

March 2024



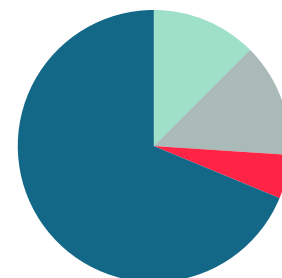
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	12	12	0.00%
Pending Listings	7	13	85.71%
New Listings	19	21	10.53%
Average List Price	178,742	203,408	13.80%
Average Sale Price	166,508	200,446	20.38%
Average Percent of Selling Price to List Price	94.04%	98.99%	5.26%
Average Days on Market to Sale	51.00	95.33	86.93%
End of Month Inventory	55	66	20.00%
Months Supply of Inventory	5.37	7.01	30.62%



■ Closed (12.50%)
■ Pending (13.54%)
■ Other OffMarket (5.21%)
■ Active (68.75%)

Absorption: Last 12 months, an Average of **9** Sales/Month
Active Inventory as of March 31, 2024 = **66**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2024 rose **20.00%** to 66 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 **7.01** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **20.38%** in March 2024 to \$200,446 versus the previous year at \$166,508.

Average Days on Market Lengthens

The average number of **95.33** days that homes spent on the market before selling increased by 44.33 days or **86.93%** in March 2024 compared to last year's same month at **51.00** DOM.

Sales Success for March 2024 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 21 New Listings in March 2024, up **10.53%** from last year at 19. Furthermore, there were 12 Closed Listings this month versus last year at 12, a **0.00%** decrease.

Closed versus Listed trends yielded a **57.1%** ratio, down from previous year's, March 2023, at **63.2%**, a **9.52%** downswing. 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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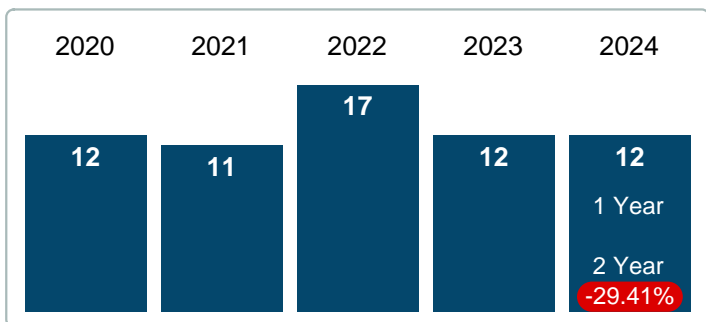
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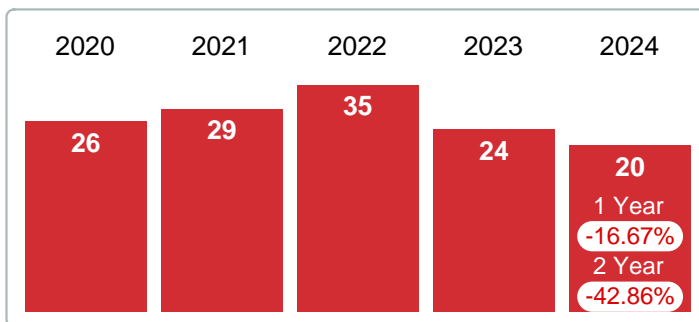
CLOSED LISTINGS

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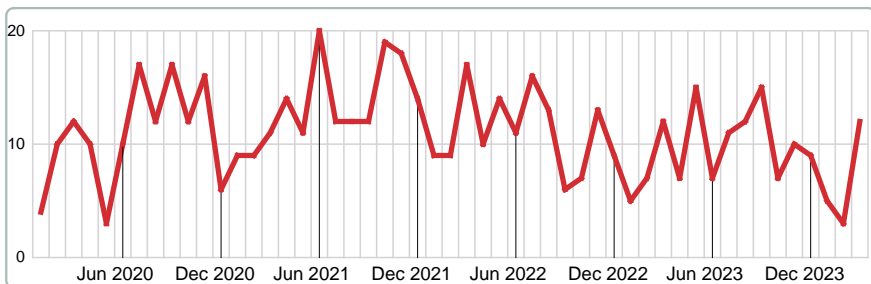
MARCH



YEAR TO DATE (YTD)

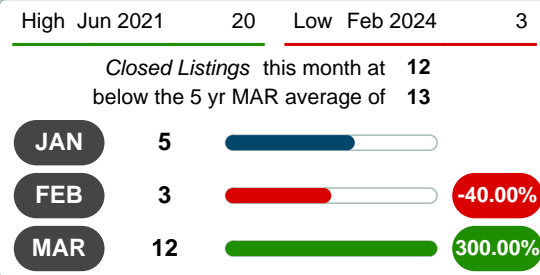


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 13



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 - \$125,000	2	16.67%	249.0	0	1	1	0
\$125,001 - \$150,000	2	16.67%	73.0	0	1	1	0
\$150,001 - \$175,000	3	25.00%	41.0	2	1	0	0
\$175,001 - \$275,000	2	16.67%	83.0	0	2	0	0
\$275,001 - \$325,000	1	8.33%	113.0	0	0	1	0
\$325,001 and up	2	16.67%	49.0	0	1	0	1
Total Closed Units	12			2	6	3	1
Total Closed Volume	2,405,350	100%	95.3	327.50K	1.26M	490.55K	330.00K
Average Closed Price	\$200,446			\$163,750	\$209,550	\$163,517	\$330,000

March 2024



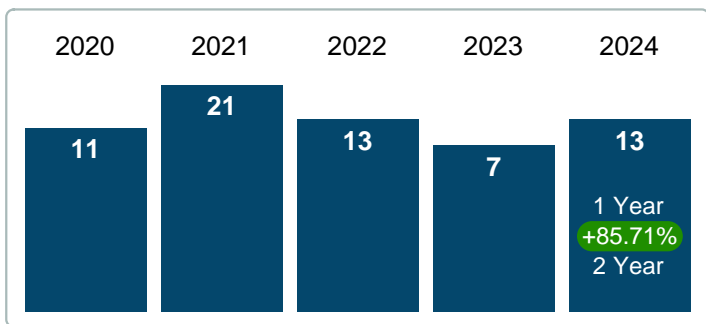
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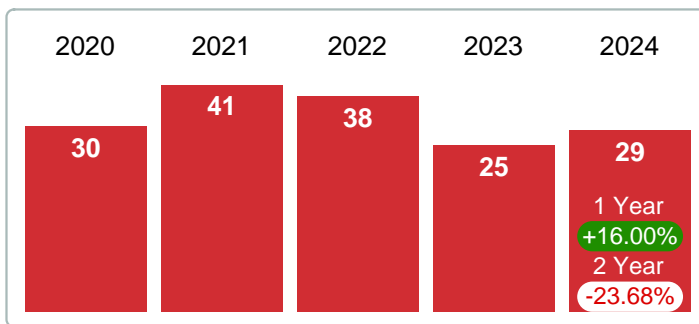
PENDING LISTINGS

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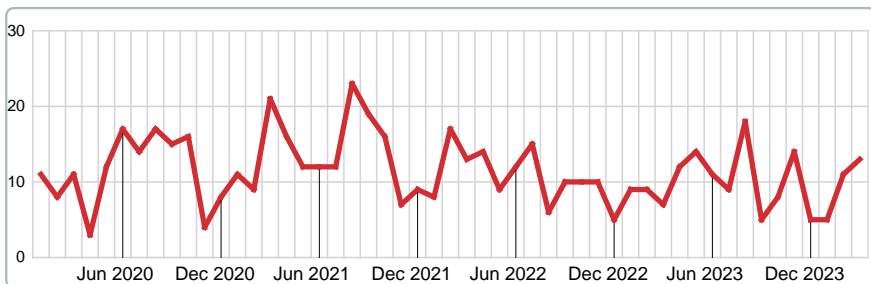
MARCH



YEAR TO DATE (YTD)

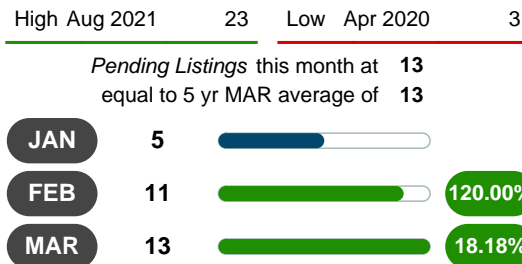


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 13



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	0	0.00%	0.0	0	0	0	0
\$75,001 - \$100,000	2	15.38%	6.5	1	1	0	0
\$100,001 - \$125,000	2	15.38%	39.0	1	1	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$225,000	5	38.46%	85.8	0	5	0	0
\$225,001 - \$250,000	2	15.38%	8.0	1	0	1	0
\$250,001 and up	2	15.38%	137.0	0	1	1	0
Total Pending Units	13			3	8	2	0
Total Pending Volume	2,473,400	100%	48.0	454.80K	1.16M	857.50K	0.00B
Average Listing Price	\$264,900			\$151,600	\$145,138	\$428,750	\$0

March 2024



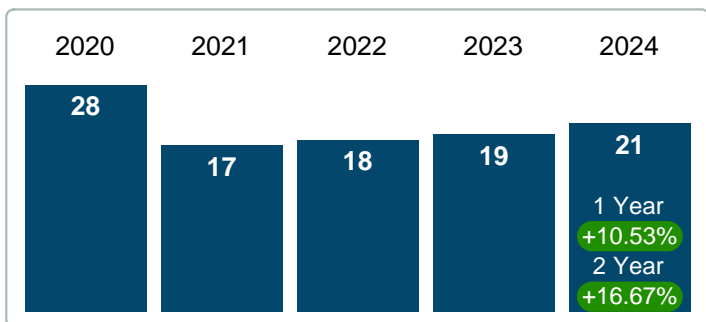
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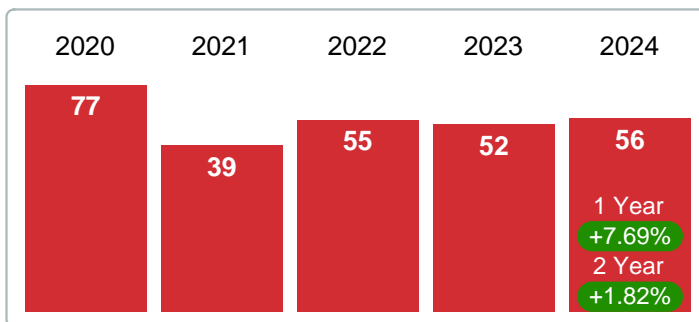
NEW LISTINGS

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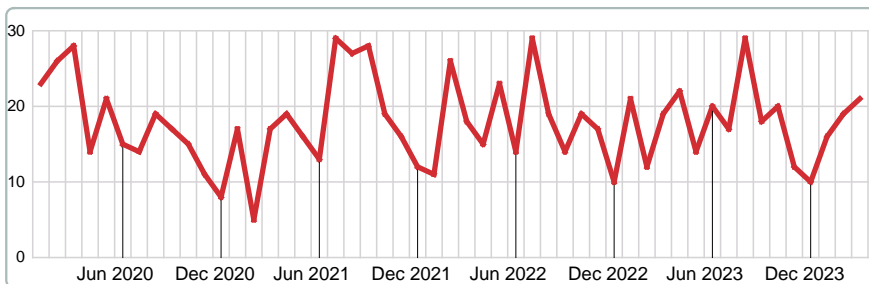
MARCH



YEAR TO DATE (YTD)

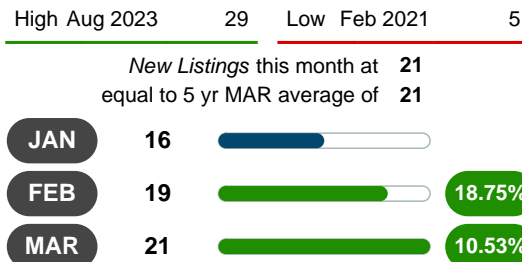


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 21



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	2	9.52%	2	0	0	0
\$80,001 - \$80,000	0	0.00%	0	0	0	0
\$80,001 - \$110,000	4	19.05%	1	3	0	0
\$110,001 - \$200,000	8	38.10%	4	4	0	0
\$200,001 - \$290,000	2	9.52%	0	0	2	0
\$290,001 - \$390,000	2	9.52%	0	1	1	0
\$390,001 and up	3	14.29%	0	1	1	1
Total New Listed Units	21		7	9	4	1
Total New Listed Volume	4,075,600	100%	779.60K	1.63M	1.19M	479.00K
Average New Listed Listing Price	\$0		\$111,371	\$180,856	\$297,325	\$479,000

March 2024



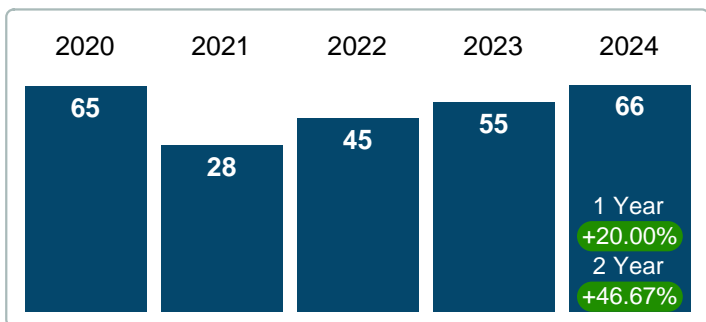
Area Delimited by County Of Sequoyah - Residential Property Type



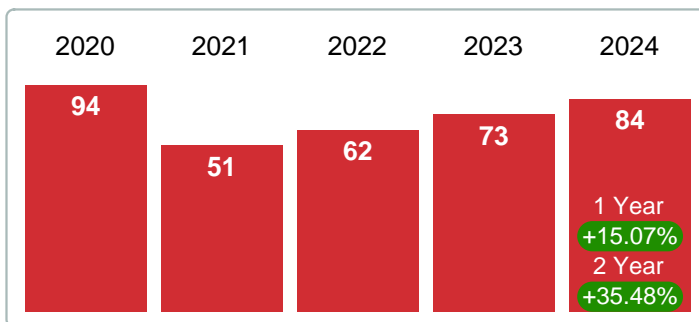
ACTIVE INVENTORY

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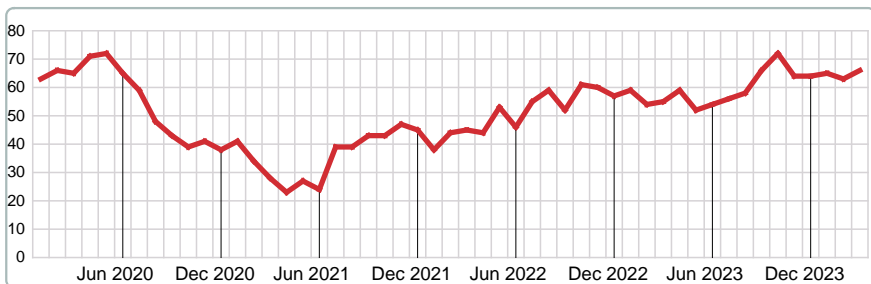
END OF MARCH



ACTIVE DURING MARCH

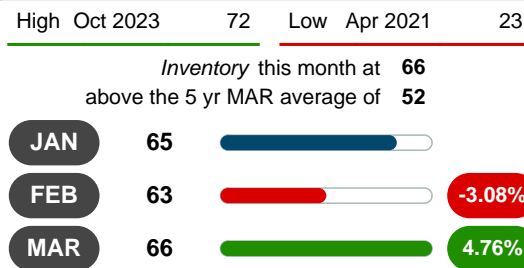


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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	3	4.55%	47.7	3	0	0	0
\$75,001 - \$125,000	9	13.64%	59.4	4	5	0	0
\$125,001 - \$150,000	8	12.12%	130.0	1	6	0	1
\$150,001 - \$225,000	16	24.24%	94.7	4	9	2	1
\$225,001 - \$350,000	16	24.24%	90.9	1	9	6	0
\$350,001 - \$475,000	7	10.61%	81.6	1	5	1	0
\$475,001 and up	7	10.61%	169.4	0	1	3	3
Total Active Inventory by Units	66			14	35	12	5
Total Active Inventory by Volume	18,864,005	100%	97.6	2.23M	8.40M	4.75M	3.48M
Average Active Inventory Listing Price	\$285,818			\$159,329	\$240,052	\$395,933	\$696,080

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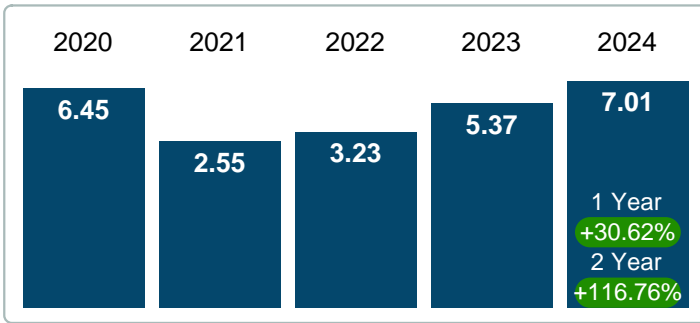
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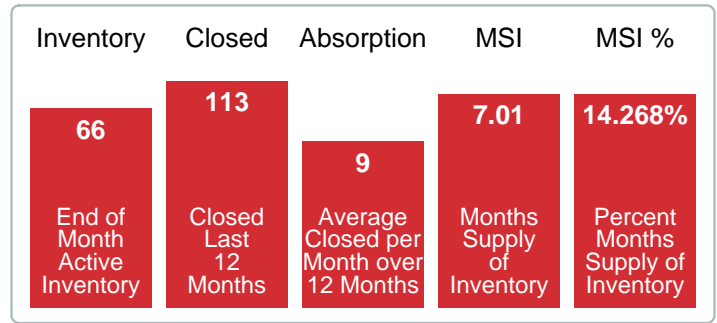
MONTHS SUPPLY of INVENTORY (MSI)

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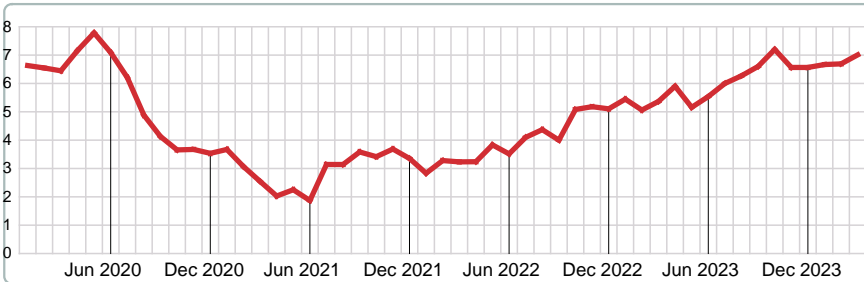
MSI FOR MARCH



INDICATORS FOR MARCH 2024

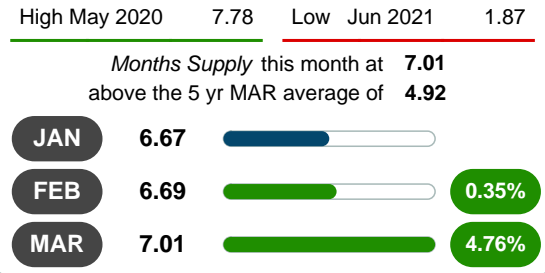


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.92



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	3	4.55%	3.27	7.20	0.00	0.00	0.00
\$75,001 - \$125,000	9	13.64%	6.00	8.00	5.00	0.00	0.00
\$125,001 - \$150,000	8	12.12%	4.80	2.00	6.00	0.00	0.00
\$150,001 - \$225,000	16	24.24%	6.62	16.00	5.68	4.00	12.00
\$225,001 - \$350,000	16	24.24%	6.62	6.00	6.35	9.00	0.00
\$350,001 - \$475,000	7	10.61%	42.00	0.00	60.00	12.00	0.00
\$475,001 and up	7	10.61%	21.00	0.00	12.00	36.00	36.00
Market Supply of Inventory (MSI)			7.01	7.30	6.27	7.58	15.00
Total Active Inventory by Units		100%	7.01	14	35	12	5

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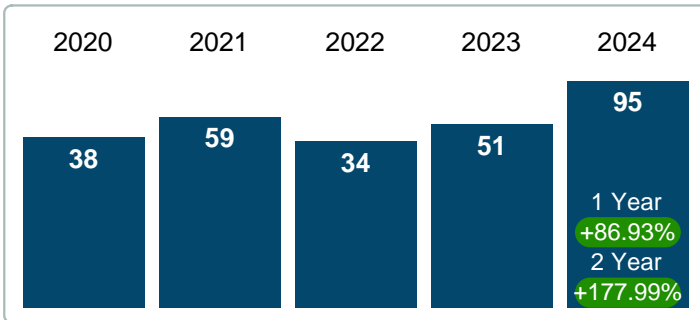
Area Delimited by County Of Sequoyah - Residential Property Type



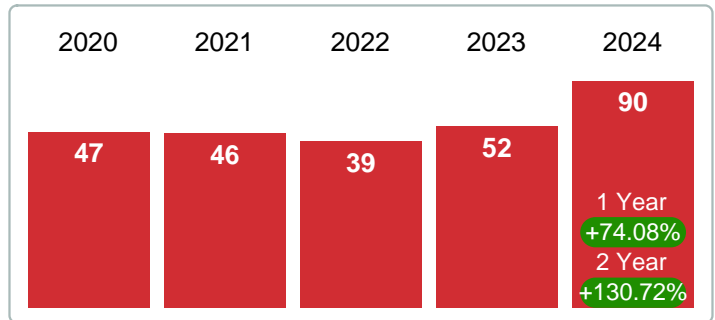
AVERAGE DAYS ON MARKET TO SALE

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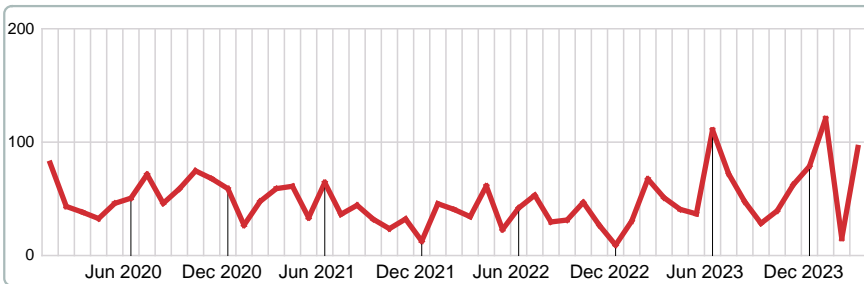
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 56

High Jan 2024 121 Low Dec 2022 9

Average Days on Market to Sale this month at 95 above the 5 yr MAR average of 56



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	0.00%	0	0	0	0	0
\$50,001 - \$125,000	2	16.67%	249	0	297	201	0
\$125,001 - \$150,000	2	16.67%	73	0	11	135	0
\$150,001 - \$175,000	3	25.00%	41	61	1	0	0
\$175,001 - \$275,000	2	16.67%	83	0	83	0	0
\$275,001 - \$325,000	1	8.33%	113	0	0	113	0
\$325,001 and up	2	16.67%	49	0	18	0	80
Average Closed DOM			95	61	82	150	80
Total Closed Units		100%	95	2	6	3	1
Total Closed Volume			2,405,350	327.50K	1.26M	490.55K	330.00K

March 2024



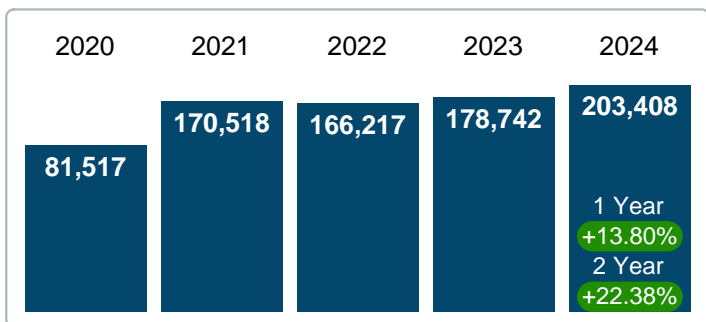
Area Delimited by County Of Sequoyah - Residential Property Type



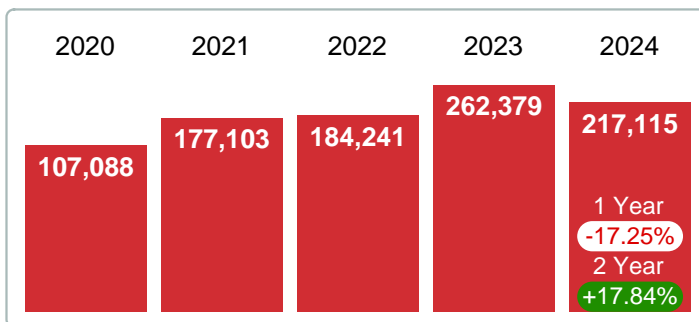
AVERAGE LIST PRICE AT CLOSING

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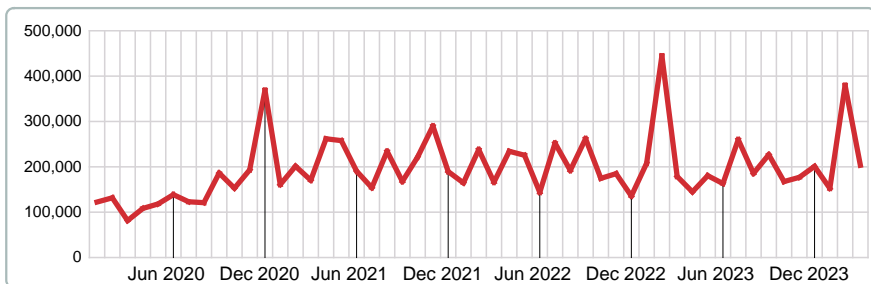
MARCH



YEAR TO DATE (YTD)

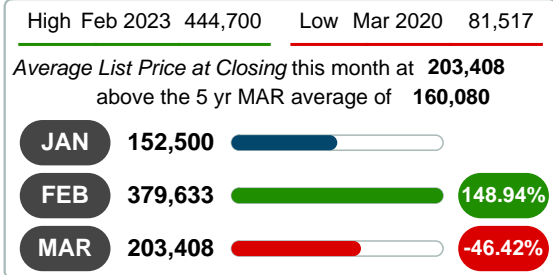


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 160,080



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	0.00%	0	0	0	0	0
\$50,001 - \$125,000	16.67%	62,400	0	59,900	64,900	0
\$125,001 - \$150,000	16.67%	143,700	0	169,000	165,900	0
\$150,001 - \$175,000	16.67%	167,450	158,750	149,900	0	0
\$175,001 - \$275,000	33.33%	224,950	0	222,400	0	0
\$275,001 - \$325,000	8.33%	299,000	0	0	299,000	0
\$325,001 and up	8.33%	495,000	0	495,000	0	275,000
Average List Price		203,408	158,750	219,767	176,600	275,000
Total Closed Units	100%	203,408	2	6	3	1
Total Closed Volume		2,440,900	317.50K	1.32M	529.80K	275.00K

March 2024



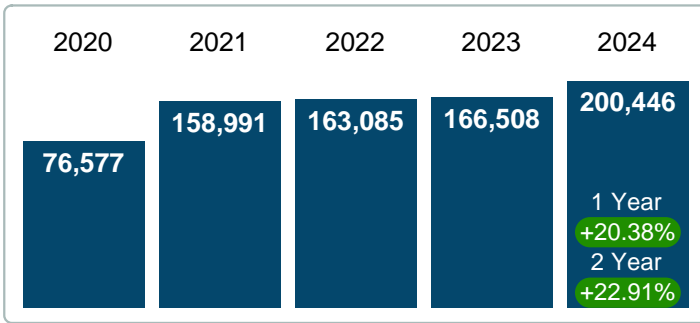
Area Delimited by County Of Sequoyah - Residential Property Type



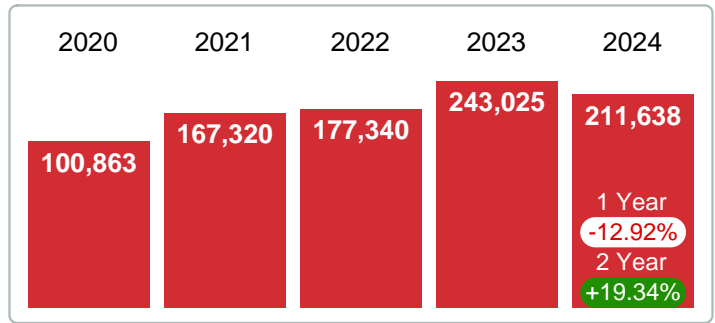
AVERAGE SOLD PRICE AT CLOSING

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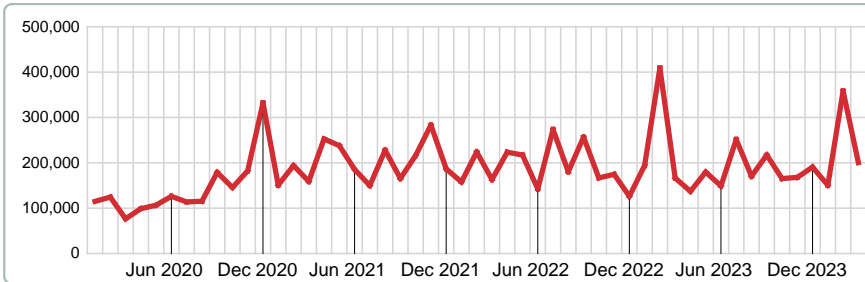
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 153,121

High Feb 2023 409,071 Low Mar 2020 76,577

Average Sold Price at Closing this month at **200,446** above the 5 yr MAR average of **153,121**



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	0.00%	0	0	0	0	0
\$50,001 - \$125,000	16.67%	63,225	0	59,900	66,550	0
\$125,001 - \$150,000	16.67%	142,500	0	140,000	145,000	0
\$150,001 - \$175,000	25.00%	160,833	163,750	155,000	0	0
\$175,001 - \$275,000	16.67%	214,950	0	214,950	0	0
\$275,001 - \$325,000	8.33%	279,000	0	0	279,000	0
\$325,001 and up	16.67%	401,250	0	472,500	0	330,000
Average Sold Price		200,446	163,750	209,550	163,517	330,000
Total Closed Units	100%	200,446	2	6	3	1
Total Closed Volume		2,405,350	327.50K	1.26M	490.55K	330.00K

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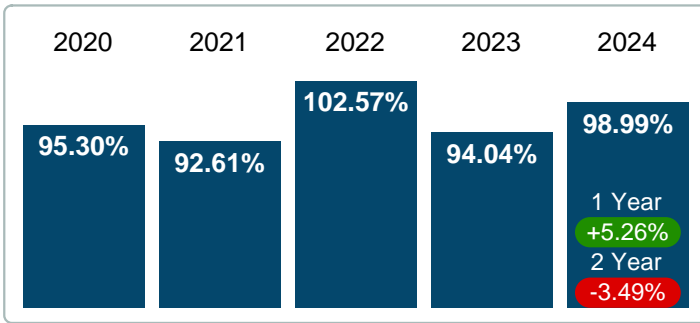
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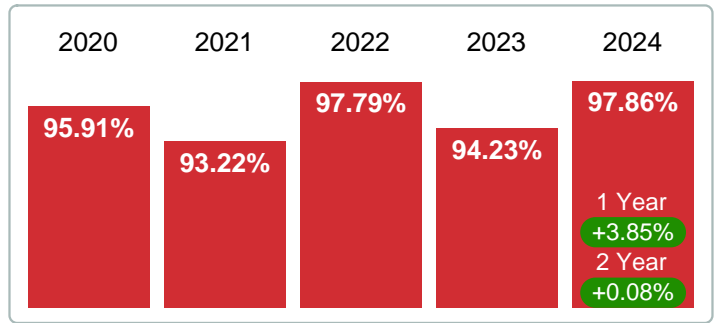
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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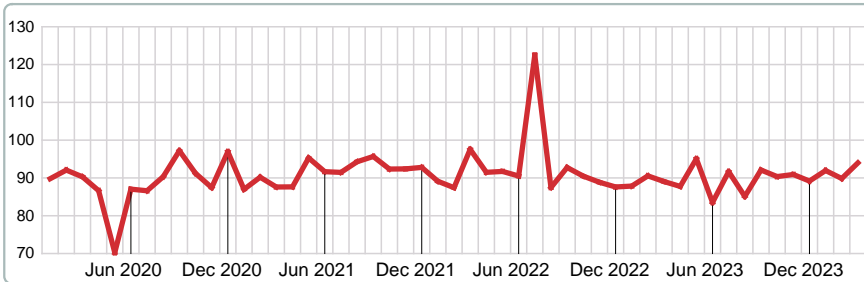
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

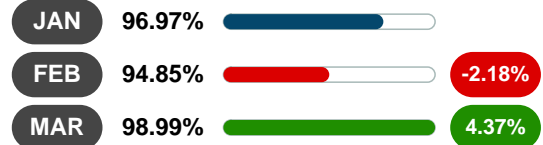


3 MONTHS

5 year MAR AVG = 96.70%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **98.99%** above the 5 yr MAR average of **96.70%**



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 - \$125,000	2	16.67%	101.27%	0.00%	100.00%	102.54%	0.00%
\$125,001 - \$150,000	2	16.67%	85.12%	0.00%	82.84%	87.40%	0.00%
\$150,001 - \$175,000	3	25.00%	103.99%	104.28%	103.40%	0.00%	0.00%
\$175,001 - \$275,000	2	16.67%	97.19%	0.00%	97.19%	0.00%	0.00%
\$275,001 - \$325,000	1	8.33%	93.31%	0.00%	0.00%	93.31%	0.00%
\$325,001 and up	2	16.67%	107.73%	0.00%	95.45%	0.00%	120.00%
Average Sold/List Ratio		99.00%		104.28%	96.01%	94.42%	120.00%
Total Closed Units		12	100%	2	6	3	1
Total Closed Volume		2,405,350		327.50K	1.26M	490.55K	330.00K

March 2024



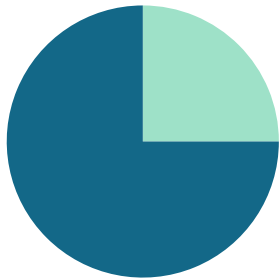
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

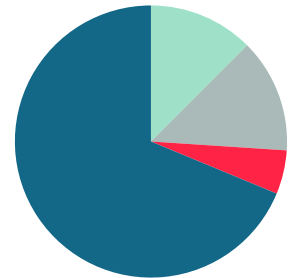


Inventory
 New Listings
21 = 25.00%
 Start Inventory
63
 Total Inventory Units
84
 Volume
\$21,952,105

Market Activity

Closed Sales
12 = 12.50%
 Pending Sales
13 = 13.54%
 Other Off Market
5 = 5.21%
 Active Inventory
66 = 68.75%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	12	12	0.00%	24	20	-16.67%
Pending Sales	7	13	85.71%	25	29	16.00%
New Listings	19	21	10.53%	52	56	7.69%
Average List Price	178,742	203,408	13.80%	262,379	217,115	-17.25%
Average Sale Price	166,508	200,446	20.38%	243,025	211,638	-12.92%
Average Percent of Selling Price to List Price	94.04%	98.99%	5.26%	94.23%	97.86%	3.85%
Average Days on Market to Sale	51.00	95.33	86.93%	51.50	89.65	74.08%
Monthly Inventory	55	66	20.00%	55	66	20.00%
Months Supply of Inventory	5.37	7.01	30.62%	5.37	7.01	30.62%

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

Inventory on March 31, 2024 = **66**

2023 **2024**

MARCH MARKET

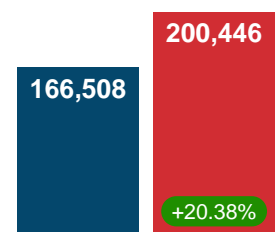
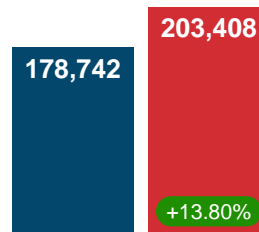
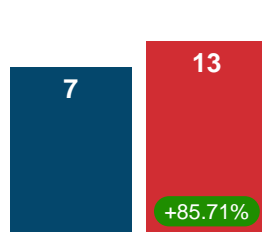
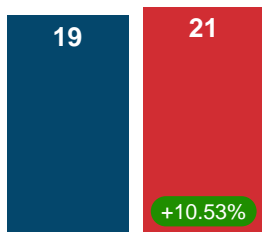
AVERAGE PRICES

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

