

March 2021



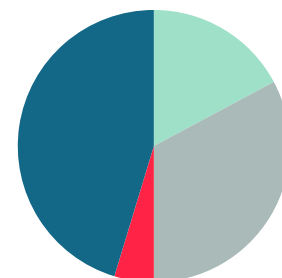
Area Delimited by County Of Sequoyah - Residential Property Type



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% |
| Median List Price | 66,950 | 157,900 | 135.85% |
| Median Sale Price | 60,388 | 160,000 | 164.96% |
| Median Percent of Selling Price to List Price | 95.51% | 93.33% | -2.28% |
| Median Days on Market to Sale | 15.50 | 30.00 | 93.55% |
| 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.

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 **164.96%** in March 2021 to \$160,000 versus the previous year at \$60,388.

Median Days on Market Lengthens

The median number of **30.00** days that homes spent on the market before selling increased by 14.50 days or **93.55%** in March 2021 compared to last year's same month at **15.50** DOM.

Sales Success for March 2021 is Positive

Overall, with Median 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

March 2021



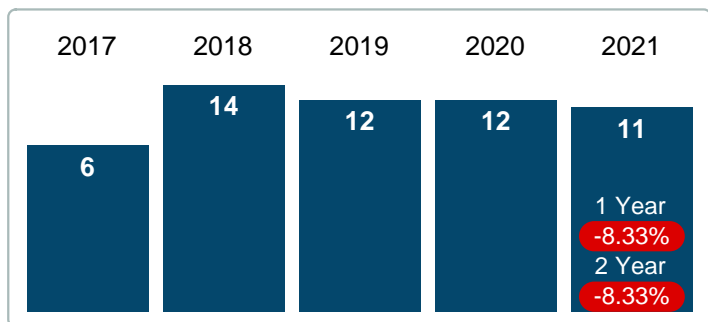
Area Delimited by County Of Sequoyah - Residential Property Type



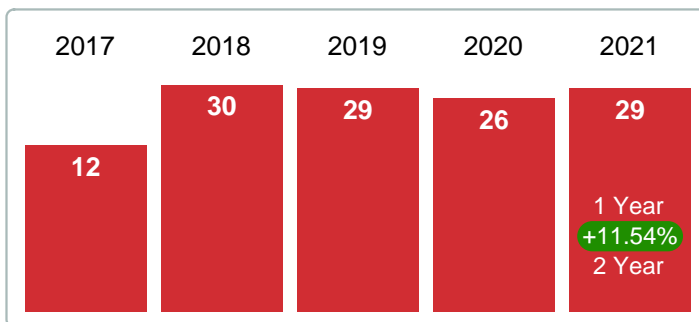
CLOSED LISTINGS

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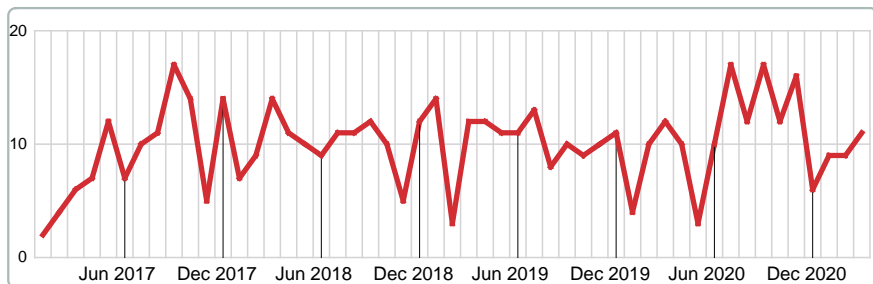
MARCH



YEAR TO DATE (YTD)

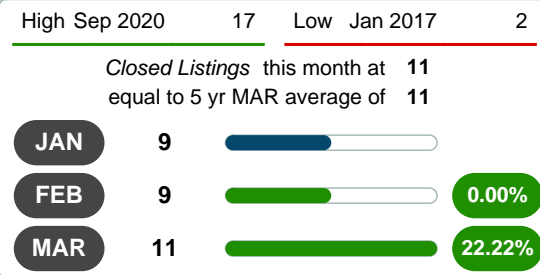


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 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% | 59.0 | 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% | 16.0 | 0 | 1 | 2 | 0 |
| \$200,001 - \$250,000 | 0 | 0.00% | 16.0 | 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% | 30.0 | 50.00K | 1.12M | 574.00K | 0.00B |
| Median Closed Price | \$160,000 | | | \$50,000 | \$167,450 | \$170,000 | \$0 |

March 2021



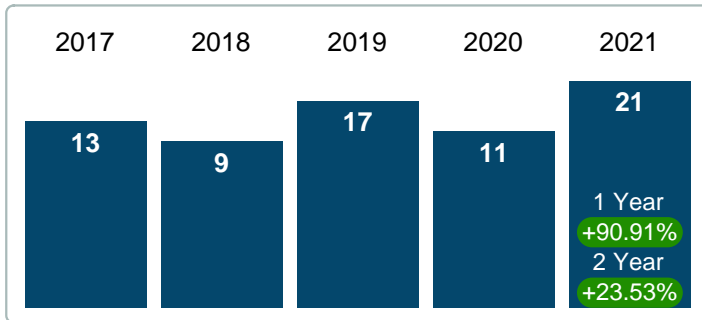
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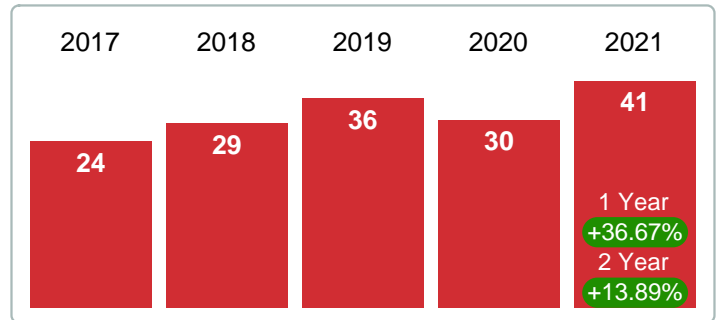
PENDING LISTINGS

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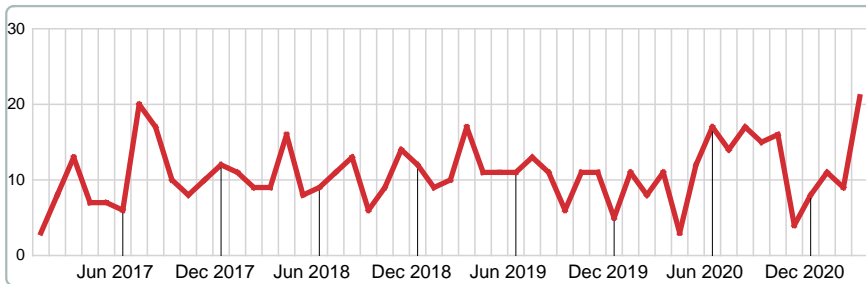
MARCH



YEAR TO DATE (YTD)

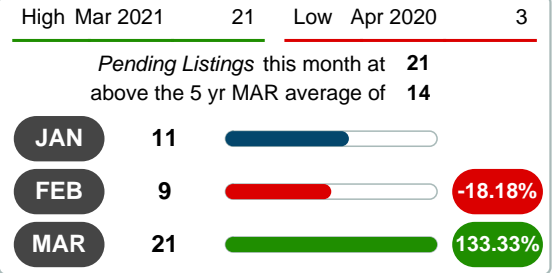


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 14



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$20,000 and less | 0 | 0.00% | 113.5 | 0 | 0 | 0 | 0 |
| \$20,001 - \$80,000 | 4 | 19.05% | 7.0 | 2 | 2 | 0 | 0 |
| \$80,001 - \$120,000 | 3 | 14.29% | 134.0 | 1 | 2 | 0 | 0 |
| \$120,001 - \$160,000 | 7 | 33.33% | 25.0 | 2 | 3 | 1 | 1 |
| \$160,001 - \$180,000 | 1 | 4.76% | 2.0 | 0 | 1 | 0 | 0 |
| \$180,001 - \$250,000 | 3 | 14.29% | 58.0 | 0 | 2 | 1 | 0 |
| \$250,001 and up | 3 | 14.29% | 118.0 | 1 | 1 | 1 | 0 |
| Total Pending Units | 21 | | | 6 | 11 | 3 | 1 |
| Total Pending Volume | 4,013,200 | 100% | 22.0 | 786.30K | 2.47M | 597.90K | 160.00K |
| Median Listing Price | \$150,000 | | | \$114,950 | \$155,000 | \$198,900 | \$160,000 |

March 2021



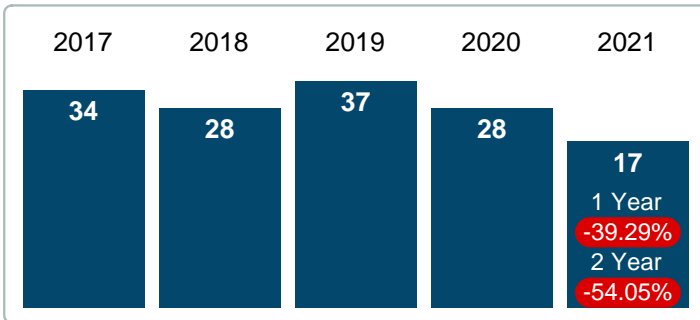
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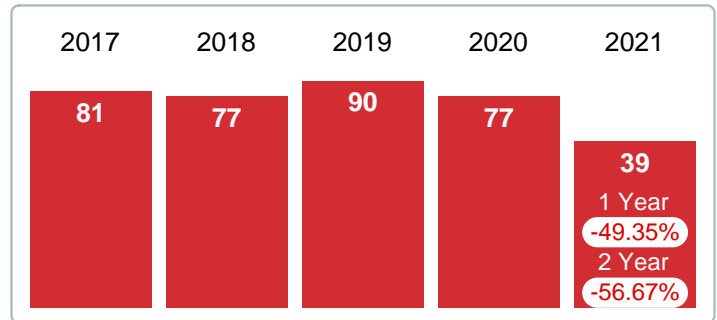
NEW LISTINGS

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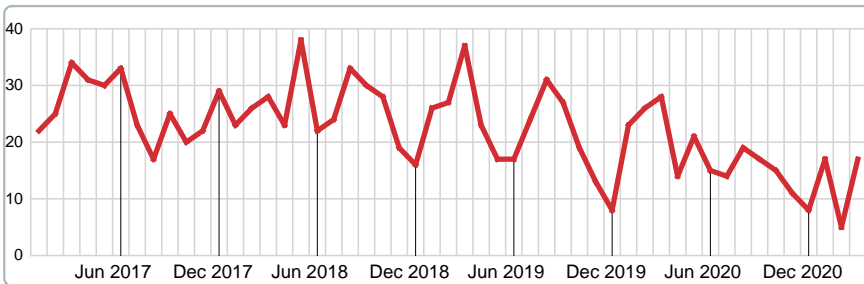
MARCH



YEAR TO DATE (YTD)

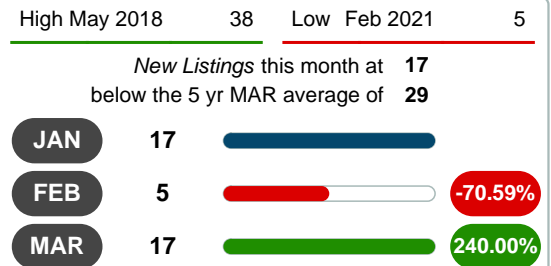


5 YEAR MARKET ACTIVITY TRENDS



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 |
| Median New Listed Listing Price | \$125,000 | | \$21,250 | \$129,900 | \$117,400 | \$0 |

March 2021



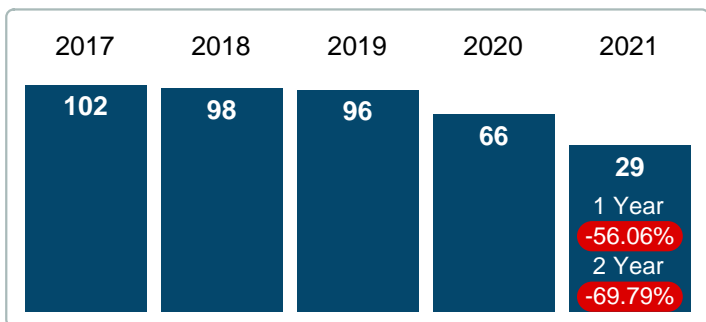
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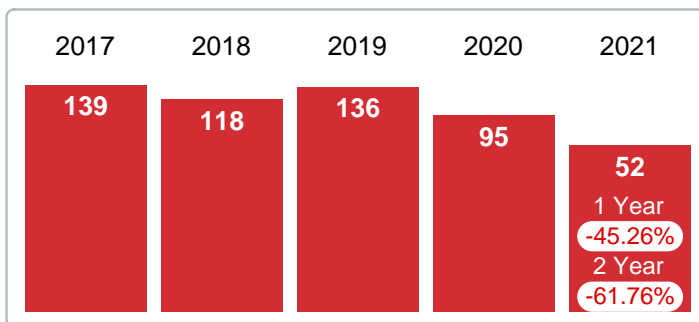
ACTIVE INVENTORY

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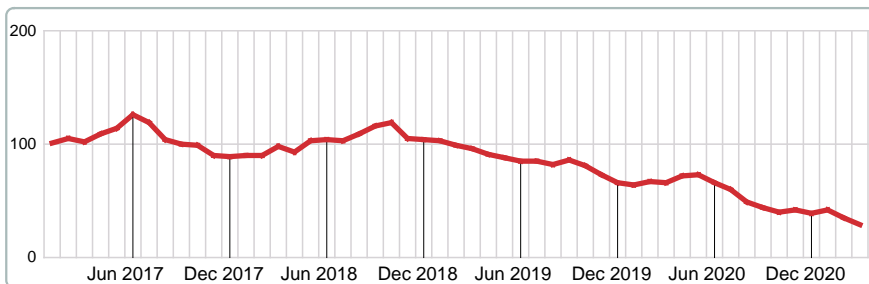
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

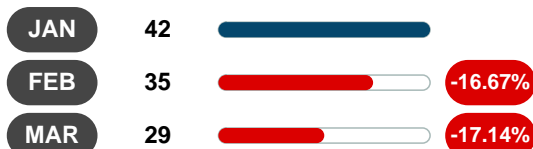


3 MONTHS

5 year MAR AVG = 78

High Jun 2017 126 Low Mar 2021 29

Inventory this month at 29
below the 5 yr MAR average of 78



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$30,000 and less | 3 | 10.34% | 16.0 | 1 | 1 | 1 | 0 |
| \$30,001 - \$70,000 | 3 | 10.34% | 105.0 | 1 | 2 | 0 | 0 |
| \$70,001 - \$90,000 | 4 | 13.79% | 110.5 | 1 | 3 | 0 | 0 |
| \$90,001 - \$220,000 | 8 | 27.59% | 67.5 | 1 | 4 | 3 | 0 |
| \$220,001 - \$260,000 | 4 | 13.79% | 94.0 | 1 | 1 | 2 | 0 |
| \$260,001 - \$840,000 | 4 | 13.79% | 172.5 | 0 | 4 | 0 | 0 |
| \$840,001 and up | 3 | 10.34% | 163.0 | 3 | 0 | 0 | 0 |
| Total Active Inventory by Units | 29 | | | 8 | 15 | 6 | 0 |
| Total Active Inventory by Volume | 6,907,095 | 100% | 79.0 | 3.10M | 2.95M | 857.80K | 0.00B |
| Median Active Inventory Listing Price | \$134,900 | | | \$176,750 | \$129,900 | \$139,950 | \$0 |

March 2021



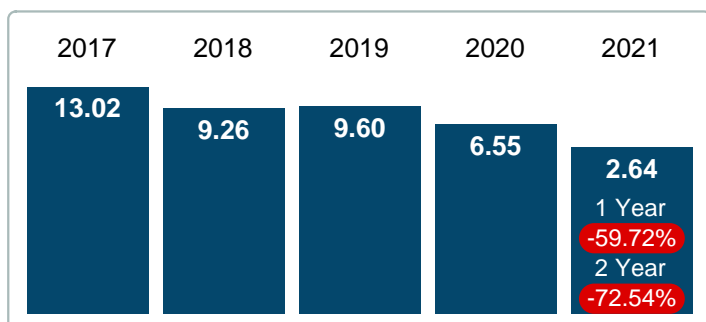
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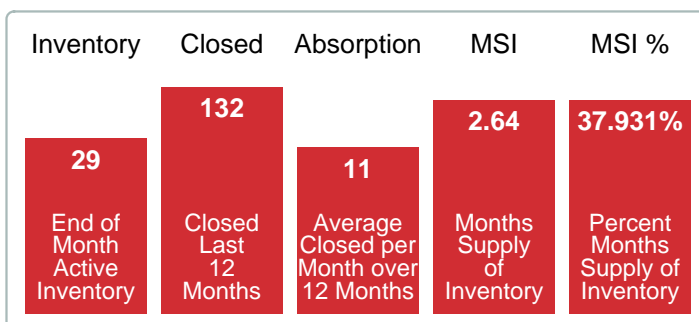
MONTHS SUPPLY of INVENTORY (MSI)

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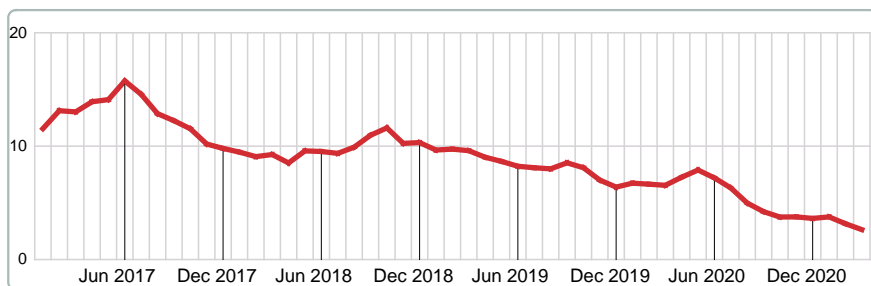
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

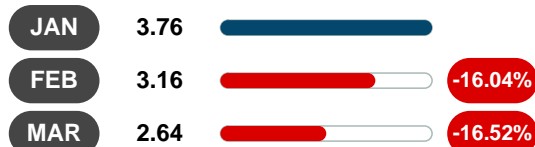


3 MONTHS

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 |
| Total Active Inventory by Units | | 100% | 2.64 | 8 | 15 | 6 | 0 |

March 2021



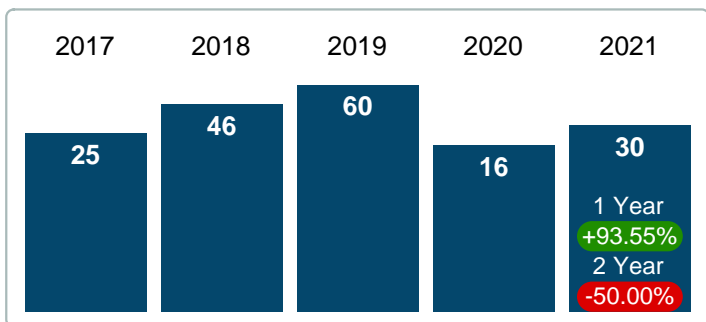
Area Delimited by County Of Sequoyah - Residential Property Type



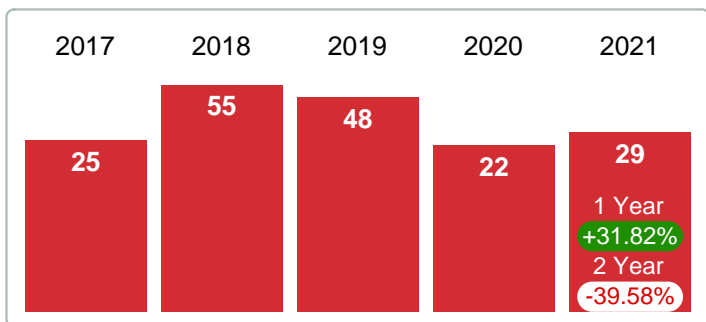
MEDIAN DAYS ON MARKET TO SALE

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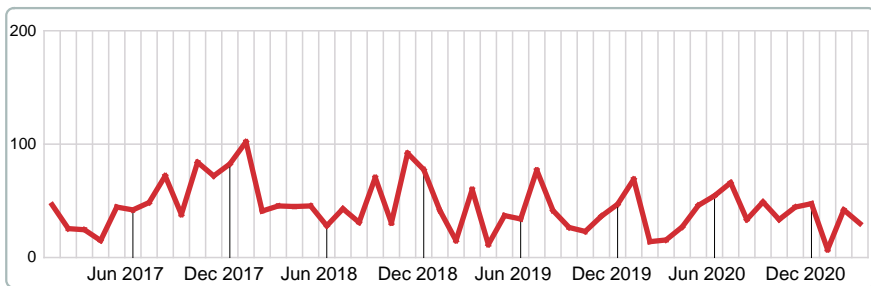
MARCH



YEAR TO DATE (YTD)

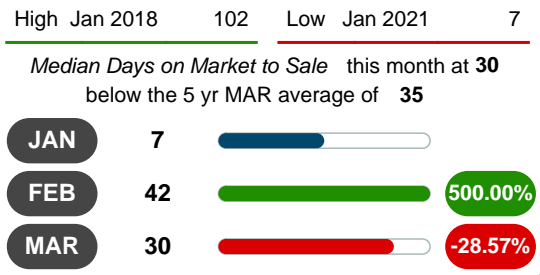


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 35



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 |
|--|--------|-----------|----------|--------|---------|---------|
| \$50,000 and less | 18.18% | 59 | 15 | 0 | 103 | 0 |
| \$50,001 - \$50,000 | 0.00% | 59 | 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% | 16 | 0 | 11 | 37 | 0 |
| \$200,001 - \$250,000 | 0.00% | 16 | 0 | 0 | 0 | 0 |
| \$250,001 and up | 18.18% | 114 | 0 | 114 | 0 | 0 |
| Median Closed DOM | | 30 | 15 | 24 | 81 | 0 |
| Total Closed Units | 100% | 30.0 | 1 | 6 | 4 | |
| Total Closed Volume | | 1,748,900 | 50.00K | 1.12M | 574.00K | 0.00B |

March 2021



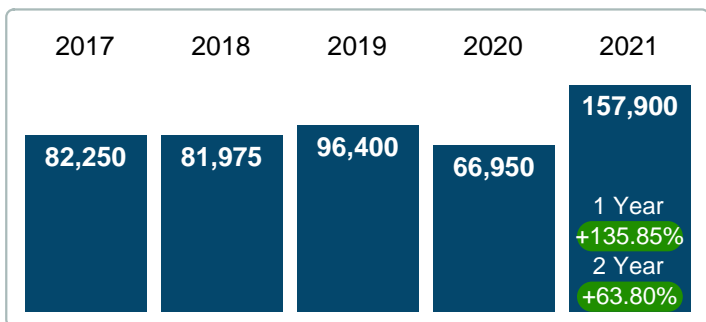
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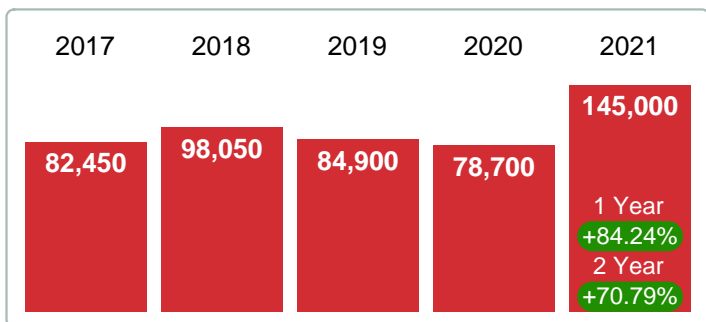
MEDIAN LIST PRICE AT CLOSING

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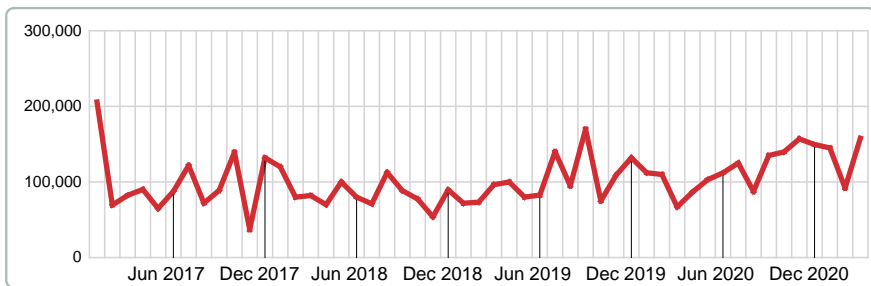
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

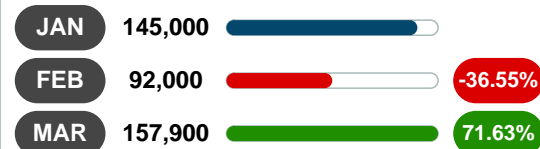


3 MONTHS

5 year MAR AVG = 97,095

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

Median List Price at Closing this month at **157,900**
above the 5 yr MAR average of **97,095**



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 |
|---|-------------|------------------|---------------|----------------|----------------|--------------|
| \$50,000 and less | 9.09% | 43,000 | 43,000 | 0 | 0 | 0 |
| \$50,001 - \$50,000 | 0.00% | 43,000 | 0 | 0 | 0 | 0 |
| \$50,001 - \$125,000 | 27.27% | 75,000 | 0 | 86,000 | 65,000 | 0 |
| \$125,001 - \$175,000 | 18.18% | 156,450 | 0 | 155,000 | 157,900 | 0 |
| \$175,001 - \$200,000 | 27.27% | 198,900 | 0 | 194,900 | 199,450 | 0 |
| \$200,001 - \$250,000 | 0.00% | 198,900 | 0 | 0 | 0 | 0 |
| \$250,001 and up | 18.18% | 344,500 | 0 | 344,500 | 0 | 0 |
| Median List Price | | 157,900 | 43,000 | 174,950 | 178,400 | 0 |
| Total Closed Units | 100% | 157,900 | 1 | 6 | 4 | 0 |
| Total Closed Volume | | 1,875,700 | 43.00K | 1.21M | 621.80K | 0.00B |

March 2021



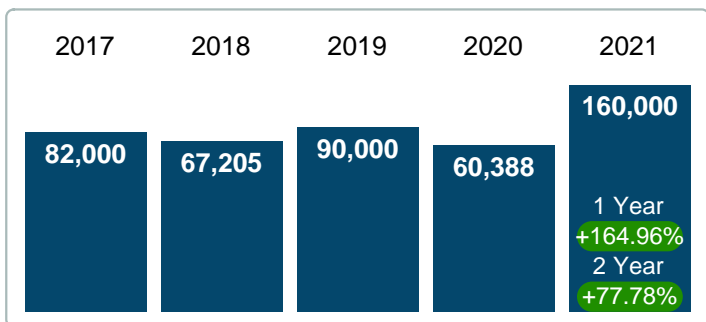
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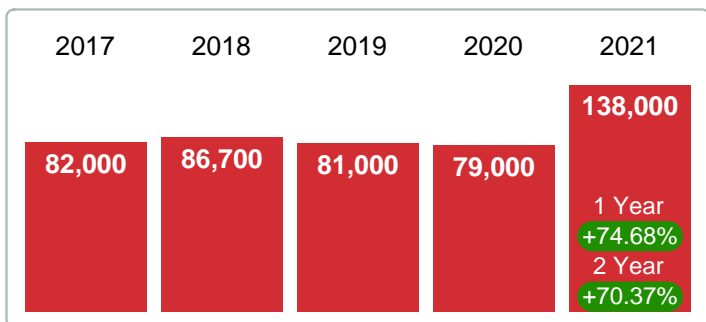
MEDIAN SOLD PRICE AT CLOSING

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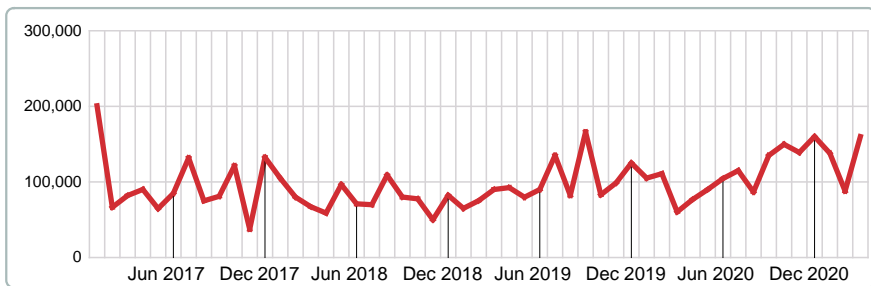
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

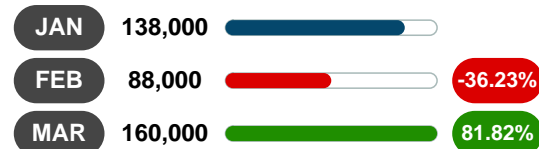


3 MONTHS

5 year MAR AVG = 91,919

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

Median Sold Price at Closing this month at **160,000** above the 5 yr MAR average of **91,919**



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 |
|---|---|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | 2 | 18.18% | 42,000 | 50,000 | 0 | 34,000 | 0 |
| \$50,001 - \$50,000 | 0 | 0.00% | 42,000 | 0 | 0 | 0 | 0 |
| \$50,001 - \$125,000 | 2 | 18.18% | 80,000 | 0 | 80,000 | 0 | 0 |
| \$125,001 - \$175,000 | 2 | 18.18% | 150,000 | 0 | 140,000 | 160,000 | 0 |
| \$175,001 - \$200,000 | 3 | 27.27% | 194,900 | 0 | 194,900 | 190,000 | 0 |
| \$200,001 - \$250,000 | 0 | 0.00% | 194,900 | 0 | 0 | 0 | 0 |
| \$250,001 and up | 2 | 18.18% | 315,000 | 0 | 315,000 | 0 | 0 |
| Median Sold Price | | | 160,000 | 50,000 | 167,450 | 170,000 | 0 |
| Total Closed Units | | 100% | 160,000 | 1 | 6 | 4 | |
| Total Closed Volume | | | 1,748,900 | 50.00K | 1.12M | 574.00K | 0.00B |

March 2021



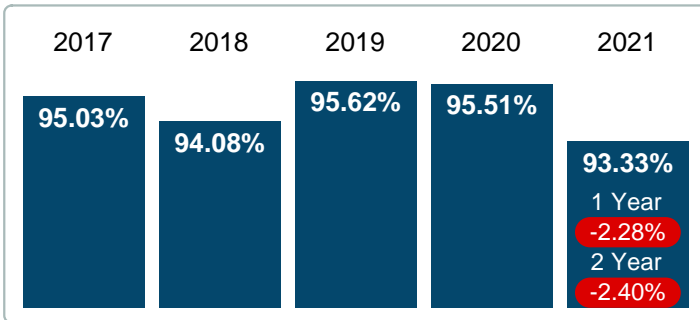
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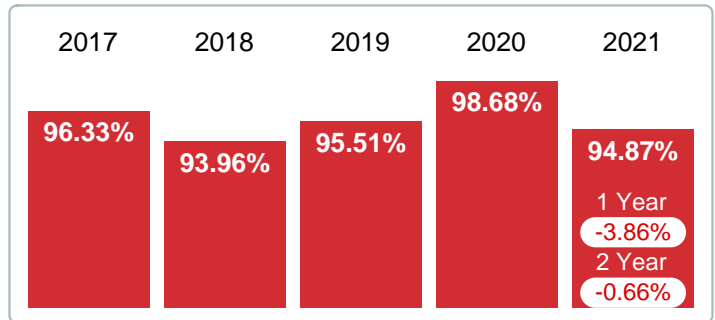
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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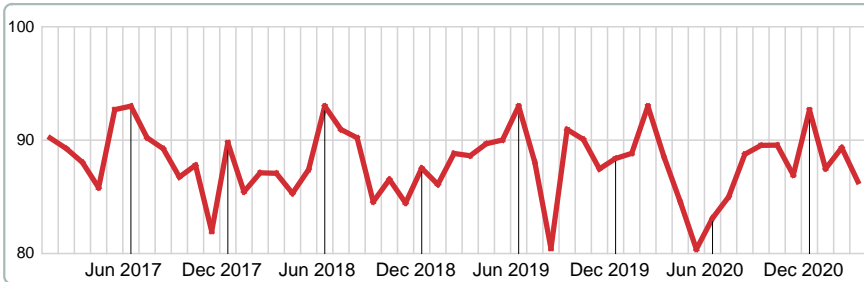
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

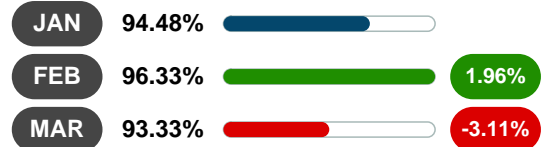


3 MONTHS

5 year MAR AVG = 94.72%

High Feb 2020 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **93.33%**
below the 5 yr MAR average of **94.72%**



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 |
|--|---|-----------|---------|----------|---------|---------|---------|
| \$50,000 and less | 2 | 18.18% | 84.29% | 116.28% | 0.00% | 52.31% | 0.00% |
| \$50,001 - \$50,000 | 0 | 0.00% | 84.29% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$50,001 - \$125,000 | 2 | 18.18% | 93.06% | 0.00% | 93.06% | 0.00% | 0.00% |
| \$125,001 - \$175,000 | 2 | 18.18% | 95.83% | 0.00% | 90.32% | 101.33% | 0.00% |
| \$175,001 - \$200,000 | 3 | 27.27% | 100.00% | 0.00% | 100.00% | 95.25% | 0.00% |
| \$200,001 - \$250,000 | 0 | 0.00% | 100.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$250,001 and up | 2 | 18.18% | 90.91% | 0.00% | 90.91% | 0.00% | 0.00% |
| Median Sold/List Ratio | | 93.33% | | 116.28% | 93.06% | 95.25% | 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



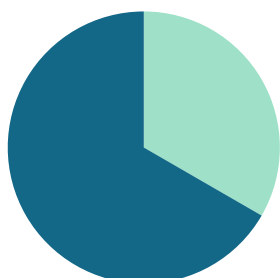
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

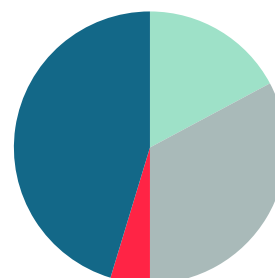


Inventory
 New Listings
 17 = 33.33%
 Start Inventory
 34
 Total Inventory Units
 51
 Volume
 \$11,434,095

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% |
| Median List Price | 66,950 | 157,900 | 135.85% | 78,700 | 145,000 | 84.24% |
| Median Sale Price | 60,388 | 160,000 | 164.96% | 79,000 | 138,000 | 74.68% |
| Median Percent of Selling Price to List Price | 95.51% | 93.33% | -2.28% | 98.68% | 94.87% | -3.86% |
| Median Days on Market to Sale | 15.50 | 30.00 | 93.55% | 22.00 | 29.00 | 31.82% |
| 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

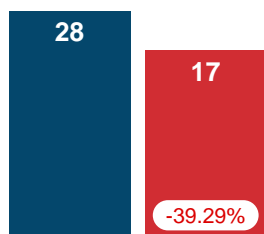
Inventory on March 31, 2021 = 29

2020 2021

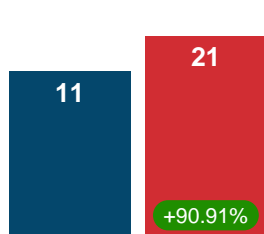
MARCH MARKET

MEDIAN PRICES

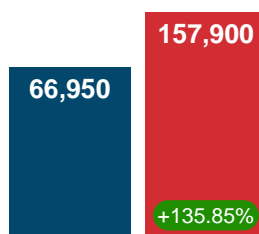
New Listings



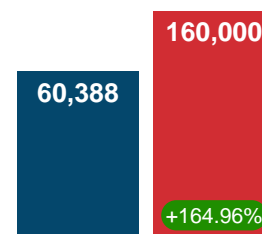
Pending Listings



List Price



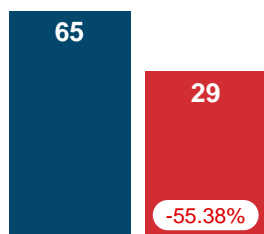
Sale Price



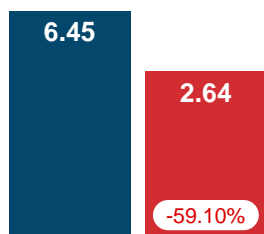
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

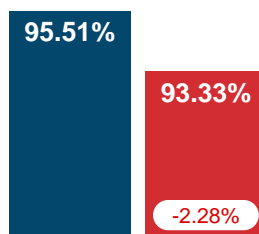
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

