

# September 2019



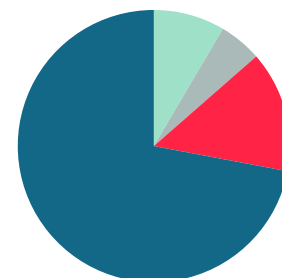
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	12	10	-16.67%
Pending Listings	6	6	0.00%
New Listings	30	27	-10.00%
Average List Price	108,883	179,390	64.75%
Average Sale Price	101,242	174,020	71.89%
Average Percent of Selling Price to List Price	92.12%	96.84%	5.12%
Average Days on Market to Sale	69.08	40.50	-41.38%
End of Month Inventory	115	85	-26.09%
Months Supply of Inventory	10.87	8.43	-22.42%



■ Closed (8.47%)  
■ Pending (5.08%)  
■ Other OffMarket (14.41%)  
■ Active (72.03%)

**Absorption:** Last 12 months, an Average of **10 Sales/Month Active Inventory** as of September 30, 2019 = **85**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **26.09%** to 85 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 **8.43** 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 **71.89%** in September 2019 to \$174,020 versus the previous year at \$101,242.

#### Average Days on Market Shortens

The average number of **40.50** days that homes spent on the market before selling decreased by 28.58 days or **41.38%** in September 2019 compared to last year's same month at **69.08** DOM.

#### Sales Success for September 2019 is Positive

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

There were 27 New Listings in September 2019, down **10.00%** from last year at 30. Furthermore, there were 10 Closed Listings this month versus last year at 12, a **-16.67%** decrease.

Closed versus Listed trends yielded a **37.0%** ratio, down from previous year's, September 2018, at **40.0%**, a **7.41%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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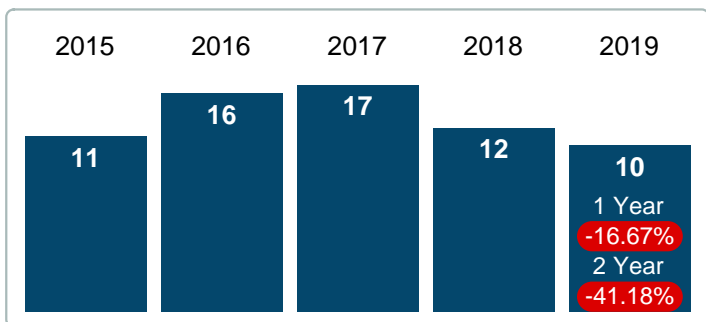
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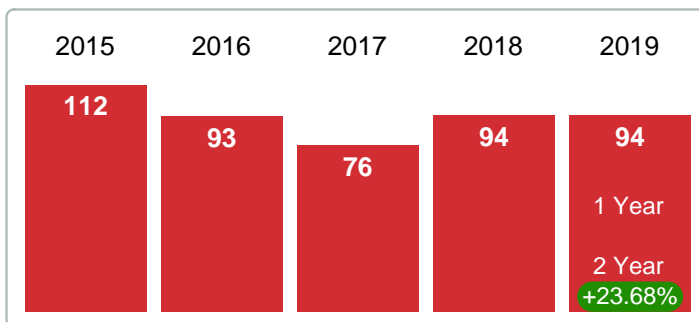
## CLOSED LISTINGS

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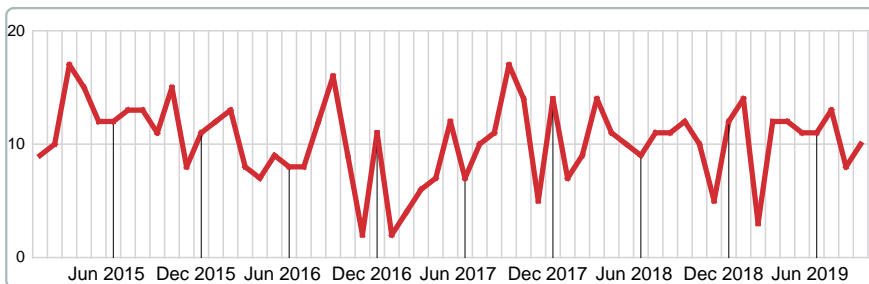
### SEPTEMBER



### YEAR TO DATE (YTD)

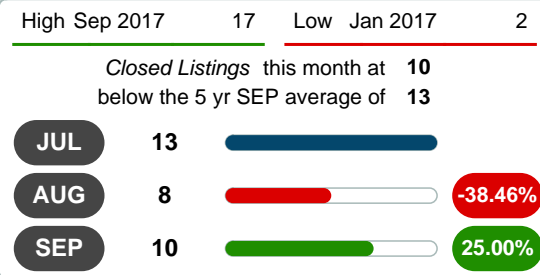


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 13



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	3	30.00%	26.0	1	1	1	0
\$75,001 - \$225,000	3	30.00%	22.3	1	2	0	0
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 - \$475,000	3	30.00%	73.3	0	1	2	0
\$475,001 and up	1	10.00%	40.0	0	0	0	1
<b>Total Closed Units</b>	<b>10</b>			<b>2</b>	<b>4</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>1,740,200</b>	<b>100%</b>	<b>40.5</b>	<b>125.00K</b>	<b>617.20K</b>	<b>514.00K</b>	<b>484.00K</b>
<b>Average Closed Price</b>	<b>\$174,020</b>			<b>\$62,500</b>	<b>\$154,300</b>	<b>\$171,333</b>	<b>\$484,000</b>

# September 2019



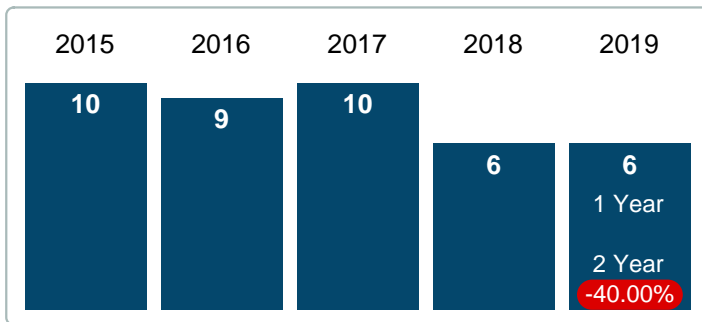
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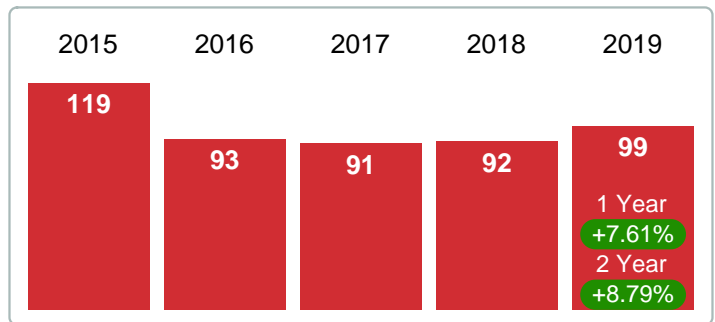
## PENDING LISTINGS

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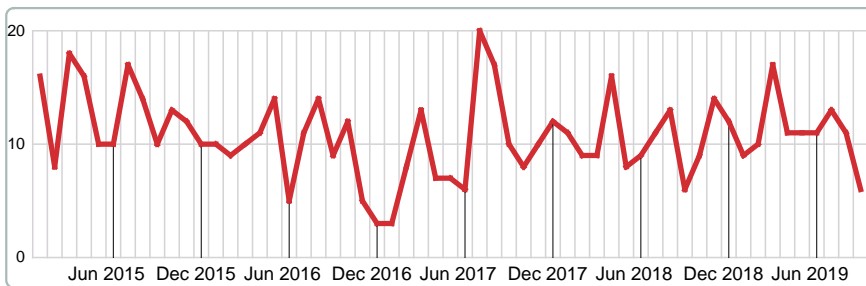
### SEPTEMBER



### YEAR TO DATE (YTD)

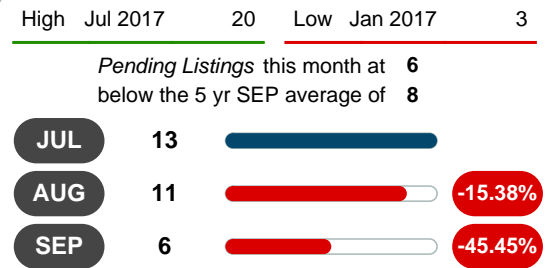


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 8



### 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	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	2	33.33%	85.5	1	1	0	0
\$75,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$175,000	2	33.33%	26.0	0	1	1	0
\$175,001 - \$325,000	1	16.67%	0.0	1	0	0	0
\$325,001 and up	1	16.67%	8.0	0	1	0	0
<b>Total Pending Units</b>	<b>6</b>			<b>2</b>	<b>3</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>1,007,900</b>	<b>100%</b>	<b>38.5</b>	<b>260.00K</b>	<b>578.00K</b>	<b>169.90K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$167,983</b>			<b>\$130,000</b>	<b>\$192,667</b>	<b>\$169,900</b>	<b>\$0</b>

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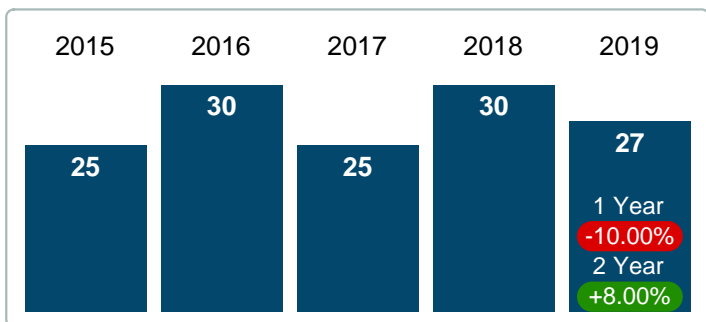
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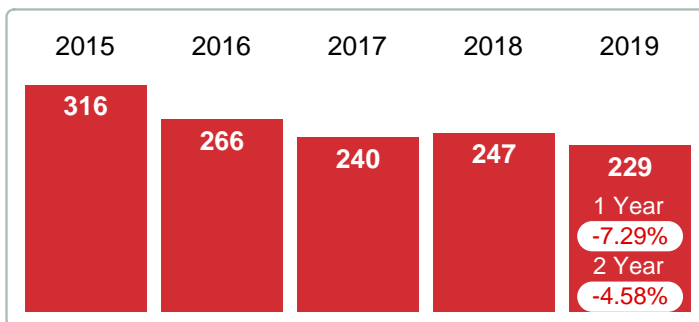
## NEW LISTINGS

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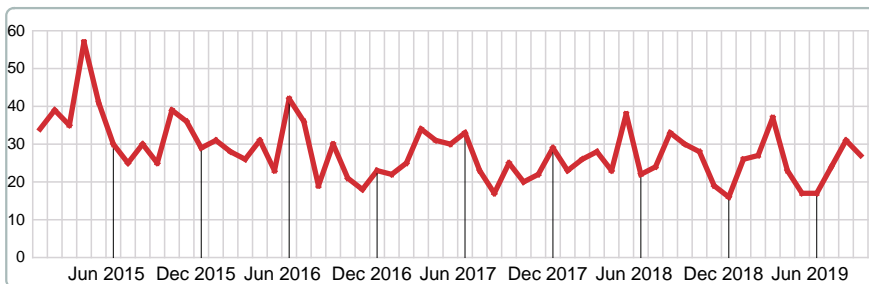
### SEPTEMBER



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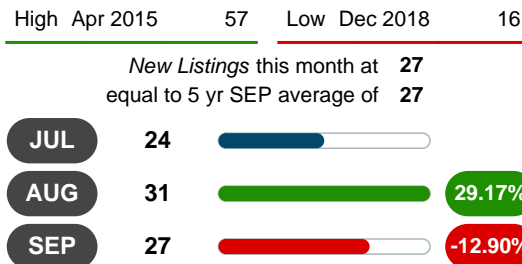


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 27



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	2	7.41%	1	1	0	0
\$60,001 - \$70,000	4	14.81%	1	3	0	0
\$70,001 - \$90,000	4	14.81%	0	3	1	0
\$90,001 - \$130,000	5	18.52%	1	3	0	1
\$130,001 - \$180,000	4	14.81%	1	3	0	0
\$180,001 - \$370,000	5	18.52%	3	1	1	0
\$370,001 and up	3	11.11%	0	1	1	1
<b>Total New Listed Units</b>	<b>27</b>		<b>7</b>	<b>15</b>	<b>3</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>4,669,099</b>	<b>100%</b>	<b>983.80K</b>	<b>1.93M</b>	<b>852.90K</b>	<b>899.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$130,842</b>		<b>\$140,543</b>	<b>\$128,833</b>	<b>\$284,300</b>	<b>\$449,950</b>

# September 2019



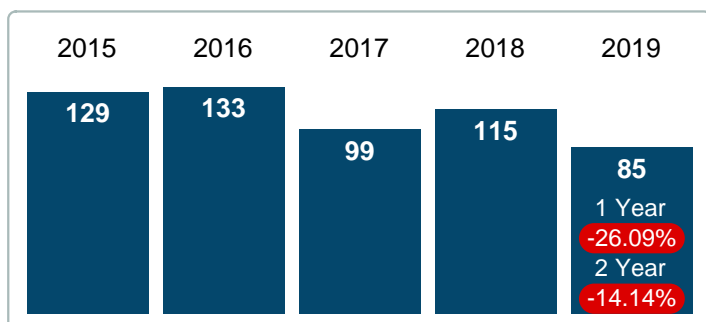
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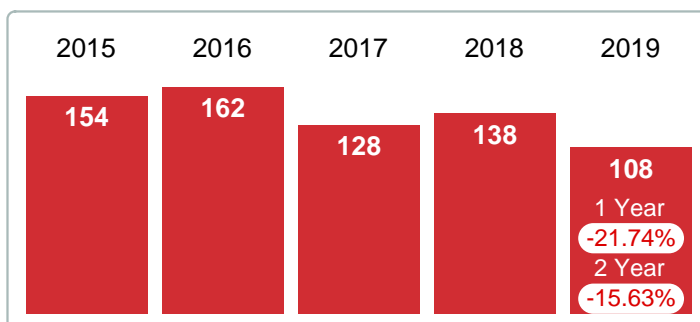
## ACTIVE INVENTORY

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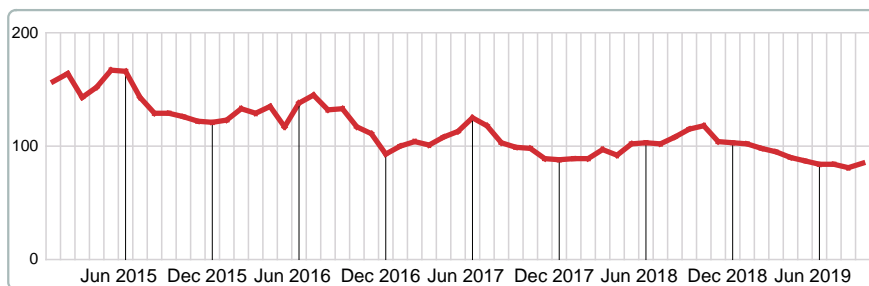
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

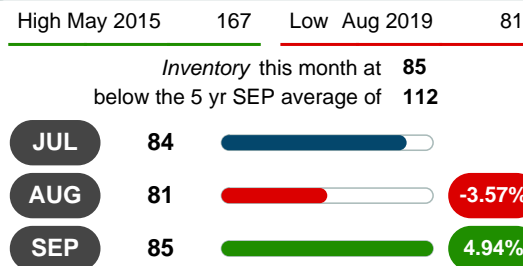


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 112



### 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	5.88%	68.2	1	3	1	0
\$50,001 - \$75,000	10	11.76%	77.2	4	6	0	0
\$75,001 - \$100,000	11	12.94%	105.5	2	5	3	1
\$100,001 - \$200,000	26	30.59%	83.6	1	20	3	2
\$200,001 - \$275,000	11	12.94%	54.3	5	3	1	2
\$275,001 - \$525,000	13	15.29%	80.9	0	8	4	1
\$525,001 and up	9	10.59%	70.4	1	2	3	3
<b>Total Active Inventory by Units</b>	<b>85</b>			<b>14</b>	<b>47</b>	<b>15</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>18,952,249</b>	<b>100%</b>	<b>79.2</b>	<b>2.39M</b>	<b>8.53M</b>	<b>4.18M</b>	<b>3.85M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$222,968</b>			<b>\$170,657</b>	<b>\$181,578</b>	<b>\$278,800</b>	<b>\$427,433</b>

# September 2019



Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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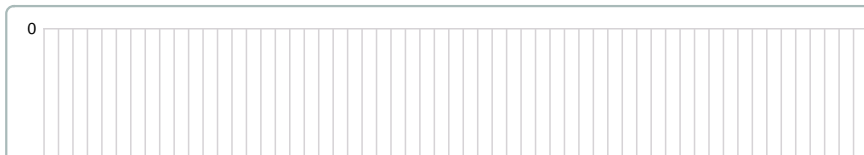
### MSI FOR SEPTEMBER

2015	2016	2017	2018	2019
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### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
85	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 SEP AVG = inf

High Sep 2019	inf	Low Sep 2019	inf
Months Supply this month at inf equal to 5 yr SEP average of inf			
JUL	inf		%
AUG	inf		%
SEP	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	5.88%	1.76	1.33	1.57	6.00	0.00
\$50,001 - \$75,000	10	11.76%	8.57	48.00	5.54	0.00	0.00
\$75,001 - \$100,000	11	12.94%	6.00	4.80	4.62	9.00	0.00
\$100,001 - \$200,000	26	30.59%	9.18	3.00	8.89	18.00	24.00
\$200,001 - \$275,000	11	12.94%	11.00	30.00	9.00	2.40	24.00
\$275,001 - \$525,000	13	15.29%	31.20	0.00	32.00	0.00	12.00
\$525,001 and up	9	10.59%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			8.43	7.64	6.80	13.85	36.00
Total Active Inventory by Units		100%	85	14	47	15	9

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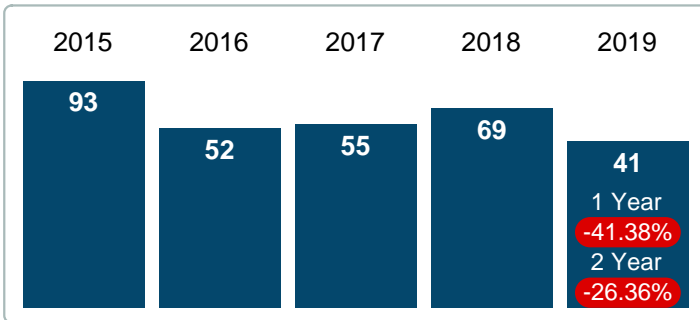
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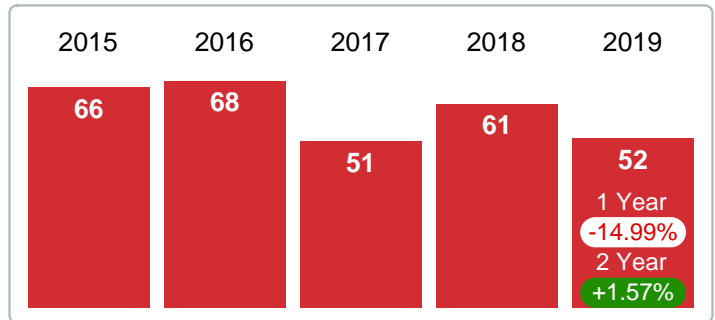
## AVERAGE DAYS ON MARKET TO SALE

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

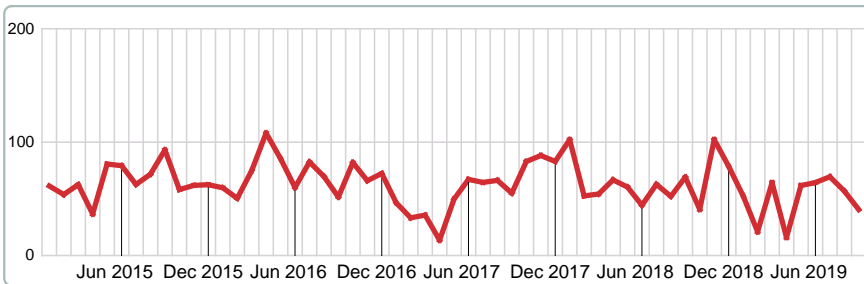
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

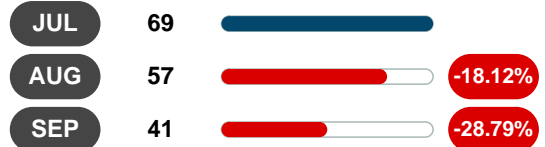


### 3 MONTHS

5 year SEP AVG = 62

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 41 below the 5 yr SEP average of 62



## 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		
\$25,000 and less	0	0.00%	0	0	0	0		
\$25,001 - \$25,000	0	0.00%	0	0	0	0		
\$25,001 - \$75,000	3	30.00%	26	62	7	9		
\$75,001 - \$225,000	3	30.00%	22	13	27	0		
\$225,001 - \$225,000	0	0.00%	0	0	0	0		
\$225,001 - \$475,000	3	30.00%	73	0	8	106		
\$475,001 and up	1	10.00%	40	0	0	40		
<b>Average Closed DOM</b>		41		38	17	74	40	
<b>Total Closed Units</b>		10	100%	41	2	4	3	1
<b>Total Closed Volume</b>		1,740,200			125.00K	617.20K	514.00K	484.00K

# September 2019



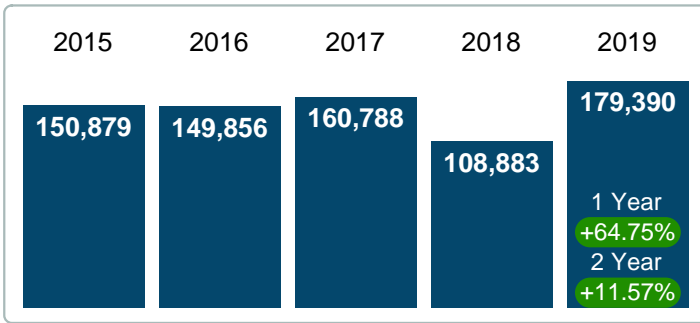
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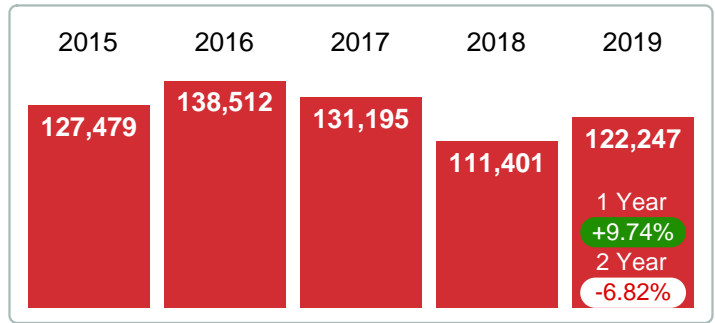
## AVERAGE LIST PRICE AT CLOSING

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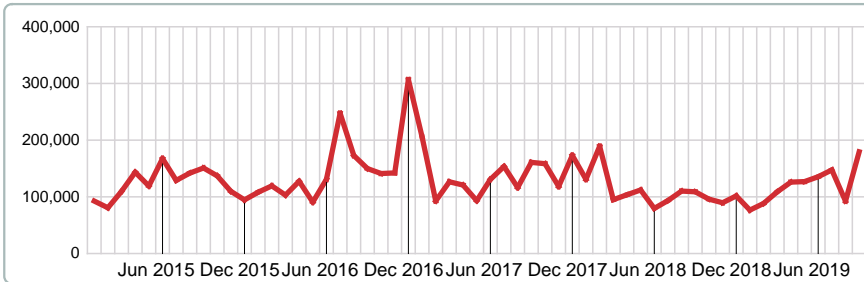
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 149,959

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

Average List Price at Closing this month at **179,390**  
 above the 5 yr SEP average of **149,959**



### 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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	3	30.00%	35,500	31,500	40,000	35,000	0
\$75,001 - \$225,000	3	30.00%	146,300	99,500	169,700	0	0
\$225,001 - \$225,000	0	0.00%	0	0	0	0	0
\$225,001 - \$475,000	3	30.00%	250,500	0	255,000	248,250	0
\$475,001 and up	1	10.00%	497,000	0	0	0	497,000
<b>Average List Price</b>			<b>179,390</b>	<b>65,500</b>	<b>158,600</b>	<b>177,167</b>	<b>497,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>179,390</b>	<b>2</b>	<b>4</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>1,793,900</b>	<b>131.00K</b>	<b>634.40K</b>	<b>531.50K</b>	<b>497.00K</b>



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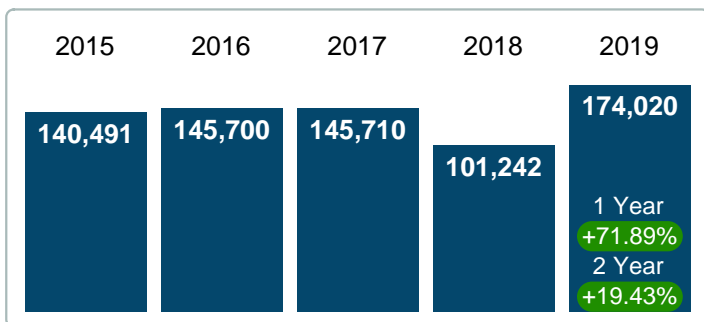
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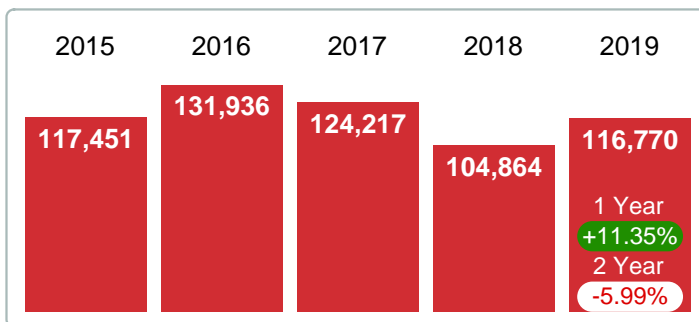
## AVERAGE SOLD PRICE AT CLOSING

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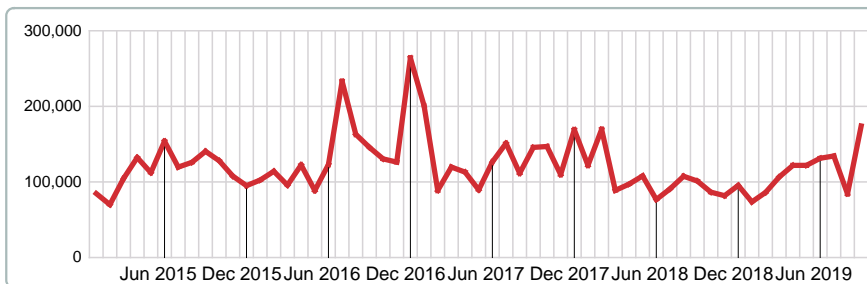
### SEPTEMBER



### YEAR TO DATE (YTD)

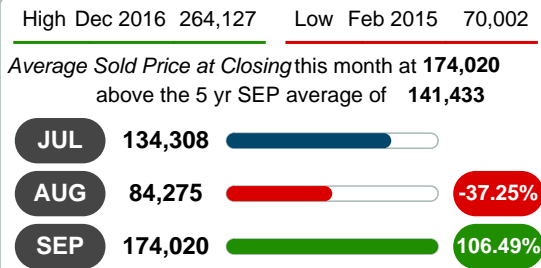


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 141,433



### 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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	3	30.00%	34,333	27,000	40,000	36,000	0
\$75,001 - \$225,000	3	30.00%	143,400	98,000	166,100	0	0
\$225,001 - \$225,000	0	0.00%	0	0	0	0	0
\$225,001 - \$475,000	3	30.00%	241,000	0	245,000	239,000	0
\$475,001 and up	1	10.00%	484,000	0	0	0	484,000
<b>Average Sold Price</b>			<b>174,020</b>	<b>62,500</b>	<b>154,300</b>	<b>171,333</b>	<b>484,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>174,020</b>	<b>2</b>	<b>4</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>1,740,200</b>	<b>125.00K</b>	<b>617.20K</b>	<b>514.00K</b>	<b>484.00K</b>

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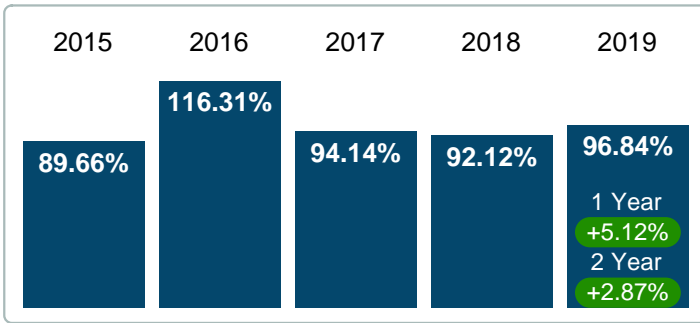
Area Delimited by County Of Sequoyah - Residential Property Type



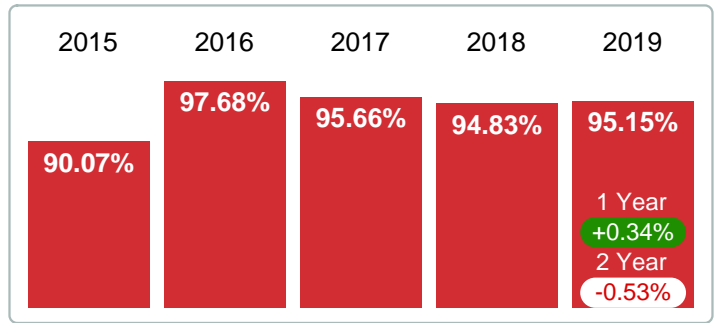
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

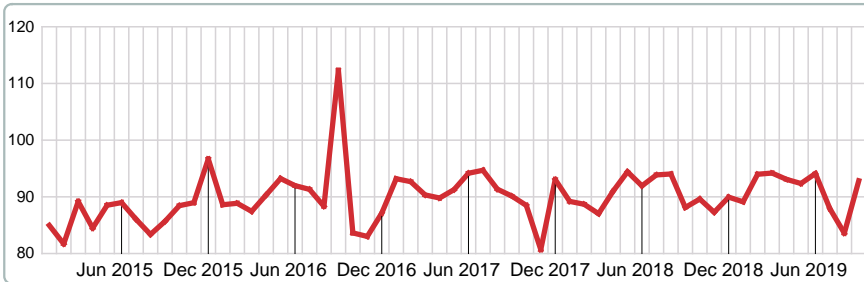
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

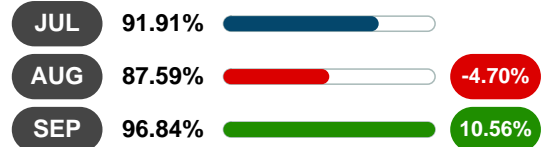


### 3 MONTHS

5 year SEP AVG = 97.81%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **96.84%**  
below the 5 yr SEP average of **97.81%**



## 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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$25,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	3	30.00%	96.19%	85.71%	100.00%	102.86%	0.00%
\$75,001 - \$225,000	3	30.00%	97.87%	98.49%	97.57%	0.00%	0.00%
\$225,001 - \$225,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$225,001 - \$475,000	3	30.00%	96.27%	0.00%	96.08%	96.37%	0.00%
\$475,001 and up	1	10.00%	97.38%	0.00%	0.00%	0.00%	97.38%
Average Sold/List Ratio		96.80%		92.10%	97.80%	98.53%	97.38%
Total Closed Units		10	100%	2	4	3	1
Total Closed Volume		1,740,200		125.00K	617.20K	514.00K	484.00K

# September 2019



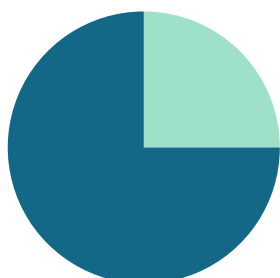
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

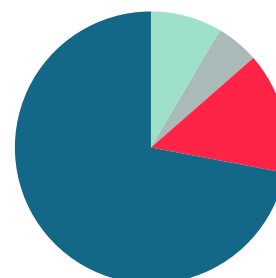


**Inventory**  
 New Listings  
**27 = 25.00%**  
 Start Inventory  
**81**  
 Total Inventory Units  
**108**  
 Volume  
**\$23,597,349**

### Market Activity

Closed Sales  
**10 = 8.47%**  
 Pending Sales  
**6 = 5.08%**  
 Other Off Market  
**17 = 14.41%**  
 Active Inventory  
**85 = 72.03%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	12	10	-16.67%	94	94	0.00%
Pending Sales	6	6	0.00%	92	99	7.61%
New Listings	30	27	-10.00%	247	229	-7.29%
Average List Price	108,883	179,390	64.75%	111,401	122,247	9.74%
Average Sale Price	101,242	174,020	71.89%	104,864	116,770	11.35%
Average Percent of Selling Price to List Price	92.12%	96.84%	5.12%	94.83%	95.15%	0.34%
Average Days on Market to Sale	69.08	40.50	-41.38%	61.48	52.27	-14.99%
Monthly Inventory	115	85	-26.09%	115	85	-26.09%
Months Supply of Inventory	10.87	8.43	-22.42%	10.87	8.43	-22.42%

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

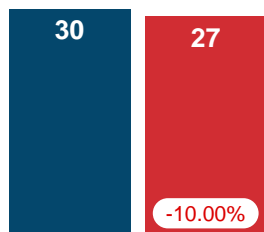
**Inventory** on September 30, 2019 = **85**

**2018** **2019**

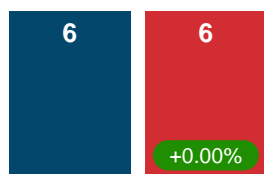
### SEPTEMBER MARKET

### AVERAGE PRICES

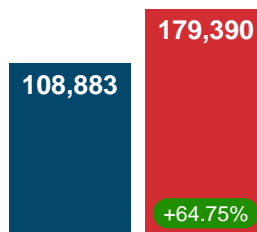
#### New Listings



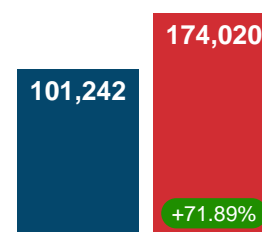
#### Pending Listings



#### List Price



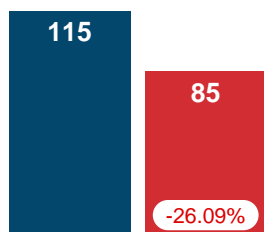
#### Sale Price



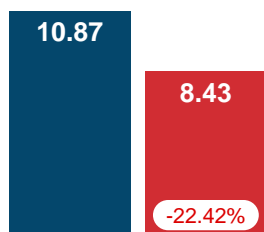
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

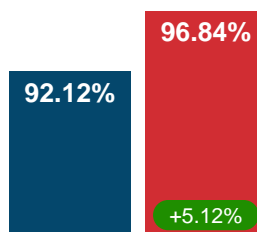
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

