

July 2020



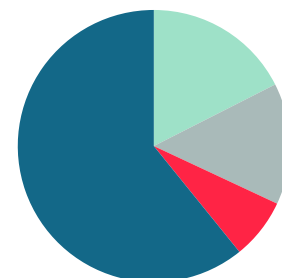
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	13	17	30.77%
Pending Listings	13	14	7.69%
New Listings	24	14	-41.67%
Average List Price	147,419	122,924	-16.62%
Average Sale Price	134,308	113,804	-15.27%
Average Percent of Selling Price to List Price	91.91%	91.61%	-0.32%
Average Days on Market to Sale	69.46	71.53	2.98%
End of Month Inventory	84	59	-29.76%
Months Supply of Inventory	8.00	6.21	-22.37%



■ Closed (17.53%)
■ Pending (14.43%)
■ Other OffMarket (7.22%)
■ Active (60.82%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of July 31, 2020 = **59**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **29.76%** to 59 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 **6.21** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **15.27%** in July 2020 to \$113,804 versus the previous year at \$134,308.

Average Days on Market Lengthens

The average number of **71.53** days that homes spent on the market before selling increased by 2.07 days or **2.98%** in July 2020 compared to last year's same month at **69.46** DOM.

Sales Success for July 2020 is Positive

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

There were 14 New Listings in July 2020, down **41.67%** from last year at 24. Furthermore, there were 17 Closed Listings this month versus last year at 13, a **30.77%** increase.

Closed versus Listed trends yielded a **121.4%** ratio, up from previous year's, July 2019, at **54.2%**, a **124.18%** 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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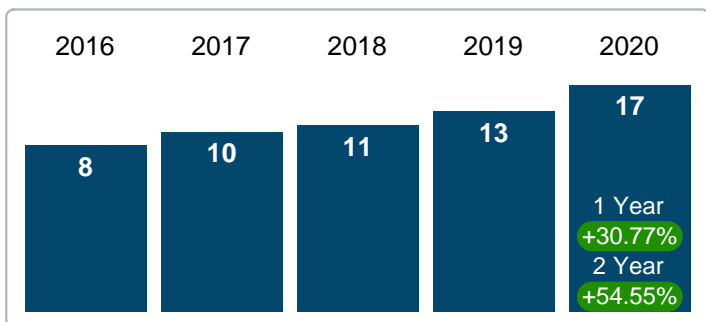
Area Delimited by County Of Sequoyah - Residential Property Type



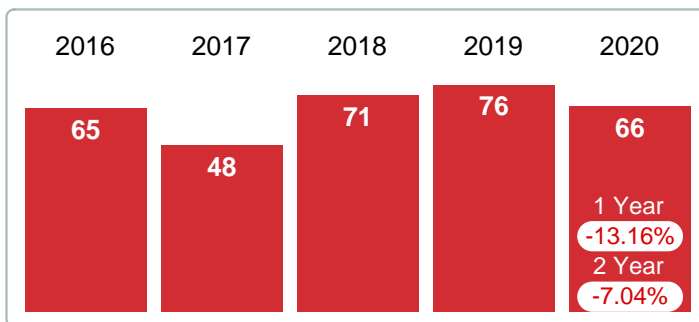
CLOSED LISTINGS

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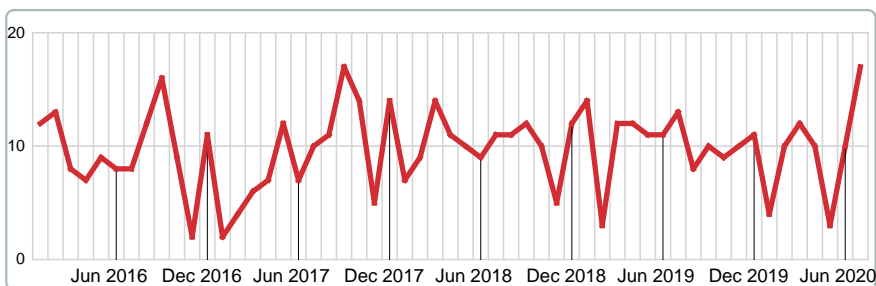
JULY



YEAR TO DATE (YTD)

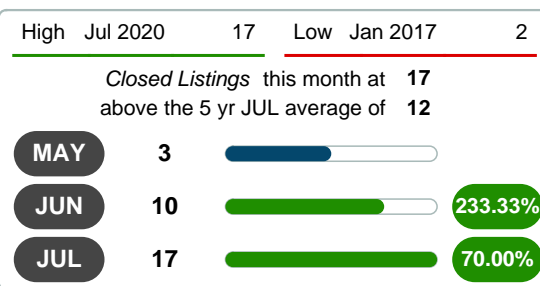


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 12



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 - \$60,000	3	17.65%	107.7	1	1	1	0
\$60,001 - \$80,000	2	11.76%	63.5	1	1	0	0
\$80,001 - \$130,000	5	29.41%	45.4	1	3	1	0
\$130,001 - \$160,000	4	23.53%	73.5	0	3	1	0
\$160,001 - \$180,000	2	11.76%	112.0	0	2	0	0
\$180,001 and up	1	5.88%	21.0	0	1	0	0
Total Closed Units	17			3	11	3	0
Total Closed Volume	1,934,675	100%	71.5	233.75K	1.43M	273.43K	0.00B
Average Closed Price	\$113,804			\$77,917	\$129,773	\$91,142	\$0

July 2020



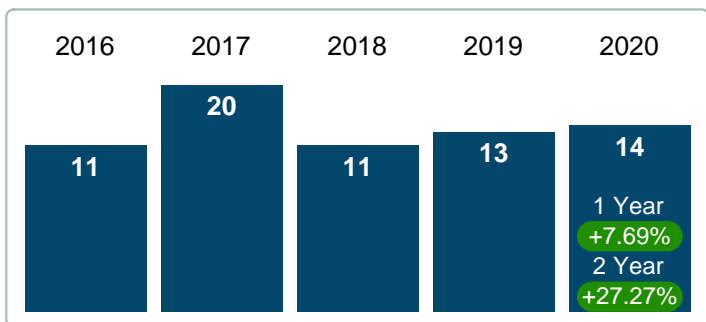
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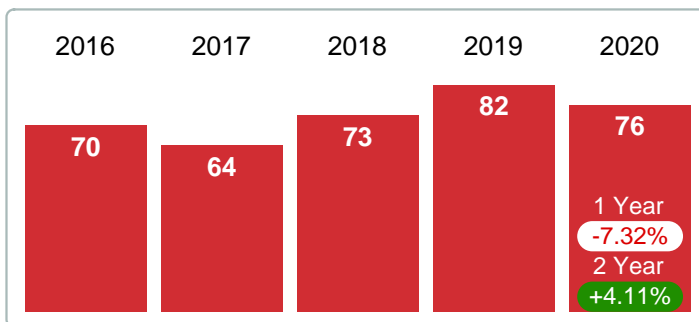
PENDING LISTINGS

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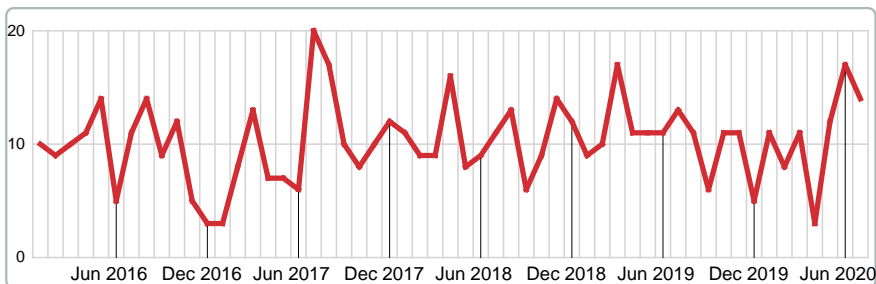
JULY



YEAR TO DATE (YTD)

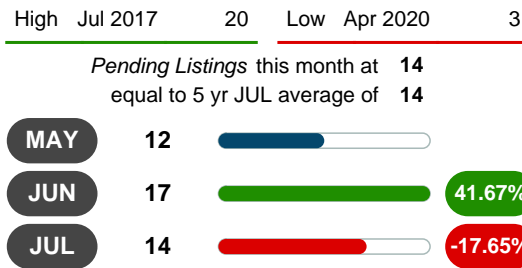


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 14



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	7.14%	83.0	0	1	0	0
\$50,001 - \$75,000	1	7.14%	64.0	0	1	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	6	42.86%	85.8	1	4	1	0
\$150,001 - \$250,000	2	14.29%	95.5	1	0	1	0
\$250,001 - \$375,000	2	14.29%	104.5	0	2	0	0
\$375,001 and up	2	14.29%	86.0	0	0	1	1
Total Pending Units	14			2	8	3	1
Total Pending Volume	2,424,700	100%	84.9	338.90K	1.04M	651.50K	395.00K
Average Listing Price	\$179,015			\$169,450	\$129,913	\$217,167	\$395,000

July 2020



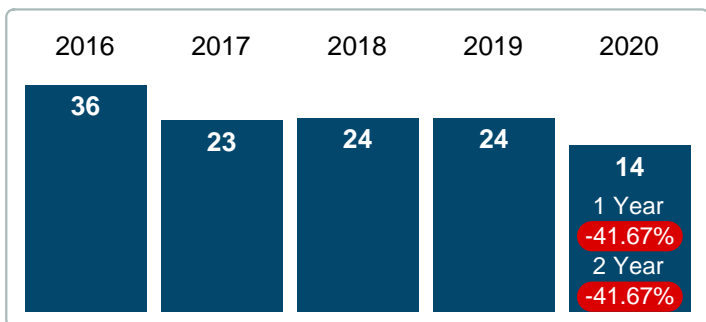
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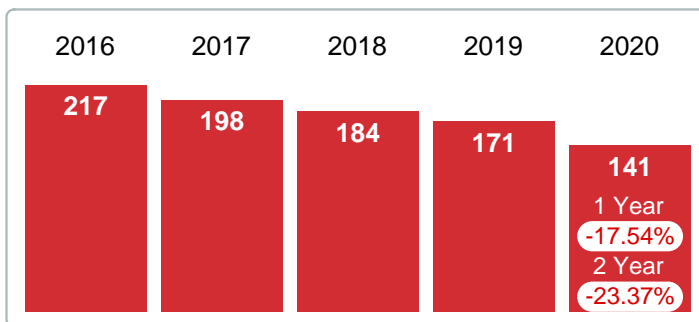
NEW LISTINGS

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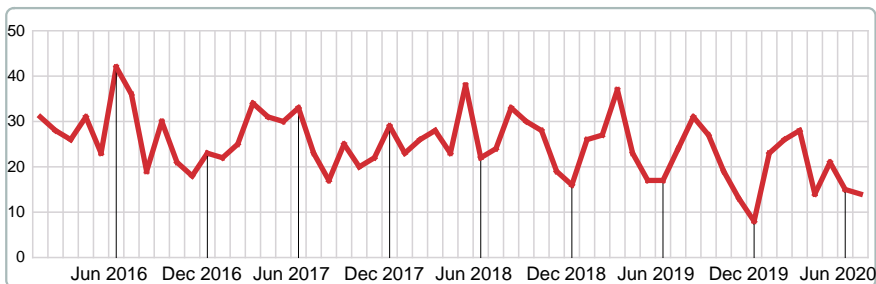
JULY



YEAR TO DATE (YTD)

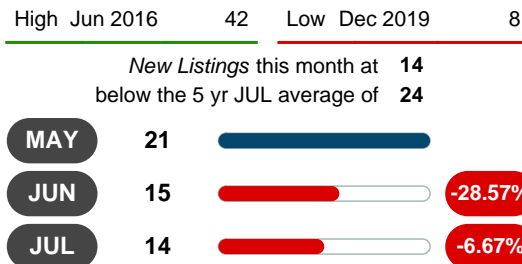


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 24



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	7.14%	0	1	0	0
\$50,001 - \$80,000	2	14.29%	1	1	0	0
\$80,001 - \$120,000	2	14.29%	2	0	0	0
\$120,001 - \$130,000	2	14.29%	0	2	0	0
\$130,001 - \$190,000	3	21.43%	0	3	0	0
\$190,001 - \$270,000	3	21.43%	1	2	0	0
\$270,001 and up	1	7.14%	0	0	1	0
Total New Listed Units		14	4	9	1	0
Total New Listed Volume		2,120,400	484.70K	1.26M	379.00K	0.00B
Average New Listed Listing Price		\$137,950	\$121,175	\$139,633	\$379,000	\$0

July 2020



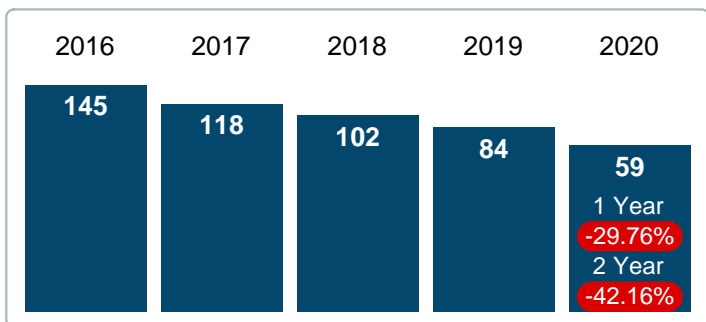
Area Delimited by County Of Sequoyah - Residential Property Type



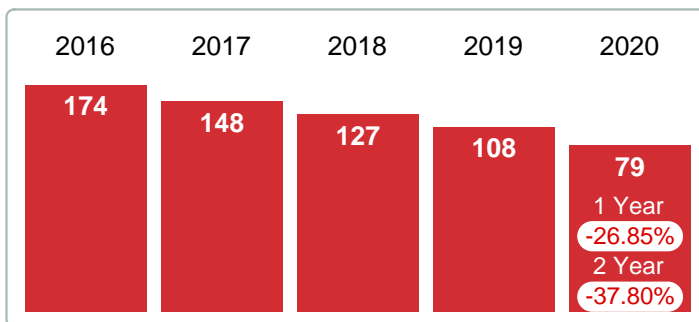
ACTIVE INVENTORY

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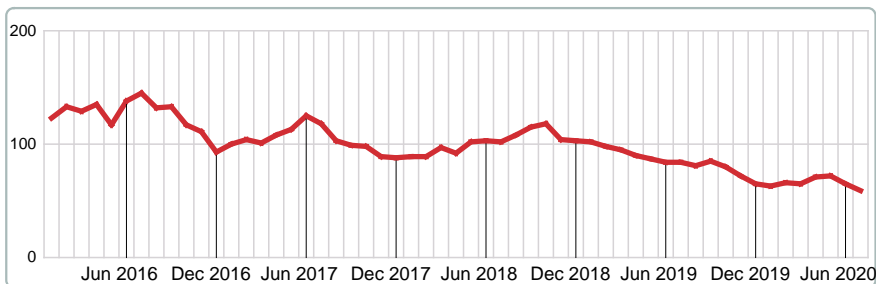
END OF JULY



ACTIVE DURING JULY

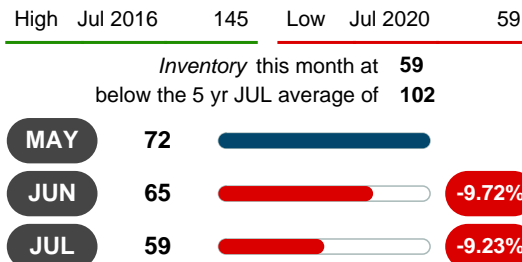


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 102



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	4	6.78%	77.5	1	3	0	0
\$50,001 - \$75,000	6	10.17%	64.8	1	5	0	0
\$75,001 - \$125,000	12	20.34%	80.5	3	6	3	0
\$125,001 - \$175,000	14	23.73%	94.6	0	11	3	0
\$175,001 - \$250,000	9	15.25%	75.8	2	5	2	0
\$250,001 - \$475,000	8	13.56%	107.4	0	7	1	0
\$475,001 and up	6	10.17%	136.3	1	0	4	1
Total Active Inventory by Units	59			8	37	13	1
Total Active Inventory by Volume	12,495,495	100%	90.6	1.62M	5.97M	4.11M	800.00K
Average Active Inventory Listing Price	\$211,788			\$202,838	\$161,235	\$315,931	\$800,000

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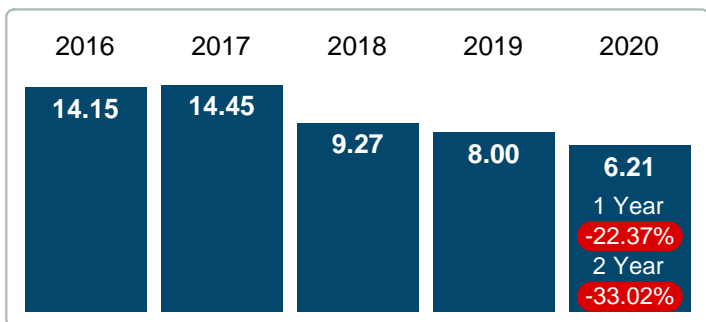
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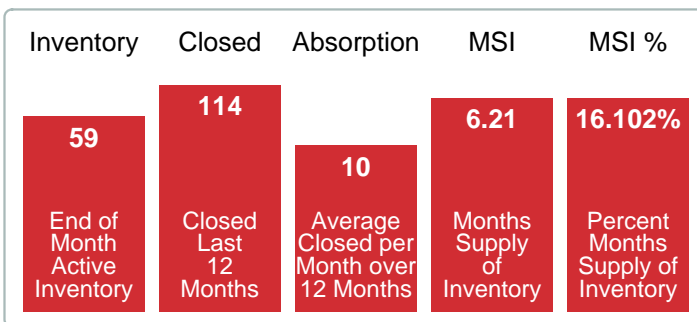
MONTHS SUPPLY of INVENTORY (MSI)

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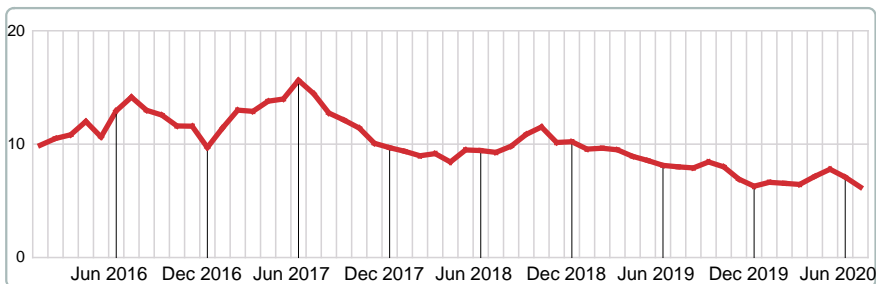
MSI FOR JULY



INDICATORS FOR JULY 2020

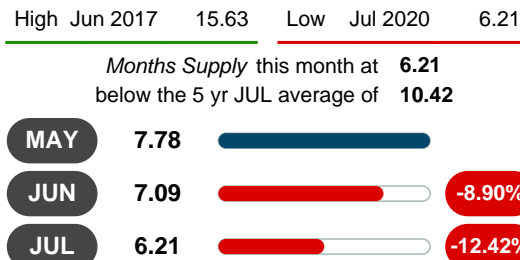


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 10.42



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
\$60,000 and less	6	10.17%	2.25	2.00	3.00	0.00	0.00
\$60,001 - \$80,000	6	10.17%	7.20	6.00	8.00	0.00	0.00
\$80,001 - \$120,000	9	15.25%	4.00	2.00	3.53	12.00	0.00
\$120,001 - \$180,000	15	25.42%	6.67	0.00	6.86	12.00	0.00
\$180,001 - \$260,000	9	15.25%	9.82	24.00	12.00	8.00	0.00
\$260,001 - \$470,000	8	13.56%	16.00	0.00	28.00	12.00	0.00
\$470,001 and up	6	10.17%	72.00	0.00	0.00	0.00	12.00
Market Supply of Inventory (MSI)			6.21	3.69	6.53	11.14	2.00
Total Active Inventory by Units		100%	6.21	8	37	13	1

July 2020



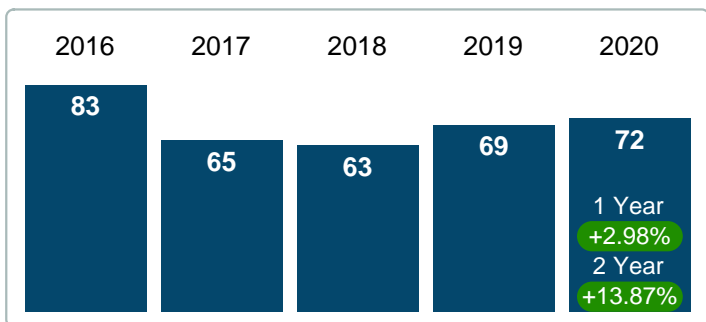
Area Delimited by County Of Sequoyah - Residential Property Type



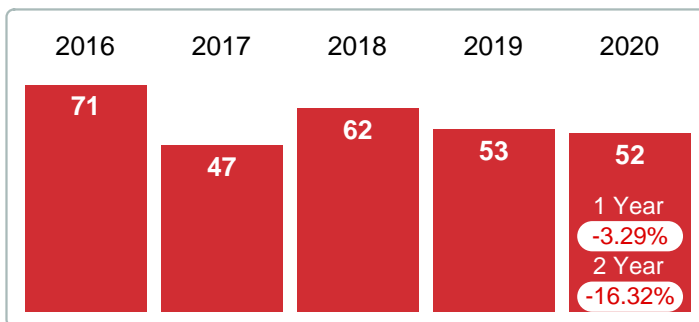
AVERAGE DAYS ON MARKET TO SALE

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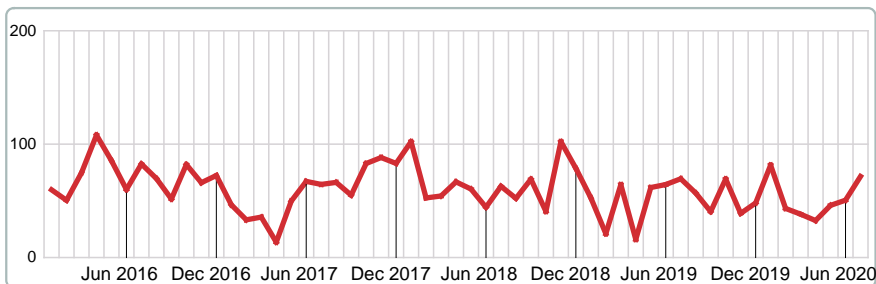
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

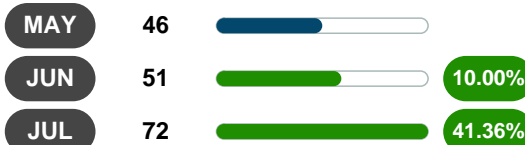


3 MONTHS

5 year JUL AVG = 70

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 72 above the 5 yr JUL average of 70



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	0.00%	0	0	0	0
\$30,001 - \$60,000	3	17.65%	121	64	138	0
\$60,001 - \$80,000	2	11.76%	95	32	0	0
\$80,001 - \$130,000	5	29.41%	92	22	70	0
\$130,001 - \$160,000	4	23.53%	0	76	66	0
\$160,001 - \$180,000	2	11.76%	0	112	0	0
\$180,001 and up	1	5.88%	0	21	0	0
Average Closed DOM		72	103	58	91	0
Total Closed Units		17	3	11	3	
Total Closed Volume		1,934,675	233.75K	1.43M	273.43K	0.00B

July 2020



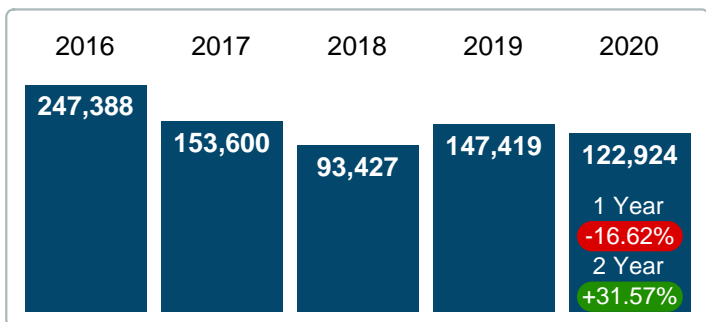
Area Delimited by County Of Sequoyah - Residential Property Type



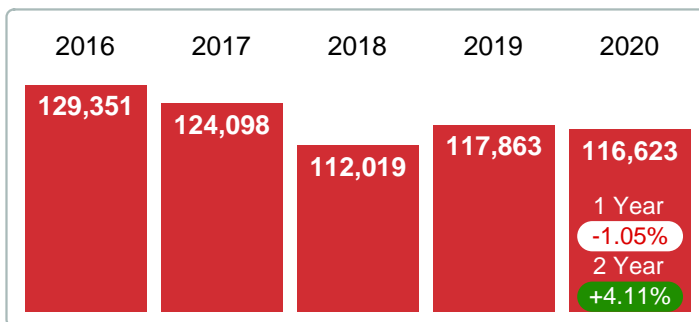
AVERAGE LIST PRICE AT CLOSING

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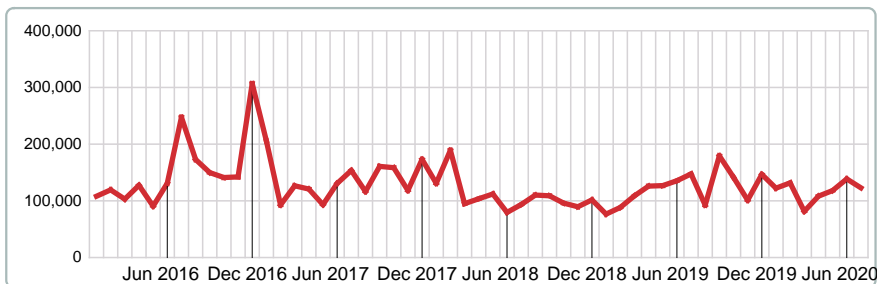
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 152,952

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

Average List Price at Closing this month at **122,924**
below the 5 yr JUL average of **152,952**

MAY	118,167	
JUN	138,630	17.32%
JUL	122,924	-11.33%

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
\$30,001 - \$60,000	3	17.65%	57,500	40,000	34,900	0
\$60,001 - \$80,000	1	5.88%	87,000	66,900	0	0
\$80,001 - \$130,000	5	29.41%	125,000	114,767	120,000	0
\$130,001 - \$160,000	5	29.41%	0	150,933	152,500	0
\$160,001 - \$180,000	1	5.88%	0	189,900	0	0
\$180,001 and up	2	11.76%	0	229,000	0	0
Average List Price		122,924	89,833	137,527	102,467	0
Total Closed Units		17	3	11	3	0
Total Closed Volume		2,089,700	269.50K	1.51M	307.40K	0.00B

July 2020



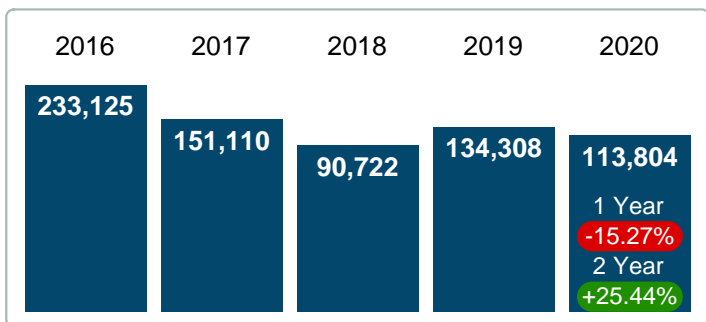
Area Delimited by County Of Sequoyah - Residential Property Type



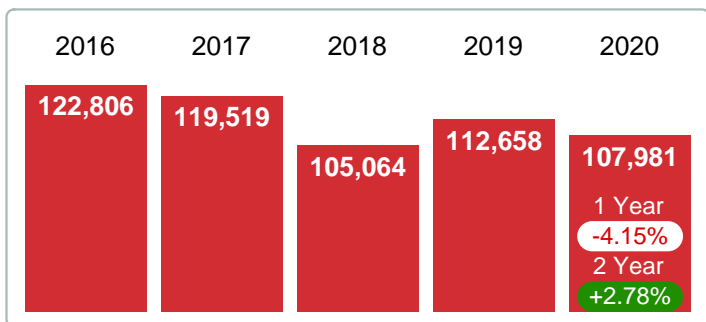
AVERAGE SOLD PRICE AT CLOSING

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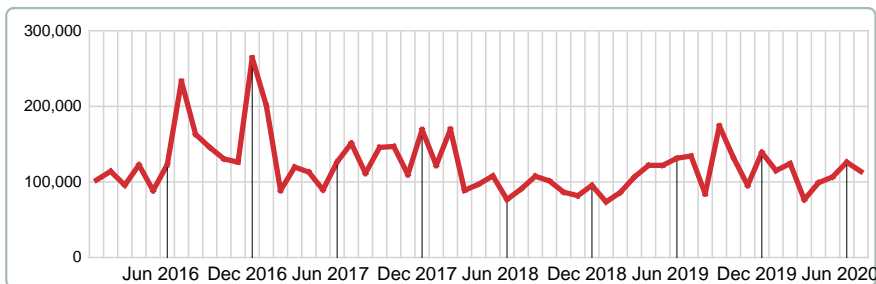
JULY



YEAR TO DATE (YTD)

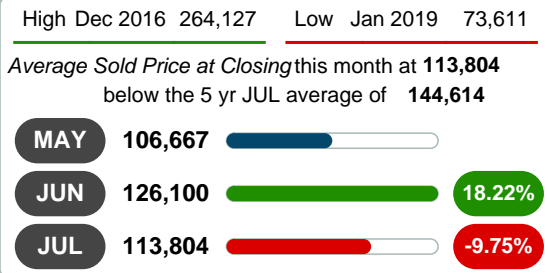


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 144,614



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 - \$60,000	17.65%	36,408	40,000	34,000	35,225	0
\$60,001 - \$80,000	11.76%	72,875	78,750	67,000	0	0
\$80,001 - \$130,000	29.41%	102,640	115,000	104,167	85,700	0
\$130,001 - \$160,000	23.53%	149,625	0	148,667	152,500	0
\$160,001 - \$180,000	11.76%	179,000	0	179,000	0	0
\$180,001 and up	5.88%	210,000	0	210,000	0	0
Average Sold Price		113,804	77,917	129,773	91,142	0
Total Closed Units	100%	17	3	11	3	0
Total Closed Volume		1,934,675	233.75K	1.43M	273.43K	0.00B

July 2020



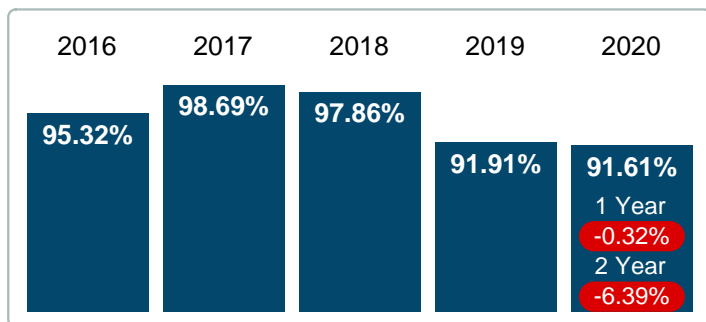
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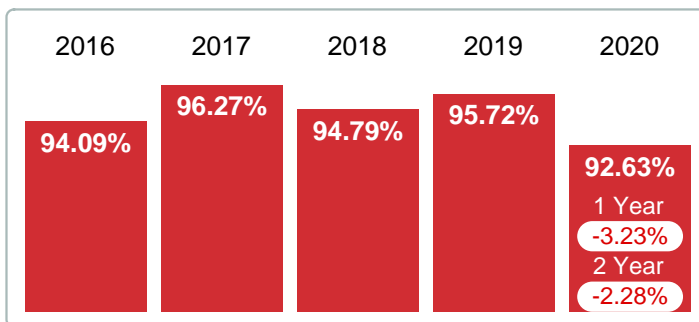
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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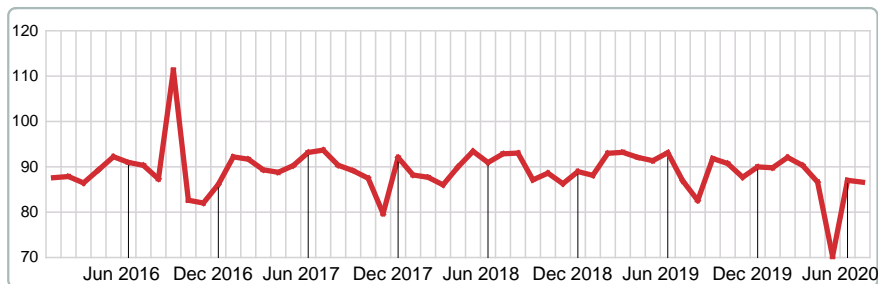
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

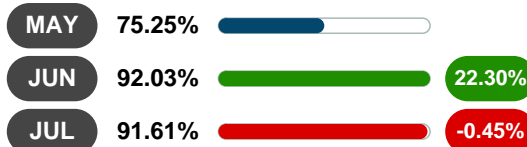


3 MONTHS

5 year JUL AVG = 95.08%

High Sep 2016 116.31% Low May 2020 75.25%

Average Sold/List Ratio this month at **91.61%**
below the 5 yr JUL average of **95.08%**



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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$60,000	3	17.65%	85.17%	69.57%	85.00%	100.93%	0.00%
\$60,001 - \$80,000	2	11.76%	95.33%	90.52%	100.15%	0.00%	0.00%
\$80,001 - \$130,000	5	29.41%	86.86%	92.00%	90.30%	71.42%	0.00%
\$130,001 - \$160,000	4	23.53%	99.04%	0.00%	98.71%	100.00%	0.00%
\$160,001 - \$180,000	2	11.76%	94.55%	0.00%	94.55%	0.00%	0.00%
\$180,001 and up	1	5.88%	91.70%	0.00%	91.70%	0.00%	0.00%
Average Sold/List Ratio		91.60%		84.03%	93.91%	90.78%	0.00%
Total Closed Units		17	100%	3	11	3	
Total Closed Volume		1,934,675		233.75K	1.43M	273.43K	0.00B

July 2020



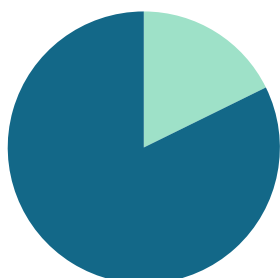
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY



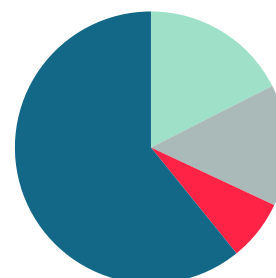
Inventory

- New Listings **14 = 17.72%**
- Start Inventory **65**
- Total Inventory Units **79**
- Volume **\$16,050,495**

Market Activity

- Closed Sales **17 = 17.53%**
- Pending Sales **14 = 14.43%**
- Other Off Market **7 = 7.22%**
- Active Inventory **59 = 60.82%**

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	13	17	30.77%	76	66	-13.16%
Pending Sales	13	14	7.69%	82	76	-7.32%
New Listings	24	14	-41.67%	171	141	-17.54%
Average List Price	147,419	122,924	-16.62%	117,863	116,623	-1.05%
Average Sale Price	134,308	113,804	-15.27%	112,658	107,981	-4.15%
Average Percent of Selling Price to List Price	91.91%	91.61%	-0.32%	95.72%	92.63%	-3.23%
Average Days on Market to Sale	69.46	71.53	2.98%	53.33	51.58	-3.29%
Monthly Inventory	84	59	-29.76%	84	59	-29.76%
Months Supply of Inventory	8.00	6.21	-22.37%	8.00	6.21	-22.37%

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

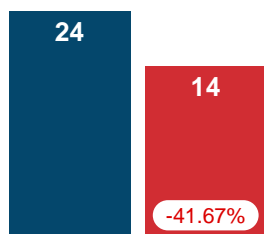
Inventory on July 31, 2020 = **59**

2019 **2020**

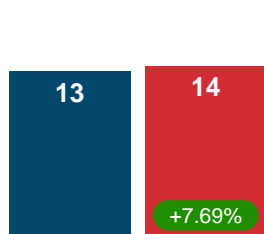
JULY MARKET

AVERAGE PRICES

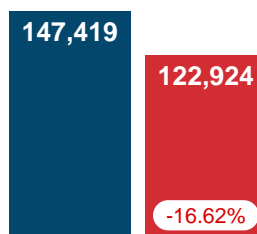
New Listings



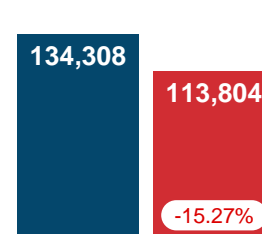
Pending Listings



List Price



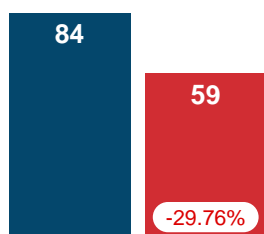
Sale Price



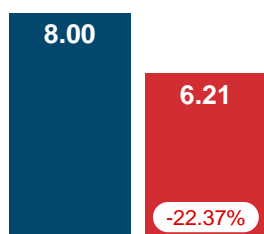
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

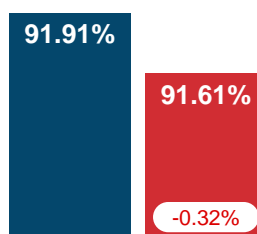
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

