

July 2024



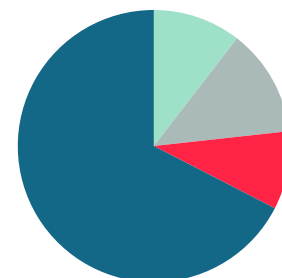
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2023 | July 2024 | +/-% |
|---|---------|-----------|---------|
| Closed Listings | 11 | 9 | -18.18% |
| Pending Listings | 9 | 11 | 22.22% |
| New Listings | 17 | 19 | 11.76% |
| Median List Price | 249,000 | 129,900 | -47.83% |
| Median Sale Price | 248,000 | 110,975 | -55.25% |
| Median Percent of Selling Price to List Price | 97.06% | 96.08% | -1.01% |
| Median Days on Market to Sale | 40.00 | 81.00 | 102.50% |
| End of Month Inventory | 56 | 58 | 3.57% |
| Months Supply of Inventory | 6.00 | 5.70 | -4.92% |



■ Closed (10.47%)
■ Pending (12.79%)
■ Other OffMarket (9.30%)
■ Active (67.44%)

Absorption: Last 12 months, an Average of **10** Sales/Month
Active Inventory as of July 31, 2024 = **58**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2024 rose **3.57%** to 58 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 **5.70** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **55.25%** in July 2024 to \$110,975 versus the previous year at \$248,000.

Median Days on Market Lengthens

The median number of **81.00** days that homes spent on the market before selling increased by 41.00 days or **102.50%** in July 2024 compared to last year's same month at **40.00** DOM.

Sales Success for July 2024 is Positive

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

There were 19 New Listings in July 2024, up **11.76%** from last year at 17. Furthermore, there were 9 Closed Listings this month versus last year at 11, a **-18.18%** decrease.

Closed versus Listed trends yielded a **47.4%** ratio, down from previous year's, July 2023, at **64.7%**, a **26.79%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

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| Pending Listings | 3 |
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| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Median Days on Market to Sale | 7 |
| Median List Price at Closing | 8 |
| Median Sale Price at Closing | 9 |
| Median Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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

July 2024



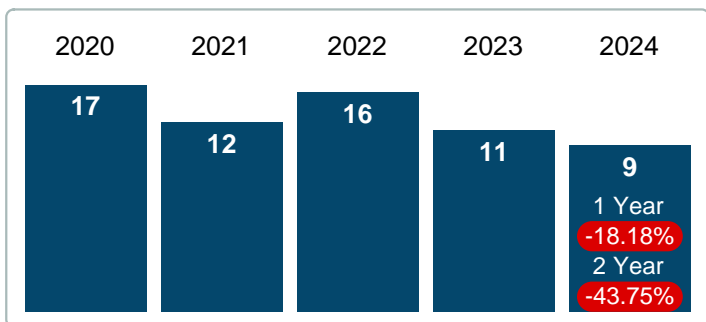
Area Delimited by County Of Sequoyah - Residential Property Type



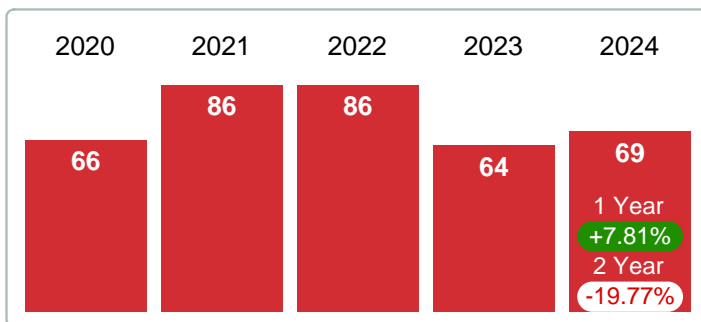
CLOSED LISTINGS

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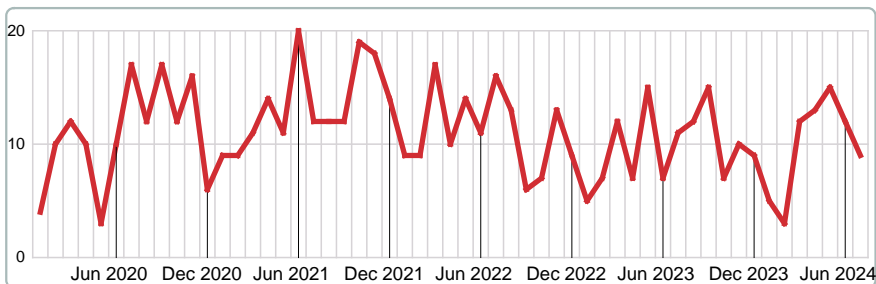
JULY



YEAR TO DATE (YTD)

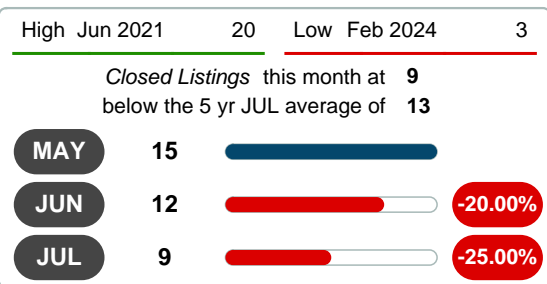


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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 |
|--|------------------|-------------|-------------|-----------------|------------------|--------------|--------------|
| \$20,000 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$20,001 - \$70,000 | 4 | 44.44% | 72.0 | 2 | 2 | 0 | 0 |
| \$70,001 - \$70,000 | 0 | 0.00% | 72.0 | 0 | 0 | 0 | 0 |
| \$70,001 - \$140,000 | 1 | 11.11% | 55.0 | 0 | 1 | 0 | 0 |
| \$140,001 - \$360,000 | 1 | 11.11% | 254.0 | 0 | 1 | 0 | 0 |
| \$360,001 - \$2,450,000 | 3 | 33.33% | 85.0 | 0 | 3 | 0 | 0 |
| \$2,450,001 and up | 0 | 0.00% | 85.0 | 0 | 0 | 0 | 0 |
| Total Closed Units | 9 | | | 2 | 7 | 0 | 0 |
| Total Closed Volume | 3,808,475 | 100% | 81.0 | 95.50K | 3.71M | 0.00B | 0.00B |
| Median Closed Price | \$110,975 | | | \$47,750 | \$148,000 | \$0 | \$0 |

July 2024



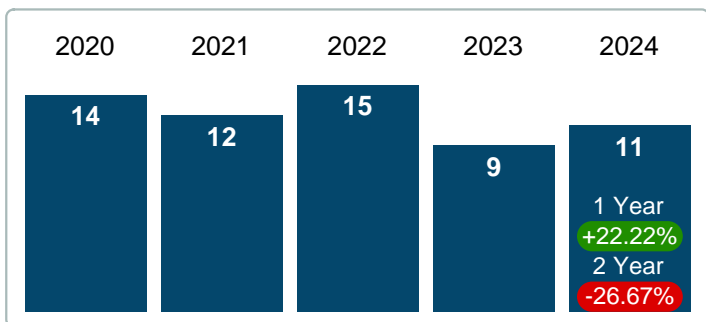
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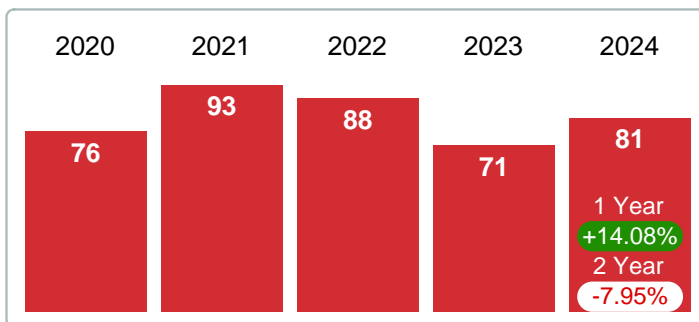
PENDING LISTINGS

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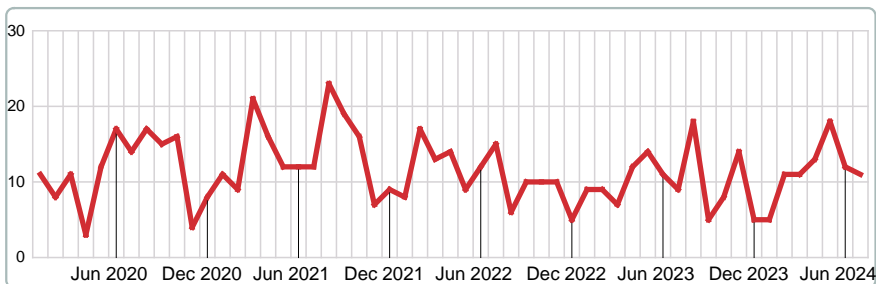
JULY



YEAR TO DATE (YTD)

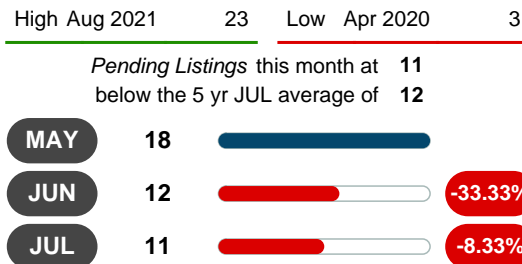


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 12



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|-----------------|------------------|------------------|--------------|
| \$50,000 and less | 1 | 9.09% | 216.0 | 1 | 0 | 0 | 0 |
| \$50,001 - \$50,000 | 0 | 0.00% | 216.0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$150,000 | 3 | 27.27% | 109.0 | 1 | 2 | 0 | 0 |
| \$150,001 - \$175,000 | 2 | 18.18% | 60.0 | 0 | 2 | 0 | 0 |
| \$175,001 - \$475,000 | 2 | 18.18% | 54.0 | 0 | 1 | 1 | 0 |
| \$475,001 - \$575,000 | 1 | 9.09% | 5.0 | 0 | 1 | 0 | 0 |
| \$575,001 and up | 2 | 18.18% | 70.5 | 0 | 1 | 1 | 0 |
| Total Pending Units | 11 | | | 2 | 7 | 2 | 0 |
| Total Pending Volume | 2,968,805 | 100% | 92.0 | 100.50K | 2.09M | 778.95K | 0.00B |
| Median Listing Price | \$165,555 | | | \$50,250 | \$165,555 | \$389,475 | \$0 |

July 2024



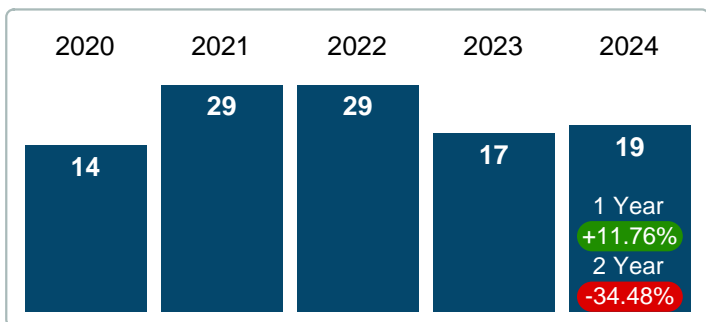
Area Delimited by County Of Sequoyah - Residential Property Type



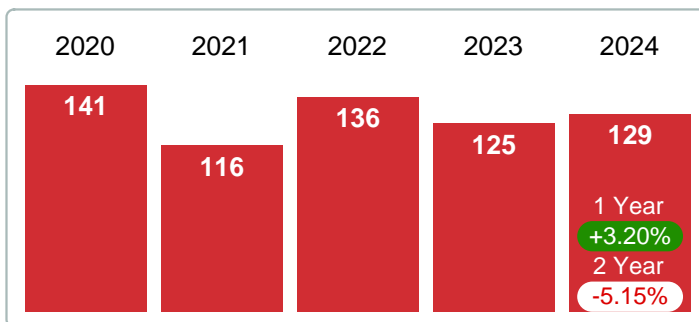
NEW LISTINGS

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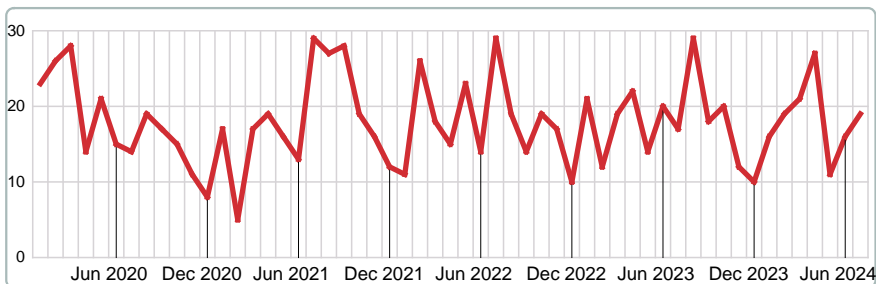
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

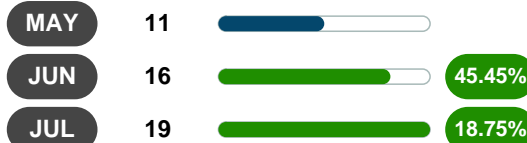


3 MONTHS

5 year JUL AVG = 22

High Aug 2023 29 Low Feb 2021 5

New Listings this month at 19
below the 5 yr JUL average of 22



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|------------------|------------------|------------------|--------------|
| \$125,000 and less | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$125,001 - \$150,000 | 4 | 21.05% | 1 | 2 | 1 | 0 |
| \$150,001 - \$175,000 | 3 | 15.79% | 1 | 2 | 0 | 0 |
| \$175,001 - \$225,000 | 1 | 5.26% | 0 | 0 | 1 | 0 |
| \$225,001 - \$275,000 | 4 | 21.05% | 0 | 2 | 2 | 0 |
| \$275,001 - \$350,000 | 6 | 31.58% | 1 | 3 | 2 | 0 |
| \$350,001 and up | 1 | 5.26% | 0 | 1 | 0 | 0 |
| Total New Listed Units | 19 | | 3 | 10 | 6 | 0 |
| Total New Listed Volume | 4,502,200 | 100% | 656.40K | 2.47M | 1.38M | 0.00B |
| Median New Listed Listing Price | \$239,000 | | \$156,500 | \$234,500 | \$249,900 | \$0 |

July 2024



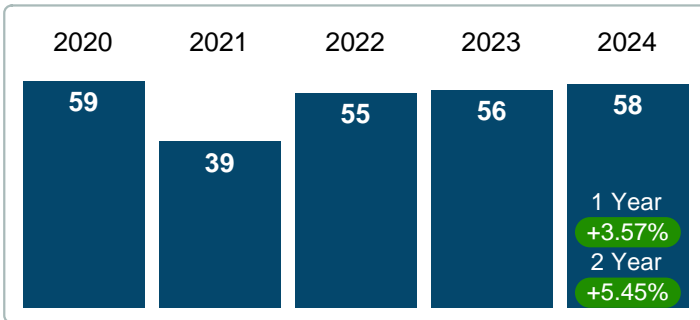
Area Delimited by County Of Sequoyah - Residential Property Type



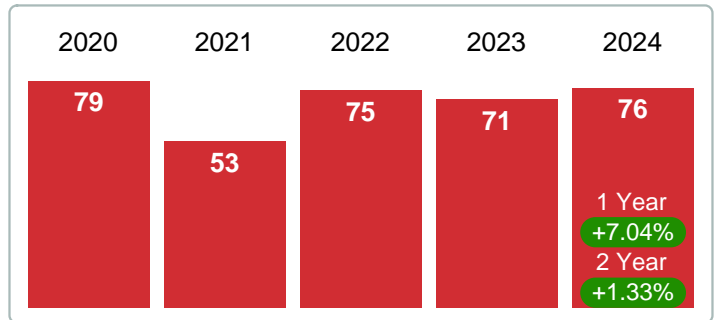
ACTIVE INVENTORY

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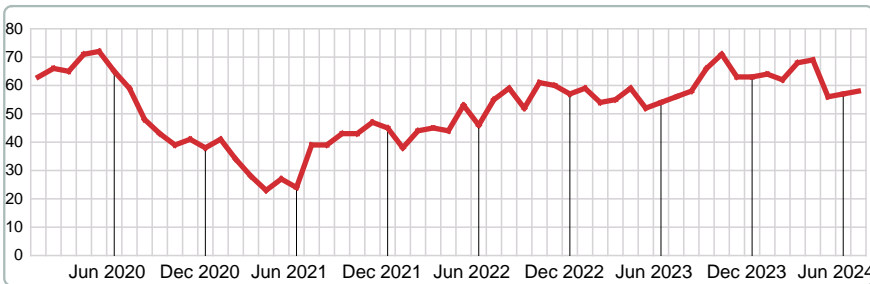
END OF JULY



ACTIVE DURING JULY

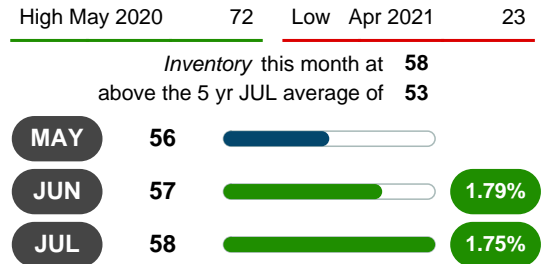


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$125,000 and less | 3 | 5.17% | 72.0 | 3 | 0 | 0 | 0 |
| \$125,001 - \$150,000 | 7 | 12.07% | 28.0 | 1 | 5 | 1 | 0 |
| \$150,001 - \$200,000 | 12 | 20.69% | 84.5 | 3 | 7 | 2 | 0 |
| \$200,001 - \$325,000 | 15 | 25.86% | 47.0 | 1 | 7 | 7 | 0 |
| \$325,001 - \$400,000 | 7 | 12.07% | 41.0 | 1 | 3 | 3 | 0 |
| \$400,001 - \$625,000 | 8 | 13.79% | 108.5 | 0 | 4 | 2 | 2 |
| \$625,001 and up | 6 | 10.34% | 97.5 | 0 | 4 | 0 | 2 |
| Total Active Inventory by Units | 58 | | | 9 | 30 | 15 | 4 |
| Total Active Inventory by Volume | 18,851,600 | 100% | 69.5 | 1.50M | 9.69M | 4.50M | 3.16M |
| Median Active Inventory Listing Price | \$282,000 | | | \$156,500 | \$247,000 | \$290,000 | \$649,450 |

July 2024



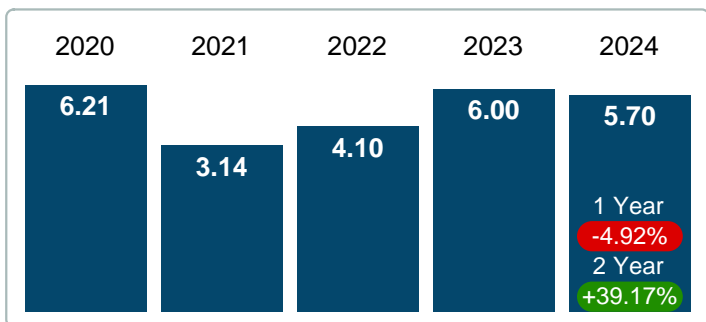
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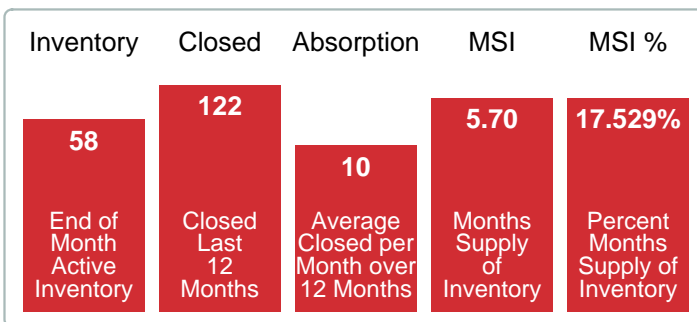
MONTHS SUPPLY of INVENTORY (MSI)

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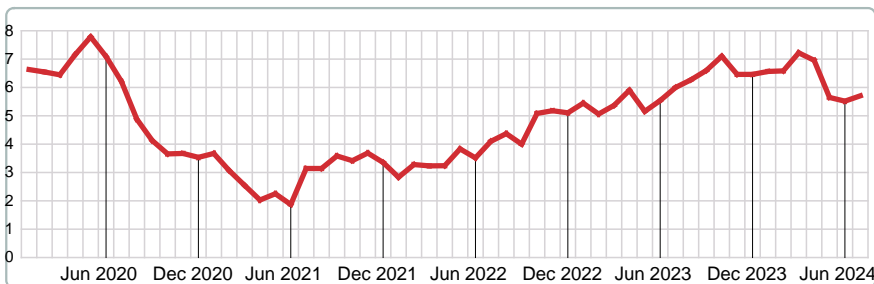
MSI FOR JULY



INDICATORS FOR JULY 2024

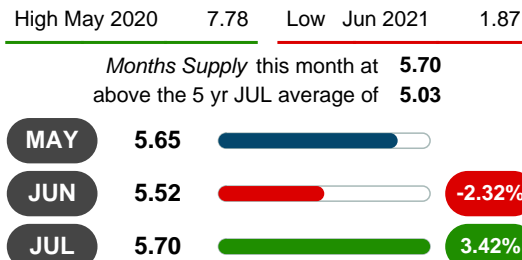


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.03



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 |
|---|------|--------|-------|----------|--------|--------|---------|
| \$125,000 and less | 3 | 5.17% | 1.03 | 2.40 | 0.00 | 0.00 | 0.00 |
| \$125,001 - \$150,000 | 7 | 12.07% | 4.42 | 3.00 | 4.62 | 6.00 | 0.00 |
| \$150,001 - \$200,000 | 12 | 20.69% | 5.76 | 7.20 | 5.60 | 6.00 | 0.00 |
| \$200,001 - \$325,000 | 15 | 25.86% | 7.83 | 4.00 | 8.40 | 9.33 | 0.00 |
| \$325,001 - \$400,000 | 7 | 12.07% | 7.64 | 6.00 | 6.00 | 36.00 | 0.00 |
| \$400,001 - \$625,000 | 8 | 13.79% | 16.00 | 0.00 | 16.00 | 24.00 | 24.00 |
| \$625,001 and up | 6 | 10.34% | 24.00 | 0.00 | 48.00 | 0.00 | 24.00 |
| Market Supply of Inventory (MSI) | 5.70 | | | 3.60 | 5.37 | 9.47 | 8.00 |
| Total Active Inventory by Units | 58 | | 100% | 9 | 30 | 15 | 4 |

July 2024



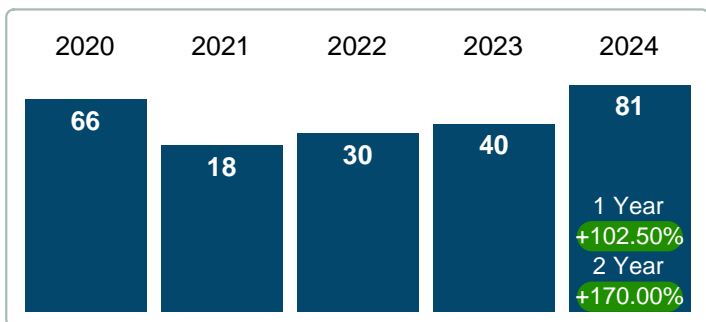
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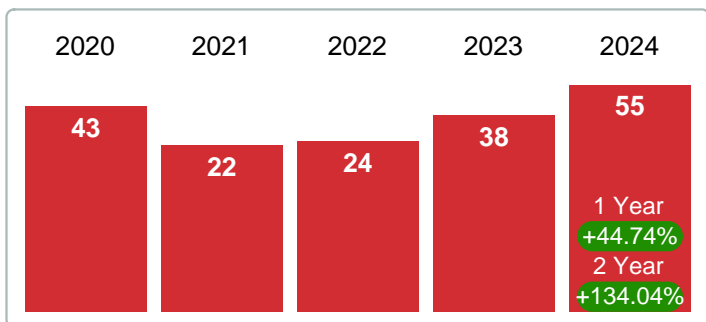
MEDIAN DAYS ON MARKET TO SALE

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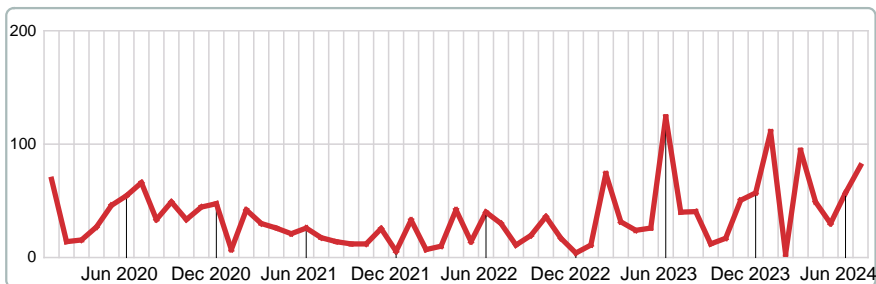
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

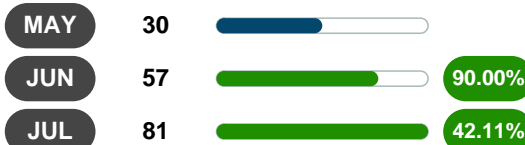


3 MONTHS

5 year JUL AVG = 47

High Jun 2023 124 Low Feb 2024 3

Median Days on Market to Sale this month at 81 above the 5 yr JUL average of 47



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 |
|--|--------|-----------|----------|--------|--------|---------|
| \$20,000 and less | 0 | 98 | 0 | 0 | 0 | 0 |
| \$20,001 - \$70,000 | 44.44% | 72 | 72 | 69 | 0 | 0 |
| \$70,001 - \$70,000 | 0.00% | 72 | 0 | 0 | 0 | 0 |
| \$70,001 - \$140,000 | 11.11% | 55 | 0 | 55 | 0 | 0 |
| \$140,001 - \$360,000 | 11.11% | 254 | 0 | 254 | 0 | 0 |
| \$360,001 - \$2,450,000 | 33.33% | 85 | 0 | 85 | 0 | 0 |
| \$2,450,001 and up | 0.00% | 85 | 0 | 0 | 0 | 0 |
| Median Closed DOM | | 81 | 72 | 85 | 0 | 0 |
| Total Closed Units | 100% | 81.0 | 2 | 7 | | |
| Total Closed Volume | | 3,808,475 | 95.50K | 3.71M | 0.00B | 0.00B |

July 2024



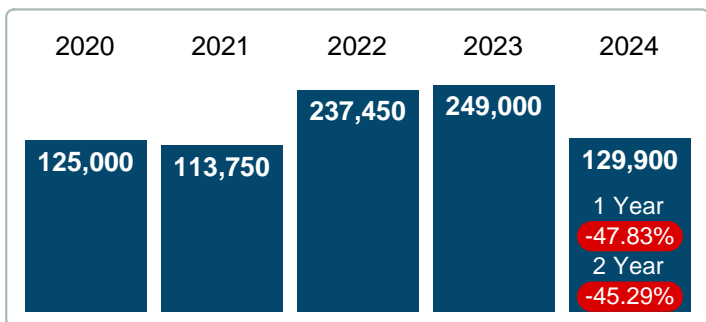
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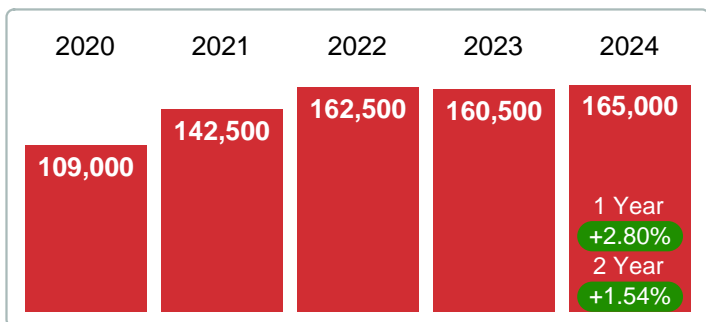
MEDIAN LIST PRICE AT CLOSING

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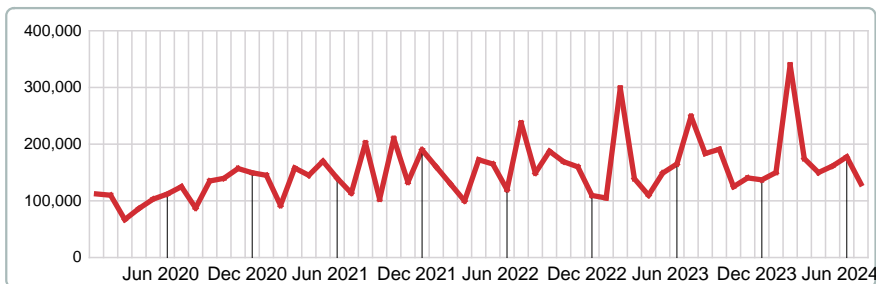
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 171,020

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

Median List Price at Closing this month at **129,900**
below the 5 yr JUL average of **171,020**

- MAY: 161,500
- JUN: 177,500 (+9.91%)
- JUL: 129,900 (-26.82%)

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 |
|---|---|--------|-----------|----------|-----------|--------|---------|
| \$20,000 and less | 0 | 0.00% | 85 | 0 | 0 | 0 | 0 |
| \$20,001 - \$70,000 | 2 | 22.22% | 48,750 | 48,750 | 0 | 0 | 0 |
| \$70,001 - \$70,000 | 0 | 0.00% | 48,750 | 0 | 0 | 0 | 0 |
| \$70,001 - \$140,000 | 3 | 33.33% | 89,900 | 0 | 89,900 | 0 | 0 |
| \$140,001 - \$360,000 | 1 | 11.11% | 149,900 | 0 | 149,900 | 0 | 0 |
| \$360,001 - \$2,450,000 | 2 | 22.22% | 439,450 | 0 | 439,450 | 0 | 0 |
| \$2,450,001 and up | 1 | 11.11% | 2,495,000 | 0 | 2,495,000 | 0 | 0 |
| Median List Price | | | 129,900 | 48,750 | 149,900 | 0 | 0 |
| Total Closed Units | | 100% | 129,900 | 2 | 7 | | |
| Total Closed Volume | | | 3,926,100 | 97.50K | 3.83M | 0.00B | 0.00B |

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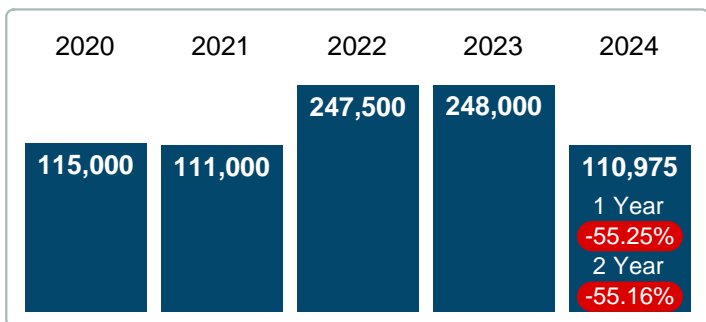
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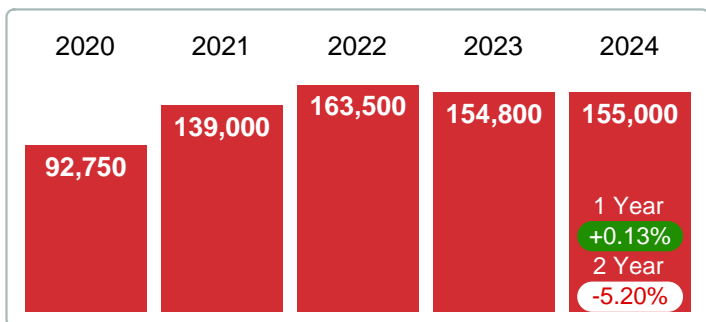
MEDIAN SOLD PRICE AT CLOSING

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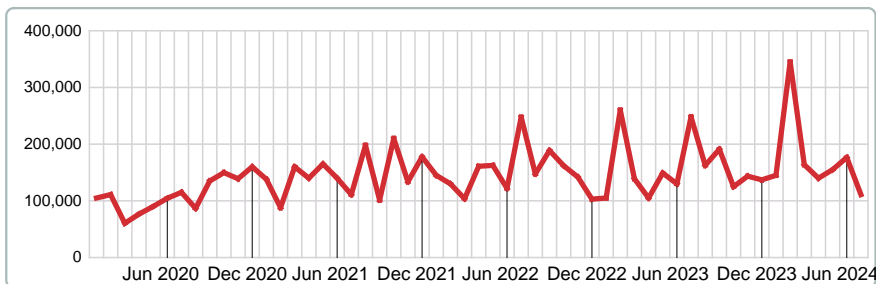
JULY



YEAR TO DATE (YTD)

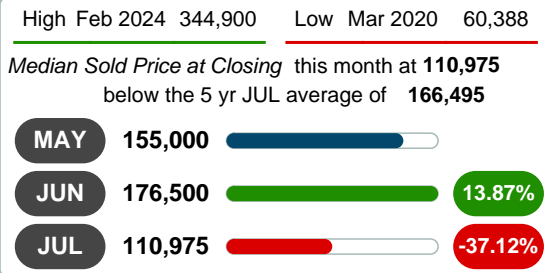


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 166,495



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 |
|---|---|--------|-----------|----------|---------|--------|---------|
| \$20,000 and less | 0 | 0.00% | 2,495,000 | 0 | 0 | 0 | 0 |
| \$20,001 - \$70,000 | 4 | 44.44% | 69,250 | 47,750 | 70,000 | 0 | 0 |
| \$70,001 - \$70,000 | 0 | 0.00% | 69,250 | 0 | 0 | 0 | 0 |
| \$70,001 - \$140,000 | 1 | 11.11% | 110,975 | 0 | 110,975 | 0 | 0 |
| \$140,001 - \$360,000 | 1 | 11.11% | 148,000 | 0 | 148,000 | 0 | 0 |
| \$360,001 - \$2,450,000 | 3 | 33.33% | 499,000 | 0 | 499,000 | 0 | 0 |
| \$2,450,001 and up | 0 | 0.00% | 499,000 | 0 | 0 | 0 | 0 |
| Median Sold Price | | | 110,975 | 47,750 | 148,000 | 0 | 0 |
| Total Closed Units | | 100% | 110,975 | 2 | 7 | | |
| Total Closed Volume | | | 3,808,475 | 95.50K | 3.71M | 0.00B | 0.00B |

July 2024



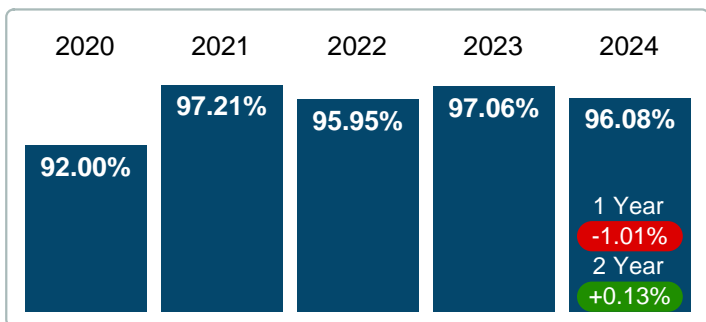
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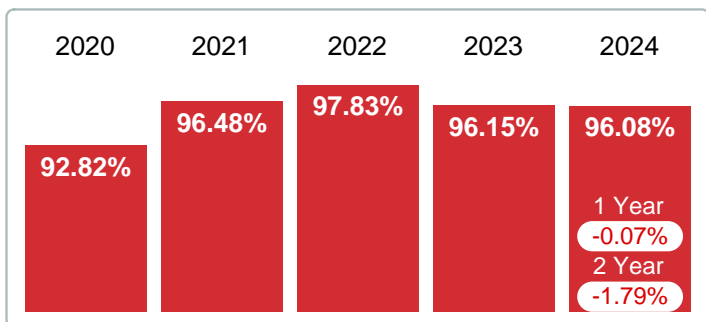
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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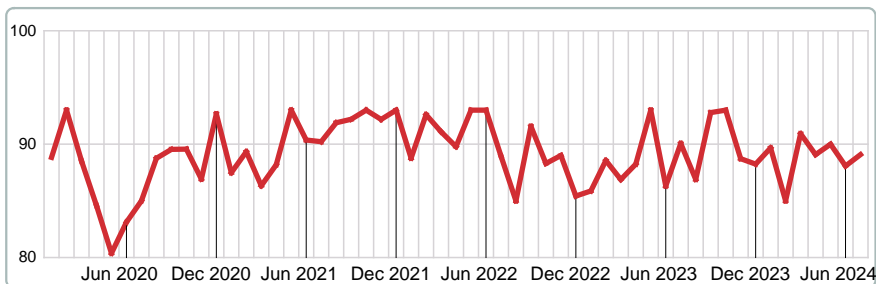
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

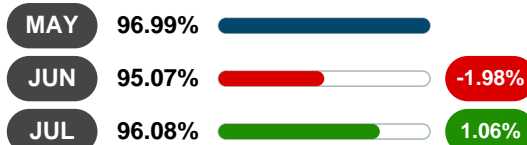


3 MONTHS

5 year JUL AVG = 95.66%

High Oct 2023 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **96.08%**
 equal to 5 yr JUL average of **95.66%**



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 |
|--|---|-----------|--------|----------|--------|--------|---------|
| \$20,000 and less | 0 | 0.00% | 99.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$20,001 - \$70,000 | 4 | 44.44% | 87.73% | 96.55% | 80.11% | 0.00% | 0.00% |
| \$70,001 - \$70,000 | 0 | 0.00% | 87.73% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$70,001 - \$140,000 | 1 | 11.11% | 85.43% | 0.00% | 85.43% | 0.00% | 0.00% |
| \$140,001 - \$360,000 | 1 | 11.11% | 98.73% | 0.00% | 98.73% | 0.00% | 0.00% |
| \$360,001 - \$2,450,000 | 3 | 33.33% | 98.20% | 0.00% | 98.20% | 0.00% | 0.00% |
| \$2,450,001 and up | 0 | 0.00% | 98.20% | 0.00% | 0.00% | 0.00% | 0.00% |
| Median Sold/List Ratio | | 96.08% | | 96.55% | 96.08% | 0.00% | 0.00% |
| Total Closed Units | | 9 | 100% | 2 | 7 | | |
| Total Closed Volume | | 3,808,475 | | 95.50K | 3.71M | 0.00B | 0.00B |

July 2024



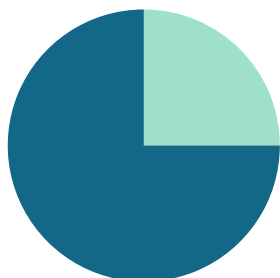
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

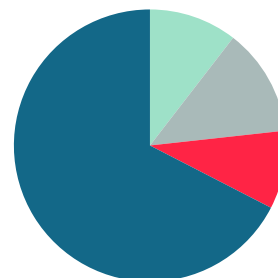


Inventory
 New Listings
19 = 25.00%
 Start Inventory
57
 Total Inventory Units
76
 Volume
\$22,817,505

Market Activity

Closed Sales
9 = 10.47%
 Pending Sales
11 = 12.79%
 Other Off Market
8 = 9.30%
 Active Inventory
58 = 67.44%

MARKET ACTIVITY



| Compared Metrics | July | | | Year to Date | | |
|---|---------|---------|---------|--------------|---------|--------|
| | 2023 | 2024 | +/-% | 2023 | 2024 | +/-% |
| Closed Sales | 11 | 9 | -18.18% | 64 | 69 | 7.81% |
| Pending Sales | 9 | 11 | 22.22% | 71 | 81 | 14.08% |
| New Listings | 17 | 19 | 11.76% | 125 | 129 | 3.20% |
| Median List Price | 249,000 | 129,900 | -47.83% | 160,500 | 165,000 | 2.80% |
| Median Sale Price | 248,000 | 110,975 | -55.25% | 154,800 | 155,000 | 0.13% |
| Median Percent of Selling Price to List Price | 97.06% | 96.08% | -1.01% | 96.15% | 96.08% | -0.07% |
| Median Days on Market to Sale | 40.00 | 81.00 | 102.50% | 38.00 | 55.00 | 44.74% |
| Monthly Inventory | 56 | 58 | 3.57% | 56 | 58 | 3.57% |
| Months Supply of Inventory | 6.00 | 5.70 | -4.92% | 6.00 | 5.70 | -4.92% |

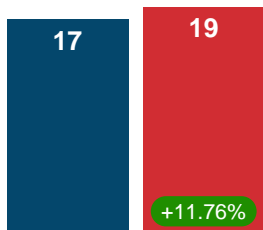
Absorption: Last 12 months, an Average of **10** Sales/Month

Inventory on July 31, 2024 = **58**

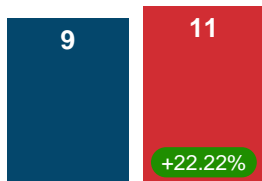
2023 **2024**

JULY MARKET

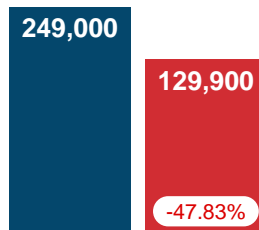
New Listings



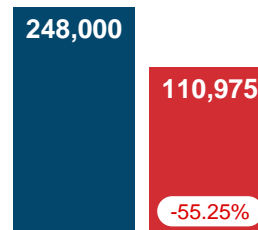
Pending Listings



List Price

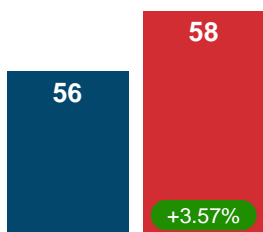


Sale Price

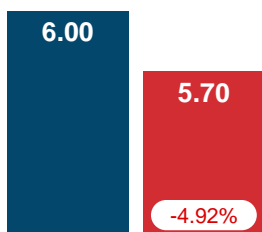


INVENTORY

Active Inventory

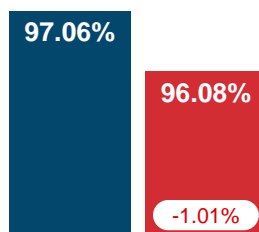


Monthly Supply of Inventory



MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

