

# October 2022



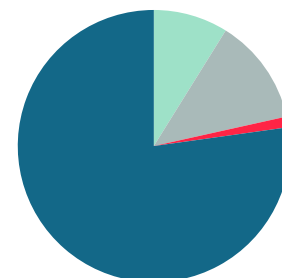
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	October 2022	+/-%
Closed Listings	19	7	-63.16%
Pending Listings	16	10	-37.50%
New Listings	19	19	0.00%
Median List Price	210,000	169,000	-19.52%
Median Sale Price	210,000	162,000	-22.86%
Median Percent of Selling Price to List Price	100.00%	95.29%	-4.71%
Median Days on Market to Sale	12.00	36.00	200.00%
End of Month Inventory	43	61	41.86%
Months Supply of Inventory	3.42	5.08	48.76%



■ Closed (8.86%)  
■ Pending (12.66%)  
■ Other OffMarket (1.27%)  
■ Active (77.22%)

**Absorption:** Last 12 months, an Average of **12 Sales/Month Active Inventory** as of October 31, 2022 = **61**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2022 rose **41.86%** to 61 existing homes available for sale. Over the last 12 months this area has had an average of 12 closed sales per month. This represents an unsold inventory index of **5.08** 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 **22.86%** in October 2022 to \$162,000 versus the previous year at \$210,000.

#### Median Days on Market Lengthens

The median number of **36.00** days that homes spent on the market before selling increased by 24.00 days or **200.00%** in October 2022 compared to last year's same month at **12.00** DOM.

#### Sales Success for October 2022 is Positive

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

There were 19 New Listings in October 2022, down **0.00%** from last year at 19. Furthermore, there were 7 Closed Listings this month versus last year at 19, a **-63.16%** decrease.

Closed versus Listed trends yielded a **36.8%** ratio, down from previous year's, October 2021, at **100.0%**, a **63.16%** 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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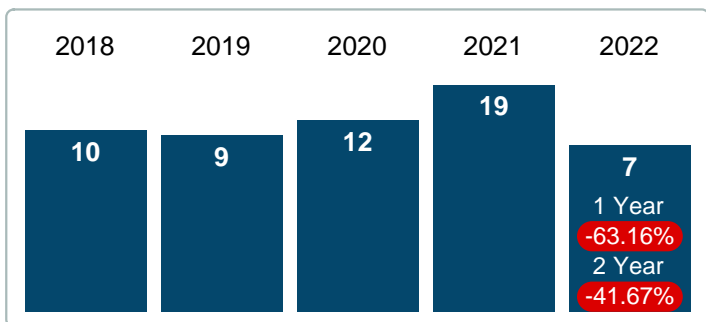
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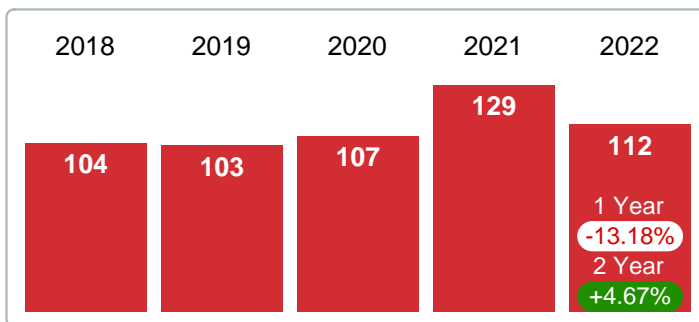
## CLOSED LISTINGS

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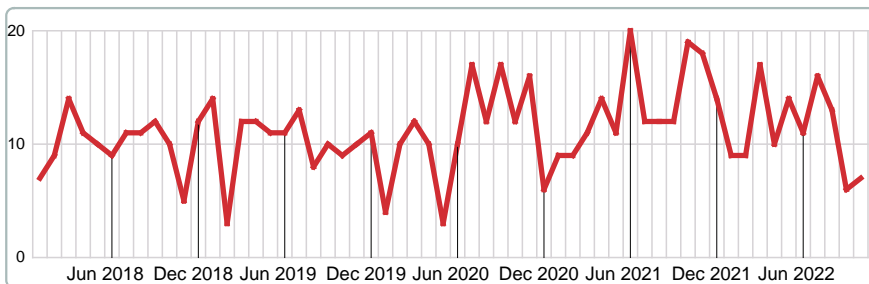
### OCTOBER



### YEAR TO DATE (YTD)

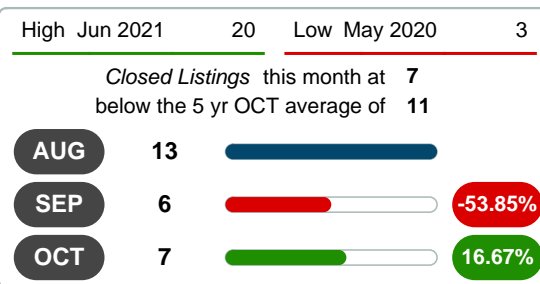


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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
\$75,000 and less	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	1	14.29%	36.0	1	0	0	0
\$125,001 - \$150,000	1	14.29%	32.0	0	1	0	0
\$150,001 - \$150,000	0	0.00%	32.0	0	0	0	0
\$150,001 - \$225,000	4	57.14%	31.5	2	2	0	0
\$225,001 - \$225,000	0	0.00%	31.5	0	0	0	0
\$225,001 and up	1	14.29%	129.0	0	1	0	0
<b>Total Closed Units</b>	<b>7</b>			<b>3</b>	<b>4</b>	<b>0</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>1,167,000</b>	<b>100%</b>	<b>36.0</b>	<b>475.00K</b>	<b>692.00K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$162,000</b>			<b>\$170,000</b>	<b>\$161,000</b>	<b>\$0</b>	<b>\$0</b>

# October 2022



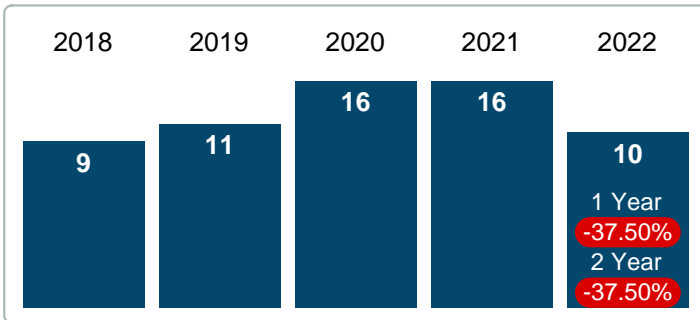
Area Delimited by County Of Sequoyah - Residential Property Type



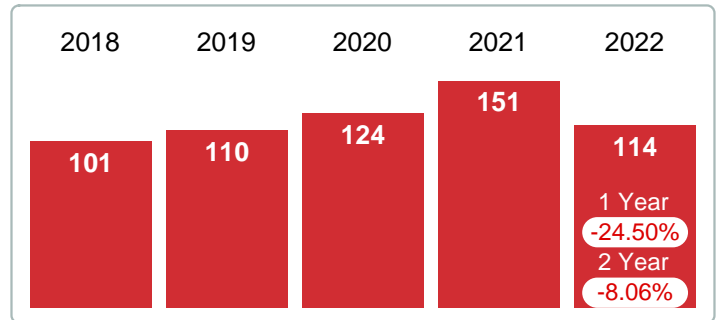
## PENDING LISTINGS

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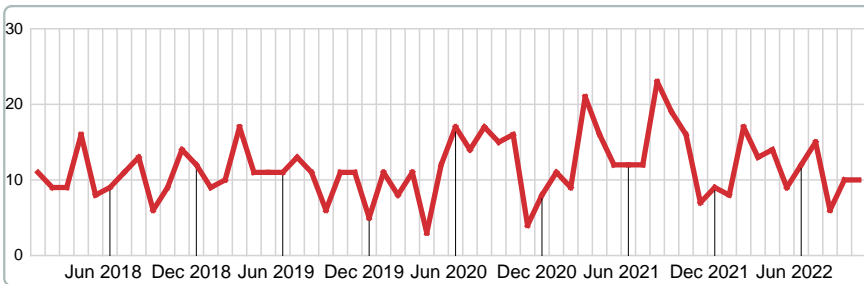
### OCTOBER



### YEAR TO DATE (YTD)

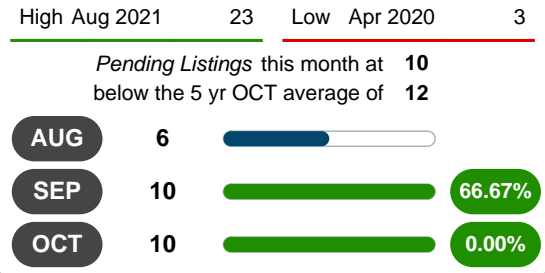


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 12



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	1	10.00%	70.0	0	1	0	0
\$100,001 - \$125,000	1	10.00%	4.0	0	1	0	0
\$125,001 - \$175,000	1	10.00%	41.0	0	1	0	0
\$175,001 - \$275,000	3	30.00%	17.0	1	2	0	0
\$275,001 - \$300,000	1	10.00%	52.0	0	1	0	0
\$300,001 - \$325,000	2	20.00%	8.5	0	1	1	0
\$325,001 and up	1	10.00%	11.0	0	1	0	0
<b>Total Pending Units</b>	<b>10</b>			<b>1</b>	<b>8</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>2,296,895</b>	<b>100%</b>	<b>14.0</b>	<b>250.00K</b>	<b>1.72M</b>	<b>325.00K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$254,500</b>			<b>\$250,000</b>	<b>\$229,250</b>	<b>\$325,000</b>	<b>\$0</b>

# October 2022



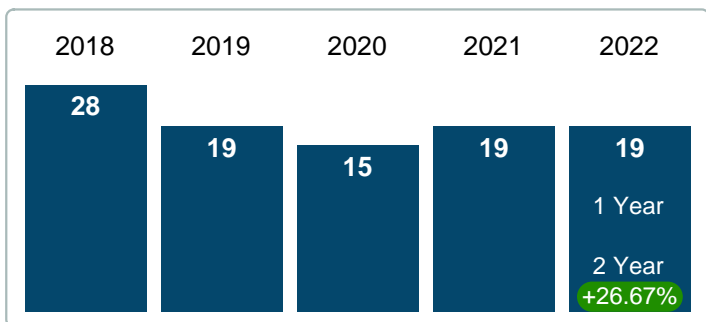
Area Delimited by County Of Sequoyah - Residential Property Type



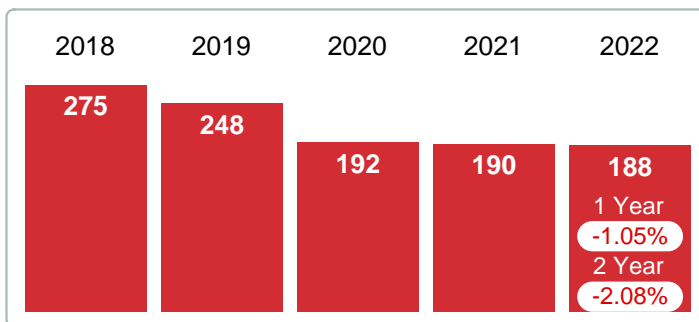
## NEW LISTINGS

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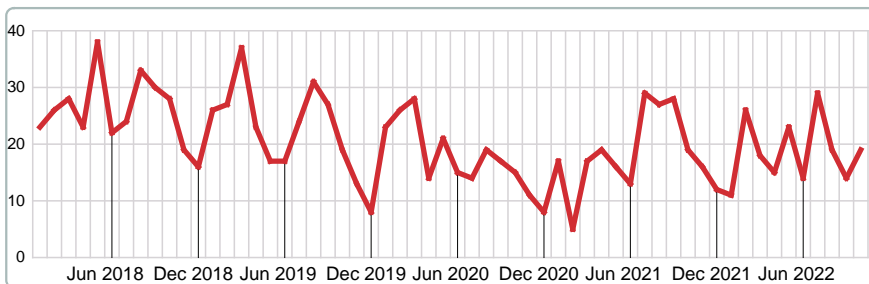
### OCTOBER



### YEAR TO DATE (YTD)

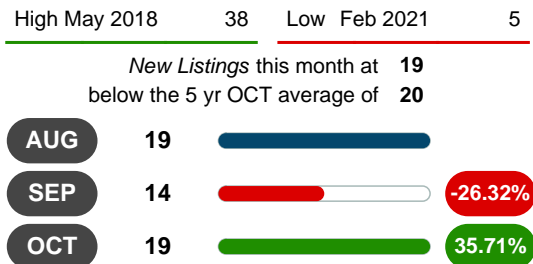


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 20



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	1	5.26%	0	1	0	0
\$125,001 - \$200,000	3	15.79%	1	2	0	0
\$200,001 - \$300,000	3	15.79%	3	0	0	0
\$300,001 - \$350,000	6	31.58%	0	5	1	0
\$350,001 - \$525,000	2	10.53%	0	1	1	0
\$525,001 - \$1,400,000	3	15.79%	1	1	1	0
\$1,400,001 and up	1	5.26%	0	1	0	0
<b>Total New Listed Units</b>	<b>19</b>		<b>5</b>	<b>11</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>8,425,699</b>	<b>100%</b>	<b>2.22M</b>	<b>4.76M</b>	<b>1.44M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$330,000</b>		<b>\$225,000</b>	<b>\$349,000</b>	<b>\$419,000</b>	<b>\$0</b>

# October 2022



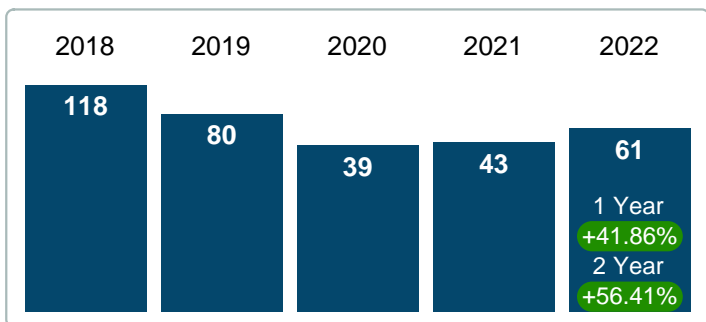
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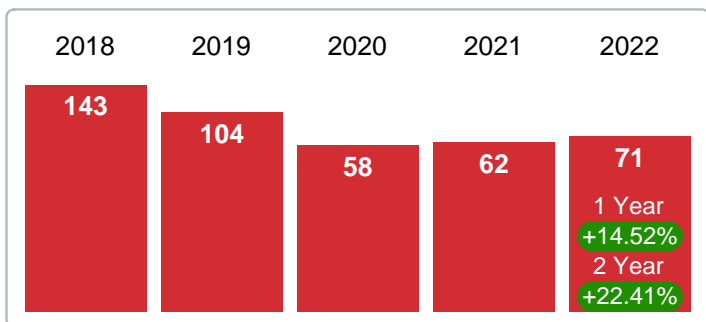
## ACTIVE INVENTORY

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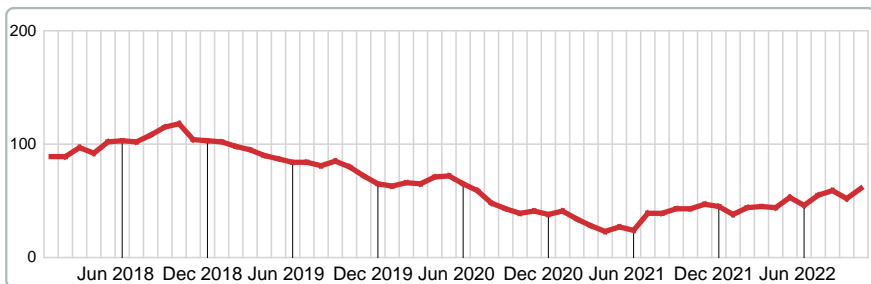
### END OF OCTOBER



### ACTIVE DURING OCTOBER

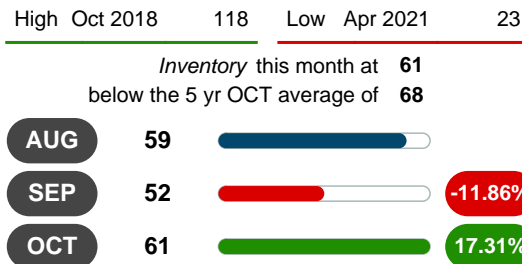


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 68



### 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	8.20%	59.0	1	3	1	0
\$125,001 - \$150,000	7	11.48%	84.0	1	5	1	0
\$150,001 - \$175,000	9	14.75%	66.0	1	6	2	0
\$175,001 - \$325,000	11	18.03%	105.0	4	5	2	0
\$325,001 - \$375,000	14	22.95%	71.0	1	8	3	2
\$375,001 - \$675,000	8	13.11%	43.0	1	5	2	0
\$675,001 and up	7	11.48%	32.0	1	3	3	0
<b>Total Active Inventory by Units</b>	<b>61</b>			<b>10</b>	<b>35</b>	<b>14</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>28,688,899</b>	<b>100%</b>	<b>73.0</b>	<b>3.33M</b>	<b>15.50M</b>	<b>9.14M</b>	<b>714.80K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$299,000</b>			<b>\$202,450</b>	<b>\$299,000</b>	<b>\$334,000</b>	<b>\$357,400</b>

# October 2022



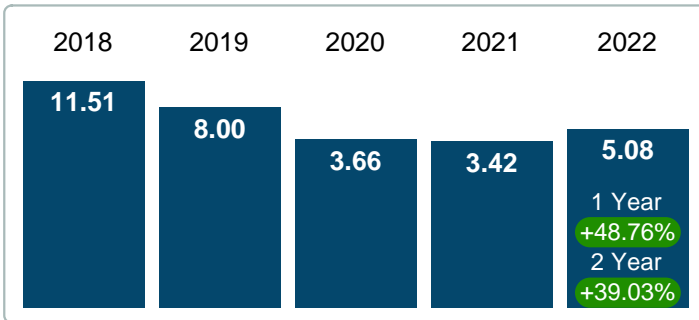
Area Delimited by County Of Sequoyah - Residential Property Type



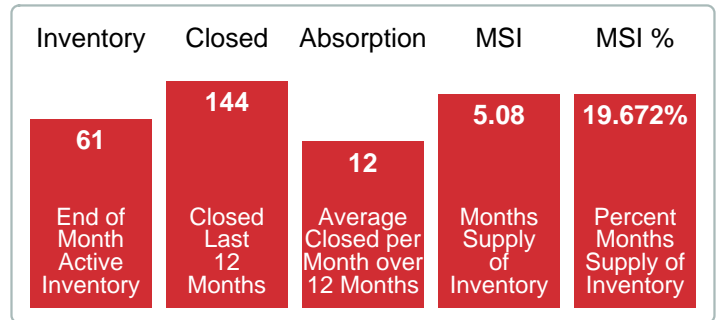
## MONTHS SUPPLY of INVENTORY (MSI)

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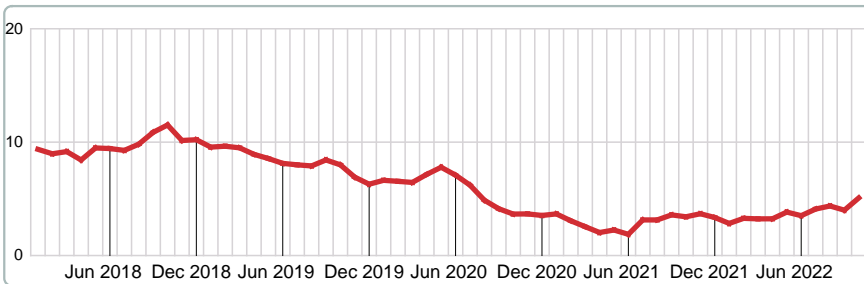
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 6.33

High Oct 2018 11.51 Low Jun 2021 1.87

Months Supply this month at **5.08**  
below the 5 yr OCT average of **6.33**



### 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	8.20%	1.13	0.55	1.24	6.00	0.00
\$125,001 - \$150,000	7	11.48%	5.25	3.00	5.45	12.00	0.00
\$150,001 - \$175,000	9	14.75%	10.80	6.00	12.00	12.00	0.00
\$175,001 - \$325,000	11	18.03%	3.38	5.33	2.73	3.00	0.00
\$325,001 - \$375,000	14	22.95%	28.00	6.00	32.00	36.00	0.00
\$375,001 - \$675,000	8	13.11%	5.33	3.00	6.67	4.80	0.00
\$675,001 and up	7	11.48%	42.00	0.00	36.00	36.00	0.00
Market Supply of Inventory (MSI)			5.08	2.79	5.19	8.40	inf
Total Active Inventory by Units		100%	5.08	10	35	14	2

# October 2022



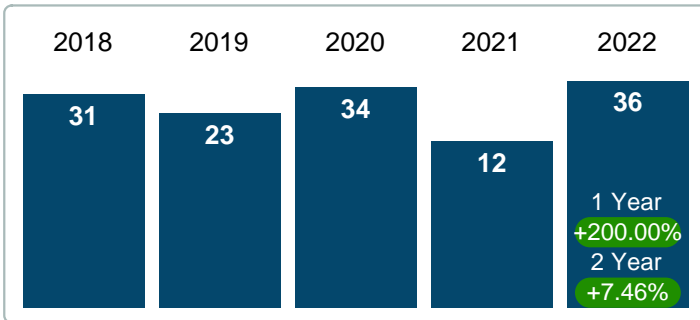
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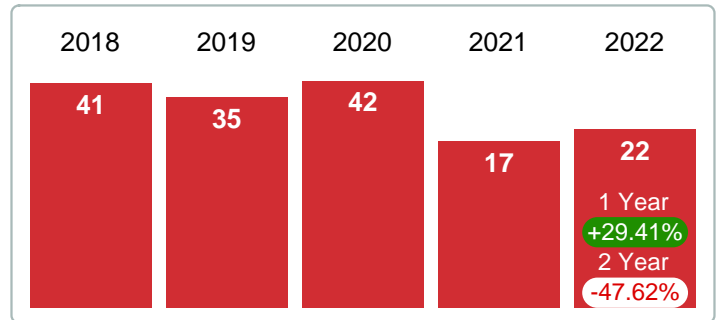
## MEDIAN DAYS ON MARKET TO SALE

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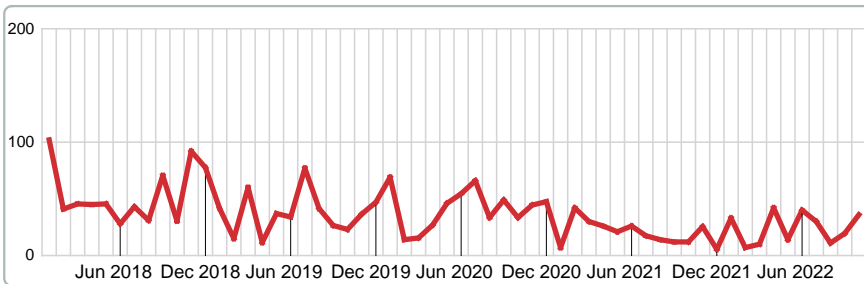
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

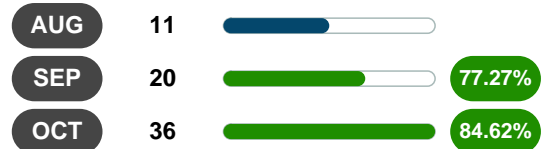


### 3 MONTHS

5 year OCT AVG = 27

High Jan 2018 102 Low Dec 2021 6

Median Days on Market to Sale this month at 36 above the 5 yr OCT average of 27



### 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
\$75,000 and less	0	32	0	0	0	0
\$75,001 - \$125,000	14.29%	36	36	0	0	0
\$125,001 - \$150,000	14.29%	32	0	32	0	0
\$150,001 - \$150,000	0.00%	32	0	0	0	0
\$150,001 - \$225,000	57.14%	32	13	53	0	0
\$225,001 - \$225,000	0.00%	32	0	0	0	0
\$225,001 and up	14.29%	129	0	129	0	0
<b>Median Closed DOM</b>		<b>36</b>	<b>21</b>	<b>53</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>		<b>7</b>	<b>3</b>	<b>4</b>		
<b>Total Closed Volume</b>		<b>1,167,000</b>	<b>475.00K</b>	<b>692.00K</b>	<b>0.00B</b>	<b>0.00B</b>

# October 2022



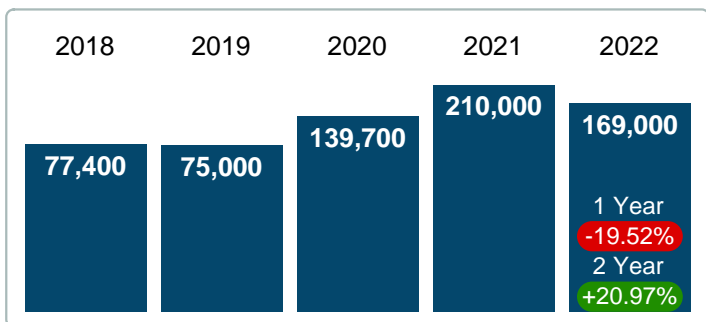
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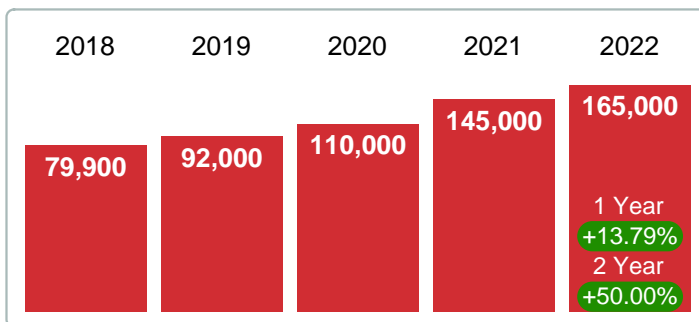
## MEDIAN LIST PRICE AT CLOSING

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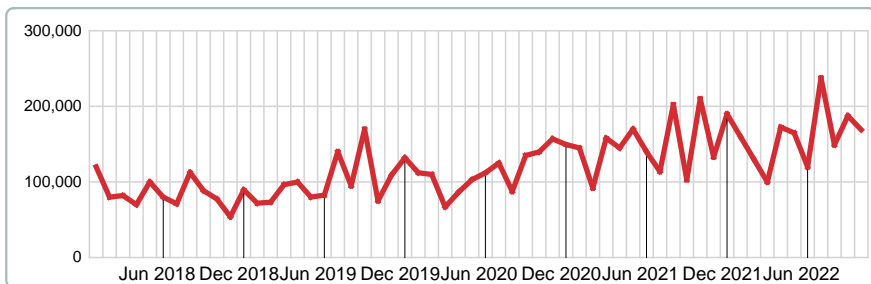
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

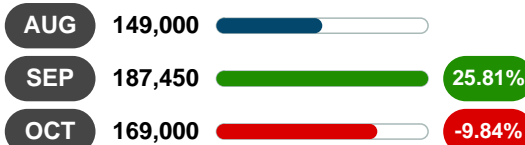


### 3 MONTHS

5 year OCT AVG = 134,220

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

Median List Price at Closing this month at **169,000** above the 5 yr OCT average of **134,220**



### 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
\$75,000 and less	0.00%	129	0	0	0	0
\$75,001 - \$125,000	14.29%	90,000	90,000	0	0	0
\$125,001 - \$150,000	14.29%	138,000	0	138,000	0	0
\$150,001 - \$150,000	0.00%	138,000	0	0	0	0
\$150,001 - \$225,000	57.14%	169,500	195,000	169,500	0	0
\$225,001 - \$225,000	0.00%	169,500	0	0	0	0
\$225,001 and up	14.29%	265,000	0	265,000	0	0
<b>Median List Price</b>		<b>169,000</b>	<b>165,000</b>	<b>169,500</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>169,000</b>	<b>3</b>	<b>4</b>		
<b>Total Closed Volume</b>		<b>1,222,000</b>	<b>480.00K</b>	<b>742.00K</b>	<b>0.00B</b>	<b>0.00B</b>



# October 2022



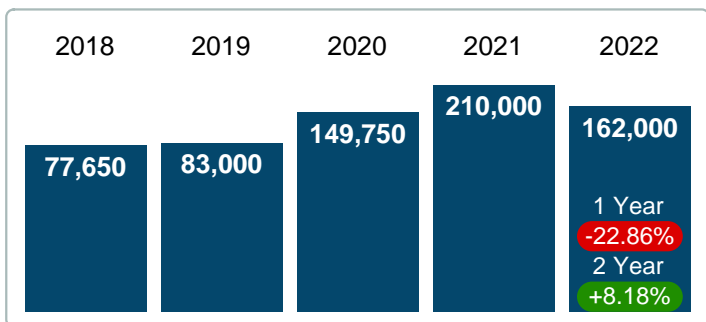
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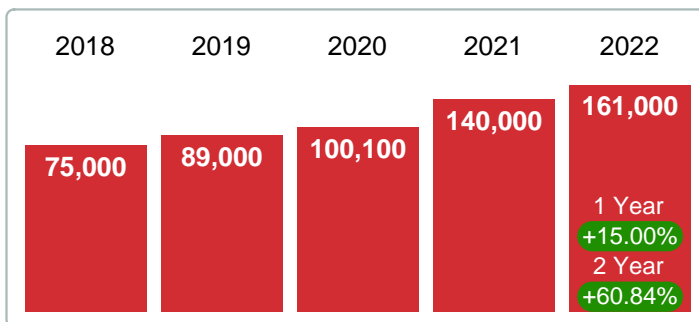
## MEDIAN SOLD PRICE AT CLOSING

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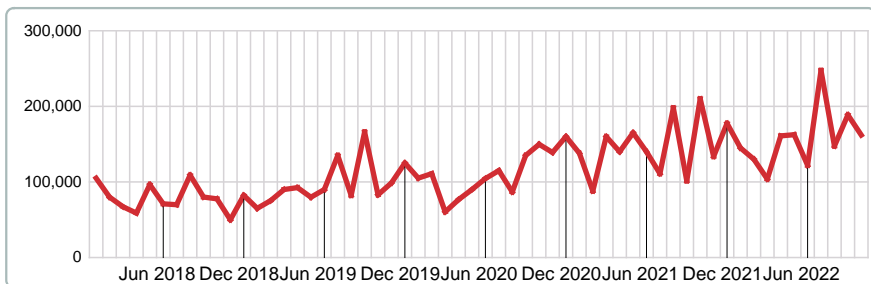
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

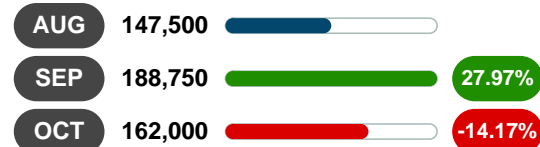


### 3 MONTHS

5 year OCT AVG = 136,480

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

Median Sold Price at Closing this month at **162,000** above the 5 yr OCT average of **136,480**



### 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
\$75,000 and less	0	0.00%	265,000	0	0	0	0
\$75,001 - \$125,000	1	14.29%	80,000	80,000	0	0	0
\$125,001 - \$150,000	1	14.29%	135,000	0	135,000	0	0
\$150,001 - \$150,000	0	0.00%	135,000	0	0	0	0
\$150,001 - \$225,000	4	57.14%	166,000	197,500	161,000	0	0
\$225,001 - \$225,000	0	0.00%	166,000	0	0	0	0
\$225,001 and up	1	14.29%	235,000	0	235,000	0	0
Median Sold Price			162,000	170,000	161,000	0	0
Total Closed Units		100%	7	3	4		
Total Closed Volume			1,167,000	475.00K	692.00K	0.00B	0.00B

# October 2022



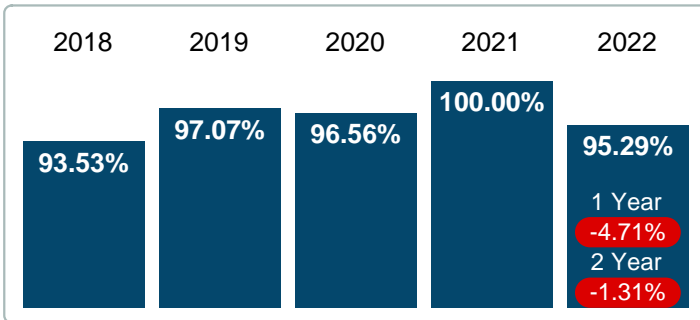
Area Delimited by County Of Sequoyah - Residential Property Type



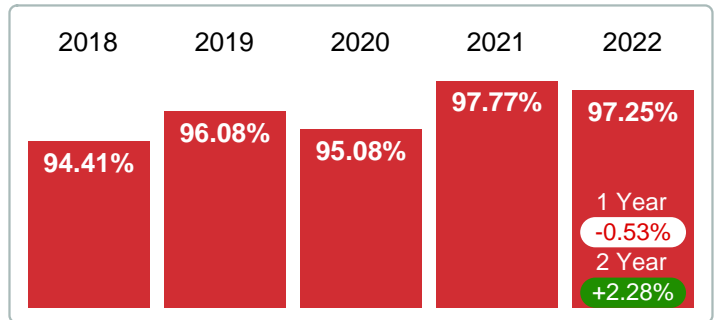
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

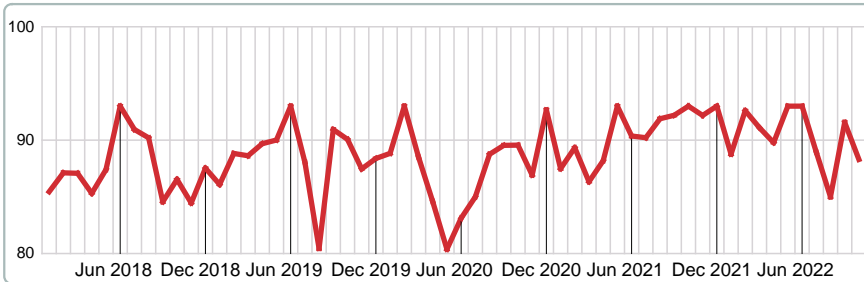
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

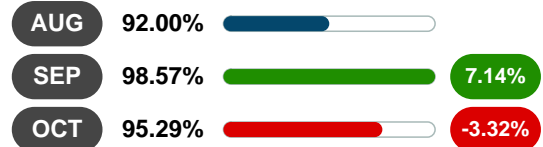


### 3 MONTHS

5 year OCT AVG = 96.49%

High Jun 2022 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **95.29%**  
below the 5 yr OCT average of **96.49%**



## 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
\$75,000 and less	0	0.00%	25.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	1	14.29%	88.89%	88.89%	0.00%	0.00%	0.00%
\$125,001 - \$150,000	1	14.29%	97.83%	0.00%	97.83%	0.00%	0.00%
\$150,001 - \$150,000	0	0.00%	97.83%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$225,000	4	57.14%	97.65%	101.52%	94.98%	0.00%	0.00%
\$225,001 - \$225,000	0	0.00%	97.65%	0.00%	0.00%	0.00%	0.00%
\$225,001 and up	1	14.29%	88.68%	0.00%	88.68%	0.00%	0.00%
Median Sold/List Ratio		95.29%		100.00%	94.98%	0.00%	0.00%
Total Closed Units		7	100%	3	4		
Total Closed Volume		1,167,000		475.00K	692.00K	0.00B	0.00B

# October 2022



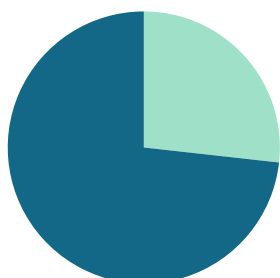
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

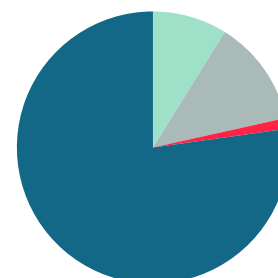


**Inventory**  
 New Listings  
**19 = 26.76%**  
 Start Inventory  
**52**  
 Total Inventory Units  
**71**  
 Volume  
**\$31,430,794**

### Market Activity

Closed Sales  
**7 = 8.86%**  
 Pending Sales  
**10 = 12.66%**  
 Other Off Market  
**1 = 1.27%**  
 Active Inventory  
**61 = 77.22%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	19	7	-63.16%	129	112	-13.18%
Pending Sales	16	10	-37.50%	151	114	-24.50%
New Listings	19	19	0.00%	190	188	-1.05%
Median List Price	210,000	169,000	-19.52%	145,000	165,000	13.79%
Median Sale Price	210,000	162,000	-22.86%	140,000	161,000	15.00%
Median Percent of Selling Price to List Price	100.00%	95.29%	-4.71%	97.77%	97.25%	-0.53%
Median Days on Market to Sale	12.00	36.00	200.00%	17.00	22.00	29.41%
Monthly Inventory	43	61	41.86%	43	61	41.86%
Months Supply of Inventory	3.42	5.08	48.76%	3.42	5.08	48.76%

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

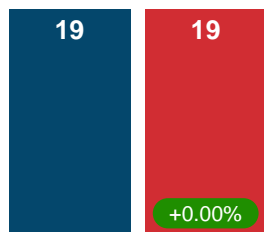
**Inventory** on October 31, 2022 = **61**

**2021** **2022**

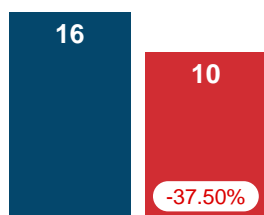
### OCTOBER MARKET

### MEDIAN PRICES

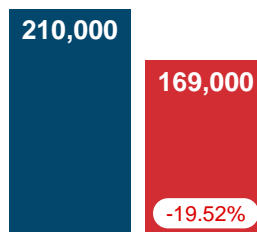
#### New Listings



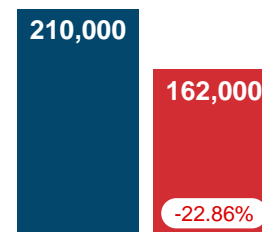
#### Pending Listings



#### List Price



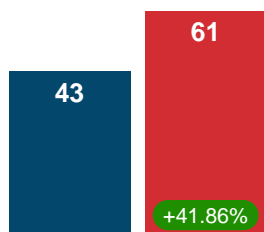
#### Sale Price



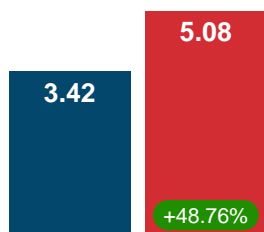
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

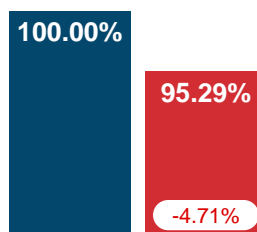
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

