

# April 2023



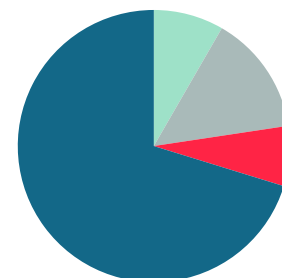
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	10	7	-30.00%
Pending Listings	14	12	-14.29%
New Listings	15	22	46.67%
Average List Price	234,270	144,757	-38.21%
Average Sale Price	223,390	137,107	-38.62%
Average Percent of Selling Price to List Price	96.48%	92.76%	-3.86%
Average Days on Market to Sale	61.30	40.71	-33.58%
End of Month Inventory	44	59	34.09%
Months Supply of Inventory	3.24	5.90	82.14%



■ Closed (8.33%)  
■ Pending (14.29%)  
■ Other OffMarket (7.14%)  
■ Active (70.24%)

**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of April 30, 2023 = **59**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2023 rose **34.09%** to 59 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 **5.90** 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 **38.62%** in April 2023 to \$137,107 versus the previous year at \$223,390.

#### Average Days on Market Shortens

The average number of **40.71** days that homes spent on the market before selling decreased by 20.59 days or **33.58%** in April 2023 compared to last year's same month at **61.30** DOM.

#### Sales Success for April 2023 is Positive

Overall, with Average 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 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

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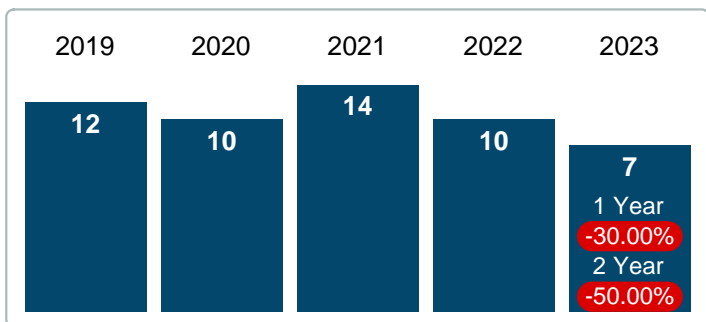
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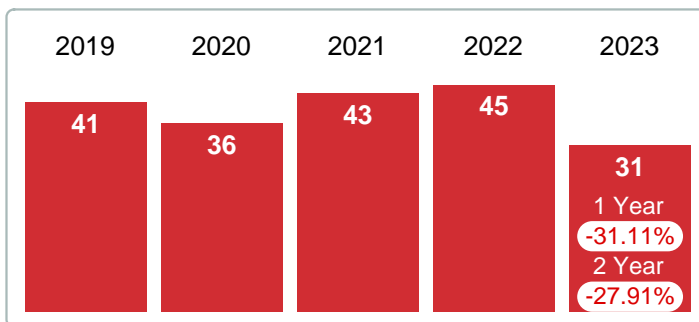
## CLOSED LISTINGS

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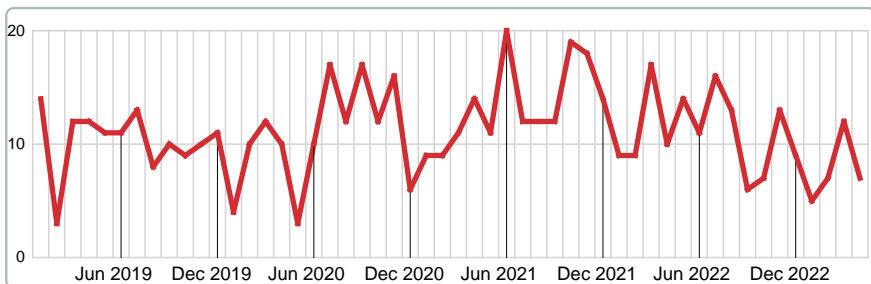
### APRIL



### YEAR TO DATE (YTD)

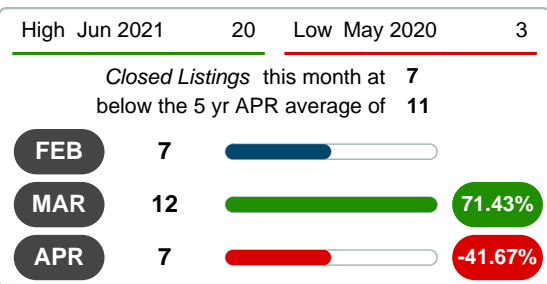


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 11



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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%	0.0	0	0	0	0
\$60,001 - \$90,000	1	14.29%	10.0	1	0	0	0
\$90,001 - \$160,000	3	42.86%	60.3	0	3	0	0
\$160,001 - \$190,000	1	14.29%	24.0	0	1	0	0
\$190,001 - \$290,000	0	0.00%	0.0	0	0	0	0
\$290,001 and up	1	14.29%	57.0	0	1	0	0
<b>Total Closed Units</b>	<b>7</b>			<b>2</b>	<b>5</b>	<b>0</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>959,750</b>	<b>100%</b>	<b>40.7</b>	<b>113.00K</b>	<b>846.75K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$137,107</b>			<b>\$56,500</b>	<b>\$169,350</b>	<b>\$0</b>	<b>\$0</b>

# April 2023



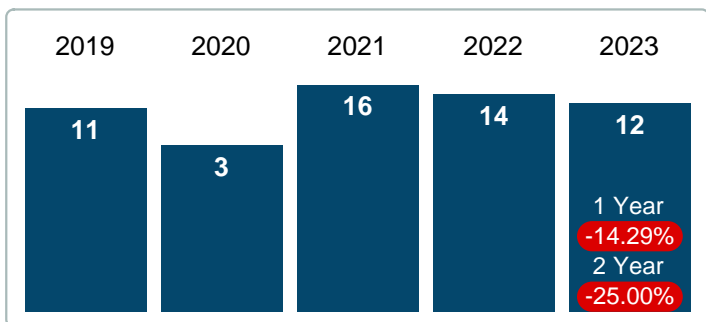
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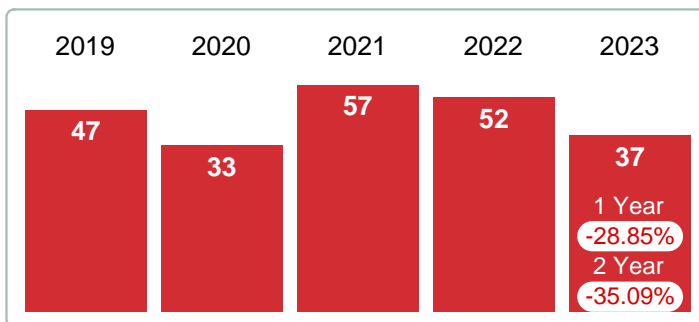
## PENDING LISTINGS

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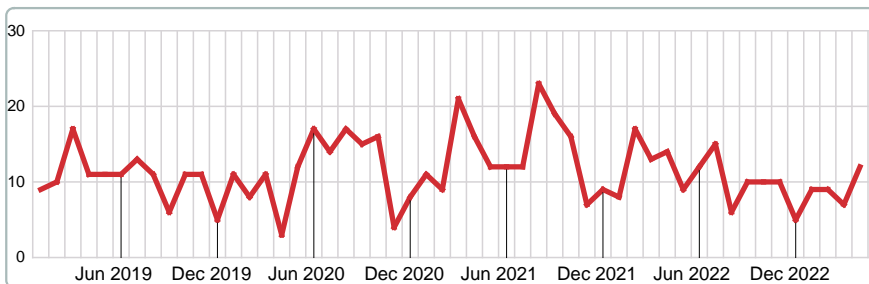
### APRIL



### YEAR TO DATE (YTD)

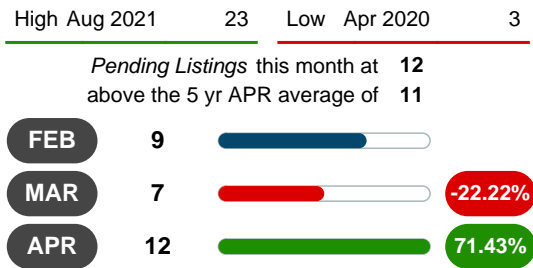


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 11



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	1	8.33%	0.0	0	1	0	0
\$70,001 - \$80,000	1	8.33%	20.0	1	0	0	0
\$80,001 - \$120,000	2	16.67%	27.0	0	2	0	0
\$120,001 - \$150,000	3	25.00%	62.0	2	1	0	0
\$150,001 - \$180,000	2	16.67%	4.0	0	2	0	0
\$180,001 - \$240,000	1	8.33%	101.0	0	1	0	0
\$240,001 and up	2	16.67%	6.0	1	0	1	0
<b>Total Pending Units</b>	<b>12</b>			<b>4</b>	<b>7</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>1,786,100</b>	<b>100%</b>	<b>31.8</b>	<b>584.30K</b>	<b>856.80K</b>	<b>345.00K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$148,842</b>			<b>\$146,075</b>	<b>\$122,400</b>	<b>\$345,000</b>	<b>\$0</b>

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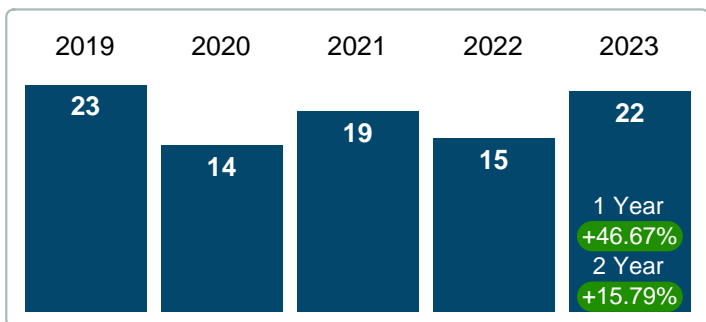
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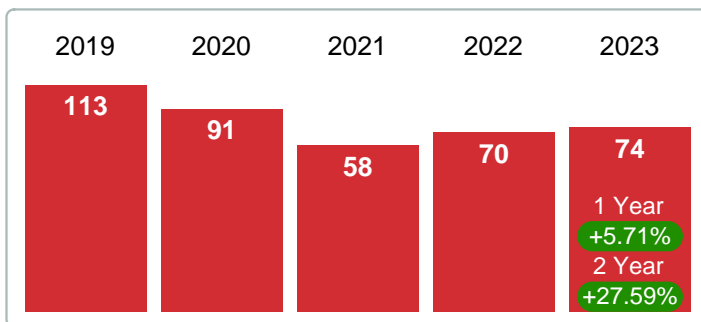
## NEW LISTINGS

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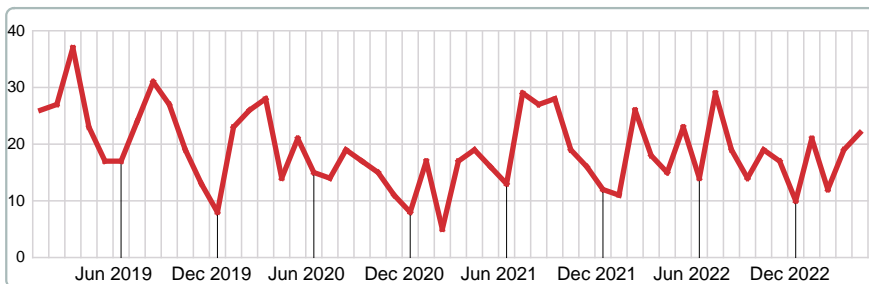
### APRIL



### YEAR TO DATE (YTD)

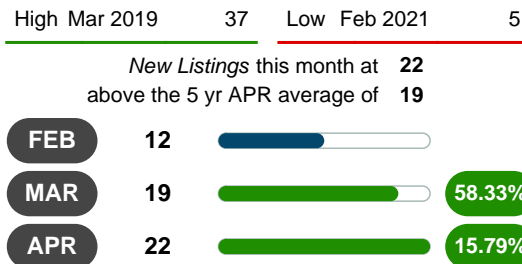


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$80,000 and less	2	9.09%	1	1	0	0
\$80,001 - \$90,000	1	4.55%	1	0	0	0
\$90,001 - \$120,000	3	13.64%	1	2	0	0
\$120,001 - \$190,000	7	31.82%	1	5	1	0
\$190,001 - \$250,000	4	18.18%	1	3	0	0
\$250,001 - \$390,000	2	9.09%	0	2	0	0
\$390,001 and up	3	13.64%	1	1	1	0
<b>Total New Listed Units</b>	<b>22</b>		<b>6</b>	<b>14</b>	<b>2</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>4,584,300</b>	<b>100%</b>	<b>1.06M</b>	<b>2.80M</b>	<b>725.00K</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$130,380</b>		<b>\$176,183</b>	<b>\$200,157</b>	<b>\$362,500</b>	<b>\$0</b>

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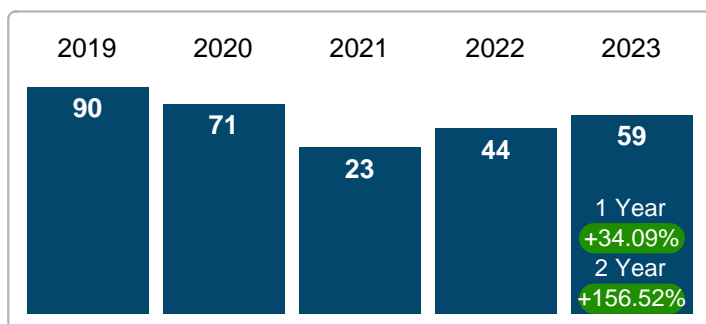
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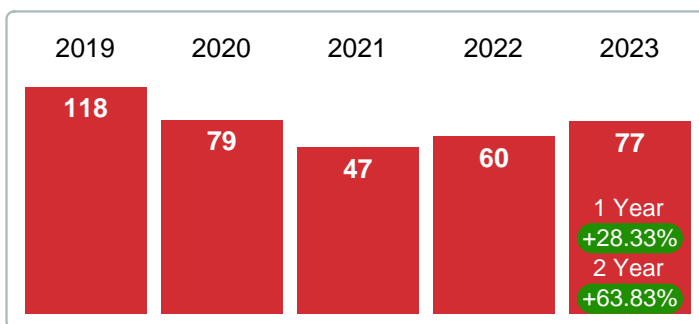
## ACTIVE INVENTORY

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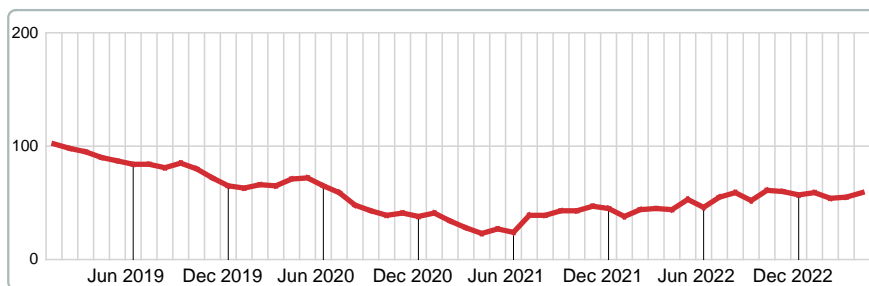
### END OF APRIL



### ACTIVE DURING APRIL

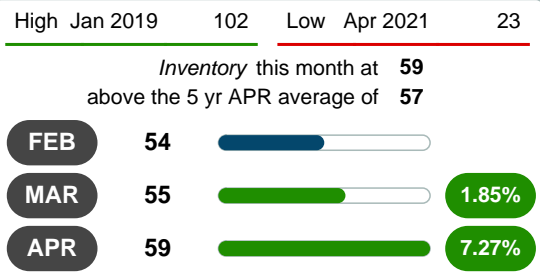


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 57



### 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	3	5.08%	35.3	3	0	0	0
\$75,001 - \$125,000	8	13.56%	76.4	3	4	1	0
\$125,001 - \$150,000	10	16.95%	65.0	2	8	0	0
\$150,001 - \$225,000	14	23.73%	89.1	4	8	2	0
\$225,001 - \$275,000	8	13.56%	76.3	0	4	4	0
\$275,001 - \$550,000	11	18.64%	81.5	1	7	2	1
\$550,001 and up	5	8.47%	203.0	0	2	3	0
<b>Total Active Inventory by Units</b>	<b>59</b>			<b>13</b>	<b>33</b>	<b>12</b>	<b>1</b>
<b>Total Active Inventory by Volume</b>	<b>20,139,150</b>	<b>100%</b>	<b>87.1</b>	<b>1.82M</b>	<b>9.54M</b>	<b>8.43M</b>	<b>349.90K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$341,342</b>			<b>\$140,185</b>	<b>\$289,141</b>	<b>\$702,100</b>	<b>\$349,900</b>

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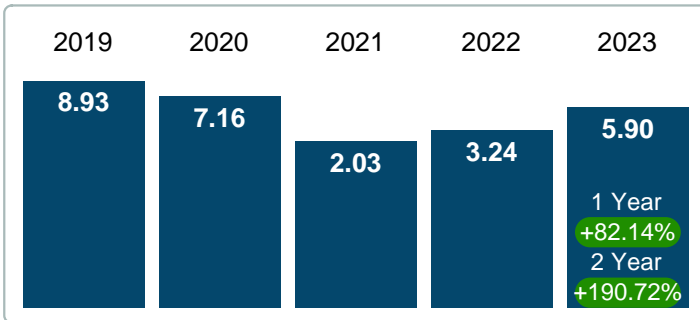
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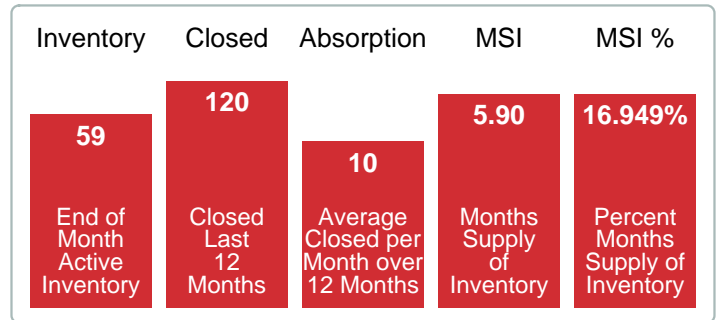
## MONTHS SUPPLY of INVENTORY (MSI)

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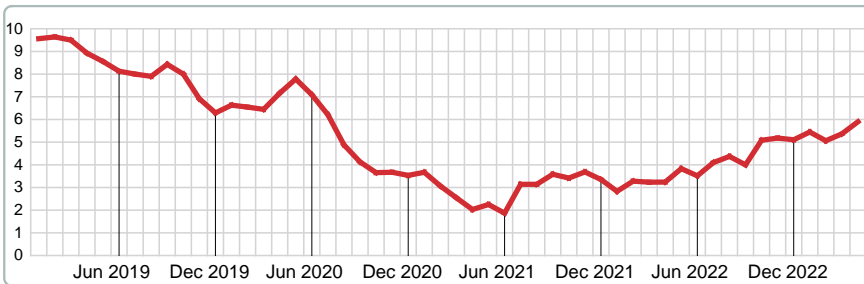
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

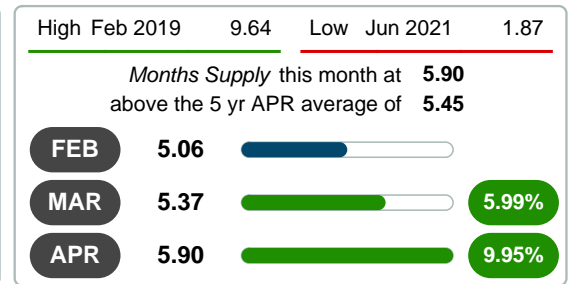


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 5.45



### 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	3	5.08%	2.25	5.14	0.00	0.00	0.00
\$75,001 - \$125,000	8	13.56%	3.31	3.00	3.00	12.00	0.00
\$125,001 - \$150,000	10	16.95%	8.57	8.00	9.60	0.00	0.00
\$150,001 - \$225,000	14	23.73%	6.72	6.00	8.73	4.00	0.00
\$225,001 - \$275,000	8	13.56%	8.73	0.00	6.00	48.00	0.00
\$275,001 - \$550,000	11	18.64%	6.60	3.00	9.33	3.43	0.00
\$550,001 and up	5	8.47%	12.00	0.00	12.00	12.00	0.00
Market Supply of Inventory (MSI)			5.90	4.33	6.09	7.58	inf
Total Active Inventory by Units		100%	5.90	13	33	12	1

# April 2023



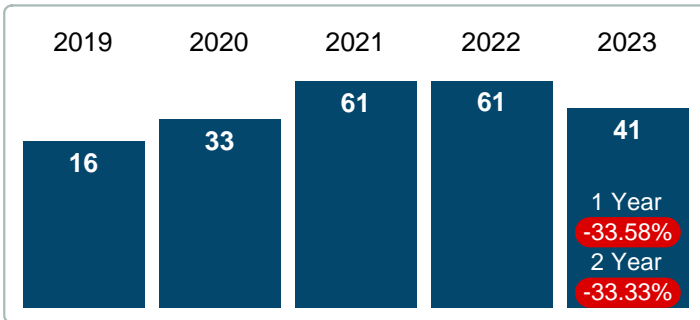
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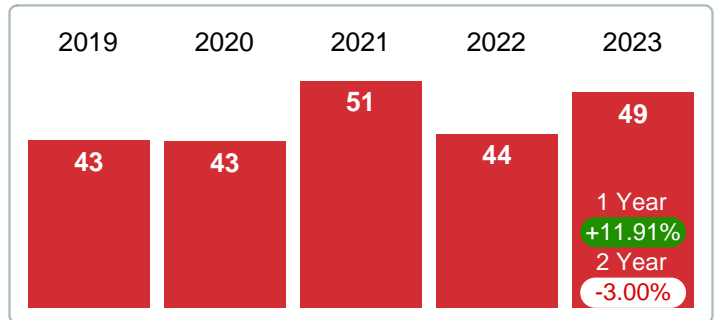
## AVERAGE DAYS ON MARKET TO SALE

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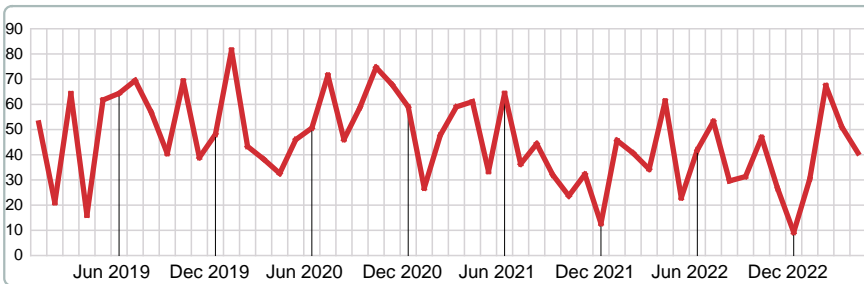
### APRIL



### YEAR TO DATE (YTD)

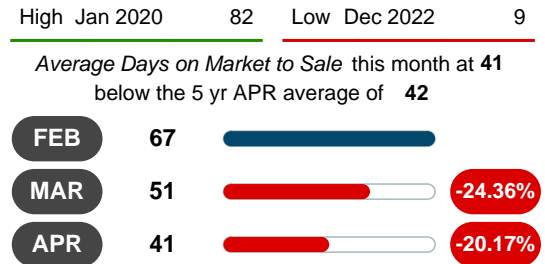


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 42



### 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	14.29%	13	13	0	0	0
\$50,001 - \$60,000	0.00%	0	0	0	0	0
\$60,001 - \$90,000	14.29%	10	10	0	0	0
\$90,001 - \$160,000	42.86%	60	0	60	0	0
\$160,001 - \$190,000	14.29%	24	0	24	0	0
\$190,001 - \$290,000	0.00%	0	0	0	0	0
\$290,001 and up	14.29%	57	0	57	0	0
<b>Average Closed DOM</b>		<b>41</b>	<b>12</b>	<b>52</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>41</b>	<b>2</b>	<b>5</b>		
<b>Total Closed Volume</b>		<b>959,750</b>	<b>113.00K</b>	<b>846.75K</b>	<b>0.00B</b>	<b>0.00B</b>

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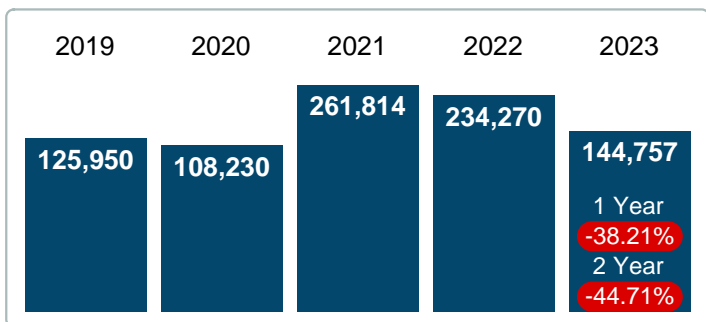
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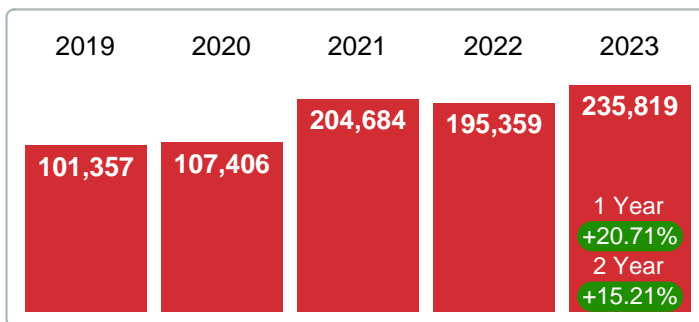
## AVERAGE LIST PRICE AT CLOSING

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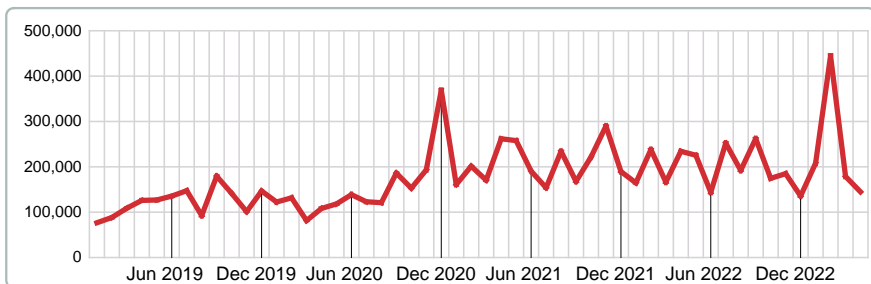
### APRIL



### YEAR TO DATE (YTD)

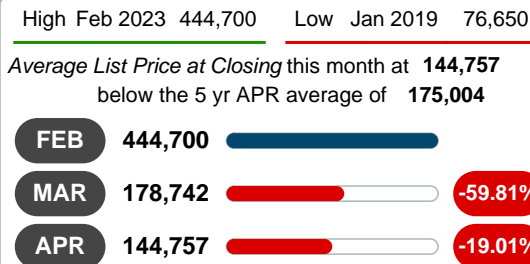


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 175,004



### 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	65,000	0	0	0
\$50,001 - \$60,000	0	0.00%	0	0	0	0	0
\$60,001 - \$90,000	2	28.57%	70,000	75,000	0	0	0
\$90,001 - \$160,000	2	28.57%	101,950	0	124,633	0	0
\$160,001 - \$190,000	1	14.29%	170,000	0	199,500	0	0
\$190,001 - \$290,000	1	14.29%	199,500	0	0	0	0
\$290,001 and up	1	14.29%	299,900	0	299,900	0	0
Average List Price			144,757	70,000	174,660	0	0
Total Closed Units		100%	144,757	2	5		
Total Closed Volume			1,013,300	140.00K	873.30K	0.00B	0.00B



# April 2023



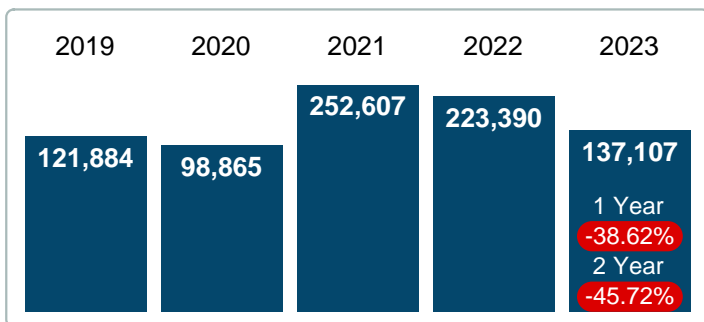
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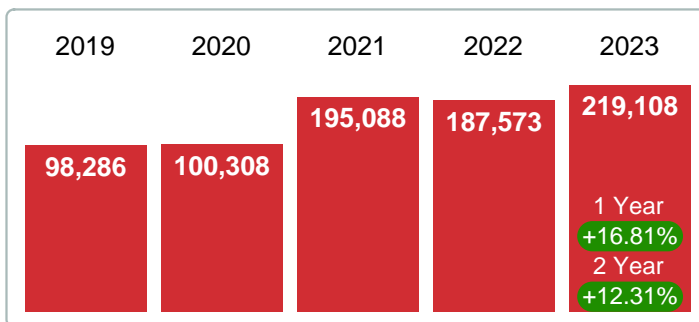
## AVERAGE SOLD PRICE AT CLOSING

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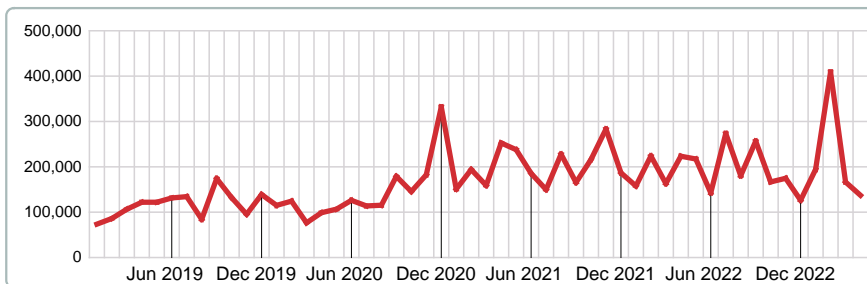
### APRIL



### YEAR TO DATE (YTD)

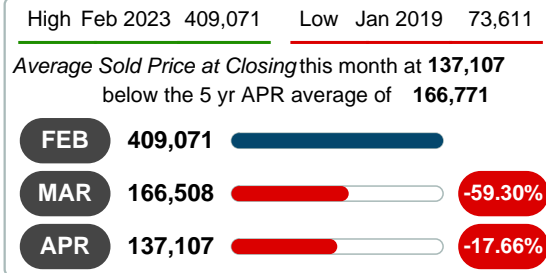


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 166,771



### 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	1	14.29%	50,000	50,000	0	0	0
\$50,001 - \$60,000	0	0.00%	0	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%	121,583	0	121,583	0	0
\$160,001 - \$190,000	1	14.29%	190,000	0	190,000	0	0
\$190,001 - \$290,000	0	0.00%	0	0	0	0	0
\$290,001 and up	1	14.29%	292,000	0	292,000	0	0
<b>Average Sold Price</b>			<b>137,107</b>	<b>56,500</b>	<b>169,350</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>137,107</b>	<b>2</b>	<b>5</b>		
<b>Total Closed Volume</b>			<b>959,750</b>	<b>113.00K</b>	<b>846.75K</b>	<b>0.00B</b>	<b>0.00B</b>

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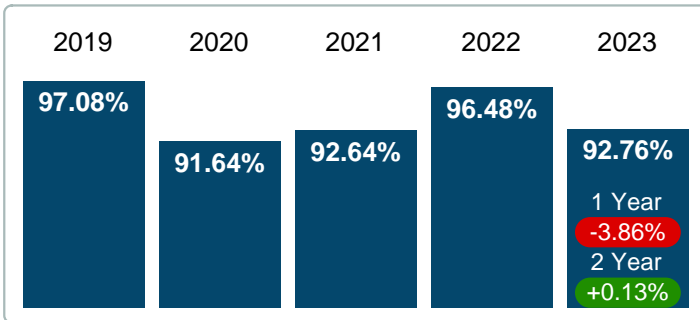
Area Delimited by County Of Sequoyah - Residential Property Type



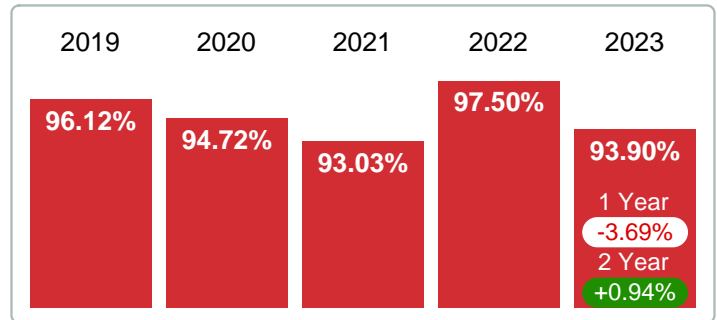
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

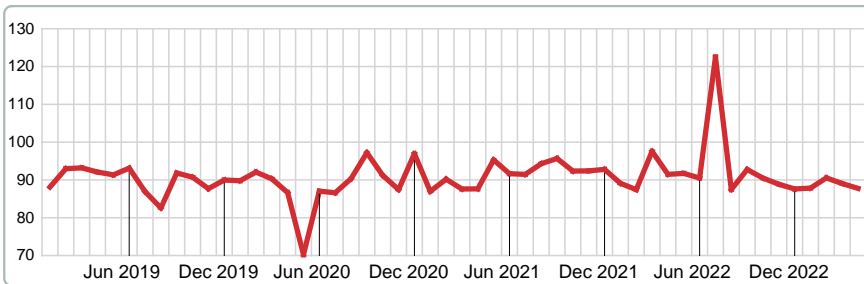
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

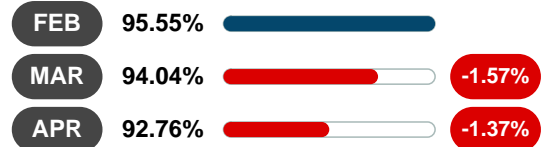


### 3 MONTHS

5 year APR AVG = 94.12%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **92.76%**  
below the 5 yr APR average of **94.12%**



### 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	1	14.29%	76.92%	76.92%	0.00%	0.00%	0.00%
\$50,001 - \$60,000	0	0.00%	0.00%	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%	98.59%	0.00%	98.59%	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%	0.00%	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%
Average Sold/List Ratio		92.80%		80.46%	97.68%	0.00%	0.00%
Total Closed Units		7	100%	2	5		
Total Closed Volume		959,750		113.00K	846.75K	0.00B	0.00B

# April 2023



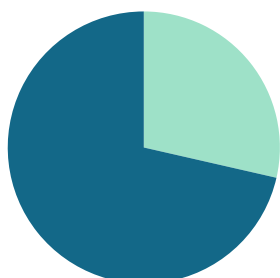
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

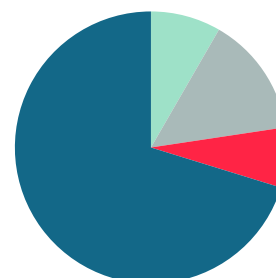


**Inventory**  
 New Listings  
**22 = 28.57%**  
 Start Inventory  
**55**  
 Total Inventory Units  
**77**  
 Volume  
**\$24,992,150**

### Market Activity

Closed Sales  
**7 = 8.33%**  
 Pending Sales  
**12 = 14.29%**  
 Other Off Market  
**6 = 7.14%**  
 Active Inventory  
**59 = 70.24%**

### 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	12	-14.29%	52	37	-28.85%
New Listings	15	22	46.67%	70	74	5.71%
Average List Price	234,270	144,757	-38.21%	195,359	235,819	20.71%
Average Sale Price	223,390	137,107	-38.62%	187,573	219,108	16.81%
Average Percent of Selling Price to List Price	96.48%	92.76%	-3.86%	97.50%	93.90%	-3.69%
Average Days on Market to Sale	61.30	40.71	-33.58%	43.84	49.06	11.91%
Monthly Inventory	44	59	34.09%	44	59	34.09%
Months Supply of Inventory	3.24	5.90	82.14%	3.24	5.90	82.14%

**Absorption:** Last 12 months, an Average of **10** Sales/Month

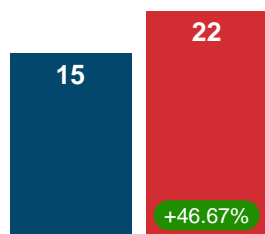
**Inventory** on April 30, 2023 = **59**

**2022** **2023**

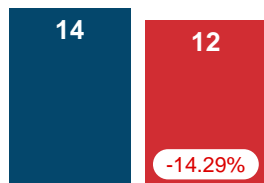
### APRIL MARKET

### AVERAGE PRICES

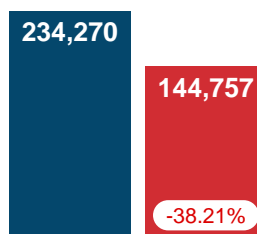
#### New Listings



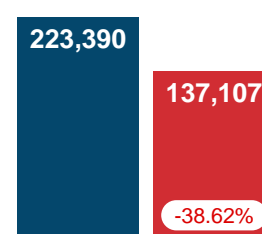
#### Pending Listings



#### List Price



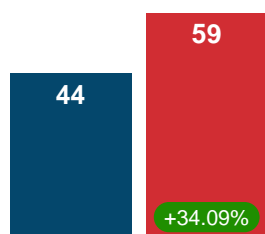
#### Sale Price



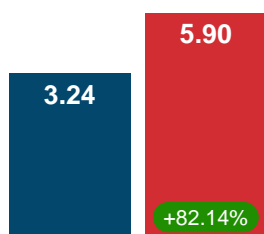
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

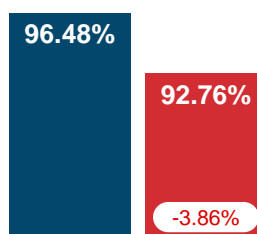
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

