

November 2018



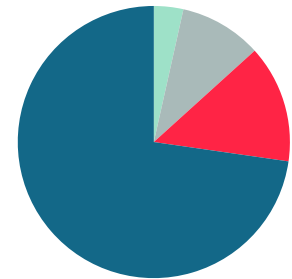
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	5	5	0.00%
Pending Listings	10	14	40.00%
New Listings	22	19	-13.64%
Average List Price	118,340	89,540	-24.34%
Average Sale Price	109,800	81,800	-25.50%
Average Percent of Selling Price to List Price	84.70%	91.28%	7.77%
Average Days on Market to Sale	88.20	102.20	15.87%
End of Month Inventory	89	104	16.85%
Months Supply of Inventory	10.08	10.15	0.70%



■ Closed (3.50%)
■ Pending (9.79%)
■ Other OffMarket (13.99%)
■ Active (72.73%)

Absorption: Last 12 months, an Average of **10 Sales/Month Active Inventory** as of November 30, 2018 = **104**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2018 rose **16.85%** to 104 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 **10.15** 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 **25.50%** in November 2018 to \$81,800 versus the previous year at \$109,800.

Average Days on Market Lengthens

The average number of **102.20** days that homes spent on the market before selling increased by 14.00 days or **15.87%** in November 2018 compared to last year's same month at **88.20** DOM.

Sales Success for November 2018 is Positive

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

There were 19 New Listings in November 2018, down **13.64%** from last year at 22. Furthermore, there were 5 Closed Listings this month versus last year at 5, a **0.00%** decrease.

Closed versus Listed trends yielded a **26.3%** ratio, up from previous year's, November 2017, at **22.7%**, a **15.79%** 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

November 2018



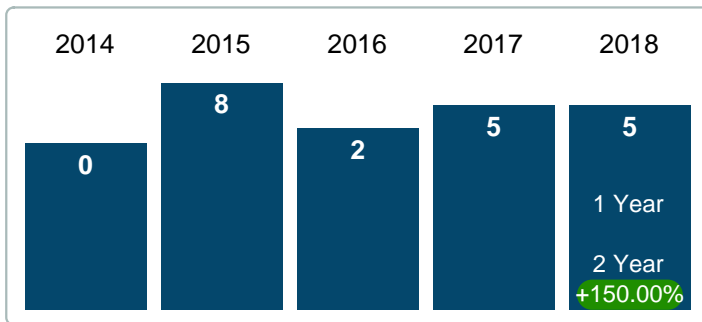
Area Delimited by County Of Sequoyah - Residential Property Type



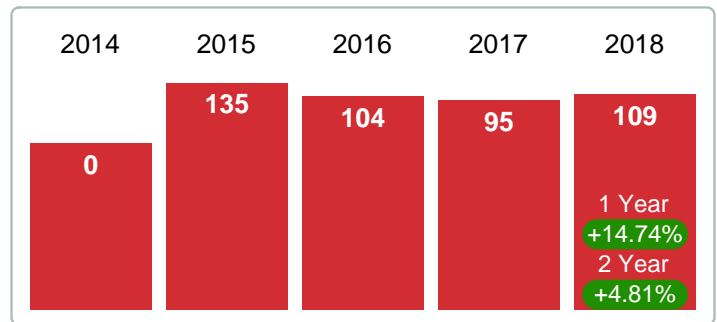
CLOSED LISTINGS

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

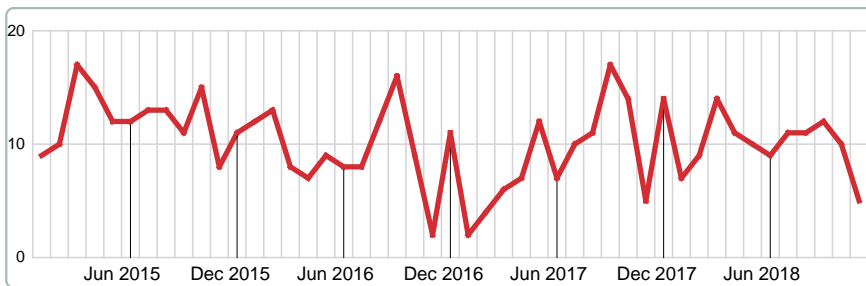
NOVEMBER



YEAR TO DATE (YTD)

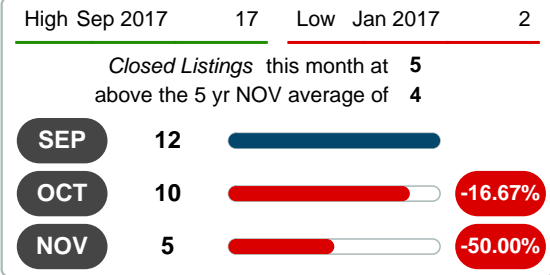


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed 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 - \$40,000	1	20.00%	77.0	0	1	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$100,000	3	60.00%	104.3	1	2	0	0
\$100,001 - \$100,000	0	0.00%	0.0	0	0	0	0
\$100,001 - \$180,000	0	0.00%	0.0	0	0	0	0
\$180,001 and up	1	20.00%	121.0	0	1	0	0
Total Closed Units	5			1	4	0	0
Total Closed Volume	409,000	100%	102.2	50.00K	359.00K	0.00B	0.00B
Average Closed Price	\$81,800			\$50,000	\$89,750	\$0	\$0

November 2018



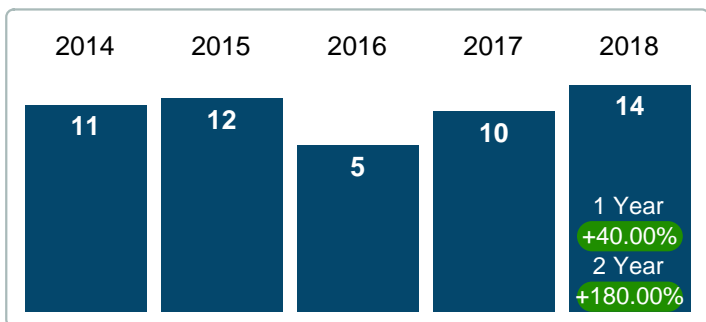
Area Delimited by County Of Sequoyah - Residential Property Type



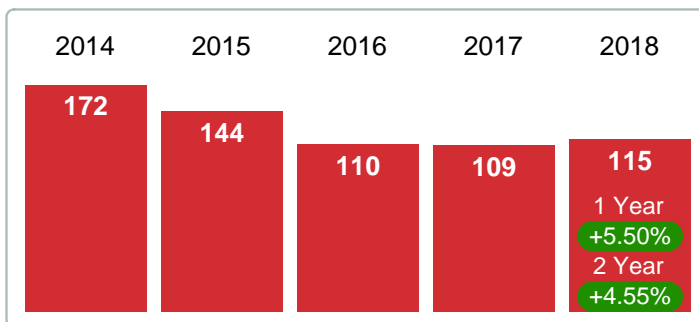
PENDING LISTINGS

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

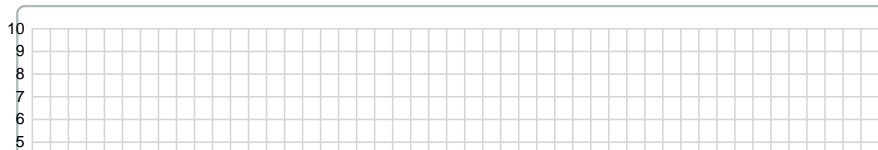
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 10

High Nov 2018 0 Low Nov 2018 0

Pending Listings this month at 14
above the 5 yr NOV average of 10

SEP	0	
OCT	0	nan%
NOV	0	nan%

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 - \$40,000	3	21.43%	125.7	1	1	1	0
\$40,001 - \$80,000	2	14.29%	43.5	0	2	0	0
\$80,001 - \$90,000	2	14.29%	101.5	0	2	0	0
\$90,001 - \$100,000	3	21.43%	21.0	1	1	0	1
\$100,001 - \$150,000	3	21.43%	81.3	1	1	0	1
\$150,001 and up	1	7.14%	81.0	0	0	0	1
Total Pending Units	14			3	7	1	3
Total Pending Volume	1,383,950	100%	80.9	244.80K	550.70K	39.05K	549.40K
Average Listing Price	\$98,773			\$81,600	\$78,671	\$39,050	\$183,133

November 2018



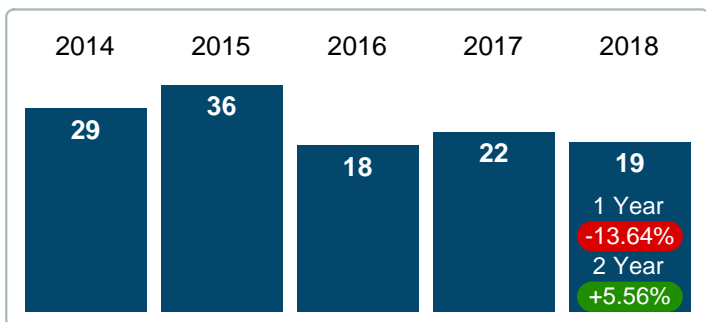
Area Delimited by County Of Sequoyah - Residential Property Type



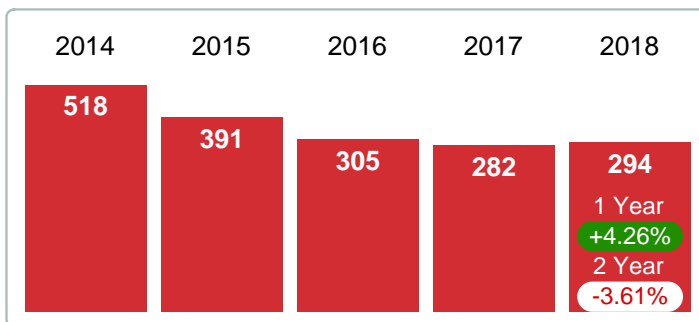
NEW LISTINGS

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

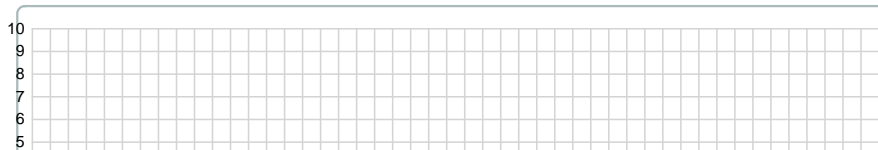
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 25

High Nov 2018: 0, Low Nov 2018: 0

New Listings this month at 19
below the 5 yr NOV average of 25

Month	New Listings	5 Year Avg
SEP	0	nan%
OCT	0	nan%
NOV	0	nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$40,000 and less	1	5.26%
\$40,001 - \$50,000	2	10.53%
\$50,001 - \$70,000	3	15.79%
\$70,001 - \$100,000	5	26.32%
\$100,001 - \$140,000	3	15.79%
\$140,001 - \$250,000	3	15.79%
\$250,001 and up	2	10.53%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	0	1	0	0
\$40,001 - \$50,000	0	2	0	0
\$50,001 - \$70,000	0	3	0	0
\$70,001 - \$100,000	0	4	0	1
\$100,001 - \$140,000	0	3	0	0
\$140,001 - \$250,000	0	1	1	1
\$250,001 and up	0	1	1	0
Total	0	15	2	2
Total New Listed Volume	0.00B	1.38M	402.50K	249.90K
Average New Listed Listing Price	\$0	\$91,827	\$201,250	\$124,950

Total New Listed Units	19	
Total New Listed Volume	2,029,800	100%
Average New Listed Listing Price	\$85,300	

November 2018



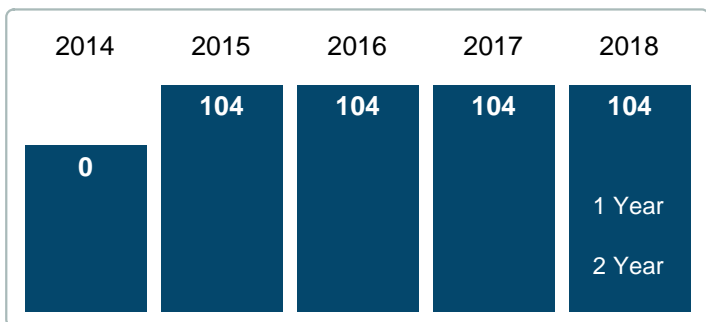
Area Delimited by County Of Sequoyah - Residential Property Type



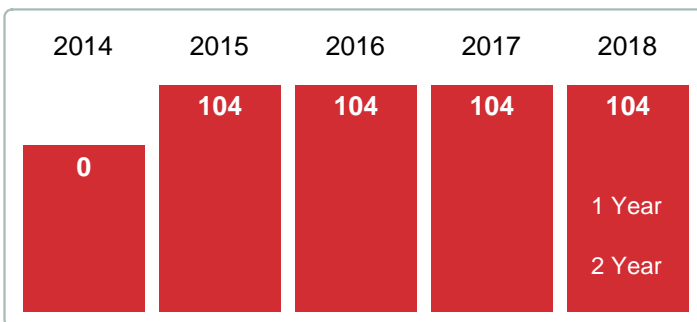
ACTIVE INVENTORY

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

END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 83

High Nov 2018 104 Low Nov 2018 104

Inventory this month at 104
above the 5 yr NOV average of 83

SEP	104	
OCT	104	0.00%
NOV	104	0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	1.92%	28.5	1	1	0	0
\$25,001 - \$50,000	12	11.54%	75.7	3	9	0	0
\$50,001 - \$100,000	22	21.15%	86.0	5	15	2	0
\$100,001 - \$175,000	30	28.85%	81.7	4	22	3	1
\$175,001 - \$275,000	13	12.50%	86.3	2	4	6	1
\$275,001 - \$450,000	15	14.42%	82.2	2	6	6	1
\$450,001 and up	10	9.62%	93.5	1	2	5	2
Total Active Inventory by Units	104			18	59	22	5
Total Active Inventory by Volume	21,173,405	100%	82.7	3.23M	8.33M	6.99M	2.63M
Average Active Inventory Listing Price	\$203,590			\$179,469	\$141,114	\$317,741	\$525,380

November 2018



Area Delimited by County Of Sequoyah - Residential Property Type



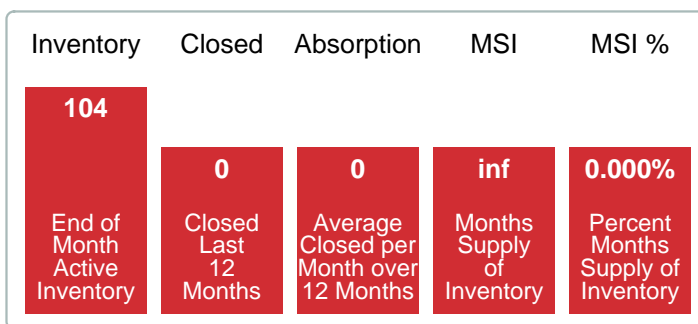
MONTHS SUPPLY of INVENTORY (MSI)

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

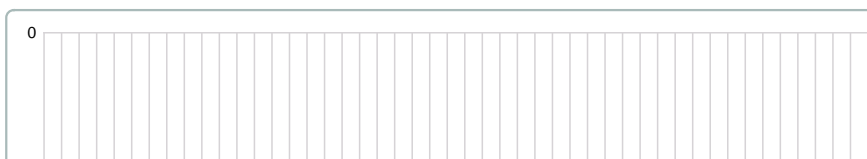
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

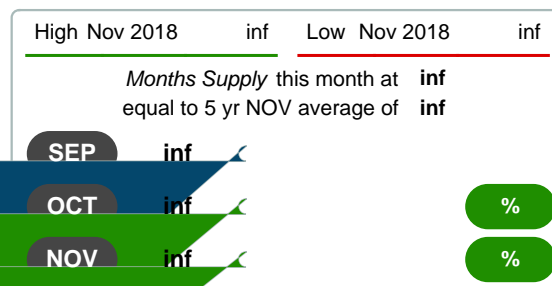


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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	6.73%	3.36	1.09	5.14	0.00	0.00
\$40,001 - \$60,000	12	11.54%	8.00	12.00	7.00	0.00	0.00
\$60,001 - \$110,000	21	20.19%	8.13	6.00	8.35	12.00	0.00
\$110,001 - \$170,000	23	22.12%	9.20	16.00	7.83	12.00	12.00
\$170,001 - \$280,000	16	15.38%	12.00	8.00	10.50	36.00	4.00
\$280,001 - \$450,000	15	14.42%	90.00	24.00	0.00	0.00	12.00
\$450,001 and up	10	9.62%	120.00	0.00	0.00	60.00	0.00
Market Supply of Inventory (MSI)			10.15	7.45	8.85	29.33	12.00
Total Active Inventory by Units		100%	10.15	18	59	22	5

November 2018



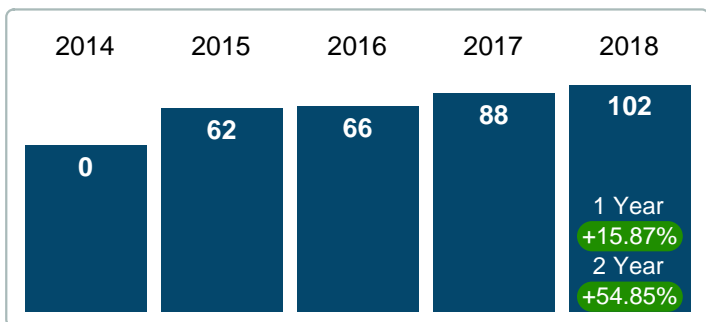
Area Delimited by County Of Sequoyah - Residential Property Type



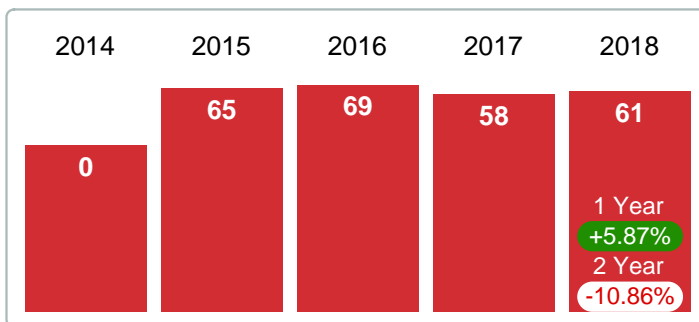
AVERAGE DAYS ON MARKET TO SALE

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

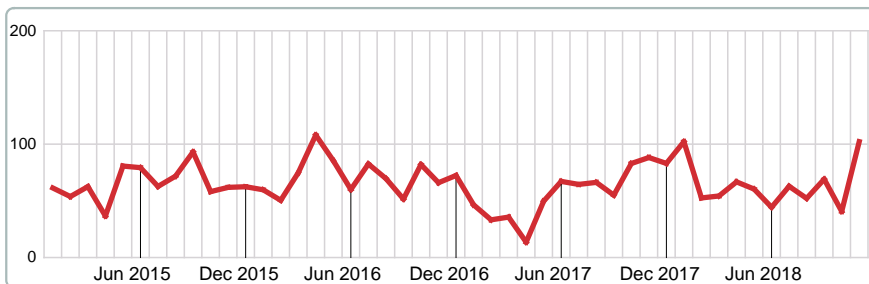
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

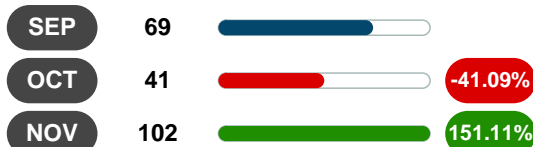


3 MONTHS

5 year NOV AVG = 64

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 102 above the 5 yr NOV average of 64



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
\$30,000 and less	0.00%	0	0	0	0	0
\$30,001 - \$40,000	20.00%	77	0	77	0	0
\$40,001 - \$40,000	0.00%	0	0	0	0	0
\$40,001 - \$100,000	60.00%	104	92	111	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$180,000	0.00%	0	0	0	0	0
\$180,001 and up	20.00%	121	0	121	0	0
Average Closed DOM		102	92	105	0	0
Total Closed Units	100%	102	1	4		
Total Closed Volume		409,000	50.00K	359.00K	0.00B	0.00B

November 2018



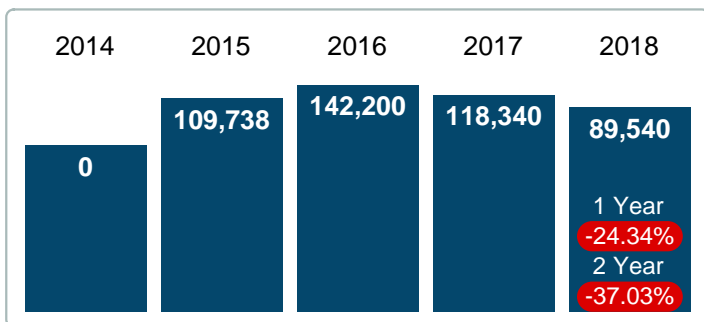
Area Delimited by County Of Sequoyah - Residential Property Type



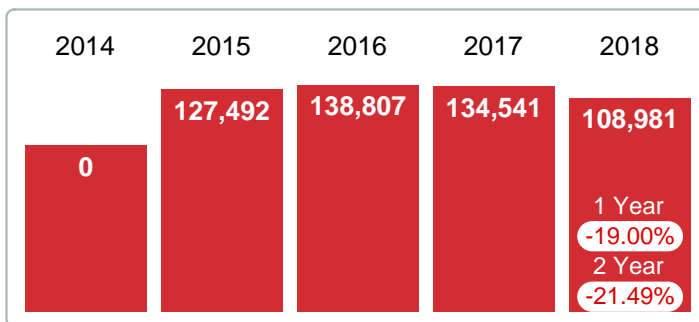
AVERAGE LIST PRICE AT CLOSING

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

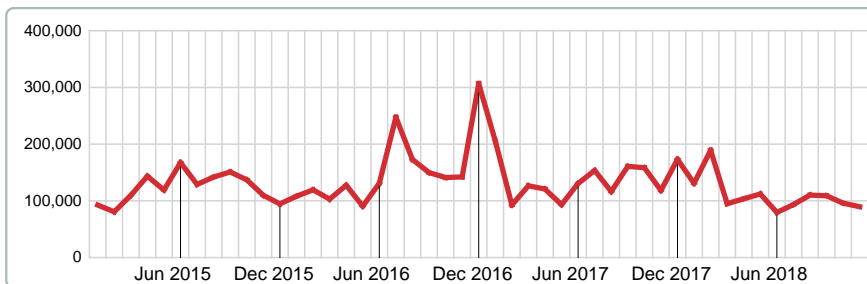
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 91,964

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

Average List Price at Closing this month at **89,540**
below the 5 yr NOV average of **91,964**

SEP	108,883	
OCT	95,960	-11.87%
NOV	89,540	-6.69%

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
\$30,000 and less	0	0.00%	0	0	0	0	0
\$30,001 - \$40,000	1	20.00%	39,900	0	39,900	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 - \$100,000	2	40.00%	49,400	53,900	77,450	0	0
\$100,001 - \$100,000	0	0.00%	0	0	0	0	0
\$100,001 - \$180,000	1	20.00%	110,000	0	0	0	0
\$180,001 and up	1	20.00%	199,000	0	199,000	0	0
Average List Price			89,540	53,900	98,450	0	0
Total Closed Units		100%	89,540	1	4		
Total Closed Volume			447,700	53.90K	393.80K	0.00B	0.00B

November 2018



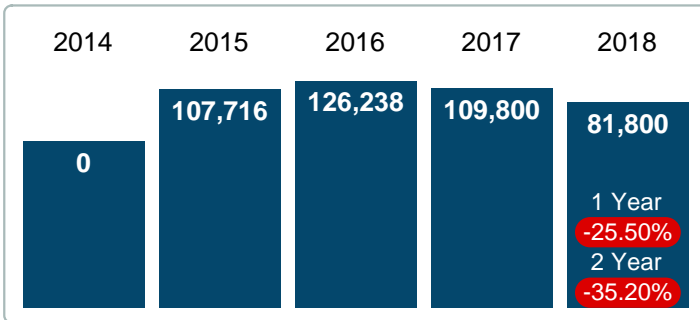
Area Delimited by County Of Sequoyah - Residential Property Type



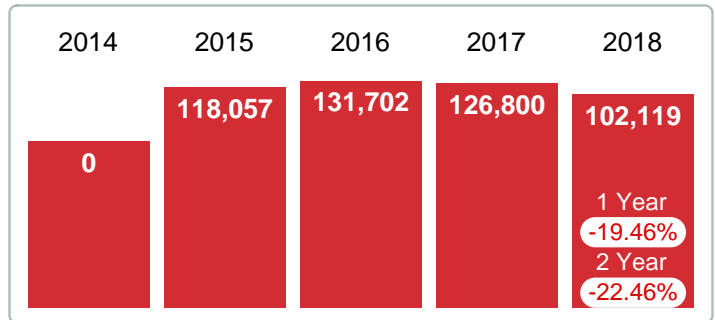
AVERAGE SOLD PRICE AT CLOSING

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

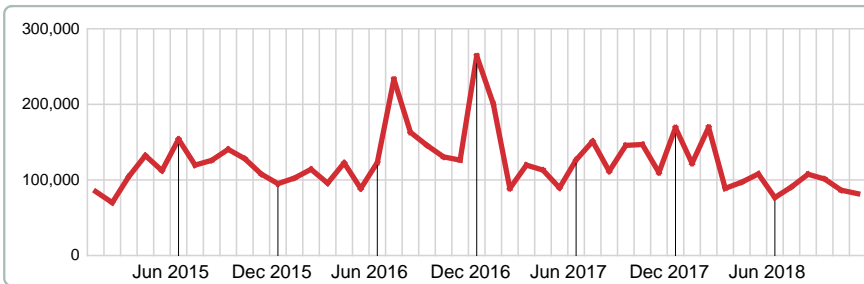
NOVEMBER



YEAR TO DATE (YTD)

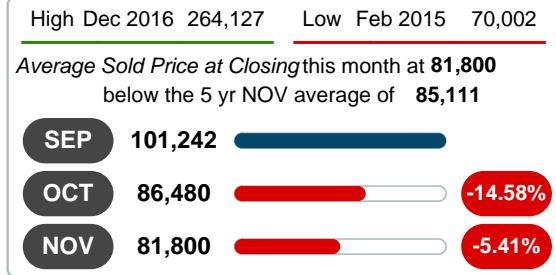


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 85,111



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
\$30,000 and less	0	0.00%	0	0	0	0	0
\$30,001 - \$40,000	1	20.00%	35,000	0	35,000	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 - \$100,000	3	60.00%	64,000	50,000	71,000	0	0
\$100,001 - \$100,000	0	0.00%	0	0	0	0	0
\$100,001 - \$180,000	0	0.00%	0	0	0	0	0
\$180,001 and up	1	20.00%	182,000	0	182,000	0	0
Average Sold Price			81,800	50,000	89,750	0	0
Total Closed Units		100%	81,800	1	4		
Total Closed Volume			409,000	50.00K	359.00K	0.00B	0.00B

November 2018



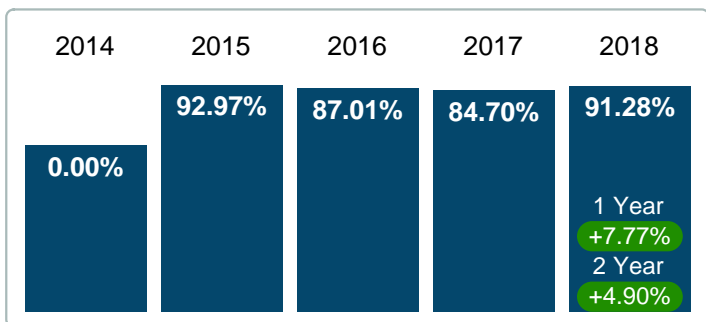
Area Delimited by County Of Sequoyah - Residential Property Type



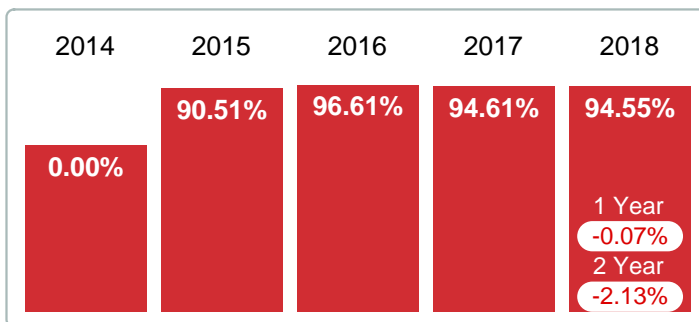
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

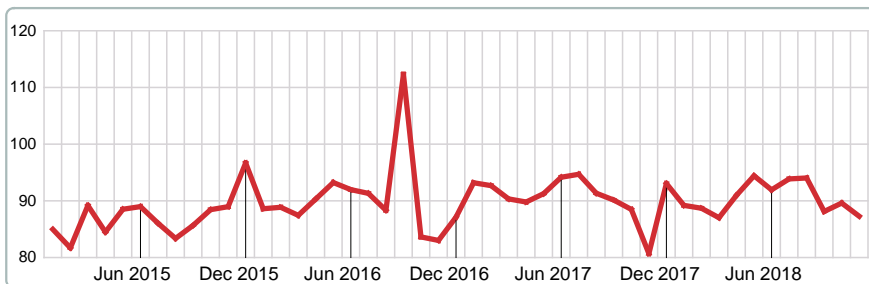
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

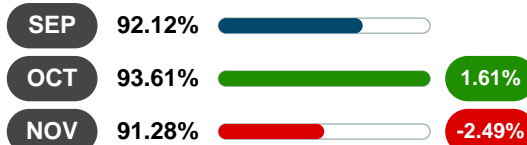


3 MONTHS

5 year NOV AVG = 71.19%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **91.28%** above the 5 yr NOV average of **71.19%**



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
\$30,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$40,000	1	20.00%	87.72%	0.00%	87.72%	0.00%	0.00%
\$40,001 - \$40,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$40,001 - \$100,000	3	60.00%	92.40%	92.76%	92.23%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$180,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$180,001 and up	1	20.00%	91.46%	0.00%	91.46%	0.00%	0.00%
Average Sold/List Ratio		91.30%		92.76%	90.91%	0.00%	0.00%
Total Closed Units		5	100%	1	4		
Total Closed Volume		409,000		50.00K	359.00K	0.00B	0.00B

November 2018



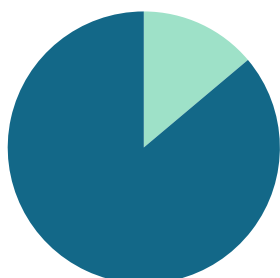
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

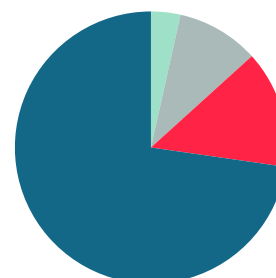


Inventory
 New Listings
19 = 13.87%
 Start Inventory
118
 Total Inventory Units
137
 Volume
\$24,905,855

Market Activity

Closed Sales
5 = 3.50%
 Pending Sales
14 = 9.79%
 Other Off Market
20 = 13.99%
 Active Inventory
104 = 72.73%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	5	5	0.00%	95	109	14.74%
Pending Sales	10	14	40.00%	109	115	5.50%
New Listings	22	19	-13.64%	282	294	4.26%
Average List Price	118,340	89,540	-24.34%	134,541	108,981	-19.00%
Average Sale Price	109,800	81,800	-25.50%	126,800	102,119	-19.46%
Average Percent of Selling Price to List Price	84.70%	91.28%	7.77%	94.61%	94.55%	-0.07%
Average Days on Market to Sale	88.20	102.20	15.87%	58.03	61.44	5.87%
Monthly Inventory	89	104	16.85%	89	104	16.85%
Months Supply of Inventory	10.08	10.15	0.70%	10.08	10.15	0.70%

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

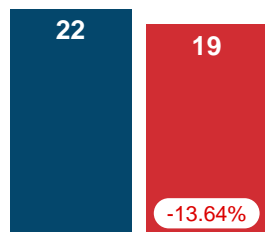
Inventory on November 30, 2018 = **104**

2017 **2018**

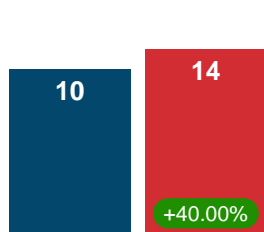
NOVEMBER MARKET

AVERAGE PRICES

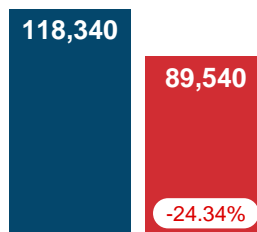
New Listings



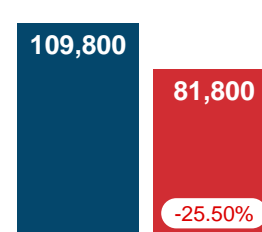
Pending Listings



List Price



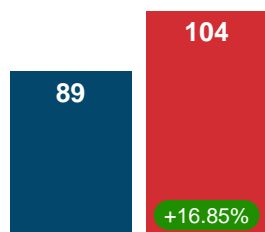
Sale Price



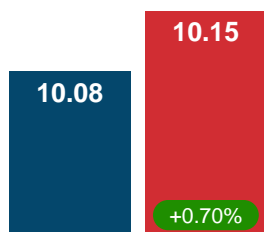
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

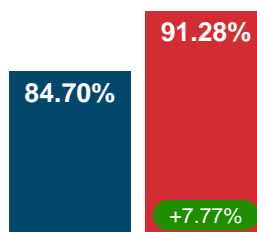
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

