

February 2020



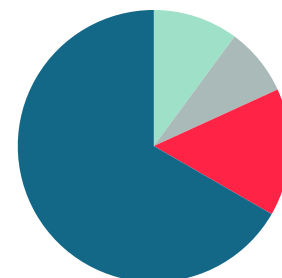
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2019	2020	
Closed Listings	3	10	233.33%
Pending Listings	10	8	-20.00%
New Listings	27	26	-3.70%
Median List Price	73,250	109,900	50.03%
Median Sale Price	75,250	110,950	47.44%
Median Percent of Selling Price to List Price	95.83%	100.00%	4.36%
Median Days on Market to Sale	15.00	14.00	-6.67%
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.

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 **47.44%** in February 2020 to \$110,950 versus the previous year at \$75,250.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 1.00 days or **6.67%** in February 2020 compared to last year's same month at **15.00** DOM.

Sales Success for February 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 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.

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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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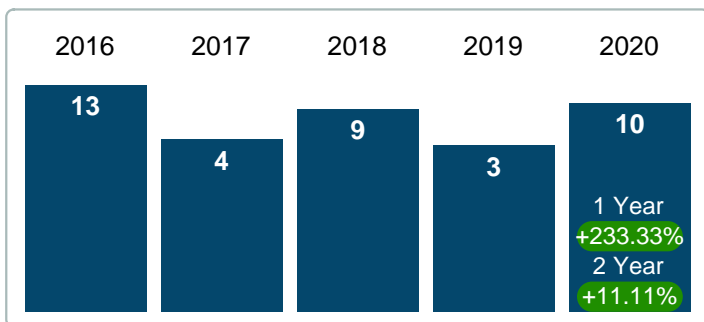
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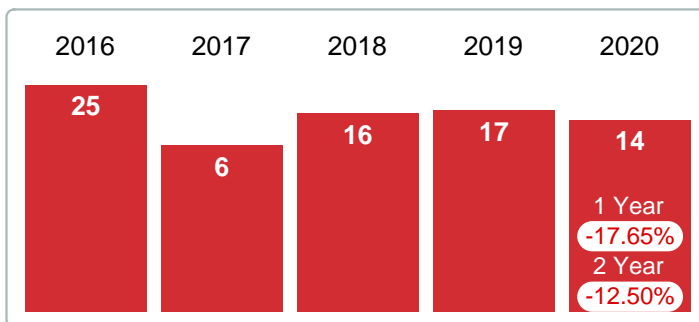
CLOSED LISTINGS

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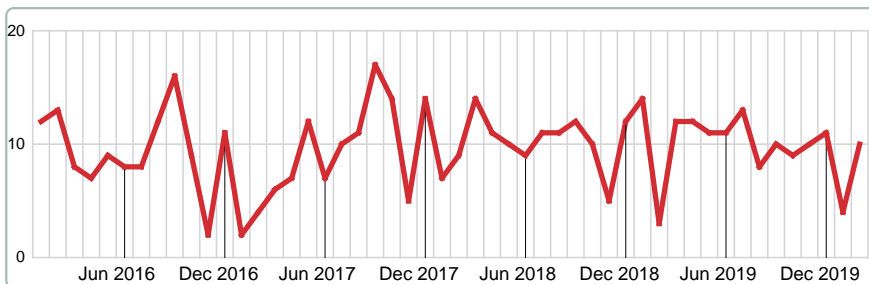
FEBRUARY



YEAR TO DATE (YTD)

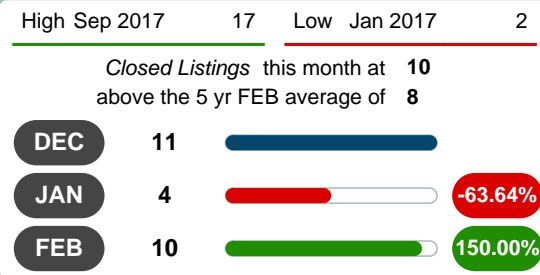


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 8



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	33.0	0	0	0	0
\$40,001 - \$140,000	4	40.00%	67.0	0	2	2	0
\$140,001 - \$160,000	1	10.00%	49.0	0	1	0	0
\$160,001 - \$370,000	3	30.00%	12.0	0	1	2	0
\$370,001 and up	0	0.00%	12.0	0	0	0	0
Total Closed Units	10			1	5	4	0
Total Closed Volume	1,243,400	100%	14.0	32.50K	730.50K	480.40K	0.00B
Median Closed Price	\$110,950			\$32,500	\$139,900	\$123,750	\$0

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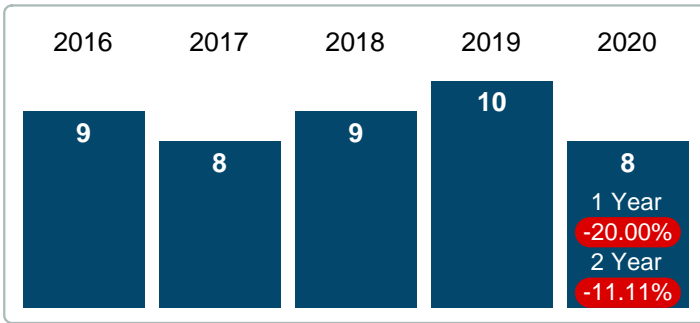
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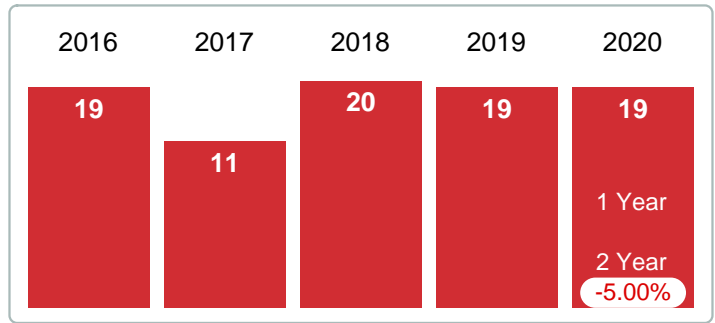
PENDING LISTINGS

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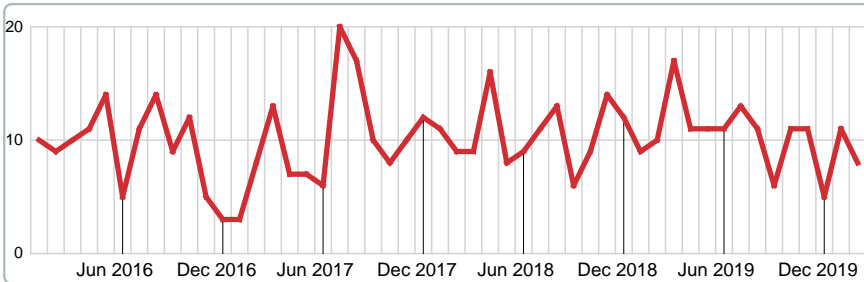
FEBRUARY



YEAR TO DATE (YTD)

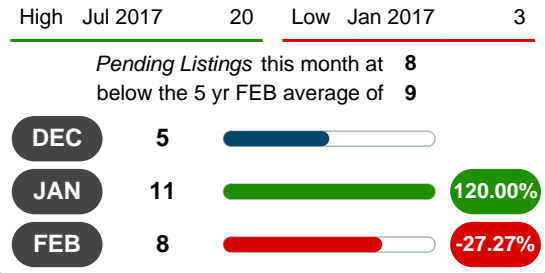


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 9



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	12.0	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%	31.0	0	0	0	0
Total Pending Units	8			5	3	0	0
Total Pending Volume	298,400	100%	10.5	141.50K	156.90K	0.00B	0.00B
Median Listing Price	\$25,000			\$30,000	\$12,000	\$0	\$0

February 2020



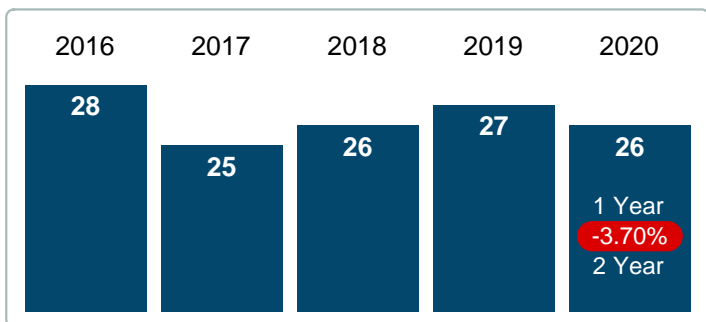
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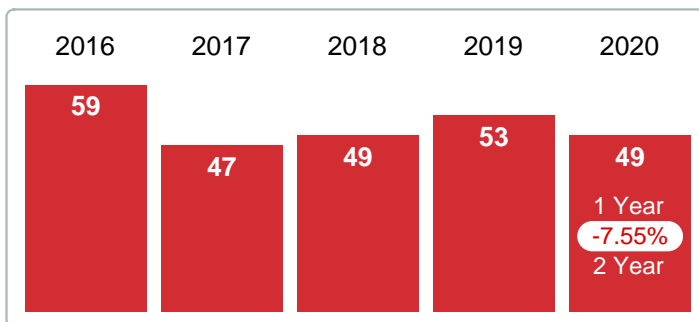
NEW LISTINGS

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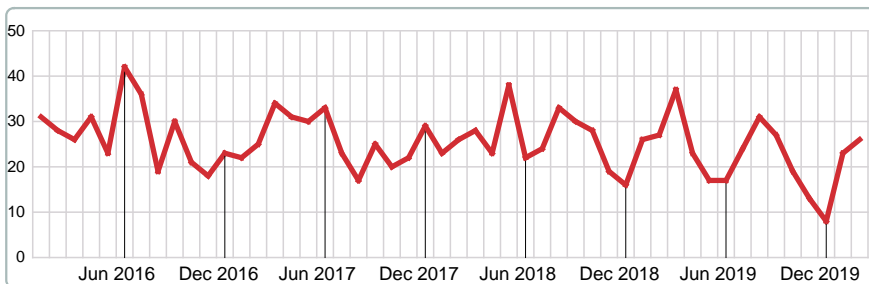
FEBRUARY



YEAR TO DATE (YTD)

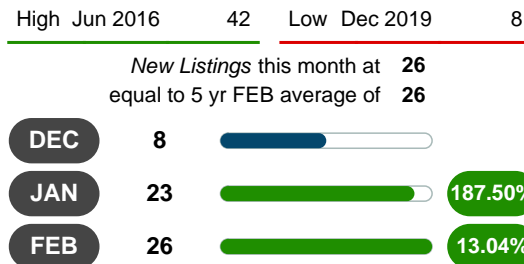


5 YEAR MARKET ACTIVITY TRENDS



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
\$25,000 and less	2	7.69%	2	0	0	0
\$25,001 - \$50,000	2	7.69%	2	0	0	0
\$50,001 - \$100,000	4	15.38%	1	2	1	0
\$100,001 - \$250,000	8	30.77%	2	5	1	0
\$250,001 - \$275,000	4	15.38%	0	4	0	0
\$275,001 - \$425,000	3	11.54%	1	1	0	1
\$425,001 and up	3	11.54%	0	1	1	1
Total New Listed Units	26		8	13	3	2
Total New Listed Volume	5,641,600	100%	1.00M	2.59M	757.50K	1.29M
Median New Listed Listing Price	\$163,250		\$52,500	\$169,000	\$157,500	\$647,000

February 2020



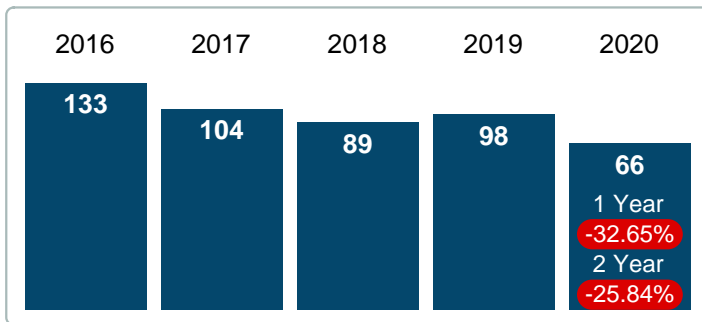
Area Delimited by County Of Sequoyah - Residential Property Type



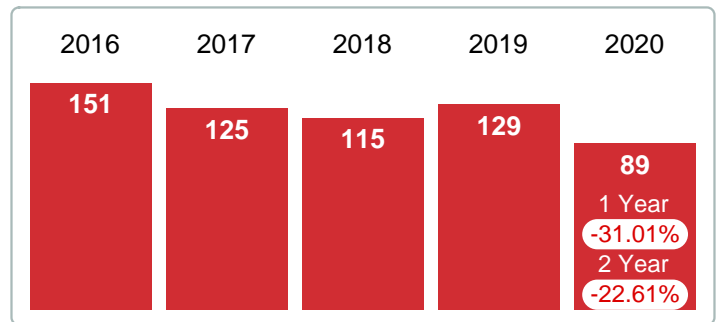
ACTIVE INVENTORY

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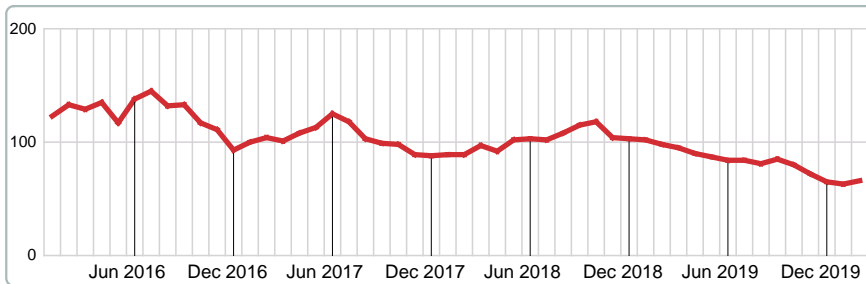
END OF FEBRUARY



ACTIVE DURING FEBRUARY

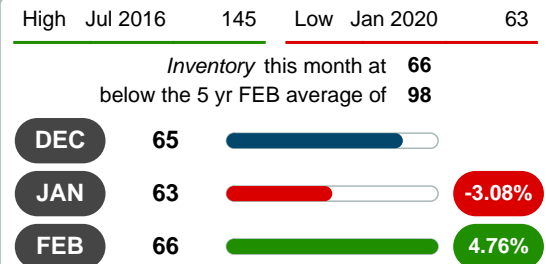


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 98



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.58%	115.0	2	2	1	0
\$50,001 - \$75,000	10	15.15%	73.0	4	5	1	0
\$75,001 - \$125,000	8	12.12%	74.0	2	5	1	0
\$125,001 - \$200,000	18	27.27%	49.0	4	11	3	0
\$200,001 - \$275,000	10	15.15%	23.5	3	6	1	0
\$275,001 - \$450,000	8	12.12%	34.0	1	4	1	2
\$450,001 and up	7	10.61%	45.0	1	1	3	2
Total Active Inventory by Units	66			17	34	11	4
Total Active Inventory by Volume	14,415,983	100%	44.5	3.15M	5.99M	2.75M	2.52M
Median Active Inventory Listing Price	\$157,700			\$127,000	\$149,950	\$157,900	\$615,000

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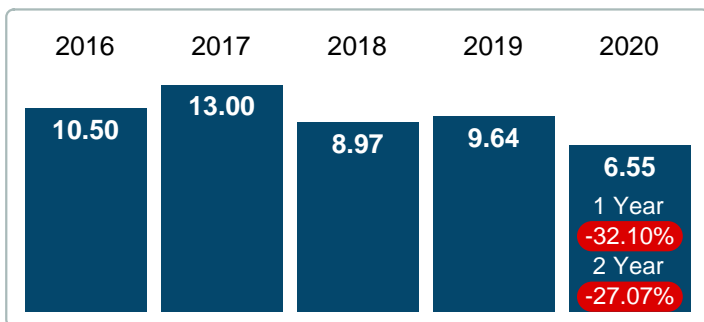
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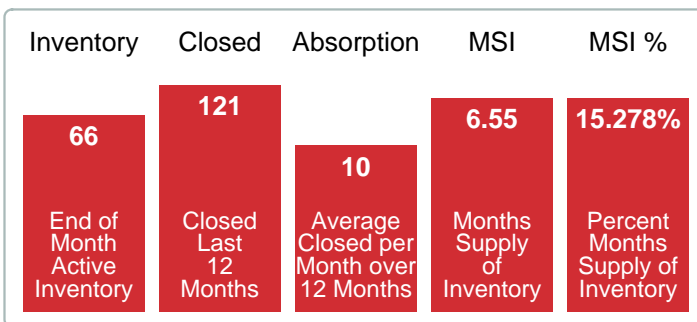
MONTHS SUPPLY of INVENTORY (MSI)

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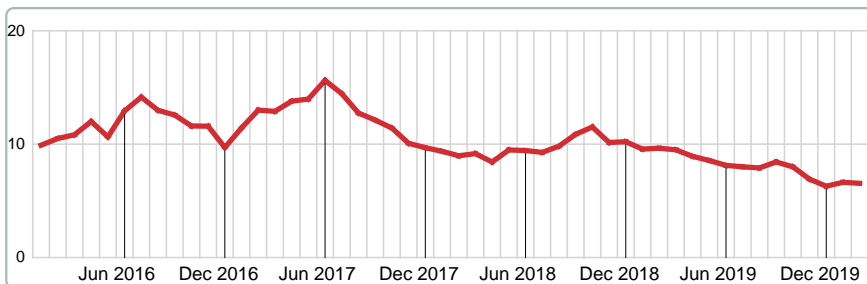
MSI FOR FEBRUARY



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

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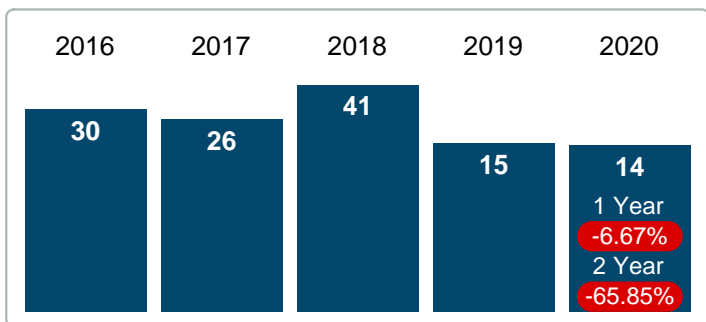
Area Delimited by County Of Sequoyah - Residential Property Type



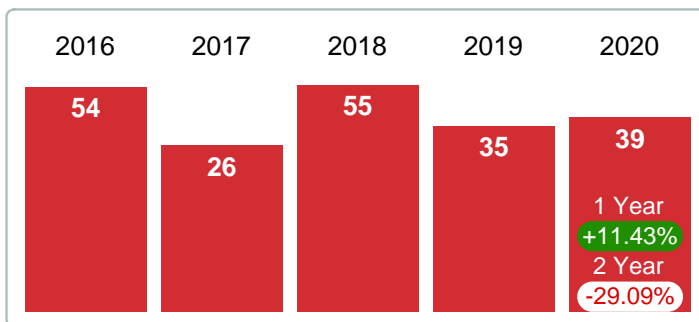
MEDIAN DAYS ON MARKET TO SALE

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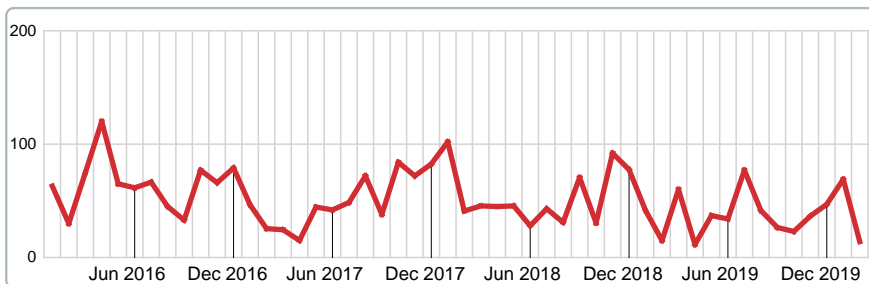
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

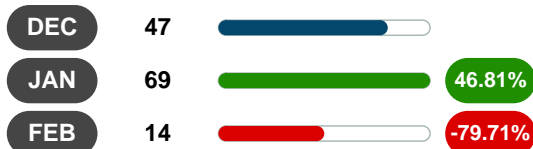


3 MONTHS

5 year FEB AVG = 25

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 14 below the 5 yr FEB average of 25



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
\$30,000 and less	0.00%	45	0	0	0	0
\$30,001 - \$40,000	20.00%	33	8	58	0	0
\$40,001 - \$40,000	0.00%	33	0	0	0	0
\$40,001 - \$140,000	40.00%	67	0	10	131	0
\$140,001 - \$160,000	10.00%	49	0	49	0	0
\$160,001 - \$370,000	30.00%	12	0	12	13	0
\$370,001 and up	0.00%	12	0	0	0	0
Median Closed DOM		14	8	12	70	0
Total Closed Units	100%	14.0	1	5	4	
Total Closed Volume		1,243,400	32.50K	730.50K	480.40K	0.00B

February 2020



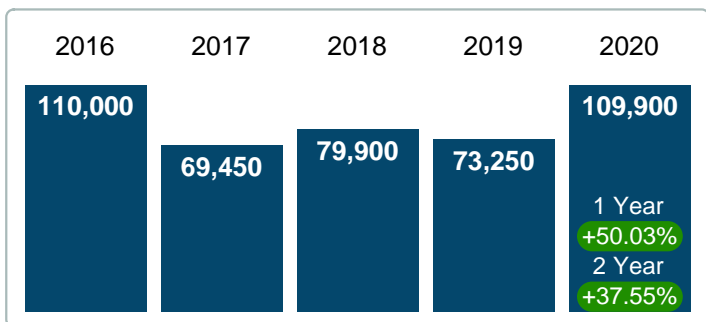
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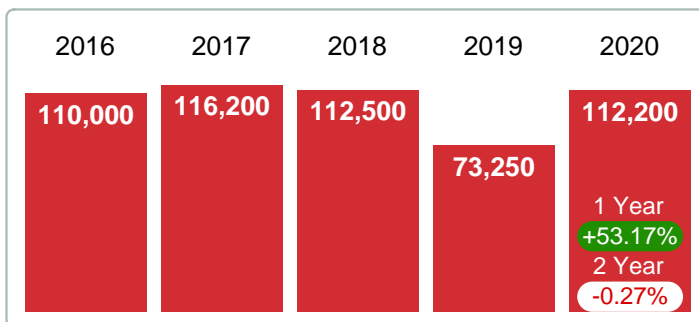
MEDIAN LIST PRICE AT CLOSING

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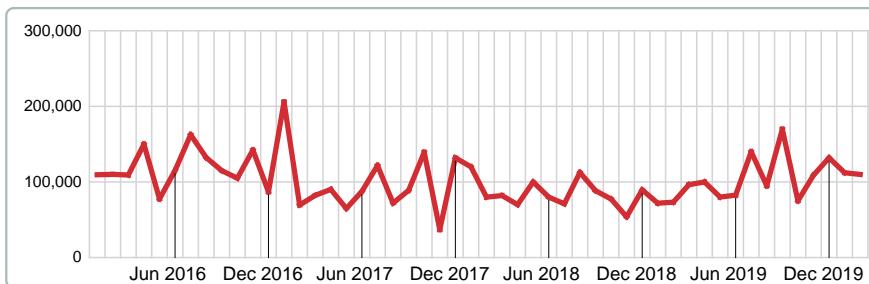
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

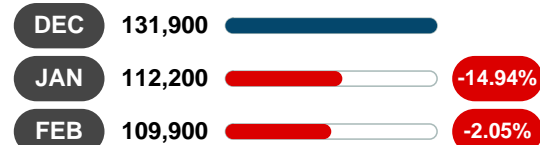


3 MONTHS

5 year FEB AVG = 88,500

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

Median List Price at Closing this month at **109,900** above the 5 yr FEB average of **88,500**



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
\$30,000 and less	0.00%	12	0	0	0	0
\$30,001 - \$40,000	10.00%	31,500	31,500	0	0	0
\$40,001 - \$40,000	0.00%	31,500	0	0	0	0
\$40,001 - \$140,000	50.00%	45,000	0	45,000	62,400	0
\$140,001 - \$160,000	20.00%	156,250	0	155,000	157,500	0
\$160,001 - \$370,000	10.00%	169,999	0	0	169,999	0
\$370,001 and up	10.00%	450,000	0	450,000	0	0
Median List Price		109,900	31,500	139,900	118,700	0
Total Closed Units	100%	109,900	1	5	4	0
Total Closed Volume		1,316,699	31.50K	832.90K	452.30K	0.00B

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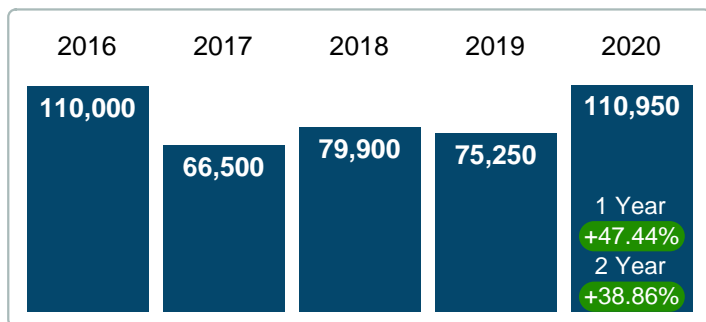
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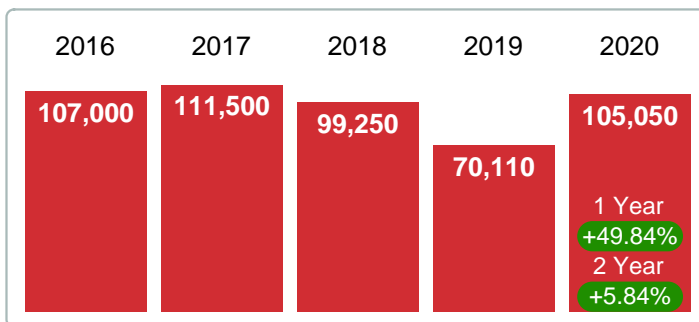
MEDIAN SOLD PRICE AT CLOSING

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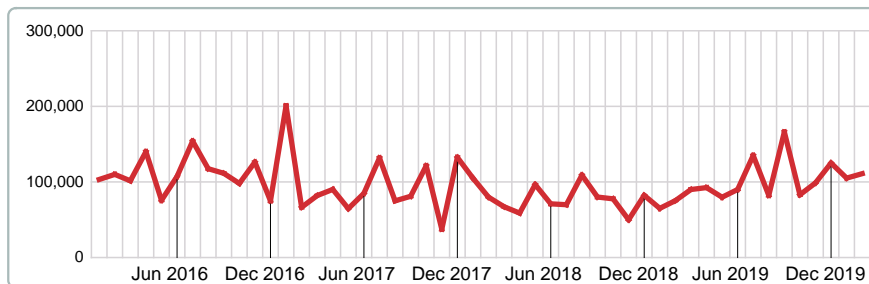
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

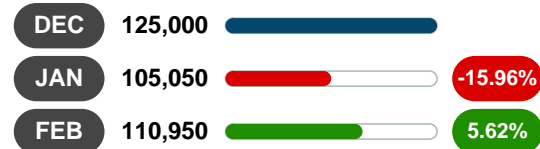


3 MONTHS

5 year FEB AVG = 88,520

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

Median Sold Price at Closing this month at 110,950 above the 5 yr FEB average of 88,520



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
\$30,000 and less	0.00%	450,000	0	0	0	0
\$30,001 - \$40,000	20.00%	32,250	32,500	32,000	0	0
\$40,001 - \$40,000	0.00%	32,250	0	0	0	0
\$40,001 - \$140,000	40.00%	63,450	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%	188,000	0	370,000	176,750	0
\$370,001 and up	0.00%	188,000	0	0	0	0
Median Sold Price		110,950	32,500	139,900	123,750	0
Total Closed Units	100%	110,950	1	5	4	
Total Closed Volume		1,243,400	32.50K	730.50K	480.40K	0.00B

February 2020



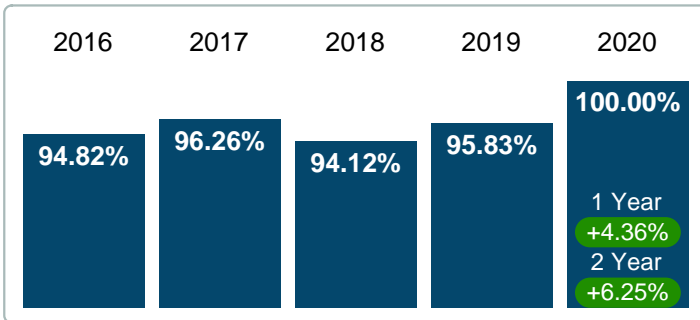
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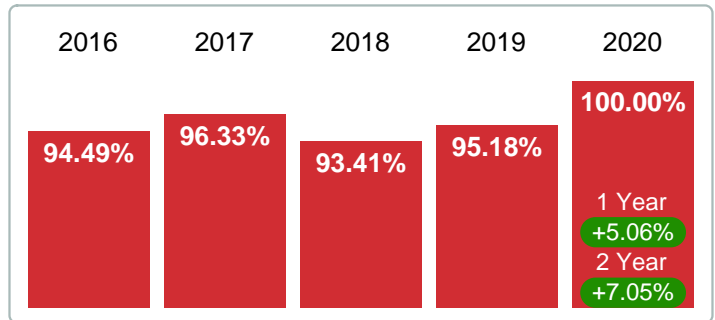
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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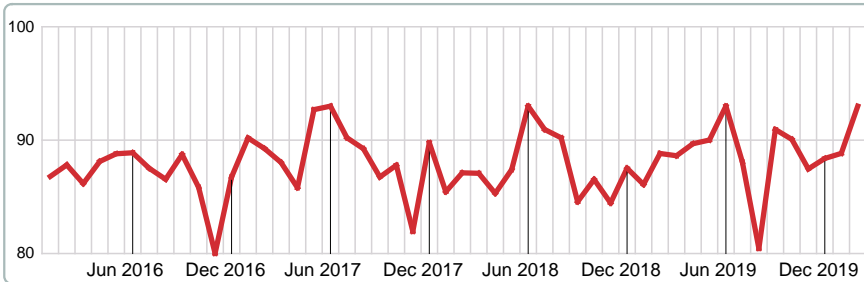
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

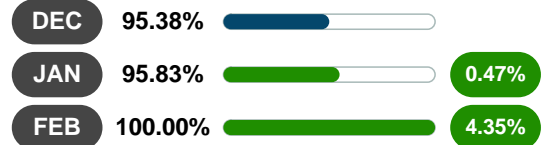


3 MONTHS

5 year FEB AVG = 96.20%

High Feb 2020 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr FEB average of **96.20%**



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
\$30,000 and less	0	0.00%	88.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$40,000	2	20.00%	87.14%	103.17%	71.11%	0.00%	0.00%
\$40,001 - \$40,000	0	0.00%	87.14%	0.00%	0.00%	0.00%	0.00%
\$40,001 - \$140,000	4	40.00%	100.70%	0.00%	100.70%	101.31%	0.00%
\$140,001 - \$160,000	1	10.00%	93.55%	0.00%	93.55%	0.00%	0.00%
\$160,001 - \$370,000	3	30.00%	97.35%	0.00%	82.22%	108.36%	0.00%
\$370,001 and up	0	0.00%	97.35%	0.00%	0.00%	0.00%	0.00%
Median Sold/List Ratio		100.00%		103.17%	93.55%	101.31%	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



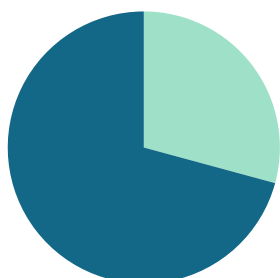
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

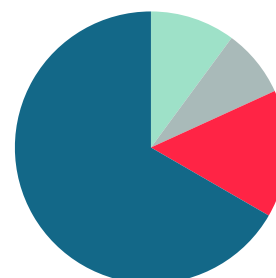


Inventory
 New Listings
26 = 29.21%
 Start Inventory
63
 Total Inventory Units
89
 Volume
\$19,030,783

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%
Median List Price	73,250	109,900	50.03%	73,250	112,200	53.17%
Median Sale Price	75,250	110,950	47.44%	70,110	105,050	49.84%
Median Percent of Selling Price to List Price	95.83%	100.00%	4.36%	95.18%	100.00%	5.06%
Median Days on Market to Sale	15.00	14.00	-6.67%	35.00	39.00	11.43%
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

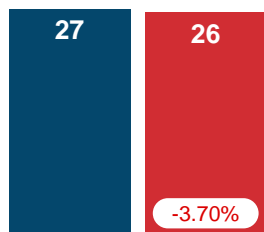
Inventory on February 29, 2020 = **66**

2019 **2020**

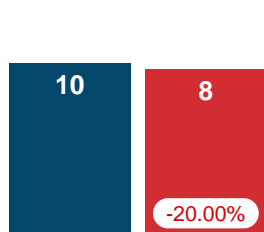
FEBRUARY MARKET

MEDIAN PRICES

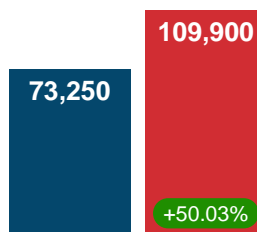
New Listings



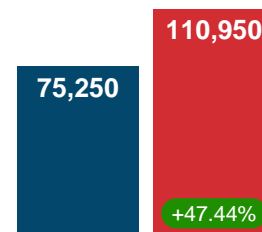
Pending Listings



List Price



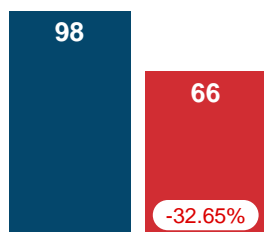
Sale Price



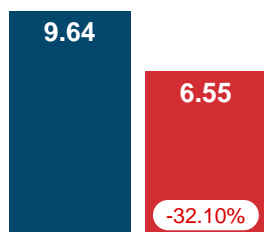
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

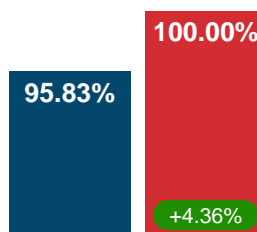
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

