

# December 2022



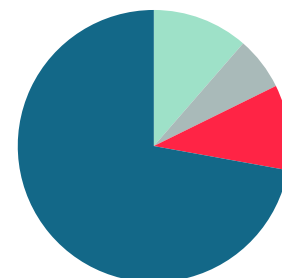
Area Delimited by County Of Sequoyah - Residential Property Type



## 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%
Average List Price	189,532	135,633	-28.44%
Average Sale Price	186,739	126,278	-32.38%
Average Percent of Selling Price to List Price	97.79%	92.61%	-5.29%
Average Days on Market to Sale	12.71	9.22	-27.47%
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.

#### 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 **32.38%** in December 2022 to \$126,278 versus the previous year at \$186,739.

#### Average Days on Market Shortens

The average number of **9.22** days that homes spent on the market before selling decreased by 3.49 days or **27.47%** in December 2022 compared to last year's same month at **12.71** DOM.

#### Sales Success for December 2022 is Positive

Overall, with Average 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>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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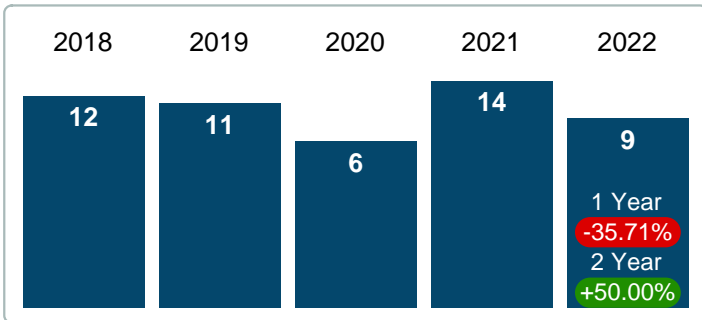
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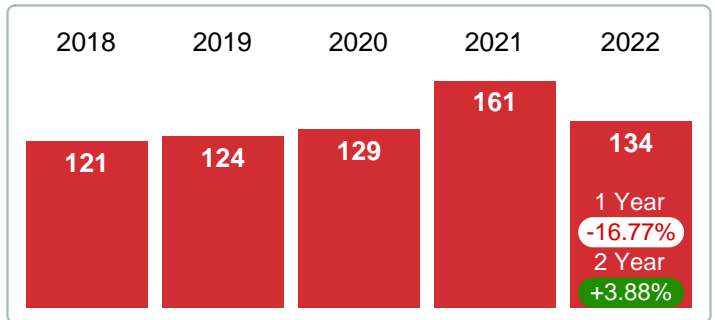
## CLOSED LISTINGS

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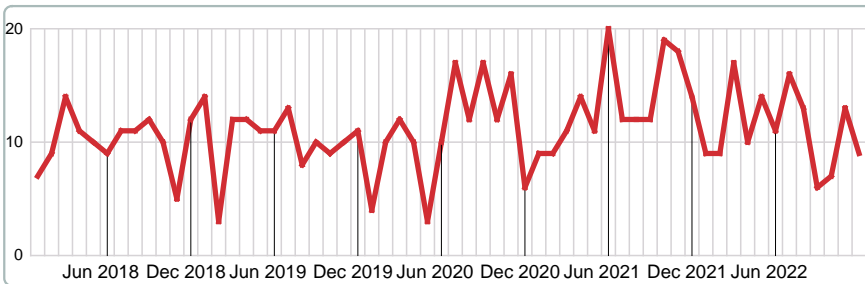
### DECEMBER



### YEAR TO DATE (YTD)

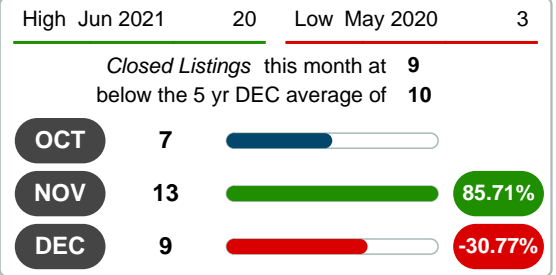


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 10



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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%	11.0	1	2	0	0
\$110,001 - \$180,000	0	0.00%	0.0	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>9.2</b>	<b>135.50K</b>	<b>1.00M</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$126,278</b>			<b>\$67,750</b>	<b>\$143,000</b>	<b>\$0</b>	<b>\$0</b>

# December 2022



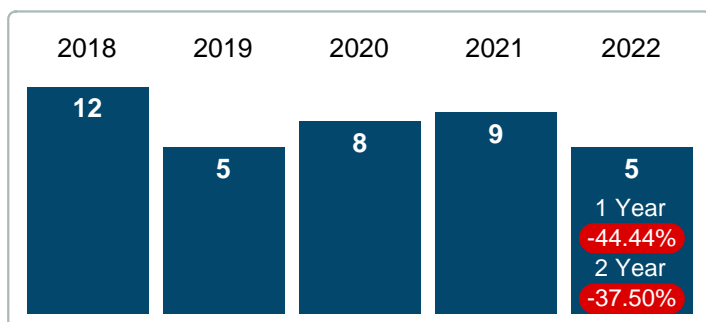
Area Delimited by County Of Sequoyah - Residential Property Type



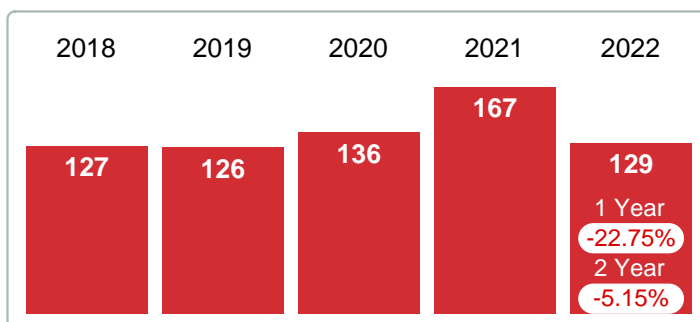
## PENDING LISTINGS

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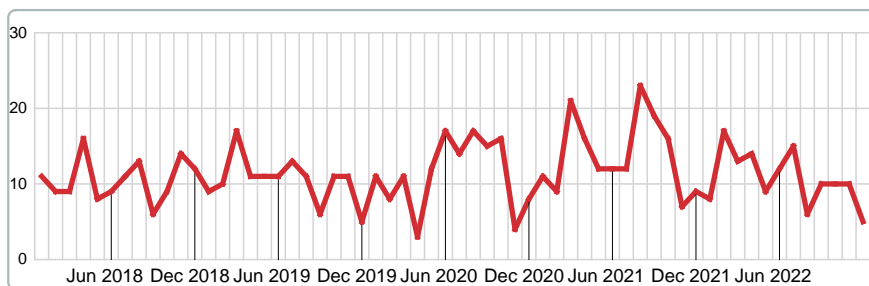
### DECEMBER



### YEAR TO DATE (YTD)

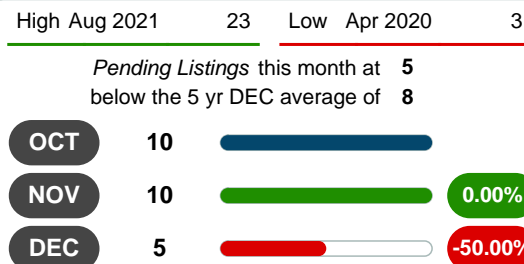


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 8



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0	0.00%	0.0	0	0	0	0
\$30,001 - \$90,000	1	20.00%	7.0	1	0	0	0
\$90,001 - \$90,000	0	0.00%	0.0	0	0	0	0
\$90,001 - \$120,000	2	40.00%	2.5	0	2	0	0
\$120,001 - \$120,000	0	0.00%	0.0	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>27.0</b>	<b>39.90K</b>	<b>523.40K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$112,660</b>			<b>\$39,900</b>	<b>\$130,850</b>	<b>\$0</b>	<b>\$0</b>

# December 2022



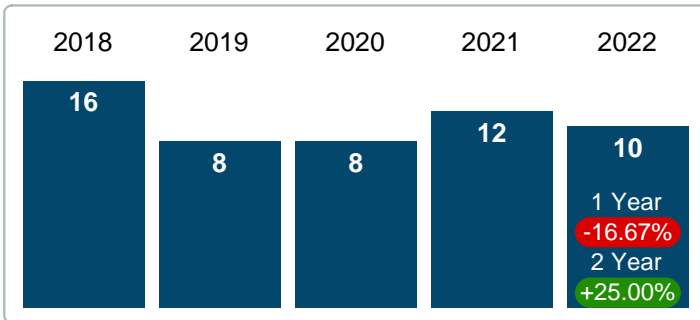
Area Delimited by County Of Sequoyah - Residential Property Type



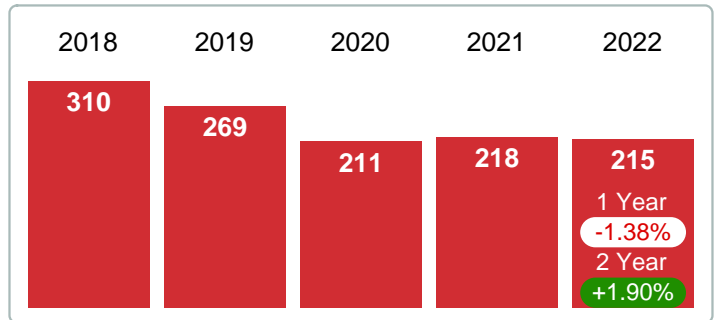
## NEW LISTINGS

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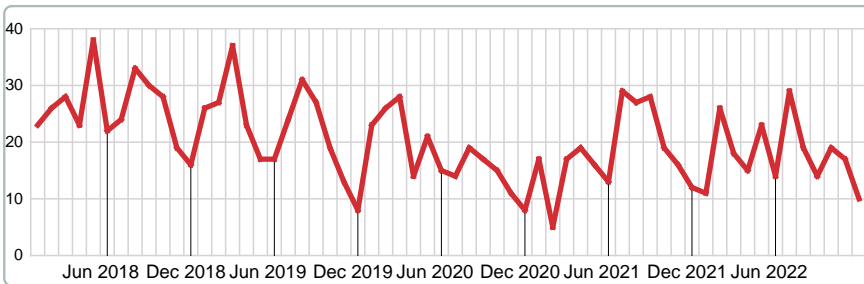
### DECEMBER



### YEAR TO DATE (YTD)

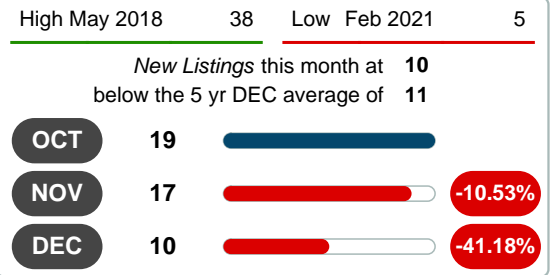


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Average New Listed Listing Price</b>	<b>\$112,560</b>		<b>\$39,900</b>	<b>\$212,986</b>	<b>\$573,450</b>	<b>\$0</b>

# December 2022



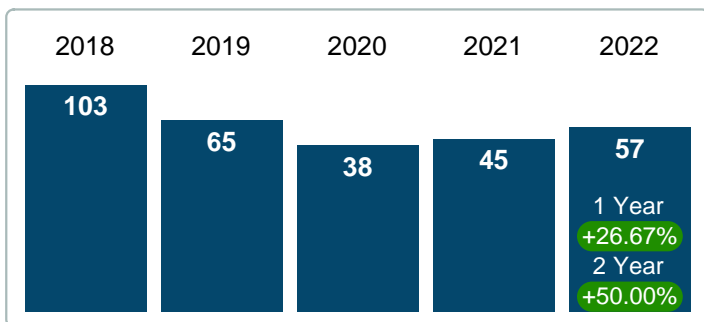
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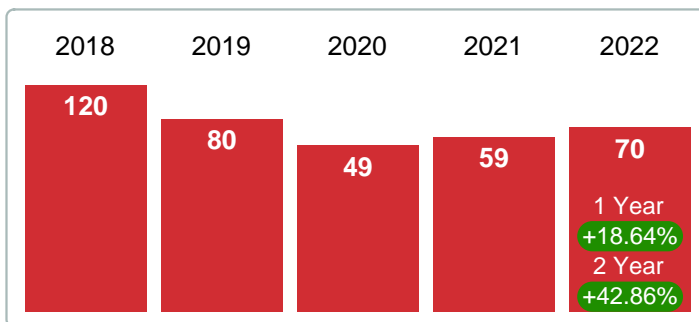
## ACTIVE INVENTORY

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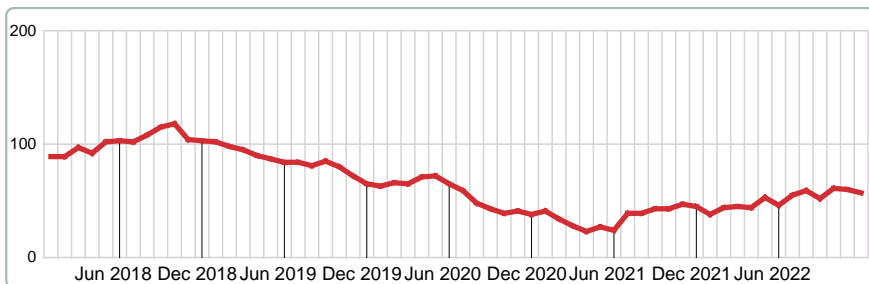
### END OF DECEMBER



### ACTIVE DURING DECEMBER

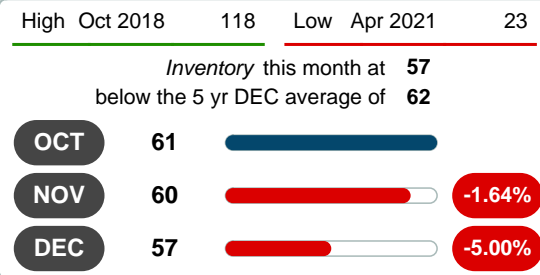


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 62



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	8.77%	75.2	2	2	1	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	16	28.07%	87.6	1	13	2	0
\$175,001 - \$350,000	16	28.07%	105.4	2	8	5	1
\$350,001 - \$375,000	5	8.77%	172.4	1	2	1	1
\$375,001 - \$700,000	9	15.79%	92.0	1	5	3	0
\$700,001 and up	6	10.53%	117.3	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>102.8</b>	<b>2.94M</b>	<b>11.85M</b>	<b>9.59M</b>	<b>714.80K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$440,335</b>			<b>\$368,038</b>	<b>\$370,244</b>	<b>\$639,480</b>	<b>\$357,400</b>

# December 2022



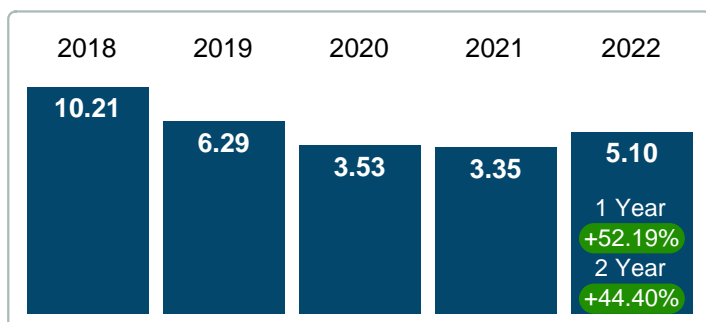
Area Delimited by County Of Sequoyah - Residential Property Type



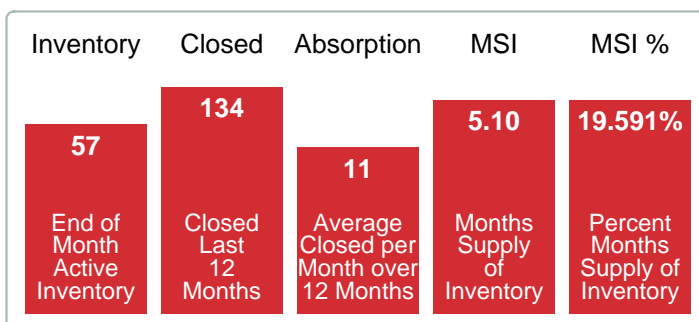
## MONTHS SUPPLY of INVENTORY (MSI)

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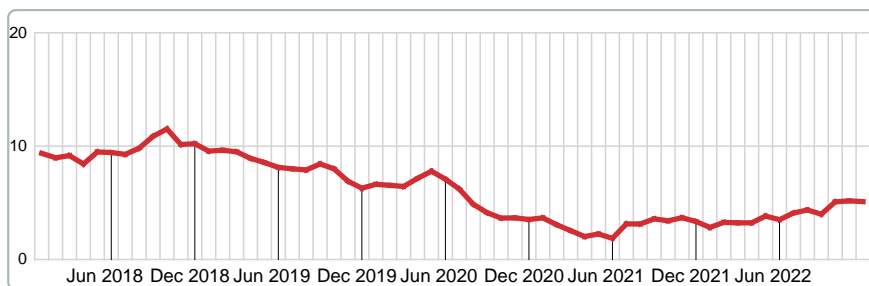
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022

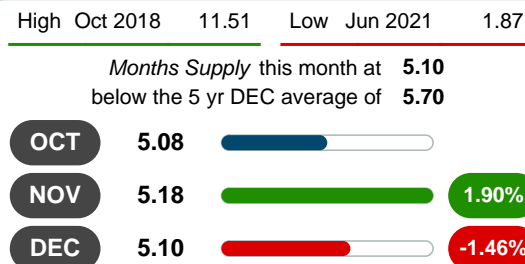


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 5.70



### 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		100%	5.10	8	32	15	2

# December 2022



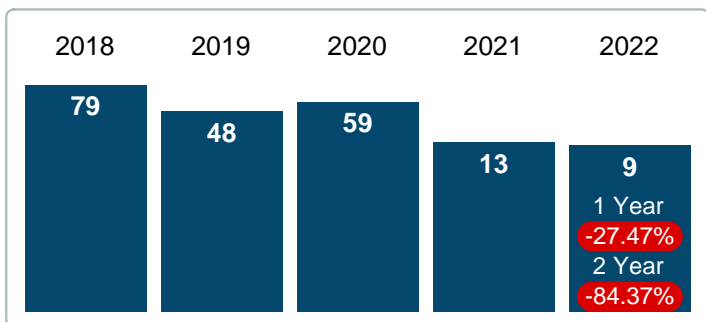
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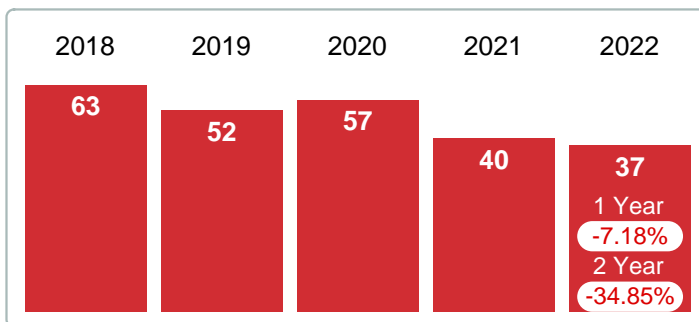
## AVERAGE DAYS ON MARKET TO SALE

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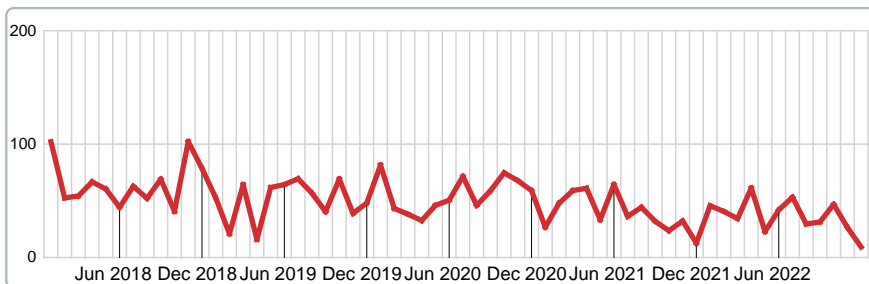
### DECEMBER



### YEAR TO DATE (YTD)

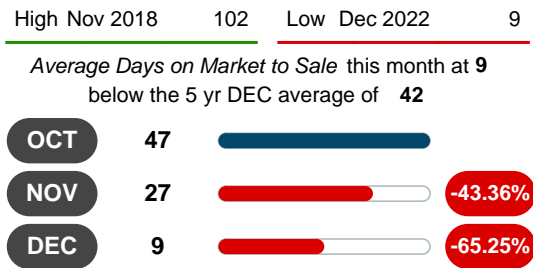


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 42



### 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
\$30,000 and less	0.00%	0	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%	11	27	3	0	0
\$110,001 - \$180,000	0.00%	0	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
<b>Average Closed DOM</b>		<b>9</b>	<b>18</b>	<b>7</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>9</b>	<b>2</b>	<b>7</b>		
<b>Total Closed Volume</b>		<b>1,136,500</b>	<b>135.50K</b>	<b>1.00M</b>	<b>0.00B</b>	<b>0.00B</b>

# December 2022



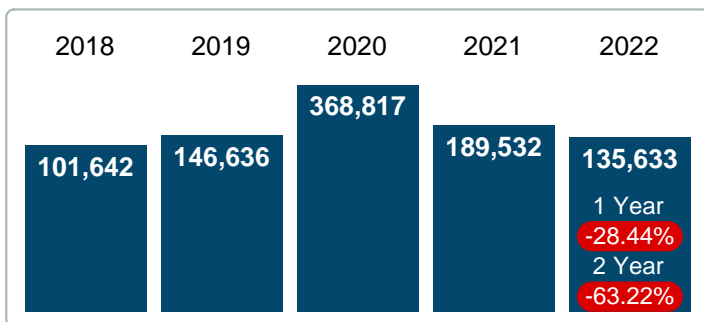
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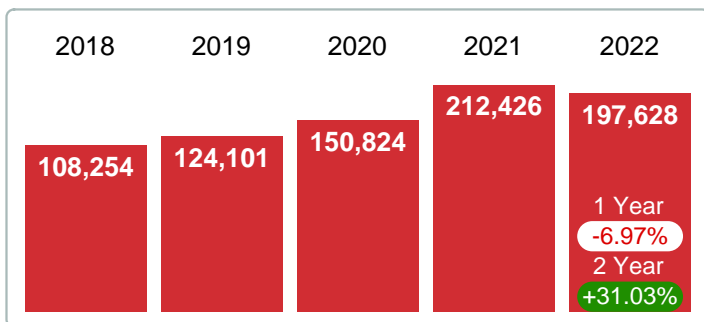
## AVERAGE LIST PRICE AT CLOSING

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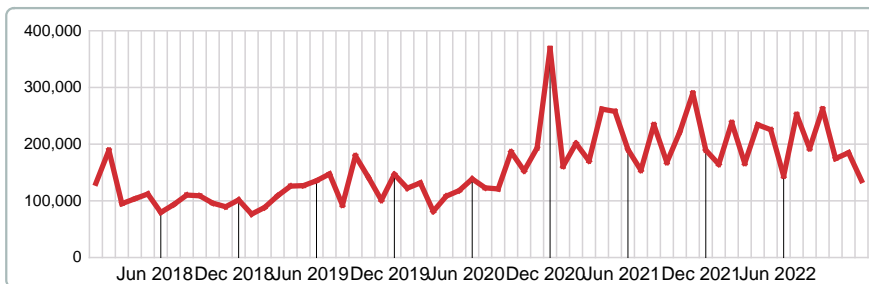
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

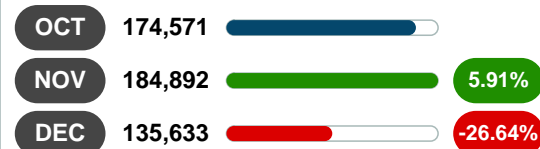


### 3 MONTHS

5 year DEC AVG = 188,452

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

Average List Price at Closing this month at **135,633**  
 below the 5 yr DEC average of **188,452**



### 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
\$30,000 and less	0	0.00%	0	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	129,900	104,700	0	0
\$110,001 - \$180,000	1	11.11%	129,900	0	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
<b>Average List Price</b>			<b>135,633</b>	<b>87,450</b>	<b>149,400</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>135,633</b>	<b>2</b>	<b>7</b>		
<b>Total Closed Volume</b>				<b>174.90K</b>	<b>1.05M</b>	<b>0.00B</b>	<b>0.00B</b>



# December 2022



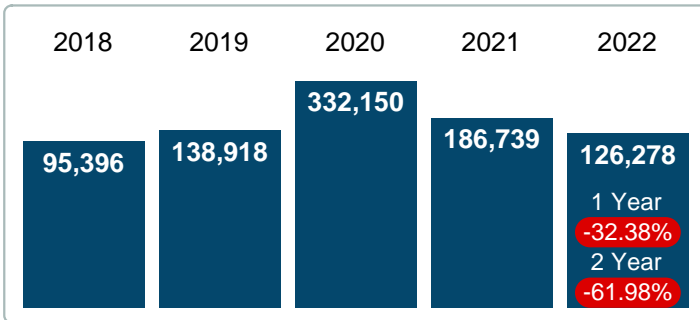
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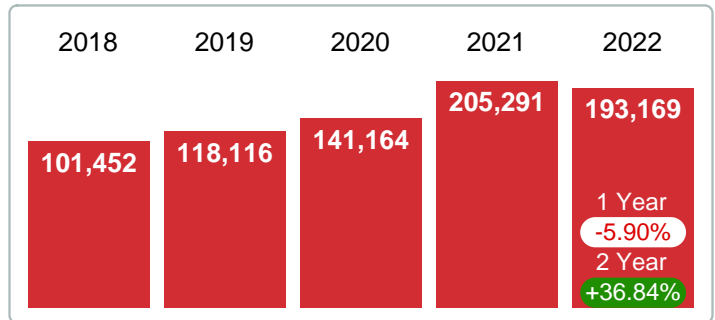
## AVERAGE SOLD PRICE AT CLOSING

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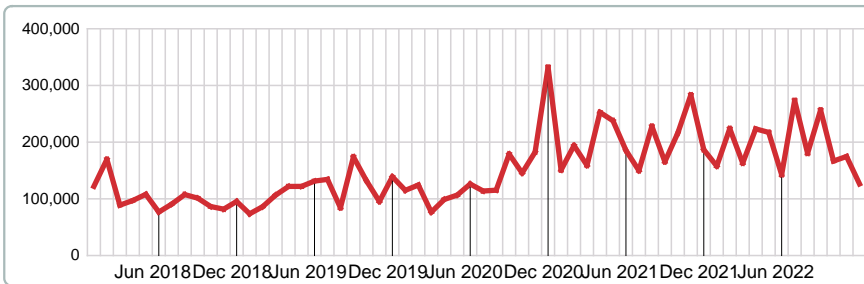
### DECEMBER



### YEAR TO DATE (YTD)

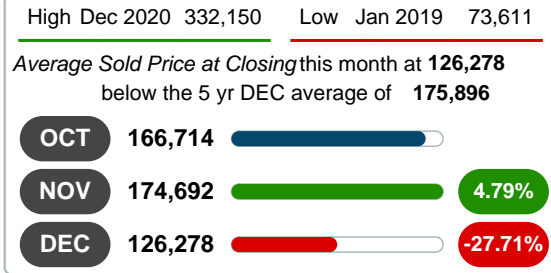


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 175,896



### 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
\$30,000 and less	0	0.00%	0	0	0	0
\$30,001 - \$60,000	2	22.22%	32,500	45,000	0	0
\$60,001 - \$80,000	1	11.11%	0	69,000	0	0
\$80,001 - \$110,000	3	33.33%	103,000	97,500	0	0
\$110,001 - \$180,000	0	0.00%	0	0	0	0
\$180,001 - \$300,000	2	22.22%	0	193,500	0	0
\$300,001 and up	1	11.11%	0	305,000	0	0
<b>Average Sold Price</b>		<b>126,278</b>	<b>67,750</b>	<b>143,000</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>		<b>9</b>	<b>2</b>	<b>7</b>		
<b>Total Closed Volume</b>		<b>1,136,500</b>	<b>135.50K</b>	<b>1.00M</b>	<b>0.00B</b>	<b>0.00B</b>

# December 2022



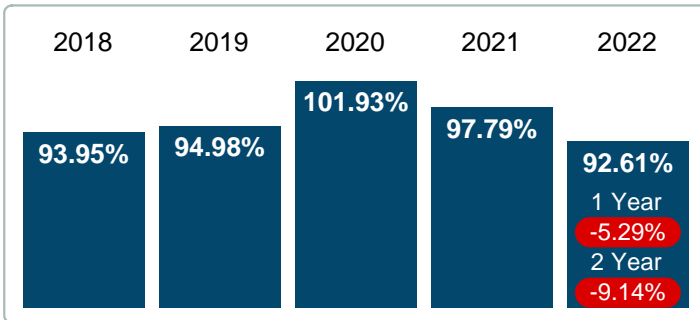
Area Delimited by County Of Sequoyah - Residential Property Type



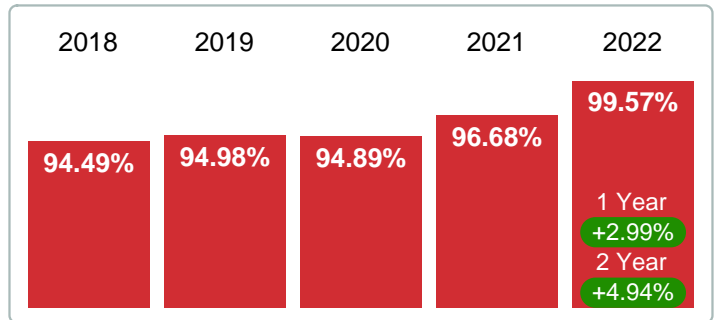
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

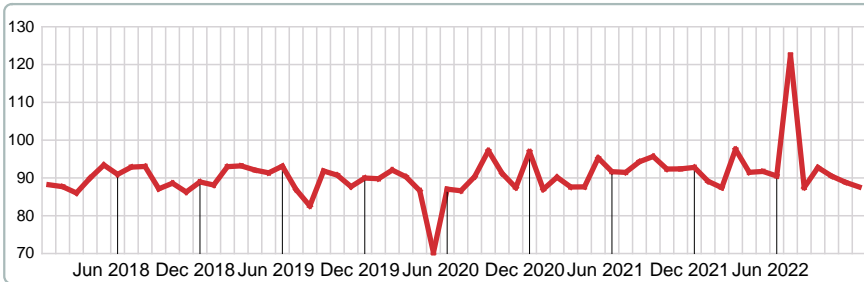
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

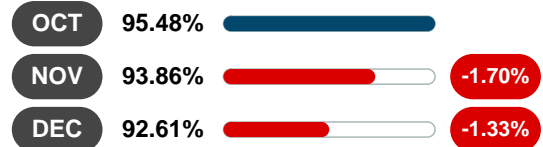


### 3 MONTHS

5 year DEC AVG = 96.25%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **92.61%**  
below the 5 yr DEC average of **96.25%**



### 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
\$30,000 and less	0	0.00%	0.00%	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%	88.28%	79.29%	92.77%	0.00%	0.00%
\$110,001 - \$180,000	0	0.00%	0.00%	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%
Average Sold/List Ratio		92.60%		75.76%	97.43%	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



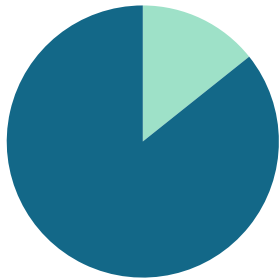
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

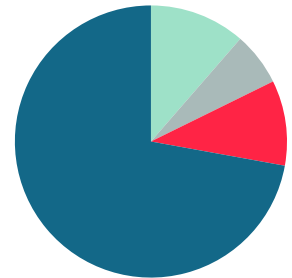


**Inventory**  
 New Listings  
**10 = 14.29%**  
 Start Inventory  
**60**  
 Total Inventory Units  
**70**  
 Volume  
**\$26,782,600**

### 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%
Average List Price	189,532	135,633	-28.44%	212,426	197,628	-6.97%
Average Sale Price	186,739	126,278	-32.38%	205,291	193,169	-5.90%
Average Percent of Selling Price to List Price	97.79%	92.61%	-5.29%	96.68%	99.57%	2.99%
Average Days on Market to Sale	12.71	9.22	-27.47%	39.68	36.83	-7.18%
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

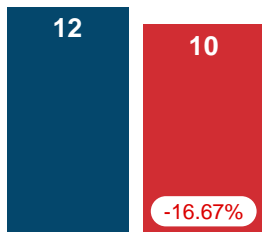
**Inventory** on December 31, 2022 = 57

2021 2022

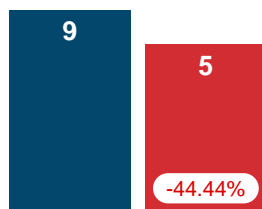
### DECEMBER MARKET

### AVERAGE PRICES

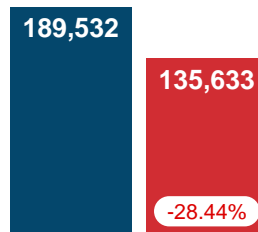
#### New Listings



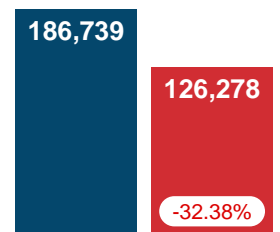
#### Pending Listings



#### List Price



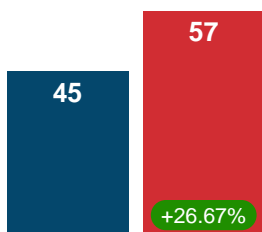
#### Sale Price



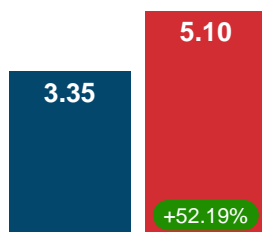
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

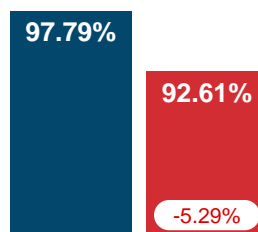
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

