

April 2020



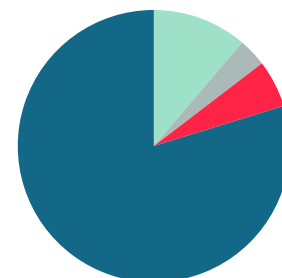
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	12	10	-16.67%
Pending Listings	11	3	-72.73%
New Listings	23	14	-39.13%
Average List Price	125,950	108,230	-14.07%
Average Sale Price	121,884	98,865	-18.89%
Average Percent of Selling Price to List Price	97.08%	91.64%	-5.60%
Average Days on Market to Sale	16.00	32.60	103.75%
End of Month Inventory	90	71	-21.11%
Months Supply of Inventory	8.93	7.16	-19.79%



■ Closed (11.24%)
■ Pending (3.37%)
■ Other OffMarket (5.62%)
■ Active (79.78%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of April 30, 2020 = **71**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **21.11%** to 71 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 **7.16** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **18.89%** in April 2020 to \$98,865 versus the previous year at \$121,884.

Average Days on Market Lengthens

The average number of **32.60** days that homes spent on the market before selling increased by 16.60 days or **103.75%** in April 2020 compared to last year's same month at **16.00** DOM.

Sales Success for April 2020 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 14 New Listings in April 2020, down **39.13%** from last year at 23. Furthermore, there were 10 Closed Listings this month versus last year at 12, a **-16.67%** decrease.

Closed versus Listed trends yielded a **71.4%** ratio, up from previous year's, April 2019, at **52.2%**, a **36.90%** 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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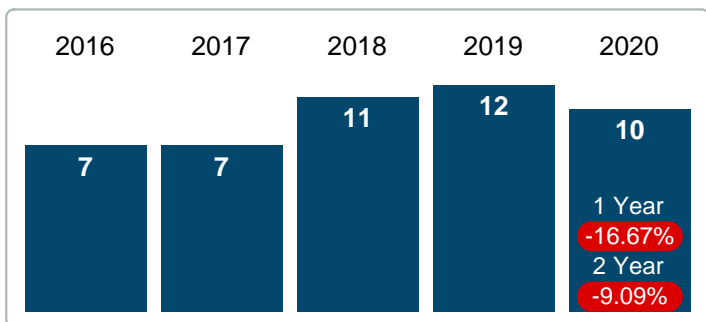
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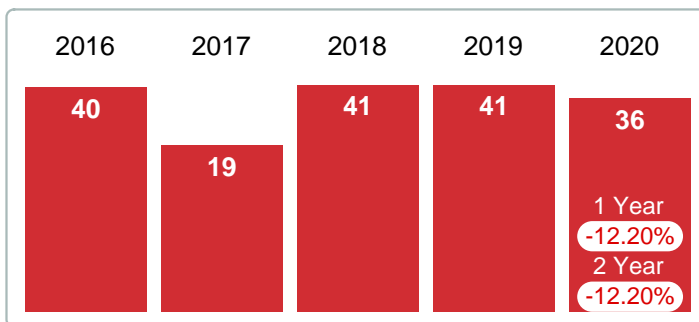
CLOSED LISTINGS

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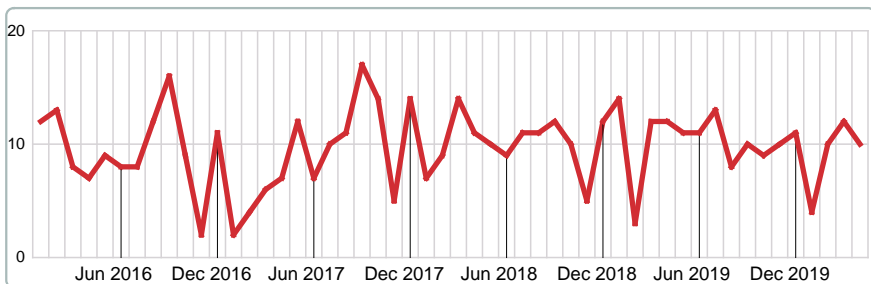
APRIL



YEAR TO DATE (YTD)

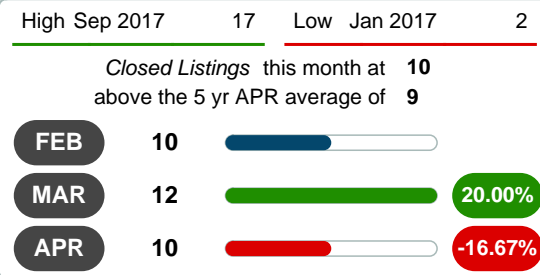


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 9



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	1	10.00%	5.0	1	0	0	0
\$30,001 - \$40,000	2	20.00%	9.0	1	1	0	0
\$40,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$120,000	3	30.00%	31.3	0	3	0	0
\$120,001 - \$140,000	1	10.00%	41.0	0	1	0	0
\$140,001 - \$220,000	2	20.00%	81.5	1	1	0	0
\$220,001 and up	1	10.00%	5.0	0	0	0	1
Total Closed Units	10			3	6	0	1
Total Closed Volume	988,650	100%	32.6	248.00K	515.65K	0.00B	225.00K
Average Closed Price	\$98,865			\$82,667	\$85,942	\$0	\$225,000

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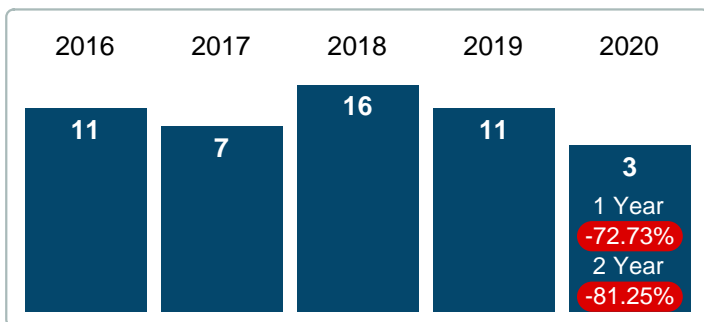
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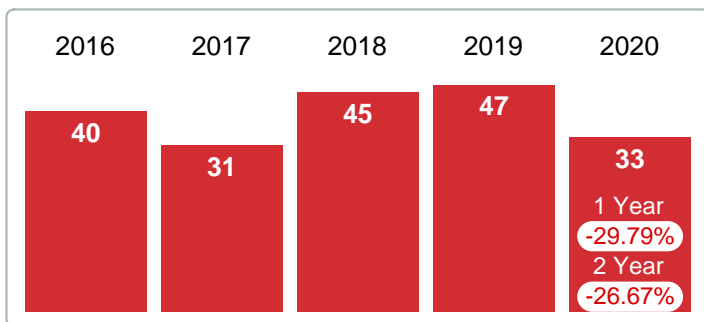
PENDING LISTINGS

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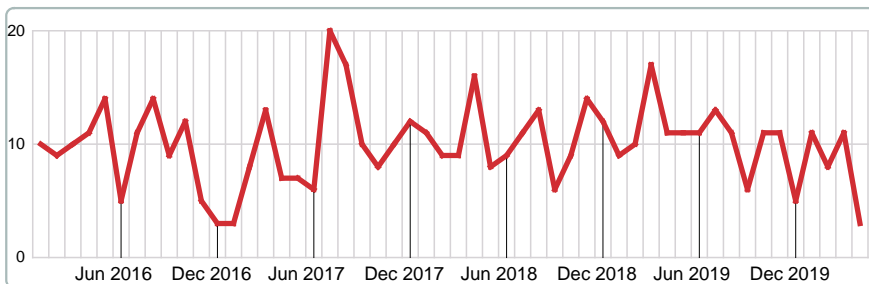
APRIL



YEAR TO DATE (YTD)

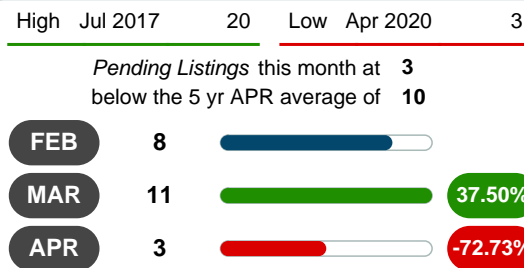


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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	0	0.00%	0.0	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$90,000	1	33.33%	48.0	0	1	0	0
\$90,001 - \$90,000	0	0.00%	0.0	0	0	0	0
\$90,001 - \$100,000	1	33.33%	48.0	0	1	0	0
\$100,001 - \$100,000	0	0.00%	0.0	0	0	0	0
\$100,001 and up	1	33.33%	46.0	0	1	0	0
Total Pending Units	3			0	3	0	0
Total Pending Volume	256,900	100%	47.3	0.00B	256.90K	0.00B	0.00B
Average Listing Price	\$85,633			\$0	\$85,633	\$0	\$0

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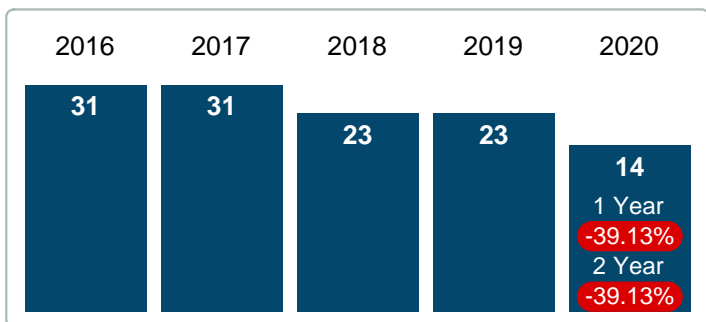
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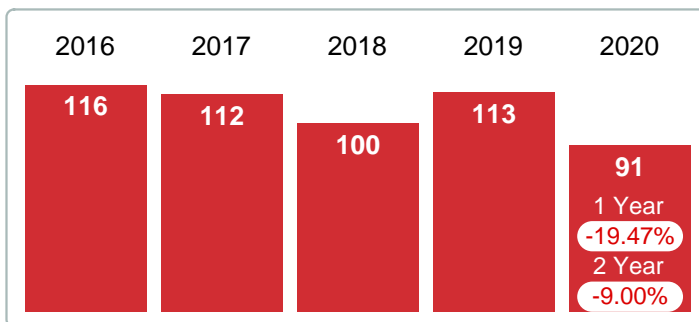
NEW LISTINGS

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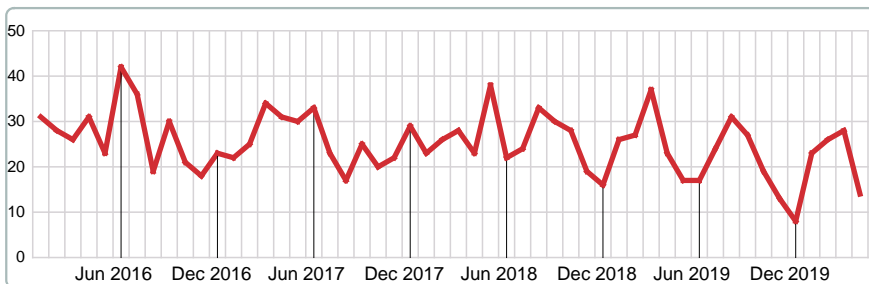
APRIL



YEAR TO DATE (YTD)

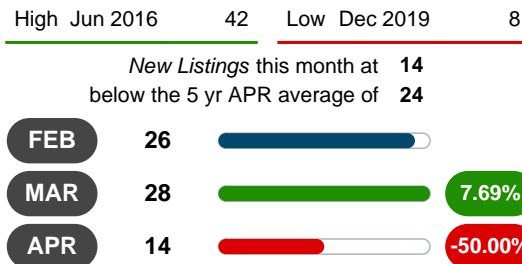


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 24



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	1	7.14%	0	1	0	0
\$60,001 - \$80,000	2	14.29%	0	2	0	0
\$80,001 - \$100,000	2	14.29%	1	1	0	0
\$100,001 - \$140,000	4	28.57%	0	3	1	0
\$140,001 - \$150,000	1	7.14%	0	1	0	0
\$150,001 - \$220,000	2	14.29%	0	1	1	0
\$220,001 and up	2	14.29%	0	1	1	0
Total New Listed Units	14		1	10	3	0
Total New Listed Volume	2,388,500	100%	99.90K	1.16M	1.13M	0.00B
Average New Listed Listing Price	\$124,078		\$99,900	\$116,170	\$375,633	\$0

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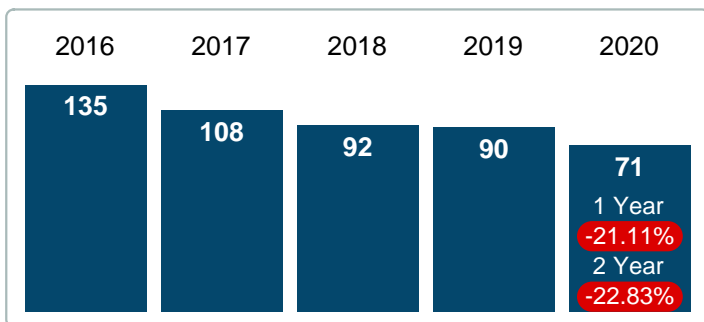
Area Delimited by County Of Sequoyah - Residential Property Type



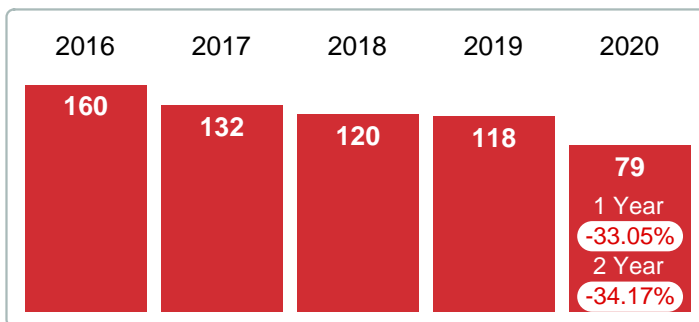
ACTIVE INVENTORY

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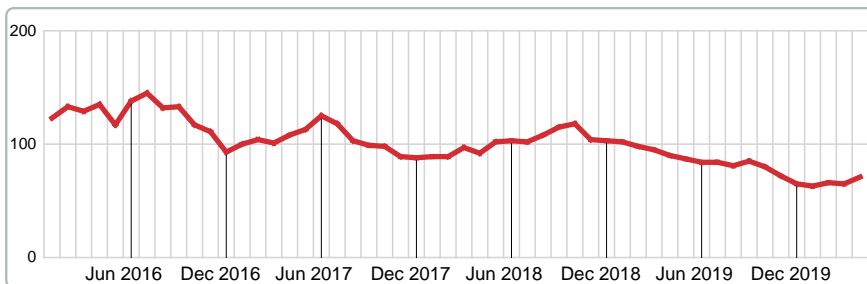
END OF APRIL



ACTIVE DURING APRIL

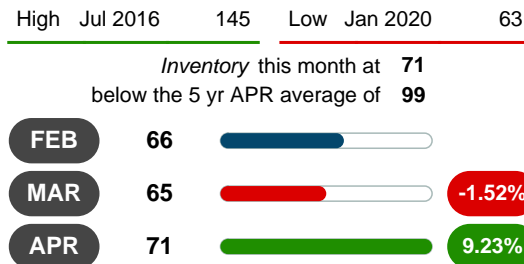


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 99



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	7.04%	80.2	2	2	1	0
\$50,001 - \$75,000	6	8.45%	75.8	2	4	0	0
\$75,001 - \$125,000	12	16.90%	40.7	3	6	3	0
\$125,001 - \$200,000	21	29.58%	59.8	1	17	3	0
\$200,001 - \$275,000	10	14.08%	85.5	2	7	1	0
\$275,001 - \$450,000	9	12.68%	89.9	1	5	2	1
\$450,001 and up	8	11.27%	78.8	1	1	5	1
Total Active Inventory by Units	71			12	42	15	2
Total Active Inventory by Volume	15,719,394	100%	68.9	2.40M	7.54M	4.58M	1.20M
Average Active Inventory Listing Price	\$221,400			\$199,692	\$179,617	\$305,613	\$597,500

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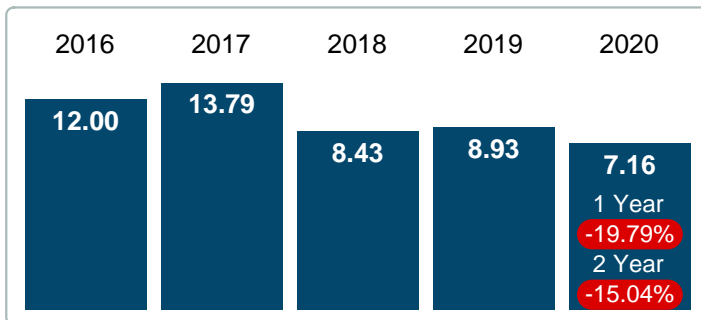
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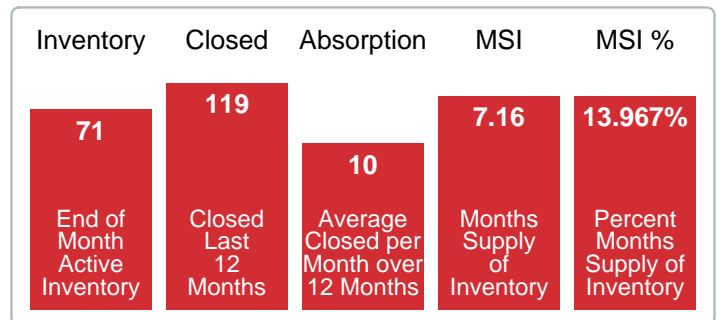
MONTHS SUPPLY of INVENTORY (MSI)

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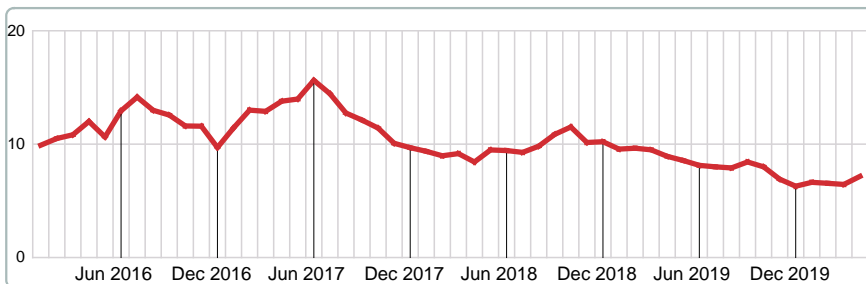
MSI FOR APRIL



INDICATORS FOR APRIL 2020

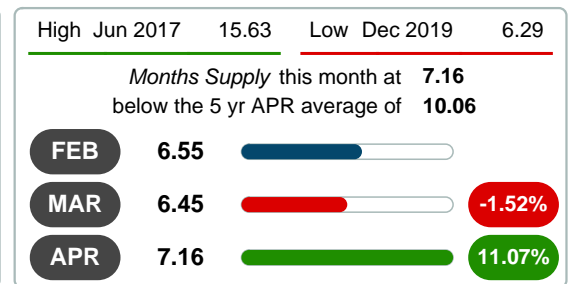


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 10.06



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI	%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7.04%	1.88	1.71	1.50	6.00	0.00
\$50,001 - \$75,000	8.45%	6.55	12.00	6.00	0.00	0.00
\$75,001 - \$125,000	16.90%	4.50	7.20	3.13	12.00	0.00
\$125,001 - \$200,000	29.58%	10.50	3.00	14.57	9.00	0.00
\$200,001 - \$275,000	14.08%	10.91	12.00	28.00	2.40	0.00
\$275,001 - \$450,000	12.68%	13.50	6.00	12.00	0.00	12.00
\$450,001 and up	11.27%	96.00	0.00	0.00	0.00	12.00
Market Supply of Inventory (MSI)		7.16	4.97	7.30	12.00	4.00
Total Active Inventory by Units		71	12	42	15	2

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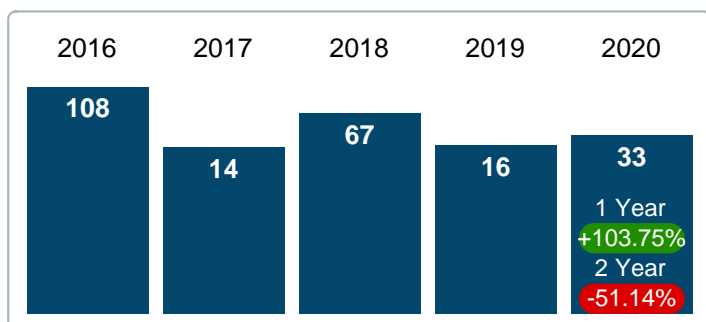
Area Delimited by County Of Sequoyah - Residential Property Type



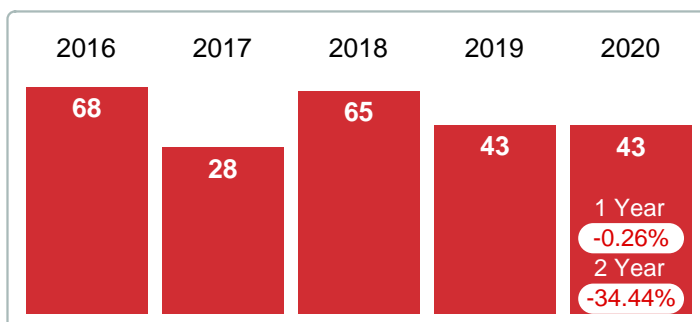
AVERAGE DAYS ON MARKET TO SALE

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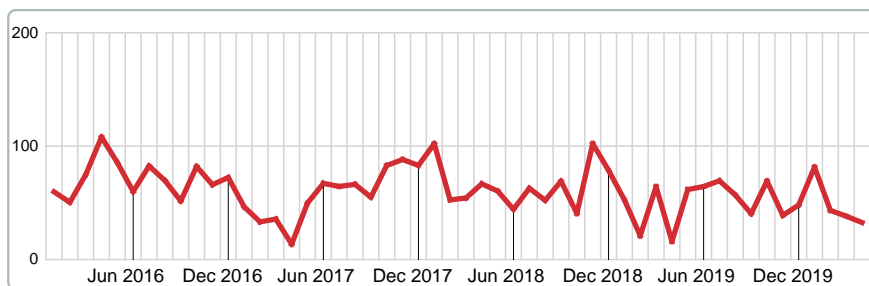
APRIL



YEAR TO DATE (YTD)

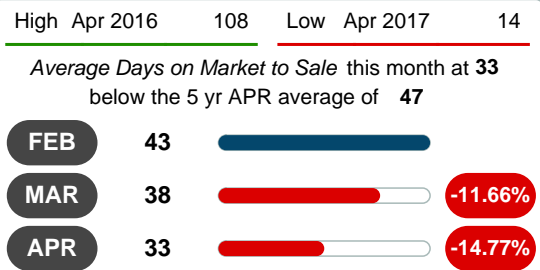


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 47



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	10.00%	5	5	0	0	0
\$30,001 - \$40,000	20.00%	9	13	5	0	0
\$40,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$120,000	30.00%	31	0	31	0	0
\$120,001 - \$140,000	10.00%	41	0	41	0	0
\$140,001 - \$220,000	20.00%	82	121	42	0	0
\$220,001 and up	10.00%	5	0	0	0	5
Average Closed DOM		33	46	30	0	5
Total Closed Units	100%	33	3	6		1
Total Closed Volume		988,650	248.00K	515.65K	0.00B	225.00K

April 2020



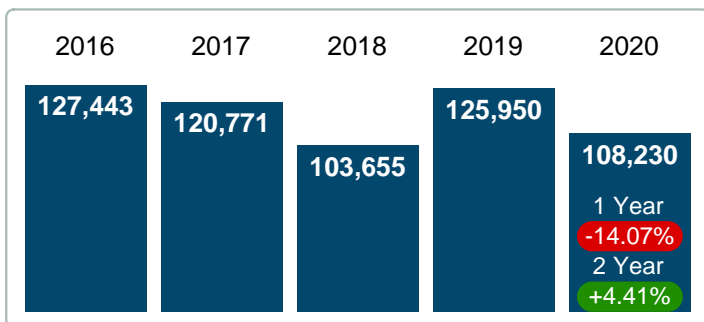
Area Delimited by County Of Sequoyah - Residential Property Type



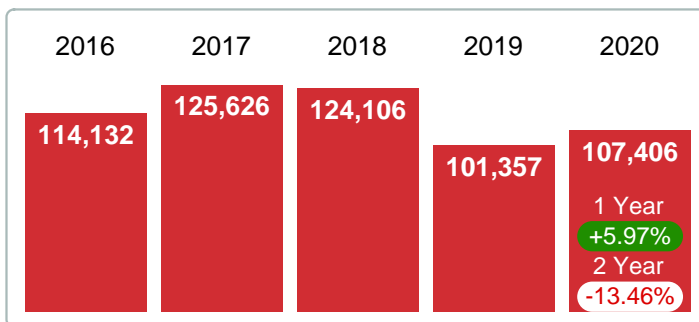
AVERAGE LIST PRICE AT CLOSING

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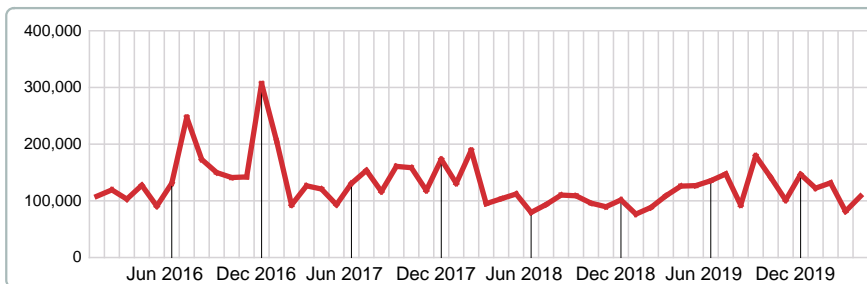
APRIL



YEAR TO DATE (YTD)

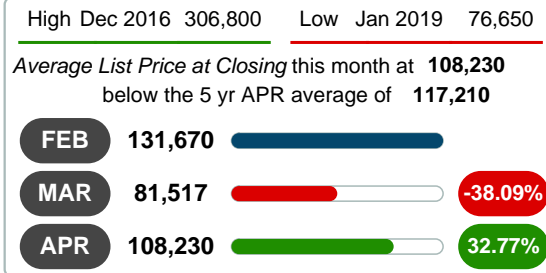


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 117,210



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	10.00%	25,000	25,000	0	0	0
\$30,001 - \$40,000	10.00%	34,000	50,000	34,000	0	0
\$40,001 - \$50,000	10.00%	50,000	0	0	0	0
\$50,001 - \$120,000	30.00%	75,633	0	75,633	0	0
\$120,001 - \$140,000	0.00%	0	0	150,000	0	0
\$140,001 - \$220,000	30.00%	162,467	187,500	149,900	0	0
\$220,001 and up	10.00%	259,000	0	0	0	259,000
Average List Price		108,230	87,500	93,467	0	259,000
Total Closed Units	100%	108,230	3	6		1
Total Closed Volume		1,082,300	262.50K	560.80K	0.00B	259.00K

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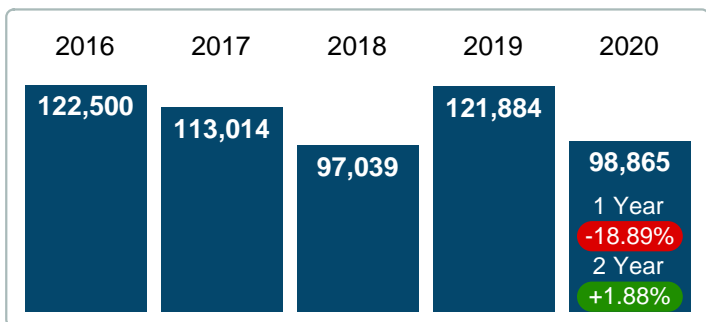
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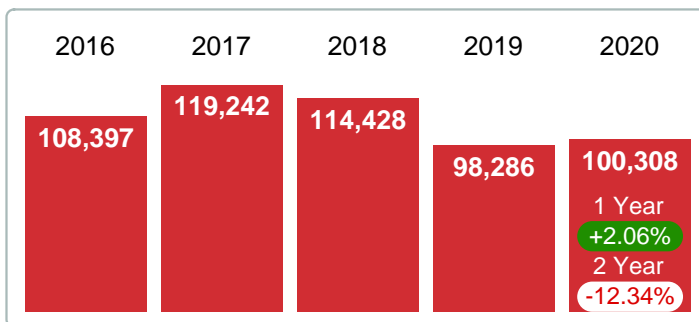
AVERAGE SOLD PRICE AT CLOSING

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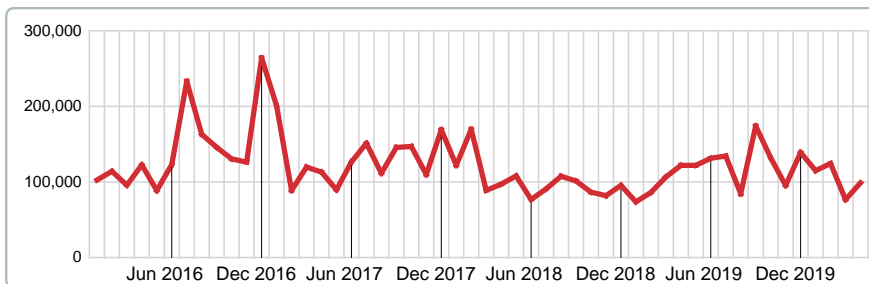
APRIL



YEAR TO DATE (YTD)

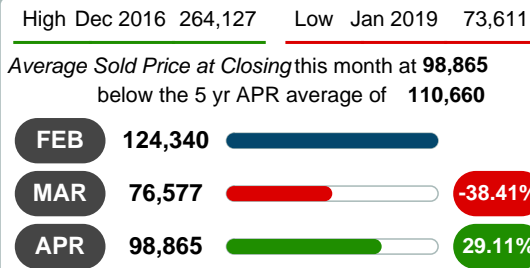


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 110,660



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	10.00%	23,000	23,000	0	0	0
\$30,001 - \$40,000	20.00%	37,250	40,000	34,500	0	0
\$40,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$120,000	30.00%	68,083	0	68,083	0	0
\$120,001 - \$140,000	10.00%	127,000	0	127,000	0	0
\$140,001 - \$220,000	20.00%	167,450	185,000	149,900	0	0
\$220,001 and up	10.00%	225,000	0	0	0	225,000
Average Sold Price		98,865	82,667	85,942	0	225,000
Total Closed Units	100%	98,865	3	6		1
Total Closed Volume		988,650	248.00K	515.65K	0.00B	225.00K

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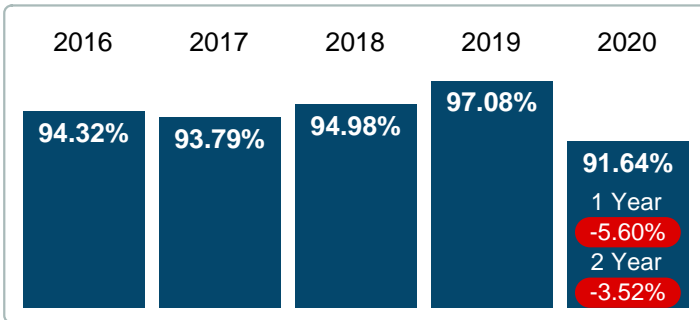
Area Delimited by County Of Sequoyah - Residential Property Type



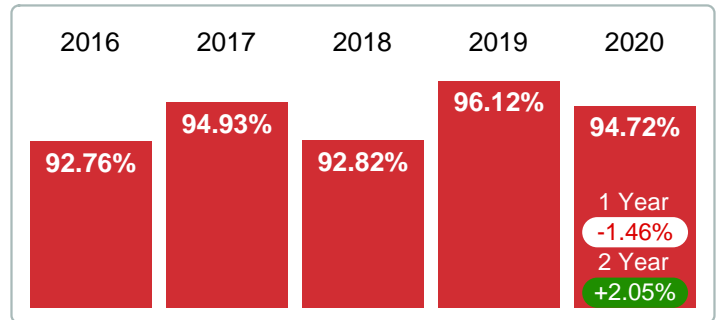
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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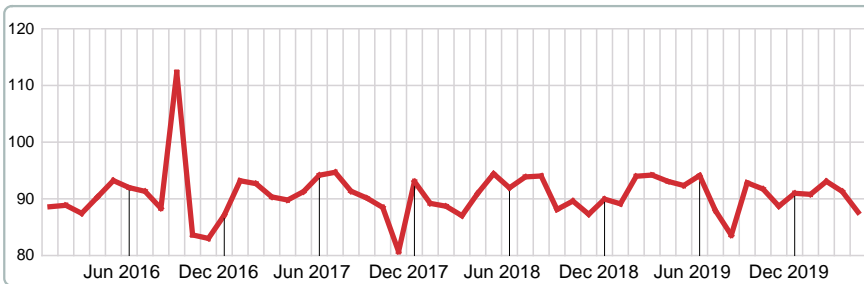
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

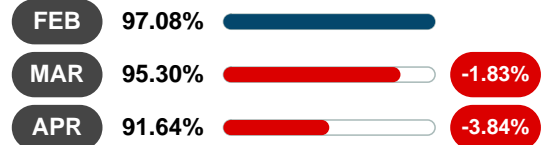


3 MONTHS

5 year APR AVG = 94.36%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **91.64%**
below the 5 yr APR average of **94.36%**



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	1	10.00%	92.00%	92.00%	0.00%	0.00%	0.00%
\$30,001 \$40,000	2	20.00%	90.74%	80.00%	101.47%	0.00%	0.00%
\$40,001 \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 \$120,000	3	30.00%	90.92%	0.00%	90.92%	0.00%	0.00%
\$120,001 \$140,000	1	10.00%	84.67%	0.00%	84.67%	0.00%	0.00%
\$140,001 \$220,000	2	20.00%	99.33%	98.67%	100.00%	0.00%	0.00%
\$220,001 and up	1	10.00%	86.87%	0.00%	0.00%	0.00%	86.87%
Average Sold/List Ratio		91.60%		90.22%	93.15%	0.00%	86.87%
Total Closed Units		10	100%	3	6		1
Total Closed Volume		988,650		248.00K	515.65K	0.00B	225.00K

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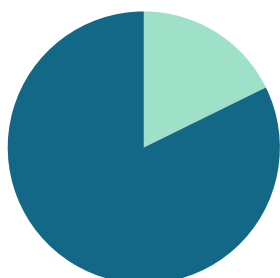
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

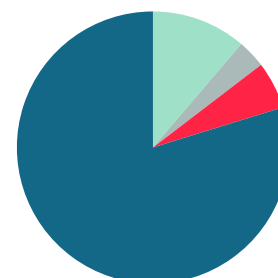


Inventory
 New Listings
14 = 17.72%
 Start Inventory
65
 Total Inventory Units
79
 Volume
\$16,728,293

Market Activity

Closed Sales
10 = 11.24%
 Pending Sales
3 = 3.37%
 Other Off Market
5 = 5.62%
 Active Inventory
71 = 79.78%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	12	10	-16.67%	41	36	-12.20%
Pending Sales	11	3	-72.73%	47	33	-29.79%
New Listings	23	14	-39.13%	113	91	-19.47%
Average List Price	125,950	108,230	-14.07%	101,357	107,406	5.97%
Average Sale Price	121,884	98,865	-18.89%	98,286	100,308	2.06%
Average Percent of Selling Price to List Price	97.08%	91.64%	-5.60%	96.12%	94.72%	-1.46%
Average Days on Market to Sale	16.00	32.60	103.75%	43.00	42.89	-0.26%
Monthly Inventory	90	71	-21.11%	90	71	-21.11%
Months Supply of Inventory	8.93	7.16	-19.79%	8.93	7.16	-19.79%

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

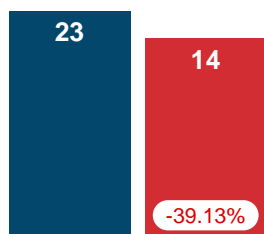
Inventory on April 30, 2020 = **71**

2019 **2020**

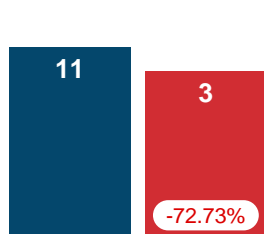
APRIL MARKET

AVERAGE PRICES

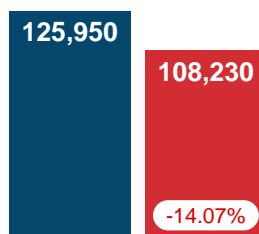
New Listings



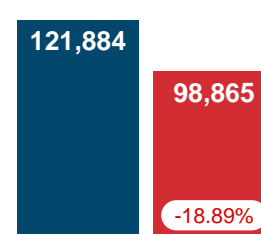
Pending Listings



List Price



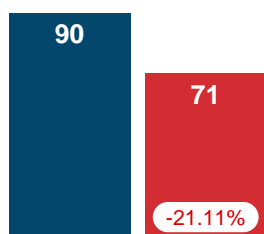
Sale Price



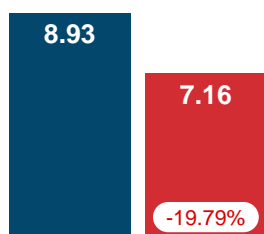
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

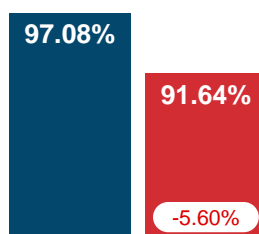
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

