

September 2023



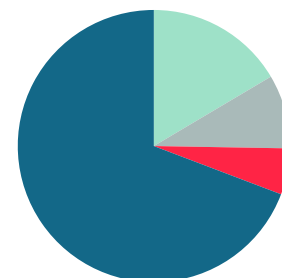
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	187,450	191,000	1.89%
Median Sale Price	188,750	191,000	1.19%
Median Percent of Selling Price to List Price	98.57%	99.78%	1.24%
Median Days on Market to Sale	19.50	12.00	-38.46%
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.

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 **1.19%** in September 2023 to \$191,000 versus the previous year at \$188,750.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 7.50 days or **38.46%** in September 2023 compared to last year's same month at **19.50** DOM.

Sales Success for September 2023 is Positive

Overall, with Median Prices going up 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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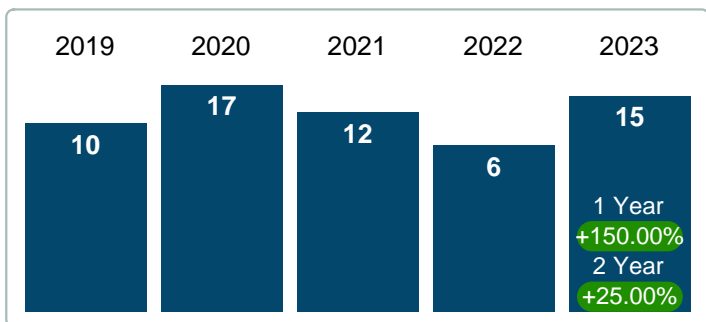
Area Delimited by County Of Sequoyah - Residential Property Type



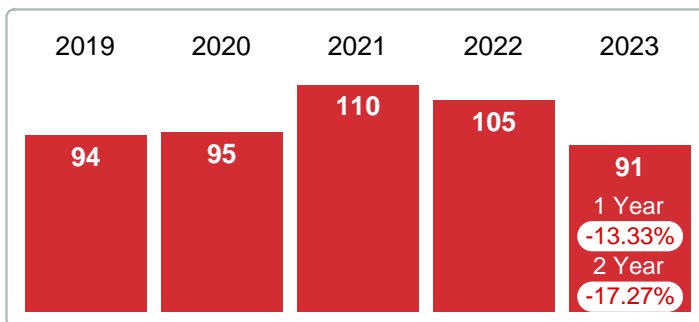
CLOSED LISTINGS

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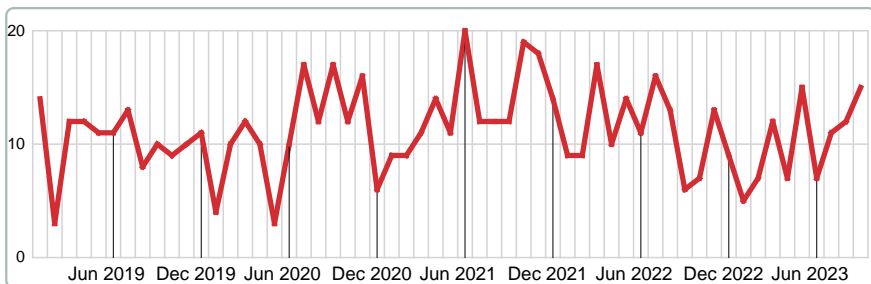
SEPTEMBER



YEAR TO DATE (YTD)

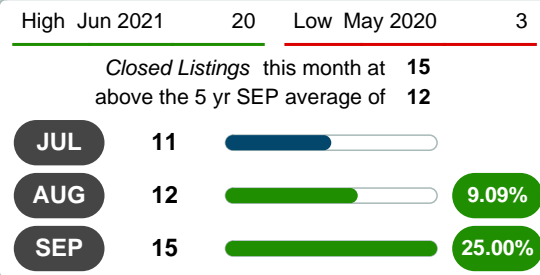


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 12



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	8.5	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%	12.0	140.00K	2.14M	442.00K	540.00K
Median Closed Price	\$191,000			\$140,000	\$190,694	\$221,000	\$540,000

September 2023



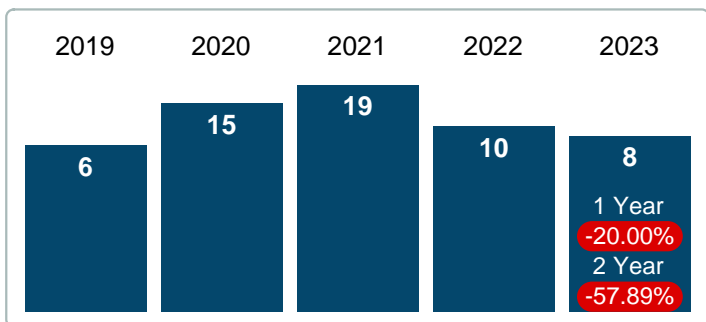
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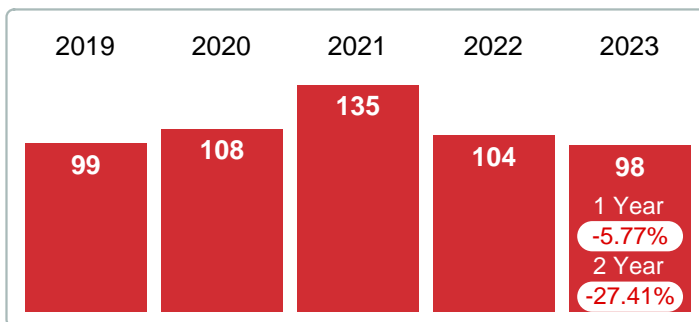
PENDING LISTINGS

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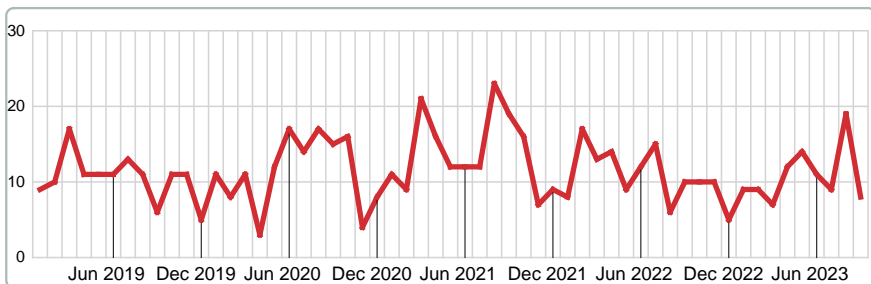
SEPTEMBER



YEAR TO DATE (YTD)

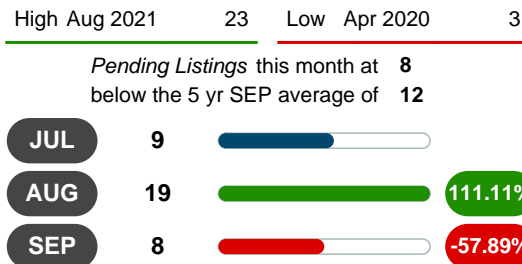


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 12



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	0	0.00%	60.5	0	0	0	0
\$90,001 - \$90,000	0	0.00%	60.5	0	0	0	0
\$90,001 - \$120,000	3	37.50%	10.0	2	1	0	0
\$120,001 - \$180,000	2	25.00%	42.0	0	2	0	0
\$180,001 - \$180,000	0	0.00%	42.0	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%	24.5	408.40K	359.90K	309.00K	189.00K
Median Listing Price	\$132,450			\$119,900	\$129,900	\$309,000	\$189,000

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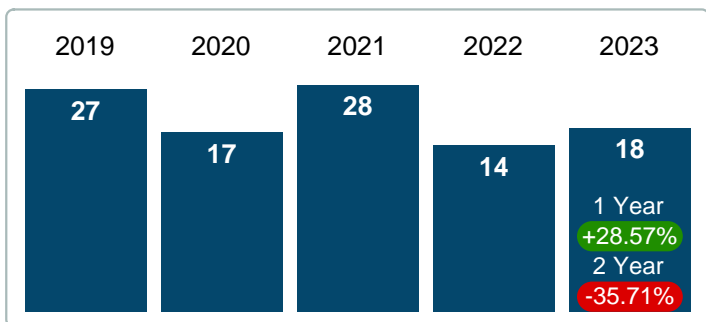
Area Delimited by County Of Sequoyah - Residential Property Type



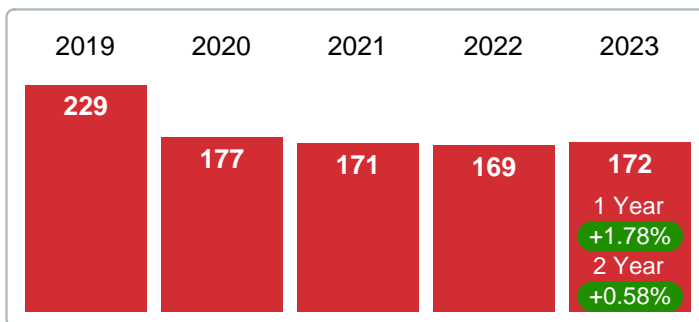
NEW LISTINGS

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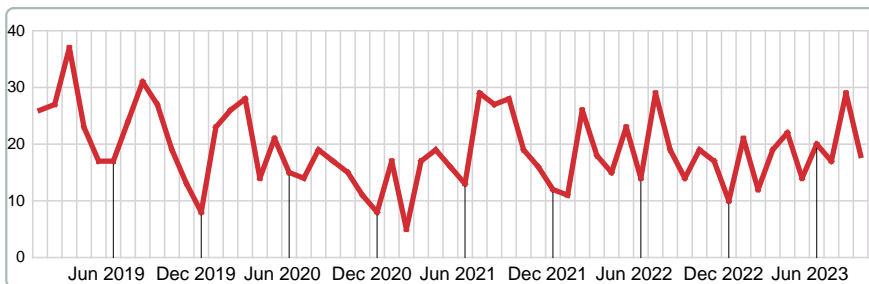
SEPTEMBER



YEAR TO DATE (YTD)

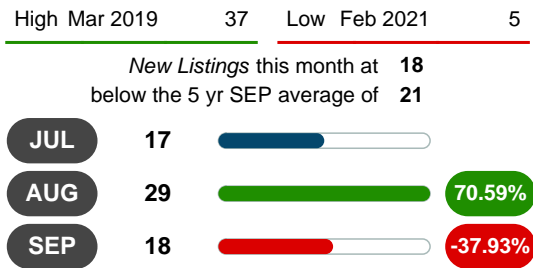


5 YEAR MARKET ACTIVITY TRENDS



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			
\$50,000 and less	0	0.00%	0	0	0	0
\$50,001 - \$100,000	3	16.67%	1	2	0	0
\$100,001 - \$125,000	2	11.11%	1	1	0	0
\$125,001 - \$175,000	7	38.89%	1	6	0	0
\$175,001 - \$225,000	2	11.11%	1	1	0	0
\$225,001 - \$375,000	2	11.11%	0	1	1	0
\$375,001 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
Median New Listed Listing Price	\$158,750		\$136,200	\$149,000	\$399,000	\$0

September 2023



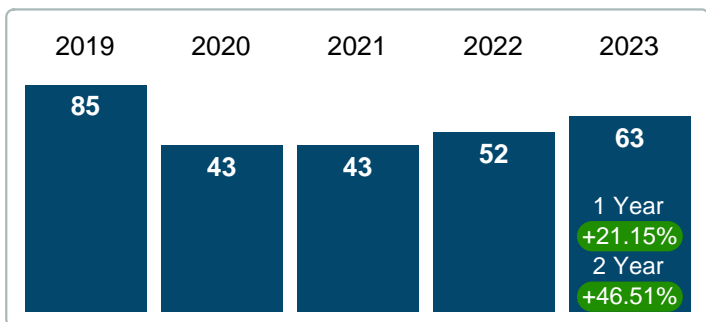
Area Delimited by County Of Sequoyah - Residential Property Type



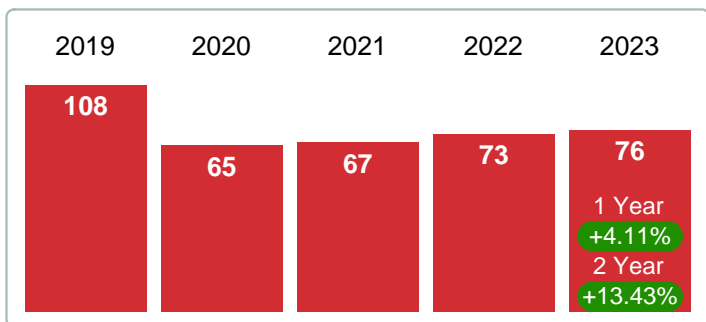
ACTIVE INVENTORY

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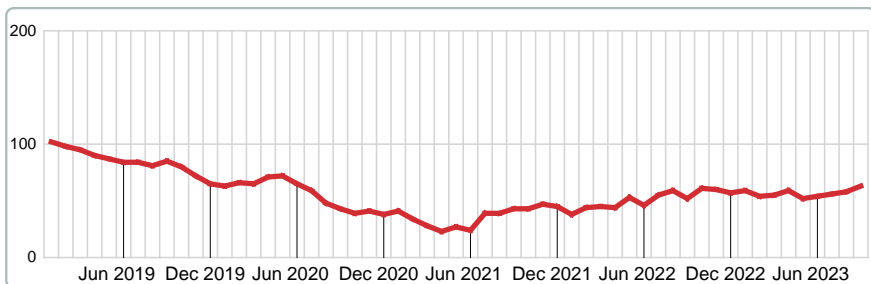
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

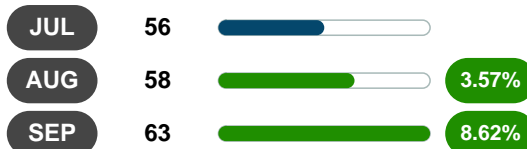


3 MONTHS

5 year SEP AVG = 57

High Jan 2019 102 Low Apr 2021 23

Inventory this month at 63
above the 5 yr SEP average of 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	6	9.52%	36.0	3	3	0	0
\$75,001 - \$125,000	8	12.70%	77.0	3	4	1	0
\$125,001 - \$150,000	5	7.94%	14.0	0	4	1	0
\$150,001 - \$275,000	19	30.16%	37.0	3	11	4	1
\$275,001 - \$425,000	10	15.87%	86.0	1	5	3	1
\$425,001 - \$550,000	8	12.70%	100.5	2	5	1	0
\$550,001 and up	7	11.11%	52.0	0	1	5	1
Total Active Inventory by Units	63			12	33	15	3
Total Active Inventory by Volume	24,638,748	100%	64.0	2.26M	11.80M	8.95M	1.63M
Median Active Inventory Listing Price	\$239,000			\$125,750	\$225,000	\$329,000	\$375,000

September 2023



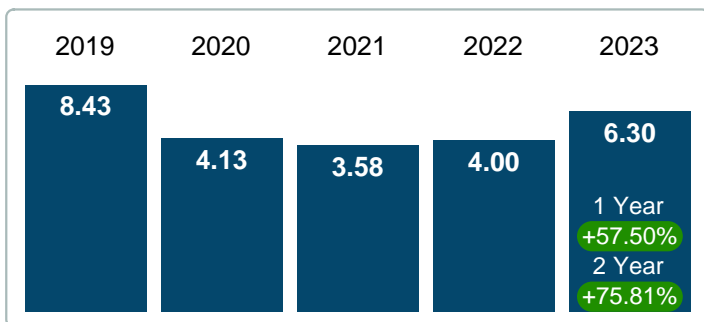
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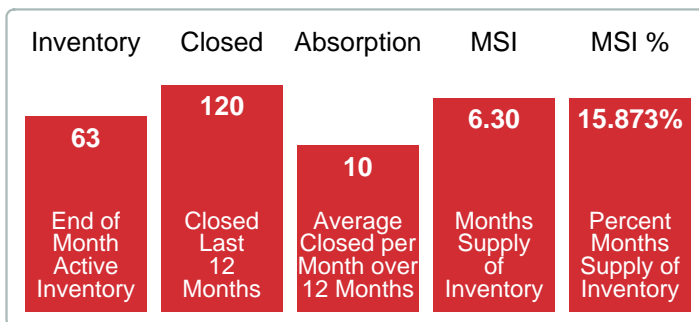
MONTHS SUPPLY of INVENTORY (MSI)

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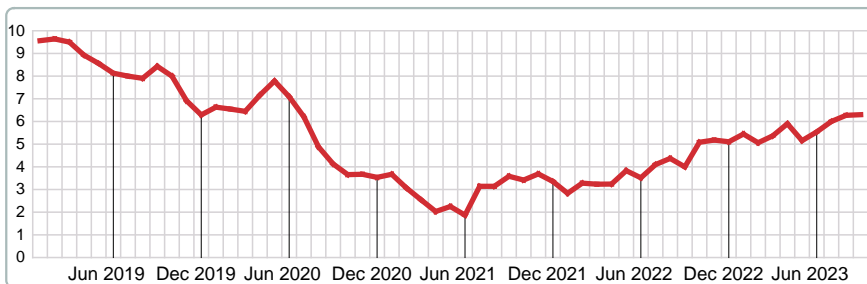
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS

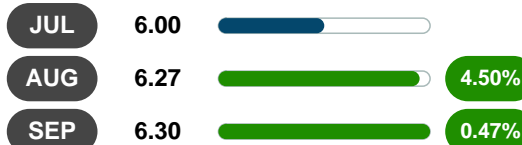


3 MONTHS

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	100%	6.30	5.76	5.35	9.00	36.00
Total Active Inventory by Units	63			12	33	15	3

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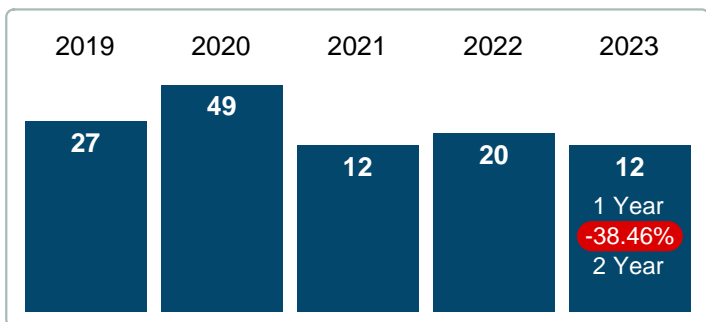
Area Delimited by County Of Sequoyah - Residential Property Type



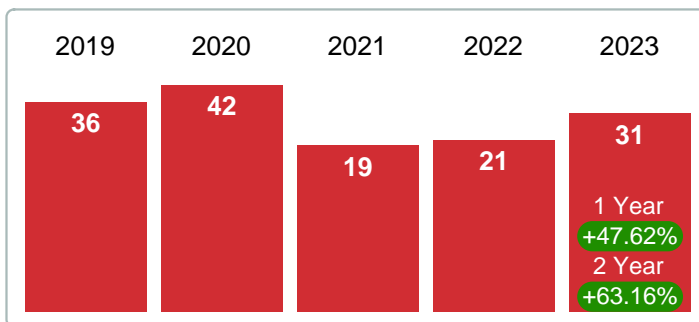
MEDIAN DAYS ON MARKET TO SALE

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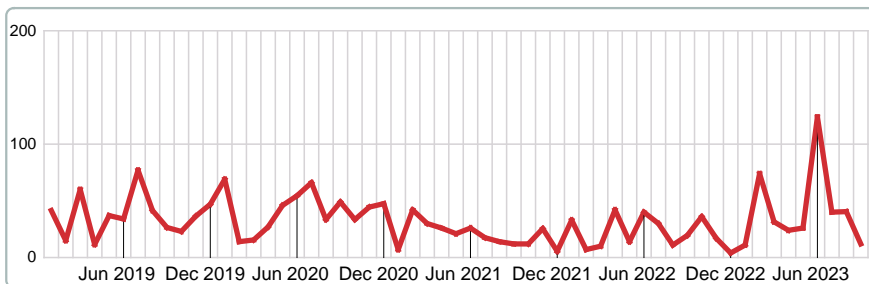
SEPTEMBER



YEAR TO DATE (YTD)

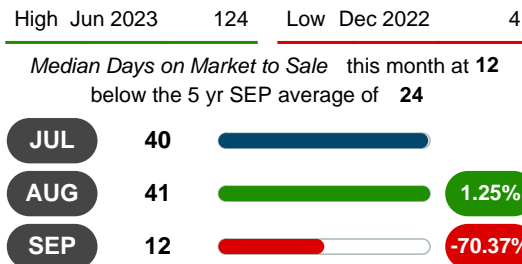


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 24



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
\$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%	9	0	9	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
Median Closed DOM		12	48	12	8	1
Total Closed Units	100%	15	1	11	2	1
Total Closed Volume		3,258,594	140.00K	2.14M	442.00K	540.00K

September 2023



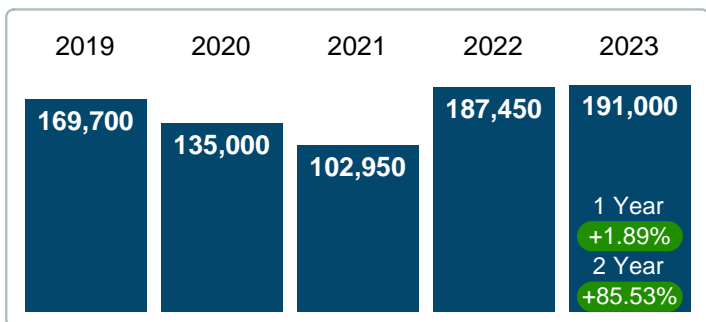
Area Delimited by County Of Sequoyah - Residential Property Type



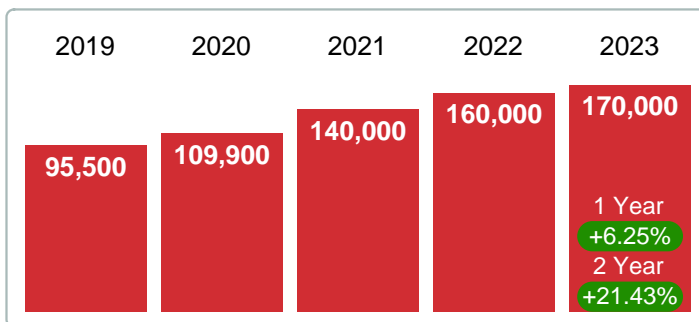
MEDIAN LIST PRICE AT CLOSING

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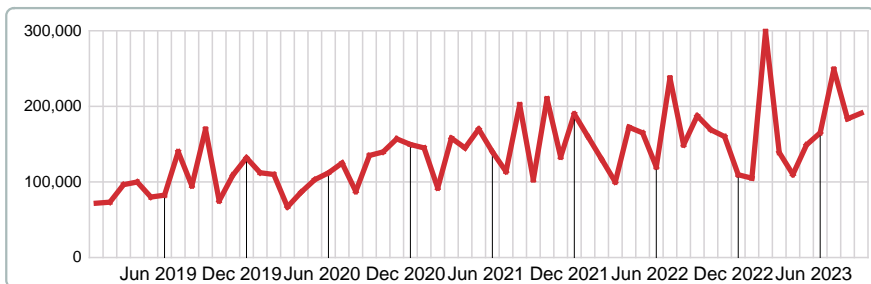
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

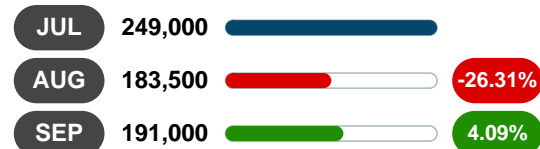


3 MONTHS

5 year SEP AVG = 157,220

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

Median List Price at Closing this month at **191,000** above the 5 yr SEP average of **157,220**



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
\$125,000 and less	1	6.67%	104,900	0	104,900	0	0
\$125,001 - \$150,000	0	0.00%	104,900	0	0	0	0
\$150,001 - \$175,000	3	20.00%	160,000	160,000	160,750	0	0
\$175,001 - \$200,000	6	40.00%	187,950	0	187,950	0	0
\$200,001 - \$225,000	1	6.67%	225,000	0	0	225,000	0
\$225,001 - \$300,000	2	13.33%	264,000	0	249,000	279,000	0
\$300,001 and up	2	13.33%	464,450	0	329,000	0	599,900
Median List Price			191,000	160,000	184,900	252,000	599,900
Total Closed Units		100%	191,000	1	11	2	1
Total Closed Volume			3,400,900	160.00K	2.14M	504.00K	599.90K

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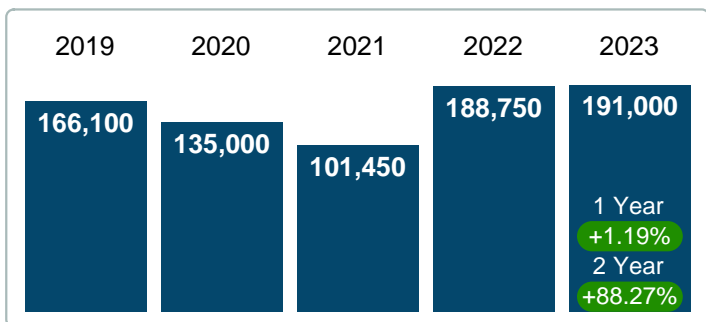
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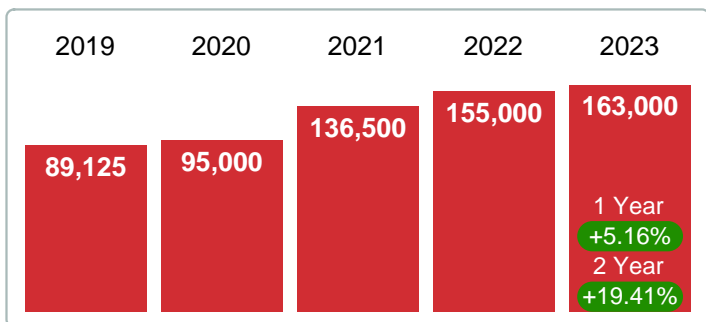
MEDIAN SOLD PRICE AT CLOSING

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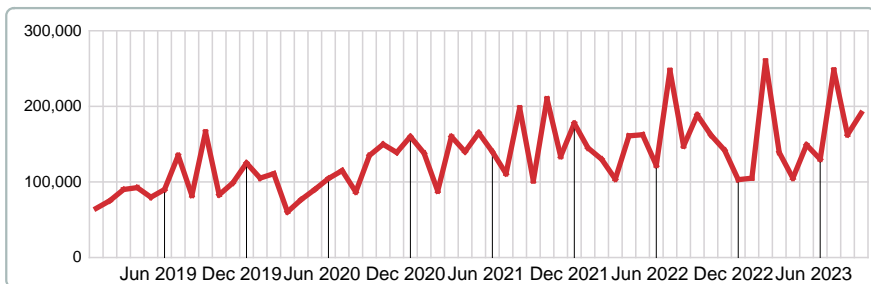
SEPTEMBER



YEAR TO DATE (YTD)

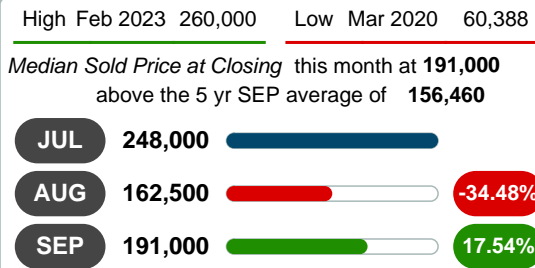


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 156,460



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
\$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%	190,847	0	190,847	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
Median Sold Price			191,000	140,000	190,694	221,000	540,000
Total Closed Units		100%	191,000	1	11	2	1
Total Closed Volume			3,258,594	140.00K	2.14M	442.00K	540.00K

September 2023



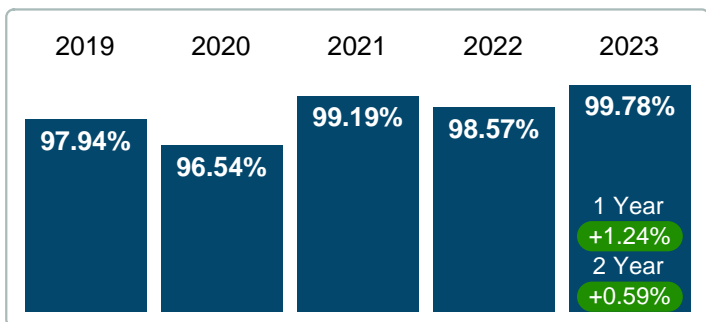
Area Delimited by County Of Sequoyah - Residential Property Type



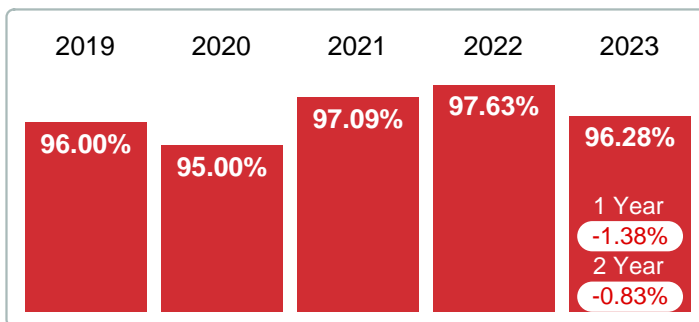
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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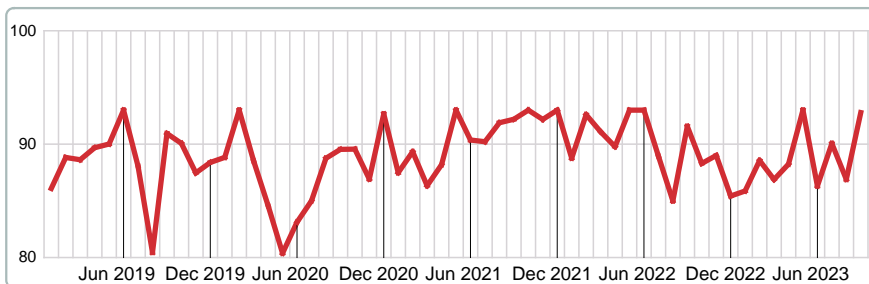
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

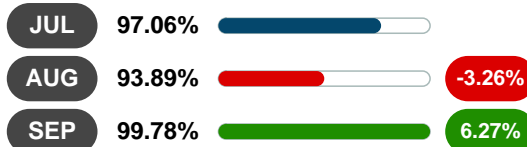


3 MONTHS

5 year SEP AVG = 98.40%

High May 2023 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **99.78%**
above the 5 yr SEP average of **98.40%**



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
\$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%	100.00%	0.00%	100.00%	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%
Median Sold/List Ratio		99.78%		87.50%	100.00%	88.11%	90.02%
Total Closed Units		15	100%	1	11	2	1
Total Closed Volume		3,258,594		140.00K	2.14M	442.00K	540.00K

September 2023



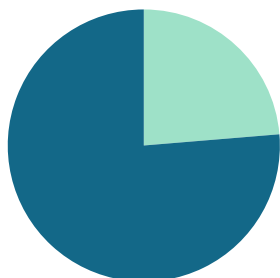
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

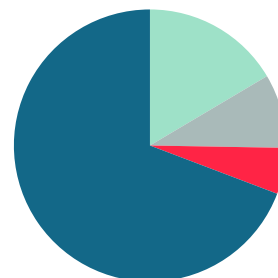


Inventory
 New Listings
18 = 23.68%
 Start Inventory
58
 Total Inventory Units
76
 Volume
\$26,787,348

Market Activity

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%
Median List Price	187,450	191,000	1.89%	160,000	170,000	6.25%
Median Sale Price	188,750	191,000	1.19%	155,000	163,000	5.16%
Median Percent of Selling Price to List Price	98.57%	99.78%	1.24%	97.63%	96.28%	-1.38%
Median Days on Market to Sale	19.50	12.00	-38.46%	21.00	31.00	47.62%
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

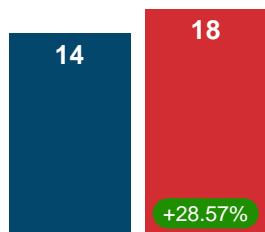
Inventory on September 30, 2023 = **63**

2022 **2023**

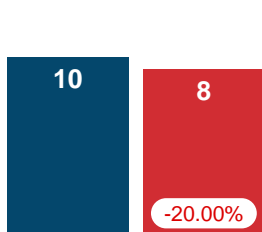
SEPTEMBER MARKET

MEDIAN PRICES

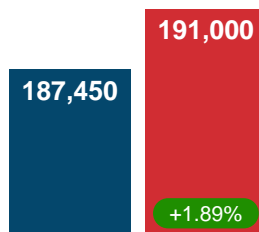
New Listings



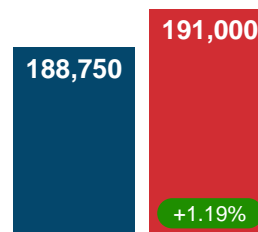
Pending Listings



List Price



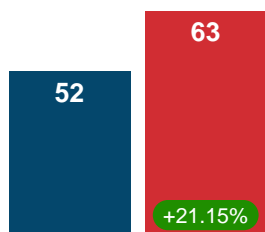
Sale Price



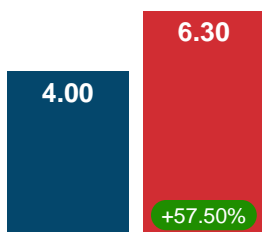
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

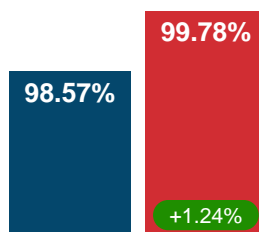
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

