

February 2021



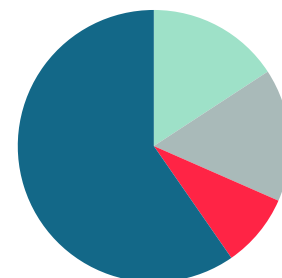
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	10	9	-10.00%
Pending Listings	8	9	12.50%
New Listings	25	5	-80.00%
Average List Price	131,670	201,322	52.90%
Average Sale Price	124,340	193,998	56.02%
Average Percent of Selling Price to List Price	97.08%	95.20%	-1.94%
Average Days on Market to Sale	43.30	47.78	10.34%
End of Month Inventory	66	34	-48.48%
Months Supply of Inventory	6.55	3.07	-53.13%



■ Closed (15.79%)
■ Pending (15.79%)
■ Other OffMarket (8.77%)
■ Active (59.65%)

Absorption: Last 12 months, an Average of **11** Sales/Month
Active Inventory as of February 28, 2021 = **34**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **48.48%** to 34 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 **3.07** 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 **56.02%** in February 2021 to \$193,998 versus the previous year at \$124,340.

Average Days on Market Lengthens

The average number of **47.78** days that homes spent on the market before selling increased by 4.48 days or **10.34%** in February 2021 compared to last year's same month at **43.30** DOM.

Sales Success for February 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 5 New Listings in February 2021, down **80.00%** from last year at 25. Furthermore, there were 9 Closed Listings this month versus last year at 10, a **-10.00%** decrease.

Closed versus Listed trends yielded a **180.0%** ratio, up from previous year's, February 2020, at **40.0%**, a **350.00%** 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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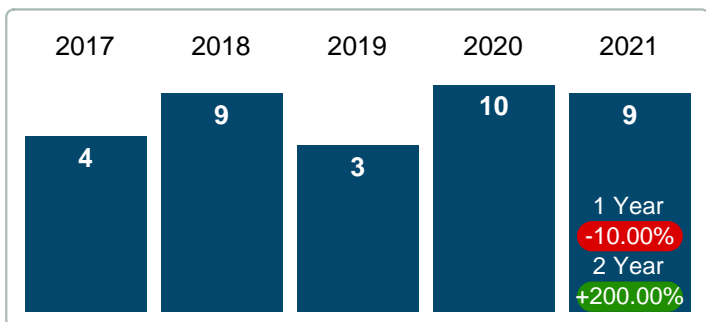
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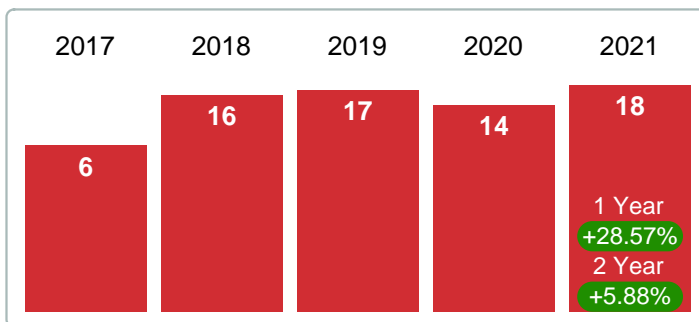
CLOSED LISTINGS

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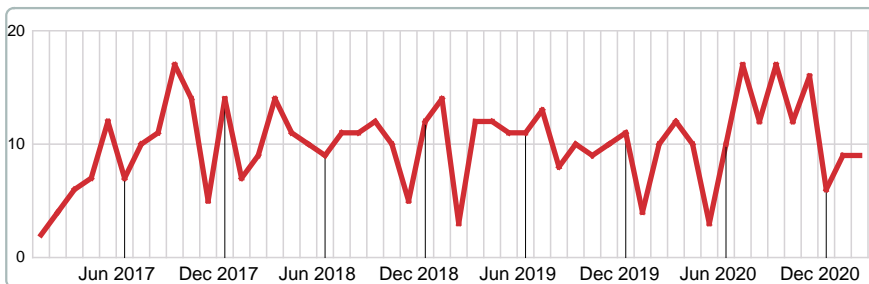
FEBRUARY



YEAR TO DATE (YTD)

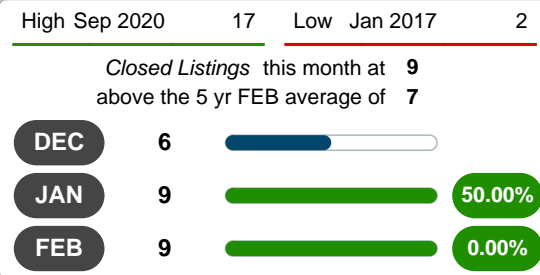


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 7



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	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	2	22.22%	58.0	1	1	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$100,000	3	33.33%	61.3	0	3	0	0
\$100,001 - \$325,000	1	11.11%	1.0	0	1	0	0
\$325,001 - \$550,000	2	22.22%	43.5	0	1	0	1
\$550,001 and up	1	11.11%	42.0	0	1	0	0
Total Closed Units	9			1	7	0	1
Total Closed Volume	1,745,982	100%	47.8	37.00K	1.33M	0.00B	375.00K
Average Closed Price	\$193,998			\$37,000	\$190,569	\$0	\$375,000

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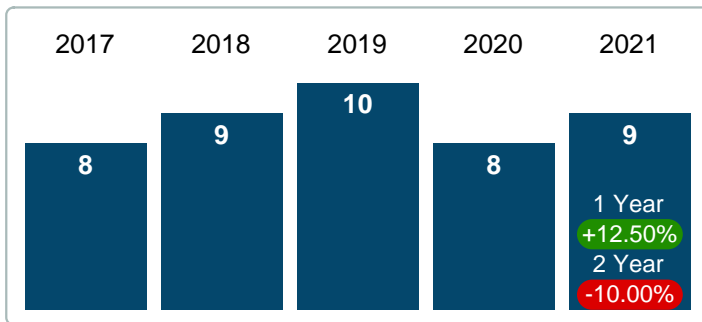
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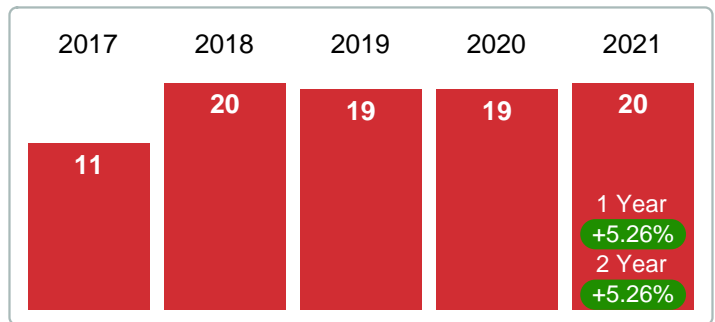
PENDING LISTINGS

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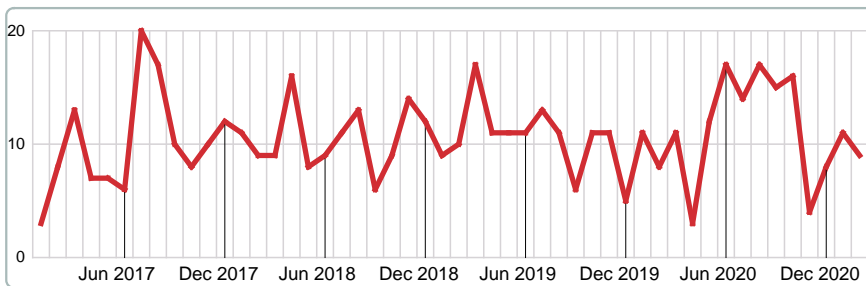
FEBRUARY



YEAR TO DATE (YTD)

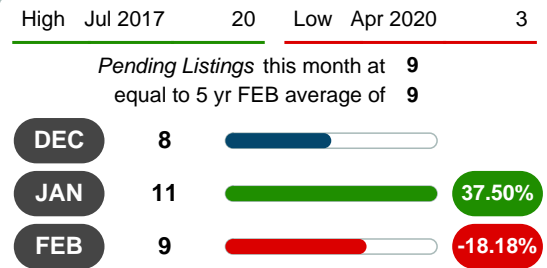


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB 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
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	2	22.22%	15.5	1	1	0	0
\$50,001-\$75,000	1	11.11%	111.0	0	0	1	0
\$75,001-\$175,000	2	22.22%	18.0	0	1	1	0
\$175,001-\$375,000	1	11.11%	11.0	0	1	0	0
\$375,001-\$875,000	2	22.22%	60.5	0	1	0	1
\$875,001 and up	1	11.11%	30.0	0	0	0	1
Total Pending Units	9			1	4	2	2
Total Pending Volume	2,330,900	100%	44.1	45.00K	691.90K	210.00K	1.38M
Average Listing Price	\$325,129			\$45,000	\$172,975	\$105,000	\$692,000

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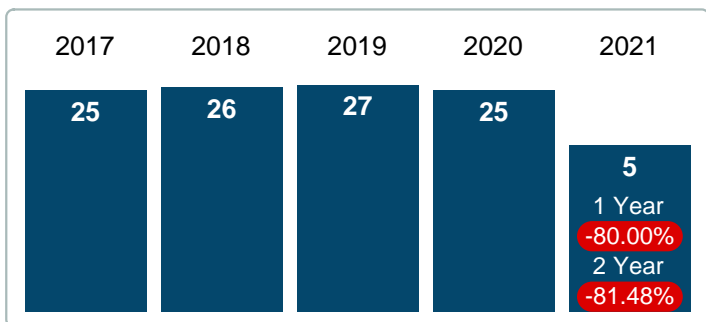
Area Delimited by County Of Sequoyah - Residential Property Type



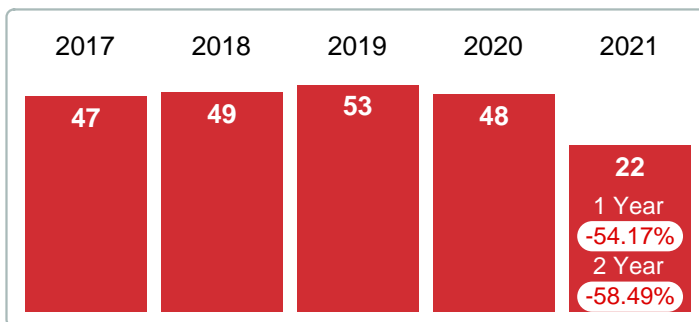
NEW LISTINGS

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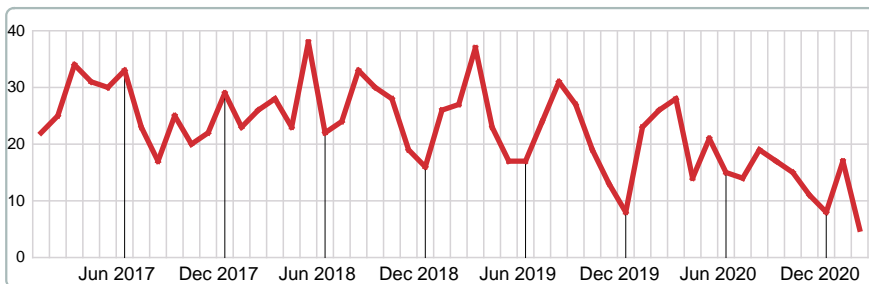
FEBRUARY



YEAR TO DATE (YTD)

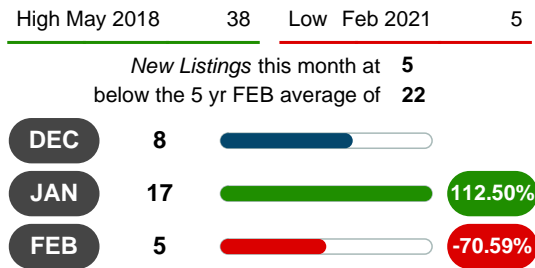


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 22



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	0	0.00%	0	0	0	0
\$20,001 - \$40,000	1	20.00%	1	0	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0
\$40,001 - \$140,000	2	40.00%	2	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0
\$140,001 - \$240,000	1	20.00%	0	0	1	0
\$240,001 and up	1	20.00%	0	1	0	0
Total New Listed Units	5		3	1	1	0
Total New Listed Volume	594,900	100%	200.00K	249.90K	145.00K	0.00B
Average New Listed Listing Price	\$100,000		\$66,667	\$249,900	\$145,000	\$0

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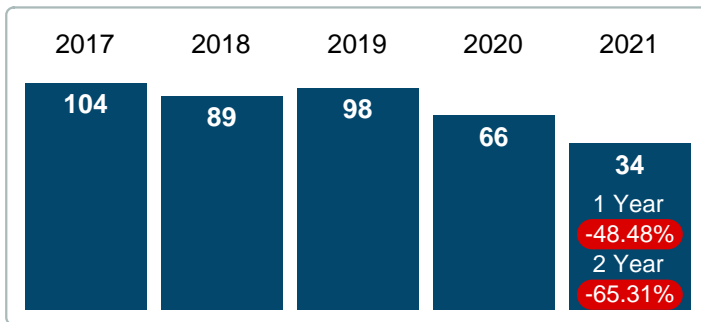
Area Delimited by County Of Sequoyah - Residential Property Type



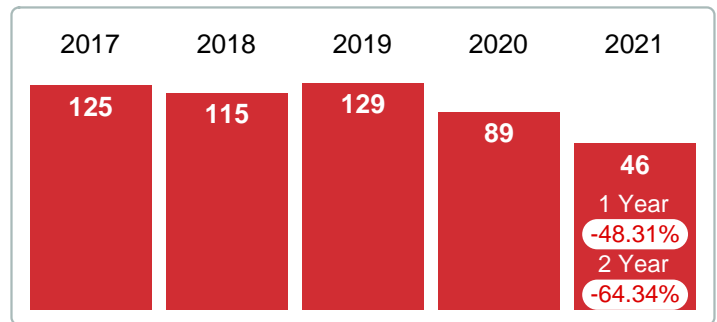
ACTIVE INVENTORY

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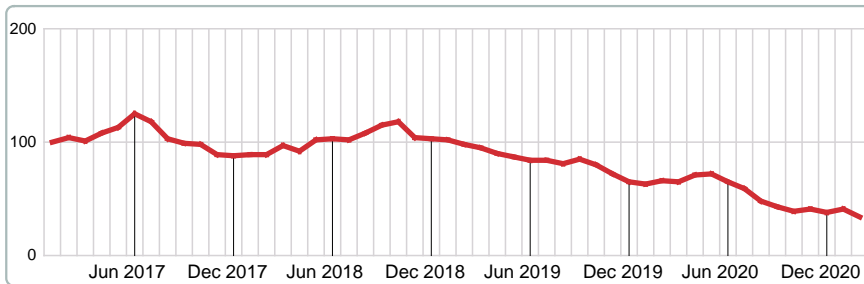
END OF FEBRUARY



ACTIVE DURING FEBRUARY

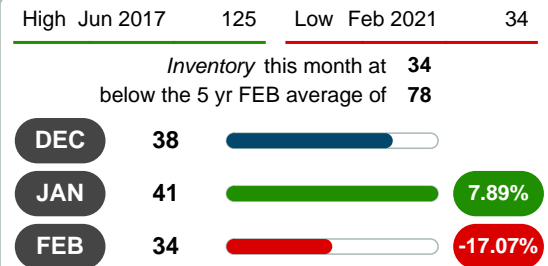


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 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	5.88%	20.5	1	1	0	0
\$25,001 - \$75,000	3	8.82%	128.0	1	2	0	0
\$75,001 - \$125,000	6	17.65%	83.7	3	3	0	0
\$125,001 - \$225,000	11	32.35%	89.5	2	3	5	1
\$225,001 - \$325,000	3	8.82%	80.0	1	2	0	0
\$325,001 - \$825,000	5	14.71%	140.0	1	3	1	0
\$825,001 and up	4	11.76%	192.8	3	1	0	0
Total Active Inventory by Units	34			12	15	6	1
Total Active Inventory by Volume	9,418,195	100%	106.5	3.84M	4.14M	1.28M	160.00K
Average Active Inventory Listing Price	\$277,006			\$320,058	\$275,713	\$213,633	\$160,000

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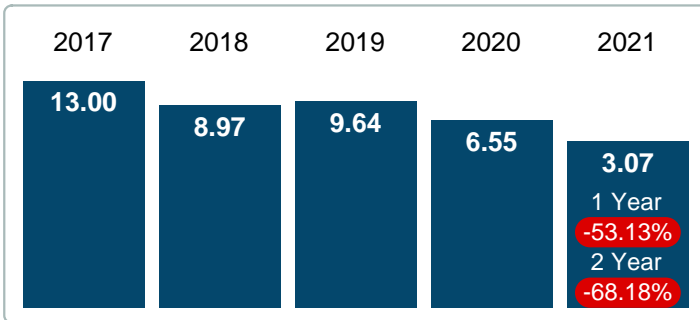
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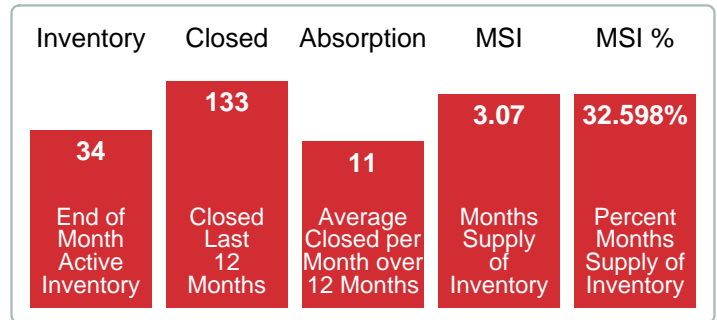
MONTHS SUPPLY of INVENTORY (MSI)

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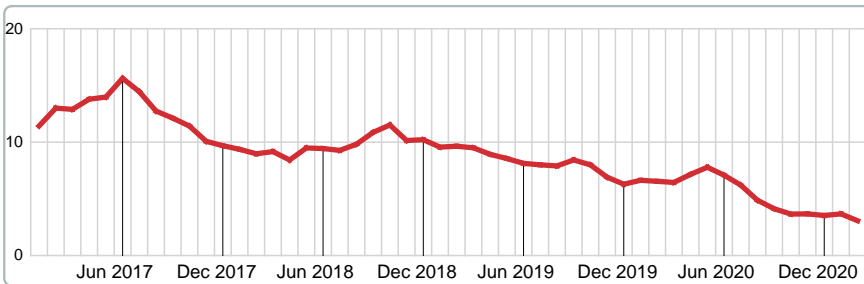
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

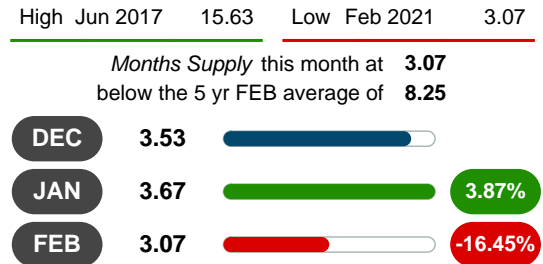


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 8.25



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
\$25,000 and less	2	5.88%	2.67	2.40	3.00	0.00	0.00
\$25,001 - \$75,000	3	8.82%	1.09	1.33	1.20	0.00	0.00
\$75,001 - \$125,000	6	17.65%	2.48	5.14	2.12	0.00	0.00
\$125,001 - \$225,000	11	32.35%	3.30	6.00	1.20	12.00	12.00
\$225,001 - \$325,000	3	8.82%	3.60	12.00	3.00	0.00	0.00
\$325,001 - \$825,000	5	14.71%	5.00	0.00	9.00	2.40	0.00
\$825,001 and up	4	11.76%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			3.07	5.54	2.17	3.60	3.00
Total Active Inventory by Units		100%	34	12	15	6	1

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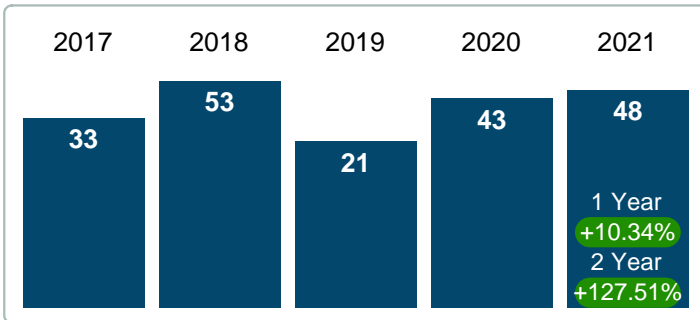
Area Delimited by County Of Sequoyah - Residential Property Type



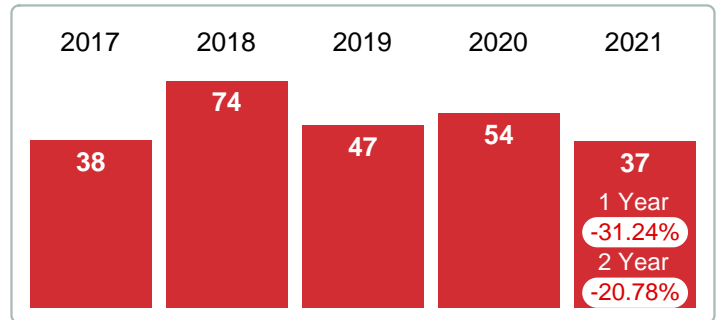
AVERAGE DAYS ON MARKET TO SALE

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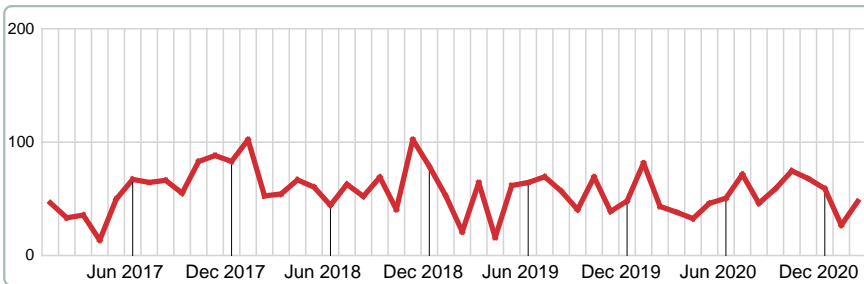
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 40

High Nov 2018 102 Low Apr 2017 14

Average Days on Market to Sale this month at 48 above the 5 yr FEB average of 40



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	0.00%	0	0	0	0	0
\$25,001 - \$75,000	22.22%	58	111	5	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$100,000	33.33%	61	0	61	0	0
\$100,001 - \$325,000	11.11%	1	0	1	0	0
\$325,001 - \$550,000	22.22%	44	0	4	0	83
\$550,001 and up	11.11%	42	0	42	0	0
Average Closed DOM		48	111	34	0	83
Total Closed Units	100%	48	1	7		1
Total Closed Volume		1,745,982	37.00K	1.33M	0.00B	375.00K

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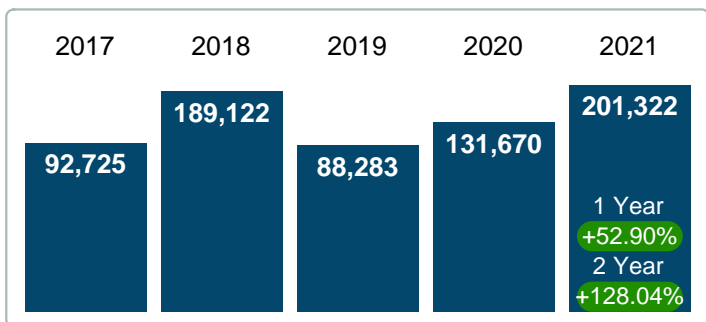
Area Delimited by County Of Sequoyah - Residential Property Type



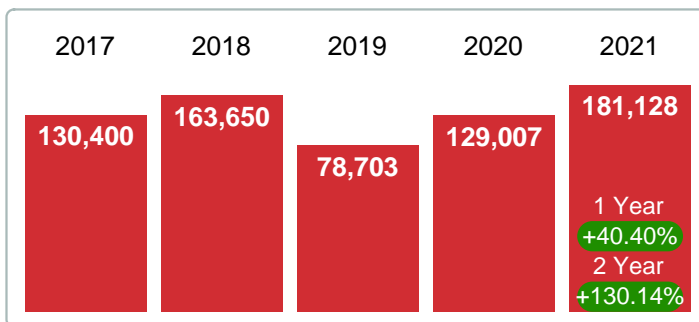
AVERAGE LIST PRICE AT CLOSING

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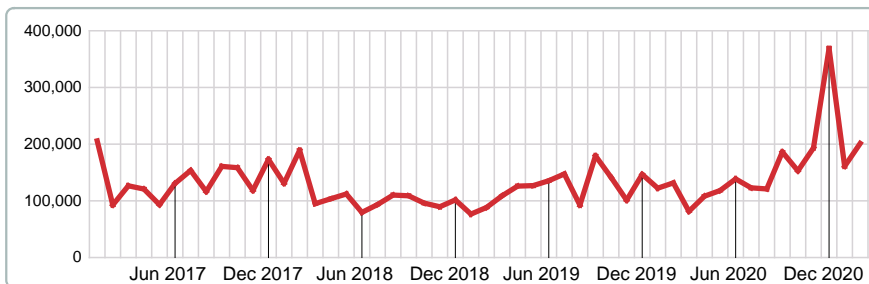
FEBRUARY



YEAR TO DATE (YTD)

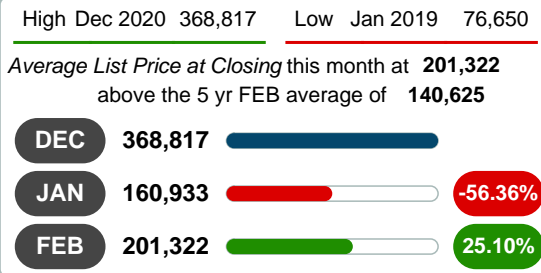


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 140,625



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	0	0.00%	0	0	0	0
\$25,001 - \$75,000	2	22.22%	57,950	45,900	70,000	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$100,000	3	33.33%	87,333	0	87,333	0
\$100,001 - \$325,000	1	11.11%	109,000	0	109,000	0
\$325,001 - \$550,000	2	22.22%	375,000	0	350,000	0
\$550,001 and up	1	11.11%	575,000	0	575,000	0
Average List Price		201,322		45,900	195,143	0
Total Closed Units		9	100%	201,322	1	7
Total Closed Volume		1,811,899		45.90K	1.37M	0.00B

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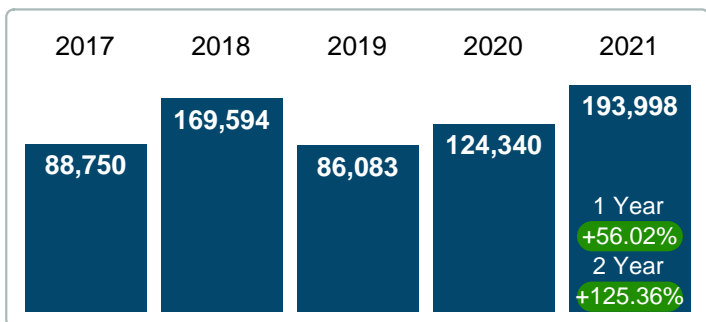
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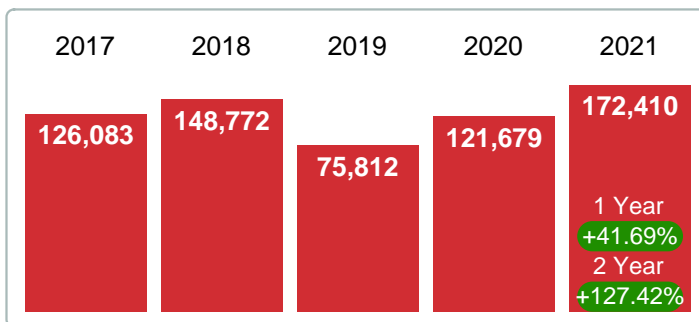
AVERAGE SOLD PRICE AT CLOSING

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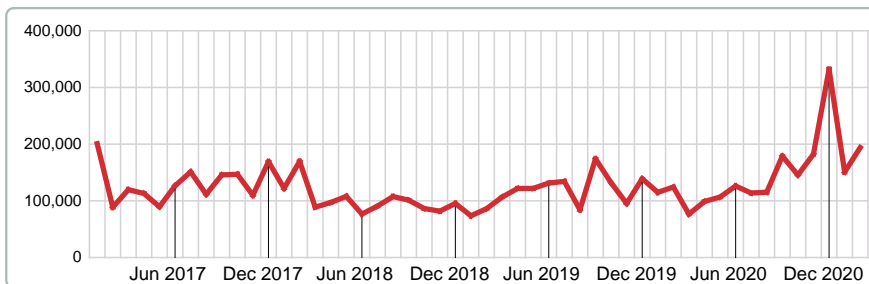
FEBRUARY



YEAR TO DATE (YTD)

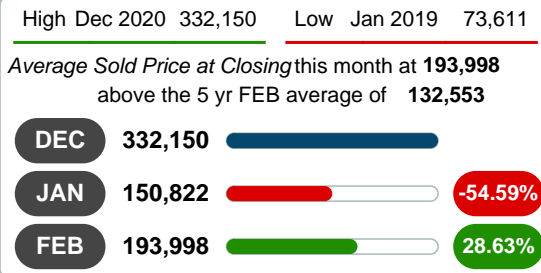


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 132,553



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	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	2	22.22%	53,500	37,000	70,000	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$100,000	3	33.33%	84,000	0	84,000	0	0
\$100,001 - \$325,000	1	11.11%	105,000	0	105,000	0	0
\$325,001 - \$550,000	2	22.22%	361,000	0	347,000	0	375,000
\$550,001 and up	1	11.11%	559,982	0	559,982	0	0
Average Sold Price			193,998	37,000	190,569	0	375,000
Total Closed Units		100%	193,998	1	7		1
Total Closed Volume			1,745,982	37.00K	1.33M	0.00B	375.00K

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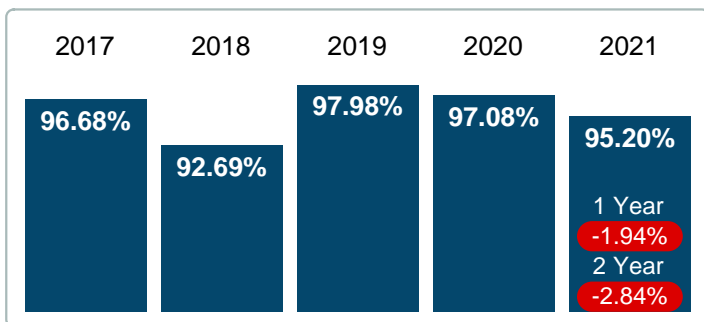
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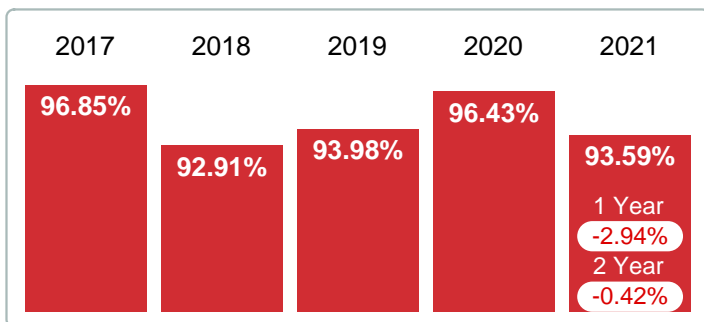
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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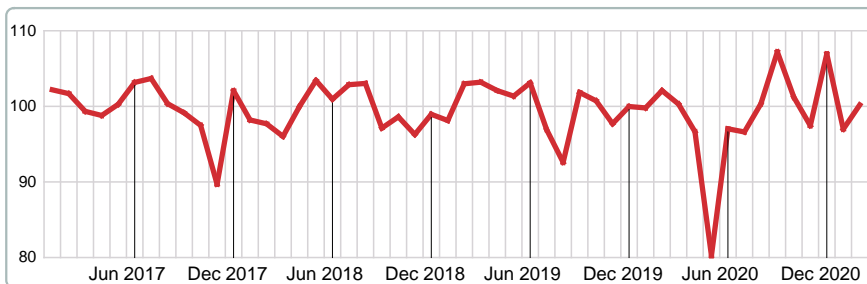
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

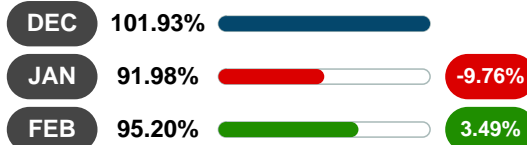


3 MONTHS

5 year FEB AVG = 95.93%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **95.20%**
below the 5 yr FEB average of **95.93%**



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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	2	22.22%	90.31%	80.61%	100.00%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	3	33.33%	96.51%	0.00%	96.51%	0.00%	0.00%
\$100,001 - \$325,000	1	11.11%	96.33%	0.00%	96.33%	0.00%	0.00%
\$325,001 - \$550,000	2	22.22%	96.45%	0.00%	99.14%	0.00%	93.75%
\$550,001 and up	1	11.11%	97.39%	0.00%	97.39%	0.00%	0.00%
Average Sold/List Ratio		95.20%		80.61%	97.49%	0.00%	93.75%
Total Closed Units		9	100%	1	7		1
Total Closed Volume		1,745,982		37.00K	1.33M	0.00B	375.00K

February 2021



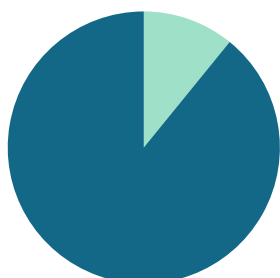
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

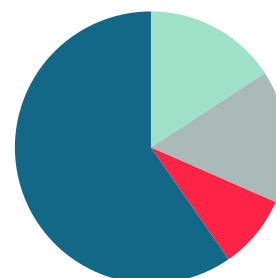


Inventory
New Listings 5 = 10.87%
Start Inventory 41
Total Inventory Units 46
Volume \$12,294,795

Market Activity

Closed Sales 9 = 15.79%
Pending Sales 9 = 15.79%
Other Off Market 5 = 8.77%
Active Inventory 34 = 59.65%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	10	9	-10.00%	14	18	28.57%
Pending Sales	8	9	12.50%	19	20	5.26%
New Listings	25	5	-80.00%	48	22	-54.17%
Average List Price	131,670	201,322	52.90%	129,007	181,128	40.40%
Average Sale Price	124,340	193,998	56.02%	121,679	172,410	41.69%
Average Percent of Selling Price to List Price	97.08%	95.20%	-1.94%	96.43%	93.59%	-2.94%
Average Days on Market to Sale	43.30	47.78	10.34%	54.21	37.28	-31.24%
Monthly Inventory	66	34	-48.48%	66	34	-48.48%
Months Supply of Inventory	6.55	3.07	-53.13%	6.55	3.07	-53.13%

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

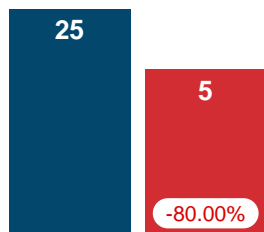
Inventory on February 28, 2021 = 34

2020 2021

FEBRUARY MARKET

AVERAGE PRICES

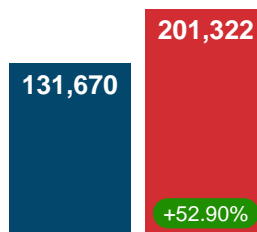
New Listings



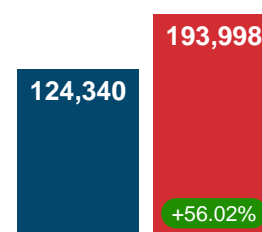
Pending Listings



List Price



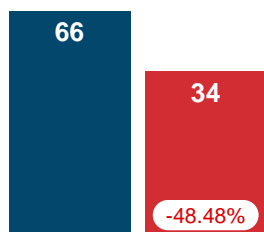
Sale Price



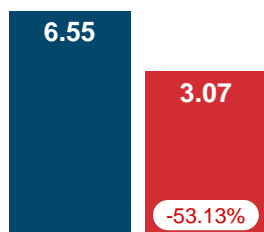
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

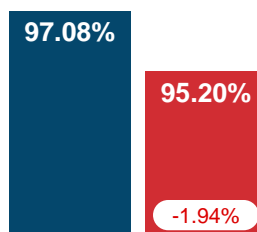
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

