

December 2022



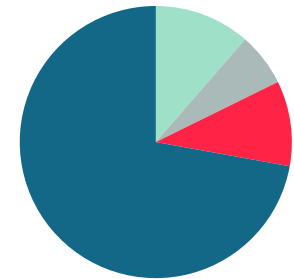
Area Delimited by County Of Sequoyah - Residential Property Type



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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

December 2022



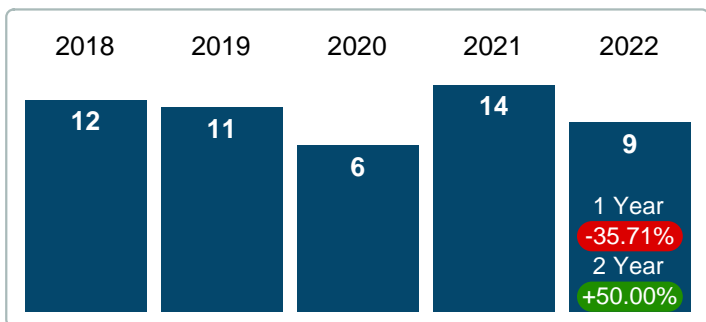
Area Delimited by County Of Sequoyah - Residential Property Type



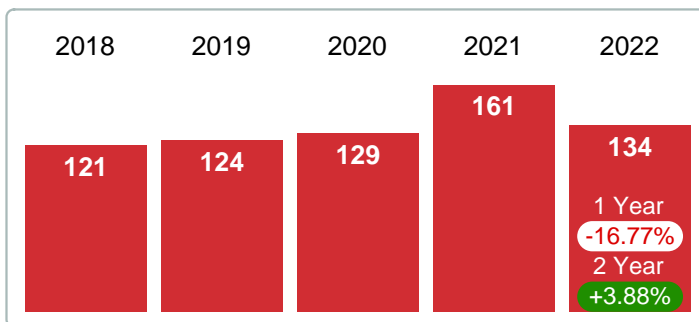
CLOSED LISTINGS

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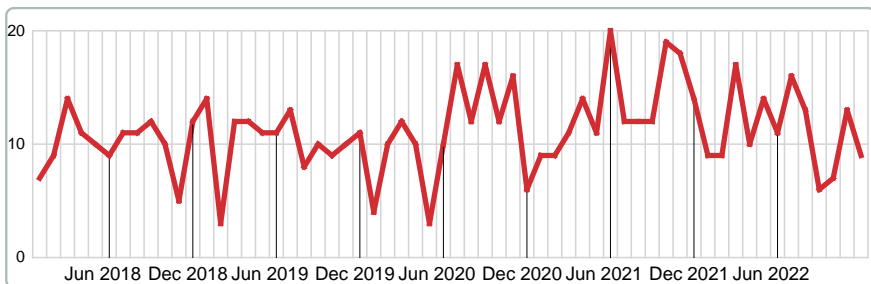
DECEMBER



YEAR TO DATE (YTD)

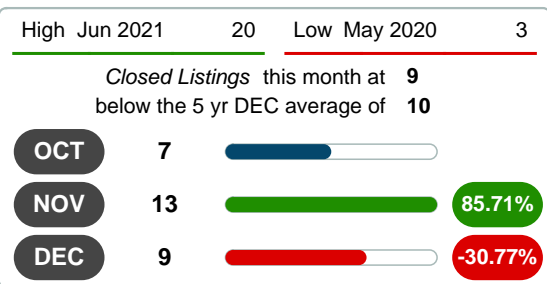


5 YEAR MARKET ACTIVITY TRENDS



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
Total Closed Units	9			2	7	0	0
Total Closed Volume	1,136,500	100%	4.0	135.50K	1.00M	0.00B	0.00B
Median Closed Price	\$103,000			\$67,750	\$110,000	\$0	\$0

December 2022



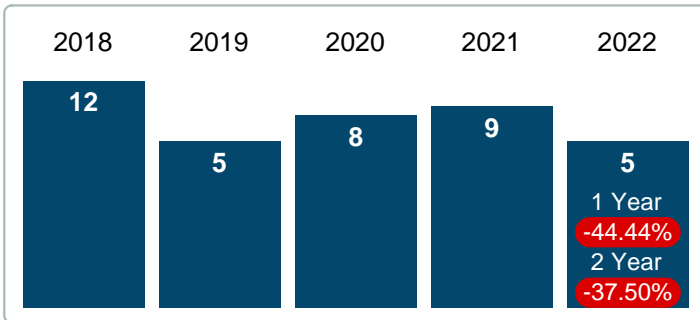
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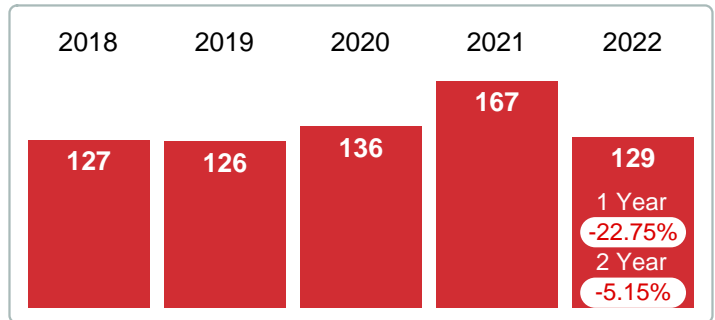
PENDING LISTINGS

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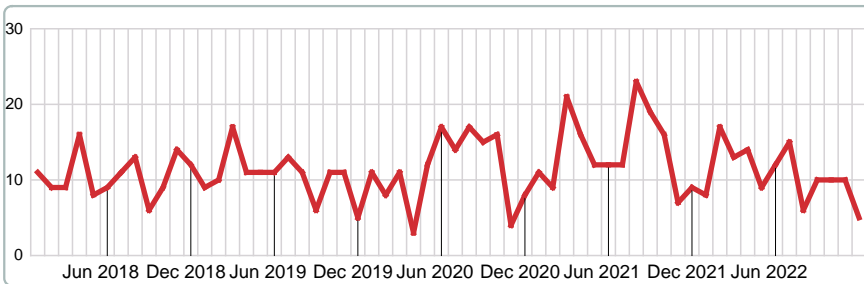
DECEMBER



YEAR TO DATE (YTD)

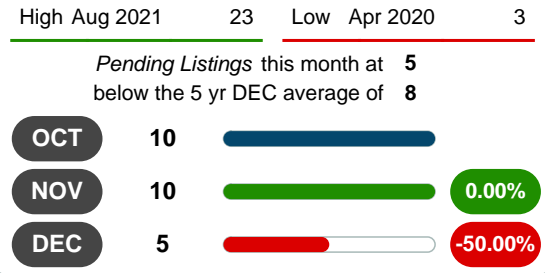


5 YEAR MARKET ACTIVITY TRENDS



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
Total Pending Units	5			1	4	0	0
Total Pending Volume	563,300	100%	3.0	39.90K	523.40K	0.00B	0.00B
Median Listing Price	\$105,000			\$39,900	\$117,250	\$0	\$0

December 2022



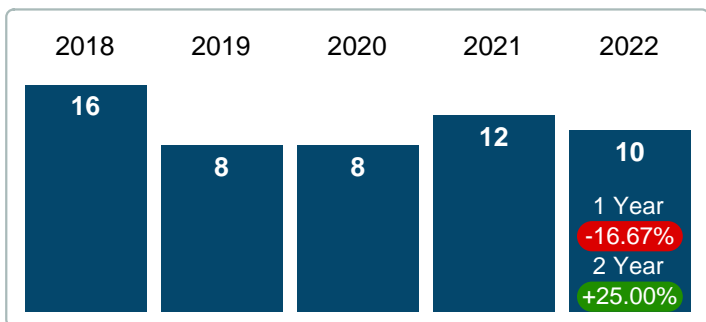
Area Delimited by County Of Sequoyah - Residential Property Type



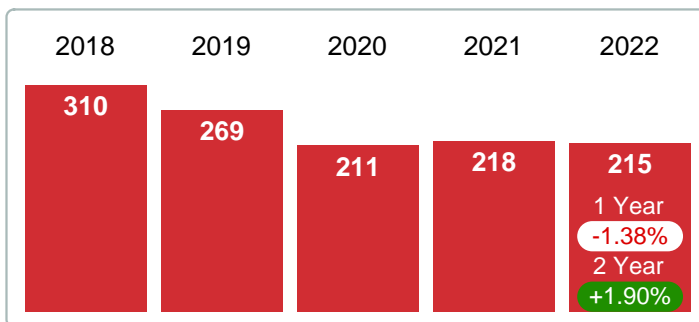
NEW LISTINGS

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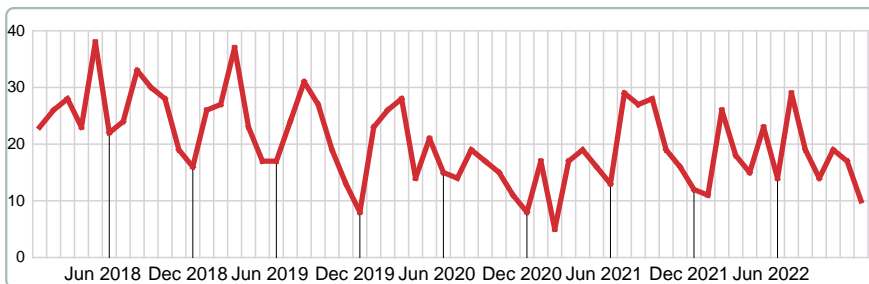
DECEMBER



YEAR TO DATE (YTD)

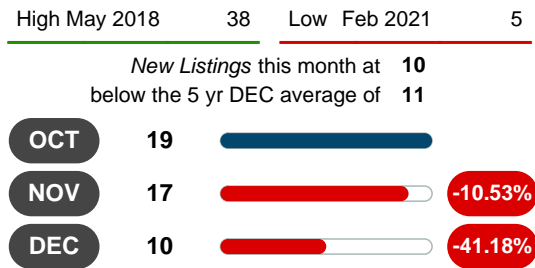


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	10		1	7	2	0
Total New Listed Volume	2,677,700	100%	39.90K	1.49M	1.15M	0.00B
Median New Listed Listing Price	\$134,500		\$39,900	\$130,000	\$573,450	\$0

December 2022



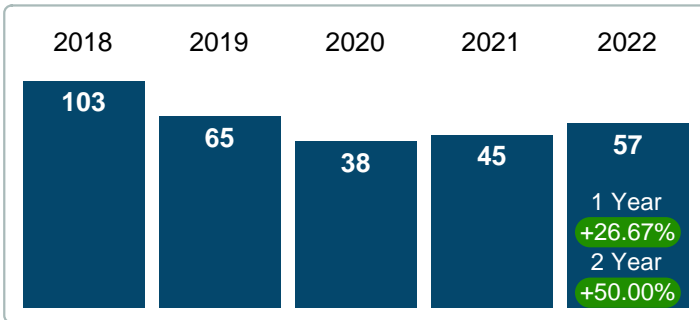
Area Delimited by County Of Sequoyah - Residential Property Type



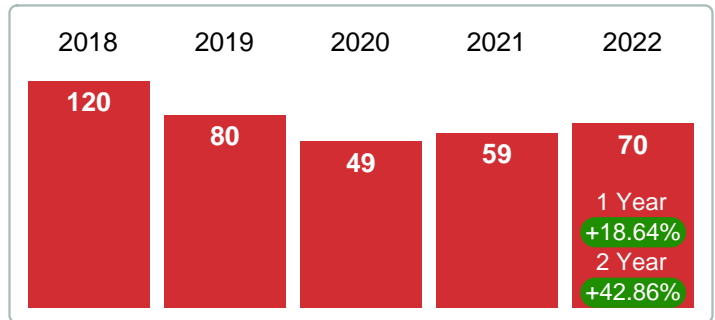
ACTIVE INVENTORY

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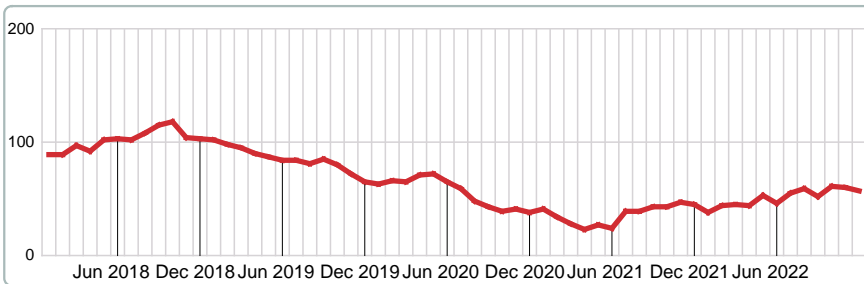
END OF DECEMBER



ACTIVE DURING DECEMBER

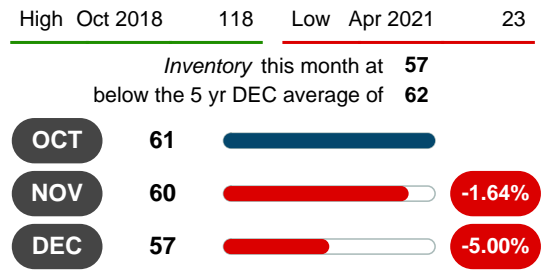


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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
Total Active Inventory by Units	57			8	32	15	2
Total Active Inventory by Volume	25,099,100	100%	94.0	2.94M	11.85M	9.59M	714.80K
Median Active Inventory Listing Price	\$299,000			\$197,400	\$236,500	\$339,000	\$357,400

December 2022



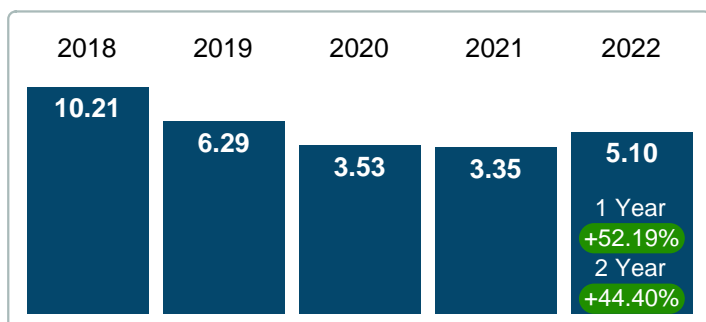
Area Delimited by County Of Sequoyah - Residential Property Type



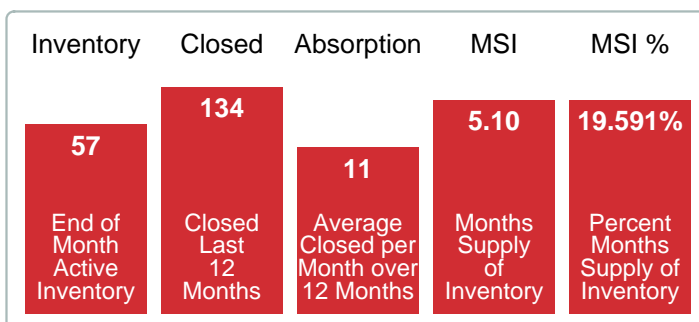
MONTHS SUPPLY of INVENTORY (MSI)

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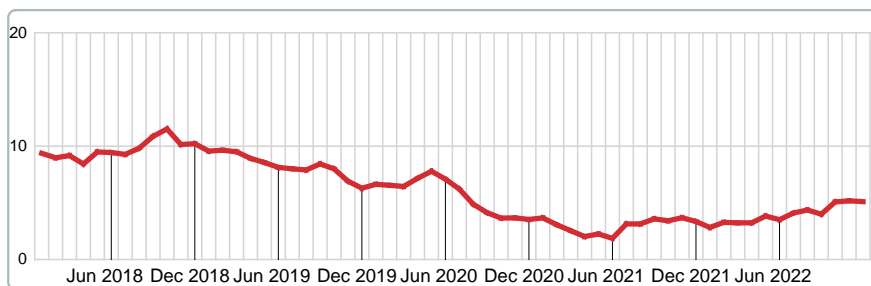
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

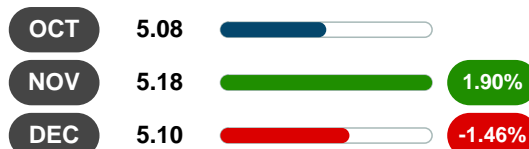


3 MONTHS

5 year DEC AVG = 5.70

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		100%	5.10	8	32	15	2

December 2022



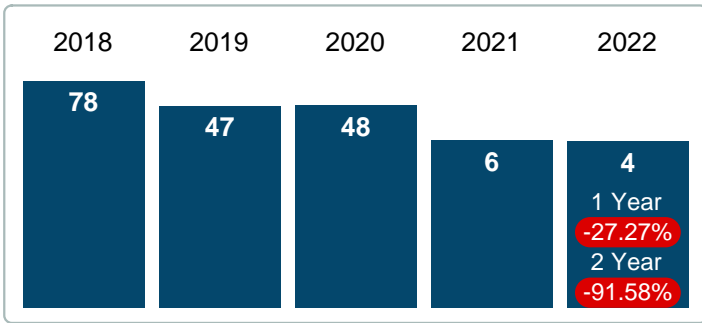
Area Delimited by County Of Sequoyah - Residential Property Type



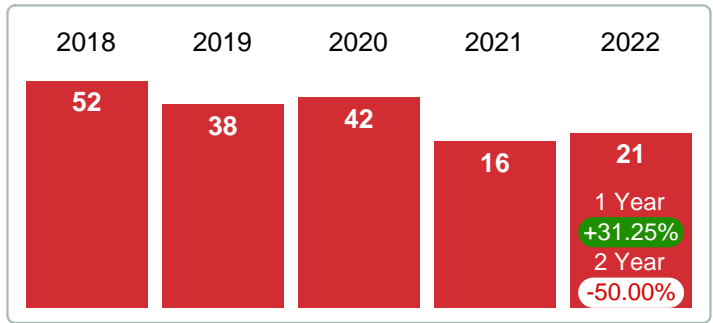
MEDIAN DAYS ON MARKET TO SALE

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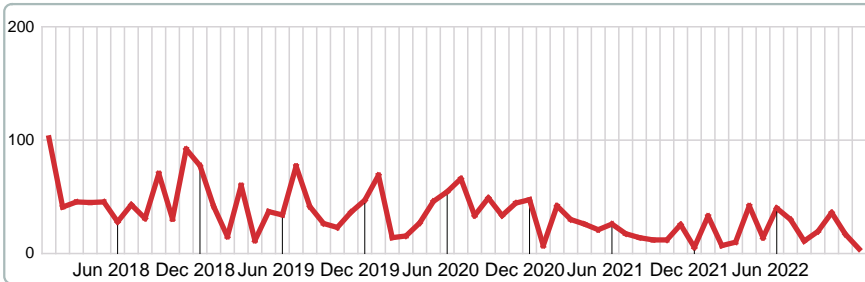
DECEMBER



YEAR TO DATE (YTD)

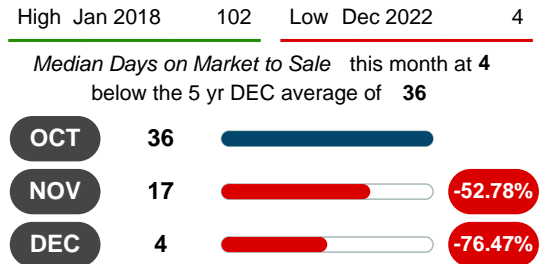


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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	0.00%	77	0	0	0	0
\$30,001 - \$60,000	2	22.22%	5	9	1	0	0
\$60,001 - \$80,000	1	11.11%	12	0	12	0	0
\$80,001 - \$110,000	3	33.33%	4	27	3	0	0
\$110,001 - \$180,000	0	0.00%	4	0	0	0	0
\$180,001 - \$300,000	2	22.22%	3	0	3	0	0
\$300,001 and up	1	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				135.50K	1.00M	0.00B	0.00B

December 2022



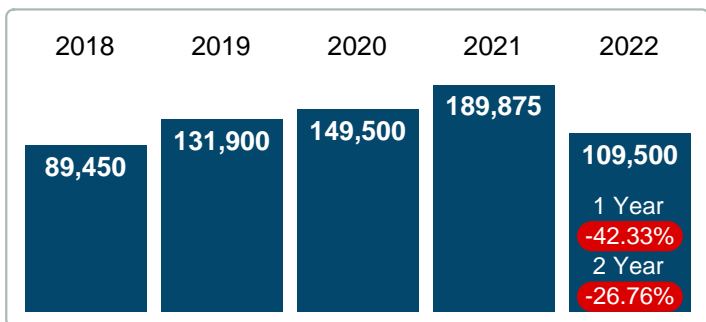
Area Delimited by County Of Sequoyah - Residential Property Type



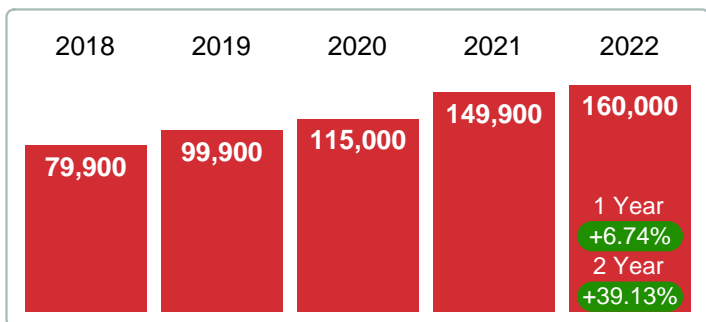
MEDIAN LIST PRICE AT CLOSING

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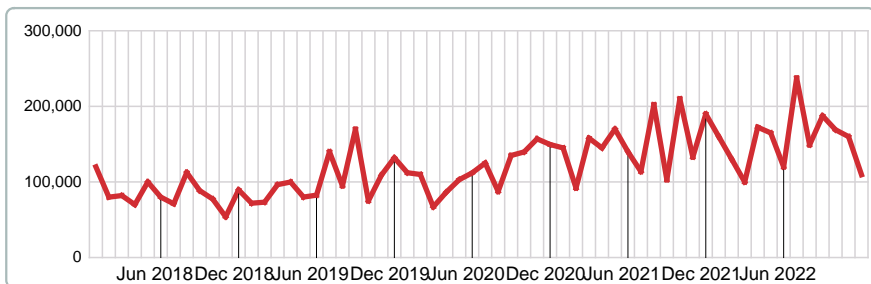
DECEMBER



YEAR TO DATE (YTD)

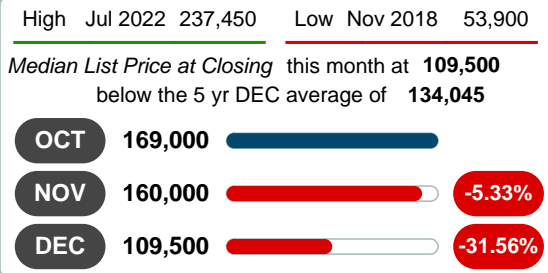


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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
\$30,001 - \$60,000	2	22.22%	41,500	45,000	38,000	0
\$60,001 - \$80,000	1	11.11%	79,900	0	79,900	0
\$80,001 - \$110,000	2	22.22%	104,700	0	104,700	0
\$110,001 - \$180,000	1	11.11%	129,900	129,900	0	0
\$180,001 - \$300,000	2	22.22%	194,250	0	194,250	0
\$300,001 and up	1	11.11%	330,000	0	330,000	0
Median List Price			109,500	87,450	109,500	0
Total Closed Units			9	2	7	
Total Closed Volume			1,220,700	174.90K	1.05M	0.00B

December 2022



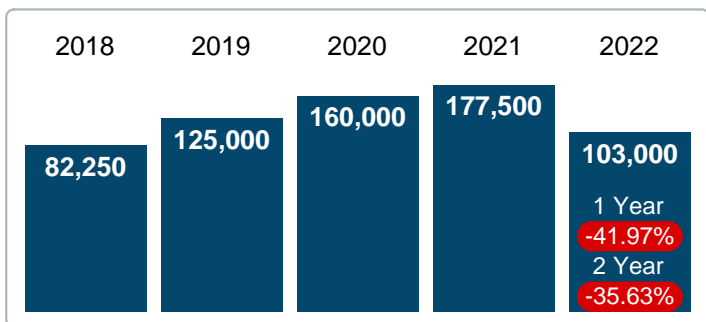
Area Delimited by County Of Sequoyah - Residential Property Type



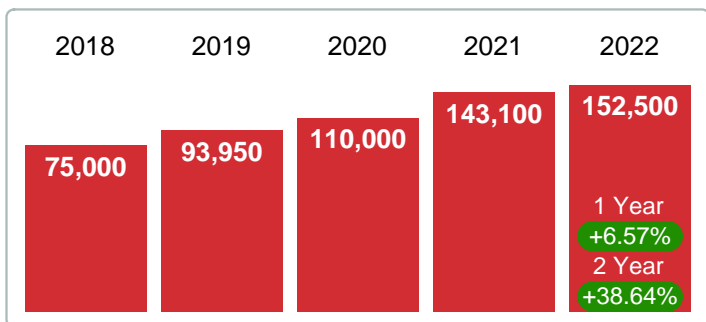
MEDIAN SOLD PRICE AT CLOSING

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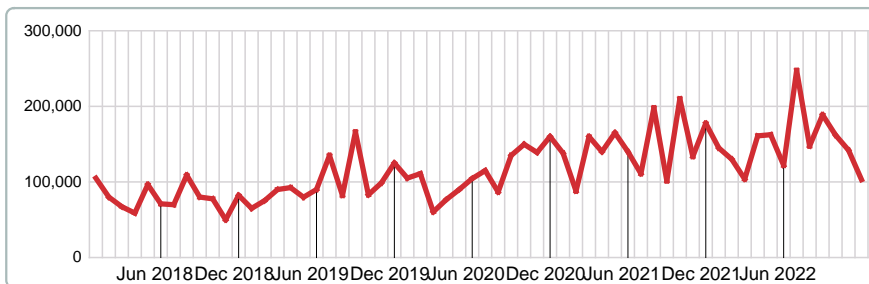
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

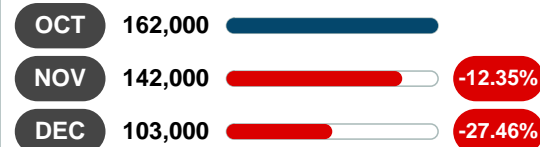


3 MONTHS

5 year DEC AVG = 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



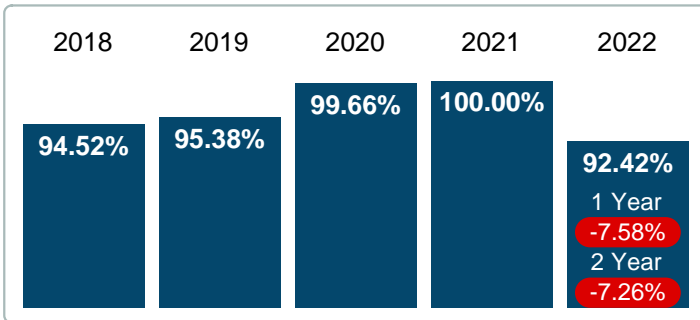
Area Delimited by County Of Sequoyah - Residential Property Type



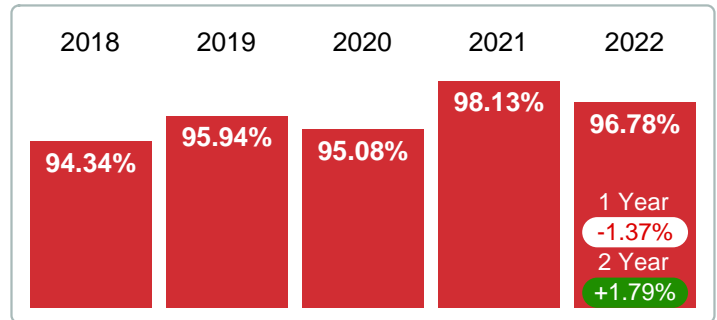
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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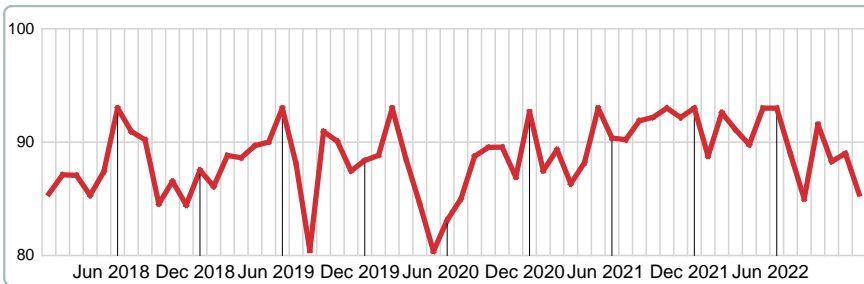
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

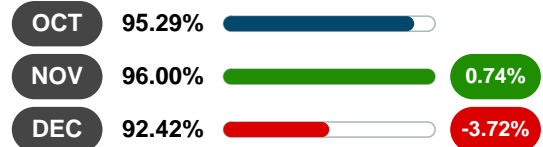


3 MONTHS

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



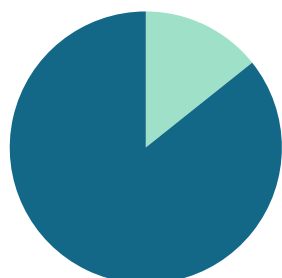
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

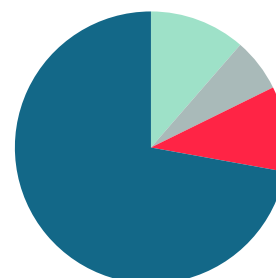


Inventory
 New Listings
10 = 14.29%
 Start Inventory
60
 Total Inventory Units
70
 Volume
\$26,782,600

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

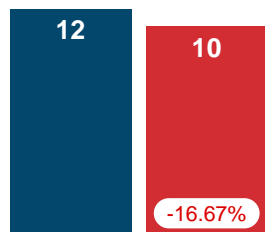
Inventory on December 31, 2022 = 57

2021 2022

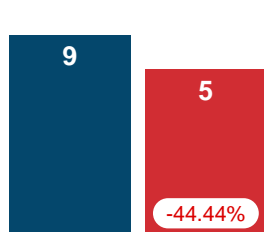
DECEMBER MARKET

MEDIAN PRICES

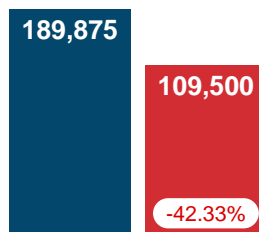
New Listings



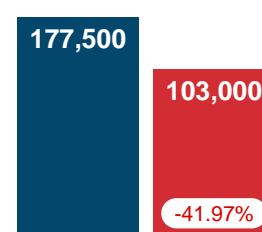
Pending Listings



List Price



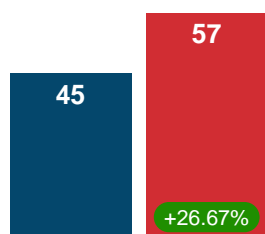
Sale Price



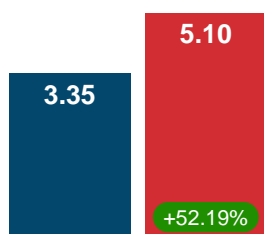
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

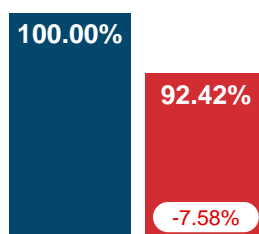
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

