

April 2021



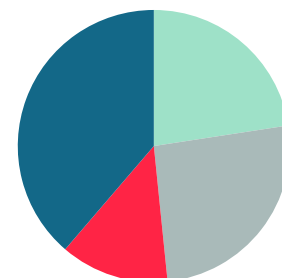
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	10	14	40.00%
Pending Listings	3	16	433.33%
New Listings	14	19	35.71%
Average List Price	108,230	261,814	141.91%
Average Sale Price	98,865	252,607	155.51%
Average Percent of Selling Price to List Price	91.64%	92.64%	1.09%
Average Days on Market to Sale	32.60	61.07	87.34%
End of Month Inventory	71	24	-66.20%
Months Supply of Inventory	7.16	2.12	-70.42%



■ Closed (22.58%)
■ Pending (25.81%)
■ Other OffMarket (12.90%)
■ Active (38.71%)

Absorption: Last 12 months, an Average of **11** Sales/Month
Active Inventory as of April 30, 2021 = **24**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **66.20%** to 24 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 **2.12** 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 **155.51%** in April 2021 to \$252,607 versus the previous year at \$98,865.

Average Days on Market Lengthens

The average number of **61.07** days that homes spent on the market before selling increased by 28.47 days or **87.34%** in April 2021 compared to last year's same month at **32.60** DOM.

Sales Success for April 2021 is Positive

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

There were 19 New Listings in April 2021, up **35.71%** from last year at 14. Furthermore, there were 14 Closed Listings this month versus last year at 10, a **40.00%** increase.

Closed versus Listed trends yielded a **73.7%** ratio, up from previous year's, April 2020, at **71.4%**, a **3.16%** 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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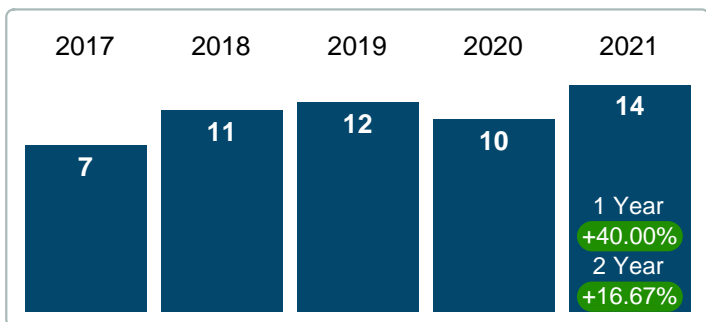
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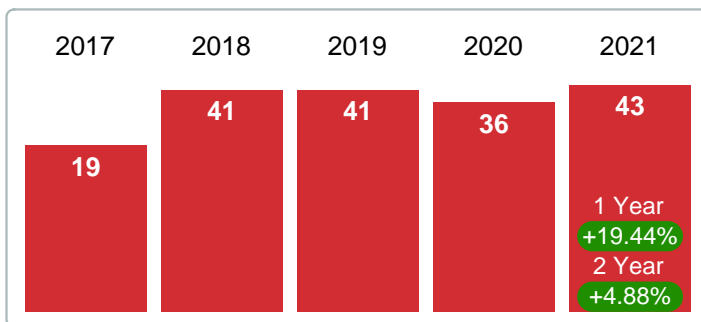
CLOSED LISTINGS

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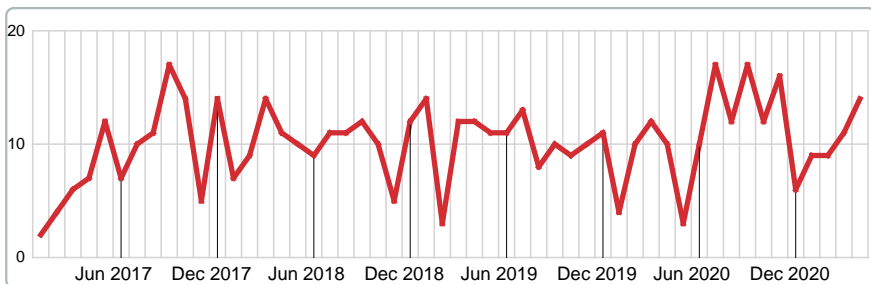
APRIL



YEAR TO DATE (YTD)

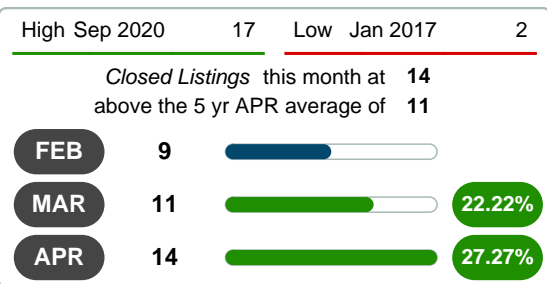


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	3	21.43%	12.0	2	1	0	0
\$75,001-\$100,000	2	14.29%	3.5	0	2	0	0
\$100,001-\$150,000	4	28.57%	94.3	1	1	1	1
\$150,001-\$425,000	1	7.14%	14.0	0	1	0	0
\$425,001-\$825,000	2	14.29%	63.0	0	1	0	1
\$825,001 and up	2	14.29%	147.5	1	0	0	1
Total Closed Units	14			4	6	1	3
Total Closed Volume	3,536,500	100%	61.1	1.05M	877.50K	140.00K	1.47M
Average Closed Price	\$252,607			\$263,500	\$146,250	\$140,000	\$488,333

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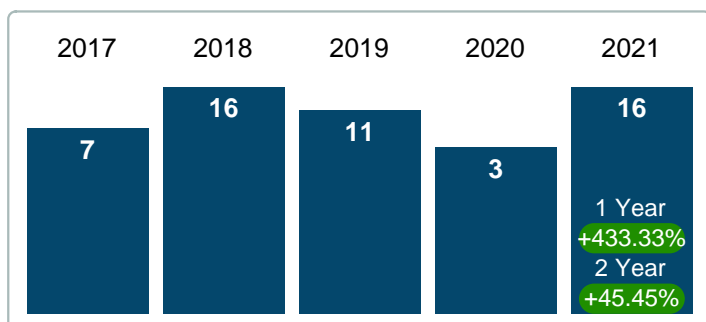
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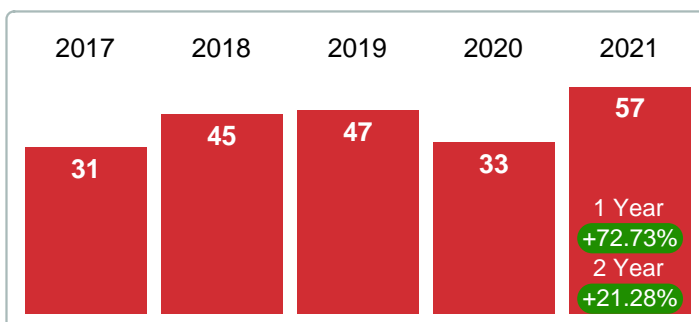
PENDING LISTINGS

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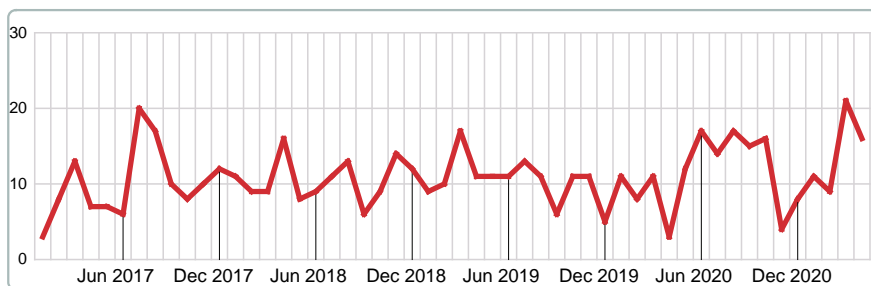
APRIL



YEAR TO DATE (YTD)

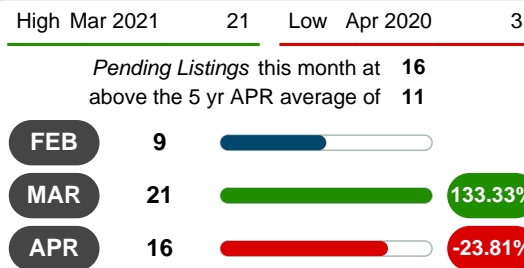


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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%	8.3	1	2	0	0
\$75,001 - \$125,000	2	12.50%	83.0	0	2	0	0
\$125,001 - \$250,000	5	31.25%	44.0	0	2	3	0
\$250,001 - \$275,000	3	18.75%	83.0	0	3	0	0
\$275,001 - \$475,000	1	6.25%	196.0	0	1	0	0
\$475,001 and up	2	12.50%	229.5	1	0	0	1
Total Pending Units	16			2	10	3	1
Total Pending Volume	3,728,100	100%	82.2	913.50K	1.81M	508.90K	497.00K
Average Listing Price	\$233,006			\$456,750	\$180,870	\$169,633	\$497,000

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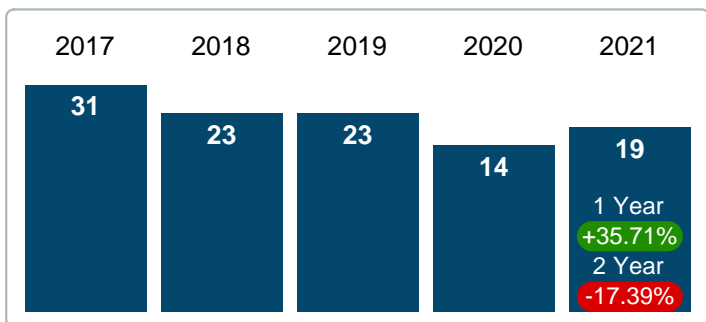
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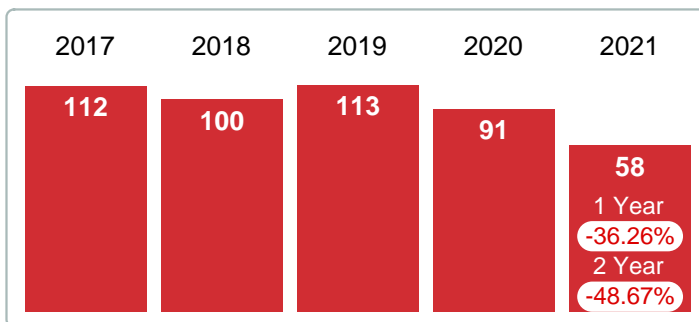
NEW LISTINGS

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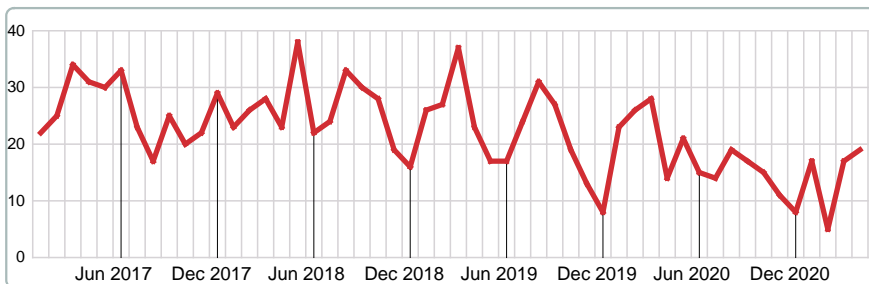
APRIL



YEAR TO DATE (YTD)

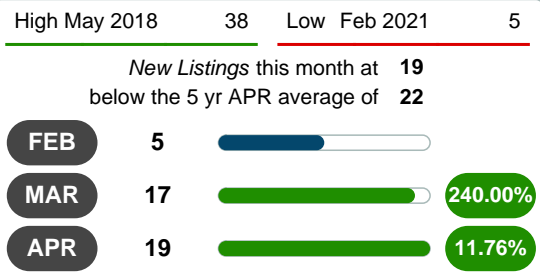


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 22



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	0	0.00%	0	0	0	0
\$50,001 - \$75,000	3	15.79%	1	2	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$225,000	8	42.11%	1	7	0	0
\$225,001 - \$250,000	3	15.79%	1	1	1	0
\$250,001 - \$475,000	3	15.79%	0	3	0	0
\$475,001 and up	2	10.53%	0	0	0	2
Total New Listed Units	19		3	13	1	2
Total New Listed Volume	3,975,200	100%	427.50K	1.92M	229.00K	1.40M
Average New Listed Listing Price	\$165,550		\$142,500	\$147,900	\$229,000	\$698,000

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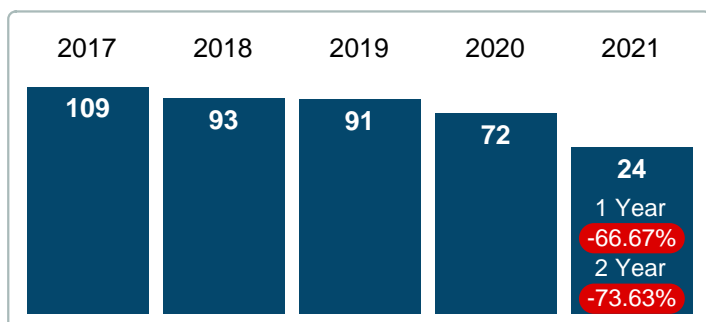
Area Delimited by County Of Sequoyah - Residential Property Type



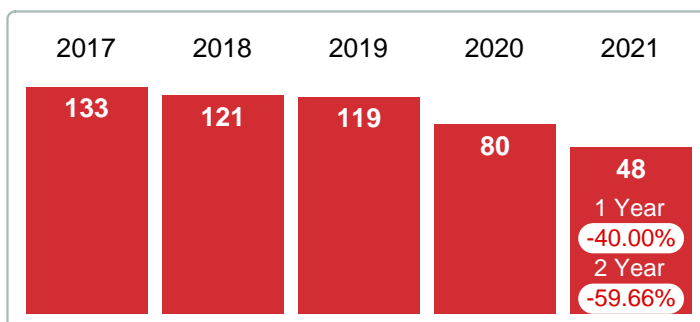
ACTIVE INVENTORY

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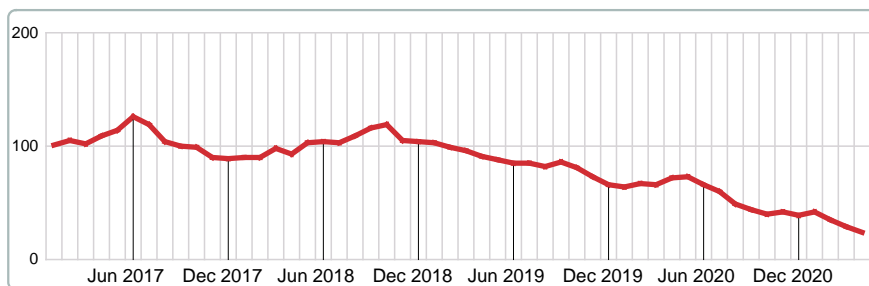
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

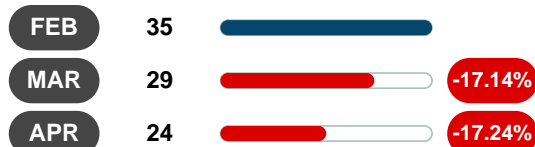


3 MONTHS

5 year APR AVG = 78

High Jun 2017 126 Low Apr 2021 24

Inventory this month at 24
below the 5 yr APR average of 78



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	8.33%	74.0	1	1	0	0
\$25,001 - \$75,000	2	8.33%	90.5	0	1	1	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	11	45.83%	48.5	3	7	1	0
\$150,001 - \$225,000	3	12.50%	193.3	0	1	2	0
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 and up	6	25.00%	51.0	2	3	0	1
Total Active Inventory by Units	24			6	13	4	1
Total Active Inventory by Volume	4,014,495	100%	72.9	816.00K	1.72M	577.90K	899.00K
Average Active Inventory Listing Price	\$167,271			\$136,000	\$132,430	\$144,475	\$899,000

April 2021



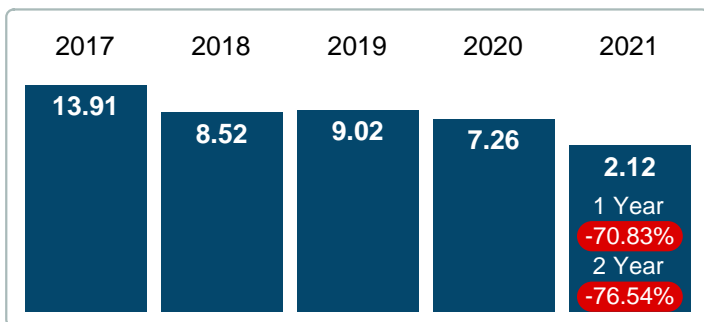
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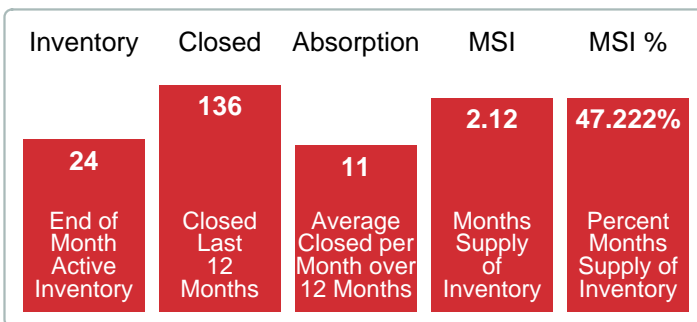
MONTHS SUPPLY of INVENTORY (MSI)

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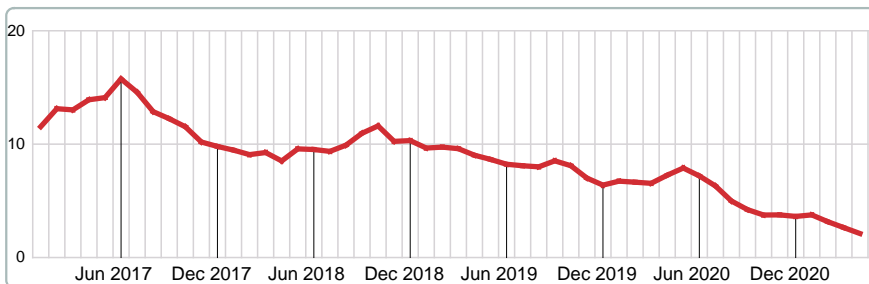
MSI FOR APRIL



INDICATORS FOR APRIL 2021

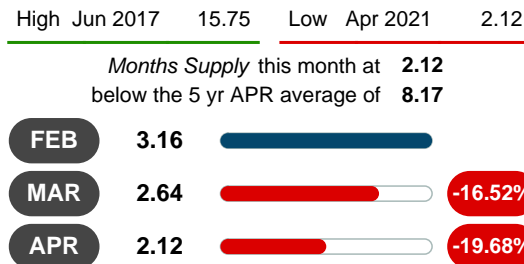


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 8.17



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
\$30,000 and less	3	12.50%	4.00	3.00	2.40	0.00	0.00
\$30,001 - \$80,000	2	8.33%	0.77	0.00	1.33	0.00	0.00
\$80,001 - \$90,000	4	16.67%	3.69	12.00	4.00	0.00	0.00
\$90,001 - \$150,000	6	25.00%	2.57	4.80	2.12	2.40	0.00
\$150,001 - \$230,000	3	12.50%	1.24	0.00	0.63	3.43	0.00
\$230,001 - \$240,000	1	4.17%	12.00	0.00	12.00	0.00	0.00
\$240,001 and up	5	20.83%	2.40	12.00	1.85	0.00	2.40
Market Supply of Inventory (MSI)			2.12	3.00	1.90	2.00	2.00
Total Active Inventory by Units		100%	2.12	6	13	4	1

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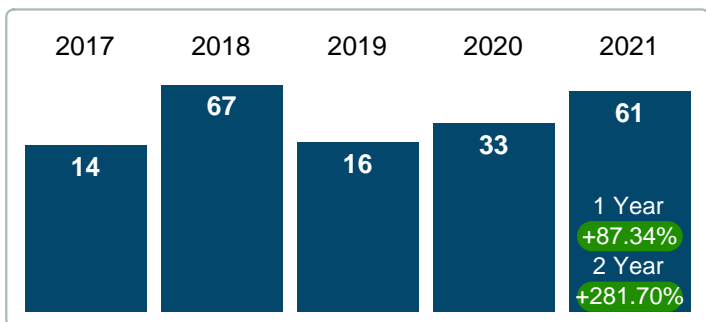
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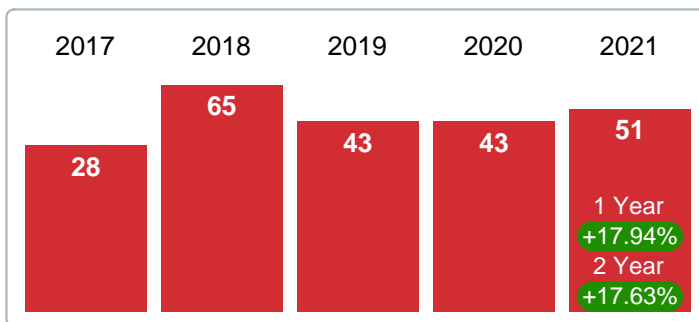
AVERAGE DAYS ON MARKET TO SALE

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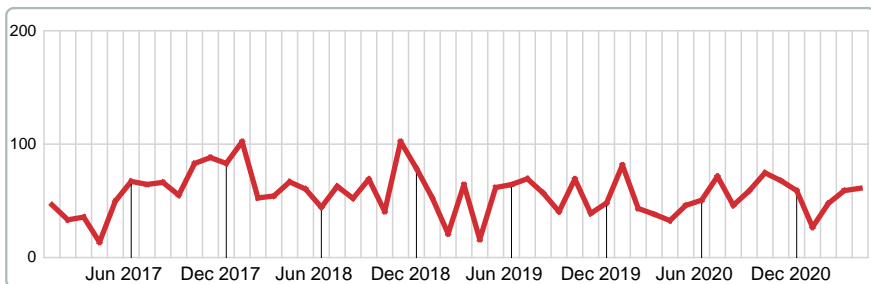
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

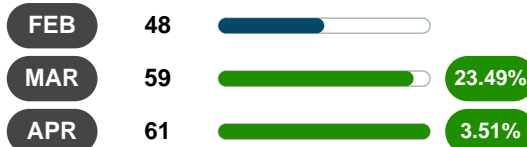


3 MONTHS

5 year APR AVG = 38

High Nov 2018 102 Low Apr 2017 14

Average Days on Market to Sale this month at 61 above the 5 yr APR average of 38



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	21.43%	12	16	5	0	0
\$75,001-\$100,000	2	14.29%	4	0	4	0	0
\$100,001-\$150,000	4	28.57%	94	91	4	149	133
\$150,001-\$425,000	1	7.14%	14	0	14	0	0
\$425,001-\$825,000	2	14.29%	63	0	80	0	46
\$825,001 and up	2	14.29%	148	265	0	0	30
Average Closed DOM			61	97	18	149	70
Total Closed Units		100%	61	4	6	1	3
Total Closed Volume			3,536,500	1.05M	877.50K	140.00K	1.47M

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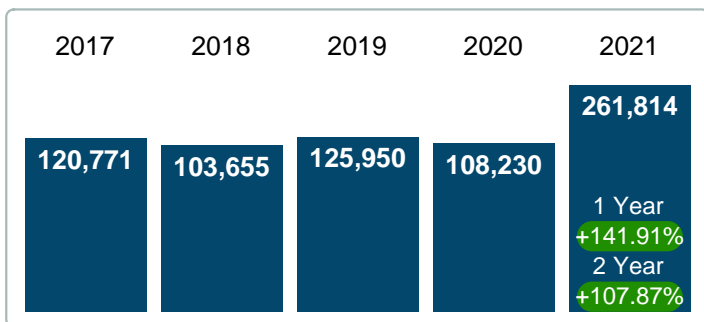
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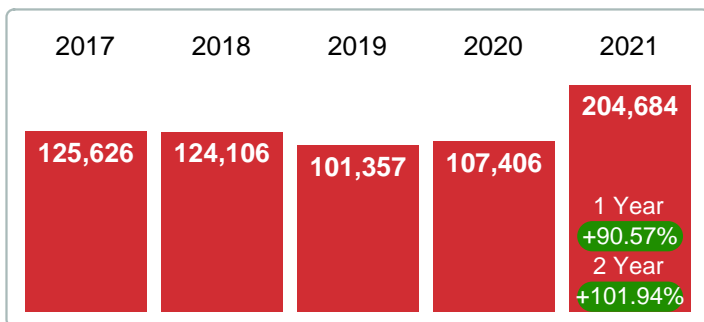
AVERAGE LIST PRICE AT CLOSING

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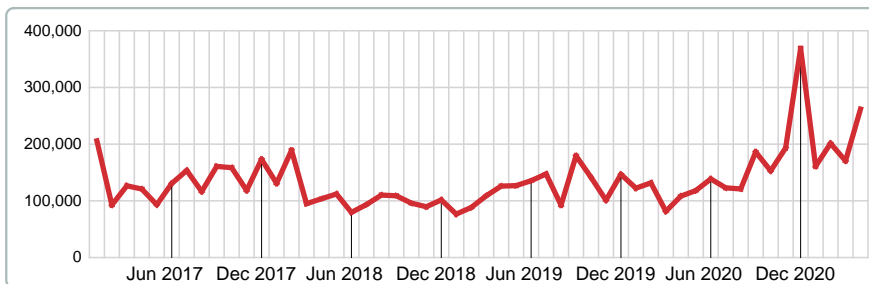
APRIL



YEAR TO DATE (YTD)

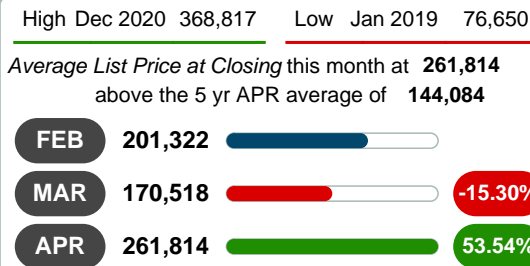


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 144,084



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	21.43%	24,333	25,750	21,500	0	0
\$75,001-\$100,000	2	14.29%	89,950	0	89,950	0	0
\$100,001-\$150,000	3	21.43%	138,333	150,000	125,000	140,000	160,000
\$150,001-\$425,000	2	14.29%	159,750	0	159,500	0	0
\$425,001-\$825,000	2	14.29%	467,000	0	445,000	0	489,000
\$825,001 and up	2	14.29%	872,000	849,000	0	0	895,000
Average List Price			261,814	262,625	155,150	140,000	514,667
Total Closed Units		100%	261,814	4	6	1	3
Total Closed Volume				1.05M	930.90K	140.00K	1.54M

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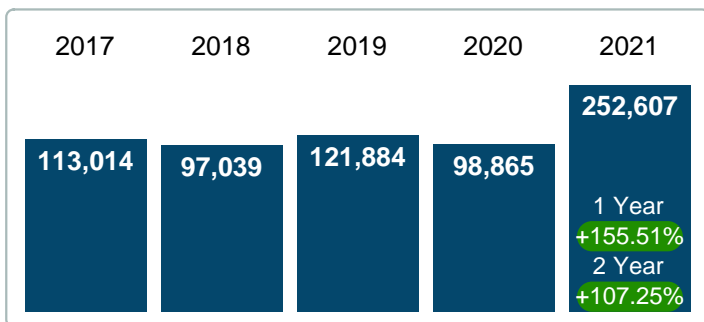
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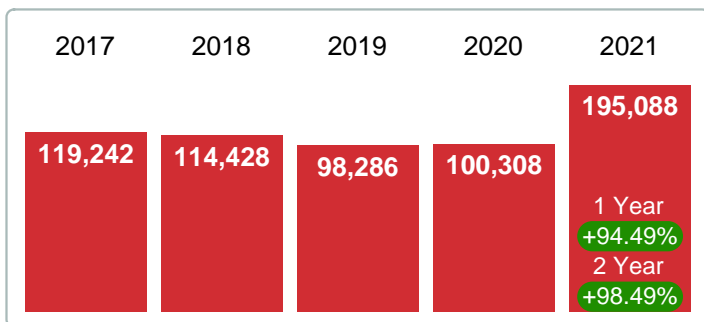
AVERAGE SOLD PRICE AT CLOSING

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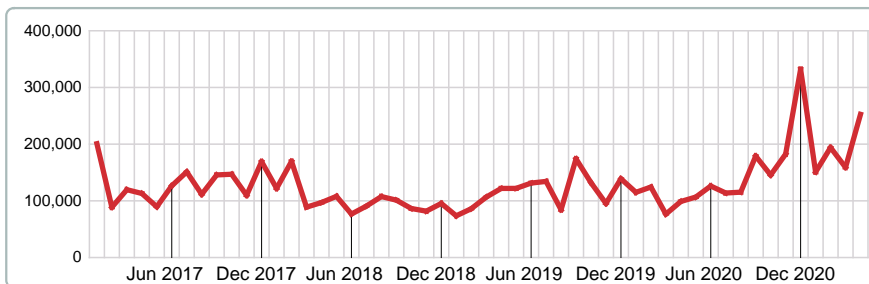
APRIL



YEAR TO DATE (YTD)

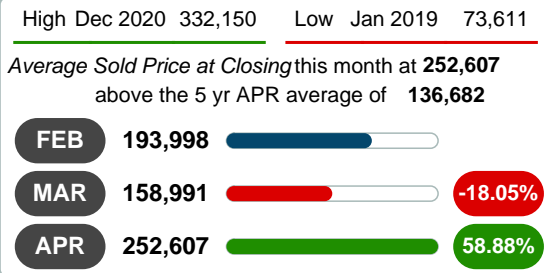


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 136,682



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	21.43%	20,333	19,500	22,000	0	0
\$75,001-\$100,000	2	14.29%	80,250	0	80,250	0	0
\$100,001-\$150,000	4	28.57%	135,000	140,000	110,000	140,000	150,000
\$150,001-\$425,000	1	7.14%	155,000	0	155,000	0	0
\$425,001-\$825,000	2	14.29%	457,500	0	430,000	0	485,000
\$825,001 and up	2	14.29%	852,500	875,000	0	0	830,000
Average Sold Price			252,607	263,500	146,250	140,000	488,333
Total Closed Units		100%	252,607	4	6	1	3
Total Closed Volume			3,536,500	1.05M	877.50K	140.00K	1.47M

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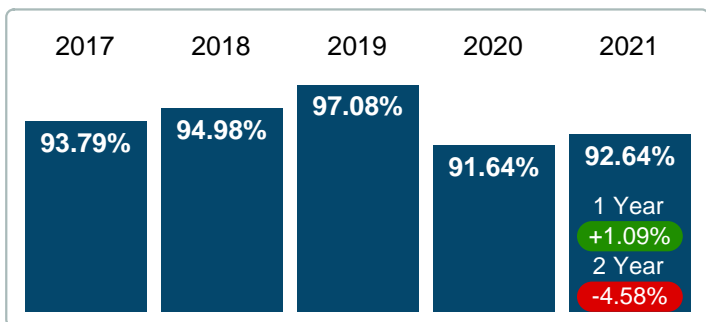
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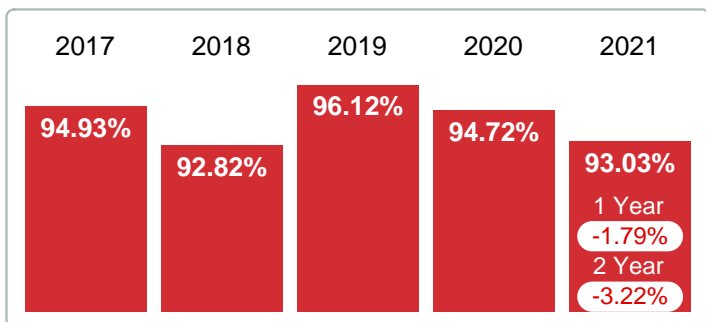
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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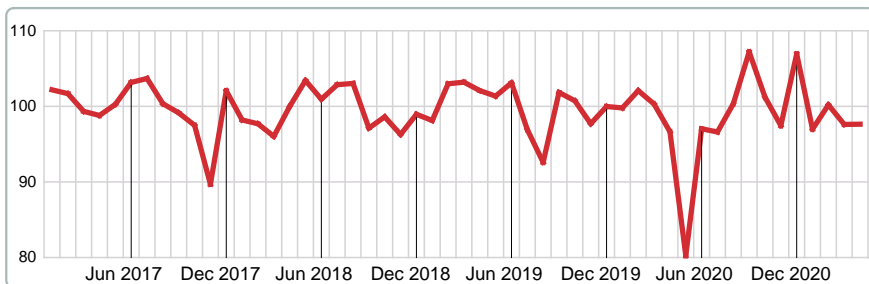
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

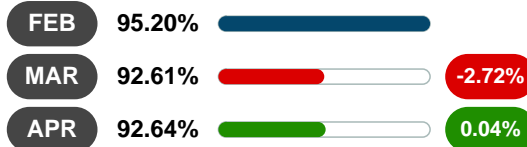


3 MONTHS

5 year APR AVG = 94.03%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **92.64%**
below the 5 yr APR average of **94.03%**



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	21.43%	84.30%	75.28%	102.33%	0.00%	0.00%
\$75,001-\$100,000	2	14.29%	90.10%	0.00%	90.10%	0.00%	0.00%
\$100,001-\$150,000	4	28.57%	93.77%	93.33%	88.00%	100.00%	93.75%
\$150,001-\$425,000	1	7.14%	97.18%	0.00%	97.18%	0.00%	0.00%
\$425,001-\$825,000	2	14.29%	97.91%	0.00%	96.63%	0.00%	99.18%
\$825,001 and up	2	14.29%	97.90%	103.06%	0.00%	0.00%	92.74%
Average Sold/List Ratio		92.60%		86.74%	94.06%	100.00%	95.22%
Total Closed Units		14	100%	4	6	1	3
Total Closed Volume		3,536,500		1.05M	877.50K	140.00K	1.47M

April 2021



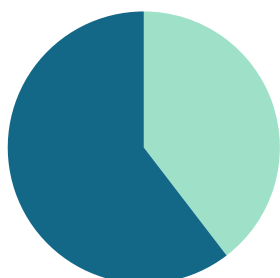
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

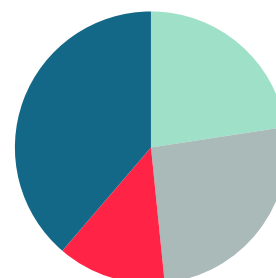


Inventory
 New Listings
19 = 39.58%
 Start Inventory
29
 Total Inventory Units
48
 Volume
\$10,882,295

Market Activity

Closed Sales
14 = 22.58%
 Pending Sales
16 = 25.81%
 Other Off Market
8 = 12.90%
 Active Inventory
24 = 38.71%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	10	14	40.00%	36	43	19.44%
Pending Sales	3	16	433.33%	33	57	72.73%
New Listings	14	19	35.71%	91	58	-36.26%
Average List Price	108,230	261,814	141.91%	107,406	204,684	90.57%
Average Sale Price	98,865	252,607	155.51%	100,308	195,088	94.49%
Average Percent of Selling Price to List Price	91.64%	92.64%	1.09%	94.72%	93.03%	-1.79%
Average Days on Market to Sale	32.60	61.07	87.34%	42.89	50.58	17.94%
Monthly Inventory	71	24	-66.20%	71	24	-66.20%
Months Supply of Inventory	7.16	2.12	-70.42%	7.16	2.12	-70.42%

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

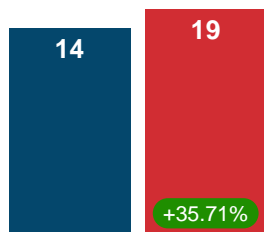
Inventory on April 30, 2021 = 24

2020 2021

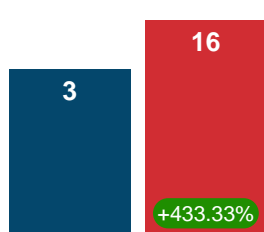
APRIL MARKET

AVERAGE PRICES

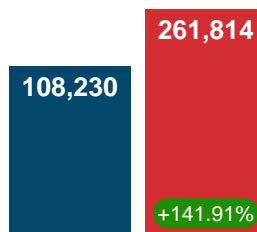
New Listings



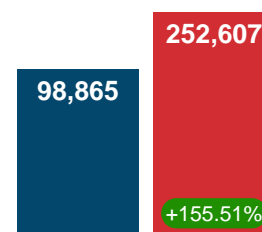
Pending Listings



List Price



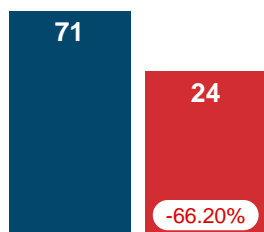
Sale Price



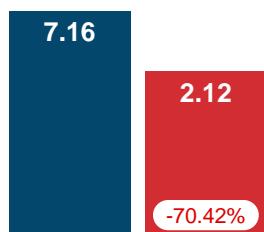
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

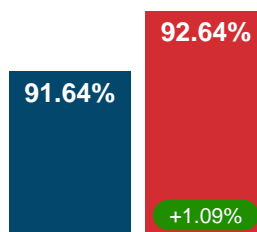
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

