

## February 2020



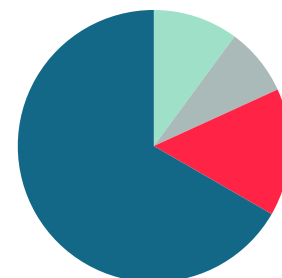
Area Delimited by County Of Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	3	10	233.33%
Pending Listings	10	8	-20.00%
New Listings	27	26	-3.70%
Average List Price	88,283	131,670	49.14%
Average Sale Price	86,083	124,340	44.44%
Average Percent of Selling Price to List Price	97.98%	97.08%	-0.92%
Average Days on Market to Sale	21.00	43.30	106.19%
End of Month Inventory	98	66	-32.65%
Months Supply of Inventory	9.64	6.55	-32.10%



■ Closed (10.10%)  
■ Pending (8.08%)  
■ Other OffMarket (15.15%)  
■ Active (66.67%)

**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of February 29, 2020 = **66**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2020 decreased **32.65%** to 66 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 **6.55** 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 **44.44%** in February 2020 to \$124,340 versus the previous year at \$86,083.

##### Average Days on Market Lengthens

The average number of **43.30** days that homes spent on the market before selling increased by 22.30 days or **106.19%** in February 2020 compared to last year's same month at **21.00** DOM.

##### Sales Success for February 2020 is Positive

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

There were 26 New Listings in February 2020, down **3.70%** from last year at 27. Furthermore, there were 10 Closed Listings this month versus last year at 3, a **233.33%** increase.

Closed versus Listed trends yielded a **38.5%** ratio, up from previous year's, February 2019, at **11.1%**, a **246.15%** 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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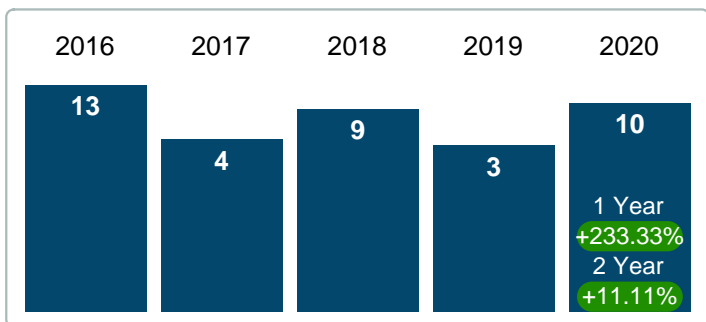
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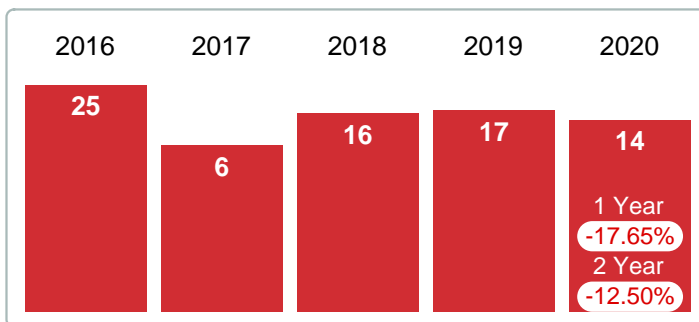
## CLOSED LISTINGS

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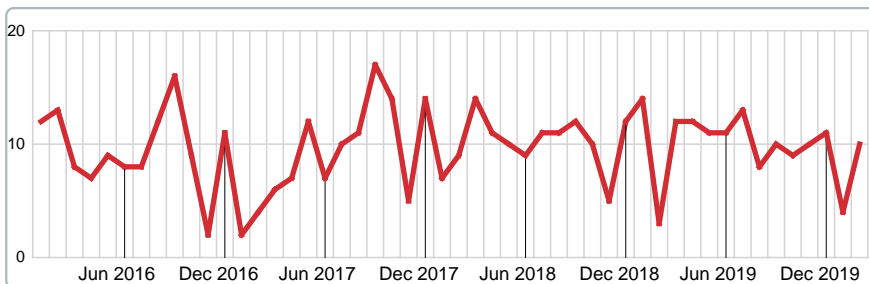
### FEBRUARY



### YEAR TO DATE (YTD)

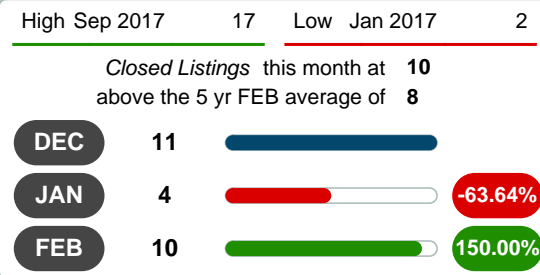


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 8



### 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	0	0.00%	0.0	0	0	0	0
\$30,001 - \$40,000	2	20.00%	33.0	1	1	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$140,000	4	40.00%	70.0	0	2	2	0
\$140,001 - \$160,000	1	10.00%	49.0	0	1	0	0
\$160,001 - \$370,000	3	30.00%	12.7	0	1	2	0
\$370,001 and up	0	0.00%	0.0	0	0	0	0
<b>Total Closed Units</b>	<b>10</b>			<b>1</b>	<b>5</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>1,243,400</b>	<b>100%</b>	<b>43.3</b>	<b>32.50K</b>	<b>730.50K</b>	<b>480.40K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$124,340</b>			<b>\$32,500</b>	<b>\$146,100</b>	<b>\$120,100</b>	<b>\$0</b>

# February 2020



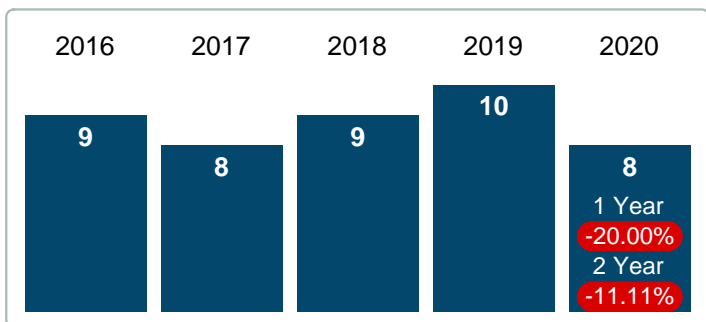
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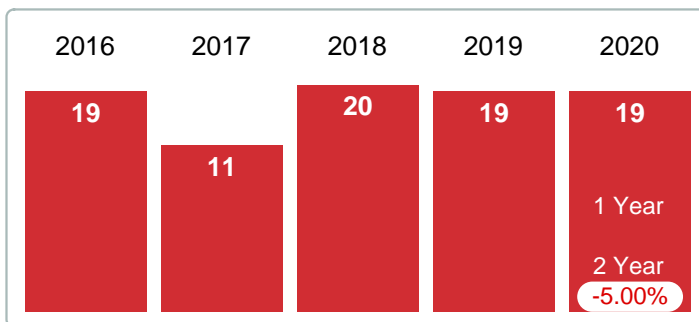
## PENDING LISTINGS

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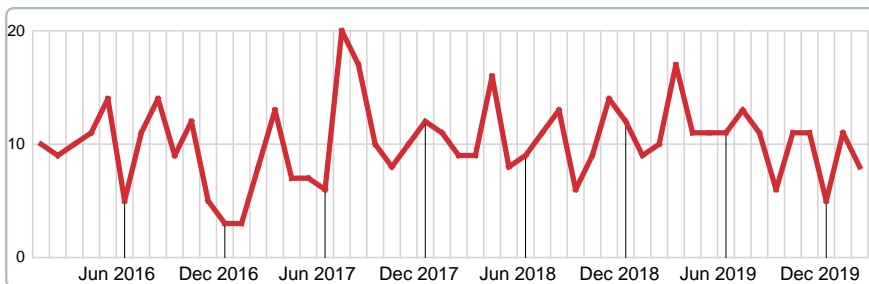
### FEBRUARY



### YEAR TO DATE (YTD)

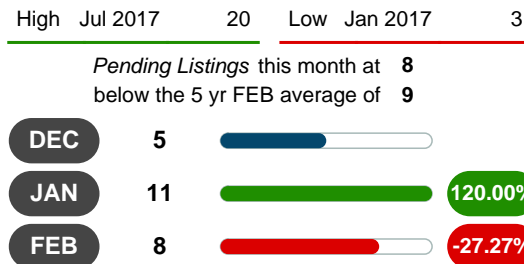


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 9



### 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-\$10,000	2	25.00%	53.5	1	1	0	0
\$10,001-\$20,000	2	25.00%	12.5	1	1	0	0
\$20,001-\$30,000	1	12.50%	2.0	1	0	0	0
\$30,001-\$50,000	2	25.00%	10.5	2	0	0	0
\$50,001-\$140,000	1	12.50%	31.0	0	1	0	0
\$140,001 and up	0	0.00%	0.0	0	0	0	0
<b>Total Pending Units</b>	<b>8</b>			<b>5</b>	<b>3</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>298,400</b>	<b>100%</b>	<b>23.3</b>	<b>141.50K</b>	<b>156.90K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$37,300</b>			<b>\$28,300</b>	<b>\$52,300</b>	<b>\$0</b>	<b>\$0</b>

# February 2020



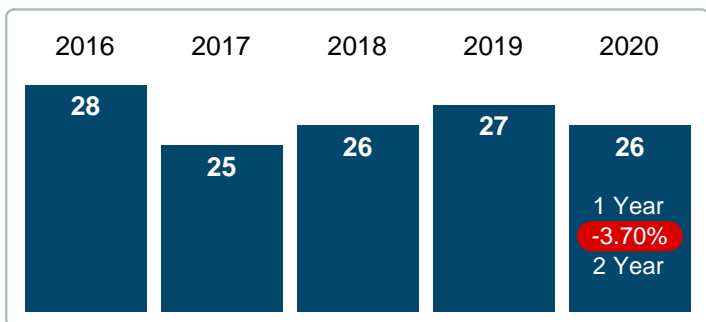
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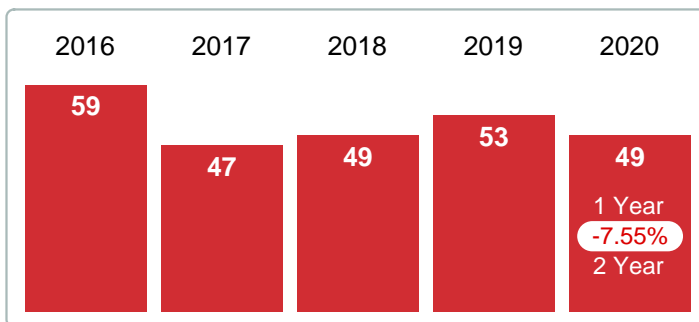
## NEW LISTINGS

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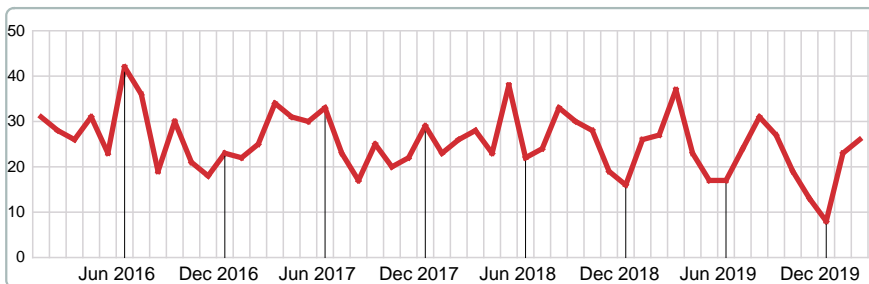
### FEBRUARY



### YEAR TO DATE (YTD)

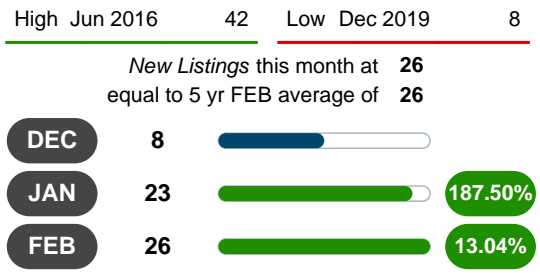


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 26



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	7.69%	2	0	0	0
\$20,001 - \$60,000	3	11.54%	2	1	0	0
\$60,001 - \$100,000	3	11.54%	1	1	1	0
\$100,001 - \$260,000	8	30.77%	2	5	1	0
\$260,001 - \$290,000	4	15.38%	0	4	0	0
\$290,001 - \$440,000	4	15.38%	1	2	0	1
\$440,001 and up	2	7.69%	0	0	1	1
<b>Total New Listed Units</b>	<b>26</b>		<b>8</b>	<b>13</b>	<b>3</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>5,641,600</b>	<b>100%</b>	<b>1.00M</b>	<b>2.59M</b>	<b>757.50K</b>	<b>1.29M</b>
<b>Average New Listed Listing Price</b>	<b>\$114,111</b>		<b>\$125,488</b>	<b>\$198,938</b>	<b>\$252,500</b>	<b>\$647,000</b>

# February 2020



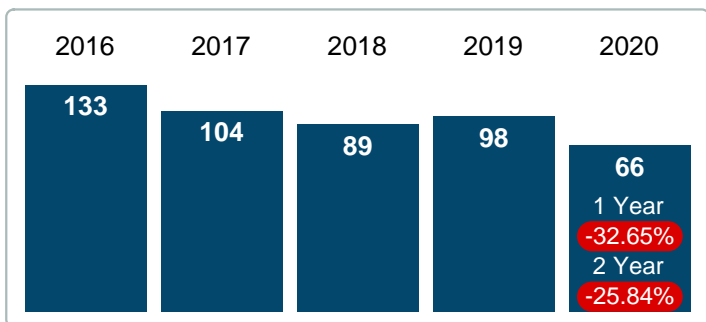
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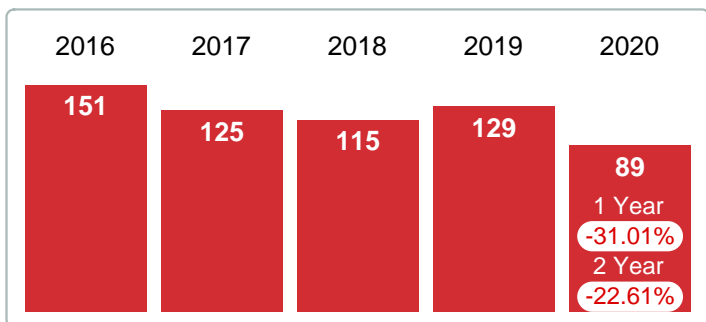
## ACTIVE INVENTORY

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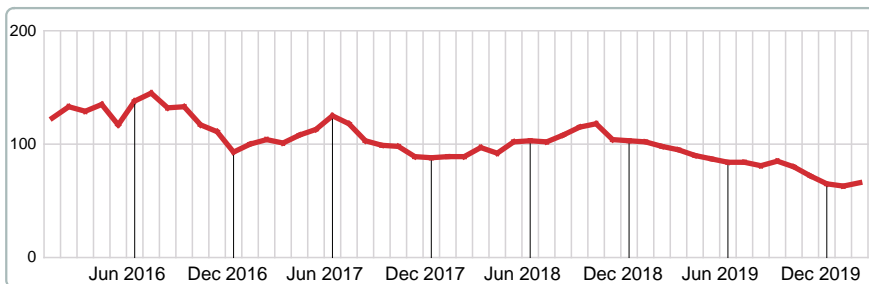
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

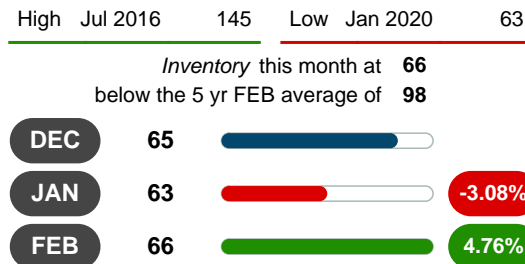


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 98



### 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	7.58%	82.8	2	2	1	0
\$50,001 - \$75,000	10	15.15%	87.3	4	5	1	0
\$75,001 - \$125,000	8	12.12%	87.0	2	5	1	0
\$125,001 - \$200,000	18	27.27%	72.8	4	11	3	0
\$200,001 - \$275,000	10	15.15%	51.2	3	6	1	0
\$275,001 - \$450,000	8	12.12%	54.8	1	4	1	2
\$450,001 and up	7	10.61%	55.4	1	1	3	2
<b>Total Active Inventory by Units</b>	<b>66</b>			<b>17</b>	<b>34</b>	<b>11</b>	<b>4</b>
<b>Total Active Inventory by Volume</b>	<b>14,415,983</b>	<b>100%</b>	<b>70.2</b>	<b>3.15M</b>	<b>5.99M</b>	<b>2.75M</b>	<b>2.52M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$218,424</b>			<b>\$185,158</b>	<b>\$176,323</b>	<b>\$249,936</b>	<b>\$631,000</b>

# February 2020



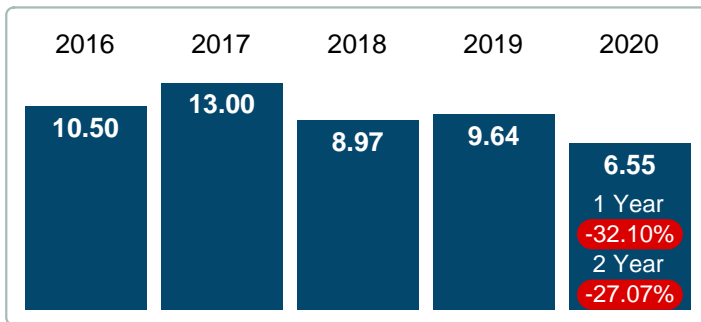
Area Delimited by County Of Sequoyah - Residential Property Type



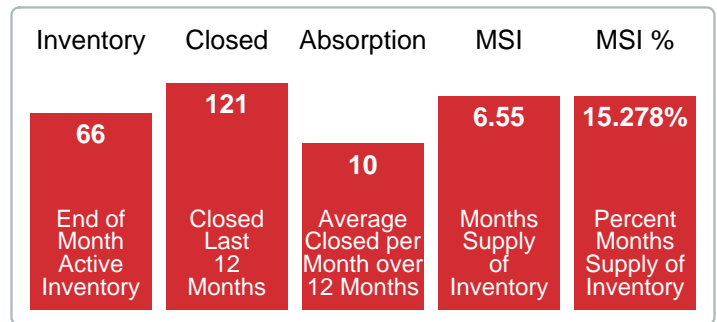
## MONTHS SUPPLY of INVENTORY (MSI)

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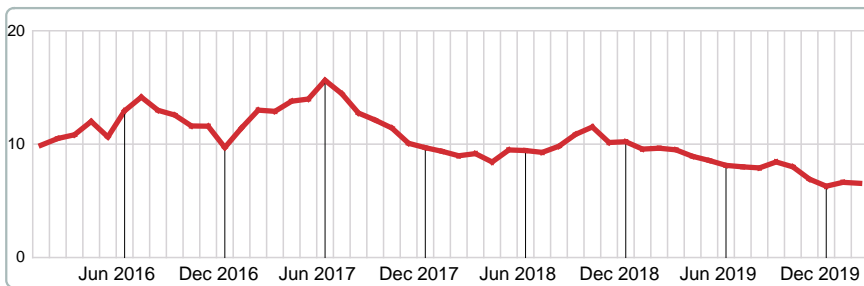
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 9.73

High Jun 2017 15.63 Low Dec 2019 6.29

Months Supply this month at **6.55**  
below the 5 yr FEB average of **9.73**



### 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	5	7.58%	2.22	2.67	1.50	6.00	0.00
\$50,001 - \$75,000	10	15.15%	12.00	24.00	7.50	0.00	0.00
\$75,001 - \$125,000	8	12.12%	2.46	4.00	2.14	3.00	0.00
\$125,001 - \$200,000	18	27.27%	8.64	16.00	8.25	9.00	0.00
\$200,001 - \$275,000	10	15.15%	10.91	18.00	18.00	2.40	0.00
\$275,001 - \$450,000	8	12.12%	13.71	6.00	12.00	0.00	24.00
\$450,001 and up	7	10.61%	42.00	0.00	12.00	0.00	24.00
Market Supply of Inventory (MSI)			6.55	8.50	5.30	8.80	9.60
Total Active Inventory by Units		100%	66	17	34	11	4

# February 2020



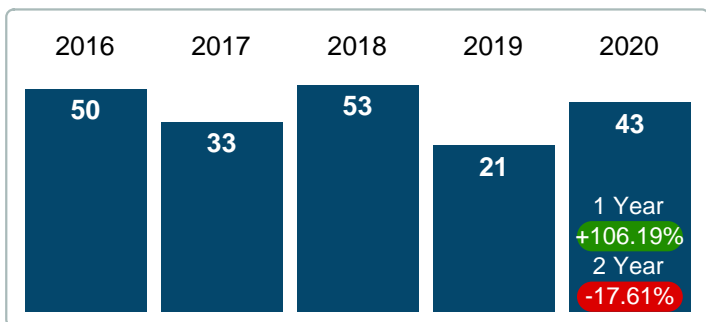
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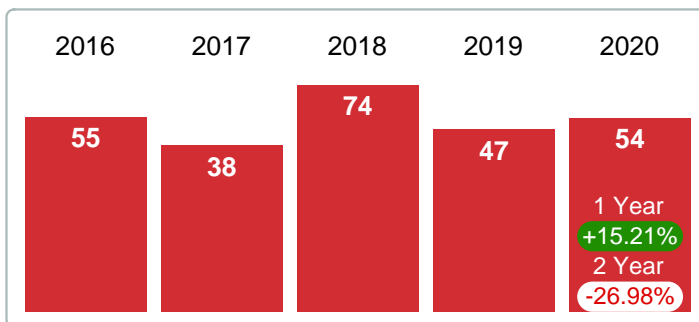
## AVERAGE DAYS ON MARKET TO SALE

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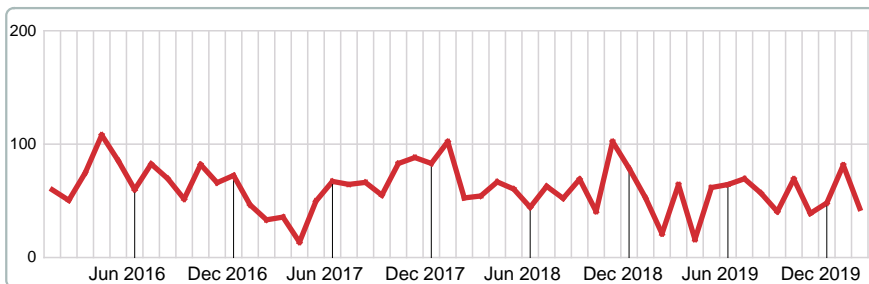
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 40

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 43 above the 5 yr FEB average of 40



### 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	0.00%	0	0	0	0	0
\$30,001 - \$40,000	20.00%	33	8	58	0	0
\$40,001 - \$40,000	0.00%	0	0	0	0	0
\$40,001 - \$140,000	40.00%	70	0	10	131	0
\$140,001 - \$160,000	10.00%	49	0	49	0	0
\$160,001 - \$370,000	30.00%	13	0	12	13	0
\$370,001 and up	0.00%	0	0	0	0	0
<b>Average Closed DOM</b>		<b>43</b>	<b>8</b>	<b>28</b>	<b>72</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>43</b>	<b>1</b>	<b>5</b>	<b>4</b>	<b></b>
<b>Total Closed Volume</b>		<b>1,243,400</b>	<b>32.50K</b>	<b>730.50K</b>	<b>480.40K</b>	<b>0.00B</b>

# February 2020



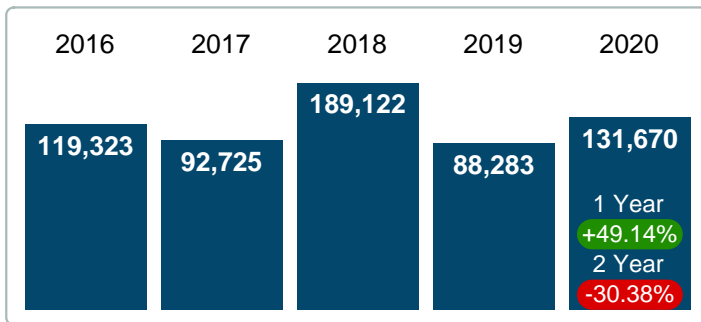
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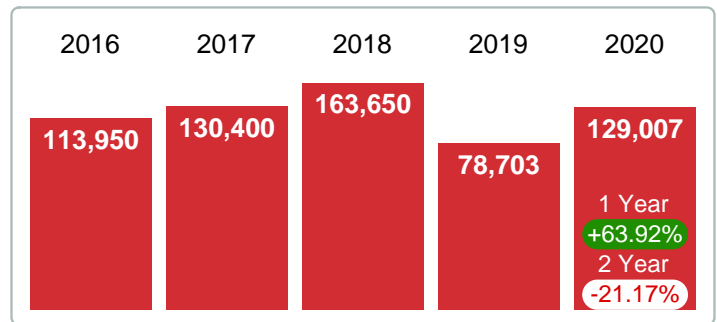
## AVERAGE LIST PRICE AT CLOSING

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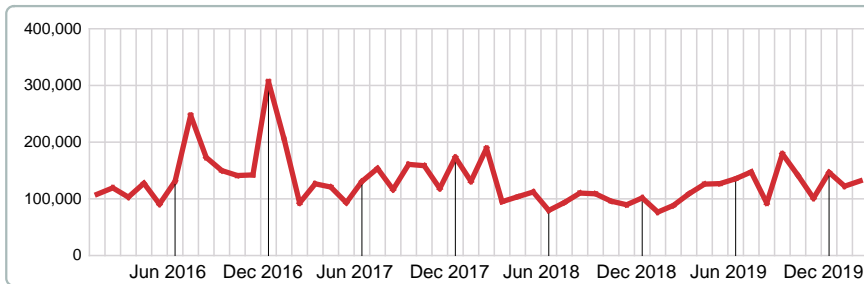
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

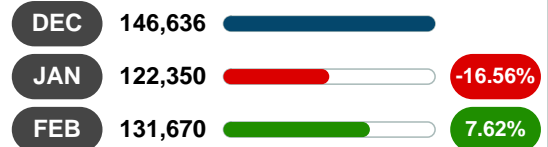


### 3 MONTHS

5 year FEB AVG = 124,225

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

Average List Price at Closing this month at **131,670**  
above the 5 yr FEB average of **124,225**



### 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	0	0.00%	0	0	0	0	0
\$30,001 - \$40,000	1	10.00%	31,500	31,500	45,000	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 - \$140,000	5	50.00%	70,540	0	91,450	62,400	0
\$140,001 - \$160,000	2	20.00%	156,250	0	155,000	0	0
\$160,001 - \$370,000	1	10.00%	169,999	0	450,000	163,750	0
\$370,001 and up	1	10.00%	450,000	0	0	0	0
<b>Average List Price</b>			<b>131,670</b>	<b>31,500</b>	<b>166,580</b>	<b>113,075</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>131,670</b>	<b>1</b>	<b>5</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>1,316,699</b>	<b>31.50K</b>	<b>832.90K</b>	<b>452.30K</b>	<b>0.00B</b>



# February 2020



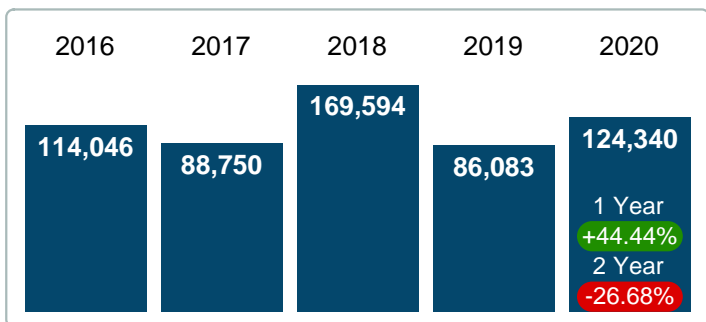
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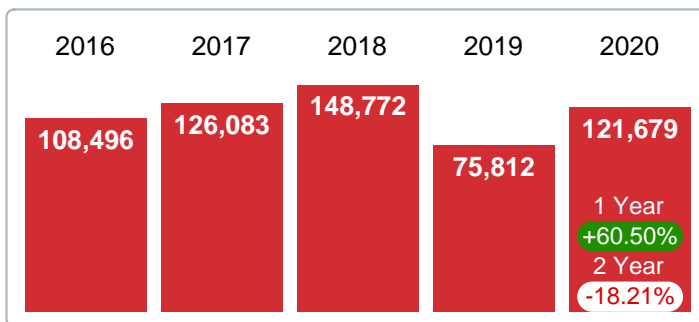
## AVERAGE SOLD PRICE AT CLOSING

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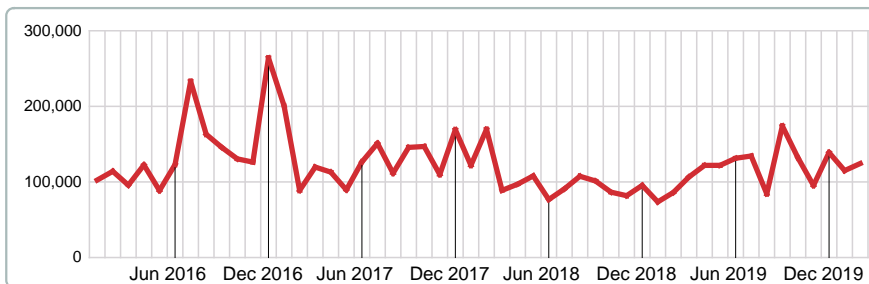
### FEBRUARY



### YEAR TO DATE (YTD)

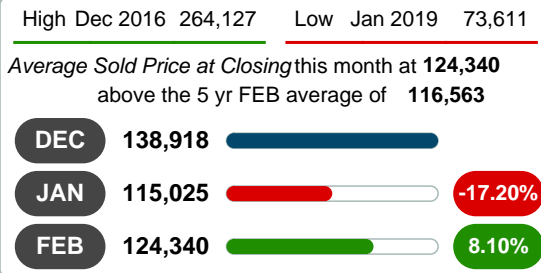


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 116,563



### 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	0.00%	0	0	0	0	0
\$30,001 - \$40,000	20.00%	32,250	32,500	32,000	0	0
\$40,001 - \$40,000	0.00%	0	0	0	0	0
\$40,001 - \$140,000	40.00%	77,600	0	91,750	63,450	0
\$140,001 - \$160,000	10.00%	145,000	0	145,000	0	0
\$160,001 - \$370,000	30.00%	241,167	0	370,000	176,750	0
\$370,001 and up	0.00%	0	0	0	0	0
<b>Average Sold Price</b>		<b>124,340</b>	<b>32,500</b>	<b>146,100</b>	<b>120,100</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>124,340</b>	<b>1</b>	<b>5</b>	<b>4</b>	
<b>Total Closed Volume</b>		<b>1,243,400</b>	<b>32.50K</b>	<b>730.50K</b>	<b>480.40K</b>	<b>0.00B</b>

# February 2020



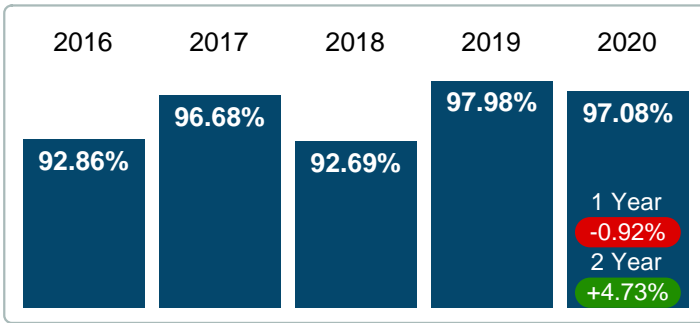
Area Delimited by County Of Sequoyah - Residential Property Type



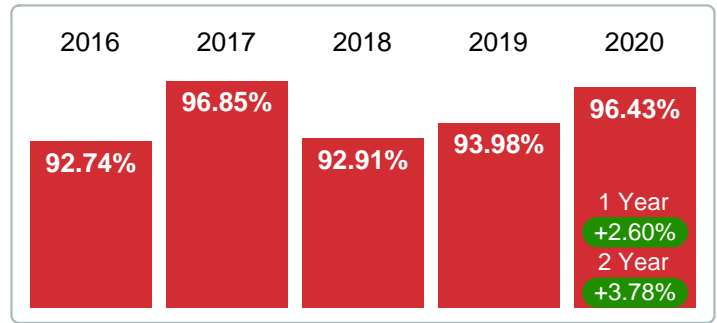
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

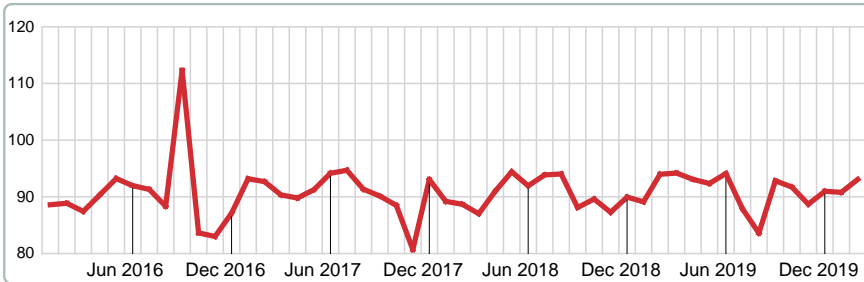
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

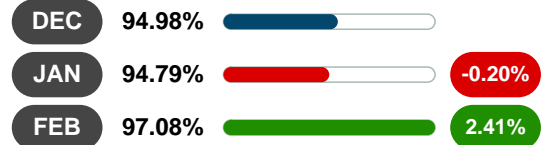


### 3 MONTHS

5 year FEB AVG = 95.46%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **97.08%**  
above the 5 yr FEB average of **95.46%**



### 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	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$40,000	<div style="width: 20%;"></div> 2	20.00%	87.14%	103.17%	71.11%	0.00%	0.00%
\$40,001 - \$40,000	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$40,001 - \$140,000	<div style="width: 40%;"></div> 4	40.00%	101.01%	0.00%	100.70%	101.31%	0.00%
\$140,001 - \$160,000	<div style="width: 10%;"></div> 1	10.00%	93.55%	0.00%	93.55%	0.00%	0.00%
\$160,001 - \$370,000	<div style="width: 30%;"></div> 3	30.00%	99.65%	0.00%	82.22%	108.36%	0.00%
\$370,001 and up	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Average Sold/List Ratio		97.10%		103.17%	89.66%	104.84%	0.00%
Total Closed Units		10	100%	1	5	4	
Total Closed Volume		1,243,400		32.50K	730.50K	480.40K	0.00B

# February 2020



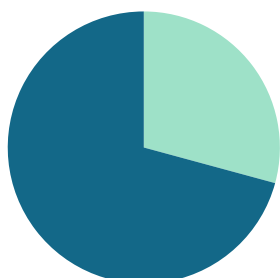
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

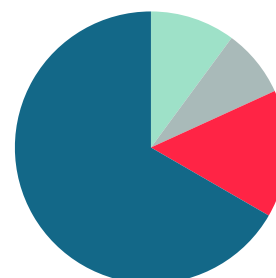


**Inventory**  
 New Listings  
**26 = 29.21%**  
 Start Inventory  
**63**  
 Total Inventory Units  
**89**  
 Volume  
**\$19,030,783**

### Market Activity

Closed Sales  
**10 = 10.10%**  
 Pending Sales  
**8 = 8.08%**  
 Other Off Market  
**15 = 15.15%**  
 Active Inventory  
**66 = 66.67%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	3	10	233.33%	17	14	-17.65%
Pending Sales	10	8	-20.00%	19	19	0.00%
New Listings	27	26	-3.70%	53	49	-7.55%
Average List Price	88,283	131,670	49.14%	78,703	129,007	63.92%
Average Sale Price	86,083	124,340	44.44%	75,812	121,679	60.50%
Average Percent of Selling Price to List Price	97.98%	97.08%	-0.92%	93.98%	96.43%	2.60%
Average Days on Market to Sale	21.00	43.30	106.19%	47.06	54.21	15.21%
Monthly Inventory	98	66	-32.65%	98	66	-32.65%
Months Supply of Inventory	9.64	6.55	-32.10%	9.64	6.55	-32.10%

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

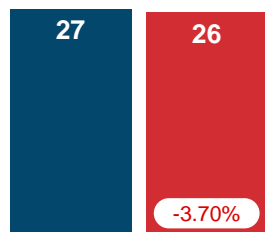
**Inventory** on February 29, 2020 = **66**

**2019** **2020**

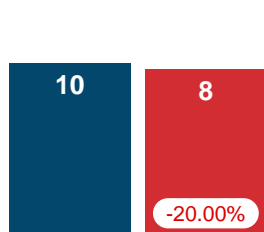
### FEBRUARY MARKET

### AVERAGE PRICES

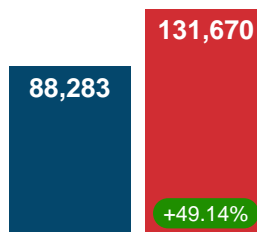
#### New Listings



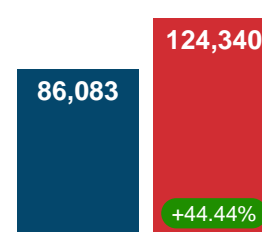
#### Pending Listings



#### List Price



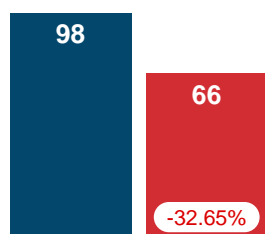
#### Sale Price



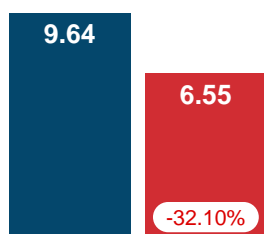
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

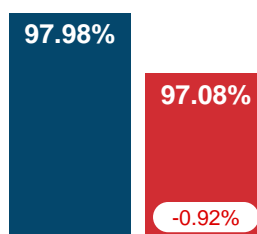
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

