

September 2022



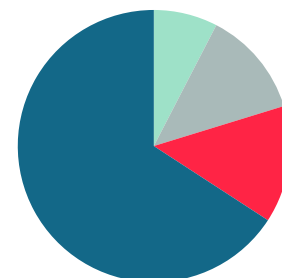
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	12	6	-50.00%
Pending Listings	19	10	-47.37%
New Listings	28	14	-50.00%
Average List Price	167,817	261,983	56.11%
Average Sale Price	165,492	256,583	55.04%
Average Percent of Selling Price to List Price	100.67%	97.76%	-2.89%
Average Days on Market to Sale	32.00	31.33	-2.08%
End of Month Inventory	43	52	20.93%
Months Supply of Inventory	3.58	4.00	11.63%



■ Closed (7.59%)
■ Pending (12.66%)
■ Other OffMarket (13.92%)
■ Active (65.82%)

Absorption: Last 12 months, an Average of **13 Sales/Month Active Inventory** as of September 30, 2022 = **52**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **20.93%** to 52 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 **4.00** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **55.04%** in September 2022 to \$256,583 versus the previous year at \$165,492.

Average Days on Market Shortens

The average number of **31.33** days that homes spent on the market before selling decreased by 0.67 days or **2.08%** in September 2022 compared to last year's same month at **32.00** DOM.

Sales Success for September 2022 is Positive

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

There were 14 New Listings in September 2022, down **50.00%** from last year at 28. Furthermore, there were 6 Closed Listings this month versus last year at 12, a **-50.00%** decrease.

Closed versus Listed trends yielded a **42.9%** ratio, down from previous year's, September 2021, at **42.9%**, a **0.00%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

September 2022



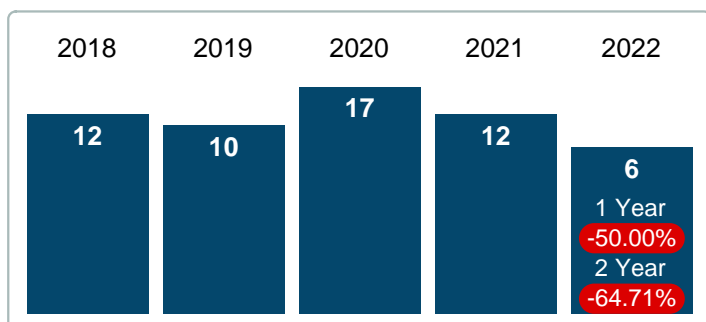
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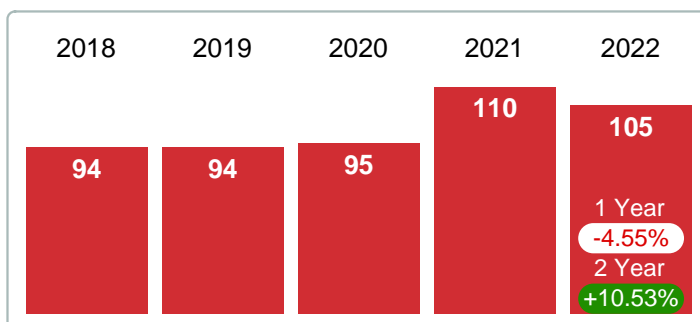
CLOSED LISTINGS

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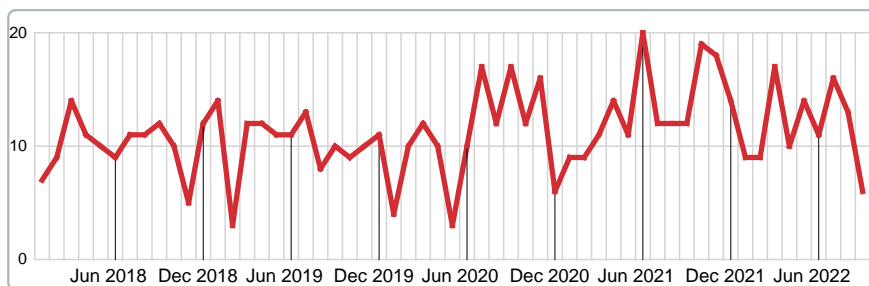
SEPTEMBER



YEAR TO DATE (YTD)

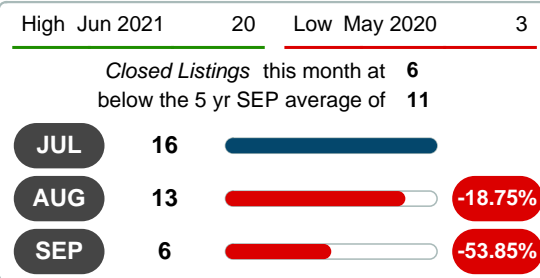


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	1	16.67%	12.0	1	0	0	0
\$100,001 - \$150,000	1	16.67%	14.0	1	0	0	0
\$150,001 - \$200,000	1	16.67%	12.0	0	1	0	0
\$200,001 - \$275,000	1	16.67%	91.0	0	1	0	0
\$275,001 - \$675,000	1	16.67%	25.0	1	0	0	0
\$675,001 and up	1	16.67%	34.0	0	1	0	0
Total Closed Units	6			3	3	0	0
Total Closed Volume	1,539,500	100%	31.3	477.00K	1.06M	0.00B	0.00B
Average Closed Price	\$256,583			\$159,000	\$354,167	\$0	\$0

September 2022



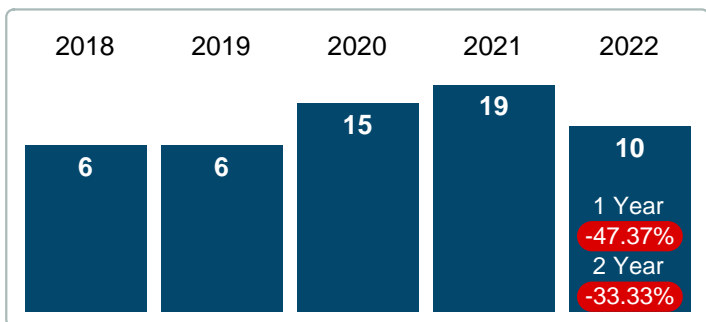
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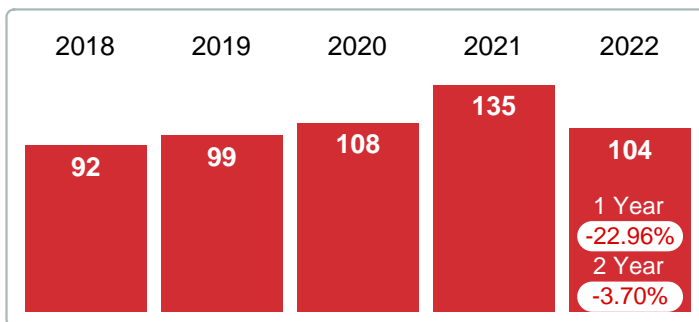
PENDING LISTINGS

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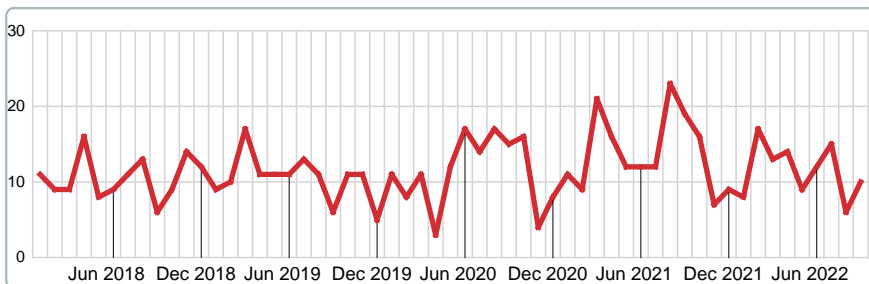
SEPTEMBER



YEAR TO DATE (YTD)

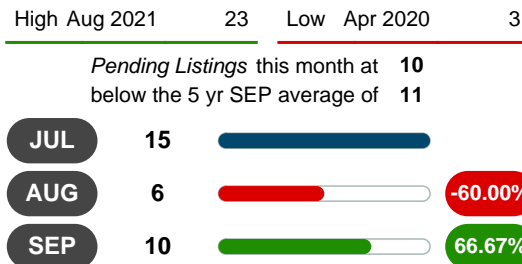


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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
\$75,000 and less	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	3	30.00%	58.7	2	1	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$150,000	2	20.00%	30.0	0	2	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$250,000	4	40.00%	40.5	1	3	0	0
\$250,001 and up	1	10.00%	129.0	0	1	0	0
Total Pending Units	10			3	7	0	0
Total Pending Volume	1,575,800	100%	52.7	380.00K	1.20M	0.00B	0.00B
Average Listing Price	\$157,580			\$126,667	\$170,829	\$0	\$0

September 2022



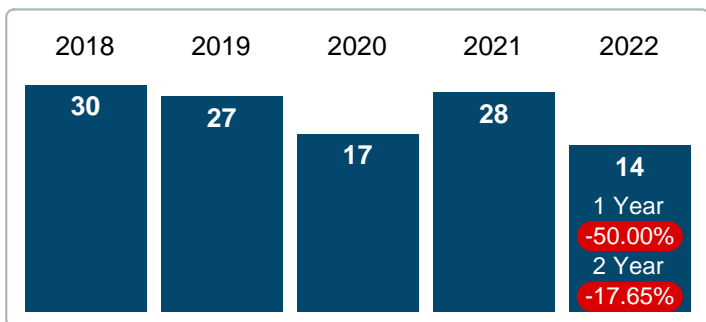
Area Delimited by County Of Sequoyah - Residential Property Type



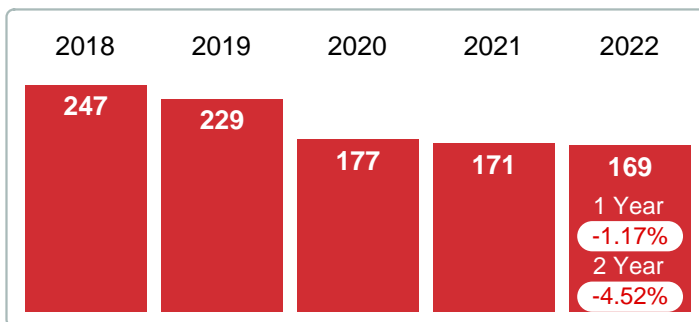
NEW LISTINGS

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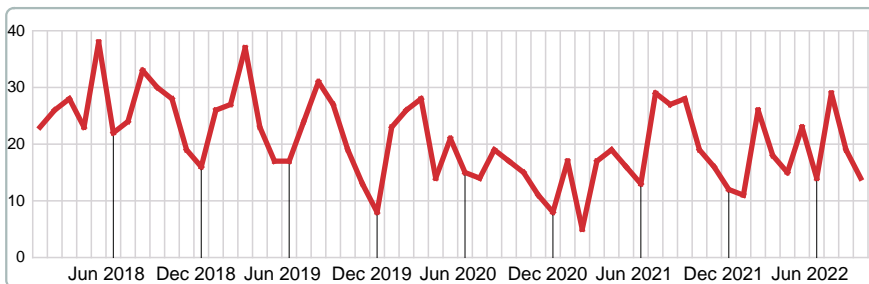
SEPTEMBER



YEAR TO DATE (YTD)

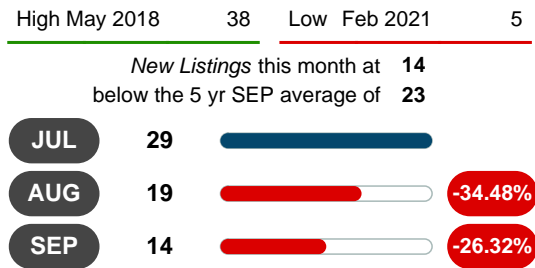


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 23



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	7.14%	0	1	0	0
\$75,001 - \$125,000	2	14.29%	0	1	1	0
\$125,001 - \$150,000	1	7.14%	0	1	0	0
\$150,001 - \$325,000	3	21.43%	1	1	1	0
\$325,001 - \$475,000	3	21.43%	0	1	0	2
\$475,001 - \$550,000	2	14.29%	0	2	0	0
\$550,001 and up	2	14.29%	0	0	2	0
Total New Listed Units	14		1	7	4	2
Total New Listed Volume	4,268,700	100%	179.90K	1.82M	1.55M	714.80K
Average New Listed Listing Price	\$248,325		\$179,900	\$260,029	\$388,450	\$357,400

September 2022



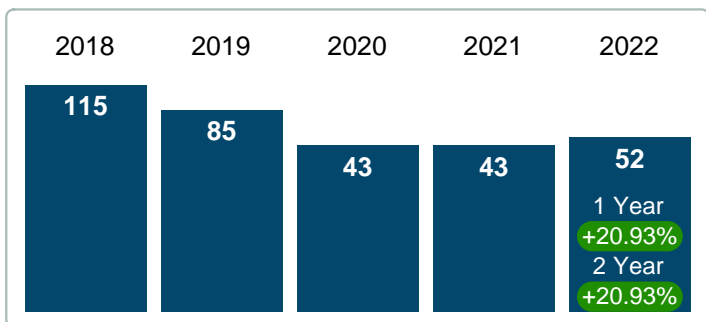
Area Delimited by County Of Sequoyah - Residential Property Type



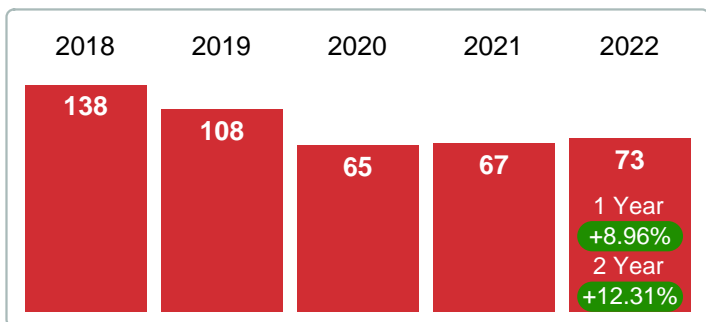
ACTIVE INVENTORY

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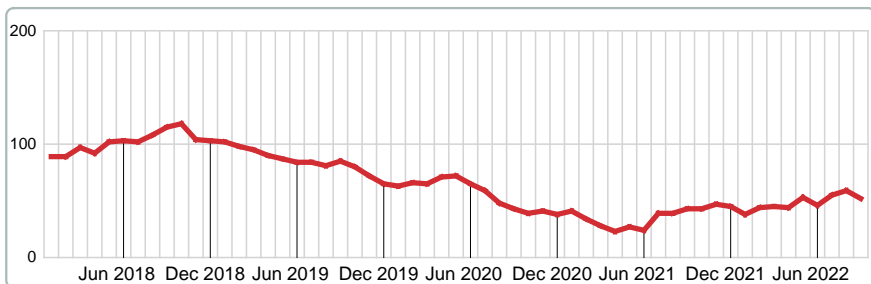
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

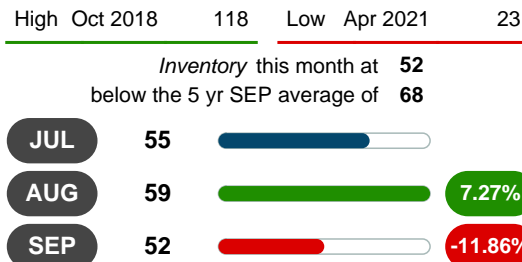


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 68



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	9.62%	56.6	1	3	1	0
\$100,001 - \$125,000	1	1.92%	1.0	0	1	0	0
\$125,001 - \$150,000	7	13.46%	54.3	0	6	1	0
\$150,001 - \$325,000	19	36.54%	75.6	3	12	4	0
\$325,001 - \$375,000	10	19.23%	77.0	1	4	3	2
\$375,001 - \$550,000	4	7.69%	51.3	1	3	0	0
\$550,001 and up	6	11.54%	101.3	0	2	4	0
Total Active Inventory by Units	52			6	31	13	2
Total Active Inventory by Volume	23,005,095	100%	70.8	1.36M	12.13M	8.80M	714.80K
Average Active Inventory Listing Price	\$442,406			\$226,533	\$391,448	\$676,631	\$357,400

September 2022



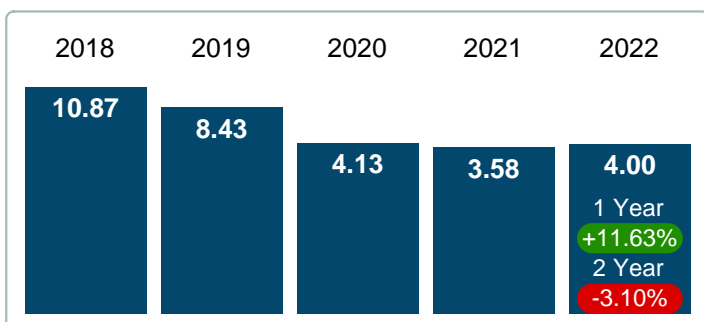
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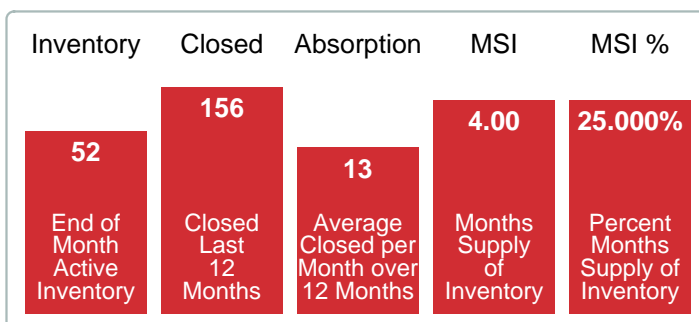
MONTHS SUPPLY of INVENTORY (MSI)

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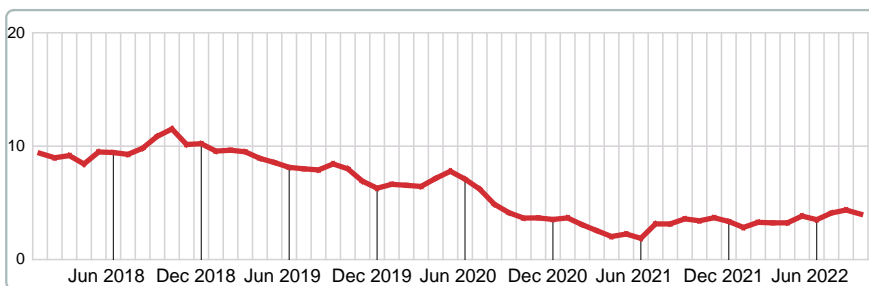
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

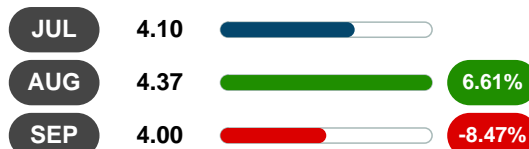


3 MONTHS

5 year SEP AVG = 6.20

High Oct 2018 11.51 Low Jun 2021 1.87

Months Supply this month at **4.00**
below the 5 yr SEP average of **6.20**



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
\$100,000 and less	5	9.62%	1.36	0.63	1.50	12.00	0.00
\$100,001 - \$125,000	1	1.92%	0.92	0.00	1.33	0.00	0.00
\$125,001 - \$150,000	7	13.46%	4.94	0.00	6.00	12.00	0.00
\$150,001 - \$325,000	19	36.54%	4.22	3.60	4.97	3.43	0.00
\$325,001 - \$375,000	10	19.23%	20.00	6.00	16.00	36.00	0.00
\$375,001 - \$550,000	4	7.69%	3.43	3.00	4.50	0.00	0.00
\$550,001 and up	6	11.54%	9.00	0.00	12.00	8.00	0.00
Market Supply of Inventory (MSI)	4.00	100%	4.00	1.71	4.28	6.00	24.00
Total Active Inventory by Units	52			6	31	13	2

September 2022



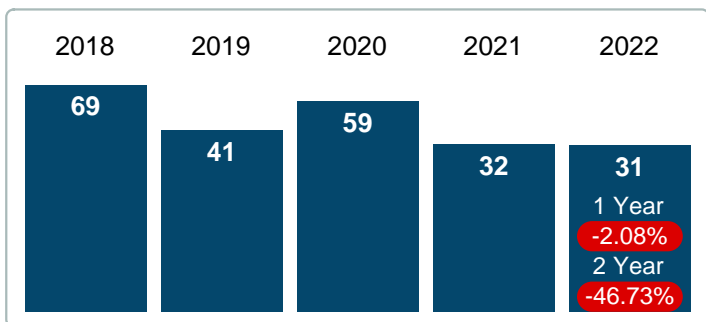
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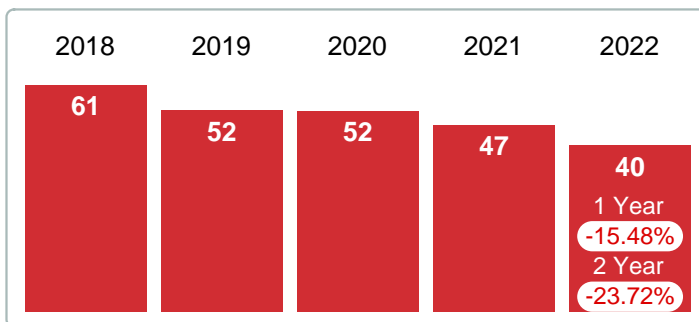
AVERAGE DAYS ON MARKET TO SALE

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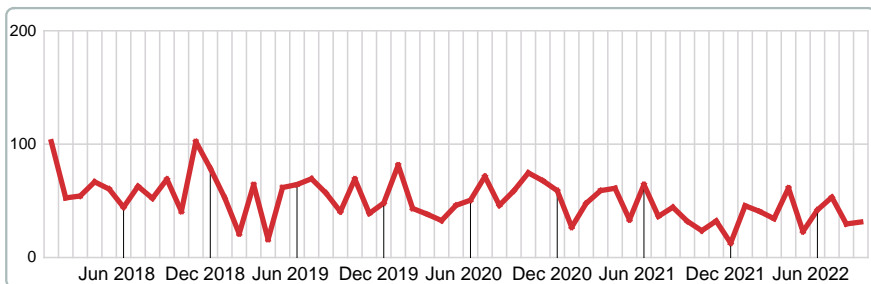
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 46

High Nov 2018 102 | Low Dec 2021 13

Average Days on Market to Sale this month at 31 below the 5 yr SEP average of 46

- JUL 53
- AUG 30 (-44.32%)
- SEP 31 (5.80%)

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	0.00%	0	0	0	0	0
\$50,001 - \$100,000	16.67%	12	12	0	0	0
\$100,001 - \$150,000	16.67%	14	14	0	0	0
\$150,001 - \$200,000	16.67%	12	0	12	0	0
\$200,001 - \$275,000	16.67%	91	0	91	0	0
\$275,001 - \$675,000	16.67%	25	25	0	0	0
\$675,001 and up	16.67%	34	0	34	0	0
Average Closed DOM		31	17	46	0	0
Total Closed Units	100%	31	3	3		
Total Closed Volume		1,539,500	477.00K	1.06M	0.00B	0.00B

September 2022



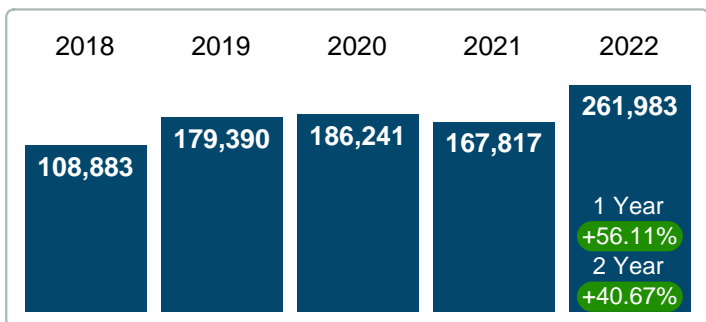
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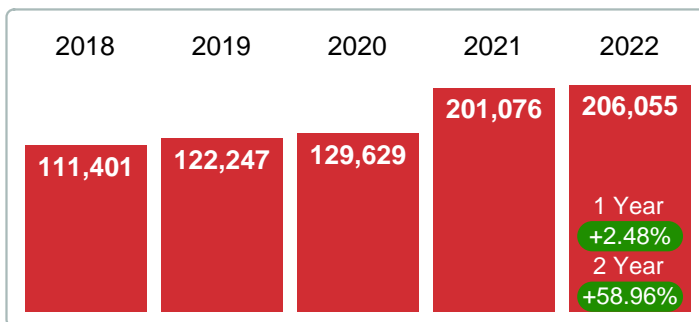
AVERAGE LIST PRICE AT CLOSING

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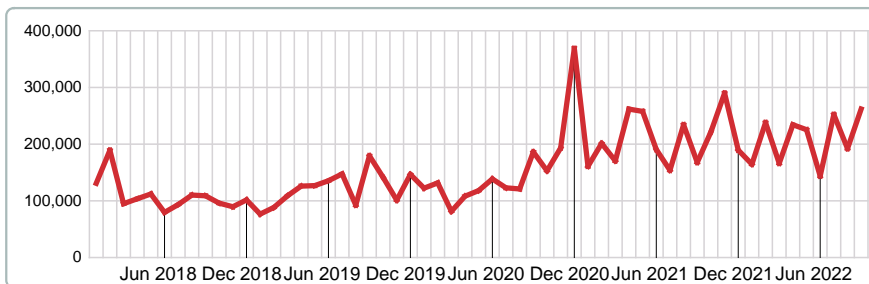
SEPTEMBER



YEAR TO DATE (YTD)

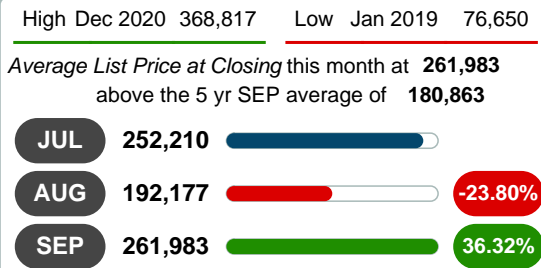


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 180,863



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	0	0	0	0
\$50,001 - \$100,000	1	16.67%	75,000	75,000	0	0	0
\$100,001 - \$150,000	1	16.67%	117,000	117,000	0	0	0
\$150,001 - \$200,000	2	33.33%	187,450	0	175,000	0	0
\$200,001 - \$275,000	0	0.00%	0	0	199,900	0	0
\$275,001 - \$675,000	1	16.67%	310,000	310,000	0	0	0
\$675,001 and up	1	16.67%	695,000	0	695,000	0	0
Average List Price			261,983	167,333	356,633	0	0
Total Closed Units		100%	261,983	3	3		
Total Closed Volume				502.00K	1.07M	0.00B	0.00B

September 2022



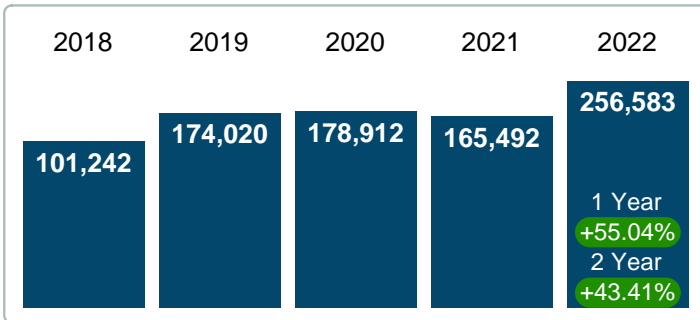
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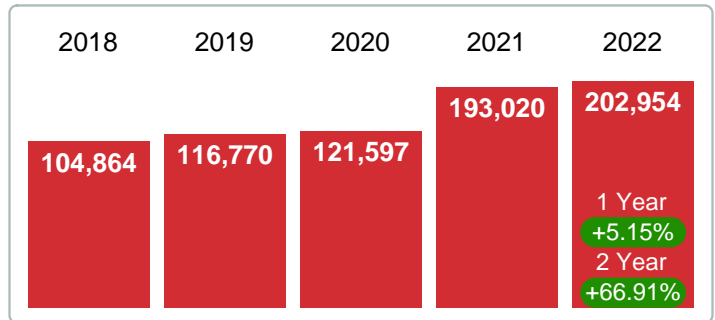
AVERAGE SOLD PRICE AT CLOSING

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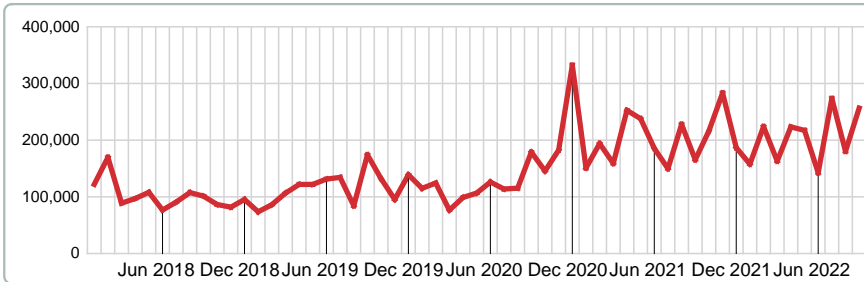
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

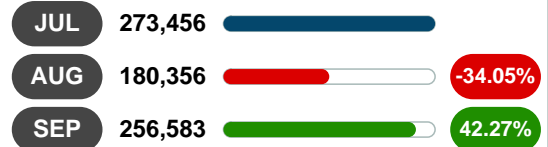


3 MONTHS

5 year SEP AVG = 175,250

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

Average Sold Price at Closing this month at **256,583** above the 5 yr SEP average of **175,250**



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	0.00%	0	0	0	0	0
\$50,001 - \$100,000	16.67%	70,000	70,000	0	0	0
\$100,001 - \$150,000	16.67%	117,000	117,000	0	0	0
\$150,001 - \$200,000	16.67%	172,500	0	172,500	0	0
\$200,001 - \$275,000	16.67%	205,000	0	205,000	0	0
\$275,001 - \$675,000	16.67%	290,000	290,000	0	0	0
\$675,001 and up	16.67%	685,000	0	685,000	0	0
Average Sold Price		256,583	159,000	354,167	0	0
Total Closed Units	100%	256,583	3	3		
Total Closed Volume		1,539,500	477.00K	1.06M	0.00B	0.00B

September 2022



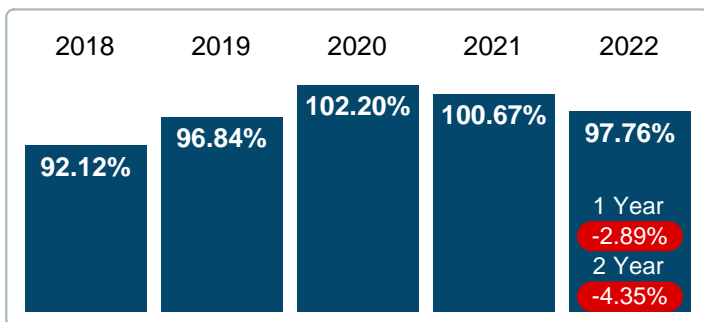
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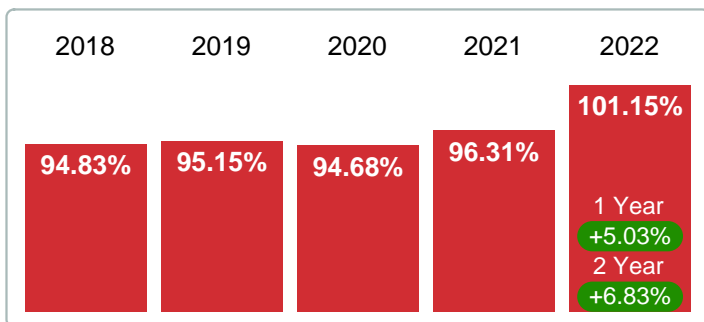
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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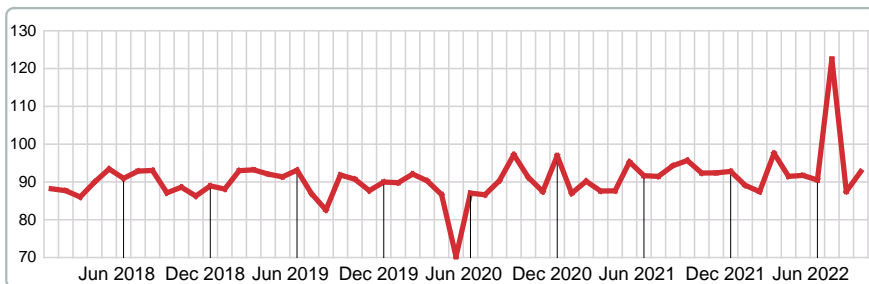
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

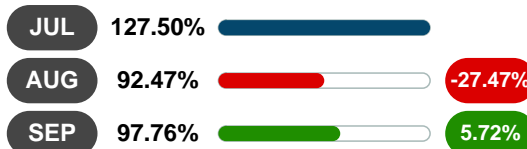


3 MONTHS

5 year SEP AVG = 97.92%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **97.76%** equal to 5 yr SEP average of **97.92%**



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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	1	16.67%	93.33%	93.33%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	1	16.67%	100.00%	100.00%	0.00%	0.00%	0.00%
\$150,001 - \$200,000	1	16.67%	98.57%	0.00%	98.57%	0.00%	0.00%
\$200,001 - \$275,000	1	16.67%	102.55%	0.00%	102.55%	0.00%	0.00%
\$275,001 - \$675,000	1	16.67%	93.55%	93.55%	0.00%	0.00%	0.00%
\$675,001 and up	1	16.67%	98.56%	0.00%	98.56%	0.00%	0.00%
Average Sold/List Ratio		97.80%		95.63%	99.89%	0.00%	0.00%
Total Closed Units		6	100%	3	3		
Total Closed Volume		1,539,500		477.00K	1.06M	0.00B	0.00B

September 2022



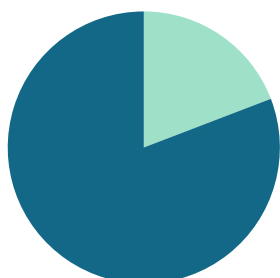
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

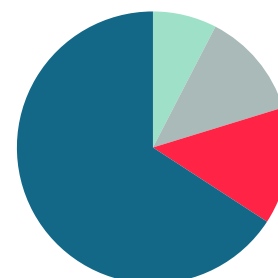


Inventory
 New Listings
14 = 19.18%
 Start Inventory
59
 Total Inventory Units
73
 Volume
\$28,761,295

Market Activity

Closed Sales
6 = 7.59%
 Pending Sales
10 = 12.66%
 Other Off Market
11 = 13.92%
 Active Inventory
52 = 65.82%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	12	6	-50.00%	110	105	-4.55%
Pending Sales	19	10	-47.37%	135	104	-22.96%
New Listings	28	14	-50.00%	171	169	-1.17%
Average List Price	167,817	261,983	56.11%	201,076	206,055	2.48%
Average Sale Price	165,492	256,583	55.04%	193,020	202,954	5.15%
Average Percent of Selling Price to List Price	100.67%	97.76%	-2.89%	96.31%	101.15%	5.03%
Average Days on Market to Sale	32.00	31.33	-2.08%	47.09	39.80	-15.48%
Monthly Inventory	43	52	20.93%	43	52	20.93%
Months Supply of Inventory	3.58	4.00	11.63%	3.58	4.00	11.63%

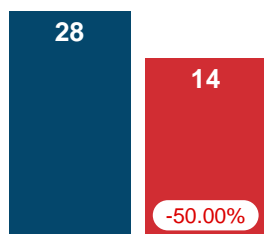
Absorption: Last 12 months, an Average of **13** Sales/Month

Inventory on September 30, 2022 = **52** 2021 2022

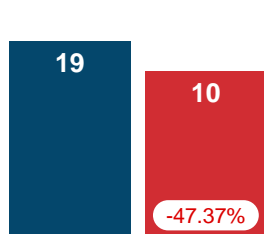
SEPTEMBER MARKET

AVERAGE PRICES

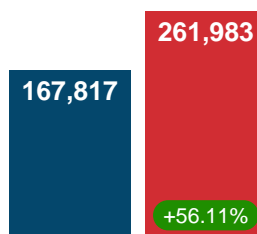
New Listings



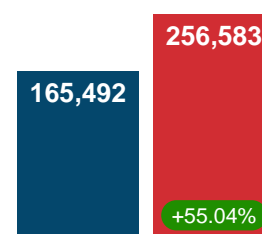
Pending Listings



List Price



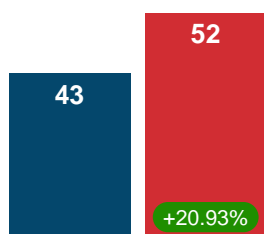
Sale Price



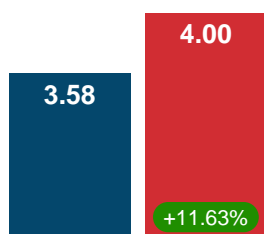
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

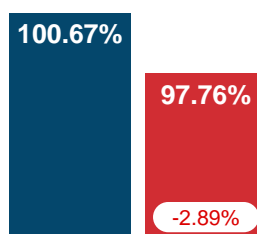
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

