

October 2021



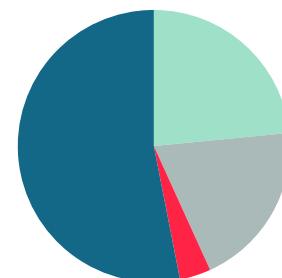
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2020 | October 2021 | +/-% |
|--|---------|--------------|---------|
| Closed Listings | 12 | 19 | 58.33% |
| Pending Listings | 16 | 16 | 0.00% |
| New Listings | 15 | 19 | 26.67% |
| Average List Price | 152,942 | 221,611 | 44.90% |
| Average Sale Price | 145,542 | 216,168 | 48.53% |
| Average Percent of Selling Price to List Price | 96.21% | 97.35% | 1.19% |
| Average Days on Market to Sale | 74.67 | 23.68 | -68.28% |
| End of Month Inventory | 39 | 43 | 10.26% |
| Months Supply of Inventory | 3.66 | 3.42 | -6.54% |



■ Closed (23.46%)
■ Pending (19.75%)
■ Other OffMarket (3.70%)
■ Active (53.09%)

Absorption: Last 12 months, an Average of **13** Sales/Month
Active Inventory as of October 31, 2021 = **43**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2021 rose **10.26%** to 43 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 **3.42** 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 **48.53%** in October 2021 to \$216,168 versus the previous year at \$145,542.

Average Days on Market Shortens

The average number of **23.68** days that homes spent on the market before selling decreased by 50.98 days or **68.28%** in October 2021 compared to last year's same month at **74.67** DOM.

Sales Success for October 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 19 New Listings in October 2021, up **26.67%** from last year at 15. Furthermore, there were 19 Closed Listings this month versus last year at 12, a **58.33%** increase.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, October 2020, at **80.0%**, a **25.00%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

| | |
|---|-----------|
| Closed Listings | 2 |
| Pending Listings | 3 |
| New Listings | 4 |
| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Average Days on Market to Sale | 7 |
| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
| Average Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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

October 2021



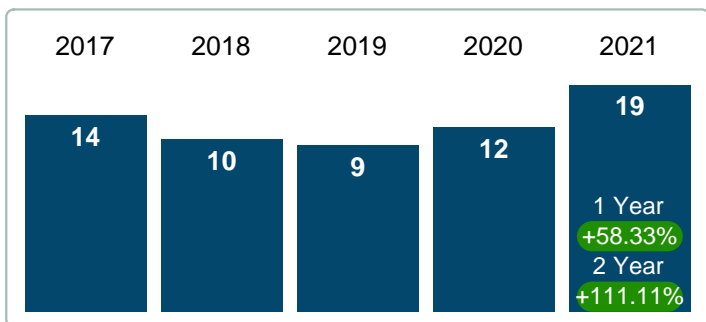
Area Delimited by County Of Sequoyah - Residential Property Type



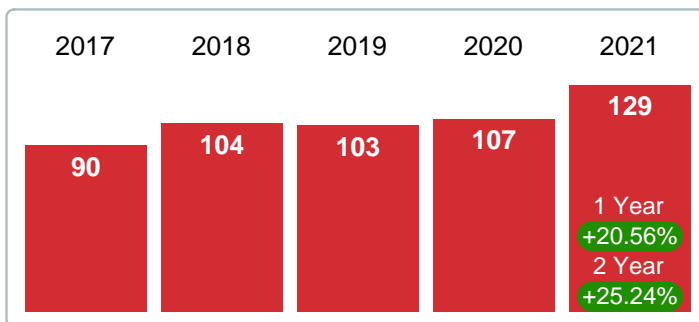
CLOSED LISTINGS

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

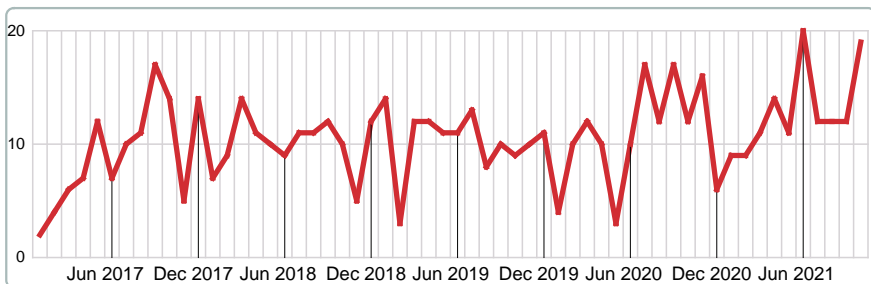
OCTOBER



YEAR TO DATE (YTD)

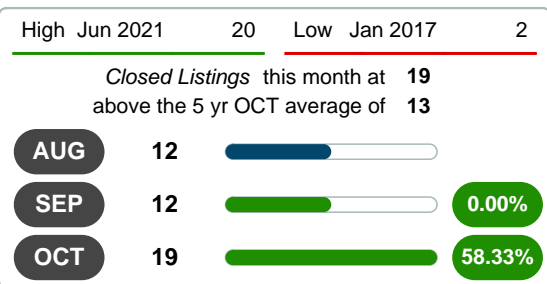


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 13



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 | 2 | 10.53% | 5.5 | 1 | 1 | 0 | 0 |
| \$75,001 - \$125,000 | 3 | 15.79% | 25.3 | 0 | 3 | 0 | 0 |
| \$125,001 - \$150,000 | 2 | 10.53% | 33.0 | 0 | 2 | 0 | 0 |
| \$150,001 - \$200,000 | 2 | 10.53% | 3.0 | 0 | 1 | 1 | 0 |
| \$200,001 - \$225,000 | 4 | 21.05% | 50.3 | 1 | 2 | 0 | 1 |
| \$225,001 - \$550,000 | 4 | 21.05% | 14.0 | 0 | 1 | 3 | 0 |
| \$550,001 and up | 2 | 10.53% | 17.0 | 0 | 0 | 2 | 0 |
| Total Closed Units | 19 | | | 2 | 10 | 6 | 1 |
| Total Closed Volume | 4,107,200 | 100% | 23.7 | 235.00K | 1.51M | 2.14M | 217.50K |
| Average Closed Price | \$216,168 | | | \$117,500 | \$151,270 | \$357,000 | \$217,500 |

October 2021



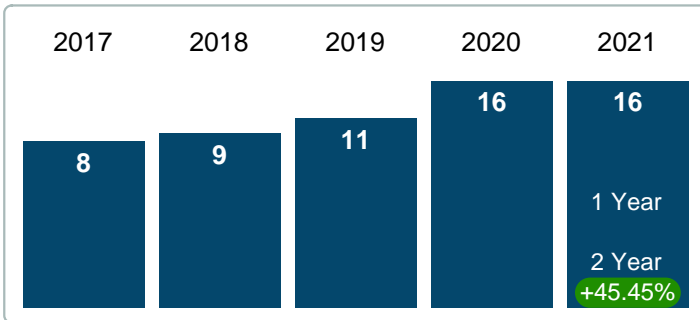
Area Delimited by County Of Sequoyah - Residential Property Type



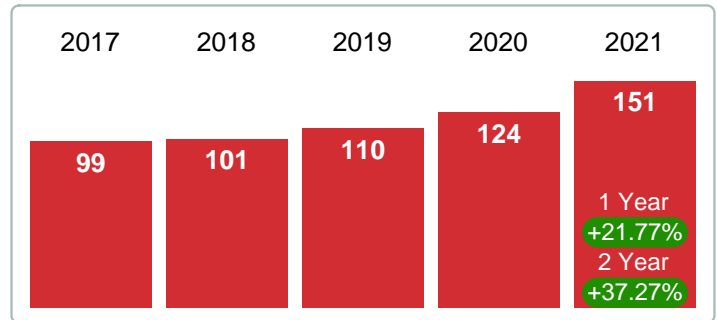
PENDING LISTINGS

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

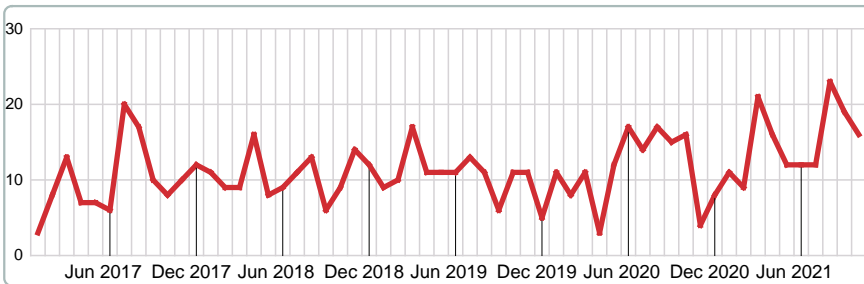
OCTOBER



YEAR TO DATE (YTD)

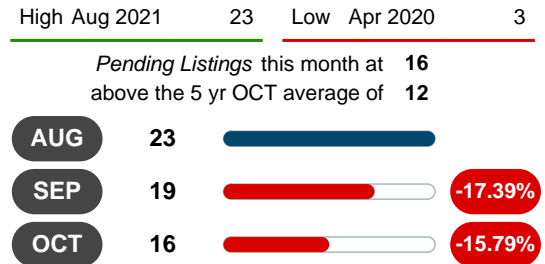


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 12



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 | 6.25% | 5.0 | 1 | 0 | 0 | 0 |
| \$50,001 - \$50,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$125,000 | 5 | 31.25% | 32.4 | 1 | 3 | 1 | 0 |
| \$125,001 - \$175,000 | 2 | 12.50% | 15.5 | 1 | 0 | 1 | 0 |
| \$175,001 - \$475,000 | 4 | 25.00% | 19.3 | 0 | 4 | 0 | 0 |
| \$475,001 - \$625,000 | 3 | 18.75% | 60.0 | 0 | 3 | 0 | 0 |
| \$625,001 and up | 1 | 6.25% | 64.0 | 0 | 0 | 1 | 0 |
| Total Pending Units | 16 | | | 3 | 10 | 3 | 0 |
| Total Pending Volume | 3,833,750 | 100% | 32.4 | 252.50K | 2.69M | 893.90K | 0.00B |
| Average Listing Price | \$239,609 | | | \$84,167 | \$268,735 | \$297,967 | \$0 |

October 2021



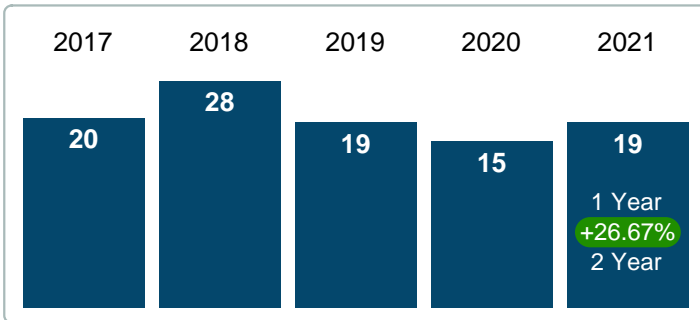
Area Delimited by County Of Sequoyah - Residential Property Type



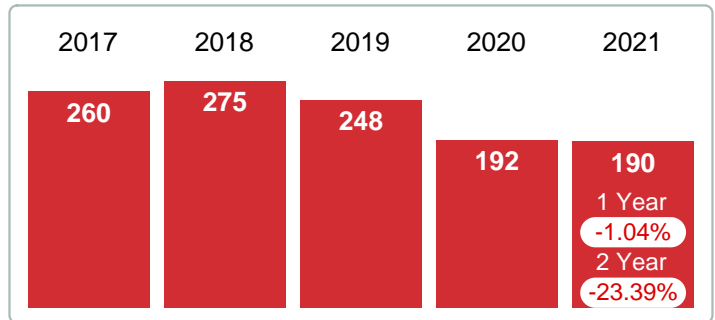
NEW LISTINGS

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

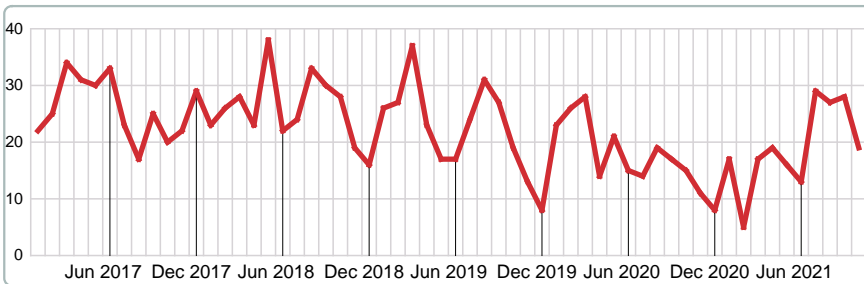
OCTOBER



YEAR TO DATE (YTD)

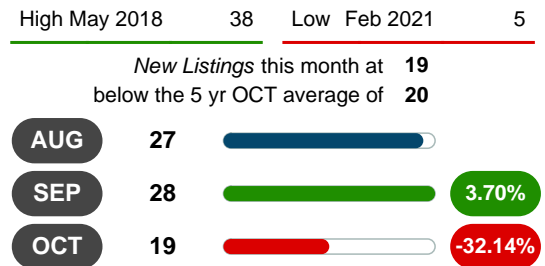


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 20



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|------------------|------------------|------------------|--------------|
| \$25,000 and less | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 4 | 21.05% | 3 | 1 | 0 | 0 |
| \$75,001 - \$175,000 | 3 | 15.79% | 1 | 2 | 0 | 0 |
| \$175,001 - \$200,000 | 5 | 26.32% | 0 | 5 | 0 | 0 |
| \$200,001 - \$275,000 | 2 | 10.53% | 0 | 1 | 1 | 0 |
| \$275,001 - \$575,000 | 3 | 15.79% | 1 | 1 | 1 | 0 |
| \$575,001 and up | 2 | 10.53% | 1 | 1 | 0 | 0 |
| Total New Listed Units | 19 | | 6 | 11 | 2 | 0 |
| Total New Listed Volume | 4,357,750 | 100% | 1.35M | 2.50M | 513.00K | 0.00B |
| Average New Listed Listing Price | \$193,422 | | \$224,317 | \$227,168 | \$256,500 | \$0 |

October 2021



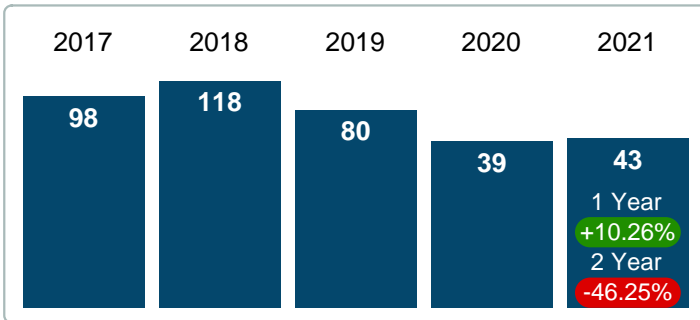
Area Delimited by County Of Sequoyah - Residential Property Type



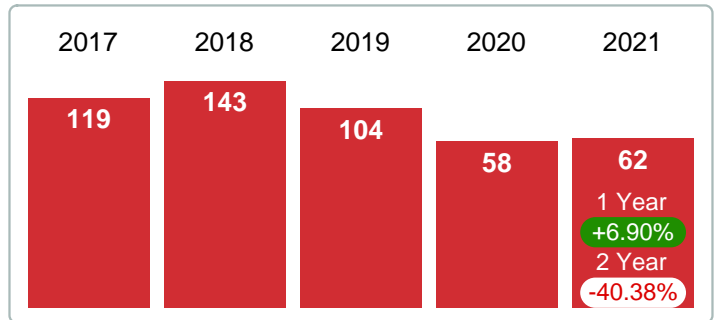
ACTIVE INVENTORY

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

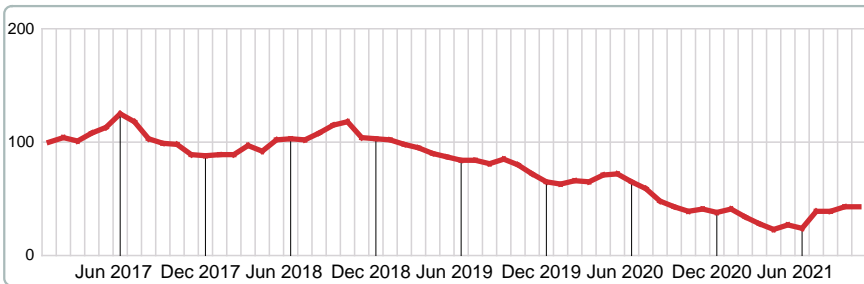
END OF OCTOBER



ACTIVE DURING OCTOBER

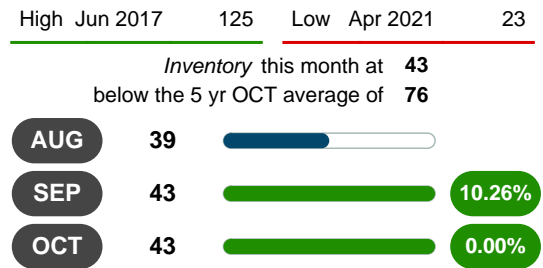


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 76



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 3 | 6.98% | 54.0 | 3 | 0 | 0 | 0 |
| \$50,001 - \$75,000 | 4 | 9.30% | 86.8 | 2 | 2 | 0 | 0 |
| \$75,001 - \$100,000 | 6 | 13.95% | 91.2 | 0 | 6 | 0 | 0 |
| \$100,001 - \$225,000 | 13 | 30.23% | 76.1 | 3 | 7 | 3 | 0 |
| \$225,001 - \$375,000 | 7 | 16.28% | 45.9 | 1 | 4 | 2 | 0 |
| \$375,001 - \$575,000 | 5 | 11.63% | 69.2 | 1 | 3 | 1 | 0 |
| \$575,001 and up | 5 | 11.63% | 63.6 | 3 | 1 | 0 | 1 |
| Total Active Inventory by Units | 43 | | | 13 | 23 | 6 | 1 |
| Total Active Inventory by Volume | 13,945,500 | 100% | 70.5 | 6.33M | 5.02M | 1.78M | 810.00K |
| Average Active Inventory Listing Price | \$324,314 | | | \$487,138 | \$218,170 | \$297,467 | \$810,000 |

October 2021



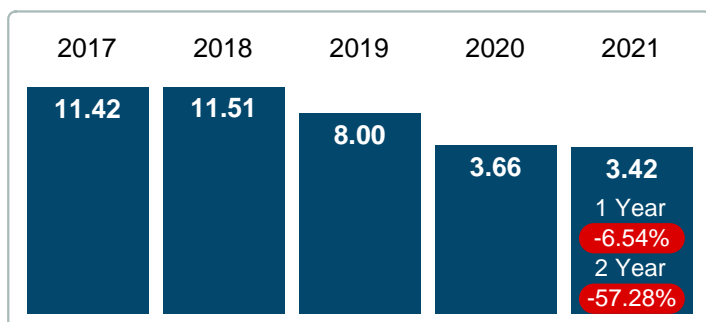
Area Delimited by County Of Sequoyah - Residential Property Type



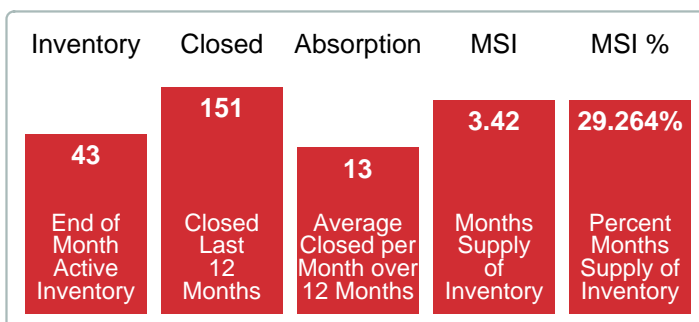
MONTHS SUPPLY of INVENTORY (MSI)

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

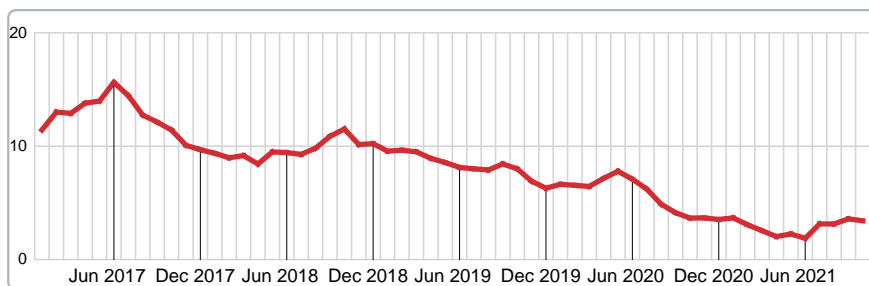
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 7.60

High Jun 2017 15.63 Low Jun 2021 1.87

Months Supply this month at **3.42**
below the 5 yr OCT average of **7.60**



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 | 3 | 6.98% | 2.12 | 4.50 | 0.00 | 0.00 | 0.00 |
| \$50,001 - \$75,000 | 4 | 9.30% | 3.20 | 8.00 | 2.18 | 0.00 | 0.00 |
| \$75,001 - \$100,000 | 6 | 13.95% | 3.27 | 0.00 | 5.14 | 0.00 | 0.00 |
| \$100,001 - \$225,000 | 13 | 30.23% | 3.00 | 6.00 | 2.63 | 3.00 | 0.00 |
| \$225,001 - \$375,000 | 7 | 16.28% | 3.00 | 3.00 | 2.82 | 4.00 | 0.00 |
| \$375,001 - \$575,000 | 5 | 11.63% | 6.67 | 0.00 | 9.00 | 4.00 | 0.00 |
| \$575,001 and up | 5 | 11.63% | 7.50 | 36.00 | 12.00 | 0.00 | 6.00 |
| Market Supply of Inventory (MSI) | | | 3.42 | 5.78 | 3.25 | 2.25 | 1.71 |
| Total Active Inventory by Units | | 100% | 3.42 | 13 | 23 | 6 | 1 |

October 2021



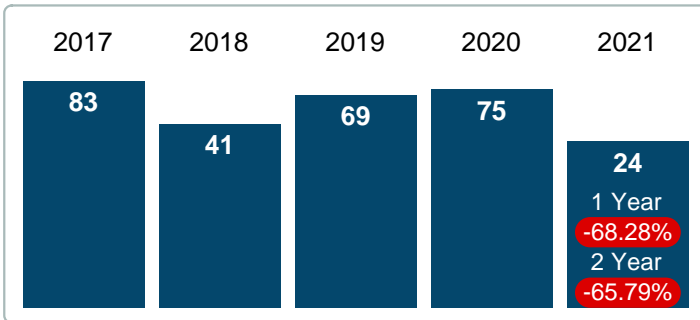
Area Delimited by County Of Sequoyah - Residential Property Type



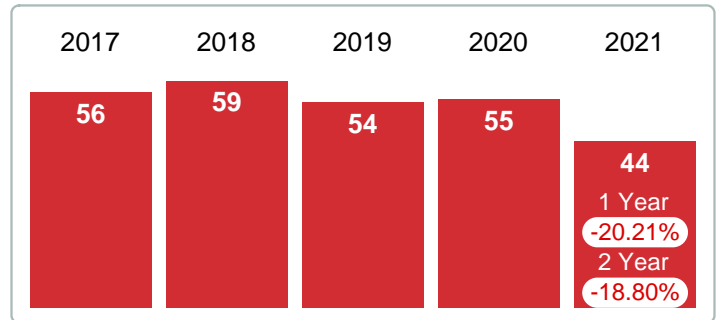
AVERAGE DAYS ON MARKET TO SALE

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

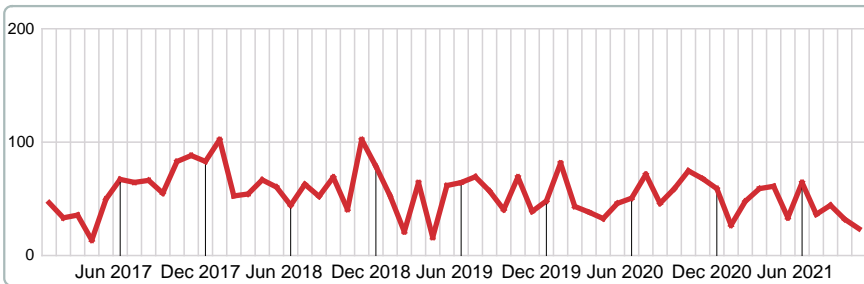
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

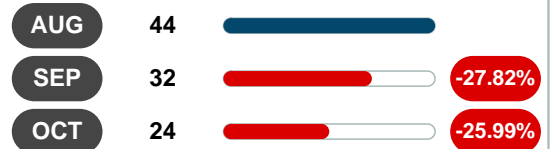


3 MONTHS

5 year OCT AVG = 58

High Nov 2018 102 Low Apr 2017 14

Average Days on Market to Sale this month at 24 below the 5 yr OCT average of 58



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 | 10.53% | 6 | 8 | 3 | 0 | 0 |
| \$75,001 - \$125,000 | 15.79% | 25 | 0 | 25 | 0 | 0 |
| \$125,001 - \$150,000 | 10.53% | 33 | 0 | 33 | 0 | 0 |
| \$150,001 - \$200,000 | 10.53% | 3 | 0 | 3 | 3 | 0 |
| \$200,001 - \$225,000 | 21.05% | 50 | 3 | 85 | 0 | 29 |
| \$225,001 - \$550,000 | 21.05% | 14 | 0 | 15 | 14 | 0 |
| \$550,001 and up | 10.53% | 17 | 0 | 0 | 17 | 0 |
| Average Closed DOM | | 24 | 6 | 33 | 13 | 29 |
| Total Closed Units | 100% | 24 | 2 | 10 | 6 | 1 |
| Total Closed Volume | | 4,107,200 | 235.00K | 1.51M | 2.14M | 217.50K |

October 2021



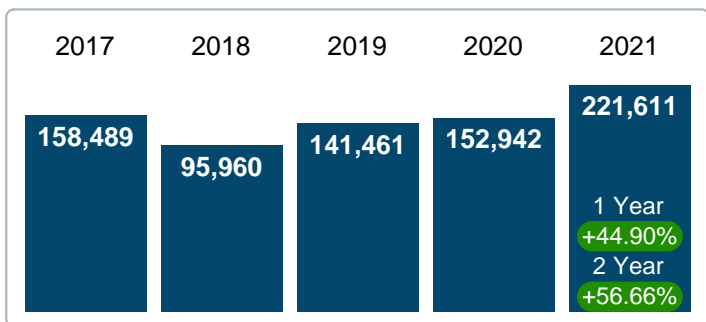
Area Delimited by County Of Sequoyah - Residential Property Type



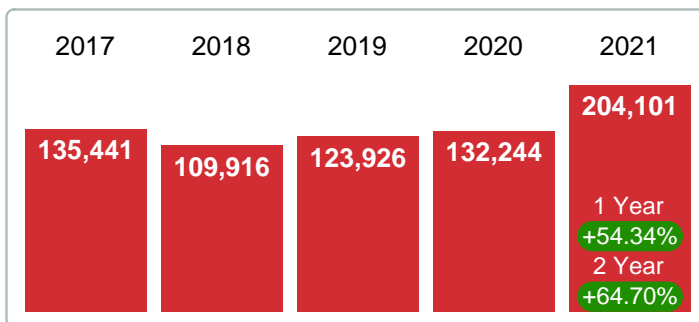
AVERAGE LIST PRICE AT CLOSING

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

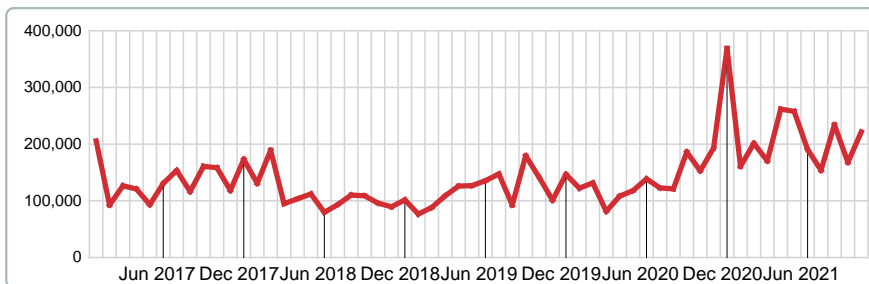
OCTOBER



YEAR TO DATE (YTD)

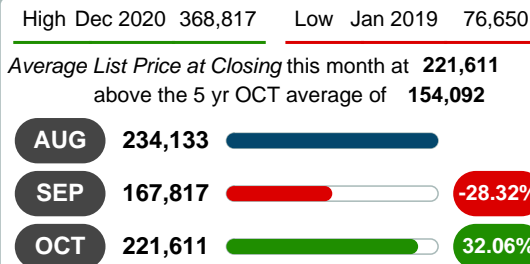


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 154,092



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 2 | 10.53% | 52,500 | 30,000 | 75,000 | 0 | 0 |
| \$75,001 - \$125,000 2 | 10.53% | 117,900 | 0 | 121,933 | 0 | 0 |
| \$125,001 - \$150,000 3 | 15.79% | 133,300 | 0 | 134,950 | 0 | 0 |
| \$150,001 - \$200,000 2 | 10.53% | 160,000 | 0 | 160,000 | 160,000 | 0 |
| \$200,001 - \$225,000 3 | 15.79% | 214,667 | 210,000 | 227,000 | 0 | 219,000 |
| \$225,001 - \$550,000 5 | 26.32% | 249,580 | 0 | 230,000 | 259,633 | 0 |
| \$550,001 and up 2 | 10.53% | 629,000 | 0 | 0 | 629,000 | 0 |
| Average List Price | | 221,611 | 120,000 | 155,470 | 366,150 | 219,000 |
| Total Closed Units | | 19 | 2 | 10 | 6 | 1 |
| Total Closed Volume | | 4,210,600 | 240.00K | 1.55M | 2.20M | 219.00K |

October 2021



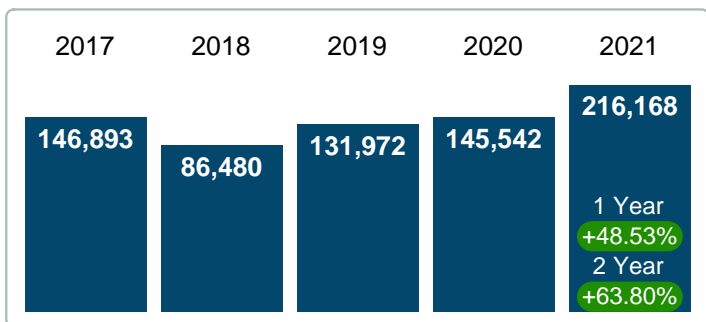
Area Delimited by County Of Sequoyah - Residential Property Type



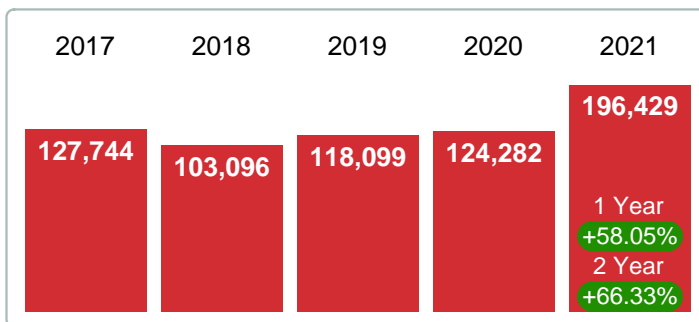
AVERAGE SOLD PRICE AT CLOSING

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

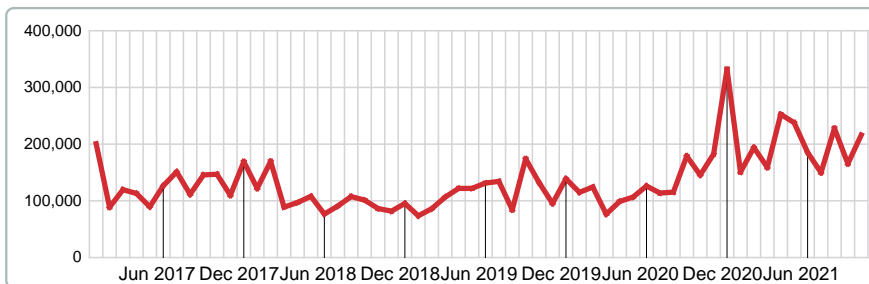
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

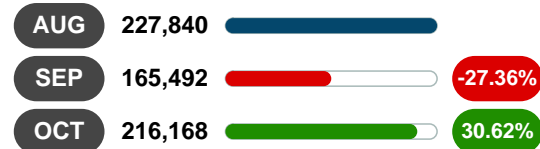


3 MONTHS

5 year OCT AVG = 145,411

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

Average Sold Price at Closing this month at **216,168** above the 5 yr OCT average of **145,411**



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 | 10.53% | 50,000 | 25,000 | 75,000 | 0 | 0 |
| \$75,001 - \$125,000 | 15.79% | 117,300 | 0 | 117,300 | 0 | 0 |
| \$125,001 - \$150,000 | 10.53% | 132,950 | 0 | 132,950 | 0 | 0 |
| \$150,001 - \$200,000 | 10.53% | 160,000 | 0 | 160,000 | 160,000 | 0 |
| \$200,001 - \$225,000 | 21.05% | 214,875 | 210,000 | 216,000 | 0 | 217,500 |
| \$225,001 - \$550,000 | 21.05% | 248,225 | 0 | 227,900 | 255,000 | 0 |
| \$550,001 and up | 10.53% | 608,500 | 0 | 0 | 608,500 | 0 |
| Average Sold Price | | 216,168 | 117,500 | 151,270 | 357,000 | 217,500 |
| Total Closed Units | 100% | 216,168 | 2 | 10 | 6 | 1 |
| Total Closed Volume | | 4,107,200 | 235.00K | 1.51M | 2.14M | 217.50K |

October 2021



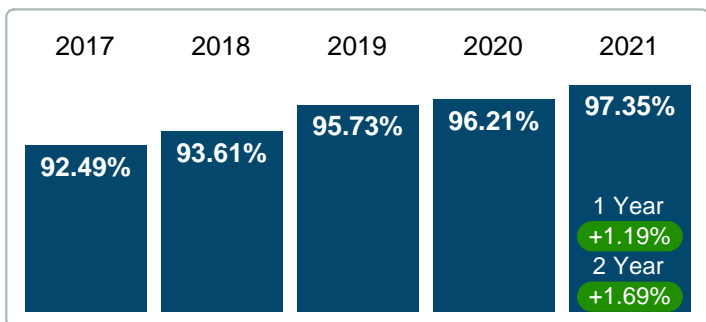
Area Delimited by County Of Sequoyah - Residential Property Type



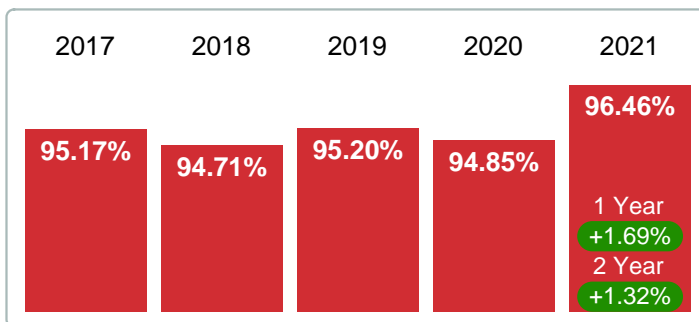
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

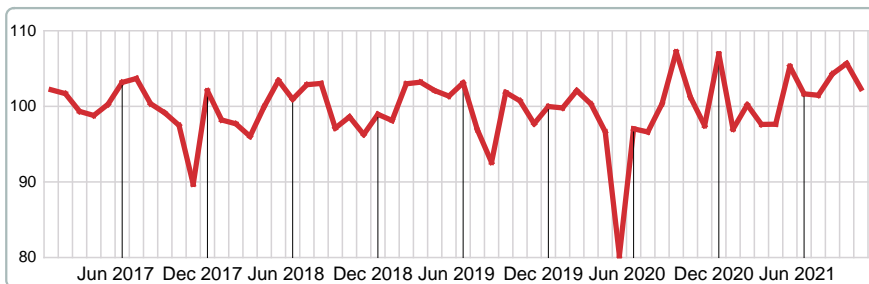
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

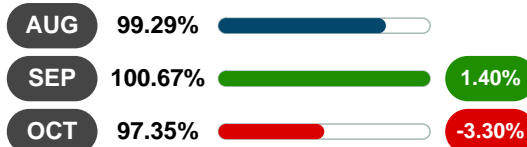


3 MONTHS

5 year OCT AVG = 95.08%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **97.35%**
above the 5 yr OCT average of **95.08%**



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 | 2 | 10.53% | 91.67% | 83.33% | 100.00% | 0.00% | 0.00% |
| \$75,001 - \$125,000 | 3 | 15.79% | 96.44% | 0.00% | 96.44% | 0.00% | 0.00% |
| \$125,001 - \$150,000 | 2 | 10.53% | 98.57% | 0.00% | 98.57% | 0.00% | 0.00% |
| \$150,001 - \$200,000 | 2 | 10.53% | 100.00% | 0.00% | 100.00% | 100.00% | 0.00% |
| \$200,001 - \$225,000 | 4 | 21.05% | 97.53% | 100.00% | 95.40% | 0.00% | 99.32% |
| \$225,001 - \$550,000 | 4 | 21.05% | 98.84% | 0.00% | 99.09% | 98.75% | 0.00% |
| \$550,001 and up | 2 | 10.53% | 97.24% | 0.00% | 0.00% | 97.24% | 0.00% |
| Average Sold/List Ratio | | 97.40% | | 91.67% | 97.63% | 98.46% | 99.32% |
| Total Closed Units | | 19 | 100% | 2 | 10 | 6 | 1 |
| Total Closed Volume | | 4,107,200 | | 235.00K | 1.51M | 2.14M | 217.50K |

October 2021



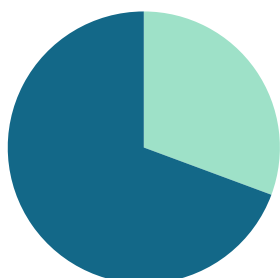
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

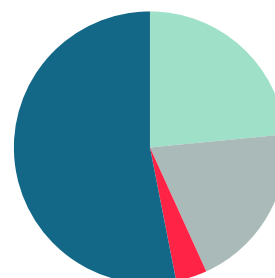


Inventory
 New Listings
19 = 30.65%
 Start Inventory
43
 Total Inventory Units
62
 Volume
\$18,148,750

Market Activity

Closed Sales
19 = 23.46%
 Pending Sales
16 = 19.75%
 Other Off Market
3 = 3.70%
 Active Inventory
43 = 53.09%

MARKET ACTIVITY



| Compared Metrics | October | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 12 | 19 | 58.33% | 107 | 129 | 20.56% |
| Pending Sales | 16 | 16 | 0.00% | 124 | 151 | 21.77% |
| New Listings | 15 | 19 | 26.67% | 192 | 190 | -1.04% |
| Average List Price | 152,942 | 221,611 | 44.90% | 132,244 | 204,101 | 54.34% |
| Average Sale Price | 145,542 | 216,168 | 48.53% | 124,282 | 196,429 | 58.05% |
| Average Percent of Selling Price to List Price | 96.21% | 97.35% | 1.19% | 94.85% | 96.46% | 1.69% |
| Average Days on Market to Sale | 74.67 | 23.68 | -68.28% | 54.70 | 43.64 | -20.21% |
| Monthly Inventory | 39 | 43 | 10.26% | 39 | 43 | 10.26% |
| Months Supply of Inventory | 3.66 | 3.42 | -6.54% | 3.66 | 3.42 | -6.54% |

Absorption: Last 12 months, an Average of **13** Sales/Month

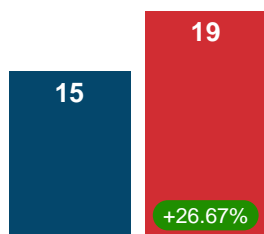
Inventory on October 31, 2021 = **43**

2020 **2021**

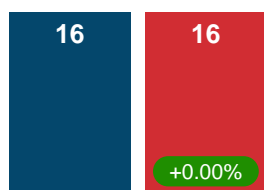
OCTOBER MARKET

AVERAGE PRICES

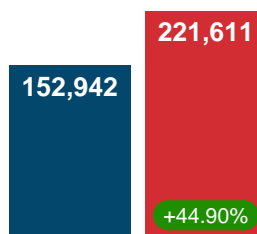
New Listings



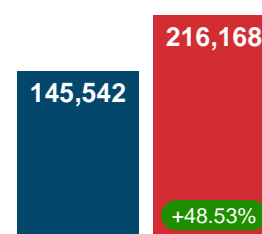
Pending Listings



List Price



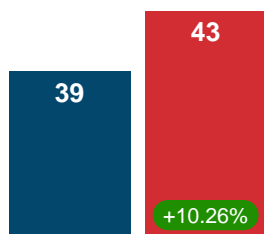
Sale Price



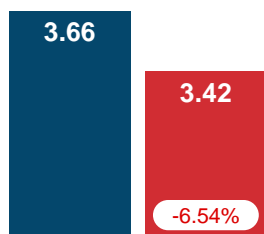
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

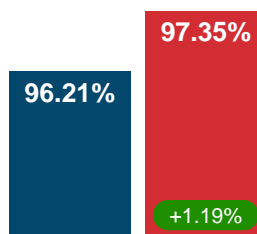
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

