

## February 2024



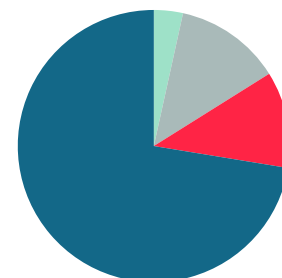
Area Delimited by County Of Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Mar 11, 2024 for MLS Technology Inc.

Compared Metrics	February		
	2023	2024	+/-%
Closed Listings	7	3	-57.14%
Pending Listings	9	11	22.22%
New Listings	12	19	58.33%
Average List Price	444,700	379,633	-14.63%
Average Sale Price	409,071	358,300	-12.41%
Average Percent of Selling Price to List Price	95.55%	94.85%	-0.73%
Average Days on Market to Sale	67.43	15.00	-77.75%
End of Month Inventory	54	63	16.67%
Months Supply of Inventory	5.06	6.69	32.15%



■ Closed (3.45%)  
■ Pending (12.64%)  
■ Other OffMarket (11.49%)  
■ Active (72.41%)

**Absorption:** Last 12 months, an Average of **9** Sales/Month  
**Active Inventory** as of February 29, 2024 = **63**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2024 rose **16.67%** to 63 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 **6.69** 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 **12.41%** in February 2024 to \$358,300 versus the previous year at \$409,071.

##### Average Days on Market Shortens

The average number of **15.00** days that homes spent on the market before selling decreased by 52.43 days or **77.75%** in February 2024 compared to last year's same month at **67.43** DOM.

##### Sales Success for February 2024 is Positive

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

There were 19 New Listings in February 2024, up **58.33%** from last year at 12. Furthermore, there were 3 Closed Listings this month versus last year at 7, a **-57.14%** decrease.

Closed versus Listed trends yielded a **15.8%** ratio, down from previous year's, February 2023, at **58.3%**, a **72.93%** 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

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

#### 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

# February 2024



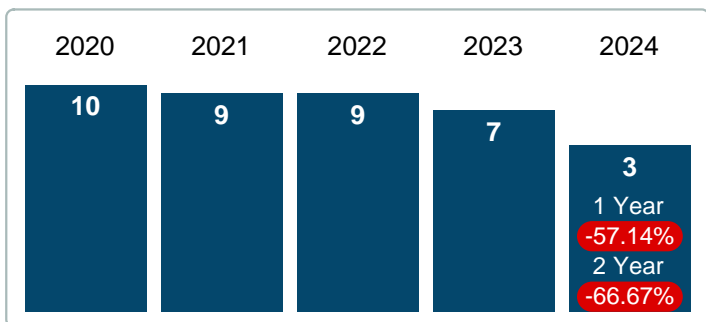
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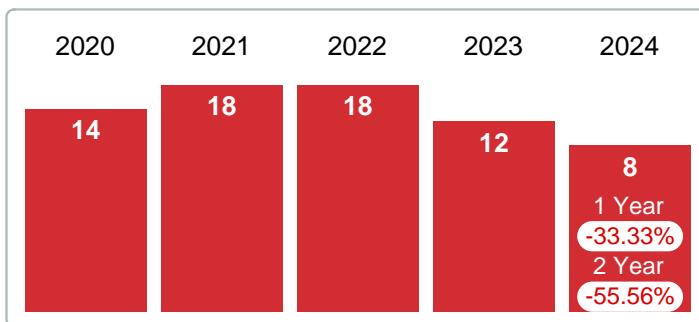
## CLOSED LISTINGS

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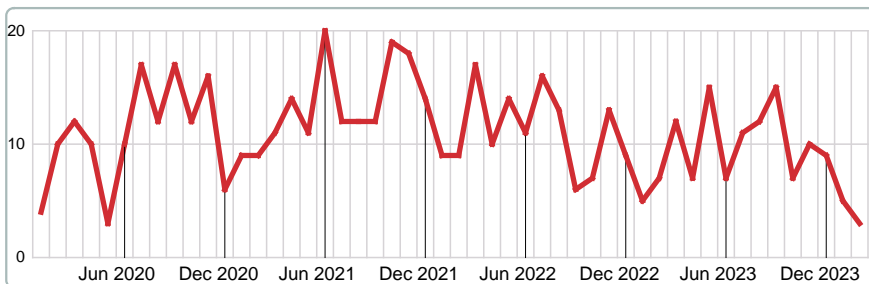
### FEBRUARY



### YEAR TO DATE (YTD)

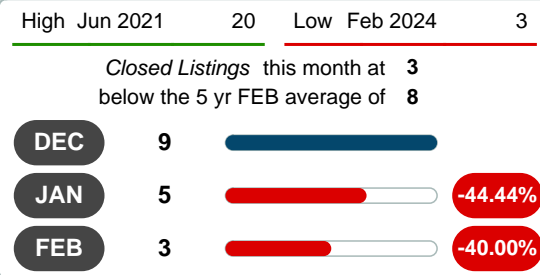


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 8



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$225,000 and less	0	0.00%	0.0	0	0	0	0
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 - \$325,000	1	33.33%	1.0	0	1	0	0
\$325,001 - \$325,000	0	0.00%	0.0	0	0	0	0
\$325,001 - \$500,000	2	66.67%	22.0	0	2	0	0
\$500,001 - \$500,000	0	0.00%	0.0	0	0	0	0
\$500,001 and up	0	0.00%	0.0	0	0	0	0
<b>Total Closed Units</b>	<b>3</b>			<b>0</b>	<b>3</b>	<b>0</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>1,074,900</b>	<b>100%</b>	<b>15.0</b>	<b>0.00B</b>	<b>1.07M</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$358,300</b>			<b>\$0</b>	<b>\$358,300</b>	<b>\$0</b>	<b>\$0</b>

# February 2024



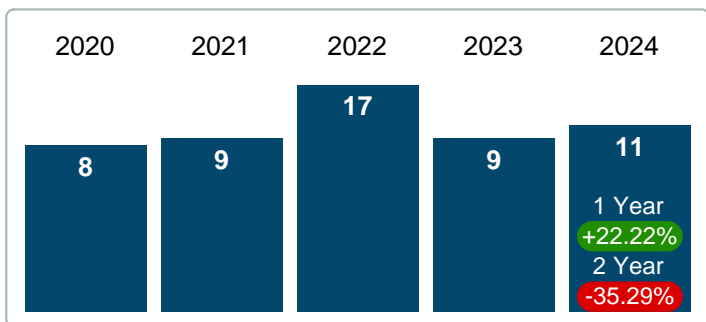
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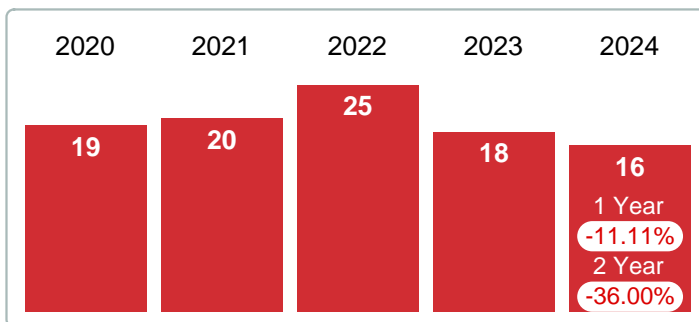
## PENDING LISTINGS

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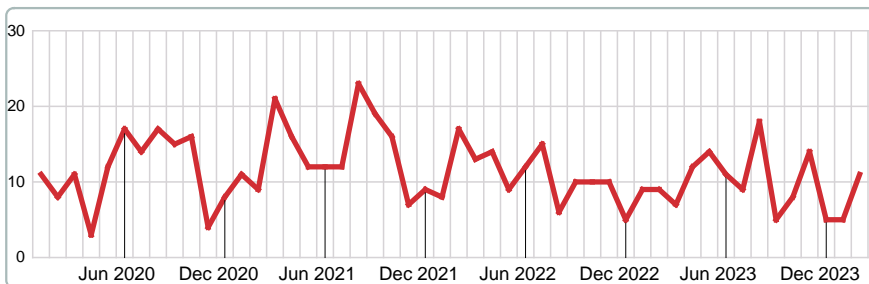
### FEBRUARY



### YEAR TO DATE (YTD)

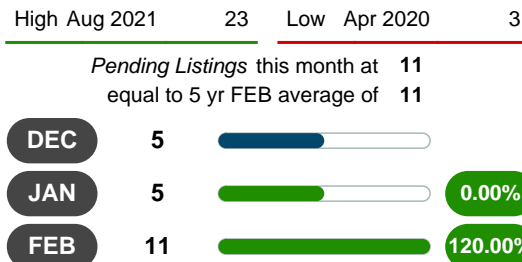


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 11



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$140,000 and less	1	9.09%	13.0	1	0	0	0
\$140,001 - \$140,000	0	0.00%	0.0	0	0	0	0
\$140,001 - \$170,000	3	27.27%	38.7	1	2	0	0
\$170,001 - \$250,000	2	18.18%	137.0	1	1	0	0
\$250,001 - \$390,000	2	18.18%	84.5	0	0	1	1
\$390,001 - \$490,000	1	9.09%	112.0	0	1	0	0
\$490,001 and up	2	18.18%	151.5	0	1	0	1
<b>Total Pending Units</b>	<b>11</b>			<b>3</b>	<b>5</b>	<b>1</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>3,390,200</b>	<b>100%</b>	<b>0.0</b>	<b>462.40K</b>	<b>1.39M</b>	<b>299.00K</b>	<b>1.24M</b>
<b>Average Listing Price</b>	<b>\$0</b>			<b>\$154,133</b>	<b>\$277,760</b>	<b>\$299,000</b>	<b>\$620,000</b>

# February 2024



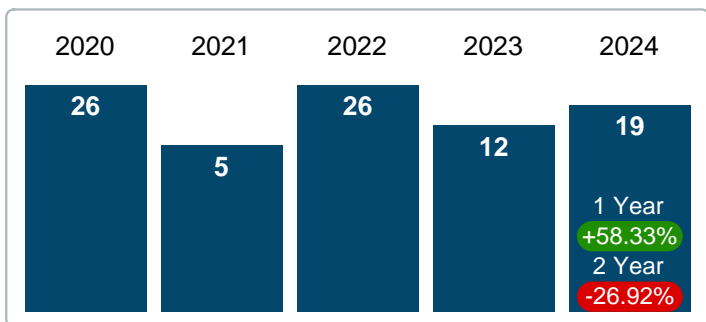
Area Delimited by County Of Sequoyah - Residential Property Type



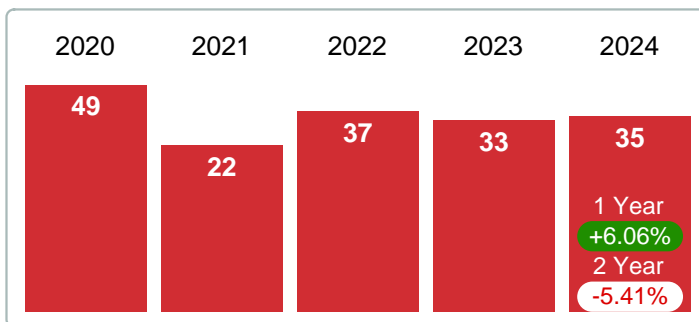
## NEW LISTINGS

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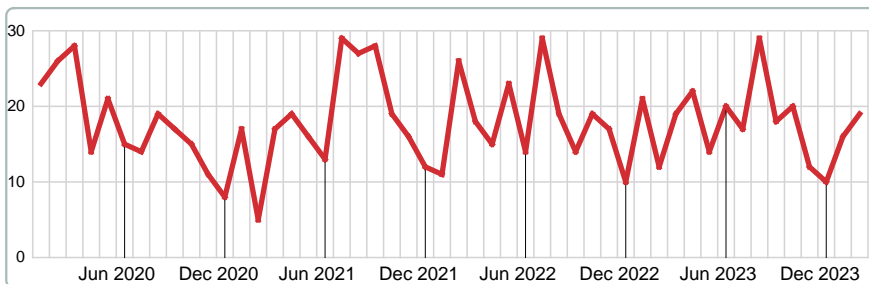
### FEBRUARY



### YEAR TO DATE (YTD)

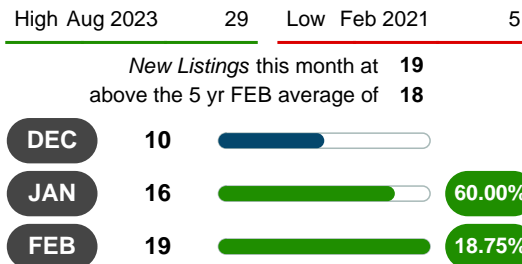


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 18



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	1	5.26%	0	1	0	0
\$80,001 - \$140,000	3	15.79%	2	1	0	0
\$140,001 - \$200,000	4	21.05%	0	3	1	0
\$200,001 - \$240,000	3	15.79%	1	1	1	0
\$240,001 - \$270,000	3	15.79%	2	0	1	0
\$270,001 - \$310,000	3	15.79%	0	2	1	0
\$310,001 and up	2	10.53%	0	2	0	0
<b>Total New Listed Units</b>	<b>19</b>		<b>5</b>	<b>10</b>	<b>4</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>4,158,700</b>	<b>100%</b>	<b>948.80K</b>	<b>2.23M</b>	<b>984.90K</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$189,760</b>	<b>\$222,500</b>	<b>\$246,225</b>	<b>\$0</b>

# February 2024



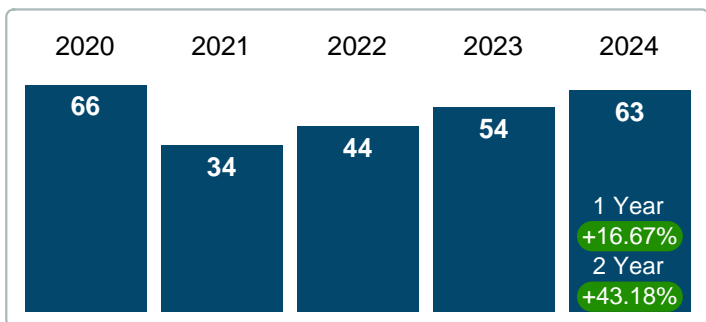
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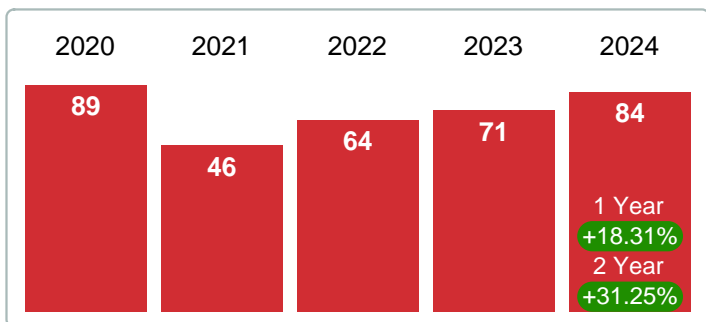
## ACTIVE INVENTORY

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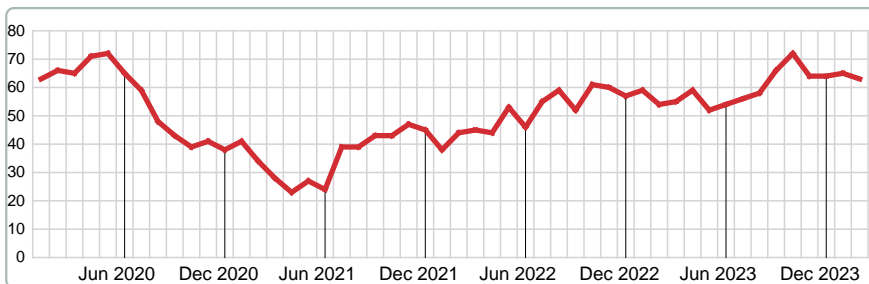
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

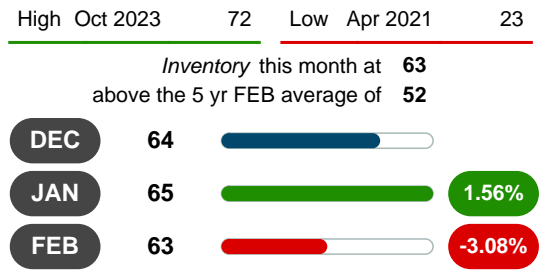


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 52



### 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	2	3.17%	42.5	1	1	0	0
\$75,001 - \$125,000	7	11.11%	76.0	2	5	0	0
\$125,001 - \$150,000	10	15.87%	105.7	0	9	0	1
\$150,001 - \$225,000	16	25.40%	100.4	3	10	2	1
\$225,001 - \$300,000	14	22.22%	71.4	3	8	3	0
\$300,001 - \$475,000	7	11.11%	63.9	1	5	1	0
\$475,001 and up	7	11.11%	171.3	0	1	4	2
<b>Total Active Inventory by Units</b>	<b>63</b>			<b>10</b>	<b>39</b>	<b>10</b>	<b>4</b>
<b>Total Active Inventory by Volume</b>	<b>17,955,705</b>	<b>100%</b>	<b>94.1</b>	<b>1.97M</b>	<b>8.55M</b>	<b>4.43M</b>	<b>3.01M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$285,011</b>			<b>\$196,540</b>	<b>\$219,346</b>	<b>\$442,690</b>	<b>\$752,225</b>

# February 2024



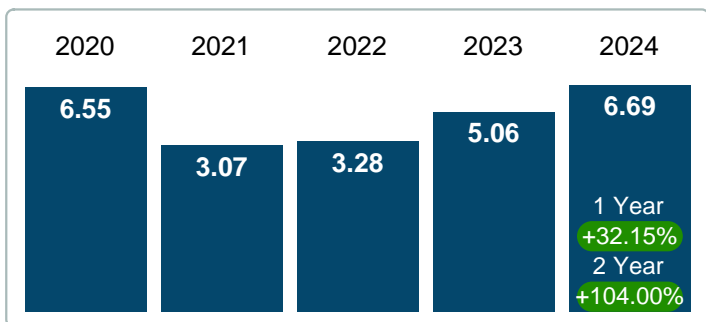
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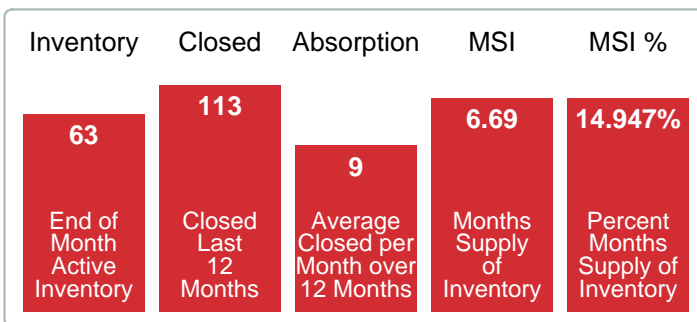
## MONTHS SUPPLY of INVENTORY (MSI)

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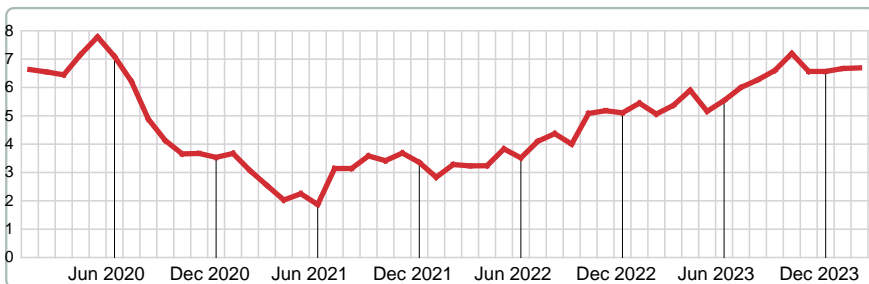
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2024

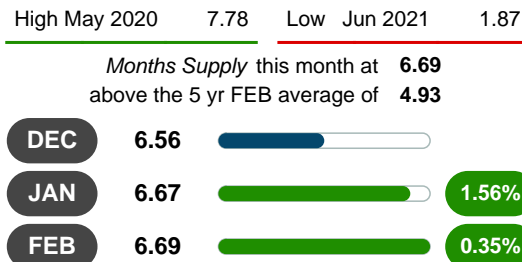


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 4.93



### 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	2	3.17%	2.40	2.40	2.40	0.00	0.00
\$75,001 - \$125,000	7	11.11%	3.82	2.67	4.62	0.00	0.00
\$125,001 - \$150,000	10	15.87%	5.45	0.00	7.71	0.00	0.00
\$150,001 - \$225,000	16	25.40%	7.38	36.00	6.67	4.00	12.00
\$225,001 - \$300,000	14	22.22%	9.33	18.00	9.60	6.00	0.00
\$300,001 - \$475,000	7	11.11%	8.40	0.00	8.57	6.00	0.00
\$475,001 and up	7	11.11%	16.80	0.00	12.00	24.00	24.00
Market Supply of Inventory (MSI)			6.69	4.80	6.88	7.06	16.00
Total Active Inventory by Units		100%	6.69	10	39	10	4

# February 2024



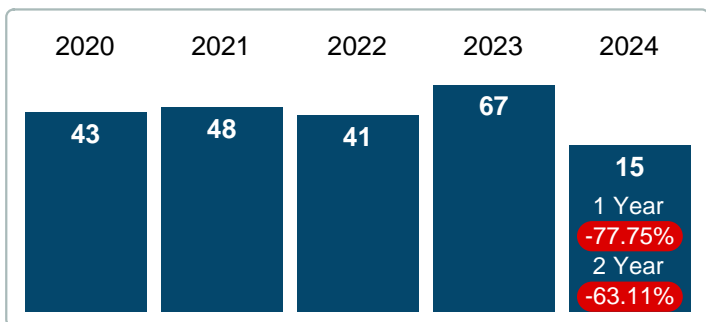
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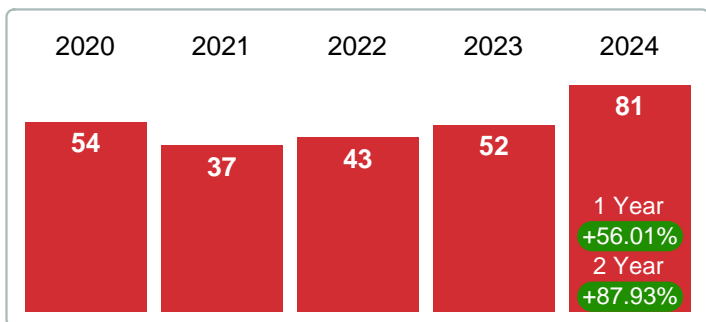
## AVERAGE DAYS ON MARKET TO SALE

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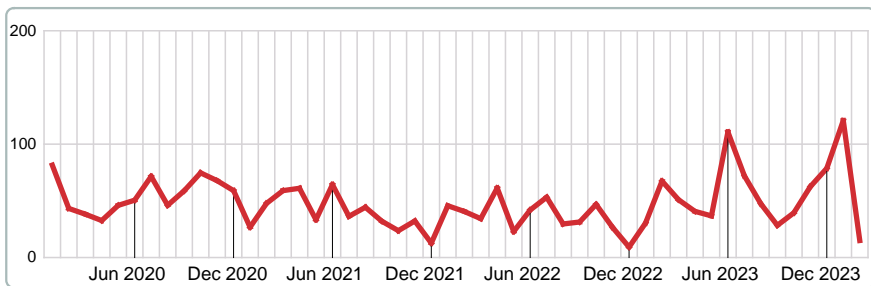
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 43

High Jan 2024 121 Low Dec 2022 9

Average Days on Market to Sale this month at 15 below the 5 yr FEB average of 43



### 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
\$225,000 and less	0.00%	0	0	0	0	0
\$225,001 - \$225,000	0.00%	0	0	0	0	0
\$225,001 - \$325,000	33.33%	1	0	1	0	0
\$325,001 - \$325,000	0.00%	0	0	0	0	0
\$325,001 - \$500,000	66.67%	22	0	22	0	0
\$500,001 - \$500,000	0.00%	0	0	0	0	0
\$500,001 and up	0.00%	0	0	0	0	0
<b>Average Closed DOM</b>		<b>15</b>	<b>0</b>	<b>15</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>15</b>		<b>3</b>		
<b>Total Closed Volume</b>		<b>1,074,900</b>	<b>0.00B</b>	<b>1.07M</b>	<b>0.00B</b>	<b>0.00B</b>

# February 2024



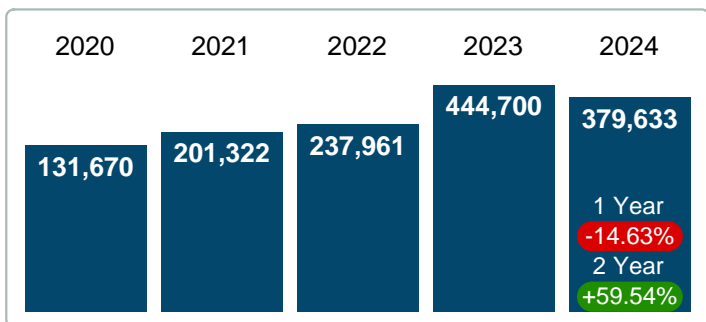
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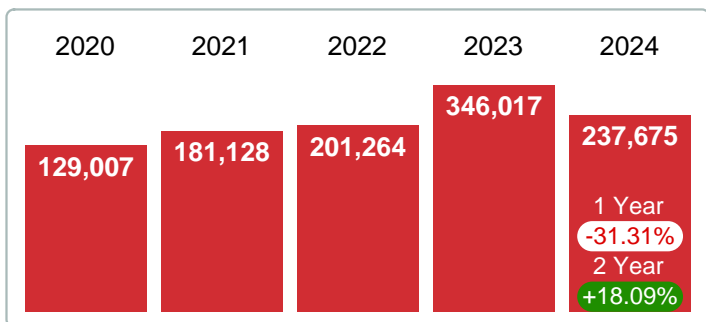
## AVERAGE LIST PRICE AT CLOSING

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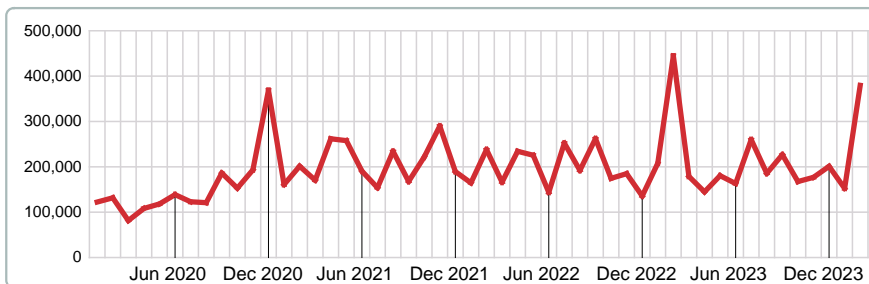
### FEBRUARY



### YEAR TO DATE (YTD)

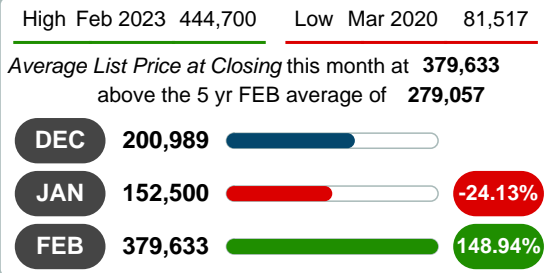


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 279,057



### 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
\$225,000 and less	0	0.00%	0	0	0	0	0
\$225,001 - \$225,000	0	0.00%	0	0	0	0	0
\$225,001 - \$325,000	1	33.33%	250,000	0	250,000	0	0
\$325,001 - \$325,000	0	0.00%	0	0	0	0	0
\$325,001 - \$500,000	1	33.33%	339,900	0	444,450	0	0
\$500,001 - \$500,000	0	0.00%	0	0	0	0	0
\$500,001 and up	1	33.33%	549,000	0	0	0	0
Average List Price			379,633	0	379,633	0	0
Total Closed Units		100%	379,633		3		
Total Closed Volume			1,138,900	0.00B	1.14M	0.00B	0.00B



# February 2024



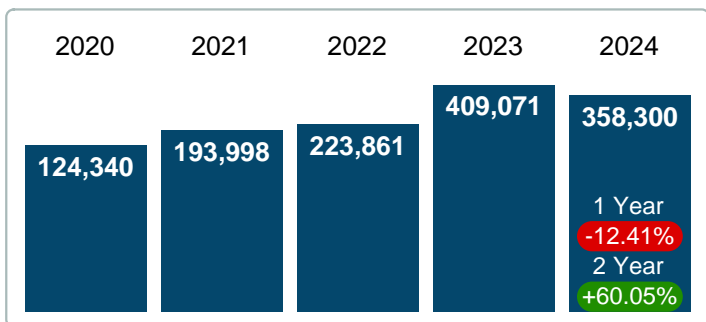
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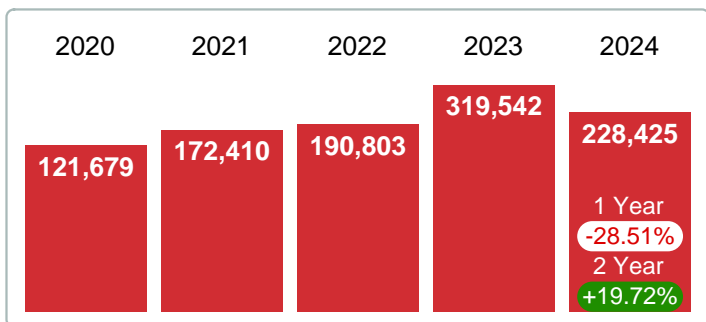
## AVERAGE SOLD PRICE AT CLOSING

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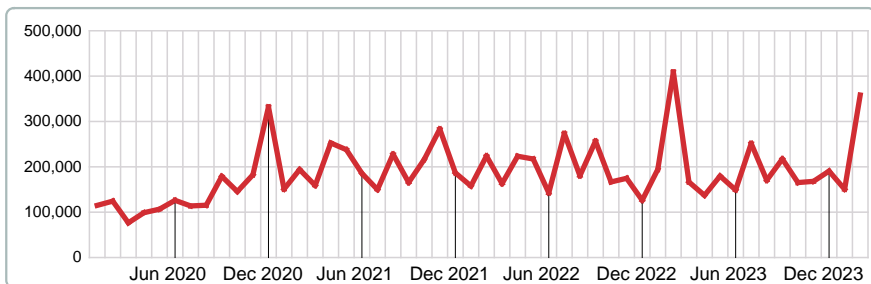
### FEBRUARY



### YEAR TO DATE (YTD)

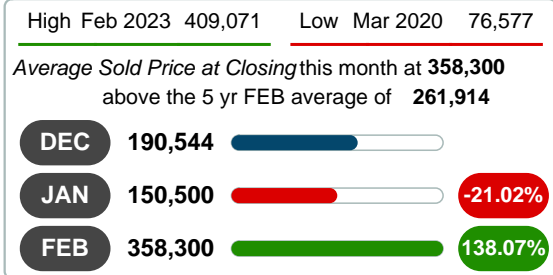


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 261,914



### 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
\$225,000 and less	0.00%	0	0	0	0	0
\$225,001 - \$225,000	0.00%	0	0	0	0	0
\$225,001 - \$325,000	33.33%	230,000	0	230,000	0	0
\$325,001 - \$325,000	0.00%	0	0	0	0	0
\$325,001 - \$500,000	66.67%	422,450	0	422,450	0	0
\$500,001 - \$500,000	0.00%	0	0	0	0	0
\$500,001 and up	0.00%	0	0	0	0	0
<b>Average Sold Price</b>		<b>358,300</b>	0	358,300	0	0
<b>Total Closed Units</b>	100%	<b>358,300</b>		<b>3</b>		
<b>Total Closed Volume</b>		<b>1,074,900</b>	0.00B	1.07M	0.00B	0.00B

# February 2024



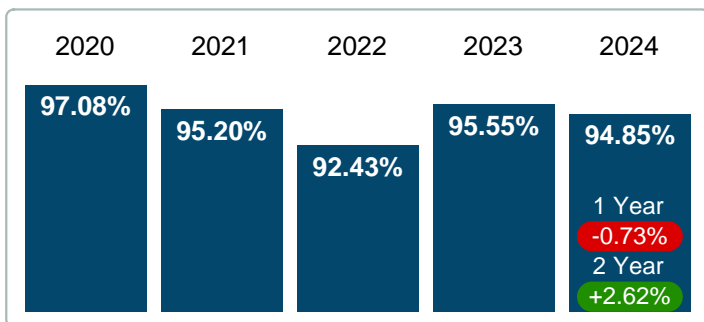
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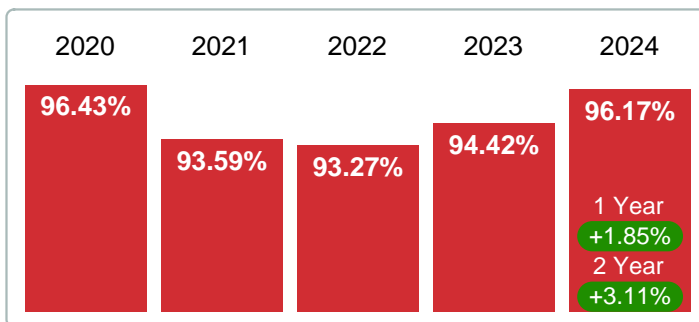
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Mar 11, 2024 for MLS Technology Inc.

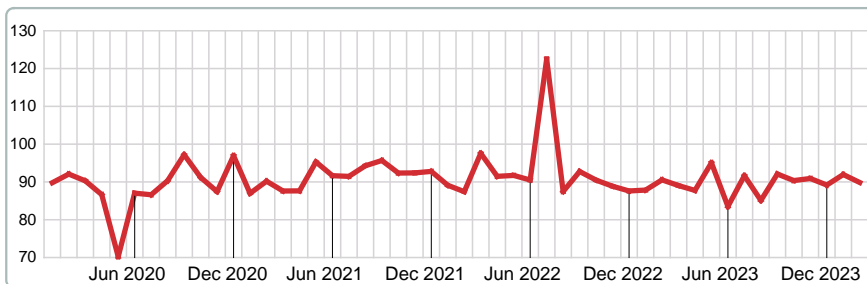
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

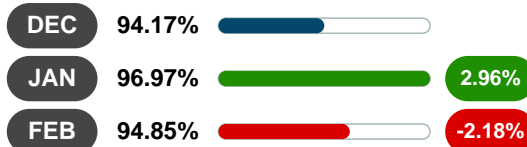


### 3 MONTHS

5 year FEB AVG = 95.02%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **94.85%**  
equal to 5 yr FEB average of **95.02%**



### 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
\$225,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$225,001 - \$225,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$225,001 - \$325,000	1	33.33%	92.00%	0.00%	92.00%	0.00%	0.00%
\$325,001 - \$325,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$325,001 - \$500,000	2	66.67%	96.27%	0.00%	96.27%	0.00%	0.00%
\$500,001 - \$500,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$500,001 and up	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Average Sold/List Ratio		94.80%		0.00%	94.85%	0.00%	0.00%
Total Closed Units		3	100%		3		
Total Closed Volume		1,074,900		0.00B	1.07M	0.00B	0.00B

# February 2024



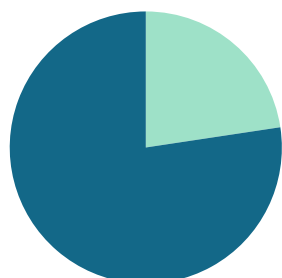
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Mar 11, 2024 for MLS Technology Inc.

### INVENTORY

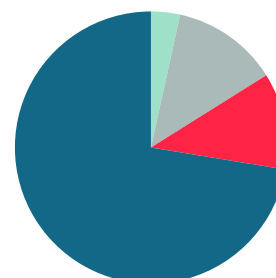


**Inventory**  
 New Listings  
**19 = 22.62%**  
 Start Inventory  
**65**  
 Total Inventory Units  
**84**  
 Volume  
**\$25,617,605**

### Market Activity

Closed Sales  
**3 = 3.45%**  
 Pending Sales  
**11 = 12.64%**  
 Other Off Market  
**10 = 11.49%**  
 Active Inventory  
**63 = 72.41%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	7	3	-57.14%	12	8	-33.33%
Pending Sales	9	11	22.22%	18	16	-11.11%
New Listings	12	19	58.33%	33	35	6.06%
Average List Price	444,700	379,633	-14.63%	346,017	237,675	-31.31%
Average Sale Price	409,071	358,300	-12.41%	319,542	228,425	-28.51%
Average Percent of Selling Price to List Price	95.55%	94.85%	-0.73%	94.42%	96.17%	1.85%
Average Days on Market to Sale	67.43	15.00	-77.75%	52.00	81.13	56.01%
Monthly Inventory	54	63	16.67%	54	63	16.67%
Months Supply of Inventory	5.06	6.69	32.15%	5.06	6.69	32.15%

**Absorption:** Last 12 months, an Average of **9** Sales/Month

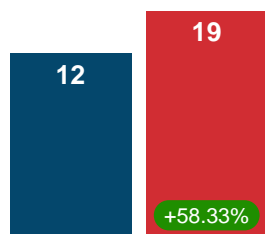
**Inventory** on February 29, 2024 = **63**

**2023** **2024**

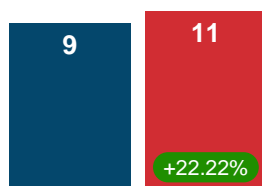
### FEBRUARY MARKET

### AVERAGE PRICES

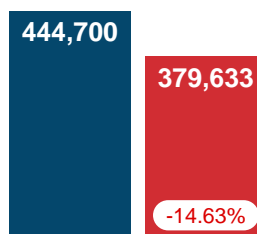
#### New Listings



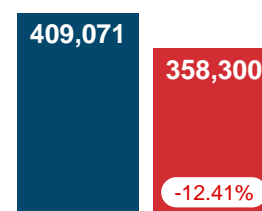
#### Pending Listings



#### List Price



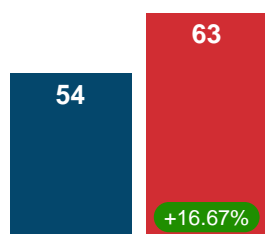
#### Sale Price



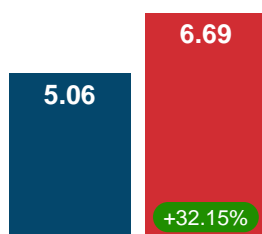
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

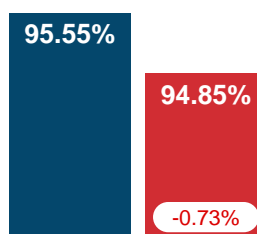
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

