

# December 2019



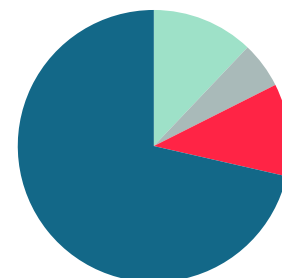
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	12	11	-8.33%
Pending Listings	12	5	-58.33%
New Listings	16	8	-50.00%
Median List Price	89,450	131,900	47.46%
Median Sale Price	82,250	125,000	51.98%
Median Percent of Selling Price to List Price	94.52%	95.38%	0.91%
Median Days on Market to Sale	77.50	47.00	-39.35%
End of Month Inventory	103	65	-36.89%
Months Supply of Inventory	10.21	6.29	-38.42%



■ Closed (12.09%)  
■ Pending (5.49%)  
■ Other OffMarket (10.99%)  
■ Active (71.43%)

**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of December 31, 2019 = **65**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2019 decreased **36.89%** to 65 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 **6.29** 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 **51.98%** in December 2019 to \$125,000 versus the previous year at \$82,250.

#### Median Days on Market Shortens

The median number of **47.00** days that homes spent on the market before selling decreased by 30.50 days or **39.35%** in December 2019 compared to last year's same month at **77.50** DOM.

#### Sales Success for December 2019 is Positive

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

There were 8 New Listings in December 2019, down **50.00%** from last year at 16. Furthermore, there were 11 Closed Listings this month versus last year at 12, a **-8.33%** decrease.

Closed versus Listed trends yielded a **137.5%** ratio, up from previous year's, December 2018, at **75.0%**, a **83.33%** upswing. 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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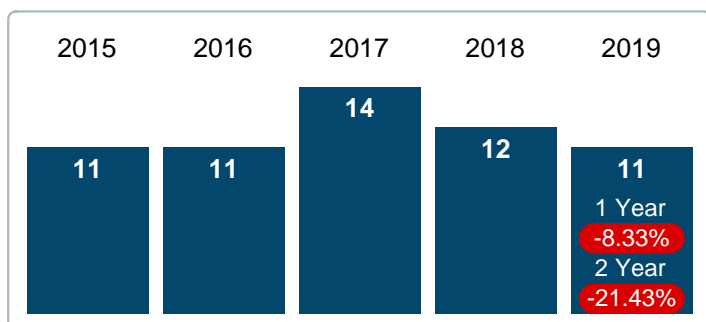
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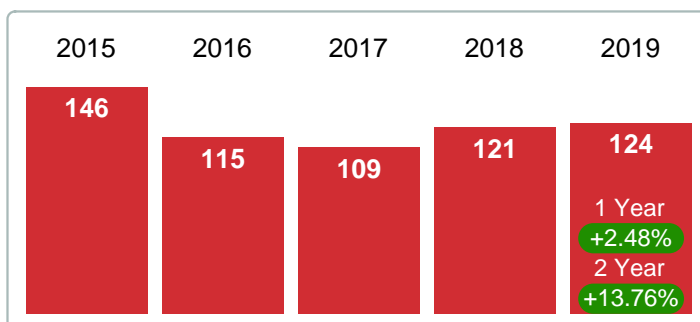
## CLOSED LISTINGS

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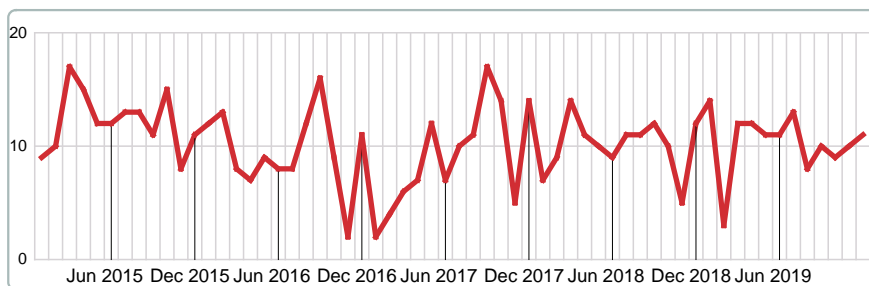
### DECEMBER



### YEAR TO DATE (YTD)

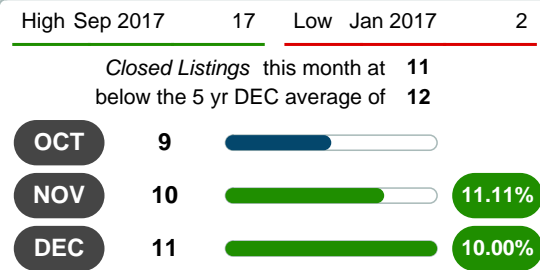


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 12



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	2	18.18%	51.5	1	0	0	1
\$90,001 - \$90,000	0	0.00%	51.5	0	0	0	0
\$90,001 - \$110,000	2	18.18%	33.0	0	2	0	0
\$110,001 - \$130,000	2	18.18%	68.5	0	2	0	0
\$130,001 - \$150,000	2	18.18%	39.5	0	2	0	0
\$150,001 - \$190,000	1	9.09%	18.0	1	0	0	0
\$190,001 and up	2	18.18%	63.0	1	0	0	1
<b>Total Closed Units</b>	<b>11</b>			<b>3</b>	<b>6</b>	<b>0</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>1,528,100</b>	<b>100%</b>	<b>47.0</b>	<b>554.00K</b>	<b>694.10K</b>	<b>0.00B</b>	<b>280.00K</b>
<b>Median Closed Price</b>	<b>\$125,000</b>			<b>\$154,000</b>	<b>\$120,000</b>	<b>\$0</b>	<b>\$140,000</b>

# December 2019



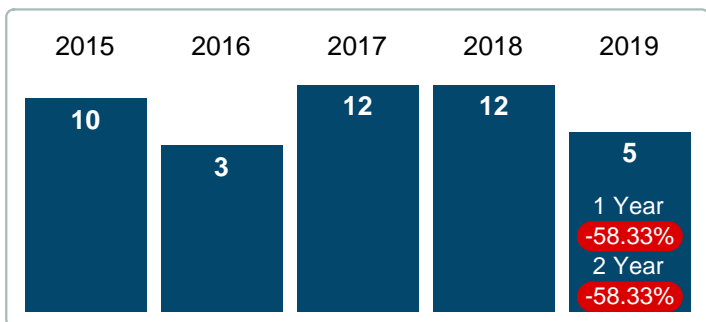
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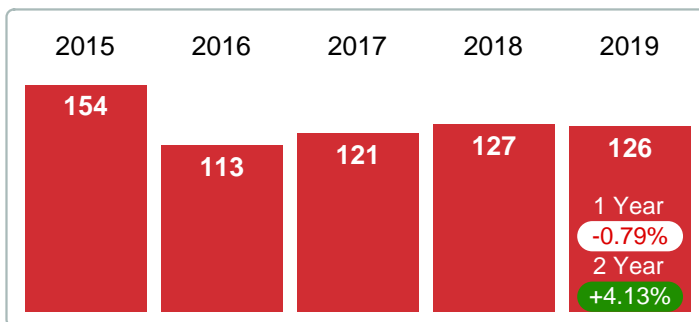
## PENDING LISTINGS

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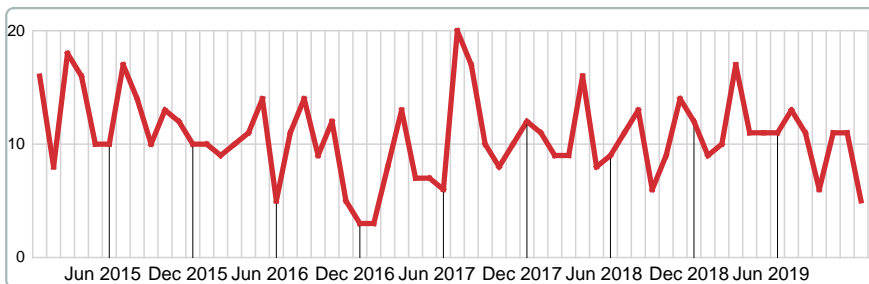
### DECEMBER



### YEAR TO DATE (YTD)

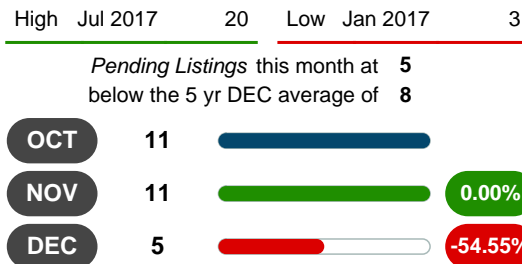


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 8



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	0	0.00%	63.0	0	0	0	0
\$40,001 - \$80,000	1	20.00%	137.0	0	0	1	0
\$80,001 - \$80,000	0	0.00%	137.0	0	0	0	0
\$80,001 - \$150,000	2	40.00%	69.0	0	2	0	0
\$150,001 - \$150,000	0	0.00%	69.0	0	0	0	0
\$150,001 - \$160,000	2	40.00%	33.5	1	1	0	0
\$160,001 and up	0	0.00%	33.5	0	0	0	0
<b>Total Pending Units</b>	<b>5</b>			<b>1</b>	<b>3</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>559,300</b>	<b>100%</b>	<b>53.0</b>	<b>160.00K</b>	<b>354.40K</b>	<b>44.90K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$114,400</b>			<b>\$160,000</b>	<b>\$114,400</b>	<b>\$44,900</b>	<b>\$0</b>

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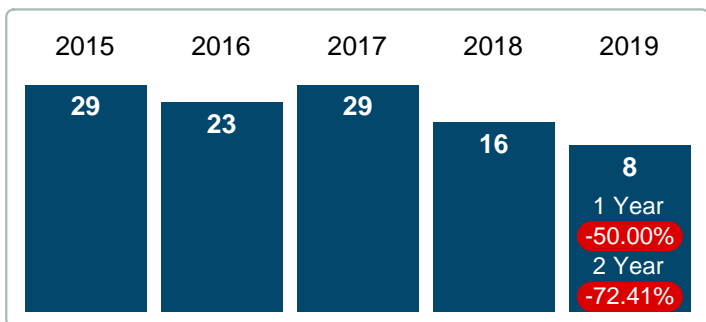
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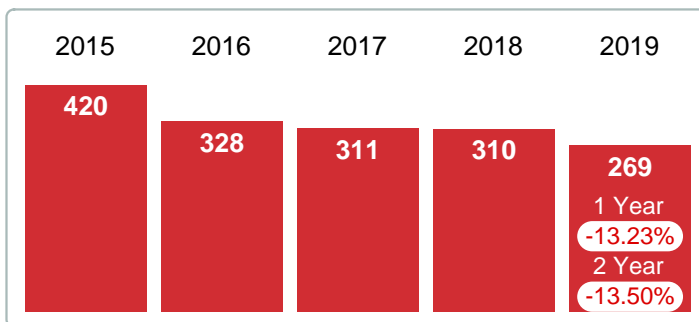
## NEW LISTINGS

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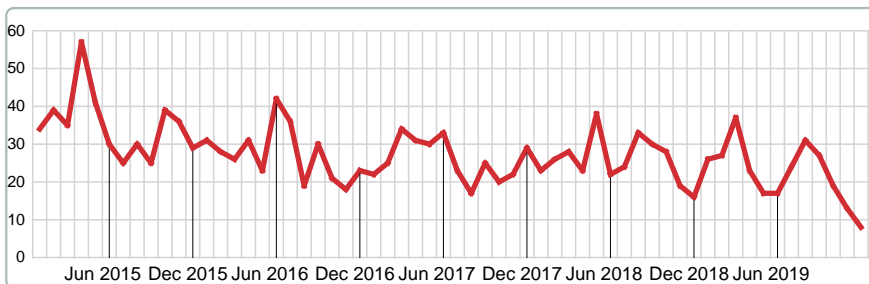
### DECEMBER



### YEAR TO DATE (YTD)

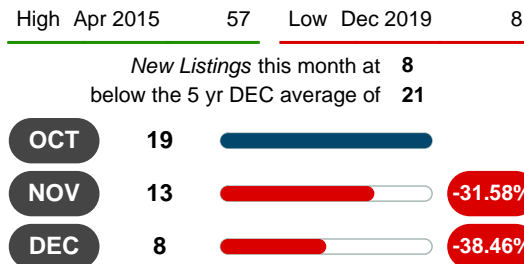


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 21



### 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	0	0.00%	0	0	0	0
\$75,001 - \$125,000	1	12.50%	0	1	0	0
\$125,001 - \$150,000	1	12.50%	0	1	0	0
\$150,001 - \$450,000	3	37.50%	0	1	1	1
\$450,001 - \$475,000	1	12.50%	0	0	1	0
\$475,001 - \$725,000	1	12.50%	0	1	0	0
\$725,001 and up	1	12.50%	0	0	1	0
<b>Total New Listed Units</b>	<b>8</b>		<b>0</b>	<b>4</b>	<b>3</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>2,584,899</b>	<b>100%</b>	<b>0.00B</b>	<b>1.04M</b>	<b>1.38M</b>	<b>165.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$244,500</b>		<b>\$0</b>	<b>\$226,500</b>	<b>\$459,000</b>	<b>\$165,000</b>

# December 2019



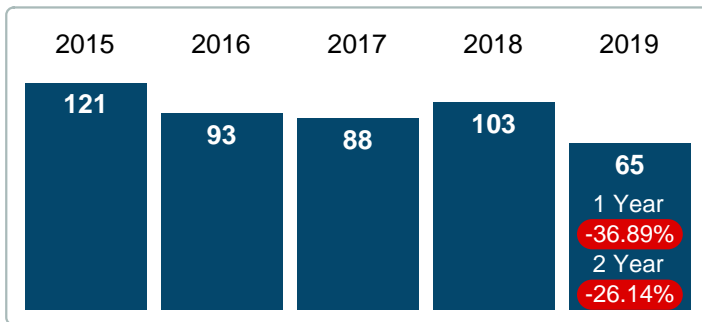
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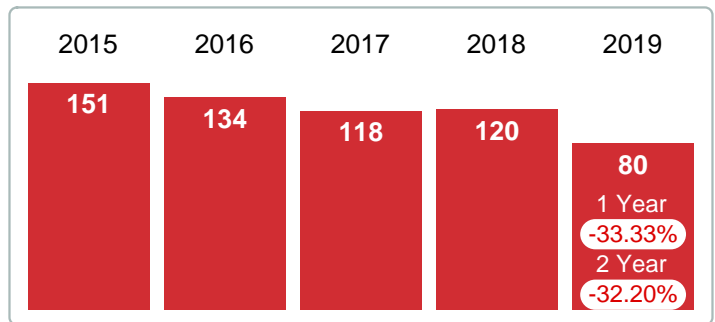
## ACTIVE INVENTORY

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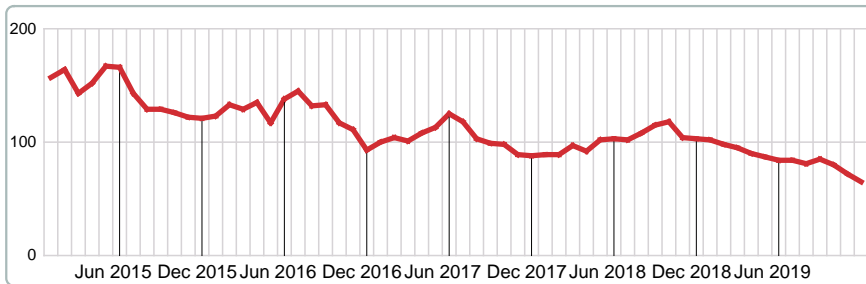
### END OF DECEMBER



### ACTIVE DURING DECEMBER

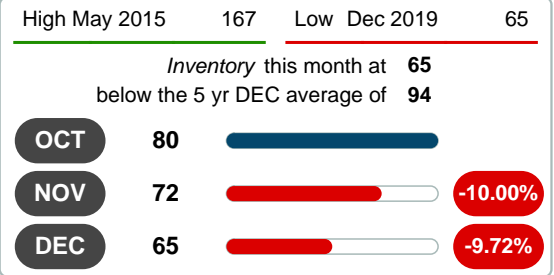


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 94



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.23%	61.0	1	5	0	0
\$50,001 - \$75,000	7	10.77%	111.0	3	4	0	0
\$75,001 - \$125,000	10	15.38%	106.0	2	7	1	0
\$125,001 - \$225,000	17	26.15%	72.0	3	8	5	1
\$225,001 - \$275,000	7	10.77%	131.0	4	2	0	1
\$275,001 - \$475,000	11	16.92%	125.0	0	6	3	2
\$475,001 and up	7	10.77%	97.0	0	1	3	3
<b>Total Active Inventory by Units</b>	<b>65</b>			<b>13</b>	<b>33</b>	<b>12</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>15,272,692</b>	<b>100%</b>	<b>102.0</b>	<b>1.85M</b>	<b>5.57M</b>	<b>4.04M</b>	<b>3.81M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$165,000</b>			<b>\$127,000</b>	<b>\$134,000</b>	<b>\$261,000</b>	<b>\$429,999</b>

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Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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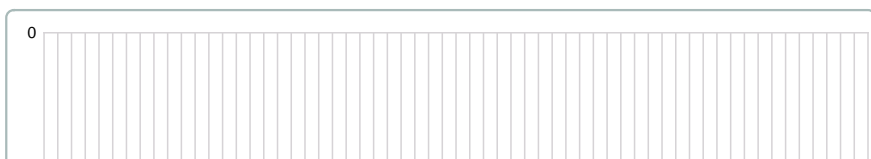
### MSI FOR DECEMBER

2015	2016	2017	2018	2019
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### INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
65	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6		9.23%	2.48	1.50	3.16	0.00	0.00	
\$50,001 - \$75,000	7		10.77%	6.46	18.00	4.36	0.00	0.00	
\$75,001 - \$125,000	10		15.38%	3.08	3.43	3.00	4.00	0.00	
\$125,001 - \$225,000	17		26.15%	6.80	7.20	5.65	12.00	4.00	
\$225,001 - \$275,000	7		10.77%	16.80	48.00	24.00	0.00	0.00	
\$275,001 - \$475,000	11		16.92%	18.86	0.00	18.00	0.00	24.00	
\$475,001 and up	7		10.77%	84.00	0.00	0.00	0.00	36.00	
Market Supply of Inventory (MSI)		6.29			6.24	4.95	11.08	14.00	
Total Active Inventory by Units		65	100%	6.29	13	33	12	7	

# December 2019



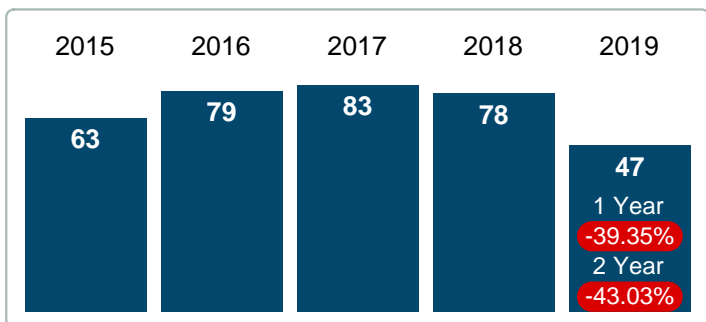
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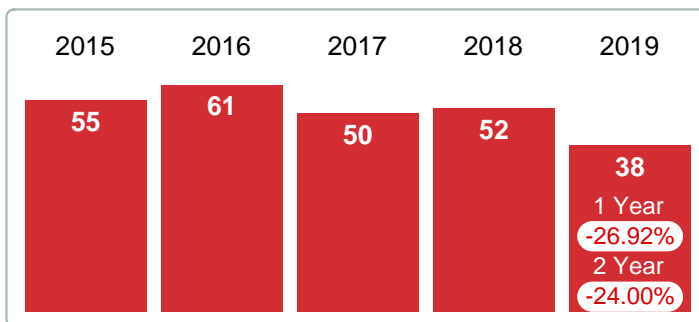
## MEDIAN DAYS ON MARKET TO SALE

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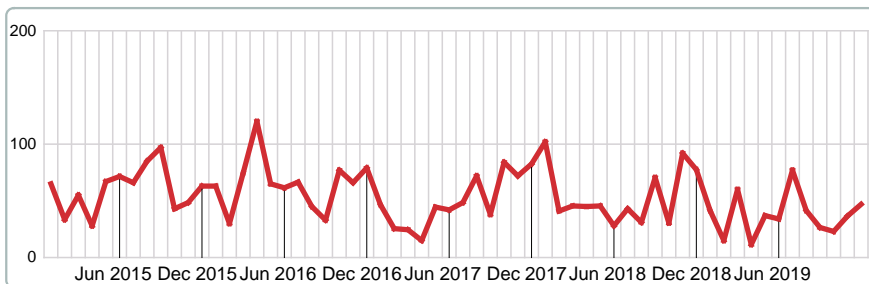
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

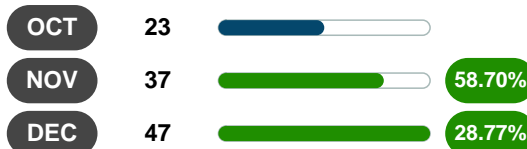


### 3 MONTHS

5 year DEC AVG = 70

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 47 below the 5 yr DEC average of 70



### 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
\$90,000 and less	2	18.18%	52	63	0	0	40
\$90,001 - \$90,000	0	0.00%	52	0	0	0	0
\$90,001 - \$110,000	2	18.18%	33	0	33	0	0
\$110,001 - \$130,000	2	18.18%	69	0	69	0	0
\$130,001 - \$150,000	2	18.18%	40	0	40	0	0
\$150,001 - \$190,000	1	9.09%	18	18	0	0	0
\$190,001 and up	2	18.18%	63	41	0	0	85
Median Closed DOM			47	41	51	0	63
Total Closed Units		100%	47.0	3	6		2
Total Closed Volume			1,528,100	554.00K	694.10K	0.00B	280.00K



# December 2019



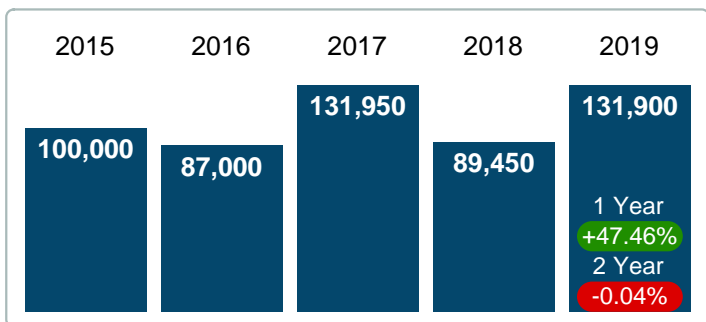
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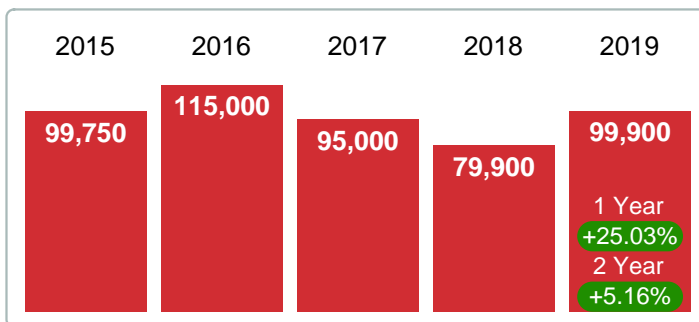
## MEDIAN LIST PRICE AT CLOSING

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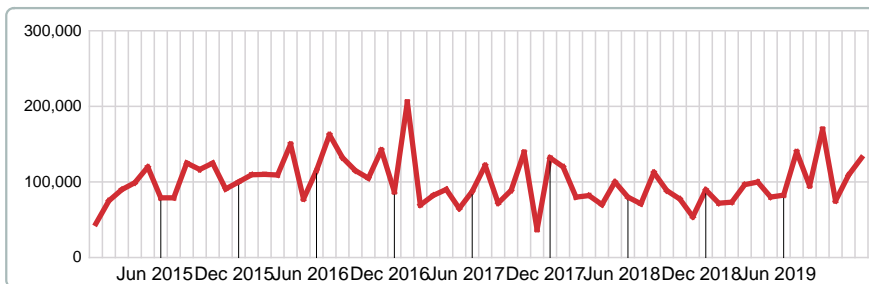
### DECEMBER



### YEAR TO DATE (YTD)

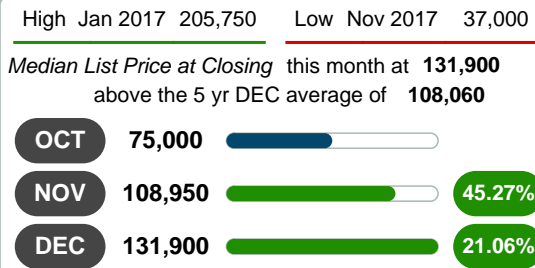


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 108,060



### 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
\$90,000 and less	1	9.09%	89,900	0	89,900	0	0
\$90,001 - \$90,000	0	0.00%	89,900	0	0	0	0
\$90,001 - \$110,000	3	27.27%	99,000	95,000	99,000	0	99,900
\$110,001 - \$130,000	1	9.09%	117,500	0	117,500	0	0
\$130,001 - \$150,000	3	27.27%	139,900	0	139,900	0	0
\$150,001 - \$190,000	1	9.09%	160,000	160,000	0	0	0
\$190,001 and up	2	18.18%	270,000	325,000	0	0	215,000
Median List Price			131,900	160,000	124,700	0	157,450
Total Closed Units		100%	131,900	3	6		2
Total Closed Volume			1,613,000	580.00K	718.10K	0.00B	314.90K



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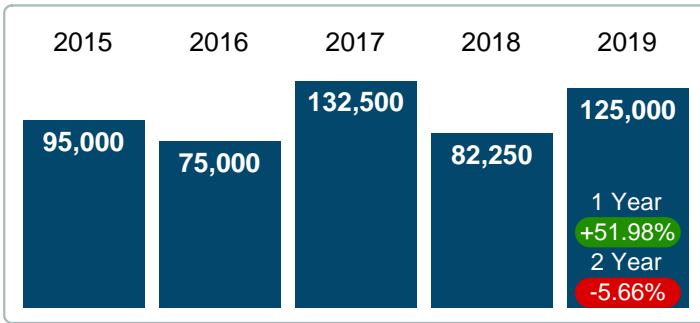
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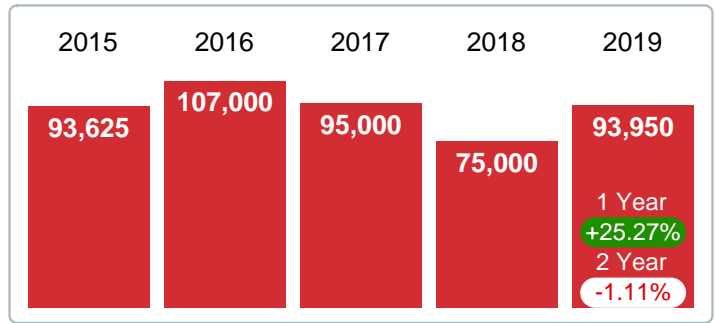
## MEDIAN SOLD PRICE AT CLOSING

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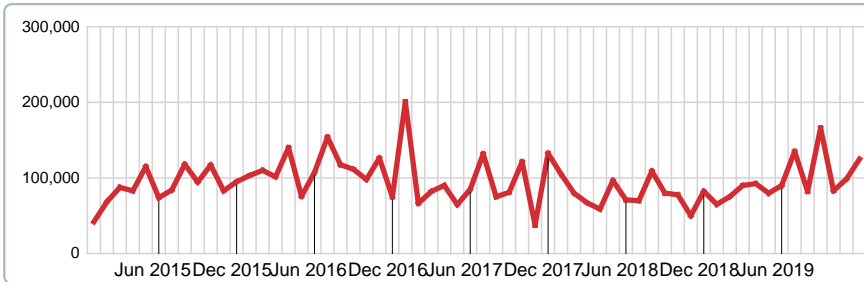
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

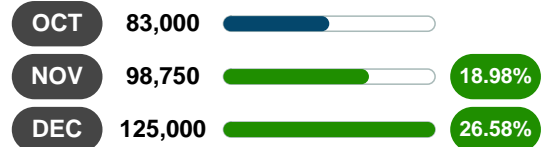


### 3 MONTHS

5 year DEC AVG = 101,950

High Jan 2017 200,750 Low Nov 2017 37,500

Median Sold Price at Closing this month at **125,000**  
 above the 5 yr DEC average of **101,950**



### 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
\$90,000 and less	2	18.18%	87,500	90,000	0	0	85,000
\$90,001 - \$90,000	0	0.00%	87,500	0	0	0	0
\$90,001 - \$110,000	2	18.18%	93,950	0	93,950	0	0
\$110,001 - \$130,000	2	18.18%	120,000	0	120,000	0	0
\$130,001 - \$150,000	2	18.18%	133,100	0	133,100	0	0
\$150,001 - \$190,000	1	9.09%	154,000	154,000	0	0	0
\$190,001 and up	2	18.18%	252,500	310,000	0	0	195,000
Median Sold Price			125,000	154,000	120,000	0	140,000
Total Closed Units		100%	125,000	3	6		2
Total Closed Volume			1,528,100	554.00K	694.10K	0.00B	280.00K

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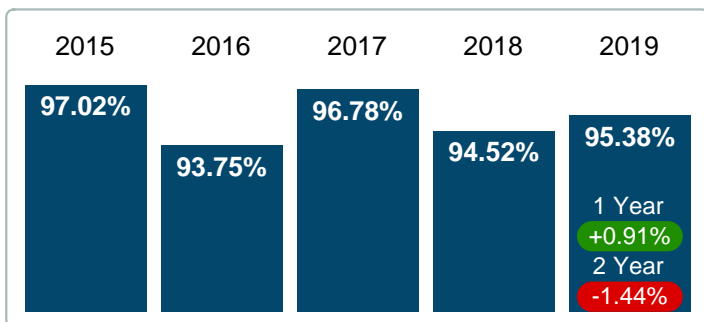
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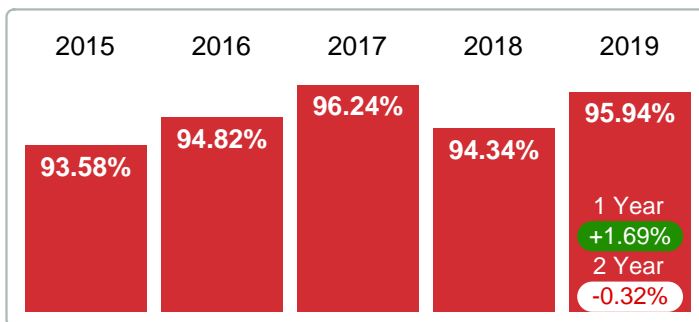
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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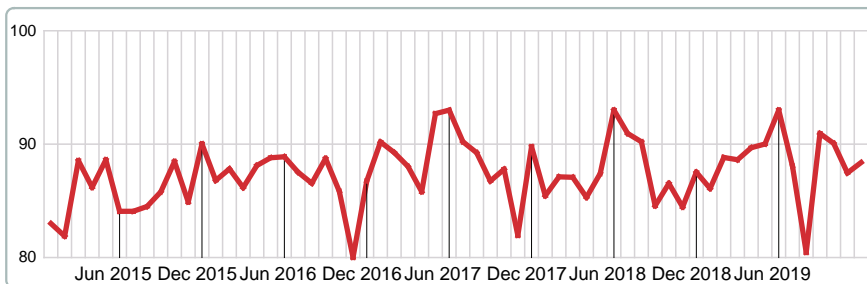
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

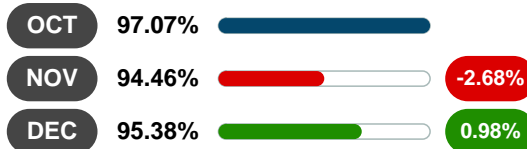


### 3 MONTHS

5 year DEC AVG = 95.49%

High Jun 2019 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **95.38%**  
equal to 5 yr DEC average of **95.49%**



## 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
\$90,000 and less	2	18.18%	89.91%	94.74%	0.00%	0.00%	85.09%
\$90,001 - \$90,000	0	0.00%	89.91%	0.00%	0.00%	0.00%	0.00%
\$90,001 - \$110,000	2	18.18%	99.65%	0.00%	99.65%	0.00%	0.00%
\$110,001 - \$130,000	2	18.18%	93.61%	0.00%	93.61%	0.00%	0.00%
\$130,001 - \$150,000	2	18.18%	98.04%	0.00%	98.04%	0.00%	0.00%
\$150,001 - \$190,000	1	9.09%	96.25%	96.25%	0.00%	0.00%	0.00%
\$190,001 and up	2	18.18%	93.04%	95.38%	0.00%	0.00%	90.70%
Median Sold/List Ratio		95.38%		95.38%	96.92%	0.00%	87.89%
Total Closed Units		11	100%	3	6		2
Total Closed Volume		1,528,100		554.00K	694.10K	0.00B	280.00K

# December 2019



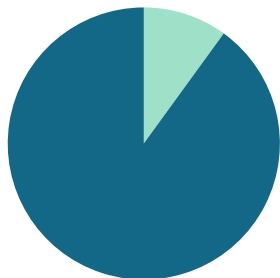
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

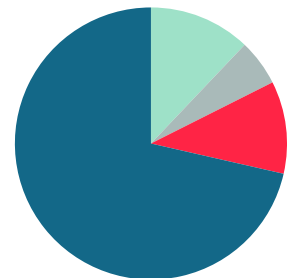


**Inventory**  
 New Listings  
**8 = 10.00%**  
 Start Inventory  
**72**  
 Total Inventory Units  
**80**  
 Volume  
**\$18,991,642**

### Market Activity

Closed Sales  
**11 = 12.09%**  
 Pending Sales  
**5 = 5.49%**  
 Other Off Market  
**10 = 10.99%**  
 Active Inventory  
**65 = 71.43%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	12	11	-8.33%	121	124	2.48%
Pending Sales	12	5	-58.33%	127	126	-0.79%
New Listings	16	8	-50.00%	310	269	-13.23%
Median List Price	89,450	131,900	47.46%	79,900	99,900	25.03%
Median Sale Price	82,250	125,000	51.98%	75,000	93,950	25.27%
Median Percent of Selling Price to List Price	94.52%	95.38%	0.91%	94.34%	95.94%	1.69%
Median Days on Market to Sale	77.50	47.00	-39.35%	52.00	38.00	-26.92%
Monthly Inventory	103	65	-36.89%	103	65	-36.89%
Months Supply of Inventory	10.21	6.29	-38.42%	10.21	6.29	-38.42%

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

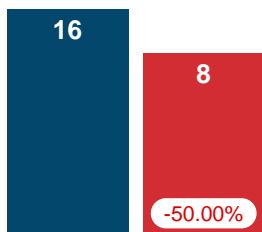
**Inventory** on December 31, 2019 = **65**

**2018** **2019**

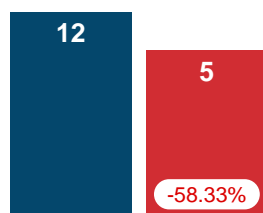
### DECEMBER MARKET

### MEDIAN PRICES

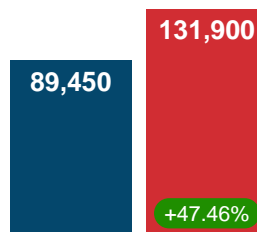
#### New Listings



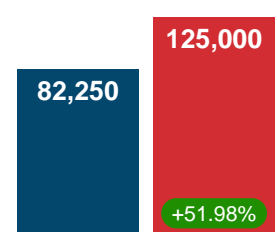
#### Pending Listings



#### List Price



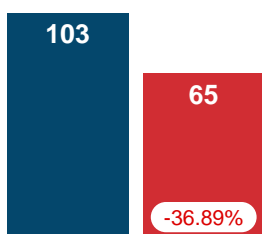
#### Sale Price



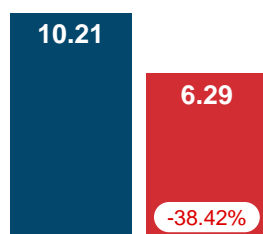
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

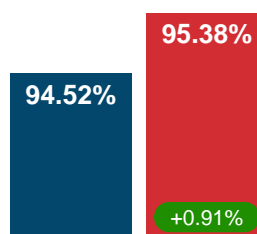
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

