

November 2019



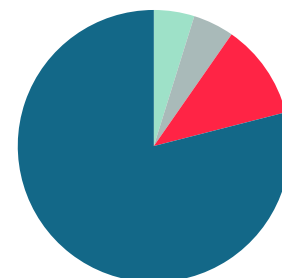
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	November 2019	+/-%
Closed Listings	100	76	-24.00%
Pending Listings	91	77	-15.38%
New Listings	288	205	-28.82%
Average List Price	170,616	148,439	-13.00%
Average Sale Price	154,042	141,234	-8.31%
Average Percent of Selling Price to List Price	92.49%	95.98%	3.78%
Average Days on Market to Sale	60.26	58.36	-3.16%
End of Month Inventory	1,494	1,248	-16.47%
Months Supply of Inventory	14.73	12.16	-17.48%



■ Closed (4.81%)
■ Pending (4.87%)
■ Other OffMarket (11.33%)
■ Active (78.99%)

Absorption: Last 12 months, an Average of **103** Sales/Month
Active Inventory as of November 30, 2019 = **1,248**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **16.47%** to 1,248 existing homes available for sale. Over the last 12 months this area has had an average of 103 closed sales per month. This represents an unsold inventory index of **12.16** 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 **8.31%** in November 2019 to \$141,234 versus the previous year at \$154,042.

Average Days on Market Shortens

The average number of **58.36** days that homes spent on the market before selling decreased by 1.90 days or **3.16%** in November 2019 compared to last year's same month at **60.26** DOM.

Sales Success for November 2019 is Positive

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

There were 205 New Listings in November 2019, down **28.82%** from last year at 288. Furthermore, there were 76 Closed Listings this month versus last year at 100, a **-24.00%** decrease.

Closed versus Listed trends yielded a **37.1%** ratio, up from previous year's, November 2018, at **34.7%**, a **6.77%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

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 2019



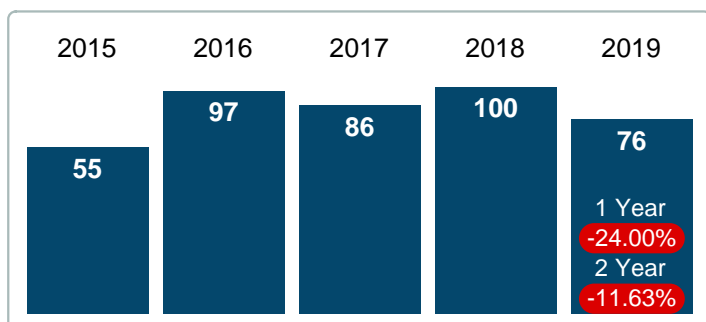
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



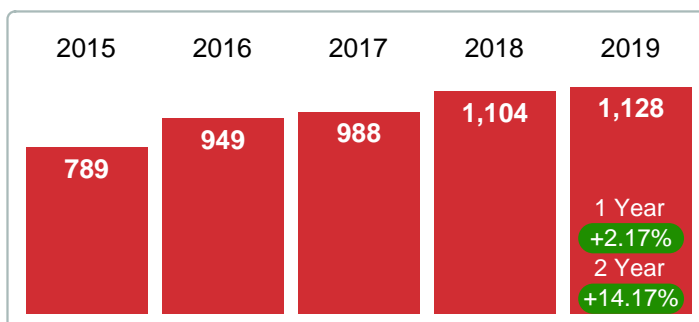
CLOSED LISTINGS

Report produced on Dec 11, 2019 for MLS Technology Inc.

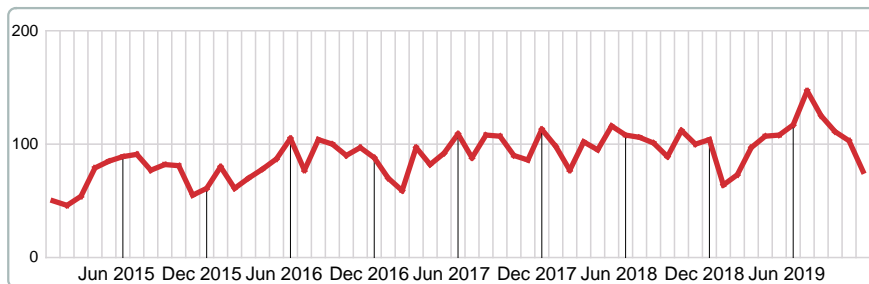
NOVEMBER



YEAR TO DATE (YTD)

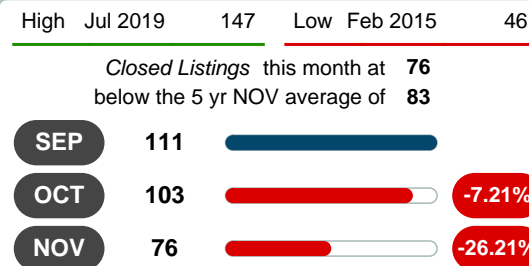


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	7	9.21%	34.3	4	2	1	0
\$10,001 - \$50,000	10	13.16%	72.0	7	3	0	0
\$50,001 - \$80,000	10	13.16%	26.4	4	5	1	0
\$80,001 - \$130,000	22	28.95%	62.0	4	14	3	1
\$130,001 - \$200,000	10	13.16%	80.3	2	7	1	0
\$200,001 - \$340,000	10	13.16%	47.1	0	6	4	0
\$340,001 and up	7	9.21%	81.7	0	1	4	2
Total Closed Units	76			21	38	14	3
Total Closed Volume	10,733,817	100%	58.4	1.31M	4.91M	3.45M	1.07M
Average Closed Price	\$141,234			\$62,157	\$129,185	\$246,606	\$355,667



Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha

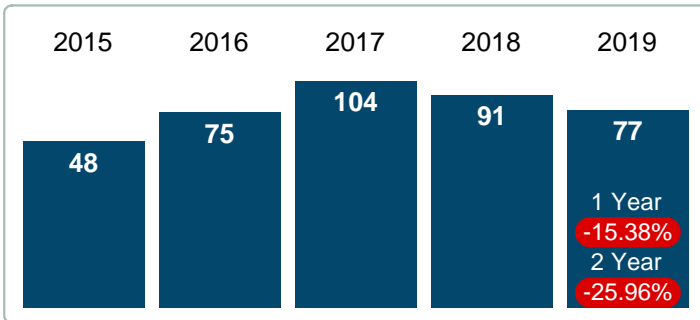


November 2019

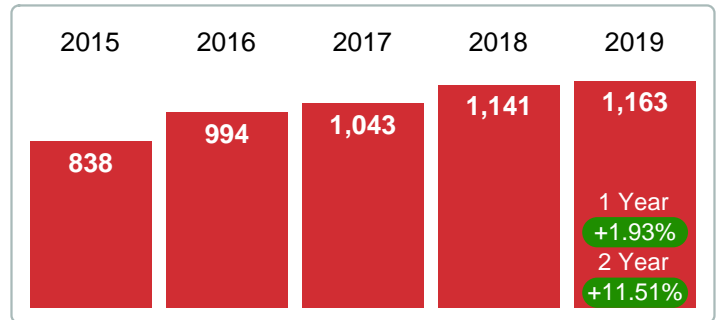
PENDING LISTINGS

Report produced on Dec 11, 2019 for MLS Technology Inc.

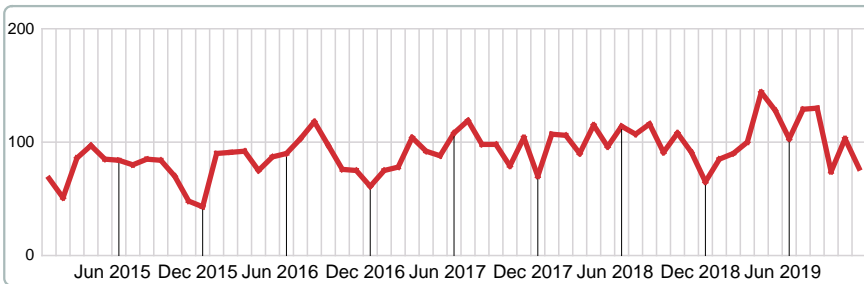
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

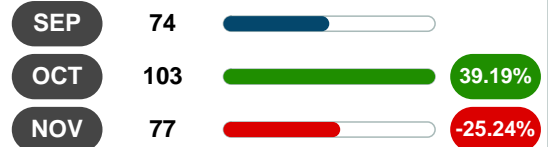


3 MONTHS

5 year NOV AVG = 79

High Apr 2019 144 Low Dec 2015 43

Pending Listings this month at 77
below the 5 yr NOV average of 79



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	5.19%	30.8	3	1	0	0
\$30,001 - \$50,000	9	11.69%	35.9	2	6	1	0
\$50,001 - \$80,000	14	18.18%	66.1	5	8	1	0
\$80,001 - \$120,000	18	23.38%	78.2	2	12	3	1
\$120,001 - \$160,000	13	16.88%	106.6	3	9	1	0
\$160,001 - \$290,000	10	12.99%	72.2	1	5	3	1
\$290,001 and up	9	11.69%	58.8	2	4	3	0
Total Pending Units	77			18	45	12	2
Total Pending Volume	10,764,719	100%	63.7	2.25M	5.68M	2.45M	379.90K
Average Listing Price	\$107,067			\$125,025	\$126,215	\$204,558	\$189,950

November 2019



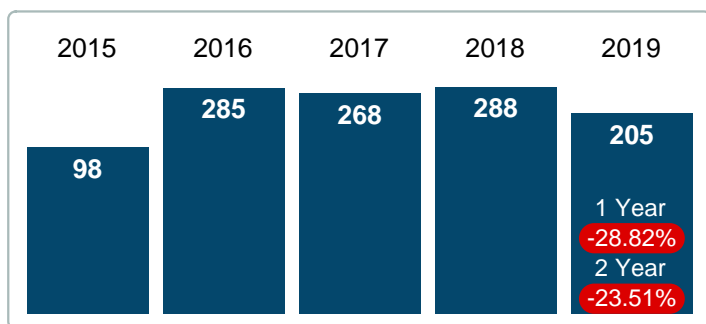
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



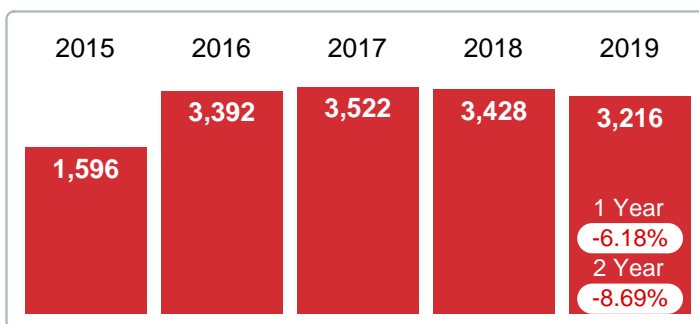
NEW LISTINGS

Report produced on Dec 11, 2019 for MLS Technology Inc.

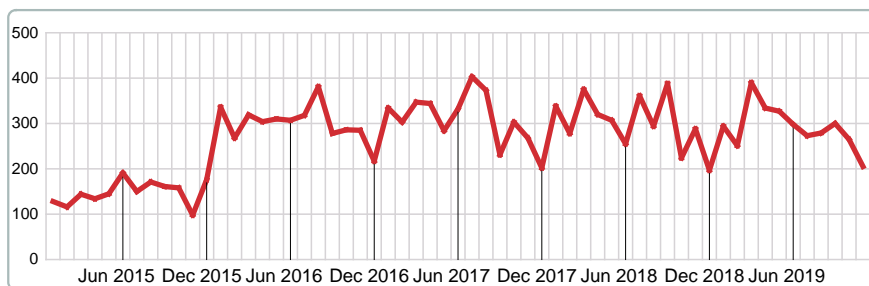
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

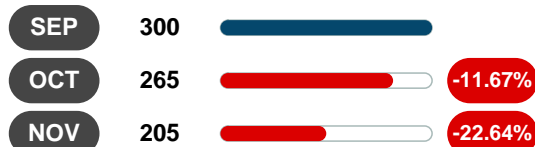


3 MONTHS

5 year NOV AVG = 229

High Jul 2017 403 Low Nov 2015 98

New Listings this month at **205**
below the 5 yr NOV average of **229**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	19	9.27%	15	4	0	0
\$10,001 - \$30,000	21	10.24%	18	3	0	0
\$30,001 - \$70,000	28	13.66%	17	10	1	0
\$70,001 - \$140,000	58	28.29%	20	32	6	0
\$140,001 - \$250,000	33	16.10%	12	13	7	1
\$250,001 - \$470,000	25	12.20%	10	12	3	0
\$470,001 and up	21	10.24%	8	6	4	3
Total New Listed Units	205		100	80	21	4
Total New Listed Volume	43,352,476	100%	18.59M	16.63M	5.68M	2.45M
Average New Listed Listing Price	\$124,300		\$185,950	\$207,879	\$270,490	\$611,725

November 2019



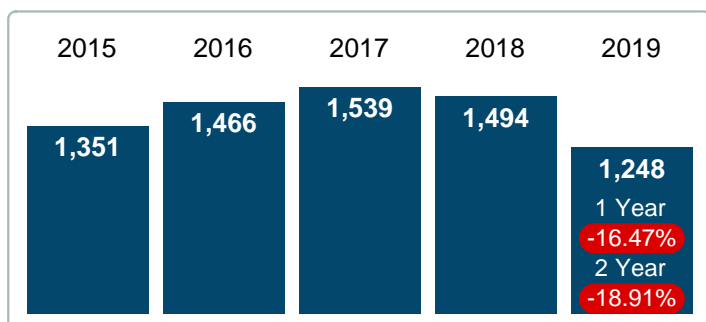
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



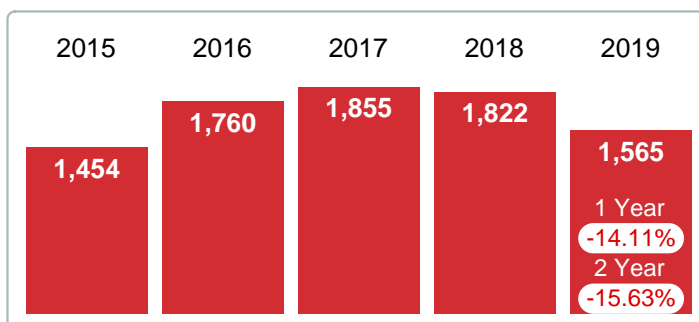
ACTIVE INVENTORY

Report produced on Dec 11, 2019 for MLS Technology Inc.

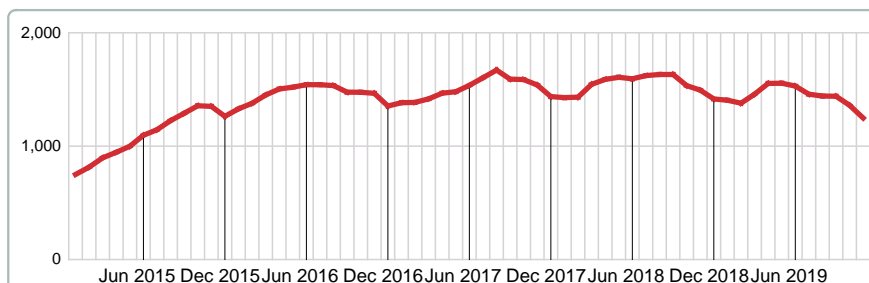
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

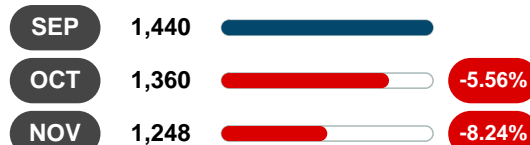


3 MONTHS

5 year NOV AVG = 1,420

High Aug 2017 1,671 Low Jan 2015 750

Inventory this month at 1,248
below the 5 yr NOV average of 1,420



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	188	15.06%	110.8	172	16	0	0
\$25,001-\$50,000	174	13.94%	124.0	155	15	4	0
\$50,001-\$125,000	362	29.01%	116.0	220	123	19	0
\$125,001-\$225,000	244	19.55%	107.4	105	98	38	3
\$225,001-\$375,000	146	11.70%	94.5	65	53	24	4
\$375,001 and up	134	10.74%	82.5	47	40	35	12
Total Active Inventory by Units			1,248	764	345	120	19
Total Active Inventory by Volume			222,107,077	101.13M	69.47M	35.12M	16.38M
Average Active Inventory Listing Price			\$177,970	\$132,367	\$201,376	\$292,705	\$862,095

November 2019



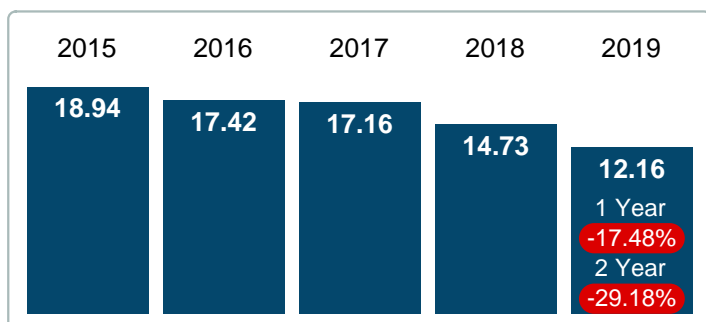
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



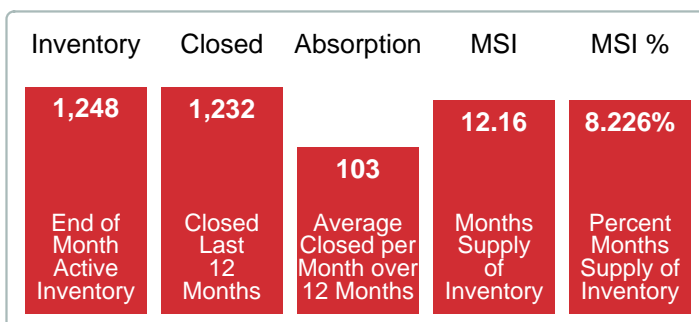
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Dec 11, 2019 for MLS Technology Inc.

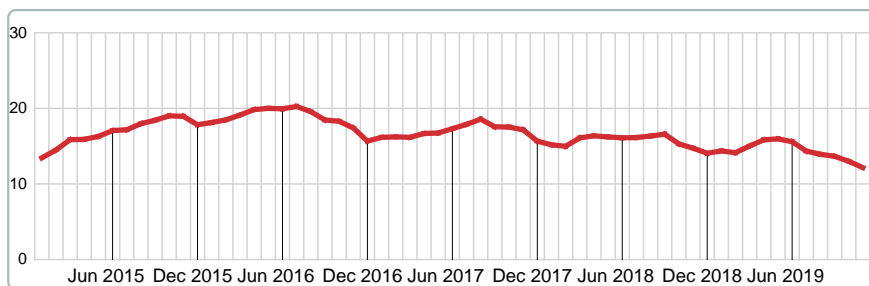
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

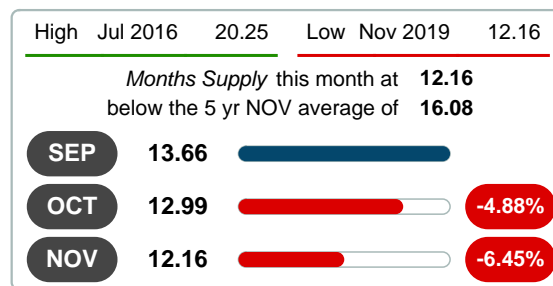


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 16.08



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
\$20,000 and less	135	10.82%	14.09	20.67	3.88	0.00	0.00
\$20,001 - \$30,000	109	8.73%	15.57	19.74	4.67	0.00	0.00
\$30,001 - \$70,000	227	18.19%	11.21	20.62	3.94	8.73	0.00
\$70,001 - \$140,000	310	24.84%	9.89	18.11	6.36	6.60	0.00
\$140,001 - \$220,000	175	14.02%	10.10	28.97	6.74	8.18	4.80
\$220,001 - \$390,000	165	13.22%	12.94	39.82	8.67	6.93	24.00
\$390,001 and up	127	10.18%	28.75	29.05	30.86	31.38	18.86
Market Supply of Inventory (MSI)			12.16	21.78	6.61	8.67	12.00
Total Active Inventory by Units		100%	12.16	764	345	120	19

November 2019



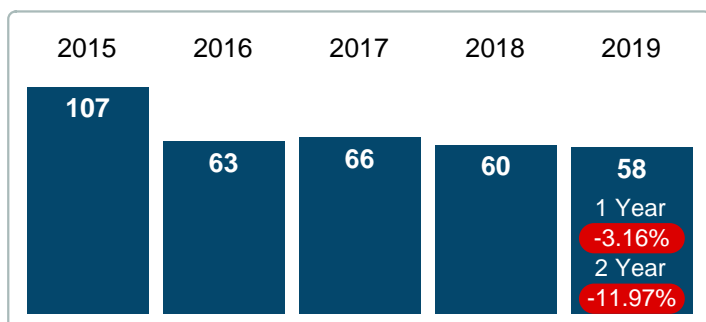
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



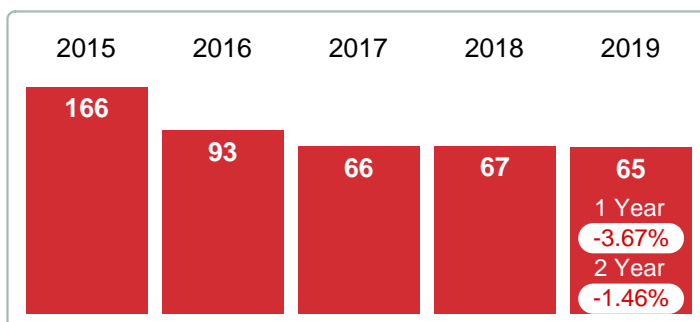
AVERAGE DAYS ON MARKET TO SALE

Report produced on Dec 11, 2019 for MLS Technology Inc.

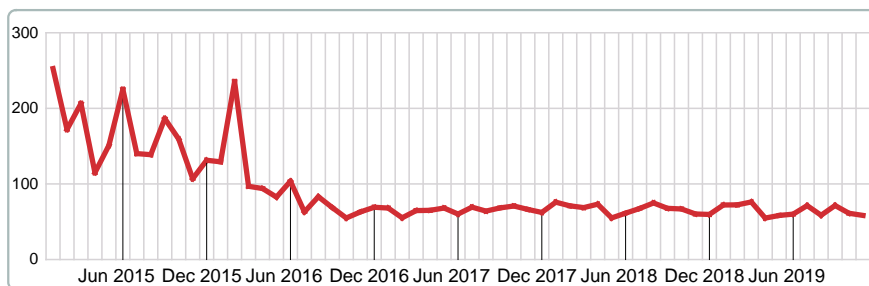
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

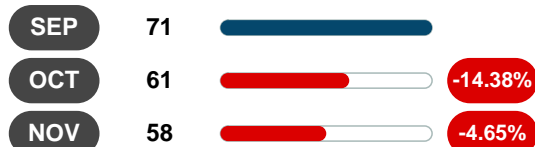


3 MONTHS

5 year NOV AVG = 71

High Jan 2015 253 Low Apr 2019 55

Average Days on Market to Sale this month at 58 below the 5 yr NOV average of 71



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
\$10,000 and less	9.21%	34	37	32	30	0
\$10,001 - \$50,000	13.16%	72	94	20	0	0
\$50,001 - \$80,000	13.16%	26	11	37	33	0
\$80,001 - \$130,000	28.95%	62	90	55	79	6
\$130,001 - \$200,000	13.16%	80	43	82	143	0
\$200,001 - \$340,000	13.16%	47	0	51	42	0
\$340,001 and up	9.21%	82	0	1	84	118
Average Closed DOM		58	62	51	67	80
Total Closed Units	100%	58	21	38	14	3
Total Closed Volume		10,733,817	1.31M	4.91M	3.45M	1.07M

November 2019



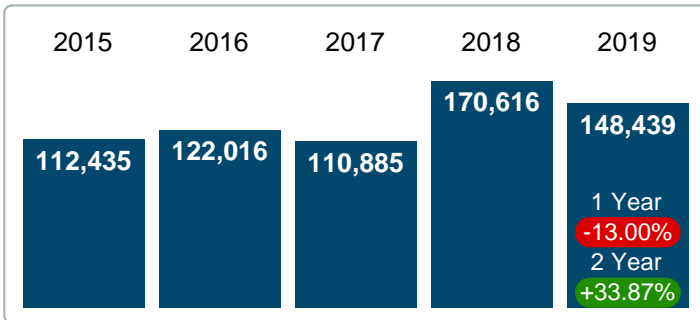
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



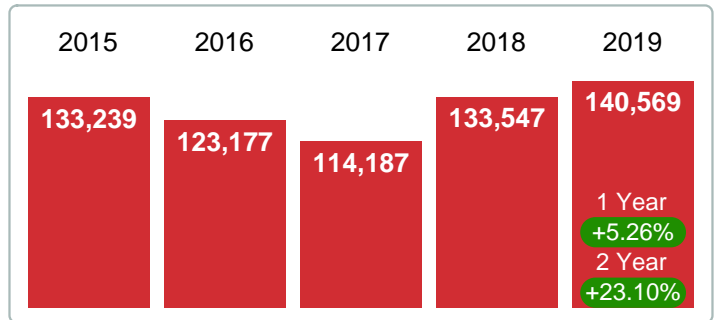
AVERAGE LIST PRICE AT CLOSING

Report produced on Dec 11, 2019 for MLS Technology Inc.

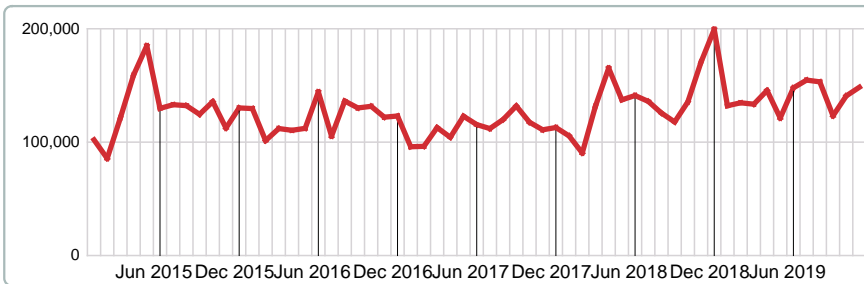
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

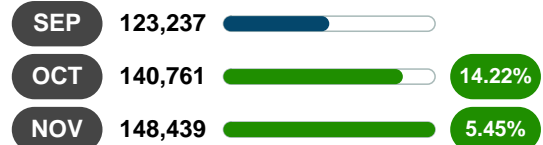


3 MONTHS

5 year NOV AVG = 132,878

High Dec 2018 199,516 Low Feb 2015 85,630

Average List Price at Closing this month at **148,439**
above the 5 yr NOV average of **132,878**



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
\$10,000 and less	7.89%	2,512	5,961	1,213	1,200	0
\$10,001 - \$50,000	13.16%	26,830	30,929	36,467	0	0
\$50,001 - \$80,000	13.16%	67,040	69,650	69,360	59,900	0
\$80,001 - \$130,000	27.63%	112,460	117,488	116,236	117,633	107,000
\$130,001 - \$200,000	14.47%	161,736	201,950	161,271	169,900	0
\$200,001 - \$340,000	13.16%	254,005	0	253,192	290,475	0
\$340,001 and up	10.53%	455,850	0	389,000	465,975	524,450
Average List Price		148,439	66,324	134,815	257,836	385,300
Total Closed Units	100%	148,439	21	38	14	3
Total Closed Volume		11,281,370	1.39M	5.12M	3.61M	1.16M

November 2019



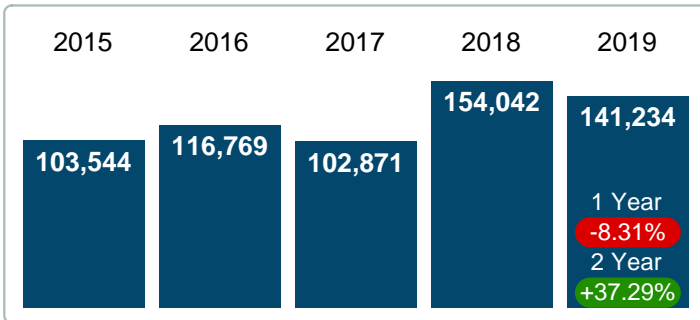
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



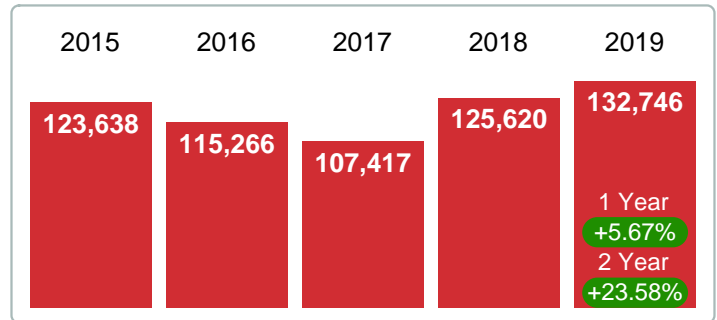
AVERAGE SOLD PRICE AT CLOSING

Report produced on Dec 11, 2019 for MLS Technology Inc.

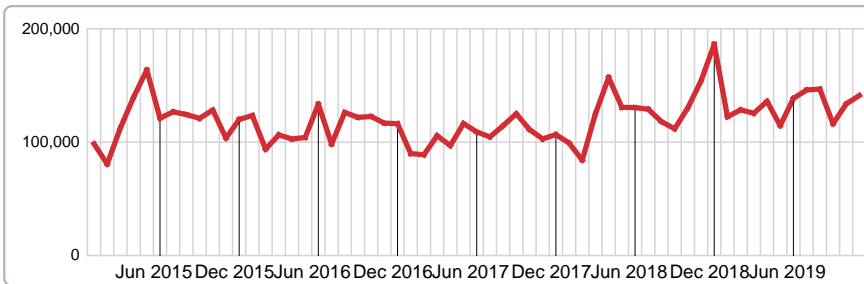
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

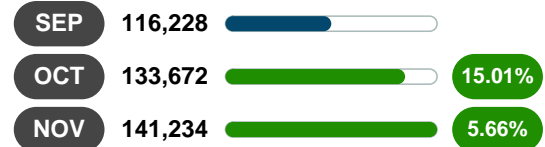


3 MONTHS

5 year NOV AVG = 123,692

High Dec 2018 186,374 Low Feb 2015 80,725

Average Sold Price at Closing this month at **141,234** above the 5 yr NOV average of **123,692**



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
\$10,000 and less	9.21%	3,642	5,361	1,425	1,200	0
\$10,001 - \$50,000	13.16%	27,800	25,929	32,167	0	0
\$50,001 - \$80,000	13.16%	66,785	66,238	70,180	52,000	0
\$80,001 - \$130,000	28.95%	109,649	109,375	108,985	116,333	100,000
\$130,001 - \$200,000	13.16%	168,290	199,950	156,286	189,000	0
\$200,001 - \$340,000	13.16%	258,350	0	240,000	285,875	0
\$340,001 and up	9.21%	440,541	0	399,000	429,446	483,500
Average Sold Price		141,234	62,157	129,185	246,606	355,667
Total Closed Units	100%	141,234	21	38	14	3
Total Closed Volume		10,733,817	1.31M	4.91M	3.45M	1.07M

November 2019



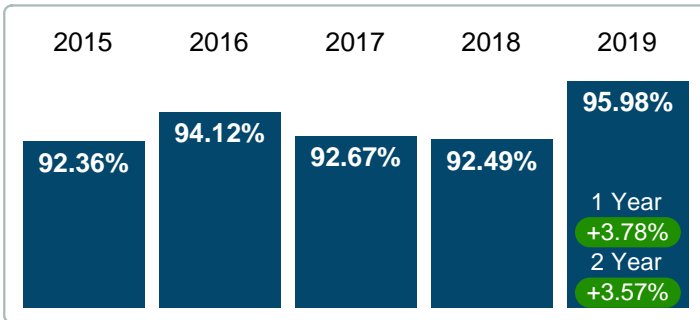
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



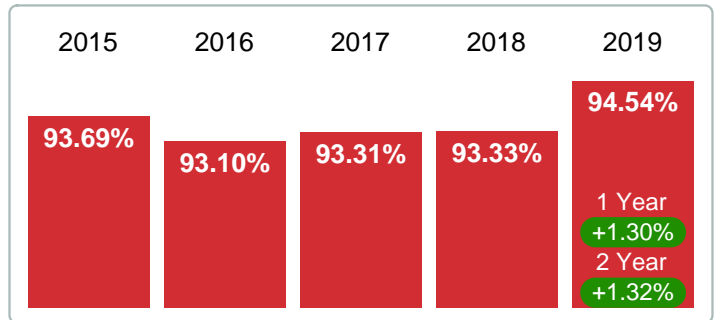
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 11, 2019 for MLS Technology Inc.

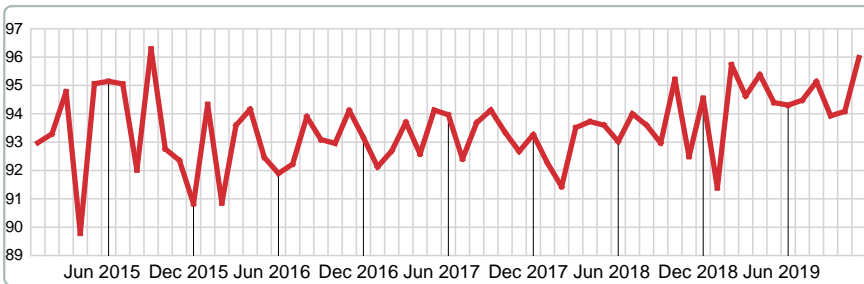
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

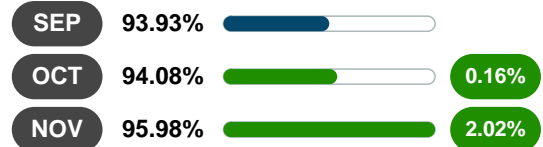


3 MONTHS

5 year NOV AVG = 93.52%

High Sep 2015 96.29% Low Apr 2015 89.78%

Average Sold/List Ratio this month at **95.98%** above the 5 yr NOV average of **93.52%**



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
\$10,000 and less	7	9.21%	100.80%	94.66%	113.49%	100.00%	0.00%
\$10,001 \$50,000	10	13.16%	92.75%	91.95%	94.64%	0.00%	0.00%
\$50,001 \$80,000	10	13.16%	97.43%	95.26%	101.28%	86.81%	0.00%
\$80,001 \$130,000	22	28.95%	94.50%	93.35%	93.87%	99.29%	93.46%
\$130,001 \$200,000	10	13.16%	98.86%	99.02%	97.05%	111.24%	0.00%
\$200,001 \$340,000	10	13.16%	96.27%	0.00%	94.76%	98.53%	0.00%
\$340,001 and up	7	9.21%	93.88%	0.00%	102.57%	92.23%	92.84%
Average Sold/List Ratio		96.00%		94.04%	96.89%	97.07%	93.04%
Total Closed Units		76	100%	21	38	14	3
Total Closed Volume		10,733,817		1.31M	4.91M	3.45M	1.07M

November 2019



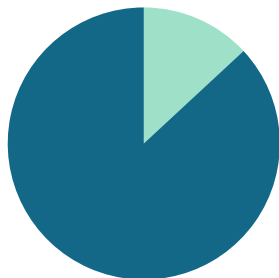
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Dec 11, 2019 for MLS Technology Inc.

INVENTORY

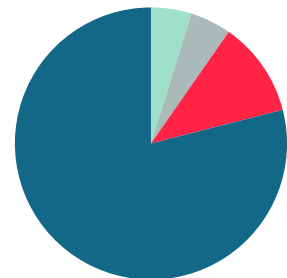


Inventory
 New Listings
205 = 13.10%
 Start Inventory
1,360
 Total Inventory Units
1,565
 Volume
\$275,854,689

Market Activity

Closed Sales
76 = 4.81%
 Pending Sales
77 = 4.87%
 Other Off Market
179 = 11.33%
 Active Inventory
1,248 = 78.99%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	100	76	-24.00%	1,104	1,128	2.17%
Pending Sales	91	77	-15.38%	1,141	1,163	1.93%
New Listings	288	205	-28.82%	3,428	3,216	-6.18%
Average List Price	170,616	148,439	-13.00%	133,547	140,569	5.26%
Average Sale Price	154,042	141,234	-8.31%	125,620	132,746	5.67%
Average Percent of Selling Price to List Price	92.49%	95.98%	3.78%	93.33%	94.54%	1.30%
Average Days on Market to Sale	60.26	58.36	-3.16%	67.16	64.69	-3.67%
Monthly Inventory	1,494	1,248	-16.47%	1,494	1,248	-16.47%
Months Supply of Inventory	14.73	12.16	-17.48%	14.73	12.16	-17.48%

Absorption: Last 12 months, an Average of **103** Sales/Month

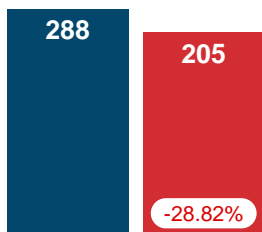
Inventory on November 30, 2019 = **1,248**

2018 **2019**

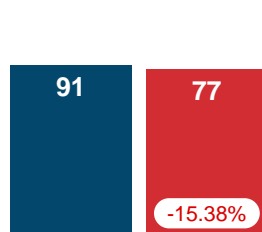
NOVEMBER MARKET

AVERAGE PRICES

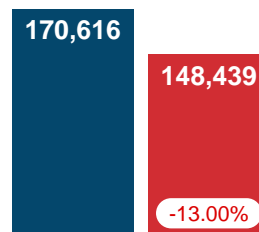
New Listings



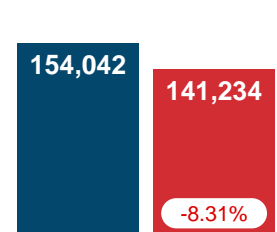
Pending Listings



List Price



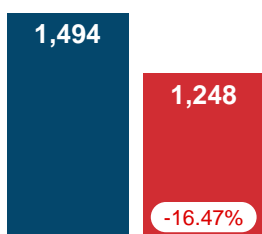
Sale Price



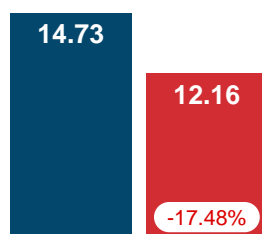
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

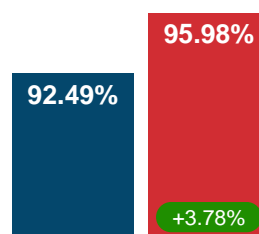
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

