

February 2023



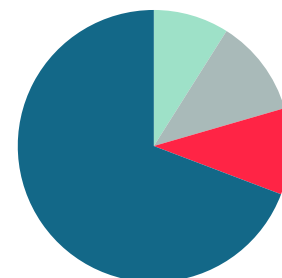
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2022	2023	+/-%
Closed Listings	9	7	-22.22%
Pending Listings	17	9	-47.06%
New Listings	26	12	-53.85%
Average List Price	237,961	444,700	86.88%
Average Sale Price	223,861	409,071	82.73%
Average Percent of Selling Price to List Price	92.43%	95.55%	3.38%
Average Days on Market to Sale	40.67	67.43	65.81%
End of Month Inventory	44	54	22.73%
Months Supply of Inventory	3.28	5.06	54.37%



■ Closed (8.97%)
■ Pending (11.54%)
■ Other OffMarket (10.26%)
■ Active (69.23%)

Absorption: Last 12 months, an Average of **11** Sales/Month
Active Inventory as of February 28, 2023 = **54**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2023 rose **22.73%** to 54 existing homes available for sale. Over the last 12 months this area has had an average of 11 closed sales per month. This represents an unsold inventory index of **5.06** 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 **82.73%** in February 2023 to \$409,071 versus the previous year at \$223,861.

Average Days on Market Lengthens

The average number of **67.43** days that homes spent on the market before selling increased by 26.76 days or **65.81%** in February 2023 compared to last year's same month at **40.67** DOM.

Sales Success for February 2023 is Positive

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

There were 12 New Listings in February 2023, down **53.85%** from last year at 26. Furthermore, there were 7 Closed Listings this month versus last year at 9, a **-22.22%** decrease.

Closed versus Listed trends yielded a **58.3%** ratio, up from previous year's, February 2022, at **34.6%**, a **68.52%** upswing. 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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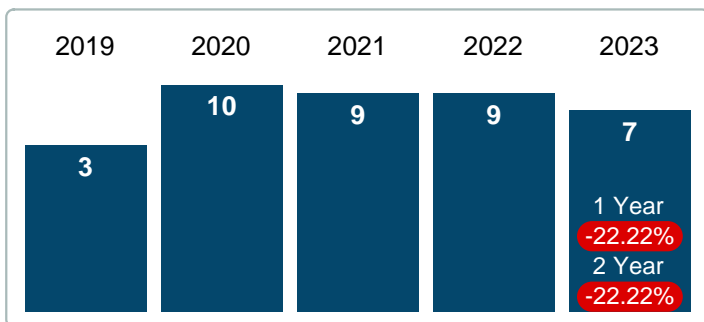
Area Delimited by County Of Sequoyah - Residential Property Type



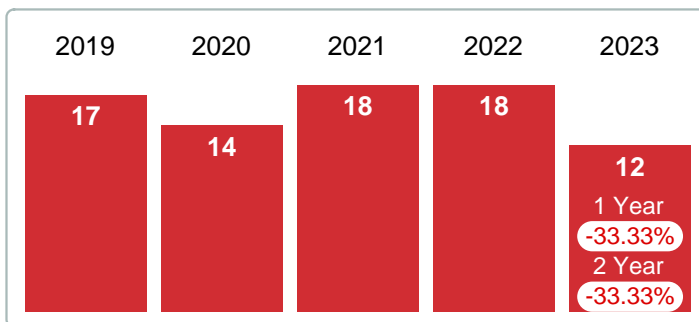
CLOSED LISTINGS

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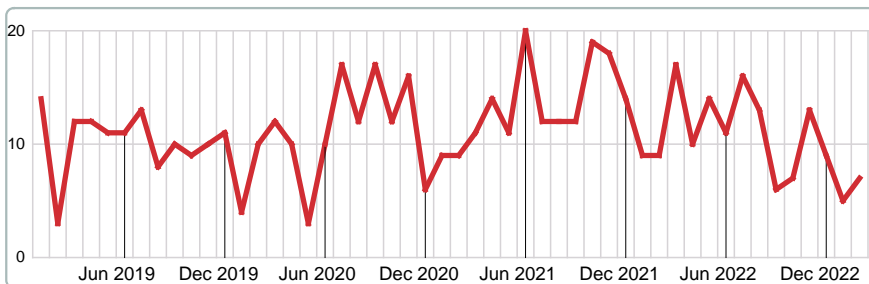
FEBRUARY



YEAR TO DATE (YTD)

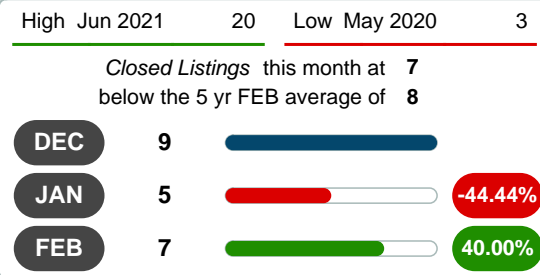


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 8



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	0	0.00%	0.0	0	0	0	0
\$150,001 - \$200,000	1	14.29%	3.0	0	0	1	0
\$200,001 - \$225,000	2	28.57%	46.5	1	0	1	0
\$225,001 - \$325,000	3	42.86%	100.7	0	1	2	0
\$325,001 - \$325,000	0	0.00%	0.0	0	0	0	0
\$325,001 - \$1,350,000	1	14.29%	74.0	0	1	0	0
\$1,350,001 and up	0	0.00%	0.0	0	0	0	0
Total Closed Units	7			1	2	4	0
Total Closed Volume	2,863,500	100%	67.4	225.00K	1.68M	963.50K	0.00B
Average Closed Price	\$409,071			\$225,000	\$837,500	\$240,875	\$0

February 2023



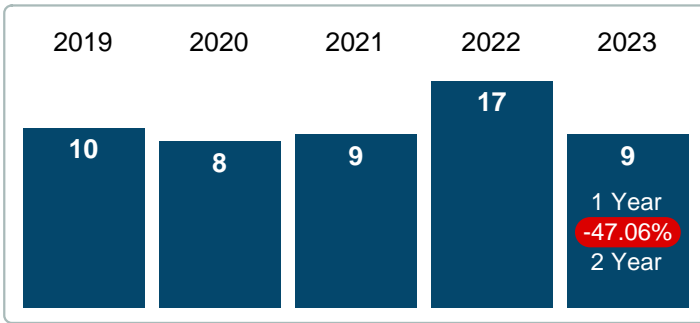
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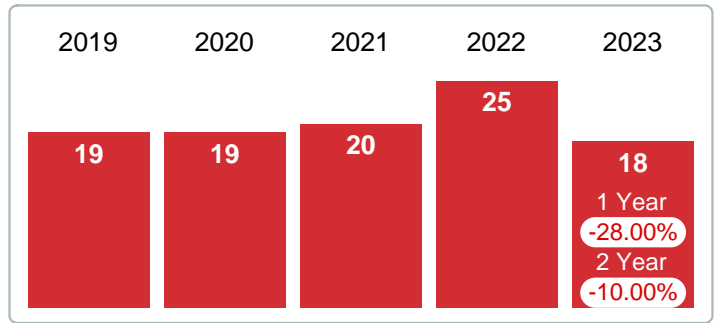
PENDING LISTINGS

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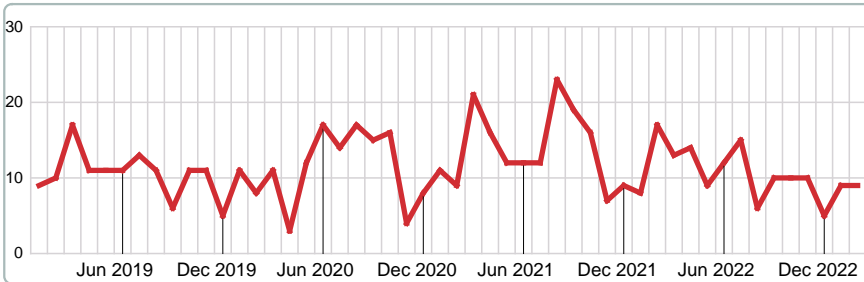
FEBRUARY



YEAR TO DATE (YTD)

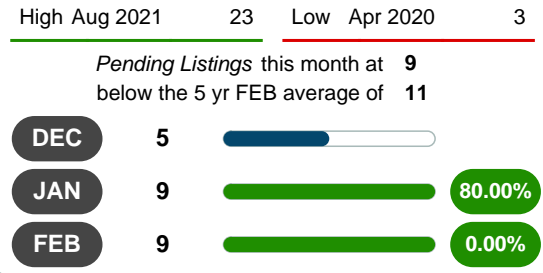


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB 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 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	3	33.33%	37.3	1	2	0	0
\$125,001 - \$150,000	1	11.11%	24.0	1	0	0	0
\$150,001 - \$175,000	2	22.22%	82.5	0	2	0	0
\$175,001 - \$225,000	3	33.33%	41.0	0	2	1	0
\$225,001 and up	0	0.00%	0.0	0	0	0	0
Total Pending Units	9			2	6	1	0
Total Pending Volume	1,350,400	100%	47.1	234.00K	891.40K	225.00K	0.00B
Average Listing Price	\$150,044			\$117,000	\$148,567	\$225,000	\$0

February 2023



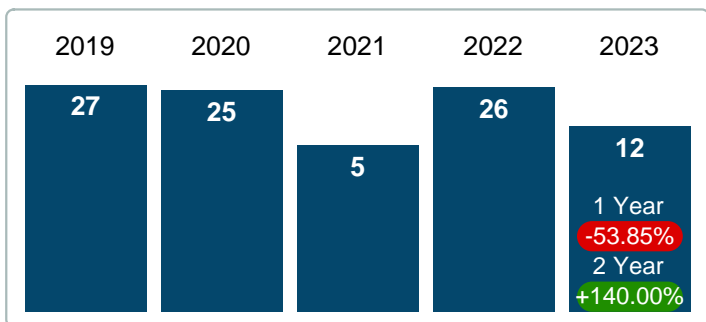
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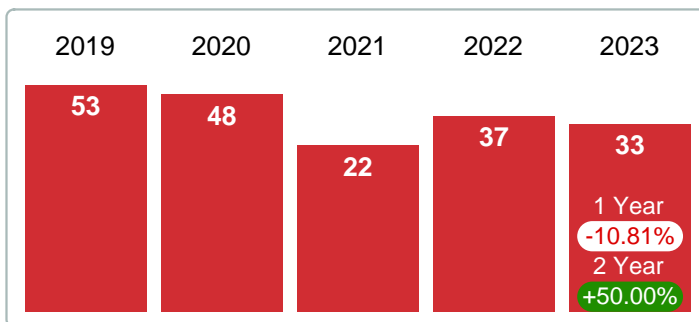
NEW LISTINGS

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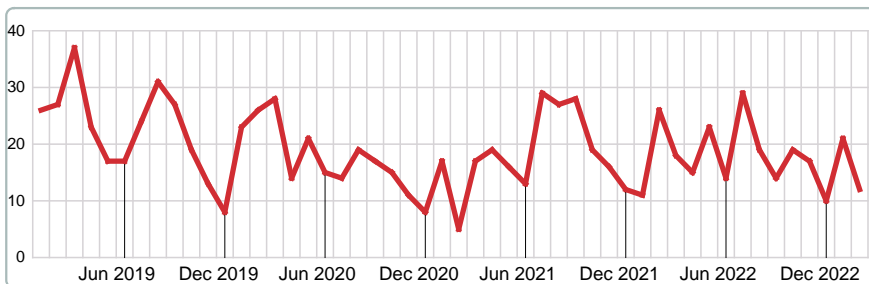
FEBRUARY



YEAR TO DATE (YTD)

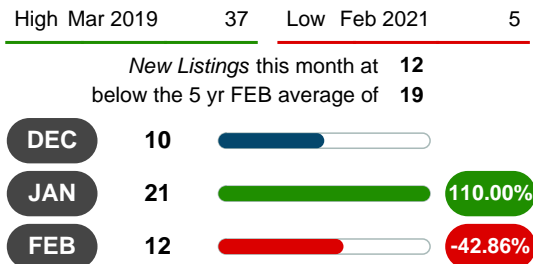


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 19



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	8.33%	1	0	0	0
\$50,001 - \$75,000	1	8.33%	1	0	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$150,000	5	41.67%	0	5	0	0
\$150,001 - \$175,000	1	8.33%	0	1	0	0
\$175,001 - \$250,000	2	16.67%	0	2	0	0
\$250,001 and up	2	16.67%	0	1	1	0
Total New Listed Units	12		2	9	1	0
Total New Listed Volume	1,776,950	100%	82.80K	1.43M	269.00K	0.00B
Average New Listed Listing Price	\$175,357		\$41,400	\$158,350	\$269,000	\$0

February 2023



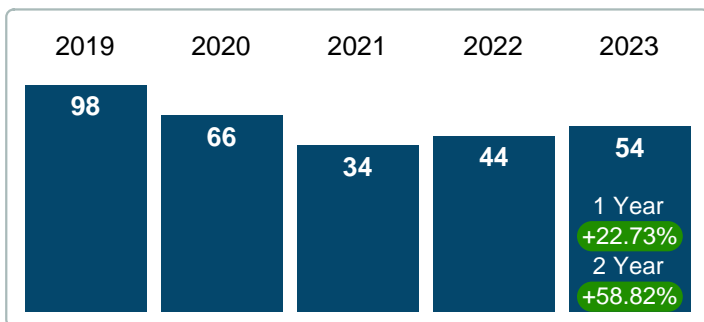
Area Delimited by County Of Sequoyah - Residential Property Type



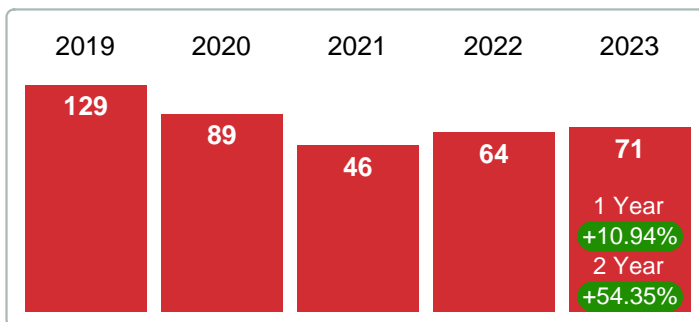
ACTIVE INVENTORY

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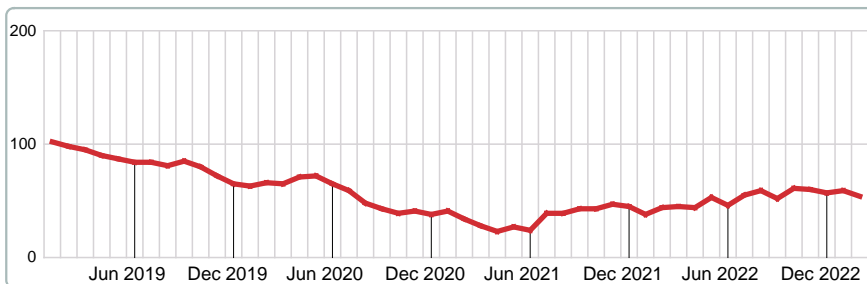
END OF FEBRUARY



ACTIVE DURING FEBRUARY

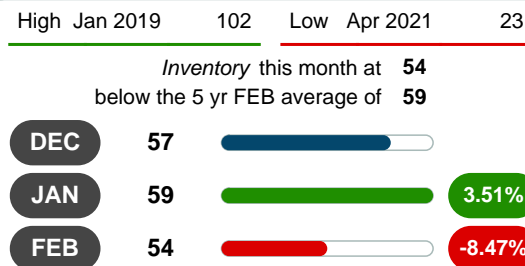


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 59



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	5.56%	64.3	2	1	0	0
\$75,001 - \$125,000	9	16.67%	70.3	2	5	2	0
\$125,001 - \$150,000	6	11.11%	39.3	1	5	0	0
\$150,001 - \$275,000	16	29.63%	87.2	4	7	5	0
\$275,001 - \$375,000	8	14.81%	126.1	1	6	0	1
\$375,001 - \$675,000	6	11.11%	169.5	1	3	2	0
\$675,001 and up	6	11.11%	168.7	1	2	3	0
Total Active Inventory by Units	54			12	29	12	1
Total Active Inventory by Volume	21,198,150	100%	101.8	3.39M	9.07M	8.38M	349.90K
Average Active Inventory Listing Price	\$392,558			\$282,625	\$312,881	\$698,600	\$349,900

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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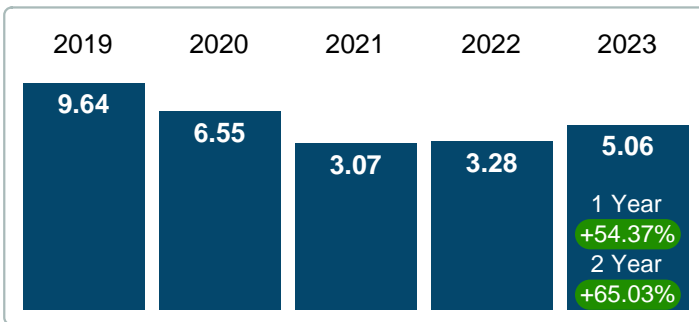
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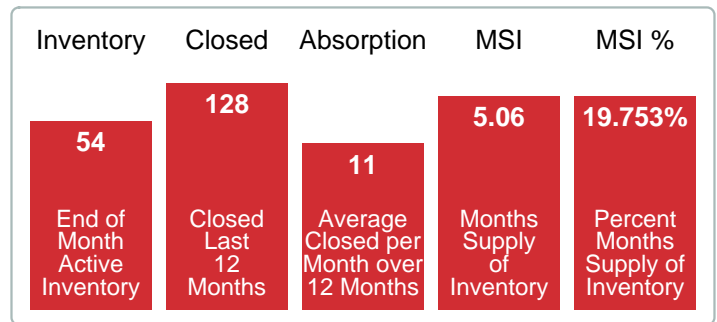
MONTHS SUPPLY of INVENTORY (MSI)

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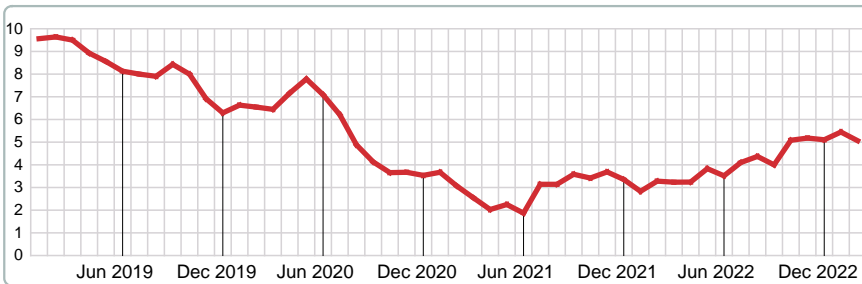
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023



5 YEAR MARKET ACTIVITY TRENDS

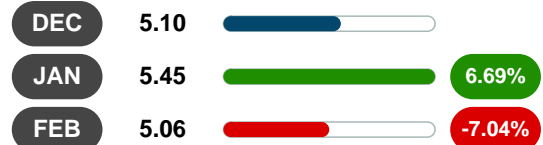


3 MONTHS

5 year FEB AVG = 5.52

High Feb 2019 9.64 Low Jun 2021 1.87

Months Supply this month at **5.06**
below the 5 yr FEB average of **5.52**



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	5.56%	1.89	3.00	1.09	0.00	0.00
\$75,001 - \$125,000	9	16.67%	3.72	2.18	3.53	24.00	0.00
\$125,001 - \$150,000	6	11.11%	5.54	6.00	6.00	0.00	0.00
\$150,001 - \$275,000	16	29.63%	5.05	4.80	4.20	7.50	0.00
\$275,001 - \$375,000	8	14.81%	5.33	2.40	9.00	0.00	0.00
\$375,001 - \$675,000	6	11.11%	8.00	12.00	12.00	4.80	0.00
\$675,001 and up	6	11.11%	36.00	0.00	12.00	0.00	0.00
Market Supply of Inventory (MSI)			5.06	3.89	4.90	7.20	inf
Total Active Inventory by Units		100%	5.06	12	29	12	1

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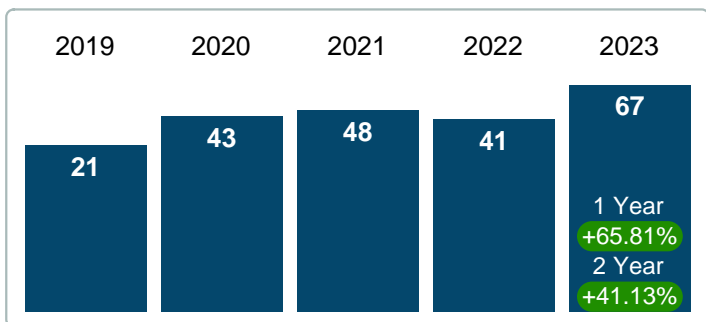
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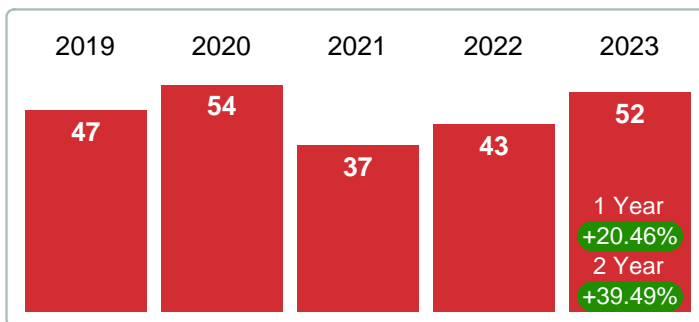
AVERAGE DAYS ON MARKET TO SALE

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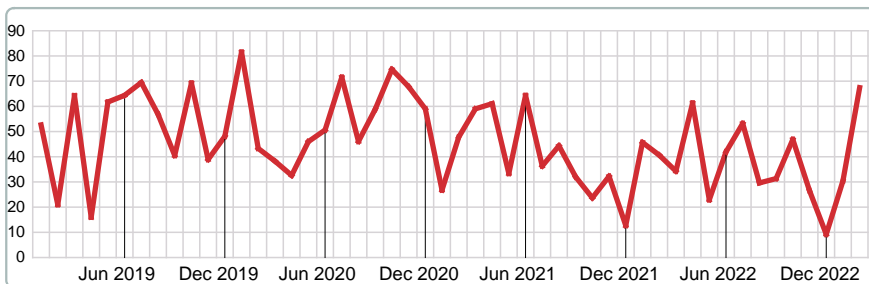
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

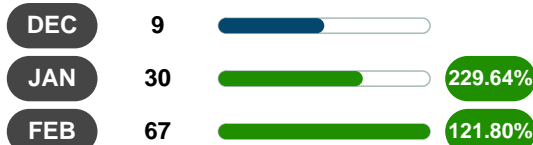


3 MONTHS

5 year FEB AVG = 44

High Jan 2020 82 Low Dec 2022 9

Average Days on Market to Sale this month at 67 above the 5 yr FEB average of 44



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
\$150,000 and less	0.00%	0	0	0	0	0
\$150,001 - \$200,000	14.29%	3	0	0	3	0
\$200,001 - \$225,000	28.57%	47	13	0	80	0
\$225,001 - \$325,000	42.86%	101	0	98	102	0
\$325,001 - \$325,000	0.00%	0	0	0	0	0
\$325,001 - \$1,350,000	14.29%	74	0	74	0	0
\$1,350,001 and up	0.00%	0	0	0	0	0
Average Closed DOM		67				
Total Closed Units	100%	67	1	2	4	0
Total Closed Volume		2,863,500	225.00K	1.68M	963.50K	0.00B

February 2023



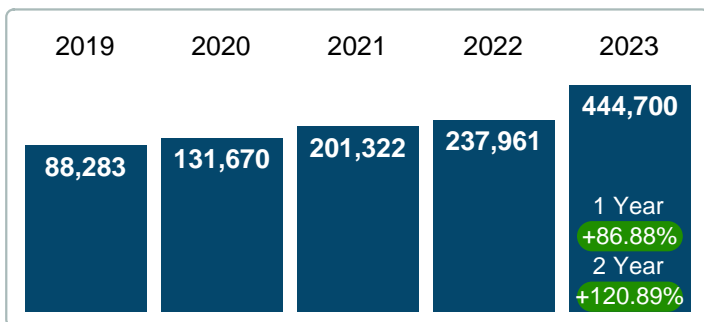
Area Delimited by County Of Sequoyah - Residential Property Type



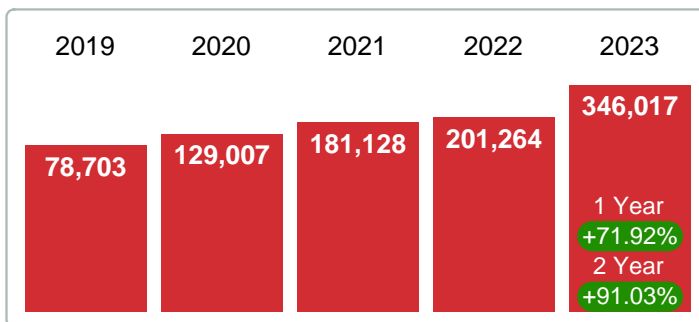
AVERAGE LIST PRICE AT CLOSING

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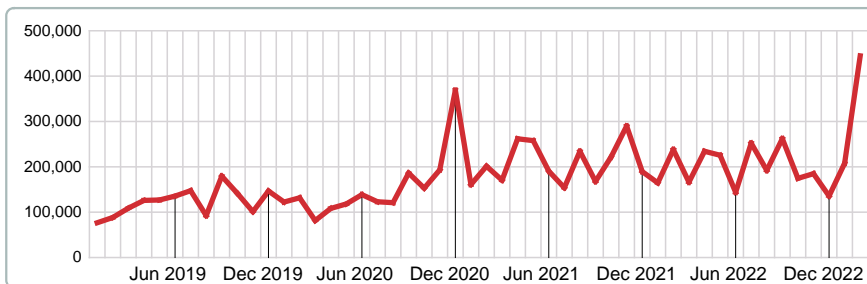
FEBRUARY



YEAR TO DATE (YTD)

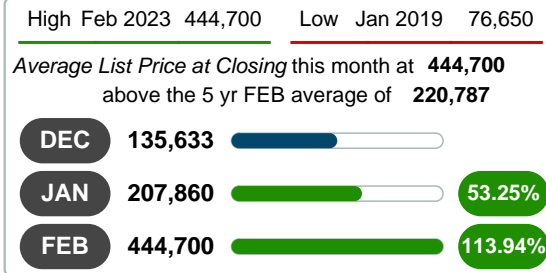


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 220,787



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
\$150,000 and less	14.29%	149,900	0	0	0	0
\$150,001 - \$200,000	0.00%	0	0	0	149,900	0
\$200,001 - \$225,000	28.57%	225,000	225,000	0	225,000	0
\$225,001 - \$325,000	14.29%	299,000	0	350,000	319,000	0
\$325,001 - \$325,000	0.00%	0	0	0	0	0
\$325,001 - \$1,350,000	28.57%	344,500	0	1,525,000	0	0
\$1,350,001 and up	14.29%	1,525,000	0	0	0	0
Average List Price		444,700	225,000	937,500	253,225	0
Total Closed Units	100%	444,700	1	2	4	
Total Closed Volume		3,112,900	225.00K	1.88M	1.01M	0.00B

February 2023



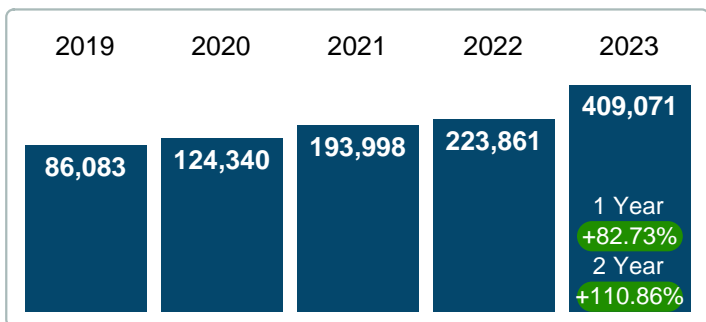
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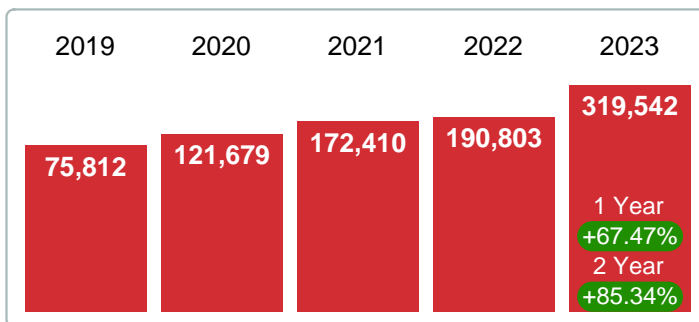
AVERAGE SOLD PRICE AT CLOSING

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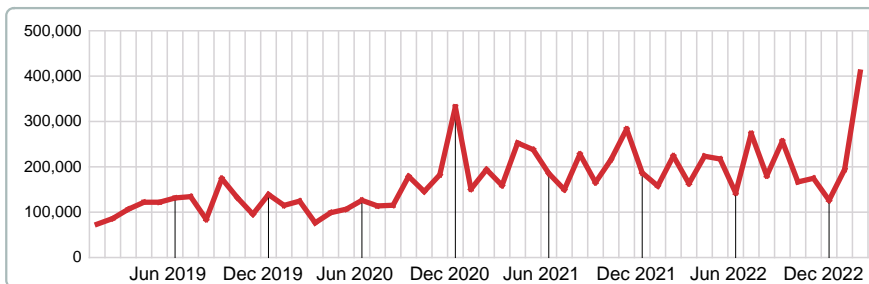
FEBRUARY



YEAR TO DATE (YTD)

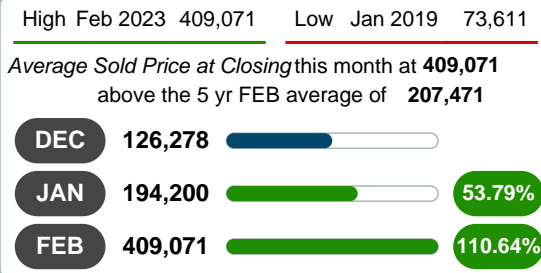


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 207,471



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
\$150,000 and less	0.00%	0	0	0	0	0
\$150,001 - \$200,000	14.29%	163,500	0	0	163,500	0
\$200,001 - \$225,000	28.57%	220,000	225,000	0	215,000	0
\$225,001 - \$325,000	42.86%	303,333	0	325,000	292,500	0
\$325,001 - \$325,000	0.00%	0	0	0	0	0
\$325,001 - \$1,350,000	14.29%	1,350,000	0	1,350,000	0	0
\$1,350,001 and up	0.00%	0	0	0	0	0
Average Sold Price		409,071	225,000	837,500	240,875	0
Total Closed Units	100%	409,071	1	2	4	
Total Closed Volume		2,863,500	225.00K	1.68M	963.50K	0.00B

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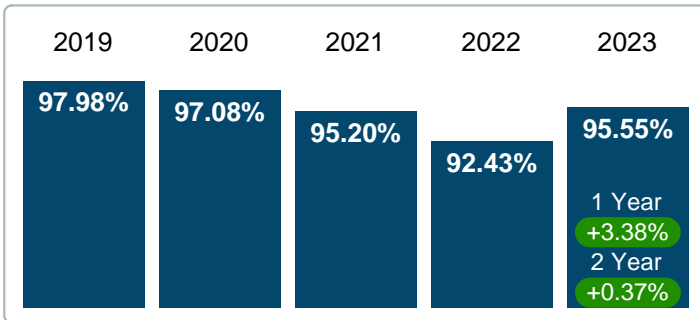
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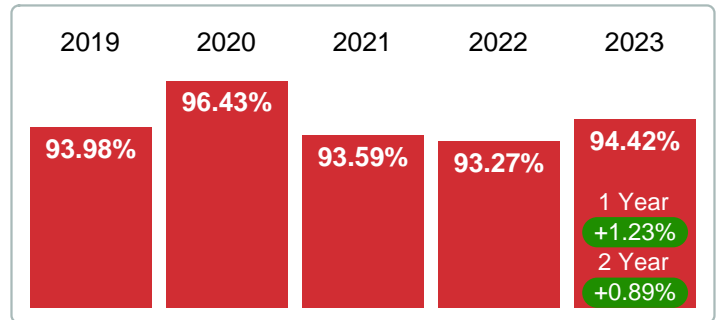
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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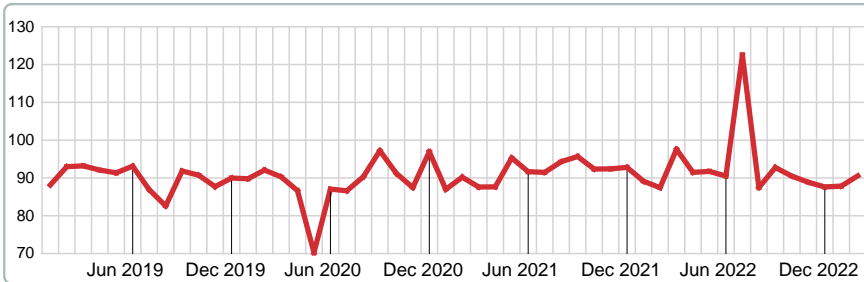
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

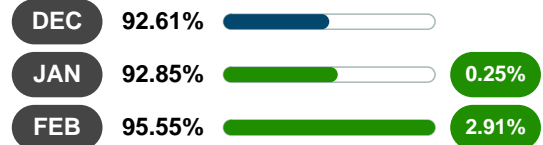


3 MONTHS

5 year FEB AVG = 95.65%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **95.55%**
equal to 5 yr FEB 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
\$150,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$200,000	1	14.29%	109.07%	0.00%	0.00%	109.07%	0.00%
\$200,001 - \$225,000	2	28.57%	97.78%	100.00%	0.00%	95.56%	0.00%
\$225,001 - \$325,000	3	42.86%	91.89%	0.00%	92.86%	91.41%	0.00%
\$325,001 - \$325,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$325,001 - \$1,350,000	1	14.29%	88.52%	0.00%	88.52%	0.00%	0.00%
\$1,350,001 and up	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Average Sold/List Ratio		95.50%		100.00%	90.69%	96.86%	0.00%
Total Closed Units		7	100%	1	2	4	
Total Closed Volume		2,863,500	95.50%	225.00K	1.68M	963.50K	0.00B

February 2023



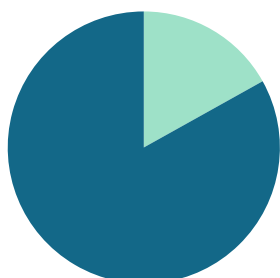
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

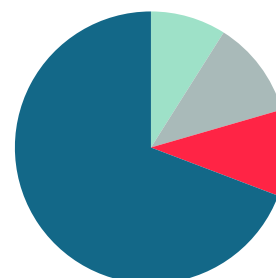


Inventory
 New Listings
12 = 16.90%
 Start Inventory
59
 Total Inventory Units
71
 Volume
\$24,225,250

Market Activity

Closed Sales
7 = 8.97%
 Pending Sales
9 = 11.54%
 Other Off Market
8 = 10.26%
 Active Inventory
54 = 69.23%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	9	7	-22.22%	18	12	-33.33%
Pending Sales	17	9	-47.06%	25	18	-28.00%
New Listings	26	12	-53.85%	37	33	-10.81%
Average List Price	237,961	444,700	86.88%	201,264	346,017	71.92%
Average Sale Price	223,861	409,071	82.73%	190,803	319,542	67.47%
Average Percent of Selling Price to List Price	92.43%	95.55%	3.38%	93.27%	94.42%	1.23%
Average Days on Market to Sale	40.67	67.43	65.81%	43.17	52.00	20.46%
Monthly Inventory	44	54	22.73%	44	54	22.73%
Months Supply of Inventory	3.28	5.06	54.37%	3.28	5.06	54.37%

Absorption: Last 12 months, an Average of 11 Sales/Month

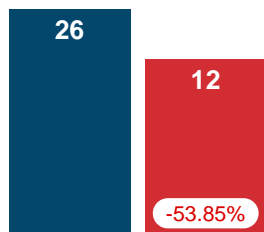
Inventory on February 28, 2023 = 54

2022 2023

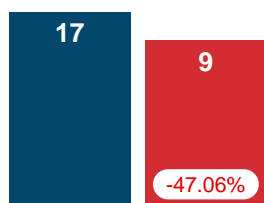
FEBRUARY MARKET

AVERAGE PRICES

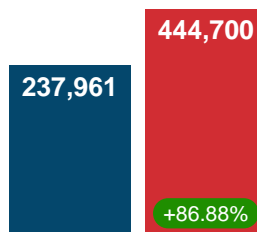
New Listings



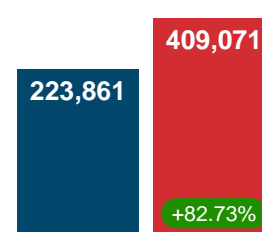
Pending Listings



List Price



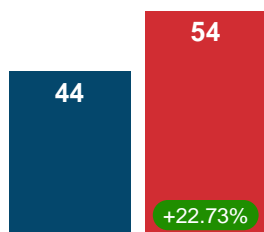
Sale Price



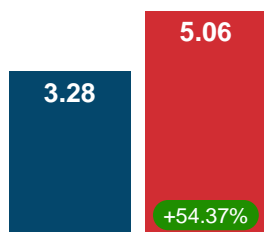
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

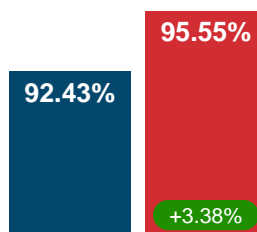
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

