

August 2023



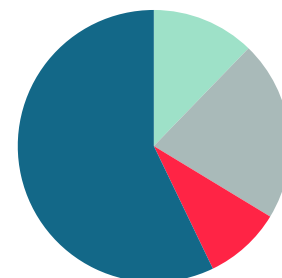
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	August 2023	+/-%
Closed Listings	13	12	-7.69%
Pending Listings	6	21	250.00%
New Listings	19	29	52.63%
Average List Price	192,177	185,558	-3.44%
Average Sale Price	180,356	170,375	-5.53%
Average Percent of Selling Price to List Price	92.47%	90.11%	-2.55%
Average Days on Market to Sale	29.62	47.33	59.83%
End of Month Inventory	59	56	-5.08%
Months Supply of Inventory	4.37	6.05	38.52%



■ Closed (12.24%)
■ Pending (21.43%)
■ Other OffMarket (9.18%)
■ Active (57.14%)

Absorption: Last 12 months, an Average of **9** Sales/Month
Active Inventory as of August 31, 2023 = **56**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2023 decreased **5.08%** to 56 existing homes available for sale. Over the last 12 months this area has had an average of 9 closed sales per month. This represents an unsold inventory index of **6.05** 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 **5.53%** in August 2023 to \$170,375 versus the previous year at \$180,356.

Average Days on Market Lengthens

The average number of **47.33** days that homes spent on the market before selling increased by 17.72 days or **59.83%** in August 2023 compared to last year's same month at **29.62** DOM.

Sales Success for August 2023 is Positive

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

There were 29 New Listings in August 2023, up **52.63%** from last year at 19. Furthermore, there were 12 Closed Listings this month versus last year at 13, a **-7.69%** decrease.

Closed versus Listed trends yielded a **41.4%** ratio, down from previous year's, August 2022, at **68.4%**, a **39.52%** downswing. 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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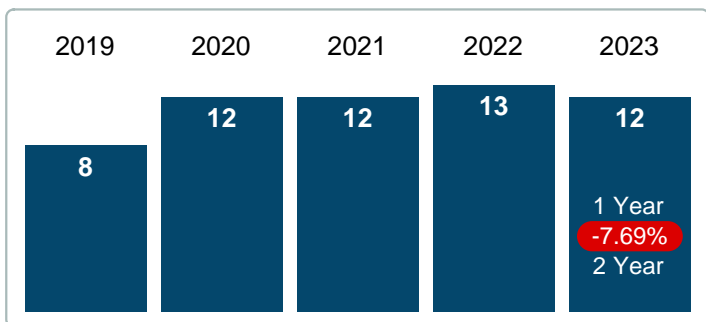
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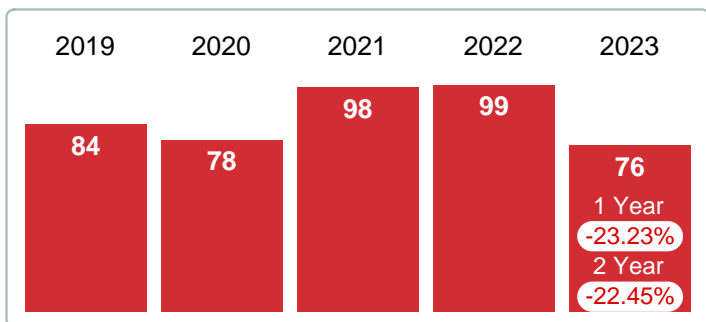
CLOSED LISTINGS

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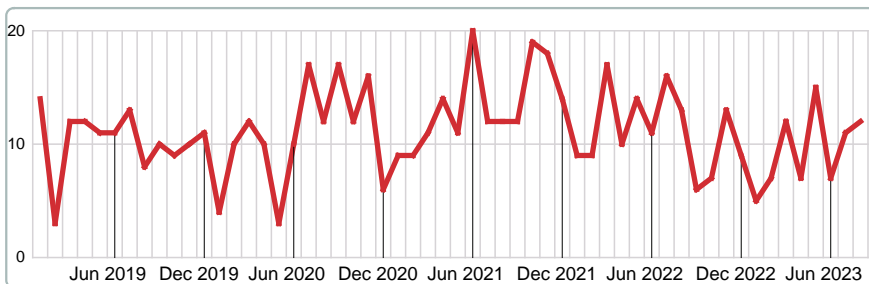
AUGUST



YEAR TO DATE (YTD)

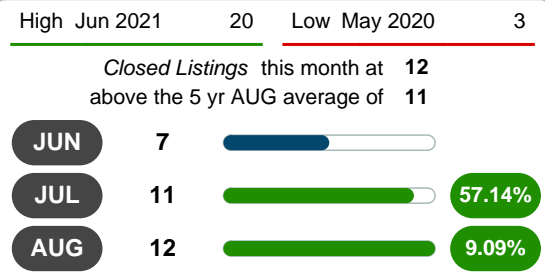


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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
\$50,000 and less	1	8.33%	39.0	1	0	0	0
\$50,001 - \$100,000	1	8.33%	2.0	0	1	0	0
\$100,001 - \$125,000	1	8.33%	130.0	1	0	0	0
\$125,001 - \$175,000	4	33.33%	48.0	1	2	1	0
\$175,001 - \$225,000	1	8.33%	28.0	0	0	1	0
\$225,001 - \$275,000	2	16.67%	53.5	0	1	1	0
\$275,001 and up	2	16.67%	35.0	0	2	0	0
Total Closed Units	12			3	6	3	0
Total Closed Volume	2,044,500	100%	47.3	285.50K	1.18M	581.00K	0.00B
Average Closed Price	\$170,375			\$95,167	\$196,333	\$193,667	\$0

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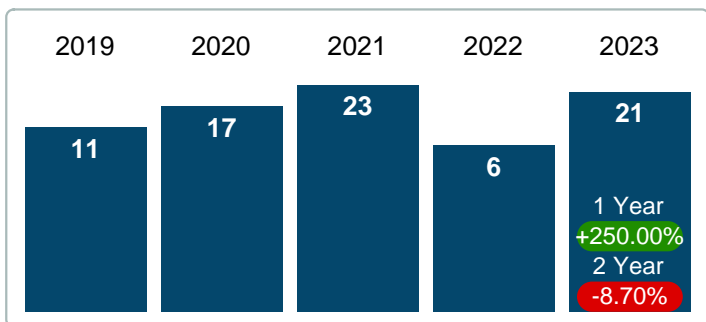
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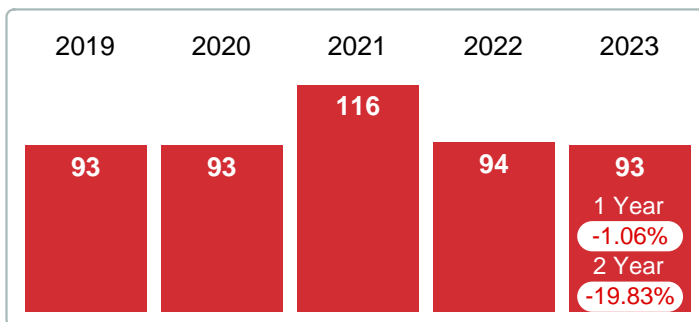
PENDING LISTINGS

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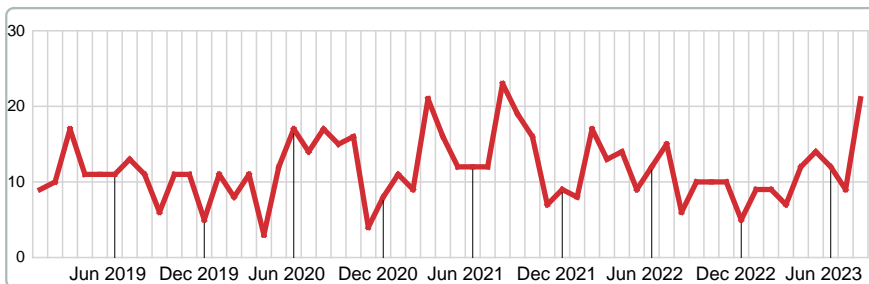
AUGUST



YEAR TO DATE (YTD)

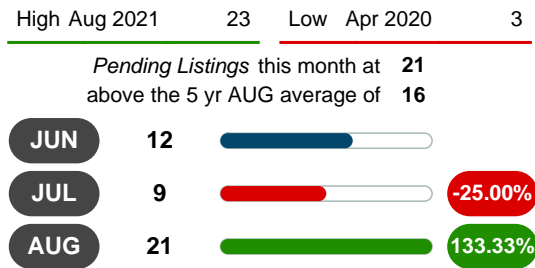


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 16



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	2	9.52%	75.5	0	2	0	0
\$125,001 - \$150,000	1	4.76%	5.0	0	1	0	0
\$150,001 - \$175,000	4	19.05%	56.8	1	2	1	0
\$175,001 - \$225,000	7	33.33%	13.9	0	5	2	0
\$225,001 - \$275,000	2	9.52%	10.5	0	2	0	0
\$275,001 - \$325,000	2	9.52%	13.0	0	1	1	0
\$325,001 and up	3	14.29%	74.3	0	3	0	0
Total Pending Units	21			1	16	4	0
Total Pending Volume	4,516,900	100%	32.7	160.00K	3.49M	866.00K	0.00B
Average Listing Price	\$270,333			\$160,000	\$218,181	\$216,500	\$0

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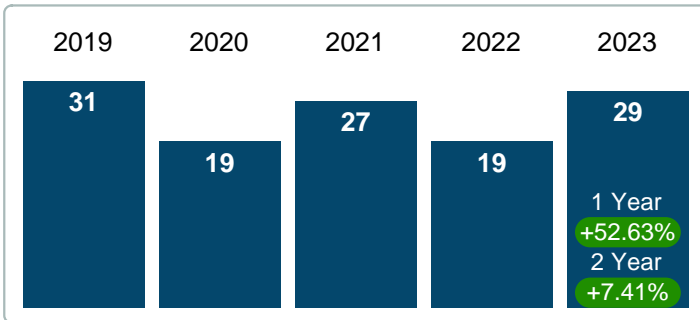
Area Delimited by County Of Sequoyah - Residential Property Type



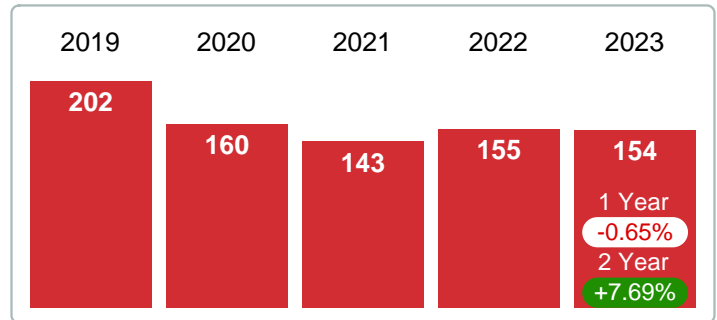
NEW LISTINGS

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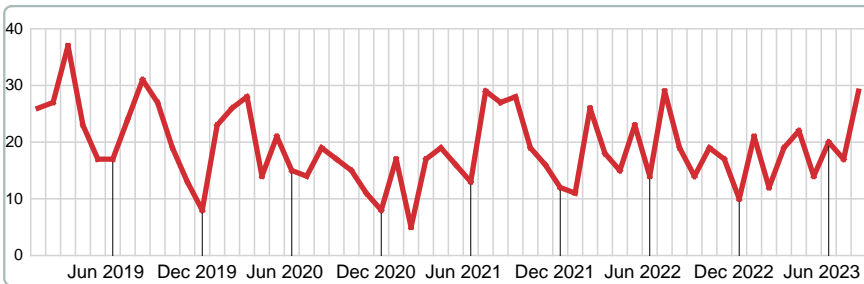
AUGUST



YEAR TO DATE (YTD)

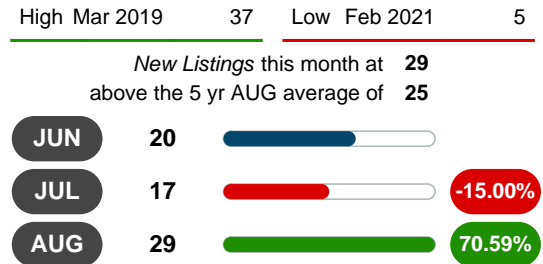


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 25



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	2	6.90%	2	0	0	0
\$90,001 - \$130,000	4	13.79%	1	3	0	0
\$130,001 - \$150,000	3	10.34%	0	3	0	0
\$150,001 - \$220,000	9	31.03%	0	7	1	1
\$220,001 - \$270,000	3	10.34%	0	1	2	0
\$270,001 - \$590,000	5	17.24%	0	4	1	0
\$590,001 and up	3	10.34%	0	0	3	0
Total New Listed Units	29		3	18	7	1
Total New Listed Volume	7,140,550	100%	241.30K	3.94M	2.77M	189.00K
Average New Listed Listing Price	\$0		\$80,433	\$218,686	\$396,271	\$189,000

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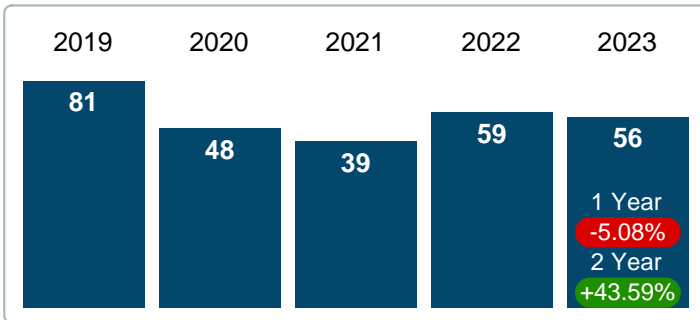
Area Delimited by County Of Sequoyah - Residential Property Type



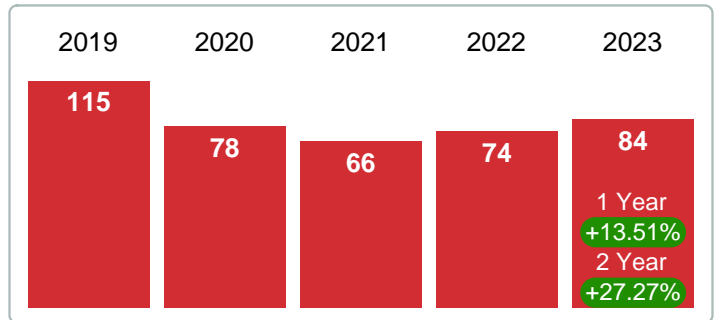
ACTIVE INVENTORY

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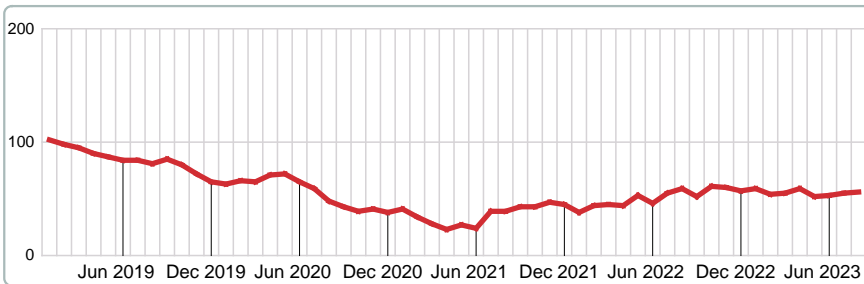
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

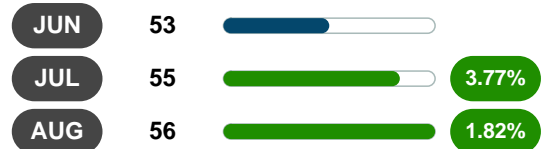


3 MONTHS

5 year AUG AVG = 57

High Jan 2019 102 Low Apr 2021 23

Inventory this month at 56
below the 5 yr AUG average of 57



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	4	7.14%	66.0	2	2	0	0
\$75,001 - \$100,000	8	14.29%	56.3	5	2	1	0
\$100,001 - \$150,000	5	8.93%	115.4	1	4	0	0
\$150,001 - \$300,000	16	28.57%	59.2	3	7	4	2
\$300,001 - \$450,000	10	17.86%	65.4	1	5	3	1
\$450,001 - \$575,000	7	12.50%	70.1	2	4	1	0
\$575,001 and up	6	10.71%	52.2	0	1	4	1
Total Active Inventory by Units	56			14	25	13	4
Total Active Inventory by Volume	21,851,948	100%	66.0	2.77M	10.50M	6.73M	1.85M
Average Active Inventory Listing Price	\$390,213			\$197,986	\$420,110	\$517,577	\$462,225

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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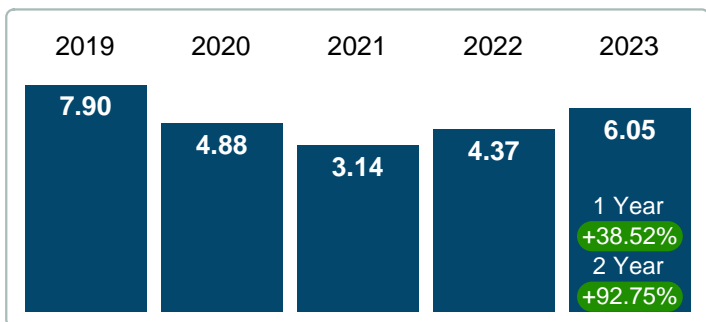
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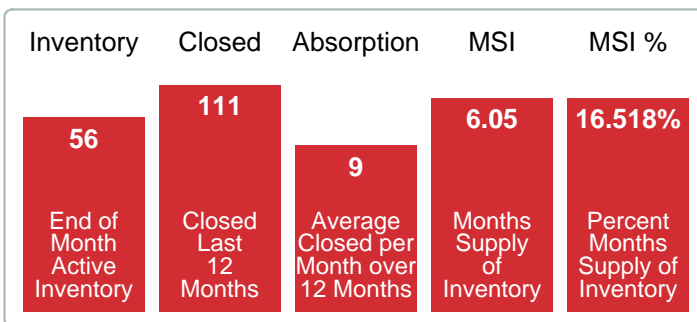
MONTHS SUPPLY of INVENTORY (MSI)

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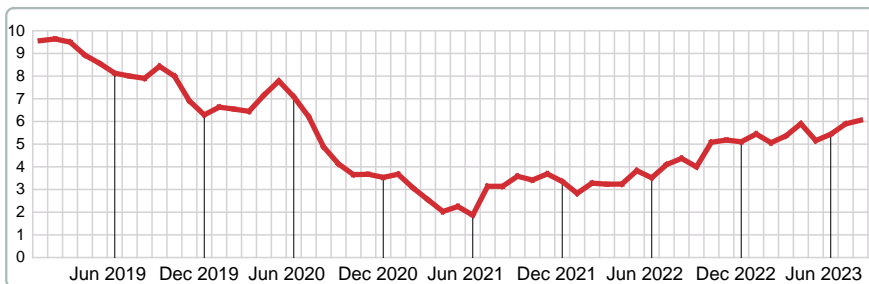
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023



5 YEAR MARKET ACTIVITY TRENDS

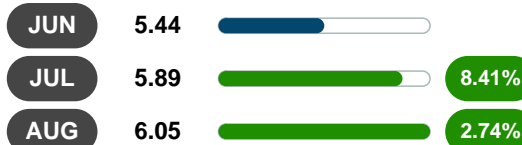


3 MONTHS

5 year AUG AVG = 5.27

High Feb 2019 9.64 Low Jun 2021 1.87

Months Supply this month at **6.05**
above the 5 yr AUG average of **5.27**



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	4	7.14%	3.69	4.00	3.43	0.00	0.00
\$75,001 - \$100,000	8	14.29%	8.00	10.00	4.00	0.00	0.00
\$100,001 - \$150,000	5	8.93%	2.07	1.50	2.29	0.00	0.00
\$150,001 - \$300,000	16	28.57%	4.57	5.14	3.50	4.36	0.00
\$300,001 - \$450,000	10	17.86%	12.00	0.00	10.00	9.00	0.00
\$450,001 - \$575,000	7	12.50%	84.00	0.00	0.00	12.00	0.00
\$575,001 and up	6	10.71%	18.00	0.00	6.00	24.00	0.00
Market Supply of Inventory (MSI)			6.05	6.22	4.55	8.67	inf
Total Active Inventory by Units		100%	6.05	14	25	13	4

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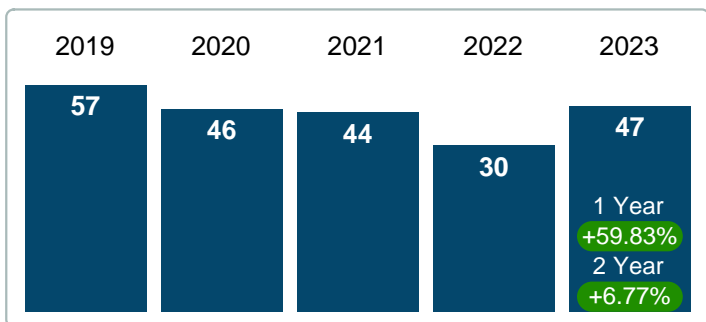
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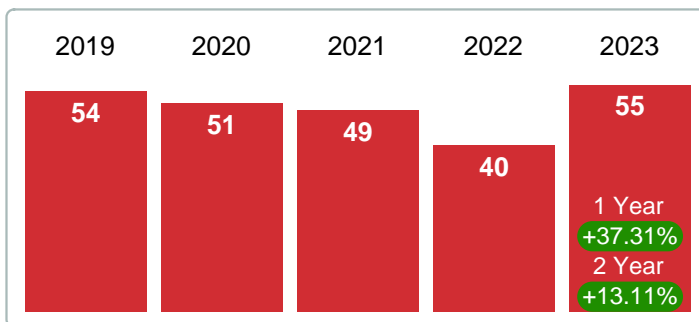
AVERAGE DAYS ON MARKET TO SALE

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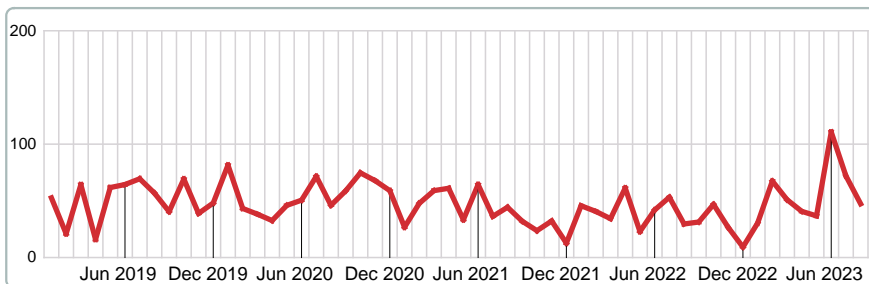
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 45

High Jun 2023 111 Low Dec 2022 9

Average Days on Market to Sale this month at 47 above the 5 yr AUG average of 45



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
\$50,000 and less	8.33%	39	39	0	0	0
\$50,001 - \$100,000	8.33%	2	0	2	0	0
\$100,001 - \$125,000	8.33%	130	130	0	0	0
\$125,001 - \$175,000	33.33%	48	63	27	75	0
\$175,001 - \$225,000	8.33%	28	0	0	28	0
\$225,001 - \$275,000	16.67%	54	0	96	11	0
\$275,001 and up	16.67%	35	0	35	0	0
Average Closed DOM		47	77	37	38	0
Total Closed Units	100%	47	3	6	3	0
Total Closed Volume		2,044,500	285.50K	1.18M	581.00K	0.00B

August 2023



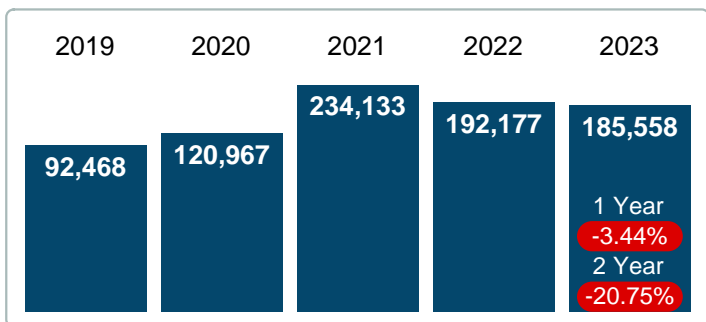
Area Delimited by County Of Sequoyah - Residential Property Type



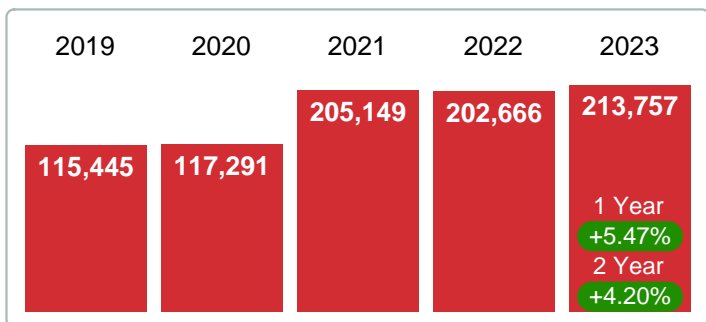
AVERAGE LIST PRICE AT CLOSING

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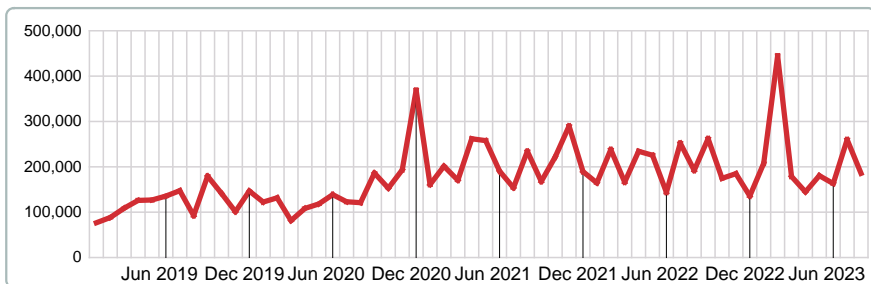
AUGUST



YEAR TO DATE (YTD)

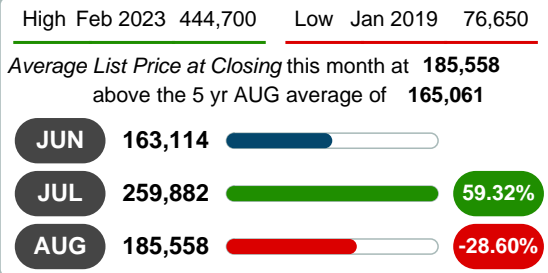


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 165,061



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
\$50,000 and less	8.33%	17,800	17,800	0	0	0
\$50,001 - \$100,000	8.33%	59,000	0	59,000	0	0
\$100,001 - \$125,000	0.00%	0	140,000	0	0	0
\$125,001 - \$175,000	33.33%	156,250	160,000	174,500	175,000	0
\$175,001 - \$225,000	16.67%	195,500	0	0	192,000	0
\$225,001 - \$275,000	16.67%	257,450	0	249,900	265,000	0
\$275,001 and up	16.67%	309,500	0	309,500	0	0
Average List Price		185,558	105,933	212,817	210,667	0
Total Closed Units	100%	185,558	3	6	3	0
Total Closed Volume		2,226,700	317.80K	1.28M	632.00K	0.00B

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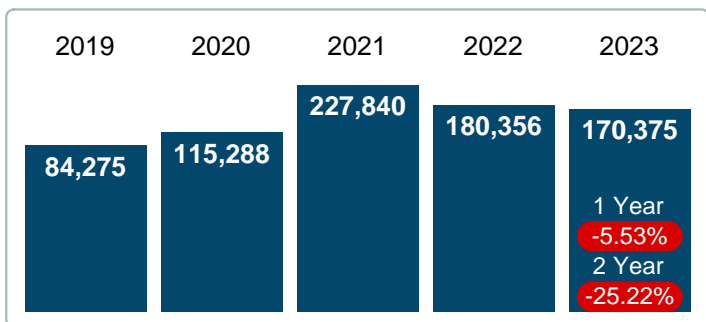
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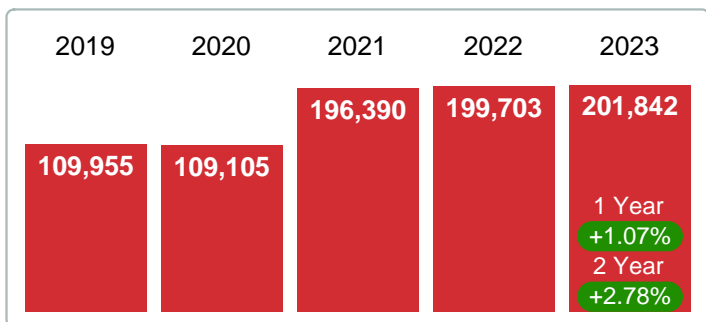
AVERAGE SOLD PRICE AT CLOSING

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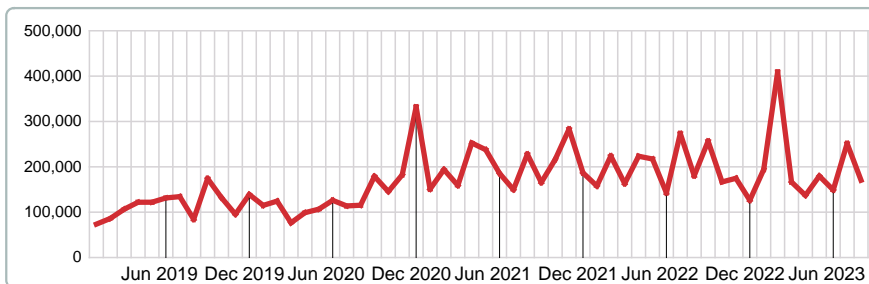
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

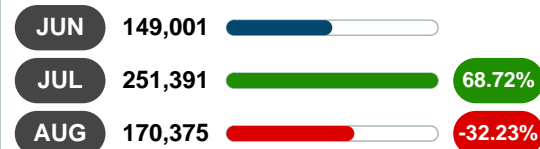


3 MONTHS

5 year AUG AVG = 155,627

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

Average Sold Price at Closing this month at **170,375**
above the 5 yr AUG average of **155,627**



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
\$50,000 and less	8.33%	13,500	13,500	0	0	0
\$50,001 - \$100,000	8.33%	59,000	0	59,000	0	0
\$100,001 - \$125,000	8.33%	113,000	113,000	0	0	0
\$125,001 - \$175,000	33.33%	147,500	159,000	132,500	166,000	0
\$175,001 - \$225,000	8.33%	180,000	0	0	180,000	0
\$225,001 - \$275,000	16.67%	235,000	0	235,000	235,000	0
\$275,001 and up	16.67%	309,500	0	309,500	0	0
Average Sold Price		170,375	95,167	196,333	193,667	0
Total Closed Units	100%	170,375	3	6	3	0
Total Closed Volume		2,044,500	285.50K	1.18M	581.00K	0.00B

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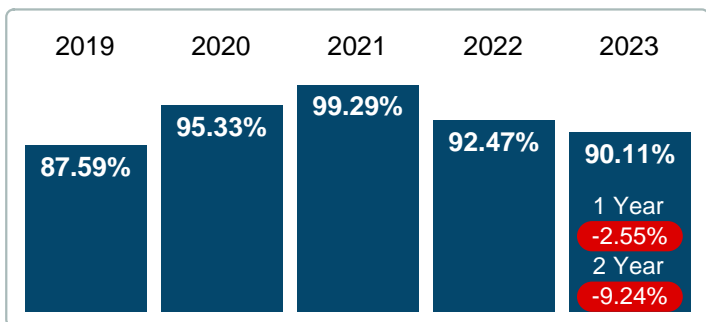
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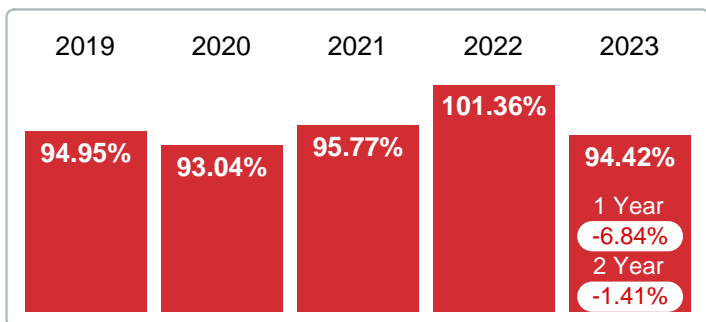
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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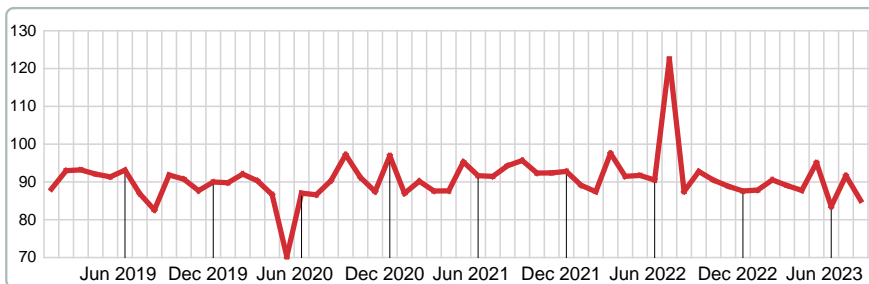
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

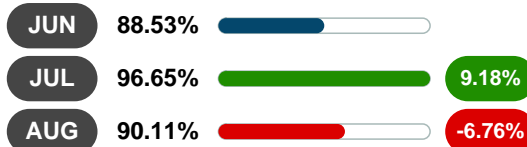


3 MONTHS

5 year AUG AVG = 92.96%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **90.11%**
below the 5 yr AUG average of **92.96%**



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
\$50,000 and less	1	8.33%	75.84%	75.84%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	1	8.33%	100.00%	0.00%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	1	8.33%	80.71%	80.71%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	4	33.33%	87.08%	99.38%	77.05%	94.86%	0.00%
\$175,001 - \$225,000	1	8.33%	93.75%	0.00%	0.00%	93.75%	0.00%
\$225,001 - \$275,000	2	16.67%	91.36%	0.00%	94.04%	88.68%	0.00%
\$275,001 and up	2	16.67%	100.00%	0.00%	100.00%	0.00%	0.00%
Average Sold/List Ratio		90.10%		85.31%	91.36%	92.43%	0.00%
Total Closed Units		12	100%	3	6	3	
Total Closed Volume		2,044,500		285.50K	1.18M	581.00K	0.00B

August 2023



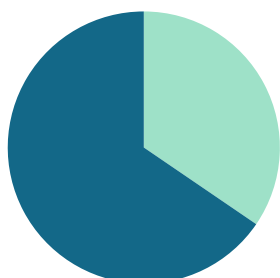
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Sep 11, 2023 for MLS Technology Inc.

INVENTORY

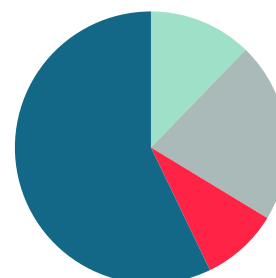


Inventory
 New Listings
29 = 34.52%
 Start Inventory
55
 Total Inventory Units
84
 Volume
\$27,682,248

Market Activity

Closed Sales
12 = 12.24%
 Pending Sales
21 = 21.43%
 Other Off Market
9 = 9.18%
 Active Inventory
56 = 57.14%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	13	12	-7.69%	99	76	-23.23%
Pending Sales	6	21	250.00%	94	93	-1.06%
New Listings	19	29	52.63%	155	154	-0.65%
Average List Price	192,177	185,558	-3.44%	202,666	213,757	5.47%
Average Sale Price	180,356	170,375	-5.53%	199,703	201,842	1.07%
Average Percent of Selling Price to List Price	92.47%	90.11%	-2.55%	101.36%	94.42%	-6.84%
Average Days on Market to Sale	29.62	47.33	59.83%	40.31	55.36	37.31%
Monthly Inventory	59	56	-5.08%	59	56	-5.08%
Months Supply of Inventory	4.37	6.05	38.52%	4.37	6.05	38.52%

Absorption: Last 12 months, an Average of 9 Sales/Month

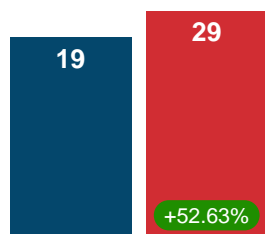
Inventory on August 31, 2023 = 56

2022 2023

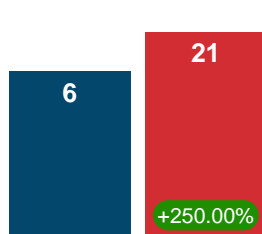
AUGUST MARKET

AVERAGE PRICES

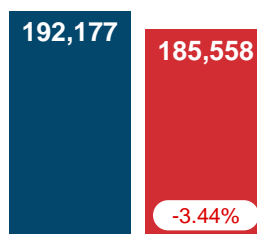
New Listings



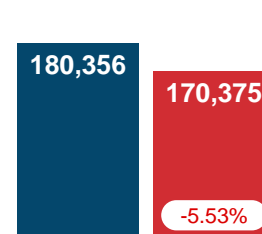
Pending Listings



List Price



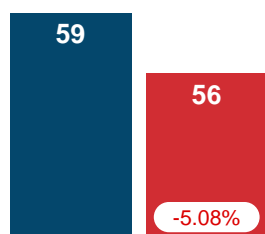
Sale Price



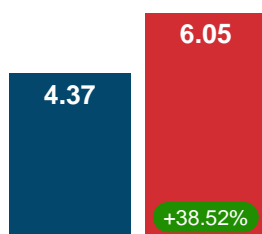
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

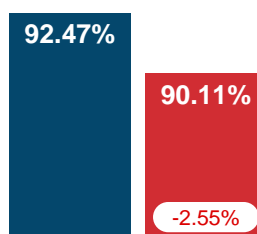
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

