

January 2021



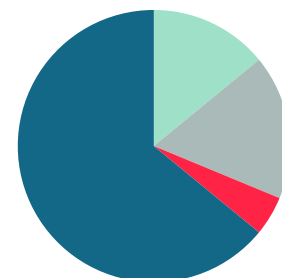
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	112,200	145,000	29.23%
Median Sale Price	105,050	138,000	31.37%
Median Percent of Selling Price to List Price	95.83%	94.48%	-1.41%
Median Days on Market to Sale	69.00	7.00	-89.86%
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.

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 **31.37%** in January 2021 to \$138,000 versus the previous year at \$105,050.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 62.00 days or **89.86%** in January 2021 compared to last year's same month at **69.00** DOM.

Sales Success for January 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 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.

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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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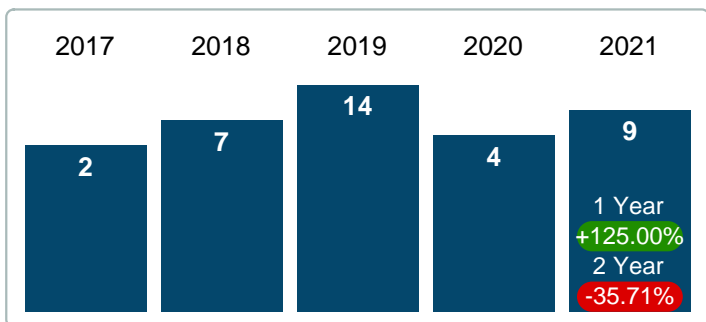
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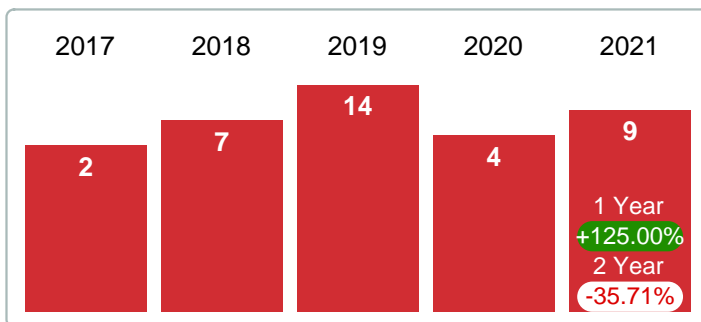
CLOSED LISTINGS

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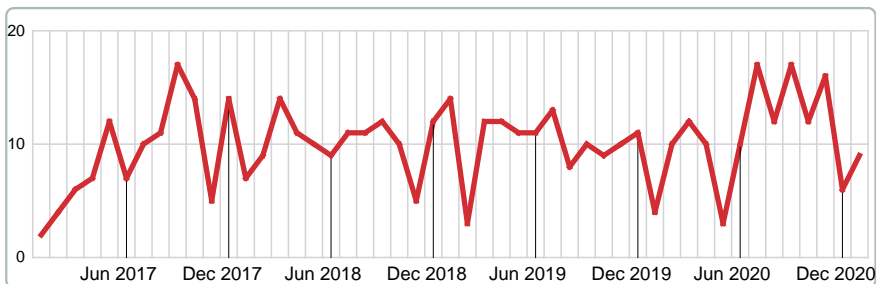
JANUARY



YEAR TO DATE (YTD)

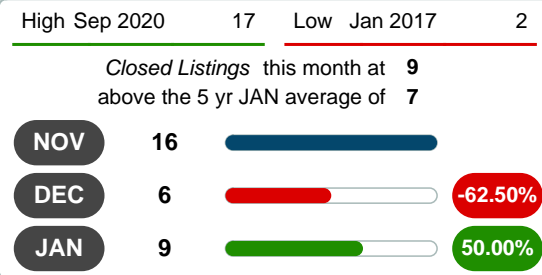


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 7



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	96.0	0	0	0	0
\$50,001 - \$60,000	2	22.22%	6.5	0	1	1	0
\$60,001 - \$190,000	2	22.22%	26.5	1	1	0	0
\$190,001 - \$190,000	0	0.00%	26.5	0	0	0	0
\$190,001 - \$340,000	3	33.33%	4.0	1	2	0	0
\$340,001 and up	1	11.11%	29.0	0	1	0	0
Total Closed Units	9			2	5	2	0
Total Closed Volume	1,357,400	100%	7.0	325.55K	926.75K	105.10K	0.00B
Median Closed Price	\$138,000			\$162,775	\$194,500	\$52,550	\$0

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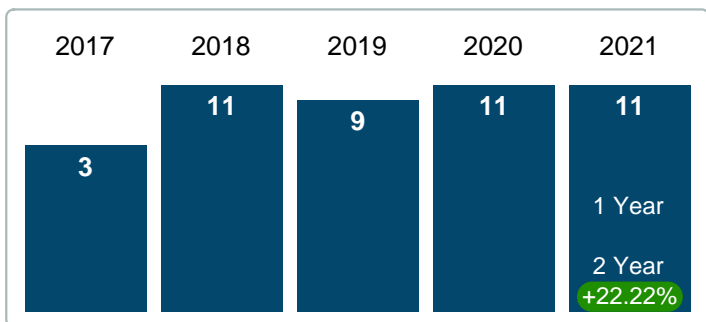
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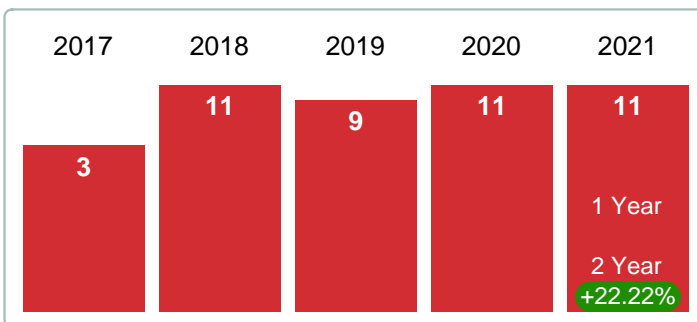
PENDING LISTINGS

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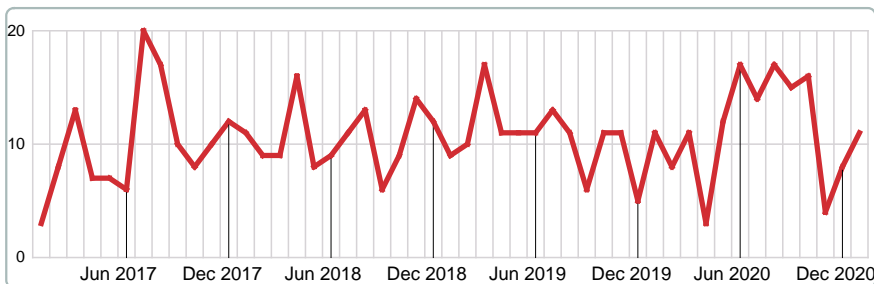
JANUARY



YEAR TO DATE (YTD)

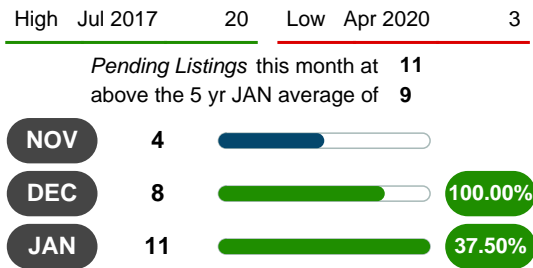


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 9



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	0	0.00%	29.0	0	0	0	0
\$40,001 - \$70,000	3	27.27%	15.0	2	1	0	0
\$70,001 - \$80,000	2	18.18%	25.0	0	2	0	0
\$80,001 - \$90,000	1	9.09%	129.0	0	1	0	0
\$90,001 - \$290,000	2	18.18%	29.0	0	1	1	0
\$290,001 - \$350,000	2	18.18%	78.0	0	2	0	0
\$350,001 and up	1	9.09%	119.0	0	1	0	0
Total Pending Units	11			2	8	1	0
Total Pending Volume	1,789,900	100%	37.0	88.90K	1.50M	200.00K	0.00B
Median Listing Price	\$90,000			\$44,450	\$91,000	\$200,000	\$0

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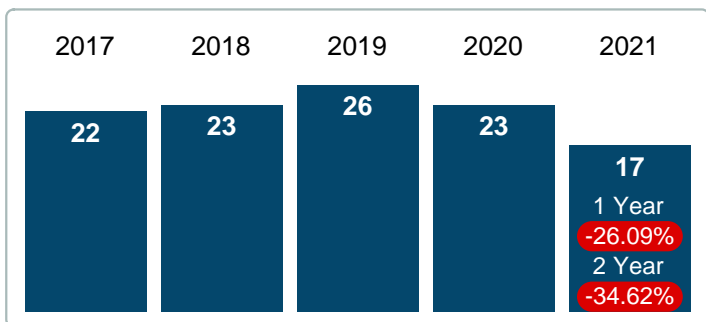
Area Delimited by County Of Sequoyah - Residential Property Type



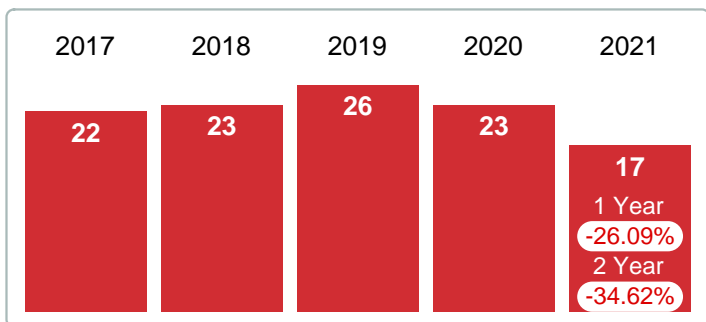
NEW LISTINGS

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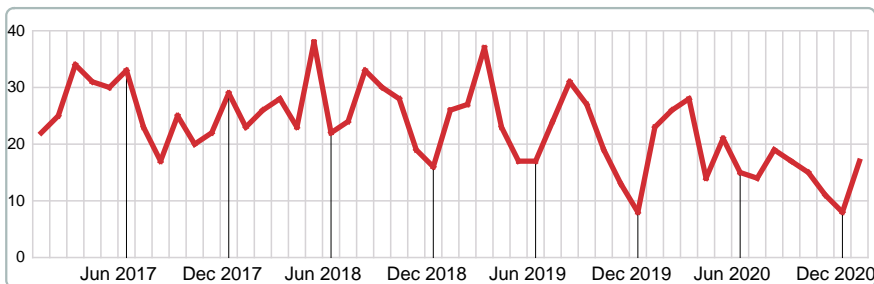
JANUARY



YEAR TO DATE (YTD)

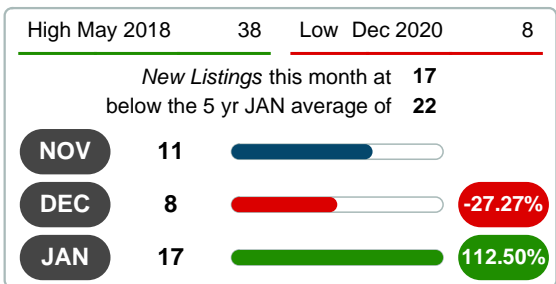


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units		17	3	9	3	2
Total New Listed Volume		3,734,800	437.00K	1.37M	543.90K	1.38M
Median New Listed Listing Price		\$170,000	\$104,000	\$97,000	\$198,900	\$692,000

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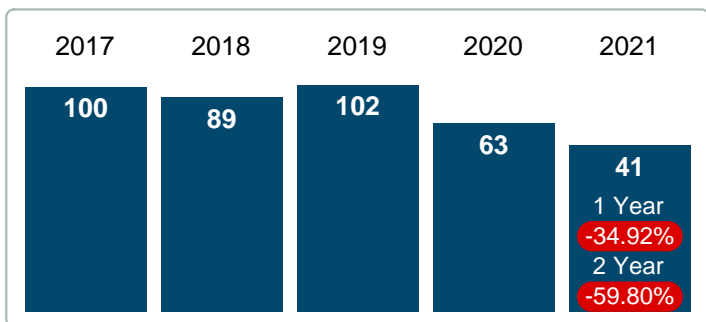
Area Delimited by County Of Sequoyah - Residential Property Type



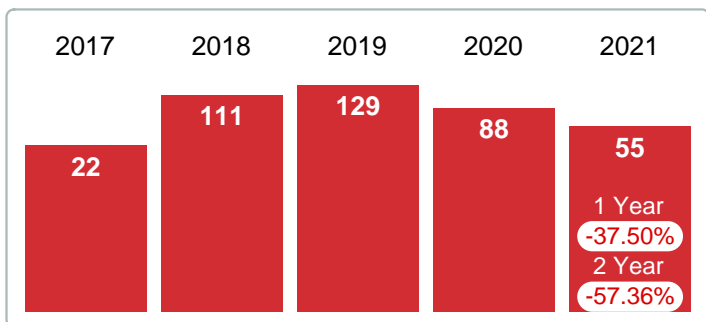
ACTIVE INVENTORY

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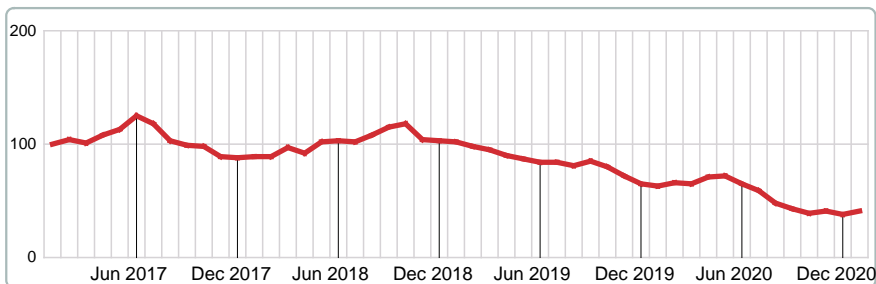
END OF JANUARY



ACTIVE DURING JANUARY

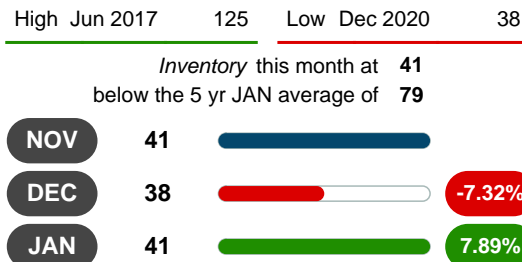


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 79



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.32%	46.0	1	2	0	0
\$50,001 - \$75,000	2	4.88%	179.5	0	1	1	0
\$75,001 - \$125,000	8	19.51%	52.5	3	5	0	0
\$125,001 - \$200,000	12	29.27%	94.5	1	7	3	1
\$200,001 - \$350,000	6	14.63%	75.0	1	2	3	0
\$350,001 - \$825,000	5	12.20%	102.0	1	3	0	1
\$825,001 and up	5	12.20%	100.0	3	1	0	1
Total Active Inventory by Units	41			10	21	7	3
Total Active Inventory by Volume	11,699,895	100%	88.0	3.67M	5.14M	1.35M	1.54M
Median Active Inventory Listing Price	\$170,000			\$199,750	\$169,000	\$198,900	\$489,000

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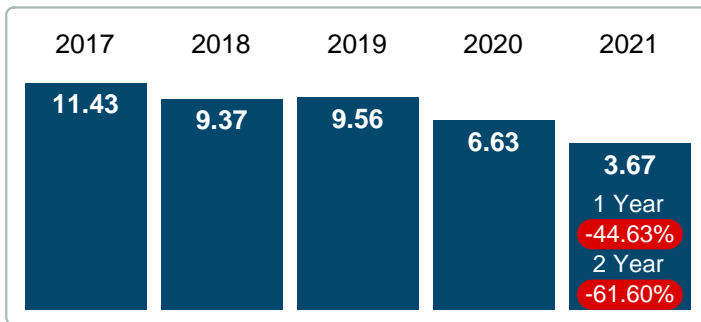
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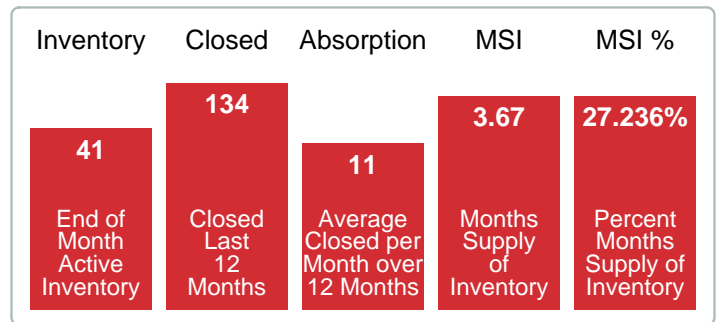
MONTHS SUPPLY of INVENTORY (MSI)

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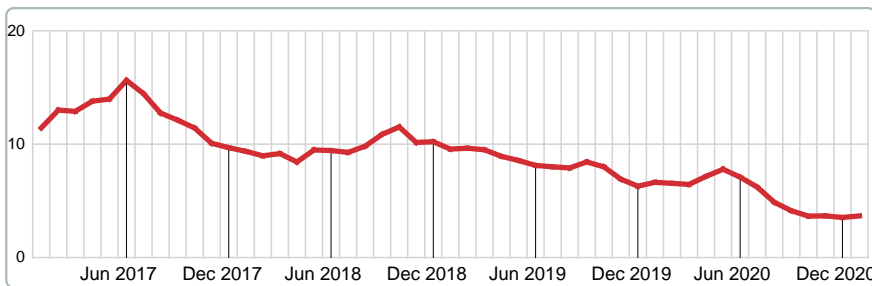
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

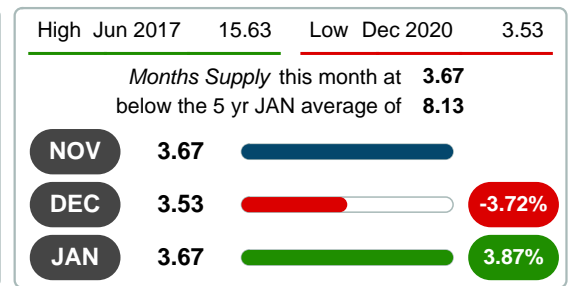


5 YEAR MARKET ACTIVITY TRENDS



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

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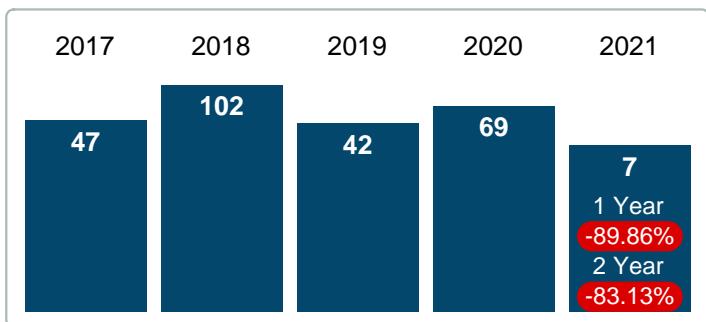
Area Delimited by County Of Sequoyah - Residential Property Type



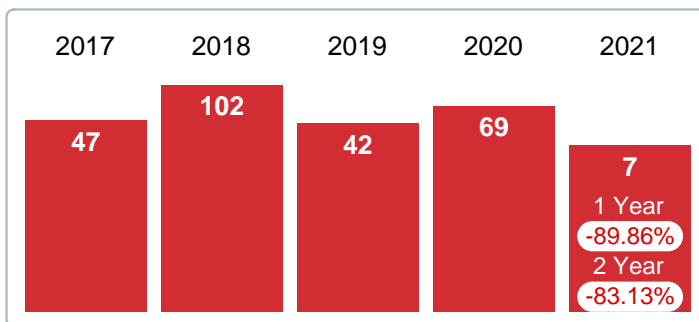
MEDIAN DAYS ON MARKET TO SALE

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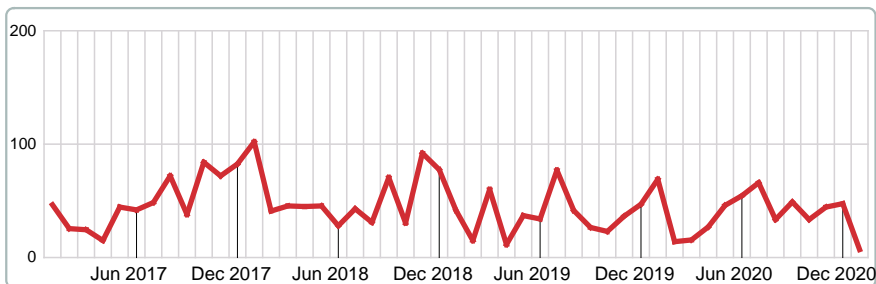
JANUARY



YEAR TO DATE (YTD)

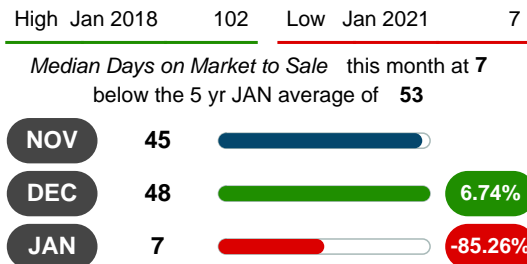


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 53



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
\$50,000 and less	11.11%	96	0	0	96	0
\$50,001 - \$50,000	0.00%	96	0	0	0	0
\$50,001 - \$60,000	22.22%	7	0	7	6	0
\$60,001 - \$190,000	22.22%	27	49	4	0	0
\$190,001 - \$190,000	0.00%	27	0	0	0	0
\$190,001 - \$340,000	33.33%	4	44	3	0	0
\$340,001 and up	11.11%	29	0	29	0	0
Median Closed DOM		7	47	4	51	0
Total Closed Units	100%	7.0	2	5	2	0
Total Closed Volume		1,357,400	325.55K	926.75K	105.10K	0.00B

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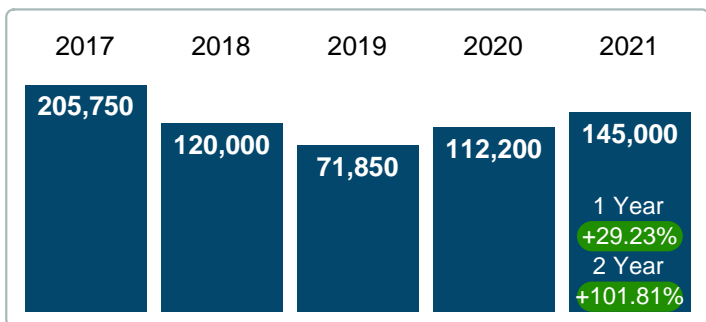
Area Delimited by County Of Sequoyah - Residential Property Type



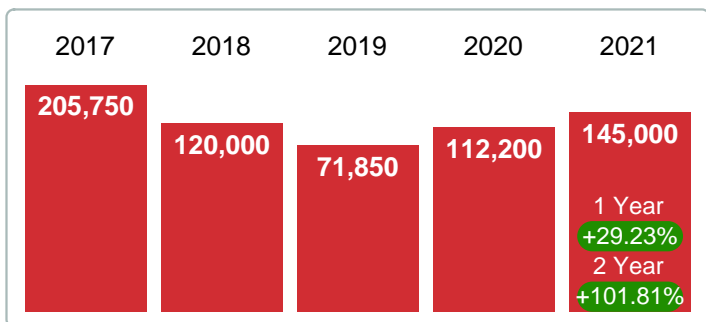
MEDIAN LIST PRICE AT CLOSING

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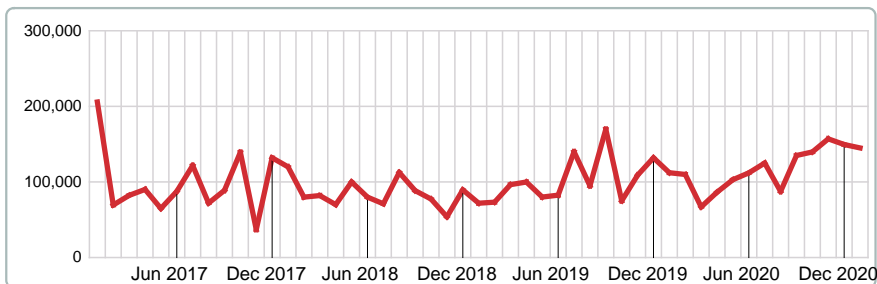
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

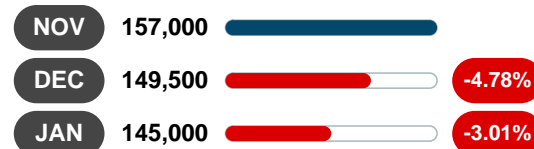


3 MONTHS

5 year JAN AVG = 130,960

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

Median List Price at Closing this month at **145,000**
above the 5 yr JAN average of **130,960**



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
\$50,000 and less	11.11%	49,900	0	0	49,900	0
\$50,001 - \$50,000	0.00%	49,900	0	0	0	0
\$50,001 - \$60,000	0.00%	49,900	0	0	0	0
\$60,001 - \$190,000	44.44%	70,750	72,500	107,000	69,000	0
\$190,001 - \$190,000	0.00%	70,750	0	0	0	0
\$190,001 - \$340,000	33.33%	214,500	275,000	204,500	0	0
\$340,001 and up	11.11%	359,000	0	359,000	0	0
Median List Price		145,000	173,750	194,500	59,450	0
Total Closed Units		9	2	5	2	0
Total Closed Volume		1,448,400	347.50K	982.00K	118.90K	0.00B

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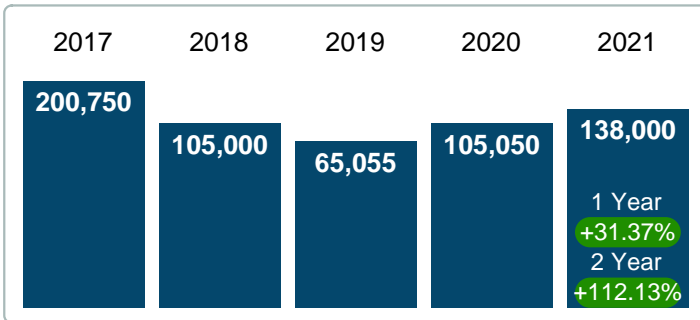
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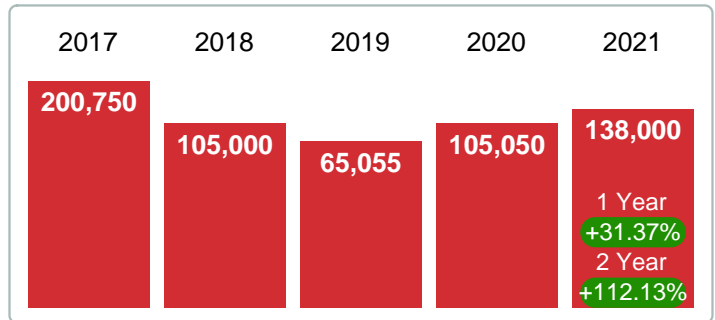
MEDIAN SOLD PRICE AT CLOSING

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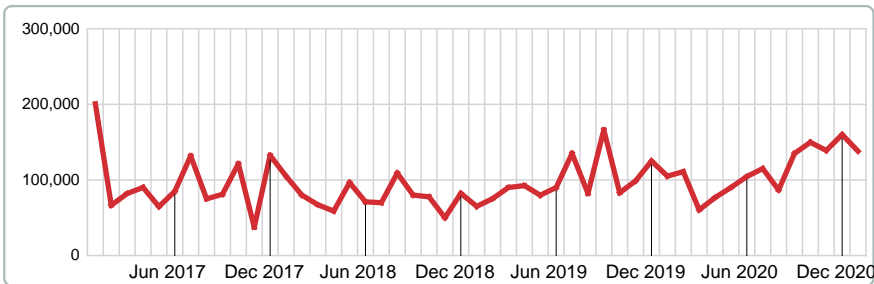
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

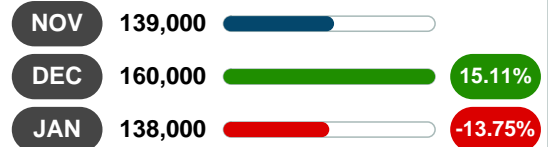


3 MONTHS

5 year JAN AVG = 122,771

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

Median Sold Price at Closing this month at **138,000** above the 5 yr JAN average of **122,771**



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
\$50,000 and less	1	11.11%	50,000	0	0	50,000	0
\$50,001 - \$50,000	0	0.00%	50,000	0	0	0	0
\$50,001 - \$60,000	2	22.22%	53,050	0	51,000	55,100	0
\$60,001 - \$190,000	2	22.22%	103,250	68,500	138,000	0	0
\$190,001 - \$190,000	0	0.00%	103,250	0	0	0	0
\$190,001 - \$340,000	3	33.33%	195,000	257,050	194,750	0	0
\$340,001 and up	1	11.11%	348,250	0	348,250	0	0
Median Sold Price			138,000	162,775	194,500	52,550	0
Total Closed Units		100%	138,000	2	5	2	
Total Closed Volume			1,357,400	325.55K	926.75K	105.10K	0.00B

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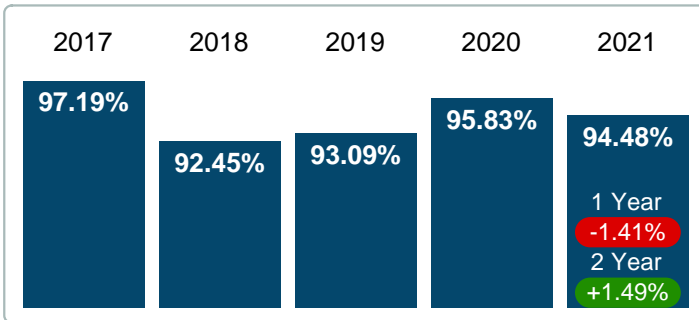
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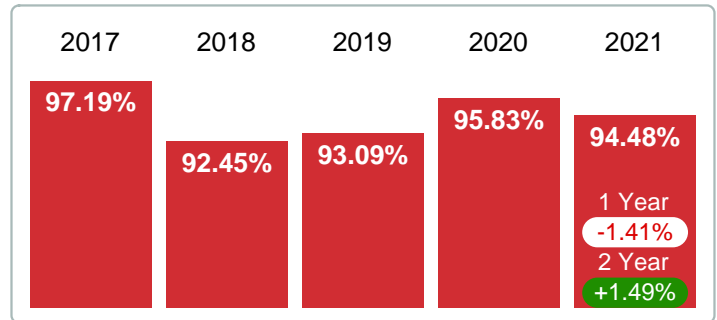
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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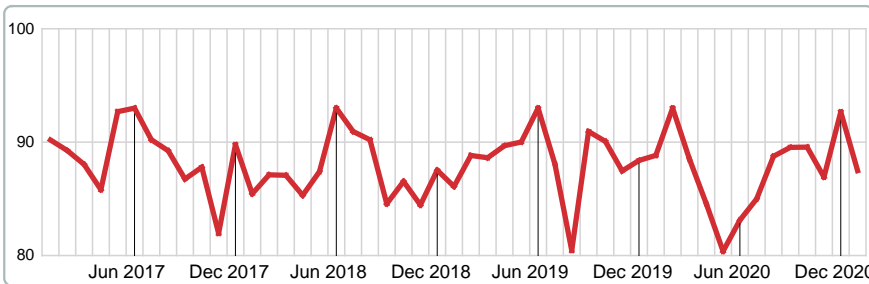
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

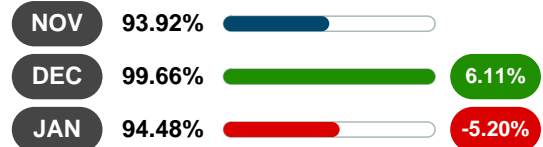


3 MONTHS

5 year JAN AVG = 94.61%

High Feb 2020 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **94.48%**
below the 5 yr JAN average of **94.61%**



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	
\$50,000 and less	1 <div style="width: 11.11%;"></div>	11.11%	72.46%	0.00%	0.00%	72.46%	0.00%	
\$50,001 - \$50,000	0 <div style="width: 0.00%;"></div>	0.00%	72.46%	0.00%	0.00%	0.00%	0.00%	
\$50,001 - \$60,000	2 <div style="width: 22.22%;"></div>	22.22%	92.17%	0.00%	73.91%	110.42%	0.00%	
\$60,001 - \$190,000	2 <div style="width: 22.22%;"></div>	22.22%	94.83%	94.48%	95.17%	0.00%	0.00%	
\$190,001 - \$190,000	0 <div style="width: 0.00%;"></div>	0.00%	94.83%	0.00%	0.00%	0.00%	0.00%	
\$190,001 - \$340,000	3 <div style="width: 33.33%;"></div>	33.33%	93.47%	93.47%	95.45%	0.00%	0.00%	
\$340,001 and up	1 <div style="width: 11.11%;"></div>	11.11%	97.01%	0.00%	97.01%	0.00%	0.00%	
Median Sold/List Ratio		94.48%		93.98%	95.17%	91.44%	0.00%	
Total Closed Units		9	100%	94.48%	2	5	2	
Total Closed Volume		1,357,400			325.55K	926.75K	105.10K	0.00B

January 2021



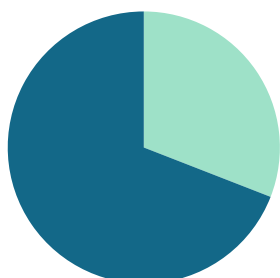
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

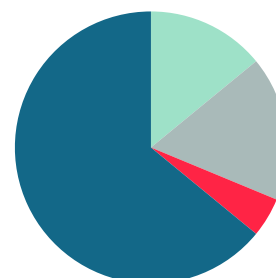


Inventory
 New Listings
 17 = 30.91%
 Start Inventory
 38
 Total Inventory Units
 55
 Volume
 \$13,867,995

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%
Median List Price	112,200	145,000	29.23%	112,200	145,000	29.23%
Median Sale Price	105,050	138,000	31.37%	105,050	138,000	31.37%
Median Percent of Selling Price to List Price	95.83%	94.48%	-1.41%	95.83%	94.48%	-1.41%
Median Days on Market to Sale	69.00	7.00	-89.86%	69.00	7.00	-89.86%
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

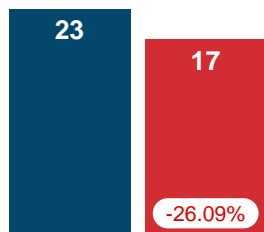
Inventory on January 31, 2021 = 41

2020 2021

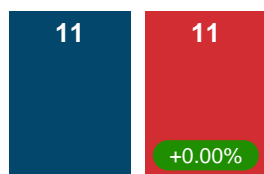
JANUARY MARKET

MEDIAN PRICES

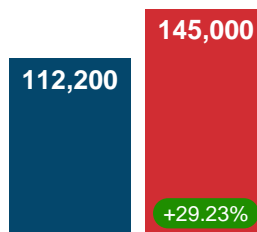
New Listings



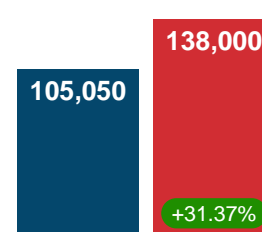
Pending Listings



List Price



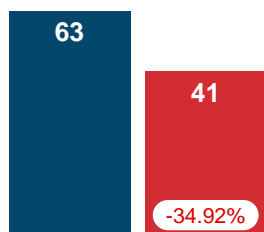
Sale Price



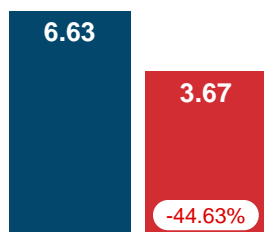
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

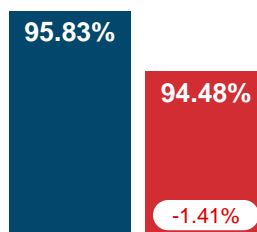
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

