

November 2021



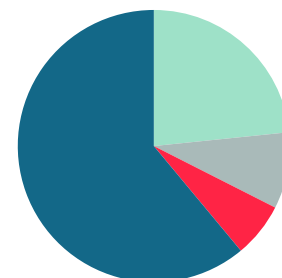
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	16	18	12.50%
Pending Listings	4	7	75.00%
New Listings	11	16	45.45%
Average List Price	193,331	289,894	49.95%
Average Sale Price	182,443	283,228	55.24%
Average Percent of Selling Price to List Price	92.45%	97.40%	5.35%
Average Days on Market to Sale	67.81	32.22	-52.48%
End of Month Inventory	41	47	14.63%
Months Supply of Inventory	3.67	3.69	0.40%



■ Closed (23.38%)
■ Pending (9.09%)
■ Other OffMarket (6.49%)
■ Active (61.04%)

Absorption: Last 12 months, an Average of **13** Sales/Month
Active Inventory as of November 30, 2021 = **47**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2021 rose **14.63%** to 47 existing homes available for sale. Over the last 12 months this area has had an average of 13 closed sales per month. This represents an unsold inventory index of **3.69** 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 **55.24%** in November 2021 to \$283,228 versus the previous year at \$182,443.

Average Days on Market Shortens

The average number of **32.22** days that homes spent on the market before selling decreased by 35.59 days or **52.48%** in November 2021 compared to last year's same month at **67.81** DOM.

Sales Success for November 2021 is Positive

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

There were 16 New Listings in November 2021, up **45.45%** from last year at 11. Furthermore, there were 18 Closed Listings this month versus last year at 16, a **12.50%** increase.

Closed versus Listed trends yielded a **112.5%** ratio, down from previous year's, November 2020, at **145.5%**, a **22.66%** downswing. This will certainly create pressure on an increasing Month's 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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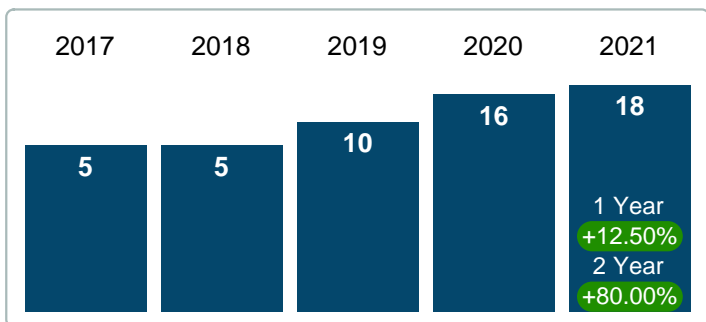
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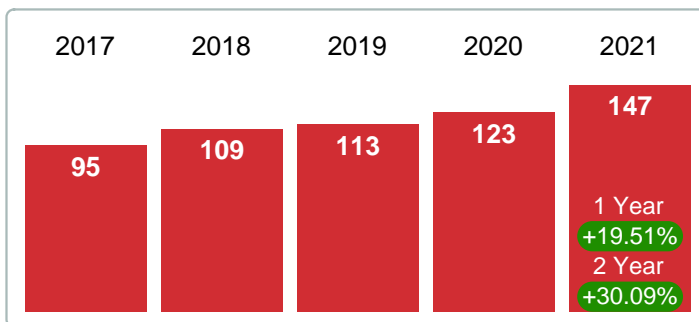
CLOSED LISTINGS

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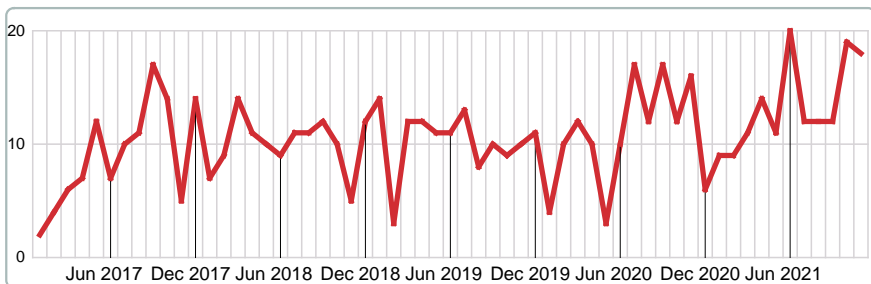
NOVEMBER



YEAR TO DATE (YTD)

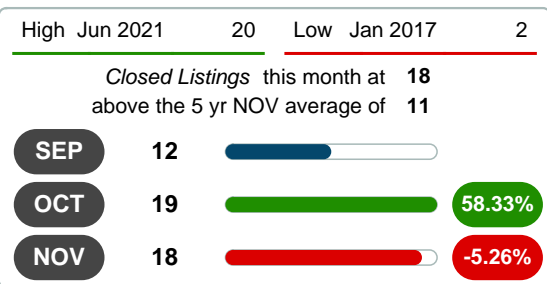


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	5.56%	6.0	1	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 - \$350,000	11	61.11%	29.7	3	4	4	0
\$350,001 - \$475,000	2	11.11%	14.5	1	1	0	0
\$475,001 - \$575,000	2	11.11%	54.0	0	1	1	0
\$575,001 and up	2	11.11%	55.0	0	1	1	0
Total Closed Units	18			5	7	6	0
Total Closed Volume	5,098,100	100%	32.2	606.90K	1.93M	2.56M	0.00B
Average Closed Price	\$283,228			\$121,380	\$276,329	\$426,150	\$0

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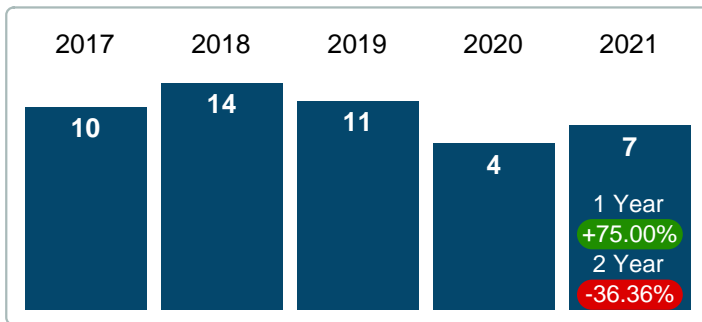
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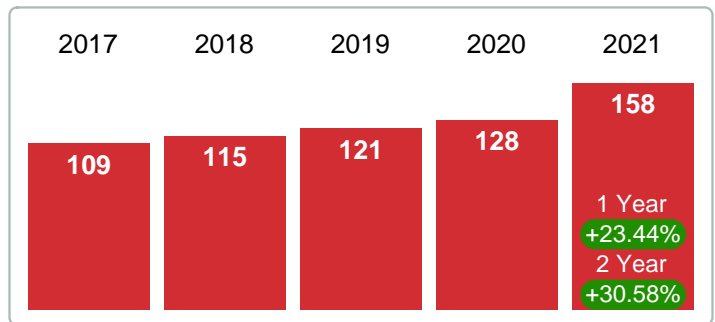
PENDING LISTINGS

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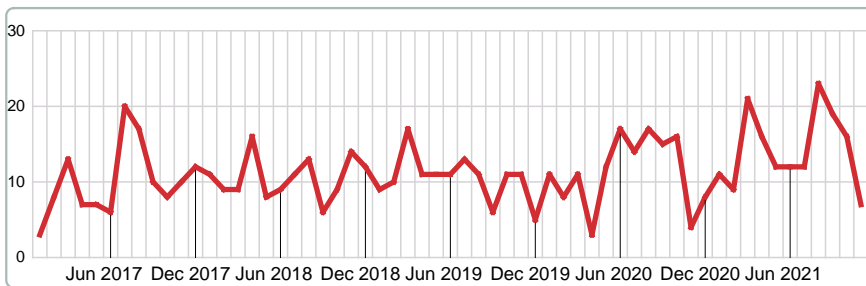
NOVEMBER



YEAR TO DATE (YTD)

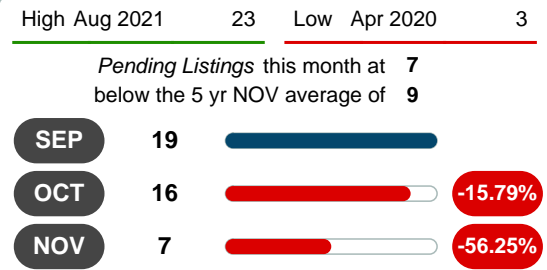


5 YEAR MARKET ACTIVITY TRENDS



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 - \$100,000	2	28.57%	5.0	1	1	0	0
\$100,001 - \$150,000	2	28.57%	39.5	0	2	0	0
\$150,001 - \$300,000	1	14.29%	96.0	0	1	0	0
\$300,001 - \$375,000	1	14.29%	5.0	0	1	0	0
\$375,001 and up	1	14.29%	1.0	1	0	0	0
Total Pending Units	7			2	5	0	0
Total Pending Volume	1,273,700	100%	27.3	466.00K	807.70K	0.00B	0.00B
Average Listing Price	\$181,957			\$233,000	\$161,540	\$0	\$0

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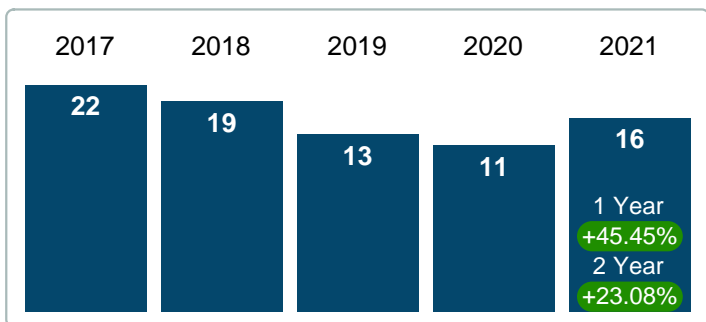
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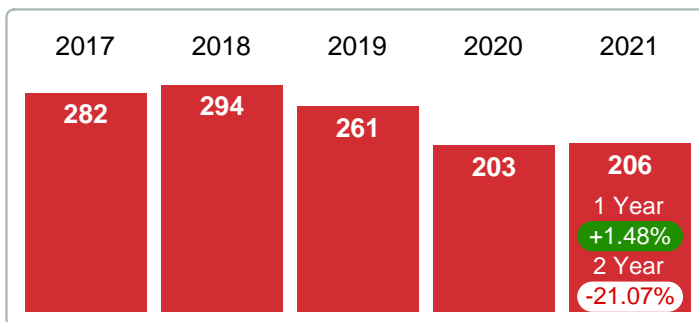
NEW LISTINGS

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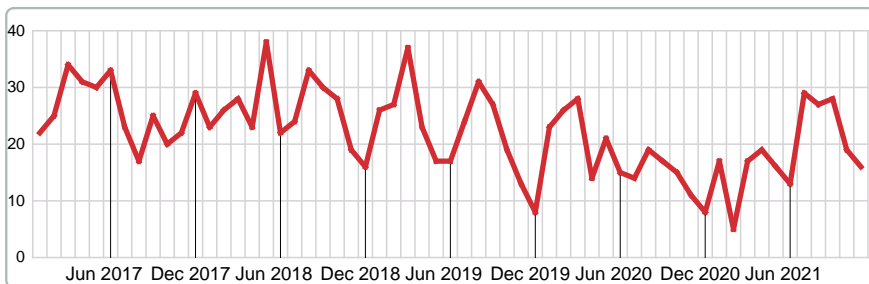
NOVEMBER



YEAR TO DATE (YTD)

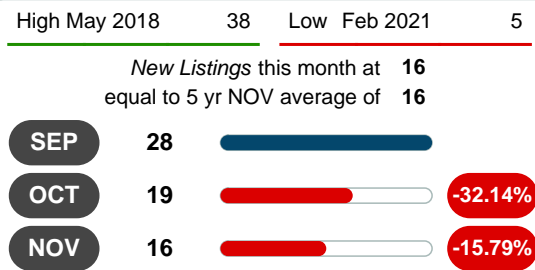


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 16



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0	0	0	0
\$50,001 - \$75,000	3	18.75%	1	2	0	0
\$75,001 - \$150,000	3	18.75%	0	3	0	0
\$150,001 - \$275,000	4	25.00%	0	2	2	0
\$275,001 - \$300,000	2	12.50%	0	0	1	1
\$300,001 - \$425,000	2	12.50%	1	1	0	0
\$425,001 and up	2	12.50%	0	0	2	0
Total New Listed Units	16		2	8	5	1
Total New Listed Volume	3,585,299	100%	463.90K	1.14M	1.69M	290.00K
Average New Listed Listing Price	\$189,540		\$231,950	\$142,838	\$337,740	\$289,999

November 2021



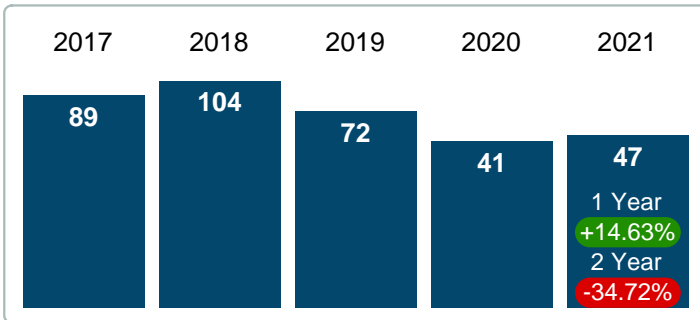
Area Delimited by County Of Sequoyah - Residential Property Type



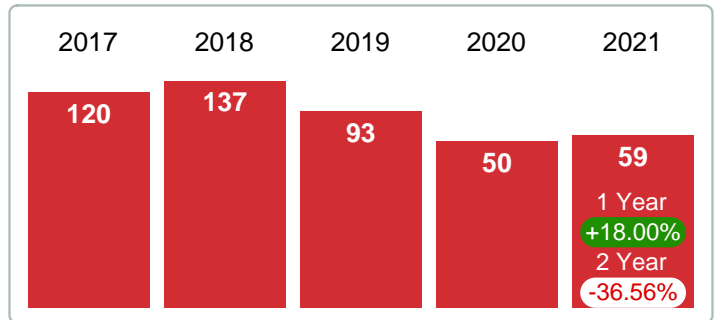
ACTIVE INVENTORY

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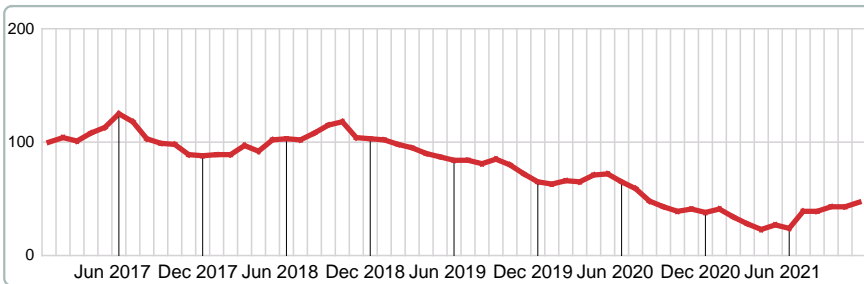
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 71

High Jun 2017 125 Low Apr 2021 23

Inventory this month at 47
below the 5 yr NOV average of 71



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	6.38%	84.0	3	0	0	0
\$50,001 - \$75,000	3	6.38%	54.3	1	2	0	0
\$75,001 - \$150,000	11	23.40%	85.5	2	9	0	0
\$150,001 - \$250,000	12	25.53%	80.3	1	6	5	0
\$250,001 - \$350,000	8	17.02%	67.0	1	3	3	1
\$350,001 - \$575,000	6	12.77%	53.8	1	3	2	0
\$575,001 and up	4	8.51%	68.8	3	1	0	0
Total Active Inventory by Units	47			12	24	10	1
Total Active Inventory by Volume	14,578,299	100%	73.5	6.26M	5.11M	2.92M	290.00K
Average Active Inventory Listing Price	\$310,177			\$521,308	\$212,838	\$292,450	\$289,999

November 2021



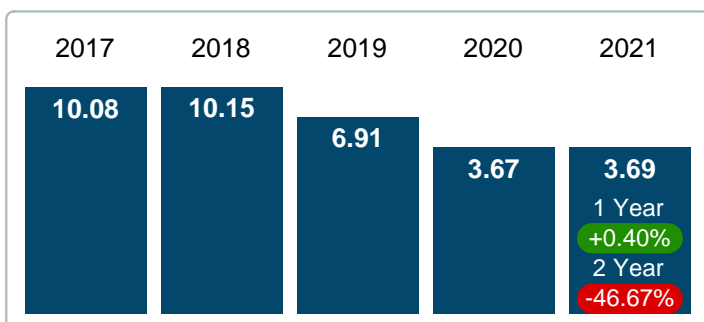
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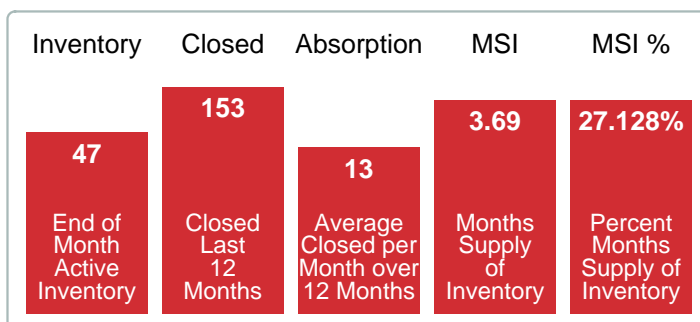
MONTHS SUPPLY of INVENTORY (MSI)

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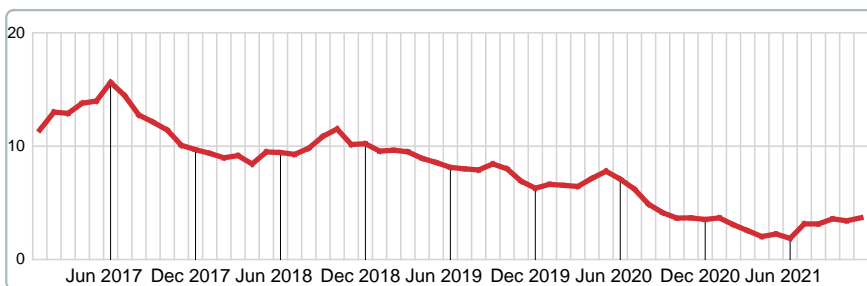
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

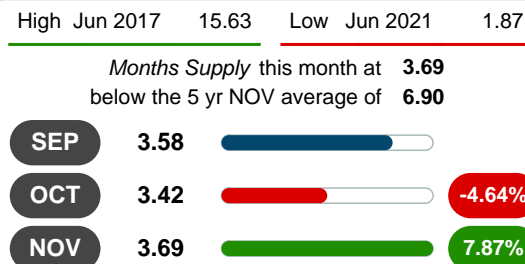


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 6.90



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	6.38%	2.25	4.00	0.00	0.00	0.00
\$50,001 - \$75,000	3	6.38%	1.89	2.00	2.18	0.00	0.00
\$75,001 - \$150,000	11	23.40%	2.93	3.00	3.72	0.00	0.00
\$150,001 - \$250,000	12	25.53%	3.89	3.00	3.43	5.45	0.00
\$250,001 - \$350,000	8	17.02%	8.73	6.00	6.00	12.00	0.00
\$350,001 - \$575,000	6	12.77%	4.50	12.00	4.00	8.00	0.00
\$575,001 and up	4	8.51%	5.33	36.00	6.00	0.00	0.00
Market Supply of Inventory (MSI)			3.69	4.65	3.51	3.64	1.71
Total Active Inventory by Units		100%	3.69	12	24	10	1

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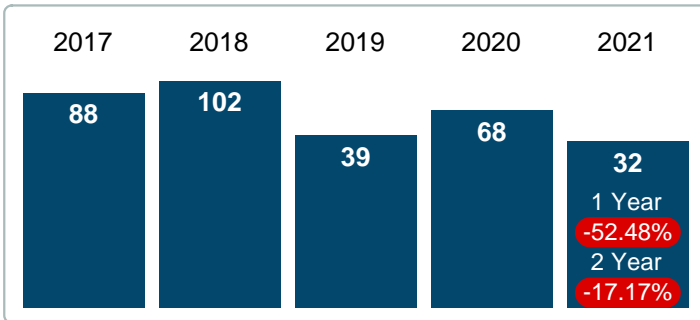
Area Delimited by County Of Sequoyah - Residential Property Type



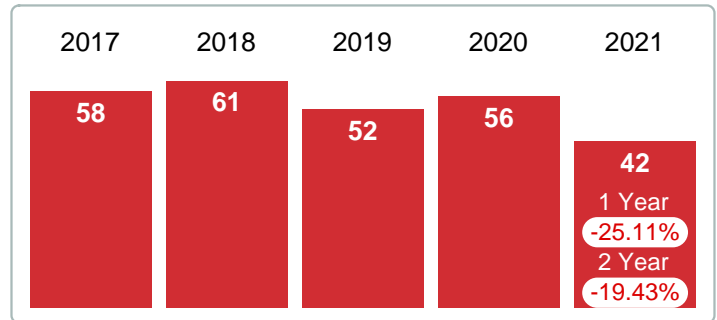
AVERAGE DAYS ON MARKET TO SALE

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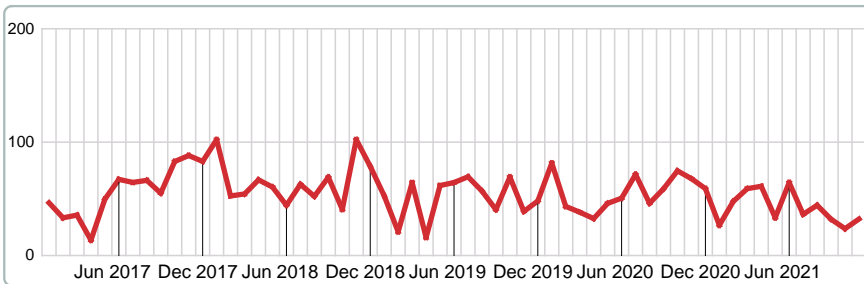
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 66

High Nov 2018 102 Low Apr 2017 14

Average Days on Market to Sale this month at 32 below the 5 yr NOV average of 66



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
\$50,000 and less	5.56%	6	6	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$350,000	61.11%	30	17	21	49	0
\$350,001 - \$475,000	11.11%	15	3	26	0	0
\$475,001 - \$575,000	11.11%	54	0	49	59	0
\$575,001 and up	11.11%	55	0	105	5	0
Average Closed DOM		32	12	37	43	0
Total Closed Units	100%	32	5	7	6	
Total Closed Volume		5,098,100	606.90K	1.93M	2.56M	0.00B

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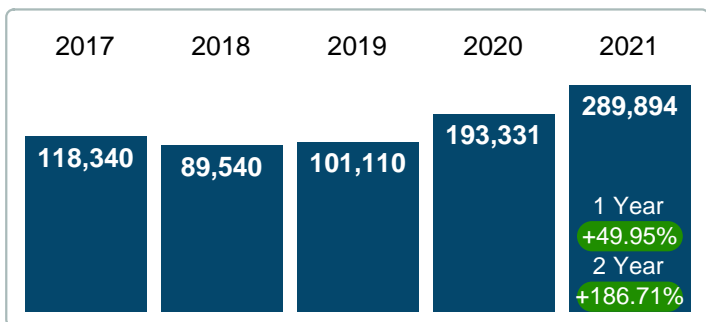
Area Delimited by County Of Sequoyah - Residential Property Type



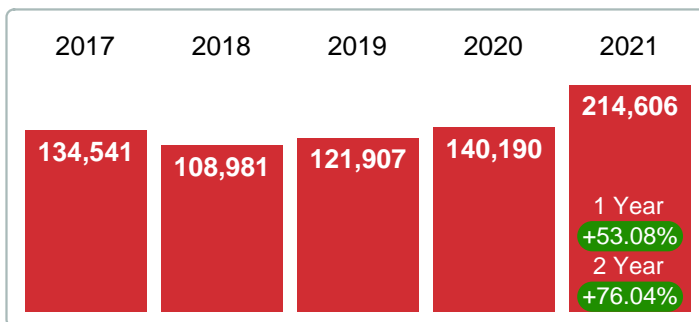
AVERAGE LIST PRICE AT CLOSING

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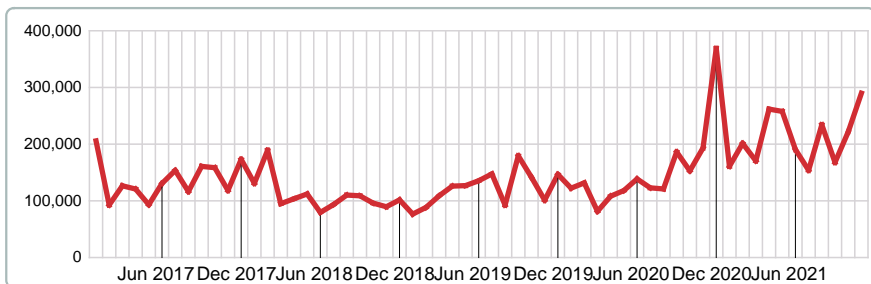
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

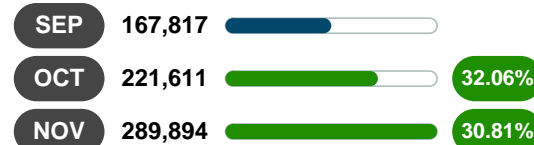


3 MONTHS

5 year NOV AVG = 158,443

High Dec 2020 368,817 Low Jan 2019 76,650

Average List Price at Closing this month at **289,894**
above the 5 yr NOV average of **158,443**



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
\$50,000 and less	11.11%	44,500	40,000	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$350,000	50.00%	100,578	62,467	79,225	202,475	0
\$350,001 - \$475,000	11.11%	379,500	399,000	495,000	0	0
\$475,001 - \$575,000	11.11%	522,450	0	549,900	595,000	0
\$575,001 and up	16.67%	806,667	0	625,000	1,200,000	0
Average List Price		289,894	125,280	283,829	434,150	0
Total Closed Units	100%	289,894	5	7	6	0
Total Closed Volume		5,218,100	626.40K	1.99M	2.60M	0.00B

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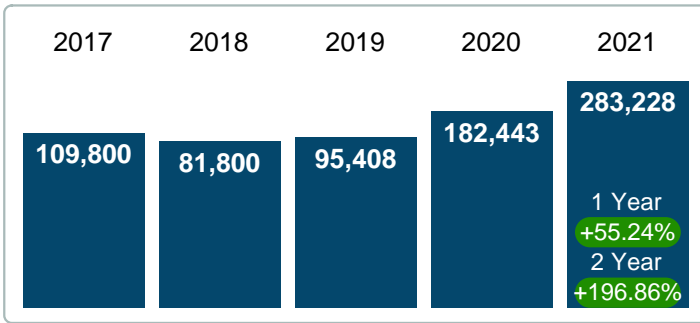
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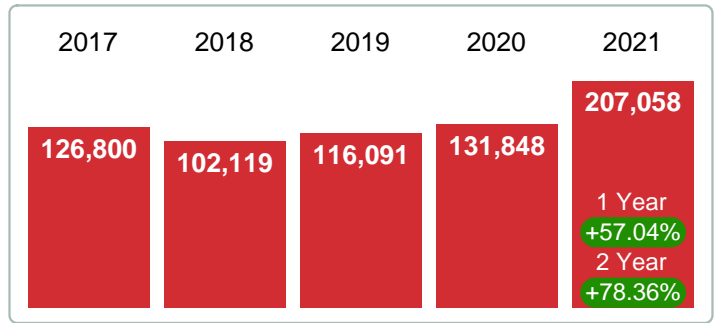
AVERAGE SOLD PRICE AT CLOSING

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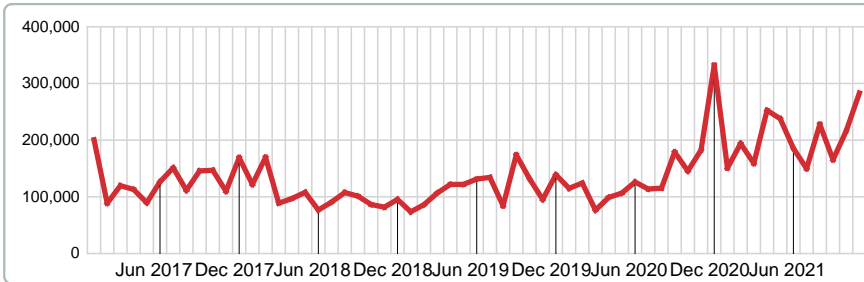
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

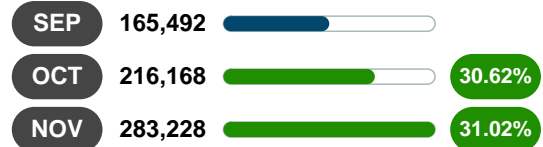


3 MONTHS

5 year NOV AVG = 150,536

High Dec 2020 332,150 Low Jan 2019 73,611

Average Sold Price at Closing this month at **283,228**
above the 5 yr NOV average of **150,536**



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
\$50,000 and less	1	5.56%	42,000	42,000	0	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$350,000	11	61.11%	114,936	55,300	78,375	196,225	0
\$350,001 - \$475,000	2	11.11%	437,000	399,000	475,000	0	0
\$475,001 - \$575,000	2	11.11%	560,950	0	549,900	572,000	0
\$575,001 and up	2	11.11%	897,950	0	595,900	1,200,000	0
Average Sold Price			283,228	121,380	276,329	426,150	0
Total Closed Units		100%	283,228	5	7	6	0
Total Closed Volume				606.90K	1.93M	2.56M	0.00B

November 2021



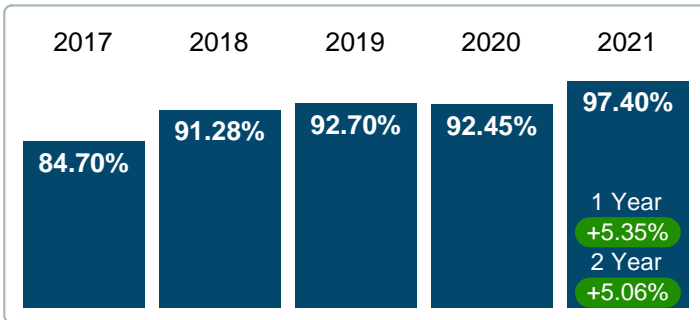
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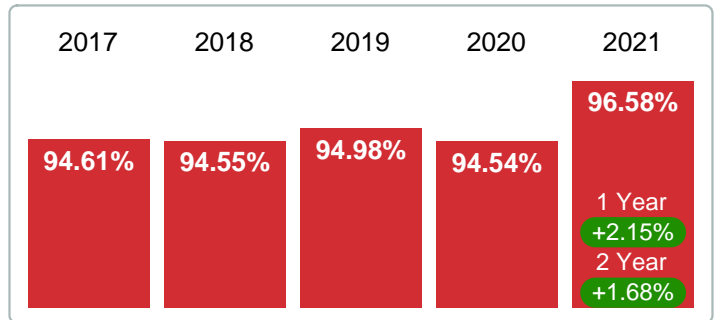
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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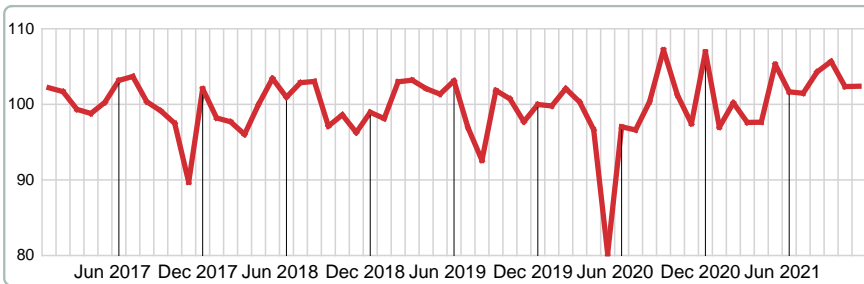
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

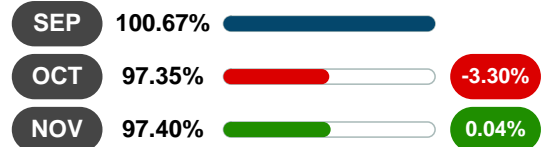


3 MONTHS

5 year NOV AVG = 91.71%

High Sep 2020 102.20% Low May 2020 75.25%

Average Sold/List Ratio this month at **97.40%**
above the 5 yr NOV average of **91.71%**



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
\$50,000 and less	1	5.56%	105.00%	105.00%	0.00%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$350,000	11	61.11%	96.43%	90.25%	98.59%	98.90%	0.00%
\$350,001 - \$475,000	2	11.11%	97.98%	100.00%	95.96%	0.00%	0.00%
\$475,001 - \$575,000	2	11.11%	98.07%	0.00%	100.00%	96.13%	0.00%
\$575,001 and up	2	11.11%	97.67%	0.00%	95.34%	100.00%	0.00%
Average Sold/List Ratio		97.40%		95.15%	97.95%	98.62%	0.00%
Total Closed Units		18	100%	5	7	6	
Total Closed Volume		5,098,100		606.90K	1.93M	2.56M	0.00B

November 2021



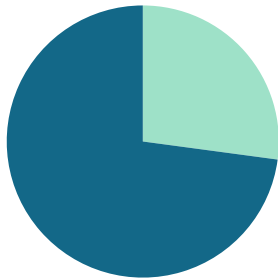
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

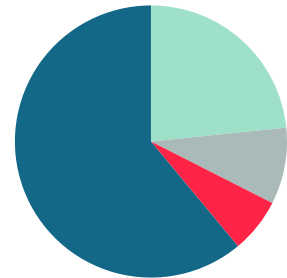


Inventory
 New Listings
16 = 27.12%
 Start Inventory
43
 Total Inventory Units
59
 Volume
\$17,530,799

Market Activity

Closed Sales
18 = 23.38%
 Pending Sales
7 = 9.09%
 Other Off Market
5 = 6.49%
 Active Inventory
47 = 61.04%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	16	18	12.50%	123	147	19.51%
Pending Sales	4	7	75.00%	128	158	23.44%
New Listings	11	16	45.45%	203	206	1.48%
Average List Price	193,331	289,894	49.95%	140,190	214,606	53.08%
Average Sale Price	182,443	283,228	55.24%	131,848	207,058	57.04%
Average Percent of Selling Price to List Price	92.45%	97.40%	5.35%	94.54%	96.58%	2.15%
Average Days on Market to Sale	67.81	32.22	-52.48%	56.41	42.24	-25.11%
Monthly Inventory	41	47	14.63%	41	47	14.63%
Months Supply of Inventory	3.67	3.69	0.40%	3.67	3.69	0.40%

Absorption: Last 12 months, an Average of **13** Sales/Month

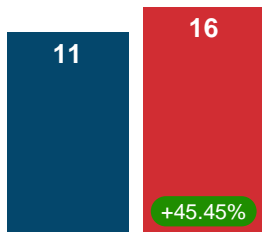
Inventory on November 30, 2021 = **47**

2020 **2021**

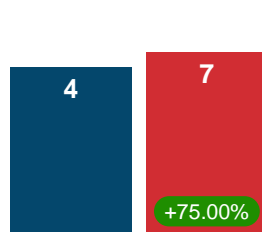
NOVEMBER MARKET

AVERAGE PRICES

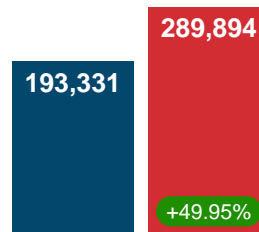
New Listings



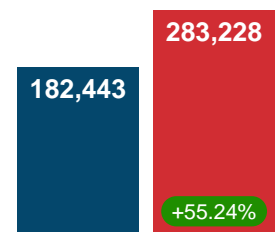
Pending Listings



List Price



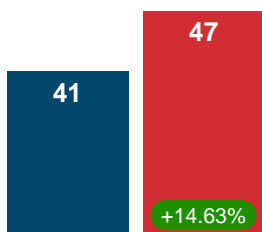
Sale Price



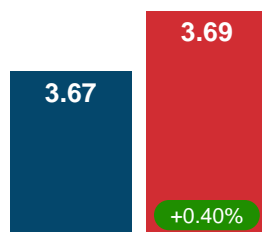
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

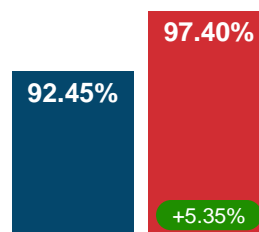
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

