

May 2020



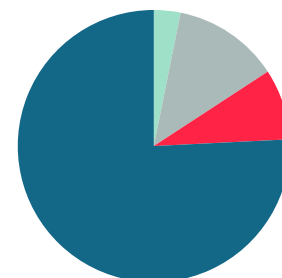
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	11	3	-72.73%
Pending Listings	11	12	9.09%
New Listings	17	21	23.53%
Average List Price	126,864	118,167	-6.86%
Average Sale Price	121,950	106,667	-12.53%
Average Percent of Selling Price to List Price	96.35%	75.25%	-21.90%
Average Days on Market to Sale	61.73	46.00	-25.48%
End of Month Inventory	87	72	-17.24%
Months Supply of Inventory	8.56	7.78	-9.04%



■ Closed (3.16%)
■ Pending (12.63%)
■ Other OffMarket (8.42%)
■ Active (75.79%)

Absorption: Last 12 months, an Average of **9** Sales/Month
Active Inventory as of May 31, 2020 = **72**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **17.24%** to 72 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 **7.78** 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 **12.53%** in May 2020 to \$106,667 versus the previous year at \$121,950.

Average Days on Market Shortens

The average number of **46.00** days that homes spent on the market before selling decreased by 15.73 days or **25.48%** in May 2020 compared to last year's same month at **61.73** DOM.

Sales Success for May 2020 is Positive

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

There were 21 New Listings in May 2020, up **23.53%** from last year at 17. Furthermore, there were 3 Closed Listings this month versus last year at 11, a **-72.73%** decrease.

Closed versus Listed trends yielded a **14.3%** ratio, down from previous year's, May 2019, at **64.7%**, a **77.92%** downswing. 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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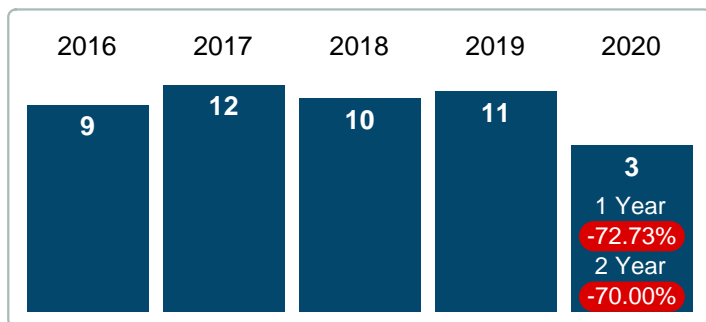
Area Delimited by County Of Sequoyah - Residential Property Type



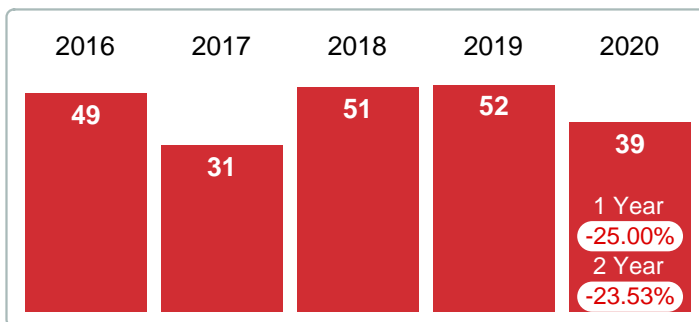
CLOSED LISTINGS

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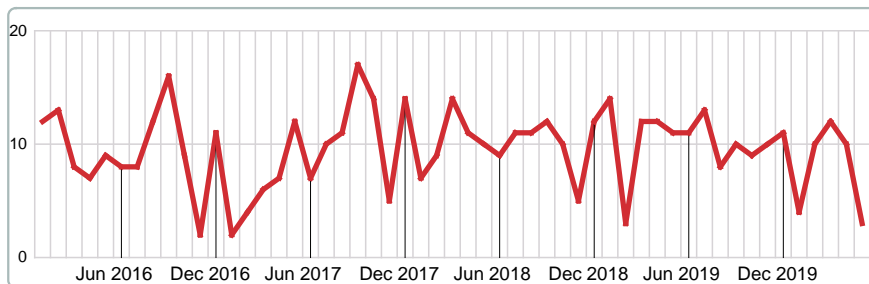
MAY



YEAR TO DATE (YTD)

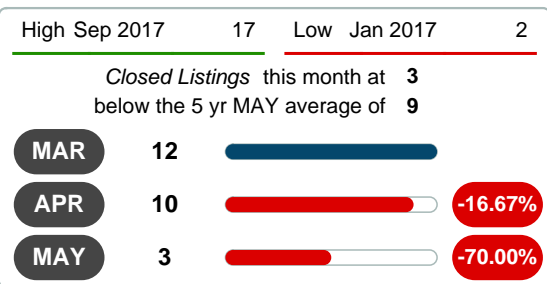


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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
\$10,000 and less	1	33.33%	54.0	1	0	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$90,000	1	33.33%	46.0	0	1	0	0
\$90,001 - \$90,000	0	0.00%	0.0	0	0	0	0
\$90,001 - \$220,000	1	33.33%	38.0	0	1	0	0
\$220,001 - \$220,000	0	0.00%	0.0	0	0	0	0
\$220,001 and up	0	0.00%	0.0	0	0	0	0
Total Closed Units	3			1	2	0	0
Total Closed Volume	320,000	100%	46.0	10.00K	310.00K	0.00B	0.00B
Average Closed Price	\$106,667			\$10,000	\$155,000	\$0	\$0

May 2020



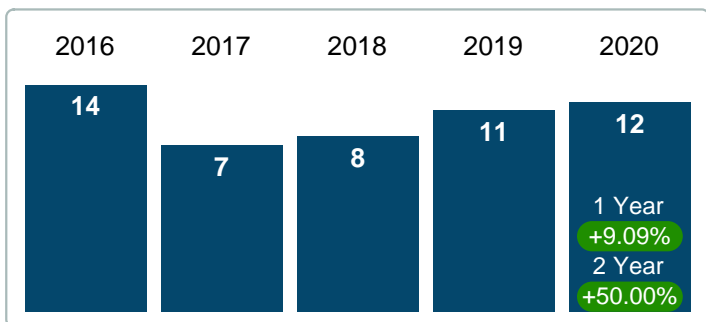
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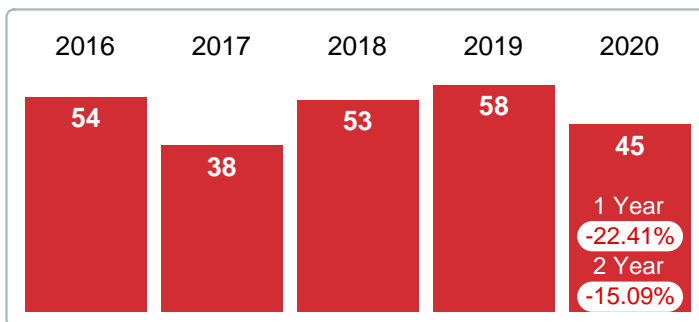
PENDING LISTINGS

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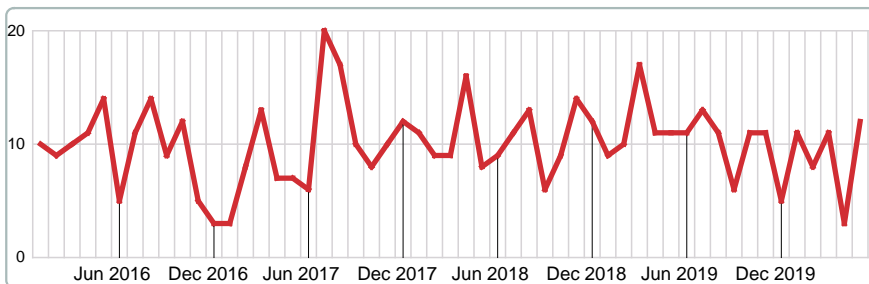
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 10

High Jul 2017 20 Low Apr 2020 3

Pending Listings this month at 12
above the 5 yr MAY 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	8.33%	54.0	1	0	0	0
\$30,001 - \$60,000	1	8.33%	0.0	0	1	0	0
\$60,001 - \$100,000	2	16.67%	74.0	1	1	0	0
\$100,001 - \$170,000	3	25.00%	60.7	0	2	1	0
\$170,001 - \$170,000	0	0.00%	0.0	0	0	0	0
\$170,001 - \$220,000	3	25.00%	41.7	0	3	0	0
\$220,001 and up	2	16.67%	50.5	0	1	1	0
Total Pending Units	12			2	8	2	0
Total Pending Volume	1,696,599	100%	50.8	99.00K	1.09M	506.90K	0.00B
Average Listing Price	\$141,383			\$49,500	\$136,337	\$253,450	\$0

May 2020



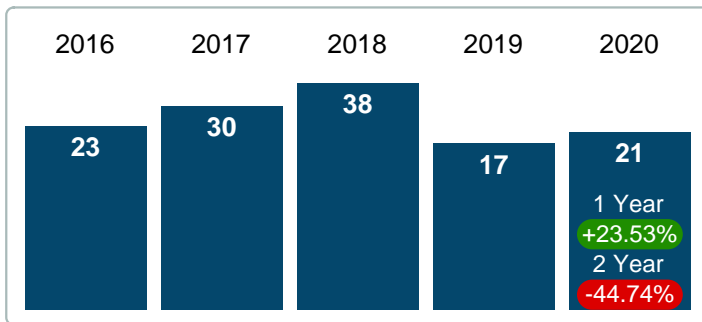
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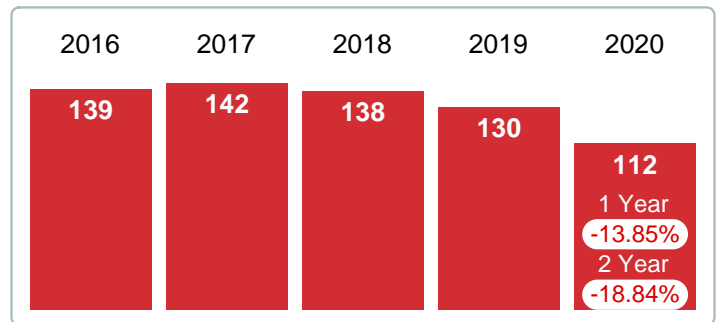
NEW LISTINGS

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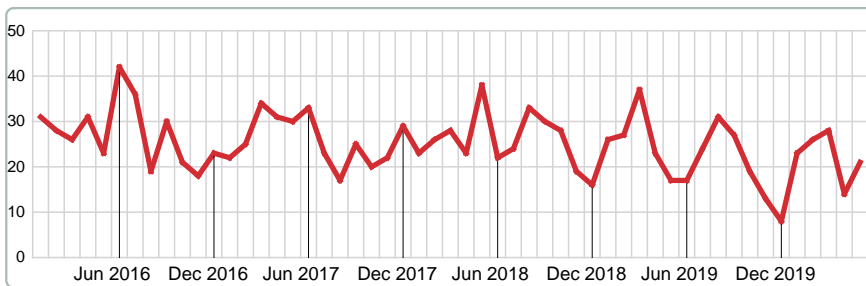
MAY



YEAR TO DATE (YTD)

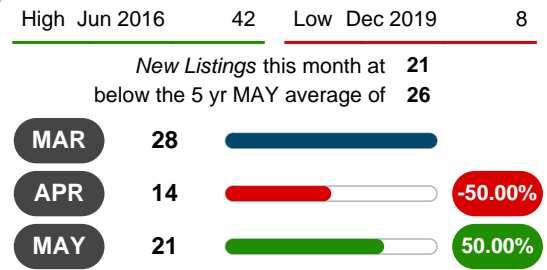


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 26



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	2	9.52%	0	2	0	0
\$50,001 - \$60,000	3	14.29%	2	1	0	0
\$60,001 - \$70,000	1	4.76%	0	1	0	0
\$70,001 - \$90,000	5	23.81%	1	3	1	0
\$90,001 - \$170,000	5	23.81%	0	3	2	0
\$170,001 - \$220,000	2	9.52%	0	1	1	0
\$220,001 and up	3	14.29%	0	1	2	0
Total New Listed Units	21		3	12	6	0
Total New Listed Volume	2,770,500	100%	193.50K	1.15M	1.43M	0.00B
Average New Listed Listing Price	\$138,538		\$64,500	\$95,808	\$237,883	\$0

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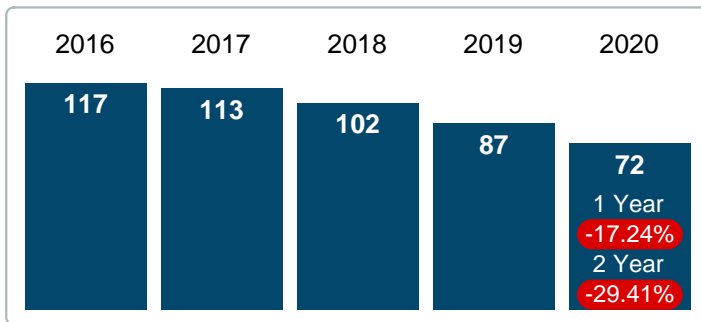
Area Delimited by County Of Sequoyah - Residential Property Type



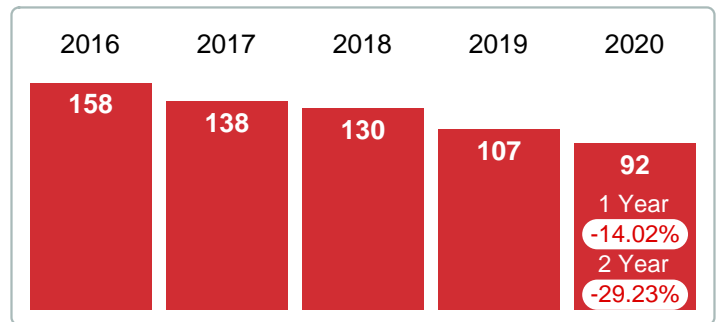
ACTIVE INVENTORY

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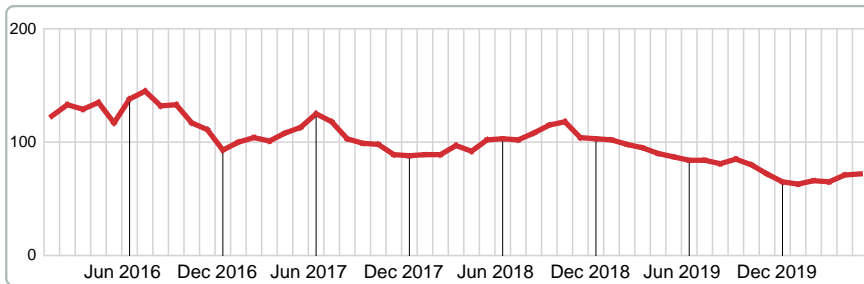
END OF MAY



ACTIVE DURING MAY

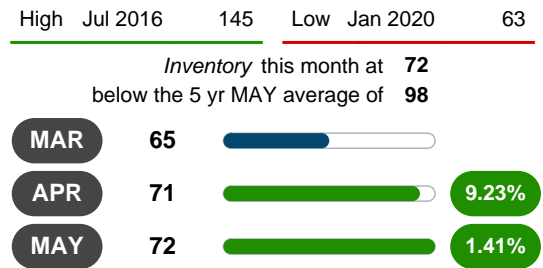


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 98



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	5.56%	73.0	1	2	1	0
\$50,001 - \$75,000	9	12.50%	44.8	3	6	0	0
\$75,001 - \$100,000	13	18.06%	42.2	3	7	3	0
\$100,001 - \$175,000	19	26.39%	71.0	1	13	5	0
\$175,001 - \$250,000	9	12.50%	83.7	3	4	2	0
\$250,001 - \$475,000	10	13.89%	116.0	0	7	2	1
\$475,001 and up	8	11.11%	92.5	1	1	5	1
Total Active Inventory by Units	72			12	40	18	2
Total Active Inventory by Volume	15,117,800	100%	72.8	2.10M	6.55M	5.28M	1.20M
Average Active Inventory Listing Price	\$209,969			\$174,650	\$163,635	\$293,422	\$597,500

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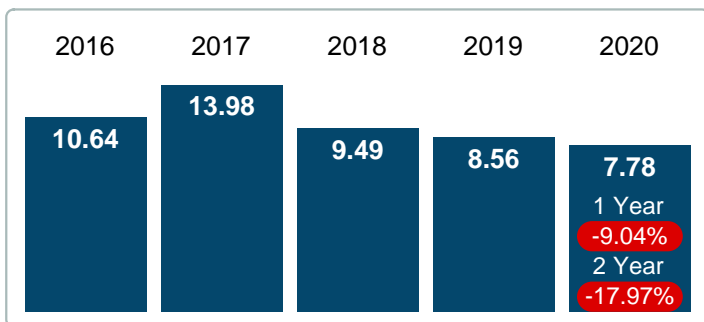
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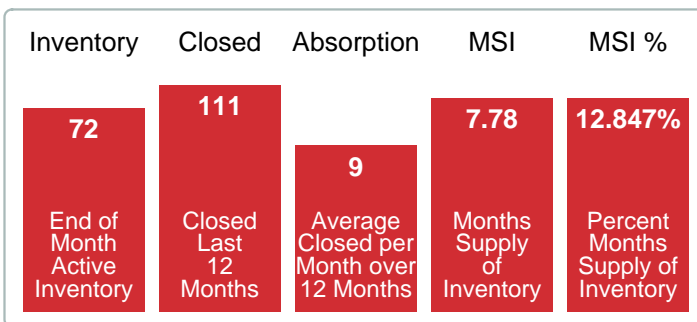
MONTHS SUPPLY of INVENTORY (MSI)

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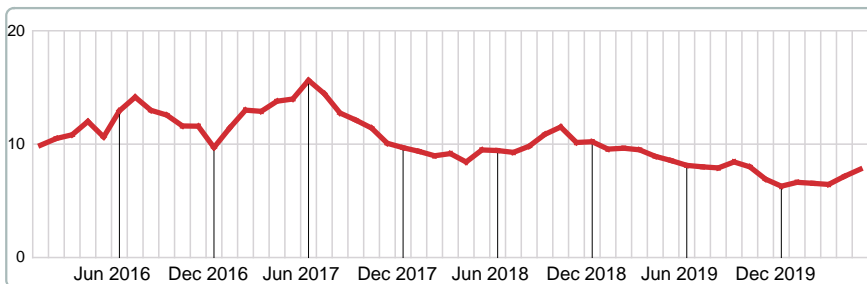
MSI FOR MAY



INDICATORS FOR MAY 2020

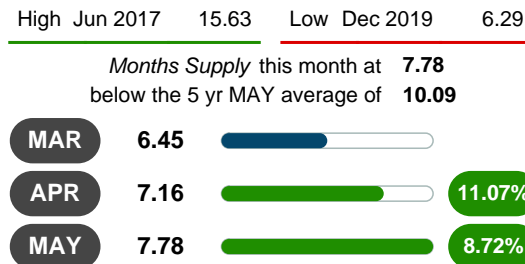


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 10.09



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	8	11.11%	3.00	3.69	2.25	4.00	0.00
\$60,001 - \$80,000	6	8.33%	8.00	6.00	8.57	0.00	0.00
\$80,001 - \$120,000	13	18.06%	6.24	4.80	4.94	24.00	0.00
\$120,001 - \$180,000	18	25.00%	9.82	4.00	10.40	16.00	0.00
\$180,001 - \$260,000	9	12.50%	6.75	12.00	9.60	4.00	0.00
\$260,001 - \$470,000	10	13.89%	20.00	0.00	21.00	0.00	12.00
\$470,001 and up	8	11.11%	96.00	0.00	0.00	0.00	12.00
Market Supply of Inventory (MSI)			7.78	5.33	7.50	15.43	4.00
Total Active Inventory by Units		100%	7.78	12	40	18	2

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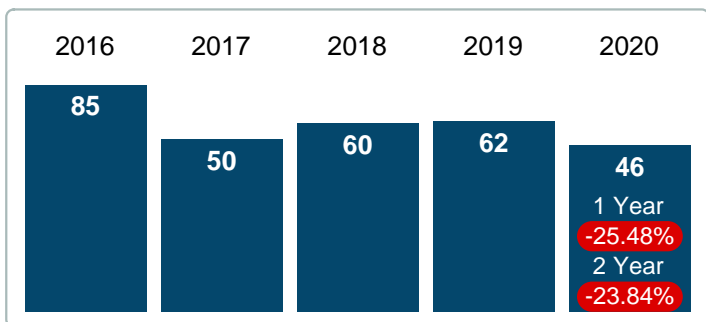
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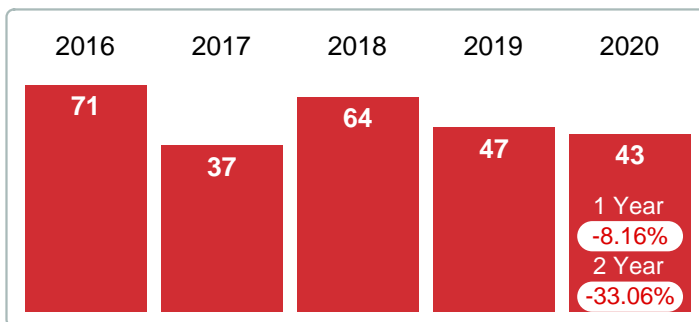
AVERAGE DAYS ON MARKET TO SALE

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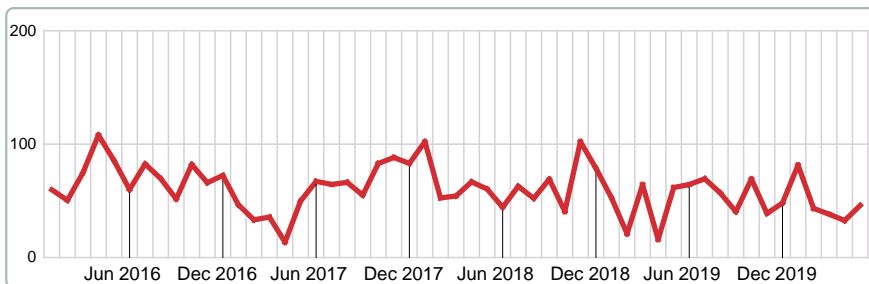
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 61

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 46 below the 5 yr MAY average of 61



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	33.33%	54	54	0	0	0
\$10,001 - \$10,000	0.00%	0	0	0	0	0
\$10,001 - \$90,000	33.33%	46	0	46	0	0
\$90,001 - \$90,000	0.00%	0	0	0	0	0
\$90,001 - \$220,000	33.33%	38	0	38	0	0
\$220,001 - \$220,000	0.00%	0	0	0	0	0
\$220,001 and up	0.00%	0	0	0	0	0
Average Closed DOM		46	54	42	0	0
Total Closed Units	100%	46	1	2		
Total Closed Volume		320,000	10.00K	310.00K	0.00B	0.00B

May 2020



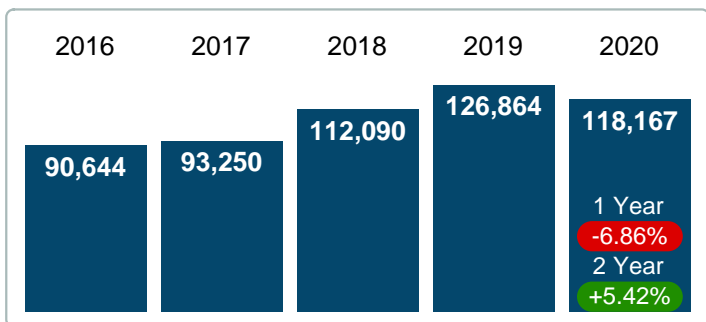
Area Delimited by County Of Sequoyah - Residential Property Type



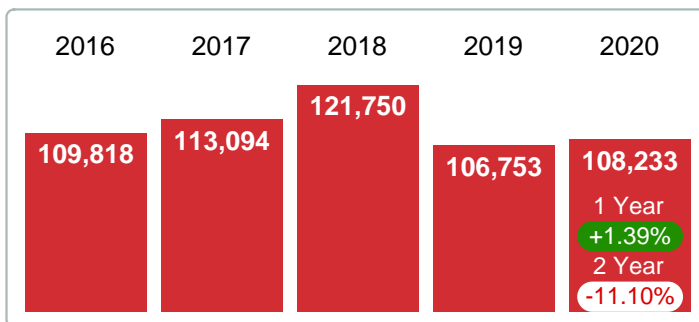
AVERAGE LIST PRICE AT CLOSING

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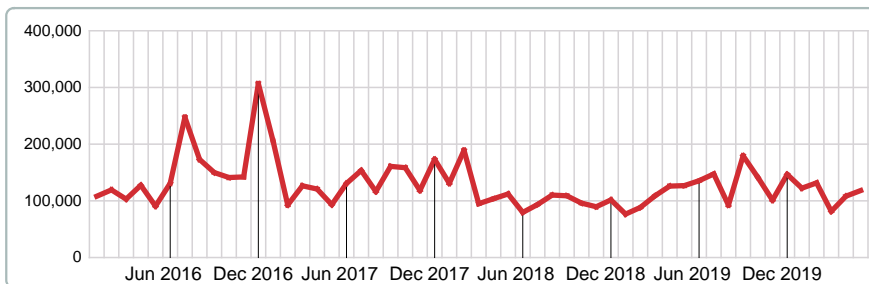
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 108,203

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

Average List Price at Closing this month at **118,167**
 above the 5 yr MAY average of **108,203**

MAR	81,517	<div style="width: 20%;"></div>
APR	108,230	<div style="width: 100%;"></div> 32.77%
MAY	118,167	<div style="width: 109%;"></div> 9.18%

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	0	0.00%	0	24,000	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0	0
\$10,001 - \$90,000	1	33.33%	24,000	0	103,000	0	0
\$90,001 - \$90,000	0	0.00%	0	0	0	0	0
\$90,001 - \$220,000	1	33.33%	103,000	0	227,500	0	0
\$220,001 - \$220,000	0	0.00%	0	0	0	0	0
\$220,001 and up	1	33.33%	227,500	0	0	0	0
Average List Price			118,167	24,000	165,250	0	0
Total Closed Units		100%	118,167	1	2		
Total Closed Volume			354,500	24.00K	330.50K	0.00B	0.00B

May 2020



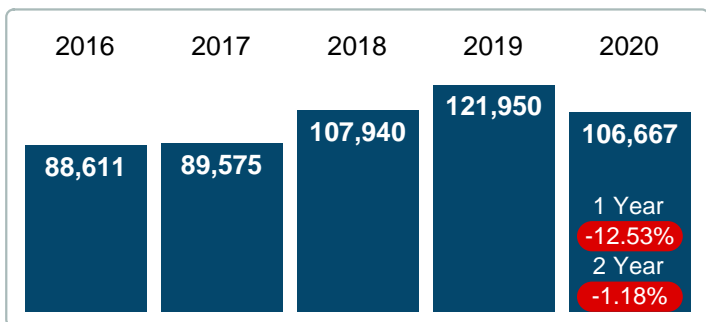
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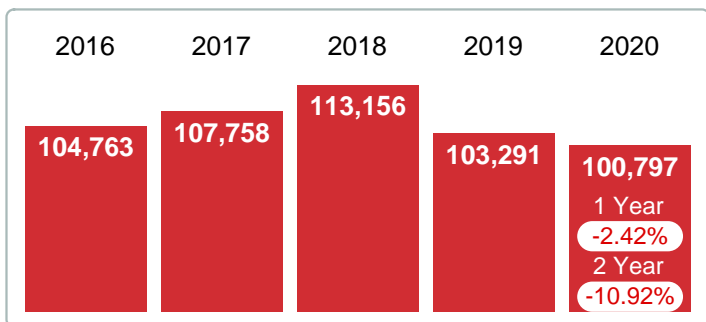
AVERAGE SOLD PRICE AT CLOSING

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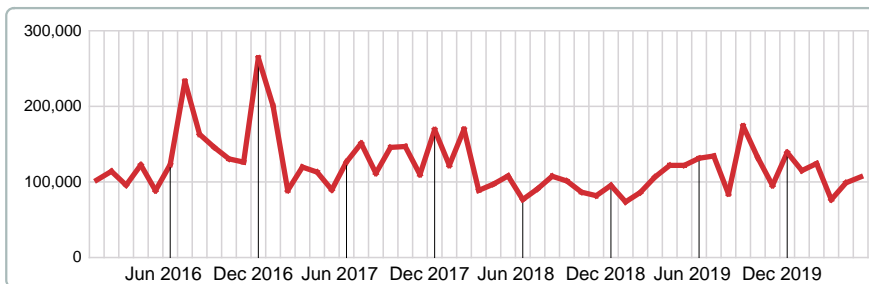
MAY



YEAR TO DATE (YTD)

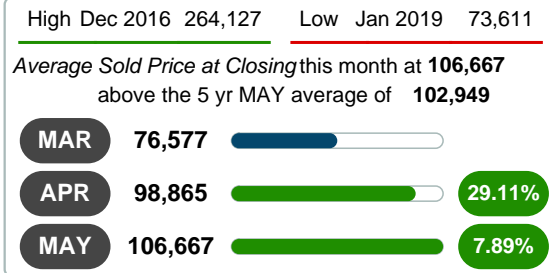


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 102,949



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	1	33.33%	10,000	10,000	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0	0
\$10,001 - \$90,000	1	33.33%	90,000	0	90,000	0	0
\$90,001 - \$90,000	0	0.00%	0	0	0	0	0
\$90,001 - \$220,000	1	33.33%	220,000	0	220,000	0	0
\$220,001 - \$220,000	0	0.00%	0	0	0	0	0
\$220,001 and up	0	0.00%	0	0	0	0	0
Average Sold Price			106,667	10,000	155,000	0	0
Total Closed Units		100%	106,667	1	2		
Total Closed Volume			320,000	10.00K	310.00K	0.00B	0.00B

May 2020



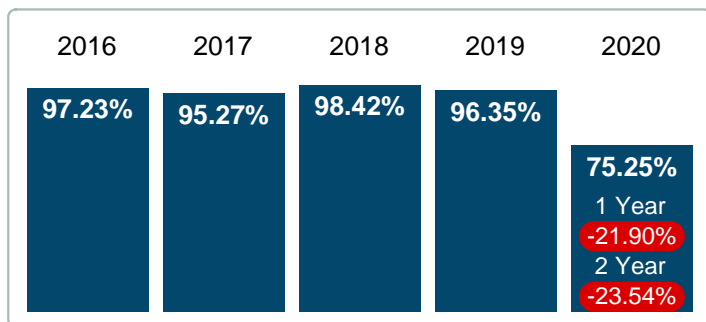
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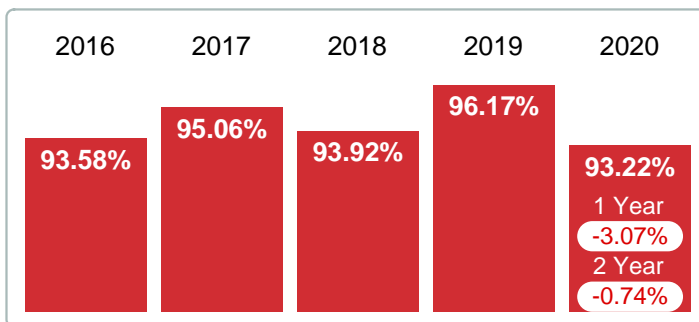
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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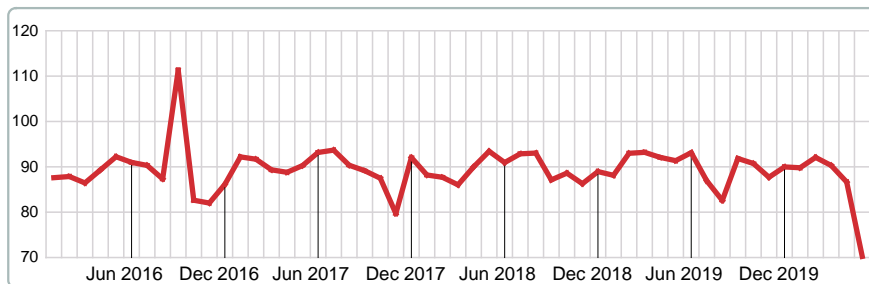
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 92.50%

High Sep 2016 116.31% Low May 2020 75.25%

Average Sold/List Ratio this month at **75.25%** below the 5 yr MAY average of **92.50%**



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	1	33.33%	41.67%	41.67%	0.00%	0.00%	0.00%
\$10,001 - \$10,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$90,000	1	33.33%	87.38%	0.00%	87.38%	0.00%	0.00%
\$90,001 - \$90,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$90,001 - \$220,000	1	33.33%	96.70%	0.00%	96.70%	0.00%	0.00%
\$220,001 - \$220,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$220,001 and up	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Average Sold/List Ratio		75.20%		41.67%	92.04%	0.00%	0.00%
Total Closed Units		3	100%	1	2		
Total Closed Volume		320,000		10.00K	310.00K	0.00B	0.00B

May 2020



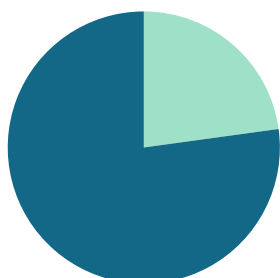
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MARKET SUMMARY

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INVENTORY

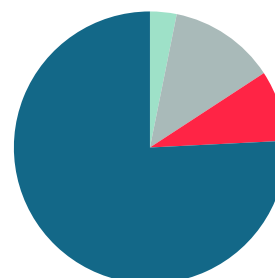


Inventory
 New Listings
21 = 22.83%
 Start Inventory
71
 Total Inventory Units
92
 Volume
\$18,489,894

Market Activity

Closed Sales
3 = 3.16%
 Pending Sales
12 = 12.63%
 Other Off Market
8 = 8.42%
 Active Inventory
72 = 75.79%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	11	3	-72.73%	52	39	-25.00%
Pending Sales	11	12	9.09%	58	45	-22.41%
New Listings	17	21	23.53%	130	112	-13.85%
Average List Price	126,864	118,167	-6.86%	106,753	108,233	1.39%
Average Sale Price	121,950	106,667	-12.53%	103,291	100,797	-2.42%
Average Percent of Selling Price to List Price	96.35%	75.25%	-21.90%	96.17%	93.22%	-3.07%
Average Days on Market to Sale	61.73	46.00	-25.48%	46.96	43.13	-8.16%
Monthly Inventory	87	72	-17.24%	87	72	-17.24%
Months Supply of Inventory	8.56	7.78	-9.04%	8.56	7.78	-9.04%

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

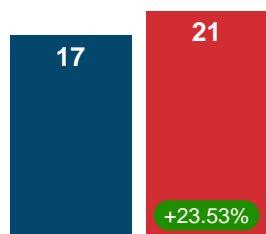
Inventory on May 31, 2020 = **72**

2019 **2020**

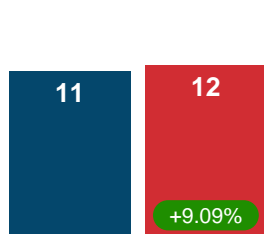
MAY MARKET

AVERAGE PRICES

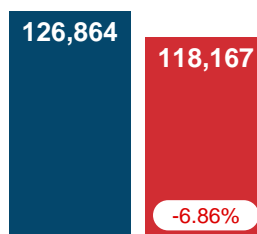
New Listings



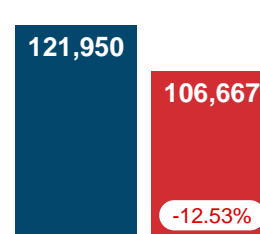
Pending Listings



List Price



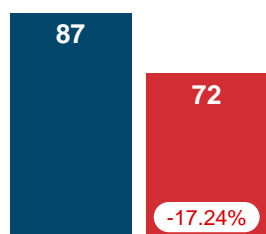
Sale Price



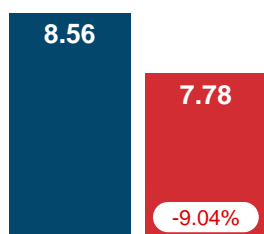
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

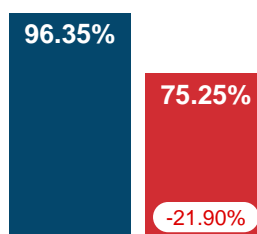
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

