

## December 2020



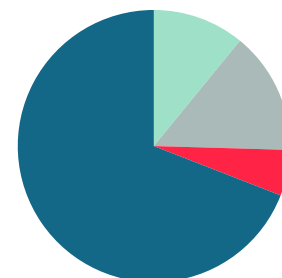
Area Delimited by County Of Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	11	6	-45.45%
Pending Listings	5	8	60.00%
New Listings	8	8	0.00%
Average List Price	146,636	368,817	151.52%
Average Sale Price	138,918	332,150	139.10%
Average Percent of Selling Price to List Price	94.98%	101.93%	7.32%
Average Days on Market to Sale	48.09	59.00	22.68%
End of Month Inventory	65	38	-41.54%
Months Supply of Inventory	6.29	3.53	-43.80%



■ Closed (10.91%)  
■ Pending (14.55%)  
■ Other OffMarket (5.45%)  
■ Active (69.09%)

**Absorption:** Last 12 months, an Average of **11** Sales/Month  
**Active Inventory** as of December 31, 2020 = **38**

#### Analysis Wrap-Up

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

The total housing inventory at the end of December 2020 decreased **41.54%** to 38 existing homes available for sale. Over the last 12 months this area has had an average of 11 closed sales per month. This represents an unsold inventory index of **3.53** 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 **139.10%** in December 2020 to \$332,150 versus the previous year at \$138,918.

##### Average Days on Market Lengthens

The average number of **59.00** days that homes spent on the market before selling increased by 10.91 days or **22.68%** in December 2020 compared to last year's same month at **48.09** DOM.

##### Sales Success for December 2020 is Positive

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

There were 8 New Listings in December 2020, down **0.00%** from last year at 8. Furthermore, there were 6 Closed Listings this month versus last year at 11, a **-45.45%** decrease.

Closed versus Listed trends yielded a **75.0%** ratio, down from previous year's, December 2019, at **137.5%**, a **45.45%** 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>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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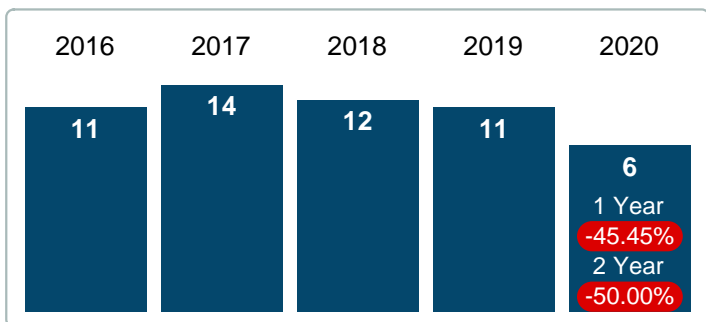
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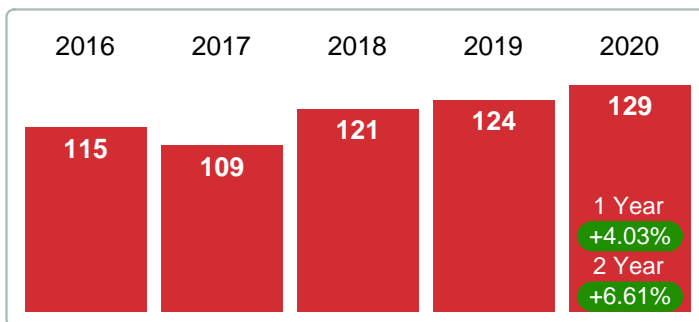
## CLOSED LISTINGS

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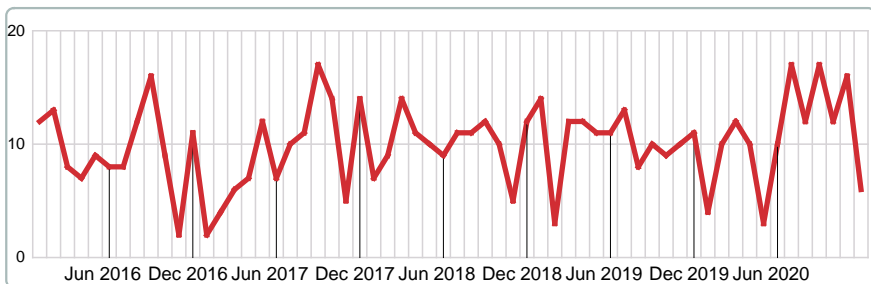
### DECEMBER



### YEAR TO DATE (YTD)

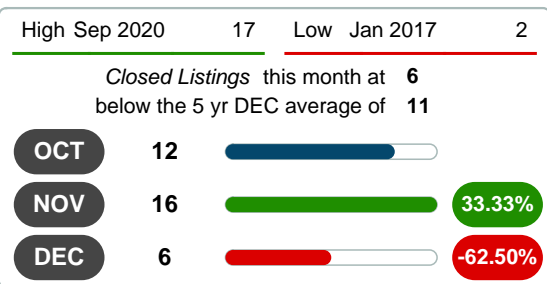


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC 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 - \$125,000	1	16.67%	41.0	1	0	0	0
\$125,001 - \$150,000	2	33.33%	32.0	0	0	2	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$700,000	2	33.33%	92.5	0	1	1	0
\$700,001 - \$725,000	1	16.67%	64.0	0	0	0	1
\$725,001 and up	0	0.00%	0.0	0	0	0	0
<b>Total Closed Units</b>	<b>6</b>			<b>1</b>	<b>1</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>1,992,900</b>	<b>100%</b>	<b>59.0</b>	<b>99.90K</b>	<b>170.00K</b>	<b>998.00K</b>	<b>725.00K</b>
<b>Average Closed Price</b>	<b>\$332,150</b>			<b>\$99,900</b>	<b>\$170,000</b>	<b>\$332,667</b>	<b>\$725,000</b>

# December 2020



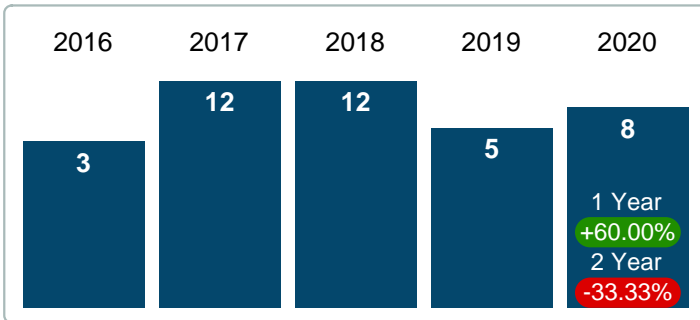
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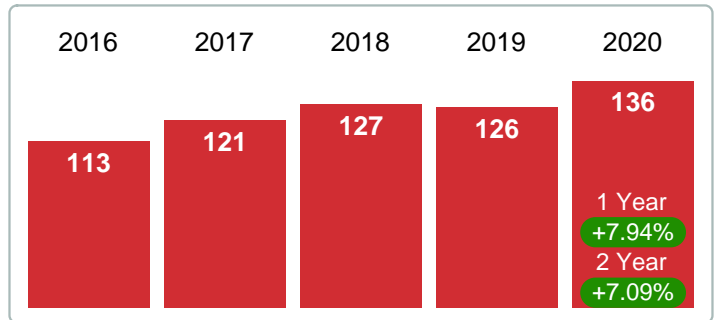
## PENDING LISTINGS

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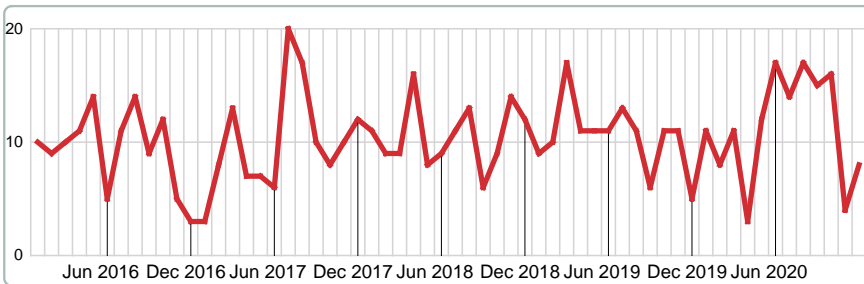
### DECEMBER



### YEAR TO DATE (YTD)

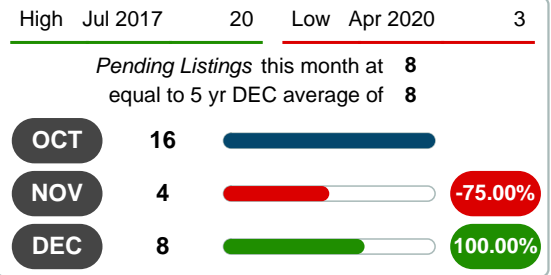


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 8



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	1	12.50%	6.0	0	0	1	0
\$50,001 - \$175,000	2	25.00%	50.0	0	1	1	0
\$175,001 - \$275,000	3	37.50%	16.7	1	2	0	0
\$275,001 - \$375,000	0	0.00%	0.0	0	0	0	0
\$375,001 - \$800,000	2	25.00%	73.5	0	0	0	2
\$800,001 and up	0	0.00%	0.0	0	0	0	0
<b>Total Pending Units</b>	<b>8</b>			<b>1</b>	<b>3</b>	<b>2</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>2,147,899</b>	<b>100%</b>	<b>37.9</b>	<b>275.00K</b>	<b>554.00K</b>	<b>118.90K</b>	<b>1.20M</b>
<b>Average Listing Price</b>	<b>\$268,487</b>			<b>\$275,000</b>	<b>\$184,667</b>	<b>\$59,450</b>	<b>\$600,000</b>

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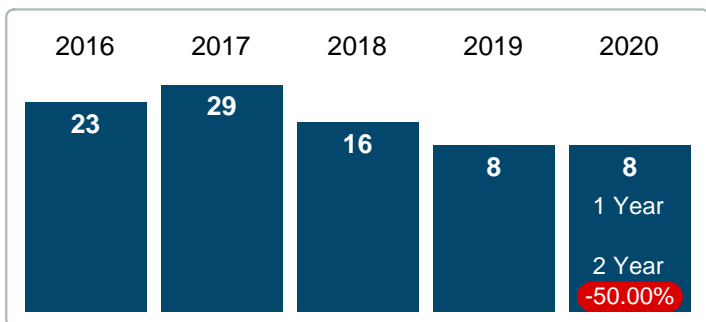
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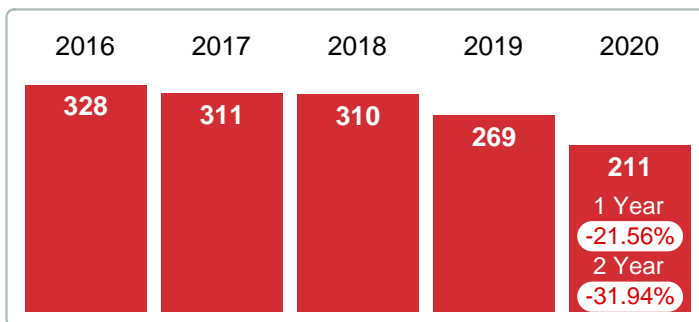
## NEW LISTINGS

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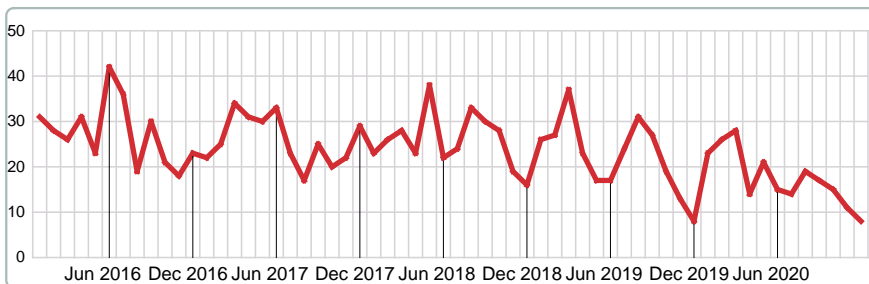
### DECEMBER



### YEAR TO DATE (YTD)

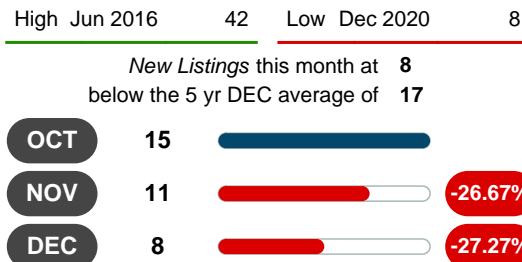


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 17



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	0	0.00%	0	0	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0
\$40,001 - \$70,000	3	37.50%	1	1	1	0
\$70,001 - \$140,000	2	25.00%	0	2	0	0
\$140,001 - \$150,000	2	25.00%	1	1	0	0
\$150,001 - \$190,000	0	0.00%	0	0	0	0
\$190,001 and up	1	12.50%	0	1	0	0
<b>Total New Listed Units</b>	<b>8</b>		<b>2</b>	<b>5</b>	<b>1</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>787,395</b>	<b>100%</b>	<b>193.00K</b>	<b>544.50K</b>	<b>49.90K</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$105,343</b>		<b>\$96,500</b>	<b>\$108,899</b>	<b>\$49,900</b>	<b>\$0</b>

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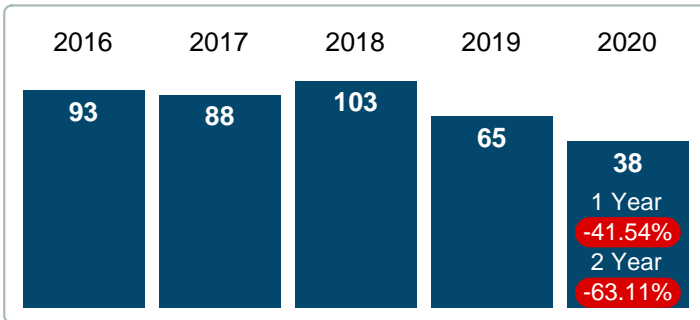
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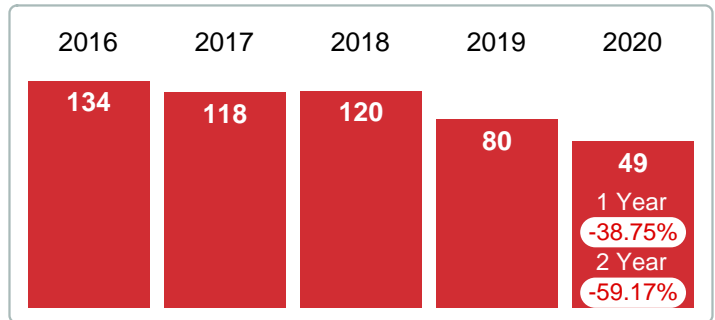
## ACTIVE INVENTORY

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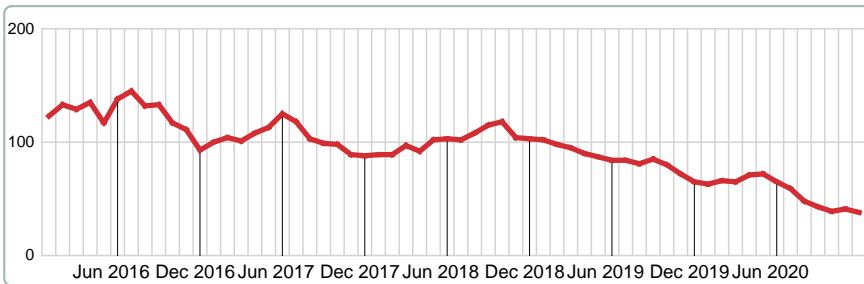
### END OF DECEMBER



### ACTIVE DURING DECEMBER

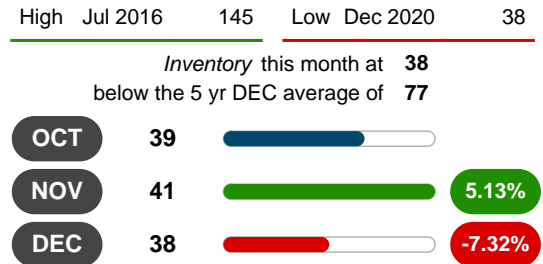


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 77



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.63%	125.0	1	0	0	0
\$25,001 - \$75,000	7	18.42%	71.3	3	3	1	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$200,000	15	39.47%	74.6	2	11	1	1
\$200,001 - \$350,000	6	15.79%	104.8	0	3	3	0
\$350,001 - \$825,000	5	13.16%	85.8	1	4	0	0
\$825,001 and up	4	10.53%	133.8	3	1	0	0
<b>Total Active Inventory by Units</b>	<b>38</b>			<b>10</b>	<b>22</b>	<b>5</b>	<b>1</b>
<b>Total Active Inventory by Volume</b>	<b>10,133,195</b>	<b>100%</b>	<b>87.8</b>	<b>3.37M</b>	<b>5.60M</b>	<b>1.00M</b>	<b>160.00K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$266,663</b>			<b>\$337,260</b>	<b>\$254,441</b>	<b>\$200,580</b>	<b>\$160,000</b>

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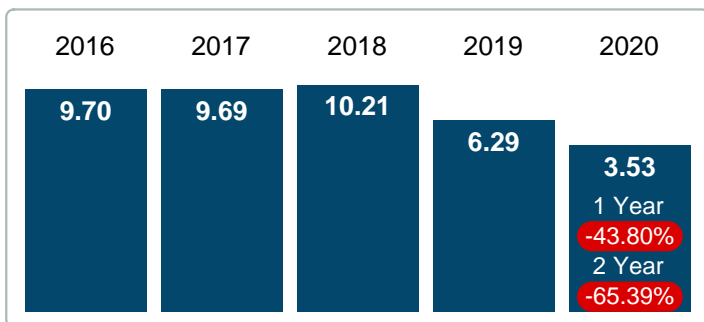
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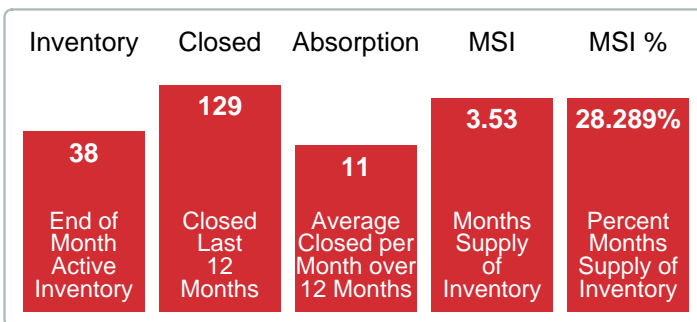
## MONTHS SUPPLY of INVENTORY (MSI)

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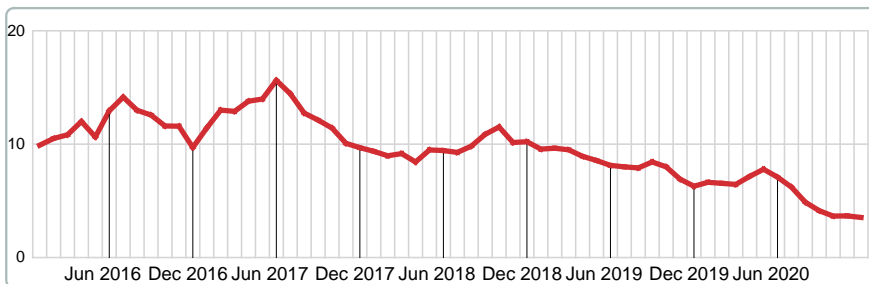
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 7.89

High Jun 2017 15.63 Low Dec 2020 3.53

Months Supply this month at 3.53 below the 5 yr DEC average of 7.89



### 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
\$25,000 and less	1	2.63%	1.33	2.40	0.00	0.00	0.00
\$25,001 - \$75,000	7	18.42%	2.71	4.50	1.80	4.00	0.00
\$75,001 - \$75,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$75,001 - \$200,000	15	39.47%	2.81	2.67	3.14	0.92	0.00
\$200,001 - \$350,000	6	15.79%	4.00	0.00	3.00	12.00	0.00
\$350,001 - \$825,000	5	13.16%	8.57	0.00	24.00	0.00	0.00
\$825,001 and up	4	10.53%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			3.53	5.00	3.30	2.73	4.00
Total Active Inventory by Units		100%	3.53	10	22	5	1

# December 2020



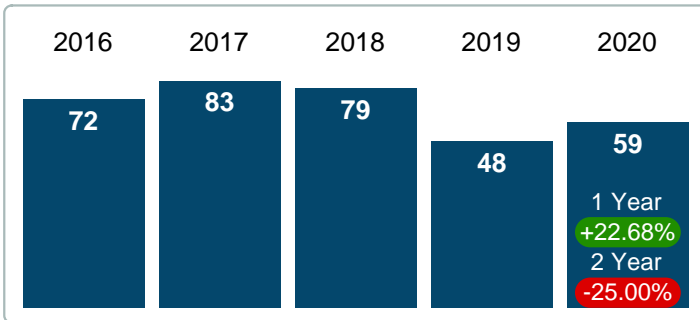
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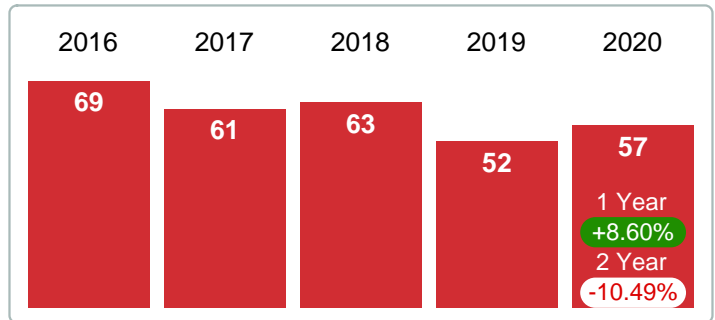
## AVERAGE DAYS ON MARKET TO SALE

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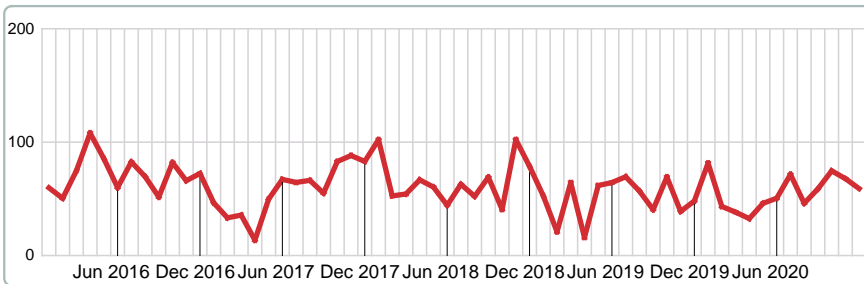
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

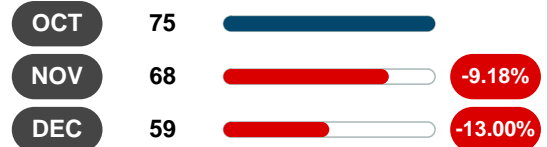


### 3 MONTHS

5 year DEC AVG = 68

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 59 below the 5 yr DEC average of 68



### 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 - \$125,000	16.67%	41	41	0	0	0
\$125,001 - \$150,000	33.33%	32	0	0	32	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$700,000	33.33%	93	0	158	27	0
\$700,001 - \$725,000	16.67%	64	0	0	0	64
\$725,001 and up	0.00%	0	0	0	0	0
<b>Average Closed DOM</b>		<b>59</b>	<b>41</b>	<b>158</b>	<b>30</b>	<b>64</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>59</b>	<b>1</b>	<b>1</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>1,992,900</b>	<b>99.90K</b>	<b>170.00K</b>	<b>998.00K</b>	<b>725.00K</b>



# December 2020



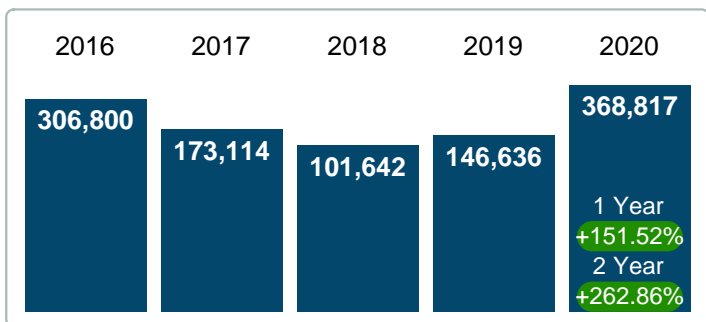
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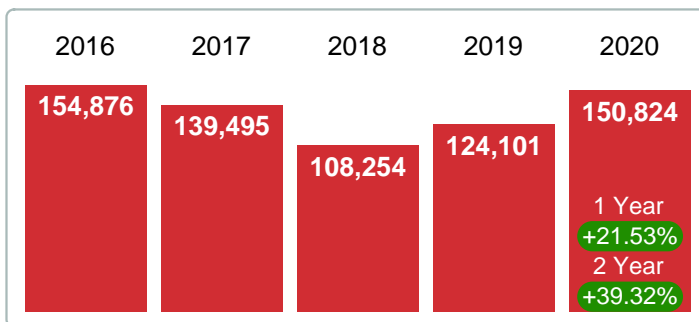
## AVERAGE LIST PRICE AT CLOSING

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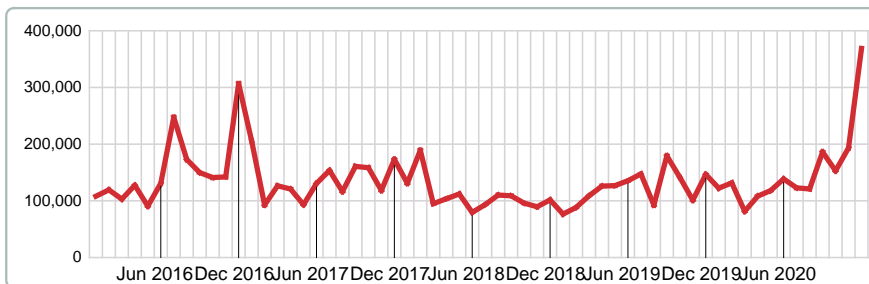
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

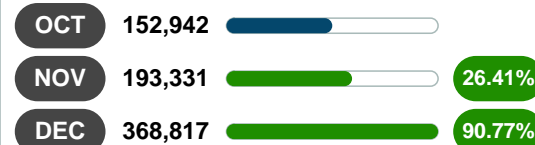


### 3 MONTHS

5 year DEC AVG = 219,402

High Dec 2020 368,817 Low Jan 2019 76,650

Average List Price at Closing this month at **368,817** above the 5 yr DEC average of **219,402**



### 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	0.00%	0	0	0	0	0
\$75,001 - \$125,000	33.33%	107,450	99,900	0	0	0
\$125,001 - \$150,000	33.33%	149,500	0	0	132,000	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$700,000	0.00%	0	0	150,000	899,000	0
\$700,001 - \$725,000	0.00%	0	0	0	0	800,000
\$725,001 and up	33.33%	849,500	0	0	0	0
<b>Average List Price</b>		<b>368,817</b>	<b>99,900</b>	<b>150,000</b>	<b>387,667</b>	<b>800,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>368,817</b>	<b>1</b>	<b>1</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>2,212,900</b>	<b>99.90K</b>	<b>150.00K</b>	<b>1.16M</b>	<b>800.00K</b>



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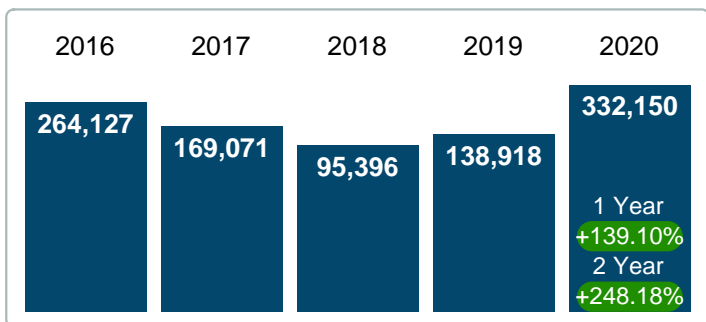
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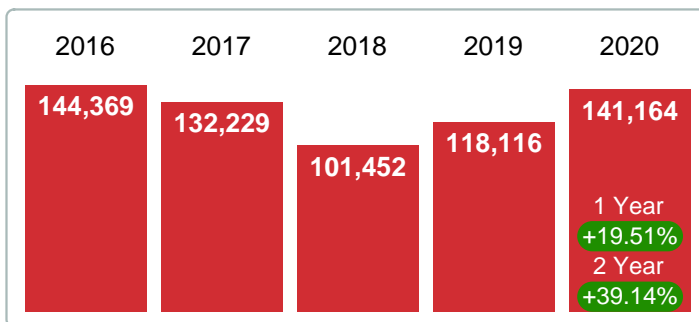
## AVERAGE SOLD PRICE AT CLOSING

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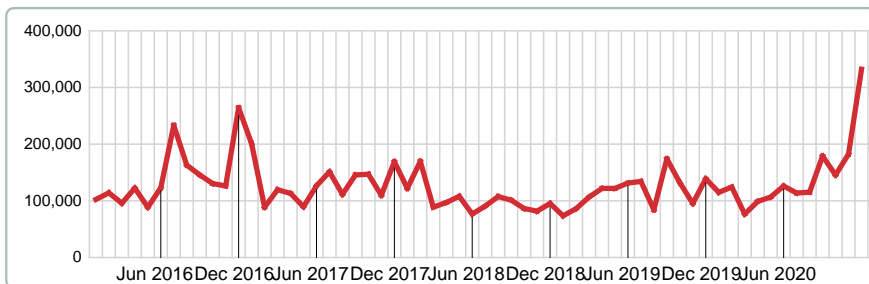
### DECEMBER



### YEAR TO DATE (YTD)

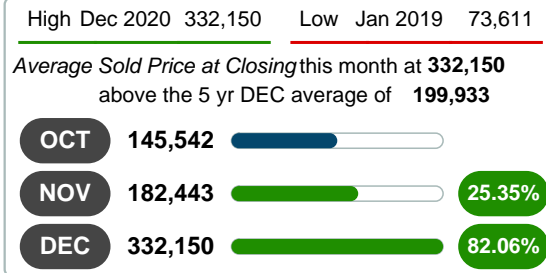


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 199,933



### 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 - \$125,000	16.67%	99,900	99,900	0	0	0
\$125,001 - \$150,000	33.33%	149,000	0	0	149,000	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$700,000	33.33%	435,000	0	170,000	700,000	0
\$700,001 - \$725,000	16.67%	725,000	0	0	0	725,000
\$725,001 and up	0.00%	0	0	0	0	0
<b>Average Sold Price</b>		<b>332,150</b>	<b>99,900</b>	<b>170,000</b>	<b>332,667</b>	<b>725,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>332,150</b>	<b>1</b>	<b>1</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>1,992,900</b>	<b>99.90K</b>	<b>170.00K</b>	<b>998.00K</b>	<b>725.00K</b>

# December 2020



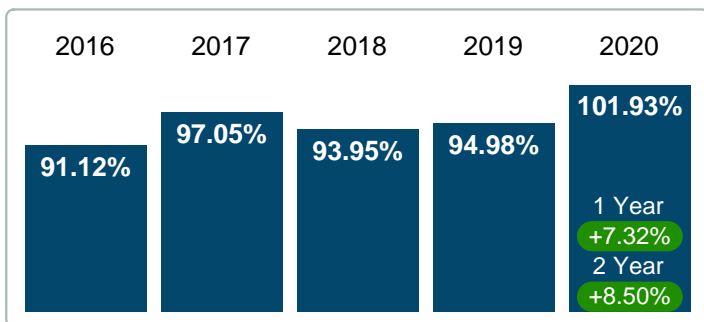
Area Delimited by County Of Sequoyah - Residential Property Type



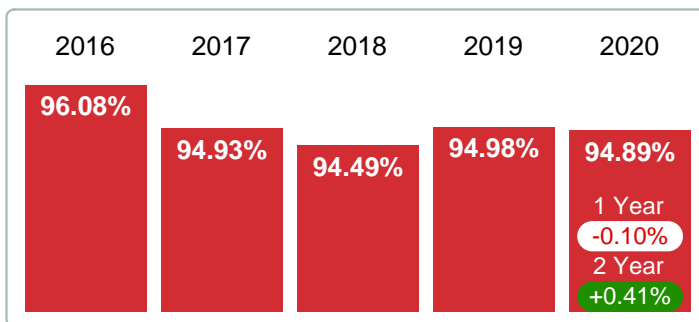
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 01, 2023 for MLS Technology Inc.

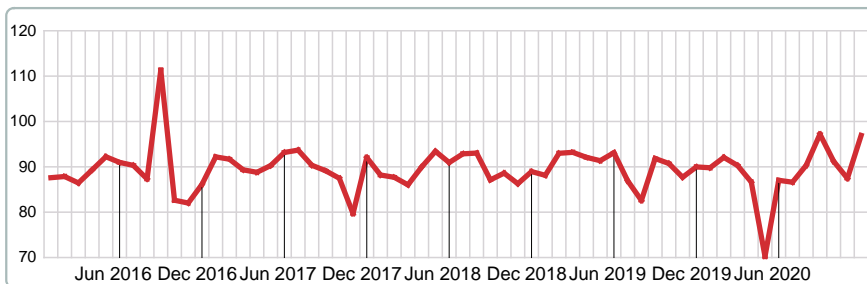
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

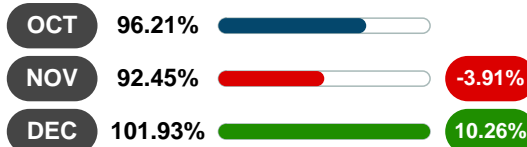


### 3 MONTHS

5 year DEC AVG = 95.81%

High Sep 2016 116.31% Low May 2020 75.25%

Average Sold/List Ratio this month at **101.93%** above the 5 yr DEC average of **95.81%**



### 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 - \$125,000	1	16.67%	100.00%	100.00%	0.00%	0.00%	0.00%
\$125,001 - \$150,000	2	33.33%	114.88%	0.00%	0.00%	114.88%	0.00%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$700,000	2	33.33%	95.60%	0.00%	113.33%	77.86%	0.00%
\$700,001 - \$725,000	1	16.67%	90.63%	0.00%	0.00%	0.00%	90.63%
\$725,001 and up	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Average Sold/List Ratio		101.90%		100.00%	113.33%	102.54%	90.63%
Total Closed Units		6	100%	1	1	3	1
Total Closed Volume		1,992,900		99.90K	170.00K	998.00K	725.00K

# December 2020



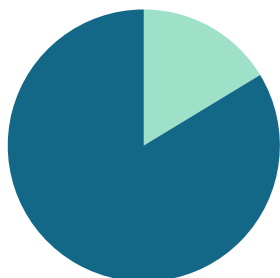
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

### INVENTORY

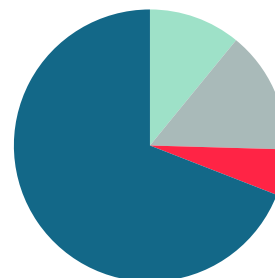


**Inventory**  
 New Listings  
**8 = 16.33%**  
 Start Inventory  
**41**  
 Total Inventory Units  
**49**  
 Volume  
**\$12,619,589**

### Market Activity

Closed Sales  
**6 = 10.91%**  
 Pending Sales  
**8 = 14.55%**  
 Other Off Market  
**3 = 5.45%**  
 Active Inventory  
**38 = 69.09%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	11	6	-45.45%	124	129	4.03%
Pending Sales	5	8	60.00%	126	136	7.94%
New Listings	8	8	0.00%	269	211	-21.56%
Average List Price	146,636	368,817	151.52%	124,101	150,824	21.53%
Average Sale Price	138,918	332,150	139.10%	118,116	141,164	19.51%
Average Percent of Selling Price to List Price	94.98%	101.93%	7.32%	94.98%	94.89%	-0.10%
Average Days on Market to Sale	48.09	59.00	22.68%	52.05	56.53	8.60%
Monthly Inventory	65	38	-41.54%	65	38	-41.54%
Months Supply of Inventory	6.29	3.53	-43.80%	6.29	3.53	-43.80%

**Absorption:** Last 12 months, an Average of 11 Sales/Month

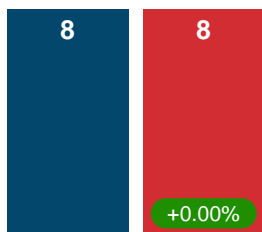
**Inventory** on December 31, 2020 = 38

2019 2020

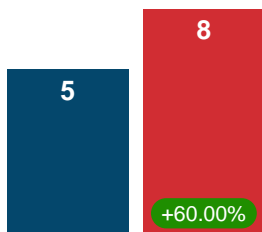
### DECEMBER MARKET

### AVERAGE PRICES

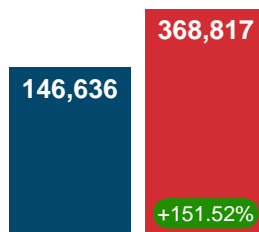
#### New Listings



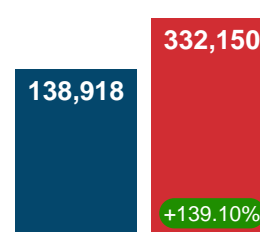
#### Pending Listings



#### List Price



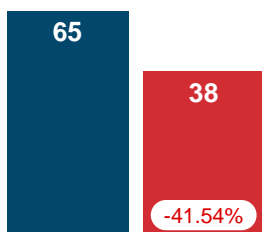
#### Sale Price



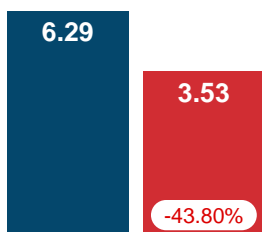
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

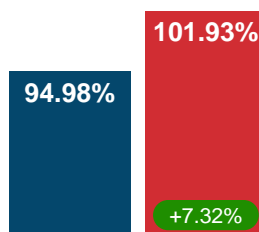
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

