

# November 2020



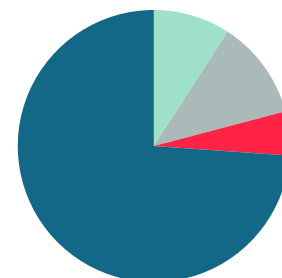
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## 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%
Median List Price	118,000	137,000	16.10%
Median Sale Price	111,000	132,750	19.59%
Median Percent of Selling Price to List Price	96.90%	95.53%	-1.41%
Median Days on Market to Sale	38.00	47.00	23.68%
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.

#### 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 **19.59%** in November 2020 to \$132,750 versus the previous year at \$111,000.

#### Median Days on Market Lengthens

The median number of **47.00** days that homes spent on the market before selling increased by 9.00 days or **23.68%** in November 2020 compared to last year's same month at **38.00** DOM.

#### Sales Success for November 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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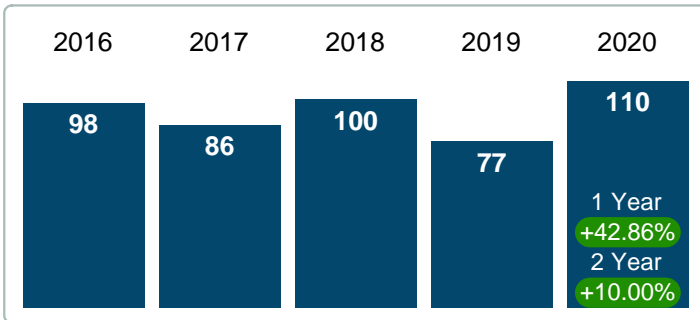
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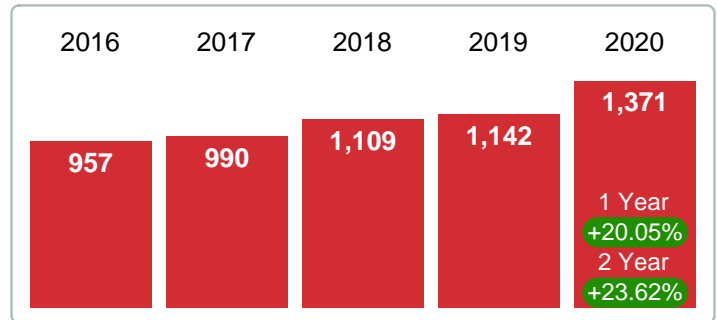
## CLOSED LISTINGS

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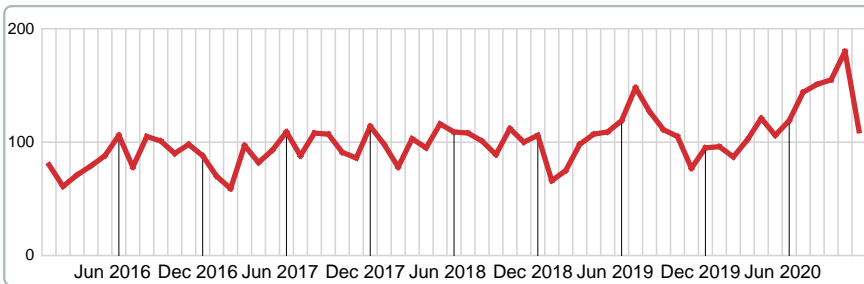
### NOVEMBER



### YEAR TO DATE (YTD)

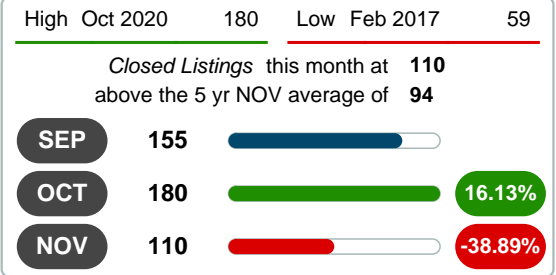


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 94



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	10.91%	73.5	9	3	0	0
\$30,001 - \$60,000	11	10.00%	23.0	8	3	0	0
\$60,001 - \$90,000	20	18.18%	44.5	11	8	1	0
\$90,001 - \$160,000	22	20.00%	53.0	10	12	0	0
\$160,001 - \$240,000	20	18.18%	17.0	7	11	2	0
\$240,001 - \$360,000	14	12.73%	51.0	2	8	3	1
\$360,001 and up	11	10.00%	47.0	2	2	6	1
<b>Total Closed Units</b>	<b>110</b>			<b>49</b>	<b>47</b>	<b>12</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>18,276,824</b>	<b>100%</b>	<b>47.0</b>	<b>5.18M</b>	<b>7.66M</b>	<b>4.44M</b>	<b>995.00K</b>
<b>Median Closed Price</b>	<b>\$132,750</b>			<b>\$80,000</b>	<b>\$144,000</b>	<b>\$359,500</b>	<b>\$497,500</b>

# November 2020



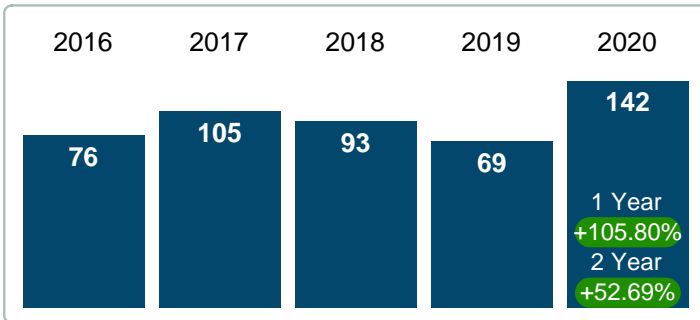
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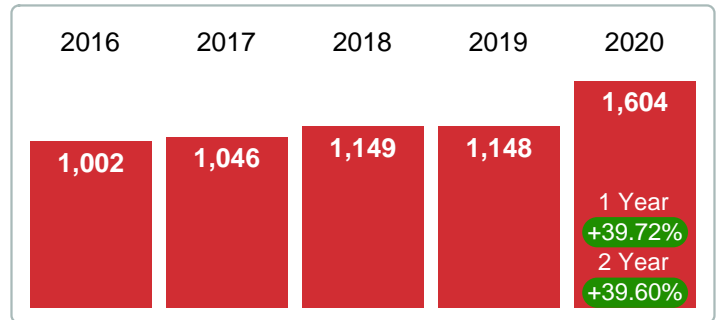
## PENDING LISTINGS

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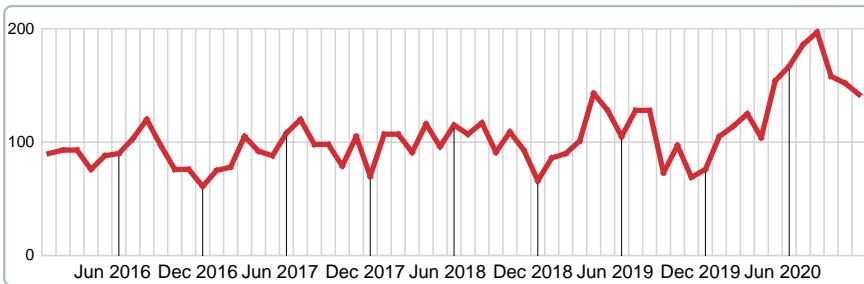
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

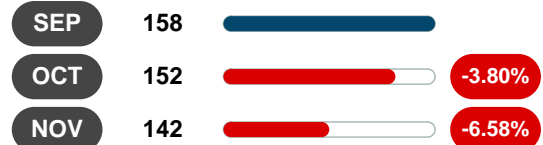


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	7.75%	13.0	9	2	0	0
\$30,001 - \$50,000	18	12.68%	24.5	15	3	0	0
\$50,001 - \$80,000	18	12.68%	32.5	12	6	0	0
\$80,001 - \$180,000	41	28.87%	54.0	11	25	4	1
\$180,001 - \$250,000	21	14.79%	27.0	7	8	6	0
\$250,001 - \$470,000	17	11.97%	72.0	4	7	5	1
\$470,001 and up	16	11.27%	24.5	3	2	5	6
<b>Total Pending Units</b>	<b>142</b>			<b>61</b>	<b>53</b>	<b>20</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>29,932,183</b>	<b>100%</b>	<b>31.0</b>	<b>8.15M</b>	<b>9.78M</b>	<b>6.52M</b>	<b>5.48M</b>
<b>Median Listing Price</b>	<b>\$132,450</b>			<b>\$64,000</b>	<b>\$140,000</b>	<b>\$252,400</b>	<b>\$812,000</b>

# November 2020



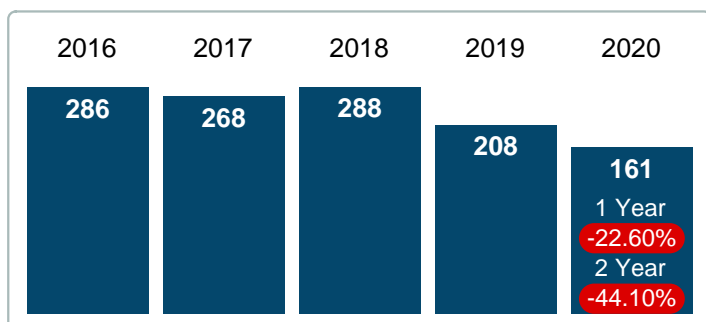
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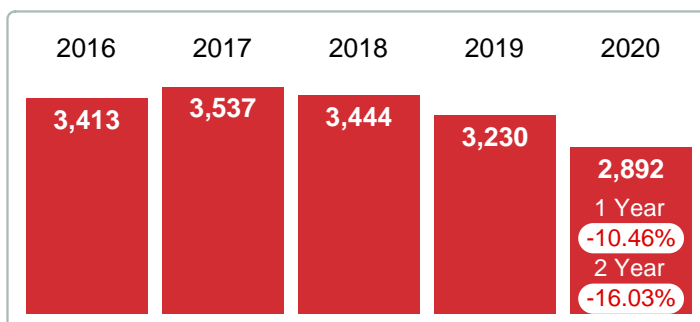
## NEW LISTINGS

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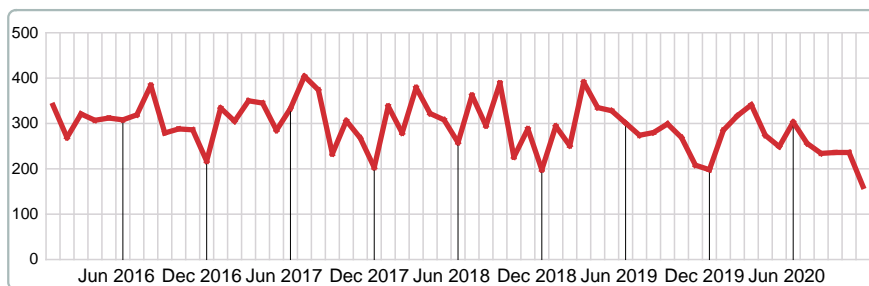
### NOVEMBER



### YEAR TO DATE (YTD)

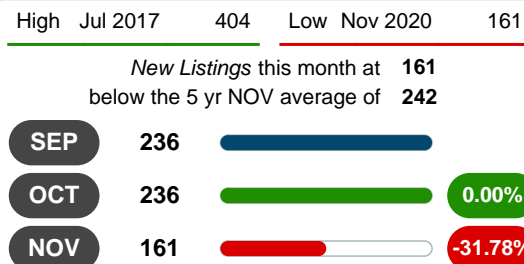


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$20,000 and less	11	6.83%	11	0	0	0
\$20,001 - \$40,000	17	10.56%	15	2	0	0
\$40,001 - \$110,000	34	21.12%	18	13	2	1
\$110,001 - \$190,000	37	22.98%	9	25	3	0
\$190,001 - \$350,000	25	15.53%	7	11	6	1
\$350,001 - \$700,000	21	13.04%	5	6	8	2
\$700,001 and up	16	9.94%	6	2	3	5
<b>Total New Listed Units</b>	<b>161</b>		<b>71</b>	<b>59</b>	<b>22</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>50,095,383</b>	<b>100%</b>	<b>20.15M</b>	<b>12.37M</b>	<b>9.32M</b>	<b>8.25M</b>
<b>Median New Listed Listing Price</b>	<b>\$149,000</b>		<b>\$62,000</b>	<b>\$149,000</b>	<b>\$362,000</b>	<b>\$825,000</b>

# November 2020



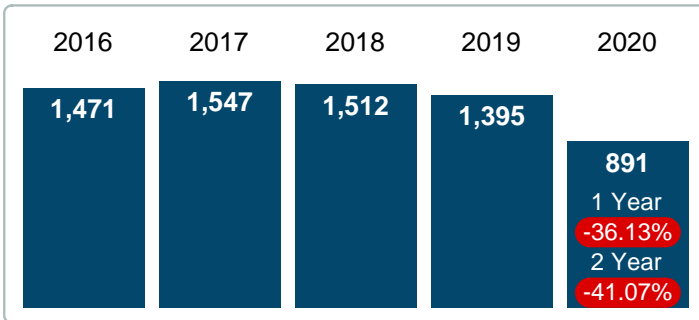
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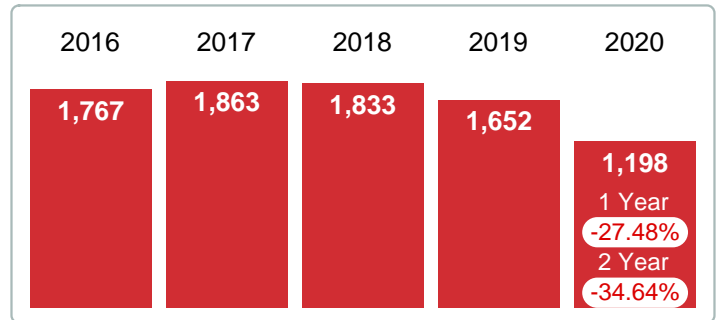
## ACTIVE INVENTORY

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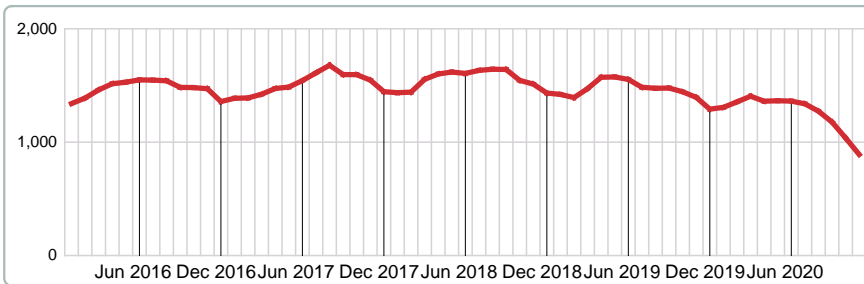
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

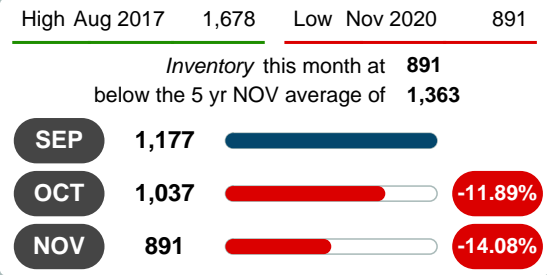


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,363



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	43	4.83%	132.0	30	11	1	1
\$10,001 - \$30,000	143	16.05%	151.0	139	4	0	0
\$30,001 - \$60,000	139	15.60%	128.0	113	21	4	1
\$60,001 - \$130,000	221	24.80%	105.0	146	64	10	1
\$130,001 - \$220,000	141	15.82%	91.0	71	52	17	1
\$220,001 - \$440,000	111	12.46%	81.0	53	28	24	6
\$440,001 and up	93	10.44%	88.0	38	21	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
Median Active Inventory Listing Price			\$94,500	\$66,500	\$131,900	\$284,900	\$474,900

# November 2020



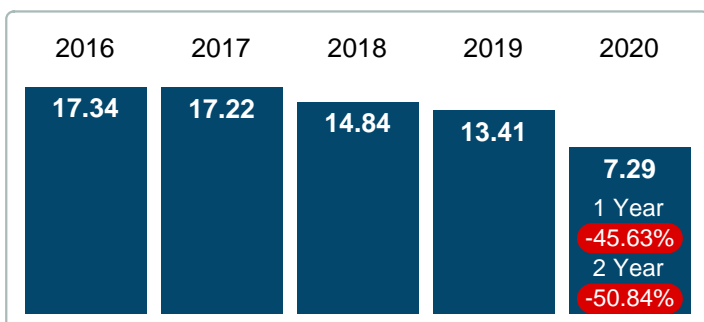
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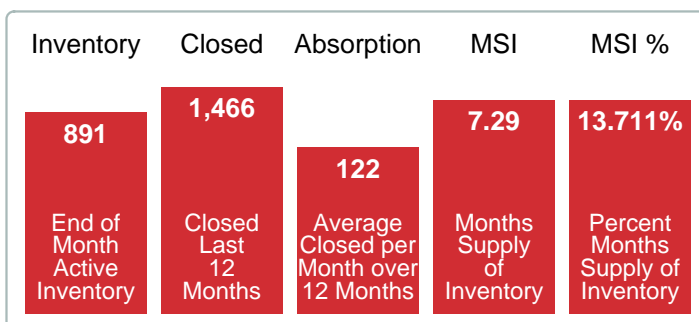
## MONTHS SUPPLY of INVENTORY (MSI)

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

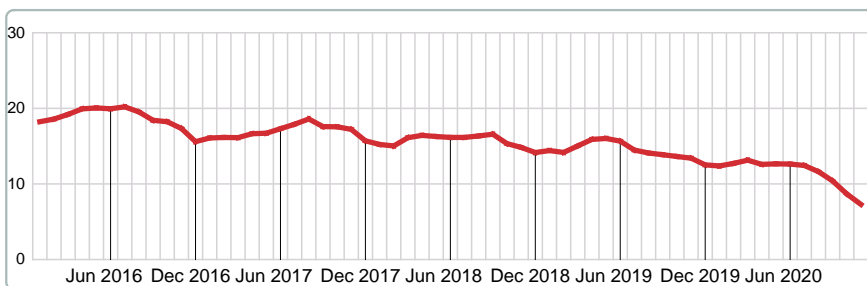
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

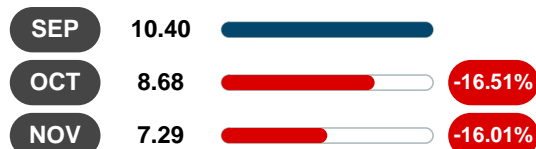


### 3 MONTHS

5 year NOV AVG = 14.02

High Jul 2016 20.20 Low Nov 2020 7.29

Months Supply this month at 7.29 below the 5 yr NOV average of 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



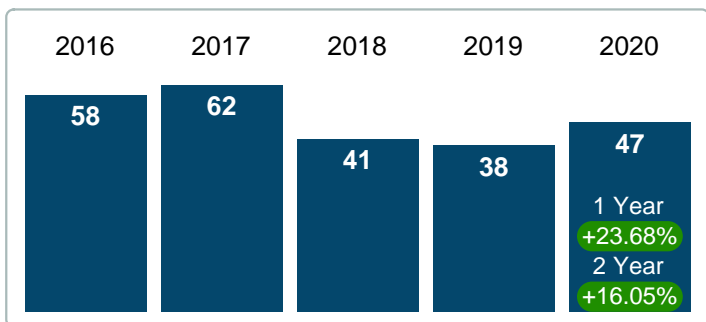
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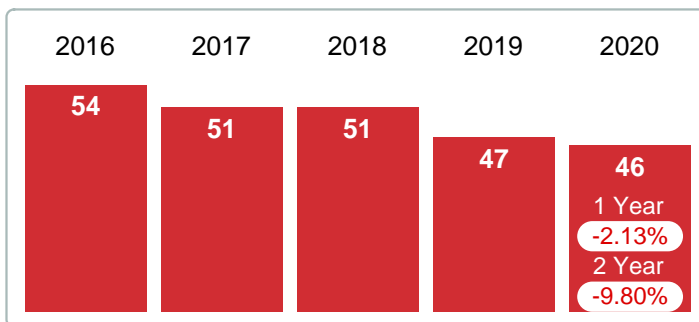
## MEDIAN DAYS ON MARKET TO SALE

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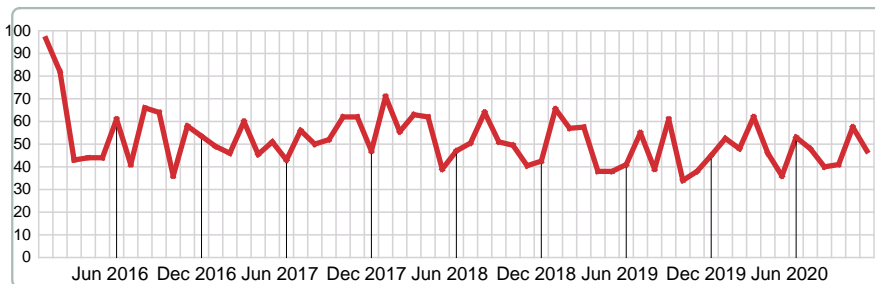
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

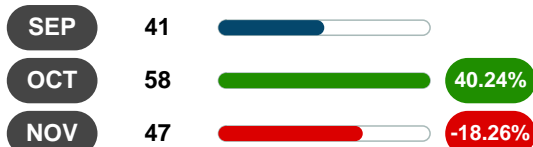


### 3 MONTHS

5 year NOV AVG = 49

High Jan 2016 97 Low Oct 2019 34

Median Days on Market to Sale this month at 47 below the 5 yr NOV average of 49



### 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
\$30,000 and less	10.91%	74	72	97	0	0
\$30,001 - \$60,000	10.00%	23	72	9	0	0
\$60,001 - \$90,000	18.18%	45	103	40	5	0
\$90,001 - \$160,000	20.00%	53	96	10	0	0
\$160,001 - \$240,000	18.18%	17	14	38	15	0
\$240,001 - \$360,000	12.73%	51	68	53	14	158
\$360,001 and up	10.00%	47	103	76	45	39
Median Closed DOM		47	73	37	17	99
Total Closed Units	100%	110	49	47	12	2
Total Closed Volume		18,276,824	5.18M	7.66M	4.44M	995.00K



# November 2020



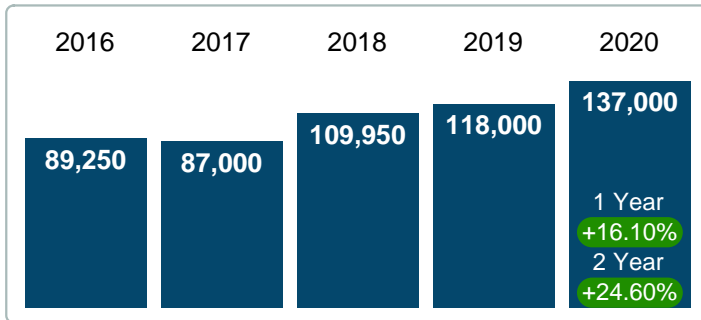
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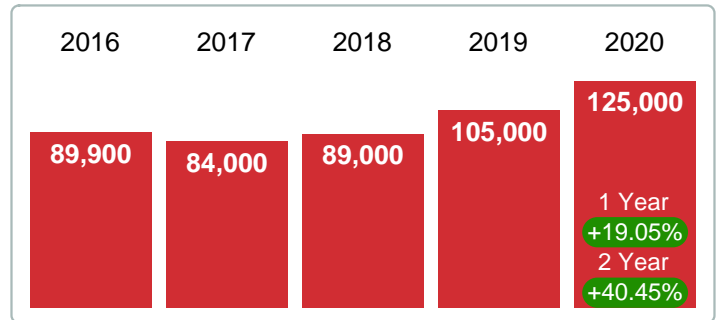
## MEDIAN LIST PRICE AT CLOSING

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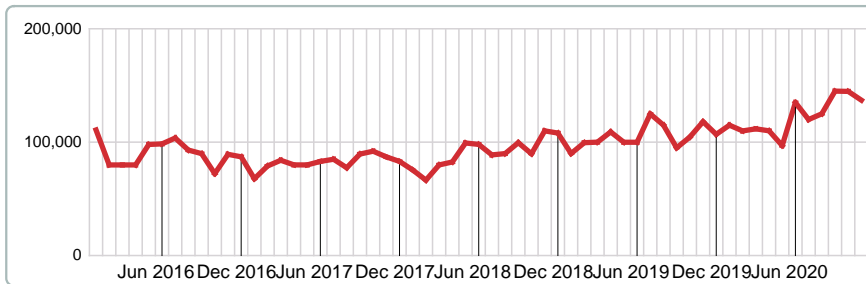
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

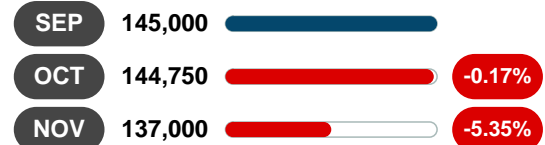


### 3 MONTHS

5 year NOV AVG = 108,240

High Sep 2020 145,000 Low Feb 2018 66,500

Median List Price at Closing this month at **137,000** above the 5 yr NOV average of **108,240**



### 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		
\$30,000 and less	10	9.09%	15,750	8,000	30,000	0	0	
\$30,001 \$60,000	13	11.82%	42,500	39,950	45,000	0	0	
\$60,001 \$90,000	16	14.55%	79,950	74,900	82,500	0	0	
\$90,001 \$160,000	26	23.64%	122,450	141,750	114,900	95,000	0	
\$160,001 \$240,000	20	18.18%	202,450	222,000	195,000	212,450	0	
\$240,001 \$360,000	13	11.82%	298,000	272,500	293,950	344,500	355,000	
\$360,001 and up	12	10.91%	512,000	413,950	512,000	533,000	749,999	
Median List Price		137,000		89,000	149,900	382,450	552,500	
Total Closed Units		110	100%	137,000	49	47	12	2
Total Closed Volume		19,480,188			5.65M	7.92M	4.80M	1.10M



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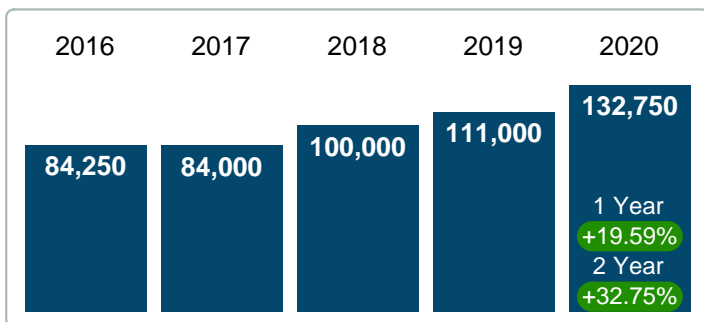
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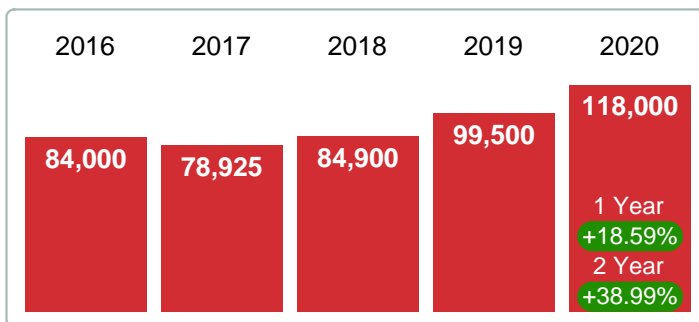
## MEDIAN SOLD PRICE AT CLOSING

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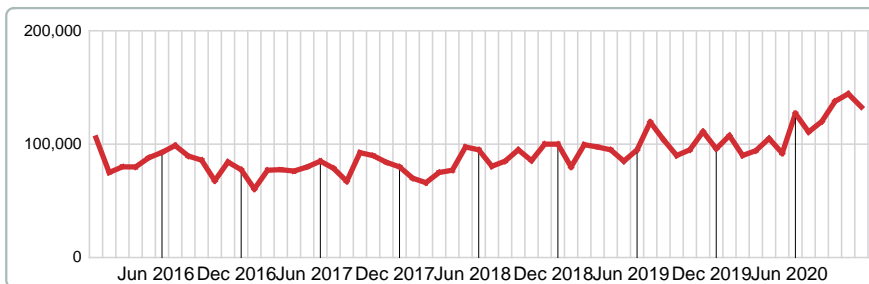
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

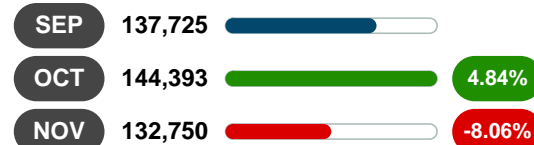


### 3 MONTHS

5 year NOV AVG = 102,400

High Oct 2020 144,393 Low Jan 2017 60,500

Median Sold Price at Closing this month at 132,750 above the 5 yr NOV average of 102,400



### 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
\$30,000 and less	10.91%	23,750	8,000	30,000	0	0
\$30,001 - \$60,000	10.00%	36,000	35,000	41,500	0	0
\$60,001 - \$90,000	18.18%	74,950	70,000	77,000	90,000	0
\$90,001 - \$160,000	20.00%	127,750	135,500	112,000	0	0
\$160,001 - \$240,000	18.18%	190,000	180,000	195,000	202,500	0
\$240,001 - \$360,000	12.73%	295,500	251,750	283,000	329,000	350,000
\$360,001 and up	10.00%	470,100	373,000	492,500	460,050	645,000
Median Sold Price		132,750	80,000	144,000	359,500	497,500
Total Closed Units	100%	110	49	47	12	2
Total Closed Volume		18,276,824	5.18M	7.66M	4.44M	995.00K

# November 2020



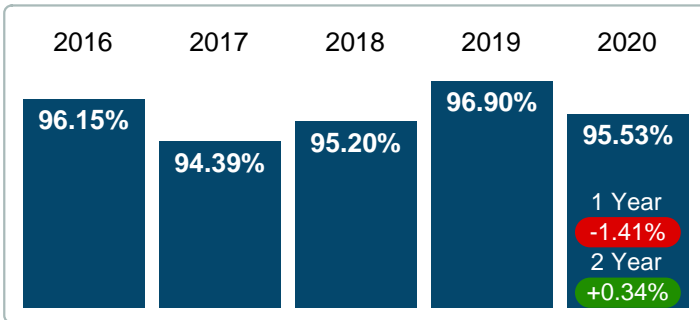
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



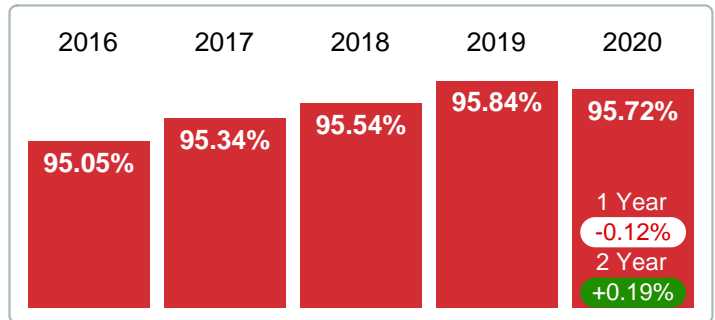
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

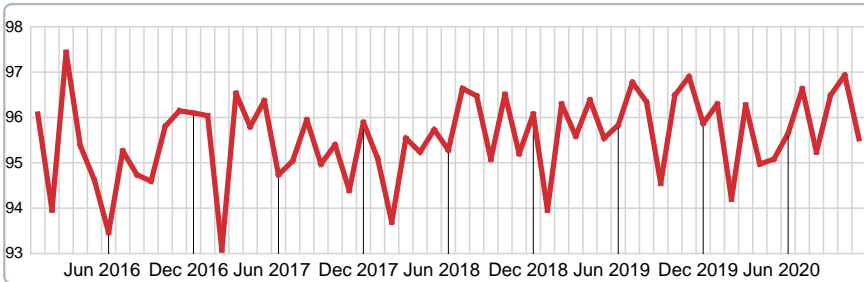
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

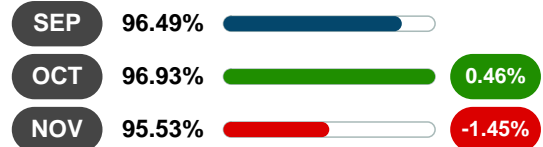


### 3 MONTHS

5 year NOV AVG = 95.63%

High Mar 2016 97.44% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.53%**  
 equal to 5 yr NOV average of **95.63%**



### 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
\$30,000 and less	12	10.91%	86.58%	86.96%	75.00%	0.00%	0.00%
\$30,001 \$60,000	11	10.00%	95.56%	95.56%	95.40%	0.00%	0.00%
\$60,001 \$90,000	20	18.18%	92.36%	92.03%	90.57%	94.74%	0.00%
\$90,001 \$160,000	22	20.00%	98.29%	95.11%	100.00%	0.00%	0.00%
\$160,001 \$240,000	20	18.18%	100.00%	100.00%	100.00%	95.02%	0.00%
\$240,001 \$360,000	14	12.73%	95.63%	92.44%	95.44%	96.94%	98.59%
\$360,001 and up	11	10.00%	92.52%	90.64%	96.17%	89.80%	86.00%
Median Sold/List Ratio		95.53%		93.71%	98.17%	93.63%	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



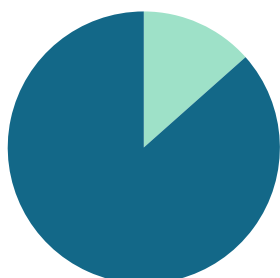
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

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

### INVENTORY

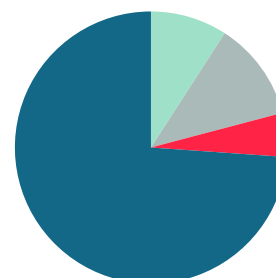


**Inventory**  
 New Listings  
**161 = 13.44%**  
 Start Inventory  
**1,037**  
 Total Inventory Units  
**1,198**  
 Volume  
**\$243,575,888**

### 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%
Median List Price	118,000	137,000	16.10%	105,000	125,000	19.05%
Median Sale Price	111,000	132,750	19.59%	99,500	118,000	18.59%
Median Percent of Selling Price to List Price	96.90%	95.53%	-1.41%	95.84%	95.72%	-0.12%
Median Days on Market to Sale	38.00	47.00	23.68%	47.00	46.00	-2.13%
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

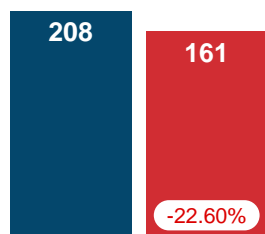
**Inventory** on November 30, 2020 = **891**

**2019** **2020**

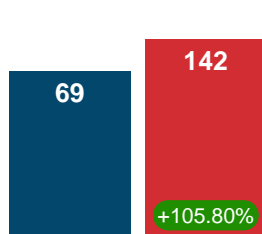
### NOVEMBER MARKET

### MEDIAN PRICES

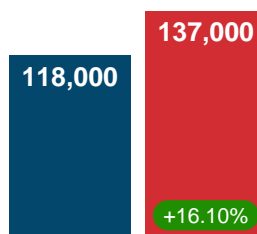
#### New Listings



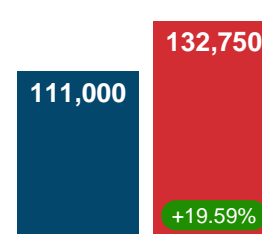
#### Pending Listings



#### List Price



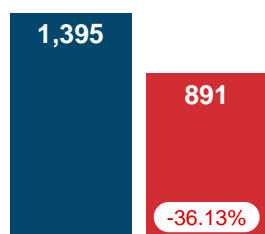
#### Sale Price



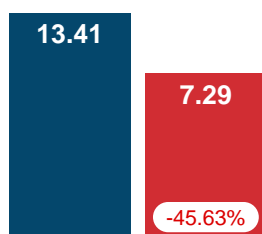
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

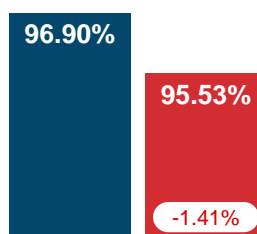
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

