

May 2023



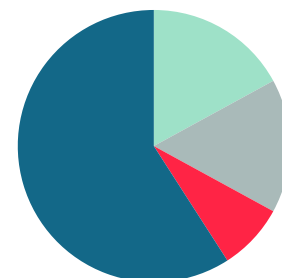
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	164,900	149,000	-9.64%
Median Sale Price	162,500	149,000	-8.31%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	14.00	26.00	85.71%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **8.31%** in May 2023 to \$149,000 versus the previous year at \$162,500.

Median Days on Market Lengthens

The median number of **26.00** days that homes spent on the market before selling increased by 12.00 days or **85.71%** in May 2023 compared to last year's same month at **14.00** DOM.

Sales Success for May 2023 is Positive

Overall, with Median 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 Month'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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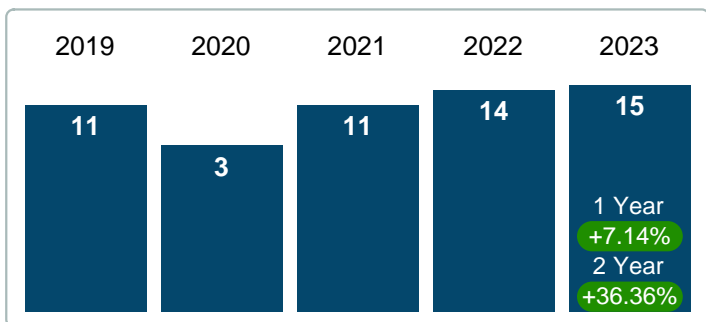
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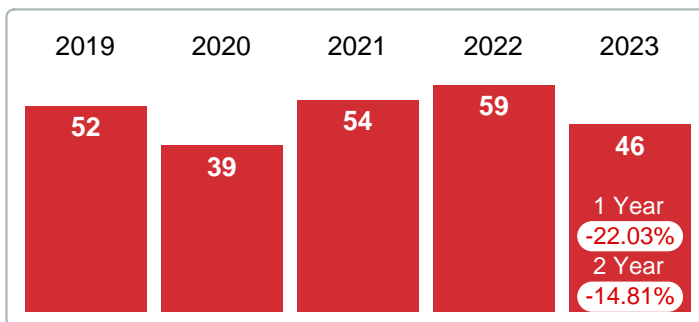
CLOSED LISTINGS

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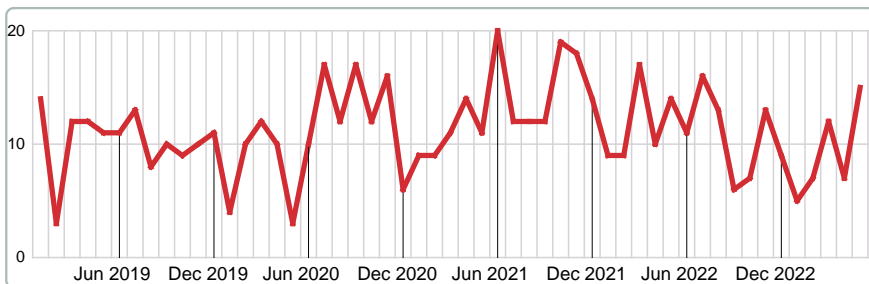
MAY



YEAR TO DATE (YTD)

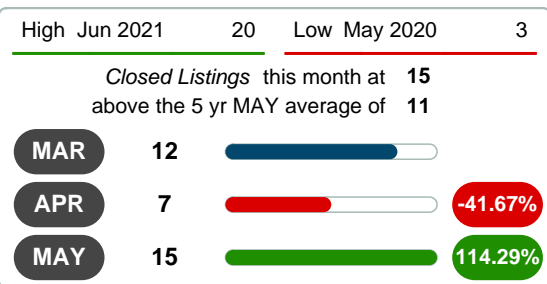


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	0	0.00%	0.0	0	0	0	0
\$80,001 - \$120,000	3	20.00%	13.0	1	2	0	0
\$120,001 - \$130,000	2	13.33%	29.0	1	1	0	0
\$130,001 - \$160,000	3	20.00%	42.0	1	2	0	0
\$160,001 - \$240,000	3	20.00%	6.0	0	3	0	0
\$240,001 - \$310,000	3	20.00%	7.0	1	1	1	0
\$310,001 and up	1	6.67%	38.0	0	0	1	0
Total Closed Units	15			4	9	2	0
Total Closed Volume	2,694,800	100%	26.0	602.00K	1.35M	745.00K	0.00B
Median Closed Price	\$149,000			\$137,000	\$149,000	\$372,500	\$0

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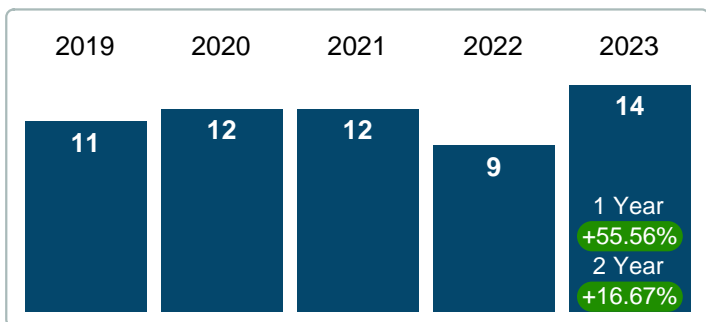
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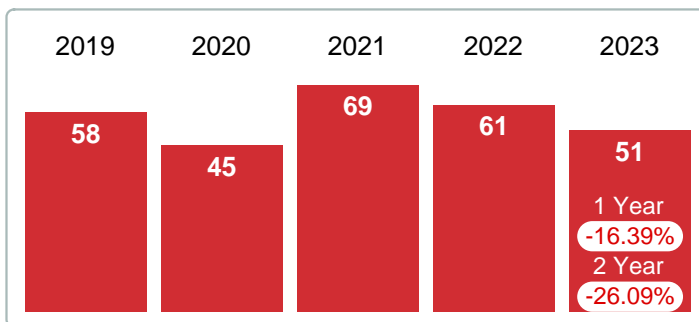
PENDING LISTINGS

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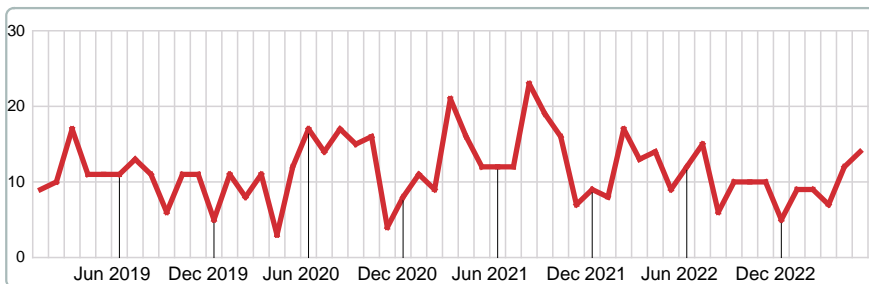
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

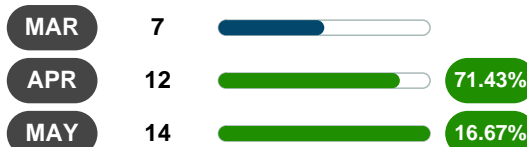


3 MONTHS

5 year MAY AVG = 12

High Aug 2021 23 Low Apr 2020 3

Pending Listings this month at 14 above the 5 yr MAY average of 12



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	0	0.00%	38.0	0	0	0	0
\$75,001 - \$150,000	3	21.43%	42.0	1	2	0	0
\$150,001 - \$150,000	0	0.00%	42.0	0	0	0	0
\$150,001 - \$225,000	5	35.71%	42.0	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%	42.0	84.00K	2.03M	1.56M	0.00B
Median Listing Price	\$197,450			\$84,000	\$195,900	\$337,450	\$0

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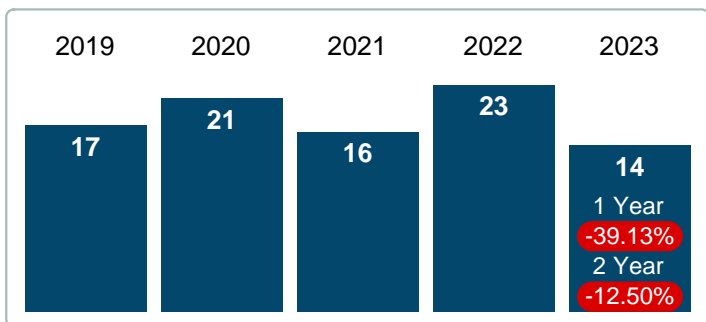
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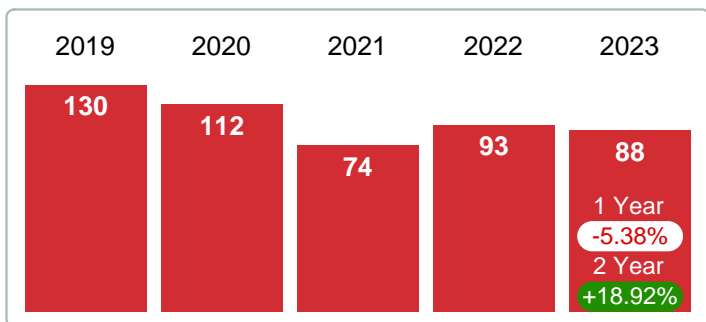
NEW LISTINGS

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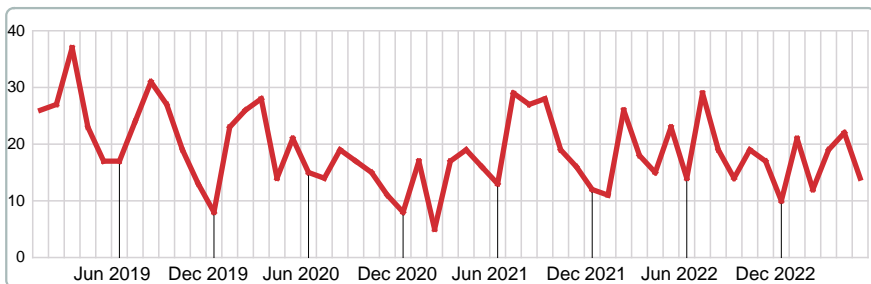
MAY



YEAR TO DATE (YTD)

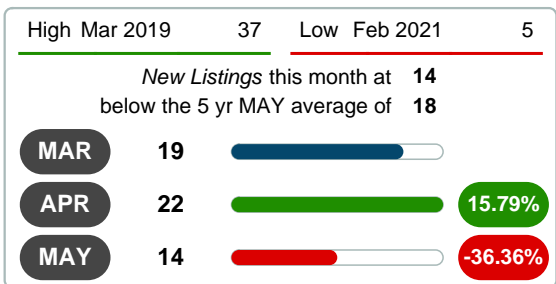


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 18



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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
Median New Listed Listing Price	\$164,950		\$160,000	\$124,450	\$300,000	\$985,000

May 2023



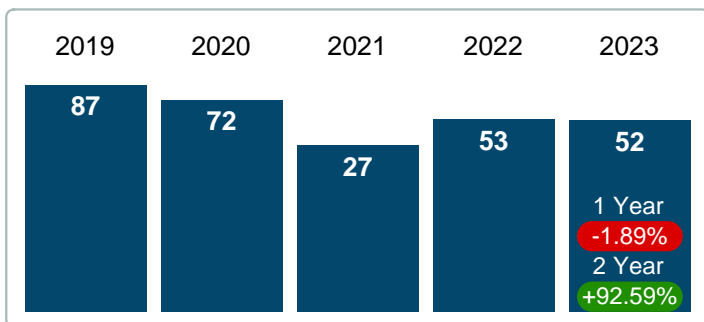
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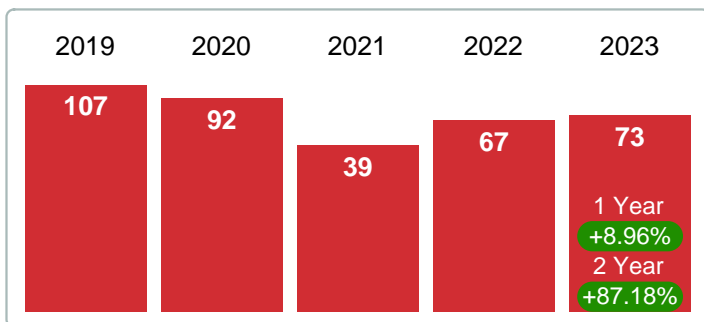
ACTIVE INVENTORY

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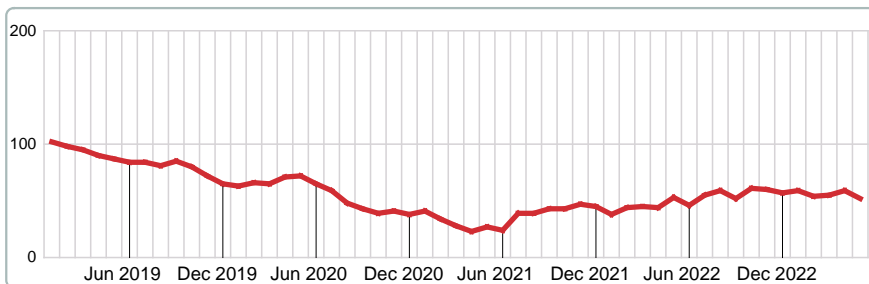
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

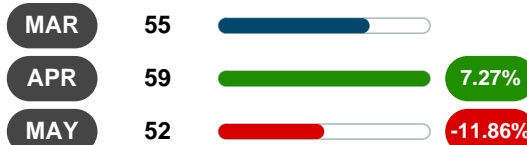


3 MONTHS

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		%	MDOM	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%	41.0	3	5	1	0
\$125,001 - \$125,000	0	0.00%	41.0	0	0	0	0
\$125,001 - \$250,000	22	42.31%	66.0	7	12	3	0
\$250,001 - \$300,000	7	13.46%	79.0	0	4	3	0
\$300,001 - \$525,000	8	15.38%	41.5	2	4	1	1
\$525,001 and up	4	7.69%	104.5	0	1	2	1
Total Active Inventory by Units	52			14	26	10	2
Total Active Inventory by Volume	12,839,050	100%	59.0	2.44M	5.96M	3.11M	1.33M
Median Active Inventory Listing Price	\$180,000			\$153,750	\$194,700	\$264,000	\$667,450

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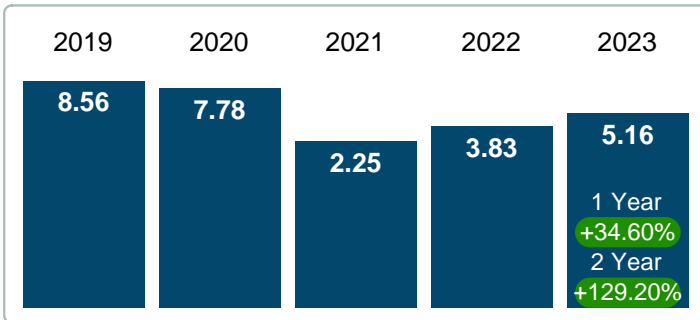
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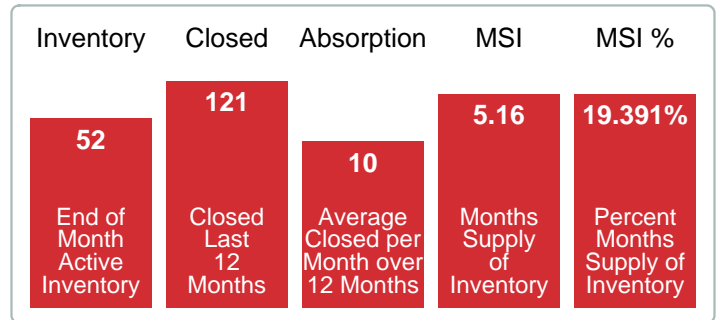
MONTHS SUPPLY of INVENTORY (MSI)

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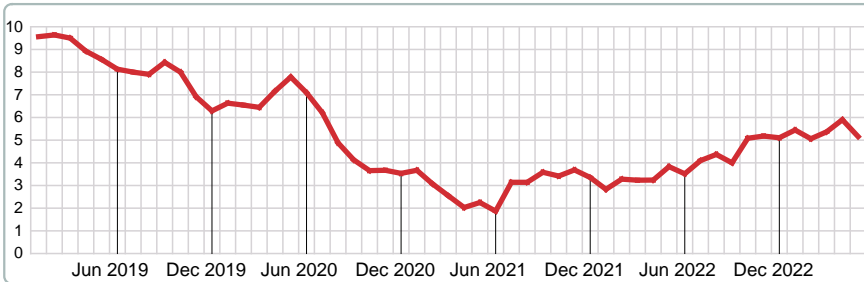
MSI FOR MAY



INDICATORS FOR MAY 2023

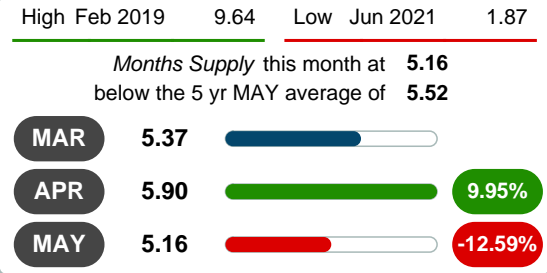


5 YEAR MARKET ACTIVITY TRENDS



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

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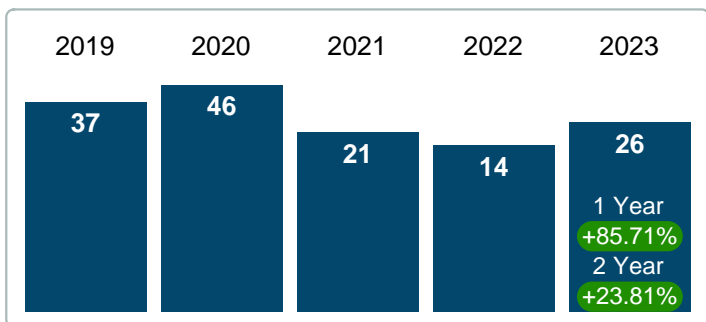
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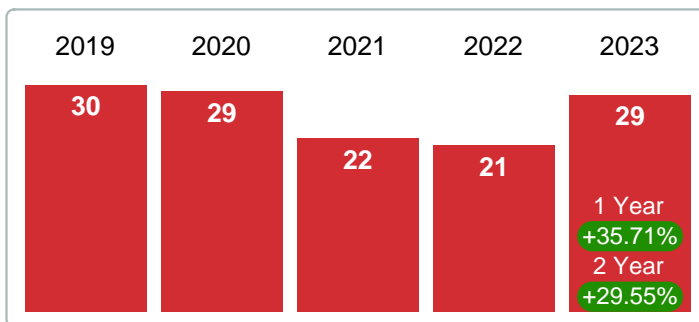
MEDIAN DAYS ON MARKET TO SALE

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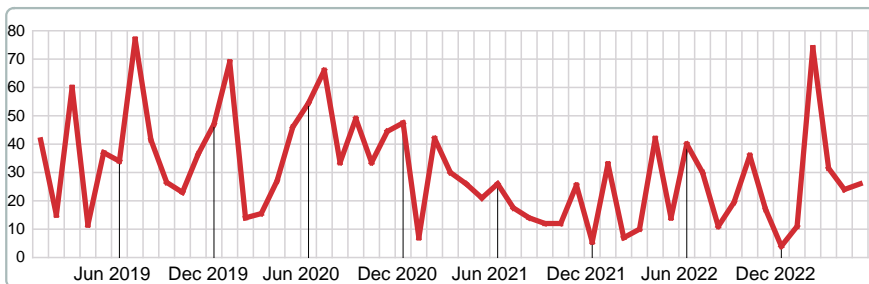
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 29

High Jul 2019 77 Low Dec 2022 4

Median Days on Market to Sale this month at 26 below the 5 yr MAY average of 29

- MAR 32
- APR 24 (-23.81%)
- MAY 26 (8.33%)

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
\$80,000 and less	0	0.00%	105	0	0	0	0
\$80,001 - \$120,000	3	20.00%	13	8	22	0	0
\$120,001 - \$130,000	2	13.33%	29	44	14	0	0
\$130,001 - \$160,000	3	20.00%	42	74	34	0	0
\$160,001 - \$240,000	3	20.00%	6	0	6	0	0
\$240,001 - \$310,000	3	20.00%	7	7	140	5	0
\$310,001 and up	1	6.67%	38	0	0	38	0
Median Closed DOM			26	26	26	22	0
Total Closed Units		100%	26.0	4	9	2	
Total Closed Volume			2,694,800	602.00K	1.35M	745.00K	0.00B

May 2023



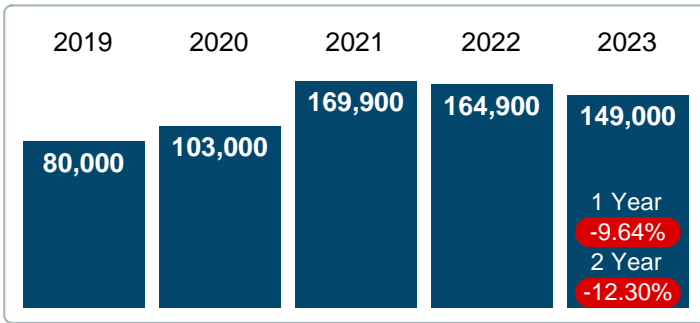
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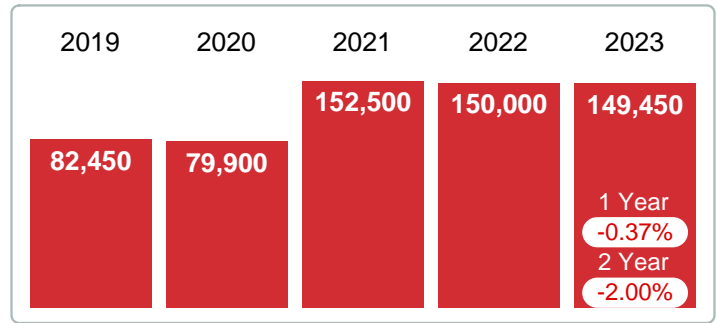
MEDIAN LIST PRICE AT CLOSING

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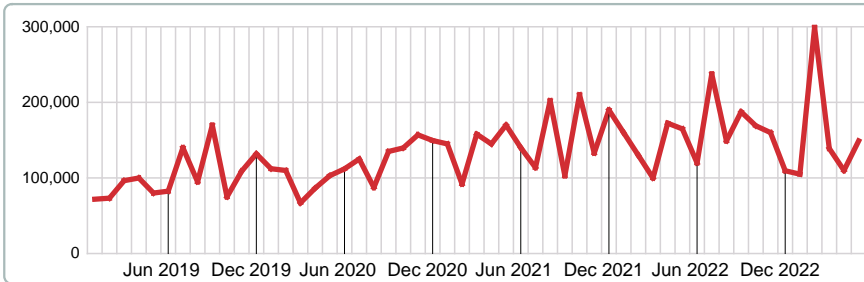
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 133,360

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

Median List Price at Closing this month at **149,000**
 above the 5 yr MAY average of **133,360**



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
\$80,000 and less	6.67%	79,000	79,000	0	0	0
\$80,001 - \$120,000	13.33%	94,450	0	94,450	0	0
\$120,001 - \$130,000	13.33%	124,950	124,900	125,000	0	0
\$130,001 - \$160,000	26.67%	144,250	139,500	149,000	0	0
\$160,001 - \$240,000	13.33%	179,950	0	179,950	0	0
\$240,001 - \$310,000	13.33%	251,950	244,900	259,000	0	0
\$310,001 and up	13.33%	372,450	0	0	372,450	0
Median List Price		149,000	132,200	149,000	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

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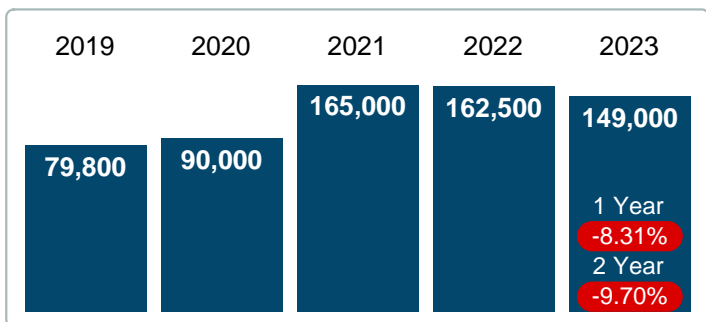
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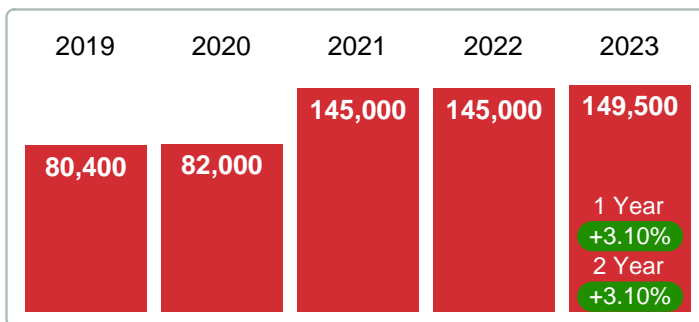
MEDIAN SOLD PRICE AT CLOSING

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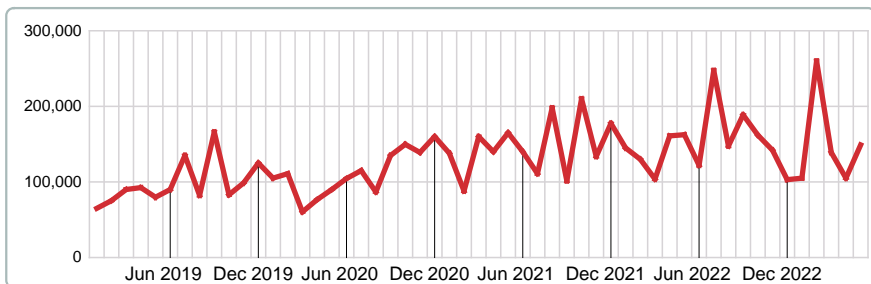
MAY



YEAR TO DATE (YTD)

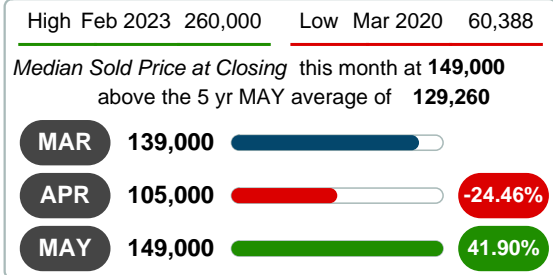


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 129,260



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
\$80,000 and less	0	0.00%	372,450	0	0	0	0
\$80,001 - \$120,000	3	20.00%	89,900	83,100	95,950	0	0
\$120,001 - \$130,000	2	13.33%	127,500	127,000	128,000	0	0
\$130,001 - \$160,000	3	20.00%	147,000	147,000	141,500	0	0
\$160,001 - \$240,000	3	20.00%	163,000	0	163,000	0	0
\$240,001 - \$310,000	3	20.00%	245,000	244,900	245,000	310,000	0
\$310,001 and up	1	6.67%	435,000	0	0	435,000	0
Median Sold Price			149,000	137,000	149,000	372,500	0
Total Closed Units		100%	149,000	4	9	2	
Total Closed Volume			2,694,800	602.00K	1.35M	745.00K	0.00B

May 2023



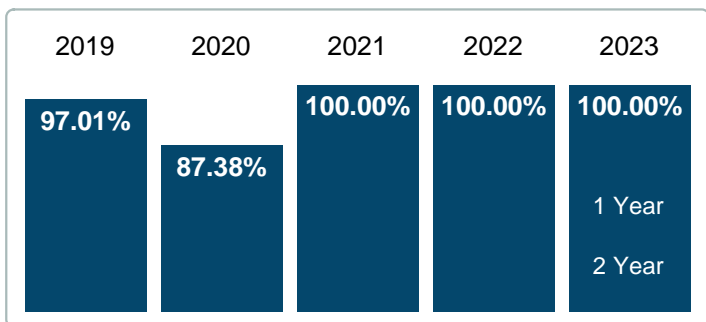
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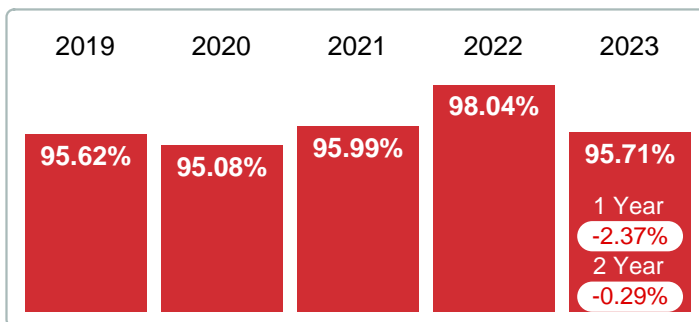
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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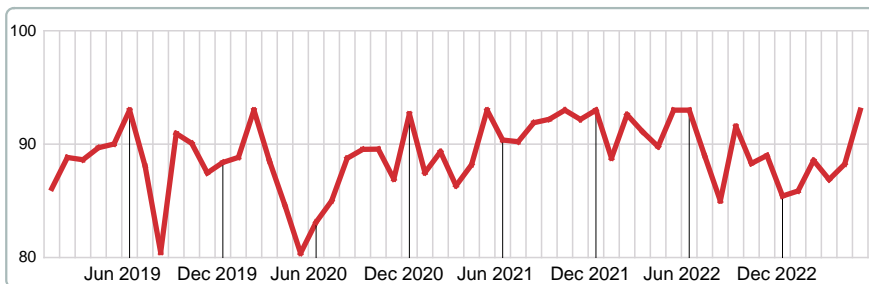
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

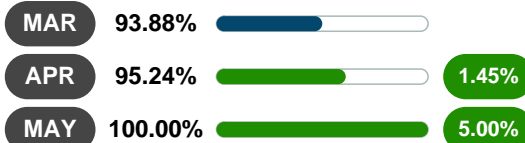


3 MONTHS

5 year MAY AVG = 96.88%

High May 2023 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **96.88%**



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
\$80,000 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$80,001 - \$120,000	3	20.00%	103.03%	105.19%	101.52%	0.00%	0.00%
\$120,001 - \$130,000	2	13.33%	102.04%	101.68%	102.40%	0.00%	0.00%
\$130,001 - \$160,000	3	20.00%	100.00%	105.38%	99.67%	0.00%	0.00%
\$160,001 - \$240,000	3	20.00%	100.00%	0.00%	100.00%	0.00%	0.00%
\$240,001 - \$310,000	3	20.00%	94.59%	100.00%	94.59%	89.86%	0.00%
\$310,001 and up	1	6.67%	108.78%	0.00%	0.00%	108.78%	0.00%
Median Sold/List Ratio		100.00%		103.44%	100.00%	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



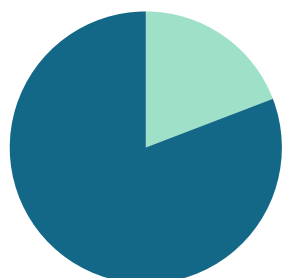
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

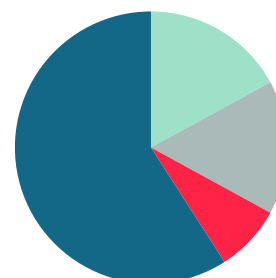


Inventory
 New Listings
14 = 19.18%
 Start Inventory
59
 Total Inventory Units
73
 Volume
\$23,994,650

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%
Median List Price	164,900	149,000	-9.64%	150,000	149,450	-0.37%
Median Sale Price	162,500	149,000	-8.31%	145,000	149,500	3.10%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.04%	95.71%	-2.37%
Median Days on Market to Sale	14.00	26.00	85.71%	21.00	28.50	35.71%
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

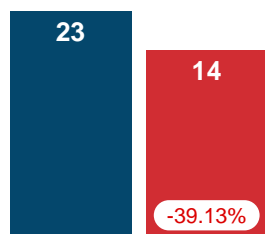
Inventory on May 31, 2023 = 52

2022 2023

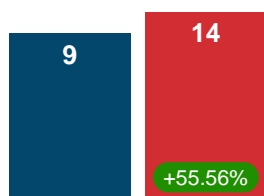
MAY MARKET

MEDIAN PRICES

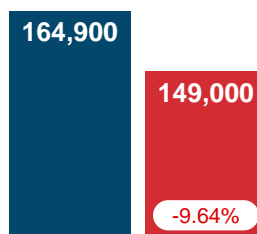
New Listings



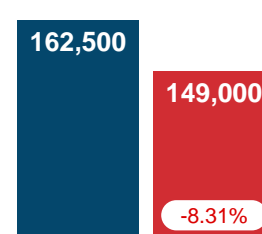
Pending Listings



List Price



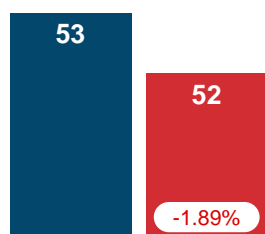
Sale Price



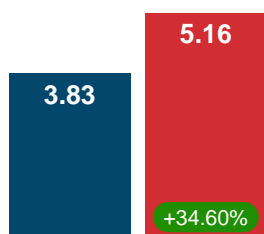
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

