

July 2020



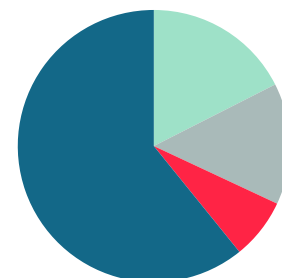
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	139,900	125,000	-10.65%
Median Sale Price	135,000	115,000	-14.81%
Median Percent of Selling Price to List Price	95.06%	92.00%	-3.22%
Median Days on Market to Sale	77.00	66.00	-14.29%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **14.81%** in July 2020 to \$115,000 versus the previous year at \$135,000.

Median Days on Market Shortens

The median number of **66.00** days that homes spent on the market before selling decreased by 11.00 days or **14.29%** in July 2020 compared to last year's same month at **77.00** DOM.

Sales Success for July 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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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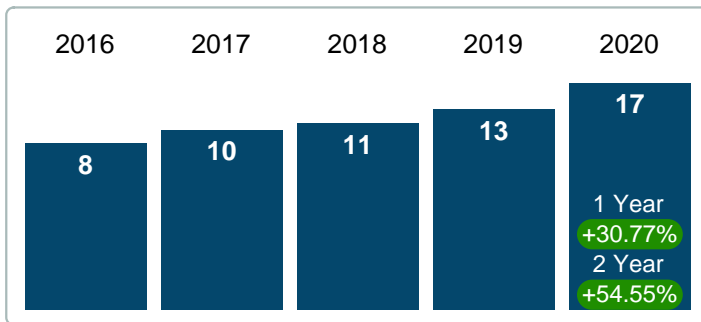
Area Delimited by County Of Sequoyah - Residential Property Type



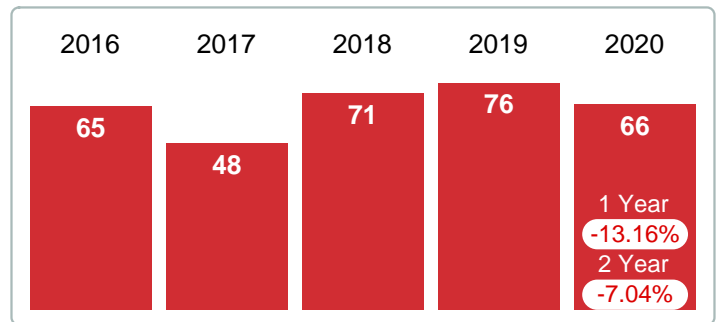
CLOSED LISTINGS

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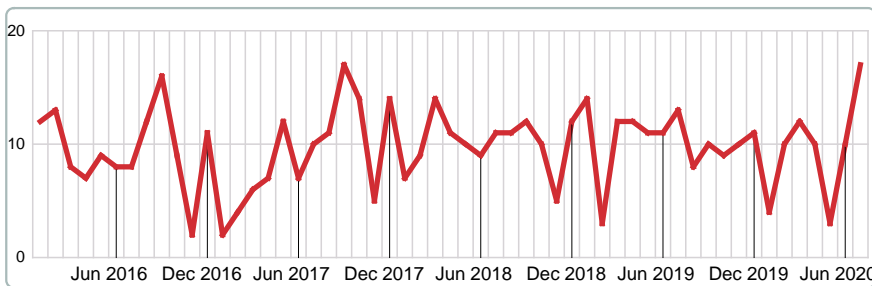
JULY



YEAR TO DATE (YTD)

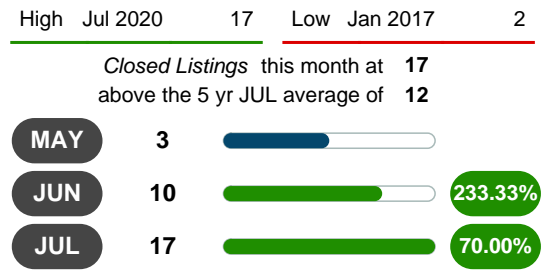


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 12



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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 - \$60,000	3	17.65%	121.0	1	1	1	0
\$60,001 - \$80,000	2	11.76%	63.5	1	1	0	0
\$80,001 - \$130,000	5	29.41%	33.0	1	3	1	0
\$130,001 - \$160,000	4	23.53%	77.0	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%	66.0	233.75K	1.43M	273.43K	0.00B
Median Closed Price	\$115,000			\$78,750	\$136,000	\$85,700	\$0

July 2020



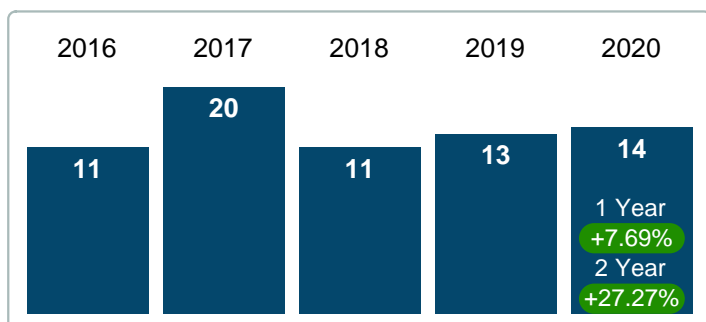
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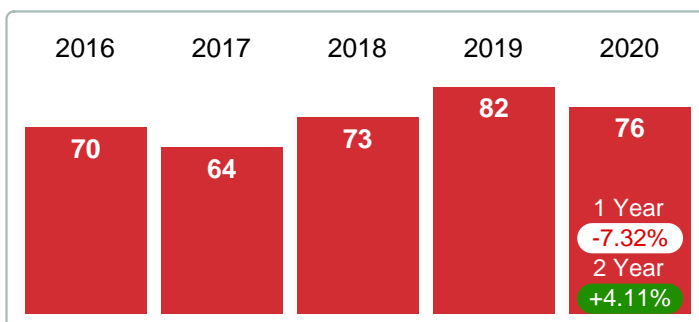
PENDING LISTINGS

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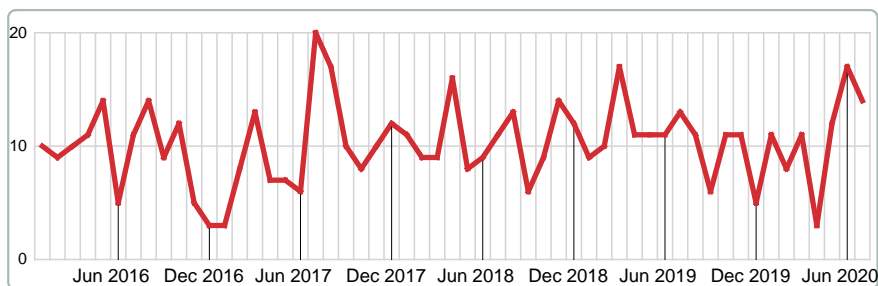
JULY



YEAR TO DATE (YTD)

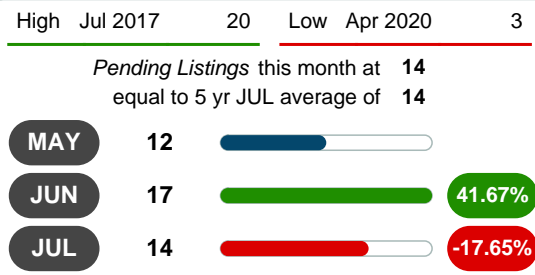


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 14



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	1	7.14%	83.0	0	1	0	0
\$70,001 - \$90,000	2	14.29%	66.5	0	2	0	0
\$90,001 - \$90,000	0	0.00%	66.5	0	0	0	0
\$90,001 - \$150,000	5	35.71%	107.0	1	3	1	0
\$150,001 - \$260,000	2	14.29%	95.5	1	0	1	0
\$260,001 - \$370,000	2	14.29%	104.5	0	2	0	0
\$370,001 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%	76.0	338.90K	1.04M	651.50K	395.00K
Median Listing Price	\$119,950			\$169,450	\$93,950	\$152,500	\$395,000

July 2020



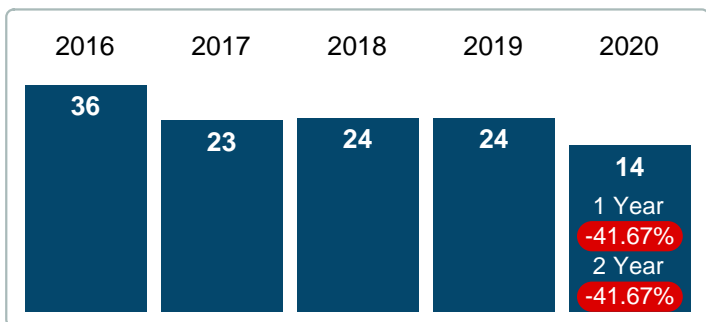
Area Delimited by County Of Sequoyah - Residential Property Type



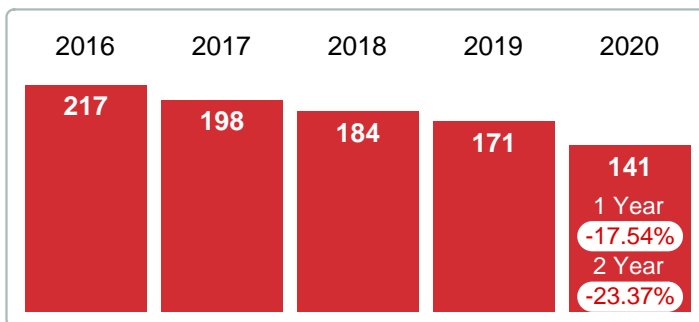
NEW LISTINGS

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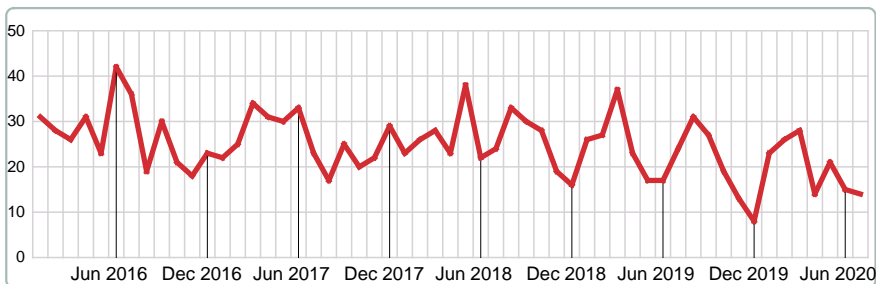
JULY



YEAR TO DATE (YTD)

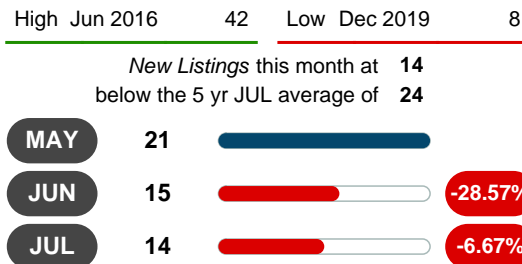


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price		\$132,500	\$104,900	\$135,000	\$379,000	\$0

July 2020



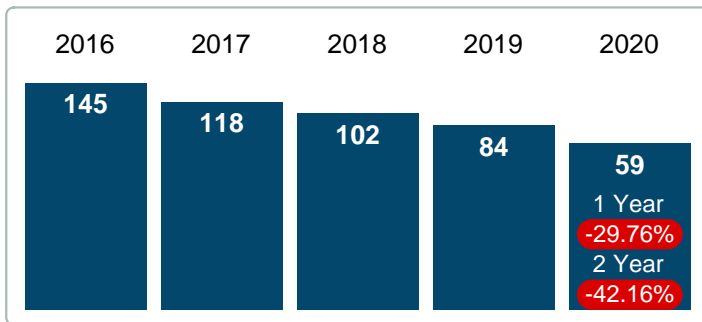
Area Delimited by County Of Sequoyah - Residential Property Type



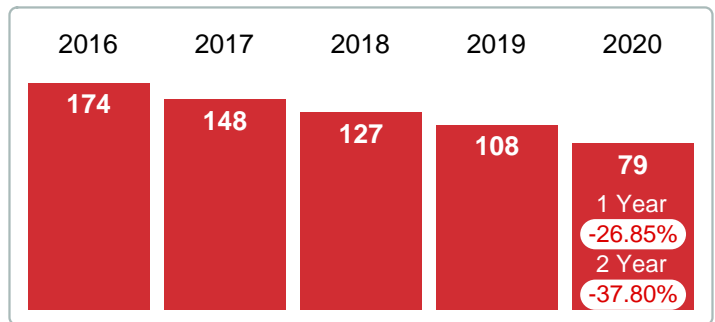
ACTIVE INVENTORY

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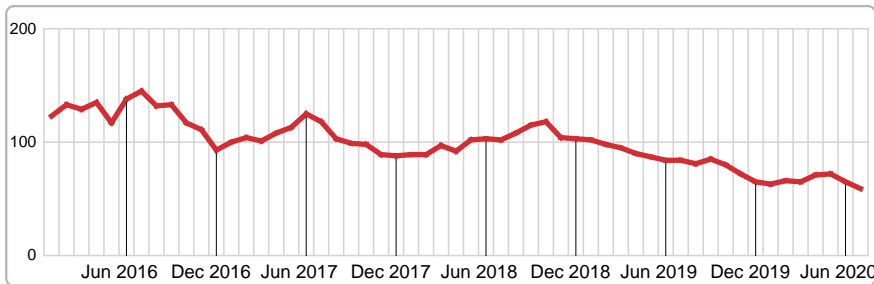
END OF JULY



ACTIVE DURING JULY

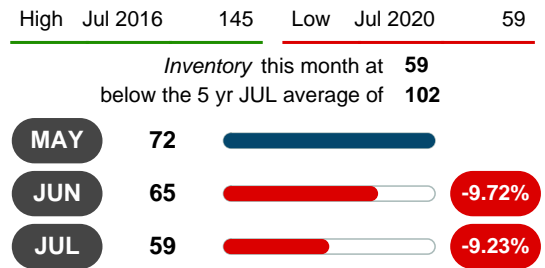


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 102



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	10.17%	65.5	2	4	0	0
\$60,001 - \$80,000	6	10.17%	82.0	2	4	0	0
\$80,001 - \$120,000	9	15.25%	78.0	1	5	3	0
\$120,001 - \$180,000	15	25.42%	108.0	0	12	3	0
\$180,001 - \$260,000	9	15.25%	64.0	2	5	2	0
\$260,001 - \$470,000	8	13.56%	141.5	0	7	1	0
\$470,001 and up	6	10.17%	136.5	1	0	4	1
Total Active Inventory by Units		59		8	37	13	1
Total Active Inventory by Volume		12,495,495	100%	1.62M	5.97M	4.11M	800.00K
Median Active Inventory Listing Price		\$140,000		\$84,900	\$135,000	\$194,500	\$800,000

July 2020



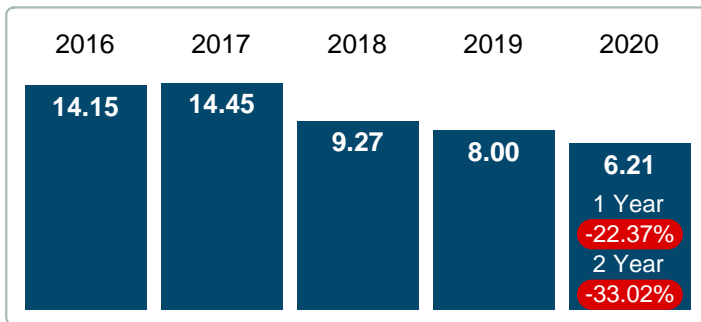
Area Delimited by County Of Sequoyah - Residential Property Type



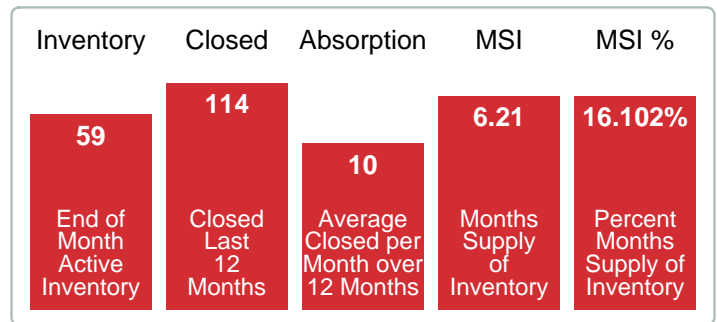
MONTHS SUPPLY of INVENTORY (MSI)

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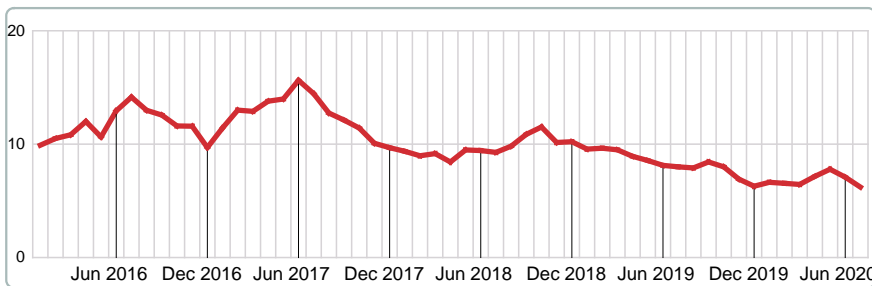
MSI FOR JULY



INDICATORS FOR JULY 2020

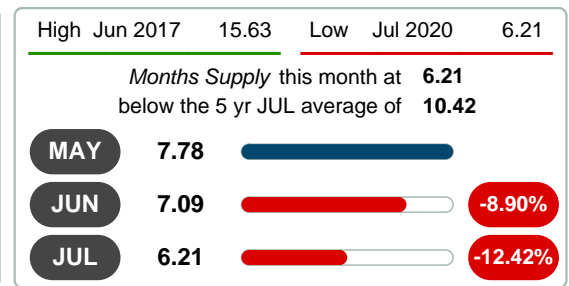


5 YEAR MARKET ACTIVITY TRENDS



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



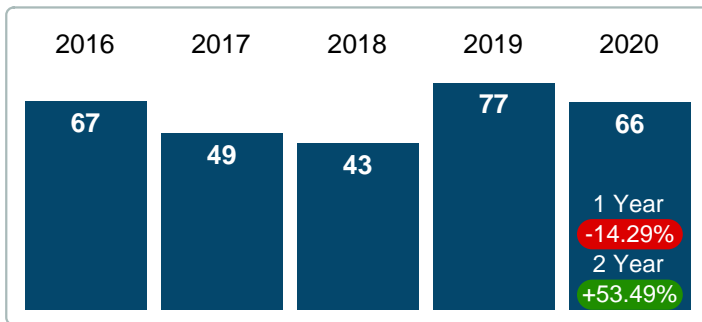
Area Delimited by County Of Sequoyah - Residential Property Type



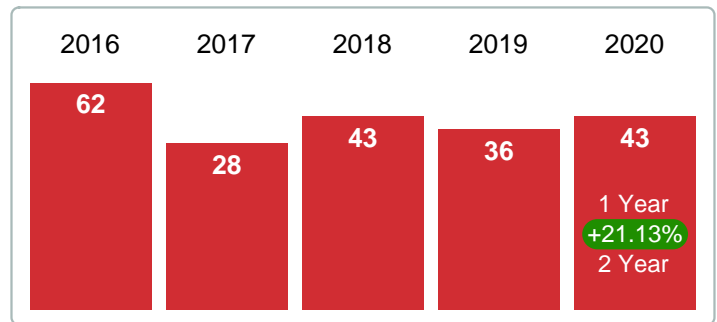
MEDIAN DAYS ON MARKET TO SALE

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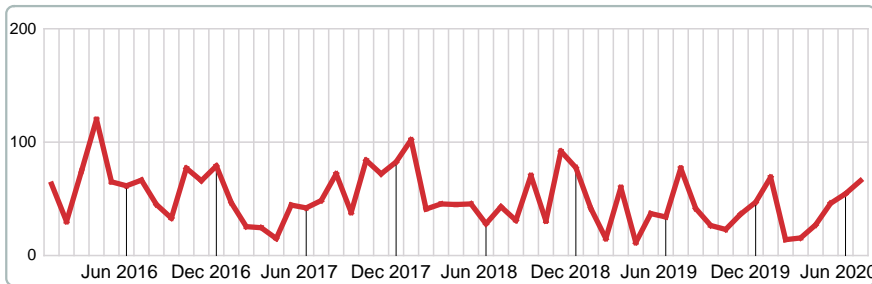
JULY



YEAR TO DATE (YTD)

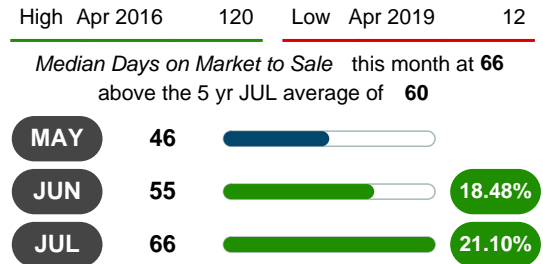


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 60



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%	137	0	0	0	0
\$30,001 - \$60,000	17.65%	121	121	64	138	0
\$60,001 - \$80,000	11.76%	64	95	32	0	0
\$80,001 - \$130,000	29.41%	33	92	30	70	0
\$130,001 - \$160,000	23.53%	77	0	88	66	0
\$160,001 - \$180,000	11.76%	112	0	112	0	0
\$180,001 and up	5.88%	21	0	21	0	0
Median Closed DOM		66	95	45	70	0
Total Closed Units	100%	66.0	3	11	3	
Total Closed Volume		1,934,675	233.75K	1.43M	273.43K	0.00B

July 2020



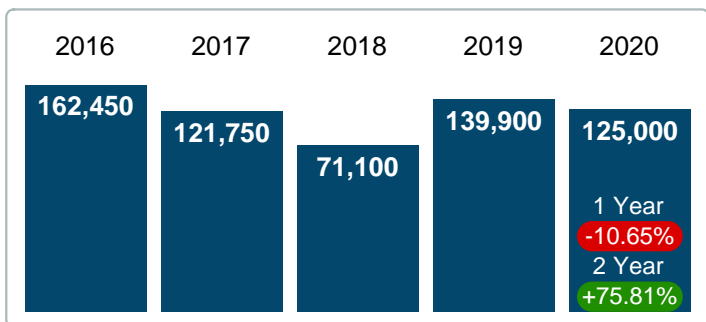
Area Delimited by County Of Sequoyah - Residential Property Type



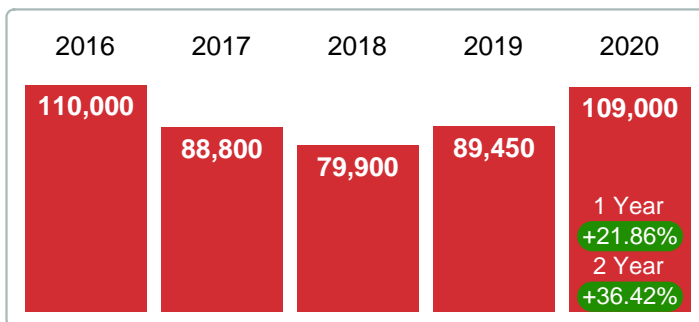
MEDIAN LIST PRICE AT CLOSING

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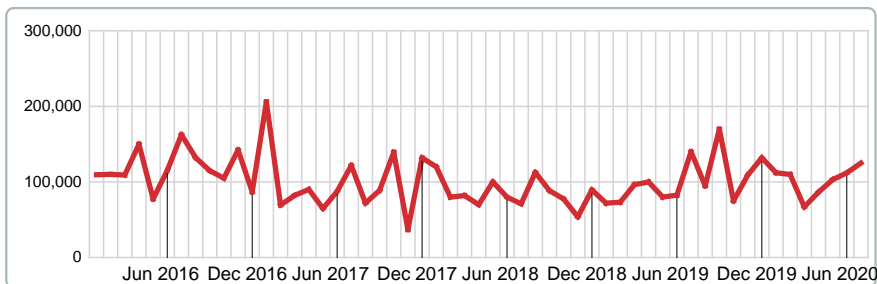
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

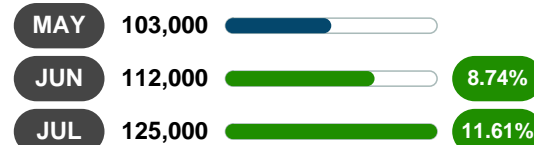


3 MONTHS

5 year JUL AVG = 124,040

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

Median List Price at Closing this month at **125,000**
above the 5 yr JUL average of **124,040**



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%	21	0	0	0	0
\$30,001 - \$60,000	17.65%	40,000	57,500	40,000	34,900	0
\$60,001 - \$80,000	5.88%	66,900	0	66,900	0	0
\$80,001 - \$130,000	29.41%	109,900	106,000	104,700	120,000	0
\$130,001 - \$160,000	29.41%	152,500	0	147,400	152,500	0
\$160,001 - \$180,000	5.88%	179,900	0	179,900	0	0
\$180,001 and up	11.76%	214,450	0	214,450	0	0
Median List Price		125,000	87,000	134,900	120,000	0
Total Closed Units	100%	17	3	11	3	0
Total Closed Volume		2,089,700	269.50K	1.51M	307.40K	0.00B

July 2020



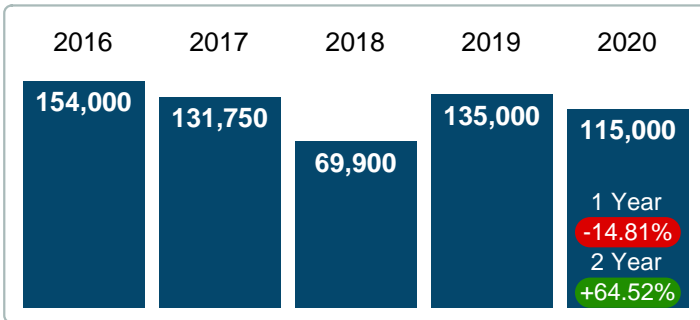
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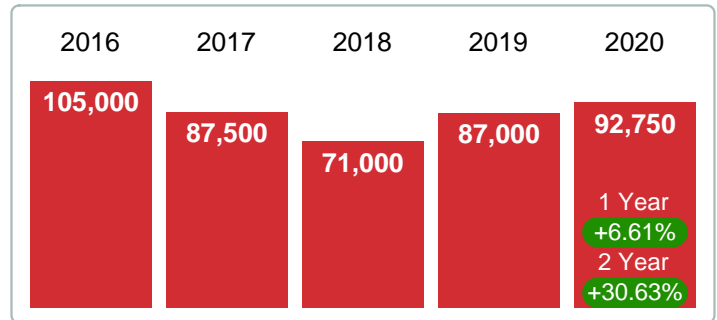
MEDIAN SOLD PRICE AT CLOSING

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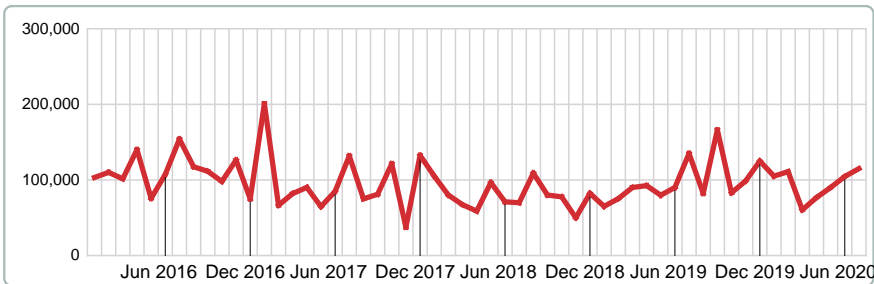
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

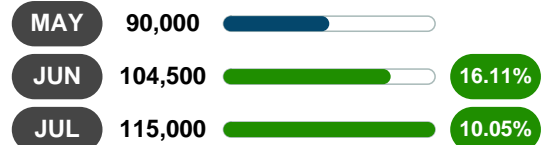


3 MONTHS

5 year JUL AVG = 121,130

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

Median Sold Price at Closing this month at 115,000 below the 5 yr JUL average of 121,130



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	0.00%	214,450	0	0	0	0
\$30,001 - \$60,000	3	17.65%	35,225	40,000	34,000	35,225	0
\$60,001 - \$80,000	2	11.76%	72,875	78,750	67,000	0	0
\$80,001 - \$130,000	5	29.41%	93,500	115,000	93,500	85,700	0
\$130,001 - \$160,000	4	23.53%	151,250	0	150,000	152,500	0
\$160,001 - \$180,000	2	11.76%	179,000	0	179,000	0	0
\$180,001 and up	1	5.88%	210,000	0	210,000	0	0
Median Sold Price			115,000	78,750	136,000	85,700	0
Total Closed Units		100%	115,000	3	11	3	0
Total Closed Volume			1,934,675	233.75K	1.43M	273.43K	0.00B

July 2020



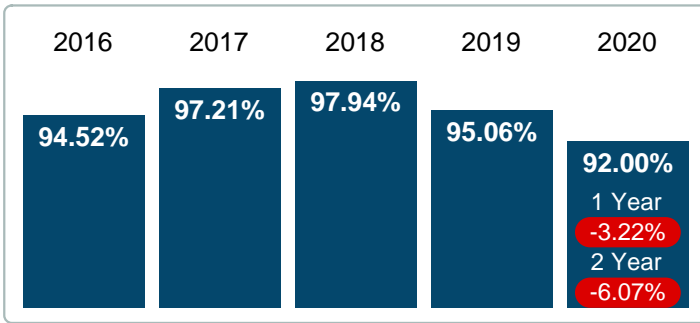
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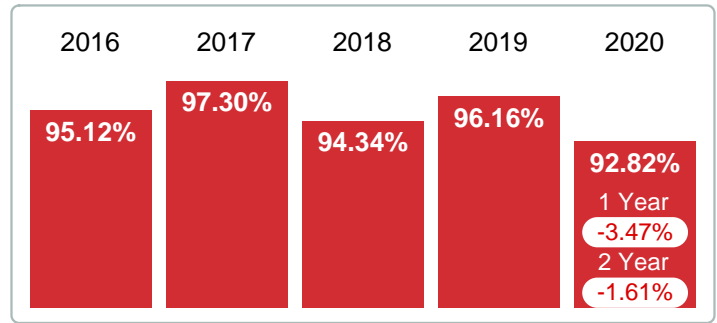
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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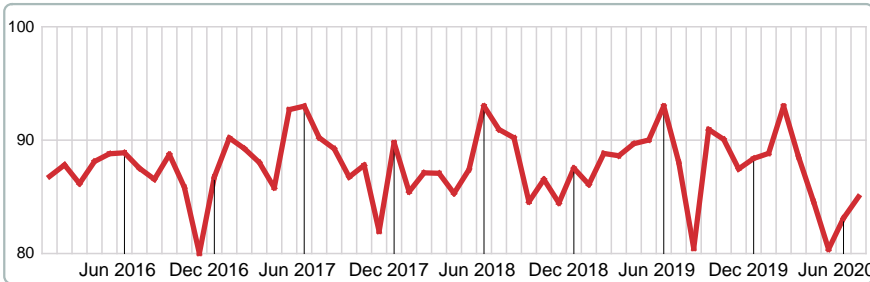
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

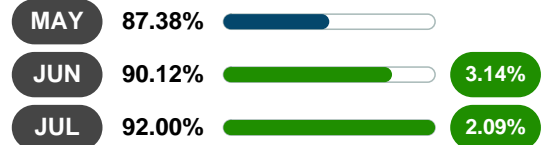


3 MONTHS

5 year JUL AVG = 95.35%

High Feb 2020 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **92.00%**
below the 5 yr JUL average of **95.35%**



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	<div style="width: 0%;"></div> 0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$60,000	<div style="width: 17.65%;"></div> 3	17.65%	85.00%	69.57%	85.00%	100.93%	0.00%
\$60,001 - \$80,000	<div style="width: 11.76%;"></div> 2	11.76%	95.33%	90.52%	100.15%	0.00%	0.00%
\$80,001 - \$130,000	<div style="width: 29.41%;"></div> 5	29.41%	89.45%	92.00%	89.45%	71.42%	0.00%
\$130,001 - \$160,000	<div style="width: 23.53%;"></div> 4	23.53%	100.00%	0.00%	100.00%	100.00%	0.00%
\$160,001 - \$180,000	<div style="width: 11.76%;"></div> 2	11.76%	94.55%	0.00%	94.55%	0.00%	0.00%
\$180,001 and up	<div style="width: 5.88%;"></div> 1	5.88%	91.70%	0.00%	91.70%	0.00%	0.00%
Median Sold/List Ratio		92.00%		90.52%	93.81%	100.00%	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



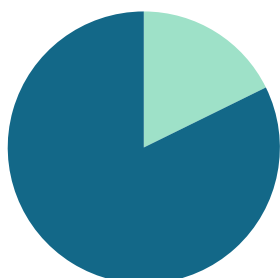
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

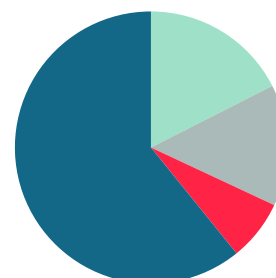


Inventory
 New Listings
14 = 17.72%
 Start Inventory
65
 Total Inventory Units
79
 Volume
\$16,050,495

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%
Median List Price	139,900	125,000	-10.65%	89,450	109,000	21.86%
Median Sale Price	135,000	115,000	-14.81%	87,000	92,750	6.61%
Median Percent of Selling Price to List Price	95.06%	92.00%	-3.22%	96.16%	92.82%	-3.47%
Median Days on Market to Sale	77.00	66.00	-14.29%	35.50	43.00	21.13%
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

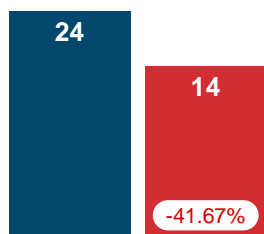
Inventory on July 31, 2020 = **59**

2019 **2020**

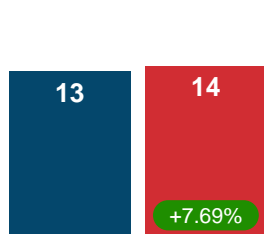
JULY MARKET

MEDIAN PRICES

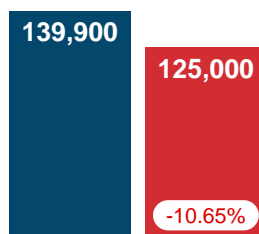
New Listings



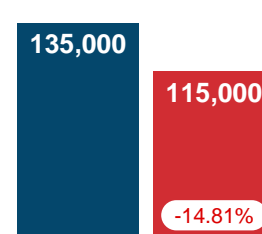
Pending Listings



List Price



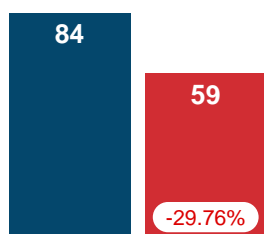
Sale Price



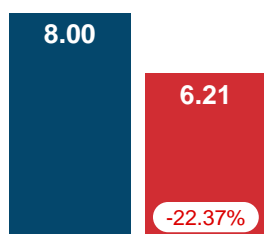
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

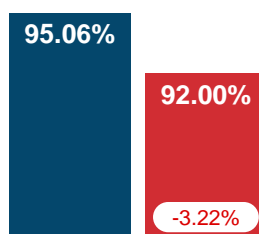
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

