

# December 2021



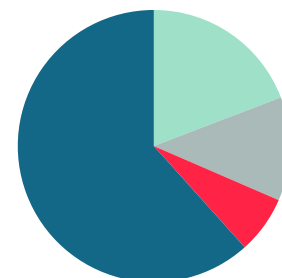
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	6	14	133.33%
Pending Listings	8	9	12.50%
New Listings	8	12	50.00%
Average List Price	368,817	189,532	-48.61%
Average Sale Price	332,150	186,739	-43.78%
Average Percent of Selling Price to List Price	101.93%	97.79%	-4.07%
Average Days on Market to Sale	59.00	12.71	-78.45%
End of Month Inventory	38	45	18.42%
Months Supply of Inventory	3.53	3.35	-5.12%



■ Closed (19.18%)  
■ Pending (12.33%)  
■ Other OffMarket (6.85%)  
■ Active (61.64%)

**Absorption:** Last 12 months, an Average of **13** Sales/Month  
**Active Inventory** as of December 31, 2021 = **45**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2021 rose **18.42%** to 45 existing homes available for sale. Over the last 12 months this area has had an average of 13 closed sales per month. This represents an unsold inventory index of **3.35** 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 **43.78%** in December 2021 to \$186,739 versus the previous year at \$332,150.

#### Average Days on Market Shortens

The average number of **12.71** days that homes spent on the market before selling decreased by 46.29 days or **78.45%** in December 2021 compared to last year's same month at **59.00** DOM.

#### Sales Success for December 2021 is Positive

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

There were 12 New Listings in December 2021, up **50.00%** from last year at 8. Furthermore, there were 14 Closed Listings this month versus last year at 6, a **133.33%** increase.

Closed versus Listed trends yielded a **116.7%** ratio, up from previous year's, December 2020, at **75.0%**, a **55.56%** upswing. This will certainly create pressure on an increasing 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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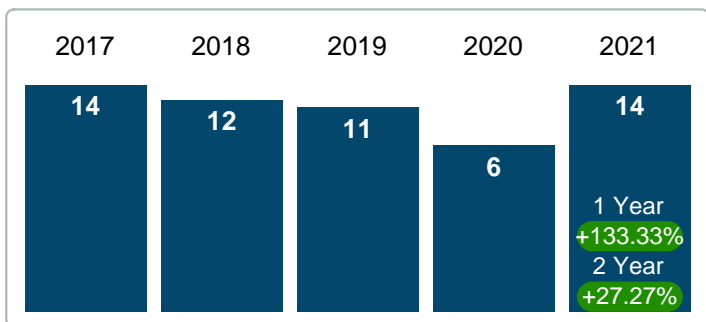
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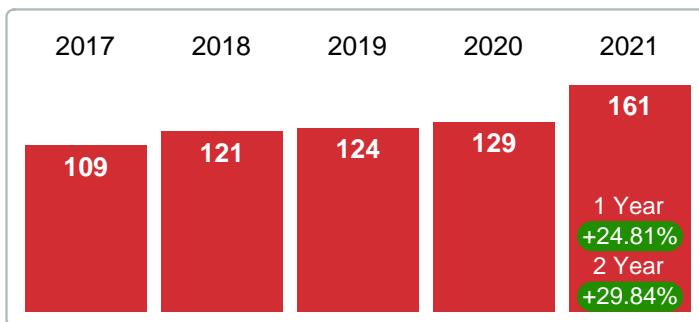
## CLOSED LISTINGS

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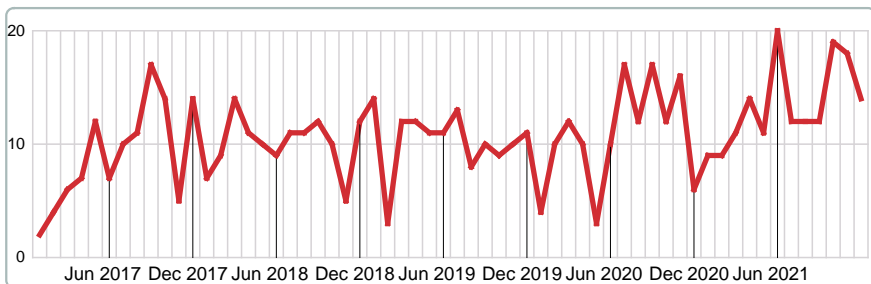
### DECEMBER



### YEAR TO DATE (YTD)

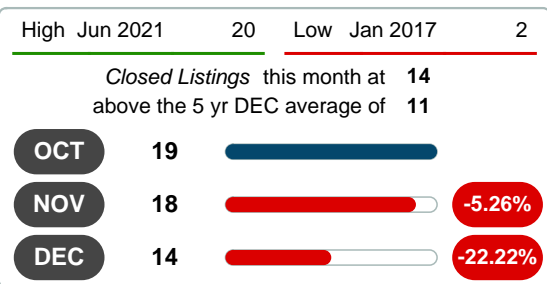


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$50,000 and less	1	7.14%	57.0	0	1	0	0
\$50,001 - \$125,000	2	14.29%	4.0	1	1	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	4	28.57%	11.0	2	2	0	0
\$175,001 - \$200,000	3	21.43%	20.3	0	3	0	0
\$200,001 - \$325,000	2	14.29%	1.0	0	2	0	0
\$325,001 and up	2	14.29%	3.0	1	1	0	0
<b>Total Closed Units</b>	<b>14</b>			<b>4</b>	<b>10</b>	<b>0</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>2,614,350</b>	<b>100%</b>	<b>12.7</b>	<b>743.10K</b>	<b>1.87M</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$186,739</b>			<b>\$185,775</b>	<b>\$187,125</b>	<b>\$0</b>	<b>\$0</b>

# December 2021



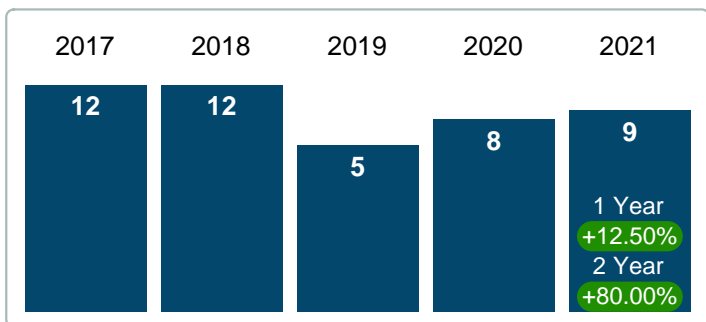
Area Delimited by County Of Sequoyah - Residential Property Type



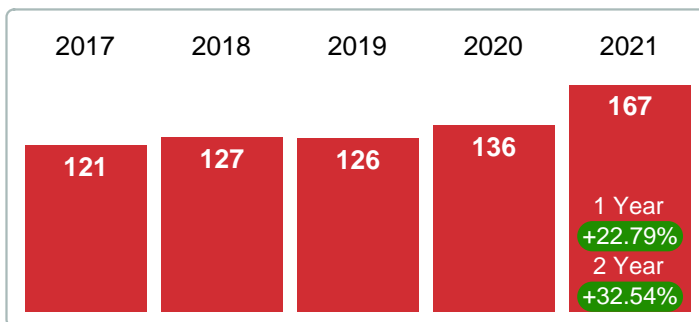
## PENDING LISTINGS

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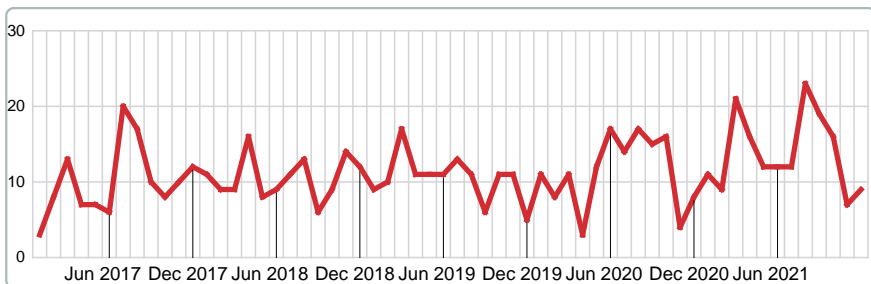
### DECEMBER



### YEAR TO DATE (YTD)

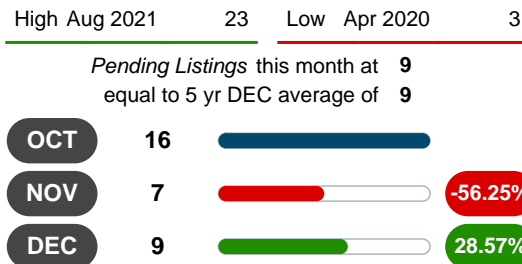


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 9



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	2	22.22%	30.5	1	1	0	0
\$75,001 - \$150,000	1	11.11%	130.0	0	1	0	0
\$150,001 - \$275,000	2	22.22%	12.5	0	2	0	0
\$275,001 - \$275,000	0	0.00%	0.0	0	0	0	0
\$275,001 - \$400,000	4	44.44%	24.3	0	3	1	0
\$400,001 and up	0	0.00%	0.0	0	0	0	0
<b>Total Pending Units</b>	<b>9</b>			<b>1</b>	<b>7</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>1,981,200</b>	<b>100%</b>	<b>34.8</b>	<b>64.90K</b>	<b>1.64M</b>	<b>279.90K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$220,133</b>			<b>\$64,900</b>	<b>\$233,771</b>	<b>\$279,900</b>	<b>\$0</b>

# December 2021



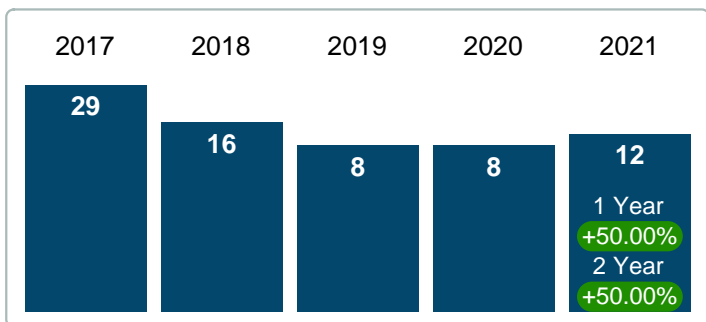
Area Delimited by County Of Sequoyah - Residential Property Type



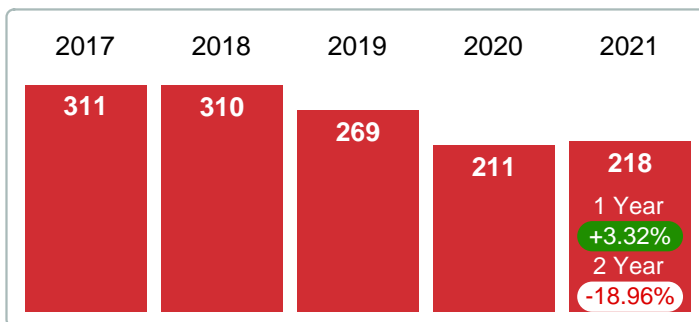
## NEW LISTINGS

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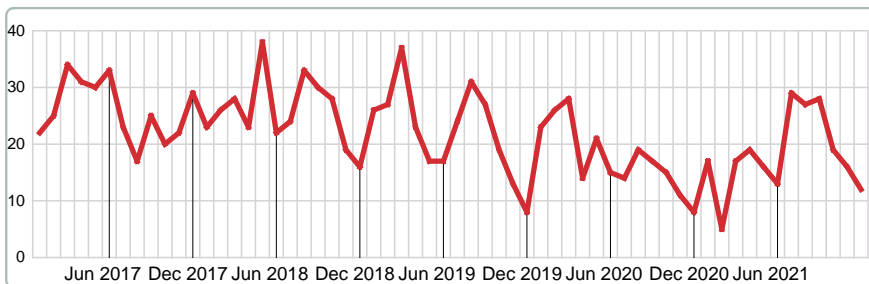
### DECEMBER



### YEAR TO DATE (YTD)

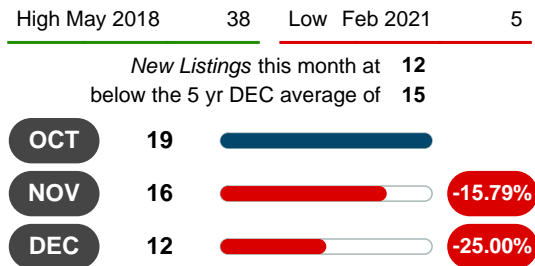


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 15



### 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	1	8.33%	1	0	0	0
\$75,001 - \$100,000	1	8.33%	1	0	0	0
\$100,001 - \$125,000	2	16.67%	1	1	0	0
\$125,001 - \$275,000	3	25.00%	1	2	0	0
\$275,001 - \$400,000	3	25.00%	0	2	1	0
\$400,001 - \$1,750,000	1	8.33%	0	1	0	0
\$1,750,001 and up	1	8.33%	0	0	0	1
<b>Total New Listed Units</b>	<b>12</b>		<b>4</b>	<b>6</b>	<b>1</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>8,051,200</b>	<b>100%</b>	<b>426.80K</b>	<b>2.96M</b>	<b>277.00K</b>	<b>4.39M</b>
<b>Average New Listed Listing Price</b>	<b>\$306,125</b>		<b>\$106,700</b>	<b>\$492,900</b>	<b>\$277,000</b>	<b>\$4,390,000</b>

# December 2021



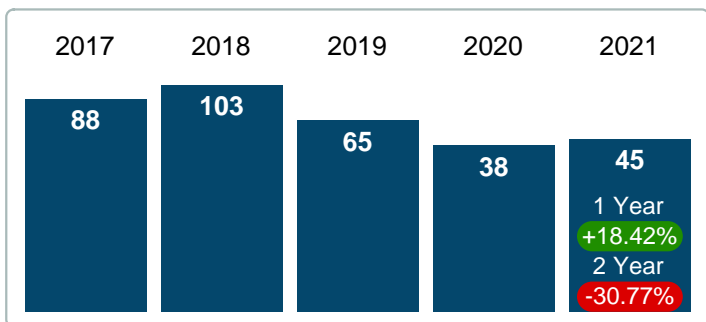
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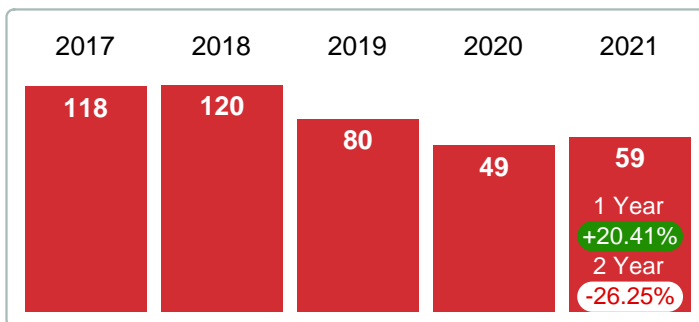
## ACTIVE INVENTORY

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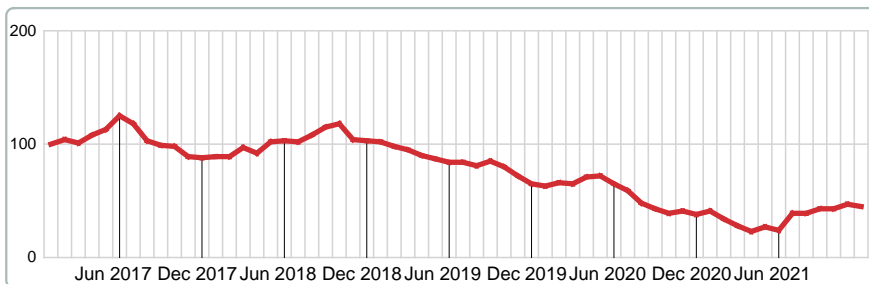
### END OF DECEMBER



### ACTIVE DURING DECEMBER

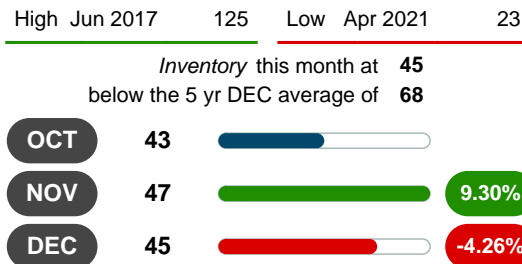


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 68



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.67%	115.0	3	0	0	0
\$50,001 - \$75,000	2	4.44%	95.0	1	1	0	0
\$75,001 - \$125,000	10	22.22%	104.4	2	8	0	0
\$125,001 - \$225,000	12	26.67%	103.9	2	6	4	0
\$225,001 - \$425,000	7	15.56%	61.6	1	1	4	1
\$425,001 - \$750,000	7	15.56%	78.7	2	3	2	0
\$750,001 and up	4	8.89%	79.8	2	1	0	1
<b>Total Active Inventory by Units</b>	<b>45</b>			<b>13</b>	<b>20</b>	<b>10</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>19,466,299</b>	<b>100%</b>	<b>91.7</b>	<b>6.39M</b>	<b>5.48M</b>	<b>2.92M</b>	<b>4.68M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$432,584</b>			<b>\$491,200</b>	<b>\$273,955</b>	<b>\$292,160</b>	<b>\$2,340,000</b>

# December 2021



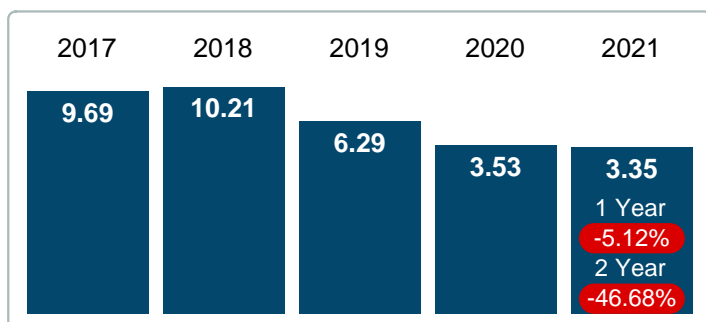
Area Delimited by County Of Sequoyah - Residential Property Type



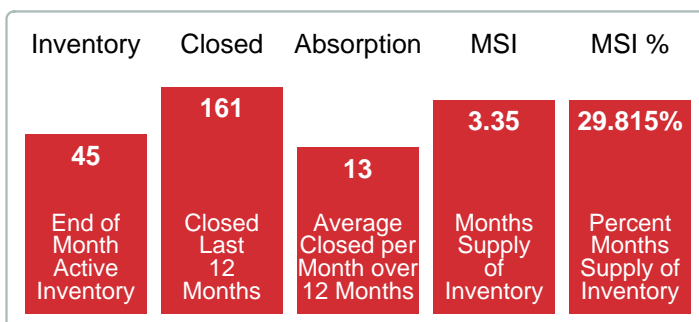
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 10, 2023 for MLS Technology Inc.

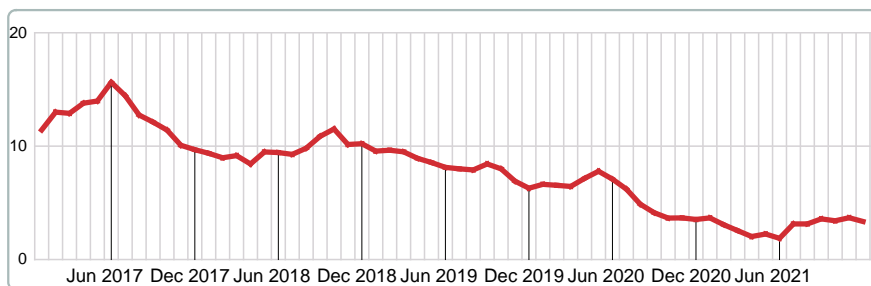
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

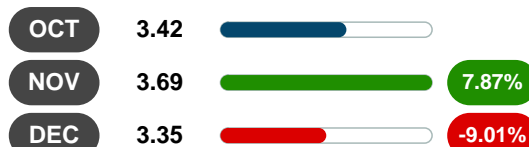


### 3 MONTHS

5 year DEC AVG = 6.62

High Jun 2017 15.63 Low Jun 2021 1.87

Months Supply this month at 3.35  
below the 5 yr DEC average of 6.62



### 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
\$50,000 and less	3	6.67%	2.12	4.00	0.00	0.00	0.00
\$50,001 - \$75,000	2	4.44%	1.20	1.71	1.09	0.00	0.00
\$75,001 - \$125,000	10	22.22%	4.00	4.00	4.17	0.00	0.00
\$125,001 - \$225,000	12	26.67%	3.13	4.80	2.67	4.00	0.00
\$225,001 - \$425,000	7	15.56%	2.80	2.00	0.71	8.00	12.00
\$425,001 - \$750,000	7	15.56%	6.46	0.00	5.14	6.00	0.00
\$750,001 and up	4	8.89%	9.60	24.00	12.00	0.00	12.00
Market Supply of Inventory (MSI)			3.35	4.59	2.64	4.00	4.00
Total Active Inventory by Units		100%	3.35	13	20	10	2

# December 2021



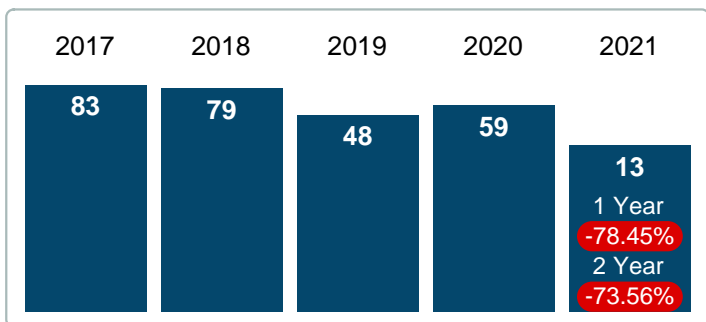
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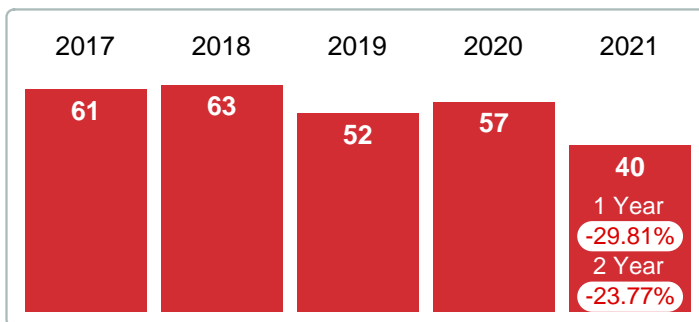
## AVERAGE DAYS ON MARKET TO SALE

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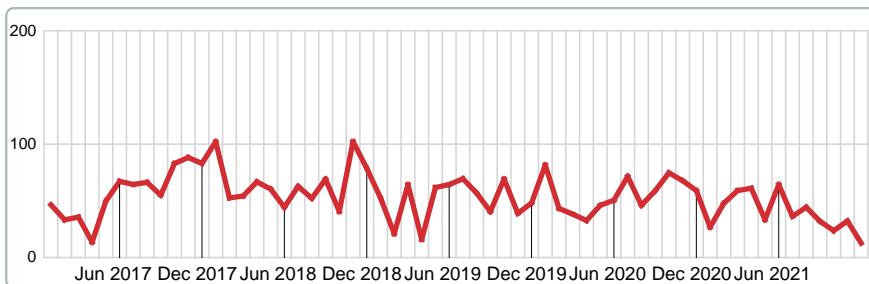
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

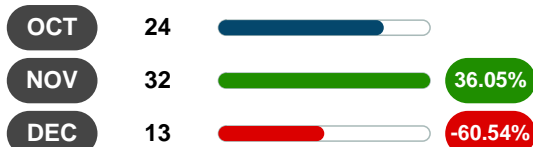


### 3 MONTHS

5 year DEC AVG = 56

High Nov 2018 102 Low Dec 2021 13

Average Days on Market to Sale this month at 13 below the 5 yr DEC average of 56



### 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
\$50,000 and less	7.14%	57	0	57	0	0
\$50,001 - \$125,000	14.29%	4	3	5	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	28.57%	11	7	15	0	0
\$175,001 - \$200,000	21.43%	20	0	20	0	0
\$200,001 - \$325,000	14.29%	1	0	1	0	0
\$325,001 and up	14.29%	3	1	5	0	0
Average Closed DOM		13	5	16	0	0
Total Closed Units	100%	13	4	10		
Total Closed Volume		2,614,350	743.10K	1.87M	0.00B	0.00B

# December 2021



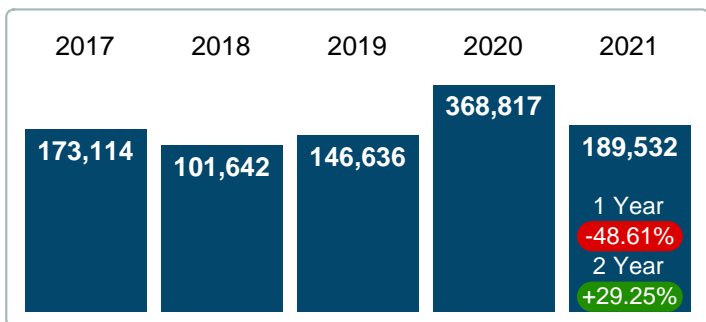
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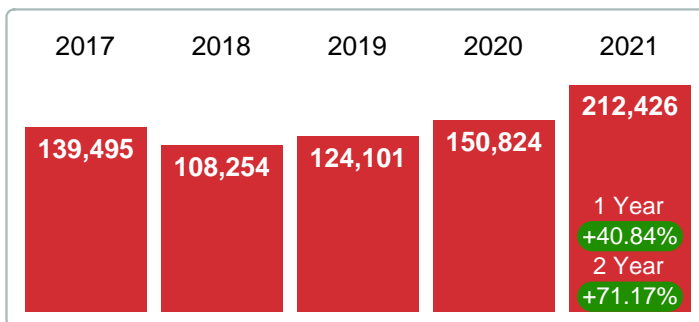
## AVERAGE LIST PRICE AT CLOSING

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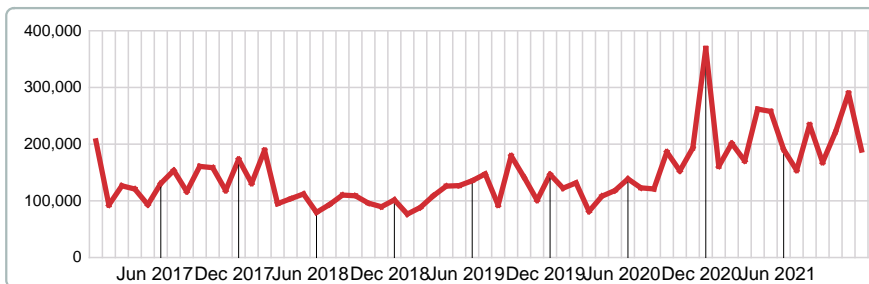
### DECEMBER



### YEAR TO DATE (YTD)

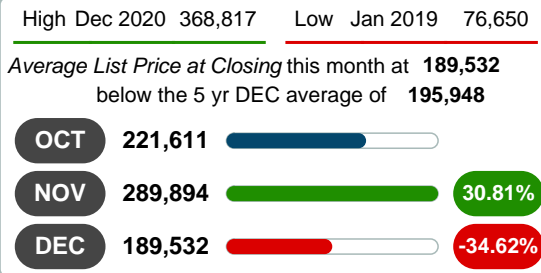


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 195,948



### 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
\$50,000 and less	0.00%	0	0	54,500	0	0
\$50,001 - \$125,000	21.43%	73,500	67,000	99,000	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	21.43%	138,967	133,500	174,950	0	0
\$175,001 - \$200,000	28.57%	194,913	0	193,217	0	0
\$200,001 - \$325,000	21.43%	279,133	0	256,250	0	0
\$325,001 and up	7.14%	399,000	399,000	324,900	0	0
<b>Average List Price</b>		<b>189,532</b>	<b>183,250</b>	<b>192,045</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>14</b>	<b>4</b>	<b>10</b>		
<b>Total Closed Volume</b>		<b>2,653,450</b>	<b>733.00K</b>	<b>1.92M</b>	<b>0.00B</b>	<b>0.00B</b>



# December 2021



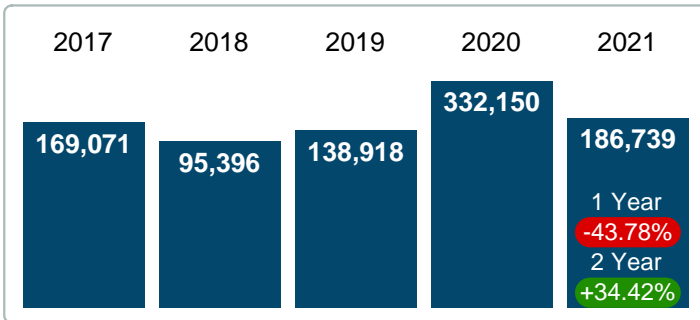
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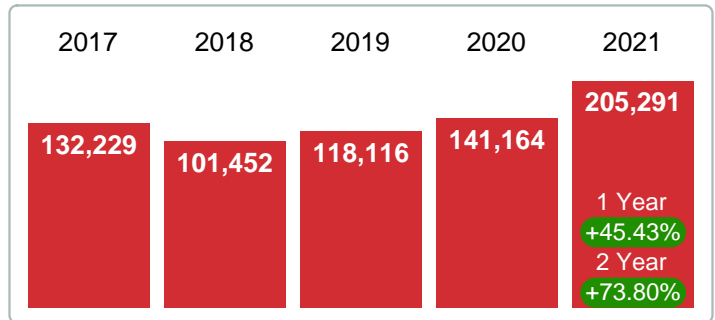
## AVERAGE SOLD PRICE AT CLOSING

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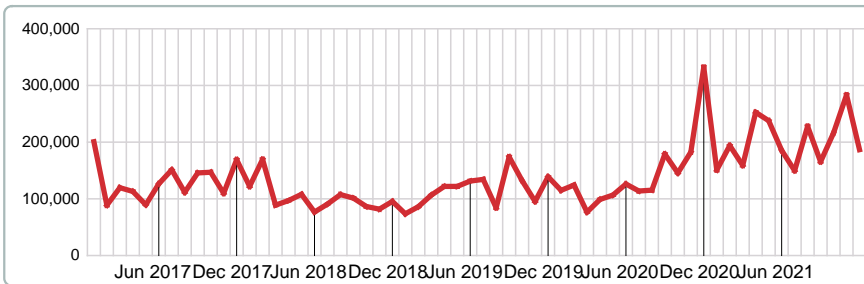
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

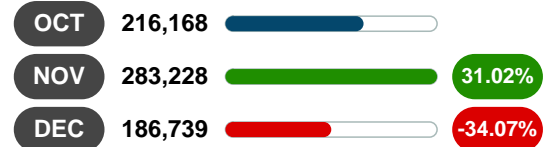


### 3 MONTHS

5 year DEC AVG = 184,455

High Dec 2020 332,150 Low Jan 2019 73,611

Average Sold Price at Closing this month at **186,739**  
above the 5 yr DEC average of **184,455**



### 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
\$50,000 and less	7.14%	50,000	0	50,000	0	0
\$50,001 - \$125,000	14.29%	81,250	64,000	98,500	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	28.57%	147,150	137,550	156,750	0	0
\$175,001 - \$200,000	21.43%	188,917	0	188,917	0	0
\$200,001 - \$325,000	14.29%	256,250	0	256,250	0	0
\$325,001 and up	14.29%	367,000	404,000	330,000	0	0
<b>Average Sold Price</b>		<b>186,739</b>	<b>185,775</b>	<b>187,125</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>14</b>	<b>4</b>	<b>10</b>		
<b>Total Closed Volume</b>		<b>2,614,350</b>	<b>743.10K</b>	<b>1.87M</b>	<b>0.00B</b>	<b>0.00B</b>

# December 2021



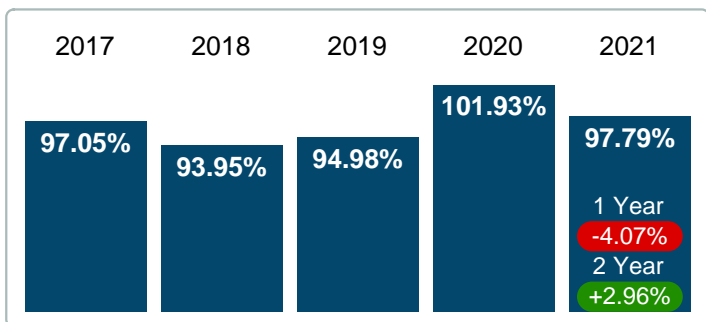
Area Delimited by County Of Sequoyah - Residential Property Type



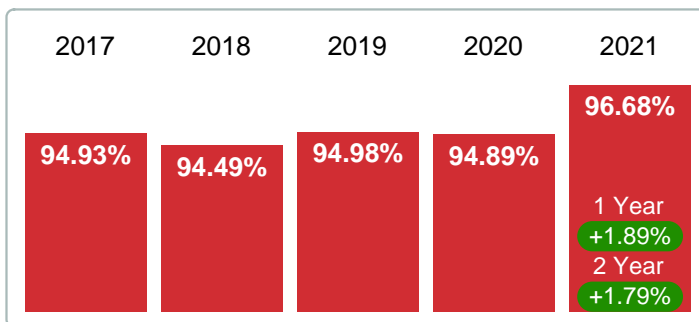
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

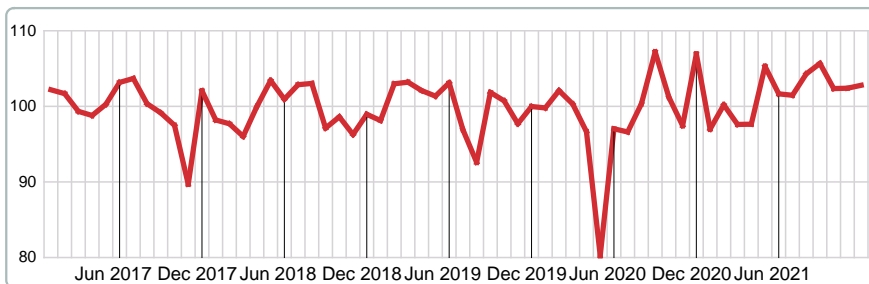
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

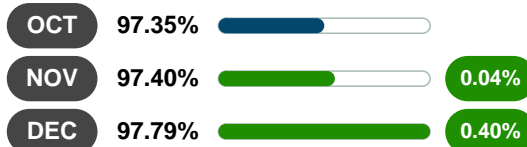


### 3 MONTHS

5 year DEC AVG = 97.14%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **97.79%**  
above the 5 yr DEC average of **97.14%**



### 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
\$50,000 and less	1	7.14%	91.74%	0.00%	91.74%	0.00%	0.00%
\$50,001 - \$125,000	2	14.29%	97.51%	95.52%	99.49%	0.00%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	4	28.57%	96.47%	103.00%	89.95%	0.00%	0.00%
\$175,001 - \$200,000	3	21.43%	97.85%	0.00%	97.85%	0.00%	0.00%
\$200,001 - \$325,000	2	14.29%	100.00%	0.00%	100.00%	0.00%	0.00%
\$325,001 and up	2	14.29%	101.41%	101.25%	101.57%	0.00%	0.00%
Average Sold/List Ratio		97.80%		100.69%	96.62%	0.00%	0.00%
Total Closed Units		14	100%	4	10		
Total Closed Volume		2,614,350		743.10K	1.87M	0.00B	0.00B

# December 2021



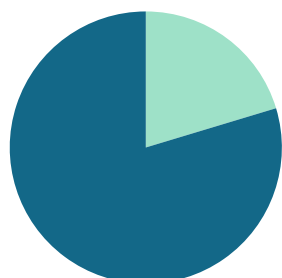
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY

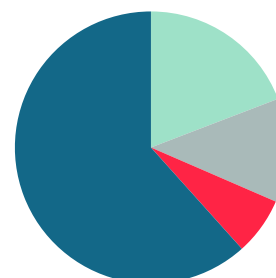


**Inventory**  
 New Listings  
**12 = 20.34%**  
 Start Inventory  
**47**  
 Total Inventory Units  
**59**  
 Volume  
**\$22,629,499**

### Market Activity

Closed Sales  
**14 = 19.18%**  
 Pending Sales  
**9 = 12.33%**  
 Other Off Market  
**5 = 6.85%**  
 Active Inventory  
**45 = 61.64%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	6	14	133.33%	129	161	24.81%
Pending Sales	8	9	12.50%	136	167	22.79%
New Listings	8	12	50.00%	211	218	3.32%
Average List Price	368,817	189,532	-48.61%	150,824	212,426	40.84%
Average Sale Price	332,150	186,739	-43.78%	141,164	205,291	45.43%
Average Percent of Selling Price to List Price	101.93%	97.79%	-4.07%	94.89%	96.68%	1.89%
Average Days on Market to Sale	59.00	12.71	-78.45%	56.53	39.68	-29.81%
Monthly Inventory	38	45	18.42%	38	45	18.42%
Months Supply of Inventory	3.53	3.35	-5.12%	3.53	3.35	-5.12%

**Absorption:** Last 12 months, an Average of **13** Sales/Month

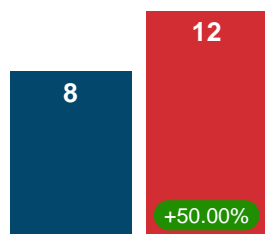
**Inventory** on December 31, 2021 = **45**

**2020** **2021**

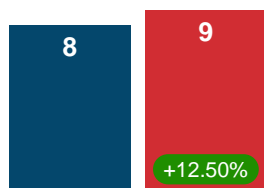
### DECEMBER MARKET

### AVERAGE PRICES

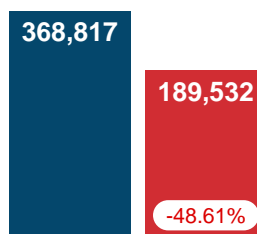
#### New Listings



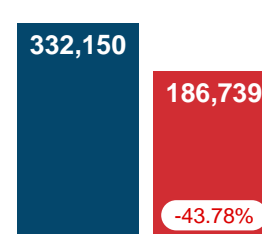
#### Pending Listings



#### List Price



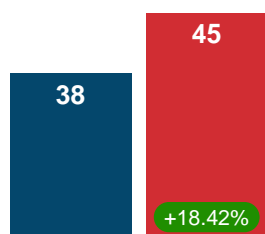
#### Sale Price



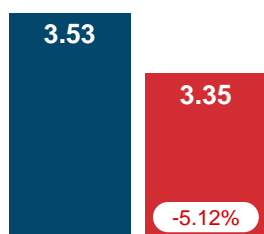
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

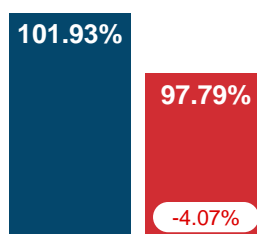
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

