

October 2022



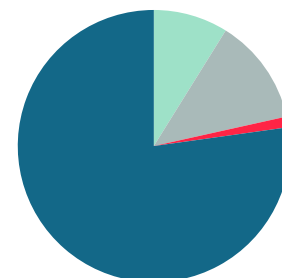
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	19	7	-63.16%
Pending Listings	16	10	-37.50%
New Listings	19	19	0.00%
Average List Price	221,611	174,571	-21.23%
Average Sale Price	216,168	166,714	-22.88%
Average Percent of Selling Price to List Price	97.35%	95.48%	-1.92%
Average Days on Market to Sale	23.68	46.86	97.84%
End of Month Inventory	43	61	41.86%
Months Supply of Inventory	3.42	5.08	48.76%



■ Closed (8.86%)
■ Pending (12.66%)
■ Other OffMarket (1.27%)
■ Active (77.22%)

Absorption: Last 12 months, an Average of **12** Sales/Month
Active Inventory as of October 31, 2022 = **61**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **41.86%** to 61 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 **5.08** 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 **22.88%** in October 2022 to \$166,714 versus the previous year at \$216,168.

Average Days on Market Lengthens

The average number of **46.86** days that homes spent on the market before selling increased by 23.17 days or **97.84%** in October 2022 compared to last year's same month at **23.68** DOM.

Sales Success for October 2022 is Positive

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

There were 19 New Listings in October 2022, down **0.00%** from last year at 19. Furthermore, there were 7 Closed Listings this month versus last year at 19, a **-63.16%** decrease.

Closed versus Listed trends yielded a **36.8%** ratio, down from previous year's, October 2021, at **100.0%**, a **63.16%** downswing. 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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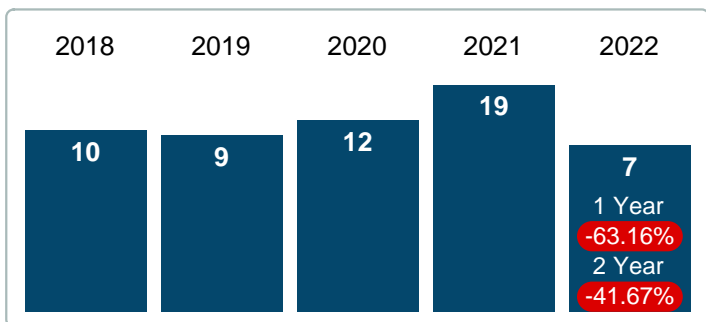
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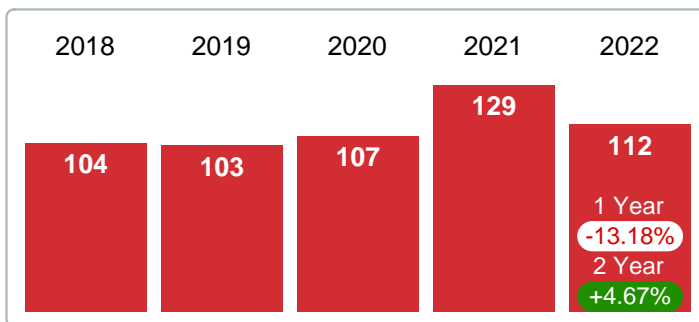
CLOSED LISTINGS

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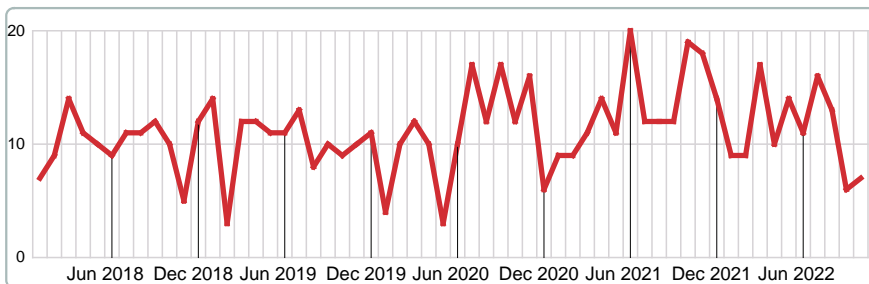
OCTOBER



YEAR TO DATE (YTD)

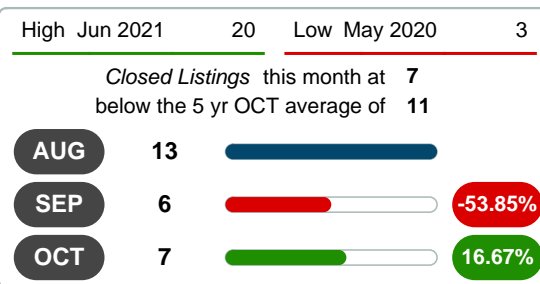


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	1	14.29%	36.0	1	0	0	0
\$125,001 - \$150,000	1	14.29%	32.0	0	1	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$225,000	4	57.14%	32.8	2	2	0	0
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 and up	1	14.29%	129.0	0	1	0	0
Total Closed Units	7			3	4	0	0
Total Closed Volume	1,167,000	100%	46.9	475.00K	692.00K	0.00B	0.00B
Average Closed Price	\$166,714			\$158,333	\$173,000	\$0	\$0

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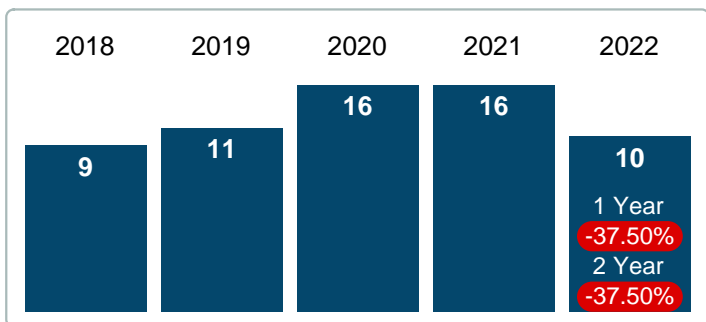
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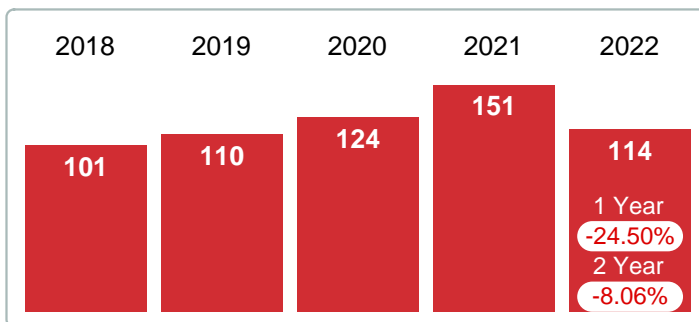
PENDING LISTINGS

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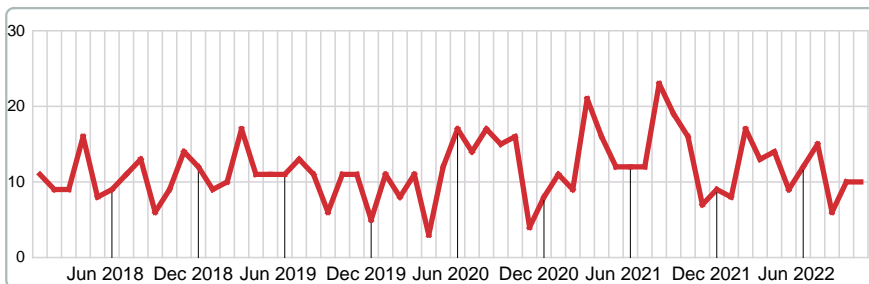
OCTOBER



YEAR TO DATE (YTD)

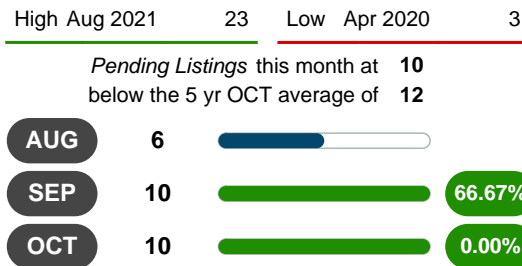


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 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	1	10.00%	70.0	0	1	0	0
\$100,001 - \$125,000	1	10.00%	4.0	0	1	0	0
\$125,001 - \$175,000	1	10.00%	41.0	0	1	0	0
\$175,001 - \$275,000	3	30.00%	60.7	1	2	0	0
\$275,001 - \$300,000	1	10.00%	52.0	0	1	0	0
\$300,001 - \$325,000	2	20.00%	8.5	0	1	1	0
\$325,001 and up	1	10.00%	11.0	0	1	0	0
Total Pending Units	10			1	8	1	0
Total Pending Volume	2,296,895	100%	40.7	250.00K	1.72M	325.00K	0.00B
Average Listing Price	\$218,544			\$250,000	\$215,237	\$325,000	\$0

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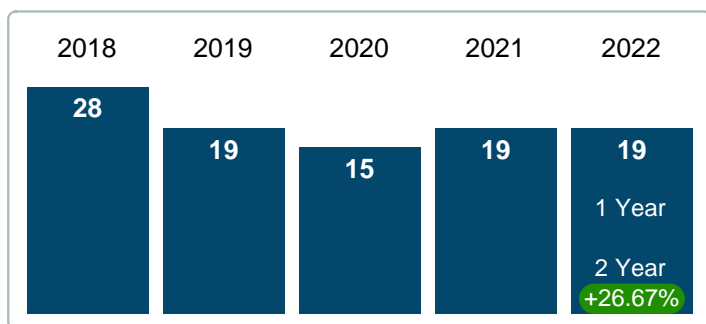
Area Delimited by County Of Sequoyah - Residential Property Type



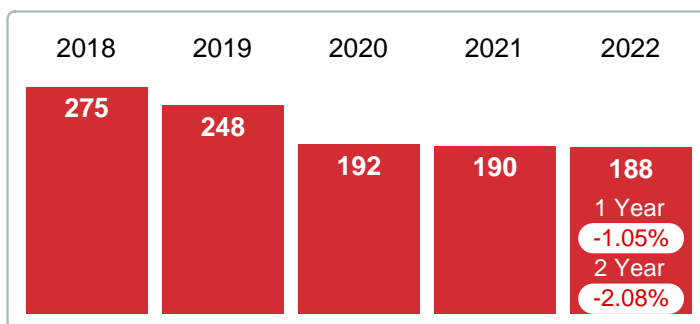
NEW LISTINGS

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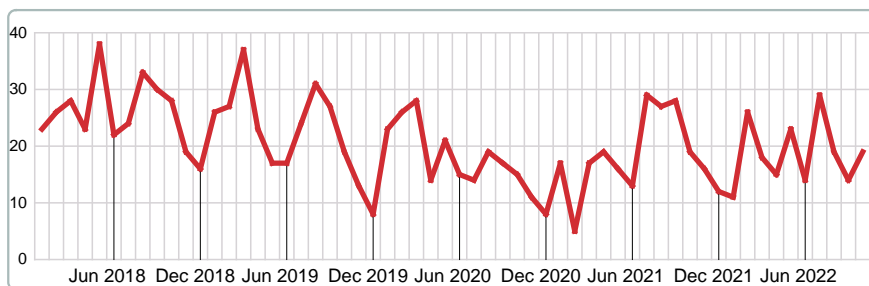
OCTOBER



YEAR TO DATE (YTD)

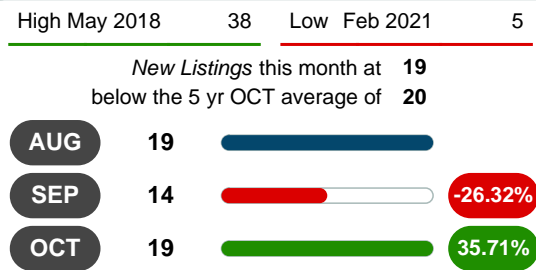


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 20



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	1	5.26%	0	1	0	0
\$125,001 - \$200,000	3	15.79%	1	2	0	0
\$200,001 - \$300,000	3	15.79%	3	0	0	0
\$300,001 - \$350,000	6	31.58%	0	5	1	0
\$350,001 - \$525,000	2	10.53%	0	1	1	0
\$525,001 - \$1,400,000	3	15.79%	1	1	1	0
\$1,400,001 and up	1	5.26%	0	1	0	0
Total New Listed Units	19		5	11	3	0
Total New Listed Volume	8,425,699	100%	2.22M	4.76M	1.44M	0.00B
Average New Listed Listing Price	\$400,836		\$443,980	\$432,900	\$481,300	\$0

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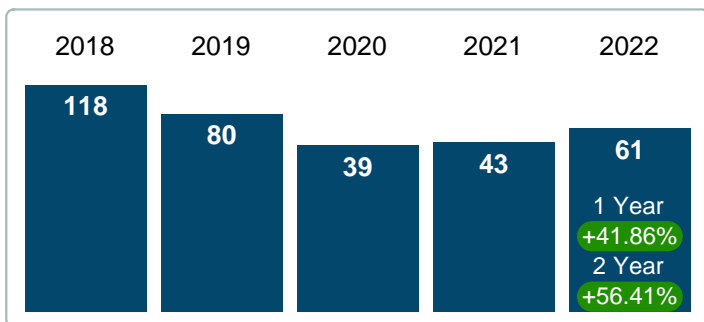
Area Delimited by County Of Sequoyah - Residential Property Type



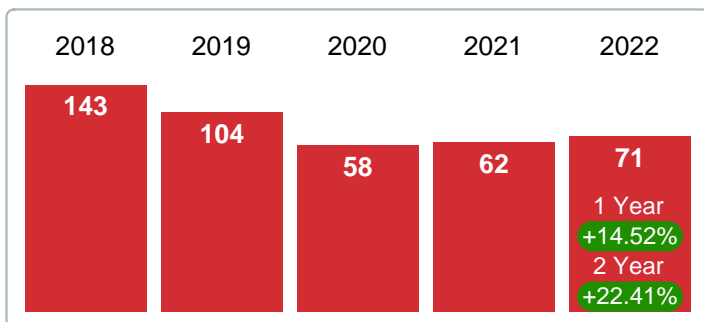
ACTIVE INVENTORY

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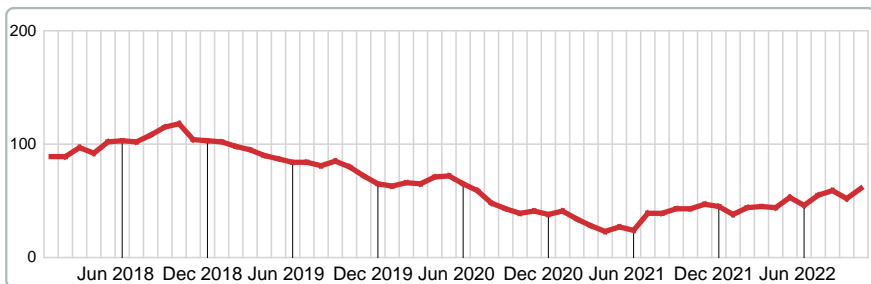
END OF OCTOBER



ACTIVE DURING OCTOBER

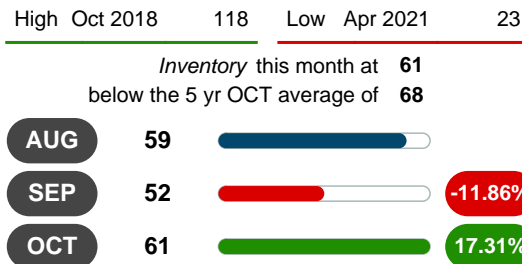


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 68



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	5	8.20%	68.2	1	3	1	0
\$125,001 - \$150,000	7	11.48%	79.0	1	5	1	0
\$150,001 - \$175,000	9	14.75%	80.3	1	6	2	0
\$175,001 - \$325,000	11	18.03%	101.0	4	5	2	0
\$325,001 - \$375,000	14	22.95%	82.6	1	8	3	2
\$375,001 - \$675,000	8	13.11%	53.0	1	5	2	0
\$675,001 and up	7	11.48%	82.0	1	3	3	0
Total Active Inventory by Units	61			10	35	14	2
Total Active Inventory by Volume	28,688,899	100%	80.0	3.33M	15.50M	9.14M	714.80K
Average Active Inventory Listing Price	\$470,310			\$332,910	\$442,997	\$652,864	\$357,400

October 2022



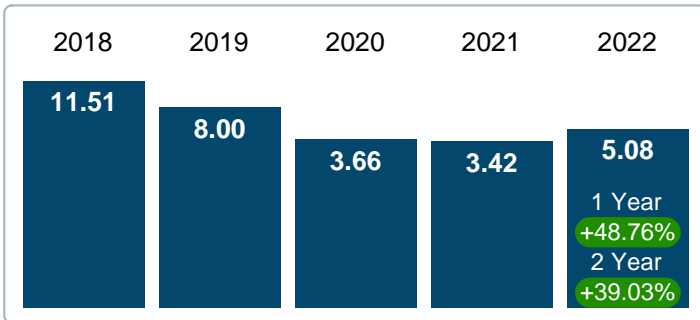
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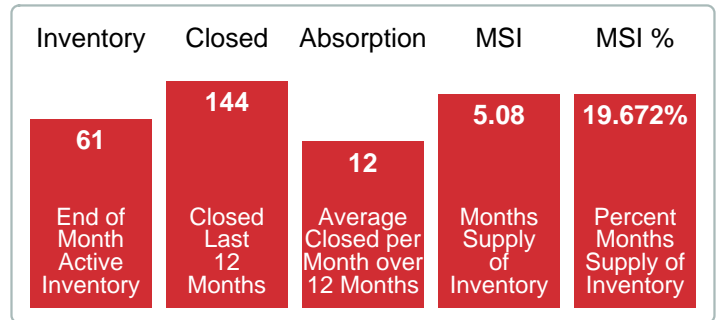
MONTHS SUPPLY of INVENTORY (MSI)

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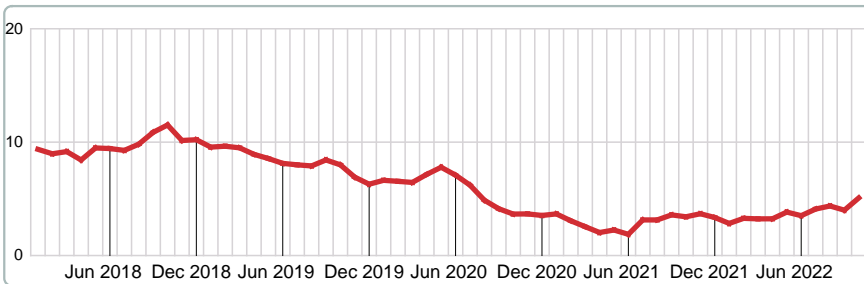
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 6.33

High Oct 2018 11.51 Low Jun 2021 1.87

Months Supply this month at **5.08**
below the 5 yr OCT average of **6.33**



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	5	8.20%	1.13	0.55	1.24	6.00	0.00
\$125,001 - \$150,000	7	11.48%	5.25	3.00	5.45	12.00	0.00
\$150,001 - \$175,000	9	14.75%	10.80	6.00	12.00	12.00	0.00
\$175,001 - \$325,000	11	18.03%	3.38	5.33	2.73	3.00	0.00
\$325,001 - \$375,000	14	22.95%	28.00	6.00	32.00	36.00	0.00
\$375,001 - \$675,000	8	13.11%	5.33	3.00	6.67	4.80	0.00
\$675,001 and up	7	11.48%	42.00	0.00	36.00	36.00	0.00
Market Supply of Inventory (MSI)			5.08	2.79	5.19	8.40	inf
Total Active Inventory by Units		100%	5.08	10	35	14	2

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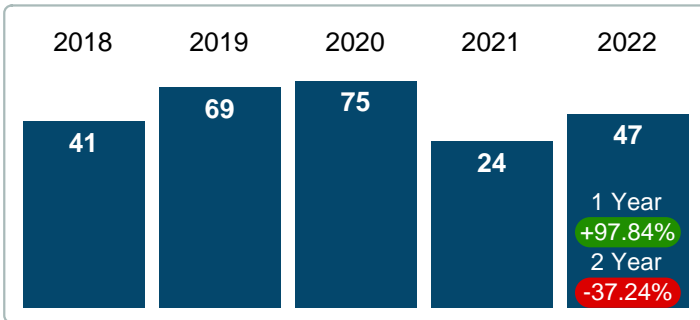
Area Delimited by County Of Sequoyah - Residential Property Type



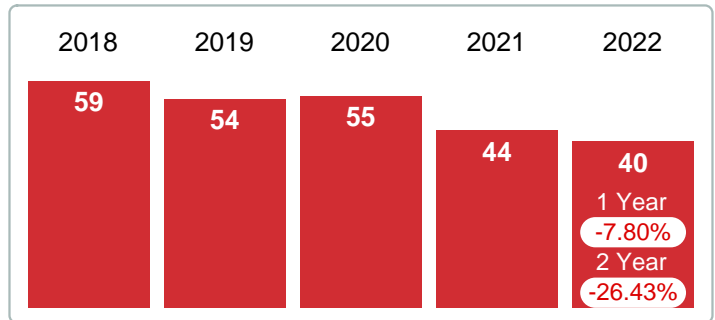
AVERAGE DAYS ON MARKET TO SALE

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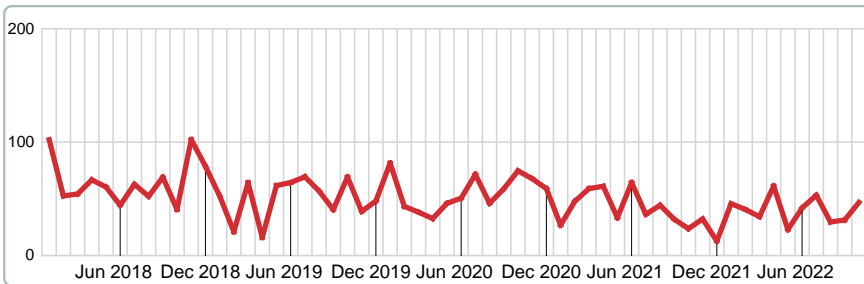
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

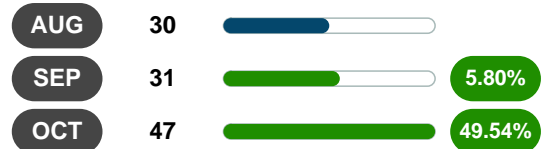


3 MONTHS

5 year OCT AVG = 51

High Nov 2018 102 Low Dec 2021 13

Average Days on Market to Sale this month at 47 below the 5 yr OCT average of 51



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	0.00%	0	0	0	0	0
\$75,001 - \$125,000	14.29%	36	36	0	0	0
\$125,001 - \$150,000	14.29%	32	0	32	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$225,000	57.14%	33	13	53	0	0
\$225,001 - \$225,000	0.00%	0	0	0	0	0
\$225,001 and up	14.29%	129	0	129	0	0
Average Closed DOM		47	20	67	0	0
Total Closed Units	100%	47	3	4		
Total Closed Volume		1,167,000	475.00K	692.00K	0.00B	0.00B

October 2022



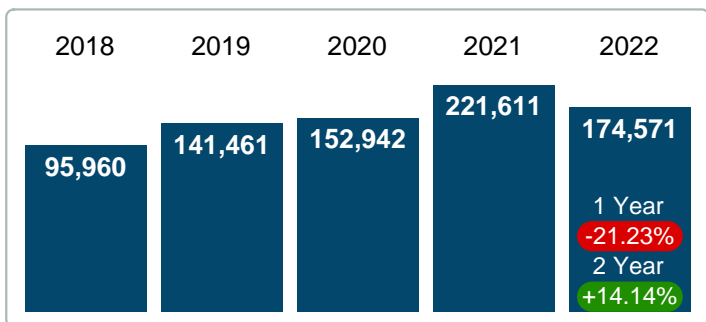
Area Delimited by County Of Sequoyah - Residential Property Type



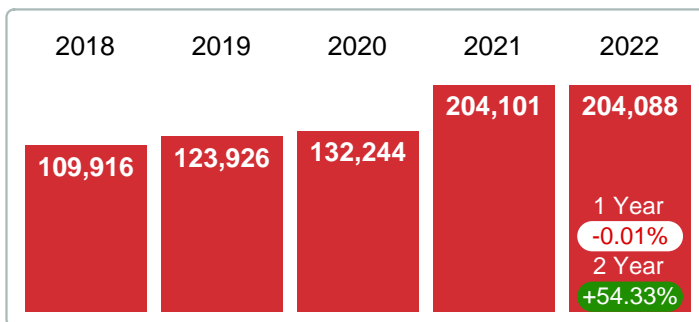
AVERAGE LIST PRICE AT CLOSING

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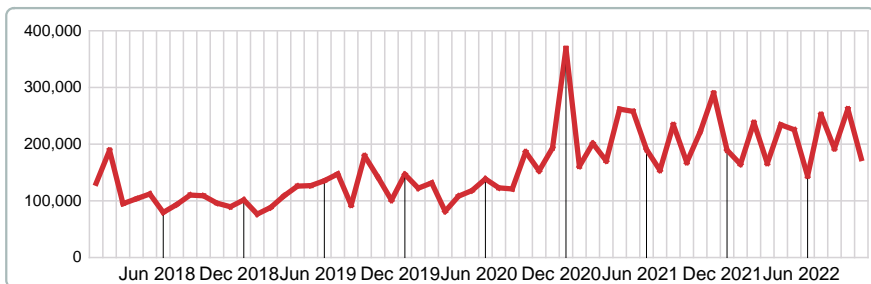
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

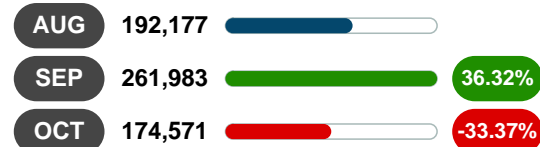


3 MONTHS

5 year OCT AVG = 157,309

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

Average List Price at Closing this month at 174,571 above the 5 yr OCT average of 157,309



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	0.00%	0	0	0	0	0
\$75,001 - \$125,000	14.29%	90,000	90,000	0	0	0
\$125,001 - \$150,000	14.29%	138,000	0	138,000	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$225,000	57.14%	182,250	195,000	169,500	0	0
\$225,001 - \$225,000	0.00%	0	0	0	0	0
\$225,001 and up	14.29%	265,000	0	265,000	0	0
Average List Price		174,571	160,000	185,500	0	0
Total Closed Units	100%	174,571	3	4		
Total Closed Volume		1,222,000	480.00K	742.00K	0.00B	0.00B

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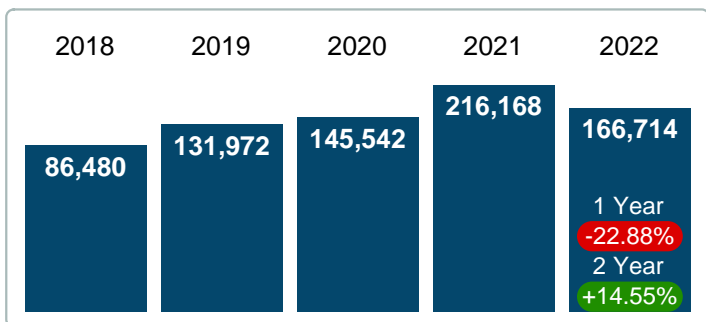
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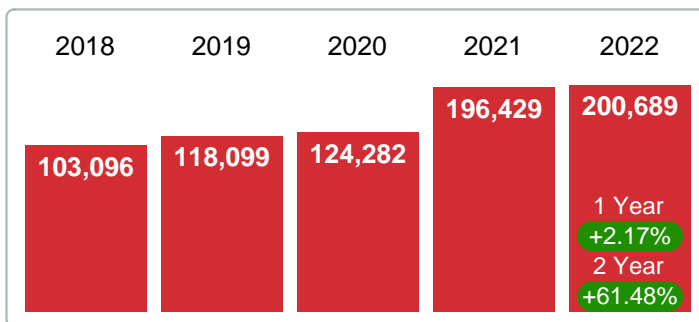
AVERAGE SOLD PRICE AT CLOSING

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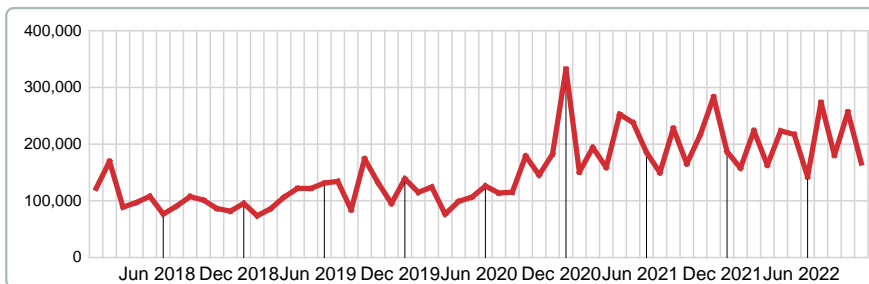
OCTOBER



YEAR TO DATE (YTD)

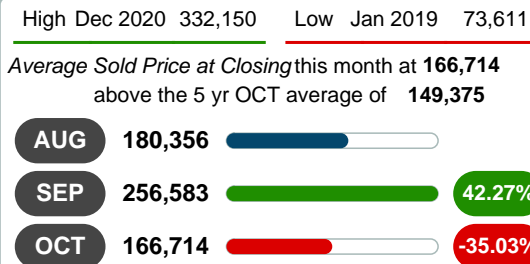


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 149,375



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	0.00%	0	0	0	0	0
\$75,001 - \$125,000	14.29%	80,000	80,000	0	0	0
\$125,001 - \$150,000	14.29%	135,000	0	135,000	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$225,000	57.14%	179,250	197,500	161,000	0	0
\$225,001 - \$225,000	0.00%	0	0	0	0	0
\$225,001 and up	14.29%	235,000	0	235,000	0	0
Average Sold Price		166,714	158,333	173,000	0	0
Total Closed Units	100%	166,714	3	4		
Total Closed Volume		1,167,000	475.00K	692.00K	0.00B	0.00B

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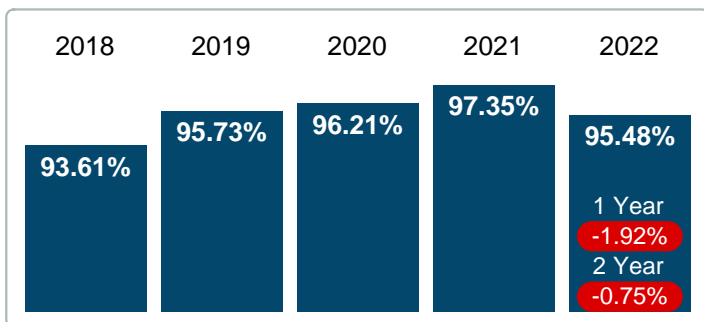
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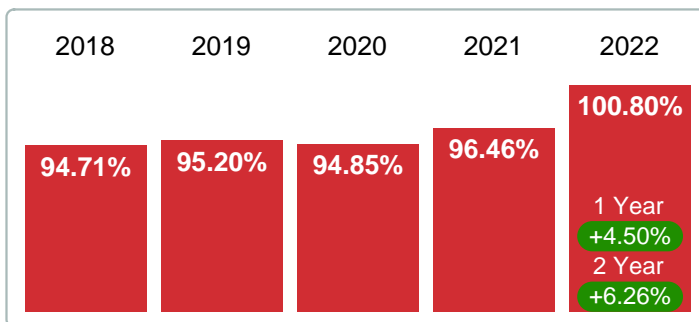
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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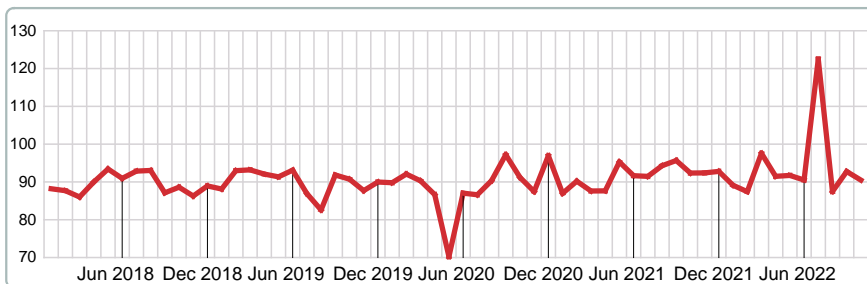
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

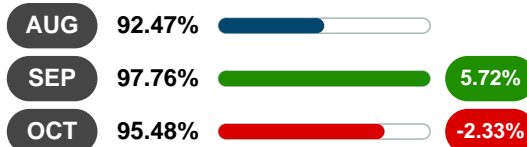


3 MONTHS

5 year OCT AVG = 95.68%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **95.48%**
below the 5 yr OCT average of **95.68%**



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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	1	14.29%	88.89%	88.89%	0.00%	0.00%	0.00%
\$125,001 - \$150,000	1	14.29%	97.83%	0.00%	97.83%	0.00%	0.00%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$225,000	4	57.14%	98.25%	101.52%	94.98%	0.00%	0.00%
\$225,001 - \$225,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$225,001 and up	1	14.29%	88.68%	0.00%	88.68%	0.00%	0.00%
Average Sold/List Ratio		95.50%		97.31%	94.12%	0.00%	0.00%
Total Closed Units		7	100%	3	4		
Total Closed Volume		1,167,000		475.00K	692.00K	0.00B	0.00B

October 2022



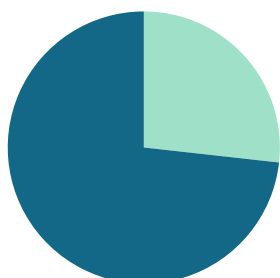
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

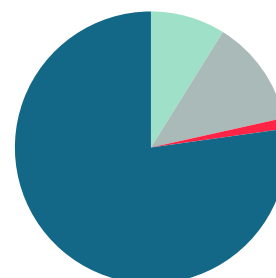


Inventory
 New Listings
19 = 26.76%
 Start Inventory
52
 Total Inventory Units
71
 Volume
\$31,430,794

Market Activity

Closed Sales
7 = 8.86%
 Pending Sales
10 = 12.66%
 Other Off Market
1 = 1.27%
 Active Inventory
61 = 77.22%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	19	7	-63.16%	129	112	-13.18%
Pending Sales	16	10	-37.50%	151	114	-24.50%
New Listings	19	19	0.00%	190	188	-1.05%
Average List Price	221,611	174,571	-21.23%	204,101	204,088	-0.01%
Average Sale Price	216,168	166,714	-22.88%	196,429	200,689	2.17%
Average Percent of Selling Price to List Price	97.35%	95.48%	-1.92%	96.46%	100.80%	4.50%
Average Days on Market to Sale	23.68	46.86	97.84%	43.64	40.24	-7.80%
Monthly Inventory	43	61	41.86%	43	61	41.86%
Months Supply of Inventory	3.42	5.08	48.76%	3.42	5.08	48.76%

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

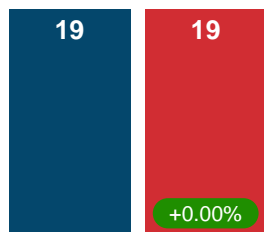
Inventory on October 31, 2022 = **61**

2021 **2022**

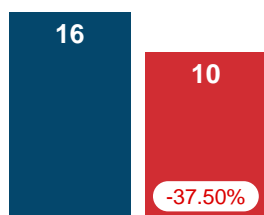
OCTOBER MARKET

AVERAGE PRICES

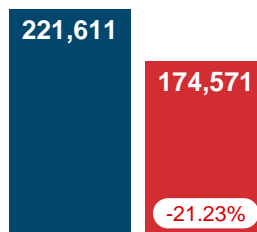
New Listings



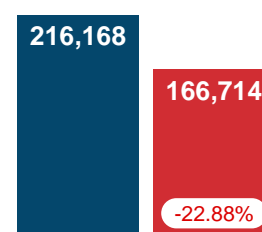
Pending Listings



List Price



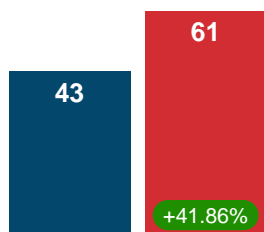
Sale Price



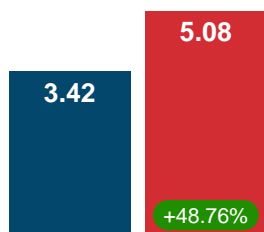
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

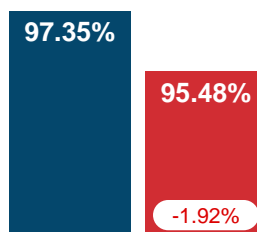
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

