

May 2023



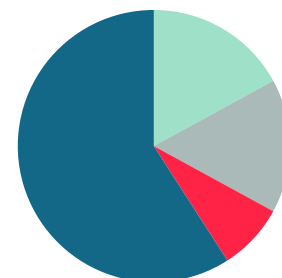
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	May 2023	+/-%
Closed Listings	14	15	7.14%
Pending Listings	9	14	55.56%
New Listings	23	14	-39.13%
Average List Price	225,521	180,527	-19.95%
Average Sale Price	217,229	179,653	-17.30%
Average Percent of Selling Price to List Price	96.73%	100.06%	3.45%
Average Days on Market to Sale	22.93	36.73	60.21%
End of Month Inventory	53	52	-1.89%
Months Supply of Inventory	3.83	5.16	34.60%



■ Closed (17.05%)
■ Pending (15.91%)
■ Other OffMarket (7.95%)
■ Active (59.09%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of May 31, 2023 = **52**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2023 decreased **1.89%** to 52 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 **5.16** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **17.30%** in May 2023 to \$179,653 versus the previous year at \$217,229.

Average Days on Market Lengthens

The average number of **36.73** days that homes spent on the market before selling increased by 13.80 days or **60.21%** in May 2023 compared to last year's same month at **22.93** DOM.

Sales Success for May 2023 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 14 New Listings in May 2023, down **39.13%** from last year at 23. Furthermore, there were 15 Closed Listings this month versus last year at 14, a **7.14%** increase.

Closed versus Listed trends yielded a **107.1%** ratio, up from previous year's, May 2022, at **60.9%**, a **76.02%** upswing. This will certainly create pressure on a decreasing 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

May 2023



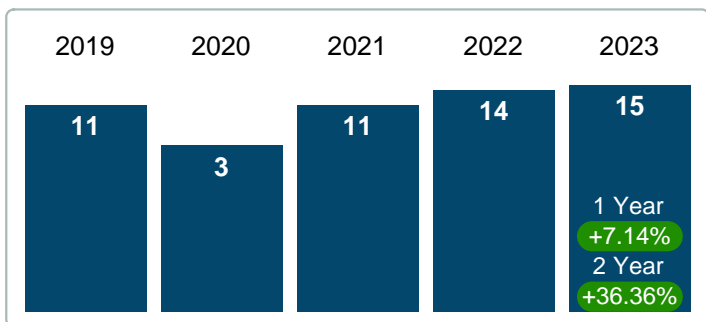
Area Delimited by County Of Sequoyah - Residential Property Type



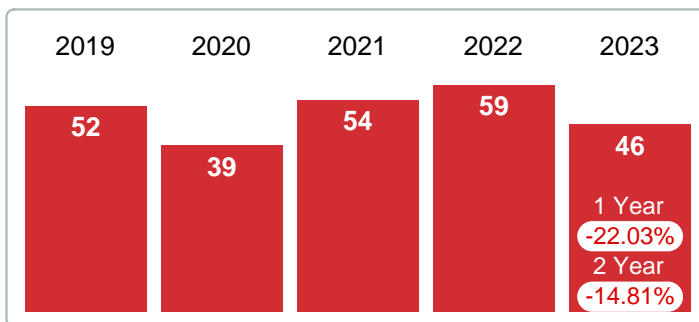
CLOSED LISTINGS

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

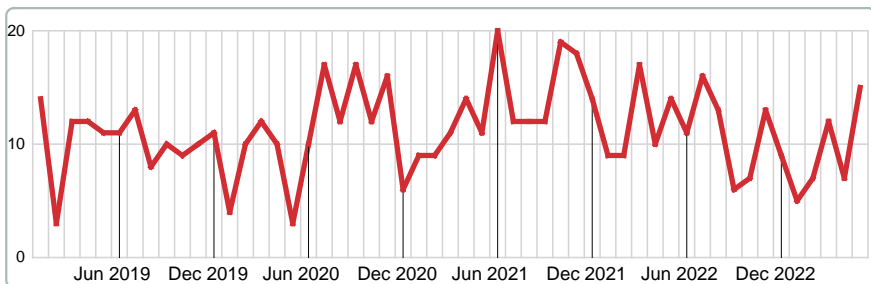
MAY



YEAR TO DATE (YTD)

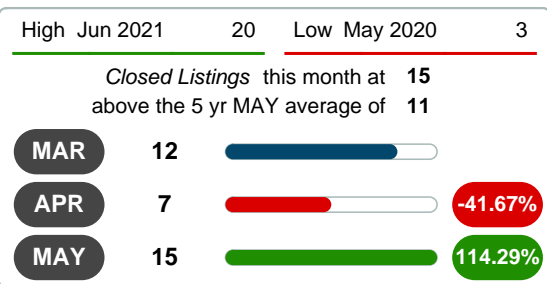


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 11



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	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	3	20.00%	17.3	1	2	0	0
\$125,001 - \$150,000	5	33.33%	40.0	2	3	0	0
\$150,001 - \$225,000	3	20.00%	36.3	0	3	0	0
\$225,001 - \$300,000	2	13.33%	73.5	1	1	0	0
\$300,001 and up	2	13.33%	21.5	0	0	2	0
Total Closed Units	15			4	9	2	0
Total Closed Volume	2,694,800	100%	36.7	602.00K	1.35M	745.00K	0.00B
Average Closed Price	\$179,653			\$150,500	\$149,756	\$372,500	\$0

May 2023



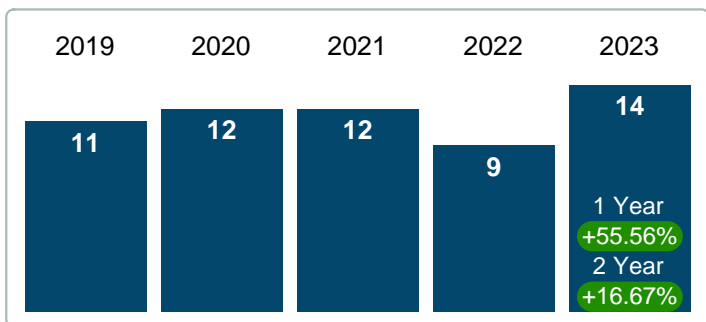
Area Delimited by County Of Sequoyah - Residential Property Type



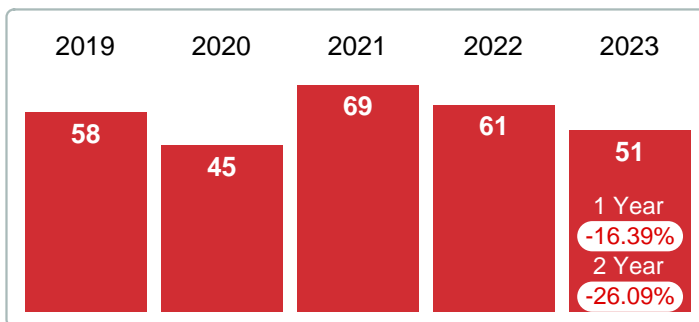
PENDING LISTINGS

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

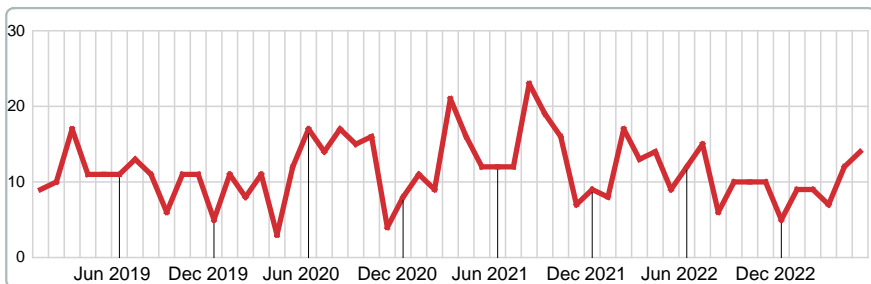
MAY



YEAR TO DATE (YTD)

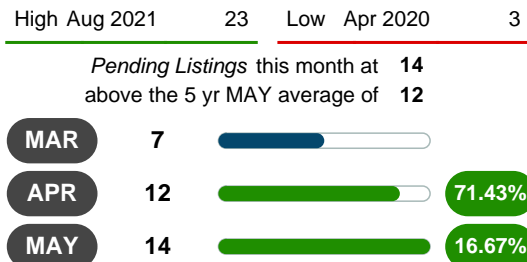


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 12



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	3	21.43%	60.0	1	2	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$225,000	5	35.71%	85.6	0	4	1	0
\$225,001 - \$275,000	2	14.29%	131.0	0	1	1	0
\$275,001 - \$525,000	2	14.29%	108.0	0	1	1	0
\$525,001 and up	2	14.29%	40.5	0	1	1	0
Total Pending Units	14			1	9	4	0
Total Pending Volume	3,677,400	100%	90.3	84.00K	2.03M	1.56M	0.00B
Average Listing Price	\$244,117			\$84,000	\$225,411	\$391,175	\$0

May 2023



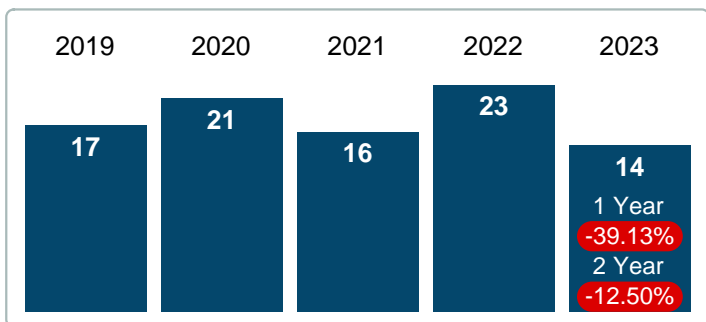
Area Delimited by County Of Sequoyah - Residential Property Type



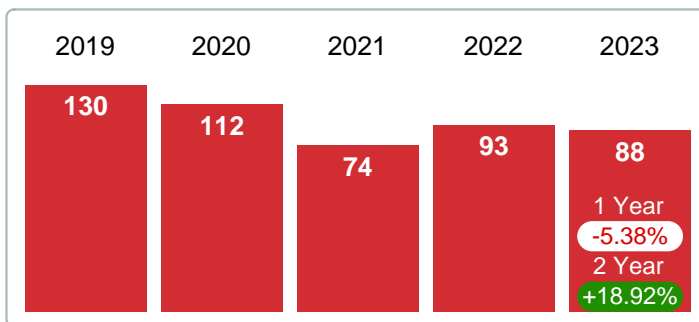
NEW LISTINGS

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

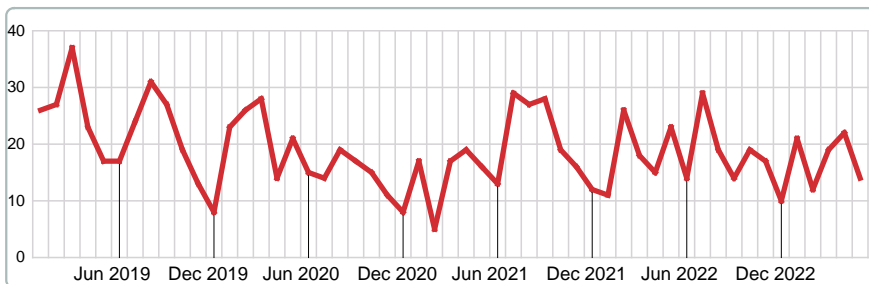
MAY



YEAR TO DATE (YTD)

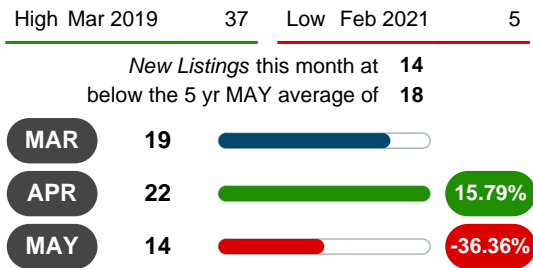


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 18



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	0	0.00%	0	0	0	0
\$75,001 - \$100,000	3	21.43%	1	2	0	0
\$100,001 - \$150,000	2	14.29%	0	2	0	0
\$150,001 - \$250,000	3	21.43%	2	0	1	0
\$250,001 - \$300,000	2	14.29%	0	1	1	0
\$300,001 - \$525,000	3	21.43%	1	1	1	0
\$525,001 and up	1	7.14%	0	0	0	1
Total New Listed Units	14		4	6	3	1
Total New Listed Volume	3,855,500	100%	929.00K	1.15M	789.80K	985.00K
Average New Listed Listing Price	\$168,225		\$232,250	\$191,950	\$263,267	\$985,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

May 2023



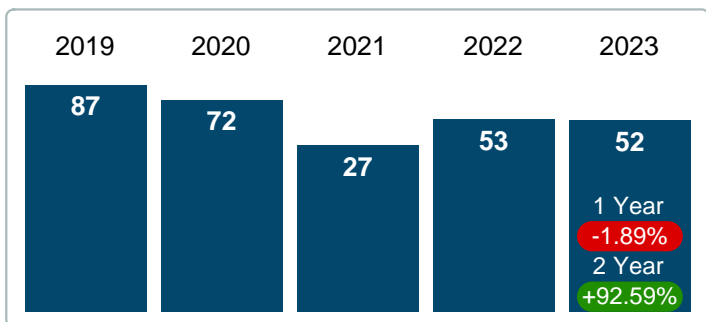
Area Delimited by County Of Sequoyah - Residential Property Type



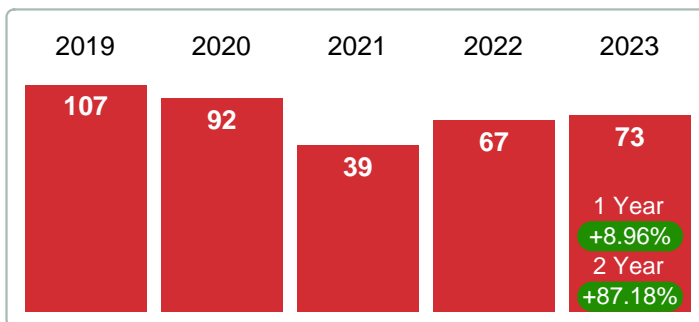
ACTIVE INVENTORY

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

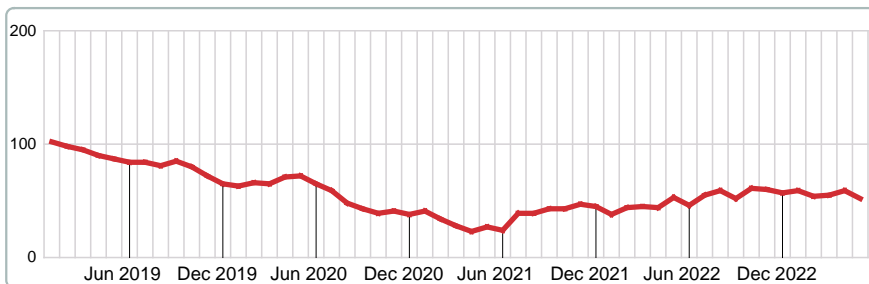
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 58

High Jan 2019 102 Low Apr 2021 23

Inventory this month at 52
below the 5 yr MAY average of 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	2	3.85%	67.0	2	0	0	0
\$75,001 - \$125,000	9	17.31%	79.9	3	5	1	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$250,000	22	42.31%	82.0	7	12	3	0
\$250,001 - \$300,000	7	13.46%	83.1	0	4	3	0
\$300,001 - \$525,000	8	15.38%	92.9	2	4	1	1
\$525,001 and up	4	7.69%	98.5	0	1	2	1
Total Active Inventory by Units	52			14	26	10	2
Total Active Inventory by Volume	12,839,050	100%	84.2	2.44M	5.96M	3.11M	1.33M
Average Active Inventory Listing Price	\$246,905			\$174,107	\$229,225	\$310,680	\$667,450

May 2023



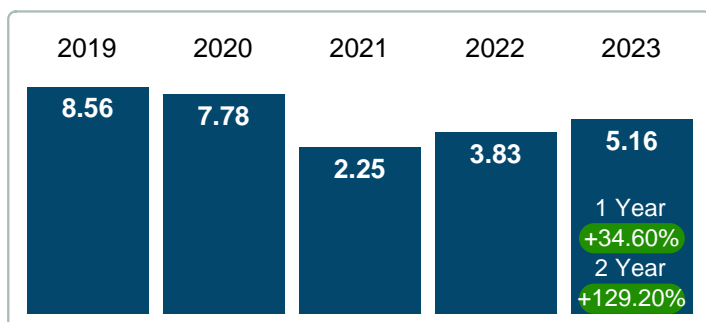
Area Delimited by County Of Sequoyah - Residential Property Type



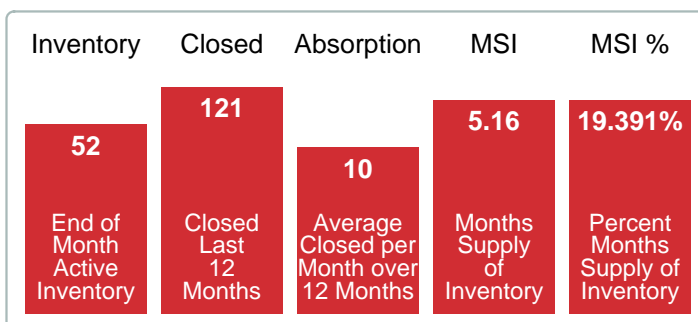
MONTHS SUPPLY of INVENTORY (MSI)

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

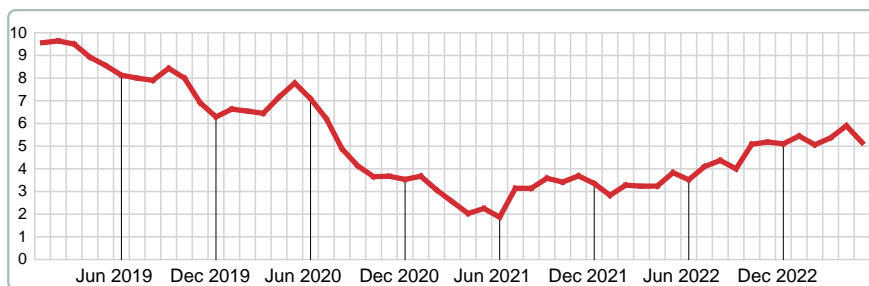
MSI FOR MAY



INDICATORS FOR MAY 2023

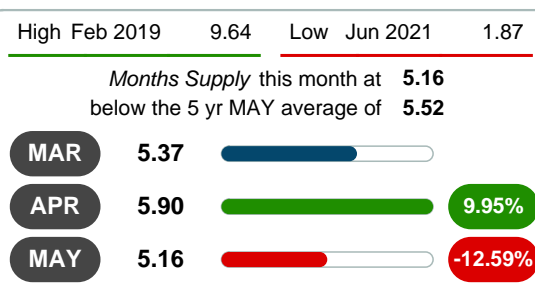


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.52



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	3.85%	1.71	3.43	0.00	0.00	0.00
\$75,001 - \$125,000	9	17.31%	3.72	3.27	3.53	12.00	0.00
\$125,001 - \$125,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$125,001 - \$250,000	22	42.31%	5.18	6.00	4.80	5.14	0.00
\$250,001 - \$300,000	7	13.46%	10.50	0.00	12.00	18.00	0.00
\$300,001 - \$525,000	8	15.38%	6.86	12.00	9.60	1.71	0.00
\$525,001 and up	4	7.69%	9.60	0.00	6.00	8.00	0.00
Market Supply of Inventory (MSI)			5.16	4.67	4.80	6.00	inf
Total Active Inventory by Units		100%	5.16	14	26	10	2

May 2023



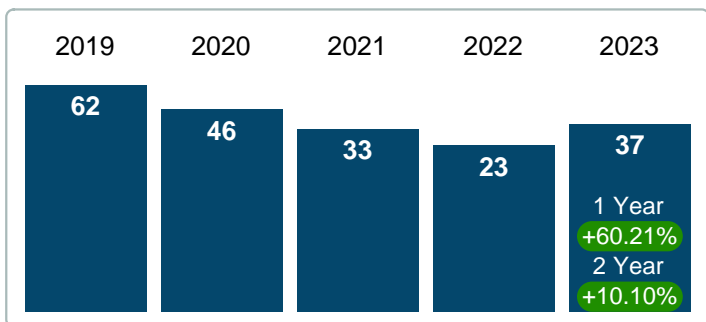
Area Delimited by County Of Sequoyah - Residential Property Type



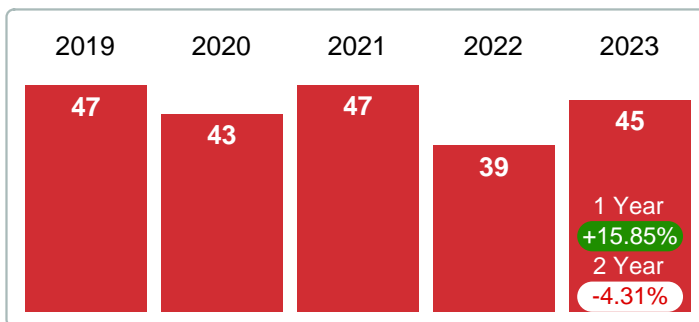
AVERAGE DAYS ON MARKET TO SALE

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

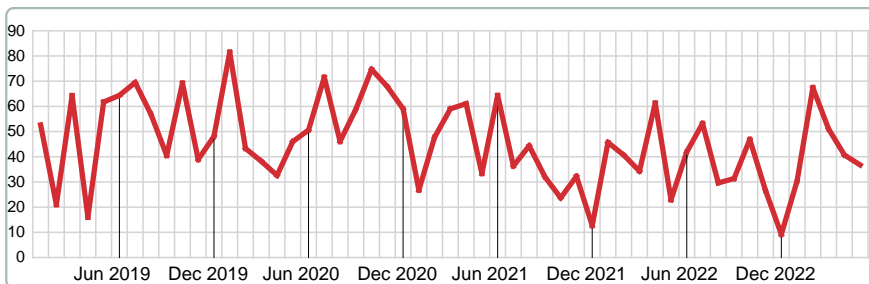
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

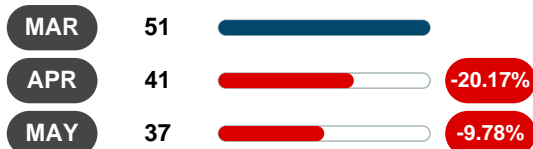


3 MONTHS

5 year MAY AVG = 40

High Jan 2020 82 Low Dec 2022 9

Average Days on Market to Sale this month at 37 below the 5 yr MAY average of 40



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	0.00%	0	0	0	0	0
\$75,001 - \$125,000	20.00%	17	8	22	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	33.33%	40	59	27	0	0
\$150,001 - \$225,000	20.00%	36	0	36	0	0
\$225,001 - \$300,000	13.33%	74	7	140	0	0
\$300,001 and up	13.33%	22	0	0	22	0
Average Closed DOM		37	33	42	22	0
Total Closed Units	100%	37	4	9	2	
Total Closed Volume		2,694,800	602.00K	1.35M	745.00K	0.00B

May 2023



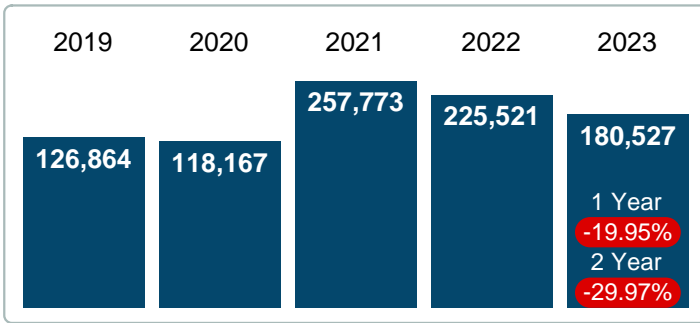
Area Delimited by County Of Sequoyah - Residential Property Type



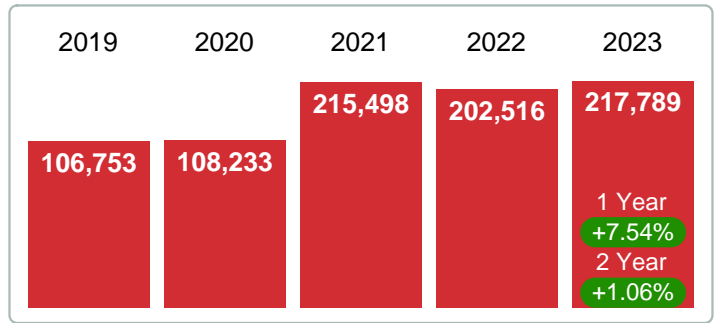
AVERAGE LIST PRICE AT CLOSING

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

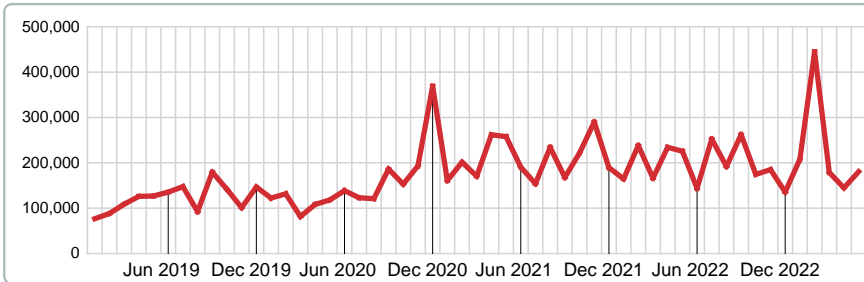
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

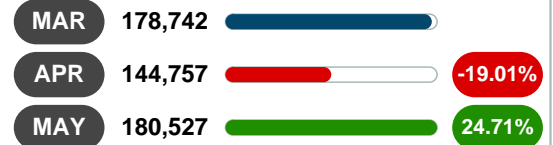


3 MONTHS

5 year MAY AVG = 181,770

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

Average List Price at Closing this month at **180,527**
below the 5 yr MAY average of **181,770**



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	0	0	0
\$75,001 - \$125,000	33.33%	103,560	79,000	94,450	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	20.00%	141,133	132,200	136,300	0	0
\$150,001 - \$225,000	20.00%	172,633	0	172,633	0	0
\$225,001 - \$300,000	13.33%	251,950	244,900	259,000	0	0
\$300,001 and up	13.33%	372,450	0	0	372,450	0
Average List Price		180,527	147,075	152,744	372,450	0
Total Closed Units		15	4	9	2	0
Total Closed Volume		2,707,900	588.30K	1.37M	744.90K	0.00B

May 2023



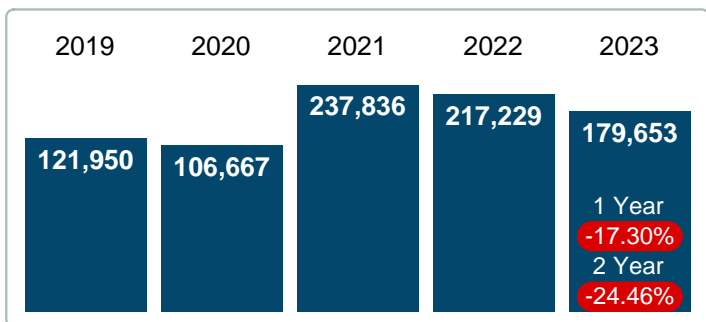
Area Delimited by County Of Sequoyah - Residential Property Type



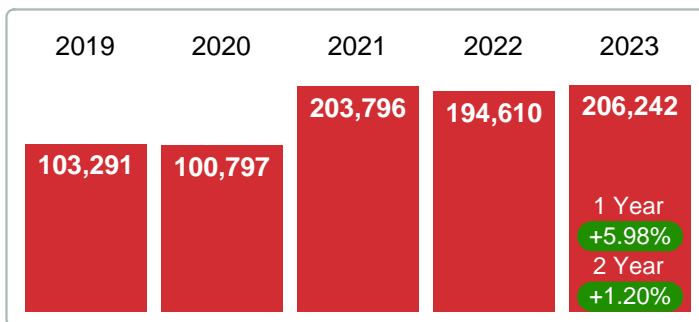
AVERAGE SOLD PRICE AT CLOSING

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

MAY



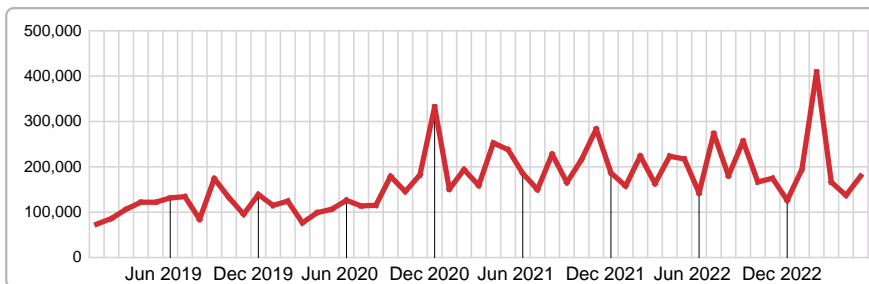
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year MAY AVG = 172,667



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

Average Sold Price at Closing this month at **179,653**
 above the 5 yr MAY average of **172,667**

MAR	166,508	<div style="width: 80%;"></div>
APR	137,107	<div style="width: 60%;"></div> -17.66%
MAY	179,653	<div style="width: 100%;"></div> 31.03%

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	0.00%	0	0	0	0	0
\$75,001 - \$125,000	20.00%	91,667	83,100	95,950	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	33.33%	137,000	137,000	137,000	0	0
\$150,001 - \$225,000	20.00%	166,633	0	166,633	0	0
\$225,001 - \$300,000	13.33%	244,950	244,900	245,000	0	0
\$300,001 and up	13.33%	372,500	0	0	372,500	0
Average Sold Price		179,653	150,500	149,756	372,500	0
Total Closed Units		15	4	9	2	0
Total Closed Volume		2,694,800	602.00K	1.35M	745.00K	0.00B

May 2023



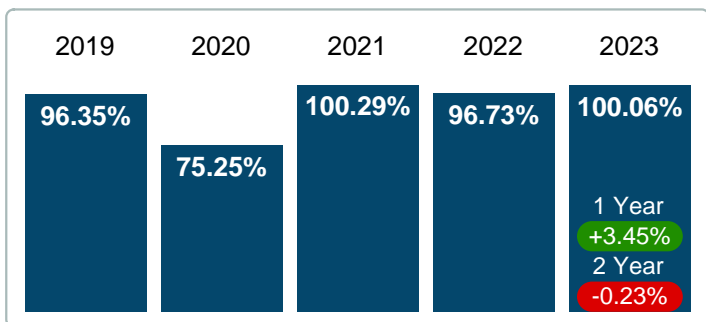
Area Delimited by County Of Sequoyah - Residential Property Type



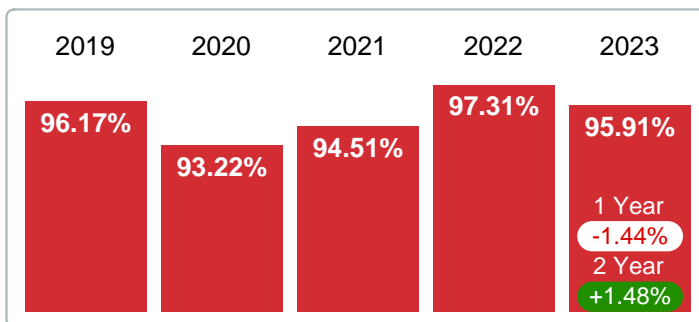
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

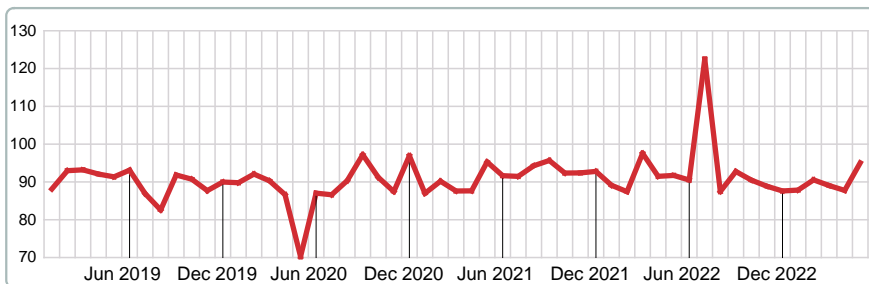
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

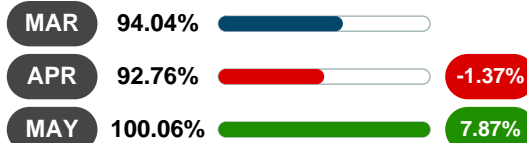


3 MONTHS

5 year MAY AVG = 93.74%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **100.06%** above the 5 yr MAY average of **93.74%**



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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	3	20.00%	102.74%	105.19%	101.52%	0.00%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$150,000	5	33.33%	101.76%	103.53%	100.58%	0.00%	0.00%
\$150,001 - \$225,000	3	20.00%	96.88%	0.00%	96.88%	0.00%	0.00%
\$225,001 - \$300,000	2	13.33%	97.30%	100.00%	94.59%	0.00%	0.00%
\$300,001 and up	2	13.33%	99.32%	0.00%	0.00%	99.32%	0.00%
Average Sold/List Ratio		100.10%		103.06%	98.89%	99.32%	0.00%
Total Closed Units		15	100%	4	9	2	
Total Closed Volume		2,694,800		602.00K	1.35M	745.00K	0.00B

May 2023



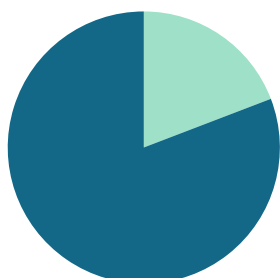
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

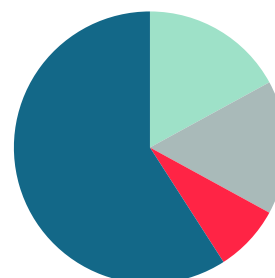


Inventory
 New Listings
14 = 19.18%
 Start Inventory
59
 Total Inventory Units
73
 Volume
\$23,994,650

Market Activity

Closed Sales
15 = 17.05%
 Pending Sales
14 = 15.91%
 Other Off Market
7 = 7.95%
 Active Inventory
52 = 59.09%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	14	15	7.14%	59	46	-22.03%
Pending Sales	9	14	55.56%	61	51	-16.39%
New Listings	23	14	-39.13%	93	88	-5.38%
Average List Price	225,521	180,527	-19.95%	202,516	217,789	7.54%
Average Sale Price	217,229	179,653	-17.30%	194,610	206,242	5.98%
Average Percent of Selling Price to List Price	96.73%	100.06%	3.45%	97.31%	95.91%	-1.44%
Average Days on Market to Sale	22.93	36.73	60.21%	38.88	45.04	15.85%
Monthly Inventory	53	52	-1.89%	53	52	-1.89%
Months Supply of Inventory	3.83	5.16	34.60%	3.83	5.16	34.60%

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

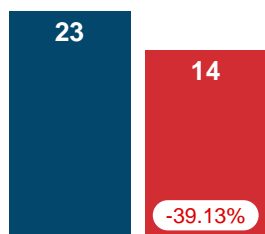
Inventory on May 31, 2023 = **52**

2022 **2023**

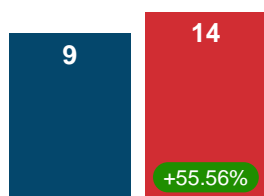
MAY MARKET

AVERAGE PRICES

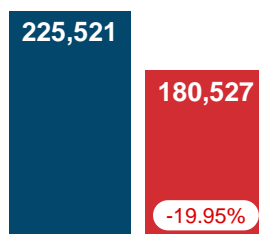
New Listings



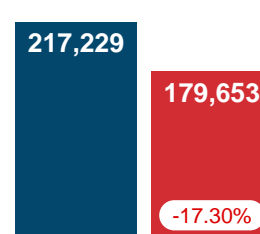
Pending Listings



List Price



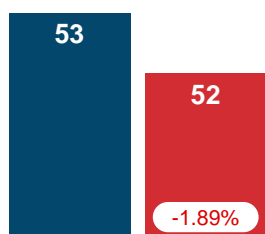
Sale Price



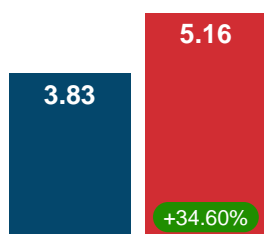
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

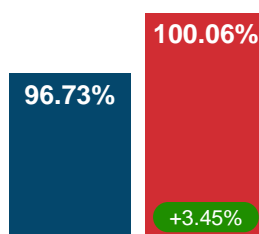
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

