

August 2020



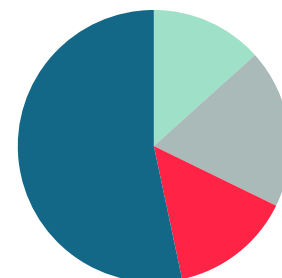
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	94,900	87,450	-7.85%
Median Sale Price	82,250	86,750	5.47%
Median Percent of Selling Price to List Price	87.45%	95.75%	9.50%
Median Days on Market to Sale	41.50	33.50	-19.28%
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.

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 **5.47%** in August 2020 to \$86,750 versus the previous year at \$82,250.

Median Days on Market Shortens

The median number of **33.50** days that homes spent on the market before selling decreased by 8.00 days or **19.28%** in August 2020 compared to last year's same month at **41.50** DOM.

Sales Success for August 2020 is Positive

Overall, with Median 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.

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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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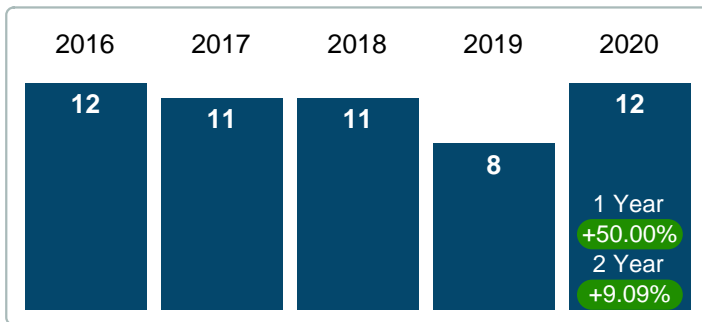
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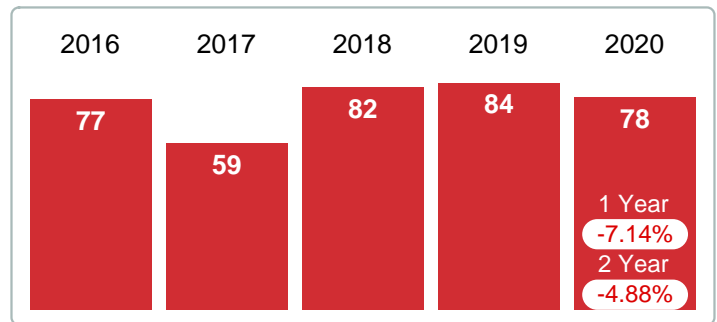
CLOSED LISTINGS

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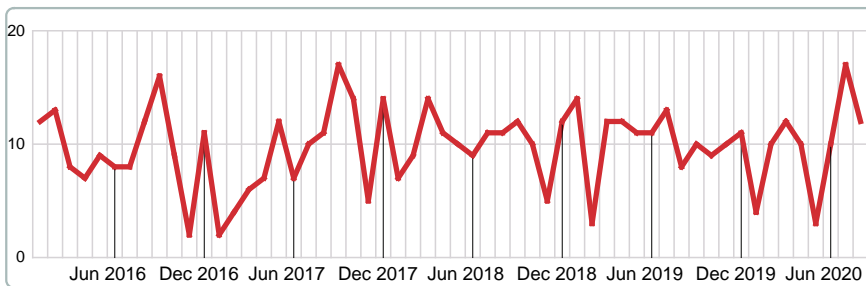
AUGUST



YEAR TO DATE (YTD)

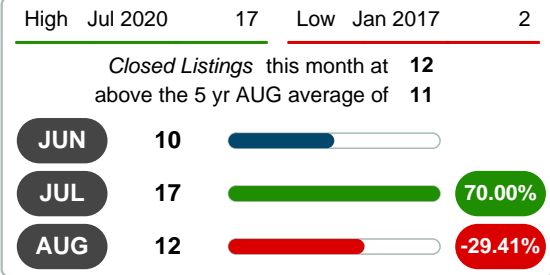


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	62.5	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
Total Closed Units	12			4	6	2	0
Total Closed Volume	1,383,450	100%	33.5	423.45K	645.20K	314.80K	0.00B
Median Closed Price	\$86,750			\$83,350	\$77,350	\$157,400	\$0

August 2020



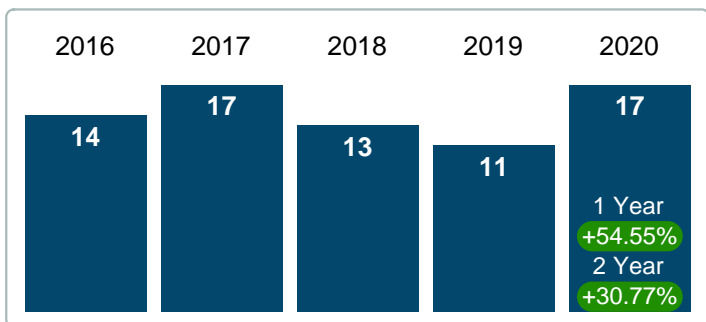
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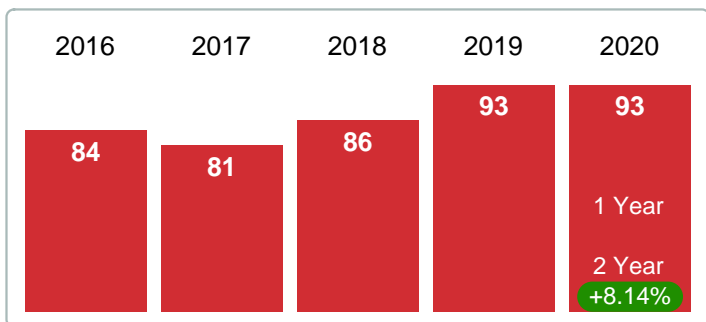
PENDING LISTINGS

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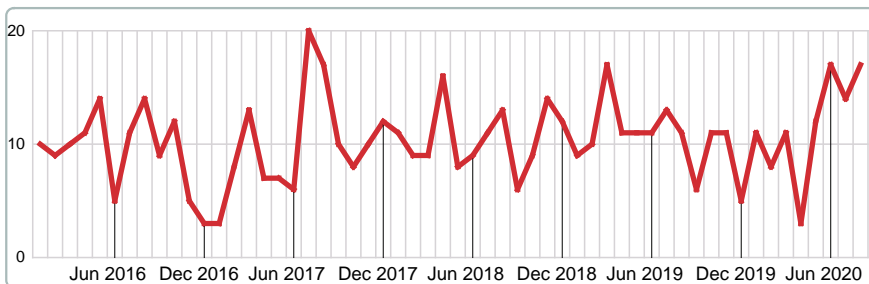
AUGUST



YEAR TO DATE (YTD)

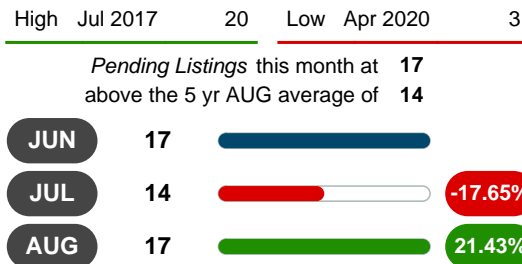


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 14



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	11.76%	23.0	1	1	0	0
\$20,001 - \$70,000	1	5.88%	8.0	0	1	0	0
\$70,001 - \$90,000	2	11.76%	30.5	2	0	0	0
\$90,001 - \$130,000	4	23.53%	17.5	1	2	1	0
\$130,001 - \$220,000	4	23.53%	49.0	0	3	1	0
\$220,001 - \$320,000	2	11.76%	69.0	0	2	0	0
\$320,001 and up	2	11.76%	105.0	0	2	0	0
Total Pending Units	17			4	11	2	0
Total Pending Volume	2,558,000	100%	35.0	284.70K	1.98M	294.40K	0.00B
Median Listing Price	\$130,000			\$84,900	\$135,000	\$147,200	\$0

August 2020



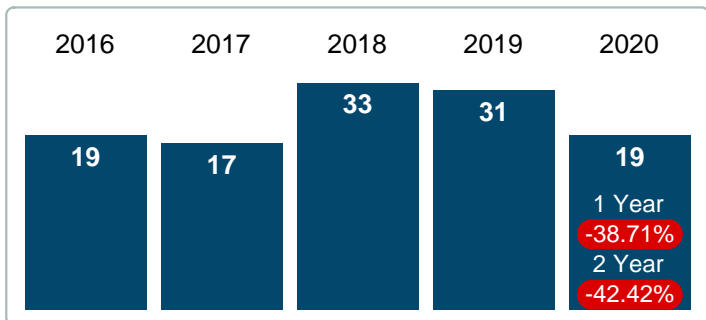
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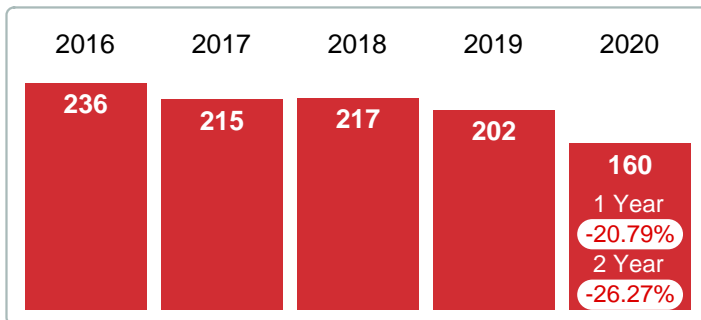
NEW LISTINGS

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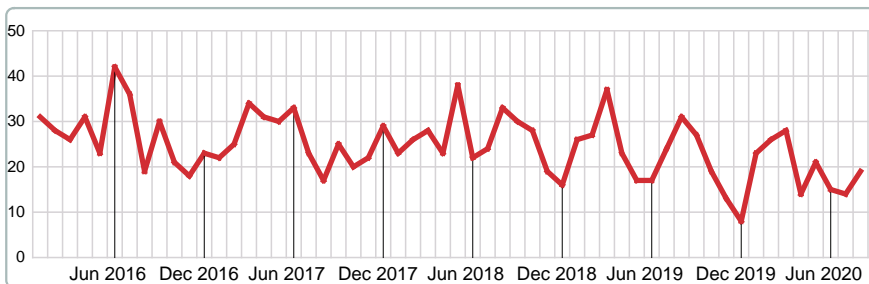
AUGUST



YEAR TO DATE (YTD)

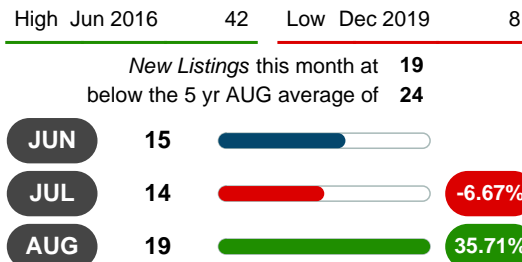


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	19		3	13	3	0
Total New Listed Volume	3,486,900	100%	139.90K	2.62M	727.90K	0.00B
Median New Listed Listing Price	\$159,900		\$25,000	\$169,000	\$229,000	\$0

August 2020



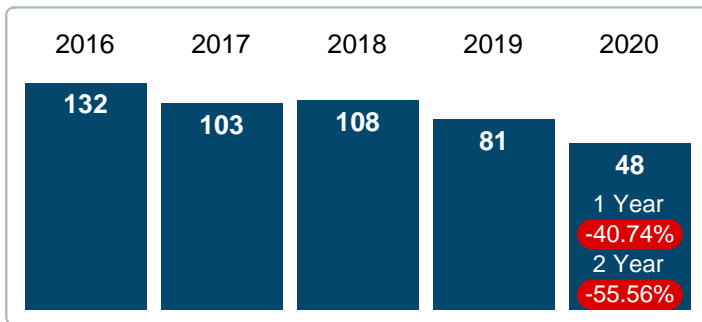
Area Delimited by County Of Sequoyah - Residential Property Type



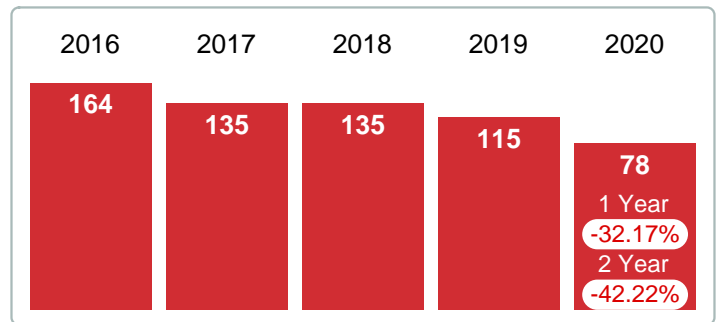
ACTIVE INVENTORY

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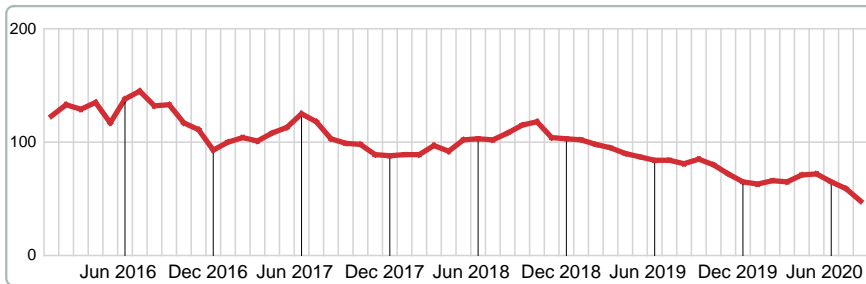
END OF AUGUST



ACTIVE DURING AUGUST

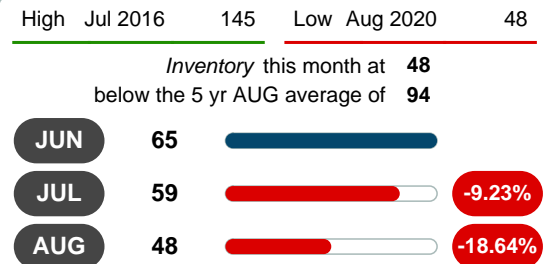


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 94



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	8.33%	42.0	1	3	0	0
\$50,001 - \$80,000	5	10.42%	110.0	1	4	0	0
\$80,001 - \$130,000	9	18.75%	116.0	0	7	2	0
\$130,001 - \$190,000	11	22.92%	133.0	0	8	3	0
\$190,001 - \$260,000	7	14.58%	40.0	2	3	2	0
\$260,001 - \$570,000	7	14.58%	16.0	0	4	3	0
\$570,001 and up	5	10.42%	140.0	1	1	2	1
Total Active Inventory by Units		48		5	30	12	1
Total Active Inventory by Volume		10,675,295	100%	1.37M	4.65M	3.86M	800.00K
Median Active Inventory Listing Price		\$149,750		\$195,000	\$131,950	\$226,000	\$800,000

August 2020



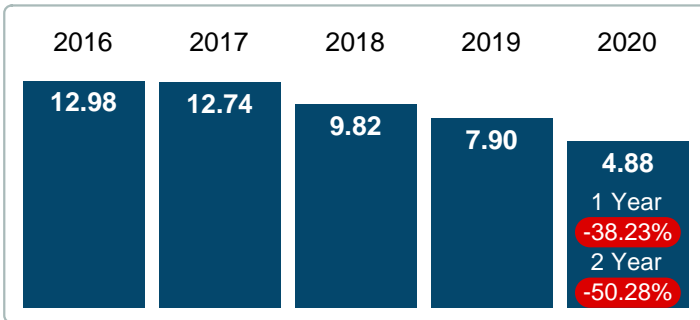
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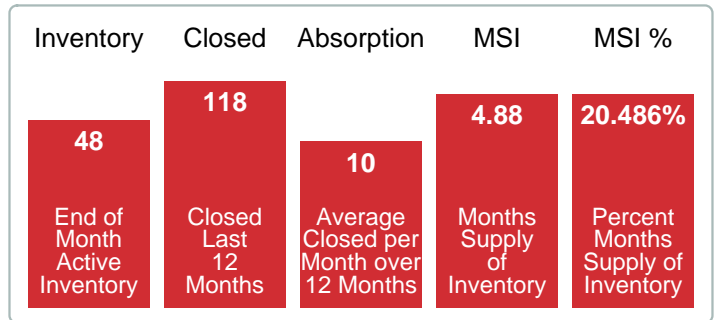
MONTHS SUPPLY of INVENTORY (MSI)

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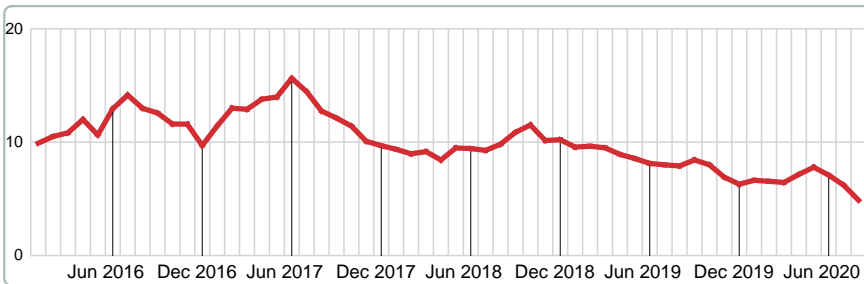
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020



5 YEAR MARKET ACTIVITY TRENDS

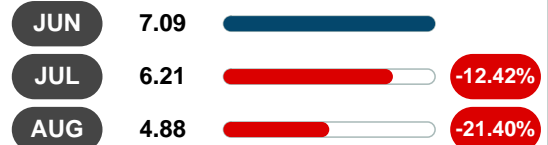


3 MONTHS

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



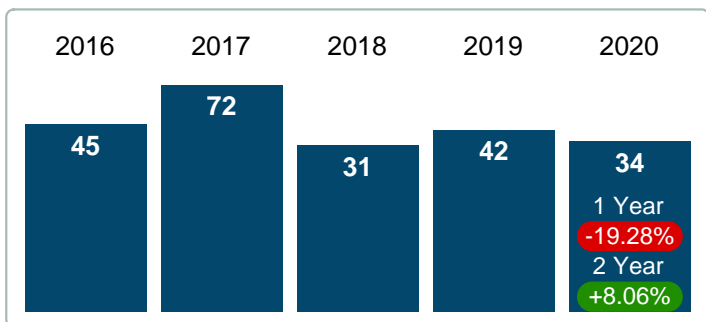
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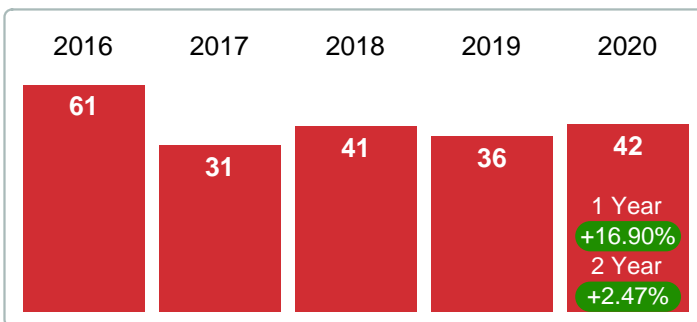
MEDIAN DAYS ON MARKET TO SALE

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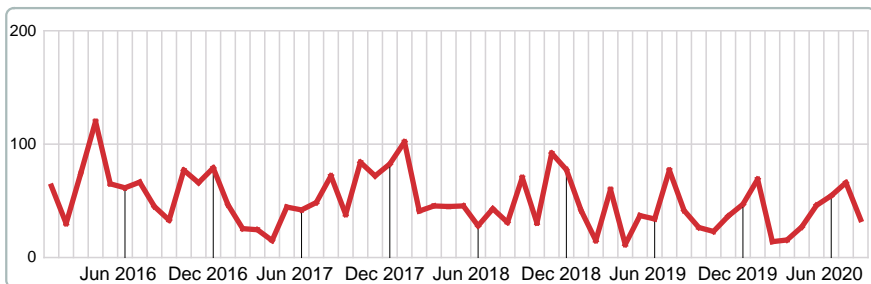
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

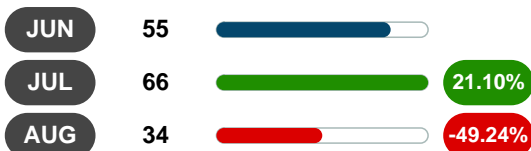


3 MONTHS

5 year AUG AVG = 45

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 34 below the 5 yr AUG average of 45



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
\$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
Median Closed DOM		34	25	42	68	0
Total Closed Units	100%	33.5	4	6	2	
Total Closed Volume		1,383,450	423.45K	645.20K	314.80K	0.00B

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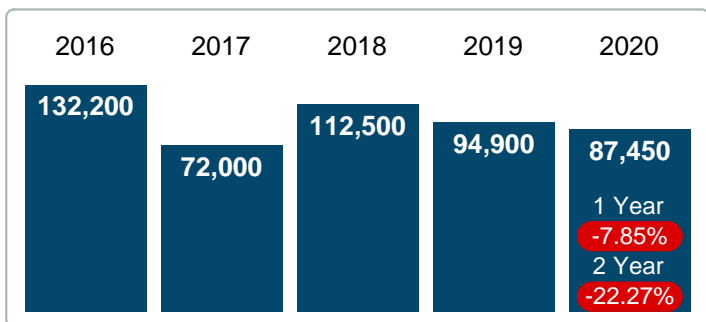
Area Delimited by County Of Sequoyah - Residential Property Type



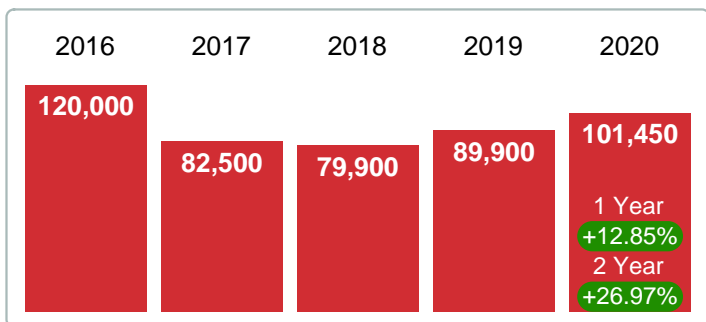
MEDIAN LIST PRICE AT CLOSING

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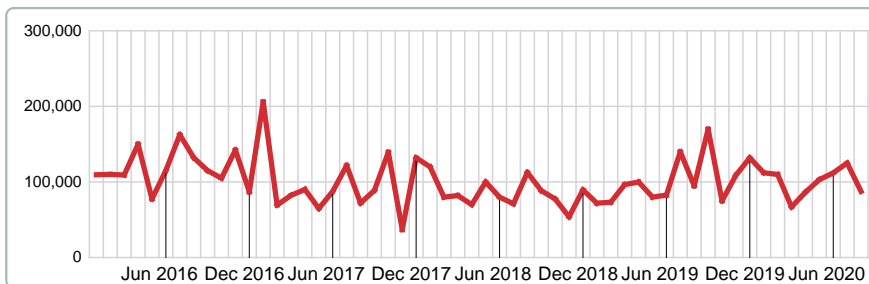
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

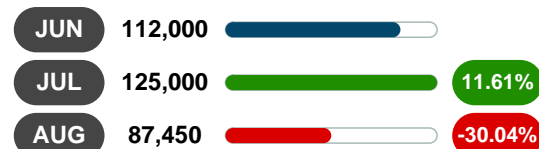


3 MONTHS

5 year AUG AVG = 99,810

High Jan 2017 205,750 Low Nov 2017 37,000

Median List Price at Closing this month at **87,450**
 below the 5 yr AUG average of **99,810**



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
\$50,000 and less	0.00%	59	0	0	0	0
\$50,001 - \$60,000	16.67%	55,500	54,500	56,500	0	0
\$60,001 - \$70,000	8.33%	69,900	0	69,900	0	0
\$70,001 - \$80,000	16.67%	77,400	79,900	74,900	0	0
\$80,001 - \$180,000	33.33%	92,450	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
Median List Price		87,450	84,900	79,950	154,000	0
Total Closed Units	100%	87,450	4	6	2	
Total Closed Volume		1,451,600	443.30K	700.30K	308.00K	0.00B

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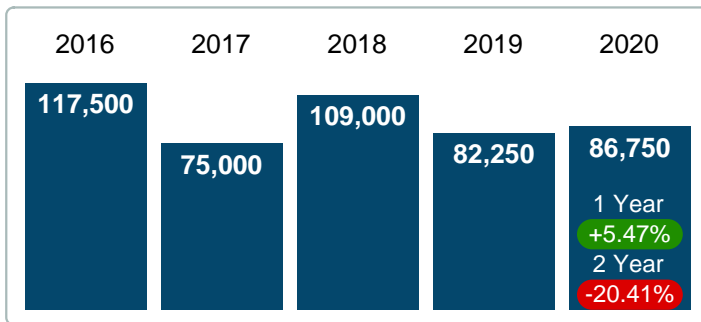
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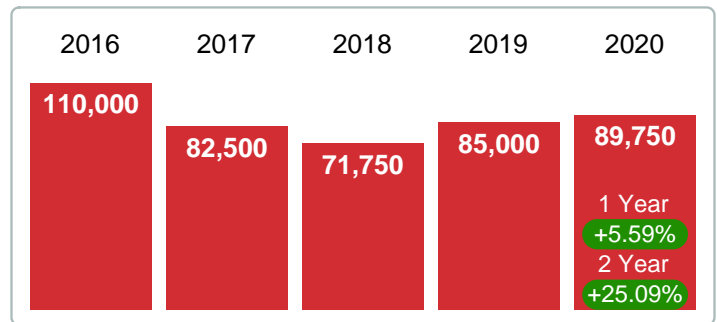
MEDIAN SOLD PRICE AT CLOSING

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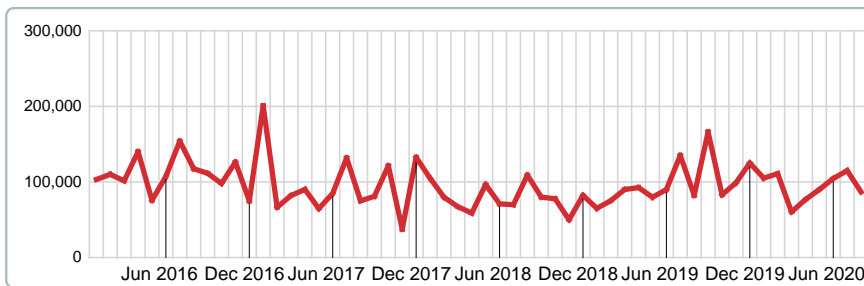
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

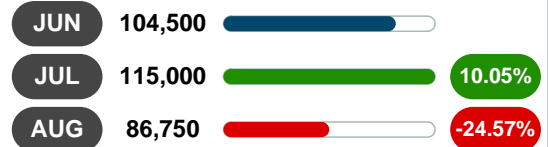


3 MONTHS

5 year AUG AVG = 94,100

High Jan 2017 200,750 Low Nov 2017 37,500

Median Sold Price at Closing this month at **86,750**
 below the 5 yr AUG average of **94,100**



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
\$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%	88,150	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
Median Sold Price			86,750	83,350	77,350	157,400	0
Total Closed Units		100%	86,750	4	6	2	
Total Closed Volume			1,383,450	423.45K	645.20K	314.80K	0.00B

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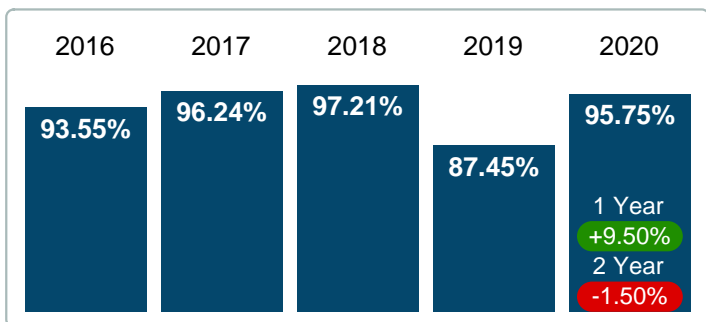
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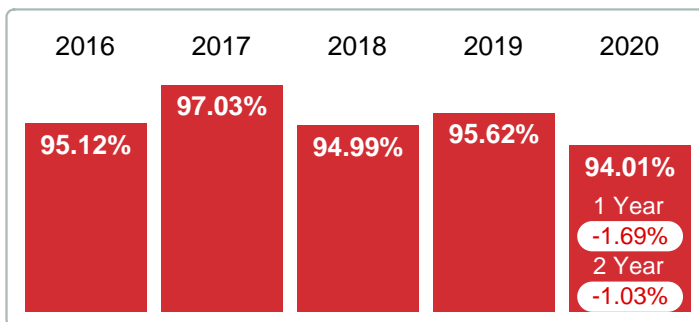
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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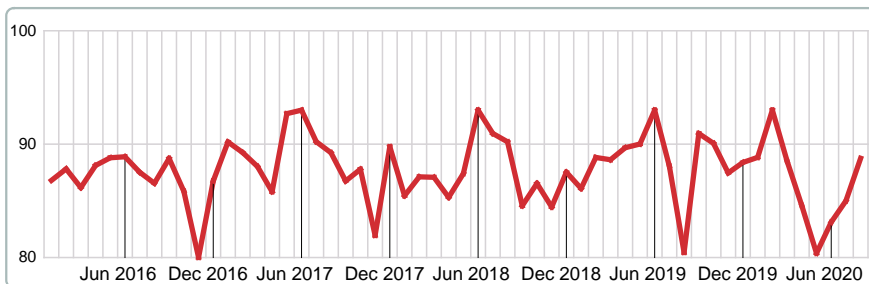
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

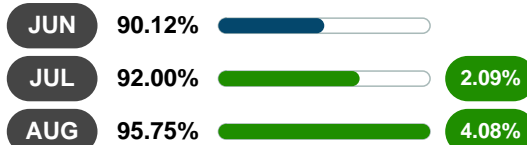


3 MONTHS

5 year AUG AVG = 94.04%

High Feb 2020 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **95.75%**
above the 5 yr AUG average of **94.04%**



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
\$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%	99.28%	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%
Median Sold/List Ratio		95.75%		95.75%	92.56%	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



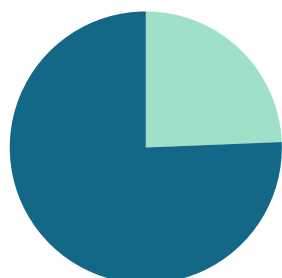
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

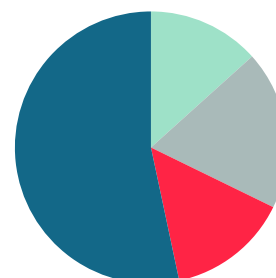
- New Listings **19 = 24.36%**
- Start Inventory **59**
- Total Inventory Units **78**
- Volume **\$15,982,395**

Market Activity

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%
Median List Price	94,900	87,450	-7.85%	89,900	101,450	12.85%
Median Sale Price	82,250	86,750	5.47%	85,000	89,750	5.59%
Median Percent of Selling Price to List Price	87.45%	95.75%	9.50%	95.62%	94.01%	-1.69%
Median Days on Market to Sale	41.50	33.50	-19.28%	35.50	41.50	16.90%
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

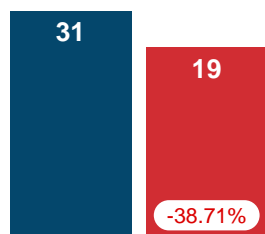
Inventory on August 31, 2020 = **48**

2019 **2020**

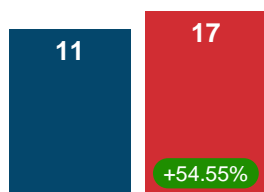
AUGUST MARKET

MEDIAN PRICES

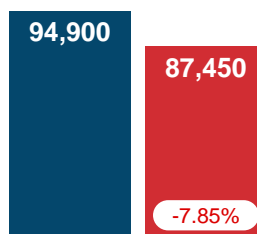
New Listings



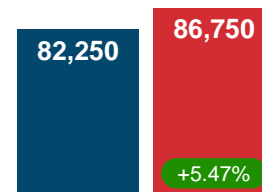
Pending Listings



List Price



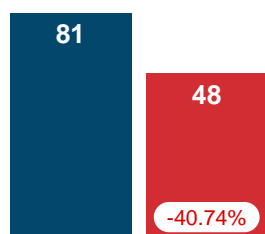
Sale Price



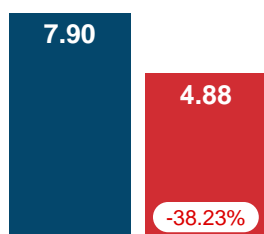
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

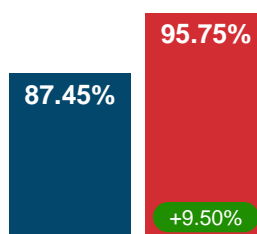
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

