

# April 2023



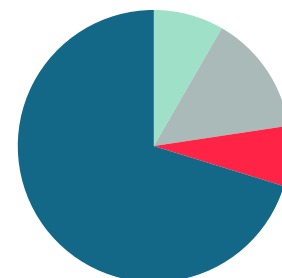
Area Delimited by County Of Sequoyah - Residential Property Type



## 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%
Median List Price	172,450	109,900	-36.27%
Median Sale Price	160,950	105,000	-34.76%
Median Percent of Selling Price to List Price	96.78%	95.24%	-1.60%
Median Days on Market to Sale	42.00	24.00	-42.86%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **34.76%** in April 2023 to \$105,000 versus the previous year at \$160,950.

#### Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 18.00 days or **42.86%** in April 2023 compared to last year's same month at **42.00** DOM.

#### Sales Success for April 2023 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# April 2023



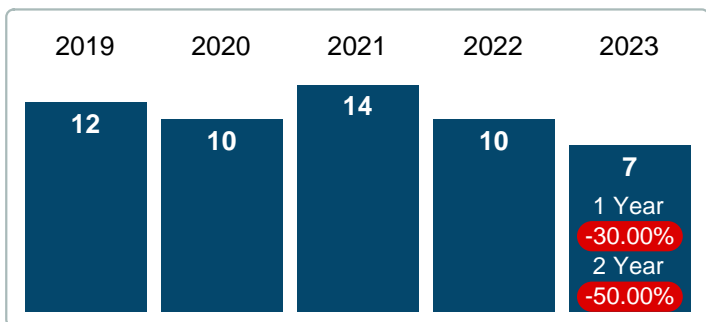
Area Delimited by County Of Sequoyah - Residential Property Type



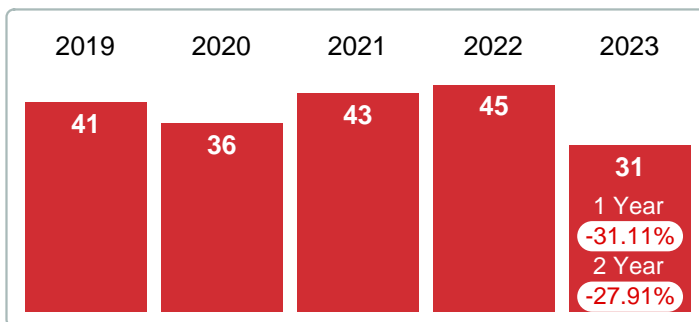
## CLOSED LISTINGS

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

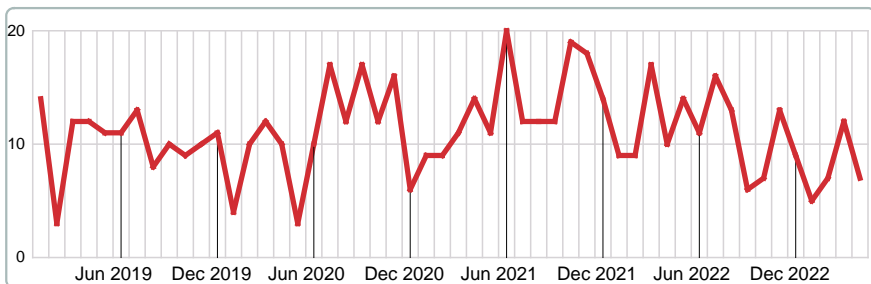
### APRIL



### YEAR TO DATE (YTD)

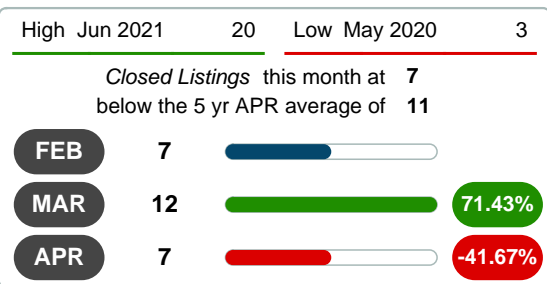


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 11



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	13.0	0	0	0	0
\$60,001 - \$90,000	1	14.29%	10.0	1	0	0	0
\$90,001 - \$160,000	3	42.86%	68.0	0	3	0	0
\$160,001 - \$190,000	1	14.29%	24.0	0	1	0	0
\$190,001 - \$290,000	0	0.00%	24.0	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>24.0</b>	<b>113.00K</b>	<b>846.75K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$105,000</b>			<b>\$56,500</b>	<b>\$160,000</b>	<b>\$0</b>	<b>\$0</b>

# April 2023



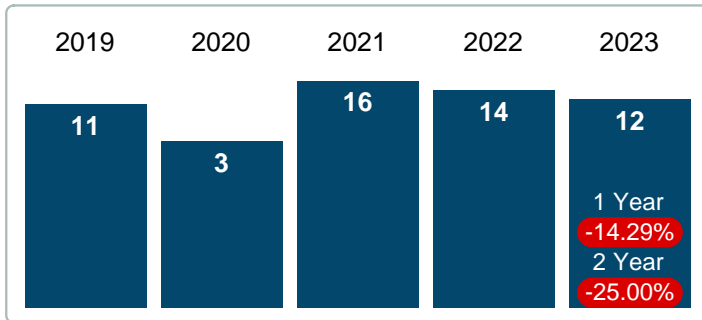
Area Delimited by County Of Sequoyah - Residential Property Type



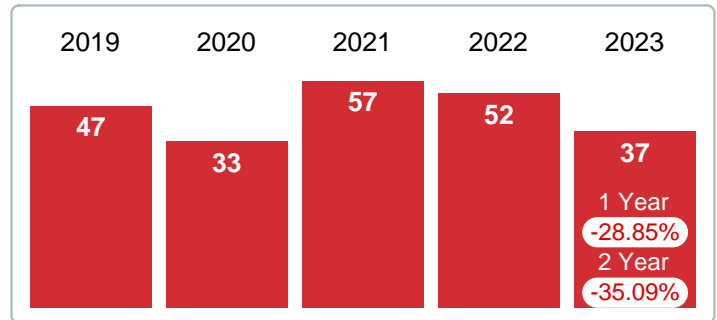
## PENDING LISTINGS

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

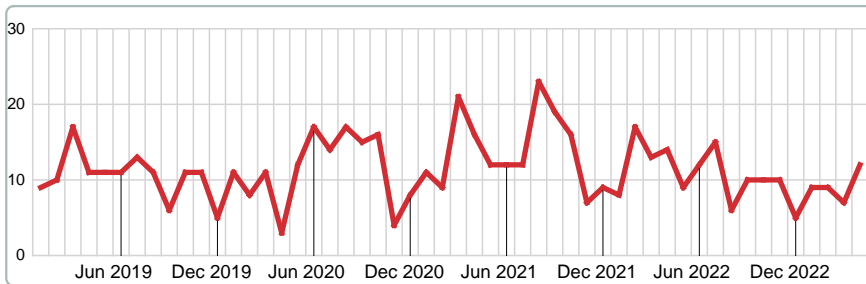
### APRIL



### YEAR TO DATE (YTD)

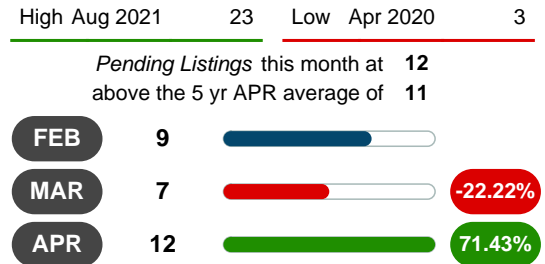


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 11



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	84.0	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>14.0</b>	<b>584.30K</b>	<b>856.80K</b>	<b>345.00K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$132,250</b>			<b>\$132,200</b>	<b>\$125,000</b>	<b>\$345,000</b>	<b>\$0</b>

# April 2023



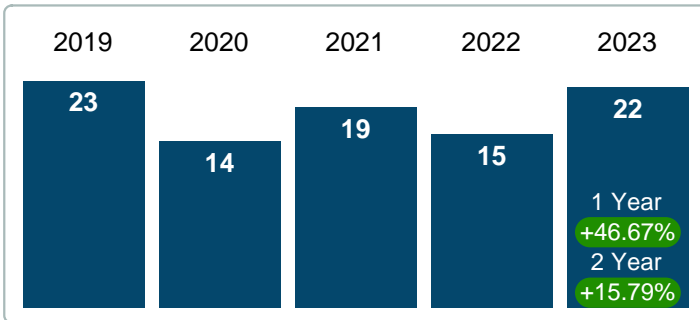
Area Delimited by County Of Sequoyah - Residential Property Type



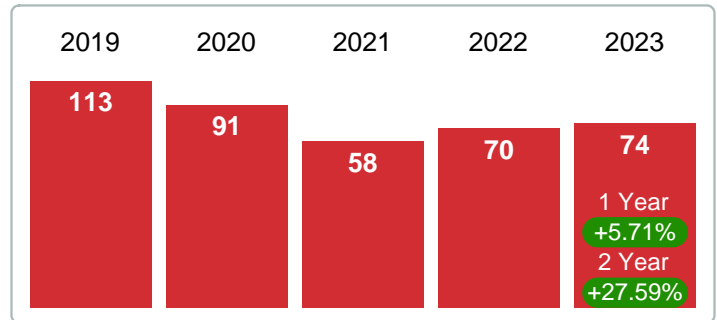
## NEW LISTINGS

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

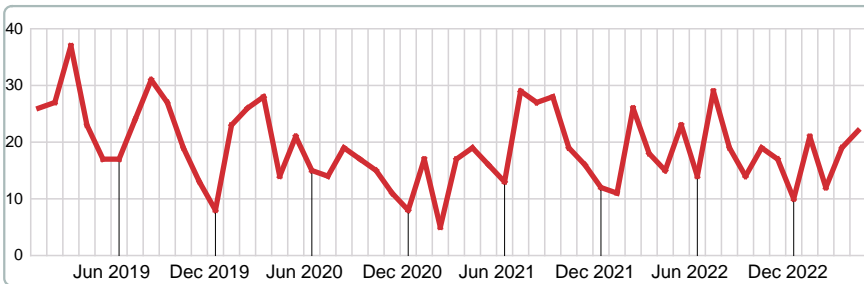
### APRIL



### YEAR TO DATE (YTD)

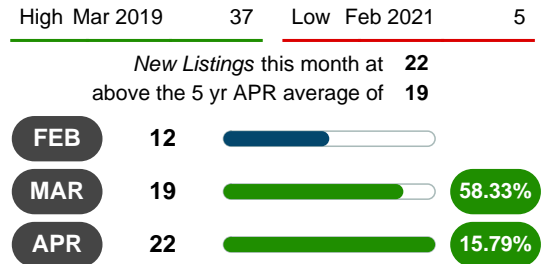


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 19



### 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	2	9.09%	1	1	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$125,000	5	22.73%	2	3	0	0
\$125,001 - \$175,000	5	22.73%	1	3	1	0
\$175,001 - \$250,000	5	22.73%	1	4	0	0
\$250,001 - \$375,000	2	9.09%	0	2	0	0
\$375,001 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>Median New Listed Listing Price</b>	<b>\$173,900</b>		<b>\$133,900</b>	<b>\$173,750</b>	<b>\$362,500</b>	<b>\$0</b>

# April 2023



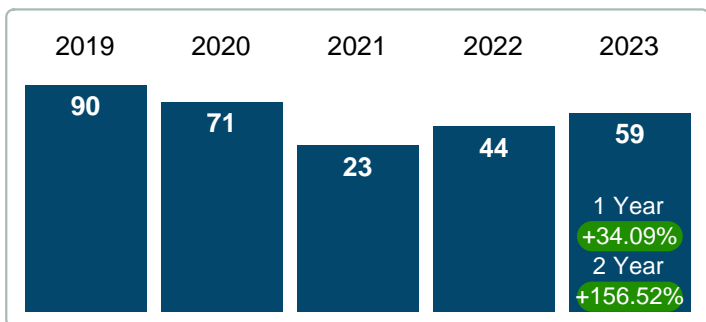
Area Delimited by County Of Sequoyah - Residential Property Type



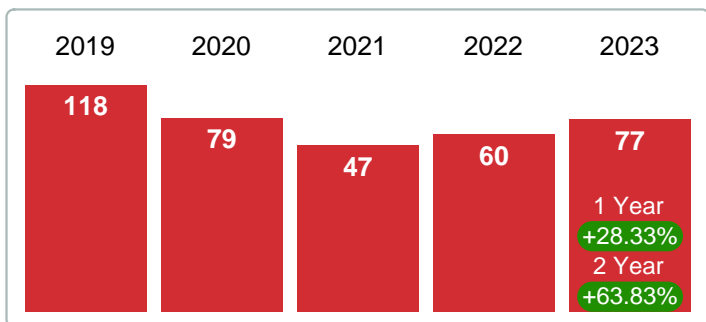
## ACTIVE INVENTORY

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

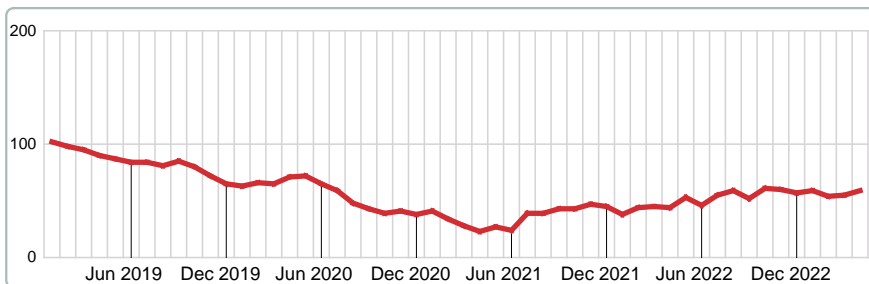
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS

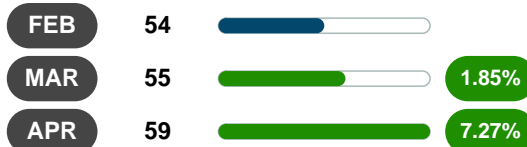


### 3 MONTHS

5 year APR AVG = 57

High Jan 2019 102 Low Apr 2021 23

Inventory this month at 59  
above the 5 yr APR average of 57



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.08%	34.0	3	0	0	0
\$75,001 - \$125,000	8	13.56%	85.0	3	4	1	0
\$125,001 - \$150,000	10	16.95%	56.5	2	8	0	0
\$150,001 - \$225,000	14	23.73%	42.5	4	8	2	0
\$225,001 - \$275,000	8	13.56%	88.0	0	4	4	0
\$275,001 - \$550,000	11	18.64%	48.0	1	7	2	1
\$550,001 and up	5	8.47%	143.0	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>59.0</b>	<b>1.82M</b>	<b>9.54M</b>	<b>8.43M</b>	<b>349.90K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$189,500</b>			<b>\$140,000</b>	<b>\$195,900</b>	<b>\$272,000</b>	<b>\$349,900</b>

# April 2023



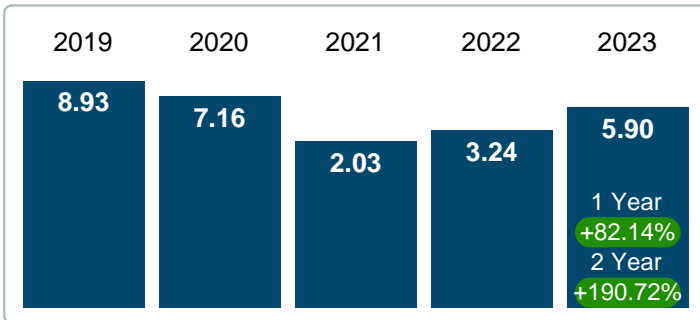
Area Delimited by County Of Sequoyah - Residential Property Type



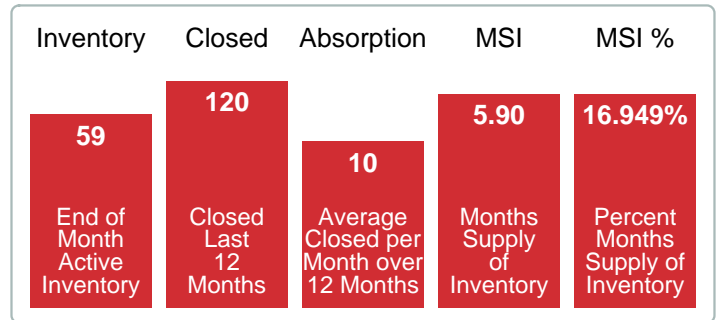
## MONTHS SUPPLY of INVENTORY (MSI)

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

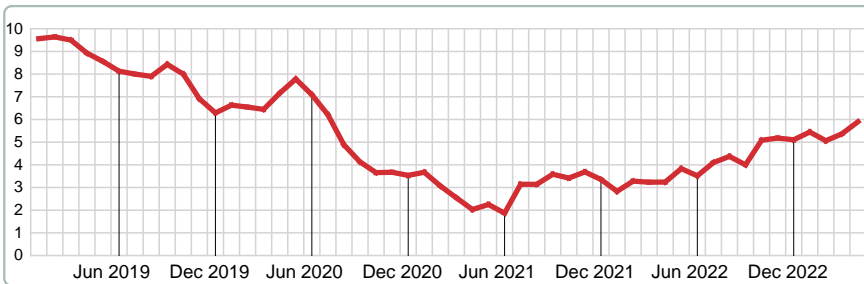
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

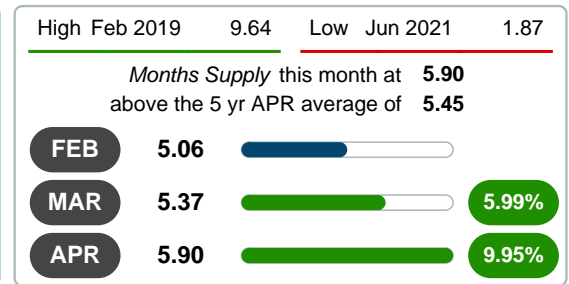


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



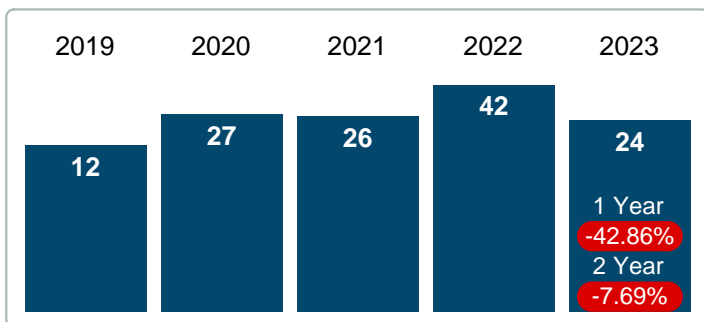
Area Delimited by County Of Sequoyah - Residential Property Type



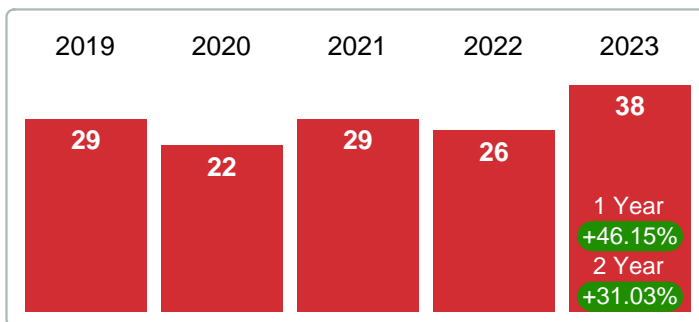
## MEDIAN DAYS ON MARKET TO SALE

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

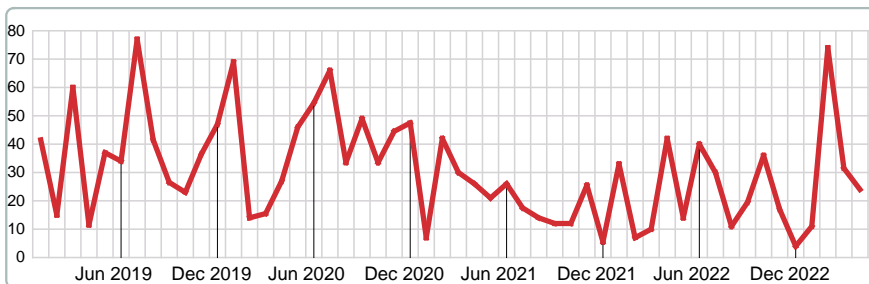
### APRIL



### YEAR TO DATE (YTD)

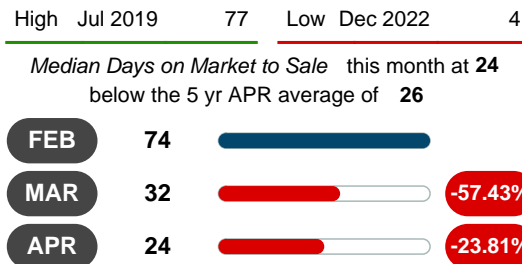


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 26



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	14.29%	13	13	0	0	0
\$50,001 - \$60,000	0	0.00%	13	0	0	0	0
\$60,001 - \$90,000	1	14.29%	10	10	0	0	0
\$90,001 - \$160,000	3	42.86%	68	0	68	0	0
\$160,001 - \$190,000	1	14.29%	24	0	24	0	0
\$190,001 - \$290,000	0	0.00%	24	0	0	0	0
\$290,001 and up	1	14.29%	57	0	57	0	0
Median Closed DOM			24	12	57	0	0
Total Closed Units		100%	24.0	2	5		
Total Closed Volume			959,750	113.00K	846.75K	0.00B	0.00B

# April 2023



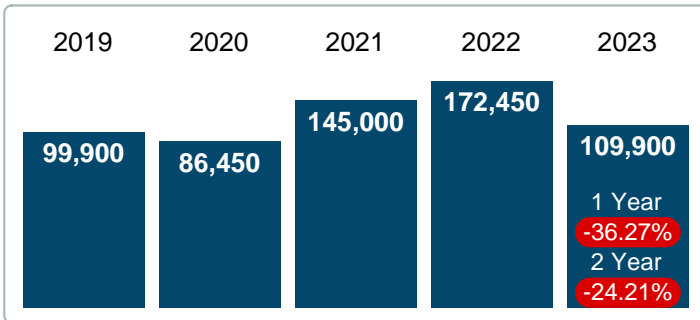
Area Delimited by County Of Sequoyah - Residential Property Type



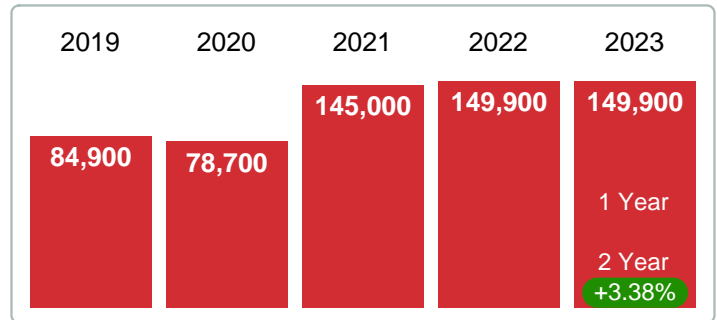
## MEDIAN LIST PRICE AT CLOSING

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

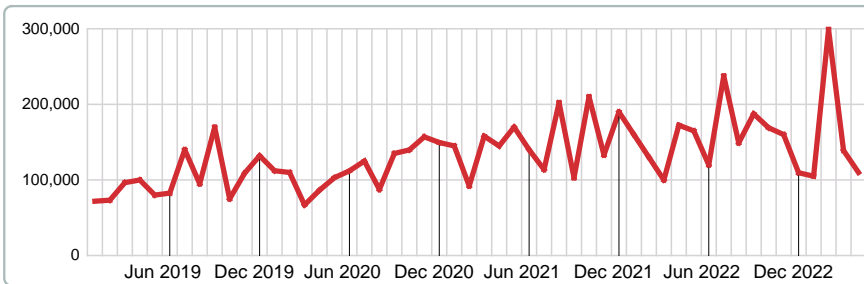
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 122,740

High Feb 2023 299,000 Low Mar 2020 66,950

Median List Price at Closing this month at **109,900**  
below the 5 yr APR average of **122,740**



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0.00%	57	0	0	0	0
\$50,001 - \$60,000	0.00%	57	0	0	0	0
\$60,001 - \$90,000	28.57%	70,000	70,000	0	0	0
\$90,001 - \$160,000	28.57%	101,950	0	101,950	0	0
\$160,001 - \$190,000	14.29%	170,000	0	170,000	0	0
\$190,001 - \$290,000	14.29%	199,500	0	199,500	0	0
\$290,001 and up	14.29%	299,900	0	299,900	0	0
<b>Median List Price</b>		<b>109,900</b>	<b>70,000</b>	<b>170,000</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>109,900</b>	<b>2</b>	<b>5</b>		
<b>Total Closed Volume</b>		<b>1,013,300</b>	<b>140.00K</b>	<b>873.30K</b>	<b>0.00B</b>	<b>0.00B</b>



# April 2023



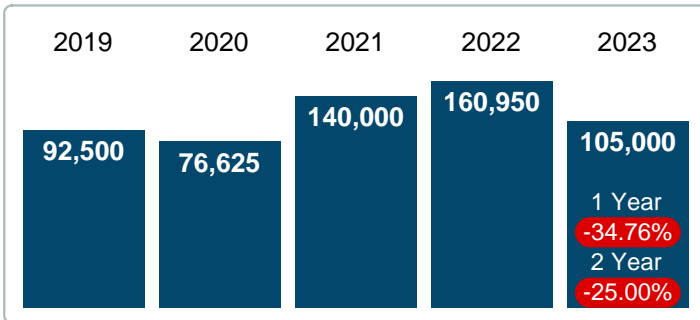
Area Delimited by County Of Sequoyah - Residential Property Type



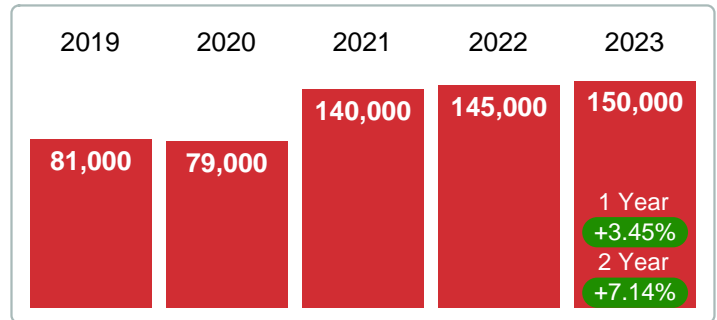
## MEDIAN SOLD PRICE AT CLOSING

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

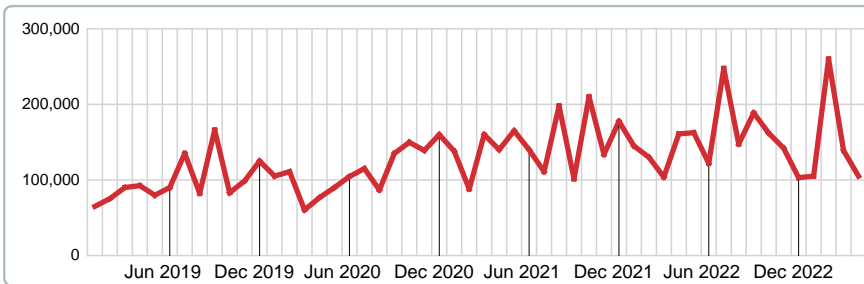
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

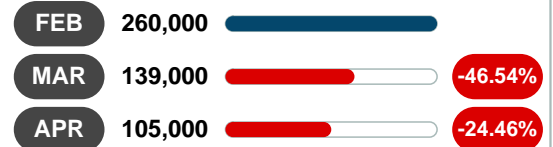


### 3 MONTHS

5 year APR AVG = 115,015

High Feb 2023 260,000 | Low Mar 2020 60,388

Median Sold Price at Closing this month at **105,000**  
below the 5 yr APR average of **115,015**



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M 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%	50,000	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%	105,000	0	105,000	0	0
\$160,001 - \$190,000	1	14.29%	190,000	0	190,000	0	0
\$190,001 - \$290,000	0	0.00%	190,000	0	0	0	0
\$290,001 and up	1	14.29%	292,000	0	292,000	0	0
Median Sold Price			105,000	56,500	160,000	0	0
Total Closed Units		100%	105,000	2	5		
Total Closed Volume			959,750	113.00K	846.75K	0.00B	0.00B

# April 2023



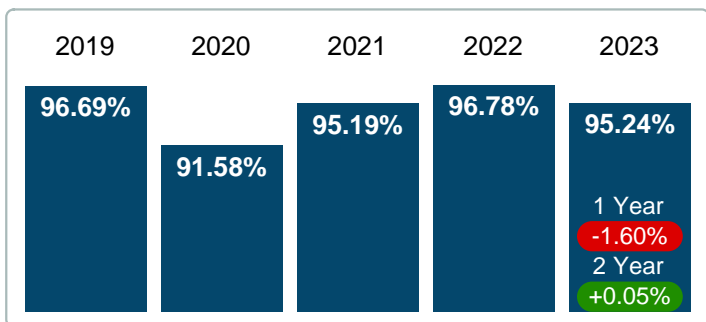
Area Delimited by County Of Sequoyah - Residential Property Type



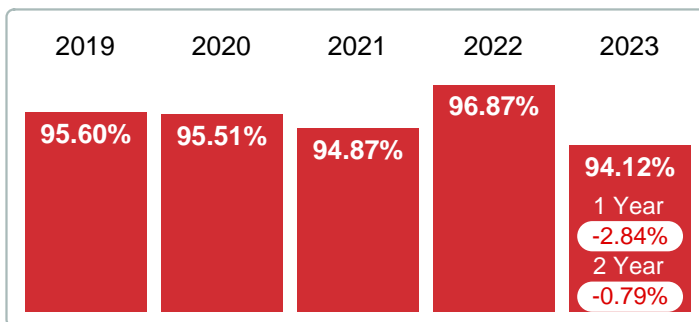
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

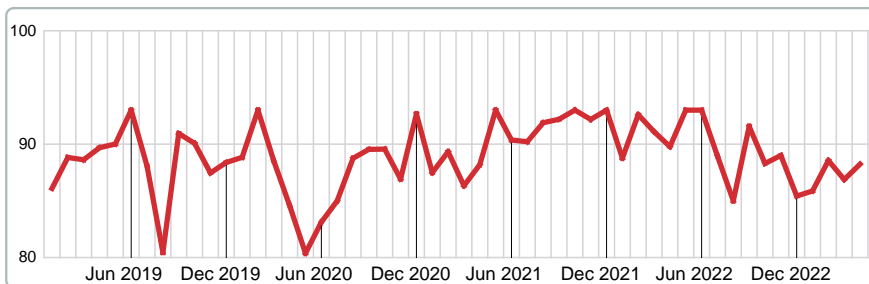
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

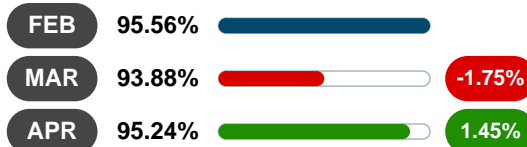


### 3 MONTHS

5 year APR AVG = 95.10%

High Jun 2022 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **95.24%**  
equal to 5 yr APR average of **95.10%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M 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%	76.92%	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%	95.54%	0.00%	95.54%	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%	95.24%	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%
Median Sold/List Ratio		95.24%		80.46%	95.54%	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



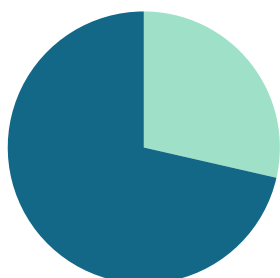
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

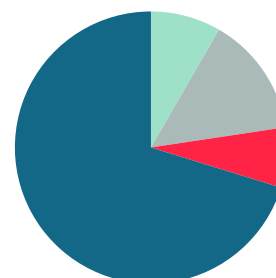


**Inventory**  
 New Listings  
**22 = 28.57%**  
 Start Inventory  
**55**  
 Total Inventory Units  
**77**  
 Volume  
**\$24,992,150**

### 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%
Median List Price	172,450	109,900	-36.27%	149,900	149,900	0.00%
Median Sale Price	160,950	105,000	-34.76%	145,000	150,000	3.45%
Median Percent of Selling Price to List Price	96.78%	95.24%	-1.60%	96.87%	94.12%	-2.84%
Median Days on Market to Sale	42.00	24.00	-42.86%	26.00	38.00	46.15%
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

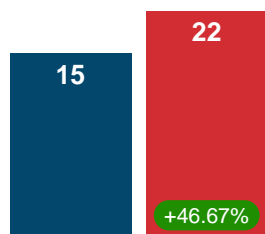
**Inventory** on April 30, 2023 = **59**

**2022** **2023**

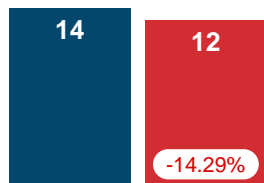
### APRIL MARKET

### MEDIAN PRICES

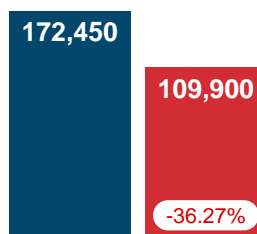
#### New Listings



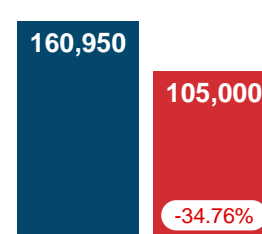
#### Pending Listings



#### List Price



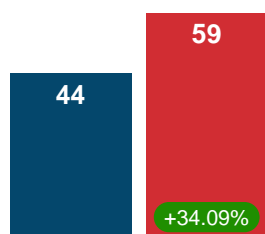
#### Sale Price



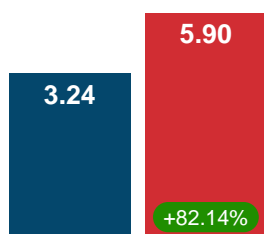
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

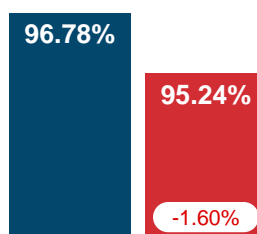
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

