

November 2018



Area Delimited by County Of Sequoyah - Residential Property Type

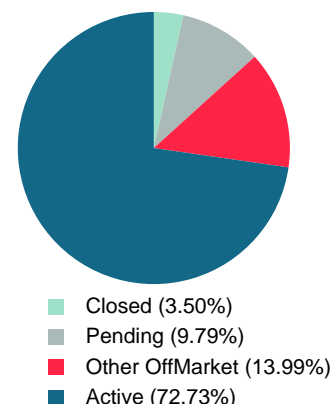


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	November 2018	+/- %
Closed Listings	5	5	0.00%
Pending Listings	10	14	40.00%
New Listings	22	19	-13.64%
Median List Price	37,000	53,900	45.68%
Median Sale Price	37,500	50,000	33.33%
Median Percent of Selling Price to List Price	88.95%	91.46%	2.81%
Median Days on Market to Sale	72.00	92.00	27.78%
End of Month Inventory	89	104	16.85%
Months Supply of Inventory	10.08	10.15	0.70%

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.

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 **33.33%** in November 2018 to \$50,000 versus the previous year at \$37,500.

Median Days on Market Lengthens

The median number of **92.00** days that homes spent on the market before selling increased by 20.00 days or **27.78%** in November 2018 compared to last year's same month at **72.00** DOM.

Sales Success for November 2018 is Positive

Overall, with Median Prices going up 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.

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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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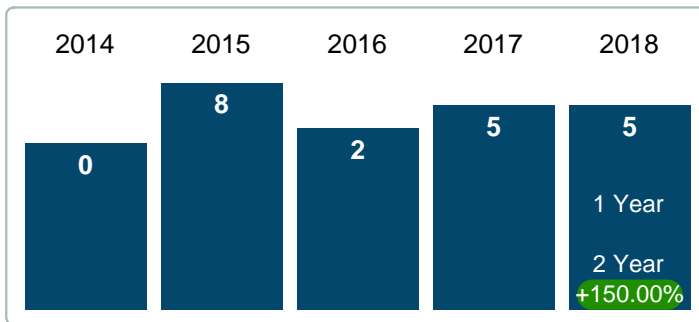


November 2018

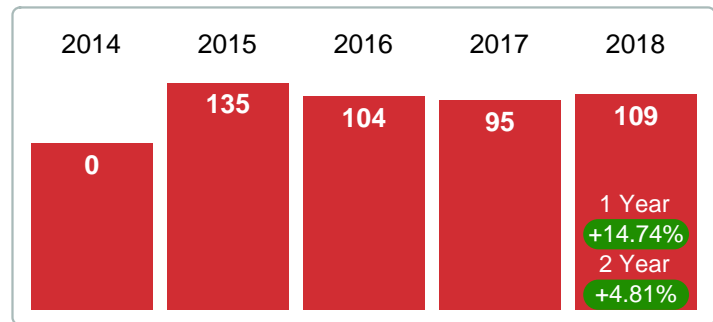
CLOSED LISTINGS

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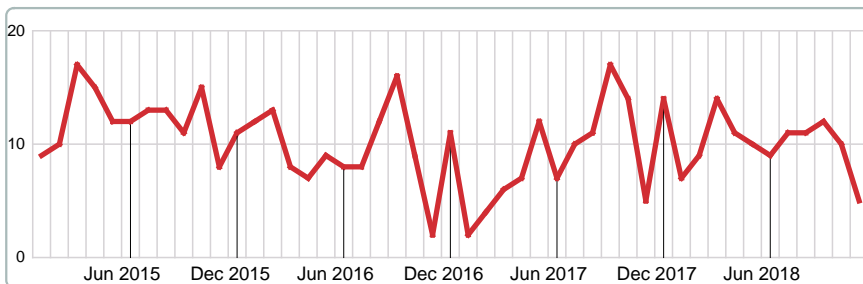
NOVEMBER



YEAR TO DATE (YTD)

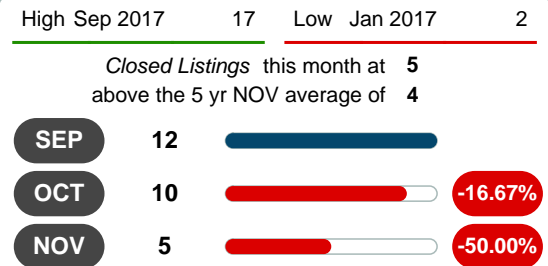


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	77.0	0	0	0	0
\$40,001 - \$100,000	3	60.00%	92.0	1	2	0	0
\$100,001 - \$100,000	0	0.00%	92.0	0	0	0	0
\$100,001 - \$180,000	0	0.00%	92.0	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%	50.00K	359.00K	0.00B	0.00B
Median Closed Price		\$50,000		\$50,000	\$71,000	\$0	\$0

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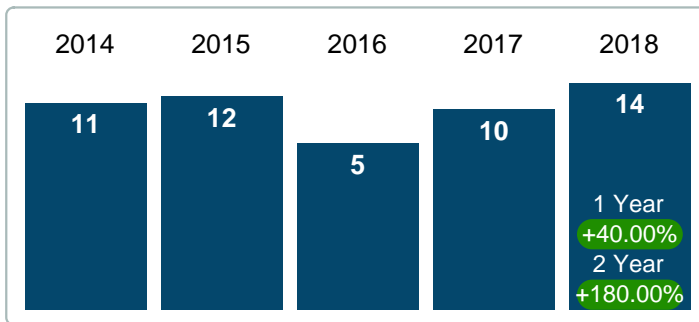


November 2018

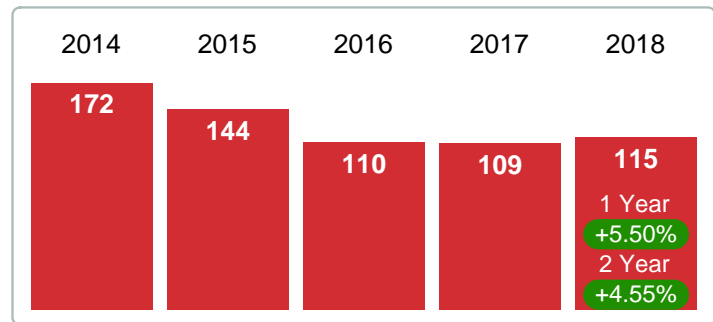
PENDING LISTINGS

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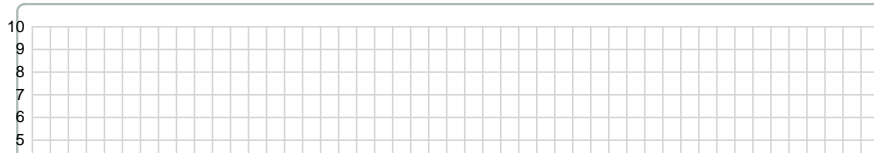
NOVEMBER



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
NOV 0

nan%

nan%

Distribution of Pending Listings by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0		0.00%	121.0	0	0	0	0
\$30,001 - \$40,000	3		21.43%	136.0	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%	28.0	1	1	0	1
\$100,001 - \$150,000	3		21.43%	59.0	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%	244.80K	550.70K	39.05K	549.40K
Median Listing Price	\$89,900				\$95,000	\$84,000	\$39,050	\$150,000

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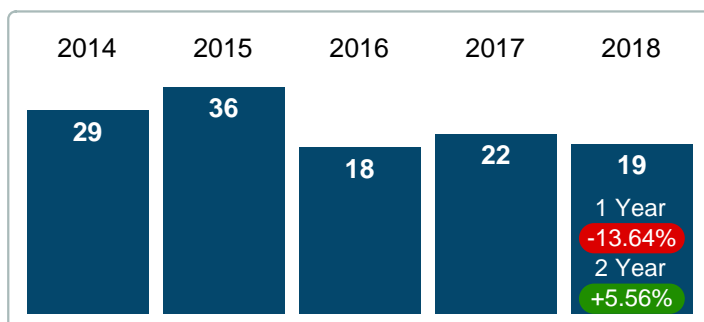


November 2018

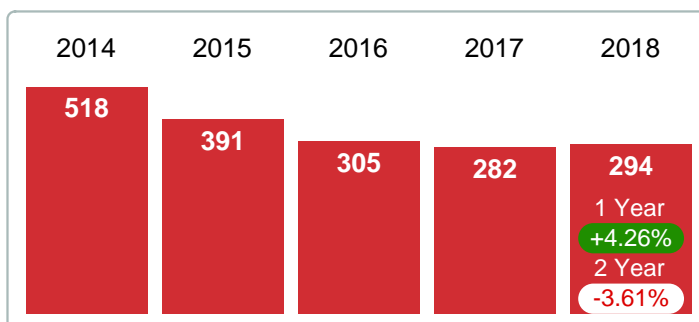
NEW LISTINGS

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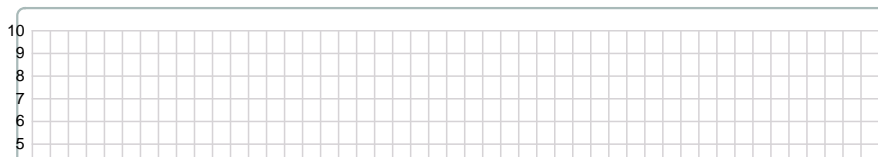
NOVEMBER



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**

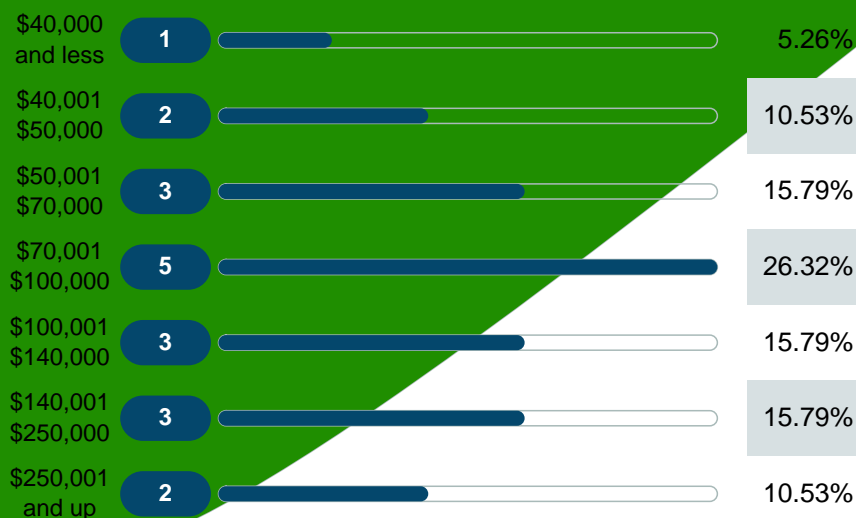
SEP 0
OCT 0
NOV 0

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
0	4	0	1
0	3	0	0
0	1	1	1
0	1	1	0
0	15	2	2
0.00B	1.38M	402.50K	249.90K
\$0	\$79,900	\$201,250	\$124,950

0

0

0

0

0

0

0

0

0

0

0.00B

\$0

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

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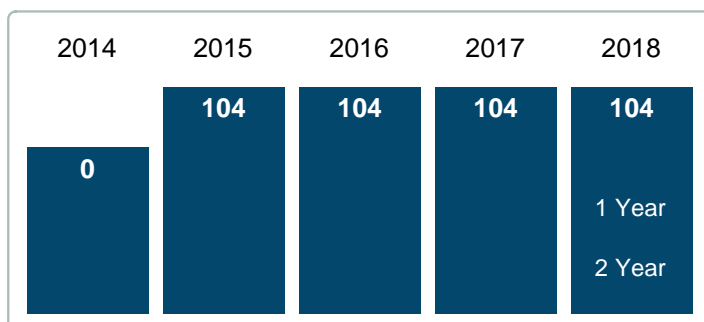


November 2018

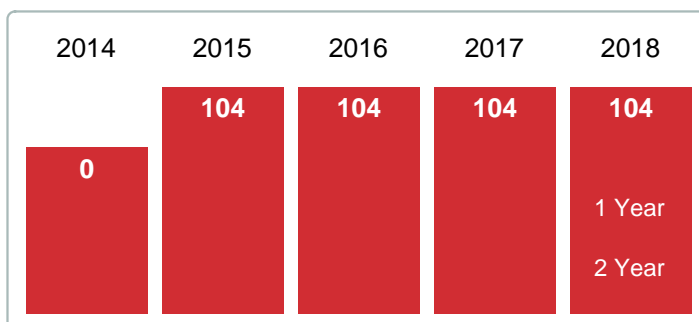
ACTIVE INVENTORY

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

NOV 104

0.00%

0.00%

Distribution of Inventory by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7		6.73%	77.0	1	6	0	0
\$40,001 \$60,000	12		11.54%	58.0	5	7	0	0
\$60,001 \$110,000	21		20.19%	48.0	3	16	2	0
\$110,001 \$170,000	23		22.12%	87.0	4	15	3	1
\$170,001 \$280,000	16		15.38%	87.0	2	7	6	1
\$280,001 \$450,000	15		14.42%	77.0	2	6	6	1
\$450,001 and up	10		9.62%	103.5	1	2	5	2
Total Active Inventory by Units			104		18	59	22	5
Total Active Inventory by Volume			21,173,405	100%	3.23M	8.33M	6.99M	2.63M
Median Active Inventory Listing Price			\$149,450		\$107,625	\$115,000	\$270,700	\$344,000

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November 2018



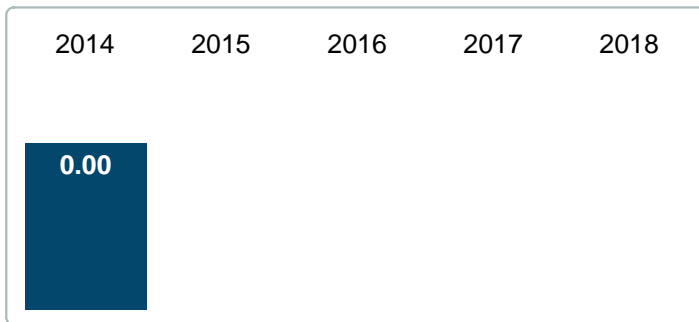
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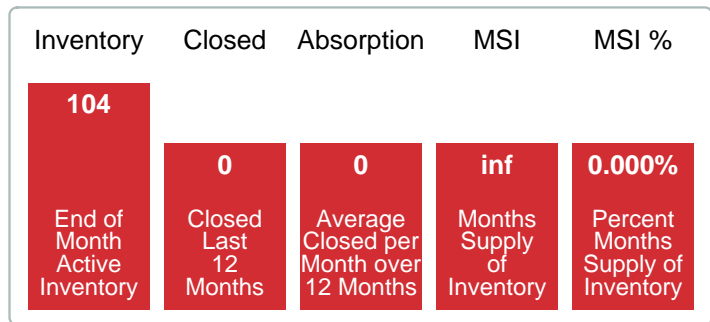
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR NOVEMBER



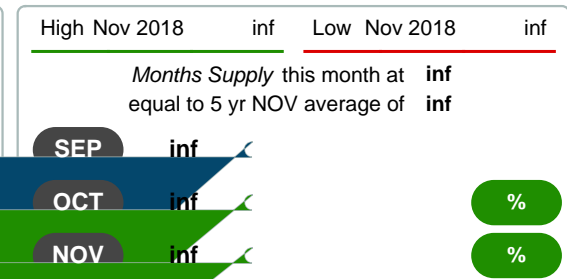
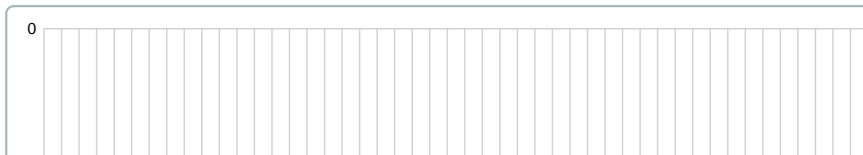
INDICATORS FOR NOVEMBER 2018



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				104	100%	18	59	22	5



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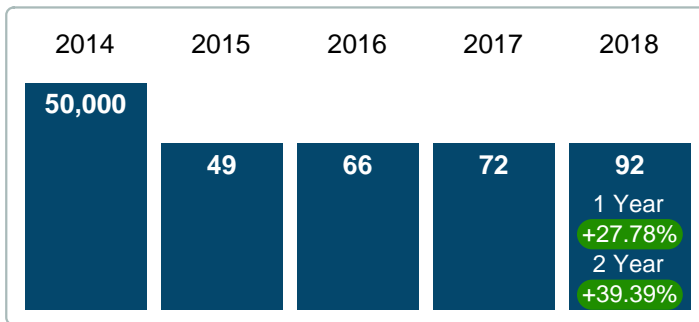


November 2018

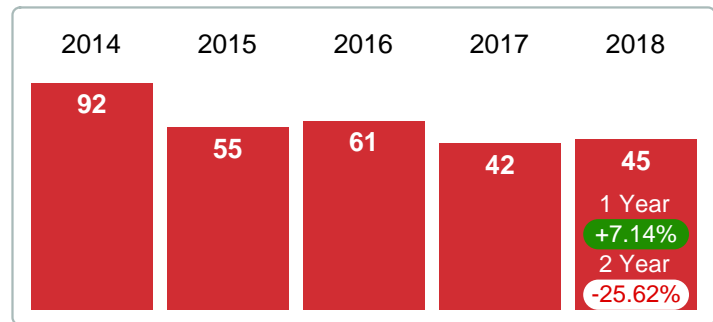
MEDIAN DAYS ON MARKET TO SALE

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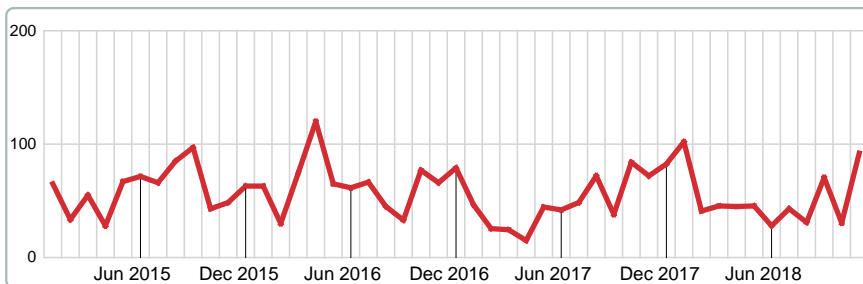
NOVEMBER



YEAR TO DATE (YTD)

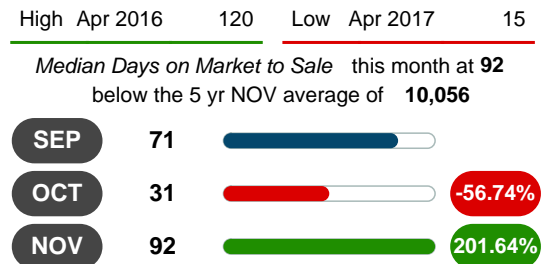


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 10,056



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
\$30,000 and less	0	0.00%	104	0	0	0	0
\$30,001 - \$40,000	1	20.00%	77	0	77	0	0
\$40,001 - \$40,000	0	0.00%	77	0	0	0	0
\$40,001 - \$100,000	3	60.00%	92	92	111	0	0
\$100,001 - \$100,000	0	0.00%	92	0	0	0	0
\$100,001 - \$180,000	0	0.00%	92	0	0	0	0
\$180,001 and up	1	20.00%	121	0	121	0	0
Median Closed DOM			92	92	99	0	0
Total Closed Units		100%	92.0	1	4		
Total Closed Volume			409,000	50.00K	359.00K	0.00B	0.00B

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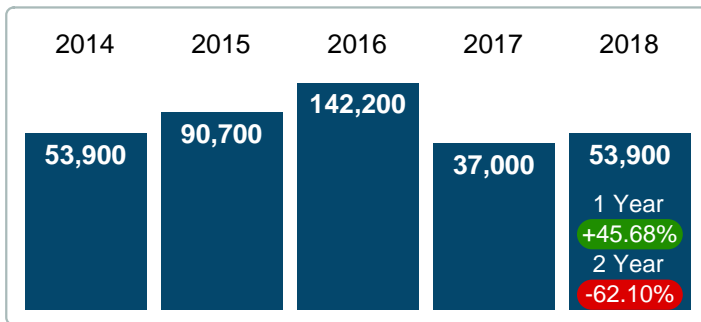
Area Delimited by County Of Sequoyah - Residential Property Type



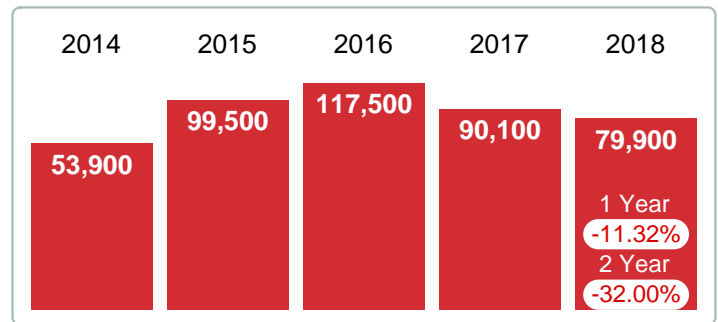
MEDIAN LIST PRICE AT CLOSING

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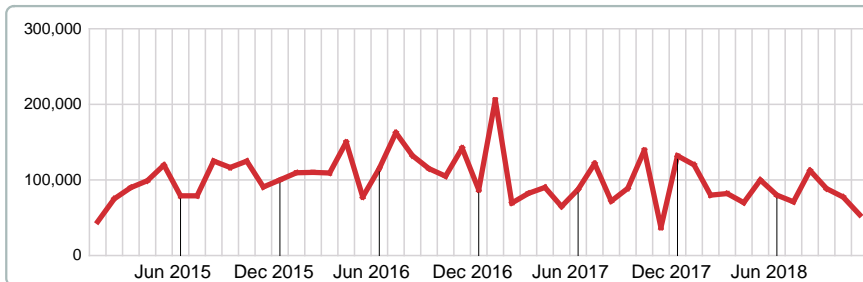
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 75,540

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

Median List Price at Closing this month at **53,900**
below the 5 yr NOV average of **75,540**

SEP	88,500		
OCT	77,400		-12.54%
NOV	53,900		-30.36%

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
\$30,000 and less	0	0.00%	121	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%	39,900	0	0	0	0
\$40,001 \$100,000	2	40.00%	49,400	53,900	44,900	0	0
\$100,001 \$100,000	0	0.00%	49,400	0	0	0	0
\$100,001 \$180,000	1	20.00%	110,000	0	110,000	0	0
\$180,001 and up	1	20.00%	199,000	0	199,000	0	0
Median List Price			53,900	53,900	77,450	0	0
Total Closed Units		100%	53,900	1	4		
Total Closed Volume			447,700	53.90K	393.80K	0.00B	0.00B



Area Delimited by County Of Sequoyah - Residential Property Type

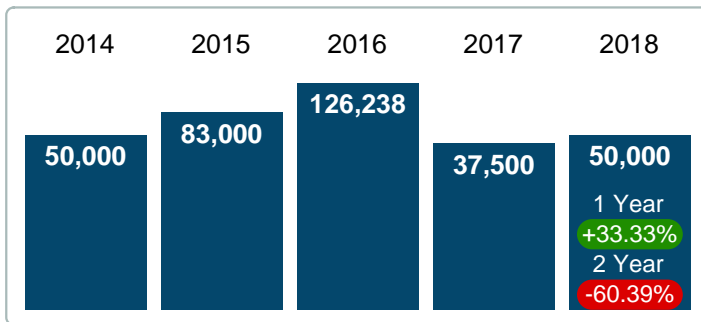


November 2018

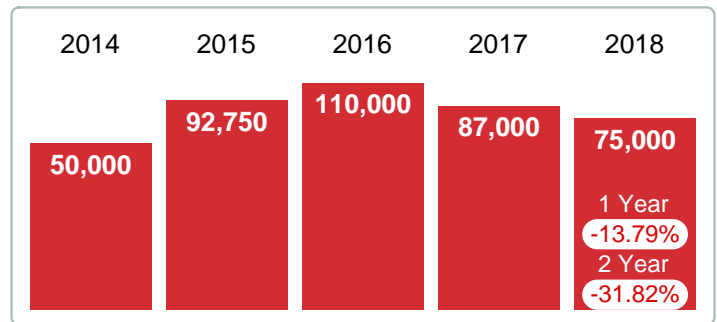
MEDIAN SOLD PRICE AT CLOSING

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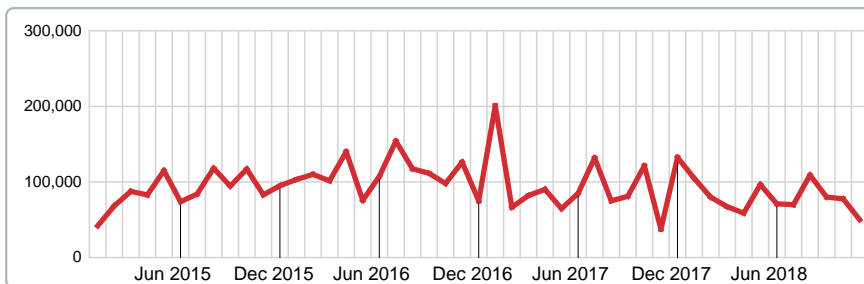
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 69,348

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

Median Sold Price at Closing this month at **50,000**
below the 5 yr NOV average of **69,348**



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
\$30,000 and less	0	0.00%	199,000	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%	35,000	0	0	0	0
\$40,001 \$100,000	3	60.00%	50,000	50,000	71,000	0	0
\$100,001 \$100,000	0	0.00%	50,000	0	0	0	0
\$100,001 \$180,000	0	0.00%	50,000	0	0	0	0
\$180,001 and up	1	20.00%	182,000	0	182,000	0	0
Median Sold Price	50,000			50,000	71,000	0	0
Total Closed Units	5		100%	1	4		
Total Closed Volume	409,000			50.00K	359.00K	0.00B	0.00B

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November 2018



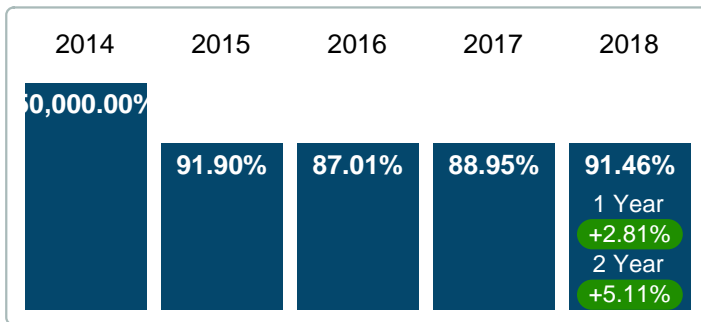
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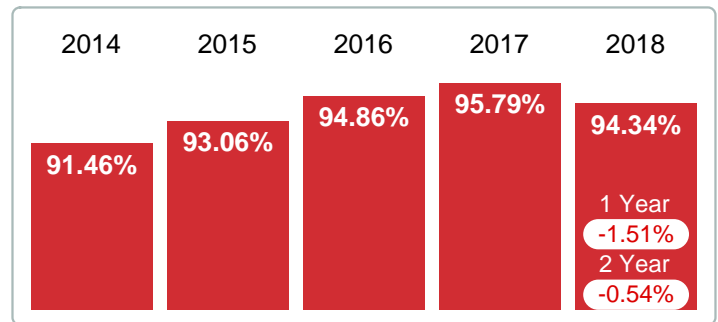
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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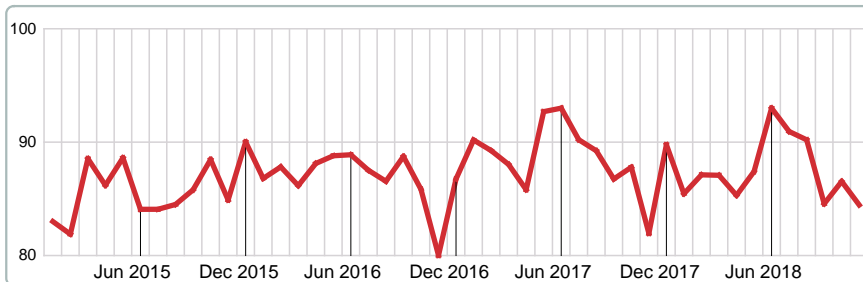
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 10,071.86%

High Jun 2018 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **91.46%**
below the 5 yr NOV average of **10,071.86%**

SEP	91.56%	
OCT	93.53%	2.15%
NOV	91.46%	-2.22%

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
\$30,000 and less	0	0.00%	100.00%	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%	87.72%	0.00%	0.00%	0.00%	0.00%
\$40,001 - \$100,000	3	60.00%	92.76%	92.76%	92.23%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	92.76%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$180,000	0	0.00%	92.76%	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%
Median Sold/List Ratio		91.46%		92.76%	91.18%	0.00%	0.00%
Total Closed Units		5	100%	1	4		
Total Closed Volume		409,000		50.00K	359.00K	0.00B	0.00B

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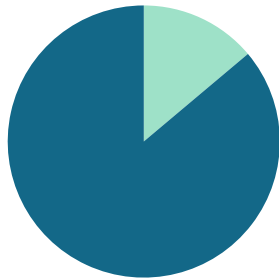
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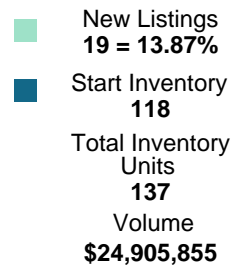
MARKET SUMMARY

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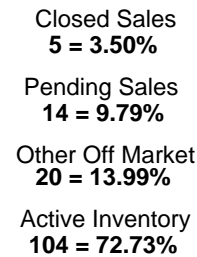
INVENTORY



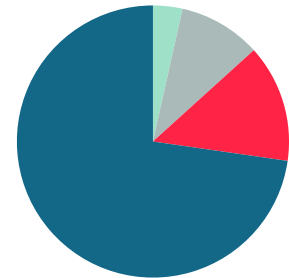
Inventory



Market Activity



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%
Median List Price	37,000	53,900	45.68%	90,100	79,900	-11.32%
Median Sale Price	37,500	50,000	33.33%	87,000	75,000	-13.79%
Median Percent of Selling Price to List Price	88.95%	91.46%	2.81%	95.79%	94.34%	-1.51%
Median Days on Market to Sale	72.00	92.00	27.78%	42.00	45.00	7.14%
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

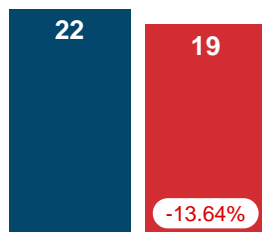
2017

2018

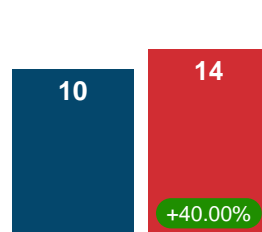
NOVEMBER MARKET

MEDIAN PRICES

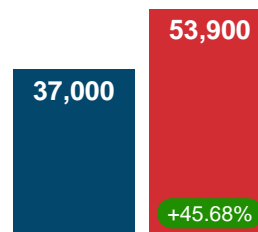
New Listings



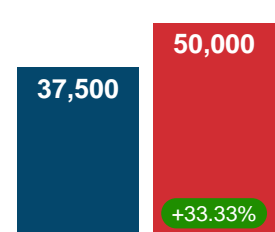
Pending Listings



List Price



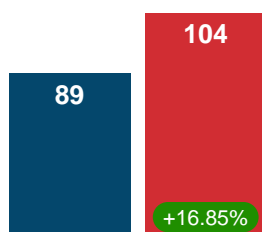
Sale Price



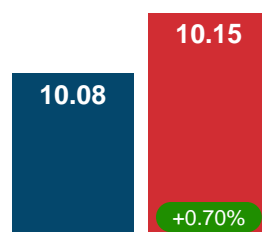
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

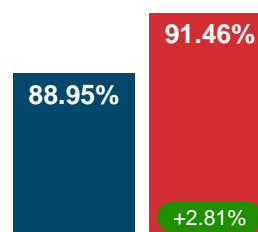
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

