

November 2022



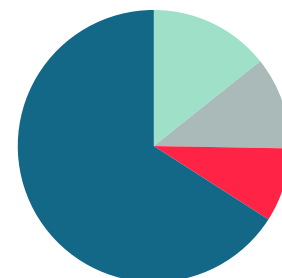
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	18	13	-27.78%
Pending Listings	7	10	42.86%
New Listings	16	17	6.25%
Average List Price	289,894	184,892	-36.22%
Average Sale Price	283,228	174,692	-38.32%
Average Percent of Selling Price to List Price	97.40%	93.86%	-3.63%
Average Days on Market to Sale	32.22	26.54	-17.64%
End of Month Inventory	47	60	27.66%
Months Supply of Inventory	3.69	5.18	40.52%



■ Closed (14.29%)
■ Pending (10.99%)
■ Other OffMarket (8.79%)
■ Active (65.93%)

Absorption: Last 12 months, an Average of **12 Sales/Month Active Inventory** as of November 30, 2022 = **60**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **27.66%** to 60 existing homes available for sale. Over the last 12 months this area has had an average of 12 closed sales per month. This represents an unsold inventory index of **5.18** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **38.32%** in November 2022 to \$174,692 versus the previous year at \$283,228.

Average Days on Market Shortens

The average number of **26.54** days that homes spent on the market before selling decreased by 5.68 days or **17.64%** in November 2022 compared to last year's same month at **32.22** DOM.

Sales Success for November 2022 is Positive

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

There were 17 New Listings in November 2022, up **6.25%** from last year at 16. Furthermore, there were 13 Closed Listings this month versus last year at 18, a **-27.78%** decrease.

Closed versus Listed trends yielded a **76.5%** ratio, down from previous year's, November 2021, at **112.5%**, a **32.03%** 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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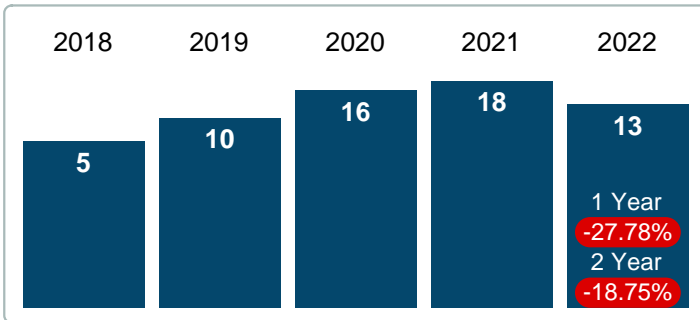
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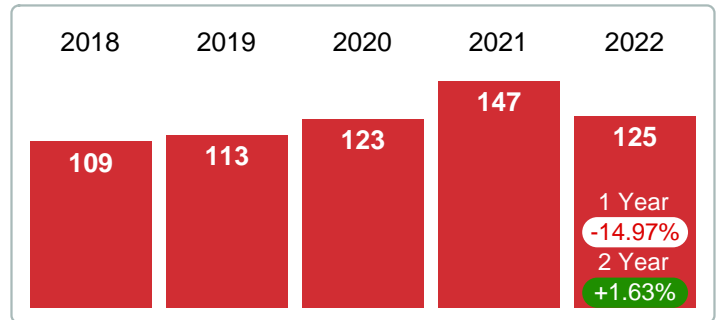
CLOSED LISTINGS

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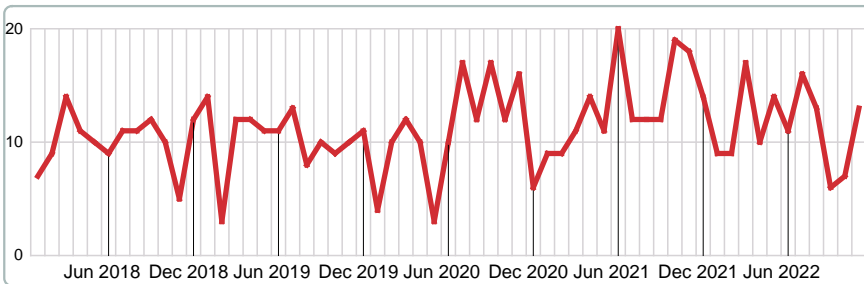
NOVEMBER



YEAR TO DATE (YTD)

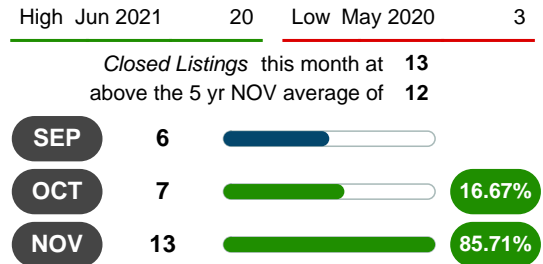


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 12



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	7.69%	7.0	0	1	0	0
\$75,001 - \$100,000	1	7.69%	70.0	0	1	0	0
\$100,001 - \$125,000	3	23.08%	35.3	1	2	0	0
\$125,001 - \$200,000	3	23.08%	13.7	0	2	1	0
\$200,001 - \$250,000	2	15.38%	26.0	1	1	0	0
\$250,001 - \$300,000	1	7.69%	52.0	0	1	0	0
\$300,001 and up	2	15.38%	8.5	0	1	1	0
Total Closed Units	13			2	9	2	0
Total Closed Volume	2,271,000	100%	26.5	348.00K	1.44M	485.00K	0.00B
Average Closed Price	\$174,692			\$174,000	\$159,778	\$242,500	\$0

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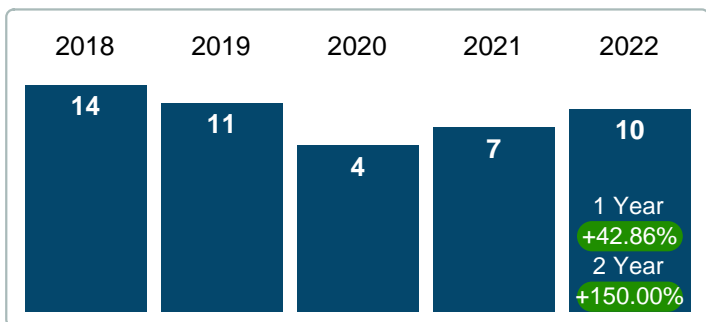
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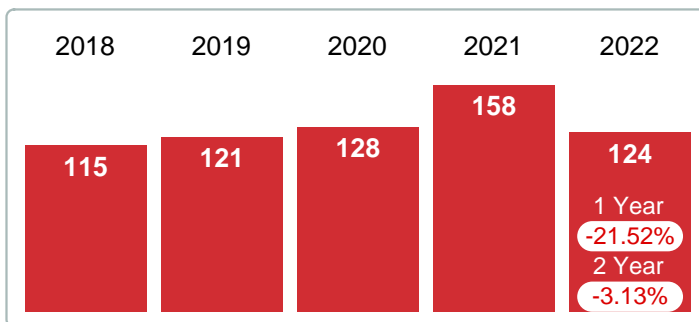
PENDING LISTINGS

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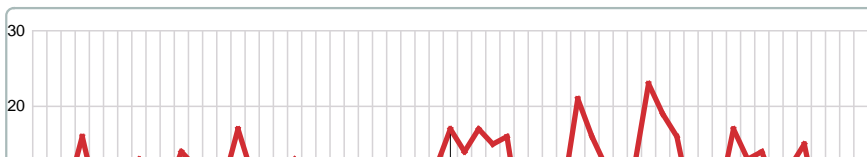
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 9

High Aug 2021 23 Low Apr 2020 3

Pending Listings this month at 10
above the 5 yr NOV average of 9

SEP	10	
OCT	10	0.00%
NOV	10	0.00%

Distribution of Pending 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	20.00%	5.0	1	1	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$150,000	4	40.00%	14.3	1	3	0	0
\$150,001 - \$225,000	2	20.00%	6.5	1	0	1	0
\$225,001 - \$675,000	1	10.00%	23.0	0	1	0	0
\$675,001 and up	1	10.00%	44.0	0	0	1	0
Total Pending Units	10			3	5	2	0
Total Pending Volume	1,832,600	100%	14.7	399.90K	572.80K	859.90K	0.00B
Average Listing Price	\$183,260			\$133,300	\$114,560	\$429,950	\$0

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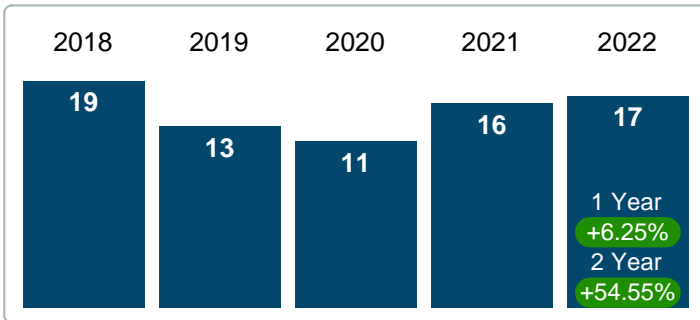
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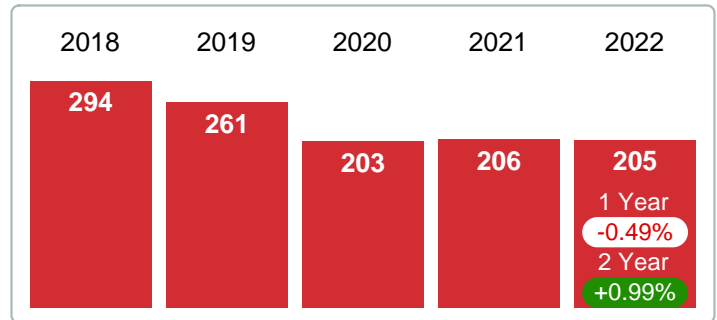
NEW LISTINGS

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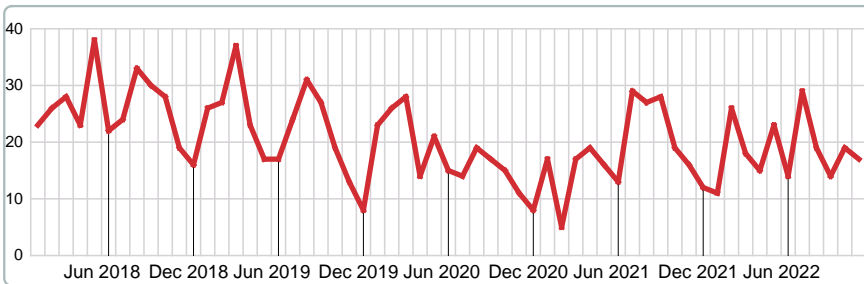
NOVEMBER



YEAR TO DATE (YTD)

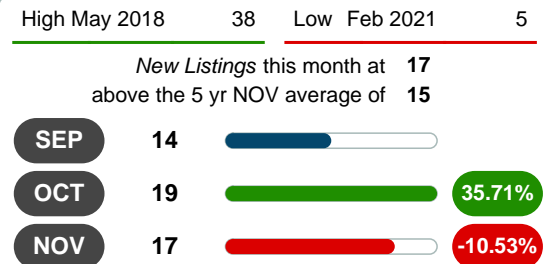


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 15



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1	5.88%	0	1	0	0
\$40,001 - \$70,000	2	11.76%	1	1	0	0
\$70,001 - \$110,000	3	17.65%	1	2	0	0
\$110,001 - \$160,000	5	29.41%	1	3	1	0
\$160,001 - \$220,000	2	11.76%	1	1	0	0
\$220,001 - \$280,000	2	11.76%	0	0	2	0
\$280,001 and up	2	11.76%	0	1	1	0
Total New Listed Units	17		4	9	4	0
Total New Listed Volume	2,636,600	100%	459.90K	1.19M	983.00K	0.00B
Average New Listed Listing Price	\$142,164		\$114,975	\$132,633	\$245,750	\$0

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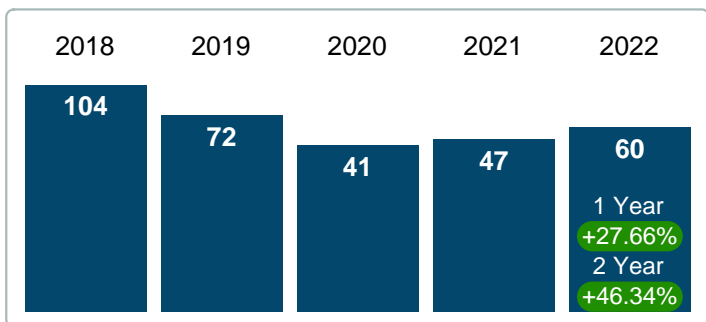
Area Delimited by County Of Sequoyah - Residential Property Type



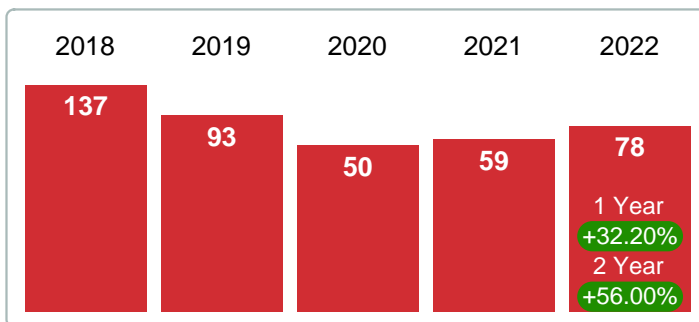
ACTIVE INVENTORY

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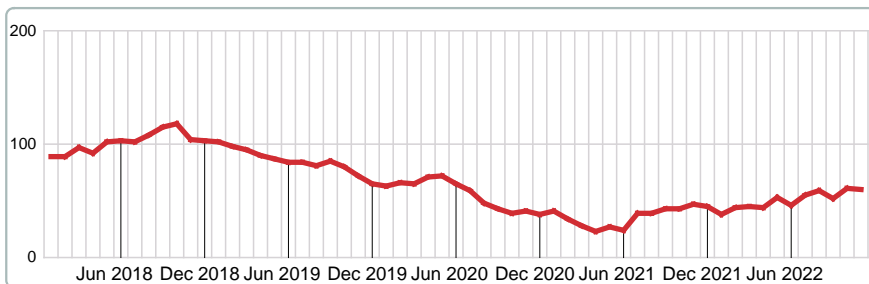
END OF NOVEMBER



ACTIVE DURING NOVEMBER

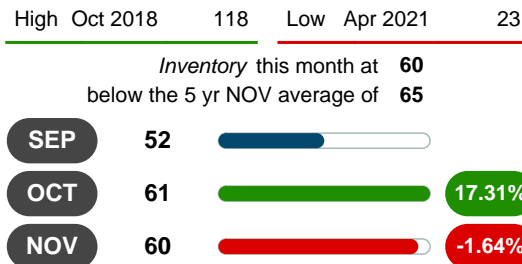


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 65



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	8.33%	95.4	2	2	1	0
\$100,001 - \$125,000	2	3.33%	22.0	1	1	0	0
\$125,001 - \$150,000	7	11.67%	104.0	0	6	1	0
\$150,001 - \$325,000	23	38.33%	86.9	4	13	6	0
\$325,001 - \$375,000	11	18.33%	99.4	1	6	2	2
\$375,001 - \$575,000	6	10.00%	88.3	1	3	2	0
\$575,001 and up	6	10.00%	96.0	1	3	2	0
Total Active Inventory by Units	60			10	34	14	2
Total Active Inventory by Volume	24,104,900	100%	90.8	3.17M	11.62M	8.60M	714.80K
Average Active Inventory Listing Price	\$401,748			\$317,410	\$341,788	\$613,943	\$357,400

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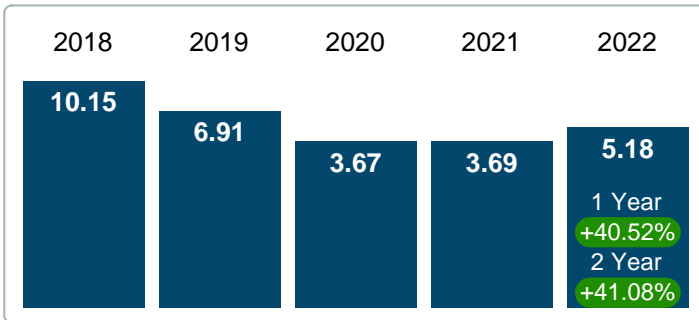
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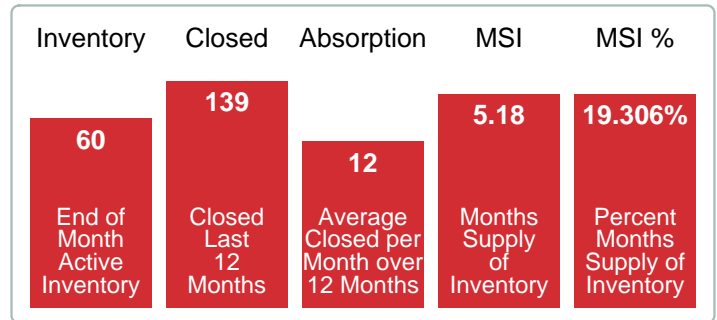
MONTHS SUPPLY of INVENTORY (MSI)

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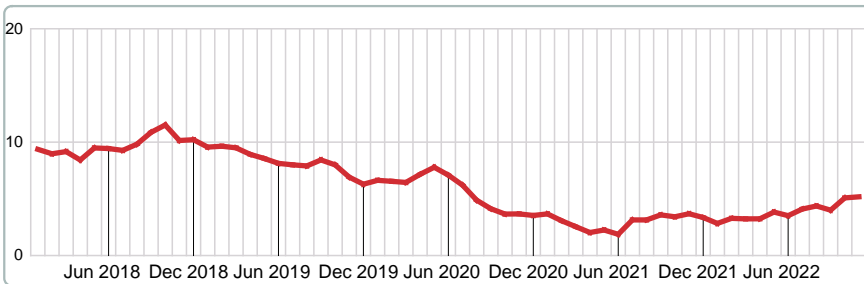
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 5.92

High Oct 2018 11.51 Low Jun 2021 1.87

Months Supply this month at 5.18 below the 5 yr NOV average of 5.92



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
\$100,000 and less	5	8.33%	1.67	1.60	1.14	0.00	0.00
\$100,001 - \$125,000	2	3.33%	1.85	3.00	1.50	0.00	0.00
\$125,001 - \$150,000	7	11.67%	4.67	0.00	5.54	12.00	0.00
\$150,001 - \$325,000	23	38.33%	5.21	4.00	5.03	7.20	0.00
\$325,001 - \$375,000	11	18.33%	26.40	6.00	24.00	0.00	0.00
\$375,001 - \$575,000	6	10.00%	6.55	4.00	6.00	12.00	0.00
\$575,001 and up	6	10.00%	24.00	0.00	36.00	12.00	0.00
Market Supply of Inventory (MSI)			5.18	3.00	4.92	10.50	inf
Total Active Inventory by Units		100%	5.18	10	34	14	2

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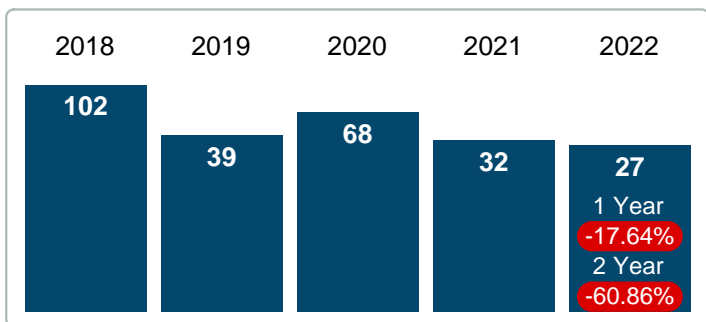
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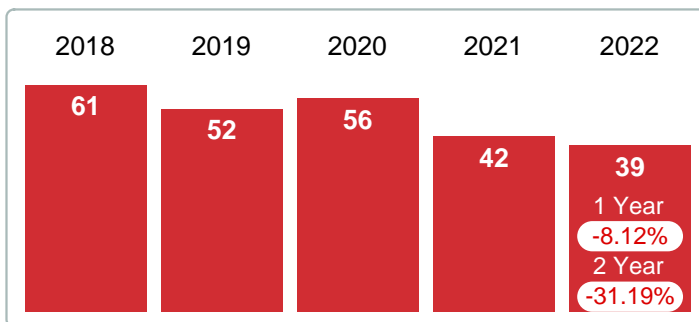
AVERAGE DAYS ON MARKET TO SALE

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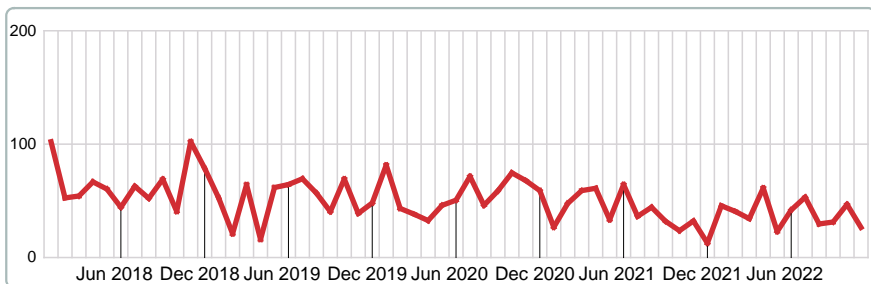
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

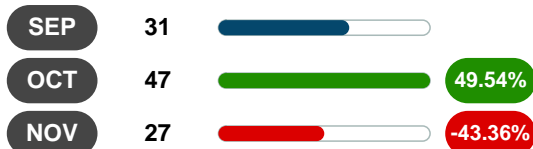


3 MONTHS

5 year NOV AVG = 54

High Nov 2018 102 Low Dec 2021 13

Average Days on Market to Sale this month at 27 below the 5 yr NOV average of 54



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
\$75,000 and less	7.69%	7	0	7	0	0
\$75,001 - \$100,000	7.69%	70	0	70	0	0
\$100,001 - \$125,000	23.08%	35	59	24	0	0
\$125,001 - \$200,000	23.08%	14	0	20	1	0
\$200,001 - \$250,000	15.38%	26	17	35	0	0
\$250,001 - \$300,000	7.69%	52	0	52	0	0
\$300,001 and up	15.38%	9	0	7	10	0
Average Closed DOM		27	38	29	6	0
Total Closed Units	100%	27	2	9	2	0
Total Closed Volume		2,271,000	348.00K	1.44M	485.00K	0.00B

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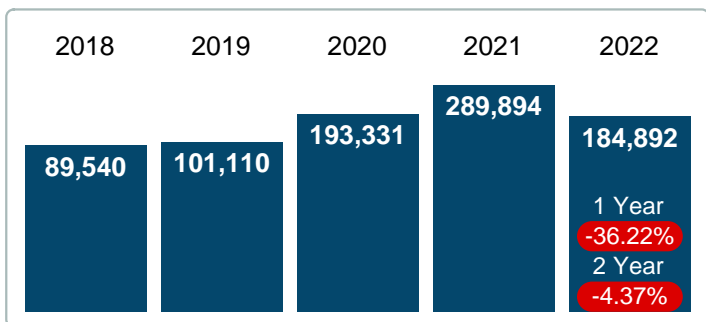
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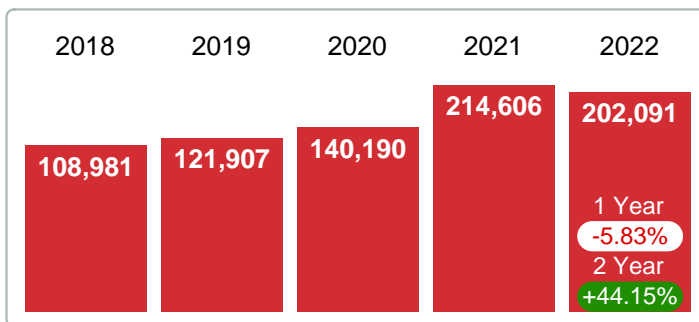
AVERAGE LIST PRICE AT CLOSING

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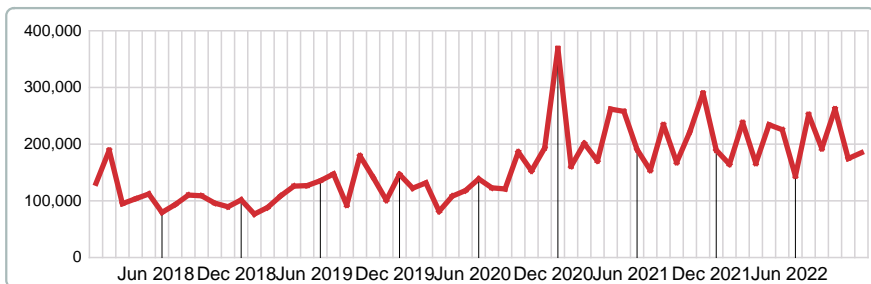
NOVEMBER



YEAR TO DATE (YTD)

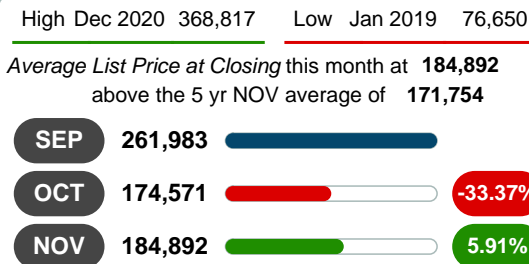


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 171,754



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
\$75,000 and less	1	7.69%	59,900	0	59,900	0	0
\$75,001 - \$100,000	1	7.69%	79,000	0	79,000	0	0
\$100,001 - \$125,000	1	7.69%	125,000	125,000	129,950	0	0
\$125,001 - \$200,000	5	38.46%	146,960	0	157,450	160,000	0
\$200,001 - \$250,000	2	15.38%	232,450	250,000	214,900	0	0
\$250,001 - \$300,000	1	7.69%	299,995	0	299,995	0	0
\$300,001 and up	2	15.38%	320,000	0	315,000	325,000	0
Average List Price			184,892	187,500	171,511	242,500	0
Total Closed Units		100%	184,892	2	9	2	
Total Closed Volume			2,403,595	375.00K	1.54M	485.00K	0.00B

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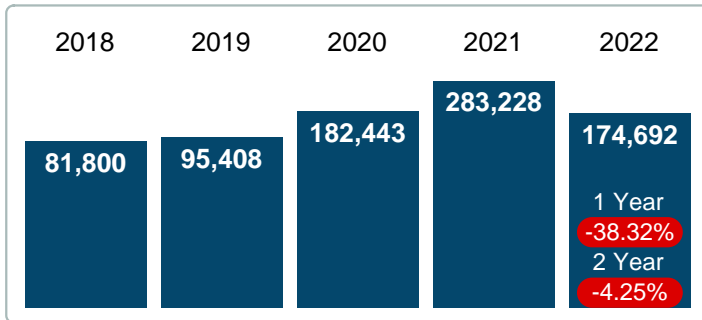
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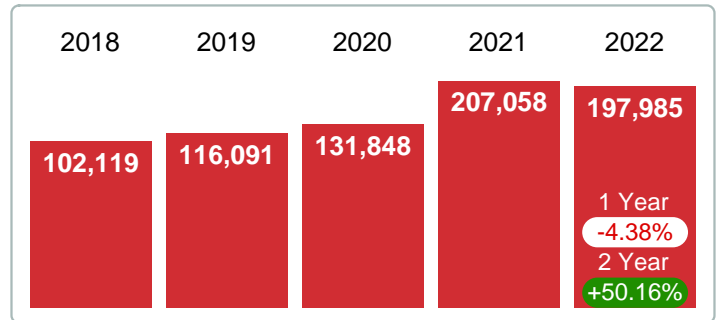
AVERAGE SOLD PRICE AT CLOSING

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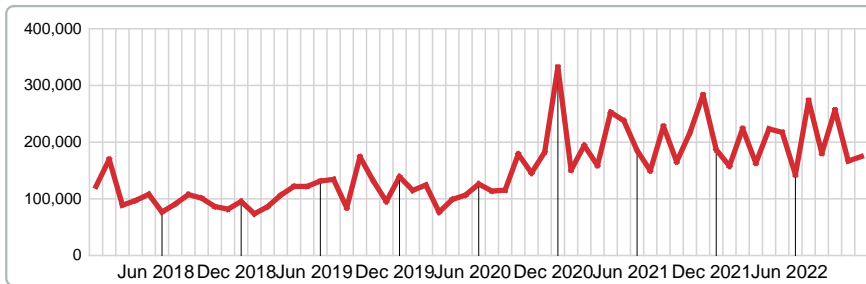
NOVEMBER



YEAR TO DATE (YTD)

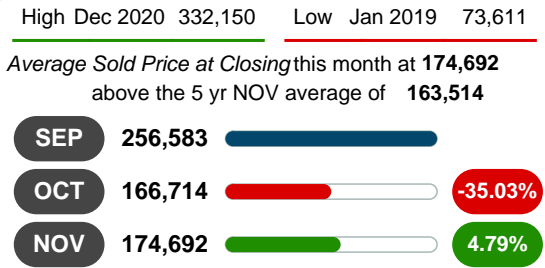


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 163,514



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
\$75,000 and less	1	7.69%	54,000	0	54,000	0	0
\$75,001 - \$100,000	1	7.69%	80,000	0	80,000	0	0
\$100,001 - \$125,000	3	23.08%	117,667	108,000	122,500	0	0
\$125,001 - \$200,000	3	23.08%	144,000	0	136,000	160,000	0
\$200,001 - \$250,000	2	15.38%	225,000	240,000	210,000	0	0
\$250,001 - \$300,000	1	7.69%	262,000	0	262,000	0	0
\$300,001 and up	2	15.38%	320,000	0	315,000	325,000	0
Average Sold Price			174,692	174,000	159,778	242,500	0
Total Closed Units		100%	174,692	2	9	2	0
Total Closed Volume			2,271,000	348.00K	1.44M	485.00K	0.00B

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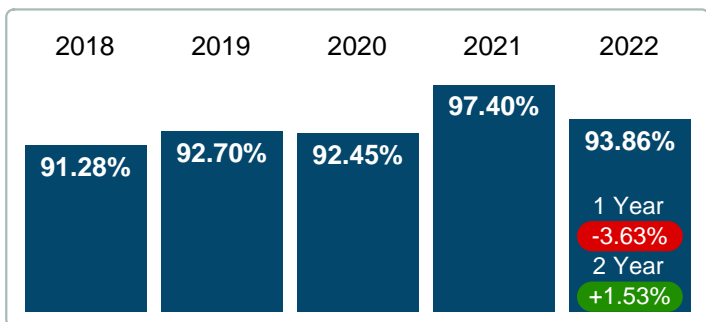
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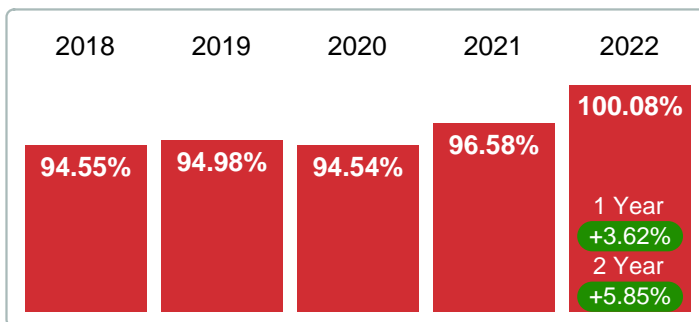
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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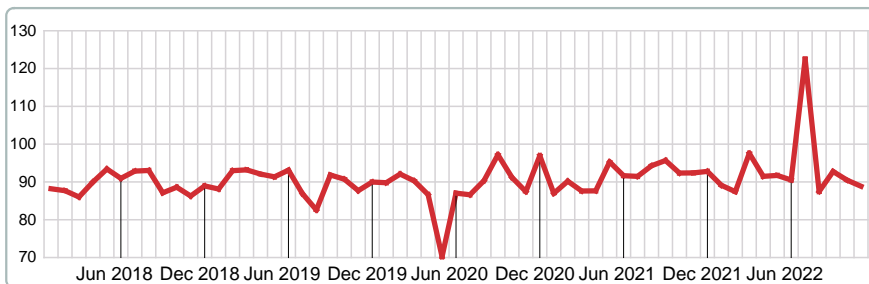
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

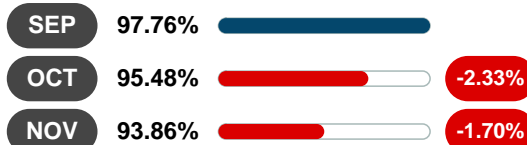


3 MONTHS

5 year NOV AVG = 93.54%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **93.86%**
 equal to 5 yr NOV average of **93.54%**



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
\$75,000 and less	1	7.69%	90.15%	0.00%	90.15%	0.00%	0.00%
\$75,001 - \$100,000	1	7.69%	101.27%	0.00%	101.27%	0.00%	0.00%
\$100,001 - \$125,000	3	23.08%	91.64%	86.40%	94.27%	0.00%	0.00%
\$125,001 - \$200,000	3	23.08%	90.93%	0.00%	86.39%	100.00%	0.00%
\$200,001 - \$250,000	2	15.38%	96.86%	96.00%	97.72%	0.00%	0.00%
\$250,001 - \$300,000	1	7.69%	87.33%	0.00%	87.33%	0.00%	0.00%
\$300,001 and up	2	15.38%	100.00%	0.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		93.90%		91.20%	93.09%	100.00%	0.00%
Total Closed Units		13	100%	2	9	2	
Total Closed Volume		2,271,000		348.00K	1.44M	485.00K	0.00B

November 2022



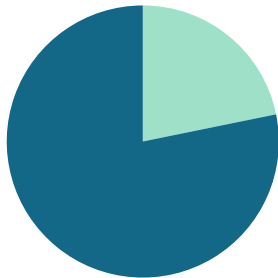
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

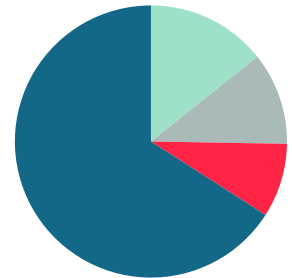


Inventory
 New Listings
 17 = 21.79%
 Start Inventory
 61
 Total Inventory Units
 78
 Volume
 \$31,325,499

Market Activity

Closed Sales
 13 = 14.29%
 Pending Sales
 10 = 10.99%
 Other Off Market
 8 = 8.79%
 Active Inventory
 60 = 65.93%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	18	13	-27.78%	147	125	-14.97%
Pending Sales	7	10	42.86%	158	124	-21.52%
New Listings	16	17	6.25%	206	205	-0.49%
Average List Price	289,894	184,892	-36.22%	214,606	202,091	-5.83%
Average Sale Price	283,228	174,692	-38.32%	207,058	197,985	-4.38%
Average Percent of Selling Price to List Price	97.40%	93.86%	-3.63%	96.58%	100.08%	3.62%
Average Days on Market to Sale	32.22	26.54	-17.64%	42.24	38.82	-8.12%
Monthly Inventory	47	60	27.66%	47	60	27.66%
Months Supply of Inventory	3.69	5.18	40.52%	3.69	5.18	40.52%

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

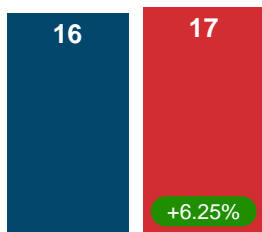
Inventory on November 30, 2022 = 60

2021 2022

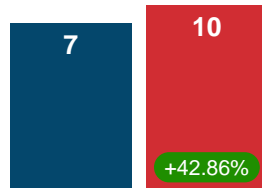
NOVEMBER MARKET

AVERAGE PRICES

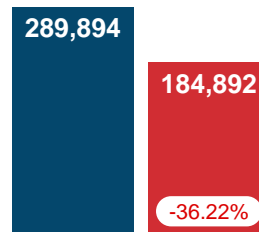
New Listings



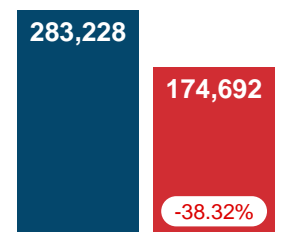
Pending Listings



List Price



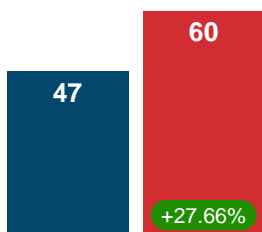
Sale Price



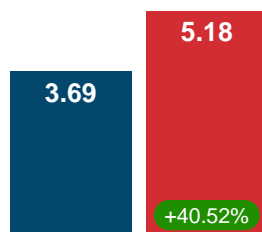
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

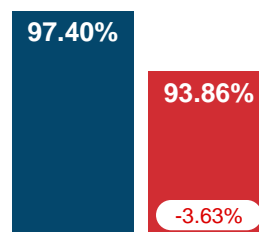
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

