

March 2020



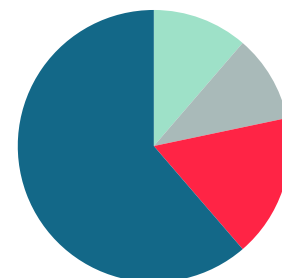
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	12	12	0.00%
Pending Listings	17	11	-35.29%
New Listings	37	28	-24.32%
Average List Price	108,858	81,517	-25.12%
Average Sale Price	106,525	76,577	-28.11%
Average Percent of Selling Price to List Price	98.20%	95.30%	-2.95%
Average Days on Market to Sale	64.25	38.25	-40.47%
End of Month Inventory	95	65	-31.58%
Months Supply of Inventory	9.50	6.45	-32.14%



■ Closed (11.32%)
■ Pending (10.38%)
■ Other OffMarket (16.98%)
■ Active (61.32%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of March 31, 2020 = **65**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **31.58%** to 65 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 **6.45** 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 **28.11%** in March 2020 to \$76,577 versus the previous year at \$106,525.

Average Days on Market Shortens

The average number of **38.25** days that homes spent on the market before selling decreased by 26.00 days or **40.47%** in March 2020 compared to last year's same month at **64.25** DOM.

Sales Success for March 2020 is Positive

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

There were 28 New Listings in March 2020, down **24.32%** from last year at 37. Furthermore, there were 12 Closed Listings this month versus last year at 12, a **0.00%** decrease.

Closed versus Listed trends yielded a **42.9%** ratio, up from previous year's, March 2019, at **32.4%**, a **32.14%** upswing. This will certainly create pressure on a decreasing Monthly 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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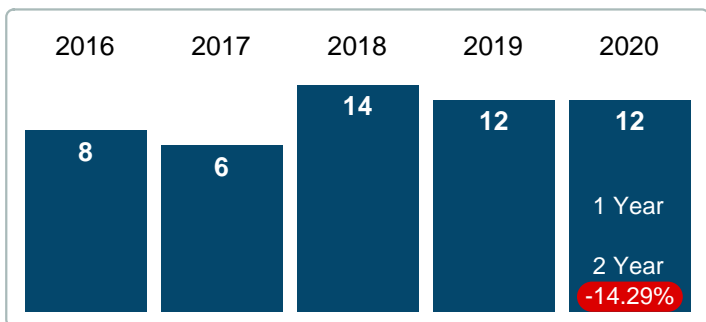
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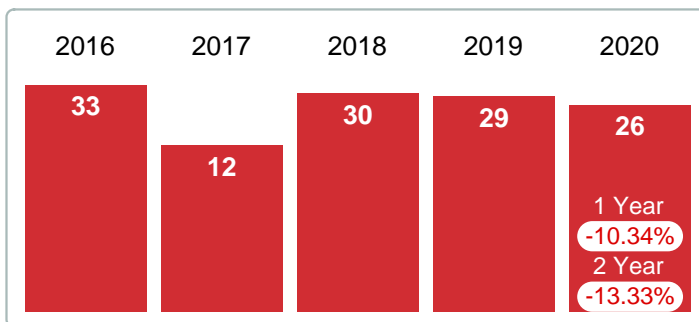
CLOSED LISTINGS

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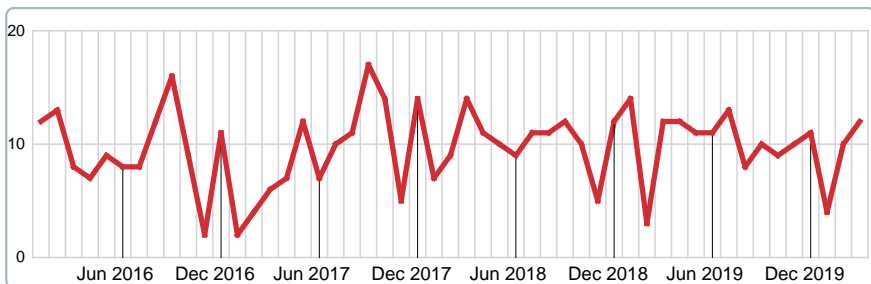
MARCH



YEAR TO DATE (YTD)

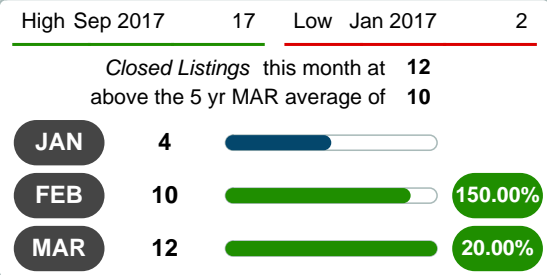


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 10



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	16.67%	53.5	1	1	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$30,000	3	25.00%	9.0	2	1	0	0
\$30,001 - \$70,000	3	25.00%	62.3	1	1	1	0
\$70,001 - \$120,000	1	8.33%	11.0	0	1	0	0
\$120,001 - \$160,000	1	8.33%	31.0	0	1	0	0
\$160,001 and up	2	16.67%	48.0	0	2	0	0
Total Closed Units	12			4	7	1	0
Total Closed Volume	918,925	100%	38.3	127.50K	739.43K	52.00K	0.00B
Average Closed Price	\$76,577			\$31,875	\$105,632	\$52,000	\$0

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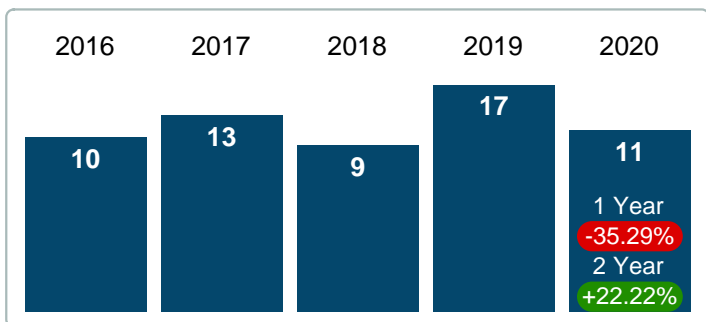
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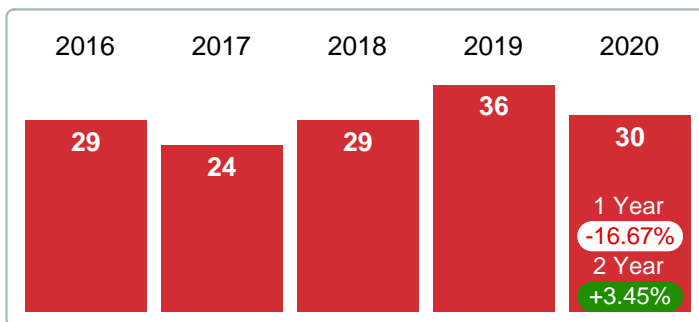
PENDING LISTINGS

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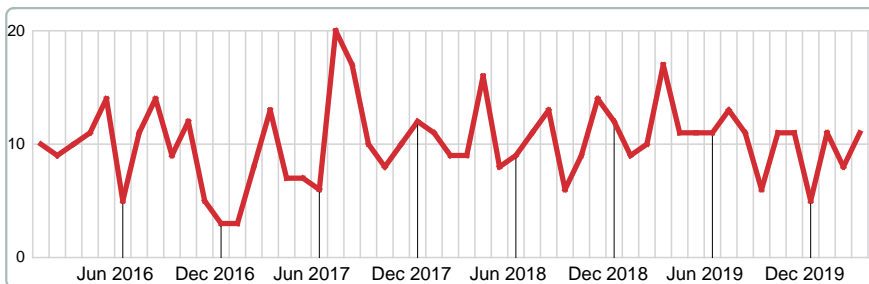
MARCH



YEAR TO DATE (YTD)

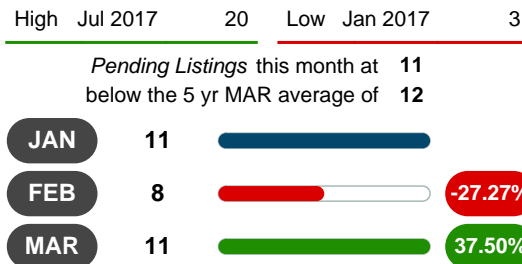


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 12



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	9.09%	5.0	1	0	0	0
\$30,001 - \$50,000	1	9.09%	5.0	0	1	0	0
\$50,001 - \$70,000	2	18.18%	3.5	0	2	0	0
\$70,001 - \$140,000	2	18.18%	64.5	1	0	1	0
\$140,001 - \$180,000	2	18.18%	45.5	0	2	0	0
\$180,001 - \$220,000	1	9.09%	121.0	1	0	0	0
\$220,001 and up	2	18.18%	21.5	0	1	0	1
Total Pending Units	11			3	6	1	1
Total Pending Volume	1,335,800	100%	36.5	321.50K	680.30K	75.00K	259.00K
Average Listing Price	\$121,436			\$107,167	\$113,383	\$75,000	\$259,000

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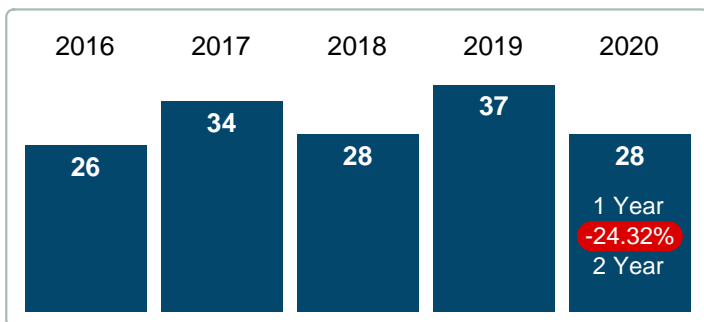
Area Delimited by County Of Sequoyah - Residential Property Type



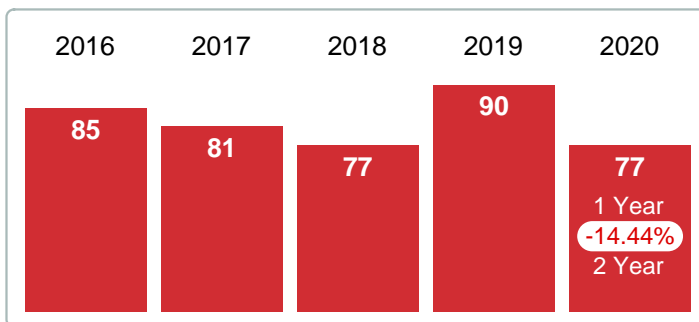
NEW LISTINGS

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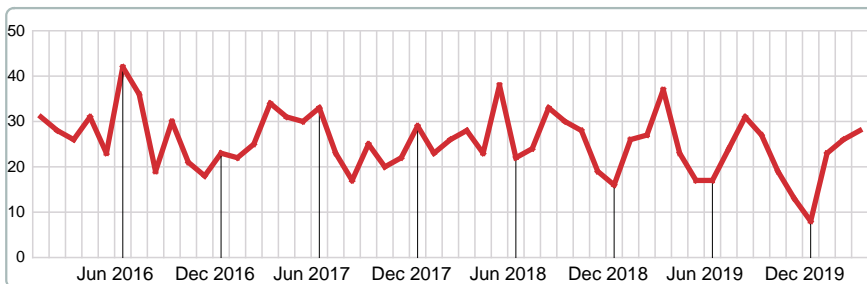
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 31

High Jun 2016 42 Low Dec 2019 8

New Listings this month at 28 below the 5 yr MAR average of 31

Month	New Listings	% Change
JAN	23	
FEB	26	13.04%
MAR	28	7.69%

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	2	7.14%	2	0	0	0
\$30,001 - \$90,000	5	17.86%	1	4	0	0
\$90,001 - \$90,000	0	0.00%	0	0	0	0
\$90,001 - \$150,000	10	35.71%	1	7	2	0
\$150,001 - \$210,000	4	14.29%	0	4	0	0
\$210,001 - \$380,000	4	14.29%	1	2	0	1
\$380,001 and up	3	10.71%	0	0	2	1
Total New Listed Units	28		5	17	4	2
Total New Listed Volume	4,959,799	100%	480.00K	2.34M	1.08M	1.06M
Average New Listed Listing Price	\$143,915		\$96,000	\$137,641	\$270,225	\$529,500

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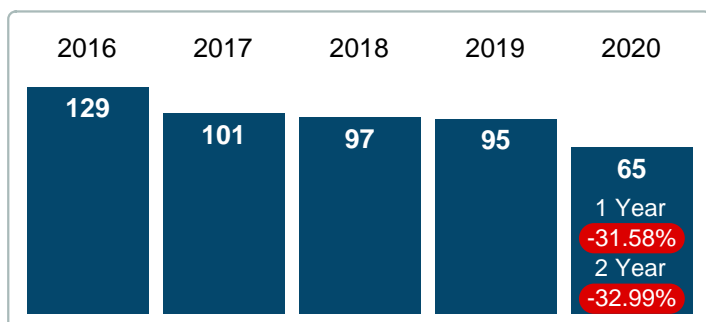
Area Delimited by County Of Sequoyah - Residential Property Type



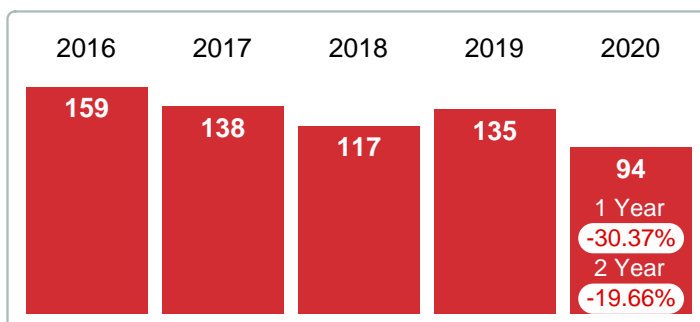
ACTIVE INVENTORY

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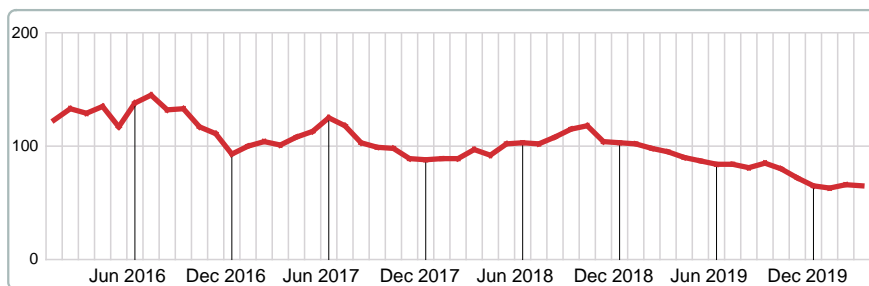
END OF MARCH



ACTIVE DURING MARCH

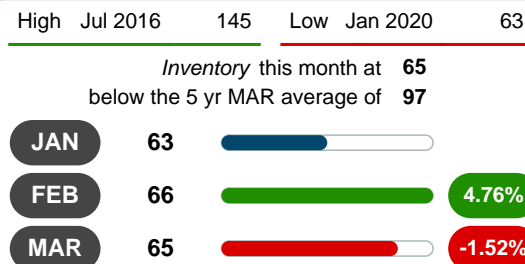


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 97



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	6	9.23%	98.2	3	2	1	0
\$50,001 - \$75,000	5	7.69%	69.8	2	3	0	0
\$75,001 - \$125,000	10	15.38%	25.2	2	5	3	0
\$125,001 - \$200,000	18	27.69%	55.6	2	14	2	0
\$200,001 - \$300,000	11	16.92%	65.6	2	8	1	0
\$300,001 - \$450,000	8	12.31%	69.0	1	3	2	2
\$450,001 and up	7	10.77%	57.6	1	1	4	1
Total Active Inventory by Units	65			13	36	13	3
Total Active Inventory by Volume	14,339,793	100%	59.5	2.44M	6.68M	3.60M	1.62M
Average Active Inventory Listing Price	\$220,612			\$187,569	\$185,530	\$276,715	\$541,666

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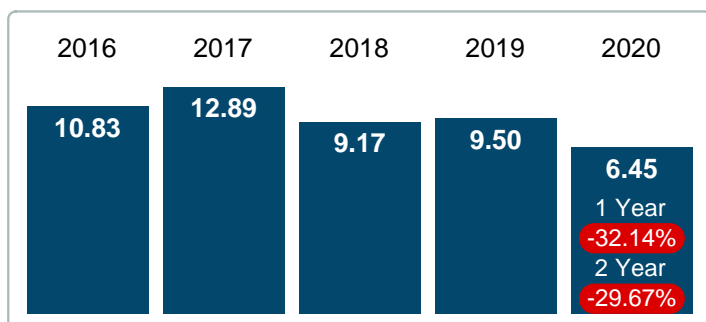
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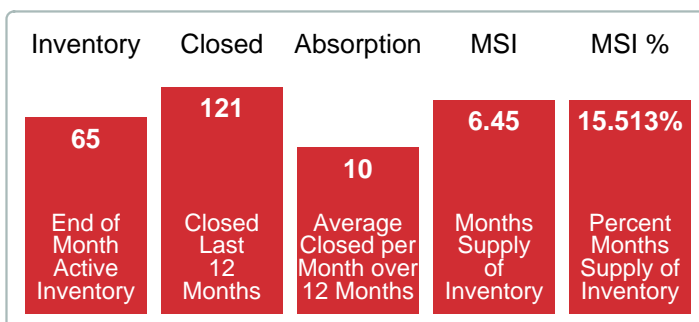
MONTHS SUPPLY of INVENTORY (MSI)

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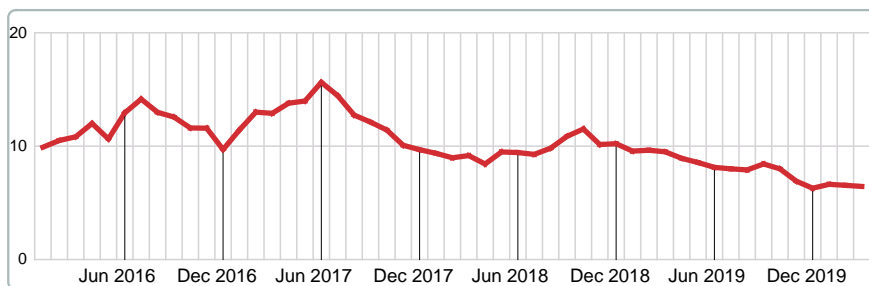
MSI FOR MARCH



INDICATORS FOR MARCH 2020



5 YEAR MARKET ACTIVITY TRENDS

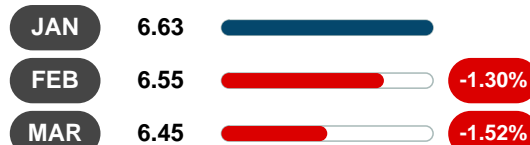


3 MONTHS

5 year MAR AVG = 9.77

High Jun 2017 15.63 Low Dec 2019 6.29

Months Supply this month at 6.45 below the 5 yr MAR average of 9.77



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
\$50,000 and less	6	9.23%	2.25	3.00	1.33	6.00	0.00
\$50,001 - \$75,000	5	7.69%	5.00	8.00	4.50	0.00	0.00
\$75,001 - \$125,000	10	15.38%	3.75	4.80	2.61	12.00	0.00
\$125,001 - \$200,000	18	27.69%	8.64	8.00	10.50	6.00	0.00
\$200,001 - \$300,000	11	16.92%	9.43	12.00	13.71	2.40	0.00
\$300,001 - \$450,000	8	12.31%	24.00	6.00	36.00	0.00	24.00
\$450,001 and up	7	10.77%	42.00	0.00	12.00	0.00	12.00
Market Supply of Inventory (MSI)			6.45	5.78	5.84	10.40	7.20
Total Active Inventory by Units		100%	65	13	36	13	3

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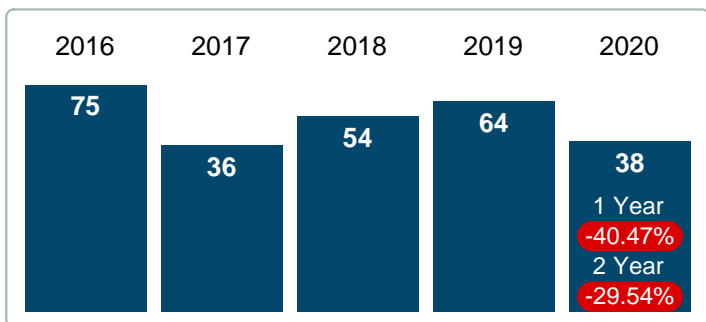
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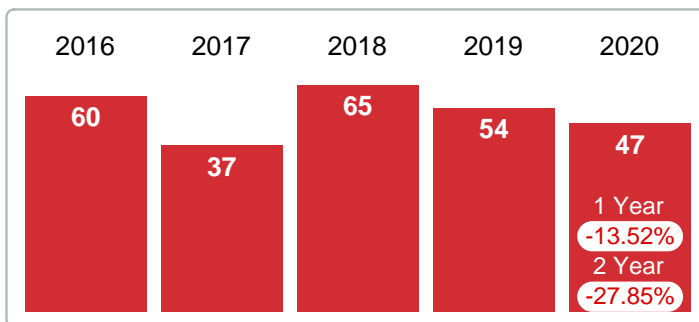
AVERAGE DAYS ON MARKET TO SALE

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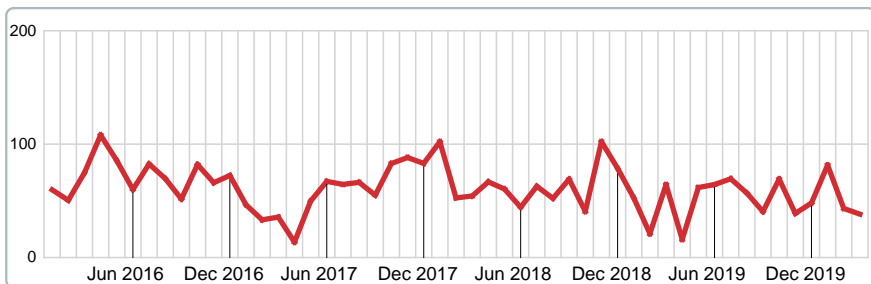
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

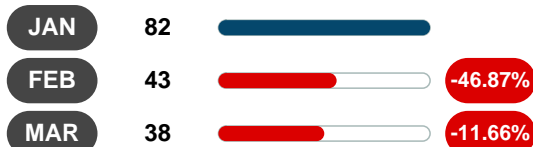


3 MONTHS

5 year MAR AVG = 53

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 38 below the 5 yr MAR average of 53



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
\$10,000 and less	2	16.67%	54	2	105	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0	0
\$10,001 - \$30,000	3	25.00%	9	4	20	0	0
\$30,001 - \$70,000	3	25.00%	62	155	24	8	0
\$70,001 - \$120,000	1	8.33%	11	0	11	0	0
\$120,001 - \$160,000	1	8.33%	31	0	31	0	0
\$160,001 and up	2	16.67%	48	0	48	0	0
Average Closed DOM			38	41	41	8	0
Total Closed Units		100%	38	4	7	1	0
Total Closed Volume				127.50K	739.43K	52.00K	0.00B

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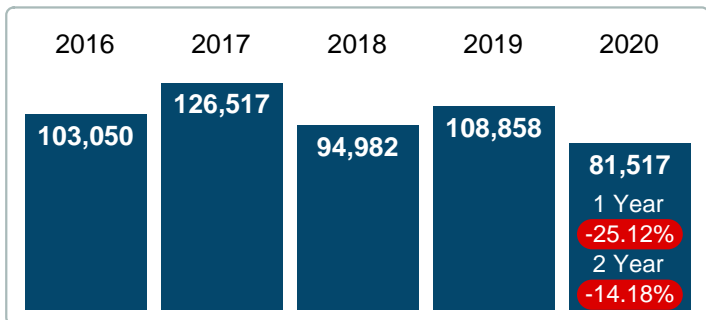
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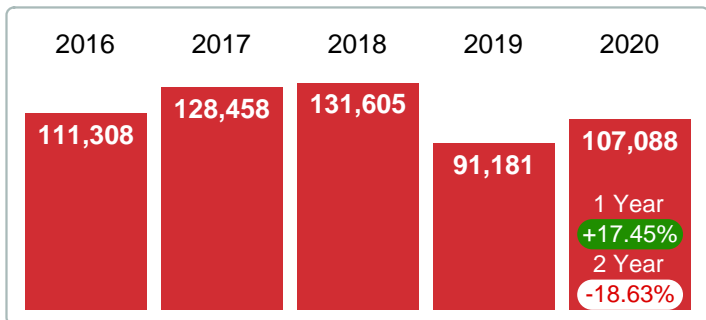
AVERAGE LIST PRICE AT CLOSING

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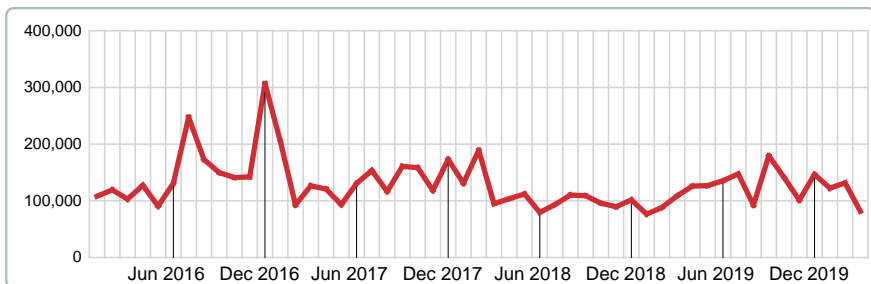
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 102,985

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

Average List Price at Closing this month at **81,517**
below the 5 yr MAR average of **102,985**

- JAN** 122,350
- FEB** 131,670 +7.62%
- MAR** 81,517 -38.09%

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
\$10,000 and less	2	16.67%	7,450	10,000	4,900	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0	0
\$10,001 - \$30,000	3	25.00%	20,667	25,000	12,000	0	0
\$30,001 - \$70,000	1	8.33%	58,900	77,500	58,900	75,000	0
\$70,001 - \$120,000	3	25.00%	75,833	0	75,000	0	0
\$120,001 - \$160,000	1	8.33%	140,000	0	140,000	0	0
\$160,001 and up	2	16.67%	237,450	0	237,450	0	0
Average List Price			81,517	34,375	109,386	75,000	0
Total Closed Units		100%	81,517	4	7	1	0
Total Closed Volume			978,200	137.50K	765.70K	75.00K	0.00B

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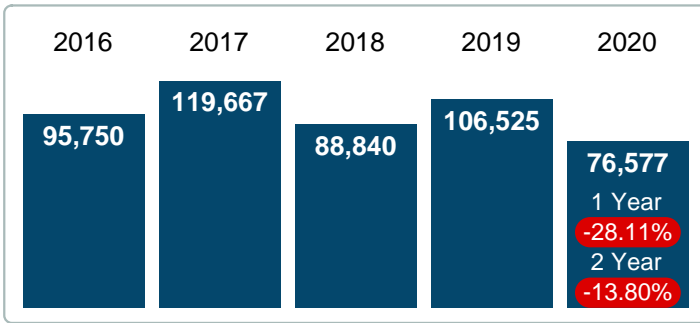
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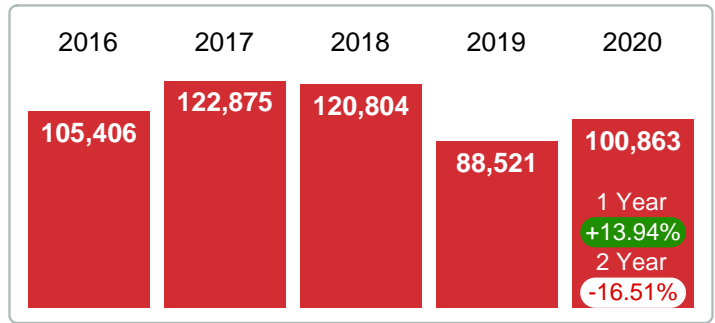
AVERAGE SOLD PRICE AT CLOSING

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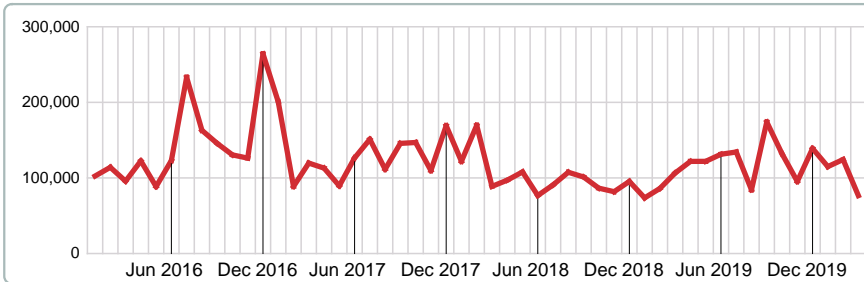
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

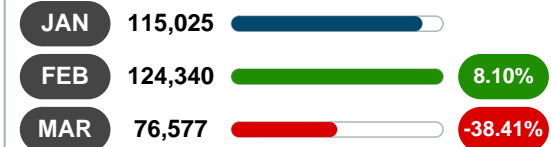


3 MONTHS

5 year MAR AVG = 97,472

High Dec 2016 264,127 Low Jan 2019 73,611

Average Sold Price at Closing this month at **76,577**
below the 5 yr MAR average of **97,472**



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
\$10,000 and less	16.67%	6,825	10,000	3,650	0	0
\$10,001 - \$10,000	0.00%	0	0	0	0	0
\$10,001 - \$30,000	25.00%	20,833	23,750	15,000	0	0
\$30,001 - \$70,000	25.00%	63,592	70,000	68,775	52,000	0
\$70,001 - \$120,000	8.33%	76,000	0	76,000	0	0
\$120,001 - \$160,000	8.33%	123,000	0	123,000	0	0
\$160,001 and up	16.67%	226,500	0	226,500	0	0
Average Sold Price		76,577	31,875	105,632	52,000	0
Total Closed Units	100%	76,577	4	7	1	
Total Closed Volume		918,925	127.50K	739.43K	52.00K	0.00B

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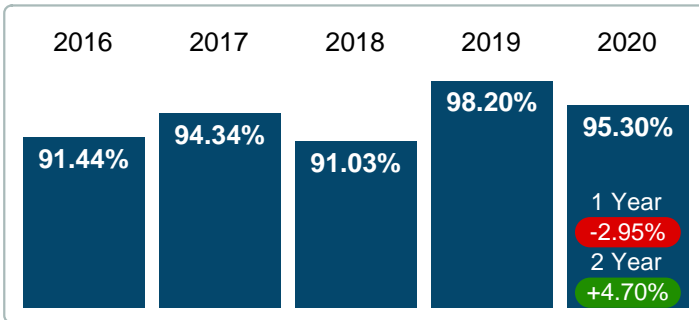
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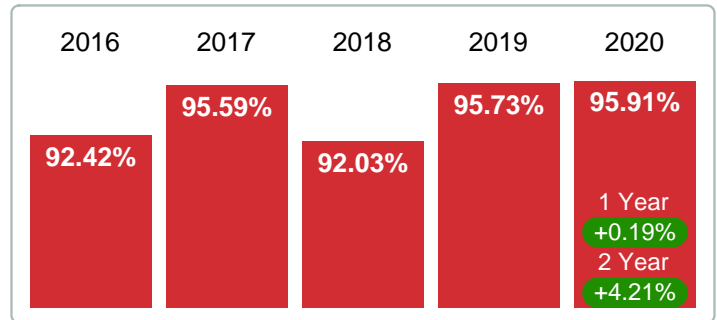
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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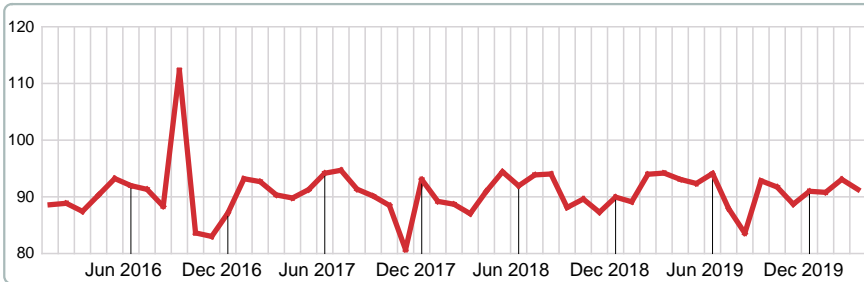
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

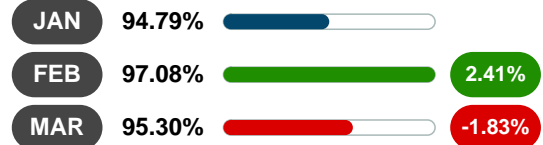


3 MONTHS

5 year MAR AVG = 94.06%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **95.30%** above the 5 yr MAR average of **94.06%**



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
\$10,000 and less	2	16.67%	87.24%	100.00%	74.49%	0.00%	0.00%
\$10,001 - \$10,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$30,000	3	25.00%	104.17%	93.75%	125.00%	0.00%	0.00%
\$30,001 - \$70,000	3	25.00%	92.14%	90.32%	116.77%	69.33%	0.00%
\$70,001 - \$120,000	1	8.33%	101.33%	0.00%	101.33%	0.00%	0.00%
\$120,001 - \$160,000	1	8.33%	87.86%	0.00%	87.86%	0.00%	0.00%
\$160,001 and up	2	16.67%	95.51%	0.00%	95.51%	0.00%	0.00%
Average Sold/List Ratio		95.30%		94.46%	99.50%	69.33%	0.00%
Total Closed Units		12	100%	4	7	1	
Total Closed Volume		918,925		127.50K	739.43K	52.00K	0.00B

March 2020



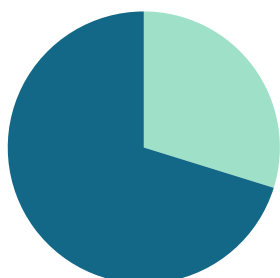
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

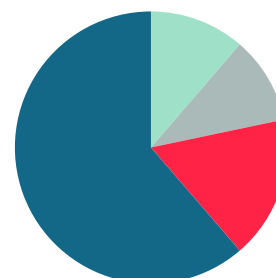


Inventory
 New Listings
28 = 29.79%
 Start Inventory
66
 Total Inventory Units
94
 Volume
\$19,375,782

Market Activity

Closed Sales
12 = 11.32%
 Pending Sales
11 = 10.38%
 Other Off Market
18 = 16.98%
 Active Inventory
65 = 61.32%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	12	12	0.00%	29	26	-10.34%
Pending Sales	17	11	-35.29%	36	30	-16.67%
New Listings	37	28	-24.32%	90	77	-14.44%
Average List Price	108,858	81,517	-25.12%	91,181	107,088	17.45%
Average Sale Price	106,525	76,577	-28.11%	88,521	100,863	13.94%
Average Percent of Selling Price to List Price	98.20%	95.30%	-2.95%	95.73%	95.91%	0.19%
Average Days on Market to Sale	64.25	38.25	-40.47%	54.17	46.85	-13.52%
Monthly Inventory	95	65	-31.58%	95	65	-31.58%
Months Supply of Inventory	9.50	6.45	-32.14%	9.50	6.45	-32.14%

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

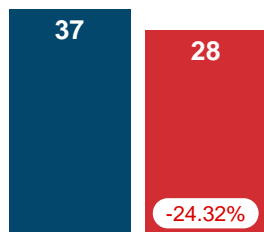
Inventory on March 31, 2020 = **65**

2019 **2020**

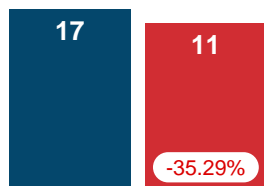
MARCH MARKET

AVERAGE PRICES

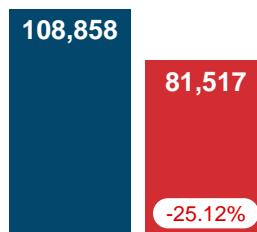
New Listings



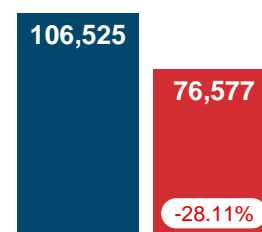
Pending Listings



List Price



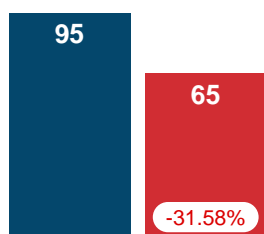
Sale Price



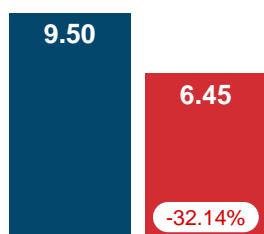
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

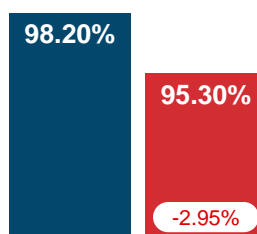
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

