

January 2020



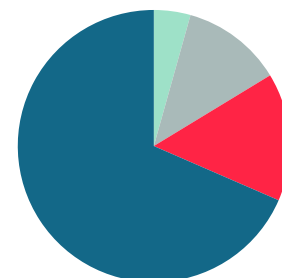
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	71,850	112,200	56.16%
Median Sale Price	65,055	105,050	61.48%
Median Percent of Selling Price to List Price	93.09%	95.83%	2.95%
Median Days on Market to Sale	41.50	69.00	66.27%
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.

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 **61.48%** in January 2020 to \$105,050 versus the previous year at \$65,055.

Median Days on Market Lengthens

The median number of **69.00** days that homes spent on the market before selling increased by 27.50 days or **66.27%** in January 2020 compared to last year's same month at **41.50** DOM.

Sales Success for January 2020 is Positive

Overall, with Median 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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



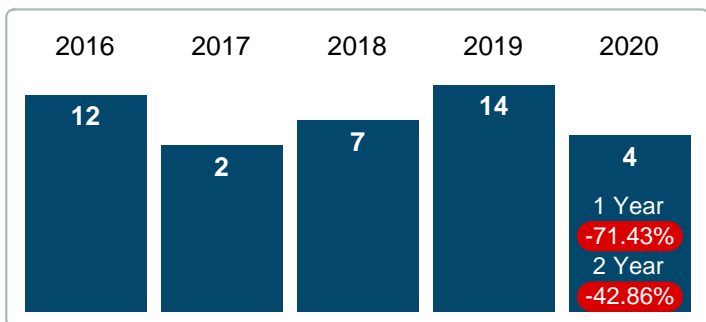
Area Delimited by County Of Sequoyah - Residential Property Type



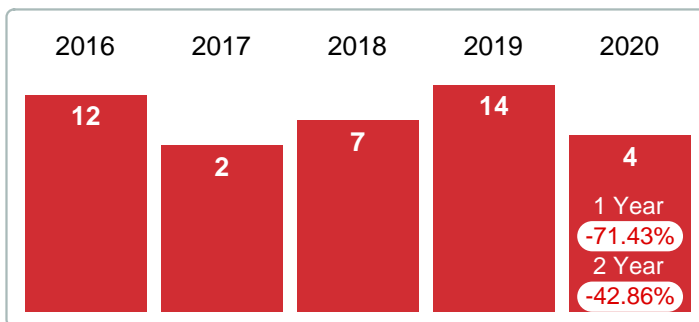
CLOSED LISTINGS

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

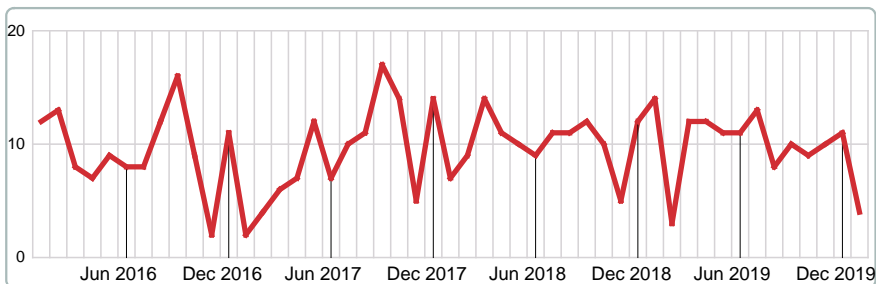
JANUARY



YEAR TO DATE (YTD)

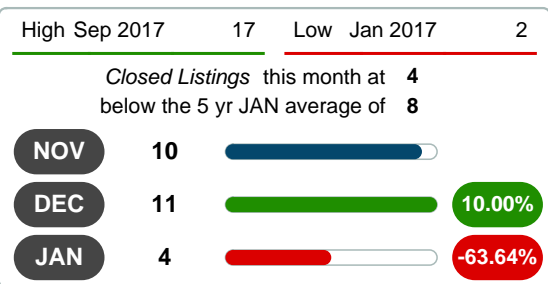


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 8



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	41.0	0	0	0	0
\$160,001 - \$160,000	0	0.00%	41.0	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%	69.0	0.00B	460.10K	0.00B	0.00B
Median Closed Price	\$105,050			\$0	\$105,050	\$0	\$0

January 2020



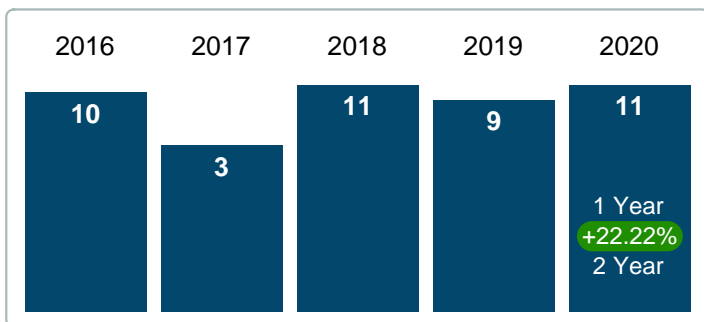
Area Delimited by County Of Sequoyah - Residential Property Type



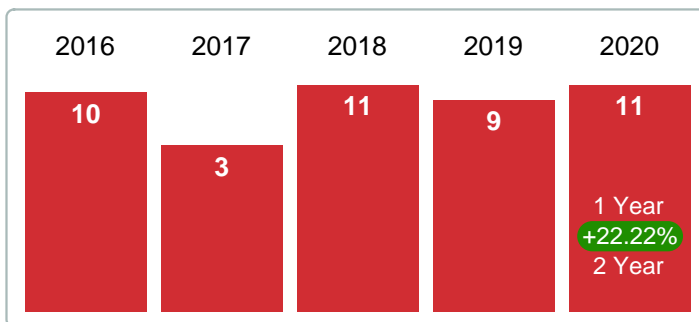
PENDING LISTINGS

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

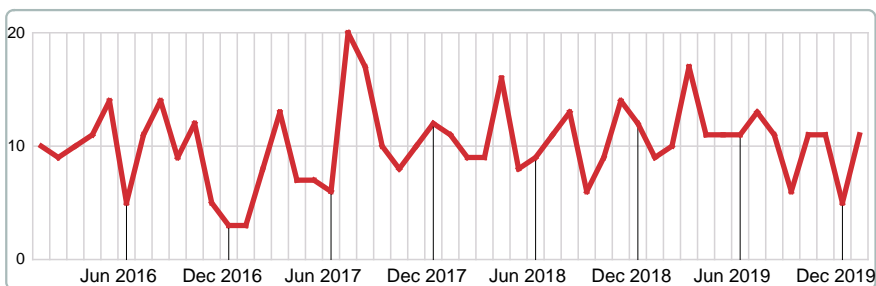
JANUARY



YEAR TO DATE (YTD)

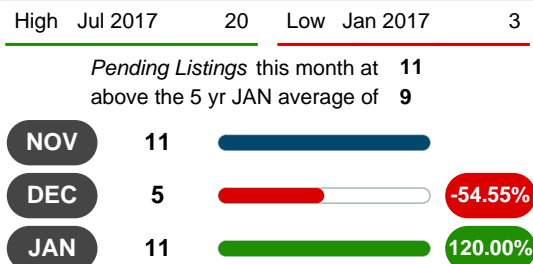


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 9



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	1	9.09%	58.0	0	1	0	0
\$70,001 - \$70,000	0	0.00%	58.0	0	0	0	0
\$70,001 - \$100,000	3	27.27%	124.0	1	1	1	0
\$100,001 - \$150,000	2	18.18%	27.0	0	2	0	0
\$150,001 - \$160,000	1	9.09%	10.0	0	0	1	0
\$160,001 - \$300,000	2	18.18%	120.0	0	1	1	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%	16.0	77.50K	1.29M	407.40K	0.00B
Median Listing Price	\$139,900			\$77,500	\$139,900	\$157,500	\$0

January 2020



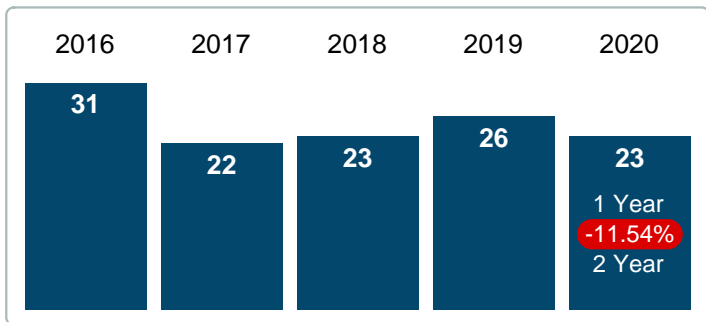
Area Delimited by County Of Sequoyah - Residential Property Type



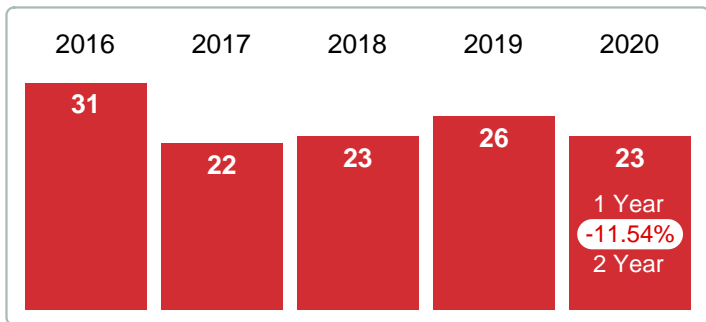
NEW LISTINGS

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

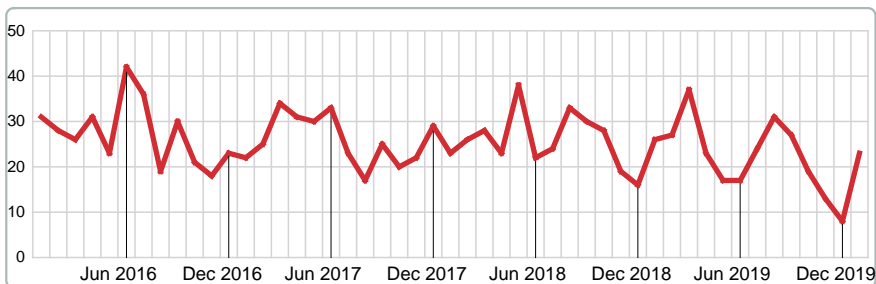
JANUARY



YEAR TO DATE (YTD)

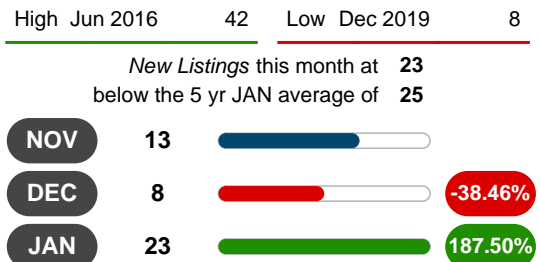


5 YEAR MARKET ACTIVITY TRENDS



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
\$30,000 and less	1	4.35%	0	1	0	0
\$30,001 - \$70,000	4	17.39%	3	0	1	0
\$70,001 - \$130,000	3	13.04%	1	1	1	0
\$130,001 - \$180,000	6	26.09%	0	5	1	0
\$180,001 - \$240,000	4	17.39%	1	3	0	0
\$240,001 - \$450,000	3	13.04%	0	2	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
Median New Listed Listing Price	\$149,900		\$78,745	\$149,950	\$157,500	\$0

January 2020



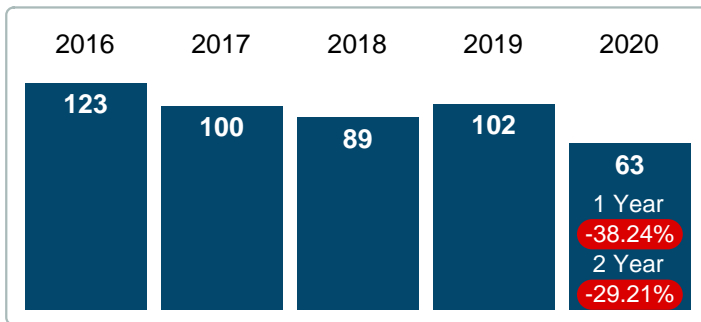
Area Delimited by County Of Sequoyah - Residential Property Type



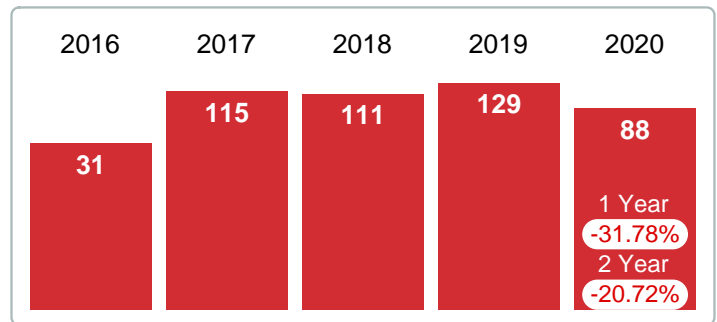
ACTIVE INVENTORY

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

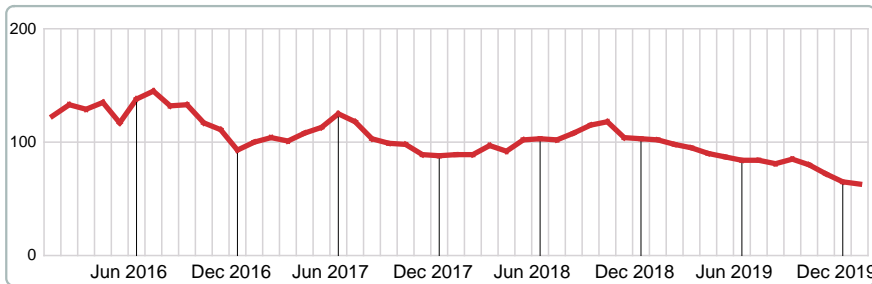
END OF JANUARY



ACTIVE DURING JANUARY

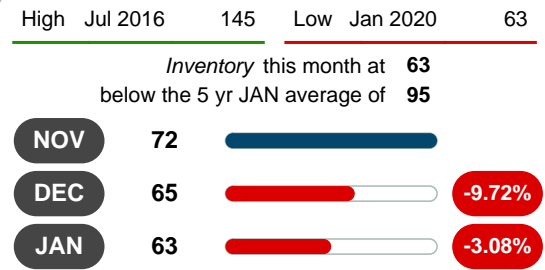


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	4.76%	77.0	1	2	0	0
\$25,001 - \$50,000	5	7.94%	15.0	2	2	1	0
\$50,001 - \$125,000	15	23.81%	130.0	5	9	1	0
\$125,001 - \$200,000	16	25.40%	86.5	3	11	2	0
\$200,001 - \$275,000	9	14.29%	139.0	4	3	1	1
\$275,001 - \$425,000	7	11.11%	114.0	0	4	2	1
\$425,001 and up	8	12.70%	79.5	1	2	2	3
Total Active Inventory by Units	63			16	33	9	5
Total Active Inventory by Volume	13,389,183	100%	88.0	2.80M	5.51M	2.29M	2.78M
Median Active Inventory Listing Price	\$157,900			\$118,000	\$149,900	\$223,000	\$429,999

January 2020



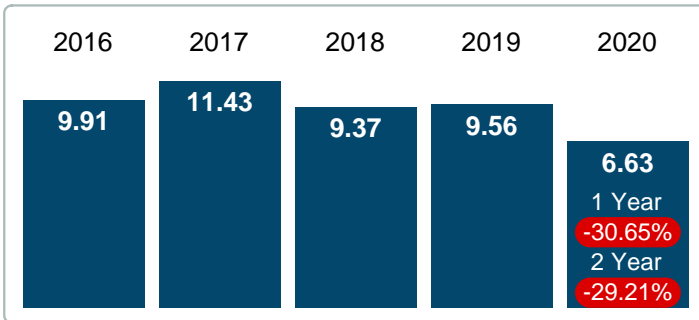
Area Delimited by County Of Sequoyah - Residential Property Type



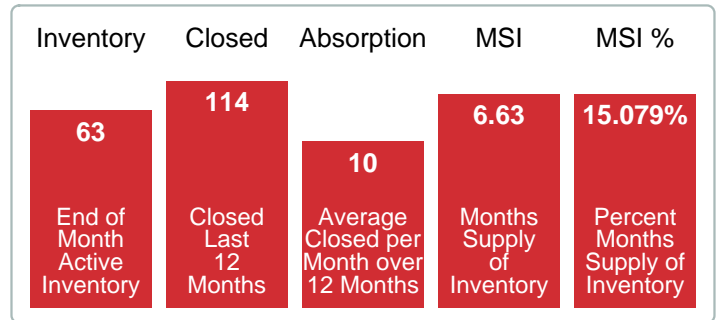
MONTHS SUPPLY of INVENTORY (MSI)

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

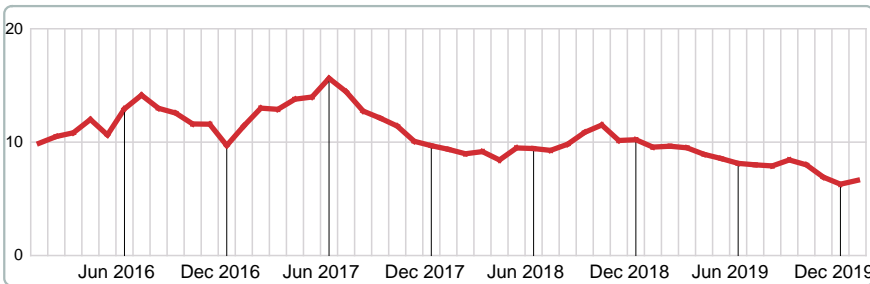
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

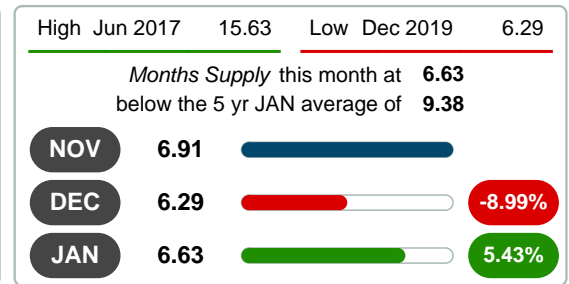


5 YEAR MARKET ACTIVITY TRENDS



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



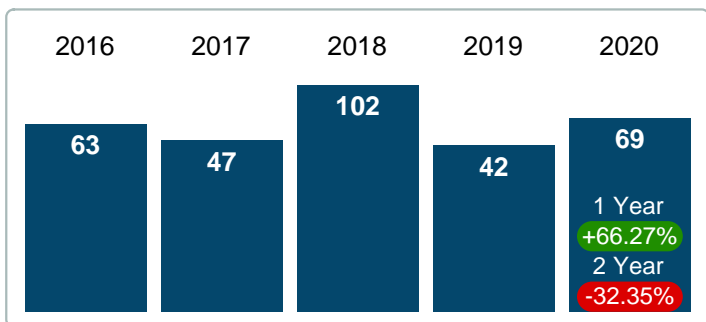
Area Delimited by County Of Sequoyah - Residential Property Type



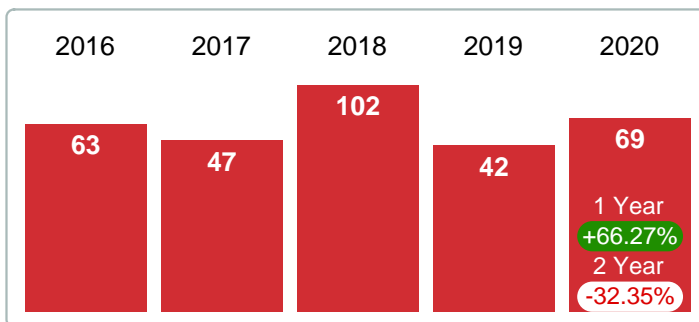
MEDIAN DAYS ON MARKET TO SALE

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

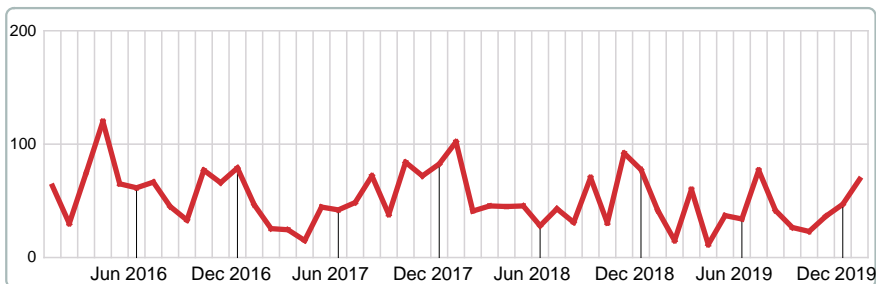
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

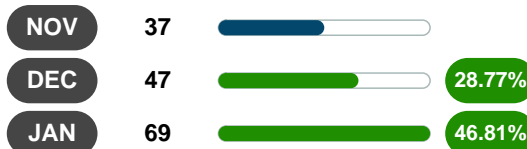


3 MONTHS

5 year JAN AVG = 64

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 69 above the 5 yr JAN average of 64



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
\$80,000 and less	0	80	0	0	0	0
\$80,001 - \$80,000	0	80	0	0	0	0
\$80,001 - \$100,000	1	85	0	85	0	0
\$100,001 - \$110,000	2	41	0	41	0	0
\$110,001 - \$160,000	0	41	0	0	0	0
\$160,001 - \$160,000	0	41	0	0	0	0
\$160,001 and up	1	159	0	159	0	0
Median Closed DOM	69	69.0	0	69	0	0
Total Closed Units	4	100%		4		
Total Closed Volume	460,100		0.00B	460.10K	0.00B	0.00B

January 2020



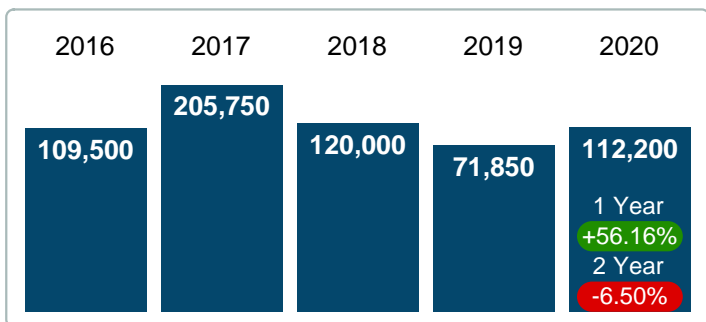
Area Delimited by County Of Sequoyah - Residential Property Type



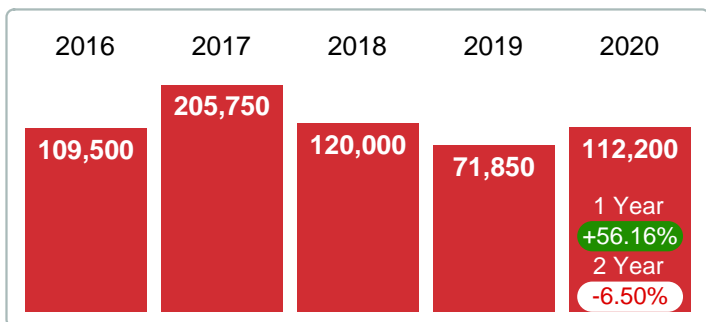
MEDIAN LIST PRICE AT CLOSING

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

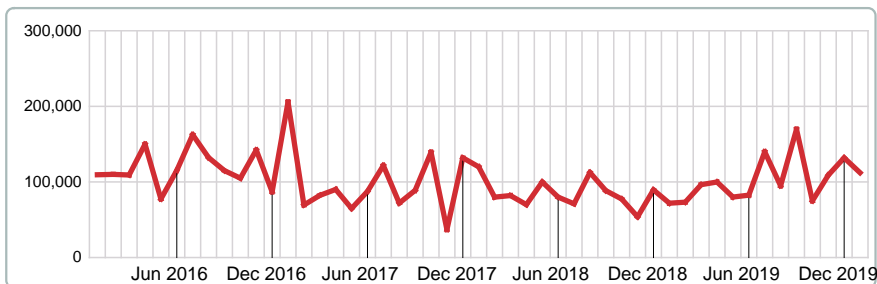
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 123,860

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

Median List Price at Closing this month at **112,200**
below the 5 yr JAN average of **123,860**

NOV	108,950	<div style="width: 80%;"></div>
DEC	131,900	<div style="width: 100%;"></div> 21.06%
JAN	112,200	<div style="width: 90%;"></div> -14.94%

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
\$80,000 and less	0	0.00%	159	0	0	0	0
\$80,001 - \$80,000	0	0.00%	159	0	0	0	0
\$80,001 - \$100,000	1	25.00%	85,000	0	85,000	0	0
\$100,001 - \$110,000	1	25.00%	110,000	0	110,000	0	0
\$110,001 - \$160,000	1	25.00%	114,400	0	114,400	0	0
\$160,001 - \$160,000	0	0.00%	114,400	0	0	0	0
\$160,001 and up	1	25.00%	180,000	0	180,000	0	0
Median List Price			112,200	0	112,200	0	0
Total Closed Units		100%	112,200		4		
Total Closed Volume			489,400	0.00B	489.40K	0.00B	0.00B

January 2020



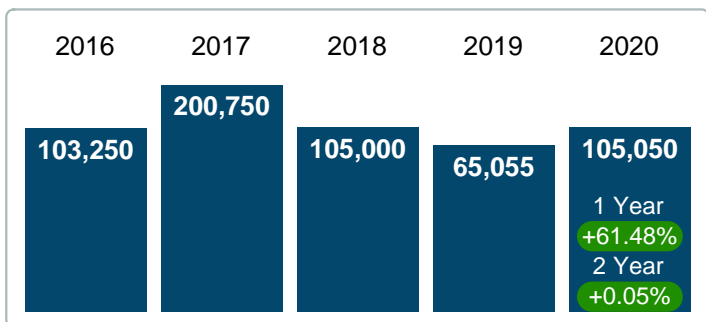
Area Delimited by County Of Sequoyah - Residential Property Type



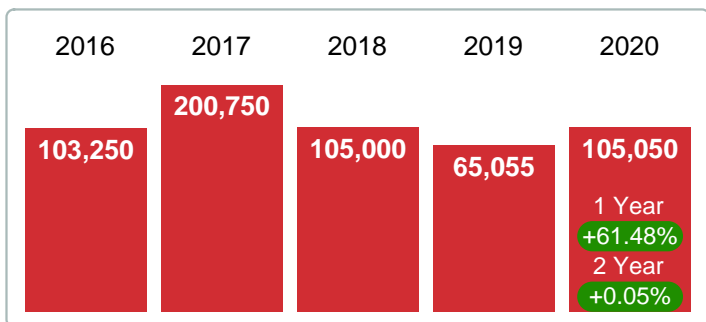
MEDIAN SOLD PRICE AT CLOSING

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

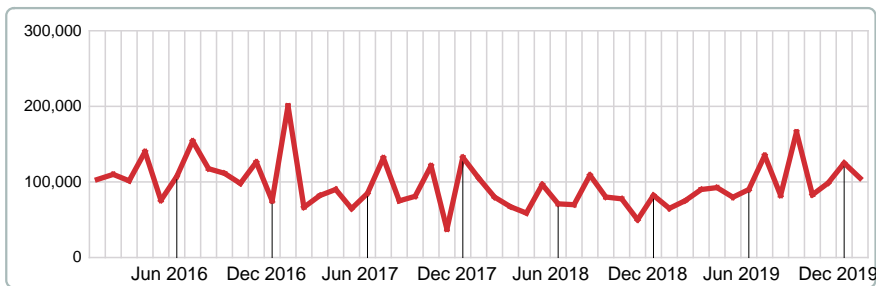
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 115,821

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

Median Sold Price at Closing this month at **105,050**
 below the 5 yr JAN average of **115,821**

NOV	98,750	<div style="width: 85%;"></div>
DEC	125,000	<div style="width: 108%;"></div> 26.58%
JAN	105,050	<div style="width: 91%;"></div> -15.96%

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
\$80,000 and less	<div style="width: 0%;"></div> 0	0.00%	180,000	0	0	0	0
\$80,001 - \$80,000	<div style="width: 0%;"></div> 0	0.00%	180,000	0	0	0	0
\$80,001 - \$100,000	<div style="width: 25%;"></div> 1	25.00%	85,000	0	85,000	0	0
\$100,001 - \$110,000	<div style="width: 50%;"></div> 2	50.00%	105,050	0	105,050	0	0
\$110,001 - \$160,000	<div style="width: 0%;"></div> 0	0.00%	105,050	0	0	0	0
\$160,001 - \$160,000	<div style="width: 0%;"></div> 0	0.00%	105,050	0	0	0	0
\$160,001 and up	<div style="width: 25%;"></div> 1	25.00%	165,000	0	165,000	0	0
Median Sold Price			105,050	0	105,050	0	0
Total Closed Units		100%	105,050		4		
Total Closed Volume			460,100	0.00B	460.10K	0.00B	0.00B

January 2020



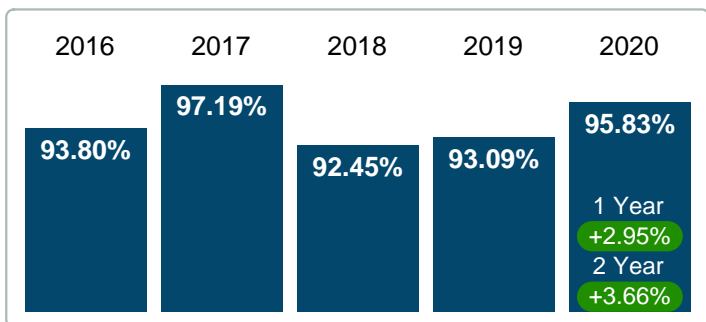
Area Delimited by County Of Sequoyah - Residential Property Type



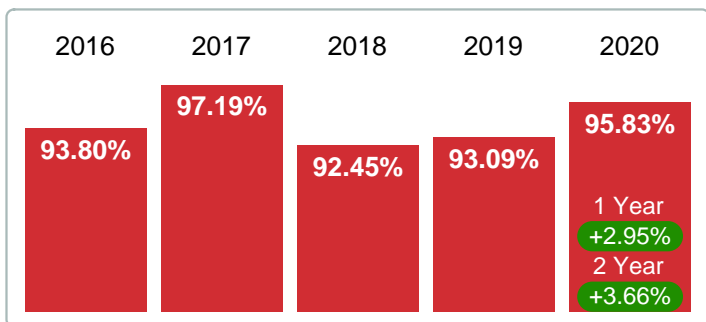
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

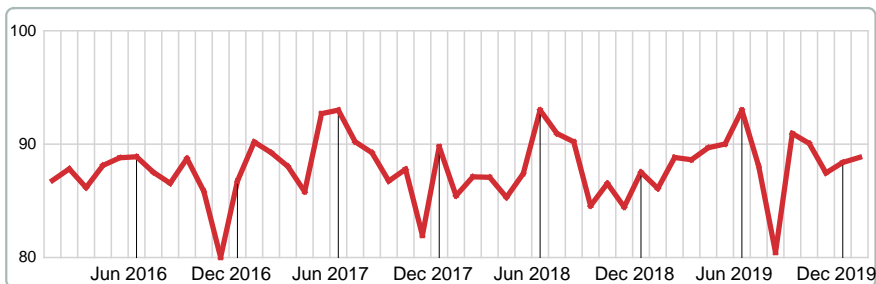
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

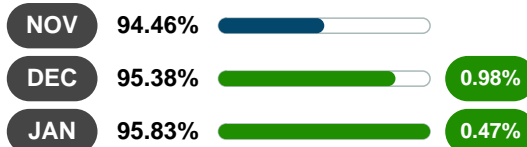


3 MONTHS

5 year JAN AVG = 94.47%

High Jun 2019 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **95.83%**
above the 5 yr JAN average of **94.47%**



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
\$80,000 and less	<div style="width: 0%;"></div> 0	0.00%	65.00%	0.00%	0.00%	0.00%	0.00%
\$80,001 - \$80,000	<div style="width: 0%;"></div> 0	0.00%	65.00%	0.00%	0.00%	0.00%	0.00%
\$80,001 - \$100,000	<div style="width: 25%;"></div> 1	25.00%	100.00%	0.00%	100.00%	0.00%	0.00%
\$100,001 - \$110,000	<div style="width: 50%;"></div> 2	50.00%	93.75%	0.00%	93.75%	0.00%	0.00%
\$110,001 - \$160,000	<div style="width: 0%;"></div> 0	0.00%	93.75%	0.00%	0.00%	0.00%	0.00%
\$160,001 - \$160,000	<div style="width: 0%;"></div> 0	0.00%	93.75%	0.00%	0.00%	0.00%	0.00%
\$160,001 and up	<div style="width: 25%;"></div> 1	25.00%	91.67%	0.00%	91.67%	0.00%	0.00%
Median Sold/List Ratio		95.83%		0.00%	95.83%	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



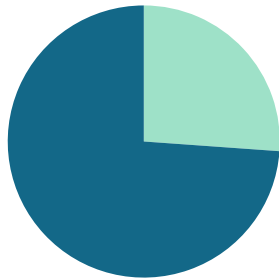
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

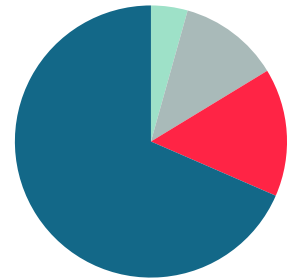


Inventory
 New Listings
23 = 26.14%
 Start Inventory
65
 Total Inventory Units
88
 Volume
\$19,942,082

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%
Median List Price	71,850	112,200	56.16%	71,850	112,200	56.16%
Median Sale Price	65,055	105,050	61.48%	65,055	105,050	61.48%
Median Percent of Selling Price to List Price	93.09%	95.83%	2.95%	93.09%	95.83%	2.95%
Median Days on Market to Sale	41.50	69.00	66.27%	41.50	69.00	66.27%
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

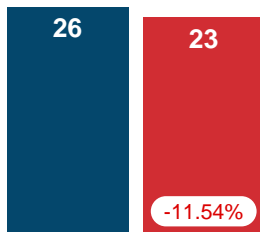
Inventory on January 31, 2020 = **63**

2019 **2020**

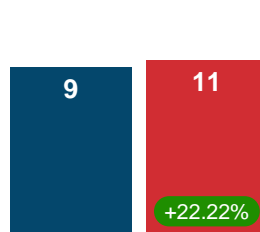
JANUARY MARKET

MEDIAN PRICES

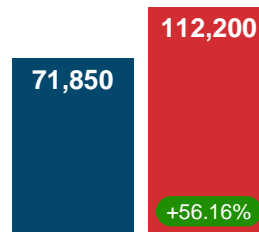
New Listings



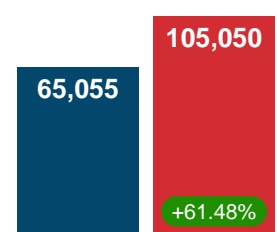
Pending Listings



List Price



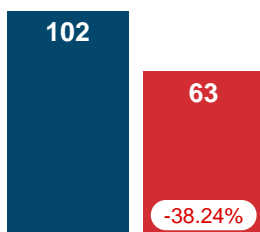
Sale Price



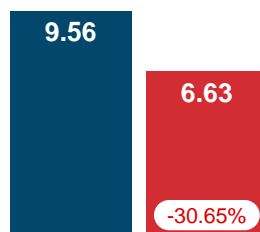
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

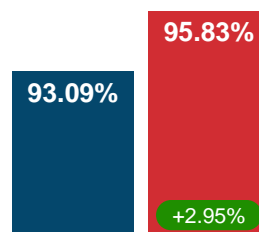
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

