

December 2018



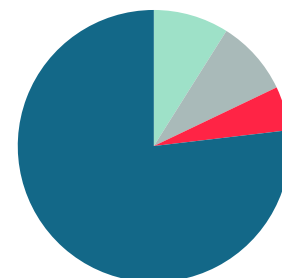
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	14	12	-14.29%
Pending Listings	12	12	0.00%
New Listings	29	16	-44.83%
Average List Price	173,114	101,642	-41.29%
Average Sale Price	169,071	95,396	-43.58%
Average Percent of Selling Price to List Price	97.05%	93.95%	-3.20%
Average Days on Market to Sale	83.00	78.67	-5.22%
End of Month Inventory	88	103	17.05%
Months Supply of Inventory	9.69	10.21	5.44%



■ Closed (8.96%)
■ Pending (8.96%)
■ Other OffMarket (5.22%)
■ Active (76.87%)

Absorption: Last 12 months, an Average of **10 Sales/Month**
Active Inventory as of December 31, 2018 = **103**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2018 rose **17.05%** to 103 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 **10.21** 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 **43.58%** in December 2018 to \$95,396 versus the previous year at \$169,071.

Average Days on Market Shortens

The average number of **78.67** days that homes spent on the market before selling decreased by 4.33 days or **5.22%** in December 2018 compared to last year's same month at **83.00** DOM.

Sales Success for December 2018 is Positive

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

There were 16 New Listings in December 2018, down **44.83%** from last year at 29. Furthermore, there were 12 Closed Listings this month versus last year at 14, a **-14.29%** decrease.

Closed versus Listed trends yielded a **75.0%** ratio, up from previous year's, December 2017, at **48.3%**, a **55.36%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

December 2018



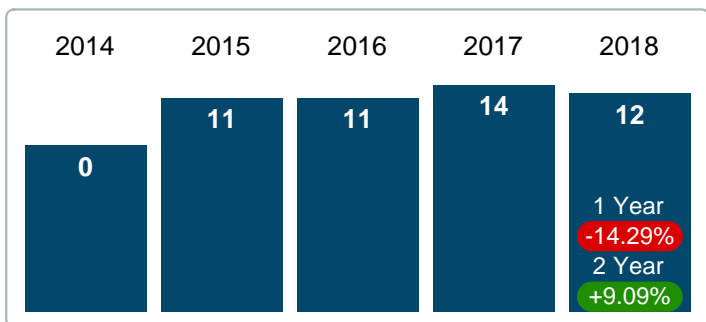
Area Delimited by County Of Sequoyah - Residential Property Type



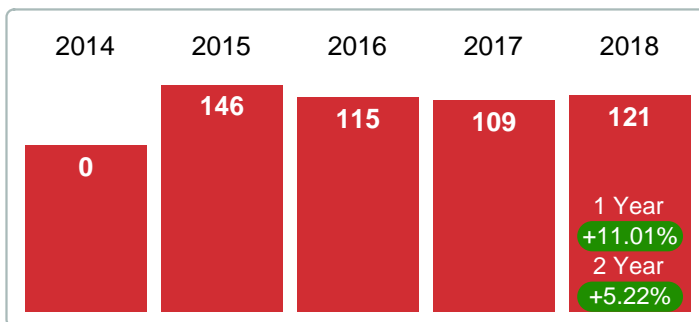
CLOSED LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

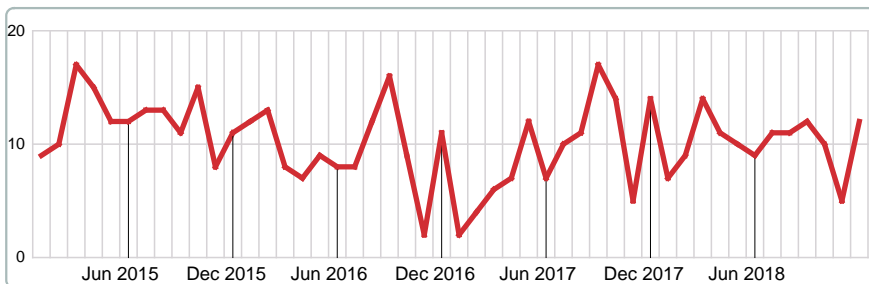
DECEMBER



YEAR TO DATE (YTD)

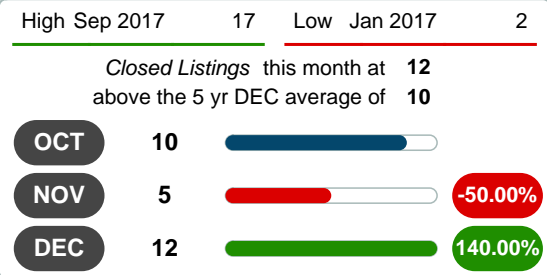


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 10



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	8.33%	135.0	1	0	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$50,000	3	25.00%	41.0	0	3	0	0
\$50,001 - \$90,000	4	33.33%	71.5	1	3	0	0
\$90,001 - \$130,000	2	16.67%	71.0	1	1	0	0
\$130,001 - \$140,000	0	0.00%	0.0	0	0	0	0
\$140,001 and up	2	16.67%	129.0	0	1	0	1
Total Closed Units	12			3	8	0	1
Total Closed Volume	1,144,750	100%	78.7	231.50K	638.25K	0.00B	275.00K
Average Closed Price	\$95,396			\$77,167	\$79,781	\$0	\$275,000

December 2018



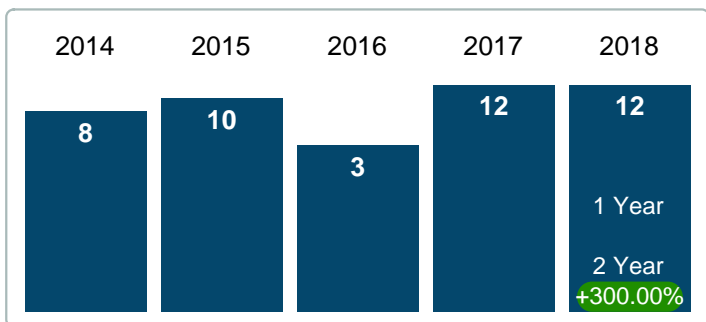
Area Delimited by County Of Sequoyah - Residential Property Type



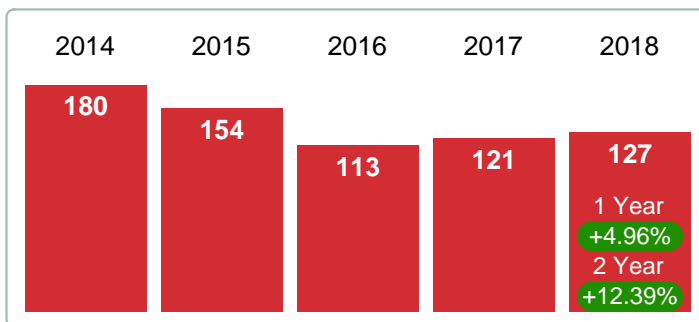
PENDING LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

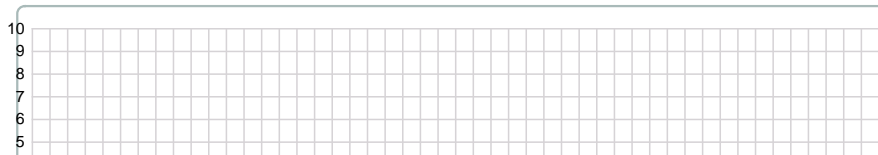
DECEMBER



YEAR TO DATE (YTD)

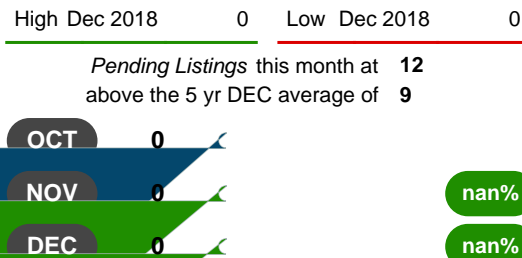


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 9



Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 - \$40,000	2	16.67%	25.0	0	2	0	0
\$40,001 - \$60,000	2	16.67%	76.5	0	2	0	0
\$60,001 - \$110,000	3	25.00%	51.7	0	3	0	0
\$110,001 - \$140,000	3	25.00%	112.0	1	2	0	0
\$140,001 - \$140,000	0	0.00%	0.0	0	0	0	0
\$140,001 and up	2	16.67%	61.5	0	1	1	0
Total Pending Units	12			1	10	1	0
Total Pending Volume	1,355,050	100%	49.4	116.25K	1.09M	145.00K	0.00B
Average Listing Price	\$75,405			\$116,250	\$109,380	\$145,000	\$0

December 2018



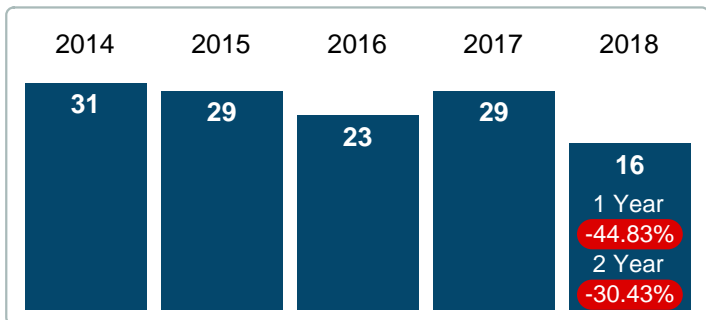
Area Delimited by County Of Sequoyah - Residential Property Type



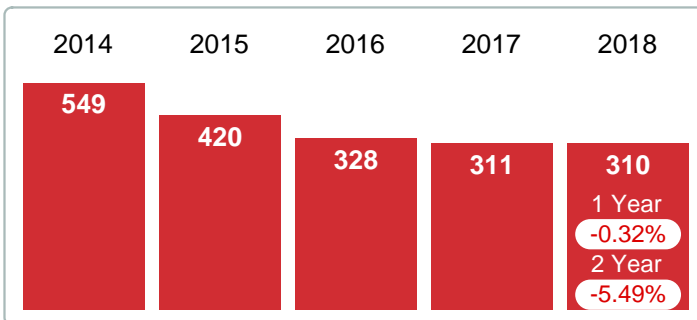
NEW LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

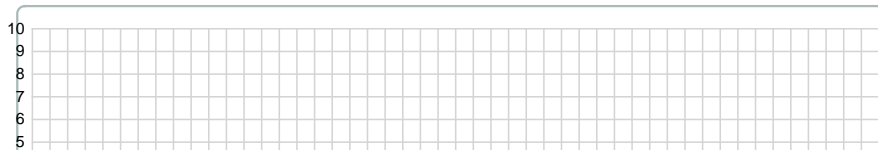
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 26

High Dec 2018: 0, Low Dec 2018: 0

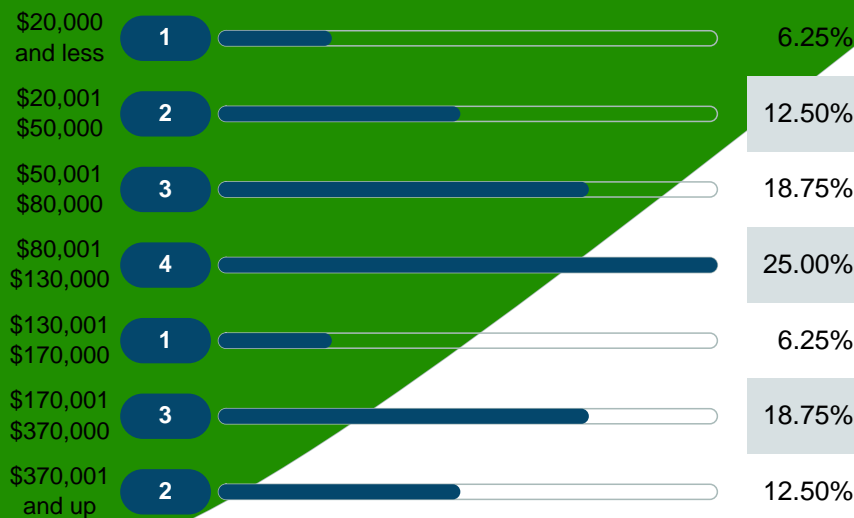
New Listings this month at 16
below the 5 yr DEC average of 26

OCT: 0
NOV: 0
DEC: 0

nan%
nan%

Distribution of New Listings by Price Range

%



1-2 Beds | 3 Beds | 4 Beds | 5+ Beds

0	1	0	0
0	2	0	0
0	3	0	0
1	2	1	0
1	0	0	0
0	2	1	0
1	1	0	0

Total New Listed Units	16	
Total New Listed Volume	2,185,649	100%
Average New Listed Listing Price	\$117,981	

3	11	2	0
636.40K	1.25M	302.50K	0.00B
\$212,133	\$113,341	\$151,250	\$0

December 2018



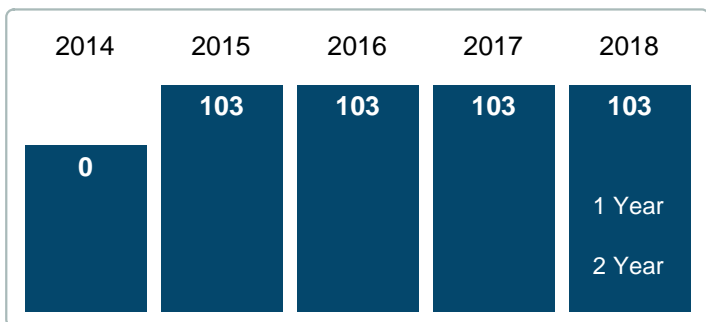
Area Delimited by County Of Sequoyah - Residential Property Type



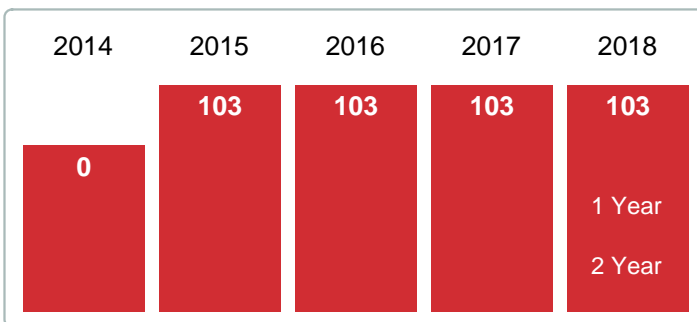
ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 82

High Dec 2018	103	Low Dec 2018	103
Inventory this month at 103 above the 5 yr DEC average of 82			
OCT	103		
NOV	103		0.00%
DEC	103		0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	1.94%	45.5	1	1	0	0
\$25,001 - \$50,000	11	10.68%	93.1	3	8	0	0
\$50,001 - \$100,000	23	22.33%	104.9	6	14	3	0
\$100,001 - \$175,000	28	27.18%	87.5	3	22	2	1
\$175,001 - \$275,000	13	12.62%	102.2	2	3	7	1
\$275,001 - \$450,000	16	15.53%	96.2	2	7	6	1
\$450,001 and up	10	9.71%	124.5	1	2	5	2
Total Active Inventory by Units	103			18	57	23	5
Total Active Inventory by Volume	21,390,204	100%	98.0	3.20M	8.42M	7.15M	2.63M
Average Active Inventory Listing Price	\$207,672			\$177,594	\$147,698	\$310,774	\$525,380

December 2018



Area Delimited by County Of Sequoyah - Residential Property Type



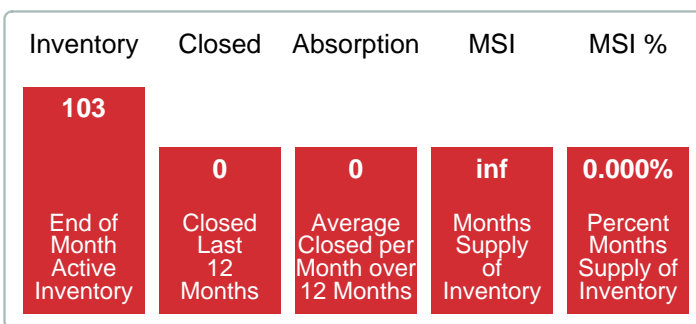
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 19, 2023 for MLS Technology Inc.

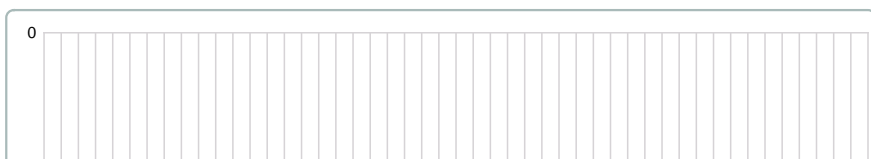
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

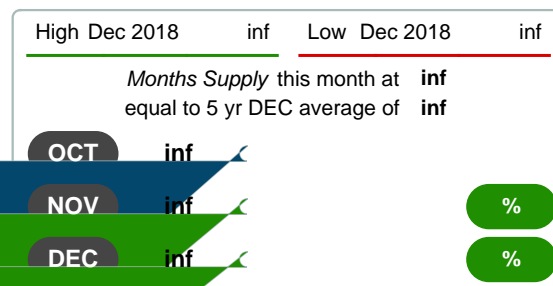


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7		6.80%	3.36	1.00	5.54	0.00	0.00	
\$40,001 - \$70,000	16		15.53%	6.40	14.00	4.91	0.00	0.00	
\$70,001 - \$100,000	13		12.62%	8.21	8.00	6.40	36.00	0.00	
\$100,001 - \$170,000	24		23.30%	9.00	6.00	9.39	12.00	12.00	
\$170,001 - \$290,000	20		19.42%	18.46	12.00	19.20	96.00	3.00	
\$290,001 - \$450,000	13		12.62%	156.00	12.00	0.00	0.00	0.00	
\$450,001 and up	10		9.71%	120.00	0.00	0.00	60.00	0.00	
Market Supply of Inventory (MSI)		10.21			6.97	8.77	39.43	12.00	
Total Active Inventory by Units		103	100%	10.21	18	57	23	5	

December 2018



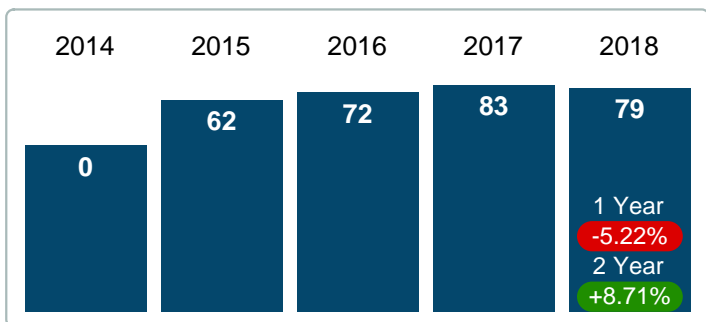
Area Delimited by County Of Sequoyah - Residential Property Type



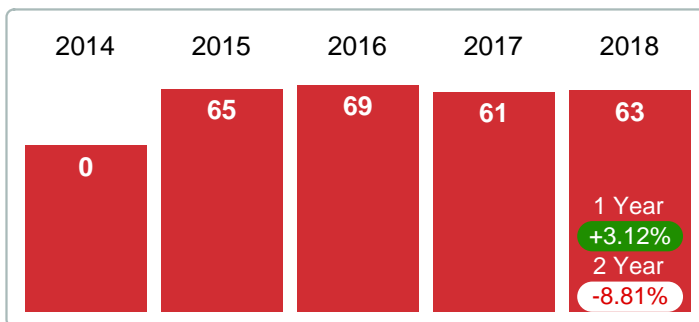
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 19, 2023 for MLS Technology Inc.

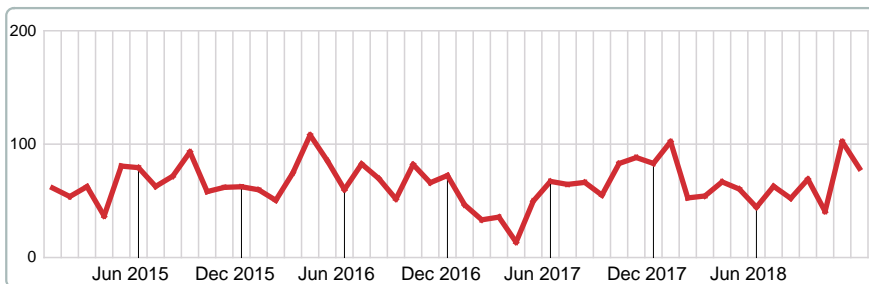
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

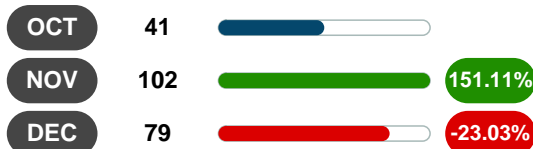


3 MONTHS

5 year DEC AVG = 59

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 79 above the 5 yr DEC average of 59



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	8.33%	135	135	0	0	0
\$40,001 - \$40,000	0.00%	0	0	0	0	0
\$40,001 - \$50,000	25.00%	41	0	41	0	0
\$50,001 - \$90,000	33.33%	72	32	85	0	0
\$90,001 - \$130,000	16.67%	71	59	83	0	0
\$130,001 - \$140,000	0.00%	0	0	0	0	0
\$140,001 and up	16.67%	129	0	177	0	81
Average Closed DOM		79	75	80	0	81
Total Closed Units	100%	79	3	8	0	1
Total Closed Volume		1,144,750	231.50K	638.25K	0.00B	275.00K

December 2018



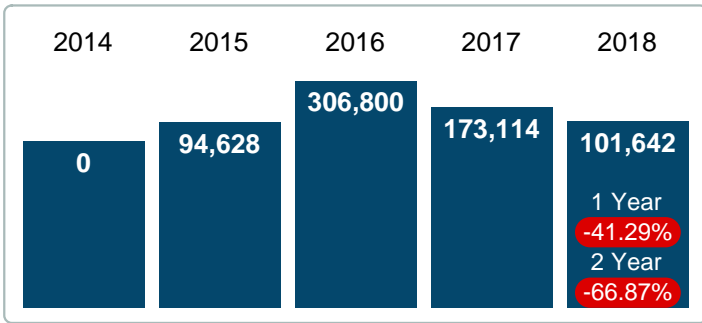
Area Delimited by County Of Sequoyah - Residential Property Type



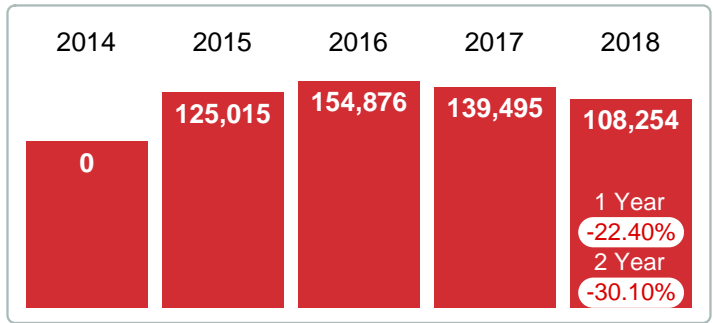
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 19, 2023 for MLS Technology Inc.

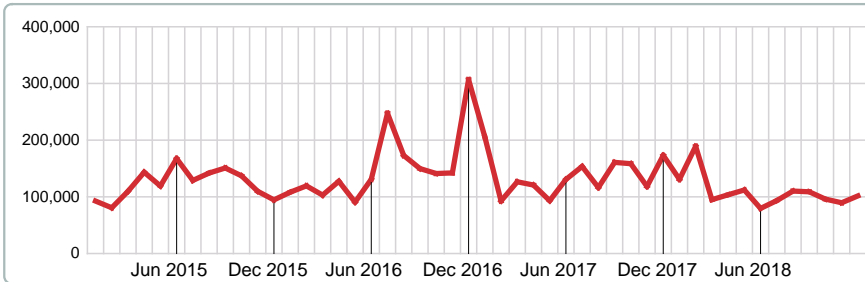
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 135,237

High Dec 2016 306,800 Low Jun 2018 79,600

Average List Price at Closing this month at **101,642**
below the 5 yr DEC average of **135,237**

- OCT** 95,960
- NOV** 89,540 (-6.69%)
- DEC** 101,642 (13.52%)

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	8.33%	39,900	39,900	0	0	0
\$40,001 - \$40,000	0.00%	0	0	0	0	0
\$40,001 - \$50,000	8.33%	44,500	0	50,667	0	0
\$50,001 - \$90,000	33.33%	62,125	95,000	78,633	0	0
\$90,001 - \$130,000	25.00%	99,933	109,900	140,000	0	0
\$130,001 - \$140,000	8.33%	140,000	0	0	0	0
\$140,001 and up	16.67%	223,500	0	147,500	0	299,500
Average List Price		101,642	81,600	84,425	0	299,500
Total Closed Units	100%	101,642	3	8		1
Total Closed Volume		1,219,700	244.80K	675.40K	0.00B	299.50K

December 2018



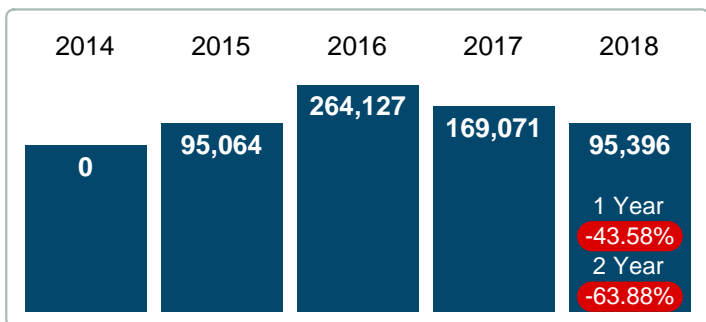
Area Delimited by County Of Sequoyah - Residential Property Type



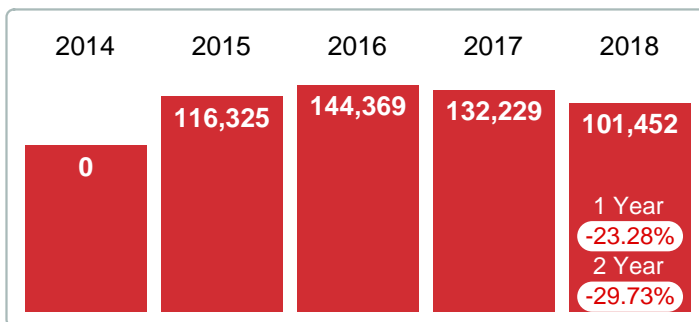
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 19, 2023 for MLS Technology Inc.

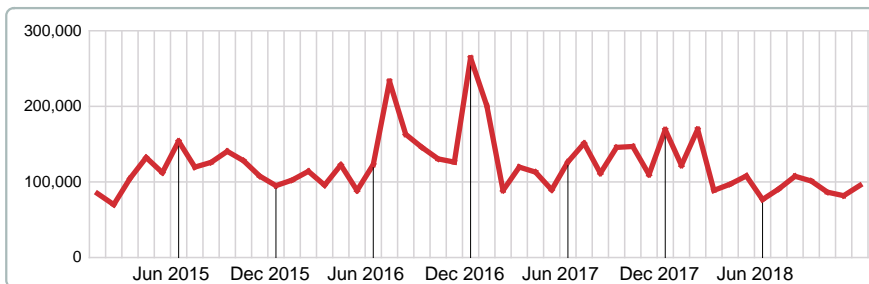
DECEMBER



YEAR TO DATE (YTD)

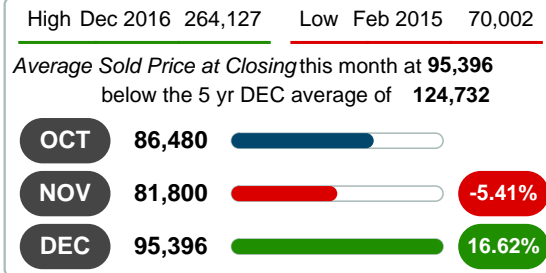


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 124,732



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	8.33%	36,500	36,500	0	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 - \$50,000	3	25.00%	46,917	0	46,917	0	0
\$50,001 - \$90,000	4	33.33%	77,875	90,000	73,833	0	0
\$90,001 - \$130,000	2	16.67%	117,500	105,000	130,000	0	0
\$130,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 and up	2	16.67%	210,500	0	146,000	0	275,000
Average Sold Price			95,396	77,167	79,781	0	275,000
Total Closed Units		100%	95,396	3	8		1
Total Closed Volume			1,144,750	231.50K	638.25K	0.00B	275.00K

December 2018



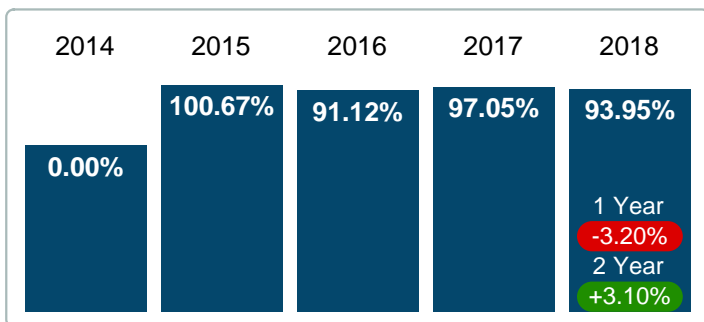
Area Delimited by County Of Sequoyah - Residential Property Type



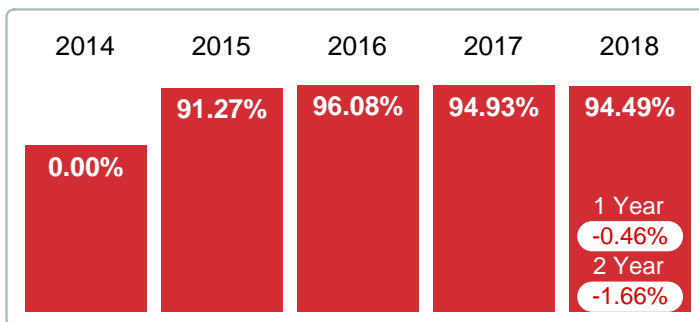
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 19, 2023 for MLS Technology Inc.

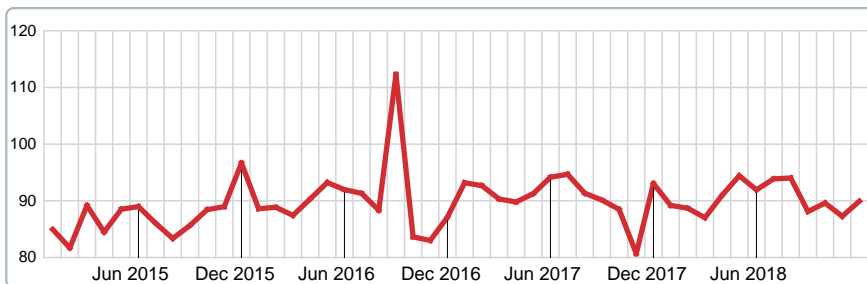
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

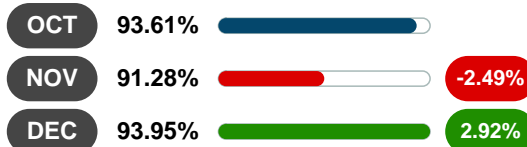


3 MONTHS

5 year DEC AVG = 76.56%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **93.95%**
above the 5 yr DEC average of **76.56%**



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	8.33%	91.48%	91.48%	0.00%	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	3	25.00%	92.79%	0.00%	92.79%	0.00%	0.00%
\$50,001 \$90,000	4	33.33%	94.58%	94.74%	94.53%	0.00%	0.00%
\$90,001 \$130,000	2	16.67%	94.20%	95.54%	92.86%	0.00%	0.00%
\$130,001 \$140,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$140,001 and up	2	16.67%	95.40%	0.00%	98.98%	0.00%	91.82%
Average Sold/List Ratio		93.90%		93.92%	94.22%	0.00%	91.82%
Total Closed Units		12	100%	3	8		1
Total Closed Volume		1,144,750		231.50K	638.25K	0.00B	275.00K

December 2018



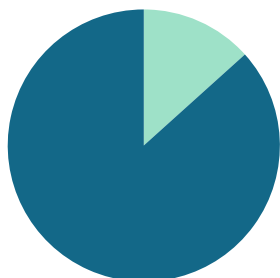
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

INVENTORY

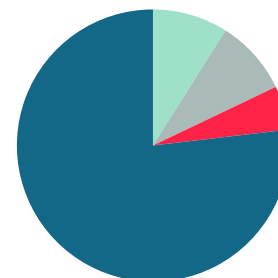


Inventory
 New Listings
16 = 13.33%
 Start Inventory
104
 Total Inventory Units
120
 Volume
\$23,359,054

Market Activity

Closed Sales
12 = 8.96%
 Pending Sales
12 = 8.96%
 Other Off Market
7 = 5.22%
 Active Inventory
103 = 76.87%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	14	12	-14.29%	109	121	11.01%
Pending Sales	12	12	0.00%	121	127	4.96%
New Listings	29	16	-44.83%	311	310	-0.32%
Average List Price	173,114	101,642	-41.29%	139,495	108,254	-22.40%
Average Sale Price	169,071	95,396	-43.58%	132,229	101,452	-23.28%
Average Percent of Selling Price to List Price	97.05%	93.95%	-3.20%	94.93%	94.49%	-0.46%
Average Days on Market to Sale	83.00	78.67	-5.22%	61.24	63.15	3.12%
Monthly Inventory	88	103	17.05%	88	103	17.05%
Months Supply of Inventory	9.69	10.21	5.44%	9.69	10.21	5.44%

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

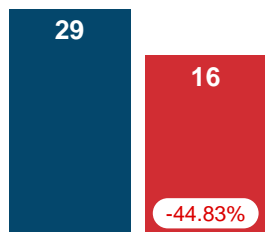
Inventory on December 31, 2018 = **103**

2017 **2018**

DECEMBER MARKET

AVERAGE PRICES

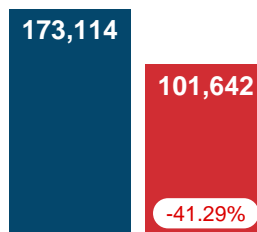
New Listings



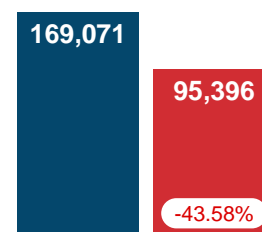
Pending Listings



List Price



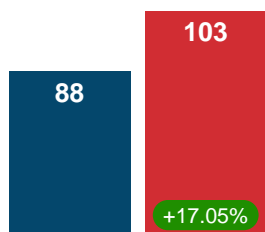
Sale Price



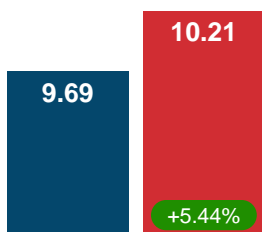
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

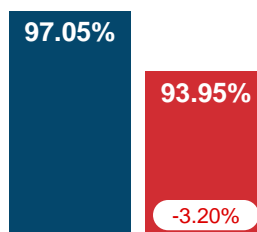
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

