

July 2023



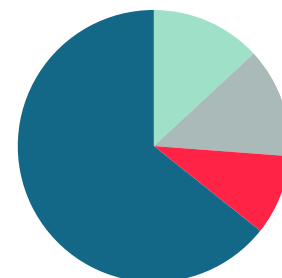
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	July 2023	+/-%
Closed Listings	16	11	-31.25%
Pending Listings	15	11	-26.67%
New Listings	29	17	-41.38%
Average List Price	252,210	259,882	3.04%
Average Sale Price	273,456	251,391	-8.07%
Average Percent of Selling Price to List Price	127.50%	96.65%	-24.20%
Average Days on Market to Sale	53.19	72.00	35.37%
End of Month Inventory	55	54	-1.82%
Months Supply of Inventory	4.10	5.79	41.14%



■ Closed (13.10%)
■ Pending (13.10%)
■ Other OffMarket (9.52%)
■ Active (64.29%)

Absorption: Last 12 months, an Average of **9** Sales/Month
Active Inventory as of July 31, 2023 = **54**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2023 decreased **1.82%** to 54 existing homes available for sale. Over the last 12 months this area has had an average of 9 closed sales per month. This represents an unsold inventory index of **5.79** 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 **8.07%** in July 2023 to \$251,391 versus the previous year at \$273,456.

Average Days on Market Lengthens

The average number of **72.00** days that homes spent on the market before selling increased by 18.81 days or **35.37%** in July 2023 compared to last year's same month at **53.19** DOM.

Sales Success for July 2023 is Positive

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

There were 17 New Listings in July 2023, down **41.38%** from last year at 29. Furthermore, there were 11 Closed Listings this month versus last year at 16, a **-31.25%** decrease.

Closed versus Listed trends yielded a **64.7%** ratio, up from previous year's, July 2022, at **55.2%**, a **17.28%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

July 2023



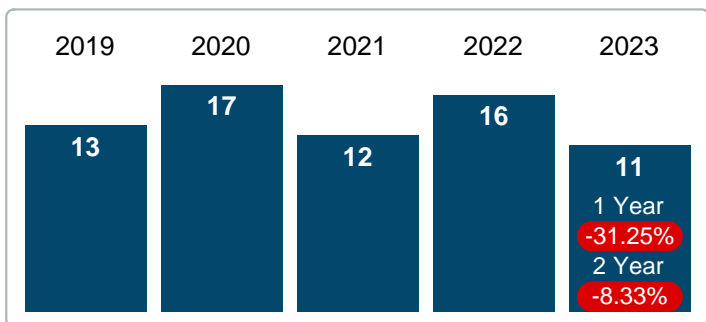
Area Delimited by County Of Sequoyah - Residential Property Type



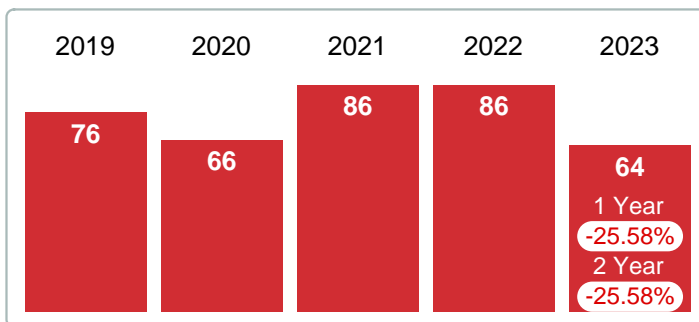
CLOSED LISTINGS

Report produced on Aug 11, 2023 for MLS Technology Inc.

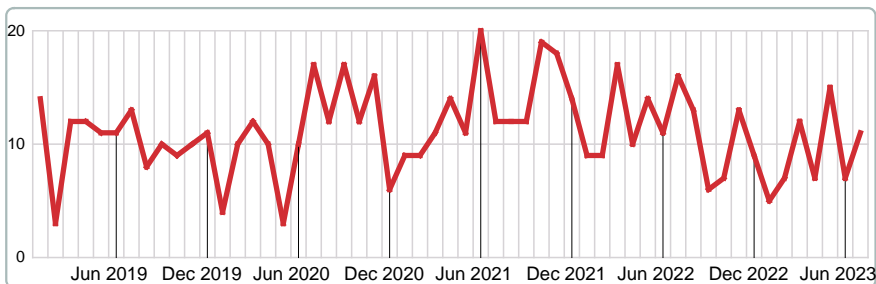
JULY



YEAR TO DATE (YTD)

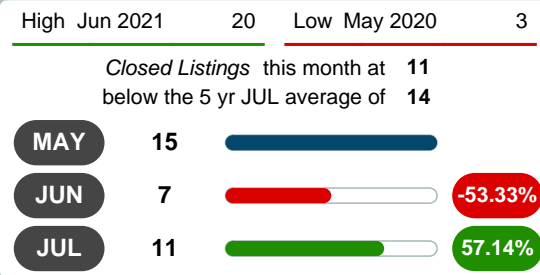


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 14



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	0	0.00%	0.0	0	0	0	0
\$100,001 - \$125,000	2	18.18%	85.0	0	2	0	0
\$125,001 - \$150,000	1	9.09%	6.0	1	0	0	0
\$150,001 - \$250,000	3	27.27%	59.3	0	2	1	0
\$250,001 - \$275,000	2	18.18%	122.5	0	0	2	0
\$275,001 - \$325,000	2	18.18%	76.5	0	1	1	0
\$325,001 and up	1	9.09%	40.0	0	0	1	0
Total Closed Units	11			1	5	5	0
Total Closed Volume	2,765,300	100%	72.0	137.00K	967.40K	1.66M	0.00B
Average Closed Price	\$251,391			\$137,000	\$193,480	\$332,180	\$0

July 2023



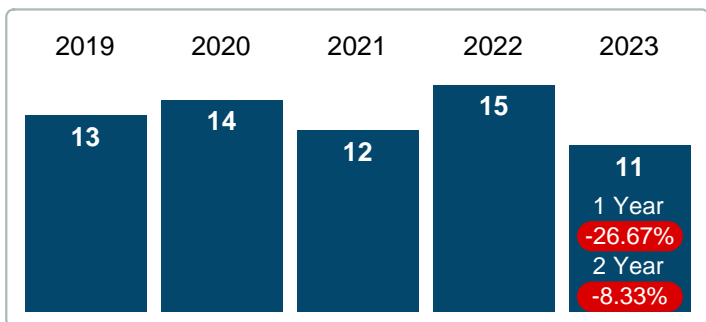
Area Delimited by County Of Sequoyah - Residential Property Type



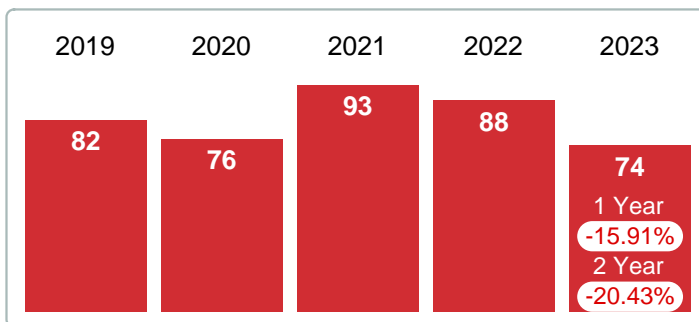
PENDING LISTINGS

Report produced on Aug 11, 2023 for MLS Technology Inc.

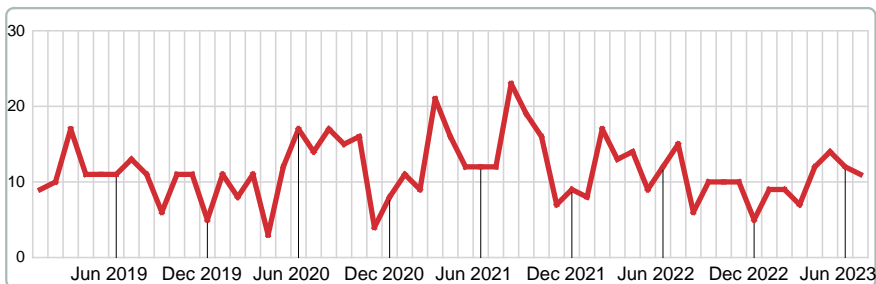
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 13

High Aug 2021 23 Low Apr 2020 3

Pending Listings this month at 11 below the 5 yr JUL average of 13



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$140,000 and less	2	18.18%	141.5	2	0	0	0
\$140,001 - \$150,000	1	9.09%	12.0	0	1	0	0
\$150,001 - \$190,000	1	9.09%	63.0	1	0	0	0
\$190,001 - \$250,000	3	27.27%	103.7	0	3	0	0
\$250,001 - \$340,000	1	9.09%	11.0	0	0	1	0
\$340,001 - \$380,000	1	9.09%	322.0	0	0	0	1
\$380,001 and up	2	18.18%	19.5	0	2	0	0
Total Pending Units	11			3	6	1	1
Total Pending Volume	2,826,500	100%	0.0	317.80K	1.89M	265.00K	349.90K
Average Listing Price	\$0			\$105,933	\$315,633	\$265,000	\$349,900

July 2023



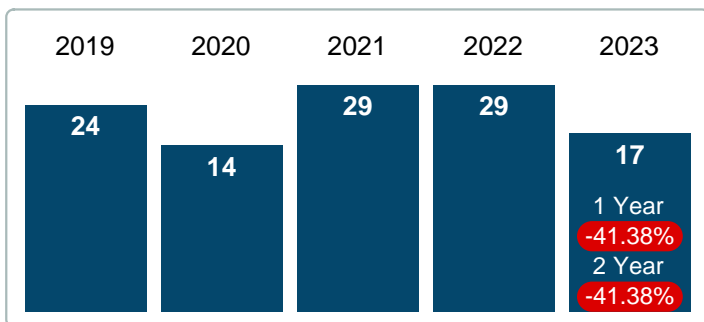
Area Delimited by County Of Sequoyah - Residential Property Type



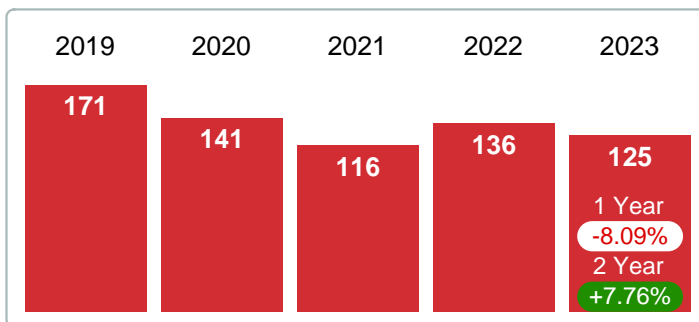
NEW LISTINGS

Report produced on Aug 11, 2023 for MLS Technology Inc.

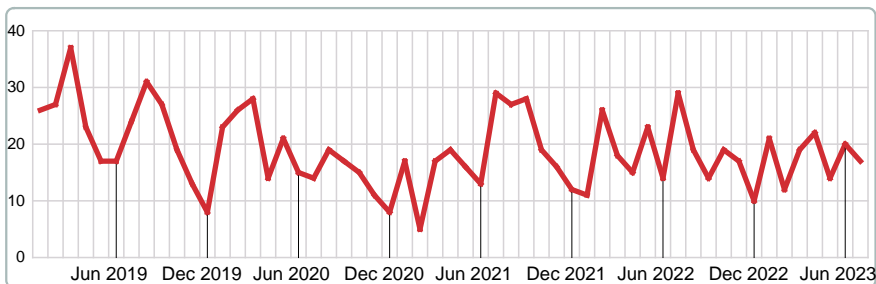
JULY



YEAR TO DATE (YTD)

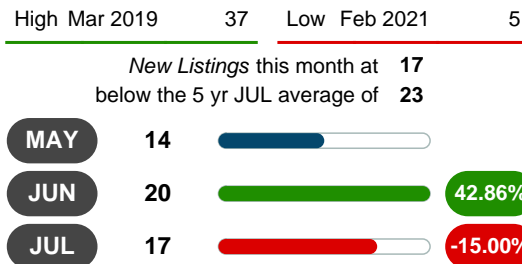


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 23



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	1	5.88%	1	0	0	0
\$100,001 - \$170,000	1	5.88%	0	1	0	0
\$170,001 - \$190,000	3	17.65%	2	1	0	0
\$190,001 - \$290,000	6	35.29%	0	4	2	0
\$290,001 - \$330,000	3	17.65%	0	2	0	1
\$330,001 - \$380,000	1	5.88%	0	0	0	1
\$380,001 and up	2	11.76%	1	1	0	0
Total New Listed Units	17		4	9	2	2
Total New Listed Volume	4,342,500	100%	935.80K	2.24M	460.00K	704.90K
Average New Listed Listing Price	\$0		\$233,950	\$249,089	\$230,000	\$352,450

July 2023



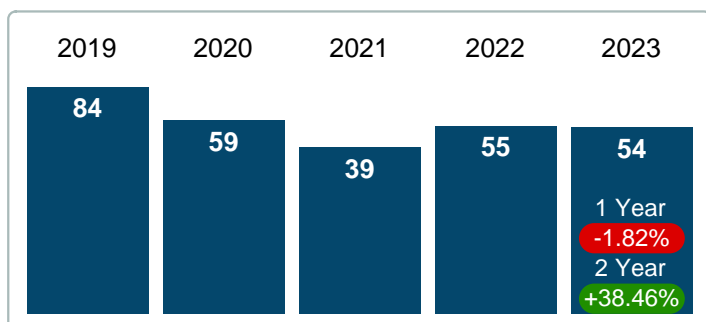
Area Delimited by County Of Sequoyah - Residential Property Type



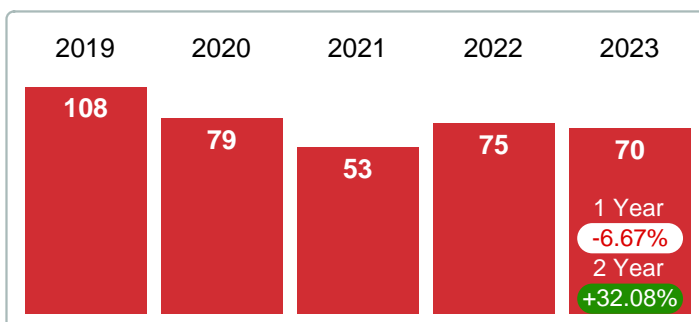
ACTIVE INVENTORY

Report produced on Aug 11, 2023 for MLS Technology Inc.

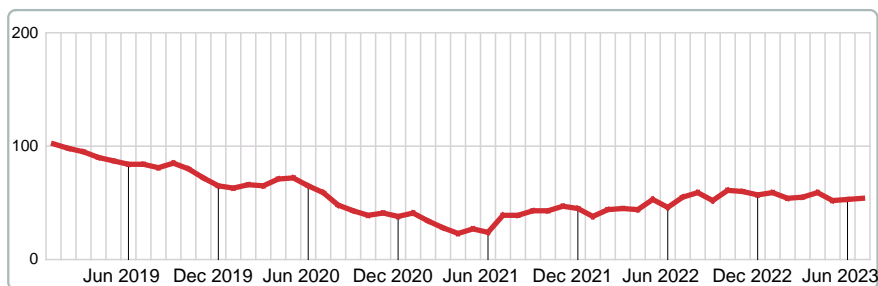
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 58

High Jan 2019 102 Low Apr 2021 23

Inventory this month at 54
below the 5 yr JUL average of 58

- MAY 52
- JUN 53 (1.92%)
- JUL 54 (1.89%)

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	1.85%	31.0	0	1	0	0
\$75,001 - \$125,000	10	18.52%	85.9	5	4	1	0
\$125,001 - \$150,000	5	9.26%	117.6	1	4	0	0
\$150,001 - \$275,000	15	27.78%	49.8	4	8	3	0
\$275,001 - \$325,000	6	11.11%	40.7	1	3	2	0
\$325,001 - \$525,000	12	22.22%	48.3	3	6	1	2
\$525,001 and up	5	9.26%	62.0	0	2	2	1
Total Active Inventory by Units	54			14	28	9	3
Total Active Inventory by Volume	20,521,148	100%	62.2	3.00M	11.16M	4.67M	1.69M
Average Active Inventory Listing Price	\$380,021			\$214,436	\$398,412	\$519,289	\$563,300

July 2023



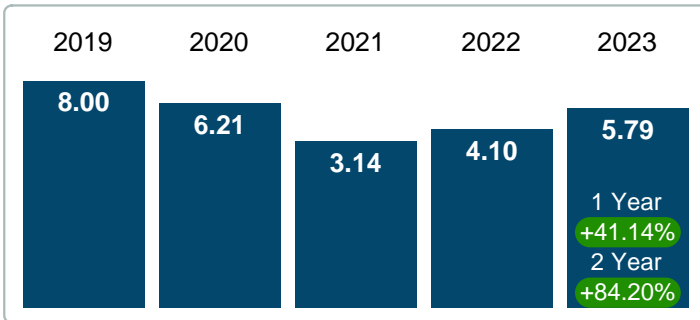
Area Delimited by County Of Sequoyah - Residential Property Type



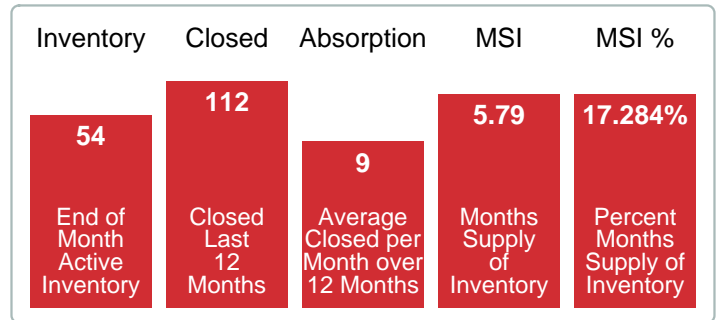
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 11, 2023 for MLS Technology Inc.

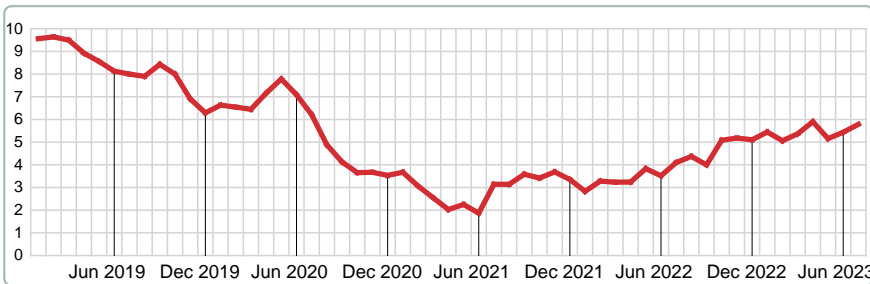
MSI FOR JULY



INDICATORS FOR JULY 2023

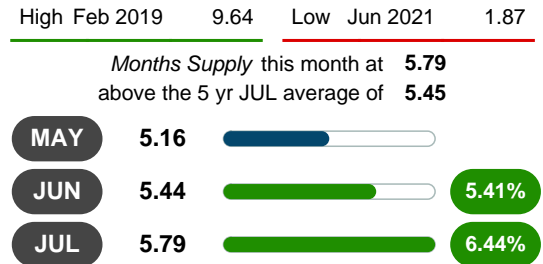


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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	1	1.85%	1.00	0.00	2.00	0.00	0.00
\$75,001 - \$125,000	10	18.52%	4.29	6.00	2.82	12.00	0.00
\$125,001 - \$150,000	5	9.26%	3.53	2.00	4.36	0.00	0.00
\$150,001 - \$275,000	15	27.78%	5.29	8.00	4.80	4.50	0.00
\$275,001 - \$325,000	6	11.11%	5.54	12.00	4.50	6.00	0.00
\$325,001 - \$525,000	12	22.22%	48.00	36.00	0.00	6.00	0.00
\$525,001 and up	5	9.26%	12.00	0.00	12.00	8.00	0.00
Market Supply of Inventory (MSI)			5.79	5.60	5.25	6.00	inf
Total Active Inventory by Units		100%	5.79	14	28	9	3

July 2023



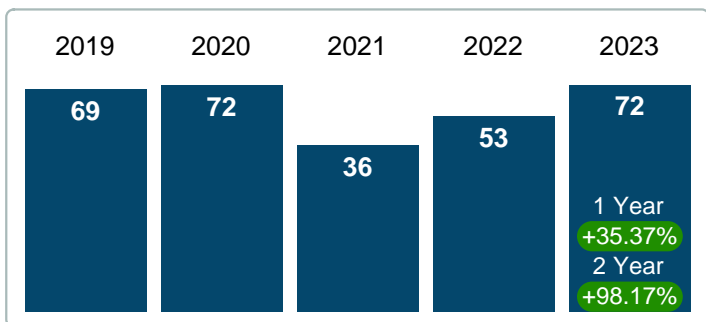
Area Delimited by County Of Sequoyah - Residential Property Type



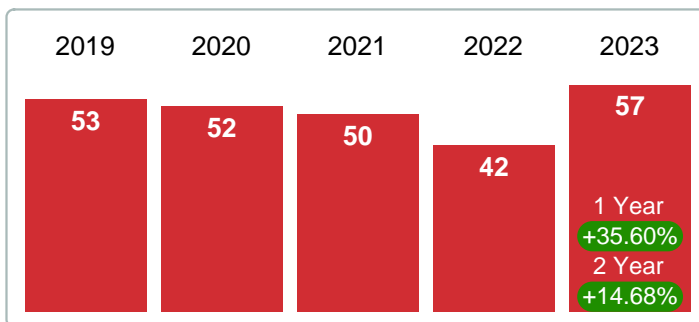
AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 11, 2023 for MLS Technology Inc.

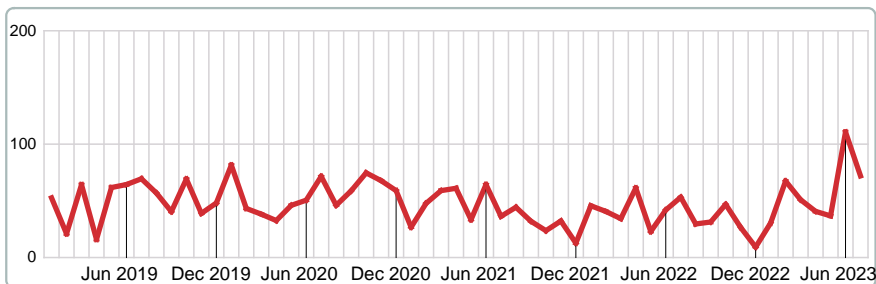
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

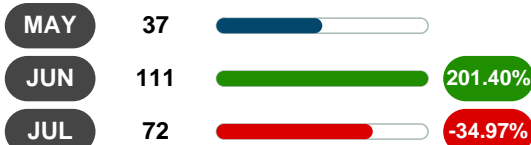


3 MONTHS

5 year JUL AVG = 61

High Jun 2023 111 Low Dec 2022 9

Average Days on Market to Sale this month at 72 above the 5 yr JUL average of 61



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
\$100,000 and less	0.00%	0	0	0	0	0
\$100,001 - \$125,000	18.18%	85	0	85	0	0
\$125,001 - \$150,000	9.09%	6	6	0	0	0
\$150,001 - \$250,000	27.27%	59	0	86	6	0
\$250,001 - \$275,000	18.18%	123	0	0	123	0
\$275,001 - \$325,000	18.18%	77	0	131	22	0
\$325,001 and up	9.09%	40	0	0	40	0
Average Closed DOM		72	6	95	63	0
Total Closed Units	100%	72	1	5	5	
Total Closed Volume		2,765,300	137.00K	967.40K	1.66M	0.00B

July 2023



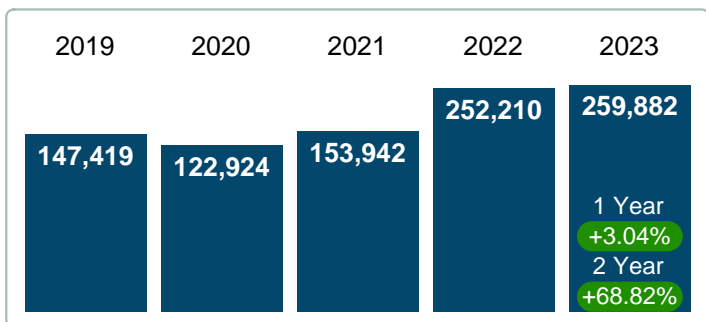
Area Delimited by County Of Sequoyah - Residential Property Type



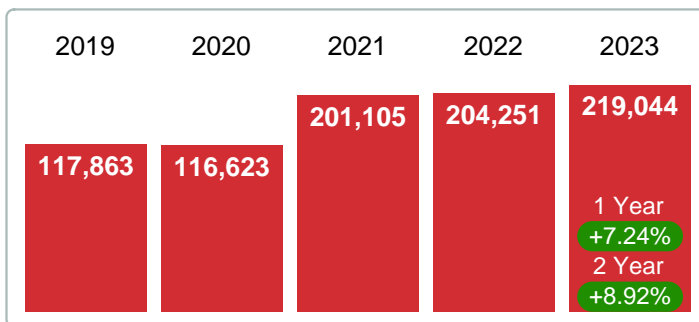
AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 11, 2023 for MLS Technology Inc.

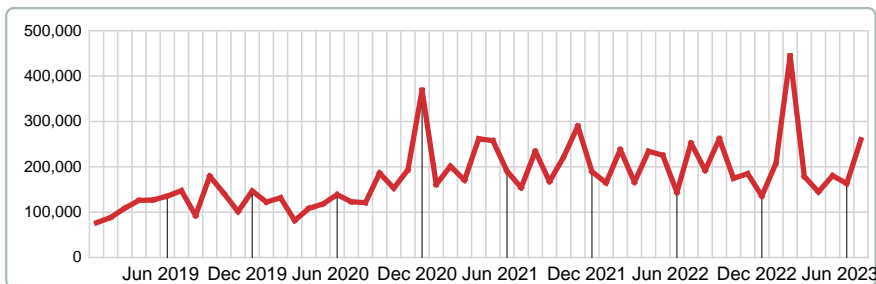
JULY



YEAR TO DATE (YTD)

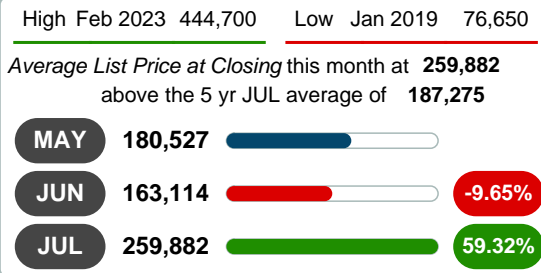


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 187,275



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
\$100,000 and less	0	0.00%	0	0	0	0	0
\$100,001 - \$125,000	1	9.09%	119,000	0	124,000	0	0
\$125,001 - \$150,000	2	18.18%	134,450	139,900	0	0	0
\$150,001 - \$250,000	3	27.27%	193,967	0	206,000	169,900	0
\$250,001 - \$275,000	2	18.18%	272,000	0	0	272,000	0
\$275,001 - \$325,000	2	18.18%	312,500	0	325,000	300,000	0
\$325,001 and up	1	9.09%	719,900	0	0	719,900	0
Average List Price			259,882	139,900	197,000	346,760	0
Total Closed Units		100%	259,882	1	5	5	0
Total Closed Volume			2,858,700	139.90K	985.00K	1.73M	0.00B

July 2023



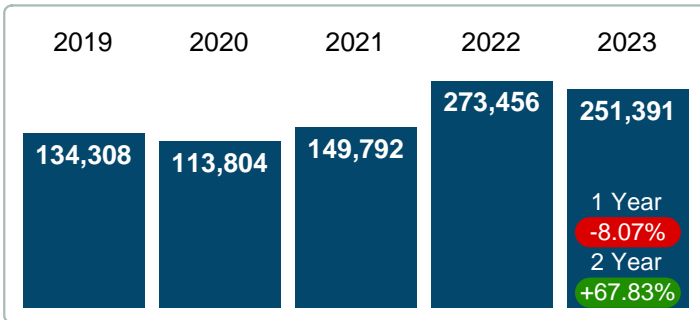
Area Delimited by County Of Sequoyah - Residential Property Type



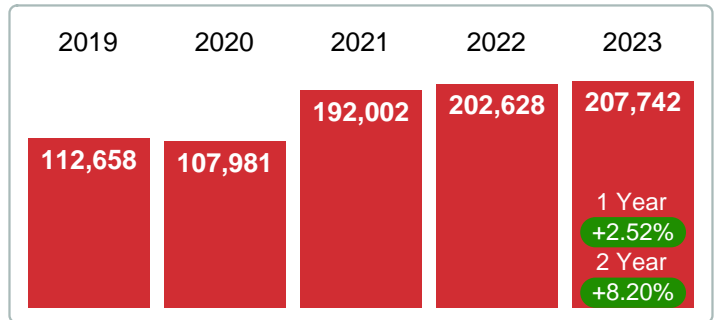
AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 11, 2023 for MLS Technology Inc.

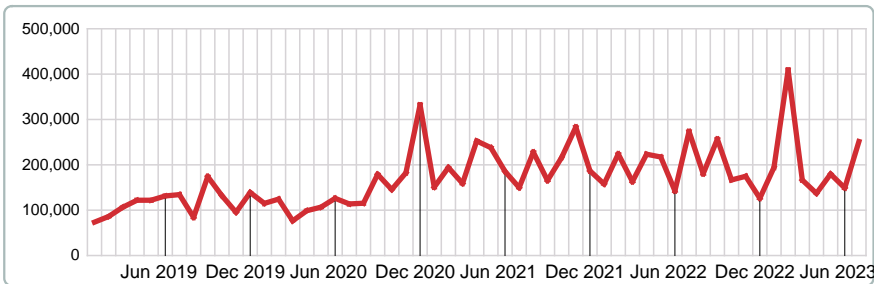
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

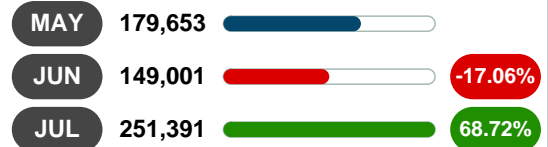


3 MONTHS

5 year JUL AVG = 184,550

High Feb 2023 409,071 Low Jan 2019 73,611

Average Sold Price at Closing this month at **251,391** above the 5 yr JUL average of **184,550**



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
\$100,000 and less	0	0.00%	0	0	0	0	0
\$100,001 - \$125,000	2	18.18%	116,200	0	116,200	0	0
\$125,001 - \$150,000	1	9.09%	137,000	137,000	0	0	0
\$150,001 - \$250,000	3	27.27%	191,633	0	205,000	164,900	0
\$250,001 - \$275,000	2	18.18%	257,500	0	0	257,500	0
\$275,001 - \$325,000	2	18.18%	305,000	0	325,000	285,000	0
\$325,001 and up	1	9.09%	696,000	0	0	696,000	0
Average Sold Price			251,391	137,000	193,480	332,180	0
Total Closed Units		100%	251,391	1	5	5	0
Total Closed Volume			2,765,300	137.00K	967.40K	1.66M	0.00B

July 2023



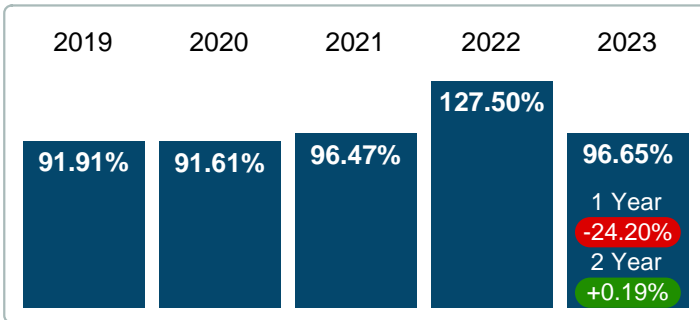
Area Delimited by County Of Sequoyah - Residential Property Type



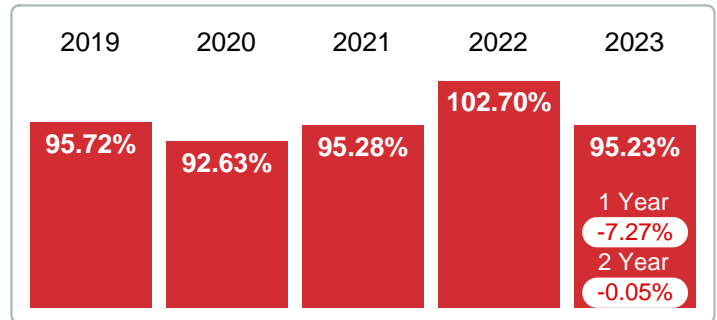
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 11, 2023 for MLS Technology Inc.

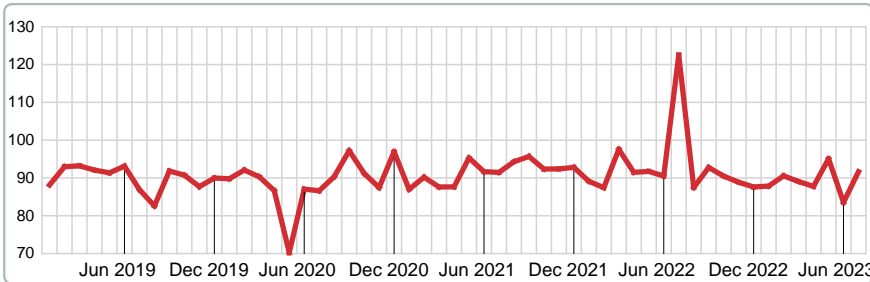
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

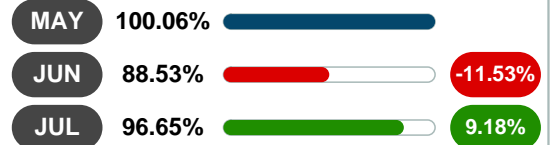


3 MONTHS

5 year JUL AVG = 100.83%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **96.65%** below the 5 yr JUL average of **100.83%**



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
\$100,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$125,000	2	18.18%	94.06%	0.00%	94.06%	0.00%	0.00%
\$125,001 - \$150,000	1	9.09%	97.93%	97.93%	0.00%	0.00%	0.00%
\$150,001 - \$250,000	3	27.27%	98.68%	0.00%	99.49%	97.06%	0.00%
\$250,001 - \$275,000	2	18.18%	94.69%	0.00%	0.00%	94.69%	0.00%
\$275,001 - \$325,000	2	18.18%	97.50%	0.00%	100.00%	95.00%	0.00%
\$325,001 and up	1	9.09%	96.68%	0.00%	0.00%	96.68%	0.00%
Average Sold/List Ratio		96.70%		97.93%	97.42%	95.62%	0.00%
Total Closed Units		11	100%	1	5	5	
Total Closed Volume		2,765,300		137.00K	967.40K	1.66M	0.00B

July 2023



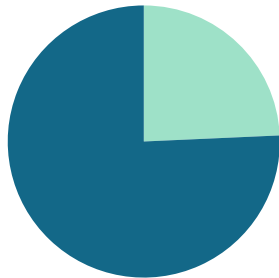
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 11, 2023 for MLS Technology Inc.

INVENTORY

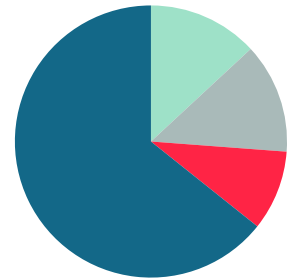


Inventory
 New Listings
 17 = 24.29%
 Start Inventory
 53
 Total Inventory Units
 70
 Volume
 \$24,087,248

Market Activity

Closed Sales
 11 = 13.10%
 Pending Sales
 11 = 13.10%
 Other Off Market
 8 = 9.52%
 Active Inventory
 54 = 64.29%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	16	11	-31.25%	86	64	-25.58%
Pending Sales	15	11	-26.67%	88	74	-15.91%
New Listings	29	17	-41.38%	136	125	-8.09%
Average List Price	252,210	259,882	3.04%	204,251	219,044	7.24%
Average Sale Price	273,456	251,391	-8.07%	202,628	207,742	2.52%
Average Percent of Selling Price to List Price	127.50%	96.65%	-24.20%	102.70%	95.23%	-7.27%
Average Days on Market to Sale	53.19	72.00	35.37%	41.93	56.86	35.60%
Monthly Inventory	55	54	-1.82%	55	54	-1.82%
Months Supply of Inventory	4.10	5.79	41.14%	4.10	5.79	41.14%

Absorption: Last 12 months, an Average of 9 Sales/Month

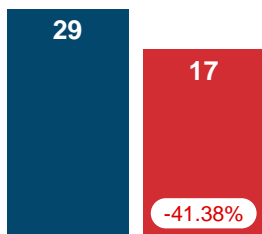
Inventory on July 31, 2023 = 54

2022 2023

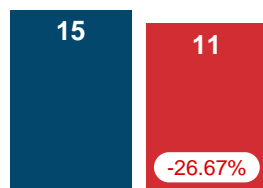
JULY MARKET

AVERAGE PRICES

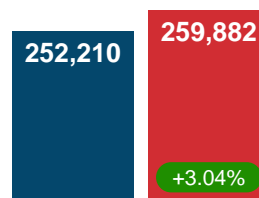
New Listings



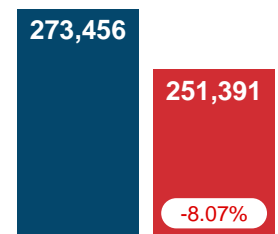
Pending Listings



List Price



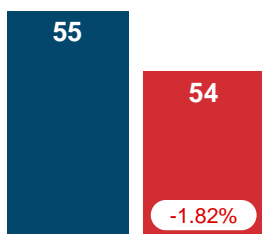
Sale Price



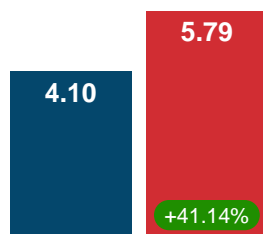
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

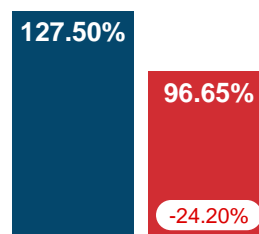
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

