

November 2023



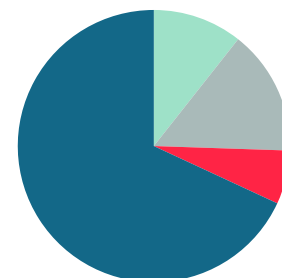
Area Delimited by County Of Sequoyah - Residential Property Type



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%
Median List Price	160,000	140,450	-12.22%
Median Sale Price	142,000	143,500	1.06%
Median Percent of Selling Price to List Price	96.00%	95.72%	-0.29%
Median Days on Market to Sale	17.00	50.50	197.06%
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.

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 **1.06%** in November 2023 to \$143,500 versus the previous year at \$142,000.

Median Days on Market Lengthens

The median number of **50.50** days that homes spent on the market before selling increased by 33.50 days or **197.06%** in November 2023 compared to last year's same month at **17.00** DOM.

Sales Success for November 2023 is Positive

Overall, with Median Prices going up 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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 2023



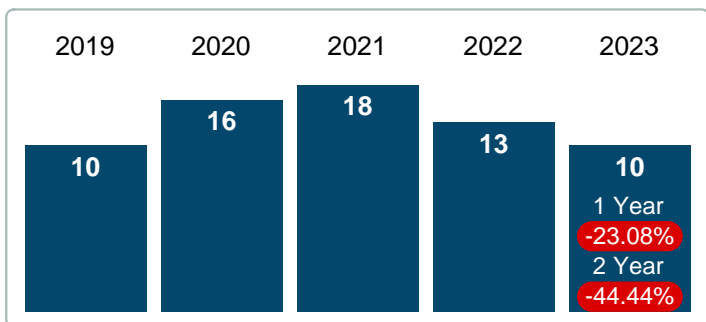
Area Delimited by County Of Sequoyah - Residential Property Type



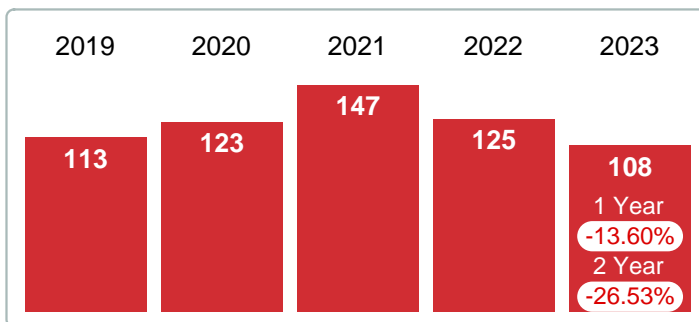
CLOSED LISTINGS

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

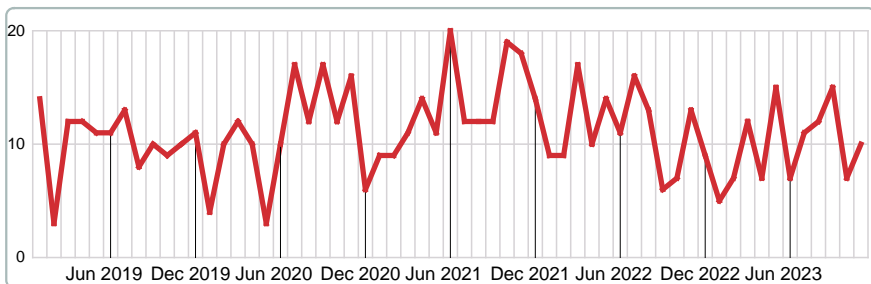
NOVEMBER



YEAR TO DATE (YTD)

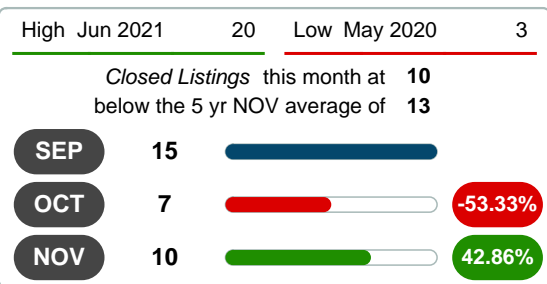


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 13



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	1	10.00%	28.0	0	1	0	0
\$90,001 - \$90,000	0	0.00%	28.0	0	0	0	0
\$90,001 - \$130,000	2	20.00%	24.5	1	1	0	0
\$130,001 - \$170,000	4	40.00%	59.0	0	3	1	0
\$170,001 - \$200,000	0	0.00%	59.0	0	0	0	0
\$200,001 - \$340,000	2	20.00%	104.5	1	0	1	0
\$340,001 and up	1	10.00%	94.0	0	1	0	0
Total Closed Units	10			2	6	2	0
Total Closed Volume	1,680,000	100%	50.5	363.00K	967.00K	350.00K	0.00B
Median Closed Price	\$143,500			\$181,500	\$138,500	\$175,000	\$0

November 2023



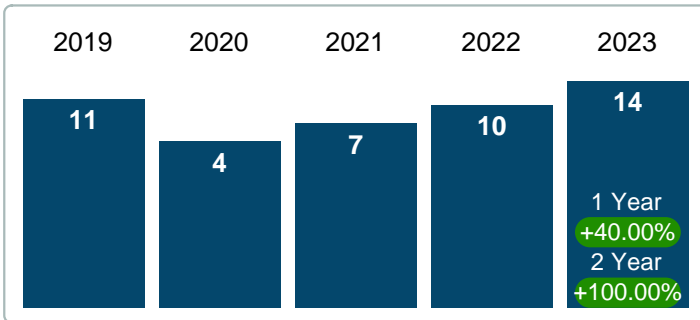
Area Delimited by County Of Sequoyah - Residential Property Type



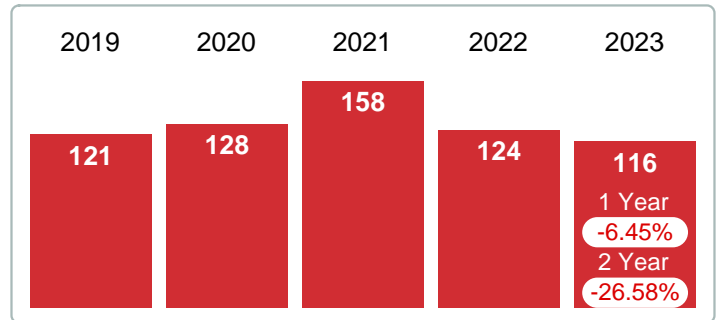
PENDING LISTINGS

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

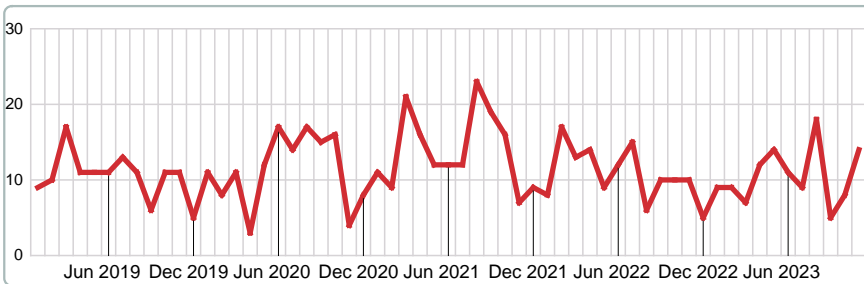
NOVEMBER



YEAR TO DATE (YTD)

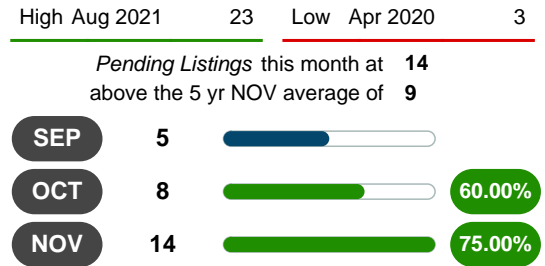


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 9



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	12.0	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%	123.0	1	1	0	1
\$375,001 and up	1	7.14%	186.0	1	0	0	0
Total Pending Units			14	4	8	1	1
Total Pending Volume		100%	3,036,800	1.00M	1.49M	165.00K	375.00K
Median Listing Price			\$167,000	\$208,450	\$159,500	\$165,000	\$375,000

November 2023



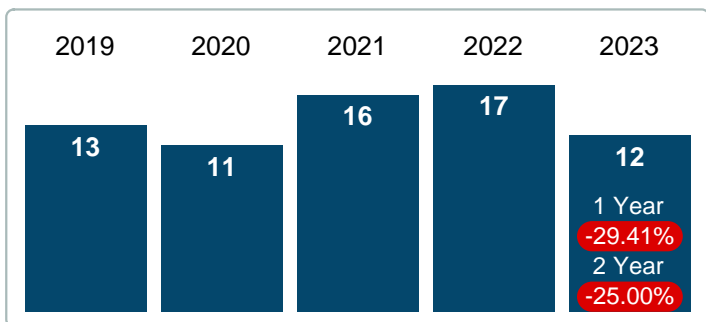
Area Delimited by County Of Sequoyah - Residential Property Type



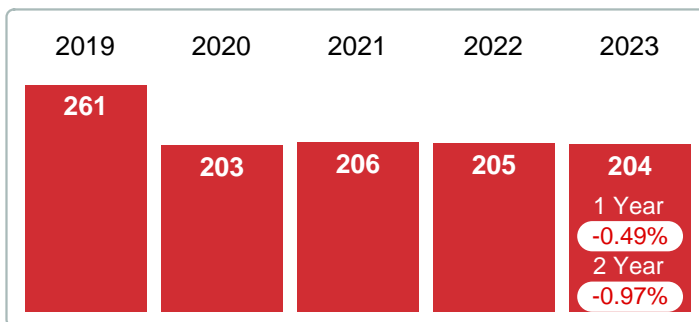
NEW LISTINGS

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

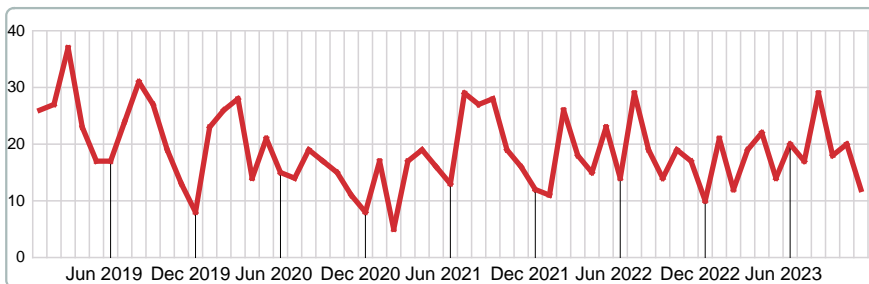
NOVEMBER



YEAR TO DATE (YTD)

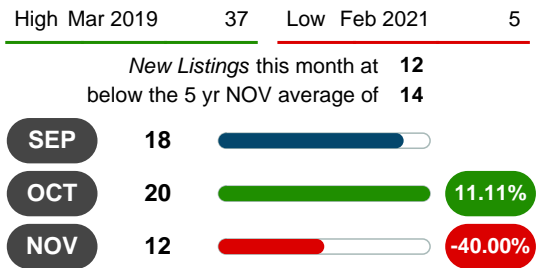


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 14



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	1	8.33%	0	1	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$250,000	6	50.00%	2	3	0	1
\$250,001 - \$375,000	2	16.67%	0	2	0	0
\$375,001 - \$450,000	1	8.33%	0	1	0	0
\$450,001 and up	2	16.67%	0	1	0	1
Total New Listed Units	12		2	8	0	2
Total New Listed Volume	4,451,300	100%	298.90K	2.01M	0.00B	2.14M
Median New Listed Listing Price	\$189,950		\$149,450	\$229,900	\$0	\$1,069,500

November 2023



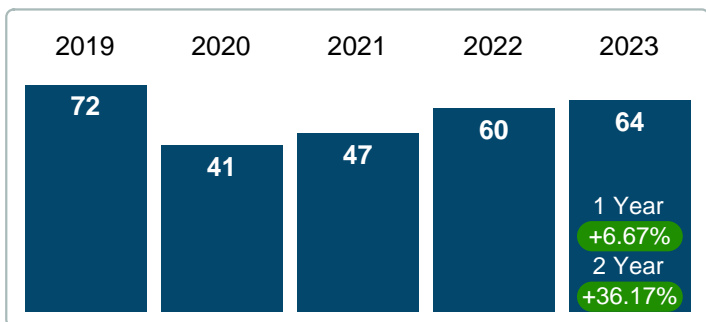
Area Delimited by County Of Sequoyah - Residential Property Type



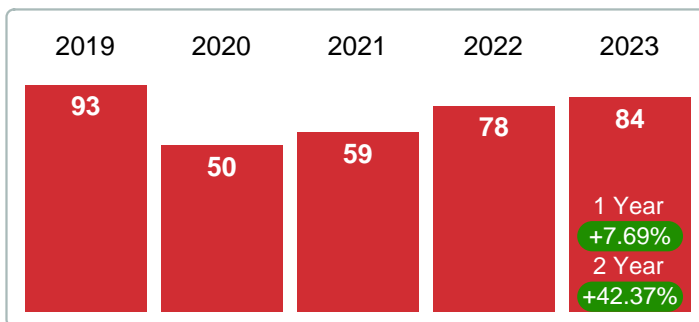
ACTIVE INVENTORY

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

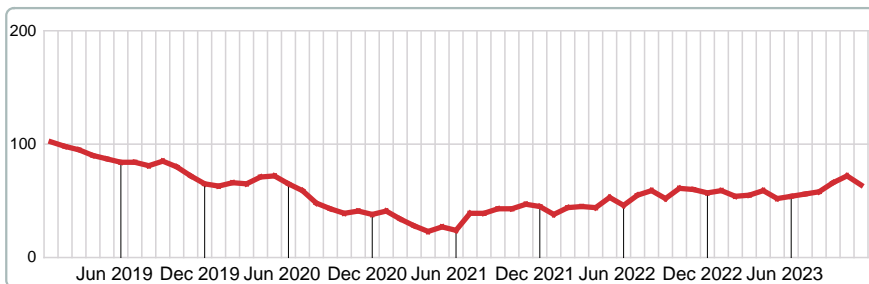
END OF NOVEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.38%	126.5	2	3	1	0
\$75,001 - \$125,000	4	6.25%	85.5	1	3	0	0
\$125,001 - \$175,000	15	23.44%	62.0	4	9	1	1
\$175,001 - \$275,000	15	23.44%	45.0	2	10	1	2
\$275,001 - \$475,000	10	15.63%	125.0	0	8	2	0
\$475,001 - \$775,000	7	10.94%	110.0	1	2	4	0
\$775,001 and up	7	10.94%	63.0	0	2	2	3
Total Active Inventory by Units	64			10	37	11	6
Total Active Inventory by Volume	27,227,823	100%	77.5	1.69M	13.14M	7.97M	4.42M
Median Active Inventory Listing Price	\$227,000			\$161,200	\$199,900	\$550,000	\$537,000

November 2023



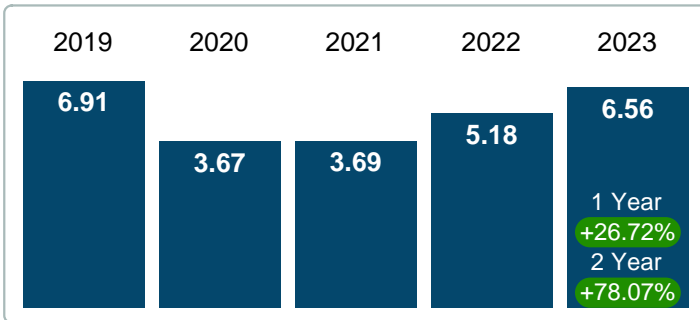
Area Delimited by County Of Sequoyah - Residential Property Type



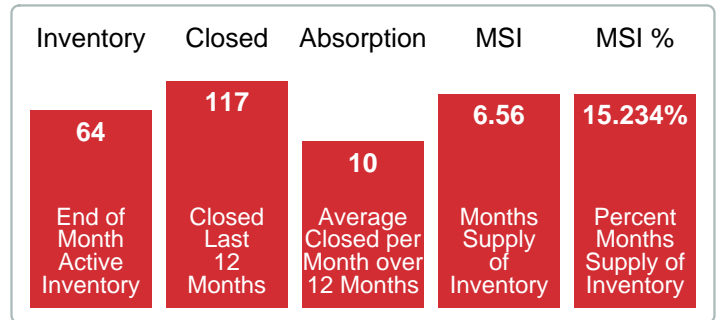
MONTHS SUPPLY of INVENTORY (MSI)

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

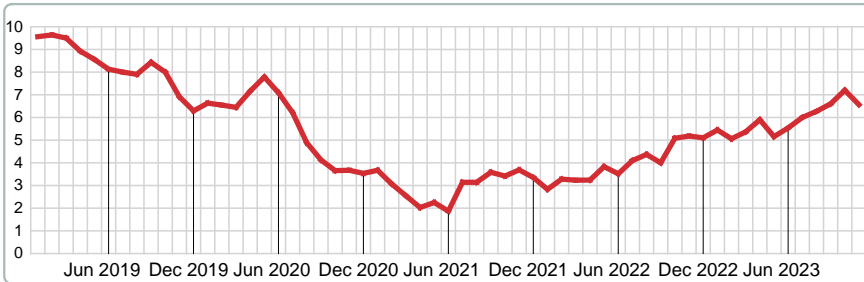
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023

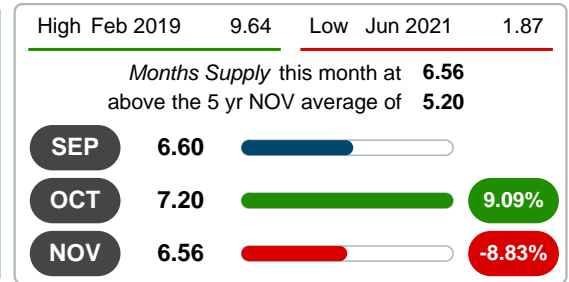


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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		100%	6.56	10	37	11	6

November 2023



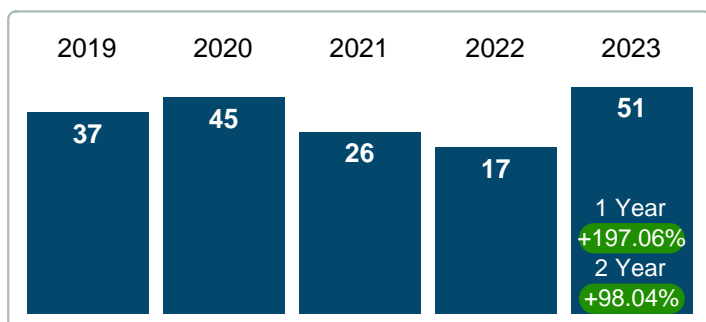
Area Delimited by County Of Sequoyah - Residential Property Type



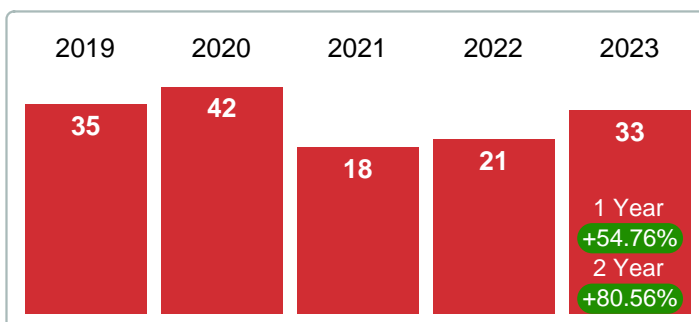
MEDIAN DAYS ON MARKET TO SALE

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

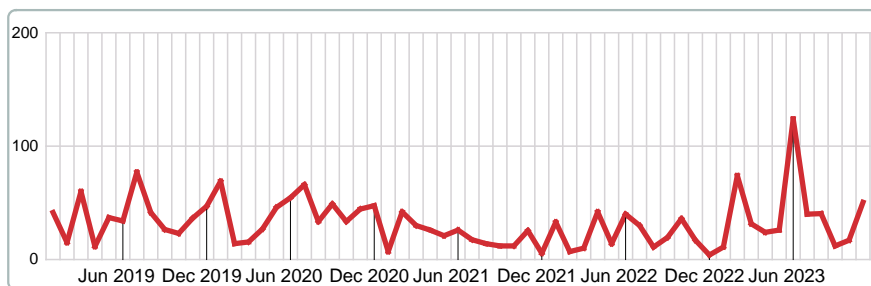
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

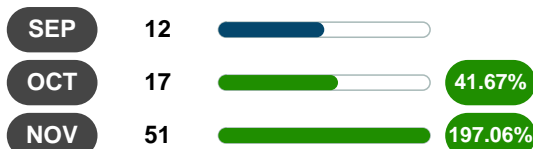


3 MONTHS

5 year NOV AVG = 35

High Jun 2023 124 Low Dec 2022 4

Median Days on Market to Sale this month at 51 above the 5 yr NOV average of 35



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
\$90,000 and less	1	10.00%	28	0	28	0	0
\$90,001 - \$90,000	0	0.00%	28	0	0	0	0
\$90,001 - \$130,000	2	20.00%	25	32	17	0	0
\$130,001 - \$170,000	4	40.00%	59	0	39	120	0
\$170,001 - \$200,000	0	0.00%	59	0	0	0	0
\$200,001 - \$340,000	2	20.00%	105	147	0	62	0
\$340,001 and up	1	10.00%	94	0	94	0	0
Median Closed DOM			51	90	34	91	0
Total Closed Units		100%	50.5	2	6	2	
Total Closed Volume			1,680,000	363.00K	967.00K	350.00K	0.00B

November 2023



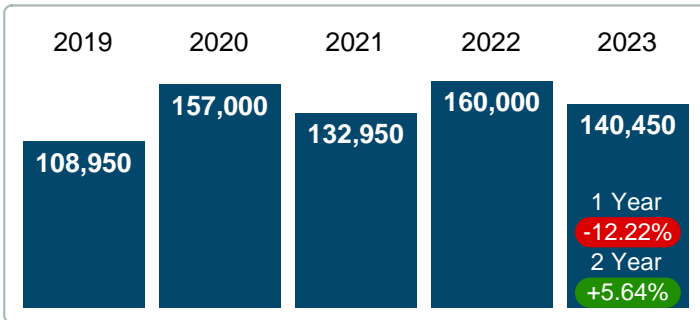
Area Delimited by County Of Sequoyah - Residential Property Type



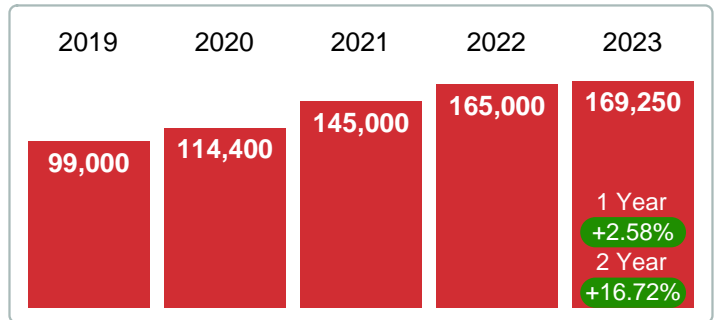
MEDIAN LIST PRICE AT CLOSING

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

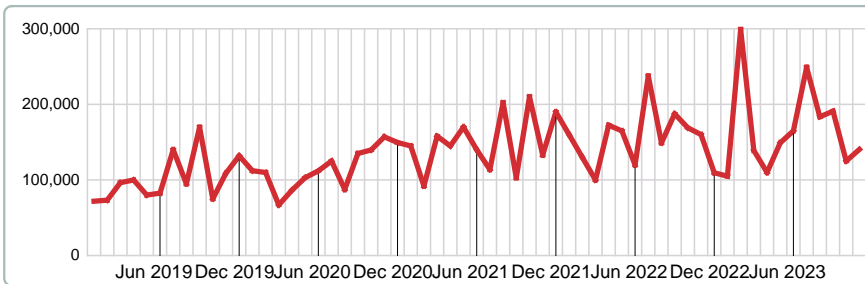
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 139,870

High Feb 2023 299,000 Low Mar 2020 66,950

Median List Price at Closing this month at **140,450**
 above the 5 yr NOV average of **139,870**



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
\$90,000 and less	0.00%	94	0	0	0	0
\$90,001 - \$90,000	0.00%	94	0	0	0	0
\$90,001 - \$130,000	40.00%	99,500	99,500	99,500	0	0
\$130,001 - \$170,000	30.00%	145,900	0	152,250	145,900	0
\$170,001 - \$200,000	0.00%	145,900	0	0	0	0
\$200,001 - \$340,000	20.00%	259,450	279,900	0	239,000	0
\$340,001 and up	10.00%	375,000	0	375,000	0	0
Median List Price		140,450	189,700	132,450	192,450	0
Total Closed Units	100%	140,450	2	6	2	0
Total Closed Volume		1,768,200	379.40K	1.00M	384.90K	0.00B

November 2023



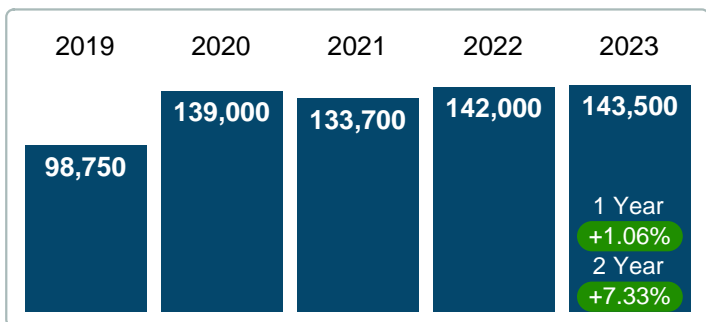
Area Delimited by County Of Sequoyah - Residential Property Type



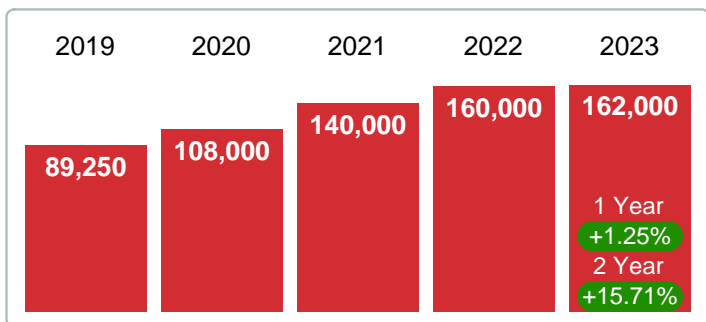
MEDIAN SOLD PRICE AT CLOSING

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

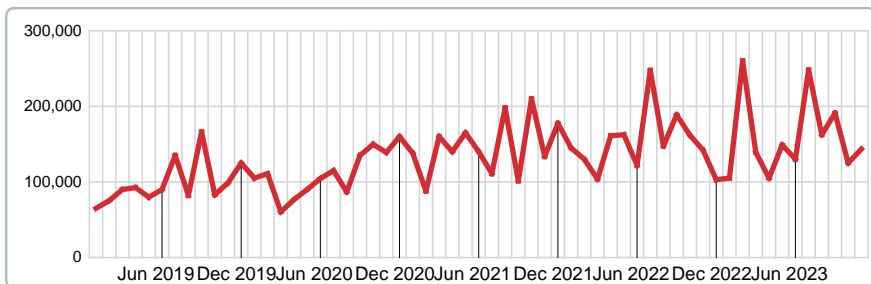
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

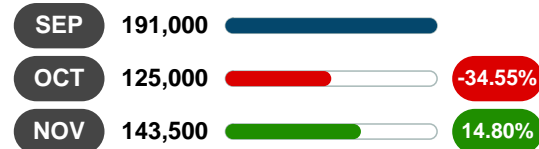


3 MONTHS

5 year NOV AVG = 131,390

High Feb 2023 260,000 Low Mar 2020 60,388

Median Sold Price at Closing this month at 143,500 above the 5 yr NOV average of 131,390



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
\$90,000 and less	1	10.00%	84,000	0	84,000	0	0
\$90,001 - \$90,000	0	0.00%	84,000	0	0	0	0
\$90,001 - \$130,000	2	20.00%	93,750	93,000	94,500	0	0
\$130,001 - \$170,000	4	40.00%	143,500	0	142,000	145,000	0
\$170,001 - \$200,000	0	0.00%	143,500	0	0	0	0
\$200,001 - \$340,000	2	20.00%	237,500	270,000	0	205,000	0
\$340,001 and up	1	10.00%	341,500	0	341,500	0	0
Median Sold Price			143,500	181,500	138,500	175,000	0
Total Closed Units		100%	143,500	2	6	2	
Total Closed Volume			1,680,000	363.00K	967.00K	350.00K	0.00B

November 2023



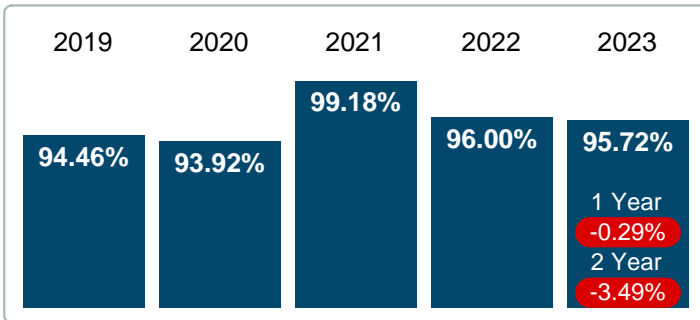
Area Delimited by County Of Sequoyah - Residential Property Type



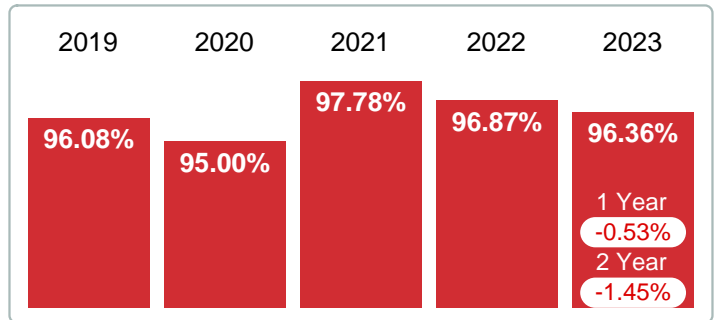
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

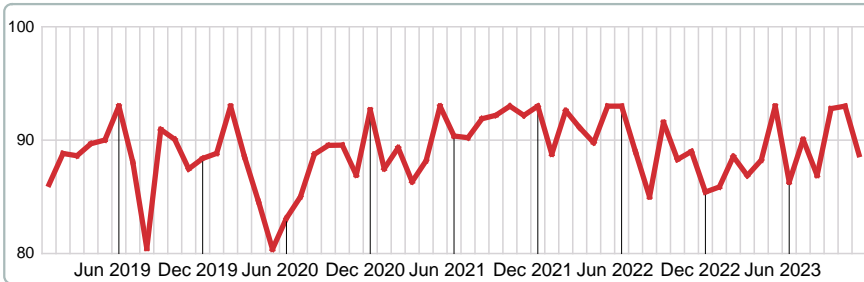
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

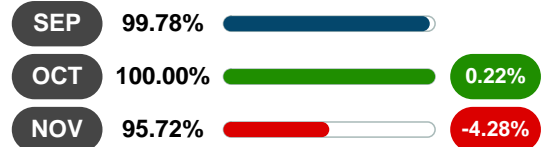


3 MONTHS

5 year NOV AVG = 95.86%

High Oct 2023 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **95.72%**
 equal to 5 yr NOV average of **95.86%**



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
\$90,000 and less	1	10.00%	88.42%	0.00%	88.42%	0.00%	0.00%
\$90,001 - \$90,000	0	0.00%	88.42%	0.00%	0.00%	0.00%	0.00%
\$90,001 - \$130,000	2	20.00%	94.22%	93.47%	94.97%	0.00%	0.00%
\$130,001 - \$170,000	4	40.00%	100.15%	0.00%	100.29%	99.38%	0.00%
\$170,001 - \$200,000	0	0.00%	100.15%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$340,000	2	20.00%	91.12%	96.46%	0.00%	85.77%	0.00%
\$340,001 and up	1	10.00%	91.07%	0.00%	91.07%	0.00%	0.00%
Median Sold/List Ratio		95.72%		94.97%	97.49%	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



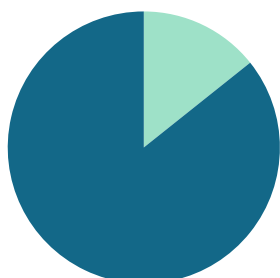
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

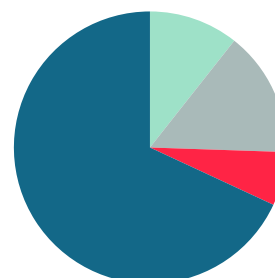
- New Listings **12 = 14.29%**
- Start Inventory **72**
- Total Inventory Units **84**
- Volume **\$32,031,223**

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%
Median List Price	160,000	140,450	-12.22%	165,000	169,250	2.58%
Median Sale Price	142,000	143,500	1.06%	160,000	162,000	1.25%
Median Percent of Selling Price to List Price	96.00%	95.72%	-0.29%	96.87%	96.36%	-0.53%
Median Days on Market to Sale	17.00	50.50	197.06%	21.00	32.50	54.76%
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

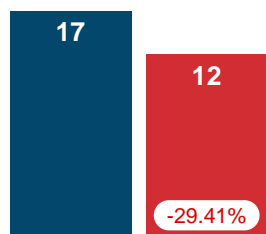
Inventory on November 30, 2023 = **64**

2022 **2023**

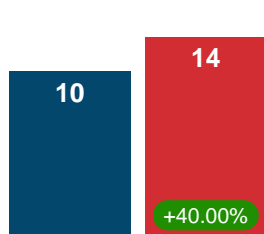
NOVEMBER MARKET

MEDIAN PRICES

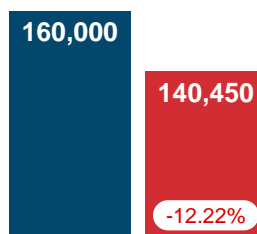
New Listings



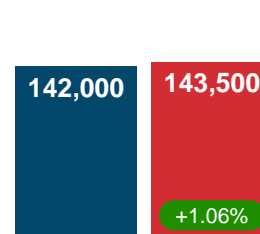
Pending Listings



List Price



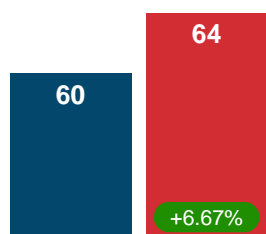
Sale Price



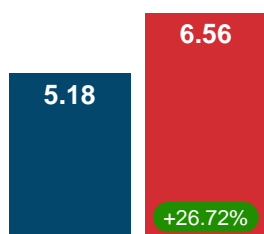
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

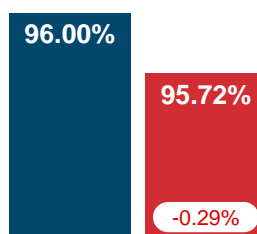
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

