

July 2019



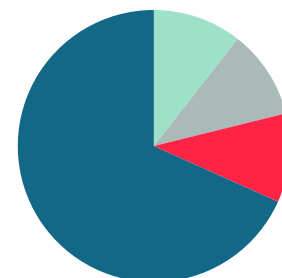
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2018 | July 2019 | +/-% |
|--|--------|-----------|---------|
| Closed Listings | 11 | 13 | 18.18% |
| Pending Listings | 11 | 13 | 18.18% |
| New Listings | 24 | 24 | 0.00% |
| Average List Price | 93,427 | 147,419 | 57.79% |
| Average Sale Price | 90,722 | 134,308 | 48.04% |
| Average Percent of Selling Price to List Price | 97.86% | 91.91% | -6.08% |
| Average Days on Market to Sale | 62.82 | 69.46 | 10.58% |
| End of Month Inventory | 102 | 84 | -17.65% |
| Months Supply of Inventory | 9.27 | 8.00 | -13.73% |



■ Closed (10.57%)
■ Pending (10.57%)
■ Other OffMarket (10.57%)
■ Active (68.29%)

Absorption: Last 12 months, an Average of **11** Sales/Month
Active Inventory as of July 31, 2019 = **84**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **17.65%** to 84 existing homes available for sale. Over the last 12 months this area has had an average of 11 closed sales per month. This represents an unsold inventory index of **8.00** 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 **48.04%** in July 2019 to \$134,308 versus the previous year at \$90,722.

Average Days on Market Lengthens

The average number of **69.46** days that homes spent on the market before selling increased by 6.64 days or **10.58%** in July 2019 compared to last year's same month at **62.82** DOM.

Sales Success for July 2019 is Positive

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

There were 24 New Listings in July 2019, down **0.00%** from last year at 24. Furthermore, there were 13 Closed Listings this month versus last year at 11, a **18.18%** increase.

Closed versus Listed trends yielded a **54.2%** ratio, up from previous year's, July 2018, at **45.8%**, a **18.18%** upswing. 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

July 2019



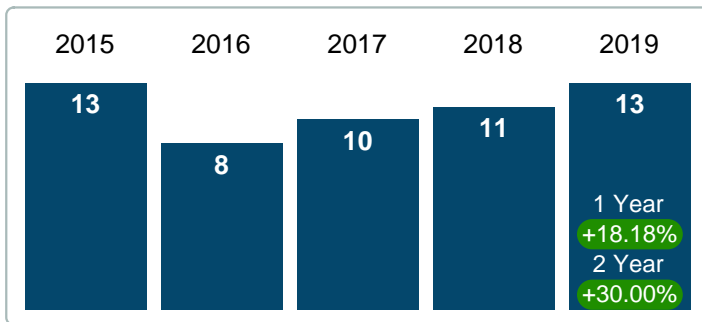
Area Delimited by County Of Sequoyah - Residential Property Type



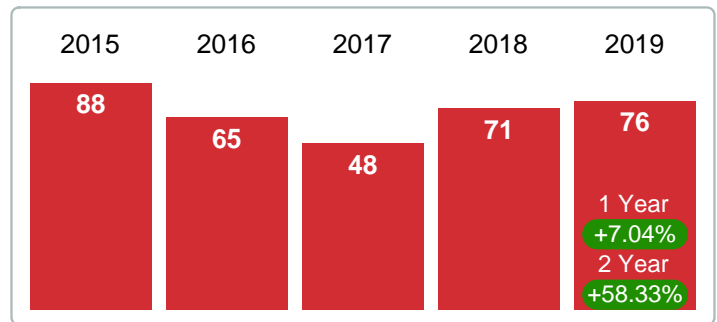
CLOSED LISTINGS

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

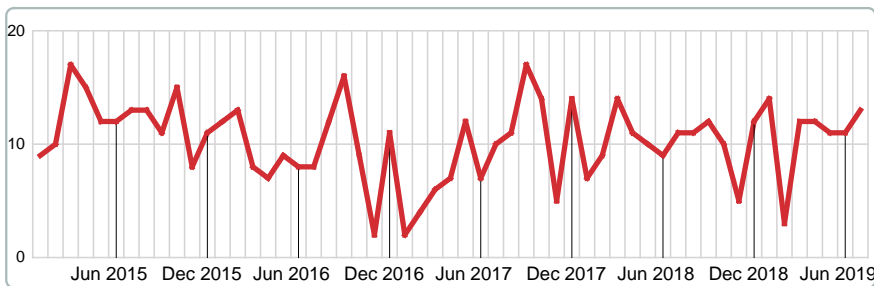
JULY



YEAR TO DATE (YTD)

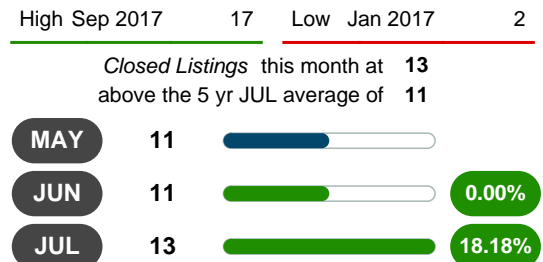


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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 |
|--|------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$50,000 and less | 1 | 7.69% | 85.0 | 0 | 1 | 0 | 0 |
| \$50,001 - \$70,000 | 1 | 7.69% | 92.0 | 0 | 1 | 0 | 0 |
| \$70,001 - \$100,000 | 2 | 15.38% | 7.5 | 0 | 2 | 0 | 0 |
| \$100,001 - \$150,000 | 4 | 30.77% | 94.3 | 0 | 4 | 0 | 0 |
| \$150,001 - \$200,000 | 2 | 15.38% | 62.0 | 1 | 1 | 0 | 0 |
| \$200,001 - \$210,000 | 1 | 7.69% | 77.0 | 1 | 0 | 0 | 0 |
| \$210,001 and up | 2 | 15.38% | 66.5 | 0 | 0 | 2 | 0 |
| Total Closed Units | 13 | | | 2 | 9 | 2 | 0 |
| Total Closed Volume | 1,746,000 | 100% | 69.5 | 357.00K | 962.00K | 427.00K | 0.00B |
| Average Closed Price | \$134,308 | | | \$178,500 | \$106,889 | \$213,500 | \$0 |

July 2019



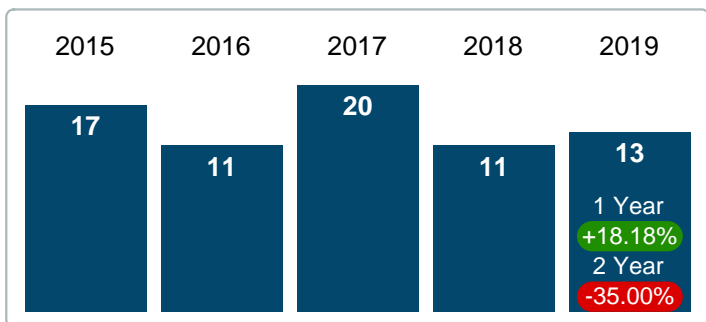
Area Delimited by County Of Sequoyah - Residential Property Type



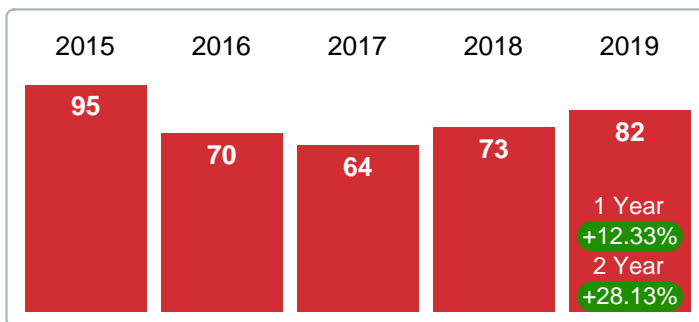
PENDING LISTINGS

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

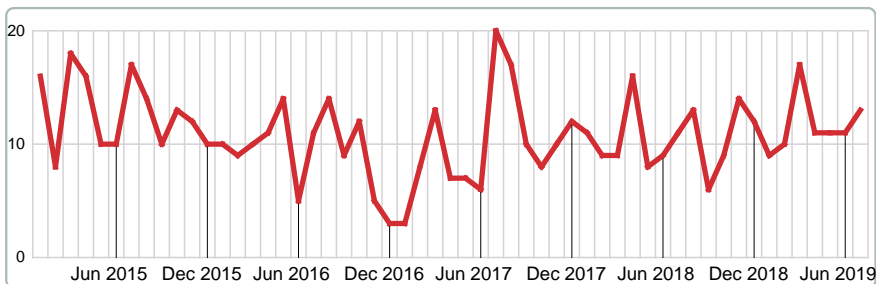
JULY



YEAR TO DATE (YTD)

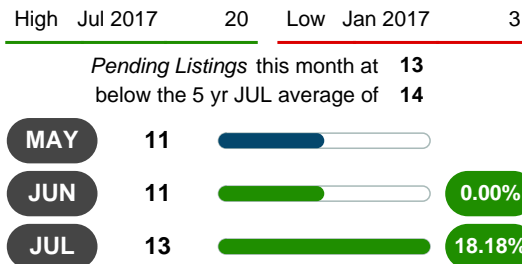


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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 |
|---|------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$0 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1-\$25,000 | 2 | 15.38% | 55.0 | 1 | 1 | 0 | 0 |
| \$25,001-\$50,000 | 1 | 7.69% | 2.0 | 0 | 1 | 0 | 0 |
| \$50,001-\$200,000 | 4 | 30.77% | 89.3 | 2 | 2 | 0 | 0 |
| \$200,001-\$250,000 | 3 | 23.08% | 4.0 | 1 | 1 | 1 | 0 |
| \$250,001-\$325,000 | 1 | 7.69% | 8.0 | 0 | 1 | 0 | 0 |
| \$325,001 and up | 2 | 15.38% | 109.5 | 0 | 0 | 0 | 2 |
| Total Pending Units | 13 | | | 4 | 6 | 1 | 2 |
| Total Pending Volume | 2,241,043 | 100% | 57.4 | 477.30K | 707.74K | 218.00K | 838.00K |
| Average Listing Price | \$176,958 | | | \$119,325 | \$117,957 | \$218,000 | \$419,000 |

July 2019



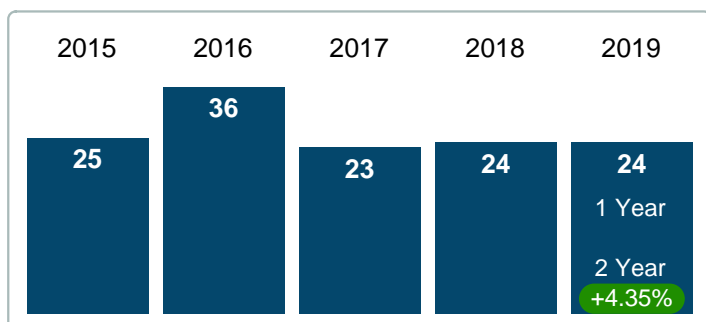
Area Delimited by County Of Sequoyah - Residential Property Type



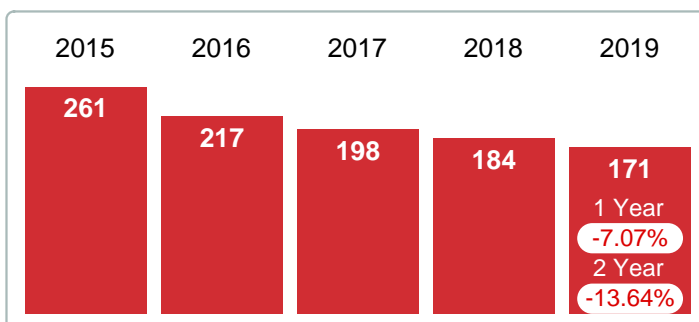
NEW LISTINGS

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

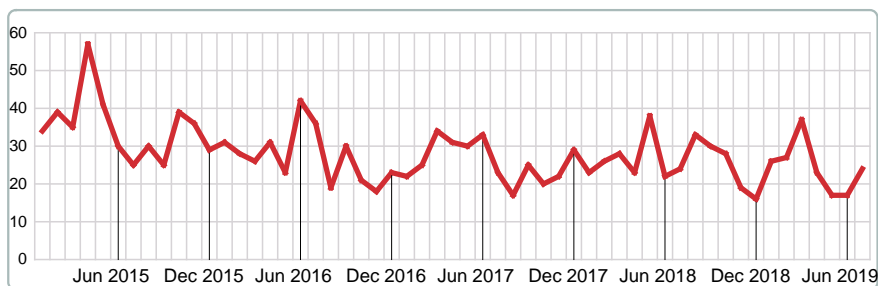
JULY



YEAR TO DATE (YTD)

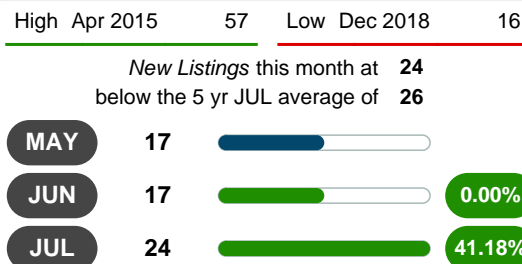


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 26



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|------------------|------------------|------------------|------------------|
| \$80,000 and less | 2 | 8.33% | 1 | 1 | 0 | 0 |
| \$80,001 - \$110,000 | 3 | 12.50% | 1 | 1 | 1 | 0 |
| \$110,001 - \$150,000 | 3 | 12.50% | 0 | 2 | 1 | 0 |
| \$150,001 - \$220,000 | 6 | 25.00% | 0 | 4 | 2 | 0 |
| \$220,001 - \$280,000 | 4 | 16.67% | 2 | 2 | 0 | 0 |
| \$280,001 - \$590,000 | 3 | 12.50% | 0 | 1 | 2 | 0 |
| \$590,001 and up | 3 | 12.50% | 0 | 1 | 1 | 1 |
| Total New Listed Units | 24 | | 4 | 12 | 7 | 1 |
| Total New Listed Volume | 6,130,600 | 100% | 623.50K | 2.66M | 1.98M | 865.00K |
| Average New Listed Listing Price | \$147,257 | | \$155,875 | \$221,533 | \$283,386 | \$865,000 |

July 2019



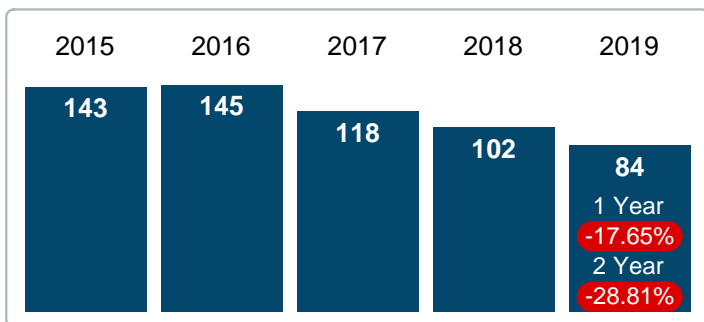
Area Delimited by County Of Sequoyah - Residential Property Type



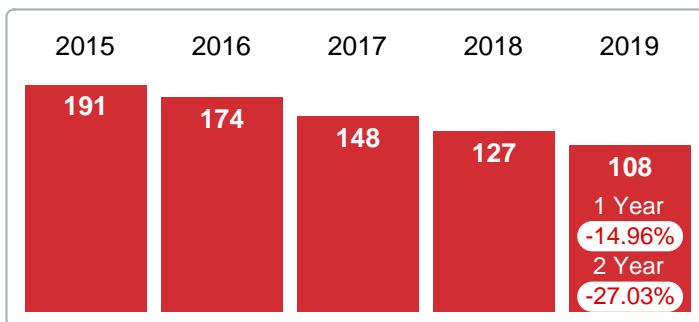
ACTIVE INVENTORY

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

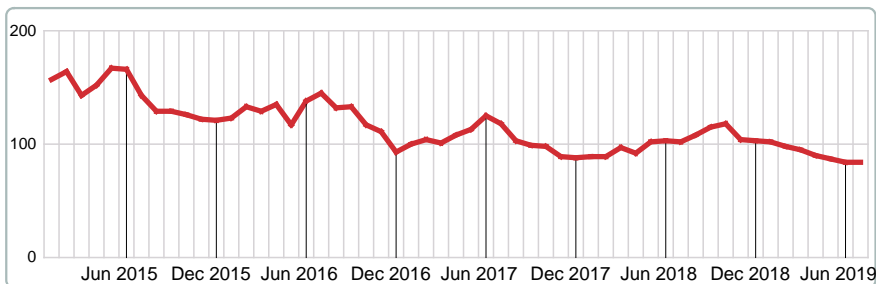
END OF JULY



ACTIVE DURING JULY

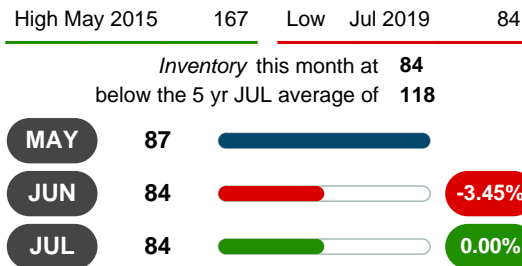


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 118



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 | 4 | 4.76% | 128.3 | 1 | 3 | 0 | 0 |
| \$50,001 - \$75,000 | 12 | 14.29% | 102.8 | 6 | 6 | 0 | 0 |
| \$75,001 - \$125,000 | 10 | 11.90% | 140.1 | 2 | 5 | 3 | 0 |
| \$125,001 - \$225,000 | 24 | 28.57% | 61.9 | 2 | 16 | 4 | 2 |
| \$225,001 - \$275,000 | 10 | 11.90% | 119.7 | 3 | 2 | 4 | 1 |
| \$275,001 - \$550,000 | 16 | 19.05% | 89.1 | 1 | 6 | 7 | 2 |
| \$550,001 and up | 8 | 9.52% | 107.8 | 1 | 2 | 2 | 3 |
| Total Active Inventory by Units | 84 | | | 16 | 40 | 20 | 8 |
| Total Active Inventory by Volume | 21,200,950 | 100% | 96.6 | 3.36M | 7.57M | 6.17M | 4.10M |
| Average Active Inventory Listing Price | \$252,392 | | | \$209,856 | \$189,186 | \$308,650 | \$512,850 |

July 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.

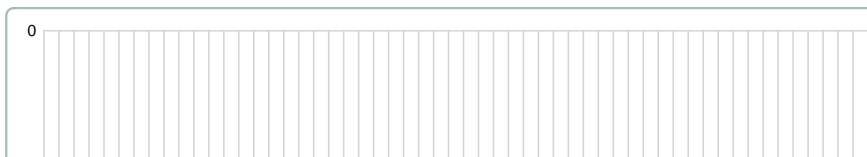
MSI FOR JULY

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

INDICATORS FOR JULY 2019

| Inventory | Closed | Absorption | MSI | MSI % |
|-------------------------------|-----------------------|---|----------------------------|------------------------------------|
| 84 | 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 JUL AVG = inf

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

| Distribution of Active Inventory by Price Range and MSI | | % | MSI | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|----|--------|-------|----------|--------|--------|---------|
| \$50,000 and less | 4 | 4.76% | 1.37 | 1.33 | 1.44 | 0.00 | 0.00 |
| \$50,001 - \$75,000 | 12 | 14.29% | 8.00 | 72.00 | 4.24 | 0.00 | 0.00 |
| \$75,001 - \$125,000 | 10 | 11.90% | 3.64 | 3.43 | 2.61 | 12.00 | 0.00 |
| \$125,001 - \$225,000 | 24 | 28.57% | 9.60 | 8.00 | 9.14 | 9.60 | 24.00 |
| \$225,001 - \$275,000 | 10 | 11.90% | 20.00 | 36.00 | 0.00 | 24.00 | 4.00 |
| \$275,001 - \$550,000 | 16 | 19.05% | 48.00 | 12.00 | 24.00 | 0.00 | 0.00 |
| \$550,001 and up | 8 | 9.52% | inf | 0.00 | 0.00 | 0.00 | 0.00 |
| Market Supply of Inventory (MSI) | | | 8.00 | 8.73 | 5.39 | 21.82 | 24.00 |
| Total Active Inventory by Units | | 100% | 84 | 16 | 40 | 20 | 8 |

July 2019



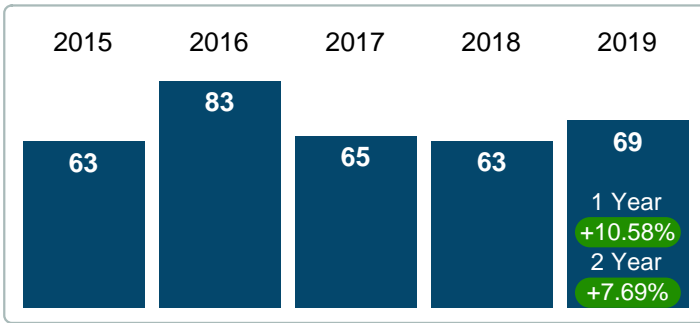
Area Delimited by County Of Sequoyah - Residential Property Type



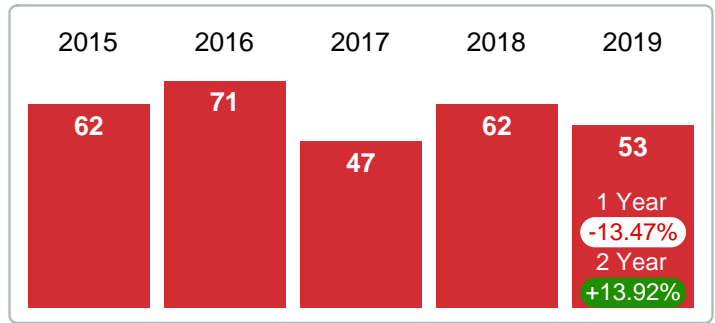
AVERAGE DAYS ON MARKET TO SALE

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

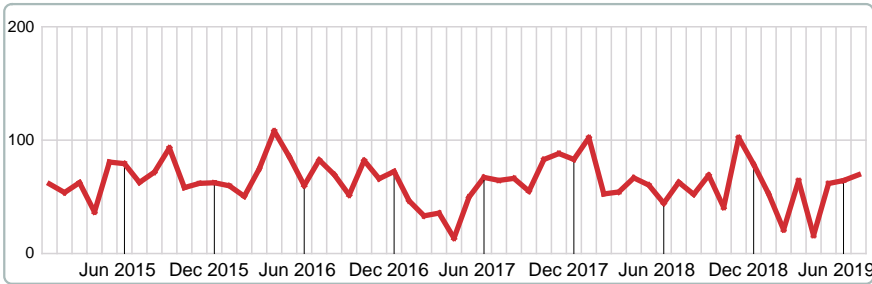
JULY



YEAR TO DATE (YTD)

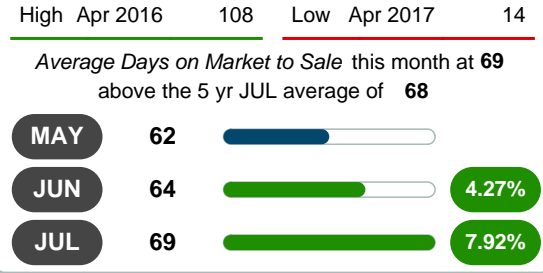


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 68



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 |
|---|-------------|------------------|----------------|----------------|----------------|--------------|
| \$50,000 and less | 7.69% | 85 | 0 | 85 | 0 | 0 |
| \$50,001 - \$70,000 | 7.69% | 92 | 0 | 92 | 0 | 0 |
| \$70,001 - \$100,000 | 15.38% | 8 | 0 | 8 | 0 | 0 |
| \$100,001 - \$150,000 | 30.77% | 94 | 0 | 94 | 0 | 0 |
| \$150,001 - \$200,000 | 15.38% | 62 | 88 | 36 | 0 | 0 |
| \$200,001 - \$210,000 | 7.69% | 77 | 77 | 0 | 0 | 0 |
| \$210,001 and up | 15.38% | 67 | 0 | 0 | 67 | 0 |
| Average Closed DOM | | 69 | 83 | 67 | 67 | 0 |
| Total Closed Units | 100% | 69 | 2 | 9 | 2 | 0 |
| Total Closed Volume | | 1,746,000 | 357.00K | 962.00K | 427.00K | 0.00B |

July 2019



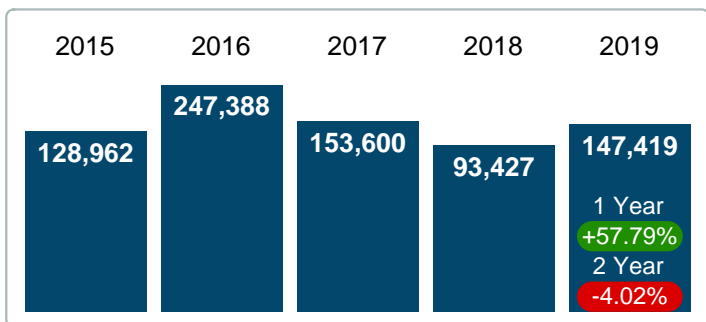
Area Delimited by County Of Sequoyah - Residential Property Type



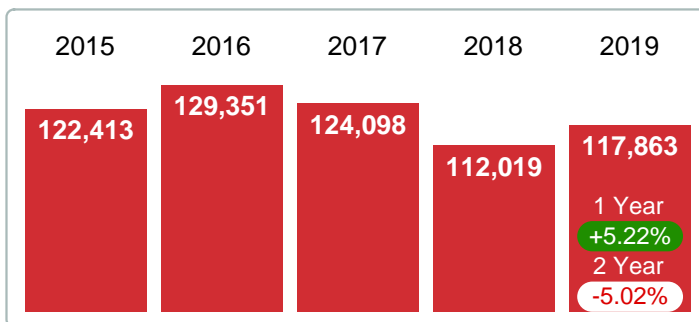
AVERAGE LIST PRICE AT CLOSING

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

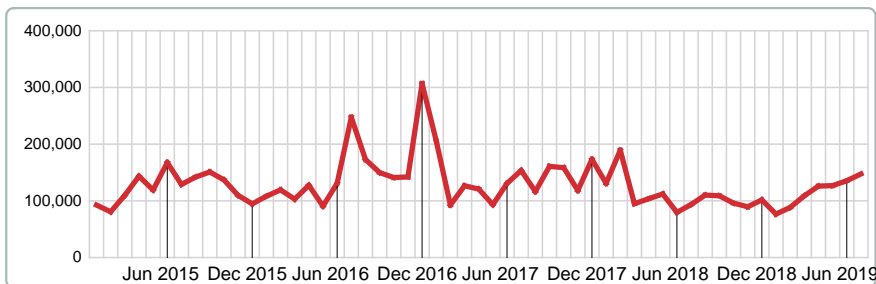
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 154,159

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

Average List Price at Closing this month at **147,419**
below the 5 yr JUL average of **154,159**

| | | |
|-----|---------|---------------------------------------|
| MAY | 126,864 | <div style="width: 80%;"></div> |
| JUN | 135,455 | <div style="width: 88%;"></div> 6.77% |
| JUL | 147,419 | <div style="width: 95%;"></div> 8.83% |

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 |
|--|--------------------------------------|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | <div style="width: 7.69%;"></div> 1 | 7.69% | 44,900 | 0 | 44,900 | 0 | 0 |
| \$50,001 - \$70,000 | <div style="width: 7.69%;"></div> 1 | 7.69% | 68,000 | 0 | 68,000 | 0 | 0 |
| \$70,001 - \$100,000 | <div style="width: 15.38%;"></div> 2 | 15.38% | 89,500 | 0 | 89,500 | 0 | 0 |
| \$100,001 - \$150,000 | <div style="width: 30.77%;"></div> 4 | 30.77% | 128,163 | 0 | 128,163 | 0 | 0 |
| \$150,001 - \$200,000 | <div style="width: 7.69%;"></div> 1 | 7.69% | 159,900 | 159,900 | 239,000 | 0 | 0 |
| \$200,001 - \$210,000 | <div style="width: 0.00%;"></div> 0 | 0.00% | 0 | 265,000 | 0 | 0 | 0 |
| \$210,001 and up | <div style="width: 30.77%;"></div> 4 | 30.77% | 238,000 | 0 | 0 | 224,000 | 0 |
| Average List Price | | | 147,419 | 212,450 | 115,950 | 224,000 | 0 |
| Total Closed Units | | 100% | 147,419 | 2 | 9 | 2 | |
| Total Closed Volume | | | 1,916,450 | 424.90K | 1.04M | 448.00K | 0.00B |

July 2019



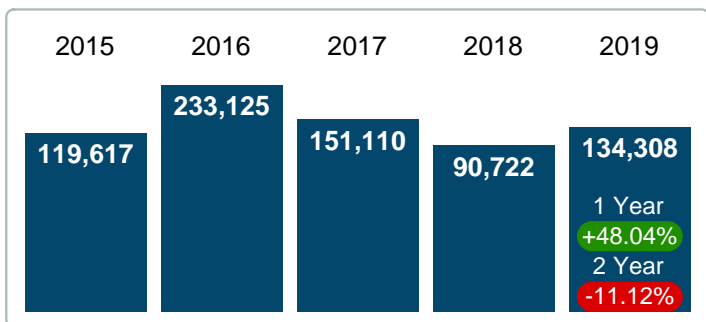
Area Delimited by County Of Sequoyah - Residential Property Type



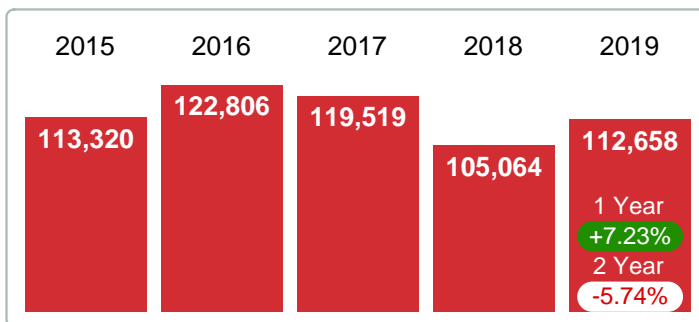
AVERAGE SOLD PRICE AT CLOSING

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

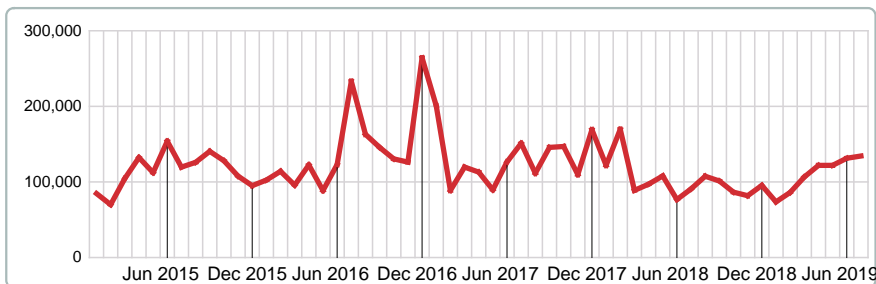
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

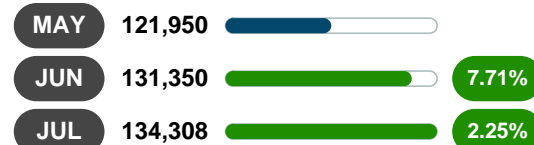


3 MONTHS

5 year JUL AVG = 145,776

High Dec 2016 264,127 Low Feb 2015 70,002

Average Sold Price at Closing this month at **134,308**
below the 5 yr JUL average of **145,776**



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 |
|--|-------------|------------------|----------------|----------------|----------------|--------------|
| \$50,000 and less | 7.69% | 43,500 | 0 | 43,500 | 0 | 0 |
| \$50,001 - \$70,000 | 7.69% | 50,400 | 0 | 50,400 | 0 | 0 |
| \$70,001 - \$100,000 | 15.38% | 82,000 | 0 | 82,000 | 0 | 0 |
| \$100,001 - \$150,000 | 30.77% | 126,025 | 0 | 126,025 | 0 | 0 |
| \$150,001 - \$200,000 | 15.38% | 176,000 | 152,000 | 200,000 | 0 | 0 |
| \$200,001 - \$210,000 | 7.69% | 205,000 | 205,000 | 0 | 0 | 0 |
| \$210,001 and up | 15.38% | 213,500 | 0 | 0 | 213,500 | 0 |
| Average Sold Price | | 134,308 | 178,500 | 106,889 | 213,500 | 0 |
| Total Closed Units | 100% | 13 | 2 | 9 | 2 | 0 |
| Total Closed Volume | | 1,746,000 | 357.00K | 962.00K | 427.00K | 0.00B |

July 2019



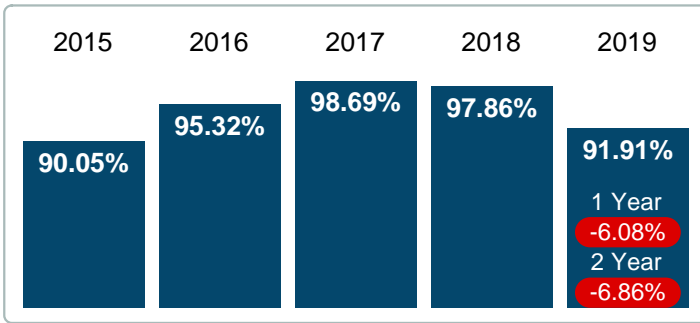
Area Delimited by County Of Sequoyah - Residential Property Type



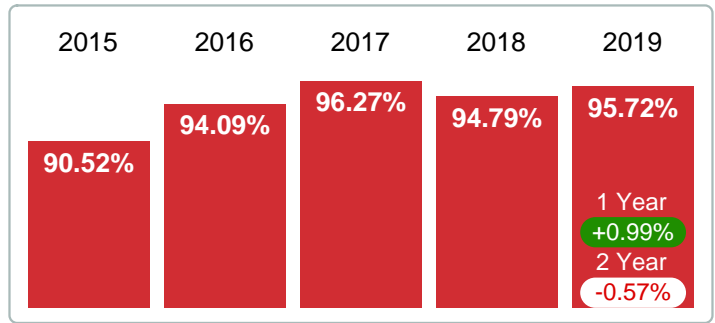
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

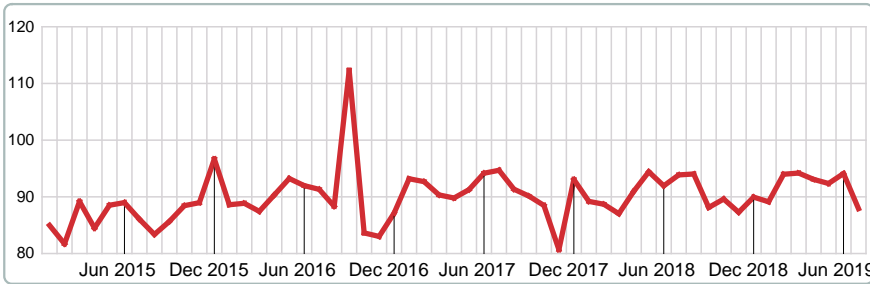
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

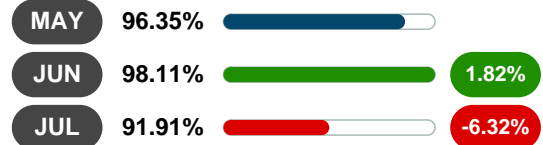


3 MONTHS

5 year JUL AVG = 94.77%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **91.91%**
below the 5 yr JUL average of **94.77%**



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 |
|--|---|-----------|---------|----------|---------|---------|---------|
| \$50,000 and less | 1 | 7.69% | 96.88% | 0.00% | 96.88% | 0.00% | 0.00% |
| \$50,001 - \$70,000 | 1 | 7.69% | 74.12% | 0.00% | 74.12% | 0.00% | 0.00% |
| \$70,001 - \$100,000 | 2 | 15.38% | 91.82% | 0.00% | 91.82% | 0.00% | 0.00% |
| \$100,001 - \$150,000 | 4 | 30.77% | 98.34% | 0.00% | 98.34% | 0.00% | 0.00% |
| \$150,001 - \$200,000 | 2 | 15.38% | 89.37% | 95.06% | 83.68% | 0.00% | 0.00% |
| \$200,001 - \$210,000 | 1 | 7.69% | 77.36% | 77.36% | 0.00% | 0.00% | 0.00% |
| \$210,001 and up | 2 | 15.38% | 95.36% | 0.00% | 0.00% | 95.36% | 0.00% |
| Average Sold/List Ratio | | 91.90% | | 86.21% | 92.41% | 95.36% | 0.00% |
| Total Closed Units | | 13 | 100% | 2 | 9 | 2 | |
| Total Closed Volume | | 1,746,000 | | 357.00K | 962.00K | 427.00K | 0.00B |

July 2019



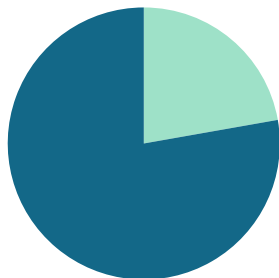
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

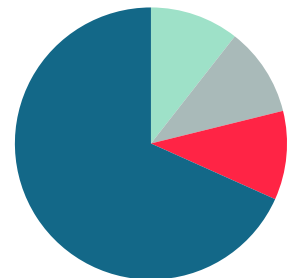


Inventory
 New Listings
24 = 22.22%
 Start Inventory
84
 Total Inventory Units
108
 Volume
\$27,124,693

Market Activity

Closed Sales
13 = 10.57%
 Pending Sales
13 = 10.57%
 Other Off Market
13 = 10.57%
 Active Inventory
84 = 68.29%

MARKET ACTIVITY



| Compared Metrics | July | | | Year to Date | | |
|--|--------|---------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 11 | 13 | 18.18% | 71 | 76 | 7.04% |
| Pending Sales | 11 | 13 | 18.18% | 73 | 82 | 12.33% |
| New Listings | 24 | 24 | 0.00% | 184 | 171 | -7.07% |
| Average List Price | 93,427 | 147,419 | 57.79% | 112,019 | 117,863 | 5.22% |
| Average Sale Price | 90,722 | 134,308 | 48.04% | 105,064 | 112,658 | 7.23% |
| Average Percent of Selling Price to List Price | 97.86% | 91.91% | -6.08% | 94.79% | 95.72% | 0.99% |
| Average Days on Market to Sale | 62.82 | 69.46 | 10.58% | 61.63 | 53.33 | -13.47% |
| Monthly Inventory | 102 | 84 | -17.65% | 102 | 84 | -17.65% |
| Months Supply of Inventory | 9.27 | 8.00 | -13.73% | 9.27 | 8.00 | -13.73% |

Absorption: Last 12 months, an Average of 11 Sales/Month

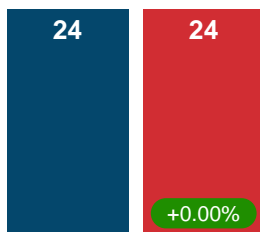
Inventory on July 31, 2019 = 84

2018 2019

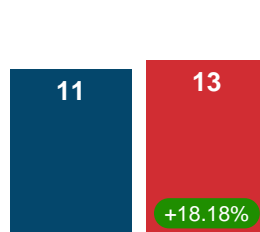
JULY MARKET

AVERAGE PRICES

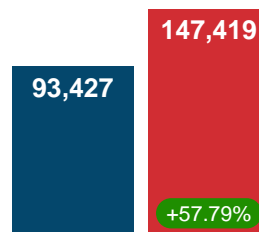
New Listings



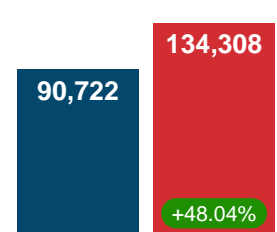
Pending Listings



List Price



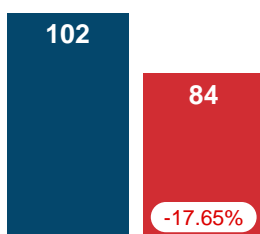
Sale Price



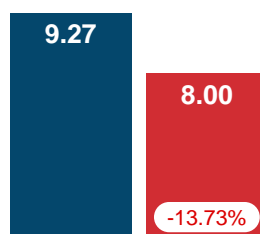
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

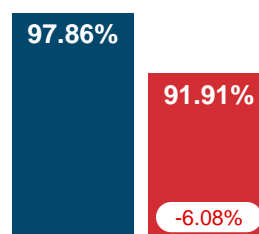
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

