

April 2021



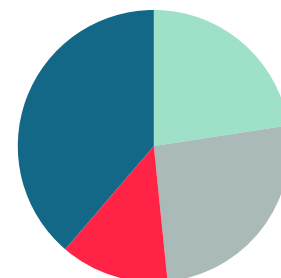
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	86,450	145,000	67.73%
Median Sale Price	76,625	140,000	82.71%
Median Percent of Selling Price to List Price	91.58%	95.19%	3.94%
Median Days on Market to Sale	27.00	26.00	-3.70%
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.

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 **82.71%** in April 2021 to \$140,000 versus the previous year at \$76,625.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 1.00 days or **3.70%** in April 2021 compared to last year's same month at **27.00** DOM.

Sales Success for April 2021 is Positive

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

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

April 2021



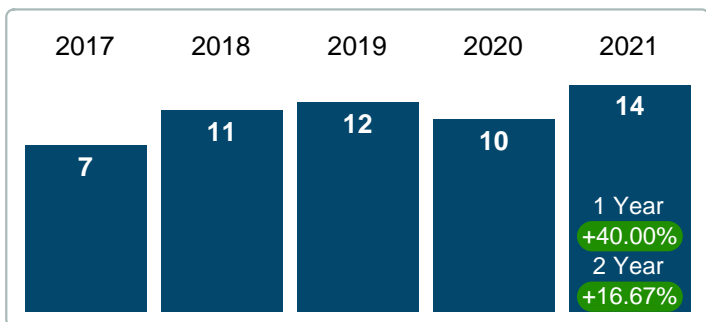
Area Delimited by County Of Sequoyah - Residential Property Type



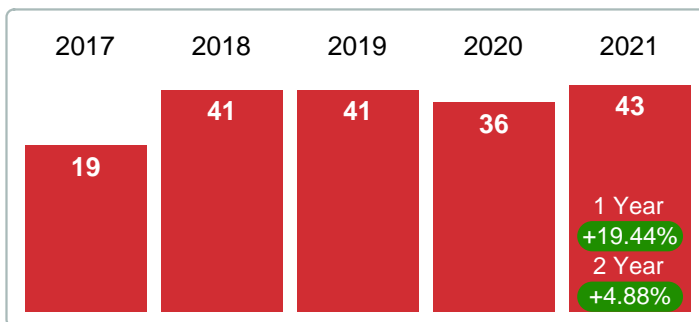
CLOSED LISTINGS

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

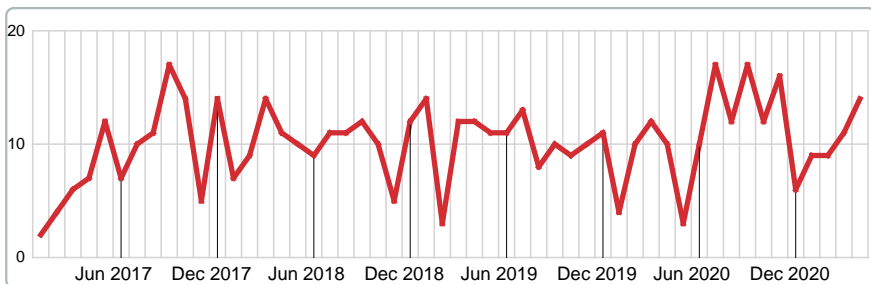
APRIL



YEAR TO DATE (YTD)

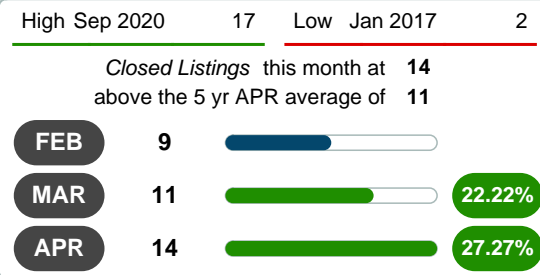


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	7.14%	22.0	1	0	0	0
\$20,001 - \$70,000	2	14.29%	7.0	1	1	0	0
\$70,001 - \$110,000	3	21.43%	4.0	0	3	0	0
\$110,001 - \$150,000	3	21.43%	133.0	1	0	1	1
\$150,001 - \$430,000	2	14.29%	47.0	0	2	0	0
\$430,001 - \$830,000	2	14.29%	38.0	0	0	0	2
\$830,001 and up	1	7.14%	265.0	1	0	0	0
Total Closed Units			14	4	6	1	3
Total Closed Volume		100%	3,536,500	1.05M	877.50K	140.00K	1.47M
Median Closed Price			\$140,000	\$82,000	\$96,000	\$140,000	\$485,000

April 2021



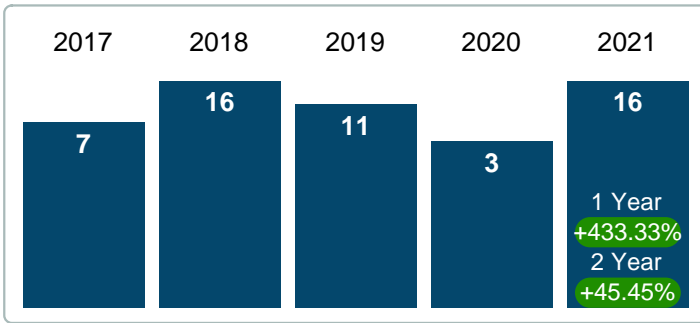
Area Delimited by County Of Sequoyah - Residential Property Type



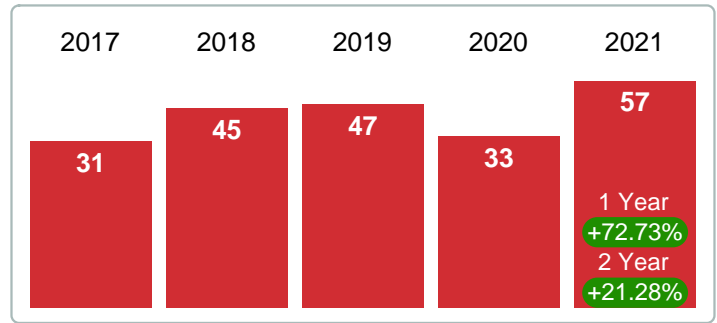
PENDING LISTINGS

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

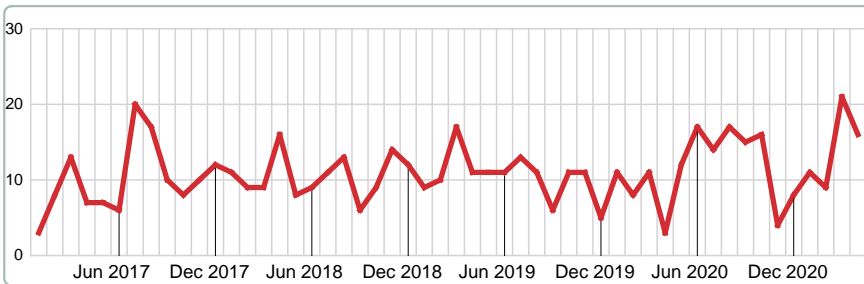
APRIL



YEAR TO DATE (YTD)

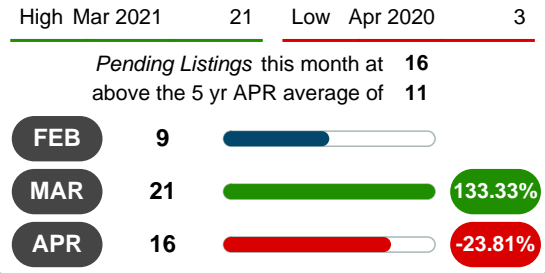


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 11



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	265.0	0	0	0	0
\$50,001 - \$75,000	3	18.75%	5.0	1	2	0	0
\$75,001 - \$125,000	2	12.50%	83.0	0	2	0	0
\$125,001 - \$250,000	5	31.25%	33.0	0	2	3	0
\$250,001 - \$275,000	3	18.75%	8.0	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%	18.0	913.50K	1.81M	508.90K	497.00K
Median Listing Price	\$167,500			\$456,750	\$167,500	\$145,000	\$497,000

April 2021



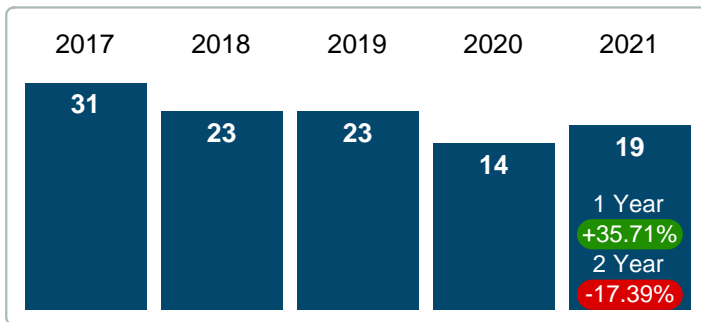
Area Delimited by County Of Sequoyah - Residential Property Type



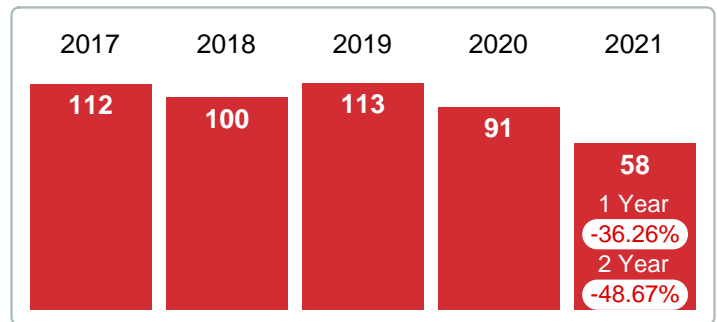
NEW LISTINGS

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

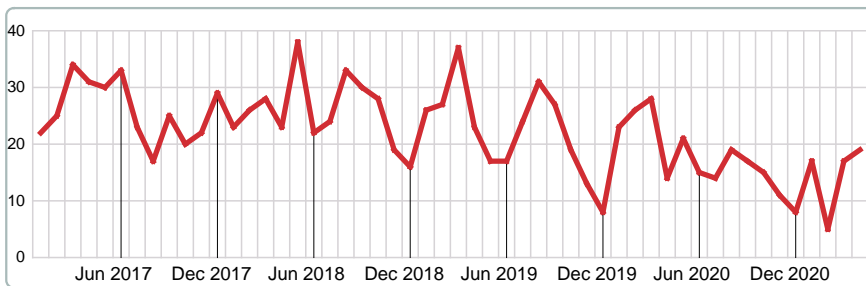
APRIL



YEAR TO DATE (YTD)

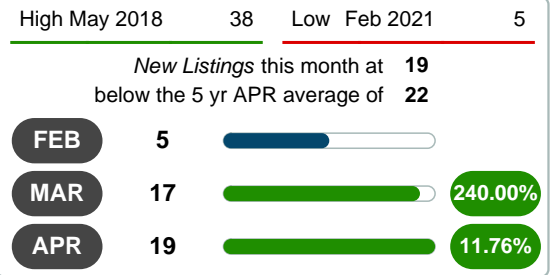


5 YEAR MARKET ACTIVITY TRENDS



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 - \$80,000	3	15.79%	1	2	0	0
\$80,001 - \$90,000	4	21.05%	0	4	0	0
\$90,001 - \$220,000	4	21.05%	1	3	0	0
\$220,001 - \$260,000	5	26.32%	1	3	1	0
\$260,001 - \$490,000	1	5.26%	0	1	0	0
\$490,001 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
Median New Listed Listing Price	\$150,000		\$115,000	\$99,500	\$229,000	\$698,000

April 2021



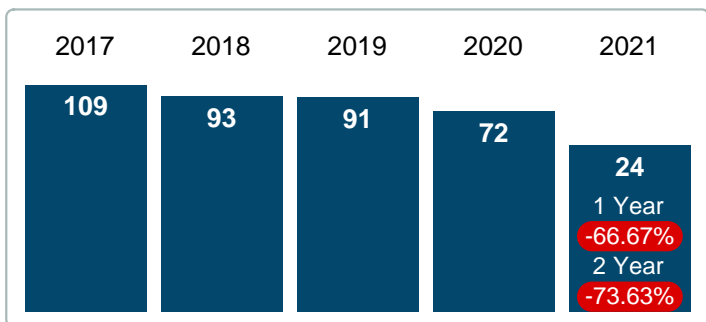
Area Delimited by County Of Sequoyah - Residential Property Type



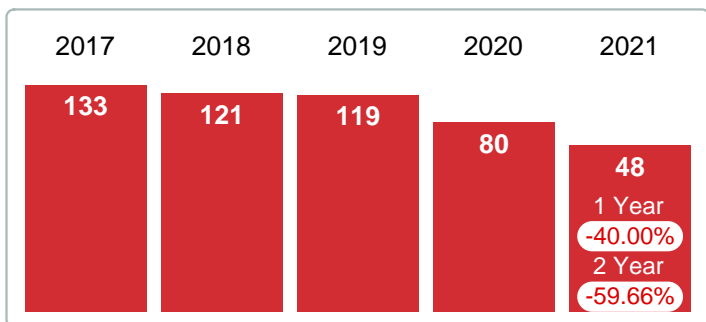
ACTIVE INVENTORY

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

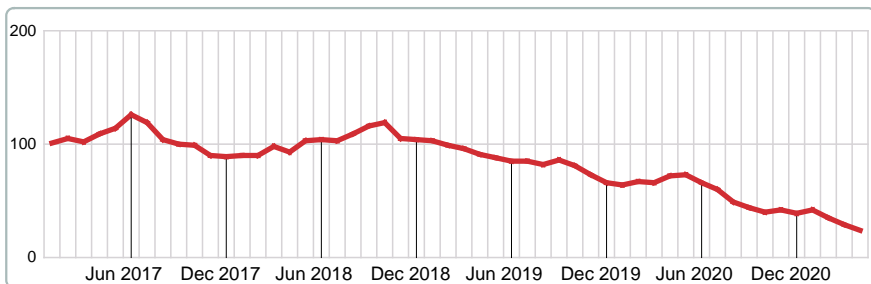
END OF APRIL



ACTIVE DURING APRIL

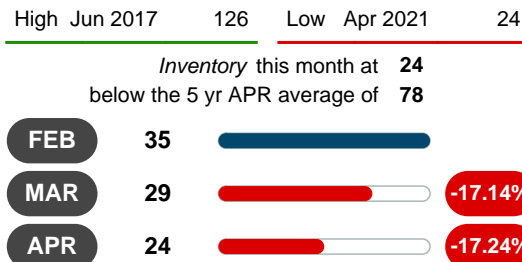


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 78



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	12.50%	46.0	1	1	1	0
\$30,001 - \$80,000	2	8.33%	94.5	0	2	0	0
\$80,001 - \$90,000	4	16.67%	28.0	1	3	0	0
\$90,001 - \$150,000	6	25.00%	41.0	2	3	1	0
\$150,001 - \$230,000	3	12.50%	177.0	0	1	2	0
\$230,001 - \$240,000	1	4.17%	39.0	0	1	0	0
\$240,001 and up	5	20.83%	24.0	2	2	0	1
Total Active Inventory by Units	24			6	13	4	1
Total Active Inventory by Volume	4,014,495	100%	50.0	816.00K	1.72M	577.90K	899.00K
Median Active Inventory Listing Price	\$101,950			\$109,500	\$94,900	\$161,450	\$899,000

April 2021



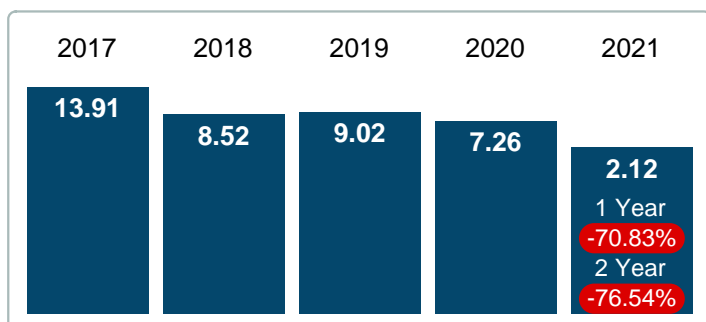
Area Delimited by County Of Sequoyah - Residential Property Type



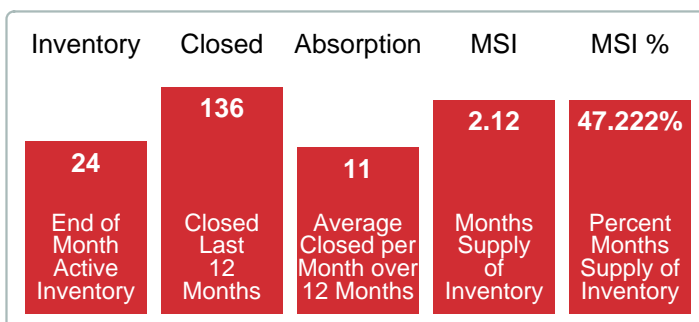
MONTHS SUPPLY of INVENTORY (MSI)

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

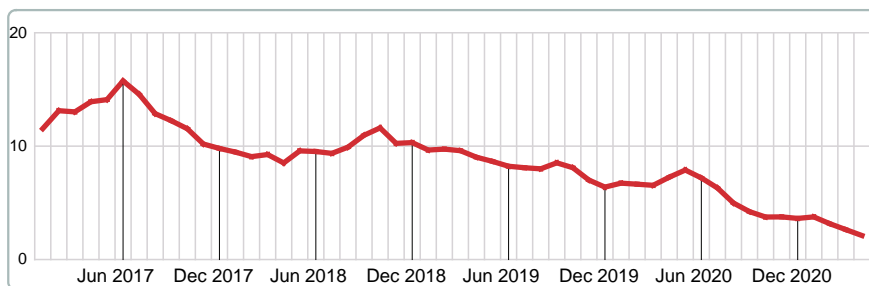
MSI FOR APRIL



INDICATORS FOR APRIL 2021

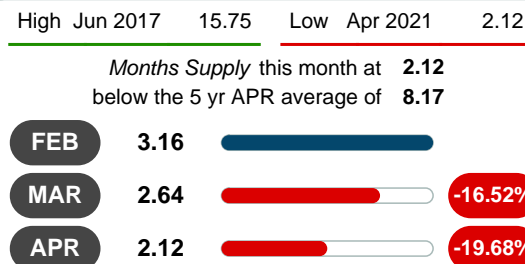


5 YEAR MARKET ACTIVITY TRENDS



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

April 2021



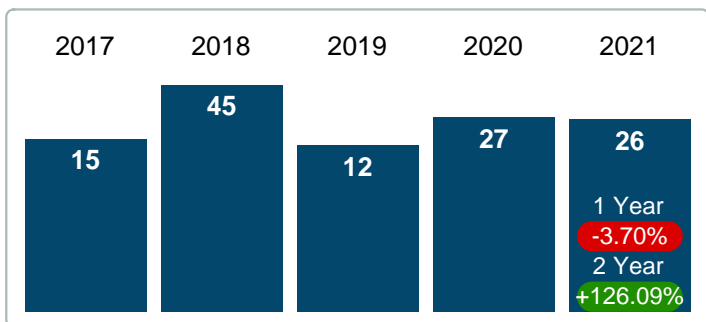
Area Delimited by County Of Sequoyah - Residential Property Type



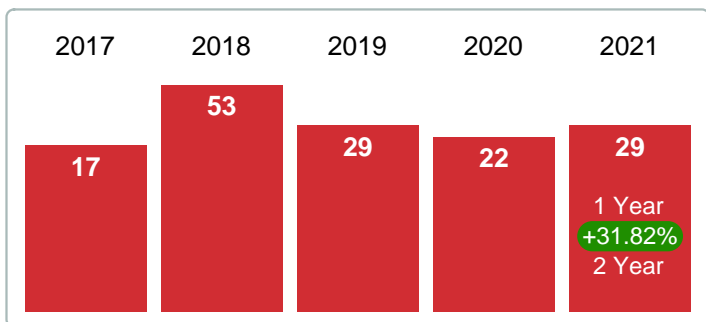
MEDIAN DAYS ON MARKET TO SALE

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

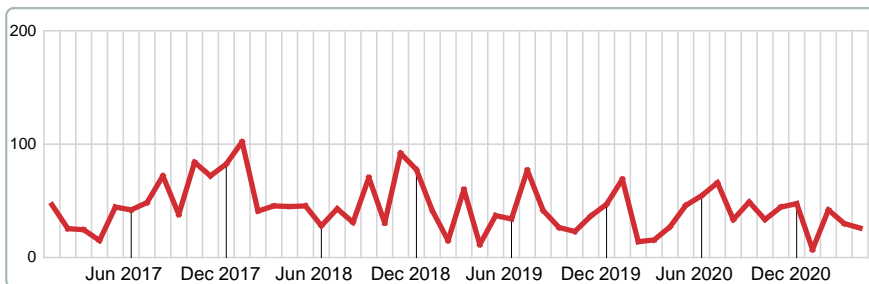
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

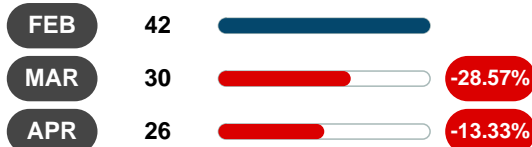


3 MONTHS

5 year APR AVG = 25

High Jan 2018 102 Low Jan 2021 7

Median Days on Market to Sale this month at 26 above the 5 yr APR average of 25



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
\$20,000 and less	7.14%	22	22	0	0	0
\$20,001 - \$70,000	14.29%	7	9	5	0	0
\$70,001 - \$110,000	21.43%	4	0	4	0	0
\$110,001 - \$150,000	21.43%	133	91	0	149	133
\$150,001 - \$430,000	14.29%	47	0	47	0	0
\$430,001 - \$830,000	14.29%	38	0	0	0	38
\$830,001 and up	7.14%	265	265	0	0	0
Median Closed DOM		26	57	5	149	46
Total Closed Units	100%	26.0	4	6	1	3
Total Closed Volume		3,536,500	1.05M	877.50K	140.00K	1.47M

April 2021



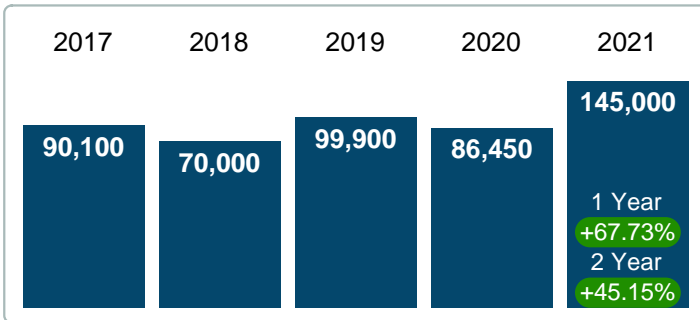
Area Delimited by County Of Sequoyah - Residential Property Type



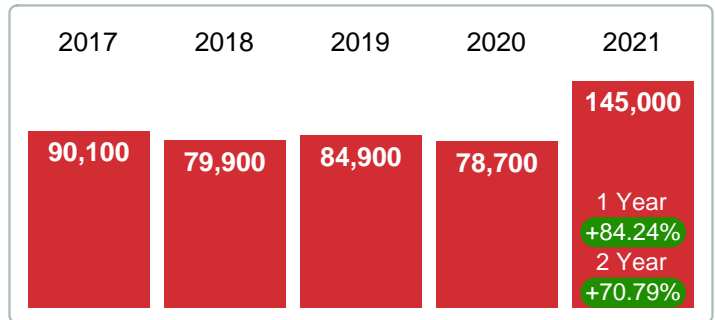
MEDIAN LIST PRICE AT CLOSING

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

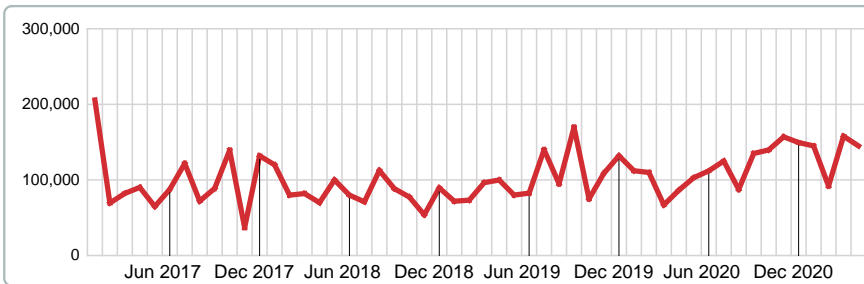
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

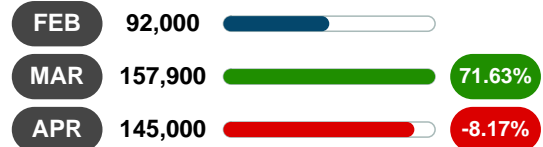


3 MONTHS

5 year APR AVG = 98,290

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

Median List Price at Closing this month at **145,000**
above the 5 yr APR average of **98,290**



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
\$20,000 and less	0.00%	265	0	0	0	0
\$20,001 - \$70,000	21.43%	25,000	25,750	21,500	0	0
\$70,001 - \$110,000	14.29%	89,950	0	89,950	0	0
\$110,001 - \$150,000	21.43%	140,000	150,000	125,000	140,000	0
\$150,001 - \$430,000	14.29%	159,750	0	159,500	0	160,000
\$430,001 - \$830,000	14.29%	467,000	0	445,000	0	489,000
\$830,001 and up	14.29%	872,000	849,000	0	0	895,000
Median List Price		145,000	88,250	112,450	140,000	489,000
Total Closed Units	100%	145,000	4	6	1	3
Total Closed Volume		3,665,400	1.05M	930.90K	140.00K	1.54M

April 2021



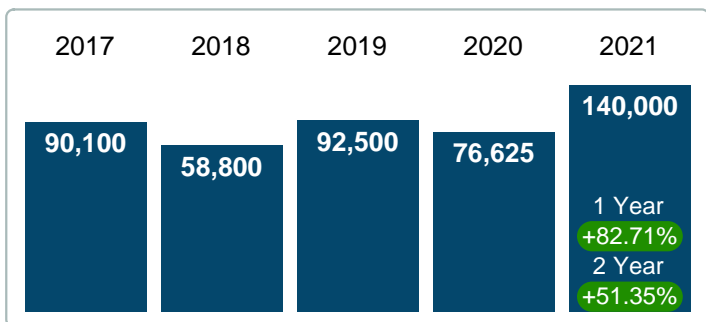
Area Delimited by County Of Sequoyah - Residential Property Type



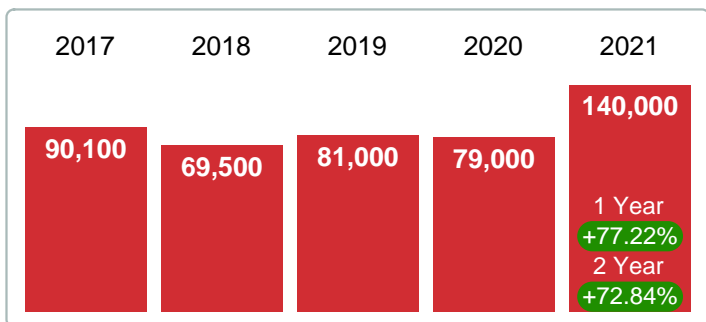
MEDIAN SOLD PRICE AT CLOSING

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

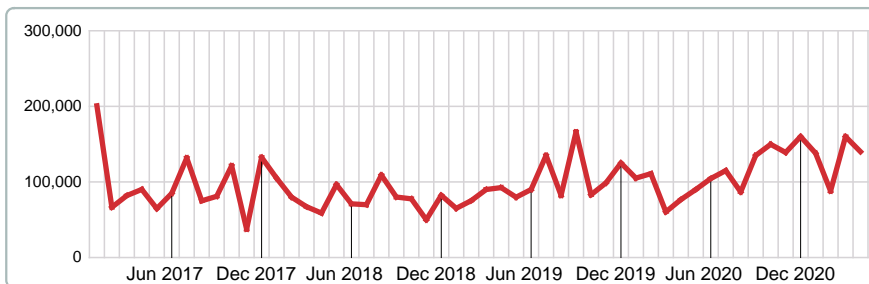
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

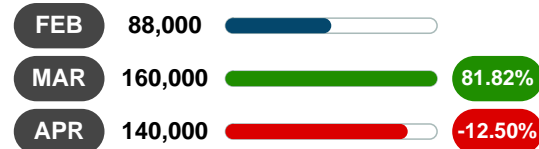


3 MONTHS

5 year APR AVG = 91,605

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

Median Sold Price at Closing this month at 140,000 above the 5 yr APR average of 91,605



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
\$20,000 and less	1	7.14%	15,000	15,000	0	0	0
\$20,001 - \$70,000	2	14.29%	23,000	24,000	22,000	0	0
\$70,001 - \$110,000	3	21.43%	82,000	0	82,000	0	0
\$110,001 - \$150,000	3	21.43%	140,000	140,000	0	140,000	150,000
\$150,001 - \$430,000	2	14.29%	292,500	0	292,500	0	0
\$430,001 - \$830,000	2	14.29%	657,500	0	0	0	657,500
\$830,001 and up	1	7.14%	875,000	875,000	0	0	0
Median Sold Price			140,000	82,000	96,000	140,000	485,000
Total Closed Units		100%	14	4	6	1	3
Total Closed Volume			3,536,500	1.05M	877.50K	140.00K	1.47M

April 2021



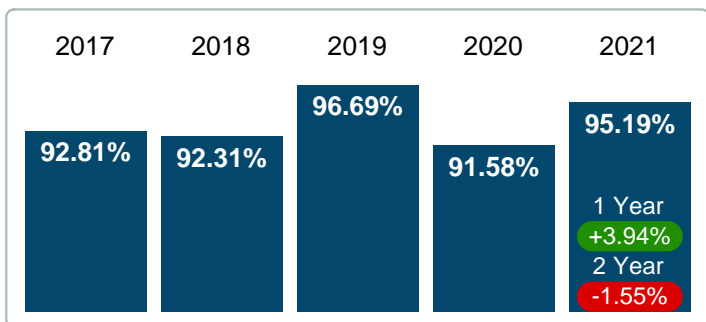
Area Delimited by County Of Sequoyah - Residential Property Type



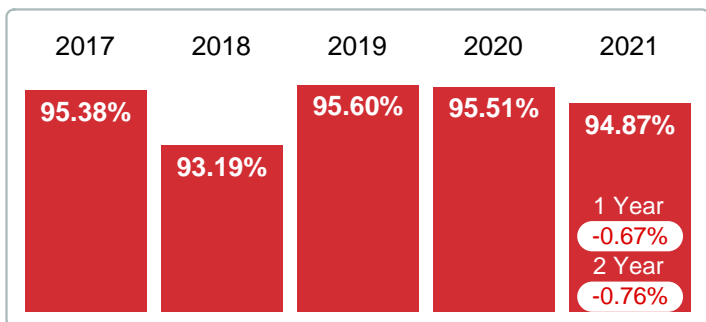
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

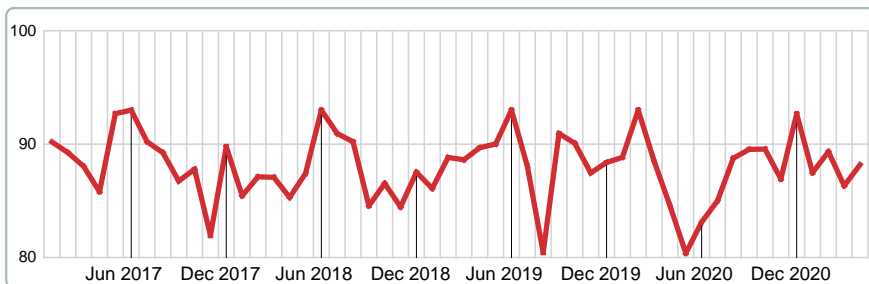
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

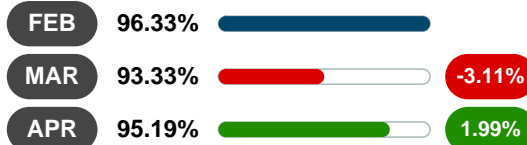


3 MONTHS

5 year APR AVG = 93.71%

High Feb 2020 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **95.19%**
above the 5 yr APR average of **93.71%**



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
\$20,000 and less	1	7.14%	60.00%	60.00%	0.00%	0.00%	0.00%
\$20,001 - \$70,000	2	14.29%	96.45%	90.57%	102.33%	0.00%	0.00%
\$70,001 - \$110,000	3	21.43%	88.00%	0.00%	88.00%	0.00%	0.00%
\$110,001 - \$150,000	3	21.43%	93.75%	93.33%	0.00%	100.00%	93.75%
\$150,001 - \$430,000	2	14.29%	96.90%	0.00%	96.90%	0.00%	0.00%
\$430,001 - \$830,000	2	14.29%	95.96%	0.00%	0.00%	0.00%	95.96%
\$830,001 and up	1	7.14%	103.06%	103.06%	0.00%	0.00%	0.00%
Median Sold/List Ratio		95.19%		91.95%	96.90%	100.00%	93.75%
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



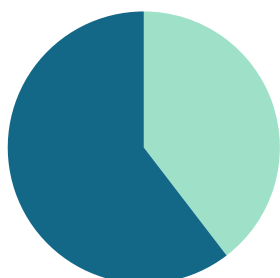
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

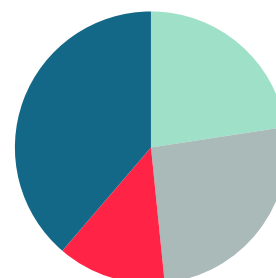


Inventory
 New Listings
19 = 39.58%
 Start Inventory
29
 Total Inventory Units
48
 Volume
\$10,882,295

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%
Median List Price	86,450	145,000	67.73%	78,700	145,000	84.24%
Median Sale Price	76,625	140,000	82.71%	79,000	140,000	77.22%
Median Percent of Selling Price to List Price	91.58%	95.19%	3.94%	95.51%	94.87%	-0.67%
Median Days on Market to Sale	27.00	26.00	-3.70%	22.00	29.00	31.82%
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

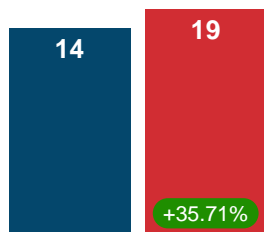
Inventory on April 30, 2021 = 24

2020 2021

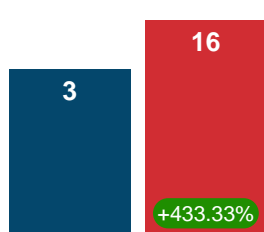
APRIL MARKET

MEDIAN PRICES

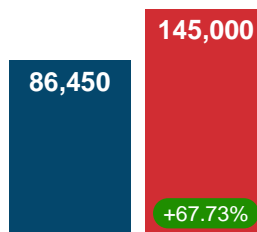
New Listings



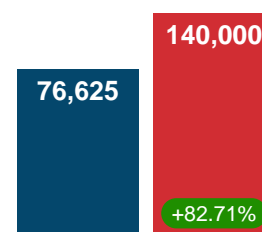
Pending Listings



List Price



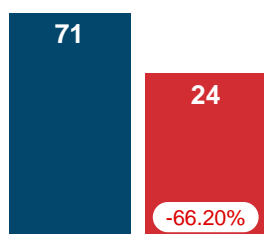
Sale Price



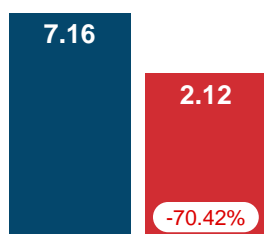
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

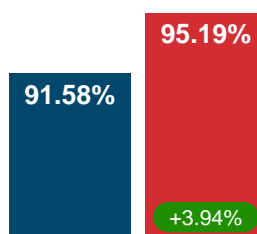
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

