

## June 2022



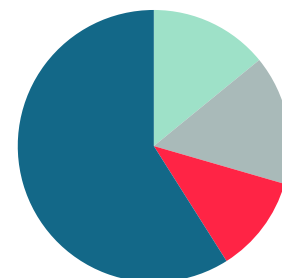
Area Delimited by County Of Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	20	11	-45.00%
Pending Listings	12	12	0.00%
New Listings	13	14	7.69%
Average List Price	190,540	143,800	-24.53%
Average Sale Price	185,485	142,609	-23.12%
Average Percent of Selling Price to List Price	96.65%	95.51%	-1.18%
Average Days on Market to Sale	64.30	41.91	-34.82%
End of Month Inventory	25	46	84.00%
Months Supply of Inventory	1.95	3.52	80.48%



■ Closed (14.10%)  
■ Pending (15.38%)  
■ Other OffMarket (11.54%)  
■ Active (58.97%)

**Absorption:** Last 12 months, an Average of **13 Sales/Month Active Inventory** as of June 30, 2022 = **46**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2022 rose **84.00%** to 46 existing homes available for sale. Over the last 12 months this area has had an average of 13 closed sales per month. This represents an unsold inventory index of **3.52** 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 **23.12%** in June 2022 to \$142,609 versus the previous year at \$185,485.

##### Average Days on Market Shortens

The average number of **41.91** days that homes spent on the market before selling decreased by 22.39 days or **34.82%** in June 2022 compared to last year's same month at **64.30** DOM.

##### Sales Success for June 2022 is Positive

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

There were 14 New Listings in June 2022, up **7.69%** from last year at 13. Furthermore, there were 11 Closed Listings this month versus last year at 20, a **-45.00%** decrease.

Closed versus Listed trends yielded a **78.6%** ratio, down from previous year's, June 2021, at **153.8%**, a **48.93%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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

# June 2022



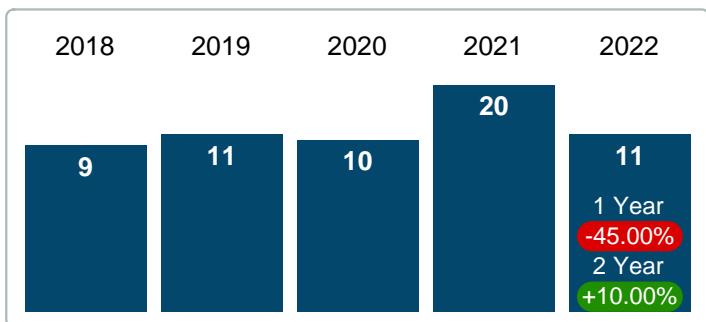
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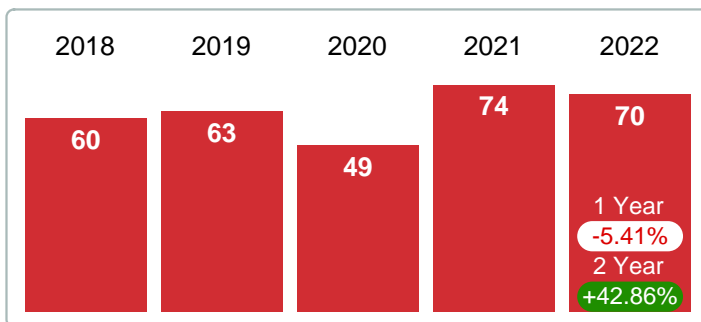
## CLOSED LISTINGS

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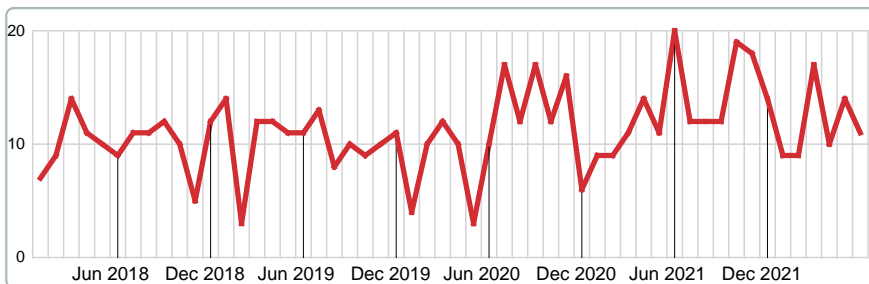
### JUNE



### YEAR TO DATE (YTD)

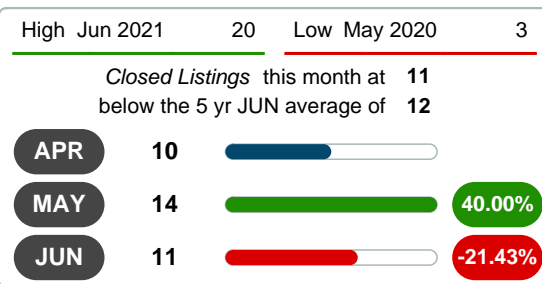


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 12



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1	9.09%	40.0	1	0	0	0
\$40,001 - \$70,000	2	18.18%	68.5	0	2	0	0
\$70,001 - \$90,000	1	9.09%	54.0	1	0	0	0
\$90,001 - \$130,000	2	18.18%	53.0	0	2	0	0
\$130,001 - \$220,000	3	27.27%	25.7	1	0	2	0
\$220,001 - \$260,000	0	0.00%	0.0	0	0	0	0
\$260,001 and up	2	18.18%	23.5	0	2	0	0
<b>Total Closed Units</b>	<b>11</b>			<b>3</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>1,568,700</b>	<b>100%</b>	<b>41.9</b>	<b>348.00K</b>	<b>892.20K</b>	<b>328.50K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$142,609</b>			<b>\$116,000</b>	<b>\$148,700</b>	<b>\$164,250</b>	<b>\$0</b>

# June 2022



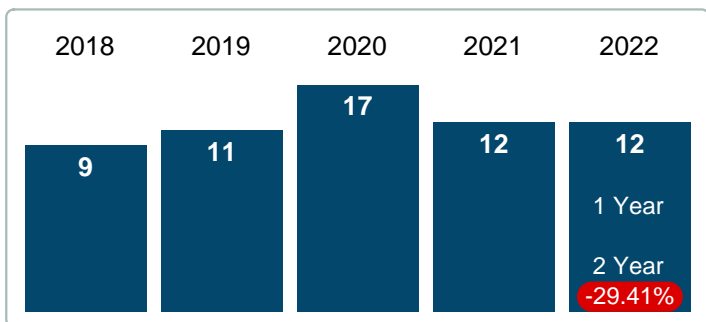
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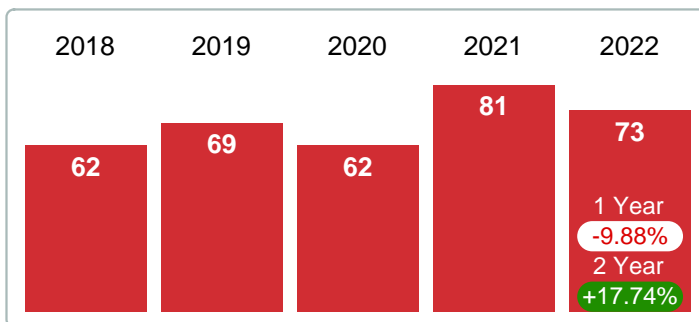
## PENDING LISTINGS

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

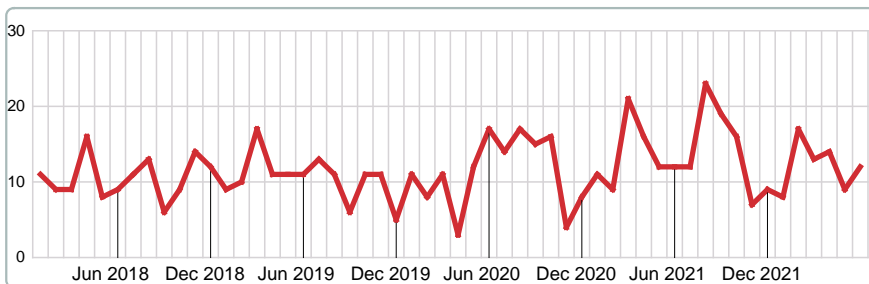
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 12

High Aug 2021 23 Low Apr 2020 3

Pending Listings this month at 12 equal to 5 yr JUN average of 12



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	16.67%	30.0	1	0	1	0
\$100,001 - \$100,000	0	0.00%	0.0	0	0	0	0
\$100,001 - \$150,000	2	16.67%	18.5	1	1	0	0
\$150,001 - \$200,000	2	16.67%	74.0	0	2	0	0
\$200,001 - \$275,000	3	25.00%	29.3	2	1	0	0
\$275,001 - \$325,000	1	8.33%	45.0	1	0	0	0
\$325,001 and up	2	16.67%	16.5	0	0	2	0
<b>Total Pending Units</b>	<b>12</b>			<b>5</b>	<b>4</b>	<b>3</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>2,646,699</b>	<b>100%</b>	<b>34.3</b>	<b>914.90K</b>	<b>731.90K</b>	<b>999.90K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$220,558</b>			<b>\$182,980</b>	<b>\$182,975</b>	<b>\$333,300</b>	<b>\$0</b>

# June 2022



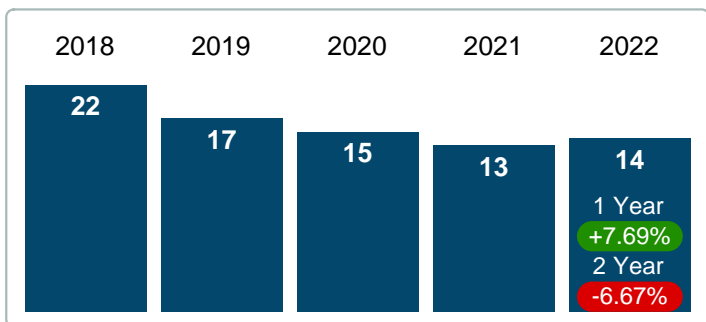
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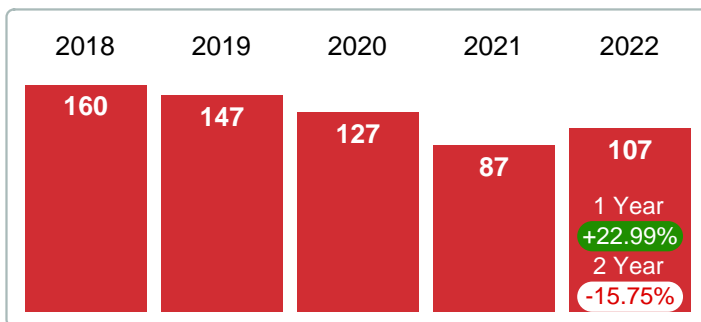
## NEW LISTINGS

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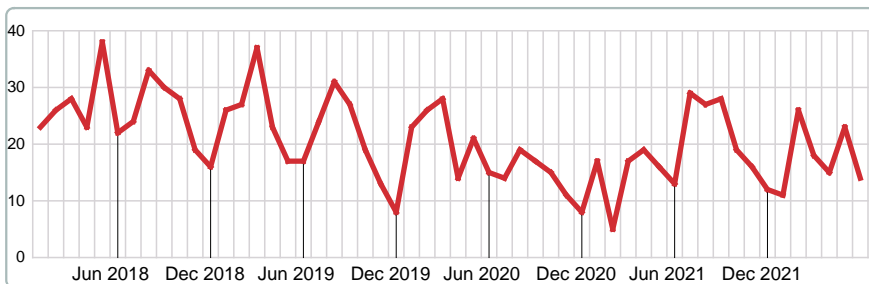
### JUNE



### YEAR TO DATE (YTD)

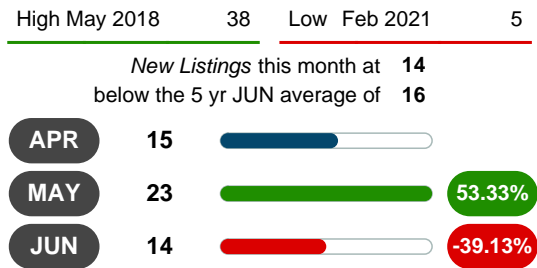


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 16



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	1	7.14%	0	1	0	0
\$100,001 - \$125,000	1	7.14%	1	0	0	0
\$125,001 - \$150,000	2	14.29%	0	1	1	0
\$150,001 - \$325,000	4	28.57%	2	2	0	0
\$325,001 - \$375,000	2	14.29%	0	1	1	0
\$375,001 - \$525,000	2	14.29%	2	0	0	0
\$525,001 and up	2	14.29%	0	1	1	0
<b>Total New Listed Units</b>	<b>14</b>		<b>5</b>	<b>6</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>3,927,100</b>	<b>100%</b>	<b>1.33M</b>	<b>1.56M</b>	<b>1.04M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$386,800</b>		<b>\$265,260</b>	<b>\$260,333</b>	<b>\$346,267</b>	<b>\$0</b>

# June 2022



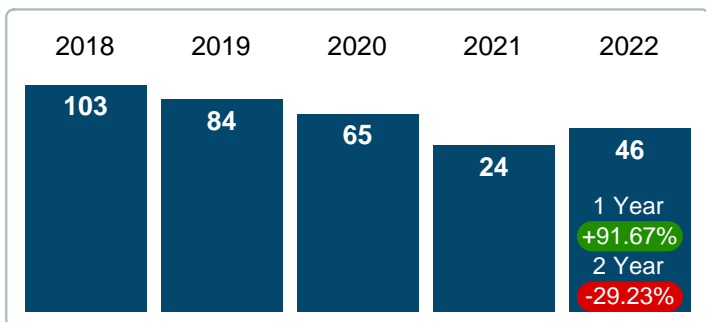
Area Delimited by County Of Sequoyah - Residential Property Type



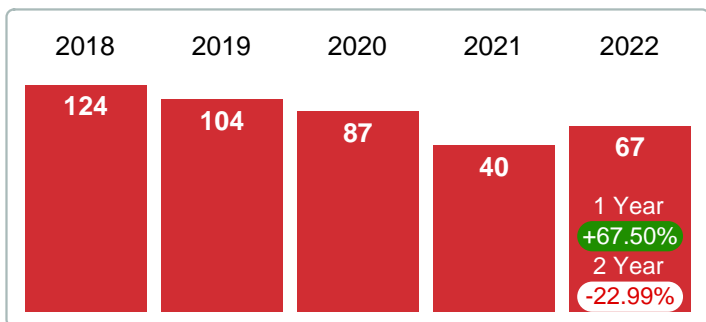
## ACTIVE INVENTORY

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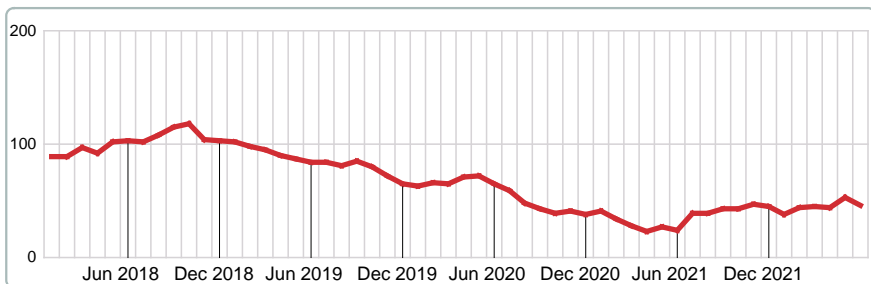
### END OF JUNE



### ACTIVE DURING JUNE

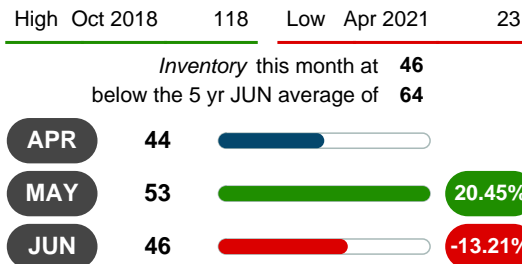


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 64



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	4	8.70%	49.0	0	3	1	0
\$125,001 - \$150,000	7	15.22%	87.6	1	5	1	0
\$150,001 - \$175,000	5	10.87%	129.0	2	3	0	0
\$175,001 - \$300,000	12	26.09%	71.1	2	7	3	0
\$300,001 - \$475,000	7	15.22%	62.6	3	1	2	1
\$475,001 - \$2,300,000	7	15.22%	82.6	0	4	2	1
\$2,300,001 and up	4	8.70%	115.5	1	2	1	0
<b>Total Active Inventory by Units</b>	<b>46</b>			<b>9</b>	<b>25</b>	<b>10</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>39,527,799</b>	<b>100%</b>	<b>82.3</b>	<b>5.25M</b>	<b>25.97M</b>	<b>7.39M</b>	<b>914.80K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$859,300</b>			<b>\$583,800</b>	<b>\$1,038,784</b>	<b>\$738,920</b>	<b>\$457,400</b>

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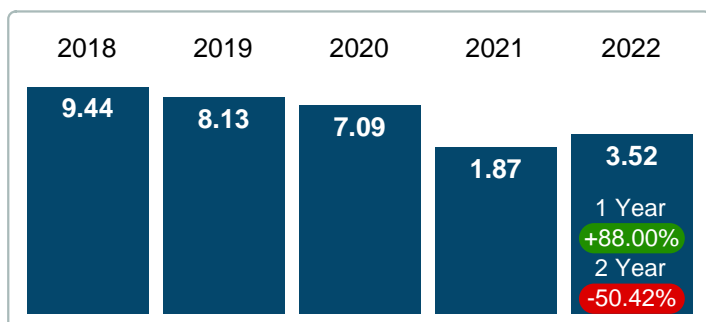
Area Delimited by County Of Sequoyah - Residential Property Type



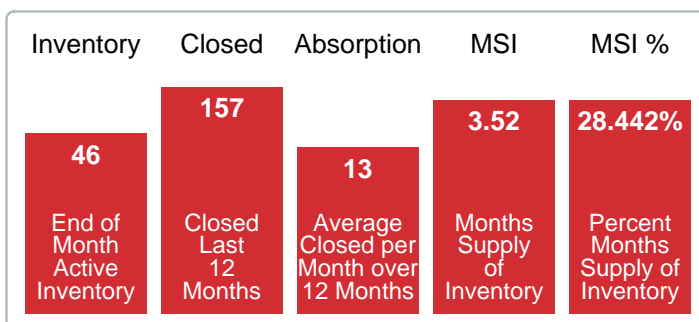
## MONTHS SUPPLY of INVENTORY (MSI)

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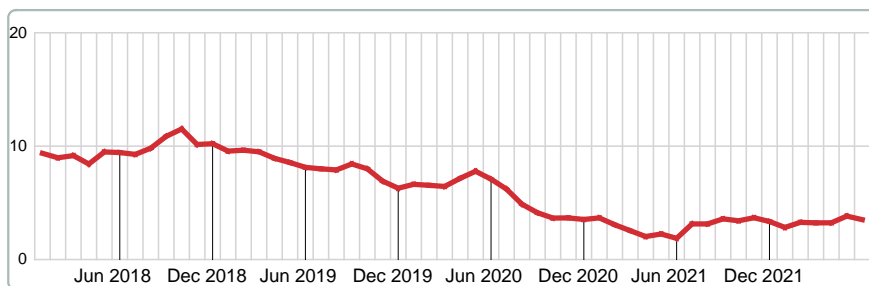
### MSI FOR JUNE



### INDICATORS FOR JUNE 2022

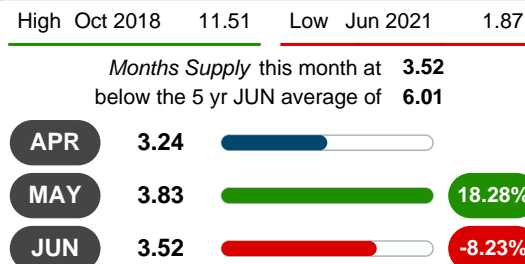


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 6.01



### 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
\$125,000 and less	4	8.70%	0.73	0.00	0.92	4.00	0.00
\$125,001 - \$150,000	7	15.22%	4.94	6.00	4.62	6.00	0.00
\$150,001 - \$175,000	5	10.87%	7.50	24.00	7.20	0.00	0.00
\$175,001 - \$300,000	12	26.09%	3.69	4.80	3.50	4.00	0.00
\$300,001 - \$475,000	7	15.22%	5.60	9.00	1.20	24.00	0.00
\$475,001 - \$2,300,000	7	15.22%	7.00	0.00	9.60	3.43	0.00
\$2,300,001 and up	4	8.70%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			3.52	3.00	3.13	5.00	24.00
Total Active Inventory by Units		100%	3.52	9	25	10	2

# June 2022



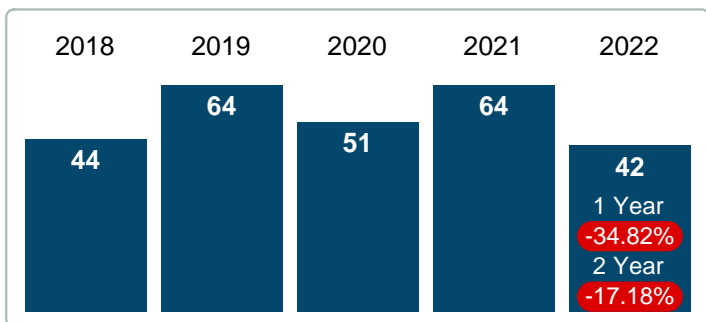
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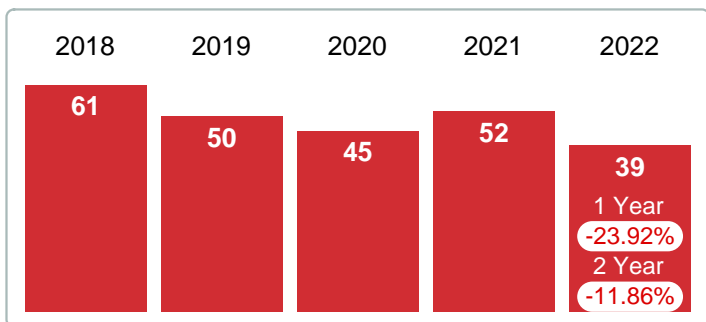
## AVERAGE DAYS ON MARKET TO SALE

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

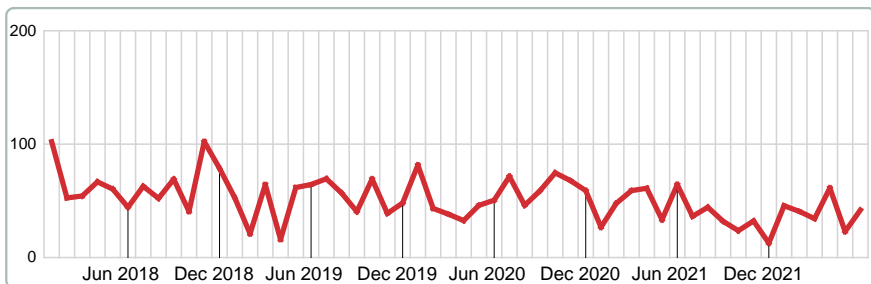
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 53

High Nov 2018 102 Low Dec 2021 13

Average Days on Market to Sale this month at 42 below the 5 yr JUN average of 53



### 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
\$40,000 and less	9.09%	40	40	0	0	0
\$40,001 - \$70,000	18.18%	69	0	69	0	0
\$70,001 - \$90,000	9.09%	54	54	0	0	0
\$90,001 - \$130,000	18.18%	53	0	53	0	0
\$130,001 - \$220,000	27.27%	26	1	0	38	0
\$220,001 - \$260,000	0.00%	0	0	0	0	0
\$260,001 and up	18.18%	24	0	24	0	0
<b>Average Closed DOM</b>		<b>42</b>	<b>32</b>	<b>48</b>	<b>38</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42</b>	<b>3</b>	<b>6</b>	<b>2</b>	
<b>Total Closed Volume</b>		<b>1,568,700</b>	<b>348.00K</b>	<b>892.20K</b>	<b>328.50K</b>	<b>0.00B</b>

# June 2022



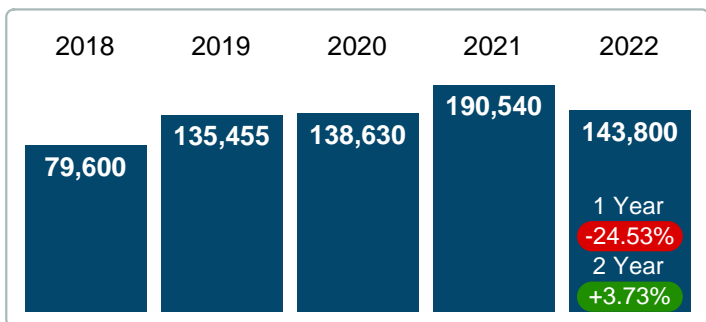
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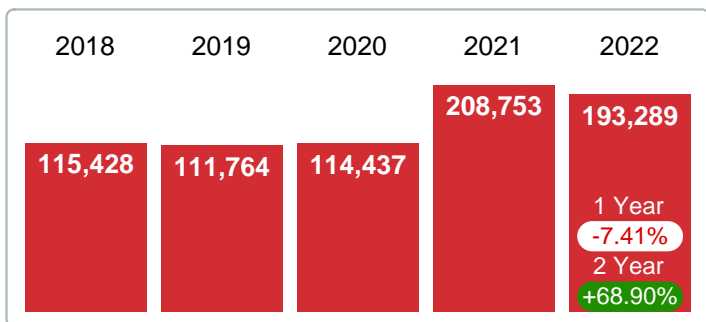
## AVERAGE LIST PRICE AT CLOSING

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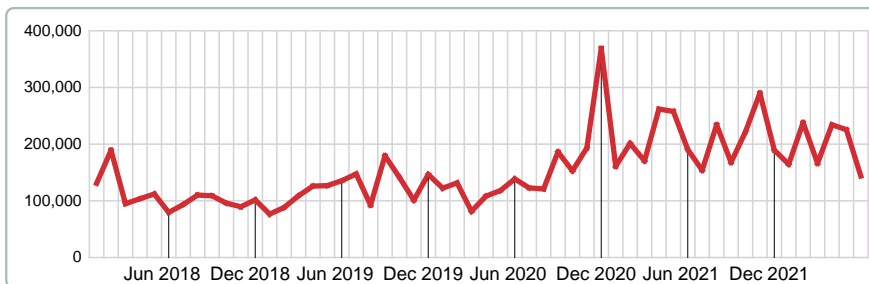
### JUNE



### YEAR TO DATE (YTD)

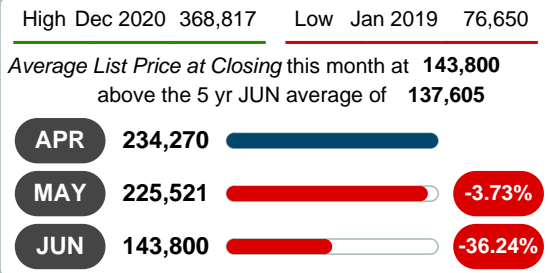


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 137,605



### 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
\$40,000 and less	0.00%	0	48,499	0	0	0
\$40,001 - \$70,000	18.18%	49,200	0	67,200	0	0
\$70,001 - \$90,000	9.09%	84,500	99,000	0	0	0
\$90,001 - \$130,000	27.27%	106,133	0	109,700	0	0
\$130,001 - \$220,000	27.27%	182,833	220,000	0	164,250	0
\$220,001 - \$260,000	9.09%	257,000	0	0	0	0
\$260,001 and up	9.09%	275,000	0	266,000	0	0
<b>Average List Price</b>		<b>143,800</b>	<b>122,500</b>	<b>147,633</b>	<b>164,250</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>143,800</b>	<b>3</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>1,581,799</b>	<b>367.50K</b>	<b>885.80K</b>	<b>328.50K</b>	<b>0.00B</b>



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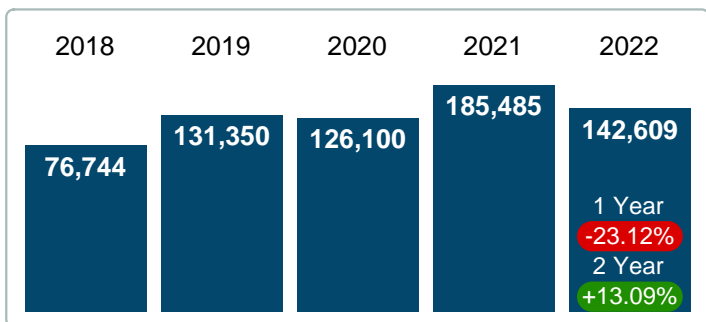
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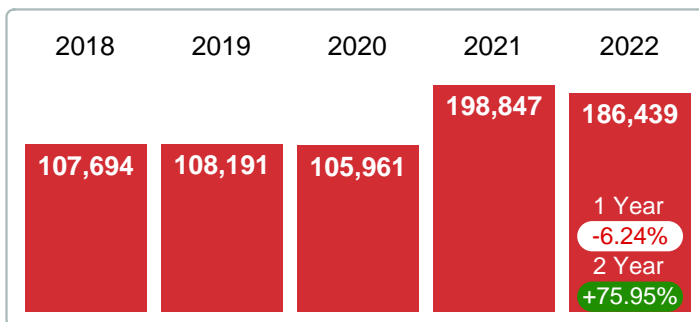
## AVERAGE SOLD PRICE AT CLOSING

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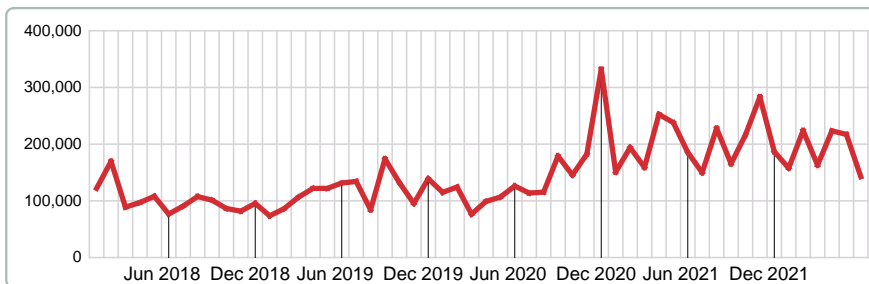
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

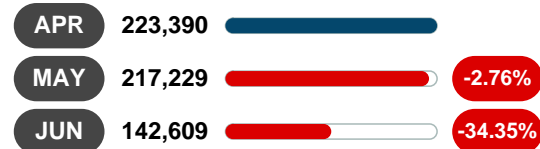


### 3 MONTHS

5 year JUN AVG = 132,458

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

Average Sold Price at Closing this month at **142,609** above the 5 yr JUN average of **132,458**



### 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
\$40,000 and less	9.09%	38,000	38,000	0	0	0
\$40,001 - \$70,000	18.18%	57,500	0	57,500	0	0
\$70,001 - \$90,000	9.09%	90,000	90,000	0	0	0
\$90,001 - \$130,000	18.18%	109,000	0	109,000	0	0
\$130,001 - \$220,000	27.27%	182,833	220,000	0	164,250	0
\$220,001 - \$260,000	0.00%	0	0	0	0	0
\$260,001 and up	18.18%	279,600	0	279,600	0	0
<b>Average Sold Price</b>		<b>142,609</b>	<b>116,000</b>	<b>148,700</b>	<b>164,250</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>11</b>	<b>3</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>1,568,700</b>	<b>348.00K</b>	<b>892.20K</b>	<b>328.50K</b>	<b>0.00B</b>

# June 2022



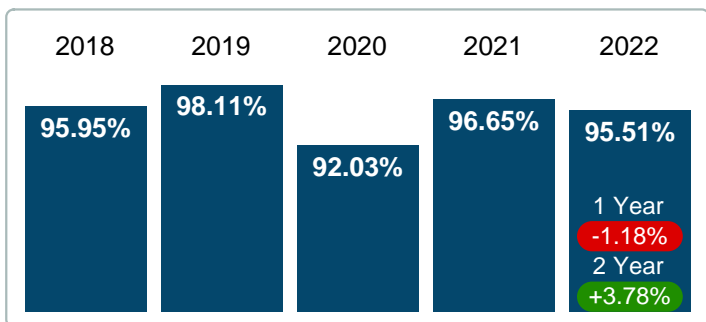
Area Delimited by County Of Sequoyah - Residential Property Type



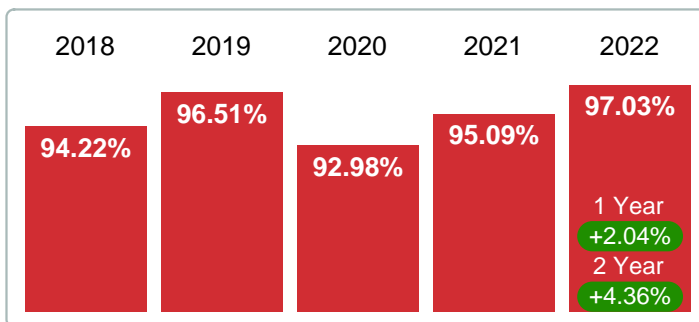
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

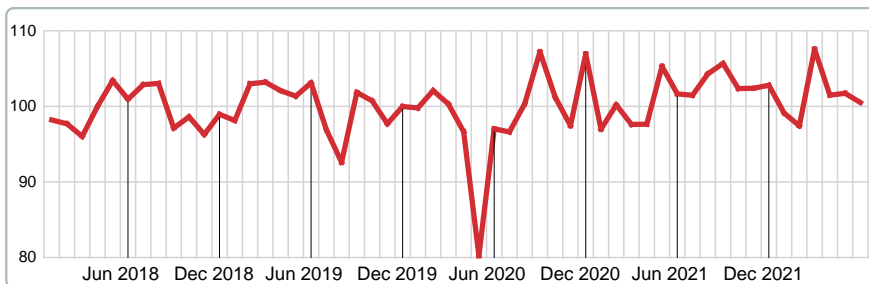
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

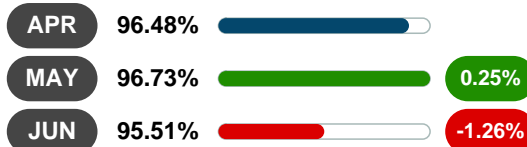


### 3 MONTHS

5 year JUN AVG = 95.65%

High Mar 2022 102.57% Low May 2020 75.25%

Average Sold/List Ratio this month at **95.51%** equal to 5 yr JUN average of **95.65%**



### 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
\$40,000 and less	1	9.09%	78.35%	78.35%	0.00%	0.00%	0.00%
\$40,001 \$70,000	2	18.18%	86.51%	0.00%	86.51%	0.00%	0.00%
\$70,001 \$90,000	1	9.09%	90.91%	90.91%	0.00%	0.00%	0.00%
\$90,001 \$130,000	2	18.18%	99.12%	0.00%	99.12%	0.00%	0.00%
\$130,001 \$220,000	3	27.27%	100.00%	100.00%	0.00%	100.00%	0.00%
\$220,001 \$260,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$260,001 and up	2	18.18%	105.03%	0.00%	105.03%	0.00%	0.00%
Average Sold/List Ratio		95.50%		89.75%	96.89%	100.00%	0.00%
Total Closed Units		11	100%	3	6	2	
Total Closed Volume		1,568,700		348.00K	892.20K	328.50K	0.00B

# June 2022



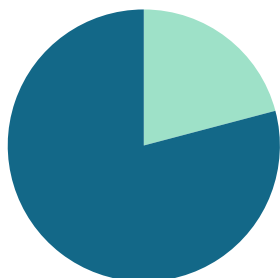
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

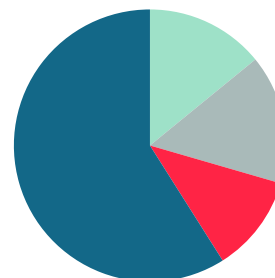


**Inventory**  
 New Listings  
**14 = 20.90%**  
 Start Inventory  
**53**  
 Total Inventory Units  
**67**  
 Volume  
**\$48,332,298**

### Market Activity

Closed Sales  
**11 = 14.10%**  
 Pending Sales  
**12 = 15.38%**  
 Other Off Market  
**9 = 11.54%**  
 Active Inventory  
**46 = 58.97%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	20	11	-45.00%	74	70	-5.41%
Pending Sales	12	12	0.00%	81	73	-9.88%
New Listings	13	14	7.69%	87	107	22.99%
Average List Price	190,540	143,800	-24.53%	208,753	193,289	-7.41%
Average Sale Price	185,485	142,609	-23.12%	198,847	186,439	-6.24%
Average Percent of Selling Price to List Price	96.65%	95.51%	-1.18%	95.09%	97.03%	2.04%
Average Days on Market to Sale	64.30	41.91	-34.82%	51.73	39.36	-23.92%
Monthly Inventory	25	46	84.00%	25	46	84.00%
Months Supply of Inventory	1.95	3.52	80.48%	1.95	3.52	80.48%

**Absorption:** Last 12 months, an Average of **13** Sales/Month

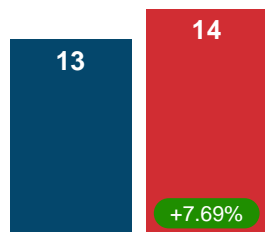
**Inventory** on June 30, 2022 = **46**

**2021** **2022**

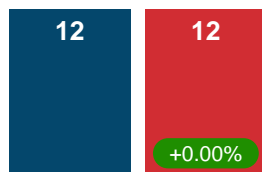
### JUNE MARKET

### AVERAGE PRICES

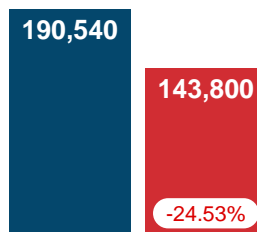
#### New Listings



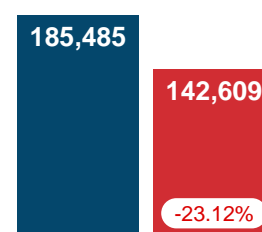
#### Pending Listings



#### List Price



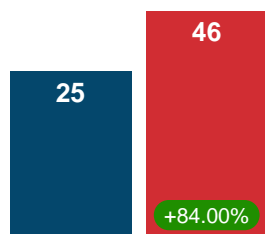
#### Sale Price



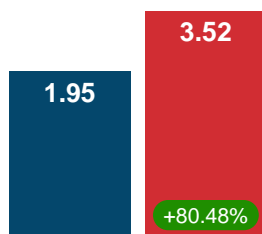
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

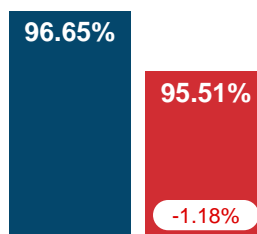
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

