



September 2024

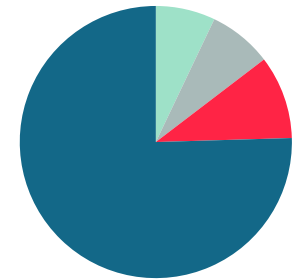
Area Delimited by County Of Sequoyah



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2023	2024	+/-%
Closed Listings	16	15	-6.25%
Pending Listings	13	16	23.08%
New Listings	43	41	-4.65%
Average List Price	226,869	191,284	-15.69%
Average Sale Price	217,100	181,980	-16.18%
Average Percent of Selling Price to List Price	96.90%	94.72%	-2.25%
Average Days on Market to Sale	28.88	86.20	198.53%
End of Month Inventory	166	160	-3.61%
Months Supply of Inventory	11.38	10.38	-8.82%



■ Closed (7.08%)
■ Pending (7.55%)
■ Other OffMarket (9.91%)
■ Active (75.47%)

Absorption: Last 12 months, an Average of **15 Sales/Month Active Inventory** as of September 30, 2024 = **160**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2024 decreased **3.61%** to 160 existing homes available for sale. Over the last 12 months this area has had an average of 15 closed sales per month. This represents an unsold inventory index of **10.38** 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 **16.18%** in September 2024 to \$181,980 versus the previous year at \$217,100.

Average Days on Market Lengthens

The average number of **86.20** days that homes spent on the market before selling increased by 57.33 days or **198.53%** in September 2024 compared to last year's same month at **28.88** DOM.

Sales Success for September 2024 is Positive

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

There were 41 New Listings in September 2024, down **4.65%** from last year at 43. Furthermore, there were 15 Closed Listings this month versus last year at 16, a **-6.25%** decrease.

Closed versus Listed trends yielded a **36.6%** ratio, down from previous year's, September 2023, at **37.2%**, a **1.68%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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



September 2024

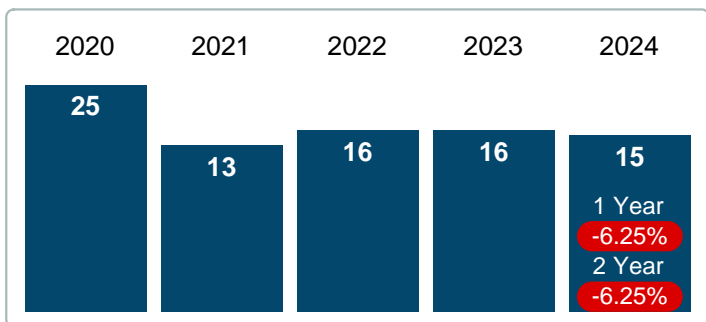
Area Delimited by County Of Sequoyah



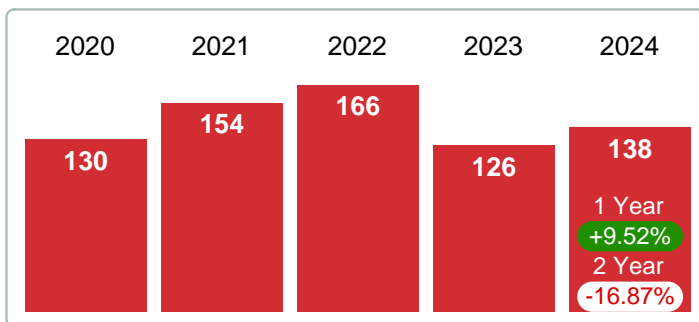
CLOSED LISTINGS

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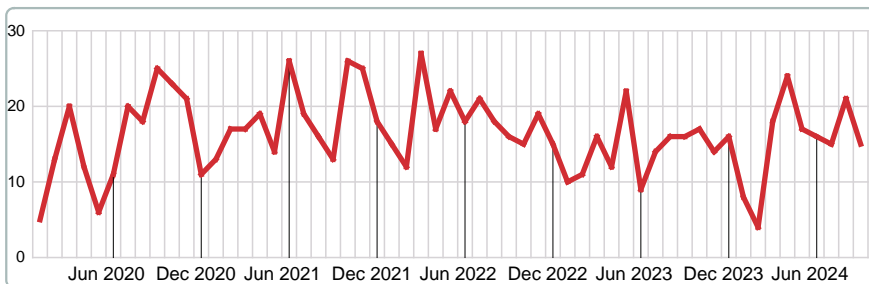
SEPTEMBER



YEAR TO DATE (YTD)

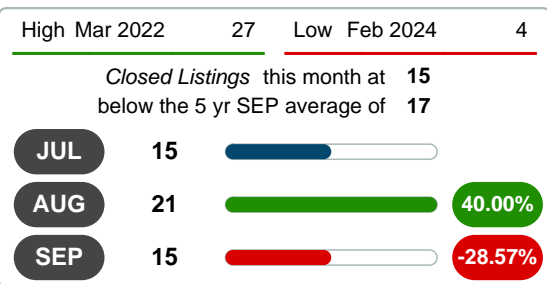


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 17



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	6.67%	1.0	1	0	0	0
\$25,001 - \$125,000	2	13.33%	93.5	2	0	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$150,000	4	26.67%	104.3	2	2	0	0
\$150,001 - \$250,000	4	26.67%	72.5	2	1	1	0
\$250,001 - \$325,000	1	6.67%	9.0	0	1	0	0
\$325,001 and up	3	20.00%	129.7	0	2	1	0
Total Closed Units	15			7	6	2	0
Total Closed Volume	2,729,700	100%	86.2	752.00K	1.40M	582.00K	0.00B
Average Closed Price	\$181,980			\$107,429	\$232,617	\$291,000	\$0

September 2024



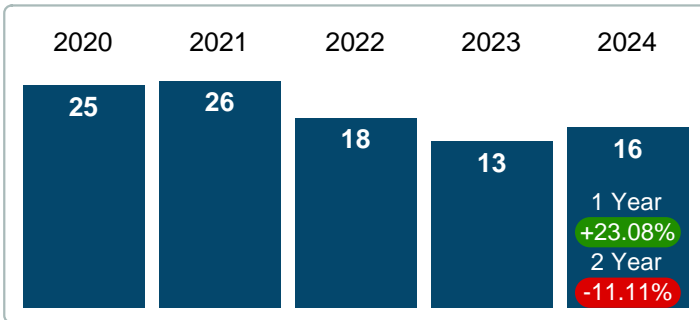
Area Delimited by County Of Sequoyah



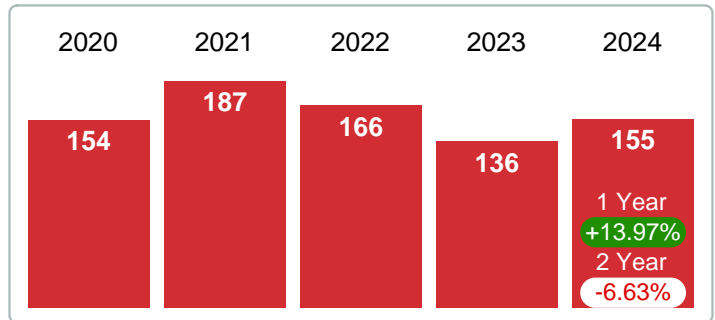
PENDING LISTINGS

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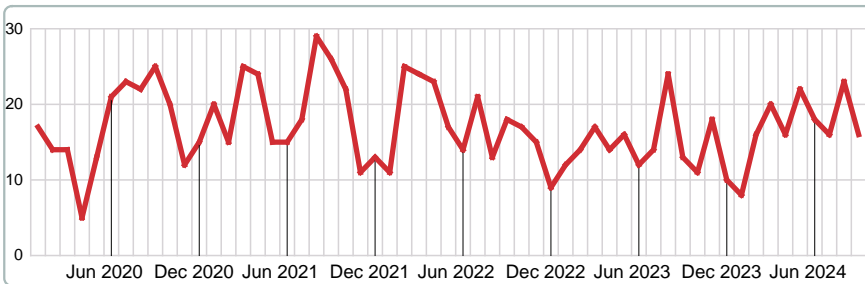
SEPTEMBER



YEAR TO DATE (YTD)

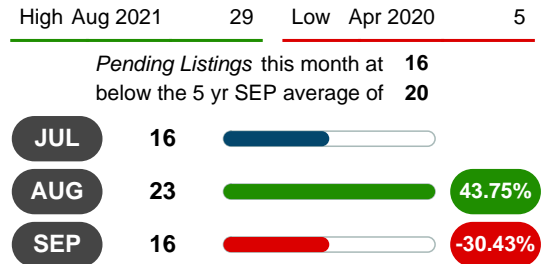


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 20



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	6.25%	9.0	1	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$100,000	5	31.25%	121.8	5	0	0	0
\$100,001 - \$225,000	5	31.25%	19.2	4	1	0	0
\$225,001 - \$275,000	1	6.25%	57.0	0	0	1	0
\$275,001 - \$375,000	2	12.50%	30.0	0	0	2	0
\$375,001 and up	2	12.50%	122.0	0	1	0	1
Total Pending Units	16			10	2	3	1
Total Pending Volume	2,732,800	100%	49.5	882.90K	544.00K	856.90K	449.00K
Average Listing Price	\$197,450			\$88,290	\$272,000	\$285,633	\$449,000



September 2024

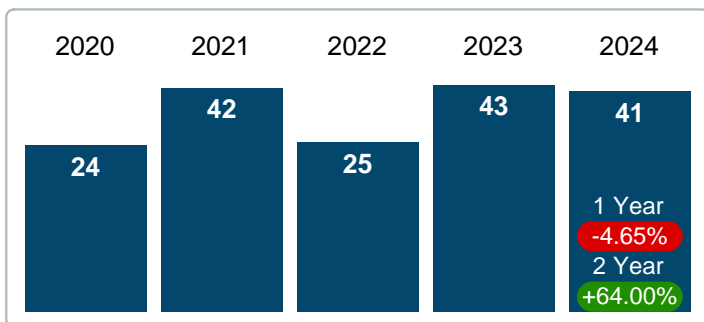
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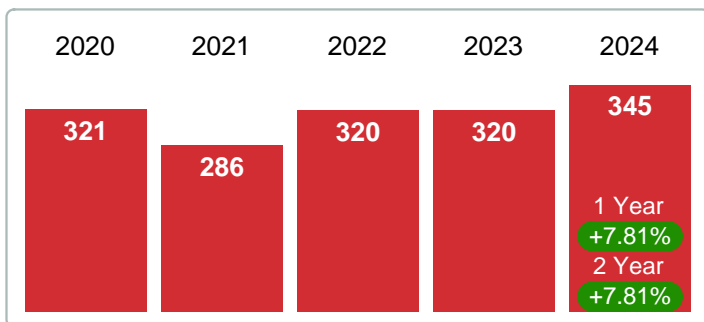
NEW LISTINGS

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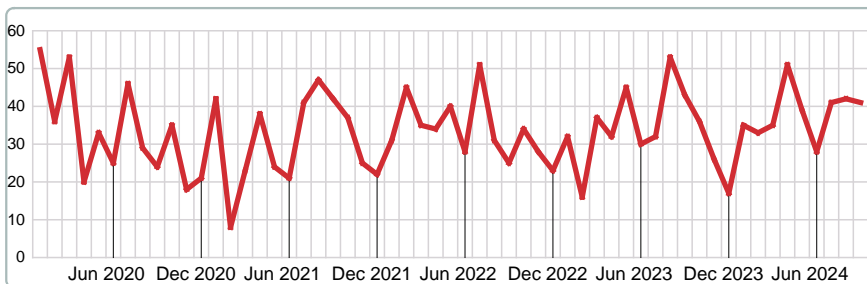
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 35

High Jan 2020: 55 | Low Feb 2021: 8

New Listings this month at **41**
above the 5 yr SEP average of **35**

- JUL: 41
- AUG: 42 (+2.44%)
- SEP: 41 (-2.38%)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	2	4.88%	2	0	0	0
\$70,001 - \$100,000	6	14.63%	4	1	1	0
\$100,001 - \$140,000	4	9.76%	2	2	0	0
\$140,001 - \$220,000	11	26.83%	3	8	0	0
\$220,001 - \$280,000	8	19.51%	3	3	1	1
\$280,001 - \$390,000	5	12.20%	2	2	1	0
\$390,001 and up	5	12.20%	3	0	2	0
Total New Listed Units	41		19	16	5	1
Total New Listed Volume	10,311,250	100%	4.44M	3.15M	2.48M	245.00K
Average New Listed Listing Price	\$0		\$233,487	\$196,663	\$496,680	\$245,000



September 2024

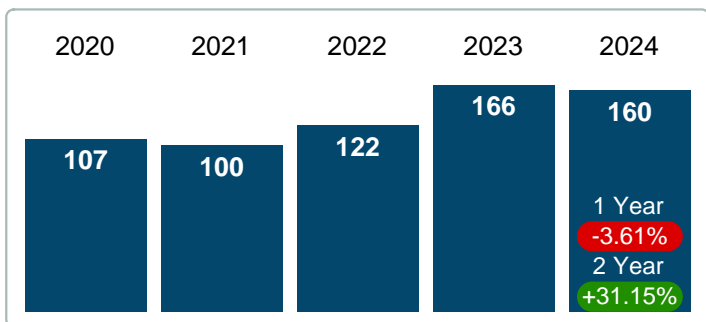
Area Delimited by County Of Sequoyah



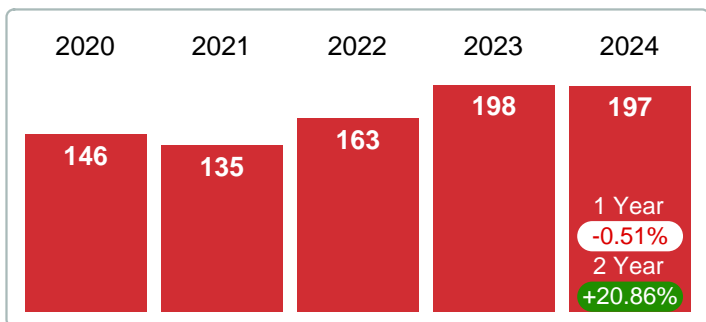
ACTIVE INVENTORY

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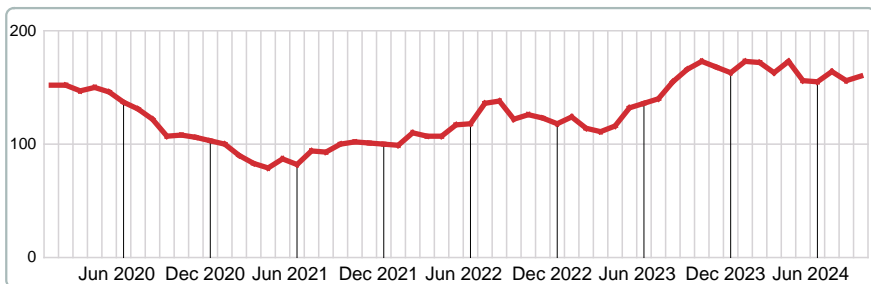
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

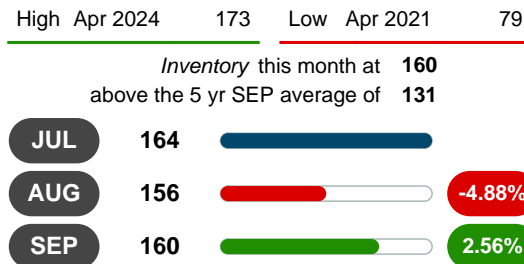


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 131



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	23	14.38%	105.5	23	0	0	0
\$25,001-\$75,000	38	23.75%	110.9	37	1	0	0
\$75,001-\$175,000	31	19.38%	67.1	14	14	3	0
\$175,001-\$275,000	25	15.63%	62.8	10	10	4	1
\$275,001-\$525,000	27	16.88%	74.2	11	10	6	0
\$525,001 and up	16	10.00%	107.9	7	4	2	3
Total Active Inventory by Units	160			102	39	15	4
Total Active Inventory by Volume	36,991,885	100%	87.6	17.57M	10.59M	5.99M	2.84M
Average Active Inventory Listing Price	\$231,199			\$172,248	\$271,610	\$399,360	\$709,850

September 2024



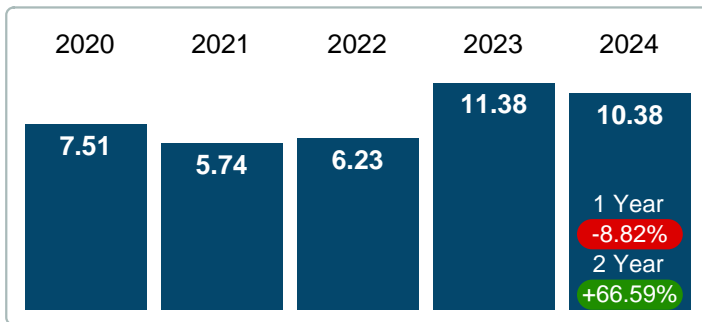
Area Delimited by County Of Sequoyah



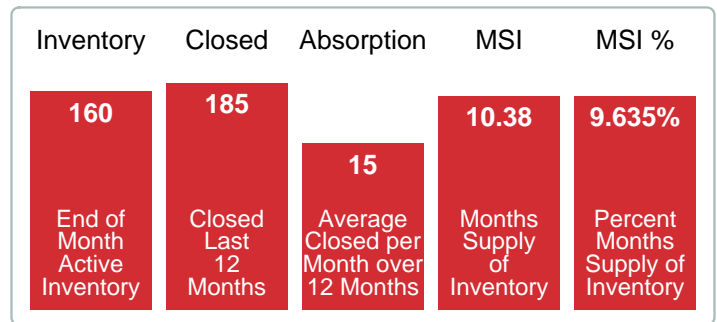
MONTHS SUPPLY of INVENTORY (MSI)

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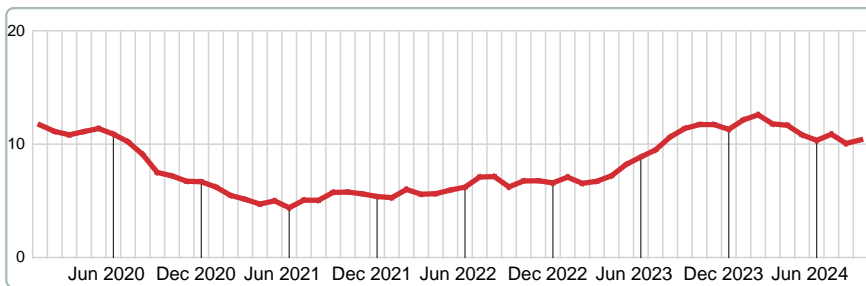
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

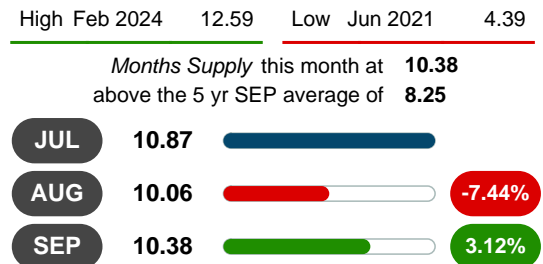


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 8.25



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
\$10,000 and less	9	5.63%	21.60	21.60	0.00	0.00	0.00
\$10,001 - \$40,000	19	11.88%	6.51	6.51	0.00	0.00	0.00
\$40,001 - \$70,000	29	18.13%	19.33	31.64	0.00	0.00	0.00
\$70,001 - \$190,000	44	27.50%	7.14	7.41	6.51	12.00	0.00
\$190,001 - \$290,000	22	13.75%	11.48	16.80	12.00	6.86	12.00
\$290,001 - \$540,000	21	13.13%	10.96	24.00	6.00	15.00	0.00
\$540,001 and up	16	10.00%	27.43	42.00	48.00	8.00	36.00
Market Supply of Inventory (MSI)			10.38	12.62	7.31	9.47	9.60
Total Active Inventory by Units		100%	10.38	102	39	15	4

September 2024



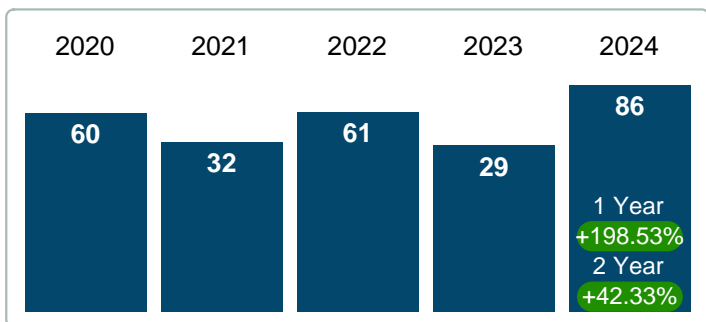
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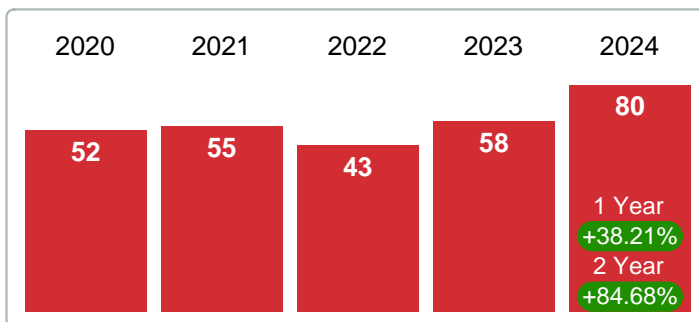
AVERAGE DAYS ON MARKET TO SALE

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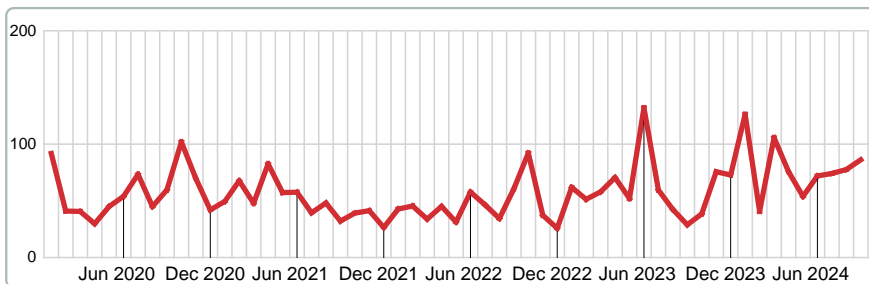
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

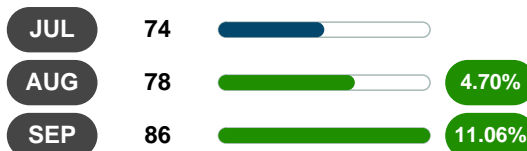


3 MONTHS

5 year SEP AVG = 53

High Jun 2023 132 Low Dec 2022 26

Average Days on Market to Sale this month at 86 above the 5 yr SEP average of 53



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
\$25,000 and less	6.67%	1	1	0	0	0
\$25,001 - \$125,000	13.33%	94	94	0	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	26.67%	104	148	61	0	0
\$150,001 - \$250,000	26.67%	73	77	80	57	0
\$250,001 - \$325,000	6.67%	9	0	9	0	0
\$325,001 and up	20.00%	130	0	157	75	0
Average Closed DOM		86	91	88	66	0
Total Closed Units	100%	86	7	6	2	0
Total Closed Volume		2,729,700	752.00K	1.40M	582.00K	0.00B

September 2024

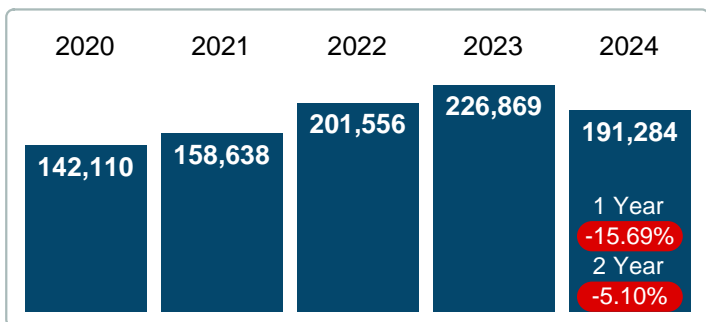
Area Delimited by County Of Sequoyah



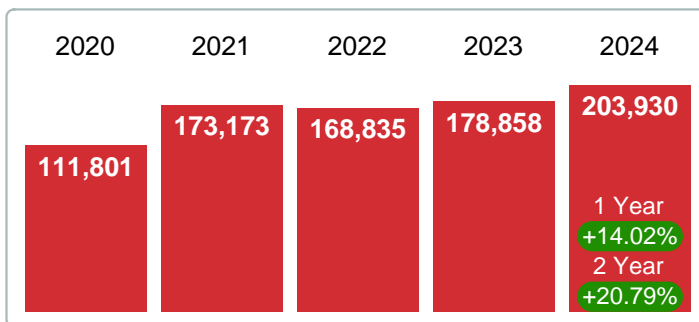
AVERAGE LIST PRICE AT CLOSING

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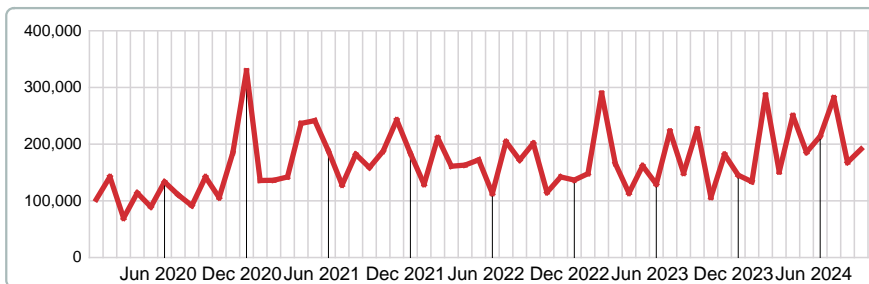
SEPTEMBER



YEAR TO DATE (YTD)

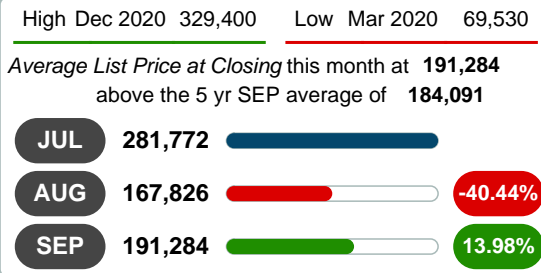


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 184,091



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
\$25,000 and less	6.67%	23,000	23,000	0	0	0
\$25,001 - \$125,000	13.33%	72,000	72,000	0	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	20.00%	139,267	157,500	141,400	0	0
\$150,001 - \$250,000	33.33%	186,091	167,500	165,555	249,900	0
\$250,001 - \$325,000	6.67%	255,000	0	255,000	0	0
\$325,001 and up	20.00%	366,333	0	379,500	340,000	0
Average List Price		191,284	116,714	243,726	294,950	0
Total Closed Units	100%	191,284	7	6	2	0
Total Closed Volume		2,869,255	817.00K	1.46M	589.90K	0.00B



September 2024

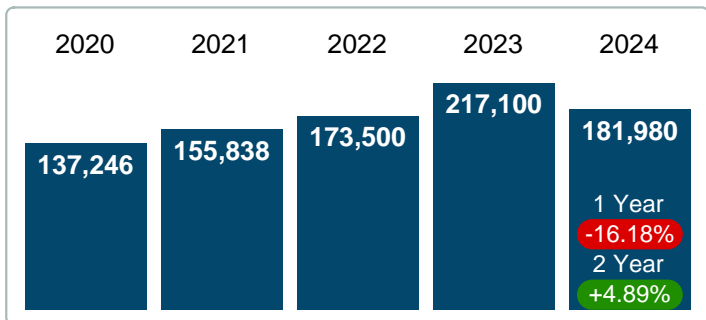
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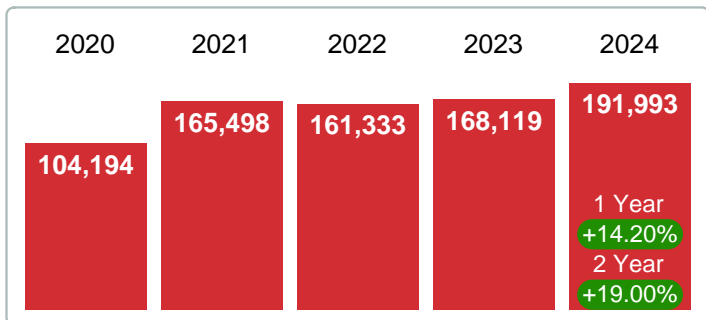
AVERAGE SOLD PRICE AT CLOSING

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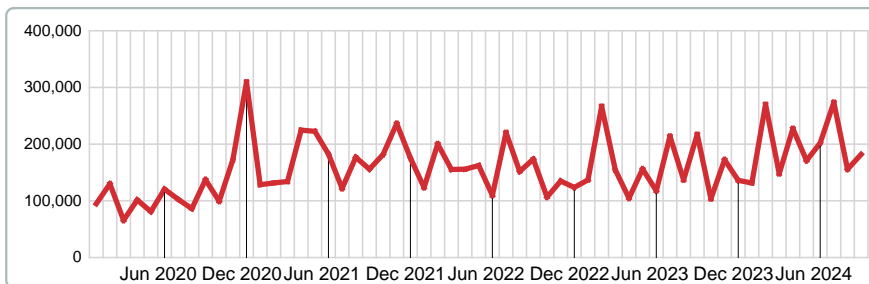
SEPTEMBER



YEAR TO DATE (YTD)

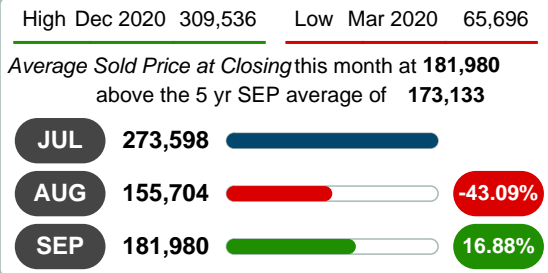


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 173,133



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
\$25,000 and less	6.67%	23,000	23,000	0	0	0
\$25,001 - \$125,000	13.33%	64,500	64,500	0	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	26.67%	136,950	140,000	133,900	0	0
\$150,001 - \$250,000	26.67%	181,225	160,000	154,900	250,000	0
\$250,001 - \$325,000	6.67%	260,000	0	260,000	0	0
\$325,001 and up	20.00%	348,333	0	356,500	332,000	0
Average Sold Price		181,980	107,429	232,617	291,000	0
Total Closed Units	100%	181,980	7	6	2	
Total Closed Volume		2,729,700	752.00K	1.40M	582.00K	0.00B

September 2024



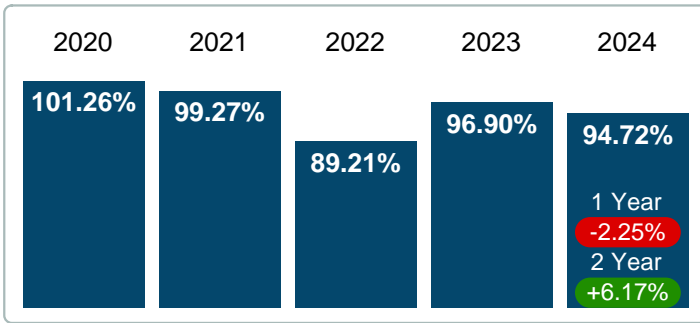
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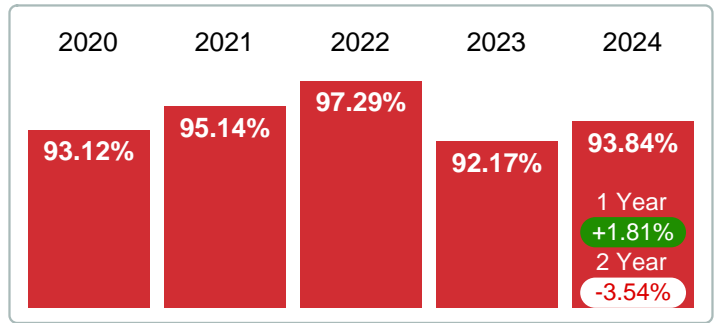
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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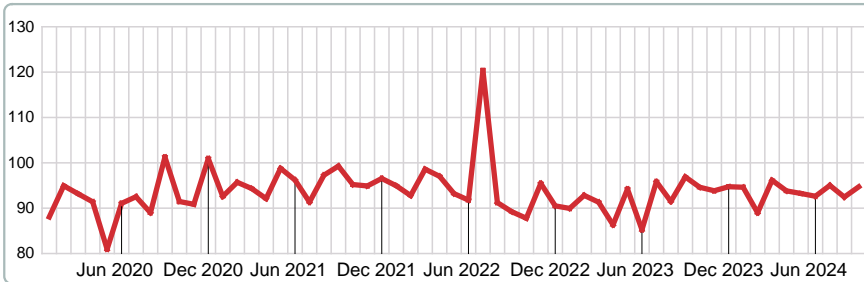
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

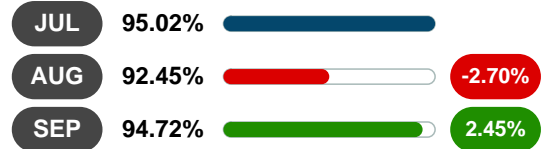


3 MONTHS

5 year SEP AVG = 96.27%

High Jul 2022 120.36% Low May 2020 80.96%

Average Sold/List Ratio this month at **94.72%**
below the 5 yr SEP average of **96.27%**



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
\$25,000 and less	1	6.67%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$125,000	2	13.33%	88.79%	88.79%	0.00%	0.00%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$150,000	4	26.67%	92.55%	90.28%	94.83%	0.00%	0.00%
\$150,001 - \$250,000	4	26.67%	96.26%	95.71%	93.56%	100.04%	0.00%
\$250,001 - \$325,000	1	6.67%	101.96%	0.00%	101.96%	0.00%	0.00%
\$325,001 and up	3	20.00%	95.32%	0.00%	94.15%	97.65%	0.00%
Average Sold/List Ratio		94.70%		92.80%	95.58%	98.84%	0.00%
Total Closed Units		15	100%	7	6	2	
Total Closed Volume		2,729,700		752.00K	1.40M	582.00K	0.00B



September 2024

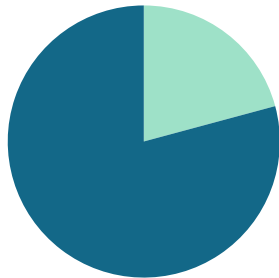
Area Delimited by County Of Sequoyah



MARKET SUMMARY

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

INVENTORY



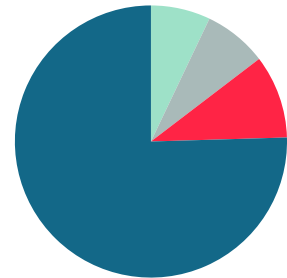
Inventory

- New Listings **41 = 20.81%**
- Start Inventory **156**
- Total Inventory Units **197**
- Volume **\$43,529,385**

Market Activity

- Closed Sales **15 = 7.08%**
- Pending Sales **16 = 7.55%**
- Other Off Market **21 = 9.91%**
- Active Inventory **160 = 75.47%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	16	15	-6.25%	126	138	9.52%
Pending Sales	13	16	23.08%	136	155	13.97%
New Listings	43	41	-4.65%	320	345	7.81%
Average List Price	226,869	191,284	-15.69%	178,858	203,930	14.02%
Average Sale Price	217,100	181,980	-16.18%	168,119	191,993	14.20%
Average Percent of Selling Price to List Price	96.90%	94.72%	-2.25%	92.17%	93.84%	1.81%
Average Days on Market to Sale	28.88	86.20	198.53%	57.65	79.68	38.21%
Monthly Inventory	166	160	-3.61%	166	160	-3.61%
Months Supply of Inventory	11.38	10.38	-8.82%	11.38	10.38	-8.82%

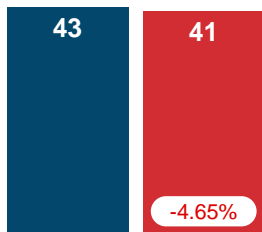
Absorption: Last 12 months, an Average of **15** Sales/Month

Inventory on September 30, 2024 = **160** 2023 2024

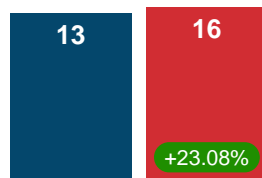
SEPTEMBER MARKET

AVERAGE PRICES

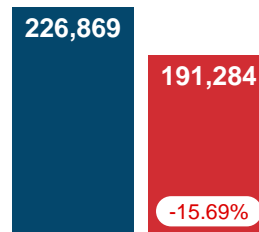
New Listings



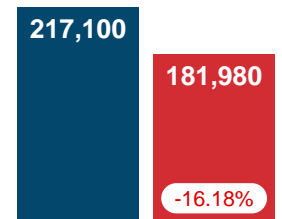
Pending Listings



List Price



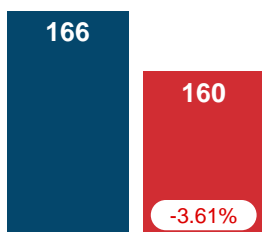
Sale Price



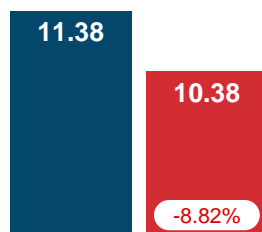
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

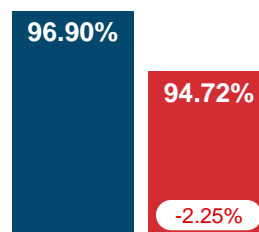
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

