

August 2021



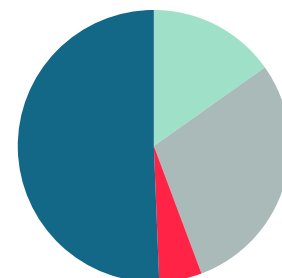
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	12	12	0.00%
Pending Listings	17	23	35.29%
New Listings	19	27	42.11%
Average List Price	120,967	234,133	93.55%
Average Sale Price	115,288	227,840	97.63%
Average Percent of Selling Price to List Price	95.33%	99.29%	4.15%
Average Days on Market to Sale	46.08	44.33	-3.80%
End of Month Inventory	48	40	-16.67%
Months Supply of Inventory	4.88	3.22	-34.00%



■ Closed (15.19%)
■ Pending (29.11%)
■ Other OffMarket (5.06%)
■ Active (50.63%)

Absorption: Last 12 months, an Average of **12 Sales/Month Active Inventory** as of August 31, 2021 = **40**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **16.67%** to 40 existing homes available for sale. Over the last 12 months this area has had an average of 12 closed sales per month. This represents an unsold inventory index of **3.22** 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 **97.63%** in August 2021 to \$227,840 versus the previous year at \$115,288.

Average Days on Market Shortens

The average number of **44.33** days that homes spent on the market before selling decreased by 1.75 days or **3.80%** in August 2021 compared to last year's same month at **46.08** DOM.

Sales Success for August 2021 is Positive

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

There were 27 New Listings in August 2021, up **42.11%** from last year at 19. Furthermore, there were 12 Closed Listings this month versus last year at 12, a **0.00%** decrease.

Closed versus Listed trends yielded a **44.4%** ratio, down from previous year's, August 2020, at **63.2%**, a **29.63%** downswing. This will certainly create pressure on a decreasing Monthly 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

August 2021



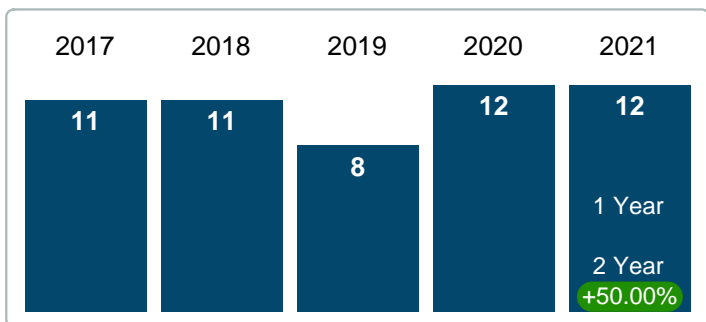
Area Delimited by County Of Sequoyah - Residential Property Type



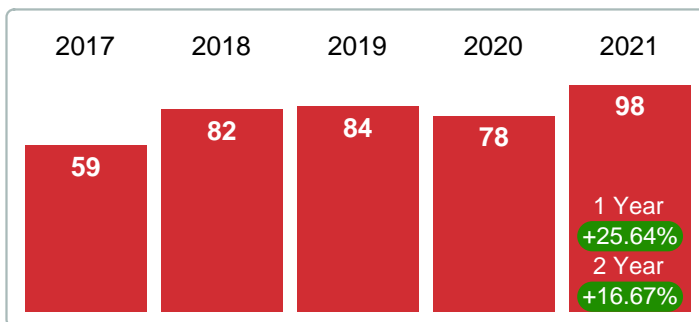
CLOSED LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

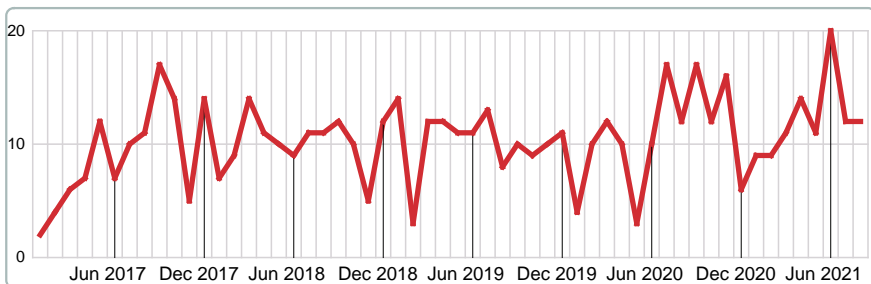
AUGUST



YEAR TO DATE (YTD)

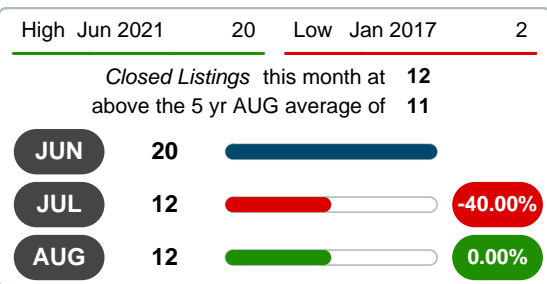


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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
\$25,000 and less	1	8.33%	134.0	1	0	0	0
\$25,001 - \$75,000	1	8.33%	15.0	1	0	0	0
\$75,001 - \$125,000	2	16.67%	116.5	1	1	0	0
\$125,001 - \$225,000	2	16.67%	51.0	0	1	1	0
\$225,001 - \$275,000	3	25.00%	8.7	0	3	0	0
\$275,001 - \$300,000	1	8.33%	1.0	0	1	0	0
\$300,001 and up	2	16.67%	10.5	0	1	1	0
Total Closed Units	12			3	7	2	0
Total Closed Volume	2,734,075	100%	44.3	131.00K	1.59M	1.01M	0.00B
Average Closed Price	\$227,840			\$43,667	\$227,368	\$505,750	\$0

August 2021



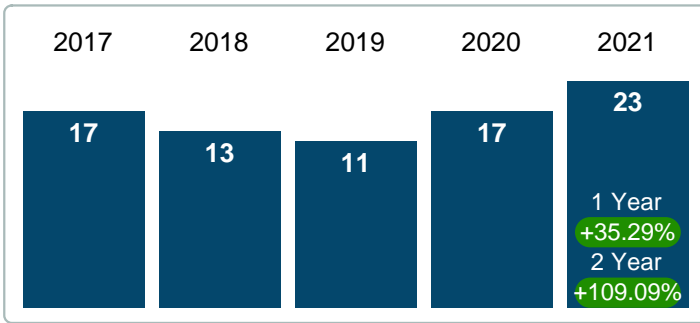
Area Delimited by County Of Sequoyah - Residential Property Type



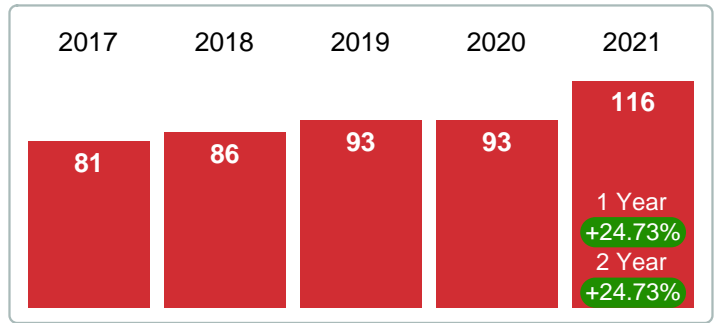
PENDING LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

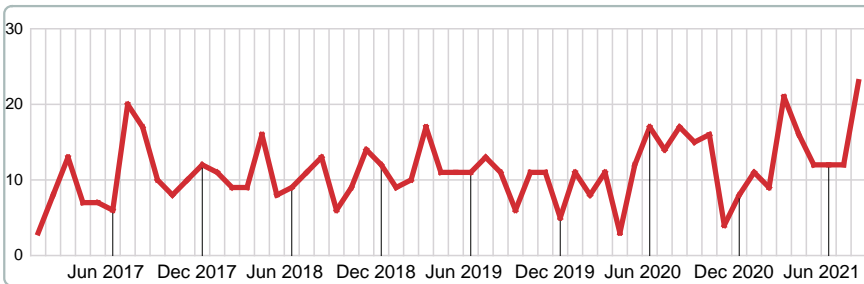
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 16

High Aug 2021 23 Low Apr 2020 3

Pending Listings this month at 23
above the 5 yr AUG average of 16



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	1	4.35%	4.0	0	1	0	0
\$25,001 - \$75,000	4	17.39%	30.8	3	1	0	0
\$75,001 - \$125,000	3	13.04%	19.7	1	2	0	0
\$125,001 - \$200,000	4	17.39%	42.0	0	4	0	0
\$200,001 - \$225,000	3	13.04%	32.7	0	1	1	1
\$225,001 - \$375,000	6	26.09%	18.7	0	4	2	0
\$375,001 and up	2	8.70%	29.5	0	0	2	0
Total Pending Units	23			4	13	5	1
Total Pending Volume	4,573,400	100%	27.1	244.00K	2.27M	1.84M	219.00K
Average Listing Price	\$198,843			\$61,000	\$174,269	\$368,980	\$219,000

August 2021



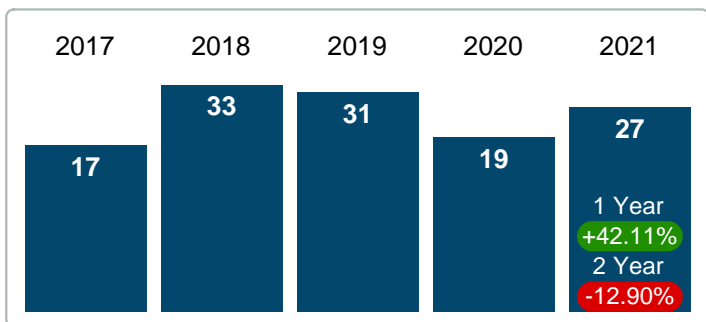
Area Delimited by County Of Sequoyah - Residential Property Type



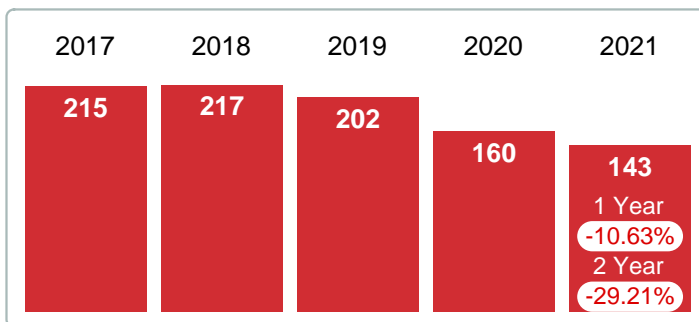
NEW LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

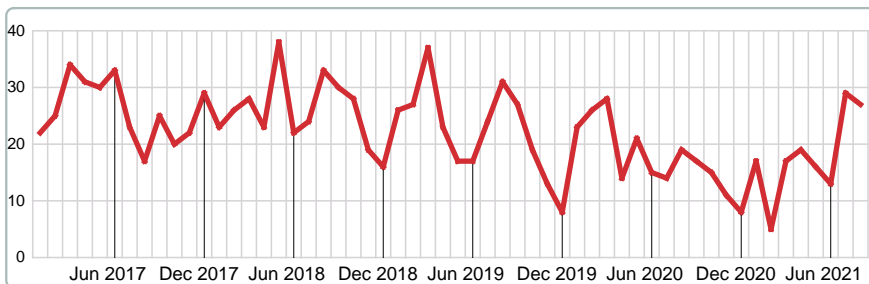
AUGUST



YEAR TO DATE (YTD)

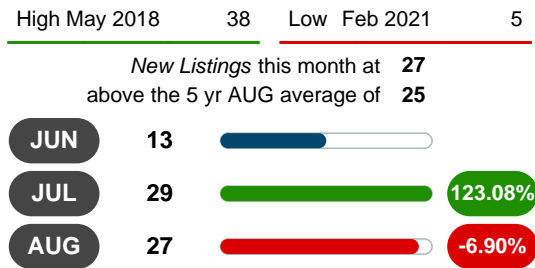


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 25



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	3.70%	0	1	0	0
\$25,001 - \$50,000	4	14.81%	4	0	0	0
\$50,001 - \$100,000	5	18.52%	2	3	0	0
\$100,001 - \$175,000	5	18.52%	0	5	0	0
\$175,001 - \$225,000	5	18.52%	0	4	0	1
\$225,001 - \$525,000	4	14.81%	0	3	1	0
\$525,001 and up	3	11.11%	0	1	2	0
Total New Listed Units	27		6	17	3	1
Total New Listed Volume	5,286,700	100%	308.50K	3.30M	1.46M	219.00K
Average New Listed Listing Price	\$187,074		\$51,417	\$193,841	\$487,967	\$219,000

August 2021



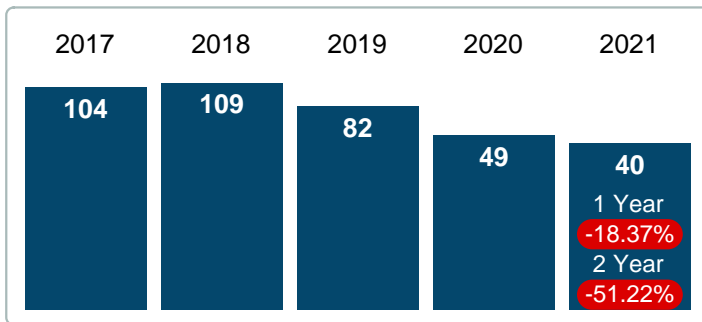
Area Delimited by County Of Sequoyah - Residential Property Type



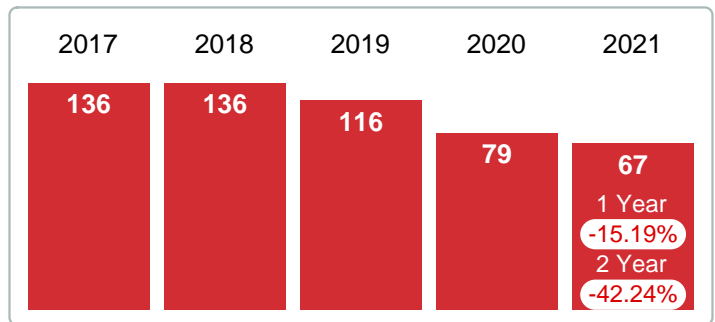
ACTIVE INVENTORY

Report produced on Aug 10, 2023 for MLS Technology Inc.

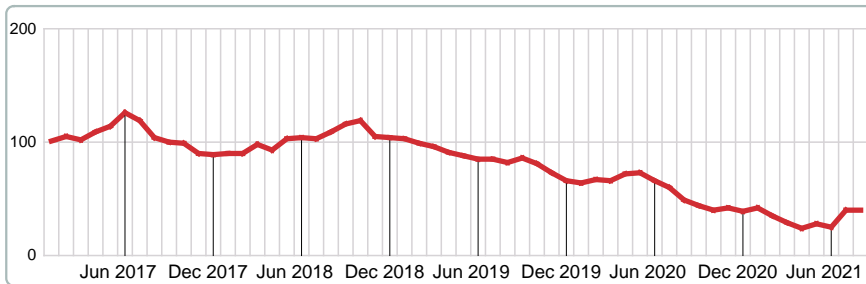
END OF AUGUST



ACTIVE DURING AUGUST

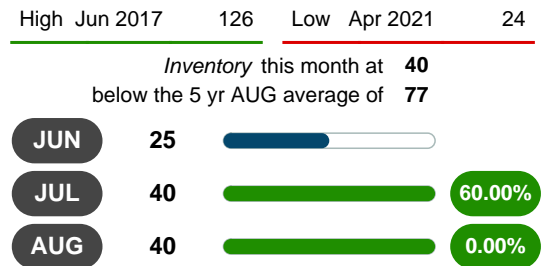


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 77



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	4	10.00%	33.5	3	1	0	0
\$50,001 - \$75,000	6	15.00%	38.2	2	3	1	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$175,000	14	35.00%	64.1	2	12	0	0
\$175,001 - \$500,000	7	17.50%	89.4	0	6	1	0
\$500,001 - \$675,000	5	12.50%	38.8	0	3	2	0
\$675,001 and up	4	10.00%	88.3	1	0	1	2
Total Active Inventory by Units	40			8	25	5	2
Total Active Inventory by Volume	9,920,100	100%	60.8	1.49M	4.54M	2.18M	1.71M
Average Active Inventory Listing Price	\$248,003			\$186,563	\$181,504	\$436,200	\$854,500

August 2021



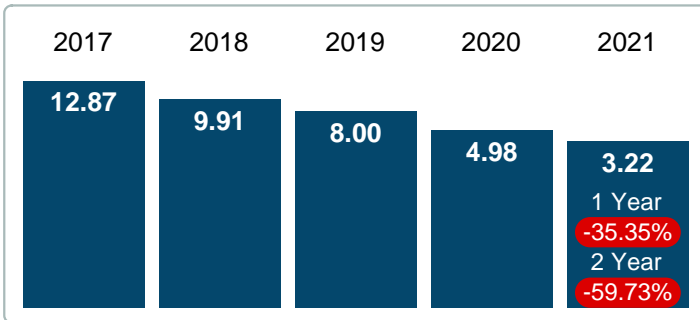
Area Delimited by County Of Sequoyah - Residential Property Type



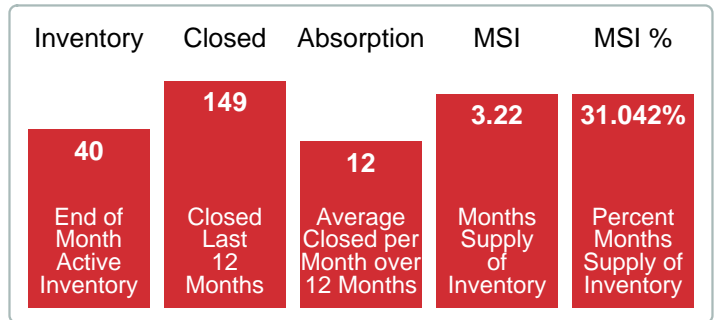
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 10, 2023 for MLS Technology Inc.

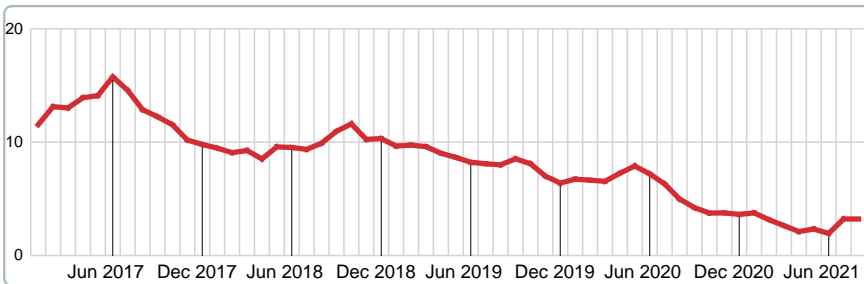
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 7.80

High Jun 2017 15.75 Low Jun 2021 1.95

Months Supply this month at 3.22
below the 5 yr AUG average of 7.80



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	4	10.00%	2.67	5.14	1.50	0.00	0.00
\$50,001 - \$70,000	5	12.50%	4.29	4.00	3.60	12.00	0.00
\$70,001 - \$90,000	6	15.00%	4.50	6.00	5.00	0.00	0.00
\$90,001 - \$170,000	8	20.00%	2.34	1.50	3.82	0.00	0.00
\$170,001 - \$510,000	8	20.00%	1.85	2.40	2.12	1.33	0.00
\$510,001 - \$680,000	5	12.50%	30.00	0.00	36.00	24.00	0.00
\$680,001 and up	4	10.00%	8.00	12.00	0.00	6.00	12.00
Market Supply of Inventory (MSI)			3.22	3.69	3.41	2.14	3.43
Total Active Inventory by Units		100%	3.22	8	25	5	2

August 2021



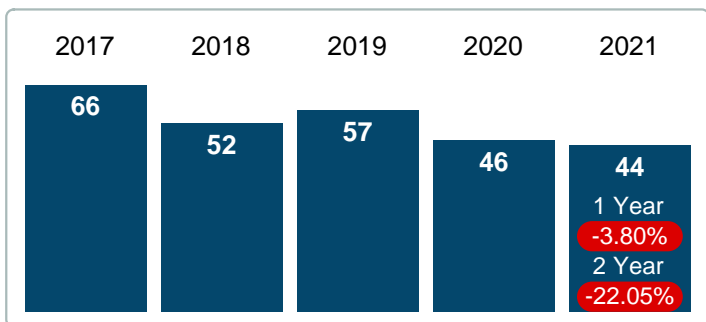
Area Delimited by County Of Sequoyah - Residential Property Type



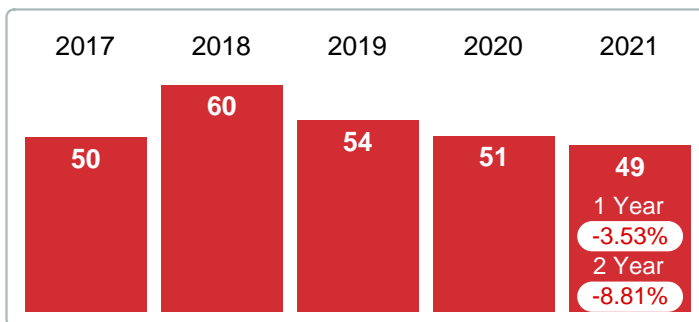
AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 10, 2023 for MLS Technology Inc.

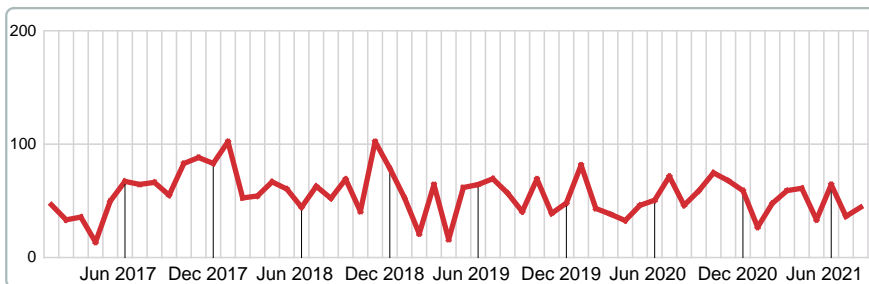
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 53

High Nov 2018 102 Low Apr 2017 14

Average Days on Market to Sale this month at 44 below the 5 yr AUG average of 53



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
\$25,000 and less	8.33%	134	134	0	0	0
\$25,001 - \$75,000	8.33%	15	15	0	0	0
\$75,001 - \$125,000	16.67%	117	118	115	0	0
\$125,001 - \$225,000	16.67%	51	0	55	47	0
\$225,001 - \$275,000	25.00%	9	0	9	0	0
\$275,001 - \$300,000	8.33%	1	0	1	0	0
\$300,001 and up	16.67%	11	0	13	8	0
Average Closed DOM		44	89	30	28	0
Total Closed Units	100%	44	3	7	2	
Total Closed Volume		2,734,075	131.00K	1.59M	1.01M	0.00B

August 2021



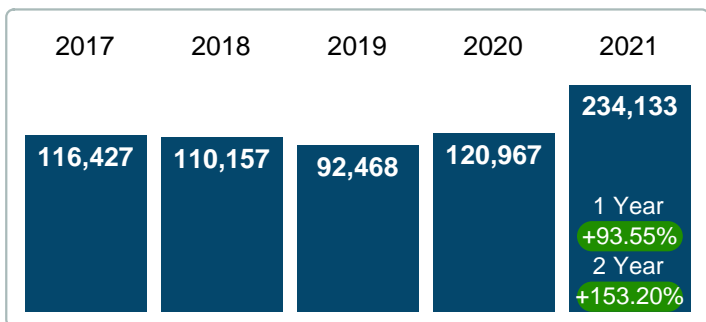
Area Delimited by County Of Sequoyah - Residential Property Type



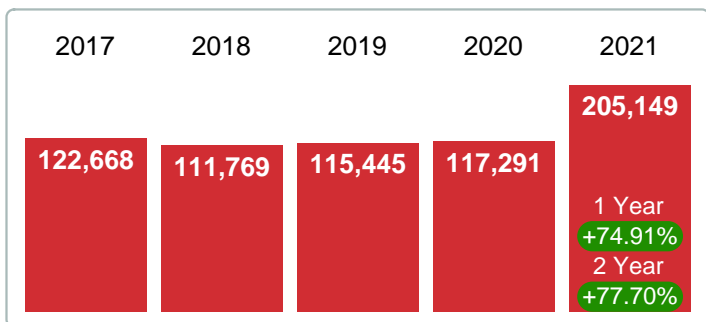
AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

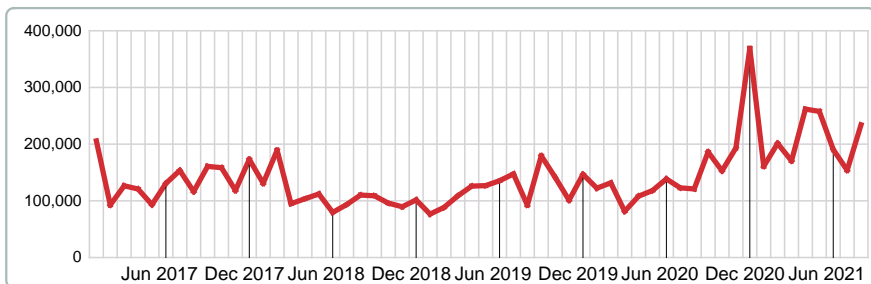
AUGUST



YEAR TO DATE (YTD)

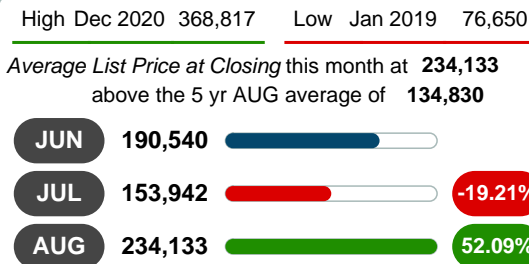


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 134,830



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	16.67%	20,500	16,000	0	0	0
\$25,001 - \$75,000	0.00%	0	25,000	0	0	0
\$75,001 - \$125,000	16.67%	89,200	83,500	94,900	0	0
\$125,001 - \$225,000	16.67%	154,750	0	169,500	139,999	0
\$225,001 - \$275,000	16.67%	242,450	0	254,633	0	0
\$275,001 - \$300,000	16.67%	286,400	0	293,800	0	0
\$300,001 and up	16.67%	611,500	0	325,000	898,000	0
Average List Price		234,133	41,500	235,300	519,000	0
Total Closed Units	100%	234,133	3	7	2	
Total Closed Volume		2,809,599	124.50K	1.65M	1.04M	0.00B

August 2021



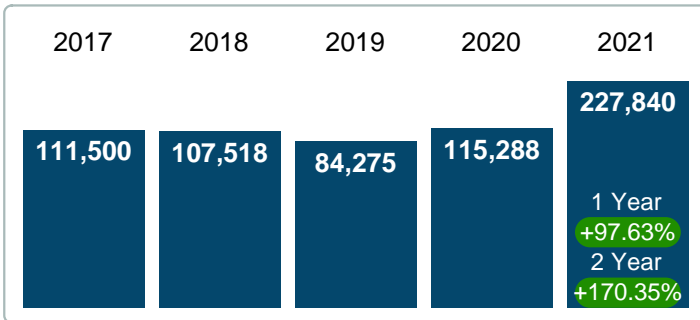
Area Delimited by County Of Sequoyah - Residential Property Type



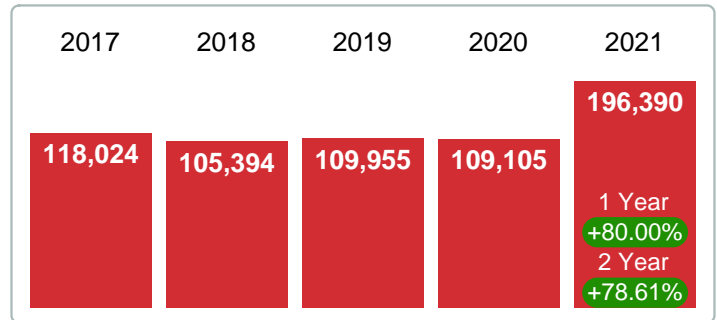
AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

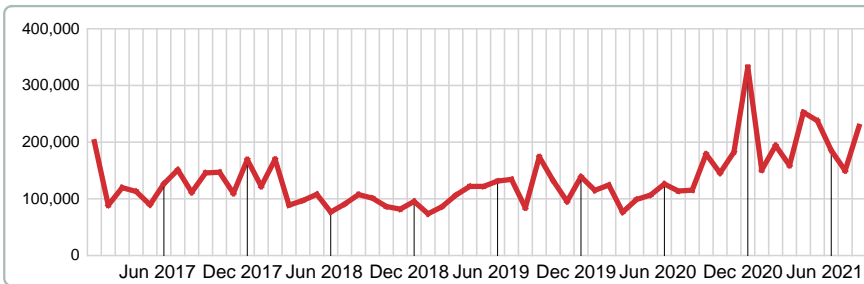
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

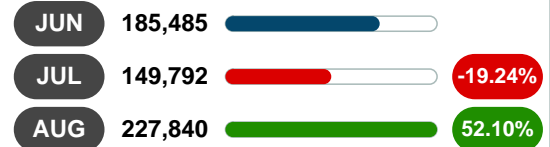


3 MONTHS

5 year AUG AVG = 129,284

High Dec 2020 332,150 Low Jan 2019 73,611

Average Sold Price at Closing this month at **227,840**
above the 5 yr AUG average of **129,284**



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
\$25,000 and less	8.33%	16,000	16,000	0	0	0
\$25,001 - \$75,000	8.33%	30,000	30,000	0	0	0
\$75,001 - \$125,000	16.67%	88,438	85,000	91,875	0	0
\$125,001 - \$225,000	16.67%	147,250	0	161,000	133,500	0
\$225,001 - \$275,000	25.00%	243,300	0	243,300	0	0
\$275,001 - \$300,000	8.33%	293,800	0	293,800	0	0
\$300,001 and up	16.67%	596,500	0	315,000	878,000	0
Average Sold Price		227,840	43,667	227,368	505,750	0
Total Closed Units	100%	227,840	3	7	2	
Total Closed Volume		2,734,075	131.00K	1.59M	1.01M	0.00B

August 2021



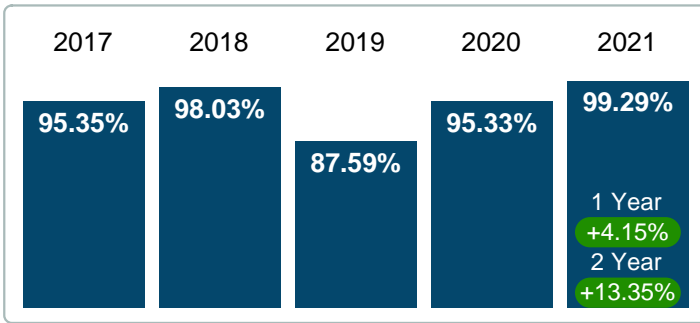
Area Delimited by County Of Sequoyah - Residential Property Type



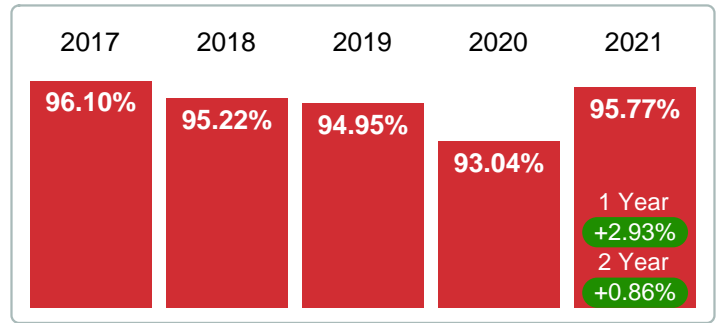
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

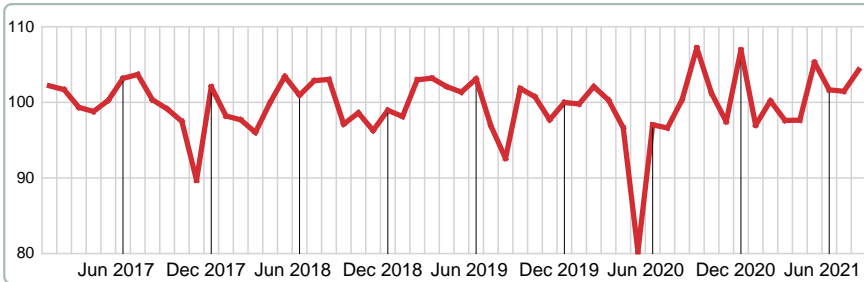
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 95.12%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **99.29%**
above the 5 yr AUG average of **95.12%**



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
\$25,000 and less	<div style="width: 8.33%;"></div> 1	8.33%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	<div style="width: 8.33%;"></div> 1	8.33%	120.00%	120.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	<div style="width: 16.67%;"></div> 2	16.67%	99.30%	101.80%	96.81%	0.00%	0.00%
\$125,001 - \$225,000	<div style="width: 16.67%;"></div> 2	16.67%	95.17%	0.00%	94.99%	95.36%	0.00%
\$225,001 - \$275,000	<div style="width: 25.00%;"></div> 3	25.00%	95.94%	0.00%	95.94%	0.00%	0.00%
\$275,001 - \$300,000	<div style="width: 8.33%;"></div> 1	8.33%	100.00%	0.00%	100.00%	0.00%	0.00%
\$300,001 and up	<div style="width: 16.67%;"></div> 2	16.67%	97.35%	0.00%	96.92%	97.77%	0.00%
Average Sold/List Ratio		99.30%		107.27%	96.65%	96.57%	0.00%
Total Closed Units		12	100%	3	7	2	
Total Closed Volume		2,734,075		131.00K	1.59M	1.01M	0.00B

August 2021



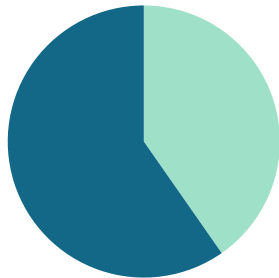
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

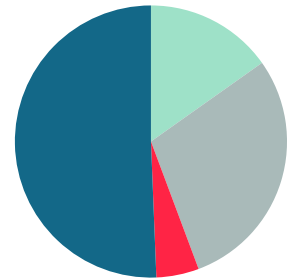


Inventory
 New Listings
27 = 40.30%
 Start Inventory
40
 Total Inventory Units
67
 Volume
\$15,366,200

Market Activity

Closed Sales
12 = 15.19%
 Pending Sales
23 = 29.11%
 Other Off Market
4 = 5.06%
 Active Inventory
40 = 50.63%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	12	12	0.00%	78	98	25.64%
Pending Sales	17	23	35.29%	93	116	24.73%
New Listings	19	27	42.11%	160	143	-10.63%
Average List Price	120,967	234,133	93.55%	117,291	205,149	74.91%
Average Sale Price	115,288	227,840	97.63%	109,105	196,390	80.00%
Average Percent of Selling Price to List Price	95.33%	99.29%	4.15%	93.04%	95.77%	2.93%
Average Days on Market to Sale	46.08	44.33	-3.80%	50.73	48.94	-3.53%
Monthly Inventory	48	40	-16.67%	48	40	-16.67%
Months Supply of Inventory	4.88	3.22	-34.00%	4.88	3.22	-34.00%

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

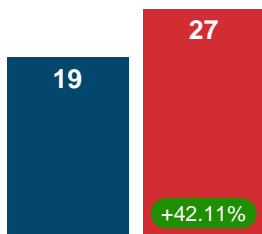
Inventory on August 31, 2021 = **40**

2020 **2021**

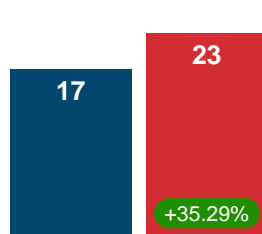
AUGUST MARKET

AVERAGE PRICES

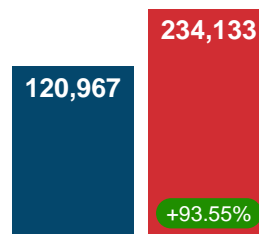
New Listings



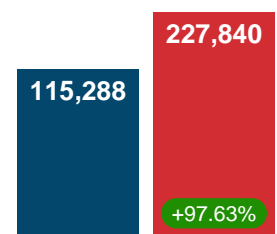
Pending Listings



List Price



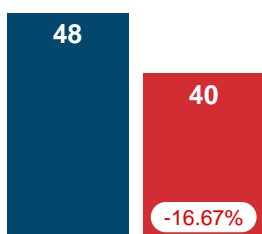
Sale Price



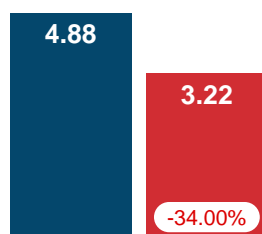
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

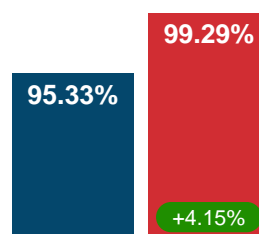
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

