

June 2020



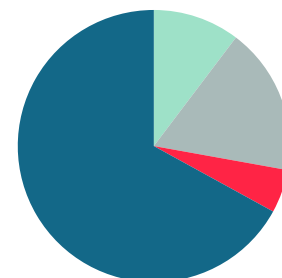
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	11	10	-9.09%
Pending Listings	11	17	54.55%
New Listings	17	15	-11.76%
Average List Price	135,455	138,630	2.34%
Average Sale Price	131,350	126,100	-4.00%
Average Percent of Selling Price to List Price	98.11%	92.03%	-6.20%
Average Days on Market to Sale	64.36	50.60	-21.38%
End of Month Inventory	84	65	-22.62%
Months Supply of Inventory	8.13	7.09	-12.77%



■ Closed (10.31%)
■ Pending (17.53%)
■ Other OffMarket (5.15%)
■ Active (67.01%)

Absorption: Last 12 months, an Average of **9** Sales/Month
Active Inventory as of June 30, 2020 = **65**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **22.62%** to 65 existing homes available for sale. Over the last 12 months this area has had an average of 9 closed sales per month. This represents an unsold inventory index of **7.09** 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 **4.00%** in June 2020 to \$126,100 versus the previous year at \$131,350.

Average Days on Market Shortens

The average number of **50.60** days that homes spent on the market before selling decreased by 13.76 days or **21.38%** in June 2020 compared to last year's same month at **64.36** DOM.

Sales Success for June 2020 is Positive

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

There were 15 New Listings in June 2020, down **11.76%** from last year at 17. Furthermore, there were 10 Closed Listings this month versus last year at 11, a **-9.09%** decrease.

Closed versus Listed trends yielded a **66.7%** ratio, up from previous year's, June 2019, at **64.7%**, a **3.03%** 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

June 2020



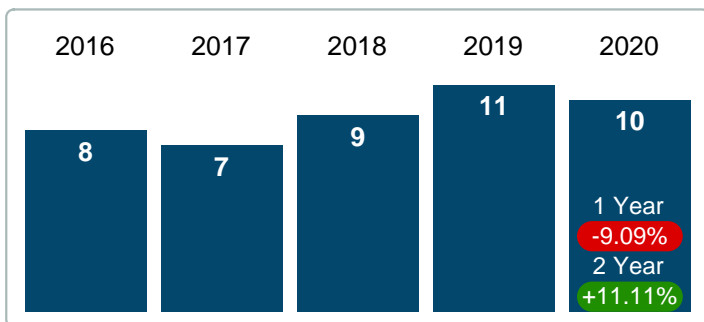
Area Delimited by County Of Sequoyah - Residential Property Type



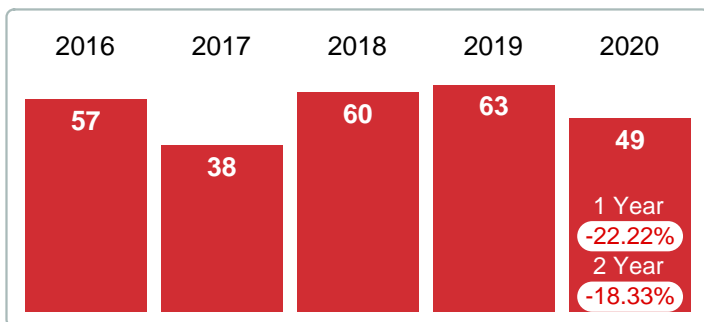
CLOSED LISTINGS

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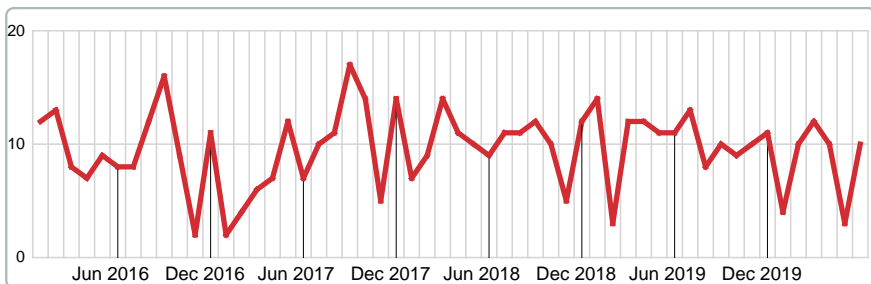
JUNE



YEAR TO DATE (YTD)

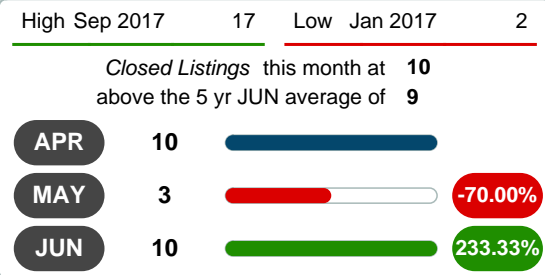


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 9



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	10.00%	1.0	0	1	0	0
\$50,001 - \$60,000	1	10.00%	5.0	0	1	0	0
\$60,001 - \$90,000	1	10.00%	109.0	1	0	0	0
\$90,001 - \$150,000	3	30.00%	62.0	1	2	0	0
\$150,001 - \$160,000	2	20.00%	32.0	0	2	0	0
\$160,001 - \$330,000	2	20.00%	70.5	0	1	1	0
\$330,001 and up	0	0.00%	0.0	0	0	0	0
Total Closed Units	10			2	7	1	0
Total Closed Volume	1,261,000	100%	50.6	174.00K	757.00K	330.00K	0.00B
Average Closed Price	\$126,100			\$87,000	\$108,143	\$330,000	\$0

June 2020



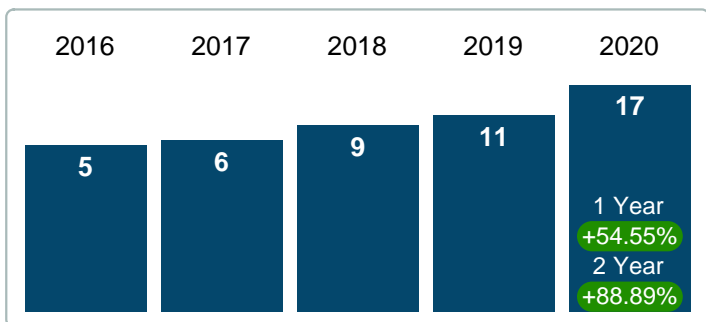
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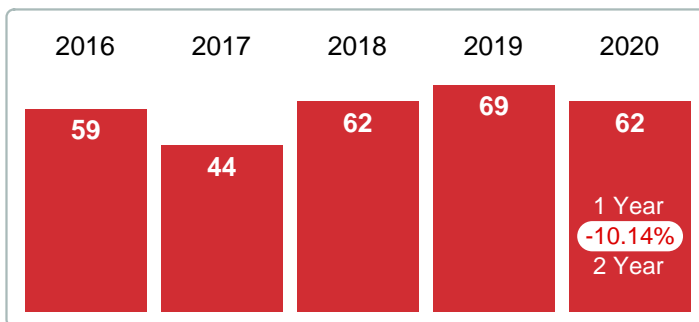
PENDING LISTINGS

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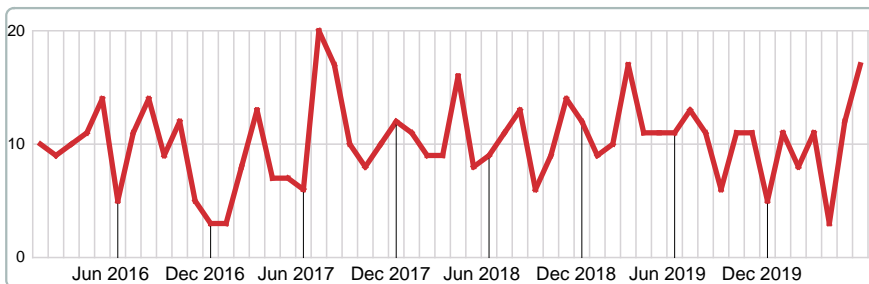
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

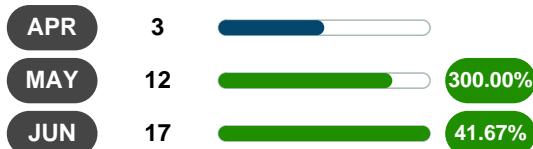


3 MONTHS

5 year JUN AVG = 10

High Jul 2017 20 Low Apr 2020 3

Pending Listings this month at 17
above the 5 yr JUN average of 10



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	5.88%	0.0	0	1	0	0
\$30,001 - \$50,000	1	5.88%	138.0	0	0	1	0
\$50,001 - \$80,000	4	23.53%	65.3	2	2	0	0
\$80,001 - \$130,000	3	17.65%	73.3	2	1	0	0
\$130,001 - \$160,000	5	29.41%	61.4	0	5	0	0
\$160,001 - \$190,000	1	5.88%	17.0	0	0	1	0
\$190,001 and up	2	11.76%	86.0	0	2	0	0
Total Pending Units	17			4	11	2	0
Total Pending Volume	2,059,900	100%	65.6	324.00K	1.51M	223.90K	0.00B
Average Listing Price	\$121,171			\$81,000	\$137,455	\$111,950	\$0

June 2020



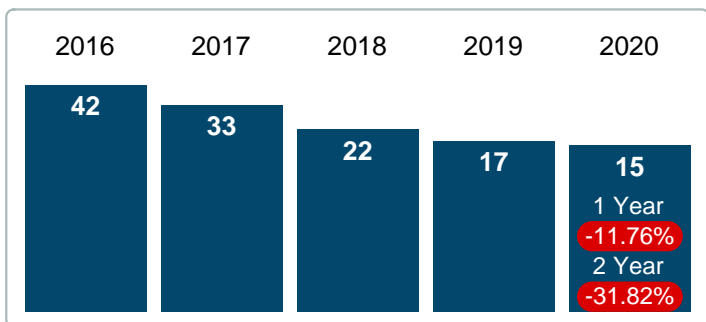
Area Delimited by County Of Sequoyah - Residential Property Type



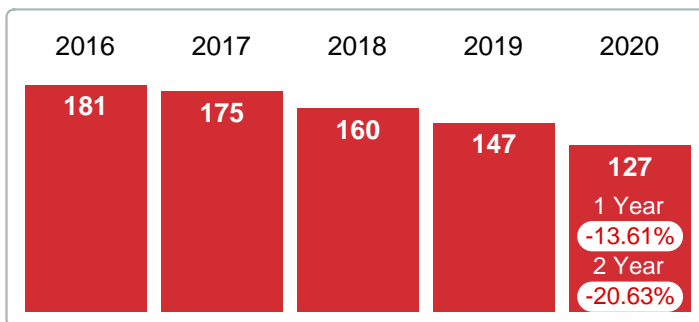
NEW LISTINGS

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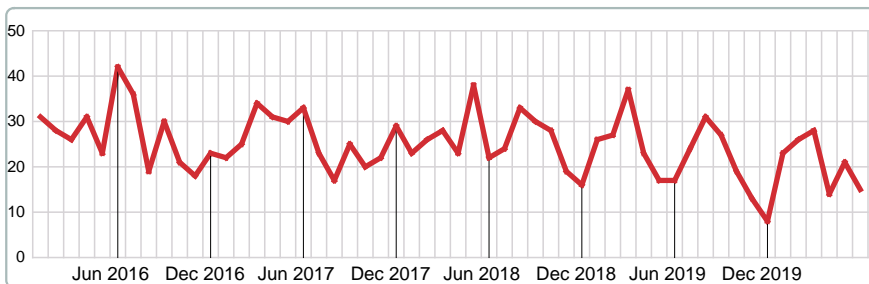
JUNE



YEAR TO DATE (YTD)

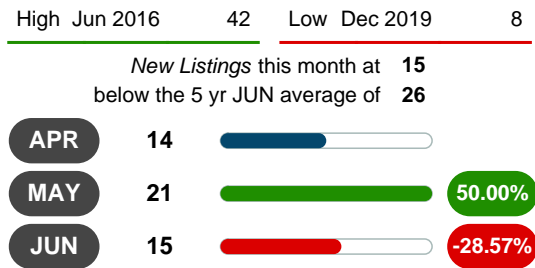


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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	1	6.67%	0	1	0	0
\$25,001 - \$50,000	1	6.67%	0	1	0	0
\$50,001 - \$75,000	2	13.33%	0	2	0	0
\$75,001 - \$175,000	5	33.33%	0	5	0	0
\$175,001 - \$275,000	2	13.33%	0	1	1	0
\$275,001 - \$425,000	2	13.33%	0	2	0	0
\$425,001 and up	2	13.33%	0	1	1	0
Total New Listed Units	15		0	13	2	0
Total New Listed Volume	2,757,195	100%	0.00B	2.12M	638.90K	0.00B
Average New Listed Listing Price	\$218,470		\$0	\$162,946	\$319,450	\$0

June 2020



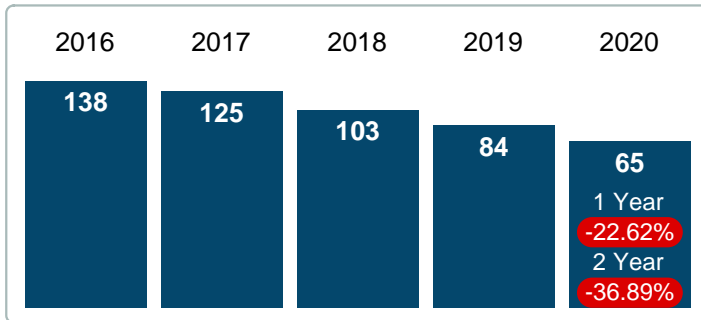
Area Delimited by County Of Sequoyah - Residential Property Type



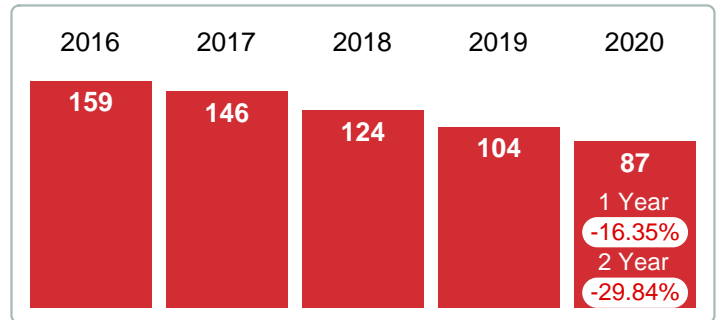
ACTIVE INVENTORY

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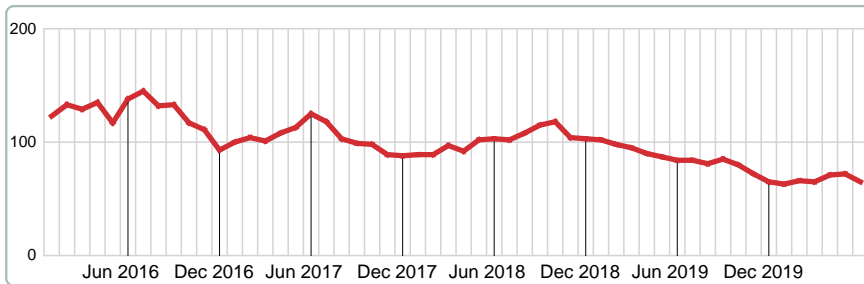
END OF JUNE



ACTIVE DURING JUNE

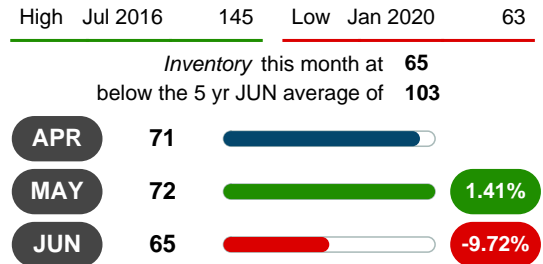


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 103



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	6.15%	65.3	1	3	0	0
\$50,001 - \$75,000	7	10.77%	60.4	1	6	0	0
\$75,001 - \$100,000	13	20.00%	64.2	2	8	3	0
\$100,001 - \$175,000	15	23.08%	87.5	0	10	5	0
\$175,001 - \$250,000	9	13.85%	96.4	3	4	2	0
\$250,001 - \$450,000	11	16.92%	100.0	0	8	2	1
\$450,001 and up	6	9.23%	105.3	1	0	4	1
Total Active Inventory by Units	65			8	39	16	2
Total Active Inventory by Volume	13,930,095	100%	83.6	1.77M	6.20M	4.76M	1.20M
Average Active Inventory Listing Price	\$214,309			\$221,475	\$159,095	\$297,413	\$597,500

June 2020



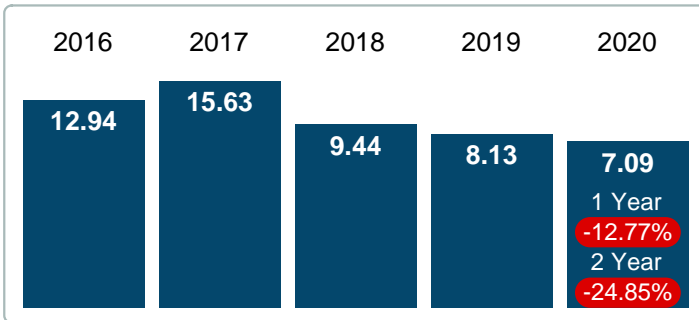
Area Delimited by County Of Sequoyah - Residential Property Type



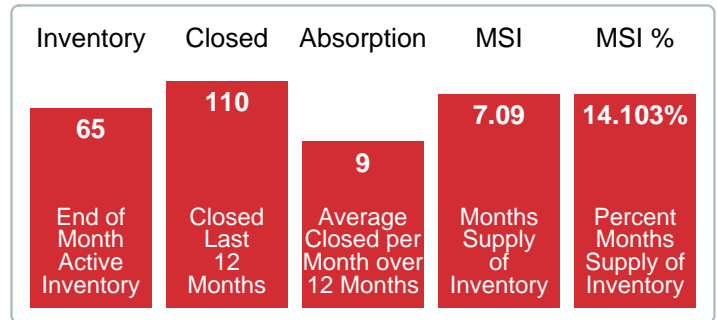
MONTHS SUPPLY of INVENTORY (MSI)

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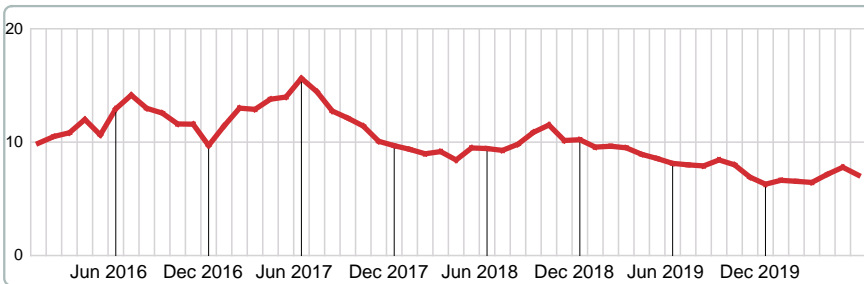
MSI FOR JUNE



INDICATORS FOR JUNE 2020



5 YEAR MARKET ACTIVITY TRENDS

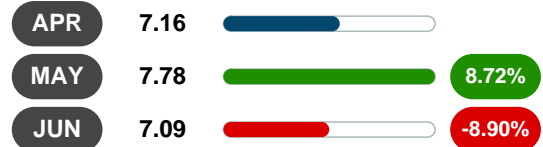


3 MONTHS

5 year JUN AVG = 10.64

High Jun 2017 15.63 Low Dec 2019 6.29

Months Supply this month at 7.09 below the 5 yr JUN average of 10.64



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	5	7.69%	1.94	2.18	2.12	0.00	0.00
\$60,001 - \$80,000	7	10.77%	9.33	4.00	12.00	0.00	0.00
\$80,001 - \$120,000	13	20.00%	6.00	2.40	5.33	24.00	0.00
\$120,001 - \$190,000	15	23.08%	7.20	0.00	7.76	16.00	0.00
\$190,001 - \$260,000	8	12.31%	8.00	36.00	7.20	6.00	0.00
\$260,001 - \$450,000	11	16.92%	22.00	0.00	32.00	24.00	12.00
\$450,001 and up	6	9.23%	72.00	0.00	0.00	0.00	12.00
Market Supply of Inventory (MSI)			7.09	3.84	7.09	14.77	4.00
Total Active Inventory by Units		100%	7.09	8	39	16	2

June 2020



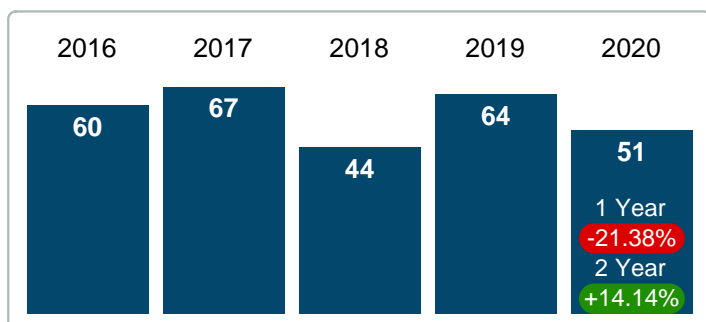
Area Delimited by County Of Sequoyah - Residential Property Type



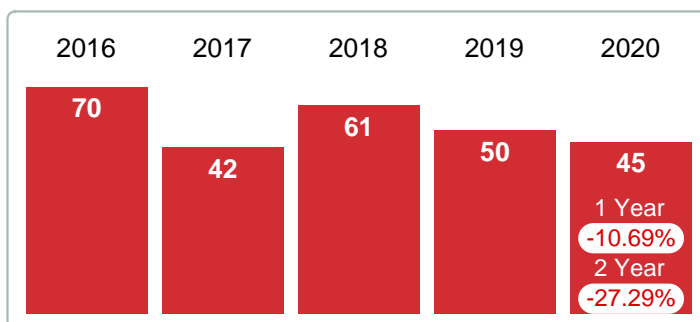
AVERAGE DAYS ON MARKET TO SALE

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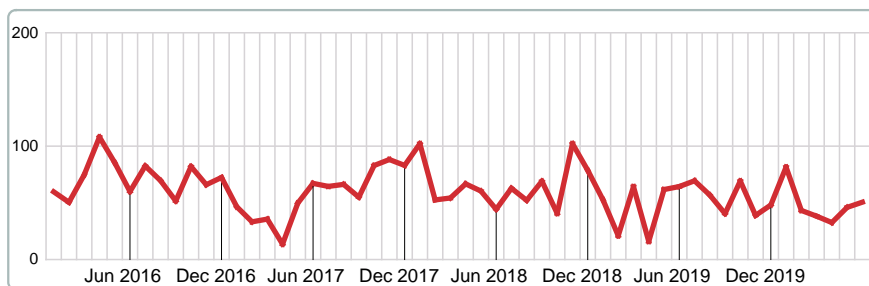
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

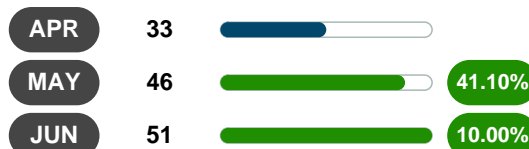


3 MONTHS

5 year JUN AVG = 57

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 51 below the 5 yr JUN average of 57



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
\$50,000 and less	10.00%	1	0	1	0	0
\$50,001 - \$60,000	10.00%	5	0	5	0	0
\$60,001 - \$90,000	10.00%	109	109	0	0	0
\$90,001 - \$150,000	30.00%	62	121	33	0	0
\$150,001 - \$160,000	20.00%	32	0	32	0	0
\$160,001 - \$330,000	20.00%	71	0	61	80	0
\$330,001 and up	0.00%	0	0	0	0	0
Average Closed DOM		51	115	28	80	0
Total Closed Units	100%	51	2	7	1	
Total Closed Volume		1,261,000	174.00K	757.00K	330.00K	0.00B

June 2020



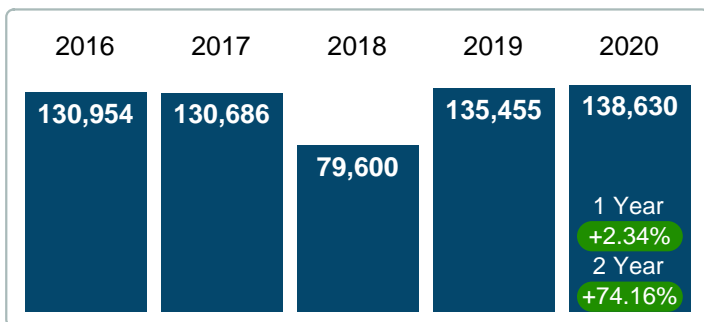
Area Delimited by County Of Sequoyah - Residential Property Type



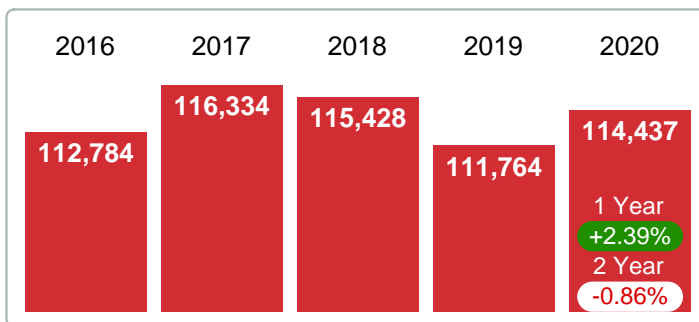
AVERAGE LIST PRICE AT CLOSING

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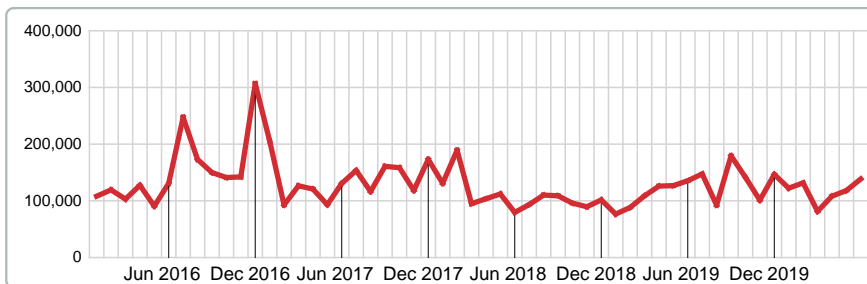
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 123,065

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

Average List Price at Closing this month at **138,630**
 above the 5 yr JUN average of **123,065**

APR	108,230	
MAY	118,167	9.18%
JUN	138,630	17.32%

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
\$50,000 and less	1	10.00%	35,000	0	35,000	0	0
\$50,001 - \$60,000	1	10.00%	55,000	0	55,000	0	0
\$60,001 - \$90,000	1	10.00%	75,000	75,000	0	0	0
\$90,001 - \$150,000	3	30.00%	107,967	109,000	107,450	0	0
\$150,001 - \$160,000	1	10.00%	154,500	0	164,750	0	0
\$160,001 - \$330,000	2	20.00%	177,500	0	179,999	387,900	0
\$330,001 and up	1	10.00%	387,900	0	0	0	0
Average List Price			138,630	92,000	116,343	387,900	0
Total Closed Units		100%	138,630	2	7	1	0
Total Closed Volume				184.00K	814.40K	387.90K	0.00B

June 2020



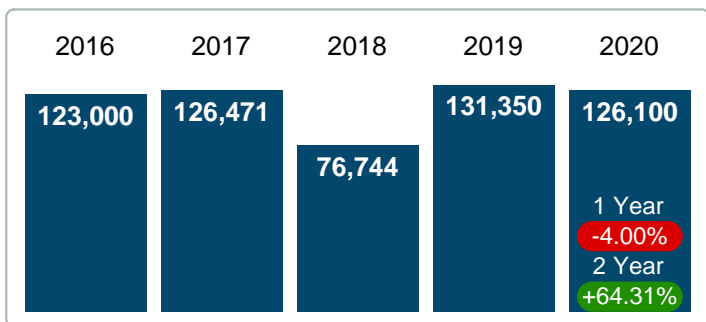
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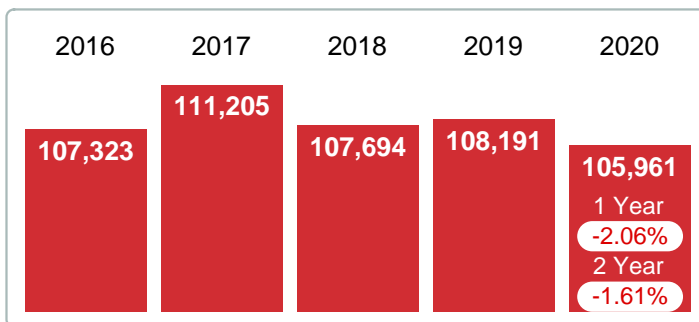
AVERAGE SOLD PRICE AT CLOSING

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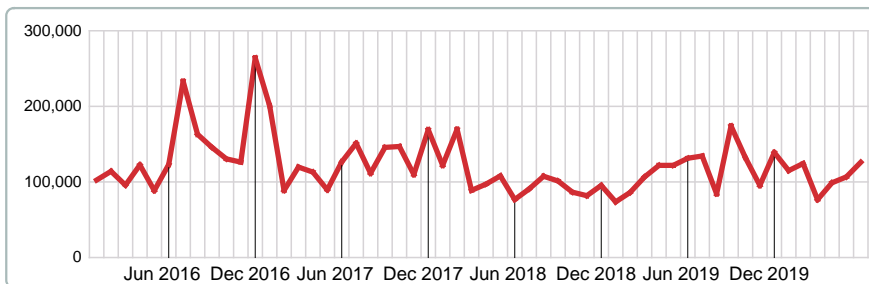
JUNE



YEAR TO DATE (YTD)

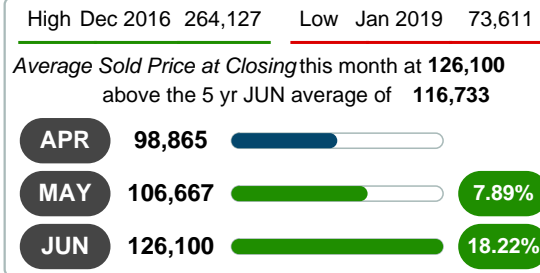


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 116,733



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
\$50,000 and less	1	10.00%	30,000	0	30,000	0	0
\$50,001 - \$60,000	1	10.00%	55,000	0	55,000	0	0
\$60,001 - \$90,000	1	10.00%	65,000	65,000	0	0	0
\$90,001 - \$150,000	3	30.00%	100,333	109,000	96,000	0	0
\$150,001 - \$160,000	2	20.00%	157,500	0	157,500	0	0
\$160,001 - \$330,000	2	20.00%	247,500	0	165,000	330,000	0
\$330,001 and up	0	0.00%	0	0	0	0	0
Average Sold Price			126,100	87,000	108,143	330,000	0
Total Closed Units		100%	126,100	2	7	1	0
Total Closed Volume			1,261,000	174.00K	757.00K	330.00K	0.00B

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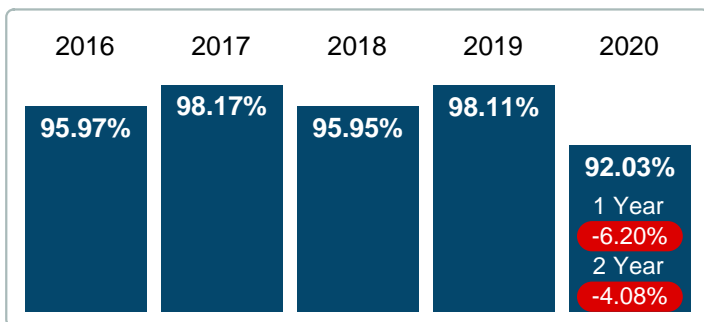
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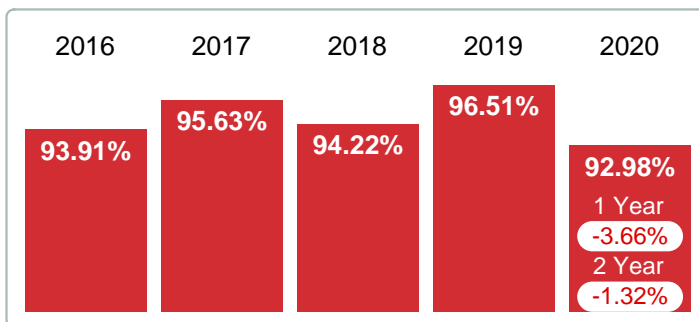
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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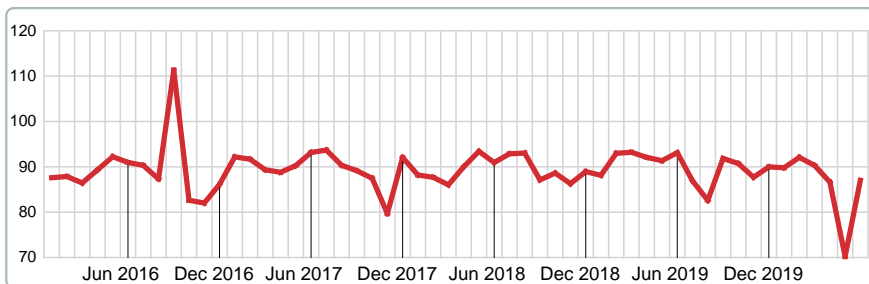
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

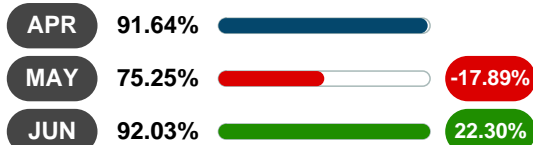


3 MONTHS

5 year JUN AVG = 96.05%

High Sep 2016 116.31% Low May 2020 75.25%

Average Sold/List Ratio this month at **92.03%**
below the 5 yr JUN average of **96.05%**



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
\$50,000 and less	1	10.00%	85.71%	0.00%	85.71%	0.00%	0.00%
\$50,001 - \$60,000	1	10.00%	100.00%	0.00%	100.00%	0.00%	0.00%
\$60,001 - \$90,000	1	10.00%	86.67%	86.67%	0.00%	0.00%	0.00%
\$90,001 - \$150,000	3	30.00%	93.02%	100.00%	89.52%	0.00%	0.00%
\$150,001 - \$160,000	2	20.00%	96.07%	0.00%	96.07%	0.00%	0.00%
\$160,001 - \$330,000	2	20.00%	88.37%	0.00%	91.67%	85.07%	0.00%
\$330,001 and up	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Average Sold/List Ratio		92.00%		93.33%	92.65%	85.07%	0.00%
Total Closed Units		10	100%	2	7	1	
Total Closed Volume		1,261,000		174.00K	757.00K	330.00K	0.00B

June 2020



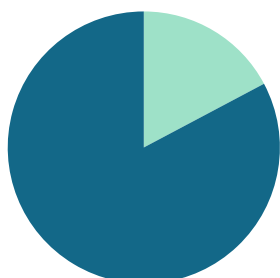
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

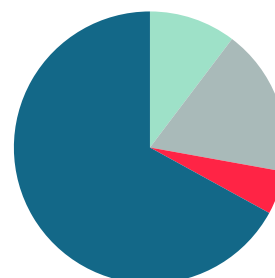


Inventory
 New Listings
15 = 17.24%
 Start Inventory
72
 Total Inventory Units
87
 Volume
\$17,874,995

Market Activity

Closed Sales
10 = 10.31%
 Pending Sales
17 = 17.53%
 Other Off Market
5 = 5.15%
 Active Inventory
65 = 67.01%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	11	10	-9.09%	63	49	-22.22%
Pending Sales	11	17	54.55%	69	62	-10.14%
New Listings	17	15	-11.76%	147	127	-13.61%
Average List Price	135,455	138,630	2.34%	111,764	114,437	2.39%
Average Sale Price	131,350	126,100	-4.00%	108,191	105,961	-2.06%
Average Percent of Selling Price to List Price	98.11%	92.03%	-6.20%	96.51%	92.98%	-3.66%
Average Days on Market to Sale	64.36	50.60	-21.38%	50.00	44.65	-10.69%
Monthly Inventory	84	65	-22.62%	84	65	-22.62%
Months Supply of Inventory	8.13	7.09	-12.77%	8.13	7.09	-12.77%

Absorption: Last 12 months, an Average of **9** Sales/Month

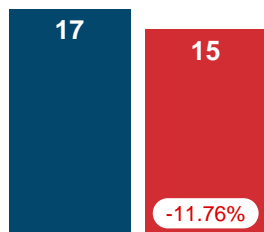
Inventory on June 30, 2020 = **65**

2019 **2020**

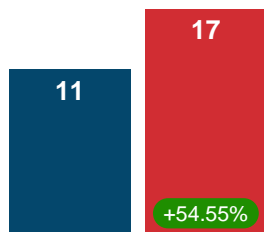
JUNE MARKET

AVERAGE PRICES

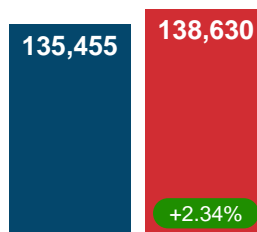
New Listings



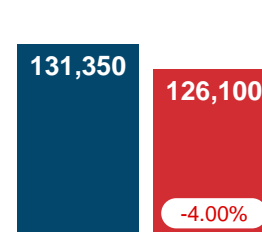
Pending Listings



List Price



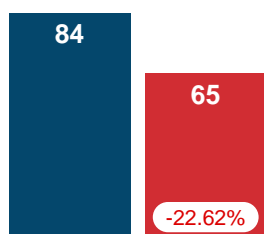
Sale Price



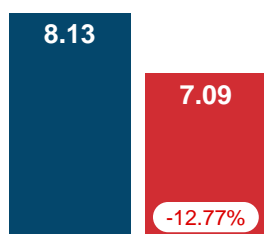
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

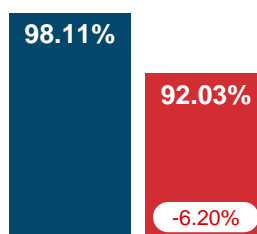
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

