

September 2019



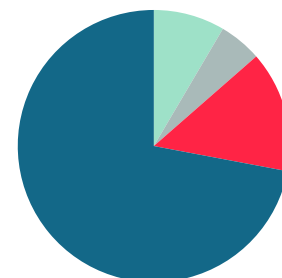
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	88,500	169,700	91.75%
Median Sale Price	80,000	166,100	107.63%
Median Percent of Selling Price to List Price	91.56%	97.94%	6.96%
Median Days on Market to Sale	70.50	26.50	-62.41%
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.

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 **107.63%** in September 2019 to \$166,100 versus the previous year at \$80,000.

Median Days on Market Shortens

The median number of **26.50** days that homes spent on the market before selling decreased by 44.00 days or **62.41%** in September 2019 compared to last year's same month at **70.50** DOM.

Sales Success for September 2019 is Positive

Overall, with Median 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.

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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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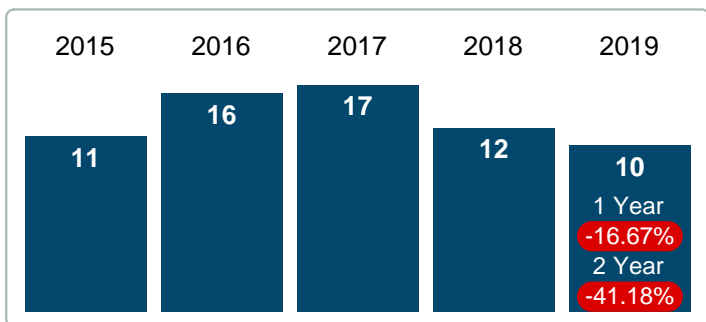
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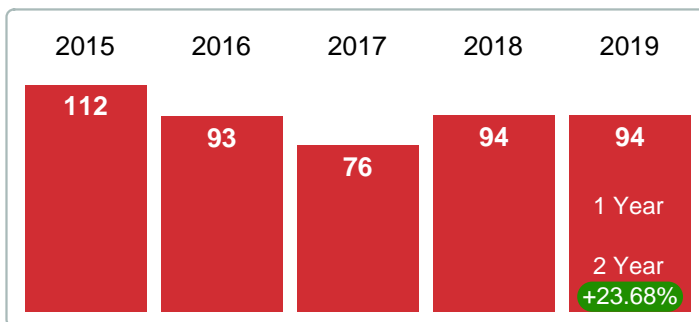
CLOSED LISTINGS

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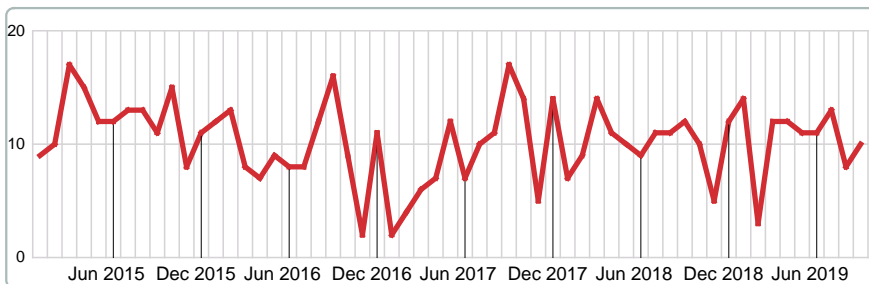
SEPTEMBER



YEAR TO DATE (YTD)

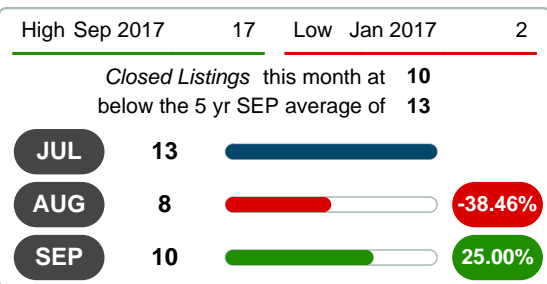


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 13



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	9.0	1	1	1	0
\$75,001 - \$225,000	3	30.00%	13.0	1	2	0	0
\$225,001 - \$225,000	0	0.00%	13.0	0	0	0	0
\$225,001 - \$475,000	3	30.00%	95.0	0	1	2	0
\$475,001 and up	1	10.00%	40.0	0	0	0	1
Total Closed Units	10			2	4	3	1
Total Closed Volume	1,740,200	100%	26.5	125.00K	617.20K	514.00K	484.00K
Median Closed Price	\$166,100			\$62,500	\$166,100	\$238,000	\$484,000

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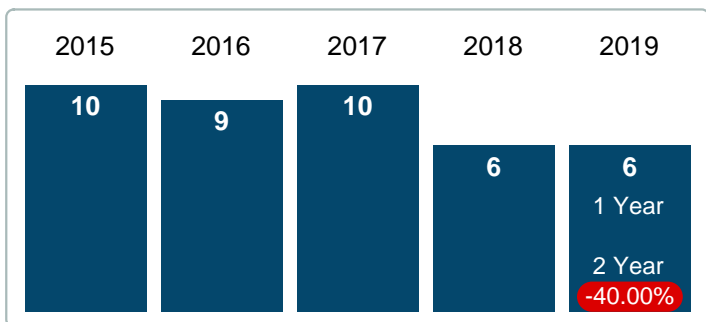
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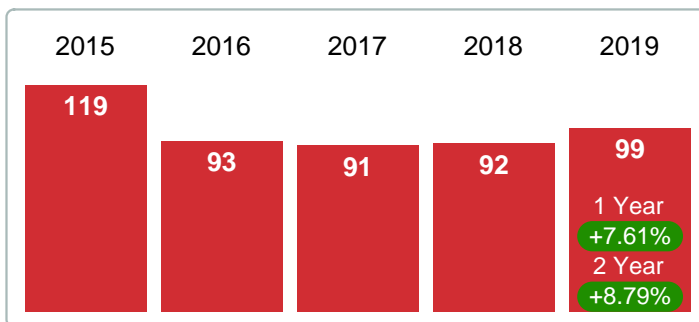
PENDING LISTINGS

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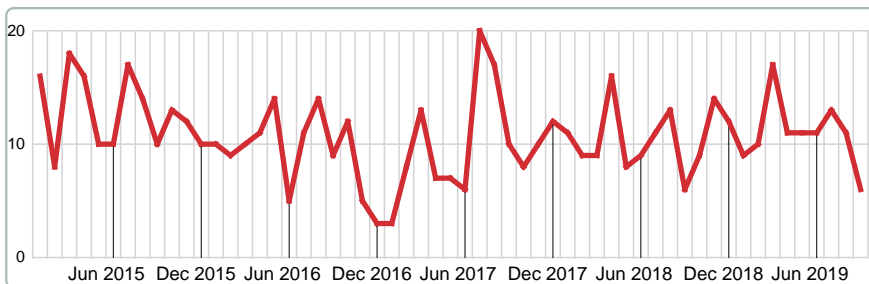
SEPTEMBER



YEAR TO DATE (YTD)

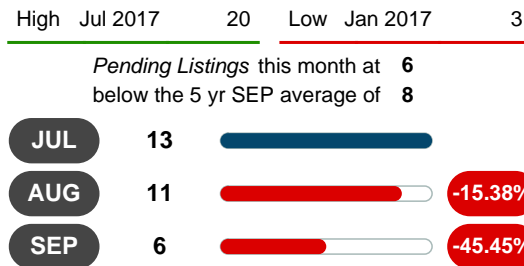


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 8



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	40.0	0	0	0	0
\$50,001 - \$75,000	2	33.33%	85.5	1	1	0	0
\$75,001 - \$150,000	0	0.00%	85.5	0	0	0	0
\$150,001 - \$150,000	0	0.00%	85.5	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
Total Pending Units	6			2	3	1	0
Total Pending Volume	1,007,900	100%	15.5	260.00K	578.00K	169.90K	0.00B
Median Listing Price	\$169,450			\$130,000	\$169,000	\$169,900	\$0

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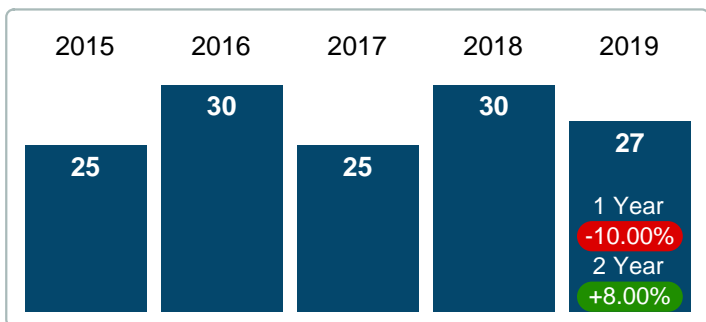
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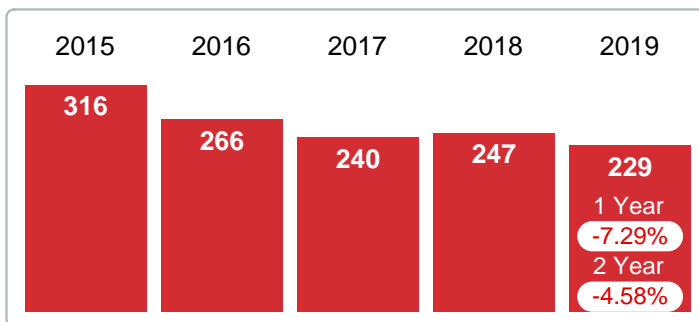
NEW LISTINGS

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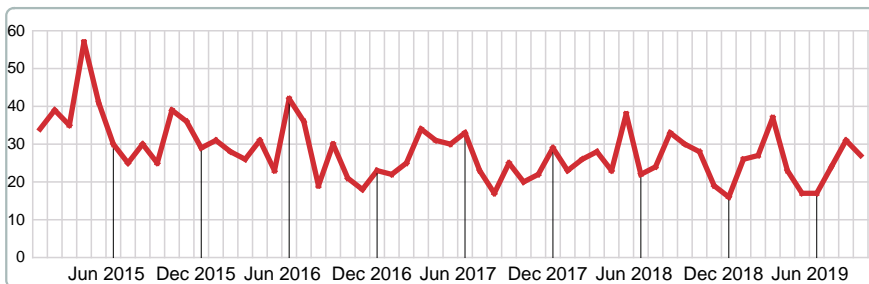
SEPTEMBER



YEAR TO DATE (YTD)

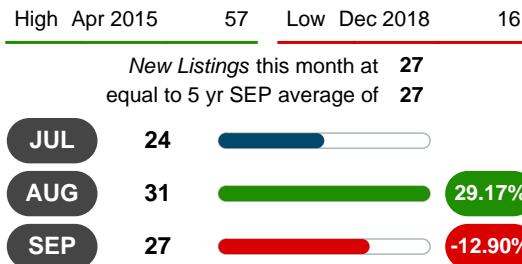


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	27		7	15	3	2
Total New Listed Volume	4,669,099	100%	983.80K	1.93M	852.90K	899.90K
Median New Listed Listing Price	\$99,999		\$159,900	\$99,000	\$223,000	\$449,950

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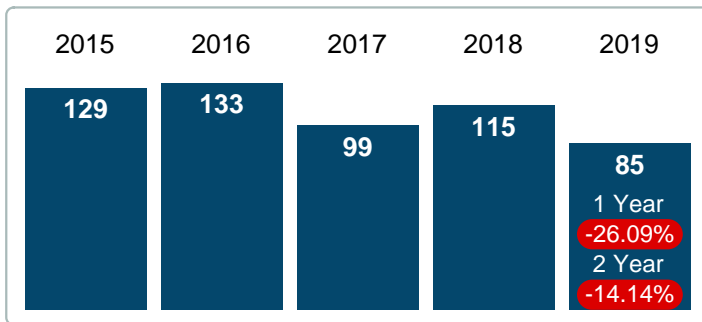
Area Delimited by County Of Sequoyah - Residential Property Type



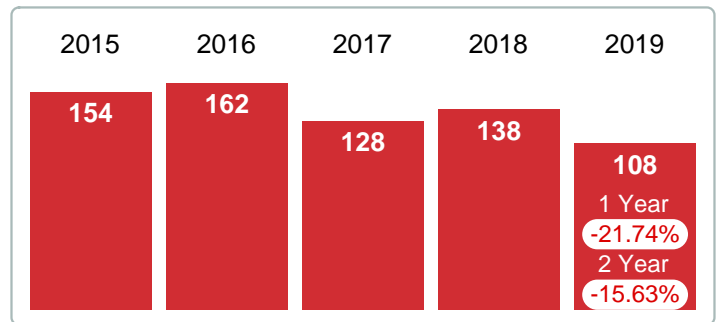
ACTIVE INVENTORY

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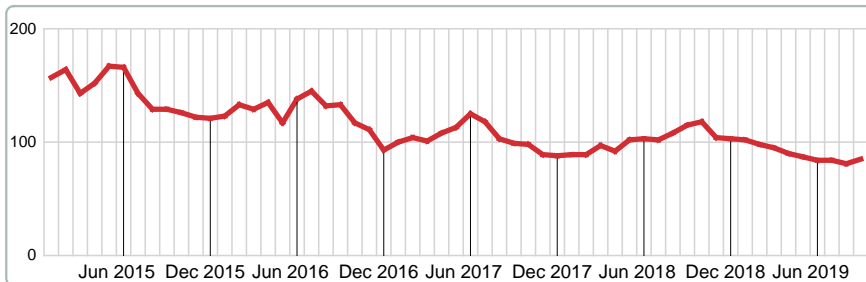
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

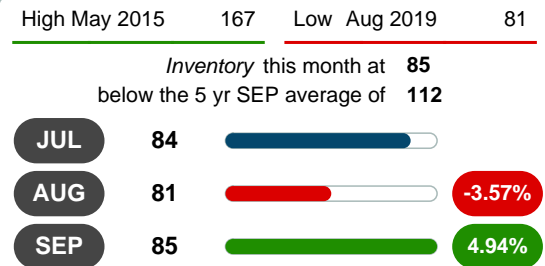


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 112



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	5.88%	48.0	1	3	1	0
\$50,001 - \$75,000	10	11.76%	70.0	4	6	0	0
\$75,001 - \$100,000	11	12.94%	19.0	2	5	3	1
\$100,001 - \$200,000	26	30.59%	69.0	1	20	3	2
\$200,001 - \$275,000	11	12.94%	41.0	5	3	1	2
\$275,001 - \$525,000	13	15.29%	67.0	0	8	4	1
\$525,001 and up	9	10.59%	72.0	1	2	3	3
Total Active Inventory by Units	85			14	47	15	9
Total Active Inventory by Volume	18,952,249	100%	52.0	2.39M	8.53M	4.18M	3.85M
Median Active Inventory Listing Price	\$159,900			\$127,450	\$137,900	\$223,000	\$259,000

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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 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		85	100%	8.43	14	47	15	9	

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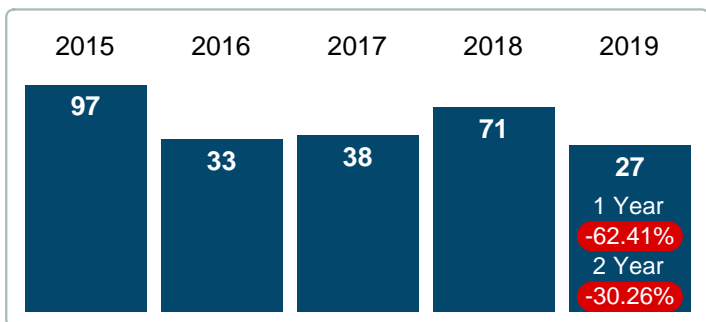
Area Delimited by County Of Sequoyah - Residential Property Type



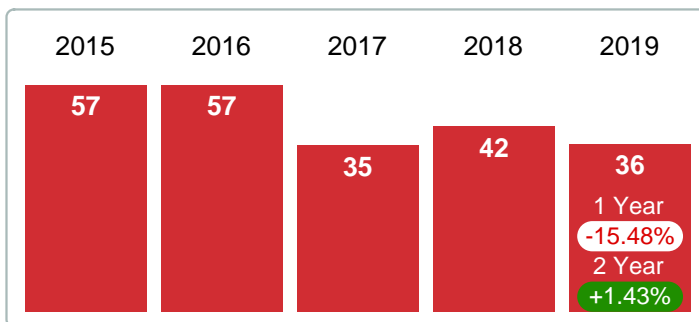
MEDIAN DAYS ON MARKET TO SALE

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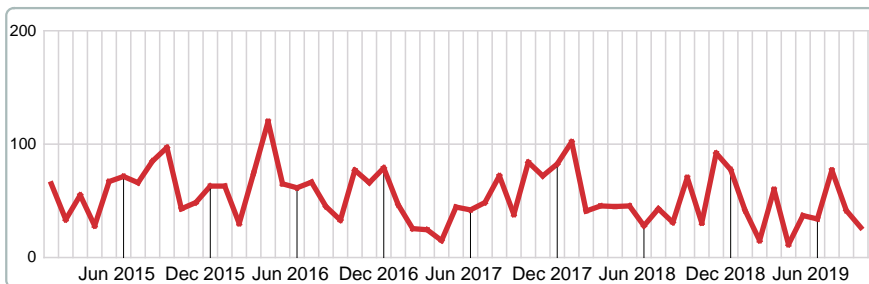
SEPTEMBER



YEAR TO DATE (YTD)

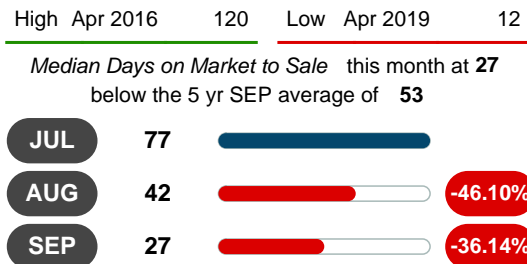


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 53



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
\$25,000 and less	0.00%	72	0	0	0	0
\$25,001 - \$25,000	0.00%	72	0	0	0	0
\$25,001 - \$75,000	30.00%	9	62	7	9	0
\$75,001 - \$225,000	30.00%	13	13	27	0	0
\$225,001 - \$225,000	0.00%	13	0	0	0	0
\$225,001 - \$475,000	30.00%	95	0	8	106	0
\$475,001 and up	10.00%	40	0	0	0	40
Median Closed DOM		27	38	10	95	40
Total Closed Units	100%	26.5	2	4	3	1
Total Closed Volume		1,740,200	125.00K	617.20K	514.00K	484.00K

September 2019



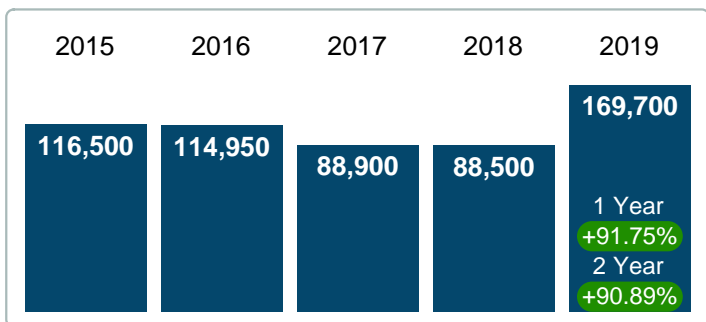
Area Delimited by County Of Sequoyah - Residential Property Type



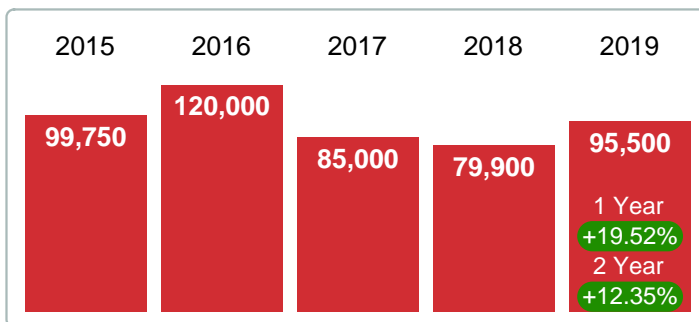
MEDIAN LIST PRICE AT CLOSING

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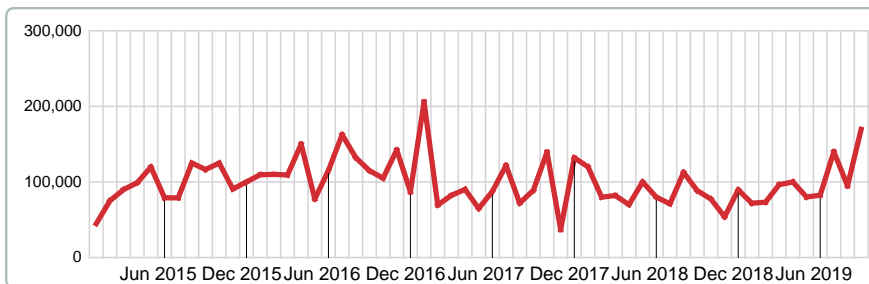
SEPTEMBER



YEAR TO DATE (YTD)

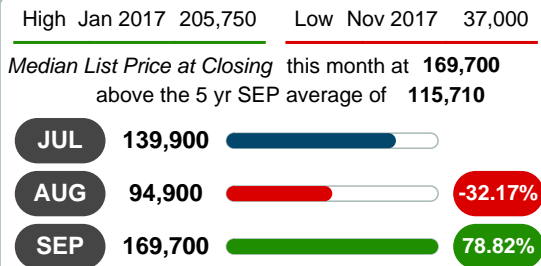


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 115,710



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
\$25,000 and less	0	0.00%	40	0	0	0	0
\$25,001 - \$25,000	0	0.00%	40	0	0	0	0
\$25,001 - \$75,000	3	30.00%	35,000	31,500	40,000	35,000	0
\$75,001 - \$225,000	3	30.00%	129,900	99,500	169,700	0	0
\$225,001 - \$225,000	0	0.00%	129,900	0	0	0	0
\$225,001 - \$475,000	3	30.00%	255,000	0	255,000	248,250	0
\$475,001 and up	1	10.00%	497,000	0	0	0	497,000
Median List Price			169,700	65,500	169,700	240,000	497,000
Total Closed Units		100%	169,700	2	4	3	1
Total Closed Volume			1,793,900	131.00K	634.40K	531.50K	497.00K

September 2019



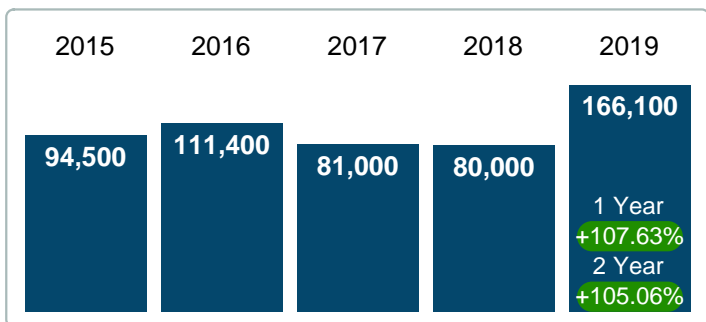
Area Delimited by County Of Sequoyah - Residential Property Type



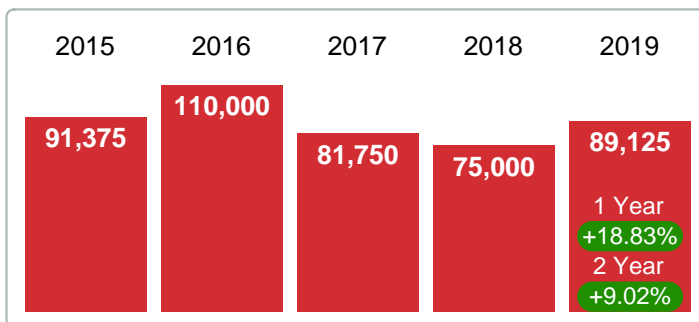
MEDIAN SOLD PRICE AT CLOSING

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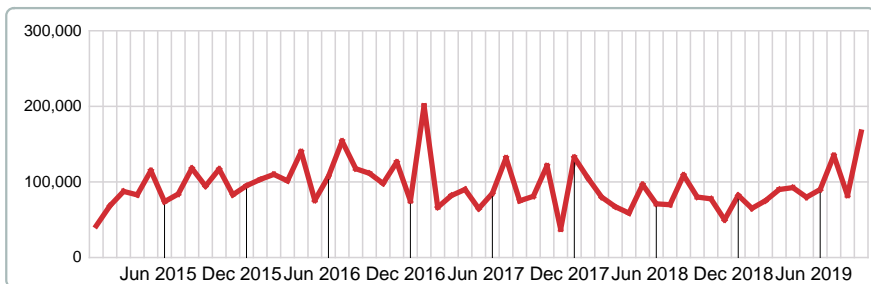
SEPTEMBER



YEAR TO DATE (YTD)

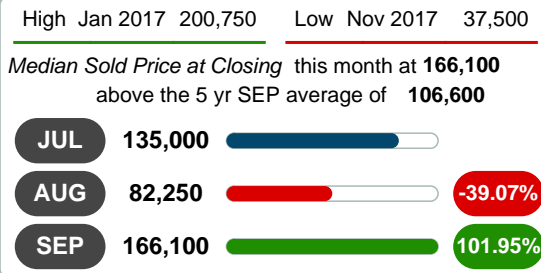


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 106,600



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
\$25,000 and less	0	0.00%	497,000	0	0	0	0
\$25,001 - \$25,000	0	0.00%	497,000	0	0	0	0
\$25,001 - \$75,000	3	30.00%	36,000	27,000	40,000	36,000	0
\$75,001 - \$225,000	3	30.00%	125,000	98,000	166,100	0	0
\$225,001 - \$225,000	0	0.00%	125,000	0	0	0	0
\$225,001 - \$475,000	3	30.00%	240,000	0	245,000	239,000	0
\$475,001 and up	1	10.00%	484,000	0	0	0	484,000
Median Sold Price			166,100	62,500	166,100	238,000	484,000
Total Closed Units		100%	166,100	2	4	3	1
Total Closed Volume			1,740,200	125.00K	617.20K	514.00K	484.00K

September 2019



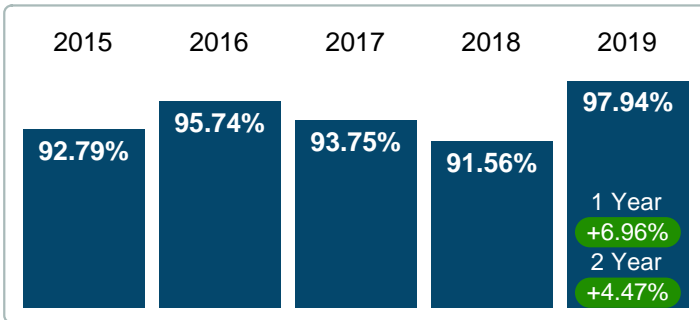
Area Delimited by County Of Sequoyah - Residential Property Type



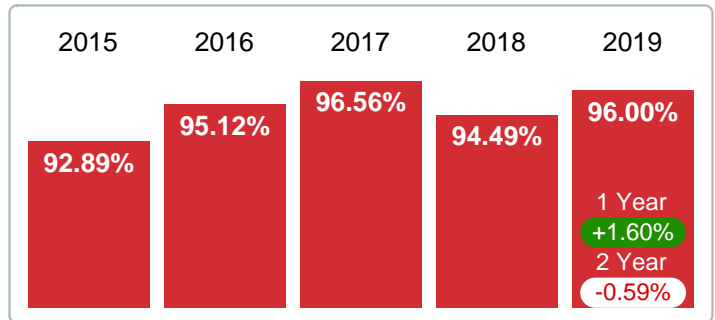
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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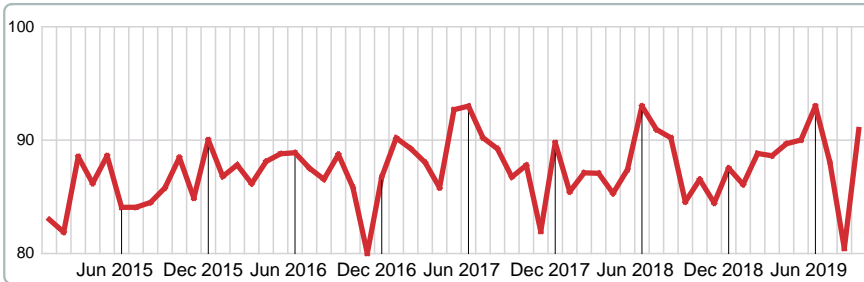
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

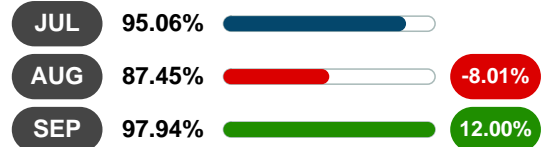


3 MONTHS

5 year SEP AVG = 94.36%

High Jun 2019 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **97.94%**
above the 5 yr SEP average of **94.36%**



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
\$25,000 and less	0	0.00%	84.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$25,000	0	0.00%	84.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	3	30.00%	100.00%	85.71%	100.00%	102.86%	0.00%
\$75,001 - \$225,000	3	30.00%	98.49%	98.49%	97.57%	0.00%	0.00%
\$225,001 - \$225,000	0	0.00%	98.49%	0.00%	0.00%	0.00%	0.00%
\$225,001 - \$475,000	3	30.00%	96.08%	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%
Median Sold/List Ratio		97.94%		92.10%	97.57%	99.17%	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

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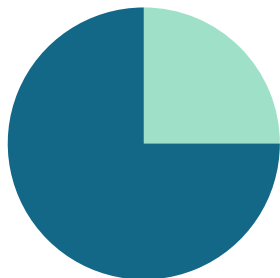
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

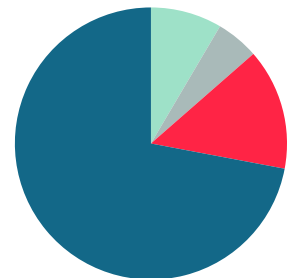


Inventory
 New Listings
27 = 25.00%
 Start Inventory
81
 Total Inventory Units
108
 Volume
\$23,597,349

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%
Median List Price	88,500	169,700	91.75%	79,900	95,500	19.52%
Median Sale Price	80,000	166,100	107.63%	75,000	89,125	18.83%
Median Percent of Selling Price to List Price	91.56%	97.94%	6.96%	94.49%	96.00%	1.60%
Median Days on Market to Sale	70.50	26.50	-62.41%	42.00	35.50	-15.48%
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

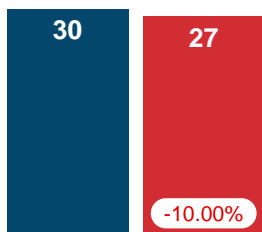
Inventory on September 30, 2019 = **85**

2018 **2019**

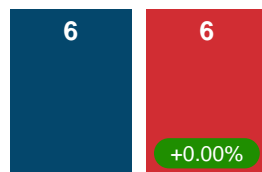
SEPTEMBER MARKET

MEDIAN PRICES

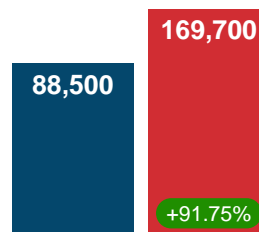
New Listings



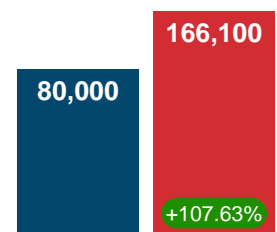
Pending Listings



List Price



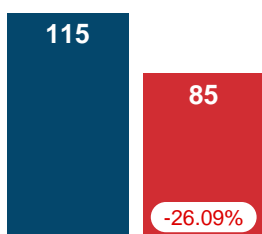
Sale Price



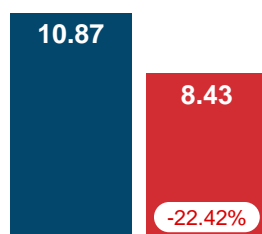
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

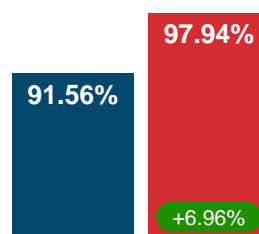
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

