

June 2020



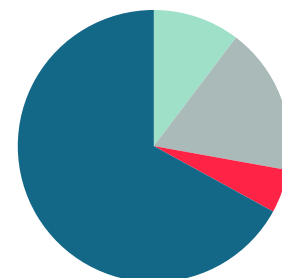
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	82,500	112,000	35.76%
Median Sale Price	90,000	104,500	16.11%
Median Percent of Selling Price to List Price	100.00%	90.12%	-9.88%
Median Days on Market to Sale	34.00	54.50	60.29%
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.

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 **16.11%** in June 2020 to \$104,500 versus the previous year at \$90,000.

Median Days on Market Lengthens

The median number of **54.50** days that homes spent on the market before selling increased by 20.50 days or **60.29%** in June 2020 compared to last year's same month at **34.00** DOM.

Sales Success for June 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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

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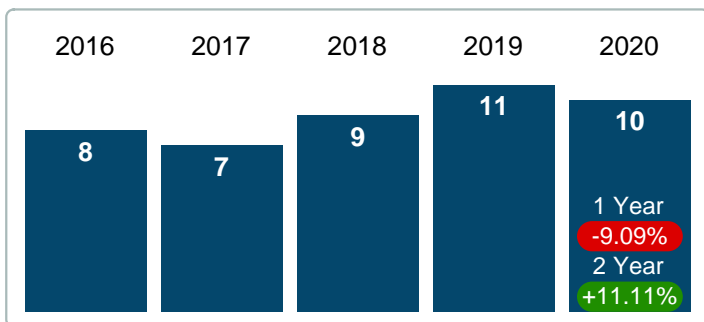
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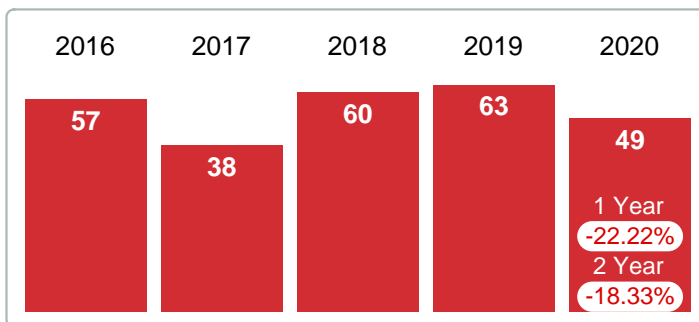
CLOSED LISTINGS

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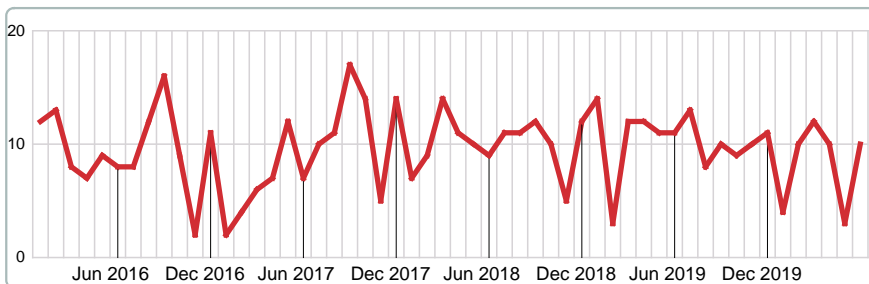
JUNE



YEAR TO DATE (YTD)

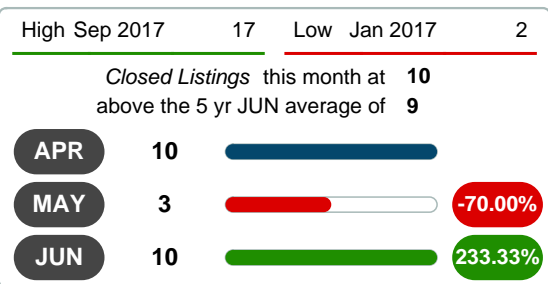


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 9



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	48.0	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%	70.5	0	0	0	0
Total Closed Units	10			2	7	1	0
Total Closed Volume	1,261,000	100%	54.5	174.00K	757.00K	330.00K	0.00B
Median Closed Price	\$104,500			\$87,000	\$100,000	\$330,000	\$0

June 2020



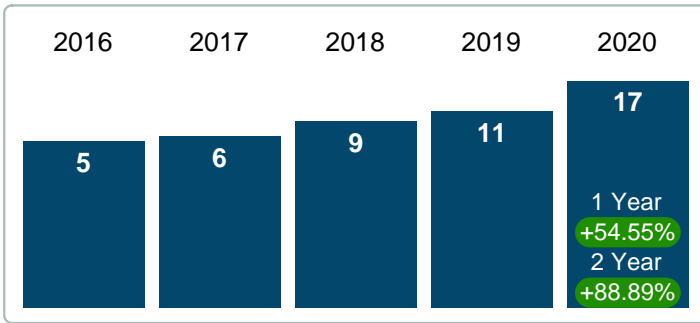
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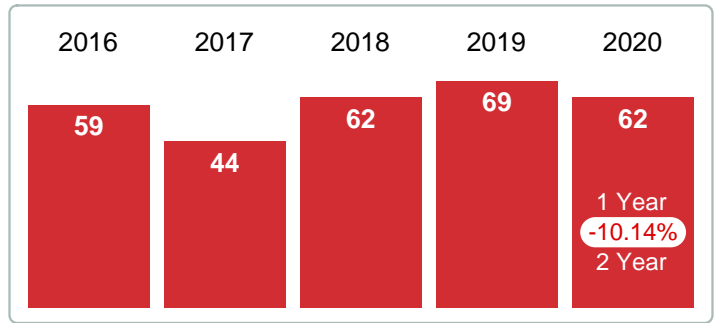
PENDING LISTINGS

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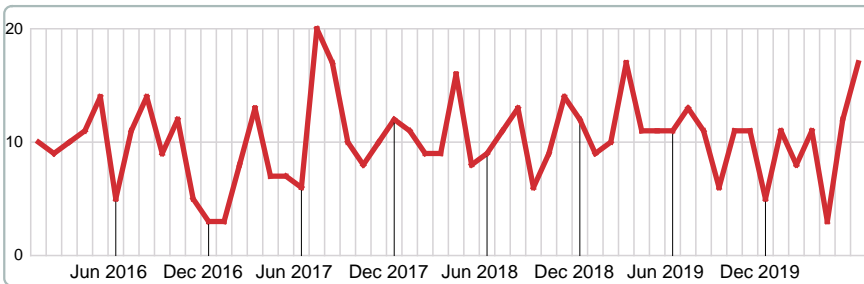
JUNE



YEAR TO DATE (YTD)

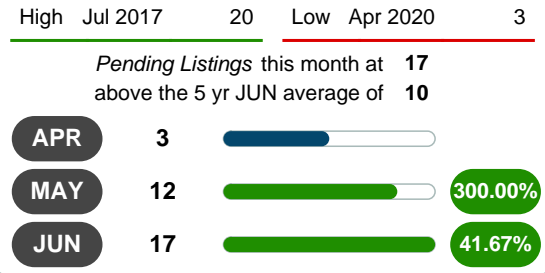


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 10



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	38.5	2	2	0	0
\$80,001 - \$130,000	3	17.65%	92.0	2	1	0	0
\$130,001 - \$160,000	5	29.41%	69.0	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%	49.0	324.00K	1.51M	223.90K	0.00B
Median Listing Price	\$125,000			\$72,250	\$134,900	\$111,950	\$0

June 2020



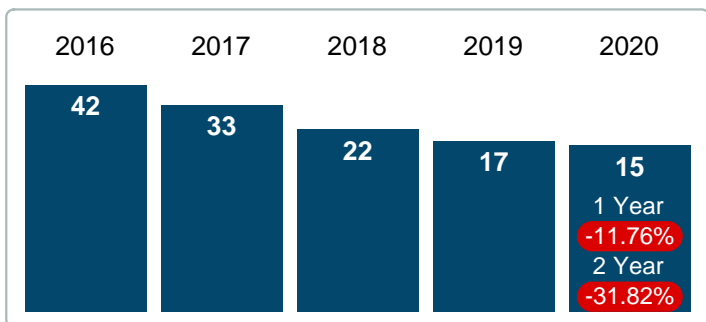
Area Delimited by County Of Sequoyah - Residential Property Type



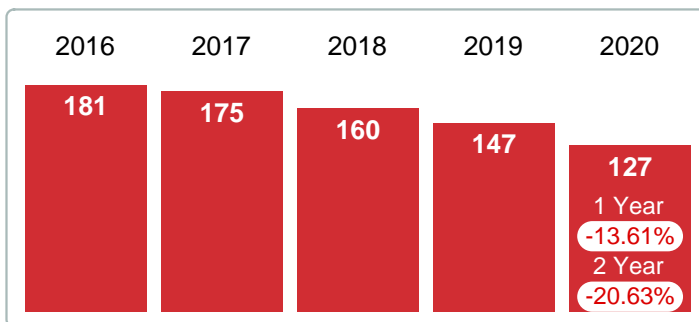
NEW LISTINGS

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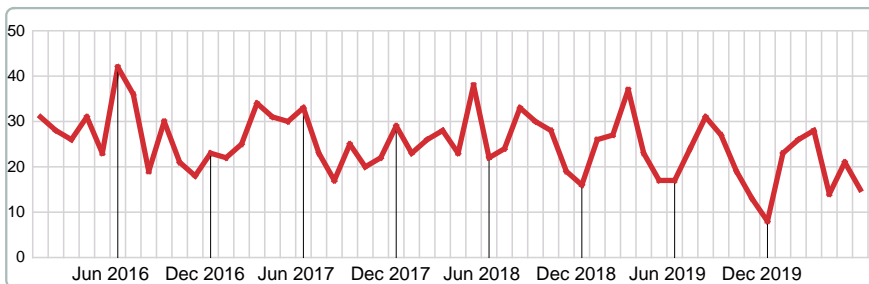
JUNE



YEAR TO DATE (YTD)

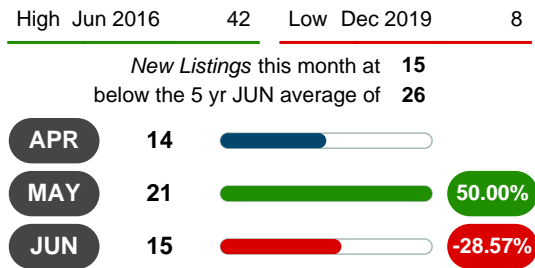


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$165,000		\$0	\$134,900	\$319,450	\$0

June 2020



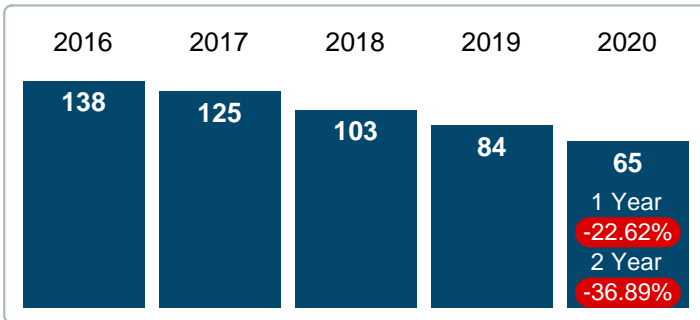
Area Delimited by County Of Sequoyah - Residential Property Type



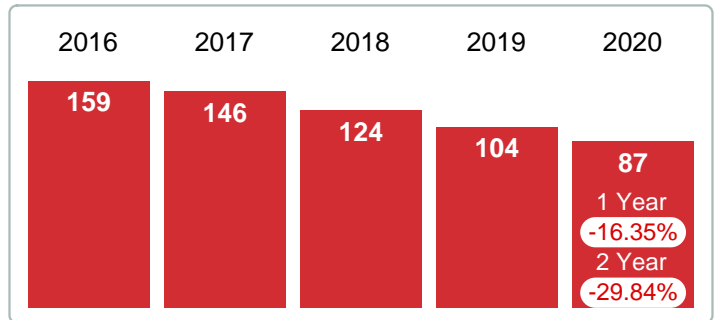
ACTIVE INVENTORY

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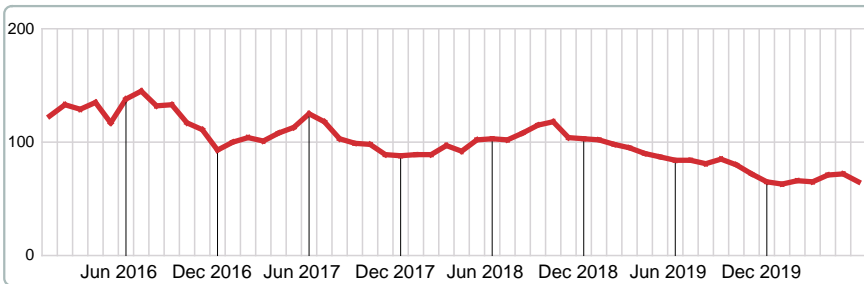
END OF JUNE



ACTIVE DURING JUNE

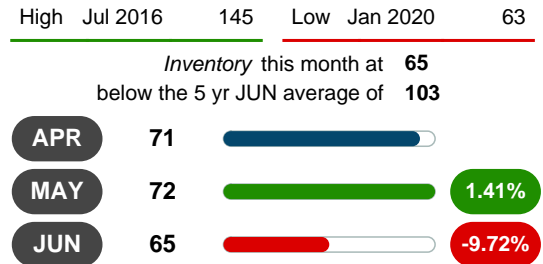


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 103



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	5	7.69%	56.0	2	3	0	0
\$60,001 - \$80,000	7	10.77%	54.0	1	6	0	0
\$80,001 - \$120,000	13	20.00%	61.0	1	8	4	0
\$120,001 - \$190,000	15	23.08%	90.0	0	11	4	0
\$190,001 - \$260,000	8	12.31%	96.5	3	3	2	0
\$260,001 - \$450,000	11	16.92%	124.0	0	8	2	1
\$450,001 and up	6	9.23%	105.5	1	0	4	1
Total Active Inventory by Units	65			8	39	16	2
Total Active Inventory by Volume	13,930,095	100%	86.0	1.77M	6.20M	4.76M	1.20M
Median Active Inventory Listing Price	\$150,000			\$147,450	\$135,000	\$176,200	\$597,500

June 2020



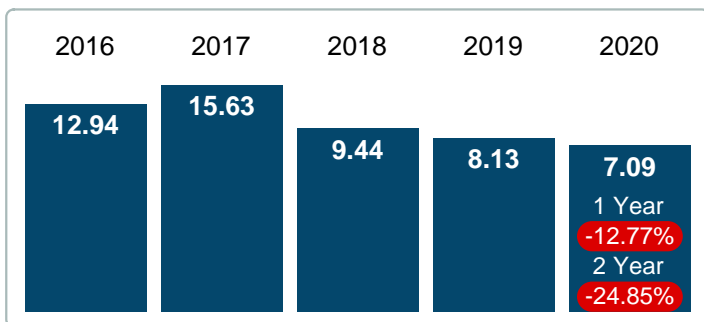
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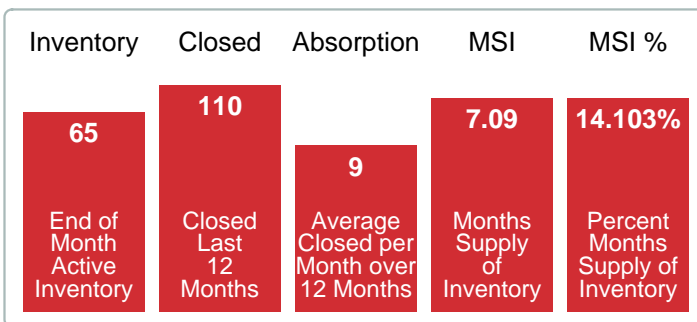
MONTHS SUPPLY of INVENTORY (MSI)

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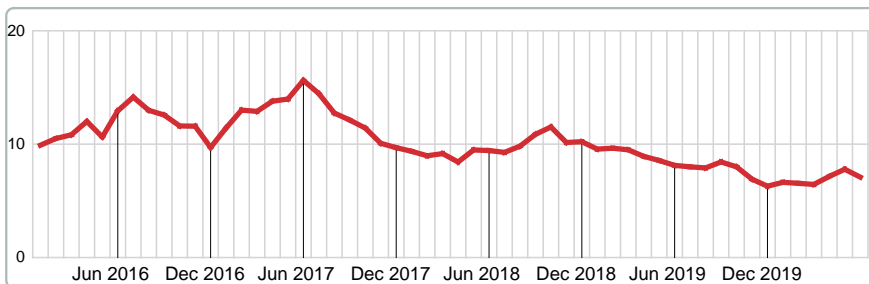
MSI FOR JUNE



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



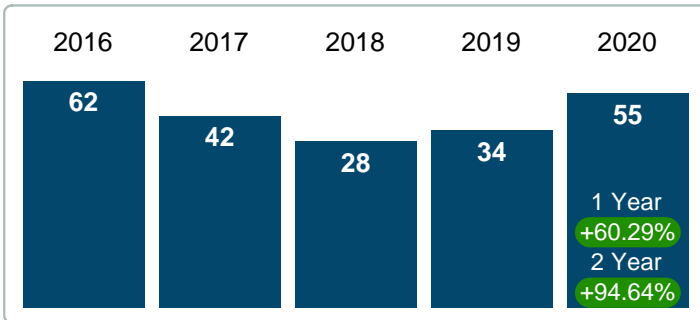
Area Delimited by County Of Sequoyah - Residential Property Type



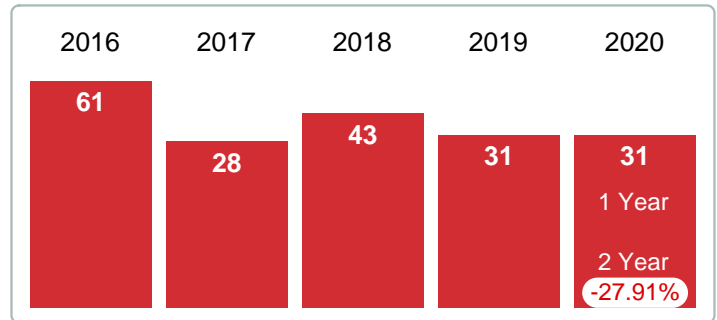
MEDIAN DAYS ON MARKET TO SALE

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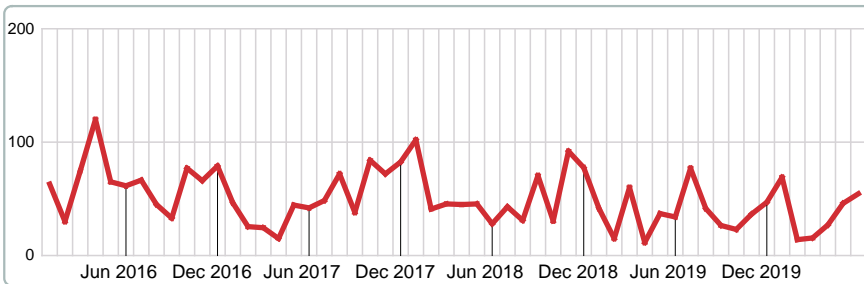
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

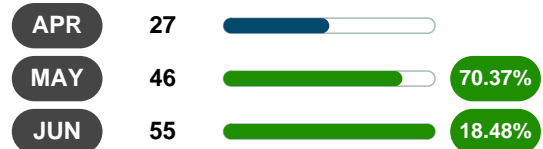


3 MONTHS

5 year JUN AVG = 44

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 55 above the 5 yr JUN average of 44



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
\$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%	48	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%	71	0	0	0	0
Median Closed DOM		55	115	17	80	0
Total Closed Units	100%	54.5	2	7	1	
Total Closed Volume		1,261,000	174.00K	757.00K	330.00K	0.00B

June 2020



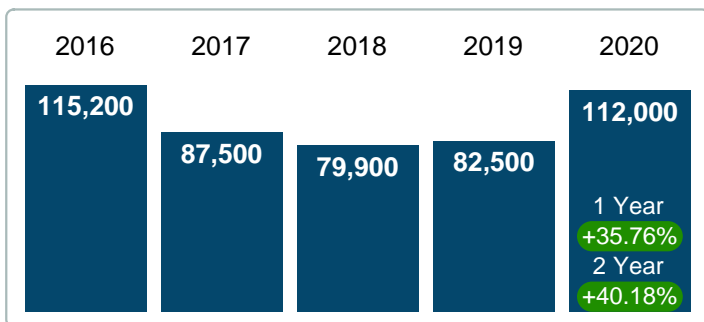
Area Delimited by County Of Sequoyah - Residential Property Type



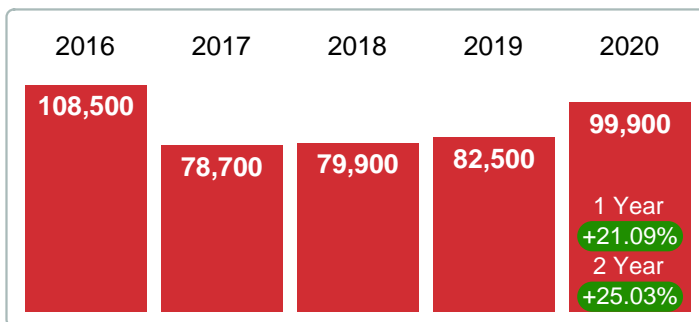
MEDIAN LIST PRICE AT CLOSING

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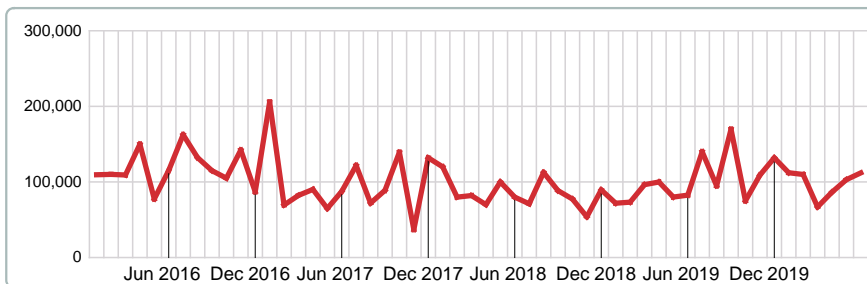
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

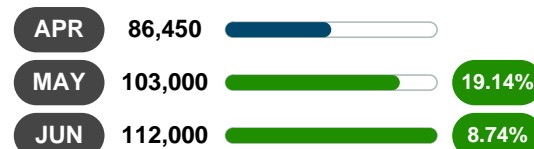


3 MONTHS

5 year JUN AVG = 95,420

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

Median List Price at Closing this month at 112,000 above the 5 yr JUN average of 95,420



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
\$50,000 and less	10.00%	35,000	0	35,000	0	0
\$50,001 - \$60,000	10.00%	55,000	0	55,000	0	0
\$60,001 - \$90,000	10.00%	75,000	75,000	0	0	0
\$90,001 - \$150,000	30.00%	109,000	109,000	107,450	0	0
\$150,001 - \$160,000	10.00%	154,500	0	154,500	0	0
\$160,001 - \$330,000	20.00%	177,500	0	177,500	0	0
\$330,001 and up	10.00%	387,900	0	0	387,900	0
Median List Price		112,000	92,000	115,000	387,900	0
Total Closed Units	100%	112,000	2	7	1	0
Total Closed Volume		1,386,299	184.00K	814.40K	387.90K	0.00B

June 2020



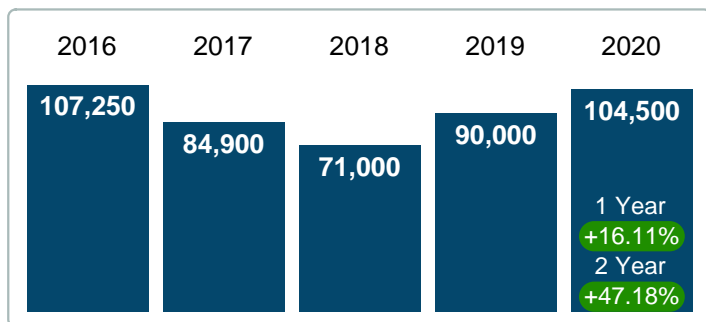
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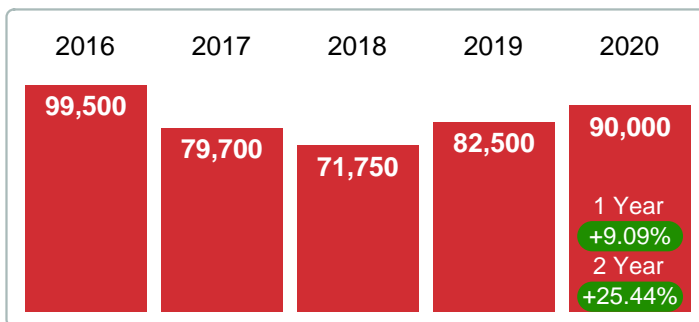
MEDIAN SOLD PRICE AT CLOSING

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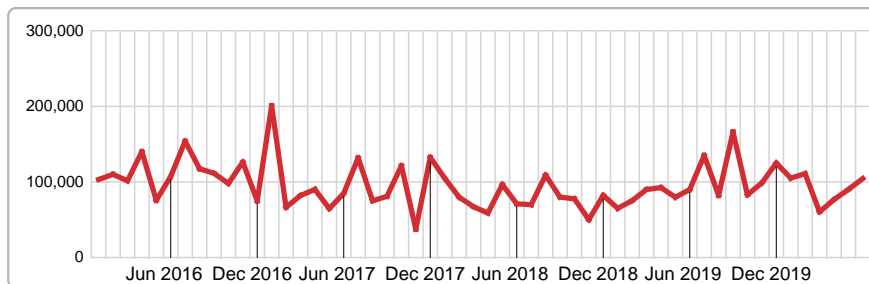
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

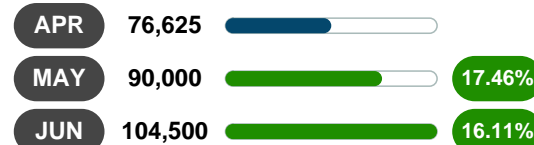


3 MONTHS

5 year JUN AVG = 91,530

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

Median Sold Price at Closing this month at **104,500** above the 5 yr JUN average of **91,530**



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
\$50,000 and less	10.00%	30,000	0	30,000	0	0
\$50,001 - \$60,000	10.00%	55,000	0	55,000	0	0
\$60,001 - \$90,000	10.00%	65,000	65,000	0	0	0
\$90,001 - \$150,000	30.00%	100,000	109,000	96,000	0	0
\$150,001 - \$160,000	20.00%	157,500	0	157,500	0	0
\$160,001 - \$330,000	20.00%	247,500	0	165,000	330,000	0
\$330,001 and up	0.00%	247,500	0	0	0	0
Median Sold Price		104,500	87,000	100,000	330,000	0
Total Closed Units	100%	104,500	2	7	1	
Total Closed Volume		1,261,000	174.00K	757.00K	330.00K	0.00B

June 2020



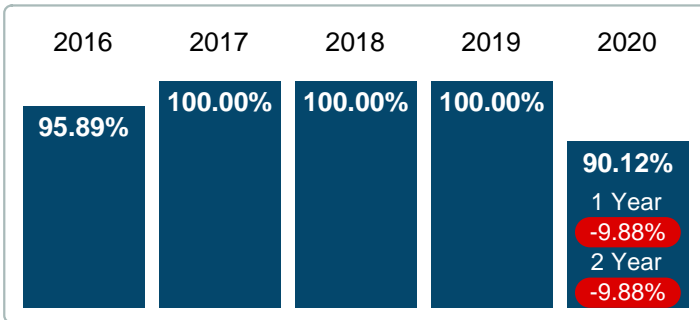
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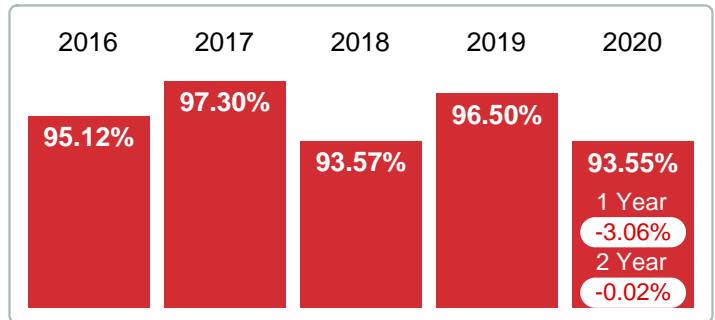
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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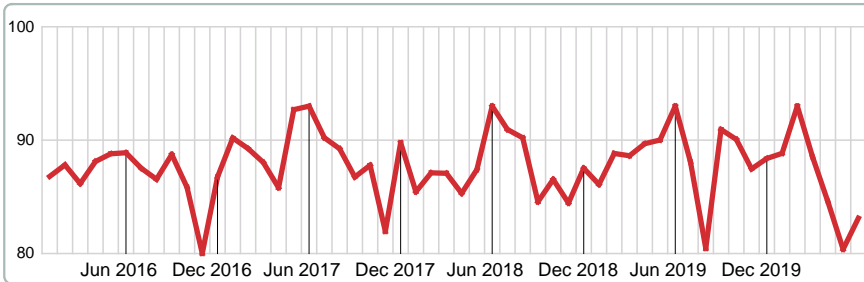
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

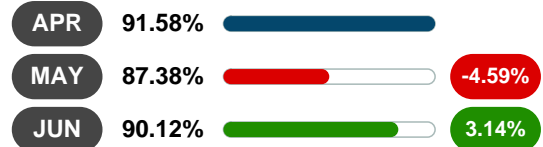


3 MONTHS

5 year JUN AVG = 97.20%

High Feb 2020 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **90.12%**
below the 5 yr JUN average of **97.20%**



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
\$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%	92.09%	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%	88.37%	0.00%	0.00%	0.00%	0.00%
Median Sold/List Ratio		90.12%		93.33%	91.67%	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



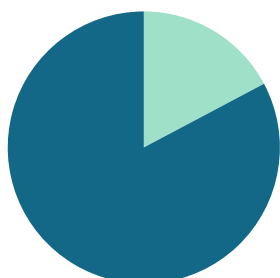
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

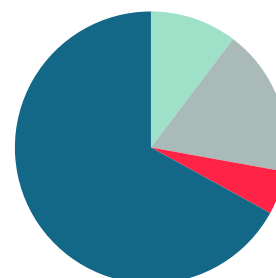


Inventory
 New Listings
15 = 17.24%
 Start Inventory
72
 Total Inventory Units
87
 Volume
\$17,874,995

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%
Median List Price	82,500	112,000	35.76%	82,500	99,900	21.09%
Median Sale Price	90,000	104,500	16.11%	82,500	90,000	9.09%
Median Percent of Selling Price to List Price	100.00%	90.12%	-9.88%	96.50%	93.55%	-3.06%
Median Days on Market to Sale	34.00	54.50	60.29%	31.00	31.00	0.00%
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%

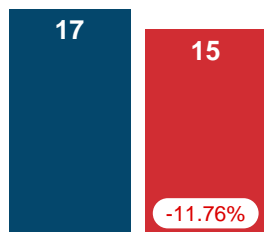
Absorption: Last 12 months, an Average of 9 Sales/Month

Inventory on June 30, 2020 = 65 2019 2020

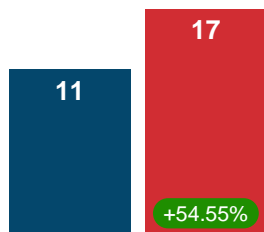
JUNE MARKET

MEDIAN PRICES

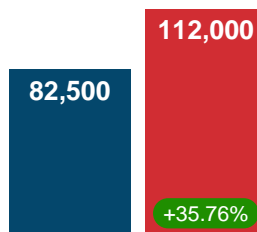
New Listings



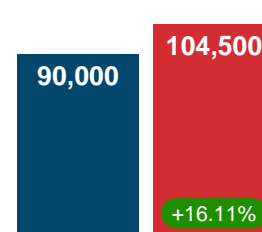
Pending Listings



List Price



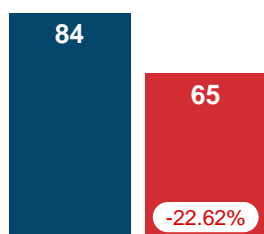
Sale Price



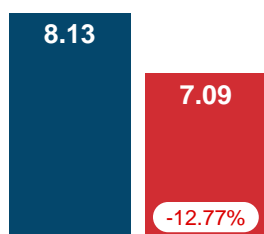
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

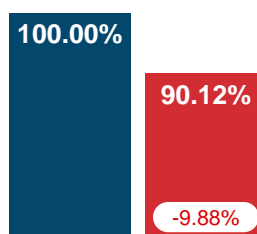
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

