

# November 2021



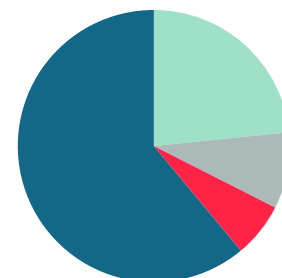
Area Delimited by County Of Sequoyah - Residential Property Type



## 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%
Median List Price	157,000	132,950	-15.32%
Median Sale Price	139,000	133,700	-3.81%
Median Percent of Selling Price to List Price	93.92%	99.18%	5.60%
Median Days on Market to Sale	44.50	25.50	-42.70%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.81%** in November 2021 to \$133,700 versus the previous year at \$139,000.

#### Median Days on Market Shortens

The median number of **25.50** days that homes spent on the market before selling decreased by 19.00 days or **42.70%** in November 2021 compared to last year's same month at **44.50** DOM.

#### Sales Success for November 2021 is Positive

Overall, with Median Prices falling 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.

### 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

# November 2021



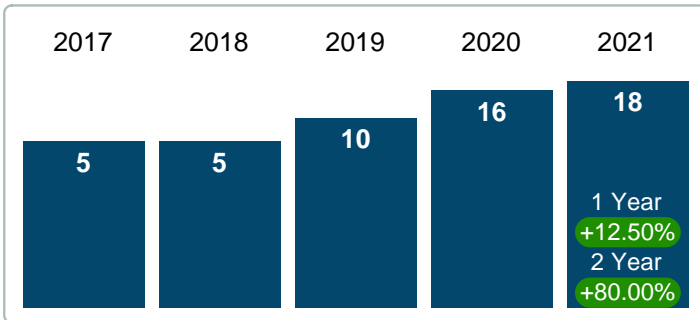
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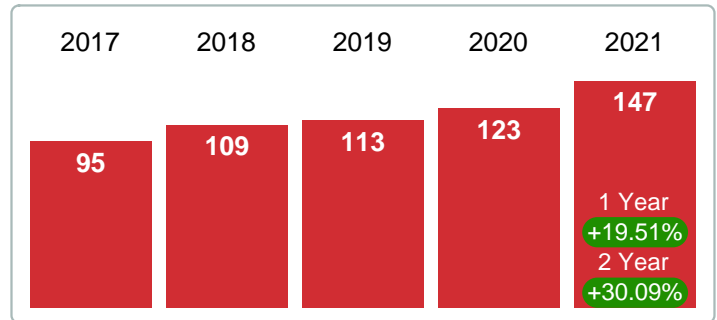
## CLOSED LISTINGS

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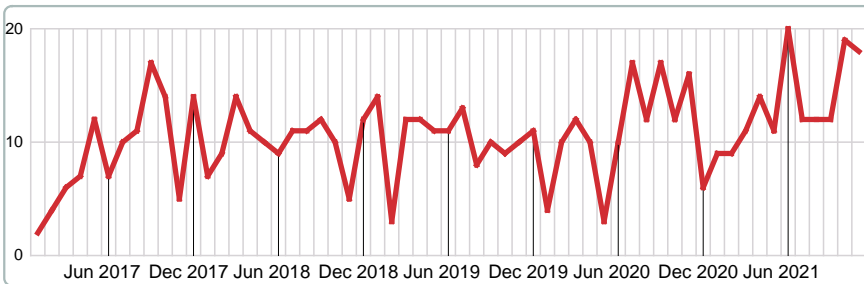
### NOVEMBER



### YEAR TO DATE (YTD)

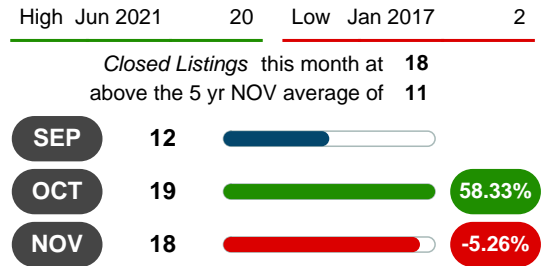


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 11



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	6.0	0	0	0	0
\$50,001 - \$70,000	6	33.33%	6.0	3	2	1	0
\$70,001 - \$350,000	5	27.78%	30.0	0	2	3	0
\$350,001 - \$470,000	1	5.56%	3.0	1	0	0	0
\$470,001 - \$590,000	3	16.67%	49.0	0	2	1	0
\$590,001 and up	2	11.11%	55.0	0	1	1	0
<b>Total Closed Units</b>	<b>18</b>			<b>5</b>	<b>7</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,098,100</b>	<b>100%</b>	<b>25.5</b>	<b>606.90K</b>	<b>1.93M</b>	<b>2.56M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$133,700</b>			<b>\$56,900</b>	<b>\$97,500</b>	<b>\$272,500</b>	<b>\$0</b>

# November 2021



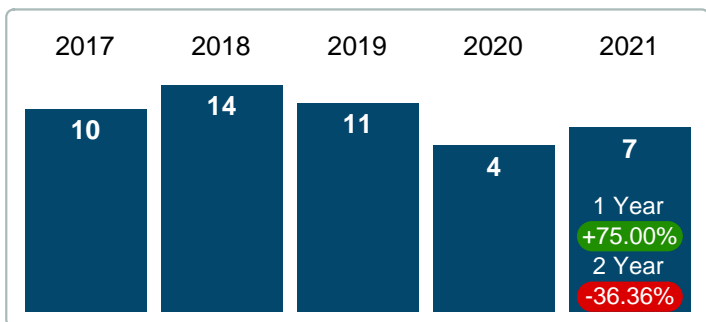
Area Delimited by County Of Sequoyah - Residential Property Type



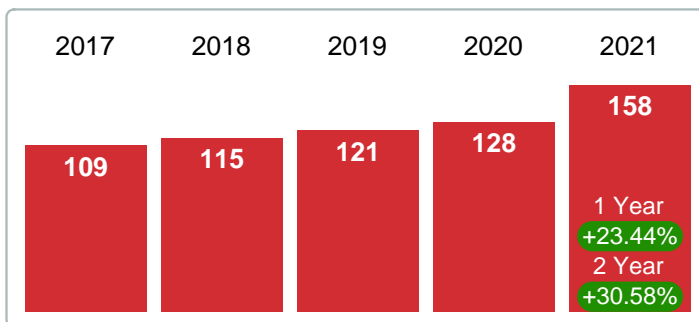
## PENDING LISTINGS

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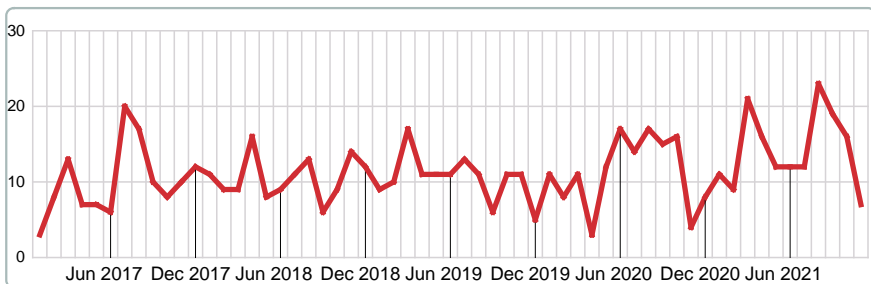
### NOVEMBER



### YEAR TO DATE (YTD)

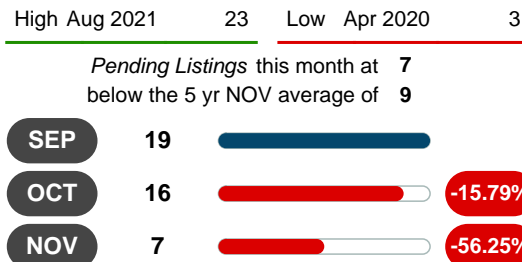


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 9



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	0	0.00%	55.0	0	0	0	0
\$60,001 - \$60,000	0	0.00%	55.0	0	0	0	0
\$60,001 - \$110,000	3	42.86%	7.0	1	2	0	0
\$110,001 - \$150,000	1	14.29%	14.0	0	1	0	0
\$150,001 - \$320,000	1	14.29%	96.0	0	1	0	0
\$320,001 - \$390,000	1	14.29%	5.0	0	1	0	0
\$390,001 and up	1	14.29%	1.0	1	0	0	0
<b>Total Pending Units</b>	<b>7</b>			<b>2</b>	<b>5</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>1,273,700</b>	<b>100%</b>	<b>7.0</b>	<b>466.00K</b>	<b>807.70K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$149,900</b>			<b>\$233,000</b>	<b>\$149,900</b>	<b>\$0</b>	<b>\$0</b>

# November 2021



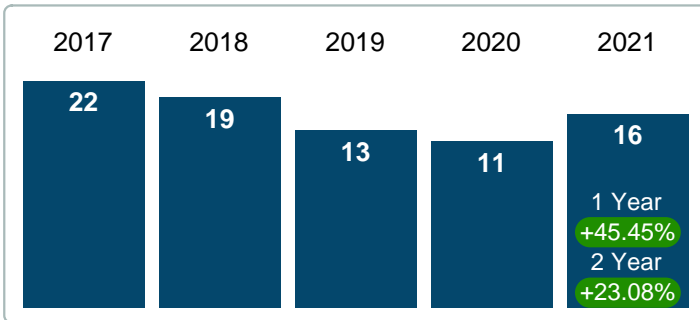
Area Delimited by County Of Sequoyah - Residential Property Type



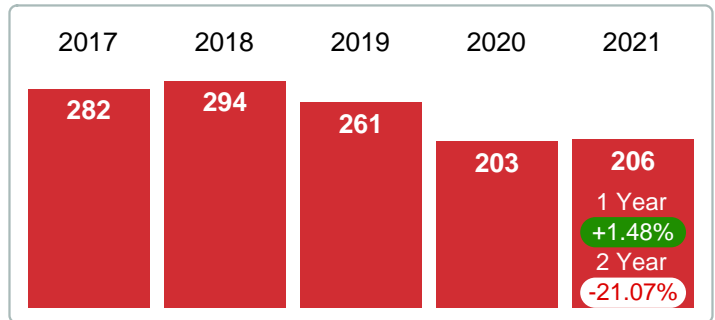
## NEW LISTINGS

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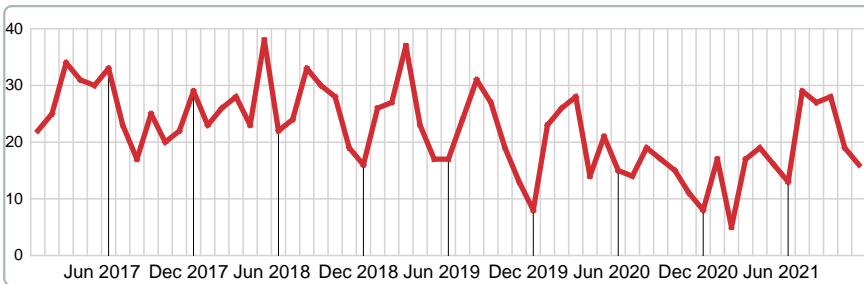
### NOVEMBER



### YEAR TO DATE (YTD)

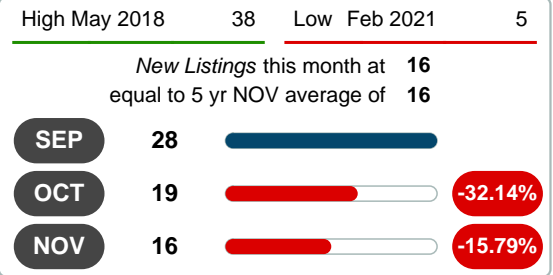


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>16</b>		<b>2</b>	<b>8</b>	<b>5</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>3,585,299</b>	<b>100%</b>	<b>463.90K</b>	<b>1.14M</b>	<b>1.69M</b>	<b>290.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$167,450</b>		<b>\$231,950</b>	<b>\$142,450</b>	<b>\$279,900</b>	<b>\$289,999</b>

# November 2021



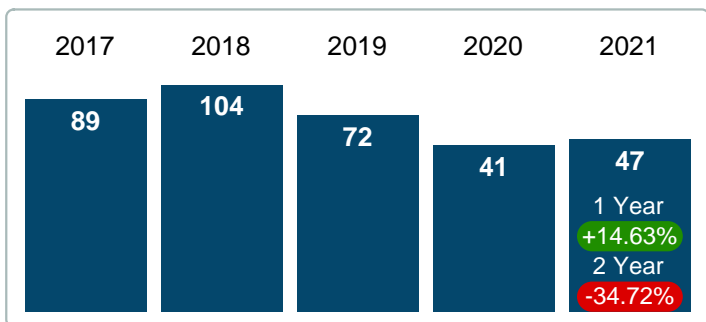
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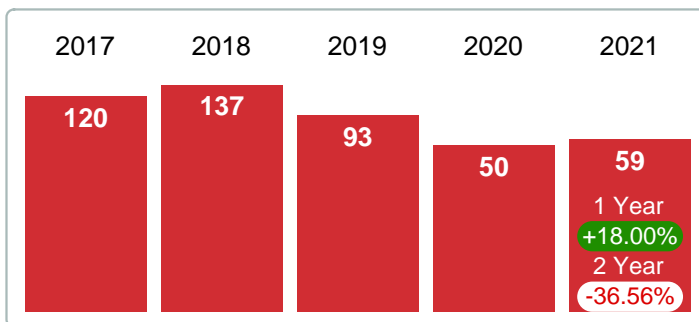
## ACTIVE INVENTORY

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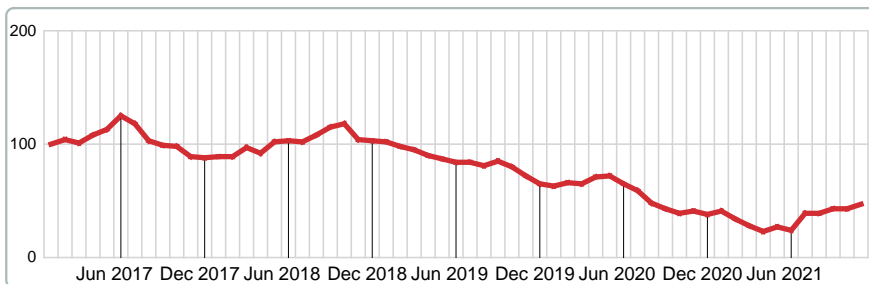
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

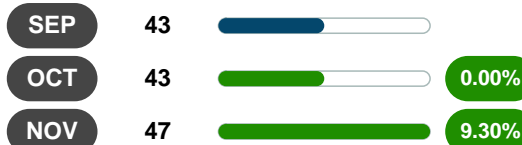


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.38%	71.0	3	0	0	0
\$50,001 - \$75,000	3	6.38%	20.0	1	2	0	0
\$75,001 - \$150,000	11	23.40%	76.0	2	9	0	0
\$150,001 - \$250,000	12	25.53%	52.0	1	6	5	0
\$250,001 - \$350,000	8	17.02%	57.5	1	3	3	1
\$350,001 - \$575,000	6	12.77%	60.5	1	3	2	0
\$575,001 and up	4	8.51%	52.5	3	1	0	0
<b>Total Active Inventory by Units</b>	<b>47</b>			<b>12</b>	<b>24</b>	<b>10</b>	<b>1</b>
<b>Total Active Inventory by Volume</b>	<b>14,578,299</b>	<b>100%</b>	<b>59.0</b>	<b>6.26M</b>	<b>5.11M</b>	<b>2.92M</b>	<b>290.00K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$199,000</b>			<b>\$145,950</b>	<b>\$162,500</b>	<b>\$254,400</b>	<b>\$289,999</b>

# November 2021



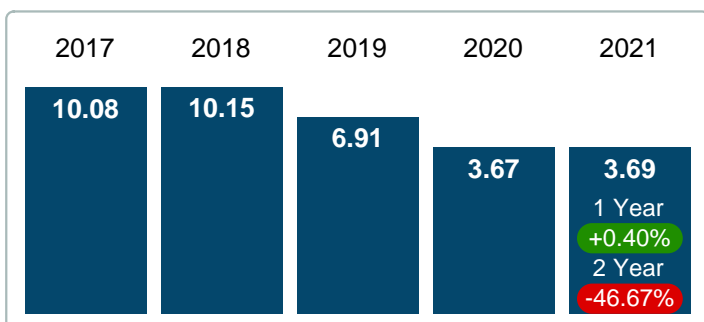
Area Delimited by County Of Sequoyah - Residential Property Type



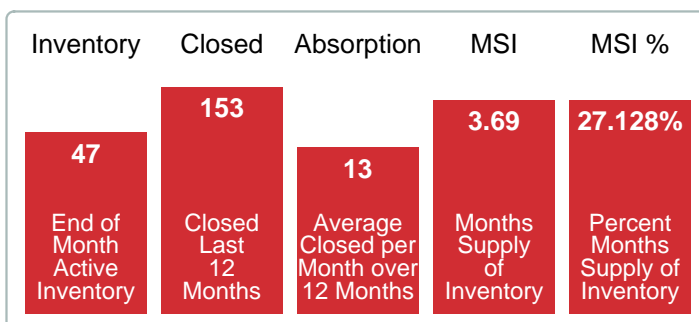
## MONTHS SUPPLY of INVENTORY (MSI)

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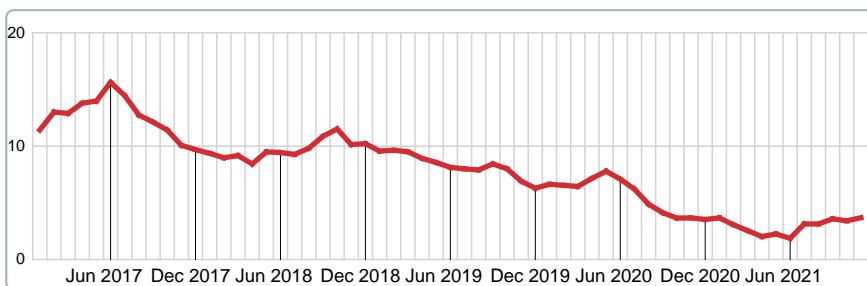
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021

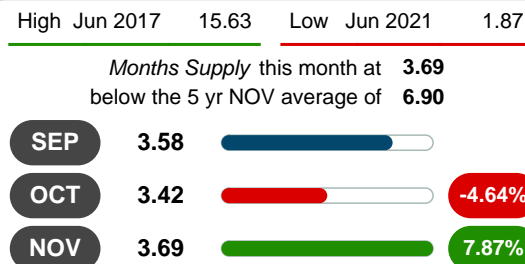


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# November 2021



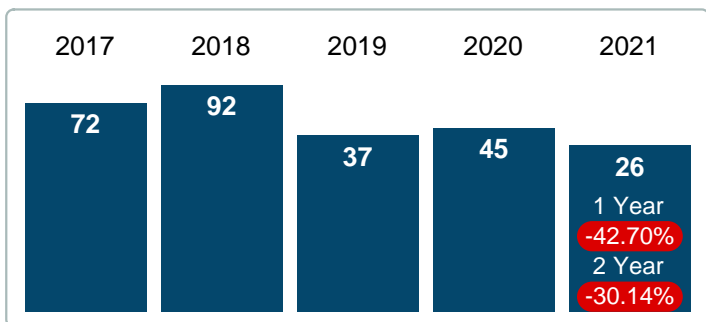
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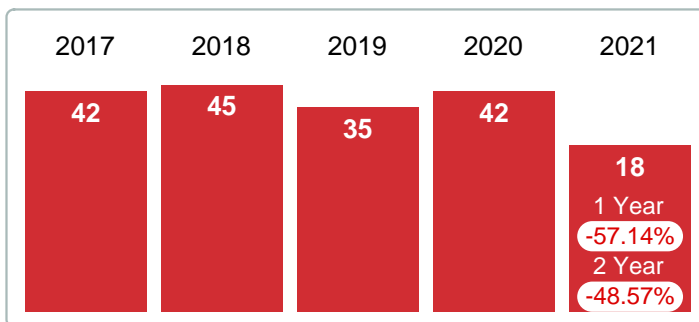
## MEDIAN DAYS ON MARKET TO SALE

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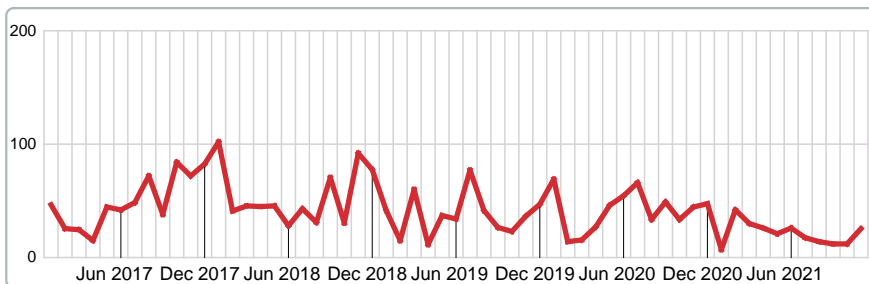
### NOVEMBER



### YEAR TO DATE (YTD)

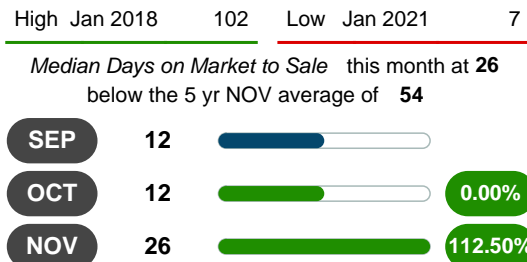


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 54



### 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
\$50,000 and less	5.56%	6	6	0	0	0
\$50,001 - \$50,000	0.00%	6	0	0	0	0
\$50,001 - \$70,000	33.33%	6	5	5	98	0
\$70,001 - \$350,000	27.78%	30	0	37	25	0
\$350,001 - \$470,000	5.56%	3	3	0	0	0
\$470,001 - \$590,000	16.67%	49	0	38	59	0
\$590,001 and up	11.11%	55	0	105	5	0
Median Closed DOM		26	5	30	40	0
Total Closed Units	100%	25.5	5	7	6	
Total Closed Volume		5,098,100	606.90K	1.93M	2.56M	0.00B

# November 2021



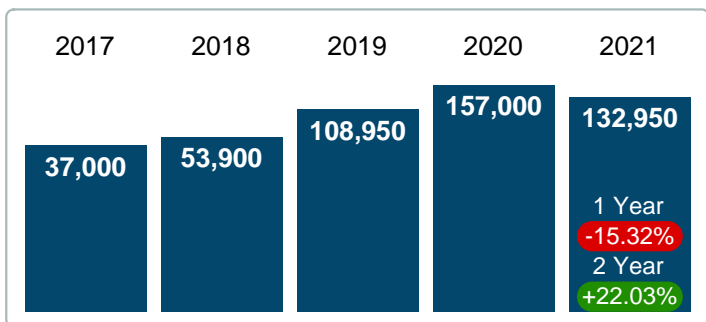
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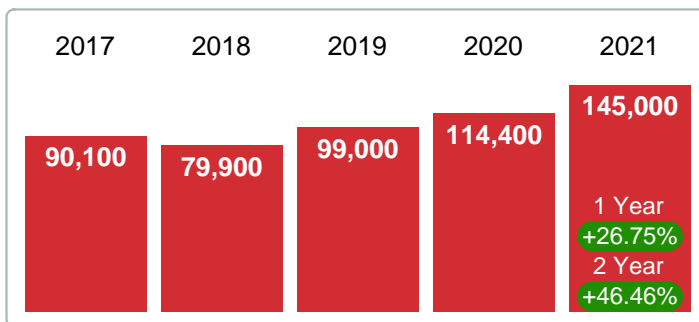
## MEDIAN LIST PRICE AT CLOSING

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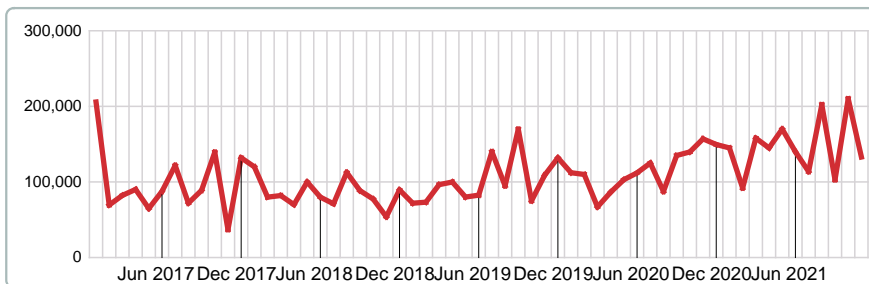
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

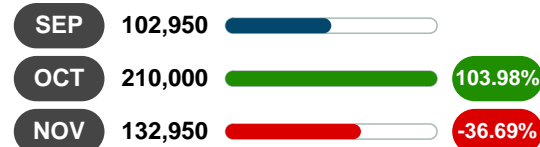


### 3 MONTHS

5 year NOV AVG = 97,960

High Oct 2021 210,000 Low Nov 2017 37,000

Median List Price at Closing this month at **132,950**  
above the 5 yr NOV average of **97,960**



### 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
\$50,000 and less	11.11%	44,500	44,500	0	0	0
\$50,001 - \$50,000	0.00%	44,500	0	0	0	0
\$50,001 - \$70,000	22.22%	66,750	69,200	54,900	65,000	0
\$70,001 - \$350,000	27.78%	96,000	0	94,000	192,450	0
\$350,001 - \$470,000	11.11%	379,500	399,000	0	360,000	0
\$470,001 - \$590,000	11.11%	522,450	0	522,450	0	0
\$590,001 and up	16.67%	625,000	0	625,000	897,500	0
<b>Median List Price</b>		<b>132,950</b>	<b>68,500</b>	<b>96,000</b>	<b>287,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>132,950</b>	<b>5</b>	<b>7</b>	<b>6</b>	
<b>Total Closed Volume</b>		<b>5,218,100</b>	<b>626.40K</b>	<b>1.99M</b>	<b>2.60M</b>	<b>0.00B</b>



# November 2021



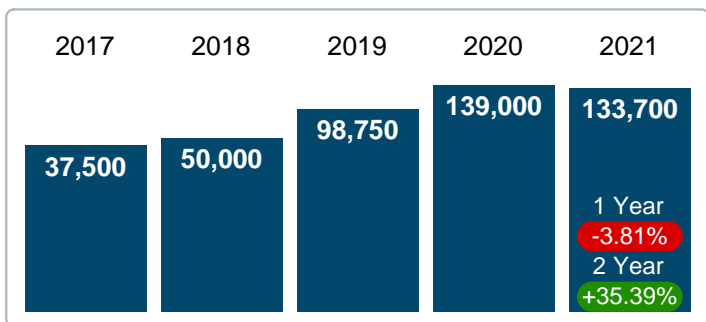
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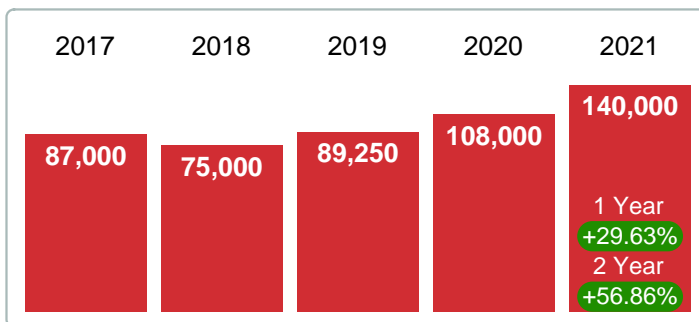
## MEDIAN SOLD PRICE AT CLOSING

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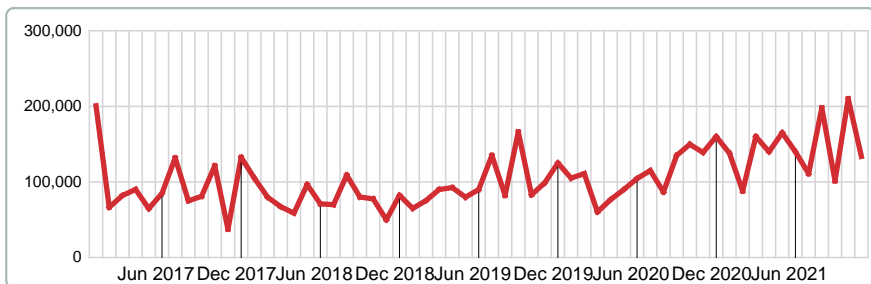
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

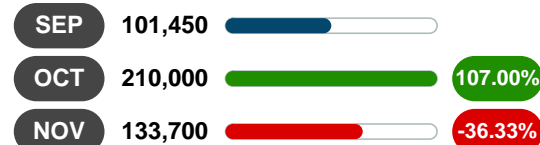


### 3 MONTHS

5 year NOV AVG = 91,790

High Oct 2021 210,000 Low Nov 2017 37,500

Median Sold Price at Closing this month at 133,700 above the 5 yr NOV average of 91,790



### 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
\$50,000 and less	5.56%	42,000	42,000	0	0	0
\$50,001 - \$50,000	0.00%	42,000	0	0	0	0
\$50,001 - \$70,000	33.33%	56,950	56,900	61,000	70,000	0
\$70,001 - \$350,000	27.78%	169,900	0	95,750	195,000	0
\$350,001 - \$470,000	5.56%	399,000	399,000	0	0	0
\$470,001 - \$590,000	16.67%	549,900	0	512,450	572,000	0
\$590,001 and up	11.11%	897,950	0	595,900	1,200,000	0
<b>Median Sold Price</b>		<b>133,700</b>	<b>56,900</b>	<b>97,500</b>	<b>272,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>133,700</b>	<b>5</b>	<b>7</b>	<b>6</b>	
<b>Total Closed Volume</b>		<b>5,098,100</b>	<b>606.90K</b>	<b>1.93M</b>	<b>2.56M</b>	<b>0.00B</b>

# November 2021



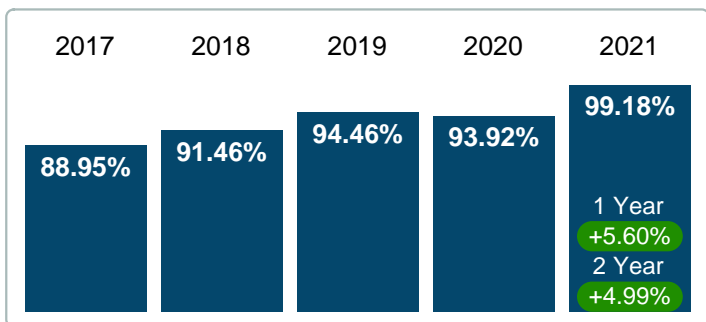
Area Delimited by County Of Sequoyah - Residential Property Type



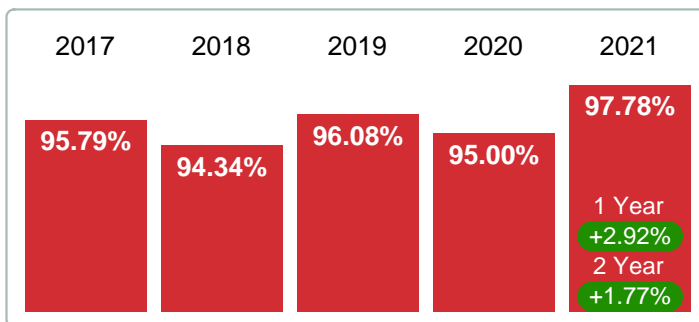
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

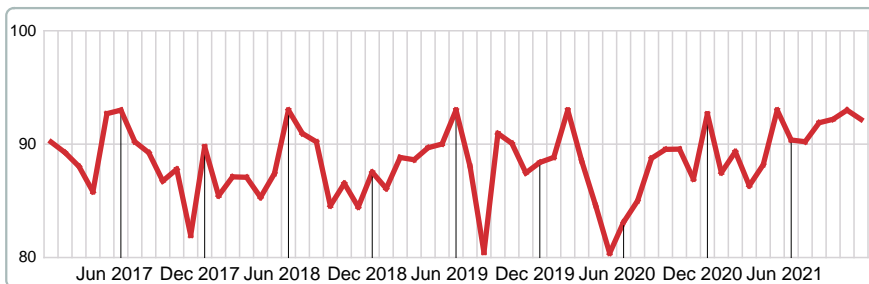
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

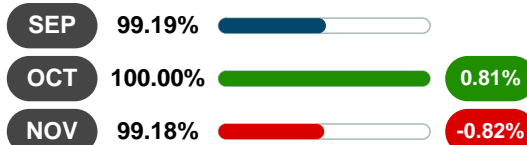


### 3 MONTHS

5 year NOV AVG = 93.60%

High Oct 2021 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **99.18%**  
above the 5 yr NOV average of **93.60%**



### 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
\$50,000 and less	<b>1</b> <div style="width: 5.56%;"></div>	5.56%	105.00%	105.00%	0.00%	0.00%	0.00%
\$50,001 - \$50,000	<b>0</b> <div style="width: 0.00%;"></div>	0.00%	105.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$70,000	<b>6</b> <div style="width: 33.33%;"></div>	33.33%	96.40%	83.21%	96.40%	107.69%	0.00%
\$70,001 - \$350,000	<b>5</b> <div style="width: 27.78%;"></div>	27.78%	100.00%	0.00%	100.78%	97.22%	0.00%
\$350,001 - \$470,000	<b>1</b> <div style="width: 5.56%;"></div>	5.56%	100.00%	100.00%	0.00%	0.00%	0.00%
\$470,001 - \$590,000	<b>3</b> <div style="width: 16.67%;"></div>	16.67%	96.13%	0.00%	97.98%	96.13%	0.00%
\$590,001 and up	<b>2</b> <div style="width: 11.11%;"></div>	11.11%	97.67%	0.00%	95.34%	100.00%	0.00%
Median Sold/List Ratio		99.18%		100.00%	98.36%	98.61%	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



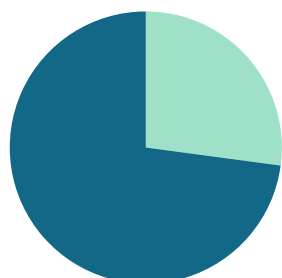
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

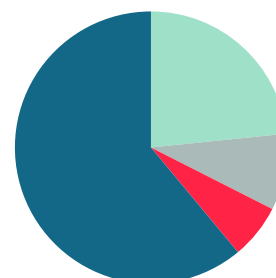


**Inventory**  
 New Listings  
**16 = 27.12%**  
 Start Inventory  
**43**  
 Total Inventory Units  
**59**  
 Volume  
**\$17,530,799**

### 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%
Median List Price	157,000	132,950	-15.32%	114,400	145,000	26.75%
Median Sale Price	139,000	133,700	-3.81%	108,000	140,000	29.63%
Median Percent of Selling Price to List Price	93.92%	99.18%	5.60%	95.00%	97.78%	2.92%
Median Days on Market to Sale	44.50	25.50	-42.70%	42.00	18.00	-57.14%
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

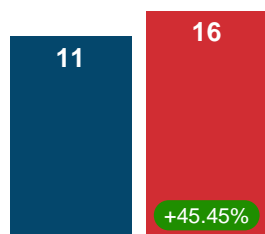
**Inventory** on November 30, 2021 = **47**

**2020** **2021**

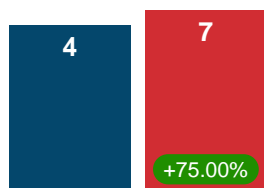
### NOVEMBER MARKET

### MEDIAN PRICES

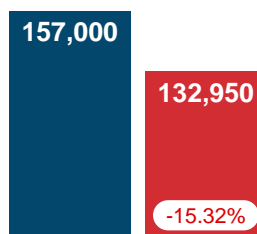
#### New Listings



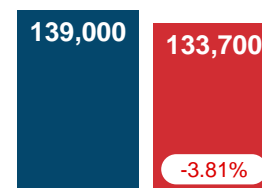
#### Pending Listings



#### List Price



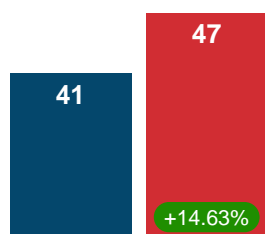
#### Sale Price



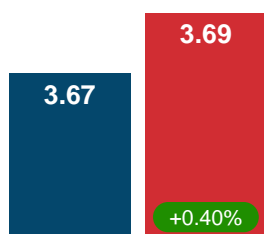
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

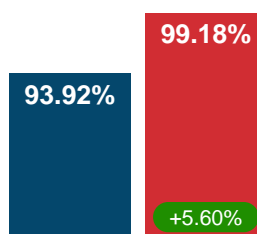
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

