

September 2020



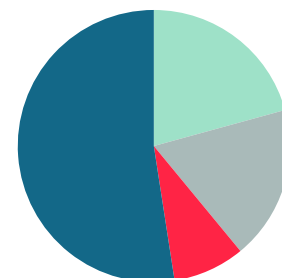
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	169,700	135,000	-20.45%
Median Sale Price	166,100	135,000	-18.72%
Median Percent of Selling Price to List Price	97.94%	96.54%	-1.43%
Median Days on Market to Sale	26.50	49.00	84.91%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **18.72%** in September 2020 to \$135,000 versus the previous year at \$166,100.

Median Days on Market Lengthens

The median number of **49.00** days that homes spent on the market before selling increased by 22.50 days or **84.91%** in September 2020 compared to last year's same month at **26.50** DOM.

Sales Success for September 2020 is Positive

Overall, with Median Prices falling 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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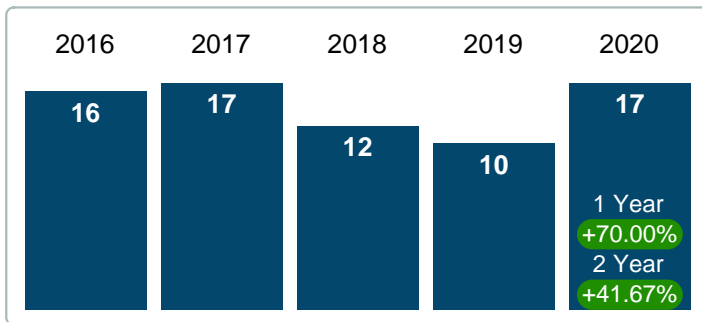
Area Delimited by County Of Sequoyah - Residential Property Type



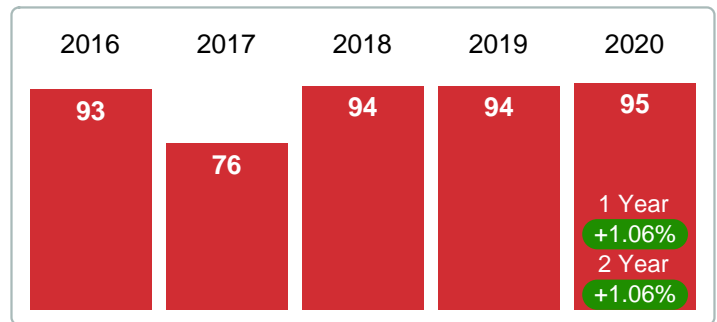
CLOSED LISTINGS

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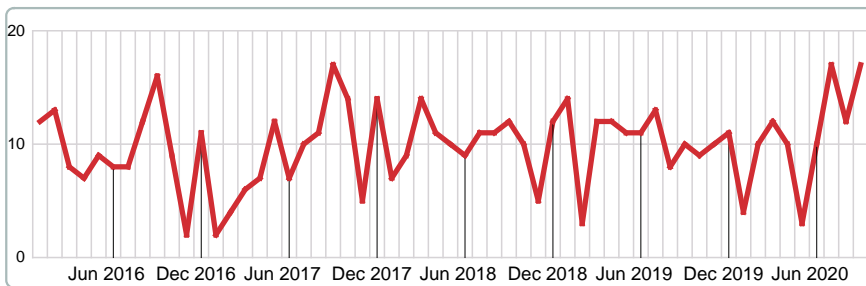
SEPTEMBER



YEAR TO DATE (YTD)

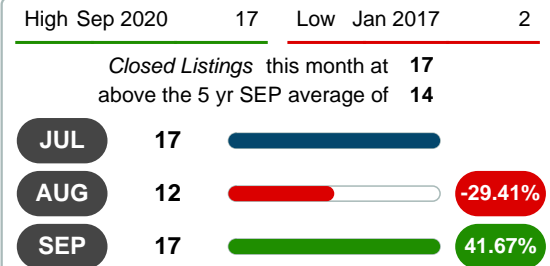


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 14



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 - \$80,000	4	23.53%	23.0	1	3	0	0
\$80,001 - \$130,000	4	23.53%	18.0	1	2	1	0
\$130,001 - \$190,000	2	11.76%	49.0	0	2	0	0
\$190,001 - \$270,000	3	17.65%	118.0	0	2	1	0
\$270,001 - \$370,000	2	11.76%	26.5	0	1	1	0
\$370,001 and up	2	11.76%	108.5	0	1	0	1
Total Closed Units	17			2	11	3	1
Total Closed Volume	3,041,500	100%	49.0	135.00K	1.91M	624.50K	375.00K
Median Closed Price	\$135,000			\$67,500	\$135,000	\$194,500	\$375,000

September 2020



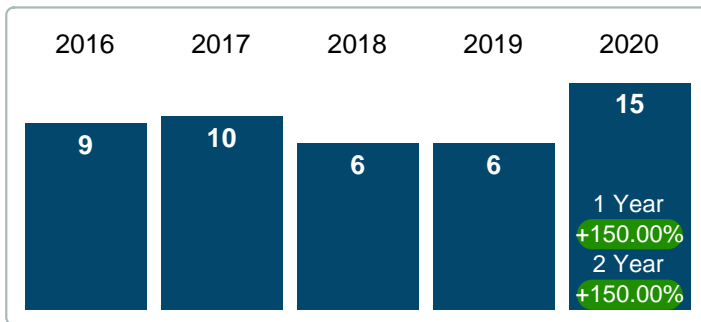
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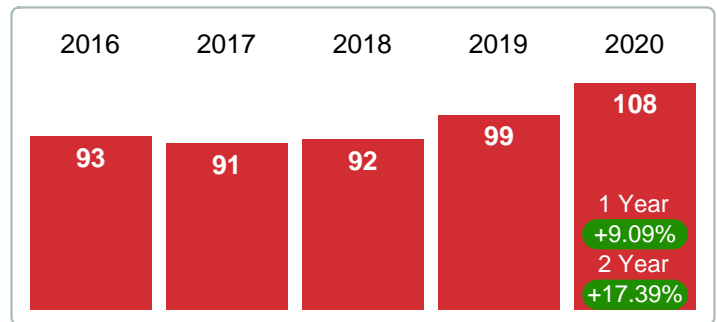
PENDING LISTINGS

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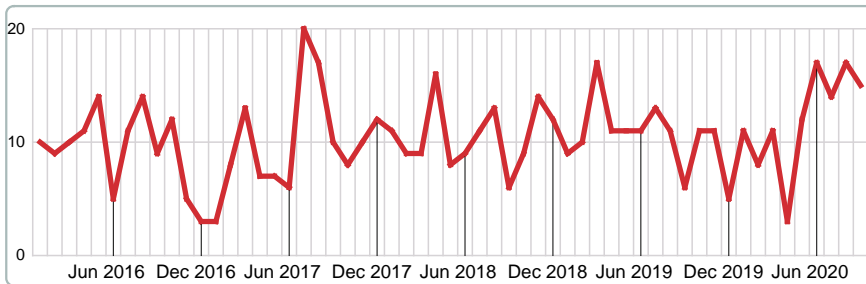
SEPTEMBER



YEAR TO DATE (YTD)

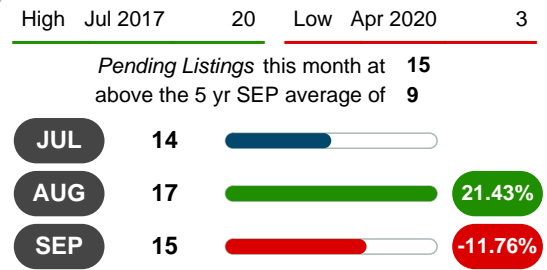


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 9



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	108.5	0	0	0	0
\$25,001 - \$75,000	3	20.00%	29.0	0	3	0	0
\$75,001 - \$125,000	1	6.67%	102.0	0	1	0	0
\$125,001 - \$200,000	5	33.33%	60.0	1	4	0	0
\$200,001 - \$225,000	1	6.67%	47.0	0	1	0	0
\$225,001 - \$250,000	3	20.00%	14.0	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%	47.0	179.00K	1.80M	678.90K	0.00B
Median Listing Price	\$179,000			\$179,000	\$149,750	\$339,450	\$0

September 2020



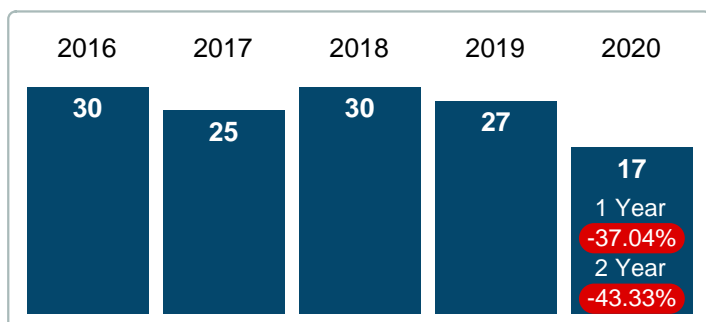
Area Delimited by County Of Sequoyah - Residential Property Type



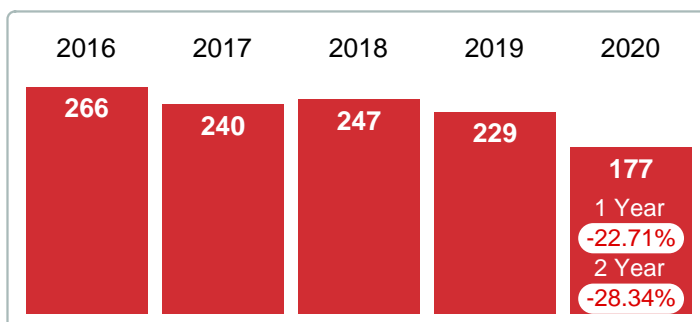
NEW LISTINGS

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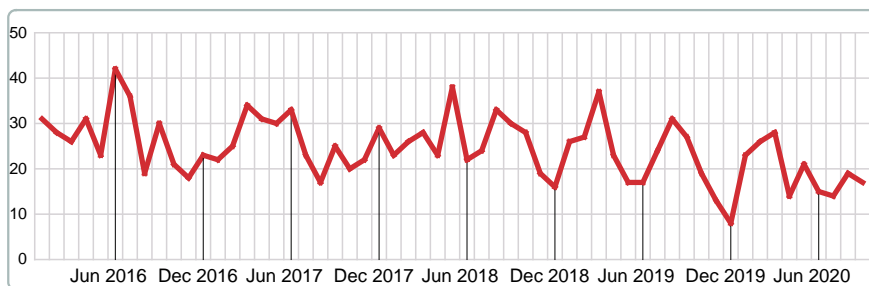
SEPTEMBER



YEAR TO DATE (YTD)

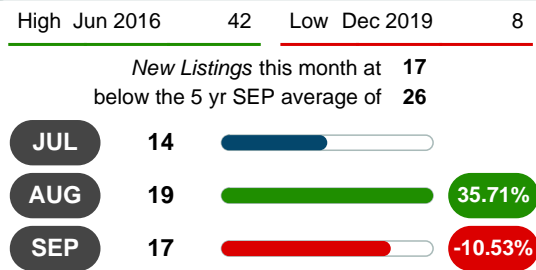


5 YEAR MARKET ACTIVITY TRENDS



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	688.80K	1.78M	1.06M	1.20M
Median New Listed Listing Price		\$187,900	\$139,450	\$188,450	\$94,000	\$600,000

September 2020



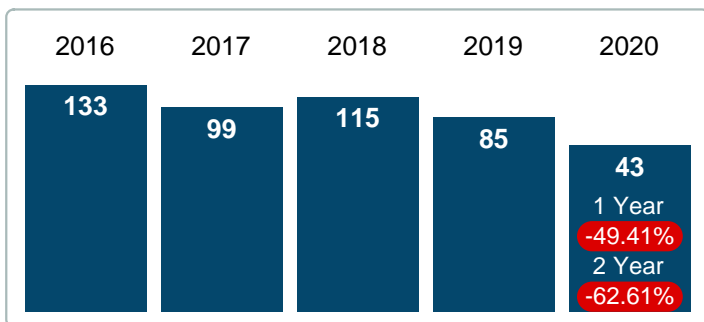
Area Delimited by County Of Sequoyah - Residential Property Type



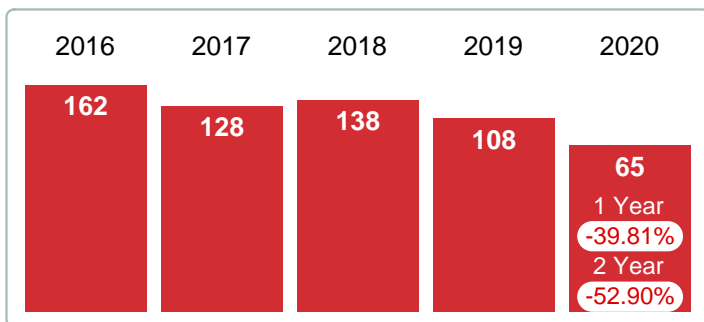
ACTIVE INVENTORY

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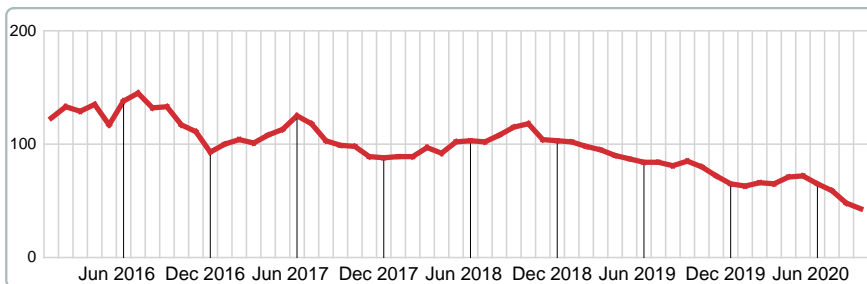
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

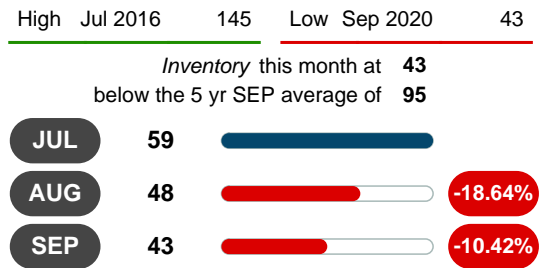


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 95



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	101.0	2	4	1	0
\$75,001 - \$125,000	7	16.28%	106.0	1	4	2	0
\$125,001 - \$175,000	7	16.28%	48.0	0	4	3	0
\$175,001 - \$350,000	10	23.26%	39.5	1	7	2	0
\$350,001 - \$650,000	5	11.63%	13.0	1	3	0	1
\$650,001 and up	5	11.63%	145.0	1	0	3	1
Total Active Inventory by Units		43		7	23	11	2
Total Active Inventory by Volume		10,855,894	100%	1.68M	4.30M	3.67M	1.20M
Median Active Inventory Listing Price		\$159,900		\$99,900	\$159,900	\$157,900	\$600,000

September 2020



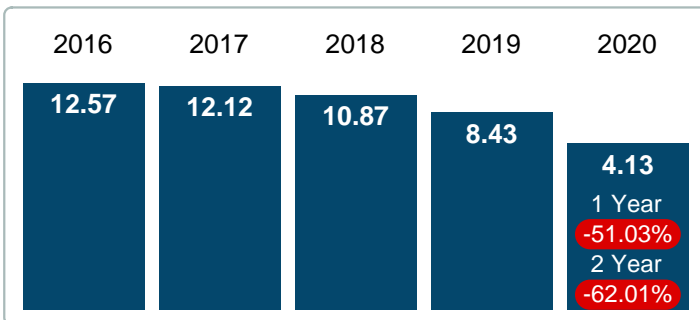
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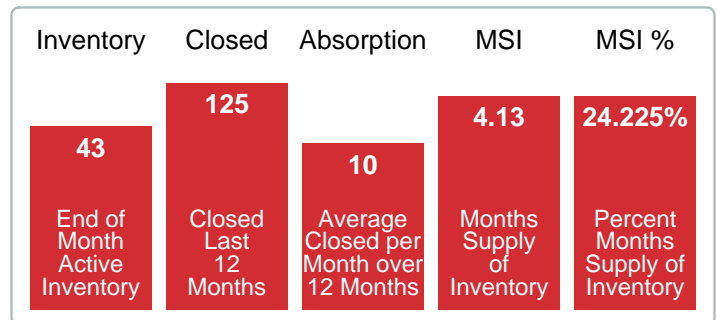
MONTHS SUPPLY of INVENTORY (MSI)

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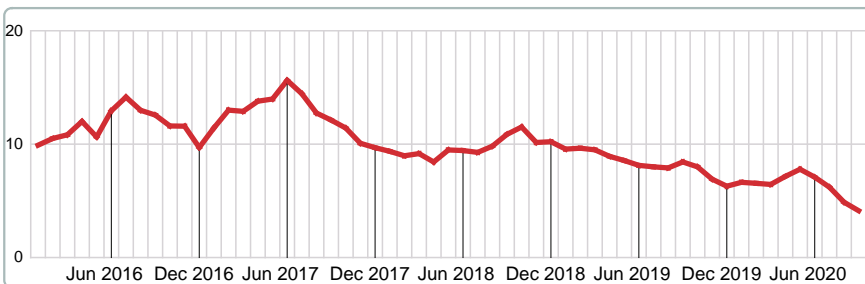
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

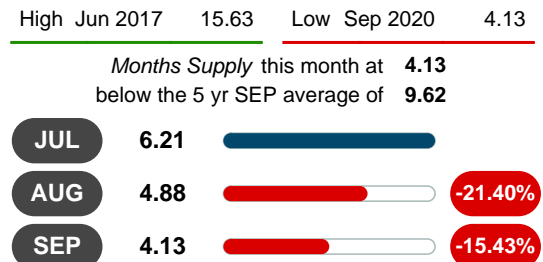


5 YEAR MARKET ACTIVITY TRENDS



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

September 2020



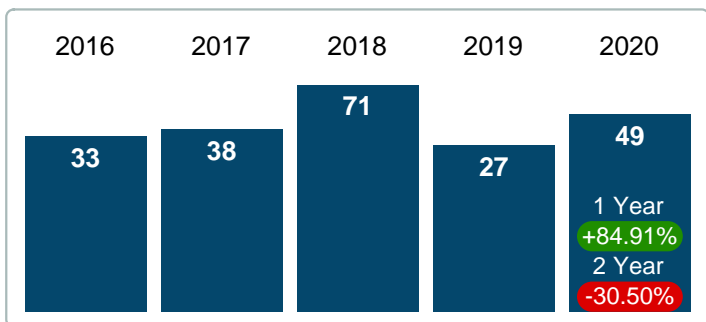
Area Delimited by County Of Sequoyah - Residential Property Type



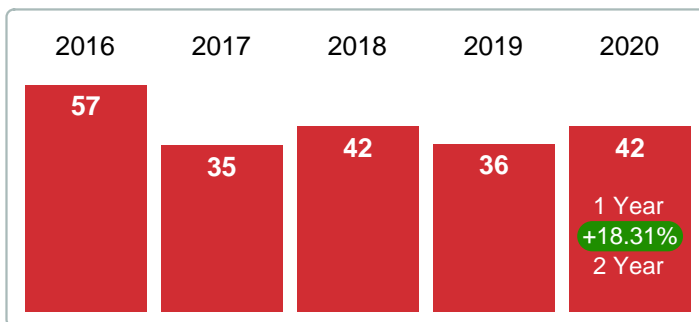
MEDIAN DAYS ON MARKET TO SALE

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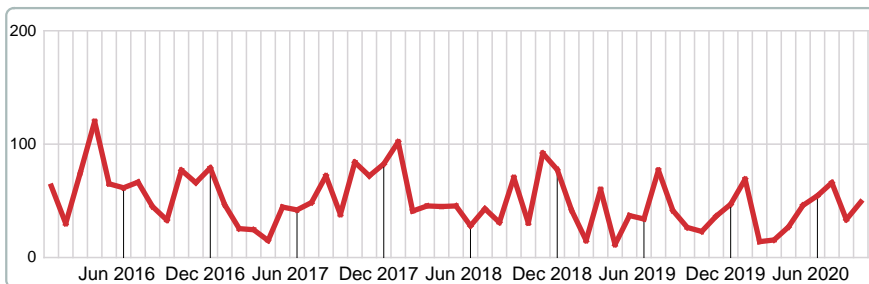
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

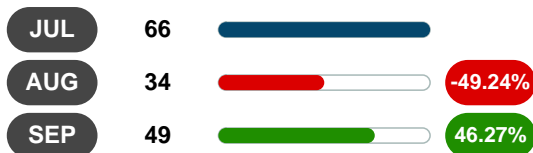


3 MONTHS

5 year SEP AVG = 43

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 49 above the 5 yr SEP average of 43



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	0.00%	145	0	0	0	0
\$10,001 - \$80,000	23.53%	23	11	35	0	0
\$80,001 - \$130,000	23.53%	18	16	15	83	0
\$130,001 - \$190,000	11.76%	49	0	49	0	0
\$190,001 - \$270,000	17.65%	118	0	129	55	0
\$270,001 - \$370,000	11.76%	27	0	49	4	0
\$370,001 and up	11.76%	109	0	49	0	168
Median Closed DOM		49	14	49	55	168
Total Closed Units	100%	49.0	2	11	3	1
Total Closed Volume		3,041,500	135.00K	1.91M	624.50K	375.00K

September 2020



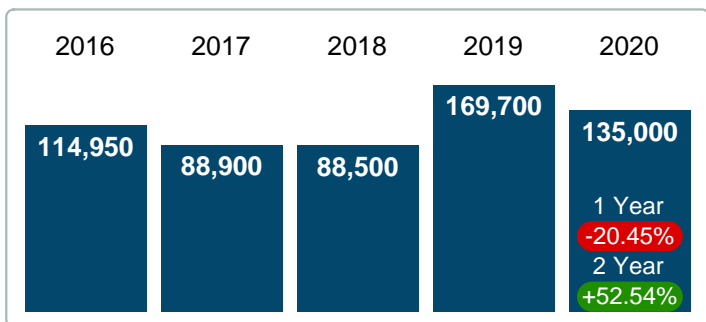
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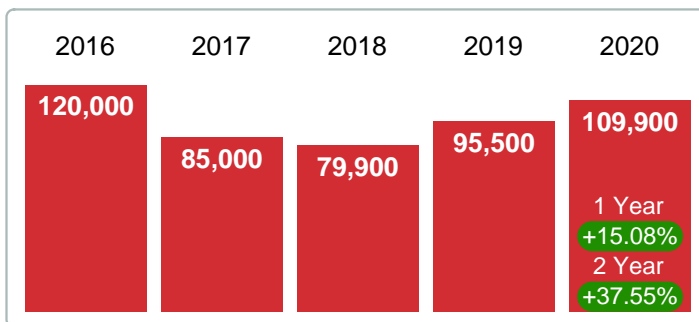
MEDIAN LIST PRICE AT CLOSING

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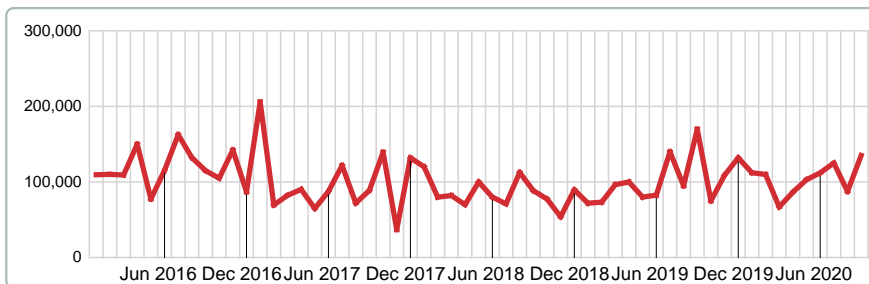
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 119,410

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

Median List Price at Closing this month at **135,000**
 above the 5 yr SEP average of **119,410**

Month	Price	Change
JUL	125,000	
AUG	87,450	-30.04%
SEP	135,000	54.37%

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	5.88%	8,900	0	8,900	0	0
\$10,001 - \$80,000	11.76%	39,000	20,000	58,000	0	0
\$80,001 - \$130,000	23.53%	109,900	119,900	111,450	99,900	0
\$130,001 - \$190,000	17.65%	135,000	0	135,000	0	0
\$190,001 - \$270,000	17.65%	229,000	0	247,000	194,500	0
\$270,001 - \$370,000	5.88%	289,000	0	289,000	0	0
\$370,001 and up	17.65%	395,000	0	450,000	379,000	395,000
Median List Price		135,000	69,950	135,000	194,500	395,000
Total Closed Units	100%	135,000	2	11	3	1
Total Closed Volume		3,166,100	139.90K	1.96M	673.40K	395.00K

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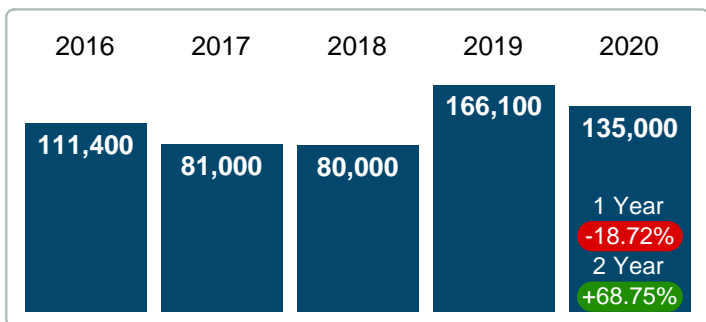
Area Delimited by County Of Sequoyah - Residential Property Type



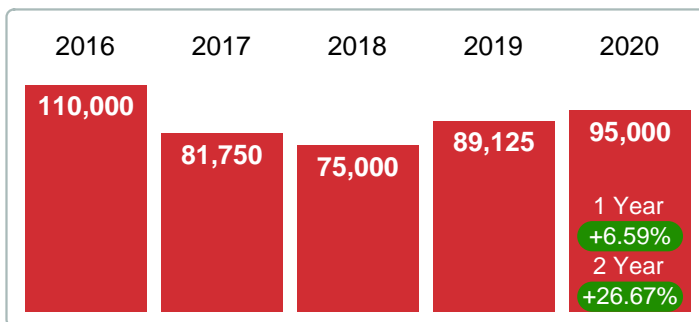
MEDIAN SOLD PRICE AT CLOSING

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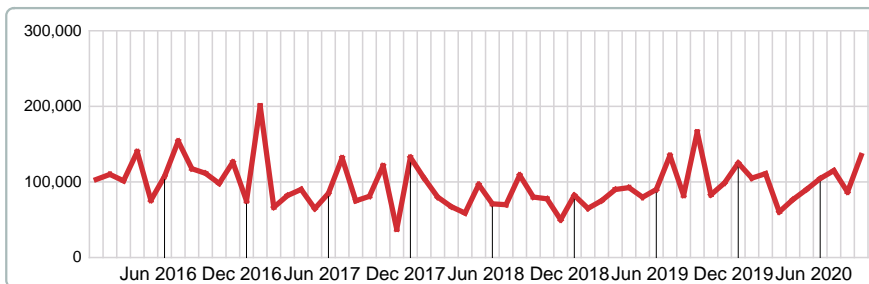
SEPTEMBER



YEAR TO DATE (YTD)

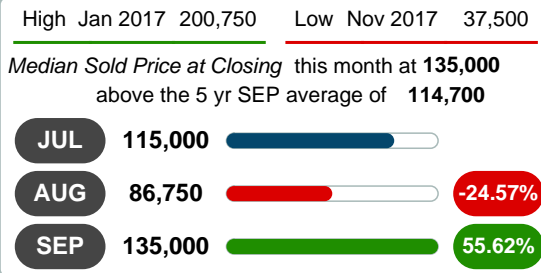


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 114,700



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	0	0.00%	395,000	0	0	0	0
\$10,001 - \$80,000	4	23.53%	47,000	19,000	75,000	0	0
\$80,001 - \$130,000	4	23.53%	123,000	116,000	130,000	90,000	0
\$130,001 - \$190,000	2	11.76%	147,500	0	147,500	0	0
\$190,001 - \$270,000	3	17.65%	220,000	0	233,500	194,500	0
\$270,001 - \$370,000	2	11.76%	309,500	0	279,000	340,000	0
\$370,001 and up	2	11.76%	405,000	0	435,000	0	375,000
Median Sold Price			135,000	67,500	135,000	194,500	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

September 2020



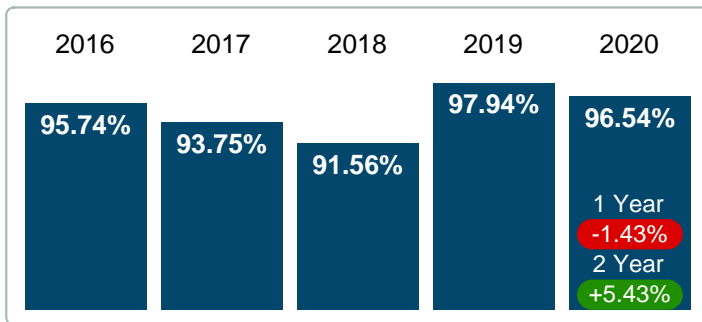
Area Delimited by County Of Sequoyah - Residential Property Type



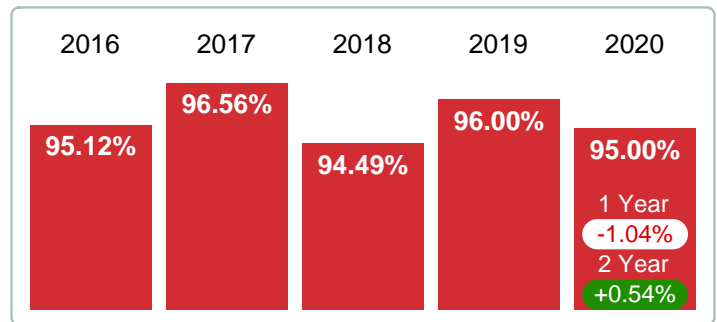
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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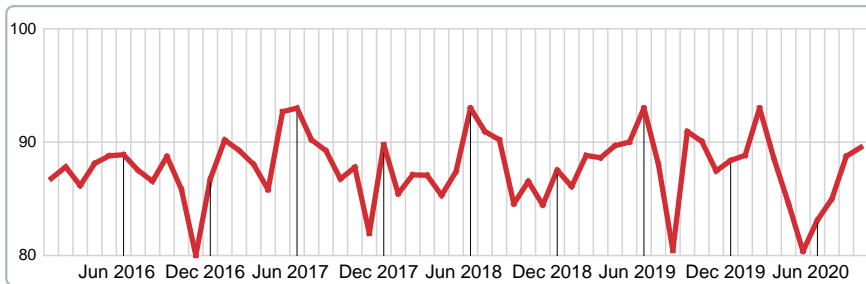
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

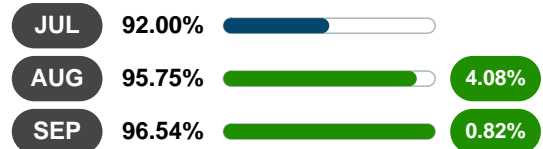


3 MONTHS

5 year SEP AVG = 95.11%

High Feb 2020 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **96.54%**
above the 5 yr SEP average of **95.11%**



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	0	0.00%	105.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$80,000	4	23.53%	112.16%	95.00%	129.31%	0.00%	0.00%
\$80,001 - \$130,000	4	23.53%	96.52%	96.75%	98.15%	90.09%	0.00%
\$130,001 - \$190,000	2	11.76%	98.48%	0.00%	98.48%	0.00%	0.00%
\$190,001 - \$270,000	3	17.65%	96.07%	0.00%	94.64%	100.00%	0.00%
\$270,001 - \$370,000	2	11.76%	93.12%	0.00%	96.54%	89.71%	0.00%
\$370,001 and up	2	11.76%	95.80%	0.00%	96.67%	0.00%	94.94%
Median Sold/List Ratio		96.54%		95.87%	96.67%	90.09%	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



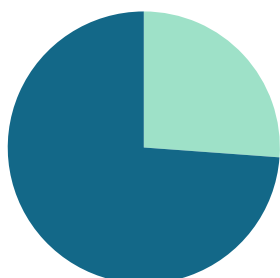
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

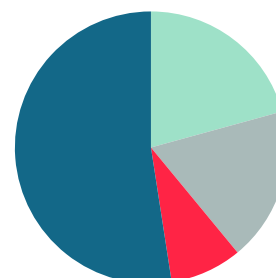


Inventory
 New Listings
 17 = 26.15%
 Start Inventory
 48
 Total Inventory Units
 65
 Volume
 \$15,401,892

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%
Median List Price	169,700	135,000	-20.45%	95,500	109,900	15.08%
Median Sale Price	166,100	135,000	-18.72%	89,125	95,000	6.59%
Median Percent of Selling Price to List Price	97.94%	96.54%	-1.43%	96.00%	95.00%	-1.04%
Median Days on Market to Sale	26.50	49.00	84.91%	35.50	42.00	18.31%
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

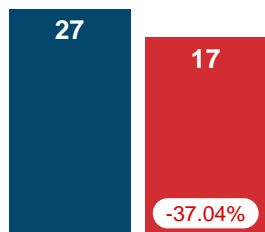
Inventory on September 30, 2020 = 43

2019 2020

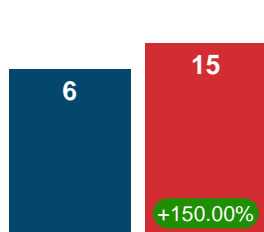
SEPTEMBER MARKET

MEDIAN PRICES

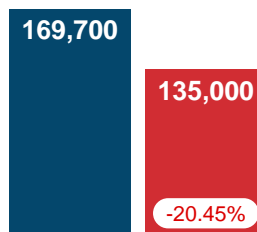
New Listings



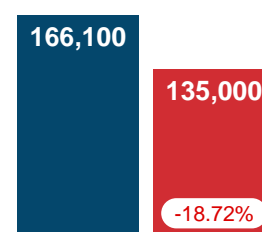
Pending Listings



List Price



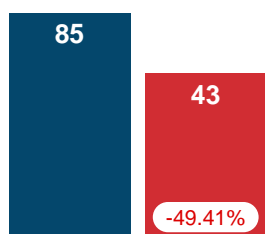
Sale Price



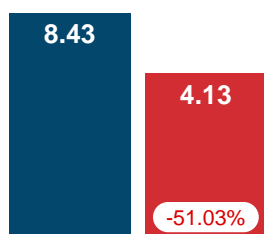
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

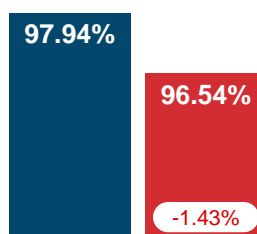
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

