

November 2020



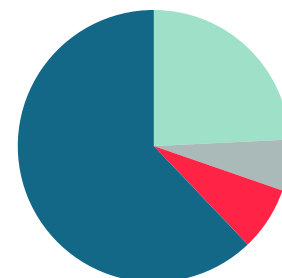
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	10	16	60.00%
Pending Listings	11	4	-63.64%
New Listings	13	11	-15.38%
Median List Price	108,950	157,000	44.10%
Median Sale Price	98,750	139,000	40.76%
Median Percent of Selling Price to List Price	94.46%	93.92%	-0.57%
Median Days on Market to Sale	36.50	44.50	21.92%
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.

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 **40.76%** in November 2020 to \$139,000 versus the previous year at \$98,750.

Median Days on Market Lengthens

The median number of **44.50** days that homes spent on the market before selling increased by 8.00 days or **21.92%** in November 2020 compared to last year's same month at **36.50** DOM.

Sales Success for November 2020 is Positive

Overall, with Median 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 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

November 2020



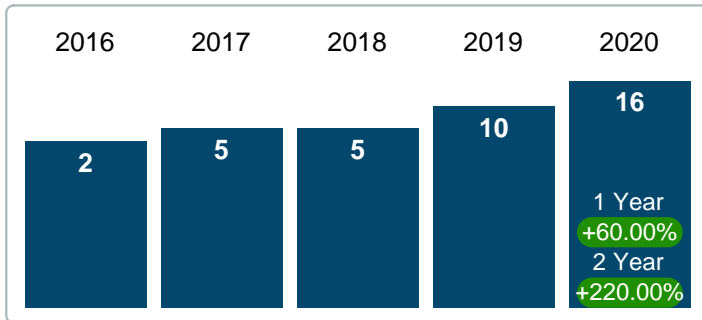
Area Delimited by County Of Sequoyah - Residential Property Type



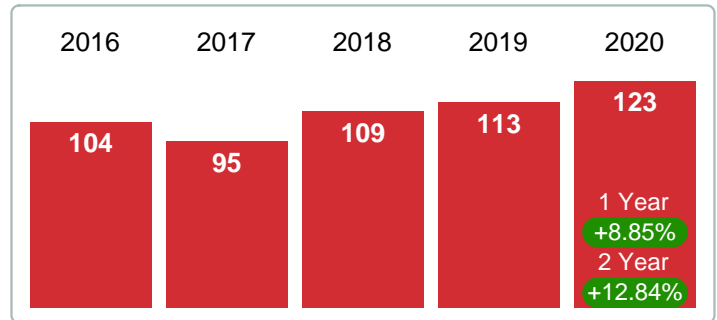
CLOSED LISTINGS

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

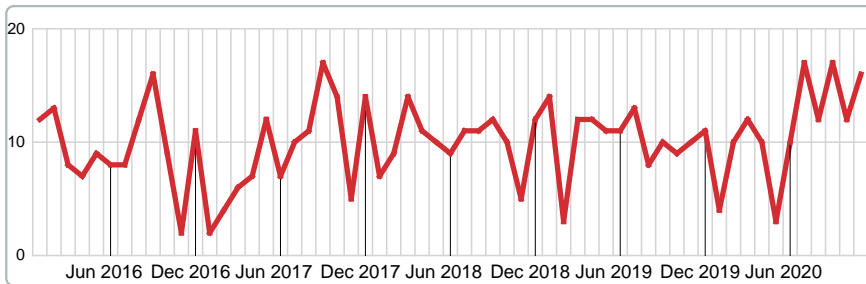
NOVEMBER



YEAR TO DATE (YTD)

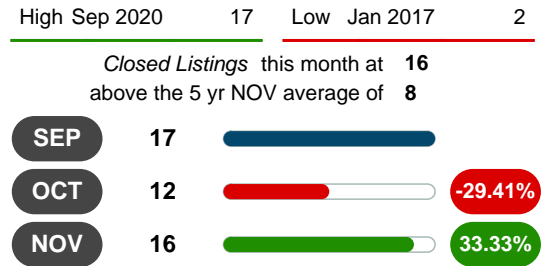


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 8



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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 - \$60,000	2	12.50%	50.0	0	2	0	0
\$60,001 - \$90,000	4	25.00%	142.5	0	3	1	0
\$90,001 - \$170,000	3	18.75%	17.0	1	1	1	0
\$170,001 - \$240,000	4	25.00%	21.0	0	3	1	0
\$240,001 - \$410,000	1	6.25%	14.0	0	1	0	0
\$410,001 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%	44.5	170.00K	1.25M	1.50M	0.00B
Median Closed Price	\$139,000			\$170,000	\$98,750	\$230,000	\$0

November 2020



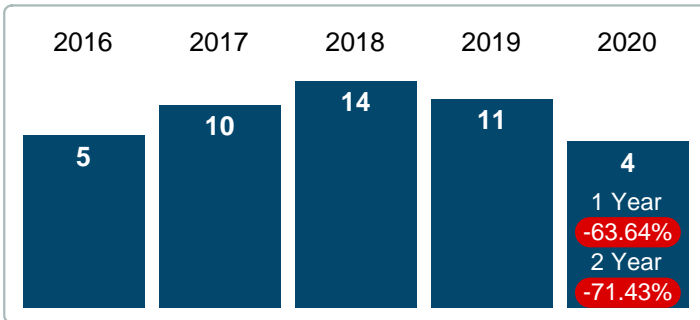
Area Delimited by County Of Sequoyah - Residential Property Type



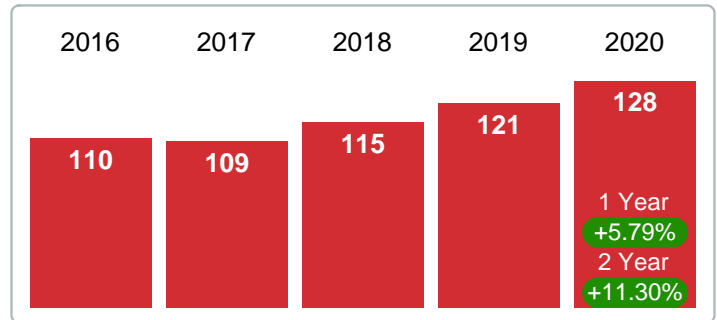
PENDING LISTINGS

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

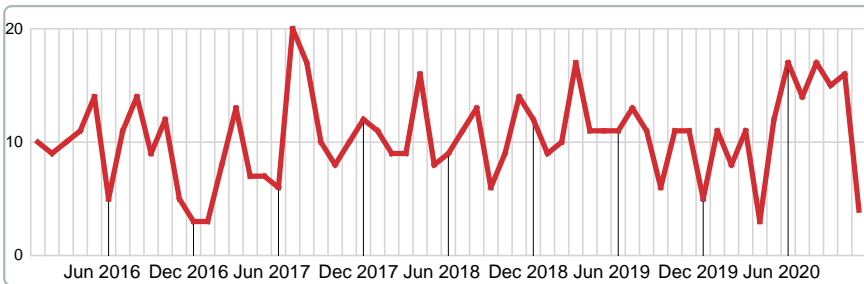
NOVEMBER



YEAR TO DATE (YTD)

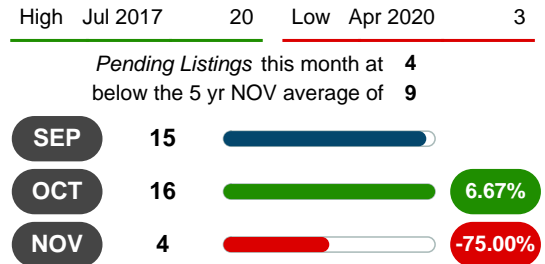


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 9



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	0	0.00%	128.0	0	0	0	0
\$60,001 - \$60,000	0	0.00%	128.0	0	0	0	0
\$60,001 - \$70,000	1	25.00%	7.0	0	1	0	0
\$70,001 - \$100,000	1	25.00%	49.0	1	0	0	0
\$100,001 - \$350,000	1	25.00%	1.0	0	1	0	0
\$350,001 - \$350,000	0	0.00%	1.0	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%	18.0	72.50K	537.00K	0.00B	0.00B
Median Listing Price	\$90,750			\$72,500	\$109,000	\$0	\$0

November 2020



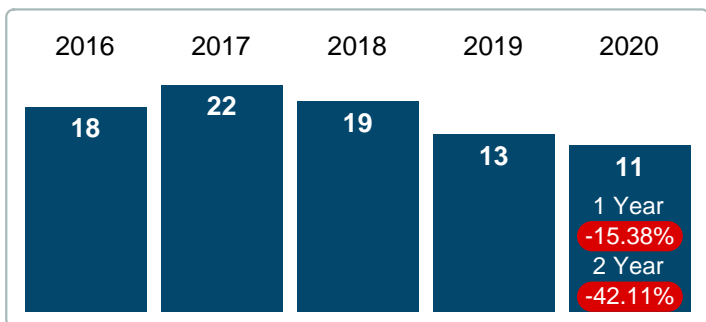
Area Delimited by County Of Sequoyah - Residential Property Type



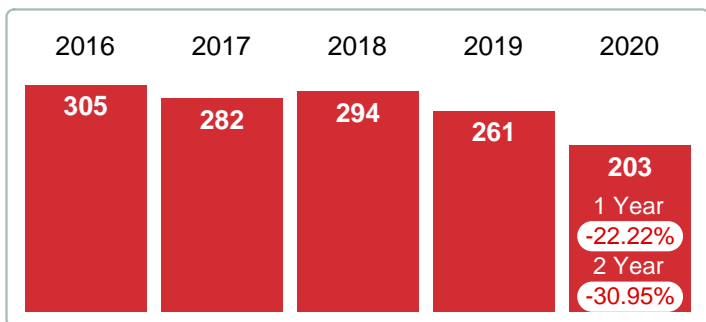
NEW LISTINGS

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

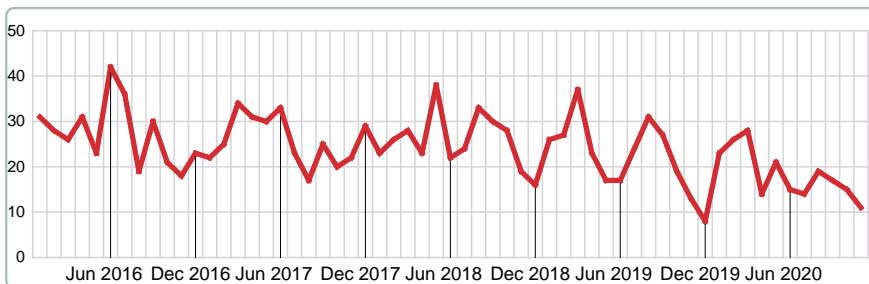
NOVEMBER



YEAR TO DATE (YTD)

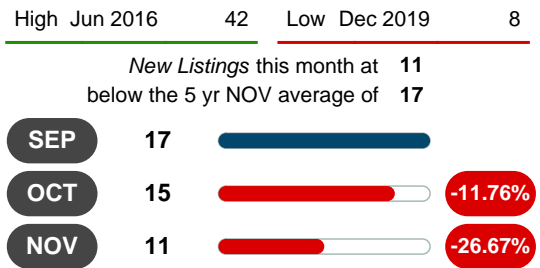


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$160,000		\$99,900	\$161,750	\$223,000	\$160,000

November 2020



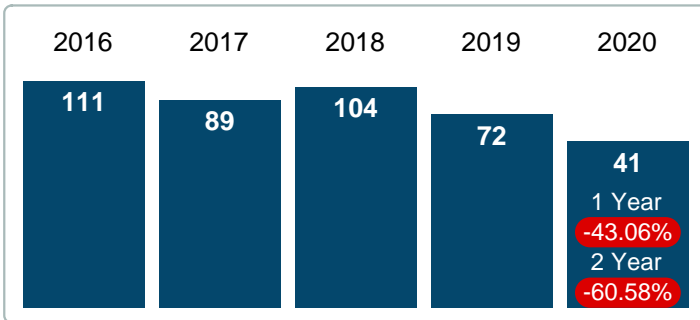
Area Delimited by County Of Sequoyah - Residential Property Type



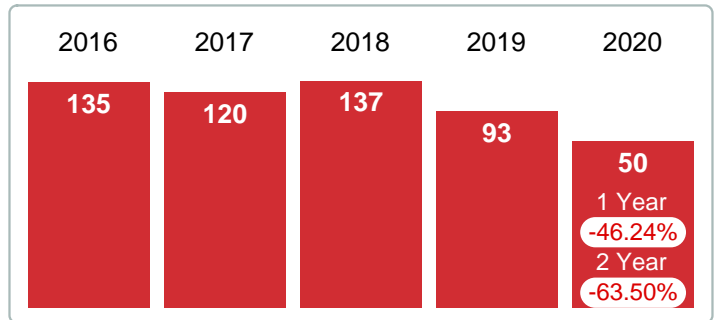
ACTIVE INVENTORY

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

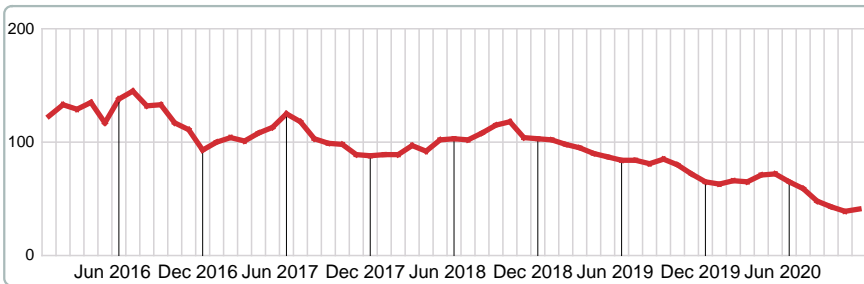
END OF NOVEMBER



ACTIVE DURING NOVEMBER

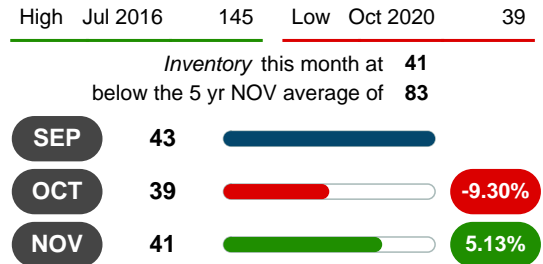


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 83



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.32%	94.0	2	1	0	0
\$50,001 - \$75,000	4	9.76%	63.0	1	1	2	0
\$75,001 - \$125,000	7	17.07%	31.0	1	6	0	0
\$125,001 - \$250,000	11	26.83%	56.0	0	7	3	1
\$250,001 - \$375,000	6	14.63%	96.5	2	3	1	0
\$375,001 - \$800,000	6	14.63%	63.0	0	4	0	2
\$800,001 and up	4	9.76%	40.0	3	1	0	0
Total Active Inventory by Units	41			9	23	6	3
Total Active Inventory by Volume	11,832,194	100%	63.0	3.45M	5.95M	1.07M	1.36M
Median Active Inventory Listing Price	\$184,900			\$275,000	\$182,300	\$181,500	\$399,999

November 2020



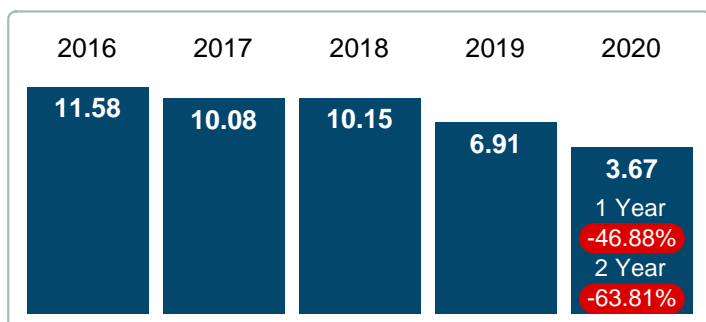
Area Delimited by County Of Sequoyah - Residential Property Type



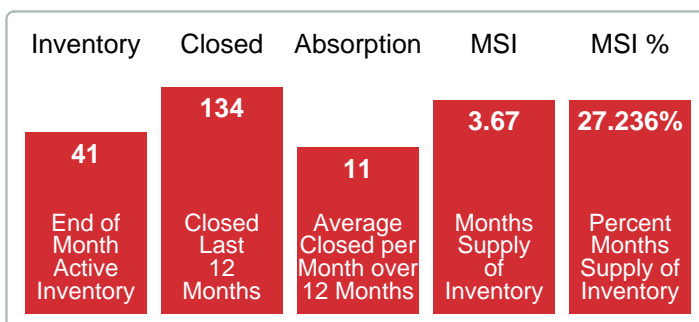
MONTHS SUPPLY of INVENTORY (MSI)

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

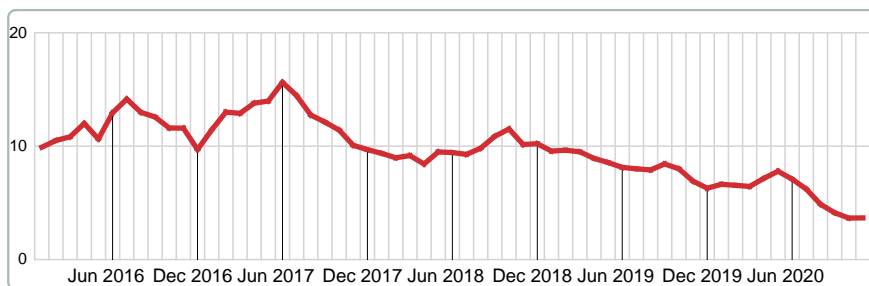
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

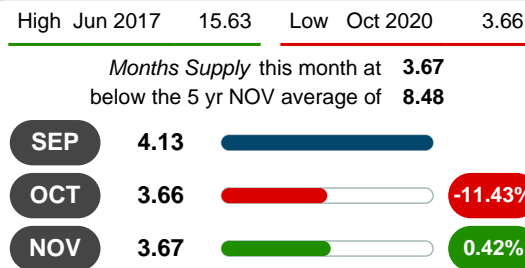


5 YEAR MARKET ACTIVITY TRENDS



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



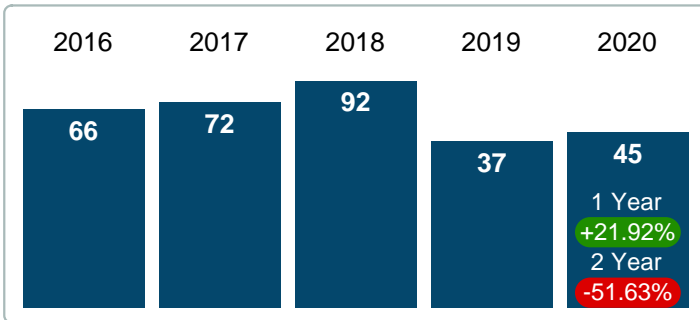
Area Delimited by County Of Sequoyah - Residential Property Type



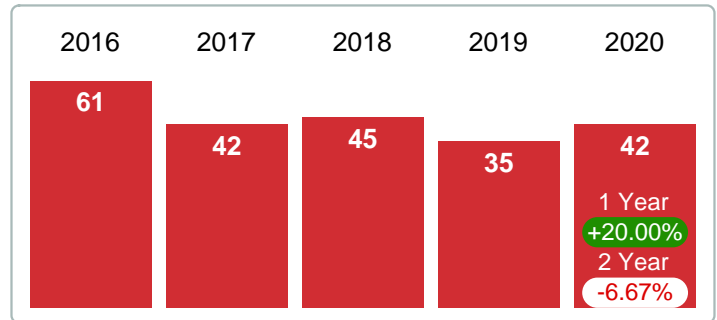
MEDIAN DAYS ON MARKET TO SALE

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

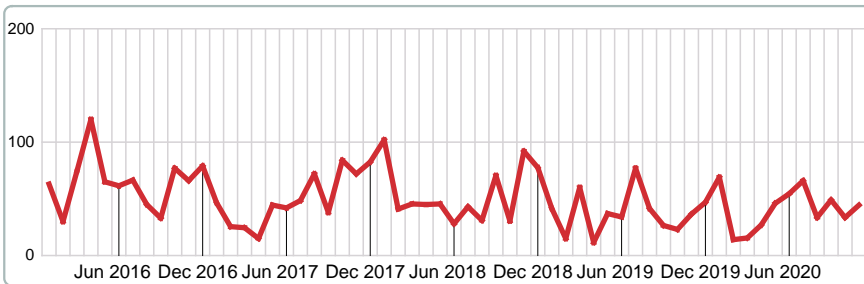
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

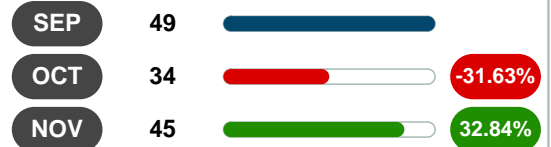


3 MONTHS

5 year NOV AVG = 62

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 45 below the 5 yr NOV average of 62



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	40	0	0	0	0
\$40,001 - \$60,000	2	50	0	50	0	0
\$60,001 - \$90,000	4	143	0	145	140	0
\$90,001 - \$170,000	3	17	17	11	19	0
\$170,001 - \$240,000	4	21	0	23	15	0
\$240,001 - \$410,000	1	14	0	14	0	0
\$410,001 and up	2	128	0	0	128	0
Median Closed DOM		45				
Total Closed Units		16				
Total Closed Volume		2,919,091				
			170.00K	1.25M	1.50M	0.00B

November 2020



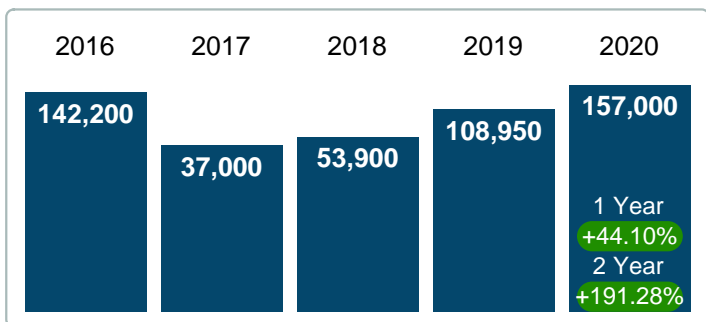
Area Delimited by County Of Sequoyah - Residential Property Type



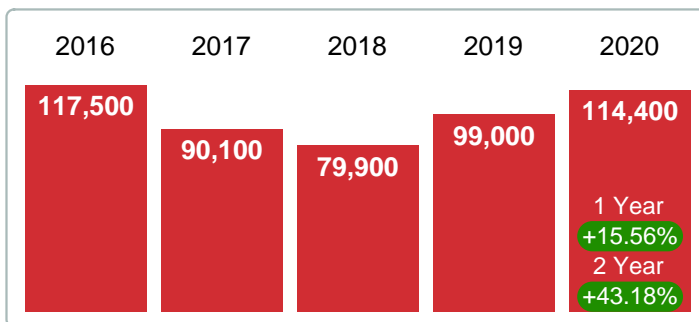
MEDIAN LIST PRICE AT CLOSING

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

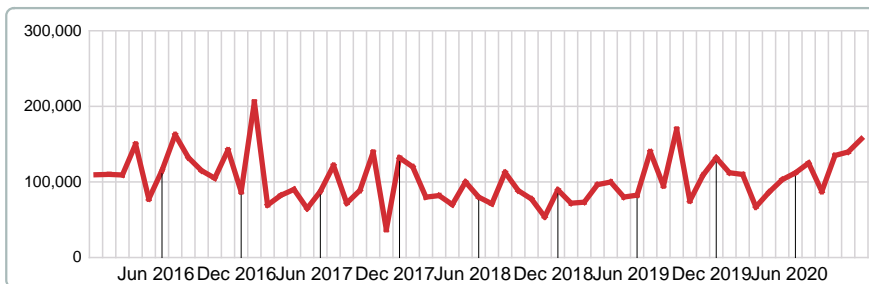
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

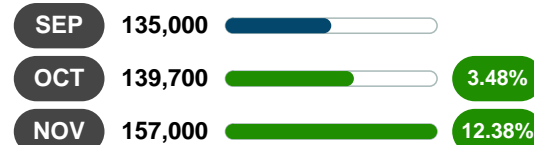


3 MONTHS

5 year NOV AVG = 99,810

High Jan 2017 205,750 Low Nov 2017 37,000

Median List Price at Closing this month at **157,000**
above the 5 yr NOV average of **99,810**



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
\$25,000 and less	0.00%	128	0	0	0	0
\$25,001 - \$50,000	6.25%	46,300	0	46,300	0	0
\$50,001 - \$75,000	12.50%	64,950	0	64,950	0	0
\$75,001 - \$175,000	31.25%	93,000	0	93,000	91,950	0
\$175,001 - \$225,000	18.75%	184,900	179,000	186,400	0	0
\$225,001 - \$400,000	18.75%	250,000	0	259,500	229,000	0
\$400,001 and up	12.50%	558,700	0	0	558,700	0
Median List Price		157,000	179,000	114,000	229,000	0
Total Closed Units		16	1	10	5	0
Total Closed Volume		3,093,300	179.00K	1.38M	1.53M	0.00B

November 2020



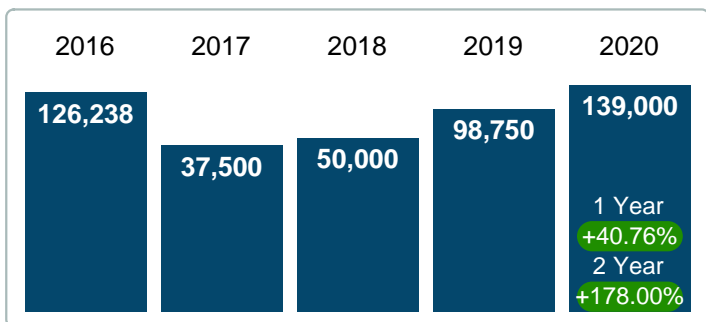
Area Delimited by County Of Sequoyah - Residential Property Type



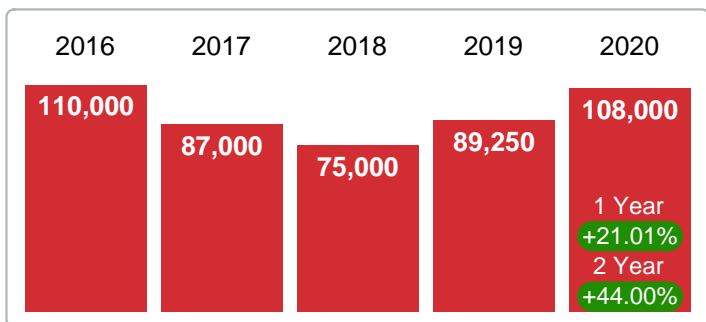
MEDIAN SOLD PRICE AT CLOSING

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

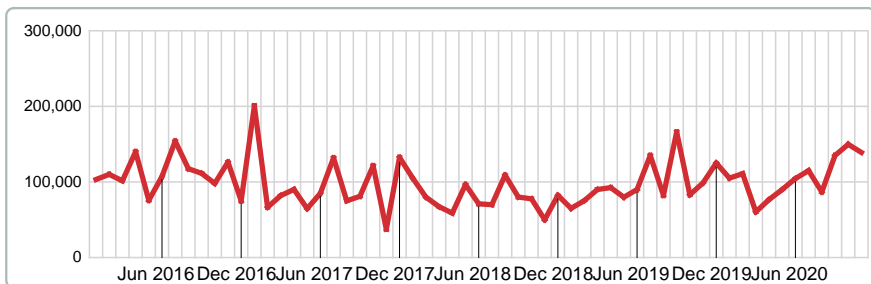
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

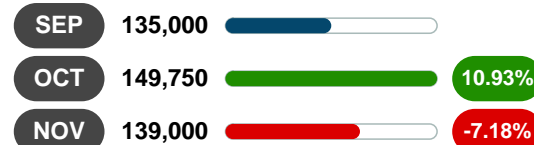


3 MONTHS

5 year NOV AVG = 90,298

High Jan 2017 200,750 Low Nov 2017 37,500

Median Sold Price at Closing this month at **139,000** above the 5 yr NOV average of **90,298**



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%	558,700	0	0	0	0
\$40,001 - \$60,000	2	12.50%	45,750	0	45,750	0	0
\$60,001 - \$90,000	4	25.00%	77,250	0	65,500	89,000	0
\$90,001 - \$170,000	3	18.75%	108,000	170,000	108,000	94,741	0
\$170,001 - \$240,000	4	25.00%	204,000	0	178,000	230,000	0
\$240,001 - \$410,000	1	6.25%	243,600	0	243,600	0	0
\$410,001 and up	2	12.50%	541,625	0	0	541,625	0
Median Sold Price			139,000	170,000	98,750	230,000	0
Total Closed Units		100%	139,000	1	10	5	
Total Closed Volume			2,919,091	170.00K	1.25M	1.50M	0.00B

November 2020



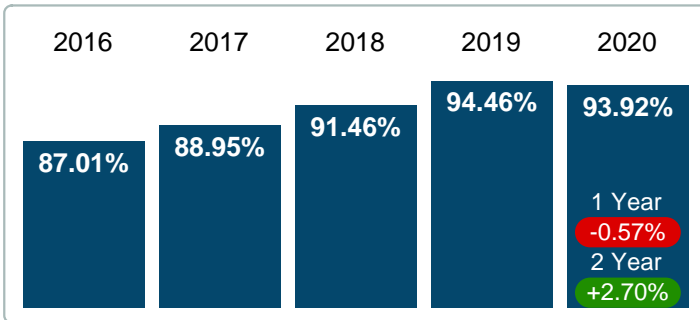
Area Delimited by County Of Sequoyah - Residential Property Type



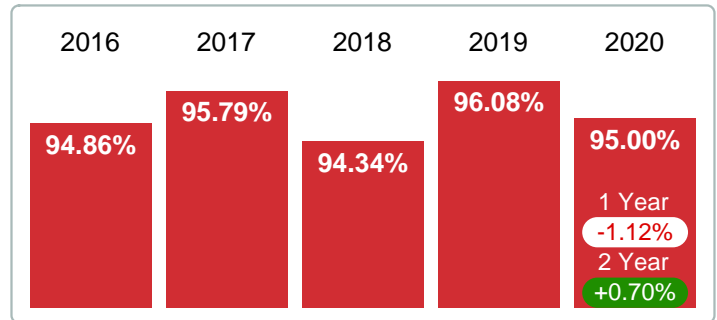
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

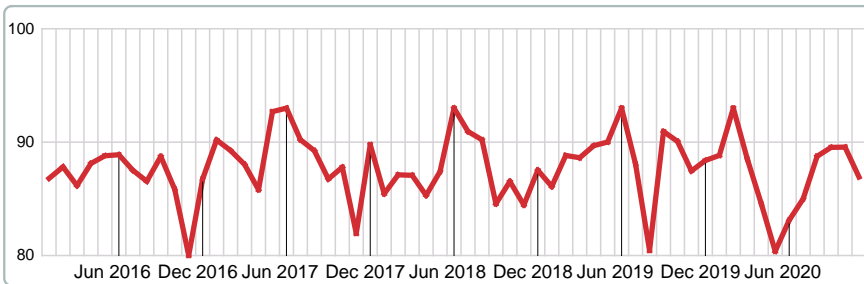
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

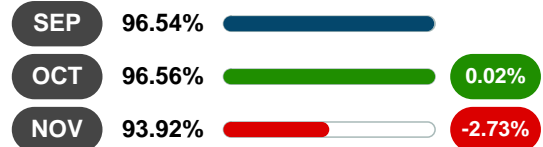


3 MONTHS

5 year NOV AVG = 91.16%

High Feb 2020 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **93.92%**
above the 5 yr NOV average of **91.16%**



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%	51.625.00%	0.00%	0.00%	0.00%	0.00%	
\$40,001 - \$60,000	2	12.50%	90.53%	0.00%	90.53%	0.00%	0.00%	
\$60,001 - \$90,000	4	25.00%	90.84%	0.00%	85.45%	99.00%	0.00%	
\$90,001 - \$170,000	3	18.75%	94.97%	94.97%	80.00%	100.79%	0.00%	
\$170,001 - \$240,000	4	25.00%	93.90%	0.00%	91.54%	100.44%	0.00%	
\$240,001 - \$410,000	1	6.25%	97.44%	0.00%	97.44%	0.00%	0.00%	
\$410,001 and up	2	12.50%	96.18%	0.00%	0.00%	96.18%	0.00%	
Median Sold/List Ratio		93.92%		94.97%	90.38%	100.11%	0.00%	
Total Closed Units		16	100%	93.92%	1	10	5	
Total Closed Volume		2,919,091			170.00K	1.25M	1.50M	0.00B

November 2020



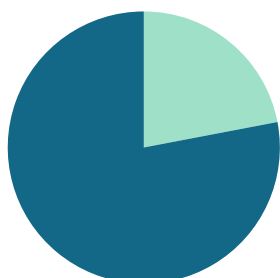
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

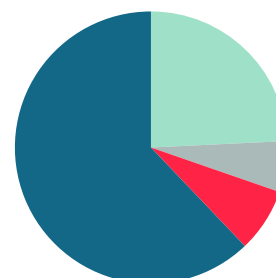


Inventory
 New Listings
11 = 22.00%
 Start Inventory
39
 Total Inventory Units
50
 Volume
\$13,100,694

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%
Median List Price	108,950	157,000	44.10%	99,000	114,400	15.56%
Median Sale Price	98,750	139,000	40.76%	89,250	108,000	21.01%
Median Percent of Selling Price to List Price	94.46%	93.92%	-0.57%	96.08%	95.00%	-1.12%
Median Days on Market to Sale	36.50	44.50	21.92%	35.00	42.00	20.00%
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

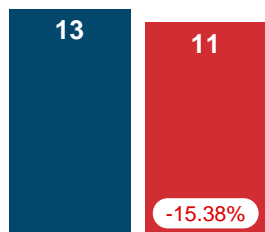
Inventory on November 30, 2020 = 41

2019 2020

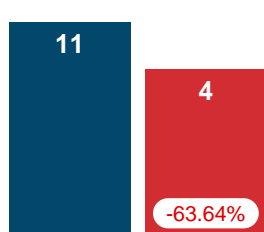
NOVEMBER MARKET

MEDIAN PRICES

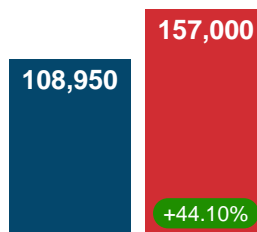
New Listings



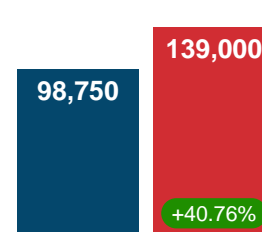
Pending Listings



List Price



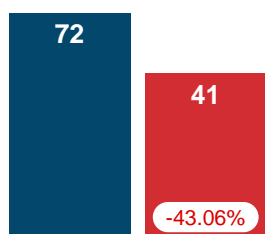
Sale Price



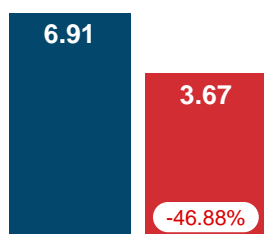
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

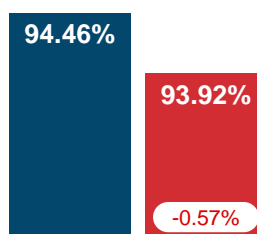
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

