

August 2019



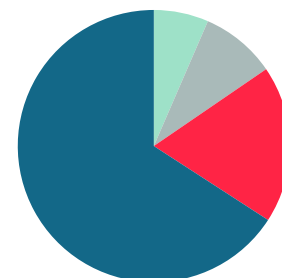
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	112,500	94,900	-15.64%
Median Sale Price	109,000	82,250	-24.54%
Median Percent of Selling Price to List Price	97.21%	87.45%	-10.04%
Median Days on Market to Sale	31.00	41.50	33.87%
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.

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 **24.54%** in August 2019 to \$82,250 versus the previous year at \$109,000.

Median Days on Market Lengthens

The median number of **41.50** days that homes spent on the market before selling increased by 10.50 days or **33.87%** in August 2019 compared to last year's same month at **31.00** DOM.

Sales Success for August 2019 is Positive

Overall, with Median 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 Monthly 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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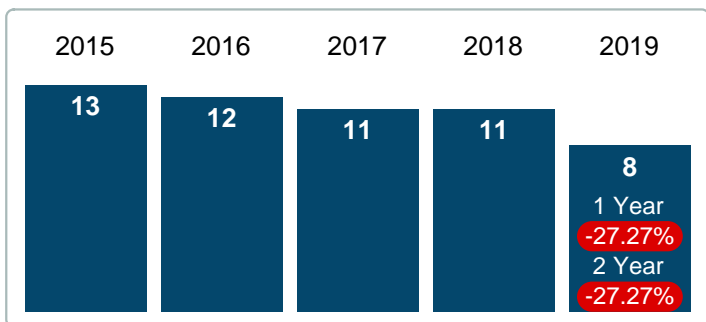
Area Delimited by County Of Sequoyah - Residential Property Type



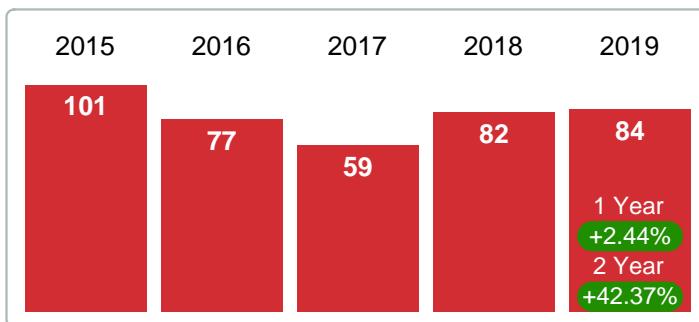
CLOSED LISTINGS

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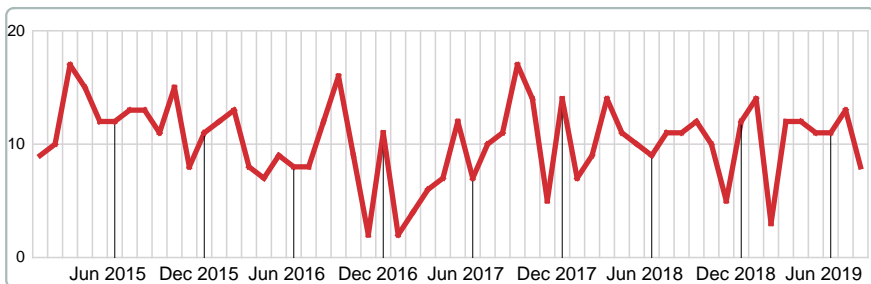
AUGUST



YEAR TO DATE (YTD)

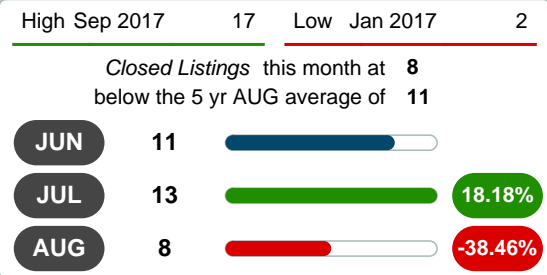


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	103.0	1	2	0	0
\$70,001 - \$110,000	2	25.00%	41.5	0	1	1	0
\$110,001 - \$110,000	0	0.00%	41.5	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%	41.5	17.50K	571.70K	85.00K	0.00B
Median Closed Price	\$82,250			\$17,500	\$97,100	\$85,000	\$0

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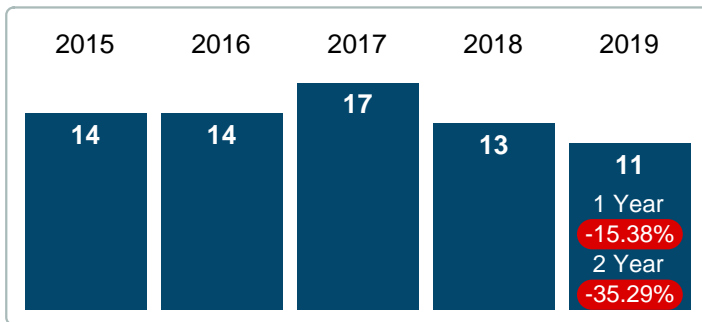
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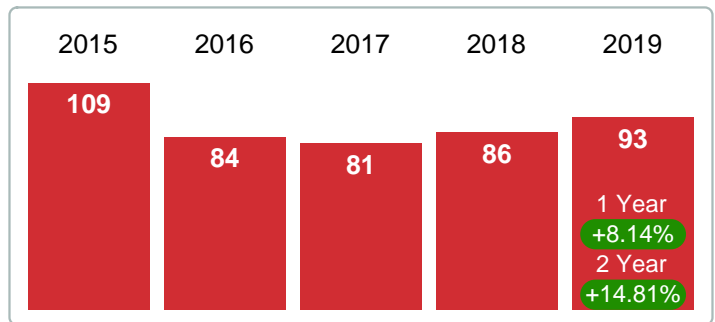
PENDING LISTINGS

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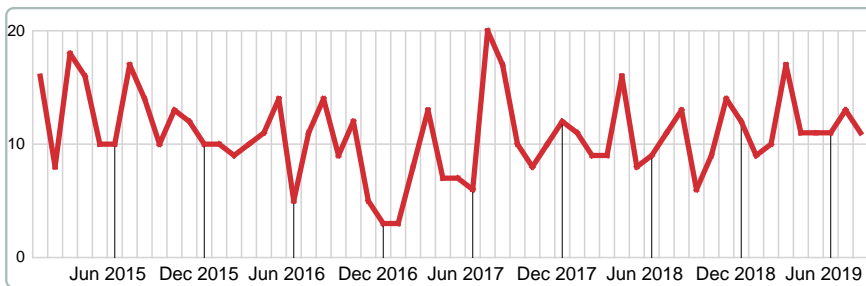
AUGUST



YEAR TO DATE (YTD)

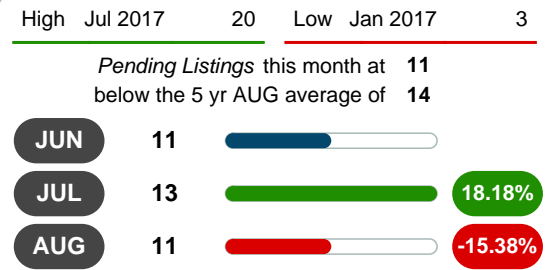


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 14



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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
Median Listing Price		\$99,500		\$69,900	\$112,900	\$240,000	\$0

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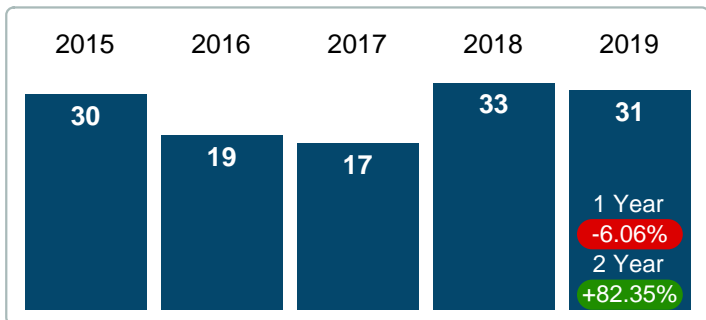
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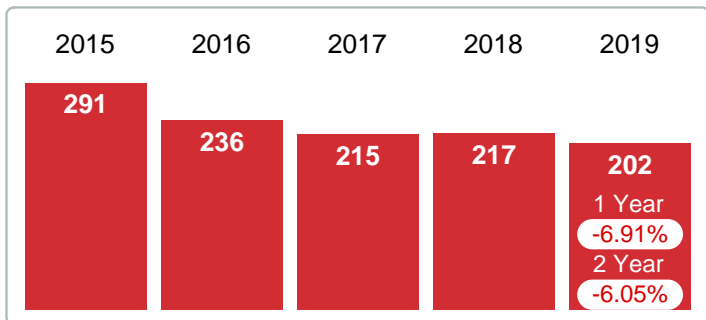
NEW LISTINGS

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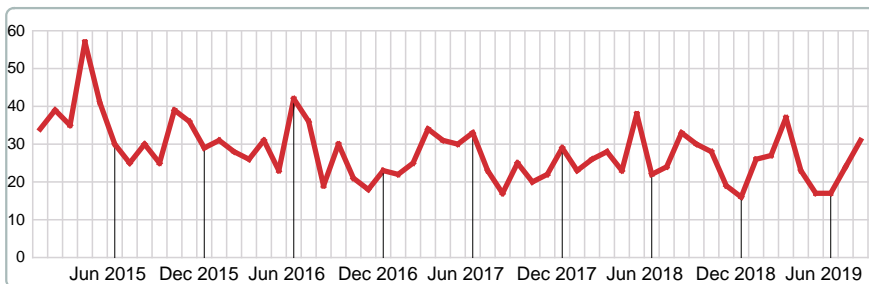
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

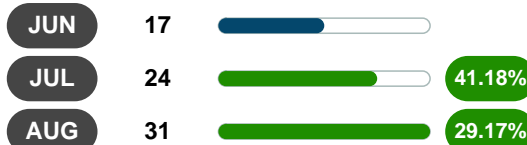


3 MONTHS

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
\$25,000 and less	2	6.45%	1	1	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$100,000	8	25.81%	2	4	2	0
\$100,001 - \$200,000	9	29.03%	0	7	1	1
\$200,001 - \$275,000	5	16.13%	2	1	0	2
\$275,001 - \$375,000	3	9.68%	0	3	0	0
\$375,001 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
Median New Listed Listing Price	\$169,900		\$77,500	\$146,950	\$44,900	\$259,000

August 2019



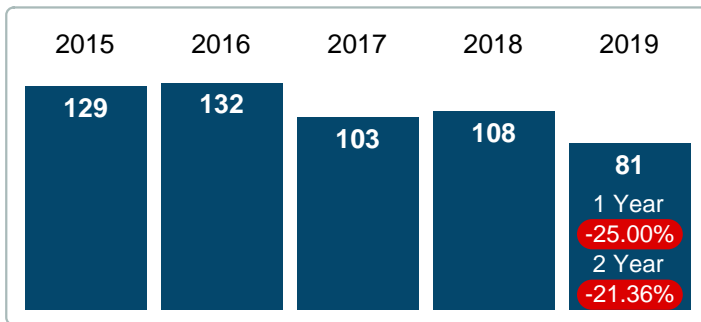
Area Delimited by County Of Sequoyah - Residential Property Type



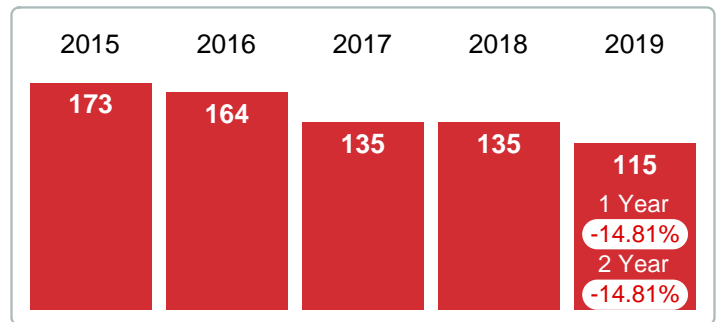
ACTIVE INVENTORY

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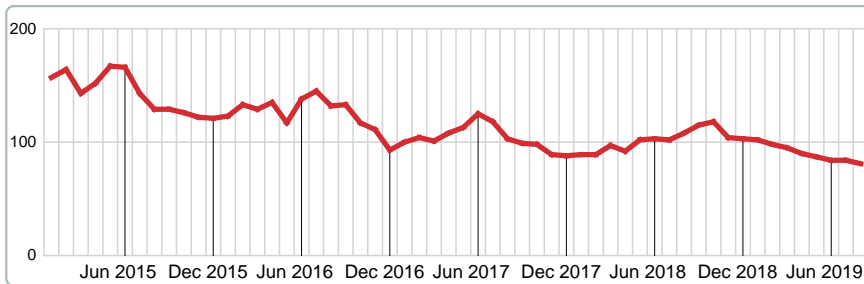
END OF AUGUST



ACTIVE DURING AUGUST

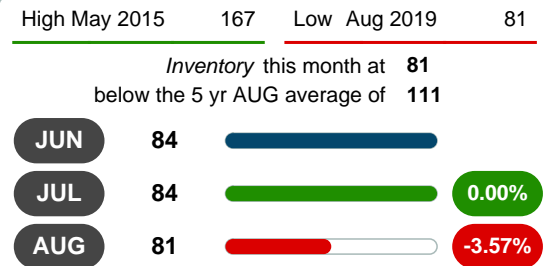


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 111



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.88%	25.0	2	5	1	0
\$50,001 - \$75,000	9	11.11%	109.0	3	6	0	0
\$75,001 - \$125,000	11	13.58%	59.0	1	7	3	0
\$125,001 - \$225,000	22	27.16%	72.5	2	13	4	3
\$225,001 - \$275,000	8	9.88%	27.5	4	2	1	1
\$275,001 - \$525,000	14	17.28%	50.5	0	7	5	2
\$525,001 and up	9	11.11%	59.0	1	2	3	3
Total Active Inventory by Units	81			13	42	17	9
Total Active Inventory by Volume	18,928,250	100%	59.0	2.31M	7.62M	4.73M	4.27M
Median Active Inventory Listing Price	\$169,900			\$185,000	\$139,200	\$244,000	\$395,000

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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	

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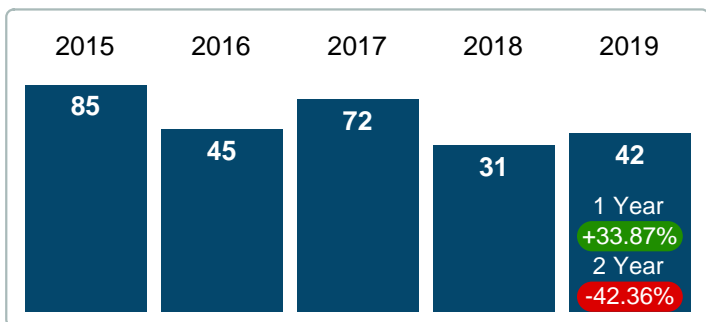
Area Delimited by County Of Sequoyah - Residential Property Type



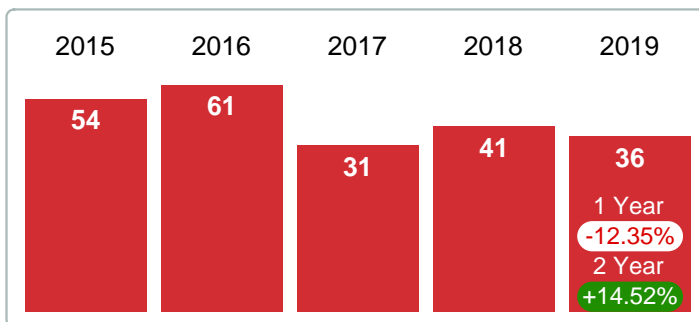
MEDIAN DAYS ON MARKET TO SALE

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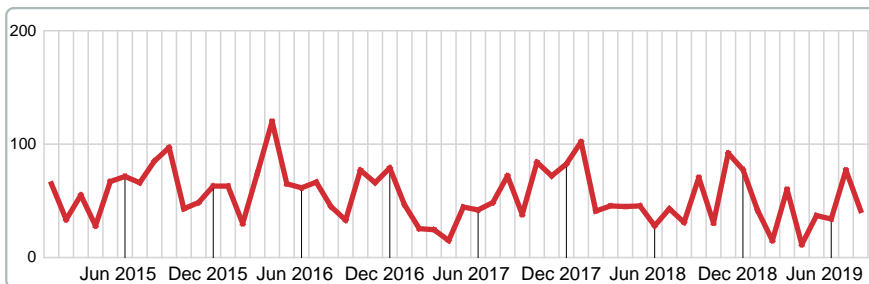
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

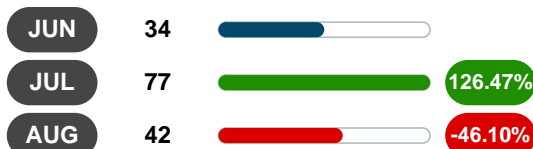


3 MONTHS

5 year AUG AVG = 55

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 42 below the 5 yr AUG average of 55



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
\$10,000 and less	0.00%	59	0	0	0	0
\$10,001 - \$10,000	0.00%	59	0	0	0	0
\$10,001 - \$70,000	37.50%	103	103	76	0	0
\$70,001 - \$110,000	25.00%	42	0	21	62	0
\$110,001 - \$110,000	0.00%	42	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
Median Closed DOM		42	103	35	62	0
Total Closed Units	100%	41.5	1	6	1	0
Total Closed Volume		674,200	17.50K	571.70K	85.00K	0.00B

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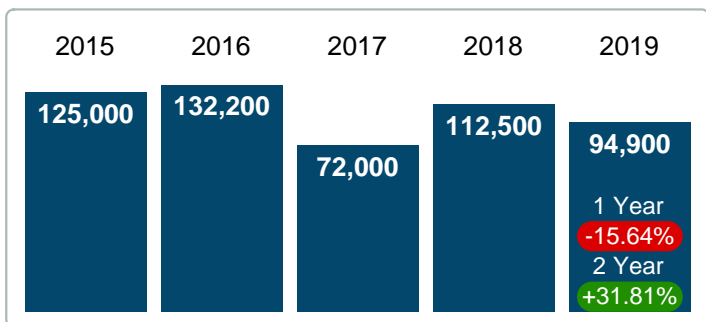
Area Delimited by County Of Sequoyah - Residential Property Type



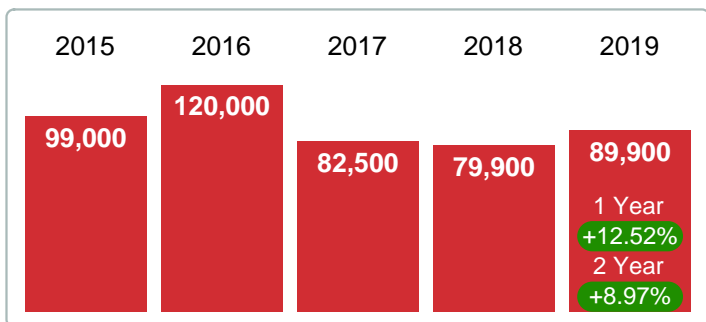
MEDIAN LIST PRICE AT CLOSING

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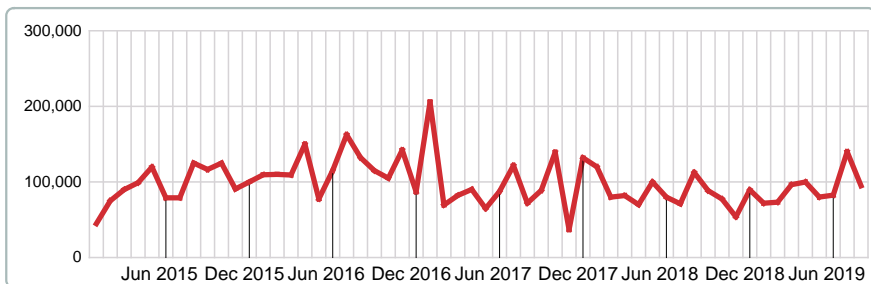
AUGUST



YEAR TO DATE (YTD)

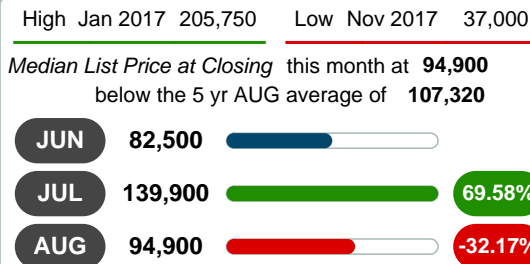


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 107,320



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
\$10,000 and less	0	0.00%	35	0	0	0
\$10,001 - \$10,000	0	0.00%	35	0	0	0
\$10,001 - \$70,000	3	37.50%	22,900	38,672	0	0
\$70,001 - \$110,000	3	37.50%	99,900	99,900	99,900	0
\$110,001 - \$110,000	0	0.00%	99,900	0	0	0
\$110,001 - \$200,000	1	12.50%	119,900	119,900	0	0
\$200,001 and up	1	12.50%	219,900	219,900	0	0
Median List Price		94,900				
Total Closed Units		8				
Total Closed Volume		739,743				
			22,900	99,900	99,900	0
			1	6	1	
			22.90K	616.94K	99.90K	0.00B

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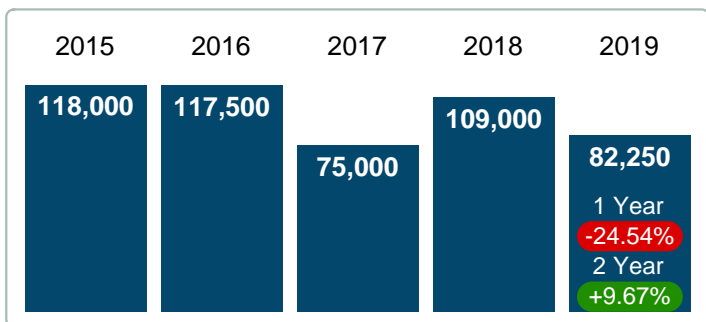
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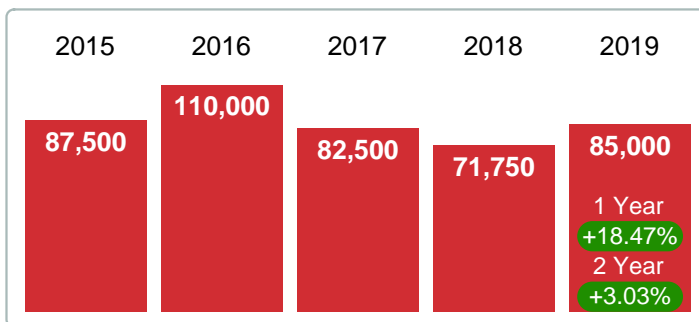
MEDIAN SOLD PRICE AT CLOSING

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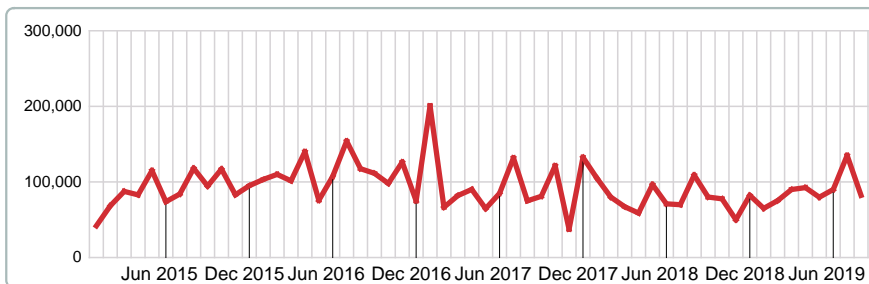
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

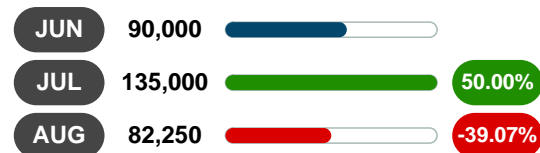


3 MONTHS

5 year AUG AVG = 100,350

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

Median Sold Price at Closing this month at **82,250**
below the 5 yr AUG average of **100,350**



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
\$10,000 and less	0.00%	219,900	0	0	0	0
\$10,001 - \$10,000	0.00%	219,900	0	0	0	0
\$10,001 - \$70,000	37.50%	17,500	17,500	28,750	0	0
\$70,001 - \$110,000	25.00%	82,250	0	79,500	85,000	0
\$110,001 - \$110,000	0.00%	82,250	0	0	0	0
\$110,001 - \$200,000	25.00%	114,850	0	114,850	0	0
\$200,001 and up	12.50%	205,000	0	205,000	0	0
Median Sold Price		82,250	17,500	97,100	85,000	0
Total Closed Units	100%	82,250	1	6	1	0
Total Closed Volume		674,200	17.50K	571.70K	85.00K	0.00B

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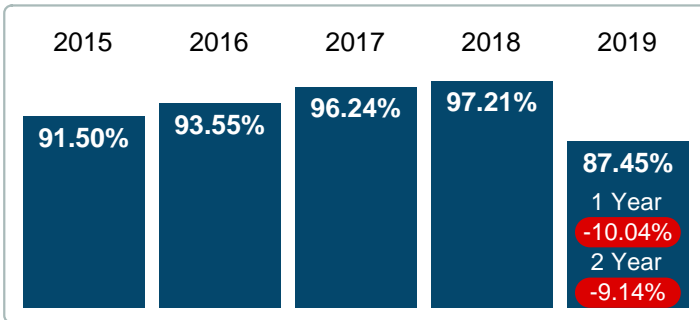
Area Delimited by County Of Sequoyah - Residential Property Type



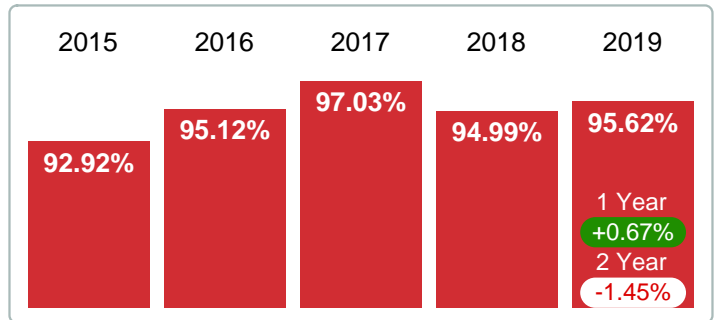
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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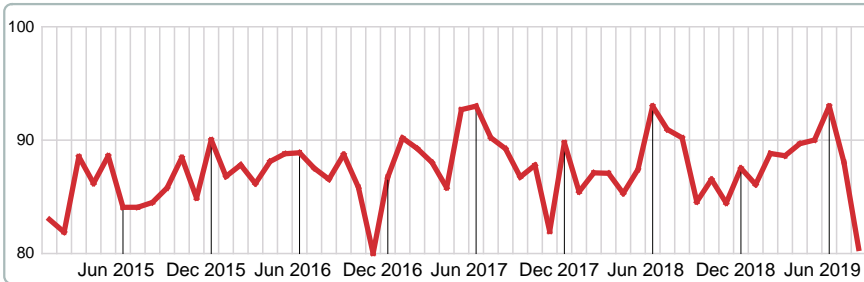
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

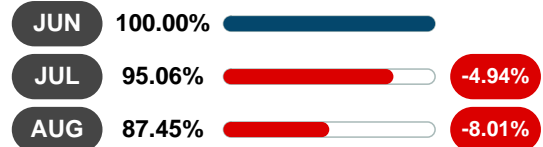


3 MONTHS

5 year AUG AVG = 93.19%

High Jun 2019 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **87.45%**
below the 5 yr AUG average of **93.19%**



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
\$10,000 and less	0	0.00%	205,000.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$10,000	0	0.00%	205,000.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$70,000	3	37.50%	76.42%	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%	86.76%	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%
Median Sold/List Ratio		87.45%		76.42%	90.83%	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

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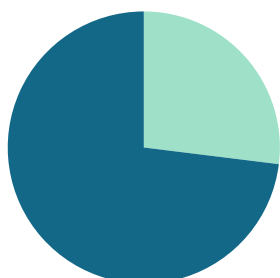
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

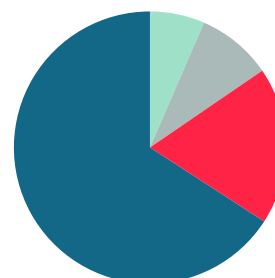


Inventory
 New Listings
31 = 26.96%
 Start Inventory
84
 Total Inventory Units
115
 Volume
\$27,400,050

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%
Median List Price	112,500	94,900	-15.64%	79,900	89,900	12.52%
Median Sale Price	109,000	82,250	-24.54%	71,750	85,000	18.47%
Median Percent of Selling Price to List Price	97.21%	87.45%	-10.04%	94.99%	95.62%	0.67%
Median Days on Market to Sale	31.00	41.50	33.87%	40.50	35.50	-12.35%
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

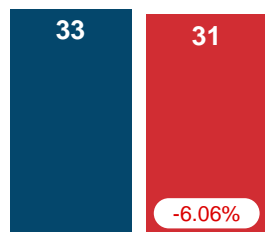
Inventory on August 31, 2019 = **81**

2018 **2019**

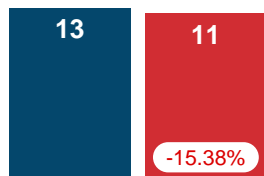
AUGUST MARKET

MEDIAN PRICES

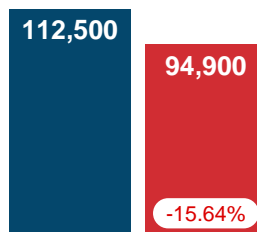
New Listings



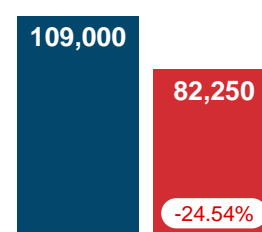
Pending Listings



List Price



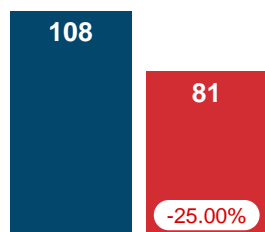
Sale Price



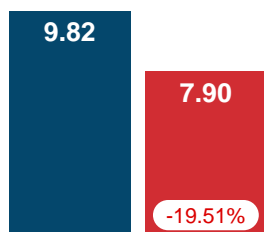
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

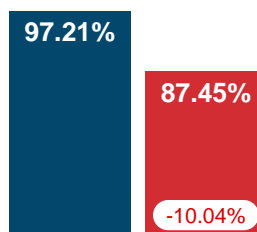
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

