

December 2018



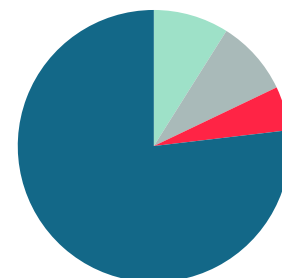
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	131,950	89,450	-32.21%
Median Sale Price	132,500	82,250	-37.92%
Median Percent of Selling Price to List Price	96.78%	94.52%	-2.33%
Median Days on Market to Sale	82.50	77.50	-6.06%
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.

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 **37.92%** in December 2018 to \$82,250 versus the previous year at \$132,500.

Median Days on Market Shortens

The median number of **77.50** days that homes spent on the market before selling decreased by 5.00 days or **6.06%** in December 2018 compared to last year's same month at **82.50** DOM.

Sales Success for December 2018 is Positive

Overall, with Median 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.

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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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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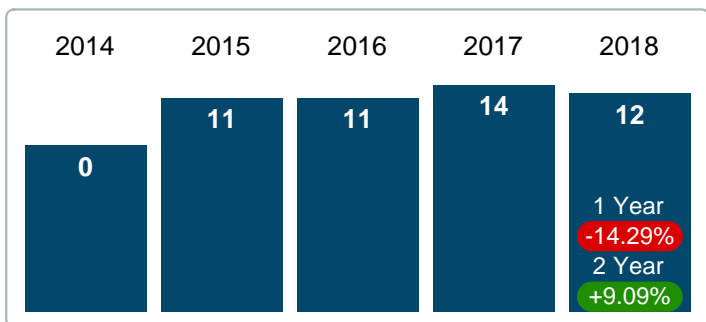
Area Delimited by County Of Sequoyah - Residential Property Type



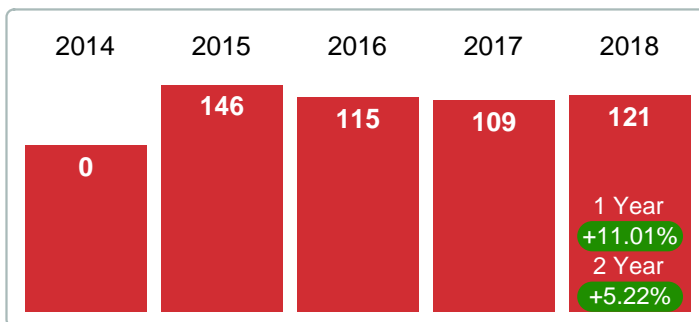
CLOSED LISTINGS

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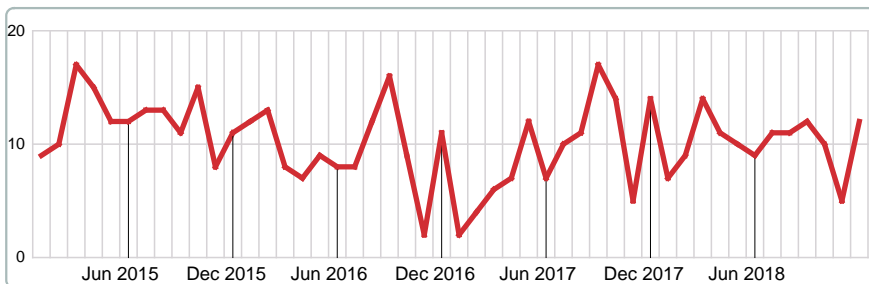
DECEMBER



YEAR TO DATE (YTD)

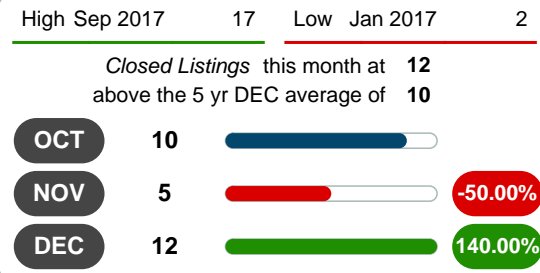


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 10



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	135.0	0	0	0	0
\$40,001 - \$50,000	3	25.00%	36.0	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%	71.0	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%	77.5	231.50K	638.25K	0.00B	275.00K
Median Closed Price	\$82,250			\$90,000	\$66,000	\$0	\$275,000

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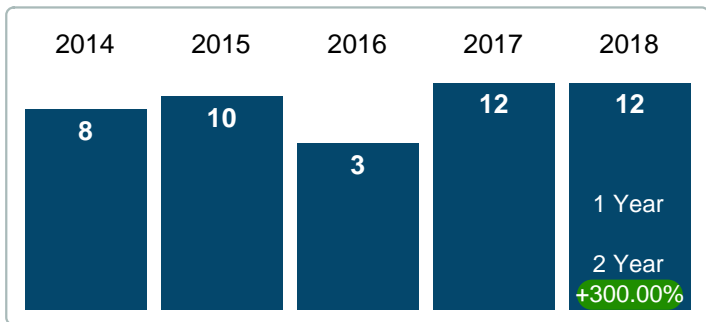
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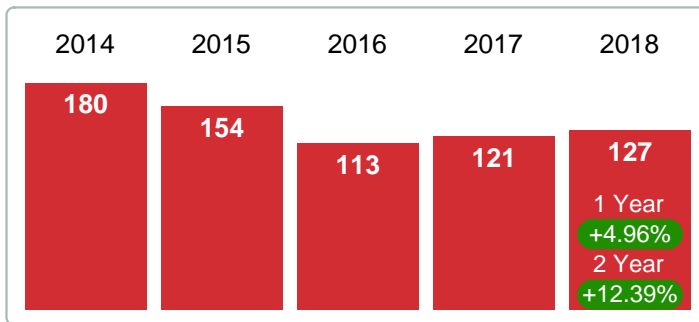
PENDING LISTINGS

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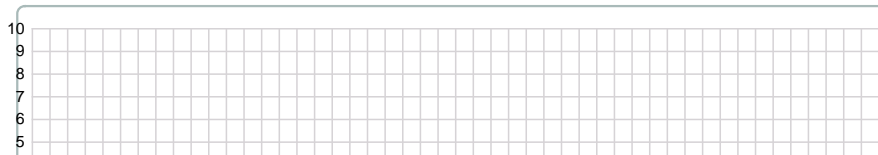
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

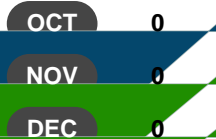


3 MONTHS

5 year DEC AVG = 9

High Dec 2018: 0, Low Dec 2018: 0

Pending Listings this month at 12
above the 5 yr DEC average of 9



nan%
nan%

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	129.0	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%	59.0	0	3	0	0
\$110,001 - \$140,000	3	25.00%	83.0	1	2	0	0
\$140,001 - \$140,000	0	0.00%	83.0	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%	53.5	116.25K	1.09M	145.00K	0.00B
Median Listing Price	\$79,450			\$116,250	\$71,850	\$145,000	\$0

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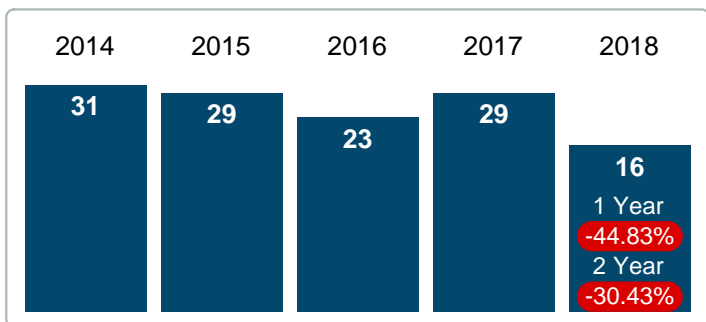
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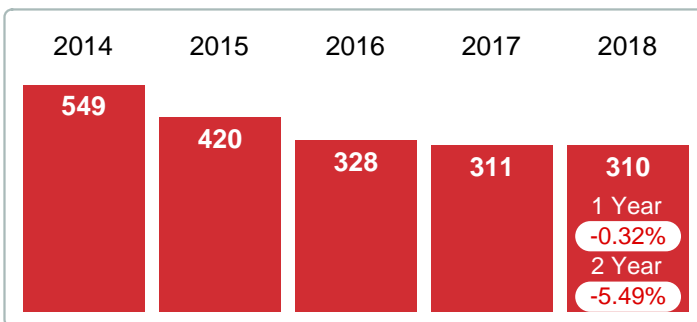
NEW LISTINGS

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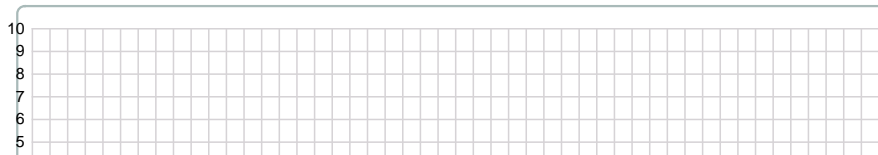
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YEAR TO DATE (YTD)

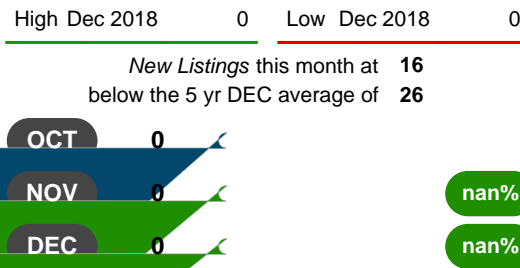


5 YEAR MARKET ACTIVITY TRENDS



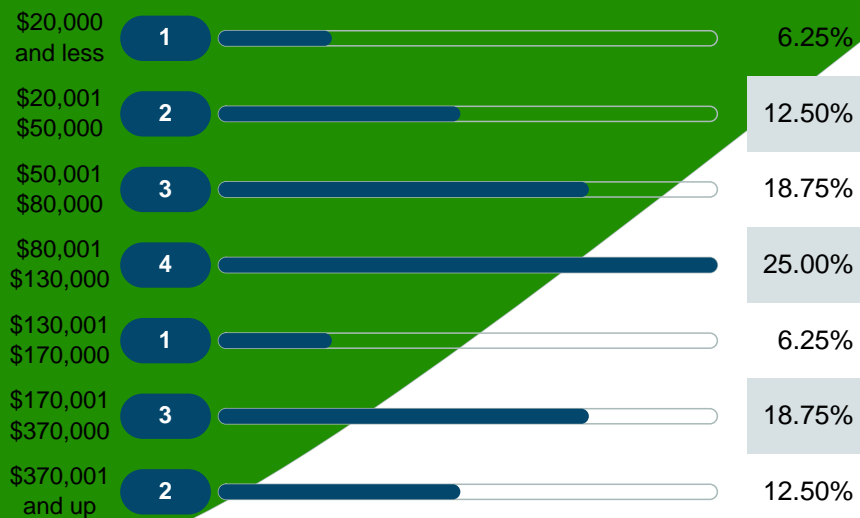
3 MONTHS

5 year DEC AVG = 26



Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	0	1	0	0
\$20,001 - \$50,000	0	2	0	0
\$50,001 - \$80,000	0	3	0	0
\$80,001 - \$130,000	1	2	1	0
\$130,001 - \$170,000	1	0	0	0
\$170,001 - \$370,000	0	2	1	0
\$370,001 and up	1	1	0	0
Total	3	11	2	0
Total New Listed Volume	636.40K	1.25M	302.50K	0.00B
Median New Listed Listing Price	\$134,900	\$79,500	\$151,250	\$0

Total New Listed Units	16	
Total New Listed Volume	2,185,649	100%
Median New Listed Listing Price	\$99,750	

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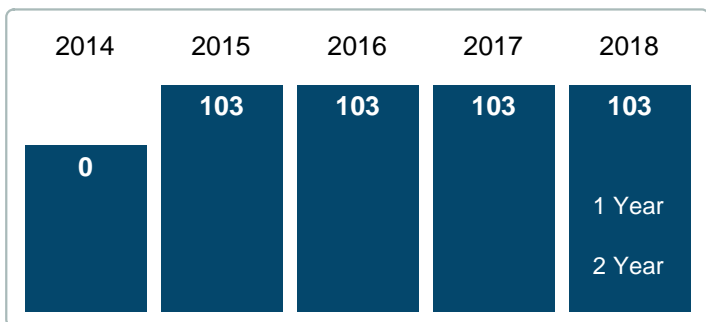
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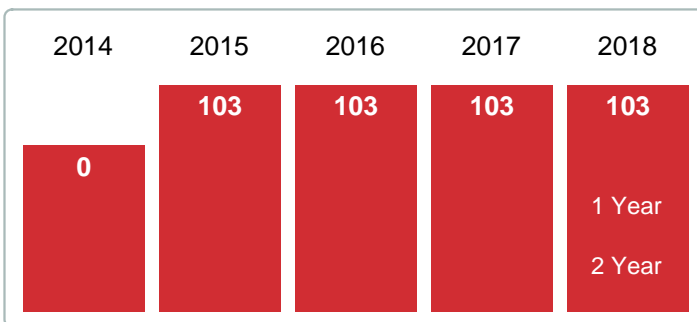
ACTIVE INVENTORY

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	6.80%	67.0	1	6	0	0
\$40,001 - \$70,000	16	15.53%	95.0	7	9	0	0
\$70,001 - \$100,000	13	12.62%	59.0	2	8	3	0
\$100,001 - \$170,000	24	23.30%	92.5	3	18	2	1
\$170,001 - \$290,000	20	19.42%	107.5	3	8	8	1
\$290,001 - \$450,000	13	12.62%	96.0	1	6	5	1
\$450,001 and up	10	9.71%	134.5	1	2	5	2
Total Active Inventory by Units	103			18	57	23	5
Total Active Inventory by Volume	21,390,204	100%	96.0	3.20M	8.42M	7.15M	2.63M
Median Active Inventory Listing Price	\$149,900			\$90,750	\$115,000	\$257,500	\$344,000

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Area Delimited by County Of Sequoyah - Residential Property Type



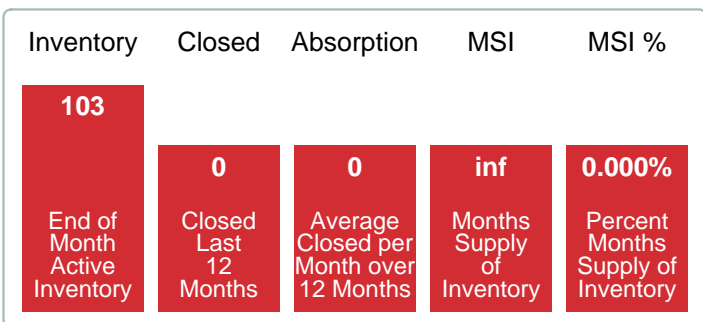
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

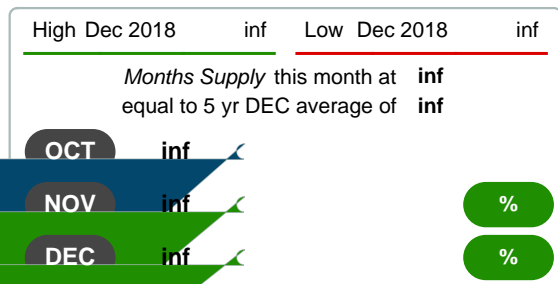


5 YEAR MARKET ACTIVITY TRENDS



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	

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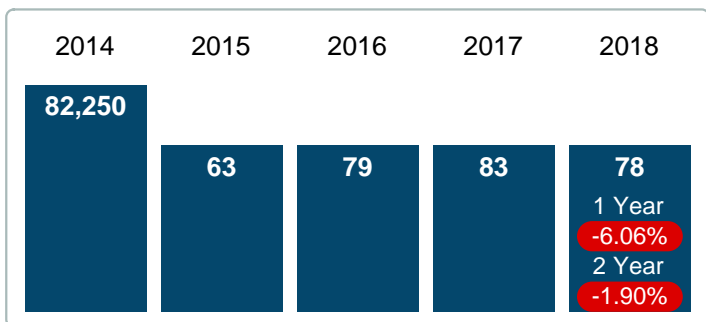
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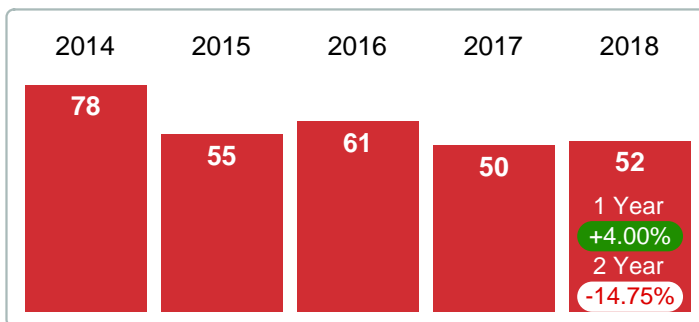
MEDIAN DAYS ON MARKET TO SALE

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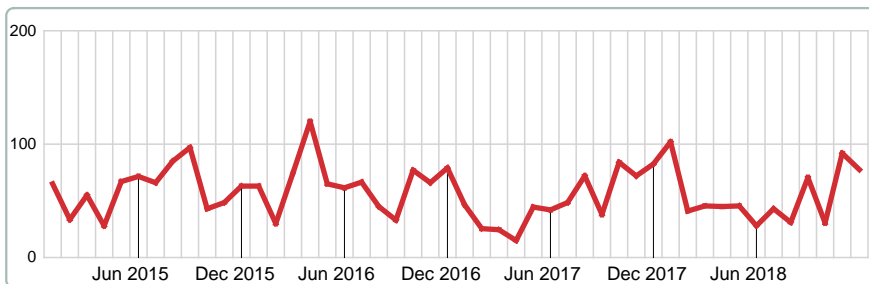
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

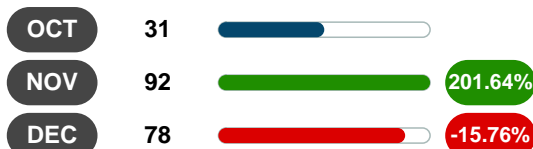


3 MONTHS

5 year DEC AVG = 16,510

High Apr 2016 120 Low Apr 2017 15

Median Days on Market to Sale this month at 78 below the 5 yr DEC average of 16,510



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	
\$40,000 and less	8.33%	135	135	0	0	0	
\$40,001 - \$40,000	0.00%	135	0	0	0	0	
\$40,001 - \$50,000	25.00%	36	0	36	0	0	
\$50,001 - \$90,000	33.33%	72	32	111	0	0	
\$90,001 - \$130,000	16.67%	71	59	83	0	0	
\$130,001 - \$140,000	0.00%	71	0	0	0	0	
\$140,001 and up	16.67%	129	0	177	0	81	
Median Closed DOM		78		59	79	0	81
Total Closed Units	100%	77.5	3	8		1	
Total Closed Volume		1,144,750	231.50K	638.25K	0.00B	275.00K	

December 2018



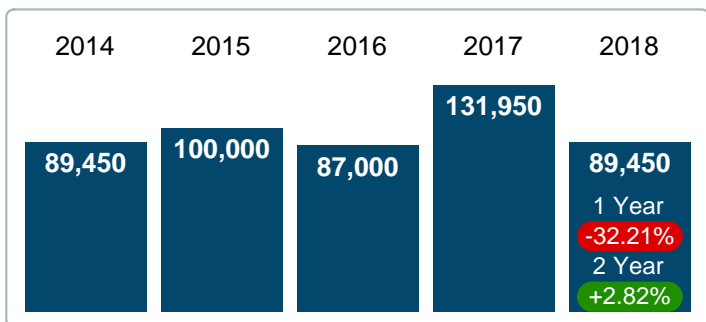
Area Delimited by County Of Sequoyah - Residential Property Type



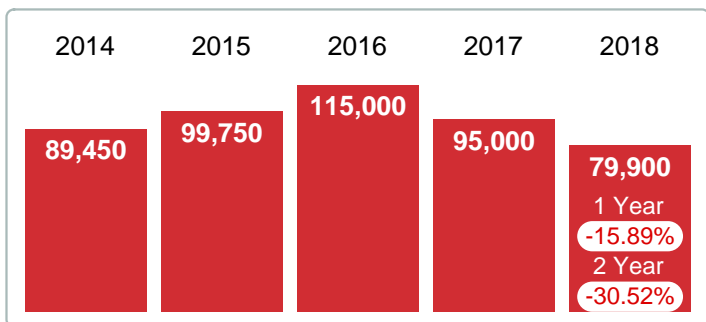
MEDIAN LIST PRICE AT CLOSING

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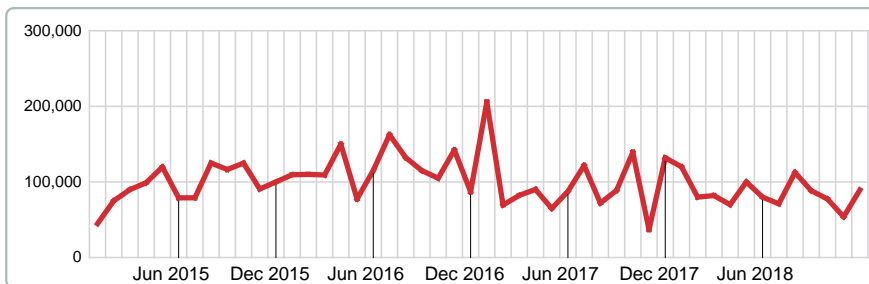
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

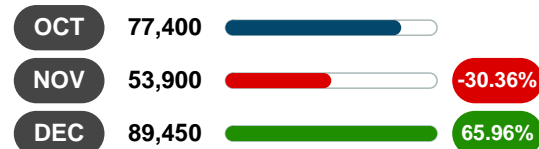


3 MONTHS

5 year DEC AVG = 99,570

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

Median List Price at Closing this month at **89,450**
below the 5 yr DEC average of **99,570**



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
\$40,000 and less	8.33%	39,900	39,900	0	0	0
\$40,001 - \$40,000	0.00%	39,900	0	0	0	0
\$40,001 - \$50,000	8.33%	44,500	0	44,500	0	0
\$50,001 - \$90,000	33.33%	56,000	0	56,000	0	0
\$90,001 - \$130,000	25.00%	95,000	102,450	94,900	0	0
\$130,001 - \$140,000	8.33%	140,000	0	140,000	0	0
\$140,001 and up	16.67%	223,500	0	147,500	0	299,500
Median List Price		89,450	95,000	70,500	0	299,500
Total Closed Units	100%	89,450	3	8		1
Total Closed Volume		1,219,700	244.80K	675.40K	0.00B	299.50K

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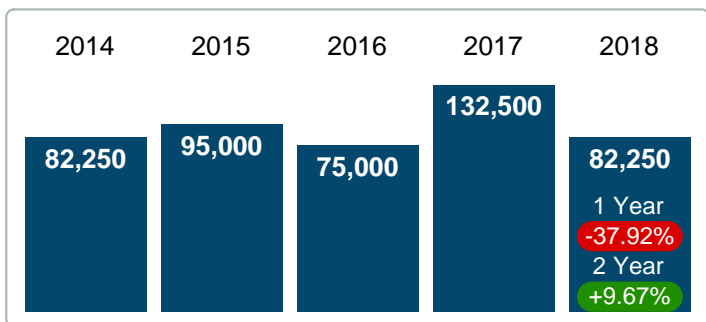
Area Delimited by County Of Sequoyah - Residential Property Type



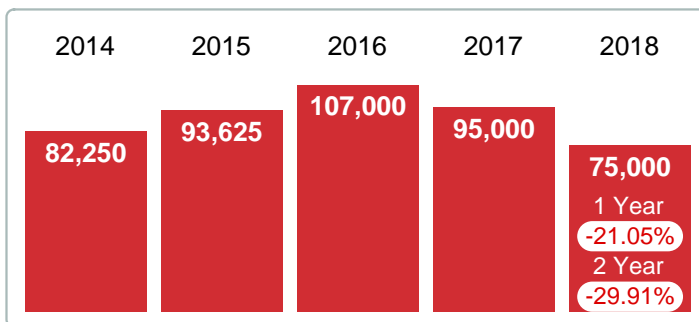
MEDIAN SOLD PRICE AT CLOSING

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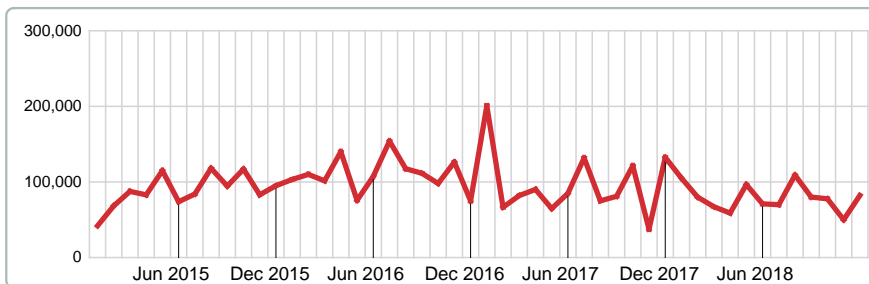
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

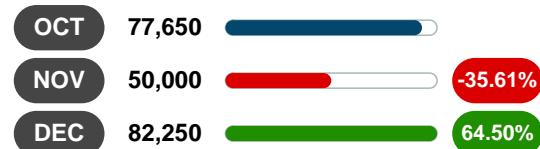


3 MONTHS

5 year DEC AVG = 93,400

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

Median Sold Price at Closing this month at **82,250**
below the 5 yr DEC average of **93,400**



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
\$40,000 and less	1	8.33%	36,500	36,500	0	0	0
\$40,001 - \$40,000	0	0.00%	36,500	0	0	0	0
\$40,001 - \$50,000	3	25.00%	48,500	0	48,500	0	0
\$50,001 - \$90,000	4	33.33%	82,250	90,000	75,000	0	0
\$90,001 - \$130,000	2	16.67%	117,500	105,000	130,000	0	0
\$130,001 - \$140,000	0	0.00%	117,500	0	0	0	0
\$140,001 and up	2	16.67%	210,500	0	146,000	0	275,000
Median Sold Price			82,250	90,000	66,000	0	275,000
Total Closed Units		100%	82,250	3	8		1
Total Closed Volume			1,144,750	231.50K	638.25K	0.00B	275.00K

December 2018



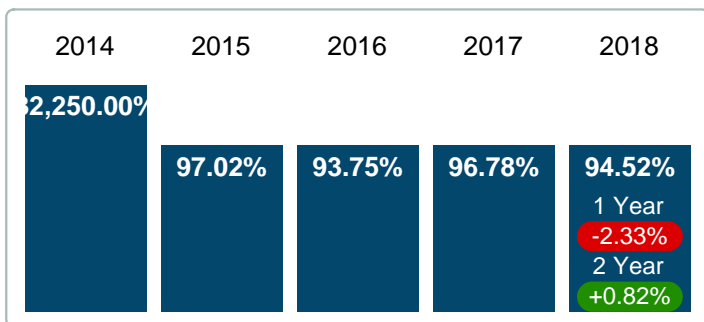
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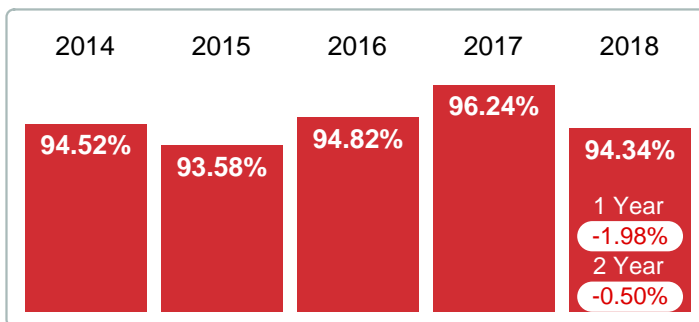
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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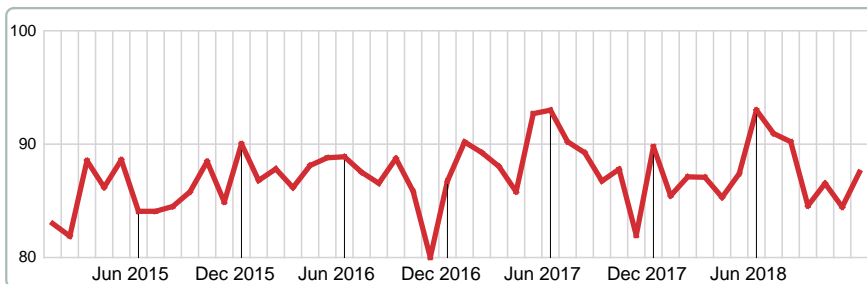
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

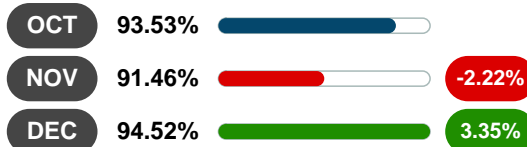


3 MONTHS

5 year DEC AVG = 16,526.41%

High Jun 2018 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **94.52%**
 below the 5 yr DEC average of **16,526.41%**



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
\$40,000 and less	1	8.33%	91.48%	91.48%	0.00%	0.00%	0.00%
\$40,001 - \$40,000	0	0.00%	91.48%	0.00%	0.00%	0.00%	0.00%
\$40,001 - \$50,000	3	25.00%	94.94%	0.00%	94.94%	0.00%	0.00%
\$50,001 - \$90,000	4	33.33%	94.52%	94.74%	94.31%	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%	94.20%	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%
Median Sold/List Ratio		94.52%		94.74%	94.63%	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

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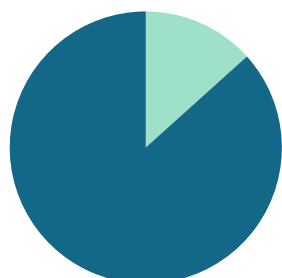
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY



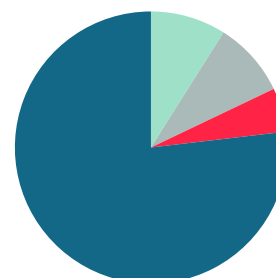
Inventory

- 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%
Median List Price	131,950	89,450	-32.21%	95,000	79,900	-15.89%
Median Sale Price	132,500	82,250	-37.92%	95,000	75,000	-21.05%
Median Percent of Selling Price to List Price	96.78%	94.52%	-2.33%	96.24%	94.34%	-1.98%
Median Days on Market to Sale	82.50	77.50	-6.06%	50.00	52.00	4.00%
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

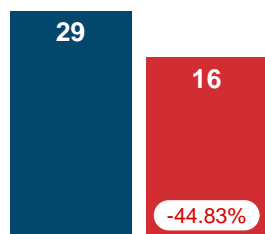
Inventory on December 31, 2018 = **103**

2017 **2018**

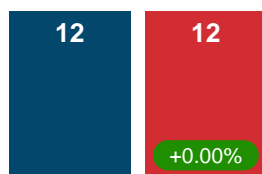
DECEMBER MARKET

MEDIAN PRICES

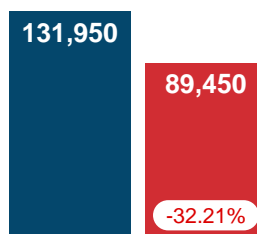
New Listings



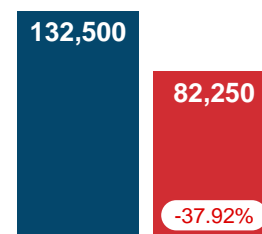
Pending Listings



List Price



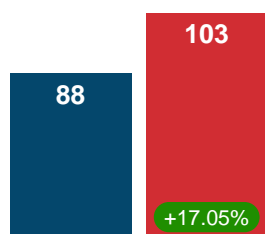
Sale Price



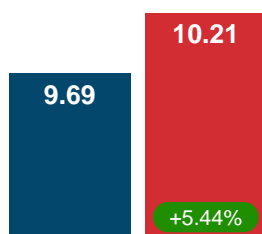
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

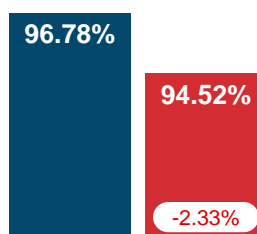
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

