

# November 2020



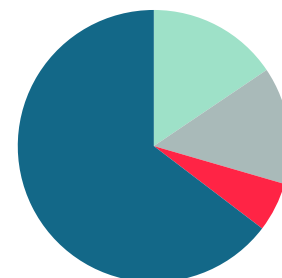
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

| Compared Metrics                               | November |         |         |
|--|----------|---------|---------|
|  | 2019     | 2020    | +/-%    |
| Closed Listings                                | 57       | 77      | 35.09%  |
| Pending Listings                               | 61       | 69      | 13.11%  |
| New Listings                                   | 104      | 97      | -6.73%  |
| Average List Price                             | 172,927  | 190,814 | 10.34%  |
| Average Sale Price                             | 164,093  | 180,751 | 10.15%  |
| Average Percent of Selling Price to List Price | 95.66%   | 95.04%  | -0.64%  |
| Average Days on Market to Sale                 | 49.00    | 52.82   | 7.79%   |
| End of Month Inventory                         | 505      | 320     | -36.63% |
| Months Supply of Inventory                     | 7.06     | 3.84    | -45.58% |



■ Closed (15.56%)  
■ Pending (13.94%)  
■ Other OffMarket (5.86%)  
■ Active (64.65%)

**Absorption:** Last 12 months, an Average of **83** Sales/Month  
**Active Inventory** as of November 30, 2020 = **320**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2020 decreased **36.63%** to 320 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **3.84** 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 **10.15%** in November 2020 to \$180,751 versus the previous year at \$164,093.

#### Average Days on Market Lengthens

The average number of **52.82** days that homes spent on the market before selling increased by 3.82 days or **7.79%** in November 2020 compared to last year's same month at **49.00** DOM.

#### Sales Success for November 2020 is Positive

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

There were 97 New Listings in November 2020, down **6.73%** from last year at 104. Furthermore, there were 77 Closed Listings this month versus last year at 57, a **35.09%** increase.

Closed versus Listed trends yielded a **79.4%** ratio, up from previous year's, November 2019, at **54.8%**, a **44.84%** 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



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

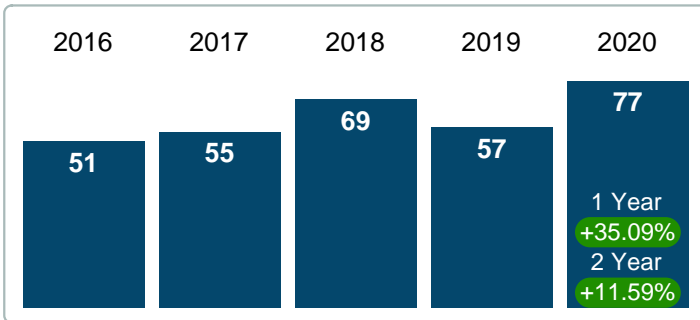


# November 2020

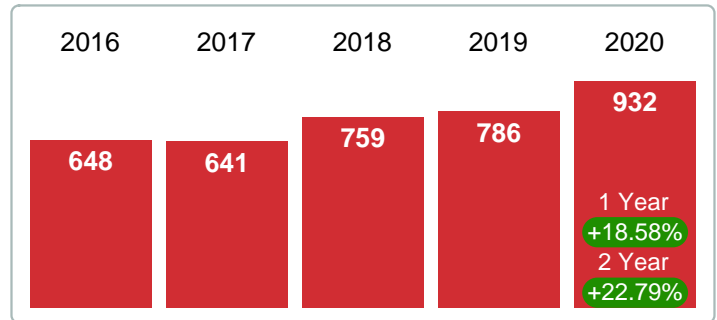
## CLOSED LISTINGS

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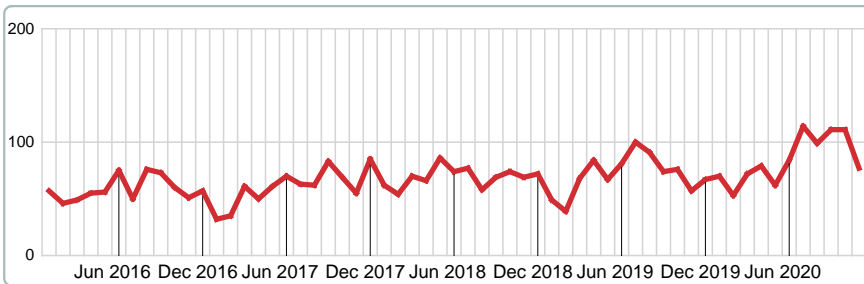
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

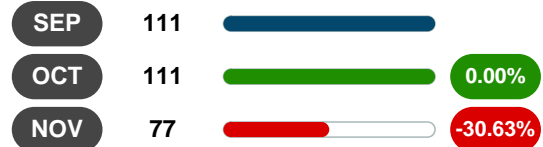


### 3 MONTHS

5 year NOV AVG = 62

High Jul 2020 114 Low Jan 2017 32

Closed Listings this month at 77  
above the 5 yr NOV average of 62



### 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                              | 1                 | 1.30%       | 1.0         | 1               | 0                | 0                | 0                |
| \$25,001 - \$50,000                            | 10                | 12.99%      | 57.2        | 4               | 6                | 0                | 0                |
| \$50,001 - \$75,000                            | 10                | 12.99%      | 103.2       | 4               | 6                | 0                | 0                |
| \$75,001 - \$175,000                           | 25                | 32.47%      | 40.3        | 5               | 18               | 2                | 0                |
| \$175,001 - \$225,000                          | 11                | 14.29%      | 40.5        | 0               | 9                | 2                | 0                |
| \$225,001 - \$400,000                          | 12                | 15.58%      | 47.3        | 0               | 10               | 2                | 0                |
| \$400,001 and up                               | 8                 | 10.39%      | 55.4        | 0               | 1                | 6                | 1                |
| <b>Total Closed Units</b>                      | <b>77</b>         |             |             | <b>14</b>       | <b>50</b>        | <b>12</b>        | <b>1</b>         |
| <b>Total Closed Volume</b>                     | <b>13,917,815</b> | <b>100%</b> | <b>52.8</b> | <b>1.10M</b>    | <b>7.76M</b>     | <b>4.41M</b>     | <b>645.00K</b>   |
| <b>Average Closed Price</b>                    | <b>\$180,751</b>  |             |             | <b>\$78,800</b> | <b>\$155,111</b> | <b>\$367,839</b> | <b>\$645,000</b> |

# November 2020



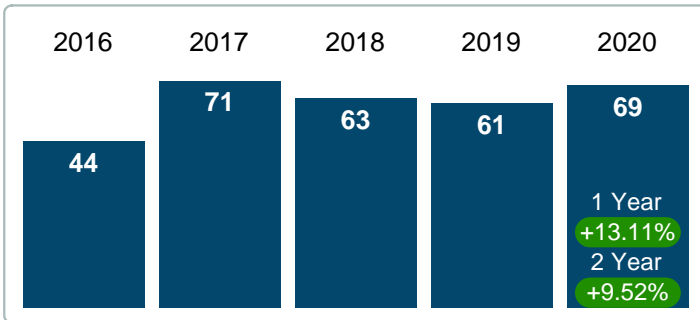
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



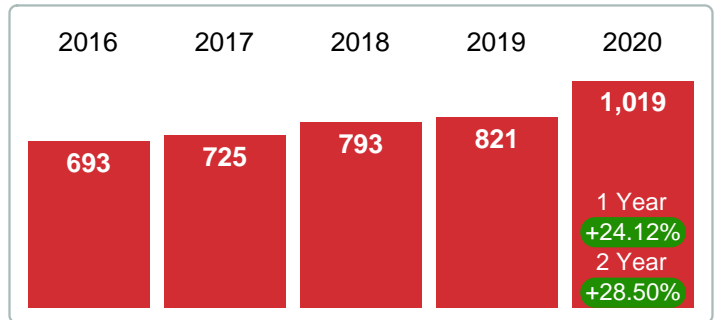
## PENDING LISTINGS

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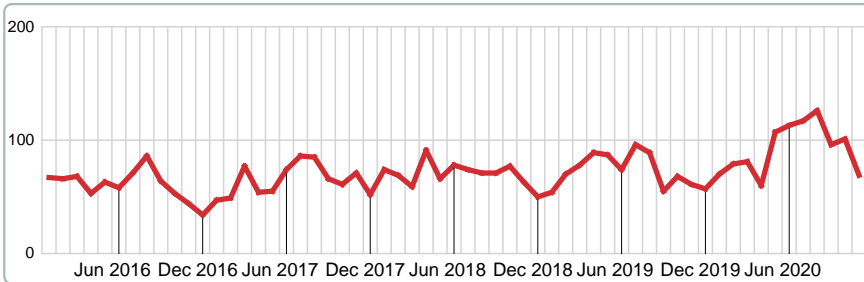
### NOVEMBER



### YEAR TO DATE (YTD)

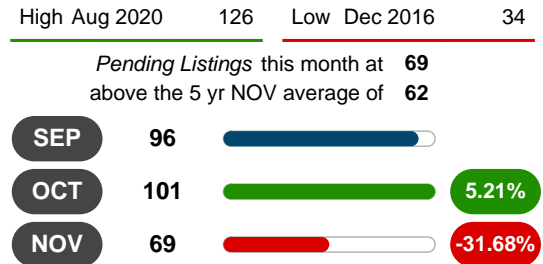


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 62



### 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                               | 2                 | 2.90%       | 101.5       | 1               | 1                | 0                | 0                |
| \$25,001 - \$50,000                             | 8                 | 11.59%      | 12.0        | 5               | 3                | 0                | 0                |
| \$50,001 - \$100,000                            | 12                | 17.39%      | 51.3        | 4               | 8                | 0                | 0                |
| \$100,001 - \$200,000                           | 20                | 28.99%      | 60.5        | 3               | 14               | 2                | 1                |
| \$200,001 - \$375,000                           | 11                | 15.94%      | 70.5        | 1               | 7                | 3                | 0                |
| \$375,001 - \$625,000                           | 9                 | 13.04%      | 75.9        | 0               | 2                | 6                | 1                |
| \$625,001 and up                                | 7                 | 10.14%      | 20.1        | 0               | 1                | 1                | 5                |
| <b>Total Pending Units</b>                      | <b>69</b>         |             |             | <b>14</b>       | <b>36</b>        | <b>12</b>        | <b>7</b>         |
| <b>Total Pending Volume</b>                     | <b>18,039,499</b> | <b>100%</b> | <b>50.6</b> | <b>1.25M</b>    | <b>7.37M</b>     | <b>4.54M</b>     | <b>4.89M</b>     |
| <b>Average Listing Price</b>                    | <b>\$264,240</b>  |             |             | <b>\$89,229</b> | <b>\$204,589</b> | <b>\$378,217</b> | <b>\$698,071</b> |



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

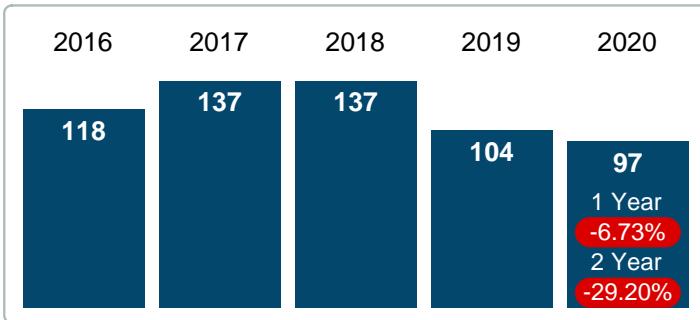


# November 2020

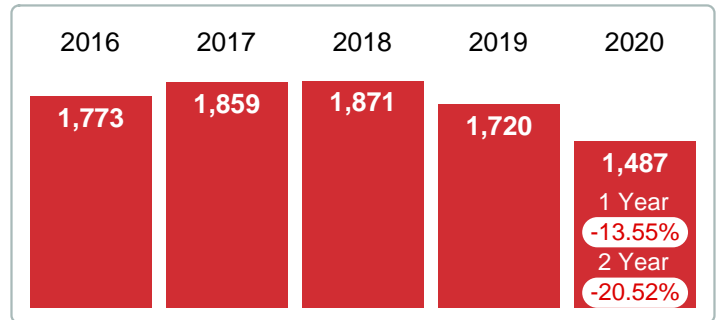
## NEW LISTINGS

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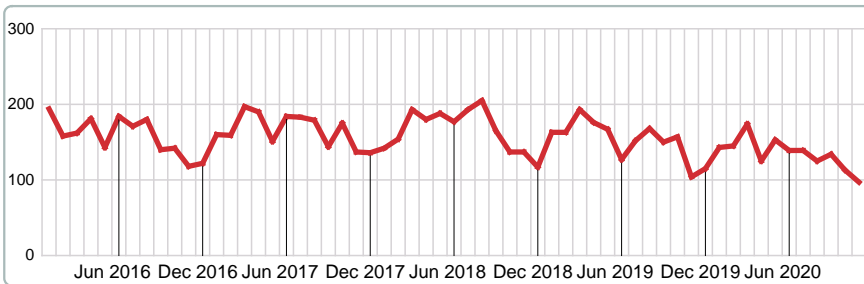
### NOVEMBER



### YEAR TO DATE (YTD)

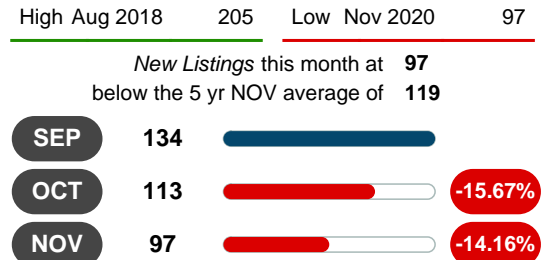


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 119



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                   | %           | Bedroom Distribution |                  |                  |                  |
|---|-------------------|-------------|----------------------|------------------|------------------|------------------|
| Price Range                                 | Count             | %           | 1-2 Beds             | 3 Beds           | 4 Beds           | 5+ Beds          |
| \$25,000 and less                           | 1                 | 1.03%       | 1                    | 0                | 0                | 0                |
| \$25,001 - \$75,000                         | 19                | 19.59%      | 9                    | 7                | 3                | 0                |
| \$75,001 - \$125,000                        | 15                | 15.46%      | 2                    | 11               | 1                | 1                |
| \$125,001 - \$200,000                       | 24                | 24.74%      | 4                    | 17               | 2                | 1                |
| \$200,001 - \$375,000                       | 16                | 16.49%      | 0                    | 7                | 8                | 1                |
| \$375,001 - \$575,000                       | 12                | 12.37%      | 0                    | 6                | 4                | 2                |
| \$575,001 and up                            | 10                | 10.31%      | 0                    | 3                | 2                | 5                |
| <b>Total New Listed Units</b>               | <b>97</b>         |             | <b>16</b>            | <b>51</b>        | <b>20</b>        | <b>10</b>        |
| <b>Total New Listed Volume</b>              | <b>28,065,599</b> | <b>100%</b> | <b>1.31M</b>         | <b>11.67M</b>    | <b>6.67M</b>     | <b>8.41M</b>     |
| <b>Average New Listed Listing Price</b>     | <b>\$254,561</b>  |             | <b>\$82,037</b>      | <b>\$228,771</b> | <b>\$333,720</b> | <b>\$841,130</b> |



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

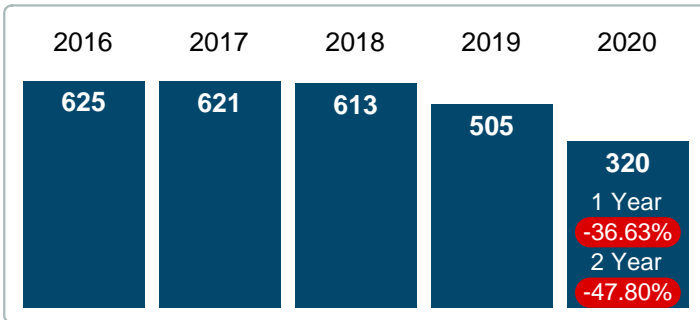


# November 2020

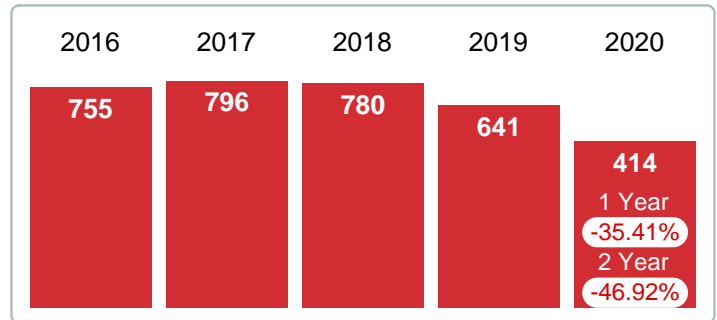
## ACTIVE INVENTORY

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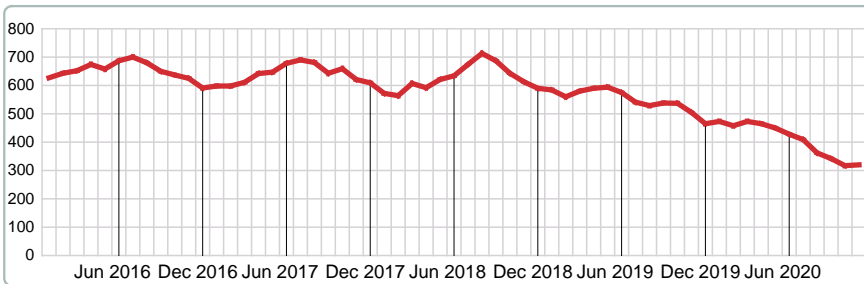
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

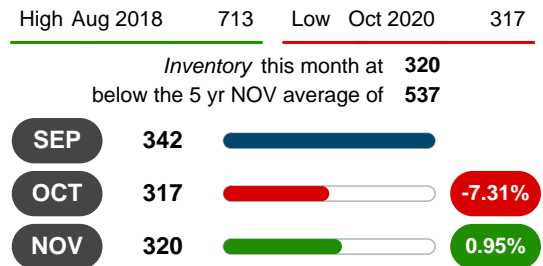


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 537



### 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                             | 33                | 10.31%      | 93.9        | 17               | 13               | 2                | 1                |
| \$50,001 - \$50,000                           | 0                 | 0.00%       | 0.0         | 0                | 0                | 0                | 0                |
| \$50,001 - \$100,000                          | 82                | 25.63%      | 100.5       | 22               | 49               | 10               | 1                |
| \$100,001 - \$175,000                         | 80                | 25.00%      | 83.2        | 8                | 54               | 16               | 2                |
| \$175,001 - \$300,000                         | 52                | 16.25%      | 70.7        | 3                | 32               | 14               | 3                |
| \$300,001 - \$525,000                         | 41                | 12.81%      | 95.5        | 1                | 20               | 15               | 5                |
| \$525,001 and up                              | 32                | 10.00%      | 117.9       | 4                | 9                | 12               | 7                |
| <b>Total Active Inventory by Units</b>        | <b>320</b>        |             |             | <b>55</b>        | <b>177</b>       | <b>69</b>        | <b>19</b>        |
| <b>Total Active Inventory by Volume</b>       | <b>82,525,791</b> | <b>100%</b> | <b>91.7</b> | <b>7.73M</b>     | <b>37.36M</b>    | <b>22.48M</b>    | <b>14.95M</b>    |
| <b>Average Active Inventory Listing Price</b> | <b>\$257,893</b>  |             |             | <b>\$140,584</b> | <b>\$211,071</b> | <b>\$325,864</b> | <b>\$786,816</b> |

# November 2020



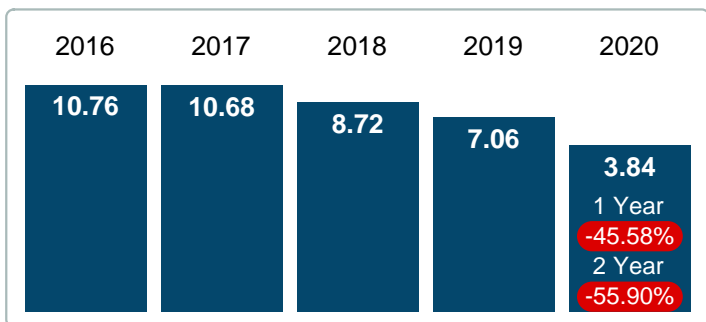
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



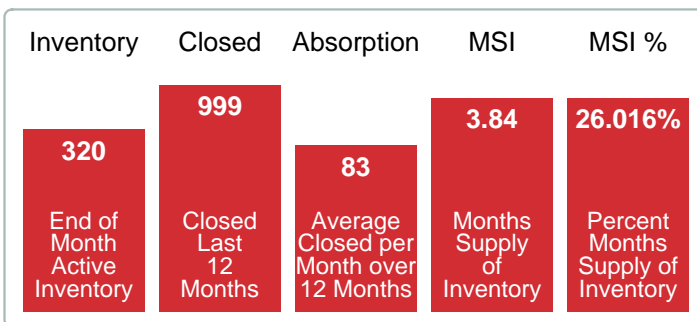
## MONTHS SUPPLY of INVENTORY (MSI)

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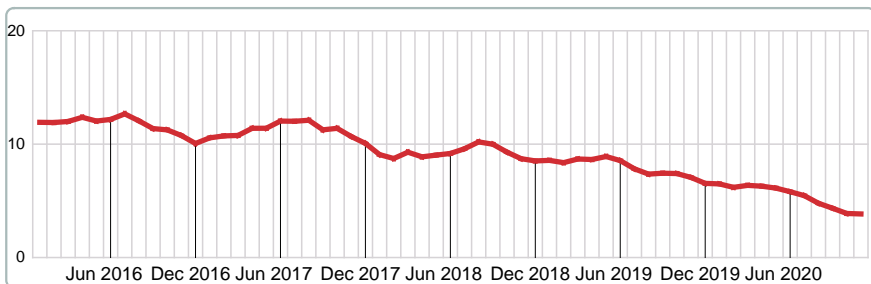
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

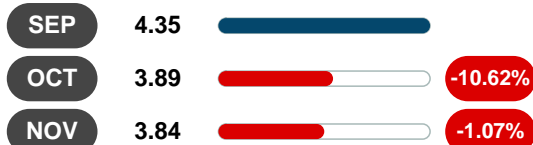


### 3 MONTHS

5 year NOV AVG = 8.21

High Jul 2016 12.67 Low Nov 2020 3.84

Months Supply this month at 3.84 below the 5 yr NOV average of 8.21



### 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 |
|---|----|--------|-------|----------|--------|--------|---------|
| \$50,000 and less                                       | 33 | 10.31% | 2.73  | 3.40     | 2.08   | 3.00   | 6.00    |
| \$50,001 - \$70,000                                     | 35 | 10.94% | 5.25  | 5.03     | 4.17   | 24.00  | 0.00    |
| \$70,001 - \$110,000                                    | 55 | 17.19% | 3.40  | 3.30     | 3.42   | 3.20   | 6.00    |
| \$110,001 - \$180,000                                   | 76 | 23.75% | 3.58  | 3.27     | 3.33   | 4.53   | 6.00    |
| \$180,001 - \$310,000                                   | 49 | 15.31% | 2.94  | 1.38     | 2.58   | 5.25   | 5.14    |
| \$310,001 - \$520,000                                   | 39 | 12.19% | 4.98  | 4.00     | 4.47   | 4.54   | 20.00   |
| \$520,001 and up  | 33 | 10.31% | 12.77 | 24.00    | 15.00  | 9.60   | 14.00   |
| Market Supply of Inventory (MSI)                        |    |        | 3.84  | 3.59     | 3.34   | 5.34   | 9.50    |
| Total Active Inventory by Units                         |    | 100%   | 320   | 55       | 177    | 69     | 19      |



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

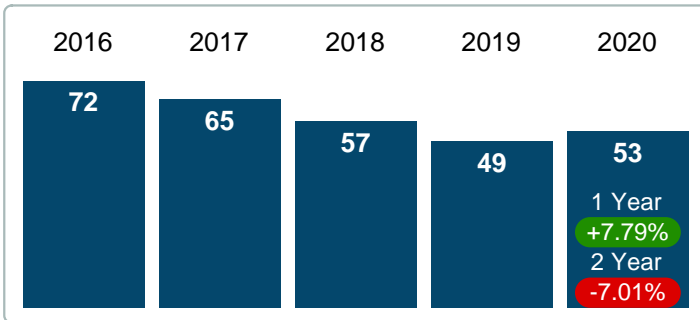


# November 2020

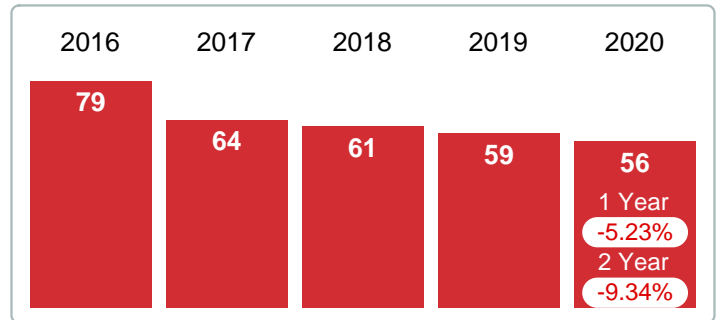
## AVERAGE DAYS ON MARKET TO SALE

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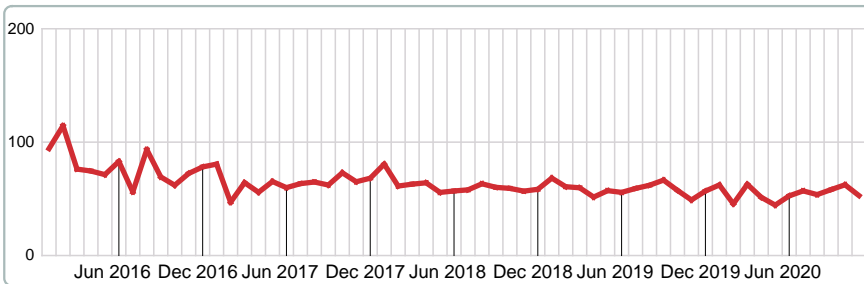
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

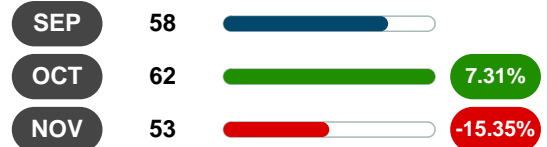


### 3 MONTHS

5 year NOV AVG = 59

High Feb 2016 114 Low May 2020 44

Average Days on Market to Sale this month at 53 below the 5 yr NOV average of 59



### 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   | 1.30%       | 1                 | 1            | 0            | 0            | 0              |
| \$25,001 - \$50,000   | 12.99%      | 57                | 68           | 50           | 0            | 0              |
| \$50,001 - \$75,000   | 12.99%      | 103               | 111          | 98           | 0            | 0              |
| \$75,001 - \$175,000  | 32.47%      | 40                | 53           | 32           | 80           | 0              |
| \$175,001 - \$225,000   | 14.29%      | 40                | 0            | 46           | 15           | 0              |
| \$225,001 - \$400,000   | 15.58%      | 47                | 0            | 51           | 31           | 0              |
| \$400,001 and up  | 10.39%      | 55                | 0            | 1            | 67           | 39             |
| <b>Average Closed DOM</b>                                     |             | <b>53</b>         | <b>70</b>    | <b>48</b>    | <b>54</b>    | <b>39</b>      |
| <b>Total Closed Units</b>                                     | <b>100%</b> | <b>53</b>         | <b>14</b>    | <b>50</b>    | <b>12</b>    | <b>1</b>       |
| <b>Total Closed Volume</b>                                    |             | <b>13,917,815</b> | <b>1.10M</b> | <b>7.76M</b> | <b>4.41M</b> | <b>645.00K</b> |



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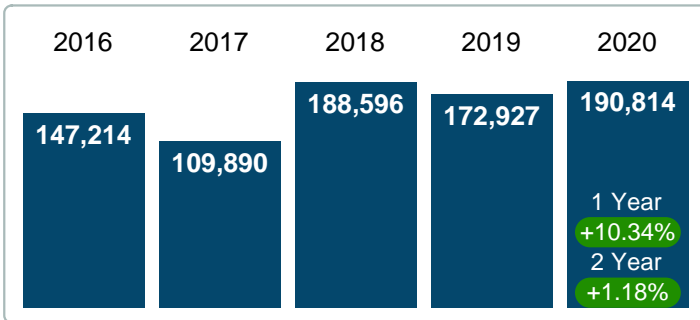
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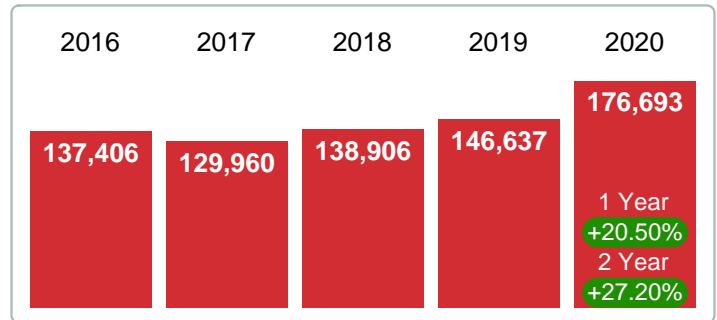
## AVERAGE LIST PRICE AT CLOSING

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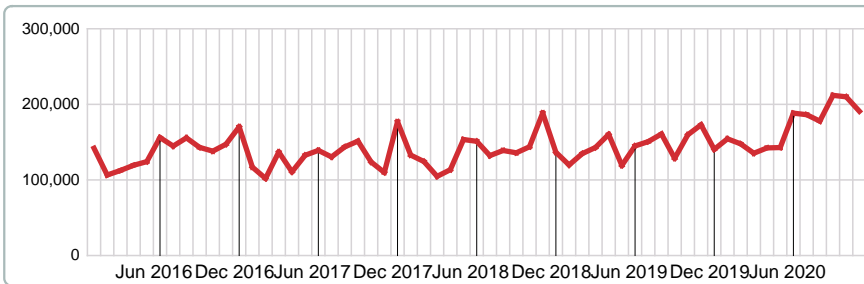
### NOVEMBER



### YEAR TO DATE (YTD)

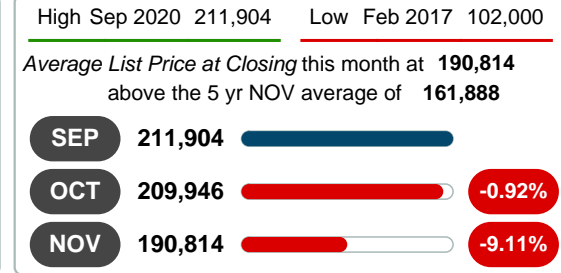


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 161,888



### 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  | 1.30%       | 23,500            | 29,000        | 0              | 0              | 0              |
| \$25,001 - \$50,000  | 11.69%      | 41,956            | 41,200        | 43,717         | 0              | 0              |
| \$50,001 - \$75,000  | 7.79%       | 69,750            | 73,650        | 80,133         | 0              | 0              |
| \$75,001 - \$175,000   | 35.06%      | 107,600           | 142,560       | 119,077        | 91,950         | 0              |
| \$175,001 - \$225,000  | 18.18%      | 195,707           | 0             | 196,467        | 212,450        | 0              |
| \$225,001 - \$400,000  | 15.58%      | 295,225           | 0             | 291,380        | 314,450        | 0              |
| \$400,001 and up   | 10.39%      | 585,662           | 0             | 525,000        | 568,383        | 749,999        |
| <b>Average List Price</b>                                    |             | <b>190,814</b>    | <b>85,800</b> | <b>161,870</b> | <b>387,333</b> | <b>749,999</b> |
| <b>Total Closed Units</b>                                    | <b>100%</b> | <b>190,814</b>    | <b>14</b>     | <b>50</b>      | <b>12</b>      | <b>1</b>       |
| <b>Total Closed Volume</b>                                   |             | <b>14,692,688</b> | <b>1.20M</b>  | <b>8.09M</b>   | <b>4.65M</b>   | <b>750.00K</b> |



# November 2020



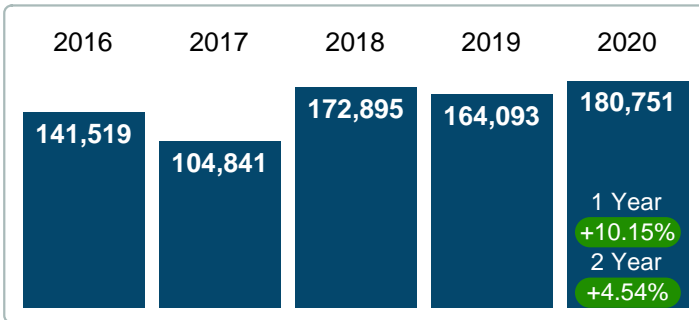
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



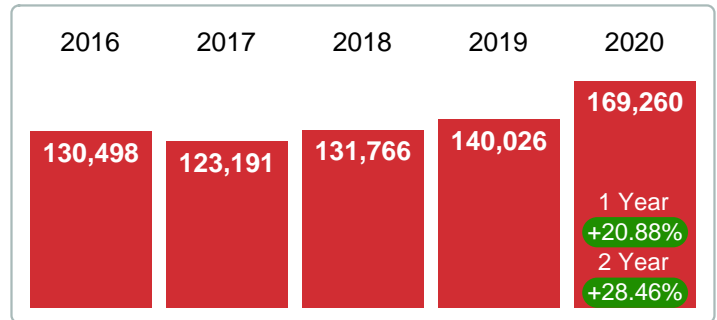
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 01, 2023 for MLS Technology Inc.

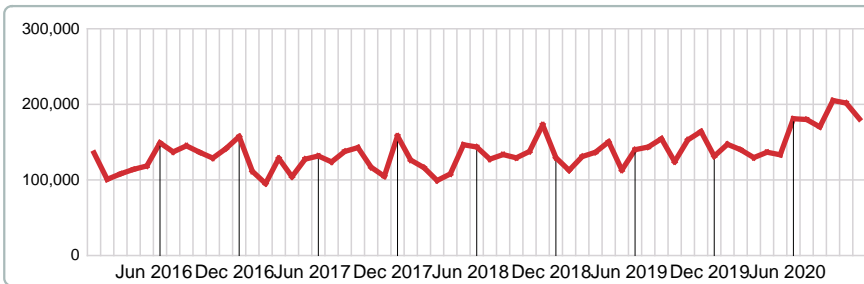
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

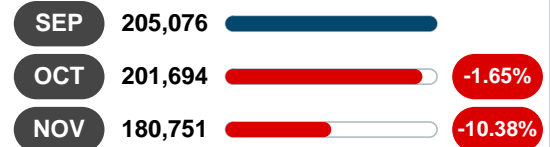


### 3 MONTHS

5 year NOV AVG = 152,820

High Sep 2020 205,076 Low Feb 2017 95,229

Average Sold Price at Closing this month at **180,751** above the 5 yr NOV average of **152,820**



### 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  | 1  | 1.30%  | 25,000     | 25,000   | 0       | 0       | 0       |
| \$25,001 - \$50,000  | 10 | 12.99% | 38,885     | 34,500   | 41,809  | 0       | 0       |
| \$50,001 - \$75,000  | 10 | 12.99% | 68,930     | 68,950   | 68,917  | 0       | 0       |
| \$75,001 - \$175,000   | 25 | 32.47% | 116,398    | 132,880  | 114,544 | 91,871  | 0       |
| \$175,001 - \$225,000  | 11 | 14.29% | 195,036    | 0        | 193,378 | 202,500 | 0       |
| \$225,001 - \$400,000  | 12 | 15.58% | 281,583    | 0        | 277,900 | 300,000 | 0       |
| \$400,001 and up   | 8  | 10.39% | 547,540    | 0        | 510,000 | 537,554 | 645,000 |
| Average Sold Price   |    |        | 180,751    | 78,800   | 155,111 | 367,839 | 645,000 |
| Total Closed Units   |    | 100%   | 180,751    | 14       | 50      | 12      | 1       |
| Total Closed Volume  |    |        | 13,917,815 | 1.10M    | 7.76M   | 4.41M   | 645.00K |

# November 2020



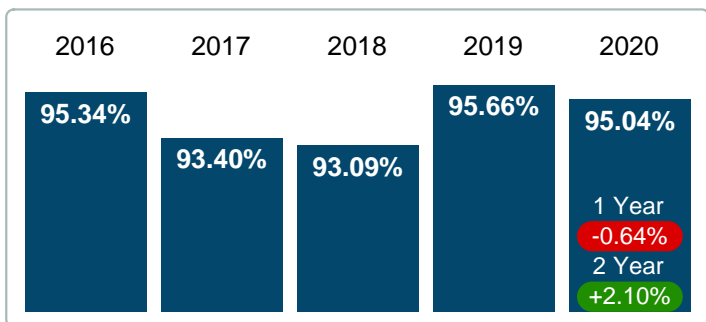
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



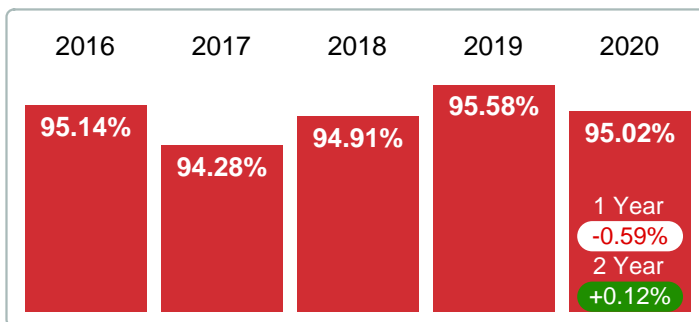
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 01, 2023 for MLS Technology Inc.

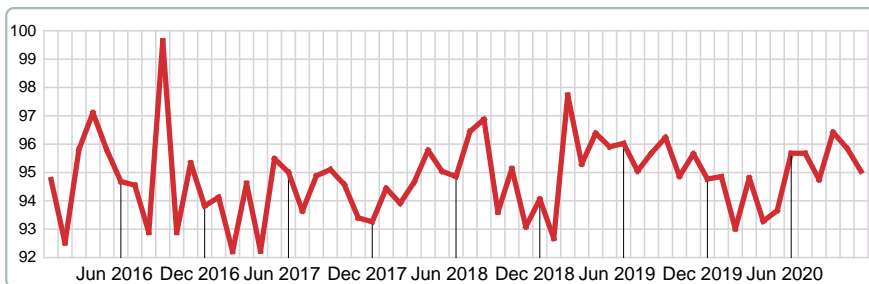
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

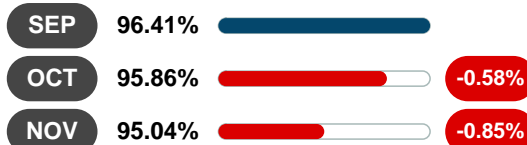


### 3 MONTHS

5 year NOV AVG = 94.51%

High Sep 2016 99.65% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **95.04%** equal to 5 yr NOV average of **94.51%**



### 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                              | 1  | 1.30%      | 86.21%  | 86.21%   | 0.00%   | 0.00%  | 0.00%   |
| \$25,001 - \$50,000                            | 10 | 12.99%     | 96.61%  | 83.98%   | 105.03% | 0.00%  | 0.00%   |
| \$50,001 - \$75,000                            | 10 | 12.99%     | 89.28%  | 93.88%   | 86.21%  | 0.00%  | 0.00%   |
| \$75,001 - \$175,000                           | 25 | 32.47%     | 96.09%  | 93.48%   | 96.39%  | 99.89% | 0.00%   |
| \$175,001 - \$225,000                          | 11 | 14.29%     | 97.88%  | 0.00%    | 98.51%  | 95.02% | 0.00%   |
| \$225,001 - \$400,000                          | 12 | 15.58%     | 95.51%  | 0.00%    | 95.31%  | 96.48% | 0.00%   |
| \$400,001 and up                               | 8  | 10.39%     | 93.55%  | 0.00%    | 97.14%  | 94.21% | 86.00%  |
| Average Sold/List Ratio                        |    | 95.00%     |         | 90.36%   | 96.39%  | 95.67% | 86.00%  |
| Total Closed Units                             |    | 77         | 100%    | 14       | 50      | 12     | 1       |
| Total Closed Volume                            |    | 13,917,815 |         | 1.10M    | 7.76M   | 4.41M  | 645.00K |

# November 2020



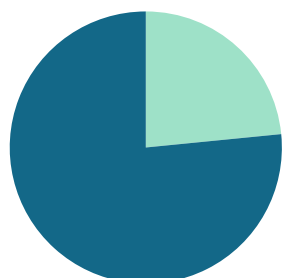
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

### INVENTORY

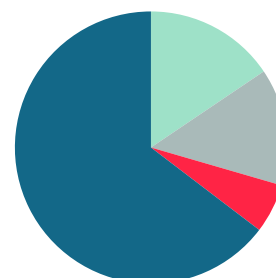


**Inventory**  
 New Listings  
**97 = 23.43%**  
 Start Inventory  
**317**  
 Total Inventory Units  
**414**  
 Volume  
**\$105,217,891**

### Market Activity

Closed Sales  
**77 = 15.56%**  
 Pending Sales  
**69 = 13.94%**  
 Other Off Market  
**29 = 5.86%**  
 Active Inventory  
**320 = 64.65%**

### MARKET ACTIVITY



| Compared Metrics                               | November |         |         | Year to Date |         |         |
|--|----------|---------|---------|--------------|---------|---------|
|  | 2019     | 2020    | +/-%    | 2019         | 2020    | +/-%    |
| Closed Sales                                   | 57       | 77      | 35.09%  | 786          | 932     | 18.58%  |
| Pending Sales                                  | 61       | 69      | 13.11%  | 821          | 1,019   | 24.12%  |
| New Listings                                   | 104      | 97      | -6.73%  | 1,720        | 1,487   | -13.55% |
| Average List Price                             | 172,927  | 190,814 | 10.34%  | 146,637      | 176,693 | 20.50%  |
| Average Sale Price                             | 164,093  | 180,751 | 10.15%  | 140,026      | 169,260 | 20.88%  |
| Average Percent of Selling Price to List Price | 95.66%   | 95.04%  | -0.64%  | 95.58%       | 95.02%  | -0.59%  |
| Average Days on Market to Sale                 | 49.00    | 52.82   | 7.79%   | 58.64        | 55.58   | -5.23%  |
| Monthly Inventory                              | 505      | 320     | -36.63% | 505          | 320     | -36.63% |
| Months Supply of Inventory                     | 7.06     | 3.84    | -45.58% | 7.06         | 3.84    | -45.58% |

**Absorption:** Last 12 months, an Average of **83** Sales/Month

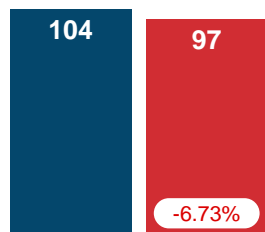
**Inventory** on November 30, 2020 = **320**

**2019** **2020**

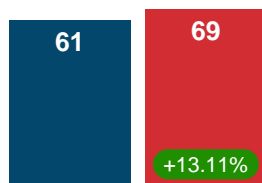
### NOVEMBER MARKET

### AVERAGE PRICES

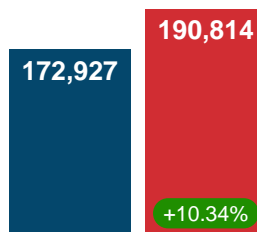
#### New Listings



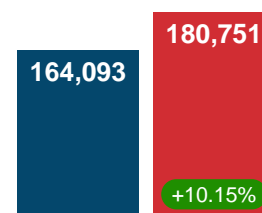
#### Pending Listings



#### List Price



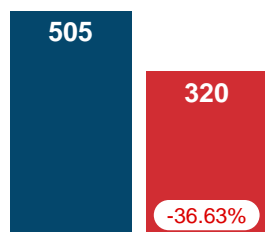
#### Sale Price



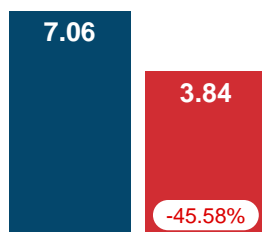
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

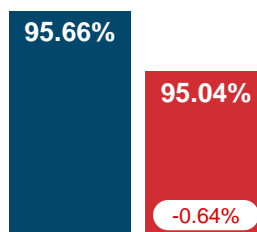
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

