

January 2023



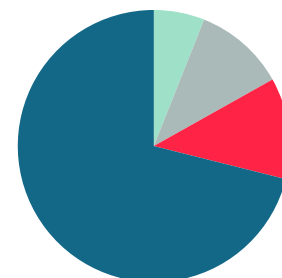
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	9	5	-44.44%
Pending Listings	8	9	12.50%
New Listings	11	21	90.91%
Average List Price	164,567	207,860	26.31%
Average Sale Price	157,746	194,200	23.11%
Average Percent of Selling Price to List Price	94.12%	92.85%	-1.35%
Average Days on Market to Sale	45.67	30.40	-33.43%
End of Month Inventory	38	59	55.26%
Months Supply of Inventory	2.83	5.45	92.29%



■ Closed (6.02%)
■ Pending (10.84%)
■ Other OffMarket (12.05%)
■ Active (71.08%)

Absorption: Last 12 months, an Average of **11** Sales/Month
Active Inventory as of January 31, 2023 = **59**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2023 rose **55.26%** to 59 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 **5.45** 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 **23.11%** in January 2023 to \$194,200 versus the previous year at \$157,746.

Average Days on Market Shortens

The average number of **30.40** days that homes spent on the market before selling decreased by 15.27 days or **33.43%** in January 2023 compared to last year's same month at **45.67** DOM.

Sales Success for January 2023 is Positive

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

There were 21 New Listings in January 2023, up **90.91%** from last year at 11. Furthermore, there were 5 Closed Listings this month versus last year at 9, a **-44.44%** decrease.

Closed versus Listed trends yielded a **23.8%** ratio, down from previous year's, January 2022, at **81.8%**, a **70.90%** 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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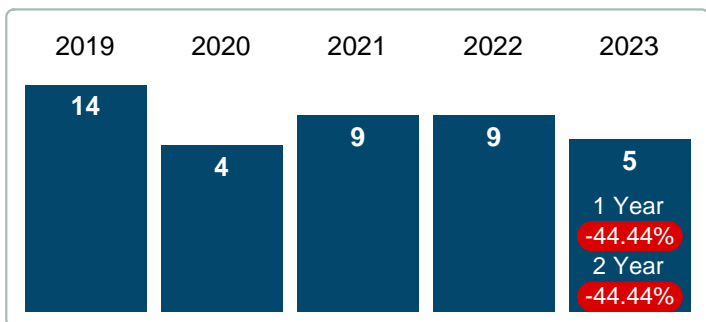
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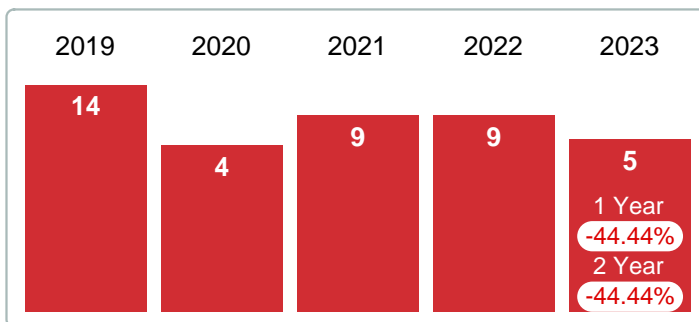
CLOSED LISTINGS

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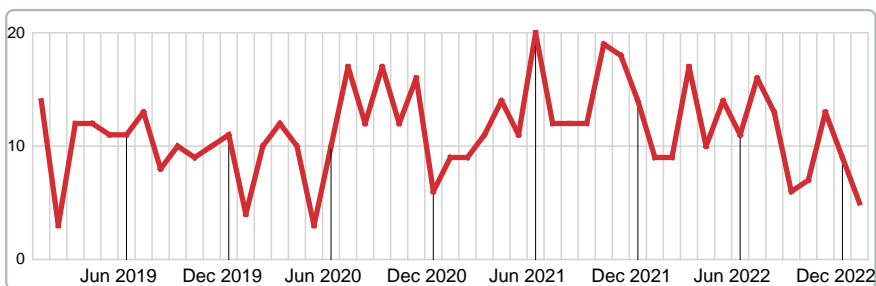
JANUARY



YEAR TO DATE (YTD)

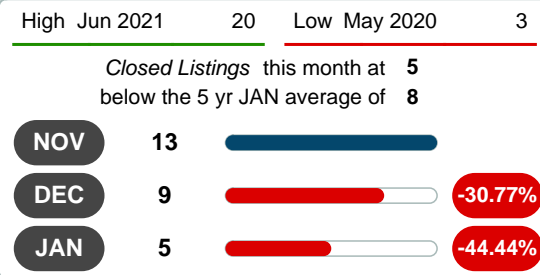


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	1	20.00%	7.0	1	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	3	60.00%	33.7	0	3	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$650,000	1	20.00%	44.0	0	0	1	0
\$650,001 and up	0	0.00%	0.0	0	0	0	0
Total Closed Units	5			1	3	1	0
Total Closed Volume	971,000	100%	30.4	36.00K	285.00K	650.00K	0.00B
Average Closed Price	\$194,200			\$36,000	\$95,000	\$650,000	\$0

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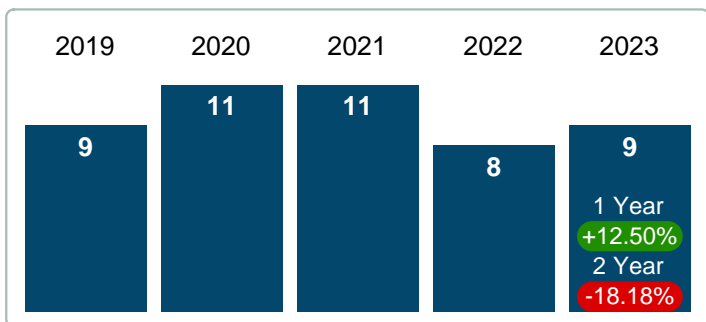
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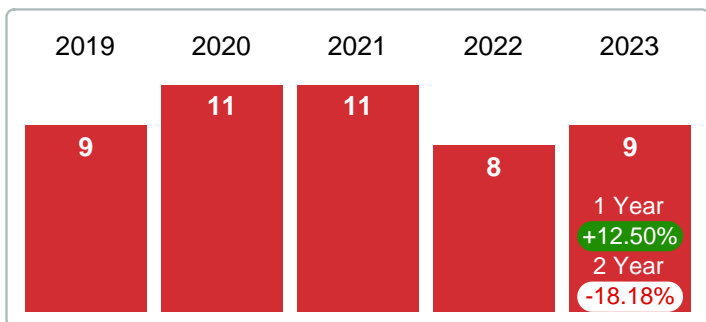
PENDING LISTINGS

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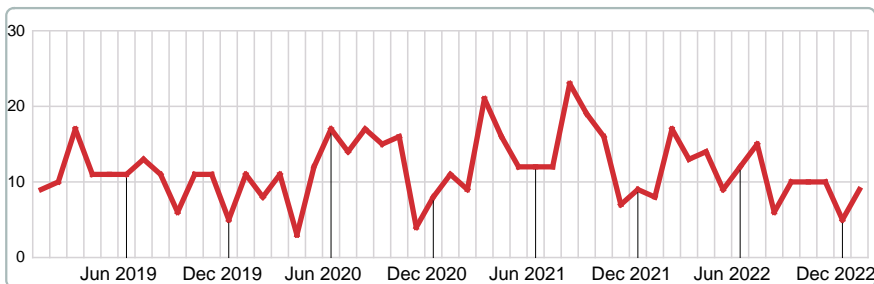
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 10

High Aug 2021 23 Low Apr 2020 3

Pending Listings this month at 9 below the 5 yr JAN average of 10



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	2	22.22%	12.5	2	0	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$325,000	3	33.33%	84.0	0	1	2	0
\$325,001 - \$350,000	3	33.33%	53.3	0	2	1	0
\$350,001 - \$1,525,000	1	11.11%	74.0	0	1	0	0
\$1,525,001 and up	0	0.00%	0.0	0	0	0	0
Total Pending Units	9			2	4	3	0
Total Pending Volume	3,317,900	100%	56.8	176.00K	2.35M	787.90K	0.00B
Average Listing Price	\$368,656			\$88,000	\$588,500	\$262,633	\$0

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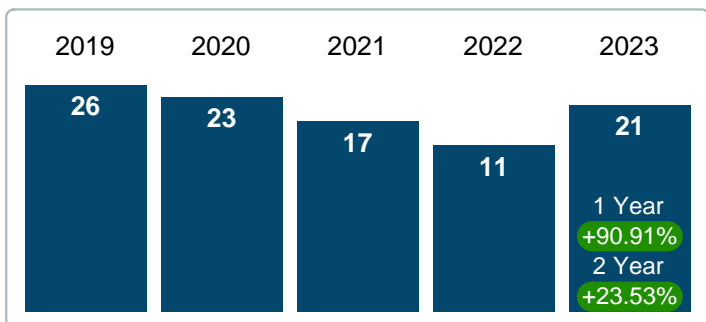
Area Delimited by County Of Sequoyah - Residential Property Type



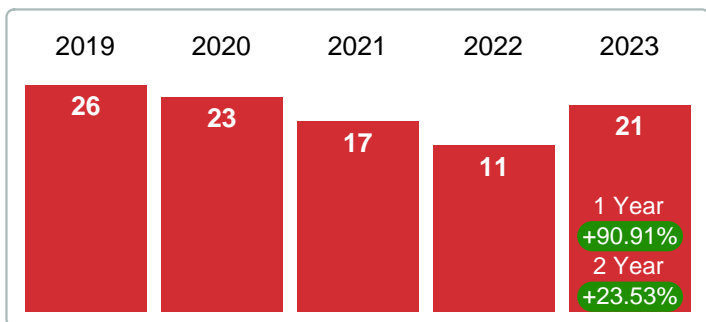
NEW LISTINGS

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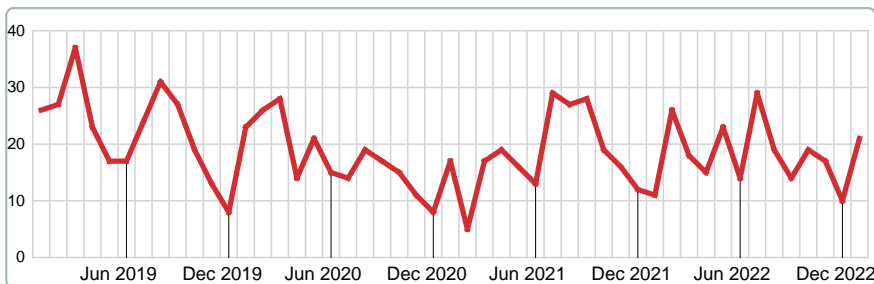
JANUARY



YEAR TO DATE (YTD)

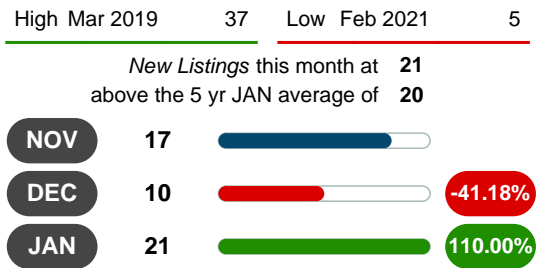


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 20



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	0	0.00%	0	0	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$125,000	7	33.33%	3	3	1	0
\$125,001 - \$175,000	5	23.81%	2	2	1	0
\$175,001 - \$225,000	3	14.29%	1	2	0	0
\$225,001 - \$275,000	3	14.29%	0	1	2	0
\$275,001 and up	3	14.29%	0	3	0	0
Total New Listed Units	21		6	11	4	0
Total New Listed Volume	3,726,500	100%	774.40K	2.21M	738.90K	0.00B
Average New Listed Listing Price	\$187,340		\$129,067	\$201,200	\$184,725	\$0

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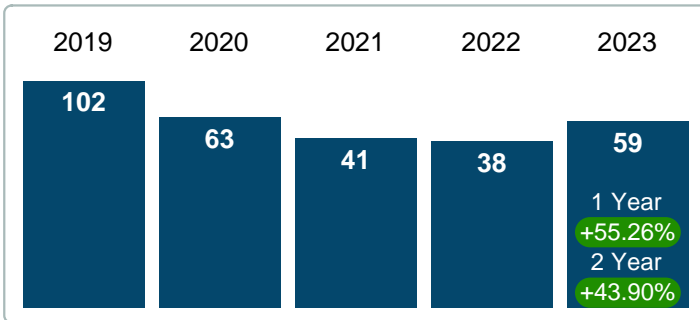
Area Delimited by County Of Sequoyah - Residential Property Type



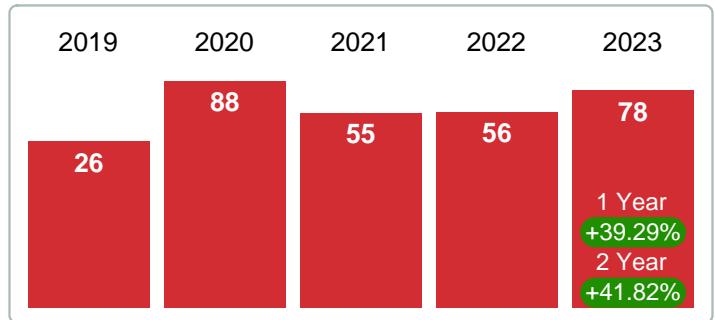
ACTIVE INVENTORY

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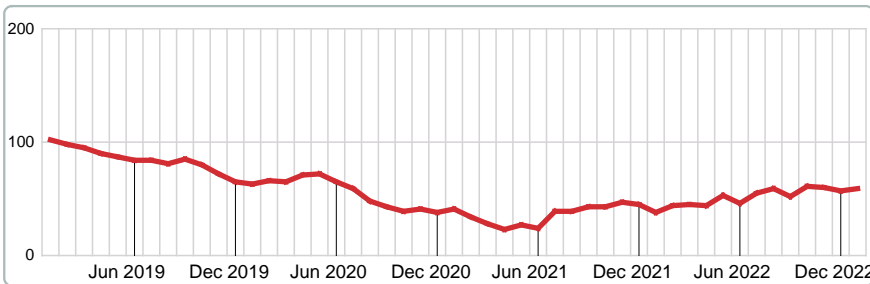
END OF JANUARY



ACTIVE DURING JANUARY

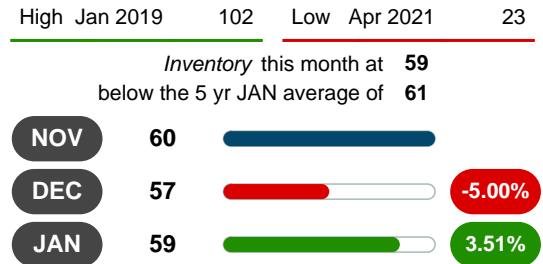


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 61



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	1	1.69%	151.0	0	1	0	0
\$75,001 - \$125,000	9	15.25%	53.8	3	4	2	0
\$125,001 - \$150,000	9	15.25%	89.6	2	7	0	0
\$150,001 - \$250,000	17	28.81%	80.0	4	9	4	0
\$250,001 - \$375,000	10	16.95%	106.7	1	6	2	1
\$375,001 - \$675,000	7	11.86%	144.9	1	4	2	0
\$675,001 and up	6	10.17%	140.7	1	2	3	0
Total Active Inventory by Units	59			12	33	13	1
Total Active Inventory by Volume	22,448,300	100%	97.1	3.54M	10.05M	8.50M	349.90K
Average Active Inventory Listing Price	\$380,480			\$295,225	\$304,682	\$653,938	\$349,900

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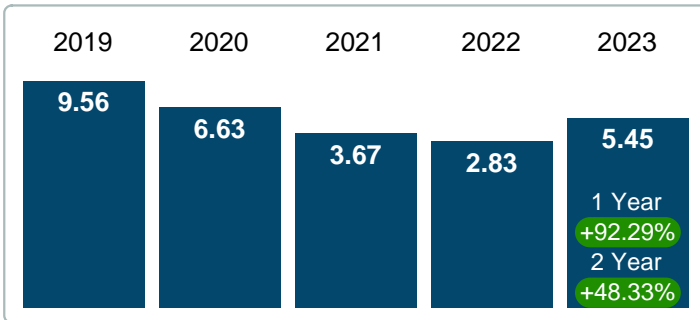
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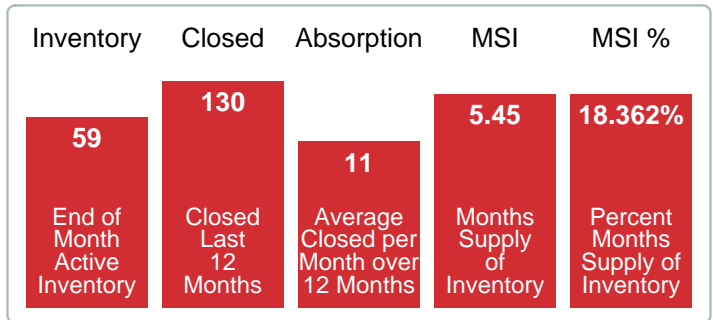
MONTHS SUPPLY of INVENTORY (MSI)

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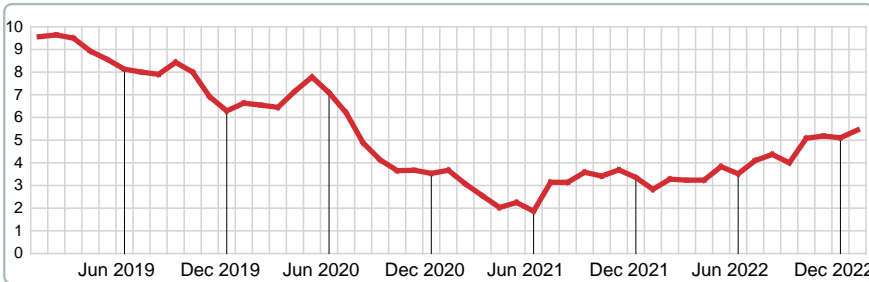
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

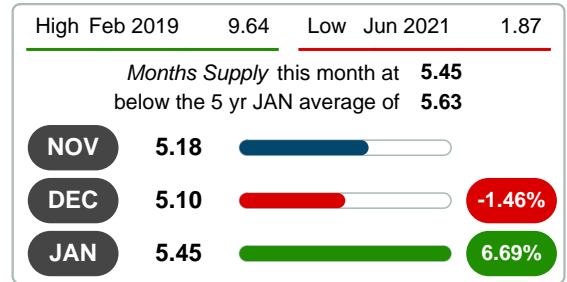


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.63



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	1	1.69%	0.60	0.00	1.09	0.00	0.00
\$75,001 - \$125,000	9	15.25%	3.38	3.27	2.40	24.00	0.00
\$125,001 - \$150,000	9	15.25%	7.71	12.00	7.64	0.00	0.00
\$150,001 - \$250,000	17	28.81%	6.38	5.33	6.00	9.60	0.00
\$250,001 - \$375,000	10	16.95%	6.32	2.40	7.20	6.00	0.00
\$375,001 - \$675,000	7	11.86%	7.00	6.00	9.60	4.80	0.00
\$675,001 and up	6	10.17%	72.00	0.00	24.00	0.00	0.00
Market Supply of Inventory (MSI)			5.45	3.79	5.21	9.75	inf
Total Active Inventory by Units		100%	5.45	12	33	13	1

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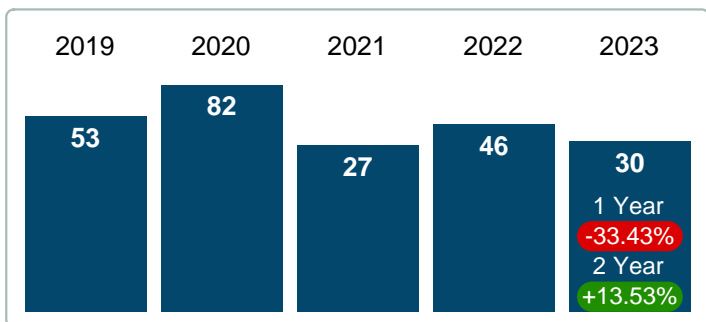
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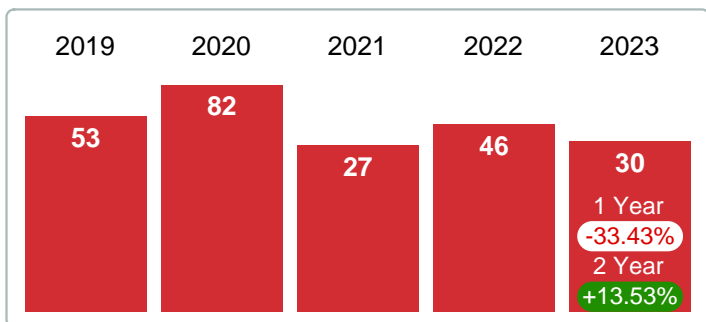
AVERAGE DAYS ON MARKET TO SALE

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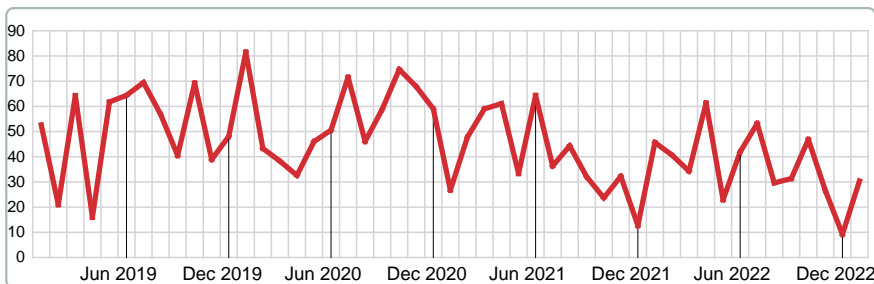
JANUARY



YEAR TO DATE (YTD)

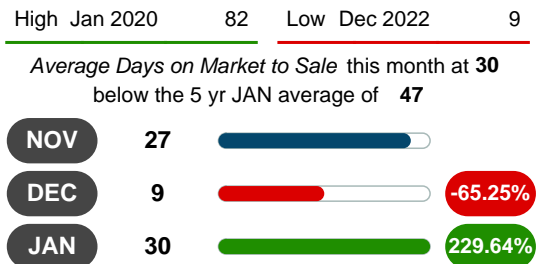


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 47



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$50,000	20.00%	7	7	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	60.00%	34	0	34	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$650,000	20.00%	44	0	0	44	0
\$650,001 and up	0.00%	0	0	0	0	0
Average Closed DOM		30	7	34	44	0
Total Closed Units	100%	30	1	3	1	0
Total Closed Volume		971,000	36.00K	285.00K	650.00K	0.00B

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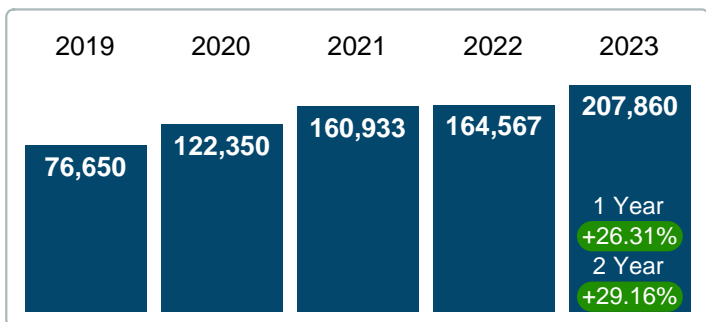
Area Delimited by County Of Sequoyah - Residential Property Type



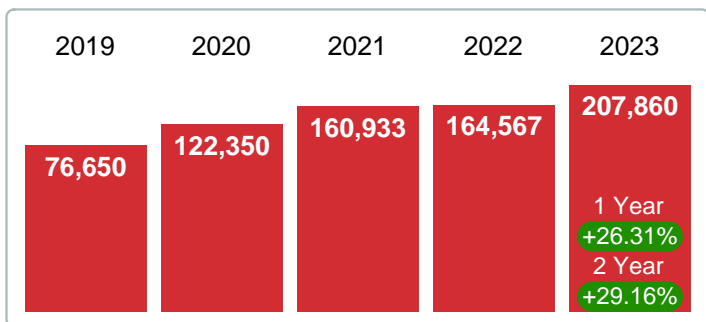
AVERAGE LIST PRICE AT CLOSING

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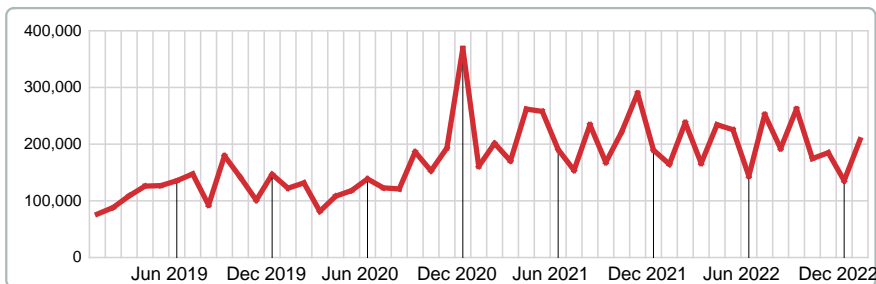
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

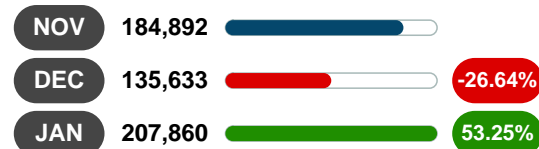


3 MONTHS

5 year JAN AVG = 146,472

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

Average List Price at Closing this month at **207,860**
above the 5 yr JAN average of **146,472**



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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$50,000	1	20.00%	39,900	39,900	0	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$125,000	2	40.00%	85,000	0	99,833	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0	0
\$125,001 - \$650,000	1	20.00%	129,500	0	0	699,900	0
\$650,001 and up	1	20.00%	699,900	0	0	0	0
Average List Price			207,860	39,900	99,833	699,900	0
Total Closed Units		100%	207,860	1	3	1	0
Total Closed Volume				39.90K	299.50K	699.90K	0.00B

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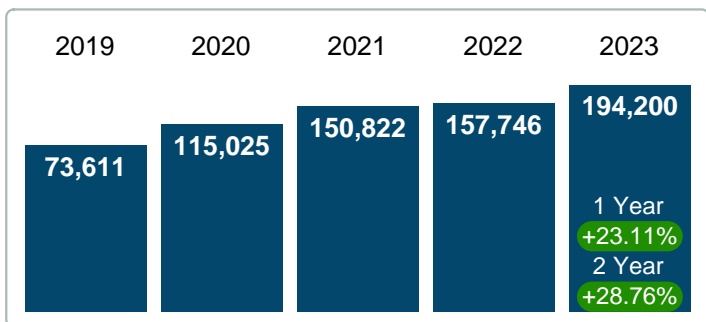
Area Delimited by County Of Sequoyah - Residential Property Type



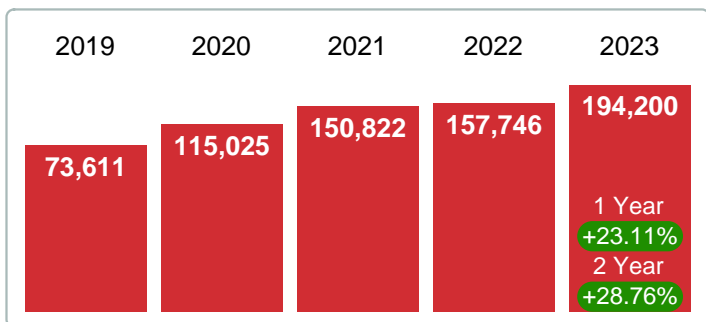
AVERAGE SOLD PRICE AT CLOSING

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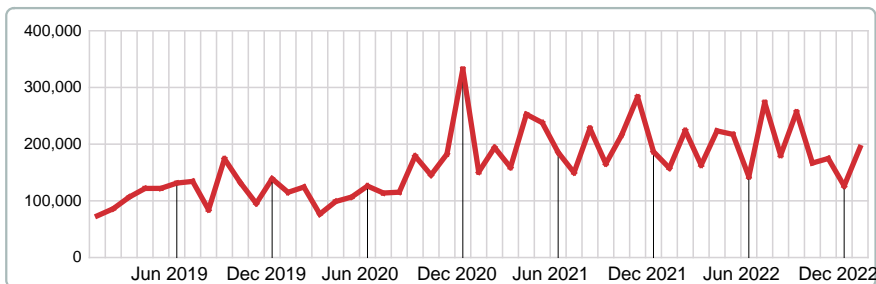
JANUARY



YEAR TO DATE (YTD)

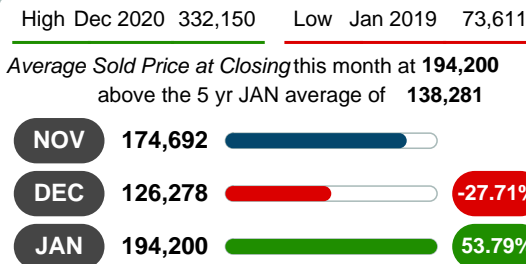


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 138,281



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$50,000	20.00%	36,000	36,000	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	60.00%	95,000	0	95,000	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$650,000	20.00%	650,000	0	0	650,000	0
\$650,001 and up	0.00%	0	0	0	0	0
Average Sold Price		194,200	36,000	95,000	650,000	0
Total Closed Units	100%	194,200	1	3	1	0
Total Closed Volume		971,000	36.00K	285.00K	650.00K	0.00B

January 2023



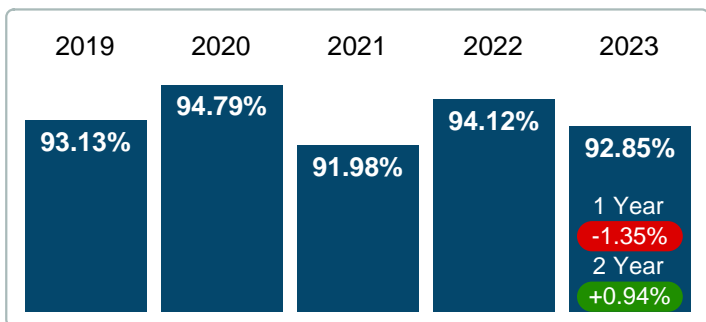
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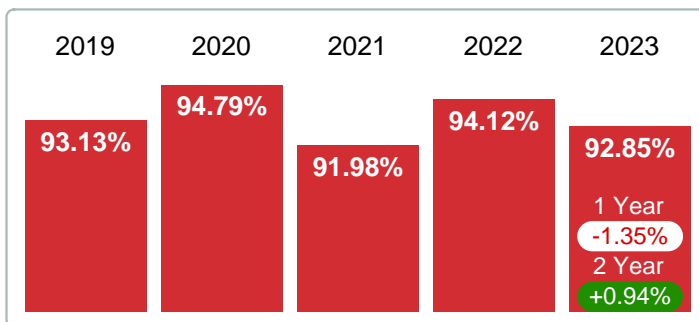
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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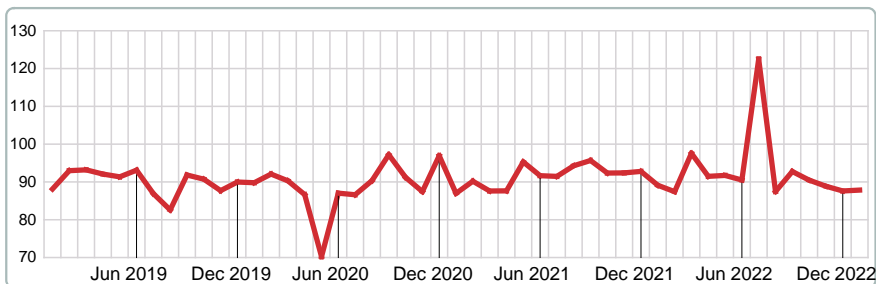
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

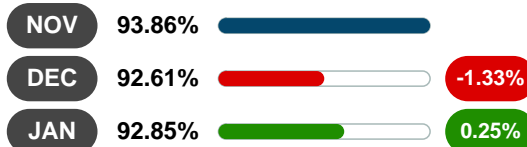


3 MONTHS

5 year JAN AVG = 93.37%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **92.85%** equal to 5 yr JAN average of **93.37%**



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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	1	20.00%	90.23%	90.23%	0.00%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	3	60.00%	93.71%	0.00%	93.71%	0.00%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$650,000	1	20.00%	92.87%	0.00%	0.00%	92.87%	0.00%
\$650,001 and up	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Average Sold/List Ratio		92.80%		90.23%	93.71%	92.87%	0.00%
Total Closed Units		5	100%	1	3	1	
Total Closed Volume		971,000		36.00K	285.00K	650.00K	0.00B

January 2023



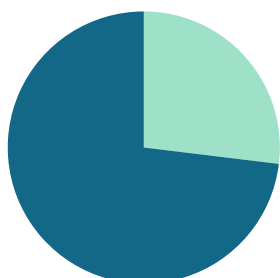
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

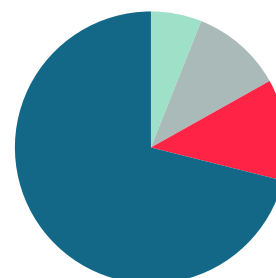


Inventory
 New Listings
21 = 26.92%
 Start Inventory
57
 Total Inventory Units
78
 Volume
\$28,825,600

Market Activity

Closed Sales
5 = 6.02%
 Pending Sales
9 = 10.84%
 Other Off Market
10 = 12.05%
 Active Inventory
59 = 71.08%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	9	5	-44.44%	9	5	-44.44%
Pending Sales	8	9	12.50%	8	9	12.50%
New Listings	11	21	90.91%	11	21	90.91%
Average List Price	164,567	207,860	26.31%	164,567	207,860	26.31%
Average Sale Price	157,746	194,200	23.11%	157,746	194,200	23.11%
Average Percent of Selling Price to List Price	94.12%	92.85%	-1.35%	94.12%	92.85%	-1.35%
Average Days on Market to Sale	45.67	30.40	-33.43%	45.67	30.40	-33.43%
Monthly Inventory	38	59	55.26%	38	59	55.26%
Months Supply of Inventory	2.83	5.45	92.29%	2.83	5.45	92.29%

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

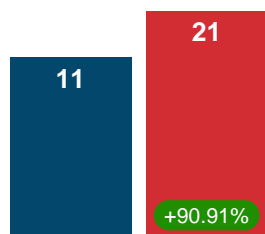
Inventory on January 31, 2023 = 59

2022 2023

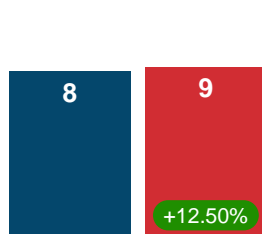
JANUARY MARKET

AVERAGE PRICES

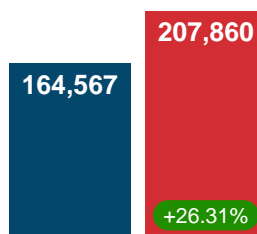
New Listings



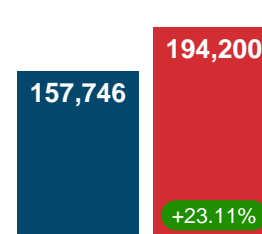
Pending Listings



List Price



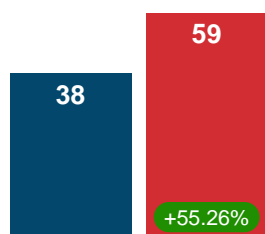
Sale Price



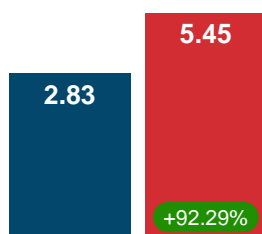
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

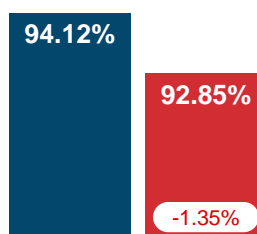
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

