

November 2019



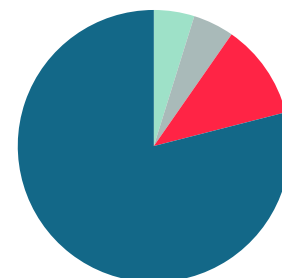
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	109,950	118,750	8.00%
Median Sale Price	100,000	111,500	11.50%
Median Percent of Selling Price to List Price	95.20%	96.84%	1.72%
Median Days on Market to Sale	40.50	38.00	-6.17%
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.

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 **11.50%** in November 2019 to \$111,500 versus the previous year at \$100,000.

Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 2.50 days or **6.17%** in November 2019 compared to last year's same month at **40.50** DOM.

Sales Success for November 2019 is Positive

Overall, with Median Prices going up 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
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median 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



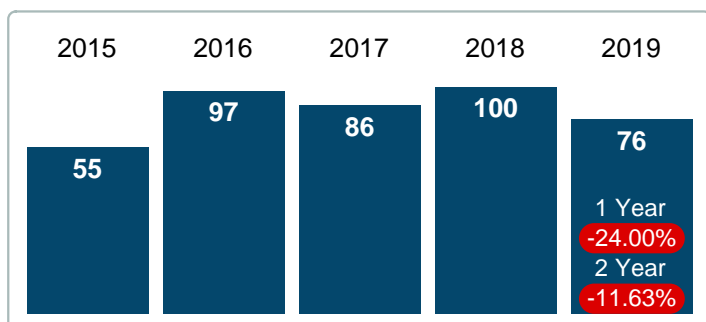
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



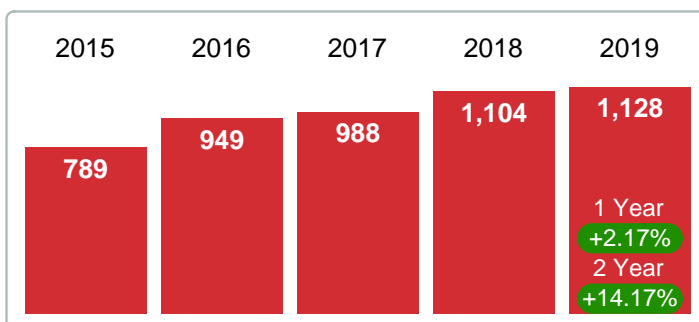
CLOSED LISTINGS

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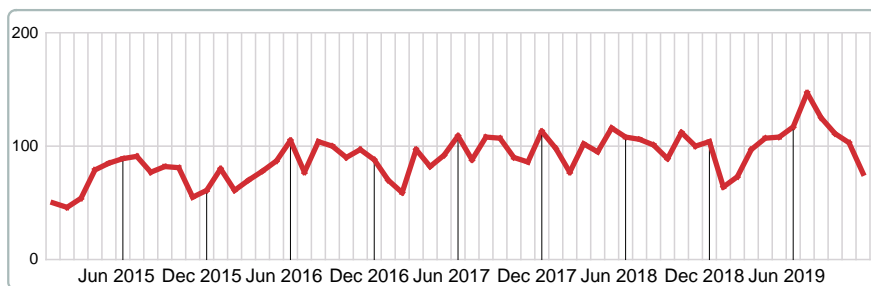
NOVEMBER



YEAR TO DATE (YTD)

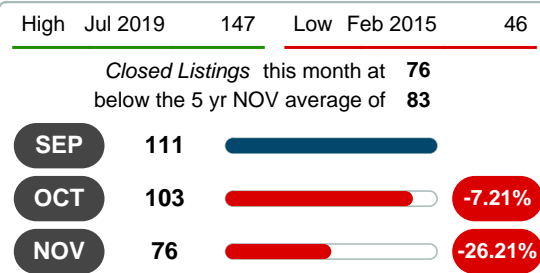


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	7	9.21%	35.0	4	2	1	0
\$10,001 - \$50,000	10	13.16%	48.5	7	3	0	0
\$50,001 - \$80,000	10	13.16%	25.5	4	5	1	0
\$80,001 - \$130,000	22	28.95%	49.0	4	14	3	1
\$130,001 - \$200,000	10	13.16%	54.5	2	7	1	0
\$200,001 - \$340,000	10	13.16%	33.5	0	6	4	0
\$340,001 and up	7	9.21%	83.0	0	1	4	2
Total Closed Units	76			21	38	14	3
Total Closed Volume	10,733,817	100%	38.0	1.31M	4.91M	3.45M	1.07M
Median Closed Price	\$111,500			\$50,000	\$113,944	\$237,000	\$437,000

November 2019



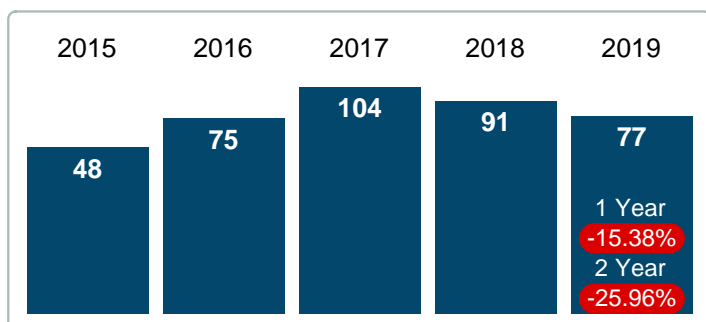
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



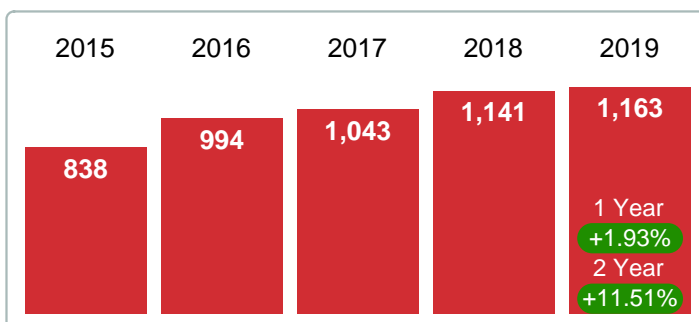
PENDING LISTINGS

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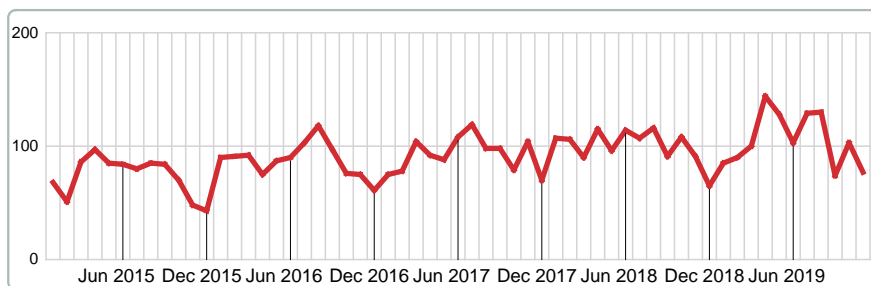
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

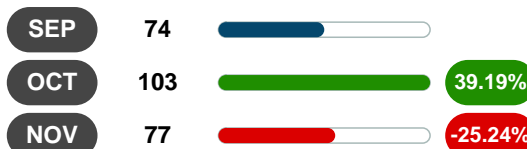


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	5.19%	16.5	3	1	0	0
\$30,001 - \$50,000	9	11.69%	25.0	2	6	1	0
\$50,001 - \$80,000	14	18.18%	49.5	5	8	1	0
\$80,001 - \$120,000	18	23.38%	44.5	2	12	3	1
\$120,001 - \$160,000	13	16.88%	89.0	3	9	1	0
\$160,001 - \$290,000	10	12.99%	84.0	1	5	3	1
\$290,001 and up	9	11.69%	34.0	2	4	3	0
Total Pending Units	77			18	45	12	2
Total Pending Volume	10,764,719	100%	52.0	2.25M	5.68M	2.45M	379.90K
Median Listing Price	\$114,900			\$72,450	\$115,000	\$149,950	\$189,950

November 2019



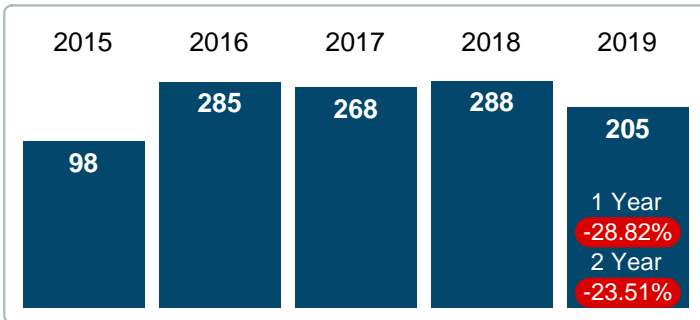
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



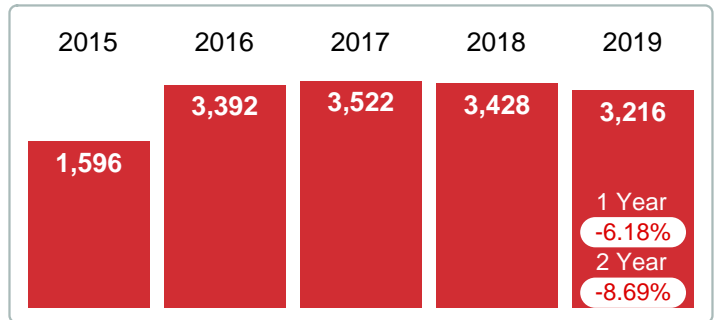
NEW LISTINGS

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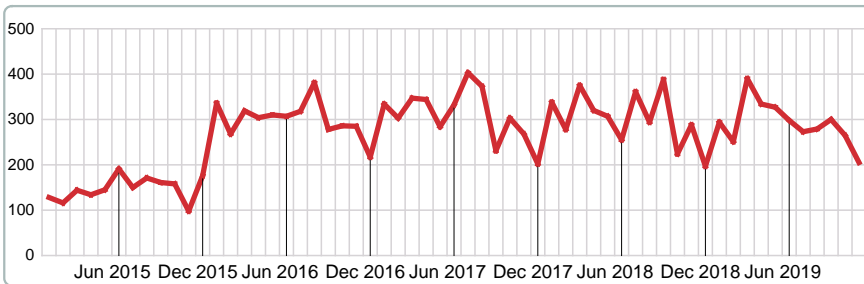
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

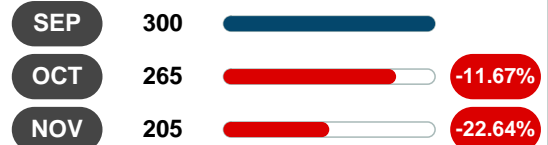


3 MONTHS

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
Median New Listed Listing Price	\$105,000		\$72,000	\$124,750	\$179,900	\$699,000

November 2019



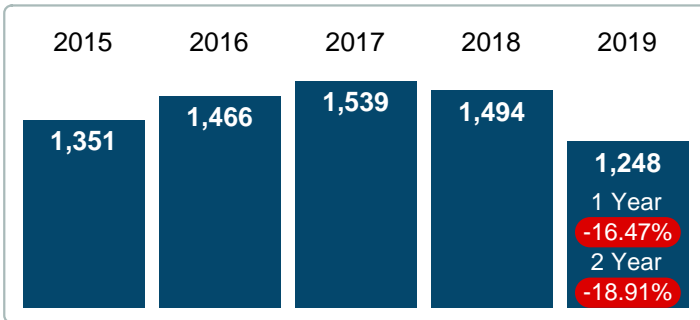
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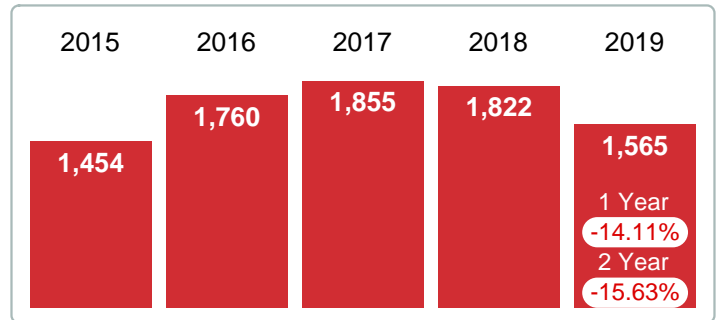
ACTIVE INVENTORY

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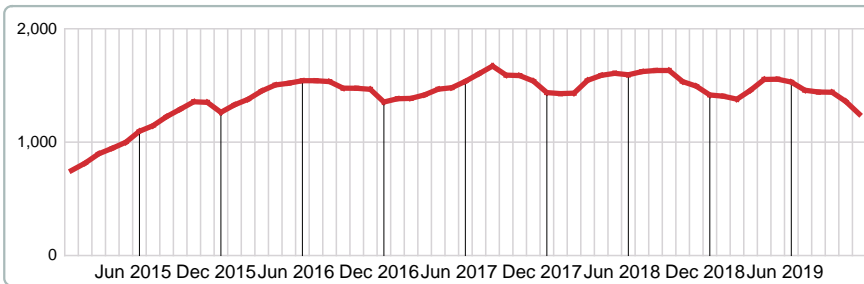
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

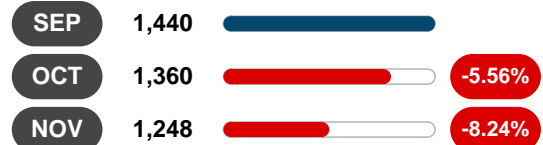


3 MONTHS

5 year NOV AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	135	10.82%	81.0	124	11	0	0
\$20,001 - \$30,000	109	8.73%	88.0	102	7	0	0
\$30,001 - \$70,000	227	18.19%	115.0	177	42	8	0
\$70,001 - \$140,000	310	24.84%	96.0	172	116	22	0
\$140,001 - \$220,000	175	14.02%	93.0	70	73	30	2
\$220,001 - \$390,000	165	13.22%	88.0	73	60	26	6
\$390,001 and up	127	10.18%	60.0	46	36	34	11
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
Median Active Inventory Listing Price			\$99,900	\$65,000	\$140,000	\$222,450	\$575,000

November 2019



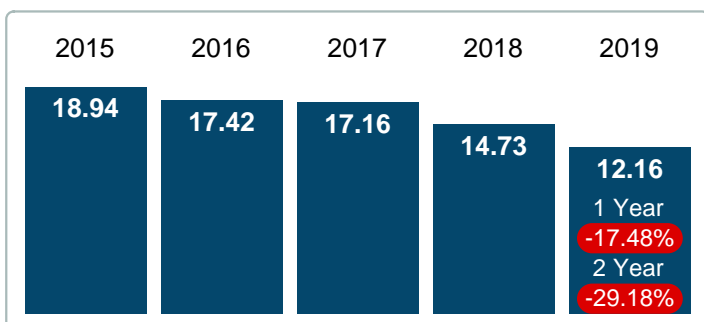
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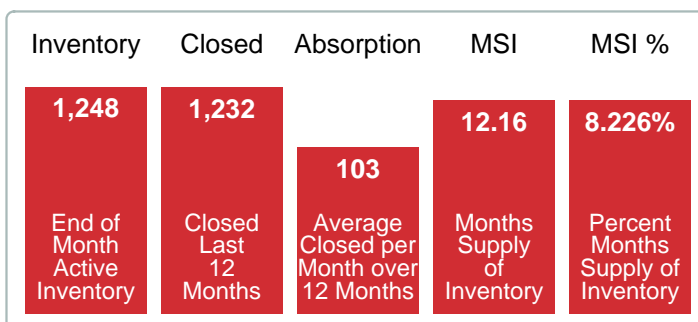
MONTHS SUPPLY of INVENTORY (MSI)

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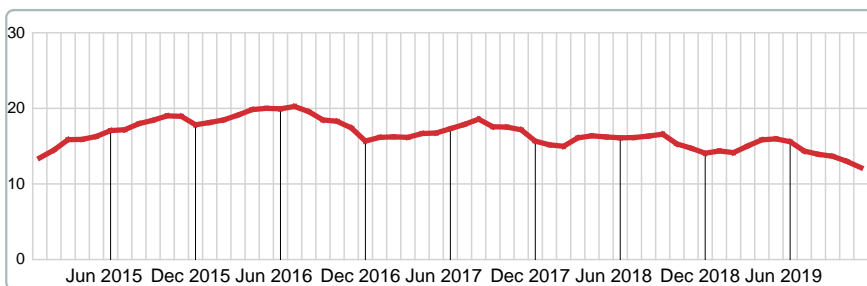
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

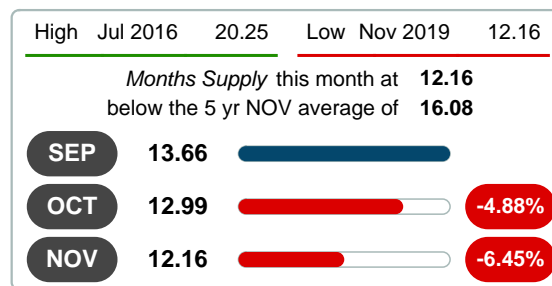


5 YEAR MARKET ACTIVITY TRENDS



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



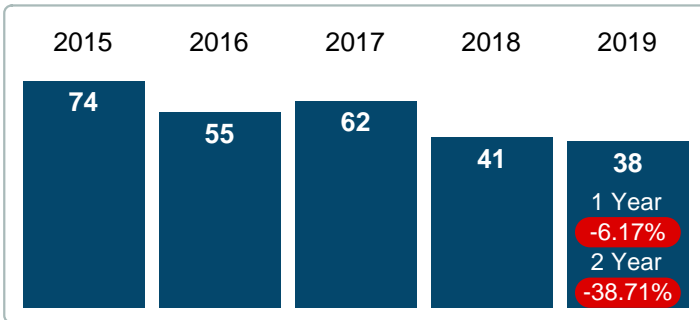
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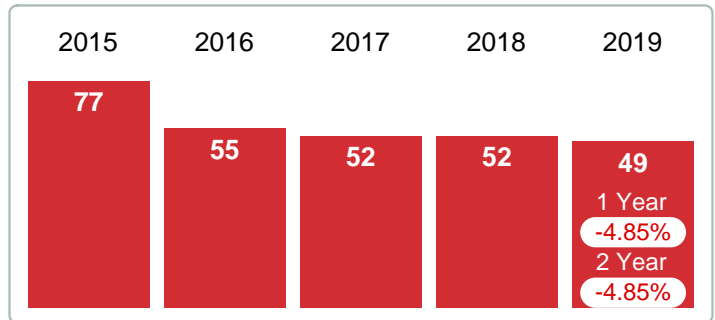
MEDIAN DAYS ON MARKET TO SALE

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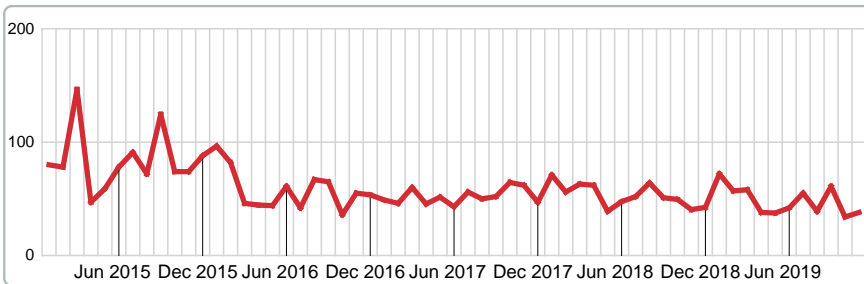
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 54

High Mar 2015 147 Low Oct 2019 34

Median Days on Market to Sale this month at 38 below the 5 yr NOV average of 54



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
\$10,000 and less	9.21%	35	35	32	30	0
\$10,001 - \$50,000	13.16%	49	81	14	0	0
\$50,001 - \$80,000	13.16%	26	11	38	33	0
\$80,001 - \$130,000	28.95%	49	68	43	61	6
\$130,001 - \$200,000	13.16%	55	43	57	143	0
\$200,001 - \$340,000	13.16%	34	0	27	43	0
\$340,001 and up	9.21%	83	0	1	71	118
Median Closed DOM		38	35	38	55	83
Total Closed Units	100%	76	21	38	14	3
Total Closed Volume		10,733,817	1.31M	4.91M	3.45M	1.07M

November 2019



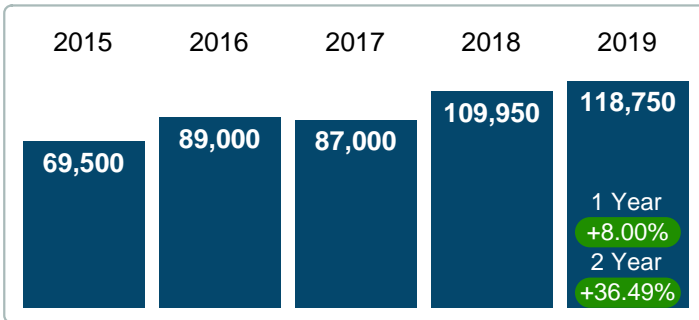
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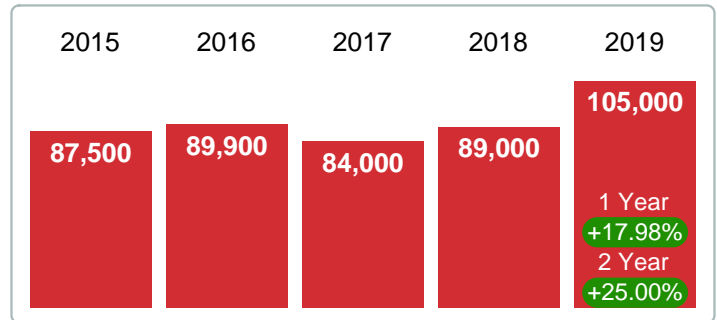
MEDIAN LIST PRICE AT CLOSING

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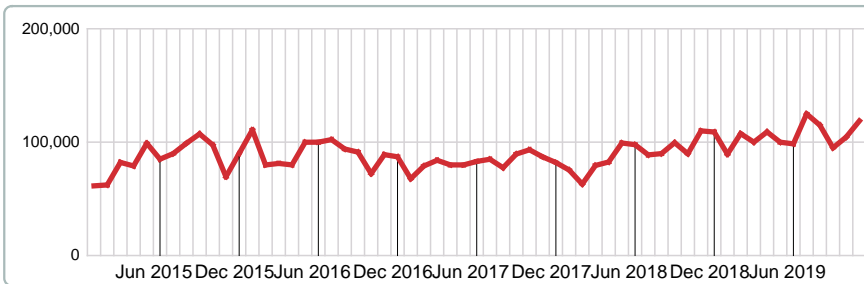
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

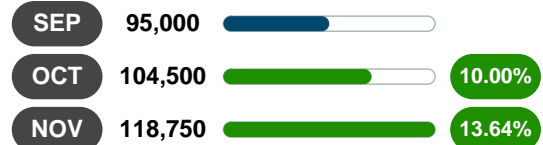


3 MONTHS

5 year NOV AVG = 94,840

High Jul 2019 124,900 Low Jan 2015 61,450

Median List Price at Closing this month at **118,750** above the 5 yr NOV average of **94,840**



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
\$10,000 and less	7.89%	1,025	850	1,213	1,200	0
\$10,001 - \$50,000	13.16%	25,000	19,000	45,000	0	0
\$50,001 - \$80,000	13.16%	64,950	65,100	65,000	59,900	0
\$80,001 - \$130,000	27.63%	118,000	124,950	116,450	123,900	107,000
\$130,001 - \$200,000	14.47%	155,000	199,900	155,000	169,900	0
\$200,001 - \$340,000	13.16%	249,900	204,000	255,950	249,900	0
\$340,001 and up	10.53%	449,000	0	389,000	449,000	524,450
Median List Price		118,750	58,500	119,700	238,950	449,000
Total Closed Units	100%	118,750	21	38	14	3
Total Closed Volume		11,281,370	1.39M	5.12M	3.61M	1.16M

November 2019



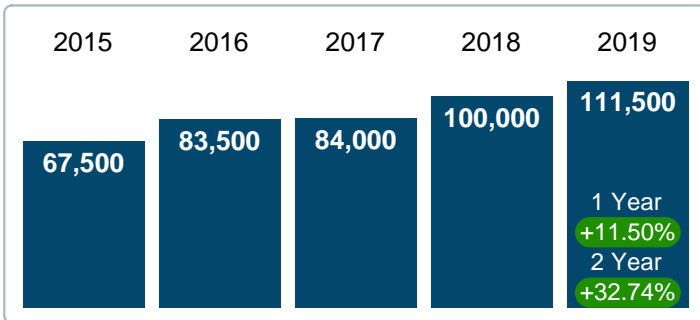
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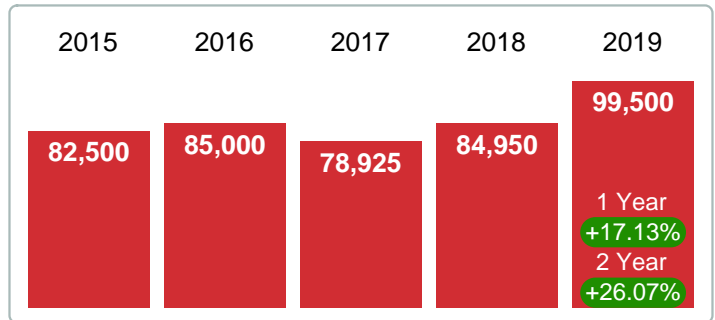
MEDIAN SOLD PRICE AT CLOSING

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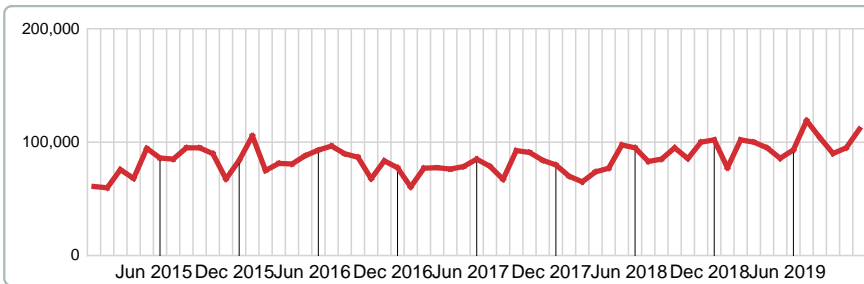
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 89,300

High Jul 2019 119,000 Low Feb 2015 59,750

Median Sold Price at Closing this month at 111,500 above the 5 yr NOV average of 89,300



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
\$10,000 and less	9.21%	1,200	5,425	1,425	1,200	0
\$10,001 - \$50,000	13.16%	27,000	27,000	34,000	0	0
\$50,001 - \$80,000	13.16%	66,500	67,725	68,000	52,000	0
\$80,001 - \$130,000	28.95%	111,500	110,000	111,500	115,000	100,000
\$130,001 - \$200,000	13.16%	157,500	199,950	150,000	189,000	0
\$200,001 - \$340,000	13.16%	249,000	0	240,000	288,750	0
\$340,001 and up	9.21%	437,000	0	399,000	425,000	483,500
Median Sold Price		111,500	50,000	113,944	237,000	437,000
Total Closed Units	100%	76	21	38	14	3
Total Closed Volume		10,733,817	1.31M	4.91M	3.45M	1.07M

November 2019



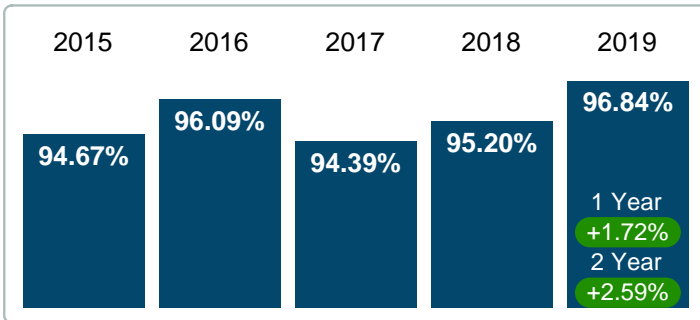
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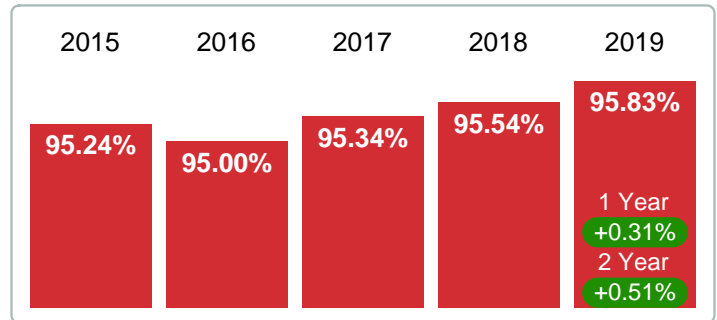
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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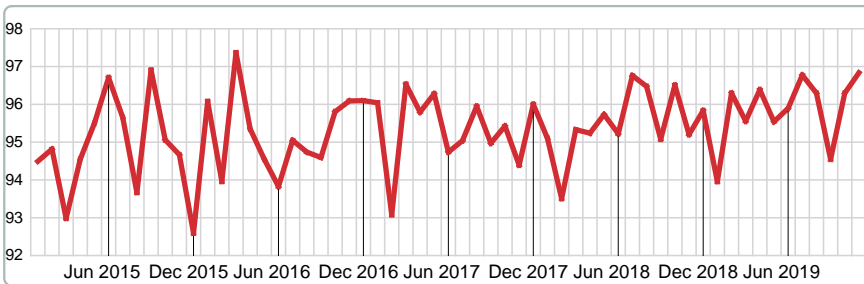
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

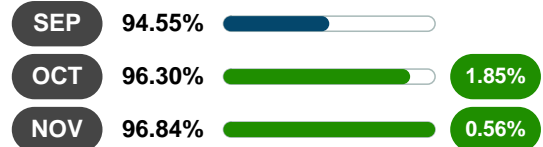


3 MONTHS

5 year NOV AVG = 95.44%

High Mar 2016 97.37% Low Dec 2015 92.59%

Median Sold/List Ratio this month at **96.84%**
above the 5 yr NOV average of **95.44%**



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
\$10,000 and less	<div style="width: 7%;"></div> 7	9.21%	100.00%	95.45%	113.49%	100.00%	0.00%
\$10,001 \$50,000	<div style="width: 10%;"></div> 10	13.16%	86.41%	85.71%	90.91%	0.00%	0.00%
\$50,001 \$80,000	<div style="width: 10%;"></div> 10	13.16%	100.00%	95.30%	100.00%	86.81%	0.00%
\$80,001 \$130,000	<div style="width: 22%;"></div> 22	28.95%	95.73%	96.70%	94.37%	100.00%	93.46%
\$130,001 \$200,000	<div style="width: 10%;"></div> 10	13.16%	99.02%	99.02%	97.30%	111.24%	0.00%
\$200,001 \$340,000	<div style="width: 10%;"></div> 10	13.16%	96.27%	0.00%	94.81%	98.84%	0.00%
\$340,001 and up	<div style="width: 7%;"></div> 7	9.21%	93.05%	0.00%	102.57%	92.45%	92.84%
Median Sold/List Ratio		96.84%		92.11%	97.10%	97.87%	93.46%
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



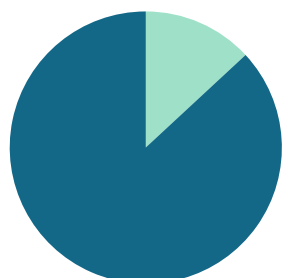
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

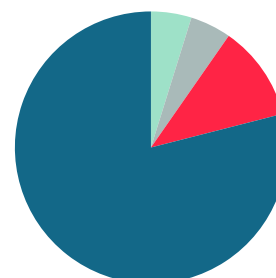


Inventory
 New Listings
205 = 13.10%
 Start Inventory
1,360
 Total Inventory Units
1,565
 Volume
\$275,854,689

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%
Median List Price	109,950	118,750	8.00%	89,000	105,000	17.98%
Median Sale Price	100,000	111,500	11.50%	84,950	99,500	17.13%
Median Percent of Selling Price to List Price	95.20%	96.84%	1.72%	95.54%	95.83%	0.31%
Median Days on Market to Sale	40.50	38.00	-6.17%	51.50	49.00	-4.85%
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%

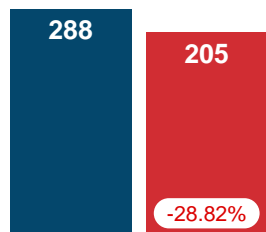
Absorption: Last 12 months, an Average of **103** Sales/Month

Inventory on November 30, 2019 = **1,248** 2018 2019

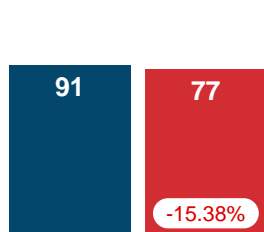
NOVEMBER MARKET

MEDIAN PRICES

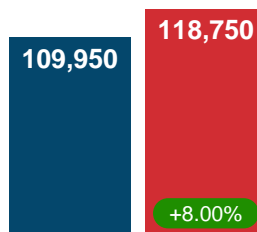
New Listings



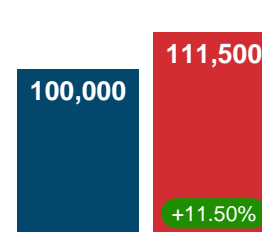
Pending Listings



List Price



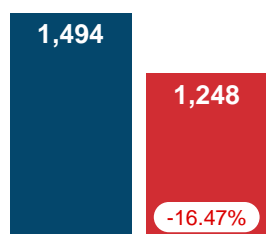
Sale Price



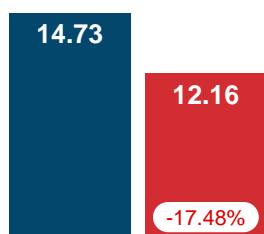
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

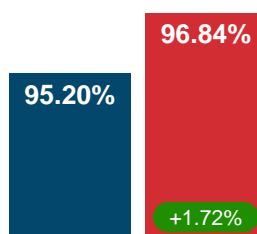
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

