

September 2020



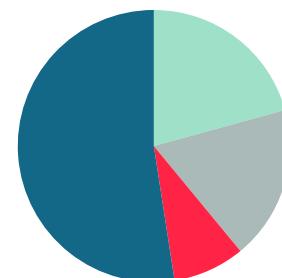
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	10	17	70.00%
Pending Listings	6	15	150.00%
New Listings	27	17	-37.04%
Average List Price	179,390	186,241	3.82%
Average Sale Price	174,020	178,912	2.81%
Average Percent of Selling Price to List Price	96.84%	102.20%	5.54%
Average Days on Market to Sale	40.50	58.82	45.24%
End of Month Inventory	85	43	-49.41%
Months Supply of Inventory	8.43	4.13	-51.03%



■ Closed (20.73%)
■ Pending (18.29%)
■ Other OffMarket (8.54%)
■ Active (52.44%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of September 30, 2020 = **43**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **49.41%** to 43 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 **4.13** 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 **2.81%** in September 2020 to \$178,912 versus the previous year at \$174,020.

Average Days on Market Lengthens

The average number of **58.82** days that homes spent on the market before selling increased by 18.32 days or **45.24%** in September 2020 compared to last year's same month at **40.50** DOM.

Sales Success for September 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 17 New Listings in September 2020, down **37.04%** from last year at 27. Furthermore, there were 17 Closed Listings this month versus last year at 10, a **70.00%** increase.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, September 2019, at **37.0%**, a **170.00%** 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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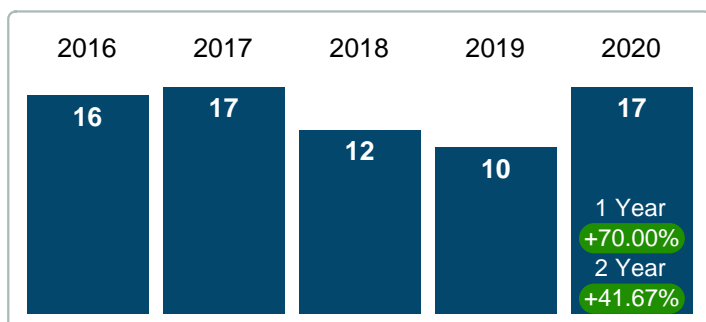
Area Delimited by County Of Sequoyah - Residential Property Type



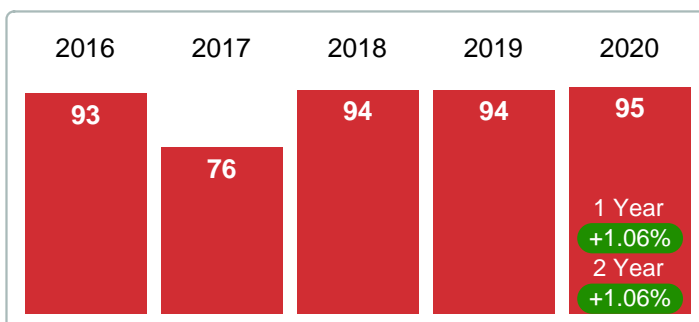
CLOSED LISTINGS

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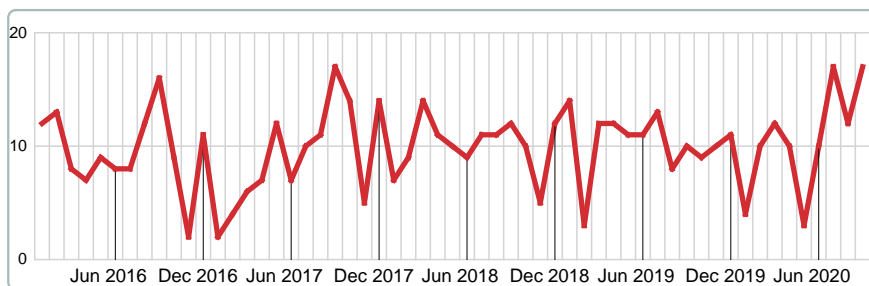
SEPTEMBER



YEAR TO DATE (YTD)

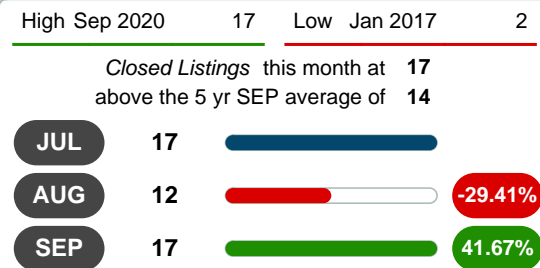


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 14



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	3	17.65%	18.0	1	2	0	0
\$75,001-\$125,000	3	17.65%	78.7	1	1	1	0
\$125,001-\$175,000	4	23.53%	31.8	0	4	0	0
\$175,001-\$275,000	3	17.65%	104.3	0	2	1	0
\$275,001-\$375,000	3	17.65%	73.7	0	1	1	1
\$375,001 and up	1	5.88%	49.0	0	1	0	0
Total Closed Units	17			2	11	3	1
Total Closed Volume	3,041,500	100%	58.8	135.00K	1.91M	624.50K	375.00K
Average Closed Price	\$178,912			\$67,500	\$173,364	\$208,167	\$375,000

September 2020



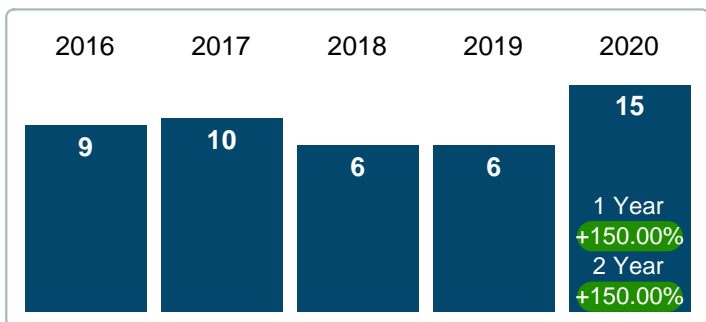
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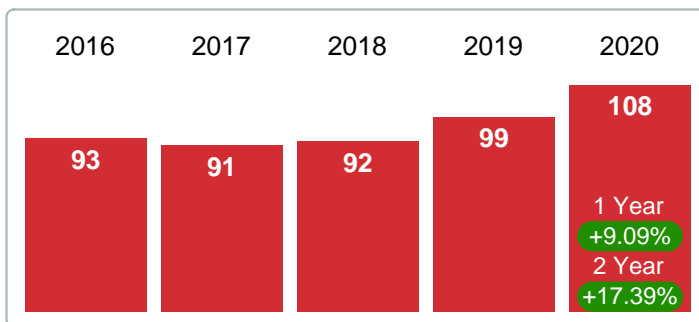
PENDING LISTINGS

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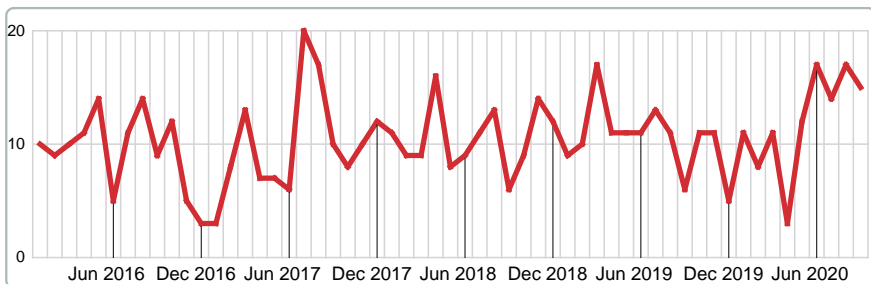
SEPTEMBER



YEAR TO DATE (YTD)

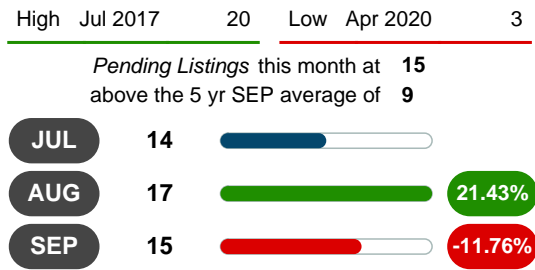


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 9



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	3	20.00%	57.7	0	3	0	0
\$75,001 - \$125,000	1	6.67%	102.0	0	1	0	0
\$125,001 - \$200,000	5	33.33%	92.4	1	4	0	0
\$200,001 - \$225,000	1	6.67%	47.0	0	1	0	0
\$225,001 - \$250,000	3	20.00%	13.3	0	2	1	0
\$250,001 and up	2	13.33%	55.5	0	1	1	0
Total Pending Units	15			1	12	2	0
Total Pending Volume	2,658,498	100%	62.3	179.00K	1.80M	678.90K	0.00B
Average Listing Price	\$177,233			\$179,000	\$150,050	\$339,450	\$0

September 2020



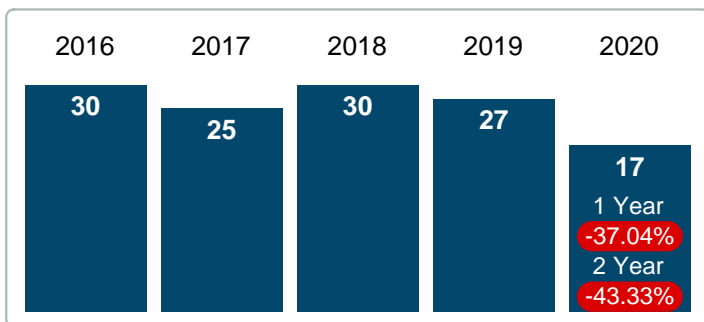
Area Delimited by County Of Sequoyah - Residential Property Type



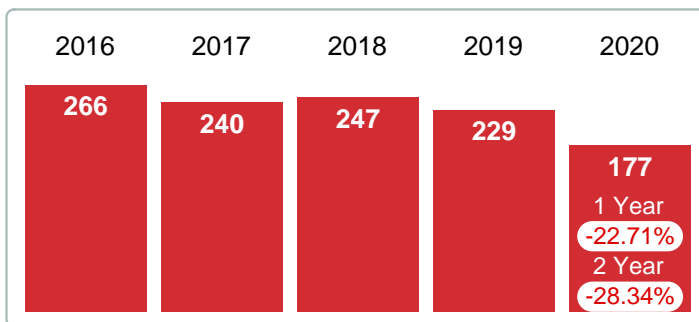
NEW LISTINGS

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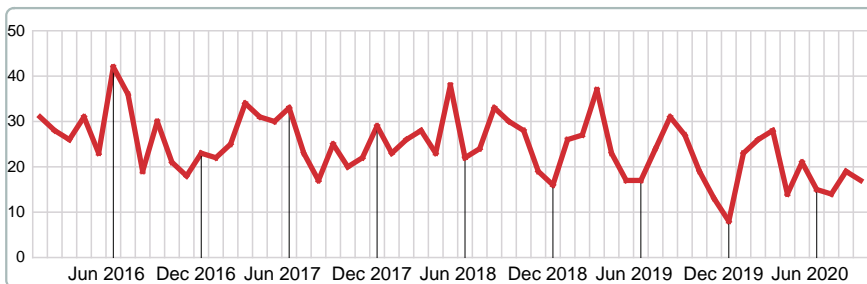
SEPTEMBER



YEAR TO DATE (YTD)

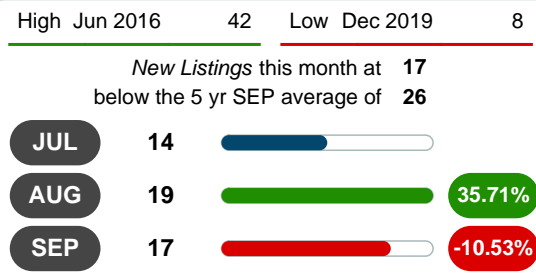


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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	1	5.88%	0	1	0	0
\$50,001 - \$75,000	2	11.76%	1	0	1	0
\$75,001 - \$175,000	3	17.65%	1	1	1	0
\$175,001 - \$225,000	4	23.53%	1	3	0	0
\$225,001 - \$375,000	2	11.76%	1	1	0	0
\$375,001 - \$800,000	4	23.53%	0	2	0	2
\$800,001 and up	1	5.88%	0	0	1	0
Total New Listed Units	17		4	8	3	2
Total New Listed Volume	4,726,597	100%	688.80K	1.78M	1.06M	1.20M
Average New Listed Listing Price	\$306,978		\$172,200	\$221,975	\$354,000	\$600,000

September 2020



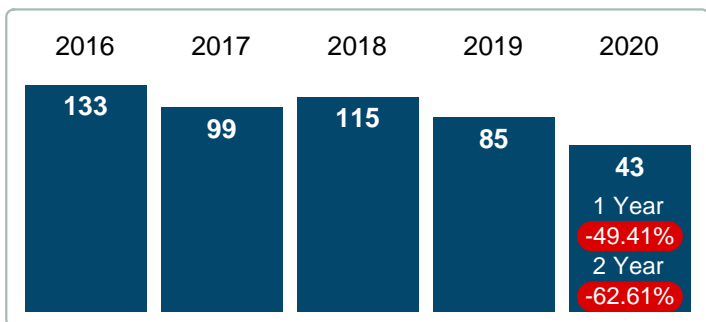
Area Delimited by County Of Sequoyah - Residential Property Type



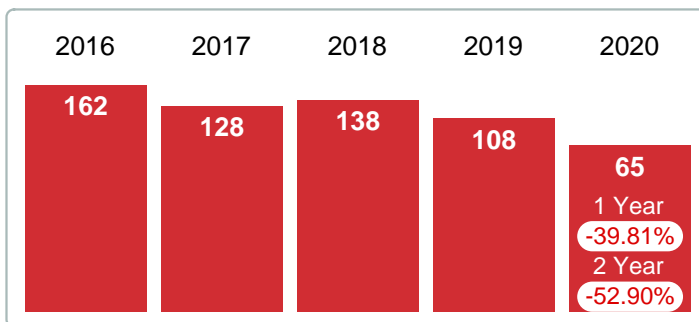
ACTIVE INVENTORY

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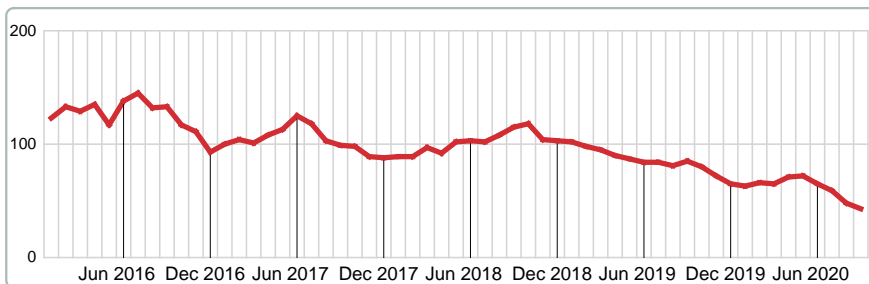
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

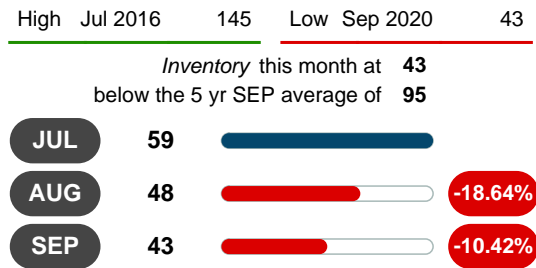


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 95



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	2	4.65%	70.0	1	1	0	0
\$50,001 - \$75,000	7	16.28%	87.6	2	4	1	0
\$75,001 - \$125,000	7	16.28%	85.4	1	4	2	0
\$125,001 - \$175,000	7	16.28%	99.4	0	4	3	0
\$175,001 - \$350,000	10	23.26%	68.9	1	7	2	0
\$350,001 - \$650,000	5	11.63%	18.6	1	3	0	1
\$650,001 and up	5	11.63%	116.2	1	0	3	1
Total Active Inventory by Units	43			7	23	11	2
Total Active Inventory by Volume	10,855,894	100%	79.3	1.68M	4.30M	3.67M	1.20M
Average Active Inventory Listing Price	\$252,463			\$240,543	\$187,126	\$333,473	\$600,000

September 2020



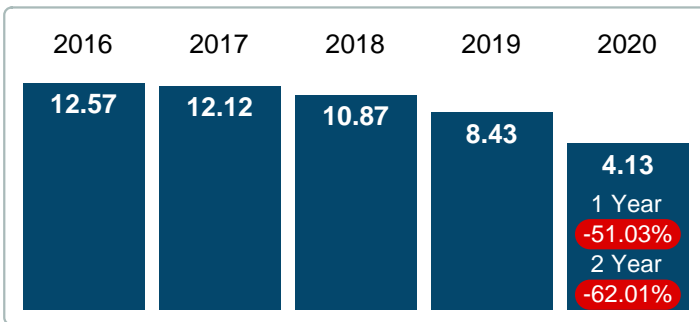
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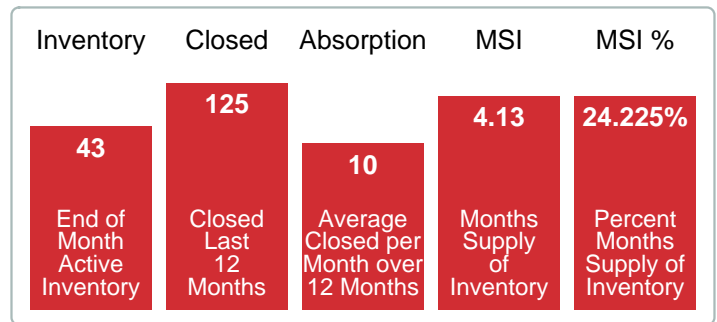
MONTHS SUPPLY of INVENTORY (MSI)

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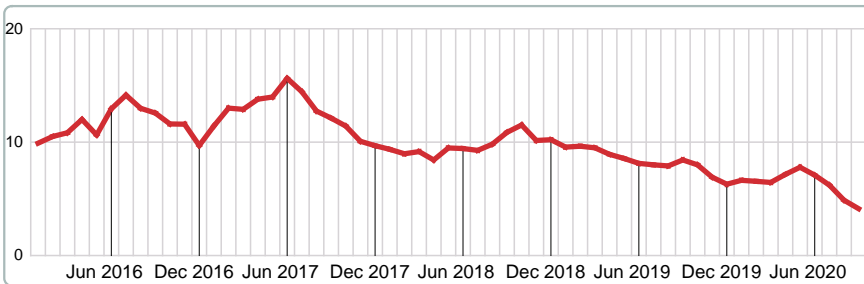
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

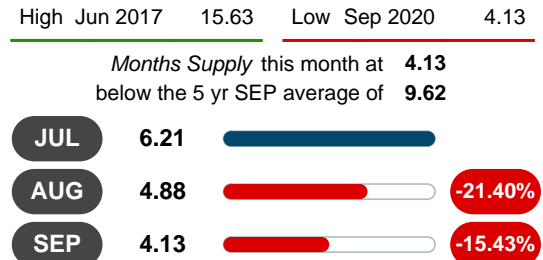


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 9.62



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	2	4.65%	0.96	1.09	1.00	0.00	0.00
\$50,001 - \$75,000	7	16.28%	5.60	6.00	4.80	12.00	0.00
\$75,001 - \$125,000	7	16.28%	2.40	1.33	2.29	6.00	0.00
\$125,001 - \$175,000	7	16.28%	3.23	0.00	2.40	12.00	0.00
\$175,001 - \$350,000	10	23.26%	5.71	4.00	8.40	4.80	0.00
\$350,001 - \$650,000	5	11.63%	20.00	0.00	18.00	0.00	12.00
\$650,001 and up	5	11.63%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			4.13	2.90	3.68	8.80	4.00
Total Active Inventory by Units		100%	43	7	23	11	2

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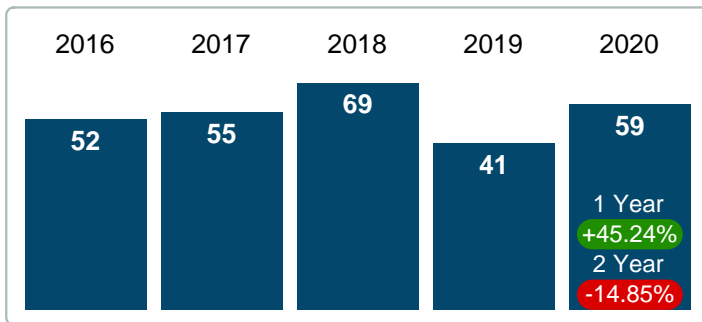
Area Delimited by County Of Sequoyah - Residential Property Type



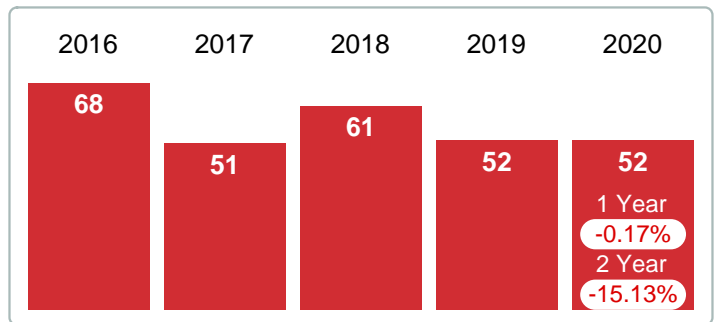
AVERAGE DAYS ON MARKET TO SALE

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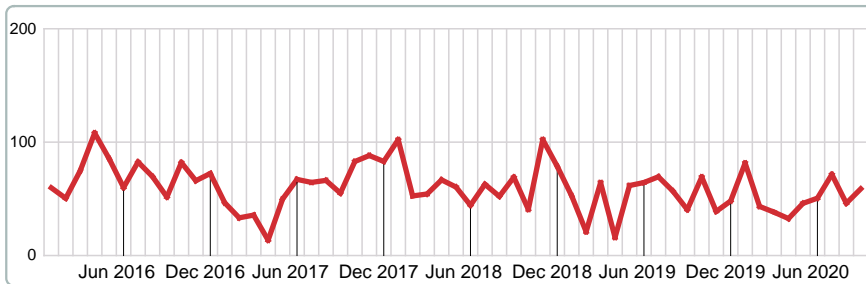
SEPTEMBER



YEAR TO DATE (YTD)

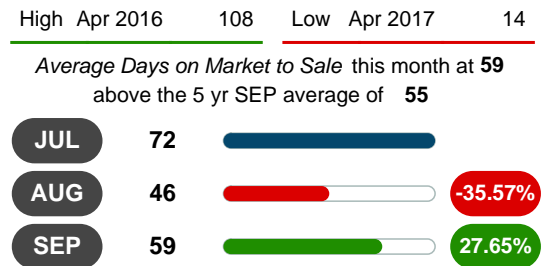


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 55



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	3	17.65%	18	11	22	0	0
\$75,001-\$125,000	3	17.65%	79	16	137	83	0
\$125,001-\$175,000	4	23.53%	32	0	32	0	0
\$175,001-\$275,000	3	17.65%	104	0	129	55	0
\$275,001-\$375,000	3	17.65%	74	0	49	4	168
\$375,001 and up	1	5.88%	49	0	49	0	0
Average Closed DOM	59			14	60	47	168
Total Closed Units	17			2	11	3	1
Total Closed Volume	3,041,500			135.00K	1.91M	624.50K	375.00K

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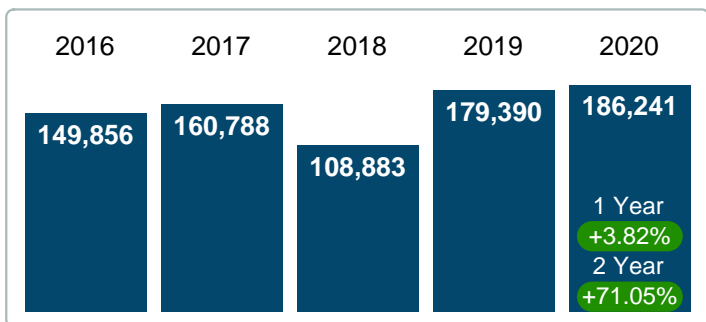
Area Delimited by County Of Sequoyah - Residential Property Type



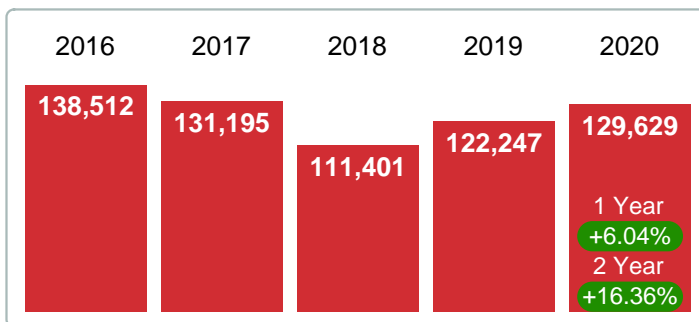
AVERAGE LIST PRICE AT CLOSING

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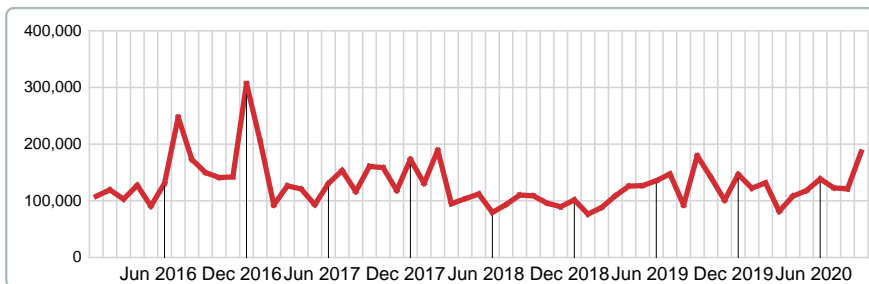
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

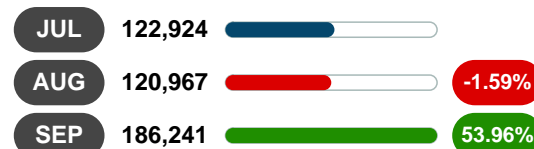


3 MONTHS

5 year SEP AVG = 157,032

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

Average List Price at Closing this month at **186,241** above the 5 yr SEP average of **157,032**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	3	17.65%	28,967	20,000	33,450	0	0
\$75,001-\$125,000	3	17.65%	104,233	119,900	92,900	99,900	0
\$125,001-\$175,000	4	23.53%	141,250	0	141,250	0	0
\$175,001-\$275,000	3	17.65%	229,500	0	247,000	194,500	0
\$275,001-\$375,000	1	5.88%	289,000	0	289,000	379,000	395,000
\$375,001 and up	3	17.65%	408,000	0	450,000	0	0
Average List Price			186,241	69,950	177,982	224,467	395,000
Total Closed Units		100%	186,241	2	11	3	1
Total Closed Volume			3,166,100	139.90K	1.96M	673.40K	395.00K

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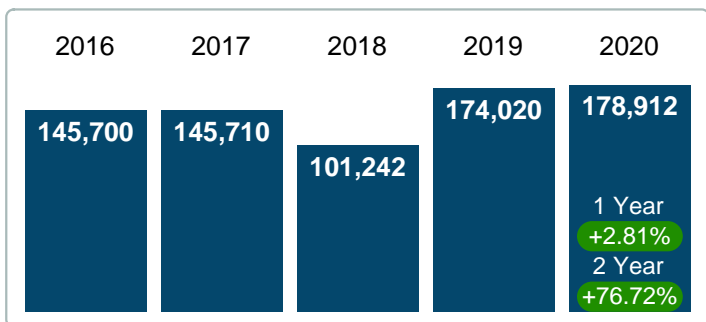
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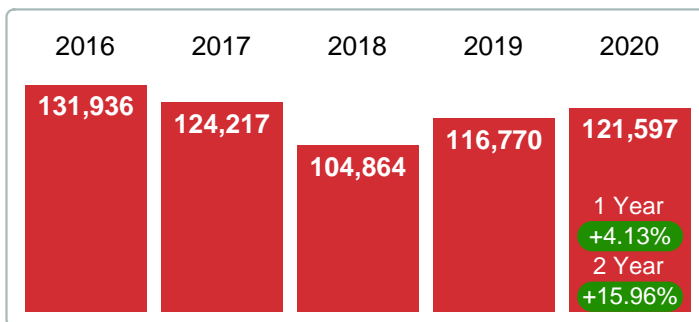
AVERAGE SOLD PRICE AT CLOSING

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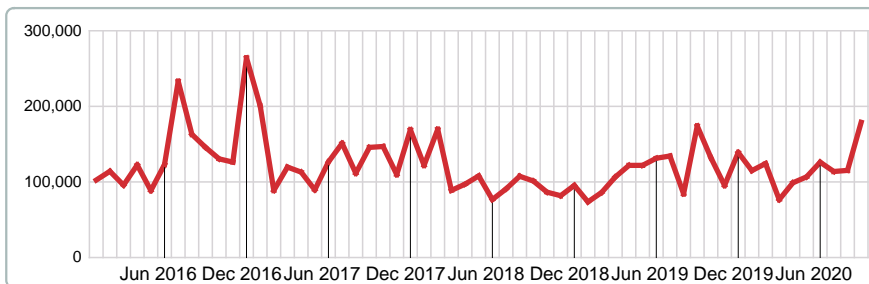
SEPTEMBER



YEAR TO DATE (YTD)

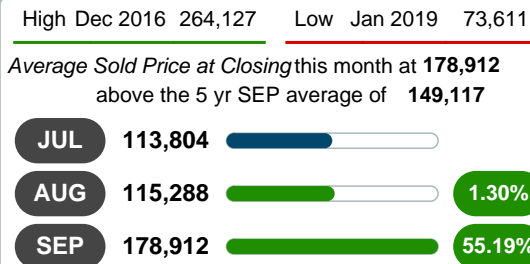


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 149,117



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	3	17.65%	36,667	19,000	45,500	0	0
\$75,001-\$125,000	3	17.65%	95,333	116,000	80,000	90,000	0
\$125,001-\$175,000	4	23.53%	138,750	0	138,750	0	0
\$175,001-\$275,000	3	17.65%	220,500	0	233,500	194,500	0
\$275,001-\$375,000	3	17.65%	331,333	0	279,000	340,000	375,000
\$375,001 and up	1	5.88%	435,000	0	435,000	0	0
Average Sold Price			178,912	67,500	173,364	208,167	375,000
Total Closed Units		100%	17	2	11	3	1
Total Closed Volume			3,041,500	135.00K	1.91M	624.50K	375.00K

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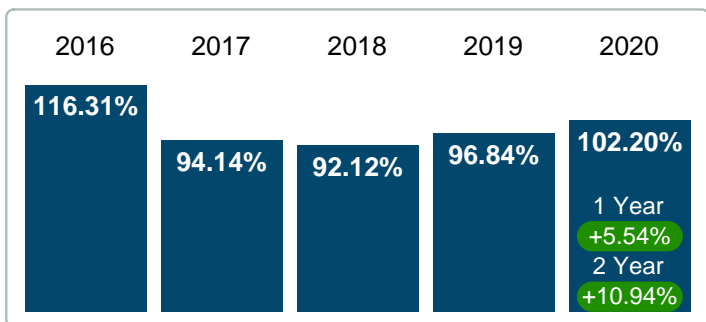
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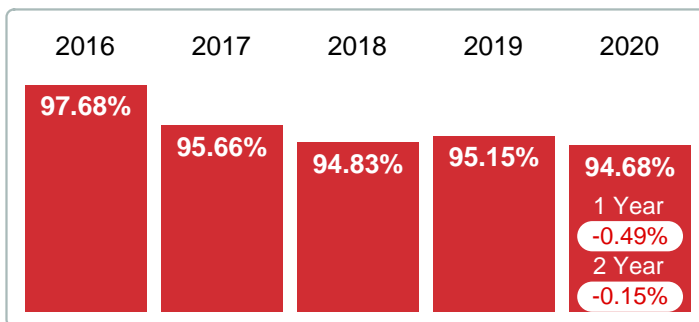
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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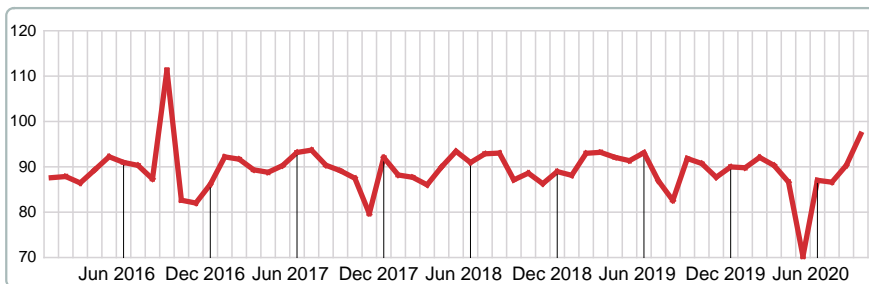
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

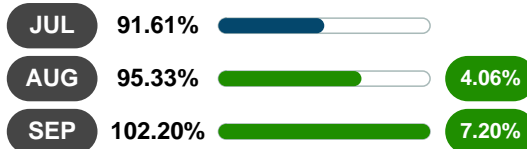


3 MONTHS

5 year SEP AVG = 100.32%

High Sep 2016 116.31% Low May 2020 75.25%

Average Sold/List Ratio this month at **102.20%** above the 5 yr SEP average of **100.32%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	3	17.65%	134.70%	95.00%	154.54%	0.00%	0.00%
\$75,001-\$125,000	3	17.65%	90.98%	96.75%	86.11%	90.09%	0.00%
\$125,001-\$175,000	4	23.53%	98.32%	0.00%	98.32%	0.00%	0.00%
\$175,001-\$275,000	3	17.65%	96.43%	0.00%	94.64%	100.00%	0.00%
\$275,001-\$375,000	3	17.65%	93.73%	0.00%	96.54%	89.71%	94.94%
\$375,001 and up	1	5.88%	96.67%	0.00%	96.67%	0.00%	0.00%
Average Sold/List Ratio		102.20%		95.87%	106.45%	93.27%	94.94%
Total Closed Units		17	100%	2	11	3	1
Total Closed Volume		3,041,500		135.00K	1.91M	624.50K	375.00K

September 2020



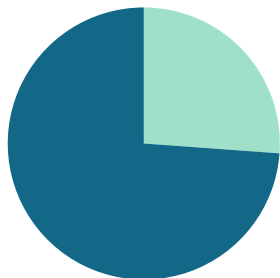
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

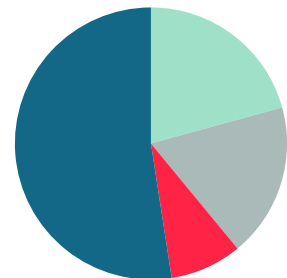


Inventory
 New Listings
 17 = 26.15%
 Start Inventory
 48
 Total Inventory Units
 65
 Volume
 \$15,401,892

Market Activity

Closed Sales
 17 = 20.73%
 Pending Sales
 15 = 18.29%
 Other Off Market
 7 = 8.54%
 Active Inventory
 43 = 52.44%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	10	17	70.00%	94	95	1.06%
Pending Sales	6	15	150.00%	99	108	9.09%
New Listings	27	17	-37.04%	229	177	-22.71%
Average List Price	179,390	186,241	3.82%	122,247	129,629	6.04%
Average Sale Price	174,020	178,912	2.81%	116,770	121,597	4.13%
Average Percent of Selling Price to List Price	96.84%	102.20%	5.54%	95.15%	94.68%	-0.49%
Average Days on Market to Sale	40.50	58.82	45.24%	52.27	52.18	-0.17%
Monthly Inventory	85	43	-49.41%	85	43	-49.41%
Months Supply of Inventory	8.43	4.13	-51.03%	8.43	4.13	-51.03%

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

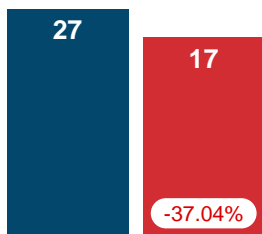
Inventory on September 30, 2020 = 43

2019 2020

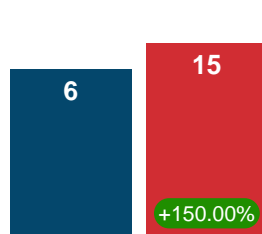
SEPTEMBER MARKET

AVERAGE PRICES

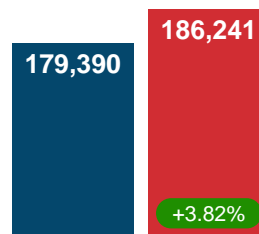
New Listings



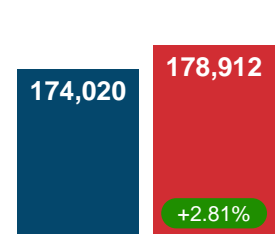
Pending Listings



List Price



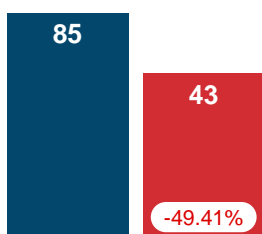
Sale Price



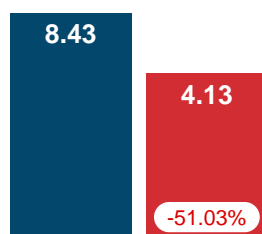
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

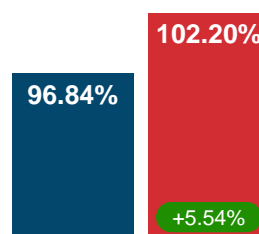
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

