

July 2021



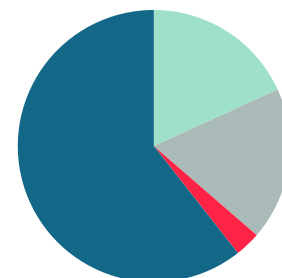
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	125,000	113,750	-9.00%
Median Sale Price	115,000	111,000	-3.48%
Median Percent of Selling Price to List Price	92.00%	97.21%	5.67%
Median Days on Market to Sale	66.00	17.50	-73.48%
End of Month Inventory	59	40	-32.20%
Months Supply of Inventory	6.21	3.22	-48.13%



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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.48%** in July 2021 to \$111,000 versus the previous year at \$115,000.

Median Days on Market Shortens

The median number of **17.50** days that homes spent on the market before selling decreased by 48.50 days or **73.48%** in July 2021 compared to last year's same month at **66.00** DOM.

Sales Success for July 2021 is Positive

Overall, with Median Prices falling 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

July 2021



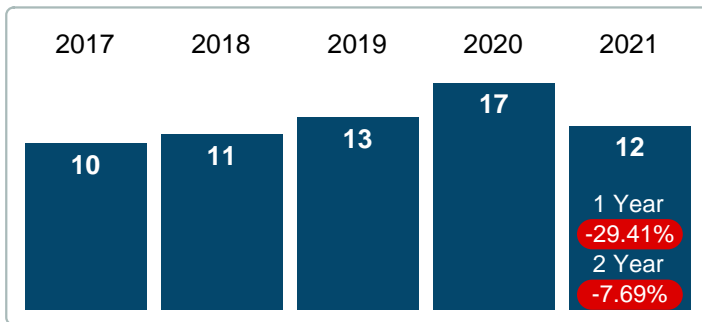
Area Delimited by County Of Sequoyah - Residential Property Type



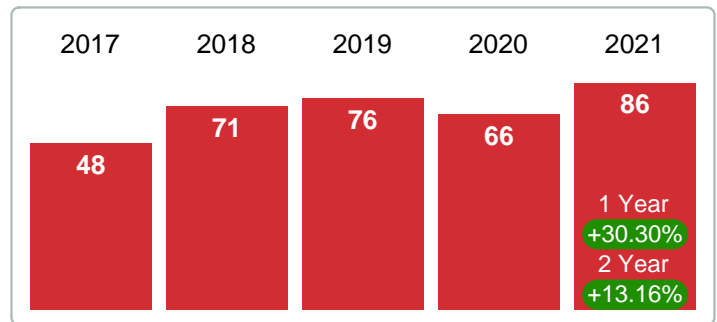
CLOSED LISTINGS

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

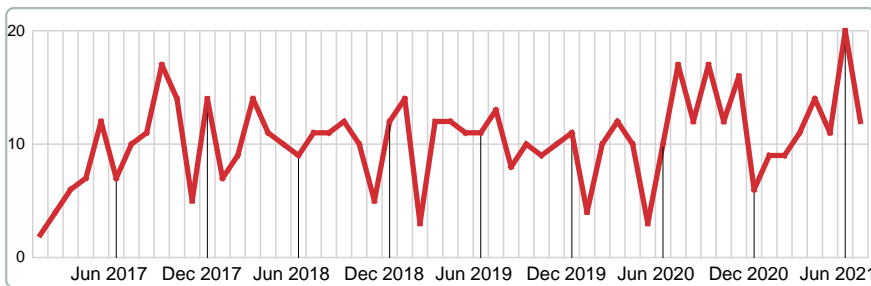
JULY



YEAR TO DATE (YTD)

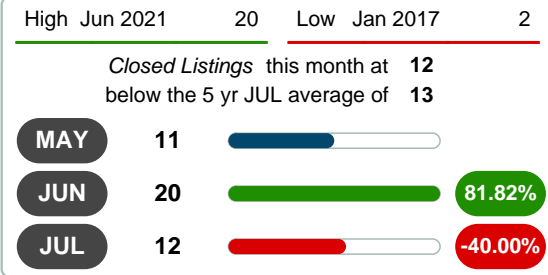


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 13



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	20.5	0	0	0	0
\$90,001 - \$130,000	4	33.33%	69.5	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
Total Closed Units	12			2	7	3	0
Total Closed Volume	1,797,500	100%	17.5	197.00K	1.25M	351.50K	0.00B
Median Closed Price	\$111,000			\$98,500	\$134,000	\$95,000	\$0

July 2021



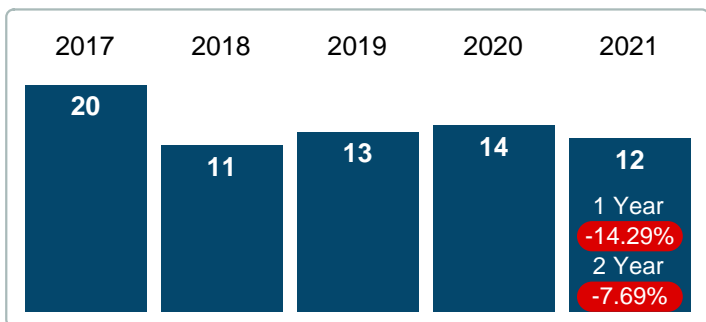
Area Delimited by County Of Sequoyah - Residential Property Type



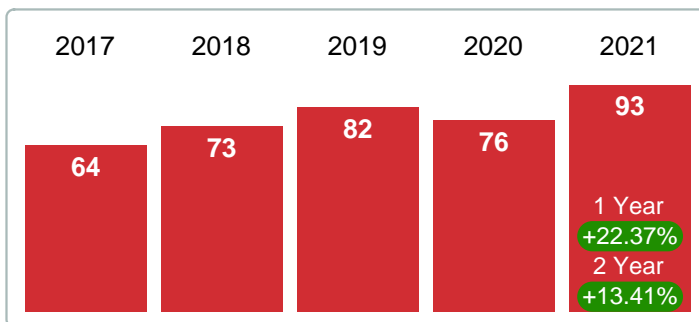
PENDING LISTINGS

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

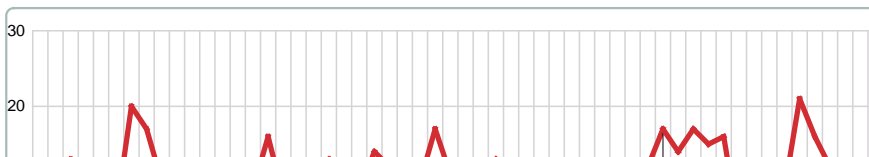
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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		%	MDOM	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%	134.0	0	0	0	0
\$75,001 - \$150,000	3	25.00%	47.0	0	2	1	0
\$150,001 - \$200,000	2	16.67%	3.0	0	1	1	0
\$200,001 - \$225,000	3	25.00%	3.0	1	2	0	0
\$225,001 - \$225,000	0	0.00%	3.0	0	0	0	0
\$225,001 and up	3	25.00%	13.0	1	2	0	0
Total Pending Units	12			3	7	2	0
Total Pending Volume	2,111,799	100%	15.5	474.00K	1.34M	300.00K	0.00B
Median Listing Price	\$185,000			\$210,000	\$214,900	\$150,000	\$0

July 2021



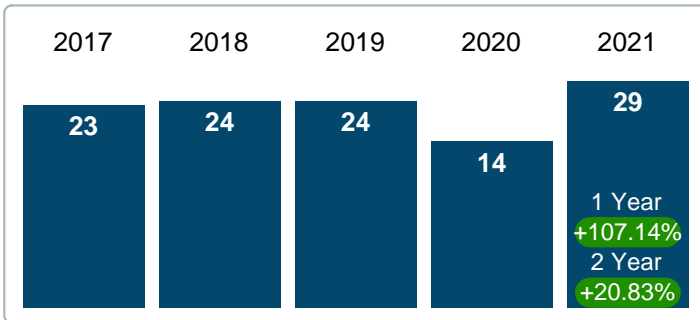
Area Delimited by County Of Sequoyah - Residential Property Type



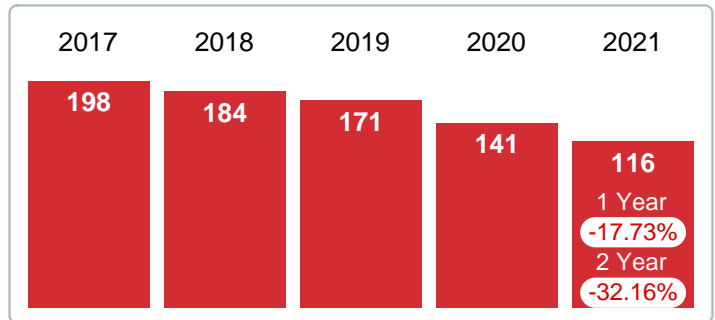
NEW LISTINGS

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

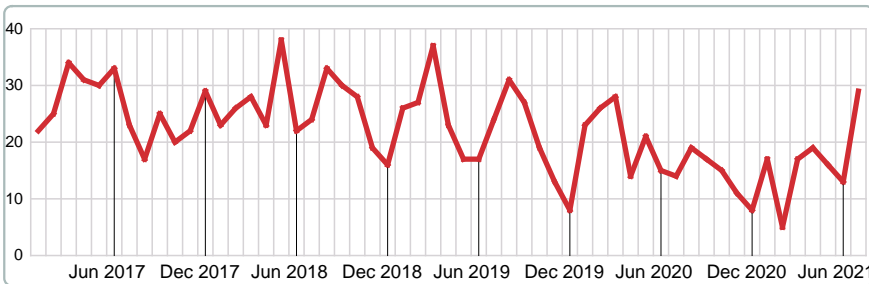
JULY



YEAR TO DATE (YTD)

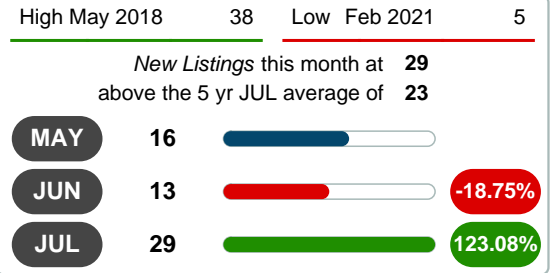


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 23



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
Total New Listed Units	29		6	18	5	0
Total New Listed Volume	6,294,100	100%	1.56M	3.00M	1.74M	0.00B
Median New Listed Listing Price	\$160,000		\$147,500	\$150,000	\$230,000	\$0

July 2021



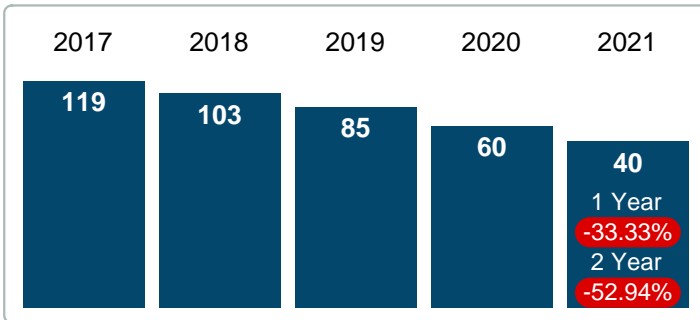
Area Delimited by County Of Sequoyah - Residential Property Type



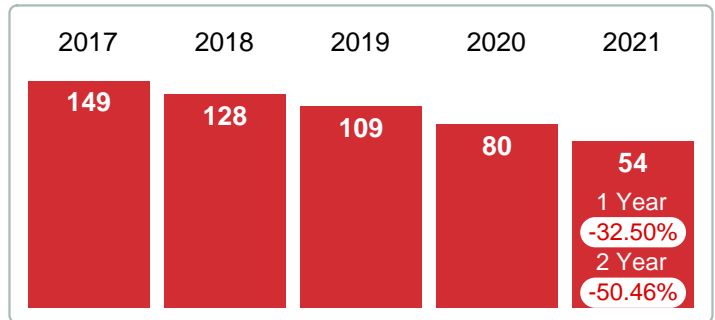
ACTIVE INVENTORY

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

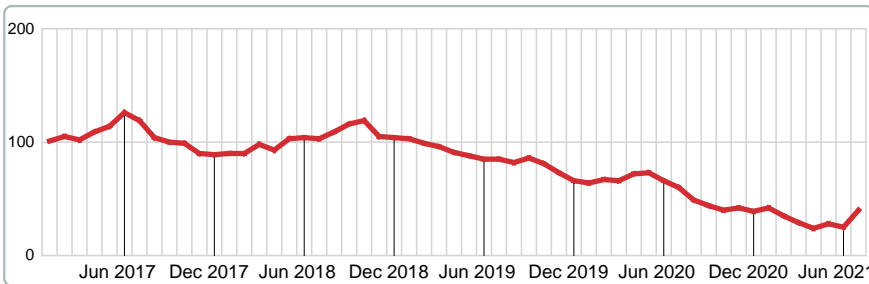
END OF JULY



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		%	MDOM	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%	36.0	1	3	1	0
\$75,001 - \$100,000	8	20.00%	24.0	1	7	0	0
\$100,001 - \$225,000	10	25.00%	39.0	2	6	2	0
\$225,001 - \$350,000	7	17.50%	28.0	0	6	1	0
\$350,001 - \$675,000	4	10.00%	45.0	0	2	2	0
\$675,001 and up	4	10.00%	50.0	1	0	1	2
Total Active Inventory by Units	40			6	25	7	2
Total Active Inventory by Volume	10,079,500	100%	29.0	1.43M	4.38M	2.56M	1.71M
Median Active Inventory Listing Price	\$164,700			\$104,500	\$140,000	\$230,000	\$854,500

July 2021



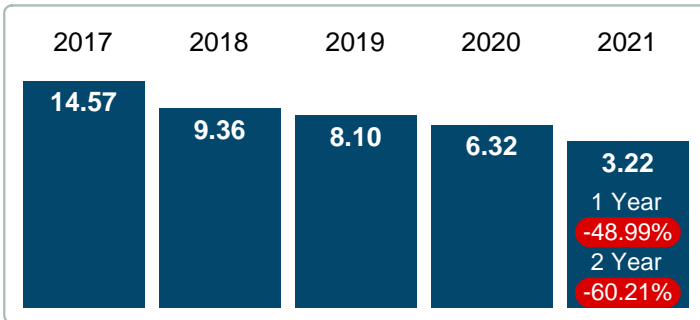
Area Delimited by County Of Sequoyah - Residential Property Type



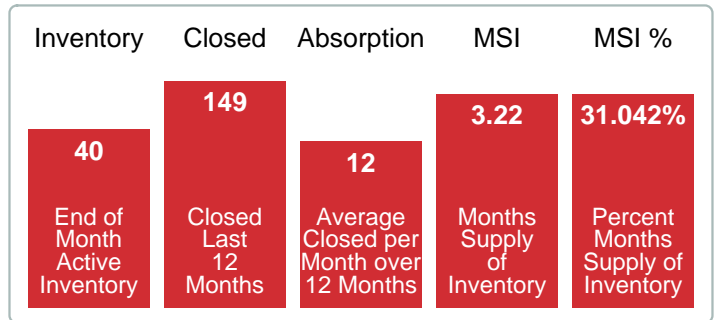
MONTHS SUPPLY of INVENTORY (MSI)

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

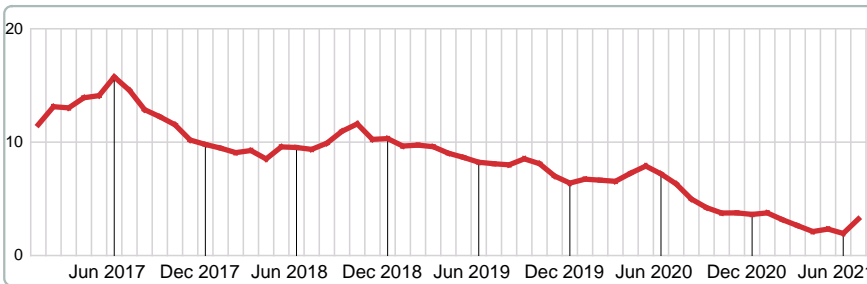
MSI FOR JULY



INDICATORS FOR JULY 2021

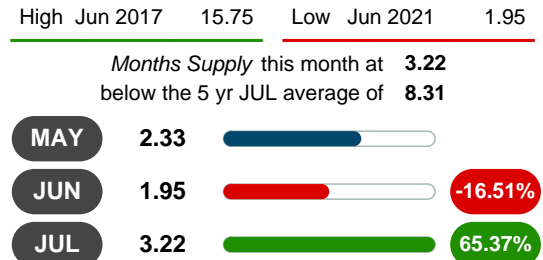


5 YEAR MARKET ACTIVITY TRENDS



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	100%	3.22	2.67	3.45	3.00	3.43
Total Active Inventory by Units	40			6	25	7	2

July 2021



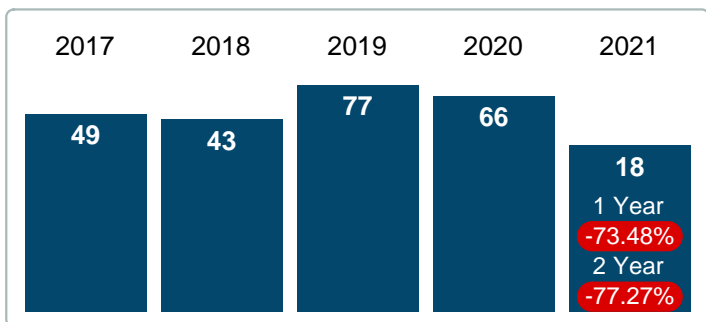
Area Delimited by County Of Sequoyah - Residential Property Type



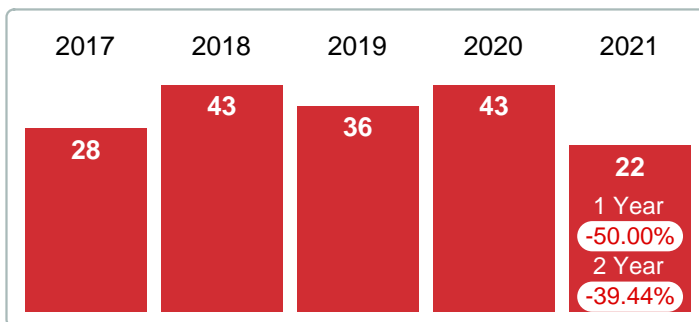
MEDIAN DAYS ON MARKET TO SALE

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

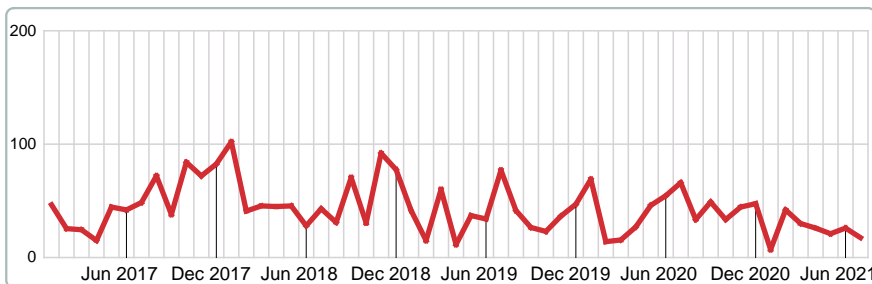
JULY



YEAR TO DATE (YTD)

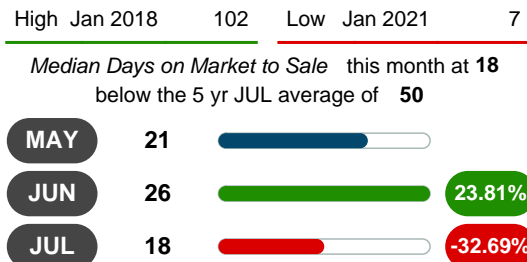


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 50



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
\$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%	21	0	0	0	0
\$90,001 - \$130,000	33.33%	70	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
Median Closed DOM		18	79	7	80	0
Total Closed Units	100%	17.5	2	7	3	
Total Closed Volume		1,797,500	197.00K	1.25M	351.50K	0.00B

July 2021



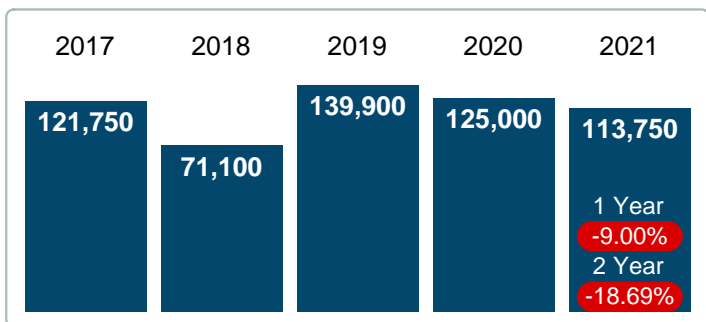
Area Delimited by County Of Sequoyah - Residential Property Type



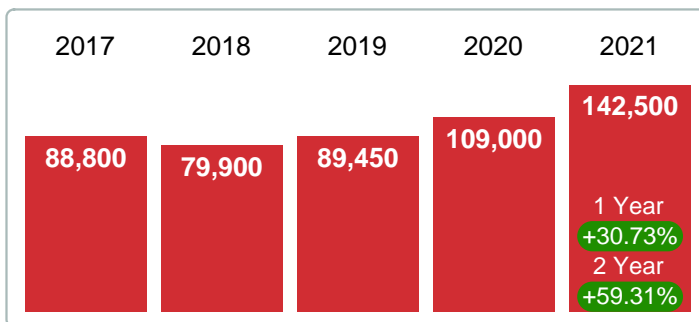
MEDIAN LIST PRICE AT CLOSING

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

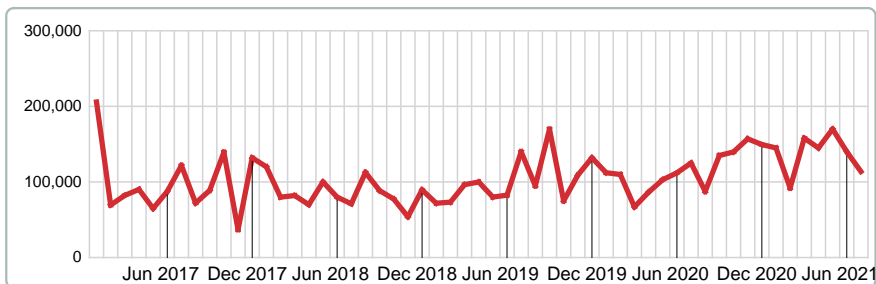
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

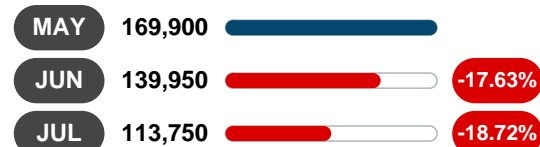


3 MONTHS

5 year JUL AVG = 114,300

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

Median List Price at Closing this month at 113,750 below the 5 yr JUL average of 114,300



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
\$60,000 and less	8.33%	30,000	0	0	30,000	0
\$60,001 - \$80,000	16.67%	77,500	0	77,500	0	0
\$80,001 - \$90,000	0.00%	77,500	0	0	0	0
\$90,001 - \$130,000	33.33%	108,250	108,250	115,000	99,900	0
\$130,001 - \$220,000	16.67%	134,950	0	134,950	0	0
\$220,001 - \$240,000	8.33%	229,000	0	0	229,000	0
\$240,001 and up	16.67%	366,000	0	366,000	0	0
Median List Price		113,750	108,250	134,900	99,900	0
Total Closed Units		12	2	7	3	0
Total Closed Volume		1,847,300	216.50K	1.27M	358.90K	0.00B

July 2021



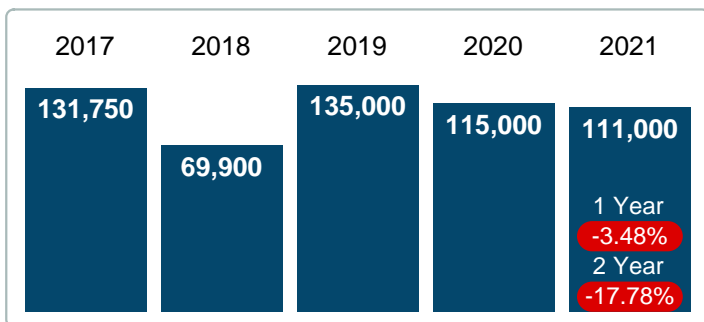
Area Delimited by County Of Sequoyah - Residential Property Type



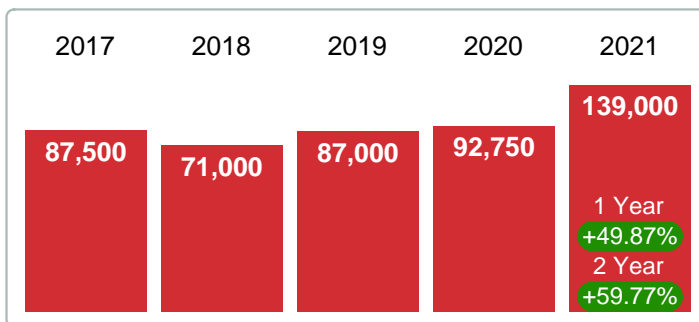
MEDIAN SOLD PRICE AT CLOSING

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

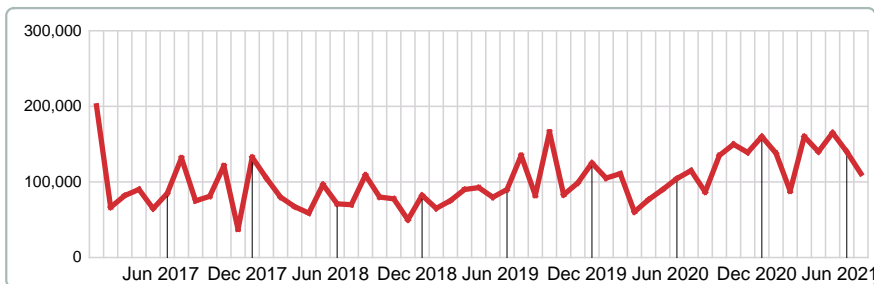
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

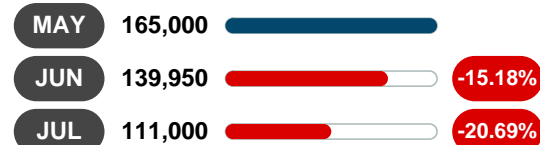


3 MONTHS

5 year JUL AVG = 112,530

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

Median Sold Price at Closing this month at 111,000 below the 5 yr JUL average of 112,530



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
\$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%	74,000	0	0	0	0
\$90,001 - \$130,000	4	33.33%	98,500	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
Median Sold Price			111,000	98,500	134,000	95,000	0
Total Closed Units		100%	111,000	2	7	3	
Total Closed Volume			1,797,500	197.00K	1.25M	351.50K	0.00B

July 2021



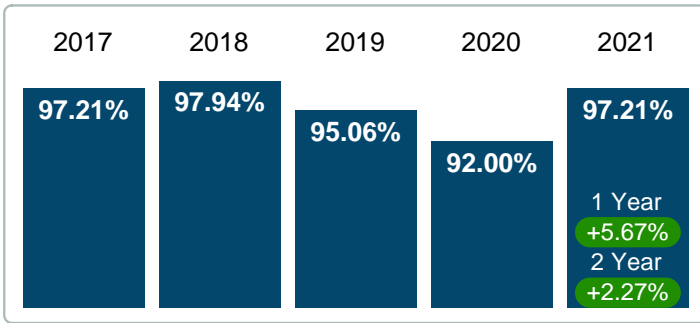
Area Delimited by County Of Sequoyah - Residential Property Type



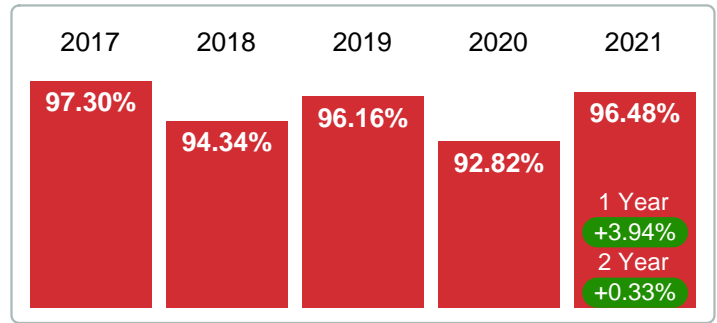
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

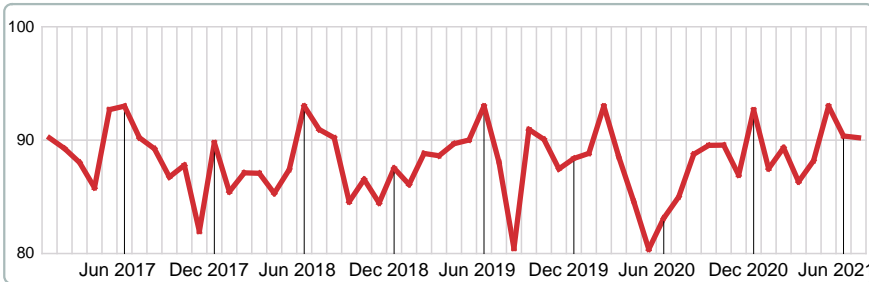
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

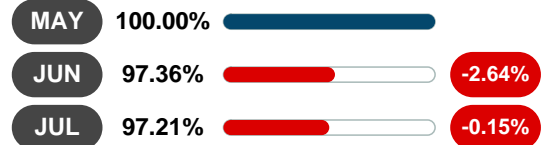


3 MONTHS

5 year JUL AVG = 95.89%

High May 2021 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **97.21%**
above the 5 yr JUL average of **95.89%**



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
\$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%	95.33%	0.00%	0.00%	0.00%	0.00%
\$90,001 - \$130,000	4	33.33%	94.66%	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%
Median Sold/List Ratio		97.21%		91.12%	99.36%	95.10%	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



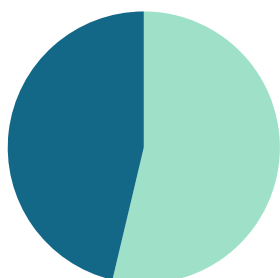
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

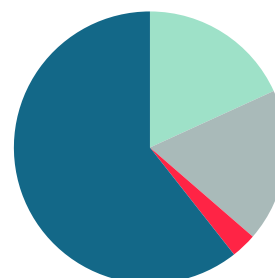


Inventory
 New Listings
29 = 53.70%
 Start Inventory
25
 Total Inventory Units
54
 Volume
\$12,271,199

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%
Median List Price	125,000	113,750	-9.00%	109,000	142,500	30.73%
Median Sale Price	115,000	111,000	-3.48%	92,750	139,000	49.87%
Median Percent of Selling Price to List Price	92.00%	97.21%	5.67%	92.82%	96.48%	3.94%
Median Days on Market to Sale	66.00	17.50	-73.48%	43.00	21.50	-50.00%
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

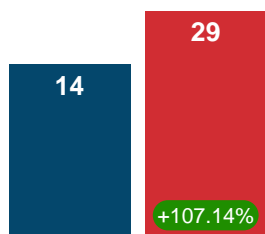
Inventory on July 31, 2021 = 40

2020 2021

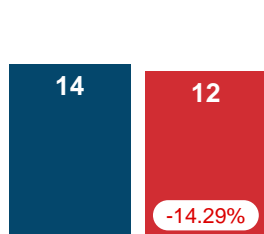
JULY MARKET

MEDIAN PRICES

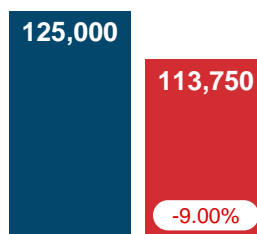
New Listings



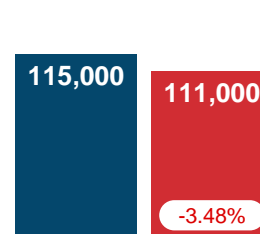
Pending Listings



List Price



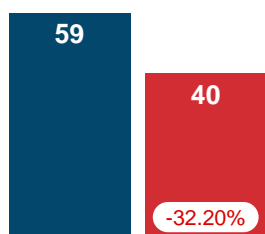
Sale Price



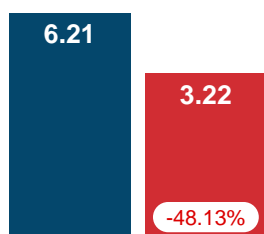
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

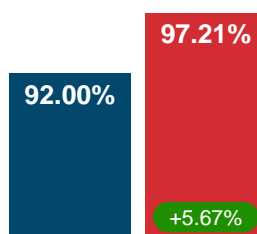
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

