

June 2023



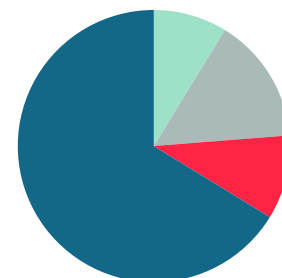
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	119,900	165,000	37.61%
Median Sale Price	122,000	130,000	6.56%
Median Percent of Selling Price to List Price	100.00%	93.31%	-6.69%
Median Days on Market to Sale	40.00	124.00	210.00%
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.

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 **6.56%** in June 2023 to \$130,000 versus the previous year at \$122,000.

Median Days on Market Lengthens

The median number of **124.00** days that homes spent on the market before selling increased by 84.00 days or **210.00%** in June 2023 compared to last year's same month at **40.00** DOM.

Sales Success for June 2023 is Positive

Overall, with Median 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.

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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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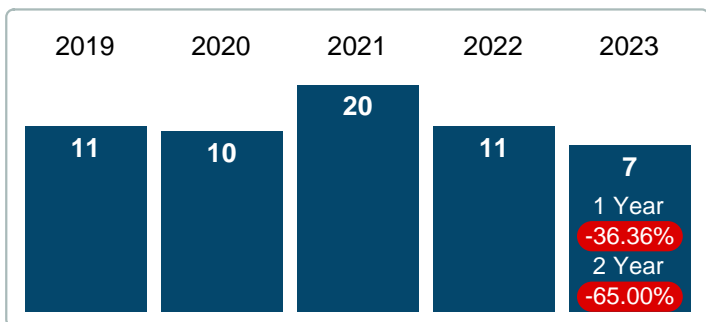
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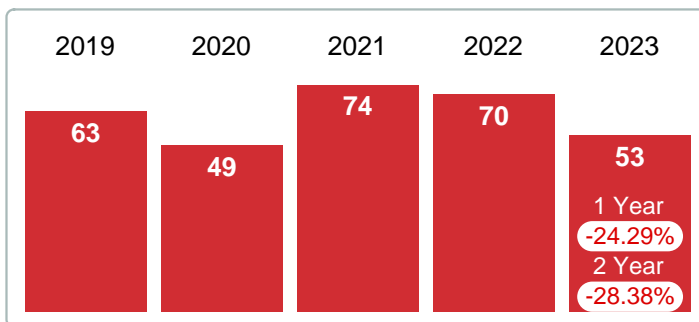
CLOSED LISTINGS

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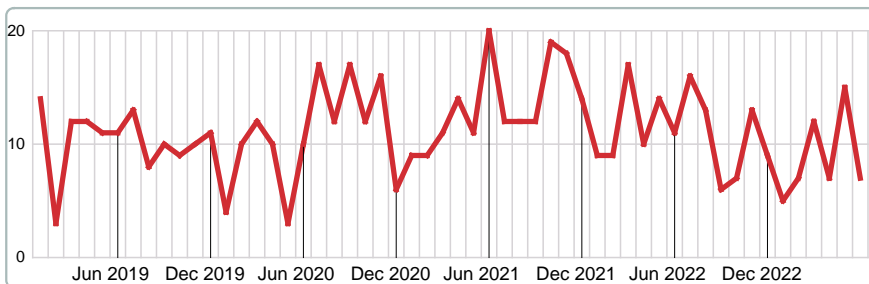
JUNE



YEAR TO DATE (YTD)

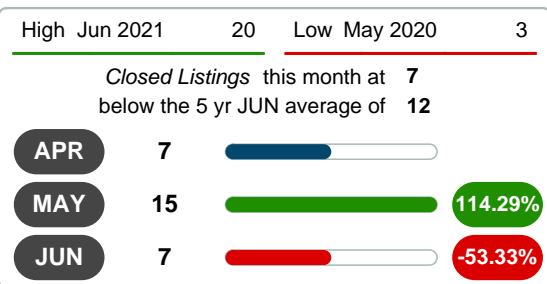


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 12



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	62.5	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%	158.5	0	0	0	0
Total Closed Units	7			1	6	0	0
Total Closed Volume	1,043,009	100%	124.0	81.00K	962.01K	0.00B	0.00B
Median Closed Price	\$130,000			\$81,000	\$147,505	\$0	\$0

June 2023



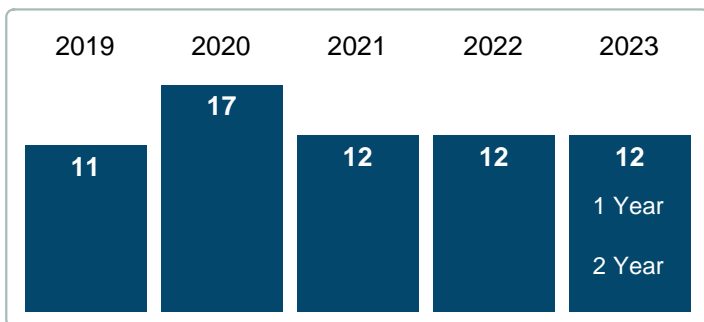
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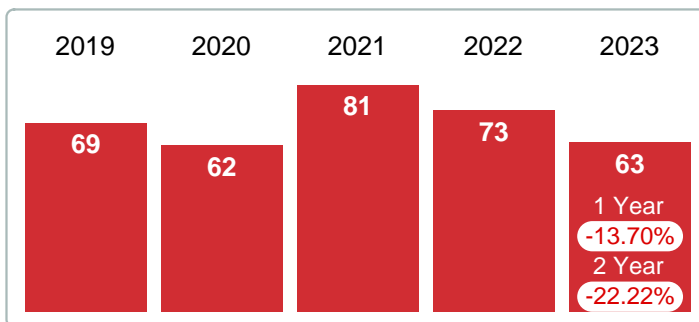
PENDING LISTINGS

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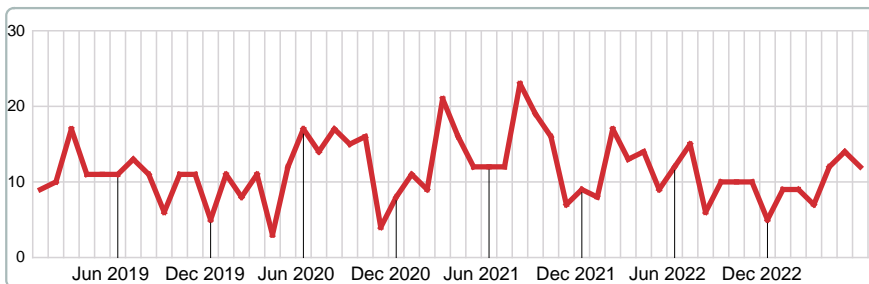
JUNE



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

- APR 12
- MAY 14 16.67%
- JUN 12 -14.29%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	75.0	1	1	1	0
\$175,001 - \$275,000	2	16.67%	97.0	0	1	1	0
\$275,001 - \$325,000	3	25.00%	131.0	0	2	1	0
\$325,001 - \$575,000	0	0.00%	131.0	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%	72.0	139.90K	1.12M	1.49M	599.90K
Median Listing Price	\$229,250			\$139,900	\$159,250	\$284,500	\$599,900

June 2023



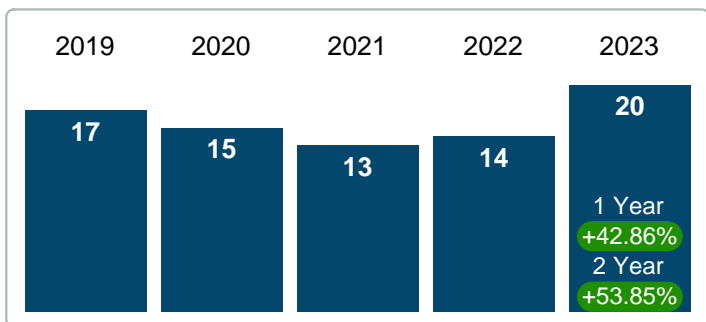
Area Delimited by County Of Sequoyah - Residential Property Type



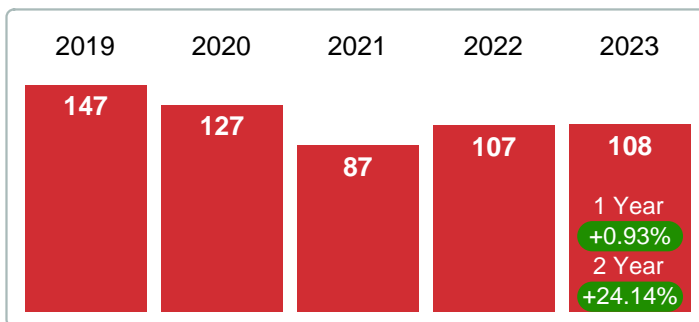
NEW LISTINGS

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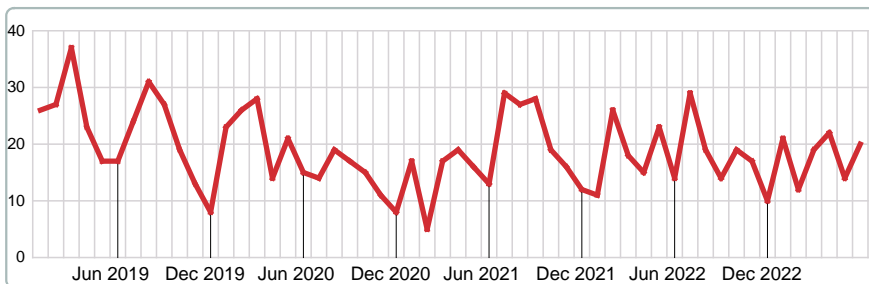
JUNE



YEAR TO DATE (YTD)

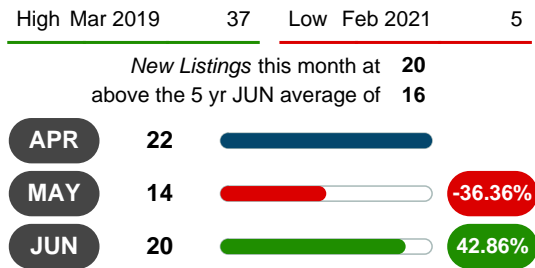


5 YEAR MARKET ACTIVITY TRENDS



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
\$75,000 and less	2	10.00%	0	2	0	0
\$75,001 - \$100,000	3	15.00%	1	1	1	0
\$100,001 - \$175,000	2	10.00%	1	1	0	0
\$175,001 - \$325,000	4	20.00%	2	1	1	0
\$325,001 - \$475,000	5	25.00%	0	3	2	0
\$475,001 - \$2,475,000	2	10.00%	0	1	0	1
\$2,475,001 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
Median New Listed Listing Price	\$279,450		\$162,450	\$304,000	\$329,900	\$599,900

June 2023



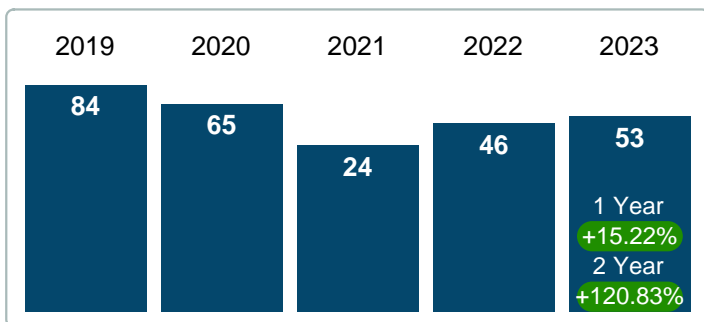
Area Delimited by County Of Sequoyah - Residential Property Type



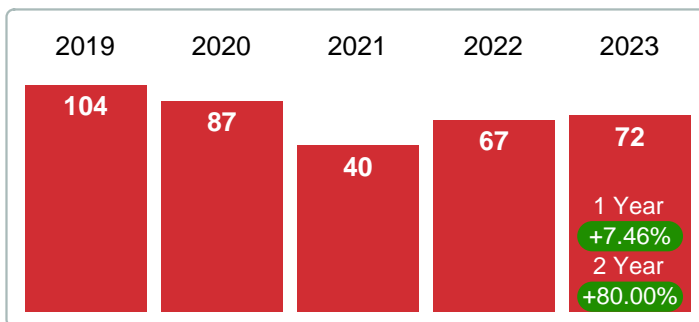
ACTIVE INVENTORY

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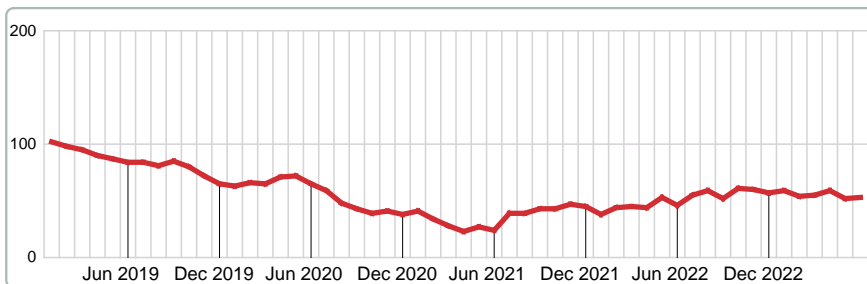
END OF JUNE



ACTIVE DURING JUNE

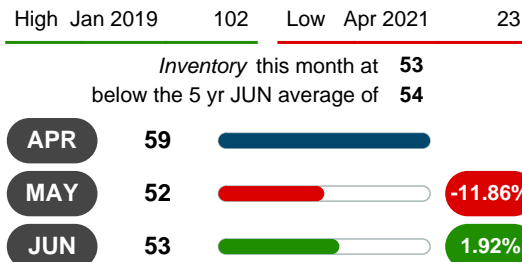


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 54



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	60.0	3	5	1	0
\$100,001 - \$150,000	9	16.98%	99.0	3	6	0	0
\$150,001 - \$250,000	12	22.64%	80.5	5	5	2	0
\$250,001 - \$325,000	5	9.43%	37.0	1	3	1	0
\$325,001 - \$550,000	11	20.75%	37.0	2	5	3	1
\$550,001 and up	5	9.43%	16.0	0	2	2	1
Total Active Inventory by Units	53			15	27	9	2
Total Active Inventory by Volume	19,827,148	100%	60.0	2.76M	10.42M	5.32M	1.33M
Median Active Inventory Listing Price	\$185,000			\$160,000	\$199,900	\$329,900	\$667,450

June 2023



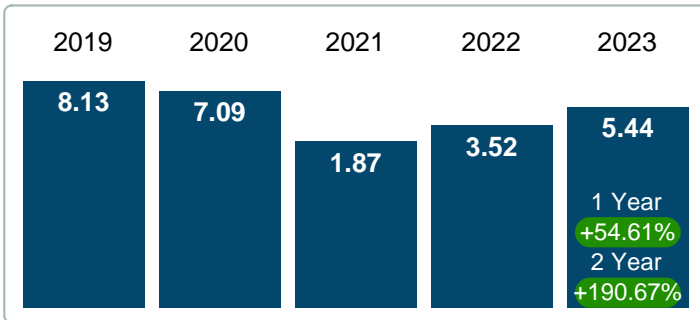
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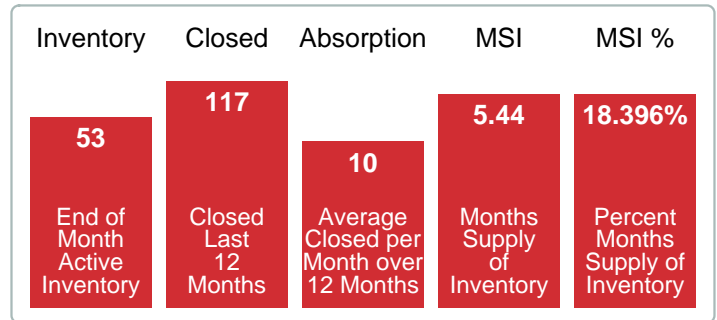
MONTHS SUPPLY of INVENTORY (MSI)

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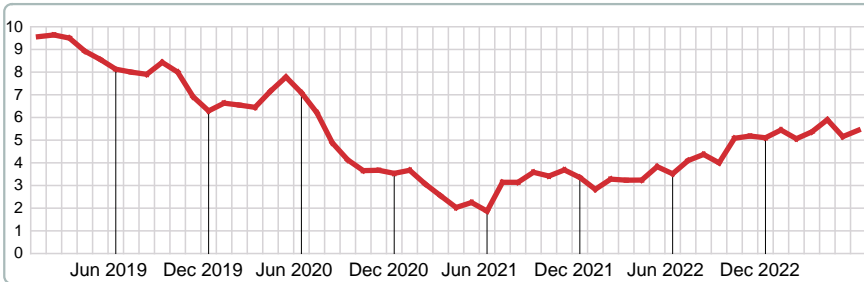
MSI FOR JUNE



INDICATORS FOR JUNE 2023

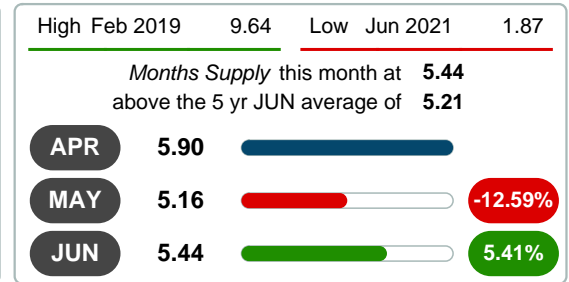


5 YEAR MARKET ACTIVITY TRENDS



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



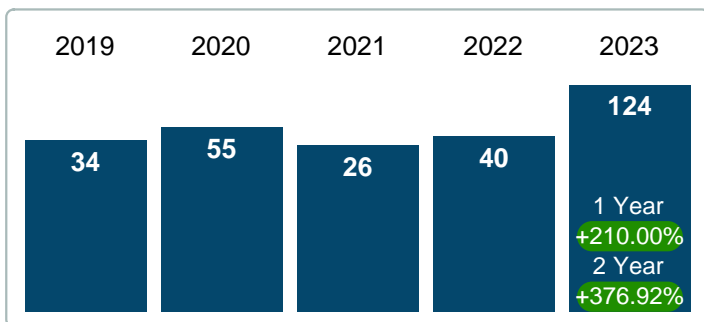
Area Delimited by County Of Sequoyah - Residential Property Type



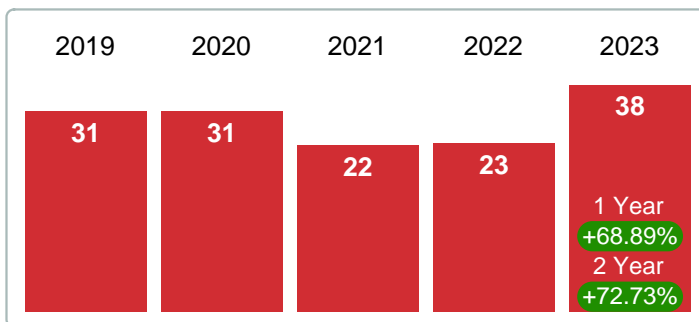
MEDIAN DAYS ON MARKET TO SALE

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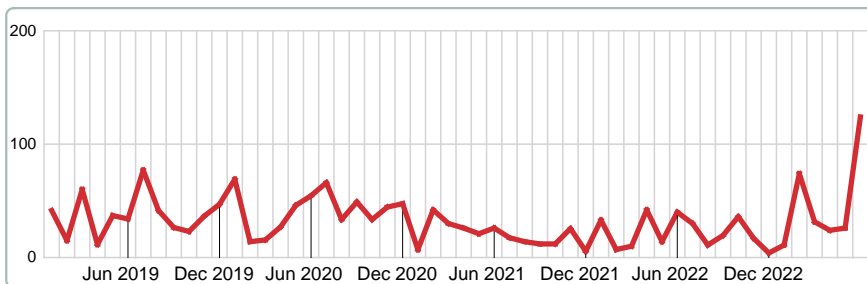
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

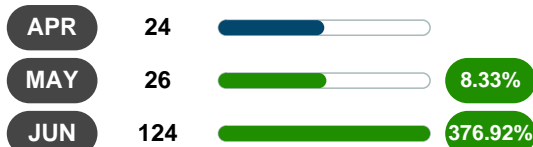


3 MONTHS

5 year JUN AVG = 56

High Jun 2023 124 Low Dec 2022 4

Median Days on Market to Sale this month at 124 above the 5 yr JUN average of 56



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
\$10,000 and less	0	16	0	0	0	0
\$10,001 - \$80,000	28.57%	63	0	63	0	0
\$80,001 - \$80,000	0	63	0	0	0	0
\$80,001 - \$160,000	28.57%	146	8	284	0	0
\$160,001 - \$270,000	14.29%	41	0	41	0	0
\$270,001 - \$290,000	28.57%	159	0	159	0	0
\$290,001 and up	0	159	0	0	0	0
Median Closed DOM		124	8	132	0	0
Total Closed Units		7	1	6		
Total Closed Volume		1,043,009	81.00K	962.01K	0.00B	0.00B

June 2023



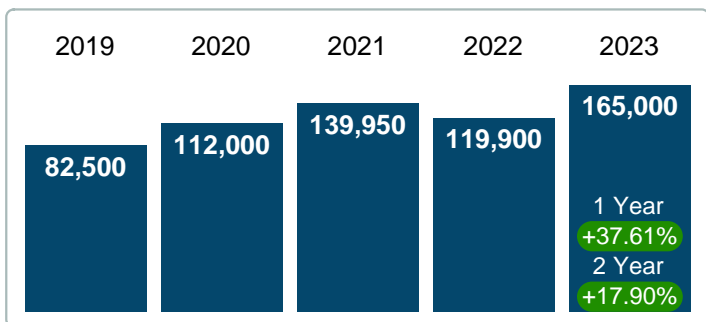
Area Delimited by County Of Sequoyah - Residential Property Type



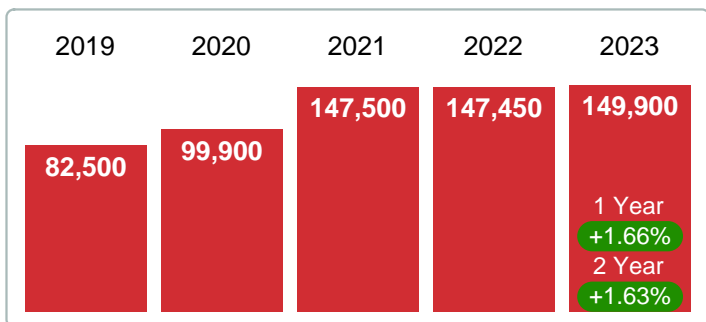
MEDIAN LIST PRICE AT CLOSING

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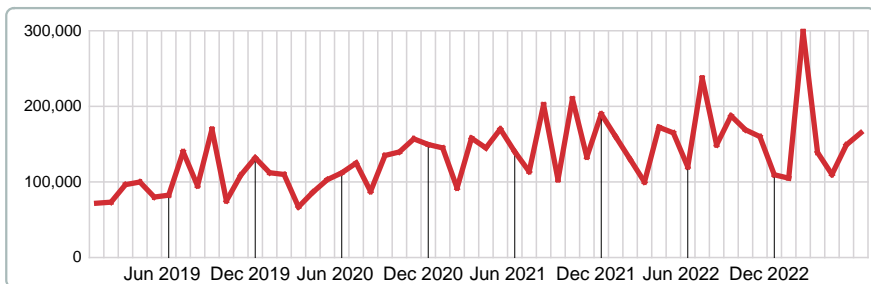
JUNE



YEAR TO DATE (YTD)

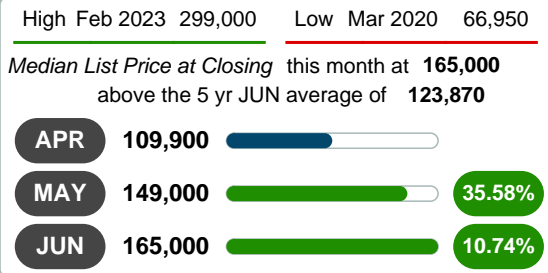


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 123,870



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
\$0 and less	0	0.00%	159	0	0	0	0
\$1-\$75,000	1	14.29%	25,000	0	25,000	0	0
\$75,001-\$75,000	0	0.00%	25,000	0	0	0	0
\$75,001-\$150,000	2	28.57%	84,450	84,000	84,900	0	0
\$150,001-\$275,000	2	28.57%	180,450	0	180,450	0	0
\$275,001-\$275,000	0	0.00%	180,450	0	0	0	0
\$275,001 and up	2	28.57%	293,500	0	293,500	0	0
Median List Price			165,000	84,000	180,450	0	0
Total Closed Units		100%	165,000	1	6		
Total Closed Volume			1,141,800	84.00K	1.06M	0.00B	0.00B

June 2023



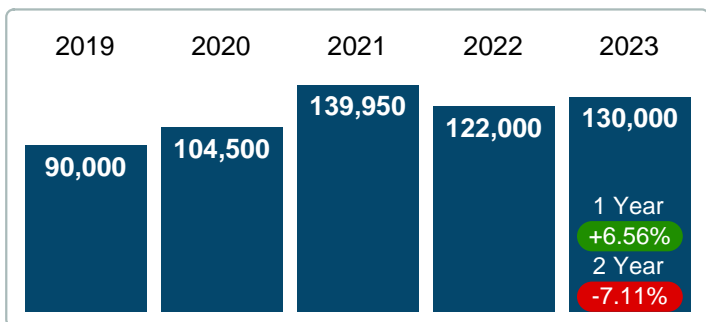
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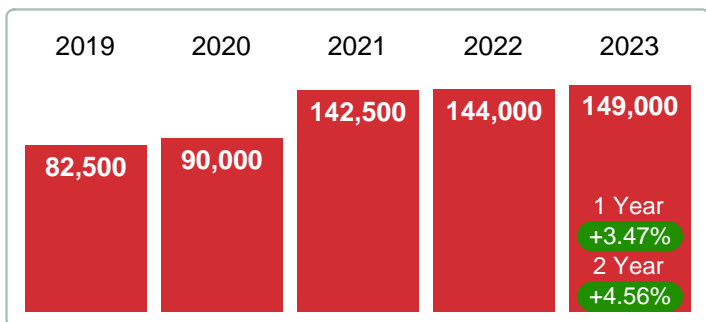
MEDIAN SOLD PRICE AT CLOSING

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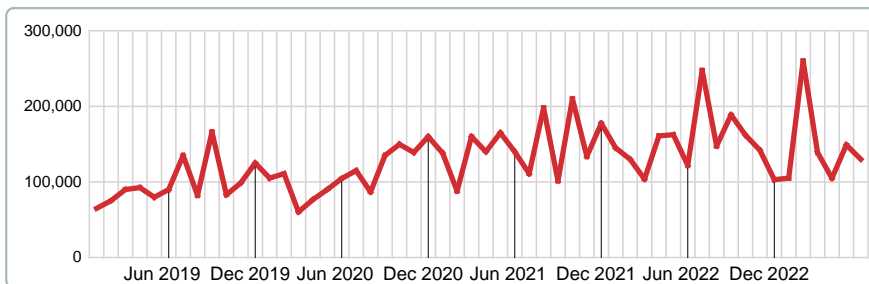
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

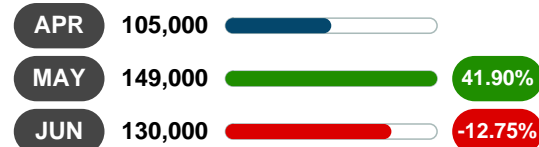


3 MONTHS

5 year JUN AVG = 117,290

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

Median Sold Price at Closing this month at 130,000 above the 5 yr JUN average of 117,290



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
\$10,000 and less	0	0.00%	293,500	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%	49,000	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%	284,500	0	0	0	0
Median Sold Price			130,000	81,000	147,505	0	0
Total Closed Units		100%	130,000	1	6		
Total Closed Volume			1,043,009	81.00K	962.01K	0.00B	0.00B

June 2023



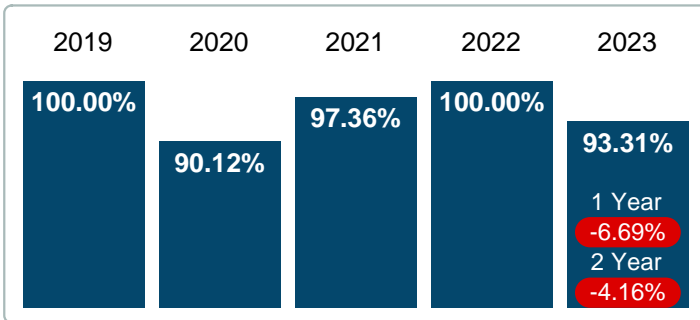
Area Delimited by County Of Sequoyah - Residential Property Type



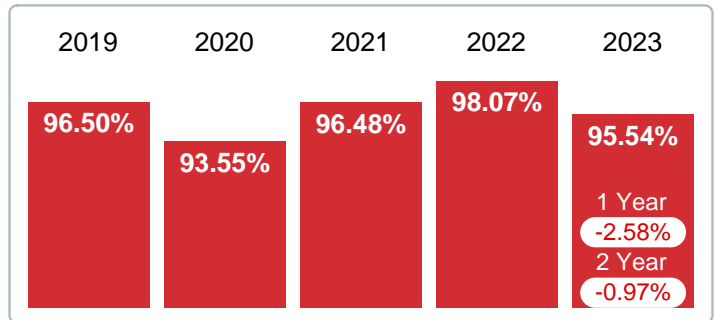
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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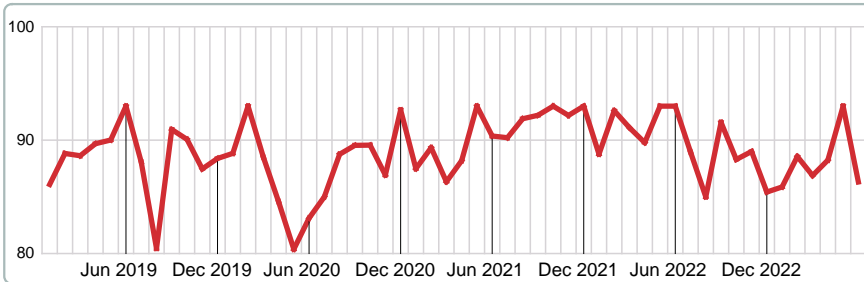
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

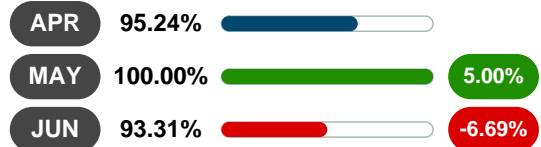


3 MONTHS

5 year JUN AVG = 96.16%

High May 2023 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **93.31%**
below the 5 yr JUN average of **96.16%**



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
\$10,000 and less	0	0.00%	84.50%	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%	83.11%	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%	97.00%	0.00%	0.00%	0.00%	0.00%
Median Sold/List Ratio		93.31%		96.43%	88.77%	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



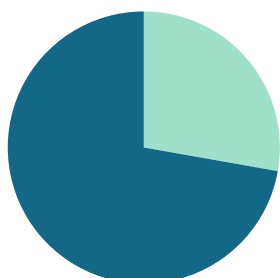
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

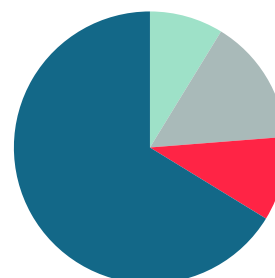


Inventory
 New Listings
20 = 27.78%
 Start Inventory
52
 Total Inventory Units
72
 Volume
\$24,662,848

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%
Median List Price	119,900	165,000	37.61%	147,450	149,900	1.66%
Median Sale Price	122,000	130,000	6.56%	144,000	149,000	3.47%
Median Percent of Selling Price to List Price	100.00%	93.31%	-6.69%	98.07%	95.54%	-2.58%
Median Days on Market to Sale	40.00	124.00	210.00%	22.50	38.00	68.89%
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

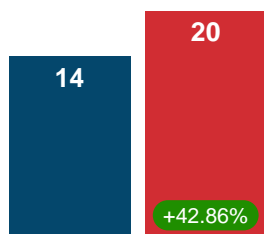
Inventory on June 30, 2023 = 53

2022 **2023**

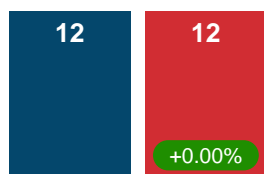
JUNE MARKET

MEDIAN PRICES

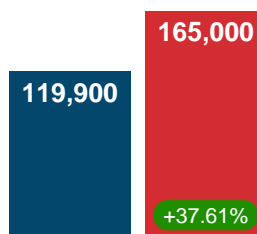
New Listings



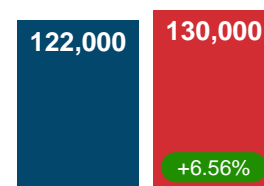
Pending Listings



List Price



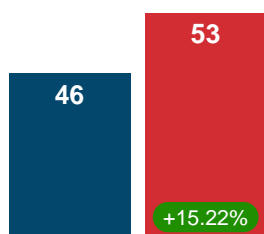
Sale Price



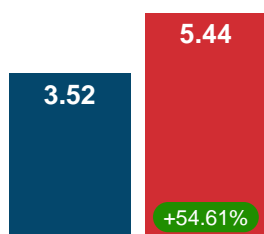
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

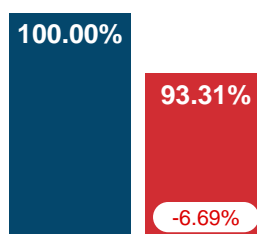
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

