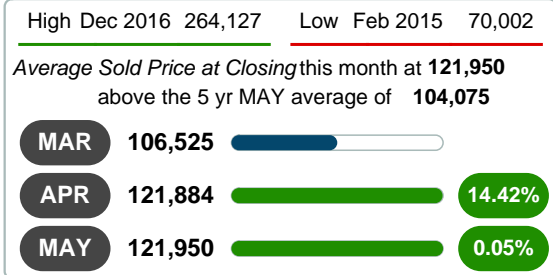


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 104,075



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
\$40,000 and less	1	9.09%	28,000	0	28,000	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 - \$50,000	4	36.36%	48,125	50,000	46,250	0	0
\$50,001 - \$80,000	1	9.09%	79,800	0	0	79,800	0
\$80,001 - \$150,000	3	27.27%	115,417	0	115,417	0	0
\$150,001 - \$290,000	0	0.00%	0	0	0	0	0
\$290,001 and up	2	18.18%	347,450	395,000	299,900	0	0
Average Sold Price			121,950	165,000	109,521	79,800	0
Total Closed Units		100%	11	3	7	1	0
Total Closed Volume			1,341,450	495.00K	766.65K	79.80K	0.00B

May 2019



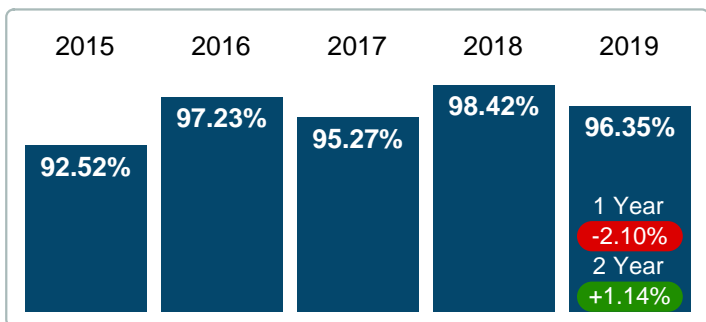
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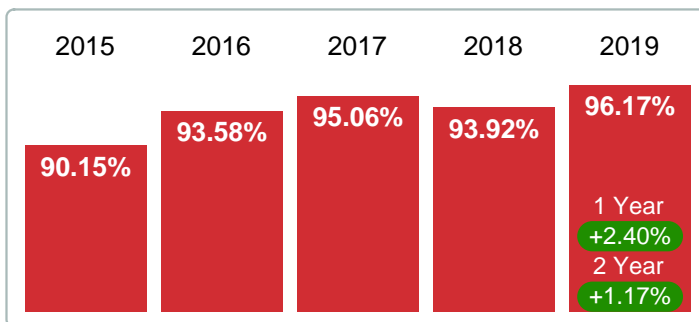
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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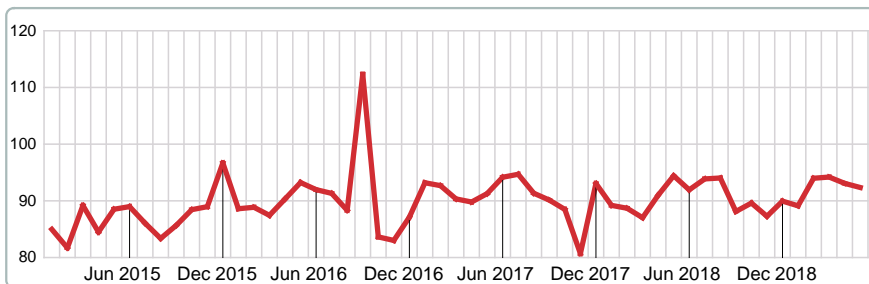
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

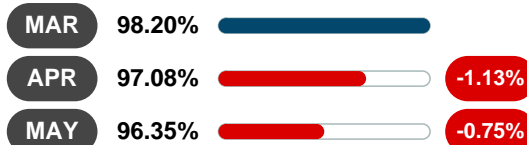


3 MONTHS

5 year MAY AVG = 95.96%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **96.35%**
equal to 5 yr MAY average of **95.96%**



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
\$40,000 and less	1	9.09%	102.56%	0.00%	102.56%	0.00%	0.00%
\$40,001 - \$40,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$40,001 - \$50,000	4	36.36%	94.16%	95.45%	92.86%	0.00%	0.00%
\$50,001 - \$80,000	1	9.09%	99.75%	0.00%	0.00%	99.75%	0.00%
\$80,001 - \$150,000	3	27.27%	95.56%	0.00%	95.56%	0.00%	0.00%
\$150,001 - \$290,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$290,001 and up	2	18.18%	97.14%	94.27%	100.00%	0.00%	0.00%
Average Sold/List Ratio		96.40%		95.06%	96.42%	99.75%	0.00%
Total Closed Units		11	100%	3	7	1	
Total Closed Volume		1,341,450		495.00K	766.65K	79.80K	0.00B

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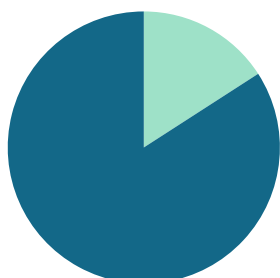
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MARKET SUMMARY

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INVENTORY

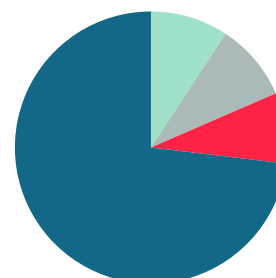


Inventory
 New Listings
 17 = 15.89%
 Start Inventory
 90
 Total Inventory Units
 107
 Volume
 \$23,296,220

Market Activity

Closed Sales
 11 = 9.24%
 Pending Sales
 11 = 9.24%
 Other Off Market
 10 = 8.40%
 Active Inventory
 87 = 73.11%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	10	11	10.00%	51	52	1.96%
Pending Sales	8	11	37.50%	53	58	9.43%
New Listings	38	17	-55.26%	138	130	-5.80%
Average List Price	112,090	126,864	13.18%	121,750	106,753	-12.32%
Average Sale Price	107,940	121,950	12.98%	113,156	103,291	-8.72%
Average Percent of Selling Price to List Price	98.42%	96.35%	-2.10%	93.92%	96.17%	2.40%
Average Days on Market to Sale	60.40	61.73	2.20%	64.43	46.96	-27.11%
Monthly Inventory	102	87	-14.71%	102	87	-14.71%
Months Supply of Inventory	9.49	8.56	-9.81%	9.49	8.56	-9.81%

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

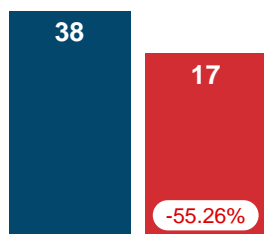
Inventory on May 31, 2019 = 87

2018 2019

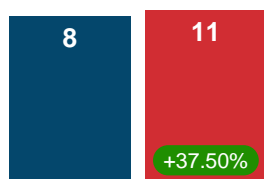
MAY MARKET

AVERAGE PRICES

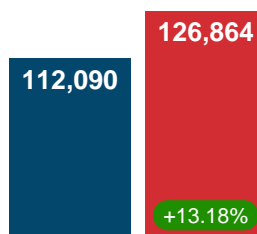
New Listings



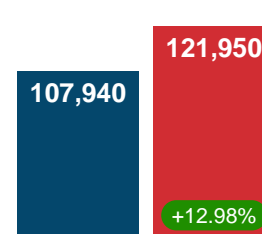
Pending Listings



List Price



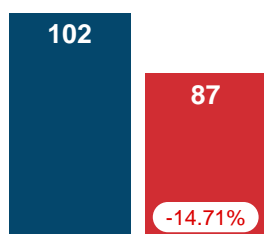
Sale Price



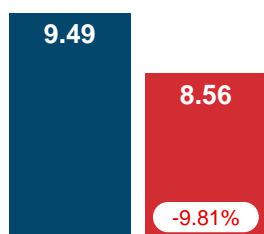
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

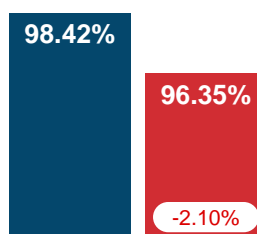
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

