

September 2021



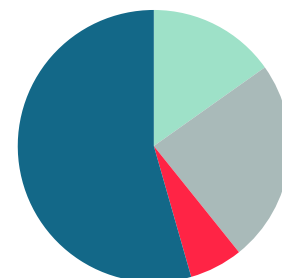
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	135,000	102,950	-23.74%
Median Sale Price	135,000	101,450	-24.85%
Median Percent of Selling Price to List Price	96.54%	99.19%	2.75%
Median Days on Market to Sale	49.00	12.00	-75.51%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **24.85%** in September 2021 to \$101,450 versus the previous year at \$135,000.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 37.00 days or **75.51%** in September 2021 compared to last year's same month at **49.00** DOM.

Sales Success for September 2021 is Positive

Overall, with Median 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 Monthly 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



Area Delimited by County Of Sequoyah - Residential Property Type

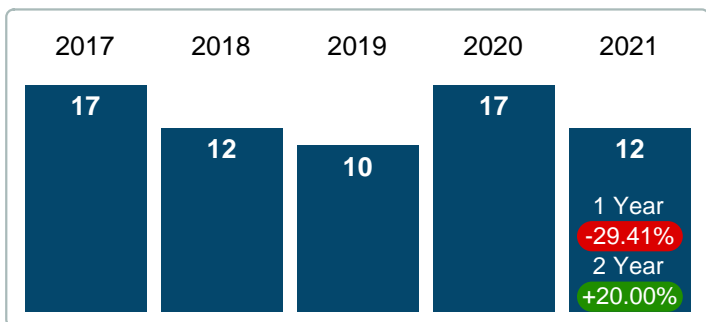


September 2021

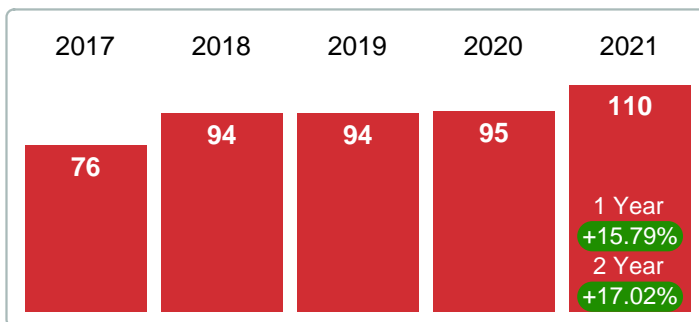
CLOSED LISTINGS

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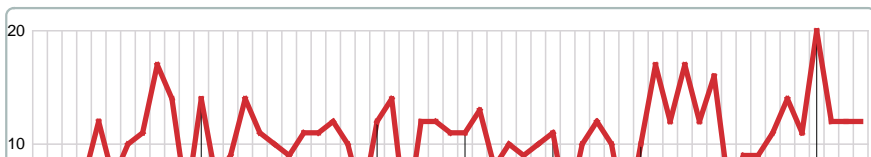
SEPTEMBER



YEAR TO DATE (YTD)

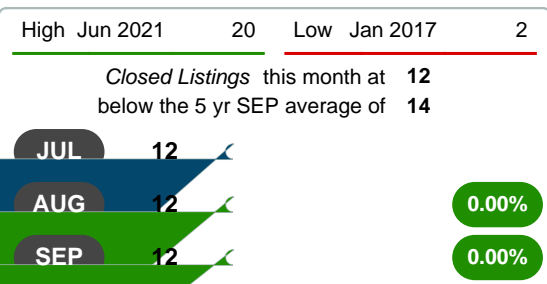


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 14



Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	16.67%	37.0	0	2	0	0
\$30,001 - \$40,000	0	0.00%	37.0	0	0	0	0
\$40,001 - \$80,000	3	25.00%	18.0	2	1	0	0
\$80,001 - \$130,000	2	16.67%	52.0	0	2	0	0
\$130,001 - \$240,000	2	16.67%	3.0	0	2	0	0
\$240,001 - \$370,000	1	8.33%	81.0	1	0	0	0
\$370,001 and up	2	16.67%	30.5	0	1	1	0
Total Closed Units	12			3	8	1	0
Total Closed Volume	1,985,900	100%	12.0	356.00K	1.05M	575.00K	0.00B
Median Closed Price	\$101,450			\$68,000	\$101,450	\$575,000	\$0

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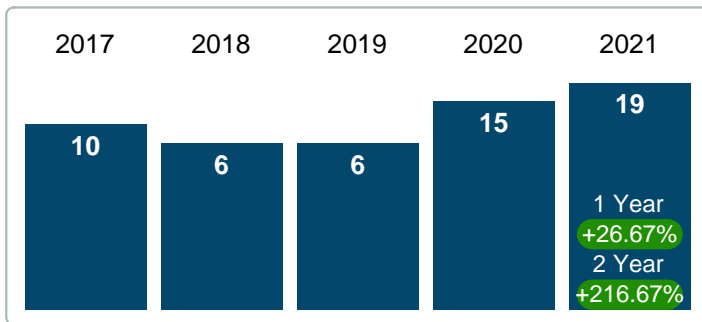
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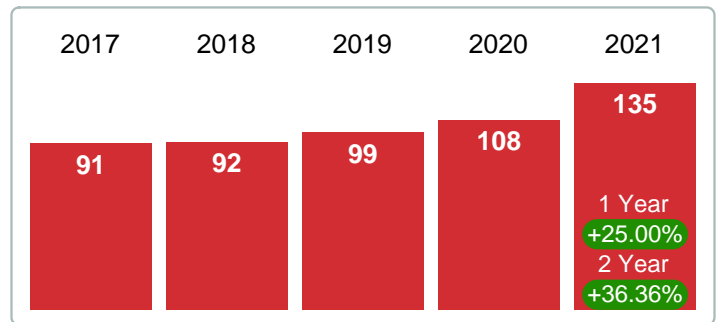
PENDING LISTINGS

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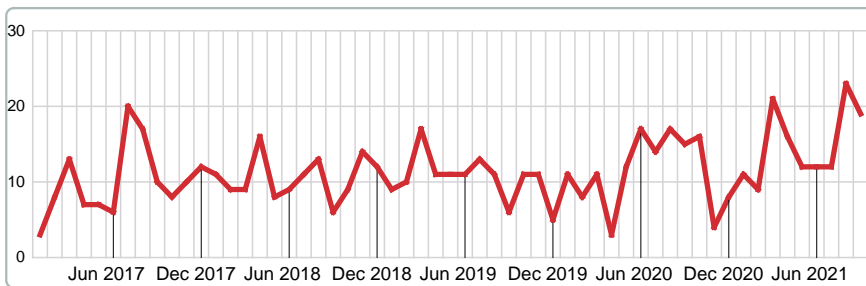
SEPTEMBER



YEAR TO DATE (YTD)

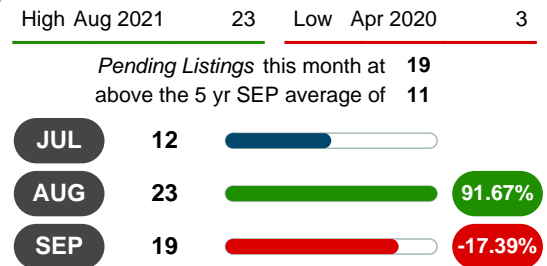


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 11



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	5.26%	8.0	1	0	0	0
\$30,001 - \$50,000	3	15.79%	32.0	2	1	0	0
\$50,001 - \$90,000	3	15.79%	3.0	1	2	0	0
\$90,001 - \$140,000	5	26.32%	49.0	1	4	0	0
\$140,001 - \$310,000	2	10.53%	91.0	0	2	0	0
\$310,001 - \$590,000	3	15.79%	16.0	1	0	2	0
\$590,001 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%	8.0	715.90K	1.05M	2.48M	0.00B
Median Listing Price	\$99,000			\$57,450	\$96,000	\$479,500	\$0

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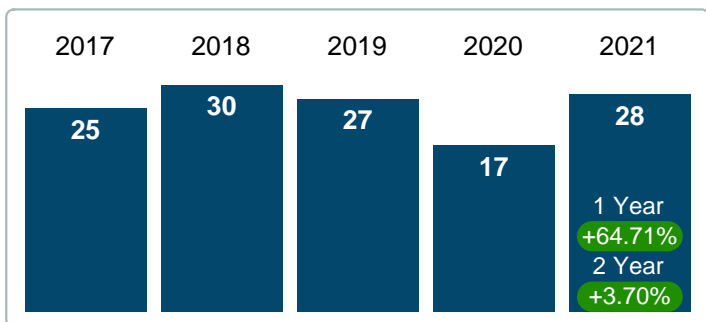
Area Delimited by County Of Sequoyah - Residential Property Type



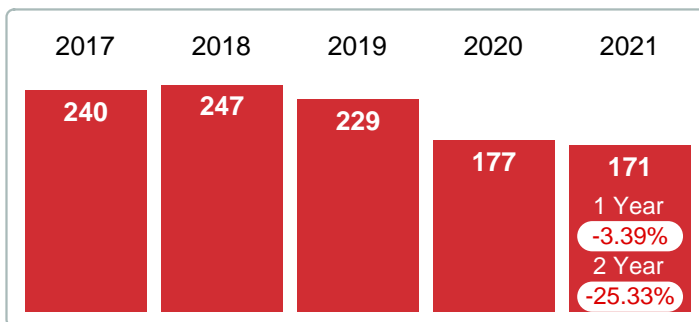
NEW LISTINGS

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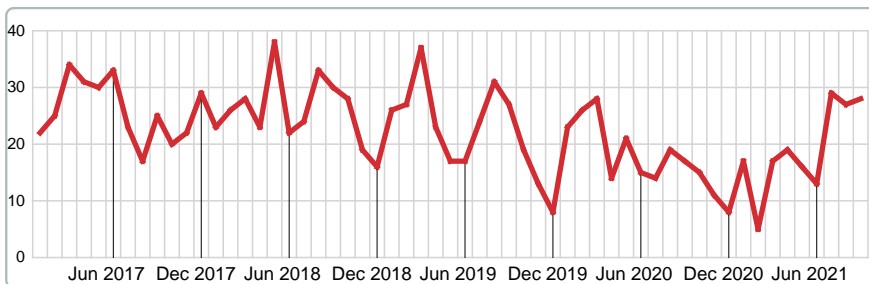
SEPTEMBER



YEAR TO DATE (YTD)

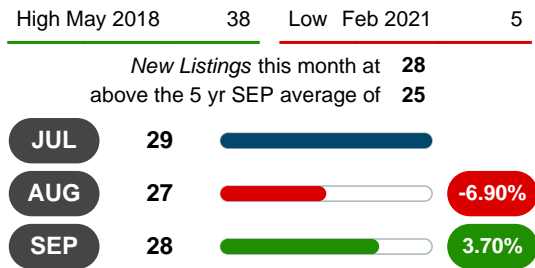


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$184,900		\$116,900	\$115,900	\$319,000	\$0

September 2021



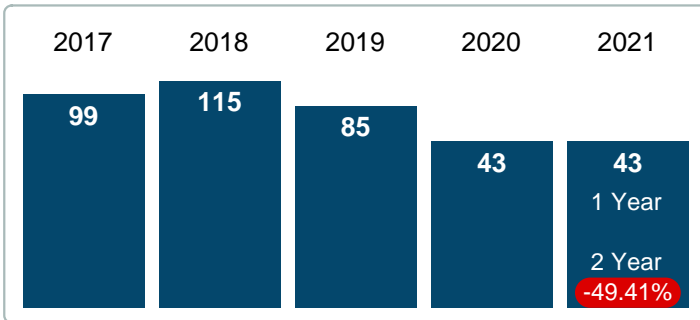
Area Delimited by County Of Sequoyah - Residential Property Type



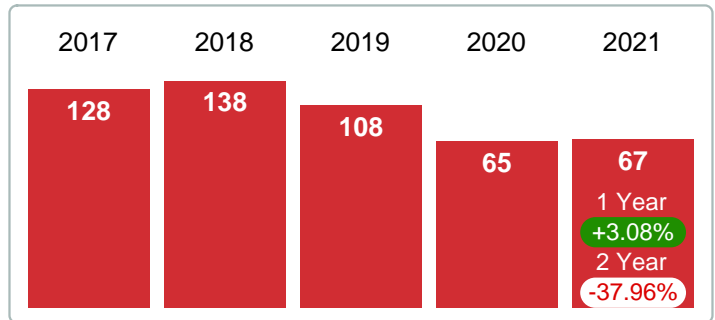
ACTIVE INVENTORY

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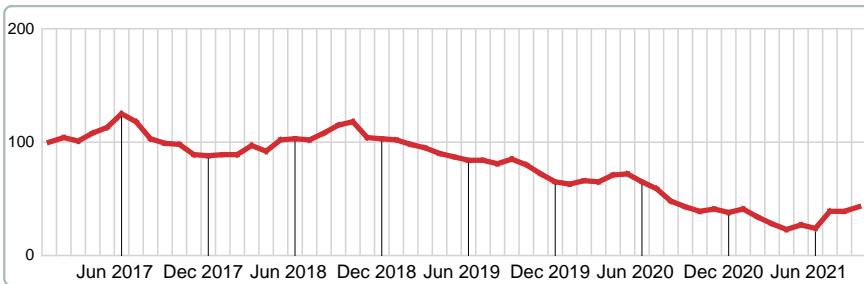
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

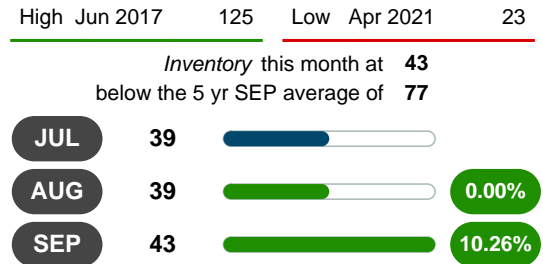


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 77



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	59.5	2	3	1	0
\$75,001 - \$100,000	6	13.95%	85.0	0	6	0	0
\$100,001 - \$175,000	9	20.93%	20.0	4	4	1	0
\$175,001 - \$475,000	10	23.26%	50.0	1	6	3	0
\$475,001 - \$625,000	6	13.95%	31.0	0	5	1	0
\$625,001 and up	4	9.30%	64.0	2	0	1	1
Total Active Inventory by Units	43			11	24	7	1
Total Active Inventory by Volume	13,791,000	100%	49.0	5.36M	5.46M	2.17M	810.00K
Median Active Inventory Listing Price	\$169,900			\$116,900	\$154,950	\$223,000	\$810,000

September 2021



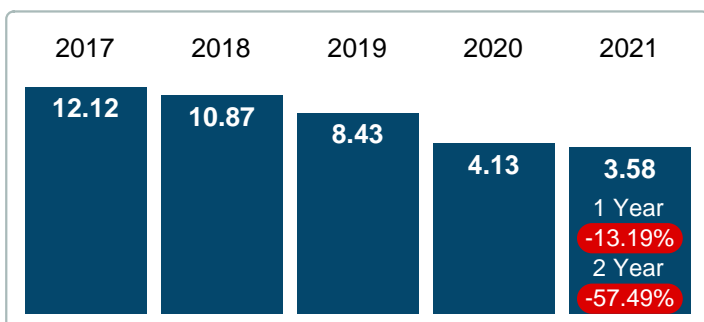
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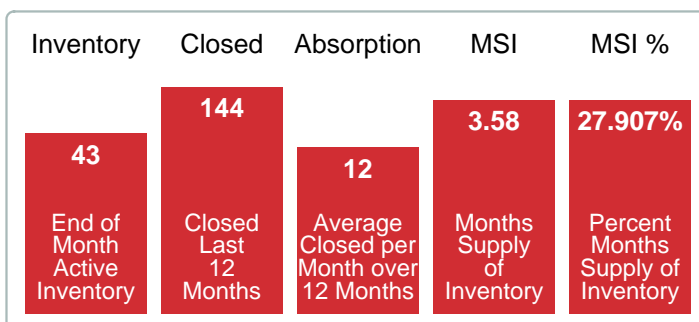
MONTHS SUPPLY of INVENTORY (MSI)

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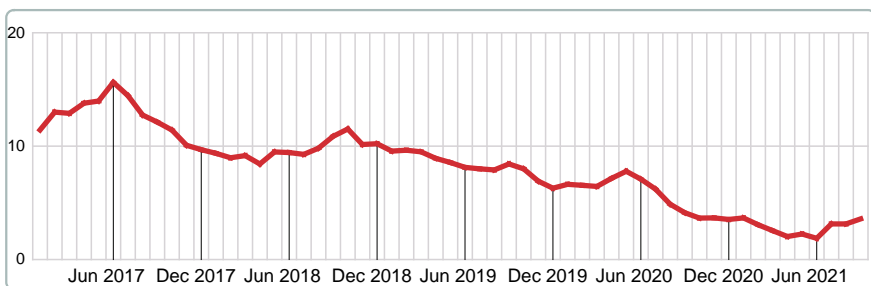
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

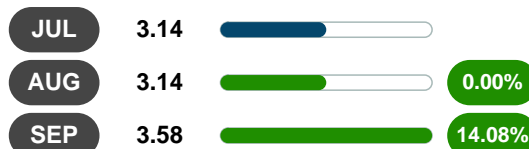


3 MONTHS

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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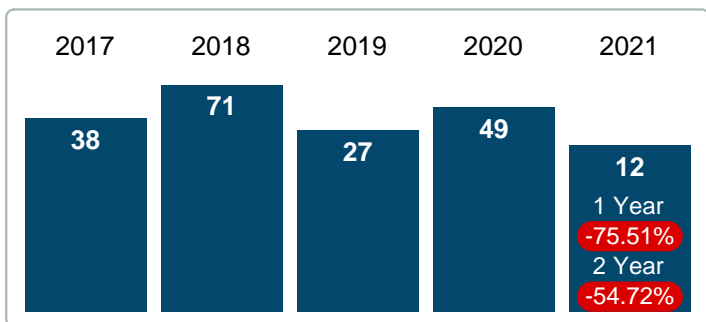
Area Delimited by County Of Sequoyah - Residential Property Type



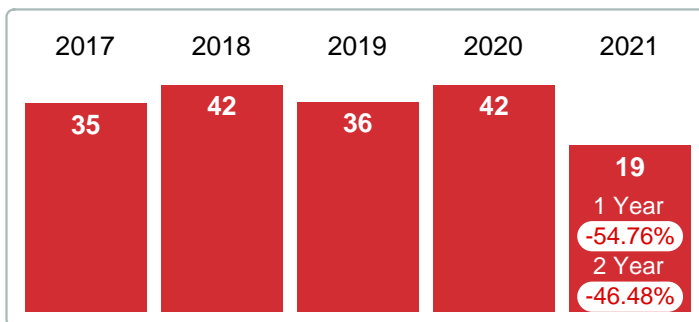
MEDIAN DAYS ON MARKET TO SALE

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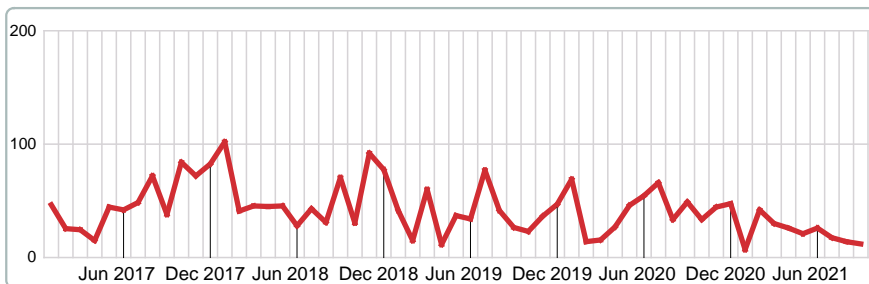
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

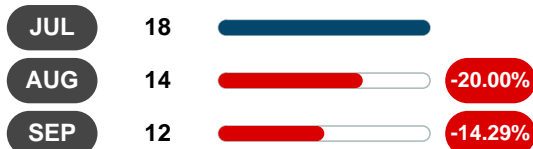


3 MONTHS

5 year SEP AVG = 39

High Jan 2018 102 Low Jan 2021 7

Median Days on Market to Sale this month at 12 below the 5 yr SEP 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
\$30,000 and less	16.67%	37	0	37	0	0
\$30,001 - \$40,000	0.00%	37	0	0	0	0
\$40,001 - \$80,000	25.00%	18	20	18	0	0
\$80,001 - \$130,000	16.67%	52	0	52	0	0
\$130,001 - \$240,000	16.67%	3	0	3	0	0
\$240,001 - \$370,000	8.33%	81	81	0	0	0
\$370,001 and up	16.67%	31	0	60	1	0
Median Closed DOM		12	34	11	1	0
Total Closed Units	100%	12.0	3	8	1	
Total Closed Volume		1,985,900	356.00K	1.05M	575.00K	0.00B

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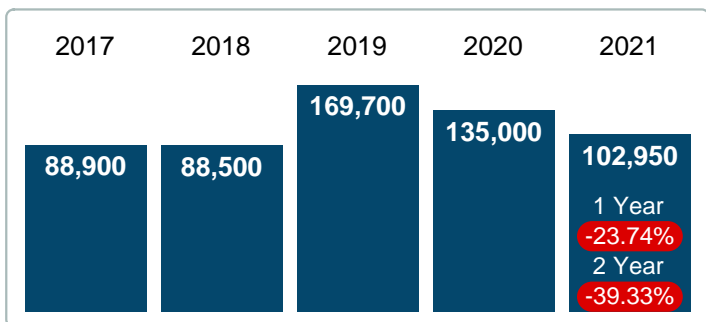
Area Delimited by County Of Sequoyah - Residential Property Type



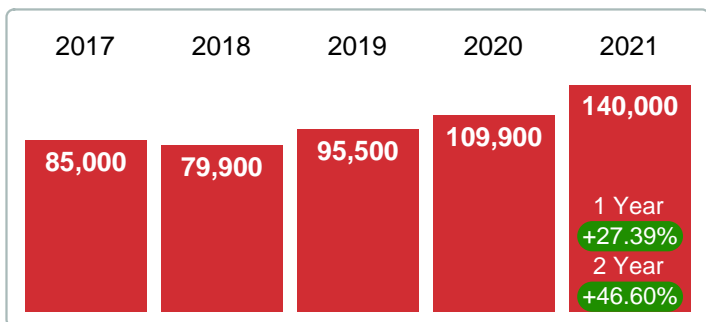
MEDIAN LIST PRICE AT CLOSING

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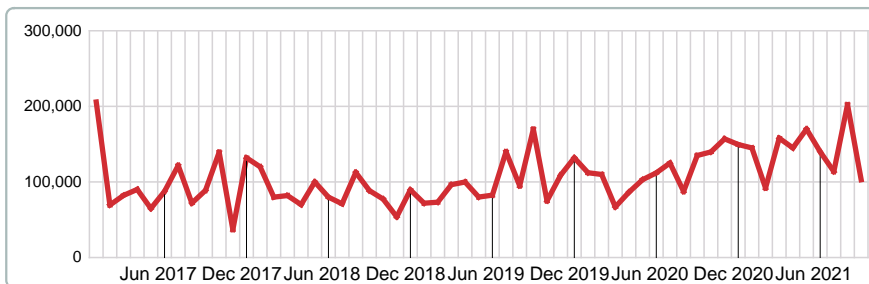
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

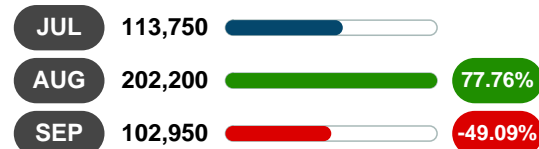


3 MONTHS

5 year SEP AVG = 117,010

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

Median List Price at Closing this month at **102,950**
 below the 5 yr SEP average of **117,010**



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
\$30,000 and less	8.33%	14,000	0	14,000	0	0
\$30,001 - \$40,000	8.33%	38,500	0	38,500	0	0
\$40,001 - \$80,000	16.67%	60,000	60,000	0	0	0
\$80,001 - \$130,000	25.00%	91,000	0	91,000	0	0
\$130,001 - \$240,000	16.67%	174,950	0	174,950	0	0
\$240,001 - \$370,000	8.33%	248,000	248,000	0	0	0
\$370,001 and up	16.67%	475,000	0	375,000	575,000	0
Median List Price		102,950	75,000	102,950	575,000	0
Total Closed Units		12	3	8	1	0
Total Closed Volume		2,013,800	368.00K	1.07M	575.00K	0.00B

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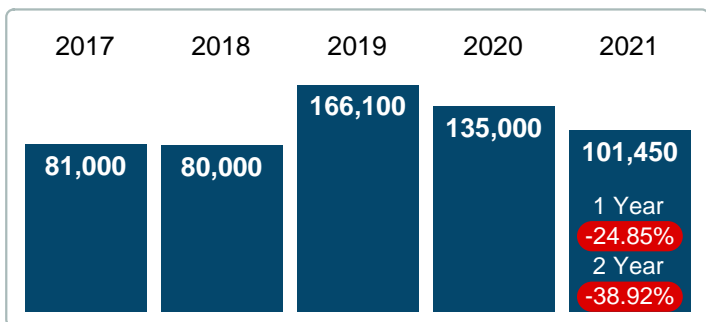
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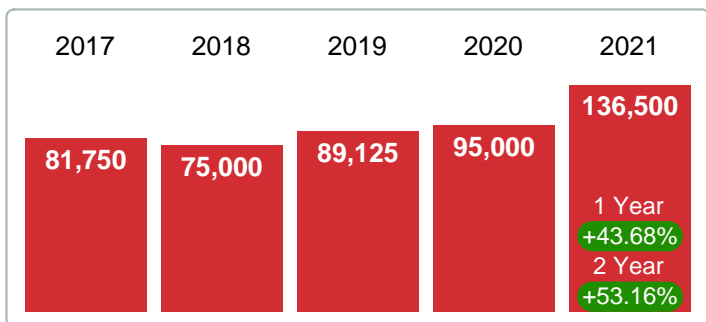
MEDIAN SOLD PRICE AT CLOSING

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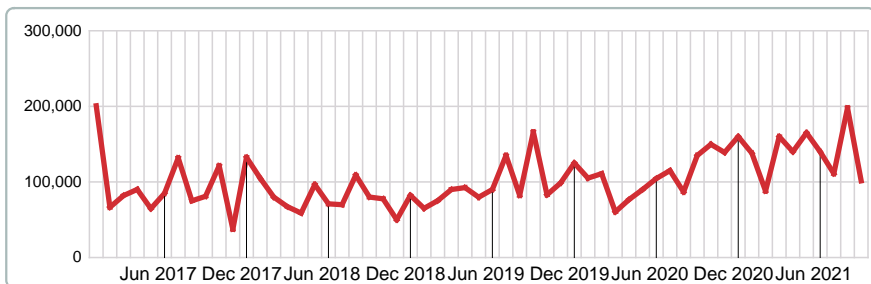
SEPTEMBER



YEAR TO DATE (YTD)

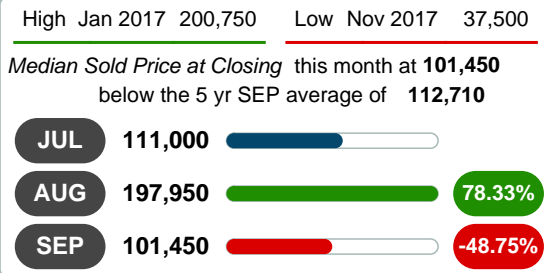


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 112,710



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
\$30,000 and less	2	16.67%	26,000	0	26,000	0	0
\$30,001 - \$40,000	0	0.00%	26,000	0	0	0	0
\$40,001 - \$80,000	3	25.00%	68,000	56,000	80,000	0	0
\$80,001 - \$130,000	2	16.67%	101,450	0	101,450	0	0
\$130,001 - \$240,000	2	16.67%	172,500	0	172,500	0	0
\$240,001 - \$370,000	1	8.33%	244,000	244,000	0	0	0
\$370,001 and up	2	16.67%	475,000	0	375,000	575,000	0
Median Sold Price			101,450	68,000	101,450	575,000	0
Total Closed Units		100%	101,450	3	8	1	
Total Closed Volume			1,985,900	356.00K	1.05M	575.00K	0.00B

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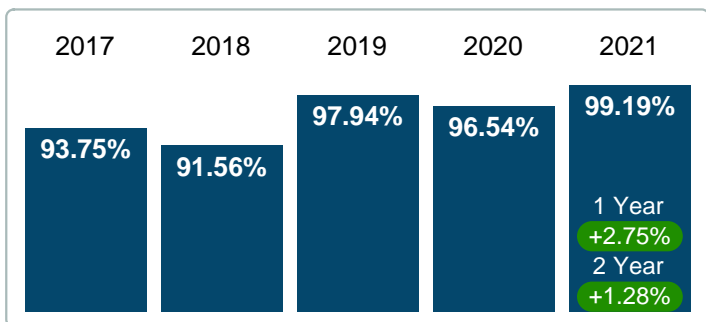
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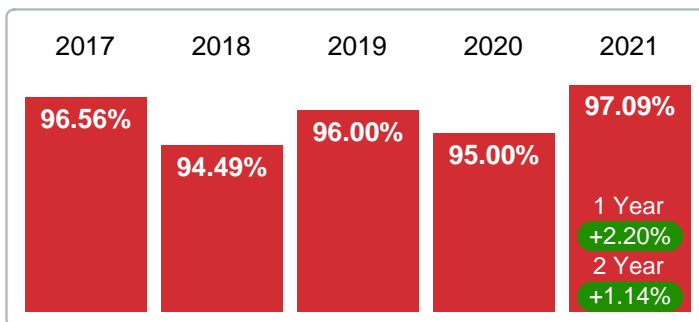
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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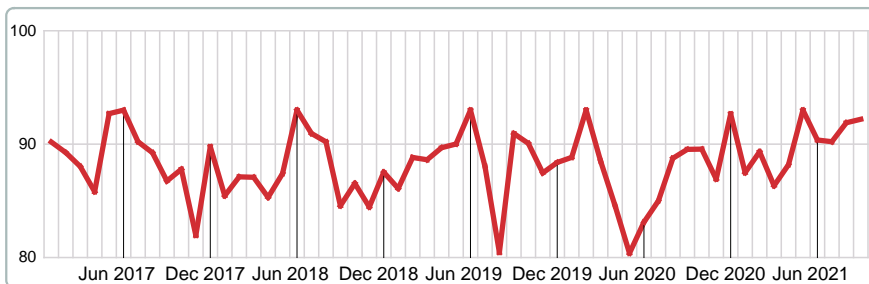
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

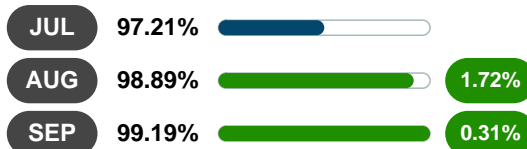


3 MONTHS

5 year SEP AVG = 95.80%

High May 2021 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **99.19%**
above the 5 yr SEP average of **95.80%**



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
\$30,000 and less	2	16.67%	117.53%	0.00%	117.53%	0.00%	0.00%
\$30,001 - \$40,000	0	0.00%	117.53%	0.00%	0.00%	0.00%	0.00%
\$40,001 - \$80,000	3	25.00%	90.67%	94.22%	87.91%	0.00%	0.00%
\$80,001 - \$130,000	2	16.67%	100.29%	0.00%	100.29%	0.00%	0.00%
\$130,001 - \$240,000	2	16.67%	98.86%	0.00%	98.86%	0.00%	0.00%
\$240,001 - \$370,000	1	8.33%	98.39%	98.39%	0.00%	0.00%	0.00%
\$370,001 and up	2	16.67%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		99.19%		97.78%	100.00%	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



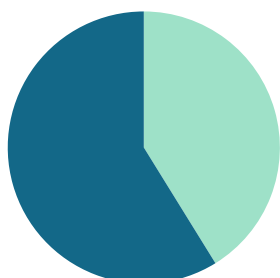
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

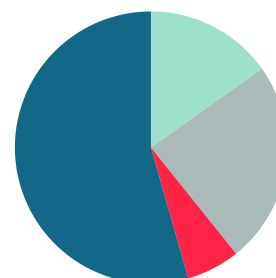


Inventory
 New Listings
28 = 41.18%
 Start Inventory
40
 Total Inventory Units
68
 Volume
\$20,265,300

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%
Median List Price	135,000	102,950	-23.74%	109,900	140,000	27.39%
Median Sale Price	135,000	101,450	-24.85%	95,000	136,500	43.68%
Median Percent of Selling Price to List Price	96.54%	99.19%	2.75%	95.00%	97.09%	2.20%
Median Days on Market to Sale	49.00	12.00	-75.51%	42.00	19.00	-54.76%
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

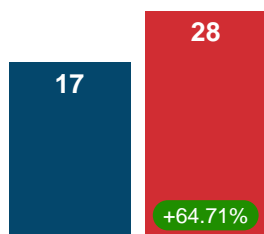
Inventory on September 30, 2021 = 43

2020 2021

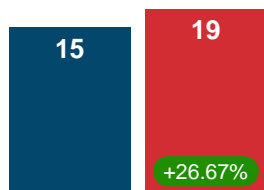
SEPTEMBER MARKET

MEDIAN PRICES

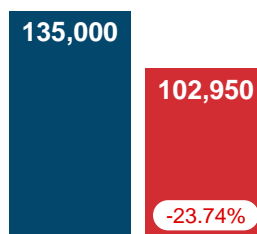
New Listings



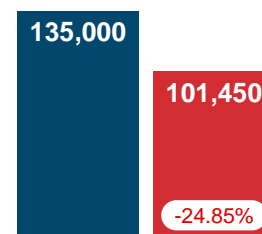
Pending Listings



List Price



Sale Price



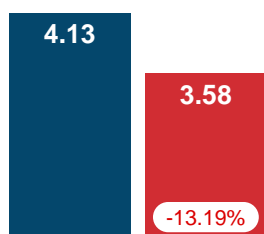
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

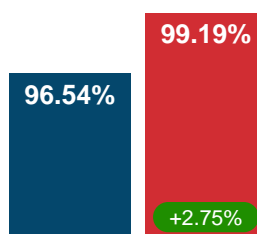
Active Inventory

+0.00%

Monthly Supply of Inventory



Sale/List Ratio



Days on Market

