

# December 2022



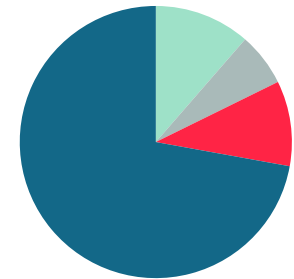
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics                              | December |         |         |
|---|----------|---------|---------|
|   | 2021     | 2022    | +/-%    |
| Closed Listings                               | 14       | 9       | -35.71% |
| Pending Listings                              | 9        | 5       | -44.44% |
| New Listings                                  | 12       | 10      | -16.67% |
| Median List Price                             | 189,875  | 109,500 | -42.33% |
| Median Sale Price                             | 177,500  | 103,000 | -41.97% |
| Median Percent of Selling Price to List Price | 100.00%  | 92.42%  | -7.58%  |
| Median Days on Market to Sale                 | 5.50     | 4.00    | -27.27% |
| End of Month Inventory                        | 45       | 57      | 26.67%  |
| Months Supply of Inventory                    | 3.35     | 5.10    | 52.19%  |



■ Closed (11.39%)  
■ Pending (6.33%)  
■ Other OffMarket (10.13%)  
■ Active (72.15%)

**Absorption:** Last 12 months, an Average of **11** Sales/Month  
**Active Inventory** as of December 31, 2022 = **57**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2022 rose **26.67%** to 57 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 **5.10** 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 **41.97%** in December 2022 to \$103,000 versus the previous year at \$177,500.

#### Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 1.50 days or **27.27%** in December 2022 compared to last year's same month at **5.50** DOM.

#### Sales Success for December 2022 is Positive

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

There were 10 New Listings in December 2022, down **16.67%** from last year at 12. Furthermore, there were 9 Closed Listings this month versus last year at 14, a **-35.71%** decrease.

Closed versus Listed trends yielded a **90.0%** ratio, down from previous year's, December 2021, at **116.7%**, a **22.86%** downswing. 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>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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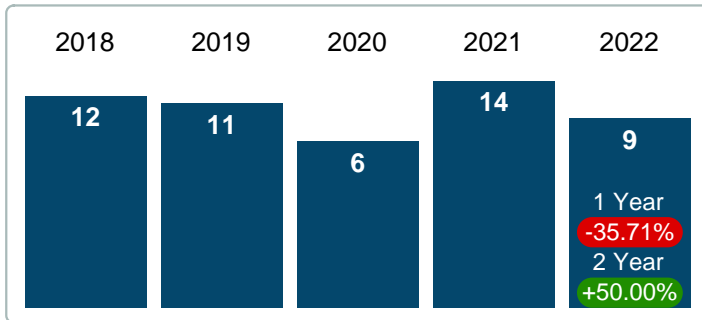
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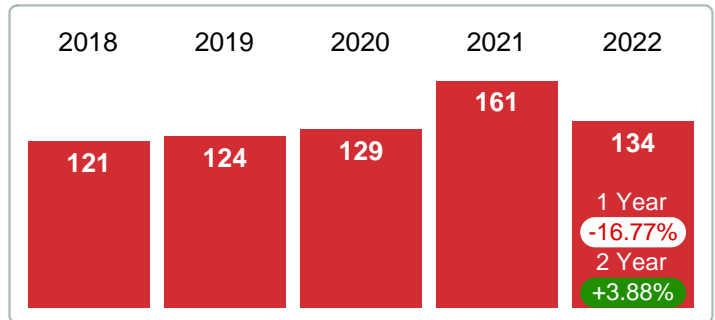
## CLOSED LISTINGS

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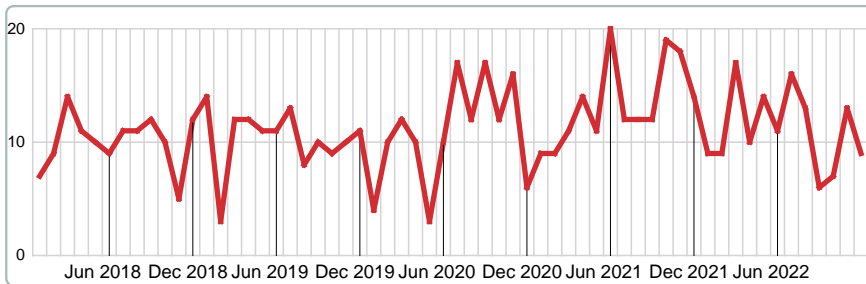
### DECEMBER



### YEAR TO DATE (YTD)

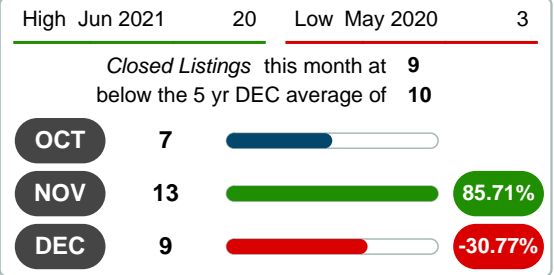


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 10



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                  | %           | MDOM       | 1-2 Beds        | 3 Beds           | 4 Beds       | 5+ Beds      |
|--|------------------|-------------|------------|-----------------|------------------|--------------|--------------|
| \$30,000 and less                              | 0                | 0.00%       | 0.0        | 0               | 0                | 0            | 0            |
| \$30,001 - \$60,000                            | 2                | 22.22%      | 5.0        | 1               | 1                | 0            | 0            |
| \$60,001 - \$80,000                            | 1                | 11.11%      | 12.0       | 0               | 1                | 0            | 0            |
| \$80,001 - \$110,000                           | 3                | 33.33%      | 4.0        | 1               | 2                | 0            | 0            |
| \$110,001 - \$180,000                          | 0                | 0.00%       | 4.0        | 0               | 0                | 0            | 0            |
| \$180,001 - \$300,000                          | 2                | 22.22%      | 2.5        | 0               | 2                | 0            | 0            |
| \$300,001 and up                               | 1                | 11.11%      | 23.0       | 0               | 1                | 0            | 0            |
| <b>Total Closed Units</b>                      | <b>9</b>         |             |            | <b>2</b>        | <b>7</b>         | <b>0</b>     | <b>0</b>     |
| <b>Total Closed Volume</b>                     | <b>1,136,500</b> | <b>100%</b> | <b>4.0</b> | <b>135.50K</b>  | <b>1.00M</b>     | <b>0.00B</b> | <b>0.00B</b> |
| <b>Median Closed Price</b>                     | <b>\$103,000</b> |             |            | <b>\$67,750</b> | <b>\$110,000</b> | <b>\$0</b>   | <b>\$0</b>   |

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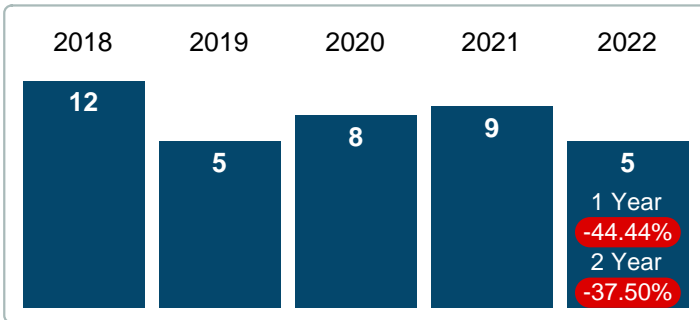
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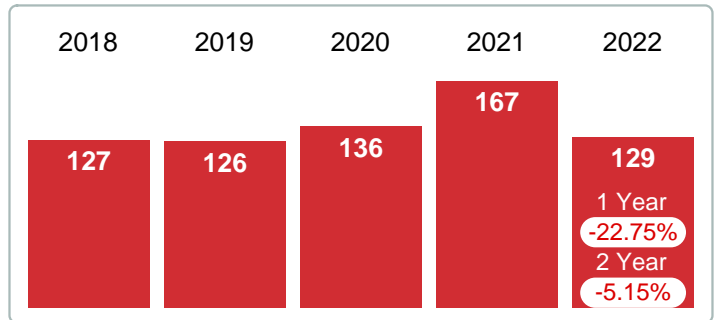
## PENDING LISTINGS

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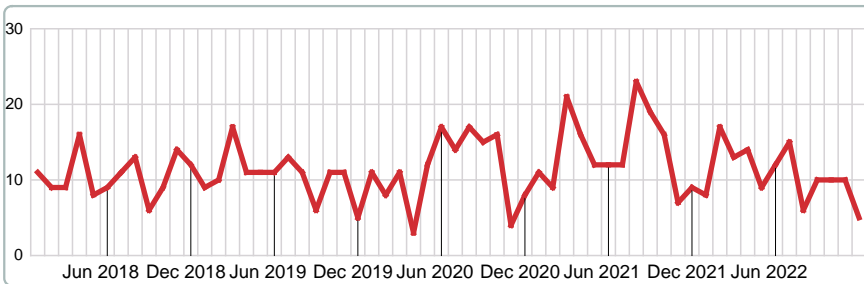
### DECEMBER



### YEAR TO DATE (YTD)

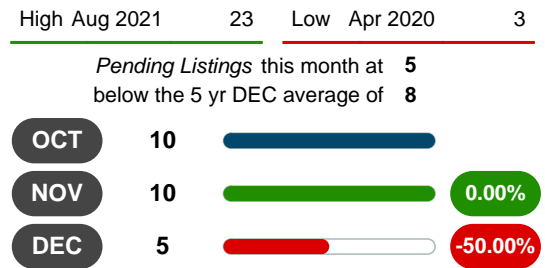


### 5 YEAR MARKET ACTIVITY TRENDS



### 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      |
|---|------------------|-------------|------------|-----------------|------------------|--------------|--------------|
| \$30,000 and less                               | 0                | 0.00%       | 23.0       | 0               | 0                | 0            | 0            |
| \$30,001 - \$90,000                             | 1                | 20.00%      | 7.0        | 1               | 0                | 0            | 0            |
| \$90,001 - \$90,000                             | 0                | 0.00%       | 7.0        | 0               | 0                | 0            | 0            |
| \$90,001 - \$120,000                            | 2                | 40.00%      | 2.5        | 0               | 2                | 0            | 0            |
| \$120,001 - \$120,000                           | 0                | 0.00%       | 2.5        | 0               | 0                | 0            | 0            |
| \$120,001 - \$180,000                           | 1                | 20.00%      | 122.0      | 0               | 1                | 0            | 0            |
| \$180,001 and up                                | 1                | 20.00%      | 1.0        | 0               | 1                | 0            | 0            |
| <b>Total Pending Units</b>                      | <b>5</b>         |             |            | <b>1</b>        | <b>4</b>         | <b>0</b>     | <b>0</b>     |
| <b>Total Pending Volume</b>                     | <b>563,300</b>   | <b>100%</b> | <b>3.0</b> | <b>39.90K</b>   | <b>523.40K</b>   | <b>0.00B</b> | <b>0.00B</b> |
| <b>Median Listing Price</b>                     | <b>\$105,000</b> |             |            | <b>\$39,900</b> | <b>\$117,250</b> | <b>\$0</b>   | <b>\$0</b>   |

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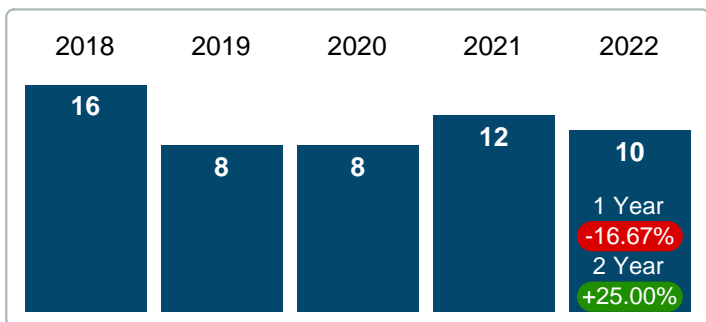
Area Delimited by County Of Sequoyah - Residential Property Type



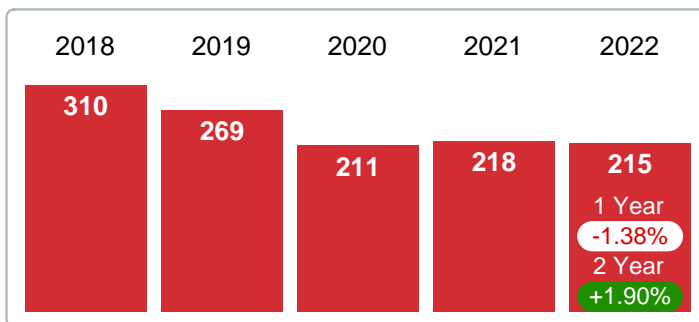
## NEW LISTINGS

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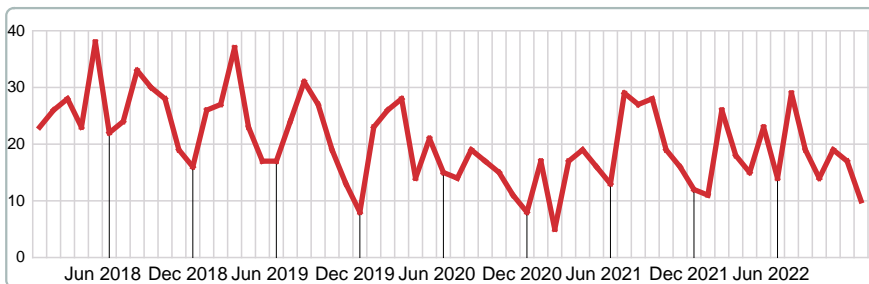
### DECEMBER



### YEAR TO DATE (YTD)

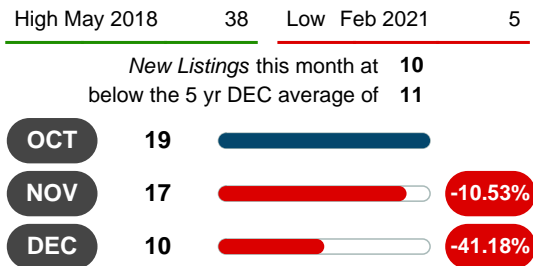


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 11



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                  | %           | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds      |
|---|------------------|-------------|-----------------|------------------|------------------|--------------|
| \$90,000 and less                           | 1                | 10.00%      | 1               | 0                | 0                | 0            |
| \$90,001 - \$100,000                        | 1                | 10.00%      | 0               | 1                | 0                | 0            |
| \$100,001 - \$120,000                       | 1                | 10.00%      | 0               | 1                | 0                | 0            |
| \$120,001 - \$180,000                       | 3                | 30.00%      | 0               | 3                | 0                | 0            |
| \$180,001 - \$390,000                       | 1                | 10.00%      | 0               | 1                | 0                | 0            |
| \$390,001 - \$740,000                       | 2                | 20.00%      | 0               | 1                | 1                | 0            |
| \$740,001 and up                            | 1                | 10.00%      | 0               | 0                | 1                | 0            |
| <b>Total New Listed Units</b>               | <b>10</b>        |             | <b>1</b>        | <b>7</b>         | <b>2</b>         | <b>0</b>     |
| <b>Total New Listed Volume</b>              | <b>2,677,700</b> | <b>100%</b> | <b>39.90K</b>   | <b>1.49M</b>     | <b>1.15M</b>     | <b>0.00B</b> |
| <b>Median New Listed Listing Price</b>      | <b>\$134,500</b> |             | <b>\$39,900</b> | <b>\$130,000</b> | <b>\$573,450</b> | <b>\$0</b>   |

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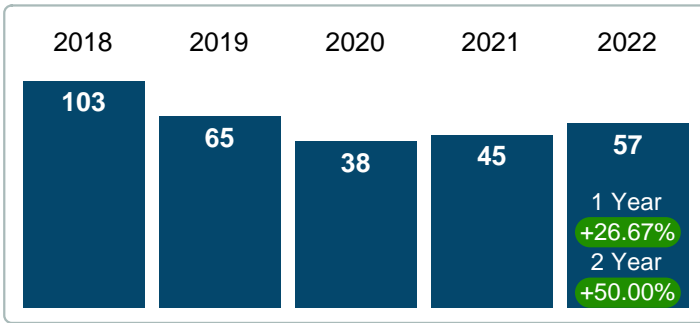
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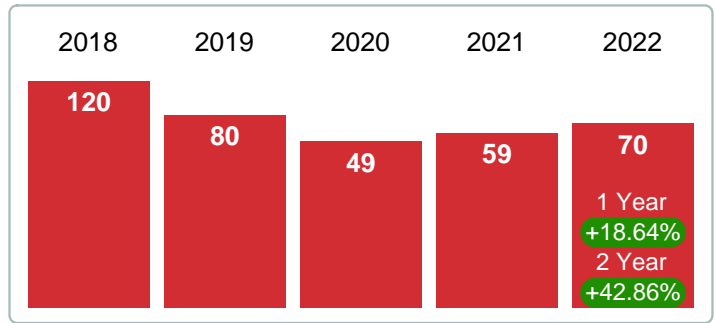
## ACTIVE INVENTORY

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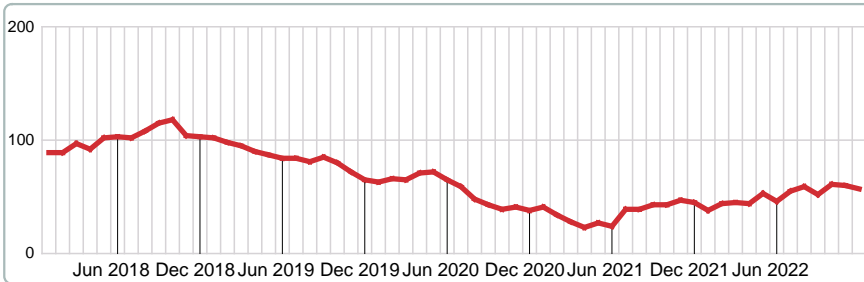
### END OF DECEMBER



### ACTIVE DURING DECEMBER

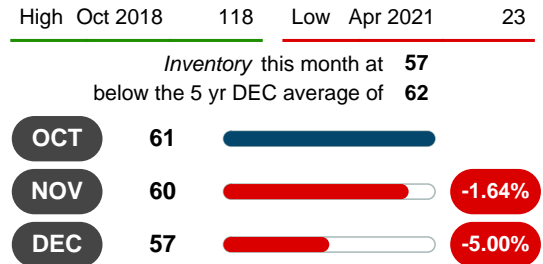


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 62



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range     |                   | %           | MDOM        | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$125,000 and less                           | 5                 | 8.77%       | 54.0        | 2                | 2                | 1                | 0                |
| \$125,001 - \$125,000                        | 0                 | 0.00%       | 54.0        | 0                | 0                | 0                | 0                |
| \$125,001 - \$175,000                        | 16                | 28.07%      | 100.5       | 1                | 13               | 2                | 0                |
| \$175,001 - \$350,000                        | 16                | 28.07%      | 91.0        | 2                | 8                | 5                | 1                |
| \$350,001 - \$375,000                        | 5                 | 8.77%       | 164.0       | 1                | 2                | 1                | 1                |
| \$375,001 - \$700,000                        | 9                 | 15.79%      | 89.0        | 1                | 5                | 3                | 0                |
| \$700,001 and up                             | 6                 | 10.53%      | 77.0        | 1                | 2                | 3                | 0                |
| <b>Total Active Inventory by Units</b>       | <b>57</b>         |             |             | <b>8</b>         | <b>32</b>        | <b>15</b>        | <b>2</b>         |
| <b>Total Active Inventory by Volume</b>      | <b>25,099,100</b> | <b>100%</b> | <b>94.0</b> | <b>2.94M</b>     | <b>11.85M</b>    | <b>9.59M</b>     | <b>714.80K</b>   |
| <b>Median Active Inventory Listing Price</b> | <b>\$299,000</b>  |             |             | <b>\$197,400</b> | <b>\$236,500</b> | <b>\$339,000</b> | <b>\$357,400</b> |

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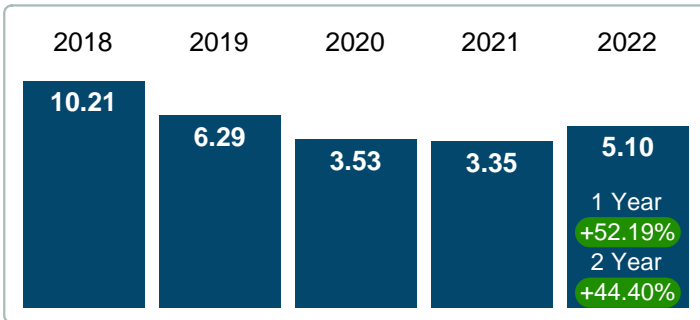
Area Delimited by County Of Sequoyah - Residential Property Type



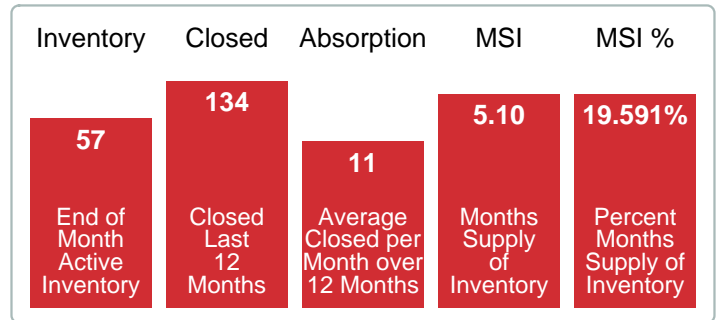
## MONTHS SUPPLY of INVENTORY (MSI)

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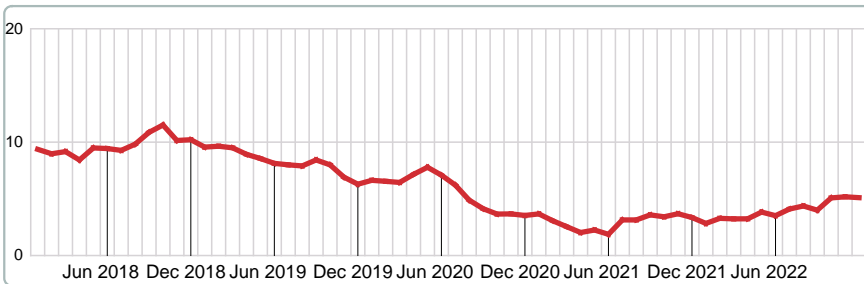
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 5.70

High Oct 2018 11.51 Low Jun 2021 1.87

Months Supply this month at 5.10 below the 5 yr DEC average of 5.70



### 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 |
|---|------|--------|-------|----------|--------|--------|---------|
| \$125,000 and less                                      | 5    | 8.77%  | 1.15  | 1.20     | 0.77   | 12.00  | 0.00    |
| \$125,001 - \$125,000                                   | 0    | 0.00%  | nan   | 0.00     | 0.00   | 0.00   | 0.00    |
| \$125,001 - \$175,000                                   | 16   | 28.07% | 8.00  | 3.00     | 9.18   | 8.00   | 0.00    |
| \$175,001 - \$350,000                                   | 16   | 28.07% | 4.47  | 2.18     | 4.00   | 7.50   | 0.00    |
| \$350,001 - \$375,000                                   | 5    | 8.77%  | 30.00 | 12.00    | 24.00  | 0.00   | 0.00    |
| \$375,001 - \$700,000                                   | 9    | 15.79% | 8.31  | 6.00     | 8.57   | 9.00   | 0.00    |
| \$700,001 and up  | 6    | 10.53% | inf   | 0.00     | 0.00   | 0.00   | 0.00    |
| Market Supply of Inventory (MSI)                        | 5.10 |        |       | 2.53     | 4.80   | 11.25  | inf     |
| Total Active Inventory by Units                         | 57   | 100%   | 5.10  | 8        | 32     | 15     | 2       |

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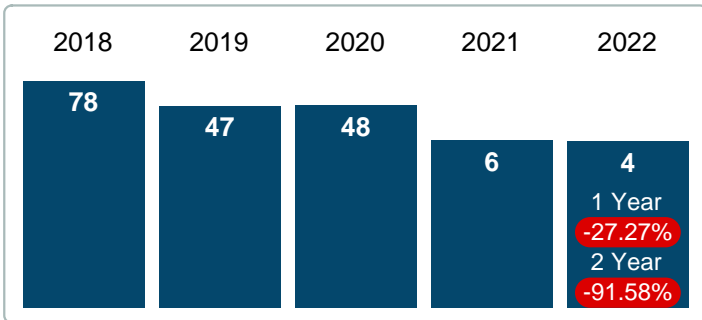
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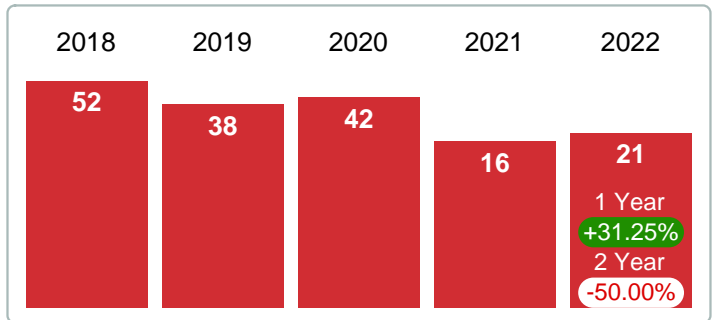
## MEDIAN DAYS ON MARKET TO SALE

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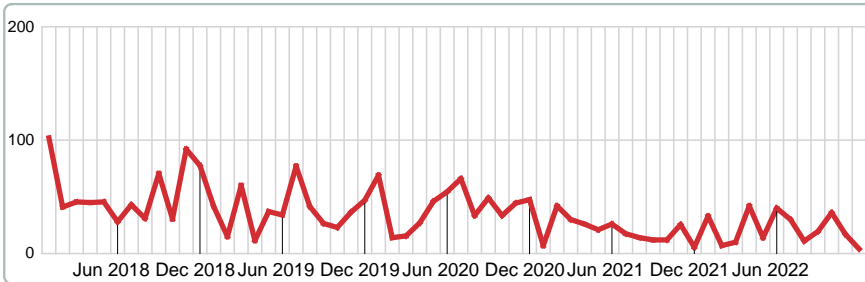
### DECEMBER



### YEAR TO DATE (YTD)

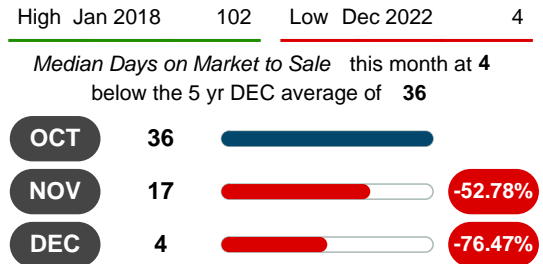


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 36



### 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 |
|--|--------|-----------|----------|--------|--------|---------|
| \$30,000 and less  | 0.00%  | 77        | 0        | 0      | 0      | 0       |
| \$30,001 - \$60,000  | 22.22% | 5         | 9        | 1      | 0      | 0       |
| \$60,001 - \$80,000  | 11.11% | 12        | 0        | 12     | 0      | 0       |
| \$80,001 - \$110,000   | 33.33% | 4         | 27       | 3      | 0      | 0       |
| \$110,001 - \$180,000  | 0.00%  | 4         | 0        | 0      | 0      | 0       |
| \$180,001 - \$300,000  | 22.22% | 3         | 0        | 3      | 0      | 0       |
| \$300,001 and up   | 11.11% | 23        | 0        | 23     | 0      | 0       |
| Median Closed DOM  |        | 4         | 18       | 4      | 0      | 0       |
| Total Closed Units   | 100%   | 4.0       | 2        | 7      |        |         |
| Total Closed Volume  |        | 1,136,500 | 135.50K  | 1.00M  | 0.00B  | 0.00B   |

# December 2022



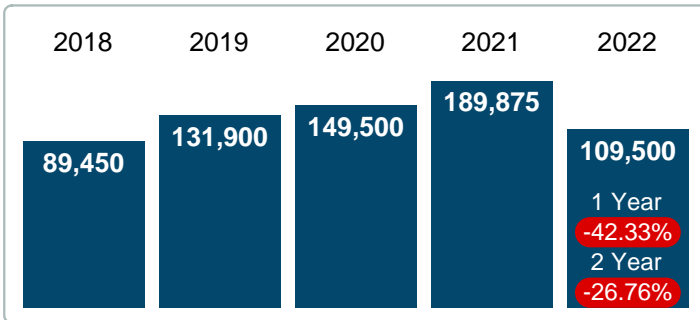
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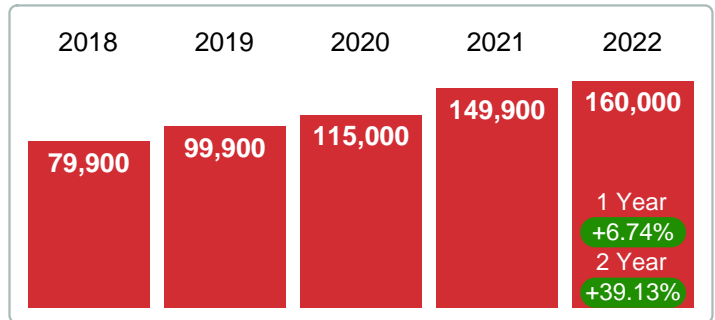
## MEDIAN LIST PRICE AT CLOSING

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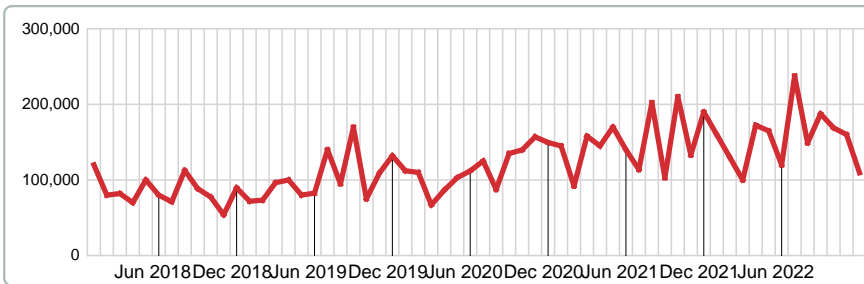
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

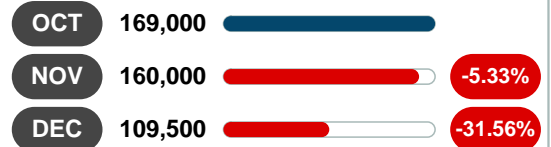


### 3 MONTHS

5 year DEC AVG = 134,045

High Jul 2022 237,450 Low Nov 2018 53,900

Median List Price at Closing this month at **109,500**  
 below the 5 yr DEC average of **134,045**



### 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 |
|---|---|--------|-----------|----------|---------|--------|---------|
| \$30,000 and less   | 0 | 0.00%  | 23        | 0        | 0       | 0      | 0       |
| \$30,001 - \$60,000   | 2 | 22.22% | 41,500    | 45,000   | 38,000  | 0      | 0       |
| \$60,001 - \$80,000   | 1 | 11.11% | 79,900    | 0        | 79,900  | 0      | 0       |
| \$80,001 - \$110,000  | 2 | 22.22% | 104,700   | 0        | 104,700 | 0      | 0       |
| \$110,001 - \$180,000                                       | 1 | 11.11% | 129,900   | 129,900  | 0       | 0      | 0       |
| \$180,001 - \$300,000                                       | 2 | 22.22% | 194,250   | 0        | 194,250 | 0      | 0       |
| \$300,001 and up  | 1 | 11.11% | 330,000   | 0        | 330,000 | 0      | 0       |
| Median List Price   |   |        | 109,500   | 87,450   | 109,500 | 0      | 0       |
| Total Closed Units  |   | 100%   | 109,500   | 2        | 7       |        |         |
| Total Closed Volume   |   |        | 1,220,700 | 174.90K  | 1.05M   | 0.00B  | 0.00B   |



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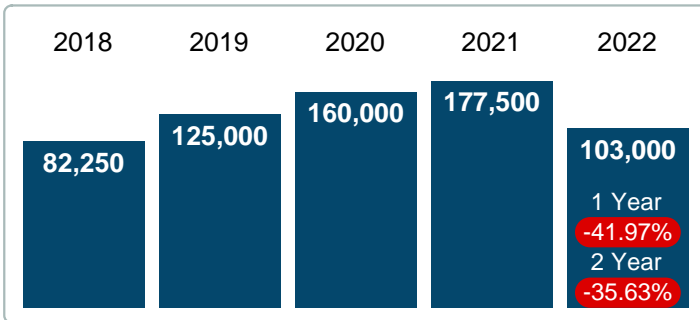
Area Delimited by County Of Sequoyah - Residential Property Type



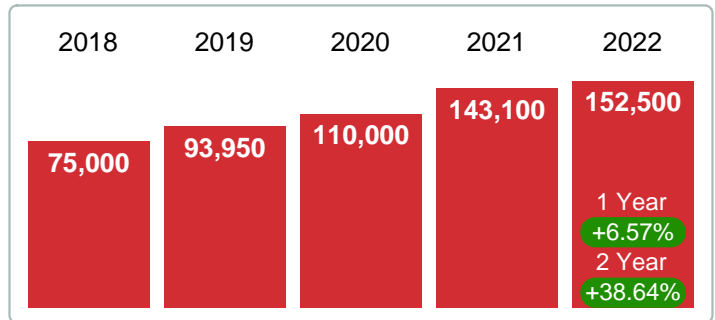
## MEDIAN SOLD PRICE AT CLOSING

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

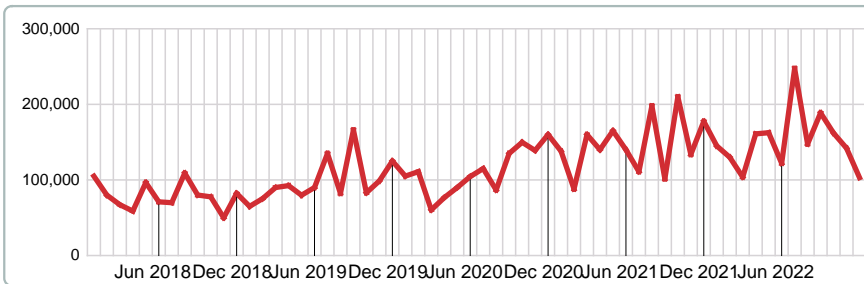
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

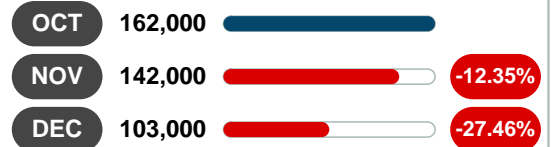


### 3 MONTHS

5 year DEC AVG = 129,550

High Jul 2022 247,500 Low Nov 2018 50,000

Median Sold Price at Closing this month at 103,000 below the 5 yr DEC average of 129,550



### 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 |
|---|---|--------|-----------|----------|---------|--------|---------|
| \$30,000 and less   | 0 | 0.00%  | 330,000   | 0        | 0       | 0      | 0       |
| \$30,001 - \$60,000   | 2 | 22.22% | 38,750    | 32,500   | 45,000  | 0      | 0       |
| \$60,001 - \$80,000   | 1 | 11.11% | 69,000    | 0        | 69,000  | 0      | 0       |
| \$80,001 - \$110,000  | 3 | 33.33% | 103,000   | 103,000  | 97,500  | 0      | 0       |
| \$110,001 - \$180,000                                       | 0 | 0.00%  | 103,000   | 0        | 0       | 0      | 0       |
| \$180,001 - \$300,000                                       | 2 | 22.22% | 193,500   | 0        | 193,500 | 0      | 0       |
| \$300,001 and up  | 1 | 11.11% | 305,000   | 0        | 305,000 | 0      | 0       |
| Median Sold Price   |   |        | 103,000   | 67,750   | 110,000 | 0      | 0       |
| Total Closed Units  |   | 100%   | 103,000   | 2        | 7       |        |         |
| Total Closed Volume   |   |        | 1,136,500 | 135.50K  | 1.00M   | 0.00B  | 0.00B   |

# December 2022



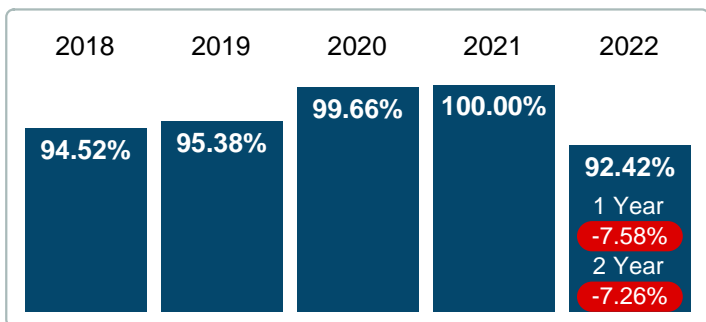
Area Delimited by County Of Sequoyah - Residential Property Type



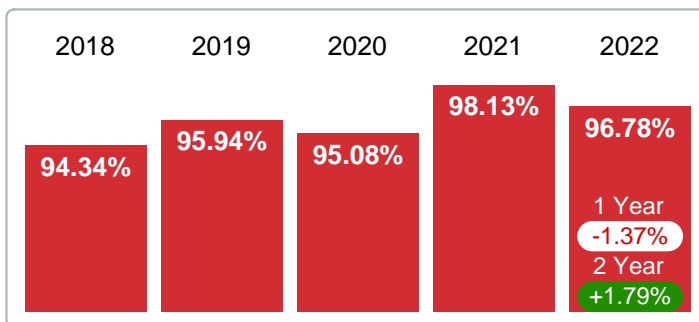
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

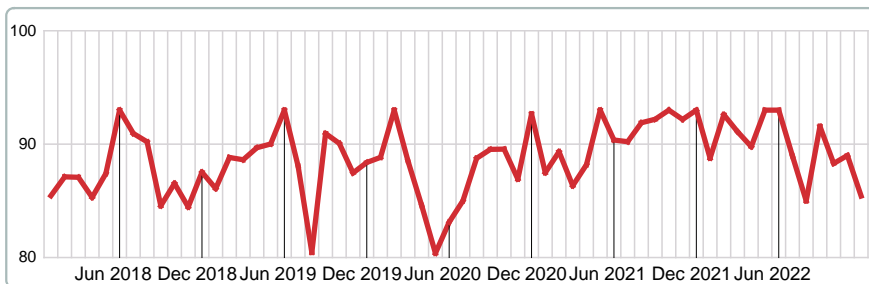
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

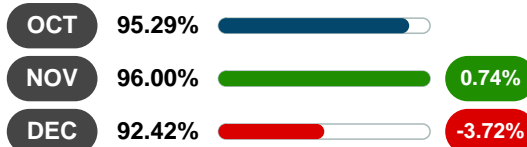


### 3 MONTHS

5 year DEC AVG = 96.40%

High Jun 2022 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **92.42%**  
below the 5 yr DEC average of **96.40%**



### 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 |
|--|---|-----------|--------|----------|---------|--------|---------|
| \$30,000 and less                              | 0 | 0.00%     | 95.00% | 0.00%    | 0.00%   | 0.00%  | 0.00%   |
| \$30,001 - \$60,000                            | 2 | 22.22%    | 95.32% | 72.22%   | 118.42% | 0.00%  | 0.00%   |
| \$60,001 - \$80,000                            | 1 | 11.11%    | 86.36% | 0.00%    | 86.36%  | 0.00%  | 0.00%   |
| \$80,001 - \$110,000                           | 3 | 33.33%    | 85.09% | 79.29%   | 92.77%  | 0.00%  | 0.00%   |
| \$110,001 - \$180,000                          | 0 | 0.00%     | 85.09% | 0.00%    | 0.00%   | 0.00%  | 0.00%   |
| \$180,001 - \$300,000                          | 2 | 22.22%    | 99.62% | 0.00%    | 99.62%  | 0.00%  | 0.00%   |
| \$300,001 and up                               | 1 | 11.11%    | 92.42% | 0.00%    | 92.42%  | 0.00%  | 0.00%   |
| Median Sold/List Ratio                         |   | 92.42%    |        | 75.76%   | 99.25%  | 0.00%  | 0.00%   |
| Total Closed Units                             |   | 9         | 100%   | 2        | 7       |        |         |
| Total Closed Volume                            |   | 1,136,500 |        | 135.50K  | 1.00M   | 0.00B  | 0.00B   |

# December 2022



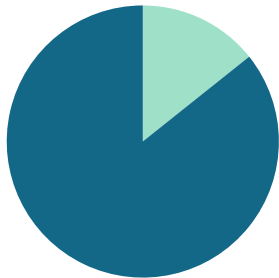
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

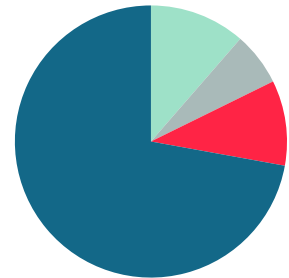


**Inventory**  
 New Listings  
**10 = 14.29%**  
 Start Inventory  
**60**  
 Total Inventory Units  
**70**  
 Volume  
**\$26,782,600**

### Market Activity

Closed Sales  
**9 = 11.39%**  
 Pending Sales  
**5 = 6.33%**  
 Other Off Market  
**8 = 10.13%**  
 Active Inventory  
**57 = 72.15%**

### MARKET ACTIVITY



| Compared Metrics                              | December |         |         | Year to Date |         |         |
|---|----------|---------|---------|--------------|---------|---------|
|   | 2021     | 2022    | +/-%    | 2021         | 2022    | +/-%    |
| Closed Sales                                  | 14       | 9       | -35.71% | 161          | 134     | -16.77% |
| Pending Sales                                 | 9        | 5       | -44.44% | 167          | 129     | -22.75% |
| New Listings                                  | 12       | 10      | -16.67% | 218          | 215     | -1.38%  |
| Median List Price                             | 189,875  | 109,500 | -42.33% | 149,900      | 160,000 | 6.74%   |
| Median Sale Price                             | 177,500  | 103,000 | -41.97% | 143,100      | 152,500 | 6.57%   |
| Median Percent of Selling Price to List Price | 100.00%  | 92.42%  | -7.58%  | 98.13%       | 96.78%  | -1.37%  |
| Median Days on Market to Sale                 | 5.50     | 4.00    | -27.27% | 16.00        | 21.00   | 31.25%  |
| Monthly Inventory                             | 45       | 57      | 26.67%  | 45           | 57      | 26.67%  |
| Months Supply of Inventory                    | 3.35     | 5.10    | 52.19%  | 3.35         | 5.10    | 52.19%  |

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

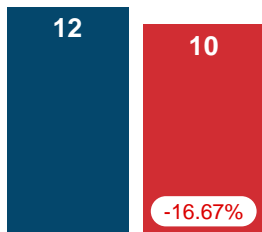
**Inventory** on December 31, 2022 = 57

2021 2022

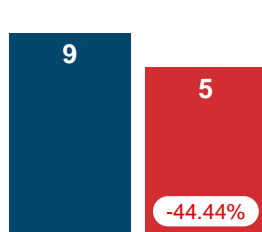
### DECEMBER MARKET

### MEDIAN PRICES

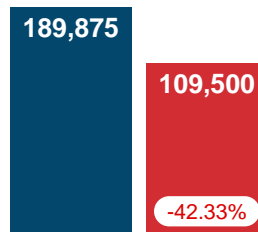
#### New Listings



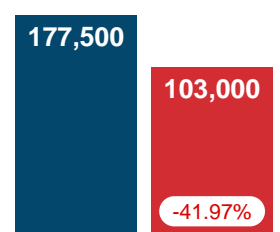
#### Pending Listings



#### List Price



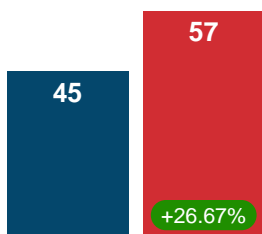
#### Sale Price



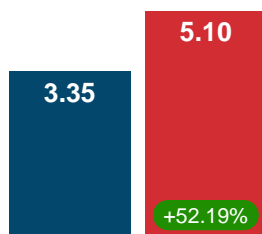
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

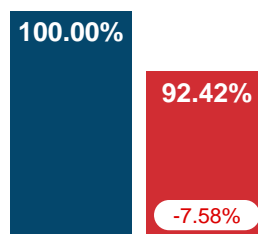
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

