

October 2019



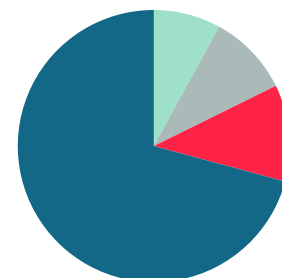
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	10	9	-10.00%
Pending Listings	9	11	22.22%
New Listings	28	19	-32.14%
Average List Price	95,960	141,461	47.42%
Average Sale Price	86,480	131,972	52.60%
Average Percent of Selling Price to List Price	93.61%	95.73%	2.27%
Average Days on Market to Sale	40.70	69.22	70.08%
End of Month Inventory	118	80	-32.20%
Months Supply of Inventory	11.51	8.00	-30.51%



■ Closed (7.96%)
■ Pending (9.73%)
■ Other OffMarket (11.50%)
■ Active (70.80%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of October 31, 2019 = **80**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **32.20%** to 80 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 **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 **52.60%** in October 2019 to \$131,972 versus the previous year at \$86,480.

Average Days on Market Lengthens

The average number of **69.22** days that homes spent on the market before selling increased by 28.52 days or **70.08%** in October 2019 compared to last year's same month at **40.70** DOM.

Sales Success for October 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 19 New Listings in October 2019, down **32.14%** from last year at 28. Furthermore, there were 9 Closed Listings this month versus last year at 10, a **-10.00%** decrease.

Closed versus Listed trends yielded a **47.4%** ratio, up from previous year's, October 2018, at **35.7%**, a **32.63%** 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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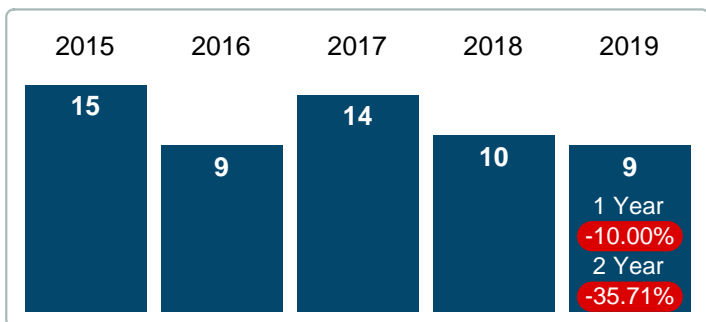
Area Delimited by County Of Sequoyah - Residential Property Type



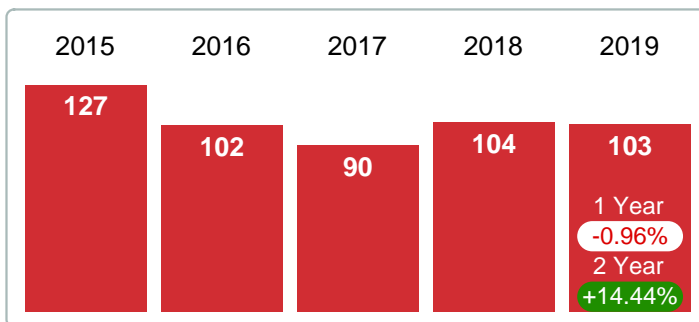
CLOSED LISTINGS

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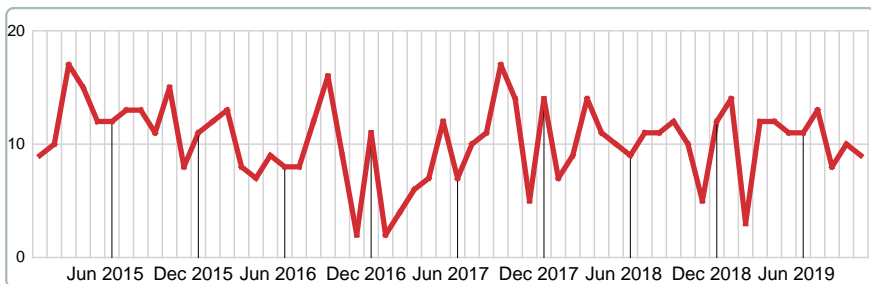
OCTOBER



YEAR TO DATE (YTD)

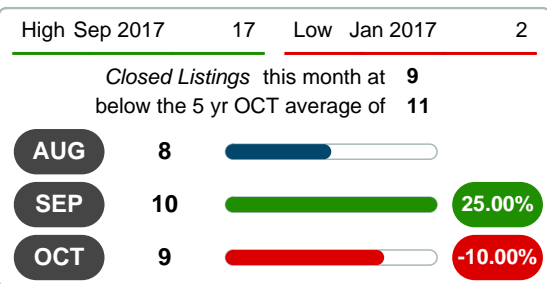


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 - \$40,000	2	22.22%	36.5	1	1	0	0
\$40,001 - \$60,000	1	11.11%	2.0	0	1	0	0
\$60,001 - \$160,000	3	33.33%	113.7	3	0	0	0
\$160,001 - \$160,000	0	0.00%	0.0	0	0	0	0
\$160,001 - \$330,000	2	22.22%	14.0	0	2	0	0
\$330,001 and up	1	11.11%	179.0	0	0	0	1
Total Closed Units	9			4	4	0	1
Total Closed Volume	1,187,751	100%	69.2	327.25K	529.50K	0.00B	331.00K
Average Closed Price	\$131,972			\$81,813	\$132,375	\$0	\$331,000

October 2019



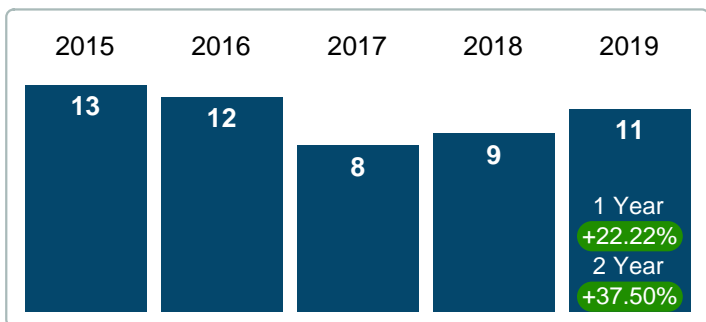
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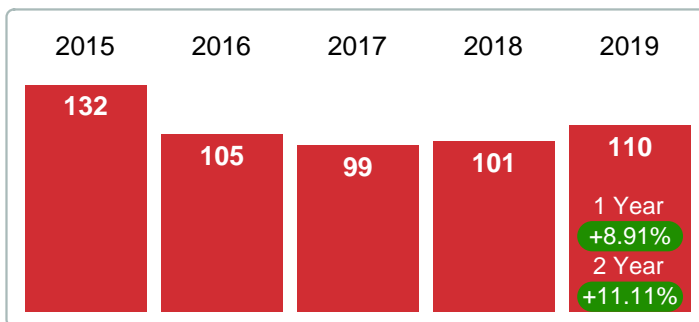
PENDING LISTINGS

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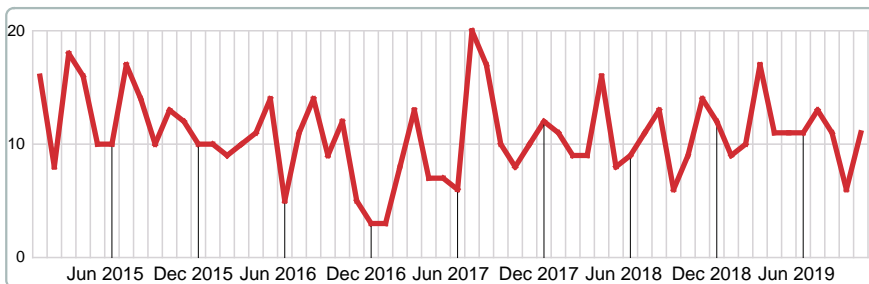
OCTOBER



YEAR TO DATE (YTD)

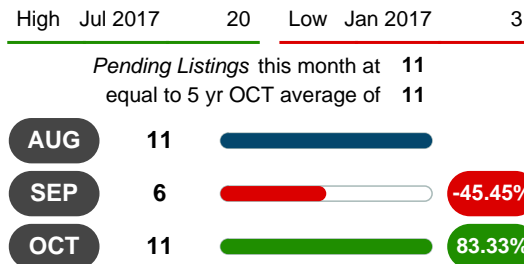


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 11



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	2	18.18%	56.5	0	2	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$90,000	2	18.18%	40.5	1	1	0	0
\$90,001 - \$110,000	2	18.18%	34.0	1	0	0	1
\$110,001 - \$130,000	2	18.18%	28.0	0	2	0	0
\$130,001 - \$130,000	0	0.00%	0.0	0	0	0	0
\$130,001 and up	3	27.27%	60.3	0	2	0	1
Total Pending Units	11			2	7	0	2
Total Pending Volume	1,062,500	100%	45.4	154.90K	658.70K	0.00B	248.90K
Average Listing Price	\$96,591			\$77,450	\$94,100	\$0	\$124,450

October 2019



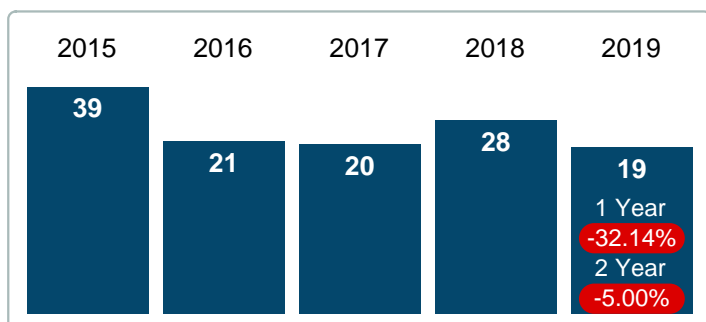
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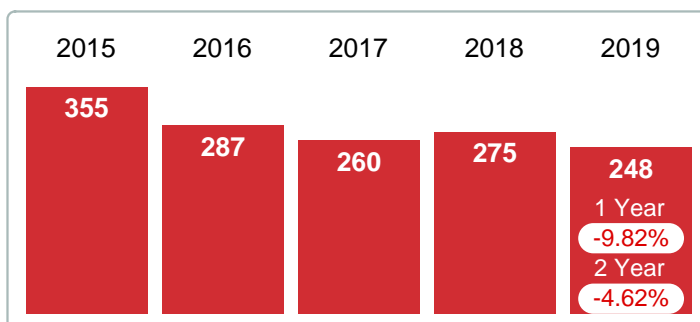
NEW LISTINGS

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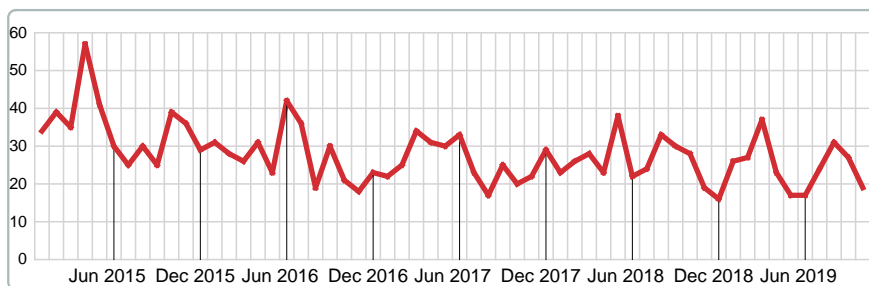
OCTOBER



YEAR TO DATE (YTD)

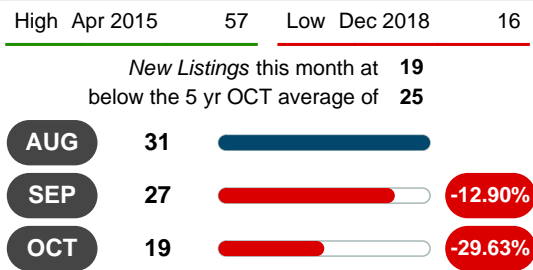


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 25



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	5.26%	1	0	0	0
\$20,001 - \$50,000	3	15.79%	0	3	0	0
\$50,001 - \$110,000	4	21.05%	1	3	0	0
\$110,001 - \$130,000	3	15.79%	1	2	0	0
\$130,001 - \$160,000	4	21.05%	0	2	2	0
\$160,001 - \$420,000	2	10.53%	1	0	1	0
\$420,001 and up	2	10.53%	0	0	1	1
Total New Listed Units	19		4	10	4	1
Total New Listed Volume	2,995,999	100%	572.00K	898.10K	1.10M	430.00K
Average New Listed Listing Price	\$122,678		\$143,000	\$89,810	\$273,975	\$429,999

October 2019



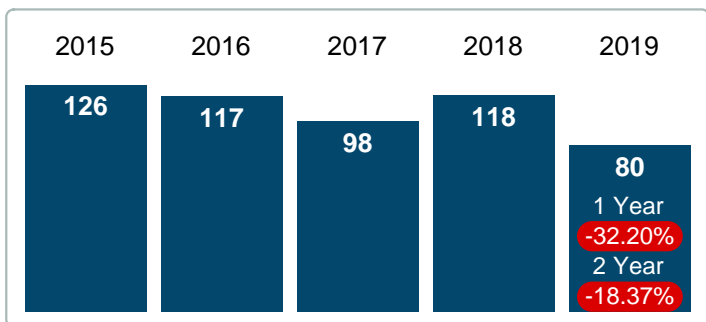
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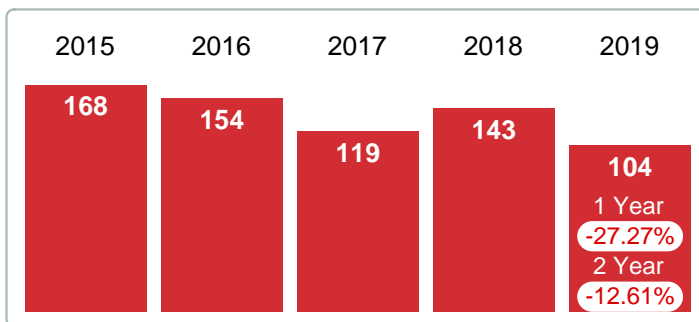
ACTIVE INVENTORY

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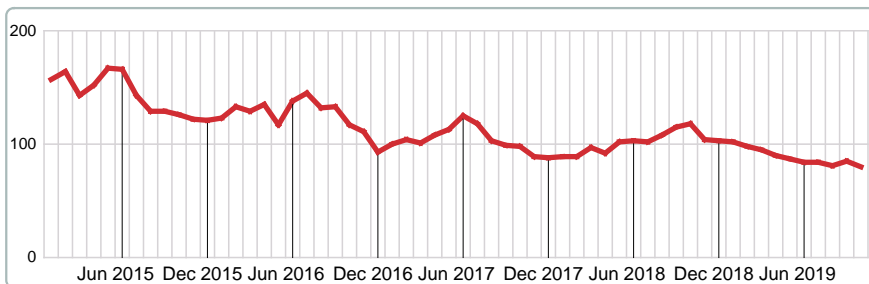
END OF OCTOBER



ACTIVE DURING OCTOBER

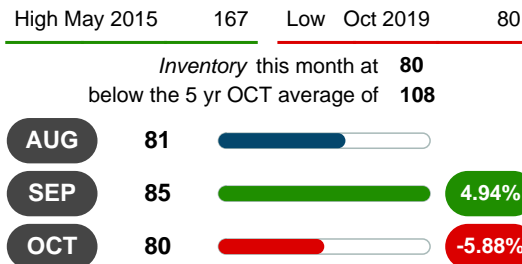


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 108



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	5	6.25%	22.2	1	3	1	0
\$50,001 - \$75,000	10	12.50%	89.1	3	7	0	0
\$75,001 - \$100,000	9	11.25%	53.6	2	5	2	0
\$100,001 - \$200,000	25	31.25%	80.8	2	19	3	1
\$200,001 - \$275,000	10	12.50%	88.6	5	3	0	2
\$275,001 - \$475,000	13	16.25%	78.7	1	8	2	2
\$475,001 and up	8	10.00%	69.5	0	2	3	3
Total Active Inventory by Units	80			14	47	11	8
Total Active Inventory by Volume	17,747,948	100%	74.6	2.20M	8.45M	3.07M	4.03M
Average Active Inventory Listing Price	\$221,849			\$157,236	\$179,684	\$279,409	\$503,500

October 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 OCTOBER

2015	2016	2017	2018	2019

INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
80	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 OCT AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.25%	1.76	1.33	1.57	6.00	0.00
\$50,001 - \$75,000	10	12.50%	9.23	18.00	7.64	0.00	0.00
\$75,001 - \$100,000	9	11.25%	5.14	4.80	4.62	8.00	0.00
\$100,001 - \$200,000	25	31.25%	9.09	4.80	9.12	18.00	12.00
\$200,001 - \$275,000	10	12.50%	10.00	30.00	9.00	0.00	24.00
\$275,001 - \$475,000	13	16.25%	26.00	12.00	24.00	0.00	24.00
\$475,001 and up	8	10.00%	96.00	0.00	0.00	0.00	36.00
Market Supply of Inventory (MSI)			8.00	7.00	7.05	11.00	24.00
		100%	8.00				
Total Active Inventory by Units			80	14	47	11	8

October 2019



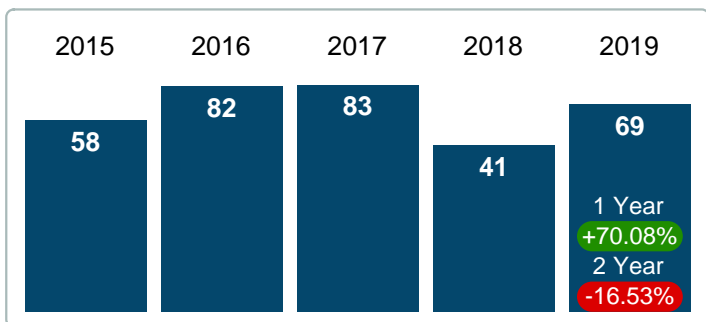
Area Delimited by County Of Sequoyah - Residential Property Type



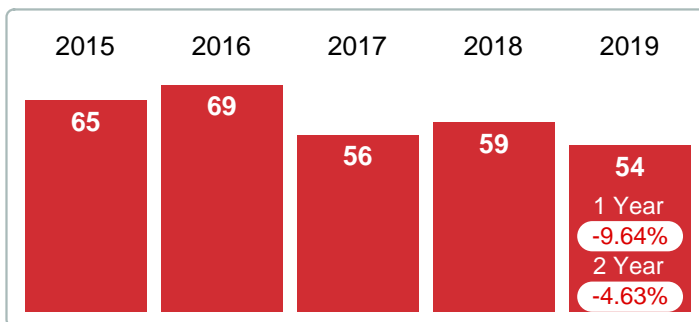
AVERAGE DAYS ON MARKET TO SALE

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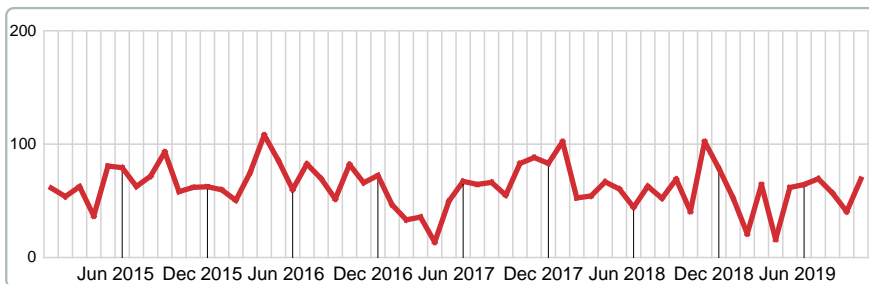
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 67

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 69 above the 5 yr OCT average of 67



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
\$10,000 and less	0.00%	0	0	0	0	0
\$10,001 - \$40,000	22.22%	37	23	50	0	0
\$40,001 - \$60,000	11.11%	2	0	2	0	0
\$60,001 - \$160,000	33.33%	114	114	0	0	0
\$160,001 - \$160,000	0.00%	0	0	0	0	0
\$160,001 - \$330,000	22.22%	14	0	14	0	0
\$330,001 and up	11.11%	179	0	0	0	179
Average Closed DOM		69	91	20	0	179
Total Closed Units	100%	69	4	4		1
Total Closed Volume		1,187,751	327.25K	529.50K	0.00B	331.00K

October 2019



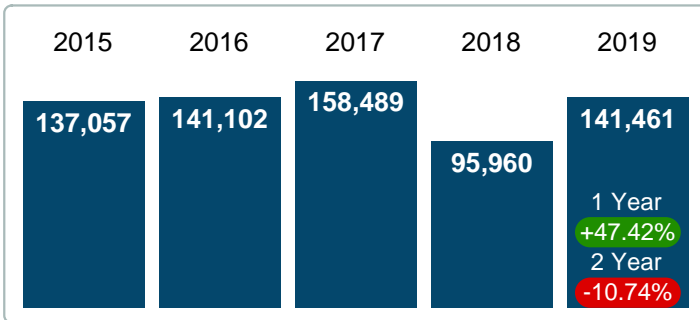
Area Delimited by County Of Sequoyah - Residential Property Type



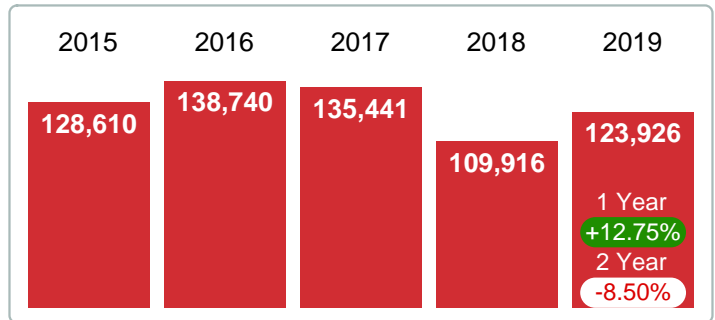
AVERAGE LIST PRICE AT CLOSING

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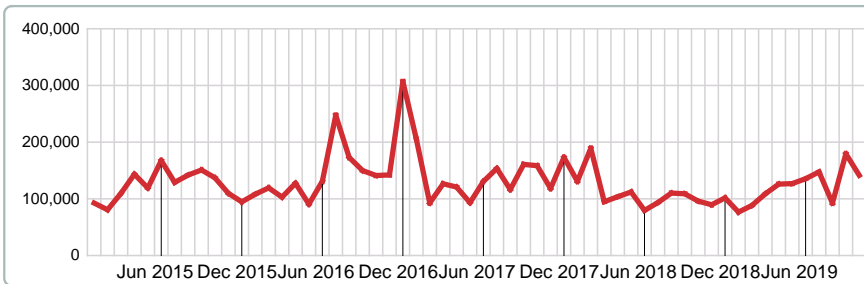
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 134,814

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

Average List Price at Closing this month at **141,461**
above the 5 yr OCT average of **134,814**



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
\$10,000 and less	0	0.00%	0	0	0	0	0
\$10,001 - \$40,000	2	22.22%	24,125	15,750	32,500	0	0
\$40,001 - \$60,000	1	11.11%	46,000	0	46,000	0	0
\$60,001 - \$160,000	2	22.22%	72,450	109,967	0	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0	0
\$160,001 - \$330,000	2	22.22%	177,000	0	254,000	0	0
\$330,001 and up	2	22.22%	340,000	0	0	0	341,000
Average List Price			141,461	86,413	146,625	0	341,000
Total Closed Units		100%	141,461	4	4		1
Total Closed Volume				345.65K	586.50K	0.00B	341.00K

October 2019



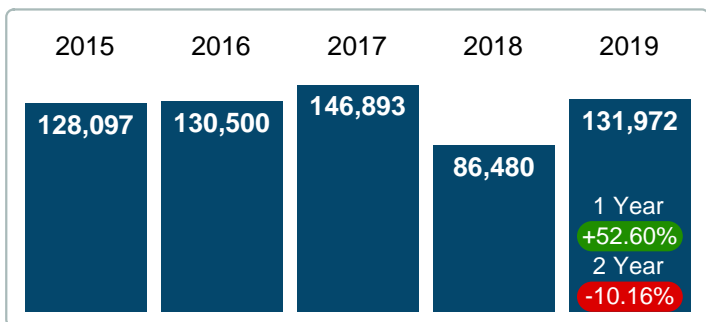
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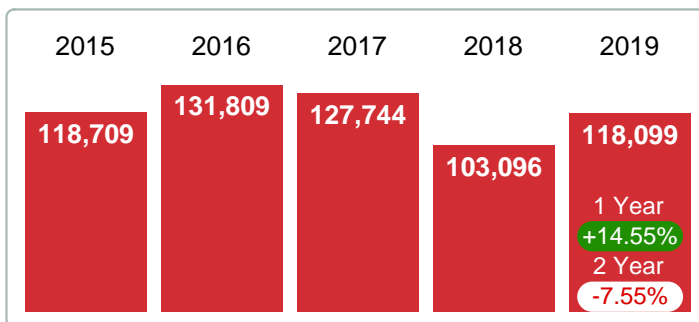
AVERAGE SOLD PRICE AT CLOSING

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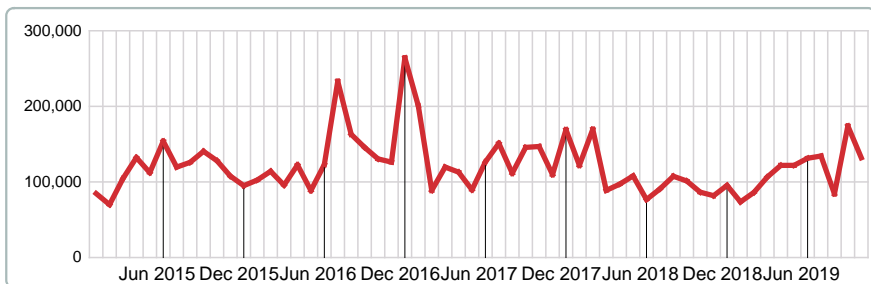
OCTOBER



YEAR TO DATE (YTD)

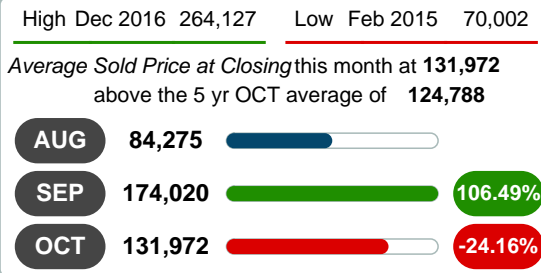


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 124,788



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
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$40,000	2	22.22%	16,251	28,000	0	0
\$40,001 - \$60,000	1	11.11%	0	44,000	0	0
\$60,001 - \$160,000	3	33.33%	103,667	0	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0
\$160,001 - \$330,000	2	22.22%	0	228,750	0	0
\$330,001 and up	1	11.11%	0	0	0	331,000
Average Sold Price		131,972	81,813	132,375	0	331,000
Total Closed Units		9	4	4		1
Total Closed Volume		1,187,751	327.25K	529.50K	0.00B	331.00K

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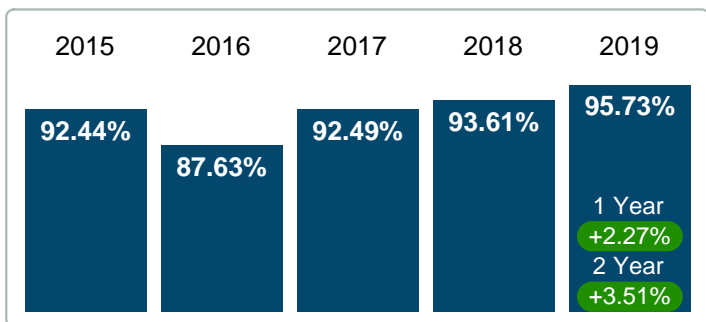
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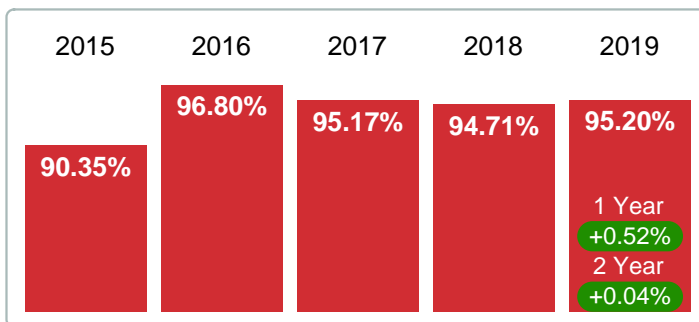
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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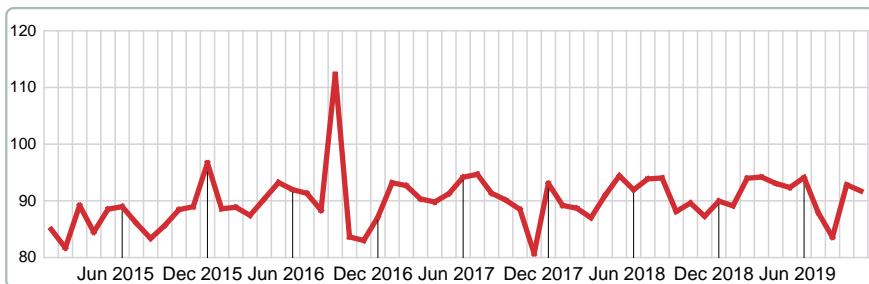
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

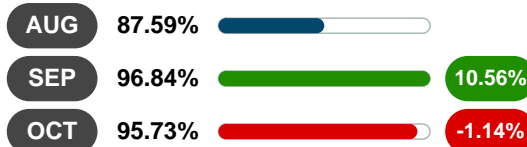


3 MONTHS

5 year OCT AVG = 92.38%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **95.73%** above the 5 yr OCT average of **92.38%**



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
\$10,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 \$40,000	2	22.22%	94.67%	103.18%	86.15%	0.00%	0.00%
\$40,001 \$60,000	1	11.11%	95.65%	0.00%	95.65%	0.00%	0.00%
\$60,001 \$160,000	3	33.33%	98.14%	98.14%	0.00%	0.00%	0.00%
\$160,001 \$160,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$160,001 \$330,000	2	22.22%	92.55%	0.00%	92.55%	0.00%	0.00%
\$330,001 and up	1	11.11%	97.07%	0.00%	0.00%	0.00%	97.07%
Average Sold/List Ratio		95.70%		99.40%	91.73%	0.00%	97.07%
Total Closed Units		9	100%	4	4		1
Total Closed Volume		1,187,751		327.25K	529.50K	0.00B	331.00K

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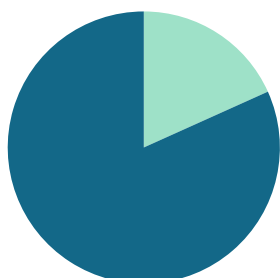
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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INVENTORY



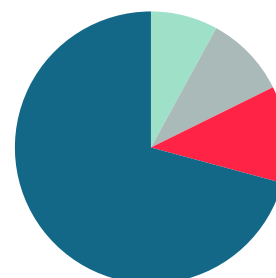
Inventory

- New Listings **19 = 18.27%**
- Start Inventory **85**
- Total Inventory Units **104**
- Volume **\$21,948,248**

Market Activity

- Closed Sales **9 = 7.96%**
- Pending Sales **11 = 9.73%**
- Other Off Market **13 = 11.50%**
- Active Inventory **80 = 70.80%**

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	10	9	-10.00%	104	103	-0.96%
Pending Sales	9	11	22.22%	101	110	8.91%
New Listings	28	19	-32.14%	275	248	-9.82%
Average List Price	95,960	141,461	47.42%	109,916	123,926	12.75%
Average Sale Price	86,480	131,972	52.60%	103,096	118,099	14.55%
Average Percent of Selling Price to List Price	93.61%	95.73%	2.27%	94.71%	95.20%	0.52%
Average Days on Market to Sale	40.70	69.22	70.08%	59.48	53.75	-9.64%
Monthly Inventory	118	80	-32.20%	118	80	-32.20%
Months Supply of Inventory	11.51	8.00	-30.51%	11.51	8.00	-30.51%

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

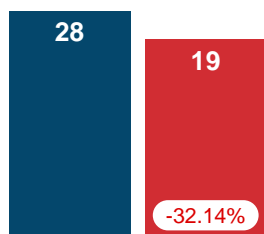
Inventory on October 31, 2019 = **80**

2018 **2019**

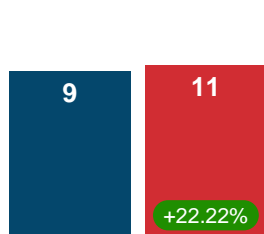
OCTOBER MARKET

AVERAGE PRICES

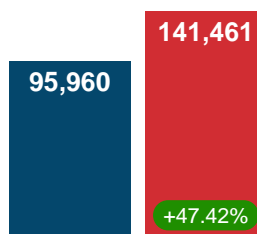
New Listings



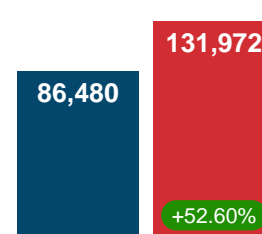
Pending Listings



List Price



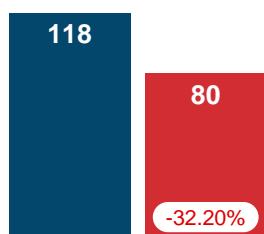
Sale Price



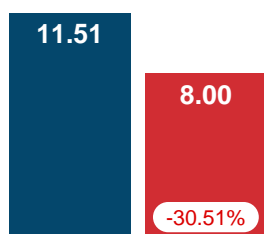
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

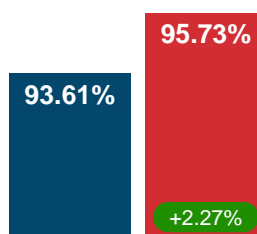
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

