

May 2021



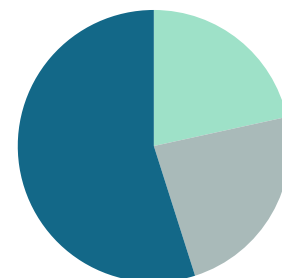
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	3	11	266.67%
Pending Listings	12	12	0.00%
New Listings	21	16	-23.81%
Average List Price	118,167	257,773	118.14%
Average Sale Price	106,667	237,836	122.97%
Average Percent of Selling Price to List Price	75.25%	100.29%	33.27%
Average Days on Market to Sale	46.00	33.36	-27.47%
End of Month Inventory	72	28	-61.11%
Months Supply of Inventory	7.78	2.33	-70.02%



■ Closed (21.57%)
■ Pending (23.53%)
■ Other OffMarket (0.00%)
■ Active (54.90%)

Absorption: Last 12 months, an Average of **12 Sales/Month**
Active Inventory as of May 31, 2021 = **28**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **61.11%** to 28 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 **2.33** 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 **122.97%** in May 2021 to \$237,836 versus the previous year at \$106,667.

Average Days on Market Shortens

The average number of **33.36** days that homes spent on the market before selling decreased by 12.64 days or **27.47%** in May 2021 compared to last year's same month at **46.00** DOM.

Sales Success for May 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 16 New Listings in May 2021, down **23.81%** from last year at 21. Furthermore, there were 11 Closed Listings this month versus last year at 3, a **266.67%** increase.

Closed versus Listed trends yielded a **68.8%** ratio, up from previous year's, May 2020, at **14.3%**, a **381.25%** upswing. This will certainly create pressure on a decreasing Month's 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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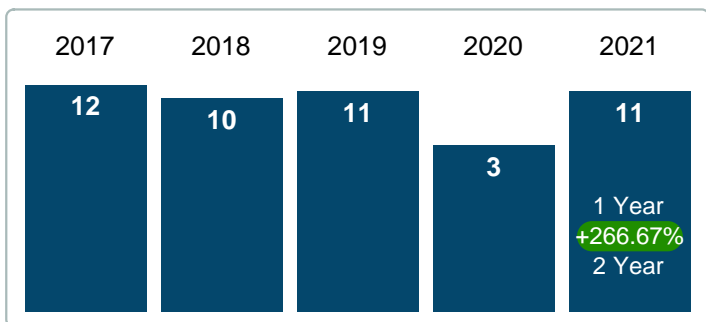
Area Delimited by County Of Sequoyah - Residential Property Type



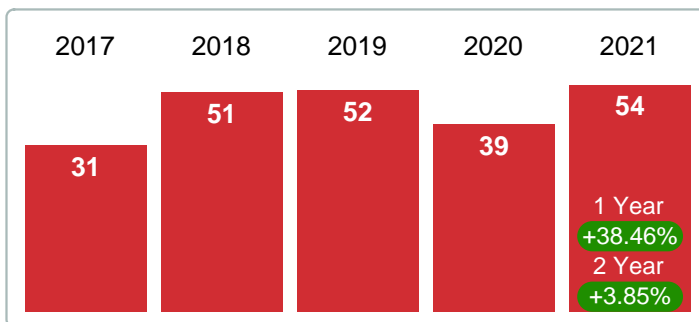
CLOSED LISTINGS

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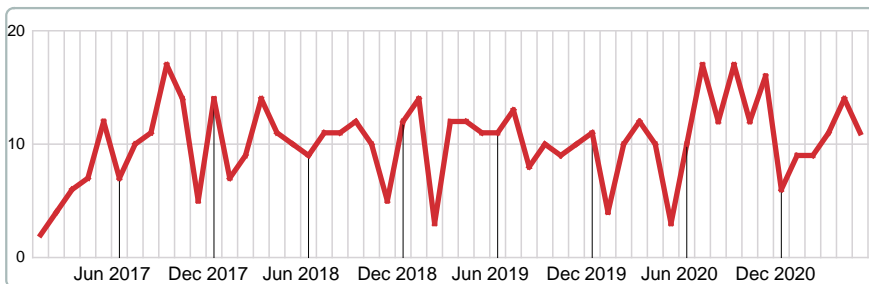
MAY



YEAR TO DATE (YTD)

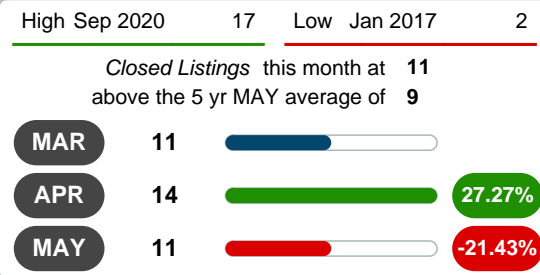


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 9



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	9.09%	5.0	0	1	0	0
\$75,001 - \$100,000	1	9.09%	5.0	0	1	0	0
\$100,001 - \$150,000	1	9.09%	25.0	1	0	0	0
\$150,001 - \$175,000	3	27.27%	65.0	0	2	1	0
\$175,001 - \$225,000	2	18.18%	12.0	0	2	0	0
\$225,001 - \$250,000	1	9.09%	21.0	1	0	0	0
\$250,001 and up	2	18.18%	46.0	0	1	1	0
Total Closed Units	11			2	7	2	0
Total Closed Volume	2,616,200	100%	33.4	372.00K	1.82M	424.00K	0.00B
Average Closed Price	\$237,836			\$186,000	\$260,029	\$212,000	\$0

May 2021



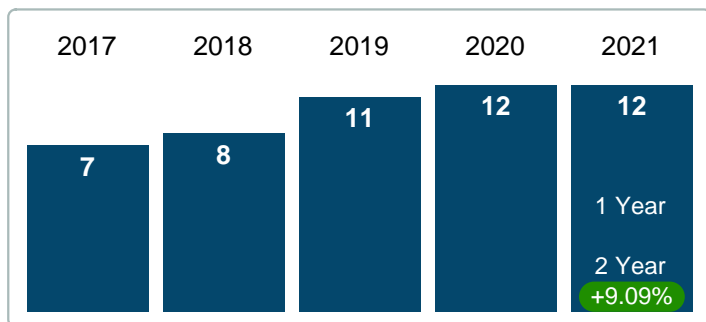
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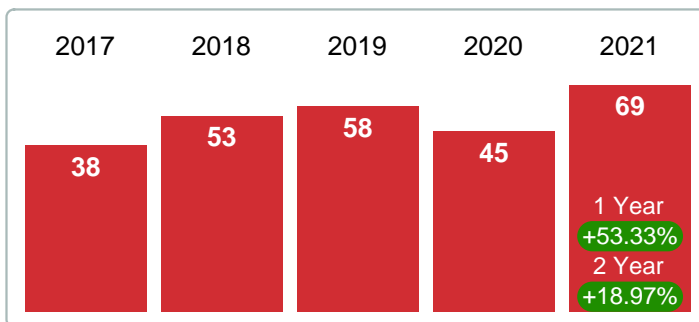
PENDING LISTINGS

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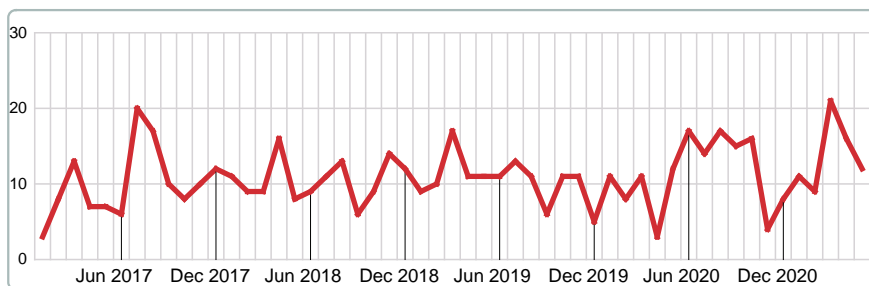
MAY



YEAR TO DATE (YTD)

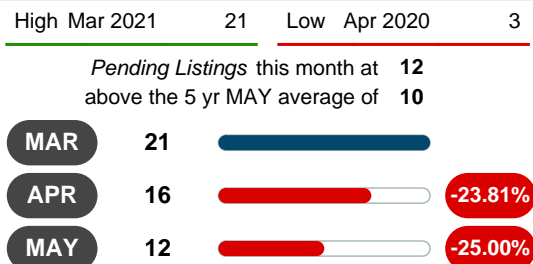


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 10



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	8.33%	2.0	0	1	0	0
\$50,001 - \$75,000	1	8.33%	2.0	0	1	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$100,000	4	33.33%	70.5	1	3	0	0
\$100,001 - \$225,000	3	25.00%	109.7	2	0	1	0
\$225,001 - \$425,000	1	8.33%	113.0	1	0	0	0
\$425,001 and up	2	16.67%	2.0	0	2	0	0
Total Pending Units	12			4	7	1	0
Total Pending Volume	2,068,699	100%	61.0	552.00K	1.29M	225.00K	0.00B
Average Listing Price	\$172,392			\$138,000	\$184,528	\$225,000	\$0

May 2021



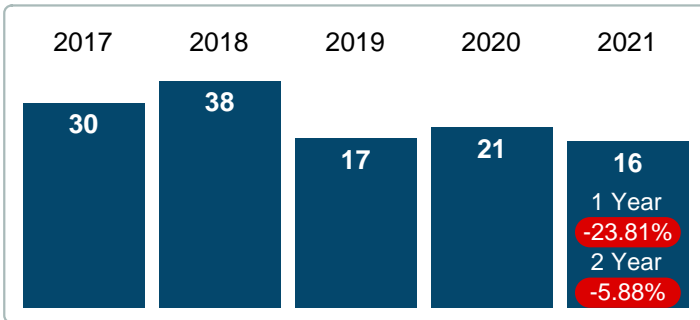
Area Delimited by County Of Sequoyah - Residential Property Type



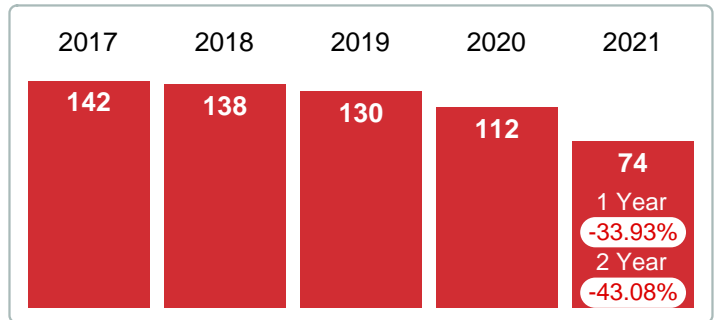
NEW LISTINGS

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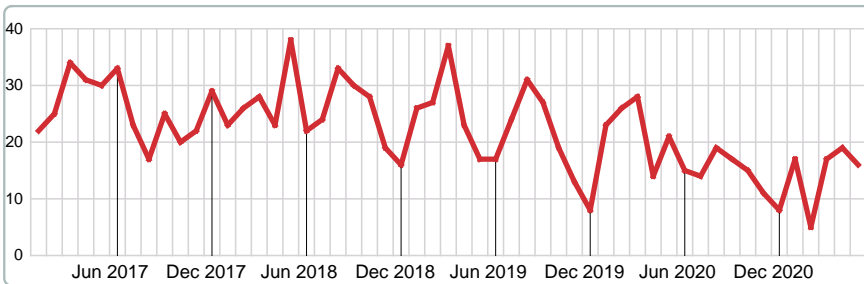
MAY



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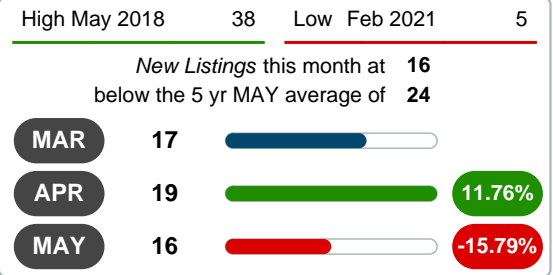


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 24



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	6.25%	0	1	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$100,000	5	31.25%	0	5	0	0
\$100,001 - \$200,000	4	25.00%	1	3	0	0
\$200,001 - \$425,000	2	12.50%	0	2	0	0
\$425,001 - \$525,000	2	12.50%	0	2	0	0
\$525,001 and up	2	12.50%	0	0	1	1
Total New Listed Units	16		1	13	1	1
Total New Listed Volume	3,695,099	100%	112.50K	2.22M	549.00K	810.00K
Average New Listed Listing Price	\$176,218		\$112,500	\$171,046	\$549,000	\$810,000

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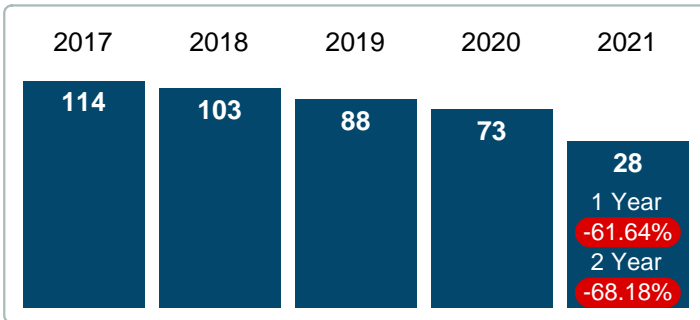
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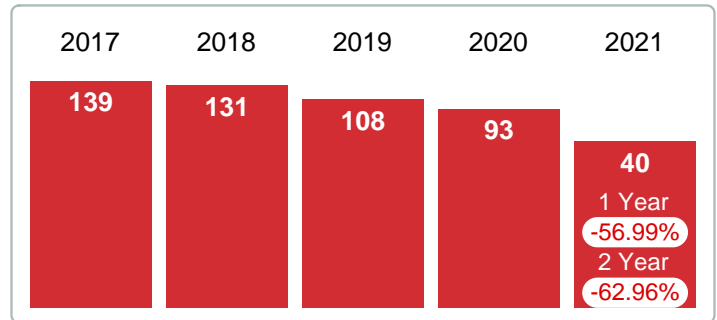
ACTIVE INVENTORY

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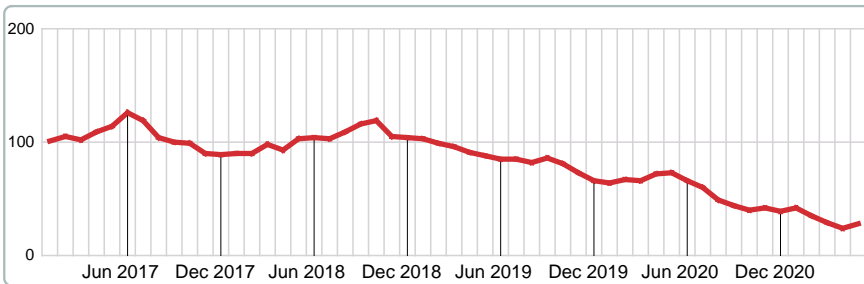
END OF MAY



ACTIVE DURING MAY

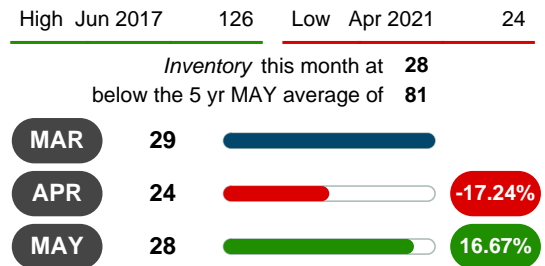


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 81



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	7.14%	105.0	1	1	0	0
\$25,001 - \$75,000	5	17.86%	56.2	0	4	1	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	9	32.14%	44.8	1	7	1	0
\$150,001 - \$225,000	4	14.29%	124.3	0	3	1	0
\$225,001 - \$525,000	5	17.86%	65.4	1	4	0	0
\$525,001 and up	3	10.71%	26.0	0	0	1	2
Total Active Inventory by Units	28			3	19	4	2
Total Active Inventory by Volume	5,640,895	100%	64.1	376.50K	2.65M	901.90K	1.71M
Average Active Inventory Listing Price	\$201,461			\$125,500	\$139,658	\$225,475	\$854,500

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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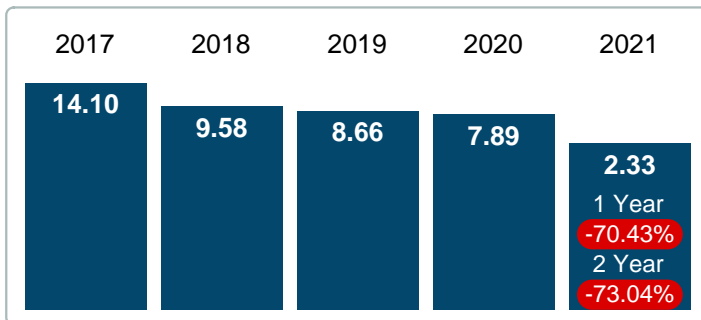
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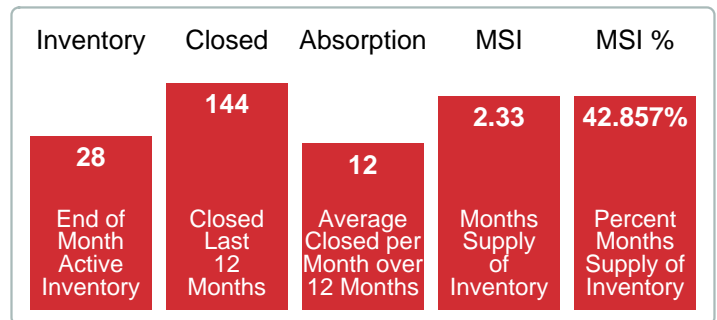
MONTHS SUPPLY of INVENTORY (MSI)

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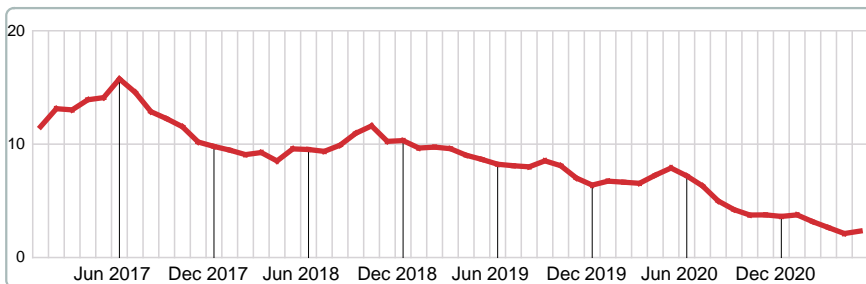
MSI FOR MAY



INDICATORS FOR MAY 2021

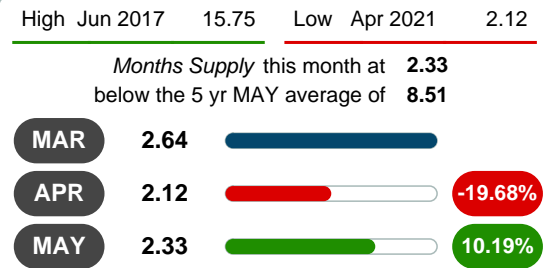


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 8.51



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	10.71%	4.50	4.00	2.40	0.00	0.00
\$30,001 - \$70,000	3	10.71%	1.38	0.00	2.40	0.00	0.00
\$70,001 - \$90,000	4	14.29%	2.67	0.00	4.00	0.00	0.00
\$90,001 - \$160,000	7	25.00%	2.21	2.00	2.50	1.71	0.00
\$160,001 - \$240,000	4	14.29%	1.85	0.00	2.12	2.00	0.00
\$240,001 - \$540,000	4	14.29%	2.29	6.00	3.00	0.00	0.00
\$540,001 and up	3	10.71%	5.14	0.00	0.00	6.00	12.00
Market Supply of Inventory (MSI)			2.33	1.44	2.62	1.85	4.00
Total Active Inventory by Units		100%	2.33	3	19	4	2

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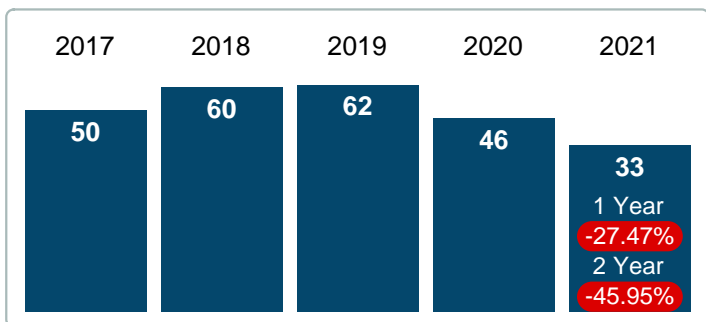
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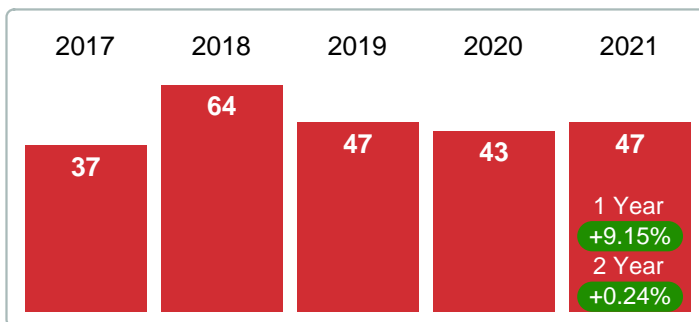
AVERAGE DAYS ON MARKET TO SALE

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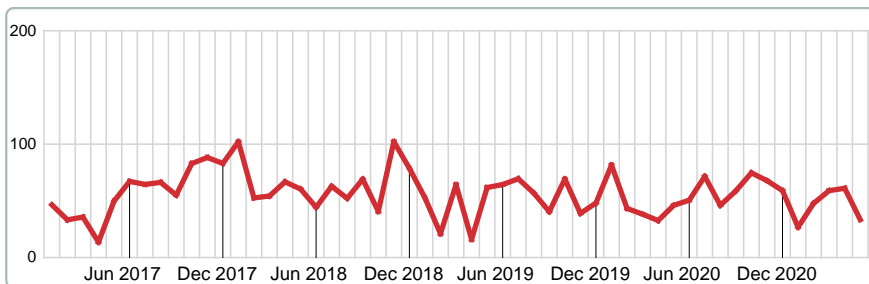
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

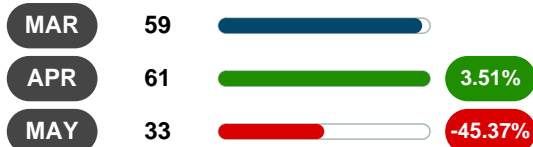


3 MONTHS

5 year MAY AVG = 50

High Nov 2018 102 Low Apr 2017 14

Average Days on Market to Sale this month at 33 below the 5 yr MAY 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
\$75,000 and less	9.09%	5	0	5	0	0
\$75,001 - \$100,000	9.09%	5	0	5	0	0
\$100,001 - \$150,000	9.09%	25	25	0	0	0
\$150,001 - \$175,000	27.27%	65	0	84	27	0
\$175,001 - \$225,000	18.18%	12	0	12	0	0
\$225,001 - \$250,000	9.09%	21	21	0	0	0
\$250,001 and up	18.18%	46	0	89	3	0
Average Closed DOM		33	23	42	15	0
Total Closed Units	100%	33	2	7	2	0
Total Closed Volume		2,616,200	372.00K	1.82M	424.00K	0.00B

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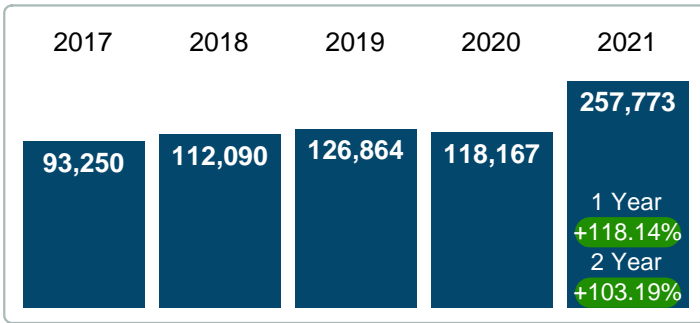
Area Delimited by County Of Sequoyah - Residential Property Type



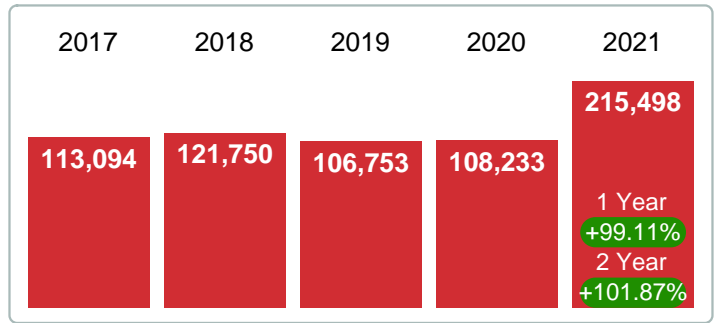
AVERAGE LIST PRICE AT CLOSING

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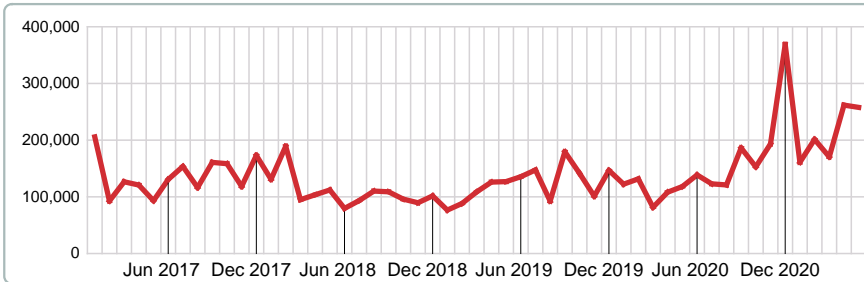
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

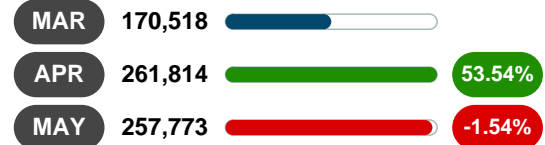


3 MONTHS

5 year MAY AVG = 141,629

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

Average List Price at Closing this month at **257,773**
above the 5 yr MAY average of **141,629**



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
\$75,000 and less	1	9.09%	59,900	0	59,900	0	0
\$75,001 - \$100,000	1	9.09%	85,000	0	85,000	0	0
\$100,001 - \$150,000	2	18.18%	137,500	130,000	0	0	0
\$150,001 - \$175,000	2	18.18%	167,450	0	173,650	145,000	0
\$175,001 - \$225,000	2	18.18%	186,100	0	179,900	0	0
\$225,001 - \$250,000	1	9.09%	249,500	249,500	0	0	0
\$250,001 and up	2	18.18%	729,500		01,200,000	259,000	0
Average List Price			257,773	189,750	293,143	202,000	0
Total Closed Units		100%	257,773	2	7	2	
Total Closed Volume			2,835,500	379.50K	2.05M	404.00K	0.00B

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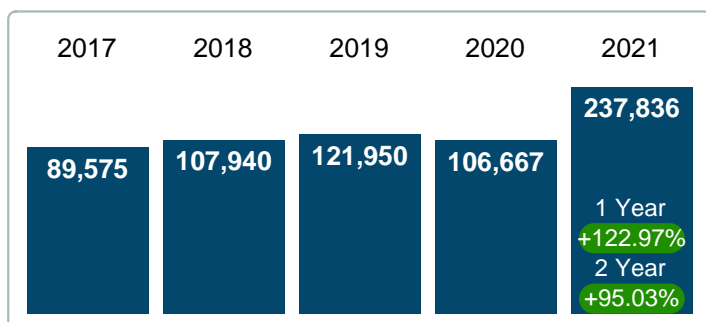
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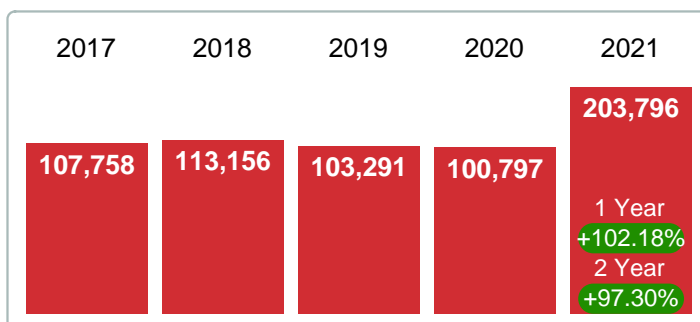
AVERAGE SOLD PRICE AT CLOSING

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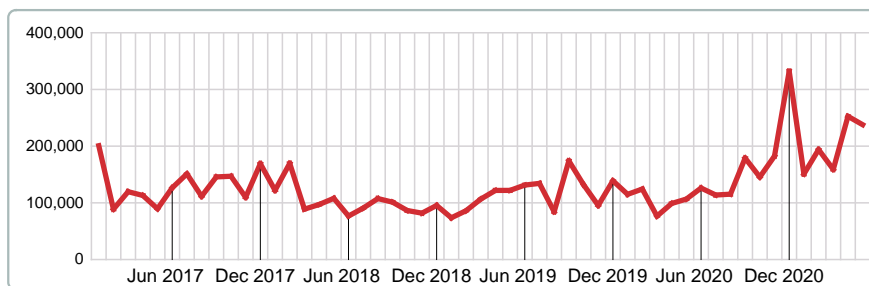
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

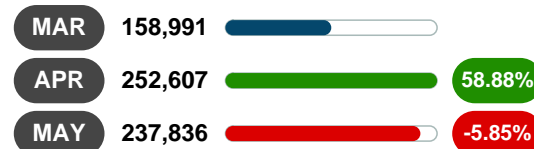


3 MONTHS

5 year MAY AVG = 132,794

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

Average Sold Price at Closing this month at **237,836** above the 5 yr MAY average of **132,794**



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
\$75,000 and less	9.09%	66,000	0	66,000	0	0
\$75,001 - \$100,000	9.09%	95,000	0	95,000	0	0
\$100,001 - \$150,000	9.09%	122,500	122,500	0	0	0
\$150,001 - \$175,000	27.27%	162,333	0	161,000	165,000	0
\$175,001 - \$225,000	18.18%	186,100	0	186,100	0	0
\$225,001 - \$250,000	9.09%	249,500	249,500	0	0	0
\$250,001 and up	18.18%	612,000	0	965,000	259,000	0
Average Sold Price		237,836	186,000	260,029	212,000	0
Total Closed Units	100%	237,836	2	7	2	0
Total Closed Volume		2,616,200	372.00K	1.82M	424.00K	0.00B

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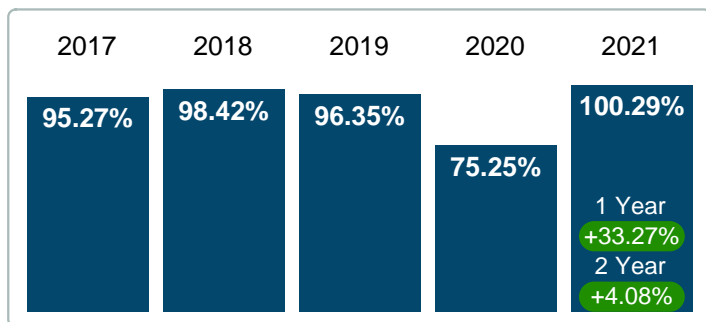
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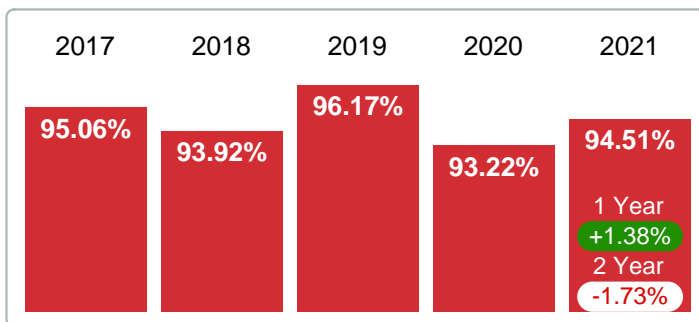
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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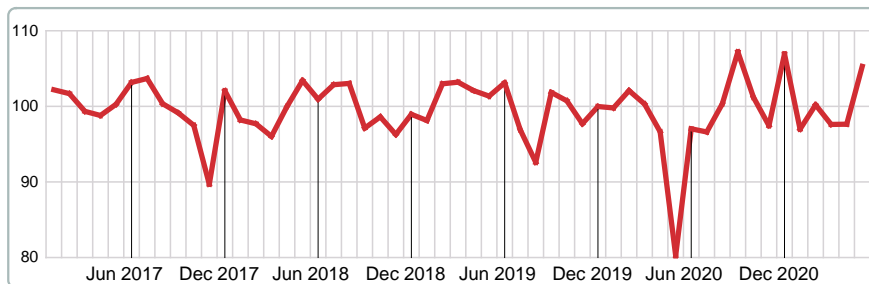
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

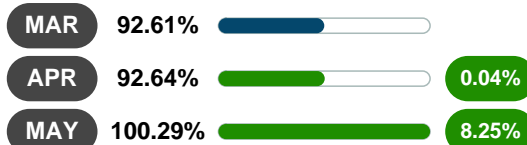


3 MONTHS

5 year MAY AVG = 93.12%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **100.29%** above the 5 yr MAY average of **93.12%**



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
\$75,000 and less	1	9.09%	110.18%	0.00%	110.18%	0.00%	0.00%
\$75,001 - \$100,000	1	9.09%	111.76%	0.00%	111.76%	0.00%	0.00%
\$100,001 - \$150,000	1	9.09%	94.23%	94.23%	0.00%	0.00%	0.00%
\$150,001 - \$175,000	3	27.27%	99.88%	0.00%	92.92%	113.79%	0.00%
\$175,001 - \$225,000	2	18.18%	103.47%	0.00%	103.47%	0.00%	0.00%
\$225,001 - \$250,000	1	9.09%	100.00%	100.00%	0.00%	0.00%	0.00%
\$250,001 and up	2	18.18%	90.21%	0.00%	80.42%	100.00%	0.00%
Average Sold/List Ratio		100.30%		97.12%	99.31%	106.90%	0.00%
Total Closed Units		11	100%	2	7	2	
Total Closed Volume		2,616,200		372.00K	1.82M	424.00K	0.00B

May 2021



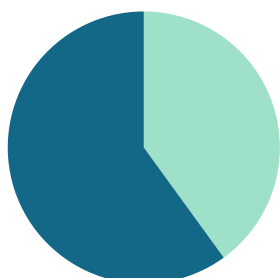
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

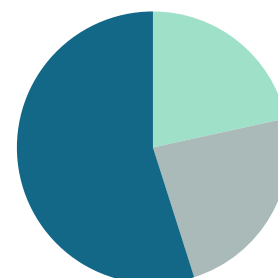


Inventory
 New Listings
16 = 40.00%
 Start Inventory
24
 Total Inventory Units
40
 Volume
\$7,709,594

Market Activity

Closed Sales
11 = 21.57%
 Pending Sales
12 = 23.53%
 Other Off Market
0 = 0.00%
 Active Inventory
28 = 54.90%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	3	11	266.67%	39	54	38.46%
Pending Sales	12	12	0.00%	45	69	53.33%
New Listings	21	16	-23.81%	112	74	-33.93%
Average List Price	118,167	257,773	118.14%	108,233	215,498	99.11%
Average Sale Price	106,667	237,836	122.97%	100,797	203,796	102.18%
Average Percent of Selling Price to List Price	75.25%	100.29%	33.27%	93.22%	94.51%	1.38%
Average Days on Market to Sale	46.00	33.36	-27.47%	43.13	47.07	9.15%
Monthly Inventory	72	28	-61.11%	72	28	-61.11%
Months Supply of Inventory	7.78	2.33	-70.02%	7.78	2.33	-70.02%

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

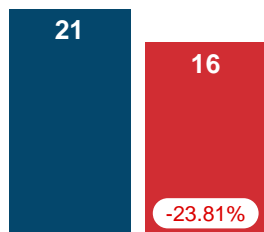
Inventory on May 31, 2021 = **28**

2020 **2021**

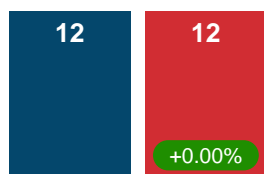
MAY MARKET

AVERAGE PRICES

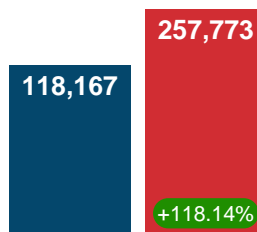
New Listings



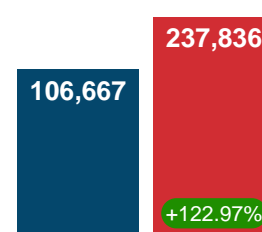
Pending Listings



List Price



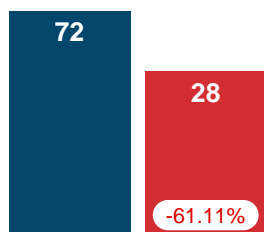
Sale Price



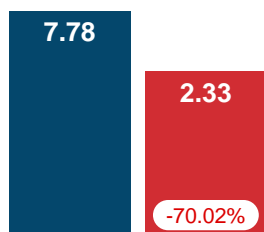
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

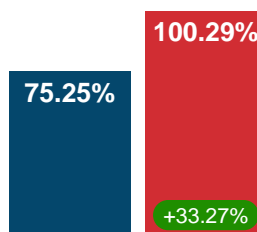
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

