

January 2023



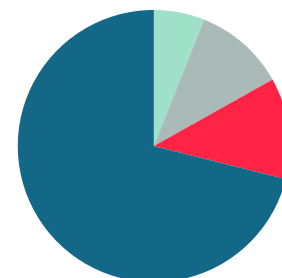
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	159,900	105,000	-34.33%
Median Sale Price	145,000	105,000	-27.59%
Median Percent of Selling Price to List Price	95.77%	92.87%	-3.03%
Median Days on Market to Sale	33.00	11.00	-66.67%
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.

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 **27.59%** in January 2023 to \$105,000 versus the previous year at \$145,000.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 22.00 days or **66.67%** in January 2023 compared to last year's same month at **33.00** DOM.

Sales Success for January 2023 is Positive

Overall, with Median Prices falling 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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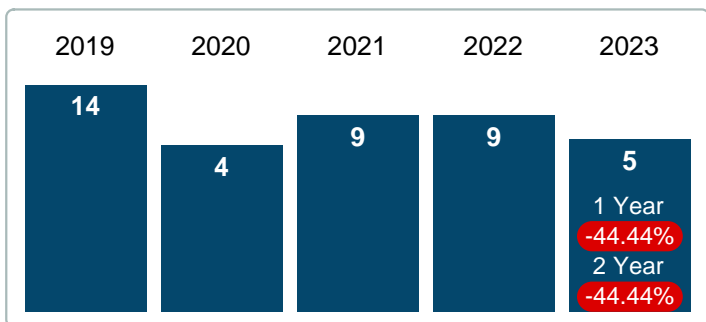
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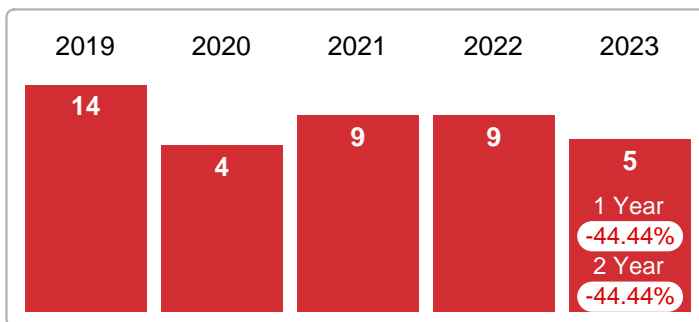
CLOSED LISTINGS

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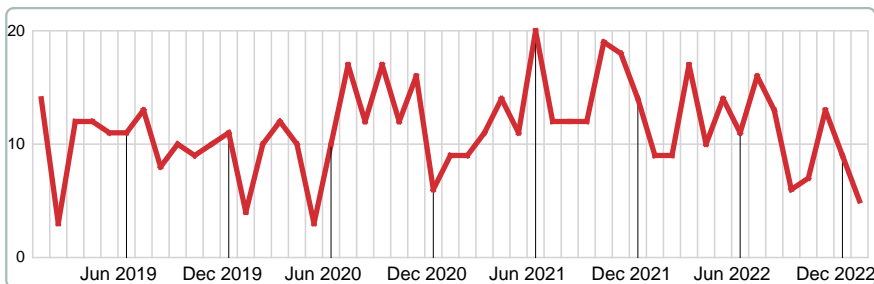
JANUARY



YEAR TO DATE (YTD)

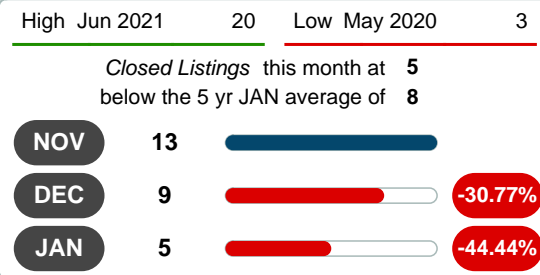


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 8



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0	0.00%	0.0	0	0	0	0
\$30,001 - \$50,000	1	20.00%	7.0	1	0	0	0
\$50,001 - \$50,000	0	0.00%	7.0	0	0	0	0
\$50,001 - \$120,000	2	40.00%	7.0	0	2	0	0
\$120,001 - \$120,000	0	0.00%	7.0	0	0	0	0
\$120,001 - \$650,000	2	40.00%	65.5	0	1	1	0
\$650,001 and up	0	0.00%	65.5	0	0	0	0
Total Closed Units	5			1	3	1	0
Total Closed Volume	971,000	100%	11.0	36.00K	285.00K	650.00K	0.00B
Median Closed Price	\$105,000			\$36,000	\$105,000	\$650,000	\$0

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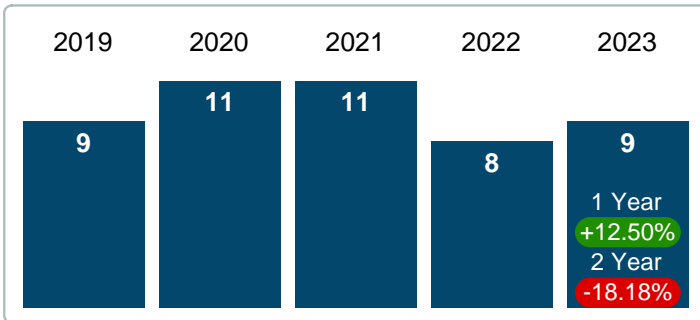
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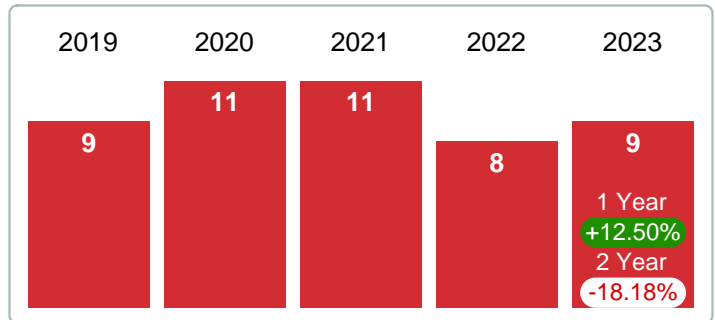
PENDING LISTINGS

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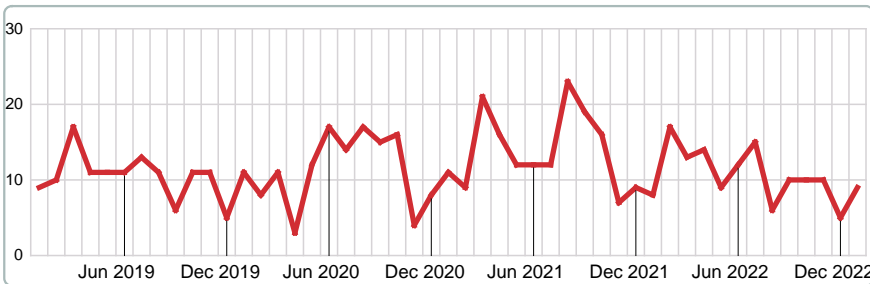
JANUARY



YEAR TO DATE (YTD)

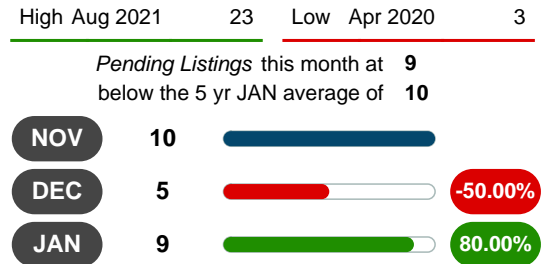


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 10



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	0	0.00%	65.5	0	0	0	0
\$75,001 - \$125,000	2	22.22%	12.5	2	0	0	0
\$125,001 - \$125,000	0	0.00%	12.5	0	0	0	0
\$125,001 - \$325,000	3	33.33%	83.0	0	1	2	0
\$325,001 - \$350,000	3	33.33%	38.0	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%	74.0	0	0	0	0
Total Pending Units	9			2	4	3	0
Total Pending Volume	3,317,900	100%	38.0	176.00K	2.35M	787.90K	0.00B
Median Listing Price	\$299,000			\$88,000	\$350,000	\$299,000	\$0

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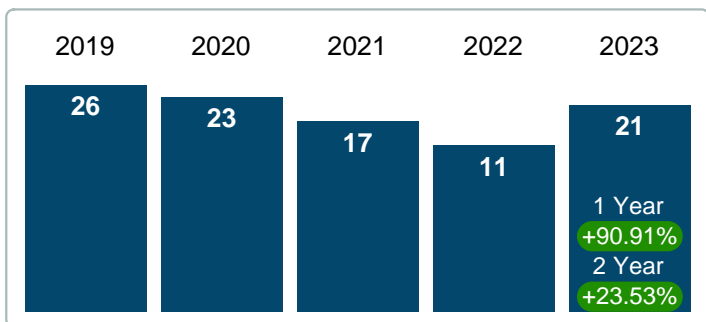
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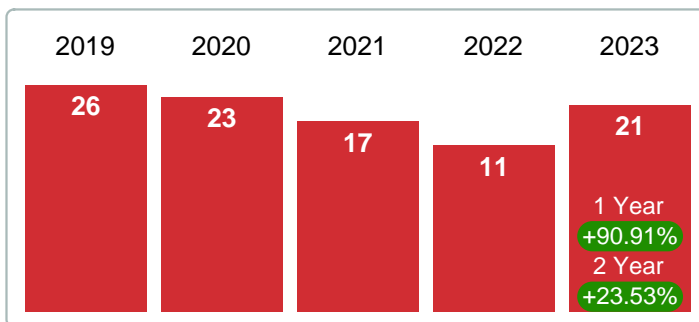
NEW LISTINGS

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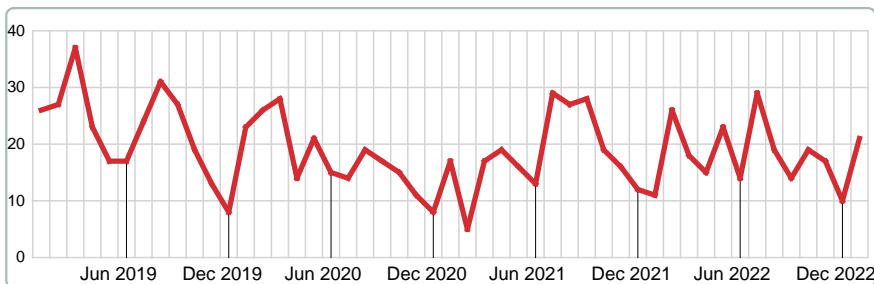
JANUARY



YEAR TO DATE (YTD)

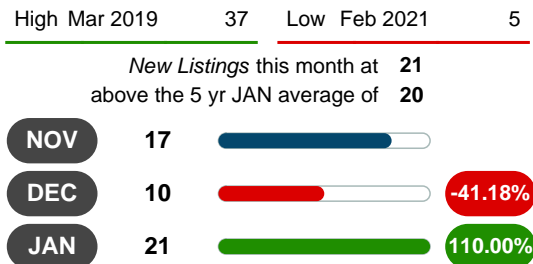


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$158,000		\$132,200	\$185,000	\$189,450	\$0

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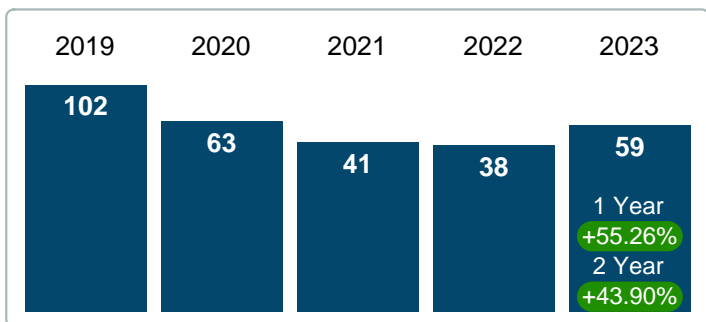
Area Delimited by County Of Sequoyah - Residential Property Type



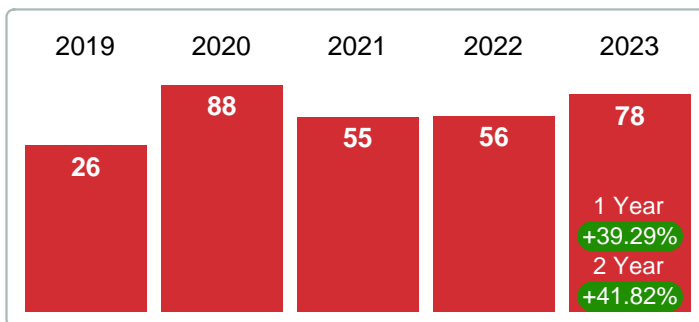
ACTIVE INVENTORY

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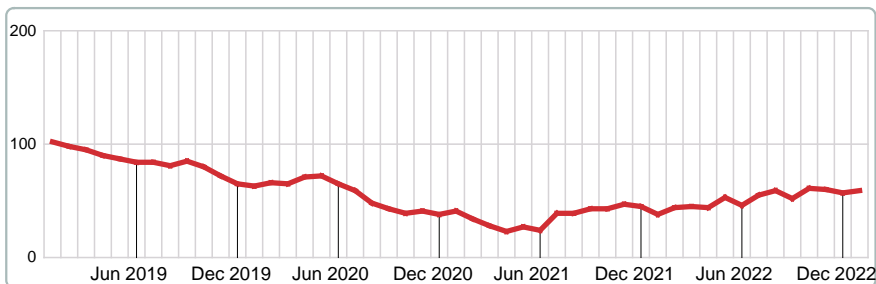
END OF JANUARY



ACTIVE DURING JANUARY

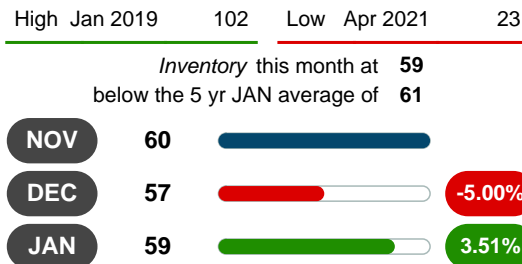


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 61



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	30.0	3	4	2	0
\$125,001 - \$150,000	9	15.25%	41.0	2	7	0	0
\$150,001 - \$250,000	17	28.81%	71.0	4	9	4	0
\$250,001 - \$375,000	10	16.95%	95.0	1	6	2	1
\$375,001 - \$675,000	7	11.86%	125.0	1	4	2	0
\$675,001 and up	6	10.17%	108.0	1	2	3	0
Total Active Inventory by Units	59			12	33	13	1
Total Active Inventory by Volume	22,448,300	100%	83.0	3.54M	10.05M	8.50M	349.90K
Median Active Inventory Listing Price	\$185,000			\$177,450	\$165,000	\$259,000	\$349,900

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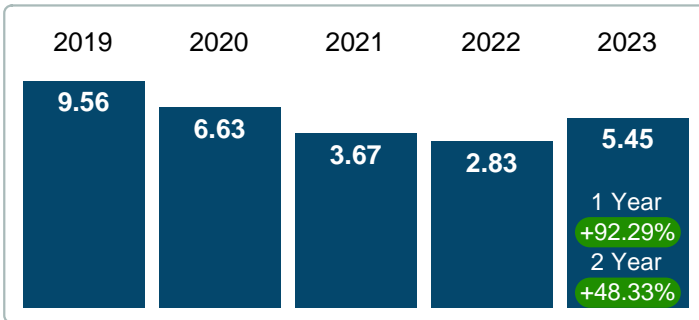
Area Delimited by County Of Sequoyah - Residential Property Type



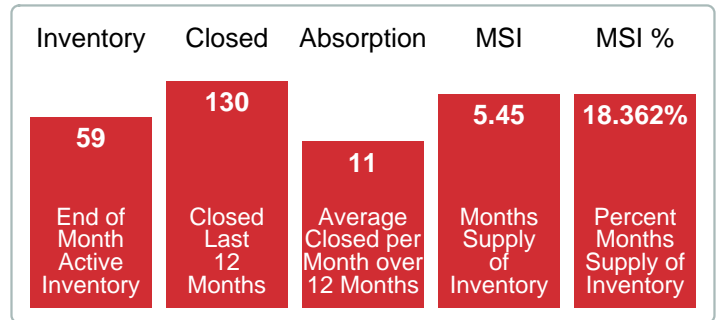
MONTHS SUPPLY of INVENTORY (MSI)

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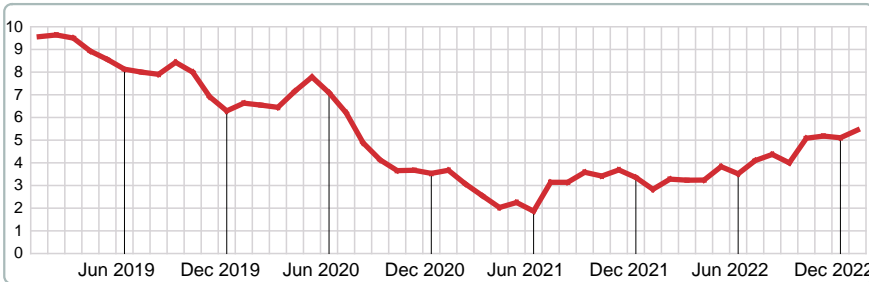
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

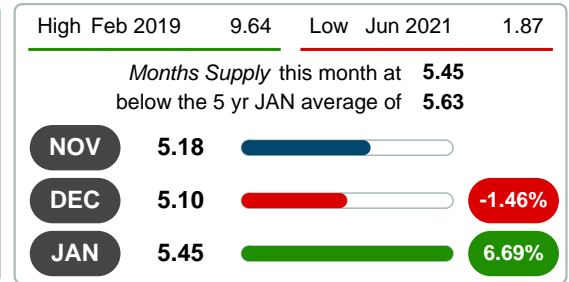


5 YEAR MARKET ACTIVITY TRENDS



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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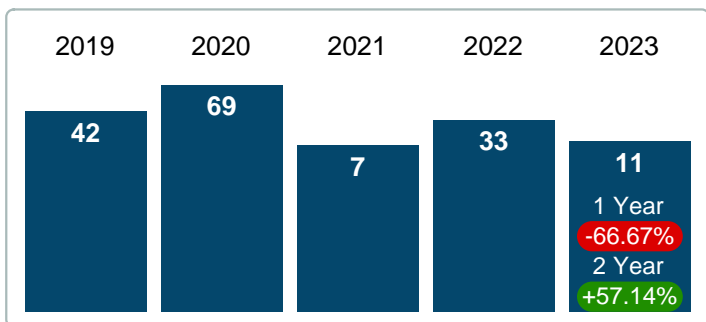
Area Delimited by County Of Sequoyah - Residential Property Type



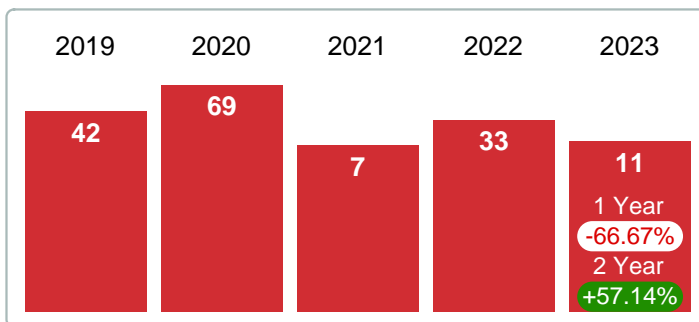
MEDIAN DAYS ON MARKET TO SALE

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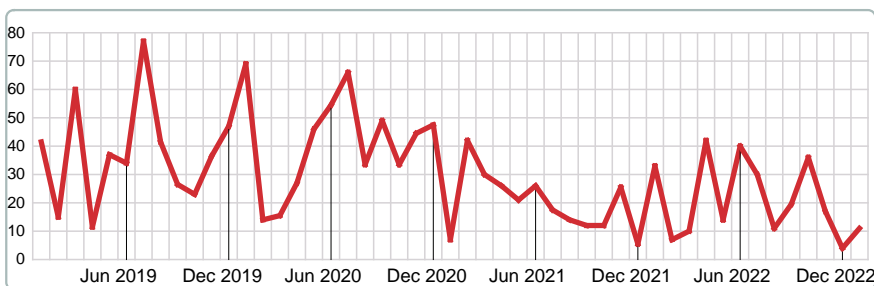
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 32

High Jul 2019 77 Low Dec 2022 4

Median Days on Market to Sale this month at 11 below the 5 yr JAN average of 32

- NOV 17
- DEC 4 (-76.47%)
- JAN 11 (175.00%)

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
\$30,000 and less	0.00%	108	0	0	0	0
\$30,001 - \$50,000	20.00%	7	7	0	0	0
\$50,001 - \$50,000	0.00%	7	0	0	0	0
\$50,001 - \$120,000	40.00%	7	0	7	0	0
\$120,001 - \$120,000	0.00%	7	0	0	0	0
\$120,001 - \$650,000	40.00%	66	0	87	44	0
\$650,001 and up	0.00%	66	0	0	0	0
Median Closed DOM		11	7	11	44	0
Total Closed Units	100%	11.0	1	3	1	
Total Closed Volume		971,000	36.00K	285.00K	650.00K	0.00B

January 2023



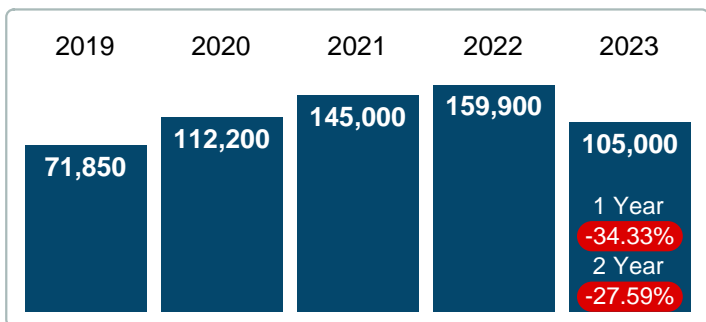
Area Delimited by County Of Sequoyah - Residential Property Type



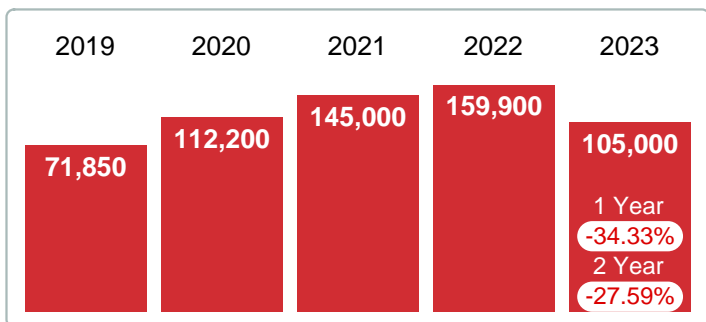
MEDIAN LIST PRICE AT CLOSING

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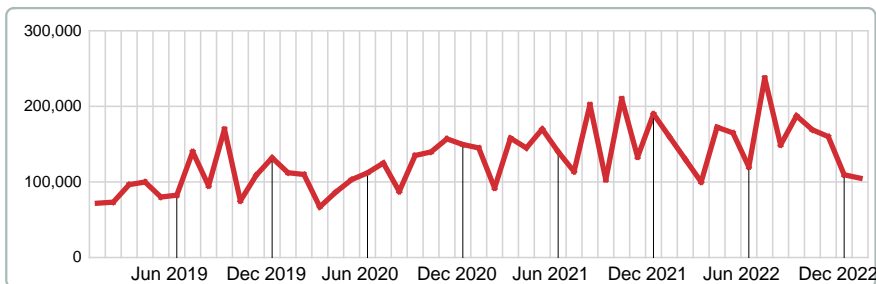
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

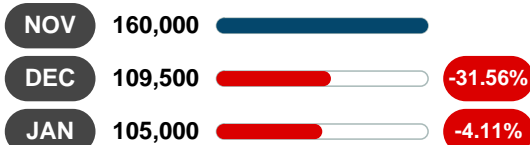


3 MONTHS

5 year JAN AVG = 118,790

High Jul 2022 237,450 Low Mar 2020 66,950

Median List Price at Closing this month at **105,000**
 below the 5 yr JAN average of **118,790**



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
\$30,000 and less	0.00%	66	0	0	0	0
\$30,001 - \$50,000	20.00%	39,900	39,900	0	0	0
\$50,001 - \$50,000	0.00%	39,900	0	0	0	0
\$50,001 - \$120,000	40.00%	85,000	0	85,000	0	0
\$120,001 - \$120,000	0.00%	85,000	0	0	0	0
\$120,001 - \$650,000	20.00%	129,500	0	129,500	0	0
\$650,001 and up	20.00%	699,900	0	0	699,900	0
Median List Price		105,000	39,900	105,000	699,900	0
Total Closed Units	100%	105,000	1	3	1	0
Total Closed Volume		1,039,300	39.90K	299.50K	699.90K	0.00B

January 2023



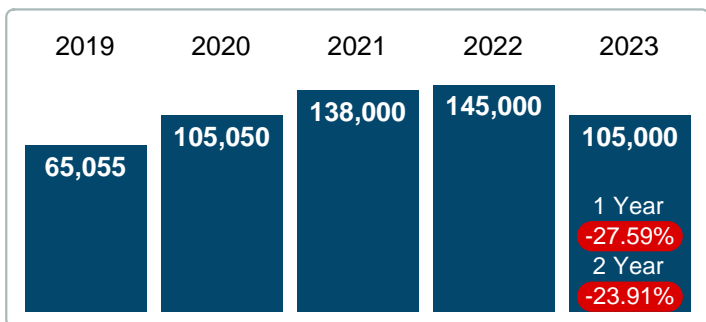
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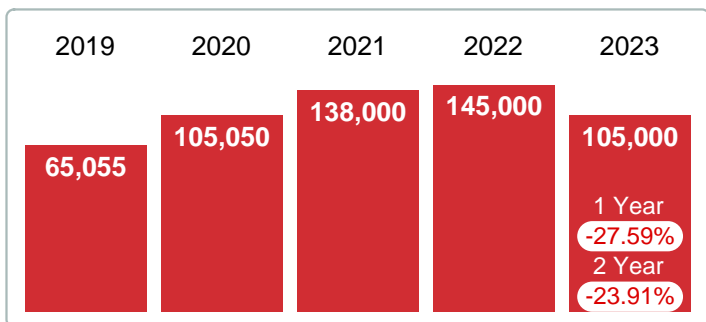
MEDIAN SOLD PRICE AT CLOSING

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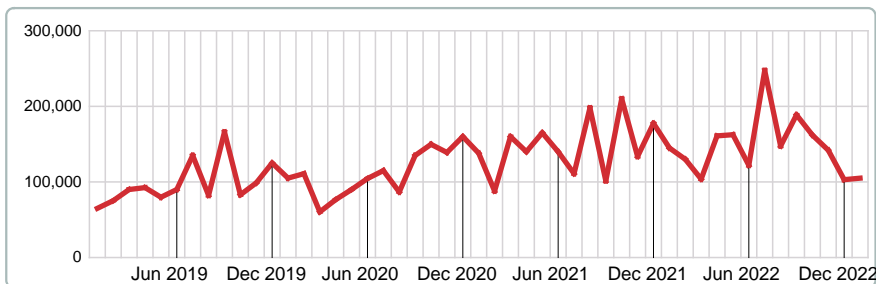
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

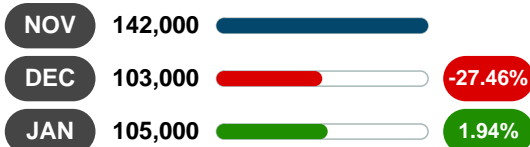


3 MONTHS

5 year JAN AVG = 111,621

High Jul 2022 247,500 Low Mar 2020 60,388

Median Sold Price at Closing this month at 105,000 below the 5 yr JAN average of 111,621



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
\$30,000 and less	0.00%	699,900	0	0	0	0
\$30,001 - \$50,000	20.00%	36,000	36,000	0	0	0
\$50,001 - \$50,000	0.00%	36,000	0	0	0	0
\$50,001 - \$120,000	40.00%	80,000	0	80,000	0	0
\$120,001 - \$120,000	0.00%	80,000	0	0	0	0
\$120,001 - \$650,000	40.00%	387,500	0	125,000	650,000	0
\$650,001 and up	0.00%	387,500	0	0	0	0
Median Sold Price		105,000	36,000	105,000	650,000	0
Total Closed Units	100%	105,000	1	3	1	0
Total Closed Volume		971,000	36.00K	285.00K	650.00K	0.00B

January 2023



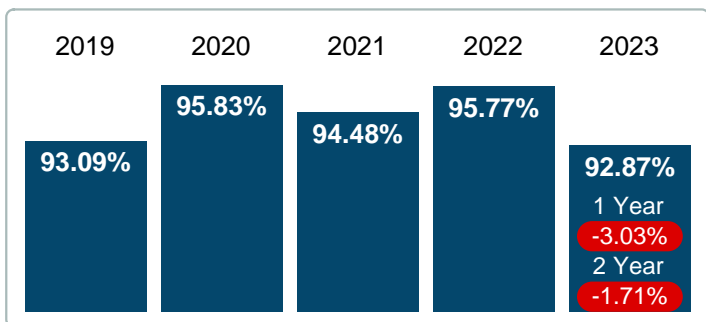
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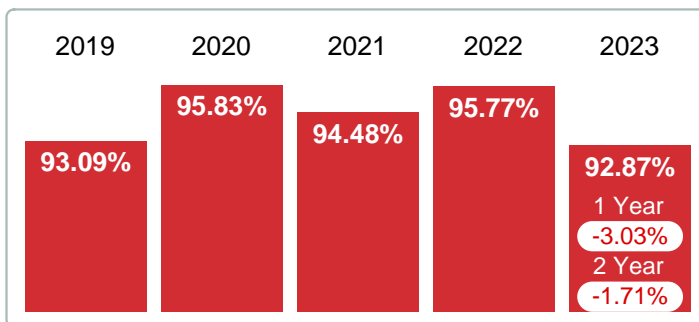
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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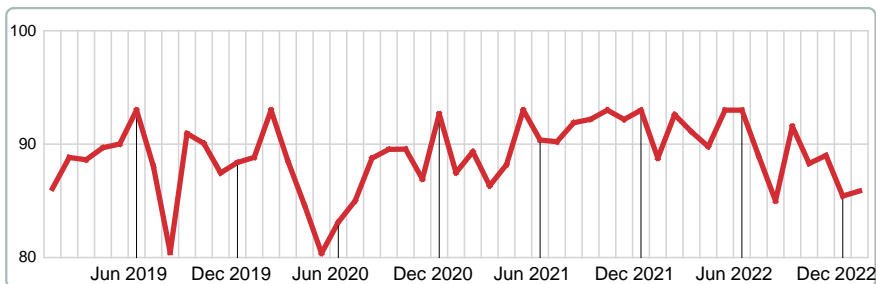
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

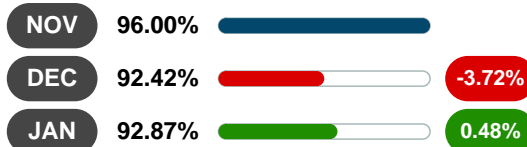


3 MONTHS

5 year JAN AVG = 94.41%

High Jun 2022 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **92.87%**
below the 5 yr JAN average of **94.41%**



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
\$30,000 and less	0	0.00%	87.50%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	1	20.00%	90.23%	90.23%	0.00%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	90.23%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$120,000	2	40.00%	92.31%	0.00%	92.31%	0.00%	0.00%
\$120,001 - \$120,000	0	0.00%	92.31%	0.00%	0.00%	0.00%	0.00%
\$120,001 - \$650,000	2	40.00%	94.70%	0.00%	96.53%	92.87%	0.00%
\$650,001 and up	0	0.00%	94.70%	0.00%	0.00%	0.00%	0.00%
Median Sold/List Ratio		92.87%		90.23%	96.53%	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



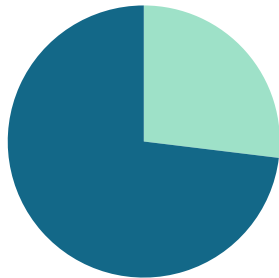
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

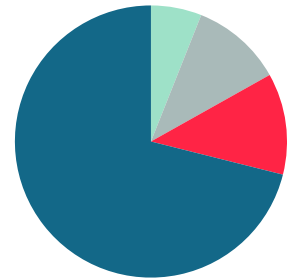


Inventory
 New Listings
21 = 26.92%
 Start Inventory
57
 Total Inventory Units
78
 Volume
\$28,825,600

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%
Median List Price	159,900	105,000	-34.33%	159,900	105,000	-34.33%
Median Sale Price	145,000	105,000	-27.59%	145,000	105,000	-27.59%
Median Percent of Selling Price to List Price	95.77%	92.87%	-3.03%	95.77%	92.87%	-3.03%
Median Days on Market to Sale	33.00	11.00	-66.67%	33.00	11.00	-66.67%
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

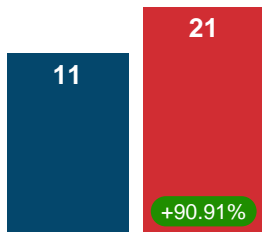
Inventory on January 31, 2023 = **59**

2022 **2023**

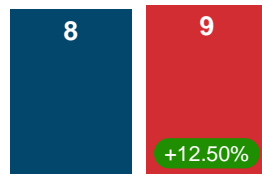
JANUARY MARKET

MEDIAN PRICES

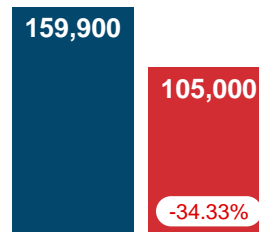
New Listings



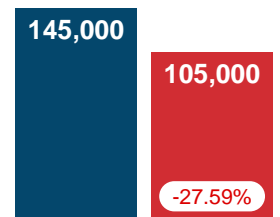
Pending Listings



List Price



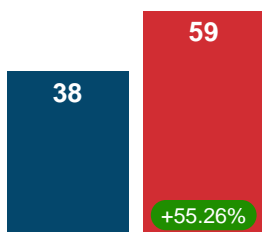
Sale Price



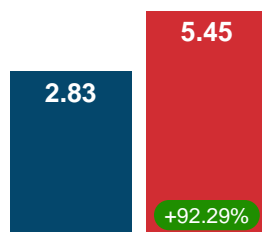
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

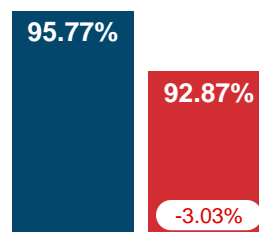
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

