

# December 2023



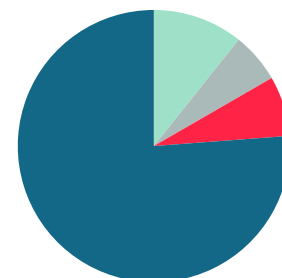
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	9	9	0.00%
Pending Listings	5	5	0.00%
New Listings	10	10	0.00%
Average List Price	135,633	200,989	48.19%
Average Sale Price	126,278	190,544	50.89%
Average Percent of Selling Price to List Price	92.61%	94.17%	1.69%
Average Days on Market to Sale	9.22	78.67	753.01%
End of Month Inventory	57	64	12.28%
Months Supply of Inventory	5.10	6.56	28.59%



■ Closed (10.71%)  
■ Pending (5.95%)  
■ Other OffMarket (7.14%)  
■ Active (76.19%)

**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of December 31, 2023 = **64**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2023 rose **12.28%** to 64 existing homes available for sale. Over the last 12 months this area has had an average of 10 closed sales per month. This represents an unsold inventory index of **6.56** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **50.89%** in December 2023 to \$190,544 versus the previous year at \$126,278.

#### Average Days on Market Lengthens

The average number of **78.67** days that homes spent on the market before selling increased by 69.44 days or **753.01%** in December 2023 compared to last year's same month at **9.22** DOM.

#### Sales Success for December 2023 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 10 New Listings in December 2023, down **0.00%** from last year at 10. Furthermore, there were 9 Closed Listings this month versus last year at 9, a **0.00%** decrease.

Closed versus Listed trends yielded a **90.0%** ratio, down from previous year's, December 2022, at **90.0%**, a **0.00%** 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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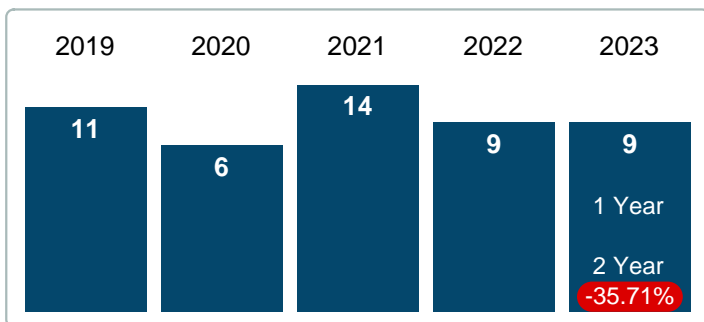
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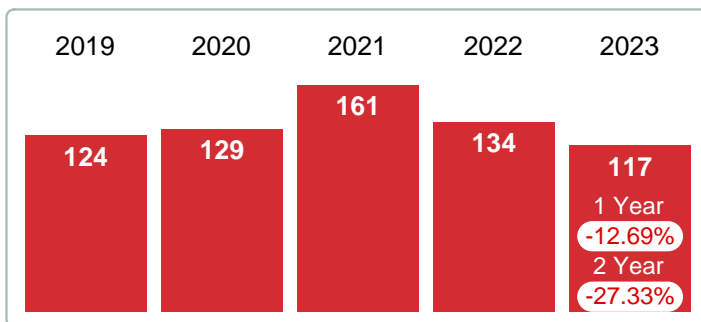
## CLOSED LISTINGS

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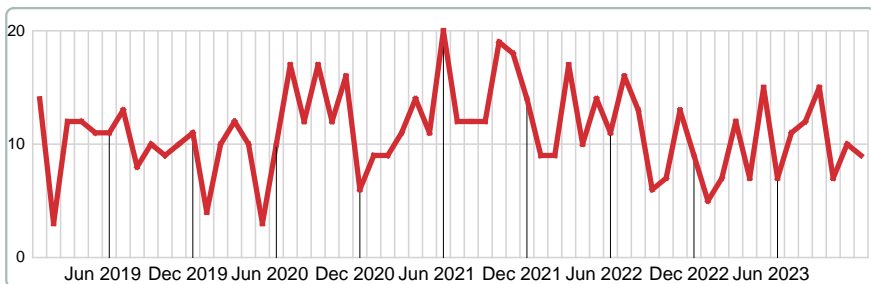
### DECEMBER



### YEAR TO DATE (YTD)

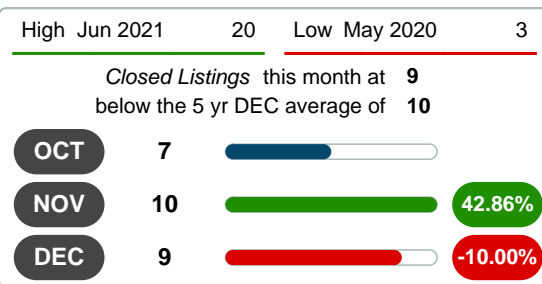


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	1	11.11%	42.0	1	0	0	0
\$75,001 - \$125,000	2	22.22%	122.5	1	1	0	0
\$125,001 - \$150,000	3	33.33%	19.3	1	2	0	0
\$150,001 - \$200,000	1	11.11%	57.0	0	1	0	0
\$200,001 - \$500,000	2	22.22%	153.0	1	0	0	1
\$500,001 and up	0	0.00%	0.0	0	0	0	0
<b>Total Closed Units</b>	<b>9</b>			<b>4</b>	<b>4</b>	<b>0</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>1,714,900</b>	<b>100%</b>	<b>78.7</b>	<b>781.00K</b>	<b>583.90K</b>	<b>0.00B</b>	<b>350.00K</b>
<b>Average Closed Price</b>	<b>\$190,544</b>			<b>\$195,250</b>	<b>\$145,975</b>	<b>\$0</b>	<b>\$350,000</b>

# December 2023



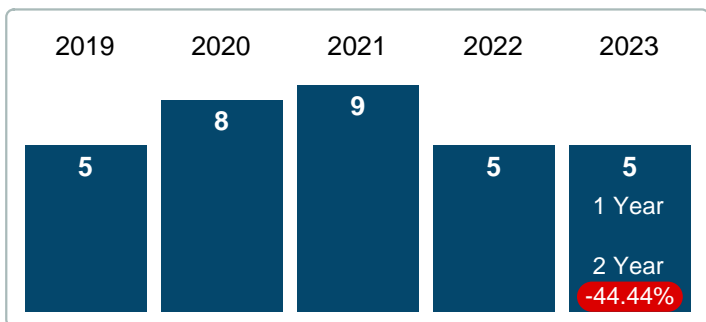
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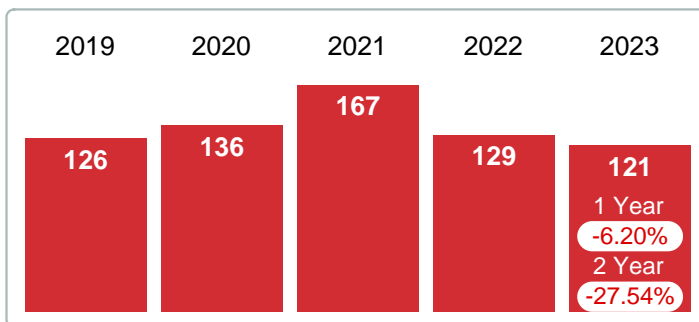
## PENDING LISTINGS

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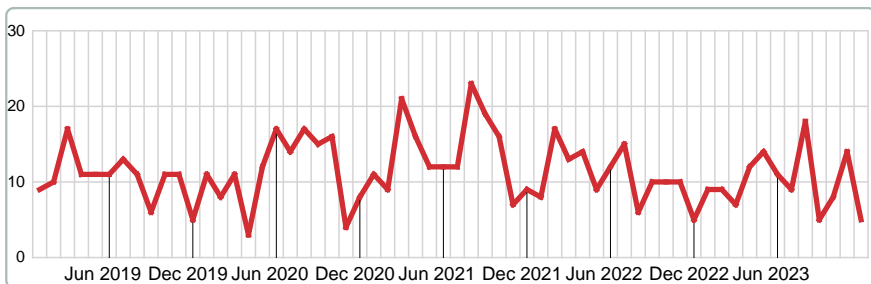
### DECEMBER



### YEAR TO DATE (YTD)

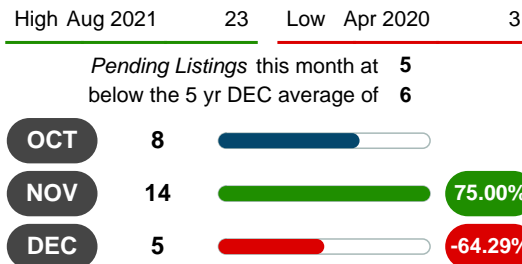


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 6



### 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 - \$60,000	1	20.00%	111.0	1	0	0	0
\$60,001 - \$60,000	0	0.00%	0.0	0	0	0	0
\$60,001 - \$140,000	2	40.00%	120.5	1	1	0	0
\$140,001 - \$140,000	0	0.00%	0.0	0	0	0	0
\$140,001 - \$330,000	1	20.00%	4.0	1	0	0	0
\$330,001 and up	1	20.00%	3.0	0	1	0	0
<b>Total Pending Units</b>	<b>5</b>			<b>3</b>	<b>2</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>694,300</b>	<b>100%</b>	<b>183.0</b>	<b>284.50K</b>	<b>409.80K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$99,000</b>			<b>\$94,833</b>	<b>\$204,900</b>	<b>\$0</b>	<b>\$0</b>

# December 2023



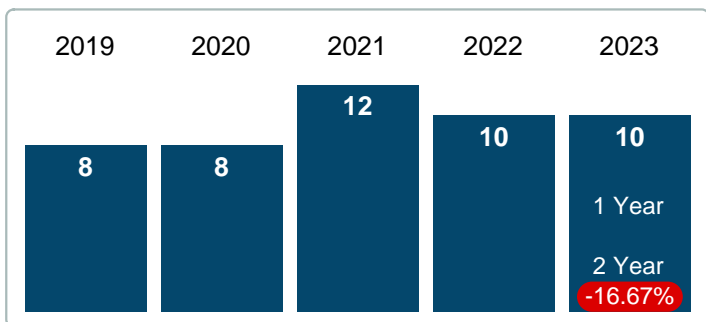
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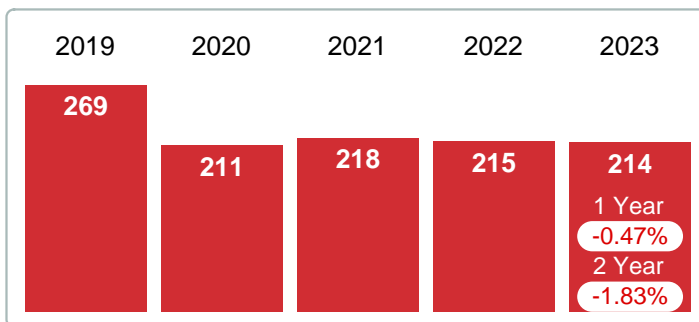
## NEW LISTINGS

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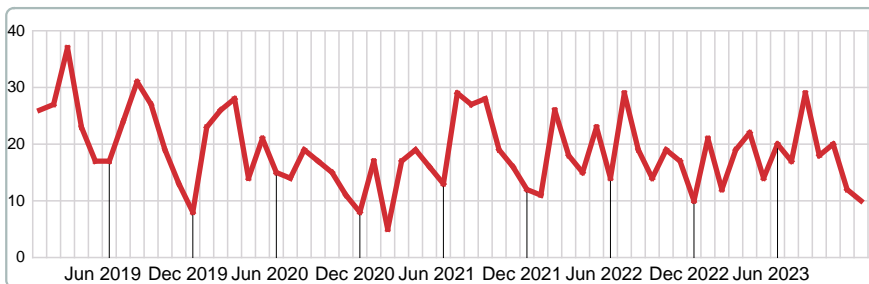
### DECEMBER



### YEAR TO DATE (YTD)

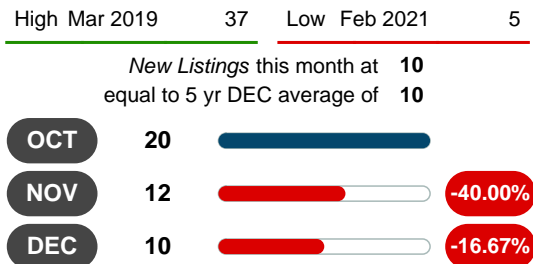


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 10



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	1	10.00%	1	0	0	0
\$70,001 - \$80,000	1	10.00%	0	1	0	0
\$80,001 - \$140,000	1	10.00%	0	1	0	0
\$140,001 - \$210,000	3	30.00%	2	1	0	0
\$210,001 - \$230,000	1	10.00%	0	1	0	0
\$230,001 - \$1,200,000	3	30.00%	1	1	1	0
\$1,200,001 and up	0	0.00%	0	0	0	0
<b>Total New Listed Units</b>	<b>10</b>		<b>4</b>	<b>5</b>	<b>1</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>2,720,455</b>	<b>100%</b>	<b>623.00K</b>	<b>897.46K</b>	<b>1.20M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$155,750</b>	<b>\$179,491</b>	<b>\$1,200,000</b>	<b>\$0</b>

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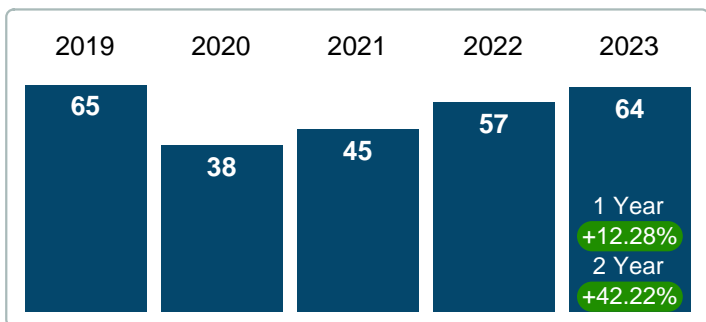
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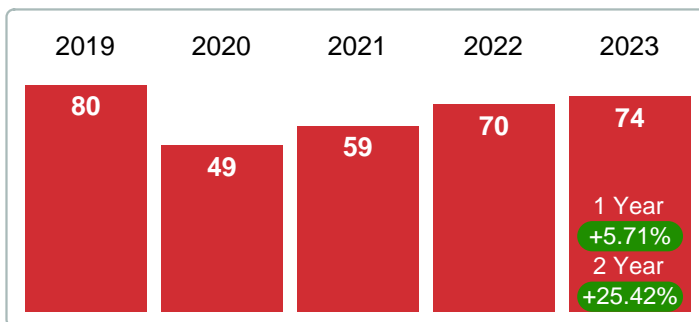
## ACTIVE INVENTORY

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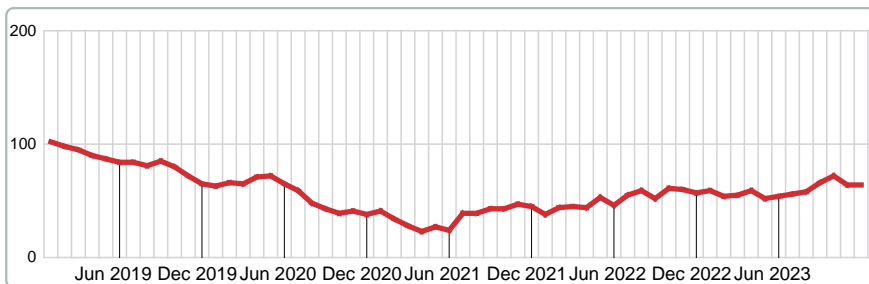
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

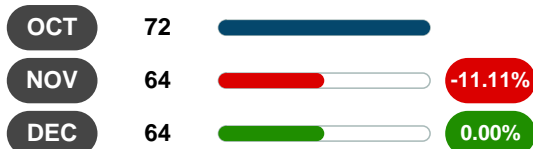


### 3 MONTHS

5 year DEC AVG = 54

High Jan 2019 102 Low Apr 2021 23

Inventory this month at 64  
above the 5 yr DEC average of 54



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.38%	120.2	2	3	1	0
\$75,001 - \$125,000	4	6.25%	73.0	0	4	0	0
\$125,001 - \$150,000	8	12.50%	84.9	1	6	0	1
\$150,001 - \$250,000	22	34.38%	81.5	6	13	2	1
\$250,001 - \$450,000	10	15.63%	107.3	0	8	1	1
\$450,001 - \$650,000	8	12.50%	142.8	1	3	4	0
\$650,001 and up	6	9.38%	94.0	0	1	2	3
<b>Total Active Inventory by Units</b>	<b>64</b>			<b>10</b>	<b>38</b>	<b>10</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>21,409,780</b>	<b>100%</b>	<b>97.9</b>	<b>1.86M</b>	<b>8.93M</b>	<b>6.22M</b>	<b>4.40M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$334,528</b>			<b>\$186,430</b>	<b>\$234,915</b>	<b>\$621,970</b>	<b>\$733,167</b>

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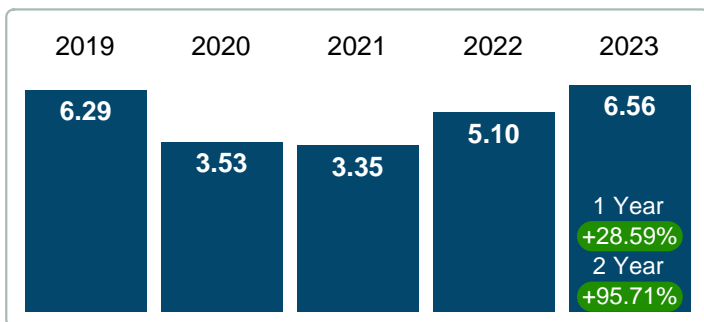
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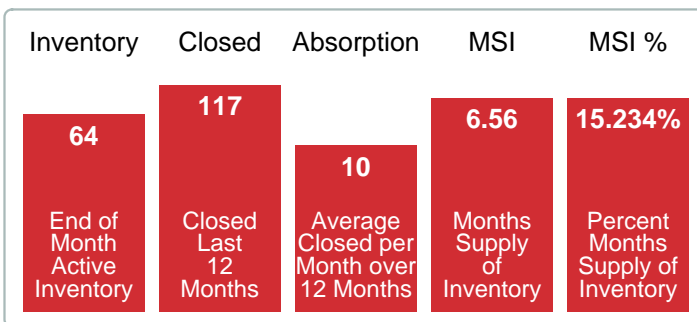
## MONTHS SUPPLY of INVENTORY (MSI)

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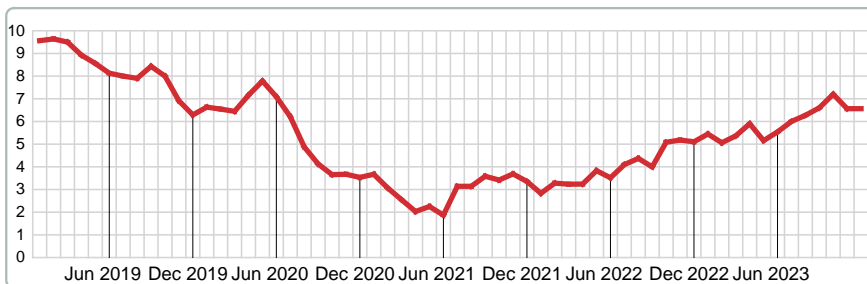
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2023



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 4.97

High Feb 2019 9.64 Low Jun 2021 1.87

Months Supply this month at **6.56**  
above the 5 yr DEC average of **4.97**



### 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
\$75,000 and less	6	9.38%	6.55	4.80	6.00	0.00	0.00
\$75,001 - \$125,000	4	6.25%	2.00	0.00	3.20	0.00	0.00
\$125,001 - \$150,000	8	12.50%	4.80	2.00	5.54	0.00	0.00
\$150,001 - \$250,000	22	34.38%	7.76	24.00	7.43	2.67	12.00
\$250,001 - \$450,000	10	15.63%	5.45	0.00	8.00	1.50	12.00
\$450,001 - \$650,000	8	12.50%	24.00	12.00	0.00	24.00	0.00
\$650,001 and up	6	9.38%	36.00	0.00	12.00	24.00	0.00
Market Supply of Inventory (MSI)			6.56	4.80	6.71	5.71	24.00
Total Active Inventory by Units		100%	6.56	10	38	10	6

# December 2023



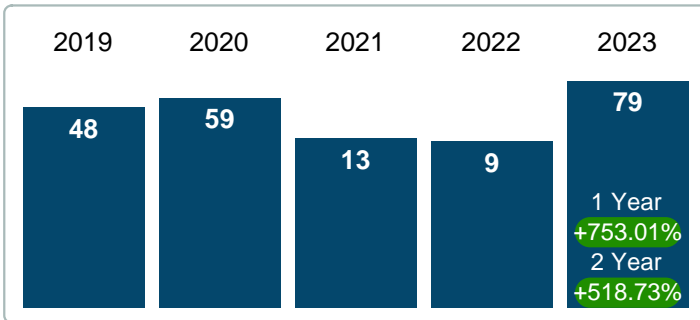
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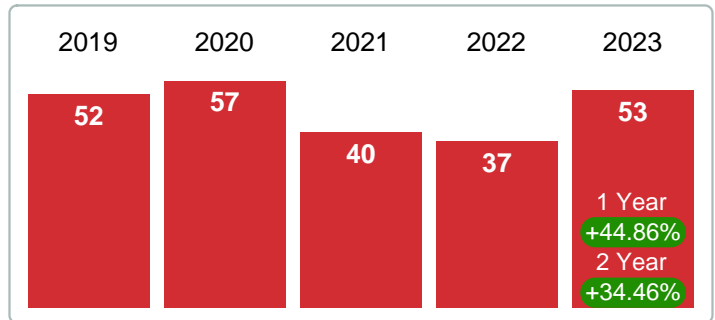
## AVERAGE DAYS ON MARKET TO SALE

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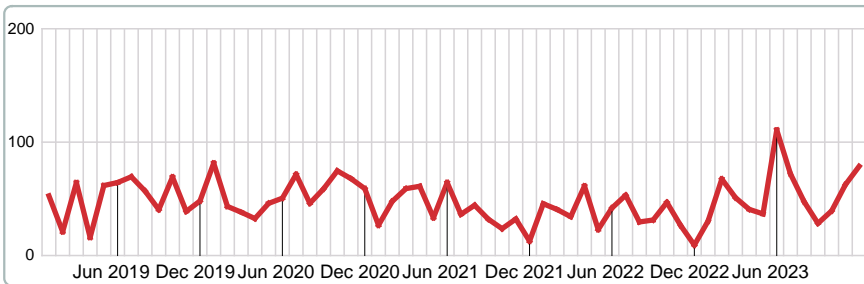
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

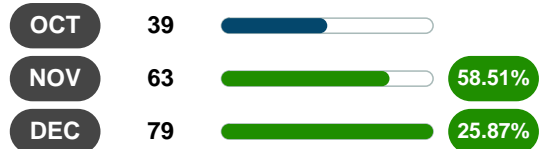


### 3 MONTHS

5 year DEC AVG = 42

High Jun 2023 111 Low Dec 2022 9

Average Days on Market to Sale this month at 79 above the 5 yr DEC average of 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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$75,000	11.11%	42	42	0	0	0
\$75,001 - \$125,000	22.22%	123	183	62	0	0
\$125,001 - \$150,000	33.33%	19	12	23	0	0
\$150,001 - \$200,000	11.11%	57	0	57	0	0
\$200,001 - \$500,000	22.22%	153	186	0	0	120
\$500,001 and up	0.00%	0	0	0	0	0
<b>Average Closed DOM</b>		<b>79</b>	<b>106</b>	<b>41</b>	<b>0</b>	<b>120</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>79</b>	<b>4</b>	<b>4</b>	<b>0</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>1,714,900</b>	<b>781.00K</b>	<b>583.90K</b>	<b>0.00B</b>	<b>350.00K</b>

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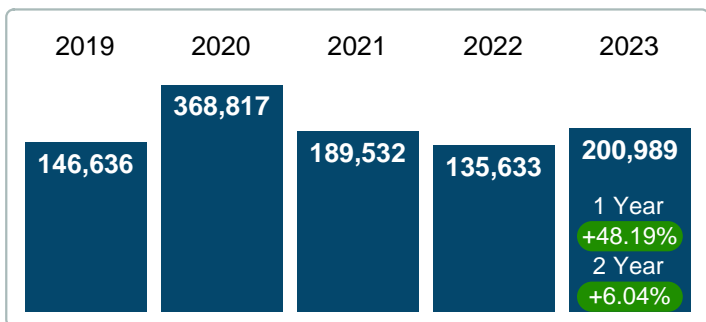
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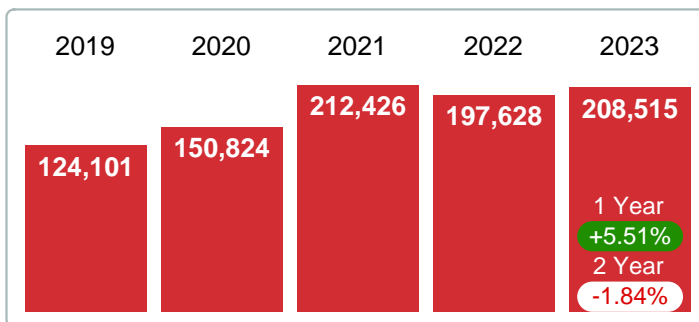
## AVERAGE LIST PRICE AT CLOSING

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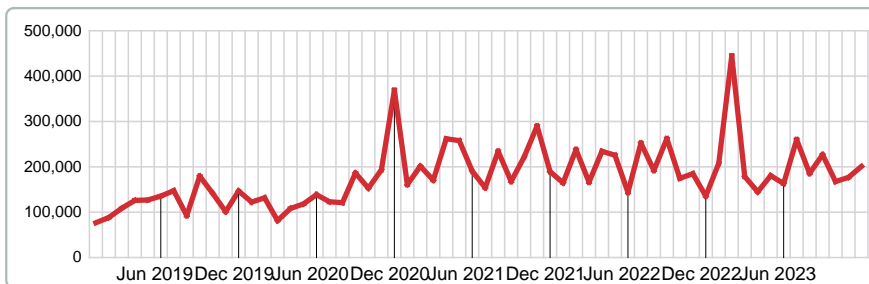
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 208,321

High Feb 2023 444,700    Low Jan 2019 76,650

Average List Price at Closing this month at **200,989**  
below the 5 yr DEC average of **208,321**

- OCT** 167,529
- NOV** 176,820 5.55%
- DEC** 200,989 13.67%

### 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
\$25,000 and less	0	0.00%	0	0	0	0
\$25,001 - \$75,000	1	11.11%	60,000	0	0	0
\$75,001 - \$125,000	2	22.22%	99,000	99,000	0	0
\$125,001 - \$150,000	2	22.22%	137,000	151,950	0	0
\$150,001 - \$200,000	1	11.11%	0	210,000	0	0
\$200,001 - \$500,000	2	22.22%	525,000	0	0	375,000
\$500,001 and up	1	11.11%	0	0	0	0
<b>Average List Price</b>		200,989	205,250	153,225	0	375,000
<b>Total Closed Units</b>		9	4	4		1
<b>Total Closed Volume</b>		1,808,900	821.00K	612.90K	0.00B	375.00K



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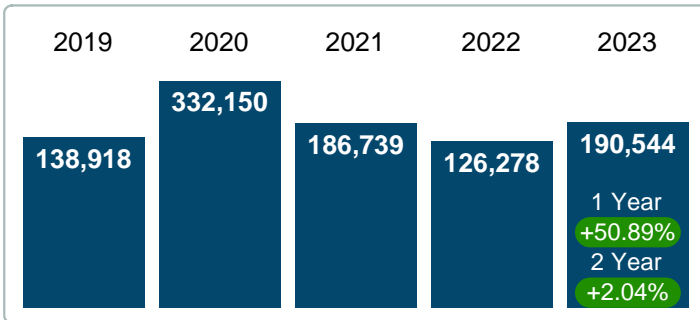
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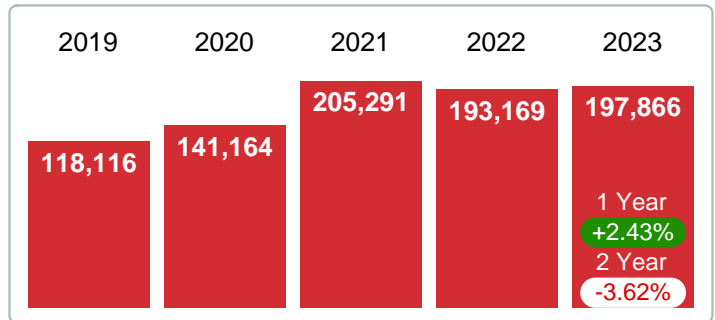
## AVERAGE SOLD PRICE AT CLOSING

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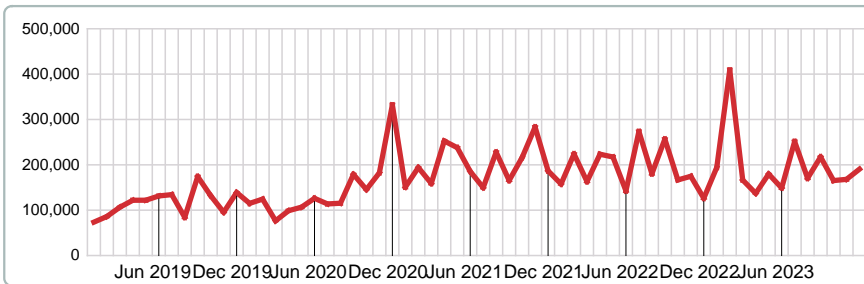
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

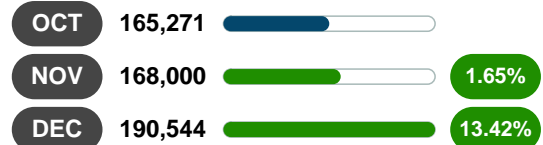


### 3 MONTHS

5 year DEC AVG = 194,926

High Feb 2023 409,071 Low Jan 2019 73,611

Average Sold Price at Closing this month at **190,544**  
below the 5 yr DEC average of **194,926**



### 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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$75,000	11.11%	45,000	45,000	0	0	0
\$75,001 - \$125,000	22.22%	99,000	99,000	99,000	0	0
\$125,001 - \$150,000	33.33%	140,633	137,000	142,450	0	0
\$150,001 - \$200,000	11.11%	200,000	0	200,000	0	0
\$200,001 - \$500,000	22.22%	425,000	500,000	0	0	350,000
\$500,001 and up	0.00%	0	0	0	0	0
<b>Average Sold Price</b>		<b>190,544</b>	<b>195,250</b>	<b>145,975</b>	<b>0</b>	<b>350,000</b>
<b>Total Closed Units</b>		<b>9</b>	<b>4</b>	<b>4</b>		<b>1</b>
<b>Total Closed Volume</b>		<b>1,714,900</b>	<b>781.00K</b>	<b>583.90K</b>	<b>0.00B</b>	<b>350.00K</b>

# December 2023



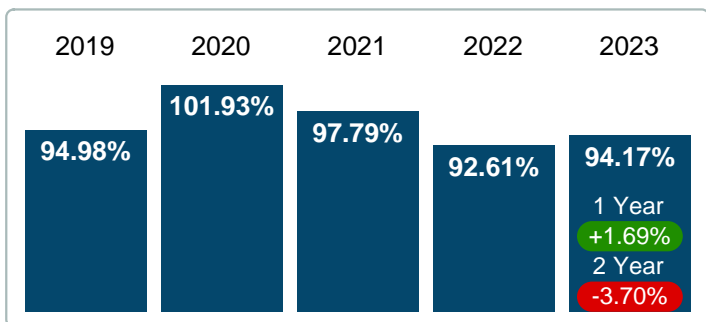
Area Delimited by County Of Sequoyah - Residential Property Type



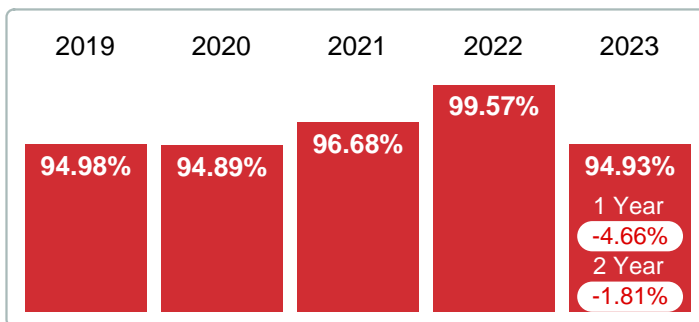
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2024 for MLS Technology Inc.

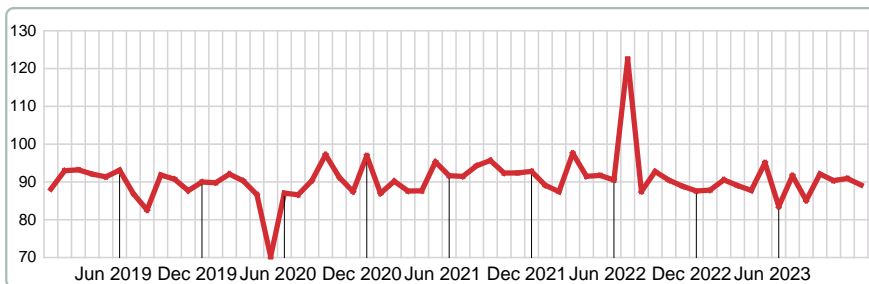
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

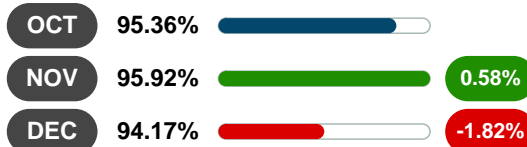


### 3 MONTHS

5 year DEC AVG = 96.30%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **94.17%** below the 5 yr DEC average of **96.30%**



## 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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	1	11.11%	75.00%	75.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	2	22.22%	100.00%	100.00%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	3	33.33%	96.25%	100.00%	94.38%	0.00%	0.00%
\$150,001 - \$200,000	1	11.11%	95.24%	0.00%	95.24%	0.00%	0.00%
\$200,001 - \$500,000	2	22.22%	94.29%	95.24%	0.00%	0.00%	93.33%
\$500,001 and up	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Average Sold/List Ratio</b>		<b>94.20%</b>		<b>92.56%</b>	<b>96.00%</b>	<b>0.00%</b>	<b>93.33%</b>
<b>Total Closed Units</b>		<b>9</b>	<b>100%</b>	<b>4</b>	<b>4</b>		<b>1</b>
<b>Total Closed Volume</b>		<b>1,714,900</b>		<b>781.00K</b>	<b>583.90K</b>	<b>0.00B</b>	<b>350.00K</b>

# December 2023



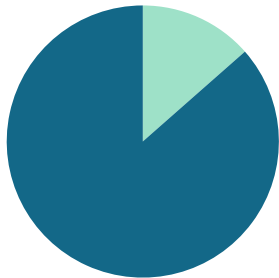
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Jan 11, 2024 for MLS Technology Inc.

### INVENTORY

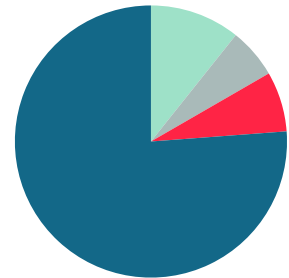


**Inventory**  
 New Listings  
**10 = 13.51%**  
 Start Inventory  
**64**  
 Total Inventory Units  
**74**  
 Volume  
**\$29,720,178**

### Market Activity

Closed Sales  
**9 = 10.71%**  
 Pending Sales  
**5 = 5.95%**  
 Other Off Market  
**6 = 7.14%**  
 Active Inventory  
**64 = 76.19%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	9	9	0.00%	134	117	-12.69%
Pending Sales	5	5	0.00%	129	121	-6.20%
New Listings	10	10	0.00%	215	214	-0.47%
Average List Price	135,633	200,989	48.19%	197,628	208,515	5.51%
Average Sale Price	126,278	190,544	50.89%	193,169	197,866	2.43%
Average Percent of Selling Price to List Price	92.61%	94.17%	1.69%	99.57%	94.93%	-4.66%
Average Days on Market to Sale	9.22	78.67	753.01%	36.83	53.35	44.86%
Monthly Inventory	57	64	12.28%	57	64	12.28%
Months Supply of Inventory	5.10	6.56	28.59%	5.10	6.56	28.59%

**Absorption:** Last 12 months, an Average of **10** Sales/Month

**Inventory** on December 31, 2023 = **64**

**2022** **2023**

### DECEMBER MARKET

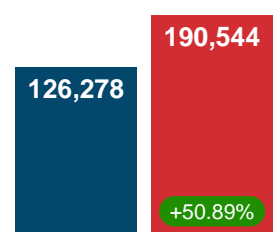
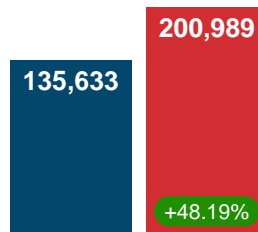
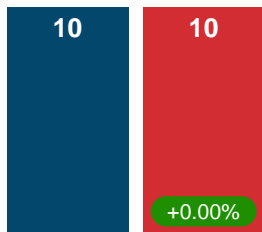
### AVERAGE PRICES

#### 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

