

# November 2021



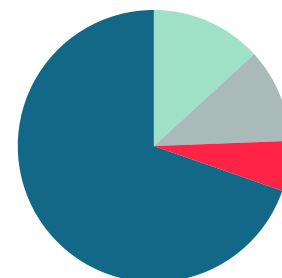
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	112	153	36.61%
Pending Listings	123	130	5.69%
New Listings	162	161	-0.62%
Median List Price	131,500	129,000	-1.90%
Median Sale Price	127,750	126,900	-0.67%
Median Percent of Selling Price to List Price	95.56%	97.50%	2.03%
Median Days on Market to Sale	46.50	28.00	-39.78%
End of Month Inventory	1,169	808	-30.88%
Months Supply of Inventory	9.35	5.59	-40.20%



■ Closed (13.19%)  
■ Pending (11.21%)  
■ Other OffMarket (5.95%)  
■ Active (69.66%)

**Absorption:** Last 12 months, an Average of **145** Sales/Month  
**Active Inventory** as of November 30, 2021 = **808**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **30.88%** to 808 existing homes available for sale. Over the last 12 months this area has had an average of 145 closed sales per month. This represents an unsold inventory index of **5.59** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.67%** in November 2021 to \$126,900 versus the previous year at \$127,750.

#### Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 18.50 days or **39.78%** in November 2021 compared to last year's same month at **46.50** DOM.

#### Sales Success for November 2021 is Positive

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

There were 161 New Listings in November 2021, down **0.62%** from last year at 162. Furthermore, there were 153 Closed Listings this month versus last year at 112, a **36.61%** increase.

Closed versus Listed trends yielded a **95.0%** ratio, up from previous year's, November 2020, at **69.1%**, a **37.46%** upswing. This will certainly create pressure on a decreasing Monthly ½s 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>
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<b>Inventory</b>	<b>5</b>
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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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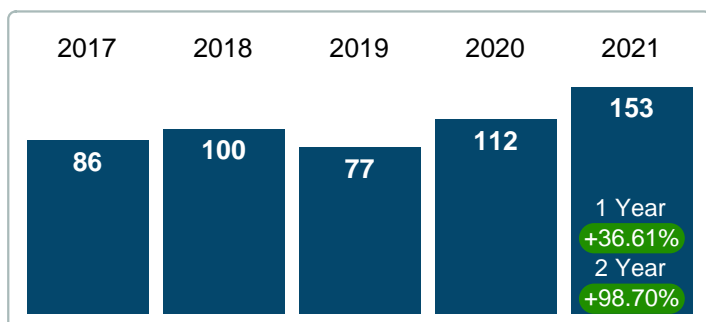
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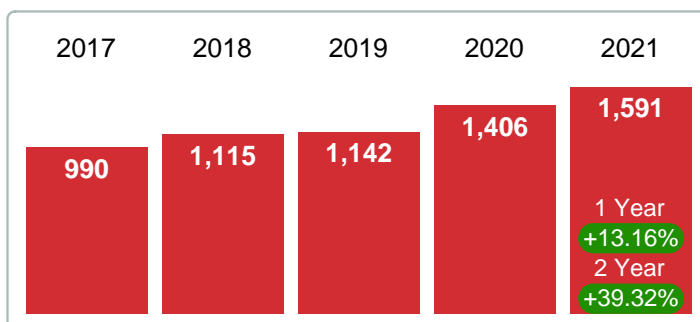
## CLOSED LISTINGS

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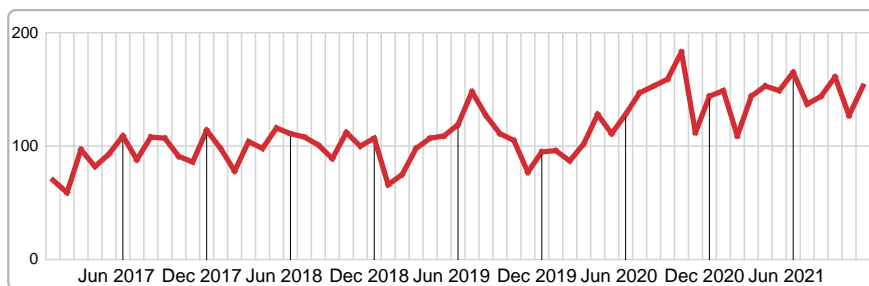
### NOVEMBER



### YEAR TO DATE (YTD)

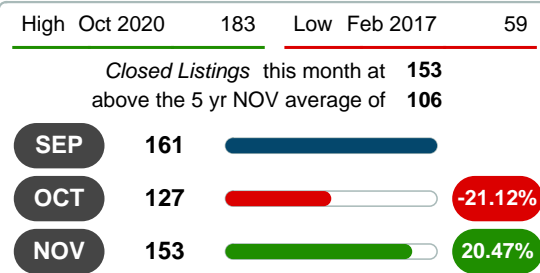


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 106



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	17	11.11%	55.0	16	1	0	0
\$20,001 - \$40,000	18	11.76%	15.0	15	3	0	0
\$40,001 - \$80,000	19	12.42%	23.0	11	7	1	0
\$80,001 - \$160,000	38	24.84%	33.0	15	22	1	0
\$160,001 - \$240,000	26	16.99%	32.0	4	13	9	0
\$240,001 - \$340,000	19	12.42%	36.0	1	11	6	1
\$340,001 and up	16	10.46%	42.5	5	5	5	1
<b>Total Closed Units</b>	<b>153</b>			<b>67</b>	<b>62</b>	<b>22</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>27,740,097</b>	<b>100%</b>	<b>28.0</b>	<b>9.23M</b>	<b>11.38M</b>	<b>6.05M</b>	<b>1.08M</b>
<b>Median Closed Price</b>	<b>\$126,900</b>			<b>\$50,000</b>	<b>\$147,500</b>	<b>\$242,500</b>	<b>\$540,000</b>

# November 2021



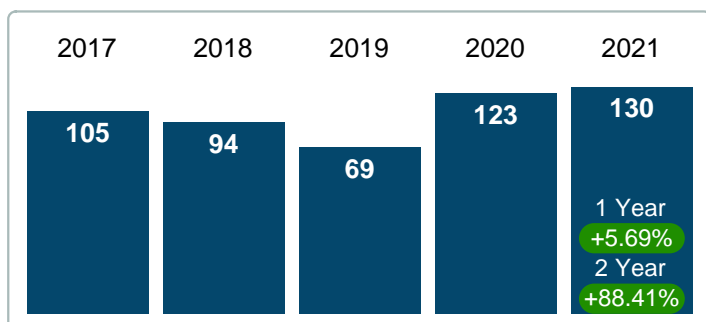
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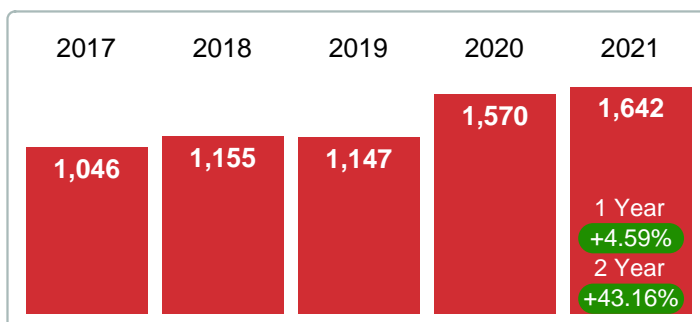
## PENDING LISTINGS

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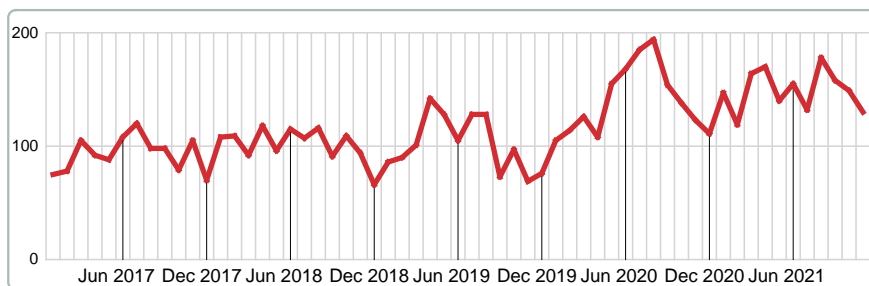
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

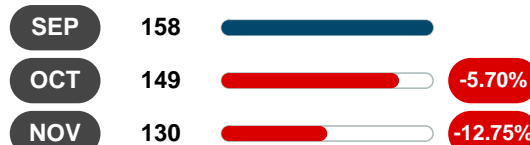


### 3 MONTHS

5 year NOV AVG = 104

High Aug 2020 194 Low Dec 2018 66

Pending Listings this month at 130 above the 5 yr NOV average of 104



### 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	9	6.92%	74.0	9	0	0	0
\$30,001 - \$70,000	21	16.15%	42.0	16	5	0	0
\$70,001 - \$120,000	18	13.85%	40.5	8	9	1	0
\$120,001 - \$180,000	34	26.15%	21.5	13	15	6	0
\$180,001 - \$260,000	19	14.62%	21.0	5	7	7	0
\$260,001 - \$390,000	16	12.31%	52.5	4	5	5	2
\$390,001 and up	13	10.00%	67.0	3	7	3	0
<b>Total Pending Units</b>	<b>130</b>			<b>58</b>	<b>48</b>	<b>22</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>25,865,419</b>	<b>100%</b>	<b>40.0</b>	<b>8.67M</b>	<b>10.20M</b>	<b>6.26M</b>	<b>739.00K</b>
<b>Median Listing Price</b>	<b>\$149,700</b>			<b>\$98,950</b>	<b>\$157,450</b>	<b>\$214,950</b>	<b>\$369,500</b>

# November 2021



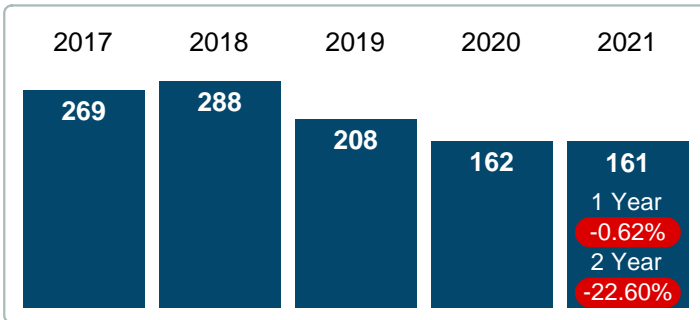
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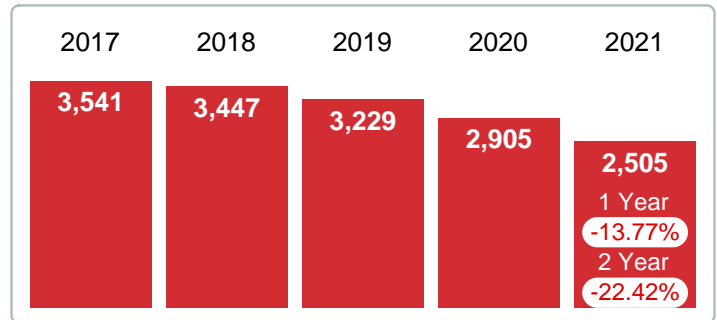
## NEW LISTINGS

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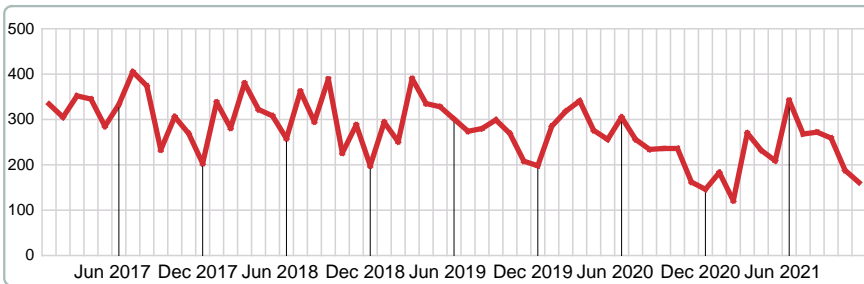
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

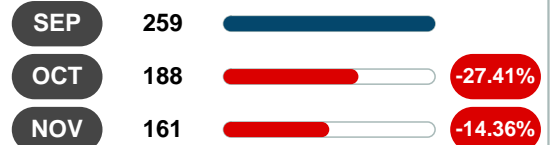


### 3 MONTHS

5 year NOV AVG = 218

High Jul 2017 405 Low Feb 2021 121

New Listings this month at **161**  
below the 5 yr NOV average of **218**



### 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	16	9.94%	15	1	0	0
\$20,001 - \$60,000	21	13.04%	19	2	0	0
\$60,001 - \$90,000	19	11.80%	12	6	1	0
\$90,001 - \$170,000	41	25.47%	20	16	5	0
\$170,001 - \$250,000	27	16.77%	13	11	2	1
\$250,001 - \$380,000	20	12.42%	9	7	1	3
\$380,001 and up	17	10.56%	8	7	2	0
<b>Total New Listed Units</b>	<b>161</b>		<b>96</b>	<b>50</b>	<b>11</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>38,975,896</b>	<b>100%</b>	<b>23.26M</b>	<b>10.98M</b>	<b>3.39M</b>	<b>1.35M</b>
<b>Median New Listed Listing Price</b>	<b>\$145,500</b>		<b>\$99,500</b>	<b>\$170,950</b>	<b>\$169,900</b>	<b>\$364,500</b>

# November 2021



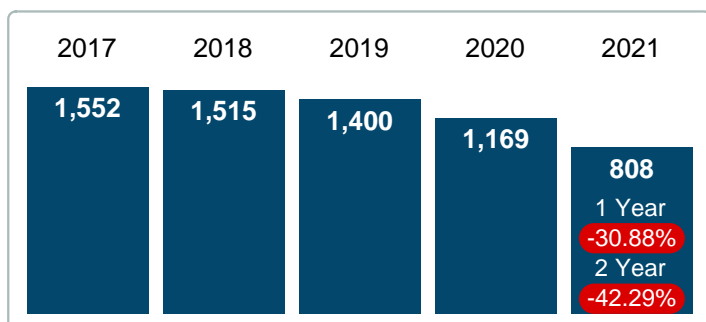
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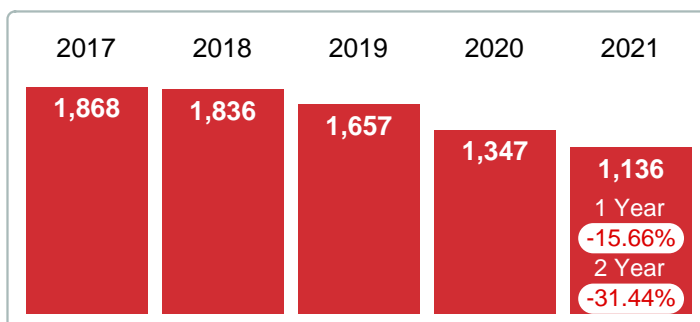
## ACTIVE INVENTORY

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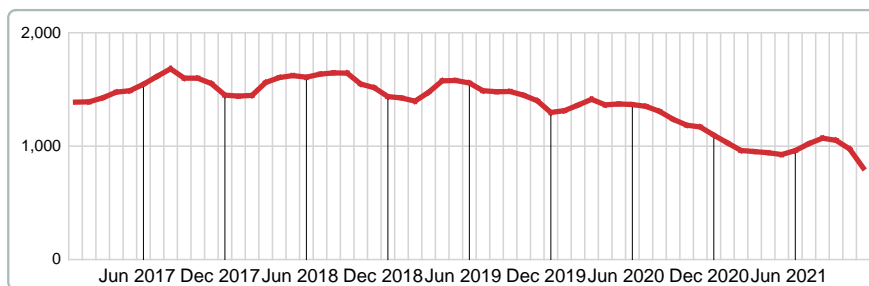
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

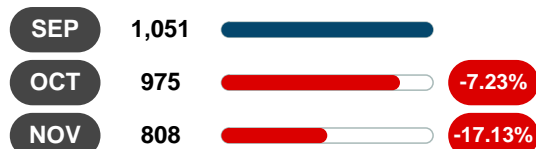


### 3 MONTHS

5 year NOV AVG = 1,289

High Aug 2017 1,682 Low Nov 2021 808

Inventory this month at **808**  
below the 5 yr NOV average of **1,289**



### 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	71	8.79%	106.0	69	2	0	0	
\$20,001 \$40,000	108	13.37%	150.0	105	3	0	0	
\$40,001 \$70,000	100	12.38%	154.5	86	12	1	1	
\$70,001 \$190,000	221	27.35%	89.0	130	75	14	2	
\$190,001 \$290,000	117	14.48%	97.0	62	40	12	3	
\$290,001 \$490,000	110	13.61%	89.5	48	30	24	8	
\$490,001 and up	81	10.02%	104.0	46	15	12	8	
Total Active Inventory by Units		808		546	177	63	22	
Total Active Inventory by Volume		207,335,743	100%	103.0	125.04M	48.28M	23.96M	10.05M
Median Active Inventory Listing Price		\$134,450			\$75,000	\$189,000	\$300,000	\$371,950

# November 2021



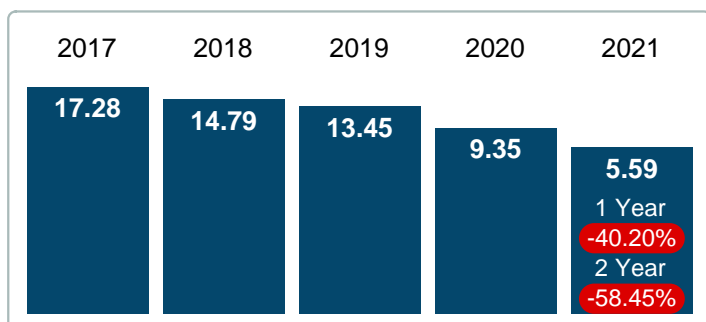
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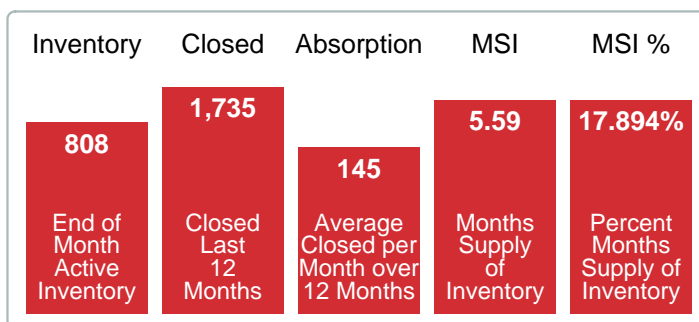
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Dec 13, 2021 for MLS Technology Inc.

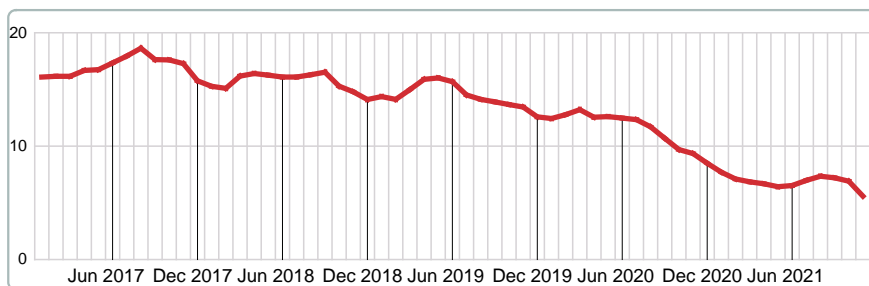
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021

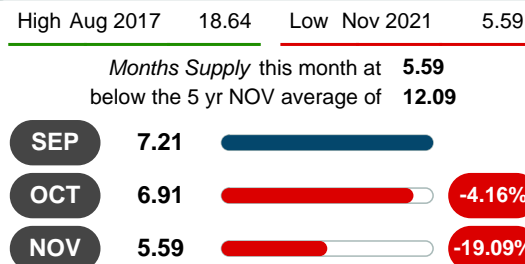


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 12.09



### 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	71	8.79%	5.72	6.47	1.26	0.00	0.00
\$20,001 - \$40,000	108	13.37%	8.31	10.24	1.16	0.00	0.00
\$40,001 - \$70,000	100	12.38%	6.35	7.88	2.88	2.00	6.00
\$70,001 - \$190,000	221	27.35%	3.71	6.87	2.19	2.40	3.43
\$190,001 - \$290,000	117	14.48%	5.92	13.53	3.93	2.67	6.00
\$290,001 - \$490,000	110	13.61%	7.42	18.00	4.24	6.70	5.33
\$490,001 and up	81	10.02%	8.76	27.60	4.86	4.50	4.36
Market Supply of Inventory (MSI)			5.59	9.15	2.81	3.63	4.71
Total Active Inventory by Units		100%	5.59	546	177	63	22

# November 2021



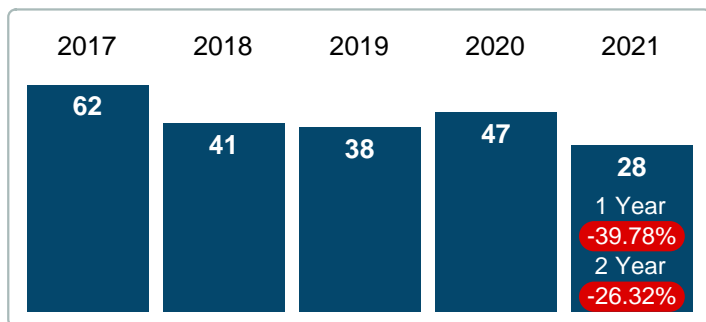
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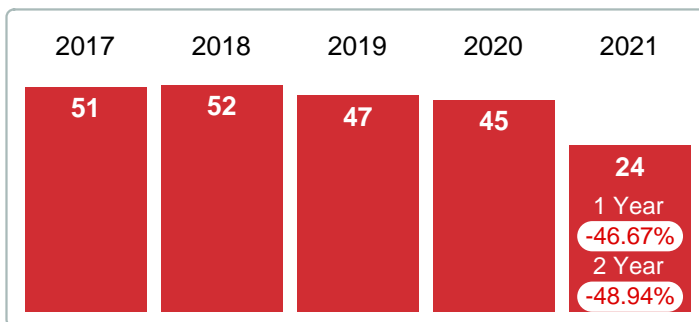
## MEDIAN DAYS ON MARKET TO SALE

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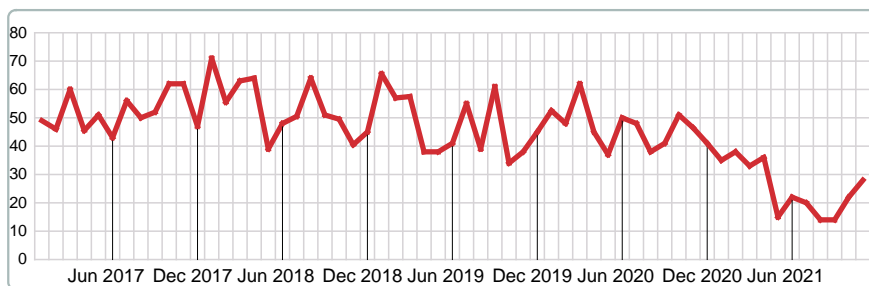
### NOVEMBER



### YEAR TO DATE (YTD)

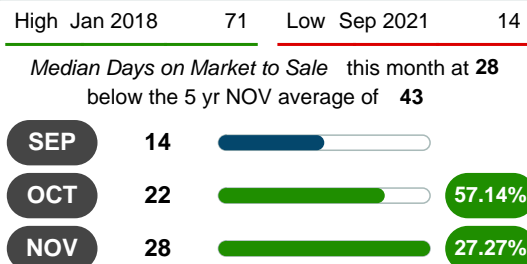


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 43



### 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		
\$20,000 and less	17	11.11%	55	55	101	0		
\$20,001 - \$40,000	18	11.76%	15	22	13	0		
\$40,001 - \$80,000	19	12.42%	23	17	58	149		
\$80,001 - \$160,000	38	24.84%	33	39	20	49		
\$160,001 - \$240,000	26	16.99%	32	60	22	65		
\$240,001 - \$340,000	19	12.42%	36	1	26	51		
\$340,001 and up	16	10.46%	43	73	14	68		
Median Closed DOM		28		27	22	64	68	
Total Closed Units		153	100%	28.0	67	62	22	2
Total Closed Volume		27,740,097			9.23M	11.38M	6.05M	1.08M

# November 2021



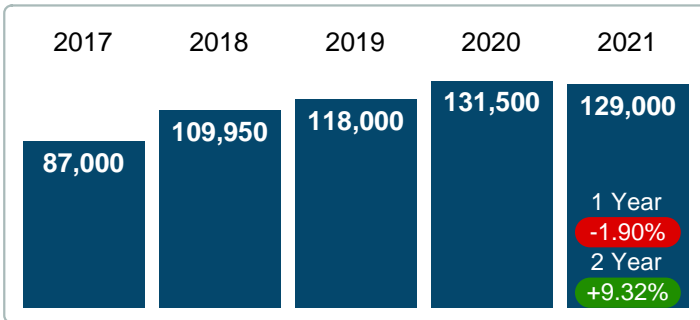
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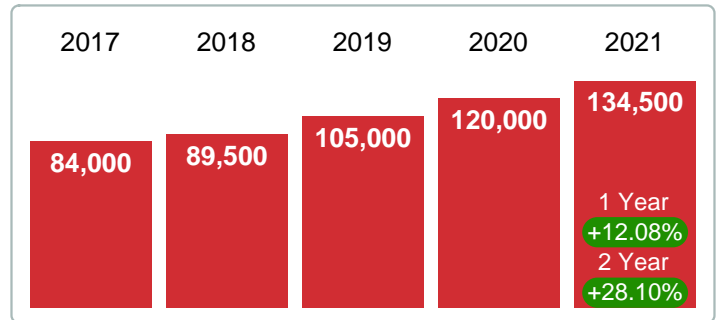
## MEDIAN LIST PRICE AT CLOSING

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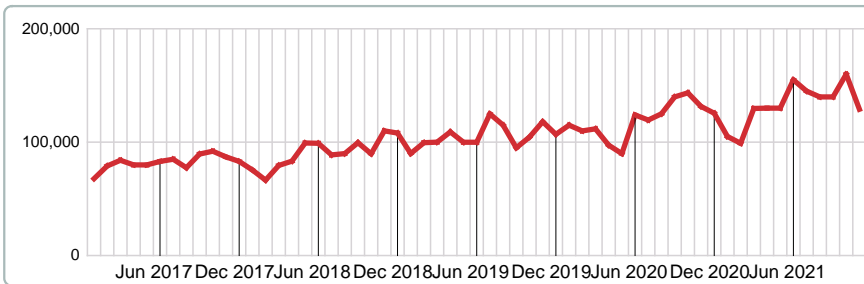
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

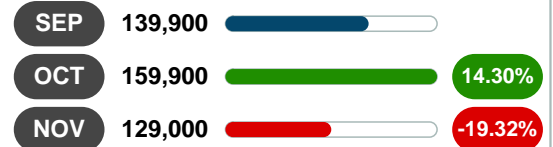


### 3 MONTHS

5 year NOV AVG = 115,090

High Oct 2021 159,900 Low Feb 2018 66,500

Median List Price at Closing this month at **129,000** above the 5 yr NOV average of **115,090**



### 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		
\$20,000 and less	14	9.15%	13,000	13,000	0	0		
\$20,001 - \$40,000	15	9.80%	33,320	33,320	31,750	0		
\$40,001 - \$80,000	23	15.03%	59,900	54,950	59,950	80,000		
\$80,001 - \$160,000	39	25.49%	125,000	125,000	125,000	115,000		
\$160,001 - \$240,000	26	16.99%	199,000	175,000	200,000	199,000		
\$240,001 - \$340,000	20	13.07%	277,000	255,000	277,000	287,000		
\$340,001 and up	16	10.46%	467,000	475,000	573,300	439,450		
<b>Median List Price</b>		<b>129,000</b>		<b>50,000</b>	<b>149,950</b>	<b>254,900</b>	<b>572,500</b>	
<b>Total Closed Units</b>		<b>153</b>	<b>100%</b>	<b>129,000</b>	<b>67</b>	<b>62</b>	<b>22</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>28,468,195</b>		<b>9.49M</b>	<b>11.73M</b>	<b>6.10M</b>	<b>1.15M</b>	



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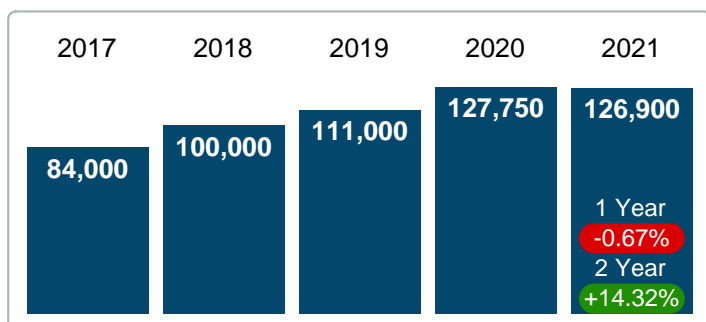
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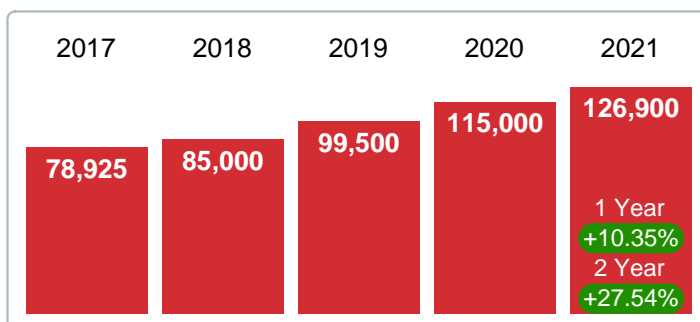
## MEDIAN SOLD PRICE AT CLOSING

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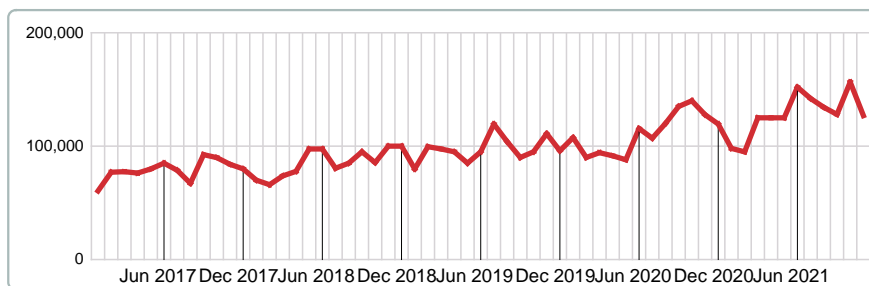
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 109,930

High Oct 2021 156,500 Low Jan 2017 60,500

Median Sold Price at Closing this month at **126,900** above the 5 yr NOV average of **109,930**



### 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
\$20,000 and less	17	11.11%	13,000	16,000	0	0
\$20,001 - \$40,000	18	11.76%	35,000	37,000	0	0
\$40,001 - \$80,000	19	12.42%	56,551	62,500	74,000	0
\$80,001 - \$160,000	38	24.84%	126,900	114,500	115,000	0
\$160,001 - \$240,000	26	16.99%	172,500	195,000	197,000	0
\$240,001 - \$340,000	19	12.42%	260,000	260,000	283,000	320,000
\$340,001 and up	16	10.46%	425,000	552,000	419,900	760,000
Median Sold Price		126,900	50,000	147,500	242,500	540,000
Total Closed Units		153	67	62	22	2
Total Closed Volume		27,740,097	9.23M	11.38M	6.05M	1.08M

# November 2021



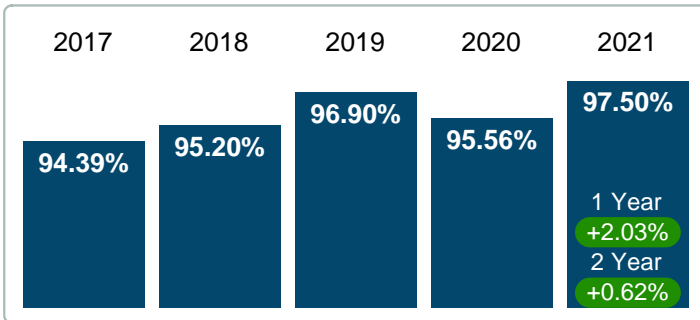
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



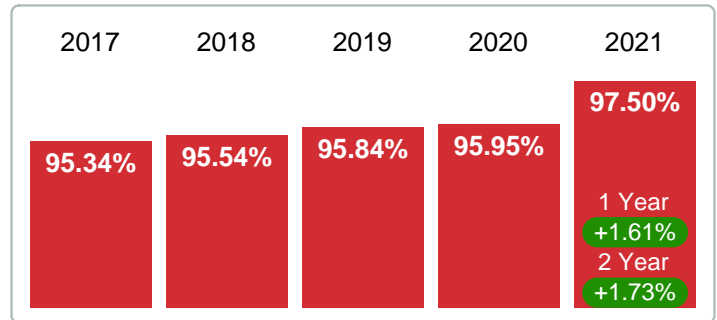
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 13, 2021 for MLS Technology Inc.

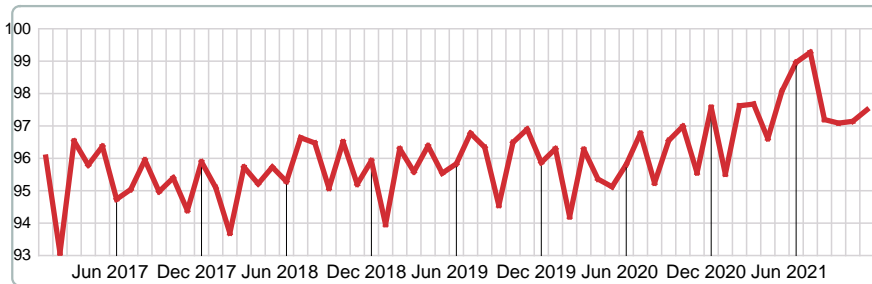
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

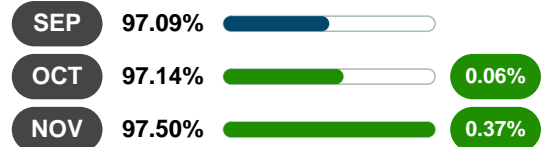


### 3 MONTHS

5 year NOV AVG = 95.91%

High Jul 2021 99.27% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **97.50%**  
above the 5 yr NOV average of **95.91%**



## 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
\$20,000 and less	17	11.11%	100.00%	100.00%	65.31%	0.00%	0.00%
\$20,001 - \$40,000	18	11.76%	91.00%	94.59%	66.19%	0.00%	0.00%
\$40,001 - \$80,000	19	12.42%	95.00%	95.00%	95.16%	92.50%	0.00%
\$80,001 - \$160,000	38	24.84%	96.75%	95.83%	96.75%	100.00%	0.00%
\$160,001 - \$240,000	26	16.99%	98.05%	97.32%	98.33%	97.78%	0.00%
\$240,001 - \$340,000	19	12.42%	98.51%	100.00%	99.80%	96.88%	91.43%
\$340,001 and up	16	10.46%	99.19%	89.47%	99.38%	100.00%	95.60%
Median Sold/List Ratio		97.50%		96.32%	97.50%	98.26%	93.51%
Total Closed Units		153	100%	67	62	22	2
Total Closed Volume		27,740,097		9.23M	11.38M	6.05M	1.08M

# November 2021



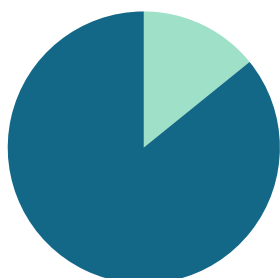
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

### INVENTORY

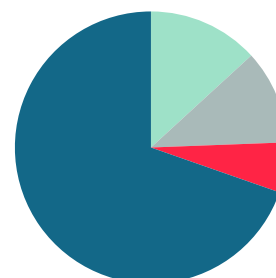


**Inventory**  
 New Listings  
**161 = 14.17%**  
 Start Inventory  
**975**  
 Total Inventory Units  
**1,136**  
 Volume  
**\$280,149,251**

### Market Activity

Closed Sales  
**153 = 13.19%**  
 Pending Sales  
**130 = 11.21%**  
 Other Off Market  
**69 = 5.95%**  
 Active Inventory  
**808 = 69.66%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	112	153	36.61%	1,406	1,591	13.16%
Pending Sales	123	130	5.69%	1,570	1,642	4.59%
New Listings	162	161	-0.62%	2,905	2,505	-13.77%
Median List Price	131,500	129,000	-1.90%	120,000	134,500	12.08%
Median Sale Price	127,750	126,900	-0.67%	115,000	126,900	10.35%
Median Percent of Selling Price to List Price	95.56%	97.50%	2.03%	95.95%	97.50%	1.61%
Median Days on Market to Sale	46.50	28.00	-39.78%	45.00	24.00	-46.67%
Monthly Inventory	1,169	808	-30.88%	1,169	808	-30.88%
Months Supply of Inventory	9.35	5.59	-40.20%	9.35	5.59	-40.20%

**Absorption:** Last 12 months, an Average of **145** Sales/Month

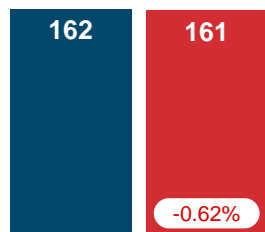
**Inventory** on November 30, 2021 = **808**

**2020** **2021**

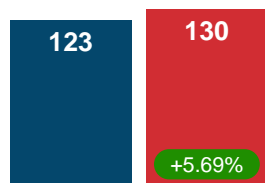
### NOVEMBER MARKET

### MEDIAN PRICES

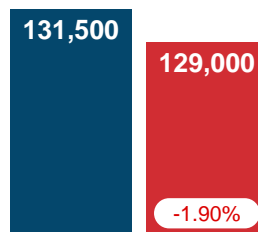
#### New Listings



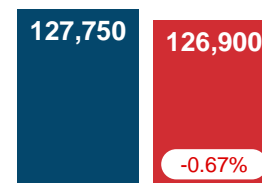
#### Pending Listings



#### List Price



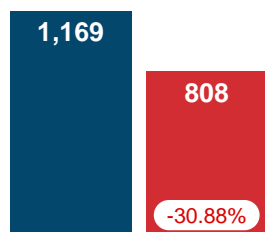
#### Sale Price



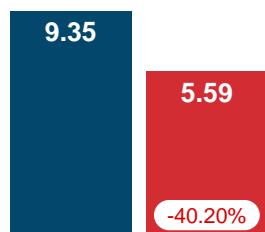
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

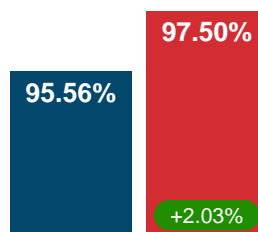
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

