

# June 2021



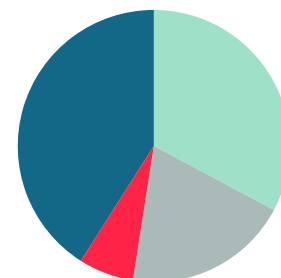
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	10	20	100.00%
Pending Listings	17	12	-29.41%
New Listings	15	13	-13.33%
Average List Price	138,630	190,540	37.45%
Average Sale Price	126,100	185,485	47.09%
Average Percent of Selling Price to List Price	92.03%	96.65%	5.02%
Average Days on Market to Sale	50.60	64.30	27.08%
End of Month Inventory	65	25	-61.54%
Months Supply of Inventory	7.09	1.95	-72.53%



■ Closed (32.79%)  
■ Pending (19.67%)  
■ Other OffMarket (6.56%)  
■ Active (40.98%)

**Absorption:** Last 12 months, an Average of **13 Sales/Month Active Inventory** as of June 30, 2021 = **25**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2021 decreased **61.54%** to 25 existing homes available for sale. Over the last 12 months this area has had an average of 13 closed sales per month. This represents an unsold inventory index of **1.95** 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 **47.09%** in June 2021 to \$185,485 versus the previous year at \$126,100.

#### Average Days on Market Lengthens

The average number of **64.30** days that homes spent on the market before selling increased by 13.70 days or **27.08%** in June 2021 compared to last year's same month at **50.60** DOM.

#### Sales Success for June 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 13 New Listings in June 2021, down **13.33%** from last year at 15. Furthermore, there were 20 Closed Listings this month versus last year at 10, a **100.00%** increase.

Closed versus Listed trends yielded a **153.8%** ratio, up from previous year's, June 2020, at **66.7%**, a **130.77%** upswing. 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

# June 2021



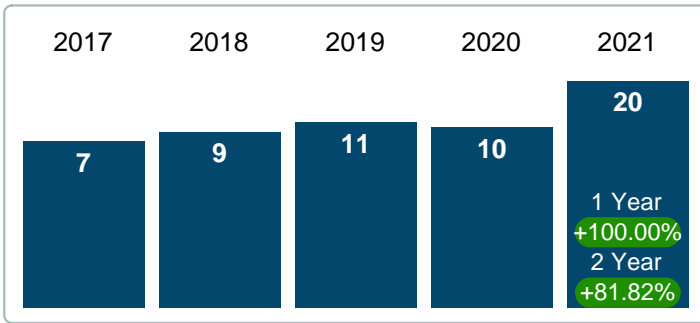
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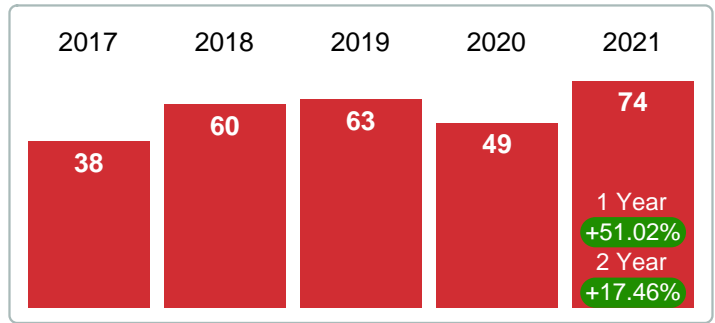
## CLOSED LISTINGS

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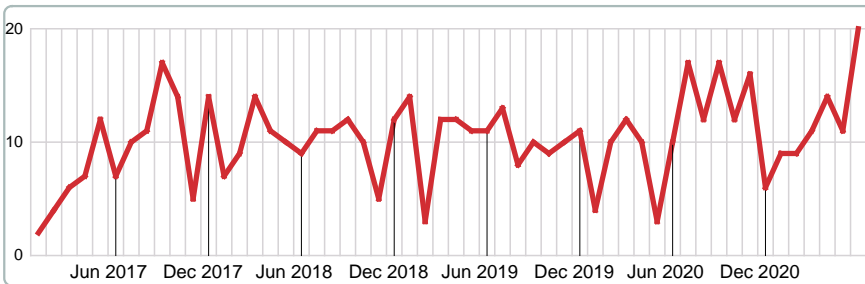
### JUNE



### YEAR TO DATE (YTD)

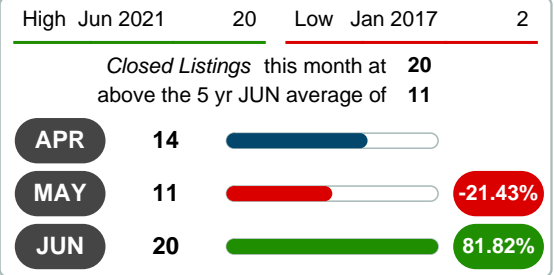


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 11



### 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	5.00%	2.0	0	1	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	4	20.00%	29.0	1	3	0	0
\$75,001 - \$200,000	7	35.00%	48.3	2	3	2	0
\$200,001 - \$275,000	3	15.00%	135.0	1	1	1	0
\$275,001 - \$425,000	3	15.00%	135.3	1	2	0	0
\$425,001 and up	2	10.00%	9.5	0	1	0	1
<b>Total Closed Units</b>	<b>20</b>			<b>5</b>	<b>11</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>3,709,705</b>	<b>100%</b>	<b>64.3</b>	<b>825.00K</b>	<b>1.91M</b>	<b>499.90K</b>	<b>478.00K</b>
<b>Average Closed Price</b>	<b>\$185,485</b>			<b>\$165,000</b>	<b>\$173,346</b>	<b>\$166,633</b>	<b>\$478,000</b>

# June 2021



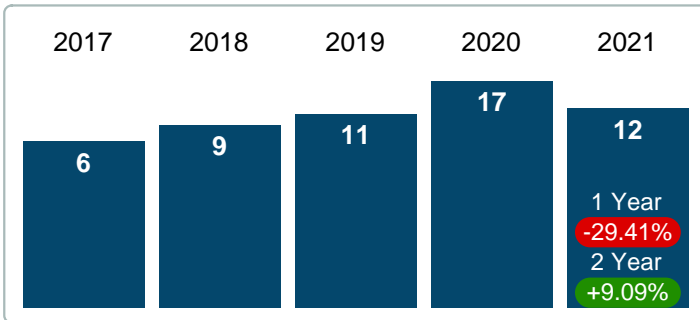
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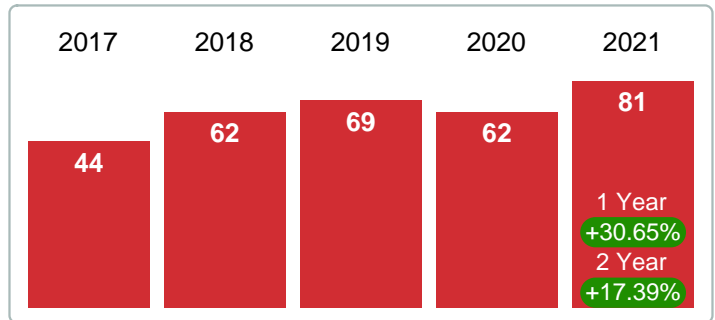
## PENDING LISTINGS

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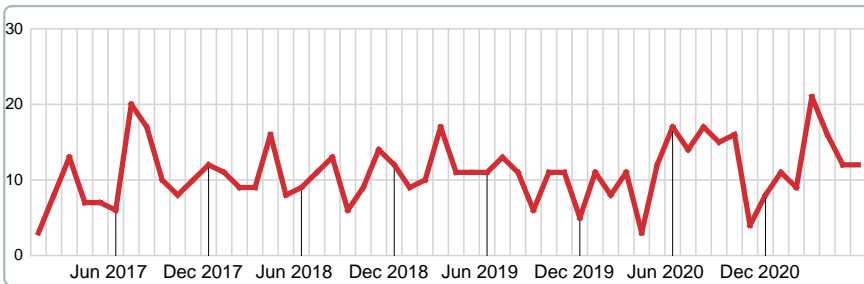
### JUNE



### YEAR TO DATE (YTD)

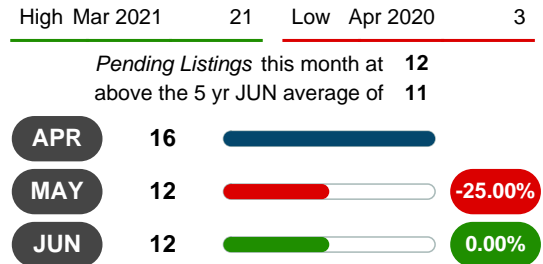


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 11



### 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	1	8.33%	15.0	1	0	0	0
\$25,001 - \$75,000	2	16.67%	58.5	0	1	1	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	4	33.33%	49.0	1	2	1	0
\$125,001 - \$200,000	2	16.67%	11.5	0	2	0	0
\$200,001 - \$250,000	2	16.67%	3.0	1	1	0	0
\$250,001 and up	1	8.33%	8.0	0	0	1	0
<b>Total Pending Units</b>	<b>12</b>			<b>3</b>	<b>6</b>	<b>3</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>2,166,300</b>	<b>100%</b>	<b>30.4</b>	<b>346.50K</b>	<b>791.90K</b>	<b>1.03M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$180,525</b>			<b>\$115,500</b>	<b>\$131,983</b>	<b>\$342,633</b>	<b>\$0</b>

# June 2021



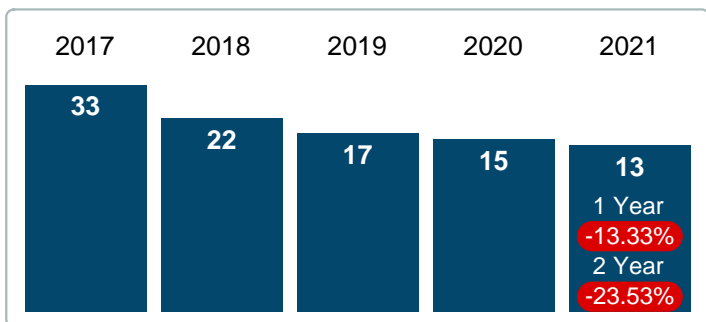
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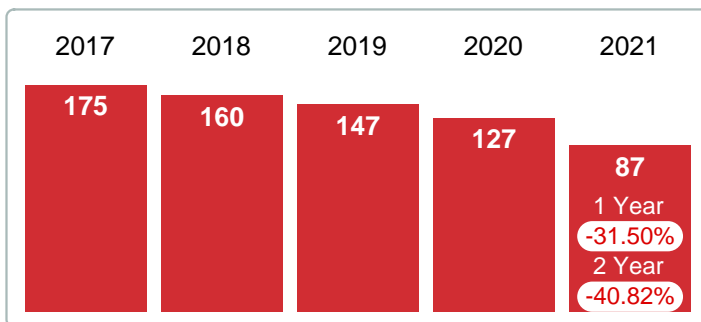
## NEW LISTINGS

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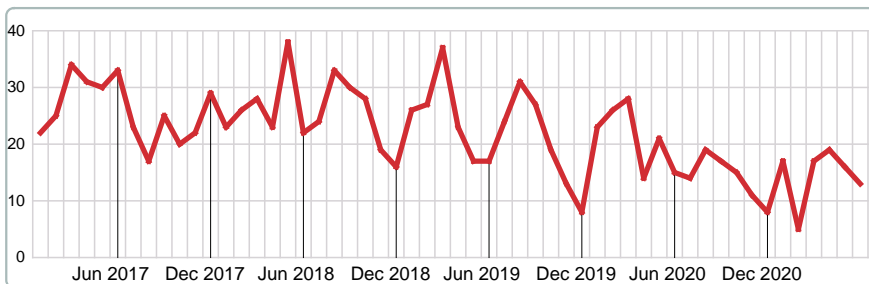
### JUNE



### YEAR TO DATE (YTD)

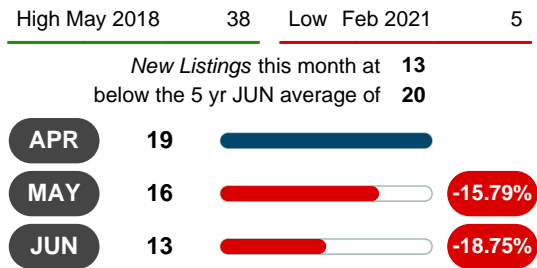


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 20



### 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	7.69%	1	0	0	0
\$50,001 - \$75,000	2	15.38%	1	1	0	0
\$75,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$200,000	4	30.77%	0	3	1	0
\$200,001 - \$375,000	4	30.77%	1	2	1	0
\$375,001 - \$625,000	1	7.69%	0	1	0	0
\$625,001 and up	1	7.69%	0	0	1	0
<b>Total New Listed Units</b>	<b>13</b>		<b>3</b>	<b>7</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>3,321,299</b>	<b>100%</b>	<b>309.00K</b>	<b>1.76M</b>	<b>1.25M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$260,950</b>		<b>\$103,000</b>	<b>\$251,329</b>	<b>\$417,666</b>	<b>\$0</b>

# June 2021



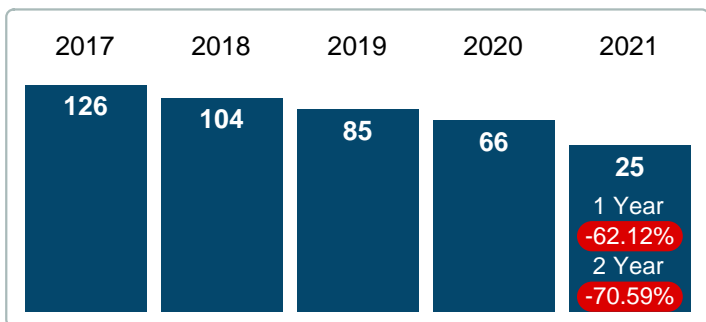
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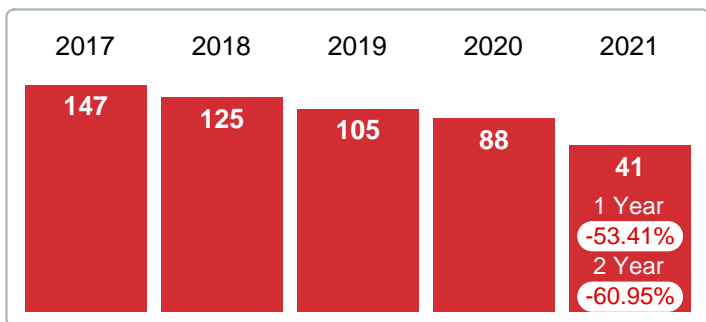
## ACTIVE INVENTORY

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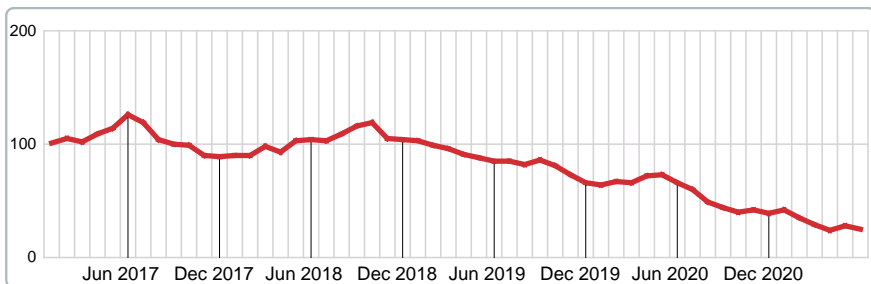
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

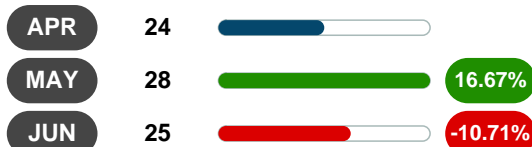


### 3 MONTHS

5 year JUN AVG = 81

High Jun 2017 126 Low Apr 2021 24

Inventory this month at 25  
below the 5 yr JUN 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	8.00%	135.0	1	1	0	0
\$50,001 - \$75,000	4	16.00%	24.3	1	3	0	0
\$75,001 - \$125,000	3	12.00%	91.3	0	3	0	0
\$125,001 - \$200,000	5	20.00%	96.6	0	4	1	0
\$200,001 - \$250,000	5	20.00%	85.6	1	2	2	0
\$250,001 - \$625,000	4	16.00%	29.8	0	3	1	0
\$625,001 and up	2	8.00%	60.0	0	0	0	2
<b>Total Active Inventory by Units</b>	<b>25</b>			<b>3</b>	<b>16</b>	<b>4</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>5,977,099</b>	<b>100%</b>	<b>71.6</b>	<b>339.00K</b>	<b>2.80M</b>	<b>1.13M</b>	<b>1.71M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$239,084</b>			<b>\$113,000</b>	<b>\$175,131</b>	<b>\$281,750</b>	<b>\$854,500</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# June 2021



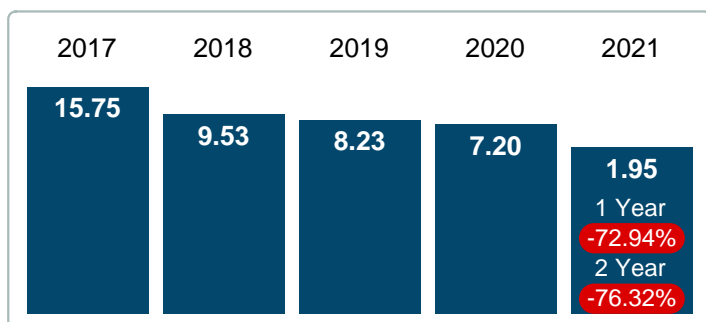
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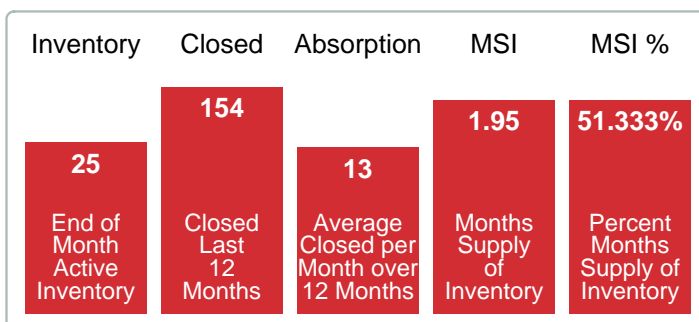
## MONTHS SUPPLY of INVENTORY (MSI)

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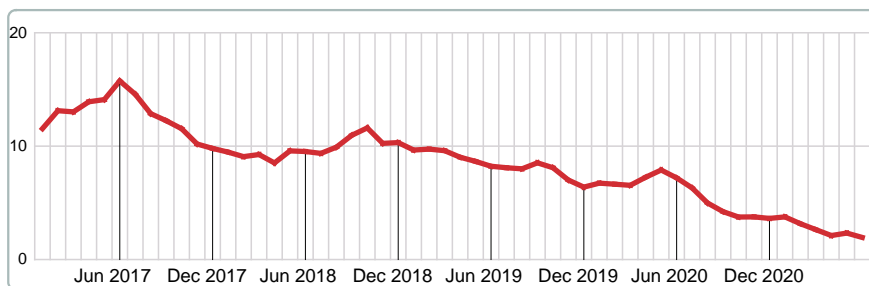
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

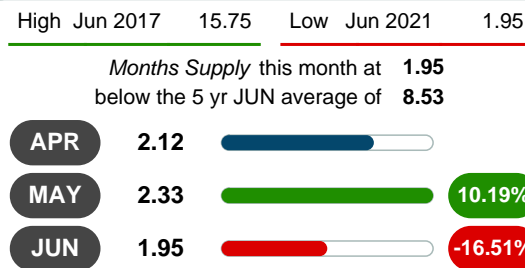


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 8.53



### 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	8.00%	1.26	2.00	1.20	0.00	0.00
\$50,001 - \$75,000	4	16.00%	2.67	3.00	2.77	0.00	0.00
\$75,001 - \$125,000	3	12.00%	1.13	0.00	2.00	0.00	0.00
\$125,001 - \$200,000	5	20.00%	1.40	0.00	1.71	1.00	0.00
\$200,001 - \$250,000	5	20.00%	4.29	3.00	3.00	12.00	0.00
\$250,001 - \$625,000	4	16.00%	2.18	0.00	2.77	4.00	0.00
\$625,001 and up	2	8.00%	4.00	0.00	0.00	0.00	12.00
Market Supply of Inventory (MSI)	1.95			1.29	2.11	1.71	3.43
Total Active Inventory by Units	25	100%	1.95	3	16	4	2

# June 2021



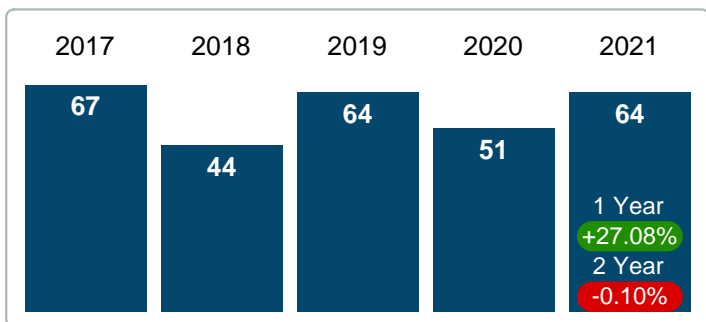
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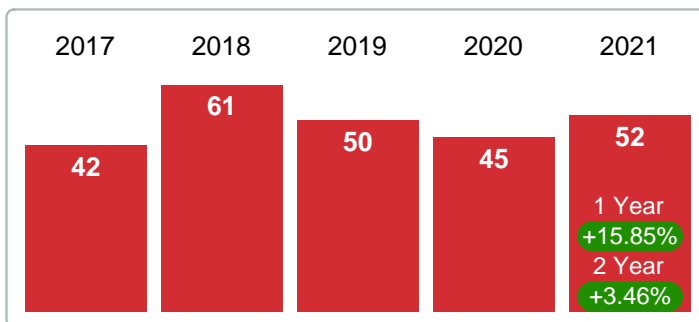
## AVERAGE DAYS ON MARKET TO SALE

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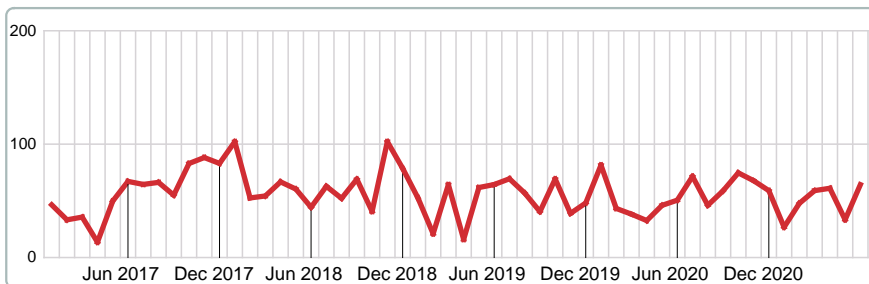
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

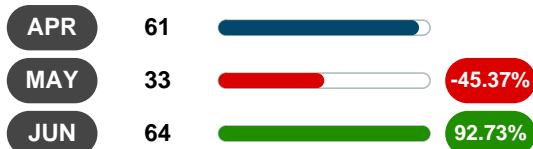


### 3 MONTHS

5 year JUN AVG = 58

High Nov 2018 102 Low Apr 2017 14

Average Days on Market to Sale this month at 64 above the 5 yr JUN average of 58



### 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	5.00%	2	0	2	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$75,000	20.00%	29	19	32	0	0
\$75,001 - \$200,000	35.00%	48	72	52	20	0
\$200,001 - \$275,000	15.00%	135	1	237	167	0
\$275,001 - \$425,000	15.00%	135	206	100	0	0
\$425,001 and up	10.00%	10	0	2	0	17
<b>Average Closed DOM</b>		<b>64</b>	<b>74</b>	<b>63</b>	<b>69</b>	<b>17</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>64</b>	<b>5</b>	<b>11</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>3,709,705</b>	<b>825.00K</b>	<b>1.91M</b>	<b>499.90K</b>	<b>478.00K</b>

# June 2021



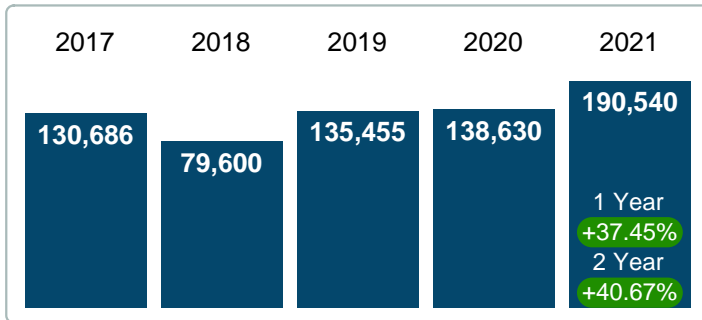
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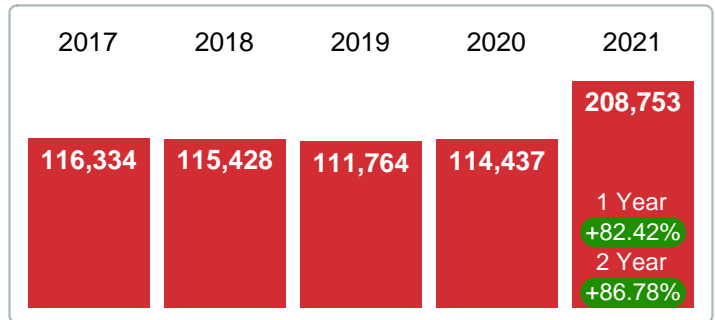
## AVERAGE LIST PRICE AT CLOSING

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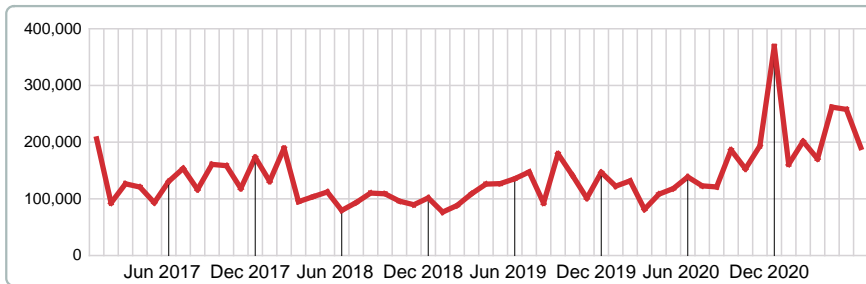
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

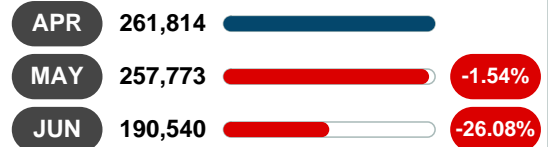


### 3 MONTHS

5 year JUN AVG = 134,982

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

Average List Price at Closing this month at **190,540**  
above the 5 yr JUN average of **134,982**



### 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	5.00%	49,999	0	49,999	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$75,000	3	15.00%	64,767	64,500	69,900	0	0
\$75,001 - \$200,000	8	40.00%	114,575	107,450	113,967	139,950	0
\$200,001 - \$275,000	4	20.00%	243,500	209,000	265,000	225,000	0
\$275,001 - \$425,000	2	10.00%	371,950	354,900	332,000	0	0
\$425,001 and up	2	10.00%	466,000	0	435,000	0	497,000
Average List Price			190,540	168,660	178,691	168,300	497,000
Total Closed Units		100%	190,540	5	11	3	1
Total Closed Volume			3,810,799	843.30K	1.97M	504.90K	497.00K



# June 2021



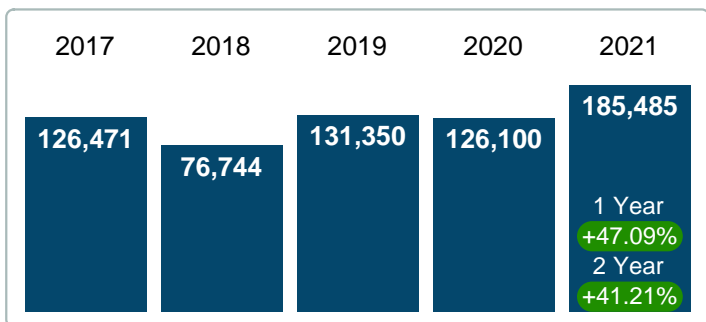
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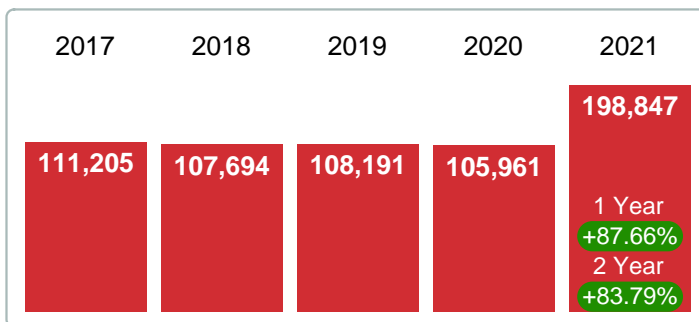
## AVERAGE SOLD PRICE AT CLOSING

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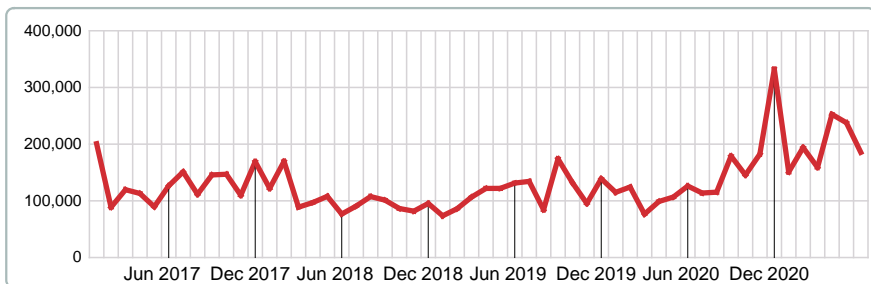
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

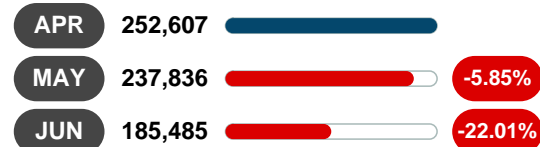


### 3 MONTHS

5 year JUN AVG = 129,230

High Dec 2020 332,150 Low Jan 2019 73,611

Average Sold Price at Closing this month at **185,485** above the 5 yr JUN average of **129,230**



### 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	5.00%	48,000	0	48,000	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$75,000	20.00%	62,725	64,000	62,300	0	0
\$75,001 - \$200,000	35.00%	117,829	102,500	113,302	139,950	0
\$200,001 - \$275,000	15.00%	227,667	218,000	245,000	220,000	0
\$275,001 - \$425,000	15.00%	332,667	338,000	330,000	0	0
\$425,001 and up	10.00%	452,500	0	427,000	0	478,000
<b>Average Sold Price</b>		<b>185,485</b>	<b>165,000</b>	<b>173,346</b>	<b>166,633</b>	<b>478,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>185,485</b>	<b>5</b>	<b>11</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>3,709,705</b>	<b>825.00K</b>	<b>1.91M</b>	<b>499.90K</b>	<b>478.00K</b>

# June 2021



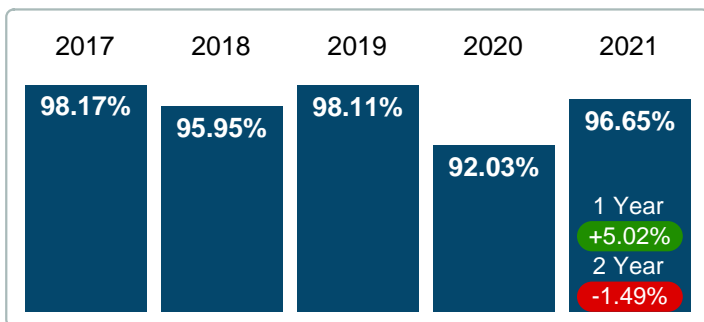
Area Delimited by County Of Sequoyah - Residential Property Type



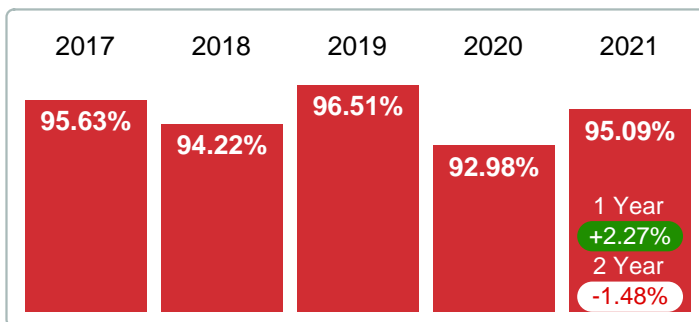
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

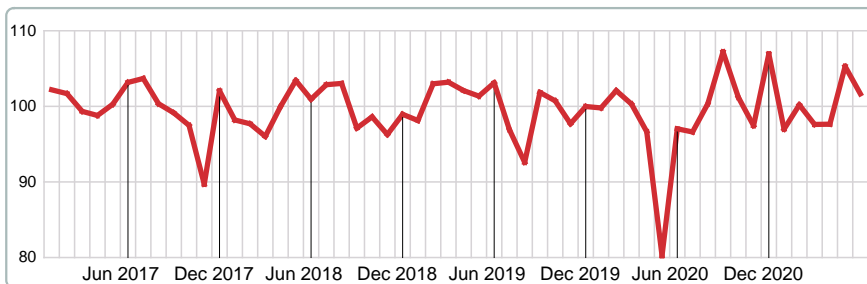
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

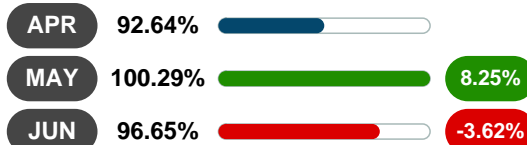


### 3 MONTHS

5 year JUN AVG = 96.18%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **96.65%** above the 5 yr JUN average of **96.18%**



### 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	<b>1</b>	5.00%	96.00%	0.00%	96.00%	0.00%	0.00%	
\$50,001 - \$50,000	<b>0</b>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$50,001 - \$75,000	<b>4</b>	20.00%	91.85%	99.22%	89.39%	0.00%	0.00%	
\$75,001 - \$200,000	<b>7</b>	35.00%	97.85%	95.05%	98.30%	100.00%	0.00%	
\$200,001 - \$275,000	<b>3</b>	15.00%	98.18%	104.31%	92.45%	97.78%	0.00%	
\$275,001 - \$425,000	<b>3</b>	15.00%	98.60%	95.24%	100.29%	0.00%	0.00%	
\$425,001 and up	<b>2</b>	10.00%	97.17%	0.00%	98.16%	0.00%	96.18%	
Average Sold/List Ratio		96.70%		97.77%	95.48%	99.26%	96.18%	
Total Closed Units		20	100%	96.70%	5	11	3	1
Total Closed Volume		3,709,705			825.00K	1.91M	499.90K	478.00K

# June 2021



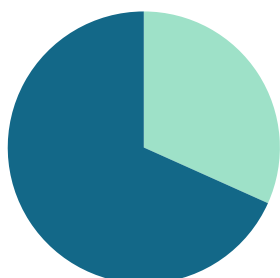
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

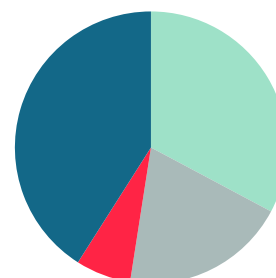


**Inventory**  
 New Listings  
**13 = 31.71%**  
 Start Inventory  
**28**  
 Total Inventory Units  
**41**  
 Volume  
**\$8,962,194**

### Market Activity

Closed Sales  
**20 = 32.79%**  
 Pending Sales  
**12 = 19.67%**  
 Other Off Market  
**4 = 6.56%**  
 Active Inventory  
**25 = 40.98%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	10	20	100.00%	49	74	51.02%
Pending Sales	17	12	-29.41%	62	81	30.65%
New Listings	15	13	-13.33%	127	87	-31.50%
Average List Price	138,630	190,540	37.45%	114,437	208,753	82.42%
Average Sale Price	126,100	185,485	47.09%	105,961	198,847	87.66%
Average Percent of Selling Price to List Price	92.03%	96.65%	5.02%	92.98%	95.09%	2.27%
Average Days on Market to Sale	50.60	64.30	27.08%	44.65	51.73	15.85%
Monthly Inventory	65	25	-61.54%	65	25	-61.54%
Months Supply of Inventory	7.09	1.95	-72.53%	7.09	1.95	-72.53%

**Absorption:** Last 12 months, an Average of 13 Sales/Month

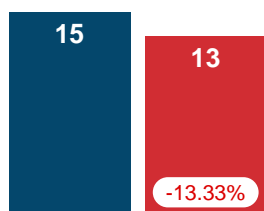
**Inventory on June 30, 2021 = 25**

2020 2021

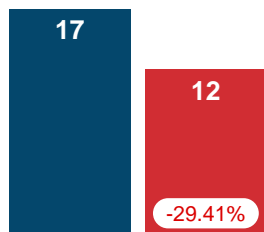
### JUNE MARKET

### AVERAGE PRICES

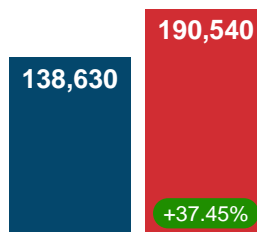
#### New Listings



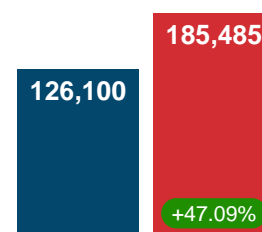
#### Pending Listings



#### List Price



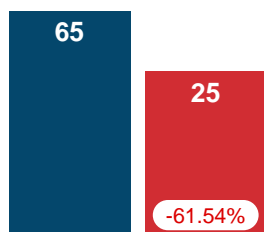
#### Sale Price



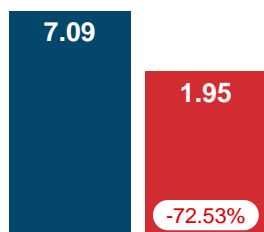
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

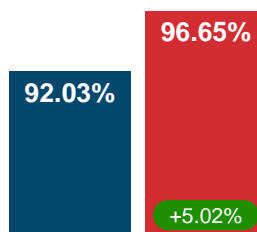
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

