

November 2019



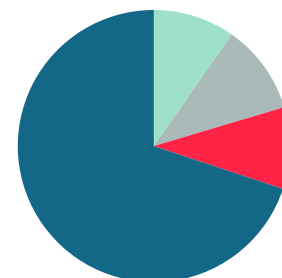
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	5	10	100.00%
Pending Listings	14	11	-21.43%
New Listings	19	13	-31.58%
Average List Price	89,540	101,110	12.92%
Average Sale Price	81,800	95,408	16.64%
Average Percent of Selling Price to List Price	91.28%	92.70%	1.56%
Average Days on Market to Sale	102.20	38.90	-61.94%
End of Month Inventory	104	72	-30.77%
Months Supply of Inventory	10.15	6.91	-31.88%



■ Closed (9.71%)
■ Pending (10.68%)
■ Other OffMarket (9.71%)
■ Active (69.90%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of November 30, 2019 = **72**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **30.77%** to 72 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 **6.91** 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 **16.64%** in November 2019 to \$95,408 versus the previous year at \$81,800.

Average Days on Market Shortens

The average number of **38.90** days that homes spent on the market before selling decreased by 63.30 days or **61.94%** in November 2019 compared to last year's same month at **102.20** DOM.

Sales Success for November 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 13 New Listings in November 2019, down **31.58%** from last year at 19. Furthermore, there were 10 Closed Listings this month versus last year at 5, a **100.00%** increase.

Closed versus Listed trends yielded a **76.9%** ratio, up from previous year's, November 2018, at **26.3%**, a **192.31%** 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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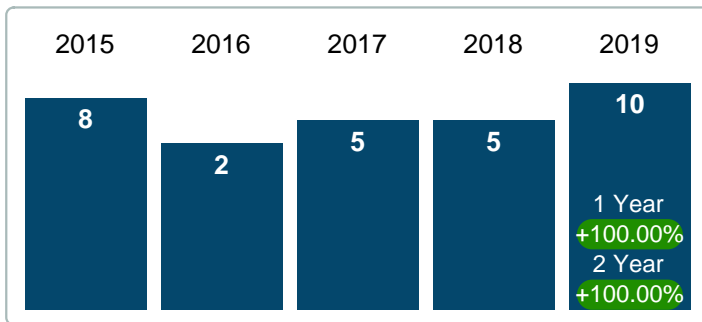
Area Delimited by County Of Sequoyah - Residential Property Type



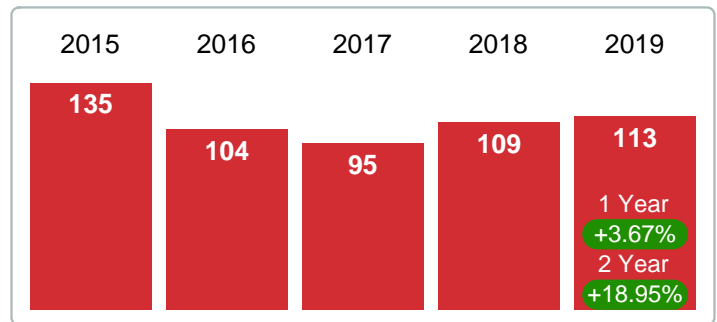
CLOSED LISTINGS

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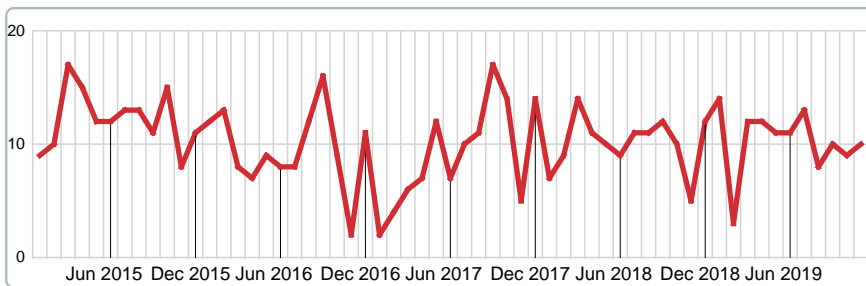
NOVEMBER



YEAR TO DATE (YTD)

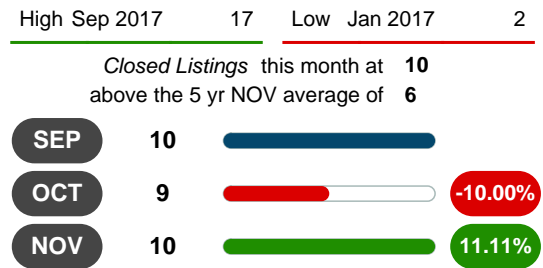


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 6



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0	0.00%	0.0	0	0	0	0
\$30,001 - \$60,000	2	20.00%	48.5	1	1	0	0
\$60,001 - \$70,000	1	10.00%	47.0	0	1	0	0
\$70,001 - \$110,000	3	30.00%	16.0	1	2	0	0
\$110,001 - \$110,000	0	0.00%	0.0	0	0	0	0
\$110,001 - \$160,000	3	30.00%	55.0	0	2	0	1
\$160,001 and up	1	10.00%	32.0	0	0	1	0
Total Closed Units	10			2	6	1	1
Total Closed Volume	954,081	100%	38.9	128.50K	512.83K	167.00K	145.76K
Average Closed Price	\$95,408			\$64,250	\$85,471	\$167,000	\$145,756

November 2019



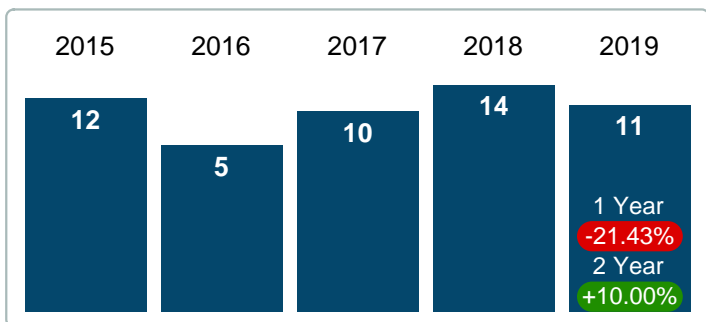
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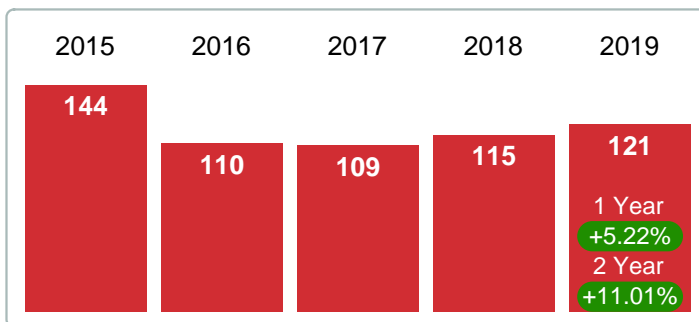
PENDING LISTINGS

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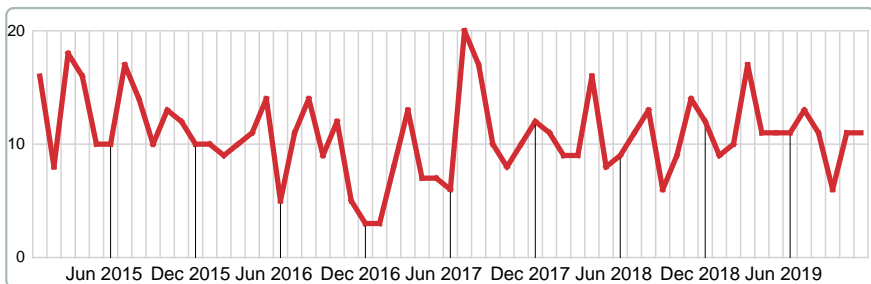
NOVEMBER



YEAR TO DATE (YTD)

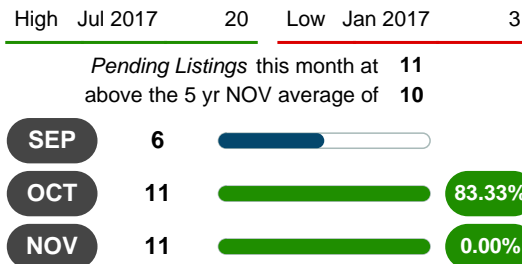


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 10



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	9.09%	9.0	0	1	0	0
\$50,001 - \$80,000	1	9.09%	27.0	0	1	0	0
\$80,001 - \$90,000	1	9.09%	9.0	0	1	0	0
\$90,001 - \$110,000	3	27.27%	49.7	1	2	0	0
\$110,001 - \$180,000	3	27.27%	91.0	0	3	0	0
\$180,001 - \$210,000	0	0.00%	0.0	0	0	0	0
\$210,001 and up	2	18.18%	63.0	1	0	0	1
Total Pending Units	11			2	8	0	1
Total Pending Volume	1,473,200	100%	53.9	420.00K	838.20K	0.00B	215.00K
Average Listing Price	\$133,927			\$210,000	\$104,775	\$0	\$215,000

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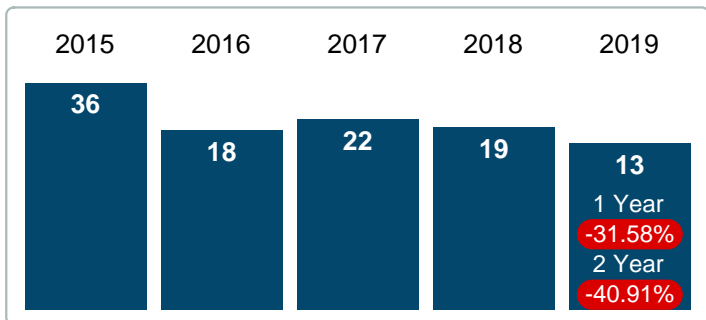
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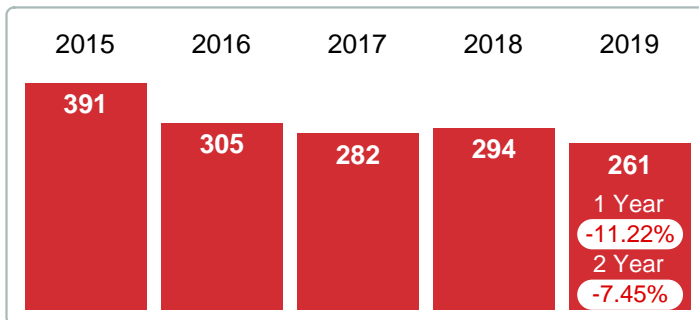
NEW LISTINGS

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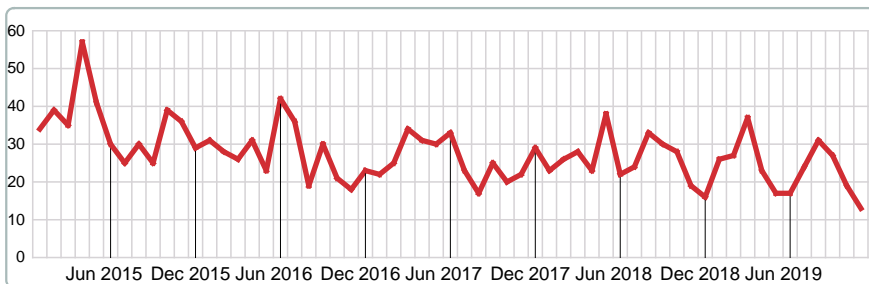
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 22

High Apr 2015 57 Low Nov 2019 13

New Listings this month at 13
below the 5 yr NOV average of 22



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1	7.69%	0	1	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0
\$40,001 - \$100,000	3	23.08%	0	3	0	0
\$100,001 - \$160,000	5	38.46%	2	3	0	0
\$160,001 - \$220,000	1	7.69%	1	0	0	0
\$220,001 - \$230,000	1	7.69%	0	0	1	0
\$230,001 and up	2	15.38%	0	2	0	0
Total New Listed Units	13		3	9	1	0
Total New Listed Volume	1,776,395	100%	456.50K	1.10M	223.00K	0.00B
Average New Listed Listing Price	\$110,057		\$152,167	\$121,877	\$223,000	\$0

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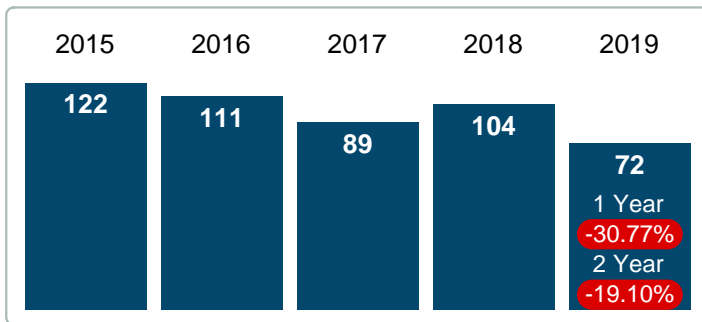
Area Delimited by County Of Sequoyah - Residential Property Type



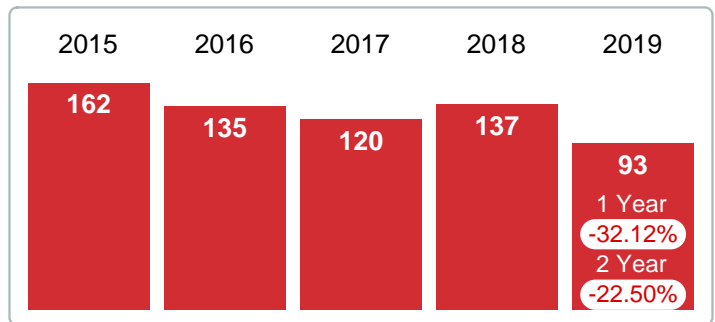
ACTIVE INVENTORY

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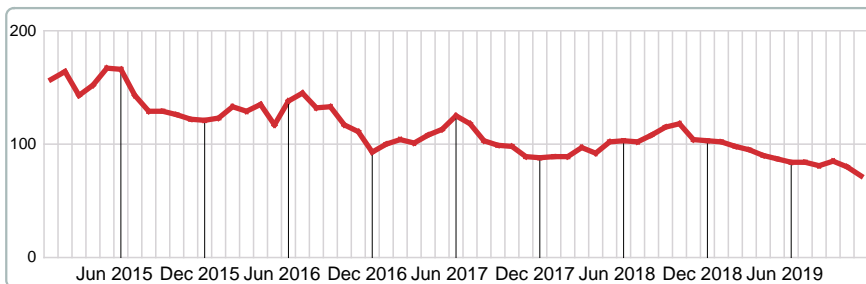
END OF NOVEMBER



ACTIVE DURING NOVEMBER

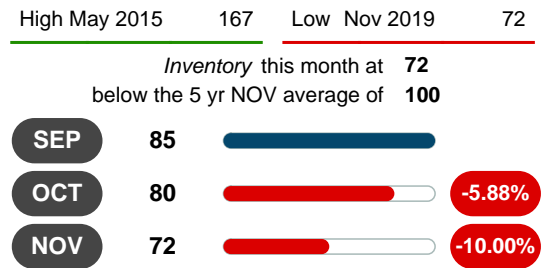


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 100



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	7	9.72%	41.0	1	5	1	0
\$50,001 - \$75,000	7	9.72%	84.1	3	4	0	0
\$75,001 - \$125,000	13	18.06%	79.7	2	9	2	0
\$125,001 - \$200,000	17	23.61%	88.5	4	9	3	1
\$200,001 - \$275,000	9	12.50%	87.3	4	3	1	1
\$275,001 - \$475,000	11	15.28%	97.4	0	7	2	2
\$475,001 and up	8	11.11%	99.5	0	2	3	3
Total Active Inventory by Units	72			14	39	12	7
Total Active Inventory by Volume	16,406,743	100%	84.3	2.01M	7.28M	3.30M	3.81M
Average Active Inventory Listing Price	\$227,871			\$143,771	\$186,781	\$274,708	\$544,714

November 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 NOVEMBER

2015	2016	2017	2018	2019

INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
72	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 NOV AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	9.72%	2.55	1.33	2.73	6.00	0.00
\$50,001 - \$75,000	7	9.72%	5.60	18.00	3.69	0.00	0.00
\$75,001 - \$125,000	13	18.06%	4.33	3.00	4.32	8.00	0.00
\$125,001 - \$200,000	17	23.61%	9.27	16.00	7.71	12.00	6.00
\$200,001 - \$275,000	9	12.50%	9.00	24.00	9.00	2.40	12.00
\$275,001 - \$475,000	11	15.28%	22.00	0.00	21.00	0.00	24.00
\$475,001 and up	8	11.11%	96.00	0.00	0.00	0.00	36.00
Market Supply of Inventory (MSI)		6.91		6.72	5.71	11.08	16.80
Total Active Inventory by Units		72	100%	14	39	12	7

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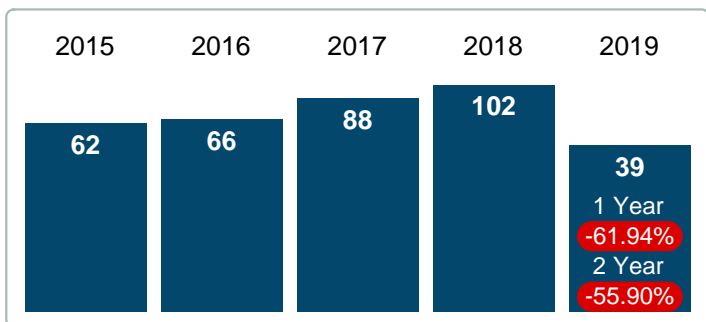
Area Delimited by County Of Sequoyah - Residential Property Type



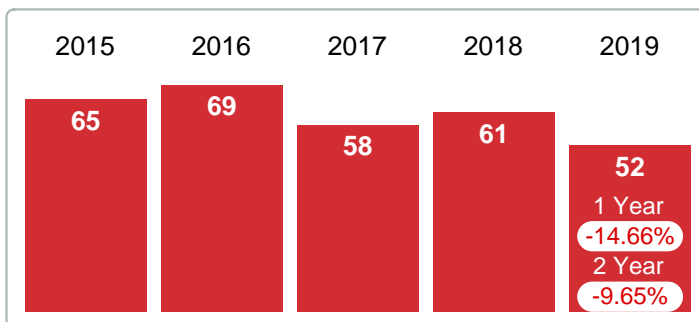
AVERAGE DAYS ON MARKET TO SALE

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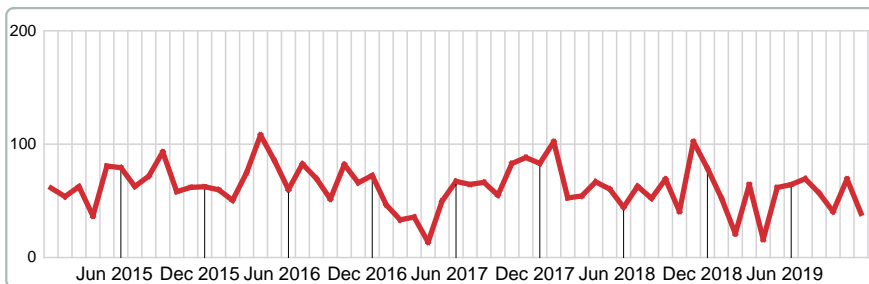
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

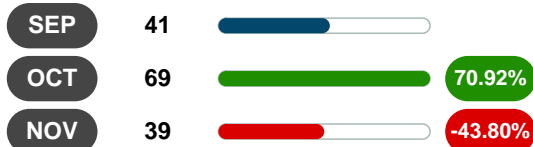


3 MONTHS

5 year NOV AVG = 71

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 39 below the 5 yr NOV average of 71



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
\$30,000 and less	0.00%	0	0	0	0	0
\$30,001 - \$60,000	20.00%	49	34	63	0	0
\$60,001 - \$70,000	10.00%	47	0	47	0	0
\$70,001 - \$110,000	30.00%	16	28	10	0	0
\$110,001 - \$110,000	0.00%	0	0	0	0	0
\$110,001 - \$160,000	30.00%	55	0	43	0	79
\$160,001 and up	10.00%	32	0	0	32	0
Average Closed DOM		39	31	36	32	79
Total Closed Units	100%	39	2	6	1	1
Total Closed Volume		954,081	128.50K	512.83K	167.00K	145.76K



Area Delimited by County Of Sequoyah - Residential Property Type

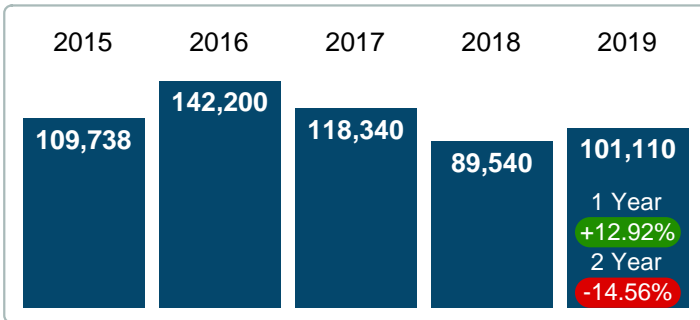


November 2019

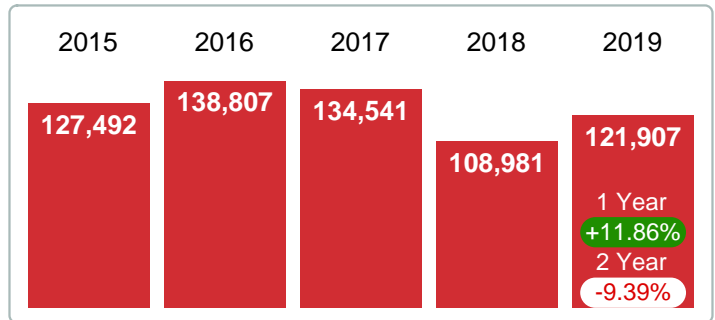
AVERAGE LIST PRICE AT CLOSING

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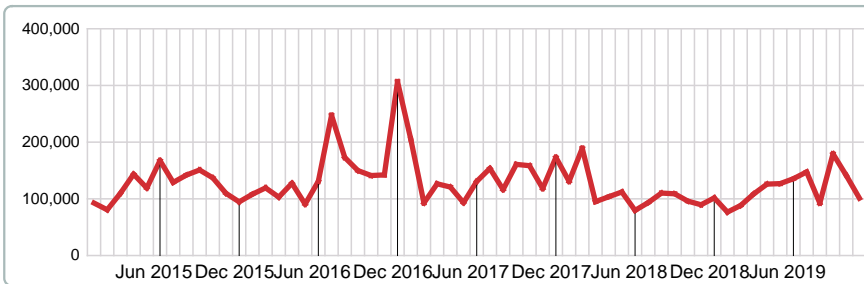
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

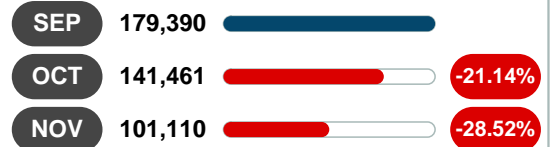


3 MONTHS

5 year NOV AVG = 112,186

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

Average List Price at Closing this month at **101,110**
below the 5 yr NOV average of **112,186**



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
\$30,000 and less	0	0.00%	0	0	0	0
\$30,001 - \$60,000	2	20.00%	49,900	40,000	0	0
\$60,001 - \$70,000	1	10.00%	0	76,500	0	0
\$70,001 - \$110,000	2	20.00%	105,000	94,000	0	0
\$110,001 - \$110,000	0	0.00%	0	0	0	0
\$110,001 - \$160,000	4	40.00%	0	116,400	0	149,000
\$160,001 and up	1	10.00%	0	0	169,900	0
Average List Price		101,110	77,450	89,550	169,900	149,000
Total Closed Units		10	2	6	1	1
Total Closed Volume		1,011,100	154.90K	537.30K	169.90K	149.00K

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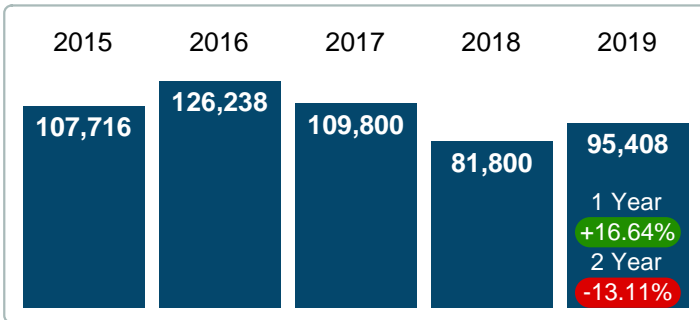
Area Delimited by County Of Sequoyah - Residential Property Type



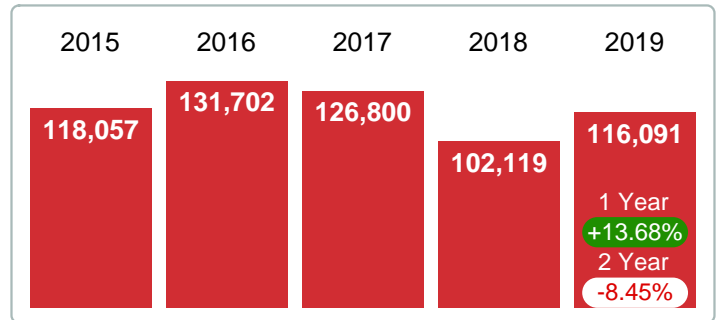
AVERAGE SOLD PRICE AT CLOSING

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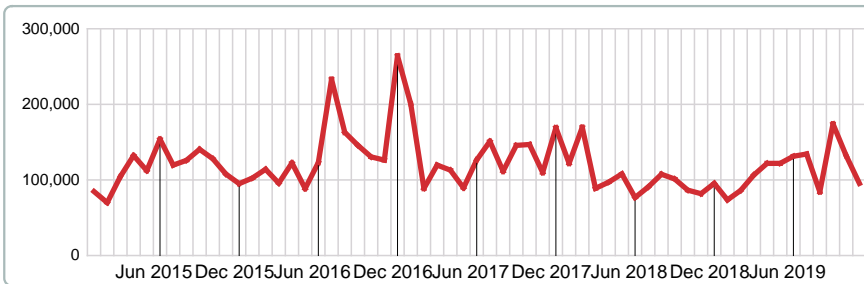
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

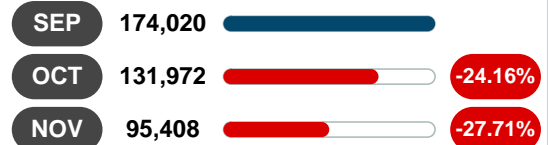


3 MONTHS

5 year NOV AVG = 104,192

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

Average Sold Price at Closing this month at **95,408**
below the 5 yr NOV average of **104,192**



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
\$30,000 and less	0.00%	0	0	0	0	0
\$30,001 - \$60,000	20.00%	36,750	38,500	35,000	0	0
\$60,001 - \$70,000	10.00%	67,725	0	67,725	0	0
\$70,001 - \$110,000	30.00%	89,833	90,000	89,750	0	0
\$110,001 - \$110,000	0.00%	0	0	0	0	0
\$110,001 - \$160,000	30.00%	125,452	0	115,300	0	145,756
\$160,001 and up	10.00%	167,000	0	0	167,000	0
Average Sold Price		95,408	64,250	85,471	167,000	145,756
Total Closed Units	100%	95,408	2	6	1	1
Total Closed Volume		954,081	128.50K	512.83K	167.00K	145.76K

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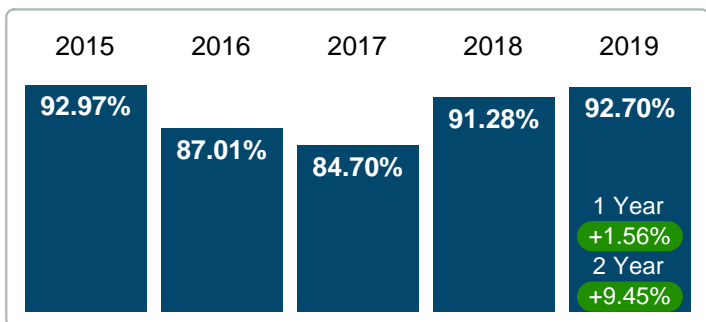
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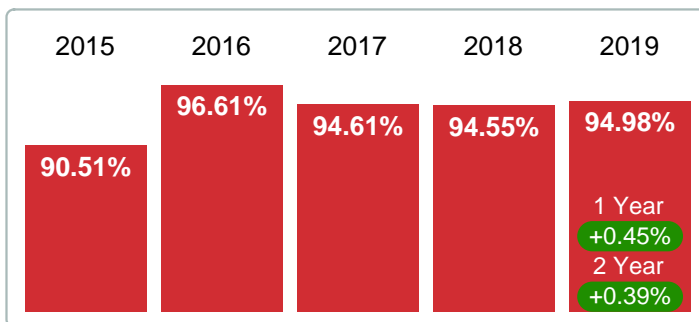
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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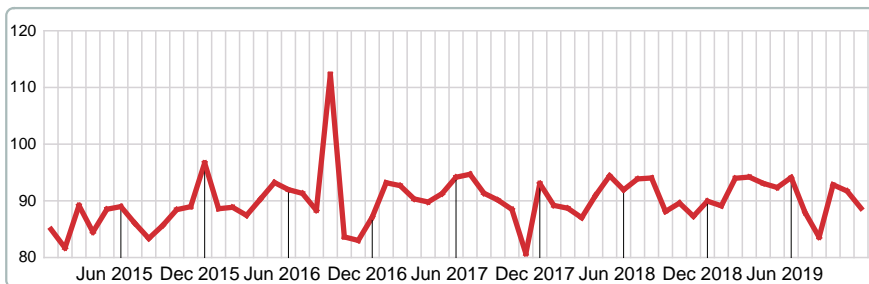
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

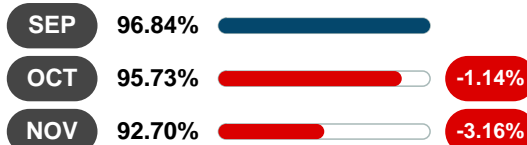


3 MONTHS

5 year NOV AVG = 89.73%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **92.70%**
above the 5 yr NOV average of **89.73%**



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
\$30,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$60,000	2	20.00%	82.33%	77.15%	87.50%	0.00%	0.00%
\$60,001 - \$70,000	1	10.00%	88.53%	0.00%	88.53%	0.00%	0.00%
\$70,001 - \$110,000	3	30.00%	93.22%	85.71%	96.98%	0.00%	0.00%
\$110,001 - \$110,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$110,001 - \$160,000	3	30.00%	98.63%	0.00%	99.03%	0.00%	97.82%
\$160,001 and up	1	10.00%	98.29%	0.00%	0.00%	98.29%	0.00%
Average Sold/List Ratio		92.70%		81.43%	94.68%	98.29%	97.82%
Total Closed Units		10	100%	2	6	1	1
Total Closed Volume		954,081		128.50K	512.83K	167.00K	145.76K

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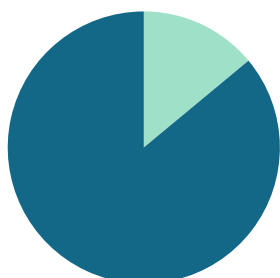
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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INVENTORY

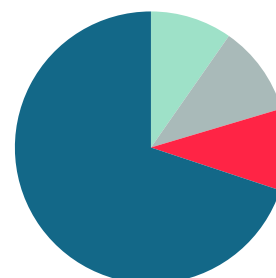


Inventory
 New Listings
13 = 13.98%
 Start Inventory
80
 Total Inventory Units
93
 Volume
\$19,524,343

Market Activity

Closed Sales
10 = 9.71%
 Pending Sales
11 = 10.68%
 Other Off Market
10 = 9.71%
 Active Inventory
72 = 69.90%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	5	10	100.00%	109	113	3.67%
Pending Sales	14	11	-21.43%	115	121	5.22%
New Listings	19	13	-31.58%	294	261	-11.22%
Average List Price	89,540	101,110	12.92%	108,981	121,907	11.86%
Average Sale Price	81,800	95,408	16.64%	102,119	116,091	13.68%
Average Percent of Selling Price to List Price	91.28%	92.70%	1.56%	94.55%	94.98%	0.45%
Average Days on Market to Sale	102.20	38.90	-61.94%	61.44	52.43	-14.66%
Monthly Inventory	104	72	-30.77%	104	72	-30.77%
Months Supply of Inventory	10.15	6.91	-31.88%	10.15	6.91	-31.88%

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

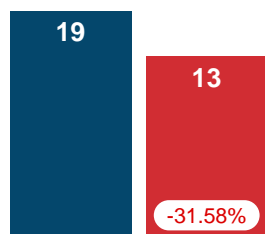
Inventory on November 30, 2019 = **72**

2018 **2019**

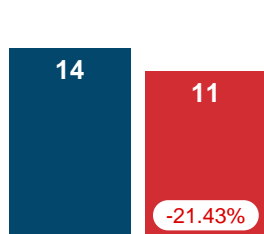
NOVEMBER MARKET

AVERAGE PRICES

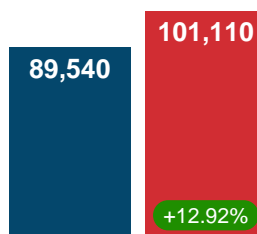
New Listings



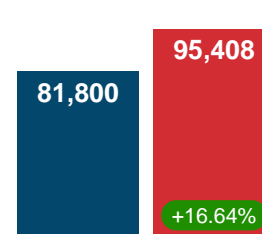
Pending Listings



List Price



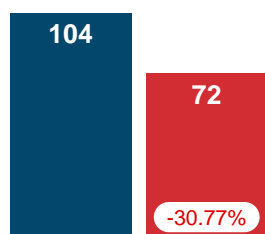
Sale Price



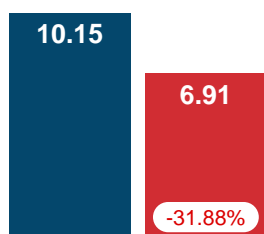
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

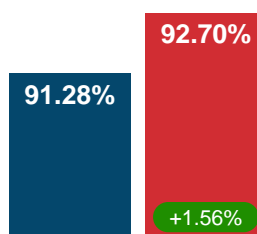
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

