

August 2023



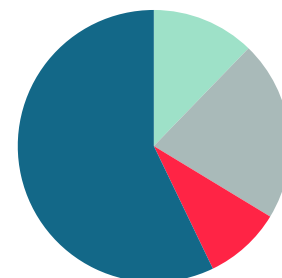
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	149,000	183,500	23.15%
Median Sale Price	147,500	162,500	10.17%
Median Percent of Selling Price to List Price	92.00%	93.89%	2.06%
Median Days on Market to Sale	11.00	40.50	268.18%
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.

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 **10.17%** in August 2023 to \$162,500 versus the previous year at \$147,500.

Median Days on Market Lengthens

The median number of **40.50** days that homes spent on the market before selling increased by 29.50 days or **268.18%** in August 2023 compared to last year's same month at **11.00** DOM.

Sales Success for August 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 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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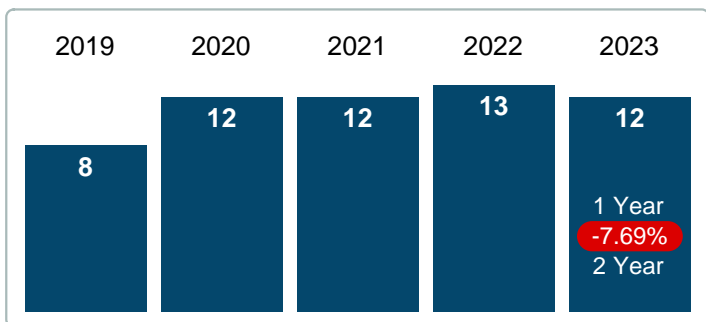
Area Delimited by County Of Sequoyah - Residential Property Type



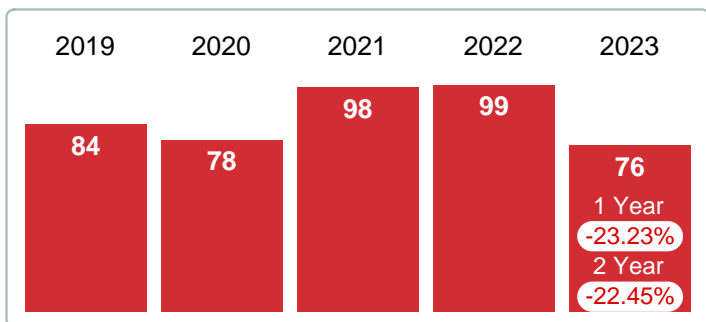
CLOSED LISTINGS

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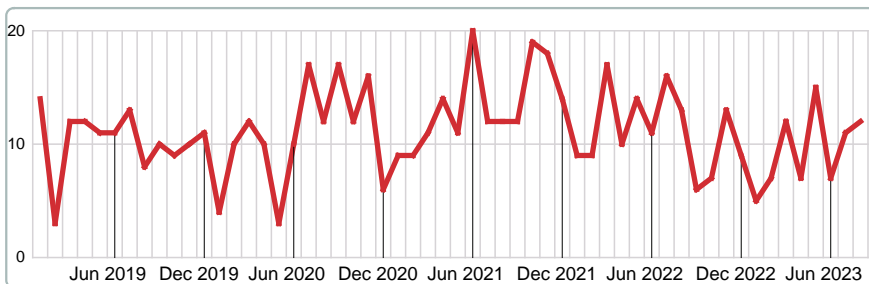
AUGUST



YEAR TO DATE (YTD)

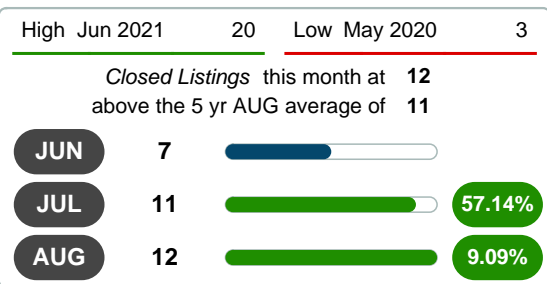


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	52.5	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%	40.5	285.50K	1.18M	581.00K	0.00B
Median Closed Price	\$162,500			\$113,000	\$186,250	\$180,000	\$0

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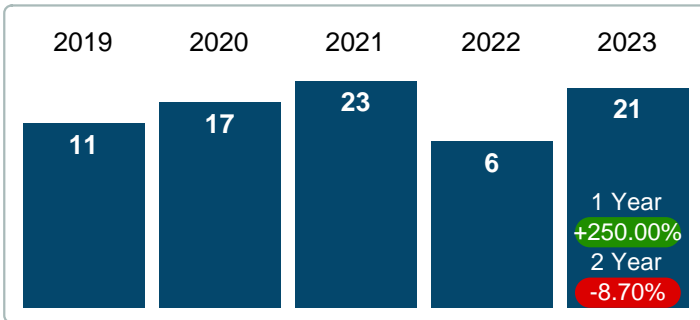
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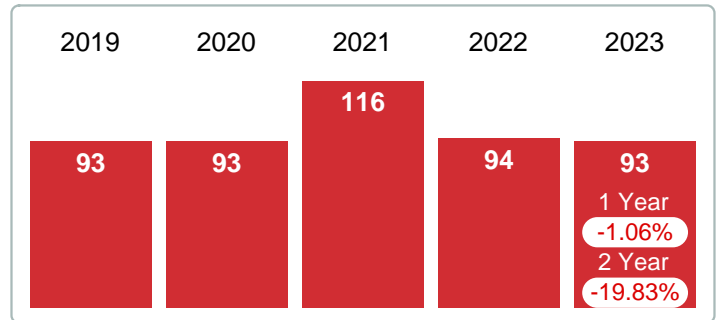
PENDING LISTINGS

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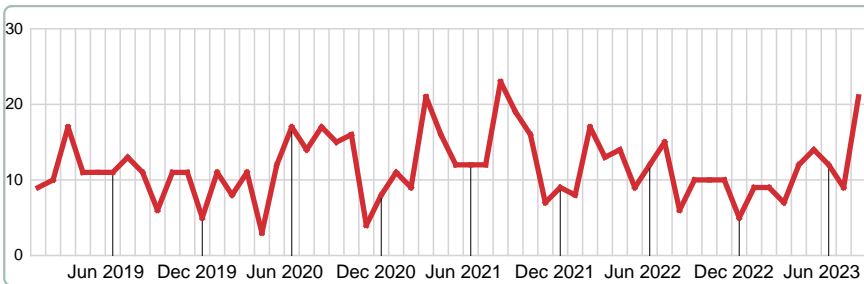
AUGUST



YEAR TO DATE (YTD)

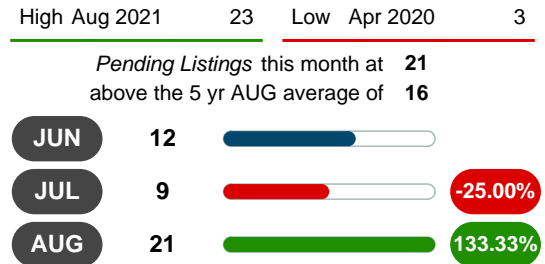


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 16



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	31.5	1	2	1	0
\$175,001 - \$225,000	7	33.33%	7.0	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%	57.0	0	3	0	0
Total Pending Units	21			1	16	4	0
Total Pending Volume	4,516,900	100%	15.0	160.00K	3.49M	866.00K	0.00B
Median Listing Price	\$191,000			\$160,000	\$187,950	\$208,500	\$0

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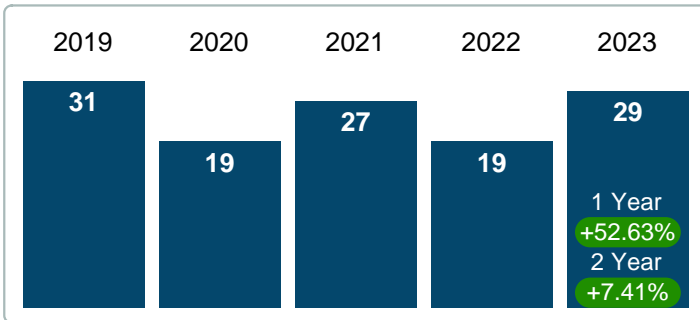
Area Delimited by County Of Sequoyah - Residential Property Type



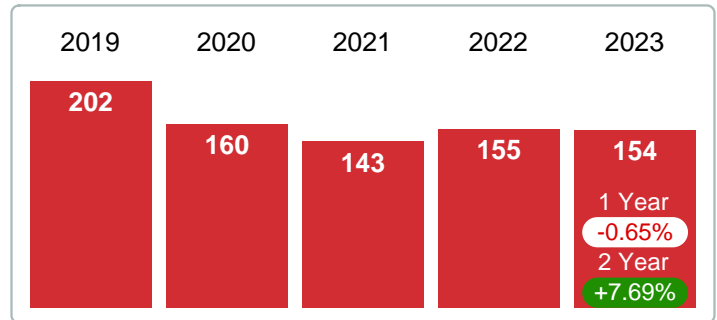
NEW LISTINGS

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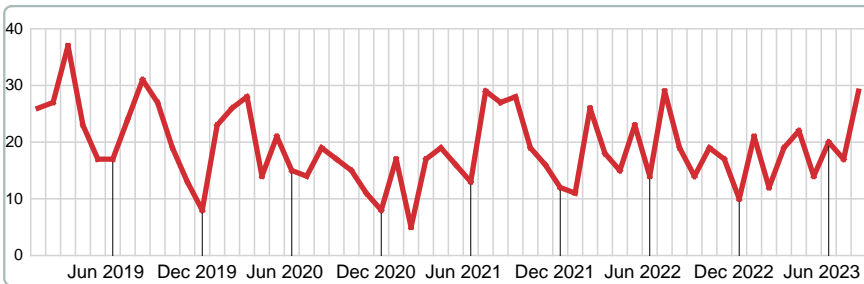
AUGUST



YEAR TO DATE (YTD)

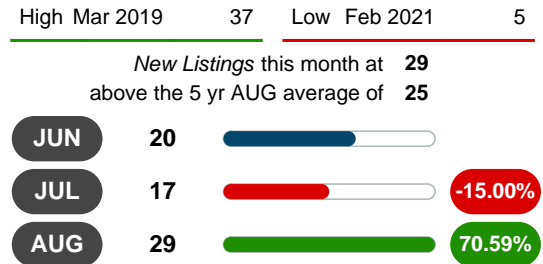


5 YEAR MARKET ACTIVITY TRENDS



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
\$75,000 and less	2	6.90%	2	0	0	0
\$75,001 - \$125,000	3	10.34%	1	2	0	0
\$125,001 - \$150,000	4	13.79%	0	4	0	0
\$150,001 - \$225,000	10	34.48%	0	7	2	1
\$225,001 - \$275,000	3	10.34%	0	2	1	0
\$275,001 - \$575,000	4	13.79%	0	3	1	0
\$575,001 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
Median New Listed Listing Price	\$184,900		\$75,000	\$174,450	\$279,000	\$189,000

August 2023



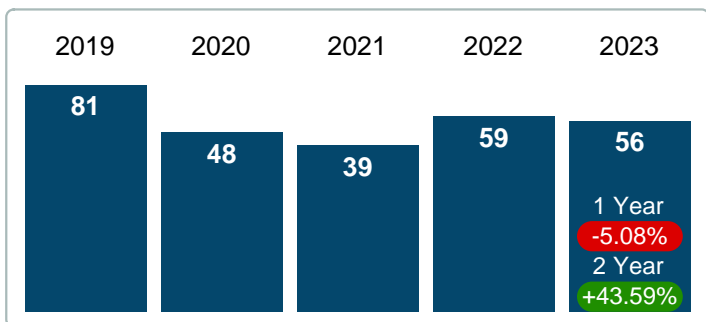
Area Delimited by County Of Sequoyah - Residential Property Type



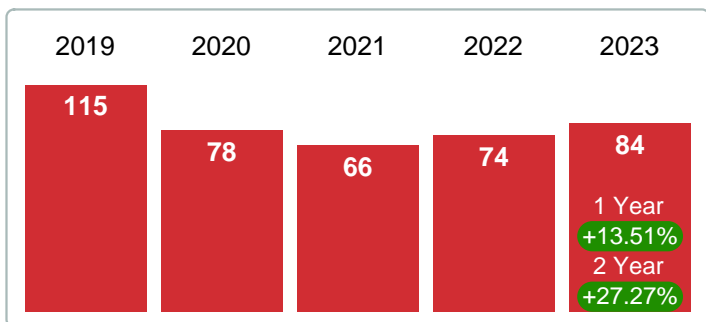
ACTIVE INVENTORY

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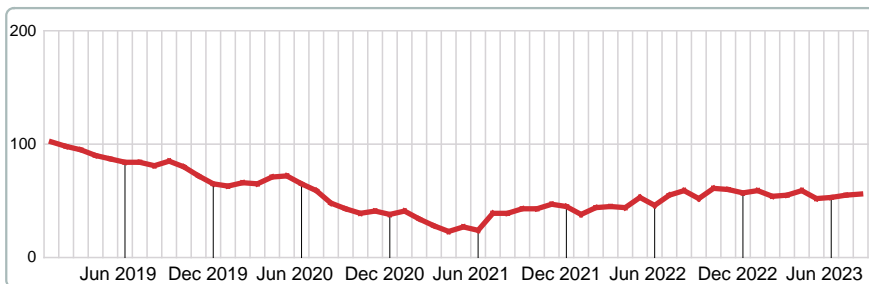
END OF AUGUST



ACTIVE DURING AUGUST

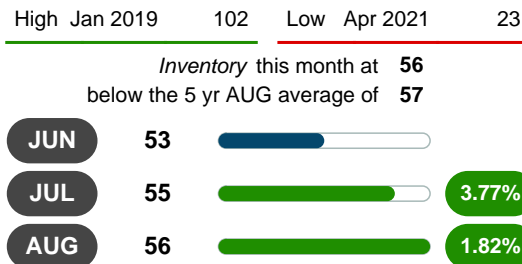


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 57



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	4	7.14%	35.5	2	2	0	0
\$75,001 - \$100,000	8	14.29%	47.0	5	2	1	0
\$100,001 - \$150,000	5	8.93%	101.0	1	4	0	0
\$150,001 - \$300,000	16	28.57%	45.5	3	7	4	2
\$300,001 - \$450,000	10	17.86%	61.5	1	5	3	1
\$450,001 - \$575,000	7	12.50%	79.0	2	4	1	0
\$575,001 and up	6	10.71%	49.5	0	1	4	1
Total Active Inventory by Units	56			14	25	13	4
Total Active Inventory by Volume	21,851,948	100%	61.5	2.77M	10.50M	6.73M	1.85M
Median Active Inventory Listing Price	\$254,950			\$107,250	\$259,900	\$319,900	\$337,450

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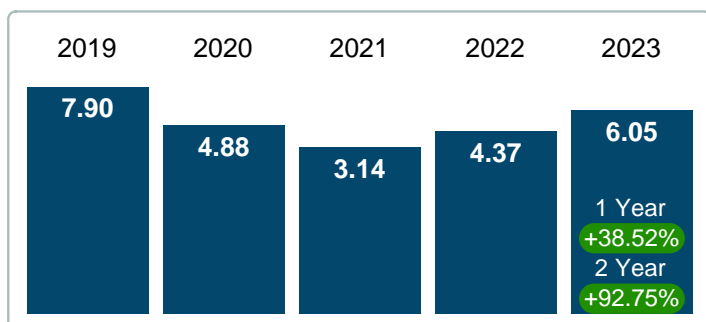
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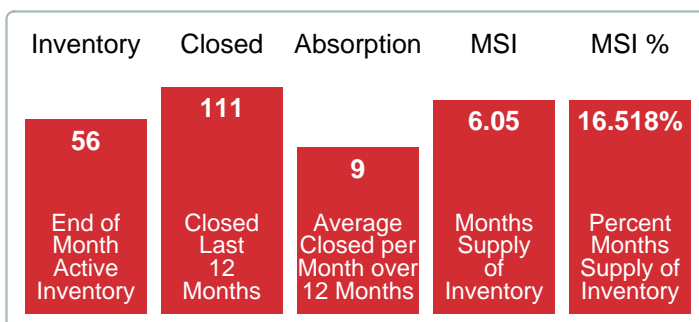
MONTHS SUPPLY of INVENTORY (MSI)

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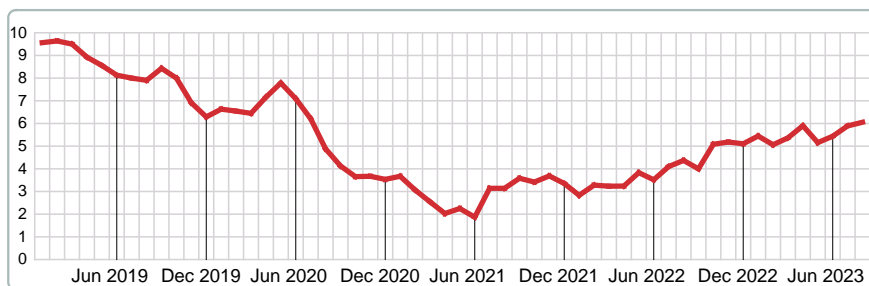
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

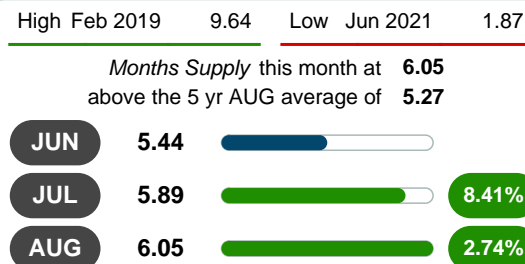


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 5.27



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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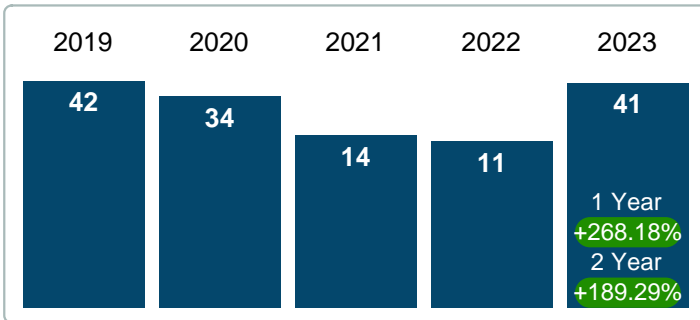
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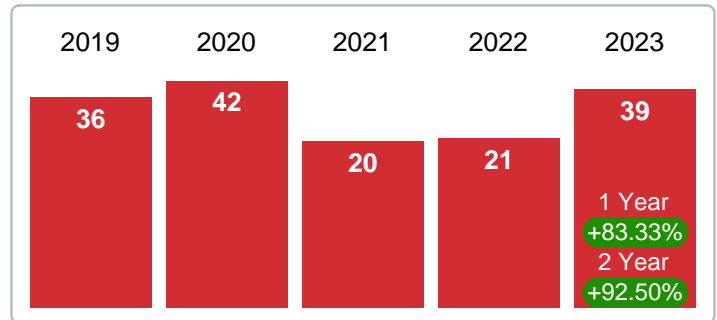
MEDIAN DAYS ON MARKET TO SALE

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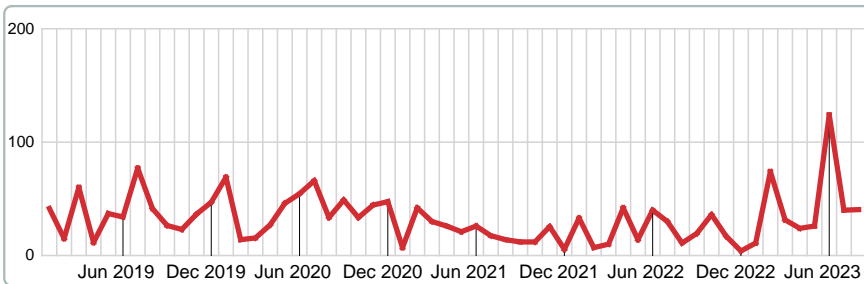
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

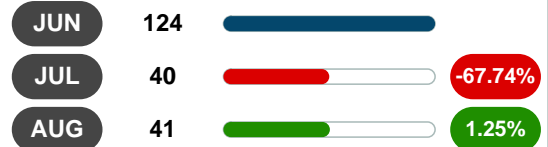


3 MONTHS

5 year AUG AVG = 28

High Jun 2023 124 Low Dec 2022 4

Median Days on Market to Sale this month at 41 above the 5 yr AUG average of 28



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
\$50,000 and less	1	8.33%	39	39	0	0	0
\$50,001 - \$100,000	1	8.33%	2	0	2	0	0
\$100,001 - \$125,000	1	8.33%	130	130	0	0	0
\$125,001 - \$175,000	4	33.33%	53	63	27	75	0
\$175,001 - \$225,000	1	8.33%	28	0	0	28	0
\$225,001 - \$275,000	2	16.67%	54	0	96	11	0
\$275,001 and up	2	16.67%	35	0	35	0	0
Median Closed DOM			41	63	28	28	0
Total Closed Units		100%	40.5	3	6	3	
Total Closed Volume			2,044,500	285.50K	1.18M	581.00K	0.00B

August 2023



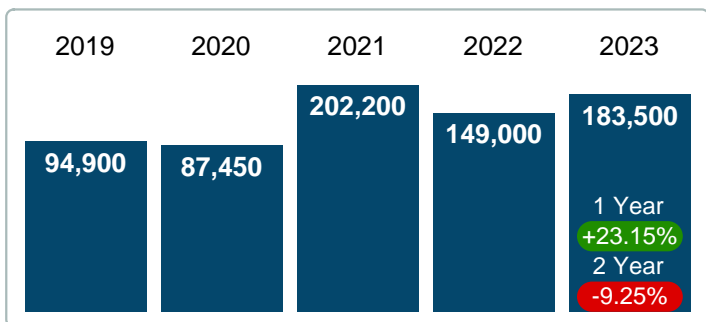
Area Delimited by County Of Sequoyah - Residential Property Type



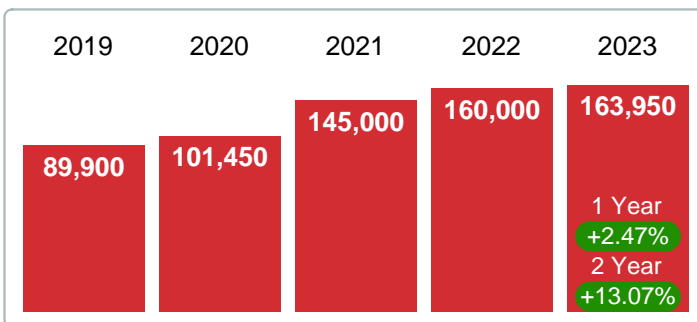
MEDIAN LIST PRICE AT CLOSING

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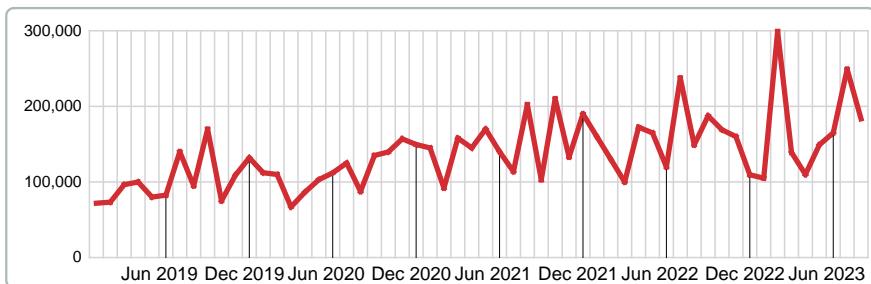
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 143,410

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

Median List Price at Closing this month at **183,500**
 above the 5 yr AUG average of **143,410**

Month	Price	% Change
JUN	165,000	
JUL	249,000	+50.91%
AUG	183,500	-26.31%

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
\$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%	59,000	0	0	0	0
\$125,001 - \$175,000	33.33%	155,000	150,000	150,000	175,000	0
\$175,001 - \$225,000	16.67%	195,500	0	199,000	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
Median List Price		183,500	140,000	224,450	192,000	0
Total Closed Units	100%	183,500	3	6	3	0
Total Closed Volume		2,226,700	317.80K	1.28M	632.00K	0.00B

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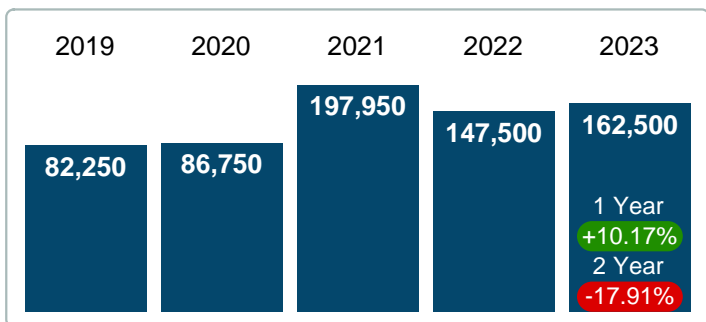
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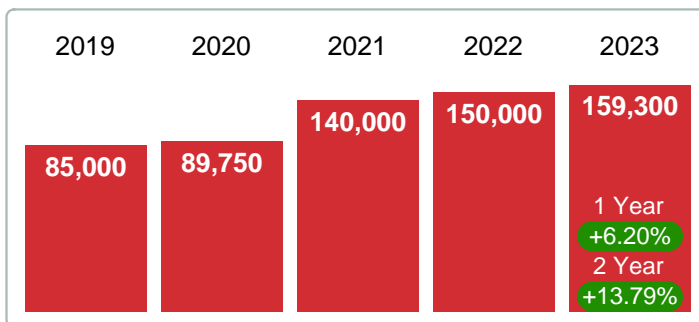
MEDIAN SOLD PRICE AT CLOSING

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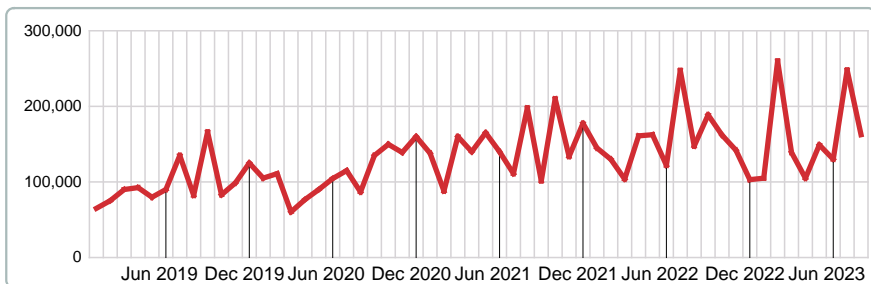
AUGUST



YEAR TO DATE (YTD)

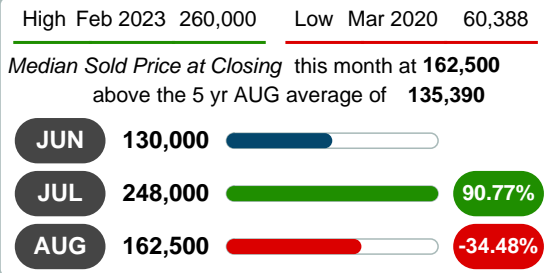


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 135,390



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
\$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%	148,250	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
Median Sold Price		162,500	113,000	186,250	180,000	0
Total Closed Units	100%	162,500	3	6	3	0
Total Closed Volume		2,044,500	285.50K	1.18M	581.00K	0.00B

August 2023



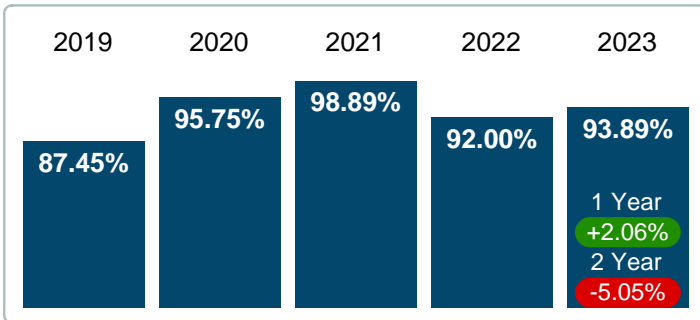
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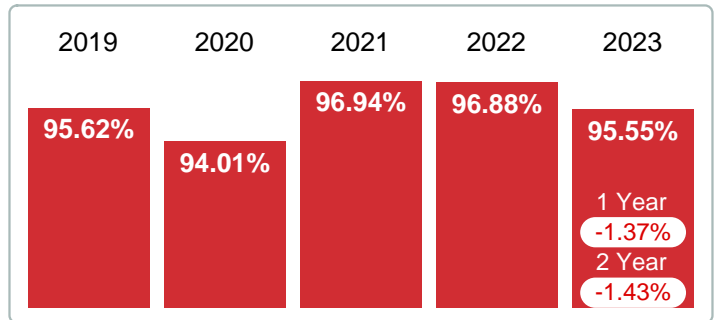
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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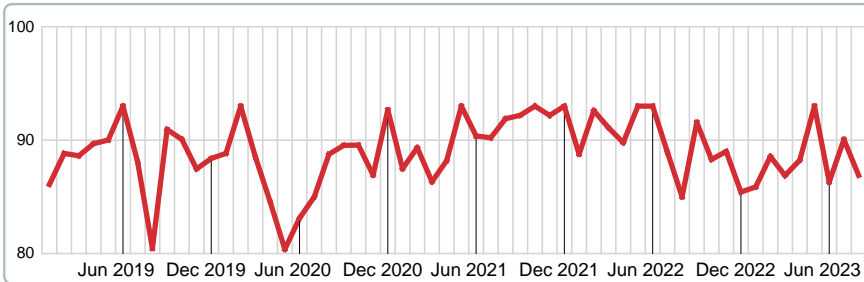
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

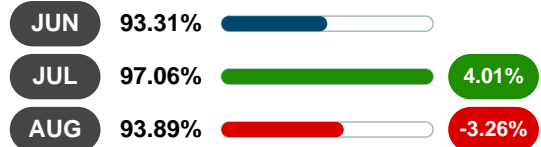


3 MONTHS

5 year AUG AVG = 93.60%

High May 2023 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **93.89%**
equal to 5 yr AUG average of **93.60%**



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
\$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%	89.93%	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%
Median Sold/List Ratio		93.89%		80.71%	97.02%	93.75%	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



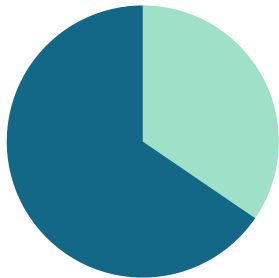
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

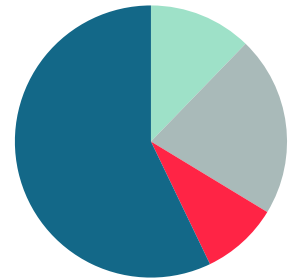


Inventory
 New Listings
29 = 34.52%
 Start Inventory
55
 Total Inventory Units
84
 Volume
\$27,682,248

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%
Median List Price	149,000	183,500	23.15%	160,000	163,950	2.47%
Median Sale Price	147,500	162,500	10.17%	150,000	159,300	6.20%
Median Percent of Selling Price to List Price	92.00%	93.89%	2.06%	96.88%	95.55%	-1.37%
Median Days on Market to Sale	11.00	40.50	268.18%	21.00	38.50	83.33%
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

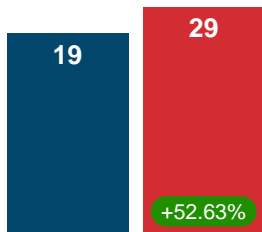
Inventory on August 31, 2023 = 56

2022 2023

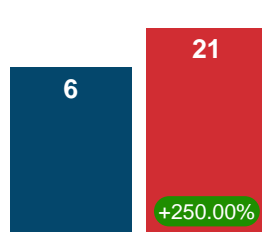
AUGUST MARKET

MEDIAN PRICES

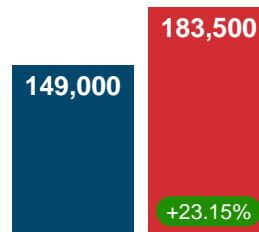
New Listings



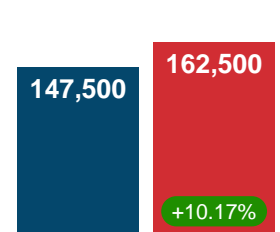
Pending Listings



List Price



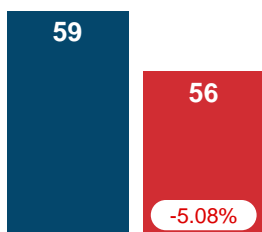
Sale Price



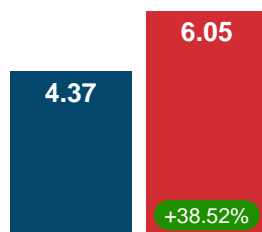
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

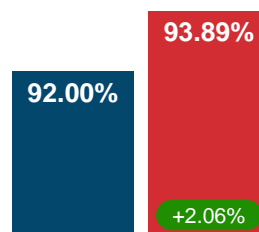
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

