

# January 2021



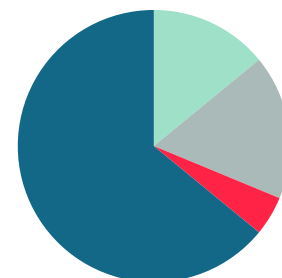
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	4	9	125.00%
Pending Listings	11	11	0.00%
New Listings	23	17	-26.09%
Average List Price	122,350	160,933	31.54%
Average Sale Price	115,025	150,822	31.12%
Average Percent of Selling Price to List Price	94.79%	91.98%	-2.96%
Average Days on Market to Sale	81.50	26.78	-67.14%
End of Month Inventory	63	41	-34.92%
Months Supply of Inventory	6.63	3.67	-44.63%



■ Closed (14.06%)  
■ Pending (17.19%)  
■ Other OffMarket (4.69%)  
■ Active (64.06%)

**Absorption:** Last 12 months, an Average of **11** Sales/Month  
**Active Inventory** as of January 31, 2021 = **41**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **34.92%** to 41 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 **3.67** 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 **31.12%** in January 2021 to \$150,822 versus the previous year at \$115,025.

#### Average Days on Market Shortens

The average number of **26.78** days that homes spent on the market before selling decreased by 54.72 days or **67.14%** in January 2021 compared to last year's same month at **81.50** DOM.

#### Sales Success for January 2021 is Positive

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

There were 17 New Listings in January 2021, down **26.09%** from last year at 23. Furthermore, there were 9 Closed Listings this month versus last year at 4, a **125.00%** increase.

Closed versus Listed trends yielded a **52.9%** ratio, up from previous year's, January 2020, at **17.4%**, a **204.41%** 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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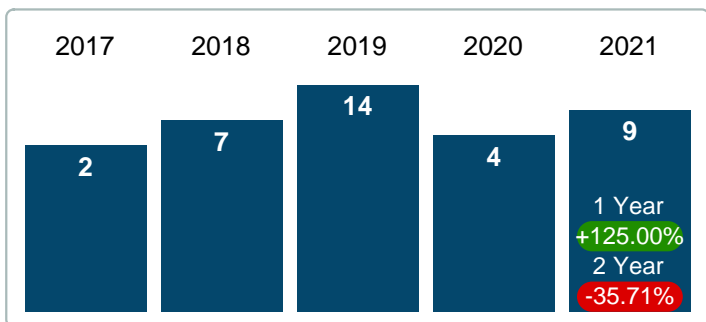
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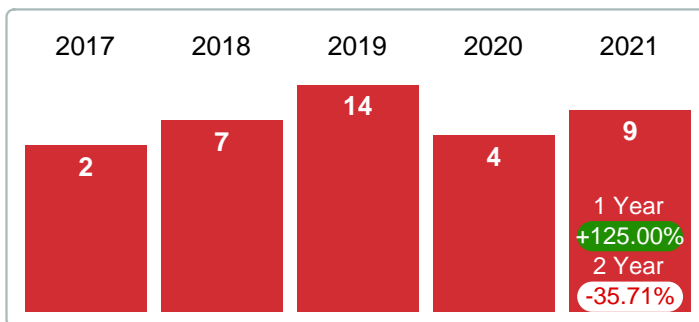
## CLOSED LISTINGS

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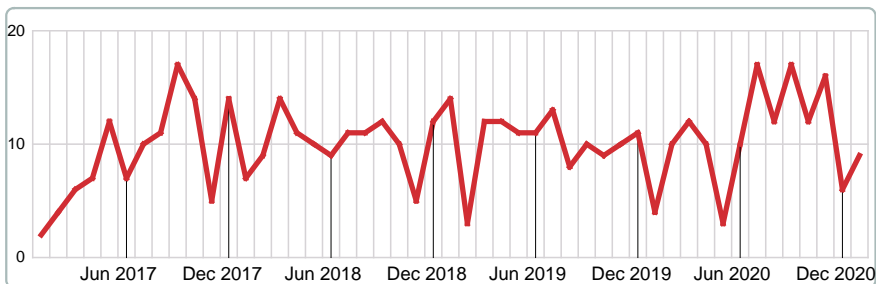
### JANUARY



### YEAR TO DATE (YTD)

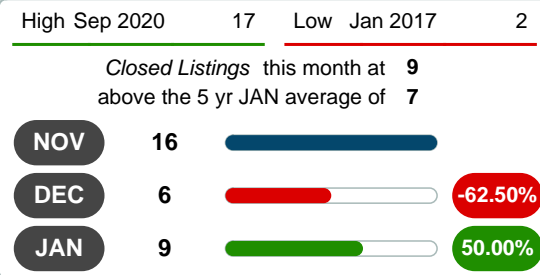


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN 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
\$50,000 and less	1	11.11%	96.0	0	0	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$175,000	4	44.44%	16.5	1	2	1	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$325,000	3	33.33%	16.7	1	2	0	0
\$325,001 and up	1	11.11%	29.0	0	1	0	0
<b>Total Closed Units</b>	<b>9</b>			<b>2</b>	<b>5</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>1,357,400</b>	<b>100%</b>	<b>26.8</b>	<b>325.55K</b>	<b>926.75K</b>	<b>105.10K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$150,822</b>			<b>\$162,775</b>	<b>\$185,350</b>	<b>\$52,550</b>	<b>\$0</b>

# January 2021



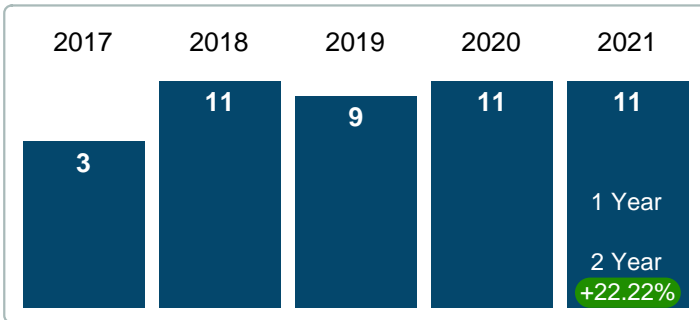
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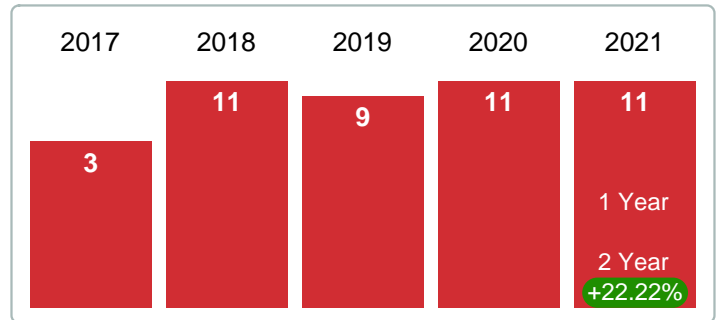
## PENDING LISTINGS

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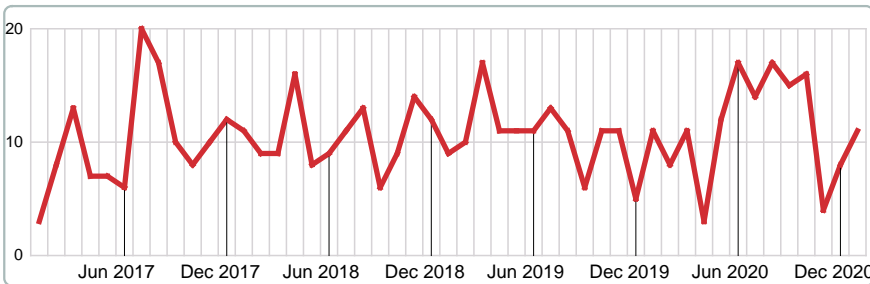
### JANUARY



### YEAR TO DATE (YTD)

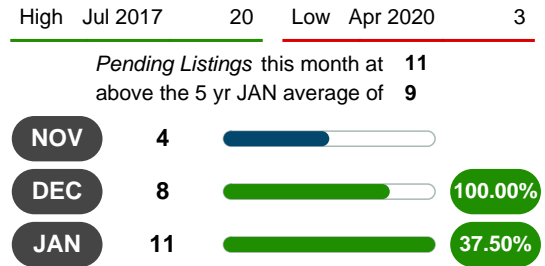


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN 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
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	2	18.18%	63.0	2	0	0	0
\$50,001 - \$75,000	2	18.18%	23.0	0	2	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$275,000	4	36.36%	50.0	0	3	1	0
\$275,001 - \$350,000	2	18.18%	78.0	0	2	0	0
\$350,001 and up	1	9.09%	119.0	0	1	0	0
<b>Total Pending Units</b>	<b>11</b>			<b>2</b>	<b>8</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>1,789,900</b>	<b>100%</b>	<b>58.8</b>	<b>88.90K</b>	<b>1.50M</b>	<b>200.00K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$162,718</b>			<b>\$44,450</b>	<b>\$187,625</b>	<b>\$200,000</b>	<b>\$0</b>

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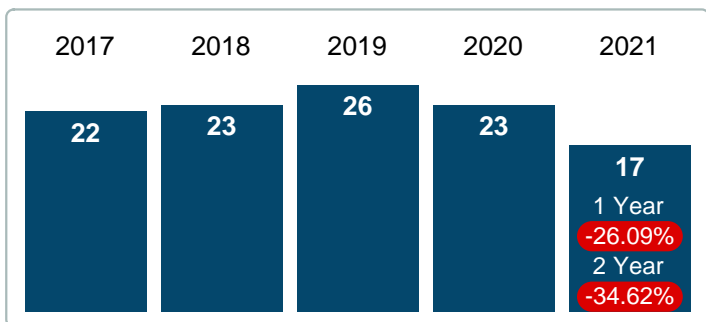
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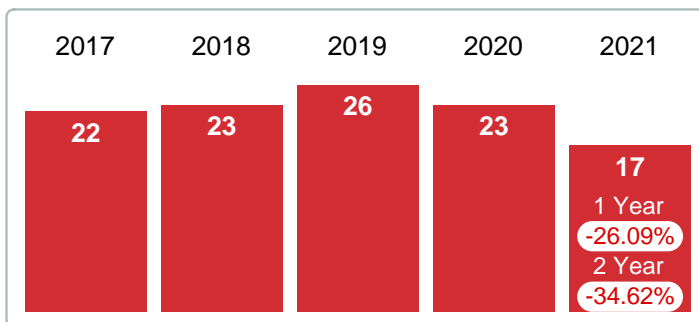
## NEW LISTINGS

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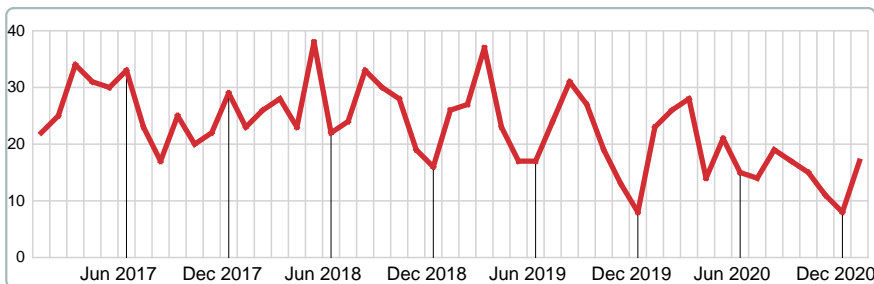
### JANUARY



### YEAR TO DATE (YTD)

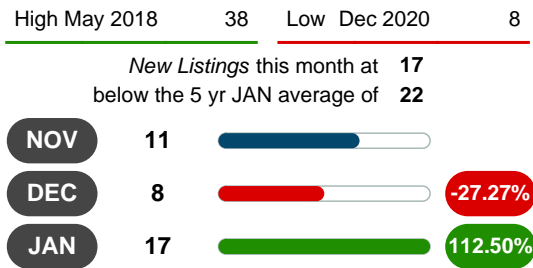


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN 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	1	5.88%	0	1	0	0
\$50,001 - \$75,000	2	11.76%	0	2	0	0
\$75,001 - \$100,000	3	17.65%	1	2	0	0
\$100,001 - \$175,000	3	17.65%	1	1	1	0
\$175,001 - \$325,000	4	23.53%	1	1	2	0
\$325,001 - \$475,000	2	11.76%	0	2	0	0
\$475,001 and up	2	11.76%	0	0	0	2
<b>Total New Listed Units</b>		<b>17</b>	<b>3</b>	<b>9</b>	<b>3</b>	<b>2</b>
<b>Total New Listed Volume</b>		<b>3,734,800</b>	<b>437.00K</b>	<b>1.37M</b>	<b>543.90K</b>	<b>1.38M</b>
<b>Average New Listed Listing Price</b>		<b>\$238,693</b>	<b>\$145,667</b>	<b>\$152,211</b>	<b>\$181,300</b>	<b>\$692,000</b>

# January 2021



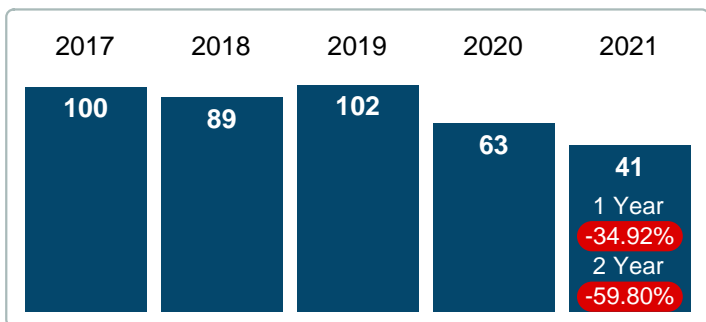
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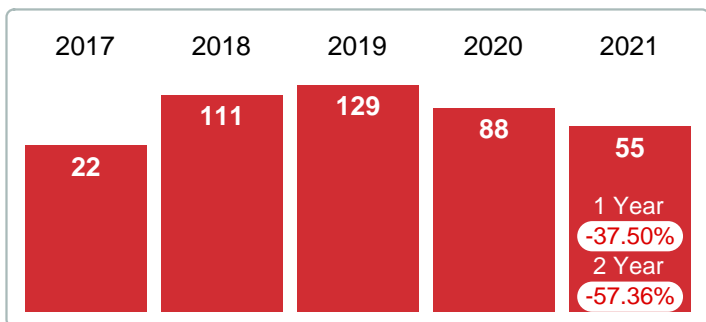
## ACTIVE INVENTORY

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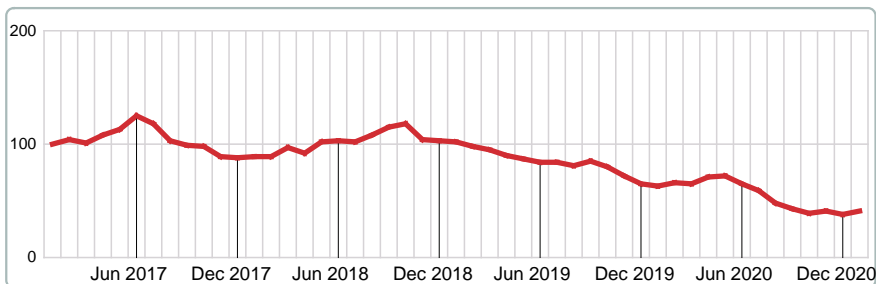
### END OF JANUARY



### ACTIVE DURING JANUARY

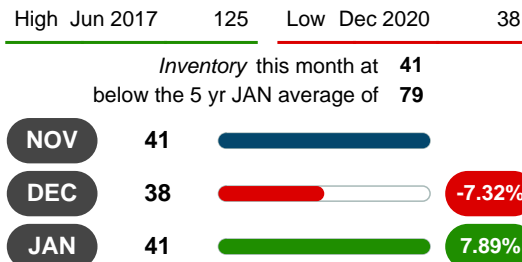


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 79



### 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	3	7.32%	71.7	1	2	0	0
\$50,001 - \$75,000	2	4.88%	179.5	0	1	1	0
\$75,001 - \$125,000	8	19.51%	55.9	3	5	0	0
\$125,001 - \$200,000	12	29.27%	84.9	1	7	3	1
\$200,001 - \$350,000	6	14.63%	83.8	1	2	3	0
\$350,001 - \$825,000	5	12.20%	94.6	1	3	0	1
\$825,001 and up	5	12.20%	133.0	3	1	0	1
<b>Total Active Inventory by Units</b>	<b>41</b>			<b>10</b>	<b>21</b>	<b>7</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>11,699,895</b>	<b>100%</b>	<b>89.8</b>	<b>3.67M</b>	<b>5.14M</b>	<b>1.35M</b>	<b>1.54M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$285,363</b>			<b>\$366,570</b>	<b>\$244,924</b>	<b>\$192,400</b>	<b>\$514,667</b>

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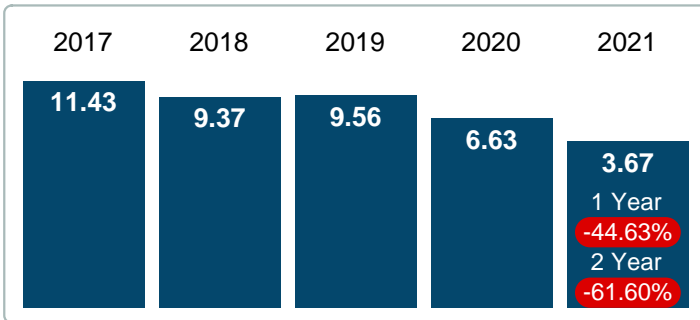
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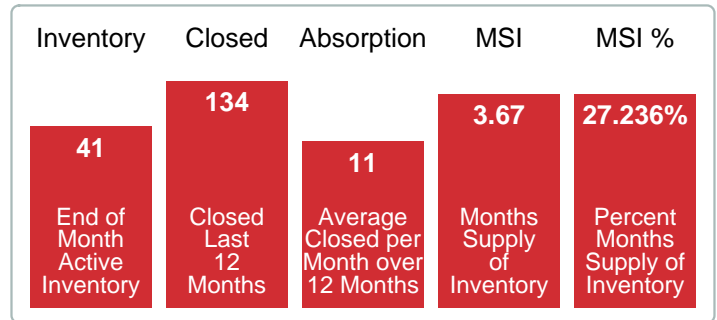
## MONTHS SUPPLY of INVENTORY (MSI)

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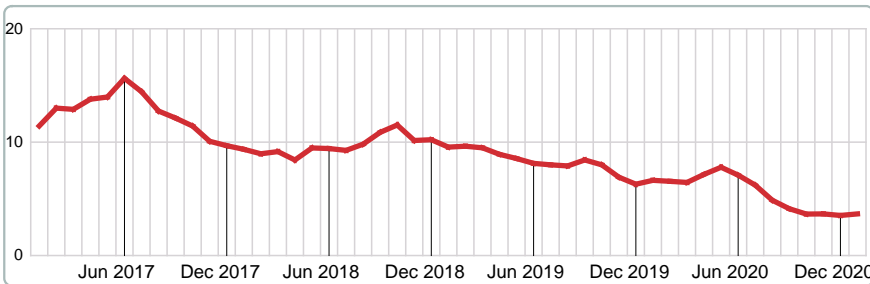
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

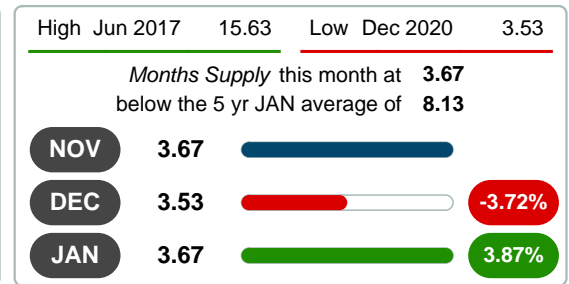


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 8.13



### 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	3	7.32%	1.38	1.33	1.71	0.00	0.00
\$50,001 - \$75,000	2	4.88%	1.33	0.00	1.09	6.00	0.00
\$75,001 - \$125,000	8	19.51%	3.69	5.14	4.62	0.00	0.00
\$125,001 - \$200,000	12	29.27%	3.89	6.00	3.00	5.14	0.00
\$200,001 - \$350,000	6	14.63%	3.60	4.00	1.85	12.00	0.00
\$350,001 - \$825,000	5	12.20%	8.57	0.00	18.00	0.00	6.00
\$825,001 and up	5	12.20%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			3.67	4.62	3.11	3.50	12.00
Total Active Inventory by Units		100%	3.67	10	21	7	3

# January 2021



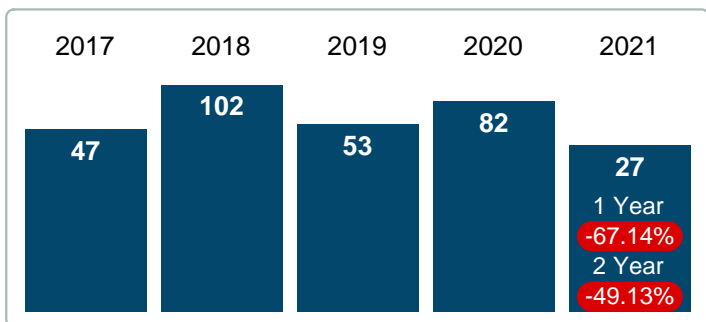
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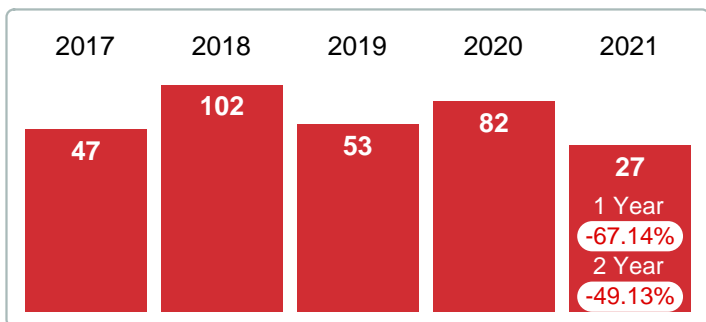
## AVERAGE DAYS ON MARKET TO SALE

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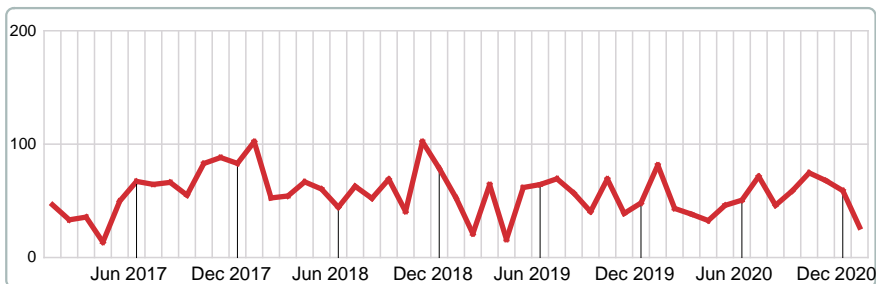
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

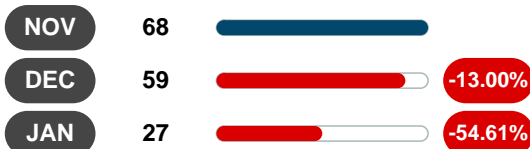


### 3 MONTHS

5 year JAN AVG = 62

High Nov 2018 102 Low Apr 2017 14

Average Days on Market to Sale this month at 27 below the 5 yr JAN average of 62



### 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
\$50,000 and less	11.11%	96	0	0	96	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$175,000	44.44%	17	49	6	6	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$325,000	33.33%	17	44	3	0	0
\$325,001 and up	11.11%	29	0	29	0	0
<b>Average Closed DOM</b>		<b>27</b>	<b>47</b>	<b>9</b>	<b>51</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>27</b>	<b>2</b>	<b>5</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>1,357,400</b>	<b>325.55K</b>	<b>926.75K</b>	<b>105.10K</b>	<b>0.00B</b>



# January 2021



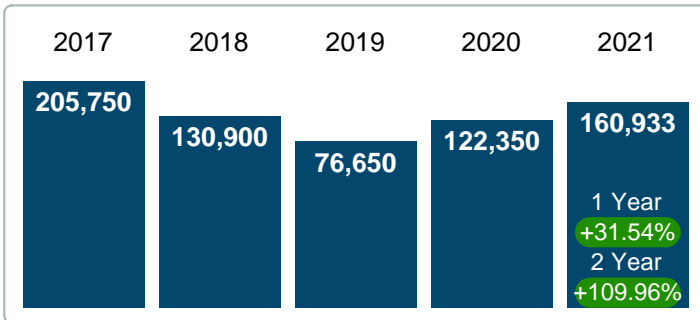
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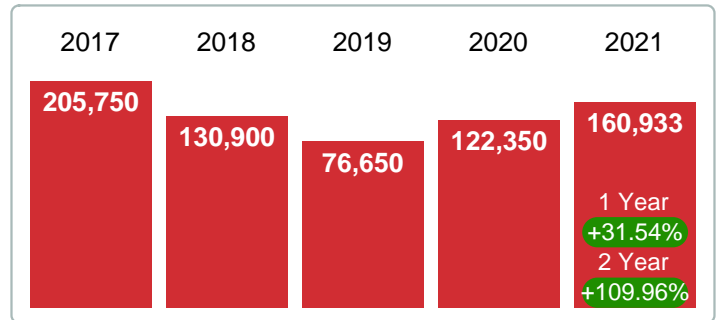
## AVERAGE LIST PRICE AT CLOSING

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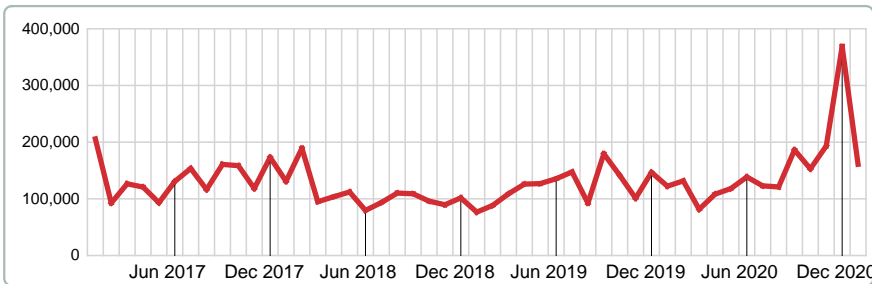
### JANUARY



### YEAR TO DATE (YTD)

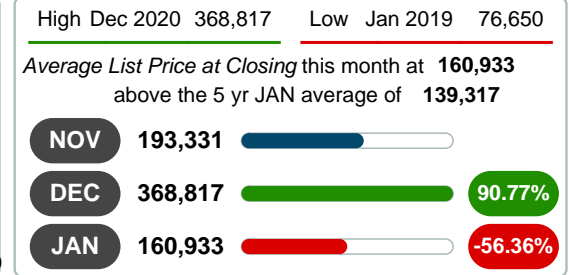


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 139,317



### 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
\$50,000 and less <span>1</span>	11.11%	49,900	0	0	69,000	0
\$50,001 - \$50,000 <span>0</span>	0.00%	0	0	0	0	0
\$50,001 - \$50,000 <span>0</span>	0.00%	0	0	0	0	0
\$50,001 - \$175,000 <span>4</span>	44.44%	88,875	72,500	107,000	49,900	0
\$175,001 - \$175,000 <span>0</span>	0.00%	0	0	0	0	0
\$175,001 - \$325,000 <span>3</span>	33.33%	228,000	275,000	204,500	0	0
\$325,001 and up <span>1</span>	11.11%	359,000	0	359,000	0	0
<b>Average List Price</b>		<b>160,933</b>	<b>173,750</b>	<b>196,400</b>	<b>59,450</b>	<b>0</b>
<b>Total Closed Units</b>		<b>9</b>	<b>2</b>	<b>5</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>1,448,400</b>	<b>347.50K</b>	<b>982.00K</b>	<b>118.90K</b>	<b>0.00B</b>



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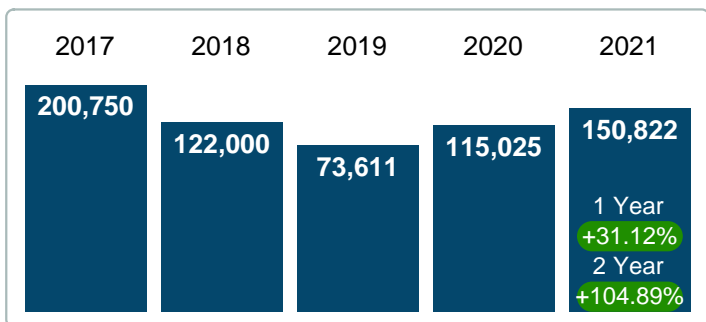
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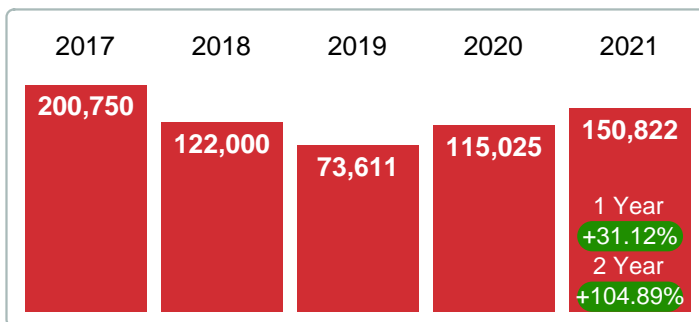
## AVERAGE SOLD PRICE AT CLOSING

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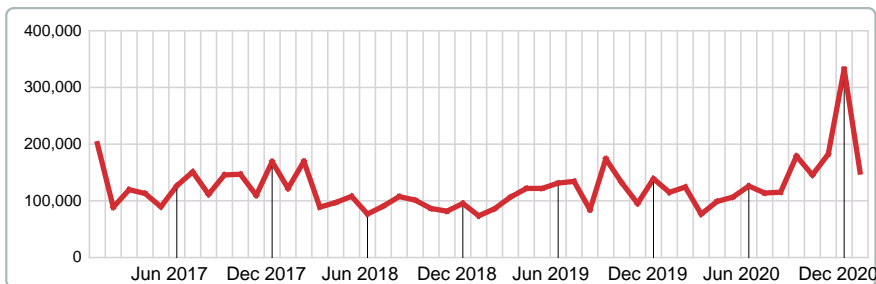
### JANUARY



### YEAR TO DATE (YTD)

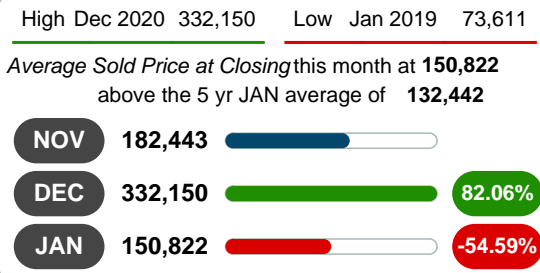


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 132,442



### 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
\$50,000 and less <b>1</b>	11.11%	50,000	0	0	50,000	0
\$50,001 - \$50,000 <b>0</b>	0.00%	0	0	0	0	0
\$50,001 - \$50,000 <b>0</b>	0.00%	0	0	0	0	0
\$50,001 - \$175,000 <b>4</b>	44.44%	78,150	68,500	94,500	55,100	0
\$175,001 - \$175,000 <b>0</b>	0.00%	0	0	0	0	0
\$175,001 - \$325,000 <b>3</b>	33.33%	215,517	257,050	194,750	0	0
\$325,001 and up <b>1</b>	11.11%	348,250	0	348,250	0	0
<b>Average Sold Price</b>		150,822	162,775	185,350	52,550	0
<b>Total Closed Units</b>	100%	150,822	2	5	2	
<b>Total Closed Volume</b>		1,357,400	325.55K	926.75K	105.10K	0.00B

# January 2021



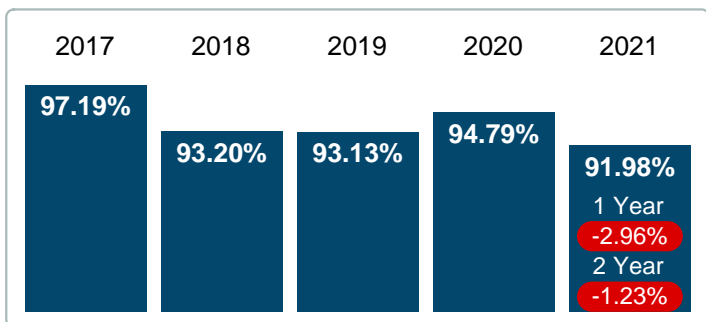
Area Delimited by County Of Sequoyah - Residential Property Type



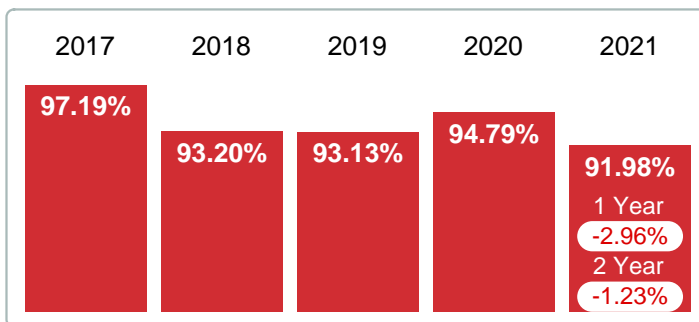
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

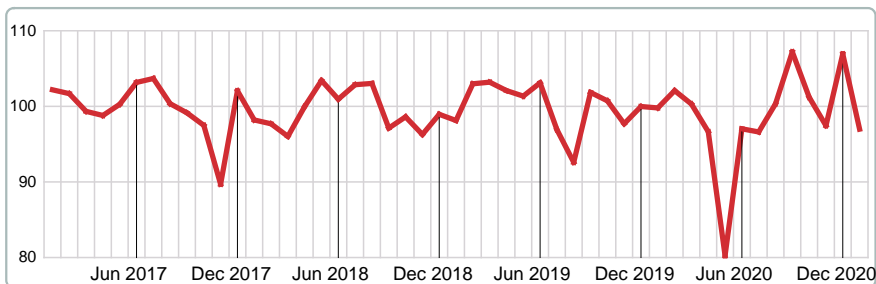
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

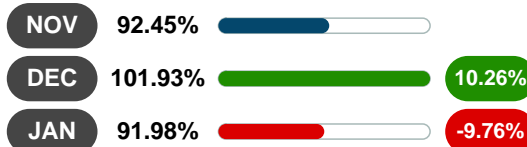


### 3 MONTHS

5 year JAN AVG = 94.06%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **91.98%** below the 5 yr JAN average of **94.06%**



## 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
\$50,000 and less	1	11.11%	72.46%	0.00%	0.00%	72.46%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$175,000	4	44.44%	93.50%	94.48%	84.54%	110.42%	0.00%
\$175,001 - \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$325,000	3	33.33%	94.79%	93.47%	95.45%	0.00%	0.00%
\$325,001 and up	1	11.11%	97.01%	0.00%	97.01%	0.00%	0.00%
Average Sold/List Ratio		92.00%		93.98%	91.40%	91.44%	0.00%
Total Closed Units		9	100%	2	5	2	
Total Closed Volume		1,357,400		325.55K	926.75K	105.10K	0.00B

# January 2021



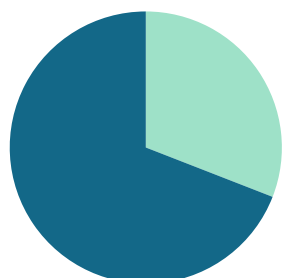
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

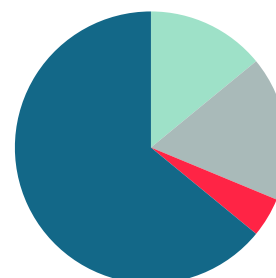


**Inventory**  
 New Listings  
**17 = 30.91%**  
 Start Inventory  
**38**  
 Total Inventory Units  
**55**  
 Volume  
**\$13,867,995**

### Market Activity

Closed Sales  
**9 = 14.06%**  
 Pending Sales  
**11 = 17.19%**  
 Other Off Market  
**3 = 4.69%**  
 Active Inventory  
**41 = 64.06%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	4	9	125.00%	4	9	125.00%
Pending Sales	11	11	0.00%	11	11	0.00%
New Listings	23	17	-26.09%	23	17	-26.09%
Average List Price	122,350	160,933	31.54%	122,350	160,933	31.54%
Average Sale Price	115,025	150,822	31.12%	115,025	150,822	31.12%
Average Percent of Selling Price to List Price	94.79%	91.98%	-2.96%	94.79%	91.98%	-2.96%
Average Days on Market to Sale	81.50	26.78	-67.14%	81.50	26.78	-67.14%
Monthly Inventory	63	41	-34.92%	63	41	-34.92%
Months Supply of Inventory	6.63	3.67	-44.63%	6.63	3.67	-44.63%

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

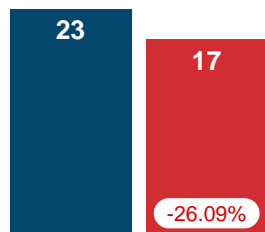
**Inventory** on January 31, 2021 = 41

2020 2021

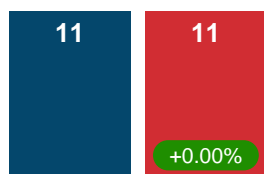
### JANUARY MARKET

### AVERAGE PRICES

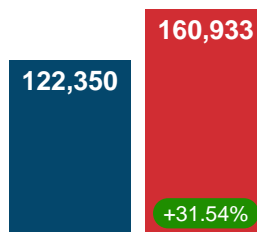
#### New Listings



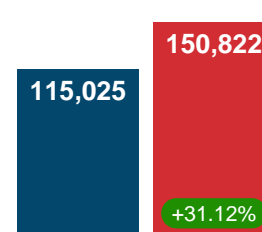
#### Pending Listings



#### List Price



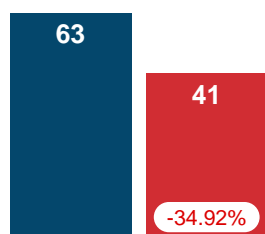
#### Sale Price



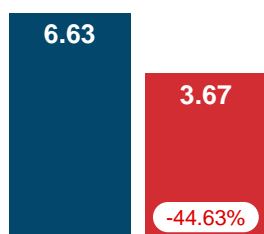
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

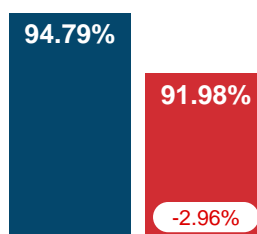
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

