

# October 2018



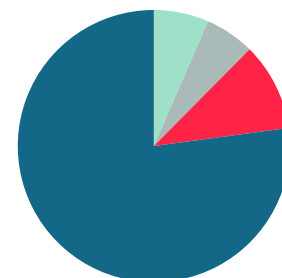
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/-%
Closed Listings	14	10	-28.57%
Pending Listings	8	9	12.50%
New Listings	20	28	40.00%
Median List Price	139,250	77,400	-44.42%
Median Sale Price	121,350	77,650	-36.01%
Median Percent of Selling Price to List Price	94.79%	93.53%	-1.32%
Median Days on Market to Sale	84.00	30.50	-63.69%
End of Month Inventory	98	118	20.41%
Months Supply of Inventory	11.42	11.51	0.83%



■ Closed (6.54%)  
■ Pending (5.88%)  
■ Other OffMarket (10.46%)  
■ Active (77.12%)

**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of October 31, 2018 = **118**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2018 rose **20.41%** to 118 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 **11.51** 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 **36.01%** in October 2018 to \$77,650 versus the previous year at \$121,350.

#### Median Days on Market Shortens

The median number of **30.50** days that homes spent on the market before selling decreased by 53.50 days or **63.69%** in October 2018 compared to last year's same month at **84.00** DOM.

#### Sales Success for October 2018 is Positive

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

There were 28 New Listings in October 2018, up **40.00%** from last year at 20. Furthermore, there were 10 Closed Listings this month versus last year at 14, a **-28.57%** decrease.

Closed versus Listed trends yielded a **35.7%** ratio, down from previous year's, October 2017, at **70.0%**, a **48.98%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# October 2018



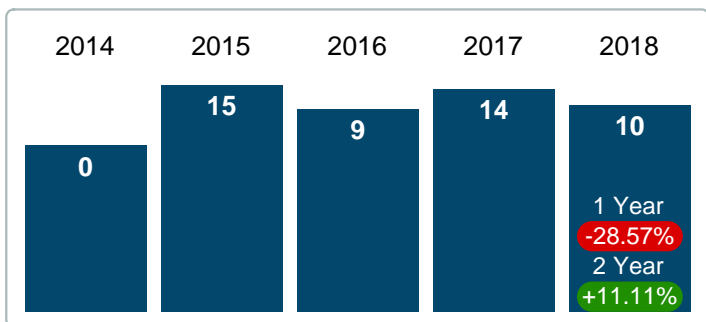
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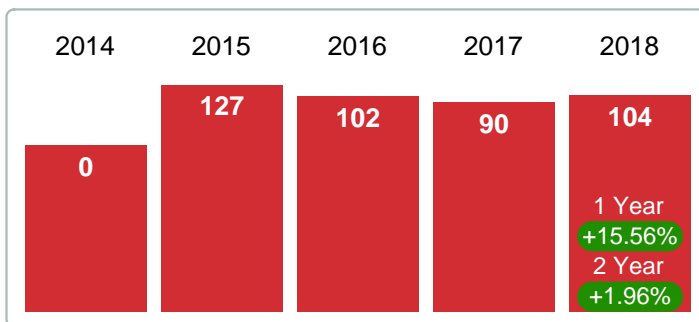
## CLOSED LISTINGS

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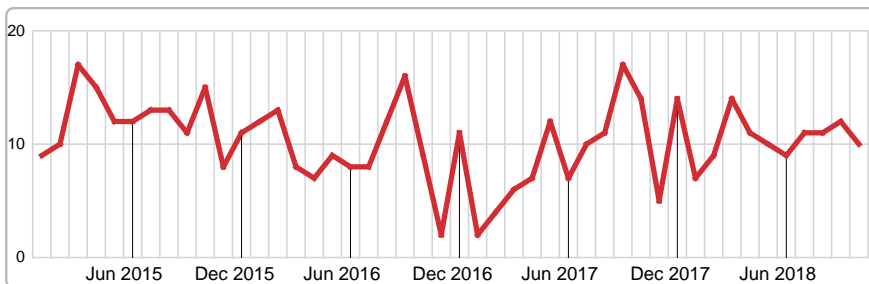
### OCTOBER



### YEAR TO DATE (YTD)

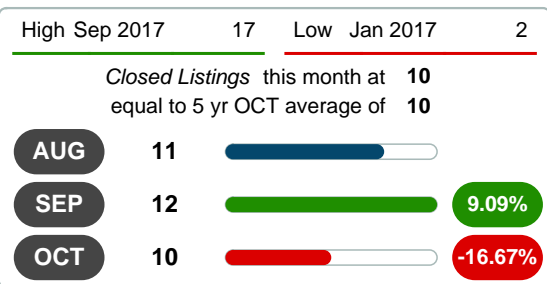


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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
\$30,000 and less	1	10.00%	20.0	0	1	0	0
\$30,001 - \$50,000	2	20.00%	12.5	1	1	0	0
\$50,001 - \$60,000	0	0.00%	12.5	0	0	0	0
\$60,001 - \$100,000	4	40.00%	46.0	1	2	1	0
\$100,001 - \$110,000	0	0.00%	46.0	0	0	0	0
\$110,001 - \$180,000	2	20.00%	65.0	0	2	0	0
\$180,001 and up	1	10.00%	76.0	0	1	0	0
<b>Total Closed Units</b>	<b>10</b>			<b>2</b>	<b>7</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>864,800</b>	<b>100%</b>	<b>30.5</b>	<b>132.00K</b>	<b>652.40K</b>	<b>80.40K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$77,650</b>			<b>\$66,000</b>	<b>\$74,900</b>	<b>\$80,400</b>	<b>\$0</b>

# October 2018



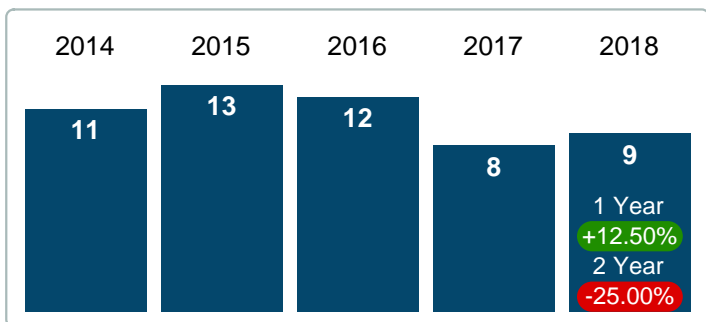
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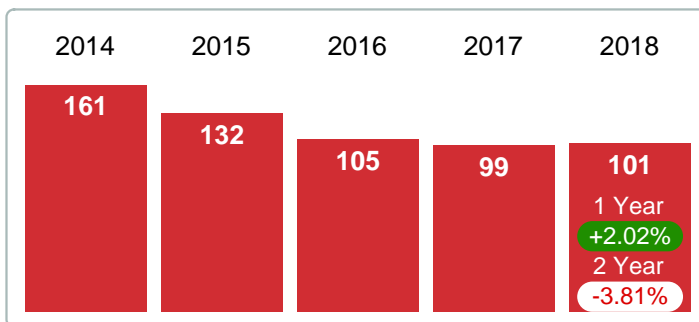
## PENDING LISTINGS

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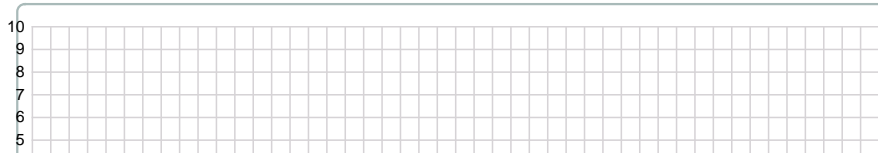
### OCTOBER



### YEAR TO DATE (YTD)

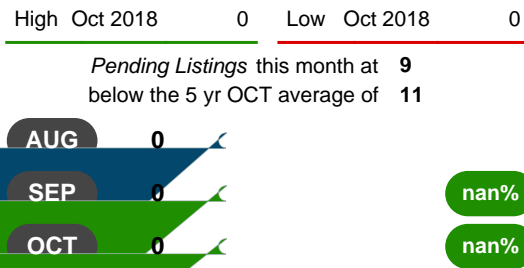


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 11



Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	0	0.00%	76.0	0	0	0	0
\$40,001 - \$50,000	1	11.11%	174.0	0	1	0	0
\$50,001 - \$60,000	2	22.22%	81.0	0	2	0	0
\$60,001 - \$110,000	3	33.33%	20.0	0	3	0	0
\$110,001 - \$120,000	0	0.00%	20.0	0	0	0	0
\$120,001 - \$200,000	2	22.22%	30.5	1	1	0	0
\$200,001 and up	1	11.11%	76.0	0	1	0	0
<b>Total Pending Units</b>	<b>9</b>			<b>1</b>	<b>8</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>891,300</b>	<b>100%</b>	<b>36.0</b>	<b>150.00K</b>	<b>741.30K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$74,900</b>			<b>\$150,000</b>	<b>\$69,950</b>	<b>\$0</b>	<b>\$0</b>

# October 2018



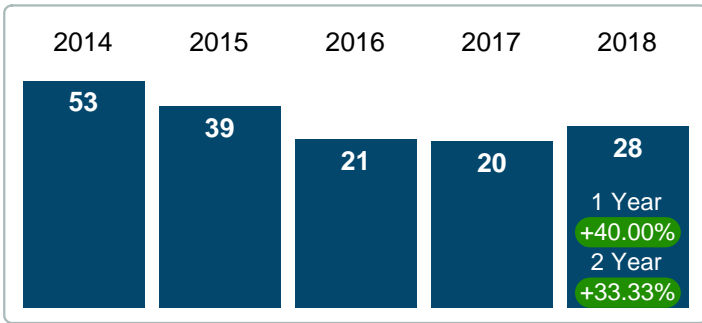
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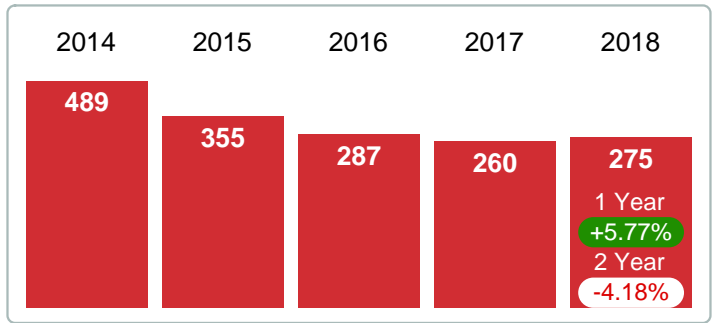
## NEW LISTINGS

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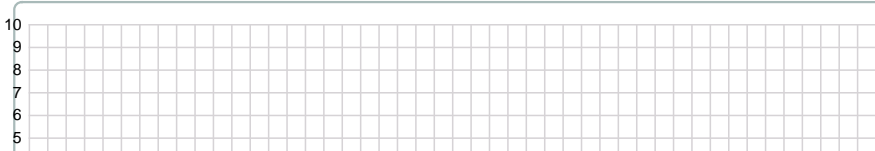
### OCTOBER



### YEAR TO DATE (YTD)

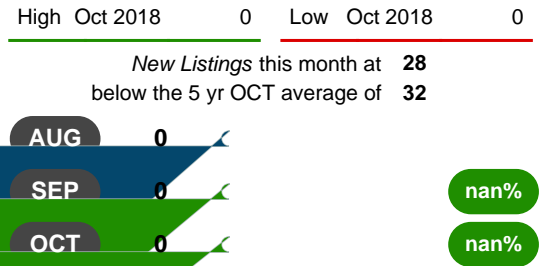


### 5 YEAR MARKET ACTIVITY TRENDS

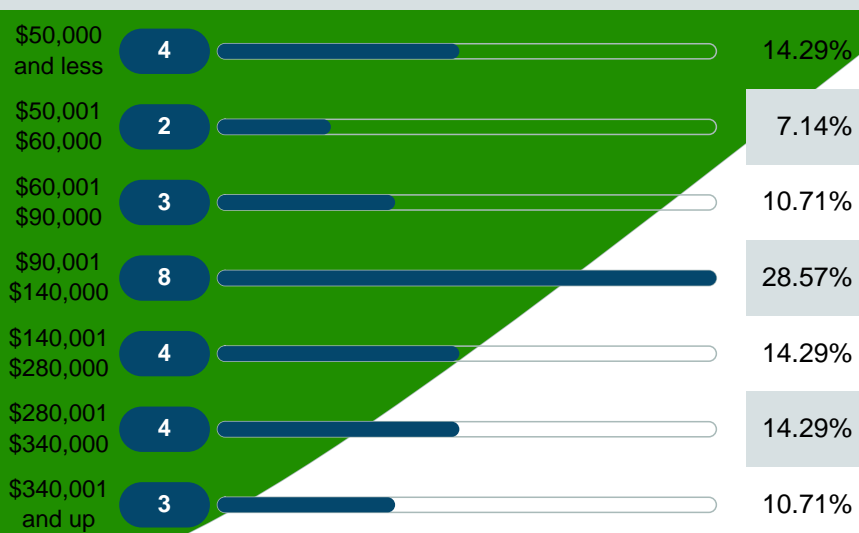


### 3 MONTHS

5 year OCT AVG = 32



### Distribution of New Listings by Price Range



	1-2 Beds	3 Beds	4 Beds	5+ Beds
	2	2	0	0
	1	1	0	0
	0	3	0	0
	3	5	0	0
	1	1	1	1
	0	0	4	0
	0	1	2	0
<b>Total</b>	<b>7</b>	<b>13</b>	<b>7</b>	<b>1</b>
<b>Volume</b>	<b>602.15K</b>	<b>1.50M</b>	<b>2.55M</b>	<b>149.90K</b>
<b>Median Price</b>	<b>\$95,000</b>	<b>\$94,900</b>	<b>\$299,900</b>	<b>\$149,900</b>

Total New Listed Units	28	
Total New Listed Volume	4,802,645	100%
Median New Listed Listing Price	\$117,875	

# October 2018



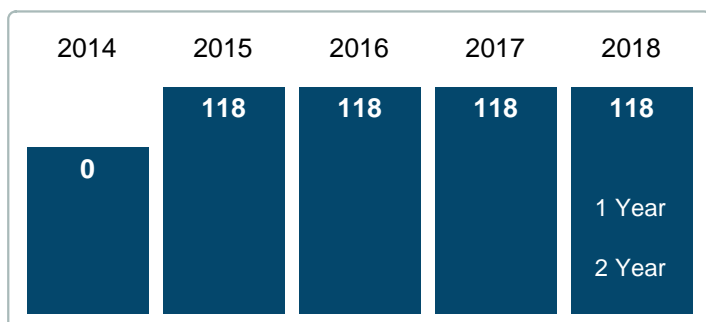
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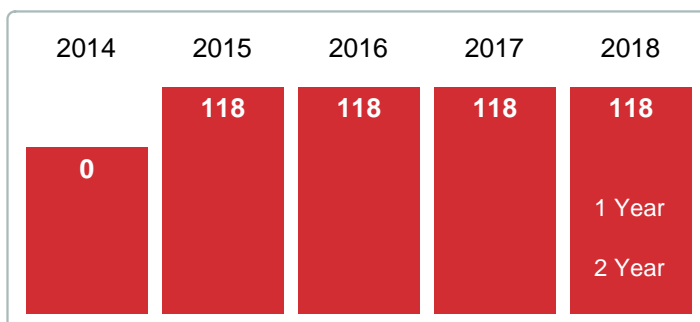
## ACTIVE INVENTORY

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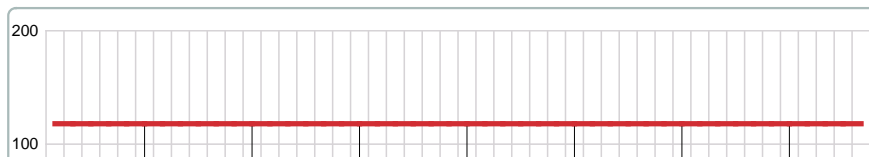
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 94

High Oct 2018 118 Low Oct 2018 118

Inventory this month at 118  
above the 5 yr OCT average of 94

AUG 118  
SEP 118  
OCT 118

0.00%

0.00%

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	8.47%	71.0	3	6	1	0
\$40,001 - \$60,000	14	11.86%	51.5	8	6	0	0
\$60,001 - \$90,000	17	14.41%	76.0	2	13	2	0
\$90,001 - \$170,000	32	27.12%	60.0	7	21	3	1
\$170,001 - \$260,000	18	15.25%	72.0	1	8	8	1
\$260,001 - \$440,000	15	12.71%	61.0	3	5	5	2
\$440,001 and up	12	10.17%	73.5	1	3	6	2
<b>Total Active Inventory by Units</b>	<b>118</b>			<b>25</b>	<b>62</b>	<b>25</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>22,876,055</b>	<b>100%</b>	<b>65.0</b>	<b>3.68M</b>	<b>8.92M</b>	<b>7.35M</b>	<b>2.93M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$136,950</b>			<b>\$69,900</b>	<b>\$119,250</b>	<b>\$249,900</b>	<b>\$321,750</b>

# October 2018



Area Delimited by County Of Sequoyah - Residential Property Type



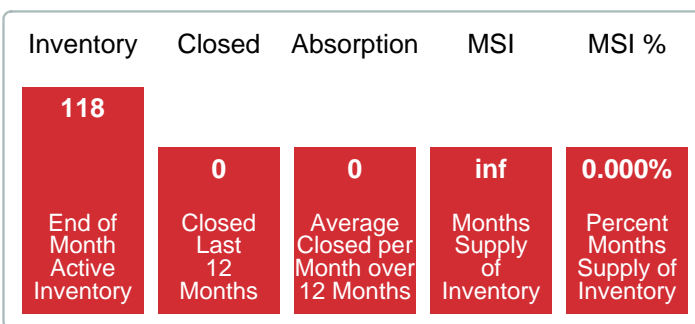
## MONTHS SUPPLY of INVENTORY (MSI)

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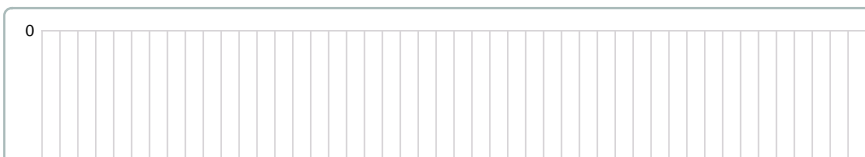
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2018

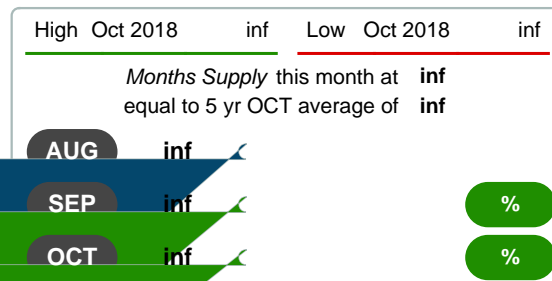


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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	10	8.47%	4.44	3.00	4.80	0.00	0.00
\$40,001 - \$60,000	14	11.86%	10.50	24.00	6.55	0.00	0.00
\$60,001 - \$90,000	17	14.41%	9.27	12.00	8.67	12.00	0.00
\$90,001 - \$170,000	32	27.12%	9.85	12.00	9.00	12.00	12.00
\$170,001 - \$260,000	18	15.25%	16.62	4.00	19.20	48.00	4.00
\$260,001 - \$440,000	15	12.71%	36.00	36.00	20.00	0.00	24.00
\$440,001 and up	12	10.17%	144.00	0.00	0.00	72.00	0.00
Market Supply of Inventory (MSI)			11.51	10.34	9.30	33.33	14.40
Total Active Inventory by Units		100%	118	25	62	25	6

# October 2018



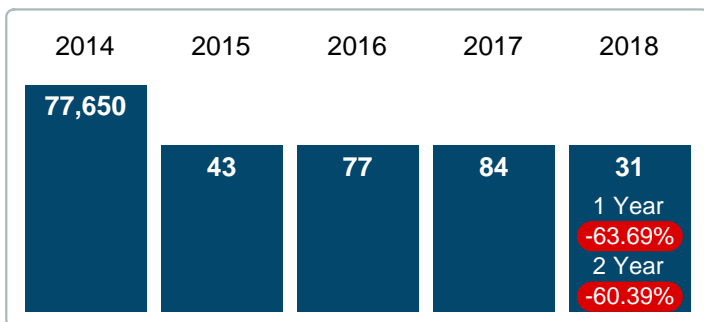
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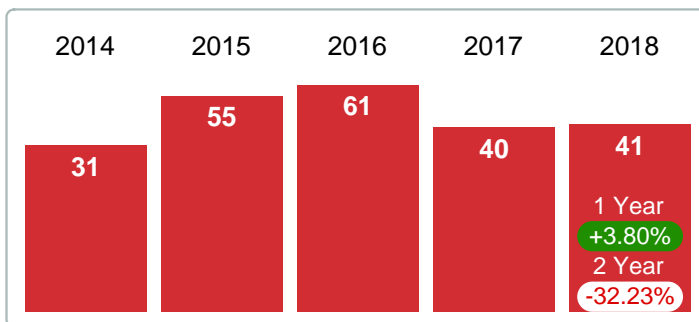
## MEDIAN DAYS ON MARKET TO SALE

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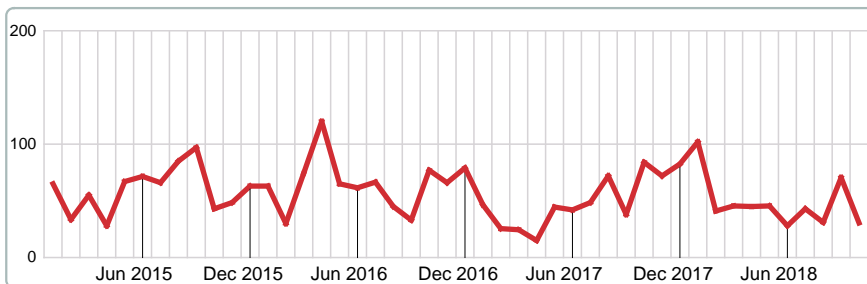
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

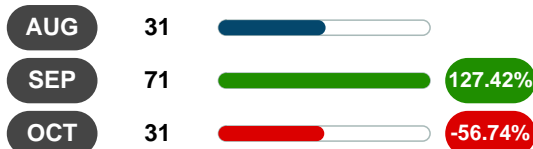


### 3 MONTHS

5 year OCT AVG = 15,577

High Apr 2016 120 Low Apr 2017 15

Median Days on Market to Sale this month at 31 below the 5 yr OCT average of 15,577



### 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	1	10.00%	20	0	20	0	0
\$30,001 - \$50,000	2	20.00%	13	5	20	0	0
\$50,001 - \$60,000	0	0.00%	13	0	0	0	0
\$60,001 - \$100,000	4	40.00%	46	33	30	63	0
\$100,001 - \$110,000	0	0.00%	46	0	0	0	0
\$110,001 - \$180,000	2	20.00%	65	0	65	0	0
\$180,001 and up	1	10.00%	76	0	76	0	0
Median Closed DOM			31	19	28	63	0
Total Closed Units		100%	30.5	2	7	1	
Total Closed Volume			864,800	132.00K	652.40K	80.40K	0.00B

# October 2018



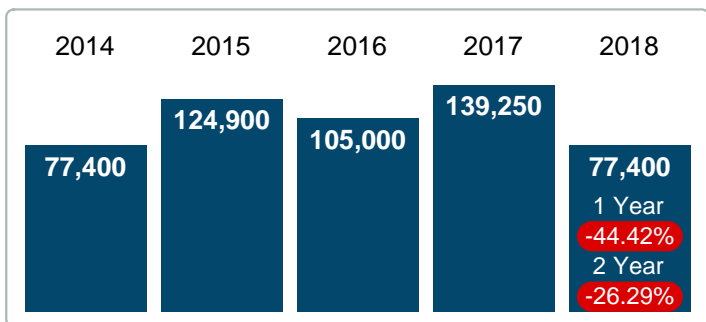
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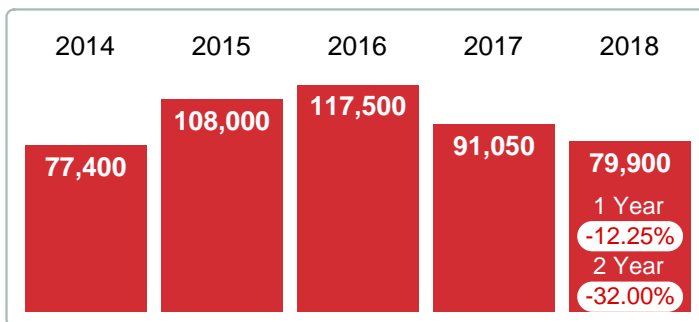
## MEDIAN LIST PRICE AT CLOSING

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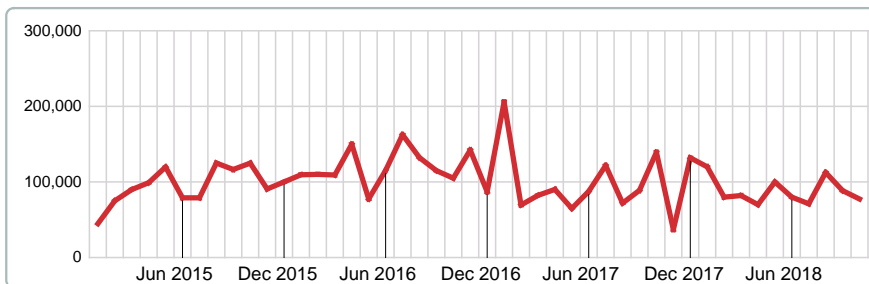
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

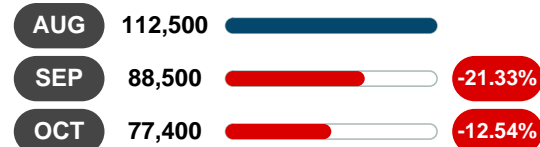


### 3 MONTHS

5 year OCT AVG = 104,790

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

Median List Price at Closing this month at **77,400**  
below the 5 yr OCT average of **104,790**



### 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	10.00%	23,000	0	23,000	0	0
\$30,001 - \$50,000	10.00%	35,000	35,000	0	0	0
\$50,001 - \$60,000	0.00%	35,000	0	0	0	0
\$60,001 - \$100,000	40.00%	72,400	0	69,900	79,900	0
\$100,001 - \$110,000	0.00%	72,400	0	0	0	0
\$110,001 - \$180,000	30.00%	128,000	150,000	126,450	0	0
\$180,001 and up	10.00%	209,000	0	209,000	0	0
<b>Median List Price</b>		<b>77,400</b>	<b>92,500</b>	<b>74,900</b>	<b>79,900</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>77,400</b>	<b>2</b>	<b>7</b>	<b>1</b>	<b></b>
<b>Total Closed Volume</b>		<b>959,600</b>	<b>185.00K</b>	<b>694.70K</b>	<b>79.90K</b>	<b>0.00B</b>



# October 2018



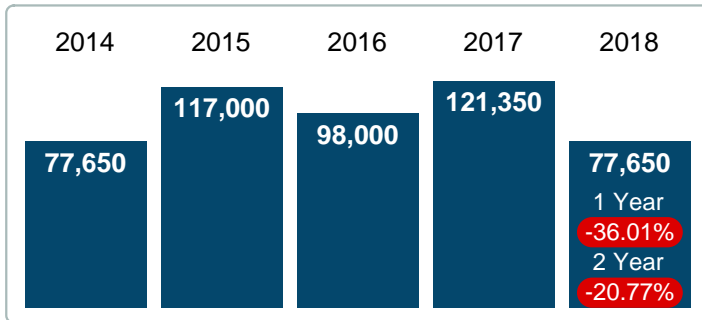
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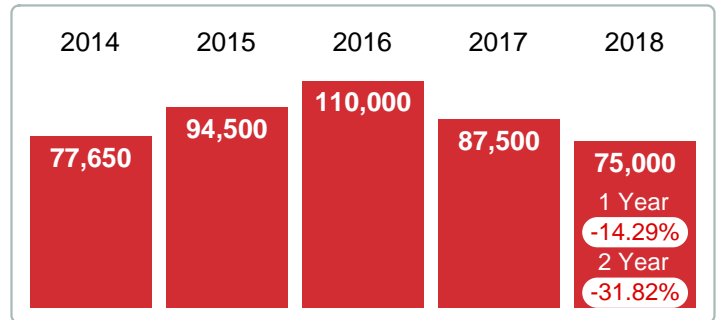
## MEDIAN SOLD PRICE AT CLOSING

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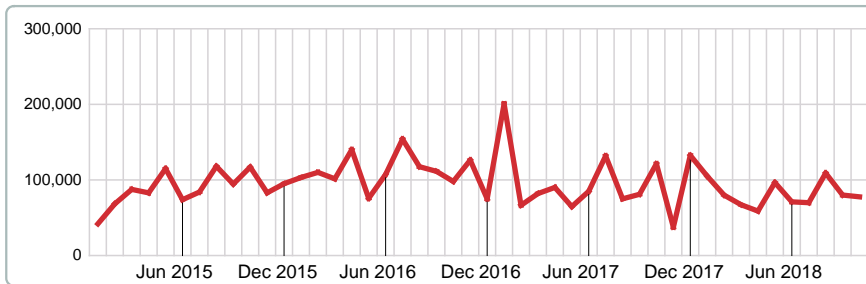
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

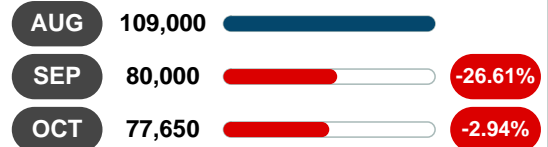


### 3 MONTHS

5 year OCT AVG = 98,330

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

Median Sold Price at Closing this month at **77,650**  
below the 5 yr OCT average of **98,330**



### 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	1	10.00%	28,000	0	28,000	0	0
\$30,001 - \$50,000	2	20.00%	41,000	32,000	50,000	0	0
\$50,001 - \$60,000	0	0.00%	41,000	0	0	0	0
\$60,001 - \$100,000	4	40.00%	77,650	100,000	69,950	80,400	0
\$100,001 - \$110,000	0	0.00%	77,650	0	0	0	0
\$110,001 - \$180,000	2	20.00%	124,750	0	124,750	0	0
\$180,001 and up	1	10.00%	185,000	0	185,000	0	0
Median Sold Price			77,650	66,000	74,900	80,400	0
Total Closed Units		100%	77,650	2	7	1	
Total Closed Volume			864,800	132.00K	652.40K	80.40K	0.00B

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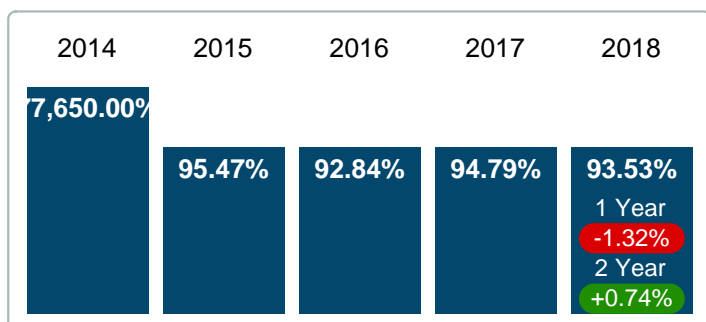
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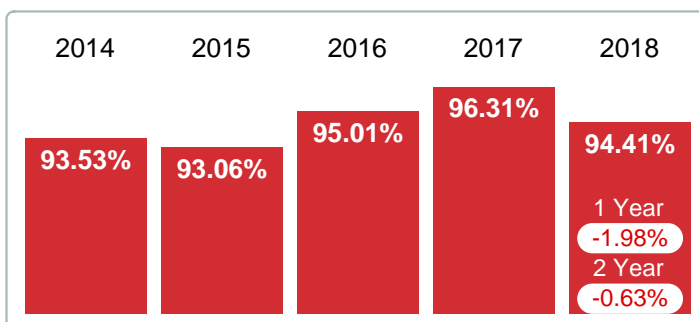
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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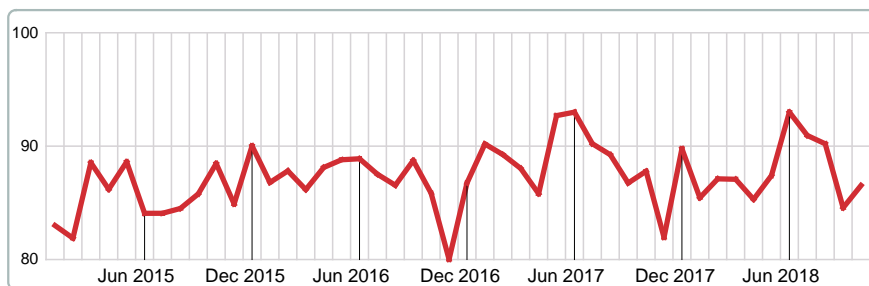
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

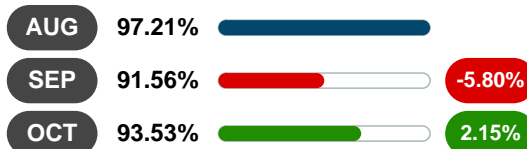


### 3 MONTHS

5 year OCT AVG = 15,605.33%

High Jun 2018 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **93.53%**  
below the 5 yr OCT average of **15,605.33%**



### 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	1	10.00%	121.74%	0.00%	121.74%	0.00%	0.00%
\$30,001 \$50,000	2	20.00%	84.18%	91.43%	76.92%	0.00%	0.00%
\$50,001 \$60,000	0	0.00%	84.18%	0.00%	0.00%	0.00%	0.00%
\$60,001 \$100,000	4	40.00%	96.49%	66.67%	96.49%	100.63%	0.00%
\$100,001 \$110,000	0	0.00%	96.49%	0.00%	0.00%	0.00%	0.00%
\$110,001 \$180,000	2	20.00%	98.60%	0.00%	98.60%	0.00%	0.00%
\$180,001 and up	1	10.00%	88.52%	0.00%	88.52%	0.00%	0.00%
Median Sold/List Ratio		93.53%		79.05%	94.08%	100.63%	0.00%
Total Closed Units		10	100%	2	7	1	
Total Closed Volume		864,800		132.00K	652.40K	80.40K	0.00B

# October 2018



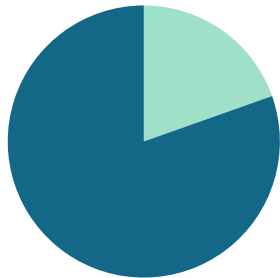
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

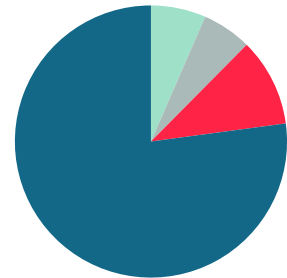


**Inventory**  
 New Listings  
**28 = 19.58%**  
 Start Inventory  
**115**  
 Total Inventory Units  
**143**  
 Volume  
**\$27,424,954**

### Market Activity

Closed Sales  
**10 = 6.54%**  
 Pending Sales  
**9 = 5.88%**  
 Other Off Market  
**16 = 10.46%**  
 Active Inventory  
**118 = 77.12%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	14	10	-28.57%	90	104	15.56%
Pending Sales	8	9	12.50%	99	101	2.02%
New Listings	20	28	40.00%	260	275	5.77%
Median List Price	139,250	77,400	-44.42%	91,050	79,900	-12.25%
Median Sale Price	121,350	77,650	-36.01%	87,500	75,000	-14.29%
Median Percent of Selling Price to List Price	94.79%	93.53%	-1.32%	96.31%	94.41%	-1.98%
Median Days on Market to Sale	84.00	30.50	-63.69%	39.50	41.00	3.80%
Monthly Inventory	98	118	20.41%	98	118	20.41%
Months Supply of Inventory	11.42	11.51	0.83%	11.42	11.51	0.83%

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

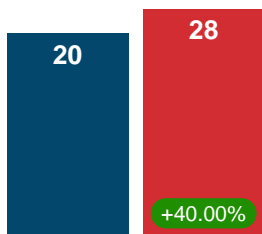
**Inventory** on October 31, 2018 = **118**

**2017** **2018**

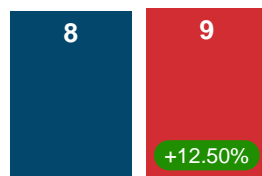
### OCTOBER MARKET

### MEDIAN PRICES

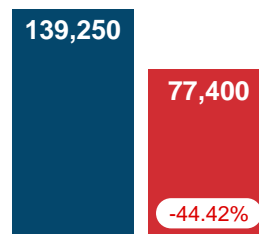
#### New Listings



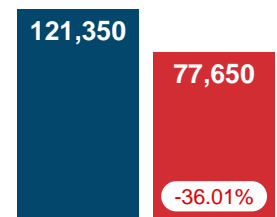
#### Pending Listings



#### List Price



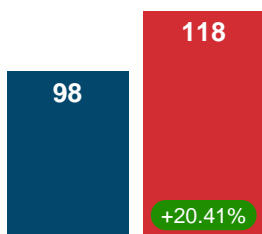
#### Sale Price



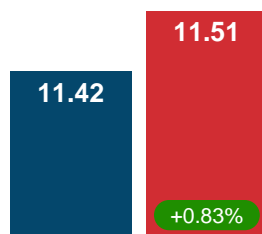
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

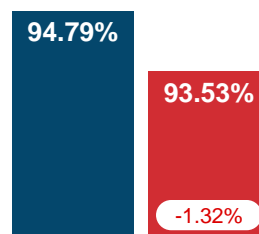
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

