

October 2023



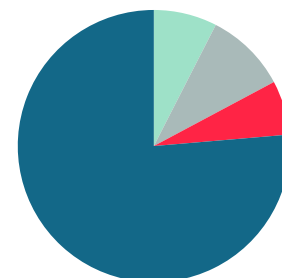
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	October 2023	+/-%
Closed Listings	7	7	0.00%
Pending Listings	10	9	-10.00%
New Listings	19	20	5.26%
Average List Price	174,571	167,529	-4.03%
Average Sale Price	166,714	165,271	-0.87%
Average Percent of Selling Price to List Price	95.48%	95.36%	-0.13%
Average Days on Market to Sale	46.86	39.43	-15.85%
End of Month Inventory	61	71	16.39%
Months Supply of Inventory	5.08	7.10	39.67%



■ Closed (7.53%)
■ Pending (9.68%)
■ Other OffMarket (6.45%)
■ Active (76.34%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of October 31, 2023 = **71**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2023 rose **16.39%** to 71 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 **7.10** 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 **0.87%** in October 2023 to \$165,271 versus the previous year at \$166,714.

Average Days on Market Shortens

The average number of **39.43** days that homes spent on the market before selling decreased by 7.43 days or **15.85%** in October 2023 compared to last year's same month at **46.86** DOM.

Sales Success for October 2023 is Positive

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

There were 20 New Listings in October 2023, up **5.26%** from last year at 19. Furthermore, there were 7 Closed Listings this month versus last year at 7, a **0.00%** decrease.

Closed versus Listed trends yielded a **35.0%** ratio, down from previous year's, October 2022, at **36.8%**, a **5.00%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

October 2023



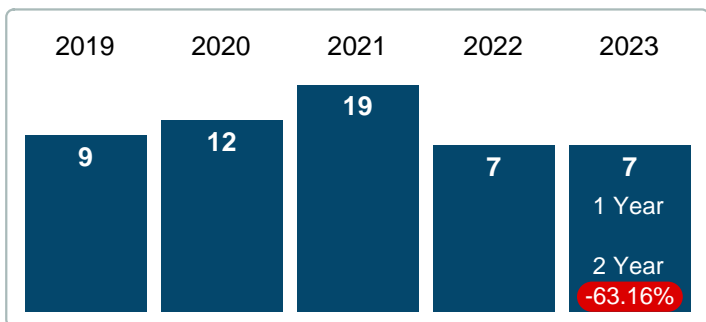
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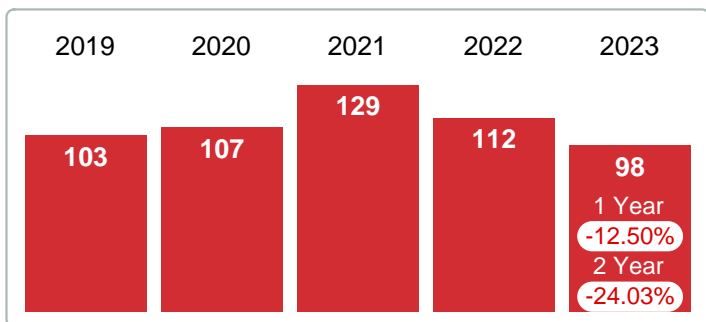
CLOSED LISTINGS

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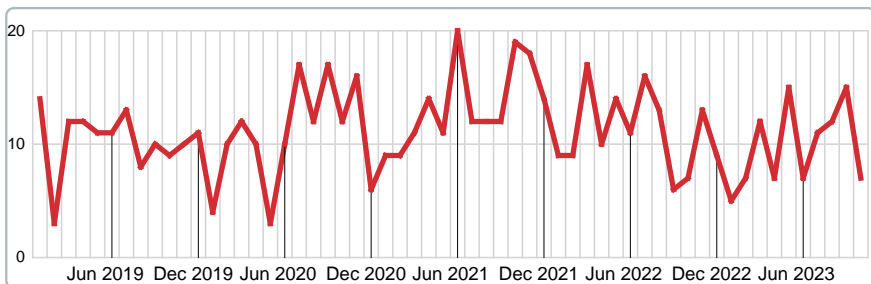
OCTOBER



YEAR TO DATE (YTD)

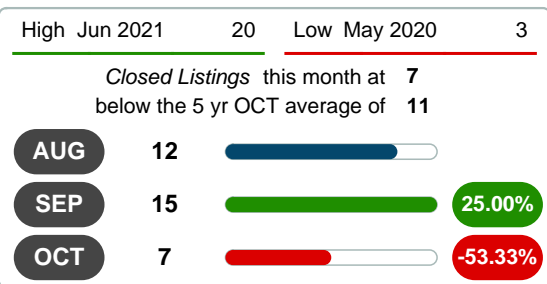


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	0	0.00%	0.0	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	2	28.57%	83.5	0	2	0	0
\$100,001 - \$175,000	2	28.57%	2.5	1	1	0	0
\$175,001 - \$275,000	1	14.29%	17.0	0	0	0	1
\$275,001 - \$300,000	1	14.29%	85.0	0	0	1	0
\$300,001 and up	1	14.29%	2.0	0	1	0	0
Total Closed Units	7			1	4	1	1
Total Closed Volume	1,156,900	100%	39.4	119.90K	553.00K	295.00K	189.00K
Average Closed Price	\$165,271			\$119,900	\$138,250	\$295,000	\$189,000

October 2023



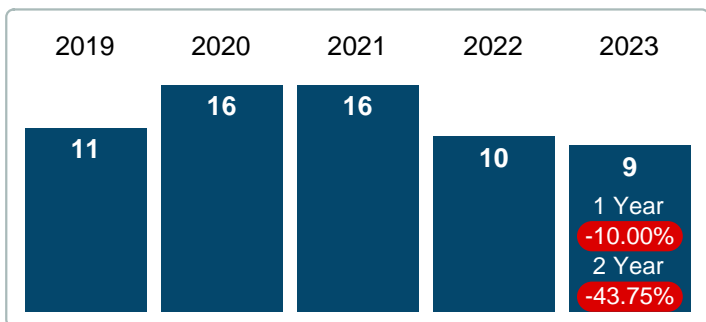
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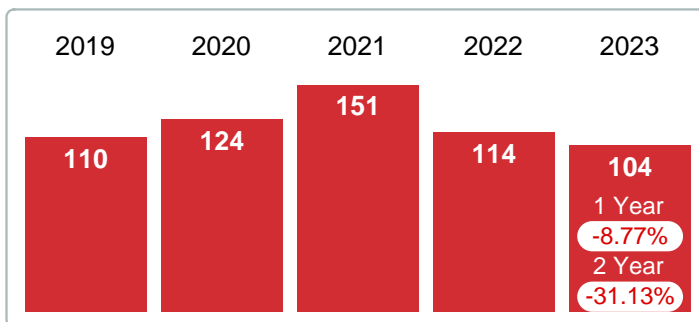
PENDING LISTINGS

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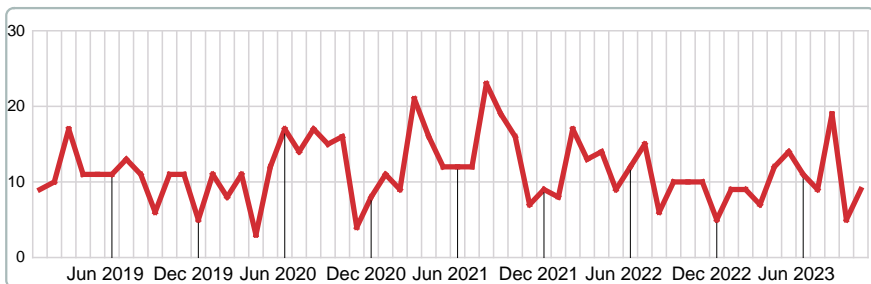
OCTOBER



YEAR TO DATE (YTD)

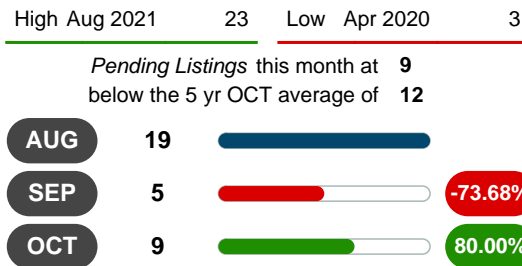


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$60,000 and less	0	0.00%	0.0	0	0	0	0
\$60,001 - \$90,000	2	22.22%	146.5	0	2	0	0
\$90,001 - \$120,000	1	11.11%	38.0	0	1	0	0
\$120,001 - \$140,000	2	22.22%	42.0	0	2	0	0
\$140,001 - \$160,000	1	11.11%	120.0	0	0	1	0
\$160,001 - \$250,000	3	33.33%	81.3	0	2	1	0
\$250,001 and up	0	0.00%	0.0	0	0	0	0
Total Pending Units	9			0	7	2	0
Total Pending Volume	1,305,300	100%	24.5	0.00B	920.40K	384.90K	0.00B
Average Listing Price	\$99,950			\$0	\$131,486	\$192,450	\$0

October 2023



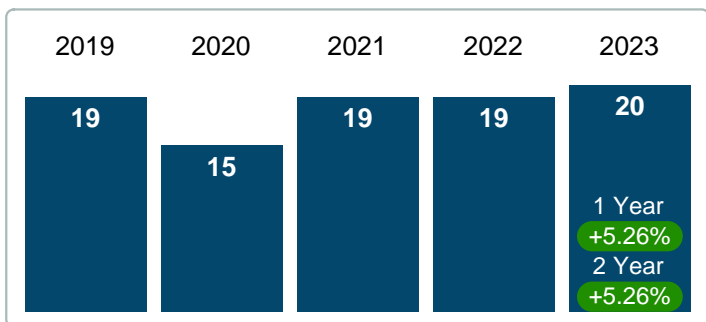
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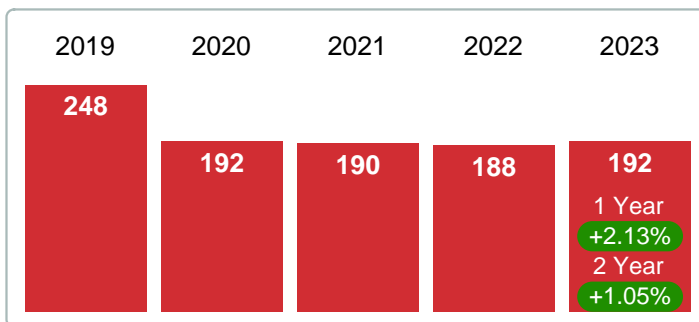
NEW LISTINGS

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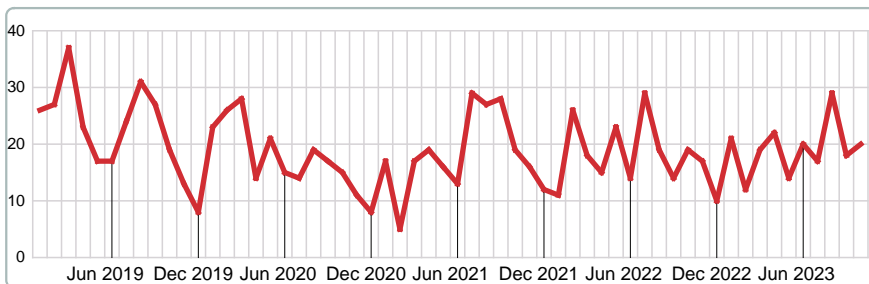
OCTOBER



YEAR TO DATE (YTD)

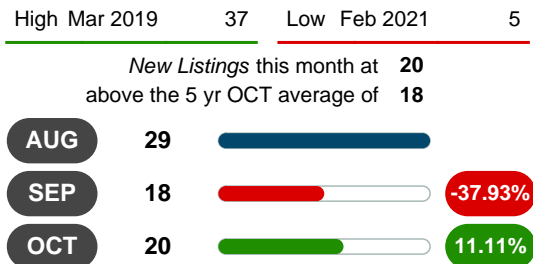


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 18



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$130,000 and less	2	10.00%	0	2	0	0
\$130,001 - \$130,000	0	0.00%	0	0	0	0
\$130,001 - \$170,000	5	25.00%	1	4	0	0
\$170,001 - \$230,000	4	20.00%	2	2	0	0
\$230,001 - \$310,000	4	20.00%	0	3	1	0
\$310,001 - \$790,000	3	15.00%	0	2	0	1
\$790,001 and up	2	10.00%	0	1	0	1
Total New Listed Units	20		3	14	1	2
Total New Listed Volume	5,424,000	100%	497.50K	3.37M	309.00K	1.25M
Average New Listed Listing Price	\$125,000		\$165,833	\$240,607	\$309,000	\$624,500

October 2023



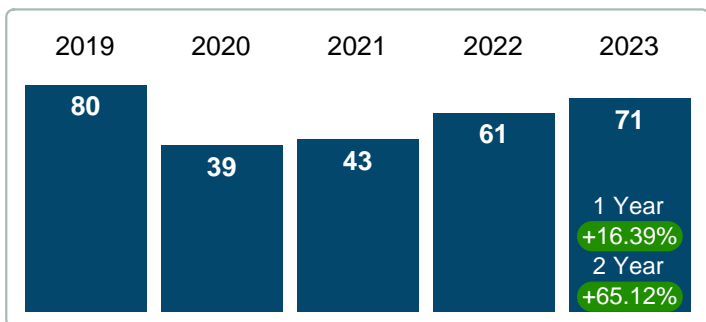
Area Delimited by County Of Sequoyah - Residential Property Type



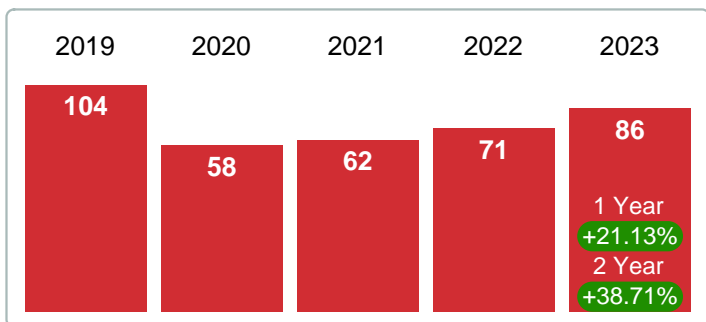
ACTIVE INVENTORY

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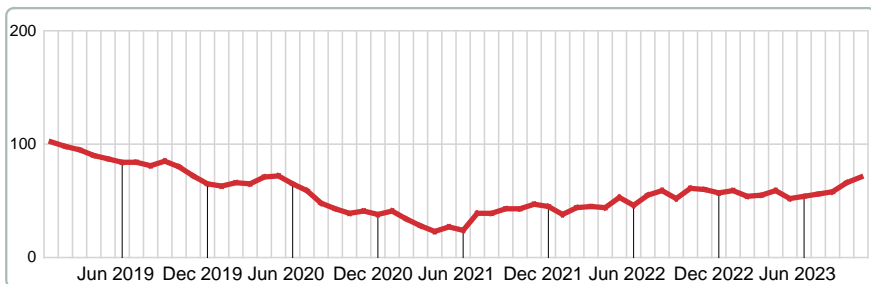
END OF OCTOBER



ACTIVE DURING OCTOBER

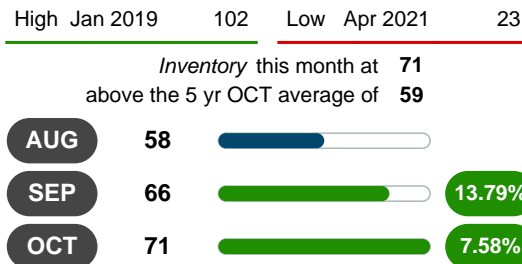


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 59



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	5	7.04%	61.2	3	2	0	0
\$75,001 - \$125,000	7	9.86%	91.6	1	5	1	0
\$125,001 - \$175,000	16	22.54%	50.1	4	10	2	0
\$175,001 - \$300,000	17	23.94%	71.9	3	12	1	1
\$300,001 - \$450,000	11	15.49%	73.7	0	6	3	2
\$450,001 - \$575,000	8	11.27%	111.8	2	3	3	0
\$575,001 and up	7	9.86%	85.0	0	2	3	2
Total Active Inventory by Units	71			13	40	13	5
Total Active Inventory by Volume	27,797,748	100%	74.2	2.58M	13.82M	8.55M	2.85M
Average Active Inventory Listing Price	\$391,518			\$198,223	\$345,481	\$657,900	\$569,780

October 2023



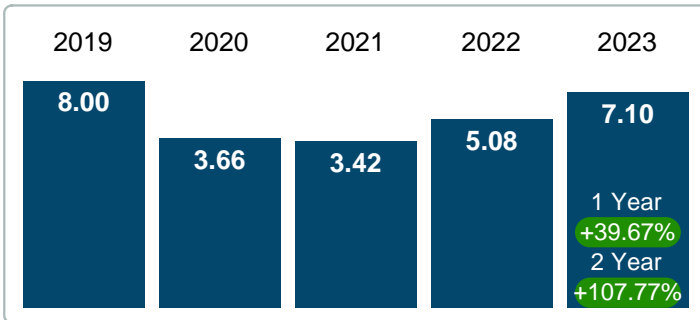
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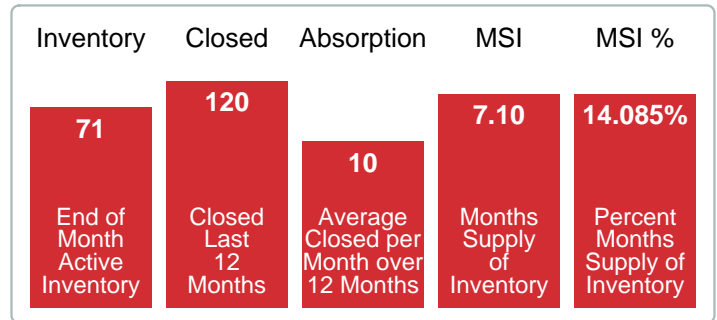
MONTHS SUPPLY of INVENTORY (MSI)

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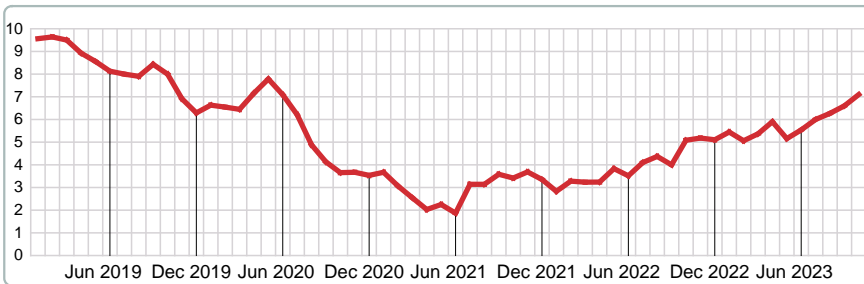
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

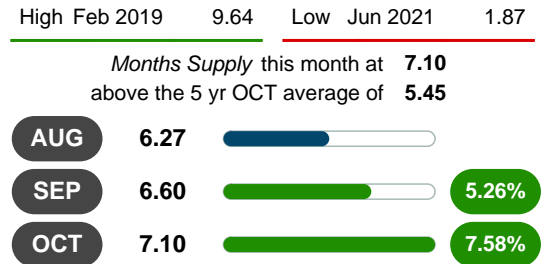


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.45



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	5	7.04%	4.29	7.20	2.67	0.00	0.00
\$75,001 - \$125,000	7	9.86%	3.23	1.33	3.53	0.00	0.00
\$125,001 - \$175,000	16	22.54%	6.40	8.00	6.00	6.00	0.00
\$175,001 - \$300,000	17	23.94%	6.18	12.00	7.58	1.20	12.00
\$300,001 - \$450,000	11	15.49%	11.00	0.00	9.00	9.00	0.00
\$450,001 - \$575,000	8	11.27%	48.00	0.00	0.00	36.00	0.00
\$575,001 and up	7	9.86%	28.00	0.00	24.00	18.00	0.00
Market Supply of Inventory (MSI)			7.10	6.78	6.49	7.43	30.00
Total Active Inventory by Units		100%	71	13	40	13	5

October 2023



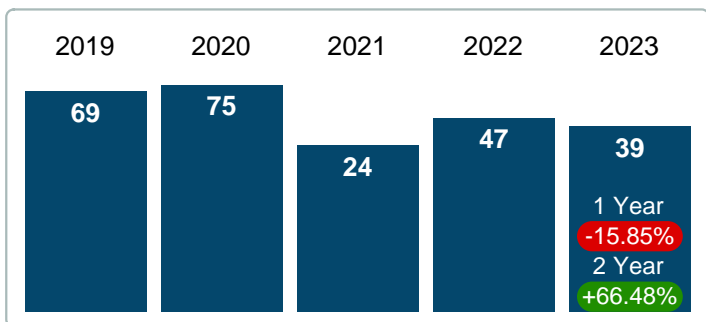
Area Delimited by County Of Sequoyah - Residential Property Type



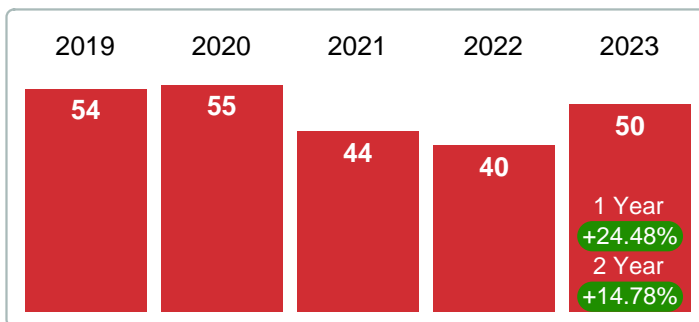
AVERAGE DAYS ON MARKET TO SALE

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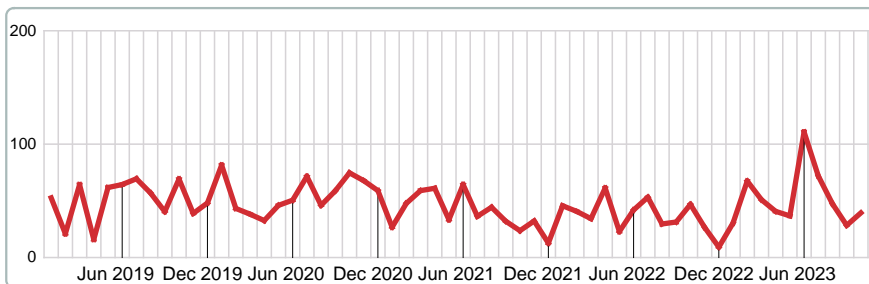
OCTOBER



YEAR TO DATE (YTD)

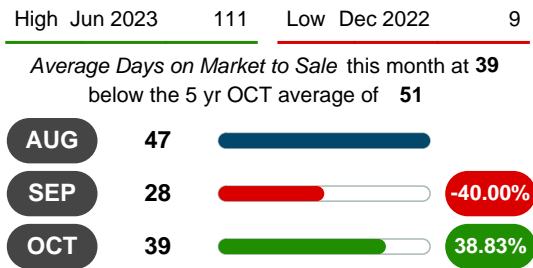


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 51



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	0.00%	0	0	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	28.57%	84	0	84	0	0
\$100,001 - \$175,000	28.57%	3	4	1	0	0
\$175,001 - \$275,000	14.29%	17	0	0	0	17
\$275,001 - \$300,000	14.29%	85	0	0	85	0
\$300,001 and up	14.29%	2	0	2	0	0
Average Closed DOM		39	4	43	85	17
Total Closed Units	100%	39	1	4	1	1
Total Closed Volume		1,156,900	119.90K	553.00K	295.00K	189.00K

October 2023



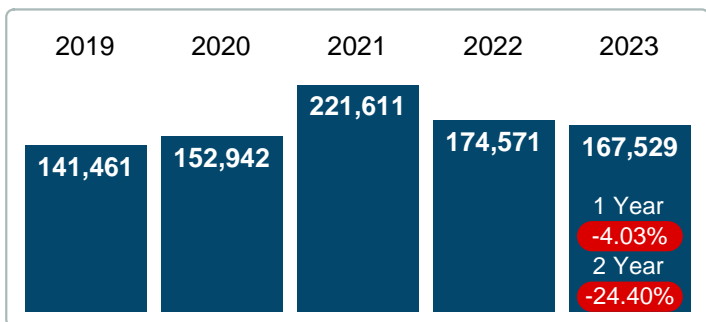
Area Delimited by County Of Sequoyah - Residential Property Type



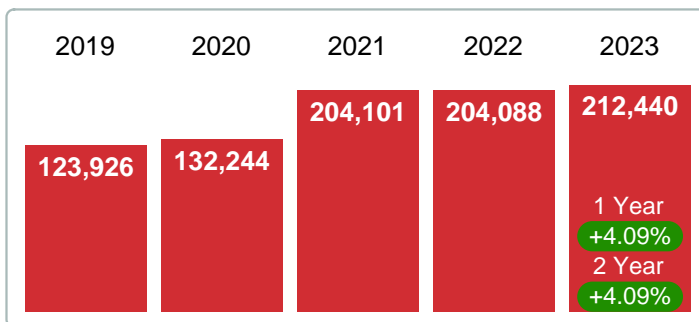
AVERAGE LIST PRICE AT CLOSING

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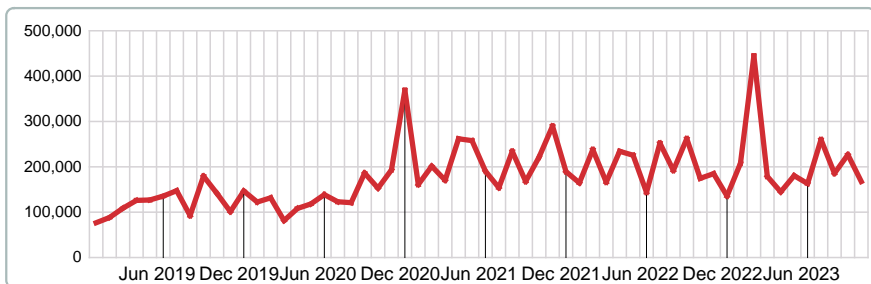
OCTOBER



YEAR TO DATE (YTD)

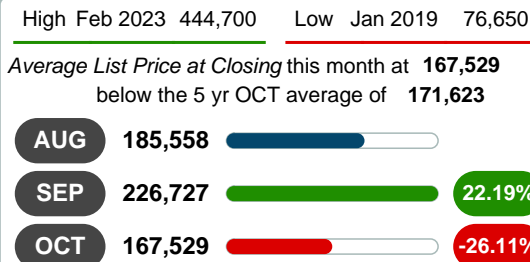


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 171,623



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	0	0.00%	0	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$100,000	2	28.57%	77,400	0	77,400	0	0
\$100,001 - \$175,000	2	28.57%	122,450	119,900	125,000	0	0
\$175,001 - \$275,000	2	28.57%	232,000	0	0	0	189,000
\$275,001 - \$300,000	0	0.00%	0	0	0	309,000	0
\$300,001 and up	1	14.29%	309,000	0	275,000	0	0
Average List Price			167,529	119,900	138,700	309,000	189,000
Total Closed Units		100%	167,529	1	4	1	1
Total Closed Volume			1,172,700	119.90K	554.80K	309.00K	189.00K

October 2023



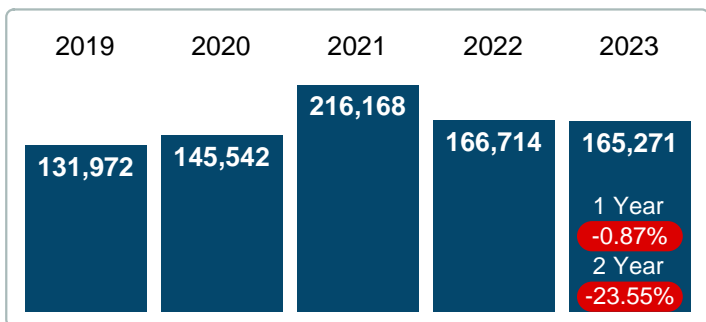
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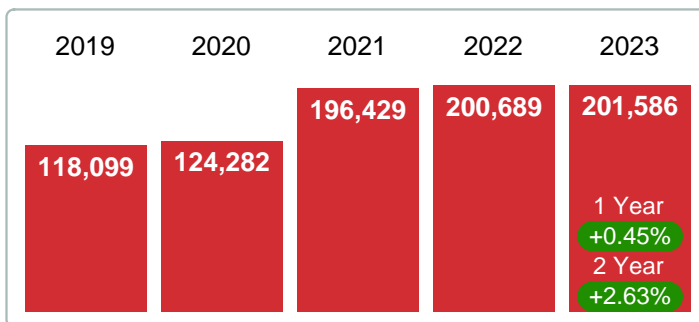
AVERAGE SOLD PRICE AT CLOSING

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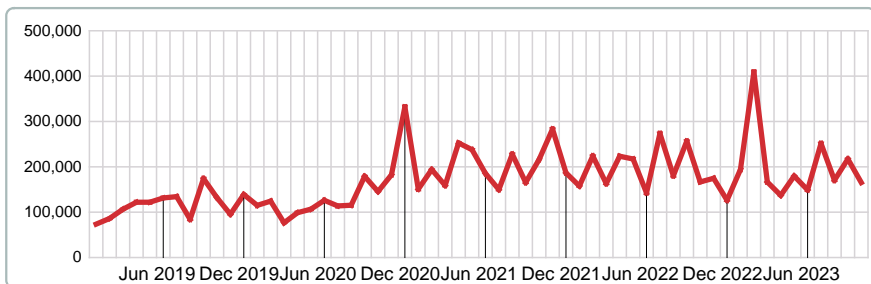
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

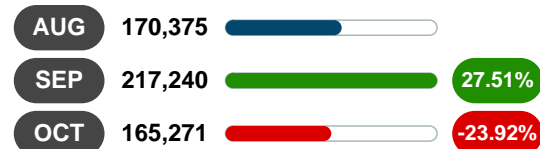


3 MONTHS

5 year OCT AVG = 165,134

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

Average Sold Price at Closing this month at **165,271**
 above the 5 yr OCT average of **165,134**



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	0	0.00%	0	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$100,000	2	28.57%	62,500	0	62,500	0	0
\$100,001 - \$175,000	2	28.57%	122,450	119,900	125,000	0	0
\$175,001 - \$275,000	1	14.29%	189,000	0	0	0	189,000
\$275,001 - \$300,000	1	14.29%	295,000	0	0	295,000	0
\$300,001 and up	1	14.29%	303,000	0	303,000	0	0
Average Sold Price			165,271	119,900	138,250	295,000	189,000
Total Closed Units		100%	165,271	1	4	1	1
Total Closed Volume			1,156,900	119.90K	553.00K	295.00K	189.00K

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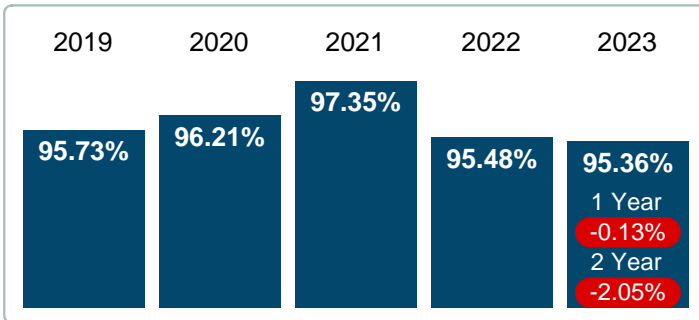
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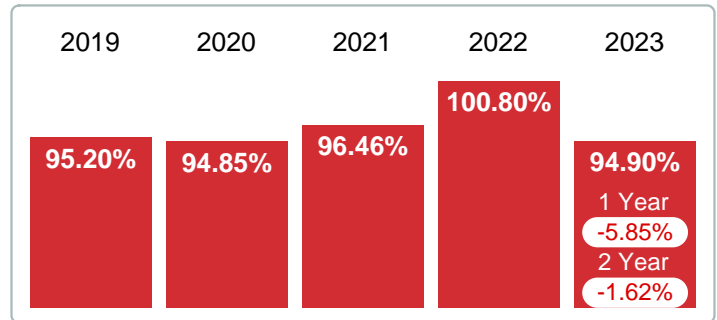
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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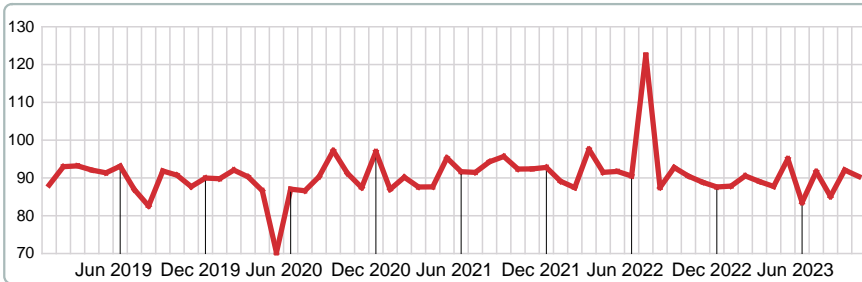
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

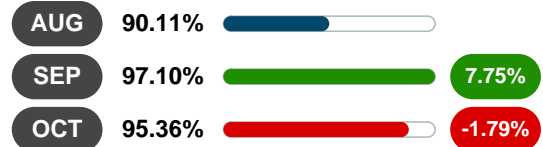


3 MONTHS

5 year OCT AVG = 96.03%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **95.36%** below the 5 yr OCT average of **96.03%**



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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	2	28.57%	80.94%	0.00%	80.94%	0.00%	0.00%
\$100,001 - \$175,000	2	28.57%	100.00%	100.00%	100.00%	0.00%	0.00%
\$175,001 - \$275,000	1	14.29%	100.00%	0.00%	0.00%	0.00%	100.00%
\$275,001 - \$300,000	1	14.29%	95.47%	0.00%	0.00%	95.47%	0.00%
\$300,001 and up	1	14.29%	110.18%	0.00%	110.18%	0.00%	0.00%
Average Sold/List Ratio		95.40%		100.00%	93.01%	95.47%	100.00%
Total Closed Units		7	100%	1	4	1	1
Total Closed Volume		1,156,900		119.90K	553.00K	295.00K	189.00K

October 2023



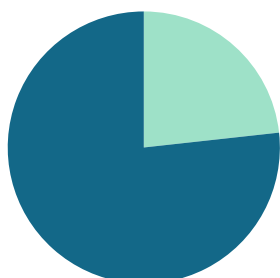
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Nov 13, 2023 for MLS Technology Inc.

INVENTORY

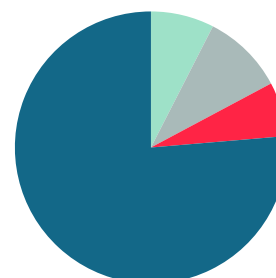


Inventory
 New Listings
20 = 23.26%
 Start Inventory
66
 Total Inventory Units
86
 Volume
\$30,344,748

Market Activity

Closed Sales
7 = 7.53%
 Pending Sales
9 = 9.68%
 Other Off Market
6 = 6.45%
 Active Inventory
71 = 76.34%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	7	7	0.00%	112	98	-12.50%
Pending Sales	10	9	-10.00%	114	104	-8.77%
New Listings	19	20	5.26%	188	192	2.13%
Average List Price	174,571	167,529	-4.03%	204,088	212,440	4.09%
Average Sale Price	166,714	165,271	-0.87%	200,689	201,586	0.45%
Average Percent of Selling Price to List Price	95.48%	95.36%	-0.13%	100.80%	94.90%	-5.85%
Average Days on Market to Sale	46.86	39.43	-15.85%	40.24	50.09	24.48%
Monthly Inventory	61	71	16.39%	61	71	16.39%
Months Supply of Inventory	5.08	7.10	39.67%	5.08	7.10	39.67%

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

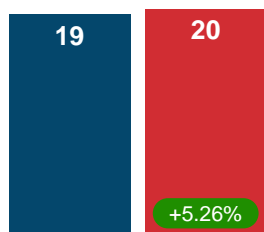
Inventory on October 31, 2023 = **71**

2022 **2023**

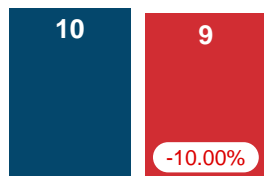
OCTOBER MARKET

AVERAGE PRICES

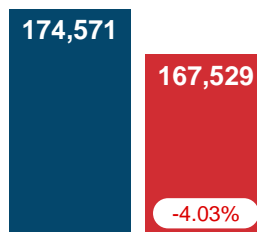
New Listings



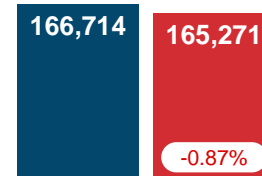
Pending Listings



List Price



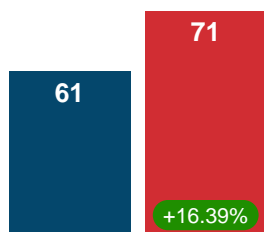
Sale Price



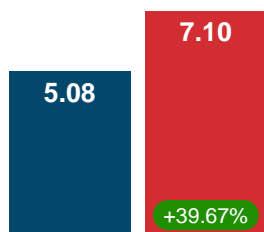
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

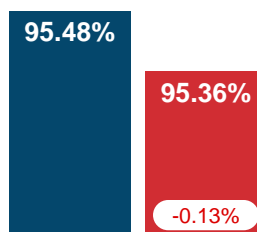
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

