

December 2021



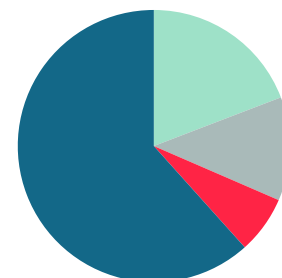
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	149,500	189,875	27.01%
Median Sale Price	160,000	177,500	10.94%
Median Percent of Selling Price to List Price	99.66%	100.00%	0.34%
Median Days on Market to Sale	47.50	5.50	-88.42%
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.

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 **10.94%** in December 2021 to \$177,500 versus the previous year at \$160,000.

Median Days on Market Shortens

The median number of **5.50** days that homes spent on the market before selling decreased by 42.00 days or **88.42%** in December 2021 compared to last year's same month at **47.50** DOM.

Sales Success for December 2021 is Positive

Overall, with Median Prices going up 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.

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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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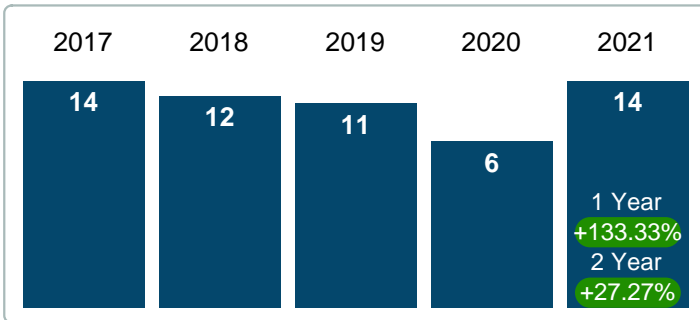
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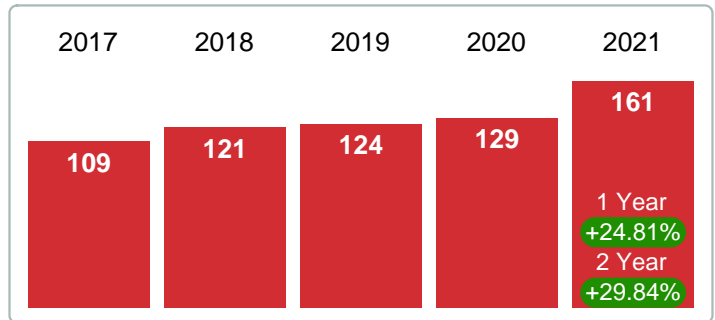
CLOSED LISTINGS

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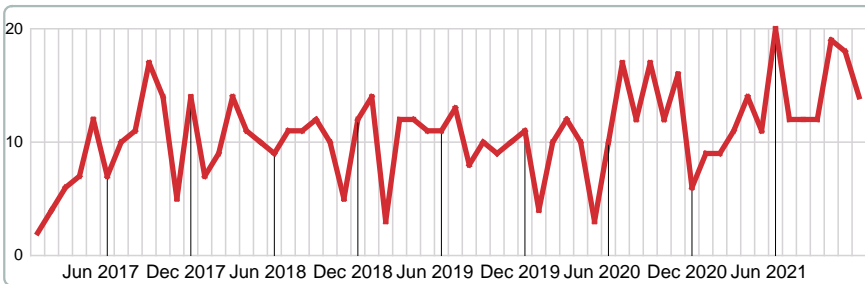
DECEMBER



YEAR TO DATE (YTD)

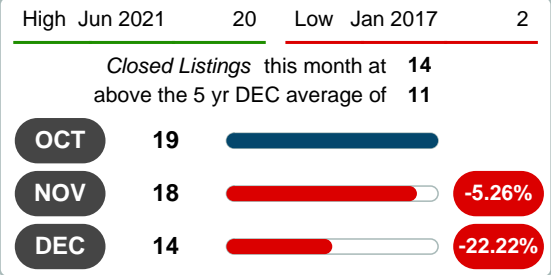


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	4.0	0	0	0	0
\$125,001 - \$175,000	4	28.57%	11.0	2	2	0	0
\$175,001 - \$200,000	3	21.43%	15.0	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
Total Closed Units	14			4	10	0	0
Total Closed Volume	2,614,350	100%	5.5	743.10K	1.87M	0.00B	0.00B
Median Closed Price	\$177,500			\$137,550	\$183,500	\$0	\$0

December 2021



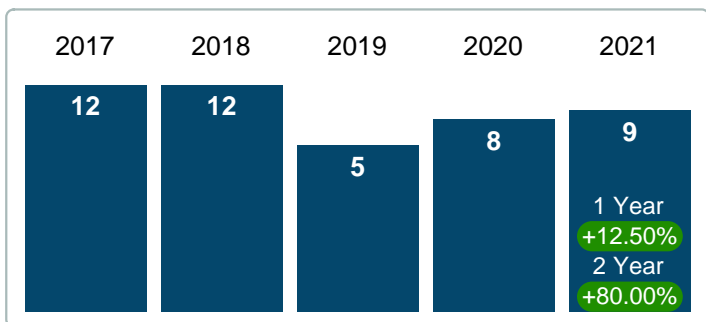
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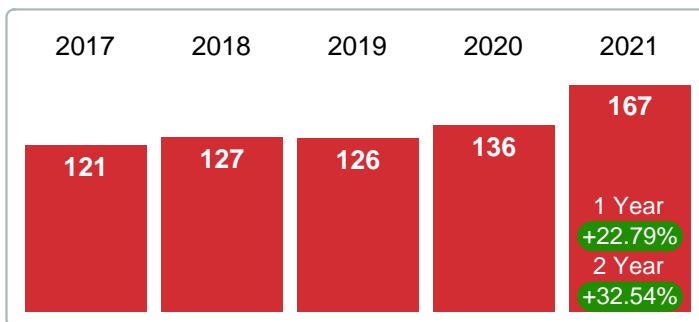
PENDING LISTINGS

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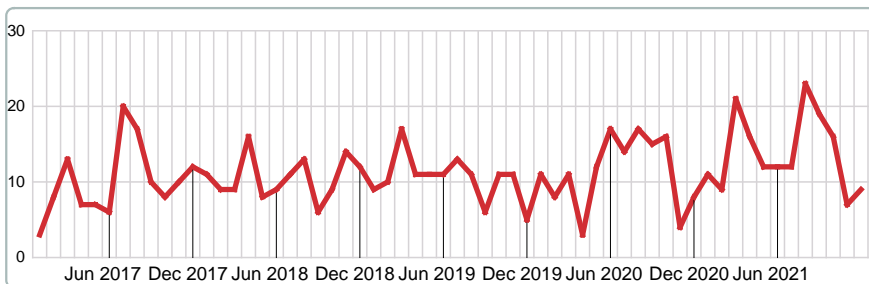
DECEMBER



YEAR TO DATE (YTD)

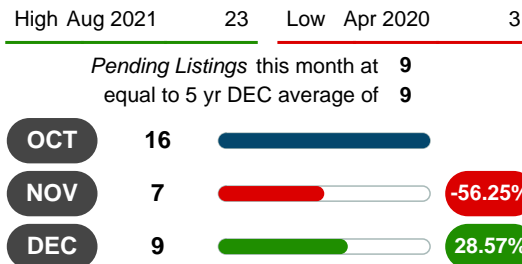


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 9



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	3.0	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%	12.5	0	0	0	0
\$275,001 - \$400,000	4	44.44%	18.5	0	3	1	0
\$400,001 and up	0	0.00%	18.5	0	0	0	0
Total Pending Units	9			1	7	1	0
Total Pending Volume	1,981,200	100%	28.0	64.90K	1.64M	279.90K	0.00B
Median Listing Price	\$250,000			\$64,900	\$250,000	\$279,900	\$0

December 2021



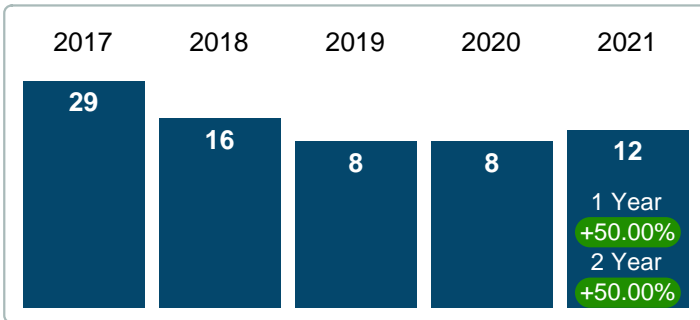
Area Delimited by County Of Sequoyah - Residential Property Type



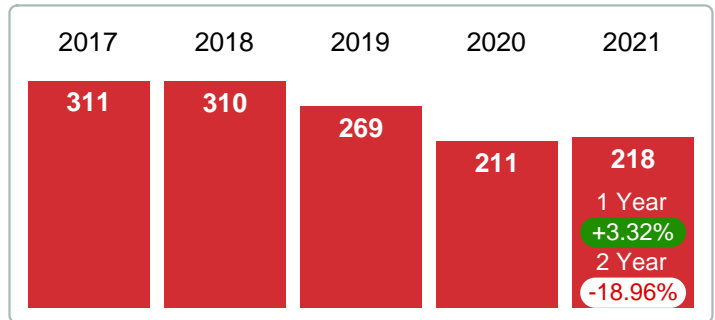
NEW LISTINGS

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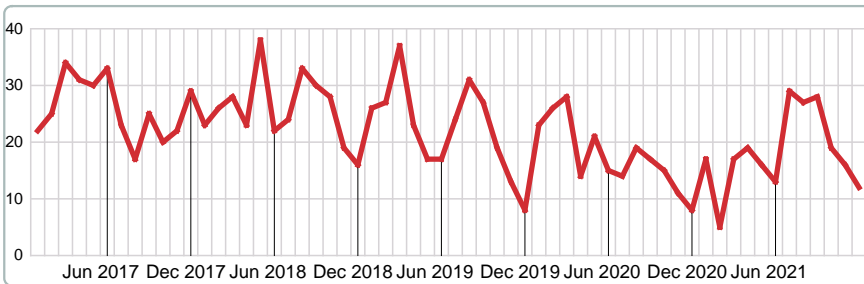
DECEMBER



YEAR TO DATE (YTD)

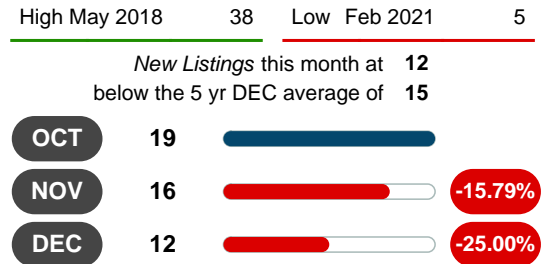


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	12		4	6	1	1
Total New Listed Volume	8,051,200	100%	426.80K	2.96M	277.00K	4.39M
Median New Listed Listing Price	\$200,000		\$103,450	\$273,750	\$277,000	\$4,390,000

December 2021



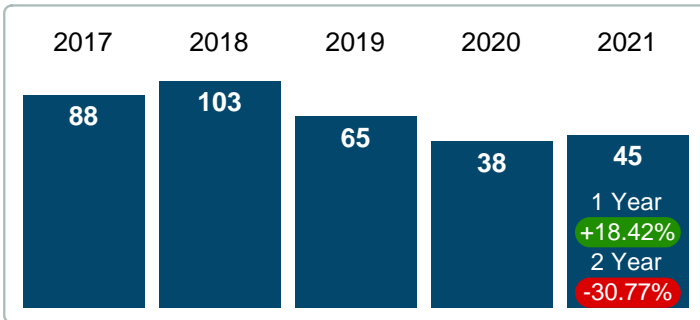
Area Delimited by County Of Sequoyah - Residential Property Type



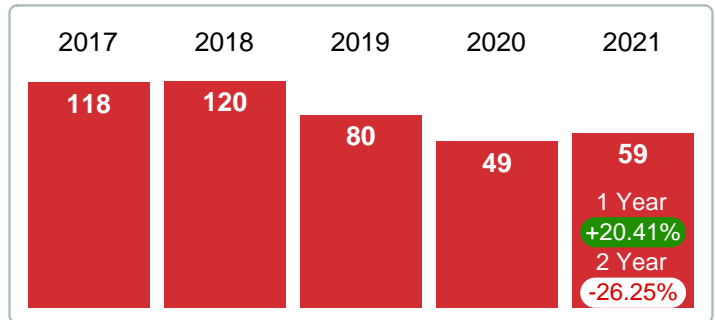
ACTIVE INVENTORY

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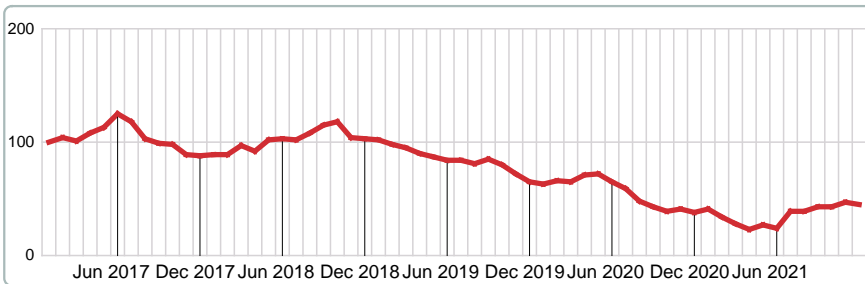
END OF DECEMBER



ACTIVE DURING DECEMBER

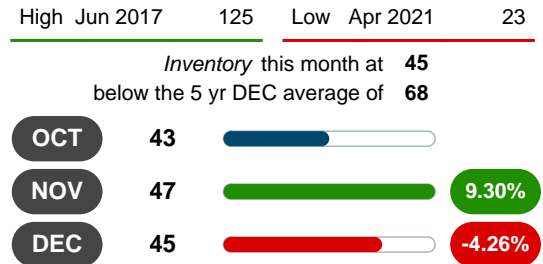


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 68



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.67%	102.0	3	0	0	0
\$50,001 - \$75,000	2	4.44%	95.0	1	1	0	0
\$75,001 - \$125,000	10	22.22%	97.5	2	8	0	0
\$125,001 - \$225,000	12	26.67%	83.0	2	6	4	0
\$225,001 - \$425,000	7	15.56%	61.0	1	1	4	1
\$425,001 - \$750,000	7	15.56%	62.0	2	3	2	0
\$750,001 and up	4	8.89%	63.5	2	1	0	1
Total Active Inventory by Units	45			13	20	10	2
Total Active Inventory by Volume	19,466,299	100%	80.0	6.39M	5.48M	2.92M	4.68M
Median Active Inventory Listing Price	\$179,900			\$150,000	\$142,450	\$252,950	\$2,340,000

December 2021



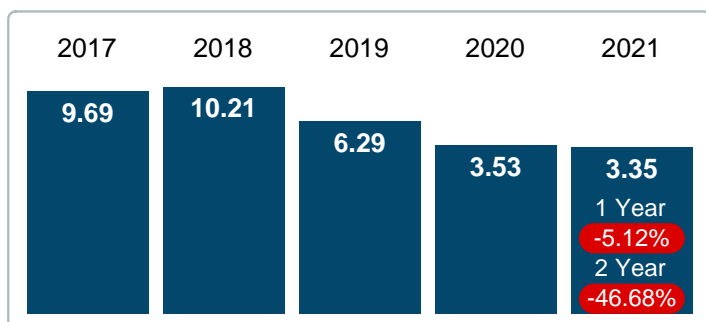
Area Delimited by County Of Sequoyah - Residential Property Type



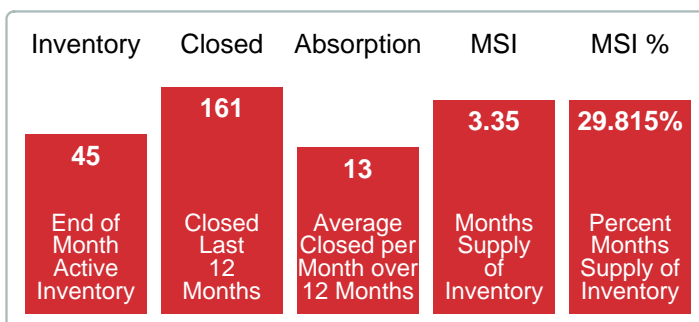
MONTHS SUPPLY of INVENTORY (MSI)

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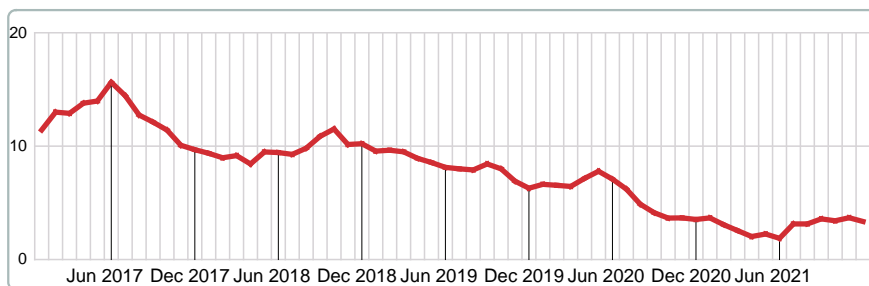
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

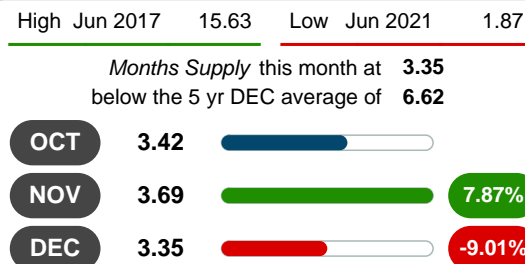


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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



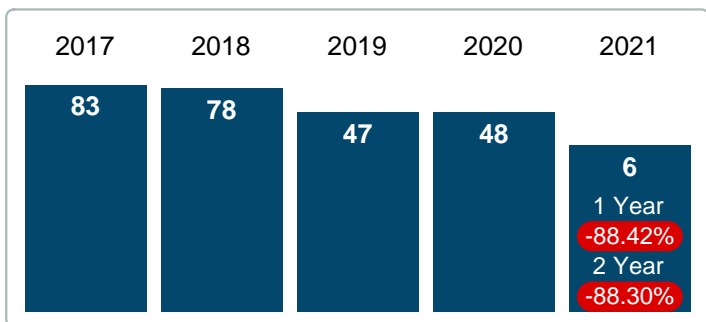
Area Delimited by County Of Sequoyah - Residential Property Type



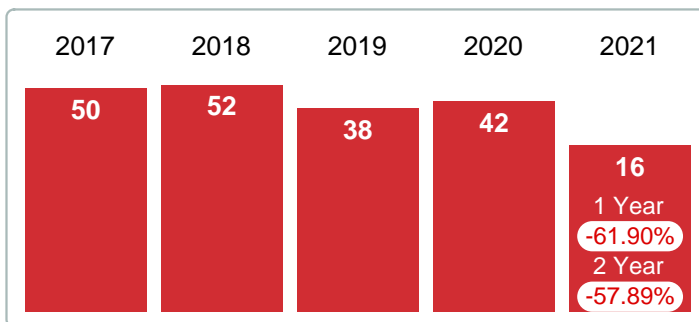
MEDIAN DAYS ON MARKET TO SALE

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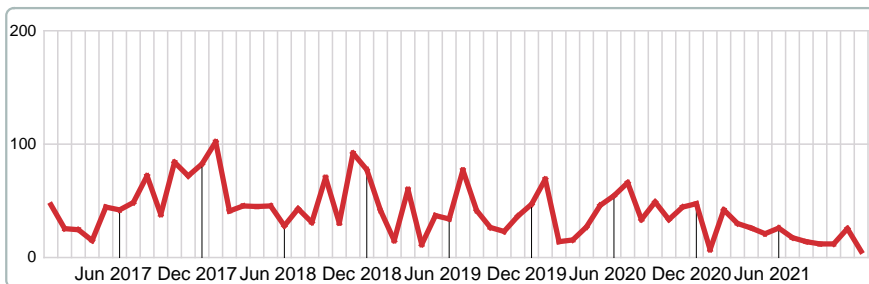
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

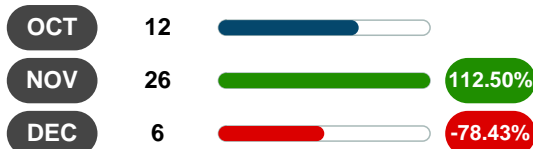


3 MONTHS

5 year DEC AVG = 52

High Jan 2018 102 Low Dec 2021 6

Median Days on Market to Sale this month at 6 below the 5 yr DEC average of 52



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
\$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%	4	0	0	0	0
\$125,001 - \$175,000	28.57%	11	7	15	0	0
\$175,001 - \$200,000	21.43%	15	0	15	0	0
\$200,001 - \$325,000	14.29%	1	0	1	0	0
\$325,001 and up	14.29%	3	1	5	0	0
Median Closed DOM		6	5	10	0	0
Total Closed Units	100%	14	4	10		
Total Closed Volume		2,614,350	743.10K	1.87M	0.00B	0.00B

December 2021



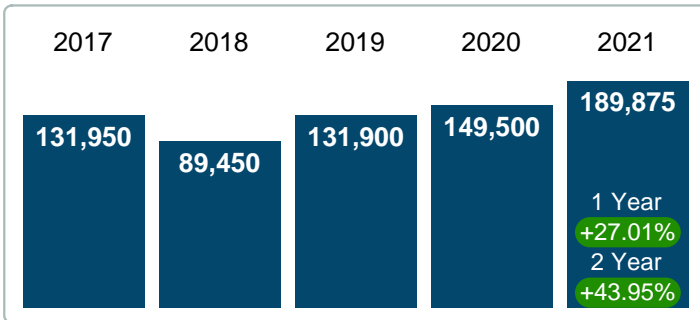
Area Delimited by County Of Sequoyah - Residential Property Type



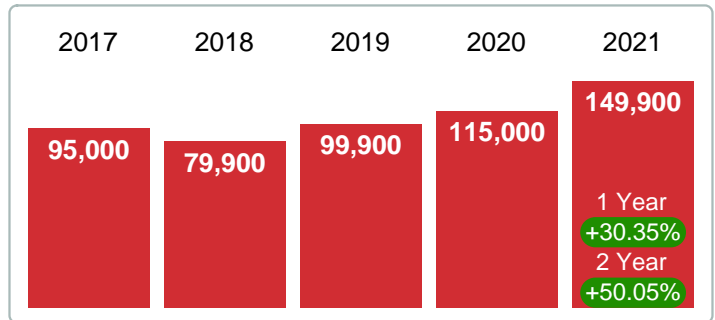
MEDIAN LIST PRICE AT CLOSING

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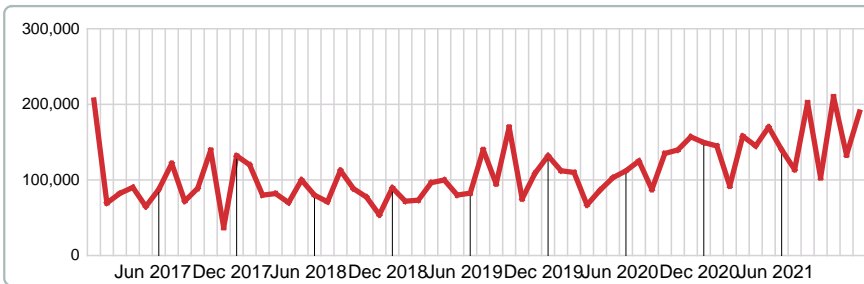
DECEMBER



YEAR TO DATE (YTD)

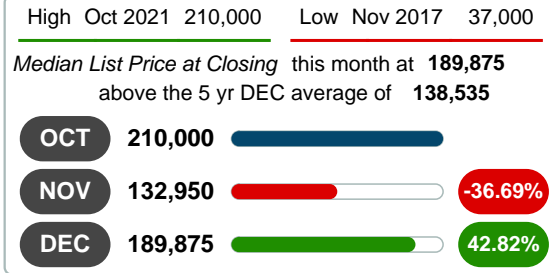


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 138,535



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
\$50,000 and less	0.00%	3	0	0	0	0
\$50,001 - \$125,000	21.43%	67,000	67,000	76,750	0	0
\$125,001 - \$125,000	0.00%	67,000	0	0	0	0
\$125,001 - \$175,000	21.43%	135,000	133,500	149,900	0	0
\$175,001 - \$200,000	28.57%	199,825	0	199,825	0	0
\$200,001 - \$325,000	21.43%	297,500	0	297,500	0	0
\$325,001 and up	7.14%	399,000	399,000	0	0	0
Median List Price		189,875	133,500	199,825	0	0
Total Closed Units	100%	14	4	10		
Total Closed Volume		2,653,450	733.00K	1.92M	0.00B	0.00B

December 2021



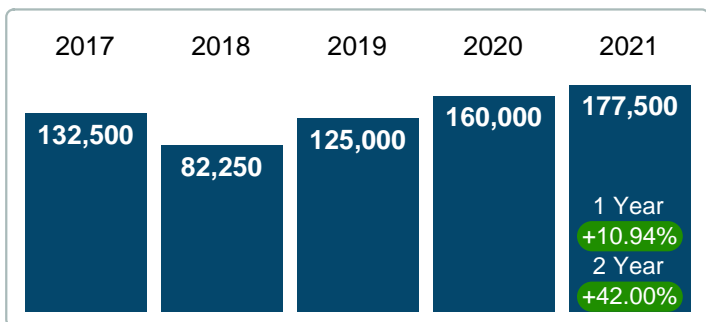
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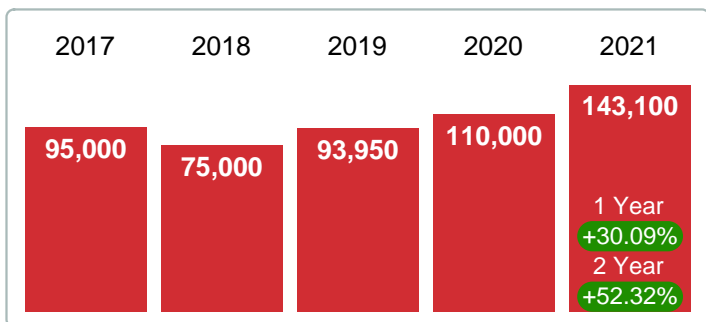
MEDIAN SOLD PRICE AT CLOSING

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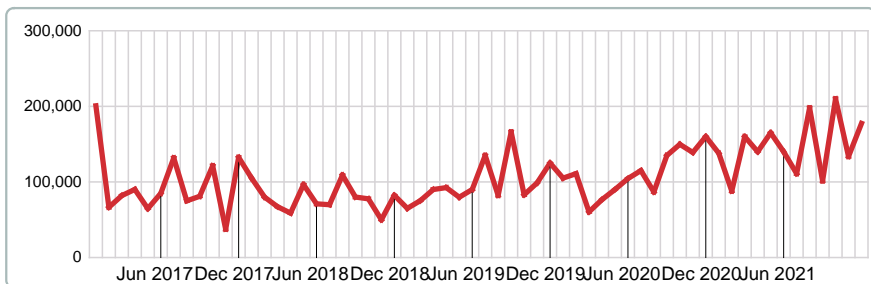
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

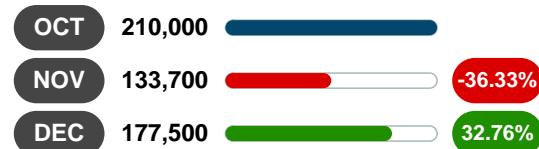


3 MONTHS

5 year DEC AVG = 135,450

High Oct 2021 210,000 Low Nov 2017 37,500

Median Sold Price at Closing this month at 177,500 above the 5 yr DEC average of 135,450



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
\$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%	81,250	0	0	0	0
\$125,001 - \$175,000	28.57%	140,800	137,550	156,750	0	0
\$175,001 - \$200,000	21.43%	187,000	0	187,000	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
Median Sold Price		177,500	137,550	183,500	0	0
Total Closed Units	100%	14	4	10		
Total Closed Volume		2,614,350	743.10K	1.87M	0.00B	0.00B

December 2021



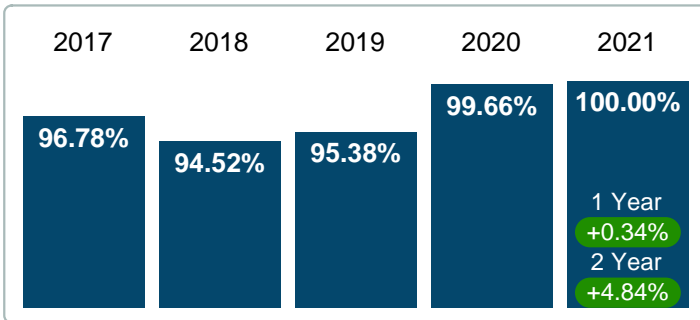
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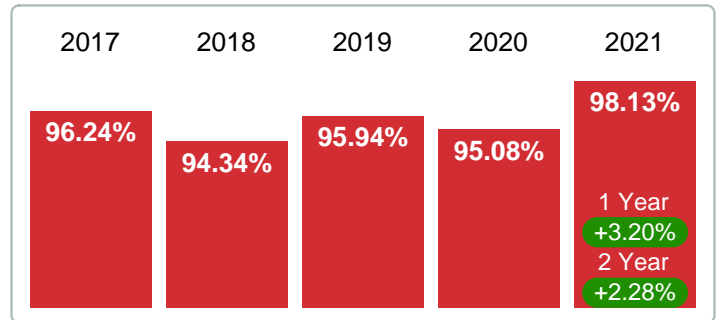
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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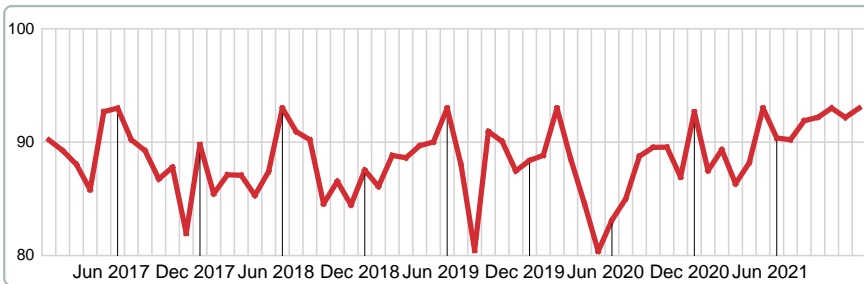
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

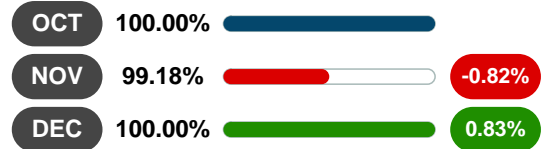


3 MONTHS

5 year DEC AVG = 97.27%

High Dec 2021 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr DEC average of **97.27%**



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
\$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%	97.51%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	4	28.57%	96.20%	103.00%	89.95%	0.00%	0.00%
\$175,001 - \$200,000	3	21.43%	100.00%	0.00%	100.00%	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%
Median Sold/List Ratio		100.00%		100.63%	99.75%	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



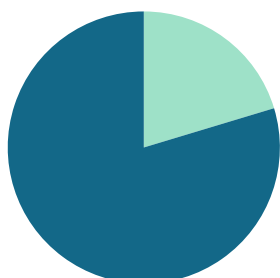
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

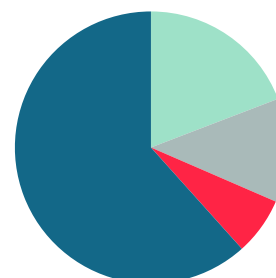


Inventory
 New Listings
12 = 20.34%
 Start Inventory
47
 Total Inventory Units
59
 Volume
\$22,629,499

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%
Median List Price	149,500	189,875	27.01%	115,000	149,900	30.35%
Median Sale Price	160,000	177,500	10.94%	110,000	143,100	30.09%
Median Percent of Selling Price to List Price	99.66%	100.00%	0.34%	95.08%	98.13%	3.20%
Median Days on Market to Sale	47.50	5.50	-88.42%	42.00	16.00	-61.90%
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

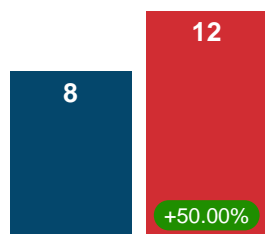
Inventory on December 31, 2021 = **45**

2020 **2021**

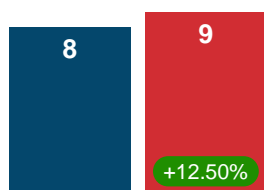
DECEMBER MARKET

MEDIAN PRICES

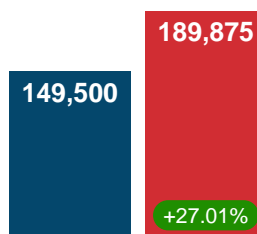
New Listings



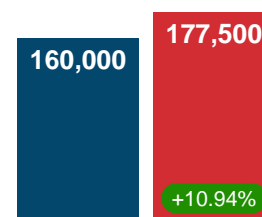
Pending Listings



List Price



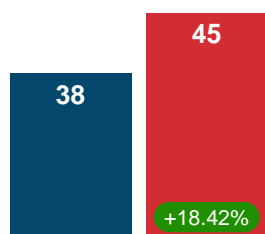
Sale Price



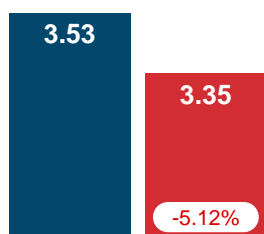
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

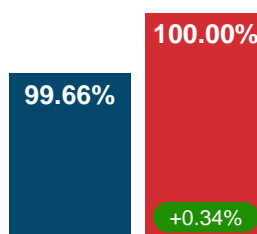
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

