

October 2020



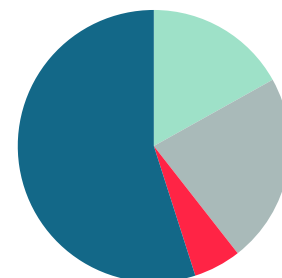
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	9	12	33.33%
Pending Listings	11	16	45.45%
New Listings	19	15	-21.05%
Average List Price	141,461	152,942	8.12%
Average Sale Price	131,972	145,542	10.28%
Average Percent of Selling Price to List Price	95.73%	96.21%	0.50%
Average Days on Market to Sale	69.22	74.67	7.87%
End of Month Inventory	80	39	-51.25%
Months Supply of Inventory	8.00	3.66	-54.30%



■ Closed (16.90%)
■ Pending (22.54%)
■ Other OffMarket (5.63%)
■ Active (54.93%)

Absorption: Last 12 months, an Average of **11** Sales/Month
Active Inventory as of October 31, 2020 = **39**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **51.25%** to 39 existing homes available for sale. Over the last 12 months this area has had an average of 11 closed sales per month. This represents an unsold inventory index of **3.66** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **10.28%** in October 2020 to \$145,542 versus the previous year at \$131,972.

Average Days on Market Lengthens

The average number of **74.67** days that homes spent on the market before selling increased by 5.44 days or **7.87%** in October 2020 compared to last year's same month at **69.22** DOM.

Sales Success for October 2020 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 15 New Listings in October 2020, down **21.05%** from last year at 19. Furthermore, there were 12 Closed Listings this month versus last year at 9, a **33.33%** increase.

Closed versus Listed trends yielded a **80.0%** ratio, up from previous year's, October 2019, at **47.4%**, a **68.89%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

October 2020



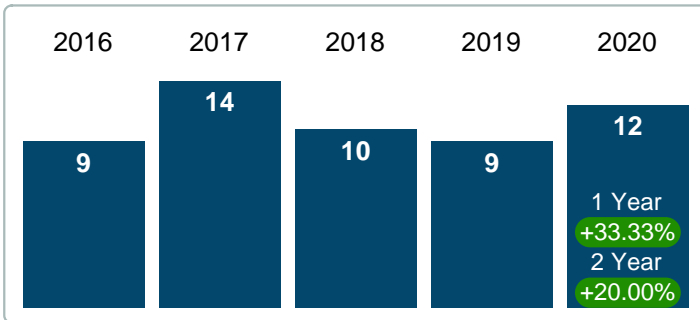
Area Delimited by County Of Sequoyah - Residential Property Type



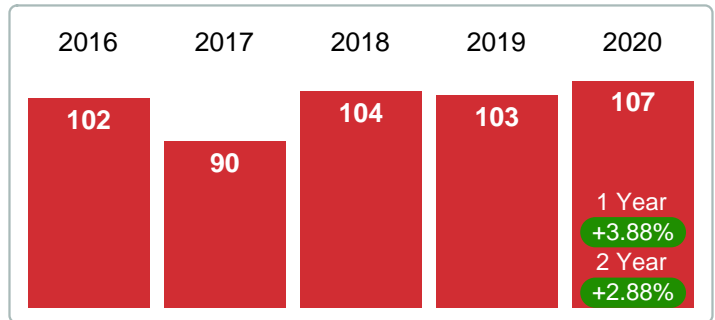
CLOSED LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

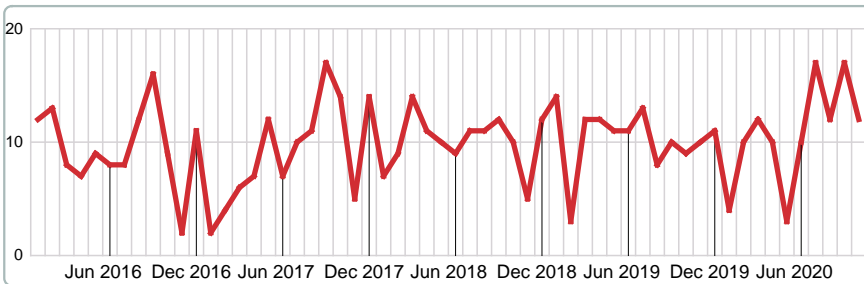
OCTOBER



YEAR TO DATE (YTD)

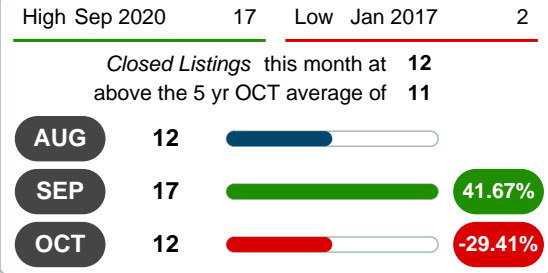


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	0	0.00%	0.0	0	0	0	0
\$20,001 - \$40,000	3	25.00%	48.3	0	3	0	0
\$40,001 - \$120,000	1	8.33%	15.0	1	0	0	0
\$120,001 - \$190,000	3	25.00%	78.0	0	3	0	0
\$190,001 - \$220,000	3	25.00%	113.3	1	2	0	0
\$220,001 - \$240,000	0	0.00%	0.0	0	0	0	0
\$240,001 and up	2	16.67%	81.0	0	2	0	0
Total Closed Units	12			2	10	0	0
Total Closed Volume	1,746,500	100%	74.7	285.00K	1.46M	0.00B	0.00B
Average Closed Price	\$145,542			\$142,500	\$146,150	\$0	\$0

October 2020



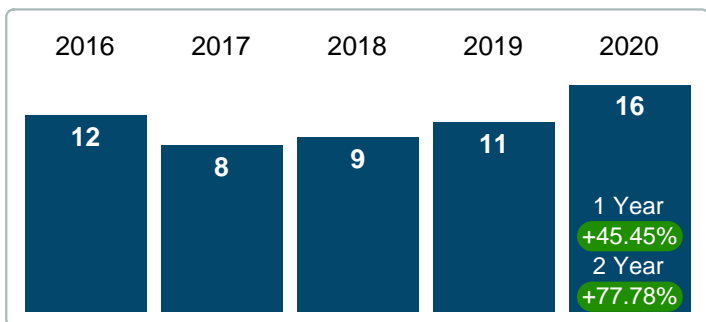
Area Delimited by County Of Sequoyah - Residential Property Type



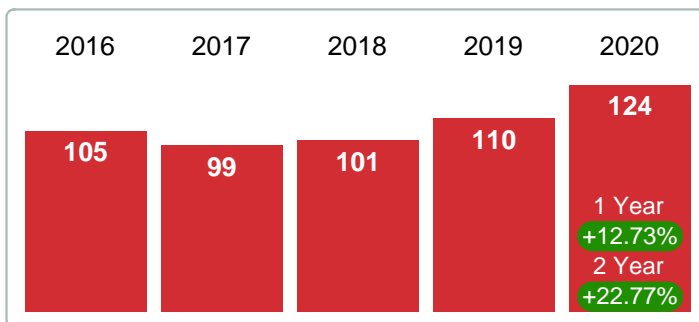
PENDING LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

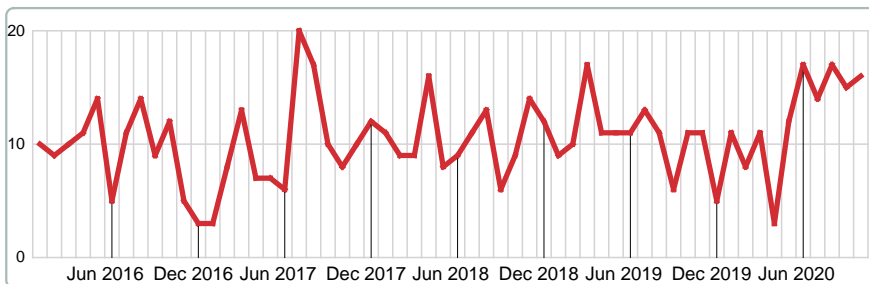
OCTOBER



YEAR TO DATE (YTD)

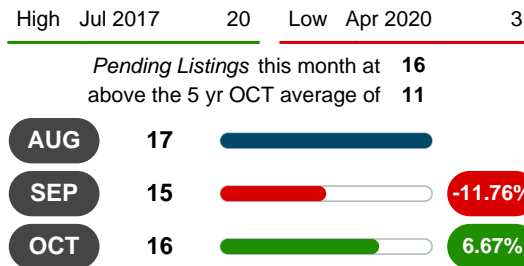


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 11



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	3	18.75%	122.0	0	3	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	7	43.75%	63.0	1	2	4	0
\$150,001 - \$225,000	2	12.50%	110.5	0	1	1	0
\$225,001 - \$650,000	2	12.50%	159.5	1	1	0	0
\$650,001 and up	2	12.50%	95.5	0	0	2	0
Total Pending Units	16			2	7	7	0
Total Pending Volume	3,697,900	100%	92.5	339.90K	1.19M	2.17M	0.00B
Average Listing Price	\$241,867			\$169,950	\$169,386	\$310,329	\$0

October 2020



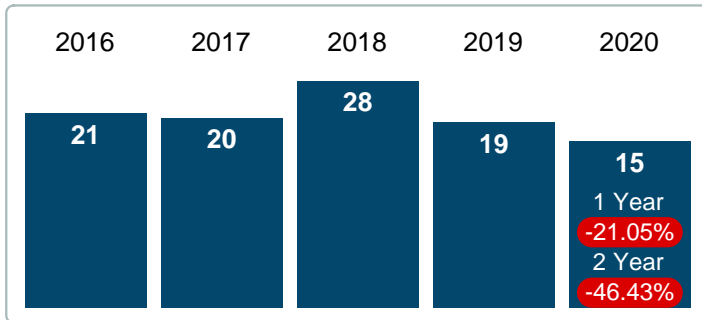
Area Delimited by County Of Sequoyah - Residential Property Type



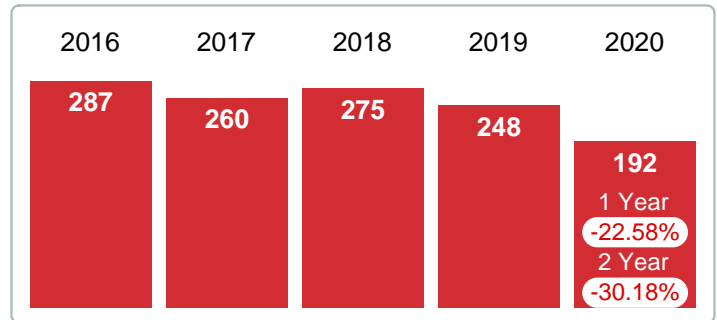
NEW LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

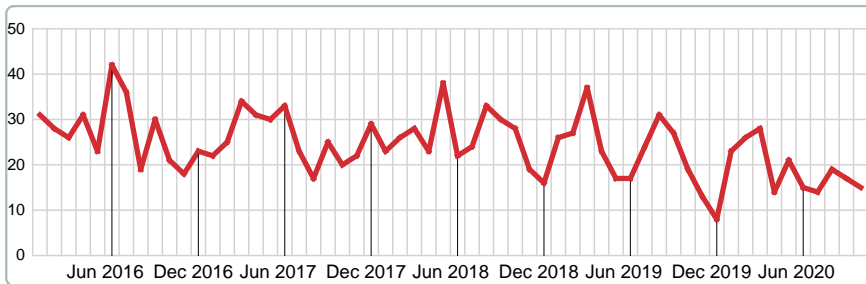
OCTOBER



YEAR TO DATE (YTD)

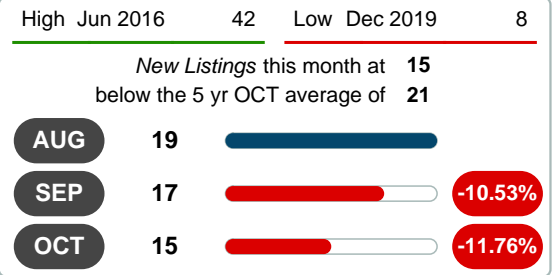


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 21



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	1	6.67%	1	0	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$75,000	3	20.00%	2	1	0	0
\$75,001 - \$175,000	5	33.33%	0	3	2	0
\$175,001 - \$350,000	2	13.33%	1	1	0	0
\$350,001 - \$850,000	3	20.00%	1	2	0	0
\$850,001 and up	1	6.67%	1	0	0	0
Total New Listed Units	15		6	7	2	0
Total New Listed Volume	4,173,500	100%	2.20M	1.72M	255.00K	0.00B
Average New Listed Listing Price	\$154,856		\$366,383	\$245,743	\$127,500	\$0

October 2020



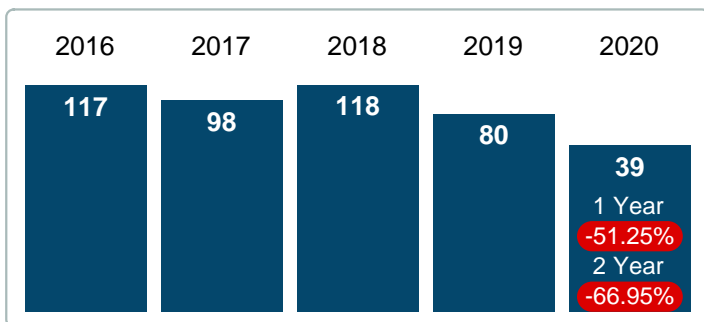
Area Delimited by County Of Sequoyah - Residential Property Type



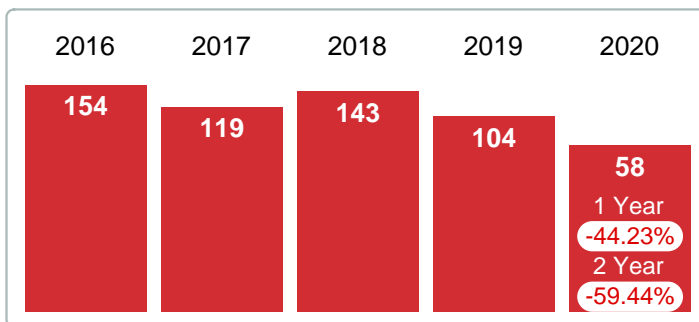
ACTIVE INVENTORY

Report produced on Jul 31, 2023 for MLS Technology Inc.

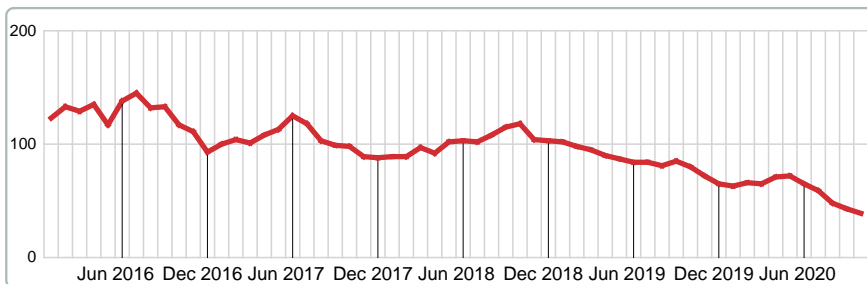
END OF OCTOBER



ACTIVE DURING OCTOBER

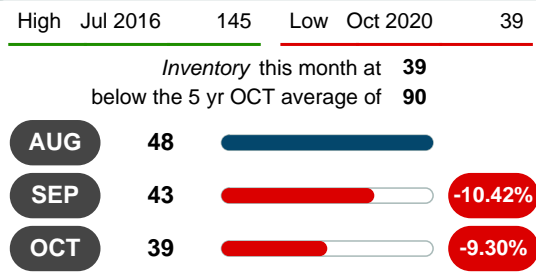


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 90



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	3	7.69%	75.7	2	1	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	11	28.21%	71.6	3	7	1	0
\$100,001 - \$250,000	10	25.64%	81.6	0	8	2	0
\$250,001 - \$350,000	5	12.82%	61.6	1	3	1	0
\$350,001 - \$800,000	7	17.95%	35.1	1	4	0	2
\$800,001 and up	3	7.69%	103.3	3	0	0	0
Total Active Inventory by Units	39			10	23	4	2
Total Active Inventory by Volume	10,242,394	100%	69.1	3.49M	4.77M	781.90K	1.20M
Average Active Inventory Listing Price	\$262,625			\$348,720	\$207,535	\$195,475	\$600,000

October 2020



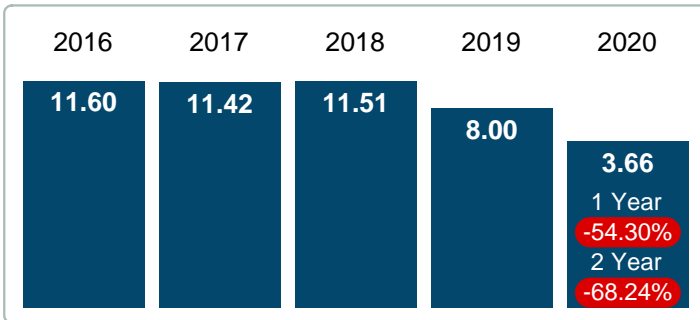
Area Delimited by County Of Sequoyah - Residential Property Type



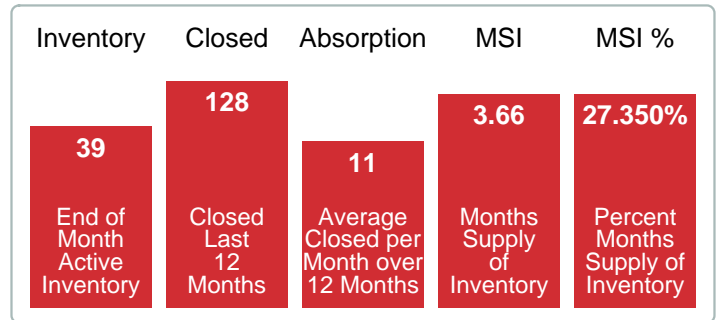
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 31, 2023 for MLS Technology Inc.

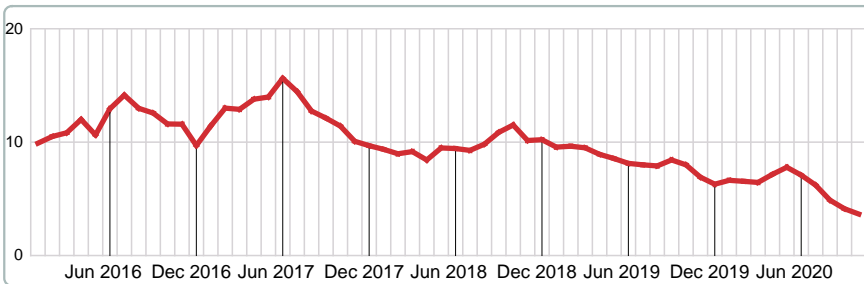
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

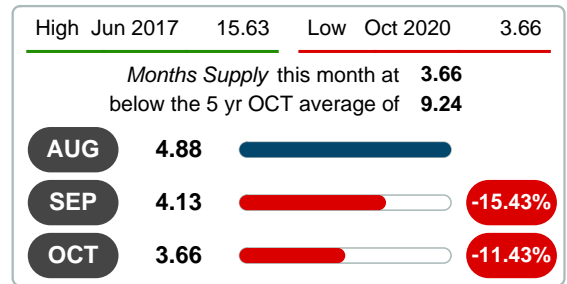


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 9.24



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	3	7.69%	1.44	2.40	0.92	0.00	0.00
\$50,001 - \$50,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$50,001 - \$100,000	11	28.21%	3.57	4.00	3.65	3.00	0.00
\$100,001 - \$250,000	10	25.64%	2.14	0.00	2.46	3.43	0.00
\$250,001 - \$350,000	5	12.82%	8.57	12.00	9.00	6.00	0.00
\$350,001 - \$800,000	7	17.95%	28.00	0.00	24.00	0.00	24.00
\$800,001 and up	3	7.69%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			3.66	4.44	3.41	3.20	4.80
Total Active Inventory by Units		100%	3.66	10	23	4	2

October 2020



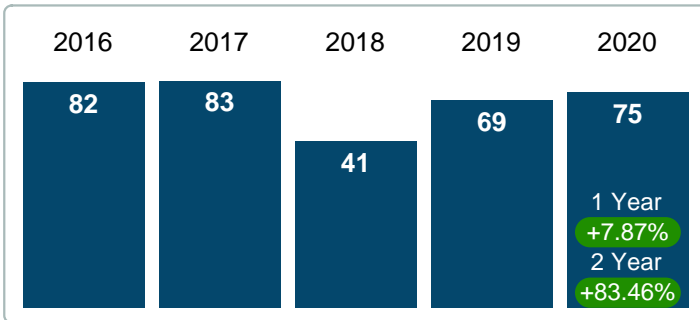
Area Delimited by County Of Sequoyah - Residential Property Type



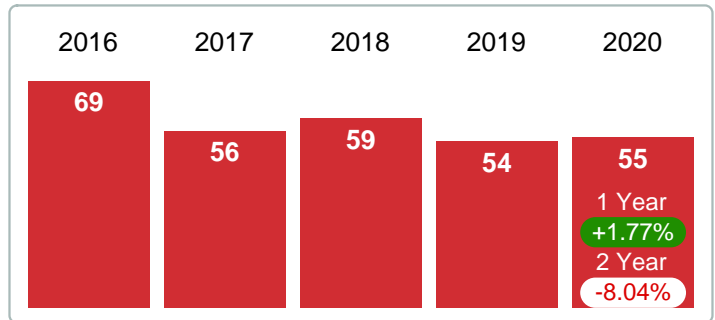
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 31, 2023 for MLS Technology Inc.

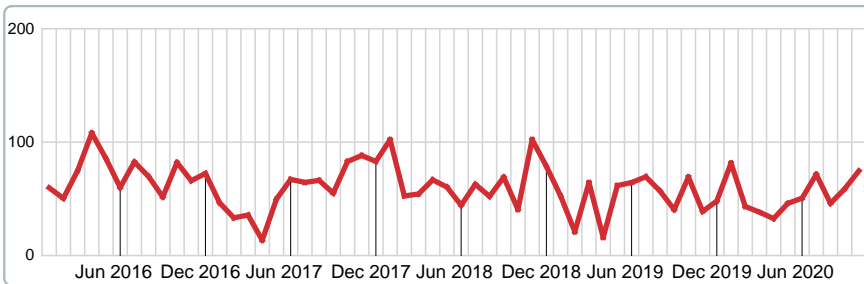
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

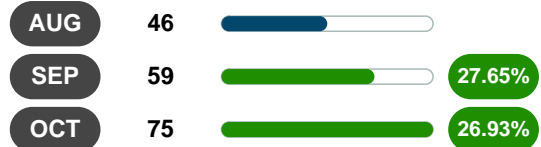


3 MONTHS

5 year OCT AVG = 70

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 75 above the 5 yr OCT average of 70



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
\$20,000 and less	0.00%	0	0	0	0	0
\$20,001 - \$40,000	25.00%	48	0	48	0	0
\$40,001 - \$120,000	8.33%	15	15	0	0	0
\$120,001 - \$190,000	25.00%	78	0	78	0	0
\$190,001 - \$220,000	25.00%	113	273	34	0	0
\$220,001 - \$240,000	0.00%	0	0	0	0	0
\$240,001 and up	16.67%	81	0	81	0	0
Average Closed DOM		75	144	61	0	0
Total Closed Units	100%	75	2	10		
Total Closed Volume		1,746,500	285.00K	1.46M	0.00B	0.00B

October 2020



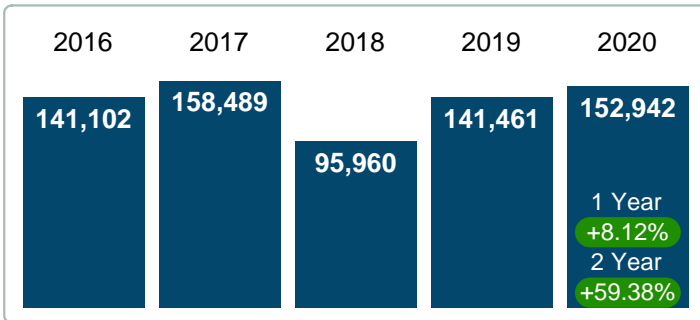
Area Delimited by County Of Sequoyah - Residential Property Type



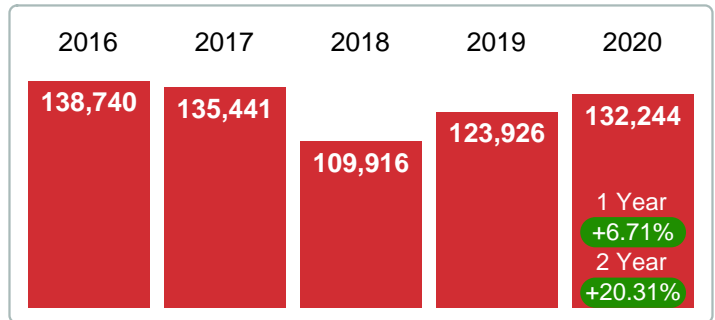
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 31, 2023 for MLS Technology Inc.

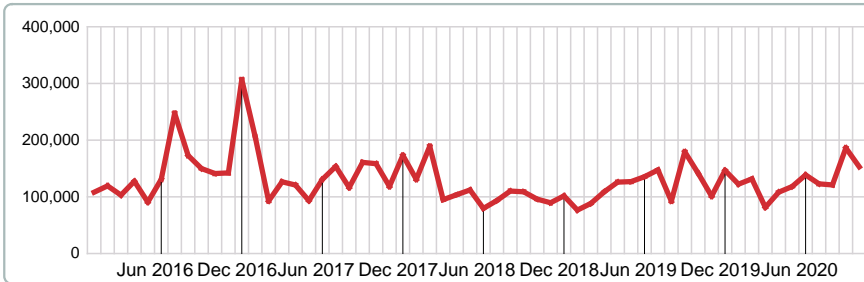
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

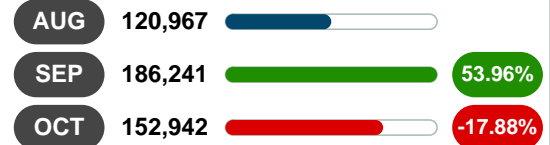


3 MONTHS

5 year OCT AVG = 137,991

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

Average List Price at Closing this month at **152,942**
above the 5 yr OCT average of **137,991**



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
\$25,000 and less	8.33%	25,000	0	25,000	0	0
\$25,001 - \$25,000	0.00%	0	0	0	0	0
\$25,001 - \$125,000	33.33%	69,225	94,900	36,500	0	0
\$125,001 - \$175,000	16.67%	139,700	0	129,467	0	0
\$175,001 - \$200,000	0.00%	0	0	205,000	0	0
\$200,001 - \$225,000	8.33%	205,000	240,000	230,000	0	0
\$225,001 and up	33.33%	262,250	0	289,500	0	0
Average List Price		152,942	167,450	150,040	0	0
Total Closed Units	100%	152,942	2	10		
Total Closed Volume		1,835,298	334.90K	1.50M	0.00B	0.00B

October 2020



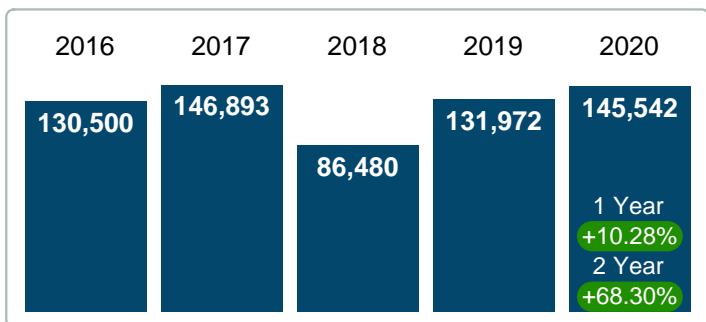
Area Delimited by County Of Sequoyah - Residential Property Type



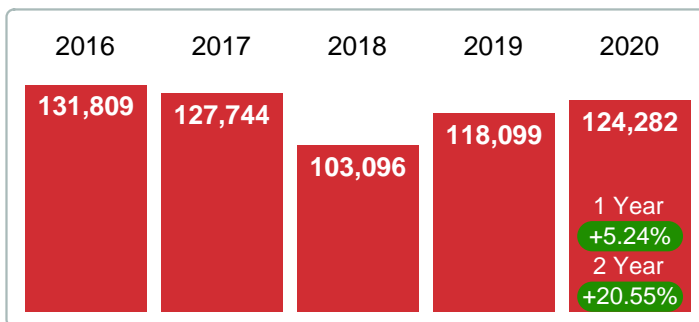
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 31, 2023 for MLS Technology Inc.

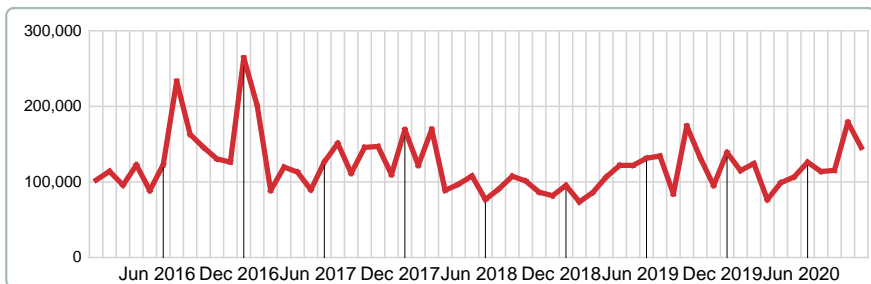
OCTOBER



YEAR TO DATE (YTD)

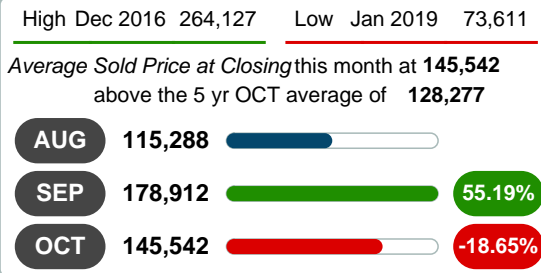


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 128,277



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
\$20,000 and less	0.00%	0	0	0	0	0
\$20,001 - \$40,000	25.00%	31,000	0	31,000	0	0
\$40,001 - \$120,000	8.33%	65,000	65,000	0	0	0
\$120,001 - \$190,000	25.00%	142,833	0	142,833	0	0
\$190,001 - \$220,000	25.00%	208,333	220,000	202,500	0	0
\$220,001 - \$240,000	0.00%	0	0	0	0	0
\$240,001 and up	16.67%	267,500	0	267,500	0	0
Average Sold Price		145,542	142,500	146,150	0	0
Total Closed Units	100%	145,542	2	10		
Total Closed Volume		1,746,500	285.00K	1.46M	0.00B	0.00B

October 2020



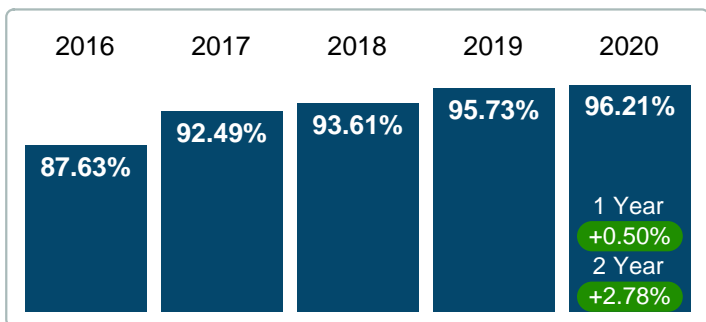
Area Delimited by County Of Sequoyah - Residential Property Type



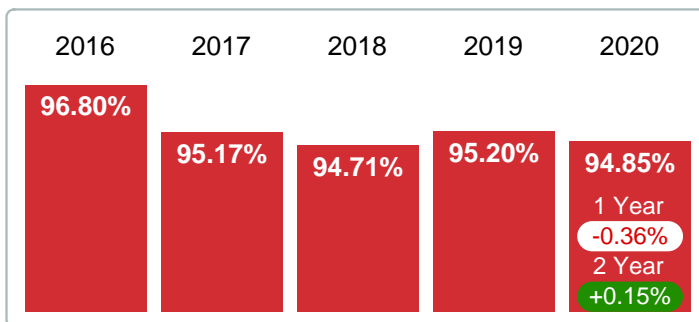
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 31, 2023 for MLS Technology Inc.

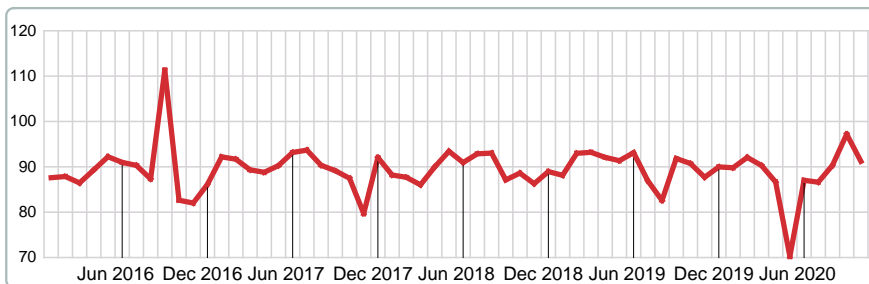
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

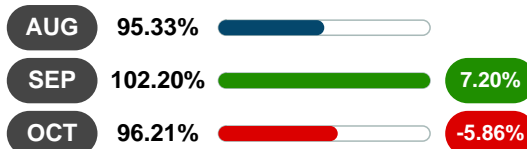


3 MONTHS

5 year OCT AVG = 93.13%

High Sep 2016 116.31% Low May 2020 75.25%

Average Sold/List Ratio this month at **96.21%**
above the 5 yr OCT average of **93.13%**



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
\$20,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$20,001 - \$40,000	3	25.00%	94.95%	0.00%	94.95%	0.00%	0.00%
\$40,001 - \$120,000	1	8.33%	68.49%	68.49%	0.00%	0.00%	0.00%
\$120,001 - \$190,000	3	25.00%	112.31%	0.00%	112.31%	0.00%	0.00%
\$190,001 - \$220,000	3	25.00%	92.70%	91.67%	93.21%	0.00%	0.00%
\$220,001 - \$240,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$240,001 and up	2	16.67%	93.07%	0.00%	93.07%	0.00%	0.00%
Average Sold/List Ratio		96.20%		80.08%	99.43%	0.00%	0.00%
Total Closed Units		12	100%	2	10		
Total Closed Volume		1,746,500		285.00K	1.46M	0.00B	0.00B

October 2020



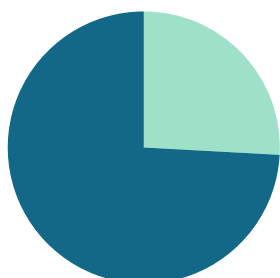
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

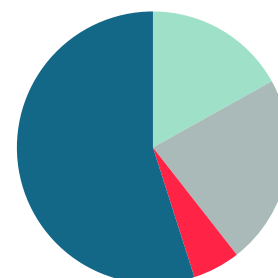


Inventory
 New Listings
15 = 25.86%
 Start Inventory
43
 Total Inventory Units
58
 Volume
\$15,029,394

Market Activity

Closed Sales
12 = 16.90%
 Pending Sales
16 = 22.54%
 Other Off Market
4 = 5.63%
 Active Inventory
39 = 54.93%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	9	12	33.33%	103	107	3.88%
Pending Sales	11	16	45.45%	110	124	12.73%
New Listings	19	15	-21.05%	248	192	-22.58%
Average List Price	141,461	152,942	8.12%	123,926	132,244	6.71%
Average Sale Price	131,972	145,542	10.28%	118,099	124,282	5.24%
Average Percent of Selling Price to List Price	95.73%	96.21%	0.50%	95.20%	94.85%	-0.36%
Average Days on Market to Sale	69.22	74.67	7.87%	53.75	54.70	1.77%
Monthly Inventory	80	39	-51.25%	80	39	-51.25%
Months Supply of Inventory	8.00	3.66	-54.30%	8.00	3.66	-54.30%

Absorption: Last 12 months, an Average of 11 Sales/Month

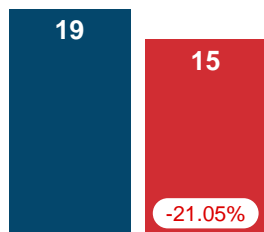
Inventory on October 31, 2020 = 39

2019 2020

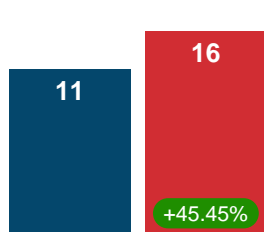
OCTOBER MARKET

AVERAGE PRICES

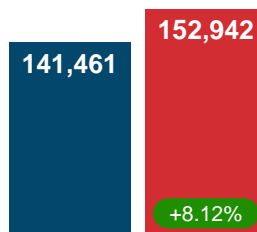
New Listings



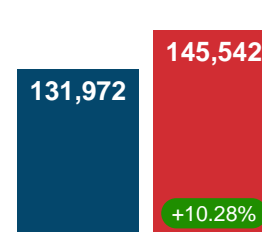
Pending Listings



List Price



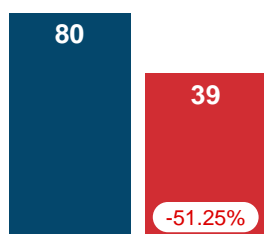
Sale Price



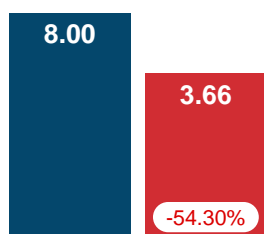
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

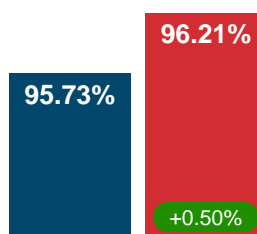
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

