

March 2021



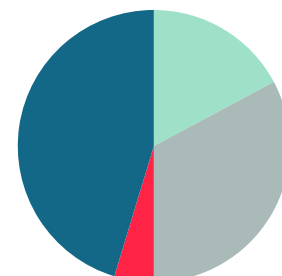
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	12	11	-8.33%
Pending Listings	11	21	90.91%
New Listings	28	17	-39.29%
Average List Price	81,517	170,518	109.18%
Average Sale Price	76,577	158,991	107.62%
Average Percent of Selling Price to List Price	95.30%	92.61%	-2.83%
Average Days on Market to Sale	38.25	59.00	54.25%
End of Month Inventory	65	29	-55.38%
Months Supply of Inventory	6.45	2.64	-59.10%



■ Closed (17.19%)
■ Pending (32.81%)
■ Other OffMarket (4.69%)
■ Active (45.31%)

Absorption: Last 12 months, an Average of **11** Sales/Month
Active Inventory as of March 31, 2021 = **29**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **55.38%** to 29 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 **2.64** 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 **107.62%** in March 2021 to \$158,991 versus the previous year at \$76,577.

Average Days on Market Lengthens

The average number of **59.00** days that homes spent on the market before selling increased by 20.75 days or **54.25%** in March 2021 compared to last year's same month at **38.25** DOM.

Sales Success for March 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 17 New Listings in March 2021, down **39.29%** from last year at 28. Furthermore, there were 11 Closed Listings this month versus last year at 12, a **-8.33%** decrease.

Closed versus Listed trends yielded a **64.7%** ratio, up from previous year's, March 2020, at **42.9%**, a **50.98%** 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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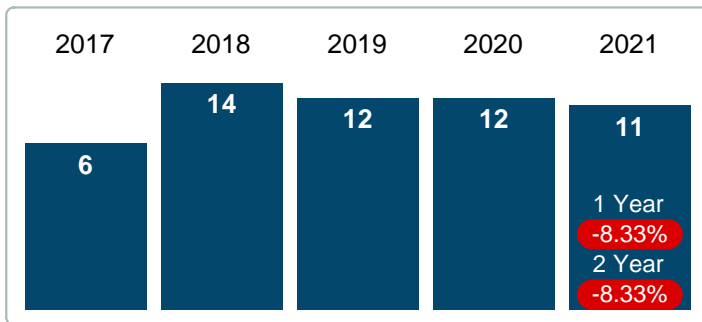
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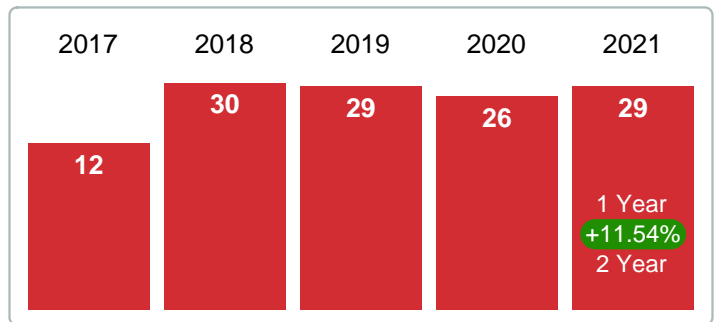
CLOSED LISTINGS

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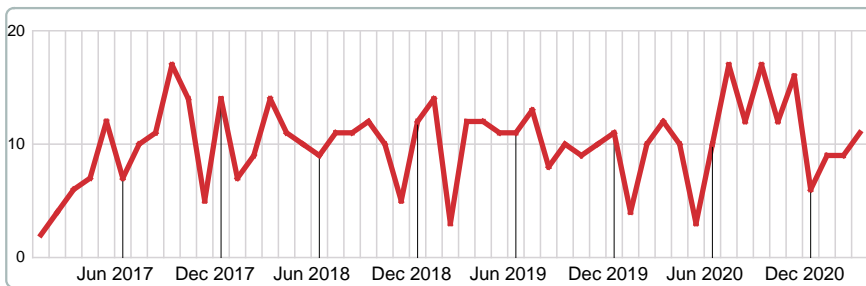
MARCH



YEAR TO DATE (YTD)

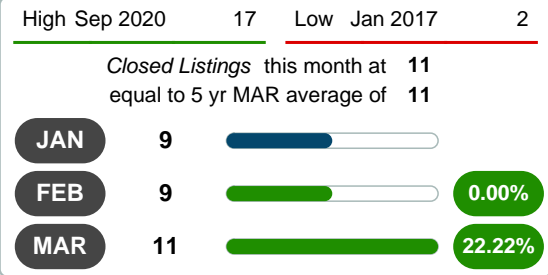


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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	2	18.18%	59.0	1	0	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	2	18.18%	24.0	0	2	0	0
\$125,001 - \$175,000	2	18.18%	85.5	0	1	1	0
\$175,001 - \$200,000	3	27.27%	28.3	0	1	2	0
\$200,001 - \$250,000	0	0.00%	0.0	0	0	0	0
\$250,001 and up	2	18.18%	113.5	0	2	0	0
Total Closed Units	11			1	6	4	0
Total Closed Volume	1,748,900	100%	59.0	50.00K	1.12M	574.00K	0.00B
Average Closed Price	\$158,991			\$50,000	\$187,483	\$143,500	\$0

March 2021



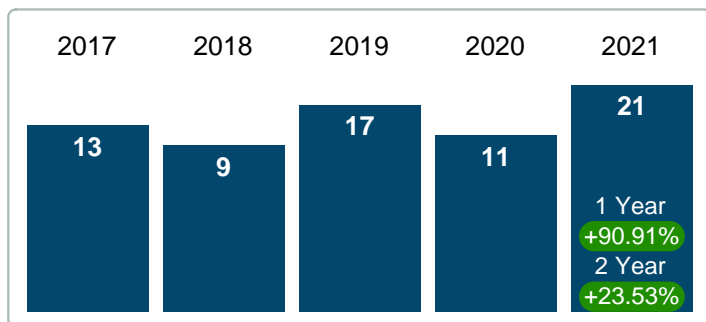
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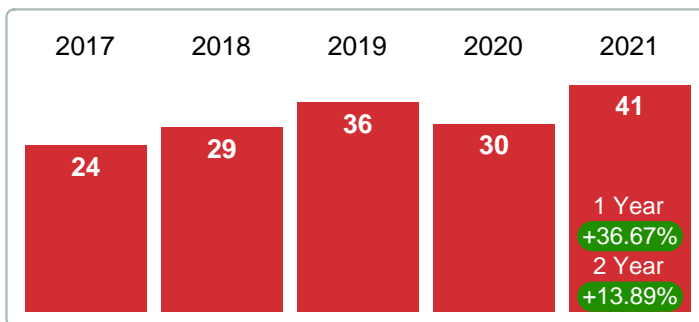
PENDING LISTINGS

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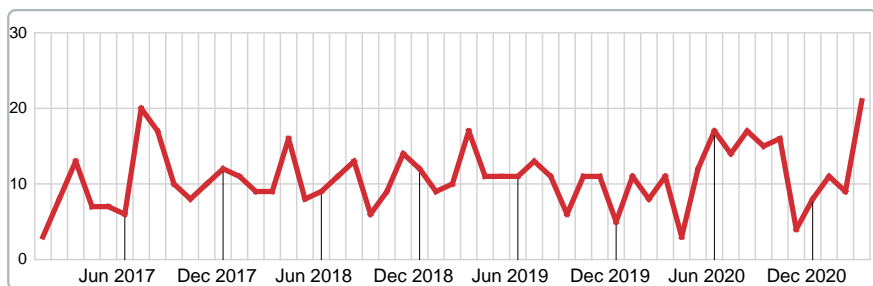
MARCH



YEAR TO DATE (YTD)

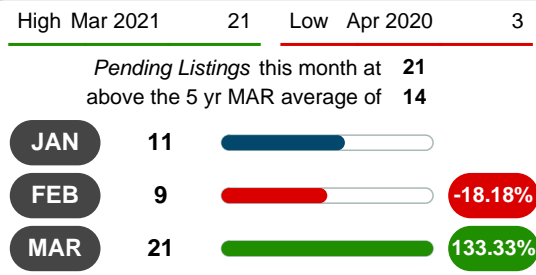


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 14



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	2	9.52%	13.5	1	1	0	0
\$25,001 - \$75,000	1	4.76%	9.0	1	0	0	0
\$75,001 - \$125,000	5	23.81%	58.6	1	4	0	0
\$125,001 - \$150,000	3	14.29%	88.3	2	0	1	0
\$150,001 - \$175,000	4	19.05%	38.0	0	3	0	1
\$175,001 - \$250,000	3	14.29%	81.3	0	2	1	0
\$250,001 and up	3	14.29%	109.0	1	1	1	0
Total Pending Units	21			6	11	3	1
Total Pending Volume	4,013,200	100%	58.5	786.30K	2.47M	597.90K	160.00K
Average Listing Price	\$196,360			\$131,050	\$224,455	\$199,300	\$160,000

March 2021



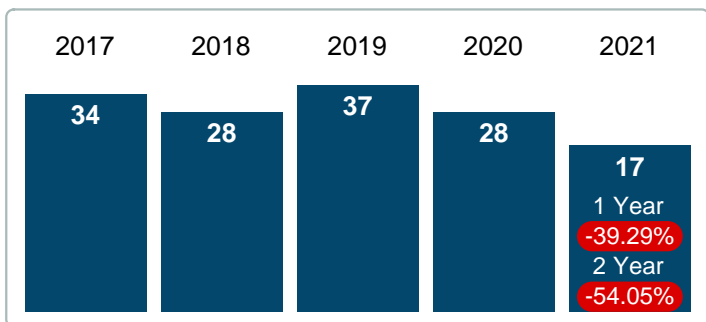
Area Delimited by County Of Sequoyah - Residential Property Type



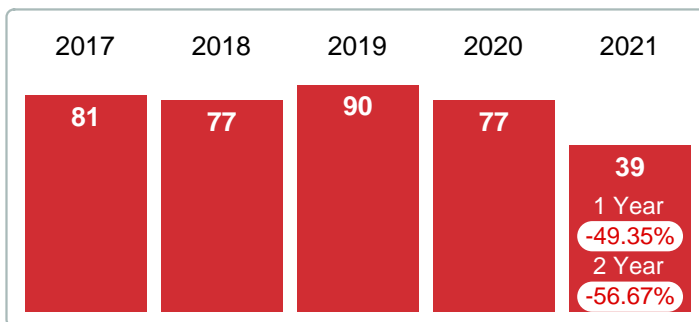
NEW LISTINGS

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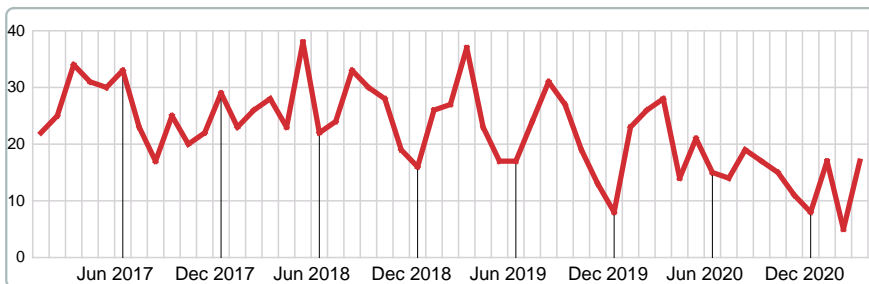
MARCH



YEAR TO DATE (YTD)

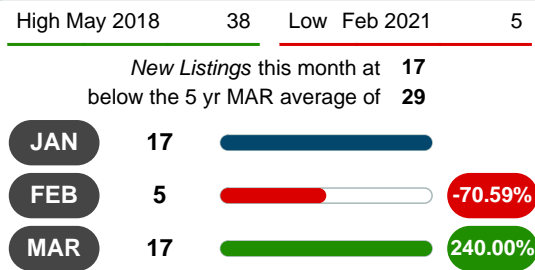


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 29



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	5.88%	1	0	0	0
\$20,001 - \$30,000	3	17.65%	1	1	1	0
\$30,001 - \$90,000	2	11.76%	0	2	0	0
\$90,001 - \$130,000	4	23.53%	0	3	1	0
\$130,001 - \$160,000	3	17.65%	0	2	1	0
\$160,001 - \$230,000	2	11.76%	0	2	0	0
\$230,001 and up	2	11.76%	0	1	1	0
Total New Listed Units	17		2	11	4	0
Total New Listed Volume	2,015,900	100%	42.50K	1.45M	523.80K	0.00B
Average New Listed Listing Price	\$120,400		\$21,250	\$131,782	\$130,950	\$0

March 2021



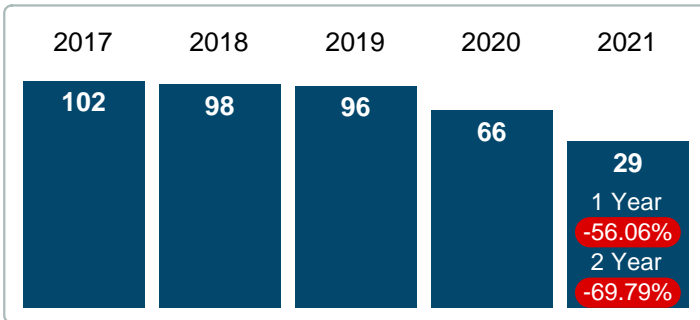
Area Delimited by County Of Sequoyah - Residential Property Type



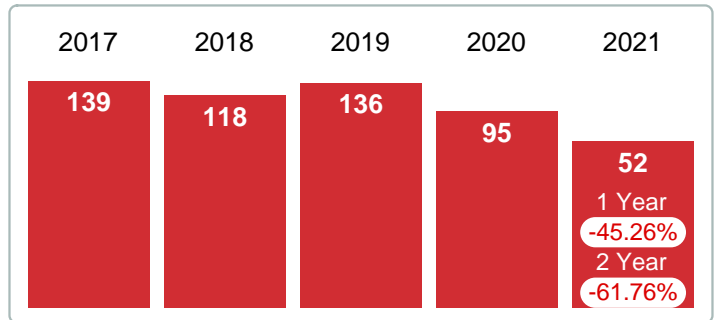
ACTIVE INVENTORY

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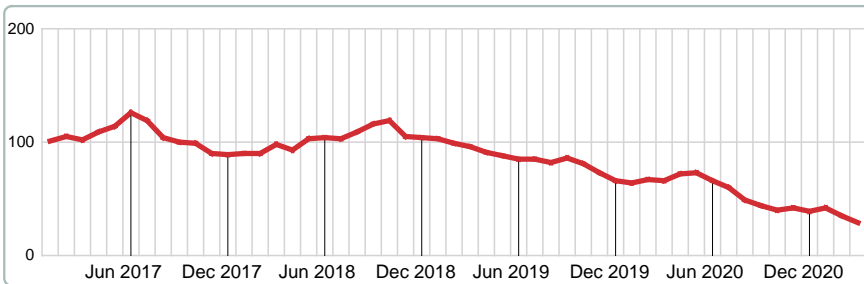
END OF MARCH



ACTIVE DURING MARCH

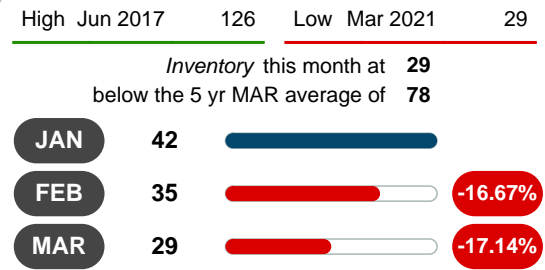


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 78



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	6.90%	44.0	1	1	0	0
\$25,001 - \$75,000	4	13.79%	123.3	1	2	1	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$200,000	12	41.38%	81.1	2	7	3	0
\$200,001 - \$250,000	4	13.79%	86.0	1	1	2	0
\$250,001 - \$825,000	4	13.79%	161.8	0	4	0	0
\$825,001 and up	3	10.34%	254.3	3	0	0	0
Total Active Inventory by Units	29			8	15	6	0
Total Active Inventory by Volume	6,907,095	100%	114.1	3.10M	2.95M	857.80K	0.00B
Average Active Inventory Listing Price	\$238,176			\$387,113	\$196,826	\$142,967	\$0

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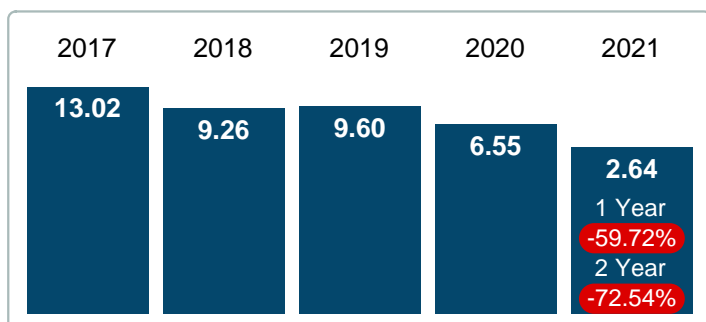
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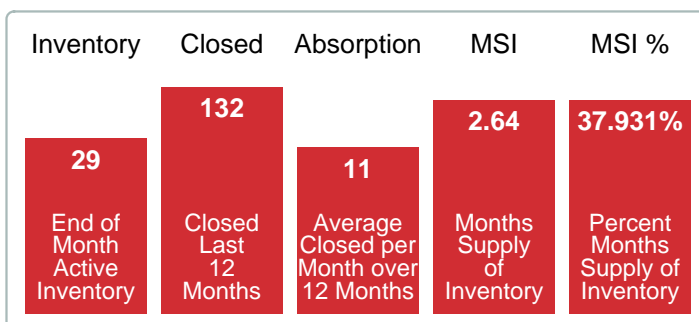
MONTHS SUPPLY of INVENTORY (MSI)

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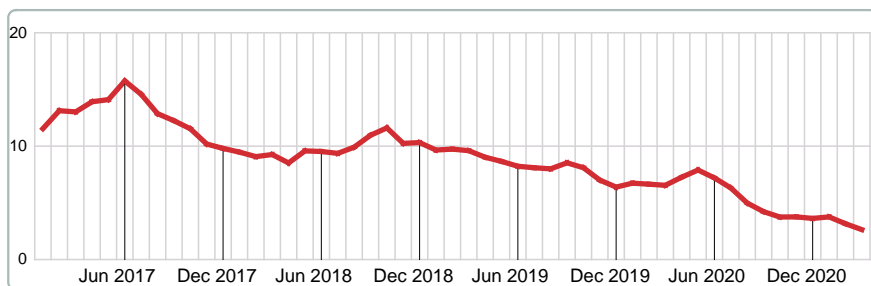
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

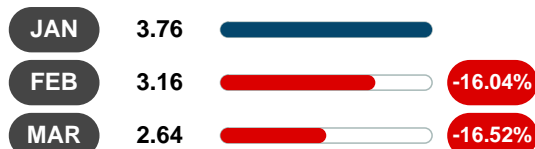


3 MONTHS

5 year MAR AVG = 8.21

High Jun 2017 15.75 Low Mar 2021 2.64

Months Supply this month at 2.64 below the 5 yr MAR average of 8.21



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
\$30,000 and less	3	10.34%	5.14	4.00	3.00	0.00	0.00
\$30,001 - \$70,000	3	10.34%	1.24	1.50	1.41	0.00	0.00
\$70,001 - \$90,000	4	13.79%	2.82	4.00	3.27	0.00	0.00
\$90,001 - \$220,000	8	27.59%	1.75	1.50	1.30	3.60	0.00
\$220,001 - \$260,000	4	13.79%	6.00	12.00	2.40	24.00	0.00
\$260,001 - \$840,000	4	13.79%	3.00	0.00	6.00	0.00	0.00
\$840,001 and up	3	10.34%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			2.64	4.17	2.20	3.13	0.00
		100%	2.64				
Total Active Inventory by Units			29	8	15	6	0

March 2021



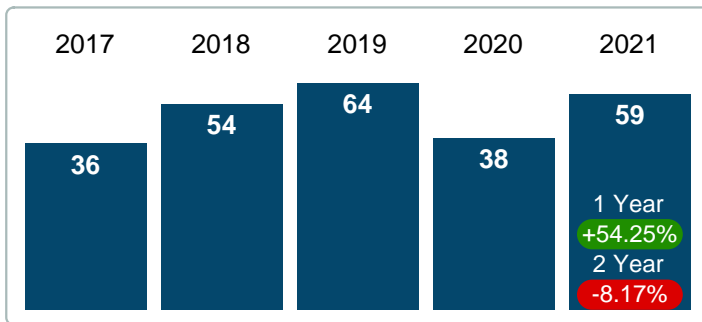
Area Delimited by County Of Sequoyah - Residential Property Type



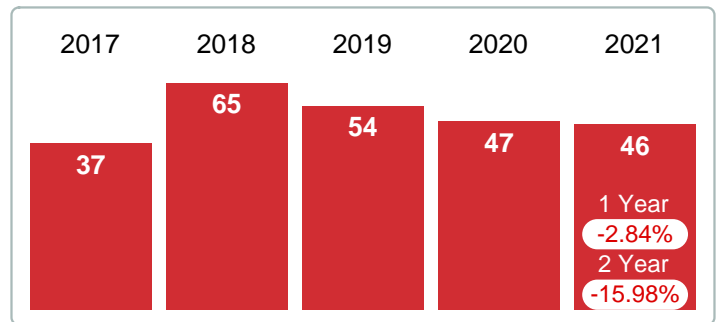
AVERAGE DAYS ON MARKET TO SALE

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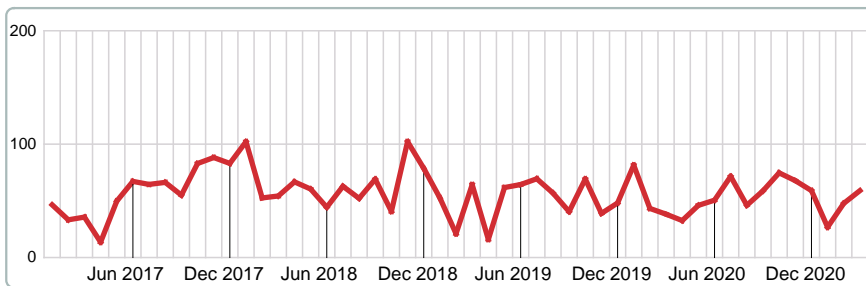
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

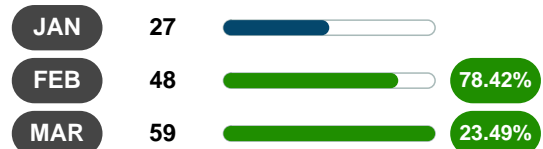


3 MONTHS

5 year MAR AVG = 50

High Nov 2018 102 Low Apr 2017 14

Average Days on Market to Sale this month at 59 above the 5 yr MAR average of 50



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	18.18%	59	15	0	103	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	18.18%	24	0	24	0	0
\$125,001 - \$175,000	18.18%	86	0	3	168	0
\$175,001 - \$200,000	27.27%	28	0	11	37	0
\$200,001 - \$250,000	0.00%	0	0	0	0	0
\$250,001 and up	18.18%	114	0	114	0	0
Average Closed DOM		59	15	48	86	0
Total Closed Units	100%	59	1	6	4	
Total Closed Volume		1,748,900	50.00K	1.12M	574.00K	0.00B

March 2021



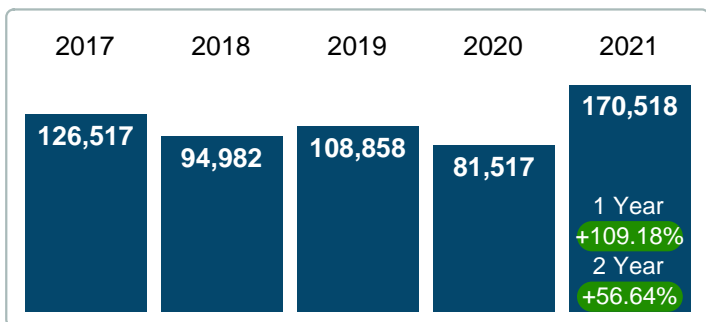
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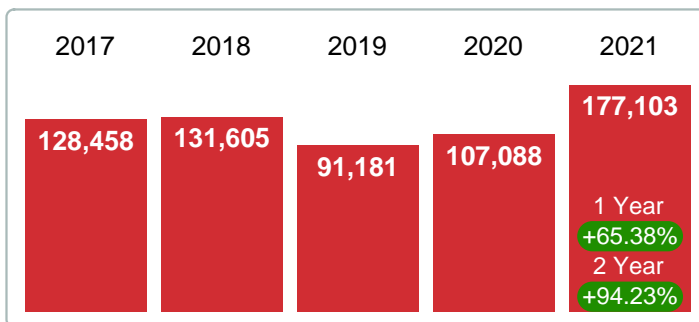
AVERAGE LIST PRICE AT CLOSING

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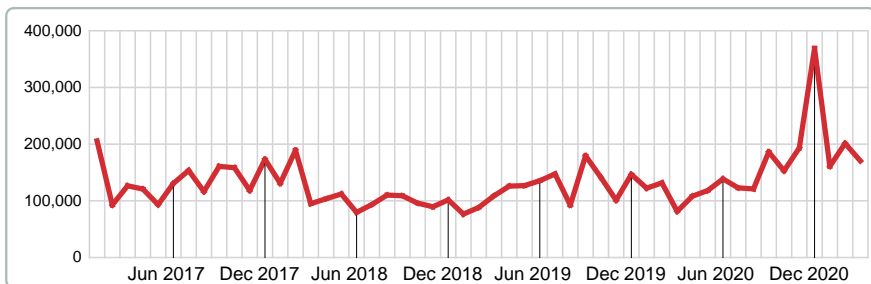
MARCH



YEAR TO DATE (YTD)

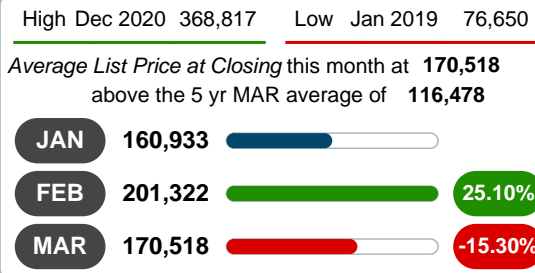


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 116,478



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	9.09%	43,000	43,000	0	65,000	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	27.27%	79,000	0	86,000	0	0
\$125,001 - \$175,000	18.18%	156,450	0	155,000	157,900	0
\$175,001 - \$200,000	27.27%	197,933	0	194,900	199,450	0
\$200,001 - \$250,000	0.00%	0	0	0	0	0
\$250,001 and up	18.18%	344,500	0	344,500	0	0
Average List Price		170,518	43,000	201,817	155,450	0
Total Closed Units	100%	170,518	1	6	4	0
Total Closed Volume		1,875,700	43.00K	1.21M	621.80K	0.00B

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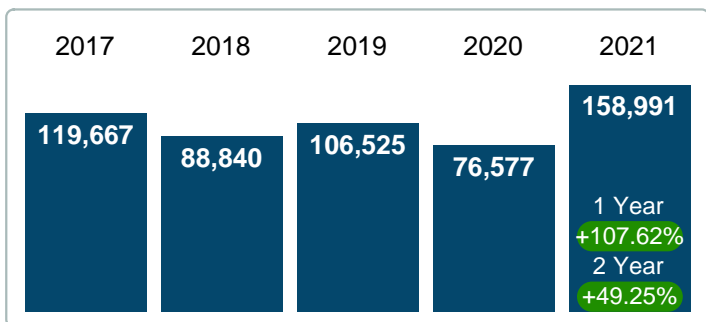
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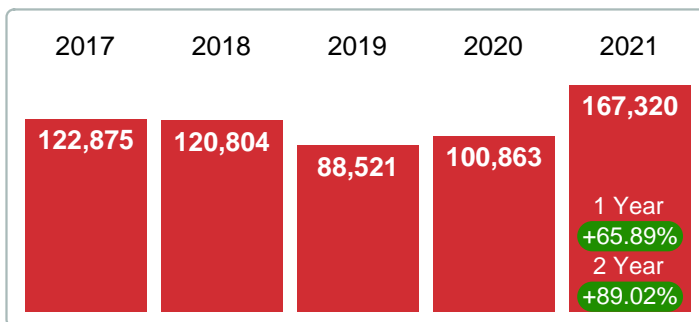
AVERAGE SOLD PRICE AT CLOSING

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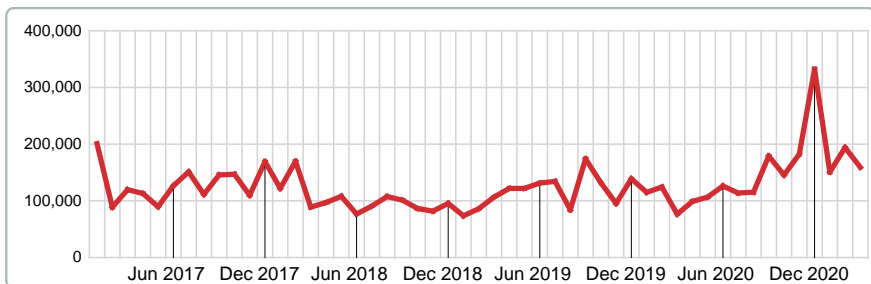
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 110,120

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

Average Sold Price at Closing this month at **158,991**
 above the 5 yr MAR average of **110,120**

Month	Average Sold Price	% Change
JAN	150,822	
FEB	193,998	+28.63%
MAR	158,991	-18.05%

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	18.18%	42,000	50,000	0	34,000	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	18.18%	80,000	0	80,000	0	0
\$125,001 - \$175,000	18.18%	150,000	0	140,000	160,000	0
\$175,001 - \$200,000	27.27%	191,633	0	194,900	190,000	0
\$200,001 - \$250,000	0.00%	0	0	0	0	0
\$250,001 and up	18.18%	315,000	0	315,000	0	0
Average Sold Price		158,991	50,000	187,483	143,500	0
Total Closed Units	100%	11	1	6	4	0
Total Closed Volume		1,748,900	50.00K	1.12M	574.00K	0.00B

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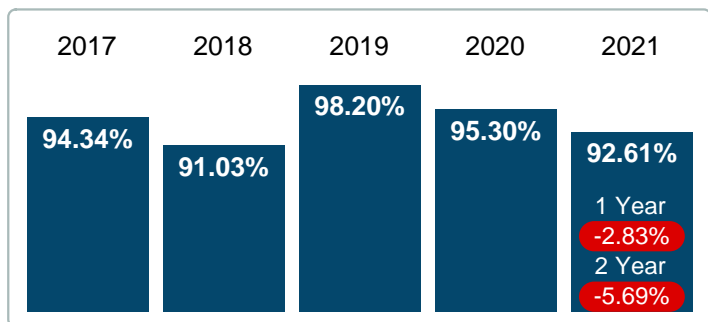
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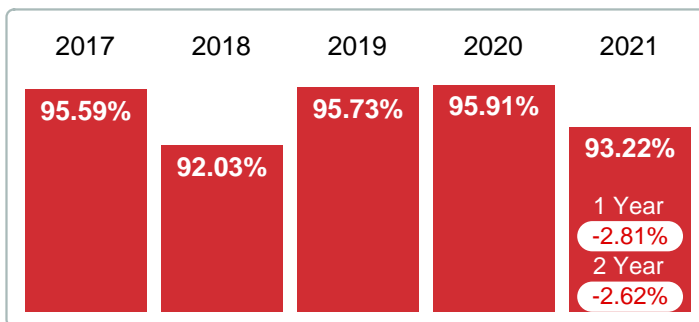
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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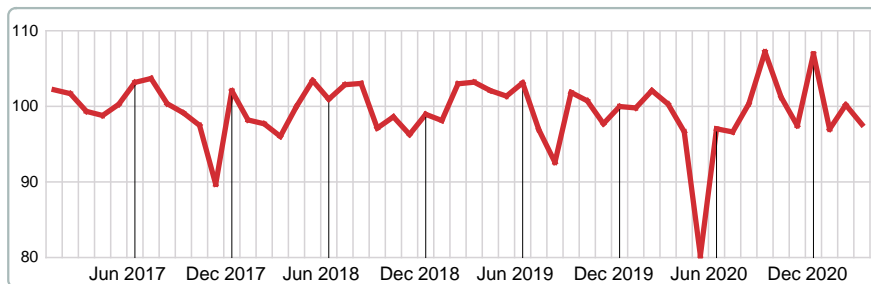
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

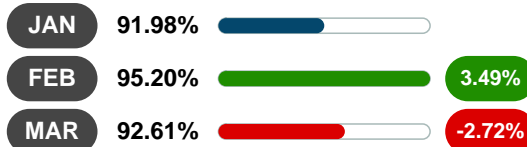


3 MONTHS

5 year MAR AVG = 94.29%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **92.61%**
below the 5 yr MAR average of **94.29%**



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	<div style="width: 18.18%;"></div> 2	18.18%	84.29%	116.28%	0.00%	52.31%	0.00%
\$50,001 - \$50,000	<div style="width: 0.00%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	<div style="width: 18.18%;"></div> 2	18.18%	93.06%	0.00%	93.06%	0.00%	0.00%
\$125,001 - \$175,000	<div style="width: 18.18%;"></div> 2	18.18%	95.83%	0.00%	90.32%	101.33%	0.00%
\$175,001 - \$200,000	<div style="width: 27.27%;"></div> 3	27.27%	96.83%	0.00%	100.00%	95.25%	0.00%
\$200,001 - \$250,000	<div style="width: 0.00%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$250,001 and up	<div style="width: 18.18%;"></div> 2	18.18%	90.91%	0.00%	90.91%	0.00%	0.00%
Average Sold/List Ratio		92.60%		116.28%	93.04%	86.03%	0.00%
Total Closed Units		11	100%	1	6	4	
Total Closed Volume		1,748,900		50.00K	1.12M	574.00K	0.00B

March 2021



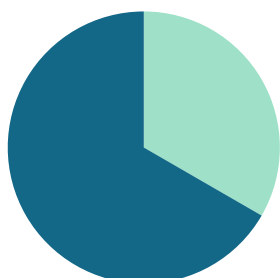
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

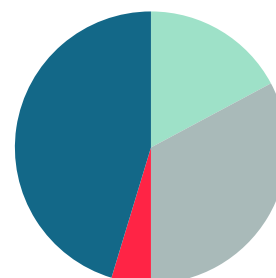


Inventory
 New Listings
 17 = 33.33%
 Start Inventory
 34
 Total Inventory Units
 51
 Volume
 \$11,434,095

Market Activity

Closed Sales
 11 = 17.19%
 Pending Sales
 21 = 32.81%
 Other Off Market
 3 = 4.69%
 Active Inventory
 29 = 45.31%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	12	11	-8.33%	26	29	11.54%
Pending Sales	11	21	90.91%	30	41	36.67%
New Listings	28	17	-39.29%	77	39	-49.35%
Average List Price	81,517	170,518	109.18%	107,088	177,103	65.38%
Average Sale Price	76,577	158,991	107.62%	100,863	167,320	65.89%
Average Percent of Selling Price to List Price	95.30%	92.61%	-2.83%	95.91%	93.22%	-2.81%
Average Days on Market to Sale	38.25	59.00	54.25%	46.85	45.52	-2.84%
Monthly Inventory	65	29	-55.38%	65	29	-55.38%
Months Supply of Inventory	6.45	2.64	-59.10%	6.45	2.64	-59.10%

Absorption: Last 12 months, an Average of 11 Sales/Month

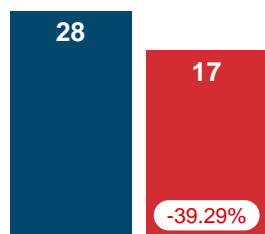
Inventory on March 31, 2021 = 29

2020 2021

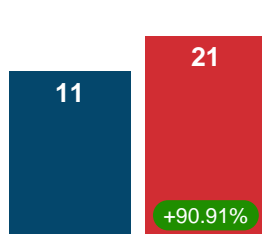
MARCH MARKET

AVERAGE PRICES

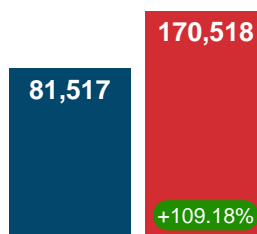
New Listings



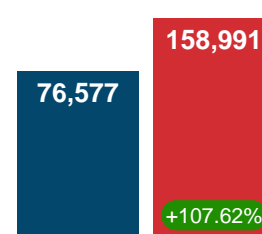
Pending Listings



List Price



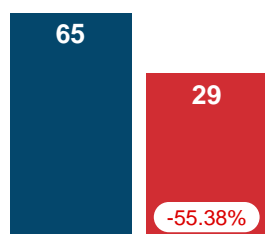
Sale Price



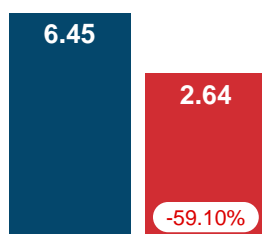
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

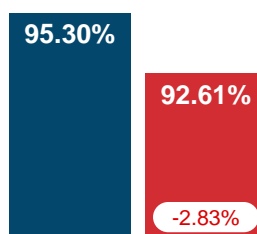
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

