

September 2021



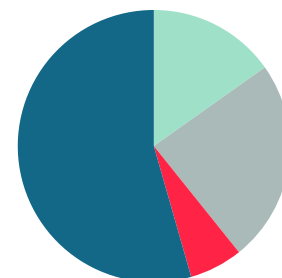
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	17	12	-29.41%
Pending Listings	15	19	26.67%
New Listings	17	28	64.71%
Average List Price	186,241	167,817	-9.89%
Average Sale Price	178,912	165,492	-7.50%
Average Percent of Selling Price to List Price	102.20%	100.67%	-1.49%
Average Days on Market to Sale	58.82	32.00	-45.60%
End of Month Inventory	43	43	0.00%
Months Supply of Inventory	4.13	3.58	-13.19%



■ Closed (15.19%)
■ Pending (24.05%)
■ Other OffMarket (6.33%)
■ Active (54.43%)

Absorption: Last 12 months, an Average of **12 Sales/Month**
Active Inventory as of September 30, 2021 = **43**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **0.00%** to 43 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 **3.58** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.50%** in September 2021 to \$165,492 versus the previous year at \$178,912.

Average Days on Market Shortens

The average number of **32.00** days that homes spent on the market before selling decreased by 26.82 days or **45.60%** in September 2021 compared to last year's same month at **58.82** DOM.

Sales Success for September 2021 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 28 New Listings in September 2021, up **64.71%** from last year at 17. Furthermore, there were 12 Closed Listings this month versus last year at 17, a **-29.41%** decrease.

Closed versus Listed trends yielded a **42.9%** ratio, down from previous year's, September 2020, at **100.0%**, a **57.14%** downswing. 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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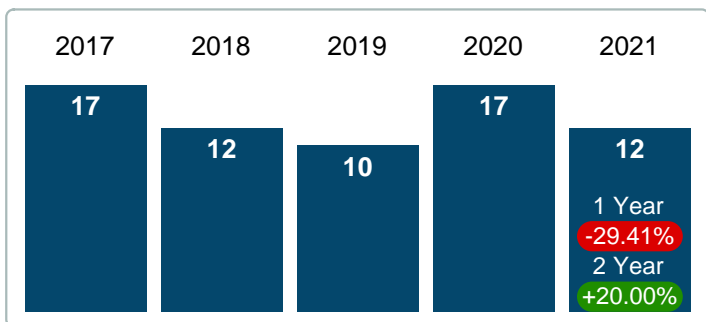
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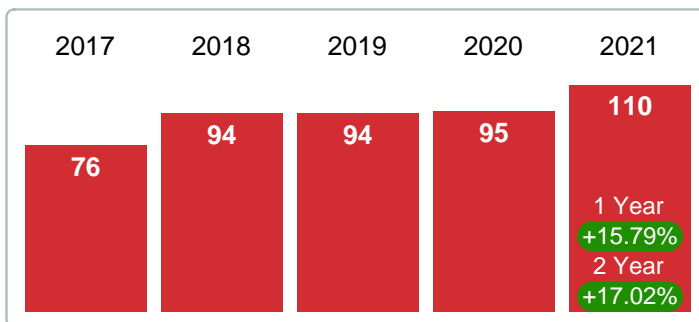
CLOSED LISTINGS

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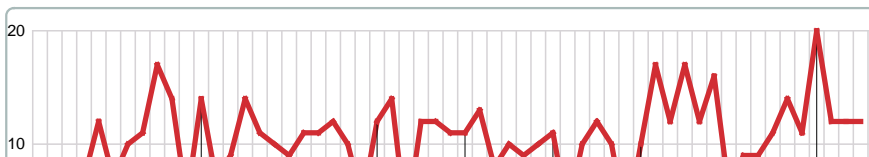
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 14

High Jun 2021 20 Low Jan 2017 2

Closed Listings this month at 12
below the 5 yr SEP average of 14

JUL	12
AUG	12
SEP	12

0.00%

0.00%

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	8.33%	4.0	0	1	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	3	25.00%	36.7	2	1	0	0
\$75,001 - \$125,000	3	25.00%	40.7	0	3	0	0
\$125,001 - \$225,000	2	16.67%	3.0	0	2	0	0
\$225,001 - \$375,000	2	16.67%	70.5	1	1	0	0
\$375,001 and up	1	8.33%	1.0	0	0	1	0
Total Closed Units	12			3	8	1	0
Total Closed Volume	1,985,900	100%	32.0	356.00K	1.05M	575.00K	0.00B
Average Closed Price	\$165,492			\$118,667	\$131,863	\$575,000	\$0

September 2021



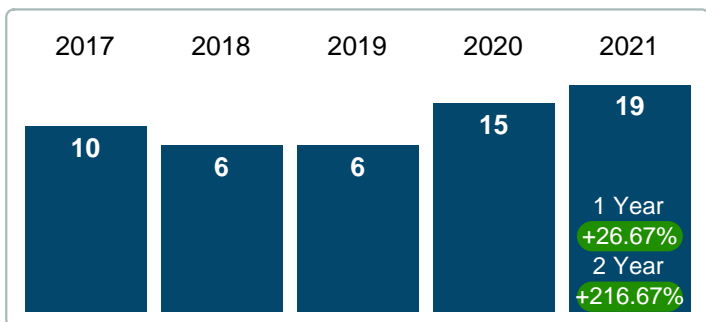
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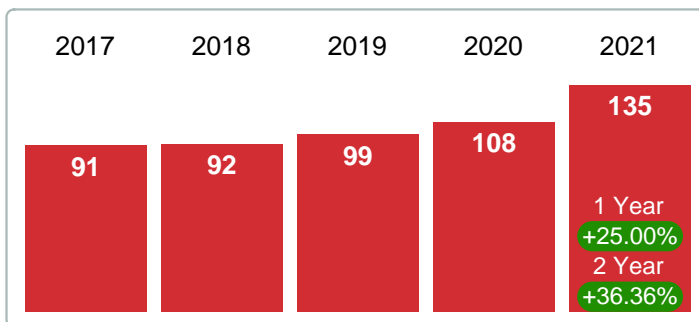
PENDING LISTINGS

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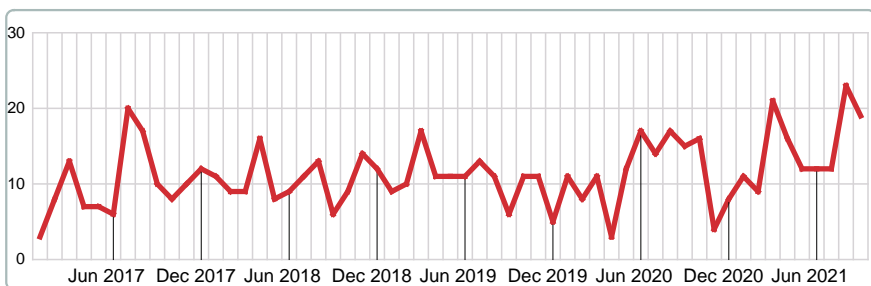
SEPTEMBER



YEAR TO DATE (YTD)

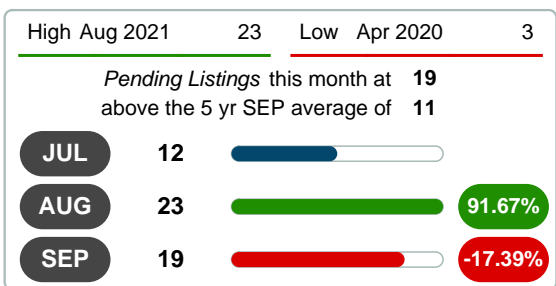


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 11



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	4	21.05%	29.0	3	1	0	0
\$50,001 - \$75,000	3	15.79%	10.7	1	2	0	0
\$75,001 - \$125,000	3	15.79%	42.7	0	3	0	0
\$125,001 - \$300,000	4	21.05%	64.8	1	3	0	0
\$300,001 - \$575,000	3	15.79%	12.3	1	0	2	0
\$575,001 and up	2	10.53%	6.0	0	0	2	0
Total Pending Units	19			6	9	4	0
Total Pending Volume	4,245,400	100%	30.7	715.90K	1.05M	2.48M	0.00B
Average Listing Price	\$223,442			\$119,317	\$116,833	\$619,500	\$0

September 2021



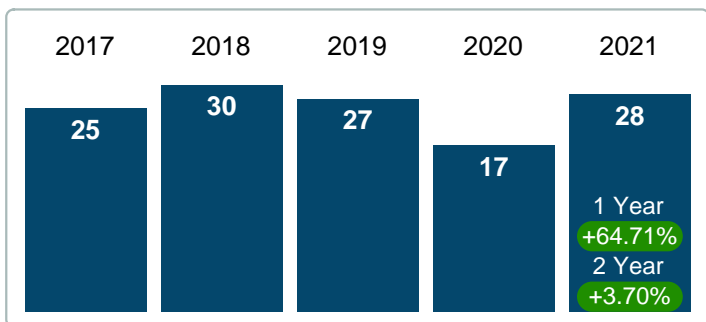
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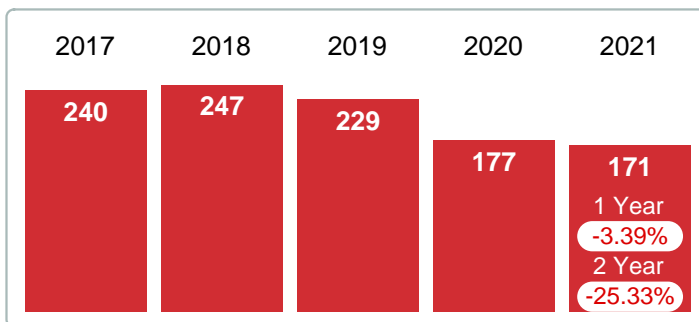
NEW LISTINGS

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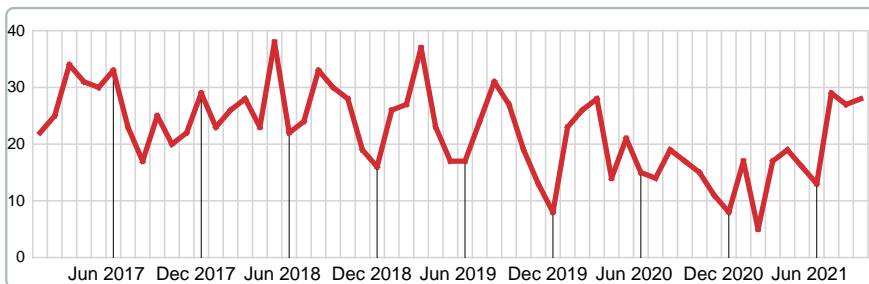
SEPTEMBER



YEAR TO DATE (YTD)

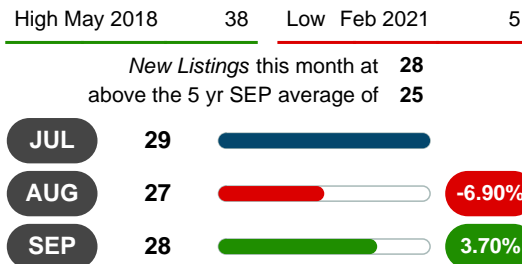


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 25



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	2	7.14%	2	0	0	0
\$50,001 - \$100,000	4	14.29%	1	3	0	0
\$100,001 - \$100,000	0	0.00%	0	0	0	0
\$100,001 - \$300,000	11	39.29%	3	5	3	0
\$300,001 - \$375,000	4	14.29%	0	1	3	0
\$375,001 - \$575,000	4	14.29%	2	2	0	0
\$575,001 and up	3	10.71%	1	0	2	0
Total New Listed Units	28		9	11	8	0
Total New Listed Volume	10,345,200	100%	4.58M	2.30M	3.47M	0.00B
Average New Listed Listing Price	\$280,974		\$509,200	\$208,700	\$433,338	\$0

September 2021



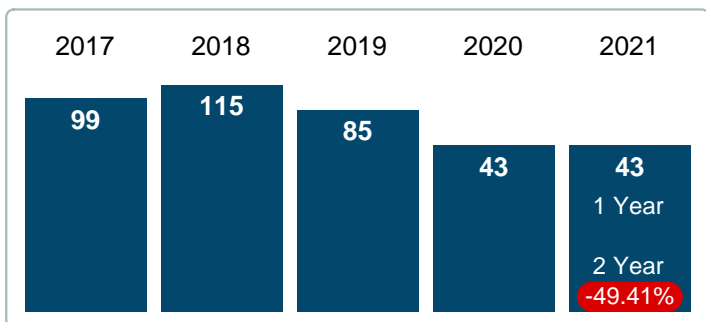
Area Delimited by County Of Sequoyah - Residential Property Type



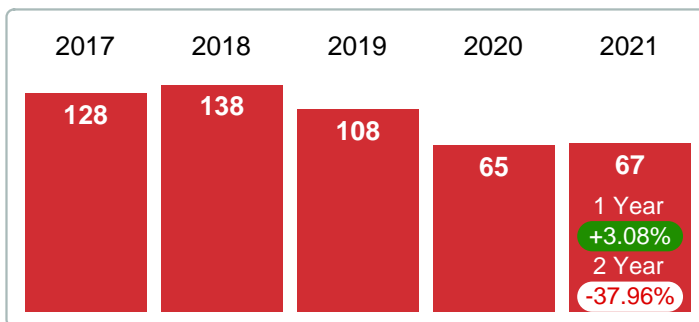
ACTIVE INVENTORY

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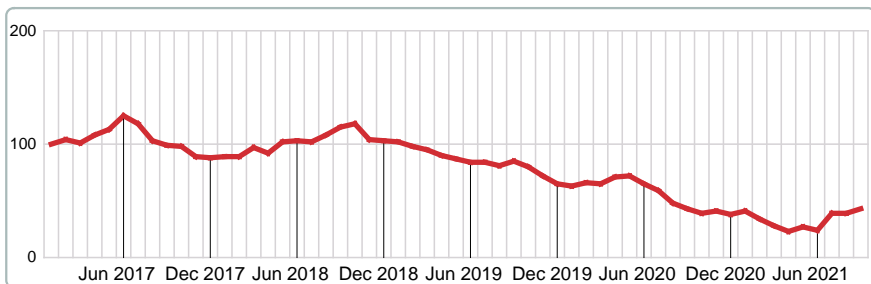
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

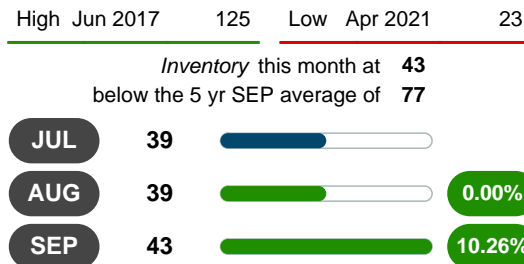


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 77



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	2	4.65%	48.5	2	0	0	0
\$50,001 - \$75,000	6	13.95%	61.2	2	3	1	0
\$75,001 - \$100,000	6	13.95%	90.7	0	6	0	0
\$100,001 - \$175,000	9	20.93%	43.0	4	4	1	0
\$175,001 - \$475,000	10	23.26%	69.6	1	6	3	0
\$475,001 - \$625,000	6	13.95%	55.0	0	5	1	0
\$625,001 and up	4	9.30%	68.3	2	0	1	1
Total Active Inventory by Units	43			11	24	7	1
Total Active Inventory by Volume	13,791,000	100%	62.7	5.36M	5.46M	2.17M	810.00K
Average Active Inventory Listing Price	\$320,721			\$487,218	\$227,329	\$309,386	\$810,000

September 2021



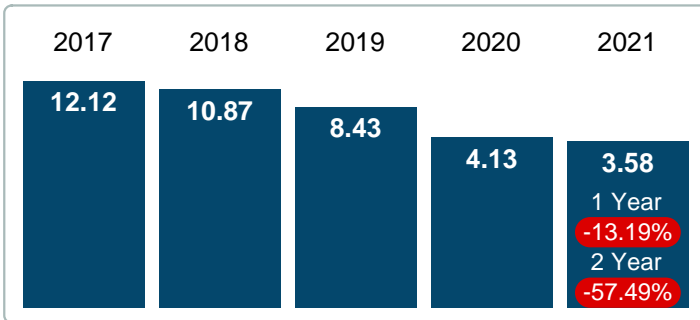
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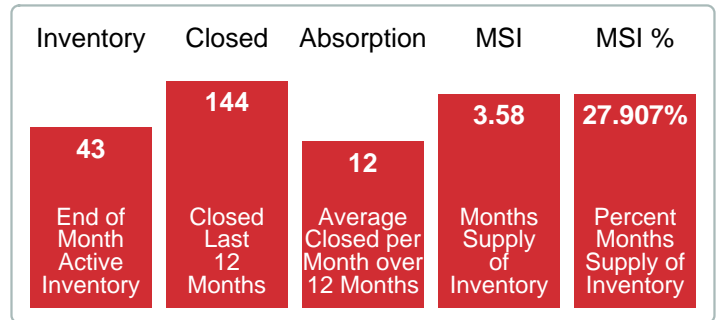
MONTHS SUPPLY of INVENTORY (MSI)

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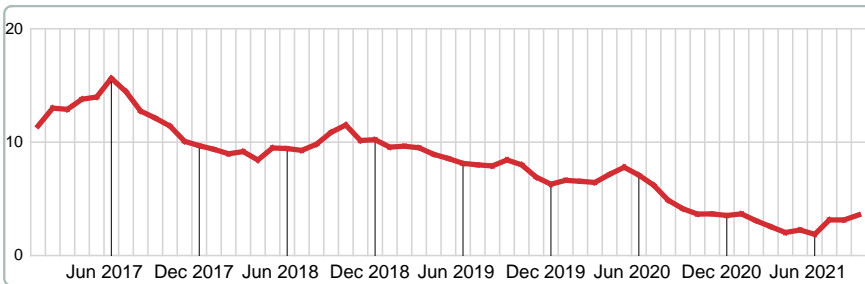
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

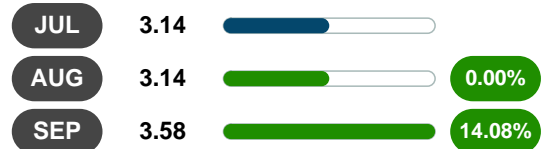


3 MONTHS

5 year SEP AVG = 7.83

High Jun 2017 15.63 Low Jun 2021 1.87

Months Supply this month at **3.58**
below the 5 yr SEP average of **7.83**



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	2	4.65%	1.26	3.43	0.00	0.00	0.00
\$50,001 - \$75,000	6	13.95%	4.80	6.00	3.60	12.00	0.00
\$75,001 - \$100,000	6	13.95%	3.27	0.00	5.14	0.00	0.00
\$100,001 - \$175,000	9	20.93%	3.27	12.00	2.40	1.50	0.00
\$175,001 - \$475,000	10	23.26%	2.73	2.00	2.40	5.14	0.00
\$475,001 - \$625,000	6	13.95%	18.00	0.00	60.00	12.00	0.00
\$625,001 and up	4	9.30%	6.86	24.00	0.00	4.00	6.00
Market Supply of Inventory (MSI)			3.58	4.89	3.39	3.23	2.00
Total Active Inventory by Units		100%	3.58	11	24	7	1

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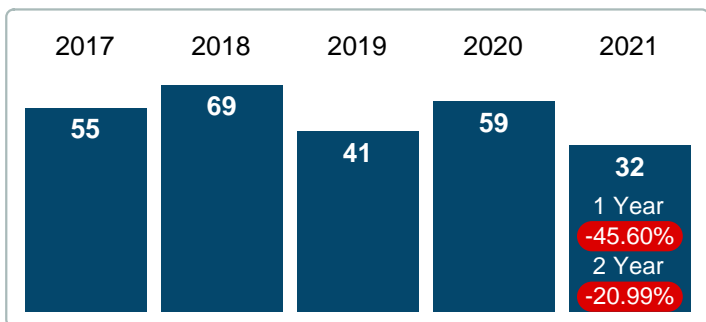
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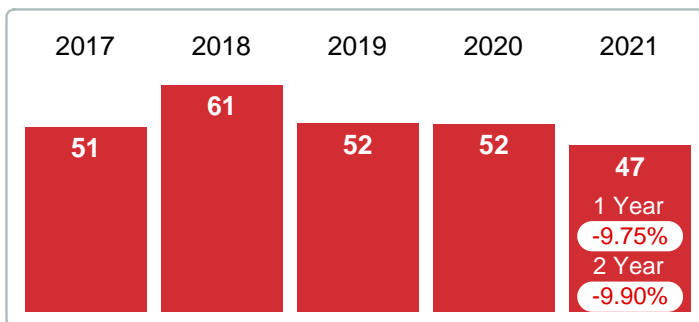
AVERAGE DAYS ON MARKET TO SALE

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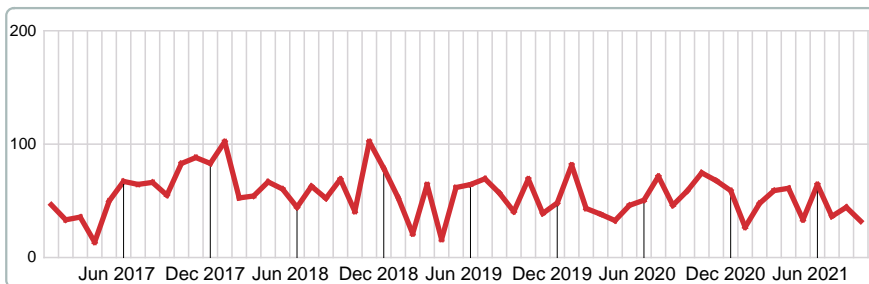
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

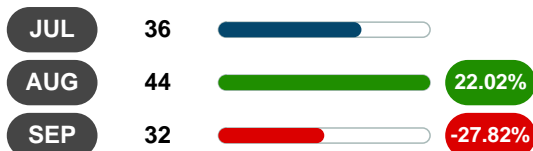


3 MONTHS

5 year SEP AVG = 51

High Nov 2018 102 Low Apr 2017 14

Average Days on Market to Sale this month at 32 below the 5 yr SEP average of 51



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
\$25,000 and less	8.33%	4	0	4	0	0
\$25,001 - \$25,000	0.00%	0	0	0	0	0
\$25,001 - \$75,000	25.00%	37	20	70	0	0
\$75,001 - \$125,000	25.00%	41	0	41	0	0
\$125,001 - \$225,000	16.67%	3	0	3	0	0
\$225,001 - \$375,000	16.67%	71	81	60	0	0
\$375,001 and up	8.33%	1	0	0	1	0
Average Closed DOM		32	40	33	1	0
Total Closed Units	100%	32	3	8	1	
Total Closed Volume		1,985,900	356.00K	1.05M	575.00K	0.00B

September 2021



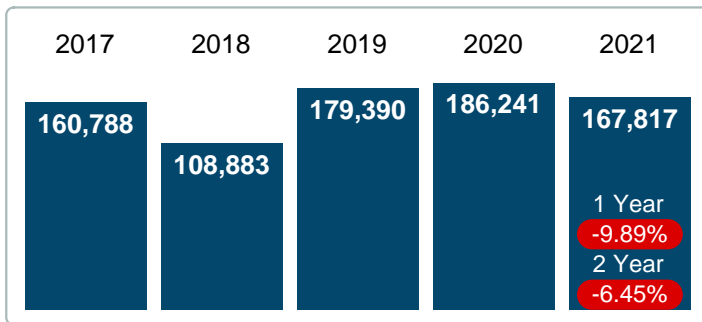
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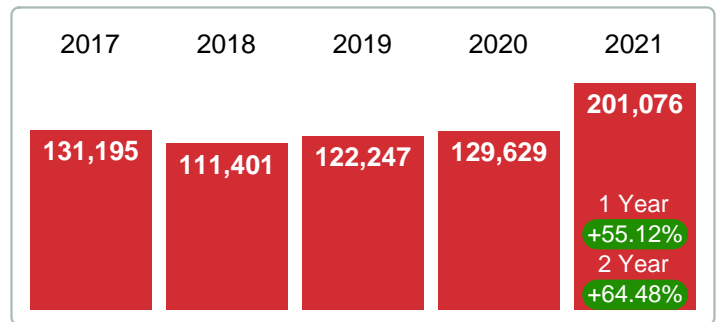
AVERAGE LIST PRICE AT CLOSING

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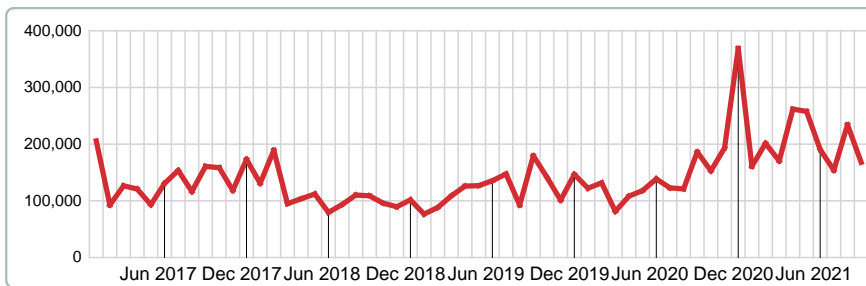
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

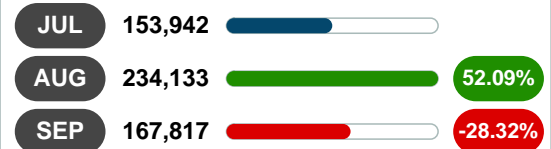


3 MONTHS

5 year SEP AVG = 160,624

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

Average List Price at Closing this month at **167,817**
 above the 5 yr SEP average of **160,624**



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
\$25,000 and less	1	8.33%	14,000	0	14,000	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	3	25.00%	52,833	60,000	38,500	0	0
\$75,001 - \$125,000	3	25.00%	97,800	0	97,800	0	0
\$125,001 - \$225,000	2	16.67%	174,950	0	174,950	0	0
\$225,001 - \$375,000	2	16.67%	311,500	248,000	375,000	0	0
\$375,001 and up	1	8.33%	575,000	0	0	575,000	0
Average List Price			167,817	122,667	133,850	575,000	0
Total Closed Units		100%	167,817	3	8	1	
Total Closed Volume			2,013,800	368.00K	1.07M	575.00K	0.00B

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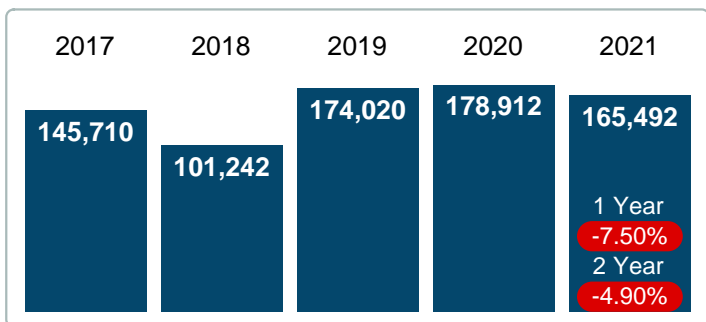
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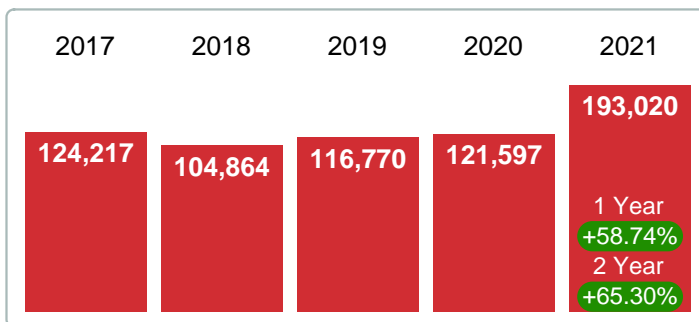
AVERAGE SOLD PRICE AT CLOSING

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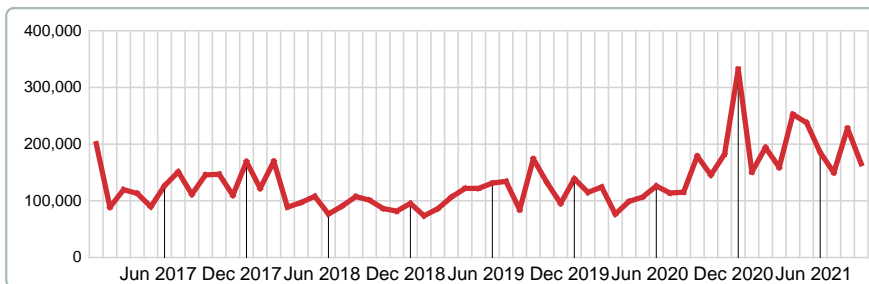
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

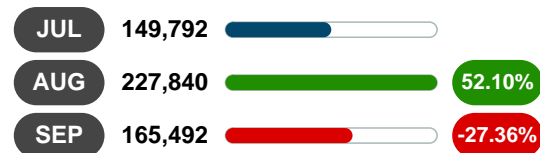


3 MONTHS

5 year SEP AVG = 153,075

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

Average Sold Price at Closing this month at **165,492** above the 5 yr SEP average of **153,075**



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
\$25,000 and less	1	8.33%	22,000	0	22,000	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	3	25.00%	47,333	56,000	30,000	0	0
\$75,001 - \$125,000	3	25.00%	94,300	0	94,300	0	0
\$125,001 - \$225,000	2	16.67%	172,500	0	172,500	0	0
\$225,001 - \$375,000	2	16.67%	309,500	244,000	375,000	0	0
\$375,001 and up	1	8.33%	575,000	0	0	575,000	0
Average Sold Price			165,492	118,667	131,863	575,000	0
Total Closed Units		100%	165,492	3	8	1	
Total Closed Volume			1,985,900	356.00K	1.05M	575.00K	0.00B

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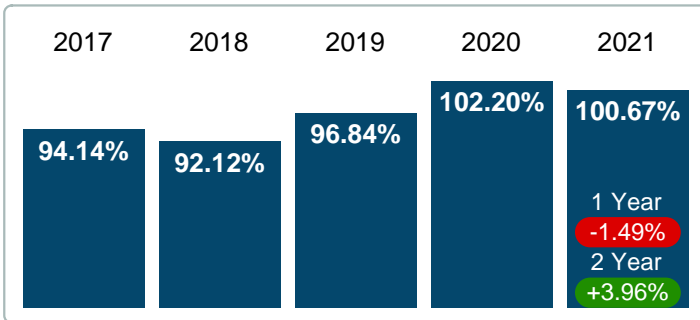
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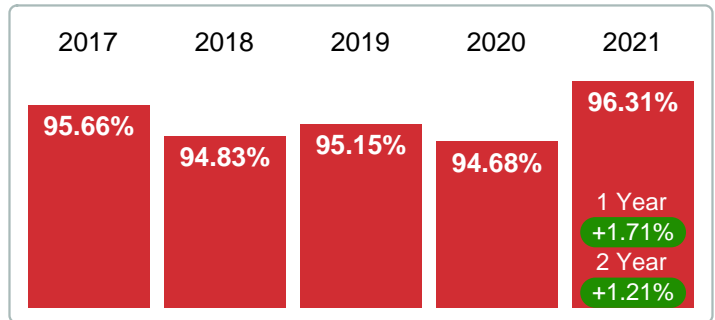
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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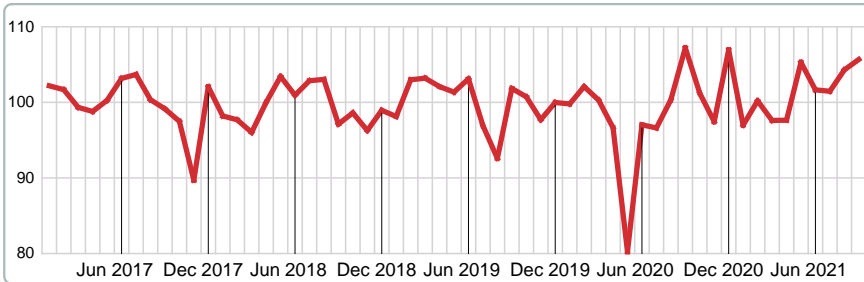
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

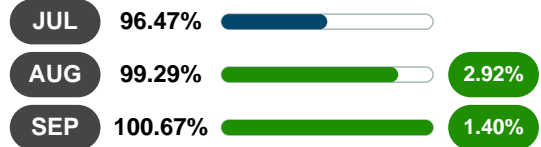


3 MONTHS

5 year SEP AVG = 97.20%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **100.67%** above the 5 yr SEP average of **97.20%**



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
\$25,000 and less	1	8.33%	157.14%	0.00%	157.14%	0.00%	0.00%
\$25,001 - \$25,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	3	25.00%	88.79%	94.22%	77.92%	0.00%	0.00%
\$75,001 - \$125,000	3	25.00%	96.16%	0.00%	96.16%	0.00%	0.00%
\$125,001 - \$225,000	2	16.67%	98.86%	0.00%	98.86%	0.00%	0.00%
\$225,001 - \$375,000	2	16.67%	99.19%	98.39%	100.00%	0.00%	0.00%
\$375,001 and up	1	8.33%	100.00%	0.00%	0.00%	100.00%	0.00%
Average Sold/List Ratio		100.70%		95.61%	102.66%	100.00%	0.00%
Total Closed Units		12	100%	3	8	1	
Total Closed Volume		1,985,900		356.00K	1.05M	575.00K	0.00B

September 2021



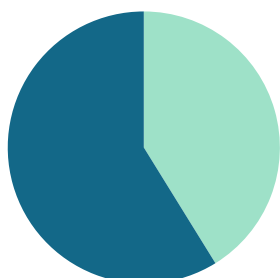
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

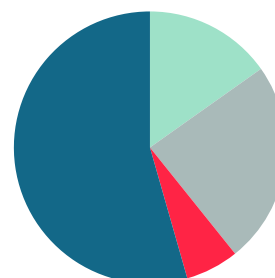


Inventory
 New Listings
28 = 41.18%
 Start Inventory
40
 Total Inventory Units
68
 Volume
\$20,265,300

Market Activity

Closed Sales
12 = 15.19%
 Pending Sales
19 = 24.05%
 Other Off Market
5 = 6.33%
 Active Inventory
43 = 54.43%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	17	12	-29.41%	95	110	15.79%
Pending Sales	15	19	26.67%	108	135	25.00%
New Listings	17	28	64.71%	177	171	-3.39%
Average List Price	186,241	167,817	-9.89%	129,629	201,076	55.12%
Average Sale Price	178,912	165,492	-7.50%	121,597	193,020	58.74%
Average Percent of Selling Price to List Price	102.20%	100.67%	-1.49%	94.68%	96.31%	1.71%
Average Days on Market to Sale	58.82	32.00	-45.60%	52.18	47.09	-9.75%
Monthly Inventory	43	43	0.00%	43	43	0.00%
Months Supply of Inventory	4.13	3.58	-13.19%	4.13	3.58	-13.19%

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

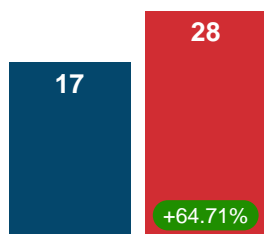
Inventory on September 30, 2021 = 43

2020 2021

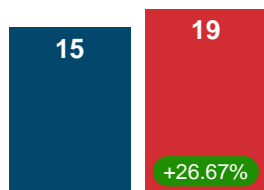
SEPTEMBER MARKET

AVERAGE PRICES

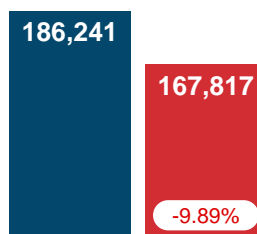
New Listings



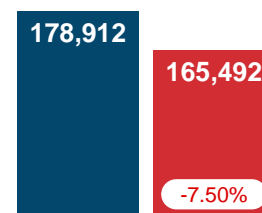
Pending Listings



List Price



Sale Price



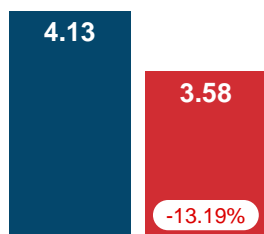
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

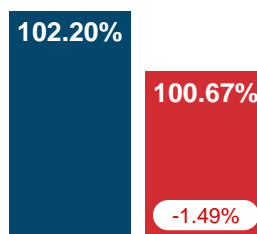
Active Inventory

+0.00%

Monthly Supply of Inventory



Sale/List Ratio



Days on Market

