

November 2020



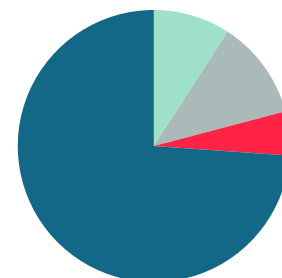
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2020 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	77	110	42.86%
Pending Listings	69	142	105.80%
New Listings	208	161	-22.60%
Average List Price	146,529	177,093	20.86%
Average Sale Price	139,418	166,153	19.18%
Average Percent of Selling Price to List Price	96.04%	94.25%	-1.86%
Average Days on Market to Sale	58.42	58.26	-0.26%
End of Month Inventory	1,395	891	-36.13%
Months Supply of Inventory	13.41	7.29	-45.63%



■ Closed (9.12%)
■ Pending (11.77%)
■ Other OffMarket (5.22%)
■ Active (73.88%)

Absorption: Last 12 months, an Average of **122** Sales/Month
Active Inventory as of November 30, 2020 = **891**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **36.13%** to 891 existing homes available for sale. Over the last 12 months this area has had an average of 122 closed sales per month. This represents an unsold inventory index of **7.29** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **19.18%** in November 2020 to \$166,153 versus the previous year at \$139,418.

Average Days on Market Shortens

The average number of **58.26** days that homes spent on the market before selling decreased by 0.15 days or **0.26%** in November 2020 compared to last year's same month at **58.42** DOM.

Sales Success for November 2020 is Positive

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

There were 161 New Listings in November 2020, down **22.60%** from last year at 208. Furthermore, there were 110 Closed Listings this month versus last year at 77, a **42.86%** increase.

Closed versus Listed trends yielded a **68.3%** ratio, up from previous year's, November 2019, at **37.0%**, a **84.56%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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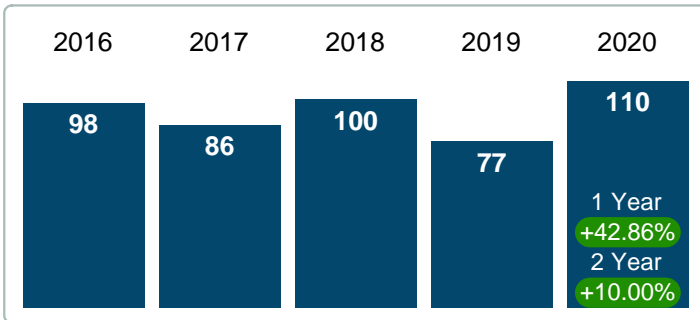
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



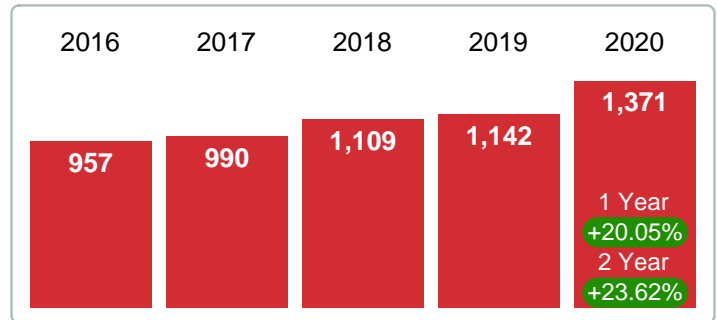
CLOSED LISTINGS

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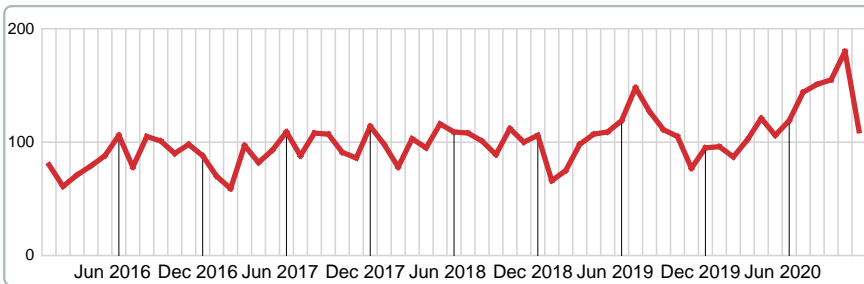
NOVEMBER



YEAR TO DATE (YTD)

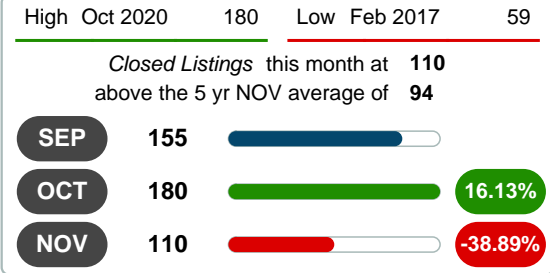


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 94



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	6.36%	73.3	6	1	0	0
\$25,001 - \$50,000	16	14.55%	57.8	11	5	0	0
\$50,001 - \$75,000	11	10.00%	81.7	7	4	0	0
\$75,001 - \$150,000	29	26.36%	58.6	13	15	1	0
\$150,001 - \$225,000	20	18.18%	32.2	6	12	2	0
\$225,001 - \$350,000	16	14.55%	64.9	4	8	3	1
\$350,001 and up	11	10.00%	62.8	2	2	6	1
Total Closed Units	110			49	47	12	2
Total Closed Volume	18,276,824	100%	58.3	5.18M	7.66M	4.44M	995.00K
Average Closed Price	\$166,153			\$105,649	\$163,020	\$370,256	\$497,500

November 2020



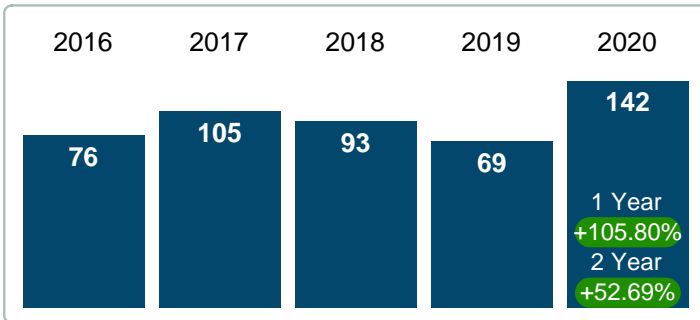
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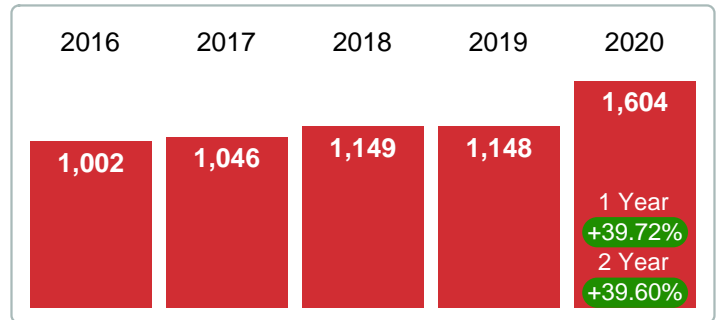
PENDING LISTINGS

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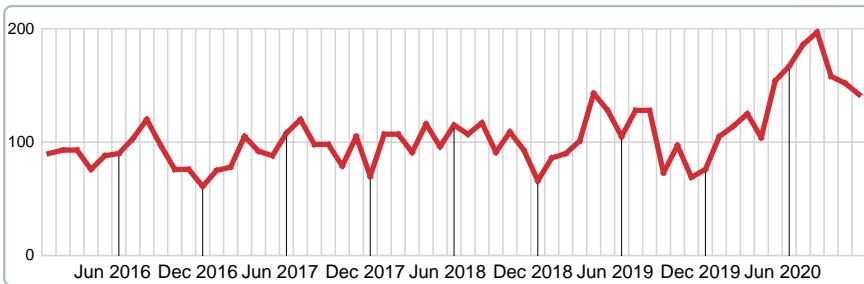
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

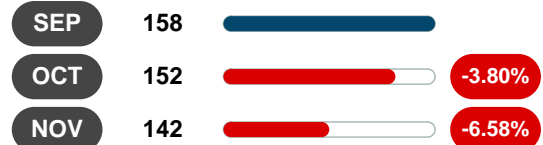


3 MONTHS

5 year NOV AVG = 97

High Aug 2020 197 Low Dec 2016 61

Pending Listings this month at **142**
above the 5 yr NOV average of **97**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	6.34%	30.1	8	1	0	0
\$25,001 - \$50,000	20	14.08%	42.8	16	4	0	0
\$50,001 - \$75,000	15	10.56%	49.2	10	5	0	0
\$75,001 - \$175,000	43	30.28%	84.3	13	25	4	1
\$175,001 - \$250,000	22	15.49%	42.5	7	9	6	0
\$250,001 - \$475,000	19	13.38%	87.9	4	7	7	1
\$475,001 and up	14	9.86%	48.1	3	2	3	6
Total Pending Units	142			61	53	20	8
Total Pending Volume	29,932,183	100%	2.0	8.15M	9.78M	6.52M	5.48M
Average Listing Price	\$219,000			\$133,646	\$184,490	\$326,015	\$685,188

November 2020



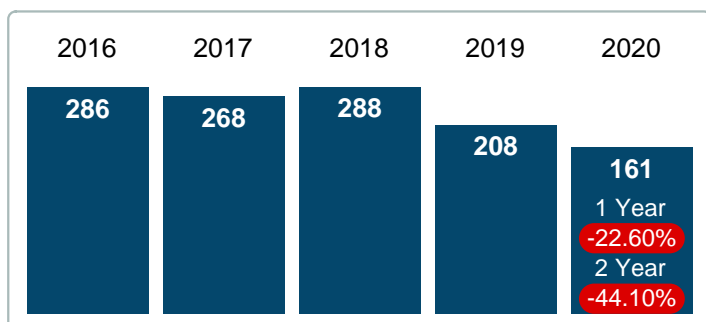
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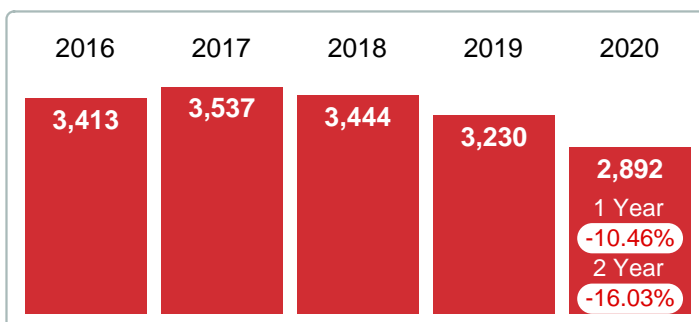
NEW LISTINGS

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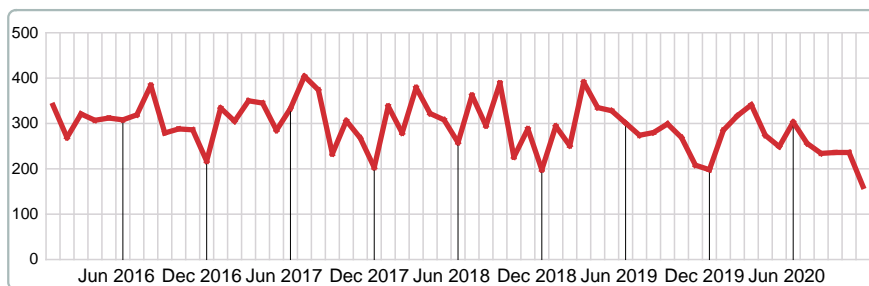
NOVEMBER



YEAR TO DATE (YTD)

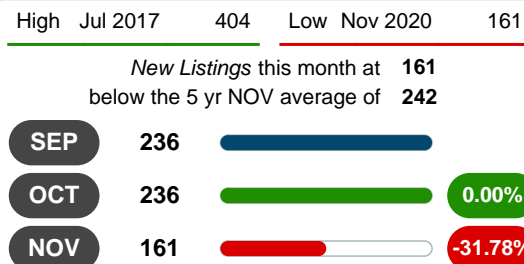


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 242



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	17	10.56%	17	0	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$100,000	42	26.09%	27	13	2	0
\$100,001 - \$175,000	36	22.36%	8	24	3	1
\$175,001 - \$350,000	29	18.01%	8	14	6	1
\$350,001 - \$700,000	21	13.04%	5	6	8	2
\$700,001 and up	16	9.94%	6	2	3	5
Total New Listed Units	161		71	59	22	9
Total New Listed Volume	50,095,383	100%	20.15M	12.37M	9.32M	8.25M
Average New Listed Listing Price	\$219,000		\$283,795	\$209,659	\$423,852	\$916,811

November 2020



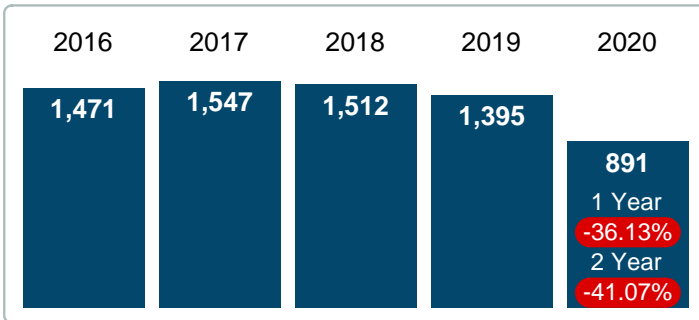
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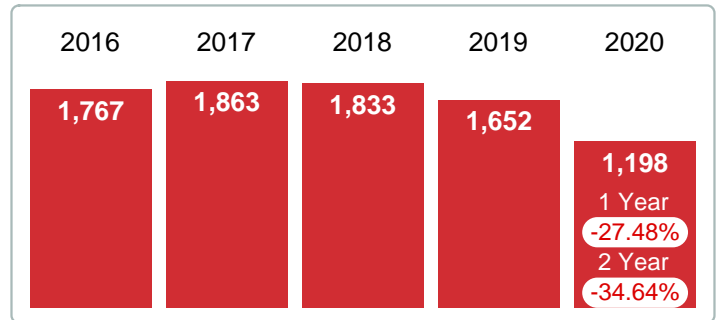
ACTIVE INVENTORY

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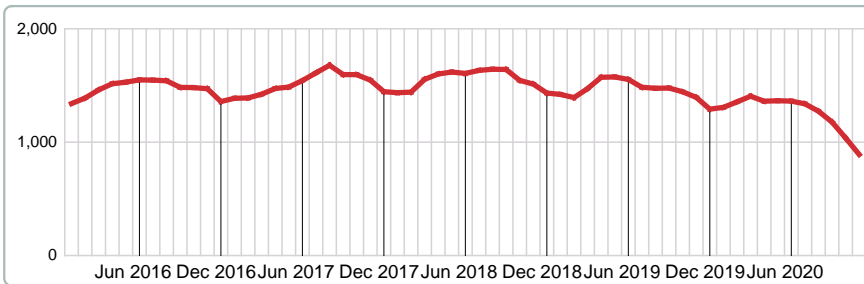
END OF NOVEMBER



ACTIVE DURING NOVEMBER

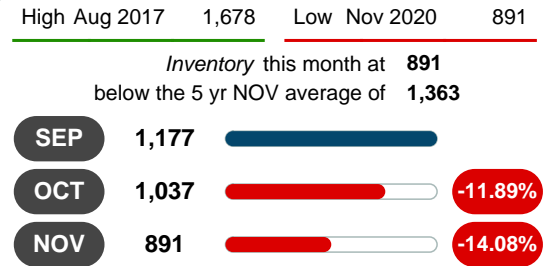


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,363



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	160	17.96%	142.3	146	12	1	1
\$25,001-\$50,000	129	14.48%	139.4	112	14	2	1
\$50,001-\$125,000	237	26.60%	142.8	161	67	8	1
\$125,001-\$225,000	169	18.97%	115.8	84	63	21	1
\$225,001-\$425,000	101	11.34%	100.4	48	23	24	6
\$425,001 and up	95	10.66%	100.0	39	22	21	13
Total Active Inventory by Units			891	590	201	77	23
Total Active Inventory by Volume			176,497,170	91.64M	39.70M	26.45M	18.71M
Average Active Inventory Listing Price			\$198,089	\$155,324	\$197,525	\$343,464	\$813,326

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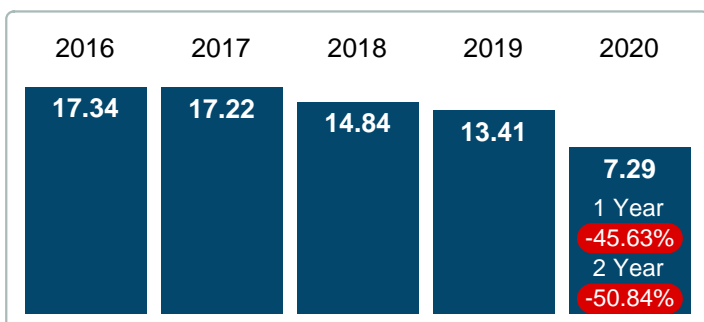
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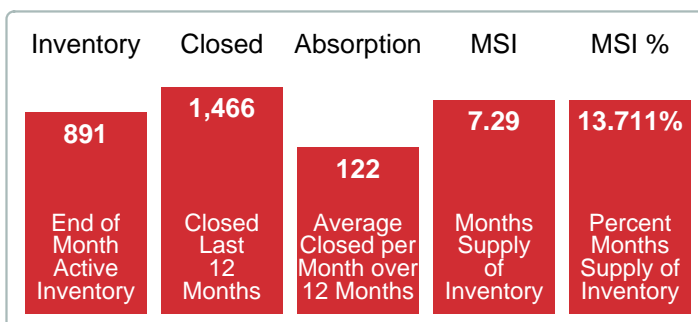
MONTHS SUPPLY of INVENTORY (MSI)

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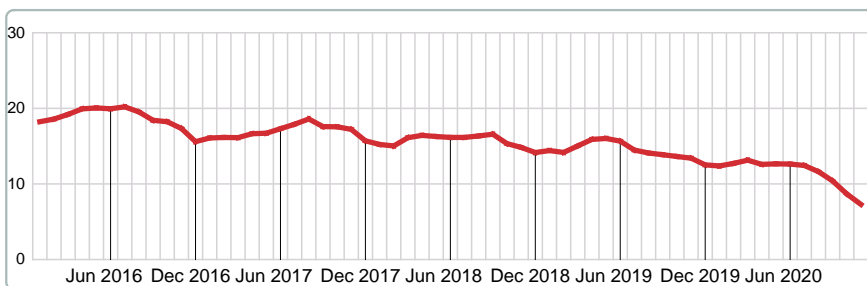
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

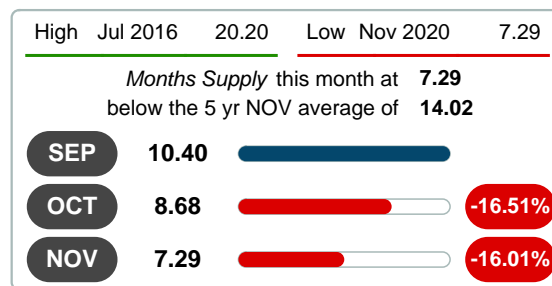


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 14.02



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
\$10,000 and less	43	4.83%	10.12	10.00	9.43	12.00	0.00
\$10,001 - \$30,000	143	16.05%	13.00	17.02	1.50	0.00	0.00
\$30,001 - \$60,000	139	15.60%	8.55	11.21	3.88	6.00	12.00
\$60,001 - \$130,000	221	24.80%	5.92	10.43	3.20	3.33	3.00
\$130,001 - \$220,000	141	15.82%	5.08	12.17	3.03	4.00	2.00
\$220,001 - \$440,000	111	12.46%	5.72	12.98	2.75	5.65	6.55
\$440,001 and up	93	10.44%	15.08	30.40	12.00	7.88	26.00
Market Supply of Inventory (MSI)			7.29	12.71	3.45	5.13	9.52
Total Active Inventory by Units		100%	7.29	590	201	77	23

November 2020



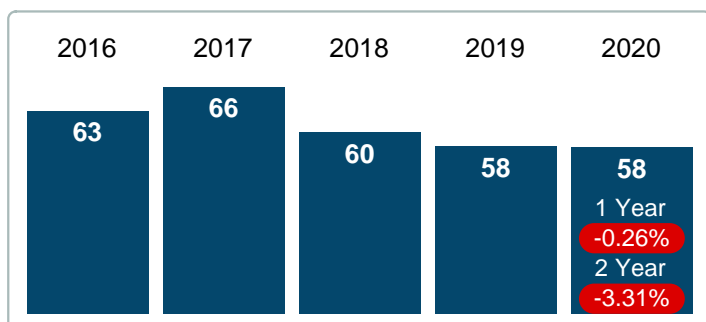
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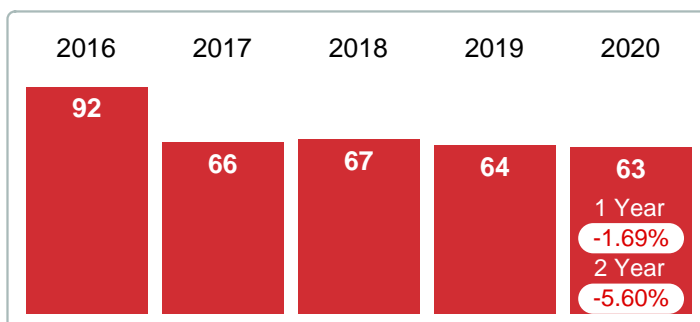
AVERAGE DAYS ON MARKET TO SALE

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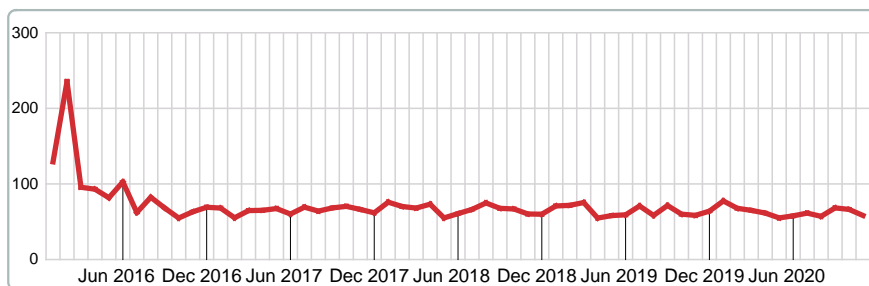
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

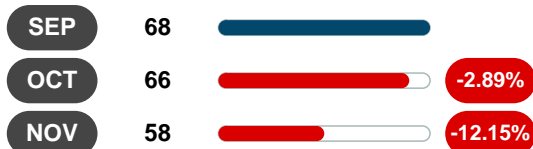


3 MONTHS

5 year NOV AVG = 61

High Feb 2016 235 Low Apr 2019 55

Average Days on Market to Sale this month at 58 below the 5 yr NOV average of 61



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
\$25,000 and less	6.36%	73	69	97	0	0
\$25,001 - \$50,000	14.55%	58	62	48	0	0
\$50,001 - \$75,000	10.00%	82	89	70	0	0
\$75,001 - \$150,000	26.36%	59	99	28	5	0
\$150,001 - \$225,000	18.18%	32	24	39	15	0
\$225,001 - \$350,000	14.55%	65	86	59	22	158
\$350,001 and up	10.00%	63	103	76	49	39
Average Closed DOM		58	75	45	33	99
Total Closed Units	100%	58	49	47	12	2
Total Closed Volume		18,276,824	5.18M	7.66M	4.44M	995.00K

November 2020



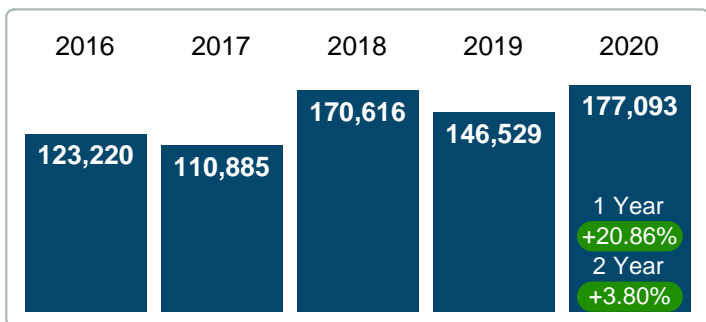
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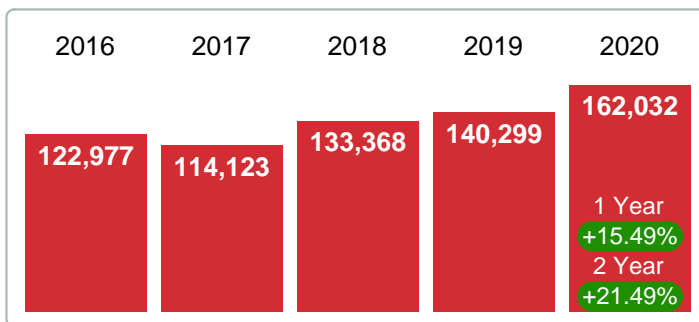
AVERAGE LIST PRICE AT CLOSING

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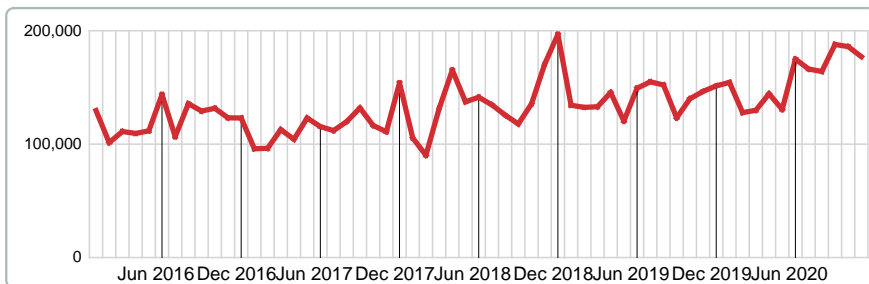
NOVEMBER



YEAR TO DATE (YTD)

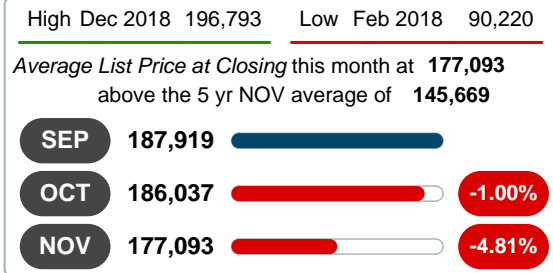


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 145,669



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	
\$25,000 and less	6	5.45%	9,817	10,733	30,000	0	
\$25,001 - \$50,000	17	15.45%	38,276	38,564	38,200	0	
\$50,001 - \$75,000	6	5.45%	71,100	74,086	79,475	0	
\$75,001 - \$150,000	33	30.00%	109,563	124,400	111,500	95,000	
\$150,001 - \$225,000	20	18.18%	192,095	197,633	191,016	212,450	
\$225,001 - \$350,000	14	12.73%	284,200	253,750	299,350	351,333	
\$350,001 and up	14	12.73%	493,407	413,950	512,000	537,633	
Average List Price		177,093		115,369	168,561	399,975	552,500
Total Closed Units		110	100%	177,093	49	47	12
Total Closed Volume		19,480,188			5.65M	7.92M	4.80M

November 2020



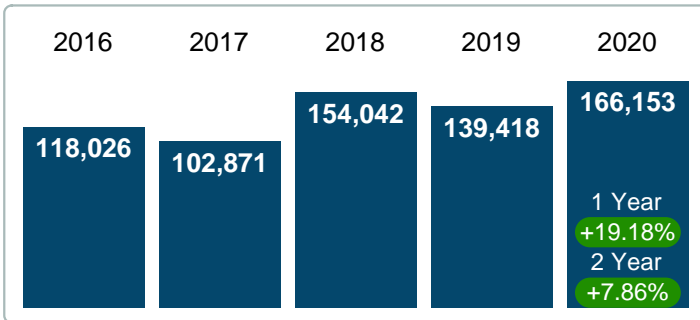
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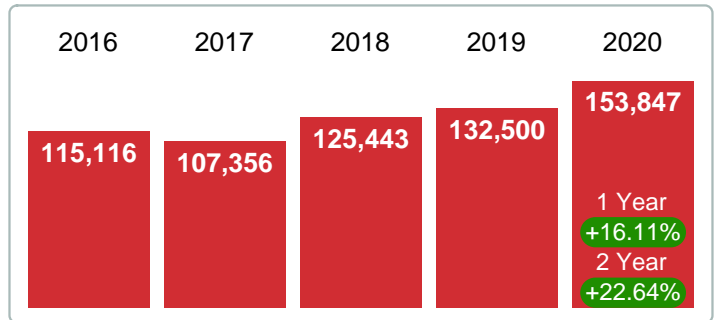
AVERAGE SOLD PRICE AT CLOSING

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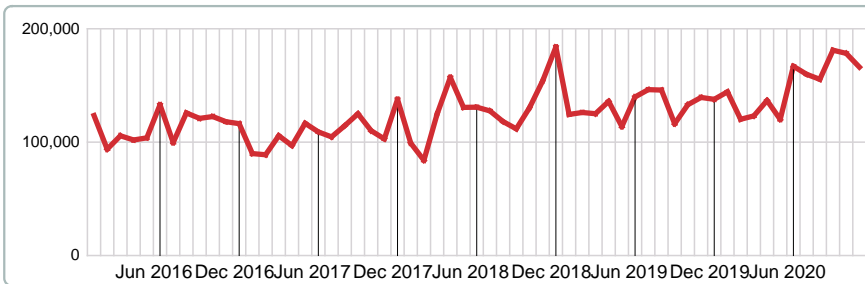
NOVEMBER



YEAR TO DATE (YTD)

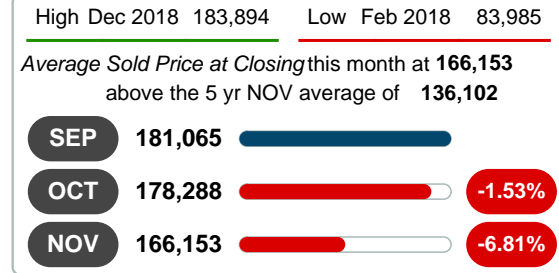


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 136,102



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	
\$25,000 and less	7	6.36%	11,357	9,500	22,500	0	
\$25,001 - \$50,000	16	14.55%	35,553	34,500	37,870	0	
\$50,001 - \$75,000	11	10.00%	68,673	67,343	71,000	0	
\$75,001 - \$150,000	29	26.36%	111,059	115,877	108,287	90,000	
\$150,001 - \$225,000	20	18.18%	185,570	174,167	188,450	202,500	
\$225,001 - \$350,000	16	14.55%	287,681	242,875	286,925	328,667	
\$350,001 and up	11	10.00%	485,279	373,000	492,500	493,679	
Average Sold Price		166,153		105,649	163,020	370,256	497,500
Total Closed Units		110	100%	166,153	49	47	12
Total Closed Volume		18,276,824			5.18M	7.66M	4.44M

November 2020



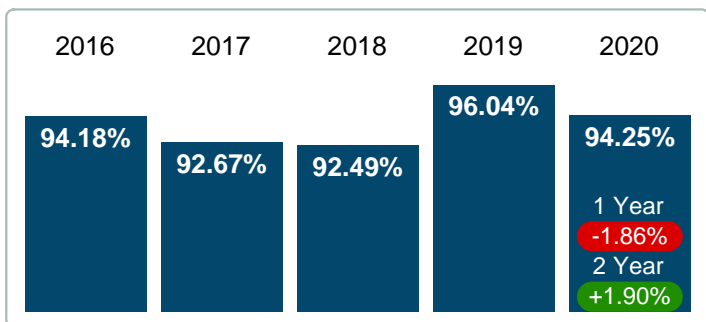
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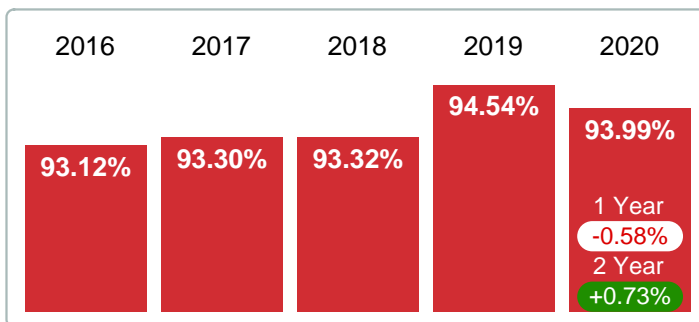
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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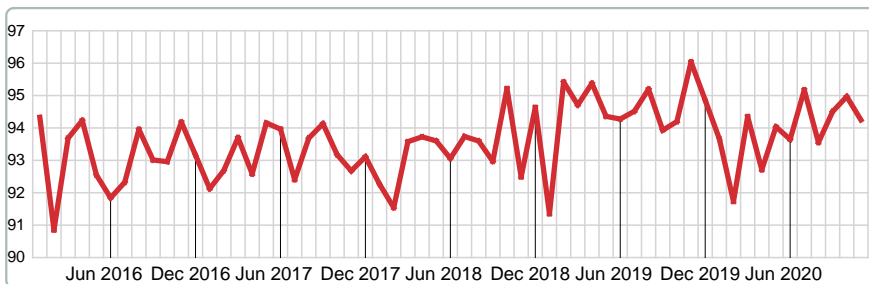
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

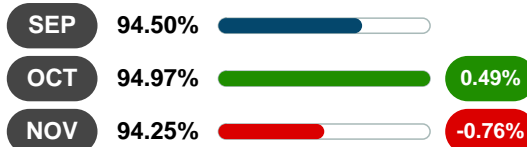


3 MONTHS

5 year NOV AVG = 93.93%

High Nov 2019 96.04% Low Feb 2016 90.85%

Average Sold/List Ratio this month at **94.25%**
 equal to 5 yr NOV average of **93.93%**



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
\$25,000 and less	7	6.36%	87.83%	89.97%	75.00%	0.00%	0.00%
\$25,001 - \$50,000	16	14.55%	96.17%	89.97%	109.83%	0.00%	0.00%
\$50,001 - \$75,000	11	10.00%	90.57%	91.28%	89.34%	0.00%	0.00%
\$75,001 - \$150,000	29	26.36%	95.27%	93.31%	97.01%	94.74%	0.00%
\$150,001 - \$225,000	20	18.18%	95.72%	89.85%	98.78%	95.02%	0.00%
\$225,001 - \$350,000	16	14.55%	95.65%	96.00%	95.81%	93.78%	98.59%
\$350,001 and up	11	10.00%	91.77%	90.64%	96.17%	91.64%	86.00%
Average Sold/List Ratio		94.20%		91.55%	97.46%	93.00%	92.30%
Total Closed Units		110	100%	49	47	12	2
Total Closed Volume		18,276,824		5.18M	7.66M	4.44M	995.00K

November 2020



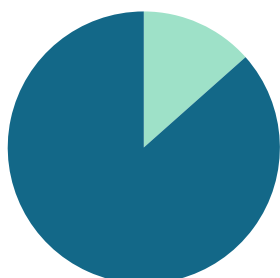
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Dec 11, 2020 for MLS Technology Inc.

INVENTORY

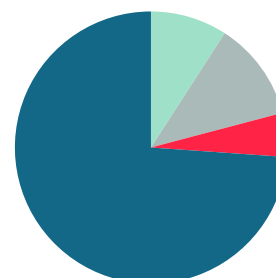


Inventory
 New Listings
161 = 13.44%
 Start Inventory
1,037
 Total Inventory Units
1,198
 Volume
\$243,575,888

Market Activity

Closed Sales
110 = 9.12%
 Pending Sales
142 = 11.77%
 Other Off Market
63 = 5.22%
 Active Inventory
891 = 73.88%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	77	110	42.86%	1,142	1,371	20.05%
Pending Sales	69	142	105.80%	1,148	1,604	39.72%
New Listings	208	161	-22.60%	3,230	2,892	-10.46%
Average List Price	146,529	177,093	20.86%	140,299	162,032	15.49%
Average Sale Price	139,418	166,153	19.18%	132,500	153,847	16.11%
Average Percent of Selling Price to List Price	96.04%	94.25%	-1.86%	94.54%	93.99%	-0.58%
Average Days on Market to Sale	58.42	58.26	-0.26%	64.21	63.12	-1.69%
Monthly Inventory	1,395	891	-36.13%	1,395	891	-36.13%
Months Supply of Inventory	13.41	7.29	-45.63%	13.41	7.29	-45.63%

Absorption: Last 12 months, an Average of **122** Sales/Month

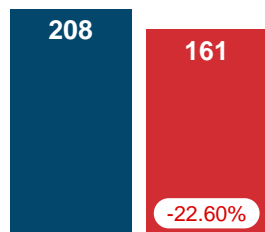
Inventory on November 30, 2020 = **891**

2019 **2020**

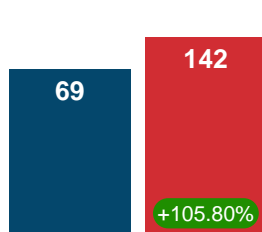
NOVEMBER MARKET

AVERAGE PRICES

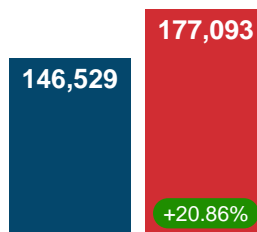
New Listings



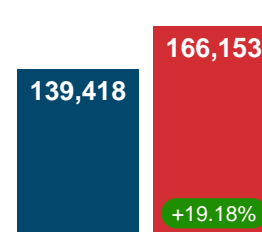
Pending Listings



List Price



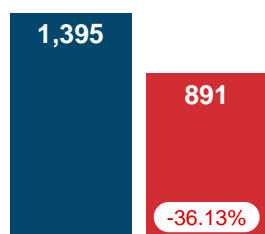
Sale Price



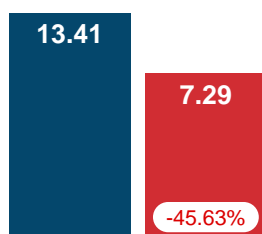
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

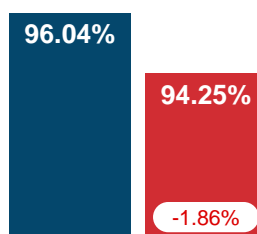
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

