

# December 2023



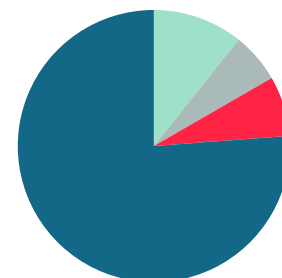
Area Delimited by County Of Sequoyah - Residential Property Type



## 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%
Median List Price	109,500	137,000	25.11%
Median Sale Price	103,000	137,000	33.01%
Median Percent of Selling Price to List Price	92.42%	95.24%	3.04%
Median Days on Market to Sale	4.00	57.00	1,325.00%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **33.01%** in December 2023 to \$137,000 versus the previous year at \$103,000.

#### Median Days on Market Lengthens

The median number of **57.00** days that homes spent on the market before selling increased by 53.00 days or **1,325.00%** in December 2023 compared to last year's same month at **4.00** DOM.

#### Sales Success for December 2023 is Positive

Overall, with Median 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>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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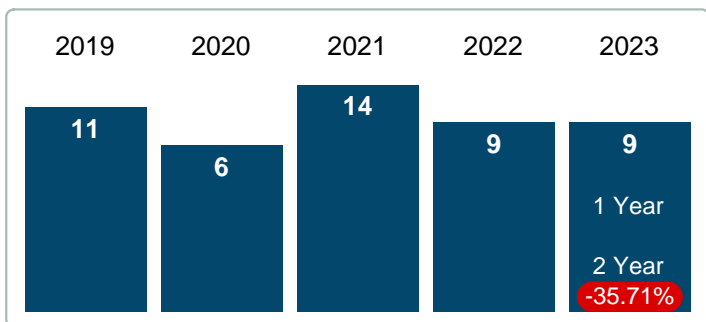
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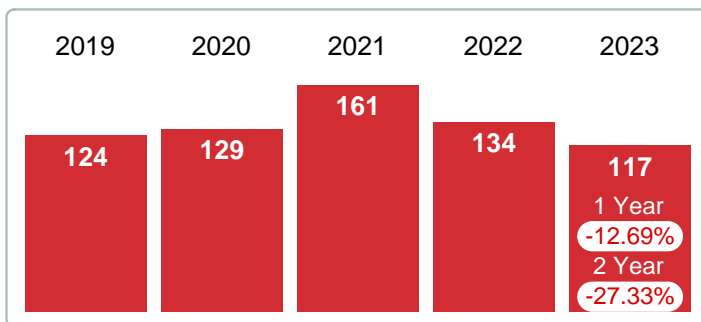
## CLOSED LISTINGS

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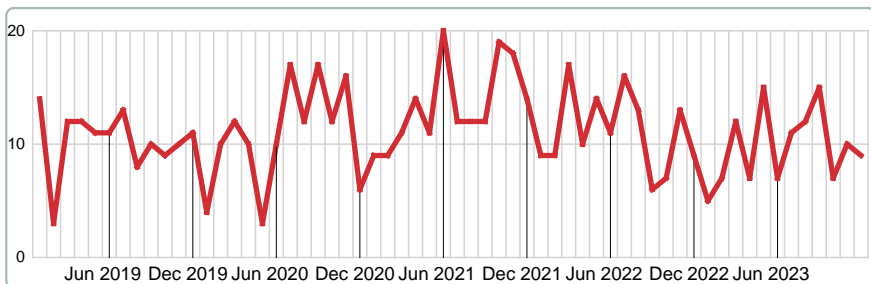
### DECEMBER



### YEAR TO DATE (YTD)

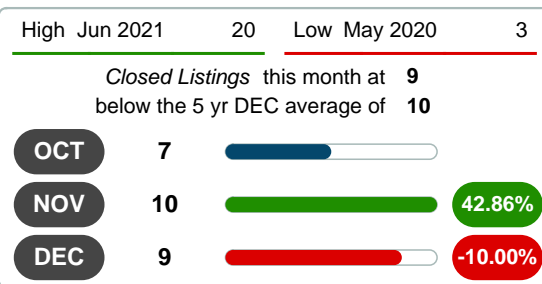


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$40,000 and less	0	0.00%	0.0	0	0	0	0
\$40,001 - \$90,000	1	11.11%	42.0	1	0	0	0
\$90,001 - \$130,000	2	22.22%	122.5	1	1	0	0
\$130,001 - \$150,000	3	33.33%	12.0	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%	153.0	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>57.0</b>	<b>781.00K</b>	<b>583.90K</b>	<b>0.00B</b>	<b>350.00K</b>
<b>Median Closed Price</b>	<b>\$137,000</b>			<b>\$118,000</b>	<b>\$142,450</b>	<b>\$0</b>	<b>\$350,000</b>

# December 2023



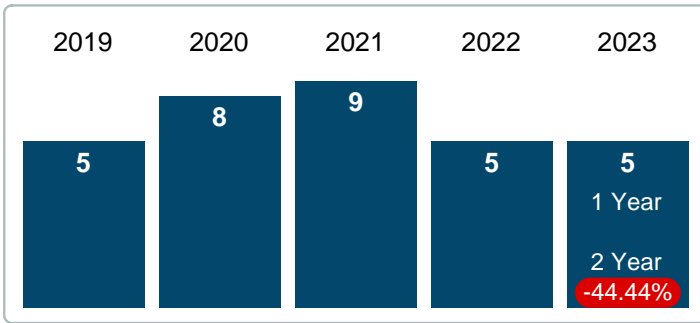
Area Delimited by County Of Sequoyah - Residential Property Type



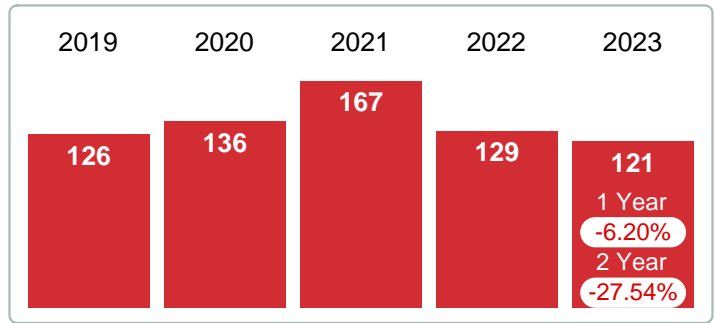
## PENDING LISTINGS

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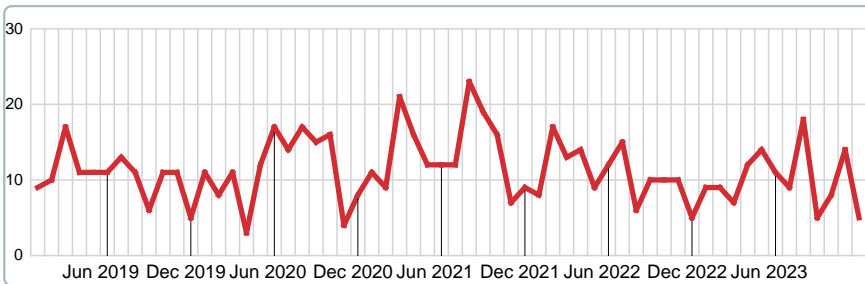
### DECEMBER



### YEAR TO DATE (YTD)

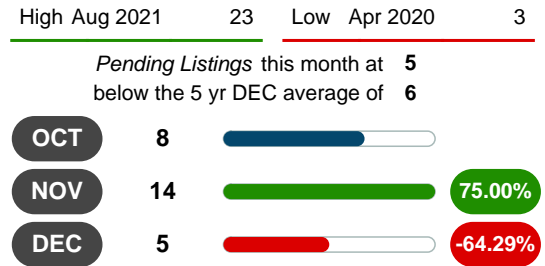


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 6



### 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%	153.0	0	0	0	0
\$30,001 - \$60,000	1	20.00%	111.0	1	0	0	0
\$60,001 - \$60,000	0	0.00%	111.0	0	0	0	0
\$60,001 - \$140,000	2	40.00%	120.5	1	1	0	0
\$140,001 - \$140,000	0	0.00%	120.5	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>58.0</b>	<b>284.50K</b>	<b>409.80K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$99,000</b>			<b>\$99,000</b>	<b>\$204,900</b>	<b>\$0</b>	<b>\$0</b>

# December 2023



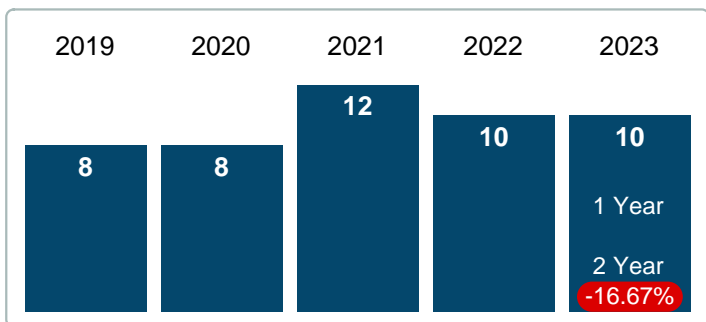
Area Delimited by County Of Sequoyah - Residential Property Type



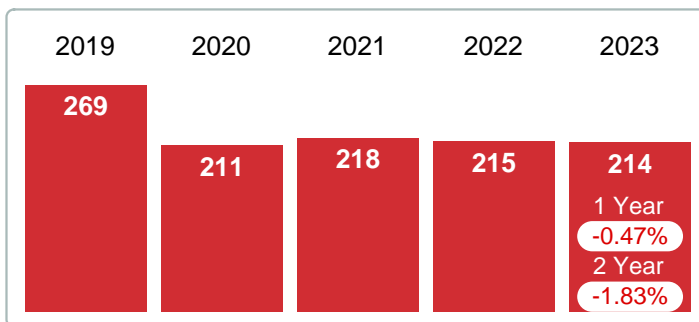
## NEW LISTINGS

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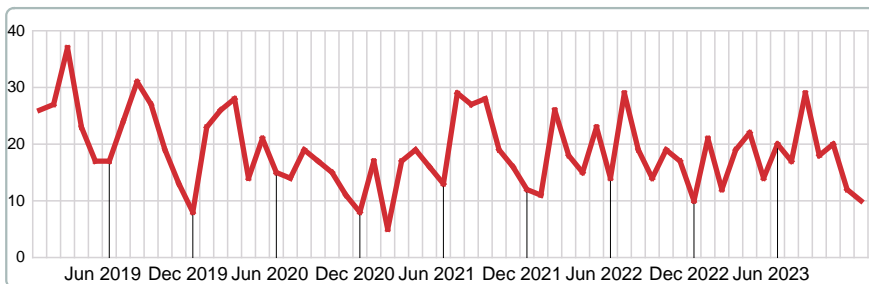
### DECEMBER



### YEAR TO DATE (YTD)

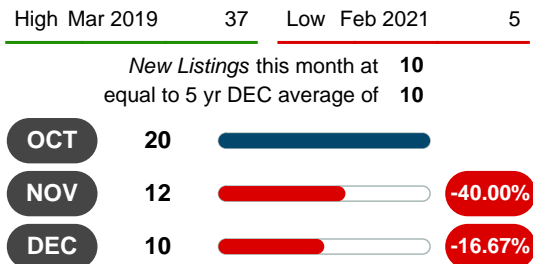


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 10



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	20.00%	1	1	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$125,000	1	10.00%	0	1	0	0
\$125,001 - \$200,000	3	30.00%	2	1	0	0
\$200,001 - \$225,000	1	10.00%	0	1	0	0
\$225,001 - \$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>Median New Listed Listing Price</b>	<b>\$179,278</b>		<b>\$164,000</b>	<b>\$179,555</b>	<b>\$1,200,000</b>	<b>\$0</b>

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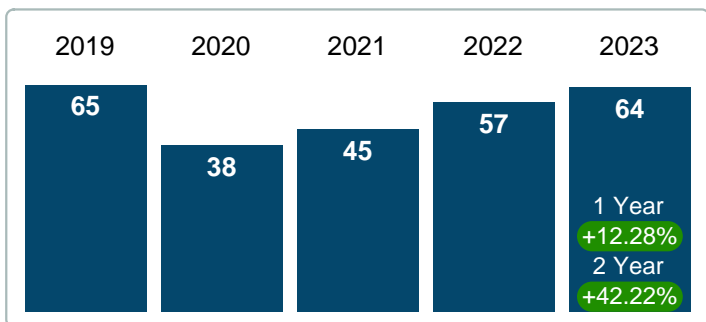
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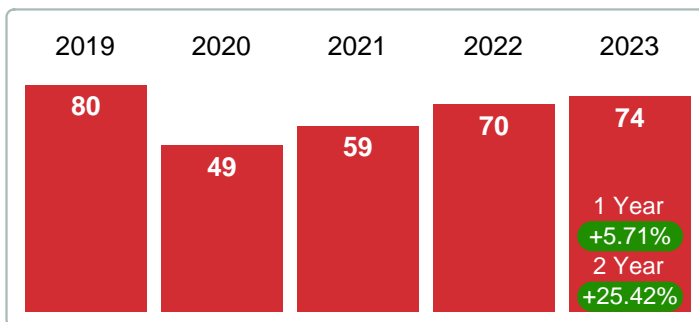
## ACTIVE INVENTORY

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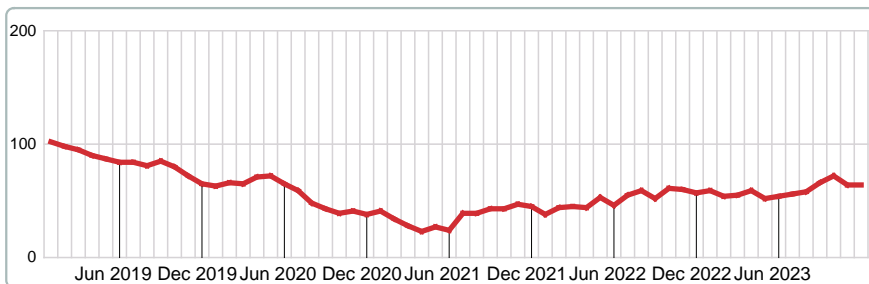
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

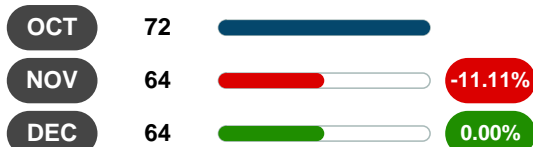


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.38%	100.5	2	3	1	0
\$75,001 - \$125,000	4	6.25%	69.0	0	4	0	0
\$125,001 - \$150,000	8	12.50%	82.5	1	6	0	1
\$150,001 - \$250,000	22	34.38%	78.0	6	13	2	1
\$250,001 - \$450,000	10	15.63%	72.5	0	8	1	1
\$450,001 - \$650,000	8	12.50%	138.5	1	3	4	0
\$650,001 and up	6	9.38%	81.5	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>87.5</b>	<b>1.86M</b>	<b>8.93M</b>	<b>6.22M</b>	<b>4.40M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$207,450</b>			<b>\$173,750</b>	<b>\$179,950</b>	<b>\$514,500</b>	<b>\$525,000</b>

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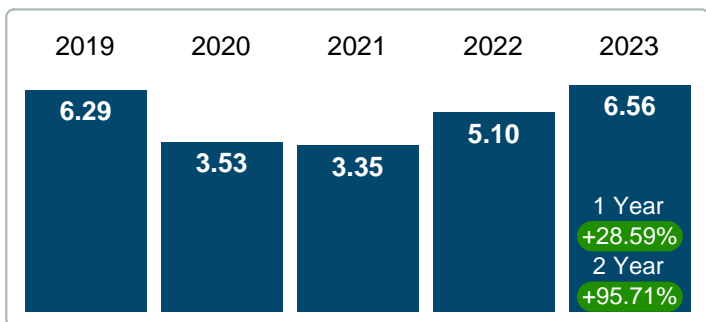
Area Delimited by County Of Sequoyah - Residential Property Type



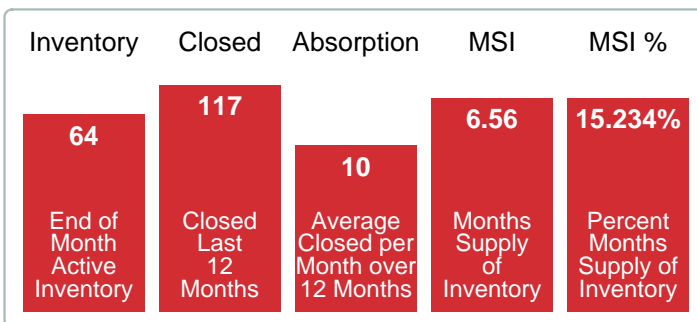
## MONTHS SUPPLY of INVENTORY (MSI)

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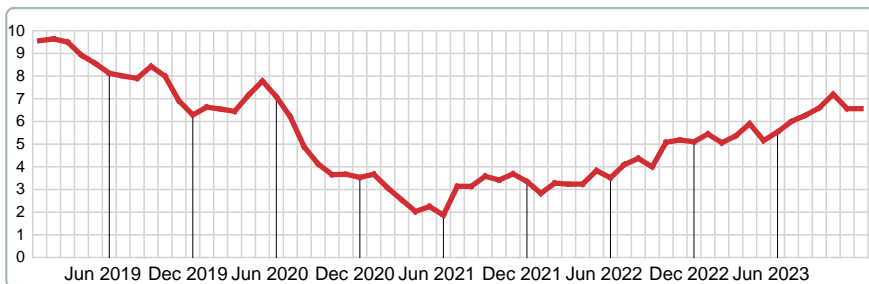
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 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



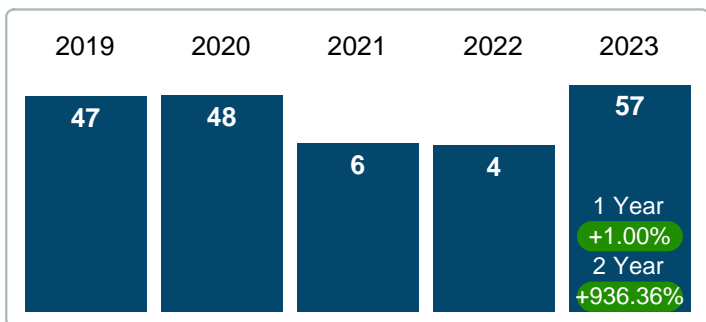
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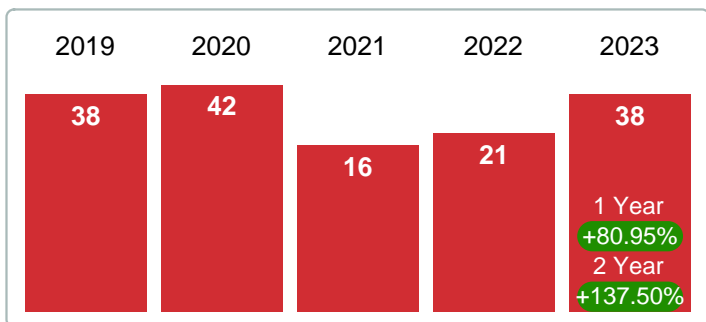
## MEDIAN DAYS ON MARKET TO SALE

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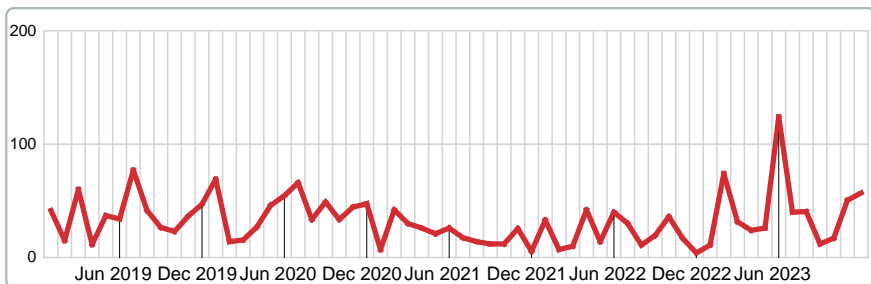
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

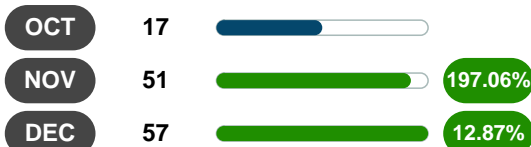


### 3 MONTHS

5 year DEC AVG = 32

High Jun 2023 124 Low Dec 2022 4

Median Days on Market to Sale this month at 57 above the 5 yr DEC average of 32



### 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
\$40,000 and less	0.00%	82	0	0	0	0
\$40,001 - \$90,000	11.11%	42	42	0	0	0
\$90,001 - \$130,000	22.22%	123	183	62	0	0
\$130,001 - \$150,000	33.33%	12	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%	153	0	0	0	0
<b>Median Closed DOM</b>		<b>57</b>	<b>113</b>	<b>49</b>	<b>0</b>	<b>120</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>57.0</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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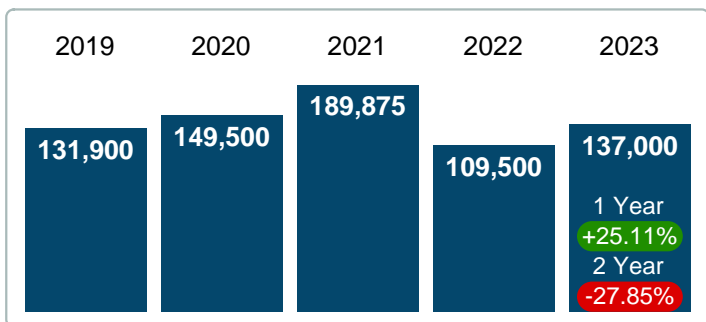
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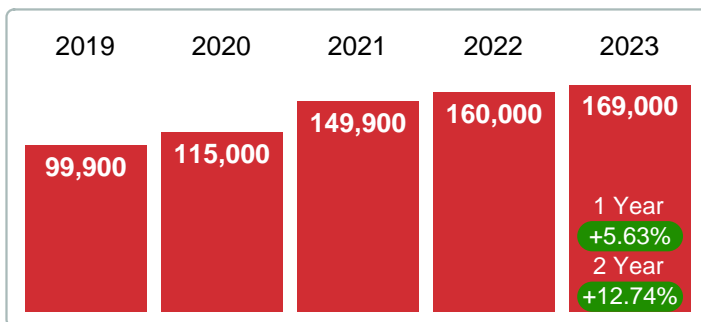
## MEDIAN LIST PRICE AT CLOSING

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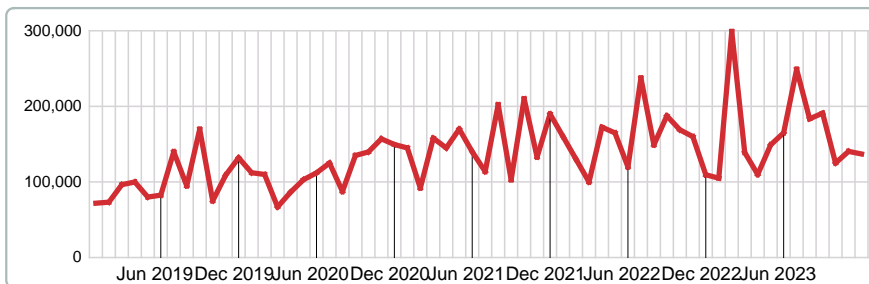
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 143,555

High Feb 2023 299,000    Low Mar 2020 66,950

Median List Price at Closing this month at **137,000**  
below the 5 yr DEC average of **143,555**

OCT	125,000	
NOV	140,450	+12.36%
DEC	137,000	-2.46%

### 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
\$40,000 and less	0.00%	153	0	0	0	0
\$40,001 - \$90,000	11.11%	60,000	60,000	0	0	0
\$90,001 - \$130,000	22.22%	99,000	99,000	99,000	0	0
\$130,001 - \$150,000	22.22%	135,950	137,000	134,900	0	0
\$150,001 - \$200,000	11.11%	169,000	0	169,000	0	0
\$200,001 - \$500,000	22.22%	292,500	0	210,000	0	375,000
\$500,001 and up	11.11%	525,000	525,000	0	0	0
<b>Median List Price</b>		<b>137,000</b>	<b>118,000</b>	<b>151,950</b>	<b>0</b>	<b>375,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>137,000</b>	<b>4</b>	<b>4</b>		<b>1</b>
<b>Total Closed Volume</b>		<b>1,808,900</b>	<b>821.00K</b>	<b>612.90K</b>	<b>0.00B</b>	<b>375.00K</b>



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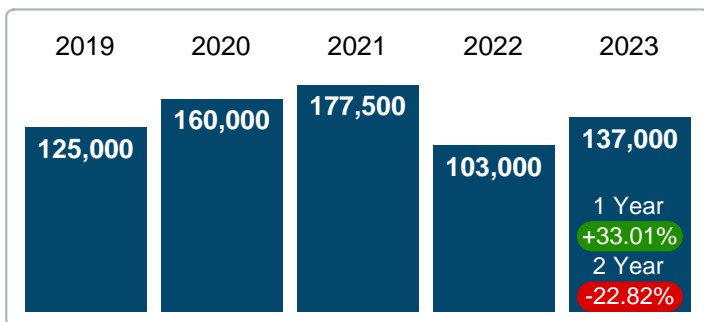
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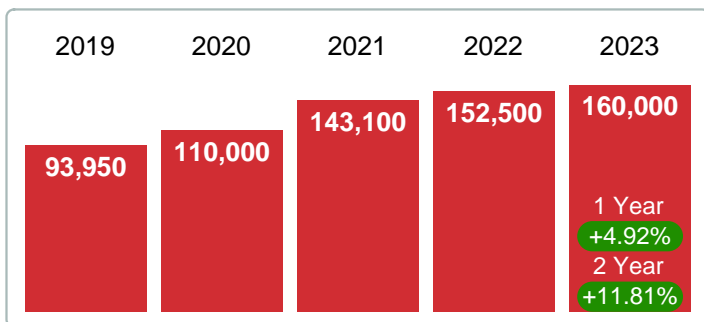
## MEDIAN SOLD PRICE AT CLOSING

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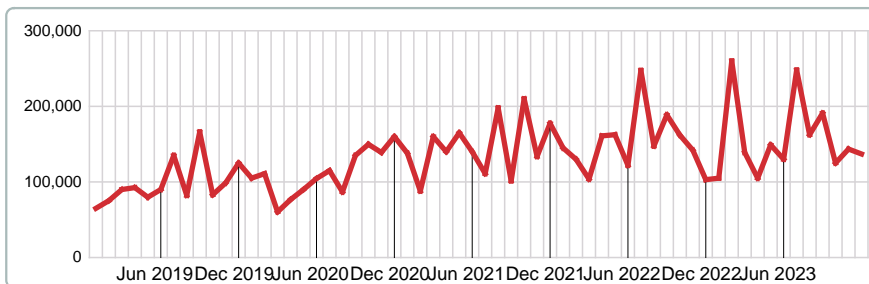
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 140,500

High Feb 2023 260,000    Low Mar 2020 60,388

Median Sold Price at Closing this month at **137,000**  
 below the 5 yr DEC average of **140,500**

OCT	125,000	
NOV	143,500	+14.80%
DEC	137,000	-4.53%

### 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
\$40,000 and less	0	0.00%	525,000	0	0	0	0
\$40,001 - \$90,000	1	11.11%	45,000	45,000	0	0	0
\$90,001 - \$130,000	2	22.22%	99,000	99,000	99,000	0	0
\$130,001 - \$150,000	3	33.33%	137,000	137,000	142,450	0	0
\$150,001 - \$200,000	1	11.11%	200,000	0	200,000	0	0
\$200,001 - \$500,000	2	22.22%	425,000	500,000	0	0	350,000
\$500,001 and up	0	0.00%	425,000	0	0	0	0
Median Sold Price			137,000	118,000	142,450	0	350,000
Total Closed Units		100%	137,000	4	4		1
Total Closed Volume			1,714,900	781.00K	583.90K	0.00B	350.00K

# December 2023



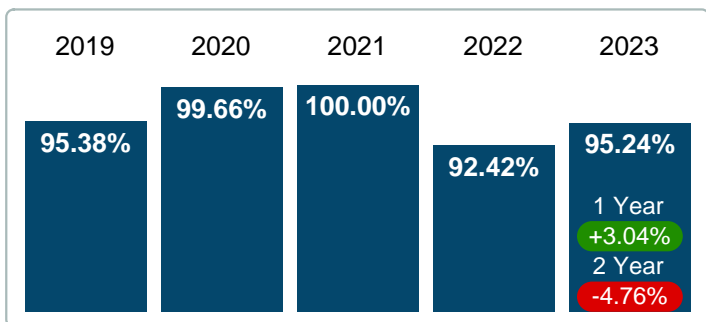
Area Delimited by County Of Sequoyah - Residential Property Type



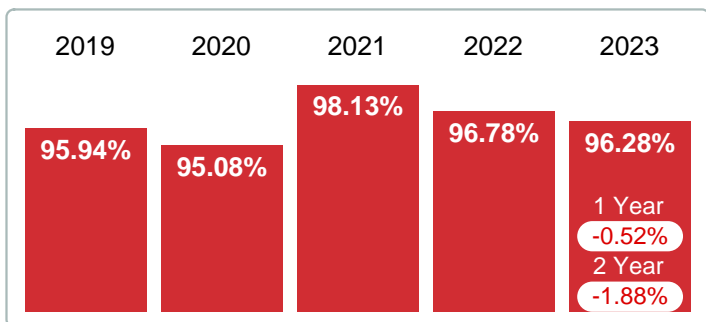
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

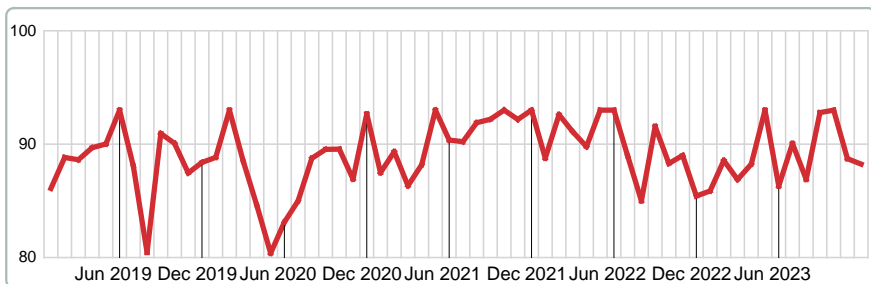
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

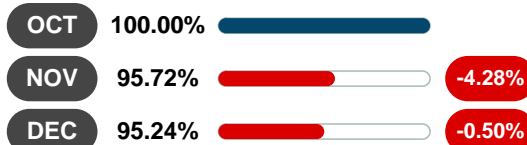


### 3 MONTHS

5 year DEC AVG = 96.54%

High Oct 2023 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **95.24%**  
 below the 5 yr DEC average of **96.54%**



### 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
\$40,000 and less	0	0.00%	25.00%	0.00%	0.00%	0.00%	0.00%
\$40,001 - \$90,000	1	11.11%	75.00%	75.00%	0.00%	0.00%	0.00%
\$90,001 - \$130,000	2	22.22%	100.00%	100.00%	100.00%	0.00%	0.00%
\$130,001 - \$150,000	3	33.33%	100.00%	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%	94.29%	0.00%	0.00%	0.00%	0.00%
Median Sold/List Ratio		95.24%		97.62%	97.62%	0.00%	93.33%
Total Closed Units		9	100%	95.24%	4	4	1
Total Closed Volume		1,714,900			781.00K	583.90K	0.00B 350.00K

# December 2023



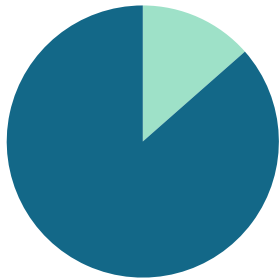
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

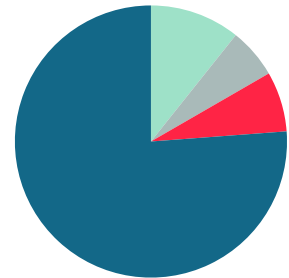


**Inventory**  
 New Listings  
**10 = 13.51%**  
 Start Inventory  
**64**  
 Total Inventory Units  
**74**  
 Volume  
**\$29,720,178**

### 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%
Median List Price	109,500	137,000	25.11%	160,000	169,000	5.63%
Median Sale Price	103,000	137,000	33.01%	152,500	160,000	4.92%
Median Percent of Selling Price to List Price	92.42%	95.24%	3.04%	96.78%	96.28%	-0.52%
Median Days on Market to Sale	4.00	57.00	1,325.00%	21.00	38.00	80.95%
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

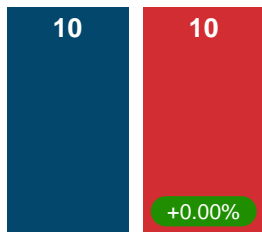
**Inventory** on December 31, 2023 = **64**

**2022** **2023**

### DECEMBER MARKET

### MEDIAN PRICES

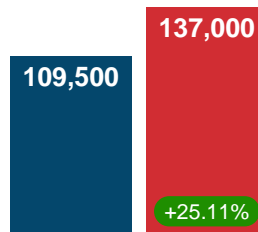
#### New Listings



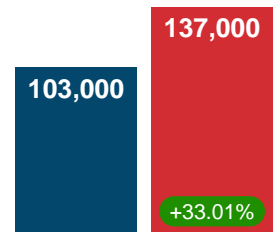
#### Pending Listings



#### List Price



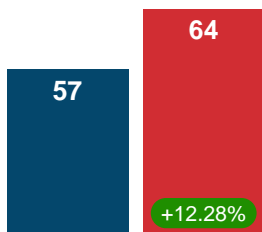
#### Sale Price



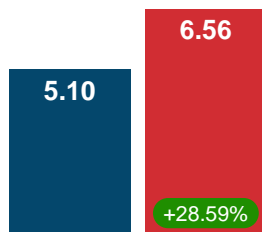
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

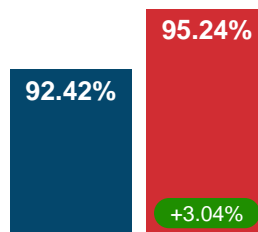
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

