

## March 2023



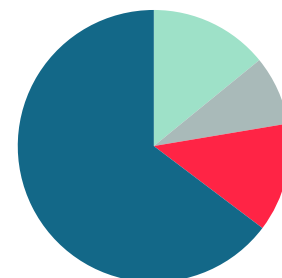
Area Delimited by County Of Sequoyah - Residential Property Type



### 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%
Median List Price	99,900	139,000	39.14%
Median Sale Price	103,800	139,000	33.91%
Median Percent of Selling Price to List Price	98.10%	93.88%	-4.30%
Median Days on Market to Sale	10.00	31.50	215.00%
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.

##### 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 **33.91%** in March 2023 to \$139,000 versus the previous year at \$103,800.

##### Median Days on Market Lengthens

The median number of **31.50** days that homes spent on the market before selling increased by 21.50 days or **215.00%** in March 2023 compared to last year's same month at **10.00** DOM.

##### Sales Success for March 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 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.

#### 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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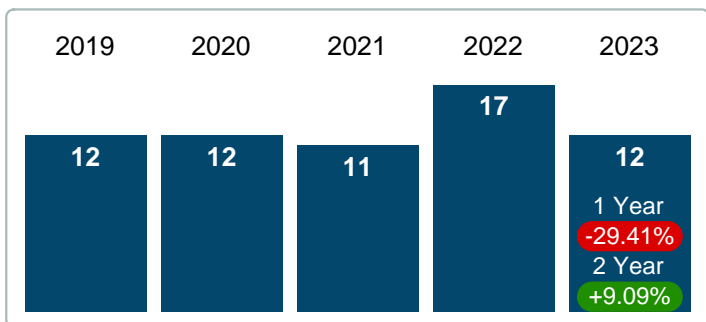
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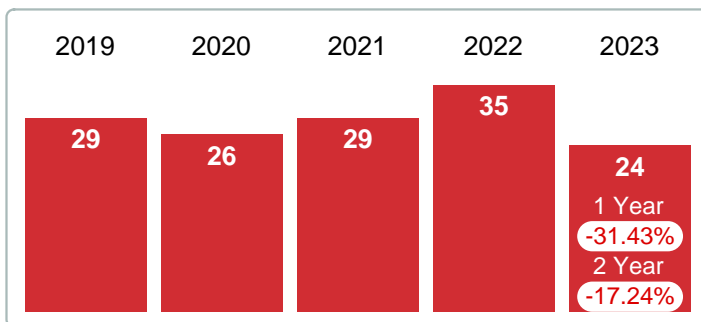
## CLOSED LISTINGS

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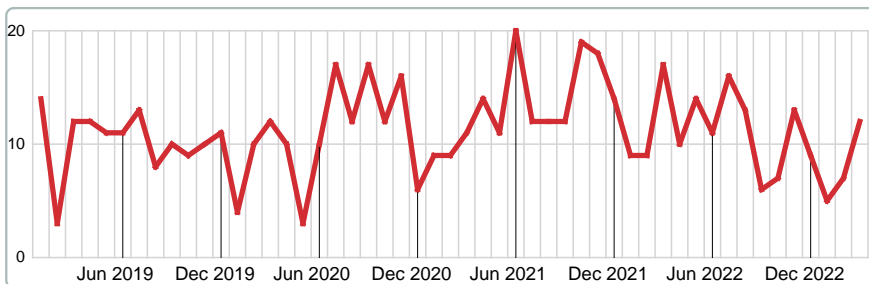
### MARCH



### YEAR TO DATE (YTD)

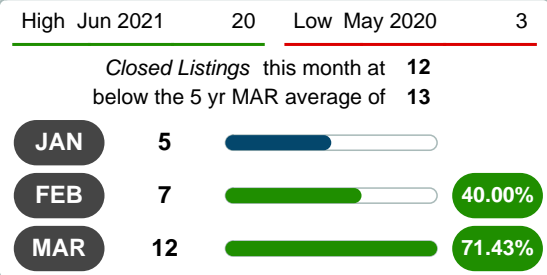


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 13



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	0	0.00%	0.0	0	0	0	0
\$70,001 - \$80,000	2	16.67%	34.5	1	1	0	0
\$80,001 - \$80,000	0	0.00%	34.5	0	0	0	0
\$80,001 - \$150,000	7	58.33%	39.0	3	4	0	0
\$150,001 - \$150,000	0	0.00%	39.0	0	0	0	0
\$150,001 - \$310,000	1	8.33%	19.0	0	1	0	0
\$310,001 and up	2	16.67%	90.0	0	1	1	0
<b>Total Closed Units</b>	<b>12</b>			<b>4</b>	<b>7</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>1,998,100</b>	<b>100%</b>	<b>31.5</b>	<b>395.50K</b>	<b>1.07M</b>	<b>535.00K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$139,000</b>			<b>\$85,150</b>	<b>\$150,000</b>	<b>\$535,000</b>	<b>\$0</b>

# March 2023



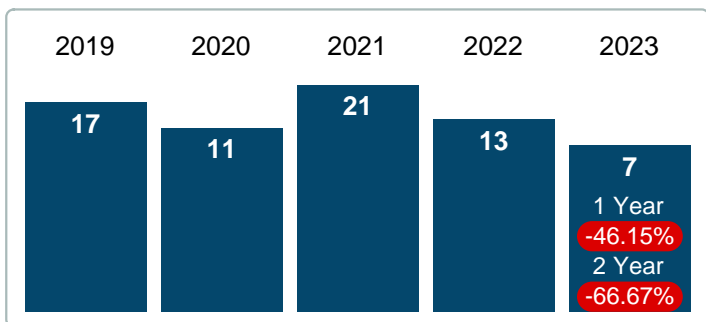
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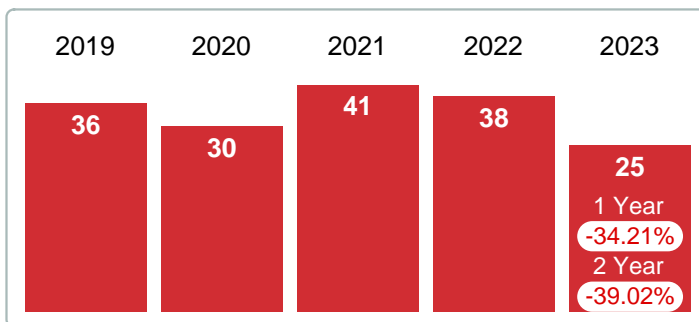
## PENDING LISTINGS

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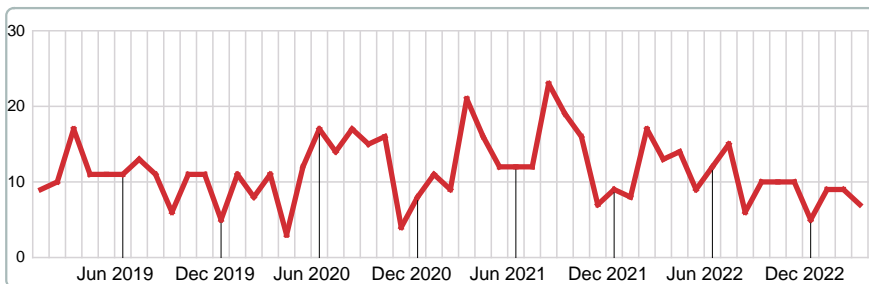
### MARCH



### YEAR TO DATE (YTD)

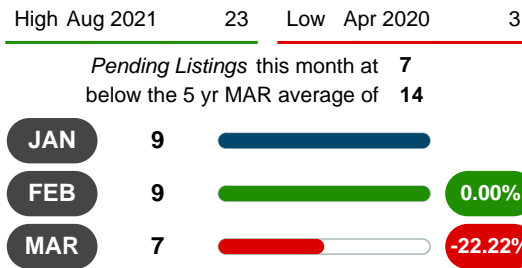


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 14



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	0	0.00%	90.0	0	0	0	0
\$60,001 - \$70,000	1	14.29%	13.0	1	0	0	0
\$70,001 - \$100,000	1	14.29%	8.0	1	0	0	0
\$100,001 - \$170,000	3	42.86%	68.0	0	3	0	0
\$170,001 - \$290,000	0	0.00%	68.0	0	0	0	0
\$290,001 - \$560,000	1	14.29%	68.0	0	1	0	0
\$560,001 and up	1	14.29%	167.0	0	0	1	0
<b>Total Pending Units</b>	<b>7</b>			<b>2</b>	<b>4</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>1,441,800</b>	<b>100%</b>	<b>68.0</b>	<b>144.00K</b>	<b>728.80K</b>	<b>569.00K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$149,000</b>			<b>\$72,000</b>	<b>\$159,500</b>	<b>\$569,000</b>	<b>\$0</b>

# March 2023



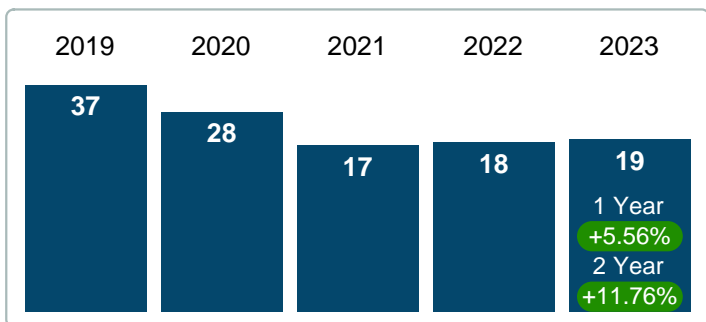
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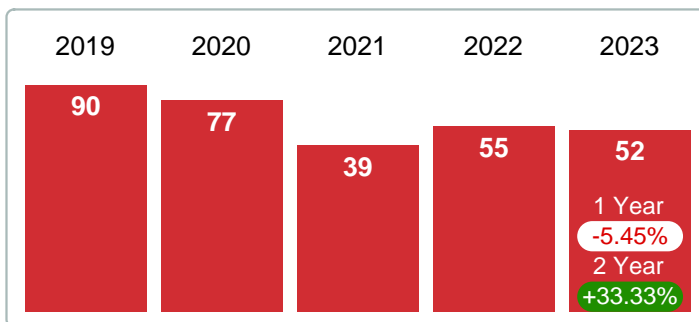
## NEW LISTINGS

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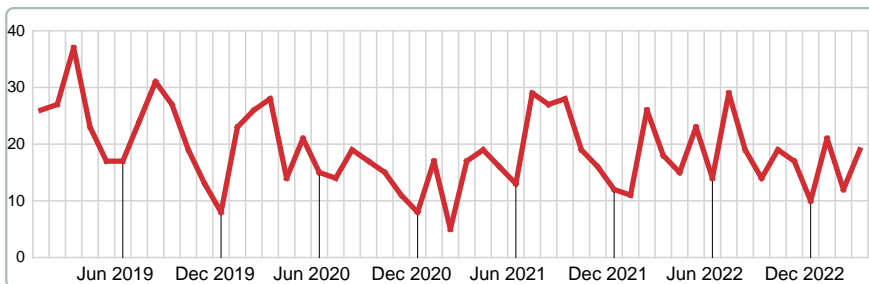
### MARCH



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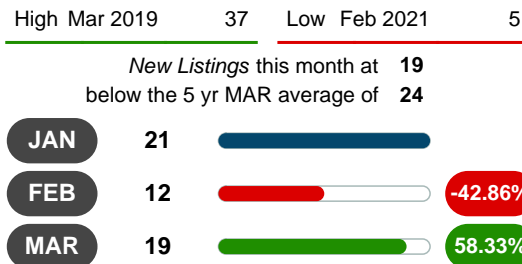


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>19</b>		<b>5</b>	<b>10</b>	<b>4</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>3,853,600</b>	<b>100%</b>	<b>456.50K</b>	<b>1.76M</b>	<b>1.63M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$163,000</b>		<b>\$79,000</b>	<b>\$168,950</b>	<b>\$372,450</b>	<b>\$0</b>

# March 2023



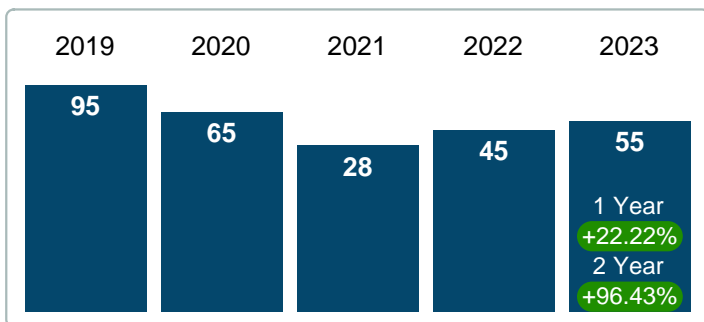
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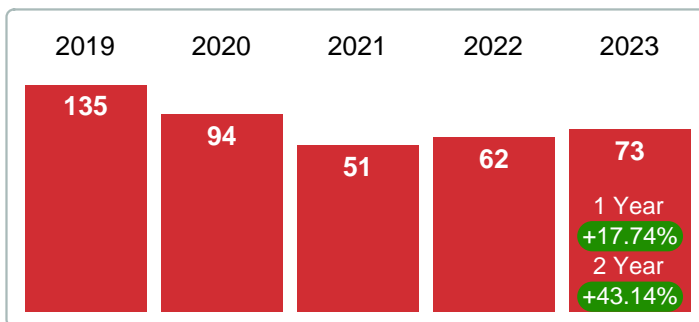
## ACTIVE INVENTORY

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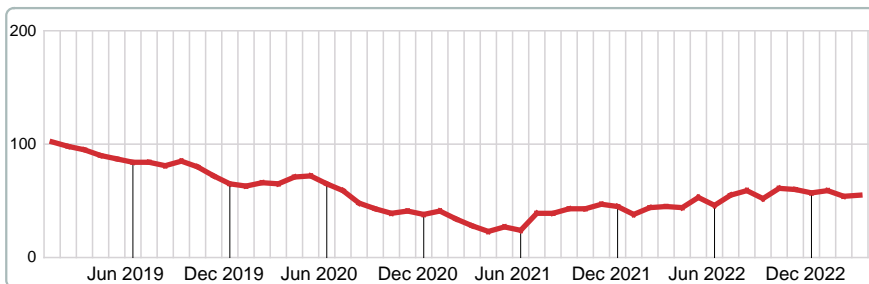
### END OF MARCH



### ACTIVE DURING MARCH

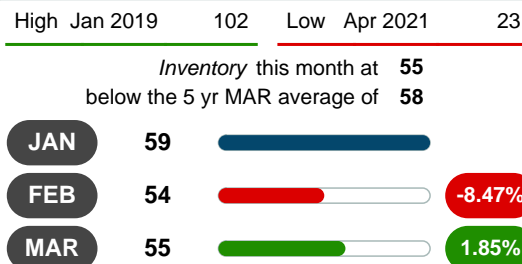


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 58



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.45%	7.0	3	0	0	0
\$75,001 - \$125,000	8	14.55%	79.5	2	5	1	0
\$125,001 - \$150,000	9	16.36%	32.0	3	6	0	0
\$150,001 - \$225,000	13	23.64%	71.0	3	9	1	0
\$225,001 - \$325,000	9	16.36%	71.0	0	5	4	0
\$325,001 - \$675,000	7	12.73%	171.0	1	3	2	1
\$675,001 and up	6	10.91%	132.0	1	2	3	0
<b>Total Active Inventory by Units</b>	<b>55</b>			<b>13</b>	<b>30</b>	<b>11</b>	<b>1</b>
<b>Total Active Inventory by Volume</b>	<b>20,407,850</b>	<b>100%</b>	<b>73.0</b>	<b>3.15M</b>	<b>8.86M</b>	<b>8.05M</b>	<b>349.90K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$185,000</b>			<b>\$140,000</b>	<b>\$179,950</b>	<b>\$275,000</b>	<b>\$349,900</b>

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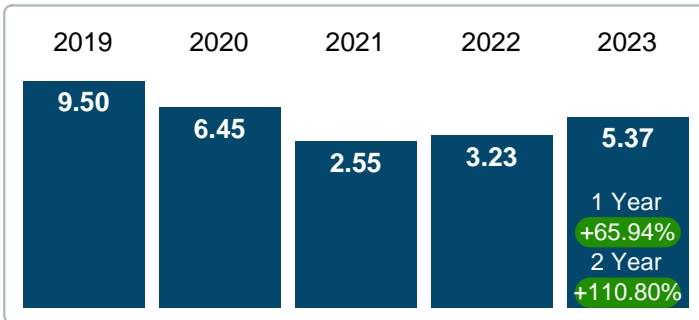
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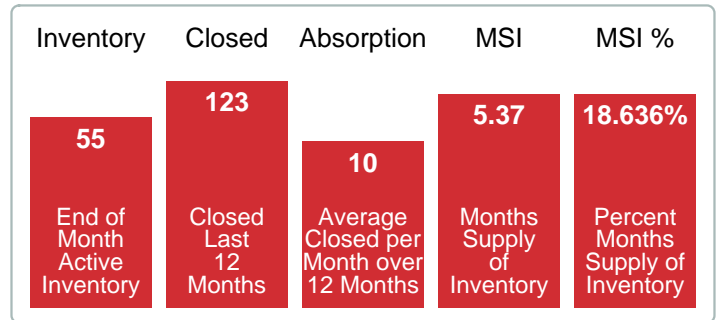
## MONTHS SUPPLY of INVENTORY (MSI)

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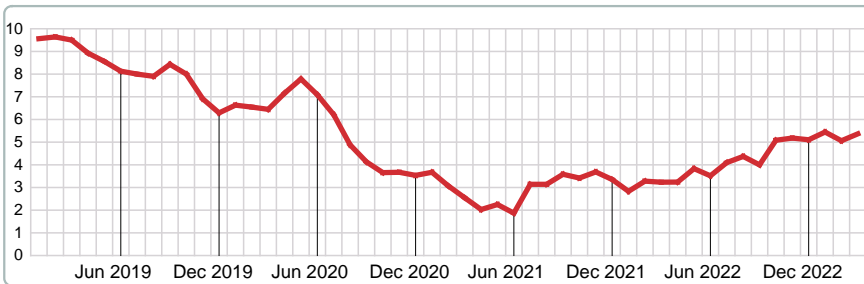
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 5.42

High Feb 2019 9.64 Low Jun 2021 1.87

Months Supply this month at 5.37 below the 5 yr MAR average of 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

# March 2023



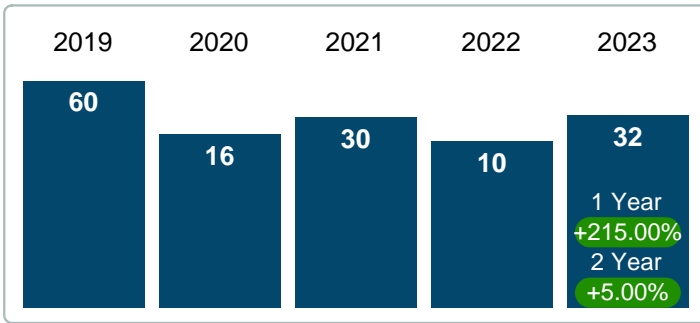
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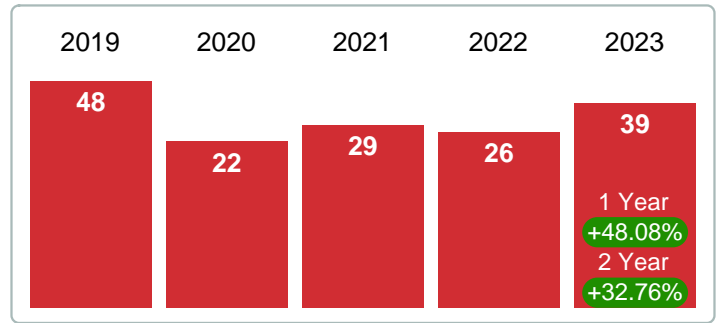
## MEDIAN DAYS ON MARKET TO SALE

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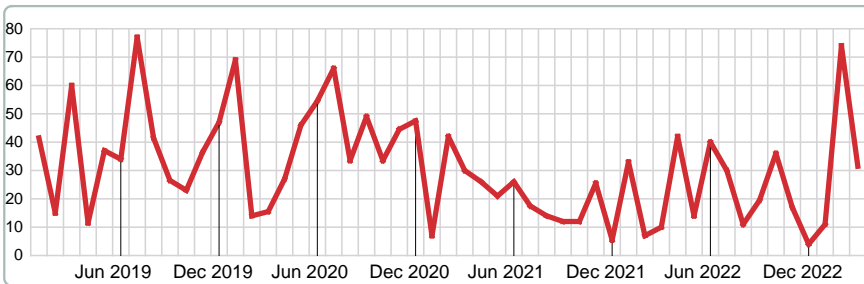
### MARCH



### YEAR TO DATE (YTD)

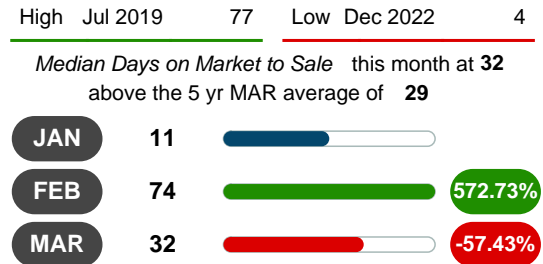


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 29



### 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
\$70,000 and less	0	0.00%	132	0	0	0	0
\$70,001 - \$80,000	2	16.67%	35	65	4	0	0
\$80,001 - \$80,000	0	0.00%	35	0	0	0	0
\$80,001 - \$150,000	7	58.33%	39	13	65	0	0
\$150,001 - \$150,000	0	0.00%	39	0	0	0	0
\$150,001 - \$310,000	1	8.33%	19	0	19	0	0
\$310,001 and up	2	16.67%	90	0	13	167	0
Median Closed DOM			32	19	39	167	0
Total Closed Units		100%	31.5	4	7	1	
Total Closed Volume			1,998,100	395.50K	1.07M	535.00K	0.00B

# March 2023



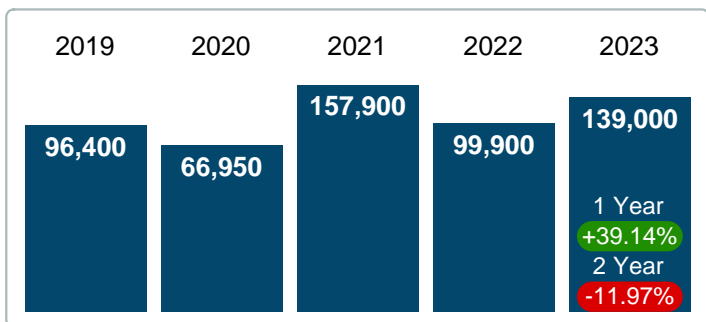
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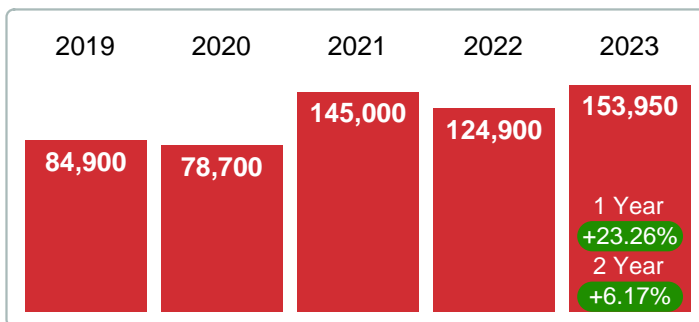
## MEDIAN LIST PRICE AT CLOSING

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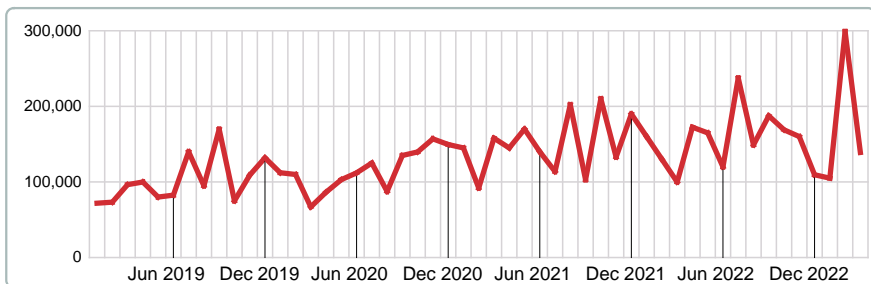
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 112,030

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

Median List Price at Closing this month at **139,000**  
 above the 5 yr MAR average of **112,030**

Month	Price	Change (%)
JAN	105,000	
FEB	299,000	+184.76%
MAR	139,000	-53.51%

### 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
\$70,000 and less	0.00%	90	0	0	0	0
\$70,001 - \$80,000	0.00%	90	0	0	0	0
\$80,001 - \$80,000	0.00%	90	0	0	0	0
\$80,001 - \$150,000	58.33%	89,000	88,000	89,000	0	0
\$150,001 - \$150,000	0.00%	89,000	0	0	0	0
\$150,001 - \$310,000	25.00%	164,900	0	164,900	0	0
\$310,001 and up	16.67%	459,500	0	350,000	569,000	0
<b>Median List Price</b>		<b>139,000</b>	<b>88,000</b>	<b>158,000</b>	<b>569,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>139,000</b>	<b>4</b>	<b>7</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,144,900</b>	<b>410.00K</b>	<b>1.17M</b>	<b>569.00K</b>	<b>0.00B</b>



# March 2023



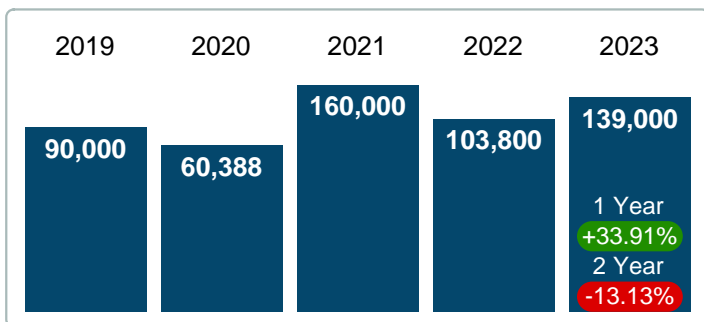
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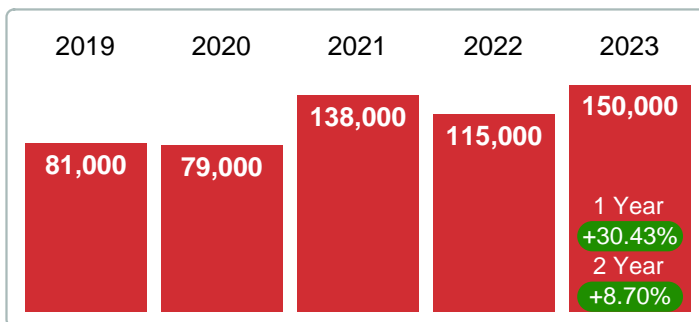
## MEDIAN SOLD PRICE AT CLOSING

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### MARCH



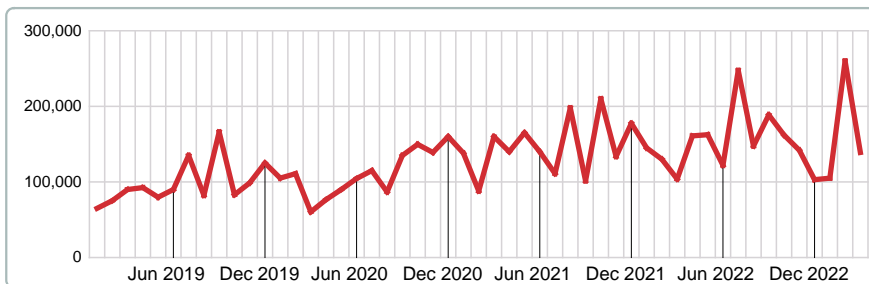
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

### 3 MONTHS

5 year MAR AVG = 110,638



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

Median Sold Price at Closing this month at **139,000**  
above the 5 yr MAR average of **110,638**

Month	Price	% Change
JAN	105,000	
FEB	260,000	+147.62%
MAR	139,000	-46.54%

### 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
\$70,000 and less	0	0.00%	459,500	0	0	0	0
\$70,001 - \$80,000	2	16.67%	77,100	79,200	75,000	0	0
\$80,001 - \$80,000	0	0.00%	77,100	0	0	0	0
\$80,001 - \$150,000	7	58.33%	132,000	85,300	141,000	0	0
\$150,001 - \$150,000	0	0.00%	132,000	0	0	0	0
\$150,001 - \$310,000	1	8.33%	159,600	0	159,600	0	0
\$310,001 and up	2	16.67%	423,500	0	312,000	535,000	0
Median Sold Price			139,000	85,150	150,000	535,000	0
Total Closed Units		100%	139,000	4	7	1	
Total Closed Volume			1,998,100	395.50K	1.07M	535.00K	0.00B

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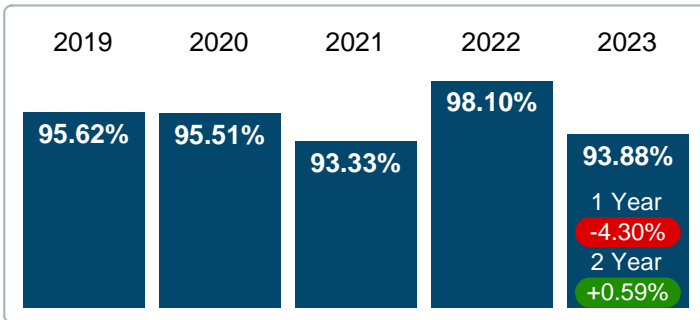
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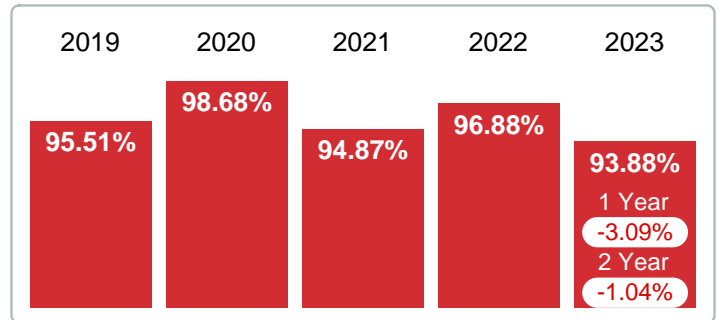
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

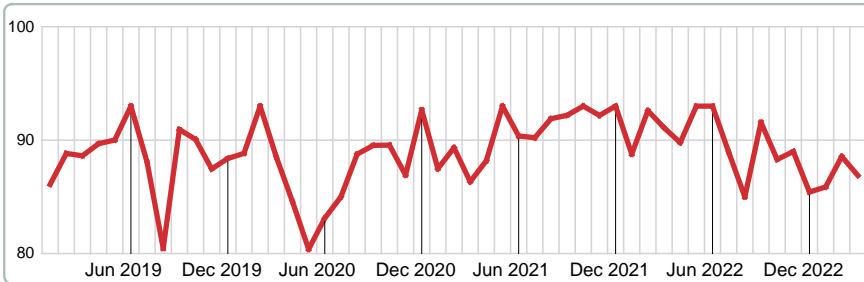
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

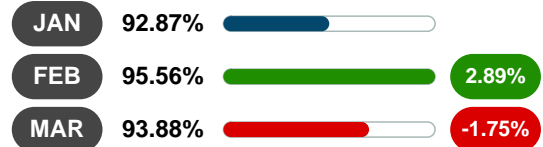


### 3 MONTHS

5 year MAR AVG = 95.29%

High Jun 2022 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **93.88%**  
 below the 5 yr MAR average of **95.29%**



### 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
\$70,000 and less	0	0.00%	23.50%	0.00%	0.00%	0.00%	0.00%
\$70,001 - \$80,000	2	16.67%	90.71%	93.18%	88.24%	0.00%	0.00%
\$80,001 - \$80,000	0	0.00%	90.71%	0.00%	0.00%	0.00%	0.00%
\$80,001 - \$150,000	7	58.33%	97.99%	97.99%	97.47%	0.00%	0.00%
\$150,001 - \$150,000	0	0.00%	97.99%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$310,000	1	8.33%	84.00%	0.00%	84.00%	0.00%	0.00%
\$310,001 and up	2	16.67%	91.58%	0.00%	89.14%	94.02%	0.00%
Median Sold/List Ratio		93.88%		95.86%	90.96%	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



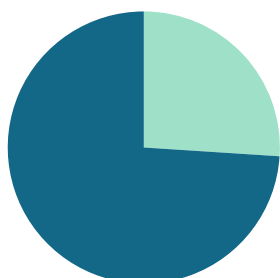
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

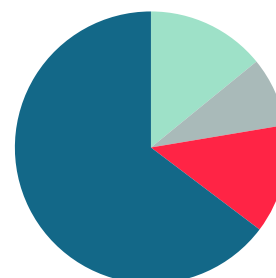


**Inventory**  
 New Listings  
**19 = 26.03%**  
 Start Inventory  
**54**  
 Total Inventory Units  
**73**  
 Volume  
**\$25,051,750**

### 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%
Median List Price	99,900	139,000	39.14%	124,900	153,950	23.26%
Median Sale Price	103,800	139,000	33.91%	115,000	150,000	30.43%
Median Percent of Selling Price to List Price	98.10%	93.88%	-4.30%	96.88%	93.88%	-3.09%
Median Days on Market to Sale	10.00	31.50	215.00%	26.00	38.50	48.08%
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

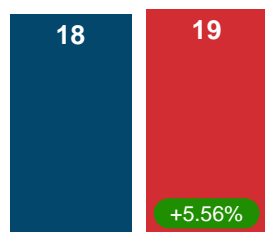
**Inventory** on March 31, 2023 = **55**

**2022** **2023**

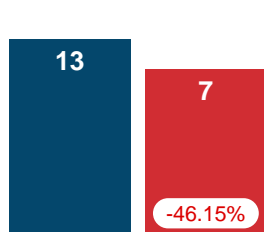
### MARCH MARKET

### MEDIAN PRICES

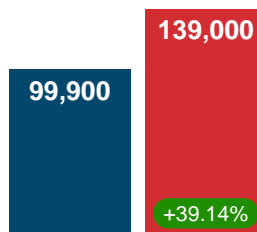
#### New Listings



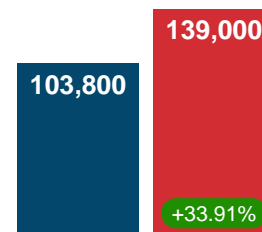
#### Pending Listings



#### List Price



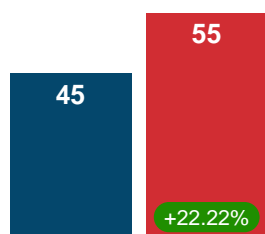
#### Sale Price



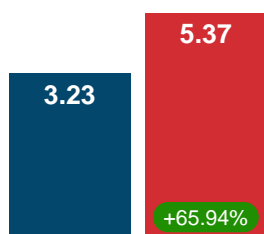
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

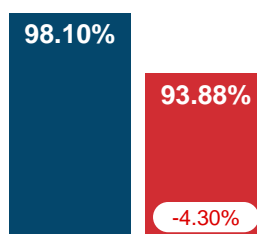
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

