

# July 2021



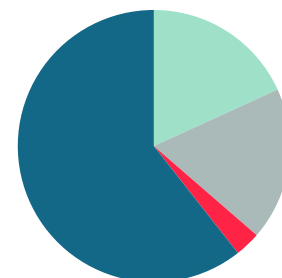
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	17	12	-29.41%
Pending Listings	14	12	-14.29%
New Listings	14	29	107.14%
Average List Price	122,924	153,942	25.23%
Average Sale Price	113,804	149,792	31.62%
Average Percent of Selling Price to List Price	91.61%	96.47%	5.30%
Average Days on Market to Sale	71.53	36.33	-49.21%
End of Month Inventory	59	40	-32.20%
Months Supply of Inventory	6.21	3.22	-48.13%



■ Closed (18.18%)  
■ Pending (18.18%)  
■ Other OffMarket (3.03%)  
■ Active (60.61%)

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

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **32.20%** 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 **31.62%** in July 2021 to \$149,792 versus the previous year at \$113,804.

#### Average Days on Market Shortens

The average number of **36.33** days that homes spent on the market before selling decreased by 35.20 days or **49.21%** in July 2021 compared to last year's same month at **71.53** DOM.

#### Sales Success for July 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 29 New Listings in July 2021, up **107.14%** from last year at 14. Furthermore, there were 12 Closed Listings this month versus last year at 17, a **-29.41%** decrease.

Closed versus Listed trends yielded a **41.4%** ratio, down from previous year's, July 2020, at **121.4%**, a **65.92%** downswing. This will certainly create pressure on a decreasing Monthly 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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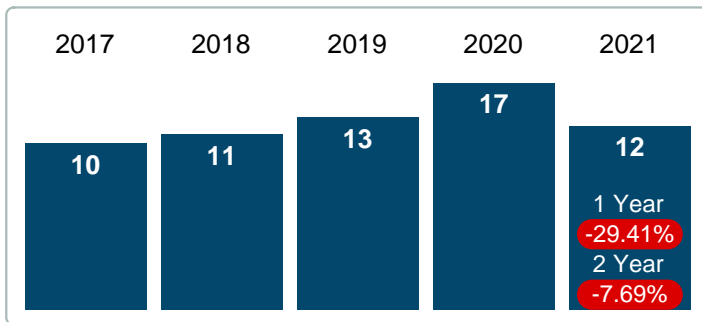
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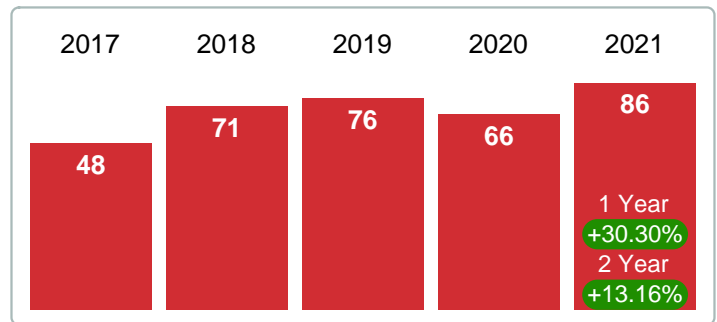
## CLOSED LISTINGS

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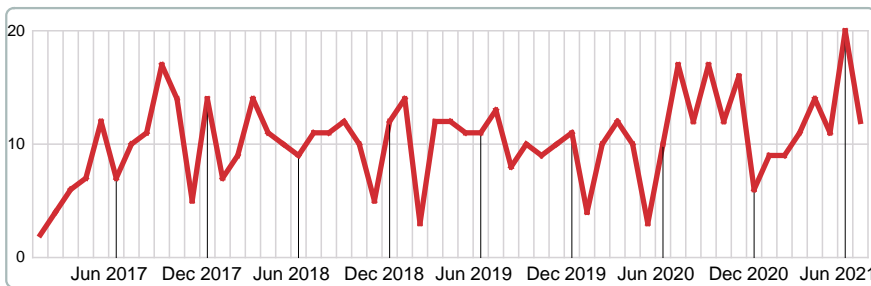
### JULY



### YEAR TO DATE (YTD)

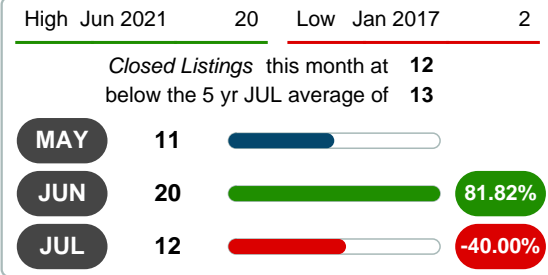


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 13



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	1	8.33%	80.0	0	0	1	0
\$60,001 - \$80,000	2	16.67%	20.5	0	2	0	0
\$80,001 - \$90,000	0	0.00%	0.0	0	0	0	0
\$90,001 - \$130,000	4	33.33%	66.5	2	1	1	0
\$130,001 - \$220,000	2	16.67%	11.5	0	2	0	0
\$220,001 - \$240,000	2	16.67%	12.0	0	1	1	0
\$240,001 and up	1	8.33%	2.0	0	1	0	0
<b>Total Closed Units</b>	<b>12</b>			<b>2</b>	<b>7</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>1,797,500</b>	<b>100%</b>	<b>36.3</b>	<b>197.00K</b>	<b>1.25M</b>	<b>351.50K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$149,792</b>			<b>\$98,500</b>	<b>\$178,429</b>	<b>\$117,167</b>	<b>\$0</b>

# July 2021



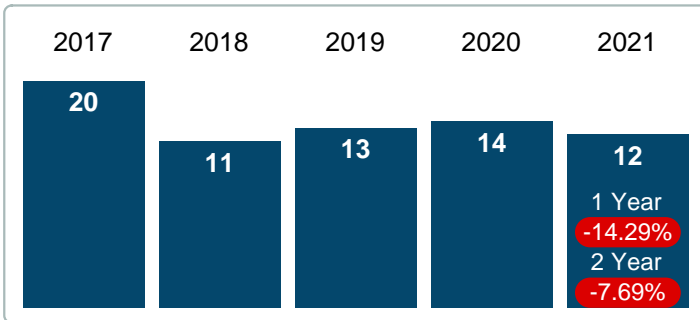
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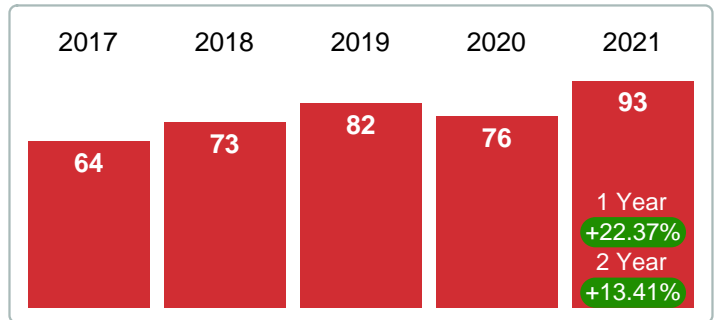
## PENDING LISTINGS

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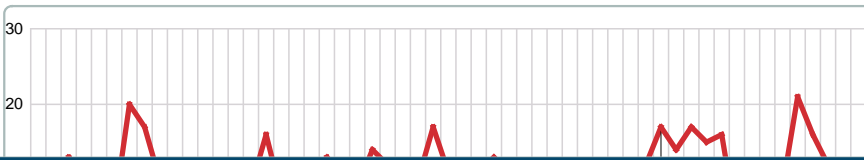
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 14

High Mar 2021 21 Low Apr 2020 3

Pending Listings this month at 12  
 below the 5 yr JUL average of 14

MAY 12  
 JUN 12  
 JUL 12

0.00%

0.00%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	8.33%	134.0	1	0	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	3	25.00%	58.3	0	2	1	0
\$150,001 - \$200,000	2	16.67%	3.0	0	1	1	0
\$200,001 - \$225,000	3	25.00%	24.0	1	2	0	0
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 and up	3	25.00%	34.0	1	2	0	0
<b>Total Pending Units</b>	<b>12</b>			<b>3</b>	<b>7</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>2,111,799</b>	<b>100%</b>	<b>40.8</b>	<b>474.00K</b>	<b>1.34M</b>	<b>300.00K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$175,983</b>			<b>\$158,000</b>	<b>\$191,114</b>	<b>\$150,000</b>	<b>\$0</b>

# July 2021



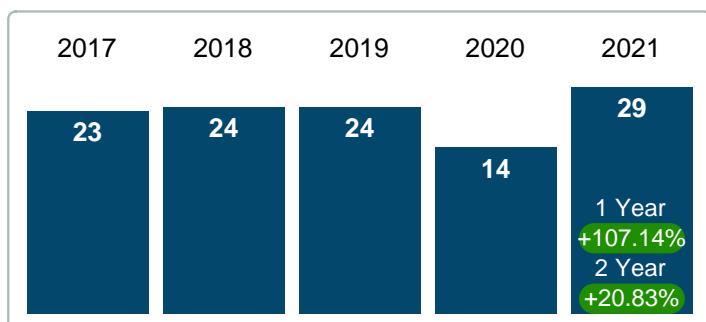
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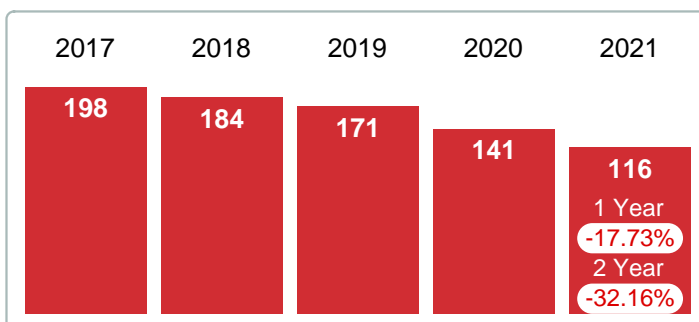
## NEW LISTINGS

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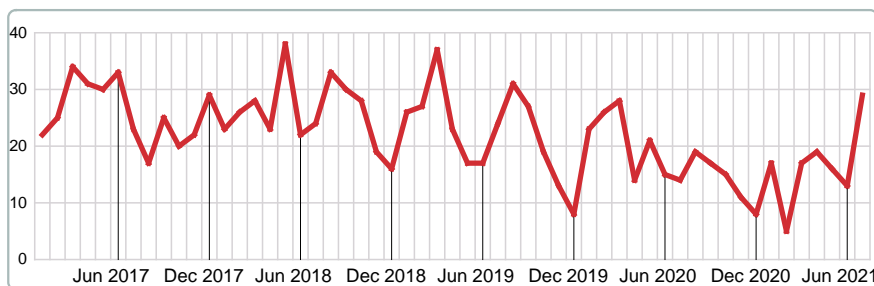
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 23

High May 2018 38 | Low Feb 2021 5

New Listings this month at **29**  
 above the 5 yr JUL average of **23**

Month	New Listings	% Change
MAY	16	
JUN	13	-18.75%
JUL	29	123.08%

### 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	2	6.90%	1	1	0	0
\$50,001 - \$75,000	2	6.90%	0	1	1	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$200,000	13	44.83%	3	9	1	0
\$200,001 - \$250,000	5	17.24%	1	3	1	0
\$250,001 - \$575,000	4	13.79%	0	4	0	0
\$575,001 and up	3	10.34%	1	0	2	0
<b>Total New Listed Units</b>	<b>29</b>		<b>6</b>	<b>18</b>	<b>5</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>6,294,100</b>	<b>100%</b>	<b>1.56M</b>	<b>3.00M</b>	<b>1.74M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$195,220</b>		<b>\$260,500</b>	<b>\$166,450</b>	<b>\$347,000</b>	<b>\$0</b>

# July 2021



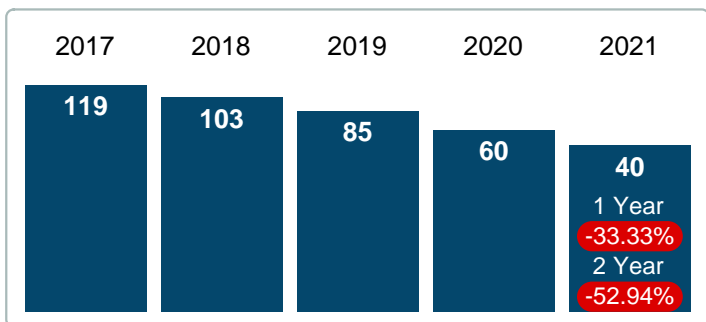
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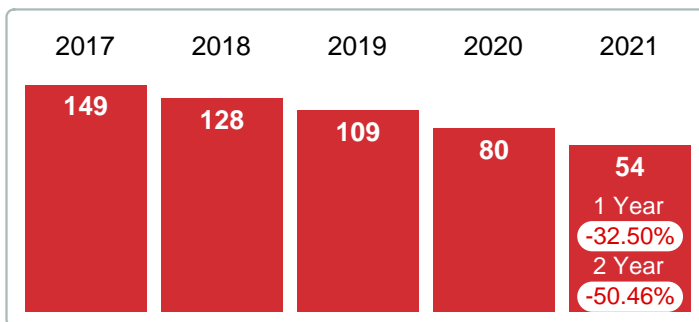
## ACTIVE INVENTORY

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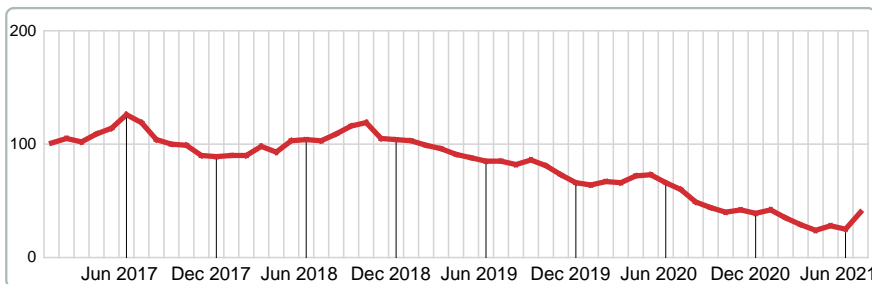
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

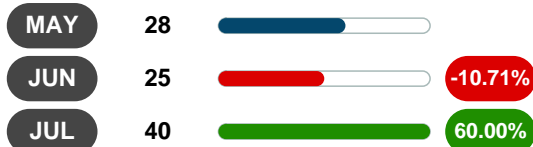


### 3 MONTHS

5 year JUL AVG = 81

High Jun 2017 126 Low Apr 2021 24

Inventory this month at 40  
below the 5 yr JUL average of 81



### 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	2	5.00%	25.0	1	1	0	0
\$50,001 - \$75,000	5	12.50%	35.4	1	3	1	0
\$75,001 - \$100,000	8	20.00%	46.5	1	7	0	0
\$100,001 - \$225,000	10	25.00%	92.1	2	6	2	0
\$225,001 - \$350,000	7	17.50%	39.0	0	6	1	0
\$350,001 - \$675,000	4	10.00%	49.5	0	2	2	0
\$675,001 and up	4	10.00%	57.3	1	0	1	2
<b>Total Active Inventory by Units</b>	<b>40</b>			<b>6</b>	<b>25</b>	<b>7</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>10,079,500</b>	<b>100%</b>	<b>55.5</b>	<b>1.43M</b>	<b>4.38M</b>	<b>2.56M</b>	<b>1.71M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$251,988</b>			<b>\$238,000</b>	<b>\$175,220</b>	<b>\$366,000</b>	<b>\$854,500</b>

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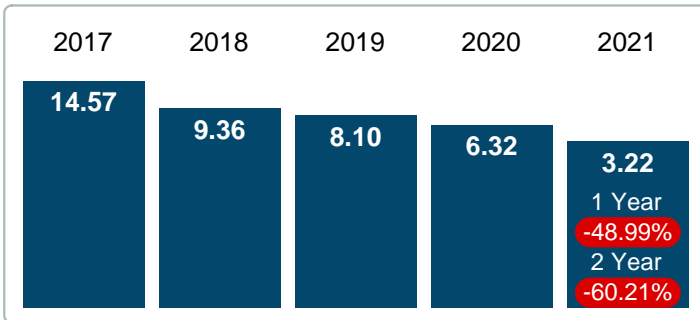
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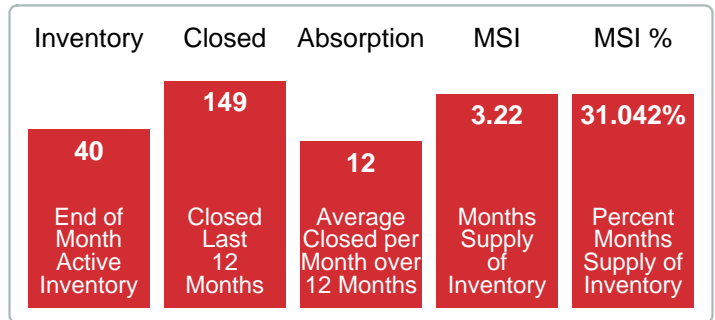
## MONTHS SUPPLY of INVENTORY (MSI)

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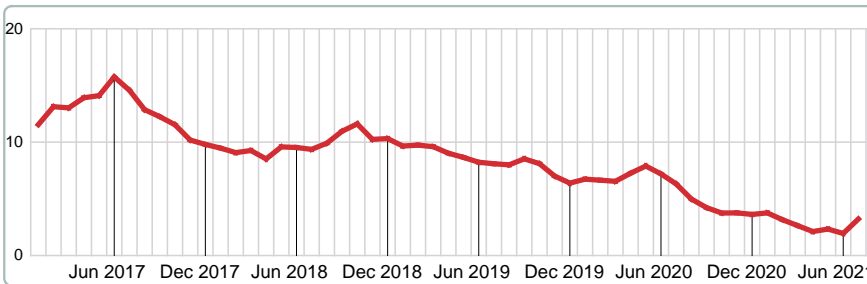
### MSI FOR JULY



### INDICATORS FOR JULY 2021

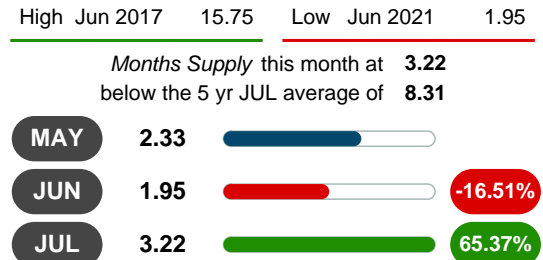


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 8.31



### 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	2	5.00%	1.41	2.40	1.33	0.00	0.00
\$50,001 - \$75,000	5	12.50%	3.33	3.00	2.77	12.00	0.00
\$75,001 - \$100,000	8	20.00%	4.00	2.00	6.00	0.00	0.00
\$100,001 - \$225,000	10	25.00%	2.31	3.00	2.40	1.85	0.00
\$225,001 - \$350,000	7	17.50%	4.20	0.00	5.54	3.00	0.00
\$350,001 - \$675,000	4	10.00%	3.69	0.00	3.43	12.00	0.00
\$675,001 and up	4	10.00%	9.60	12.00	0.00	12.00	12.00
Market Supply of Inventory (MSI)			3.22	2.67	3.45	3.00	3.43
Total Active Inventory by Units		100%	3.22	6	25	7	2

# July 2021



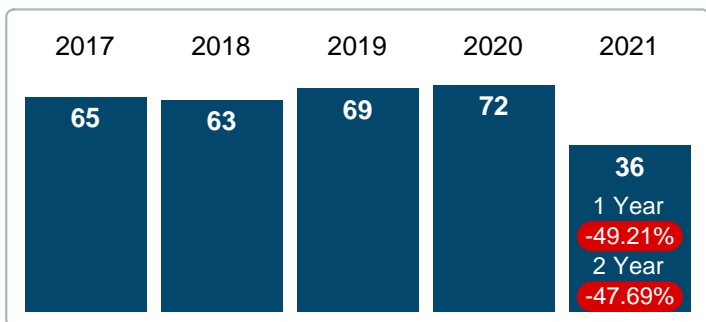
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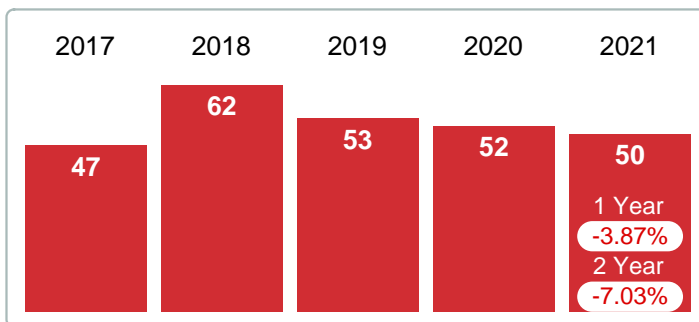
## AVERAGE DAYS ON MARKET TO SALE

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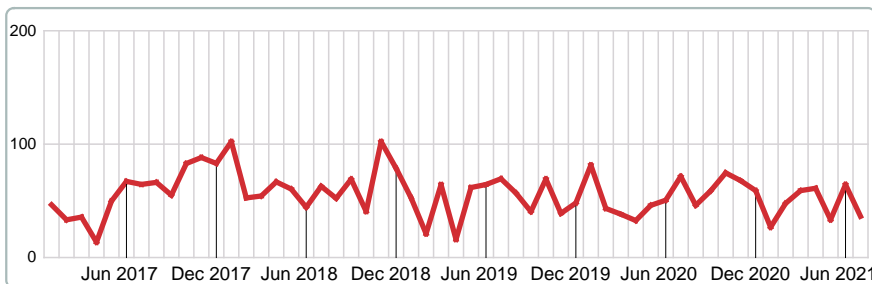
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

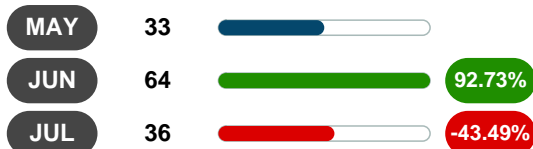


### 3 MONTHS

5 year JUL AVG = 61

High Nov 2018 102 Low Apr 2017 14

Average Days on Market to Sale this month at 36 below the 5 yr JUL average of 61



### 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
\$60,000 and less	8.33%	80	0	0	80	0
\$60,001 - \$80,000	16.67%	21	0	21	0	0
\$80,001 - \$90,000	0.00%	0	0	0	0	0
\$90,001 - \$130,000	33.33%	67	79	7	102	0
\$130,001 - \$220,000	16.67%	12	0	12	0	0
\$220,001 - \$240,000	16.67%	12	0	8	16	0
\$240,001 and up	8.33%	2	0	2	0	0
<b>Average Closed DOM</b>		<b>36</b>	<b>79</b>	<b>12</b>	<b>66</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>2</b>	<b>7</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>1,797,500</b>	<b>197.00K</b>	<b>1.25M</b>	<b>351.50K</b>	<b>0.00B</b>

# July 2021



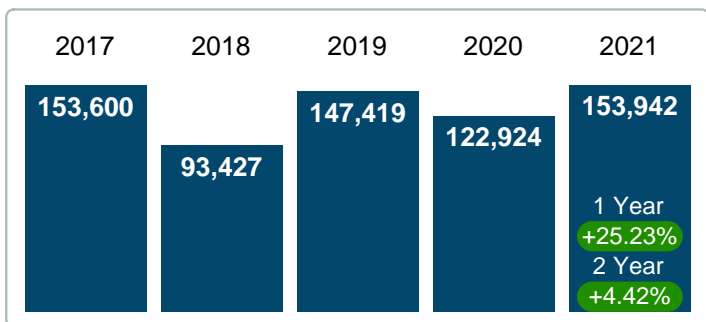
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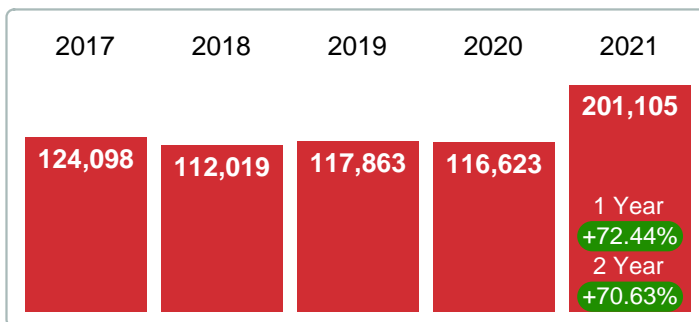
## AVERAGE LIST PRICE AT CLOSING

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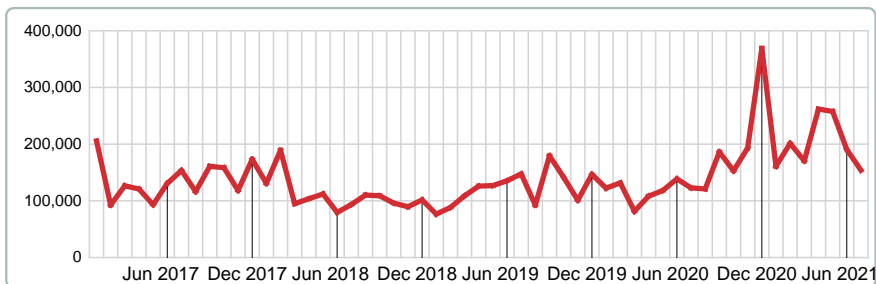
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

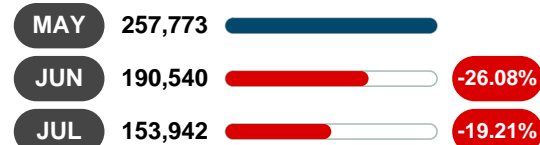


### 3 MONTHS

5 year JUL AVG = 134,262

High Dec 2020 368,817 Low Jan 2019 76,650

Average List Price at Closing this month at **153,942** above the 5 yr JUL average of **134,262**



### 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	1	8.33%	30,000	0	0	30,000	0
\$50,001 - \$75,000	1	8.33%	75,000	0	75,000	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	5	41.67%	102,280	108,250	97,500	99,900	0
\$125,001 - \$225,000	2	16.67%	134,950	0	134,950	0	0
\$225,001 - \$225,000	0	0.00%	0	0	0	0	0
\$225,001 and up	3	25.00%	320,333	0	366,000	229,000	0
Average List Price			153,942	108,250	181,700	119,633	0
Total Closed Units		100%	153,942	2	7	3	
Total Closed Volume			1,847,300	216.50K	1.27M	358.90K	0.00B



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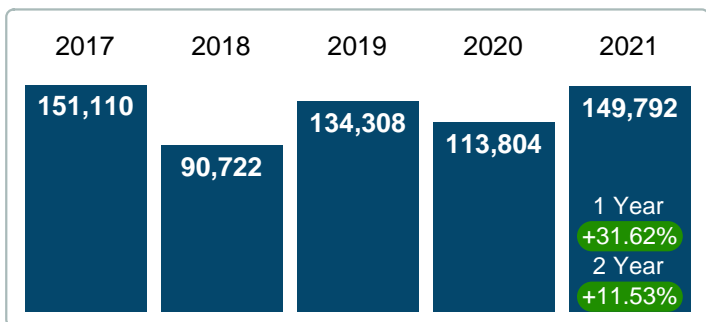
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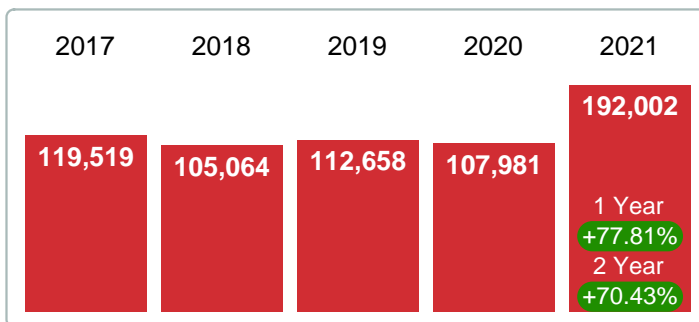
## AVERAGE SOLD PRICE AT CLOSING

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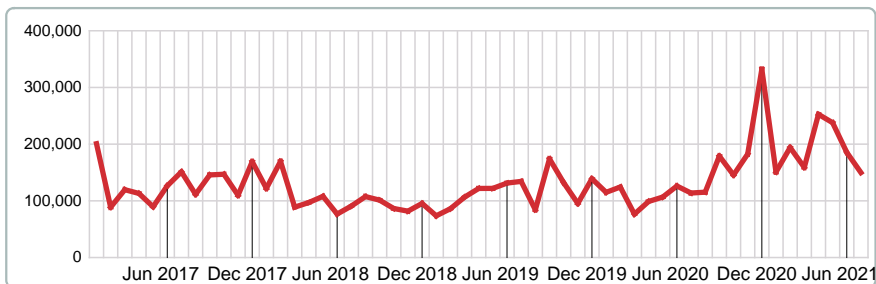
### JULY



### YEAR TO DATE (YTD)

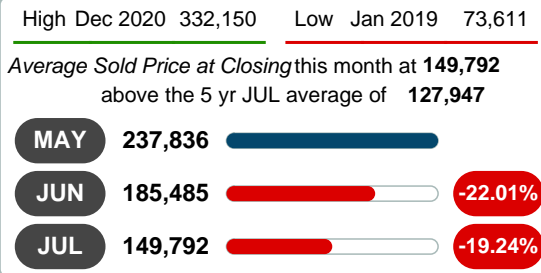


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 127,947



## 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
\$60,000 and less	1	8.33%	27,500	0	0	27,500	0
\$60,001 - \$80,000	2	16.67%	74,000	0	74,000	0	0
\$80,001 - \$90,000	0	0.00%	0	0	0	0	0
\$90,001 - \$130,000	4	33.33%	103,750	98,500	123,000	95,000	0
\$130,001 - \$220,000	2	16.67%	134,500	0	134,500	0	0
\$220,001 - \$240,000	2	16.67%	234,500	0	240,000	229,000	0
\$240,001 and up	1	8.33%	469,000	0	469,000	0	0
<b>Average Sold Price</b>			<b>149,792</b>	<b>98,500</b>	<b>178,429</b>	<b>117,167</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>149,792</b>	<b>2</b>	<b>7</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>1,797,500</b>	<b>197.00K</b>	<b>1.25M</b>	<b>351.50K</b>	<b>0.00B</b>

# July 2021



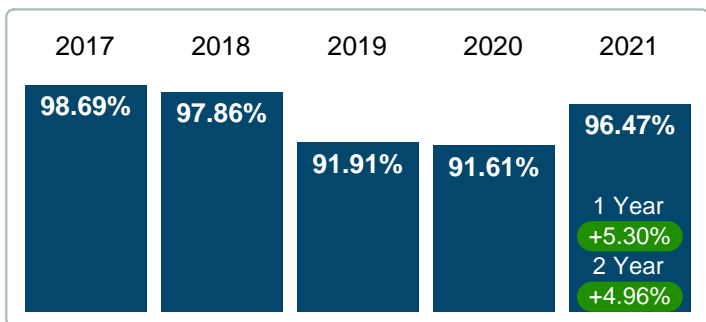
Area Delimited by County Of Sequoyah - Residential Property Type



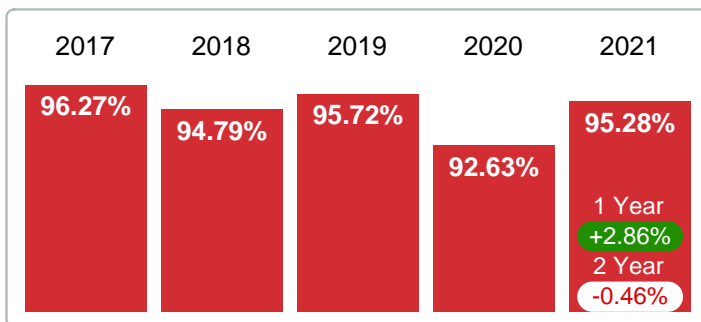
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

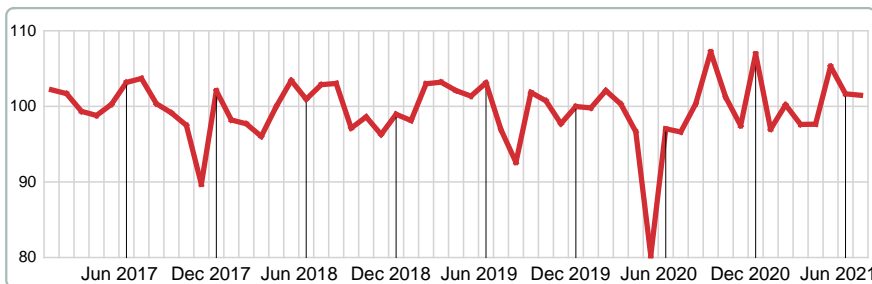
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

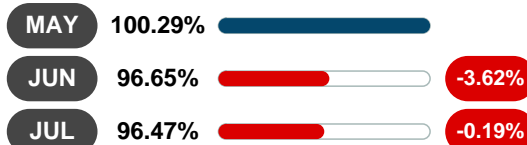


### 3 MONTHS

5 year JUL AVG = 95.31%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **96.47%** above the 5 yr JUL average of **95.31%**



### 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
\$60,000 and less	1	8.33%	91.67%	0.00%	0.00%	91.67%	0.00%
\$60,001 - \$80,000	2	16.67%	95.33%	0.00%	95.33%	0.00%	0.00%
\$80,001 - \$90,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$90,001 - \$130,000	4	33.33%	96.07%	91.12%	106.96%	95.10%	0.00%
\$130,001 - \$220,000	2	16.67%	99.67%	0.00%	99.67%	0.00%	0.00%
\$220,001 - \$240,000	2	16.67%	96.15%	0.00%	92.31%	100.00%	0.00%
\$240,001 and up	1	8.33%	99.36%	0.00%	99.36%	0.00%	0.00%
Average Sold/List Ratio		96.50%		91.12%	98.38%	95.59%	0.00%
Total Closed Units		12	100%	2	7	3	
Total Closed Volume		1,797,500		197.00K	1.25M	351.50K	0.00B

# July 2021



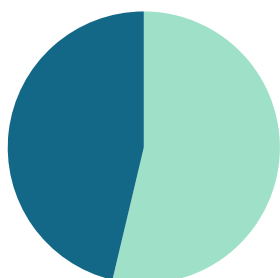
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

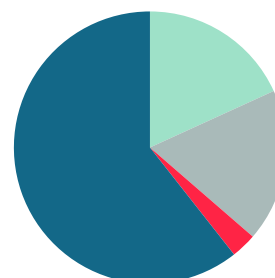


**Inventory**  
 New Listings  
**29 = 53.70%**  
 Start Inventory  
**25**  
 Total Inventory Units  
**54**  
 Volume  
**\$12,271,199**

### Market Activity

Closed Sales  
**12 = 18.18%**  
 Pending Sales  
**12 = 18.18%**  
 Other Off Market  
**2 = 3.03%**  
 Active Inventory  
**40 = 60.61%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	17	12	-29.41%	66	86	30.30%
Pending Sales	14	12	-14.29%	76	93	22.37%
New Listings	14	29	107.14%	141	116	-17.73%
Average List Price	122,924	153,942	25.23%	116,623	201,105	72.44%
Average Sale Price	113,804	149,792	31.62%	107,981	192,002	77.81%
Average Percent of Selling Price to List Price	91.61%	96.47%	5.30%	92.63%	95.28%	2.86%
Average Days on Market to Sale	71.53	36.33	-49.21%	51.58	49.58	-3.87%
Monthly Inventory	59	40	-32.20%	59	40	-32.20%
Months Supply of Inventory	6.21	3.22	-48.13%	6.21	3.22	-48.13%

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

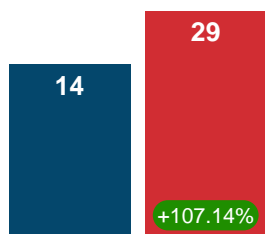
**Inventory** on July 31, 2021 = 40

2020 2021

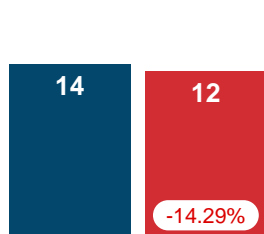
### JULY MARKET

### AVERAGE PRICES

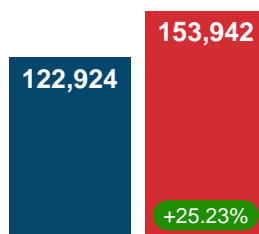
#### New Listings



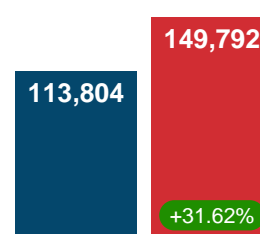
#### Pending Listings



#### List Price



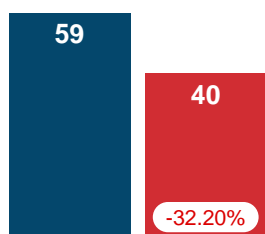
#### Sale Price



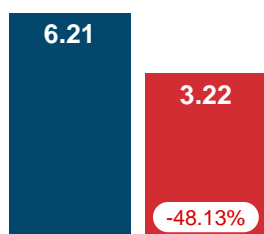
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

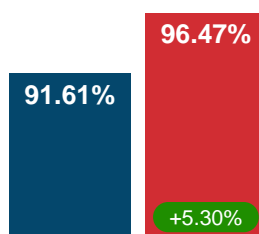
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

