

January 2024



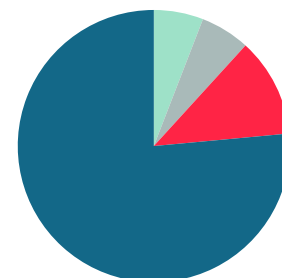
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	5	5	0.00%
Pending Listings	9	5	-44.44%
New Listings	21	16	-23.81%
Average List Price	207,860	152,500	-26.63%
Average Sale Price	194,200	150,500	-22.50%
Average Percent of Selling Price to List Price	92.85%	96.97%	4.44%
Average Days on Market to Sale	30.40	120.80	297.37%
End of Month Inventory	59	65	10.17%
Months Supply of Inventory	5.45	6.67	22.41%



■ Closed (5.88%)
■ Pending (5.88%)
■ Other OffMarket (11.76%)
■ Active (76.47%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of January 31, 2024 = **65**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2024 rose **10.17%** to 65 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 **6.67** 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 **22.50%** in January 2024 to \$150,500 versus the previous year at \$194,200.

Average Days on Market Lengthens

The average number of **120.80** days that homes spent on the market before selling increased by 90.40 days or **297.37%** in January 2024 compared to last year's same month at **30.40** DOM.

Sales Success for January 2024 is Positive

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

There were 16 New Listings in January 2024, down **23.81%** from last year at 21. Furthermore, there were 5 Closed Listings this month versus last year at 5, a **0.00%** decrease.

Closed versus Listed trends yielded a **31.3%** ratio, up from previous year's, January 2023, at **23.8%**, a **31.25%** 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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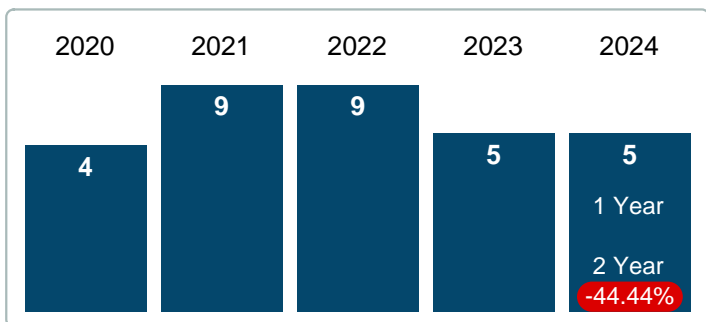
Area Delimited by County Of Sequoyah - Residential Property Type



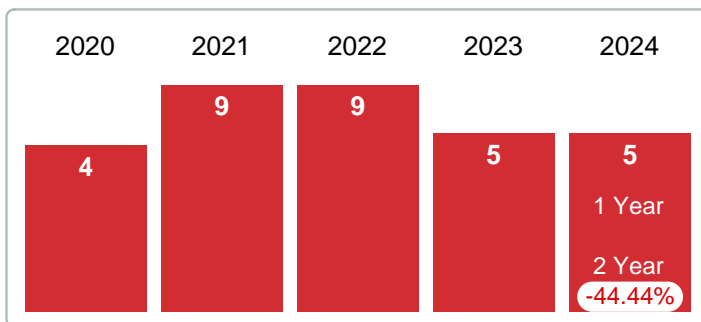
CLOSED LISTINGS

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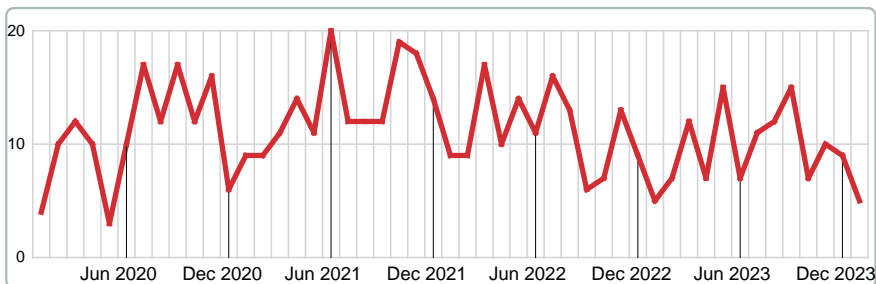
JANUARY



YEAR TO DATE (YTD)

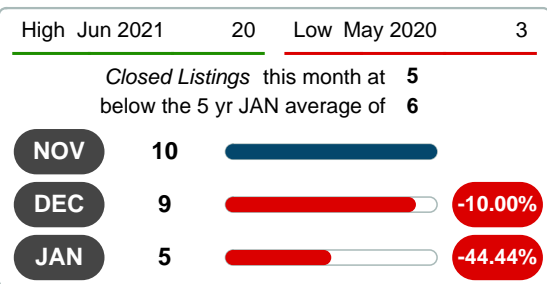


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 6



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$125,000	1	20.00%	111.0	1	0	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$150,000	2	40.00%	19.5	1	1	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$250,000	1	20.00%	256.0	0	0	1	0
\$250,001 and up	1	20.00%	198.0	0	1	0	0
Total Closed Units	5			2	2	1	0
Total Closed Volume	752,500	100%	120.8	170.00K	409.50K	173.00K	0.00B
Average Closed Price	\$150,500			\$85,000	\$204,750	\$173,000	\$0

January 2024



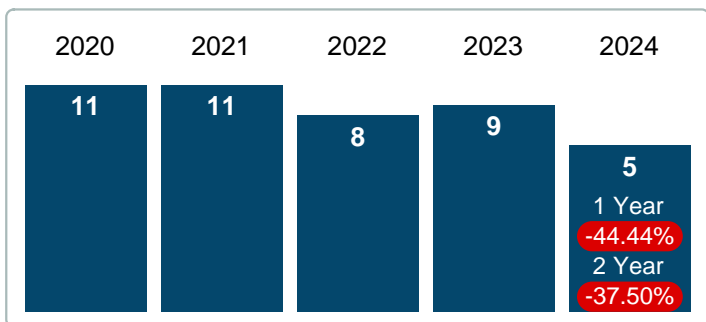
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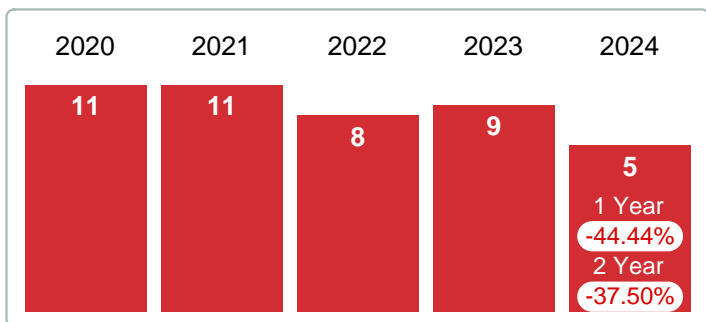
PENDING LISTINGS

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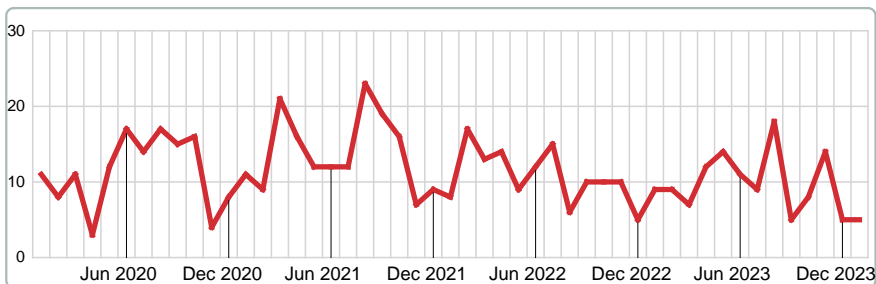
JANUARY



YEAR TO DATE (YTD)

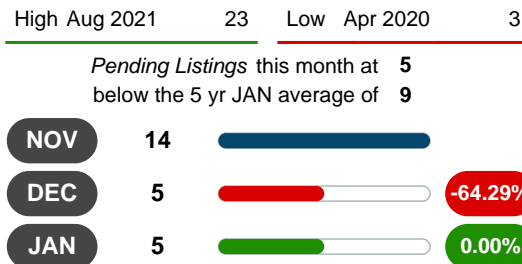


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 9



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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 - \$60,000	1	20.00%	339.0	0	1	0	0
\$60,001 - \$60,000	0	0.00%	0.0	0	0	0	0
\$60,001 - \$160,000	2	40.00%	122.5	0	1	1	0
\$160,001 - \$160,000	0	0.00%	0.0	0	0	0	0
\$160,001 - \$270,000	1	20.00%	145.0	0	0	1	0
\$270,001 and up	1	20.00%	87.0	0	0	0	1
Total Pending Units	5			0	2	2	1
Total Pending Volume	653,700	100%	0.0	0.00B	147.90K	230.80K	275.00K
Average Listing Price	\$0			\$0	\$73,950	\$115,400	\$275,000

January 2024



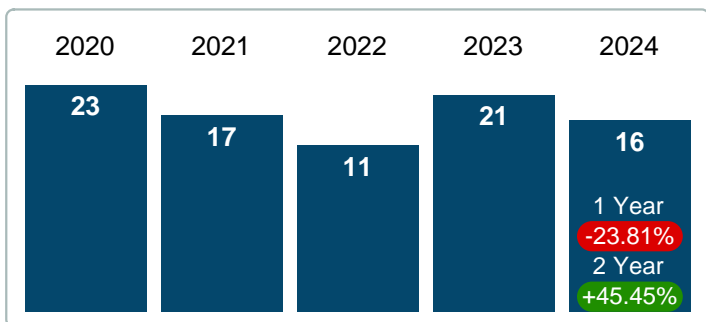
Area Delimited by County Of Sequoyah - Residential Property Type



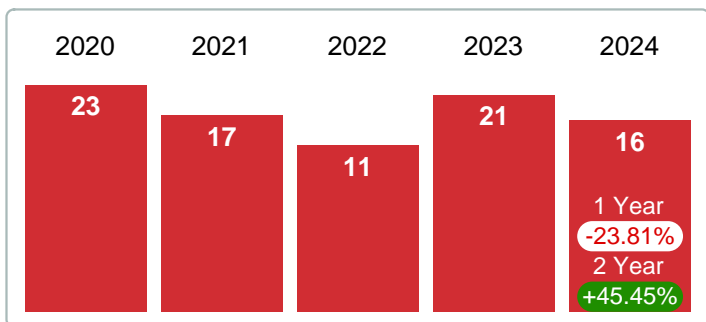
NEW LISTINGS

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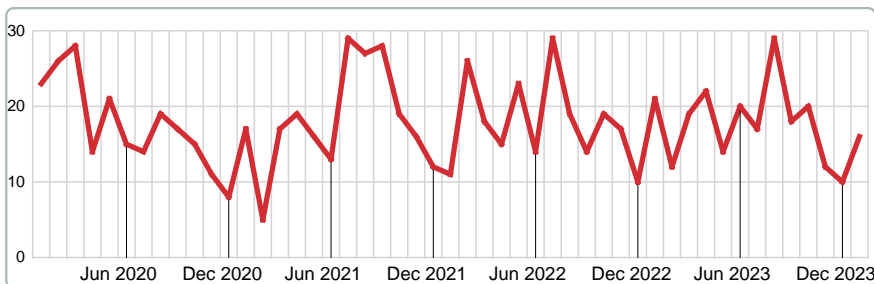
JANUARY



YEAR TO DATE (YTD)

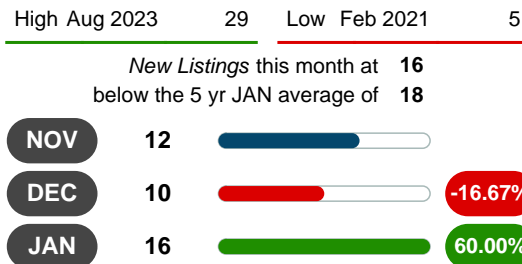


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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	1	6.25%	0	1	0	0
\$130,001 - \$140,000	2	12.50%	1	1	0	0
\$140,001 - \$160,000	3	18.75%	0	3	0	0
\$160,001 - \$250,000	4	25.00%	1	3	0	0
\$250,001 - \$320,000	2	12.50%	0	0	1	1
\$320,001 - \$470,000	2	12.50%	0	1	1	0
\$470,001 and up	2	12.50%	1	1	0	0
Total New Listed Units	16		3	10	2	1
Total New Listed Volume	3,783,300	100%	785.50K	2.13M	588.00K	275.00K
Average New Listed Listing Price	\$0		\$261,833	\$213,480	\$294,000	\$275,000

January 2024



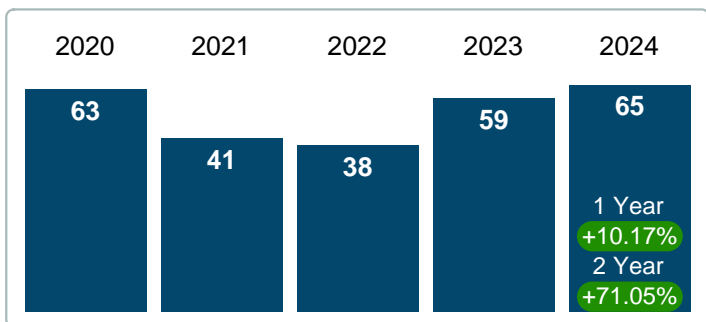
Area Delimited by County Of Sequoyah - Residential Property Type



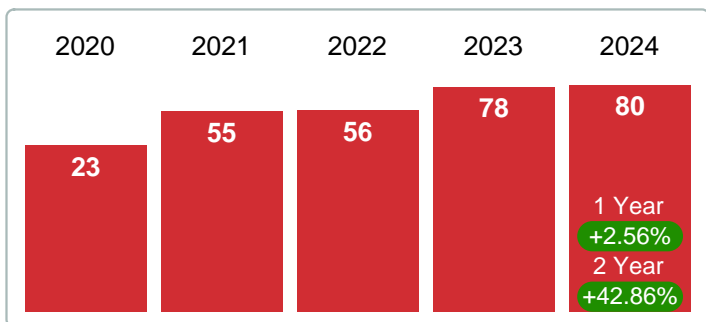
ACTIVE INVENTORY

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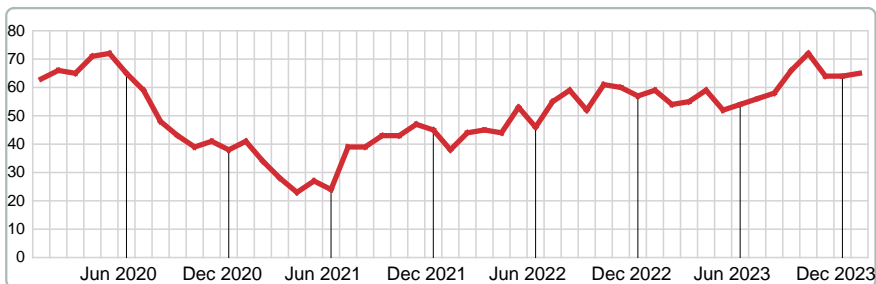
END OF JANUARY



ACTIVE DURING JANUARY

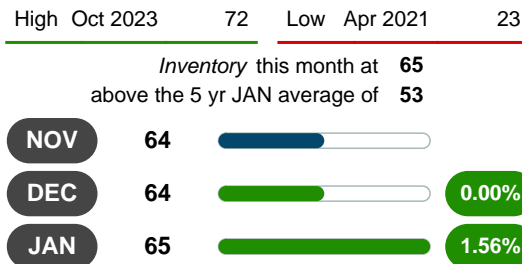


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 53



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	9.23%	100.2	2	4	0	0
\$100,001 - \$125,000	1	1.54%	21.0	0	1	0	0
\$125,001 - \$150,000	12	18.46%	71.7	2	9	0	1
\$150,001 - \$225,000	17	26.15%	89.2	5	11	0	1
\$225,001 - \$425,000	14	21.54%	97.4	1	9	3	1
\$425,001 - \$650,000	9	13.85%	119.6	1	4	4	0
\$650,001 and up	6	9.23%	125.0	0	1	2	3
Total Active Inventory by Units	65			11	39	9	6
Total Active Inventory by Volume	21,713,105	100%	95.2	1.99M	9.02M	6.33M	4.37M
Average Active Inventory Listing Price	\$334,048			\$180,709	\$231,354	\$703,167	\$729,000

January 2024



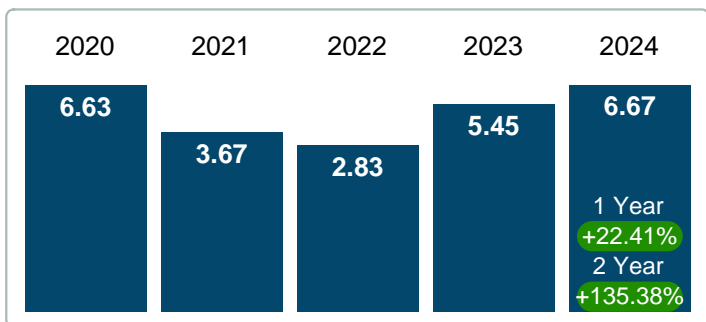
Area Delimited by County Of Sequoyah - Residential Property Type



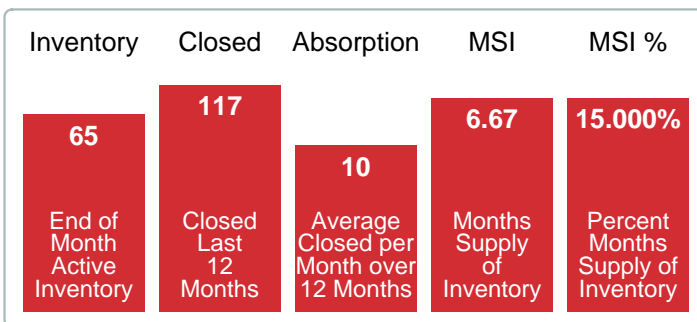
MONTHS SUPPLY of INVENTORY (MSI)

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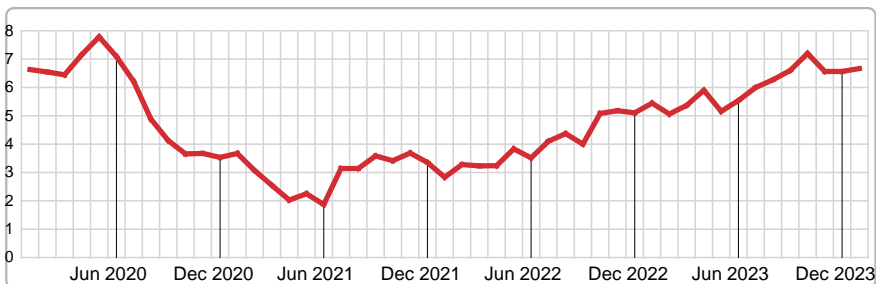
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

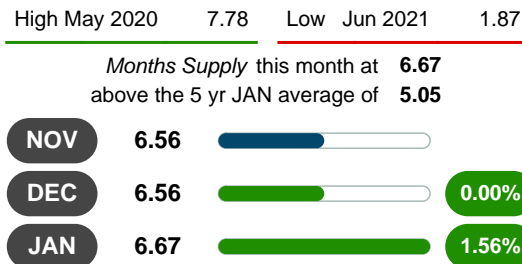


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.05



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
\$100,000 and less	6	9.23%	3.00	2.00	4.00	0.00	0.00
\$100,001 - \$125,000	1	1.54%	1.50	0.00	2.00	0.00	0.00
\$125,001 - \$150,000	12	18.46%	6.55	3.43	7.71	0.00	0.00
\$150,001 - \$225,000	17	26.15%	7.03	30.00	7.33	0.00	12.00
\$225,001 - \$425,000	14	21.54%	6.00	6.00	6.75	4.00	12.00
\$425,001 - \$650,000	9	13.85%	27.00	12.00	0.00	24.00	0.00
\$650,001 and up	6	9.23%	36.00	0.00	12.00	24.00	0.00
Market Supply of Inventory (MSI)			6.67	5.08	6.99	5.14	24.00
Total Active Inventory by Units		100%	6.67	11	39	9	6

January 2024



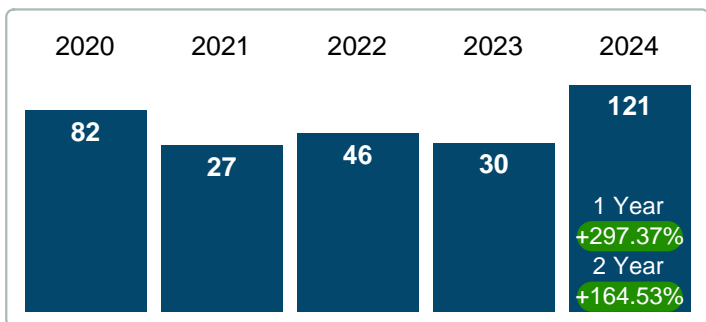
Area Delimited by County Of Sequoyah - Residential Property Type



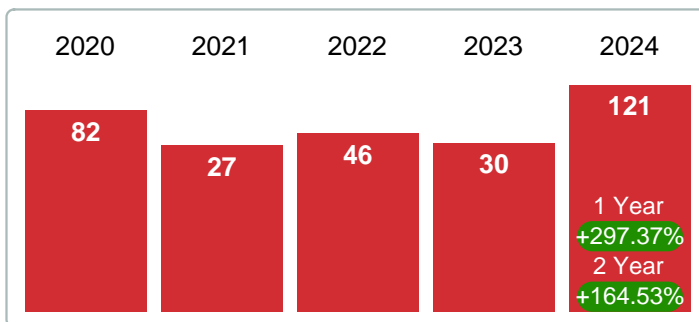
AVERAGE DAYS ON MARKET TO SALE

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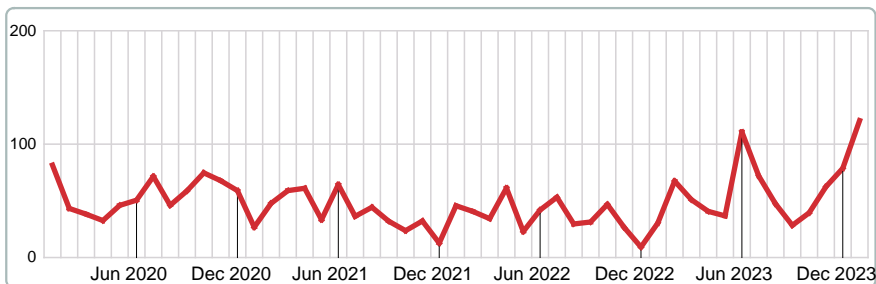
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

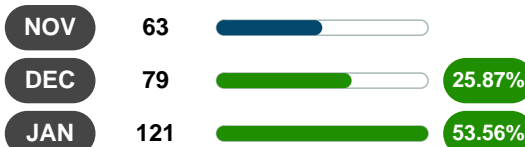


3 MONTHS

5 year JAN AVG = 61

High Jan 2024 121 Low Dec 2022 9

Average Days on Market to Sale this month at 121 above the 5 yr JAN average of 61



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
\$25,000 and less	0	0.00%	0	0	0	0
\$25,001 - \$125,000	1	20.00%	111	0	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$150,000	2	40.00%	4	35	0	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0
\$150,001 - \$250,000	1	20.00%	0	0	256	0
\$250,001 and up	1	20.00%	0	198	0	0
Average Closed DOM		121	58	117	256	0
Total Closed Units		5	2	2	1	
Total Closed Volume		752,500	170.00K	409.50K	173.00K	0.00B

January 2024



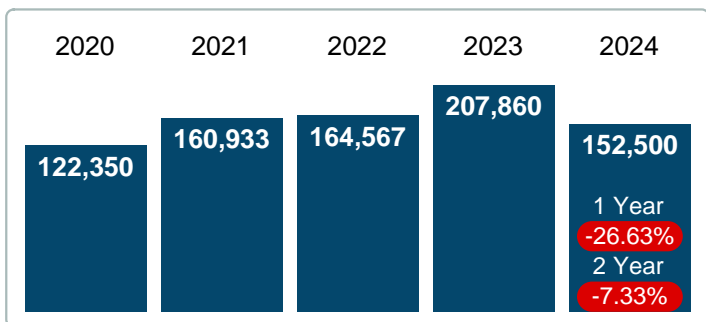
Area Delimited by County Of Sequoyah - Residential Property Type



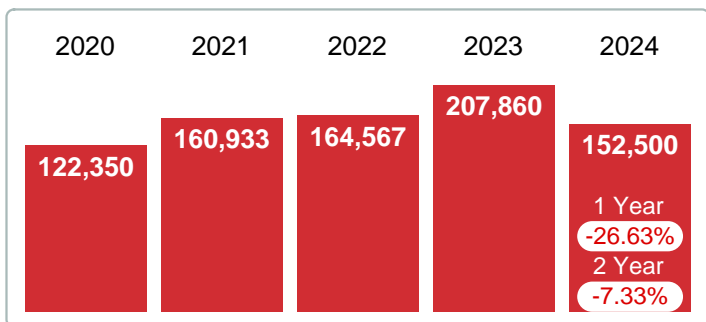
AVERAGE LIST PRICE AT CLOSING

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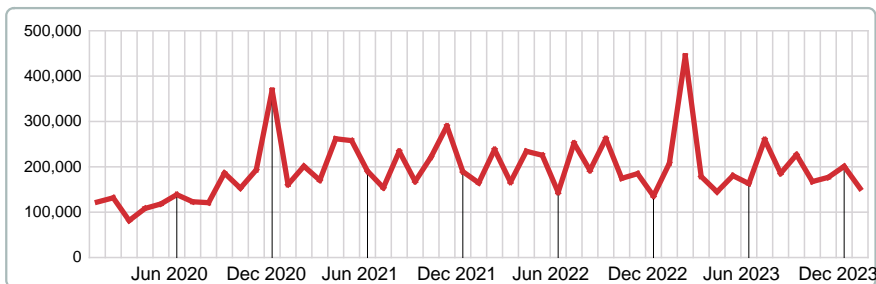
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

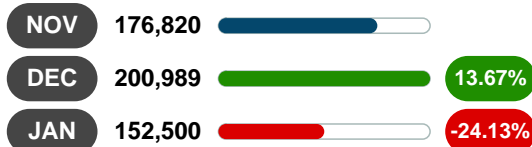


3 MONTHS

5 year JAN AVG = 161,642

High Feb 2023 444,700 Low Mar 2020 81,517

Average List Price at Closing this month at **152,500**
below the 5 yr JAN average of **161,642**



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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$125,000	1	20.00%	36,500	36,500	0	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0	0
\$125,001 - \$150,000	2	40.00%	149,500	149,000	150,000	0	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0	0
\$150,001 - \$250,000	1	20.00%	165,000	0	0	165,000	0
\$250,001 and up	1	20.00%	262,000	0	262,000	0	0
Average List Price			152,500	92,750	206,000	165,000	0
Total Closed Units		100%	152,500	2	2	1	
Total Closed Volume			762,500	185.50K	412.00K	165.00K	0.00B

January 2024



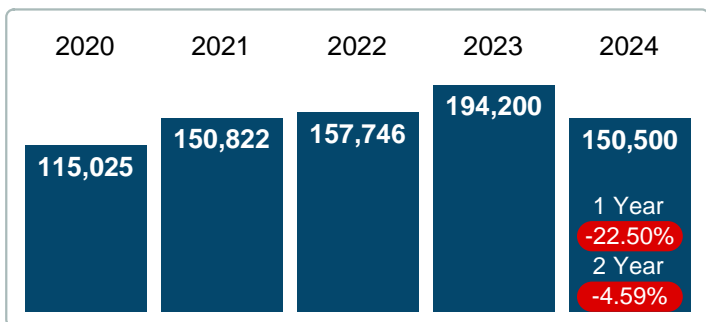
Area Delimited by County Of Sequoyah - Residential Property Type



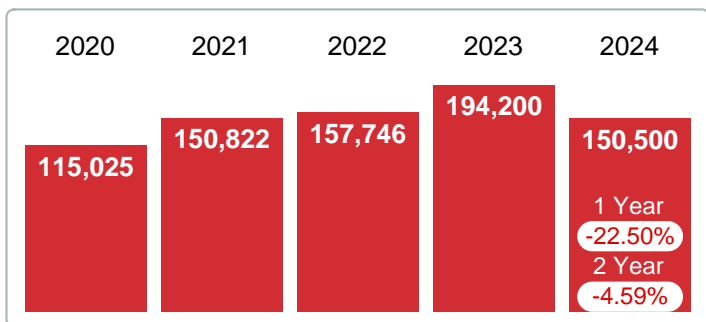
AVERAGE SOLD PRICE AT CLOSING

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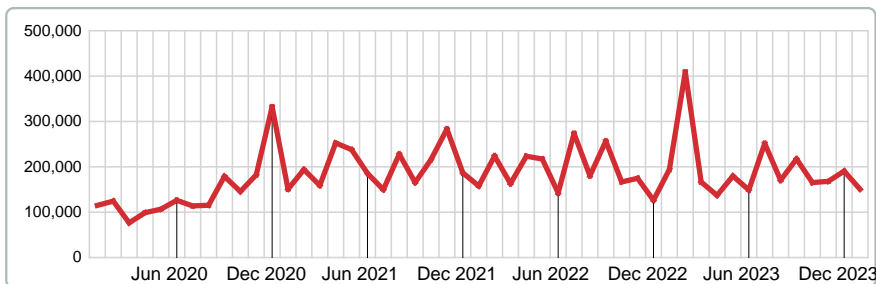
JANUARY



YEAR TO DATE (YTD)

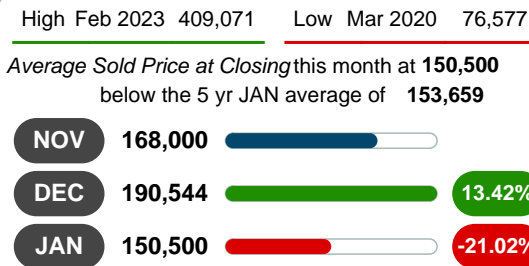


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 153,659



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$125,000	20.00%	33,000	33,000	0	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	40.00%	141,000	137,000	145,000	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$250,000	20.00%	173,000	0	0	173,000	0
\$250,001 and up	20.00%	264,500	0	264,500	0	0
Average Sold Price		150,500	85,000	204,750	173,000	0
Total Closed Units	100%	150,500	2	2	1	
Total Closed Volume		752,500	170.00K	409.50K	173.00K	0.00B

January 2024



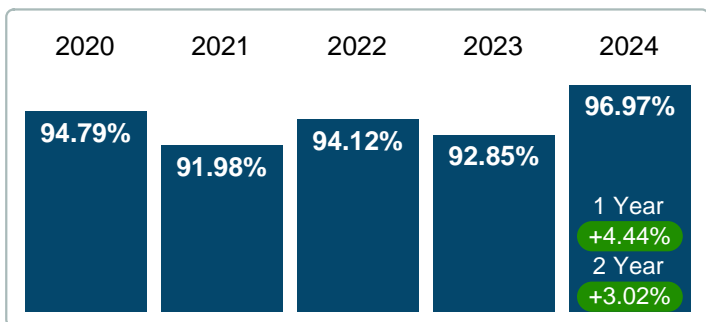
Area Delimited by County Of Sequoyah - Residential Property Type



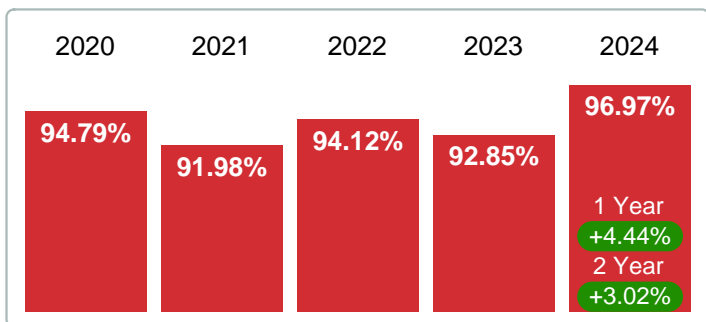
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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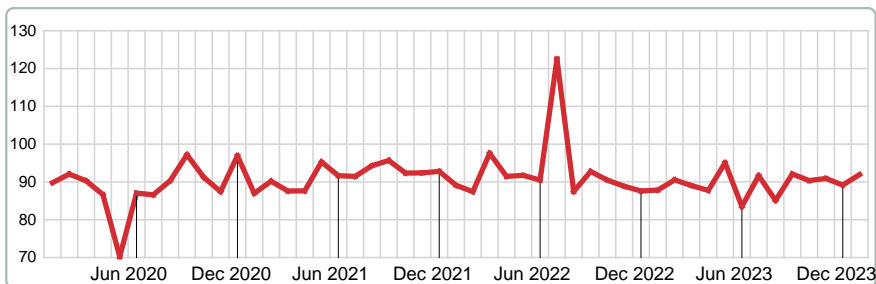
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

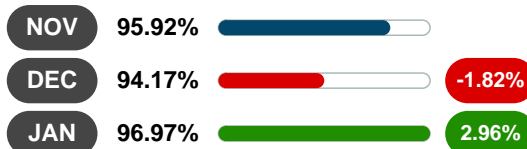


3 MONTHS

5 year JAN AVG = 94.14%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **96.97%** above the 5 yr JAN average of **94.14%**



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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$125,000	1	20.00%	90.41%	90.41%	0.00%	0.00%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$150,000	2	40.00%	94.31%	91.95%	96.67%	0.00%	0.00%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$250,000	1	20.00%	104.85%	0.00%	0.00%	104.85%	0.00%
\$250,001 and up	1	20.00%	100.95%	0.00%	100.95%	0.00%	0.00%
Average Sold/List Ratio		97.00%		91.18%	98.81%	104.85%	0.00%
Total Closed Units		5	100%	2	2	1	
Total Closed Volume		752,500		170.00K	409.50K	173.00K	0.00B

January 2024



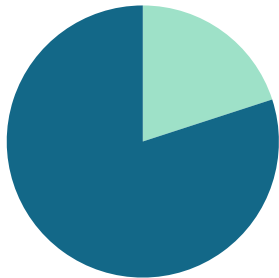
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

INVENTORY

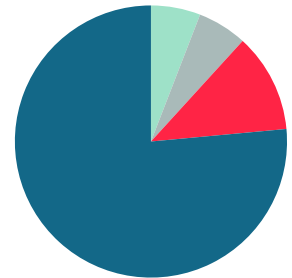


Inventory
 New Listings
16 = 20.00%
 Start Inventory
64
 Total Inventory Units
80
 Volume
\$25,079,905

Market Activity

Closed Sales
5 = 5.88%
 Pending Sales
5 = 5.88%
 Other Off Market
10 = 11.76%
 Active Inventory
65 = 76.47%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	5	5	0.00%	5	5	0.00%
Pending Sales	9	5	-44.44%	9	5	-44.44%
New Listings	21	16	-23.81%	21	16	-23.81%
Average List Price	207,860	152,500	-26.63%	207,860	152,500	-26.63%
Average Sale Price	194,200	150,500	-22.50%	194,200	150,500	-22.50%
Average Percent of Selling Price to List Price	92.85%	96.97%	4.44%	92.85%	96.97%	4.44%
Average Days on Market to Sale	30.40	120.80	297.37%	30.40	120.80	297.37%
Monthly Inventory	59	65	10.17%	59	65	10.17%
Months Supply of Inventory	5.45	6.67	22.41%	5.45	6.67	22.41%

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

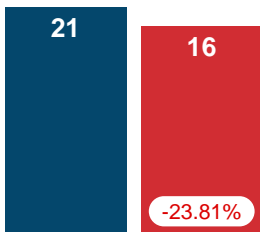
Inventory on January 31, 2024 = **65**

2023 **2024**

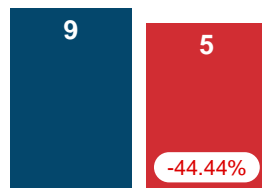
JANUARY MARKET

AVERAGE PRICES

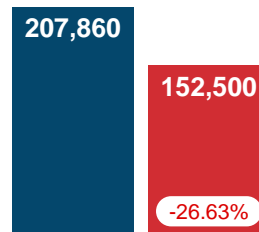
New Listings



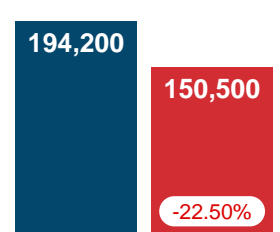
Pending Listings



List Price



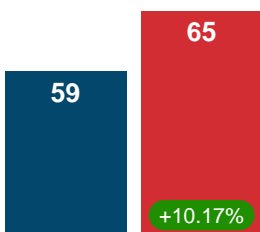
Sale Price



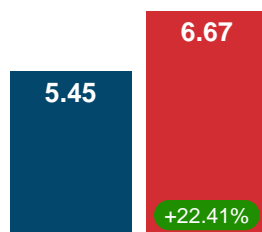
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

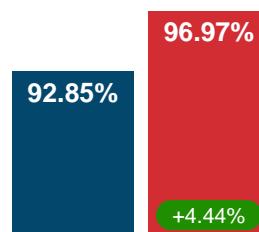
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

