

July 2019



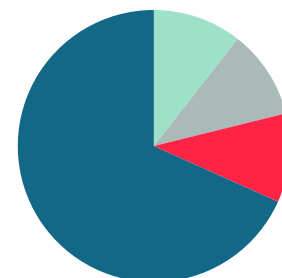
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	71,100	139,900	96.77%
Median Sale Price	69,900	135,000	93.13%
Median Percent of Selling Price to List Price	97.94%	95.06%	-2.94%
Median Days on Market to Sale	43.00	77.00	79.07%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **93.13%** in July 2019 to \$135,000 versus the previous year at \$69,900.

Median Days on Market Lengthens

The median number of **77.00** days that homes spent on the market before selling increased by 34.00 days or **79.07%** in July 2019 compared to last year's same month at **43.00** DOM.

Sales Success for July 2019 is Positive

Overall, with Median 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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



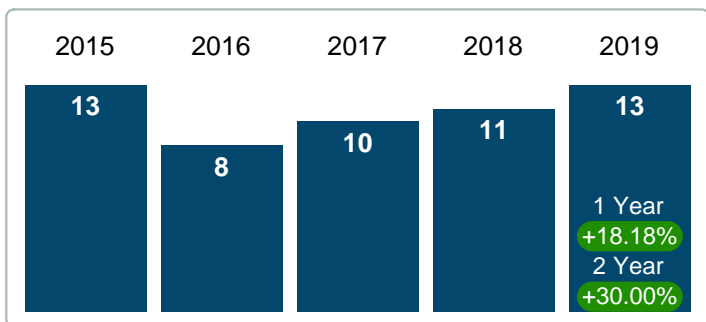
Area Delimited by County Of Sequoyah - Residential Property Type



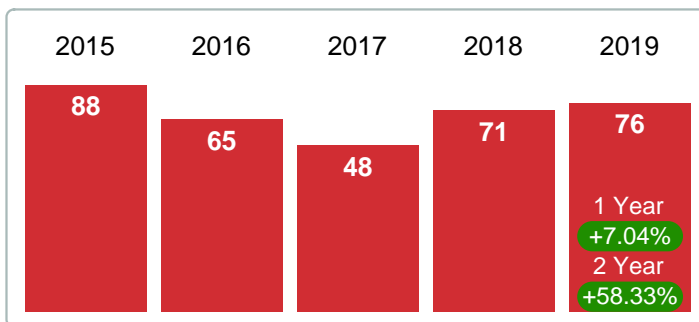
CLOSED LISTINGS

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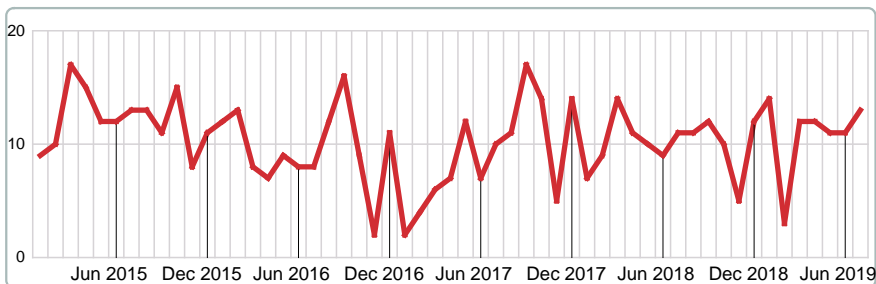
JULY



YEAR TO DATE (YTD)

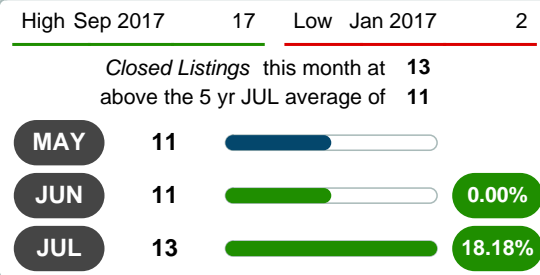


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	75.0	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%	77.0	357.00K	962.00K	427.00K	0.00B
Median Closed Price	\$135,000			\$178,500	\$107,100	\$213,500	\$0

July 2019



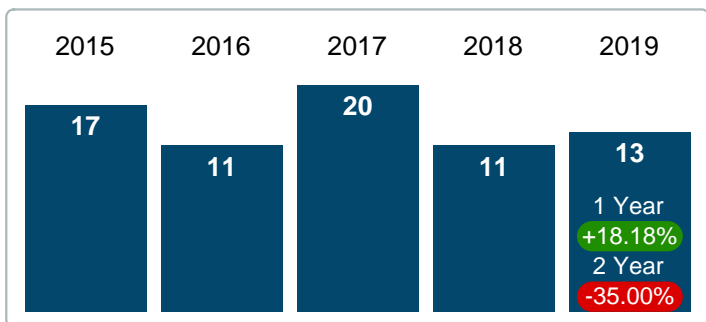
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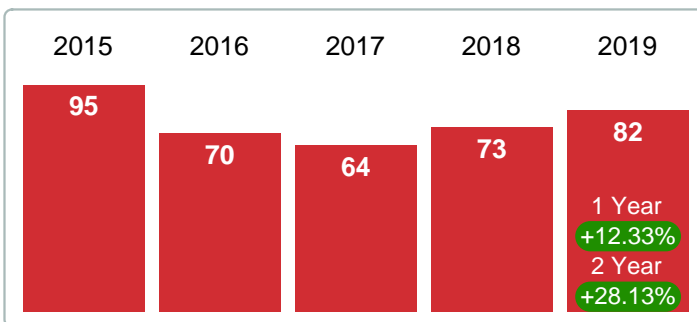
PENDING LISTINGS

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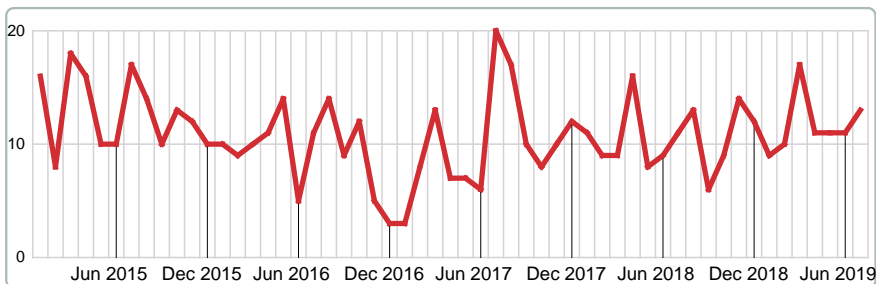
JULY



YEAR TO DATE (YTD)

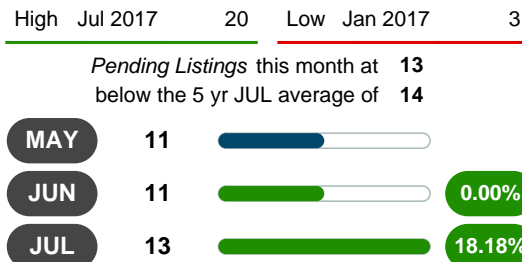


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 14



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	66.5	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%	82.5	2	2	0	0
\$200,001-\$250,000	3	23.08%	0.0	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%	40.0	477.30K	707.74K	218.00K	838.00K
Median Listing Price	\$159,900			\$114,700	\$89,948	\$218,000	\$419,000

July 2019



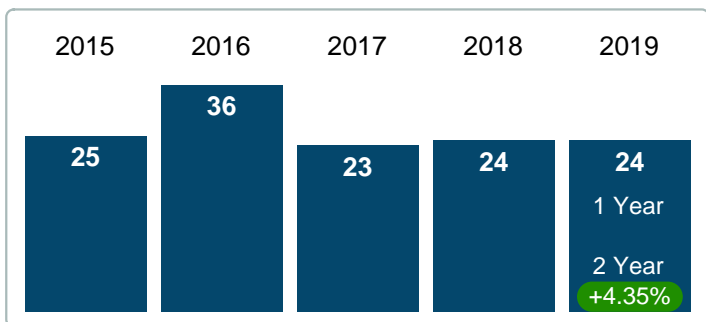
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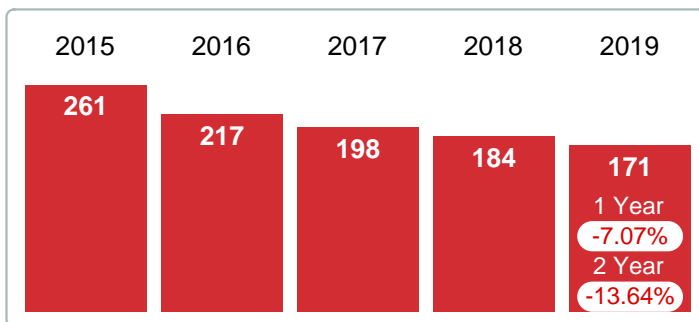
NEW LISTINGS

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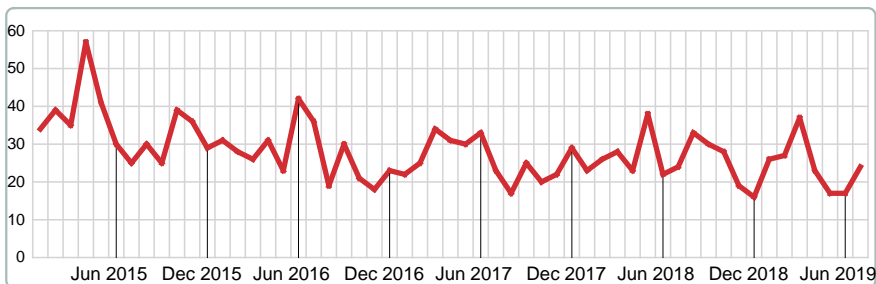
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 26

High Apr 2015 57 Low Dec 2018 16

New Listings this month at 24
below the 5 yr JUL 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
\$75,000 and less	2	8.33%	1	1	0	0
\$75,001 - \$100,000	3	12.50%	1	1	1	0
\$100,001 - \$150,000	3	12.50%	0	2	1	0
\$150,001 - \$225,000	8	33.33%	1	5	2	0
\$225,001 - \$275,000	2	8.33%	1	1	0	0
\$275,001 - \$575,000	3	12.50%	0	1	2	0
\$575,001 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
Median New Listed Listing Price	\$213,750		\$162,250	\$183,200	\$218,000	\$865,000

July 2019



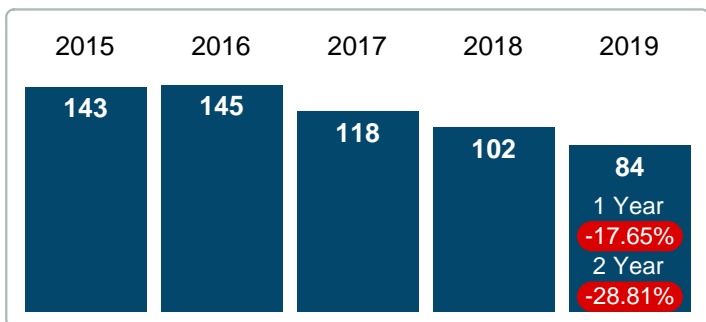
Area Delimited by County Of Sequoyah - Residential Property Type



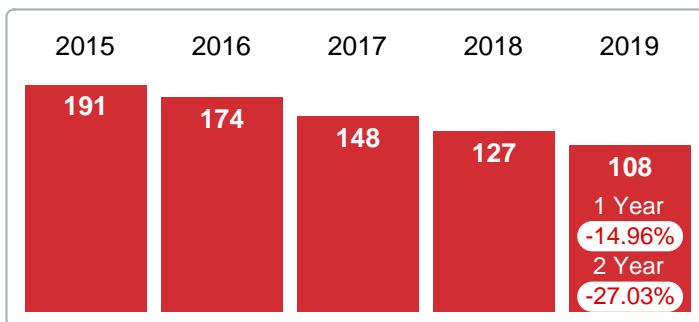
ACTIVE INVENTORY

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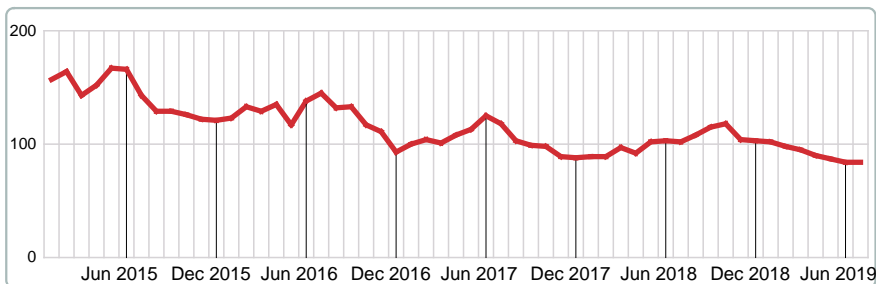
END OF JULY



ACTIVE DURING JULY

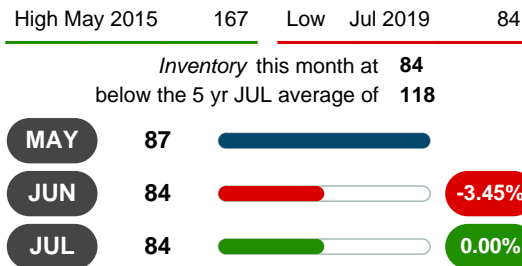


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 118



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4.76%	131.5	1	3	0	0
\$50,001 - \$75,000	12	14.29%	103.5	6	6	0	0
\$75,001 - \$125,000	10	11.90%	48.0	2	5	3	0
\$125,001 - \$225,000	24	28.57%	47.5	2	16	4	2
\$225,001 - \$275,000	10	11.90%	140.0	3	2	4	1
\$275,001 - \$550,000	16	19.05%	91.5	1	6	7	2
\$550,001 and up	8	9.52%	147.0	1	2	2	3
Total Active Inventory by Units	84			16	40	20	8
Total Active Inventory by Volume	21,200,950	100%	91.5	3.36M	7.57M	6.17M	4.10M
Median Active Inventory Listing Price	\$179,500			\$112,200	\$156,900	\$250,250	\$444,950

July 2019



Area Delimited by County Of Sequoyah - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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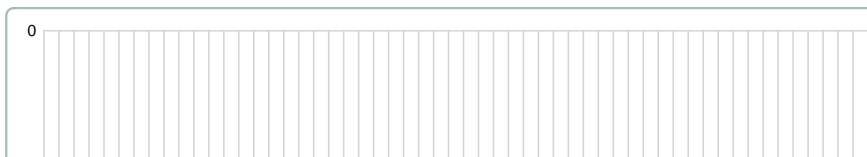
MSI FOR JULY

2015	2016	2017	2018	2019
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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



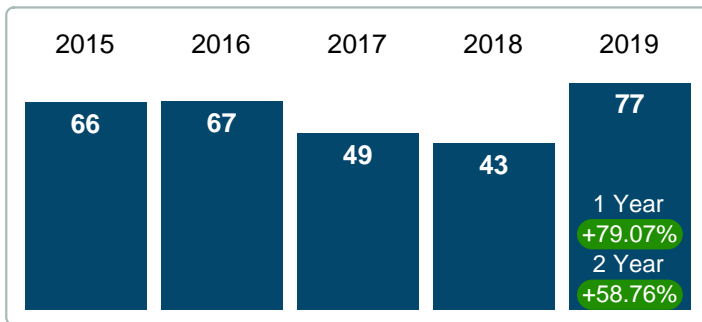
Area Delimited by County Of Sequoyah - Residential Property Type



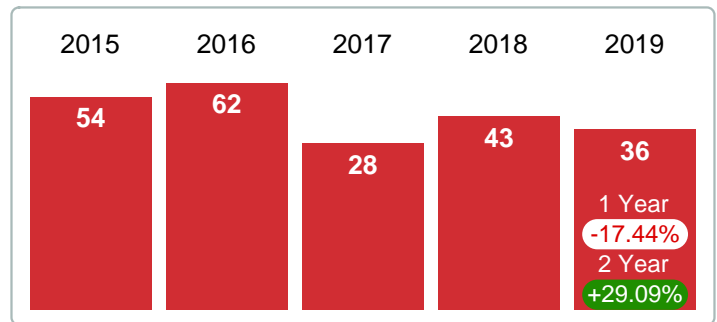
MEDIAN DAYS ON MARKET TO SALE

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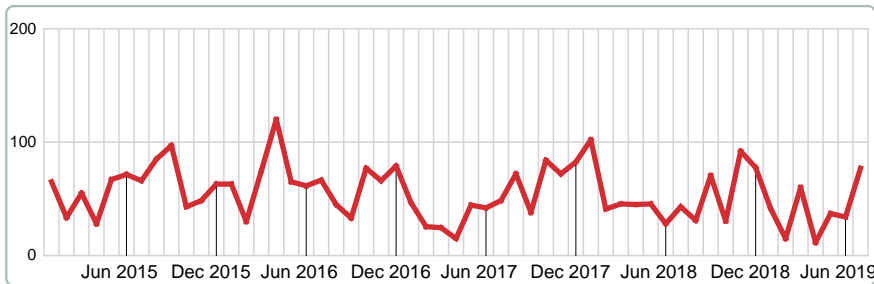
JULY



YEAR TO DATE (YTD)

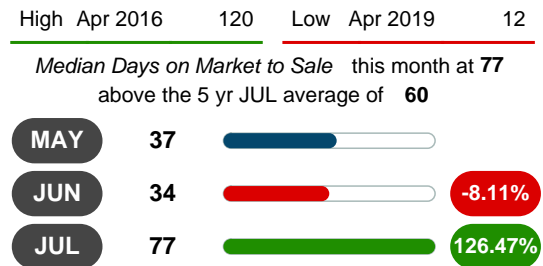


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 60



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
\$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%	75	0	75	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
Median Closed DOM		77	83	63	67	0
Total Closed Units	100%	77.0	2	9	2	
Total Closed Volume		1,746,000	357.00K	962.00K	427.00K	0.00B

July 2019



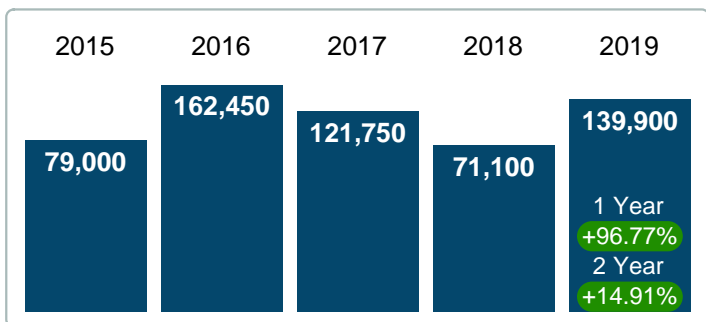
Area Delimited by County Of Sequoyah - Residential Property Type



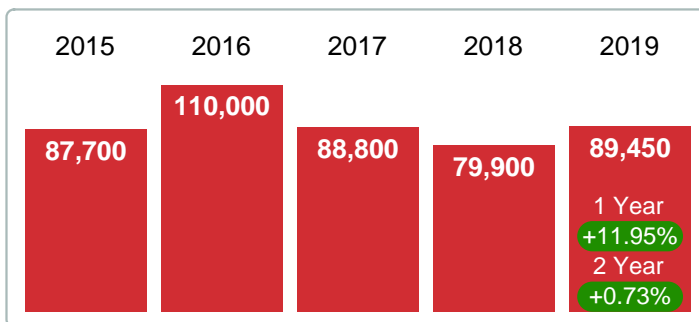
MEDIAN LIST PRICE AT CLOSING

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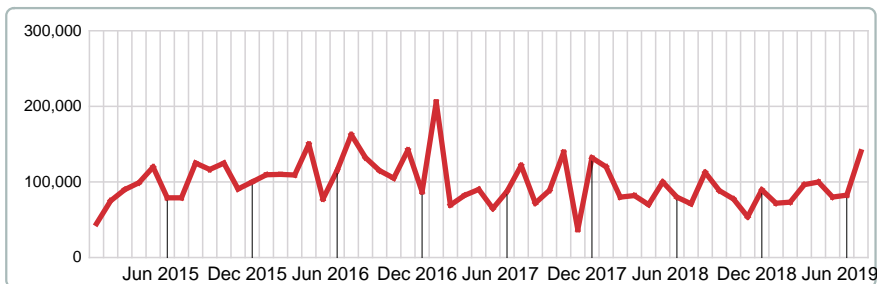
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 114,840

High Jan 2017 205,750 Low Nov 2017 37,000
 Median List Price at Closing this month at **139,900**
 above the 5 yr JUL average of **114,840**

MAY	80,000	<div style="width: 30%;"></div>
JUN	82,500	<div style="width: 35%;"></div> 3.13%
JUL	139,900	<div style="width: 80%;"></div> 69.58%

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
\$50,000 and less	7.69%	44,900	0	44,900	0	0
\$50,001 - \$70,000	7.69%	68,000	0	68,000	0	0
\$70,001 - \$100,000	15.38%	89,500	0	89,500	0	0
\$100,001 - \$150,000	30.77%	128,825	0	128,825	0	0
\$150,001 - \$200,000	7.69%	159,900	159,900	0	0	0
\$200,001 - \$210,000	0.00%	159,900	0	0	0	0
\$210,001 and up	30.77%	234,500	265,000	239,000	224,000	0
Median List Price		139,900	212,450	107,500	224,000	0
Total Closed Units	100%	13	2	9	2	
Total Closed Volume		1,916,450	424.90K	1.04M	448.00K	0.00B

July 2019



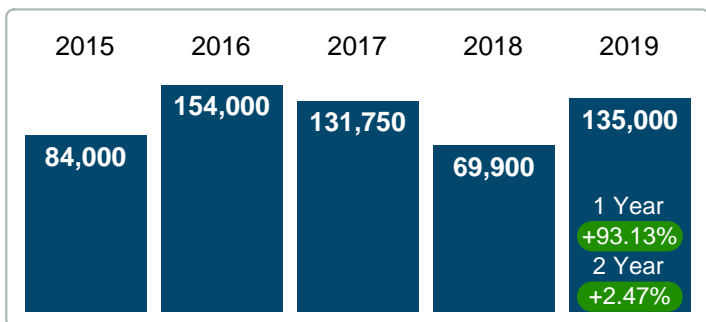
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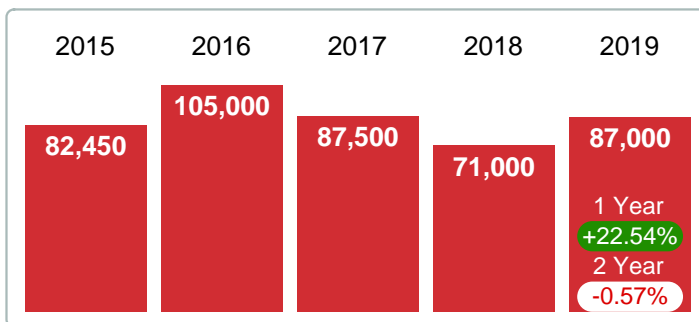
MEDIAN SOLD PRICE AT CLOSING

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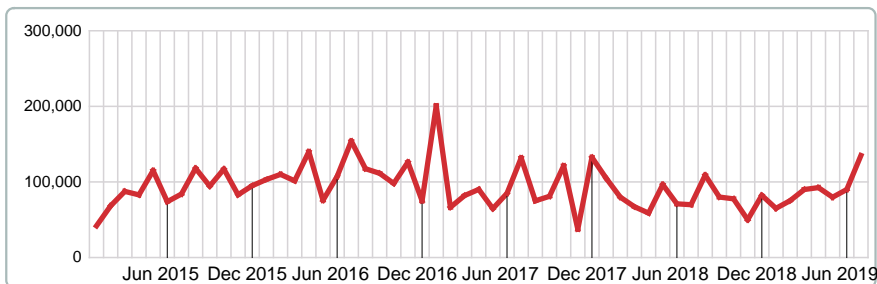
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

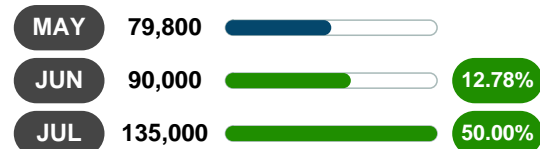


3 MONTHS

5 year JUL AVG = 114,930

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

Median Sold Price at Closing this month at **135,000** above the 5 yr JUL average of **114,930**



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
\$50,000 and less	1	7.69%	43,500	0	43,500	0	0
\$50,001 - \$70,000	1	7.69%	50,400	0	50,400	0	0
\$70,001 - \$100,000	2	15.38%	82,000	0	82,000	0	0
\$100,001 - \$150,000	4	30.77%	124,750	0	124,750	0	0
\$150,001 - \$200,000	2	15.38%	176,000	152,000	200,000	0	0
\$200,001 - \$210,000	1	7.69%	205,000	205,000	0	0	0
\$210,001 and up	2	15.38%	213,500	0	0	213,500	0
Median Sold Price			135,000	178,500	107,100	213,500	0
Total Closed Units		100%	135,000	2	9	2	
Total Closed Volume			1,746,000	357.00K	962.00K	427.00K	0.00B

July 2019



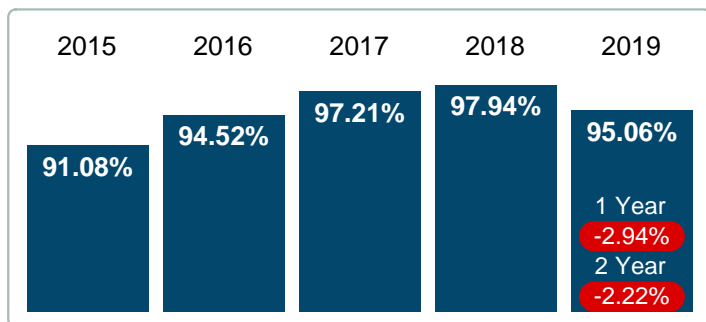
Area Delimited by County Of Sequoyah - Residential Property Type



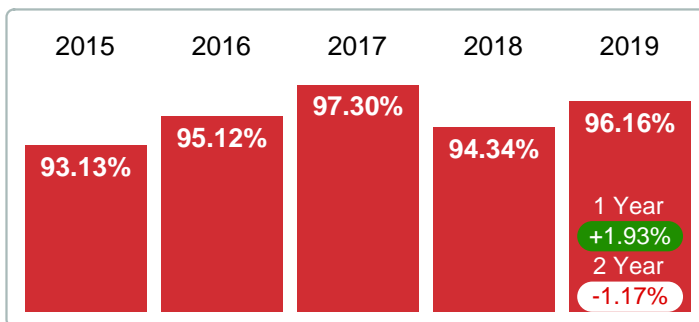
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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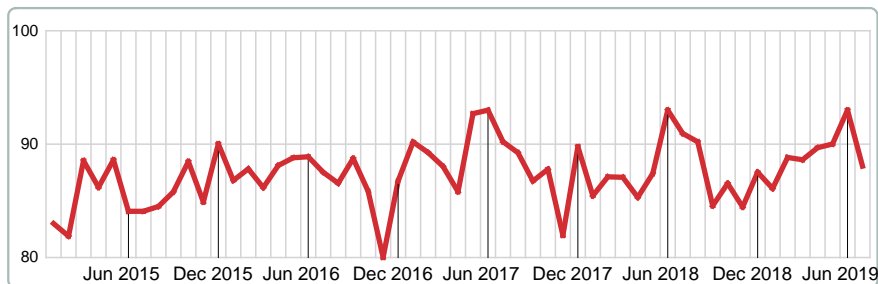
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

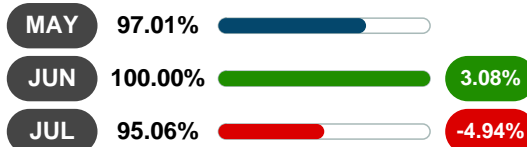


3 MONTHS

5 year JUL AVG = 95.16%

High Jun 2019 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **95.06%**
equal to 5 yr JUL average of **95.16%**



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
\$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%	98.43%	0.00%	98.43%	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%
Median Sold/List Ratio		95.06%		86.21%	96.50%	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

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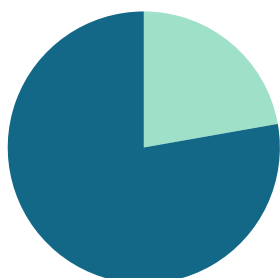
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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INVENTORY

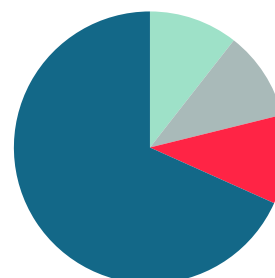


Inventory
 New Listings
24 = 22.22%
 Start Inventory
84
 Total Inventory Units
108
 Volume
\$27,124,693

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%
Median List Price	71,100	139,900	96.77%	79,900	89,450	11.95%
Median Sale Price	69,900	135,000	93.13%	71,000	87,000	22.54%
Median Percent of Selling Price to List Price	97.94%	95.06%	-2.94%	94.34%	96.16%	1.93%
Median Days on Market to Sale	43.00	77.00	79.07%	43.00	35.50	-17.44%
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

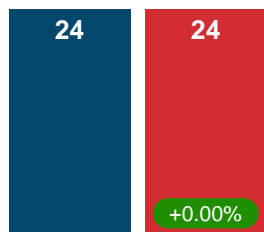
Inventory on July 31, 2019 = 84

2018 2019

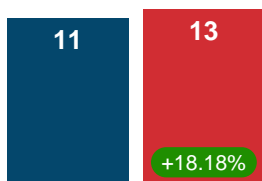
JULY MARKET

MEDIAN PRICES

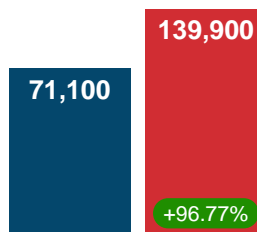
New Listings



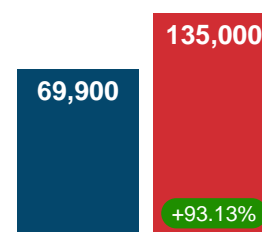
Pending Listings



List Price



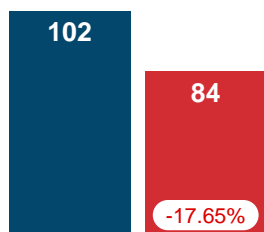
Sale Price



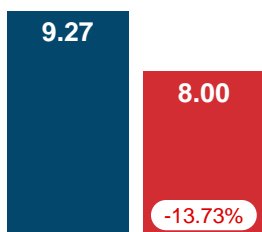
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

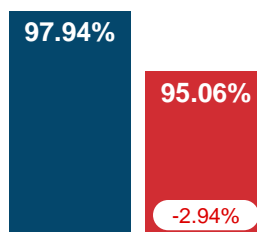
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

