

November 2019



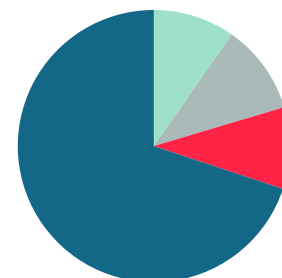
Area Delimited by County Of Sequoyah - Residential Property Type



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% |
| Median List Price | 53,900 | 108,950 | 102.13% |
| Median Sale Price | 50,000 | 98,750 | 97.50% |
| Median Percent of Selling Price to List Price | 91.46% | 94.46% | 3.29% |
| Median Days on Market to Sale | 92.00 | 36.50 | -60.33% |
| 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.

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 **97.50%** in November 2019 to \$98,750 versus the previous year at \$50,000.

Median Days on Market Shortens

The median number of **36.50** days that homes spent on the market before selling decreased by 55.50 days or **60.33%** in November 2019 compared to last year's same month at **92.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median 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.

What's in this Issue

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| Median Sale Price at Closing | 9 |
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| 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

November 2019



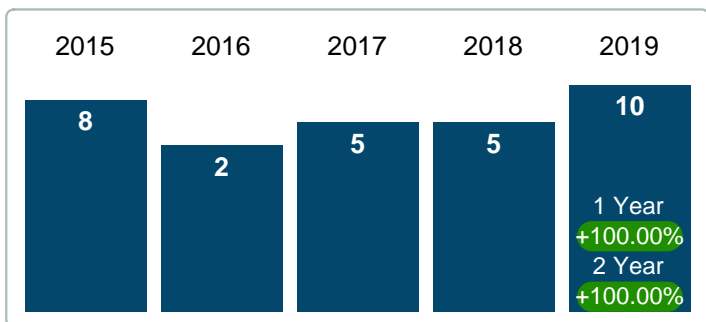
Area Delimited by County Of Sequoyah - Residential Property Type



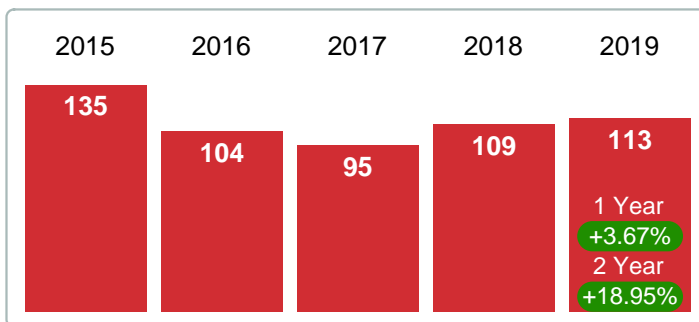
CLOSED LISTINGS

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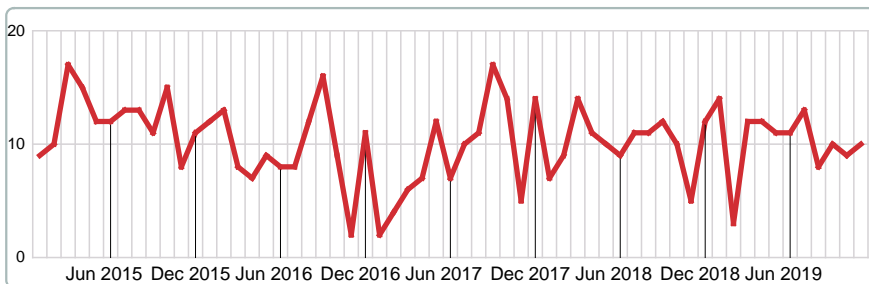
NOVEMBER



YEAR TO DATE (YTD)

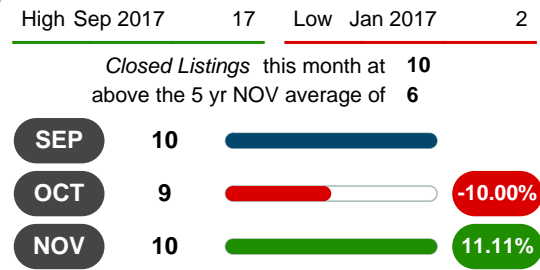


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 6



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 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% | 11.0 | 1 | 2 | 0 | 0 |
| \$110,001 - \$110,000 | 0 | 0.00% | 11.0 | 0 | 0 | 0 | 0 |
| \$110,001 - \$160,000 | 3 | 30.00% | 47.0 | 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% | 36.5 | 128.50K | 512.83K | 167.00K | 145.76K |
| Median Closed Price | \$98,750 | | | \$64,250 | \$89,750 | \$167,000 | \$145,756 |

November 2019



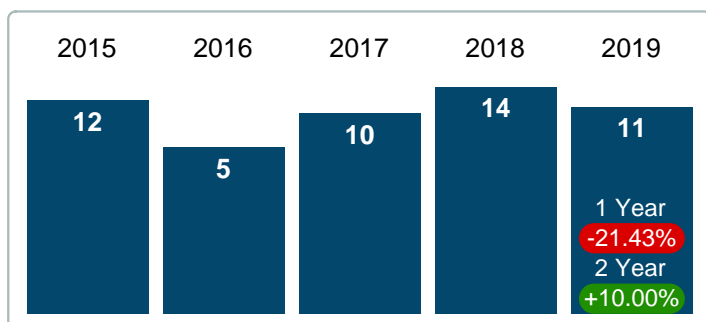
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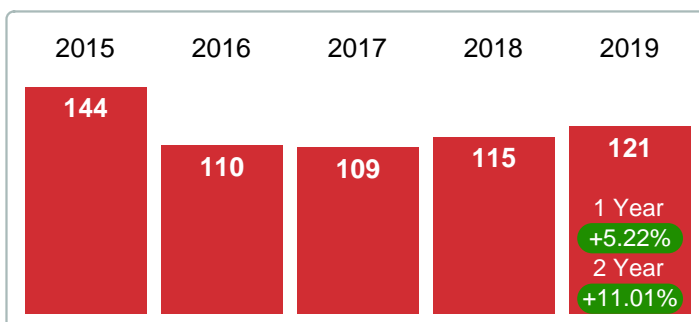
PENDING LISTINGS

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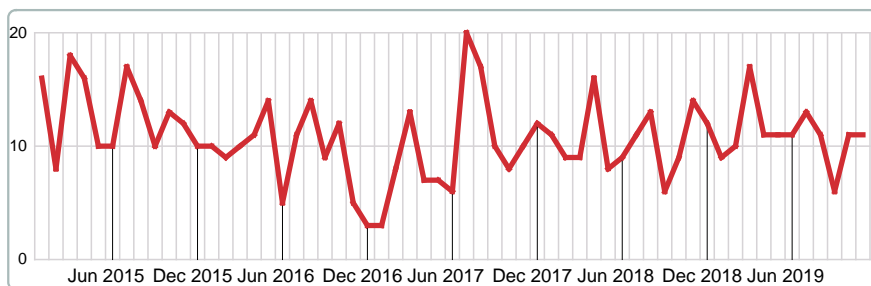
NOVEMBER



YEAR TO DATE (YTD)

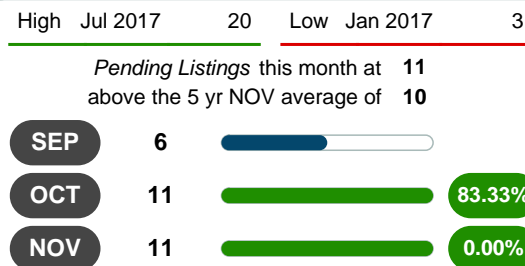


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 10



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 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% | 57.0 | 1 | 2 | 0 | 0 |
| \$110,001 - \$180,000 | 3 | 27.27% | 82.0 | 0 | 3 | 0 | 0 |
| \$180,001 - \$210,000 | 0 | 0.00% | 82.0 | 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% | 41.0 | 420.00K | 838.20K | 0.00B | 215.00K |
| Median Listing Price | \$110,000 | | | \$210,000 | \$104,500 | \$0 | \$215,000 |

November 2019



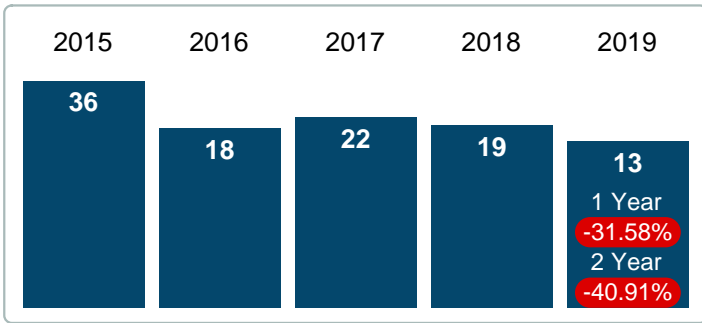
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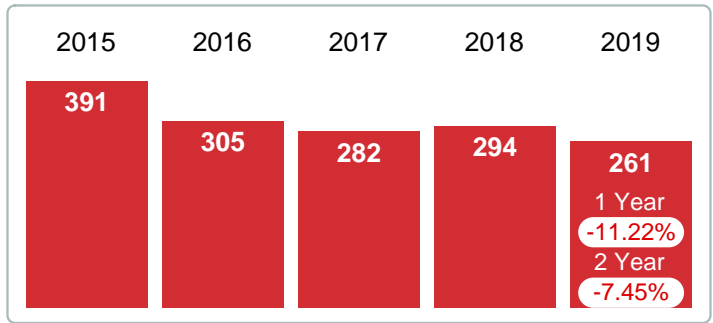
NEW LISTINGS

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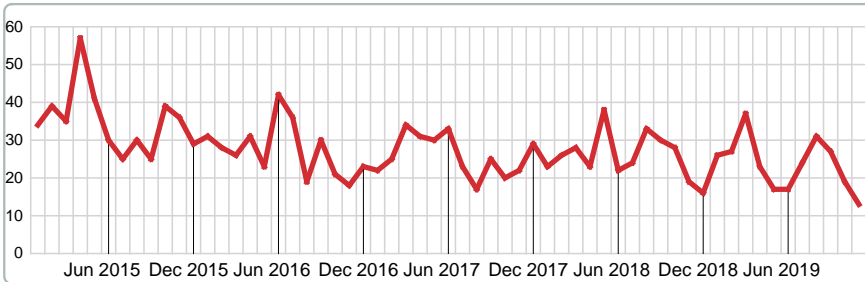
NOVEMBER



YEAR TO DATE (YTD)

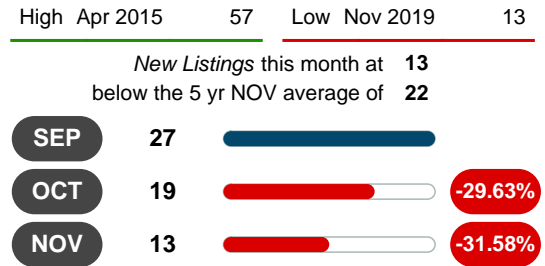


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 22



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 | 1 | 7.69% | 0 | 1 | 0 | 0 |
| \$25,001 - \$25,000 | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$25,001 - \$100,000 | 3 | 23.08% | 0 | 3 | 0 | 0 |
| \$100,001 - \$150,000 | 2 | 15.38% | 1 | 1 | 0 | 0 |
| \$150,001 - \$200,000 | 4 | 30.77% | 2 | 2 | 0 | 0 |
| \$200,001 - \$225,000 | 1 | 7.69% | 0 | 0 | 1 | 0 |
| \$225,001 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 |
| Median New Listed Listing Price | \$155,000 | | \$160,000 | \$109,000 | \$223,000 | \$0 |

November 2019



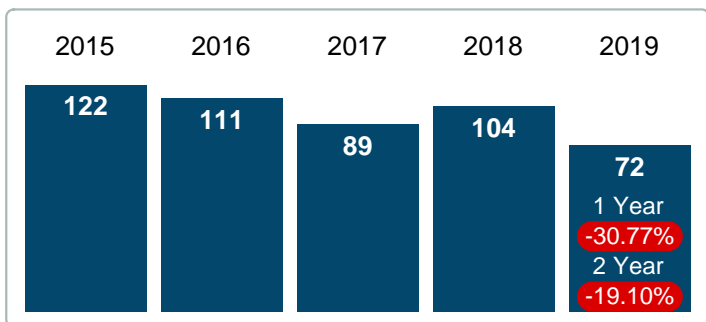
Area Delimited by County Of Sequoyah - Residential Property Type



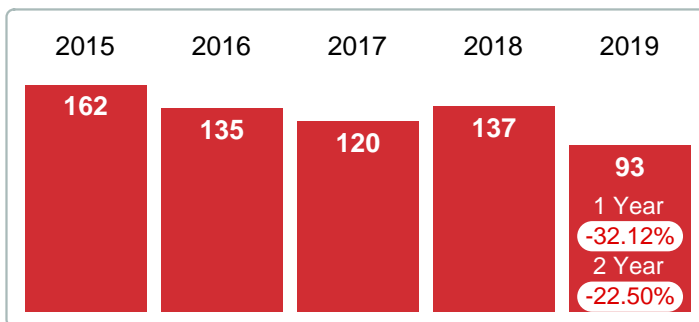
ACTIVE INVENTORY

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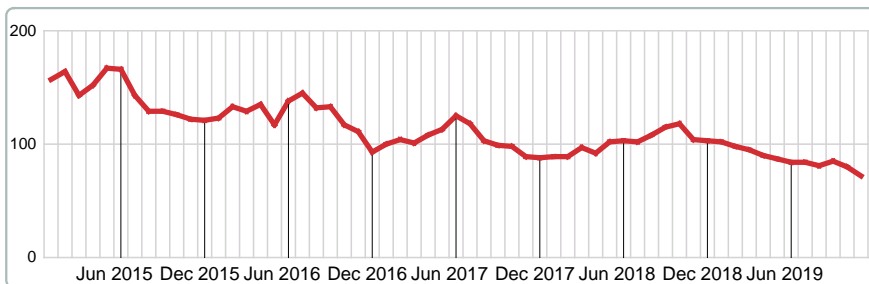
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 100

High May 2015 167 Low Nov 2019 72

Inventory this month at 72 below the 5 yr NOV average of 100



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 | 7 | 9.72% | 36.0 | 1 | 5 | 1 | 0 |
| \$50,001 - \$75,000 | 7 | 9.72% | 80.0 | 3 | 4 | 0 | 0 |
| \$75,001 - \$125,000 | 13 | 18.06% | 79.0 | 2 | 9 | 2 | 0 |
| \$125,001 - \$200,000 | 17 | 23.61% | 81.0 | 4 | 9 | 3 | 1 |
| \$200,001 - \$275,000 | 9 | 12.50% | 100.0 | 4 | 3 | 1 | 1 |
| \$275,001 - \$475,000 | 11 | 15.28% | 108.0 | 0 | 7 | 2 | 2 |
| \$475,001 and up | 8 | 11.11% | 105.0 | 0 | 2 | 3 | 3 |
| Total Active Inventory by Units | 72 | | | 14 | 39 | 12 | 7 |
| Total Active Inventory by Volume | 16,406,743 | 100% | 80.5 | 2.01M | 7.28M | 3.30M | 3.81M |
| Median Active Inventory Listing Price | \$159,950 | | | \$143,450 | \$137,900 | \$190,450 | \$429,999 |

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 |

November 2019



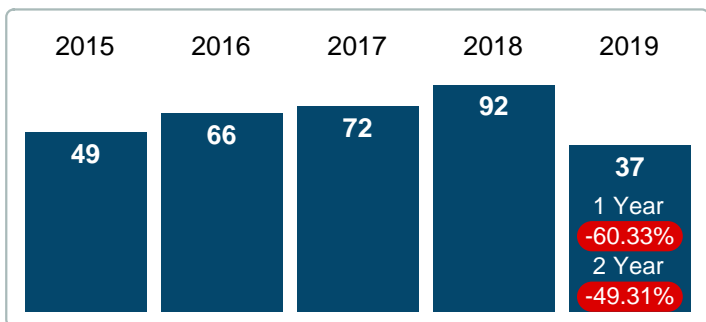
Area Delimited by County Of Sequoyah - Residential Property Type



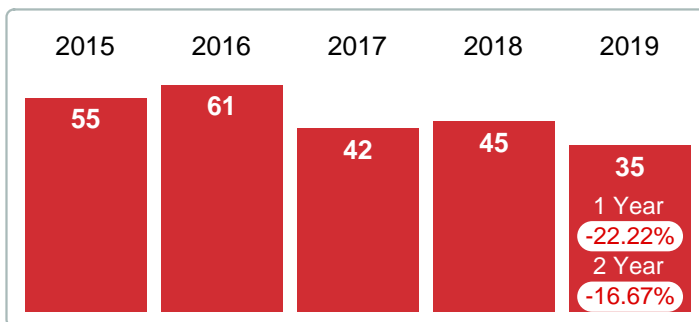
MEDIAN DAYS ON MARKET TO SALE

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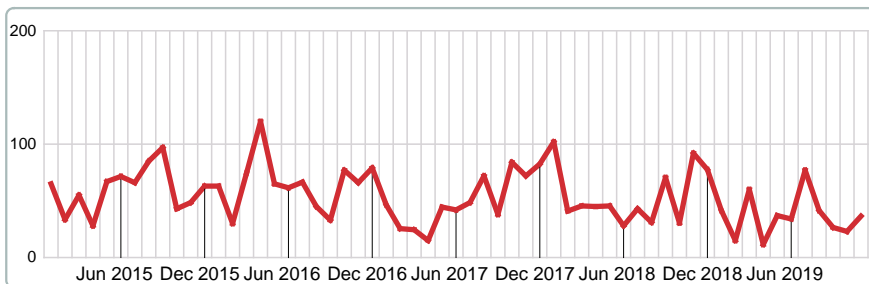
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

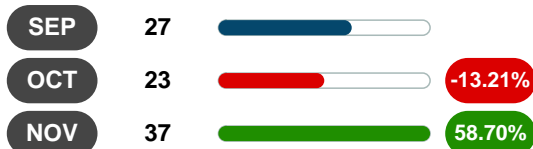


3 MONTHS

5 year NOV AVG = 63

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 37 below the 5 yr NOV average of 63



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 |
|--------------------------------------------------------------|-------------|----------------|----------------|----------------|----------------|----------------|
| \$30,000 and less | 0.00% | 105 | 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% | 11 | 28 | 10 | 0 | 0 |
| \$110,001 - \$110,000 | 0.00% | 11 | 0 | 0 | 0 | 0 |
| \$110,001 - \$160,000 | 30.00% | 47 | 0 | 43 | 0 | 79 |
| \$160,001 and up | 10.00% | 32 | 0 | 0 | 32 | 0 |
| Median Closed DOM | | 37 | 31 | 43 | 32 | 79 |
| Total Closed Units | 100% | 36.5 | 2 | 6 | 1 | 1 |
| Total Closed Volume | | 954,081 | 128.50K | 512.83K | 167.00K | 145.76K |

November 2019



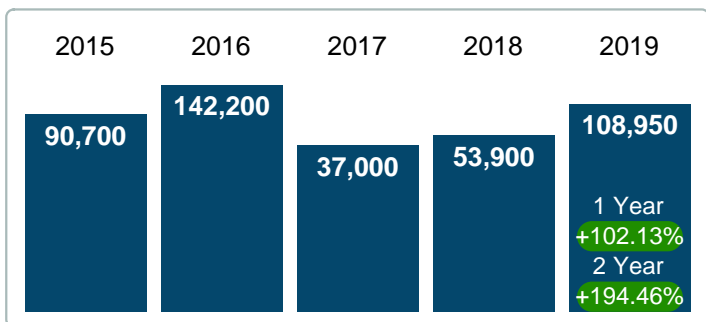
Area Delimited by County Of Sequoyah - Residential Property Type



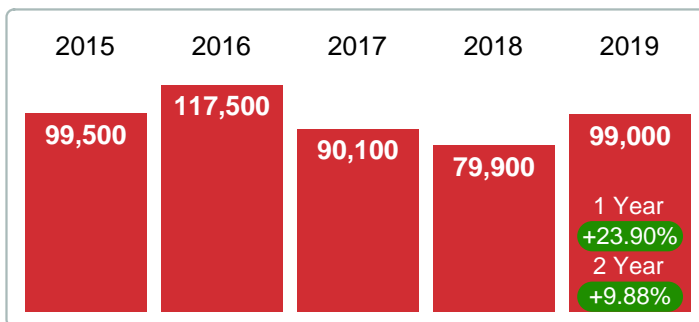
MEDIAN LIST PRICE AT CLOSING

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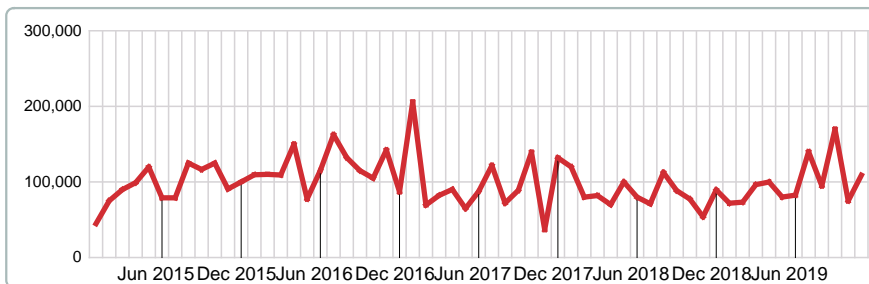
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

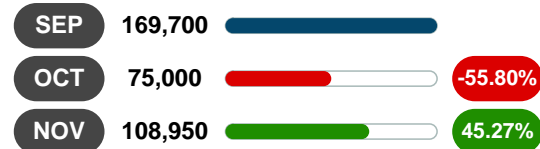


3 MONTHS

5 year NOV AVG = 86,550

High Jan 2017 205,750 Low Nov 2017 37,000

Median List Price at Closing this month at **108,950**
above the 5 yr NOV average of **86,550**



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 |
|-------------------------------------------------------------|-------------|------------------|----------------|----------------|----------------|----------------|
| \$30,000 and less | 0.00% | 32 | 0 | 0 | 0 | 0 |
| \$30,001 - \$60,000 | 20.00% | 44,950 | 49,900 | 40,000 | 0 | 0 |
| \$60,001 - \$70,000 | 10.00% | 70,000 | 0 | 70,000 | 0 | 0 |
| \$70,001 - \$110,000 | 20.00% | 90,750 | 105,000 | 76,500 | 0 | 0 |
| \$110,001 - \$110,000 | 0.00% | 90,750 | 0 | 0 | 0 | 0 |
| \$110,001 - \$160,000 | 40.00% | 118,950 | 0 | 118,000 | 0 | 149,000 |
| \$160,001 and up | 10.00% | 169,900 | 0 | 0 | 169,900 | 0 |
| Median List Price | | 108,950 | 77,450 | 94,700 | 169,900 | 149,000 |
| Total Closed Units | 100% | 108,950 | 2 | 6 | 1 | 1 |
| Total Closed Volume | | 1,011,100 | 154.90K | 537.30K | 169.90K | 149.00K |

November 2019



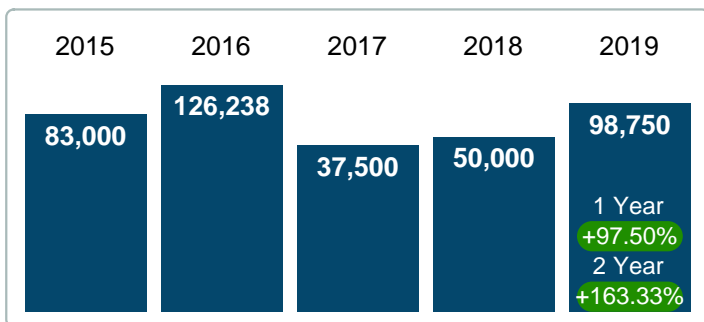
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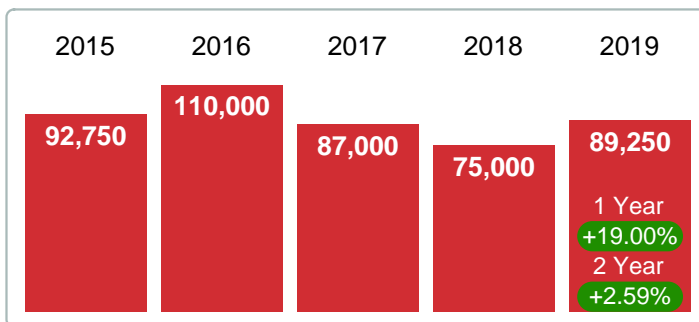
MEDIAN SOLD PRICE AT CLOSING

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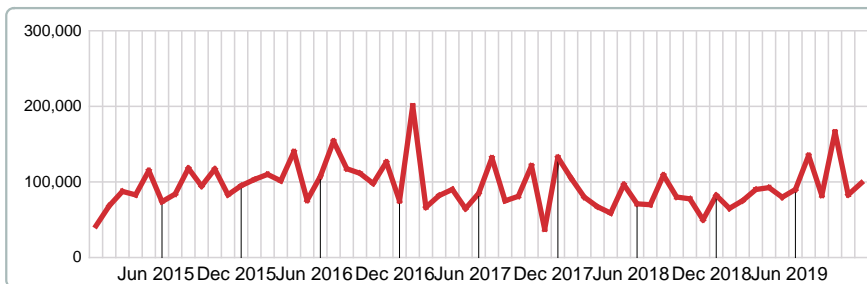
NOVEMBER



YEAR TO DATE (YTD)

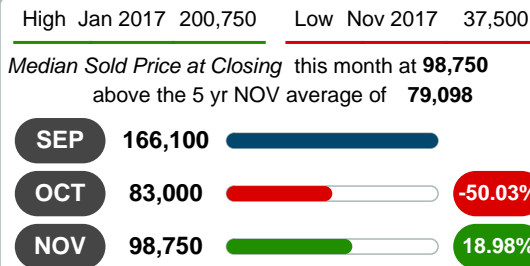


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 79,098



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 |
|-------------------------------------------------------------|---|--------|---------|----------|---------|---------|---------|
| \$30,000 and less | 0 | 0.00% | 169,900 | 0 | 0 | 0 | 0 |
| \$30,001 - \$60,000 | 2 | 20.00% | 36,750 | 38,500 | 35,000 | 0 | 0 |
| \$60,001 - \$70,000 | 1 | 10.00% | 67,725 | 0 | 67,725 | 0 | 0 |
| \$70,001 - \$110,000 | 3 | 30.00% | 90,000 | 90,000 | 89,750 | 0 | 0 |
| \$110,001 - \$110,000 | 0 | 0.00% | 90,000 | 0 | 0 | 0 | 0 |
| \$110,001 - \$160,000 | 3 | 30.00% | 119,600 | 0 | 115,300 | 0 | 145,756 |
| \$160,001 and up | 1 | 10.00% | 167,000 | 0 | 0 | 167,000 | 0 |
| Median Sold Price | | | 98,750 | 64,250 | 89,750 | 167,000 | 145,756 |
| Total Closed Units | | 100% | 98,750 | 2 | 6 | 1 | 1 |
| Total Closed Volume | | | 954,081 | 128.50K | 512.83K | 167.00K | 145.76K |

November 2019



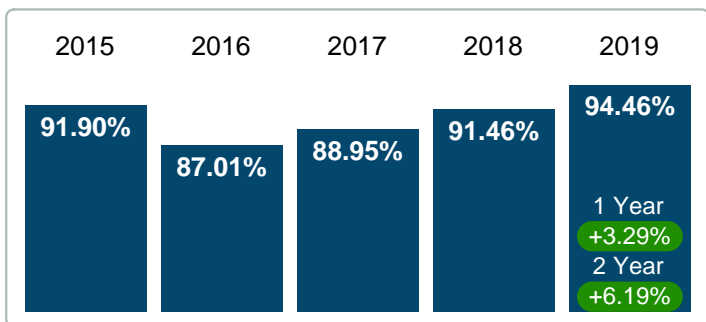
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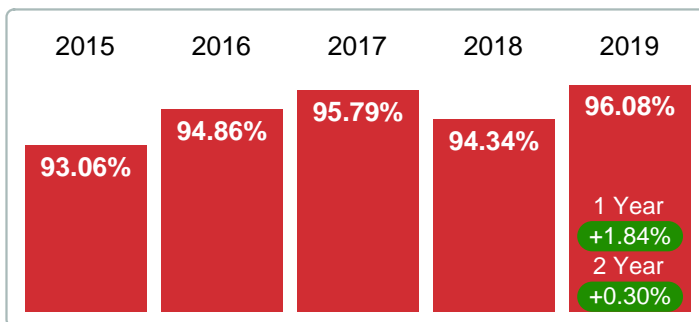
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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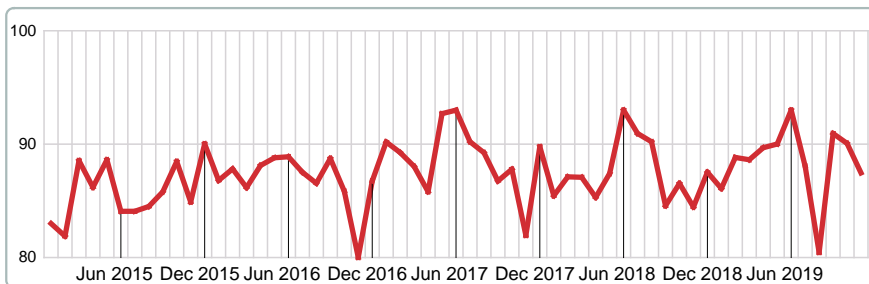
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

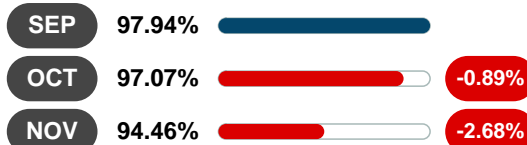


3 MONTHS

5 year NOV AVG = 90.76%

High Jun 2019 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **94.46%**
above the 5 yr NOV average of **90.76%**



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 |
|------------------------------------------------|---|---------|--------|----------|---------|---------|---------|
| \$30,000 and less | 0 | 0.00% | 67.00% | 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% | 91.10% | 85.71% | 96.98% | 0.00% | 0.00% |
| \$110,001 - \$110,000 | 0 | 0.00% | 91.10% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$110,001 - \$160,000 | 3 | 30.00% | 98.32% | 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% |
| Median Sold/List Ratio | | 94.46% | | 81.43% | 94.71% | 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 |

November 2019



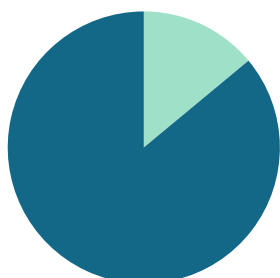
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

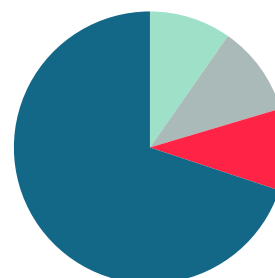


Inventory
 New Listings
13 = 13.98%
 Start Inventory
80
 Total Inventory Units
93
 Volume
\$19,524,343

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% |
| Median List Price | 53,900 | 108,950 | 102.13% | 79,900 | 99,000 | 23.90% |
| Median Sale Price | 50,000 | 98,750 | 97.50% | 75,000 | 89,250 | 19.00% |
| Median Percent of Selling Price to List Price | 91.46% | 94.46% | 3.29% | 94.34% | 96.08% | 1.84% |
| Median Days on Market to Sale | 92.00 | 36.50 | -60.33% | 45.00 | 35.00 | -22.22% |
| 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

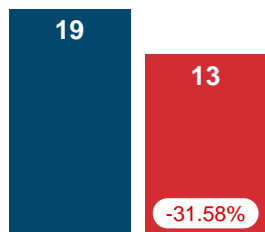
Inventory on November 30, 2019 = **72**

2018 **2019**

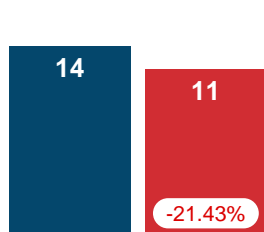
NOVEMBER MARKET

MEDIAN PRICES

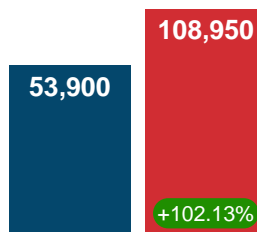
New Listings



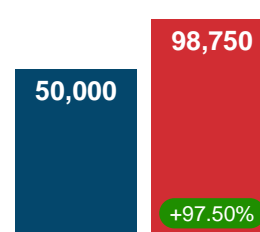
Pending Listings



List Price



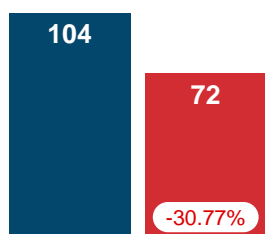
Sale Price



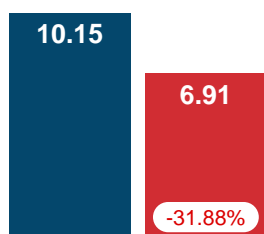
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

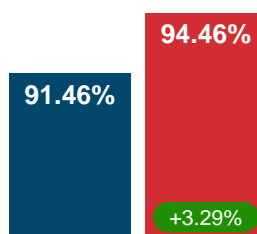
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

