

January 2020



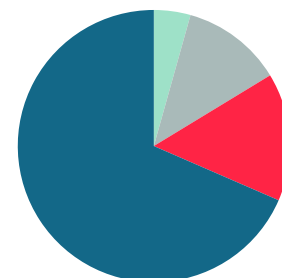
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	14	4	-71.43%
Pending Listings	9	11	22.22%
New Listings	26	23	-11.54%
Average List Price	76,650	122,350	59.62%
Average Sale Price	73,611	115,025	56.26%
Average Percent of Selling Price to List Price	93.13%	94.79%	1.79%
Average Days on Market to Sale	52.64	81.50	54.82%
End of Month Inventory	102	63	-38.24%
Months Supply of Inventory	9.56	6.63	-30.65%



■ Closed (4.35%)
■ Pending (11.96%)
■ Other OffMarket (15.22%)
■ Active (68.48%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of January 31, 2020 = **63**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **38.24%** to 63 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 **6.63** 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 **56.26%** in January 2020 to \$115,025 versus the previous year at \$73,611.

Average Days on Market Lengthens

The average number of **81.50** days that homes spent on the market before selling increased by 28.86 days or **54.82%** in January 2020 compared to last year's same month at **52.64** DOM.

Sales Success for January 2020 is Positive

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

There were 23 New Listings in January 2020, down **11.54%** from last year at 26. Furthermore, there were 4 Closed Listings this month versus last year at 14, a **-71.43%** decrease.

Closed versus Listed trends yielded a **17.4%** ratio, down from previous year's, January 2019, at **53.8%**, a **67.70%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

January 2020



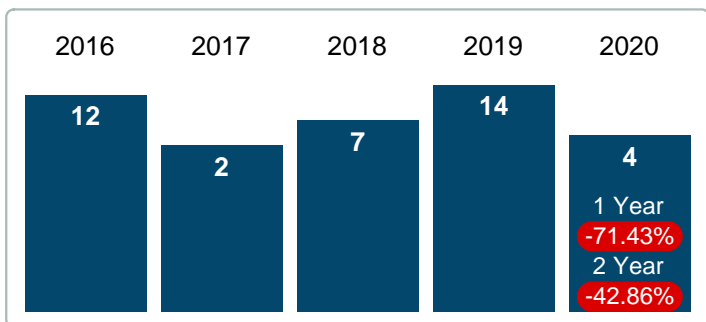
Area Delimited by County Of Sequoyah - Residential Property Type



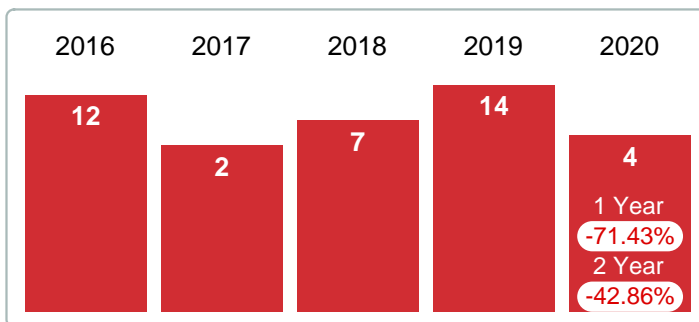
CLOSED LISTINGS

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

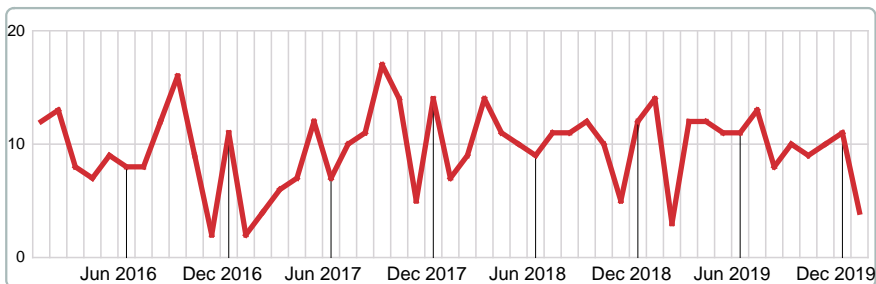
JANUARY



YEAR TO DATE (YTD)

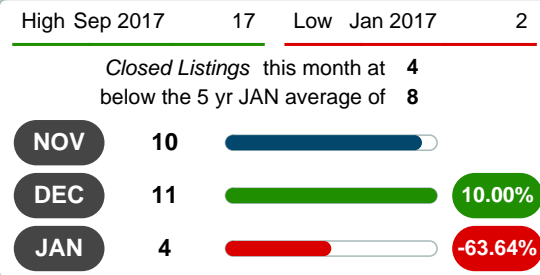


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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
\$80,000 and less	0	0.00%	0.0	0	0	0	0
\$80,001 - \$80,000	0	0.00%	0.0	0	0	0	0
\$80,001 - \$100,000	1	25.00%	85.0	0	1	0	0
\$100,001 - \$110,000	2	50.00%	41.0	0	2	0	0
\$110,001 - \$160,000	0	0.00%	0.0	0	0	0	0
\$160,001 - \$160,000	0	0.00%	0.0	0	0	0	0
\$160,001 and up	1	25.00%	159.0	0	1	0	0
Total Closed Units	4			0	4	0	0
Total Closed Volume	460,100	100%	81.5	0.00B	460.10K	0.00B	0.00B
Average Closed Price	\$115,025			\$0	\$115,025	\$0	\$0

January 2020



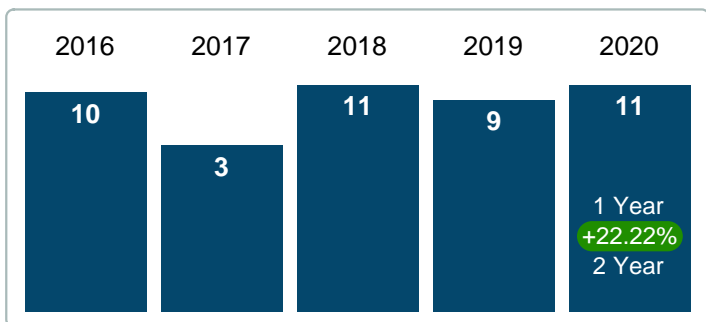
Area Delimited by County Of Sequoyah - Residential Property Type



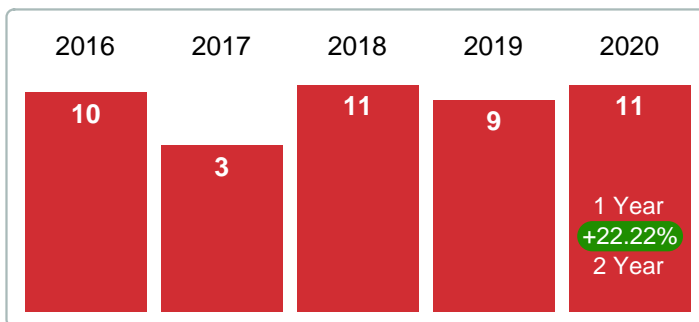
PENDING LISTINGS

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

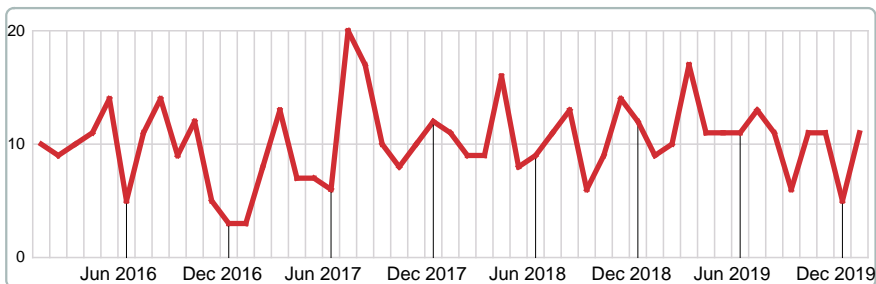
JANUARY



YEAR TO DATE (YTD)

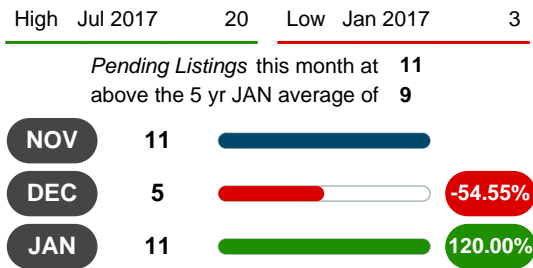


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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
\$75,000 and less	2	18.18%	34.5	0	2	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$100,000	2	18.18%	139.5	1	0	1	0
\$100,001 - \$150,000	2	18.18%	27.0	0	2	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$300,000	3	27.27%	83.3	0	1	2	0
\$300,001 and up	2	18.18%	8.0	0	2	0	0
Total Pending Units	11			1	7	3	0
Total Pending Volume	1,778,699	100%	60.7	77.50K	1.29M	407.40K	0.00B
Average Listing Price	\$161,700			\$77,500	\$184,829	\$135,800	\$0

January 2020



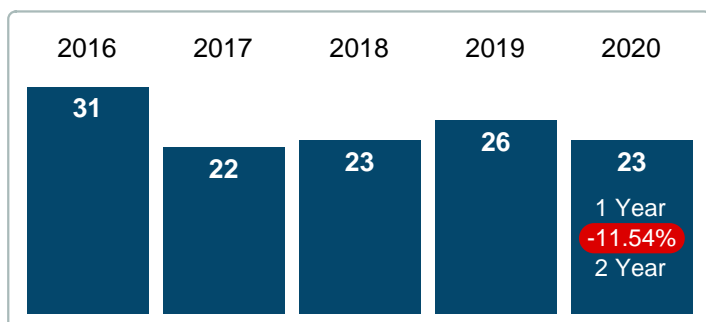
Area Delimited by County Of Sequoyah - Residential Property Type



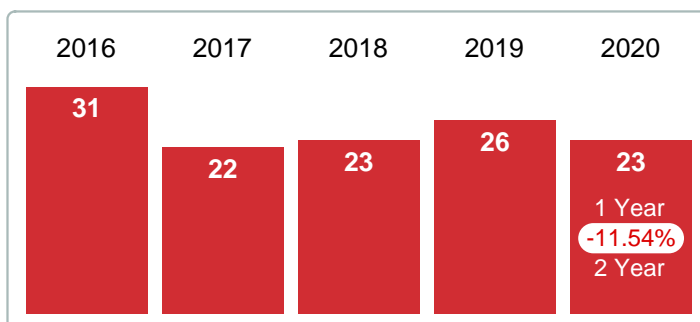
NEW LISTINGS

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

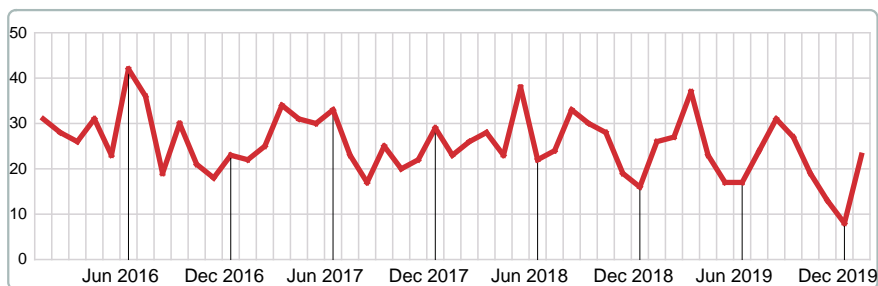
JANUARY



YEAR TO DATE (YTD)

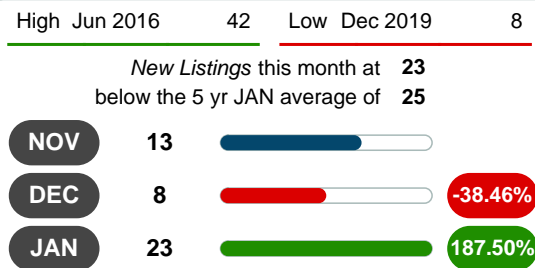


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 25



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	1	4.35%	0	1	0	0
\$25,001 - \$75,000	5	21.74%	3	1	1	0
\$75,001 - \$125,000	2	8.70%	1	0	1	0
\$125,001 - \$175,000	6	26.09%	0	5	1	0
\$175,001 - \$225,000	2	8.70%	0	2	0	0
\$225,001 - \$450,000	5	21.74%	1	3	1	0
\$450,001 and up	2	8.70%	1	0	1	0
Total New Listed Units	23		6	12	5	0
Total New Listed Volume	4,669,390	100%	1.33M	2.17M	1.17M	0.00B
Average New Listed Listing Price	\$188,256		\$221,332	\$181,000	\$233,880	\$0

January 2020



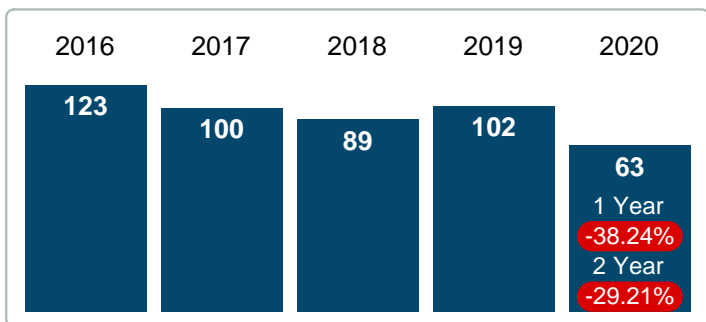
Area Delimited by County Of Sequoyah - Residential Property Type



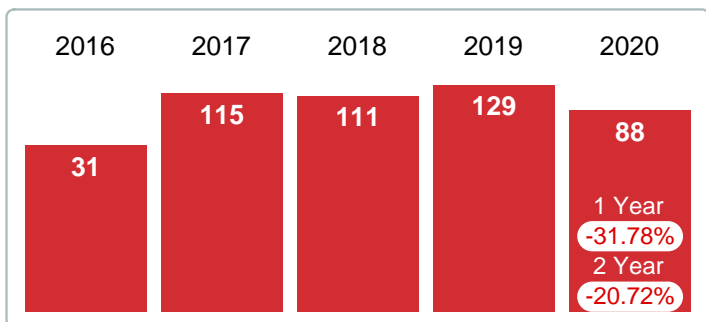
ACTIVE INVENTORY

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

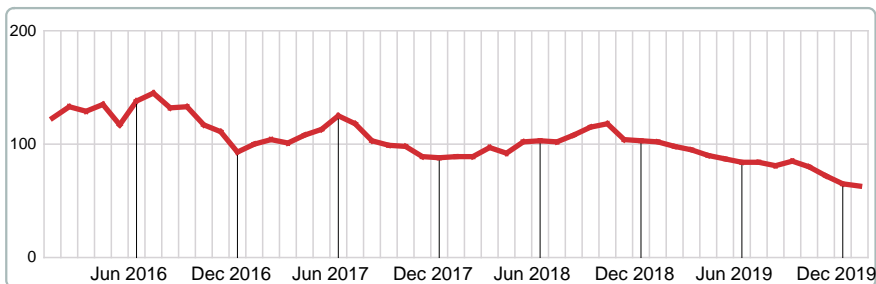
END OF JANUARY



ACTIVE DURING JANUARY

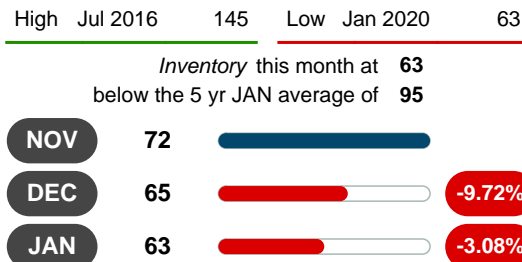


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	4.76%	59.3	1	2	0	0
\$25,001 - \$50,000	5	7.94%	40.4	2	2	1	0
\$50,001 - \$125,000	15	23.81%	103.8	5	9	1	0
\$125,001 - \$200,000	16	25.40%	75.3	3	11	2	0
\$200,001 - \$275,000	9	14.29%	107.6	4	3	1	1
\$275,001 - \$425,000	7	11.11%	108.0	0	4	2	1
\$425,001 and up	8	12.70%	87.0	1	2	2	3
Total Active Inventory by Units	63			16	33	9	5
Total Active Inventory by Volume	13,389,183	100%	88.3	2.80M	5.51M	2.29M	2.78M
Average Active Inventory Listing Price	\$212,527			\$175,268	\$167,003	\$254,533	\$556,600

January 2020



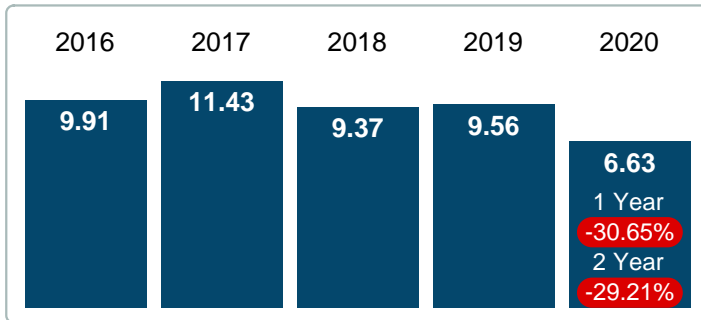
Area Delimited by County Of Sequoyah - Residential Property Type



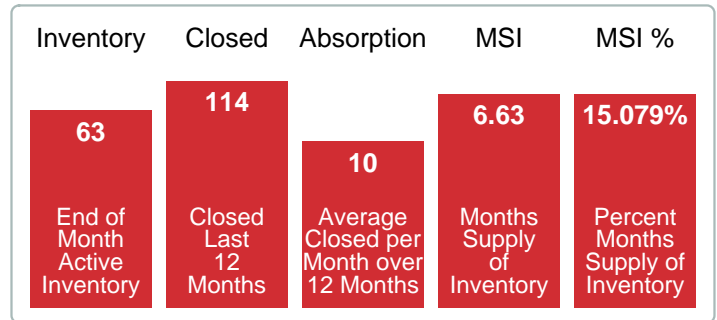
MONTHS SUPPLY of INVENTORY (MSI)

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

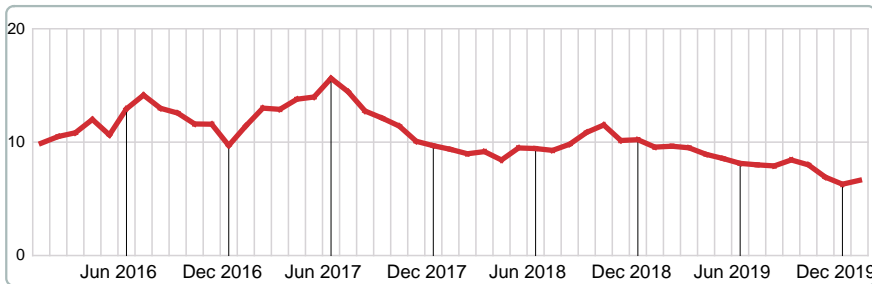
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

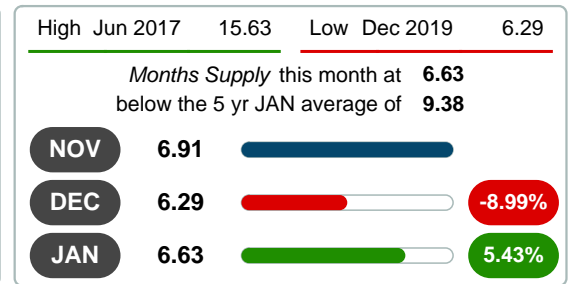


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 9.38



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
\$25,000 and less	3	4.76%	12.00	6.00	24.00	0.00	0.00
\$25,001 - \$50,000	5	7.94%	3.00	4.00	1.85	12.00	0.00
\$50,001 - \$125,000	15	23.81%	3.60	7.50	2.84	4.00	0.00
\$125,001 - \$200,000	16	25.40%	8.73	12.00	8.80	12.00	0.00
\$200,001 - \$275,000	9	14.29%	9.82	24.00	9.00	2.40	0.00
\$275,001 - \$425,000	7	11.11%	14.00	0.00	16.00	0.00	12.00
\$425,001 and up	8	12.70%	48.00	0.00	24.00	0.00	36.00
Market Supply of Inventory (MSI)			6.63	8.35	5.28	9.82	12.00
Total Active Inventory by Units		100%	6.63	16	33	9	5

January 2020



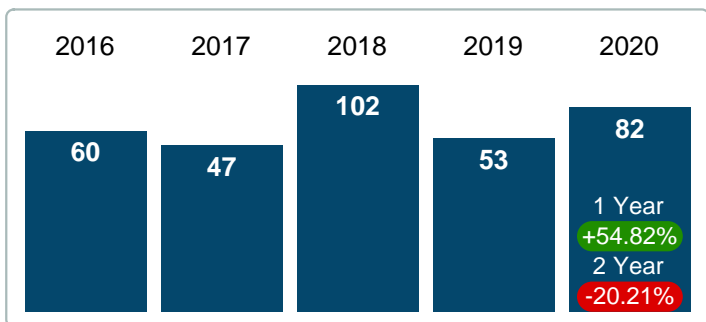
Area Delimited by County Of Sequoyah - Residential Property Type



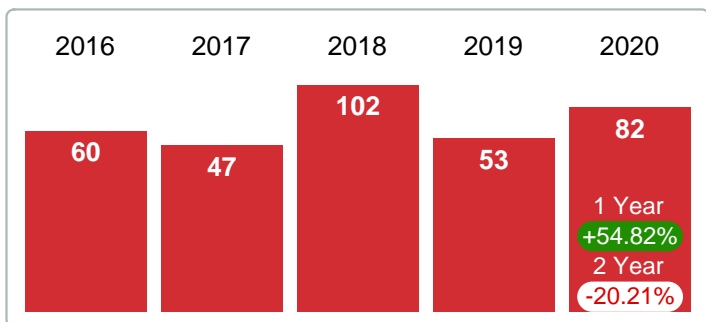
AVERAGE DAYS ON MARKET TO SALE

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

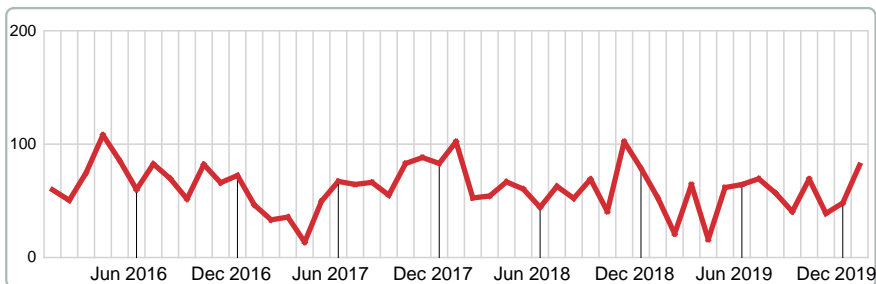
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

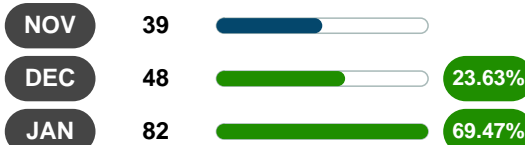


3 MONTHS

5 year JAN AVG = 69

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 82 above the 5 yr JAN average of 69



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
\$80,000 and less	0	0.00%	0	0	0	0
\$80,001 - \$80,000	0	0.00%	0	0	0	0
\$80,001 - \$100,000	1	25.00%	85	0	85	0
\$100,001 - \$110,000	2	50.00%	41	0	41	0
\$110,001 - \$160,000	0	0.00%	0	0	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0
\$160,001 and up	1	25.00%	159	0	159	0
Average Closed DOM		82	0	82	0	0
Total Closed Units		4	100%	82		
Total Closed Volume		460,100		0.00B	460.10K	0.00B

January 2020



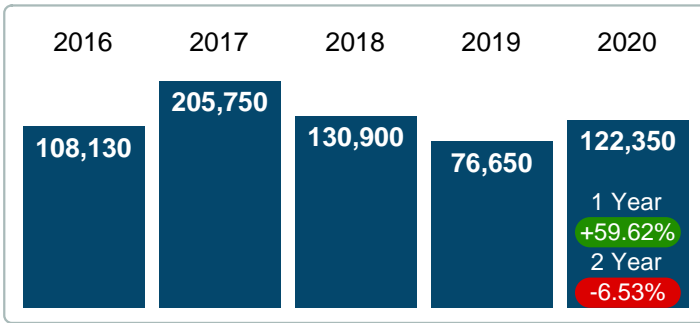
Area Delimited by County Of Sequoyah - Residential Property Type



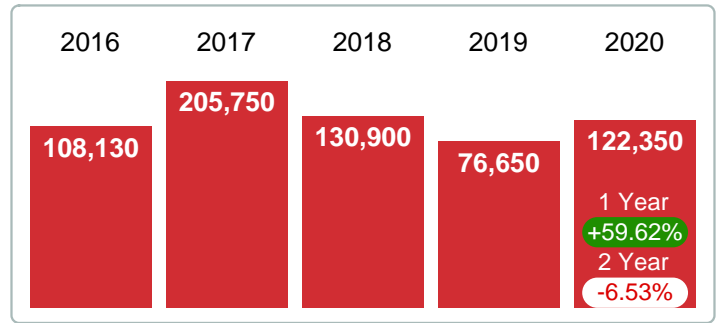
AVERAGE LIST PRICE AT CLOSING

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

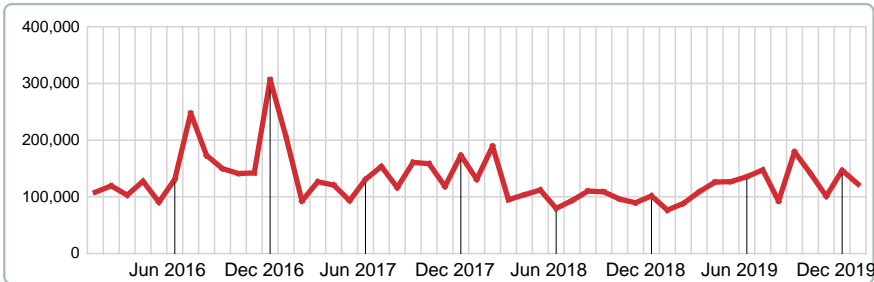
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

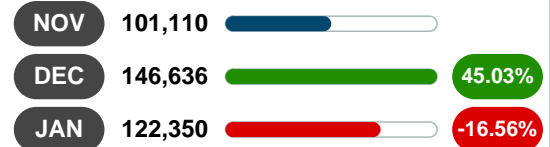


3 MONTHS

5 year JAN AVG = 128,756

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

Average List Price at Closing this month at **122,350**
below the 5 yr JAN average of **128,756**



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
\$80,000 and less	0.00%	0	0	0	0	0
\$80,001 - \$80,000	0.00%	0	0	0	0	0
\$80,001 - \$100,000	25.00%	85,000	0	85,000	0	0
\$100,001 - \$110,000	25.00%	110,000	0	112,200	0	0
\$110,001 - \$160,000	25.00%	114,400	0	0	0	0
\$160,001 - \$160,000	0.00%	0	0	0	0	0
\$160,001 and up	25.00%	180,000	0	180,000	0	0
Average List Price		122,350	0	122,350	0	0
Total Closed Units	100%	122,350		4		
Total Closed Volume		489,400	0.00B	489.40K	0.00B	0.00B

January 2020



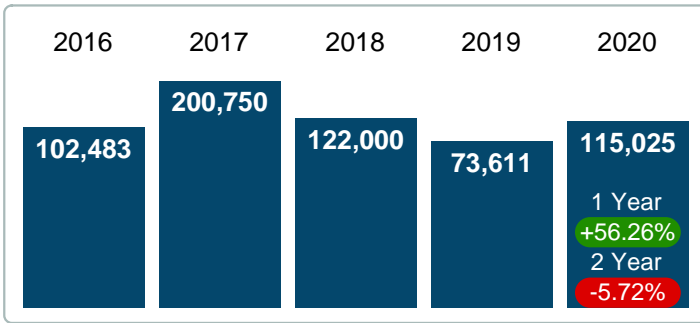
Area Delimited by County Of Sequoyah - Residential Property Type



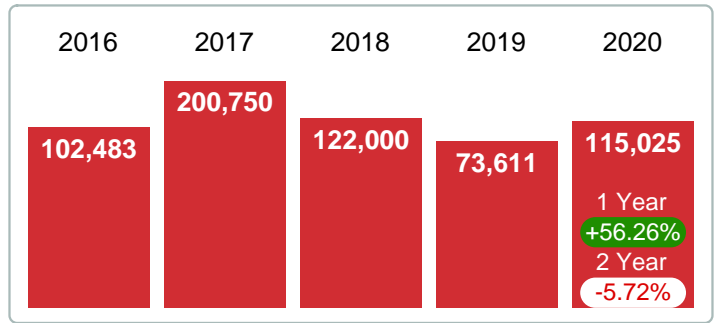
AVERAGE SOLD PRICE AT CLOSING

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

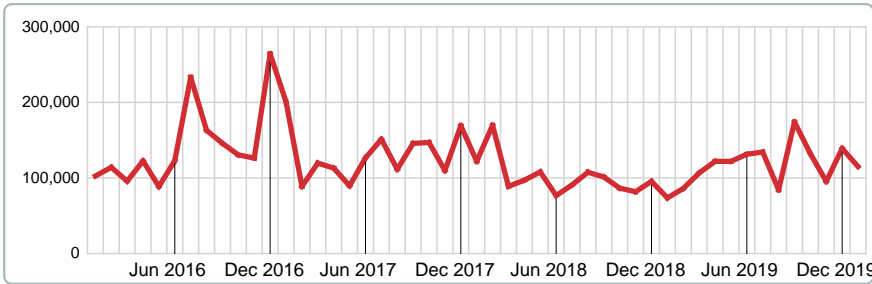
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

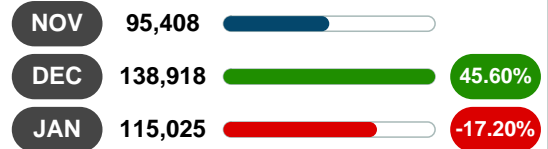


3 MONTHS

5 year JAN AVG = 122,774

High Dec 2016 264,127 Low Jan 2019 73,611

Average Sold Price at Closing this month at 115,025 below the 5 yr JAN average of 122,774



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
\$80,000 and less	0.00%	0	0	0	0	0
\$80,001 - \$80,000	0.00%	0	0	0	0	0
\$80,001 - \$100,000	25.00%	85,000	0	85,000	0	0
\$100,001 - \$110,000	50.00%	105,050	0	105,050	0	0
\$110,001 - \$160,000	0.00%	0	0	0	0	0
\$160,001 - \$160,000	0.00%	0	0	0	0	0
\$160,001 and up	25.00%	165,000	0	165,000	0	0
Average Sold Price		115,025	0	115,025	0	0
Total Closed Units	100%	115,025		4		
Total Closed Volume		460,100	0.00B	460.10K	0.00B	0.00B

January 2020



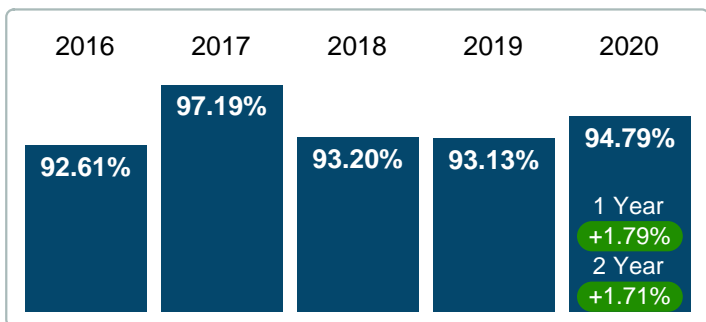
Area Delimited by County Of Sequoyah - Residential Property Type



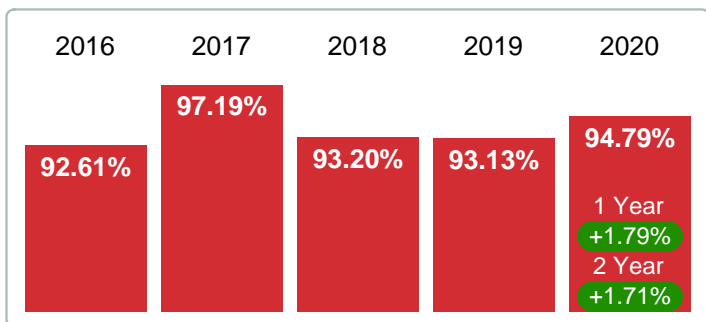
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

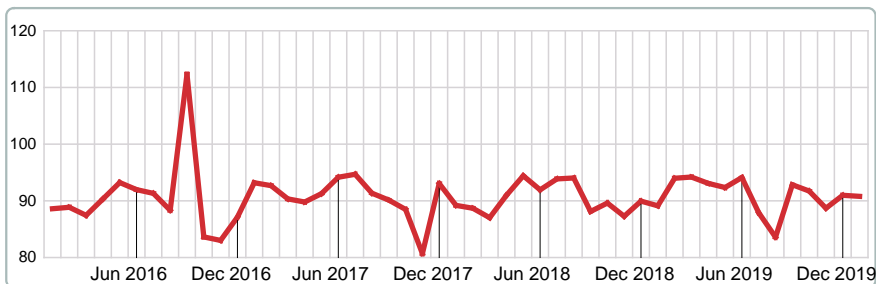
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

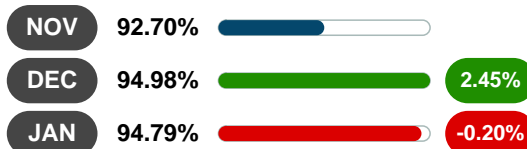


3 MONTHS

5 year JAN AVG = 94.18%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **94.79%**
above the 5 yr JAN average of **94.18%**



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
\$80,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$80,001 - \$80,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$80,001 - \$100,000	1	25.00%	100.00%	0.00%	100.00%	0.00%	0.00%
\$100,001 - \$110,000	2	50.00%	93.75%	0.00%	93.75%	0.00%	0.00%
\$110,001 - \$160,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$160,001 - \$160,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$160,001 and up	1	25.00%	91.67%	0.00%	91.67%	0.00%	0.00%
Average Sold/List Ratio		94.80%		0.00%	94.79%	0.00%	0.00%
Total Closed Units		4	100%		4		
Total Closed Volume		460,100		0.00B	460.10K	0.00B	0.00B

January 2020



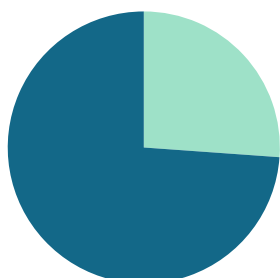
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

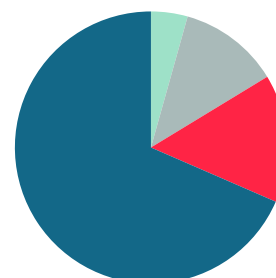


Inventory
 New Listings
23 = 26.14%
 Start Inventory
65
 Total Inventory Units
88
 Volume
\$19,942,082

Market Activity

Closed Sales
4 = 4.35%
 Pending Sales
11 = 11.96%
 Other Off Market
14 = 15.22%
 Active Inventory
63 = 68.48%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	14	4	-71.43%	14	4	-71.43%
Pending Sales	9	11	22.22%	9	11	22.22%
New Listings	26	23	-11.54%	26	23	-11.54%
Average List Price	76,650	122,350	59.62%	76,650	122,350	59.62%
Average Sale Price	73,611	115,025	56.26%	73,611	115,025	56.26%
Average Percent of Selling Price to List Price	93.13%	94.79%	1.79%	93.13%	94.79%	1.79%
Average Days on Market to Sale	52.64	81.50	54.82%	52.64	81.50	54.82%
Monthly Inventory	102	63	-38.24%	102	63	-38.24%
Months Supply of Inventory	9.56	6.63	-30.65%	9.56	6.63	-30.65%

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

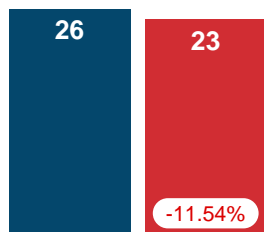
Inventory on January 31, 2020 = **63**

2019 **2020**

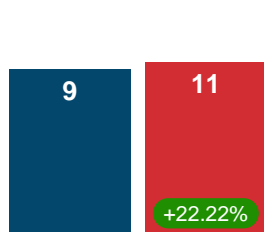
JANUARY MARKET

AVERAGE PRICES

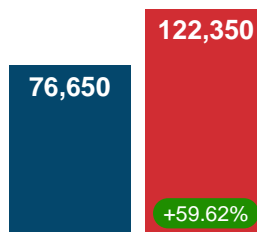
New Listings



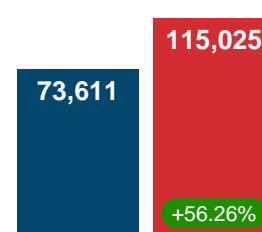
Pending Listings



List Price



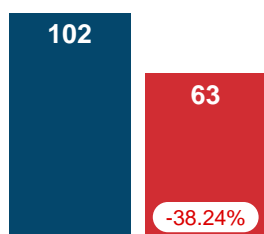
Sale Price



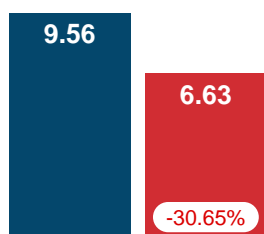
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

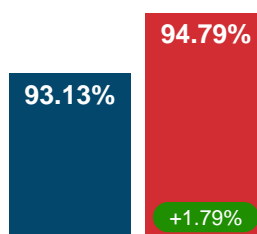
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

