

August 2019



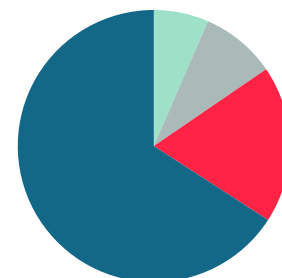
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2018 | August 2019 | +/-% |
|--|---------|-------------|---------|
| Closed Listings | 11 | 8 | -27.27% |
| Pending Listings | 13 | 11 | -15.38% |
| New Listings | 33 | 31 | -6.06% |
| Average List Price | 110,157 | 92,468 | -16.06% |
| Average Sale Price | 107,518 | 84,275 | -21.62% |
| Average Percent of Selling Price to List Price | 98.03% | 87.59% | -10.65% |
| Average Days on Market to Sale | 52.18 | 56.88 | 8.99% |
| End of Month Inventory | 108 | 81 | -25.00% |
| Months Supply of Inventory | 9.82 | 7.90 | -19.51% |



■ Closed (6.50%)
■ Pending (8.94%)
■ Other OffMarket (18.70%)
■ Active (65.85%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of August 31, 2019 = **81**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **25.00%** to 81 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 **7.90** 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 **21.62%** in August 2019 to \$84,275 versus the previous year at \$107,518.

Average Days on Market Lengthens

The average number of **56.88** days that homes spent on the market before selling increased by 4.69 days or **8.99%** in August 2019 compared to last year's same month at **52.18** DOM.

Sales Success for August 2019 is Positive

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

There were 31 New Listings in August 2019, down **6.06%** from last year at 33. Furthermore, there were 8 Closed Listings this month versus last year at 11, a **-27.27%** decrease.

Closed versus Listed trends yielded a **25.8%** ratio, down from previous year's, August 2018, at **33.3%**, a **22.58%** downswing. This will certainly create pressure on a decreasing 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

August 2019



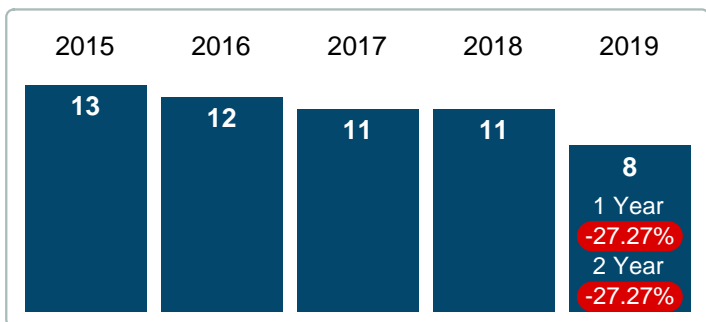
Area Delimited by County Of Sequoyah - Residential Property Type



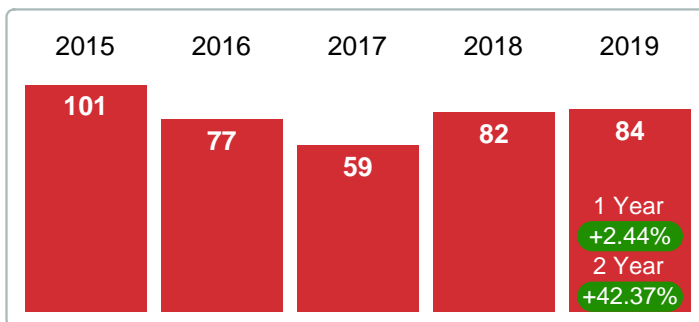
CLOSED LISTINGS

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

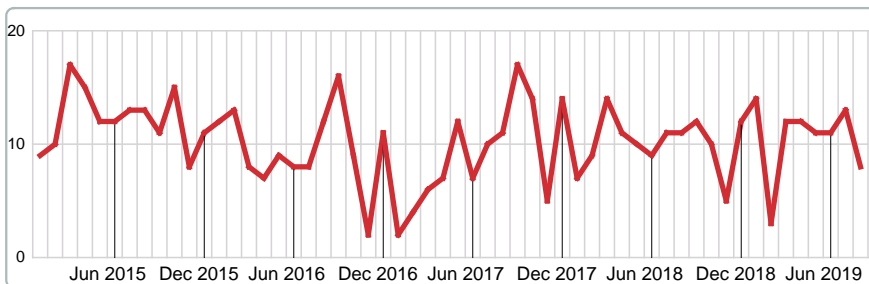
AUGUST



YEAR TO DATE (YTD)

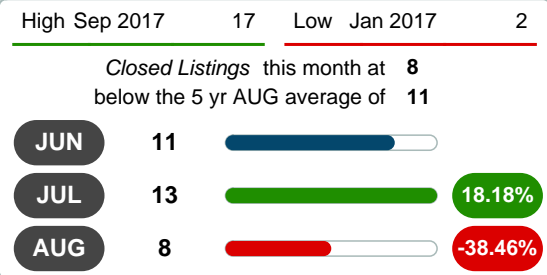


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-----------------|-------------|-------------|-----------------|-----------------|-----------------|--------------|
| \$10,000 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$10,001 - \$10,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$10,001 - \$70,000 | 3 | 37.50% | 84.7 | 1 | 2 | 0 | 0 |
| \$70,001 - \$110,000 | 2 | 25.00% | 41.5 | 0 | 1 | 1 | 0 |
| \$110,001 - \$110,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$110,001 - \$200,000 | 2 | 25.00% | 41.5 | 0 | 2 | 0 | 0 |
| \$200,001 and up | 1 | 12.50% | 35.0 | 0 | 1 | 0 | 0 |
| Total Closed Units | 8 | | | 1 | 6 | 1 | 0 |
| Total Closed Volume | 674,200 | 100% | 56.9 | 17.50K | 571.70K | 85.00K | 0.00B |
| Average Closed Price | \$84,275 | | | \$17,500 | \$95,283 | \$85,000 | \$0 |

August 2019



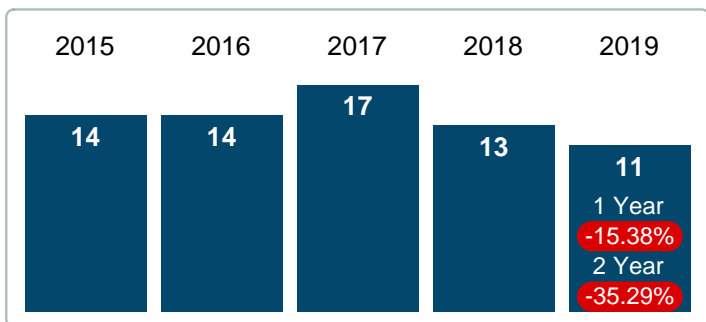
Area Delimited by County Of Sequoyah - Residential Property Type



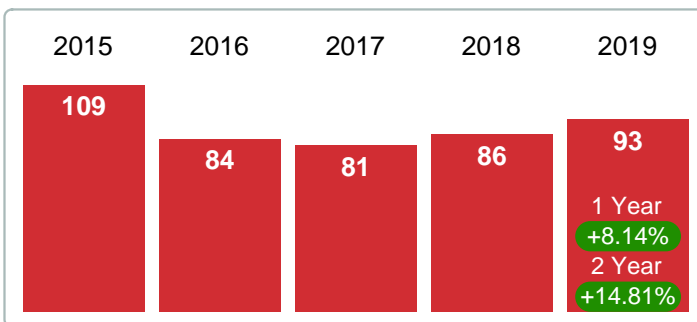
PENDING LISTINGS

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

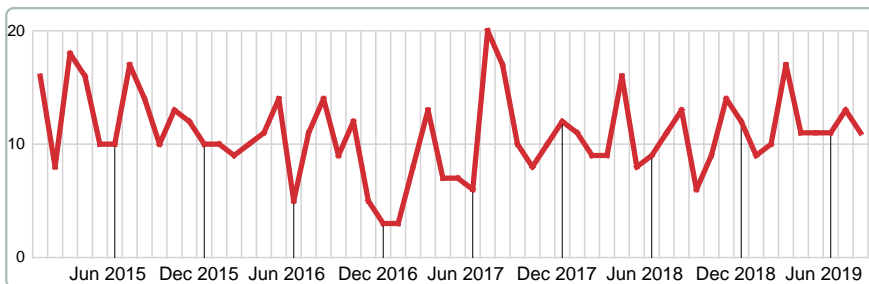
AUGUST



YEAR TO DATE (YTD)

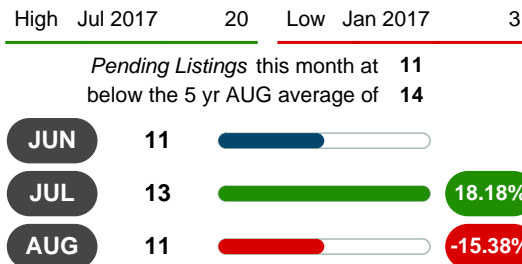


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 14



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-----------|--------|-------|----------|-----------|-----------|---------|
| \$30,000 and less | 1 | 9.09% | 23.0 | 1 | 0 | 0 | 0 |
| \$30,001 - \$40,000 | 2 | 18.18% | 8.0 | 0 | 1 | 1 | 0 |
| \$40,001 - \$80,000 | 1 | 9.09% | 180.0 | 1 | 0 | 0 | 0 |
| \$80,001 - \$110,000 | 2 | 18.18% | 17.0 | 1 | 1 | 0 | 0 |
| \$110,001 - \$210,000 | 2 | 18.18% | 55.0 | 0 | 2 | 0 | 0 |
| \$210,001 - \$240,000 | 2 | 18.18% | 76.0 | 0 | 1 | 1 | 0 |
| \$240,001 and up | 1 | 9.09% | 95.0 | 0 | 0 | 1 | 0 |
| Total Pending Units | 11 | | | 3 | 5 | 3 | 0 |
| Total Pending Volume | 1,309,250 | | 100% | 185.15K | 592.60K | 531.50K | 0.00B |
| Average Listing Price | \$119,023 | | | \$61,717 | \$118,520 | \$177,167 | \$0 |

August 2019



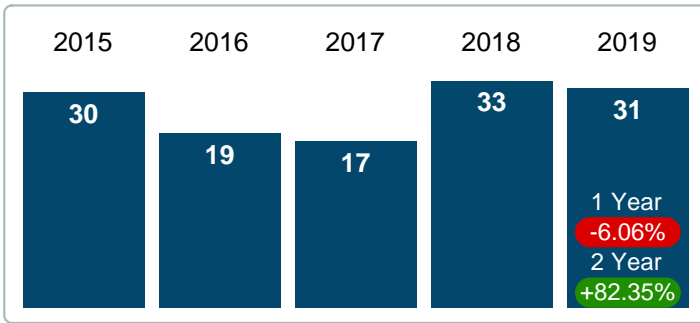
Area Delimited by County Of Sequoyah - Residential Property Type



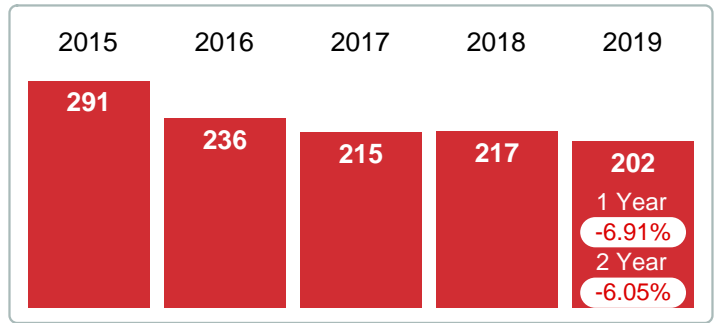
NEW LISTINGS

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

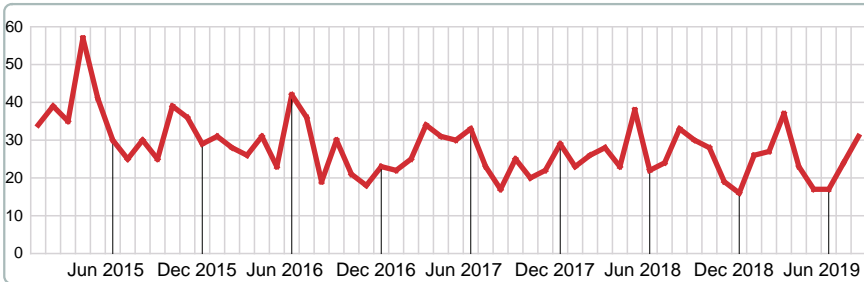
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

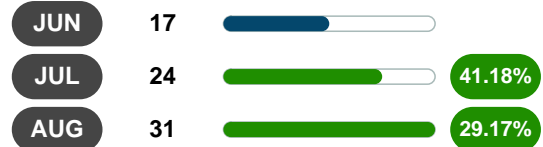


3 MONTHS

5 year AUG AVG = 26

High Apr 2015 57 Low Dec 2018 16

New Listings this month at 31
above the 5 yr AUG average of 26



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|------------------|------------------|-----------------|------------------|
| \$30,000 and less | 2 | 6.45% | 1 | 1 | 0 | 0 |
| \$30,001 - \$40,000 | 4 | 12.90% | 0 | 3 | 1 | 0 |
| \$40,001 - \$110,000 | 5 | 16.13% | 2 | 2 | 1 | 0 |
| \$110,001 - \$210,000 | 8 | 25.81% | 0 | 6 | 1 | 1 |
| \$210,001 - \$280,000 | 6 | 19.35% | 2 | 2 | 0 | 2 |
| \$280,001 - \$390,000 | 2 | 6.45% | 0 | 2 | 0 | 0 |
| \$390,001 and up | 4 | 12.90% | 0 | 2 | 0 | 2 |
| Total New Listed Units | 31 | | 5 | 18 | 3 | 5 |
| Total New Listed Volume | 6,199,100 | 100% | 662.15K | 3.37M | 249.80K | 1.92M |
| Average New Listed Listing Price | \$85,142 | | \$132,430 | \$187,231 | \$83,267 | \$383,400 |

August 2019



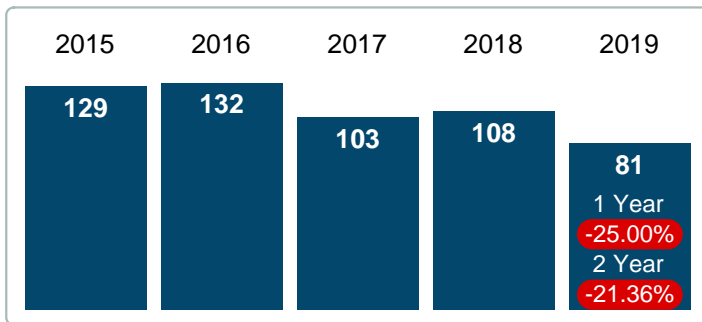
Area Delimited by County Of Sequoyah - Residential Property Type



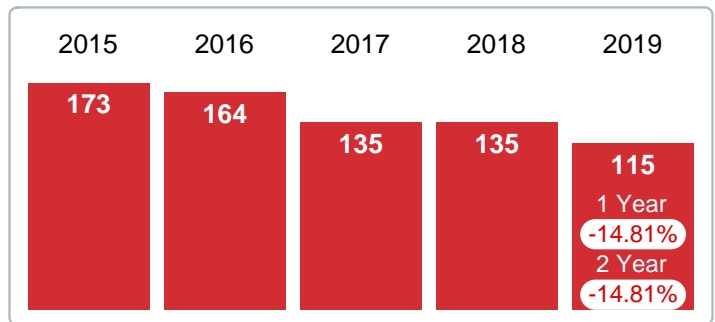
ACTIVE INVENTORY

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

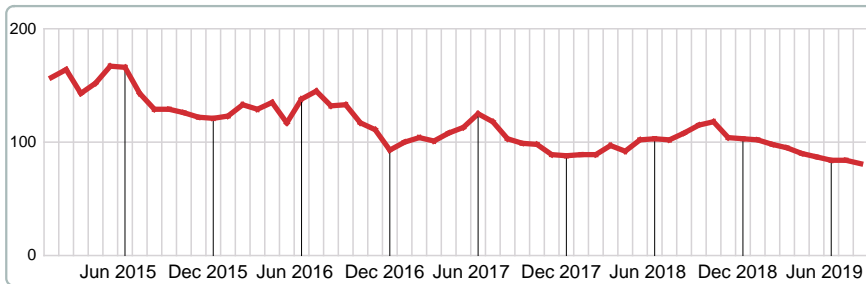
END OF AUGUST



ACTIVE DURING AUGUST

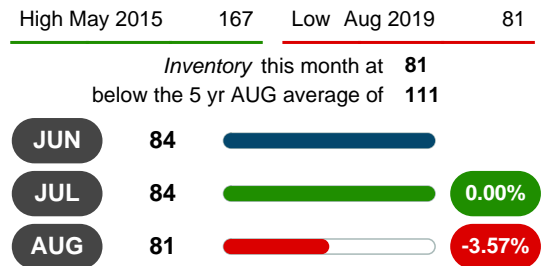


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 111



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 8 | 9.88% | 67.5 | 2 | 5 | 1 | 0 |
| \$50,001 - \$75,000 | 9 | 11.11% | 102.4 | 3 | 6 | 0 | 0 |
| \$75,001 - \$125,000 | 11 | 13.58% | 132.7 | 1 | 7 | 3 | 0 |
| \$125,001 - \$225,000 | 22 | 27.16% | 77.4 | 2 | 13 | 4 | 3 |
| \$225,001 - \$275,000 | 8 | 9.88% | 67.0 | 4 | 2 | 1 | 1 |
| \$275,001 - \$525,000 | 14 | 17.28% | 66.3 | 0 | 7 | 5 | 2 |
| \$525,001 and up | 9 | 11.11% | 78.8 | 1 | 2 | 3 | 3 |
| Total Active Inventory by Units | 81 | | | 13 | 42 | 17 | 9 |
| Total Active Inventory by Volume | 18,928,250 | 100% | 83.9 | 2.31M | 7.62M | 4.73M | 4.27M |
| Average Active Inventory Listing Price | \$233,682 | | | \$177,408 | \$181,373 | \$278,376 | \$474,656 |

August 2019



Area Delimited by County Of Sequoyah - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

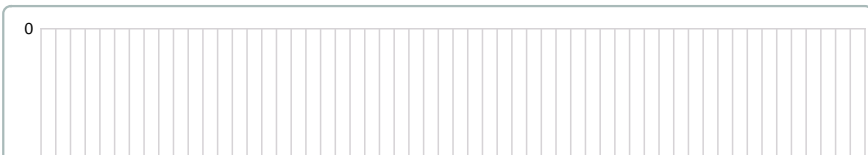
MSI FOR AUGUST

| | | | | |
|------|------|------|------|------|
| 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|

INDICATORS FOR AUGUST 2019

| Inventory | Closed | Absorption | MSI | MSI % |
|-------------------------------|-----------------------|---|----------------------------|------------------------------------|
| 81 | 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 AUG AVG = inf

| | | | |
|--|-----|--------------|-----|
| High Aug 2019 | inf | Low Aug 2019 | inf |
| Months Supply this month at inf equal to 5 yr AUG average of inf | | | |
| JUN | inf | | % |
| JUL | inf | | % |
| AUG | inf | | % |

| Distribution of Active Inventory by Price Range and MSI | | | | % | MSI | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|----|------|--------|-------|-------|----------|--------|--------|---------|
| \$50,000 and less | 8 | | 9.88% | 2.82 | 2.67 | 2.50 | 12.00 | 0.00 | |
| \$50,001 - \$75,000 | 9 | | 11.11% | 6.35 | 36.00 | 4.50 | 0.00 | 0.00 | |
| \$75,001 - \$125,000 | 11 | | 13.58% | 3.67 | 1.71 | 3.36 | 9.00 | 0.00 | |
| \$125,001 - \$225,000 | 22 | | 27.16% | 9.43 | 8.00 | 7.80 | 12.00 | 36.00 | |
| \$225,001 - \$275,000 | 8 | | 9.88% | 24.00 | 48.00 | 0.00 | 6.00 | 12.00 | |
| \$275,001 - \$525,000 | 14 | | 17.28% | 42.00 | 0.00 | 28.00 | 0.00 | 0.00 | |
| \$525,001 and up | 9 | | 11.11% | inf | 0.00 | 0.00 | 0.00 | 0.00 | |
| Market Supply of Inventory (MSI) | | 7.90 | | | 7.09 | 5.73 | 18.55 | 54.00 | |
| Total Active Inventory by Units | | 81 | 100% | 7.90 | 13 | 42 | 17 | 9 | |

August 2019



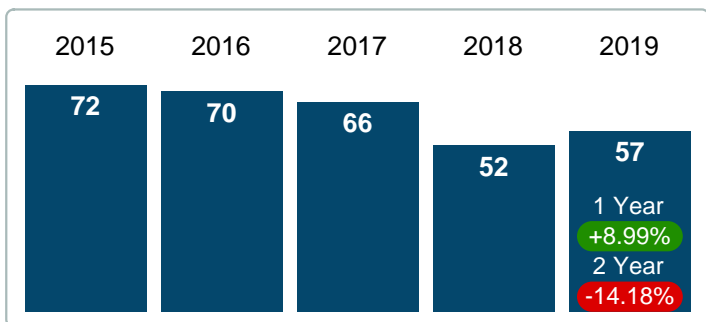
Area Delimited by County Of Sequoyah - Residential Property Type



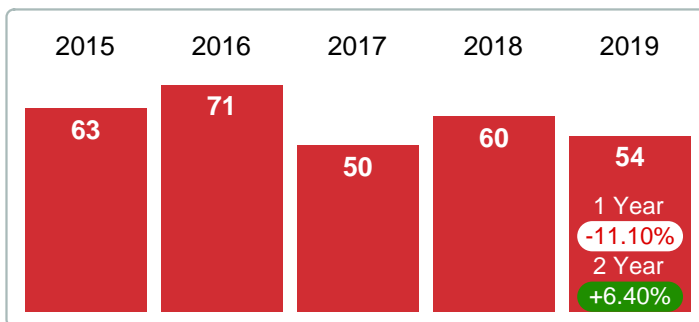
AVERAGE DAYS ON MARKET TO SALE

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

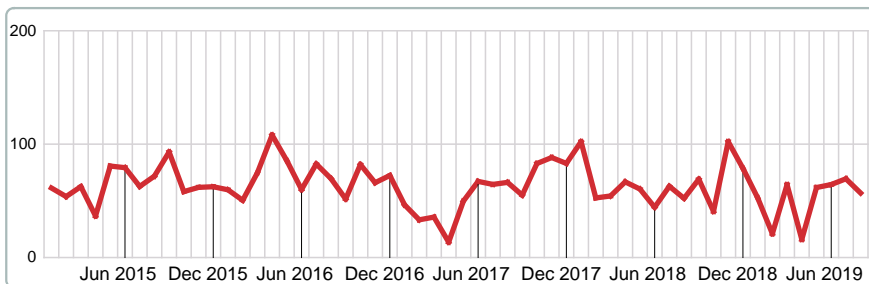
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

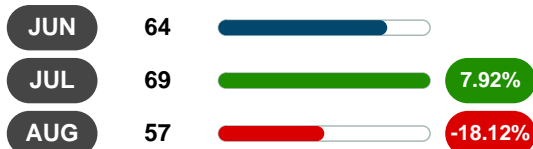


3 MONTHS

5 year AUG AVG = 63

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 57 below the 5 yr AUG average of 63



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 |
|---|-------------|----------------|---------------|----------------|---------------|--------------|
| \$10,000 and less | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$10,001 - \$10,000 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$10,001 - \$70,000 | 37.50% | 85 | 103 | 76 | 0 | 0 |
| \$70,001 - \$110,000 | 25.00% | 42 | 0 | 21 | 62 | 0 |
| \$110,001 - \$110,000 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$110,001 - \$200,000 | 25.00% | 42 | 0 | 42 | 0 | 0 |
| \$200,001 and up | 12.50% | 35 | 0 | 35 | 0 | 0 |
| Average Closed DOM | | 57 | 103 | 48 | 62 | 0 |
| Total Closed Units | 100% | 57 | 1 | 6 | 1 | 0 |
| Total Closed Volume | | 674,200 | 17.50K | 571.70K | 85.00K | 0.00B |

August 2019



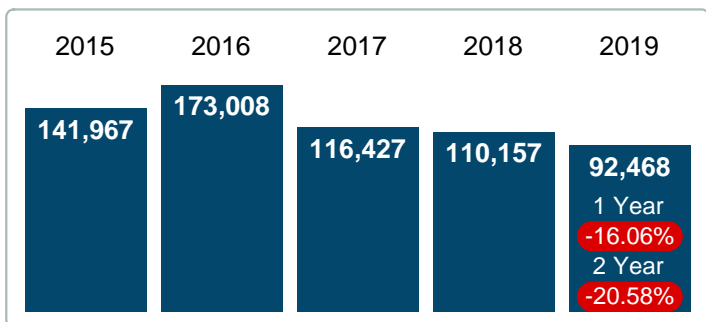
Area Delimited by County Of Sequoyah - Residential Property Type



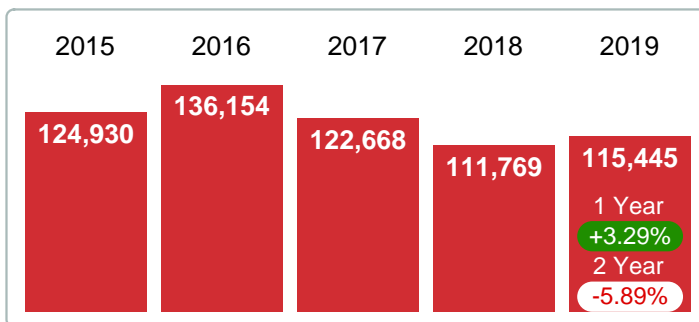
AVERAGE LIST PRICE AT CLOSING

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

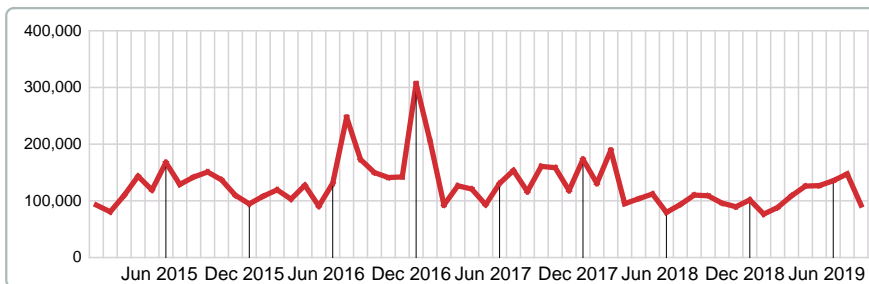
AUGUST



YEAR TO DATE (YTD)

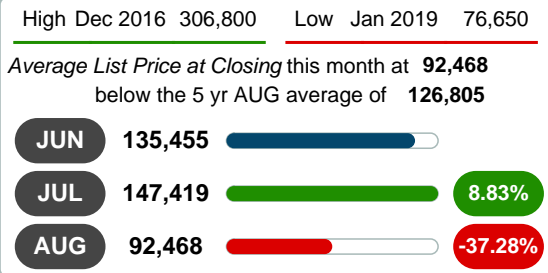


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 126,805



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 |
|--|---|-------------|----------------|---------------|----------------|---------------|--------------|
| \$10,000 and less | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$10,001 - \$10,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$10,001 - \$70,000 | 3 | 37.50% | 33,414 | 22,900 | 38,672 | 0 | 0 |
| \$70,001 - \$110,000 | 3 | 37.50% | 99,900 | 0 | 89,900 | 99,900 | 0 |
| \$110,001 - \$110,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$110,001 - \$200,000 | 1 | 12.50% | 119,900 | 0 | 114,900 | 0 | 0 |
| \$200,001 and up | 1 | 12.50% | 219,900 | 0 | 219,900 | 0 | 0 |
| Average List Price | | | 92,468 | 22,900 | 102,824 | 99,900 | 0 |
| Total Closed Units | | 100% | 92,468 | 1 | 6 | 1 | 0 |
| Total Closed Volume | | | 739,743 | 22.90K | 616.94K | 99.90K | 0.00B |

August 2019



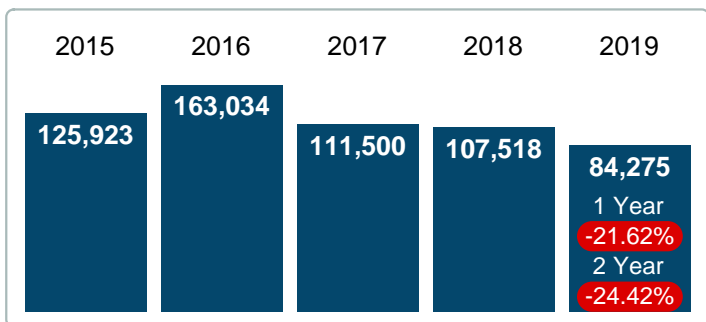
Area Delimited by County Of Sequoyah - Residential Property Type



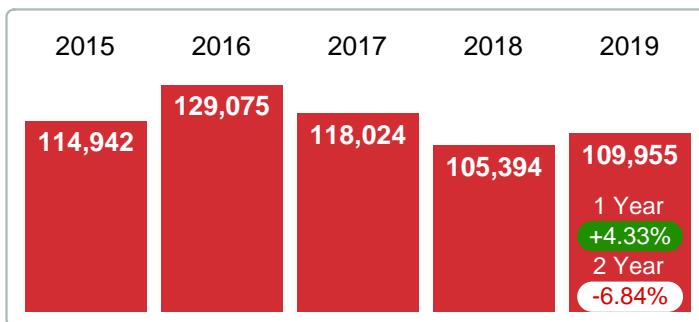
AVERAGE SOLD PRICE AT CLOSING

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

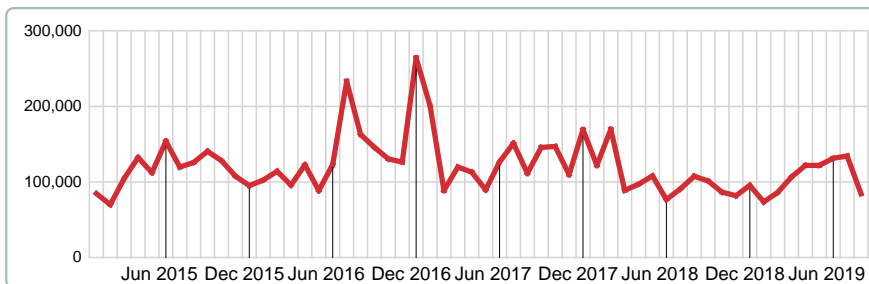
AUGUST



YEAR TO DATE (YTD)

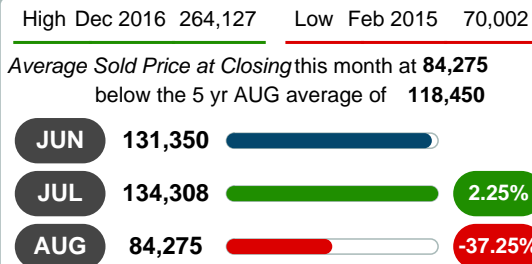


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 118,450



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 |
|--|---|-------------|----------------|---------------|----------------|---------------|--------------|
| \$10,000 and less | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$10,001 - \$10,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$10,001 - \$70,000 | 3 | 37.50% | 25,000 | 17,500 | 28,750 | 0 | 0 |
| \$70,001 - \$110,000 | 2 | 25.00% | 82,250 | 0 | 79,500 | 85,000 | 0 |
| \$110,001 - \$110,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$110,001 - \$200,000 | 2 | 25.00% | 114,850 | 0 | 114,850 | 0 | 0 |
| \$200,001 and up | 1 | 12.50% | 205,000 | 0 | 205,000 | 0 | 0 |
| Average Sold Price | | | 84,275 | 17,500 | 95,283 | 85,000 | 0 |
| Total Closed Units | | 100% | 84,275 | 1 | 6 | 1 | |
| Total Closed Volume | | | 674,200 | 17.50K | 571.70K | 85.00K | 0.00B |

August 2019



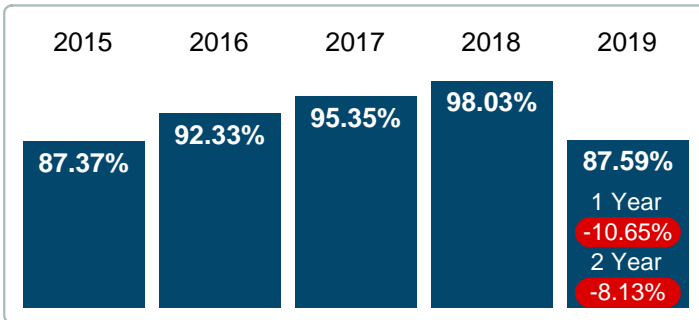
Area Delimited by County Of Sequoyah - Residential Property Type



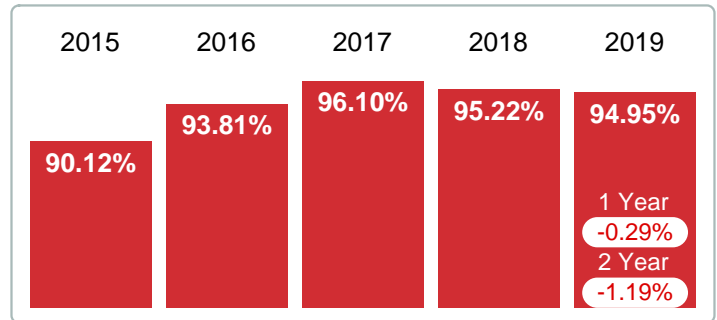
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

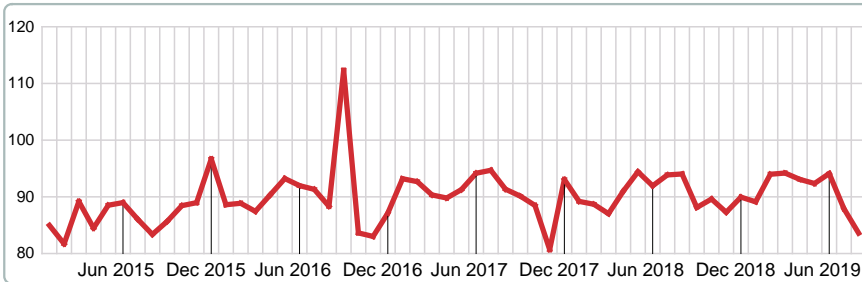
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

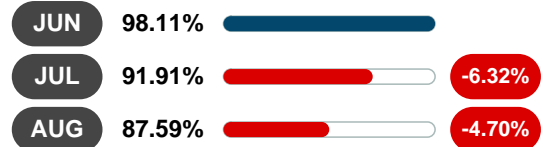


3 MONTHS

5 year AUG AVG = 92.14%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **87.59%**
below the 5 yr AUG average of **92.14%**



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 |
|--|---|---------|---------|----------|---------|--------|---------|
| \$10,000 and less | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$10,001 - \$10,000 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$10,001 - \$70,000 | 3 | 37.50% | 77.91% | 76.42% | 78.65% | 0.00% | 0.00% |
| \$70,001 - \$110,000 | 2 | 25.00% | 86.76% | 0.00% | 88.43% | 85.09% | 0.00% |
| \$110,001 - \$110,000 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$110,001 - \$200,000 | 2 | 25.00% | 100.14% | 0.00% | 100.14% | 0.00% | 0.00% |
| \$200,001 and up | 1 | 12.50% | 93.22% | 0.00% | 93.22% | 0.00% | 0.00% |
| Average Sold/List Ratio | | 87.60% | | 76.42% | 89.87% | 85.09% | 0.00% |
| Total Closed Units | | 8 | 100% | 1 | 6 | 1 | |
| Total Closed Volume | | 674,200 | | 17.50K | 571.70K | 85.00K | 0.00B |

August 2019



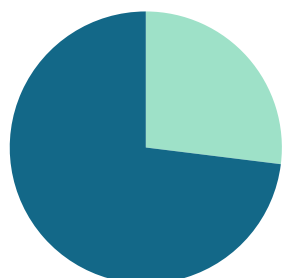
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

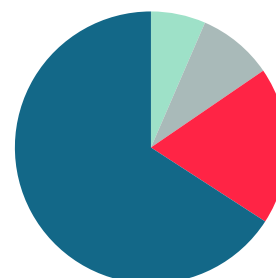


Inventory
 New Listings
31 = 26.96%
 Start Inventory
84
 Total Inventory Units
115
 Volume
\$27,400,050

Market Activity

Closed Sales
8 = 6.50%
 Pending Sales
11 = 8.94%
 Other Off Market
23 = 18.70%
 Active Inventory
81 = 65.85%

MARKET ACTIVITY



| Compared Metrics | August | | | Year to Date | | |
|--|---------|--------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 11 | 8 | -27.27% | 82 | 84 | 2.44% |
| Pending Sales | 13 | 11 | -15.38% | 86 | 93 | 8.14% |
| New Listings | 33 | 31 | -6.06% | 217 | 202 | -6.91% |
| Average List Price | 110,157 | 92,468 | -16.06% | 111,769 | 115,445 | 3.29% |
| Average Sale Price | 107,518 | 84,275 | -21.62% | 105,394 | 109,955 | 4.33% |
| Average Percent of Selling Price to List Price | 98.03% | 87.59% | -10.65% | 95.22% | 94.95% | -0.29% |
| Average Days on Market to Sale | 52.18 | 56.88 | 8.99% | 60.37 | 53.67 | -11.10% |
| Monthly Inventory | 108 | 81 | -25.00% | 108 | 81 | -25.00% |
| Months Supply of Inventory | 9.82 | 7.90 | -19.51% | 9.82 | 7.90 | -19.51% |

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

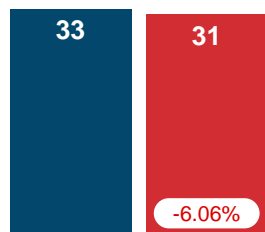
Inventory on August 31, 2019 = **81**

2018 **2019**

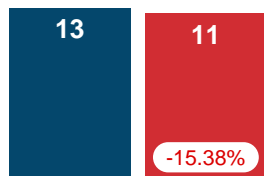
AUGUST MARKET

AVERAGE PRICES

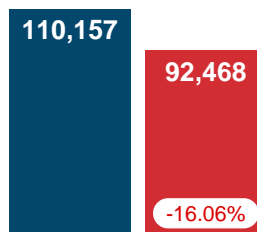
New Listings



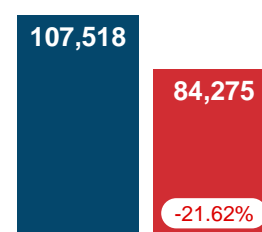
Pending Listings



List Price



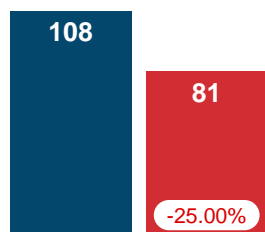
Sale Price



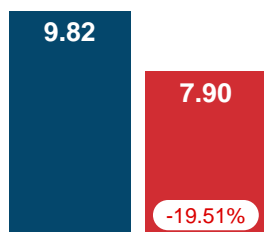
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

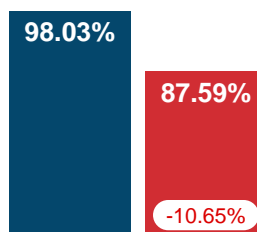
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

