

# October 2021



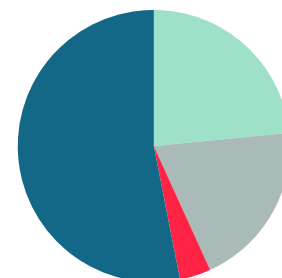
Area Delimited by County Of Sequoyah - Residential Property Type



## 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%
Median List Price	139,700	210,000	50.32%
Median Sale Price	149,750	210,000	40.23%
Median Percent of Selling Price to List Price	96.56%	100.00%	3.56%
Median Days on Market to Sale	33.50	12.00	-64.18%
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.

#### 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 **40.23%** in October 2021 to \$210,000 versus the previous year at \$149,750.

#### Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 21.50 days or **64.18%** in October 2021 compared to last year's same month at **33.50** DOM.

#### Sales Success for October 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 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

<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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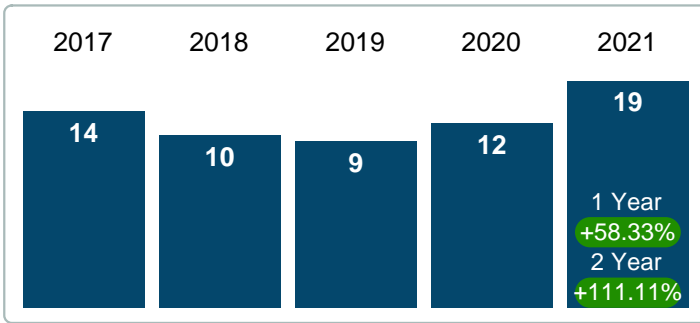
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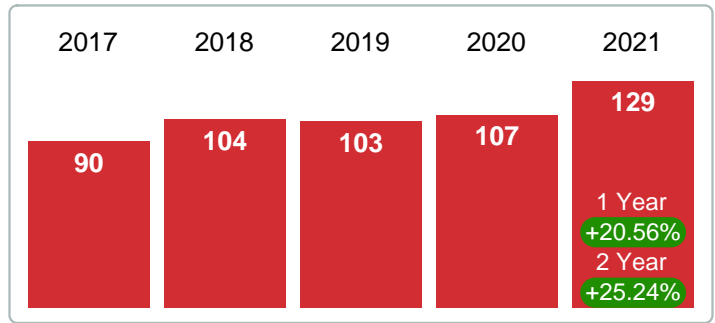
## CLOSED LISTINGS

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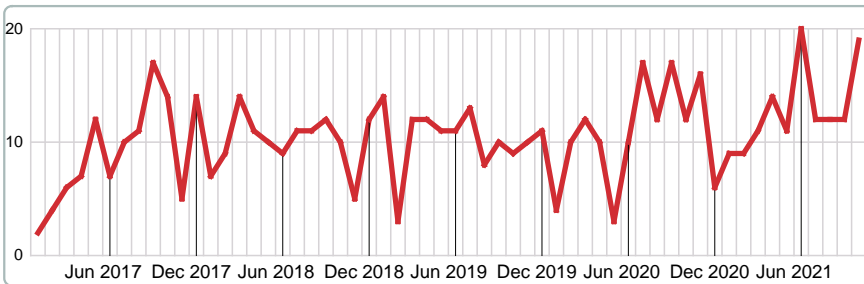
### OCTOBER



### YEAR TO DATE (YTD)

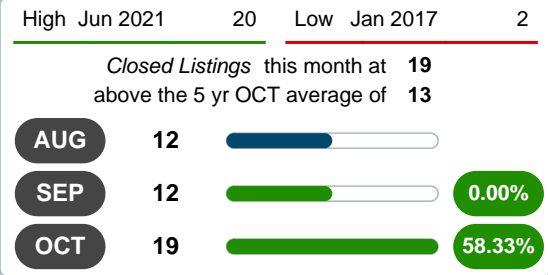


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 13



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	12.0	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%	21.5	1	2	0	1
\$225,001 - \$550,000	4	21.05%	15.5	0	1	3	0
\$550,001 and up	2	10.53%	17.0	0	0	2	0
<b>Total Closed Units</b>	<b>19</b>			<b>2</b>	<b>10</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,107,200</b>	<b>100%</b>	<b>12.0</b>	<b>235.00K</b>	<b>1.51M</b>	<b>2.14M</b>	<b>217.50K</b>
<b>Median Closed Price</b>	<b>\$210,000</b>			<b>\$117,500</b>	<b>\$132,950</b>	<b>\$267,500</b>	<b>\$217,500</b>

# October 2021



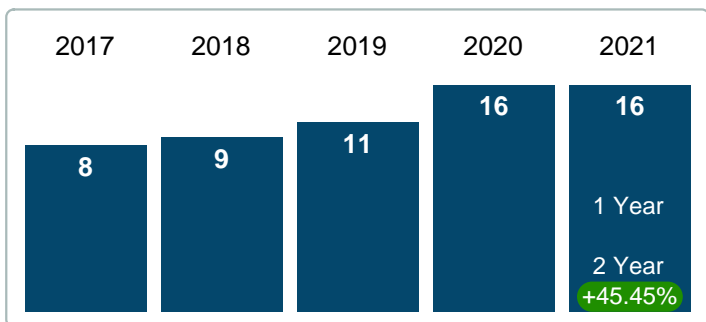
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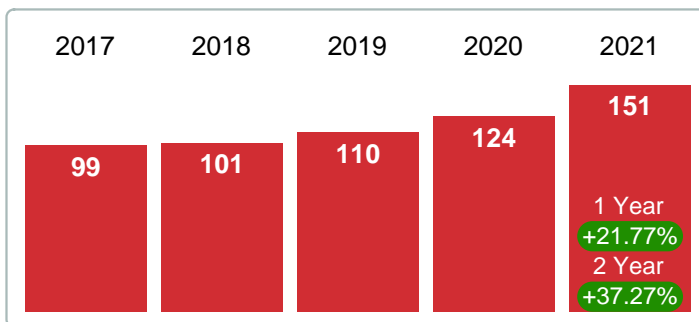
## PENDING LISTINGS

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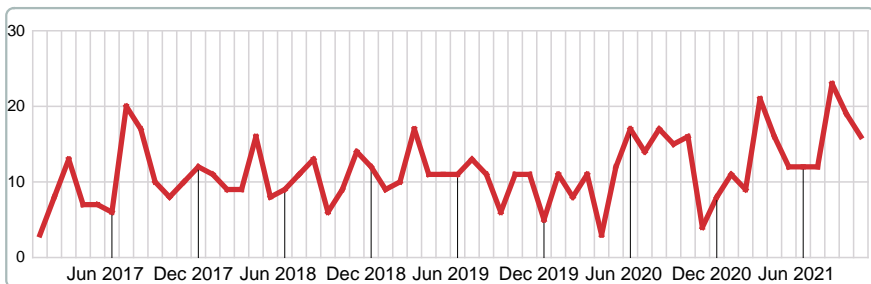
### OCTOBER



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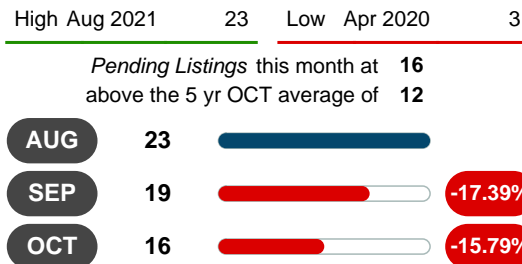


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 12



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	5.0	0	0	0	0
\$50,001 - \$125,000	5	31.25%	12.0	1	3	1	0
\$125,001 - \$175,000	2	12.50%	15.5	1	0	1	0
\$175,001 - \$475,000	4	25.00%	15.5	0	4	0	0
\$475,001 - \$625,000	3	18.75%	49.0	0	3	0	0
\$625,001 and up	1	6.25%	64.0	0	0	1	0
<b>Total Pending Units</b>	<b>16</b>			<b>3</b>	<b>10</b>	<b>3</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>3,833,750</b>	<b>100%</b>	<b>20.5</b>	<b>252.50K</b>	<b>2.69M</b>	<b>893.90K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$174,950</b>			<b>\$68,500</b>	<b>\$199,825</b>	<b>\$169,900</b>	<b>\$0</b>

# October 2021



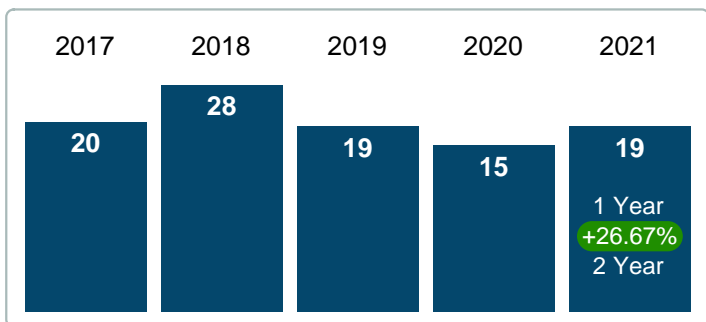
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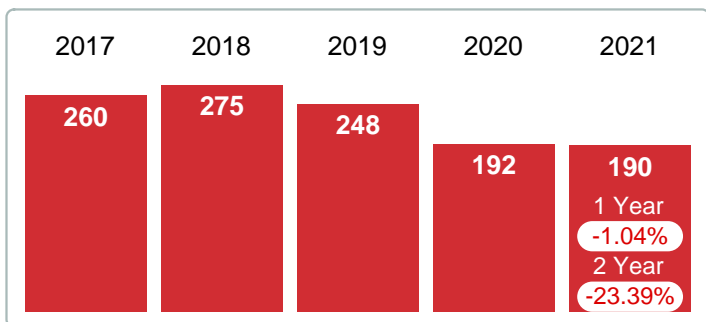
## NEW LISTINGS

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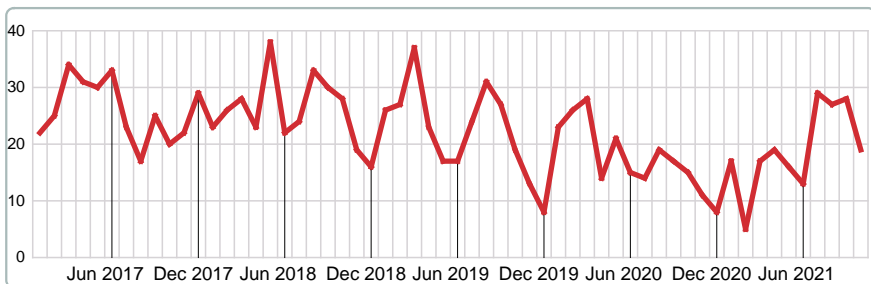
### OCTOBER



### YEAR TO DATE (YTD)

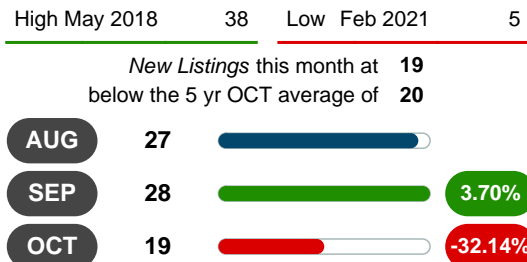


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>19</b>		<b>6</b>	<b>11</b>	<b>2</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>4,357,750</b>	<b>100%</b>	<b>1.35M</b>	<b>2.50M</b>	<b>513.00K</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$199,750</b>		<b>\$101,000</b>	<b>\$199,750</b>	<b>\$256,500</b>	<b>\$0</b>

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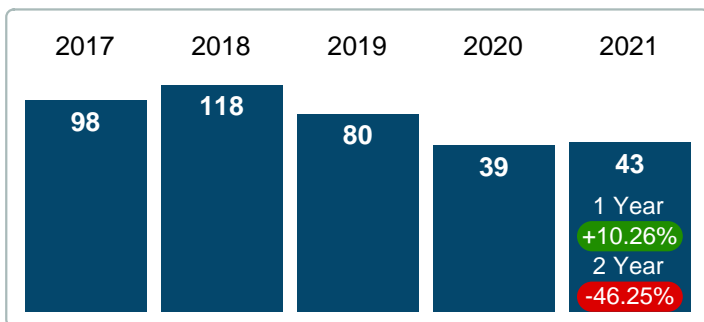
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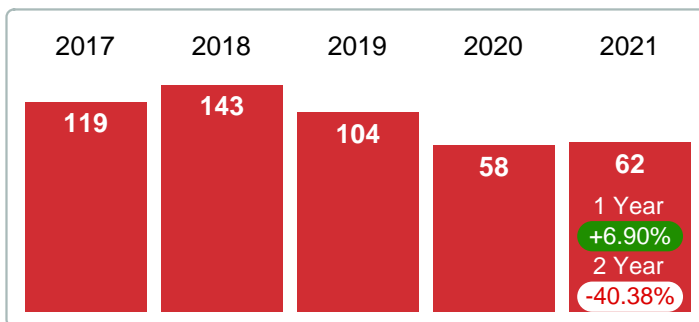
## ACTIVE INVENTORY

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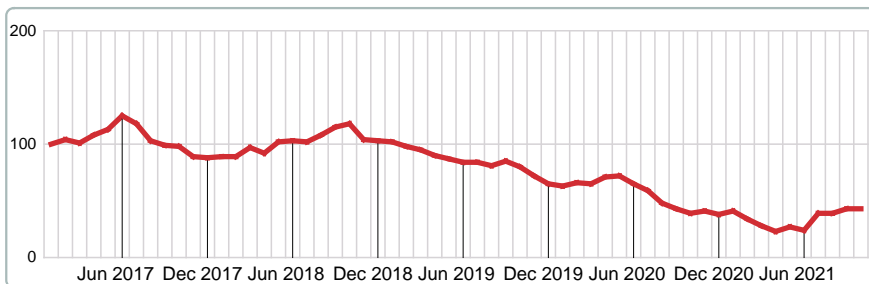
### END OF OCTOBER



### ACTIVE DURING OCTOBER

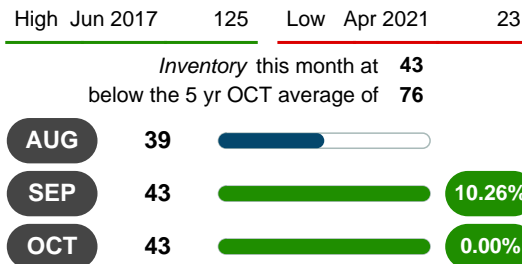


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 76



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.98%	41.0	3	0	0	0
\$50,001 - \$75,000	4	9.30%	93.0	2	2	0	0
\$75,001 - \$100,000	6	13.95%	112.0	0	6	0	0
\$100,001 - \$225,000	13	30.23%	50.0	3	7	3	0
\$225,001 - \$375,000	7	16.28%	36.0	1	4	2	0
\$375,001 - \$575,000	5	11.63%	52.0	1	3	1	0
\$575,001 and up	5	11.63%	44.0	3	1	0	1
<b>Total Active Inventory by Units</b>	<b>43</b>			<b>13</b>	<b>23</b>	<b>6</b>	<b>1</b>
<b>Total Active Inventory by Volume</b>	<b>13,945,500</b>	<b>100%</b>	<b>51.0</b>	<b>6.33M</b>	<b>5.02M</b>	<b>1.78M</b>	<b>810.00K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$179,900</b>			<b>\$116,900</b>	<b>\$179,000</b>	<b>\$261,000</b>	<b>\$810,000</b>

# October 2021



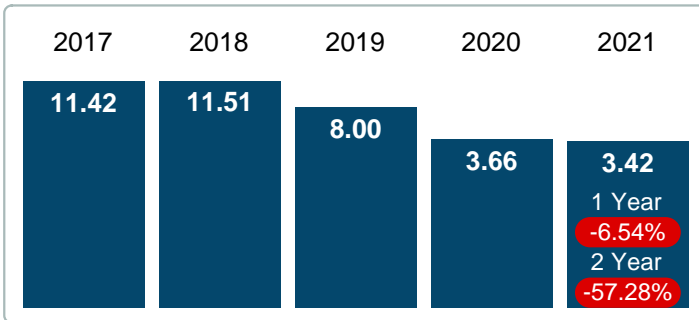
Area Delimited by County Of Sequoyah - Residential Property Type



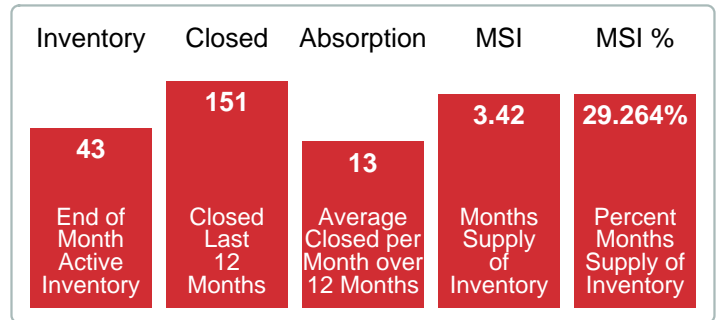
## MONTHS SUPPLY of INVENTORY (MSI)

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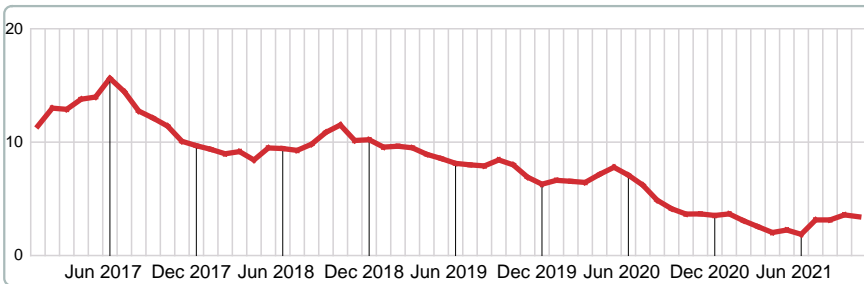
### MSI FOR OCTOBER



### 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



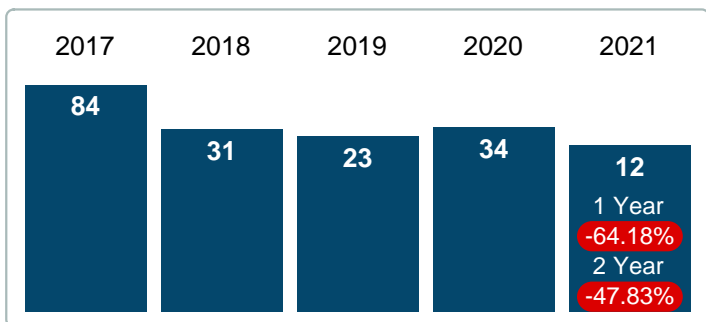
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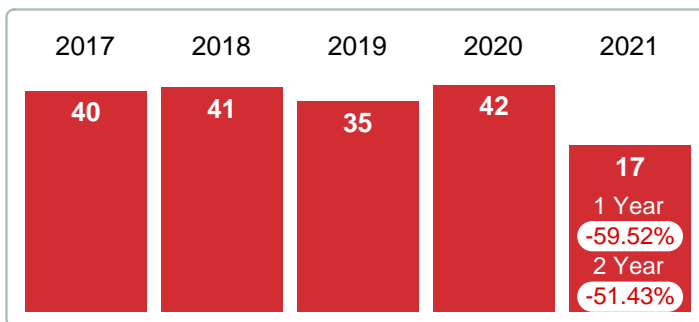
## MEDIAN DAYS ON MARKET TO SALE

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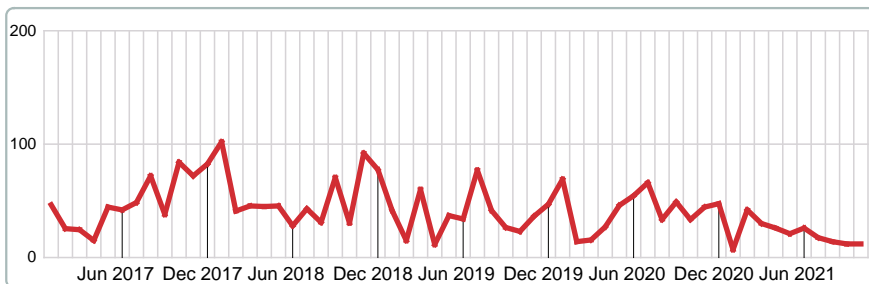
### OCTOBER



### YEAR TO DATE (YTD)

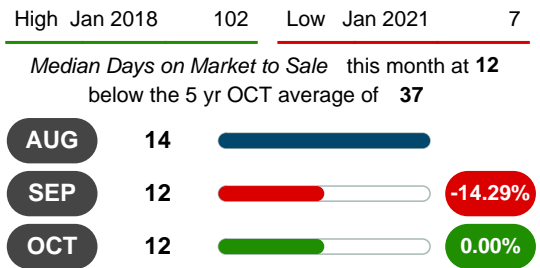


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 37



### 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	10.53%	6	8	3	0	0
\$75,001 - \$125,000	15.79%	12	0	12	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%	22	3	85	0	29
\$225,001 - \$550,000	21.05%	16	0	15	16	0
\$550,001 and up	10.53%	17	0	0	17	0
<b>Median Closed DOM</b>		<b>12</b>	<b>6</b>	<b>13</b>	<b>12</b>	<b>29</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>12.0</b>	<b>2</b>	<b>10</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,107,200</b>	<b>235.00K</b>	<b>1.51M</b>	<b>2.14M</b>	<b>217.50K</b>

# October 2021



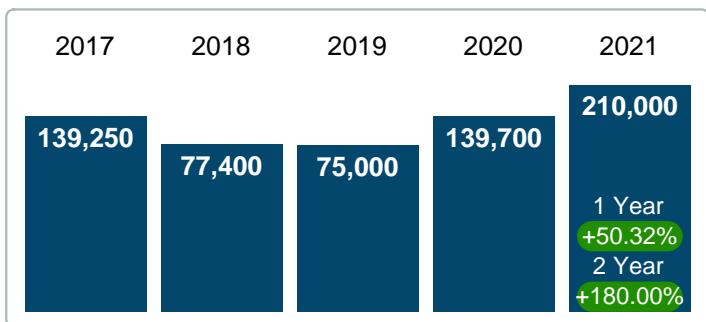
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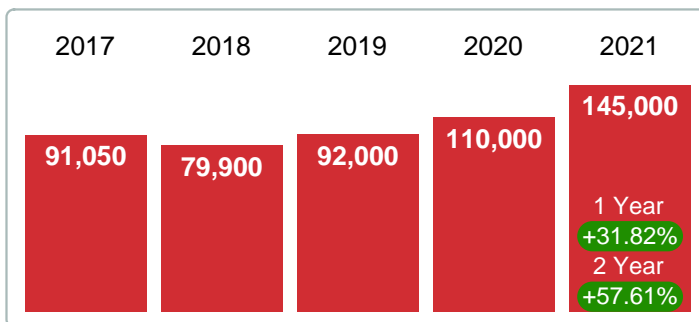
## MEDIAN LIST PRICE AT CLOSING

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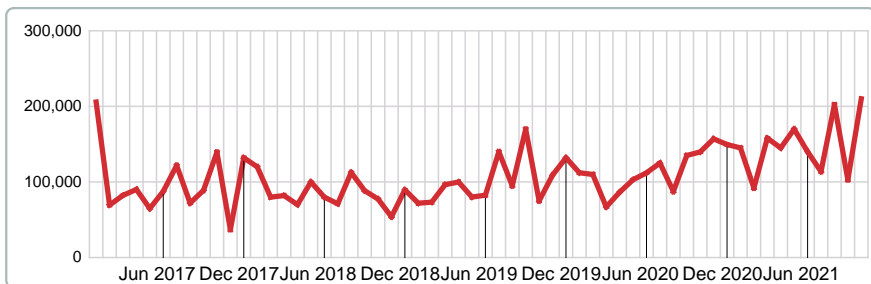
### OCTOBER



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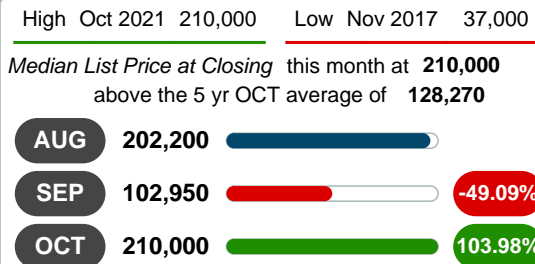


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 128,270



### 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	10.53%	52,500	30,000	75,000	0	0
\$75,001 - \$125,000	10.53%	117,900	0	117,900	0	0
\$125,001 - \$150,000	15.79%	130,000	0	130,000	0	0
\$150,001 - \$200,000	10.53%	160,000	0	160,000	160,000	0
\$200,001 - \$225,000	15.79%	215,000	210,000	215,000	0	219,000
\$225,001 - \$550,000	26.32%	230,000	0	234,500	230,000	0
\$550,001 and up	10.53%	629,000	0	0	629,000	0
Median List Price		210,000	120,000	135,000	274,500	219,000
Total Closed Units	100%	210,000	2	10	6	1
Total Closed Volume		4,210,600	240.00K	1.55M	2.20M	219.00K



# October 2021



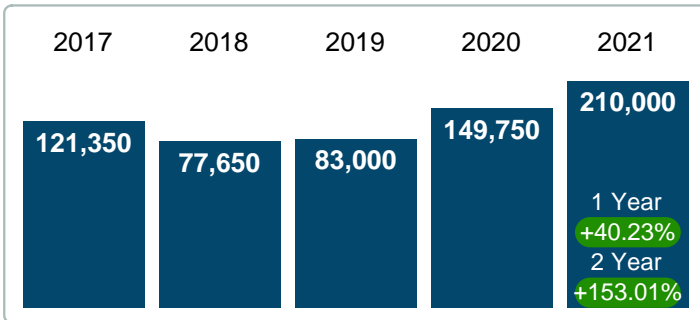
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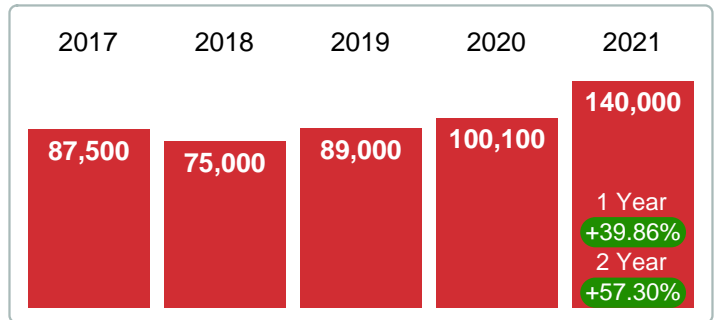
## MEDIAN SOLD PRICE AT CLOSING

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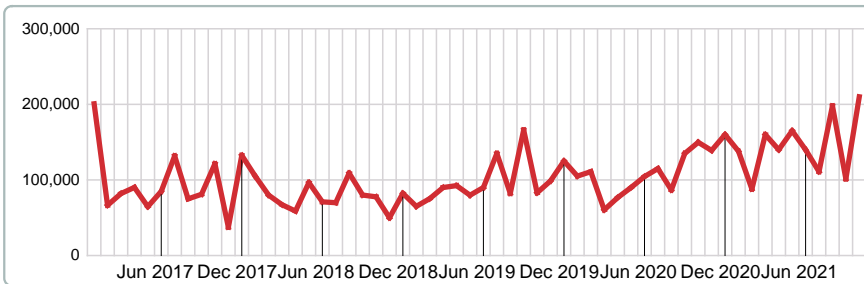
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 128,350

High Oct 2021 210,000 Low Nov 2017 37,500

Median Sold Price at Closing this month at 210,000 above the 5 yr OCT average of 128,350



### 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	2	10.53%	50,000	25,000	75,000	0	0
\$75,001 - \$125,000	3	15.79%	116,000	0	116,000	0	0
\$125,001 - \$150,000	2	10.53%	132,950	0	132,950	0	0
\$150,001 - \$200,000	2	10.53%	160,000	0	160,000	160,000	0
\$200,001 - \$225,000	4	21.05%	216,000	210,000	216,000	0	217,500
\$225,001 - \$550,000	4	21.05%	232,500	0	227,900	235,000	0
\$550,001 and up	2	10.53%	608,500	0	0	608,500	0
Median Sold Price			210,000	117,500	132,950	267,500	217,500
Total Closed Units		100%	210,000	2	10	6	1
Total Closed Volume			4,107,200	235.00K	1.51M	2.14M	217.50K

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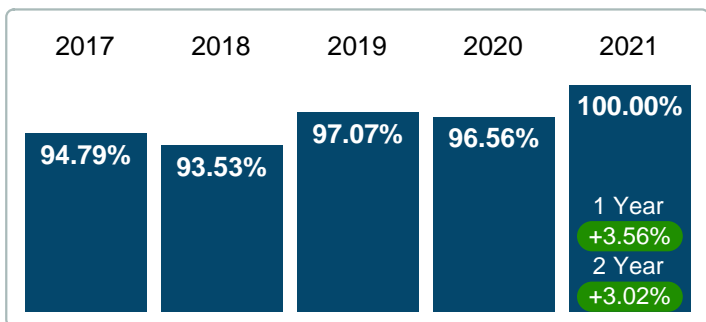
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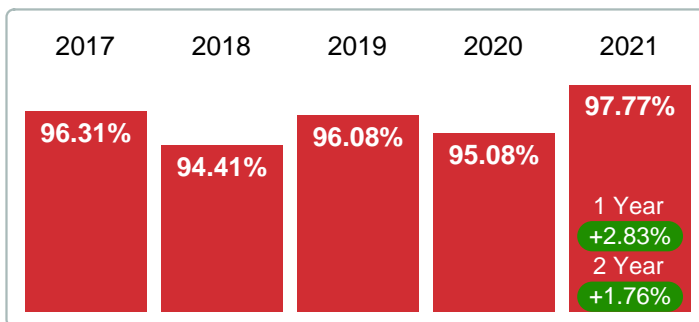
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

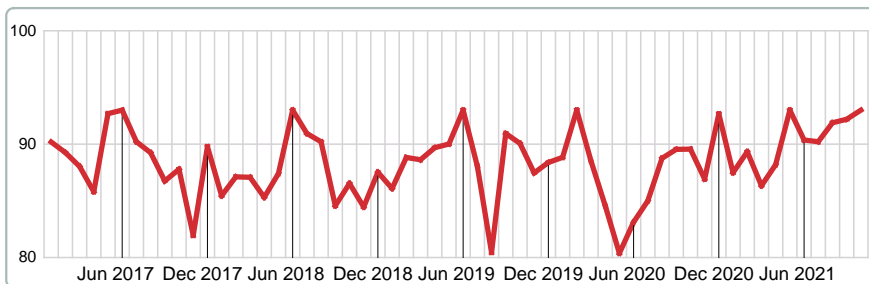
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

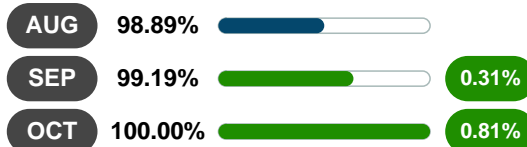


### 3 MONTHS

5 year OCT AVG = 96.39%

High Oct 2021 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr OCT average of **96.39%**



## 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	2	10.53%	91.67%	83.33%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	3	15.79%	100.00%	0.00%	100.00%	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%	99.66%	100.00%	95.40%	0.00%	99.32%
\$225,001 - \$550,000	4	21.05%	99.54%	0.00%	99.09%	100.00%	0.00%
\$550,001 and up	2	10.53%	97.24%	0.00%	0.00%	97.24%	0.00%
Median Sold/List Ratio		100.00%		91.67%	100.00%	100.00%	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



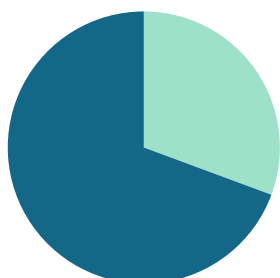
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

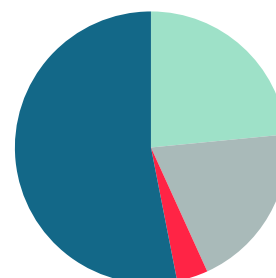


**Inventory**  
 New Listings  
**19 = 30.65%**  
 Start Inventory  
**43**  
 Total Inventory Units  
**62**  
 Volume  
**\$18,148,750**

### 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%
Median List Price	139,700	210,000	50.32%	110,000	145,000	31.82%
Median Sale Price	149,750	210,000	40.23%	100,100	140,000	39.86%
Median Percent of Selling Price to List Price	96.56%	100.00%	3.56%	95.08%	97.77%	2.83%
Median Days on Market to Sale	33.50	12.00	-64.18%	42.00	17.00	-59.52%
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

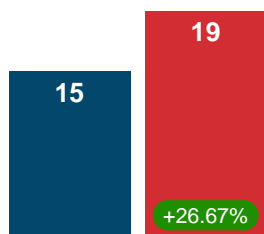
**Inventory** on October 31, 2021 = **43**

**2020** **2021**

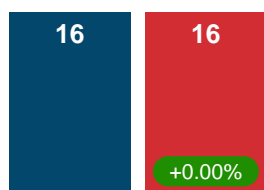
### OCTOBER MARKET

### MEDIAN PRICES

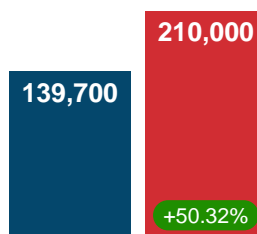
#### New Listings



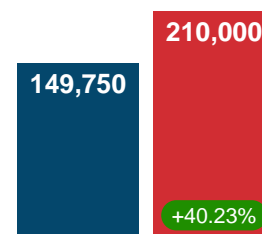
#### Pending Listings



#### List Price



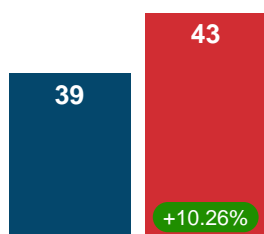
#### Sale Price



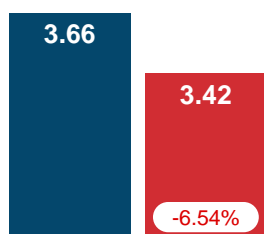
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

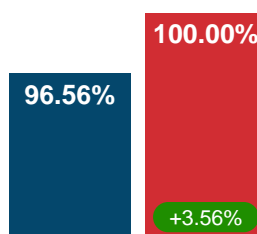
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

