

September 2023



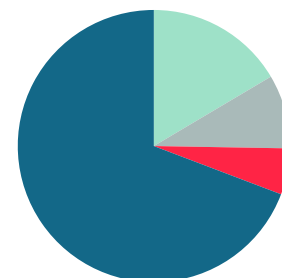
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	6	15	150.00%
Pending Listings	10	8	-20.00%
New Listings	14	18	28.57%
Average List Price	261,983	226,727	-13.46%
Average Sale Price	256,583	217,240	-15.33%
Average Percent of Selling Price to List Price	97.76%	97.10%	-0.68%
Average Days on Market to Sale	31.33	28.40	-9.36%
End of Month Inventory	52	63	21.15%
Months Supply of Inventory	4.00	6.30	57.50%



■ Closed (16.48%)
■ Pending (8.79%)
■ Other OffMarket (5.49%)
■ Active (69.23%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of September 30, 2023 = **63**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2023 rose **21.15%** to 63 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 **6.30** 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 **15.33%** in September 2023 to \$217,240 versus the previous year at \$256,583.

Average Days on Market Shortens

The average number of **28.40** days that homes spent on the market before selling decreased by 2.93 days or **9.36%** in September 2023 compared to last year's same month at **31.33** DOM.

Sales Success for September 2023 is Positive

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

There were 18 New Listings in September 2023, up **28.57%** from last year at 14. Furthermore, there were 15 Closed Listings this month versus last year at 6, a **150.00%** increase.

Closed versus Listed trends yielded a **83.3%** ratio, up from previous year's, September 2022, at **42.9%**, a **94.44%** upswing. This will certainly create pressure on an increasing 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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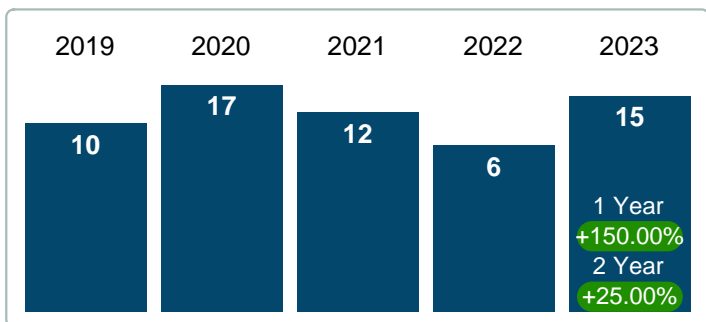
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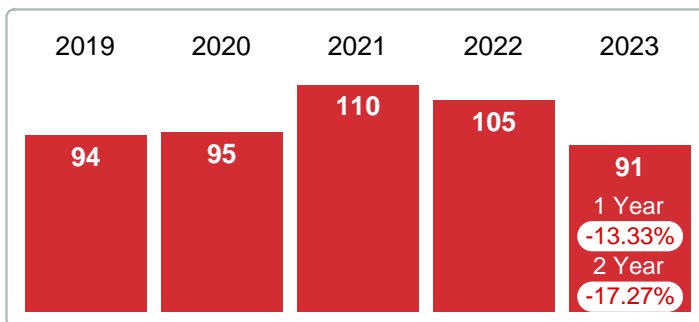
CLOSED LISTINGS

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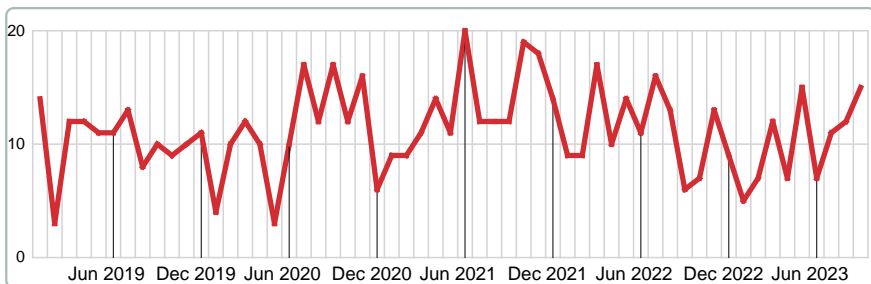
SEPTEMBER



YEAR TO DATE (YTD)

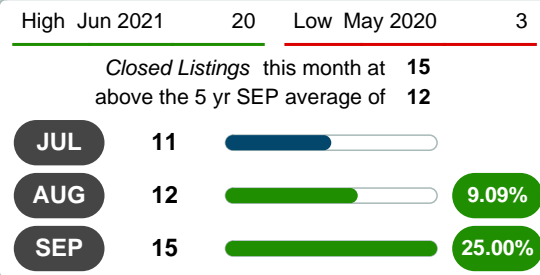


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 12



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	1	6.67%	33.0	0	1	0	0
\$125,001 - \$150,000	1	6.67%	48.0	1	0	0	0
\$150,001 - \$175,000	2	13.33%	6.5	0	2	0	0
\$175,001 - \$200,000	6	40.00%	29.3	0	6	0	0
\$200,001 - \$225,000	1	6.67%	3.0	0	0	1	0
\$225,001 - \$300,000	2	13.33%	16.0	0	1	1	0
\$300,001 and up	2	13.33%	60.5	0	1	0	1
Total Closed Units	15			1	11	2	1
Total Closed Volume	3,258,594	100%	28.4	140.00K	2.14M	442.00K	540.00K
Average Closed Price	\$217,240			\$140,000	\$194,236	\$221,000	\$540,000

September 2023



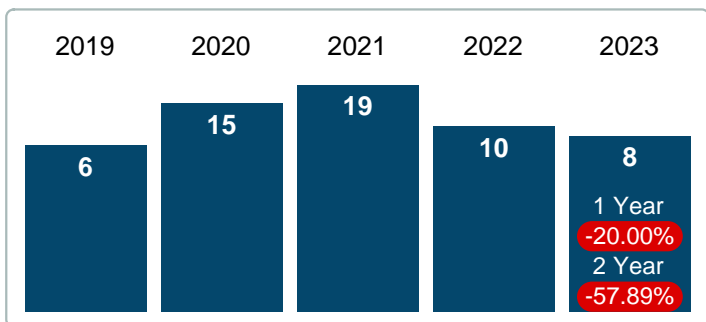
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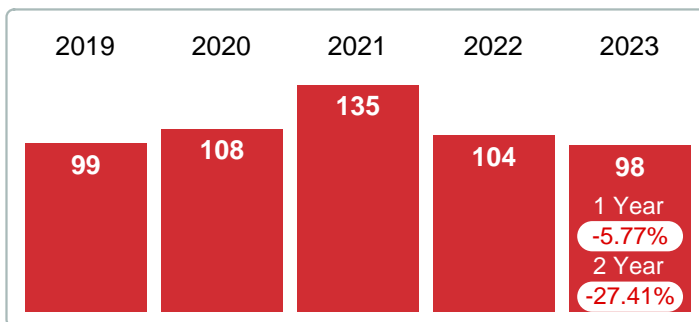
PENDING LISTINGS

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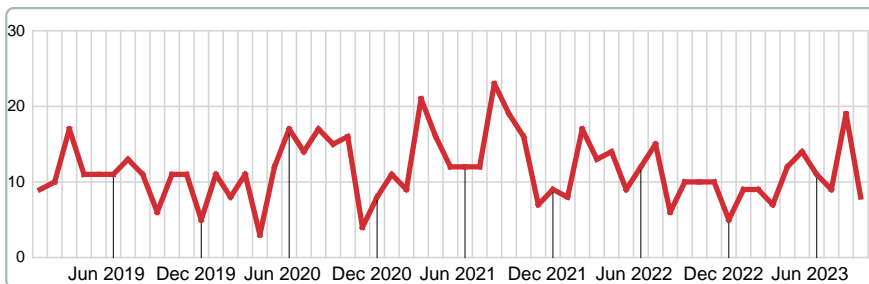
SEPTEMBER



YEAR TO DATE (YTD)

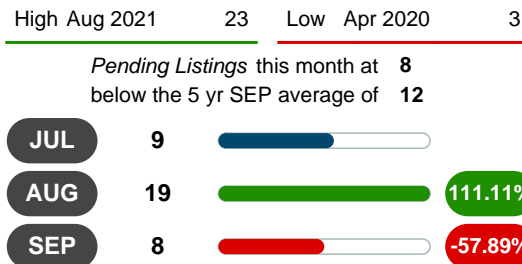


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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
\$90,000 and less	0	0.00%	0.0	0	0	0	0
\$90,001 - \$90,000	0	0.00%	0.0	0	0	0	0
\$90,001 - \$120,000	3	37.50%	15.3	2	1	0	0
\$120,001 - \$180,000	2	25.00%	42.0	0	2	0	0
\$180,001 - \$180,000	0	0.00%	0.0	0	0	0	0
\$180,001 - \$300,000	2	25.00%	15.0	1	0	0	1
\$300,001 and up	1	12.50%	85.0	0	0	1	0
Total Pending Units	8			3	3	1	1
Total Pending Volume	1,266,300	100%	0.0	408.40K	359.90K	309.00K	189.00K
Average Listing Price	\$0			\$136,133	\$119,967	\$309,000	\$189,000

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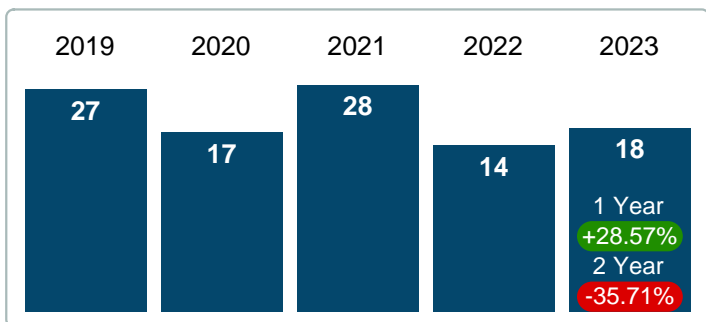
Area Delimited by County Of Sequoyah - Residential Property Type



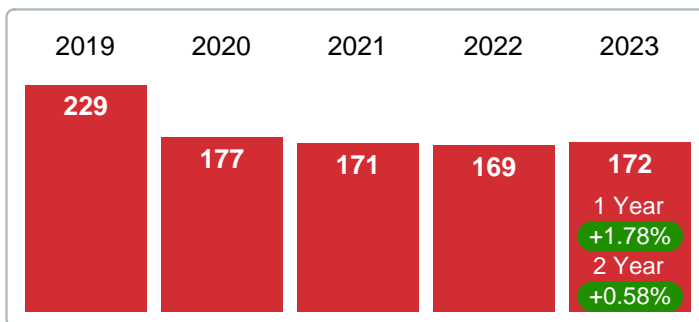
NEW LISTINGS

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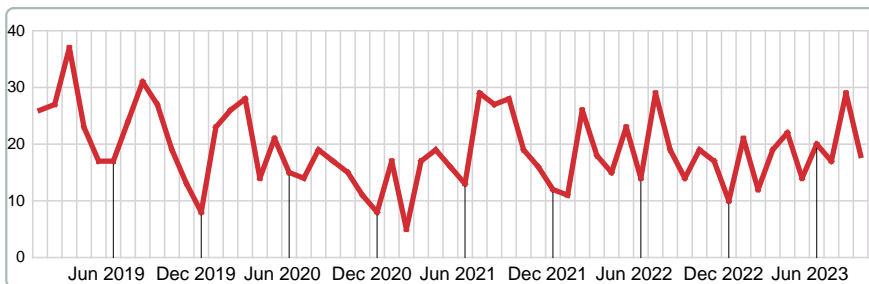
SEPTEMBER



YEAR TO DATE (YTD)

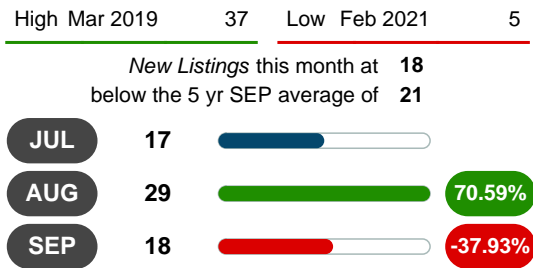


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 21



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	1	5.56%	1	0	0	0
\$70,001 - \$120,000	3	16.67%	1	2	0	0
\$120,001 - \$140,000	2	11.11%	0	2	0	0
\$140,001 - \$170,000	5	27.78%	1	4	0	0
\$170,001 - \$220,000	2	11.11%	1	1	0	0
\$220,001 - \$390,000	3	16.67%	0	2	1	0
\$390,001 and up	2	11.11%	0	0	2	0
Total New Listed Units	18		4	11	3	0
Total New Listed Volume	4,880,600	100%	521.40K	1.71M	2.65M	0.00B
Average New Listed Listing Price	\$0		\$130,350	\$155,482	\$882,967	\$0

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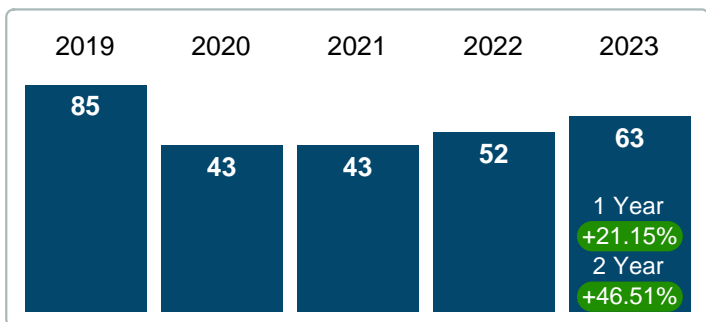
Area Delimited by County Of Sequoyah - Residential Property Type



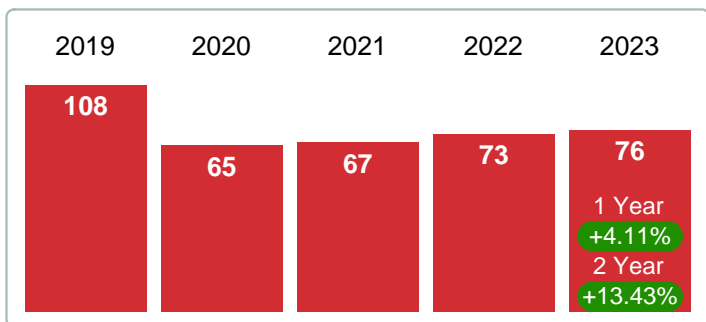
ACTIVE INVENTORY

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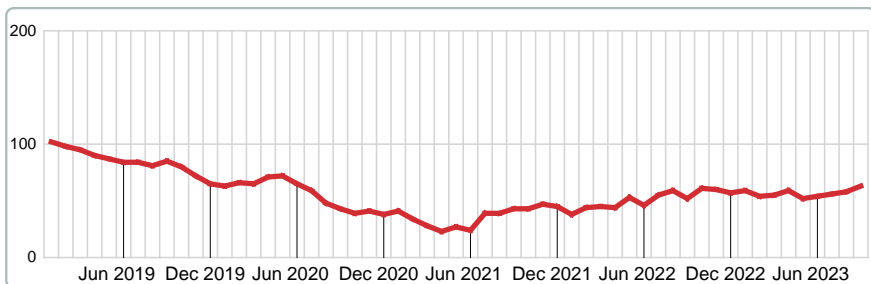
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

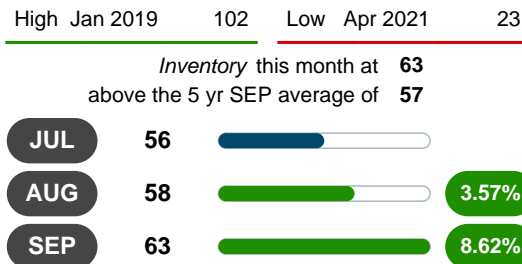


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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	6	9.52%	68.7	3	3	0	0
\$75,001 - \$125,000	8	12.70%	77.3	3	4	1	0
\$125,001 - \$150,000	5	7.94%	32.4	0	4	1	0
\$150,001 - \$275,000	19	30.16%	67.2	3	11	4	1
\$275,001 - \$425,000	10	15.87%	84.0	1	5	3	1
\$425,001 - \$550,000	8	12.70%	99.1	2	5	1	0
\$550,001 and up	7	11.11%	70.7	0	1	5	1
Total Active Inventory by Units	63			12	33	15	3
Total Active Inventory by Volume	24,638,748	100%	73.0	2.26M	11.80M	8.95M	1.63M
Average Active Inventory Listing Price	\$391,091			\$187,917	\$357,614	\$596,507	\$544,967

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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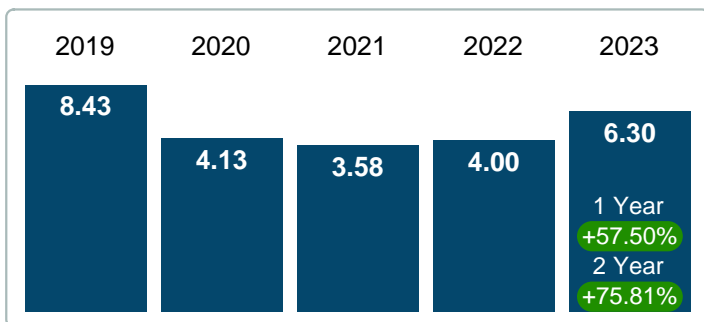
Area Delimited by County Of Sequoyah - Residential Property Type



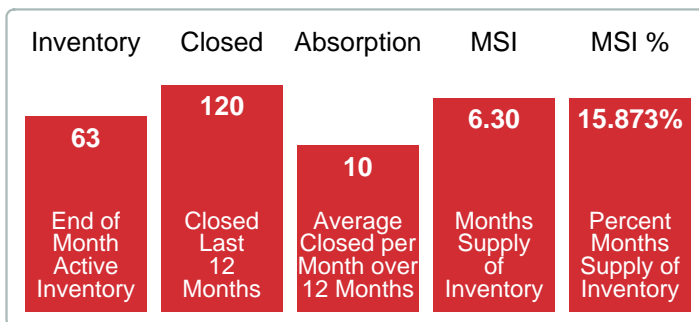
MONTHS SUPPLY of INVENTORY (MSI)

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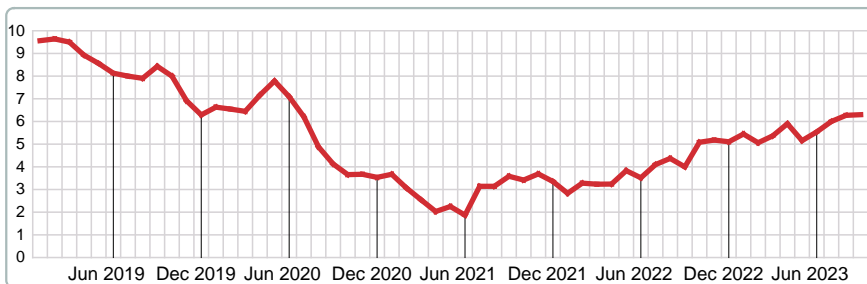
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS

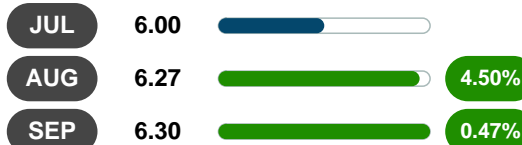


3 MONTHS

5 year SEP AVG = 5.29

High Feb 2019 9.64 Low Jun 2021 1.87

Months Supply this month at **6.30**
above the 5 yr SEP average of **5.29**



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	6	9.52%	6.00	7.20	5.14	0.00	0.00
\$75,001 - \$125,000	8	12.70%	3.84	4.00	3.00	0.00	0.00
\$125,001 - \$150,000	5	7.94%	3.53	0.00	4.00	0.00	0.00
\$150,001 - \$275,000	19	30.16%	5.07	6.00	4.89	4.00	0.00
\$275,001 - \$425,000	10	15.87%	8.00	0.00	5.45	9.00	0.00
\$425,001 - \$550,000	8	12.70%	32.00	0.00	0.00	6.00	0.00
\$550,001 and up	7	11.11%	28.00	0.00	12.00	30.00	0.00
Market Supply of Inventory (MSI)			6.30	5.76	5.35	9.00	36.00
Total Active Inventory by Units		100%	6.30	12	33	15	3

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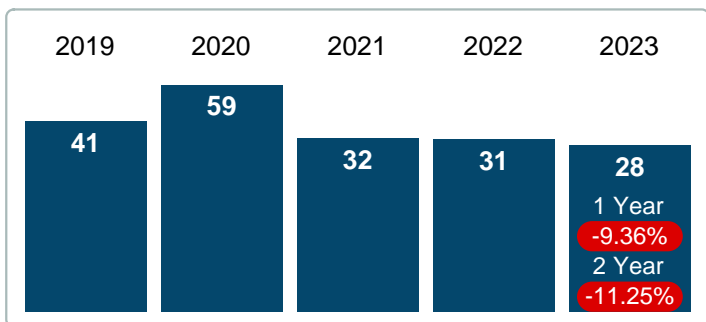
Area Delimited by County Of Sequoyah - Residential Property Type



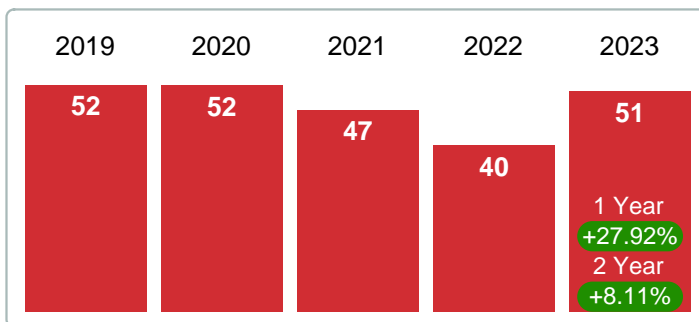
AVERAGE DAYS ON MARKET TO SALE

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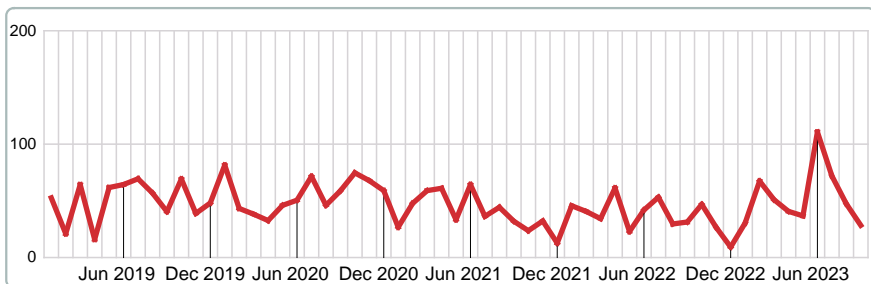
SEPTEMBER



YEAR TO DATE (YTD)

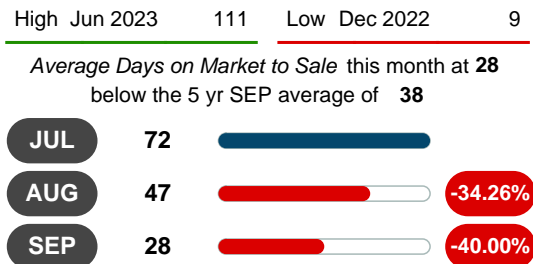


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 38



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
\$125,000 and less	6.67%	33	0	33	0	0
\$125,001 - \$150,000	6.67%	48	48	0	0	0
\$150,001 - \$175,000	13.33%	7	0	7	0	0
\$175,001 - \$200,000	40.00%	29	0	29	0	0
\$200,001 - \$225,000	6.67%	3	0	0	3	0
\$225,001 - \$300,000	13.33%	16	0	19	13	0
\$300,001 and up	13.33%	61	0	120	0	1
Average Closed DOM		28	48	33	8	1
Total Closed Units	100%	28	1	11	2	1
Total Closed Volume		3,258,594	140.00K	2.14M	442.00K	540.00K

September 2023



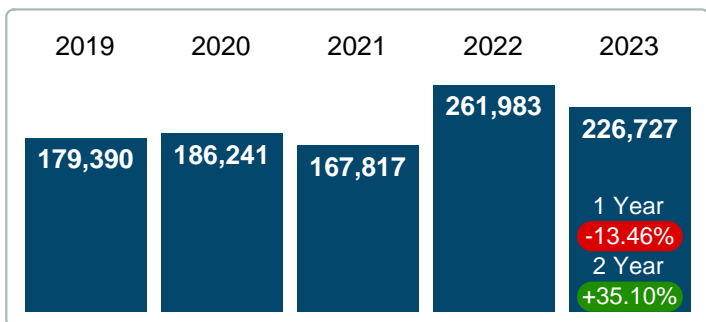
Area Delimited by County Of Sequoyah - Residential Property Type



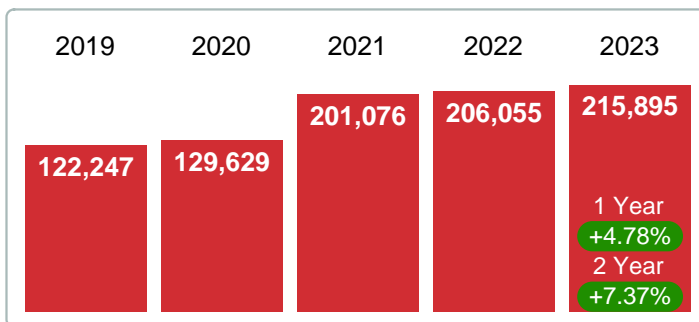
AVERAGE LIST PRICE AT CLOSING

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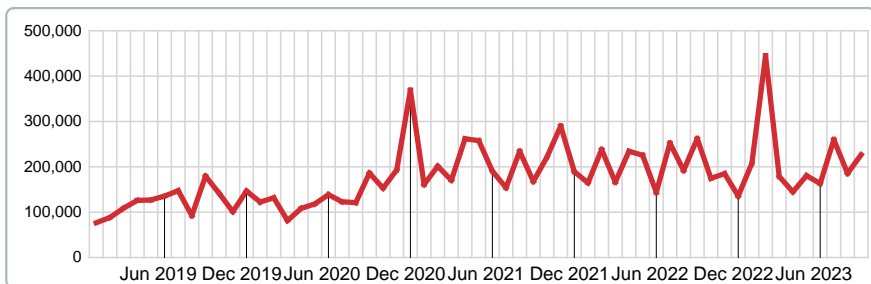
SEPTEMBER



YEAR TO DATE (YTD)

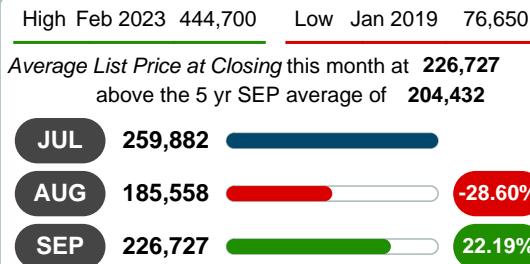


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 204,432



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
\$125,000 and less	6.67%	104,900	0	104,900	0	0
\$125,001 - \$150,000	0.00%	0	160,000	0	0	0
\$150,001 - \$175,000	20.00%	160,500	0	160,750	0	0
\$175,001 - \$200,000	40.00%	188,767	0	188,767	0	0
\$200,001 - \$225,000	6.67%	225,000	0	0	225,000	0
\$225,001 - \$300,000	13.33%	264,000	0	249,000	279,000	0
\$300,001 and up	13.33%	464,450	0	329,000	0	599,900
Average List Price		226,727	160,000	194,273	252,000	599,900
Total Closed Units	100%	226,727	1	11	2	1
Total Closed Volume		3,400,900	160.00K	2.14M	504.00K	599.90K

September 2023



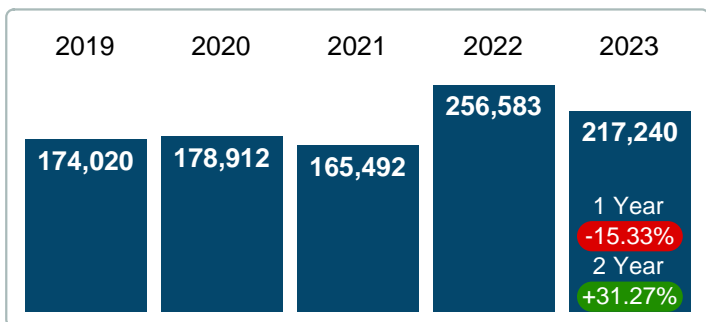
Area Delimited by County Of Sequoyah - Residential Property Type



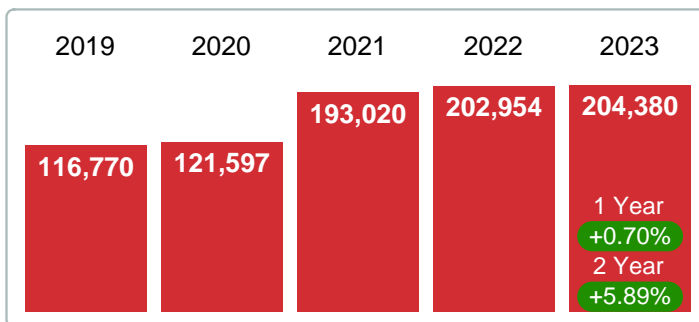
AVERAGE SOLD PRICE AT CLOSING

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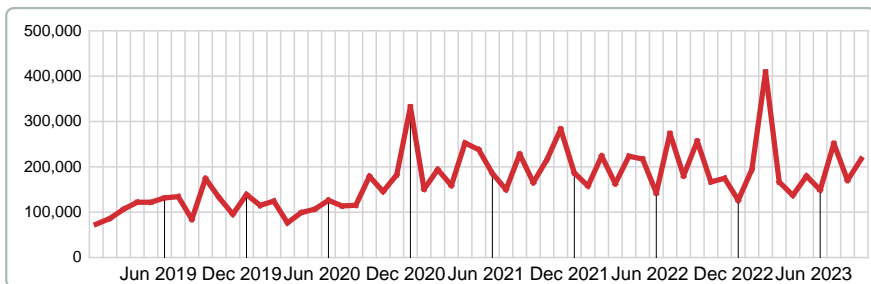
SEPTEMBER



YEAR TO DATE (YTD)

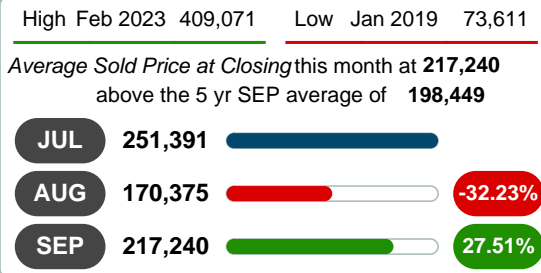


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 198,449



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
\$125,000 and less	1	6.67%	101,000	0	101,000	0	0
\$125,001 - \$150,000	1	6.67%	140,000	140,000	0	0	0
\$150,001 - \$175,000	2	13.33%	164,500	0	164,500	0	0
\$175,001 - \$200,000	6	40.00%	190,182	0	190,182	0	0
\$200,001 - \$225,000	1	6.67%	207,000	0	0	207,000	0
\$225,001 - \$300,000	2	13.33%	244,250	0	253,500	235,000	0
\$300,001 and up	2	13.33%	426,000	0	312,000	0	540,000
Average Sold Price			217,240	140,000	194,236	221,000	540,000
Total Closed Units		100%	217,240	1	11	2	1
Total Closed Volume			3,258,594	140.00K	2.14M	442.00K	540.00K

September 2023



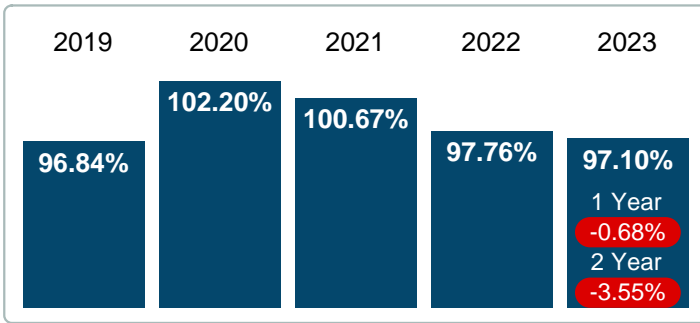
Area Delimited by County Of Sequoyah - Residential Property Type



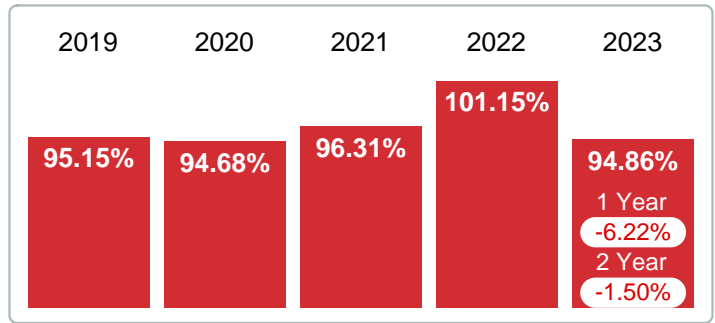
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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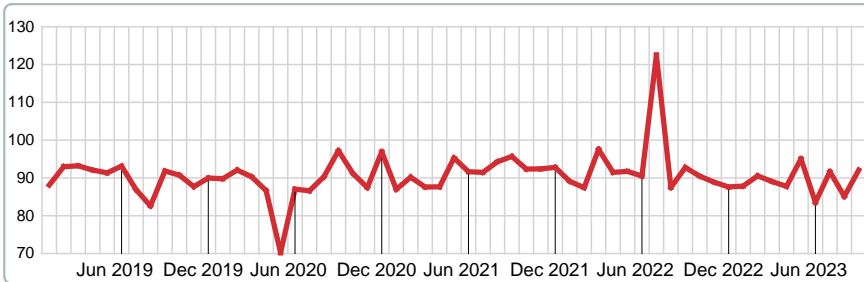
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

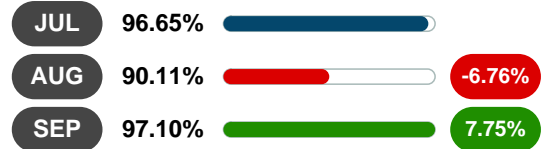


3 MONTHS

5 year SEP AVG = 98.91%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **97.10%**
below the 5 yr SEP average of **98.91%**



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
\$125,000 and less	1	6.67%	96.28%	0.00%	96.28%	0.00%	0.00%
\$125,001 - \$150,000	1	6.67%	87.50%	87.50%	0.00%	0.00%	0.00%
\$150,001 - \$175,000	2	13.33%	102.46%	0.00%	102.46%	0.00%	0.00%
\$175,001 - \$200,000	6	40.00%	100.81%	0.00%	100.81%	0.00%	0.00%
\$200,001 - \$225,000	1	6.67%	92.00%	0.00%	0.00%	92.00%	0.00%
\$225,001 - \$300,000	2	13.33%	93.02%	0.00%	101.81%	84.23%	0.00%
\$300,001 and up	2	13.33%	92.42%	0.00%	94.83%	0.00%	90.02%
Average Sold/List Ratio			97.10%	87.50%	100.25%	88.11%	90.02%
Total Closed Units		100%	97.10%	1	11	2	1
Total Closed Volume				140.00K	2.14M	442.00K	540.00K

September 2023



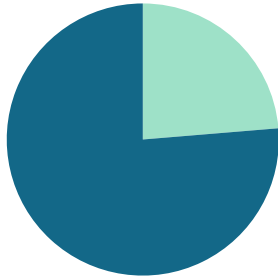
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

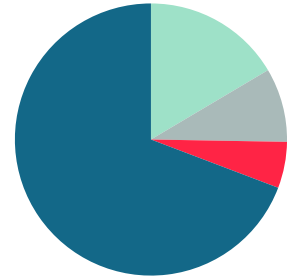
- New Listings **18 = 23.68%**
- Start Inventory **58**
- Total Inventory Units **76**
- Volume **\$26,787,348**

Market Activity

Market Activity

- Closed Sales **15 = 16.48%**
- Pending Sales **8 = 8.79%**
- Other Off Market **5 = 5.49%**
- Active Inventory **63 = 69.23%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	6	15	150.00%	105	91	-13.33%
Pending Sales	10	8	-20.00%	104	98	-5.77%
New Listings	14	18	28.57%	169	172	1.78%
Average List Price	261,983	226,727	-13.46%	206,055	215,895	4.78%
Average Sale Price	256,583	217,240	-15.33%	202,954	204,380	0.70%
Average Percent of Selling Price to List Price	97.76%	97.10%	-0.68%	101.15%	94.86%	-6.22%
Average Days on Market to Sale	31.33	28.40	-9.36%	39.80	50.91	27.92%
Monthly Inventory	52	63	21.15%	52	63	21.15%
Months Supply of Inventory	4.00	6.30	57.50%	4.00	6.30	57.50%

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

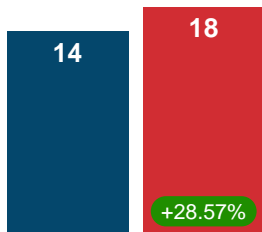
Inventory on September 30, 2023 = **63**

2022 **2023**

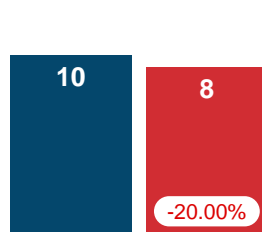
SEPTEMBER MARKET

AVERAGE PRICES

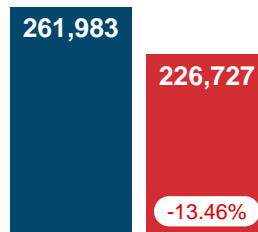
New Listings



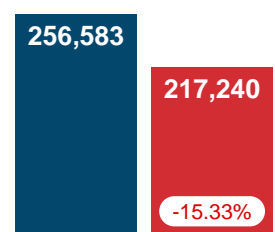
Pending Listings



List Price



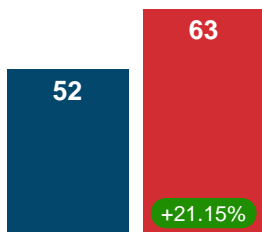
Sale Price



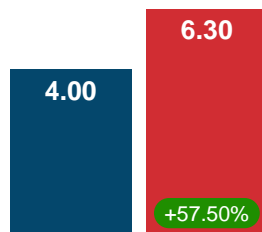
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

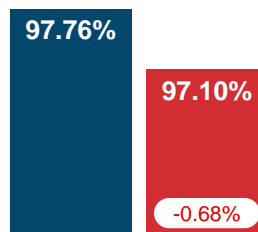
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

