

# May 2020



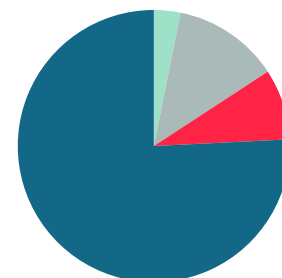
Area Delimited by County Of Sequoyah - Residential Property Type



## 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%
Median List Price	80,000	103,000	28.75%
Median Sale Price	79,800	90,000	12.78%
Median Percent of Selling Price to List Price	97.01%	87.38%	-9.93%
Median Days on Market to Sale	37.00	46.00	24.32%
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.

#### 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 **12.78%** in May 2020 to \$90,000 versus the previous year at \$79,800.

#### Median Days on Market Lengthens

The median number of **46.00** days that homes spent on the market before selling increased by 9.00 days or **24.32%** in May 2020 compared to last year's same month at **37.00** DOM.

#### Sales Success for May 2020 is Positive

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

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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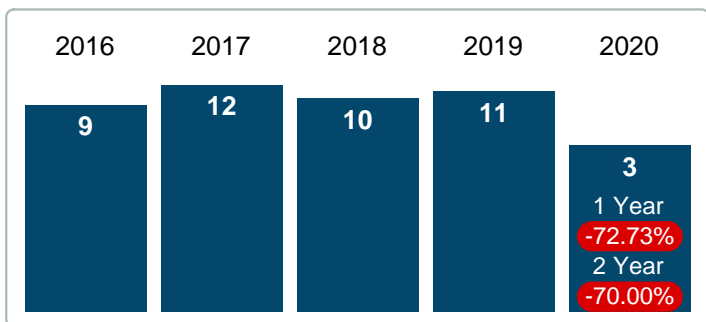
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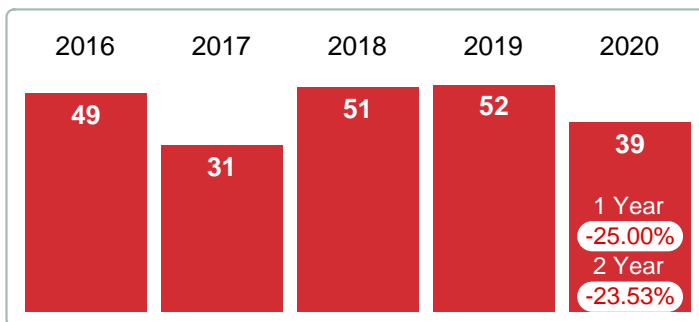
## CLOSED LISTINGS

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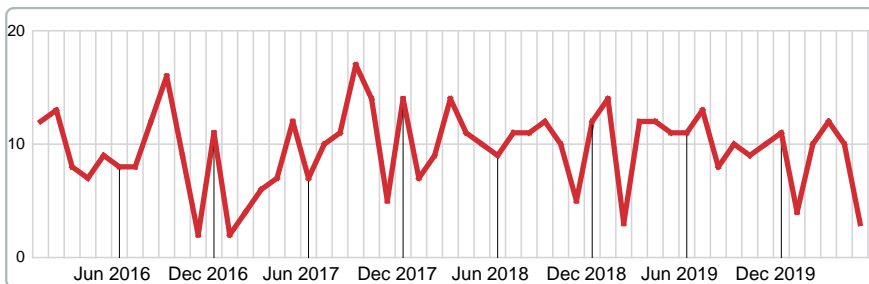
### MAY



### YEAR TO DATE (YTD)

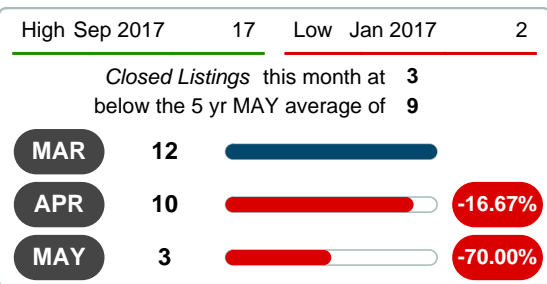


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 9



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	54.0	0	0	0	0
\$10,001 - \$90,000	1	33.33%	46.0	0	1	0	0
\$90,001 - \$90,000	0	0.00%	46.0	0	0	0	0
\$90,001 - \$220,000	1	33.33%	38.0	0	1	0	0
\$220,001 - \$220,000	0	0.00%	38.0	0	0	0	0
\$220,001 and up	0	0.00%	38.0	0	0	0	0
<b>Total Closed Units</b>	<b>3</b>			<b>1</b>	<b>2</b>	<b>0</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>320,000</b>	<b>100%</b>	<b>46.0</b>	<b>10.00K</b>	<b>310.00K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$90,000</b>			<b>\$10,000</b>	<b>\$155,000</b>	<b>\$0</b>	<b>\$0</b>

# May 2020



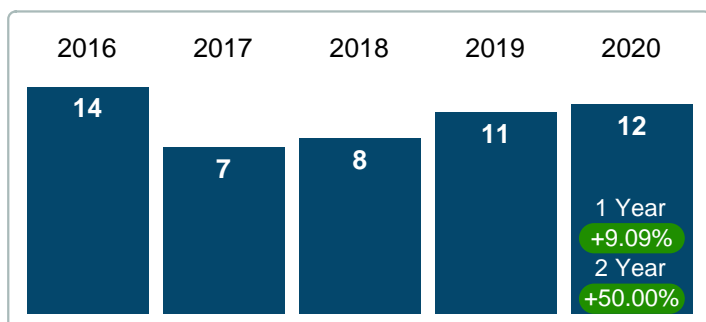
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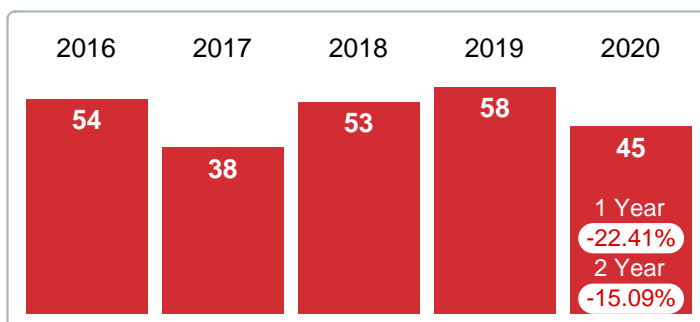
## PENDING LISTINGS

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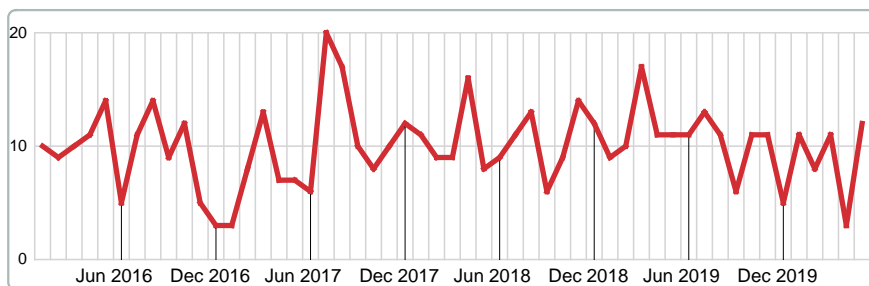
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

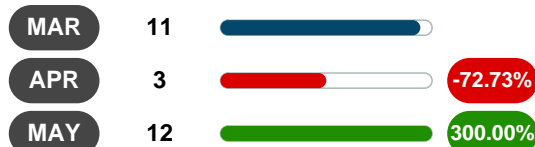


### 3 MONTHS

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		%	MDOM	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%	30.0	0	2	1	0
\$170,001 - \$170,000	0	0.00%	30.0	0	0	0	0
\$170,001 - \$220,000	3	25.00%	61.0	0	3	0	0
\$220,001 and up	2	16.67%	50.5	0	1	1	0
<b>Total Pending Units</b>	<b>12</b>			<b>2</b>	<b>8</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>1,696,599</b>	<b>100%</b>	<b>46.5</b>	<b>99.00K</b>	<b>1.09M</b>	<b>506.90K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$117,000</b>			<b>\$49,500</b>	<b>\$145,000</b>	<b>\$253,450</b>	<b>\$0</b>

# May 2020



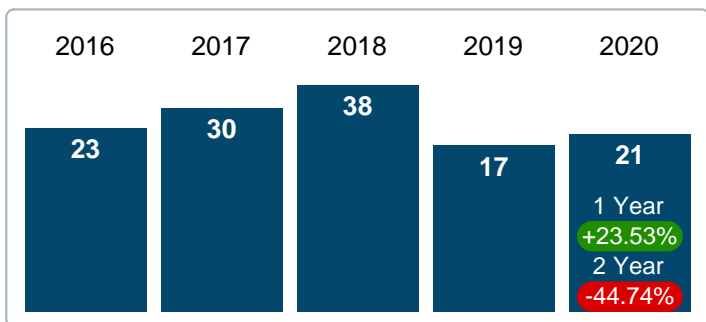
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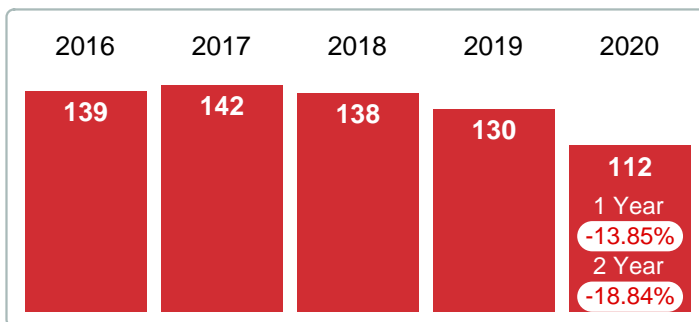
## NEW LISTINGS

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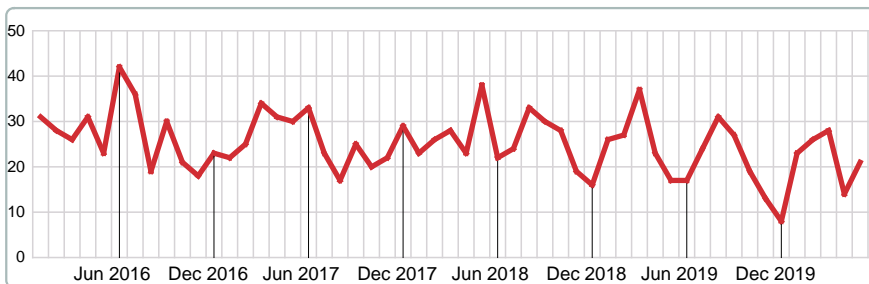
### MAY



### YEAR TO DATE (YTD)

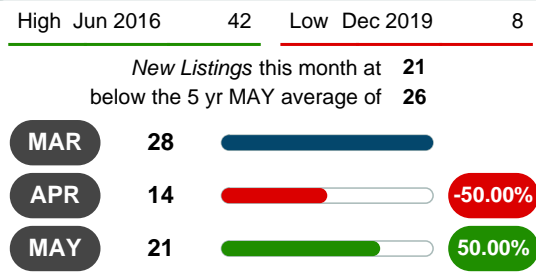


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>21</b>		<b>3</b>	<b>12</b>	<b>6</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>2,770,500</b>	<b>100%</b>	<b>193.50K</b>	<b>1.15M</b>	<b>1.43M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$89,900</b>		<b>\$60,000</b>	<b>\$79,950</b>	<b>\$173,500</b>	<b>\$0</b>

# May 2020



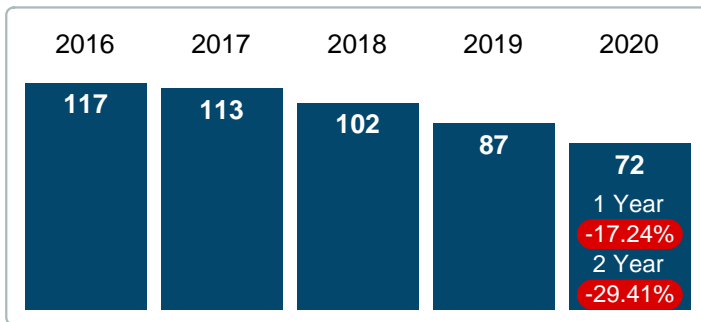
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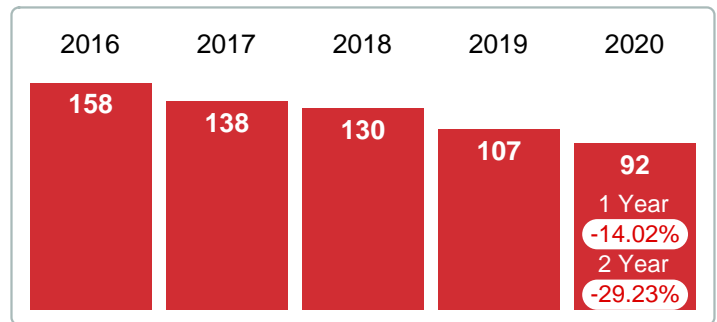
## ACTIVE INVENTORY

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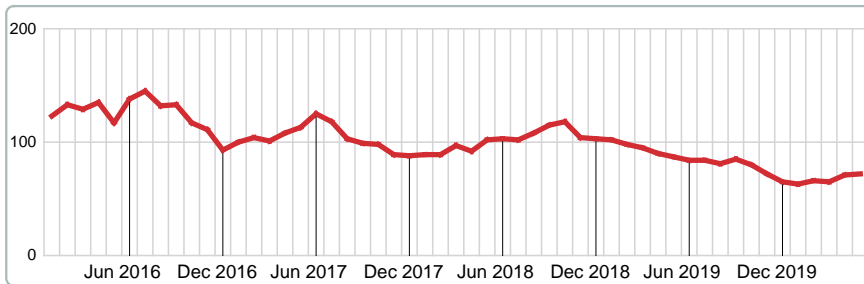
### END OF MAY



### ACTIVE DURING MAY

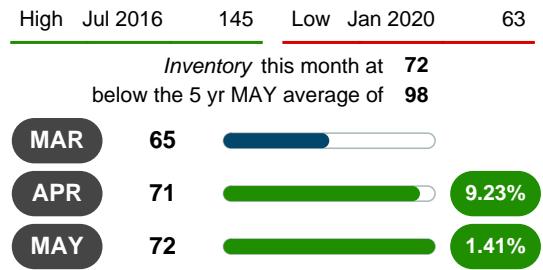


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 98



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	8	11.11%	32.5	4	3	1	0
\$60,001 - \$80,000	6	8.33%	25.5	1	5	0	0
\$80,001 - \$120,000	13	18.06%	43.0	2	7	4	0
\$120,001 - \$180,000	18	25.00%	76.5	1	13	4	0
\$180,001 - \$260,000	9	12.50%	83.0	3	4	2	0
\$260,001 - \$470,000	10	13.89%	110.0	0	7	2	1
\$470,001 and up	8	11.11%	84.5	1	1	5	1
<b>Total Active Inventory by Units</b>	<b>72</b>			<b>12</b>	<b>40</b>	<b>18</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>15,117,800</b>	<b>100%</b>	<b>75.5</b>	<b>2.10M</b>	<b>6.55M</b>	<b>5.28M</b>	<b>1.20M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$144,750</b>			<b>\$93,450</b>	<b>\$135,950</b>	<b>\$176,200</b>	<b>\$597,500</b>

# May 2020



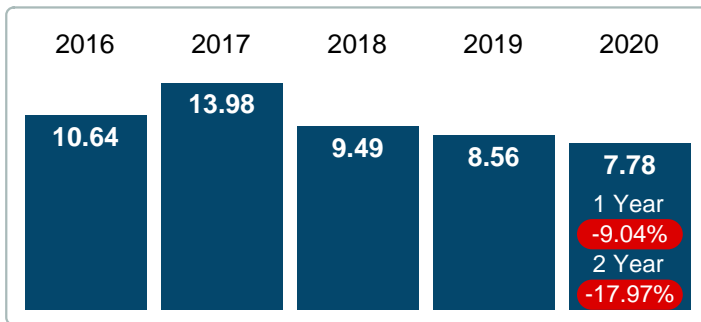
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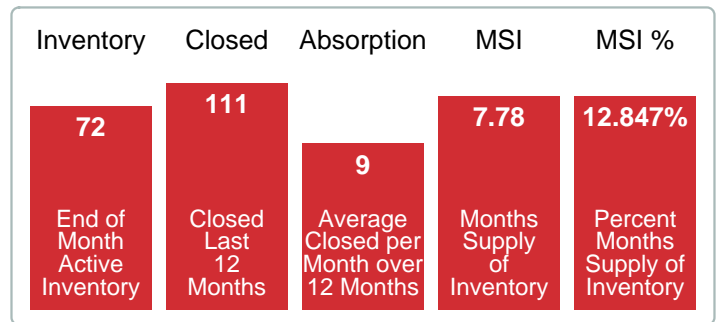
## MONTHS SUPPLY of INVENTORY (MSI)

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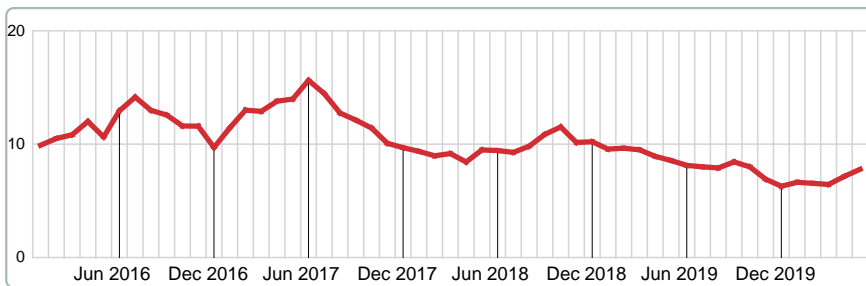
### MSI FOR MAY



### INDICATORS FOR MAY 2020

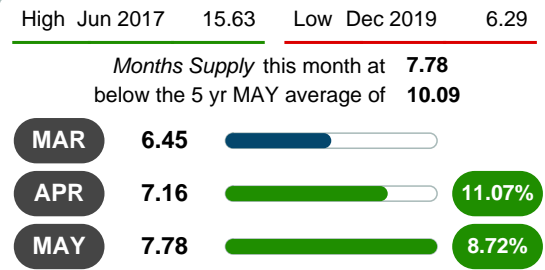


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# May 2020



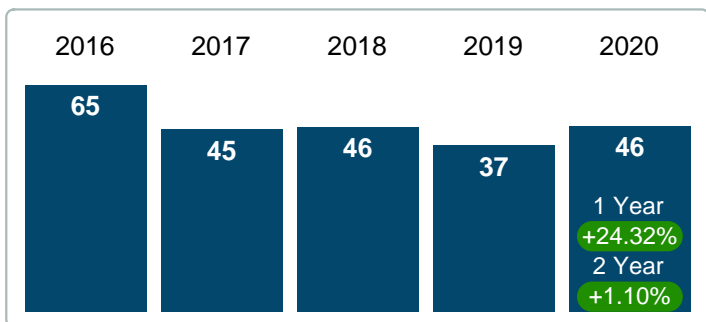
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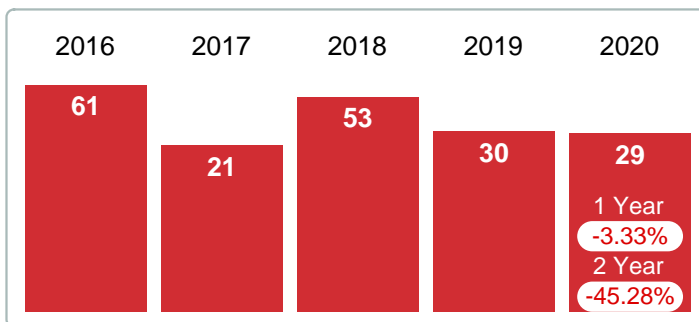
## MEDIAN DAYS ON MARKET TO SALE

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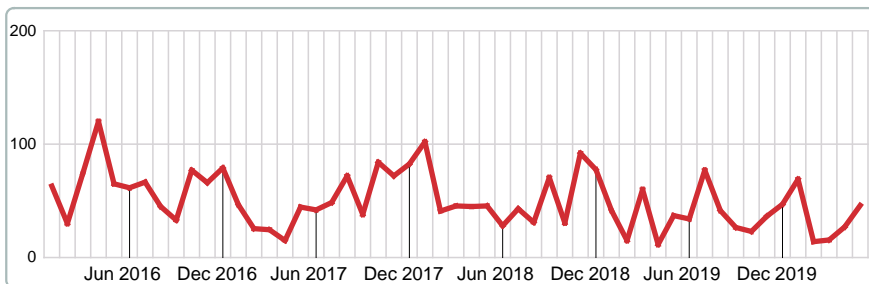
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

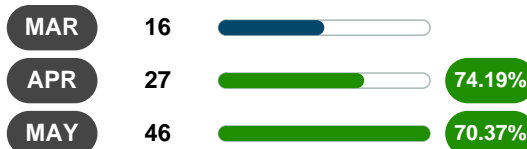


### 3 MONTHS

5 year MAY AVG = 48

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 46 below the 5 yr MAY average of 48



### 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
\$10,000 and less	1	33.33%	54	54	0	0	0
\$10,001 - \$10,000	0	0.00%	54	0	0	0	0
\$10,001 - \$90,000	1	33.33%	46	0	46	0	0
\$90,001 - \$90,000	0	0.00%	46	0	0	0	0
\$90,001 - \$220,000	1	33.33%	38	0	38	0	0
\$220,001 - \$220,000	0	0.00%	38	0	0	0	0
\$220,001 and up	0	0.00%	38	0	0	0	0
Median Closed DOM			46	54	42	0	0
Total Closed Units		100%	46.0	1	2		
Total Closed Volume			320,000	10.00K	310.00K	0.00B	0.00B



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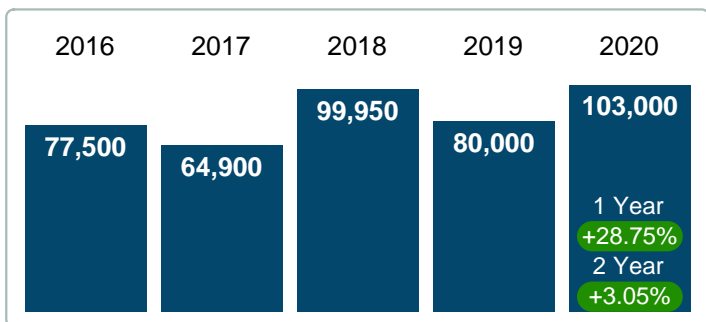
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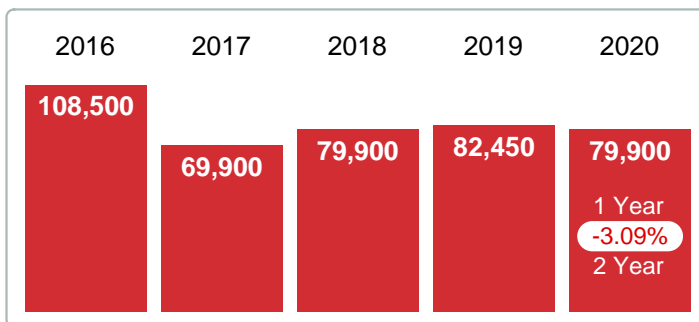
## MEDIAN LIST PRICE AT CLOSING

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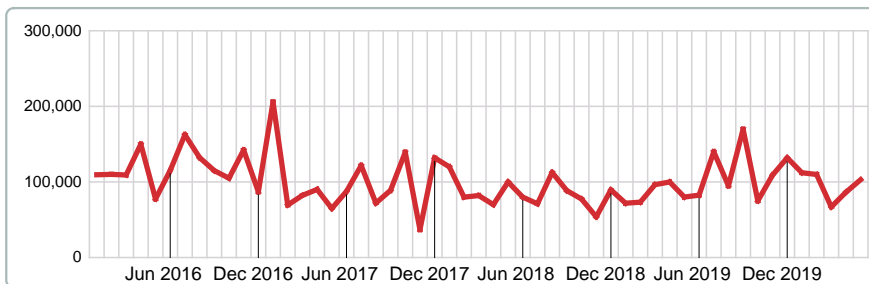
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 85,070

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

Median List Price at Closing this month at **103,000**  
 above the 5 yr MAY average of **85,070**

MAR	66,950	[Progress Bar]
APR	86,450	[Progress Bar] 29.13%
MAY	103,000	[Progress Bar] 19.14%

### 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
\$10,000 and less	0	0.00%	38	0	0	0	0
\$10,001 - \$10,000	0	0.00%	38	0	0	0	0
\$10,001 - \$90,000	1	33.33%	24,000	24,000	0	0	0
\$90,001 - \$90,000	0	0.00%	24,000	0	0	0	0
\$90,001 - \$220,000	1	33.33%	103,000	0	103,000	0	0
\$220,001 - \$220,000	0	0.00%	103,000	0	0	0	0
\$220,001 and up	1	33.33%	227,500	0	227,500	0	0
Median List Price			103,000	24,000	165,250	0	0
Total Closed Units		100%	103,000	1	2		
Total Closed Volume			354,500	24.00K	330.50K	0.00B	0.00B



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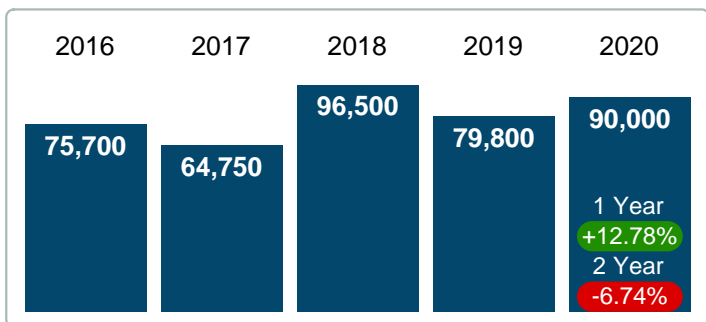
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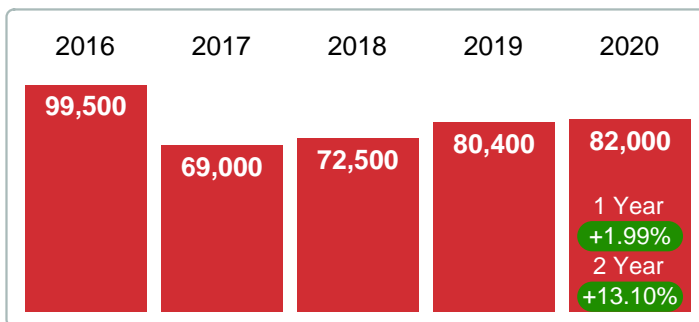
## MEDIAN SOLD PRICE AT CLOSING

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### MAY



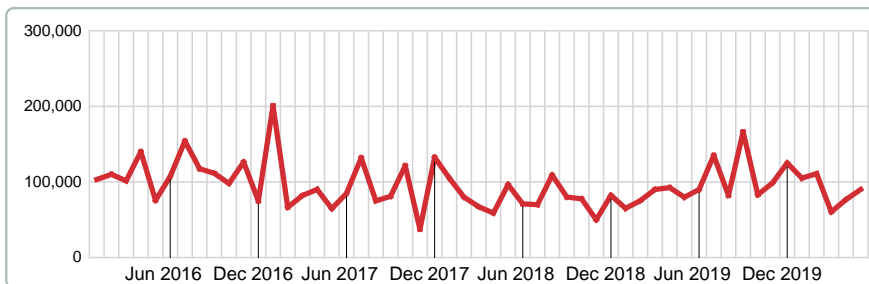
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

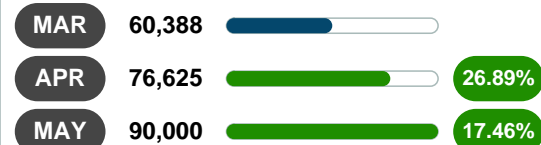
### 3 MONTHS

5 year MAY AVG = 81,350



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

Median Sold Price at Closing this month at **90,000**  
 above the 5 yr MAY average of **81,350**



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

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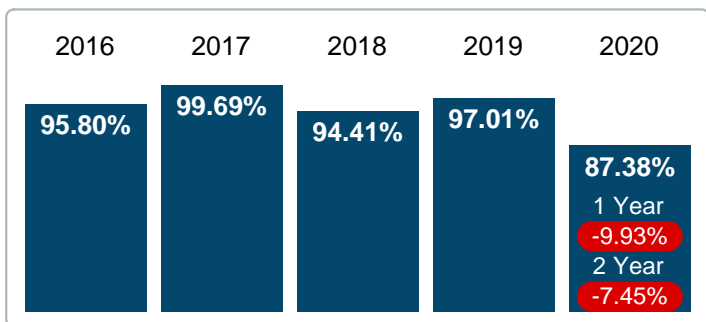
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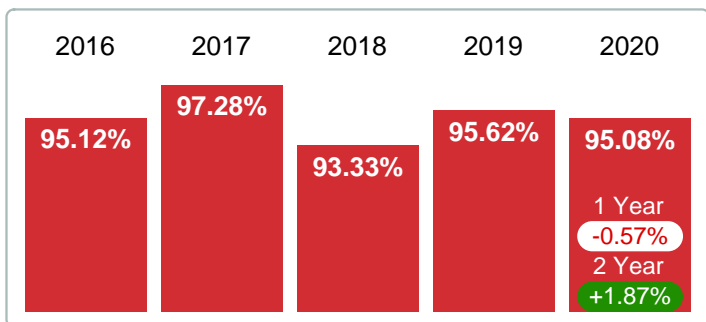
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

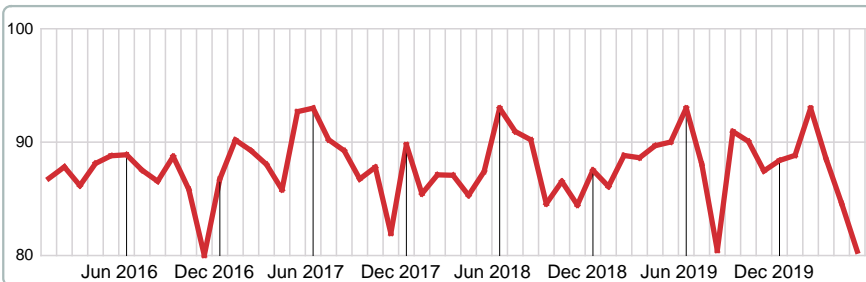
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

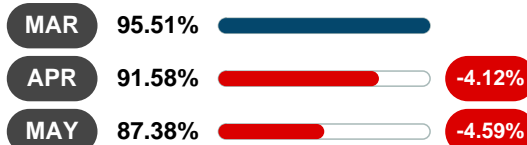


### 3 MONTHS

5 year MAY AVG = 94.86%

High Feb 2020 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **87.38%**  
below the 5 yr MAY average of **94.86%**



### 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
\$10,000 and less	1	33.33%	41.67%	41.67%	0.00%	0.00%	0.00%
\$10,001 - \$10,000	0	0.00%	41.67%	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%	87.38%	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%	96.70%	0.00%	0.00%	0.00%	0.00%
\$220,001 and up	0	0.00%	96.70%	0.00%	0.00%	0.00%	0.00%
Median Sold/List Ratio		87.38%		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



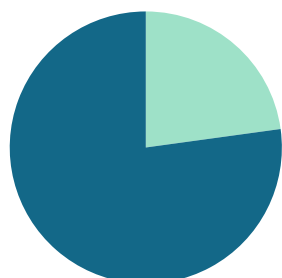
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

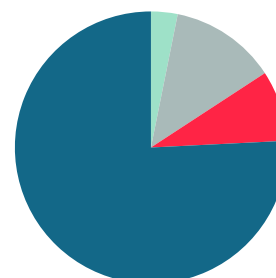


**Inventory**  
 New Listings  
**21 = 22.83%**  
 Start Inventory  
**71**  
 Total Inventory Units  
**92**  
 Volume  
**\$18,489,894**

### 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%
Median List Price	80,000	103,000	28.75%	82,450	79,900	-3.09%
Median Sale Price	79,800	90,000	12.78%	80,400	82,000	1.99%
Median Percent of Selling Price to List Price	97.01%	87.38%	-9.93%	95.62%	95.08%	-0.57%
Median Days on Market to Sale	37.00	46.00	24.32%	30.00	29.00	-3.33%
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

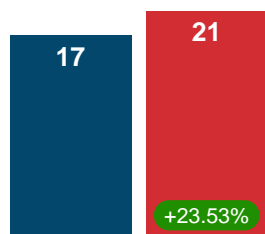
**Inventory** on May 31, 2020 = **72**

**2019** **2020**

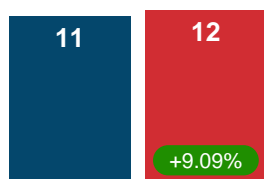
### MAY MARKET

### MEDIAN PRICES

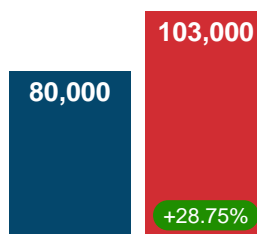
#### New Listings



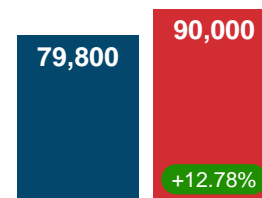
#### Pending Listings



#### List Price



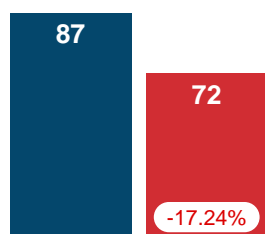
#### Sale Price



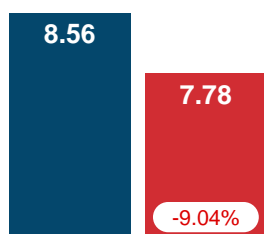
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

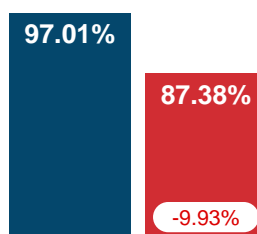
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

