

December 2019



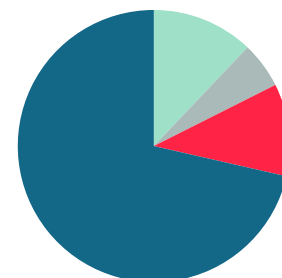
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	12	11	-8.33%
Pending Listings	12	5	-58.33%
New Listings	16	8	-50.00%
Average List Price	101,642	146,636	44.27%
Average Sale Price	95,396	138,918	45.62%
Average Percent of Selling Price to List Price	93.95%	94.98%	1.10%
Average Days on Market to Sale	78.67	48.09	-38.87%
End of Month Inventory	103	65	-36.89%
Months Supply of Inventory	10.21	6.29	-38.42%



■ Closed (12.09%)
■ Pending (5.49%)
■ Other OffMarket (10.99%)
■ Active (71.43%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of December 31, 2019 = **65**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2019 decreased **36.89%** to 65 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 **6.29** 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 **45.62%** in December 2019 to \$138,918 versus the previous year at \$95,396.

Average Days on Market Shortens

The average number of **48.09** days that homes spent on the market before selling decreased by 30.58 days or **38.87%** in December 2019 compared to last year's same month at **78.67** DOM.

Sales Success for December 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 8 New Listings in December 2019, down **50.00%** from last year at 16. Furthermore, there were 11 Closed Listings this month versus last year at 12, a **-8.33%** decrease.

Closed versus Listed trends yielded a **137.5%** ratio, up from previous year's, December 2018, at **75.0%**, a **83.33%** 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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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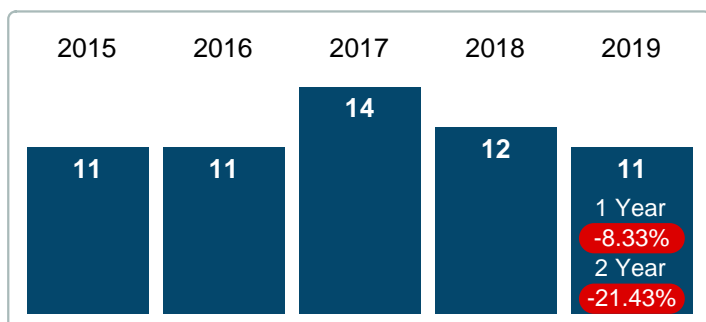
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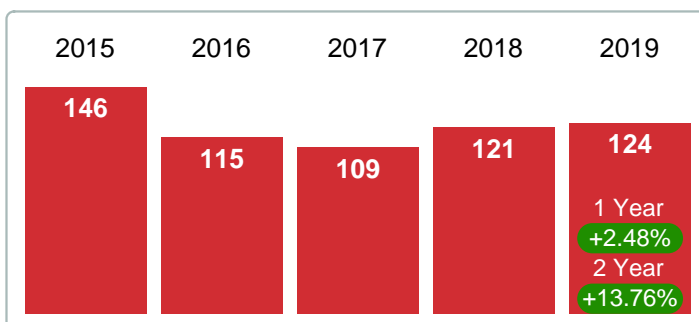
CLOSED LISTINGS

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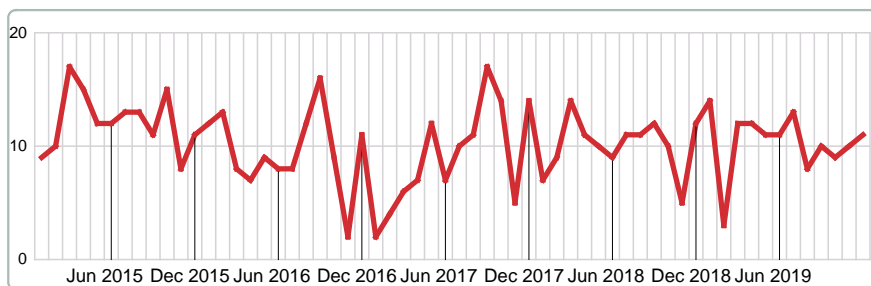
DECEMBER



YEAR TO DATE (YTD)

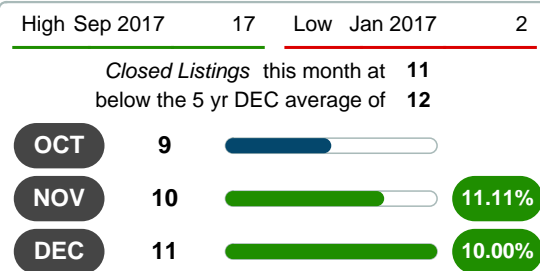


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 12



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	2	18.18%	51.5	1	0	0	1
\$90,001 - \$90,000	0	0.00%	0.0	0	0	0	0
\$90,001 - \$110,000	2	18.18%	33.0	0	2	0	0
\$110,001 - \$130,000	2	18.18%	68.5	0	2	0	0
\$130,001 - \$150,000	2	18.18%	39.5	0	2	0	0
\$150,001 - \$190,000	1	9.09%	18.0	1	0	0	0
\$190,001 and up	2	18.18%	63.0	1	0	0	1
Total Closed Units	11			3	6	0	2
Total Closed Volume	1,528,100	100%	48.1	554.00K	694.10K	0.00B	280.00K
Average Closed Price	\$138,918			\$184,667	\$115,683	\$0	\$140,000

December 2019



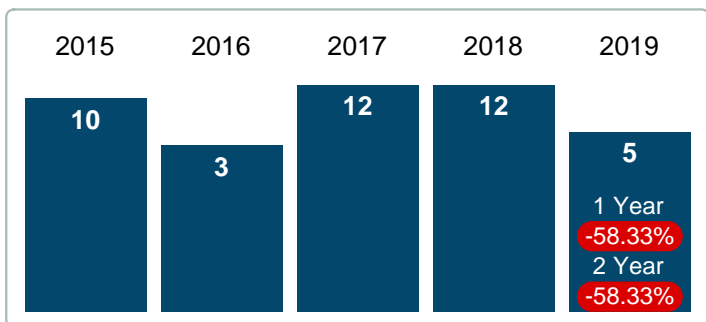
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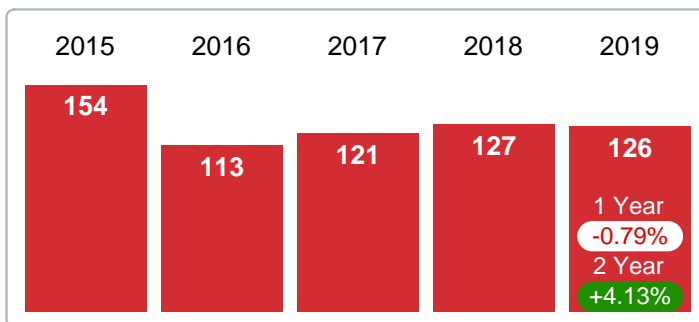
PENDING LISTINGS

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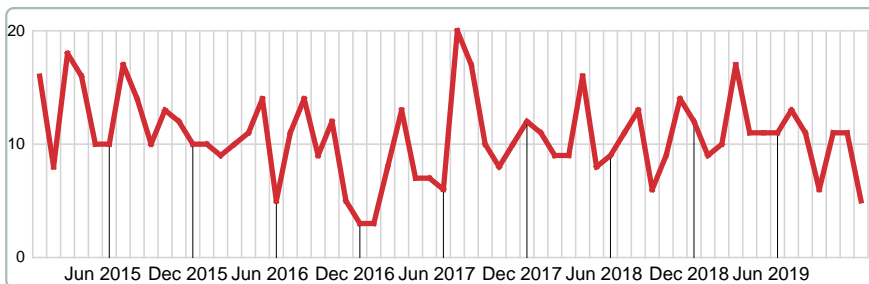
DECEMBER



YEAR TO DATE (YTD)

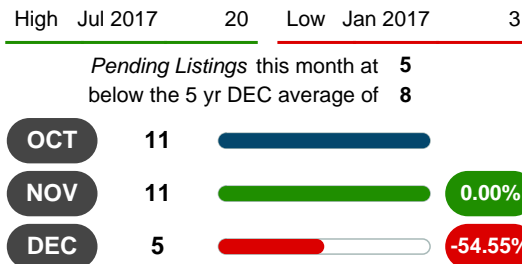


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 8



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	0	0.00%	0.0	0	0	0	0
\$40,001 - \$80,000	1	20.00%	137.0	0	0	1	0
\$80,001 - \$80,000	0	0.00%	0.0	0	0	0	0
\$80,001 - \$150,000	2	40.00%	69.0	0	2	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$160,000	2	40.00%	33.5	1	1	0	0
\$160,001 and up	0	0.00%	0.0	0	0	0	0
Total Pending Units	5			1	3	1	0
Total Pending Volume	559,300	100%	68.4	160.00K	354.40K	44.90K	0.00B
Average Listing Price	\$111,860			\$160,000	\$118,133	\$44,900	\$0

December 2019



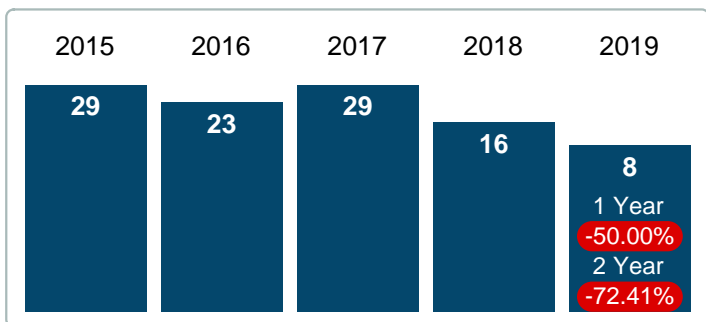
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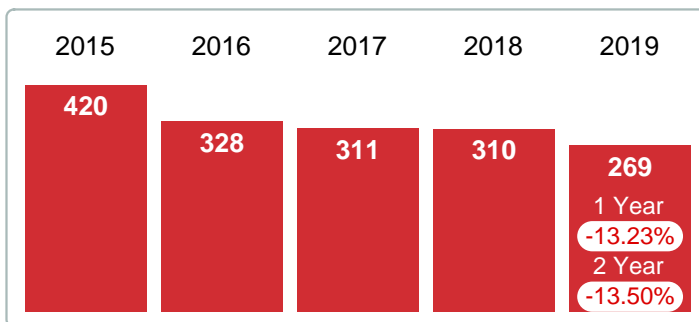
NEW LISTINGS

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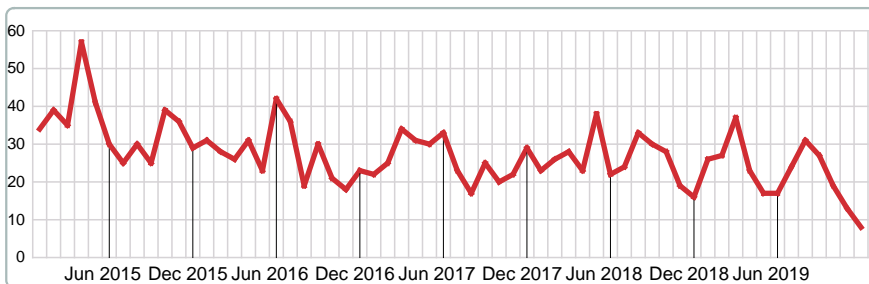
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YEAR TO DATE (YTD)

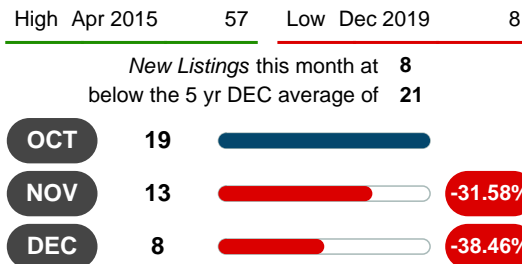


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 21



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	0	0.00%	0	0	0	0
\$75,001 - \$125,000	1	12.50%	0	1	0	0
\$125,001 - \$150,000	1	12.50%	0	1	0	0
\$150,001 - \$450,000	3	37.50%	0	1	1	1
\$450,001 - \$475,000	1	12.50%	0	0	1	0
\$475,001 - \$725,000	1	12.50%	0	1	0	0
\$725,001 and up	1	12.50%	0	0	1	0
Total New Listed Units	8		0	4	3	1
Total New Listed Volume	2,584,899	100%	0.00B	1.04M	1.38M	165.00K
Average New Listed Listing Price	\$169,999		\$0	\$260,250	\$459,633	\$165,000

December 2019



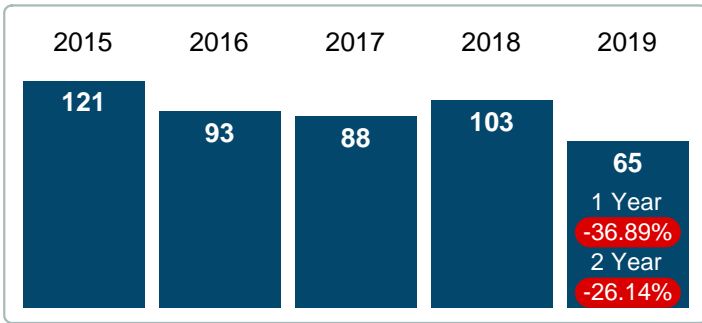
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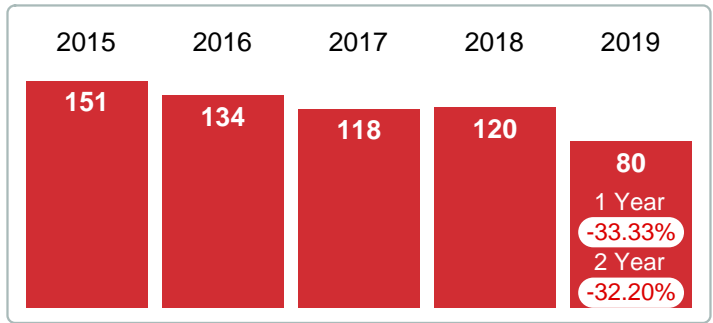
ACTIVE INVENTORY

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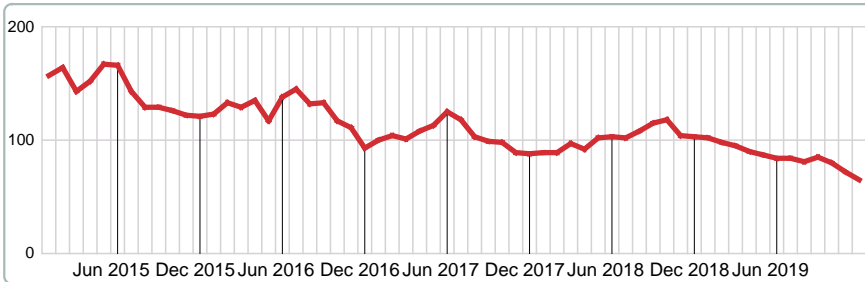
END OF DECEMBER



ACTIVE DURING DECEMBER

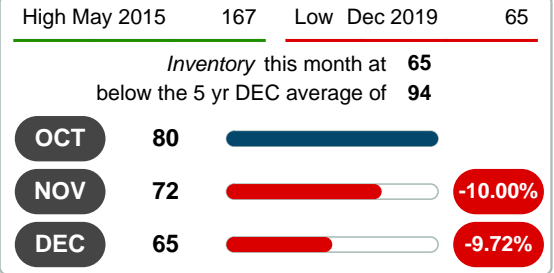


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 94



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	6	9.23%	59.3	1	5	0	0
\$50,001 - \$75,000	7	10.77%	115.1	3	4	0	0
\$75,001 - \$125,000	10	15.38%	90.8	2	7	1	0
\$125,001 - \$225,000	17	26.15%	93.1	3	8	5	1
\$225,001 - \$275,000	7	10.77%	121.4	4	2	0	1
\$275,001 - \$475,000	11	16.92%	103.8	0	6	3	2
\$475,001 and up	7	10.77%	101.9	0	1	3	3
Total Active Inventory by Units	65			13	33	12	7
Total Active Inventory by Volume	15,272,692	100%	97.8	1.85M	5.57M	4.04M	3.81M
Average Active Inventory Listing Price	\$234,964			\$142,523	\$168,766	\$336,467	\$544,714

December 2019



Area Delimited by County Of Sequoyah - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

MSI FOR DECEMBER

2015	2016	2017	2018	2019
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INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
65	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 DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6		9.23%	2.48	1.50	3.16	0.00	0.00	
\$50,001 - \$75,000	7		10.77%	6.46	18.00	4.36	0.00	0.00	
\$75,001 - \$125,000	10		15.38%	3.08	3.43	3.00	4.00	0.00	
\$125,001 - \$225,000	17		26.15%	6.80	7.20	5.65	12.00	4.00	
\$225,001 - \$275,000	7		10.77%	16.80	48.00	24.00	0.00	0.00	
\$275,001 - \$475,000	11		16.92%	18.86	0.00	18.00	0.00	24.00	
\$475,001 and up	7		10.77%	84.00	0.00	0.00	0.00	36.00	
Market Supply of Inventory (MSI)		6.29			6.24	4.95	11.08	14.00	
Total Active Inventory by Units		65	100%	6.29	13	33	12	7	

December 2019



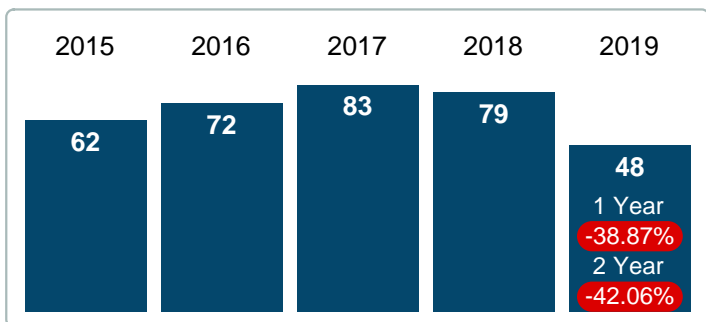
Area Delimited by County Of Sequoyah - Residential Property Type



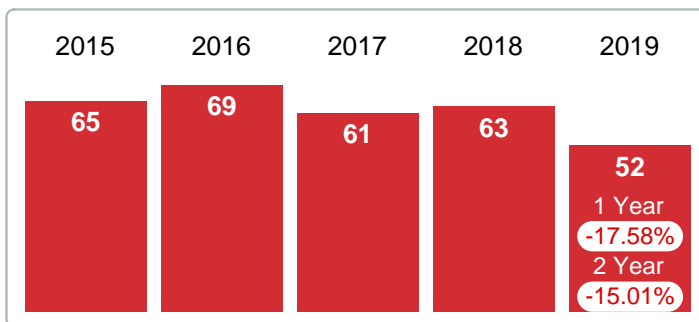
AVERAGE DAYS ON MARKET TO SALE

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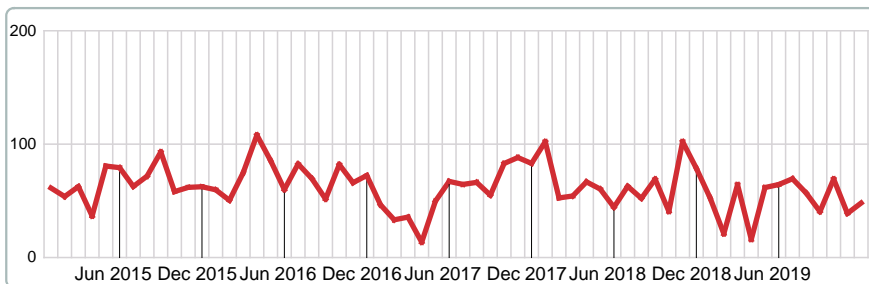
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 69

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 48 below the 5 yr DEC average of 69



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
\$90,000 and less	18.18%	52	63	0	0	40
\$90,001 - \$90,000	0.00%	0	0	0	0	0
\$90,001 - \$110,000	18.18%	33	0	33	0	0
\$110,001 - \$130,000	18.18%	69	0	69	0	0
\$130,001 - \$150,000	18.18%	40	0	40	0	0
\$150,001 - \$190,000	9.09%	18	18	0	0	0
\$190,001 and up	18.18%	63	41	0	0	85
Average Closed DOM		48	41	47	0	63
Total Closed Units	100%	48	3	6		2
Total Closed Volume		1,528,100	554.00K	694.10K	0.00B	280.00K

December 2019



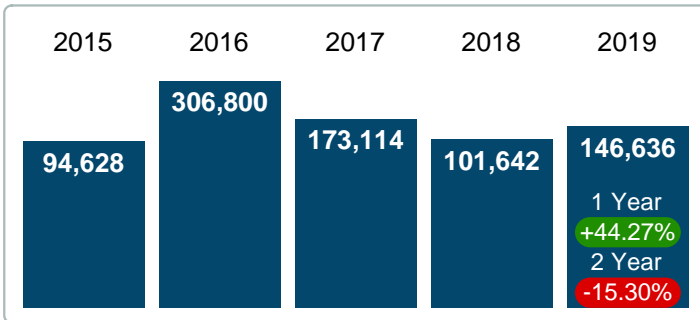
Area Delimited by County Of Sequoyah - Residential Property Type



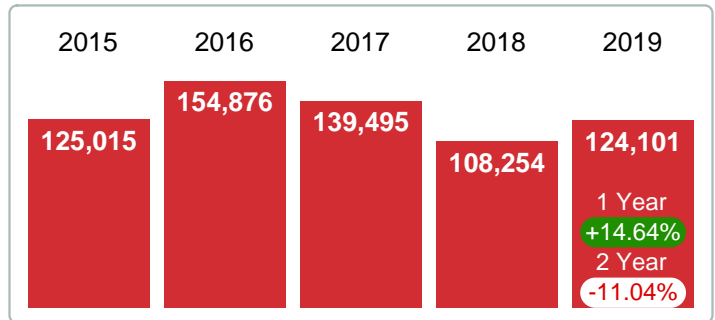
AVERAGE LIST PRICE AT CLOSING

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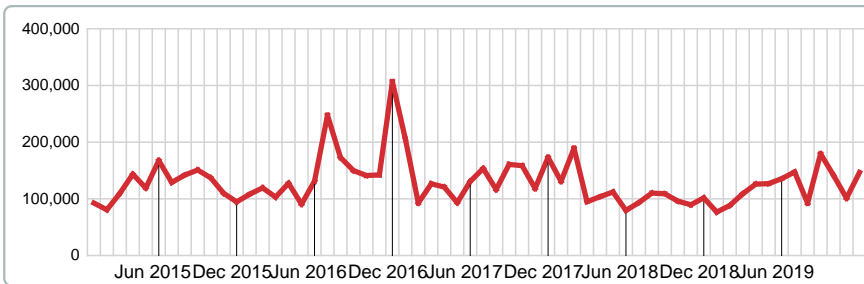
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 164,564

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

Average List Price at Closing this month at **146,636**
below the 5 yr DEC average of **164,564**



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
\$90,000 and less	1	9.09%	89,900	95,000	0	0	99,900
\$90,001 - \$90,000	0	0.00%	0	0	0	0	0
\$90,001 - \$110,000	3	27.27%	97,967	0	94,450	0	0
\$110,001 - \$130,000	1	9.09%	117,500	0	128,700	0	0
\$130,001 - \$150,000	3	27.27%	137,233	0	135,900	0	0
\$150,001 - \$190,000	1	9.09%	160,000	160,000	0	0	0
\$190,001 and up	2	18.18%	270,000	325,000	0	0	215,000
Average List Price			146,636	193,333	119,683	0	157,450
Total Closed Units		100%	146,636	3	6		2
Total Closed Volume			1,613,000	580.00K	718.10K	0.00B	314.90K

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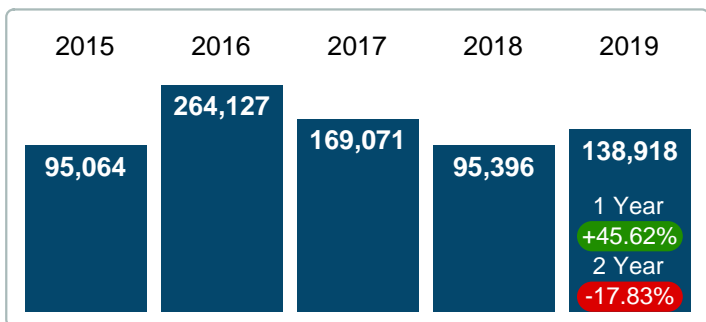
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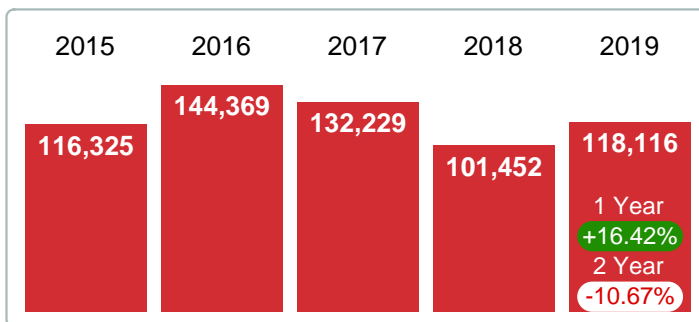
AVERAGE SOLD PRICE AT CLOSING

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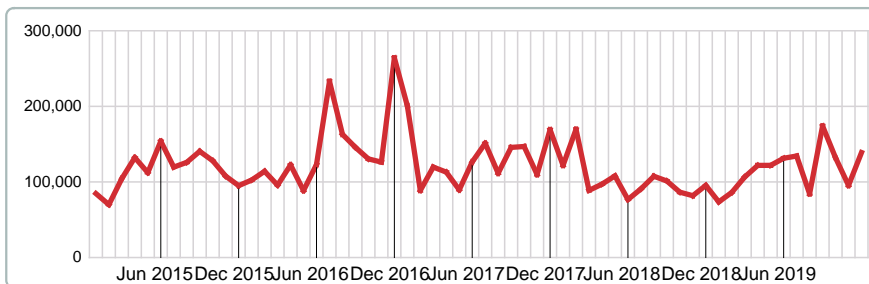
DECEMBER



YEAR TO DATE (YTD)

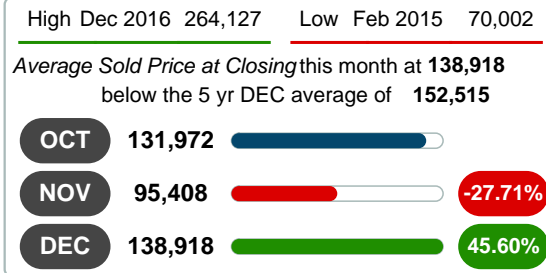


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 152,515



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
\$90,000 and less	18.18%	87,500	90,000	0	0	85,000
\$90,001 - \$90,000	0.00%	0	0	0	0	0
\$90,001 - \$110,000	18.18%	93,950	0	93,950	0	0
\$110,001 - \$130,000	18.18%	120,000	0	120,000	0	0
\$130,001 - \$150,000	18.18%	133,100	0	133,100	0	0
\$150,001 - \$190,000	9.09%	154,000	154,000	0	0	0
\$190,001 and up	18.18%	252,500	310,000	0	0	195,000
Average Sold Price		138,918	184,667	115,683	0	140,000
Total Closed Units	100%	11	3	6		2
Total Closed Volume		1,528,100	554.00K	694.10K	0.00B	280.00K

December 2019



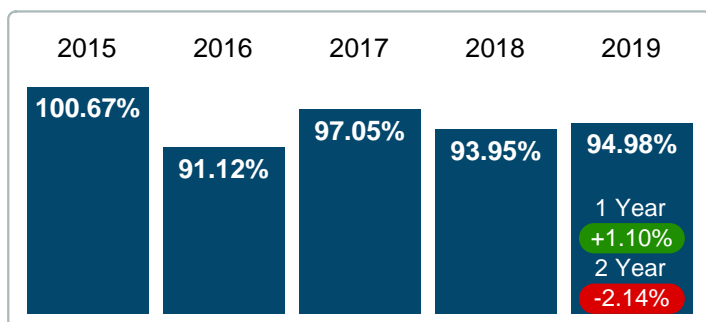
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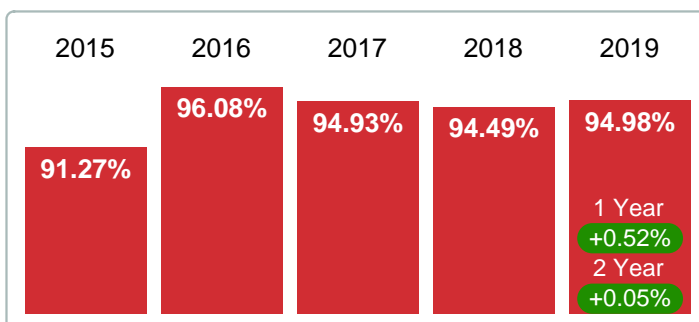
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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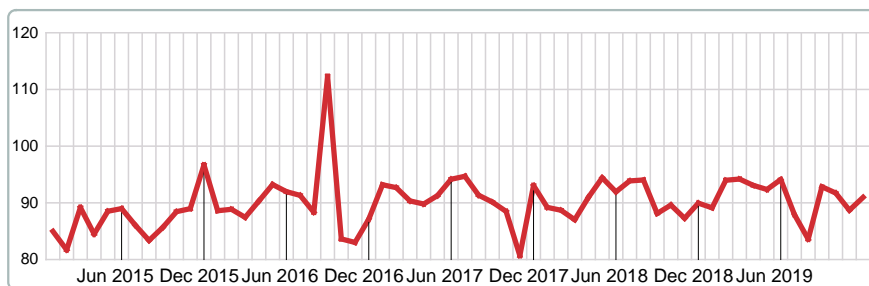
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

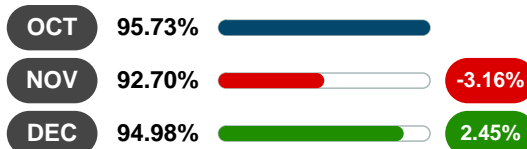


3 MONTHS

5 year DEC AVG = 95.56%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **94.98%**
below the 5 yr DEC average of **95.56%**



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
\$90,000 and less	2	18.18%	89.91%	94.74%	0.00%	0.00%	85.09%
\$90,001 - \$90,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$90,001 - \$110,000	2	18.18%	99.65%	0.00%	99.65%	0.00%	0.00%
\$110,001 - \$130,000	2	18.18%	93.61%	0.00%	93.61%	0.00%	0.00%
\$130,001 - \$150,000	2	18.18%	98.04%	0.00%	98.04%	0.00%	0.00%
\$150,001 - \$190,000	1	9.09%	96.25%	96.25%	0.00%	0.00%	0.00%
\$190,001 and up	2	18.18%	93.04%	95.38%	0.00%	0.00%	90.70%
Average Sold/List Ratio		95.00%		95.46%	97.10%	0.00%	87.89%
Total Closed Units		11	100%	3	6		2
Total Closed Volume		1,528,100		554.00K	694.10K	0.00B	280.00K

December 2019



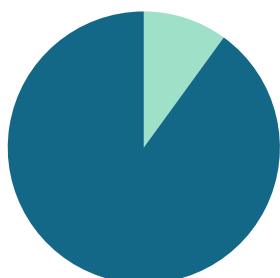
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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INVENTORY



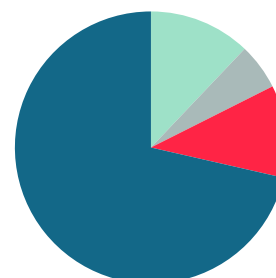
Inventory

- New Listings **8 = 10.00%**
- Start Inventory **72**
- Total Inventory Units **80**
- Volume **\$18,991,642**

Market Activity

- Closed Sales **11 = 12.09%**
- Pending Sales **5 = 5.49%**
- Other Off Market **10 = 10.99%**
- Active Inventory **65 = 71.43%**

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	12	11	-8.33%	121	124	2.48%
Pending Sales	12	5	-58.33%	127	126	-0.79%
New Listings	16	8	-50.00%	310	269	-13.23%
Average List Price	101,642	146,636	44.27%	108,254	124,101	14.64%
Average Sale Price	95,396	138,918	45.62%	101,452	118,116	16.42%
Average Percent of Selling Price to List Price	93.95%	94.98%	1.10%	94.49%	94.98%	0.52%
Average Days on Market to Sale	78.67	48.09	-38.87%	63.15	52.05	-17.58%
Monthly Inventory	103	65	-36.89%	103	65	-36.89%
Months Supply of Inventory	10.21	6.29	-38.42%	10.21	6.29	-38.42%

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

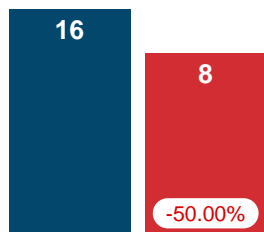
Inventory on December 31, 2019 = **65**

2018 **2019**

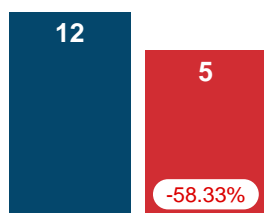
DECEMBER MARKET

AVERAGE PRICES

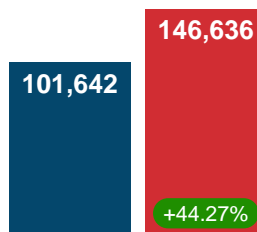
New Listings



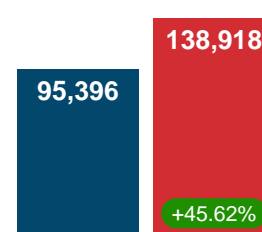
Pending Listings



List Price



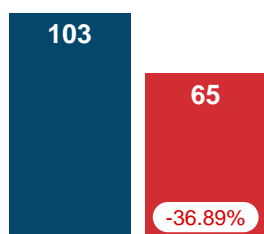
Sale Price



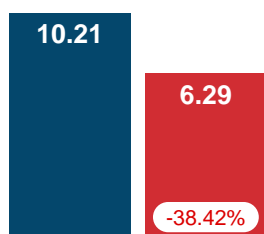
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

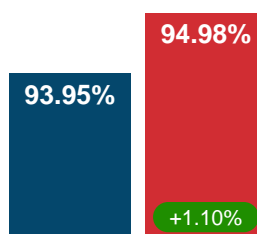
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

