

# November 2019



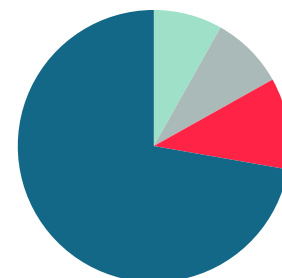
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,  
Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	69	57	-17.39%
Pending Listings	63	61	-3.17%
New Listings	137	104	-24.09%
Average List Price	188,596	172,927	-8.31%
Average Sale Price	172,895	164,093	-5.09%
Average Percent of Selling Price to List Price	93.09%	95.66%	2.76%
Average Days on Market to Sale	56.80	49.00	-13.73%
End of Month Inventory	613	505	-17.62%
Months Supply of Inventory	8.72	7.06	-18.96%



■ Closed (8.15%)  
■ Pending (8.73%)  
■ Other OffMarket (10.87%)  
■ Active (72.25%)

**Absorption:** Last 12 months, an Average of **72 Sales/Month Active Inventory** as of November 30, 2019 = **505**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2019 decreased **17.62%** to 505 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **7.06** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.09%** in November 2019 to \$164,093 versus the previous year at \$172,895.

#### Average Days on Market Shortens

The average number of **49.00** days that homes spent on the market before selling decreased by 7.80 days or **13.73%** in November 2019 compared to last year's same month at **56.80** DOM.

#### Sales Success for November 2019 is Positive

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

There were 104 New Listings in November 2019, down **24.09%** from last year at 137. Furthermore, there were 57 Closed Listings this month versus last year at 69, a **-17.39%** decrease.

Closed versus Listed trends yielded a **54.8%** ratio, up from previous year's, November 2018, at **50.4%**, a **8.82%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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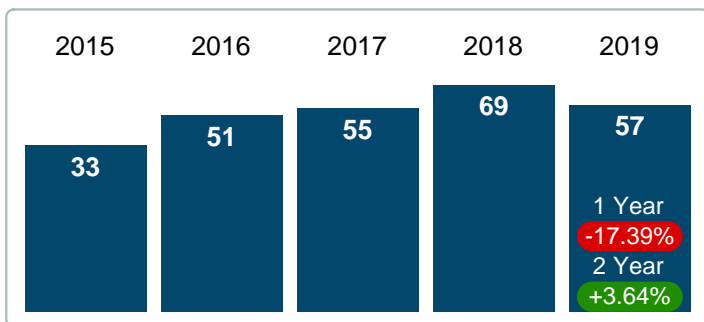
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



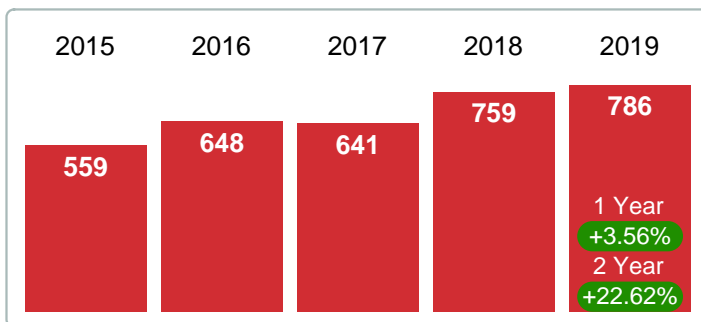
## CLOSED LISTINGS

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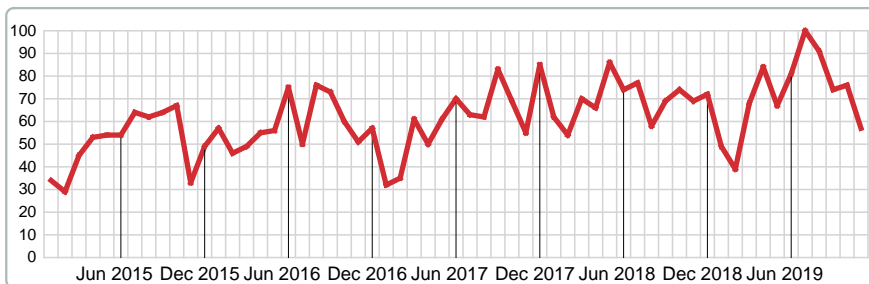
### NOVEMBER



### YEAR TO DATE (YTD)

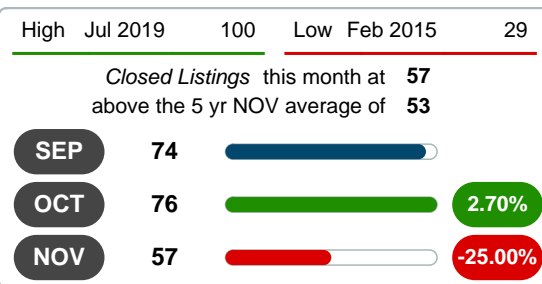


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 53



### 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	3	5.26%	16.7	2	1	0	0
\$25,001 - \$75,000	9	15.79%	36.1	1	7	1	0
\$75,001 - \$100,000	7	12.28%	34.4	3	3	0	1
\$100,001 - \$125,000	14	24.56%	53.3	0	13	1	0
\$125,001 - \$225,000	9	15.79%	68.8	0	7	1	1
\$225,001 - \$375,000	9	15.79%	36.4	0	4	5	0
\$375,001 and up	6	10.53%	80.7	0	1	3	2
<b>Total Closed Units</b>	<b>57</b>			<b>6</b>	<b>36</b>	<b>11</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>9,353,303</b>	<b>100%</b>	<b>49.0</b>	<b>320.25K</b>	<b>4.64M</b>	<b>3.18M</b>	<b>1.21M</b>
<b>Average Closed Price</b>	<b>\$164,093</b>			<b>\$53,375</b>	<b>\$128,778</b>	<b>\$289,480</b>	<b>\$303,189</b>

# November 2019



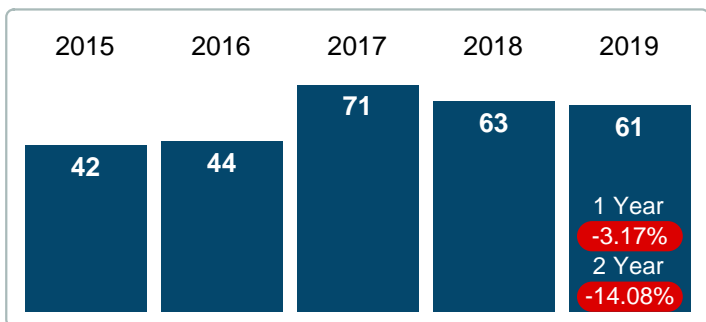
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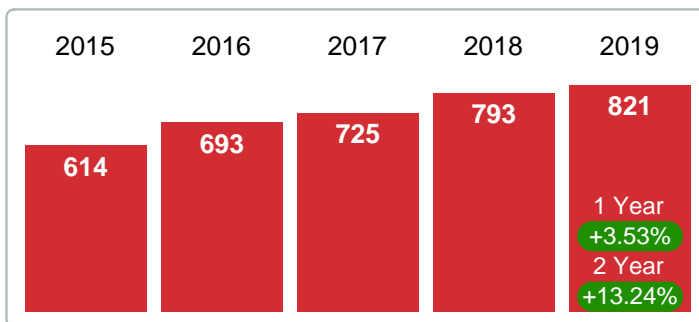
## PENDING LISTINGS

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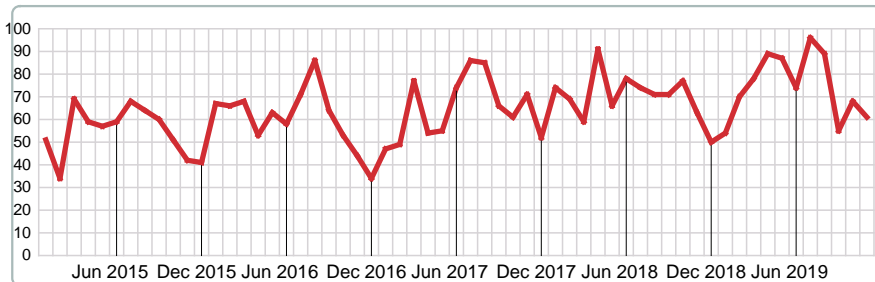
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 56

High Jul 2019 96 Low Dec 2016 34

Pending Listings this month at 61 above the 5 yr NOV average of 56



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	3.28%	16.5	1	1	0	0
\$30,001 - \$50,000	9	14.75%	27.3	1	7	1	0
\$50,001 - \$80,000	11	18.03%	59.5	4	6	1	0
\$80,001 - \$120,000	16	26.23%	69.2	1	12	2	1
\$120,001 - \$170,000	8	13.11%	47.8	0	8	0	0
\$170,001 - \$290,000	8	13.11%	91.0	1	4	2	1
\$290,001 and up	7	11.48%	51.4	2	2	3	0
<b>Total Pending Units</b>	<b>61</b>			<b>10</b>	<b>40</b>	<b>9</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>8,140,470</b>	<b>100%</b>	<b>57.6</b>	<b>1.26M</b>	<b>4.48M</b>	<b>2.07M</b>	<b>329.90K</b>
<b>Average Listing Price</b>	<b>\$134,758</b>			<b>\$126,070</b>	<b>\$112,102</b>	<b>\$229,533</b>	<b>\$164,950</b>



Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type

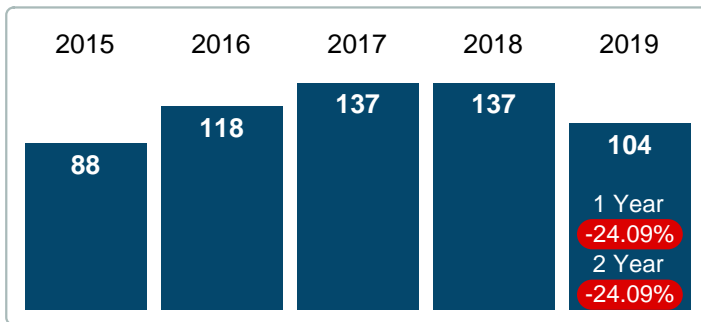


# November 2019

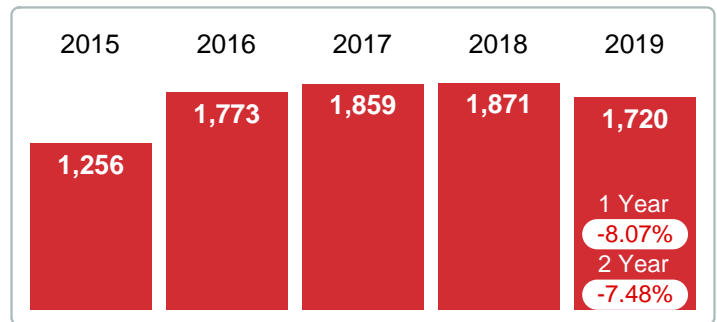
## NEW LISTINGS

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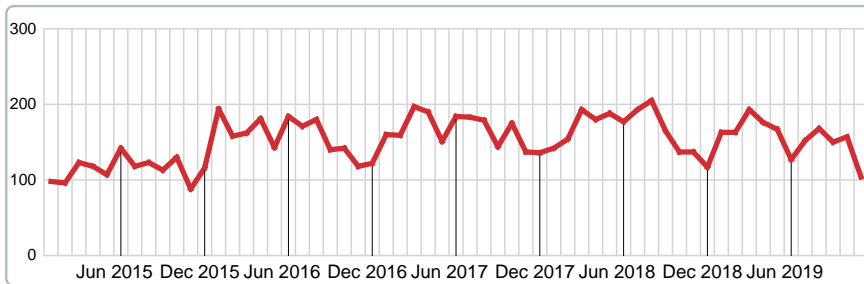
### NOVEMBER



### YEAR TO DATE (YTD)

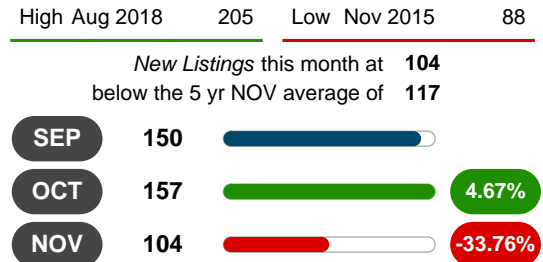


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 117



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	10.58%	2	9	0	0
\$40,001 - \$60,000	7	6.73%	3	4	0	0
\$60,001 - \$90,000	19	18.27%	3	14	2	0
\$90,001 - \$150,000	27	25.96%	5	19	3	0
\$150,001 - \$220,000	17	16.35%	3	9	4	1
\$220,001 - \$420,000	12	11.54%	1	7	4	0
\$420,001 and up	11	10.58%	0	4	4	3
<b>Total New Listed Units</b>	<b>104</b>		<b>17</b>	<b>66</b>	<b>17</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>21,246,444</b>	<b>100%</b>	<b>1.73M</b>	<b>12.31M</b>	<b>4.79M</b>	<b>2.41M</b>
<b>Average New Listed Listing Price</b>	<b>\$124,347</b>		<b>\$101,971</b>	<b>\$186,501</b>	<b>\$281,876</b>	<b>\$603,000</b>

# November 2019



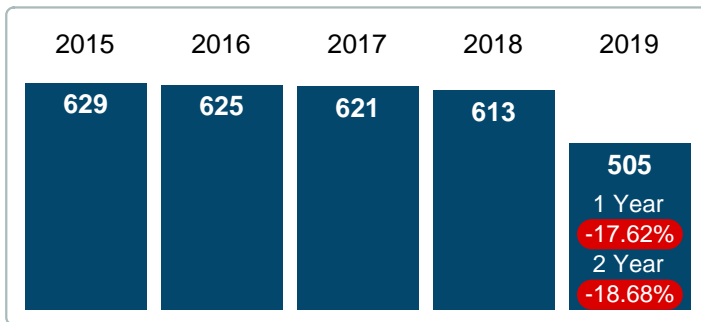
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



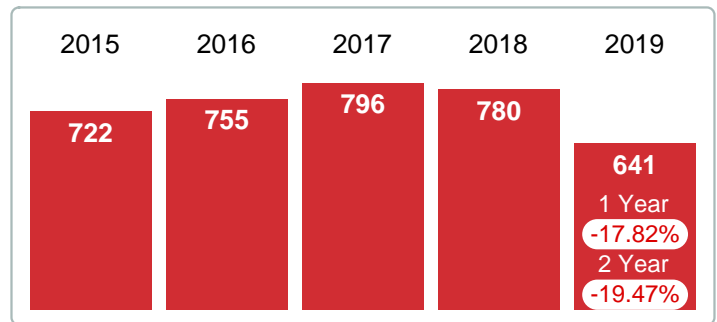
## ACTIVE INVENTORY

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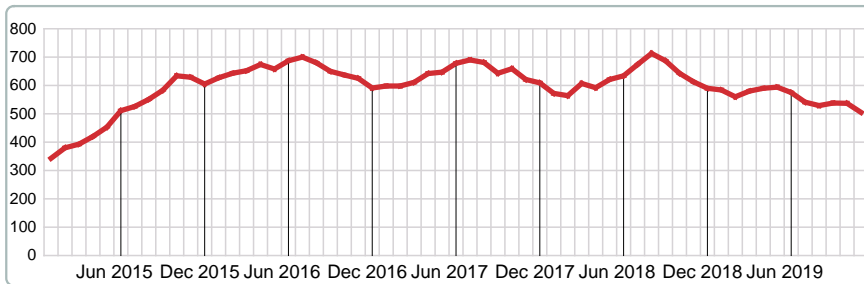
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

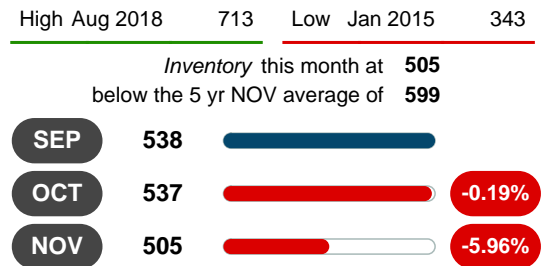


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 599



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	45	8.91%	70.0	18	23	4	0
\$50,001 - \$75,000	53	10.50%	72.2	19	30	4	0
\$75,001 - \$100,000	64	12.67%	86.0	15	41	8	0
\$100,001 - \$175,000	126	24.95%	76.8	17	82	25	2
\$175,001 - \$275,000	84	16.63%	88.1	12	52	17	3
\$275,001 - \$475,000	75	14.85%	88.3	11	42	19	3
\$475,001 and up	58	11.49%	90.5	2	18	27	11
Total Active Inventory by Units			505	94	288	104	19
Total Active Inventory by Volume			121,932,296	13.10M	59.80M	33.60M	15.43M
Average Active Inventory Listing Price			\$241,450	\$139,381	\$207,632	\$323,102	\$812,105



Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



# November 2019

## MONTHS SUPPLY of INVENTORY (MSI)

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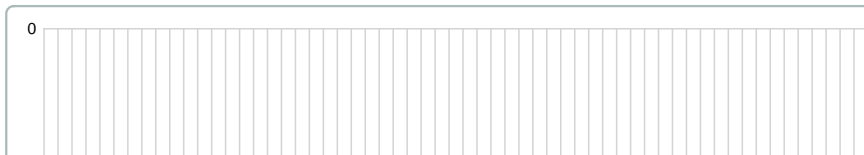
### MSI FOR NOVEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
505	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = inf

High Nov 2019	inf	Low Nov 2019	inf
Months Supply this month at inf equal to 5 yr NOV average of inf			
SEP	inf		%
OCT	inf		%
NOV	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	45	8.91%	3.23	3.38	3.07	3.69	0.00
\$50,001 - \$70,000	44	8.71%	6.60	11.40	4.84	12.00	0.00
\$70,001 - \$110,000	88	17.43%	5.87	5.83	5.95	6.29	0.00
\$110,001 - \$190,000	132	26.14%	6.68	16.00	5.60	9.00	4.80
\$190,001 - \$290,000	74	14.65%	7.34	17.33	7.37	4.62	12.00
\$290,001 - \$490,000	64	12.67%	12.39	27.00	13.88	9.47	5.14
\$490,001 and up	58	11.49%	63.27	0.00	54.00	54.00	132.00
Market Supply of Inventory (MSI)		7.06		7.83	6.24	8.91	11.40
Total Active Inventory by Units		505	100%	94	288	104	19

# November 2019



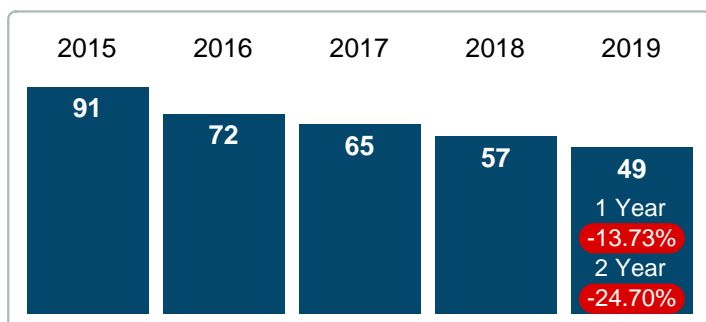
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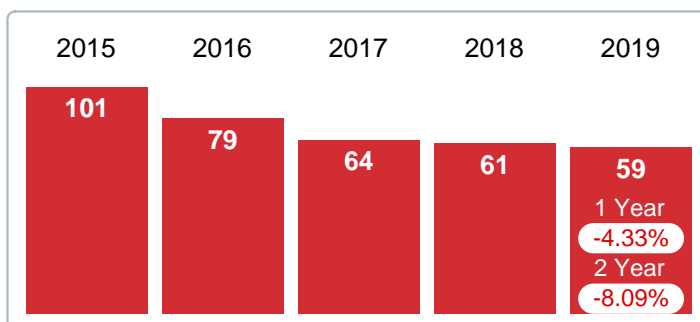
## AVERAGE DAYS ON MARKET TO SALE

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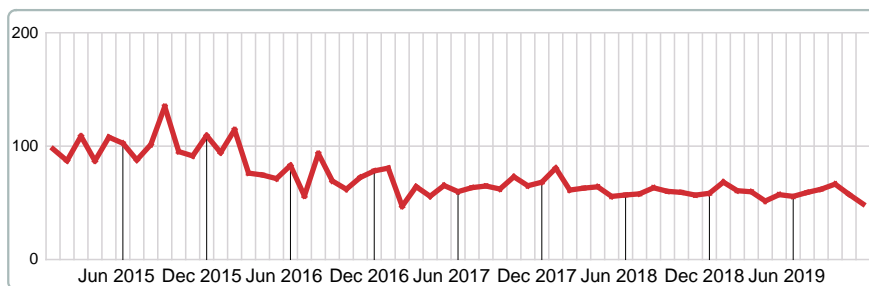
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

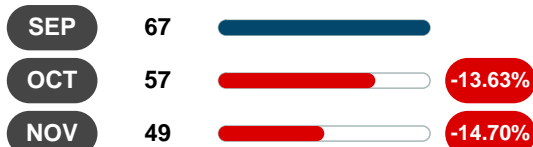


### 3 MONTHS

5 year NOV AVG = 67

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 49 below the 5 yr NOV average of 67



### 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	5.26%	17	18	14	0	0
\$25,001 - \$75,000	15.79%	36	34	37	33	0
\$75,001 - \$100,000	12.28%	34	43	36	0	6
\$100,001 - \$125,000	24.56%	53	0	53	61	0
\$125,001 - \$225,000	15.79%	69	0	73	32	79
\$225,001 - \$375,000	15.79%	36	0	19	51	0
\$375,001 and up	10.53%	81	0	1	83	118
<b>Average Closed DOM</b>		<b>49</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>49</b>	<b>6</b>	<b>36</b>	<b>11</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>9,353,303</b>	<b>320.25K</b>	<b>4.64M</b>	<b>3.18M</b>	<b>1.21M</b>





Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type

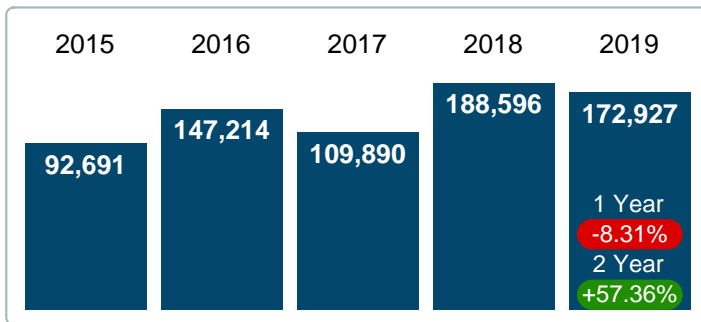


# November 2019

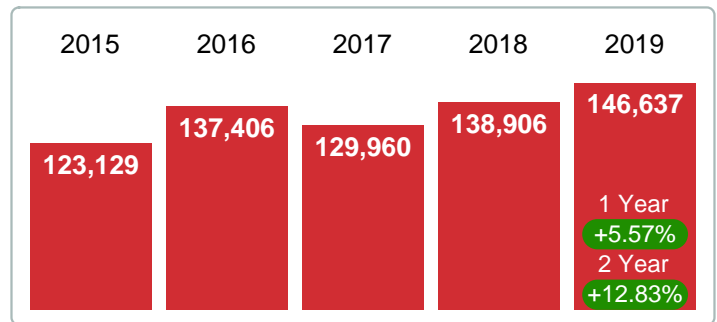
## AVERAGE LIST PRICE AT CLOSING

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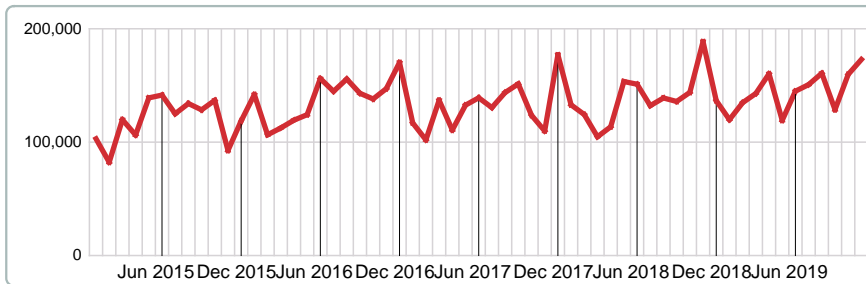
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

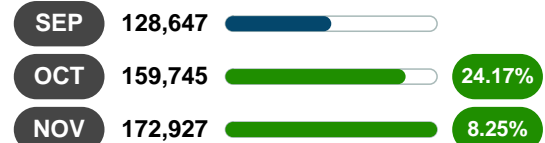


### 3 MONTHS

5 year NOV AVG = 142,264

High Nov 2018 188,596 Low Feb 2015 82,286

Average List Price at Closing this month at **172,927** above the 5 yr NOV average of **142,264**



### 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	5.26%	12,100	10,700	14,900	0	0
\$25,001 - \$75,000	15.79%	57,689	49,900	58,700	59,900	0
\$75,001 - \$100,000	10.53%	91,550	91,667	92,933	0	107,000
\$100,001 - \$125,000	22.81%	114,769	0	118,615	99,000	0
\$125,001 - \$225,000	17.54%	154,220	0	170,293	169,900	149,000
\$225,001 - \$375,000	17.54%	279,105	0	255,850	307,380	0
\$375,001 and up	10.53%	487,800	0	389,000	496,300	524,450
<b>Average List Price</b>		<b>172,927</b>	<b>57,717</b>	<b>134,751</b>	<b>304,964</b>	<b>326,225</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>172,927</b>	<b>6</b>	<b>36</b>	<b>11</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>9,856,850</b>	<b>346.30K</b>	<b>4.85M</b>	<b>3.35M</b>	<b>1.30M</b>



# November 2019



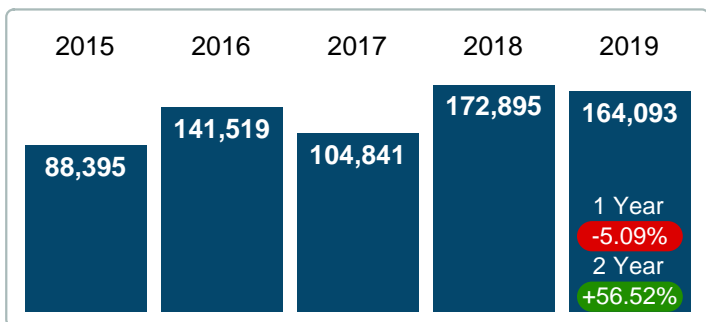
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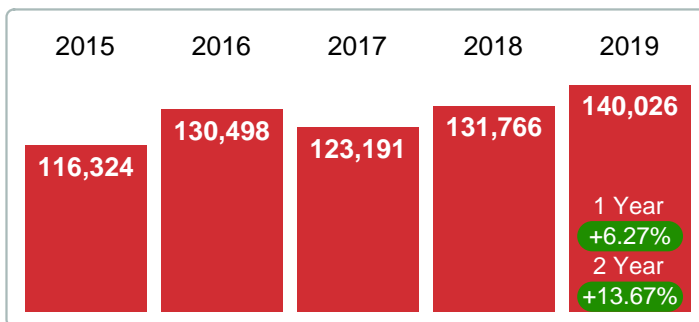
## AVERAGE SOLD PRICE AT CLOSING

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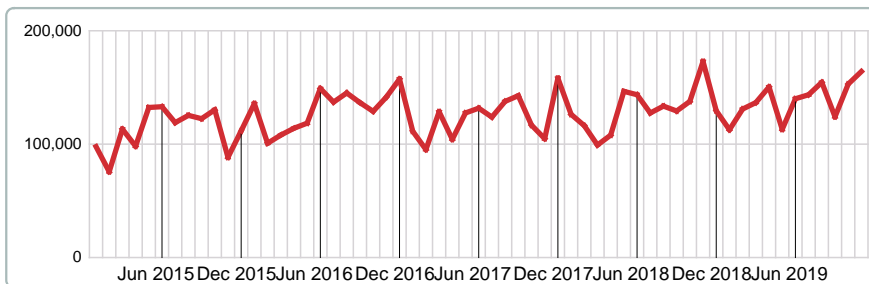
### NOVEMBER



### YEAR TO DATE (YTD)

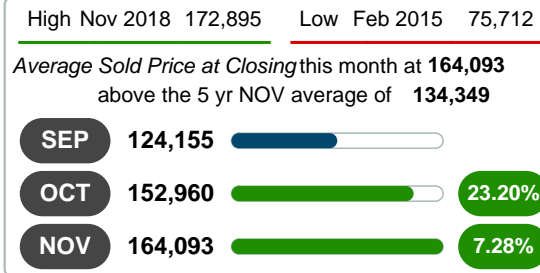


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 134,349



### 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	5.26%	13,833	12,000	17,500	0	0
\$25,001 - \$75,000	15.79%	52,681	38,500	54,804	52,000	0
\$75,001 - \$100,000	12.28%	88,807	85,917	87,967	0	100,000
\$100,001 - \$125,000	24.56%	112,285	0	112,922	104,000	0
\$125,001 - \$225,000	15.79%	160,751	0	162,000	167,000	145,756
\$225,001 - \$375,000	15.79%	274,389	0	242,500	299,900	0
\$375,001 and up	10.53%	454,631	0	399,000	453,928	483,500
<b>Average Sold Price</b>		<b>164,093</b>	<b>53,375</b>	<b>128,778</b>	<b>289,480</b>	<b>303,189</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>164,093</b>	<b>6</b>	<b>36</b>	<b>11</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>9,353,303</b>	<b>320.25K</b>	<b>4.64M</b>	<b>3.18M</b>	<b>1.21M</b>

# November 2019



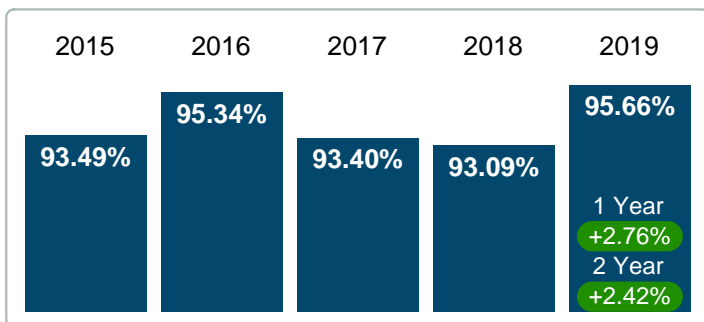
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



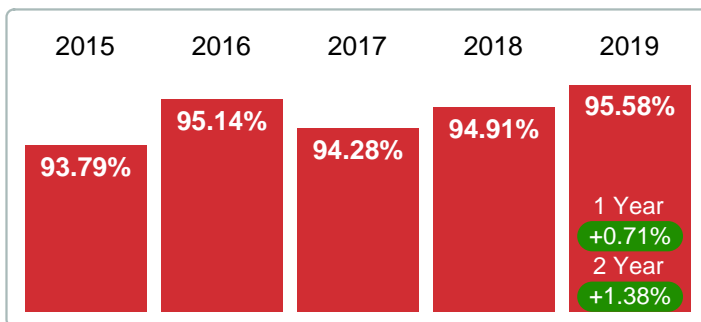
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

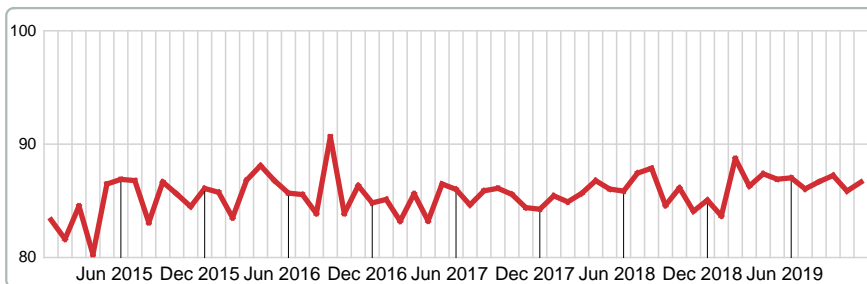
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

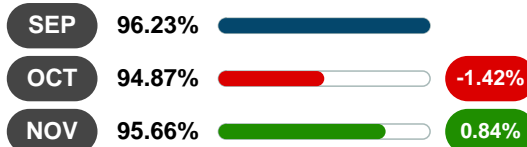


### 3 MONTHS

5 year NOV AVG = 94.20%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **95.66%** above the 5 yr NOV average of **94.20%**



### 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	3	5.26%	115.06%	113.86%	117.45%	0.00%	0.00%	
\$25,001 - \$75,000	9	15.79%	89.92%	77.15%	92.19%	86.81%	0.00%	
\$75,001 - \$100,000	7	12.28%	94.57%	94.47%	95.03%	0.00%	93.46%	
\$100,001 - \$125,000	14	24.56%	95.99%	0.00%	95.30%	105.05%	0.00%	
\$125,001 - \$225,000	9	15.79%	95.78%	0.00%	95.13%	98.29%	97.82%	
\$225,001 - \$375,000	9	15.79%	96.44%	0.00%	94.73%	97.81%	0.00%	
\$375,001 and up	6	10.53%	93.71%	0.00%	102.57%	91.33%	92.84%	
Average Sold/List Ratio		95.70%		98.05%	95.39%	95.74%	94.24%	
Total Closed Units		57	100%	95.70%	6	36	11	4
Total Closed Volume		9,353,303			320.25K	4.64M	3.18M	1.21M

# November 2019



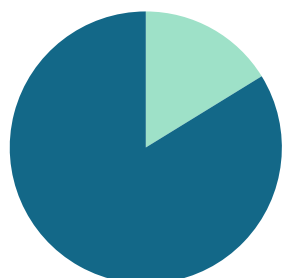
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

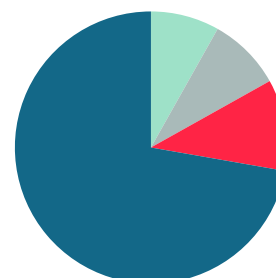


**Inventory**  
 New Listings  
**104 = 16.22%**  
 Start Inventory  
**537**  
 Total Inventory Units  
**641**  
 Volume  
**\$145,288,889**

### Market Activity

Closed Sales  
**57 = 8.15%**  
 Pending Sales  
**61 = 8.73%**  
 Other Off Market  
**76 = 10.87%**  
 Active Inventory  
**505 = 72.25%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	69	57	-17.39%	759	786	3.56%
Pending Sales	63	61	-3.17%	793	821	3.53%
New Listings	137	104	-24.09%	1,871	1,720	-8.07%
Average List Price	188,596	172,927	-8.31%	138,906	146,637	5.57%
Average Sale Price	172,895	164,093	-5.09%	131,766	140,026	6.27%
Average Percent of Selling Price to List Price	93.09%	95.66%	2.76%	94.91%	95.58%	0.71%
Average Days on Market to Sale	56.80	49.00	-13.73%	61.30	58.64	-4.33%
Monthly Inventory	613	505	-17.62%	613	505	-17.62%
Months Supply of Inventory	8.72	7.06	-18.96%	8.72	7.06	-18.96%

**Absorption:** Last 12 months, an Average of **72** Sales/Month

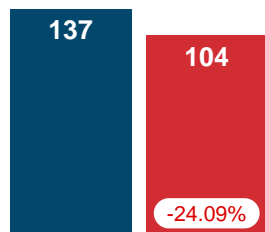
**Inventory** on November 30, 2019 = **505**

**2018** **2019**

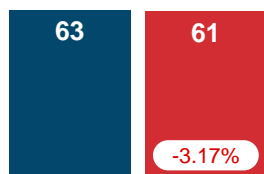
### NOVEMBER MARKET

### AVERAGE PRICES

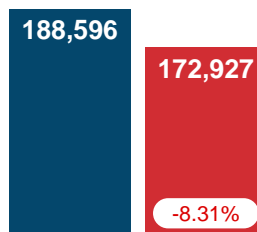
#### New Listings



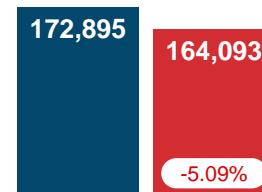
#### Pending Listings



#### List Price



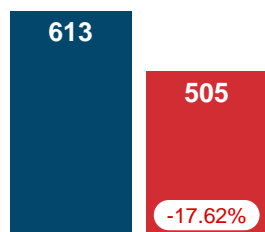
#### Sale Price



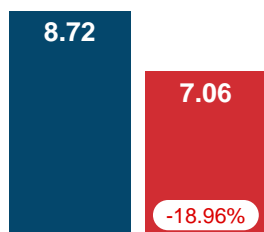
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

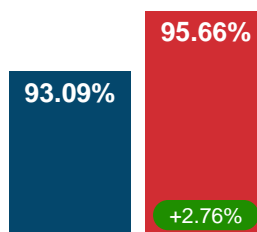
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

