

April 2023



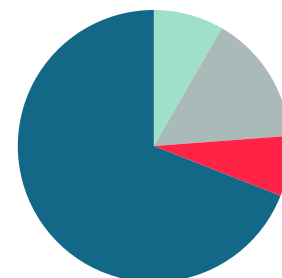
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	April 2023	+/-%
Closed Listings	10	7	-30.00%
Pending Listings	14	13	-7.14%
New Listings	15	22	46.67%
Average List Price	234,270	144,757	-38.21%
Average Sale Price	223,390	137,107	-38.62%
Average Percent of Selling Price to List Price	96.48%	92.76%	-3.86%
Average Days on Market to Sale	61.30	40.71	-33.58%
End of Month Inventory	66	58	-12.12%
Months Supply of Inventory	4.86	5.80	19.37%



■ Closed (8.33%)
■ Pending (15.48%)
■ Other OffMarket (7.14%)
■ Active (69.05%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of April 30, 2023 = **58**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2023 decreased **12.12%** to 58 existing homes available for sale. Over the last 12 months this area has had an average of 10 closed sales per month. This represents an unsold inventory index of **5.80** 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 **38.62%** in April 2023 to \$137,107 versus the previous year at \$223,390.

Average Days on Market Shortens

The average number of **40.71** days that homes spent on the market before selling decreased by 20.59 days or **33.58%** in April 2023 compared to last year's same month at **61.30** DOM.

Sales Success for April 2023 is Positive

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

There were 22 New Listings in April 2023, up **46.67%** from last year at 15. Furthermore, there were 7 Closed Listings this month versus last year at 10, a **-30.00%** decrease.

Closed versus Listed trends yielded a **31.8%** ratio, down from previous year's, April 2022, at **66.7%**, a **52.27%** 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

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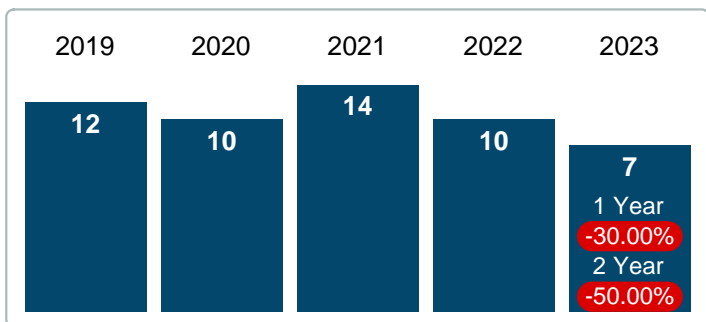
Area Delimited by County Of Sequoyah - Residential Property Type



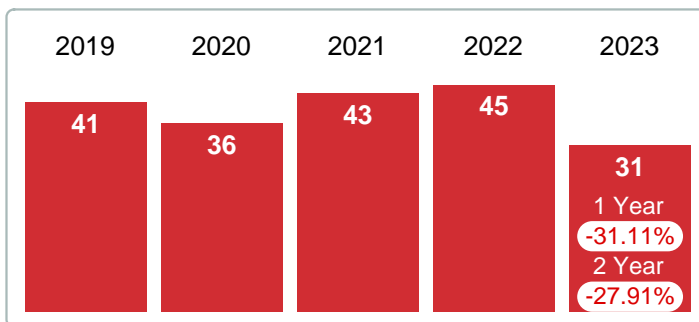
CLOSED LISTINGS

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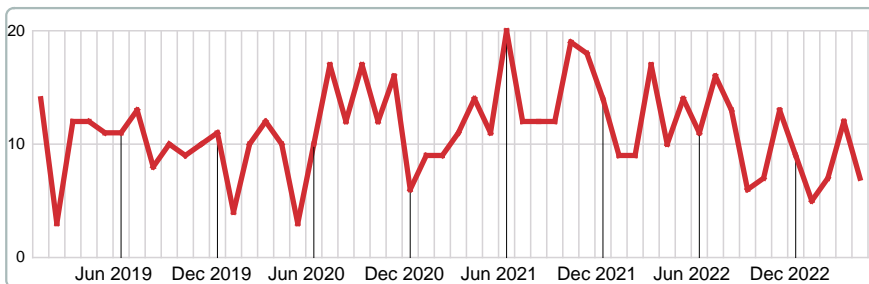
APRIL



YEAR TO DATE (YTD)

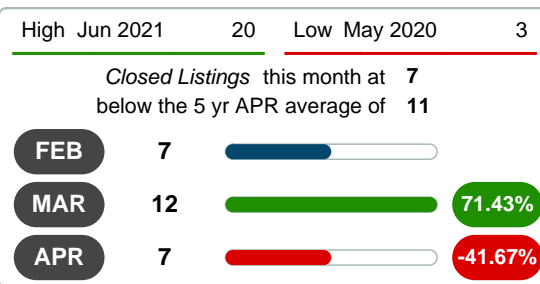


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	14.29%	13.0	1	0	0	0
\$50,001 - \$60,000	0	0.00%	0.0	0	0	0	0
\$60,001 - \$90,000	1	14.29%	10.0	1	0	0	0
\$90,001 - \$160,000	3	42.86%	60.3	0	3	0	0
\$160,001 - \$190,000	1	14.29%	24.0	0	1	0	0
\$190,001 - \$290,000	0	0.00%	0.0	0	0	0	0
\$290,001 and up	1	14.29%	57.0	0	1	0	0
Total Closed Units	7			2	5	0	0
Total Closed Volume	959,750	100%	40.7	113.00K	846.75K	0.00B	0.00B
Average Closed Price	\$137,107			\$56,500	\$169,350	\$0	\$0

April 2023



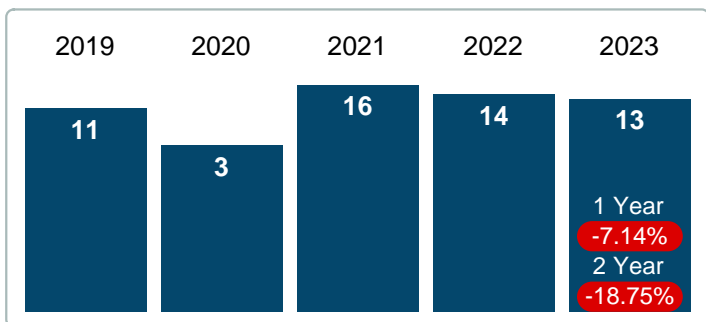
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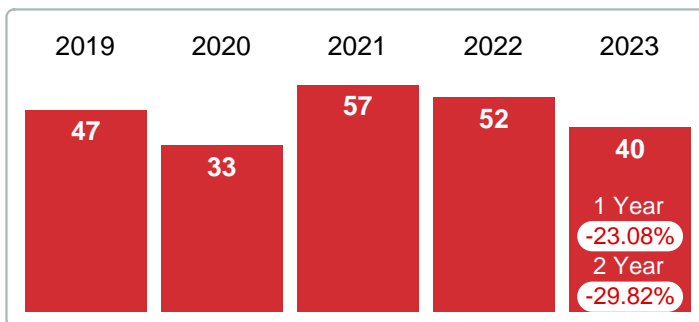
PENDING LISTINGS

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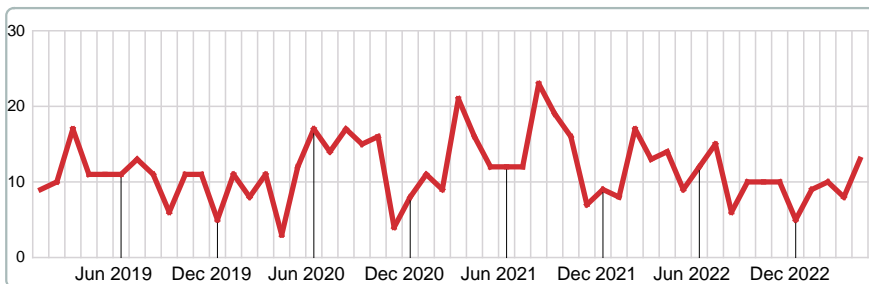
APRIL



YEAR TO DATE (YTD)

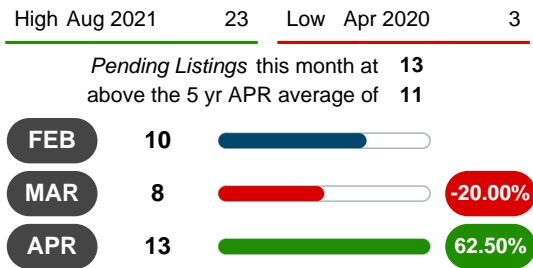


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$70,000 and less	1	7.69%	0.0	0	1	0	0
\$70,001 - \$80,000	1	7.69%	20.0	1	0	0	0
\$80,001 - \$120,000	2	15.38%	27.0	0	2	0	0
\$120,001 - \$170,000	4	30.77%	47.0	2	2	0	0
\$170,001 - \$200,000	2	15.38%	53.5	0	2	0	0
\$200,001 - \$240,000	1	7.69%	0.0	0	1	0	0
\$240,001 and up	2	15.38%	6.0	1	0	1	0
Total Pending Units	13			4	8	1	0
Total Pending Volume	1,995,600	100%	20.0	584.30K	1.07M	345.00K	0.00B
Average Listing Price	\$75,000			\$146,075	\$133,288	\$345,000	\$0

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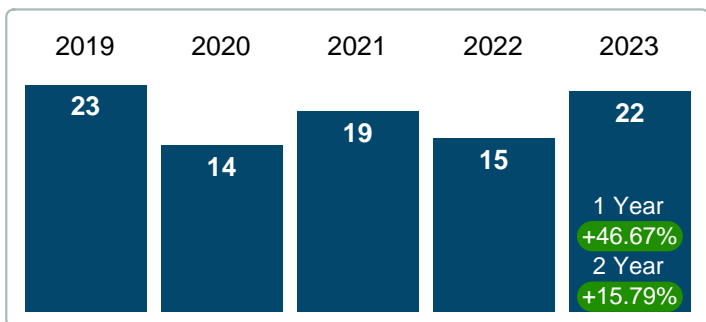
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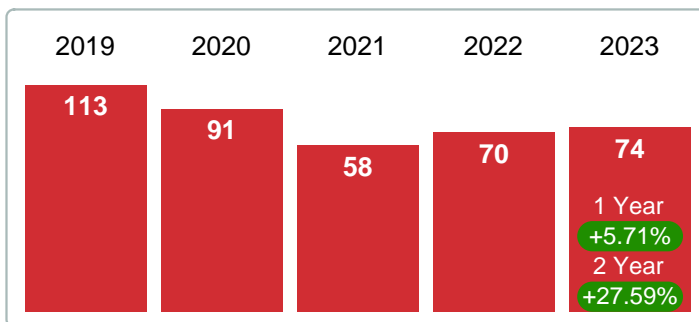
NEW LISTINGS

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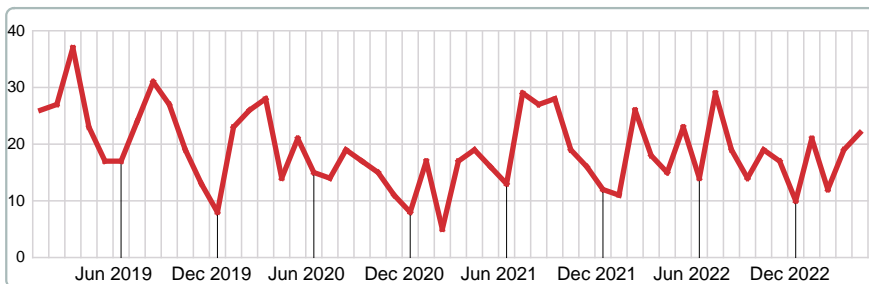
APRIL



YEAR TO DATE (YTD)

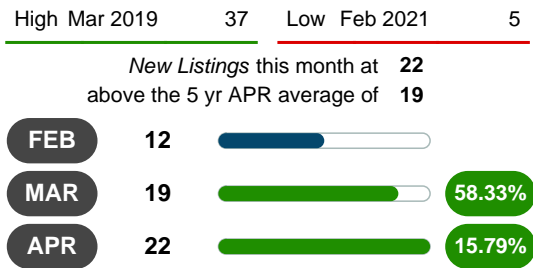


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 19



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	3	13.64%	2	1	0	0
\$90,001 - \$90,000	0	0.00%	0	0	0	0
\$90,001 - \$130,000	4	18.18%	1	3	0	0
\$130,001 - \$200,000	6	27.27%	1	4	1	0
\$200,001 - \$250,000	3	13.64%	1	2	0	0
\$250,001 - \$390,000	3	13.64%	0	3	0	0
\$390,001 and up	3	13.64%	1	1	1	0
Total New Listed Units	22		6	14	2	0
Total New Listed Volume	4,651,600	100%	1.06M	2.86M	725.00K	0.00B
Average New Listed Listing Price	\$0		\$177,050	\$204,593	\$362,500	\$0

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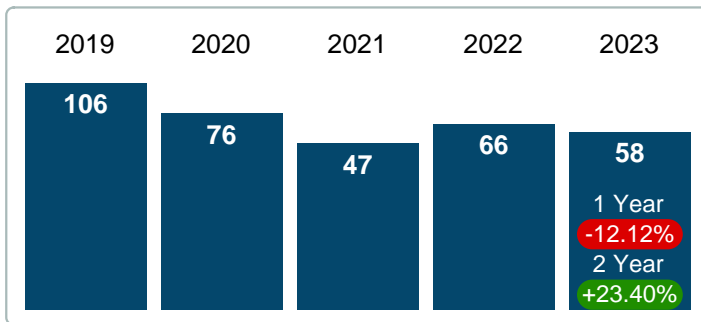
Area Delimited by County Of Sequoyah - Residential Property Type



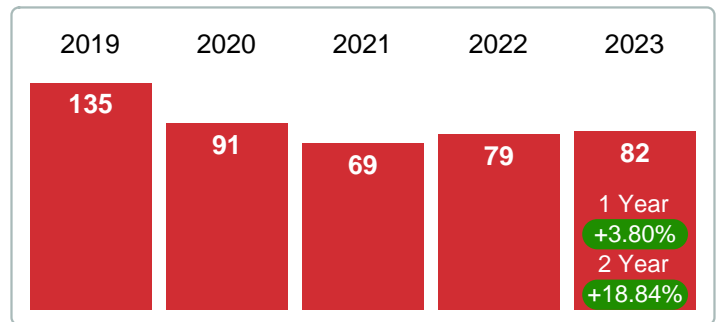
ACTIVE INVENTORY

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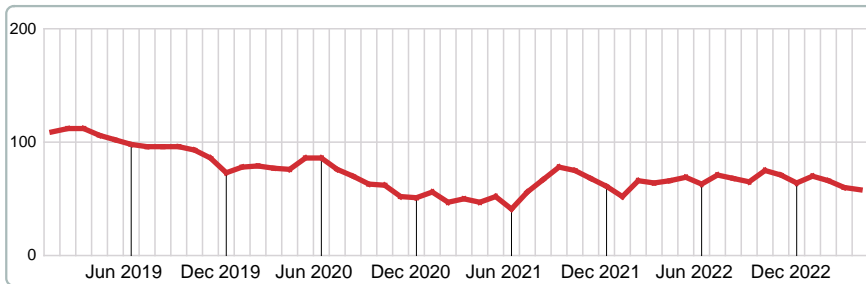
END OF APRIL



ACTIVE DURING APRIL

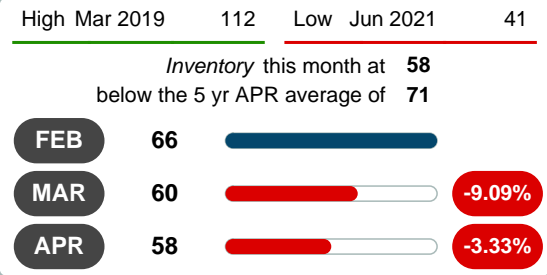


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 71



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	3.45%	19.5	2	0	0	0
\$75,001 - \$125,000	9	15.52%	82.6	5	3	1	0
\$125,001 - \$150,000	10	17.24%	60.9	1	9	0	0
\$150,001 - \$250,000	16	27.59%	88.2	5	9	2	0
\$250,001 - \$275,000	5	8.62%	82.6	0	3	2	0
\$275,001 - \$525,000	10	17.24%	94.4	1	6	2	1
\$525,001 and up	6	10.34%	150.2	0	3	3	0
Total Active Inventory by Units	58			14	33	10	1
Total Active Inventory by Volume	19,512,400	100%	87.2	2.02M	9.62M	7.53M	349.90K
Average Active Inventory Listing Price	\$336,421			\$144,193	\$291,439	\$752,630	\$349,900

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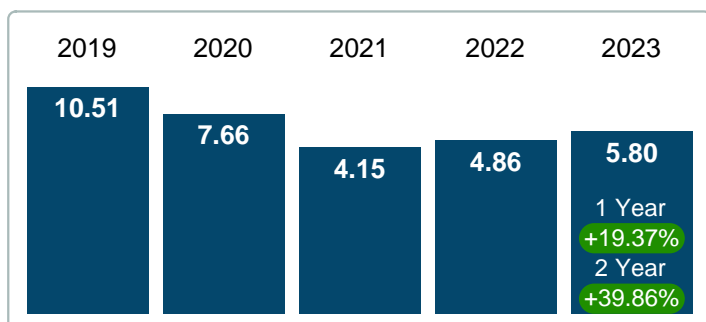
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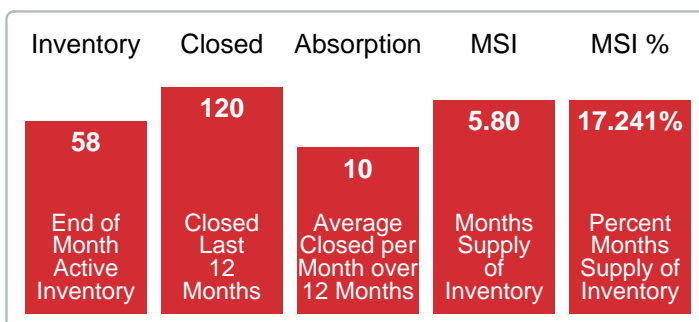
MONTHS SUPPLY of INVENTORY (MSI)

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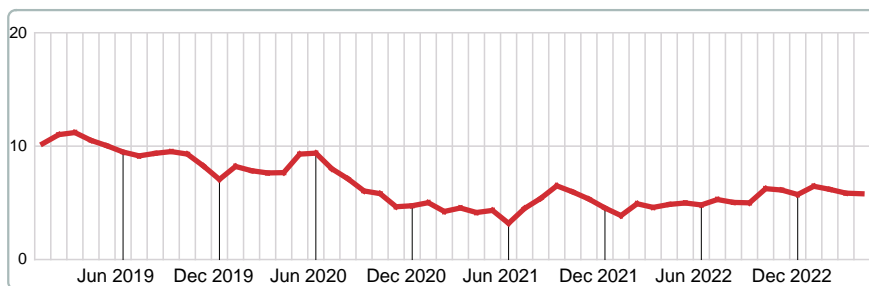
MSI FOR APRIL



INDICATORS FOR APRIL 2023

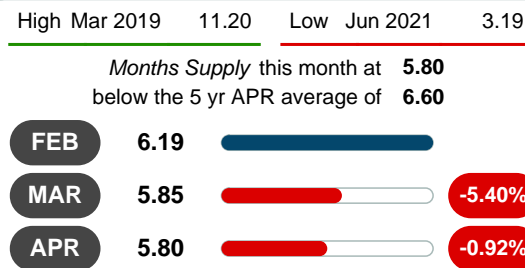


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 6.60



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
\$75,000 and less	2	3.45%	1.50	3.43	0.00	0.00	0.00
\$75,001 - \$125,000	9	15.52%	3.72	5.00	2.25	12.00	0.00
\$125,001 - \$150,000	10	17.24%	8.57	4.00	10.80	0.00	0.00
\$150,001 - \$250,000	16	27.59%	6.00	6.00	6.75	4.00	0.00
\$250,001 - \$275,000	5	8.62%	15.00	0.00	12.00	24.00	0.00
\$275,001 - \$525,000	10	17.24%	6.32	3.00	8.00	4.00	0.00
\$525,001 and up	6	10.34%	12.00	0.00	18.00	9.00	0.00
Market Supply of Inventory (MSI)			5.80	4.67	6.09	6.32	inf
Total Active Inventory by Units		100%	5.80	14	33	10	1

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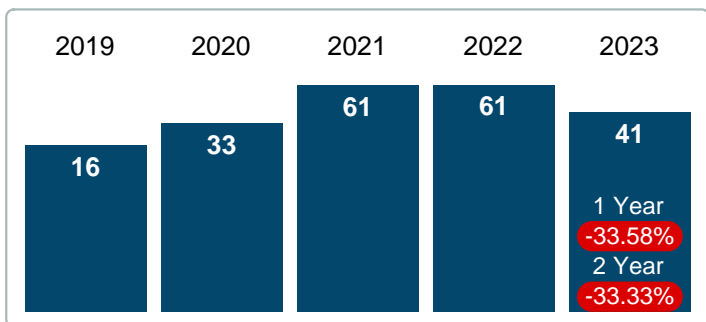
Area Delimited by County Of Sequoyah - Residential Property Type



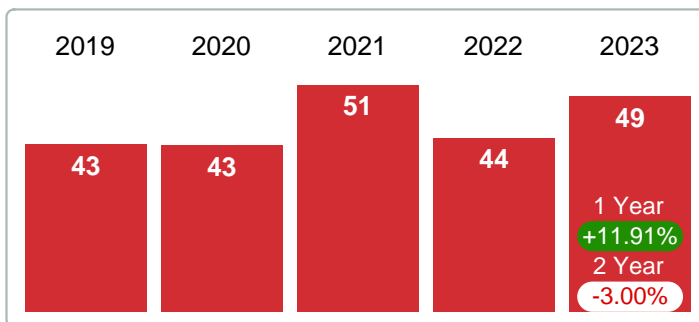
AVERAGE DAYS ON MARKET TO SALE

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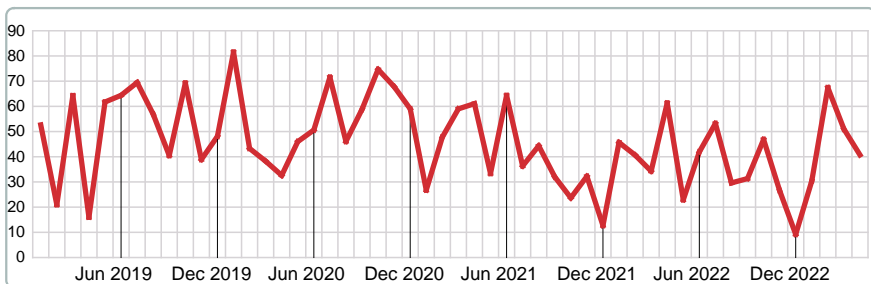
APRIL



YEAR TO DATE (YTD)

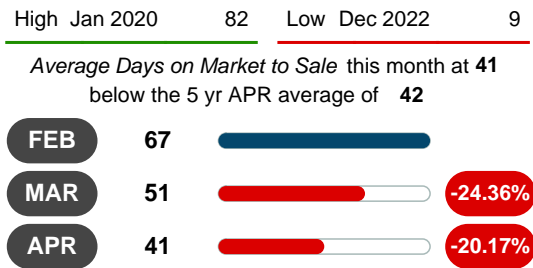


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 42



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
\$50,000 and less	14.29%	13	13	0	0	0
\$50,001 - \$60,000	0.00%	0	0	0	0	0
\$60,001 - \$90,000	14.29%	10	10	0	0	0
\$90,001 - \$160,000	42.86%	60	0	60	0	0
\$160,001 - \$190,000	14.29%	24	0	24	0	0
\$190,001 - \$290,000	0.00%	0	0	0	0	0
\$290,001 and up	14.29%	57	0	57	0	0
Average Closed DOM		41	12	52	0	0
Total Closed Units	100%	41	2	5		
Total Closed Volume		959,750	113.00K	846.75K	0.00B	0.00B

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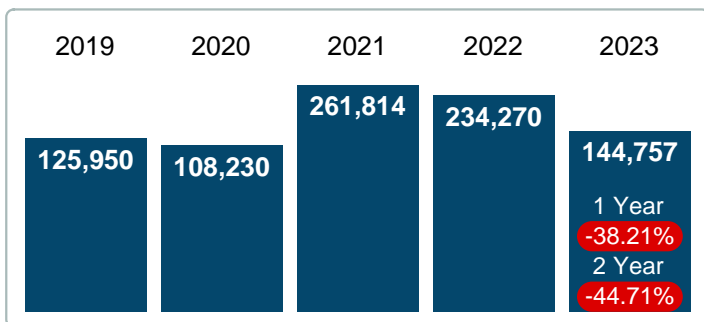
Area Delimited by County Of Sequoyah - Residential Property Type



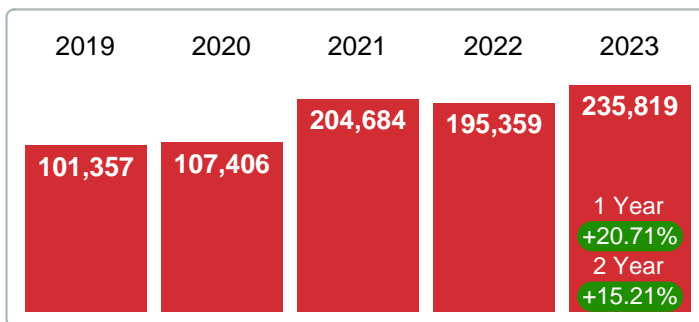
AVERAGE LIST PRICE AT CLOSING

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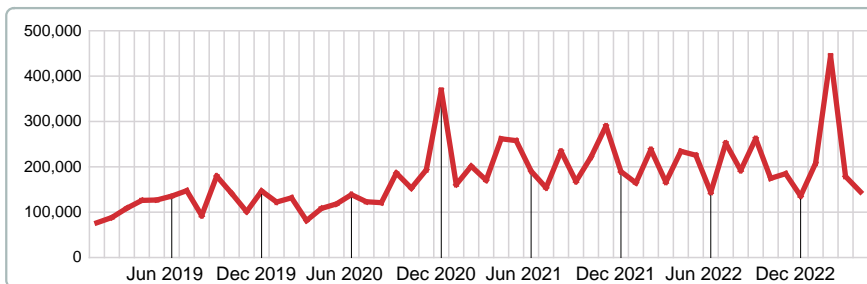
APRIL



YEAR TO DATE (YTD)

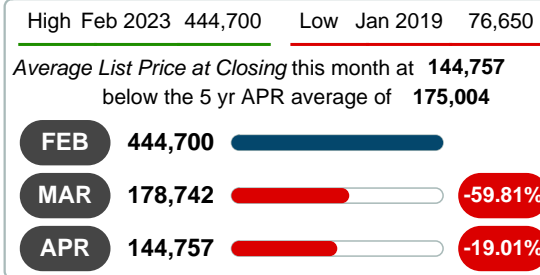


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 175,004



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
\$50,000 and less	0	0.00%	0	65,000	0	0	0
\$50,001 - \$60,000	0	0.00%	0	0	0	0	0
\$60,001 - \$90,000	2	28.57%	70,000	75,000	0	0	0
\$90,001 - \$160,000	2	28.57%	101,950	0	124,633	0	0
\$160,001 - \$190,000	1	14.29%	170,000	0	199,500	0	0
\$190,001 - \$290,000	1	14.29%	199,500	0	0	0	0
\$290,001 and up	1	14.29%	299,900	0	299,900	0	0
Average List Price			144,757	70,000	174,660	0	0
Total Closed Units		100%	144,757	2	5		
Total Closed Volume			1,013,300	140.00K	873.30K	0.00B	0.00B

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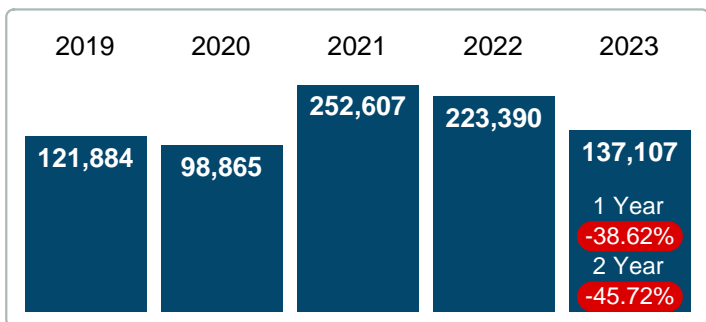
Area Delimited by County Of Sequoyah - Residential Property Type



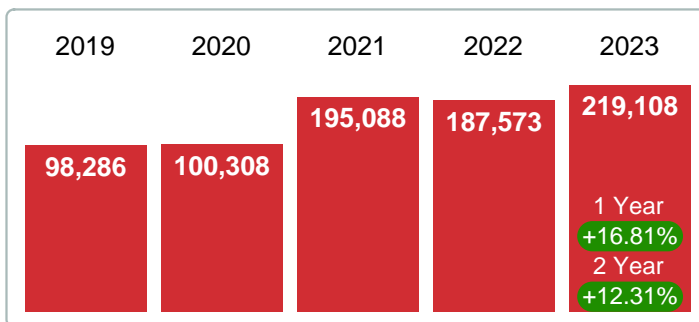
AVERAGE SOLD PRICE AT CLOSING

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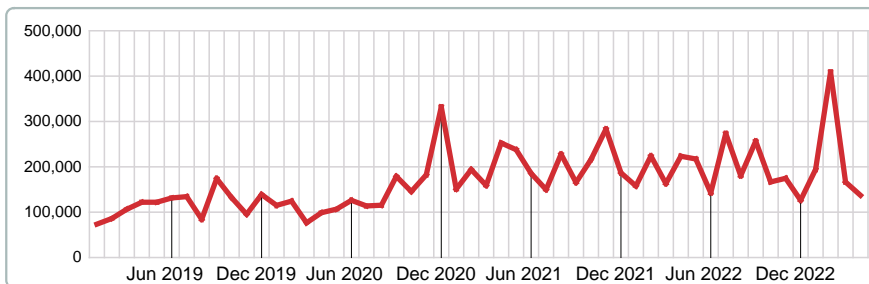
APRIL



YEAR TO DATE (YTD)

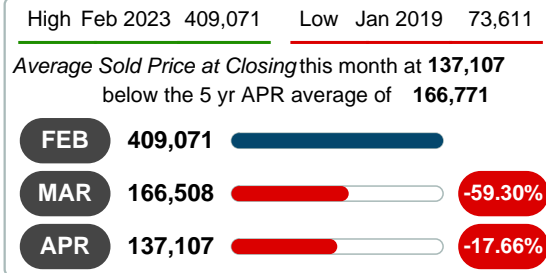


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 166,771



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
\$50,000 and less	14.29%	50,000	50,000	0	0	0
\$50,001 - \$60,000	0.00%	0	0	0	0	0
\$60,001 - \$90,000	14.29%	63,000	63,000	0	0	0
\$90,001 - \$160,000	42.86%	121,583	0	121,583	0	0
\$160,001 - \$190,000	14.29%	190,000	0	190,000	0	0
\$190,001 - \$290,000	0.00%	0	0	0	0	0
\$290,001 and up	14.29%	292,000	0	292,000	0	0
Average Sold Price		137,107	56,500	169,350	0	0
Total Closed Units	100%	137,107	2	5		
Total Closed Volume		959,750	113.00K	846.75K	0.00B	0.00B

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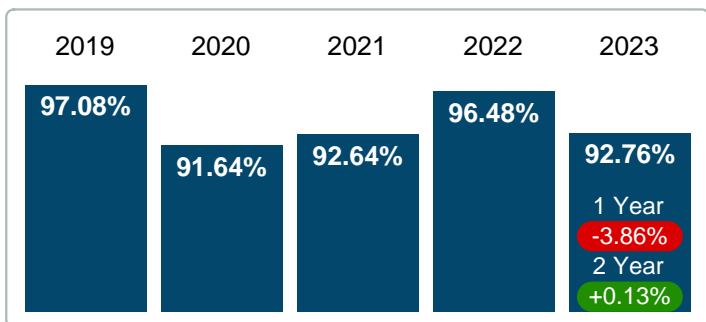
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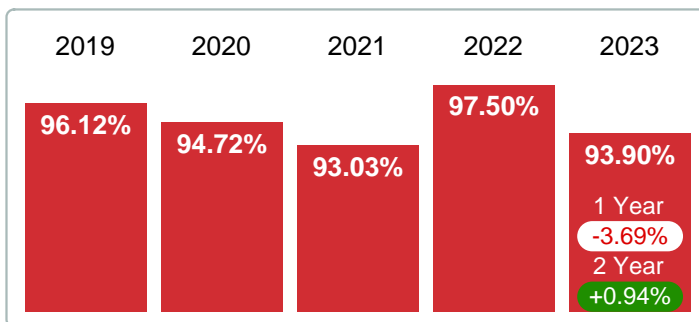
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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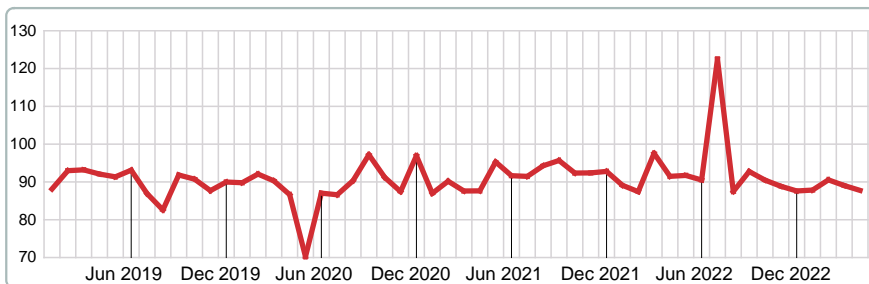
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

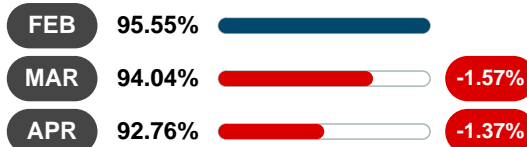


3 MONTHS

5 year APR AVG = 94.12%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **92.76%** below the 5 yr APR average of **94.12%**



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
\$50,000 and less	1	14.29%	76.92%	76.92%	0.00%	0.00%	0.00%
\$50,001 \$60,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$60,001 \$90,000	1	14.29%	84.00%	84.00%	0.00%	0.00%	0.00%
\$90,001 \$160,000	3	42.86%	98.59%	0.00%	98.59%	0.00%	0.00%
\$160,001 \$190,000	1	14.29%	95.24%	0.00%	95.24%	0.00%	0.00%
\$190,001 \$290,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$290,001 and up	1	14.29%	97.37%	0.00%	97.37%	0.00%	0.00%
Average Sold/List Ratio		92.80%		80.46%	97.68%	0.00%	0.00%
Total Closed Units		7	100%	2	5		
Total Closed Volume		959,750		113.00K	846.75K	0.00B	0.00B

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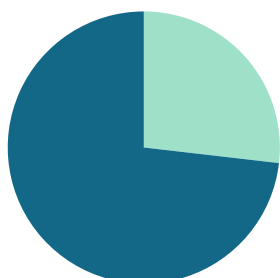
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on May 11, 2023 for MLS Technology Inc.

INVENTORY

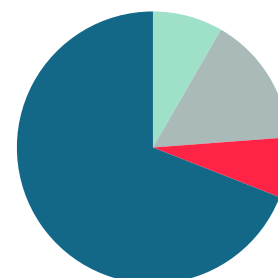


Inventory
 New Listings
22 = 26.83%
 Start Inventory
60
 Total Inventory Units
82
 Volume
\$25,388,300

Market Activity

Closed Sales
7 = 8.33%
 Pending Sales
13 = 15.48%
 Other Off Market
6 = 7.14%
 Active Inventory
58 = 69.05%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	10	7	-30.00%	45	31	-31.11%
Pending Sales	14	13	-7.14%	52	40	-23.08%
New Listings	15	22	46.67%	70	74	5.71%
Average List Price	234,270	144,757	-38.21%	195,359	235,819	20.71%
Average Sale Price	223,390	137,107	-38.62%	187,573	219,108	16.81%
Average Percent of Selling Price to List Price	96.48%	92.76%	-3.86%	97.50%	93.90%	-3.69%
Average Days on Market to Sale	61.30	40.71	-33.58%	43.84	49.06	11.91%
Monthly Inventory	66	58	-12.12%	66	58	-12.12%
Months Supply of Inventory	4.86	5.80	19.37%	4.86	5.80	19.37%

Absorption: Last 12 months, an Average of **10** Sales/Month

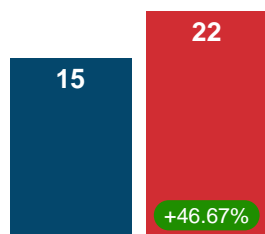
Inventory on April 30, 2023 = **58**

2022 **2023**

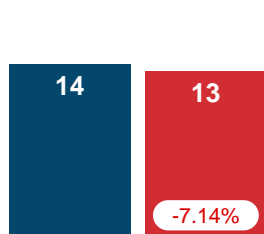
APRIL MARKET

AVERAGE PRICES

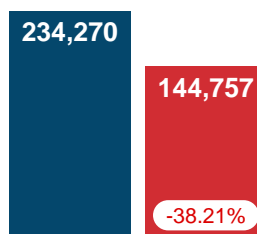
New Listings



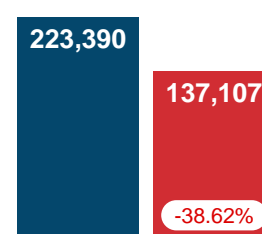
Pending Listings



List Price



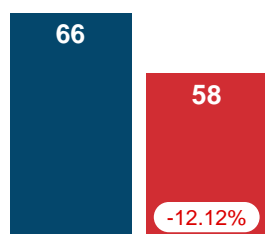
Sale Price



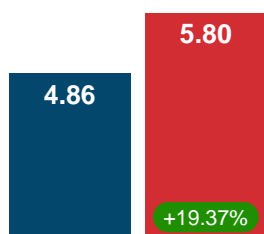
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

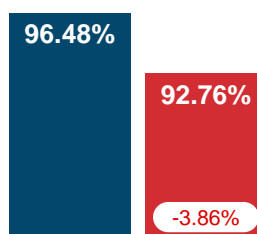
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

