



# September 2024

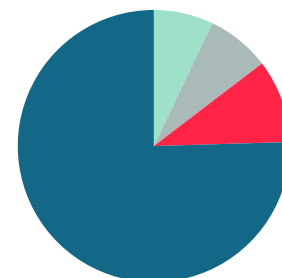
Area Delimited by County Of Sequoyah



## 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%
Median List Price	194,000	165,555	-14.66%
Median Sale Price	193,000	154,900	-19.74%
Median Percent of Selling Price to List Price	98.67%	96.52%	-2.17%
Median Days on Market to Sale	12.50	57.00	356.00%
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.

#### 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 **19.74%** in September 2024 to \$154,900 versus the previous year at \$193,000.

#### Median Days on Market Lengthens

The median number of **57.00** days that homes spent on the market before selling increased by 44.50 days or **356.00%** in September 2024 compared to last year's same month at **12.50** DOM.

#### Sales Success for September 2024 is Positive

Overall, with Median 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

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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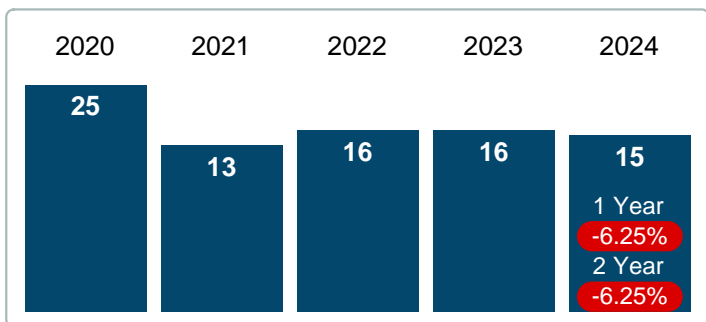
Area Delimited by County Of Sequoyah



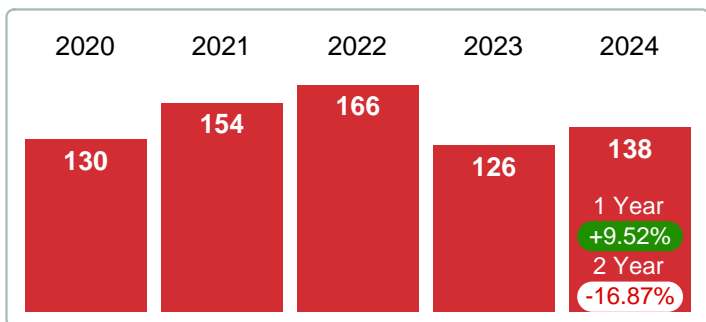
## CLOSED LISTINGS

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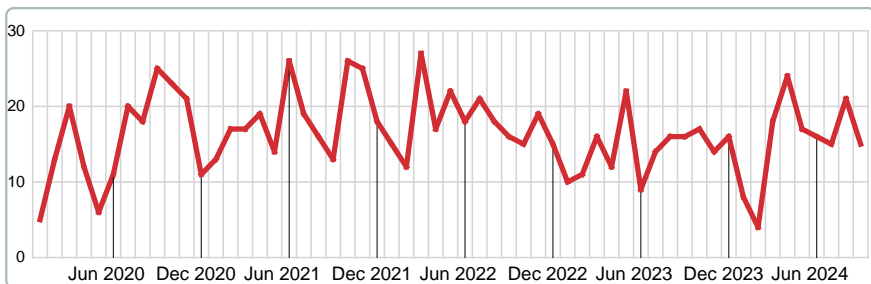
### SEPTEMBER



### YEAR TO DATE (YTD)

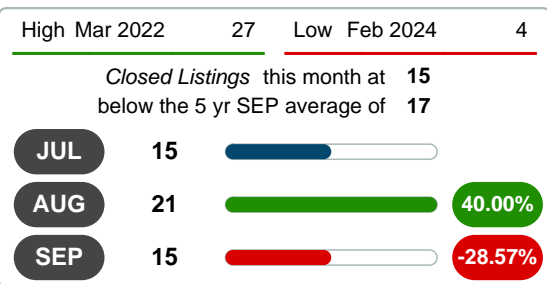


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 17



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	93.5	0	0	0	0
\$125,001 - \$150,000	4	26.67%	61.0	2	2	0	0
\$150,001 - \$250,000	4	26.67%	68.5	2	1	1	0
\$250,001 - \$325,000	1	6.67%	9.0	0	1	0	0
\$325,001 and up	3	20.00%	75.0	0	2	1	0
<b>Total Closed Units</b>	<b>15</b>			<b>7</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>2,729,700</b>	<b>100%</b>	<b>57.0</b>	<b>752.00K</b>	<b>1.40M</b>	<b>582.00K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$154,900</b>			<b>\$135,000</b>	<b>\$207,450</b>	<b>\$291,000</b>	<b>\$0</b>

# September 2024

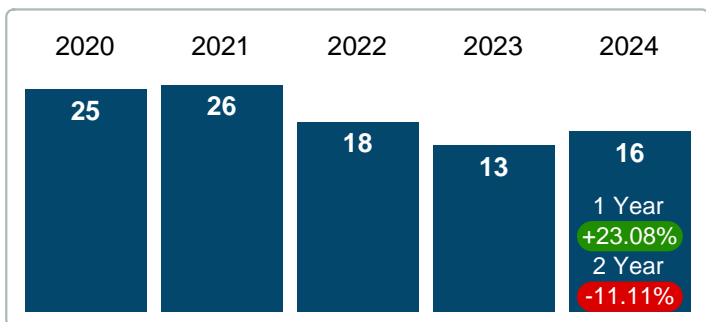
Area Delimited by County Of Sequoyah



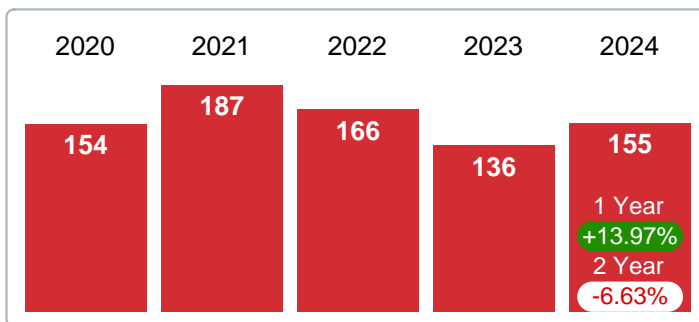
## PENDING LISTINGS

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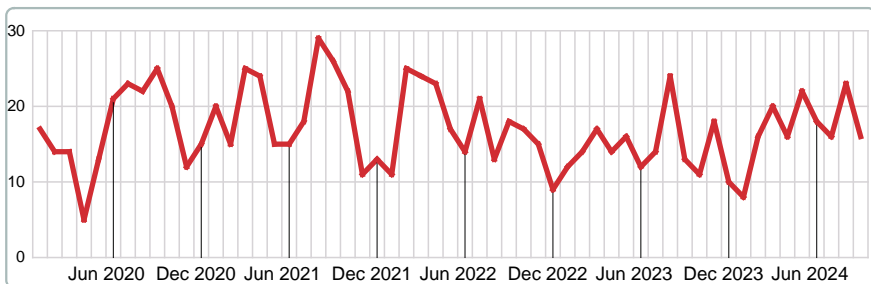
### SEPTEMBER



### YEAR TO DATE (YTD)

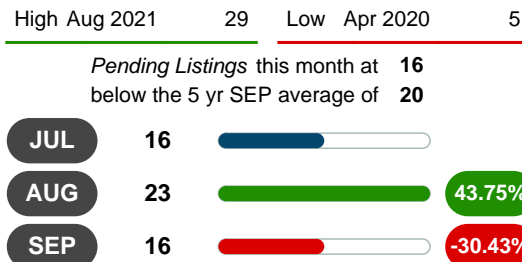


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 20



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	12.50%	178.5	2	0	0	0
\$30,001 - \$40,000	1	6.25%	136.0	1	0	0	0
\$40,001 - \$100,000	3	18.75%	11.0	3	0	0	0
\$100,001 - \$220,000	4	25.00%	18.5	3	1	0	0
\$220,001 - \$280,000	2	12.50%	32.5	1	0	1	0
\$280,001 - \$390,000	2	12.50%	30.0	0	0	2	0
\$390,001 and up	2	12.50%	122.0	0	1	0	1
<b>Total Pending Units</b>	<b>16</b>			<b>10</b>	<b>2</b>	<b>3</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>2,732,800</b>	<b>100%</b>	<b>32.0</b>	<b>882.90K</b>	<b>544.00K</b>	<b>856.90K</b>	<b>449.00K</b>
<b>Median Listing Price</b>	<b>\$131,500</b>			<b>\$83,450</b>	<b>\$272,000</b>	<b>\$282,000</b>	<b>\$449,000</b>



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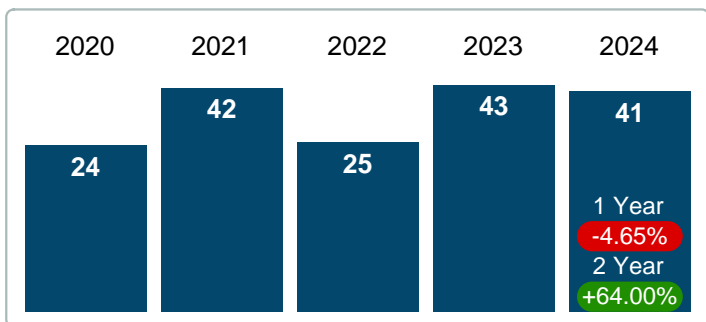
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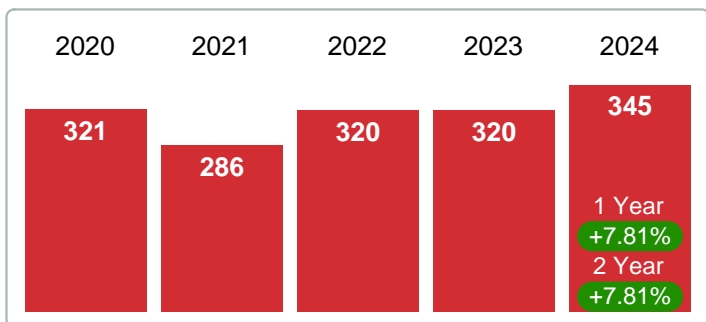
## NEW LISTINGS

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

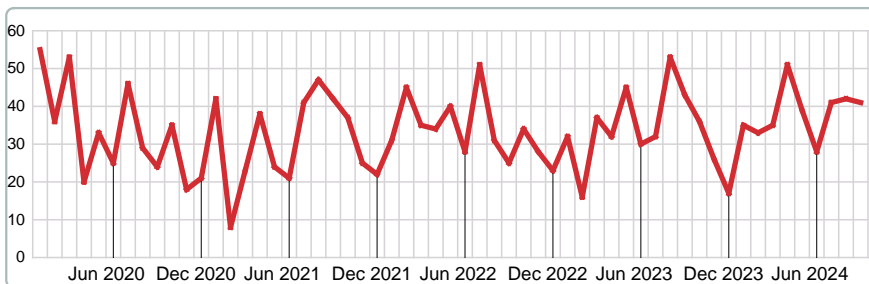
### SEPTEMBER



### 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
\$75,000 and less	4	9.76%	3	1	0	0
\$75,001 - \$100,000	4	9.76%	3	0	1	0
\$100,001 - \$125,000	2	4.88%	2	0	0	0
\$125,001 - \$225,000	15	36.59%	5	10	0	0
\$225,001 - \$275,000	3	7.32%	0	1	1	1
\$275,001 - \$375,000	7	17.07%	2	4	1	0
\$375,001 and up	6	14.63%	4	0	2	0
<b>Total New Listed Units</b>	<b>41</b>		<b>19</b>	<b>16</b>	<b>5</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>10,311,250</b>	<b>100%</b>	<b>4.44M</b>	<b>3.15M</b>	<b>2.48M</b>	<b>245.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$195,000</b>		<b>\$179,500</b>	<b>\$192,500</b>	<b>\$325,000</b>	<b>\$245,000</b>



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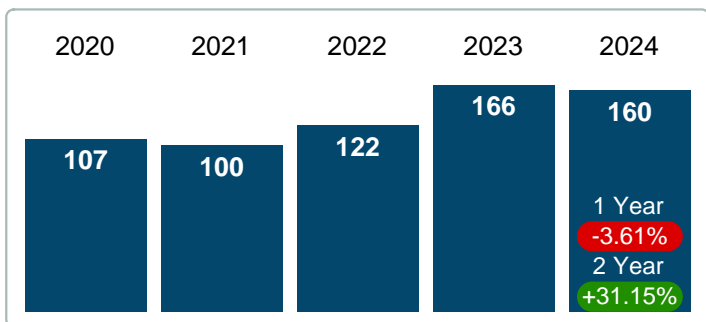
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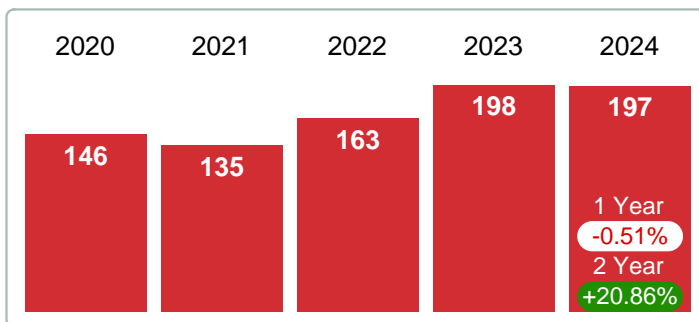
## ACTIVE INVENTORY

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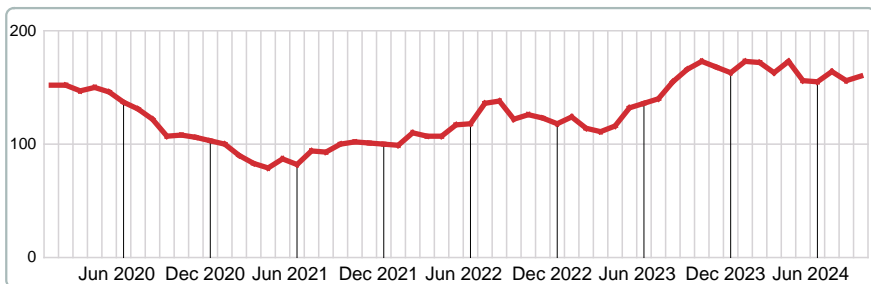
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

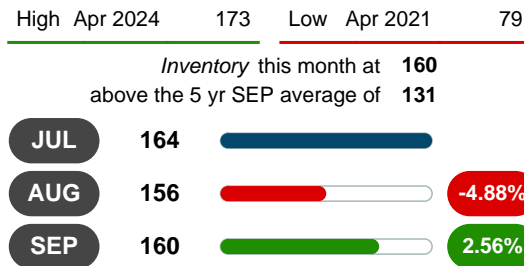


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 131



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	9	5.63%	34.0	9	0	0	0
\$10,001 - \$40,000	19	11.88%	159.0	19	0	0	0
\$40,001 - \$70,000	29	18.13%	140.0	29	0	0	0
\$70,001 - \$190,000	44	27.50%	40.5	21	19	4	0
\$190,001 - \$290,000	22	13.75%	35.0	7	10	4	1
\$290,001 - \$540,000	21	13.13%	82.0	10	6	5	0
\$540,001 and up	16	10.00%	117.5	7	4	2	3
<b>Total Active Inventory by Units</b>	<b>160</b>			<b>102</b>	<b>39</b>	<b>15</b>	<b>4</b>
<b>Total Active Inventory by Volume</b>	<b>36,991,885</b>	<b>100%</b>	<b>74.0</b>	<b>17.57M</b>	<b>10.59M</b>	<b>5.99M</b>	<b>2.84M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$147,000</b>			<b>\$61,450</b>	<b>\$195,000</b>	<b>\$290,000</b>	<b>\$597,200</b>



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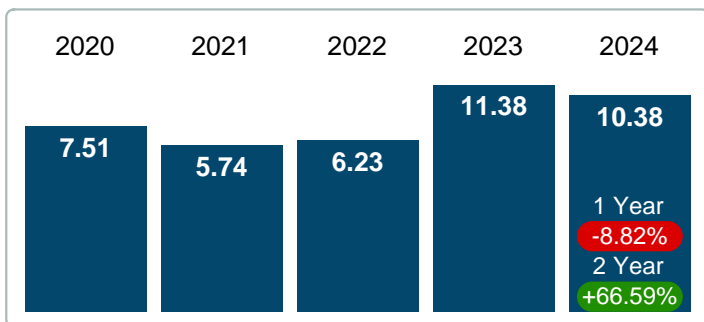
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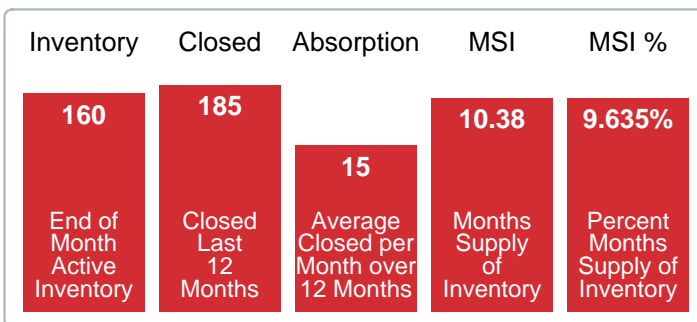
## MONTHS SUPPLY of INVENTORY (MSI)

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

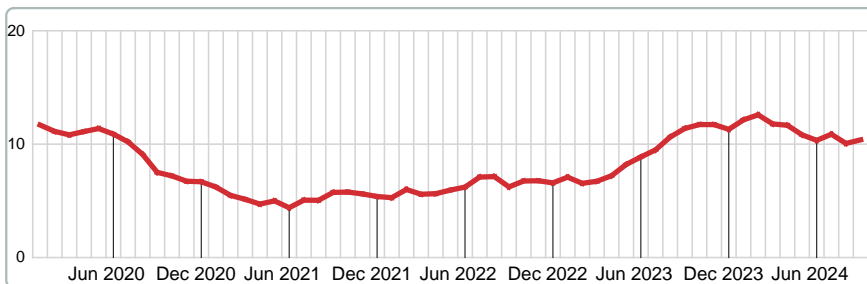
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2024

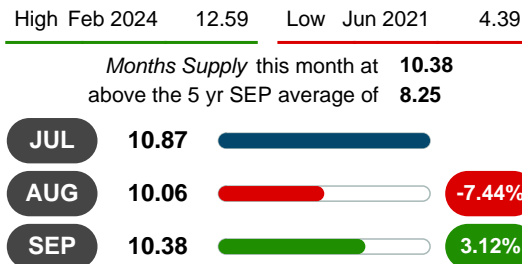


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

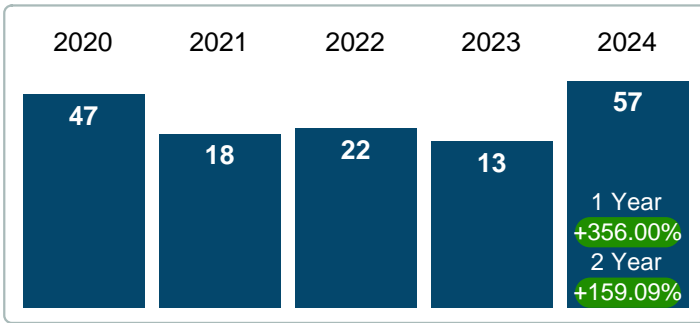
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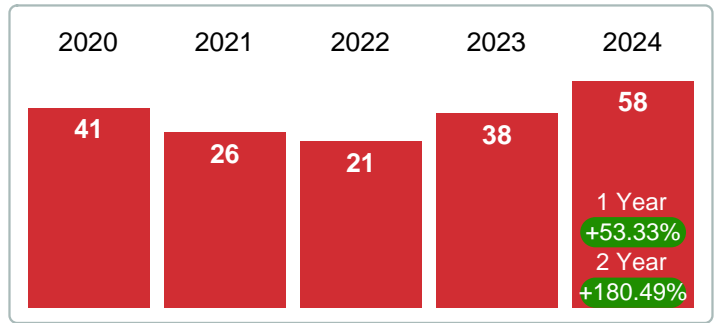
## MEDIAN DAYS ON MARKET TO SALE

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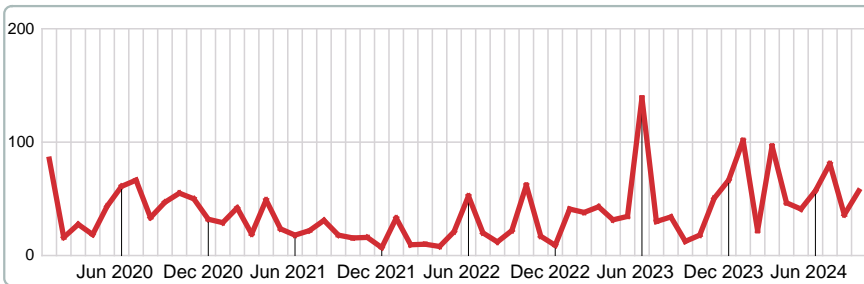
### SEPTEMBER



### YEAR TO DATE (YTD)

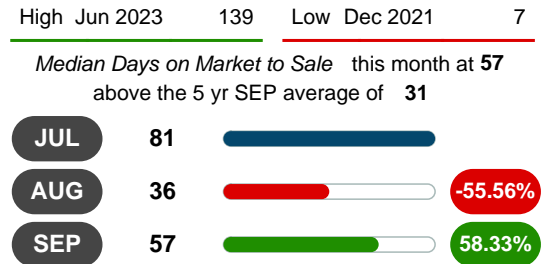


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 31



### 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
\$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%	94	0	0	0	0
\$125,001 - \$150,000	26.67%	61	148	61	0	0
\$150,001 - \$250,000	26.67%	69	77	80	57	0
\$250,001 - \$325,000	6.67%	9	0	9	0	0
\$325,001 and up	20.00%	75	0	157	75	0
Median Closed DOM		57	44	65	66	0
Total Closed Units	100%	57.0	7	6	2	
Total Closed Volume		2,729,700	752.00K	1.40M	582.00K	0.00B





# September 2024

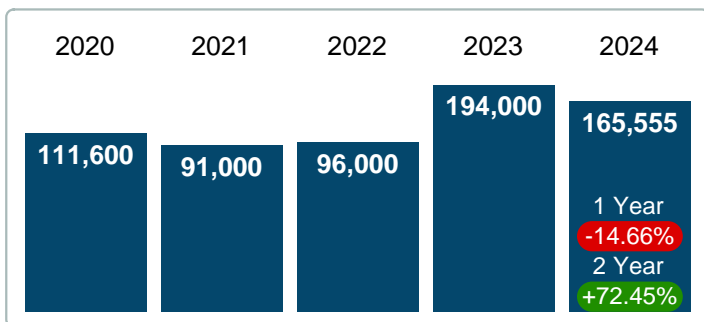
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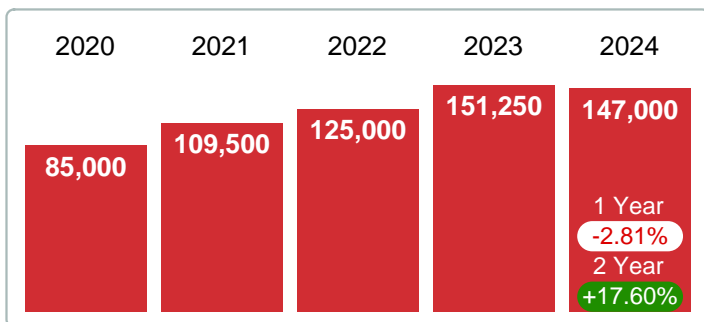
## MEDIAN LIST PRICE AT CLOSING

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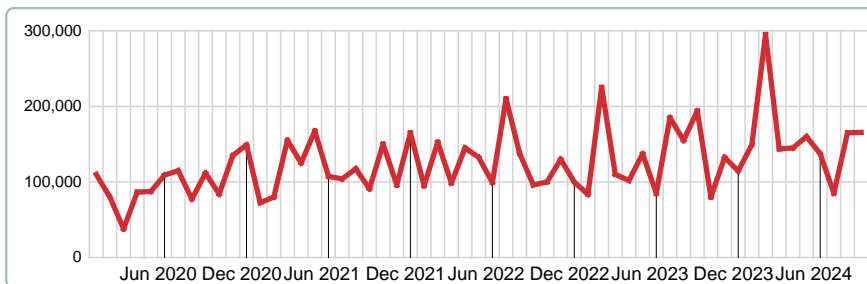
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

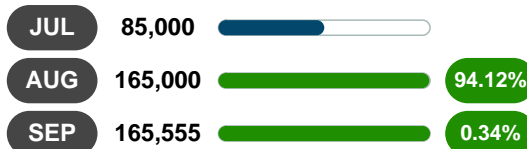


### 3 MONTHS

5 year SEP AVG = 131,631

High Feb 2024 294,950 Low Mar 2020 38,000

Median List Price at Closing this month at **165,555**  
above the 5 yr SEP average of **131,631**



### 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
\$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%	72,000	0	0	0	0
\$125,001 - \$150,000	20.00%	137,800	135,000	141,400	0	0
\$150,001 - \$250,000	33.33%	175,000	175,000	165,555	249,900	0
\$250,001 - \$325,000	6.67%	255,000	0	255,000	0	0
\$325,001 and up	20.00%	345,000	0	379,500	340,000	0
<b>Median List Price</b>		<b>165,555</b>	<b>135,000</b>	<b>210,278</b>	<b>294,950</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>165,555</b>	<b>7</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,869,255</b>	<b>817.00K</b>	<b>1.46M</b>	<b>589.90K</b>	<b>0.00B</b>





# September 2024

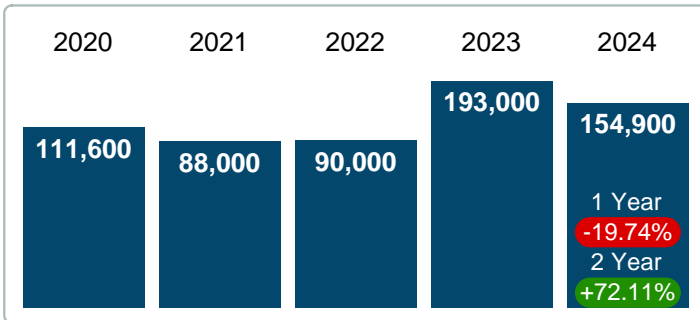
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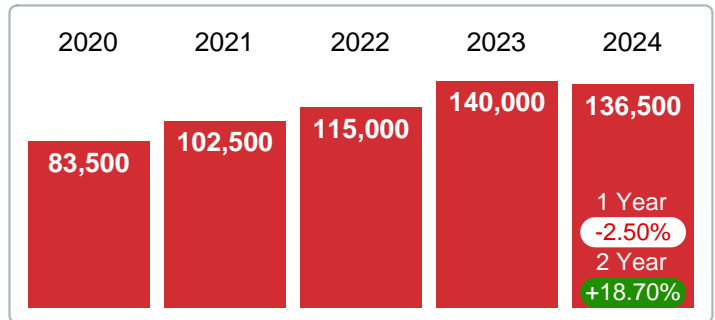
## MEDIAN SOLD PRICE AT CLOSING

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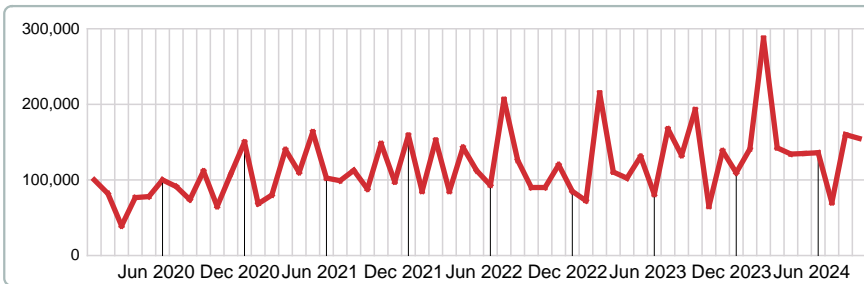
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

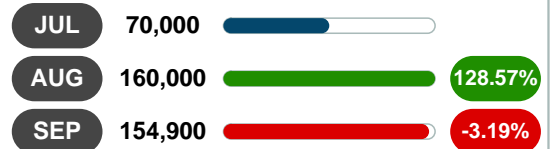


### 3 MONTHS

5 year SEP AVG = 127,500

High Feb 2024 287,450 Low Mar 2020 39,250

Median Sold Price at Closing this month at 154,900 above the 5 yr SEP average of 127,500



### 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
\$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%	64,500	0	0	0	0
\$125,001 - \$150,000	26.67%	136,400	140,000	133,900	0	0
\$150,001 - \$250,000	26.67%	160,000	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%	333,000	0	356,500	332,000	0
Median Sold Price		154,900	135,000	207,450	291,000	0
Total Closed Units	100%	15	7	6	2	
Total Closed Volume		2,729,700	752.00K	1.40M	582.00K	0.00B

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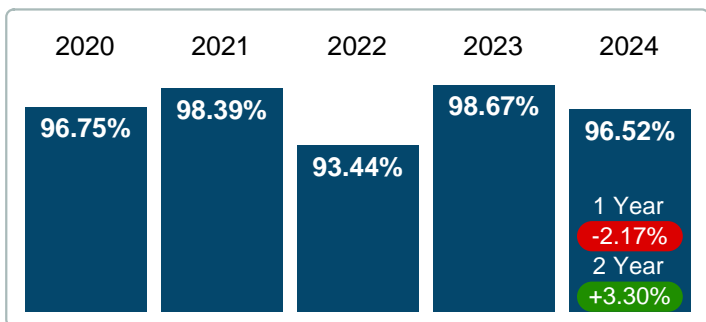
Area Delimited by County Of Sequoyah



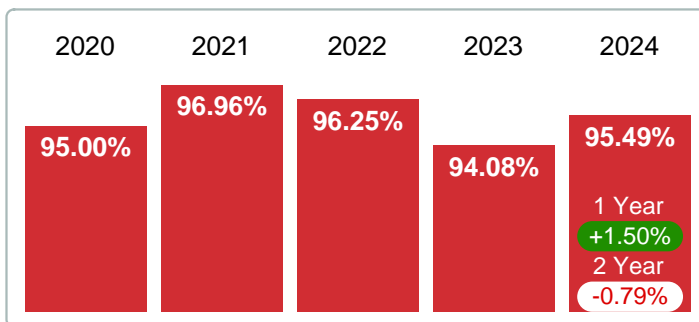
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

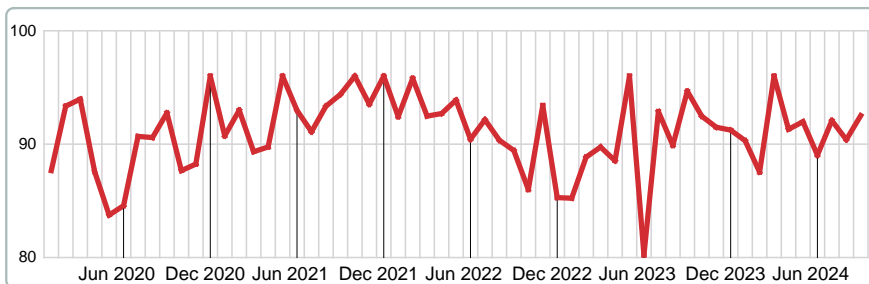
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

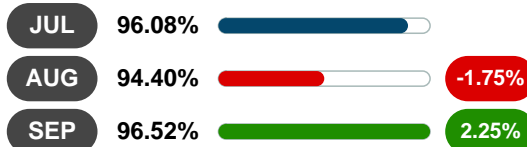


### 3 MONTHS

5 year SEP AVG = 96.75%

High Mar 2024 100.00% Low Jun 2023 84.23%

Median Sold/List Ratio this month at **96.52%**  
equal to 5 yr SEP average of **96.75%**



### 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
\$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%	88.79%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$150,000	4	26.67%	94.83%	90.28%	94.83%	0.00%	0.00%
\$150,001 - \$250,000	4	26.67%	96.78%	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%	96.52%	0.00%	94.15%	97.65%	0.00%
Median Sold/List Ratio		96.52%		92.13%	95.04%	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

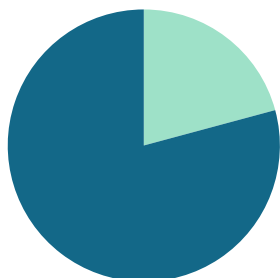
Area Delimited by County Of Sequoyah



## MARKET SUMMARY

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

### INVENTORY



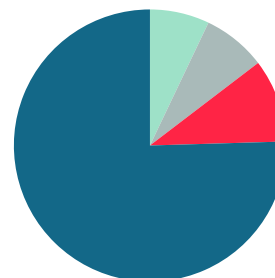
**Inventory**

- 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%
Median List Price	194,000	165,555	-14.66%	151,250	147,000	-2.81%
Median Sale Price	193,000	154,900	-19.74%	140,000	136,500	-2.50%
Median Percent of Selling Price to List Price	98.67%	96.52%	-2.17%	94.08%	95.49%	1.50%
Median Days on Market to Sale	12.50	57.00	356.00%	37.50	57.50	53.33%
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%

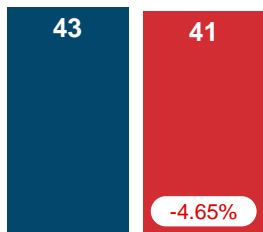
**Absorption:** Last 12 months, an Average of 15 Sales/Month

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

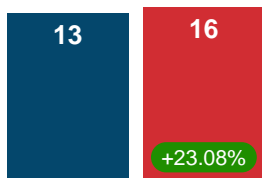
### SEPTEMBER MARKET

### MEDIAN PRICES

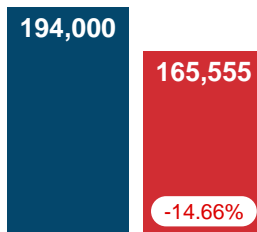
#### New Listings



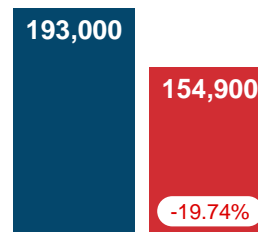
#### Pending Listings



#### List Price



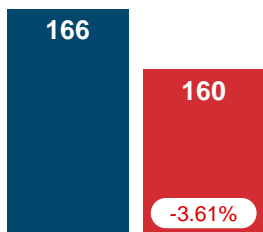
#### Sale Price



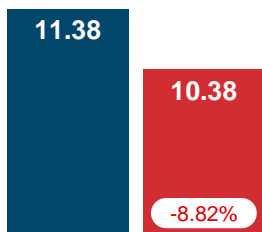
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

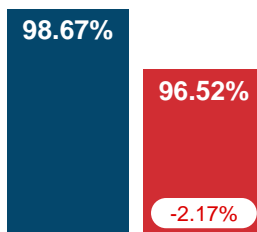
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

