

April 2019



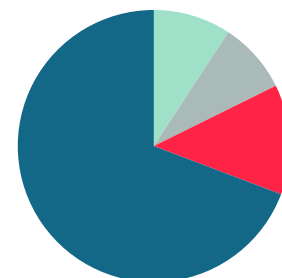
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	April 2019	+/-%
Closed Listings	11	12	9.09%
Pending Listings	16	11	-31.25%
New Listings	23	23	0.00%
Average List Price	103,655	125,950	21.51%
Average Sale Price	97,039	121,884	25.60%
Average Percent of Selling Price to List Price	94.98%	97.08%	2.21%
Average Days on Market to Sale	66.73	16.00	-76.02%
End of Month Inventory	92	90	-2.17%
Months Supply of Inventory	8.43	8.93	5.91%



■ Closed (9.23%)
■ Pending (8.46%)
■ Other OffMarket (13.08%)
■ Active (69.23%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of April 30, 2019 = **90**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **2.17%** to 90 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 **8.93** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **25.60%** in April 2019 to \$121,884 versus the previous year at \$97,039.

Average Days on Market Shortens

The average number of **16.00** days that homes spent on the market before selling decreased by 50.73 days or **76.02%** in April 2019 compared to last year's same month at **66.73** DOM.

Sales Success for April 2019 is Positive

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

There were 23 New Listings in April 2019, down **0.00%** from last year at 23. Furthermore, there were 12 Closed Listings this month versus last year at 11, a **9.09%** increase.

Closed versus Listed trends yielded a **52.2%** ratio, up from previous year's, April 2018, at **47.8%**, a **9.09%** upswing. This will certainly create pressure on a decreasing 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®

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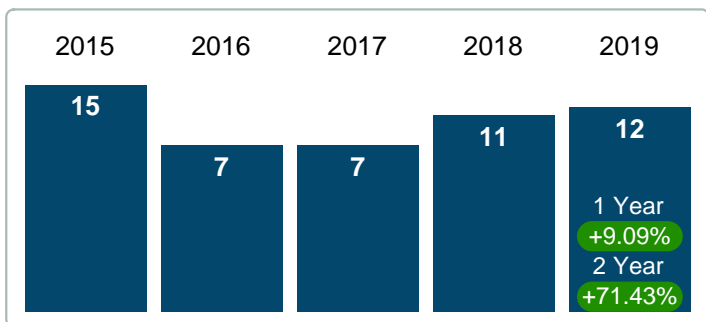
Area Delimited by County Of Sequoyah - Residential Property Type



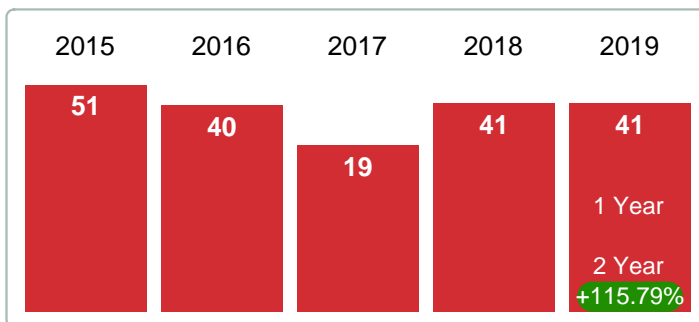
CLOSED LISTINGS

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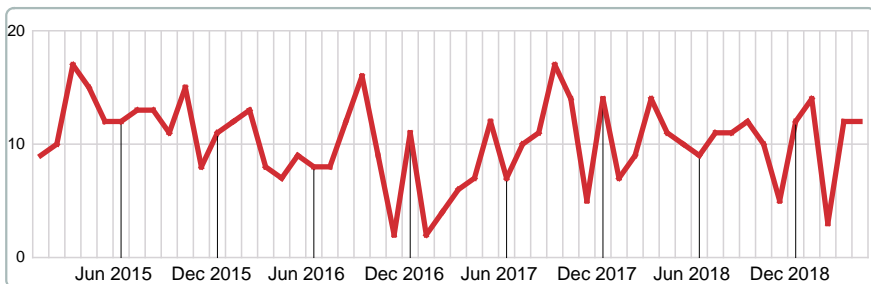
APRIL



YEAR TO DATE (YTD)

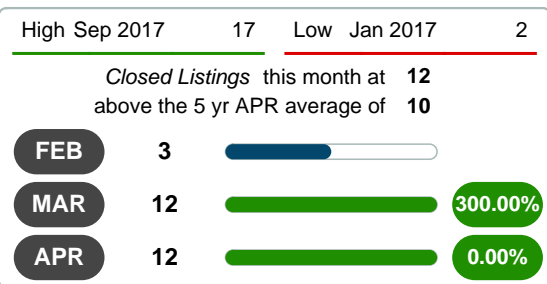


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$30,000 and less	1	8.33%	12.0	0	1	0	0
\$30,001 - \$40,000	1	8.33%	6.0	0	1	0	0
\$40,001 - \$50,000	1	8.33%	23.0	0	1	0	0
\$50,001 - \$130,000	4	33.33%	20.0	1	3	0	0
\$130,001 - \$160,000	3	25.00%	14.7	0	3	0	0
\$160,001 - \$160,000	0	0.00%	0.0	0	0	0	0
\$160,001 and up	2	16.67%	13.5	0	2	0	0
Total Closed Units	12			1	11	0	0
Total Closed Volume	1,462,605	100%	16.0	57.00K	1.41M	0.00B	0.00B
Average Closed Price	\$121,884			\$57,000	\$127,782	\$0	\$0

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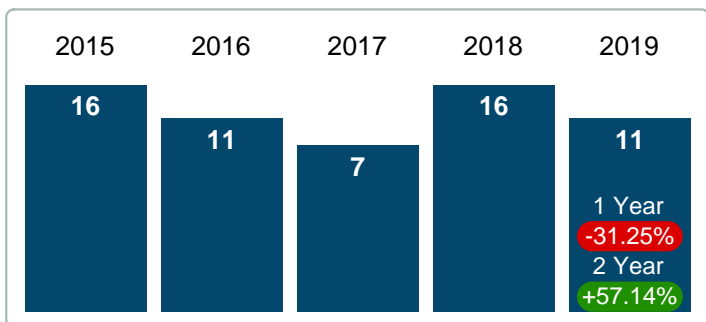
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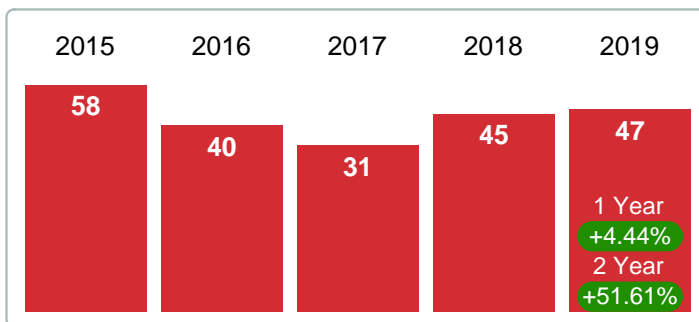
PENDING LISTINGS

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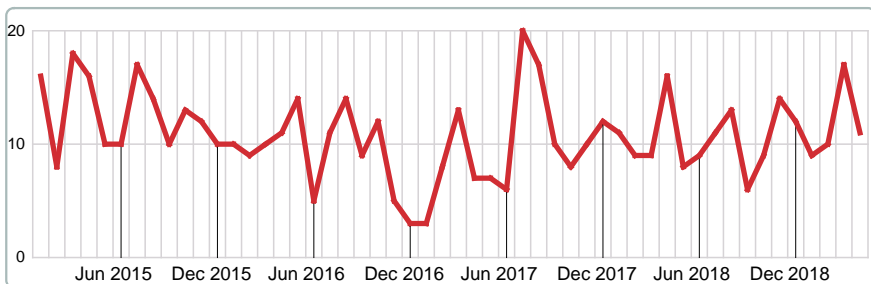
APRIL



YEAR TO DATE (YTD)

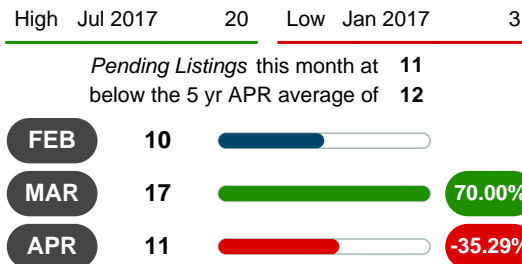


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 12



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1	9.09%	8.0	0	1	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$50,000	2	18.18%	19.0	1	1	0	0
\$50,001 - \$80,000	4	36.36%	63.3	1	2	1	0
\$80,001 - \$170,000	1	9.09%	87.0	0	1	0	0
\$170,001 - \$240,000	1	9.09%	174.0	0	0	1	0
\$240,001 and up	2	18.18%	90.0	1	0	1	0
Total Pending Units	11			3	5	3	0
Total Pending Volume	1,361,900	100%	67.3	519.00K	337.10K	505.80K	0.00B
Average Listing Price	\$123,809			\$173,000	\$67,420	\$168,600	\$0

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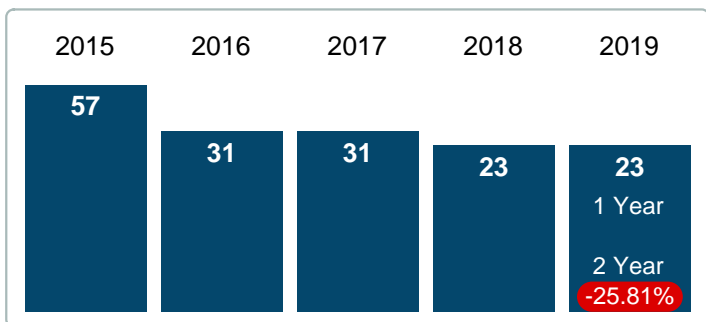
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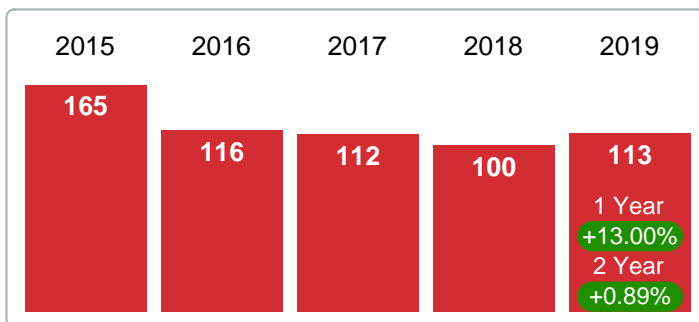
NEW LISTINGS

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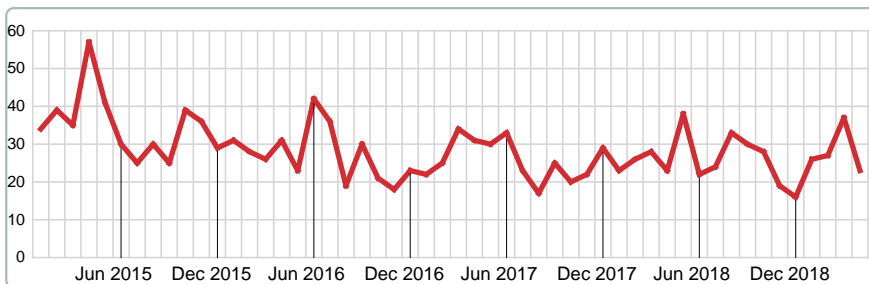
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 33

High Apr 2015 57 Low Dec 2018 16

New Listings this month at 23 below the 5 yr APR average of 33

- FEB 27
- MAR 37 (+37.04%)
- APR 23 (-37.84%)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	0	0.00%	0	0	0	0
\$20,001 - \$50,000	5	21.74%	2	3	0	0
\$50,001 - \$70,000	3	13.04%	2	1	0	0
\$70,001 - \$140,000	6	26.09%	1	3	2	0
\$140,001 - \$240,000	4	17.39%	1	0	2	1
\$240,001 - \$480,000	3	13.04%	0	0	3	0
\$480,001 and up	2	8.70%	0	0	2	0
Total New Listed Units	23		6	7	9	1
Total New Listed Volume	3,905,200	100%	432.30K	551.20K	2.77M	149.90K
Average New Listed Listing Price	\$90,625		\$72,050	\$78,743	\$307,978	\$149,900

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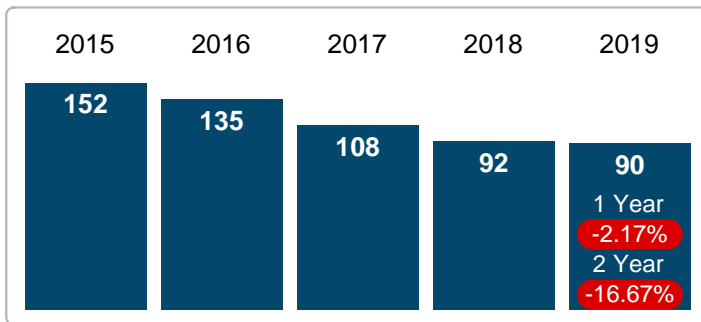
Area Delimited by County Of Sequoyah - Residential Property Type



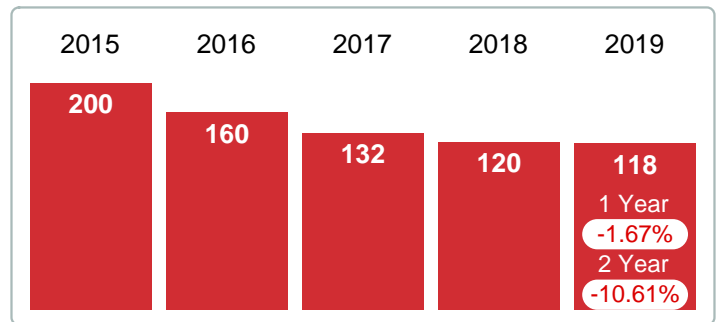
ACTIVE INVENTORY

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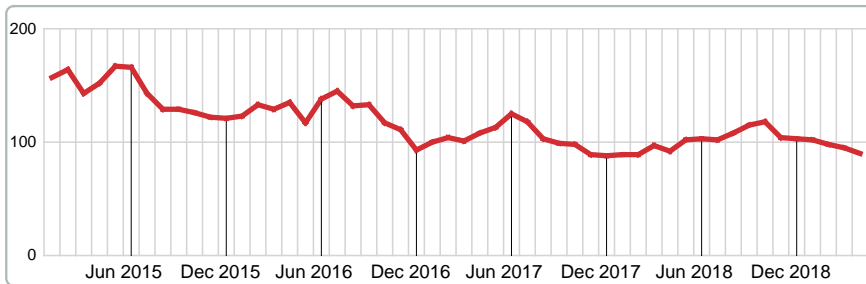
END OF APRIL



ACTIVE DURING APRIL

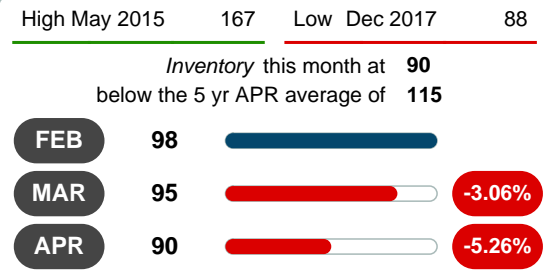


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 115



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.44%	43.5	1	3	0	0
\$25,001 - \$50,000	8	8.89%	72.4	2	5	1	0
\$50,001 - \$100,000	18	20.00%	113.4	6	9	3	0
\$100,001 - \$225,000	26	28.89%	61.4	4	16	5	1
\$225,001 - \$275,000	10	11.11%	67.3	3	1	5	1
\$275,001 - \$525,000	15	16.67%	77.5	0	8	5	2
\$525,001 and up	9	10.00%	63.4	1	1	4	3
Total Active Inventory by Units	90			17	43	23	7
Total Active Inventory by Volume	20,310,720	100%	75.5	2.89M	6.94M	6.66M	3.83M
Average Active Inventory Listing Price	\$225,675			\$169,759	\$161,335	\$289,500	\$546,986

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Area Delimited by County Of Sequoyah - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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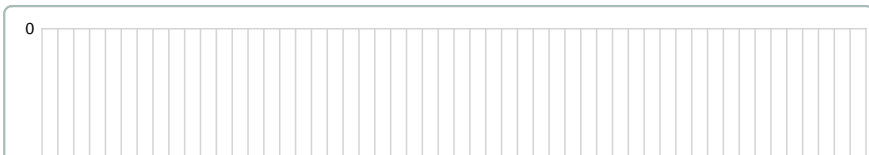
MSI FOR APRIL

2015	2016	2017	2018	2019
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INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
90	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = inf

High Apr 2019	inf	Low Apr 2019	inf
Months Supply this month at inf equal to 5 yr APR average of inf			
FEB	inf		%
MAR	inf		%
APR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.44%	6.00	6.00	6.00	0.00	0.00
\$25,001 - \$50,000	8	8.89%	3.84	3.43	3.53	12.00	0.00
\$50,001 - \$100,000	18	20.00%	5.14	12.00	3.27	12.00	0.00
\$100,001 - \$225,000	26	28.89%	7.80	9.60	6.19	30.00	6.00
\$225,001 - \$275,000	10	11.11%	24.00	0.00	12.00	60.00	4.00
\$275,001 - \$525,000	15	16.67%	180.00	0.00	96.00	0.00	0.00
\$525,001 and up	9	10.00%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)		8.93		10.20	5.80	39.43	16.80
Total Active Inventory by Units		90	100%	17	43	23	7

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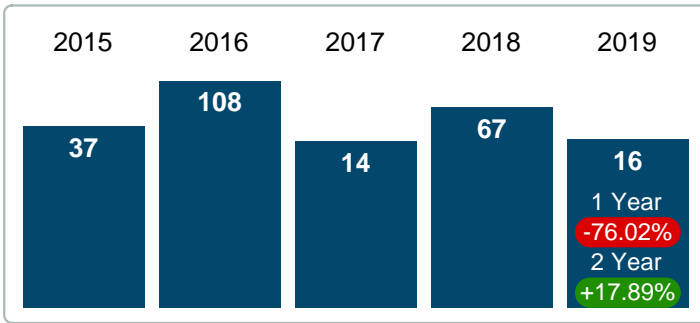
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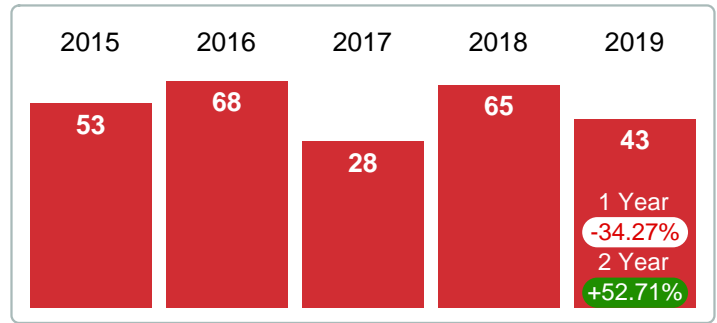
AVERAGE DAYS ON MARKET TO SALE

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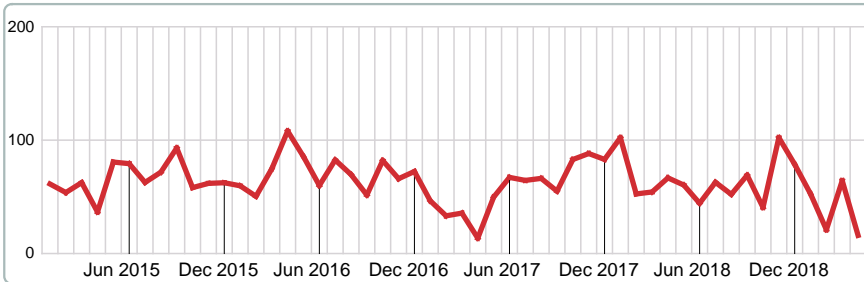
APRIL



YEAR TO DATE (YTD)

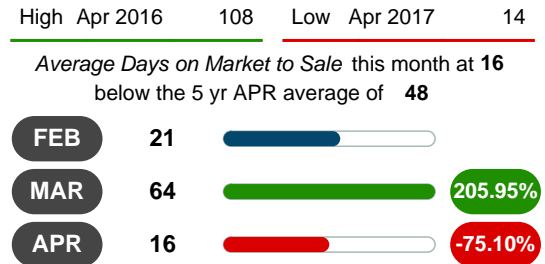


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 48



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	8.33%	12	0	12	0	0
\$30,001 - \$40,000	8.33%	6	0	6	0	0
\$40,001 - \$50,000	8.33%	23	0	23	0	0
\$50,001 - \$130,000	33.33%	20	53	9	0	0
\$130,001 - \$160,000	25.00%	15	0	15	0	0
\$160,001 - \$160,000	0.00%	0	0	0	0	0
\$160,001 and up	16.67%	14	0	14	0	0
Average Closed DOM		16	53	13	0	0
Total Closed Units	100%	16	1	11		
Total Closed Volume		1,462,605	57.00K	1.41M	0.00B	0.00B

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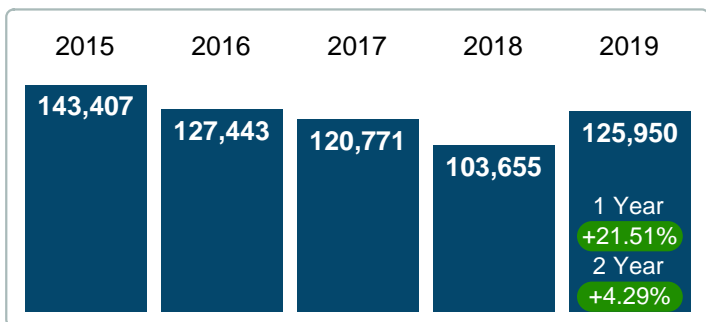
Area Delimited by County Of Sequoyah - Residential Property Type



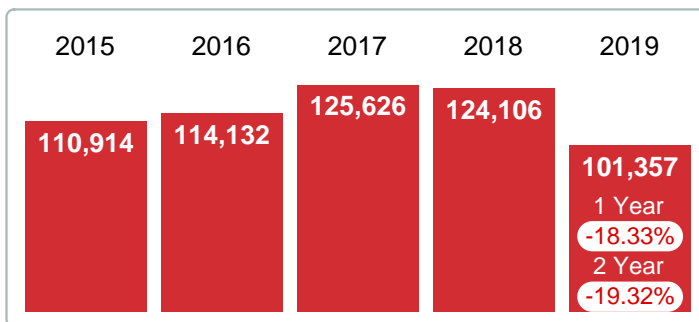
AVERAGE LIST PRICE AT CLOSING

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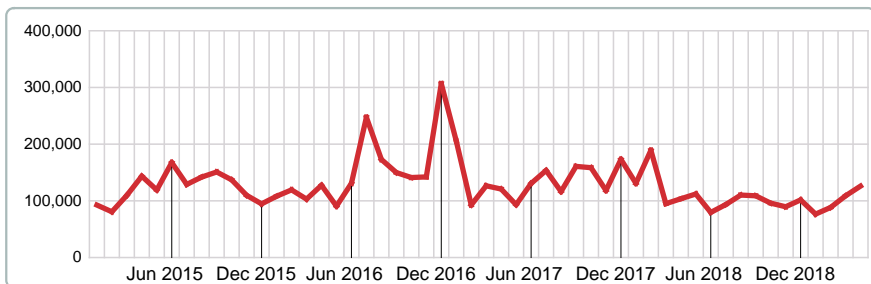
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

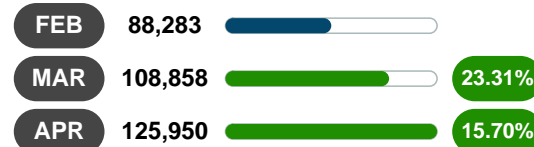


3 MONTHS

5 year APR AVG = 124,245

High Dec 2016 306,800 Low Jan 2019 76,650

Average List Price at Closing this month at **125,950**
above the 5 yr APR average of **124,245**



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	36,000	0	0
\$30,001 - \$40,000	2	16.67%	36,250	0	55,000	0	0
\$40,001 - \$50,000	1	8.33%	40,800	0	36,500	0	0
\$50,001 - \$130,000	5	41.67%	88,640	58,500	80,200	0	0
\$130,001 - \$160,000	2	16.67%	149,950	0	143,267	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0	0
\$160,001 and up	2	16.67%	327,500	0	327,500	0	0
Average List Price			125,950	58,500	132,082	0	0
Total Closed Units		100%	125,950	1	11		
Total Closed Volume			1,511,400	58.50K	1.45M	0.00B	0.00B

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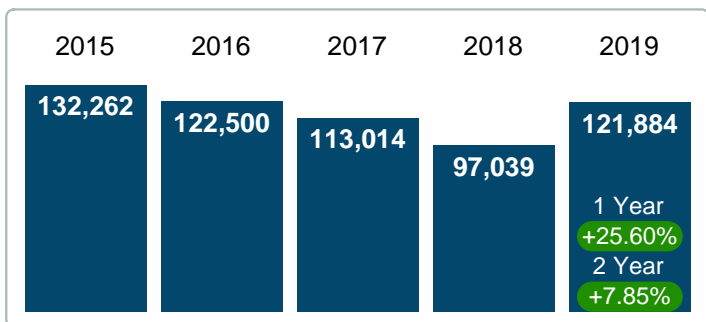
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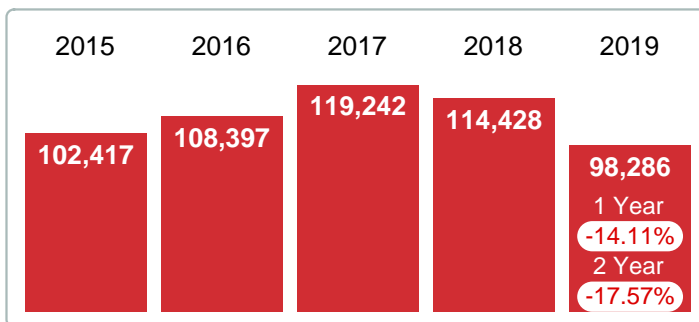
AVERAGE SOLD PRICE AT CLOSING

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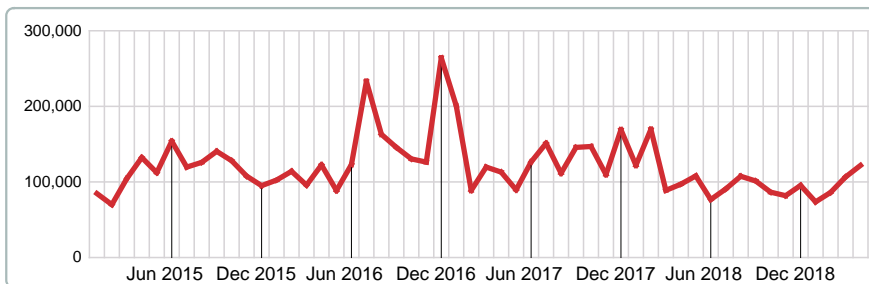
APRIL



YEAR TO DATE (YTD)

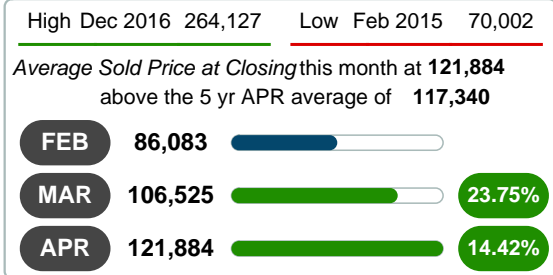


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 117,340



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	8.33%	27,100	0	27,100	0	0
\$30,001 - \$40,000	8.33%	38,000	0	38,000	0	0
\$40,001 - \$50,000	8.33%	40,600	0	40,600	0	0
\$50,001 - \$130,000	33.33%	74,314	57,000	80,085	0	0
\$130,001 - \$160,000	25.00%	142,550	0	142,550	0	0
\$160,001 - \$160,000	0.00%	0	0	0	0	0
\$160,001 and up	16.67%	316,000	0	316,000	0	0
Average Sold Price		121,884	57,000	127,782	0	0
Total Closed Units	100%	121,884	1	11		
Total Closed Volume		1,462,605	57.00K	1.41M	0.00B	0.00B

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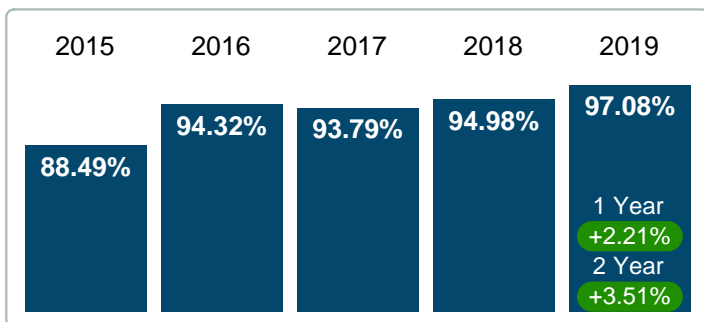
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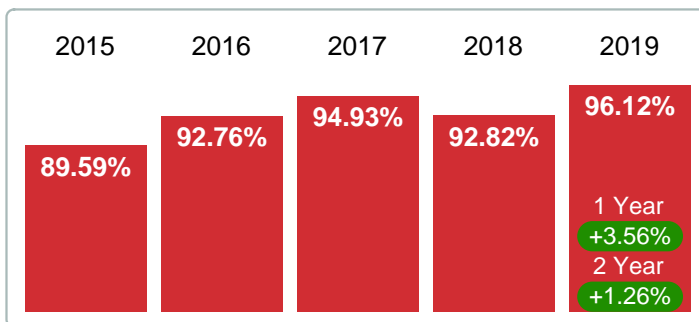
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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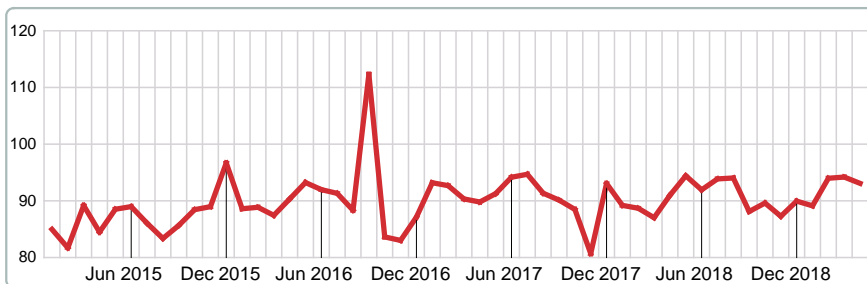
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

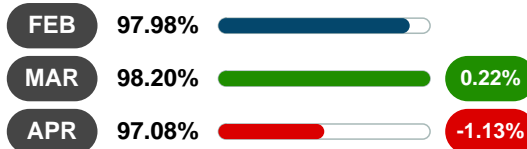


3 MONTHS

5 year APR AVG = 93.73%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **97.08%**
above the 5 yr APR average of **93.73%**



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	1	8.33%	75.28%	0.00%	75.28%	0.00%	0.00%
\$30,001 - \$40,000	1	8.33%	69.09%	0.00%	69.09%	0.00%	0.00%
\$40,001 - \$50,000	1	8.33%	111.23%	0.00%	111.23%	0.00%	0.00%
\$50,001 - \$130,000	4	33.33%	104.62%	97.44%	107.01%	0.00%	0.00%
\$130,001 - \$160,000	3	25.00%	99.54%	0.00%	99.54%	0.00%	0.00%
\$160,001 - \$160,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$160,001 and up	2	16.67%	96.15%	0.00%	96.15%	0.00%	0.00%
Average Sold/List Ratio		97.10%		97.44%	97.05%	0.00%	0.00%
Total Closed Units		12	100%	1	11		
Total Closed Volume		1,462,605		57.00K	1.41M	0.00B	0.00B

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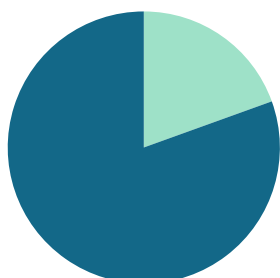
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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INVENTORY

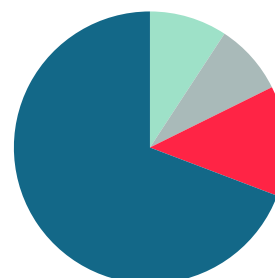


Inventory
 New Listings
23 = 19.49%
 Start Inventory
95
 Total Inventory Units
118
 Volume
\$25,737,920

Market Activity

Closed Sales
12 = 9.23%
 Pending Sales
11 = 8.46%
 Other Off Market
17 = 13.08%
 Active Inventory
90 = 69.23%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	11	12	9.09%	41	41	0.00%
Pending Sales	16	11	-31.25%	45	47	4.44%
New Listings	23	23	0.00%	100	113	13.00%
Average List Price	103,655	125,950	21.51%	124,106	101,357	-18.33%
Average Sale Price	97,039	121,884	25.60%	114,428	98,286	-14.11%
Average Percent of Selling Price to List Price	94.98%	97.08%	2.21%	92.82%	96.12%	3.56%
Average Days on Market to Sale	66.73	16.00	-76.02%	65.41	43.00	-34.27%
Monthly Inventory	92	90	-2.17%	92	90	-2.17%
Months Supply of Inventory	8.43	8.93	5.91%	8.43	8.93	5.91%

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

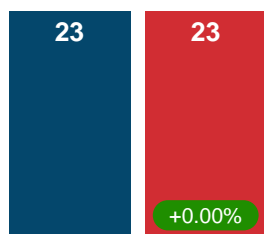
Inventory on April 30, 2019 = **90**

2018 **2019**

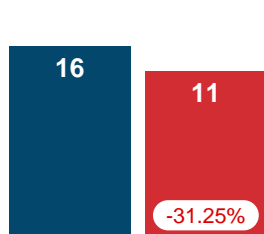
APRIL MARKET

AVERAGE PRICES

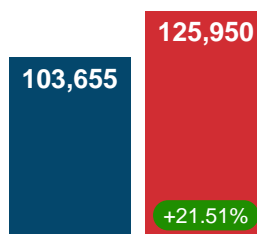
New Listings



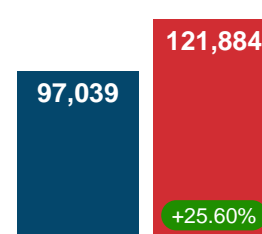
Pending Listings



List Price



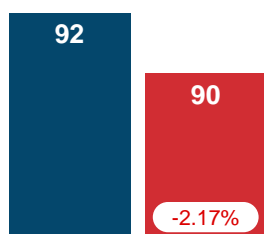
Sale Price



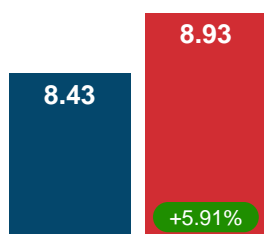
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

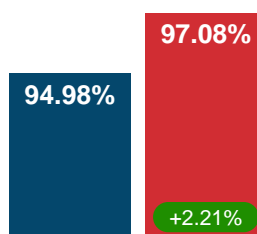
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

