

November 2020



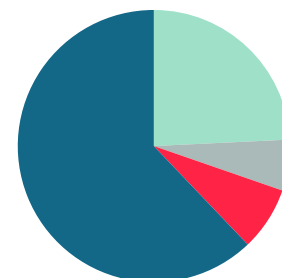
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	2019	November 2020	+/-%
Closed Listings	10	16	60.00%
Pending Listings	11	4	-63.64%
New Listings	13	11	-15.38%
Average List Price	101,110	193,331	91.21%
Average Sale Price	95,408	182,443	91.22%
Average Percent of Selling Price to List Price	92.70%	92.45%	-0.27%
Average Days on Market to Sale	38.90	67.81	74.33%
End of Month Inventory	72	41	-43.06%
Months Supply of Inventory	6.91	3.67	-46.88%



■ Closed (24.24%)
■ Pending (6.06%)
■ Other OffMarket (7.58%)
■ Active (62.12%)

Absorption: Last 12 months, an Average of **11** Sales/Month
Active Inventory as of November 30, 2020 = **41**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **43.06%** to 41 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 **3.67** 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 **91.22%** in November 2020 to \$182,443 versus the previous year at \$95,408.

Average Days on Market Lengthens

The average number of **67.81** days that homes spent on the market before selling increased by 28.91 days or **74.33%** in November 2020 compared to last year's same month at **38.90** DOM.

Sales Success for November 2020 is Positive

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

There were 11 New Listings in November 2020, down **15.38%** from last year at 13. Furthermore, there were 16 Closed Listings this month versus last year at 10, a **60.00%** increase.

Closed versus Listed trends yielded a **145.5%** ratio, up from previous year's, November 2019, at **76.9%**, a **89.09%** upswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

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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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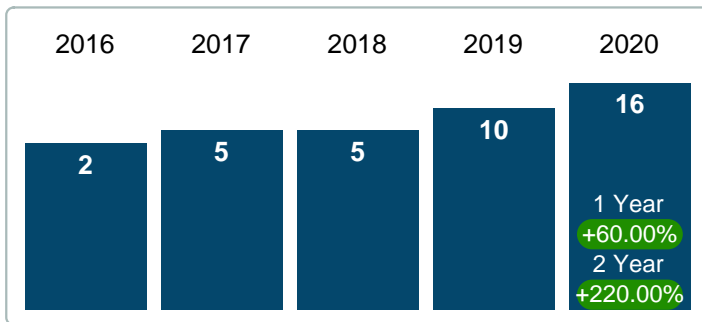
Area Delimited by County Of Sequoyah - Residential Property Type



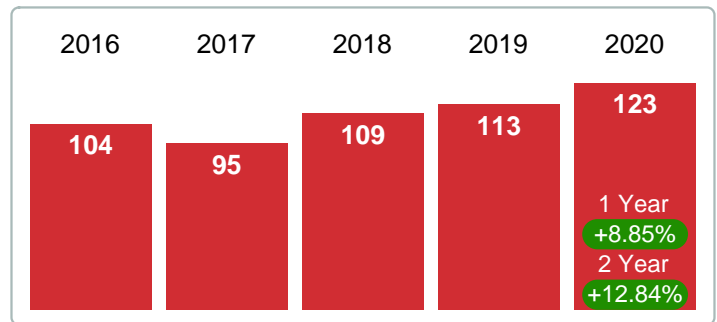
CLOSED LISTINGS

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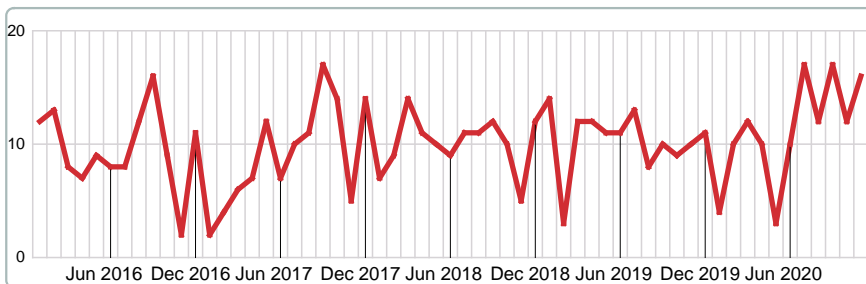
NOVEMBER



YEAR TO DATE (YTD)

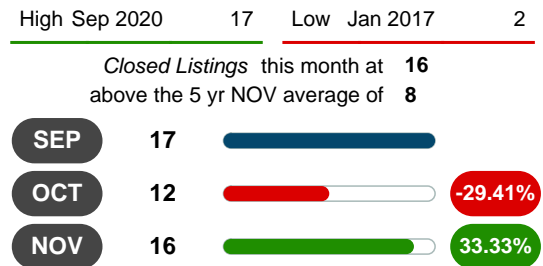


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 8



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 - \$50,000	2	12.50%	50.0	0	2	0	0
\$50,001 - \$75,000	2	12.50%	155.5	0	2	0	0
\$75,001 - \$175,000	6	37.50%	51.7	1	3	2	0
\$175,001 - \$225,000	1	6.25%	60.0	0	1	0	0
\$225,001 - \$400,000	3	18.75%	16.0	0	2	1	0
\$400,001 and up	2	12.50%	128.0	0	0	2	0
Total Closed Units	16			1	10	5	0
Total Closed Volume	2,919,091	100%	67.8	170.00K	1.25M	1.50M	0.00B
Average Closed Price	\$182,443			\$170,000	\$125,210	\$299,398	\$0

November 2020



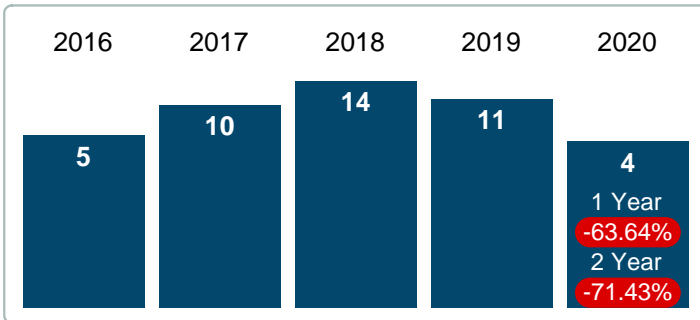
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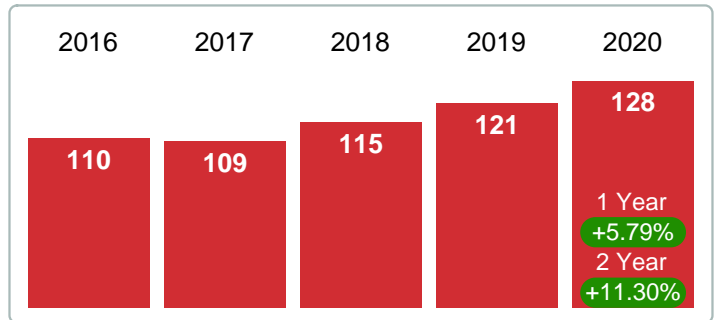
PENDING LISTINGS

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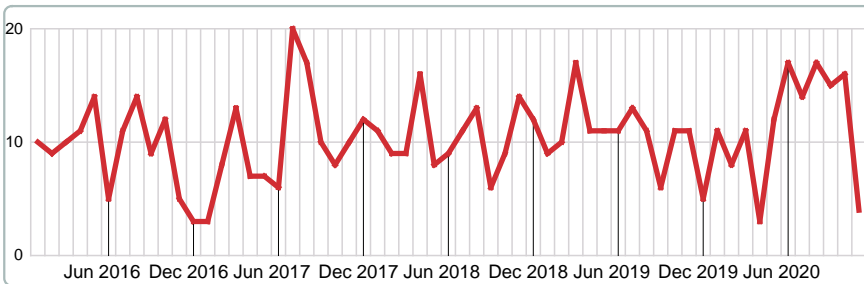
NOVEMBER



YEAR TO DATE (YTD)

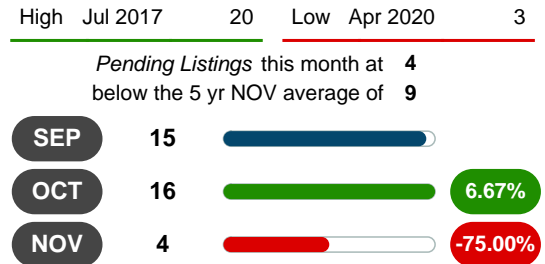


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 9



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	2	50.00%	28.0	1	1	0	0
\$100,001 - \$350,000	1	25.00%	1.0	0	1	0	0
\$350,001 - \$350,000	0	0.00%	0.0	0	0	0	0
\$350,001 and up	1	25.00%	29.0	0	1	0	0
Total Pending Units	4			1	3	0	0
Total Pending Volume	609,500	100%	21.5	72.50K	537.00K	0.00B	0.00B
Average Listing Price	\$152,375			\$72,500	\$179,000	\$0	\$0

November 2020



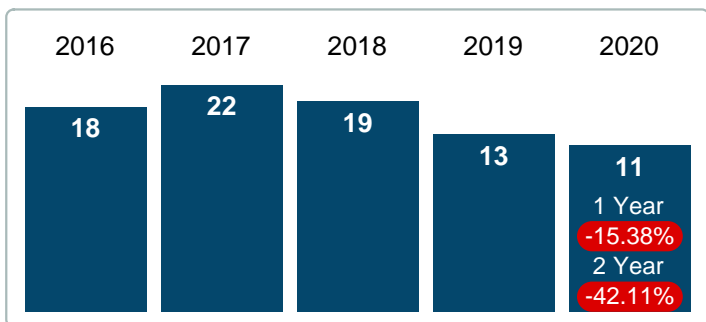
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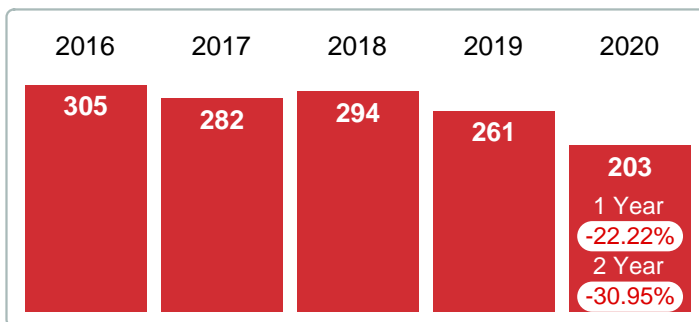
NEW LISTINGS

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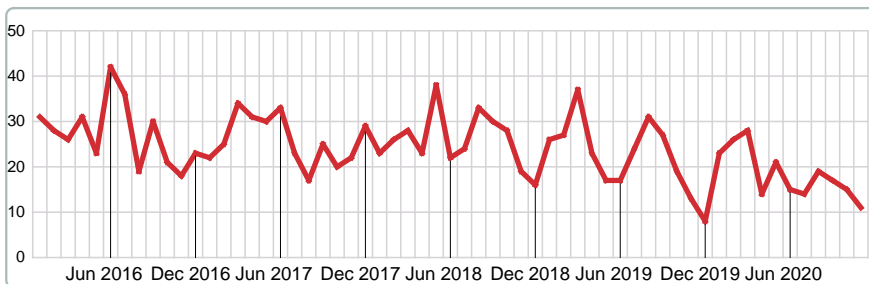
NOVEMBER



YEAR TO DATE (YTD)

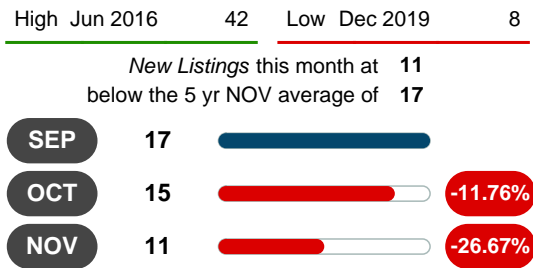


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 17



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	1	9.09%	0	0	1	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$100,000	3	27.27%	1	2	0	0
\$100,001 - \$200,000	2	18.18%	0	1	0	1
\$200,001 - \$225,000	3	27.27%	0	1	2	0
\$225,001 - \$375,000	0	0.00%	0	0	0	0
\$375,001 and up	2	18.18%	0	2	0	0
Total New Listed Units	11		1	6	3	1
Total New Listed Volume	2,858,300	100%	99.90K	2.09M	513.00K	160.00K
Average New Listed Listing Price	\$263,530		\$99,900	\$347,567	\$171,000	\$160,000

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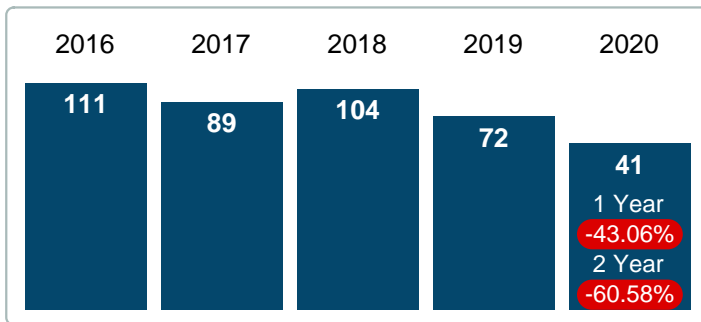
Area Delimited by County Of Sequoyah - Residential Property Type



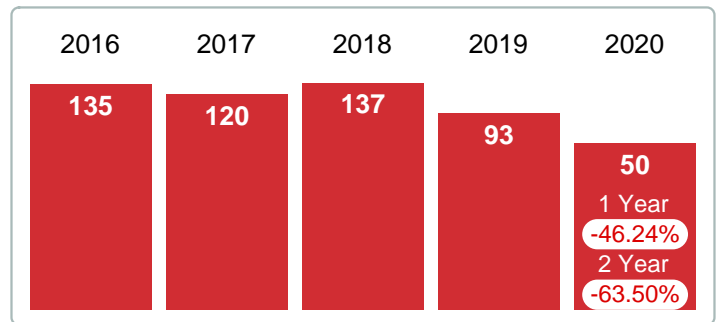
ACTIVE INVENTORY

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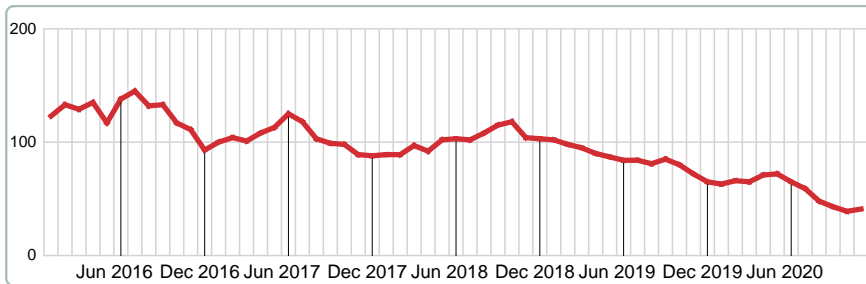
END OF NOVEMBER



ACTIVE DURING NOVEMBER

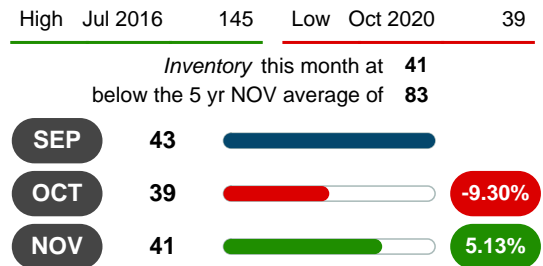


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 83



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.32%	105.7	2	1	0	0
\$50,001 - \$75,000	4	9.76%	90.3	1	1	2	0
\$75,001 - \$125,000	7	17.07%	52.7	1	6	0	0
\$125,001 - \$250,000	11	26.83%	62.4	0	7	3	1
\$250,001 - \$375,000	6	14.63%	91.3	2	3	1	0
\$375,001 - \$800,000	6	14.63%	53.3	0	4	0	2
\$800,001 and up	4	9.76%	102.8	3	1	0	0
Total Active Inventory by Units	41			9	23	6	3
Total Active Inventory by Volume	11,832,194	100%	73.5	3.45M	5.95M	1.07M	1.36M
Average Active Inventory Listing Price	\$288,590			\$383,844	\$258,508	\$178,650	\$453,333

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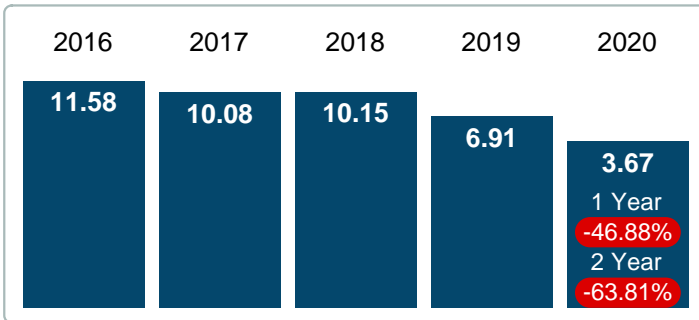
Area Delimited by County Of Sequoyah - Residential Property Type



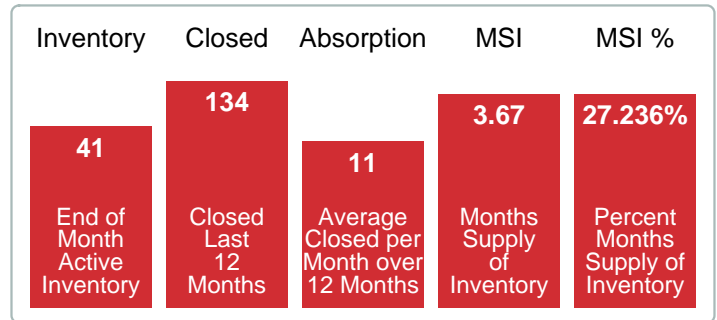
MONTHS SUPPLY of INVENTORY (MSI)

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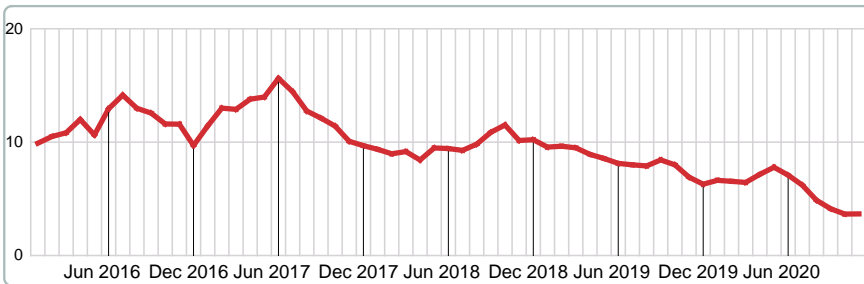
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

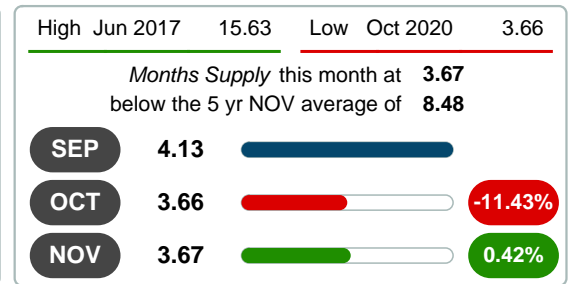


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 8.48



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
\$50,000 and less	3	7.32%	1.44	2.67	0.86	0.00	0.00
\$50,001 - \$75,000	4	9.76%	3.20	3.00	1.20	24.00	0.00
\$75,001 - \$125,000	7	17.07%	2.47	1.71	3.60	0.00	0.00
\$125,001 - \$250,000	11	26.83%	2.75	0.00	2.40	6.00	6.00
\$250,001 - \$375,000	6	14.63%	8.00	24.00	7.20	6.00	0.00
\$375,001 - \$800,000	6	14.63%	24.00	0.00	48.00	0.00	0.00
\$800,001 and up	4	9.76%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			3.67	4.15	3.25	3.79	9.00
Total Active Inventory by Units		100%	3.67	9	23	6	3

November 2020



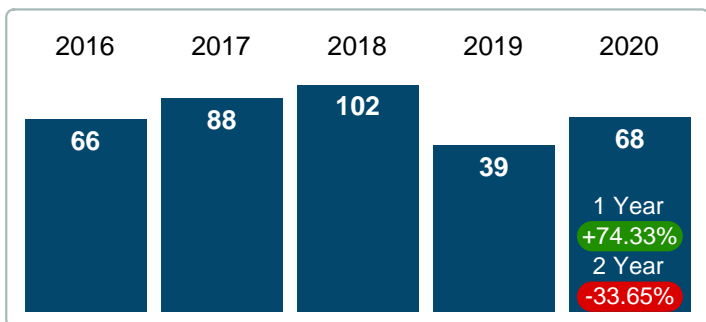
Area Delimited by County Of Sequoyah - Residential Property Type



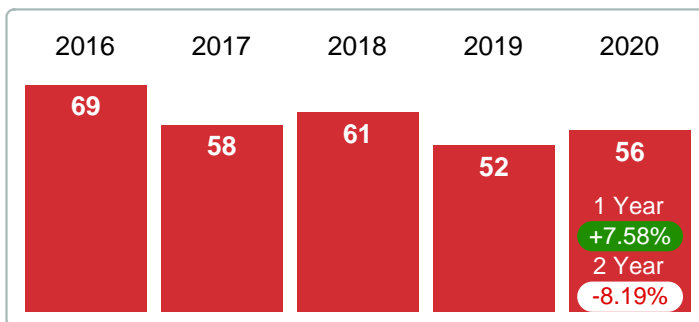
AVERAGE DAYS ON MARKET TO SALE

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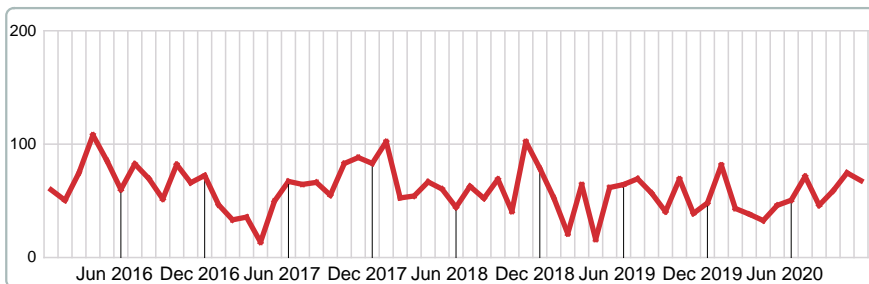
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 73

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 68 below the 5 yr NOV average of 73



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 - \$50,000	12.50%	50	0	50	0	0
\$50,001 - \$75,000	12.50%	156	0	156	0	0
\$75,001 - \$175,000	37.50%	52	17	45	80	0
\$175,001 - \$225,000	6.25%	60	0	60	0	0
\$225,001 - \$400,000	18.75%	16	0	17	15	0
\$400,001 and up	12.50%	128	0	0	128	0
Average Closed DOM		68	17	64	86	0
Total Closed Units	100%	68	1	10	5	0
Total Closed Volume		2,919,091	170.00K	1.25M	1.50M	0.00B

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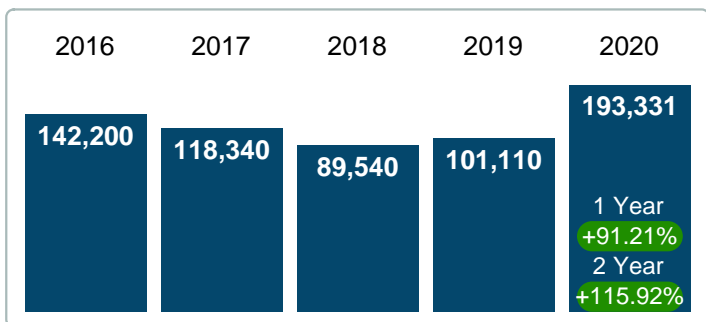
Area Delimited by County Of Sequoyah - Residential Property Type



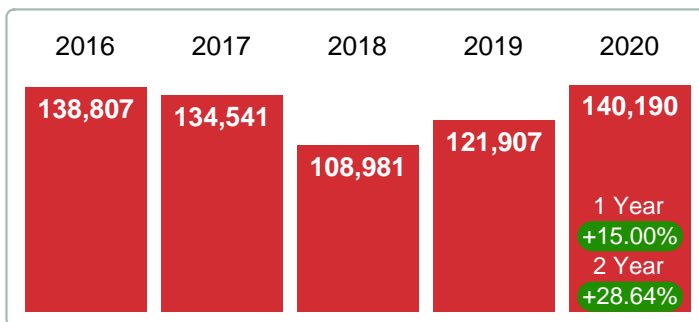
AVERAGE LIST PRICE AT CLOSING

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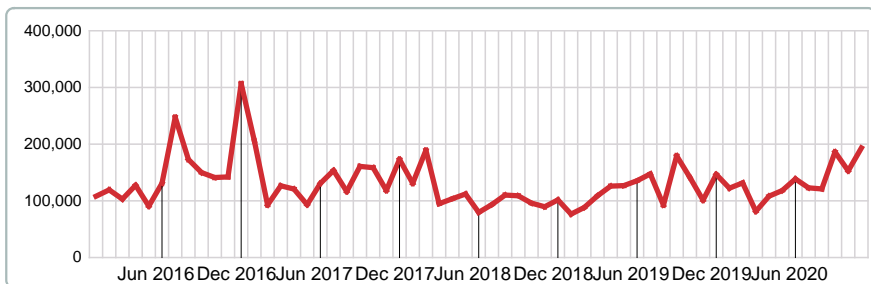
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

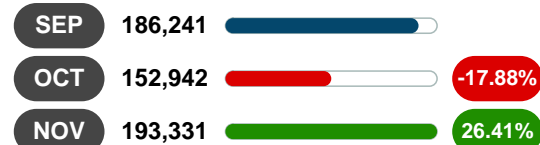


3 MONTHS

5 year NOV AVG = 128,904

High Dec 2016 306,800 Low Jan 2019 76,650

Average List Price at Closing this month at **193,331** above the 5 yr NOV average of **128,904**



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	0.00%	0	0	0	0	0
\$25,001 - \$50,000	6.25%	46,300	0	50,650	0	0
\$50,001 - \$75,000	12.50%	64,950	0	81,450	0	0
\$75,001 - \$175,000	31.25%	99,980	179,000	138,633	91,950	0
\$175,001 - \$225,000	18.75%	183,933	0	184,900	0	0
\$225,001 - \$400,000	18.75%	249,333	0	259,500	229,000	0
\$400,001 and up	12.50%	558,700	0	0	558,700	0
Average List Price		193,331	179,000	138,400	306,060	0
Total Closed Units	100%	16	1	10	5	0
Total Closed Volume		3,093,300	179.00K	1.38M	1.53M	0.00B

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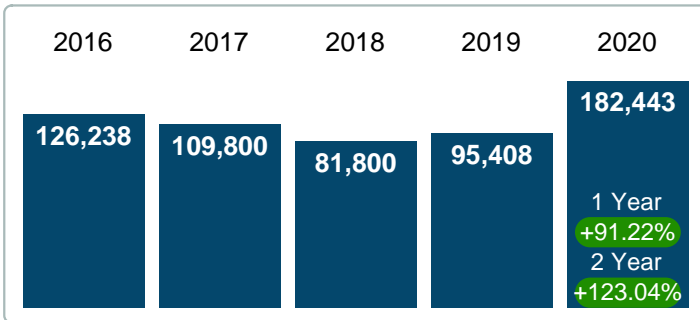
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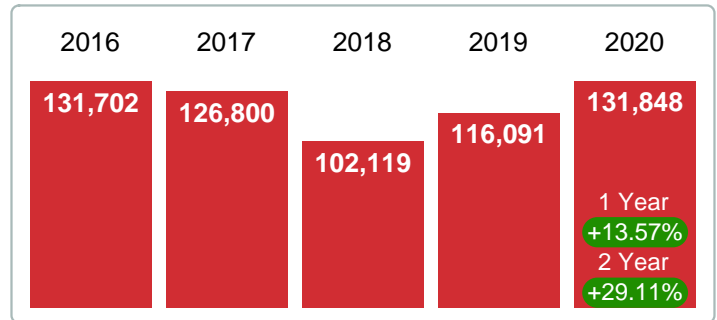
AVERAGE SOLD PRICE AT CLOSING

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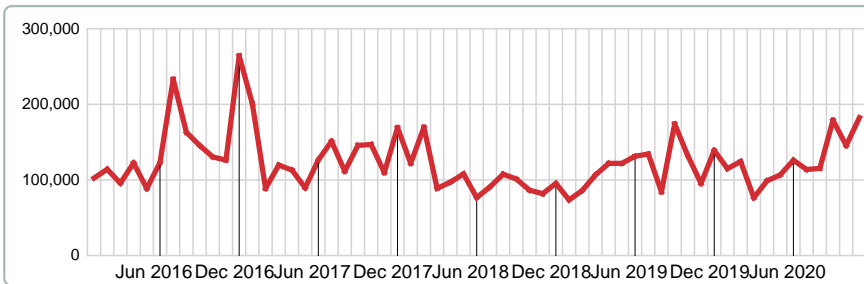
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

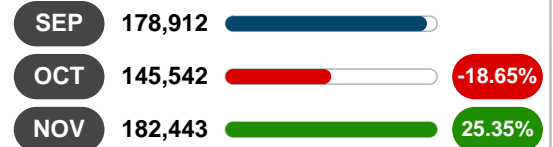


3 MONTHS

5 year NOV AVG = 119,138

High Dec 2016 264,127 Low Jan 2019 73,611

Average Sold Price at Closing this month at **182,443** above the 5 yr NOV average of **119,138**



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 - \$50,000	12.50%	45,750	0	45,750	0	0
\$50,001 - \$75,000	12.50%	64,750	0	64,750	0	0
\$75,001 - \$175,000	37.50%	120,540	170,000	123,167	91,871	0
\$175,001 - \$225,000	6.25%	178,000	0	178,000	0	0
\$225,001 - \$400,000	18.75%	237,867	0	241,800	230,000	0
\$400,001 and up	12.50%	541,625	0	0	541,625	0
Average Sold Price		182,443	170,000	125,210	299,398	0
Total Closed Units	100%	16	1	10	5	0
Total Closed Volume		2,919,091	170.00K	1.25M	1.50M	0.00B

November 2020



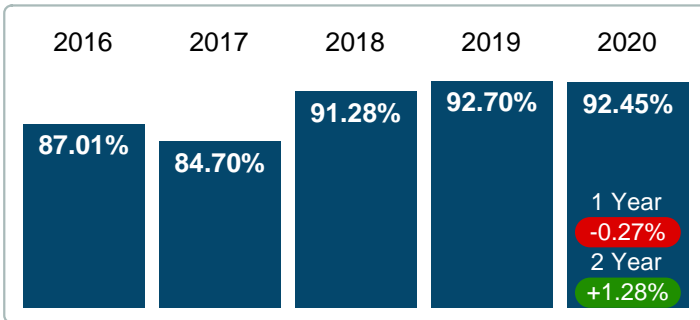
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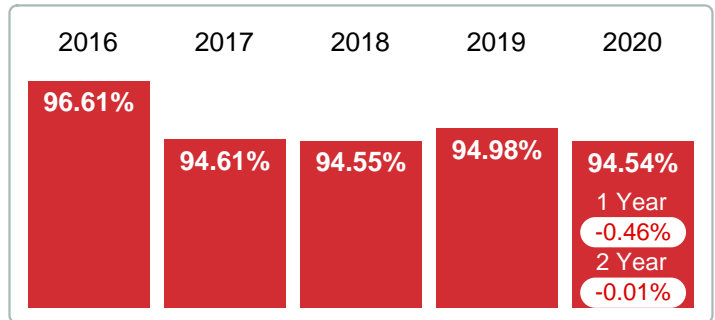
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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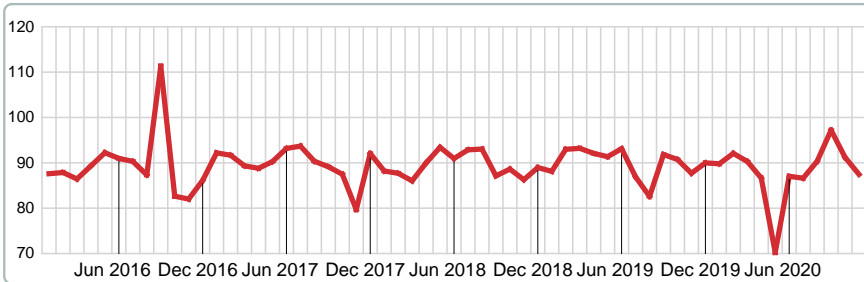
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

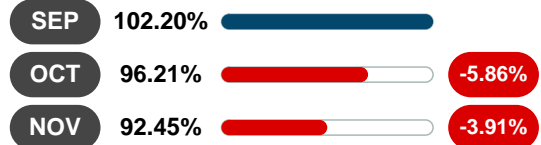


3 MONTHS

5 year NOV AVG = 89.63%

High Sep 2016 116.31% Low May 2020 75.25%

Average Sold/List Ratio this month at **92.45%** above the 5 yr NOV average of **89.63%**



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 \$50,000	2	12.50%	90.53%	0.00%	90.53%	0.00%	0.00%
\$50,001 \$75,000	2	12.50%	79.94%	0.00%	79.94%	0.00%	0.00%
\$75,001 \$175,000	6	37.50%	93.76%	94.97%	89.26%	99.89%	0.00%
\$175,001 \$225,000	1	6.25%	96.27%	0.00%	96.27%	0.00%	0.00%
\$225,001 \$400,000	3	18.75%	95.70%	0.00%	93.33%	100.44%	0.00%
\$400,001 and up	2	12.50%	96.18%	0.00%	0.00%	96.18%	0.00%
Average Sold/List Ratio		92.40%		94.97%	89.16%	98.52%	0.00%
Total Closed Units		16	100%	1	10	5	
Total Closed Volume		2,919,091		170.00K	1.25M	1.50M	0.00B

November 2020



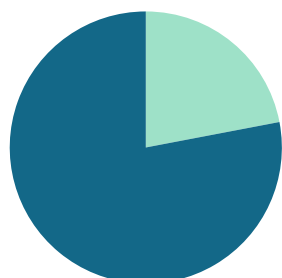
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

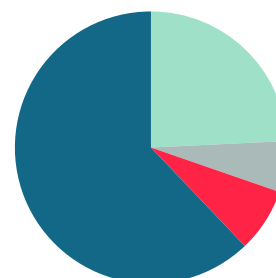


Inventory
 New Listings
11 = 22.00%
 Start Inventory
39
 Total Inventory Units
50
 Volume
\$13,100,694

Market Activity

Closed Sales
16 = 24.24%
 Pending Sales
4 = 6.06%
 Other Off Market
5 = 7.58%
 Active Inventory
41 = 62.12%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	10	16	60.00%	113	123	8.85%
Pending Sales	11	4	-63.64%	121	128	5.79%
New Listings	13	11	-15.38%	261	203	-22.22%
Average List Price	101,110	193,331	91.21%	121,907	140,190	15.00%
Average Sale Price	95,408	182,443	91.22%	116,091	131,848	13.57%
Average Percent of Selling Price to List Price	92.70%	92.45%	-0.27%	94.98%	94.54%	-0.46%
Average Days on Market to Sale	38.90	67.81	74.33%	52.43	56.41	7.58%
Monthly Inventory	72	41	-43.06%	72	41	-43.06%
Months Supply of Inventory	6.91	3.67	-46.88%	6.91	3.67	-46.88%

Absorption: Last 12 months, an Average of 11 Sales/Month

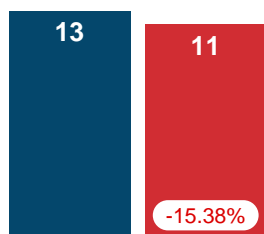
Inventory on November 30, 2020 = 41

2019 2020

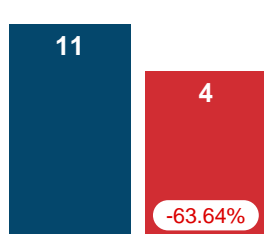
NOVEMBER MARKET

AVERAGE PRICES

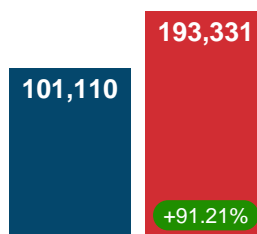
New Listings



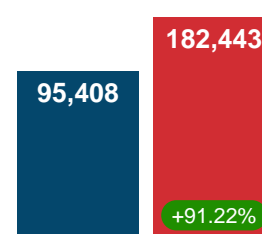
Pending Listings



List Price



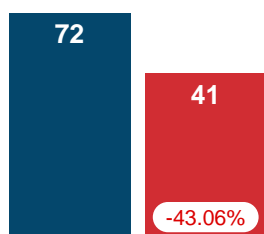
Sale Price



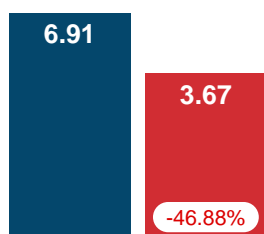
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

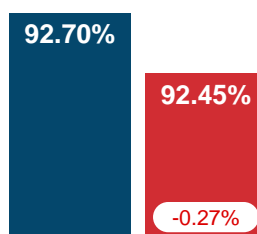
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

