

April 2023



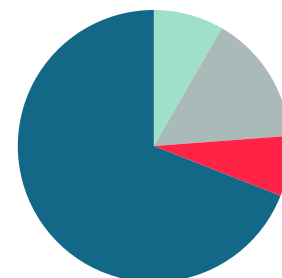
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	172,450	109,900	-36.27%
Median Sale Price	160,950	105,000	-34.76%
Median Percent of Selling Price to List Price	96.78%	95.24%	-1.60%
Median Days on Market to Sale	42.00	24.00	-42.86%
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.

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 **34.76%** in April 2023 to \$105,000 versus the previous year at \$160,950.

Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 18.00 days or **42.86%** in April 2023 compared to last year's same month at **42.00** DOM.

Sales Success for April 2023 is Positive

Overall, with Median 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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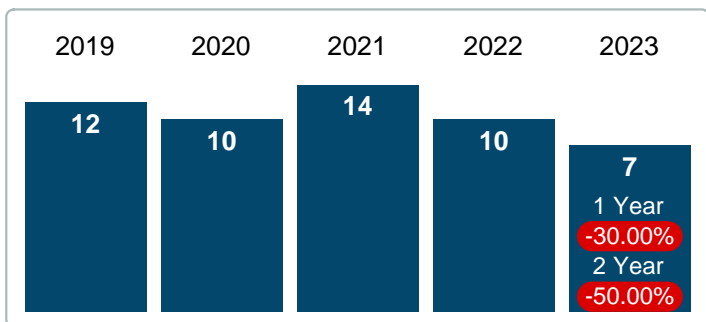
Area Delimited by County Of Sequoyah - Residential Property Type



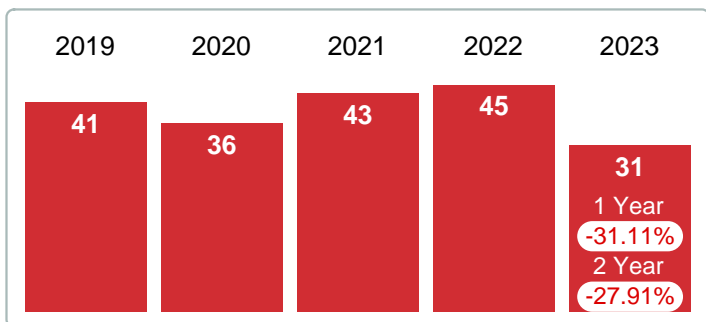
CLOSED LISTINGS

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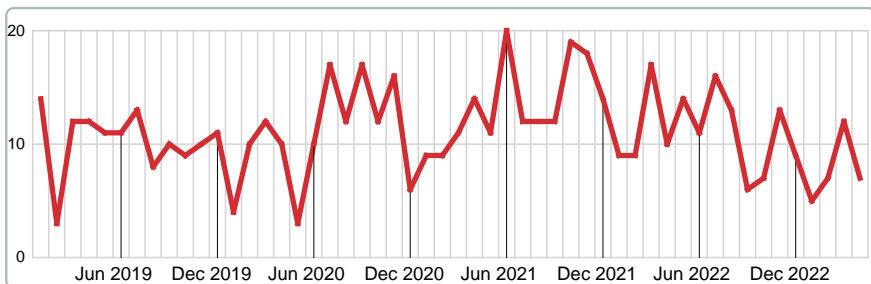
APRIL



YEAR TO DATE (YTD)

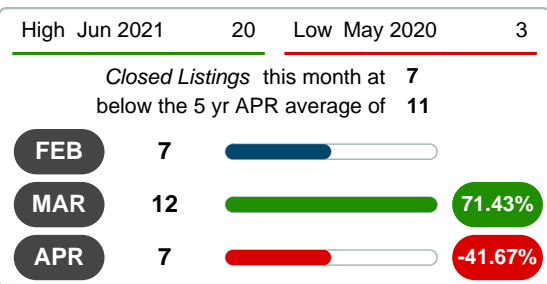


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	13.0	0	0	0	0
\$60,001 - \$90,000	1	14.29%	10.0	1	0	0	0
\$90,001 - \$160,000	3	42.86%	68.0	0	3	0	0
\$160,001 - \$190,000	1	14.29%	24.0	0	1	0	0
\$190,001 - \$290,000	0	0.00%	24.0	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%	24.0	113.00K	846.75K	0.00B	0.00B
Median Closed Price	\$105,000			\$56,500	\$160,000	\$0	\$0

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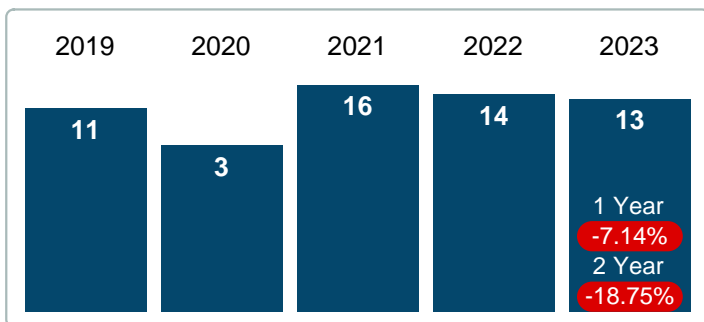
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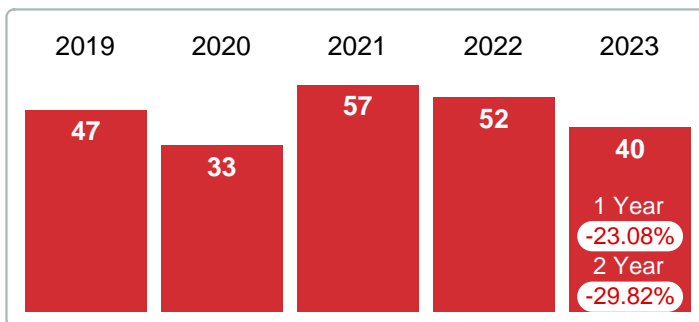
PENDING LISTINGS

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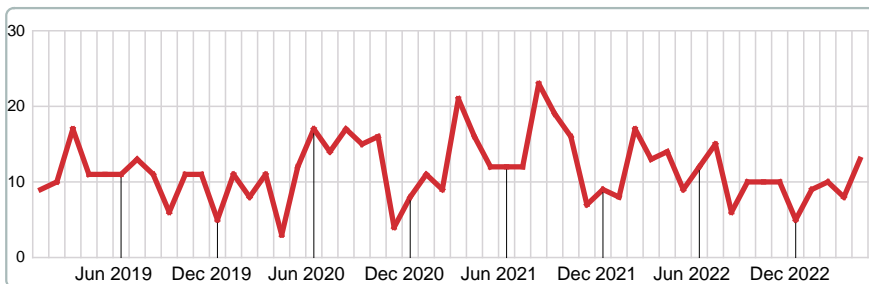
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 11

High Aug 2021 23 Low Apr 2020 3

Pending Listings this month at 13 above the 5 yr APR average of 11



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	49.5	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%	13.0	584.30K	1.07M	345.00K	0.00B
Median Listing Price	\$139,500			\$132,200	\$141,500	\$345,000	\$0

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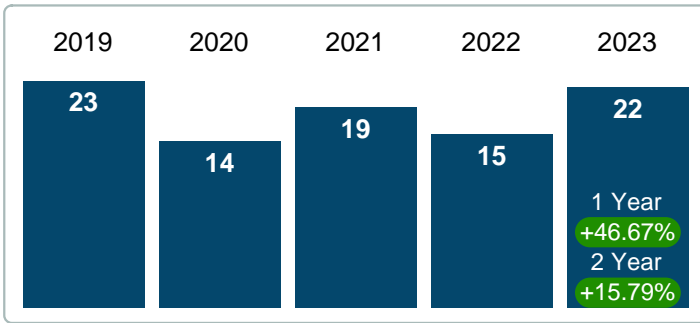
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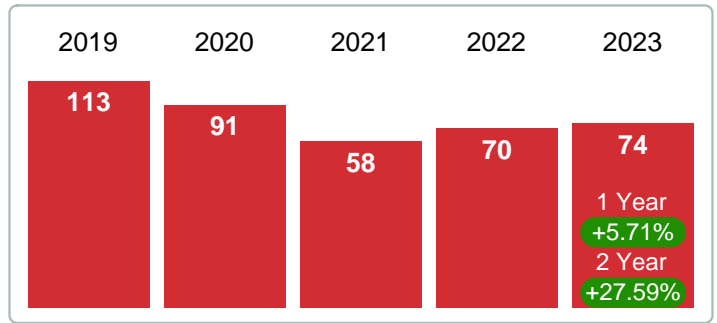
NEW LISTINGS

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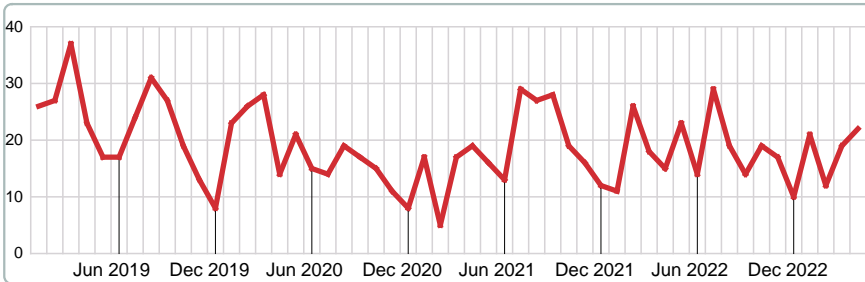
APRIL



YEAR TO DATE (YTD)

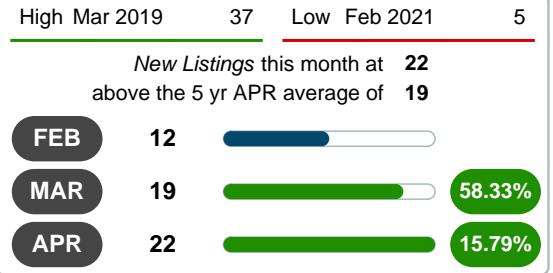


5 YEAR MARKET ACTIVITY TRENDS



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
\$75,000 and less	2	9.09%	1	1	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$125,000	4	18.18%	2	2	0	0
\$125,001 - \$200,000	7	31.82%	1	5	1	0
\$200,001 - \$250,000	3	13.64%	1	2	0	0
\$250,001 - \$375,000	3	13.64%	0	3	0	0
\$375,001 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
Median New Listed Listing Price	\$174,000		\$134,000	\$178,500	\$362,500	\$0

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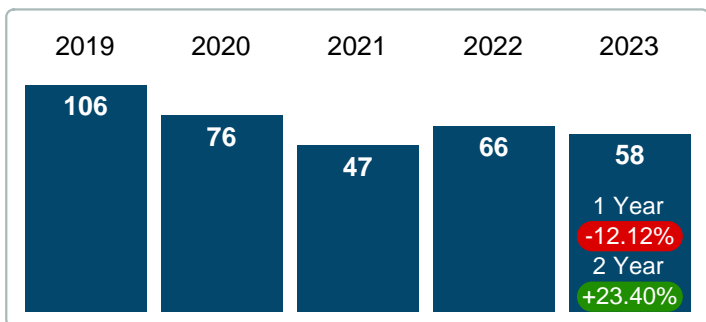
Area Delimited by County Of Sequoyah - Residential Property Type



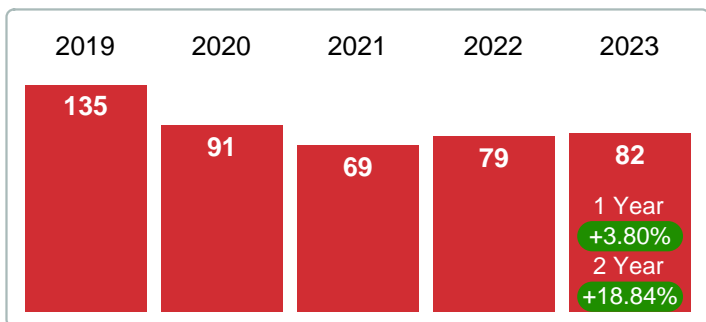
ACTIVE INVENTORY

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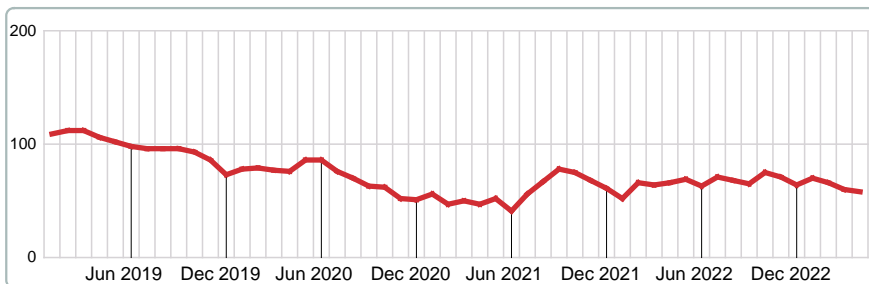
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 71

High Mar 2019 112 Low Jun 2021 41

Inventory this month at 58
below the 5 yr APR average of 71



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	93.0	5	3	1	0
\$125,001 - \$150,000	10	17.24%	48.5	1	9	0	0
\$150,001 - \$250,000	16	27.59%	50.0	5	9	2	0
\$250,001 - \$275,000	5	8.62%	99.0	0	3	2	0
\$275,001 - \$525,000	10	17.24%	73.5	1	6	2	1
\$525,001 and up	6	10.34%	83.0	0	3	3	0
Total Active Inventory by Units	58			14	33	10	1
Total Active Inventory by Volume	19,512,400	100%	56.5	2.02M	9.62M	7.53M	349.90K
Median Active Inventory Listing Price	\$180,000			\$132,450	\$195,900	\$277,500	\$349,900

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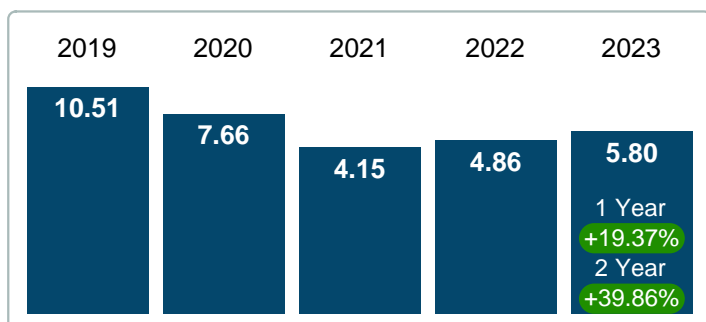
Area Delimited by County Of Sequoyah - Residential Property Type



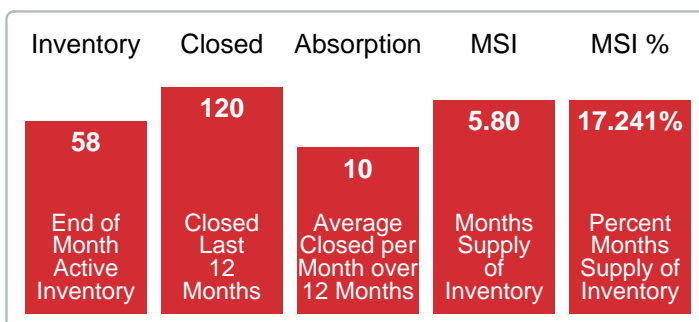
MONTHS SUPPLY of INVENTORY (MSI)

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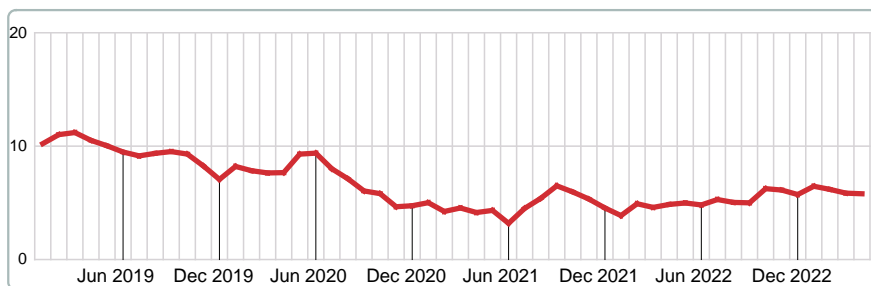
MSI FOR APRIL



INDICATORS FOR APRIL 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 6.60

High Mar 2019 11.20 Low Jun 2021 3.19

Months Supply this month at **5.80**
below the 5 yr APR average of **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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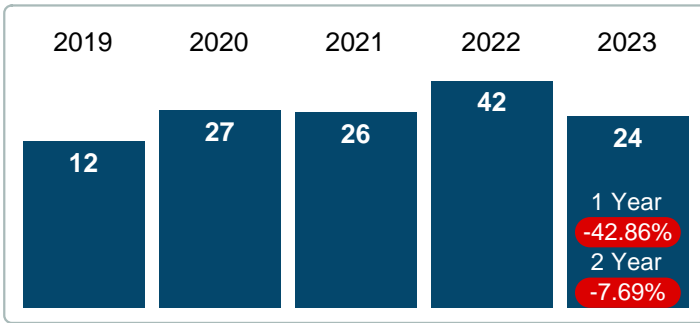
Area Delimited by County Of Sequoyah - Residential Property Type



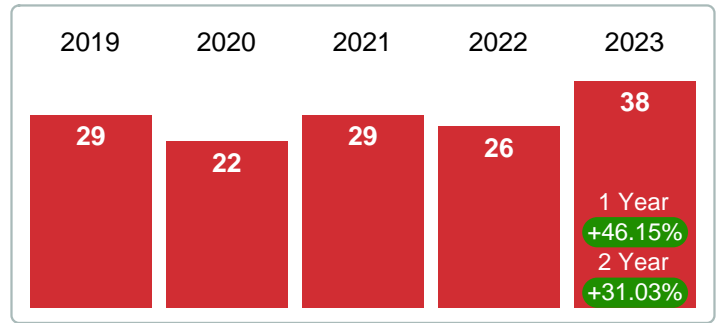
MEDIAN DAYS ON MARKET TO SALE

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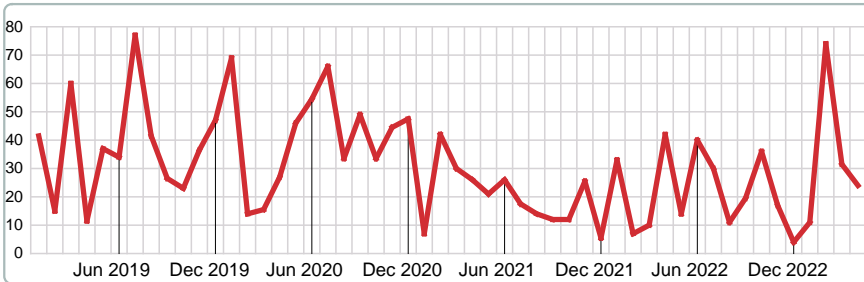
APRIL



YEAR TO DATE (YTD)

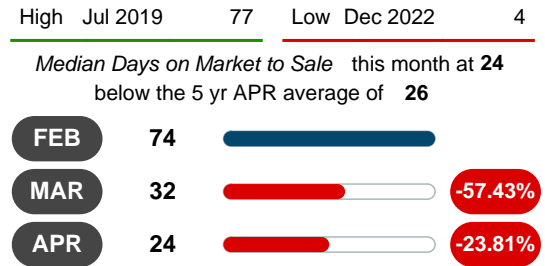


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 26



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
\$50,000 and less	1	14.29%	13	13	0	0	0
\$50,001 - \$60,000	0	0.00%	13	0	0	0	0
\$60,001 - \$90,000	1	14.29%	10	10	0	0	0
\$90,001 - \$160,000	3	42.86%	68	0	68	0	0
\$160,001 - \$190,000	1	14.29%	24	0	24	0	0
\$190,001 - \$290,000	0	0.00%	24	0	0	0	0
\$290,001 and up	1	14.29%	57	0	57	0	0
Median Closed DOM			24	12	57	0	0
Total Closed Units		100%	24.0	2	5		
Total Closed Volume			959,750	113.00K	846.75K	0.00B	0.00B

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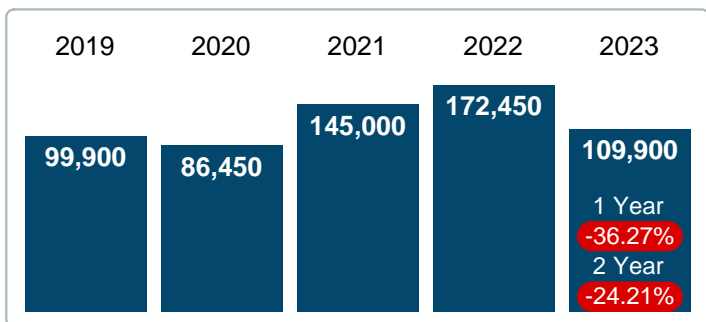
Area Delimited by County Of Sequoyah - Residential Property Type



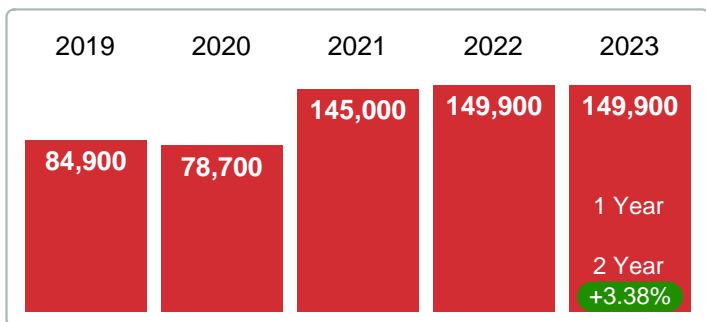
MEDIAN LIST PRICE AT CLOSING

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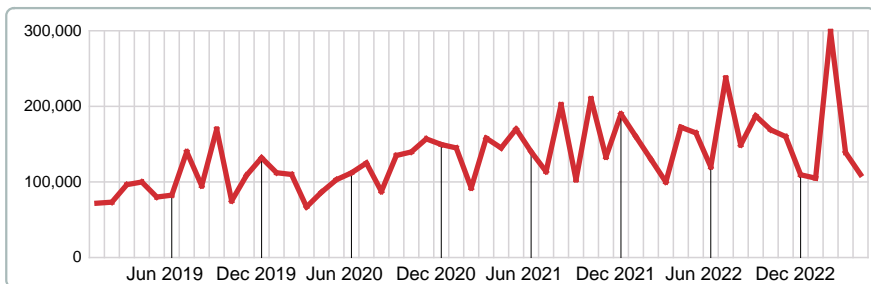
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

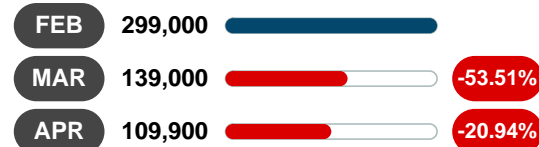


3 MONTHS

5 year APR AVG = 122,740

High Feb 2023 299,000 Low Mar 2020 66,950

Median List Price at Closing this month at 109,900 below the 5 yr APR average of 122,740



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
\$50,000 and less	0.00%	57	0	0	0	0
\$50,001 - \$60,000	0.00%	57	0	0	0	0
\$60,001 - \$90,000	28.57%	70,000	70,000	0	0	0
\$90,001 - \$160,000	28.57%	101,950	0	101,950	0	0
\$160,001 - \$190,000	14.29%	170,000	0	170,000	0	0
\$190,001 - \$290,000	14.29%	199,500	0	199,500	0	0
\$290,001 and up	14.29%	299,900	0	299,900	0	0
Median List Price		109,900	70,000	170,000	0	0
Total Closed Units	100%	109,900	2	5		
Total Closed Volume		1,013,300	140.00K	873.30K	0.00B	0.00B

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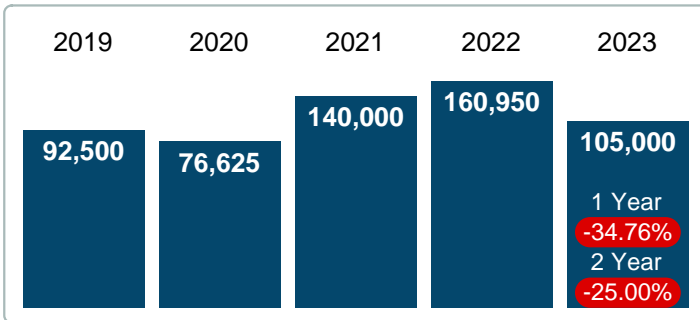
Area Delimited by County Of Sequoyah - Residential Property Type



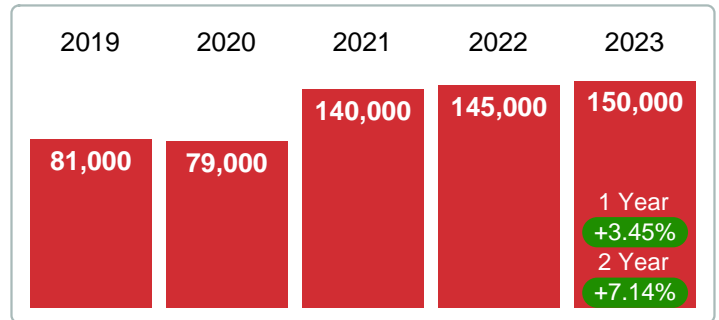
MEDIAN SOLD PRICE AT CLOSING

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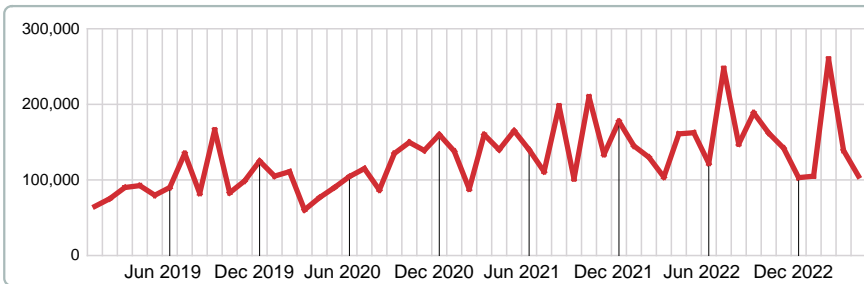
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

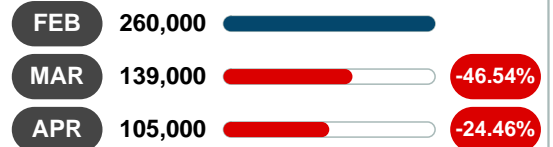


3 MONTHS

5 year APR AVG = 115,015

High Feb 2023 260,000 | Low Mar 2020 60,388

Median Sold Price at Closing this month at **105,000**
below the 5 yr APR average of **115,015**



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
\$50,000 and less	1	14.29%	50,000	50,000	0	0	0
\$50,001 - \$60,000	0	0.00%	50,000	0	0	0	0
\$60,001 - \$90,000	1	14.29%	63,000	63,000	0	0	0
\$90,001 - \$160,000	3	42.86%	105,000	0	105,000	0	0
\$160,001 - \$190,000	1	14.29%	190,000	0	190,000	0	0
\$190,001 - \$290,000	0	0.00%	190,000	0	0	0	0
\$290,001 and up	1	14.29%	292,000	0	292,000	0	0
Median Sold Price			105,000	56,500	160,000	0	0
Total Closed Units		100%	105,000	2	5		
Total Closed Volume			959,750	113.00K	846.75K	0.00B	0.00B

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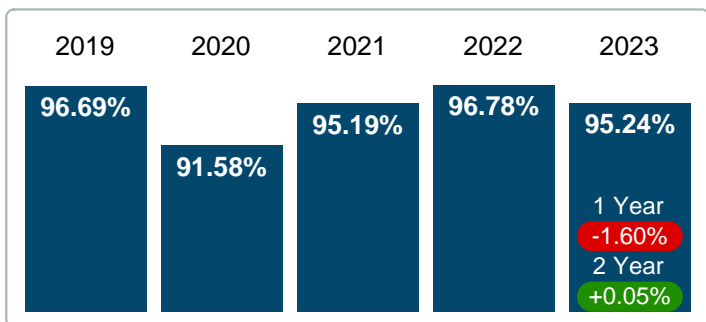
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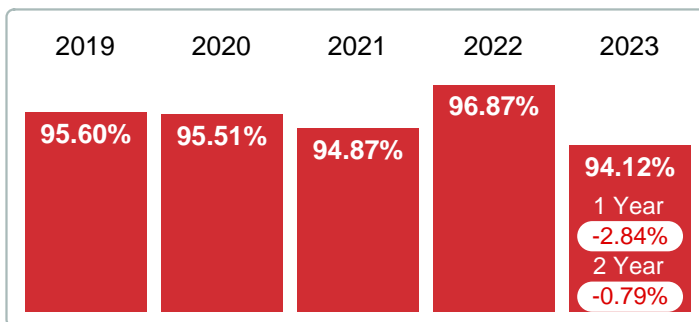
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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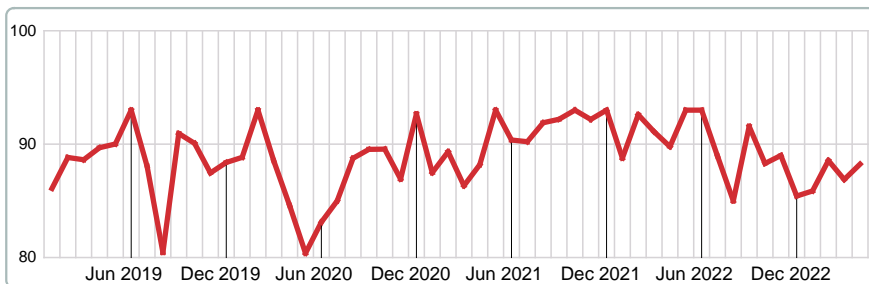
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

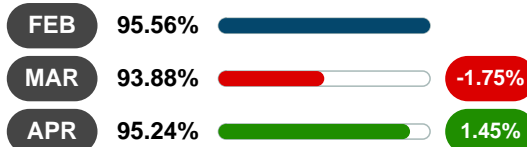


3 MONTHS

5 year APR AVG = 95.10%

High Jun 2022 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **95.24%**
equal to 5 yr APR average of **95.10%**



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
\$50,000 and less	1	14.29%	76.92%	76.92%	0.00%	0.00%	0.00%
\$50,001 - \$60,000	0	0.00%	76.92%	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%	95.54%	0.00%	95.54%	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%	95.24%	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%
Median Sold/List Ratio		95.24%		80.46%	95.54%	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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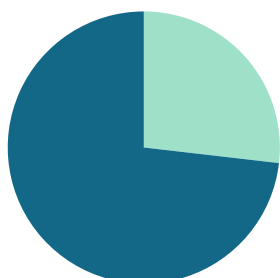
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

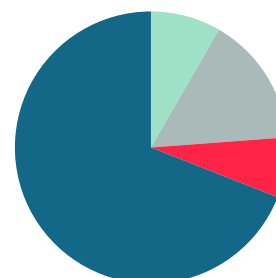


Inventory
 New Listings
22 = 26.83%
 Start Inventory
60
 Total Inventory Units
82
 Volume
\$25,388,300

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%
Median List Price	172,450	109,900	-36.27%	149,900	149,900	0.00%
Median Sale Price	160,950	105,000	-34.76%	145,000	150,000	3.45%
Median Percent of Selling Price to List Price	96.78%	95.24%	-1.60%	96.87%	94.12%	-2.84%
Median Days on Market to Sale	42.00	24.00	-42.86%	26.00	38.00	46.15%
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

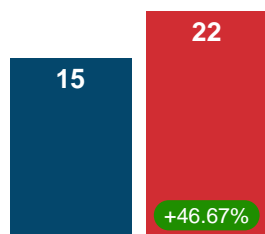
Inventory on April 30, 2023 = **58**

2022 **2023**

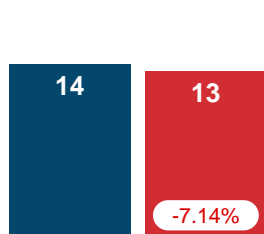
APRIL MARKET

MEDIAN PRICES

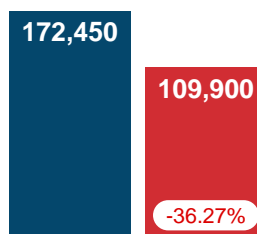
New Listings



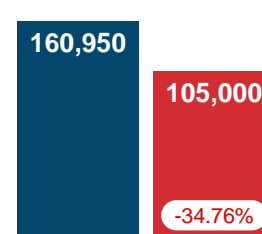
Pending Listings



List Price



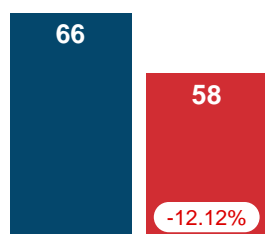
Sale Price



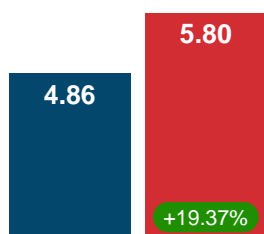
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

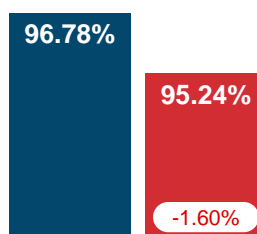
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

