

March 2024



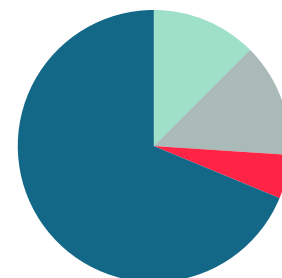
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	139,000	174,450	25.50%
Median Sale Price	139,000	163,750	17.81%
Median Percent of Selling Price to List Price	93.88%	97.92%	4.30%
Median Days on Market to Sale	31.50	94.50	200.00%
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.

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 **17.81%** in March 2024 to \$163,750 versus the previous year at \$139,000.

Median Days on Market Lengthens

The median number of **94.50** days that homes spent on the market before selling increased by 63.00 days or **200.00%** in March 2024 compared to last year's same month at **31.50** DOM.

Sales Success for March 2024 is Positive

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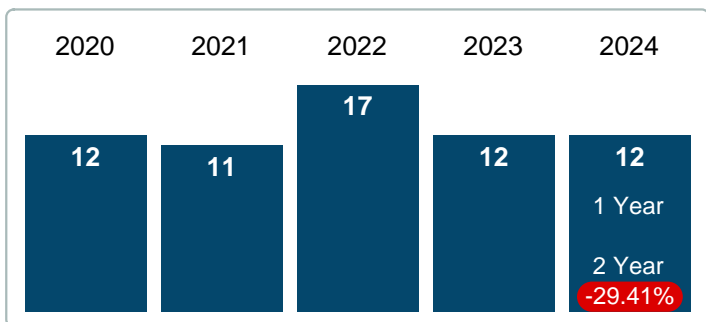
Area Delimited by County Of Sequoyah - Residential Property Type



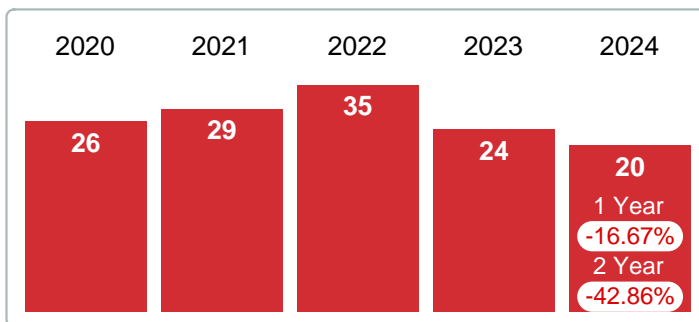
CLOSED LISTINGS

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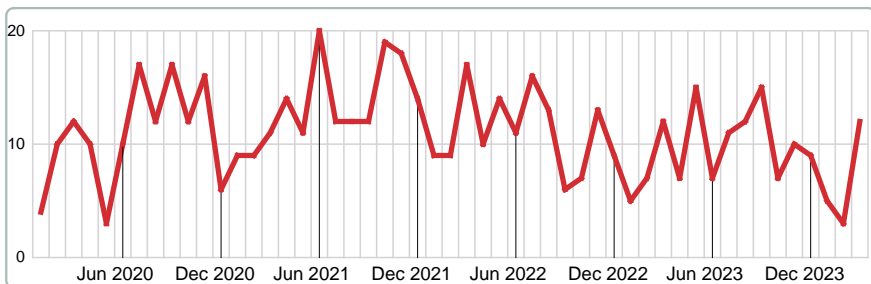
MARCH



YEAR TO DATE (YTD)

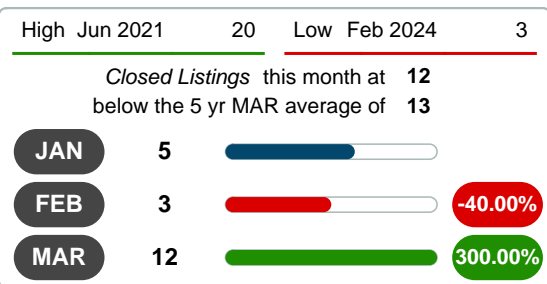


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 13



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	13.0	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%	94.5	327.50K	1.26M	490.55K	330.00K
Median Closed Price	\$163,750			\$163,750	\$167,450	\$145,000	\$330,000

March 2024



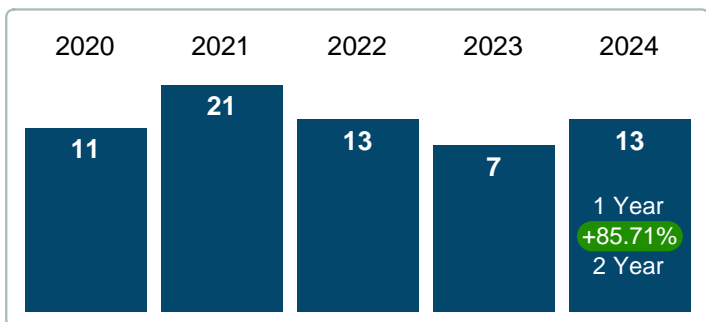
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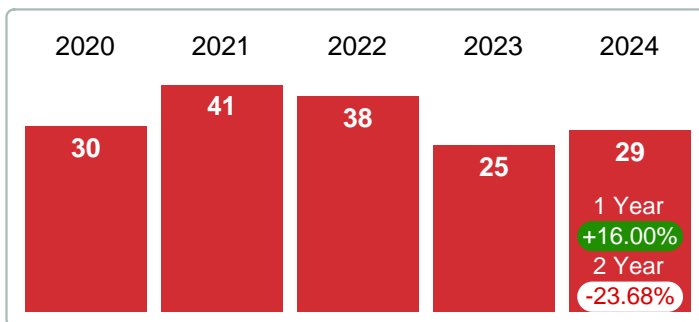
PENDING LISTINGS

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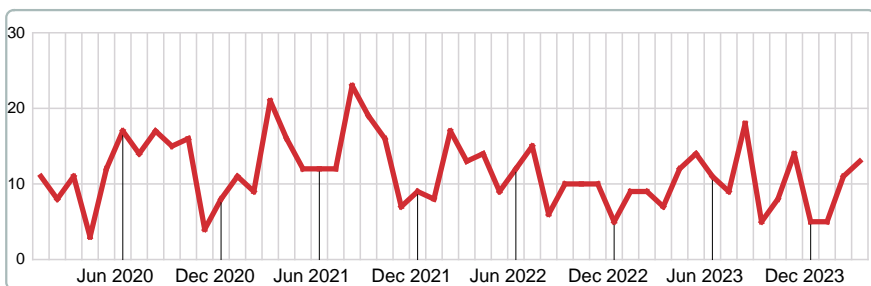
MARCH



YEAR TO DATE (YTD)

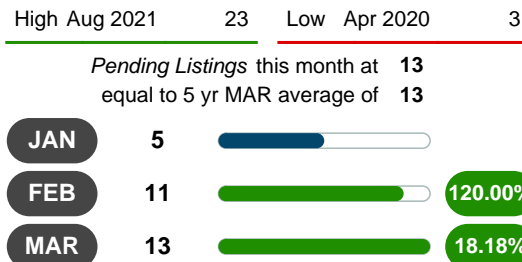


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 13



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	0	0.00%	49.0	0	0	0	0
\$80,001 - \$100,000	2	15.38%	6.5	1	1	0	0
\$100,001 - \$120,000	2	15.38%	39.0	1	1	0	0
\$120,001 - \$140,000	3	23.08%	151.0	0	3	0	0
\$140,001 - \$240,000	3	23.08%	39.0	0	2	1	0
\$240,001 - \$260,000	1	7.69%	10.0	1	0	0	0
\$260,001 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%	39.0	454.80K	1.16M	857.50K	0.00B
Median Listing Price	\$139,000			\$115,000	\$137,000	\$428,750	\$0

March 2024



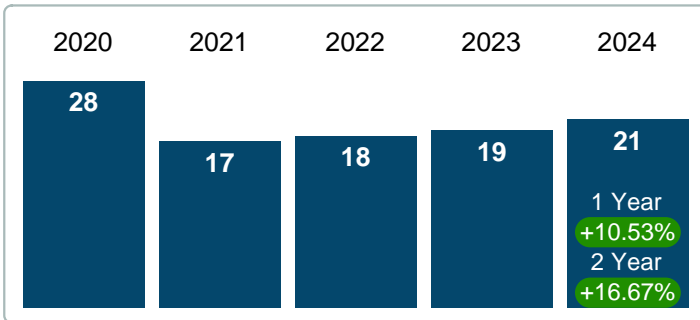
Area Delimited by County Of Sequoyah - Residential Property Type



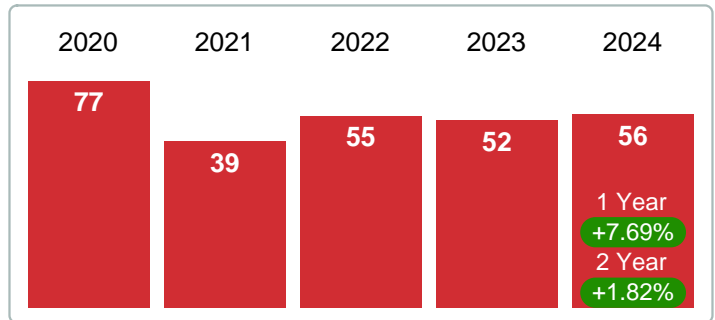
NEW LISTINGS

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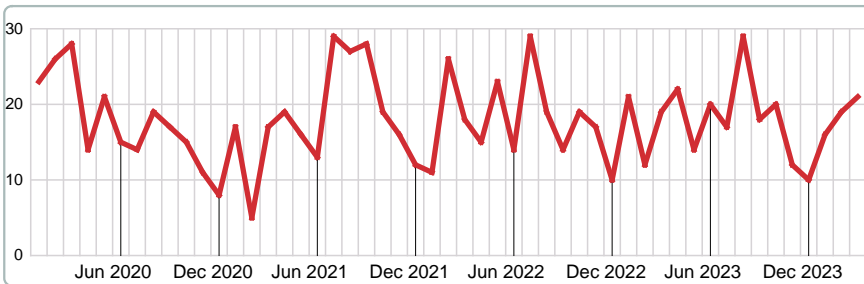
MARCH



YEAR TO DATE (YTD)

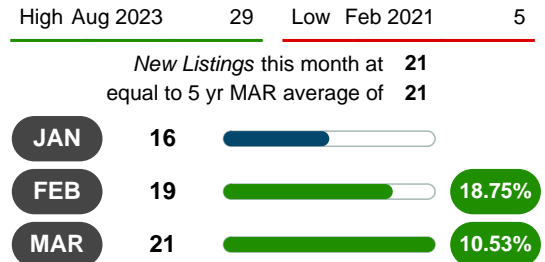


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$149,900		\$115,000	\$149,900	\$278,450	\$479,000

March 2024



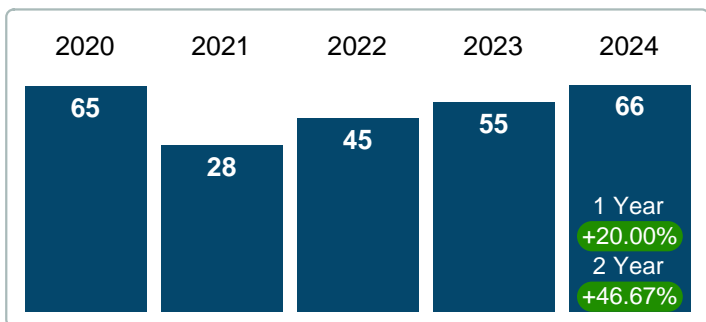
Area Delimited by County Of Sequoyah - Residential Property Type



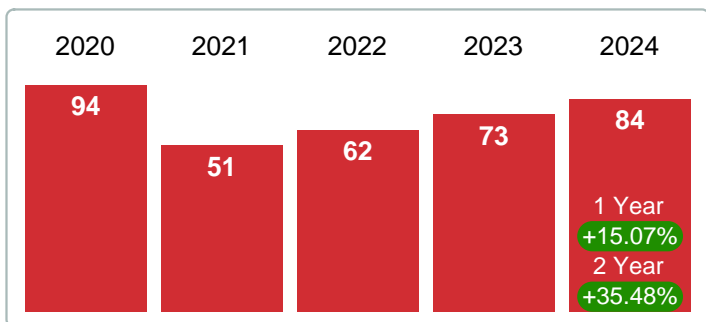
ACTIVE INVENTORY

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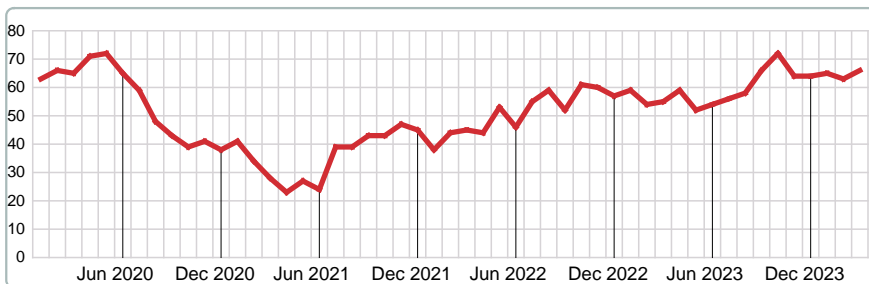
END OF MARCH



ACTIVE DURING MARCH

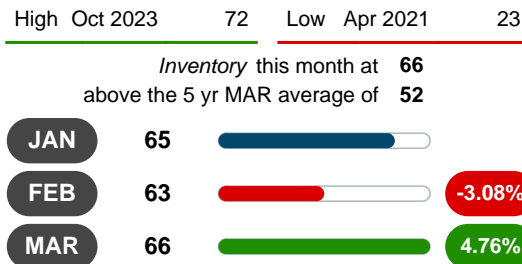


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 52



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	4.55%	25.0	3	0	0	0
\$75,001 - \$125,000	9	13.64%	39.0	4	5	0	0
\$125,001 - \$150,000	8	12.12%	110.0	1	6	0	1
\$150,001 - \$225,000	16	24.24%	81.5	4	9	2	1
\$225,001 - \$350,000	16	24.24%	66.0	1	9	6	0
\$350,001 - \$475,000	7	10.61%	65.0	1	5	1	0
\$475,001 and up	7	10.61%	164.0	0	1	3	3
Total Active Inventory by Units	66			14	35	12	5
Total Active Inventory by Volume	18,864,005	100%	74.0	2.23M	8.40M	4.75M	3.48M
Median Active Inventory Listing Price	\$202,500			\$134,950	\$199,000	\$308,500	\$479,000

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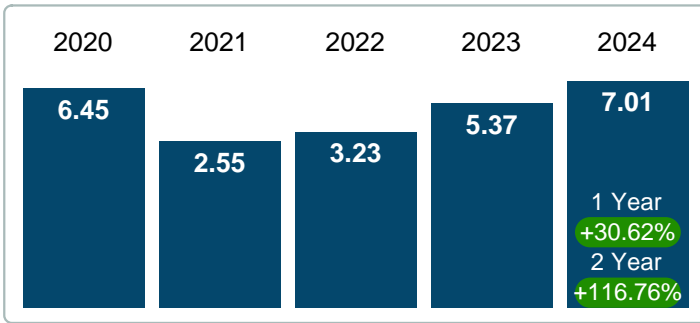
Area Delimited by County Of Sequoyah - Residential Property Type



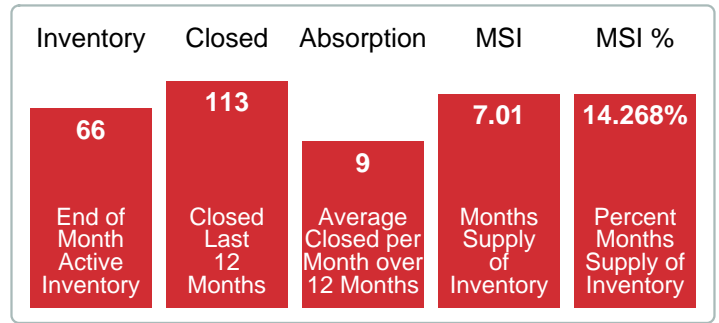
MONTHS SUPPLY of INVENTORY (MSI)

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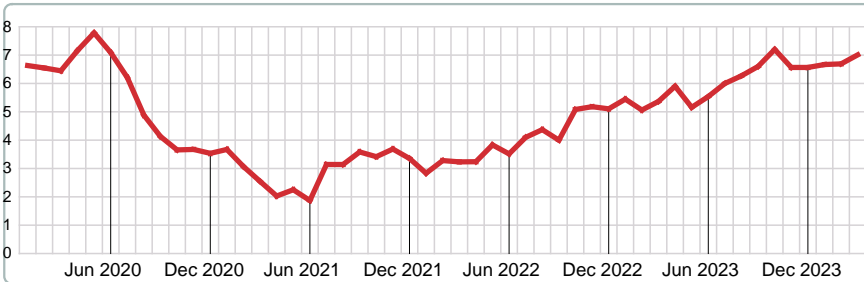
MSI FOR MARCH



INDICATORS FOR MARCH 2024



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.92

High May 2020 7.78 Low Jun 2021 1.87

Months Supply this month at **7.01**
above the 5 yr MAR average of **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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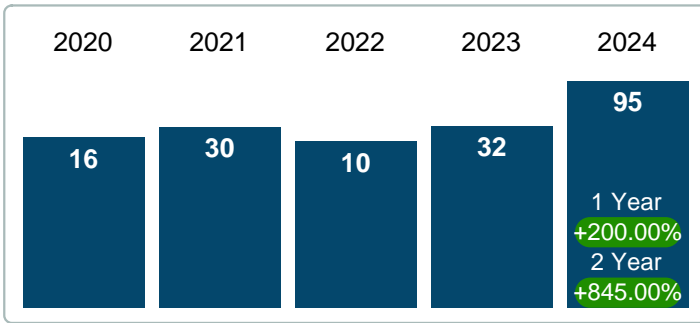
Area Delimited by County Of Sequoyah - Residential Property Type



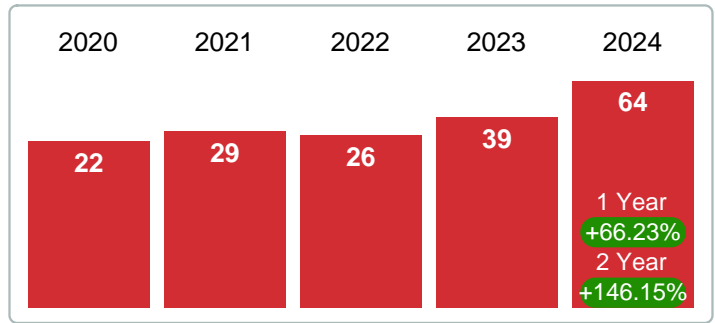
MEDIAN DAYS ON MARKET TO SALE

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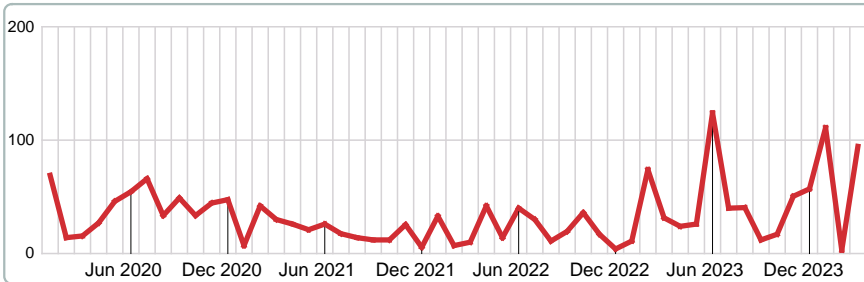
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 36

High Jun 2023 124 Low Feb 2024 3

Median Days on Market to Sale this month at 95 above the 5 yr MAR average of 36



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
\$50,000 and less	0.00%	164	0	0	0	0
\$50,001 - \$125,000	16.67%	249	0	297	201	0
\$125,001 - \$150,000	16.67%	73	0	11	135	0
\$150,001 - \$175,000	25.00%	13	61	1	0	0
\$175,001 - \$275,000	16.67%	83	0	83	0	0
\$275,001 - \$325,000	8.33%	113	0	0	113	0
\$325,001 and up	16.67%	49	0	18	0	80
Median Closed DOM		95	61	33	135	80
Total Closed Units	100%	94.5	2	6	3	1
Total Closed Volume		2,405,350	327.50K	1.26M	490.55K	330.00K

March 2024



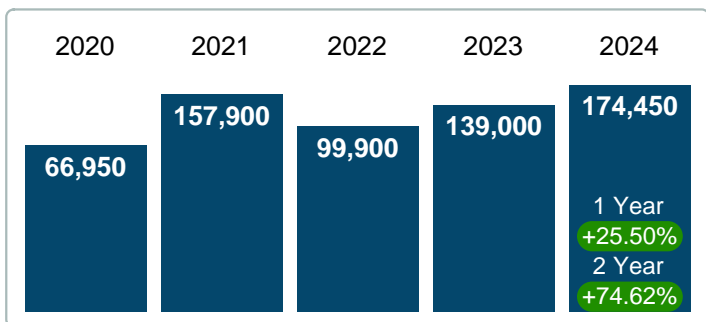
Area Delimited by County Of Sequoyah - Residential Property Type



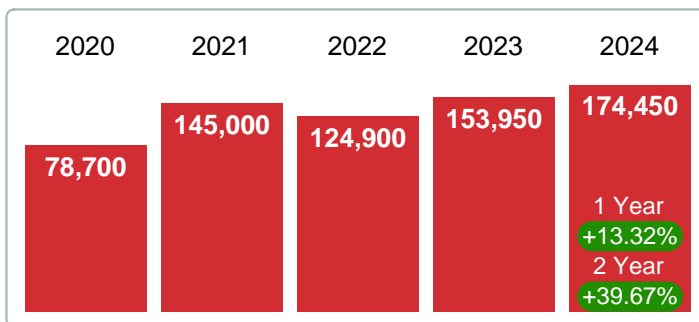
MEDIAN LIST PRICE AT CLOSING

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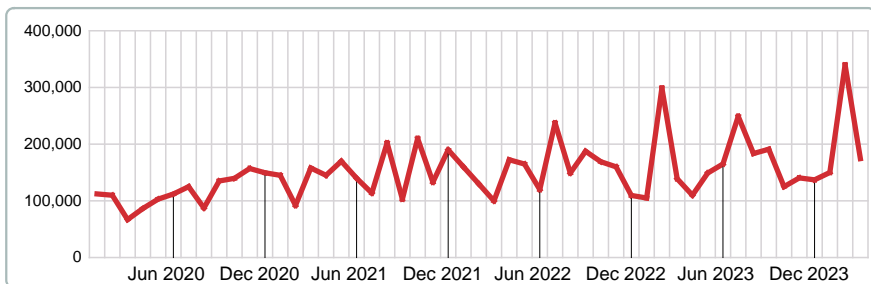
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 127,640

High Feb 2024 339,900 Low Mar 2020 66,950

Median List Price at Closing this month at **174,450**
above the 5 yr MAR average of **127,640**

Month	Price	Change
JAN	150,000	
FEB	339,900	+126.60%
MAR	174,450	-48.68%

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
\$50,000 and less	0.00%	49	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	137,500	149,900	0	0
\$150,001 - \$175,000	16.67%	167,450	0	169,000	165,900	0
\$175,001 - \$275,000	33.33%	222,450	180,000	222,400	0	275,000
\$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	0
Median List Price		174,450	158,750	174,450	165,900	275,000
Total Closed Units	100%	174,450	2	6	3	1
Total Closed Volume		2,440,900	317.50K	1.32M	529.80K	275.00K

March 2024



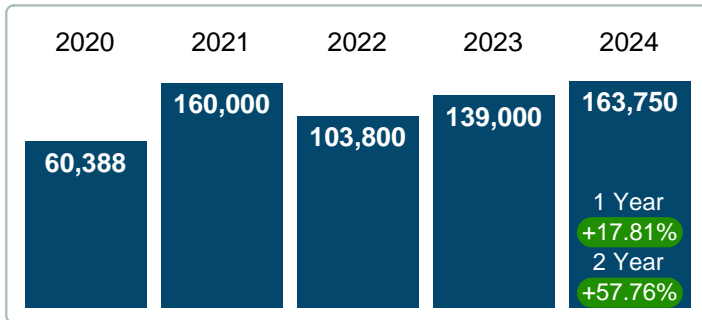
Area Delimited by County Of Sequoyah - Residential Property Type



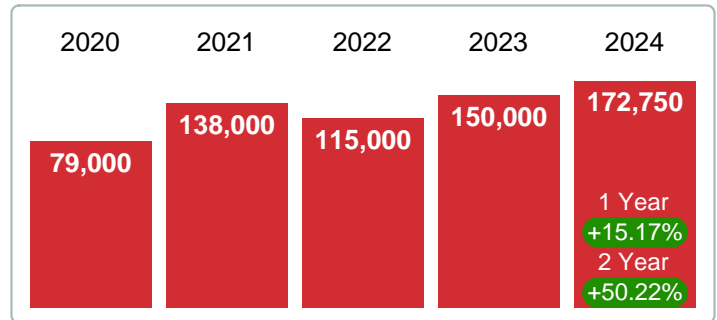
MEDIAN SOLD PRICE AT CLOSING

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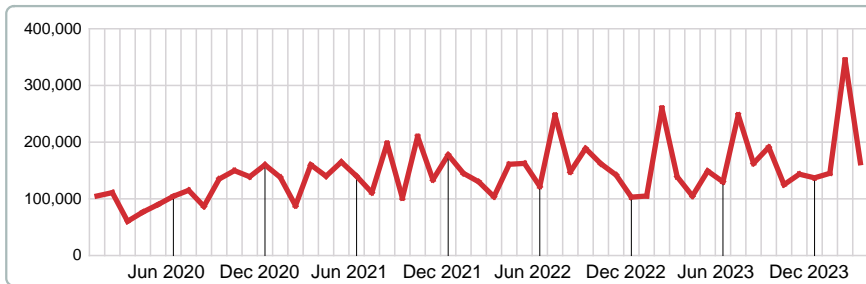
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 125,388

High Feb 2024 344,900 Low Mar 2020 60,388

Median Sold Price at Closing this month at **163,750** above the 5 yr MAR average of **125,388**



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
\$50,000 and less	0.00%	495,000	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%	155,000	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
Median Sold Price		163,750	163,750	167,450	145,000	330,000
Total Closed Units	100%	163,750	2	6	3	1
Total Closed Volume		2,405,350	327.50K	1.26M	490.55K	330.00K

March 2024



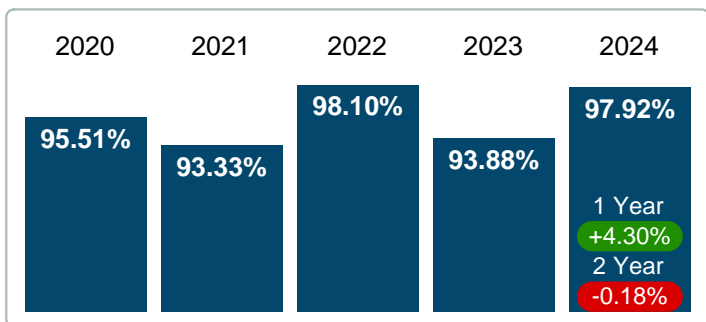
Area Delimited by County Of Sequoyah - Residential Property Type



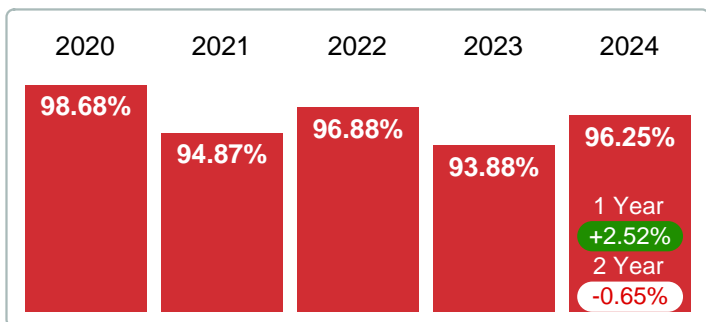
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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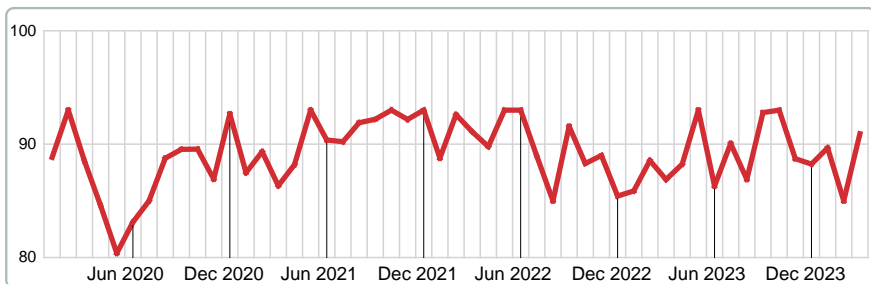
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

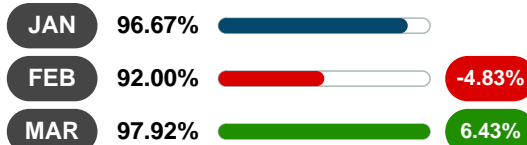


3 MONTHS

5 year MAR AVG = 95.75%

High Oct 2023 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **97.92%** above the 5 yr MAR average of **95.75%**



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
\$50,000 and less	0	0.00%	101.2500%	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%	103.40%	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%
Median Sold/List Ratio		97.92%		104.28%	97.73%	93.31%	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

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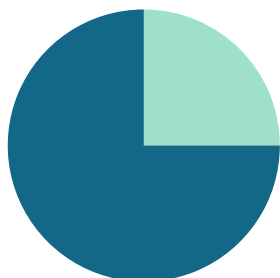
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

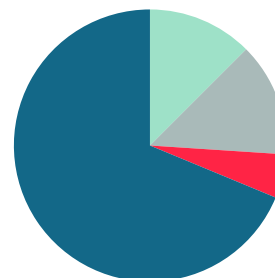


Inventory
 New Listings
21 = 25.00%
 Start Inventory
63
 Total Inventory Units
84
 Volume
\$21,952,105

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%
Median List Price	139,000	174,450	25.50%	153,950	174,450	13.32%
Median Sale Price	139,000	163,750	17.81%	150,000	172,750	15.17%
Median Percent of Selling Price to List Price	93.88%	97.92%	4.30%	93.88%	96.25%	2.52%
Median Days on Market to Sale	31.50	94.50	200.00%	38.50	64.00	66.23%
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

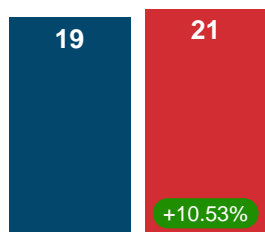
Inventory on March 31, 2024 = **66**

2023 **2024**

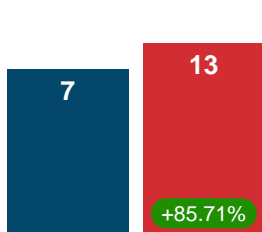
MARCH MARKET

MEDIAN PRICES

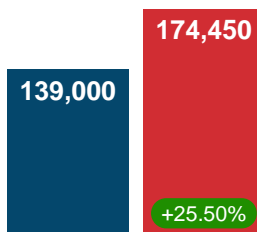
New Listings



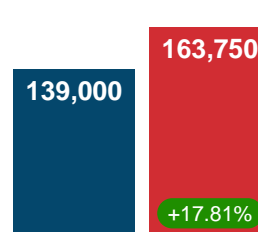
Pending Listings



List Price



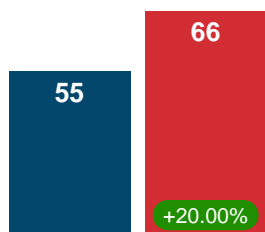
Sale Price



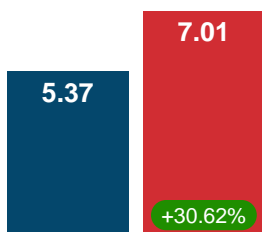
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

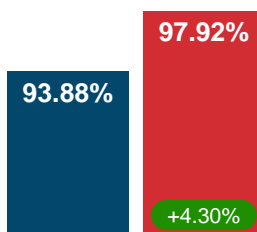
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

