

# July 2023



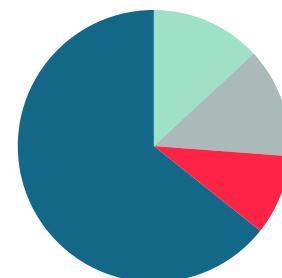
Area Delimited by County Of Sequoyah - Residential Property Type



## 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%
Median List Price	237,450	249,000	4.86%
Median Sale Price	247,500	248,000	0.20%
Median Percent of Selling Price to List Price	95.95%	97.06%	1.15%
Median Days on Market to Sale	30.00	40.00	33.33%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **0.20%** in July 2023 to \$248,000 versus the previous year at \$247,500.

#### Median Days on Market Lengthens

The median number of **40.00** days that homes spent on the market before selling increased by 10.00 days or **33.33%** in July 2023 compared to last year's same month at **30.00** DOM.

#### Sales Success for July 2023 is Positive

Overall, with Median Prices going up 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

<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

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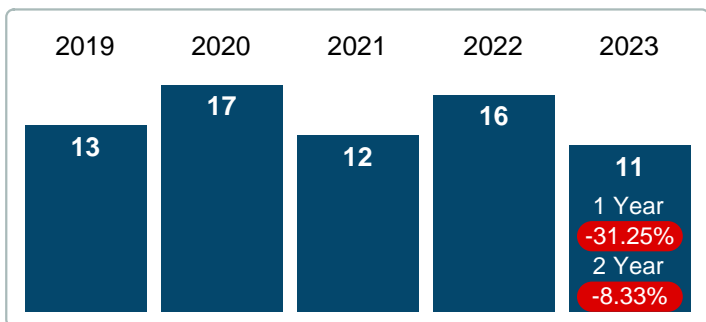
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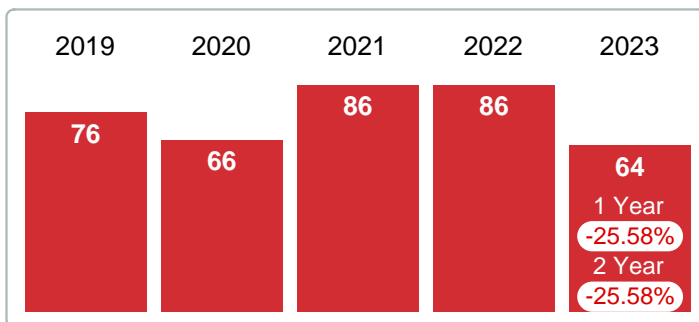
## CLOSED LISTINGS

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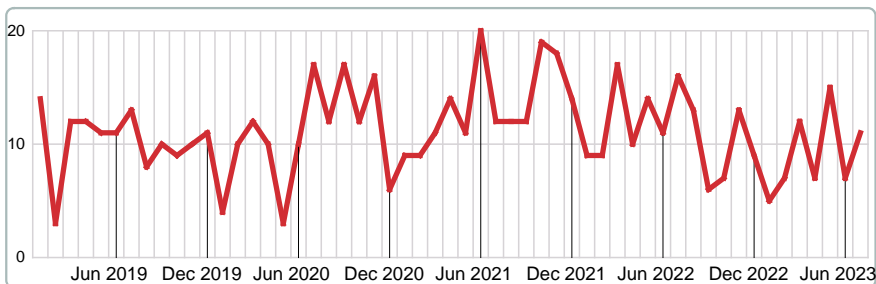
### JULY



### YEAR TO DATE (YTD)

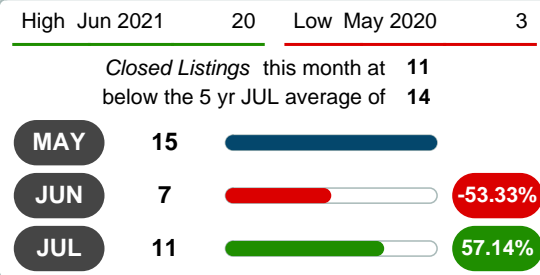


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 14



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	30.0	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
<b>Total Closed Units</b>	<b>11</b>			<b>1</b>	<b>5</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>2,765,300</b>	<b>100%</b>	<b>40.0</b>	<b>137.00K</b>	<b>967.40K</b>	<b>1.66M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$248,000</b>			<b>\$137,000</b>	<b>\$162,000</b>	<b>\$260,000</b>	<b>\$0</b>

# July 2023



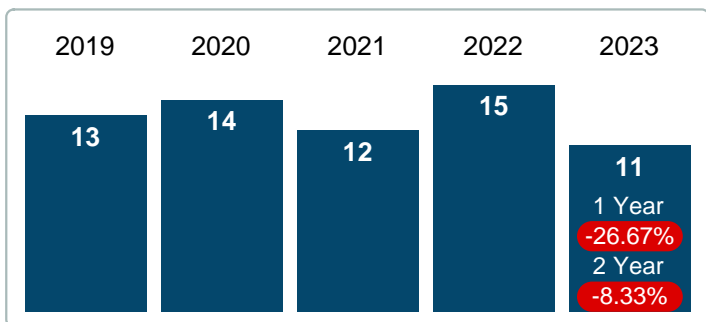
Area Delimited by County Of Sequoyah - Residential Property Type



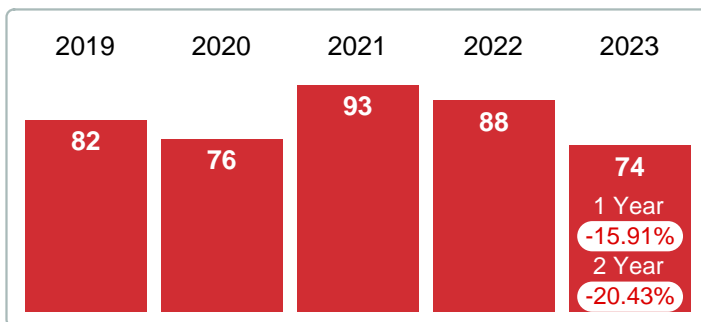
## PENDING LISTINGS

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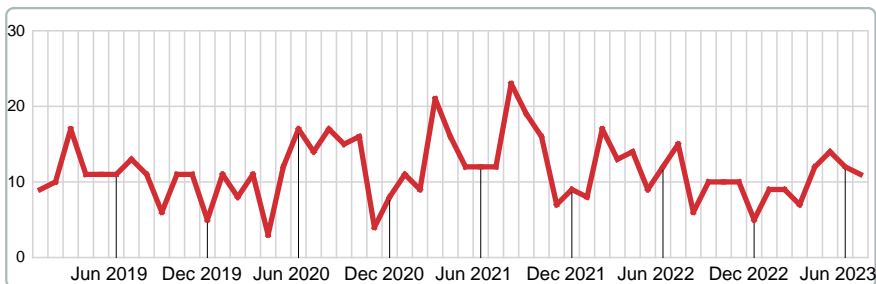
### JULY



### YEAR TO DATE (YTD)

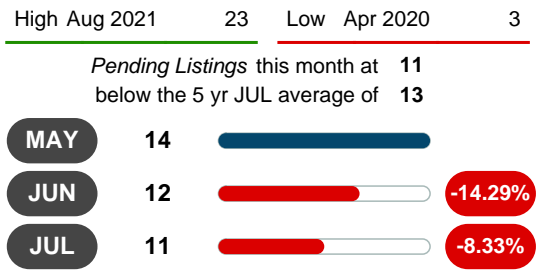


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 13



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	1	9.09%	153.0	1	0	0	0
\$125,001 - \$150,000	2	18.18%	71.0	1	1	0	0
\$150,001 - \$175,000	1	9.09%	63.0	1	0	0	0
\$175,001 - \$250,000	3	27.27%	105.0	0	3	0	0
\$250,001 - \$325,000	1	9.09%	11.0	0	0	1	0
\$325,001 - \$375,000	1	9.09%	322.0	0	0	0	1
\$375,001 and up	2	18.18%	19.5	0	2	0	0
<b>Total Pending Units</b>	<b>11</b>			<b>3</b>	<b>6</b>	<b>1</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>2,826,500</b>	<b>100%</b>	<b>96.0</b>	<b>317.80K</b>	<b>1.89M</b>	<b>265.00K</b>	<b>349.90K</b>
<b>Median Listing Price</b>	<b>\$249,900</b>			<b>\$140,000</b>	<b>\$249,950</b>	<b>\$265,000</b>	<b>\$349,900</b>

# July 2023



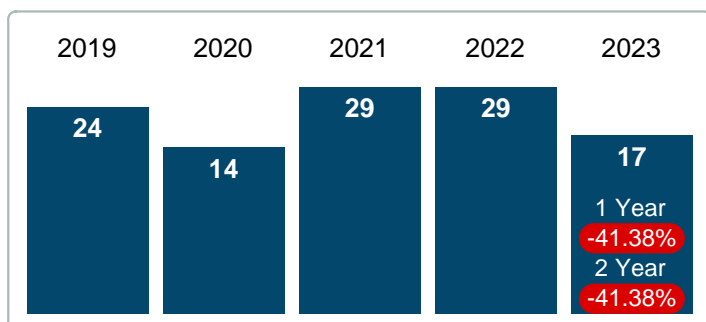
Area Delimited by County Of Sequoyah - Residential Property Type



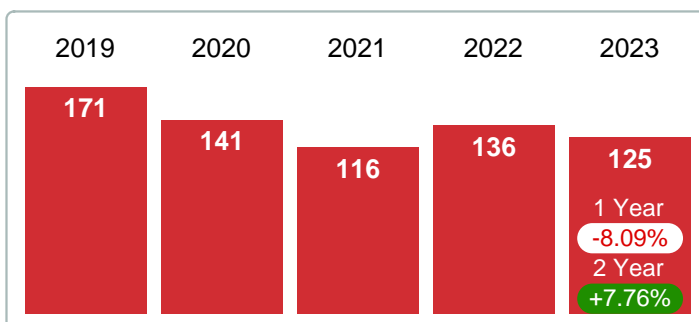
## NEW LISTINGS

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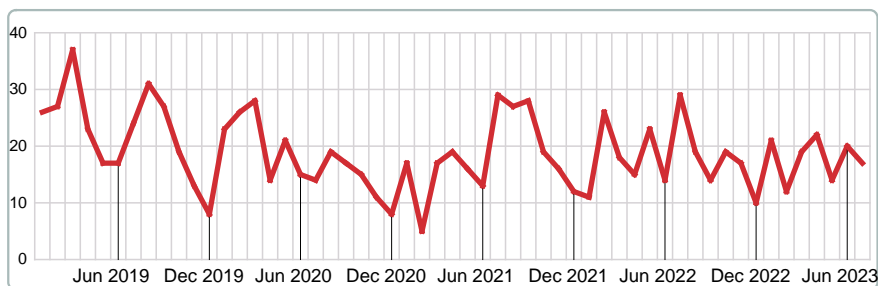
### JULY



### YEAR TO DATE (YTD)

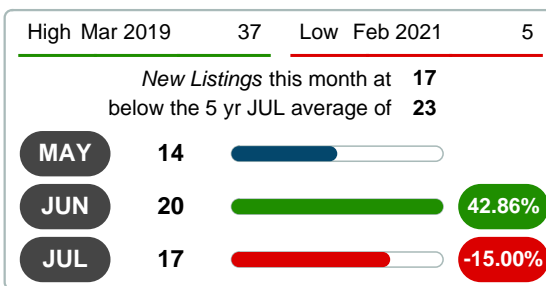


### 5 YEAR MARKET ACTIVITY TRENDS



### 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 - \$175,000	3	17.65%	2	1	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0
\$175,001 - \$275,000	6	35.29%	0	4	2	0
\$275,001 - \$325,000	2	11.76%	0	2	0	0
\$325,001 - \$375,000	3	17.65%	0	1	0	2
\$375,001 and up	2	11.76%	1	1	0	0
<b>Total New Listed Units</b>	<b>17</b>		<b>4</b>	<b>9</b>	<b>2</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>4,342,500</b>	<b>100%</b>	<b>935.80K</b>	<b>2.24M</b>	<b>460.00K</b>	<b>704.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$249,000</b>		<b>\$173,900</b>	<b>\$249,000</b>	<b>\$230,000</b>	<b>\$352,450</b>

# July 2023



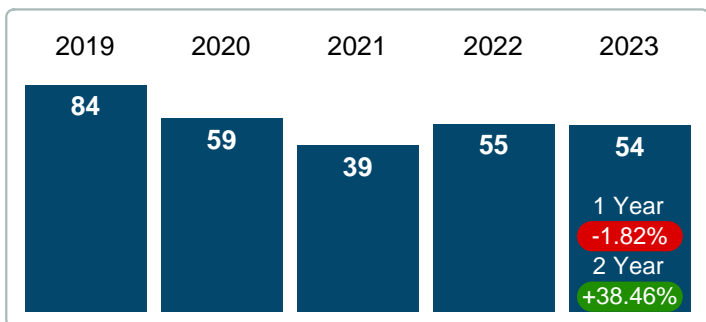
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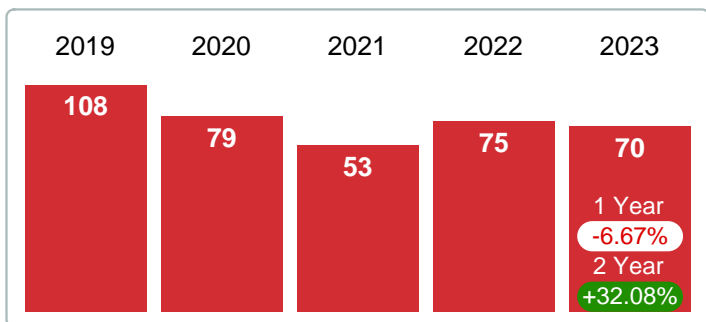
## ACTIVE INVENTORY

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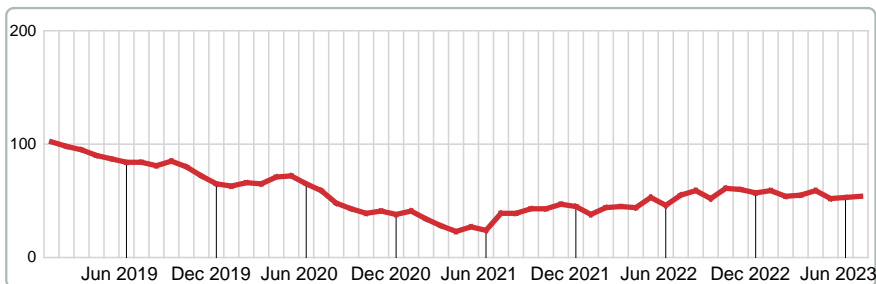
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

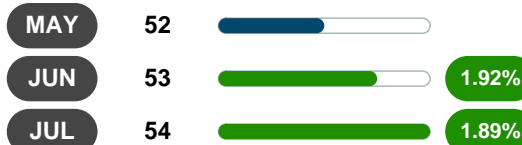


### 3 MONTHS

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



### 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	1.85%	31.0	0	1	0	0
\$75,001 - \$125,000	10	18.52%	75.5	5	4	1	0
\$125,001 - \$150,000	5	9.26%	116.0	1	4	0	0
\$150,001 - \$275,000	15	27.78%	33.0	4	8	3	0
\$275,001 - \$325,000	6	11.11%	36.0	1	3	2	0
\$325,001 - \$525,000	12	22.22%	40.5	3	6	1	2
\$525,001 and up	5	9.26%	47.0	0	2	2	1
<b>Total Active Inventory by Units</b>	<b>54</b>			<b>14</b>	<b>28</b>	<b>9</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>20,521,148</b>	<b>100%</b>	<b>47.5</b>	<b>3.00M</b>	<b>11.16M</b>	<b>4.67M</b>	<b>1.69M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$237,000</b>			<b>\$160,000</b>	<b>\$249,500</b>	<b>\$319,000</b>	<b>\$375,000</b>

# July 2023



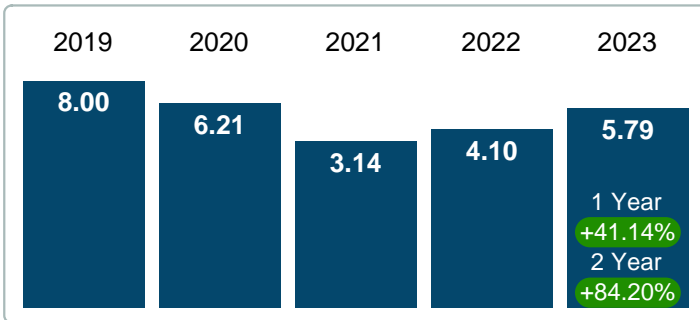
Area Delimited by County Of Sequoyah - Residential Property Type



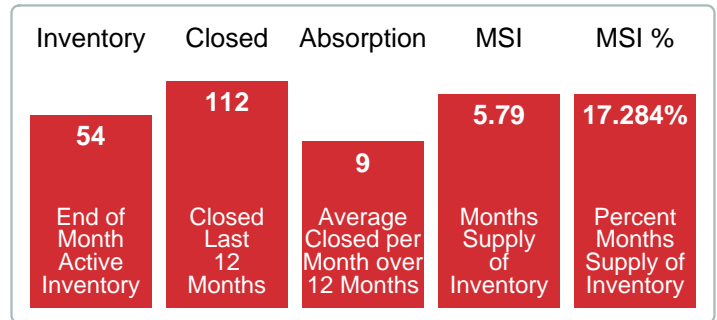
## MONTHS SUPPLY of INVENTORY (MSI)

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

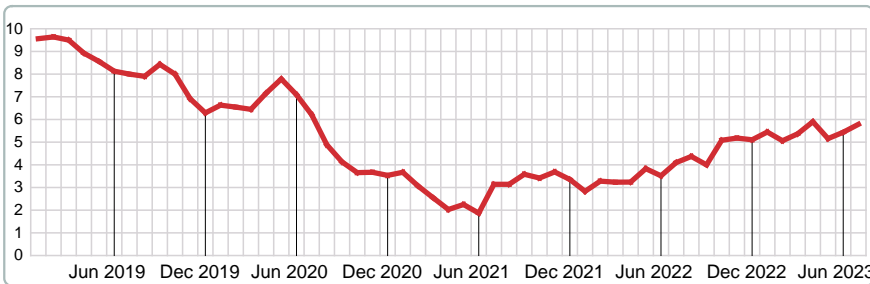
### MSI FOR JULY



### INDICATORS FOR JULY 2023

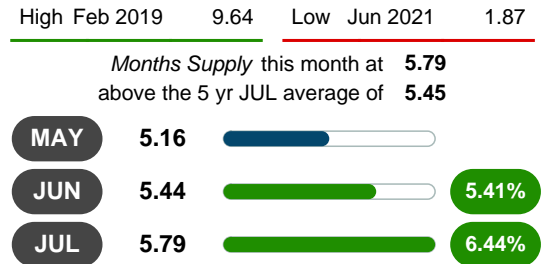


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



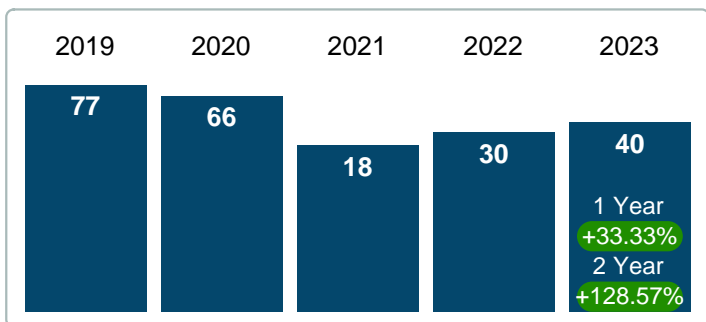
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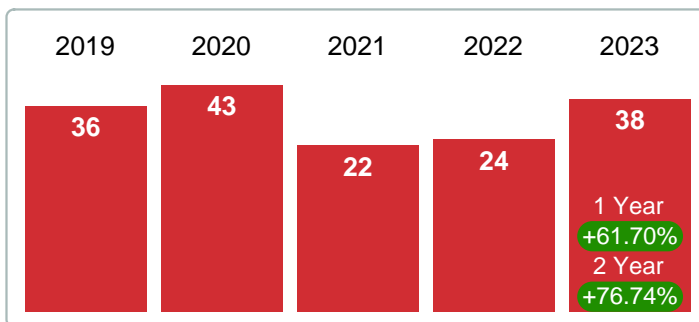
## MEDIAN DAYS ON MARKET TO SALE

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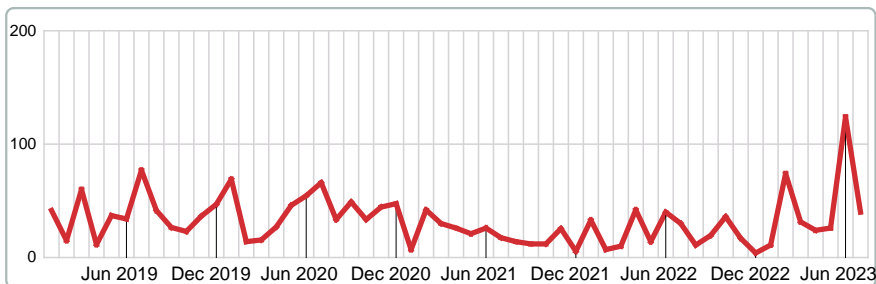
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

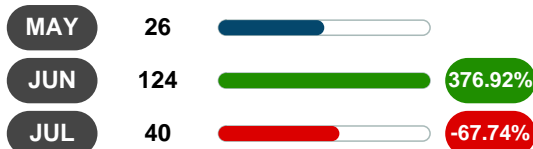


### 3 MONTHS

5 year JUL AVG = 46

High Jun 2023 124 Low Dec 2022 4

Median Days on Market to Sale this month at 40 below the 5 yr JUL average of 46



### 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
\$100,000 and less	0.00%	47	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%	30	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
Median Closed DOM		40	6	131	40	0
Total Closed Units	100%	40.0	1	5	5	
Total Closed Volume		2,765,300	137.00K	967.40K	1.66M	0.00B



# July 2023



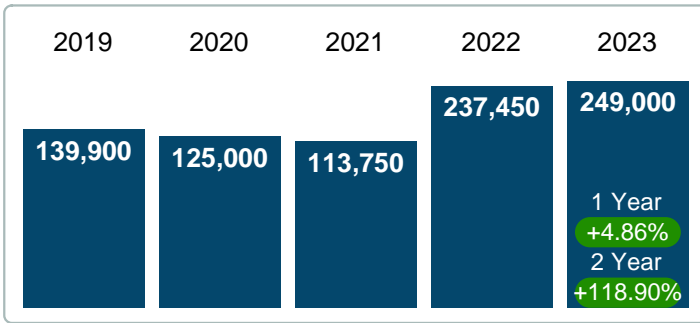
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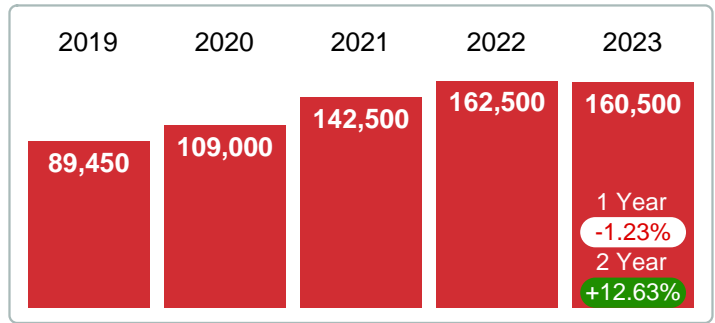
## MEDIAN LIST PRICE AT CLOSING

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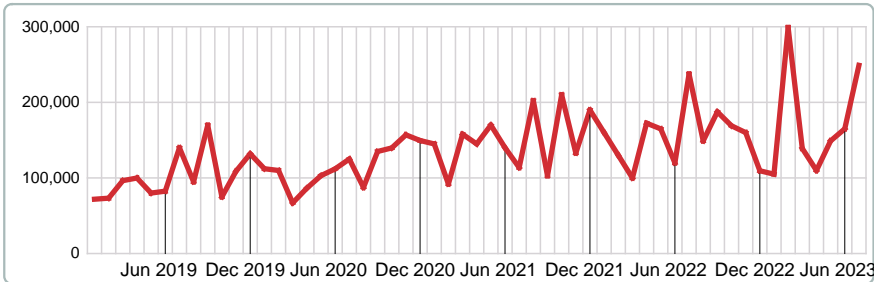
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

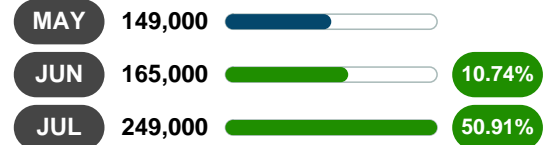


### 3 MONTHS

5 year JUL AVG = 173,020

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

Median List Price at Closing this month at **249,000**  
above the 5 yr JUL average of **173,020**



### 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
\$100,000 and less	0.00%	40	0	0	0	0
\$100,001 - \$125,000	9.09%	119,000	0	119,000	0	0
\$125,001 - \$150,000	18.18%	134,450	139,900	129,000	0	0
\$150,001 - \$250,000	27.27%	169,900	0	206,000	169,900	0
\$250,001 - \$275,000	18.18%	272,000	0	0	272,000	0
\$275,001 - \$325,000	18.18%	312,500	0	325,000	300,000	0
\$325,001 and up	9.09%	719,900	0	0	719,900	0
<b>Median List Price</b>		<b>249,000</b>	<b>139,900</b>	<b>163,000</b>	<b>275,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>249,000</b>	<b>1</b>	<b>5</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,858,700</b>	<b>139.90K</b>	<b>985.00K</b>	<b>1.73M</b>	<b>0.00B</b>



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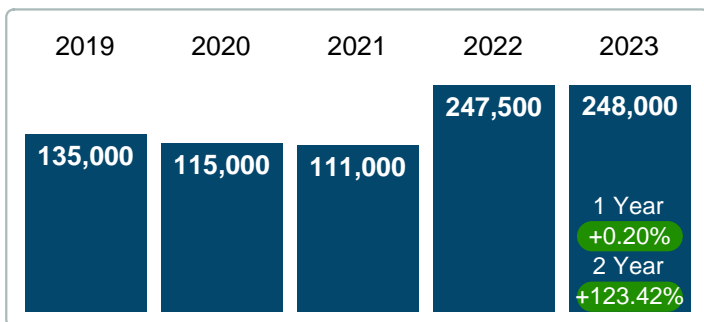
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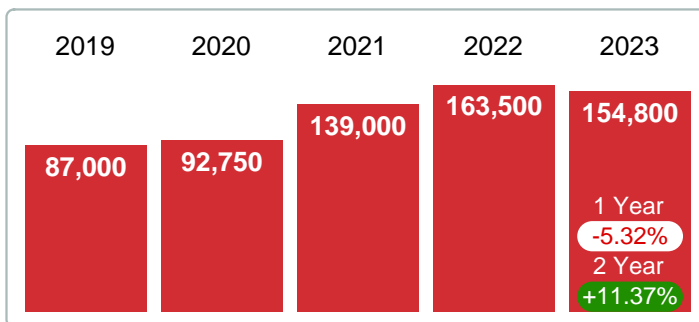
## MEDIAN SOLD PRICE AT CLOSING

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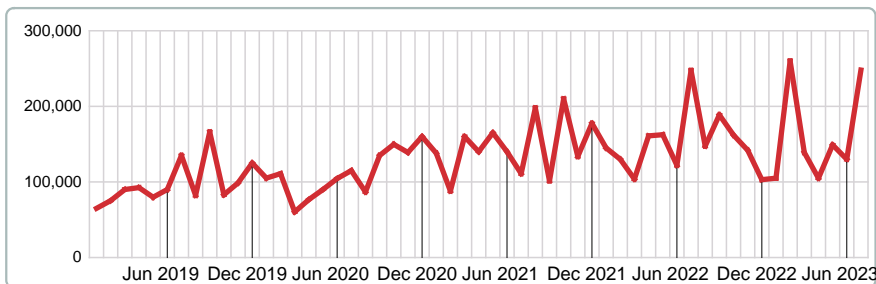
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

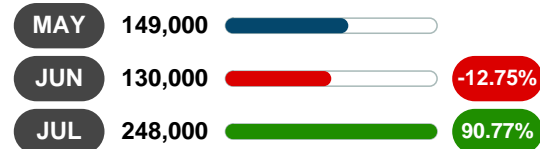


### 3 MONTHS

5 year JUL AVG = 171,300

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

Median Sold Price at Closing this month at **248,000** above the 5 yr JUL average of **171,300**



### 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
\$100,000 and less	0	0.00%	719,900	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%	164,900	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
Median Sold Price			248,000	137,000	162,000	260,000	0
Total Closed Units		100%	248,000	1	5	5	
Total Closed Volume			2,765,300	137.00K	967.40K	1.66M	0.00B

# July 2023



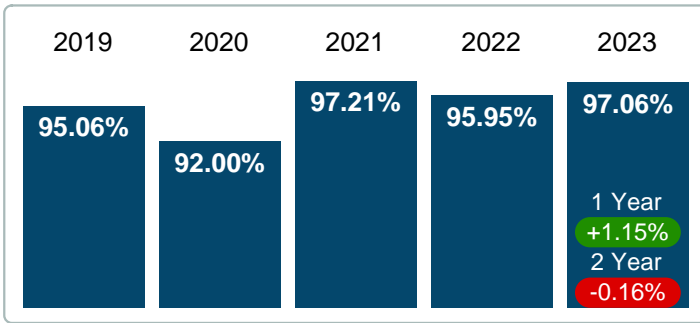
Area Delimited by County Of Sequoyah - Residential Property Type



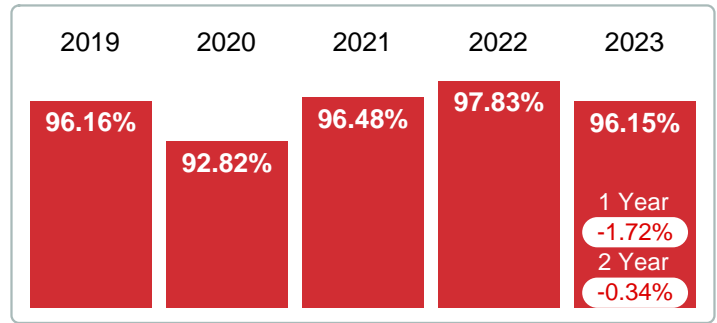
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

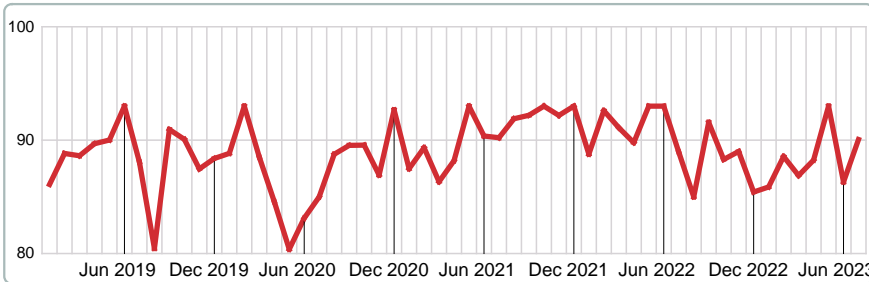
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

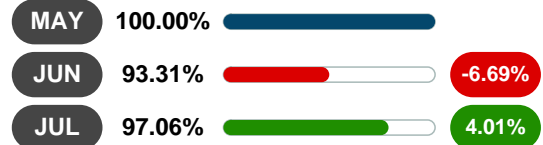


### 3 MONTHS

5 year JUL AVG = 95.46%

High May 2023 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **97.06%** above the 5 yr JUL average of **95.46%**



## 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
\$100,000 and less	0	0.00%	96.00%	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%	99.39%	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%
Median Sold/List Ratio			97.06%	97.93%	99.60%	96.65%	0.00%
Total Closed Units		100%	97.06%	1	5	5	
Total Closed Volume				137.00K	967.40K	1.66M	0.00B

# July 2023



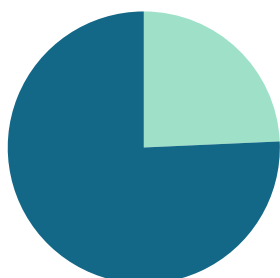
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

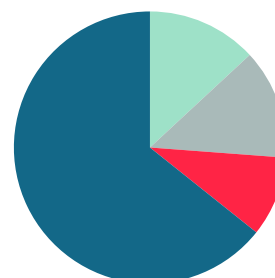


**Inventory**  
 New Listings  
 17 = 24.29%  
 Start Inventory  
 53  
 Total Inventory Units  
 70  
 Volume  
 \$24,087,248

### 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%
Median List Price	237,450	249,000	4.86%	162,500	160,500	-1.23%
Median Sale Price	247,500	248,000	0.20%	163,500	154,800	-5.32%
Median Percent of Selling Price to List Price	95.95%	97.06%	1.15%	97.83%	96.15%	-1.72%
Median Days on Market to Sale	30.00	40.00	33.33%	23.50	38.00	61.70%
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

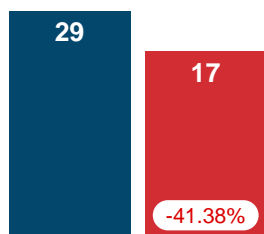
**Inventory on July 31, 2023 = 54**

2022 2023

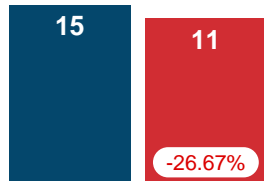
### JULY MARKET

### MEDIAN PRICES

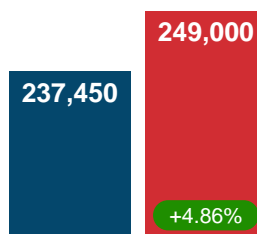
#### New Listings



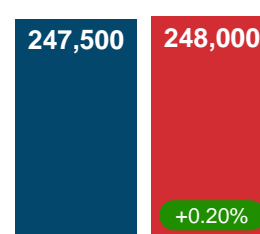
#### Pending Listings



#### List Price



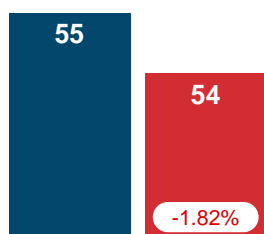
#### Sale Price



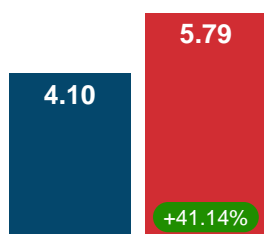
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

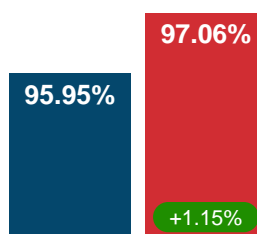
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

