

March 2023



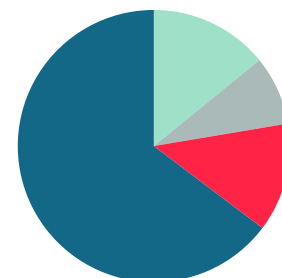
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	17	12	-29.41%
Pending Listings	13	7	-46.15%
New Listings	18	19	5.56%
Average List Price	166,217	178,742	7.54%
Average Sale Price	163,085	166,508	2.10%
Average Percent of Selling Price to List Price	102.57%	94.04%	-8.31%
Average Days on Market to Sale	34.29	51.00	48.71%
End of Month Inventory	45	55	22.22%
Months Supply of Inventory	3.23	5.37	65.94%



■ Closed (14.12%)
■ Pending (8.24%)
■ Other OffMarket (12.94%)
■ Active (64.71%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of March 31, 2023 = **55**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **22.22%** to 55 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 **5.37** 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 **2.10%** in March 2023 to \$166,508 versus the previous year at \$163,085.

Average Days on Market Lengthens

The average number of **51.00** days that homes spent on the market before selling increased by 16.71 days or **48.71%** in March 2023 compared to last year's same month at **34.29** DOM.

Sales Success for March 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 19 New Listings in March 2023, up **5.56%** from last year at 18. Furthermore, there were 12 Closed Listings this month versus last year at 17, a **-29.41%** decrease.

Closed versus Listed trends yielded a **63.2%** ratio, down from previous year's, March 2022, at **94.4%**, a **33.13%** downswing. This will certainly create pressure on an increasing Monthly $\frac{1}{2}$ 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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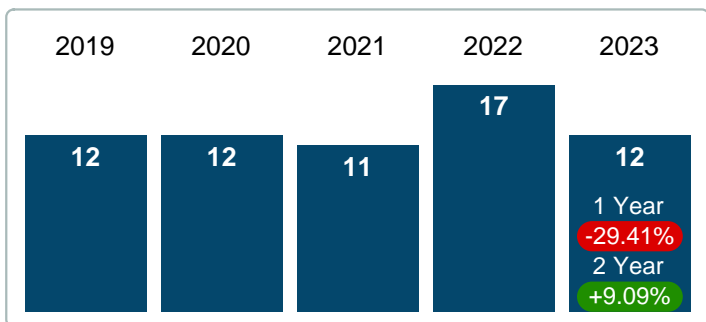
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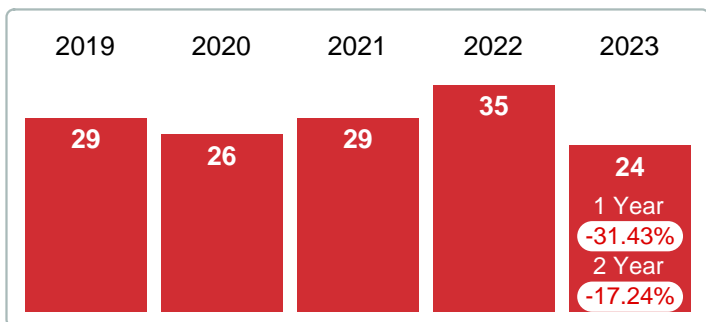
CLOSED LISTINGS

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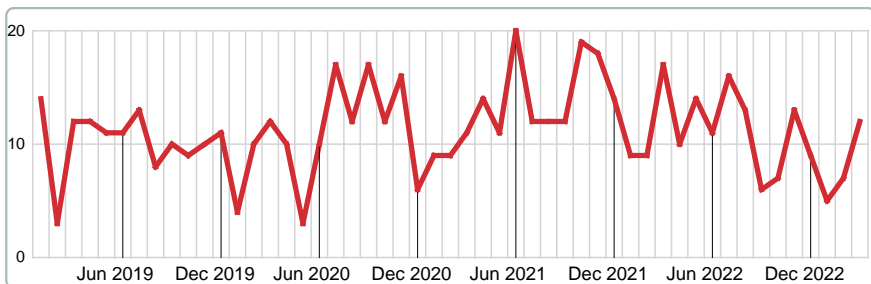
MARCH



YEAR TO DATE (YTD)

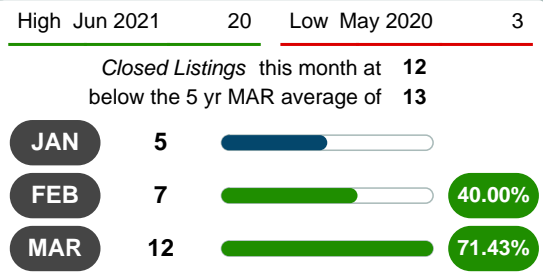


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 13



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	8.33%	4.0	0	1	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	8	66.67%	51.1	4	4	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$300,000	1	8.33%	19.0	0	1	0	0
\$300,001 and up	2	16.67%	90.0	0	1	1	0
Total Closed Units	12			4	7	1	0
Total Closed Volume	1,998,100	100%	51.0	395.50K	1.07M	535.00K	0.00B
Average Closed Price	\$166,508			\$98,875	\$152,514	\$535,000	\$0

March 2023



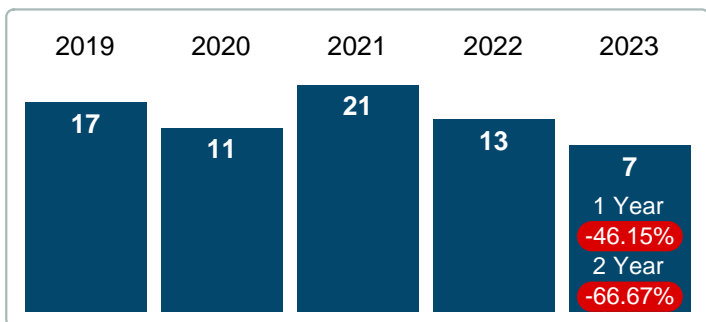
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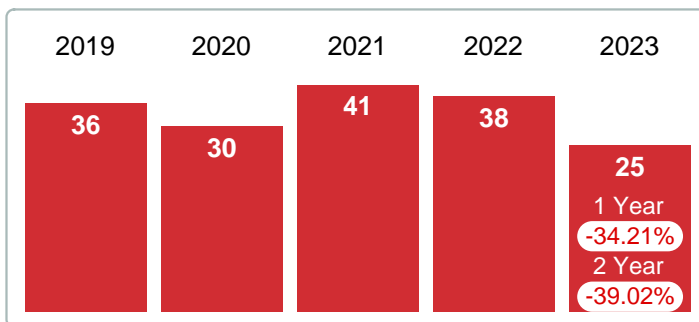
PENDING LISTINGS

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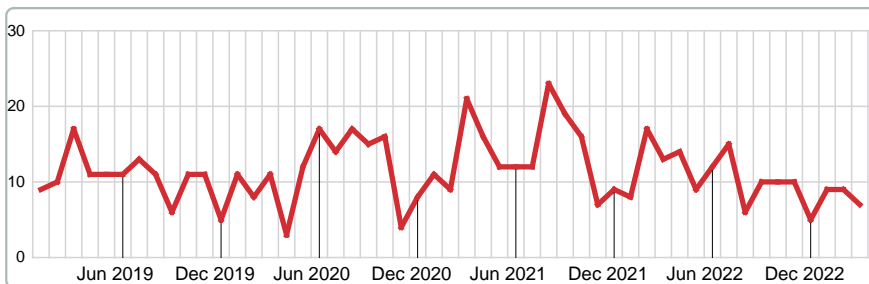
MARCH



YEAR TO DATE (YTD)

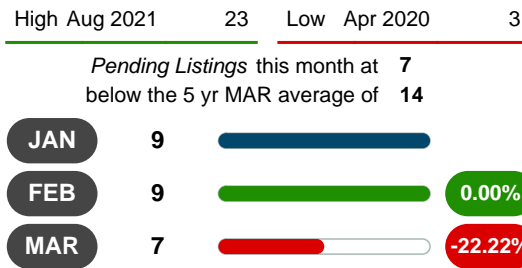


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 14



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	1	14.29%	13.0	1	0	0	0
\$75,001 - \$100,000	1	14.29%	8.0	1	0	0	0
\$100,001 - \$150,000	2	28.57%	72.5	0	2	0	0
\$150,001 - \$275,000	1	14.29%	68.0	0	1	0	0
\$275,001 - \$550,000	1	14.29%	68.0	0	1	0	0
\$550,001 and up	1	14.29%	167.0	0	0	1	0
Total Pending Units	7			2	4	1	0
Total Pending Volume	1,441,800	100%	67.0	144.00K	728.80K	569.00K	0.00B
Average Listing Price	\$205,971			\$72,000	\$182,200	\$569,000	\$0

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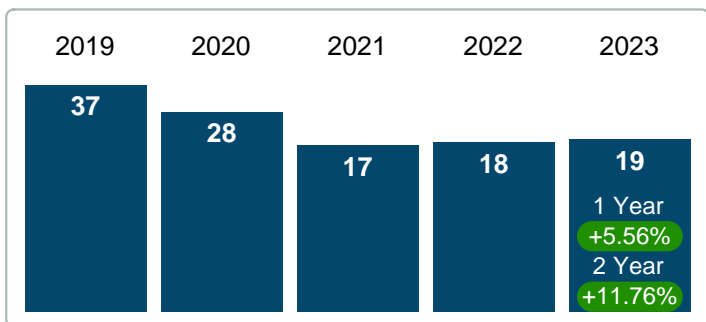
Area Delimited by County Of Sequoyah - Residential Property Type



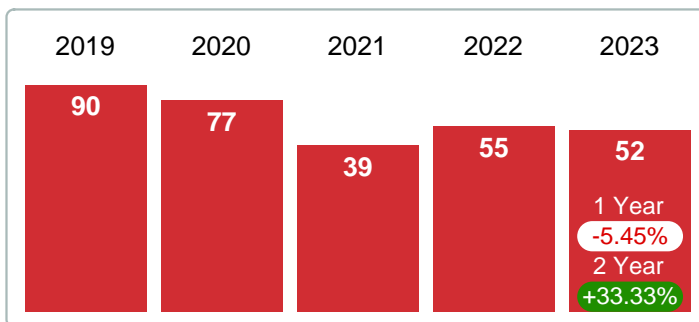
NEW LISTINGS

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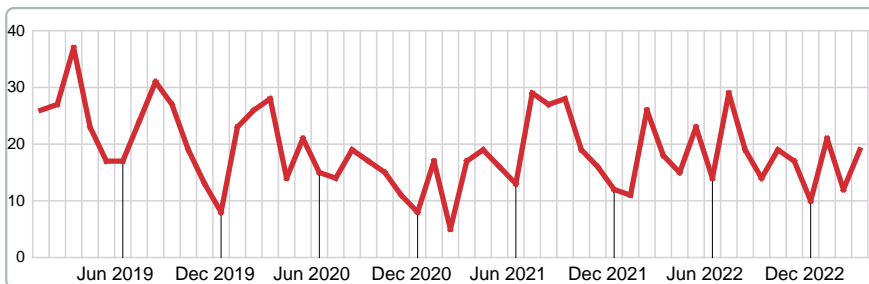
MARCH



YEAR TO DATE (YTD)

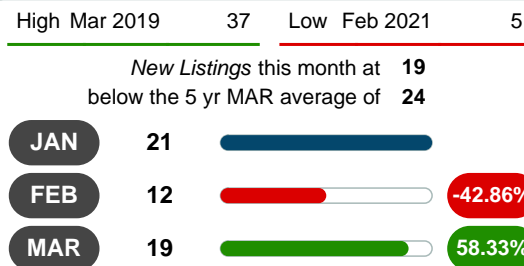


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 24



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	10.53%	2	0	0	0
\$75,001 - \$125,000	2	10.53%	1	1	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$150,000	5	26.32%	2	3	0	0
\$150,001 - \$225,000	6	31.58%	0	5	1	0
\$225,001 - \$375,000	2	10.53%	0	1	1	0
\$375,001 and up	2	10.53%	0	0	2	0
Total New Listed Units	19		5	10	4	0
Total New Listed Volume	3,853,600	100%	456.50K	1.76M	1.63M	0.00B
Average New Listed Listing Price	\$229,673		\$91,300	\$176,230	\$408,700	\$0

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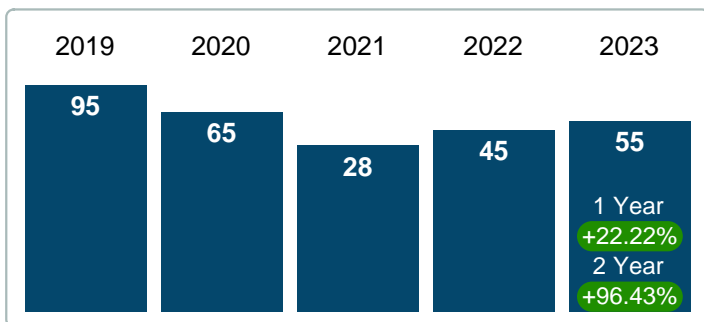
Area Delimited by County Of Sequoyah - Residential Property Type



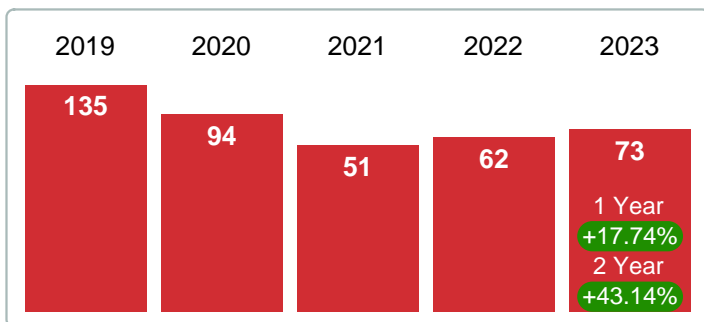
ACTIVE INVENTORY

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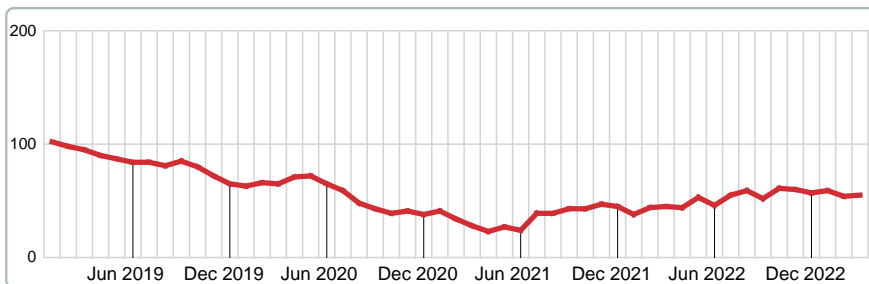
END OF MARCH



ACTIVE DURING MARCH

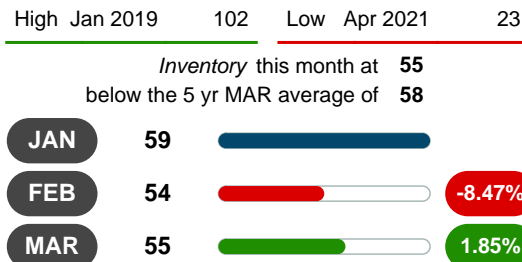


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 58



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	3	5.45%	16.0	3	0	0	0
\$75,001 - \$125,000	8	14.55%	74.4	2	5	1	0
\$125,001 - \$150,000	9	16.36%	49.4	3	6	0	0
\$150,001 - \$225,000	13	23.64%	79.2	3	9	1	0
\$225,001 - \$325,000	9	16.36%	74.7	0	5	4	0
\$325,001 - \$675,000	7	12.73%	145.9	1	3	2	1
\$675,001 and up	6	10.91%	169.3	1	2	3	0
Total Active Inventory by Units	55			13	30	11	1
Total Active Inventory by Volume	20,407,850	100%	87.7	3.15M	8.86M	8.05M	349.90K
Average Active Inventory Listing Price	\$371,052			\$242,238	\$295,455	\$731,382	\$349,900

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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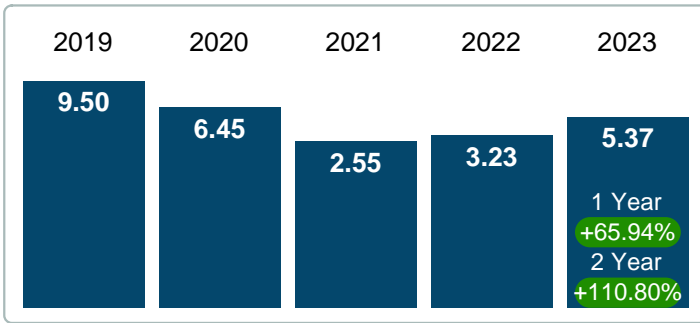
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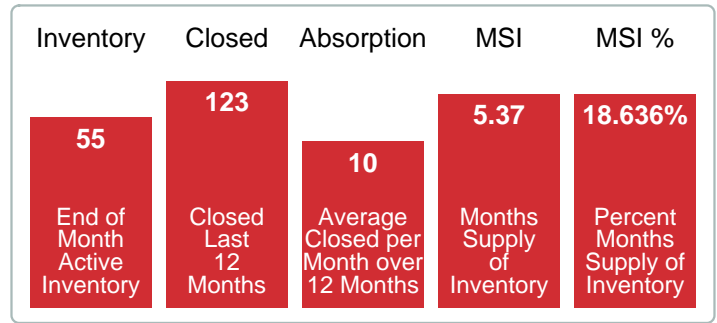
MONTHS SUPPLY of INVENTORY (MSI)

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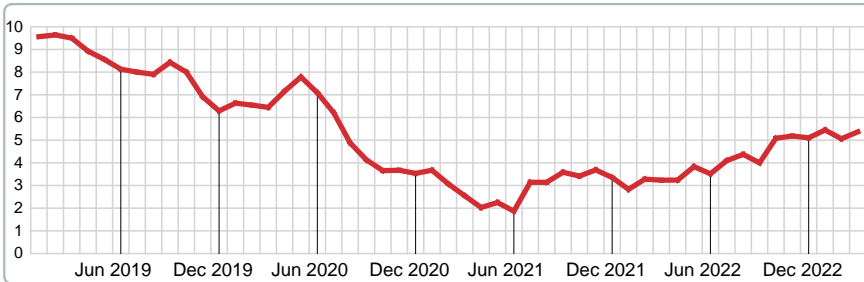
MSI FOR MARCH



INDICATORS FOR MARCH 2023

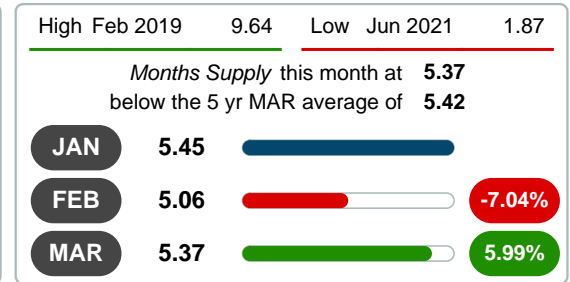


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5.42



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	3	5.45%	2.40	7.20	0.00	0.00	0.00
\$75,001 - \$125,000	8	14.55%	3.43	2.00	4.00	12.00	0.00
\$125,001 - \$150,000	9	16.36%	6.35	12.00	5.54	0.00	0.00
\$150,001 - \$225,000	13	23.64%	6.50	4.50	10.80	2.00	0.00
\$225,001 - \$325,000	9	16.36%	4.32	0.00	4.00	9.60	0.00
\$325,001 - \$675,000	7	12.73%	7.00	6.00	9.00	4.00	0.00
\$675,001 and up	6	10.91%	36.00	0.00	12.00	0.00	0.00
Market Supply of Inventory (MSI)			5.37	4.46	5.22	6.95	inf
Total Active Inventory by Units		100%	5.37	13	30	11	1

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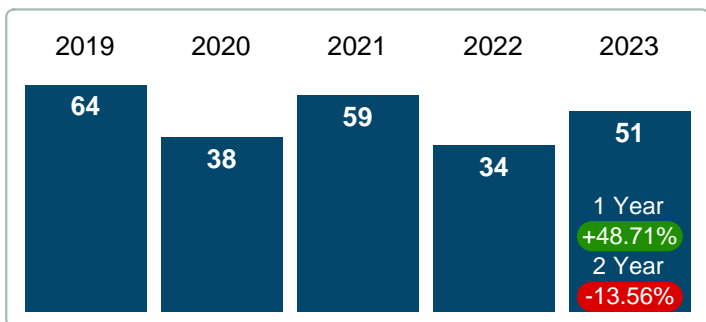
Area Delimited by County Of Sequoyah - Residential Property Type



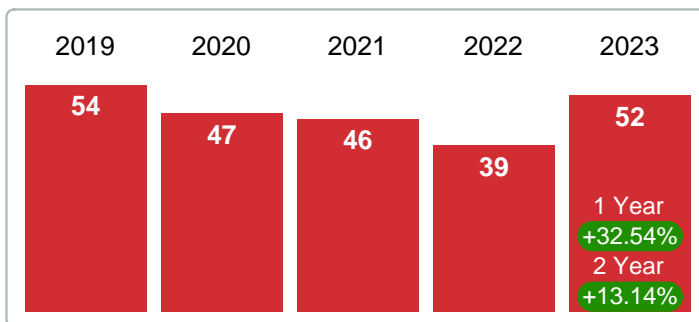
AVERAGE DAYS ON MARKET TO SALE

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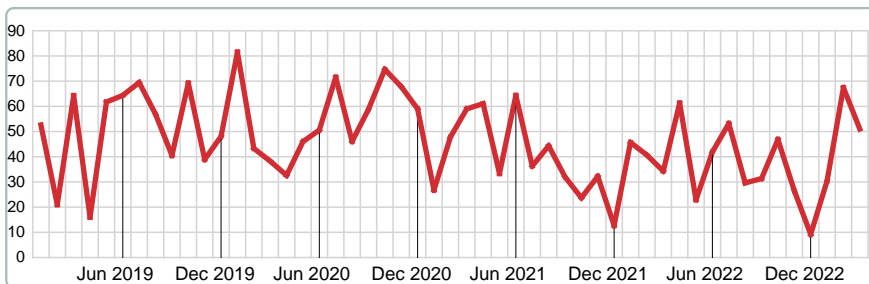
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

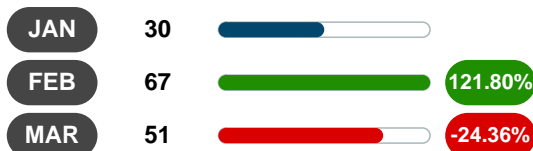


3 MONTHS

5 year MAR AVG = 49

High Jan 2020 82 Low Dec 2022 9

Average Days on Market to Sale this month at 51 above the 5 yr MAR average of 49



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
\$75,000 and less	8.33%	4	0	4	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$150,000	66.67%	51	29	74	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$300,000	8.33%	19	0	19	0	0
\$300,001 and up	16.67%	90	0	13	167	0
Average Closed DOM		51	29	47	167	0
Total Closed Units	100%	51	4	7	1	
Total Closed Volume		1,998,100	395.50K	1.07M	535.00K	0.00B

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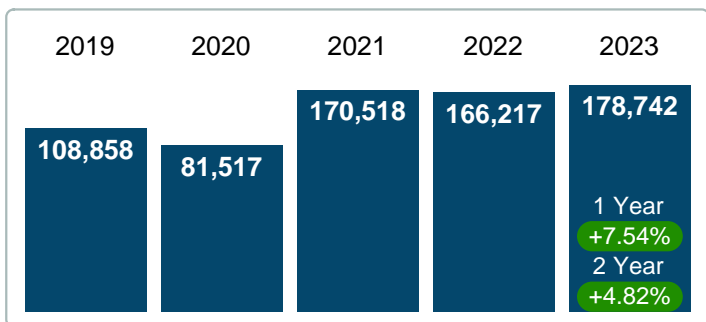
Area Delimited by County Of Sequoyah - Residential Property Type



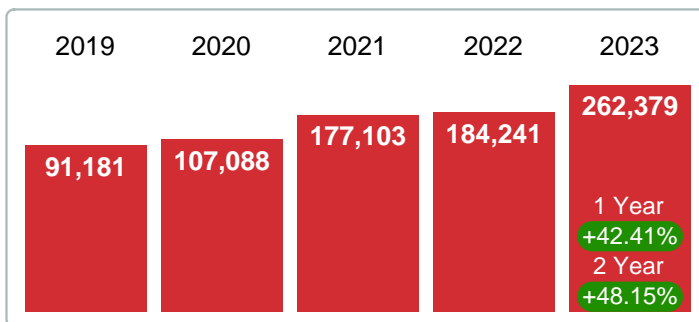
AVERAGE LIST PRICE AT CLOSING

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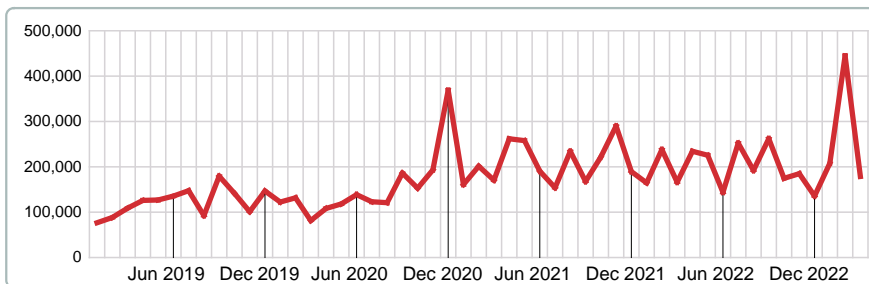
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

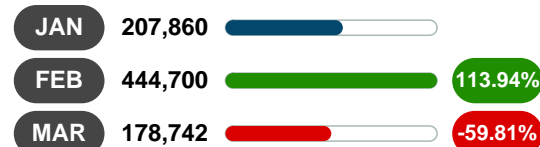


3 MONTHS

5 year MAR AVG = 141,170

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

Average List Price at Closing this month at **178,742** above the 5 yr MAR average of **141,170**



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
\$75,000 and less	0.00%	0	0	85,000	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$150,000	58.33%	101,857	102,500	135,225	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$300,000	25.00%	170,967	0	190,000	0	0
\$300,001 and up	16.67%	459,500	0	350,000	569,000	0
Average List Price		178,742	102,500	166,557	569,000	0
Total Closed Units	100%	178,742	4	7	1	
Total Closed Volume		2,144,900	410.00K	1.17M	569.00K	0.00B

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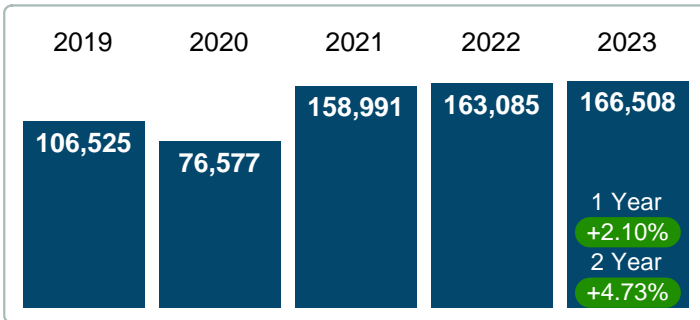
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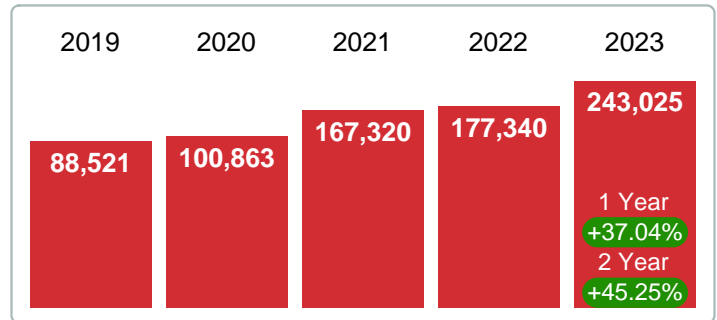
AVERAGE SOLD PRICE AT CLOSING

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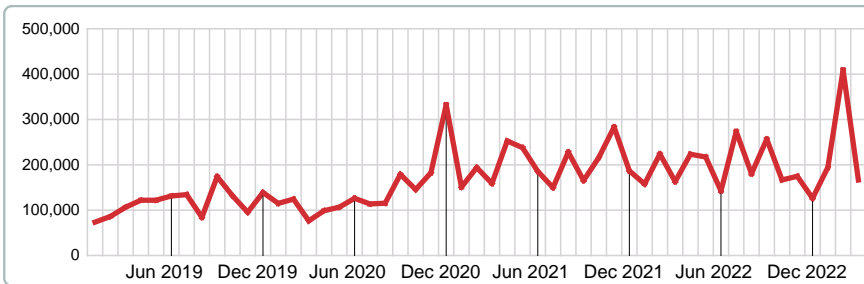
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

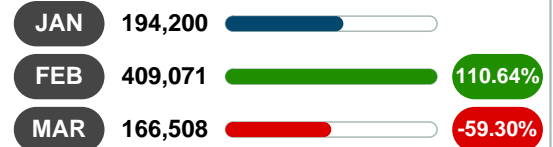


3 MONTHS

5 year MAR AVG = 134,337

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

Average Sold Price at Closing this month at **166,508** above the 5 yr MAR average of **134,337**



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
\$75,000 and less	8.33%	75,000	0	75,000	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$150,000	66.67%	114,563	98,875	130,250	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$300,000	8.33%	159,600	0	159,600	0	0
\$300,001 and up	16.67%	423,500	0	312,000	535,000	0
Average Sold Price		166,508	98,875	152,514	535,000	0
Total Closed Units	100%	166,508	4	7	1	0
Total Closed Volume		1,998,100	395.50K	1.07M	535.00K	0.00B

March 2023



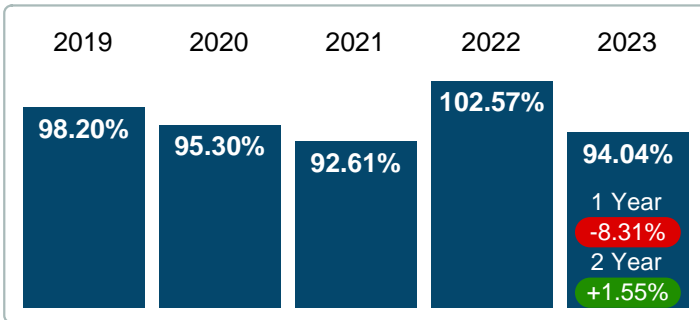
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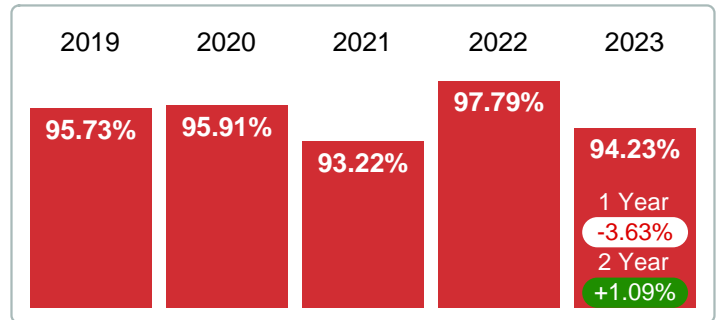
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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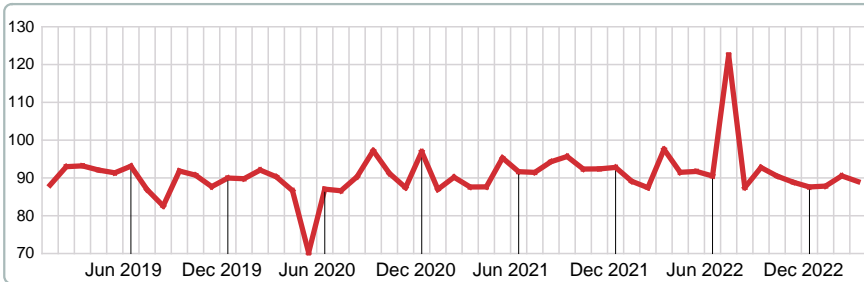
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

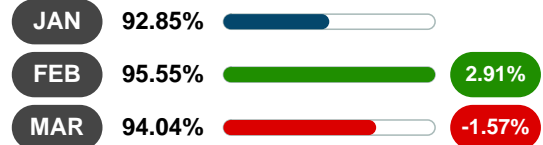


3 MONTHS

5 year MAR AVG = 96.54%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **94.04%** below the 5 yr MAR average of **96.54%**



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
\$75,000 and less	1	8.33%	88.24%	0.00%	88.24%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$150,000	8	66.67%	96.64%	96.22%	97.06%	0.00%	0.00%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$300,000	1	8.33%	84.00%	0.00%	84.00%	0.00%	0.00%
\$300,001 and up	2	16.67%	91.58%	0.00%	89.14%	94.02%	0.00%
Average Sold/List Ratio		94.00%		96.22%	92.80%	94.02%	0.00%
Total Closed Units		12	100%	4	7	1	
Total Closed Volume		1,998,100		395.50K	1.07M	535.00K	0.00B

March 2023



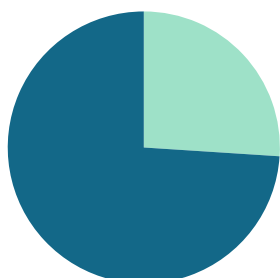
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

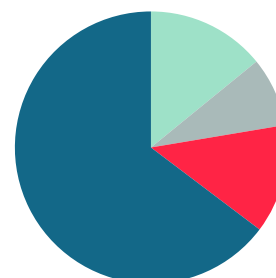


Inventory
 New Listings
19 = 26.03%
 Start Inventory
54
 Total Inventory Units
73
 Volume
\$25,051,750

Market Activity

Closed Sales
12 = 14.12%
 Pending Sales
7 = 8.24%
 Other Off Market
11 = 12.94%
 Active Inventory
55 = 64.71%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	17	12	-29.41%	35	24	-31.43%
Pending Sales	13	7	-46.15%	38	25	-34.21%
New Listings	18	19	5.56%	55	52	-5.45%
Average List Price	166,217	178,742	7.54%	184,241	262,379	42.41%
Average Sale Price	163,085	166,508	2.10%	177,340	243,025	37.04%
Average Percent of Selling Price to List Price	102.57%	94.04%	-8.31%	97.79%	94.23%	-3.63%
Average Days on Market to Sale	34.29	51.00	48.71%	38.86	51.50	32.54%
Monthly Inventory	45	55	22.22%	45	55	22.22%
Months Supply of Inventory	3.23	5.37	65.94%	3.23	5.37	65.94%

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

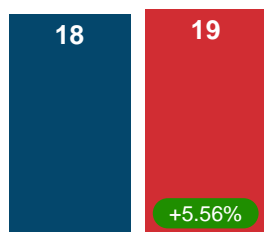
Inventory on March 31, 2023 = **55**

2022 **2023**

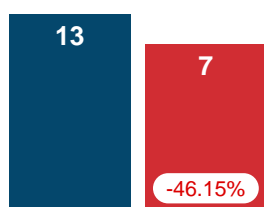
MARCH MARKET

AVERAGE PRICES

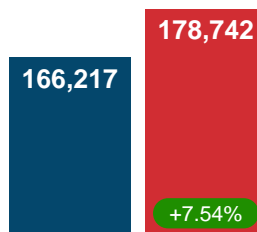
New Listings



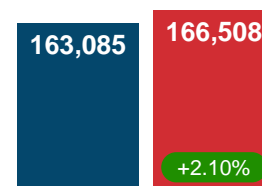
Pending Listings



List Price



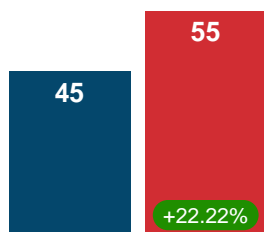
Sale Price



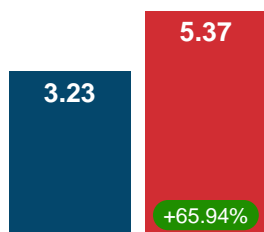
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

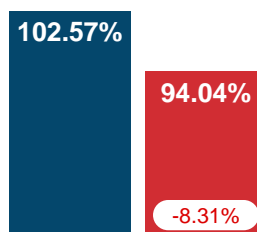
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

