

November 2021



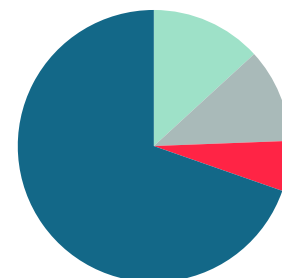
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Average List Price	173,953	186,067	6.96%
Average Sale Price	163,209	181,308	11.09%
Average Percent of Selling Price to List Price	94.35%	94.74%	0.42%
Average Days on Market to Sale	57.38	48.75	-15.05%
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.

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 **11.09%** in November 2021 to \$181,308 versus the previous year at \$163,209.

Average Days on Market Shortens

The average number of **48.75** days that homes spent on the market before selling decreased by 8.64 days or **15.05%** in November 2021 compared to last year's same month at **57.38** DOM.

Sales Success for November 2021 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 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 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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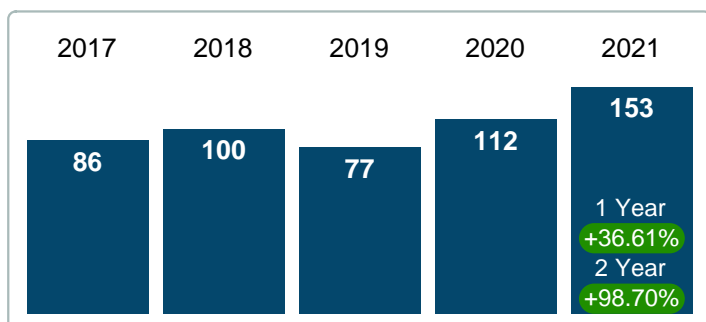
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



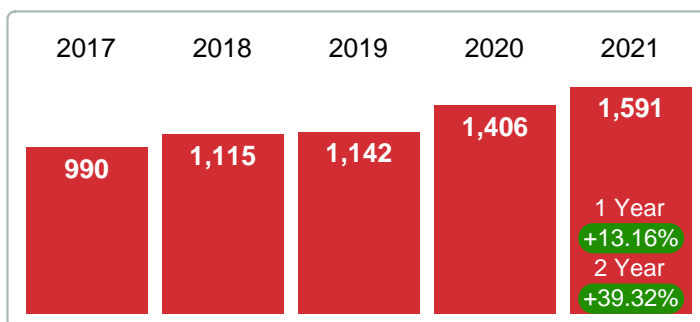
CLOSED LISTINGS

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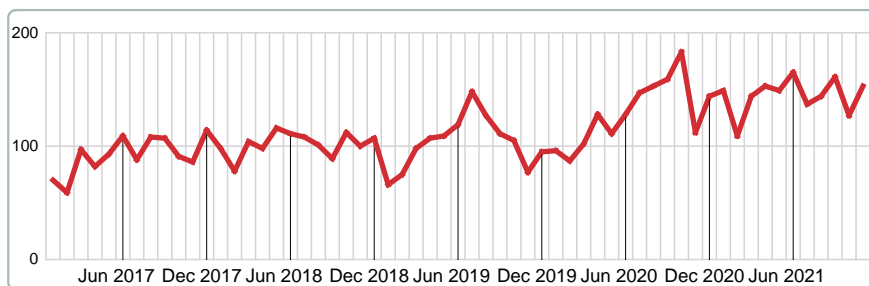
NOVEMBER



YEAR TO DATE (YTD)

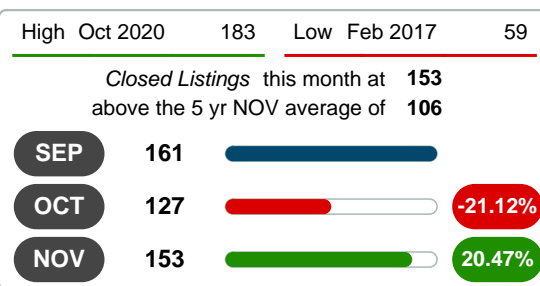


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 106



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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	20	13.07%	64.1	18	2	0	0
\$25,001-\$75,000	30	19.61%	48.3	23	6	1	0
\$75,001-\$150,000	41	26.80%	42.2	16	24	1	0
\$150,001-\$225,000	25	16.34%	44.2	3	13	9	0
\$225,001-\$325,000	20	13.07%	52.9	2	11	6	1
\$325,001 and up	17	11.11%	49.2	5	6	5	1
Total Closed Units	153			67	62	22	2
Total Closed Volume	27,740,097	100%	48.7	9.23M	11.38M	6.05M	1.08M
Average Closed Price	\$181,308			\$137,753	\$183,546	\$275,036	\$540,000

November 2021



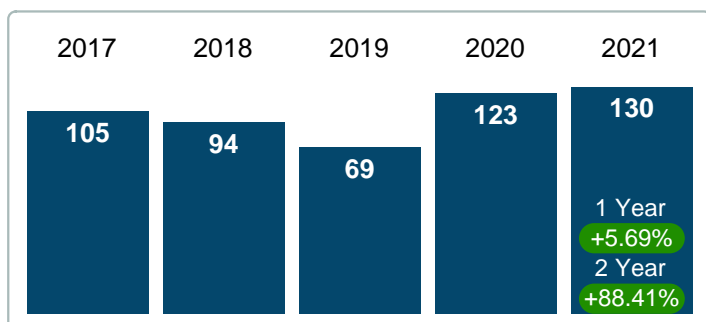
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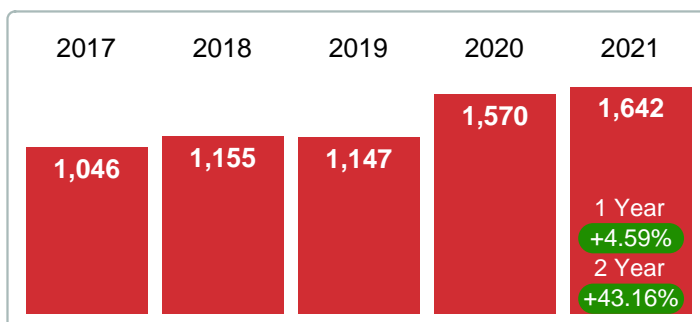
PENDING LISTINGS

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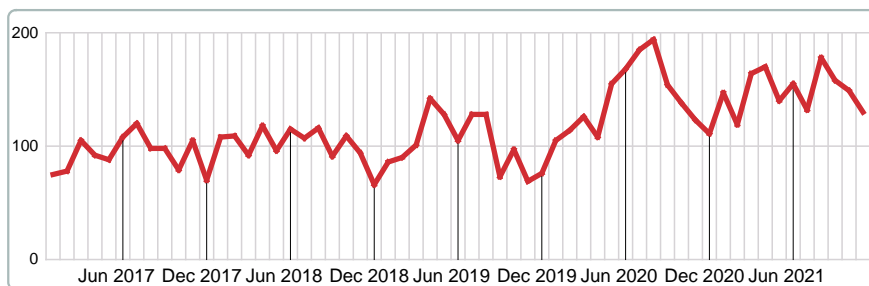
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

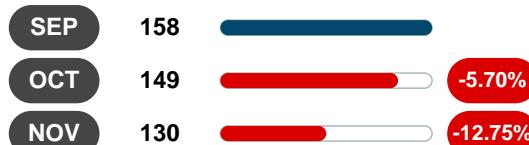


3 MONTHS

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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	4.62%	93.2	6	0	0	0
\$25,001 - \$50,000	16	12.31%	58.8	15	1	0	0
\$50,001 - \$100,000	22	16.92%	62.8	10	11	1	0
\$100,001 - \$175,000	36	27.69%	34.6	14	16	6	0
\$175,001 - \$250,000	20	15.38%	49.1	5	8	7	0
\$250,001 - \$375,000	15	11.54%	60.3	5	5	4	1
\$375,001 and up	15	11.54%	72.7	3	7	4	1
Total Pending Units	130			58	48	22	2
Total Pending Volume	25,865,419	100%	70.7	8.67M	10.20M	6.26M	739.00K
Average Listing Price	\$155,693			\$149,459	\$212,558	\$284,318	\$369,500

November 2021



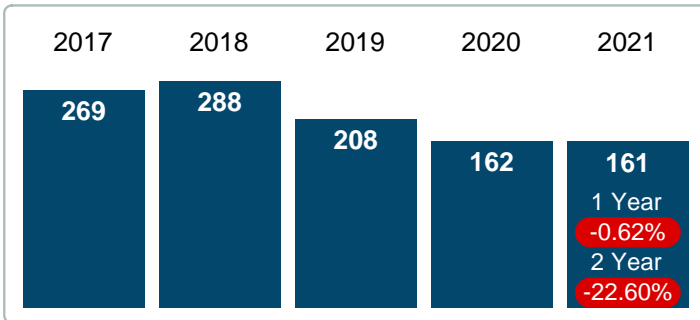
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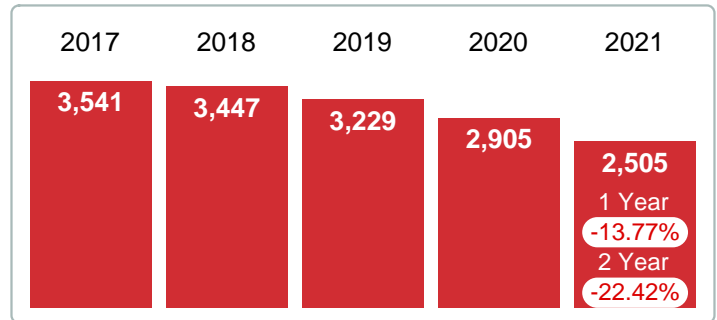
NEW LISTINGS

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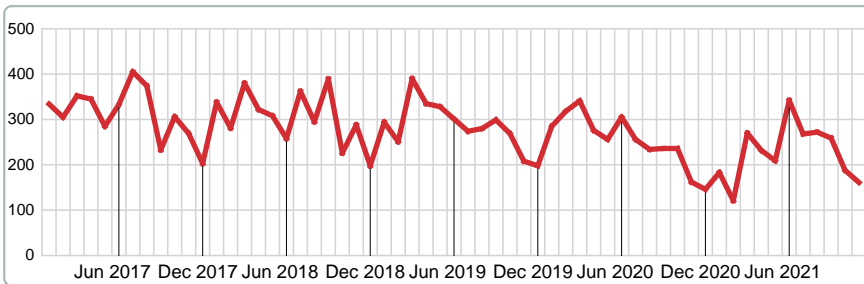
NOVEMBER



YEAR TO DATE (YTD)

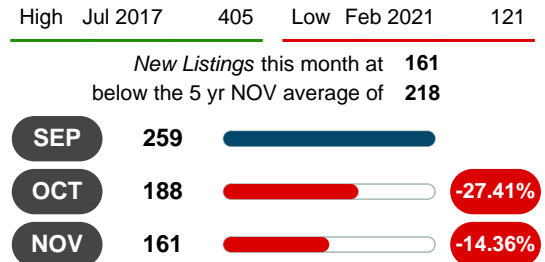


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 218



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
Total New Listed Units	161		96	50	11	4
Total New Listed Volume	38,975,896	100%	23.26M	10.98M	3.39M	1.35M
Average New Listed Listing Price	\$85,279		\$242,279	\$219,502	\$308,018	\$338,450

November 2021



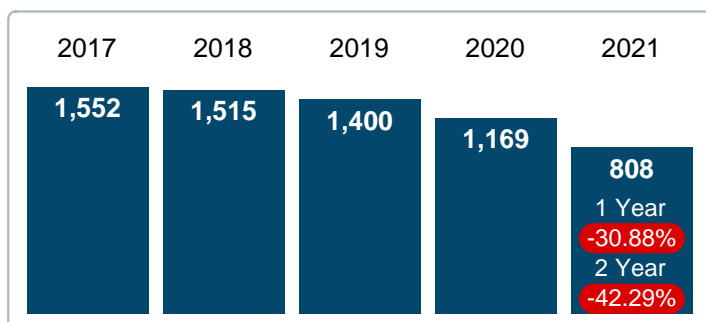
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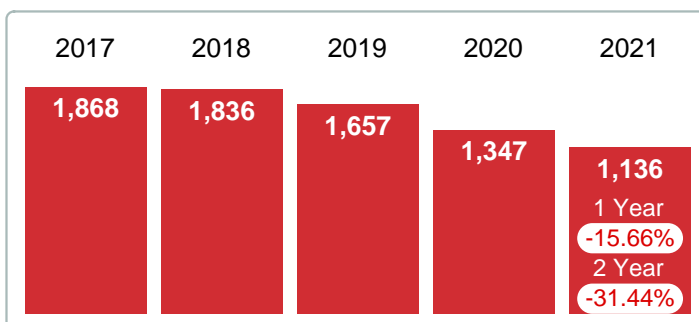
ACTIVE INVENTORY

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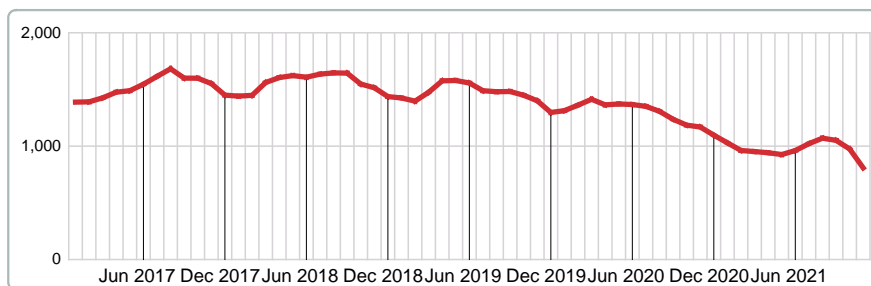
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

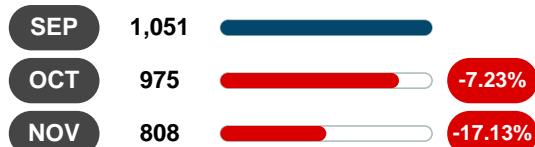


3 MONTHS

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		%	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	98	12.13%	117.2	95	3	0	0			
\$25,001-\$75,000	201	24.88%	140.3	183	15	2	1			
\$75,001-\$175,000	179	22.15%	137.8	105	62	10	2			
\$175,001-\$275,000	125	15.47%	98.0	63	46	13	3			
\$275,001-\$475,000	119	14.73%	106.4	53	33	25	8			
\$475,001 and up	86	10.64%	110.0	47	18	13	8			
Total Active Inventory by Units				808		546	177	63	22	
Total Active Inventory by Volume				207,335,743	100%	122.2	125.04M	48.28M	23.96M	10.05M
Average Active Inventory Listing Price				\$256,604			\$229,017	\$272,759	\$380,326	\$456,993

November 2021



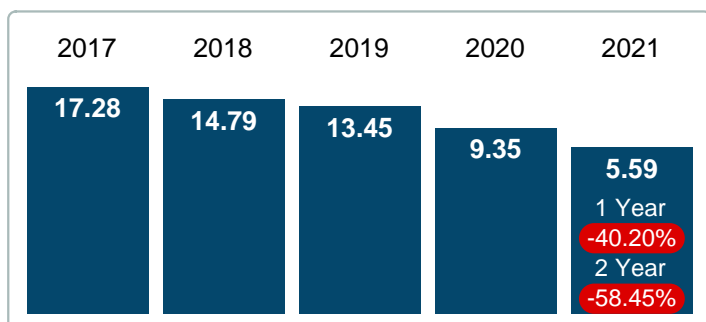
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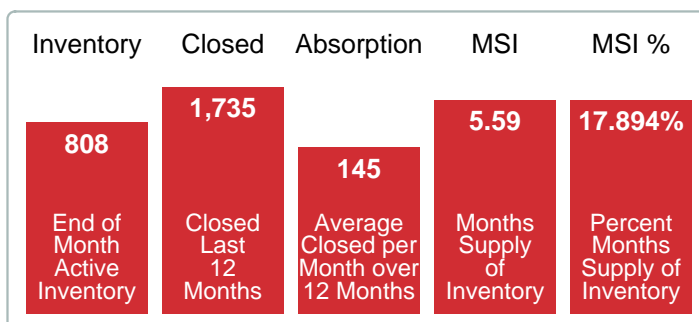
MONTHS SUPPLY of INVENTORY (MSI)

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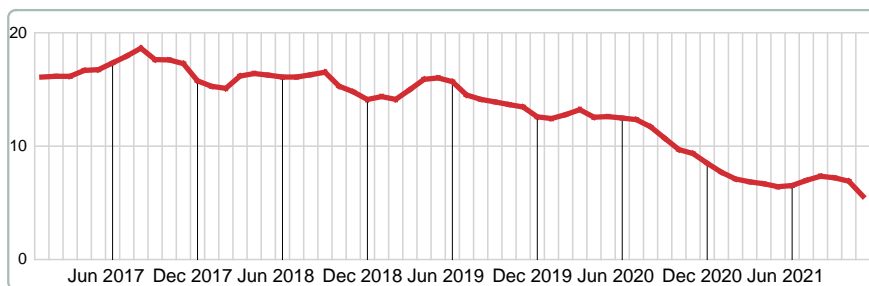
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

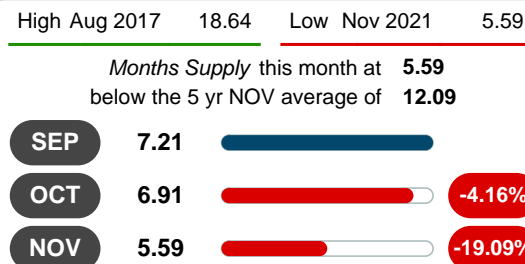


5 YEAR MARKET ACTIVITY TRENDS



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



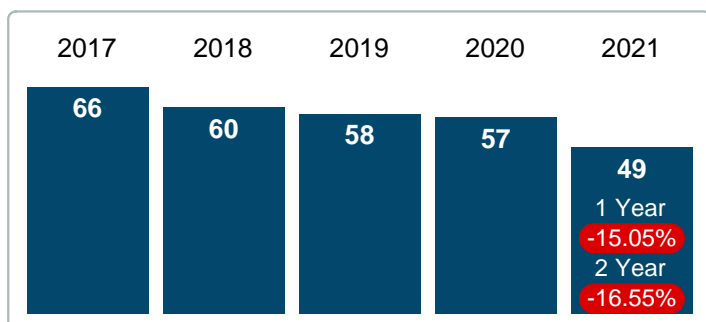
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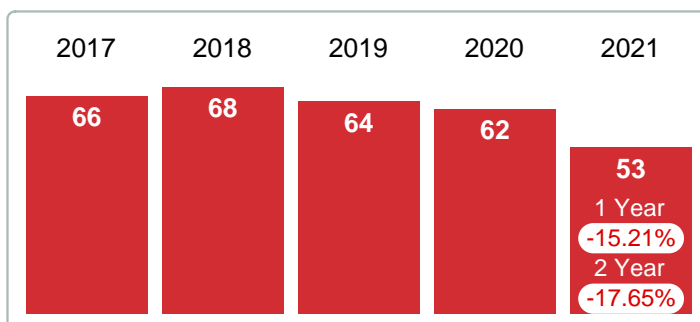
AVERAGE DAYS ON MARKET TO SALE

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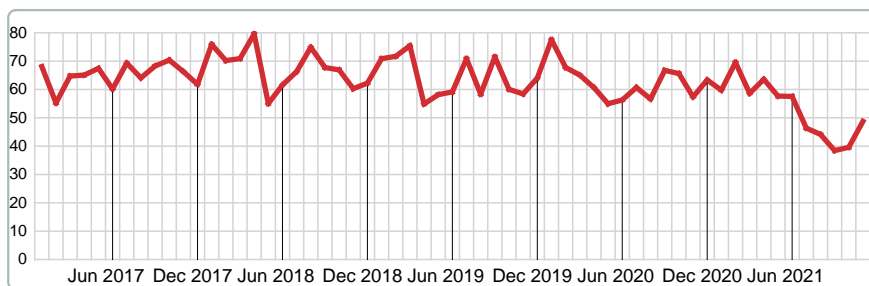
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

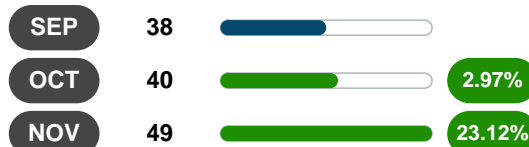


3 MONTHS

5 year NOV AVG = 58

High Apr 2018 80 Low Sep 2021 38

Average Days on Market to Sale this month at **49**
below the 5 yr NOV average of **58**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$25,000	20	13.07%	64	65	59	0	0
\$25,001 \$75,000	30	19.61%	48	47	36	149	0
\$75,001 \$150,000	41	26.80%	42	47	39	49	0
\$150,001 \$225,000	25	16.34%	44	40	28	69	0
\$225,001 \$325,000	20	13.07%	53	87	37	69	64
\$325,001 and up	17	11.11%	49	74	18	57	71
Average Closed DOM			49	55	34	69	68
Total Closed Units		100%	49	67	62	22	2
Total Closed Volume			27,740,097	9.23M	11.38M	6.05M	1.08M

November 2021



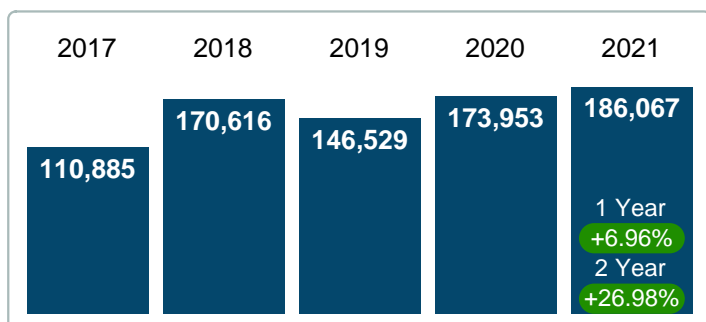
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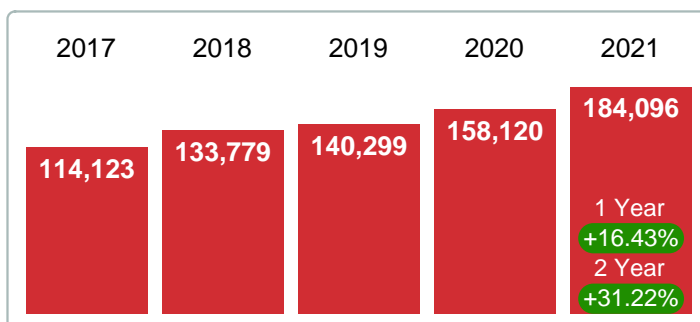
AVERAGE LIST PRICE AT CLOSING

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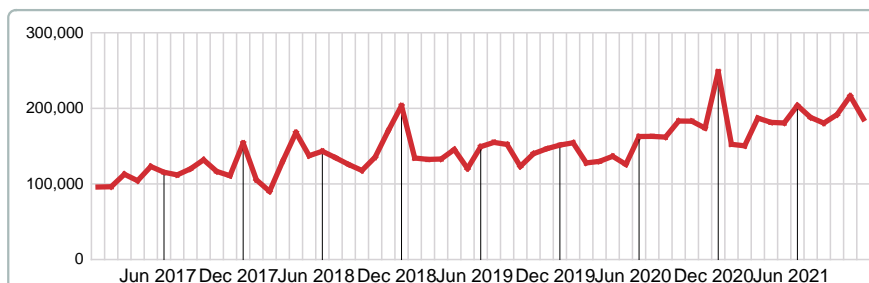
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

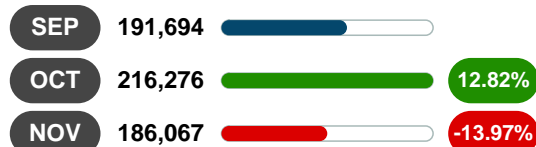


3 MONTHS

5 year NOV AVG = 157,610

High Dec 2020 248,500 Low Feb 2018 90,220

Average List Price at Closing this month at **186,067** above the 5 yr NOV average of **157,610**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	18	11.76%	14,565	14,609	31,750	0	0
\$25,001-\$75,000	29	18.95%	47,897	49,805	59,283	80,000	0
\$75,001-\$150,000	42	27.45%	116,718	131,496	115,613	115,000	0
\$150,001-\$225,000	24	15.69%	188,858	173,300	193,592	206,878	0
\$225,001-\$325,000	23	15.03%	272,700	255,000	274,564	296,333	350,000
\$325,001 and up	17	11.11%	653,540	990,536	499,050	453,640	795,000
Average List Price			186,067	141,716	189,115	277,414	572,500
Total Closed Units		100%	186,067	67	62	22	2
Total Closed Volume			28,468,195	9.49M	11.73M	6.10M	1.15M

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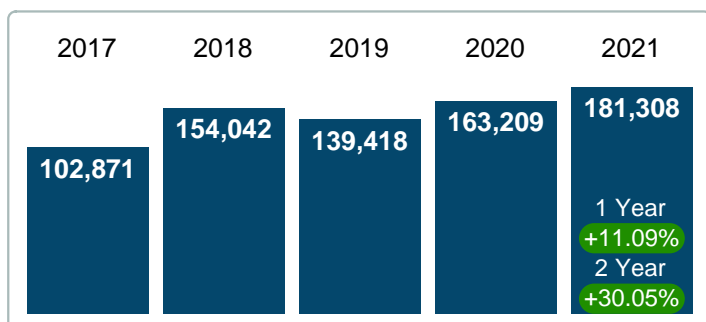
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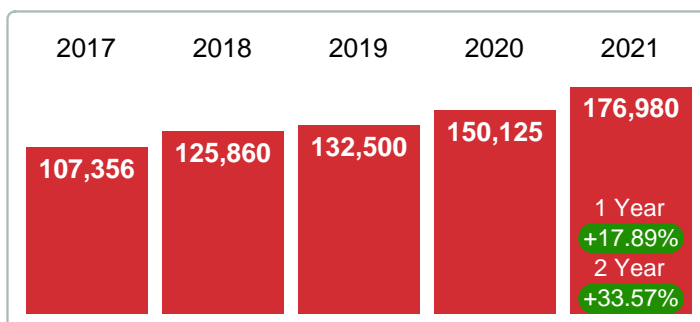
AVERAGE SOLD PRICE AT CLOSING

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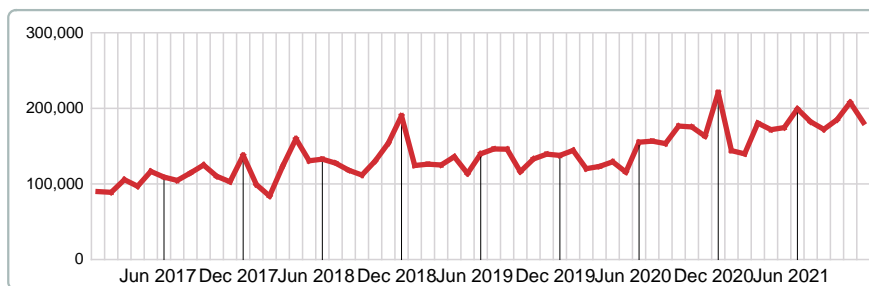
NOVEMBER



YEAR TO DATE (YTD)

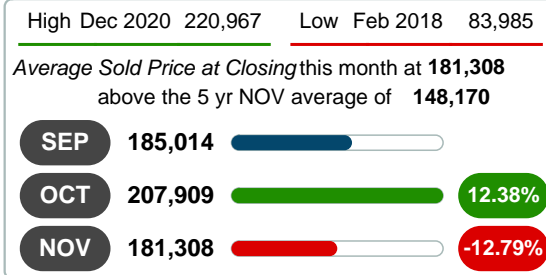


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 148,170



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	20	13.07%	14,185	13,484	20,500	0	0
\$25,001-\$75,000	30	19.61%	46,885	44,524	51,417	74,000	0
\$75,001-\$150,000	41	26.80%	113,742	121,532	108,496	115,000	0
\$150,001-\$225,000	25	16.34%	190,022	170,000	189,965	196,778	0
\$225,001-\$325,000	20	13.07%	275,045	247,500	270,173	285,667	320,000
\$325,001 and up	17	11.11%	654,999	1,002,636	497,500	475,360	760,000
Average Sold Price			181,308	137,753	183,546	275,036	540,000
Total Closed Units		100%	181,308	67	62	22	2
Total Closed Volume			27,740,097	9.23M	11.38M	6.05M	1.08M

November 2021



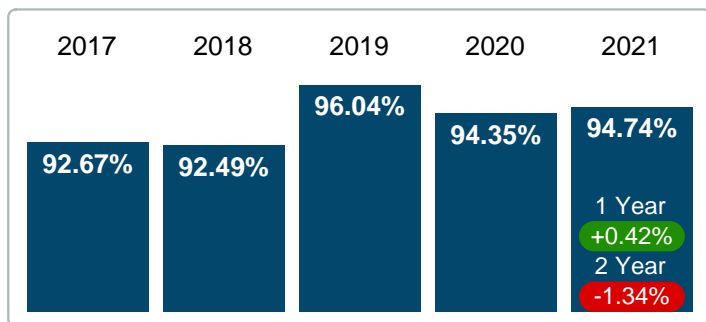
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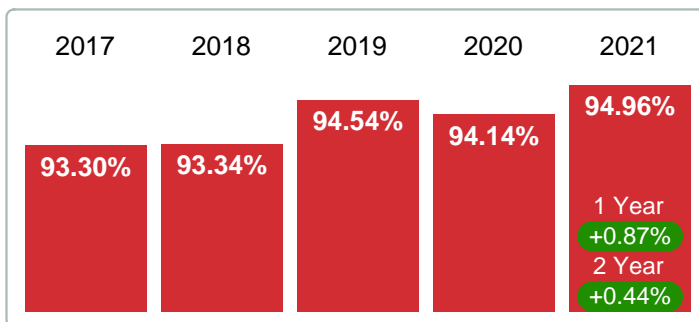
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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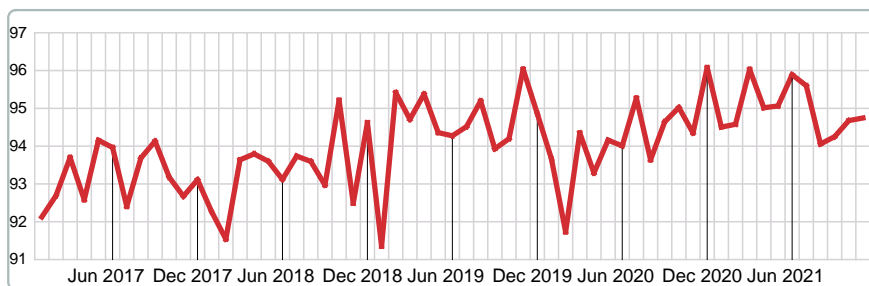
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

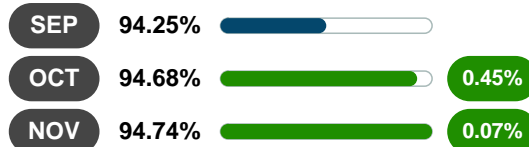


3 MONTHS

5 year NOV AVG = 94.06%

High Dec 2020 96.08% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **94.74%**
above the 5 yr NOV average of **94.06%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$25,000	20	13.07%	92.11%	95.16%	64.70%	0.00%	0.00%
\$25,001-\$75,000	30	19.61%	90.41%	91.33%	86.56%	92.50%	0.00%
\$75,001-\$150,000	41	26.80%	93.79%	93.09%	94.00%	100.00%	0.00%
\$150,001-\$225,000	25	16.34%	97.39%	98.22%	98.41%	95.63%	0.00%
\$225,001-\$325,000	20	13.07%	97.48%	97.00%	98.59%	96.61%	91.43%
\$325,001 and up	17	11.11%	100.68%	94.68%	100.04%	108.47%	95.60%
Average Sold/List Ratio		94.70%		93.50%	94.66%	98.88%	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



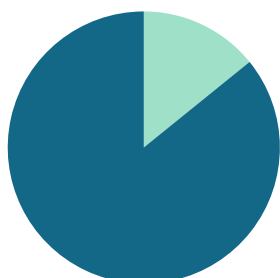
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

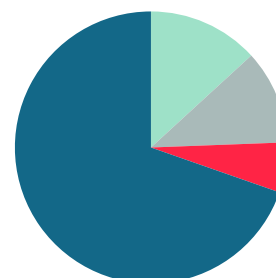


Inventory
 New Listings
161 = 14.17%
 Start Inventory
975
 Total Inventory Units
1,136
 Volume
\$280,149,251

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%
Average List Price	173,953	186,067	6.96%	158,120	184,096	16.43%
Average Sale Price	163,209	181,308	11.09%	150,125	176,980	17.89%
Average Percent of Selling Price to List Price	94.35%	94.74%	0.42%	94.14%	94.96%	0.87%
Average Days on Market to Sale	57.38	48.75	-15.05%	62.36	52.87	-15.21%
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

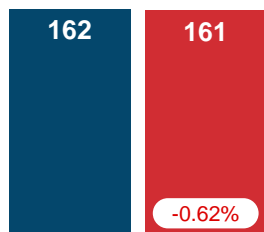
Inventory on November 30, 2021 = **808**

2020 **2021**

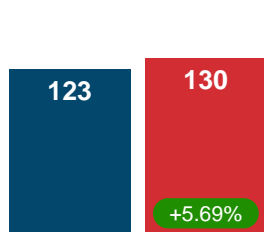
NOVEMBER MARKET

AVERAGE PRICES

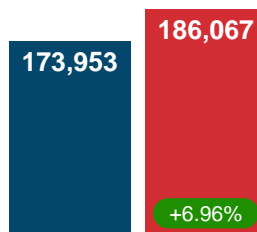
New Listings



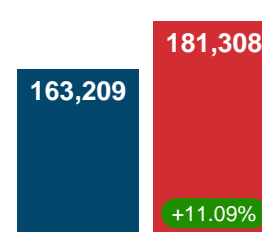
Pending Listings



List Price



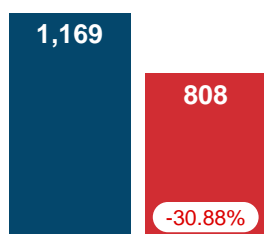
Sale Price



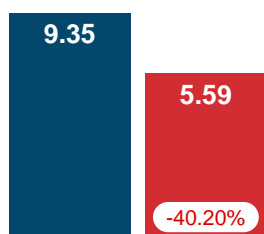
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

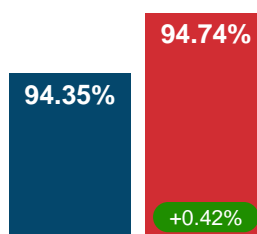
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

