

# April 2024



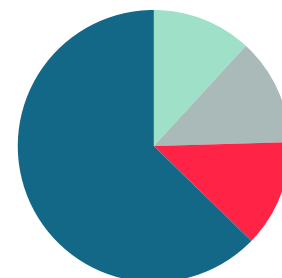
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on May 13, 2024 for MLS Technology Inc.

Compared Metrics	2023	April 2024	+/-%
Closed Listings	7	13	85.71%
Pending Listings	12	14	16.67%
New Listings	22	27	22.73%
Average List Price	144,757	277,700	91.84%
Average Sale Price	137,107	257,538	87.84%
Average Percent of Selling Price to List Price	92.76%	95.67%	3.14%
Average Days on Market to Sale	40.71	82.92	103.67%
End of Month Inventory	59	69	16.95%
Months Supply of Inventory	5.90	6.96	17.93%



■ Closed (11.82%)  
■ Pending (12.73%)  
■ Other OffMarket (12.73%)  
■ Active (62.73%)

**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of April 30, 2024 = **69**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2024 rose **16.95%** to 69 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 **6.96** 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 **87.84%** in April 2024 to \$257,538 versus the previous year at \$137,107.

#### Average Days on Market Lengthens

The average number of **82.92** days that homes spent on the market before selling increased by 42.21 days or **103.67%** in April 2024 compared to last year's same month at **40.71** DOM.

#### Sales Success for April 2024 is Positive

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

There were 27 New Listings in April 2024, up **22.73%** from last year at 22. Furthermore, there were 13 Closed Listings this month versus last year at 7, a **85.71%** increase.

Closed versus Listed trends yielded a **48.1%** ratio, up from previous year's, April 2023, at **31.8%**, a **51.32%** upswing. 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

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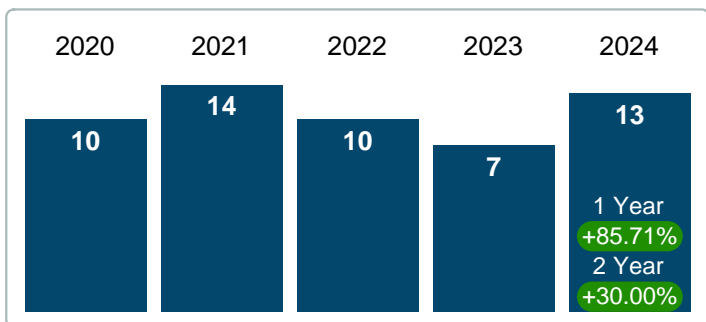
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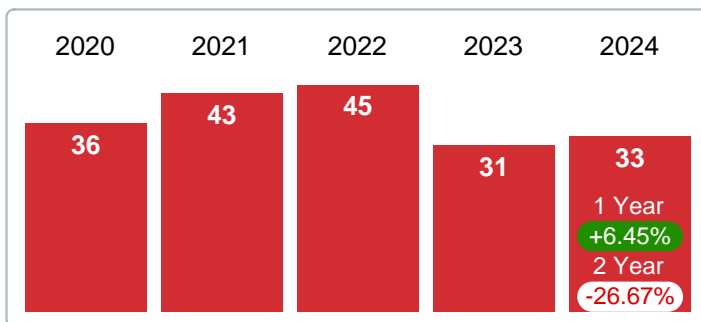
## CLOSED LISTINGS

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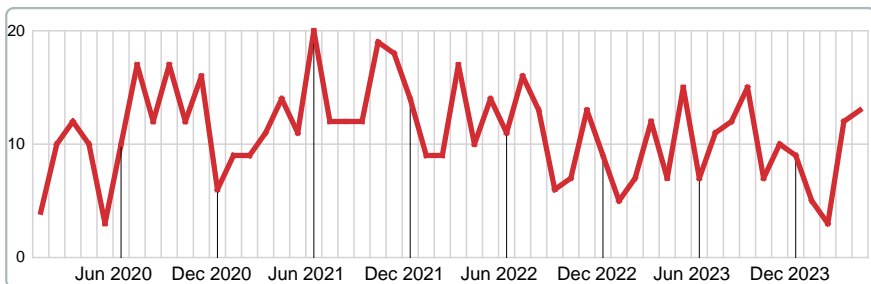
### APRIL



### YEAR TO DATE (YTD)

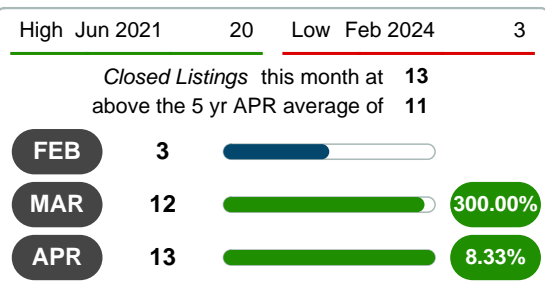


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR 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
\$75,000 and less	0	0.00%	0.0	0	0	0	0
\$75,001 - \$100,000	2	15.38%	24.0	1	1	0	0
\$100,001 - \$125,000	1	7.69%	5.0	1	0	0	0
\$125,001 - \$225,000	4	30.77%	91.5	1	3	0	0
\$225,001 - \$375,000	3	23.08%	21.7	1	0	1	1
\$375,001 - \$575,000	1	7.69%	112.0	0	1	0	0
\$575,001 and up	2	15.38%	241.0	0	0	1	1
<b>Total Closed Units</b>	<b>13</b>			<b>4</b>	<b>5</b>	<b>2</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>3,348,000</b>	<b>100%</b>	<b>82.9</b>	<b>579.00K</b>	<b>891.50K</b>	<b>822.50K</b>	<b>1.06M</b>
<b>Average Closed Price</b>	<b>\$257,538</b>			<b>\$144,750</b>	<b>\$178,300</b>	<b>\$411,250</b>	<b>\$527,500</b>

# April 2024



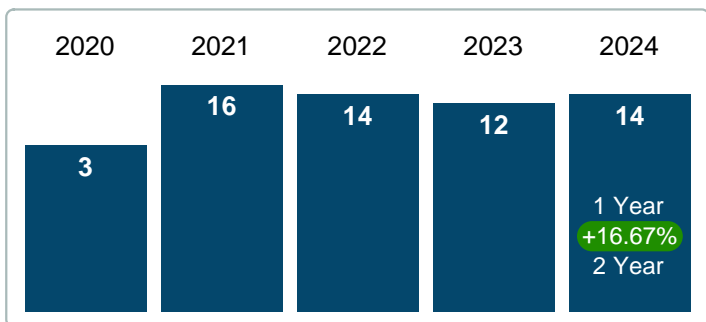
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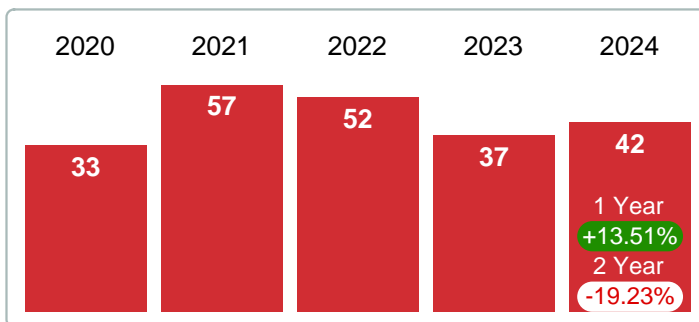
## PENDING LISTINGS

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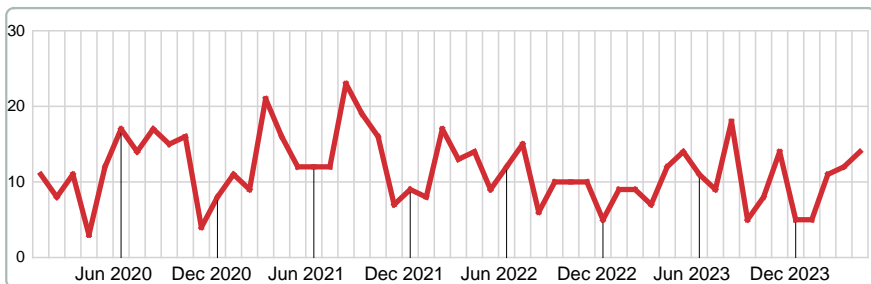
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 12

High Aug 2021 23 Low Apr 2020 3

Pending Listings this month at 14 above the 5 yr APR average of 12

- FEB 11
- MAR 12 (9.09%)
- APR 14 (16.67%)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	1	7.14%	76.0	0	1	0	0
\$70,001 - \$110,000	2	14.29%	69.5	1	1	0	0
\$110,001 - \$160,000	3	21.43%	21.0	3	0	0	0
\$160,001 - \$190,000	1	7.14%	9.0	0	1	0	0
\$190,001 - \$290,000	3	21.43%	80.3	1	1	1	0
\$290,001 - \$350,000	3	21.43%	119.0	0	2	1	0
\$350,001 and up	1	7.14%	69.0	1	0	0	0
<b>Total Pending Units</b>		<b>14</b>		<b>6</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>		<b>2,790,100</b>	<b>100%</b>	<b>1.13M</b>	<b>1.16M</b>	<b>495.00K</b>	<b>0.00B</b>
<b>Average Listing Price</b>		<b>\$0</b>		<b>\$188,533</b>	<b>\$193,983</b>	<b>\$247,500</b>	<b>\$0</b>

# April 2024



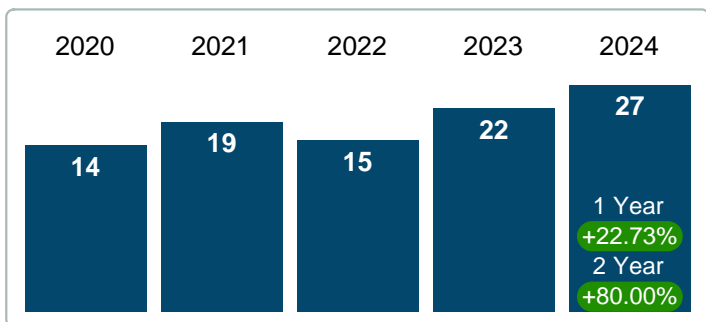
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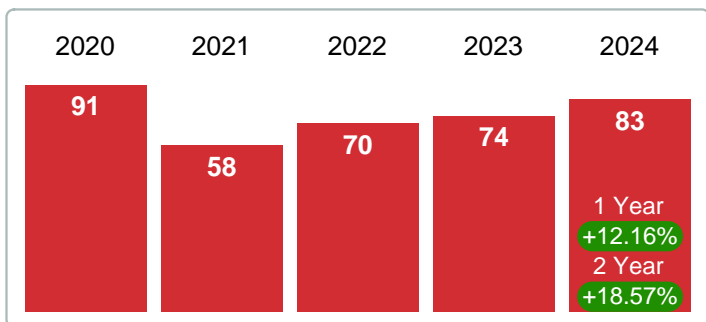
## NEW LISTINGS

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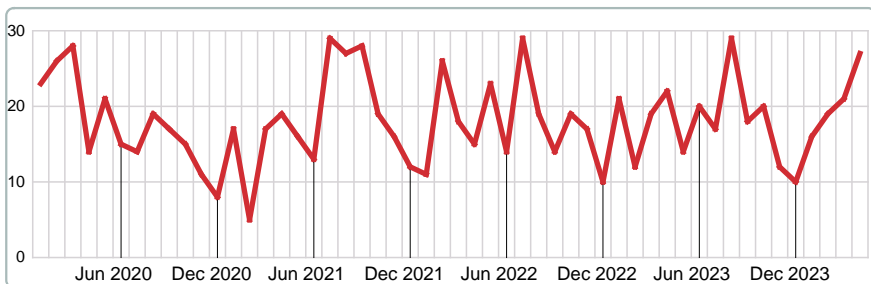
### APRIL



### YEAR TO DATE (YTD)

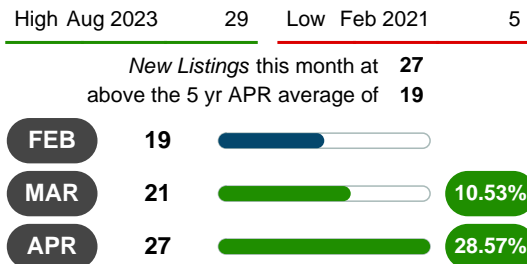


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 19



### 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	7.41%	2	0	0	0
\$80,001 - \$160,000	4	14.81%	1	3	0	0
\$160,001 - \$260,000	5	18.52%	0	4	1	0
\$260,001 - \$340,000	5	18.52%	1	2	2	0
\$340,001 - \$490,000	4	14.81%	1	3	0	0
\$490,001 - \$790,000	4	14.81%	0	1	1	2
\$790,001 and up	3	11.11%	0	2	1	0
<b>Total New Listed Units</b>	<b>27</b>		<b>5</b>	<b>15</b>	<b>5</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>11,651,055</b>	<b>100%</b>	<b>951.90K</b>	<b>7.04M</b>	<b>2.33M</b>	<b>1.33M</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$190,380</b>	<b>\$469,017</b>	<b>\$465,800</b>	<b>\$667,450</b>

# April 2024



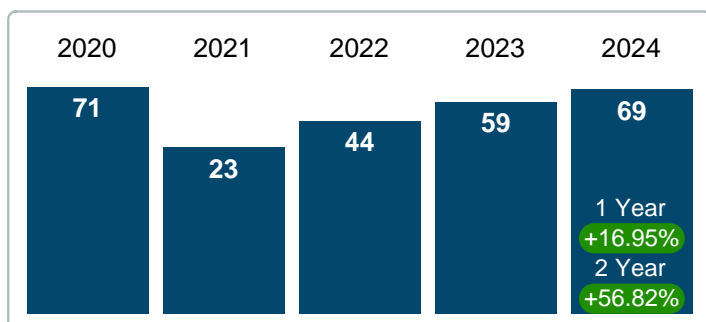
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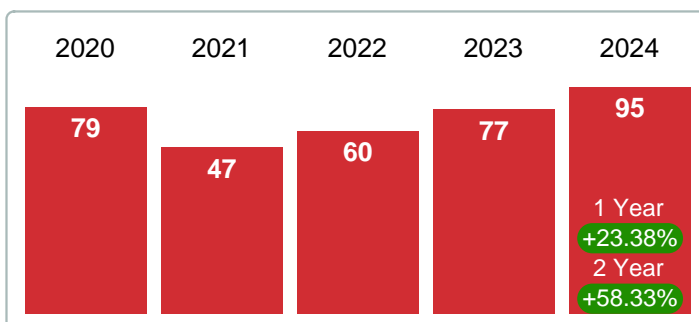
## ACTIVE INVENTORY

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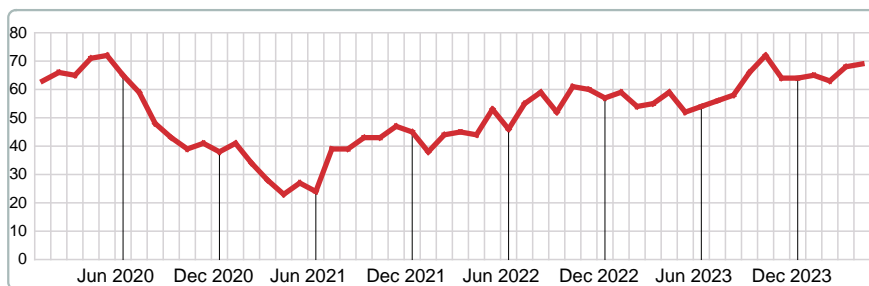
### END OF APRIL



### ACTIVE DURING APRIL

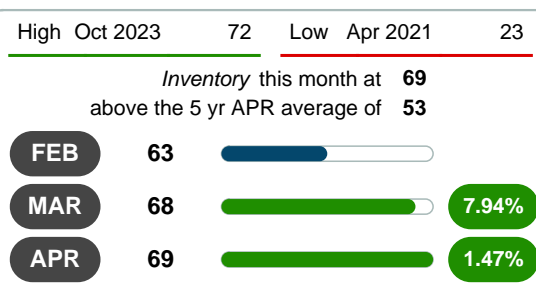


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 53



### 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	4	5.80%	60.3	4	0	0	0
\$75,001 - \$125,000	9	13.04%	86.2	2	7	0	0
\$125,001 - \$150,000	11	15.94%	140.0	1	9	0	1
\$150,001 - \$275,000	19	27.54%	84.8	2	11	5	1
\$275,001 - \$375,000	9	13.04%	70.8	1	5	3	0
\$375,001 - \$575,000	10	14.49%	52.4	1	6	2	1
\$575,001 and up	7	10.14%	38.6	0	3	2	2
<b>Total Active Inventory by Units</b>	<b>69</b>			<b>11</b>	<b>41</b>	<b>12</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>21,235,955</b>	<b>100%</b>	<b>81.1</b>	<b>1.70M</b>	<b>12.32M</b>	<b>5.07M</b>	<b>2.15M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$307,767</b>			<b>\$154,573</b>	<b>\$300,396</b>	<b>\$422,217</b>	<b>\$430,560</b>

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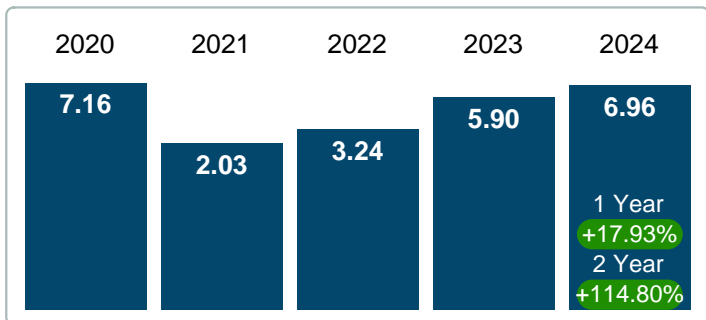
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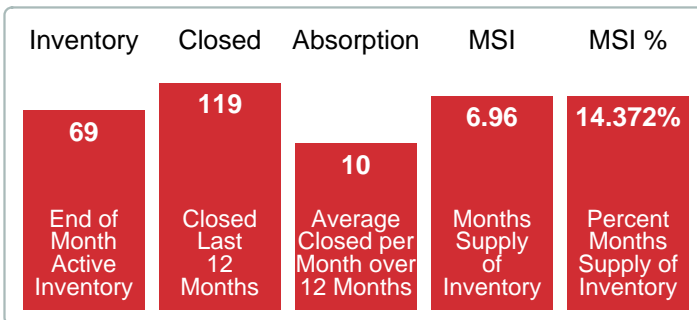
## MONTHS SUPPLY of INVENTORY (MSI)

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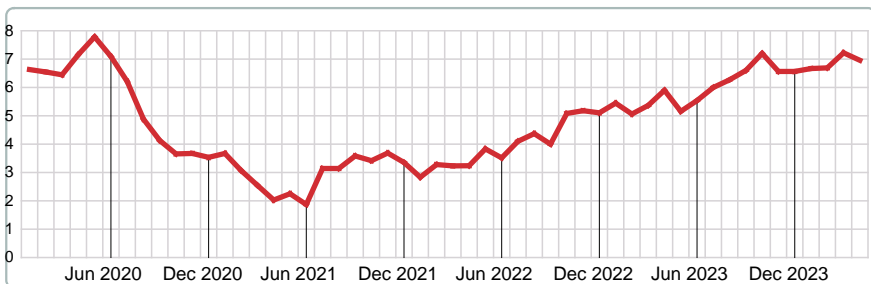
### MSI FOR APRIL



### INDICATORS FOR APRIL 2024

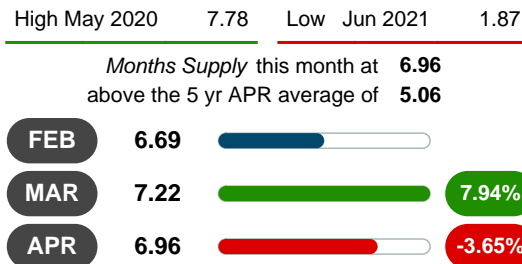


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 5.06



### 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	4	5.80%	5.33	16.00	0.00	0.00	0.00
\$75,001 - \$125,000	9	13.04%	5.68	3.00	7.64	0.00	0.00
\$125,001 - \$150,000	11	15.94%	5.50	1.71	7.20	0.00	0.00
\$150,001 - \$275,000	19	27.54%	5.30	4.00	5.50	5.45	6.00
\$275,001 - \$375,000	9	13.04%	7.20	0.00	6.67	9.00	0.00
\$375,001 - \$575,000	10	14.49%	20.00	12.00	24.00	24.00	12.00
\$575,001 and up	7	10.14%	28.00	0.00	0.00	12.00	24.00
Market Supply of Inventory (MSI)			6.96	5.28	7.34	6.86	10.00
Total Active Inventory by Units		100%	6.96	11	41	12	5

# April 2024



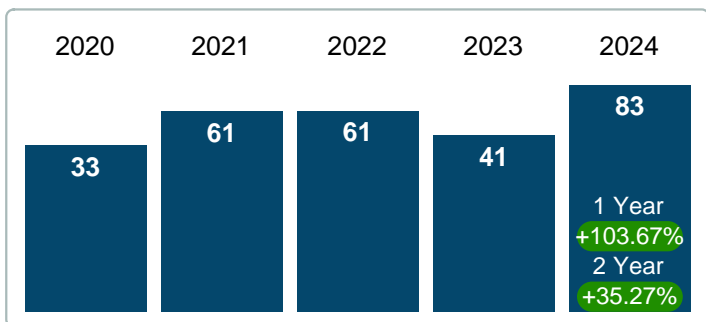
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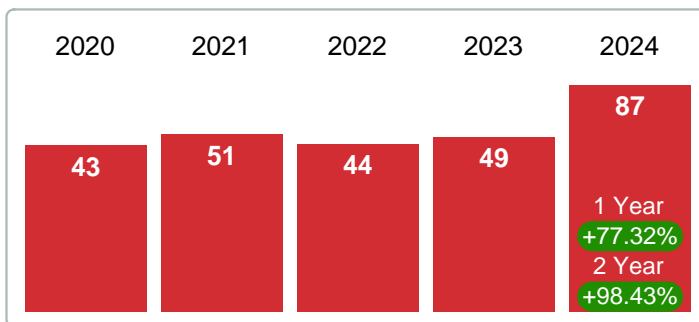
## AVERAGE DAYS ON MARKET TO SALE

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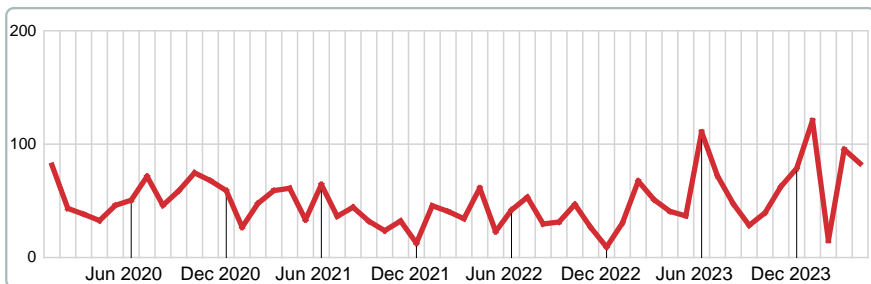
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 56

High Jan 2024 121 Low Dec 2022 9

Average Days on Market to Sale this month at 83 above the 5 yr APR 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
\$75,000 and less	0.00%	0	0	0	0	0
\$75,001 - \$100,000	15.38%	24	4	44	0	0
\$100,001 - \$125,000	7.69%	5	5	0	0	0
\$125,001 - \$225,000	30.77%	92	100	89	0	0
\$225,001 - \$375,000	23.08%	22	10	0	6	49
\$375,001 - \$575,000	7.69%	112	0	112	0	0
\$575,001 and up	15.38%	241	0	0	216	266
<b>Average Closed DOM</b>		<b>83</b>	<b>30</b>	<b>84</b>	<b>111</b>	<b>158</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>83</b>	<b>4</b>	<b>5</b>	<b>2</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>3,348,000</b>	<b>579.00K</b>	<b>891.50K</b>	<b>822.50K</b>	<b>1.06M</b>



# April 2024



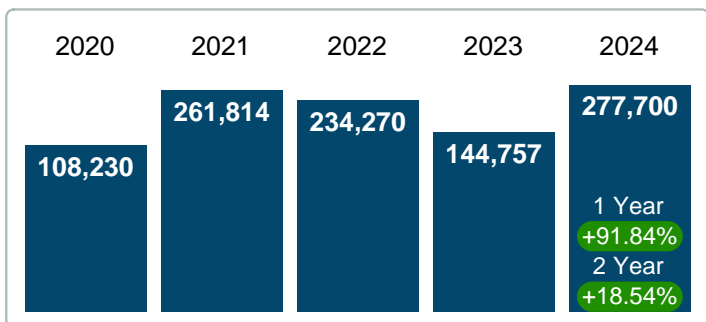
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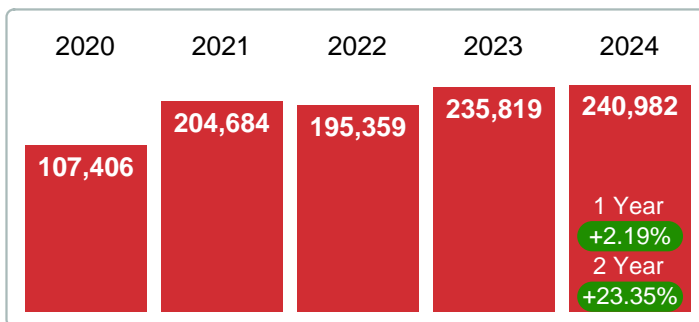
## AVERAGE LIST PRICE AT CLOSING

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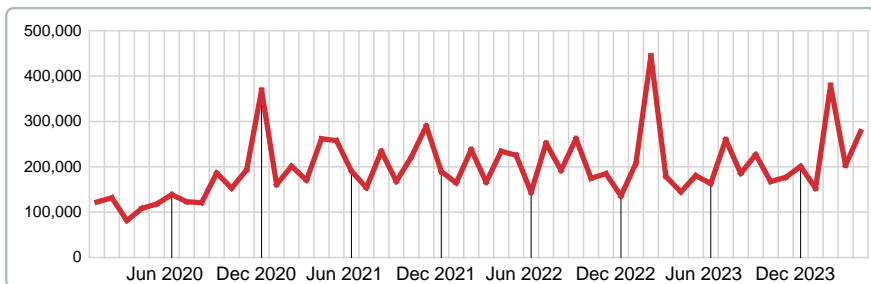
### APRIL



### YEAR TO DATE (YTD)

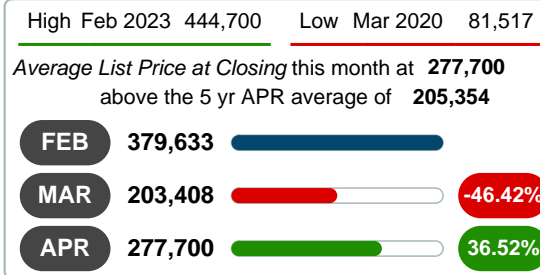


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 205,354



### 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
\$75,000 and less	0	0.00%	0	0	0	0	0
\$75,001 - \$100,000	2	15.38%	88,950	89,900	88,000	0	0
\$100,001 - \$125,000	1	7.69%	115,000	115,000	0	0	0
\$125,001 - \$225,000	4	30.77%	143,700	144,900	143,300	0	0
\$225,001 - \$375,000	3	23.08%	245,800	249,900	0	232,500	255,000
\$375,001 - \$575,000	1	7.69%	395,000	0	395,000	0	0
\$575,001 and up	2	15.38%	805,000	0	0	625,000	985,000
Average List Price			277,700	149,925	182,580	428,750	620,000
Total Closed Units		100%	277,700	4	5	2	2
Total Closed Volume			3,610,100	599.70K	912.90K	857.50K	1.24M



# April 2024



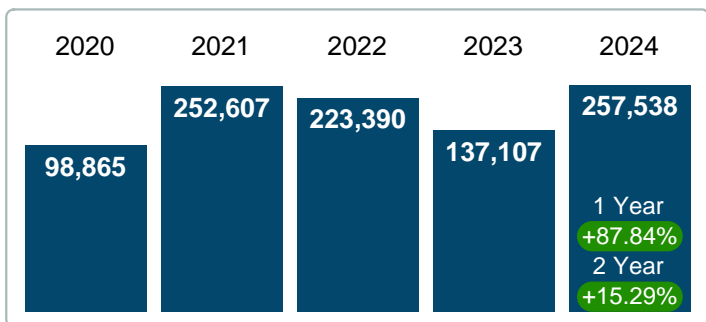
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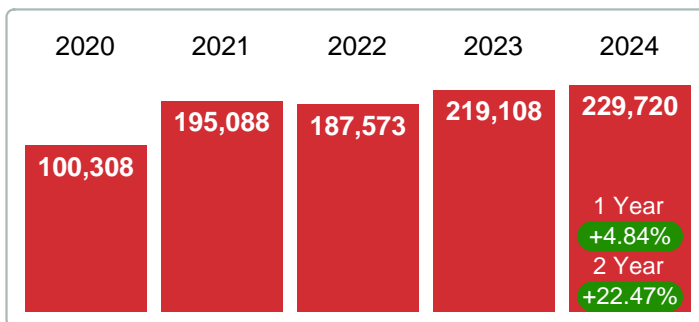
## AVERAGE SOLD PRICE AT CLOSING

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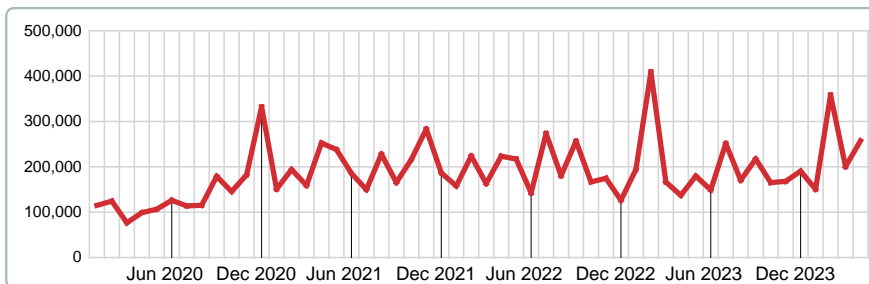
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

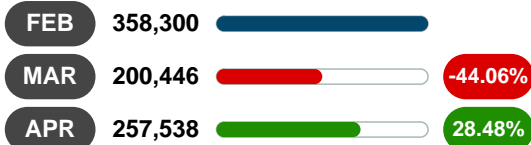


### 3 MONTHS

5 year APR AVG = 193,902

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

Average Sold Price at Closing this month at **257,538**  
above the 5 yr APR average of **193,902**



### 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
\$75,000 and less	0.00%	0	0	0	0	0
\$75,001 - \$100,000	15.38%	85,000	85,000	85,000	0	0
\$100,001 - \$125,000	7.69%	115,000	115,000	0	0	0
\$125,001 - \$225,000	30.77%	136,125	133,000	137,167	0	0
\$225,001 - \$375,000	23.08%	243,667	246,000	0	240,000	245,000
\$375,001 - \$575,000	7.69%	395,000	0	395,000	0	0
\$575,001 and up	15.38%	696,250	0	0	582,500	810,000
<b>Average Sold Price</b>		<b>257,538</b>	<b>144,750</b>	<b>178,300</b>	<b>411,250</b>	<b>527,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>257,538</b>	<b>4</b>	<b>5</b>	<b>2</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>3,348,000</b>	<b>579.00K</b>	<b>891.50K</b>	<b>822.50K</b>	<b>1.06M</b>

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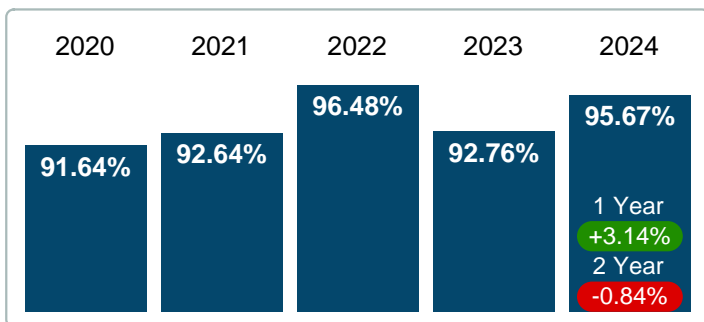
Area Delimited by County Of Sequoyah - Residential Property Type



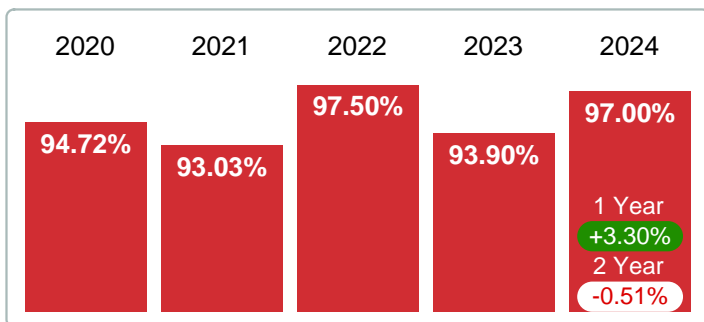
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 13, 2024 for MLS Technology Inc.

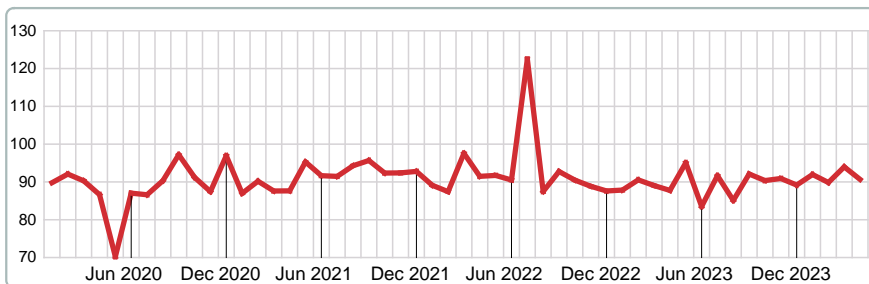
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

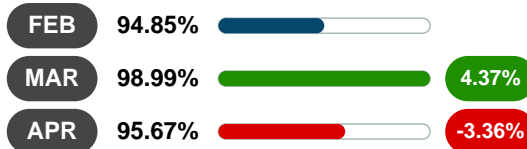


### 3 MONTHS

5 year APR AVG = 93.84%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **95.67%** above the 5 yr APR average of **93.84%**



### 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
\$75,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	2	15.38%	95.57%	94.55%	96.59%	0.00%	0.00%
\$100,001 - \$125,000	1	7.69%	100.00%	100.00%	0.00%	0.00%	0.00%
\$125,001 - \$225,000	4	30.77%	94.84%	91.79%	95.86%	0.00%	0.00%
\$225,001 - \$375,000	3	23.08%	99.25%	98.44%	0.00%	103.23%	96.08%
\$375,001 - \$575,000	1	7.69%	100.00%	0.00%	100.00%	0.00%	0.00%
\$575,001 and up	2	15.38%	87.72%	0.00%	0.00%	93.20%	82.23%
Average Sold/List Ratio		95.70%		96.19%	96.84%	98.21%	89.16%
Total Closed Units		13	100%	4	5	2	2
Total Closed Volume		3,348,000		579.00K	891.50K	822.50K	1.06M

# April 2024



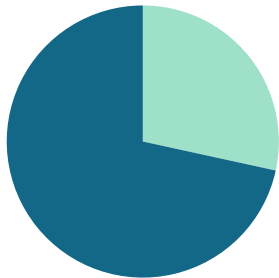
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on May 13, 2024 for MLS Technology Inc.

### INVENTORY

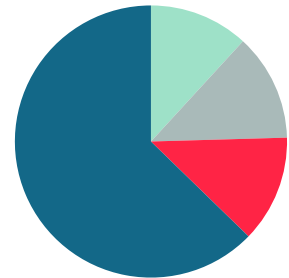


**Inventory**  
 New Listings  
**27 = 28.42%**  
 Start Inventory  
**68**  
 Total Inventory Units  
**95**  
 Volume  
**\$30,313,660**

### Market Activity

Closed Sales  
**13 = 11.82%**  
 Pending Sales  
**14 = 12.73%**  
 Other Off Market  
**14 = 12.73%**  
 Active Inventory  
**69 = 62.73%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	7	13	85.71%	31	33	6.45%
Pending Sales	12	14	16.67%	37	42	13.51%
New Listings	22	27	22.73%	74	83	12.16%
Average List Price	144,757	277,700	91.84%	235,819	240,982	2.19%
Average Sale Price	137,107	257,538	87.84%	219,108	229,720	4.84%
Average Percent of Selling Price to List Price	92.76%	95.67%	3.14%	93.90%	97.00%	3.30%
Average Days on Market to Sale	40.71	82.92	103.67%	49.06	87.00	77.32%
Monthly Inventory	59	69	16.95%	59	69	16.95%
Months Supply of Inventory	5.90	6.96	17.93%	5.90	6.96	17.93%

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

**Inventory** on April 30, 2024 = **69**

**2023** **2024**

### APRIL MARKET

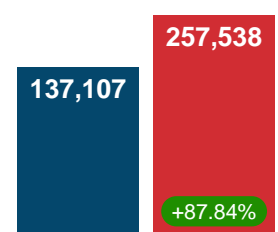
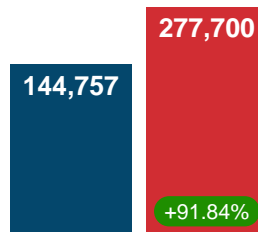
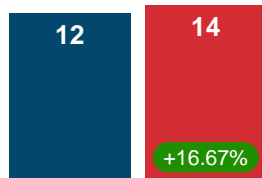
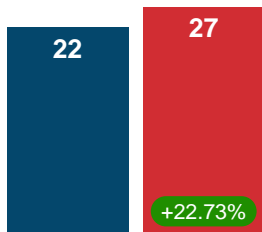
### AVERAGE PRICES

#### 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

