

August 2022



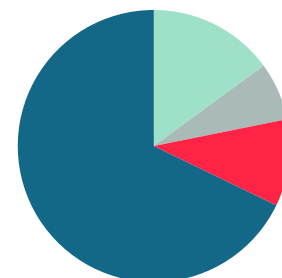
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	12	13	8.33%
Pending Listings	23	6	-73.91%
New Listings	27	19	-29.63%
Average List Price	234,133	192,177	-17.92%
Average Sale Price	227,840	180,356	-20.84%
Average Percent of Selling Price to List Price	99.29%	92.47%	-6.87%
Average Days on Market to Sale	44.33	29.62	-33.20%
End of Month Inventory	40	59	47.50%
Months Supply of Inventory	3.22	4.37	35.66%



■ Closed (14.94%)
■ Pending (6.90%)
■ Other OffMarket (10.34%)
■ Active (67.82%)

Absorption: Last 12 months, an Average of **14** Sales/Month
Active Inventory as of August 31, 2022 = **59**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2022 rose **47.50%** to 59 existing homes available for sale. Over the last 12 months this area has had an average of 14 closed sales per month. This represents an unsold inventory index of **4.37** 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 **20.84%** in August 2022 to \$180,356 versus the previous year at \$227,840.

Average Days on Market Shortens

The average number of **29.62** days that homes spent on the market before selling decreased by 14.72 days or **33.20%** in August 2022 compared to last year's same month at **44.33** DOM.

Sales Success for August 2022 is Positive

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

There were 19 New Listings in August 2022, down **29.63%** from last year at 27. Furthermore, there were 13 Closed Listings this month versus last year at 12, a **8.33%** increase.

Closed versus Listed trends yielded a **68.4%** ratio, up from previous year's, August 2021, at **44.4%**, a **53.95%** upswing. This will certainly create pressure on an increasing 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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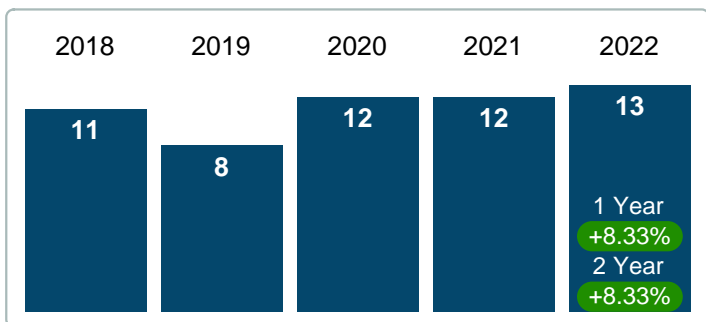
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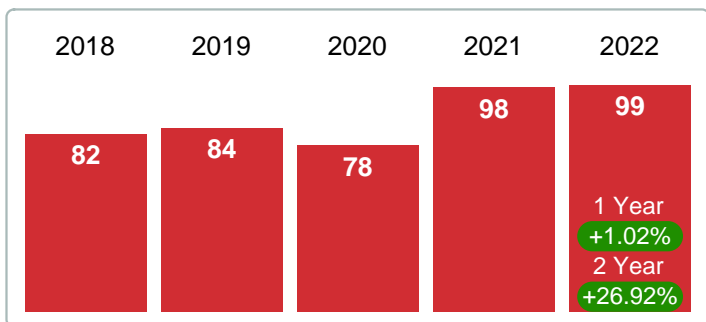
CLOSED LISTINGS

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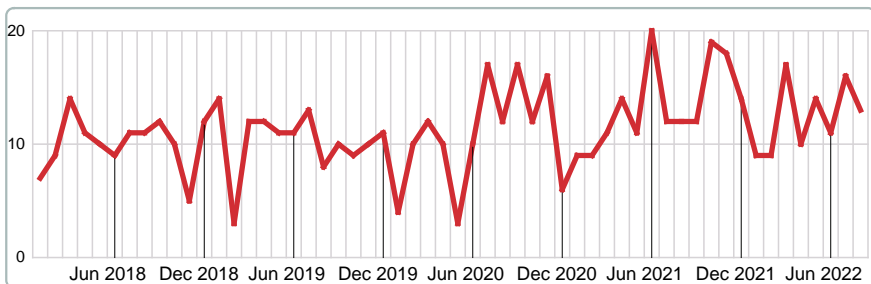
AUGUST



YEAR TO DATE (YTD)

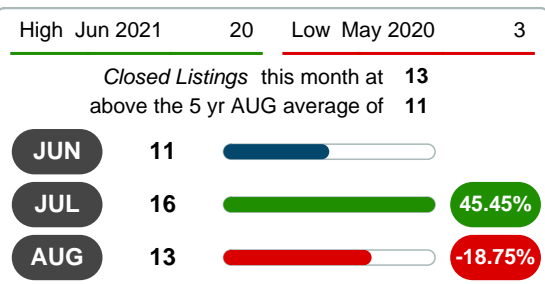


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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
\$75,000 and less	1	7.69%	6.0	1	0	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$100,000	2	15.38%	12.5	1	1	0	0
\$100,001 - \$150,000	5	38.46%	25.8	2	2	1	0
\$150,001 - \$225,000	1	7.69%	77.0	0	0	1	0
\$225,001 - \$350,000	2	15.38%	31.5	1	1	0	0
\$350,001 and up	2	15.38%	42.5	1	0	1	0
Total Closed Units	13			6	4	3	0
Total Closed Volume	2,344,625	100%	29.6	994.63K	590.00K	760.00K	0.00B
Average Closed Price	\$180,356			\$165,771	\$147,500	\$253,333	\$0

August 2022



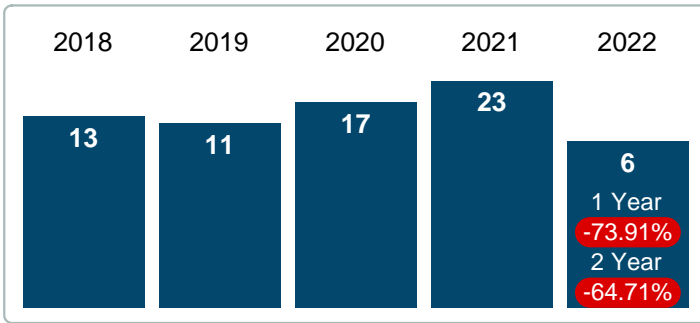
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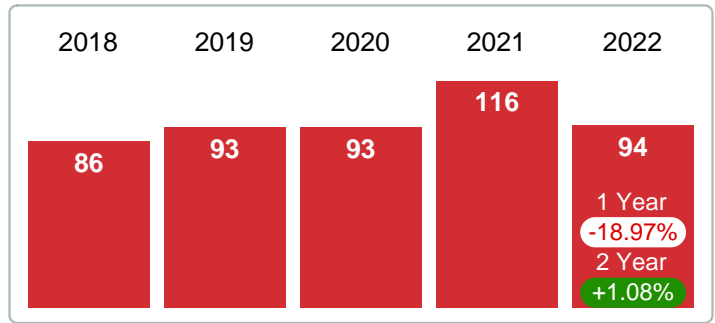
PENDING LISTINGS

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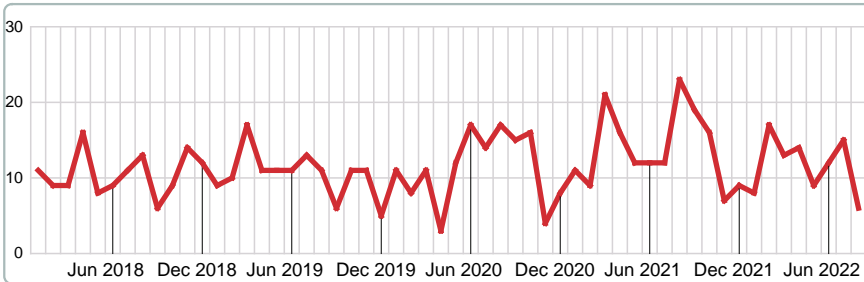
AUGUST



YEAR TO DATE (YTD)

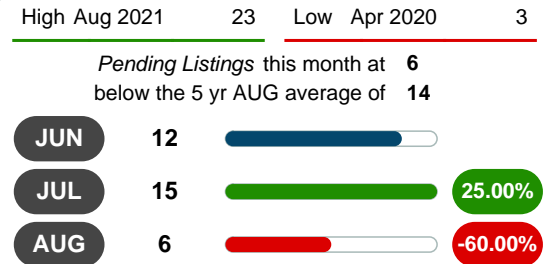


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 14



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	2	33.33%	12.5	0	2	0	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$225,000	2	33.33%	47.5	1	1	0	0
\$225,001 - \$300,000	0	0.00%	0.0	0	0	0	0
\$300,001 - \$525,000	1	16.67%	33.0	1	0	0	0
\$525,001 and up	1	16.67%	75.0	0	0	1	0
Total Pending Units	6			2	3	1	0
Total Pending Volume	1,583,900	100%	38.0	535.00K	509.90K	539.00K	0.00B
Average Listing Price	\$263,983			\$267,500	\$169,967	\$539,000	\$0

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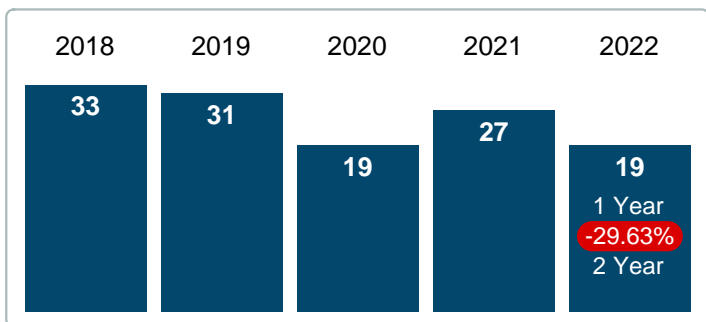
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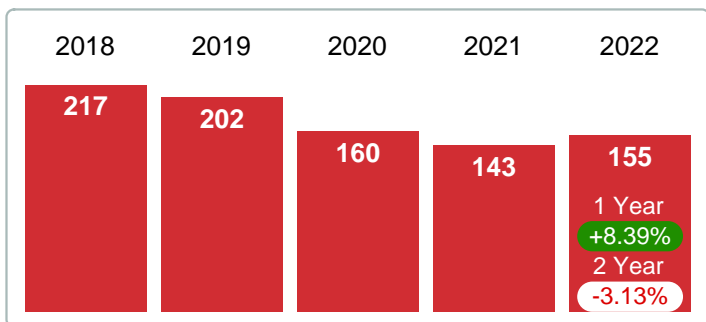
NEW LISTINGS

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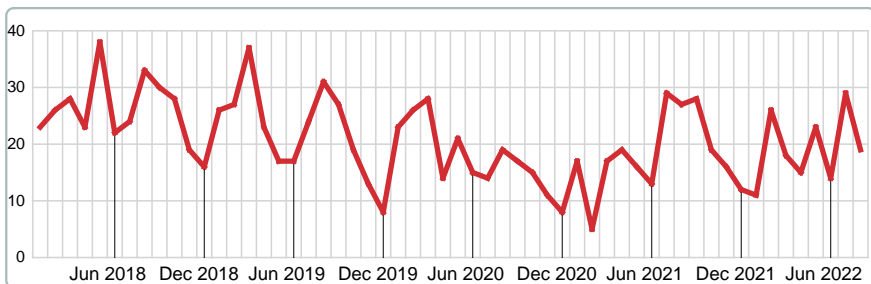
AUGUST



YEAR TO DATE (YTD)

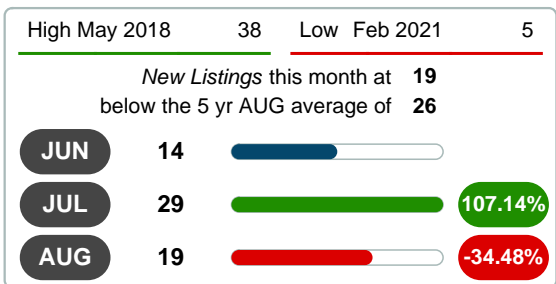


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 26



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	1	5.26%	1	0	0	0
\$75,001 - \$125,000	1	5.26%	1	0	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$150,000	8	42.11%	0	8	0	0
\$150,001 - \$175,000	5	26.32%	1	3	1	0
\$175,001 - \$375,000	3	15.79%	0	3	0	0
\$375,001 and up	1	5.26%	0	1	0	0
Total New Listed Units	19		3	15	1	0
Total New Listed Volume	3,395,895	100%	324.90K	2.91M	162.00K	0.00B
Average New Listed Listing Price	\$164,630		\$108,300	\$193,933	\$162,000	\$0

August 2022



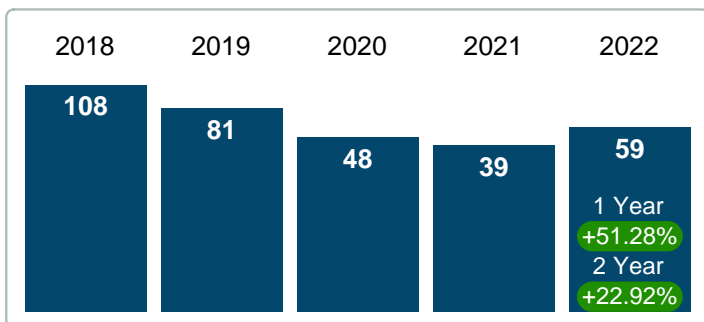
Area Delimited by County Of Sequoyah - Residential Property Type



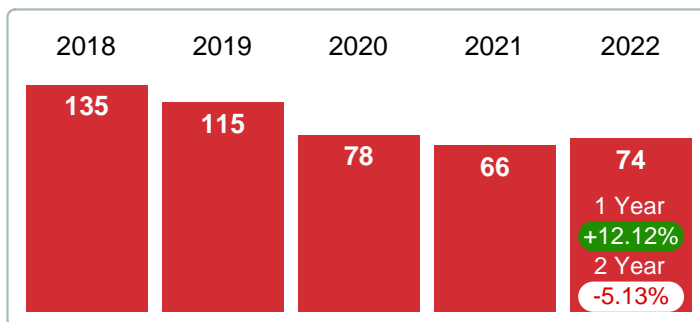
ACTIVE INVENTORY

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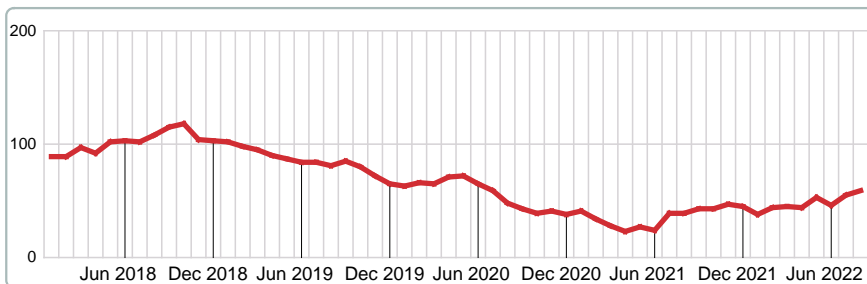
END OF AUGUST



ACTIVE DURING AUGUST

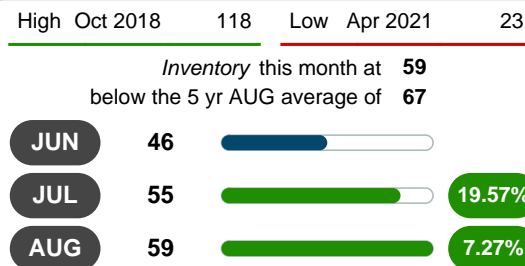


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 67



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	3.39%	39.5	2	0	0	0
\$75,001 - \$125,000	7	11.86%	54.9	2	5	0	0
\$125,001 - \$150,000	9	15.25%	41.8	0	8	1	0
\$150,001 - \$250,000	17	28.81%	59.4	3	10	4	0
\$250,001 - \$350,000	10	16.95%	65.6	0	6	4	0
\$350,001 - \$525,000	8	13.56%	89.0	2	4	1	1
\$525,001 and up	6	10.17%	148.2	0	3	2	1
Total Active Inventory by Units	59			9	36	12	2
Total Active Inventory by Volume	24,492,595	100%	69.6	1.63M	14.09M	7.86M	914.80K
Average Active Inventory Listing Price	\$415,129			\$181,022	\$391,453	\$654,692	\$457,400

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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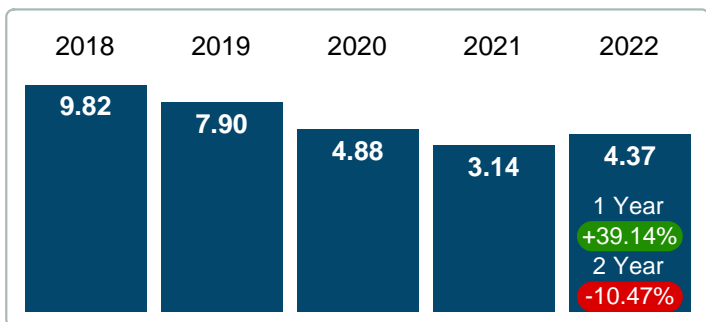
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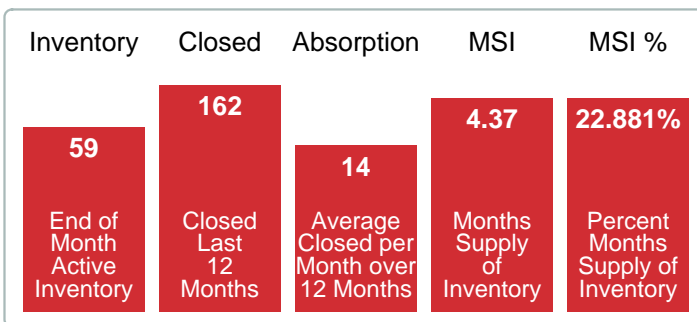
MONTHS SUPPLY of INVENTORY (MSI)

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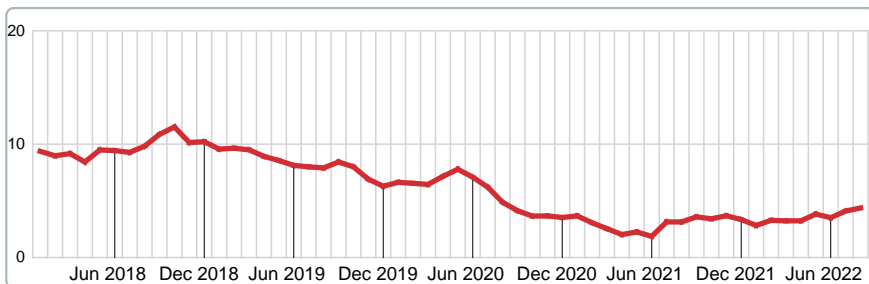
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022

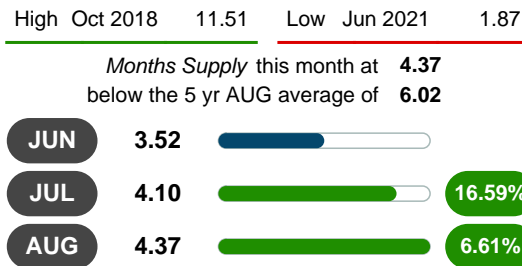


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 6.02



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	3.39%	0.77	1.60	0.00	0.00	0.00
\$75,001 - \$125,000	7	11.86%	2.71	3.43	2.61	0.00	0.00
\$125,001 - \$150,000	9	15.25%	6.00	0.00	7.38	12.00	0.00
\$150,001 - \$250,000	17	28.81%	5.10	4.50	5.45	5.33	0.00
\$250,001 - \$350,000	10	16.95%	7.06	0.00	9.00	8.00	0.00
\$350,001 - \$525,000	8	13.56%	6.00	4.80	5.33	6.00	0.00
\$525,001 and up	6	10.17%	8.00	0.00	18.00	3.43	0.00
Market Supply of Inventory (MSI)			4.37	2.57	4.70	5.33	24.00
Total Active Inventory by Units		100%	4.37	9	36	12	2

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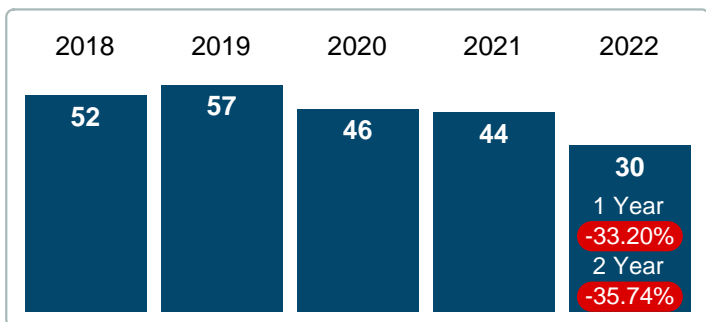
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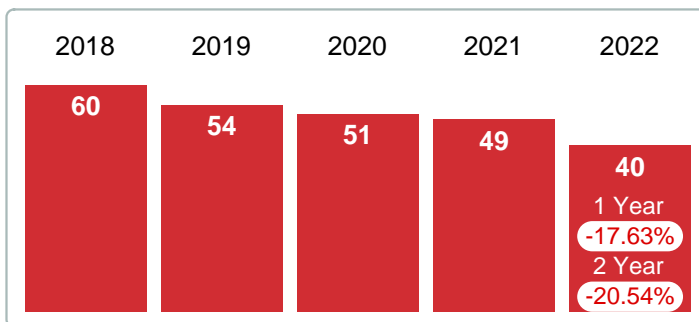
AVERAGE DAYS ON MARKET TO SALE

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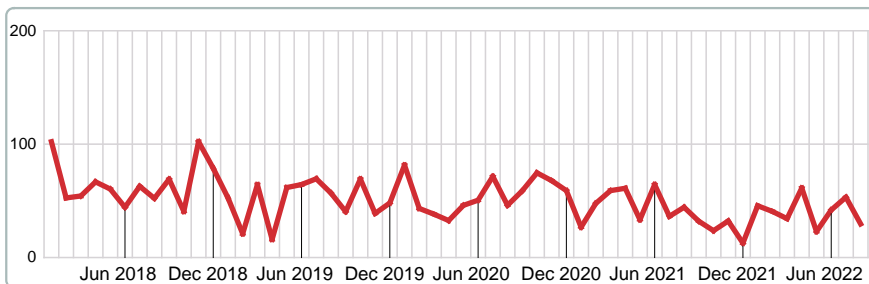
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

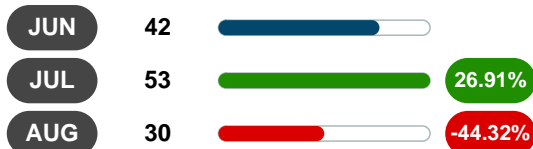


3 MONTHS

5 year AUG AVG = 46

High Nov 2018 102 Low Dec 2021 13

Average Days on Market to Sale this month at 30 below the 5 yr AUG average of 46



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
\$75,000 and less	7.69%	6	6	0	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$100,000	15.38%	13	14	11	0	0
\$100,001 - \$150,000	38.46%	26	4	59	5	0
\$150,001 - \$225,000	7.69%	77	0	0	77	0
\$225,001 - \$350,000	15.38%	32	59	4	0	0
\$350,001 and up	15.38%	43	10	0	75	0
Average Closed DOM		30	16	33	52	0
Total Closed Units	100%	30	6	4	3	
Total Closed Volume		2,344,625	994.63K	590.00K	760.00K	0.00B

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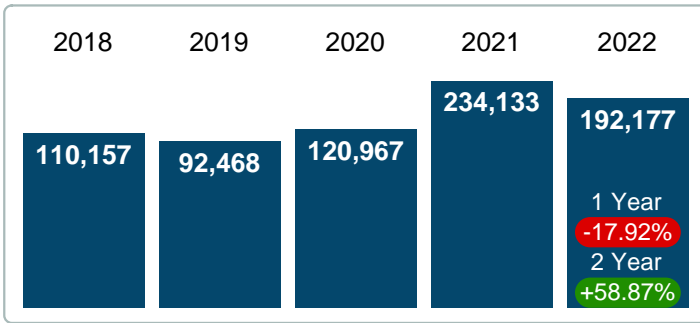
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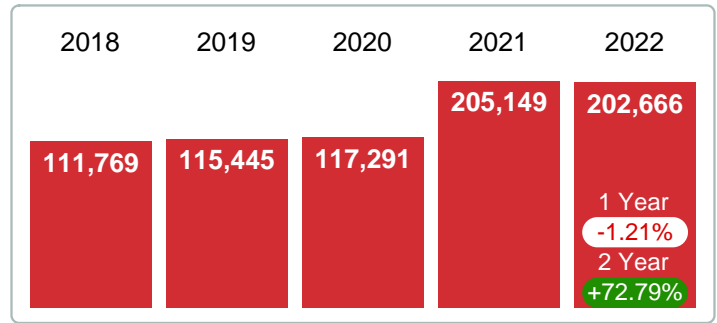
AVERAGE LIST PRICE AT CLOSING

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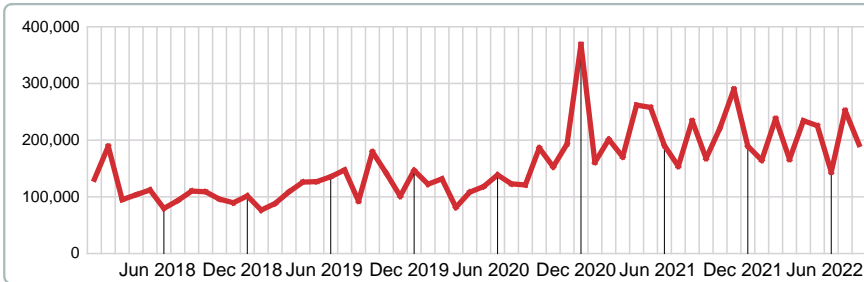
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

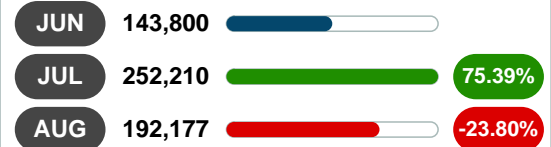


3 MONTHS

5 year AUG AVG = 149,980

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

Average List Price at Closing this month at **192,177**
above the 5 yr AUG average of **149,980**



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
\$75,000 and less	7.69%	40,000	40,000	0	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$100,000	15.38%	93,250	89,000	97,500	0	0
\$100,001 - \$150,000	38.46%	139,780	144,500	142,450	125,000	0
\$150,001 - \$225,000	15.38%	194,500	0	0	179,999	0
\$225,001 - \$350,000	7.69%	245,000	209,000	245,000	0	0
\$350,001 and up	15.38%	469,450	399,900	0	539,000	0
Average List Price		192,177	171,150	156,850	281,333	0
Total Closed Units		13	6	4	3	0
Total Closed Volume		2,498,298	1.03M	627.40K	844.00K	0.00B

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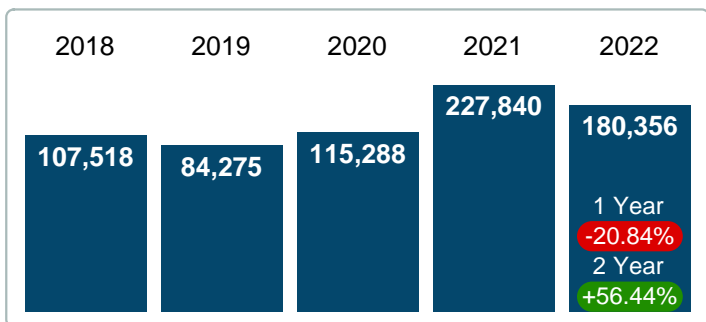
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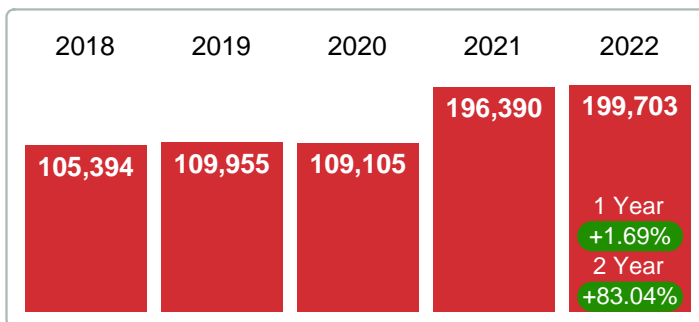
AVERAGE SOLD PRICE AT CLOSING

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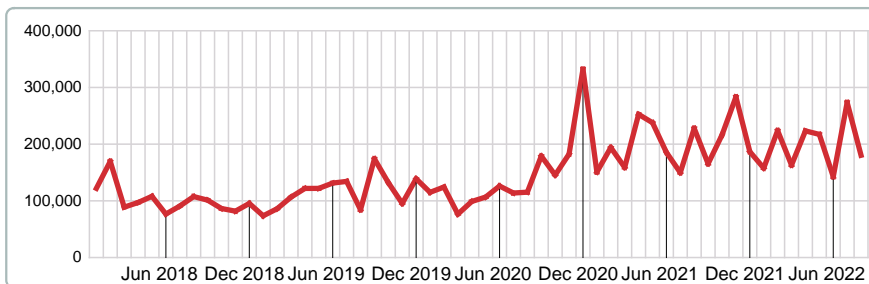
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

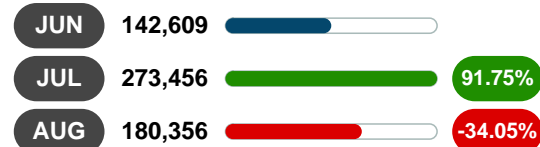


3 MONTHS

5 year AUG AVG = 143,055

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

Average Sold Price at Closing this month at **180,356** above the 5 yr AUG average of **143,055**



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
\$75,000 and less	7.69%	26,000	26,000	0	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$100,000	15.38%	83,750	82,500	85,000	0	0
\$100,001 - \$150,000	38.46%	132,200	143,000	130,000	115,000	0
\$150,001 - \$225,000	7.69%	165,000	0	0	165,000	0
\$225,001 - \$350,000	15.38%	242,563	240,125	245,000	0	0
\$350,001 and up	15.38%	420,000	360,000	0	480,000	0
Average Sold Price		180,356	165,771	147,500	253,333	0
Total Closed Units		13	6	4	3	0
Total Closed Volume		2,344,625	994.63K	590.00K	760.00K	0.00B

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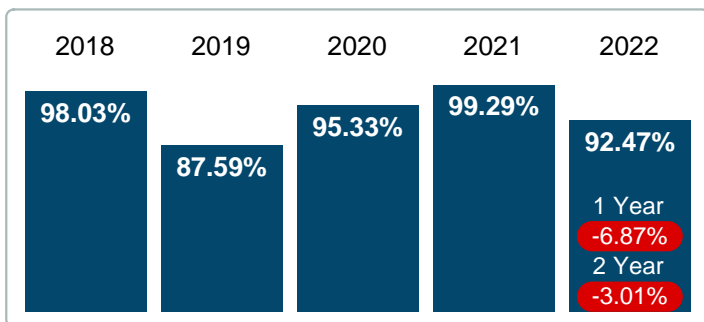
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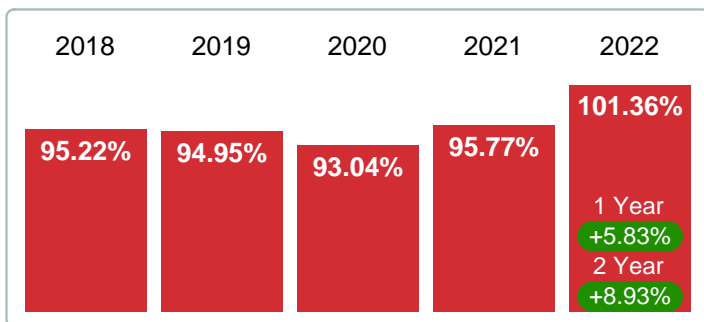
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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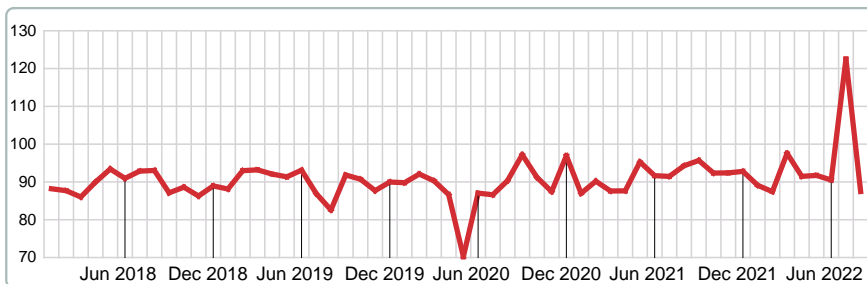
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

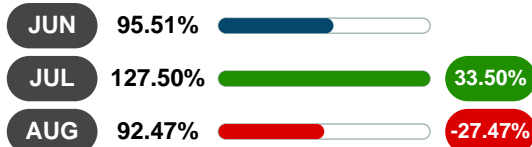


3 MONTHS

5 year AUG AVG = 94.54%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **92.47%**
below the 5 yr AUG average of **94.54%**



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
\$75,000 and less	1	7.69%	65.00%	65.00%	0.00%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	2	15.38%	89.94%	92.70%	87.18%	0.00%	0.00%
\$100,001 - \$150,000	5	38.46%	94.32%	98.93%	90.87%	92.00%	0.00%
\$150,001 - \$225,000	1	7.69%	91.67%	0.00%	0.00%	91.67%	0.00%
\$225,001 - \$350,000	2	15.38%	107.45%	114.89%	100.00%	0.00%	0.00%
\$350,001 and up	2	15.38%	89.54%	90.02%	0.00%	89.05%	0.00%
Average Sold/List Ratio		92.50%		93.41%	92.23%	90.91%	0.00%
Total Closed Units		13	100%	6	4	3	
Total Closed Volume		2,344,625		994.63K	590.00K	760.00K	0.00B

August 2022



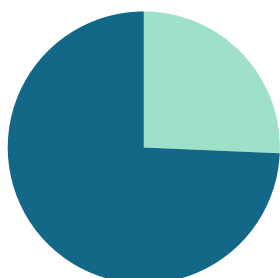
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

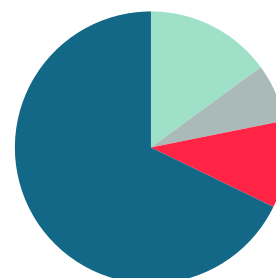


Inventory
 New Listings
19 = 25.68%
 Start Inventory
55
 Total Inventory Units
74
 Volume
\$44,346,495

Market Activity

Closed Sales
13 = 14.94%
 Pending Sales
6 = 6.90%
 Other Off Market
9 = 10.34%
 Active Inventory
59 = 67.82%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	12	13	8.33%	98	99	1.02%
Pending Sales	23	6	-73.91%	116	94	-18.97%
New Listings	27	19	-29.63%	143	155	8.39%
Average List Price	234,133	192,177	-17.92%	205,149	202,666	-1.21%
Average Sale Price	227,840	180,356	-20.84%	196,390	199,703	1.69%
Average Percent of Selling Price to List Price	99.29%	92.47%	-6.87%	95.77%	101.36%	5.83%
Average Days on Market to Sale	44.33	29.62	-33.20%	48.94	40.31	-17.63%
Monthly Inventory	40	59	47.50%	40	59	47.50%
Months Supply of Inventory	3.22	4.37	35.66%	3.22	4.37	35.66%

Absorption: Last 12 months, an Average of **14** Sales/Month

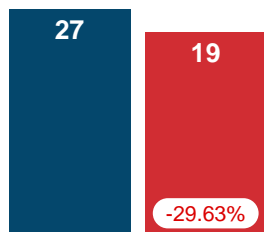
Inventory on August 31, 2022 = **59**

2021 **2022**

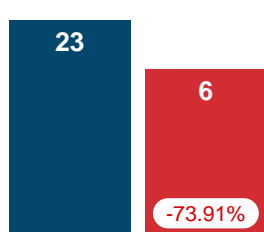
AUGUST MARKET

AVERAGE PRICES

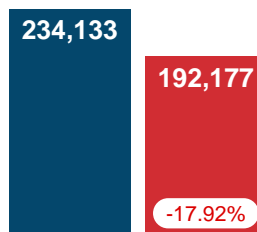
New Listings



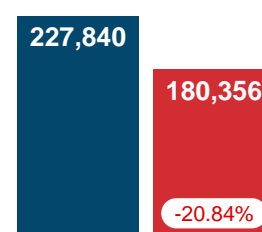
Pending Listings



List Price



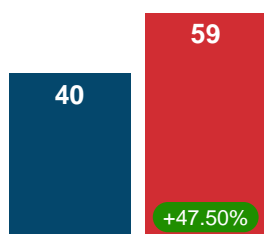
Sale Price



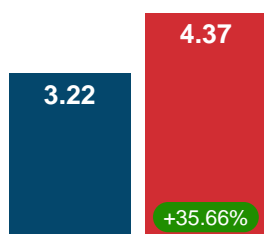
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

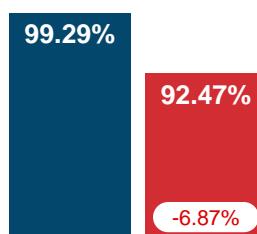
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

