

# November 2022



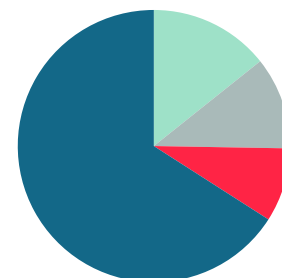
Area Delimited by County Of Sequoyah - Residential Property Type



## 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%
Median List Price	132,950	160,000	20.35%
Median Sale Price	133,700	142,000	6.21%
Median Percent of Selling Price to List Price	99.18%	96.00%	-3.21%
Median Days on Market to Sale	25.50	17.00	-33.33%
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.

#### 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 **6.21%** in November 2022 to \$142,000 versus the previous year at \$133,700.

#### Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 8.50 days or **33.33%** in November 2022 compared to last year's same month at **25.50** DOM.

#### Sales Success for November 2022 is Positive

Overall, with Median Prices going up 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.

### 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

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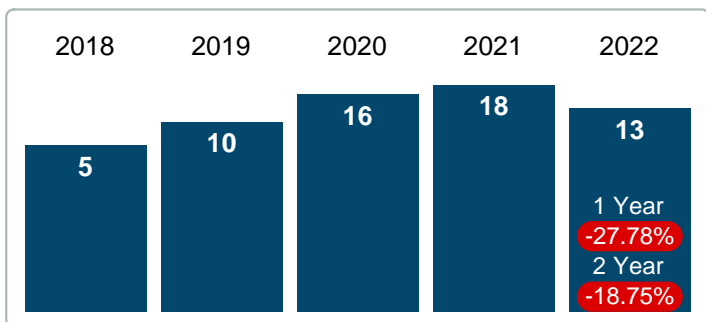
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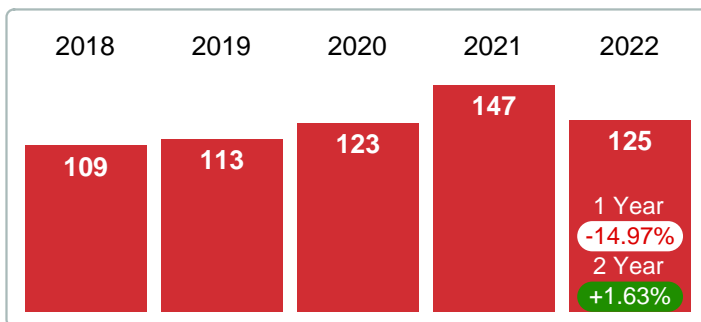
## CLOSED LISTINGS

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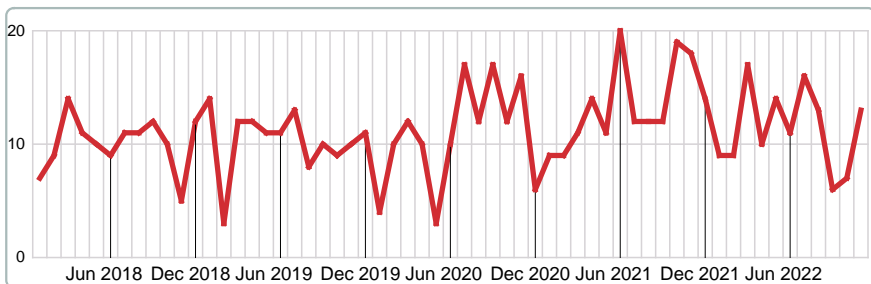
### NOVEMBER



### YEAR TO DATE (YTD)

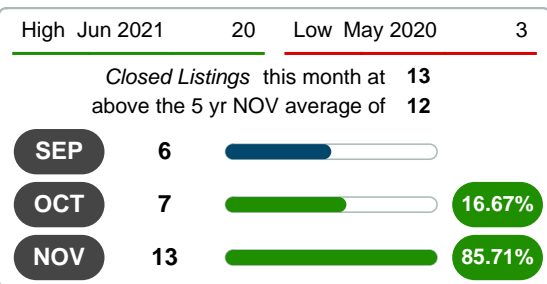


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 12



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	2	15.38%	38.5	0	2	0	0
\$80,001 - \$100,000	0	0.00%	38.5	0	0	0	0
\$100,001 - \$120,000	2	15.38%	50.0	1	1	0	0
\$120,001 - \$210,000	5	38.46%	13.0	0	4	1	0
\$210,001 - \$260,000	1	7.69%	17.0	1	0	0	0
\$260,001 - \$310,000	1	7.69%	52.0	0	1	0	0
\$310,001 and up	2	15.38%	8.5	0	1	1	0
<b>Total Closed Units</b>	<b>13</b>			<b>2</b>	<b>9</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>2,271,000</b>	<b>100%</b>	<b>17.0</b>	<b>348.00K</b>	<b>1.44M</b>	<b>485.00K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$142,000</b>			<b>\$174,000</b>	<b>\$130,000</b>	<b>\$242,500</b>	<b>\$0</b>

# November 2022



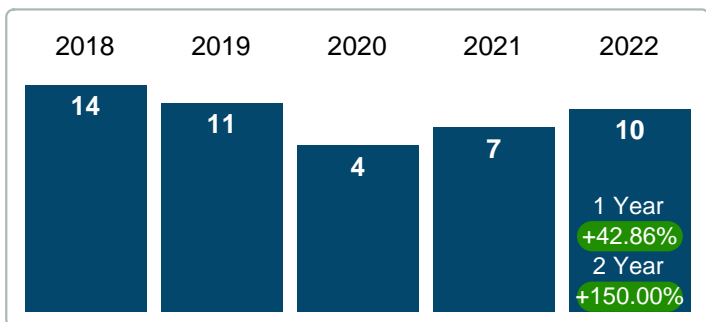
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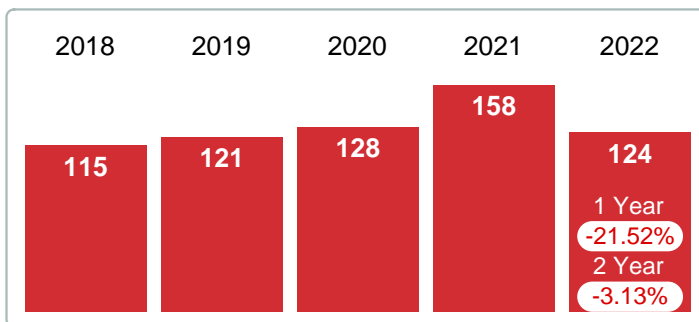
## PENDING LISTINGS

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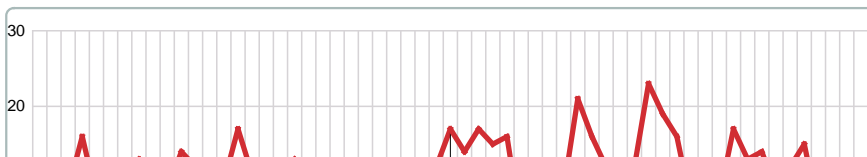
### NOVEMBER



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1	10.00%	1.0	0	1	0	0
\$40,001 - \$50,000	1	10.00%	9.0	1	0	0	0
\$50,001 - \$60,000	1	10.00%	7.0	0	1	0	0
\$60,001 - \$160,000	4	40.00%	11.5	1	2	1	0
\$160,001 - \$220,000	0	0.00%	11.5	0	0	0	0
\$220,001 - \$690,000	2	20.00%	18.0	1	1	0	0
\$690,001 and up	1	10.00%	44.0	0	0	1	0
<b>Total Pending Units</b>	<b>10</b>			<b>3</b>	<b>5</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>1,832,600</b>	<b>100%</b>	<b>11.5</b>	<b>399.90K</b>	<b>572.80K</b>	<b>859.90K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$104,900</b>			<b>\$129,900</b>	<b>\$65,000</b>	<b>\$429,950</b>	<b>\$0</b>

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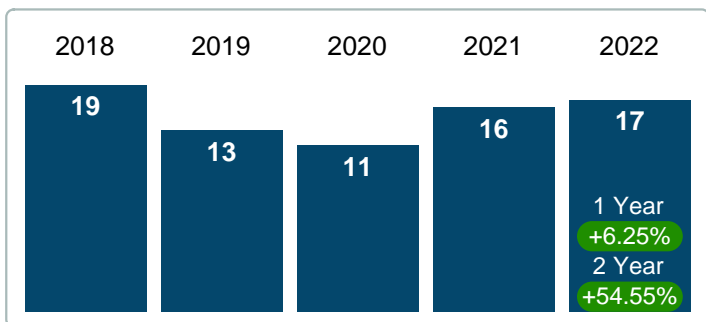
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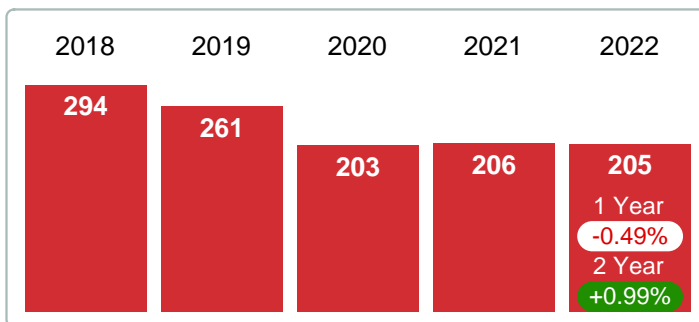
## NEW LISTINGS

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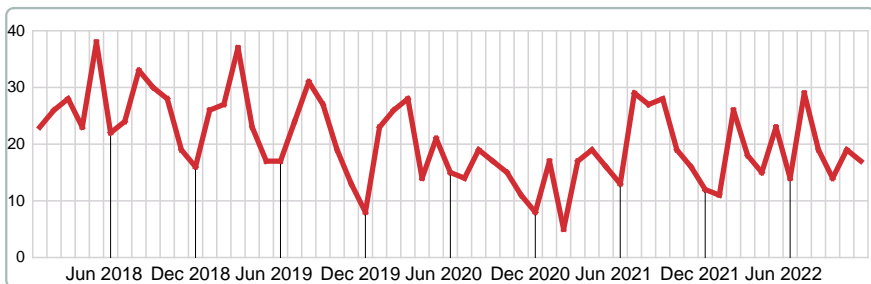
### NOVEMBER



### YEAR TO DATE (YTD)

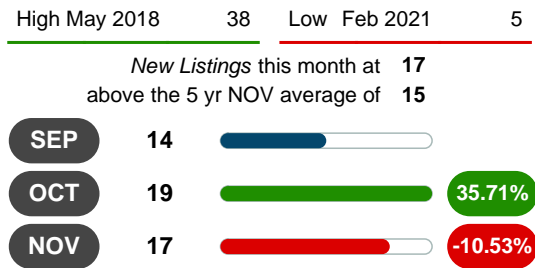


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$25,000 and less	0	0.00%	0	0	0	0
\$25,001 - \$75,000	3	17.65%	1	2	0	0
\$75,001 - \$100,000	2	11.76%	1	1	0	0
\$100,001 - \$150,000	3	17.65%	1	2	0	0
\$150,001 - \$225,000	6	35.29%	1	3	2	0
\$225,001 - \$275,000	1	5.88%	0	0	1	0
\$275,001 and up	2	11.76%	0	1	1	0
<b>Total New Listed Units</b>	<b>17</b>		<b>4</b>	<b>9</b>	<b>4</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>2,636,600</b>	<b>100%</b>	<b>459.90K</b>	<b>1.19M</b>	<b>983.00K</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$159,000</b>		<b>\$100,000</b>	<b>\$129,000</b>	<b>\$242,000</b>	<b>\$0</b>

# November 2022



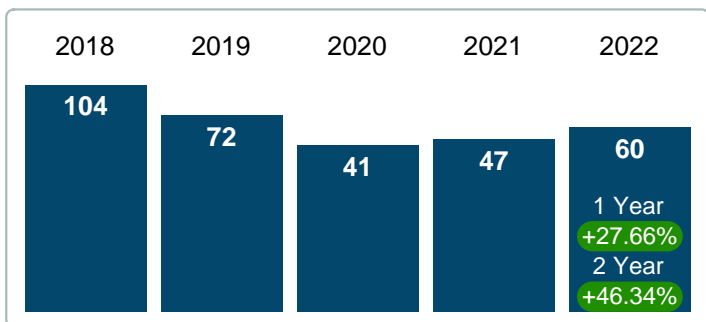
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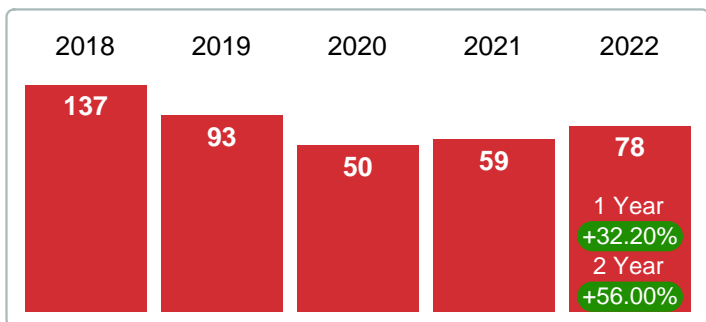
## ACTIVE INVENTORY

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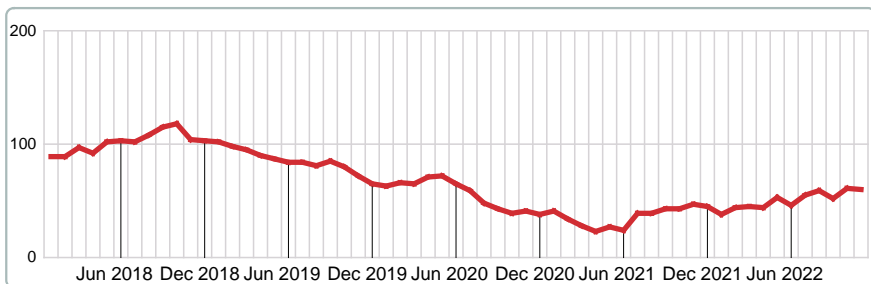
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

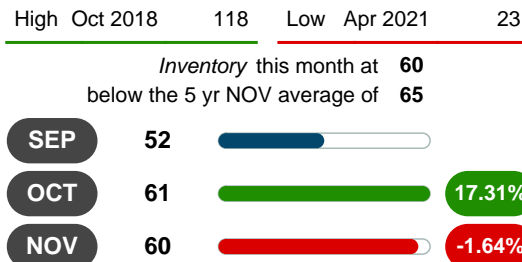


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 65



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	8.33%	89.0	2	2	1	0
\$100,001 - \$125,000	2	3.33%	22.0	1	1	0	0
\$125,001 - \$150,000	7	11.67%	114.0	0	6	1	0
\$150,001 - \$325,000	23	38.33%	91.0	4	13	6	0
\$325,001 - \$375,000	11	18.33%	89.0	1	6	2	2
\$375,001 - \$575,000	6	10.00%	73.0	1	3	2	0
\$575,001 and up	6	10.00%	56.0	1	3	2	0
<b>Total Active Inventory by Units</b>	<b>60</b>			<b>10</b>	<b>34</b>	<b>14</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>24,104,900</b>	<b>100%</b>	<b>89.0</b>	<b>3.17M</b>	<b>11.62M</b>	<b>8.60M</b>	<b>714.80K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$219,950</b>			<b>\$184,900</b>	<b>\$166,500</b>	<b>\$287,000</b>	<b>\$357,400</b>

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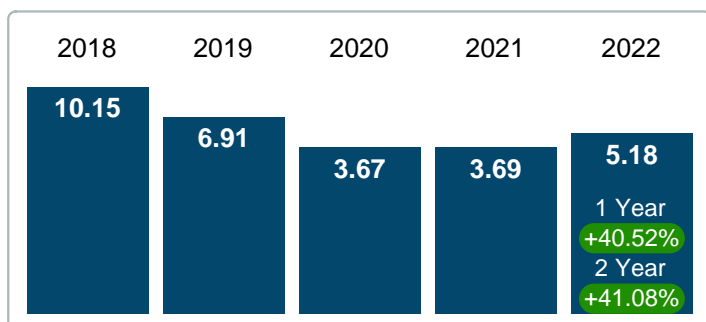
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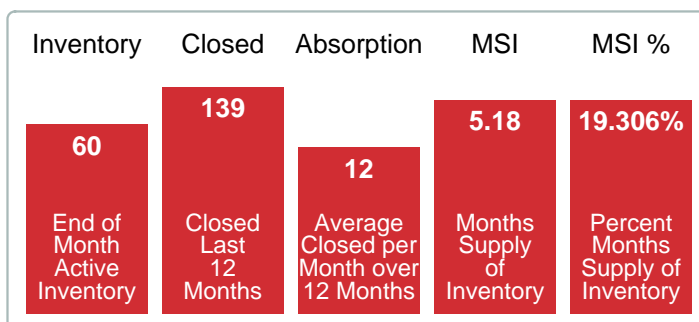
## MONTHS SUPPLY of INVENTORY (MSI)

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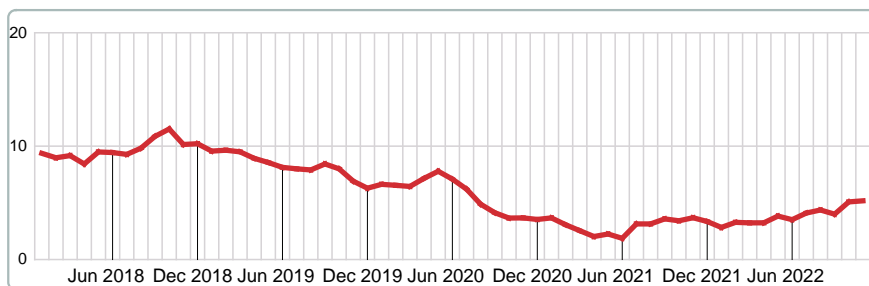
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022

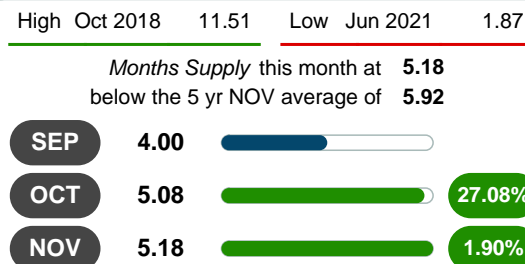


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 5.92



### 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

# November 2022



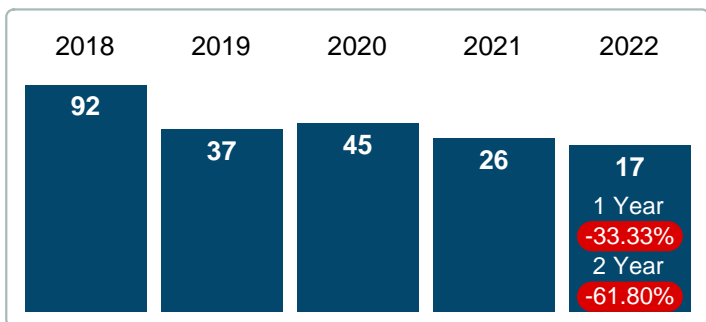
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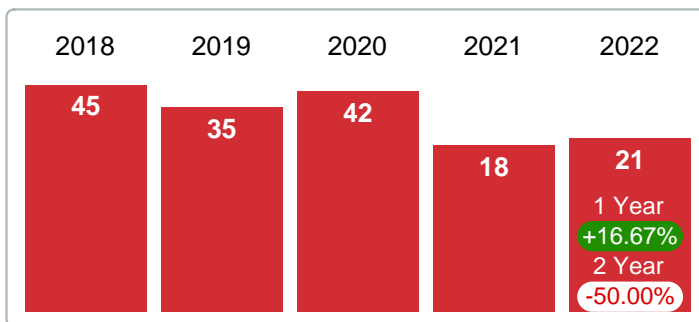
## MEDIAN DAYS ON MARKET TO SALE

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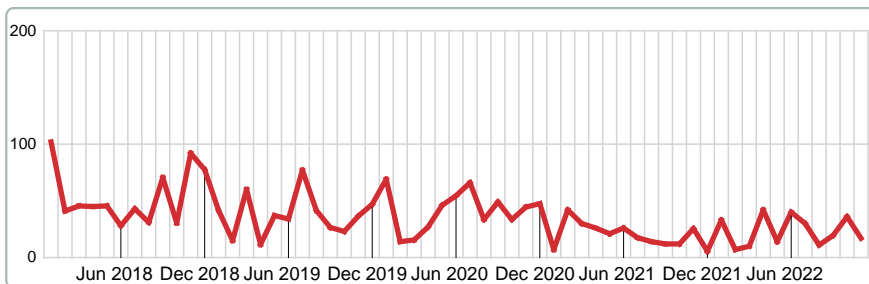
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 43

High Jan 2018 102 Low Dec 2021 6

Median Days on Market to Sale this month at 17 below the 5 yr NOV average of 43



### 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
\$80,000 and less	15.38%	39	0	39	0	0
\$80,001 - \$100,000	0.00%	39	0	0	0	0
\$100,001 - \$120,000	15.38%	50	59	41	0	0
\$120,001 - \$210,000	38.46%	13	0	20	1	0
\$210,001 - \$260,000	7.69%	17	17	0	0	0
\$260,001 - \$310,000	7.69%	52	0	52	0	0
\$310,001 and up	15.38%	9	0	7	10	0
<b>Median Closed DOM</b>		<b>17</b>	<b>38</b>	<b>27</b>	<b>6</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>17.0</b>	<b>2</b>	<b>9</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,271,000</b>	<b>348.00K</b>	<b>1.44M</b>	<b>485.00K</b>	<b>0.00B</b>

# November 2022



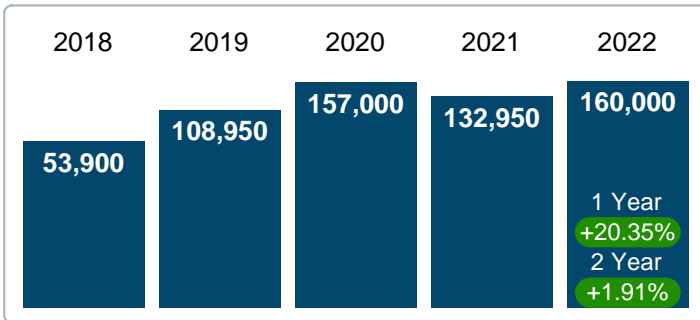
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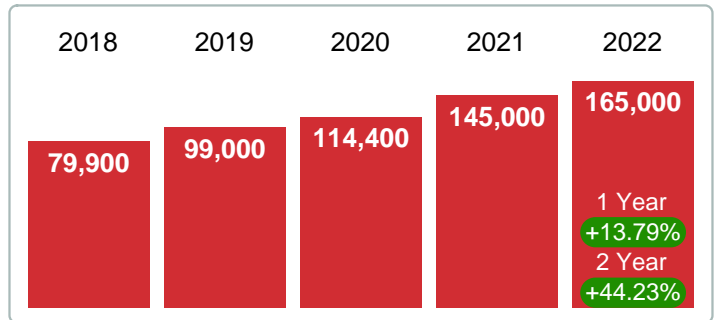
## MEDIAN LIST PRICE AT CLOSING

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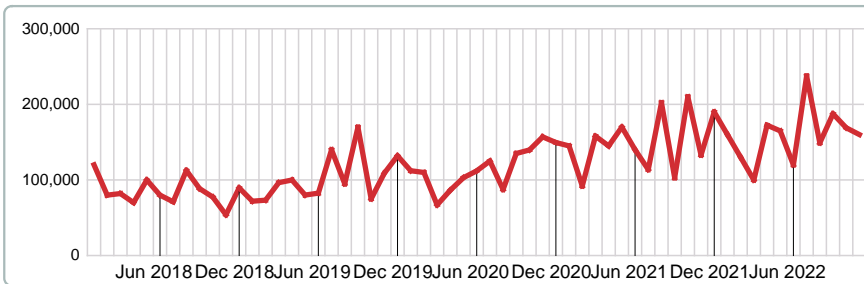
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

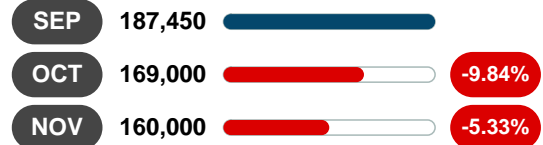


### 3 MONTHS

5 year NOV AVG = 122,560

High Jul 2022 237,450 Low Nov 2018 53,900

Median List Price at Closing this month at **160,000**  
 above the 5 yr NOV average of **122,560**



### 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
\$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	0	0	0
\$125,001 - \$200,000	5	38.46%	149,900	0	139,950	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
Median List Price			160,000	187,500	149,900	242,500	0
Total Closed Units		100%	160,000	2	9	2	
Total Closed Volume			2,403,595	375.00K	1.54M	485.00K	0.00B



# November 2022



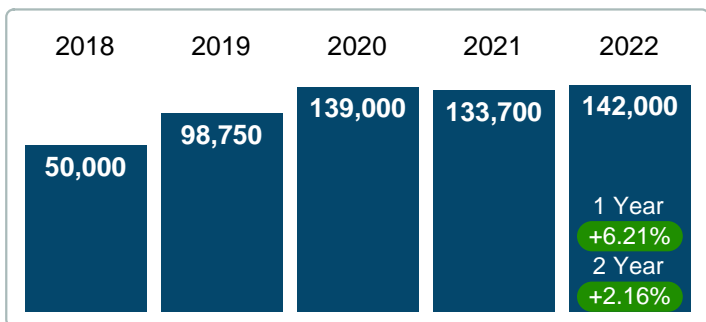
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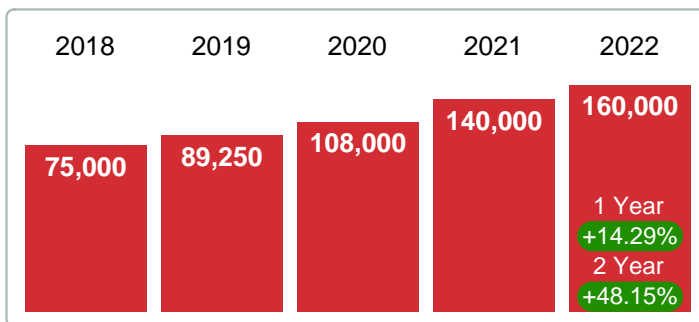
## MEDIAN SOLD PRICE AT CLOSING

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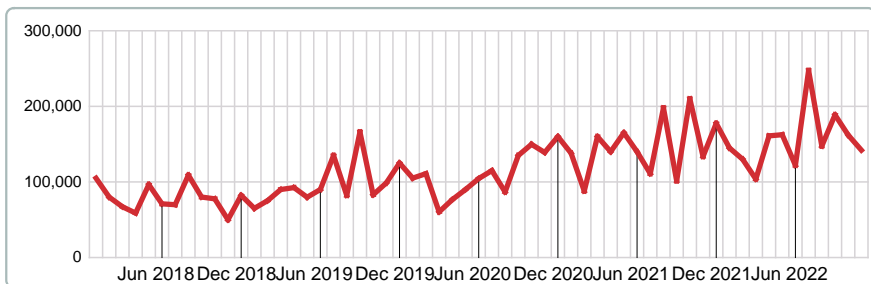
### NOVEMBER



### YEAR TO DATE (YTD)

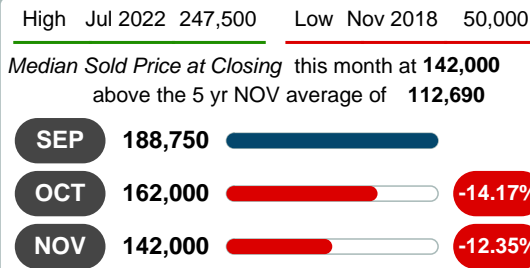


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 112,690



### 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
\$80,000 and less	2	15.38%	67,000	0	67,000	0	0
\$80,001 - \$100,000	0	0.00%	67,000	0	0	0	0
\$100,001 - \$120,000	2	15.38%	114,000	108,000	120,000	0	0
\$120,001 - \$210,000	5	38.46%	142,000	0	136,000	160,000	0
\$210,001 - \$260,000	1	7.69%	240,000	240,000	0	0	0
\$260,001 - \$310,000	1	7.69%	262,000	0	262,000	0	0
\$310,001 and up	2	15.38%	320,000	0	315,000	325,000	0
Median Sold Price			142,000	174,000	130,000	242,500	0
Total Closed Units		100%	142,000	2	9	2	
Total Closed Volume			2,271,000	348.00K	1.44M	485.00K	0.00B

# November 2022



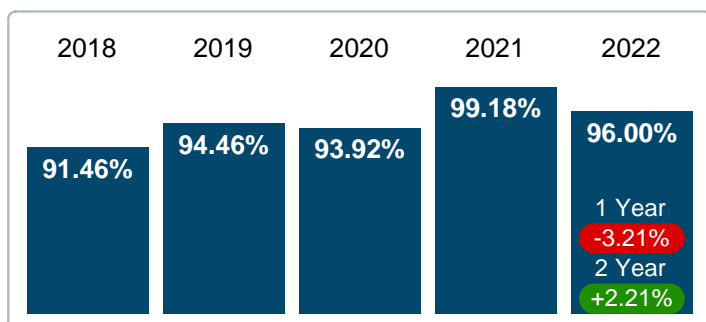
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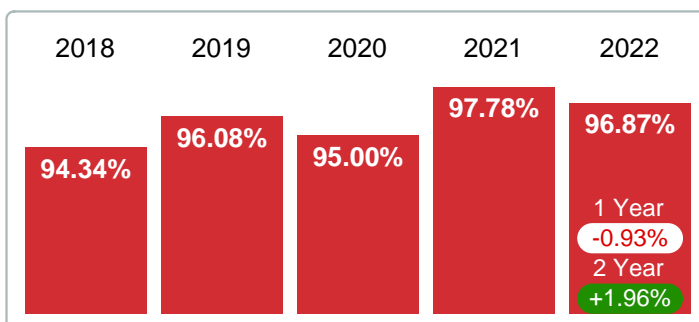
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

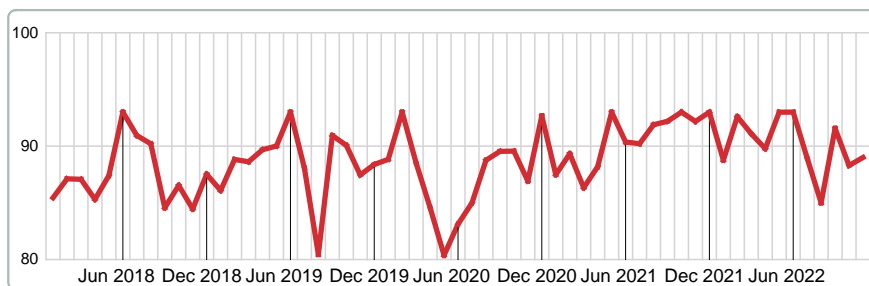
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

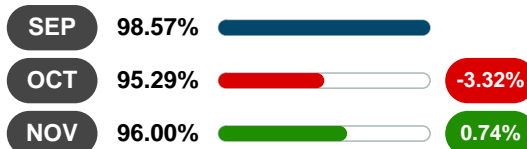


### 3 MONTHS

5 year NOV AVG = 95.00%

High Jun 2022 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **96.00%**  
above the 5 yr NOV average of **95.00%**



## 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
\$80,000 and less	2	15.38%	95.71%	0.00%	95.71%	0.00%	0.00%
\$80,001 - \$100,000	0	0.00%	95.71%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$120,000	2	15.38%	89.39%	86.40%	92.38%	0.00%	0.00%
\$120,001 - \$210,000	5	38.46%	96.15%	0.00%	91.44%	100.00%	0.00%
\$210,001 - \$260,000	1	7.69%	96.00%	96.00%	0.00%	0.00%	0.00%
\$260,001 - \$310,000	1	7.69%	87.33%	0.00%	87.33%	0.00%	0.00%
\$310,001 and up	2	15.38%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		96.00%		91.20%	92.38%	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



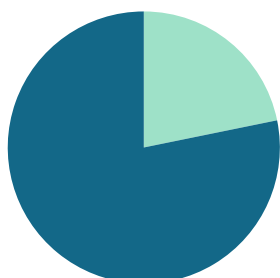
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

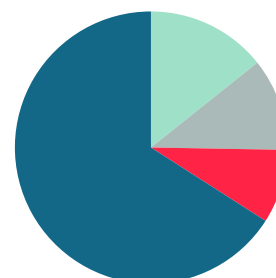


**Inventory**  
 New Listings  
 17 = 21.79%  
 Start Inventory  
 61  
 Total Inventory Units  
 78  
 Volume  
 \$31,325,499

### 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%
Median List Price	132,950	160,000	20.35%	145,000	165,000	13.79%
Median Sale Price	133,700	142,000	6.21%	140,000	160,000	14.29%
Median Percent of Selling Price to List Price	99.18%	96.00%	-3.21%	97.78%	96.87%	-0.93%
Median Days on Market to Sale	25.50	17.00	-33.33%	18.00	21.00	16.67%
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

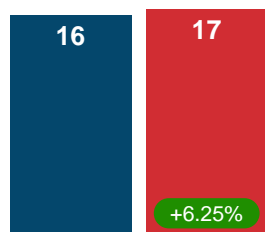
**Inventory** on November 30, 2022 = 60

2021 2022

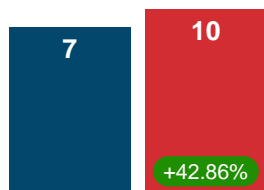
### NOVEMBER MARKET

### MEDIAN PRICES

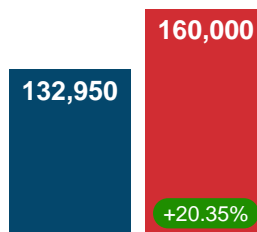
#### New Listings



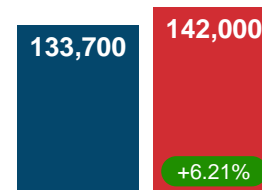
#### Pending Listings



#### List Price



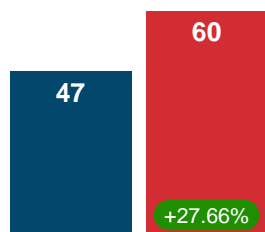
#### Sale Price



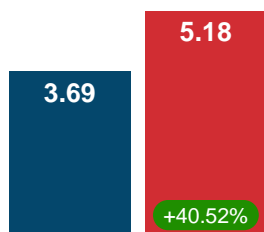
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

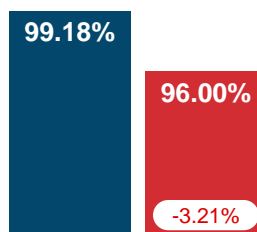
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

