

June 2023



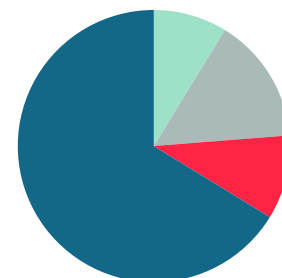
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	June 2023	+/-%
Closed Listings	11	7	-36.36%
Pending Listings	12	12	0.00%
New Listings	14	20	42.86%
Average List Price	143,800	163,114	13.43%
Average Sale Price	142,609	149,001	4.48%
Average Percent of Selling Price to List Price	95.51%	88.53%	-7.31%
Average Days on Market to Sale	41.91	110.71	164.18%
End of Month Inventory	46	53	15.22%
Months Supply of Inventory	3.52	5.44	54.61%



■ Closed (8.75%)
■ Pending (15.00%)
■ Other OffMarket (10.00%)
■ Active (66.25%)

Absorption: Last 12 months, an Average of **10 Sales/Month Active Inventory** as of June 30, 2023 = **53**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2023 rose **15.22%** to 53 existing homes available for sale. Over the last 12 months this area has had an average of 10 closed sales per month. This represents an unsold inventory index of **5.44** 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 **4.48%** in June 2023 to \$149,001 versus the previous year at \$142,609.

Average Days on Market Lengthens

The average number of **110.71** days that homes spent on the market before selling increased by 68.81 days or **164.18%** in June 2023 compared to last year's same month at **41.91** DOM.

Sales Success for June 2023 is Positive

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

There were 20 New Listings in June 2023, up **42.86%** from last year at 14. Furthermore, there were 7 Closed Listings this month versus last year at 11, a **-36.36%** decrease.

Closed versus Listed trends yielded a **35.0%** ratio, down from previous year's, June 2022, at **78.6%**, a **55.45%** downswing. This will certainly create pressure on an increasing Monthly 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

June 2023



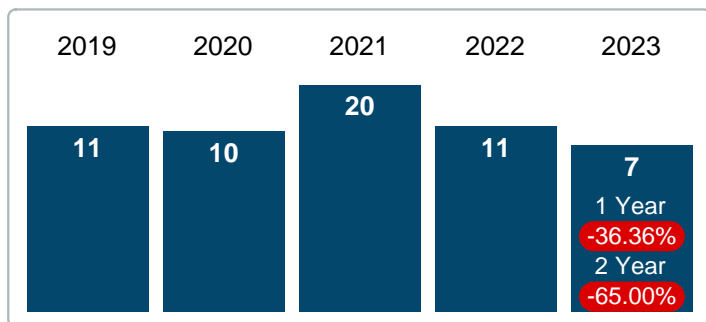
Area Delimited by County Of Sequoyah - Residential Property Type



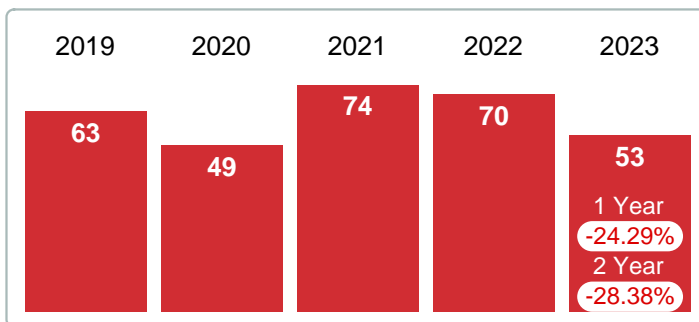
CLOSED LISTINGS

Report produced on Jul 13, 2023 for MLS Technology Inc.

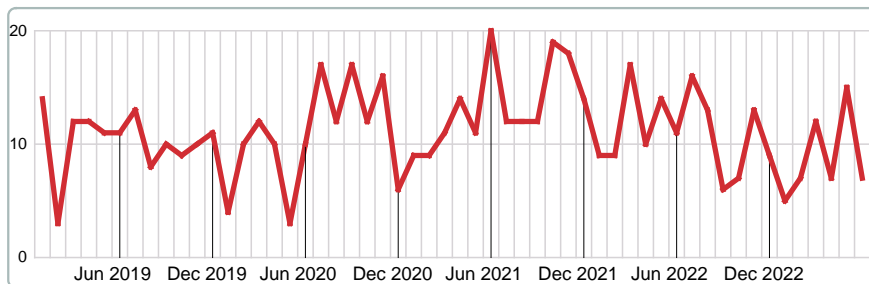
JUNE



YEAR TO DATE (YTD)

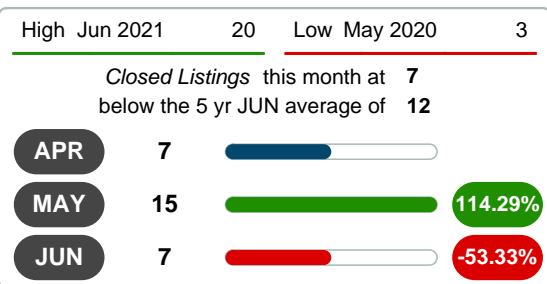


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 12



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 - \$80,000	2	28.57%	62.5	0	2	0	0
\$80,001 - \$80,000	0	0.00%	0.0	0	0	0	0
\$80,001 - \$160,000	2	28.57%	146.0	1	1	0	0
\$160,001 - \$270,000	1	14.29%	41.0	0	1	0	0
\$270,001 - \$290,000	2	28.57%	158.5	0	2	0	0
\$290,001 and up	0	0.00%	0.0	0	0	0	0
Total Closed Units	7			1	6	0	0
Total Closed Volume	1,043,009	100%	110.7	81.00K	962.01K	0.00B	0.00B
Average Closed Price	\$149,001			\$81,000	\$160,335	\$0	\$0

June 2023



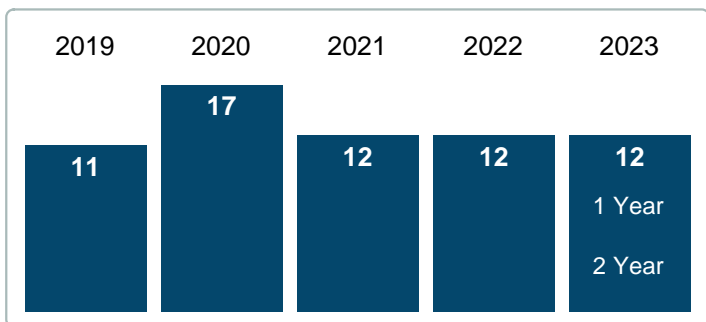
Area Delimited by County Of Sequoyah - Residential Property Type



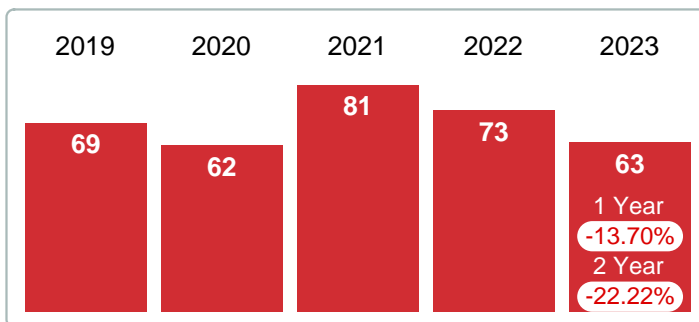
PENDING LISTINGS

Report produced on Jul 13, 2023 for MLS Technology Inc.

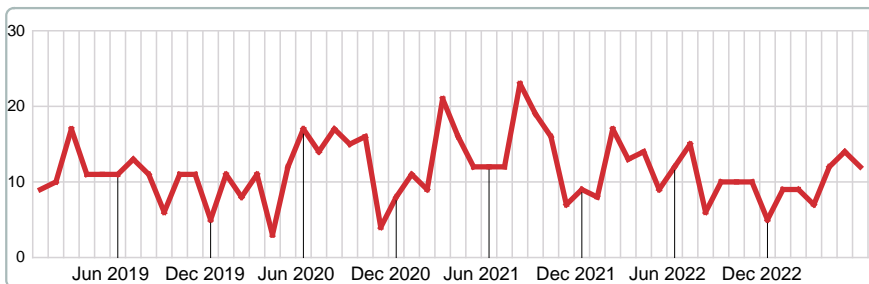
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

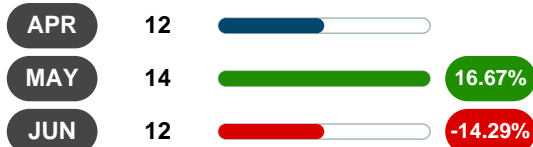


3 MONTHS

5 year JUN AVG = 13

High Aug 2021 23 Low Apr 2020 3

Pending Listings this month at 12 below the 5 yr JUN 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
\$100,000 and less	1	8.33%	2.0	0	1	0	0
\$100,001 - \$125,000	1	8.33%	12.0	0	1	0	0
\$125,001 - \$175,000	3	25.00%	85.0	1	1	1	0
\$175,001 - \$275,000	2	16.67%	97.0	0	1	1	0
\$275,001 - \$325,000	3	25.00%	98.0	0	2	1	0
\$325,001 - \$575,000	0	0.00%	0.0	0	0	0	0
\$575,001 and up	2	16.67%	90.5	0	0	1	1
Total Pending Units	12			1	6	4	1
Total Pending Volume	3,354,200	100%	139.0	139.90K	1.12M	1.49M	599.90K
Average Listing Price	\$299,000			\$139,900	\$186,750	\$373,475	\$599,900

June 2023



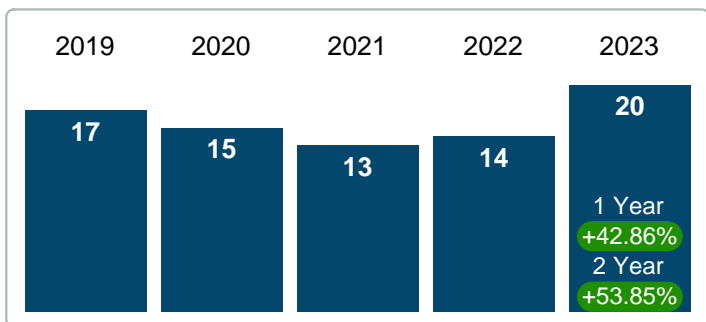
Area Delimited by County Of Sequoyah - Residential Property Type



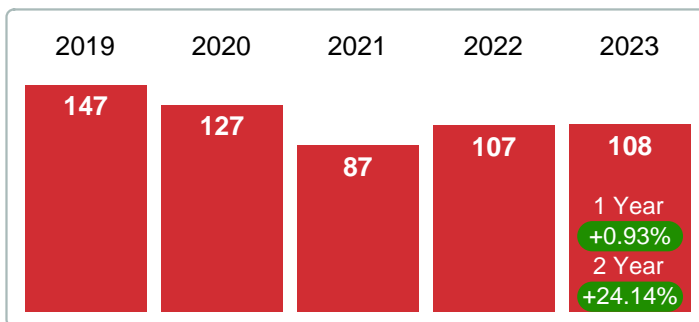
NEW LISTINGS

Report produced on Jul 13, 2023 for MLS Technology Inc.

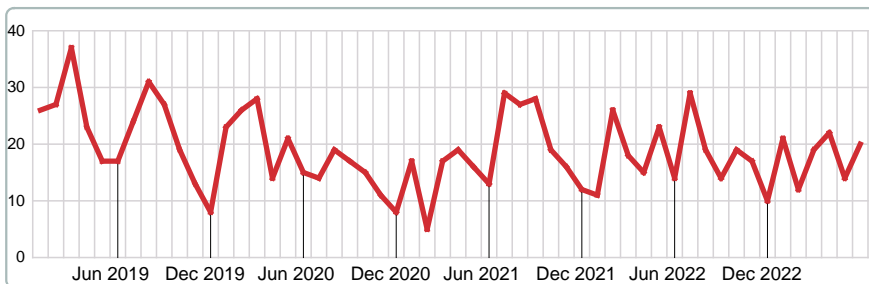
JUNE



YEAR TO DATE (YTD)

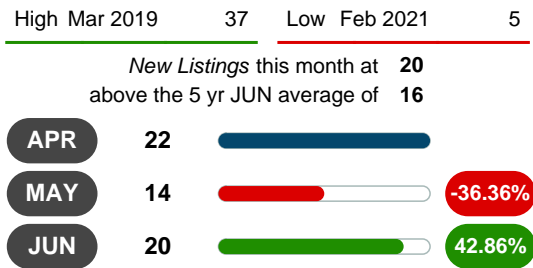


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 16



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	2	10.00%	0	2	0	0
\$90,001 - \$100,000	3	15.00%	1	1	1	0
\$100,001 - \$180,000	2	10.00%	1	1	0	0
\$180,001 - \$320,000	4	20.00%	2	1	1	0
\$320,001 - \$470,000	4	20.00%	0	2	2	0
\$470,001 - \$2,490,000	3	15.00%	0	2	0	1
\$2,490,001 and up	2	10.00%	0	1	1	0
Total New Listed Units	20		4	10	5	1
Total New Listed Volume	11,802,198	100%	703.80K	7.04M	3.46M	599.90K
Average New Listed Listing Price	\$0		\$175,950	\$703,580	\$692,540	\$599,900

June 2023



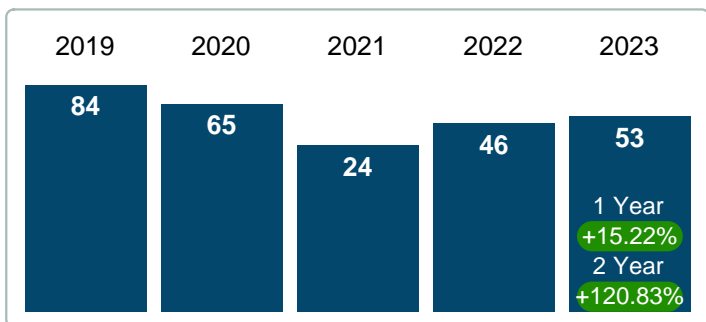
Area Delimited by County Of Sequoyah - Residential Property Type



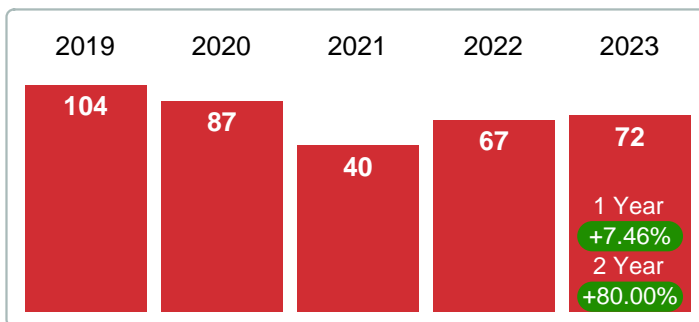
ACTIVE INVENTORY

Report produced on Jul 13, 2023 for MLS Technology Inc.

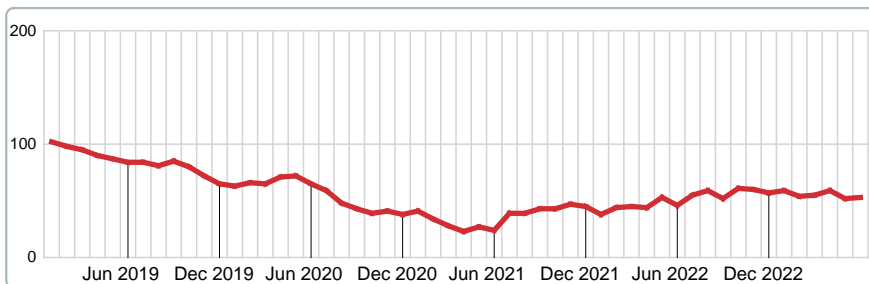
END OF JUNE



ACTIVE DURING JUNE

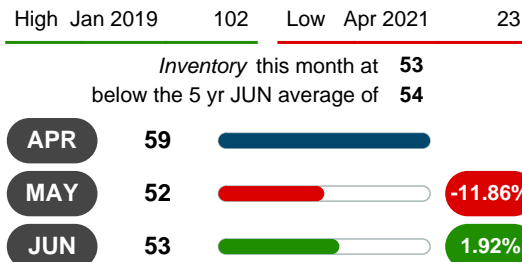


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 54



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	2	3.77%	64.0	1	1	0	0
\$75,001 - \$100,000	9	16.98%	66.4	3	5	1	0
\$100,001 - \$150,000	9	16.98%	98.9	3	6	0	0
\$150,001 - \$250,000	12	22.64%	95.0	5	5	2	0
\$250,001 - \$325,000	5	9.43%	38.6	1	3	1	0
\$325,001 - \$550,000	11	20.75%	60.1	2	5	3	1
\$550,001 and up	5	9.43%	57.2	0	2	2	1
Total Active Inventory by Units	53			15	27	9	2
Total Active Inventory by Volume	19,827,148	100%	73.5	2.76M	10.42M	5.32M	1.33M
Average Active Inventory Listing Price	\$374,097			\$183,960	\$385,787	\$590,733	\$667,450

June 2023



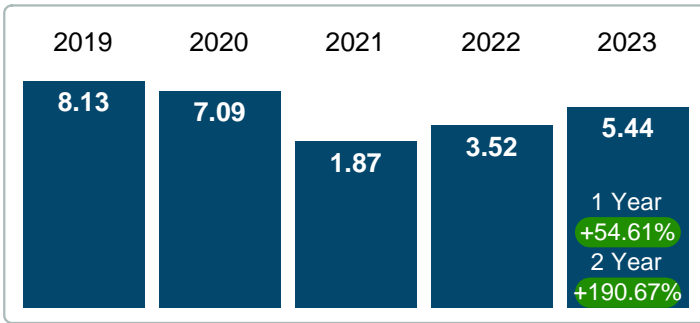
Area Delimited by County Of Sequoyah - Residential Property Type



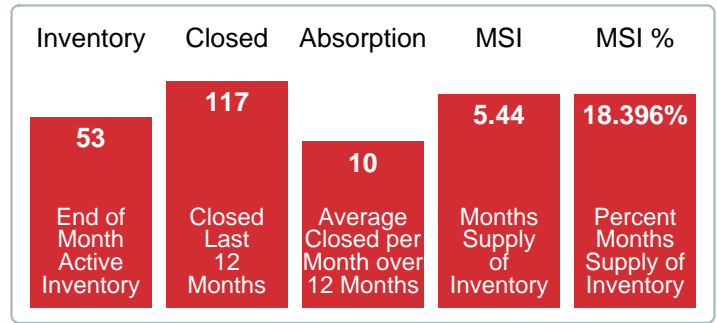
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 13, 2023 for MLS Technology Inc.

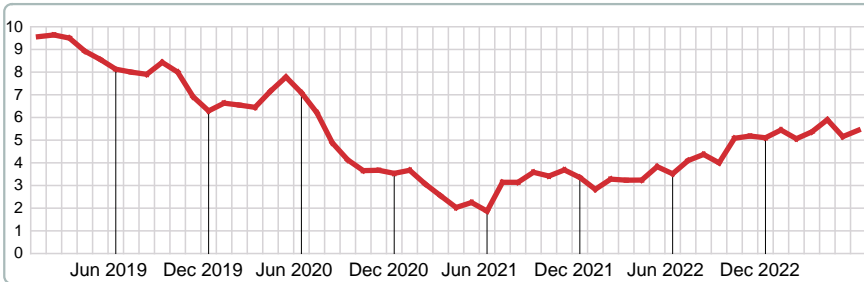
MSI FOR JUNE



INDICATORS FOR JUNE 2023

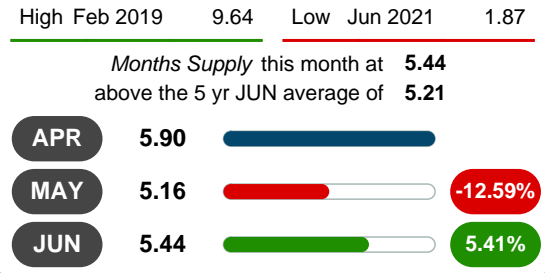


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 5.21



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	2	3.77%	2.00	2.00	2.00	0.00	0.00
\$75,001 - \$100,000	9	16.98%	7.20	4.50	8.57	0.00	0.00
\$100,001 - \$150,000	9	16.98%	3.60	4.50	3.43	0.00	0.00
\$150,001 - \$250,000	12	22.64%	4.36	7.50	3.00	4.80	0.00
\$250,001 - \$325,000	5	9.43%	3.75	6.00	4.50	2.00	0.00
\$325,001 - \$550,000	11	20.75%	18.86	12.00	60.00	9.00	0.00
\$550,001 and up	5	9.43%	15.00	0.00	12.00	12.00	0.00
Market Supply of Inventory (MSI)			5.44	5.29	4.98	6.00	inf
Total Active Inventory by Units		100%	5.44	15	27	9	2

June 2023



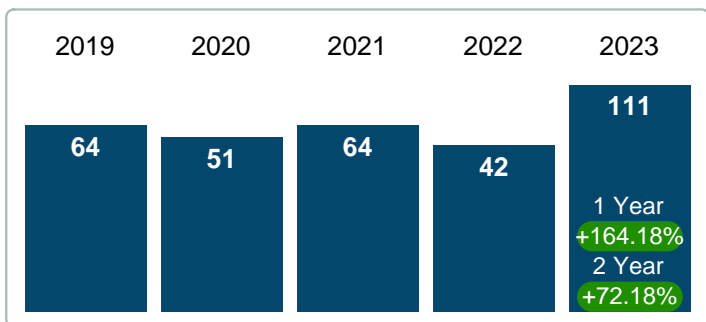
Area Delimited by County Of Sequoyah - Residential Property Type



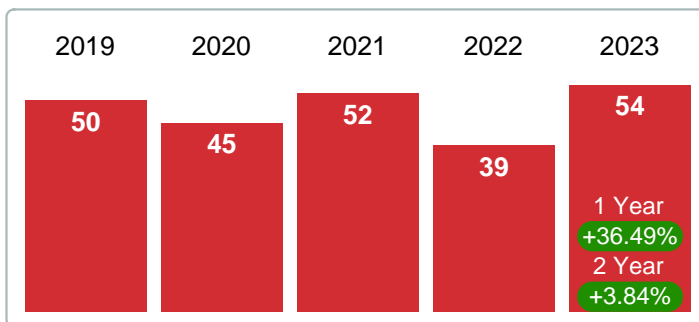
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 13, 2023 for MLS Technology Inc.

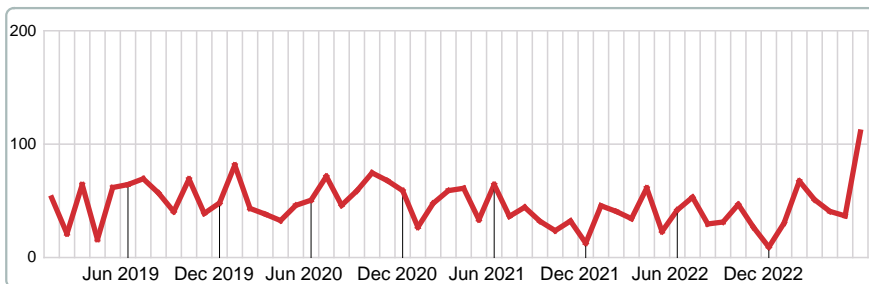
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

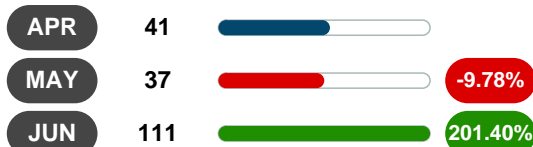


3 MONTHS

5 year JUN AVG = 66

High Jun 2023 111 Low Dec 2022 9

Average Days on Market to Sale this month at 111 above the 5 yr JUN average of 66



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
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$80,000	2	28.57%	0	63	0	0
\$80,001 - \$80,000	0	0.00%	0	0	0	0
\$80,001 - \$160,000	2	28.57%	8	284	0	0
\$160,001 - \$270,000	1	14.29%	0	41	0	0
\$270,001 - \$290,000	2	28.57%	0	159	0	0
\$290,001 and up	0	0.00%	0	0	0	0
Average Closed DOM		111	8	128	0	0
Total Closed Units		7	100%	111		
Total Closed Volume		1,043,009	81.00K	962.01K	0.00B	0.00B

June 2023



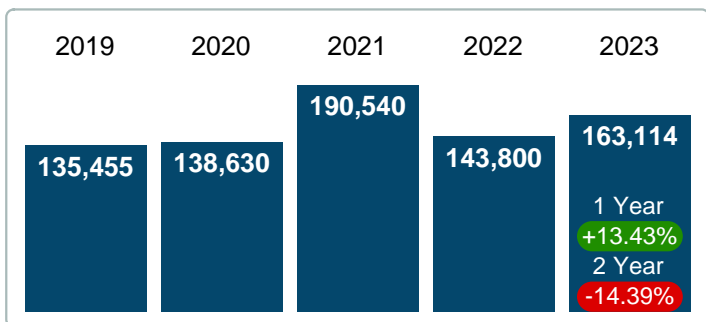
Area Delimited by County Of Sequoyah - Residential Property Type



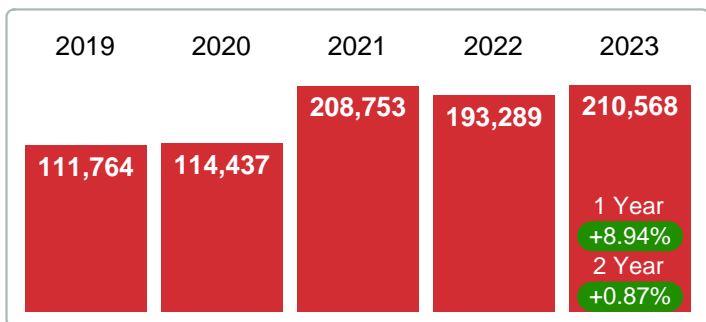
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 13, 2023 for MLS Technology Inc.

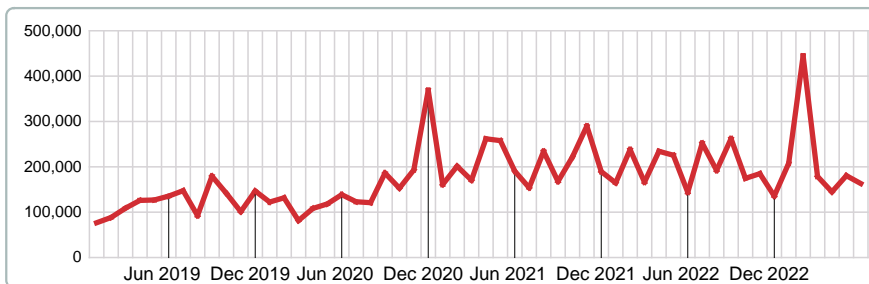
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

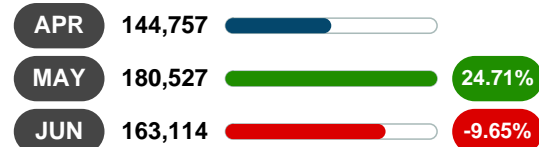


3 MONTHS

5 year JUN AVG = 154,308

High Feb 2023 444,700 Low Jan 2019 76,650

Average List Price at Closing this month at **163,114** above the 5 yr JUN average of **154,308**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	1	14.29%	25,000	0	25,000	0	0
\$75,001-\$75,000	0	0.00%	0	0	0	0	0
\$75,001-\$150,000	2	28.57%	84,450	84,000	124,950	0	0
\$150,001-\$275,000	2	28.57%	180,450	0	195,900	0	0
\$275,001-\$275,000	0	0.00%	0	0	0	0	0
\$275,001 and up	2	28.57%	293,500	0	293,500	0	0
Average List Price			163,114	84,000	176,300	0	0
Total Closed Units		100%	163,114	1	6		
Total Closed Volume			1,141,800	84.00K	1.06M	0.00B	0.00B

June 2023



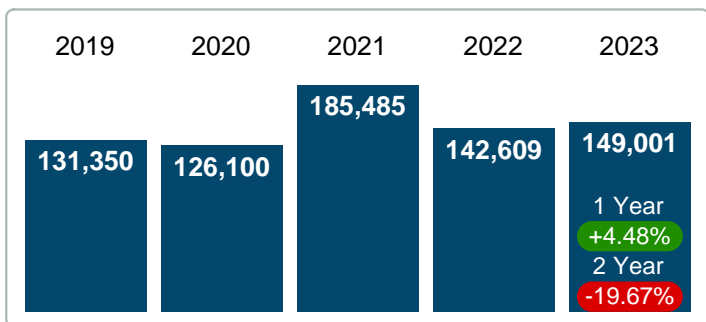
Area Delimited by County Of Sequoyah - Residential Property Type



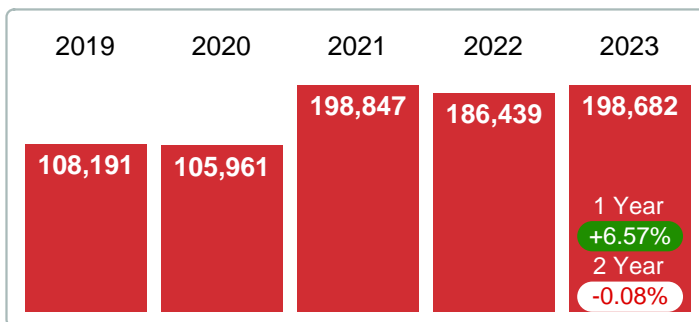
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 13, 2023 for MLS Technology Inc.

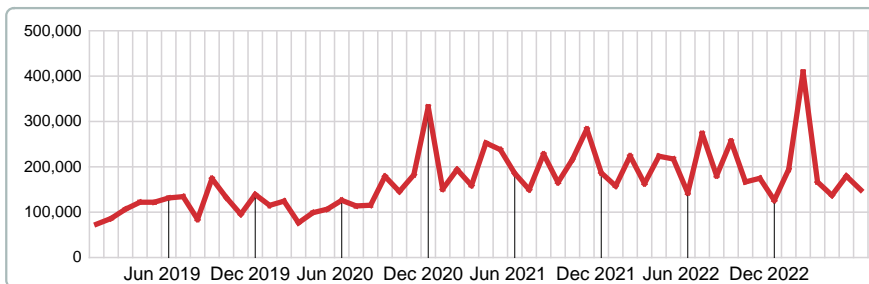
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 146,909

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

Average Sold Price at Closing this month at **149,001**
 above the 5 yr JUN average of **146,909**

APR	137,107	
MAY	179,653	+31.03%
JUN	149,001	-17.06%

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
\$10,000 and less	0	0.00%	0	0	0	0	0
\$10,001 - \$80,000	2	28.57%	49,000	0	49,000	0	0
\$80,001 - \$80,000	0	0.00%	0	0	0	0	0
\$80,001 - \$160,000	2	28.57%	105,500	81,000	130,000	0	0
\$160,001 - \$270,000	1	14.29%	165,009	0	165,009	0	0
\$270,001 - \$290,000	2	28.57%	284,500	0	284,500	0	0
\$290,001 and up	0	0.00%	0	0	0	0	0
Average Sold Price			149,001	81,000	160,335	0	0
Total Closed Units		100%	149,001	1	6		
Total Closed Volume			1,043,009	81.00K	962.01K	0.00B	0.00B

June 2023



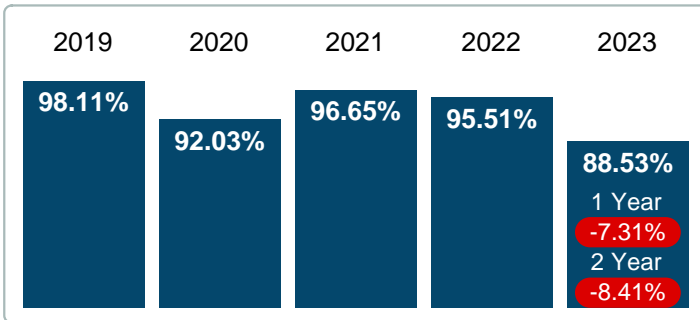
Area Delimited by County Of Sequoyah - Residential Property Type



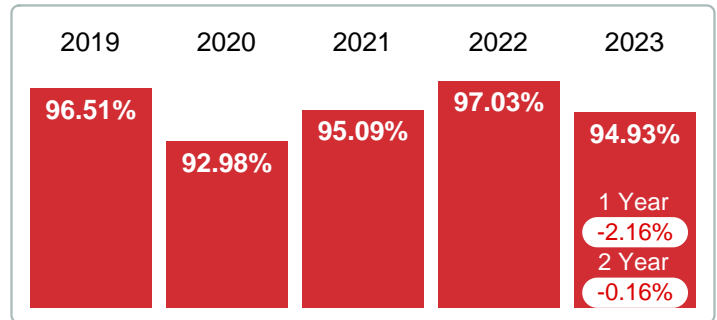
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 13, 2023 for MLS Technology Inc.

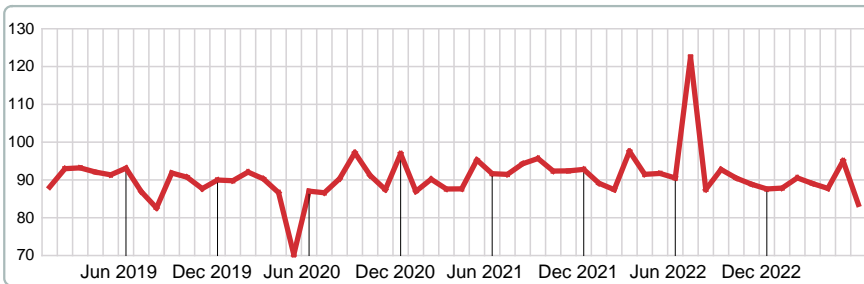
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

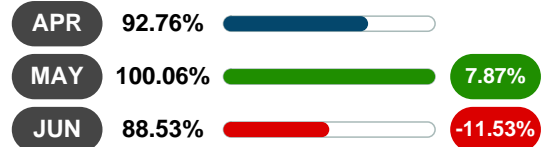


3 MONTHS

5 year JUN AVG = 94.17%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **88.53%**
below the 5 yr JUN average of **94.17%**



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
\$10,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$80,000	2	28.57%	83.11%	0.00%	83.11%	0.00%	0.00%
\$80,001 - \$80,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$80,001 - \$160,000	2	28.57%	87.61%	96.43%	78.79%	0.00%	0.00%
\$160,001 - \$270,000	1	14.29%	84.23%	0.00%	84.23%	0.00%	0.00%
\$270,001 - \$290,000	2	28.57%	97.00%	0.00%	97.00%	0.00%	0.00%
\$290,001 and up	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Average Sold/List Ratio		88.50%		96.43%	87.21%	0.00%	0.00%
Total Closed Units		7	100%	1	6		
Total Closed Volume		1,043,009		81.00K	962.01K	0.00B	0.00B

June 2023



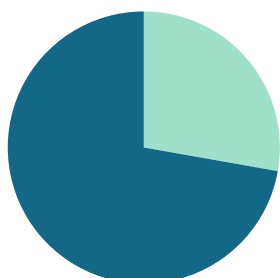
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

INVENTORY

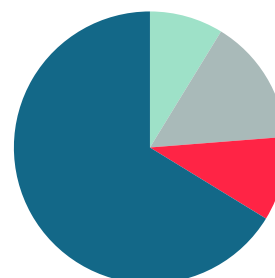


Inventory
 New Listings
20 = 27.78%
 Start Inventory
52
 Total Inventory Units
72
 Volume
\$24,662,848

Market Activity

Closed Sales
7 = 8.75%
 Pending Sales
12 = 15.00%
 Other Off Market
8 = 10.00%
 Active Inventory
53 = 66.25%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	11	7	-36.36%	70	53	-24.29%
Pending Sales	12	12	0.00%	73	63	-13.70%
New Listings	14	20	42.86%	107	108	0.93%
Average List Price	143,800	163,114	13.43%	193,289	210,568	8.94%
Average Sale Price	142,609	149,001	4.48%	186,439	198,682	6.57%
Average Percent of Selling Price to List Price	95.51%	88.53%	-7.31%	97.03%	94.93%	-2.16%
Average Days on Market to Sale	41.91	110.71	164.18%	39.36	53.72	36.49%
Monthly Inventory	46	53	15.22%	46	53	15.22%
Months Supply of Inventory	3.52	5.44	54.61%	3.52	5.44	54.61%

Absorption: Last 12 months, an Average of **10** Sales/Month

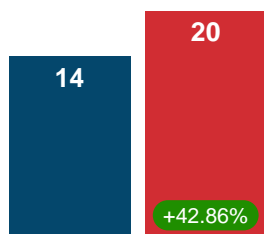
Inventory on June 30, 2023 = 53

2022 2023

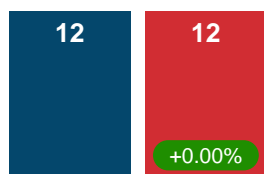
JUNE MARKET

AVERAGE PRICES

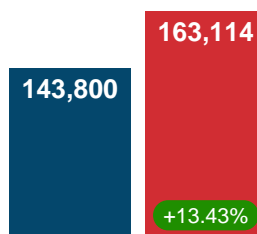
New Listings



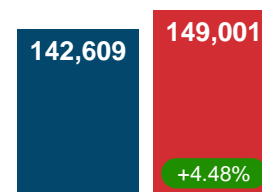
Pending Listings



List Price



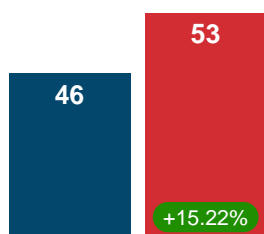
Sale Price



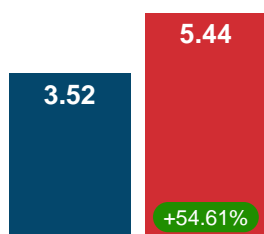
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

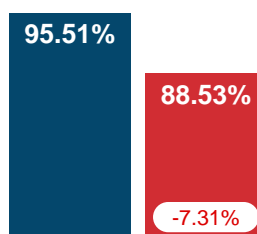
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

