

# May 2021



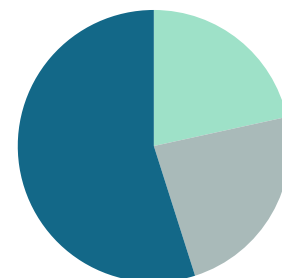
Area Delimited by County Of Sequoyah - Residential Property Type



## 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%
Median List Price	103,000	169,900	64.95%
Median Sale Price	90,000	165,000	83.33%
Median Percent of Selling Price to List Price	87.38%	100.00%	14.44%
Median Days on Market to Sale	46.00	21.00	-54.35%
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.

#### 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 **83.33%** in May 2021 to \$165,000 versus the previous year at \$90,000.

#### Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 25.00 days or **54.35%** in May 2021 compared to last year's same month at **46.00** DOM.

#### Sales Success for May 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 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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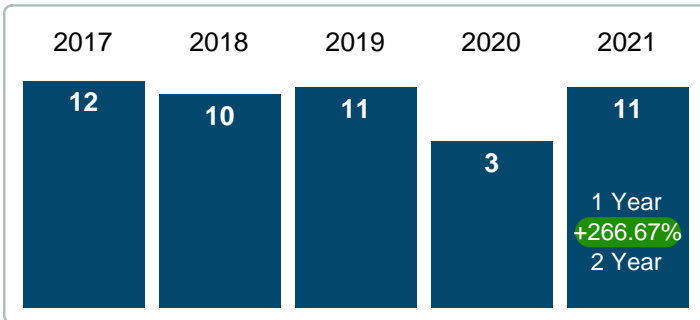
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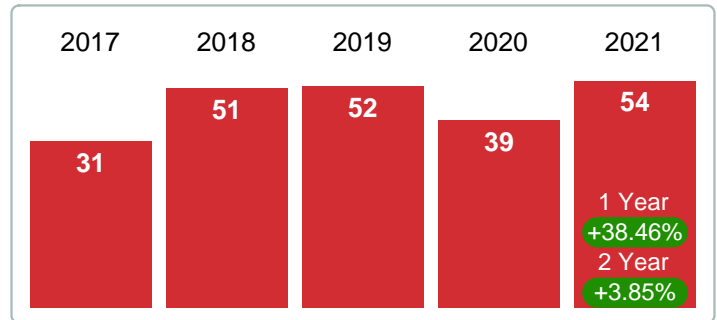
## CLOSED LISTINGS

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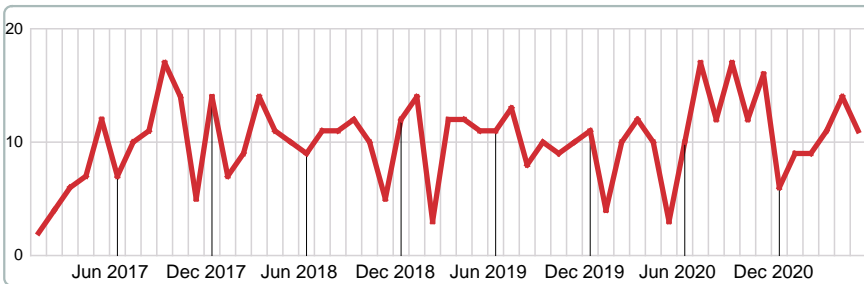
### MAY



### YEAR TO DATE (YTD)

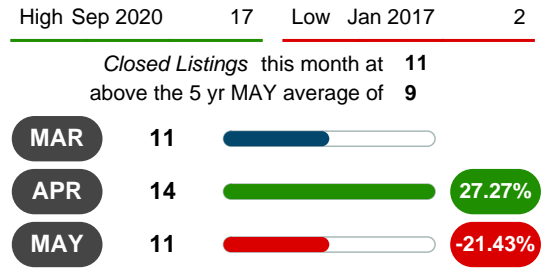


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 9



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	27.0	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
<b>Total Closed Units</b>	<b>11</b>			<b>2</b>	<b>7</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>2,616,200</b>	<b>100%</b>	<b>21.0</b>	<b>372.00K</b>	<b>1.82M</b>	<b>424.00K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$165,000</b>			<b>\$186,000</b>	<b>\$162,000</b>	<b>\$212,000</b>	<b>\$0</b>

# May 2021



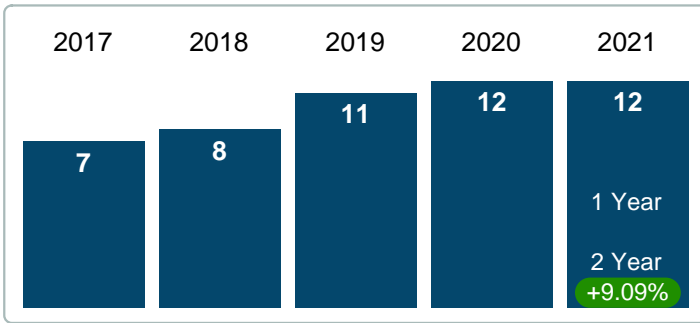
Area Delimited by County Of Sequoyah - Residential Property Type



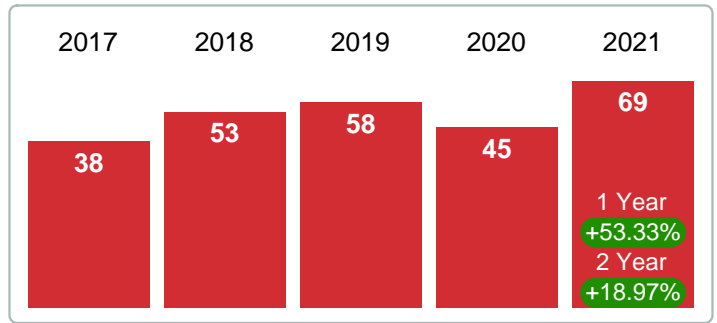
## PENDING LISTINGS

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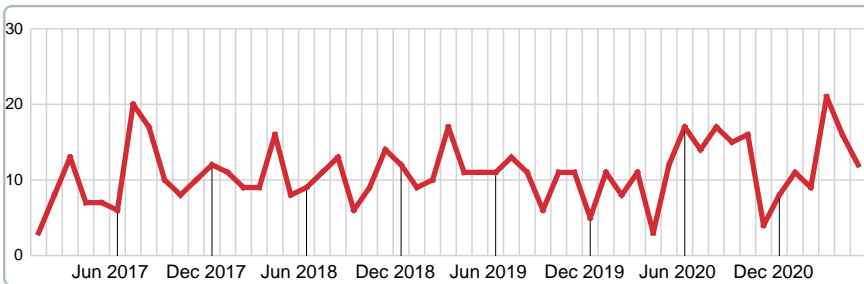
### MAY



### YEAR TO DATE (YTD)

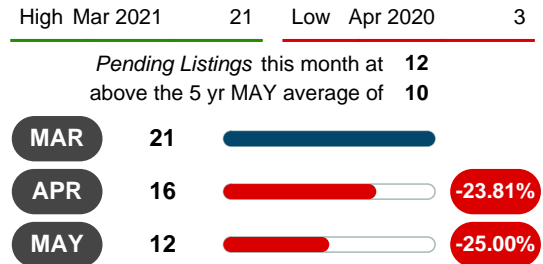


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 10



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	1	8.33%	2.0	0	1	0	0
\$60,001 - \$80,000	2	16.67%	3.0	0	2	0	0
\$80,001 - \$80,000	0	0.00%	3.0	0	0	0	0
\$80,001 - \$110,000	4	33.33%	122.5	2	2	0	0
\$110,001 - \$240,000	2	16.67%	95.0	1	0	1	0
\$240,001 - \$430,000	1	8.33%	113.0	1	0	0	0
\$430,001 and up	2	16.67%	2.0	0	2	0	0
<b>Total Pending Units</b>	<b>12</b>			<b>4</b>	<b>7</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>2,068,699</b>	<b>100%</b>	<b>21.5</b>	<b>552.00K</b>	<b>1.29M</b>	<b>225.00K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$99,450</b>			<b>\$109,500</b>	<b>\$89,900</b>	<b>\$225,000</b>	<b>\$0</b>

# May 2021



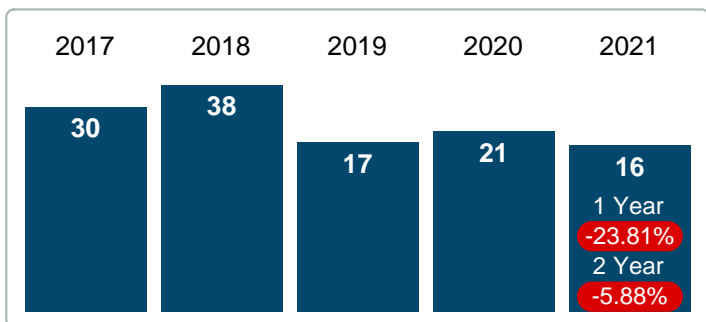
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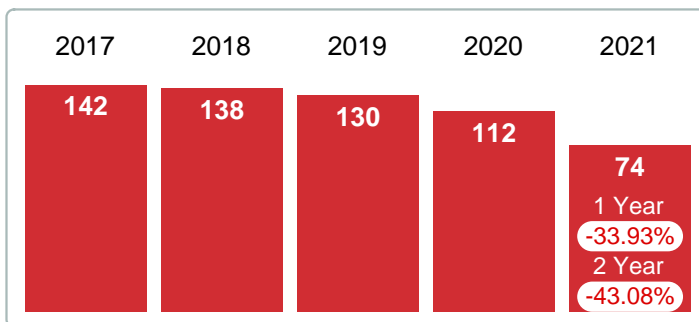
## NEW LISTINGS

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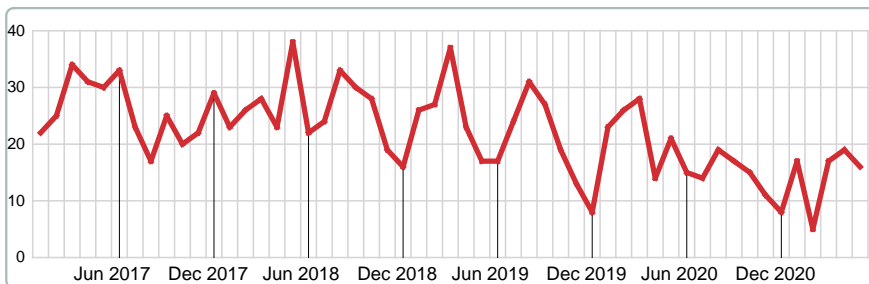
### MAY



### YEAR TO DATE (YTD)

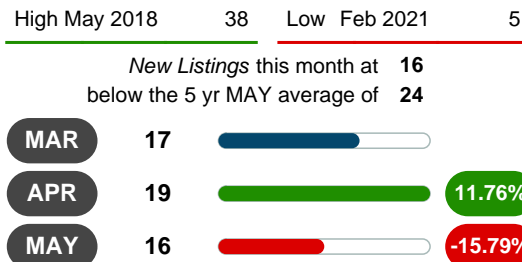


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 24



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	1	6.25%	0	1	0	0
\$60,001 - \$60,000	0	0.00%	0	0	0	0
\$60,001 - \$110,000	5	31.25%	0	5	0	0
\$110,001 - \$220,000	4	25.00%	1	3	0	0
\$220,001 - \$430,000	2	12.50%	0	2	0	0
\$430,001 - \$540,000	2	12.50%	0	2	0	0
\$540,001 and up	2	12.50%	0	0	1	1
<b>Total New Listed Units</b>	<b>16</b>		<b>1</b>	<b>13</b>	<b>1</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>3,695,099</b>	<b>100%</b>	<b>112.50K</b>	<b>2.22M</b>	<b>549.00K</b>	<b>810.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$125,000</b>		<b>\$112,500</b>	<b>\$115,000</b>	<b>\$549,000</b>	<b>\$810,000</b>

# May 2021



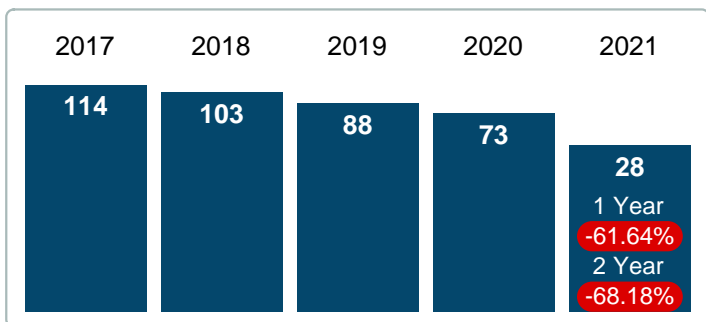
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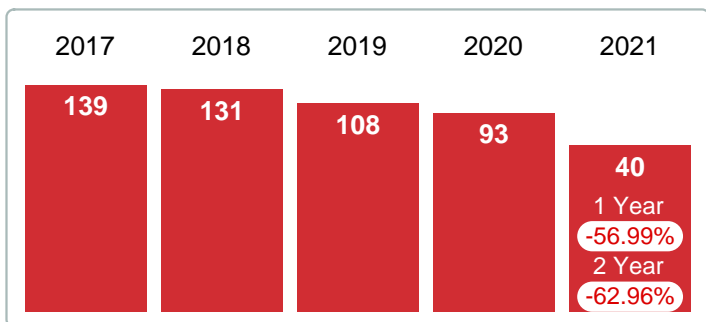
## ACTIVE INVENTORY

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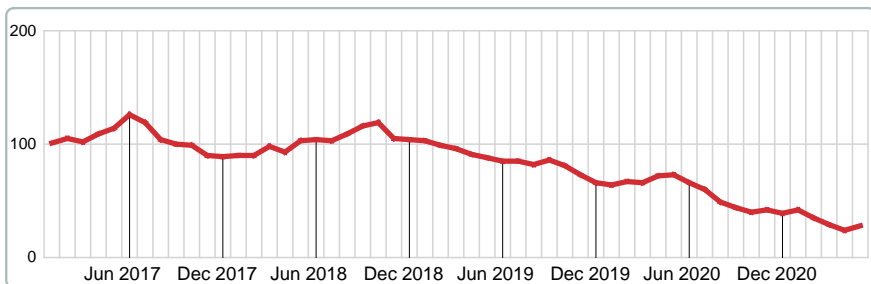
### END OF MAY



### ACTIVE DURING MAY

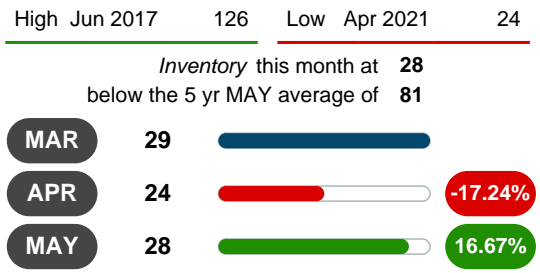


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 81



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	10.71%	77.0	1	1	1	0
\$30,001 - \$70,000	3	10.71%	18.0	0	3	0	0
\$70,001 - \$90,000	4	14.29%	46.5	0	4	0	0
\$90,001 - \$160,000	7	25.00%	41.0	1	5	1	0
\$160,001 - \$240,000	4	14.29%	48.0	0	3	1	0
\$240,001 - \$540,000	4	14.29%	52.0	1	3	0	0
\$540,001 and up	3	10.71%	18.0	0	0	1	2
<b>Total Active Inventory by Units</b>	<b>28</b>			<b>3</b>	<b>19</b>	<b>4</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>5,640,895</b>	<b>100%</b>	<b>49.5</b>	<b>376.50K</b>	<b>2.65M</b>	<b>901.90K</b>	<b>1.71M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$125,000</b>			<b>\$112,500</b>	<b>\$115,000</b>	<b>\$161,450</b>	<b>\$854,500</b>

# May 2021



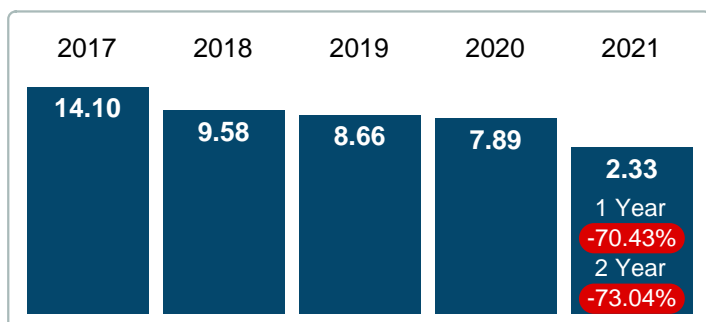
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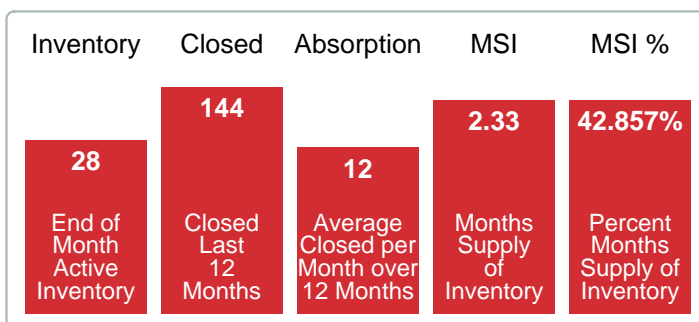
## MONTHS SUPPLY of INVENTORY (MSI)

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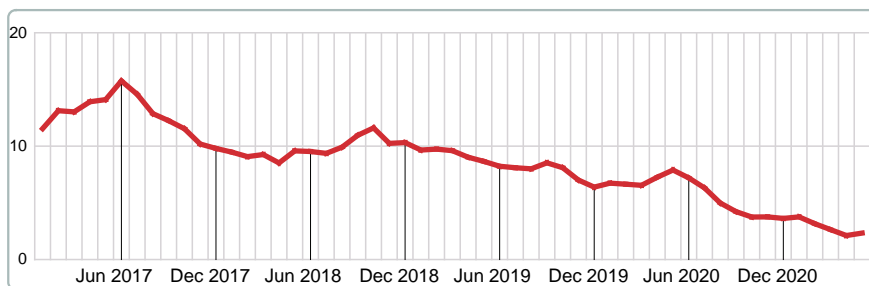
### MSI FOR MAY



### INDICATORS FOR MAY 2021

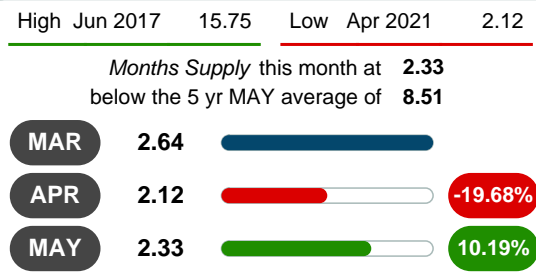


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# May 2021



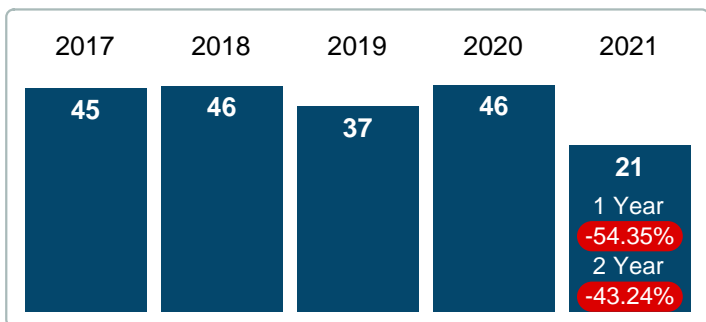
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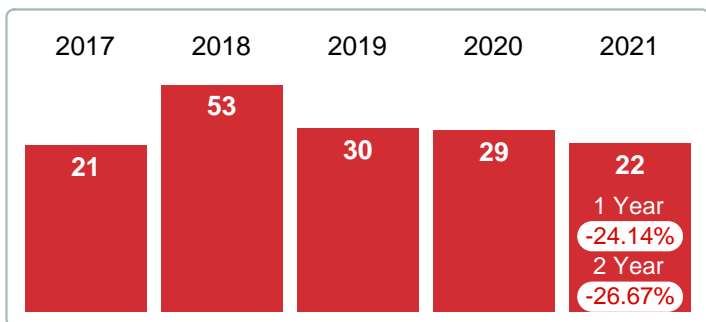
## MEDIAN DAYS ON MARKET TO SALE

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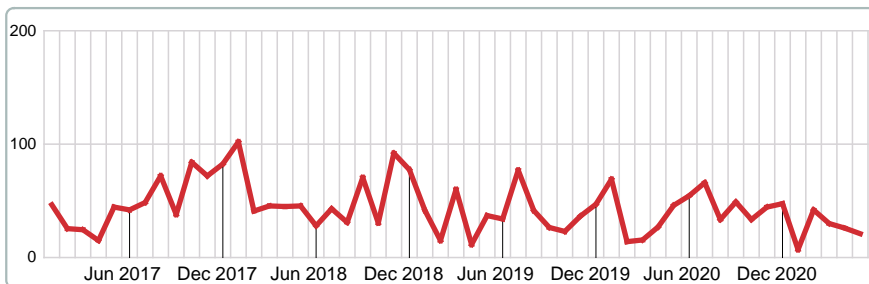
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

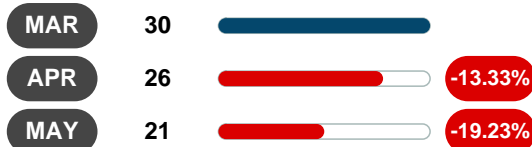


### 3 MONTHS

5 year MAY AVG = 39

High Jan 2018 102 Low Jan 2021 7

Median Days on Market to Sale this month at 21 below the 5 yr MAY average of 39



### 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
\$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%	27	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
Median Closed DOM		21	23	5	15	0
Total Closed Units	100%	21.0	2	7	2	
Total Closed Volume		2,616,200	372.00K	1.82M	424.00K	0.00B



# May 2021



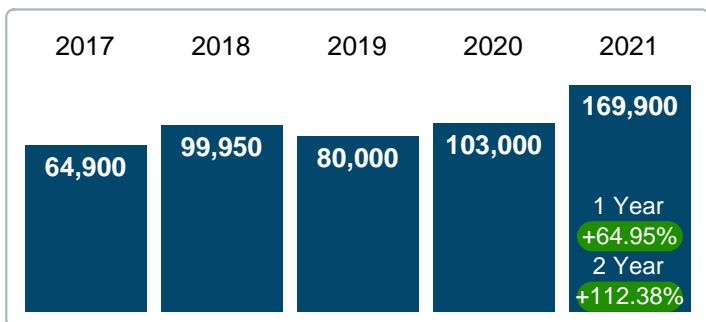
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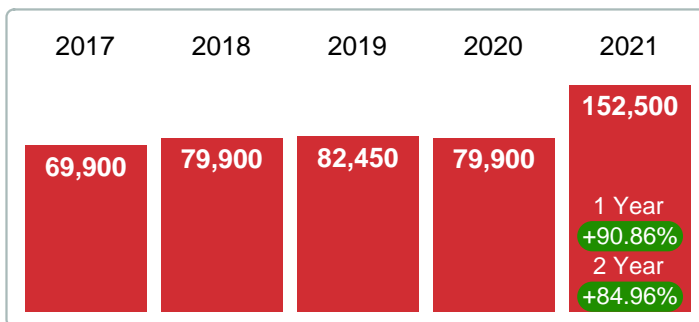
## MEDIAN LIST PRICE AT CLOSING

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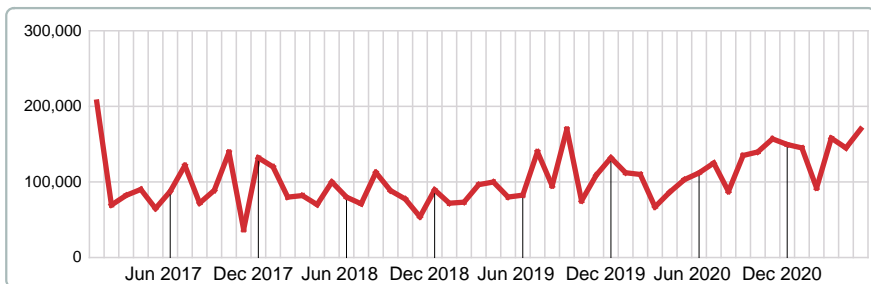
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 103,550

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

Median List Price at Closing this month at **169,900**  
above the 5 yr MAY average of **103,550**

MAR	157,900	<div style="width: 80%;"></div>
APR	145,000	<div style="width: 60%;"></div> -8.17%
MAY	169,900	<div style="width: 100%;"></div> 17.17%

### 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
\$75,000 and less	9.09%	59,900	0	59,900	0	0
\$75,001 - \$100,000	9.09%	85,000	0	85,000	0	0
\$100,001 - \$150,000	18.18%	137,500	130,000	0	145,000	0
\$150,001 - \$175,000	18.18%	167,450	0	167,450	0	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%	729,500	0	0	0	0
<b>Median List Price</b>		<b>169,900</b>	<b>189,750</b>	<b>169,900</b>	<b>202,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>169,900</b>	<b>2</b>	<b>7</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,835,500</b>	<b>379.50K</b>	<b>2.05M</b>	<b>404.00K</b>	<b>0.00B</b>



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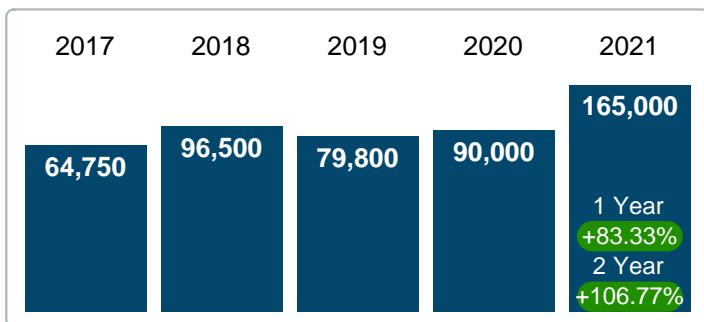
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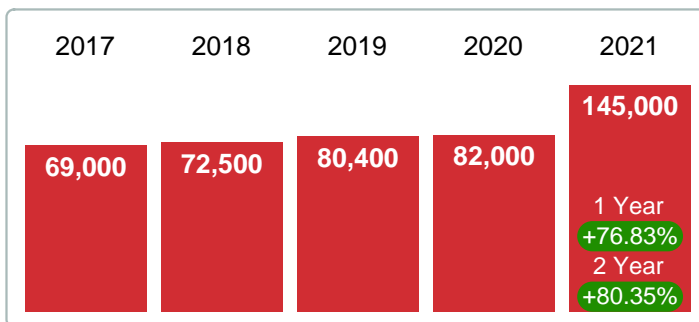
## MEDIAN SOLD PRICE AT CLOSING

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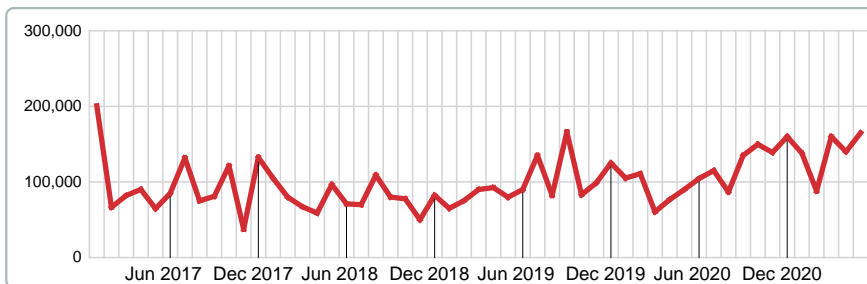
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

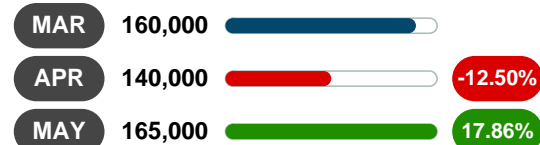


### 3 MONTHS

5 year MAY AVG = 99,210

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

Median Sold Price at Closing this month at **165,000** above the 5 yr MAY average of **99,210**



### 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
\$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%	162,000	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
<b>Median Sold Price</b>		<b>165,000</b>	<b>186,000</b>	<b>162,000</b>	<b>212,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>165,000</b>	<b>2</b>	<b>7</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,616,200</b>	<b>372.00K</b>	<b>1.82M</b>	<b>424.00K</b>	<b>0.00B</b>

# May 2021



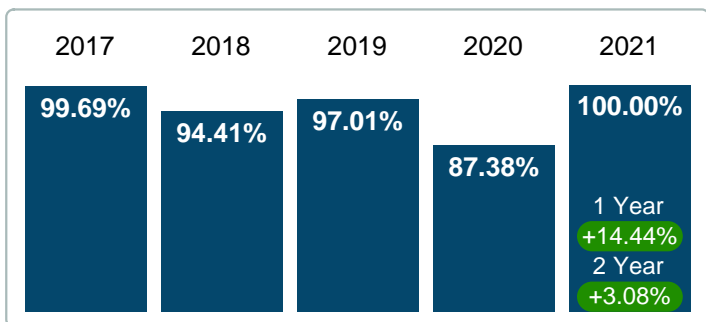
Area Delimited by County Of Sequoyah - Residential Property Type



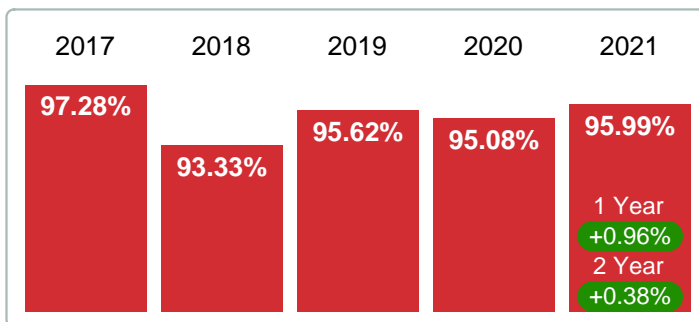
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

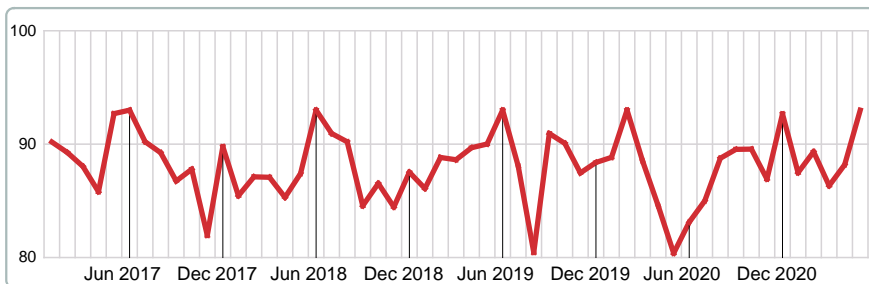
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

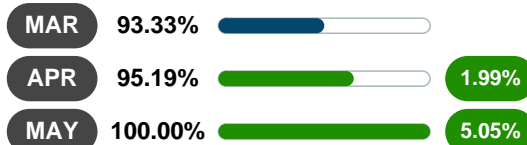


### 3 MONTHS

5 year MAY AVG = 95.70%

High May 2021 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr MAY average of **95.70%**



## 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
\$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%	96.97%	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%
Median Sold/List Ratio		100.00%		97.12%	103.05%	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



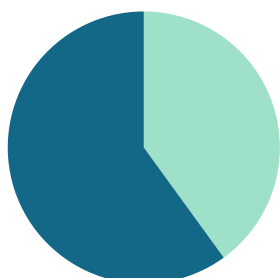
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

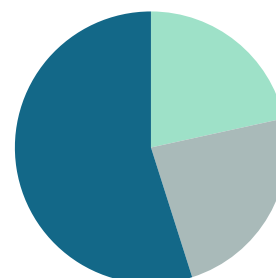


**Inventory**  
 New Listings  
**16 = 40.00%**  
 Start Inventory  
**24**  
 Total Inventory Units  
**40**  
 Volume  
**\$7,709,594**

### 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%
Median List Price	103,000	169,900	64.95%	79,900	152,500	90.86%
Median Sale Price	90,000	165,000	83.33%	82,000	145,000	76.83%
Median Percent of Selling Price to List Price	87.38%	100.00%	14.44%	95.08%	95.99%	0.96%
Median Days on Market to Sale	46.00	21.00	-54.35%	29.00	22.00	-24.14%
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

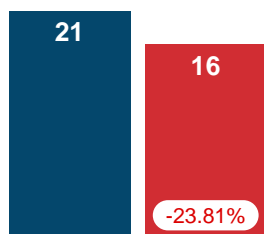
**Inventory** on May 31, 2021 = **28**

**2020** **2021**

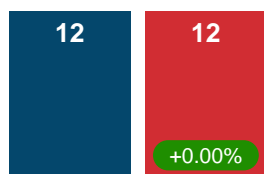
### MAY MARKET

### MEDIAN PRICES

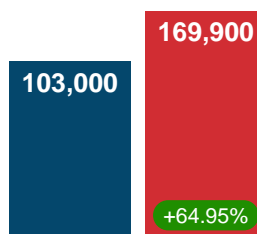
#### New Listings



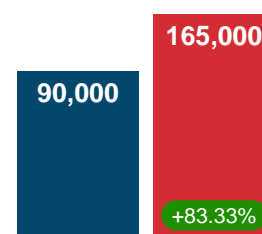
#### Pending Listings



#### List Price



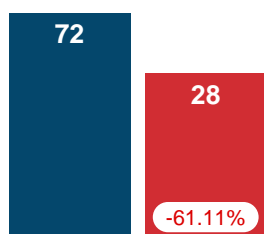
#### Sale Price



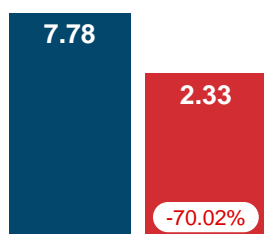
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

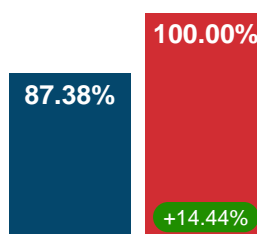
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

