

# August 2020



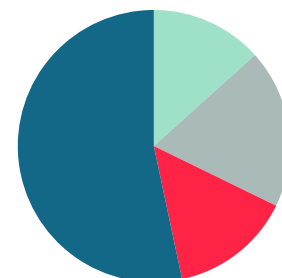
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	8	12	50.00%
Pending Listings	11	17	54.55%
New Listings	31	19	-38.71%
Average List Price	92,468	120,967	30.82%
Average Sale Price	84,275	115,288	36.80%
Average Percent of Selling Price to List Price	87.59%	95.33%	8.84%
Average Days on Market to Sale	56.88	46.08	-18.97%
End of Month Inventory	81	48	-40.74%
Months Supply of Inventory	7.90	4.88	-38.23%



■ Closed (13.33%)  
■ Pending (18.89%)  
■ Other OffMarket (14.44%)  
■ Active (53.33%)

**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of August 31, 2020 = **48**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **40.74%** to 48 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 **4.88** 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 **36.80%** in August 2020 to \$115,288 versus the previous year at \$84,275.

#### Average Days on Market Shortens

The average number of **46.08** days that homes spent on the market before selling decreased by 10.79 days or **18.97%** in August 2020 compared to last year's same month at **56.88** DOM.

#### Sales Success for August 2020 is Positive

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

There were 19 New Listings in August 2020, down **38.71%** from last year at 31. Furthermore, there were 12 Closed Listings this month versus last year at 8, a **50.00%** increase.

Closed versus Listed trends yielded a **63.2%** ratio, up from previous year's, August 2019, at **25.8%**, a **144.74%** 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

<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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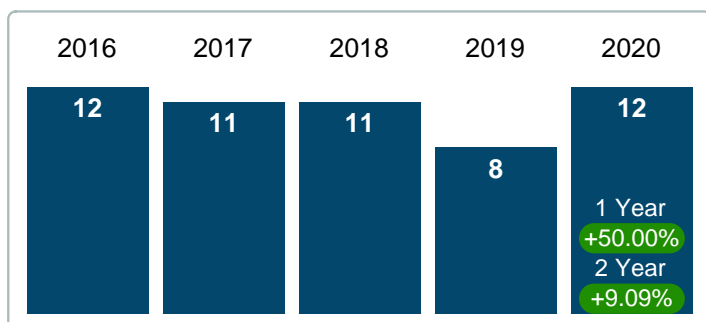
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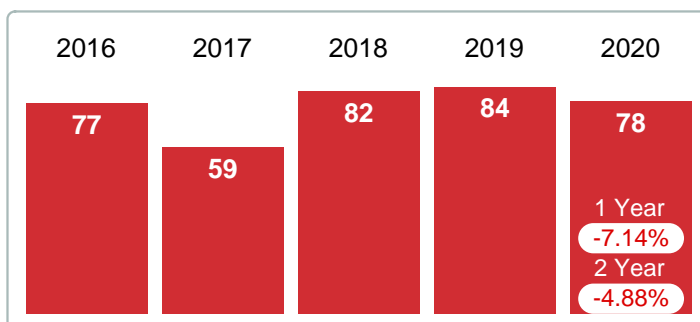
## CLOSED LISTINGS

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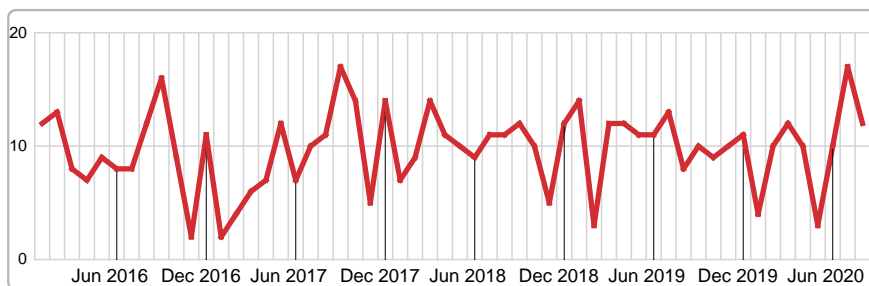
### AUGUST



### YEAR TO DATE (YTD)

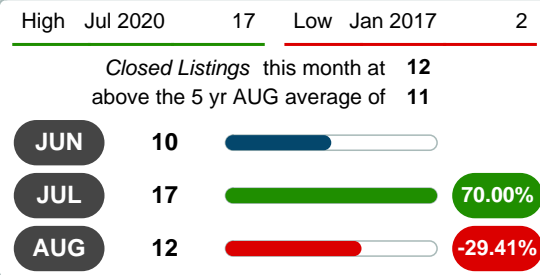


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG 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
\$50,000 and less	1	8.33%	27.0	0	1	0	0
\$50,001 - \$60,000	1	8.33%	39.0	1	0	0	0
\$60,001 - \$70,000	2	16.67%	46.0	0	2	0	0
\$70,001 - \$80,000	1	8.33%	8.0	1	0	0	0
\$80,001 - \$180,000	4	33.33%	63.3	1	2	1	0
\$180,001 - \$200,000	1	8.33%	17.0	0	0	1	0
\$200,001 and up	2	16.67%	58.5	1	1	0	0
<b>Total Closed Units</b>	<b>12</b>			<b>4</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>1,383,450</b>	<b>100%</b>	<b>46.1</b>	<b>423.45K</b>	<b>645.20K</b>	<b>314.80K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$115,288</b>			<b>\$105,863</b>	<b>\$107,533</b>	<b>\$157,400</b>	<b>\$0</b>

# August 2020



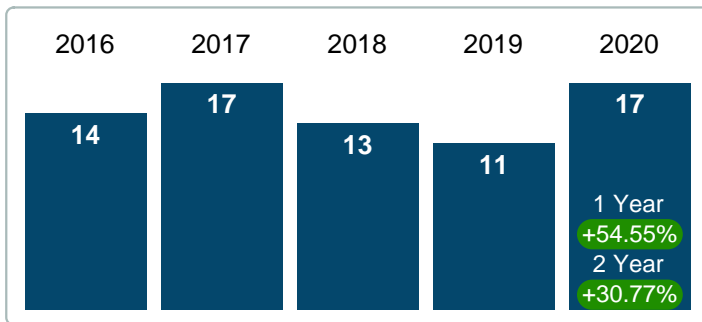
Area Delimited by County Of Sequoyah - Residential Property Type



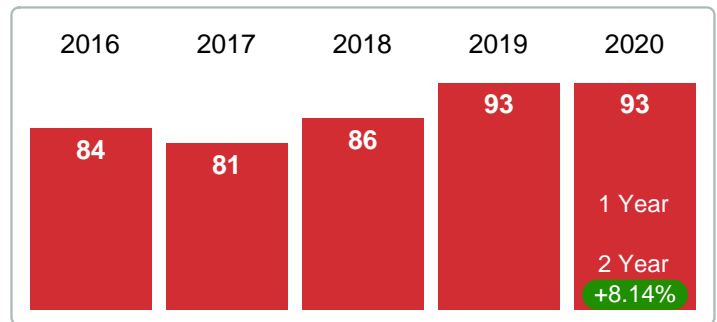
## PENDING LISTINGS

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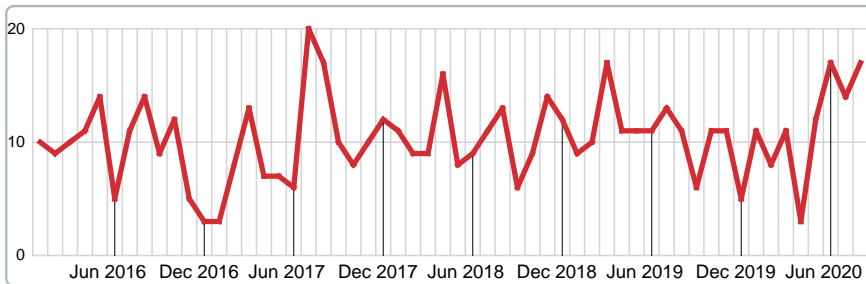
### AUGUST



### YEAR TO DATE (YTD)

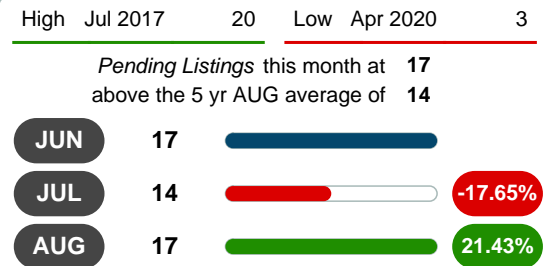


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 14



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	3	17.65%	18.0	1	2	0	0
\$75,001-\$75,000	0	0.00%	0.0	0	0	0	0
\$75,001-\$125,000	5	29.41%	33.2	3	1	1	0
\$125,001-\$225,000	5	29.41%	38.6	0	4	1	0
\$225,001-\$325,000	2	11.76%	69.0	0	2	0	0
\$325,001 and up	2	11.76%	105.0	0	2	0	0
<b>Total Pending Units</b>	<b>17</b>			<b>4</b>	<b>11</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>2,558,000</b>	<b>100%</b>	<b>44.8</b>	<b>284.70K</b>	<b>1.98M</b>	<b>294.40K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$150,471</b>			<b>\$71,175</b>	<b>\$179,900</b>	<b>\$147,200</b>	<b>\$0</b>

# August 2020



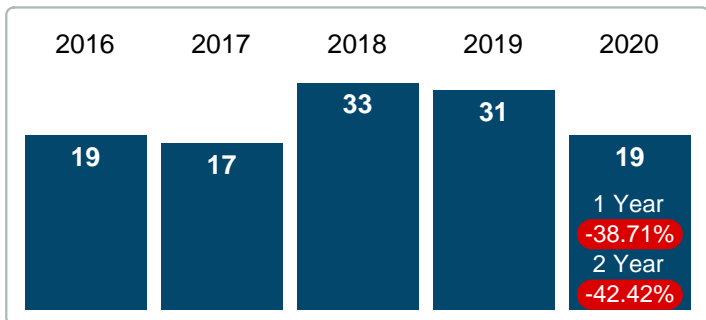
Area Delimited by County Of Sequoyah - Residential Property Type



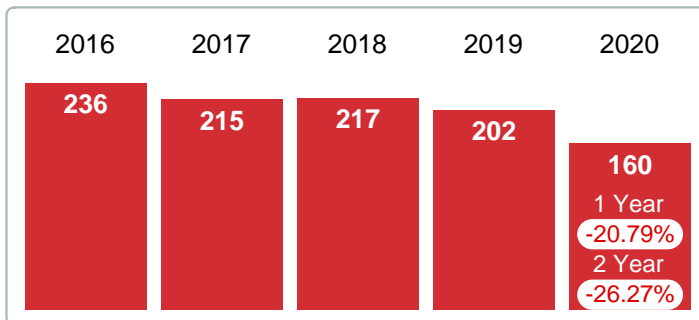
## NEW LISTINGS

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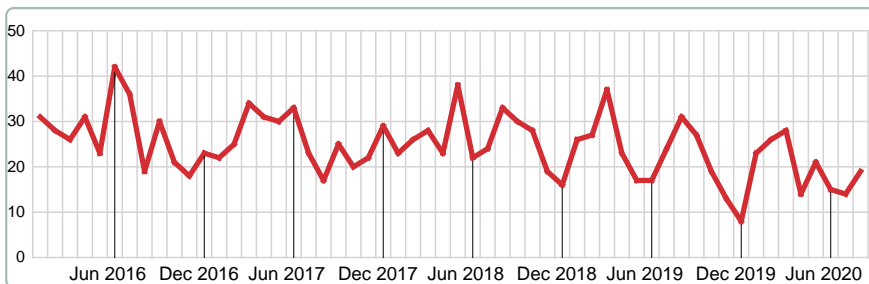
### AUGUST



### YEAR TO DATE (YTD)

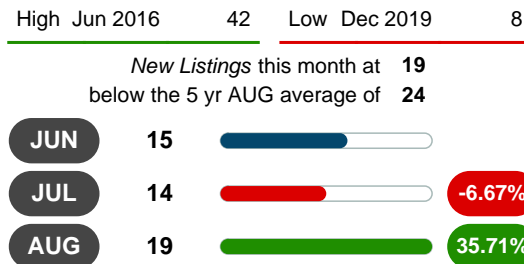


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 24



### 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	2	10.53%	2	0	0	0
\$25,001 - \$50,000	1	5.26%	0	1	0	0
\$50,001 - \$125,000	4	21.05%	1	3	0	0
\$125,001 - \$225,000	4	21.05%	0	3	1	0
\$225,001 - \$250,000	3	15.79%	0	2	1	0
\$250,001 - \$325,000	3	15.79%	0	3	0	0
\$325,001 and up	2	10.53%	0	1	1	0
<b>Total New Listed Units</b>	<b>19</b>		<b>3</b>	<b>13</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>3,486,900</b>	<b>100%</b>	<b>139.90K</b>	<b>2.62M</b>	<b>727.90K</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$199,323</b>		<b>\$46,633</b>	<b>\$201,469</b>	<b>\$242,633</b>	<b>\$0</b>

# August 2020



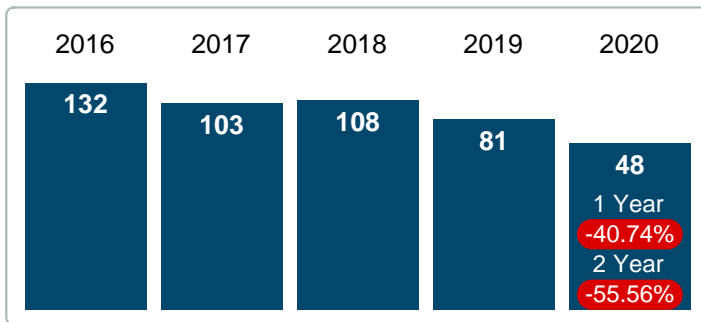
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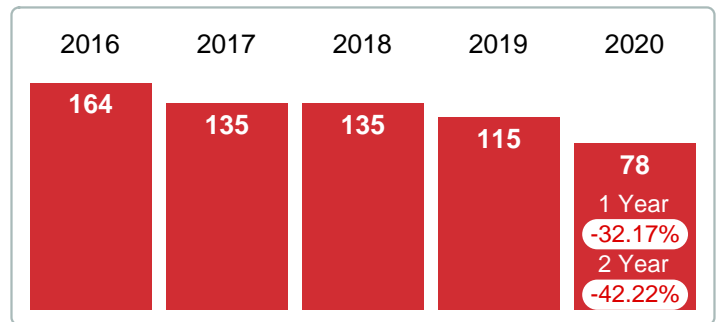
## ACTIVE INVENTORY

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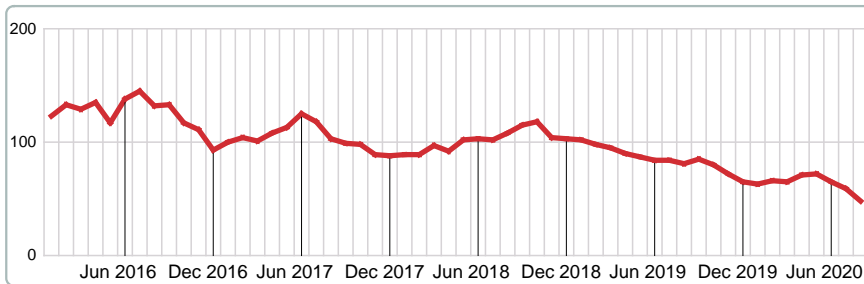
### END OF AUGUST



### ACTIVE DURING AUGUST

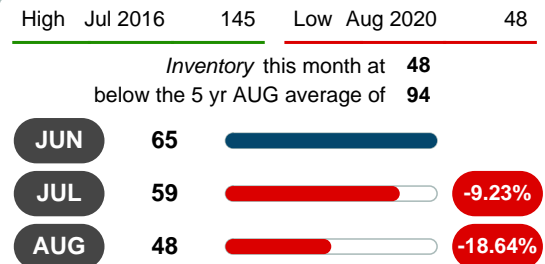


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 94



### 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	4	8.33%	50.8	1	3	0	0
\$50,001 - \$75,000	5	10.42%	89.0	1	4	0	0
\$75,001 - \$125,000	8	16.67%	128.9	0	6	2	0
\$125,001 - \$175,000	11	22.92%	92.5	0	8	3	0
\$175,001 - \$250,000	8	16.67%	69.3	2	4	2	0
\$250,001 - \$575,000	8	16.67%	38.4	0	5	3	0
\$575,001 and up	4	8.33%	162.8	1	0	2	1
<b>Total Active Inventory by Units</b>	<b>48</b>			<b>5</b>	<b>30</b>	<b>12</b>	<b>1</b>
<b>Total Active Inventory by Volume</b>	<b>10,675,295</b>	<b>100%</b>	<b>87.7</b>	<b>1.37M</b>	<b>4.65M</b>	<b>3.86M</b>	<b>800.00K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$222,402</b>			<b>\$273,800</b>	<b>\$154,940</b>	<b>\$321,508</b>	<b>\$800,000</b>

# August 2020



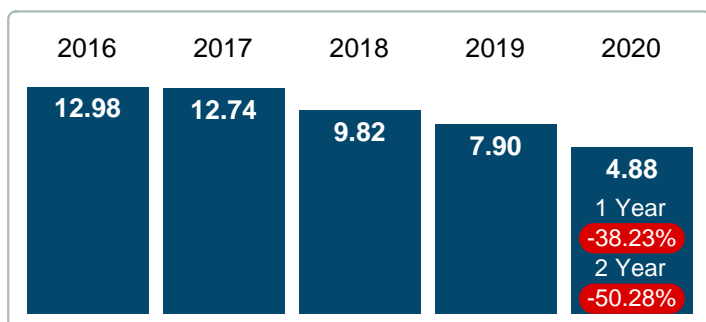
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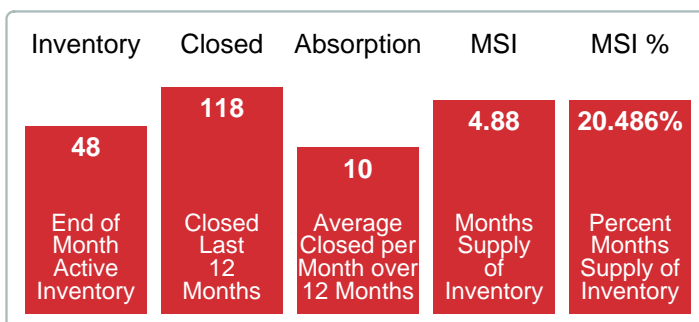
## MONTHS SUPPLY of INVENTORY (MSI)

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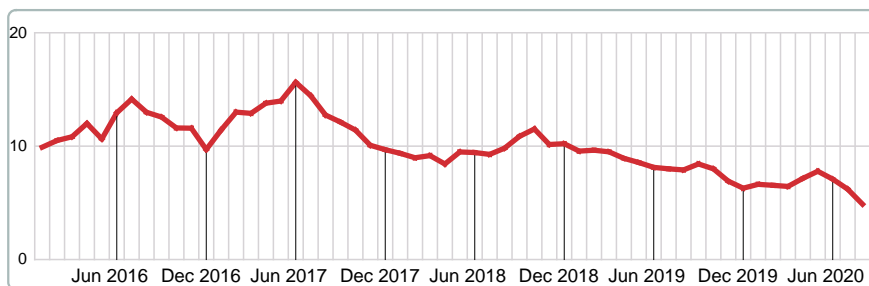
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020



### 5 YEAR MARKET ACTIVITY TRENDS

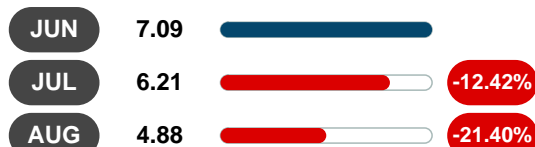


### 3 MONTHS

5 year AUG AVG = 9.67

High Jun 2017 15.63 Low Aug 2020 4.88

Months Supply this month at 4.88 below the 5 yr AUG average of 9.67



### 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	4	8.33%	1.85	1.09	3.00	0.00	0.00
\$50,001 - \$80,000	5	10.42%	3.53	2.00	4.80	0.00	0.00
\$80,001 - \$130,000	9	18.75%	3.27	0.00	3.82	8.00	0.00
\$130,001 - \$190,000	11	22.92%	5.28	0.00	6.00	7.20	0.00
\$190,001 - \$260,000	7	14.58%	9.33	24.00	9.00	12.00	0.00
\$260,001 - \$570,000	7	14.58%	10.50	0.00	12.00	36.00	0.00
\$570,001 and up	5	10.42%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			4.88	2.07	5.29	9.60	2.00
Total Active Inventory by Units		100%	4.88	5	30	12	1

# August 2020



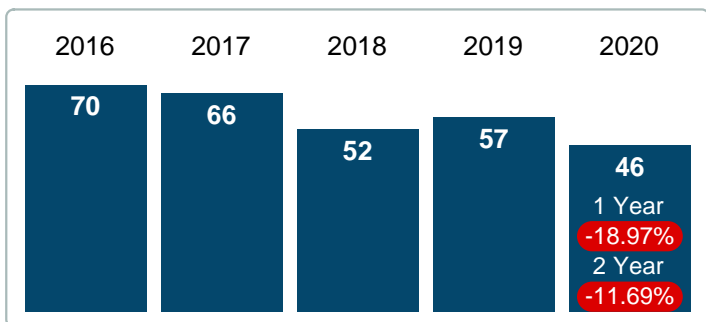
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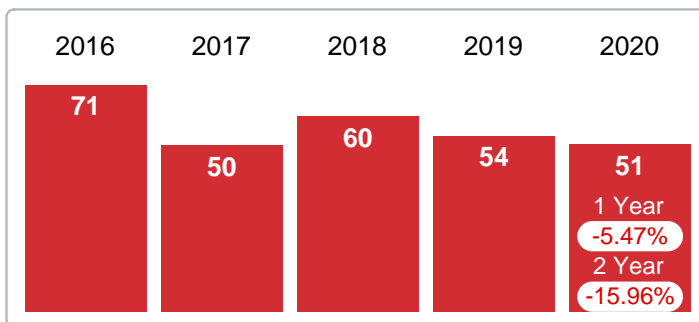
## AVERAGE DAYS ON MARKET TO SALE

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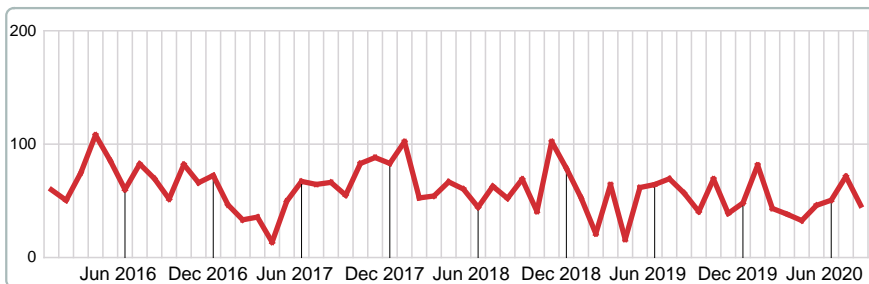
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

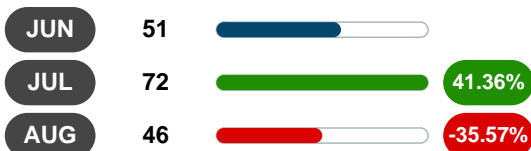


### 3 MONTHS

5 year AUG AVG = 58

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 46 below the 5 yr AUG average of 58



## 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
\$50,000 and less	8.33%	27	0	27	0	0
\$50,001 - \$60,000	8.33%	39	39	0	0	0
\$60,001 - \$70,000	16.67%	46	0	46	0	0
\$70,001 - \$80,000	8.33%	8	8	0	0	0
\$80,001 - \$180,000	33.33%	63	10	63	118	0
\$180,001 - \$200,000	8.33%	17	0	0	17	0
\$200,001 and up	16.67%	59	105	12	0	0
<b>Average Closed DOM</b>		<b>46</b>	<b>41</b>	<b>43</b>	<b>68</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>46</b>	<b>4</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>1,383,450</b>	<b>423.45K</b>	<b>645.20K</b>	<b>314.80K</b>	<b>0.00B</b>

# August 2020



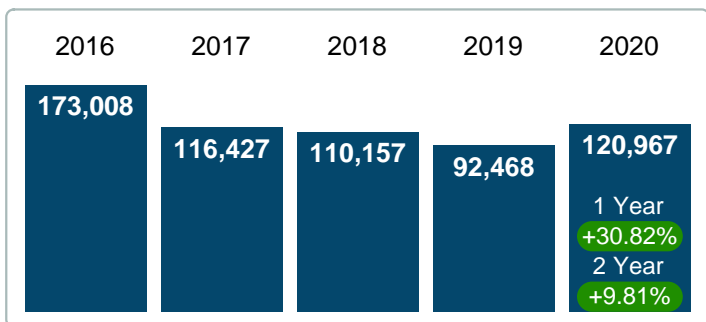
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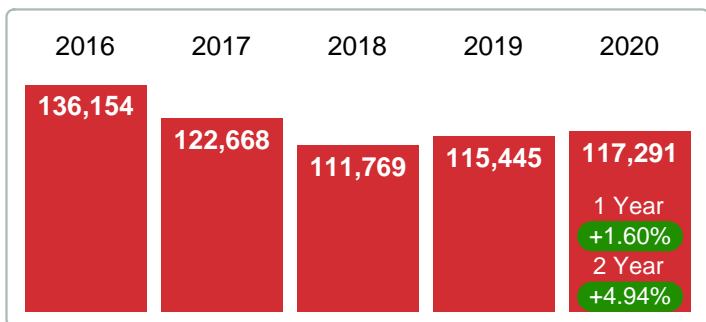
## AVERAGE LIST PRICE AT CLOSING

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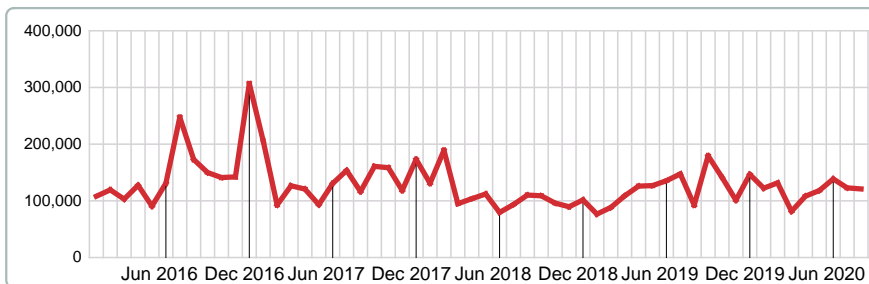
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

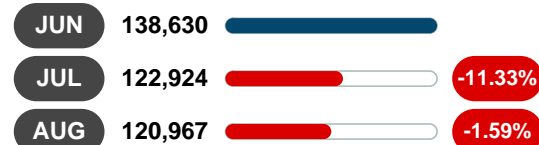


### 3 MONTHS

5 year AUG AVG = 122,605

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

Average List Price at Closing this month at **120,967**  
 below the 5 yr AUG average of **122,605**



### 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
\$50,000 and less	0.00%	0	0	56,500	0	0
\$50,001 - \$60,000	16.67%	55,500	54,500	0	0	0
\$60,001 - \$70,000	8.33%	69,900	0	72,400	0	0
\$70,001 - \$80,000	16.67%	77,400	79,900	0	0	0
\$80,001 - \$180,000	33.33%	97,225	89,900	90,000	119,000	0
\$180,001 - \$200,000	8.33%	189,000	0	0	189,000	0
\$200,001 and up	16.67%	269,000	219,000	319,000	0	0
<b>Average List Price</b>		<b>120,967</b>	<b>110,825</b>	<b>116,717</b>	<b>154,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>120,967</b>	<b>4</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>1,451,600</b>	<b>443.30K</b>	<b>700.30K</b>	<b>308.00K</b>	<b>0.00B</b>



# August 2020



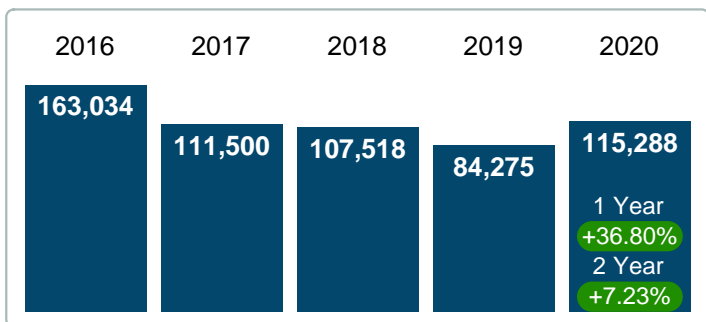
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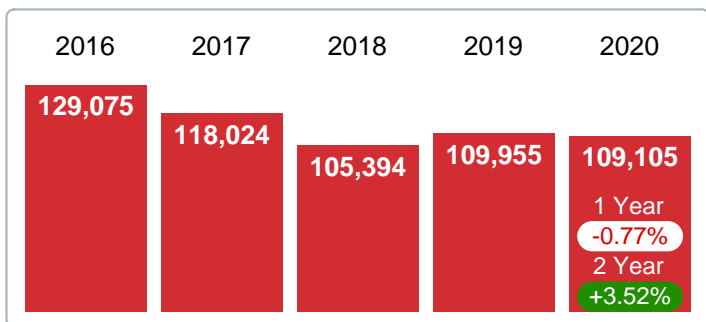
## AVERAGE SOLD PRICE AT CLOSING

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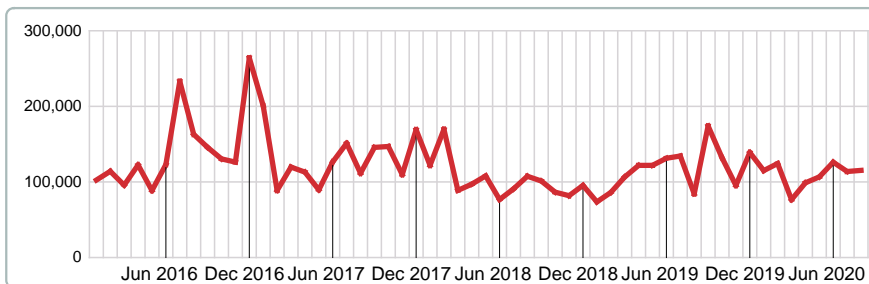
### AUGUST



### YEAR TO DATE (YTD)

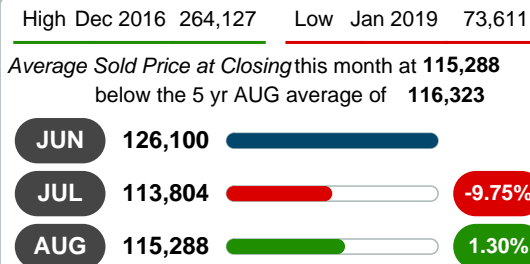


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 116,323



### 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
\$50,000 and less	1	8.33%	48,000	0	48,000	0	0
\$50,001 - \$60,000	1	8.33%	51,750	51,750	0	0	0
\$60,001 - \$70,000	2	16.67%	65,500	0	65,500	0	0
\$70,001 - \$80,000	1	8.33%	79,900	79,900	0	0	0
\$80,001 - \$180,000	4	33.33%	96,975	86,800	88,100	124,900	0
\$180,001 - \$200,000	1	8.33%	189,900	0	0	189,900	0
\$200,001 and up	2	16.67%	247,500	205,000	290,000	0	0
<b>Average Sold Price</b>			<b>115,288</b>	<b>105,863</b>	<b>107,533</b>	<b>157,400</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>115,288</b>	<b>4</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>1,383,450</b>	<b>423.45K</b>	<b>645.20K</b>	<b>314.80K</b>	<b>0.00B</b>

# August 2020



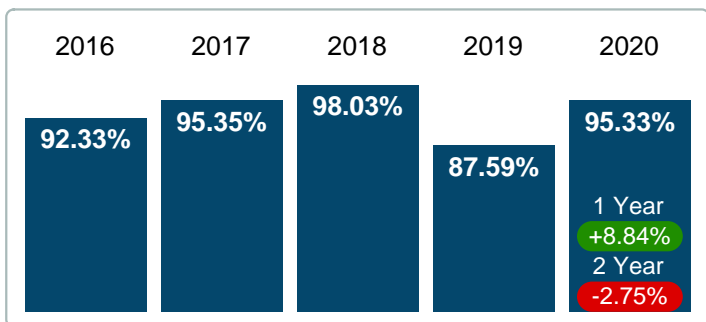
Area Delimited by County Of Sequoyah - Residential Property Type



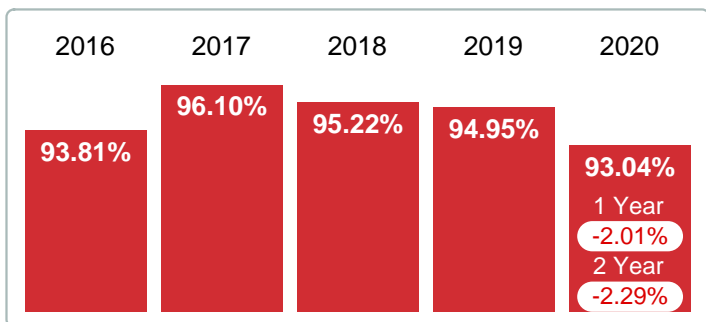
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

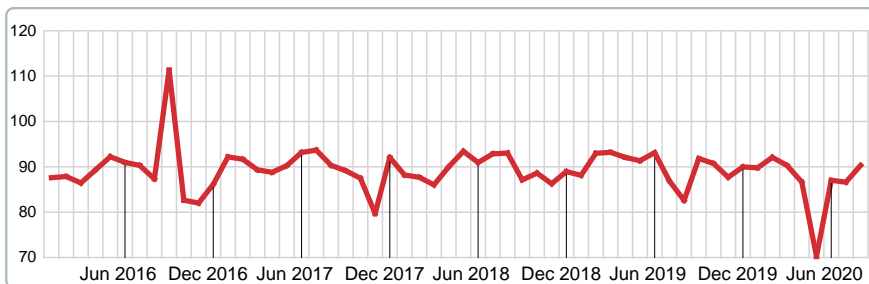
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

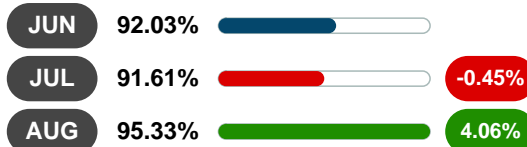


### 3 MONTHS

5 year AUG AVG = 93.73%

High Sep 2016 116.31% Low May 2020 75.25%

Average Sold/List Ratio this month at **95.33%** above the 5 yr AUG average of **93.73%**



## 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
\$50,000 and less	1	8.33%	84.96%	0.00%	84.96%	0.00%	0.00%
\$50,001 - \$60,000	1	8.33%	94.95%	94.95%	0.00%	0.00%	0.00%
\$60,001 - \$70,000	2	16.67%	90.70%	0.00%	90.70%	0.00%	0.00%
\$70,001 - \$80,000	1	8.33%	100.00%	100.00%	0.00%	0.00%	0.00%
\$80,001 - \$180,000	4	33.33%	99.43%	96.55%	98.11%	104.96%	0.00%
\$180,001 - \$200,000	1	8.33%	100.48%	0.00%	0.00%	100.48%	0.00%
\$200,001 and up	2	16.67%	92.26%	93.61%	90.91%	0.00%	0.00%
Average Sold/List Ratio		95.30%		96.28%	92.24%	102.72%	0.00%
Total Closed Units		12	100%	4	6	2	
Total Closed Volume		1,383,450		423.45K	645.20K	314.80K	0.00B

# August 2020



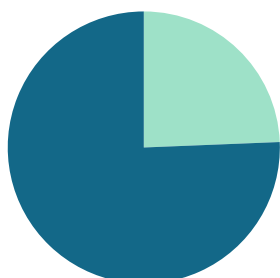
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

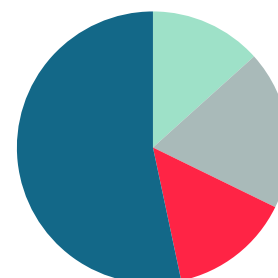


**Inventory**  
 New Listings  
**19 = 24.36%**  
 Start Inventory  
**59**  
 Total Inventory Units  
**78**  
 Volume  
**\$15,982,395**

### Market Activity

Closed Sales  
**12 = 13.33%**  
 Pending Sales  
**17 = 18.89%**  
 Other Off Market  
**13 = 14.44%**  
 Active Inventory  
**48 = 53.33%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	8	12	50.00%	84	78	-7.14%
Pending Sales	11	17	54.55%	93	93	0.00%
New Listings	31	19	-38.71%	202	160	-20.79%
Average List Price	92,468	120,967	30.82%	115,445	117,291	1.60%
Average Sale Price	84,275	115,288	36.80%	109,955	109,105	-0.77%
Average Percent of Selling Price to List Price	87.59%	95.33%	8.84%	94.95%	93.04%	-2.01%
Average Days on Market to Sale	56.88	46.08	-18.97%	53.67	50.73	-5.47%
Monthly Inventory	81	48	-40.74%	81	48	-40.74%
Months Supply of Inventory	7.90	4.88	-38.23%	7.90	4.88	-38.23%

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

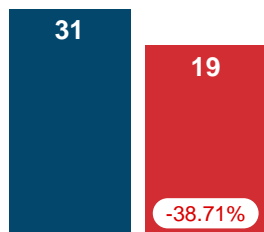
**Inventory** on August 31, 2020 = **48**

**2019** **2020**

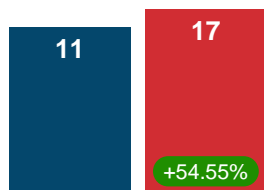
### AUGUST MARKET

### AVERAGE PRICES

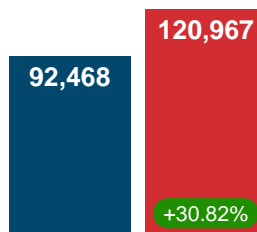
#### New Listings



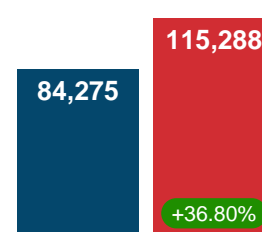
#### Pending Listings



#### List Price



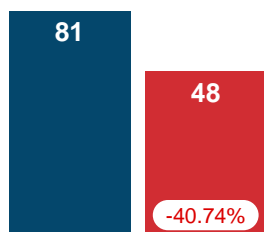
#### Sale Price



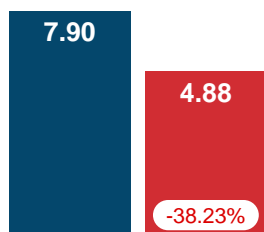
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

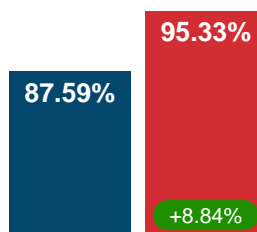
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

