

# November 2023



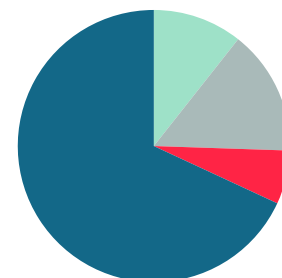
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	13	10	-23.08%
Pending Listings	10	14	40.00%
New Listings	17	12	-29.41%
Average List Price	184,892	176,820	-4.37%
Average Sale Price	174,692	168,000	-3.83%
Average Percent of Selling Price to List Price	93.86%	95.92%	2.19%
Average Days on Market to Sale	26.54	62.50	135.51%
End of Month Inventory	60	64	6.67%
Months Supply of Inventory	5.18	6.56	26.72%



■ Closed (10.64%)  
■ Pending (14.89%)  
■ Other OffMarket (6.38%)  
■ Active (68.09%)

**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of November 30, 2023 = **64**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2023 rose **6.67%** to 64 existing homes available for sale. Over the last 12 months this area has had an average of 10 closed sales per month. This represents an unsold inventory index of **6.56** 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 **3.83%** in November 2023 to \$168,000 versus the previous year at \$174,692.

#### Average Days on Market Lengthens

The average number of **62.50** days that homes spent on the market before selling increased by 35.96 days or **135.51%** in November 2023 compared to last year's same month at **26.54** DOM.

#### Sales Success for November 2023 is Positive

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

There were 12 New Listings in November 2023, down **29.41%** from last year at 17. Furthermore, there were 10 Closed Listings this month versus last year at 13, a **-23.08%** decrease.

Closed versus Listed trends yielded a **83.3%** ratio, up from previous year's, November 2022, at **76.5%**, a **8.97%** upswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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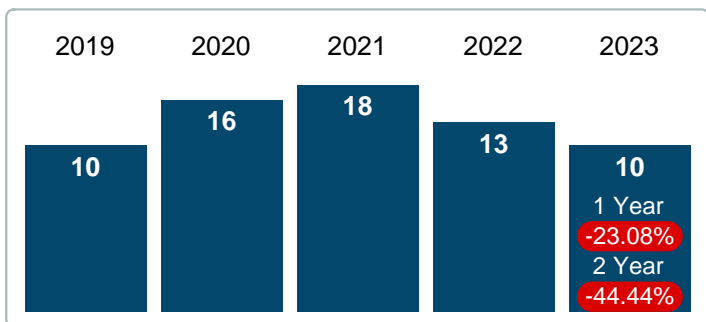
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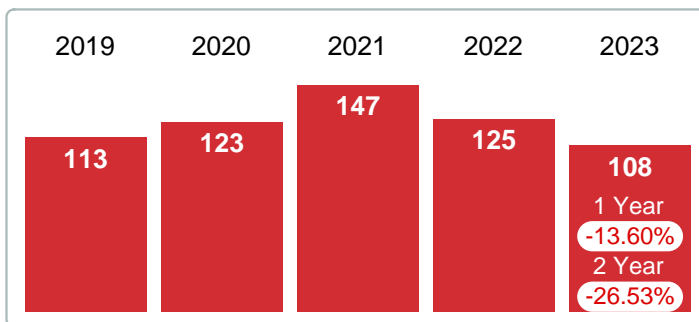
## CLOSED LISTINGS

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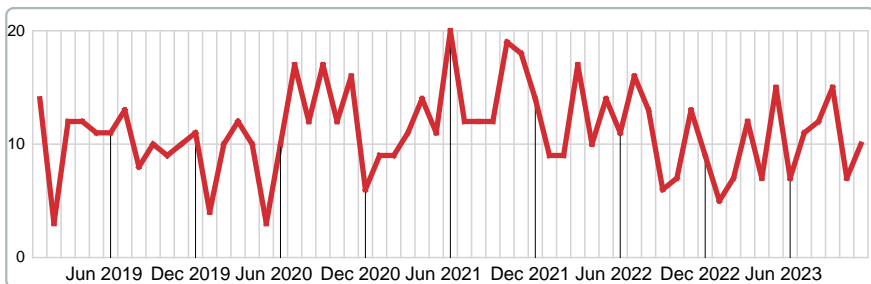
### NOVEMBER



### YEAR TO DATE (YTD)

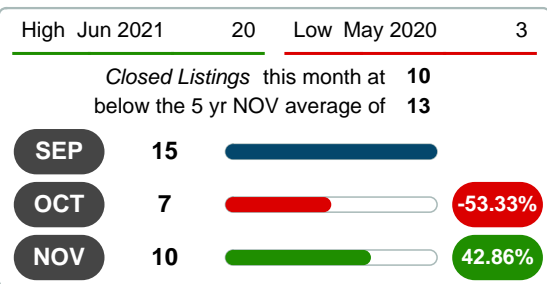


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 13



### 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	0	0.00%	0.0	0	0	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	3	30.00%	25.7	1	2	0	0
\$125,001 - \$150,000	3	30.00%	55.3	0	2	1	0
\$150,001 - \$200,000	1	10.00%	79.0	0	1	0	0
\$200,001 - \$325,000	2	20.00%	104.5	1	0	1	0
\$325,001 and up	1	10.00%	94.0	0	1	0	0
<b>Total Closed Units</b>	<b>10</b>			<b>2</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>1,680,000</b>	<b>100%</b>	<b>62.5</b>	<b>363.00K</b>	<b>967.00K</b>	<b>350.00K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$168,000</b>			<b>\$181,500</b>	<b>\$161,167</b>	<b>\$175,000</b>	<b>\$0</b>

# November 2023



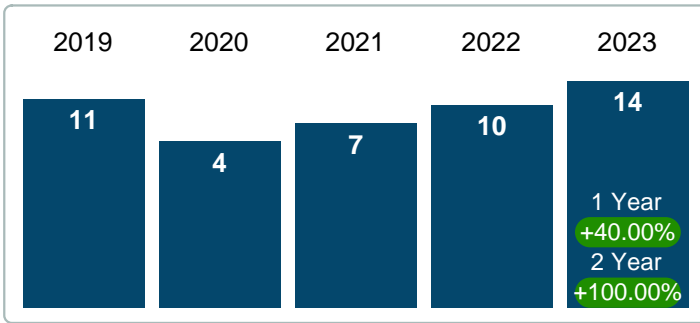
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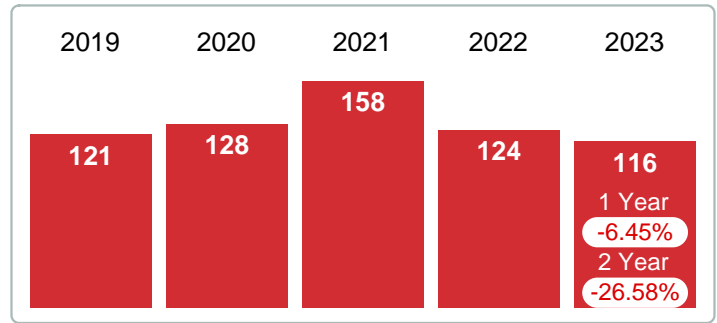
## PENDING LISTINGS

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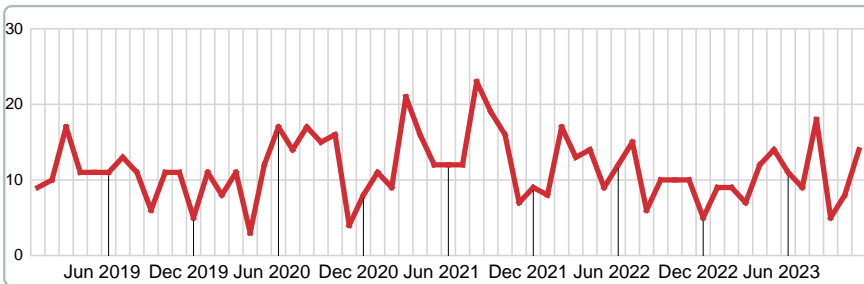
### NOVEMBER



### YEAR TO DATE (YTD)

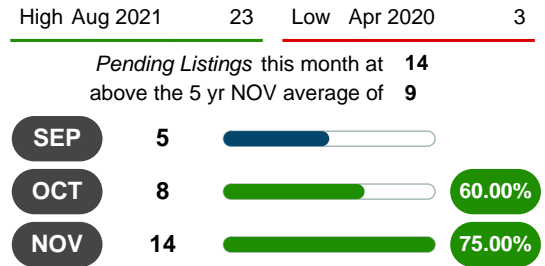


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$75,000 and less	1	7.14%	42.0	1	0	0	0
\$75,001 - \$125,000	2	14.29%	70.5	0	2	0	0
\$125,001 - \$150,000	3	21.43%	17.7	1	2	0	0
\$150,001 - \$200,000	2	14.29%	148.0	0	1	1	0
\$200,001 - \$275,000	2	14.29%	146.0	0	2	0	0
\$275,001 - \$375,000	3	21.43%	131.0	1	1	0	1
\$375,001 and up	1	7.14%	186.0	1	0	0	0
<b>Total Pending Units</b>				<b>4</b>	<b>8</b>	<b>1</b>	<b>1</b>
<b>Total Pending Volume</b>				<b>1.00M</b>	<b>1.49M</b>	<b>165.00K</b>	<b>375.00K</b>
<b>Average Listing Price</b>				<b>\$250,475</b>	<b>\$186,863</b>	<b>\$165,000</b>	<b>\$375,000</b>

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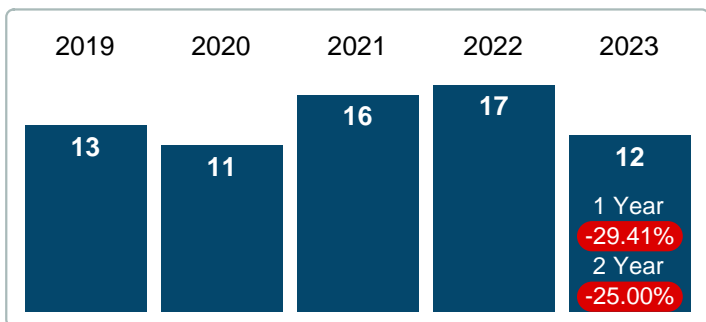
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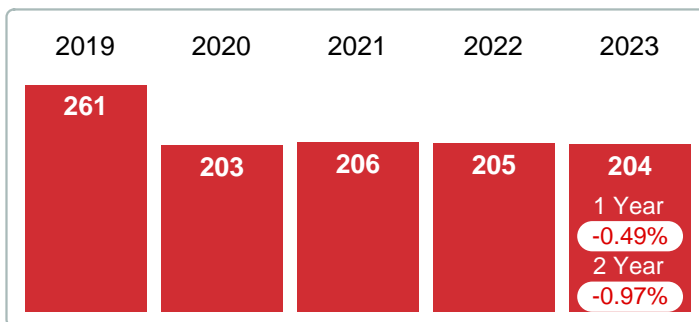
## NEW LISTINGS

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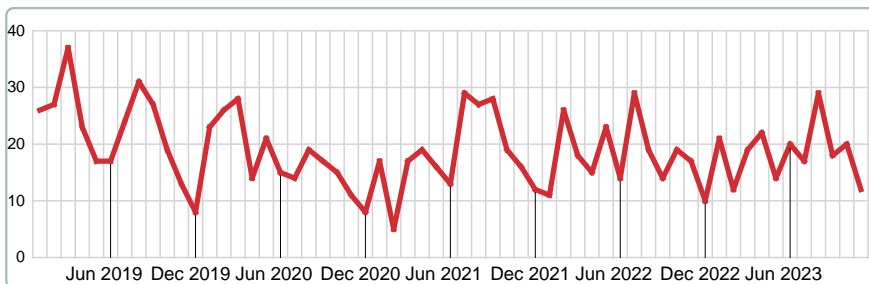
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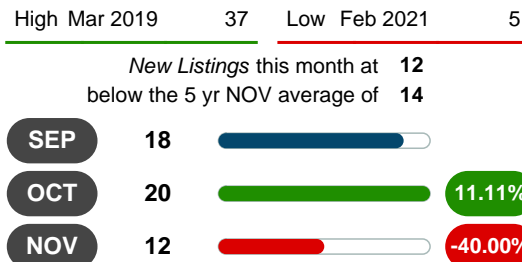


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 14



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$130,000 and less	1	8.33%	0	1	0	0
\$130,001 - \$130,000	0	0.00%	0	0	0	0
\$130,001 - \$140,000	2	16.67%	0	1	0	1
\$140,001 - \$250,000	4	33.33%	2	2	0	0
\$250,001 - \$390,000	2	16.67%	0	2	0	0
\$390,001 - \$460,000	1	8.33%	0	1	0	0
\$460,001 and up	2	16.67%	0	1	0	1
<b>Total New Listed Units</b>	<b>12</b>		<b>2</b>	<b>8</b>	<b>0</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>4,451,300</b>	<b>100%</b>	<b>298.90K</b>	<b>2.01M</b>	<b>0.00B</b>	<b>2.14M</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$149,450</b>	<b>\$251,675</b>	<b>\$0</b>	<b>\$1,069,500</b>

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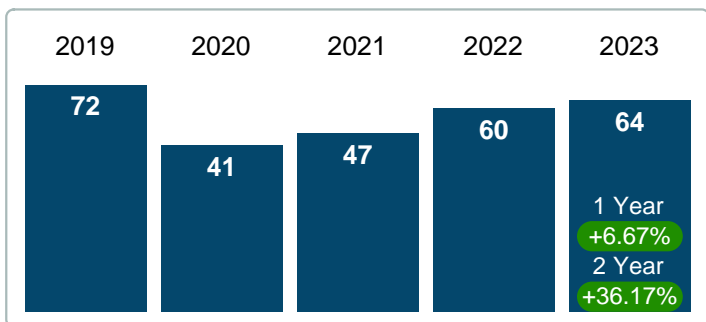
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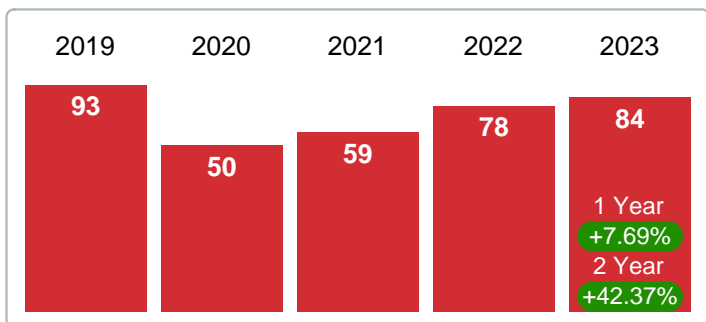
## ACTIVE INVENTORY

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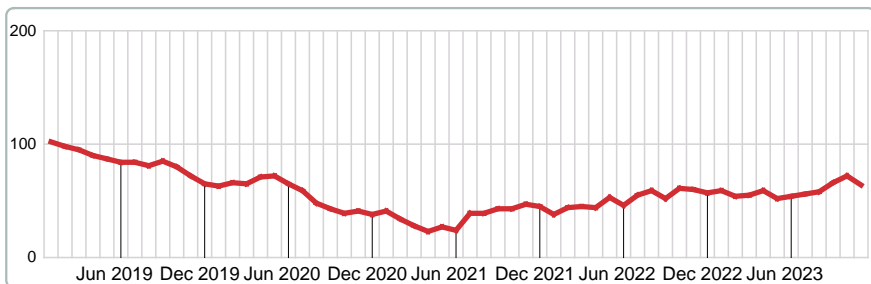
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 57

High Jan 2019 102 Low Apr 2021 23

Inventory this month at 64  
above the 5 yr NOV average of 57



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.38%	137.8	2	3	1	0
\$75,001 - \$125,000	4	6.25%	83.5	1	3	0	0
\$125,001 - \$175,000	15	23.44%	62.7	4	9	1	1
\$175,001 - \$275,000	15	23.44%	55.7	2	10	1	2
\$275,001 - \$475,000	10	15.63%	102.7	0	8	2	0
\$475,001 - \$775,000	7	10.94%	126.3	1	2	4	0
\$775,001 and up	7	10.94%	103.3	0	2	2	3
<b>Total Active Inventory by Units</b>	<b>64</b>			<b>10</b>	<b>37</b>	<b>11</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>27,227,823</b>	<b>100%</b>	<b>87.0</b>	<b>1.69M</b>	<b>13.14M</b>	<b>7.97M</b>	<b>4.42M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$425,435</b>			<b>\$168,880</b>	<b>\$355,198</b>	<b>\$724,882</b>	<b>\$737,167</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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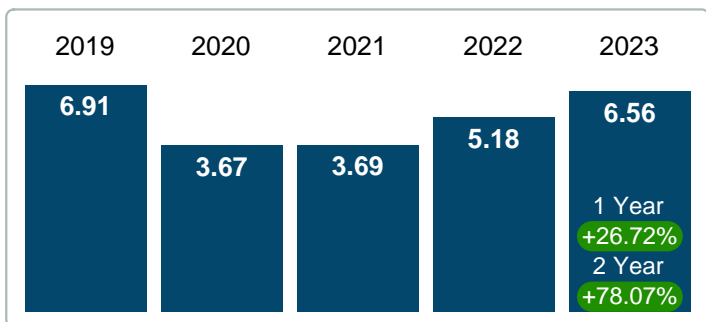
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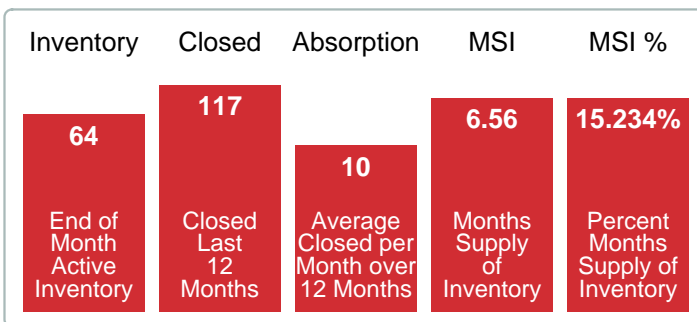
## MONTHS SUPPLY of INVENTORY (MSI)

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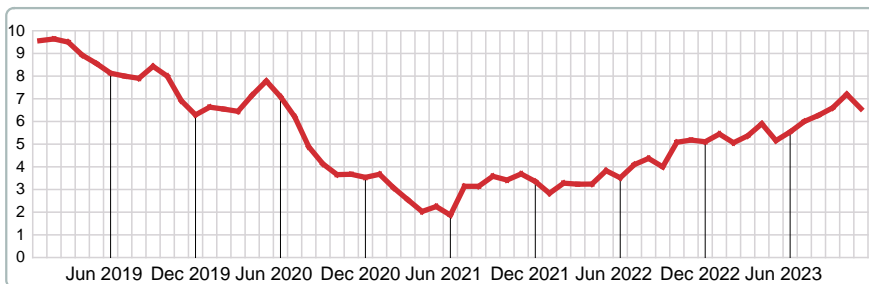
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2023



### 5 YEAR MARKET ACTIVITY TRENDS

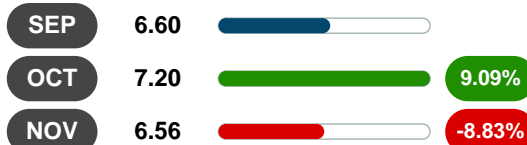


### 3 MONTHS

5 year NOV AVG = 5.20

High Feb 2019 9.64 Low Jun 2021 1.87

Months Supply this month at **6.56**  
above the 5 yr NOV average of **5.20**



### 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
\$75,000 and less	6	9.38%	5.54	4.80	4.50	0.00	0.00
\$75,001 - \$125,000	4	6.25%	1.92	1.33	2.25	0.00	0.00
\$125,001 - \$175,000	15	23.44%	5.81	8.00	5.14	3.00	0.00
\$175,001 - \$275,000	15	23.44%	6.92	8.00	9.23	1.33	24.00
\$275,001 - \$475,000	10	15.63%	7.06	0.00	8.00	4.80	0.00
\$475,001 - \$775,000	7	10.94%	21.00	0.00	0.00	16.00	0.00
\$775,001 and up	7	10.94%	84.00	0.00	24.00	0.00	0.00
Market Supply of Inventory (MSI)	6.56			5.22	6.25	6.29	36.00
Total Active Inventory by Units	64	100%	6.56	10	37	11	6

# November 2023



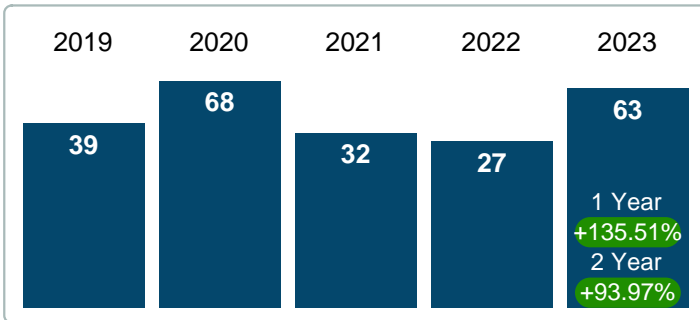
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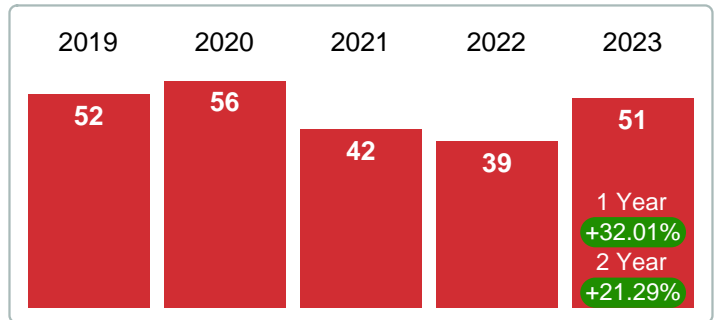
## AVERAGE DAYS ON MARKET TO SALE

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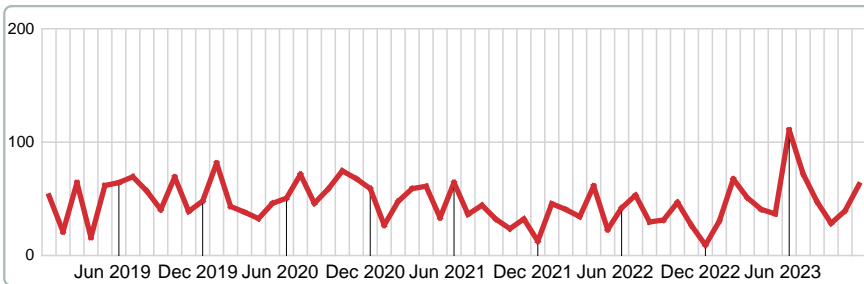
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 46

High Jun 2023 111 Low Dec 2022 9

Average Days on Market to Sale this month at 63 above the 5 yr NOV average of 46



### 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	0.00%	0	0	0	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	30.00%	26	32	23	0	0
\$125,001 - \$150,000	30.00%	55	0	23	120	0
\$150,001 - \$200,000	10.00%	79	0	79	0	0
\$200,001 - \$325,000	20.00%	105	147	0	62	0
\$325,001 and up	10.00%	94	0	94	0	0
<b>Average Closed DOM</b>		<b>63</b>	<b>90</b>	<b>44</b>	<b>91</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>63</b>	<b>2</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>1,680,000</b>	<b>363.00K</b>	<b>967.00K</b>	<b>350.00K</b>	<b>0.00B</b>

# November 2023



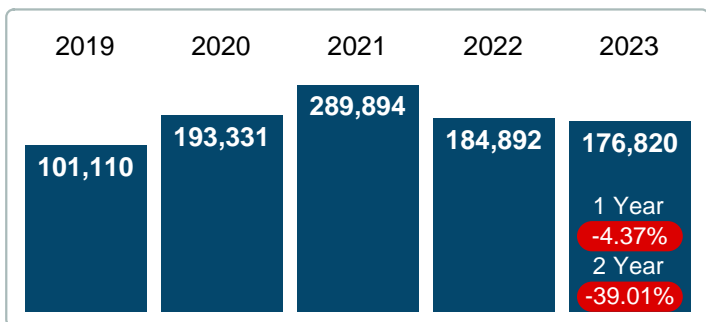
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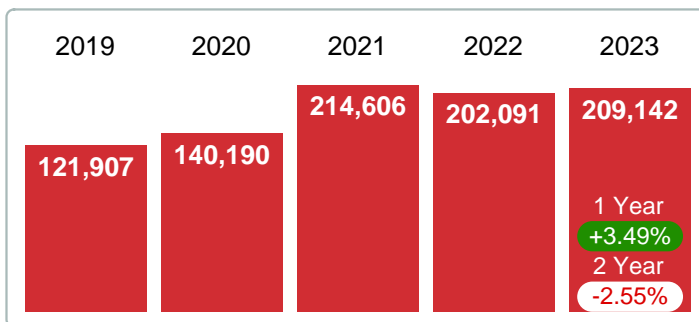
## AVERAGE LIST PRICE AT CLOSING

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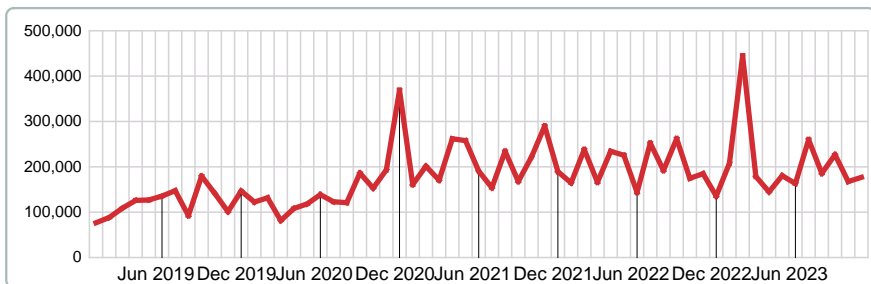
### NOVEMBER



### YEAR TO DATE (YTD)

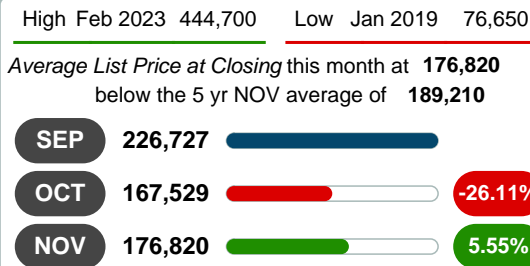


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 189,210



### 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	0	0.00%	0	0	0	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	3	30.00%	98,000	99,500	97,250	0	0
\$125,001 - \$150,000	3	30.00%	136,933	0	132,450	145,900	0
\$150,001 - \$200,000	1	10.00%	169,500	0	169,500	0	0
\$200,001 - \$325,000	2	20.00%	259,450	279,900	0	239,000	0
\$325,001 and up	1	10.00%	375,000	0	375,000	0	0
Average List Price			176,820	189,700	167,317	192,450	0
Total Closed Units		100%	176,820	2	6	2	
Total Closed Volume			1,768,200	379.40K	1.00M	384.90K	0.00B



# November 2023



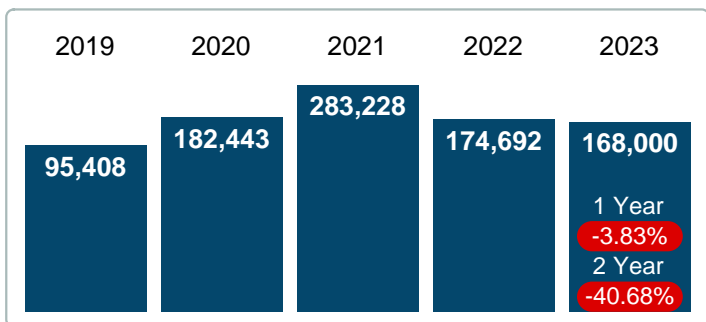
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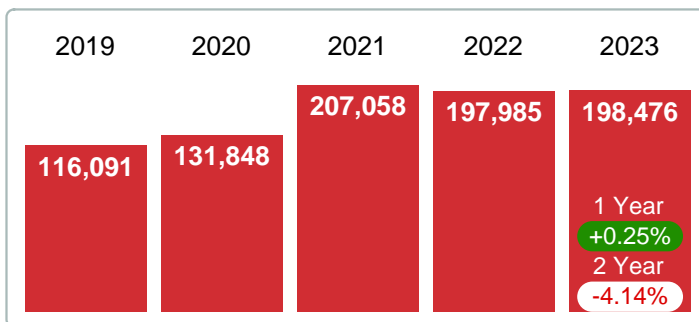
## AVERAGE SOLD PRICE AT CLOSING

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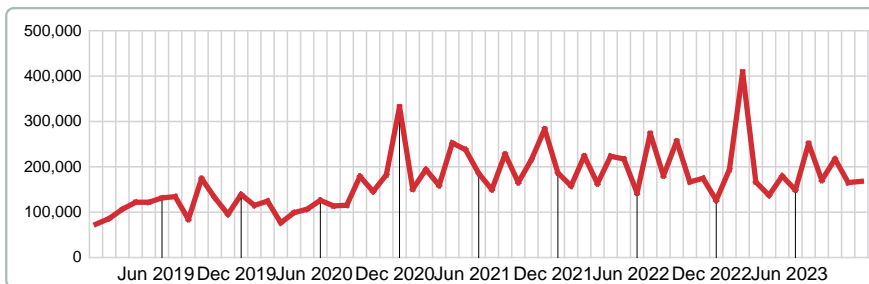
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

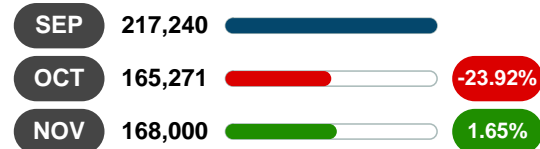


### 3 MONTHS

5 year NOV AVG = 180,754

High Feb 2023 409,071 | Low Jan 2019 73,611

Average Sold Price at Closing this month at **168,000**  
below the 5 yr NOV average of **180,754**



### 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	0	0.00%	0	0	0	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	3	30.00%	90,500	93,000	89,250	0	0
\$125,001 - \$150,000	3	30.00%	140,667	0	138,500	145,000	0
\$150,001 - \$200,000	1	10.00%	170,000	0	170,000	0	0
\$200,001 - \$325,000	2	20.00%	237,500	270,000	0	205,000	0
\$325,001 and up	1	10.00%	341,500	0	341,500	0	0
<b>Average Sold Price</b>			<b>168,000</b>	<b>181,500</b>	<b>161,167</b>	<b>175,000</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>168,000</b>	<b>2</b>	<b>6</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>1,680,000</b>	<b>363.00K</b>	<b>967.00K</b>	<b>350.00K</b>	<b>0.00B</b>

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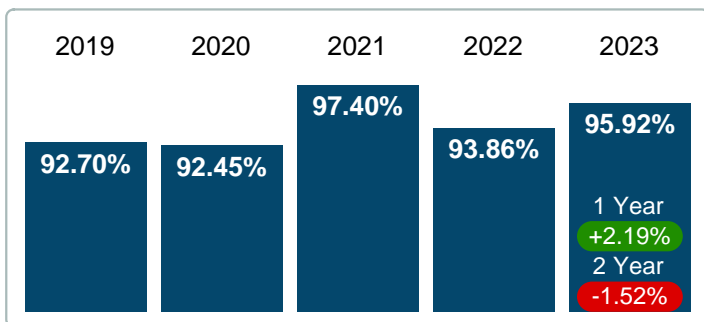
Area Delimited by County Of Sequoyah - Residential Property Type



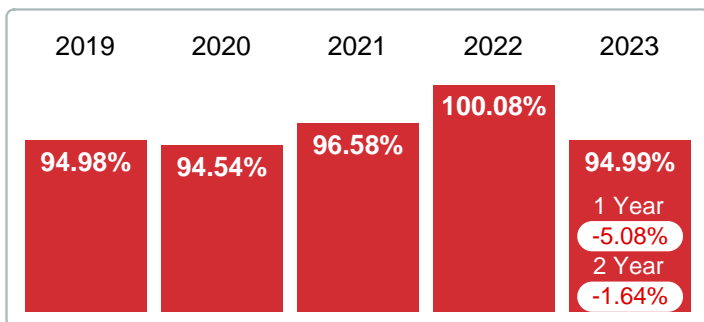
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 11, 2023 for MLS Technology Inc.

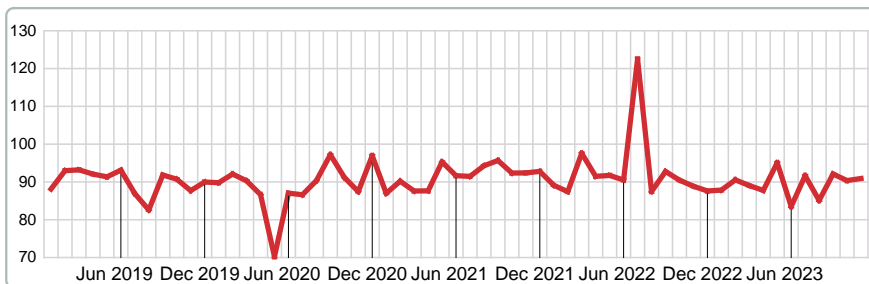
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

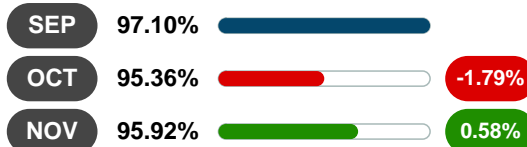


### 3 MONTHS

5 year NOV AVG = 94.47%

High Jul 2022 127.50% Low May 2020 75.25%

Average Sold/List Ratio this month at **95.92%** above the 5 yr NOV average of **94.47%**



### 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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	3	30.00%	92.29%	93.47%	91.70%	0.00%	0.00%
\$125,001 - \$150,000	3	30.00%	102.90%	0.00%	104.66%	99.38%	0.00%
\$150,001 - \$200,000	1	10.00%	100.29%	0.00%	100.29%	0.00%	0.00%
\$200,001 - \$325,000	2	20.00%	91.12%	96.46%	0.00%	85.77%	0.00%
\$325,001 and up	1	10.00%	91.07%	0.00%	91.07%	0.00%	0.00%
Average Sold/List Ratio		95.90%		94.97%	97.35%	92.58%	0.00%
Total Closed Units		10	100%	2	6	2	
Total Closed Volume		1,680,000		363.00K	967.00K	350.00K	0.00B

# November 2023



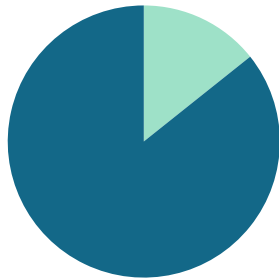
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Dec 11, 2023 for MLS Technology Inc.

### INVENTORY



**Inventory**

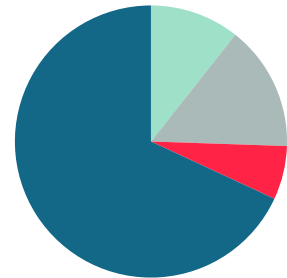
- New Listings **12 = 14.29%**
- Start Inventory **72**
- Total Inventory Units **84**
- Volume **\$32,031,223**

### Market Activity

**Market Activity**

- Closed Sales **10 = 10.64%**
- Pending Sales **14 = 14.89%**
- Other Off Market **6 = 6.38%**
- Active Inventory **64 = 68.09%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	13	10	-23.08%	125	108	-13.60%
Pending Sales	10	14	40.00%	124	116	-6.45%
New Listings	17	12	-29.41%	205	204	-0.49%
Average List Price	184,892	176,820	-4.37%	202,091	209,142	3.49%
Average Sale Price	174,692	168,000	-3.83%	197,985	198,476	0.25%
Average Percent of Selling Price to List Price	93.86%	95.92%	2.19%	100.08%	94.99%	-5.08%
Average Days on Market to Sale	26.54	62.50	135.51%	38.82	51.24	32.01%
Monthly Inventory	60	64	6.67%	60	64	6.67%
Months Supply of Inventory	5.18	6.56	26.72%	5.18	6.56	26.72%

**Absorption:** Last 12 months, an Average of **10** Sales/Month

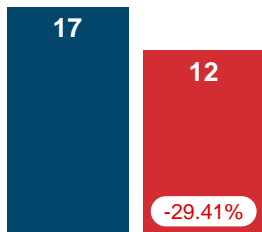
**Inventory** on November 30, 2023 = **64**

**2022** **2023**

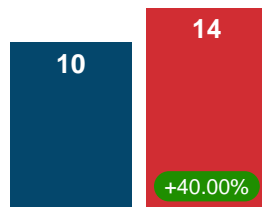
### NOVEMBER MARKET

### AVERAGE PRICES

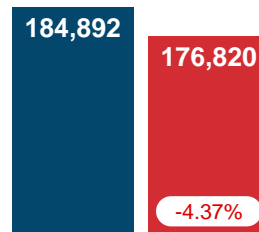
#### New Listings



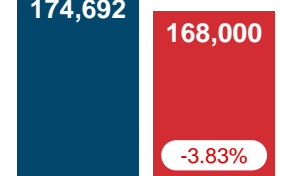
#### Pending Listings



#### List Price



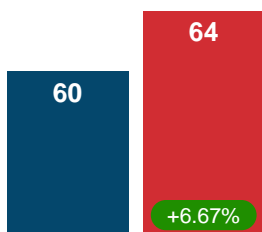
#### Sale Price



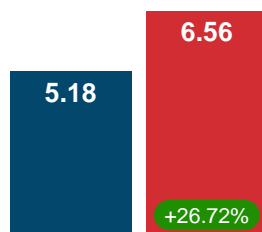
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

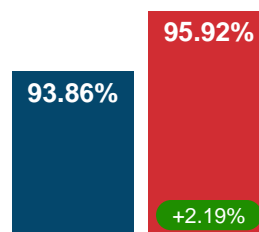
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

