

June 2021



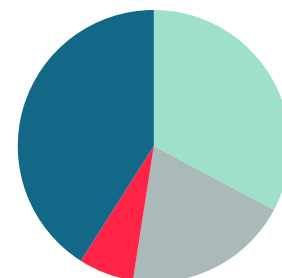
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	112,000	139,950	24.96%
Median Sale Price	104,500	139,950	33.92%
Median Percent of Selling Price to List Price	90.12%	97.36%	8.04%
Median Days on Market to Sale	54.50	26.00	-52.29%
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.

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 **33.92%** in June 2021 to \$139,950 versus the previous year at \$104,500.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 28.50 days or **52.29%** in June 2021 compared to last year's same month at **54.50** DOM.

Sales Success for June 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 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.

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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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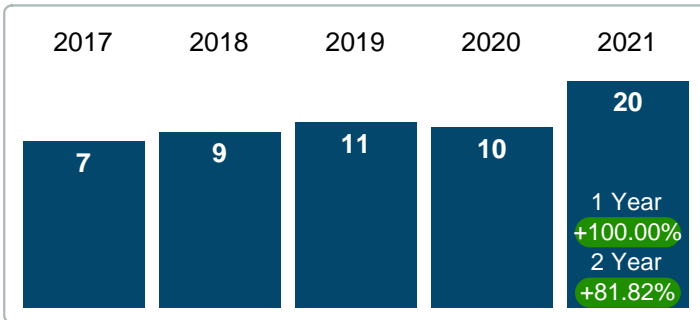
Area Delimited by County Of Sequoyah - Residential Property Type



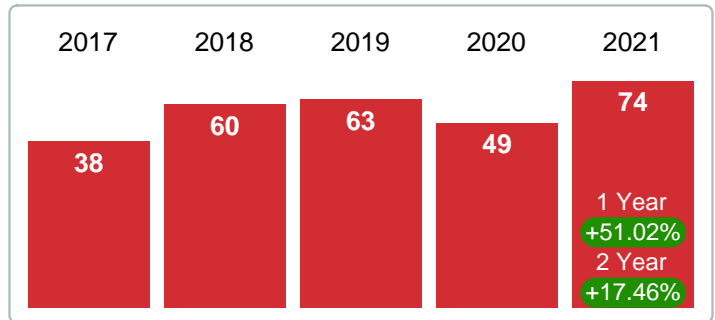
CLOSED LISTINGS

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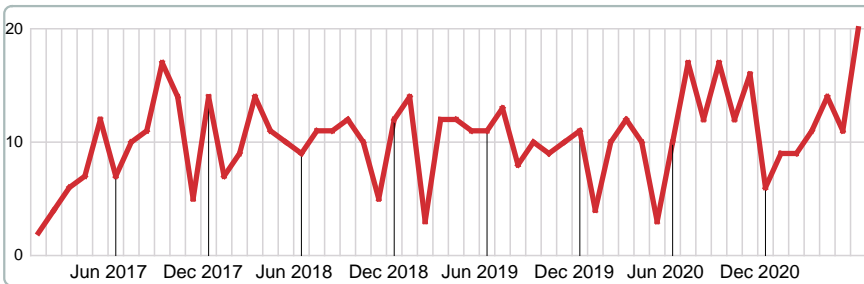
JUNE



YEAR TO DATE (YTD)

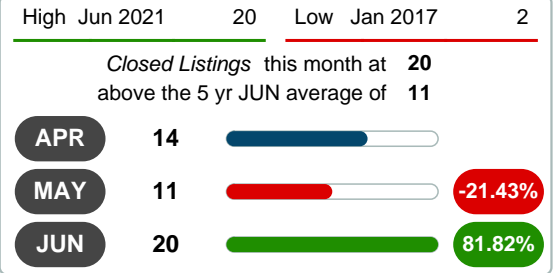


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	2	10.00%	1.5	0	2	0	0
\$60,001 - \$60,000	0	0.00%	1.5	0	0	0	0
\$60,001 - \$90,000	6	30.00%	41.5	2	4	0	0
\$90,001 - \$210,000	4	20.00%	21.5	1	1	2	0
\$210,001 - \$290,000	4	20.00%	85.5	1	2	1	0
\$290,001 - \$420,000	2	10.00%	201.0	1	1	0	0
\$420,001 and up	2	10.00%	9.5	0	1	0	1
Total Closed Units	20			5	11	3	1
Total Closed Volume	3,709,705	100%	26.0	825.00K	1.91M	499.90K	478.00K
Median Closed Price	\$139,950			\$115,000	\$85,405	\$145,000	\$478,000

June 2021



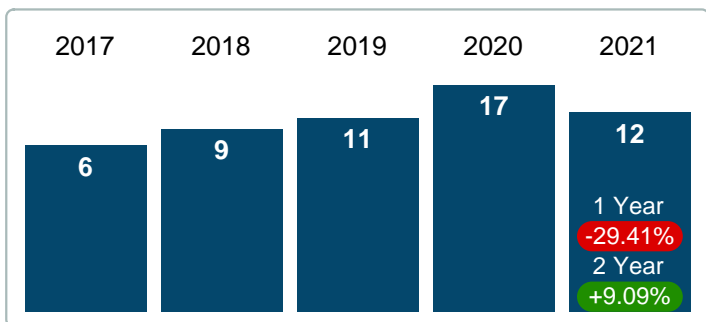
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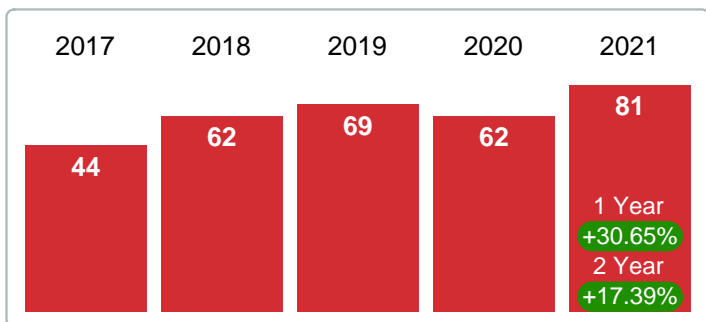
PENDING LISTINGS

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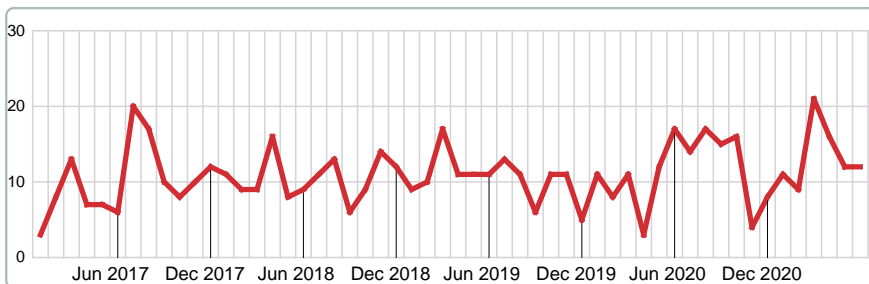
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 11

High Mar 2021 21 Low Apr 2020 3

Pending Listings this month at 12
above the 5 yr JUN average of 11



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	16.67%	47.5	1	0	1	0
\$30,001 - \$70,000	0	0.00%	47.5	0	0	0	0
\$70,001 - \$90,000	2	16.67%	43.5	0	2	0	0
\$90,001 - \$130,000	3	25.00%	37.0	1	1	1	0
\$130,001 - \$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
Total Pending Units	12			3	6	3	0
Total Pending Volume	2,166,300	100%	17.0	346.50K	791.90K	1.03M	0.00B
Median Listing Price	\$113,750			\$112,500	\$124,950	\$99,900	\$0

June 2021



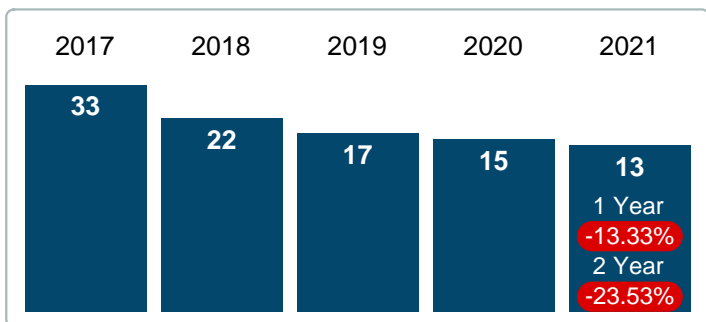
Area Delimited by County Of Sequoyah - Residential Property Type



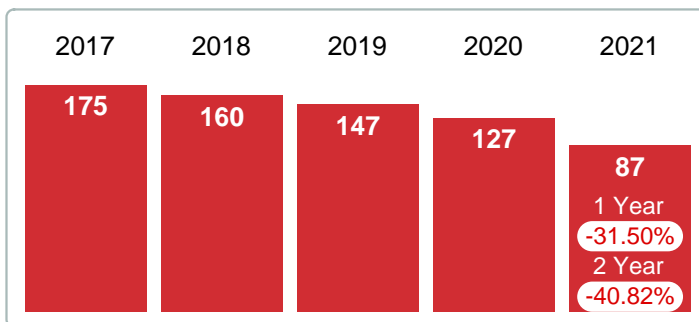
NEW LISTINGS

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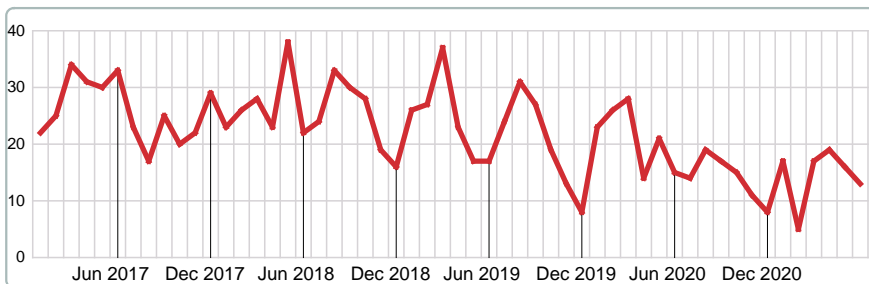
JUNE



YEAR TO DATE (YTD)

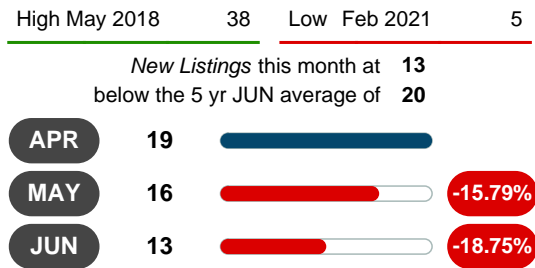


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	13		3	7	3	0
Total New Listed Volume	3,321,299	100%	309.00K	1.76M	1.25M	0.00B
Median New Listed Listing Price	\$189,900		\$75,000	\$189,900	\$215,000	\$0

June 2021



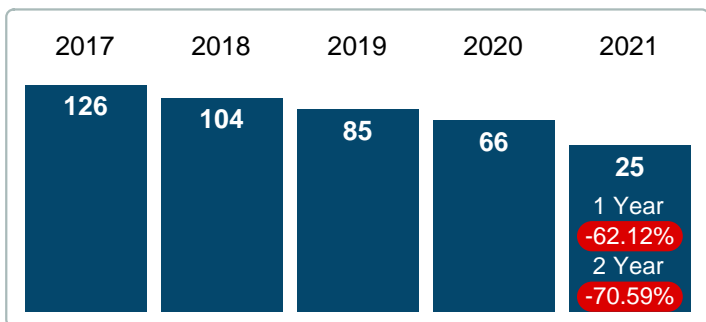
Area Delimited by County Of Sequoyah - Residential Property Type



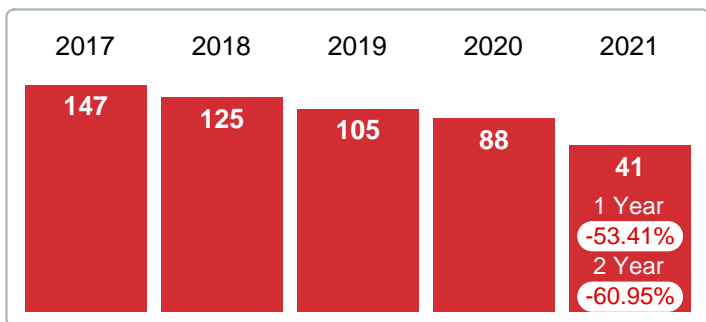
ACTIVE INVENTORY

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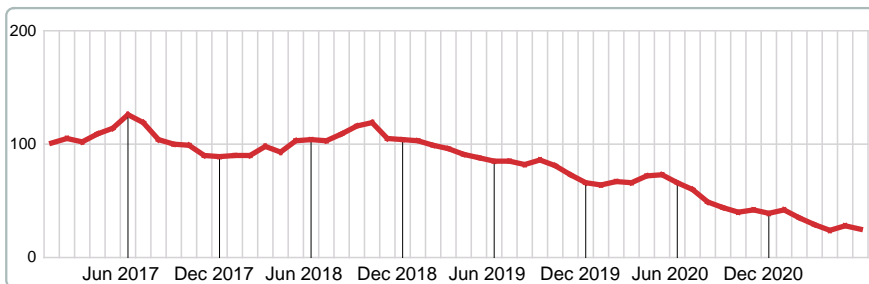
END OF JUNE



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		%	MDOM	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%	22.0	1	3	0	0
\$75,001 - \$125,000	3	12.00%	88.0	0	3	0	0
\$125,001 - \$200,000	5	20.00%	56.0	0	4	1	0
\$200,001 - \$250,000	5	20.00%	79.0	1	2	2	0
\$250,001 - \$625,000	4	16.00%	35.0	0	3	1	0
\$625,001 and up	2	8.00%	60.0	0	0	0	2
Total Active Inventory by Units	25			3	16	4	2
Total Active Inventory by Volume	5,977,099	100%	48.0	339.00K	2.80M	1.13M	1.71M
Median Active Inventory Listing Price	\$159,900			\$75,000	\$140,000	\$219,000	\$854,500

June 2021



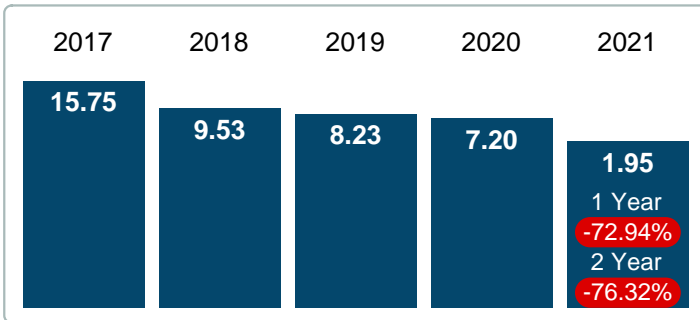
Area Delimited by County Of Sequoyah - Residential Property Type



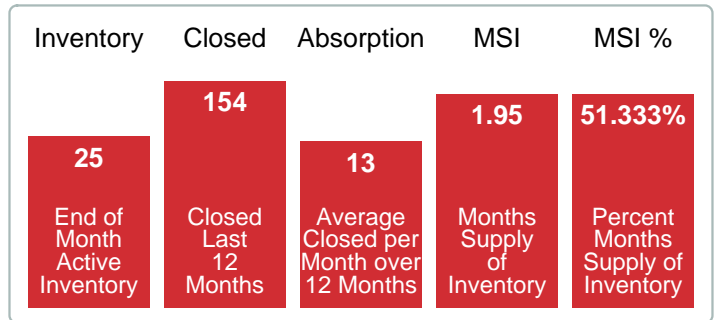
MONTHS SUPPLY of INVENTORY (MSI)

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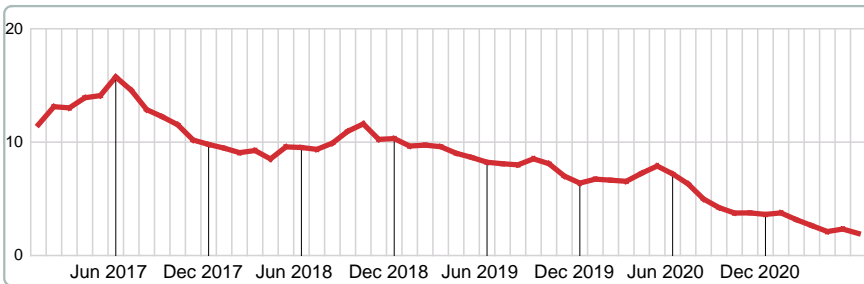
MSI FOR JUNE



INDICATORS FOR JUNE 2021

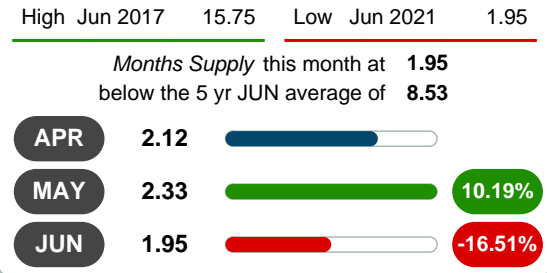


5 YEAR MARKET ACTIVITY TRENDS



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		100%	1.95	3	16	4	2

June 2021



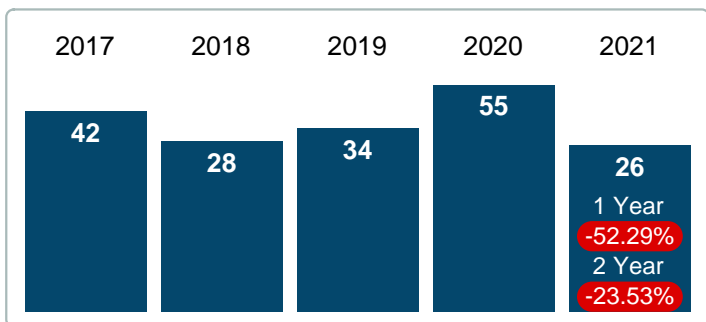
Area Delimited by County Of Sequoyah - Residential Property Type



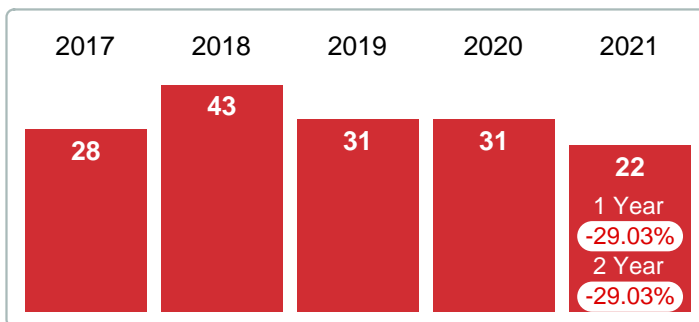
MEDIAN DAYS ON MARKET TO SALE

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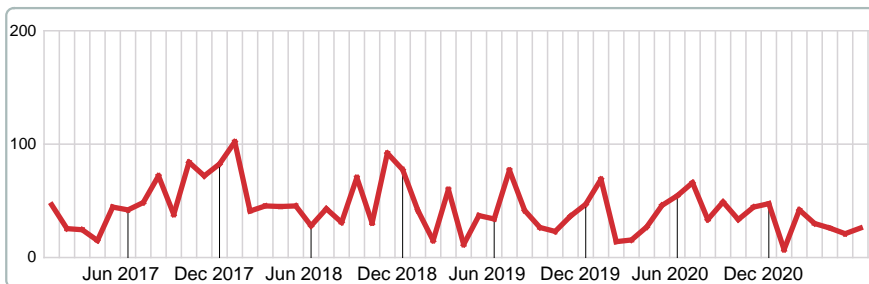
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 37

High Jan 2018 102 Low Jan 2021 7

Median Days on Market to Sale this month at 26 below the 5 yr JUN average of 37



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	10.00%	2	0	2	0	0
\$60,001 - \$60,000	0.00%	2	0	0	0	0
\$60,001 - \$90,000	30.00%	42	77	42	0	0
\$90,001 - \$210,000	20.00%	22	10	72	20	0
\$210,001 - \$290,000	20.00%	86	1	121	167	0
\$290,001 - \$420,000	10.00%	201	206	196	0	0
\$420,001 and up	10.00%	10	0	2	0	17
Median Closed DOM		26	19	33	33	17
Total Closed Units	100%	26.0	5	11	3	1
Total Closed Volume		3,709,705	825.00K	1.91M	499.90K	478.00K

June 2021



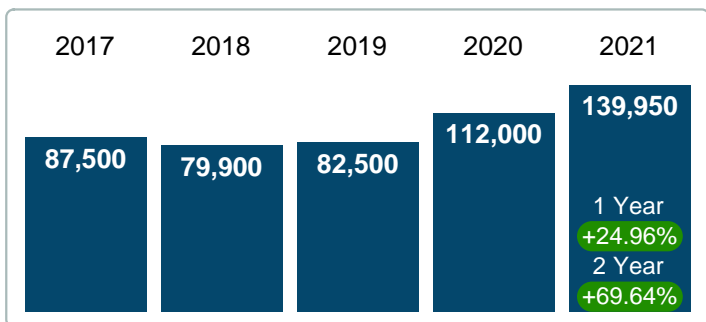
Area Delimited by County Of Sequoyah - Residential Property Type



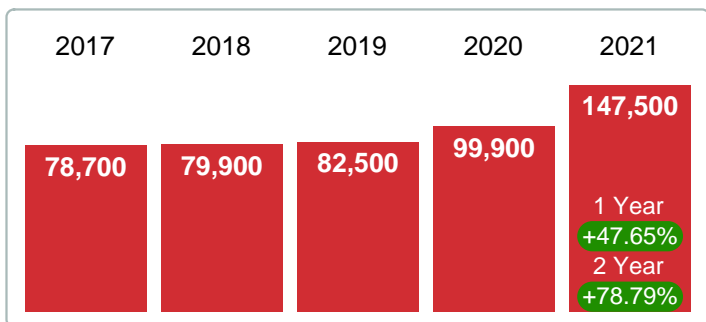
MEDIAN LIST PRICE AT CLOSING

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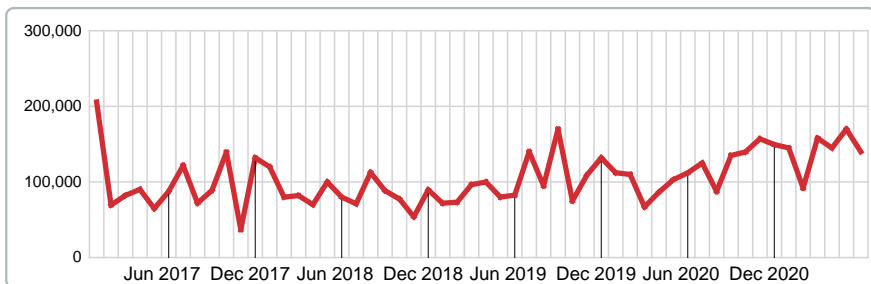
JUNE



YEAR TO DATE (YTD)

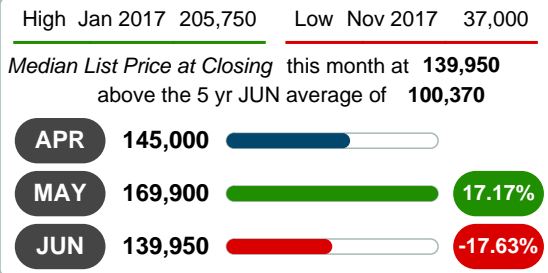


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 100,370



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	2	10.00%	54,950	0	54,950	0	0
\$60,001 - \$60,000	0	0.00%	54,950	0	0	0	0
\$60,001 - \$90,000	5	25.00%	79,900	64,500	80,950	0	0
\$90,001 - \$210,000	6	30.00%	139,950	115,000	170,000	139,950	0
\$210,001 - \$290,000	3	15.00%	265,000	0	270,000	225,000	0
\$290,001 - \$420,000	2	10.00%	371,950	354,900	389,000	0	0
\$420,001 and up	2	10.00%	466,000	0	435,000	0	497,000
Median List Price			139,950	115,000	89,900	145,000	497,000
Total Closed Units		100%	139,950	5	11	3	1
Total Closed Volume			3,810,799	843.30K	1.97M	504.90K	497.00K

June 2021



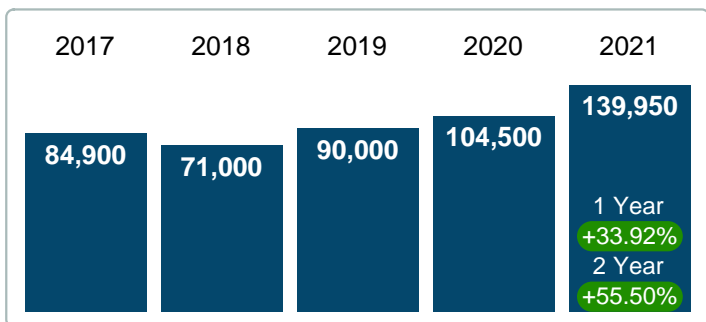
Area Delimited by County Of Sequoyah - Residential Property Type



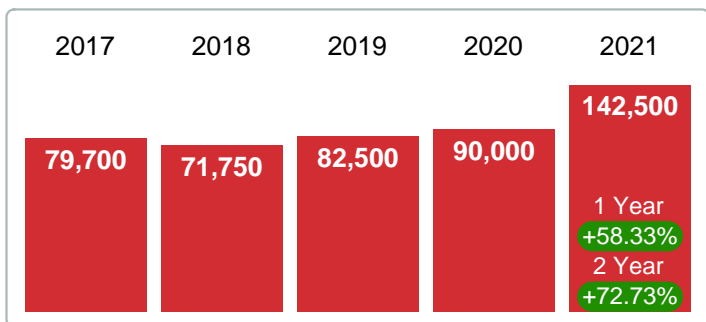
MEDIAN SOLD PRICE AT CLOSING

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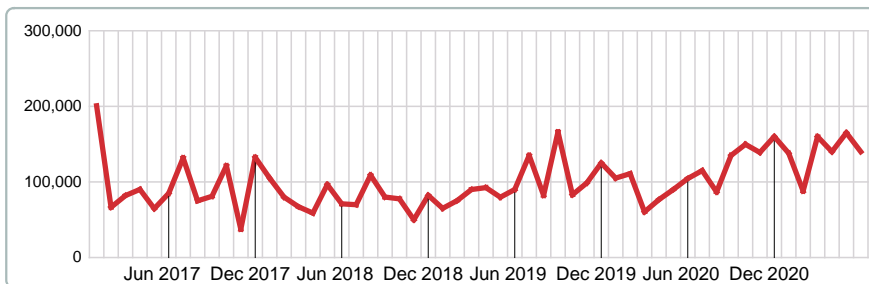
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

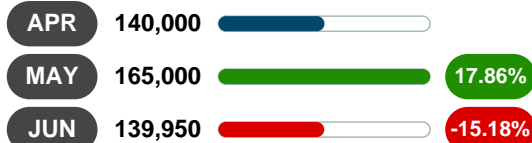


3 MONTHS

5 year JUN AVG = 98,070

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

Median Sold Price at Closing this month at **139,950**
above the 5 yr JUN average of **98,070**



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	10.00%	50,000	0	50,000	0	0
\$60,001 - \$60,000	0.00%	50,000	0	0	0	0
\$60,001 - \$90,000	30.00%	74,700	77,000	74,700	0	0
\$90,001 - \$210,000	20.00%	139,950	115,000	175,000	139,950	0
\$210,001 - \$290,000	20.00%	232,500	218,000	267,500	220,000	0
\$290,001 - \$420,000	10.00%	354,000	338,000	370,000	0	0
\$420,001 and up	10.00%	452,500	0	427,000	0	478,000
Median Sold Price		139,950	115,000	85,405	145,000	478,000
Total Closed Units	100%	139,950	5	11	3	1
Total Closed Volume		3,709,705	825.00K	1.91M	499.90K	478.00K

June 2021



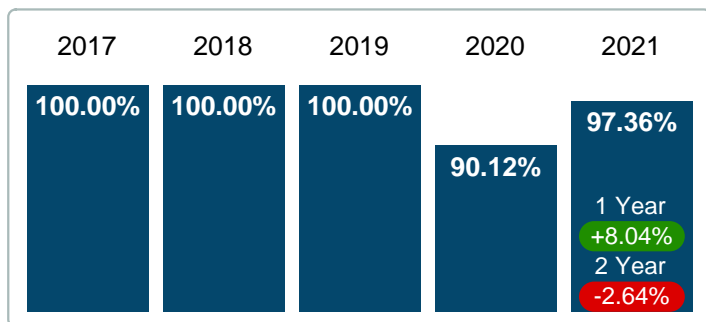
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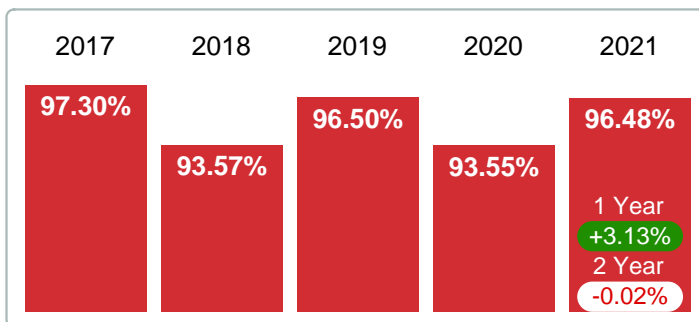
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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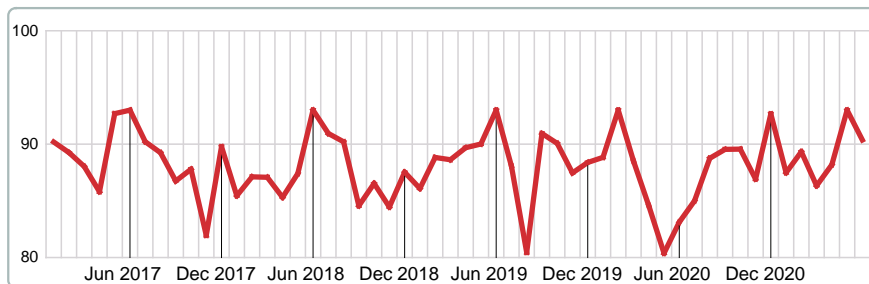
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

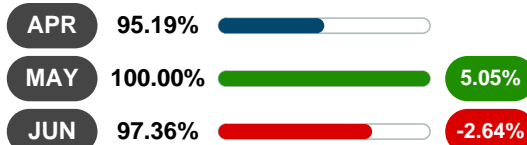


3 MONTHS

5 year JUN AVG = 97.50%

High May 2021 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **97.36%**
 equal to 5 yr JUN average of **97.50%**



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	2	10.00%	91.41%	0.00%	91.41%	0.00%	0.00%
\$60,001 - \$60,000	0	0.00%	91.41%	0.00%	0.00%	0.00%	0.00%
\$60,001 - \$90,000	6	30.00%	95.98%	94.66%	95.98%	0.00%	0.00%
\$90,001 - \$210,000	4	20.00%	100.00%	100.00%	102.94%	100.00%	0.00%
\$210,001 - \$290,000	4	20.00%	101.04%	104.31%	98.95%	97.78%	0.00%
\$290,001 - \$420,000	2	10.00%	95.18%	95.24%	95.12%	0.00%	0.00%
\$420,001 and up	2	10.00%	97.17%	0.00%	98.16%	0.00%	96.18%
Median Sold/List Ratio		97.36%		99.22%	96.00%	100.00%	96.18%
Total Closed Units		20	100%	5	11	3	1
Total Closed Volume		3,709,705		825.00K	1.91M	499.90K	478.00K

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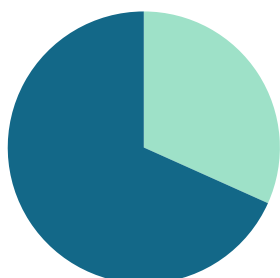
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

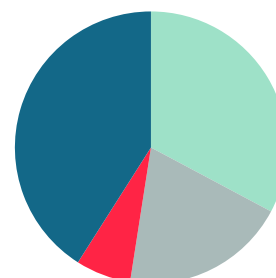


Inventory
 New Listings
13 = 31.71%
 Start Inventory
28
 Total Inventory Units
41
 Volume
\$8,962,194

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%
Median List Price	112,000	139,950	24.96%	99,900	147,500	47.65%
Median Sale Price	104,500	139,950	33.92%	90,000	142,500	58.33%
Median Percent of Selling Price to List Price	90.12%	97.36%	8.04%	93.55%	96.48%	3.13%
Median Days on Market to Sale	54.50	26.00	-52.29%	31.00	22.00	-29.03%
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

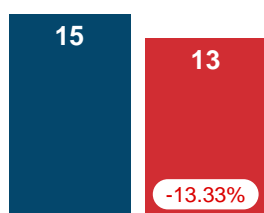
Inventory on June 30, 2021 = 25

2020 2021

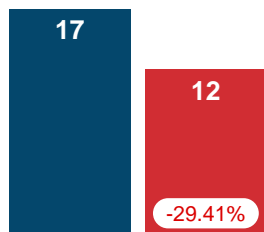
JUNE MARKET

MEDIAN PRICES

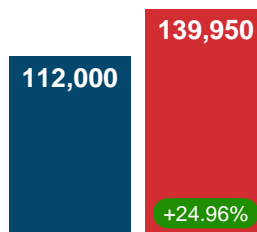
New Listings



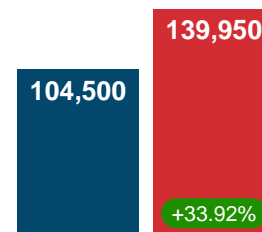
Pending Listings



List Price



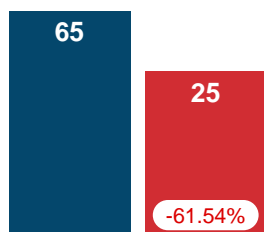
Sale Price



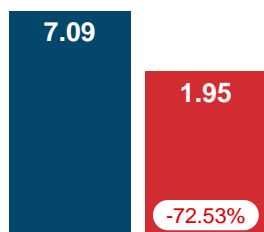
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

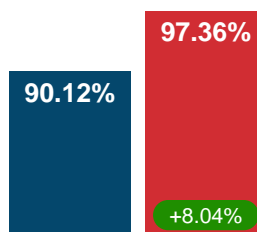
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

