

November 2021



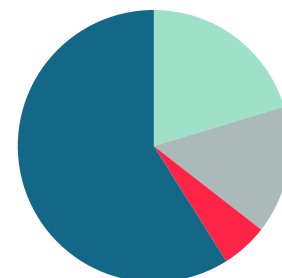
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2020	2021	+/-%
Closed Listings	77	99	28.57%
Pending Listings	69	74	7.25%
New Listings	97	84	-13.40%
Average List Price	190,814	219,978	15.28%
Average Sale Price	180,751	212,720	17.69%
Average Percent of Selling Price to List Price	95.04%	94.88%	-0.17%
Average Days on Market to Sale	52.82	39.97	-24.33%
End of Month Inventory	320	287	-10.31%
Months Supply of Inventory	3.84	3.19	-16.96%



■ Closed (20.33%)
■ Pending (15.20%)
■ Other OffMarket (5.54%)
■ Active (58.93%)

Absorption: Last 12 months, an Average of **90** Sales/Month
Active Inventory as of November 30, 2021 = **287**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **10.31%** to 287 existing homes available for sale. Over the last 12 months this area has had an average of 90 closed sales per month. This represents an unsold inventory index of **3.19** 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 **17.69%** in November 2021 to \$212,720 versus the previous year at \$180,751.

Average Days on Market Shortens

The average number of **39.97** days that homes spent on the market before selling decreased by 12.85 days or **24.33%** in November 2021 compared to last year's same month at **52.82** 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 84 New Listings in November 2021, down **13.40%** from last year at 97. Furthermore, there were 99 Closed Listings this month versus last year at 77, a **28.57%** increase.

Closed versus Listed trends yielded a **117.9%** ratio, up from previous year's, November 2020, at **79.4%**, a **48.47%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

November 2021



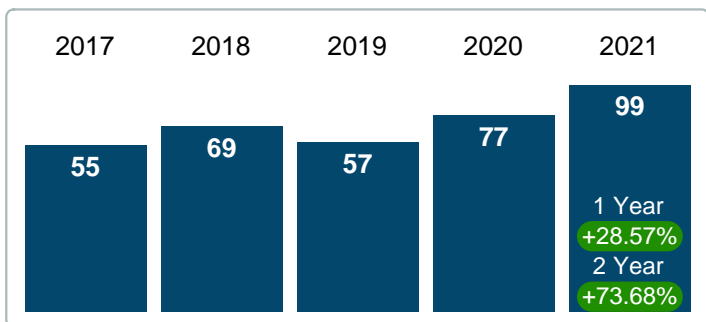
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



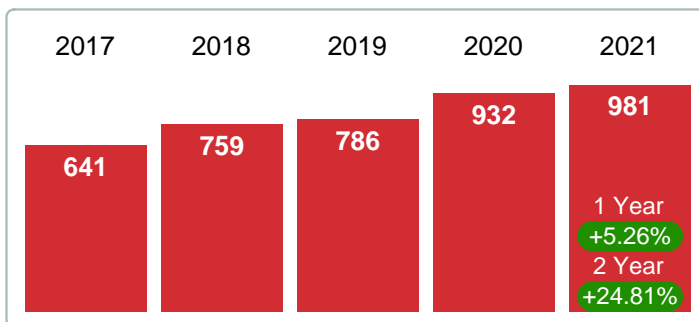
CLOSED LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

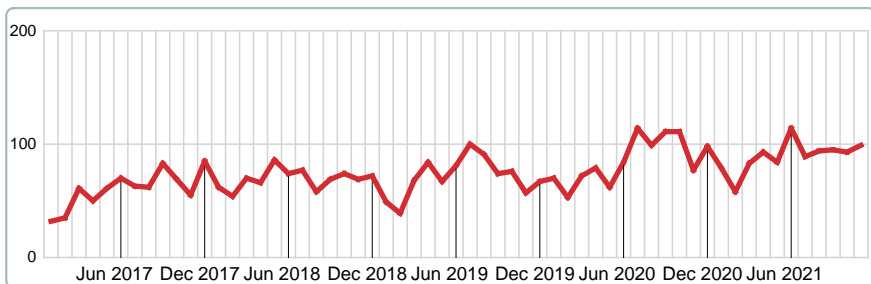
NOVEMBER



YEAR TO DATE (YTD)

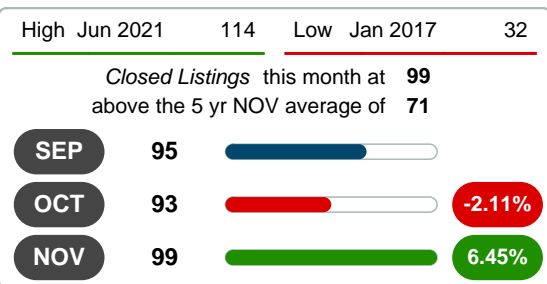


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 71



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	10.10%	16.2	6	4	0	0
\$50,001 - \$75,000	12	12.12%	42.3	7	4	1	0
\$75,001 - \$100,000	13	13.13%	41.8	1	12	0	0
\$100,001 - \$175,000	21	21.21%	32.3	4	14	3	0
\$175,001 - \$275,000	20	20.20%	61.8	0	9	11	0
\$275,001 - \$500,000	13	13.13%	23.3	2	6	5	0
\$500,001 and up	10	10.10%	52.7	0	5	4	1
Total Closed Units	99			20	54	24	1
Total Closed Volume	21,059,301	100%	40.0	2.10M	10.47M	7.73M	760.00K
Average Closed Price	\$212,720			\$105,078	\$193,799	\$322,192	\$760,000



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

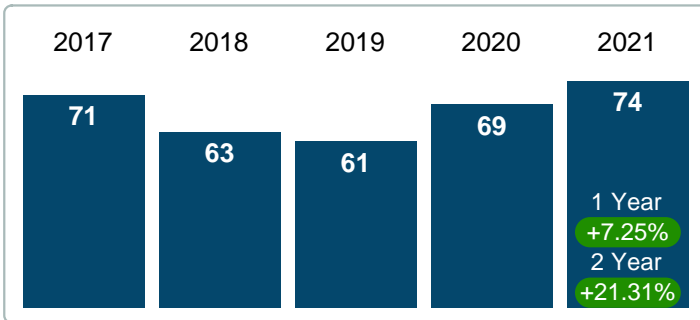


November 2021

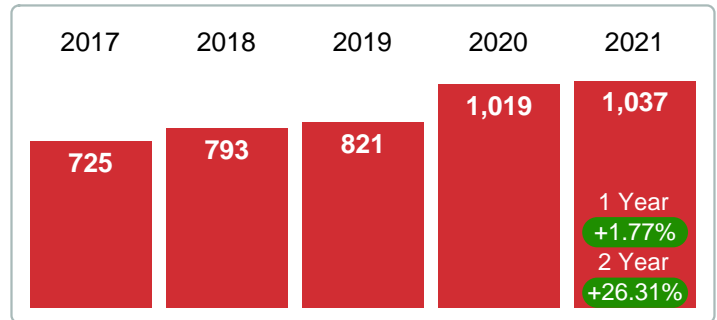
PENDING LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

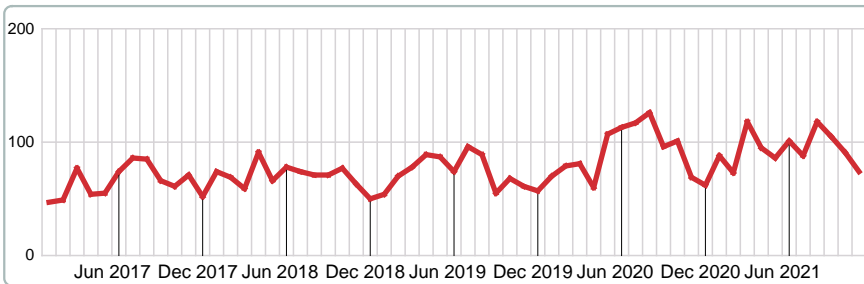
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

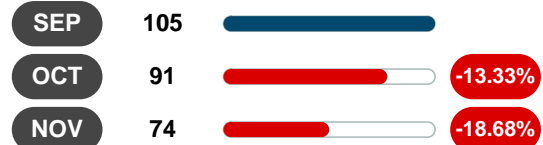


3 MONTHS

5 year NOV AVG = 68

High Aug 2020 126 Low Jan 2017 47

Pending Listings this month at **74**
above the 5 yr NOV average of **68**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.76%	41.0	5	0	0	0
\$50,001 - \$75,000	5	6.76%	36.0	2	3	0	0
\$75,001 - \$125,000	14	18.92%	57.2	2	11	1	0
\$125,001 - \$200,000	19	25.68%	36.7	1	14	4	0
\$200,001 - \$325,000	15	20.27%	73.5	3	6	6	0
\$325,001 - \$375,000	5	6.76%	63.4	0	2	2	1
\$375,001 and up	11	14.86%	54.0	1	6	4	0
Total Pending Units	74			14	42	17	1
Total Pending Volume	16,674,299	100%	52.6	1.87M	9.15M	5.31M	349.00K
Average Listing Price	\$225,328			\$133,650	\$217,786	\$312,188	\$349,000



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

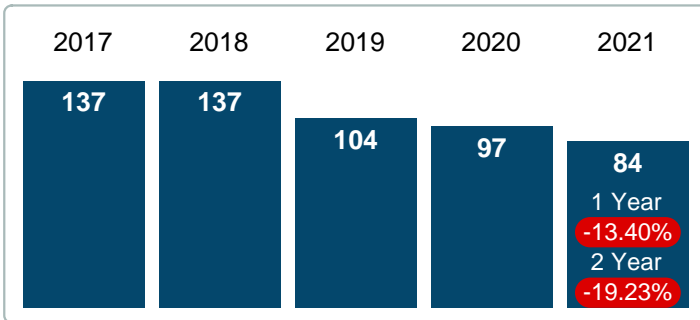


November 2021

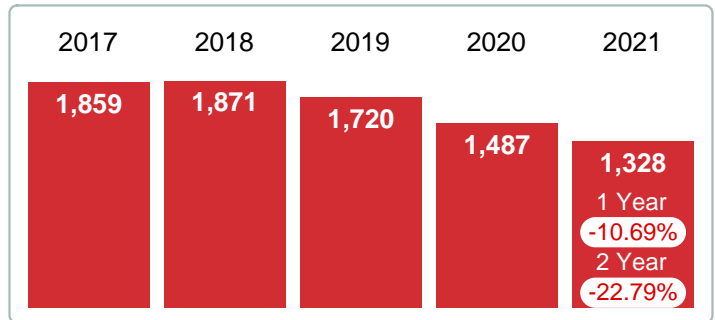
NEW LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

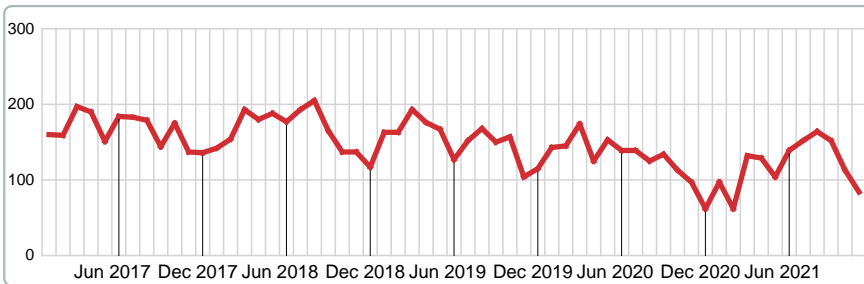
NOVEMBER



YEAR TO DATE (YTD)

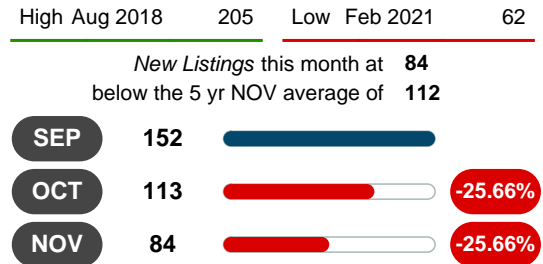


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 112



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.33%	4	3	0	0
\$50,001 - \$75,000	8	9.52%	4	4	0	0
\$75,001 - \$125,000	16	19.05%	3	9	4	0
\$125,001 - \$200,000	21	25.00%	0	18	3	0
\$200,001 - \$275,000	9	10.71%	1	5	2	1
\$275,001 - \$375,000	13	15.48%	2	6	2	3
\$375,001 and up	10	11.90%	2	4	4	0
Total New Listed Units	84		16	49	15	4
Total New Listed Volume	17,777,196	100%	2.48M	9.21M	4.84M	1.25M
Average New Listed Listing Price	\$167,984		\$154,794	\$187,896	\$322,587	\$313,700

November 2021



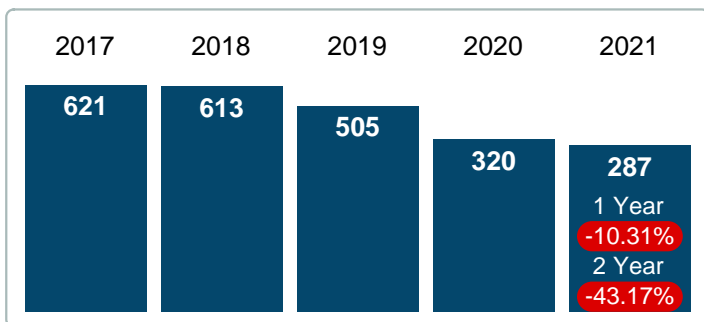
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



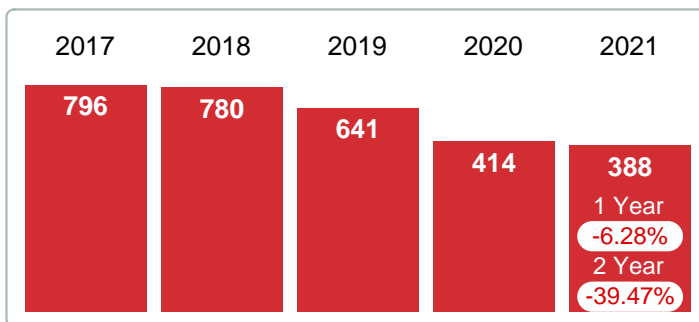
ACTIVE INVENTORY

Report produced on Aug 10, 2023 for MLS Technology Inc.

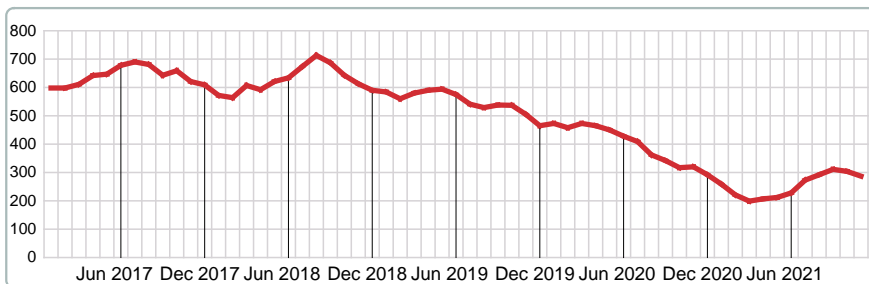
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 469

High Aug 2018 713 Low Mar 2021 199

Inventory this month at **287**
below the 5 yr NOV average of **469**



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	25	8.71%	82.8	11	12	1	1
\$50,001 - \$75,000	23	8.01%	96.3	14	8	1	0
\$75,001 - \$125,000	43	14.98%	78.7	14	24	5	0
\$125,001 - \$250,000	91	31.71%	80.9	7	59	21	4
\$250,001 - \$325,000	36	12.54%	78.2	6	12	15	3
\$325,001 - \$500,000	40	13.94%	92.8	5	20	11	4
\$500,001 and up	29	10.10%	100.1	5	11	8	5
Total Active Inventory by Units	287			62	146	62	17
Total Active Inventory by Volume	80,421,821	100%	85.2	13.99M	37.77M	21.26M	7.40M
Average Active Inventory Listing Price	\$280,215			\$225,666	\$258,698	\$342,884	\$435,403

November 2021



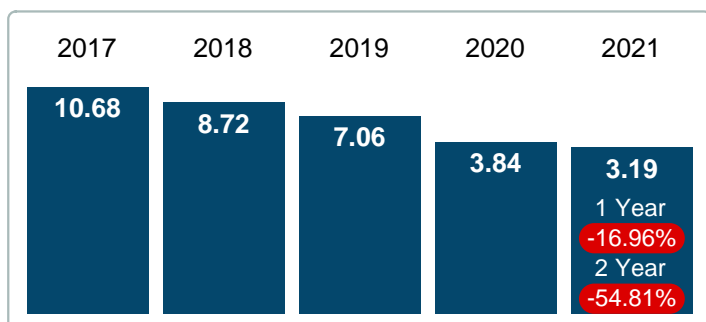
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



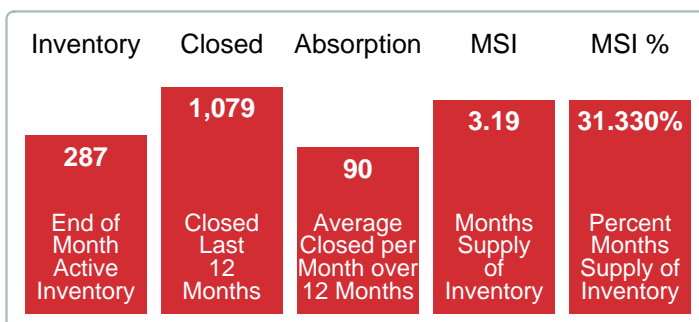
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 10, 2023 for MLS Technology Inc.

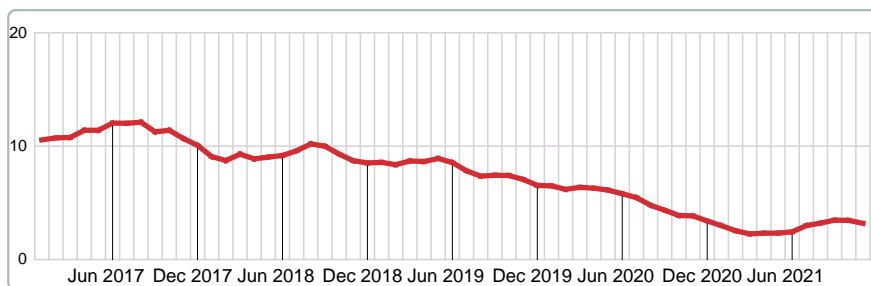
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

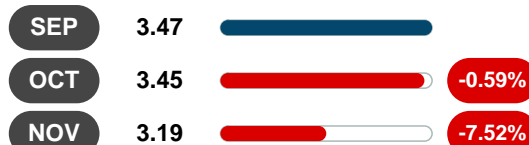


3 MONTHS

5 year NOV AVG = 6.70

High Aug 2017 12.11 | Low Mar 2021 2.26

Months Supply this month at **3.19**
below the 5 yr NOV average of **6.70**



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	25	8.71%	2.65	2.28	3.13	1.71	6.00
\$50,001 - \$75,000	23	8.01%	2.79	4.20	1.96	1.33	0.00
\$75,001 - \$125,000	43	14.98%	2.17	4.80	1.62	2.50	0.00
\$125,001 - \$250,000	91	31.71%	3.02	3.23	2.80	3.50	4.36
\$250,001 - \$325,000	36	12.54%	5.54	14.40	3.27	6.92	12.00
\$325,001 - \$500,000	40	13.94%	4.75	6.67	4.21	6.00	3.69
\$500,001 and up	29	10.10%	3.95	12.00	4.13	3.10	3.00
Market Supply of Inventory (MSI)			3.19	4.18	2.66	3.90	4.00
Total Active Inventory by Units		100%	3.19	62	146	62	17



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

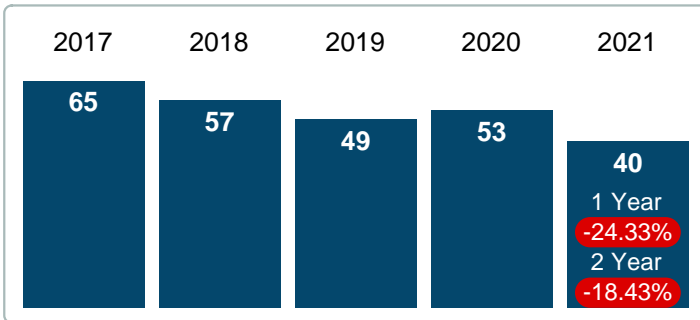


November 2021

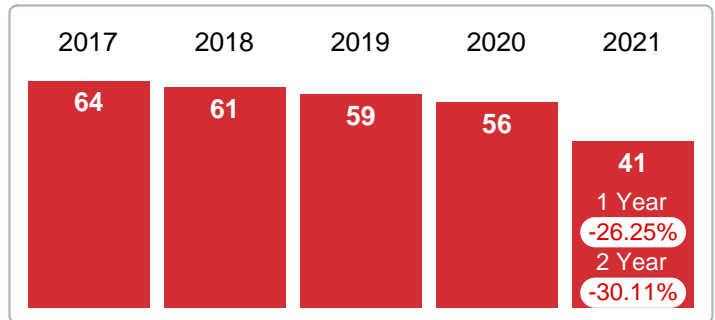
AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 10, 2023 for MLS Technology Inc.

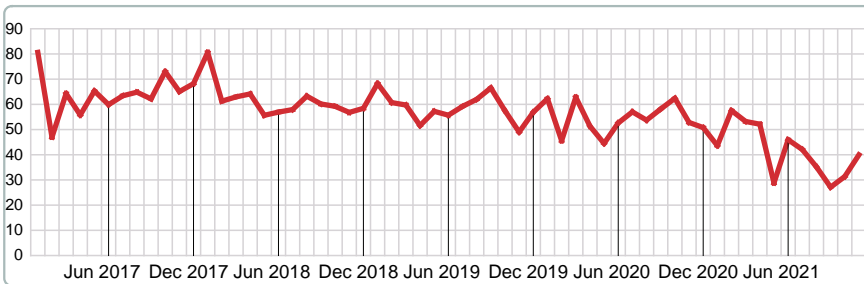
NOVEMBER



YEAR TO DATE (YTD)

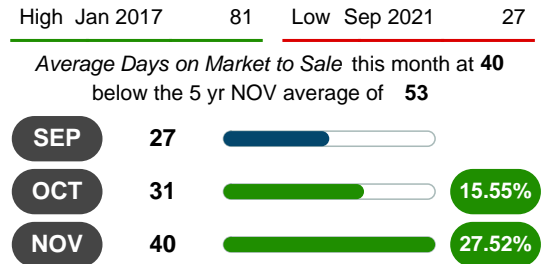


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 53



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
\$50,000 and less	10.10%	16	4	34	0	0
\$50,001 - \$75,000	12.12%	42	46	22	98	0
\$75,001 - \$100,000	13.13%	42	15	44	0	0
\$100,001 - \$175,000	21.21%	32	23	39	15	0
\$175,001 - \$275,000	20.20%	62	0	39	80	0
\$275,001 - \$500,000	13.13%	23	15	26	24	0
\$500,001 and up	10.10%	53	0	47	56	71
Average Closed DOM		40	24	38	57	71
Total Closed Units	100%	40	20	54	24	1
Total Closed Volume		21,059,301	2.10M	10.47M	7.73M	760.00K

November 2021



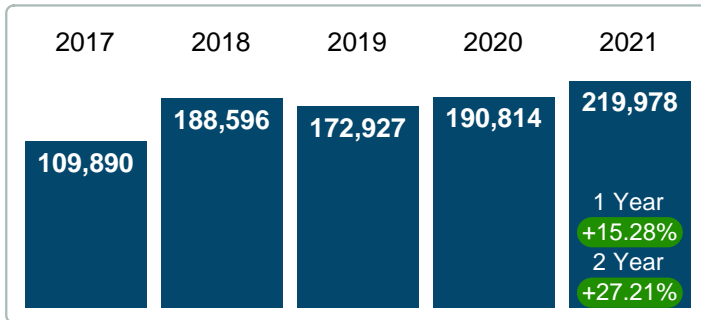
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



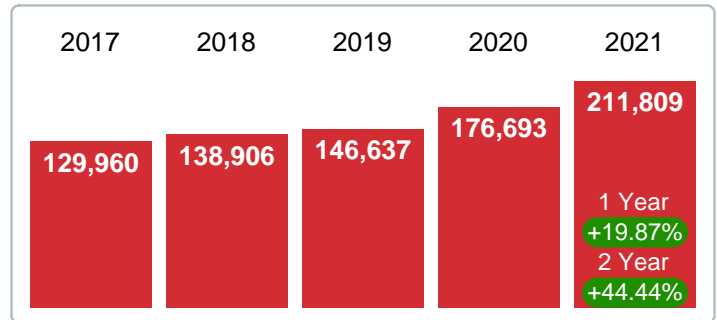
AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

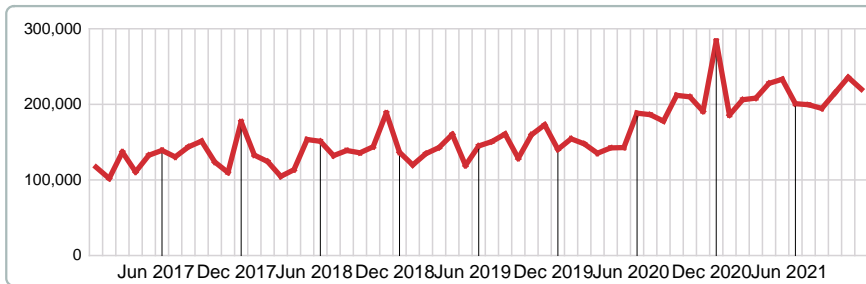
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

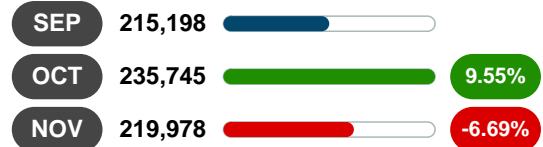


3 MONTHS

5 year NOV AVG = 176,441

High Dec 2020 283,730 Low Feb 2017 102,000

Average List Price at Closing this month at **219,978**
above the 5 yr NOV average of **176,441**



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
\$50,000 and less	9.09%	40,589	45,150	42,325	0	0
\$50,001 - \$75,000	11.11%	64,445	69,100	65,450	65,000	0
\$75,001 - \$100,000	10.10%	88,120	79,900	99,758	0	0
\$100,001 - \$175,000	24.24%	133,171	133,550	138,829	169,967	0
\$175,001 - \$275,000	21.21%	223,619	0	229,589	232,800	0
\$275,001 - \$500,000	15.15%	364,307	437,000	355,467	340,760	0
\$500,001 and up	9.09%	718,411	0	619,240	758,375	795,000
Average List Price		219,978	112,135	201,243	328,042	795,000
Total Closed Units	100%	219,978	20	54	24	1
Total Closed Volume		21,777,800	2.24M	10.87M	7.87M	795.00K

November 2021



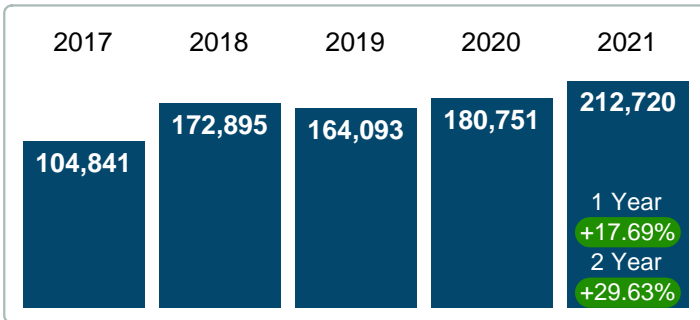
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



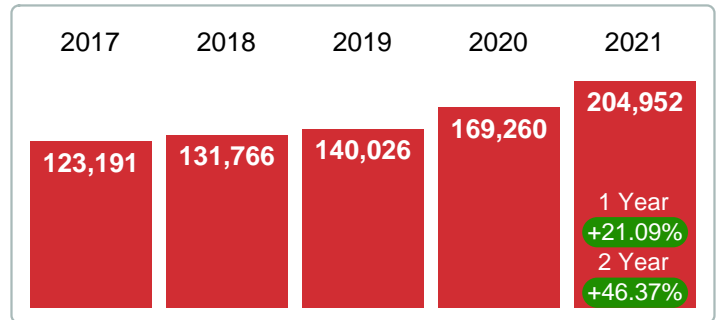
AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

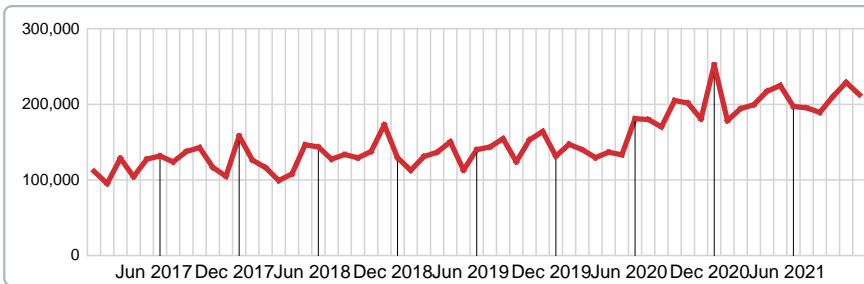
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

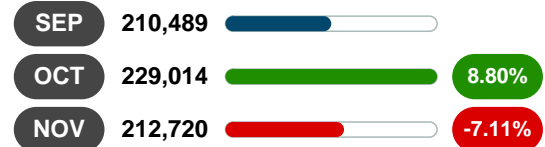


3 MONTHS

5 year NOV AVG = 167,060

High Dec 2020 252,084 Low Feb 2017 95,229

Average Sold Price at Closing this month at **212,720**
above the 5 yr NOV average of **167,060**



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
\$50,000 and less	10.10%	36,790	41,650	29,500	0	0
\$50,001 - \$75,000	12.12%	60,738	59,622	60,375	70,000	0
\$75,001 - \$100,000	13.13%	89,831	78,900	90,742	0	0
\$100,001 - \$175,000	21.21%	138,926	132,850	134,725	166,633	0
\$175,001 - \$275,000	20.20%	220,990	0	221,544	220,536	0
\$275,001 - \$500,000	13.13%	355,669	412,000	348,317	341,960	0
\$500,001 and up	10.10%	683,380	0	609,360	756,750	760,000
Average Sold Price		212,720	105,078	193,799	322,192	760,000
Total Closed Units	100%	212,720	20	54	24	1
Total Closed Volume		21,059,301	2.10M	10.47M	7.73M	760.00K

November 2021



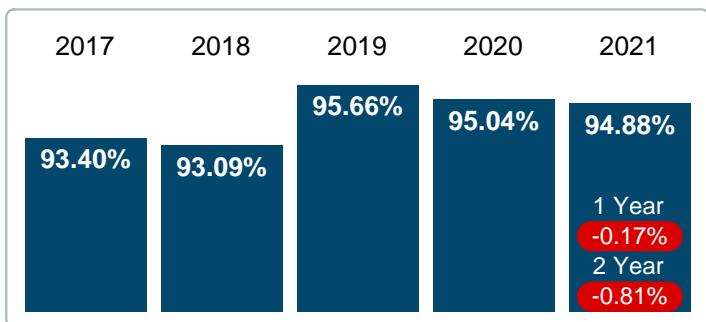
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



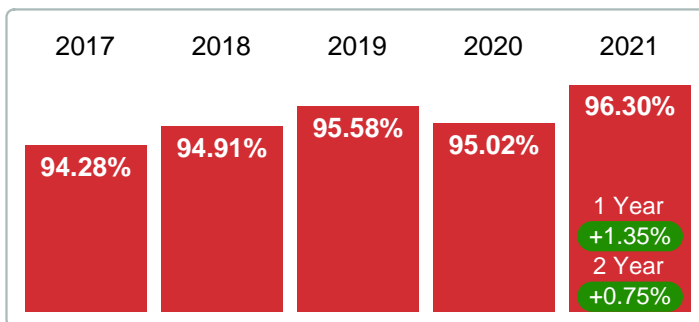
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

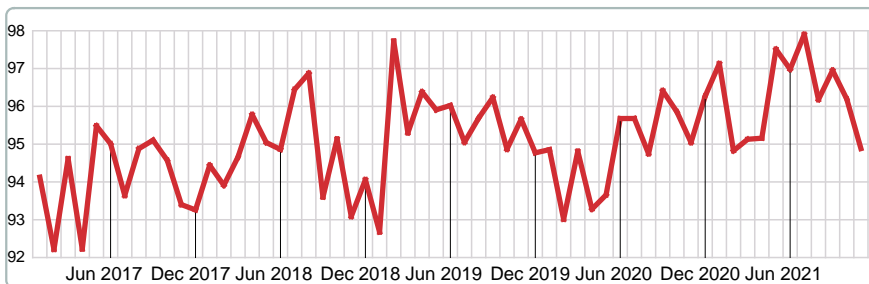
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

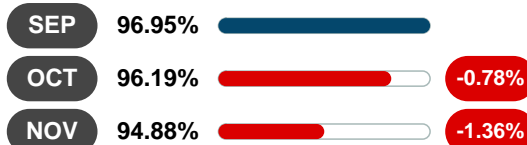


3 MONTHS

5 year NOV AVG = 94.41%

High Jul 2021 97.90% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **94.88%** above the 5 yr NOV average of **94.41%**



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
\$50,000 and less	10	10.10%	84.32%	94.57%	68.94%	0.00%	0.00%
\$50,001 - \$75,000	12	12.12%	91.68%	88.73%	92.82%	107.69%	0.00%
\$75,001 - \$100,000	13	13.13%	92.71%	98.75%	92.21%	0.00%	0.00%
\$100,001 - \$175,000	21	21.21%	97.94%	100.28%	97.24%	98.10%	0.00%
\$175,001 - \$275,000	20	20.20%	95.82%	0.00%	96.77%	95.04%	0.00%
\$275,001 - \$500,000	13	13.13%	98.62%	94.74%	98.26%	100.60%	0.00%
\$500,001 and up	10	10.10%	98.97%	0.00%	98.35%	100.59%	95.60%
Average Sold/List Ratio		94.90%		93.89%	93.83%	98.03%	95.60%
Total Closed Units		99	100%	20	54	24	1
Total Closed Volume		21,059,301		2.10M	10.47M	7.73M	760.00K

November 2021



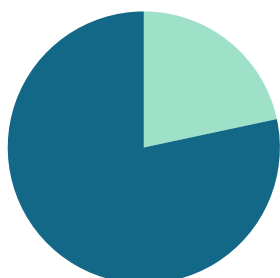
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

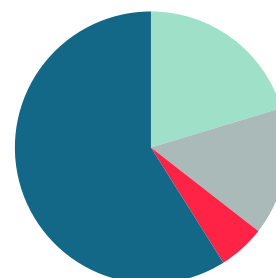


Inventory
 New Listings **84 = 21.65%**
 Start Inventory **304**
 Total Inventory Units **388**
 Volume **\$110,742,015**

Market Activity

Closed Sales **99 = 20.33%**
 Pending Sales **74 = 15.20%**
 Other Off Market **27 = 5.54%**
 Active Inventory **287 = 58.93%**

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	77	99	28.57%	932	981	5.26%
Pending Sales	69	74	7.25%	1,019	1,037	1.77%
New Listings	97	84	-13.40%	1,487	1,328	-10.69%
Average List Price	190,814	219,978	15.28%	176,693	211,809	19.87%
Average Sale Price	180,751	212,720	17.69%	169,260	204,952	21.09%
Average Percent of Selling Price to List Price	95.04%	94.88%	-0.17%	95.02%	96.30%	1.35%
Average Days on Market to Sale	52.82	39.97	-24.33%	55.58	40.99	-26.25%
Monthly Inventory	320	287	-10.31%	320	287	-10.31%
Months Supply of Inventory	3.84	3.19	-16.96%	3.84	3.19	-16.96%

Absorption: Last 12 months, an Average of **90** Sales/Month

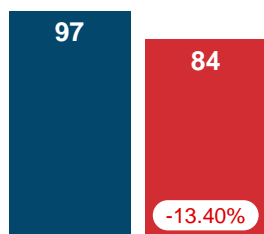
Inventory on November 30, 2021 = **287**

2020 **2021**

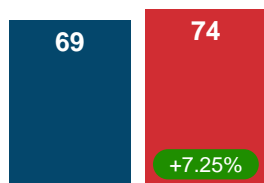
NOVEMBER MARKET

AVERAGE PRICES

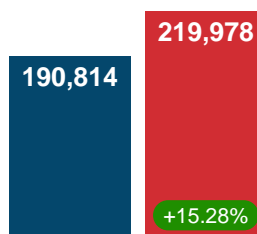
New Listings



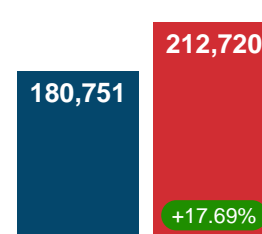
Pending Listings



List Price



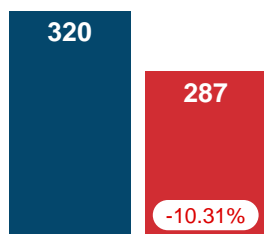
Sale Price



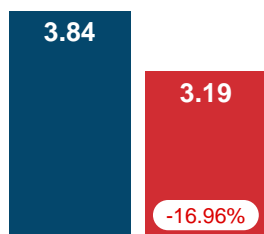
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

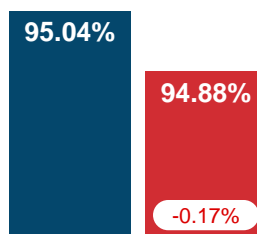
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

