

November 2019



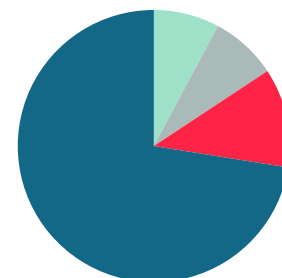
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 15, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	79	72	-8.86%
Pending Listings	75	73	-2.67%
New Listings	167	133	-20.36%
Median List Price	114,900	119,900	4.35%
Median Sale Price	107,000	115,000	7.48%
Median Percent of Selling Price to List Price	94.74%	96.84%	2.22%
Median Days on Market to Sale	46.00	37.50	-18.48%
End of Month Inventory	814	669	-17.81%
Months Supply of Inventory	9.35	7.28	-22.06%



■ Closed (7.80%)
■ Pending (7.91%)
■ Other OffMarket (11.81%)
■ Active (72.48%)

Absorption: Last 12 months, an Average of **92** Sales/Month
Active Inventory as of November 30, 2019 = **669**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **17.81%** to 669 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **7.28** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **7.48%** in November 2019 to \$115,000 versus the previous year at \$107,000.

Median Days on Market Shortens

The median number of **37.50** days that homes spent on the market before selling decreased by 8.50 days or **18.48%** in November 2019 compared to last year's same month at **46.00** DOM.

Sales Success for November 2019 is Positive

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

There were 133 New Listings in November 2019, down **20.36%** from last year at 167. Furthermore, there were 72 Closed Listings this month versus last year at 79, a **-8.86%** decrease.

Closed versus Listed trends yielded a **54.1%** ratio, up from previous year's, November 2018, at **47.3%**, a **14.44%** 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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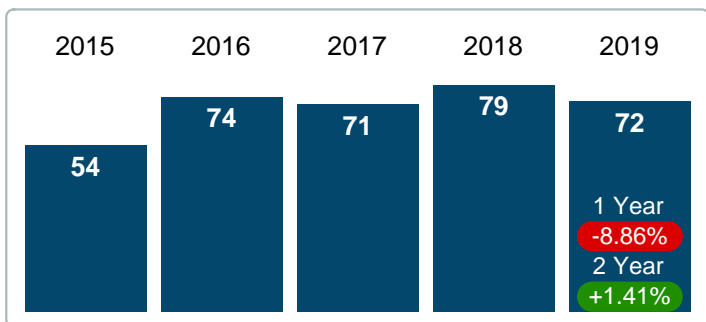
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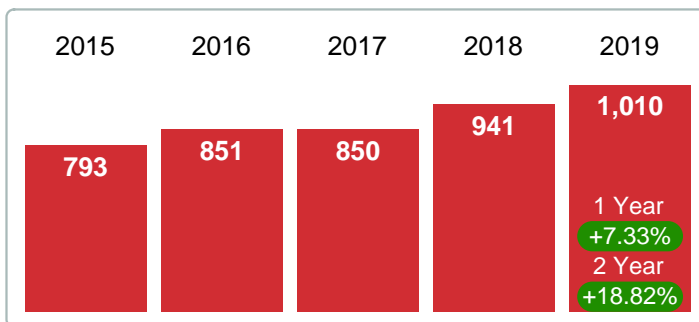
CLOSED LISTINGS

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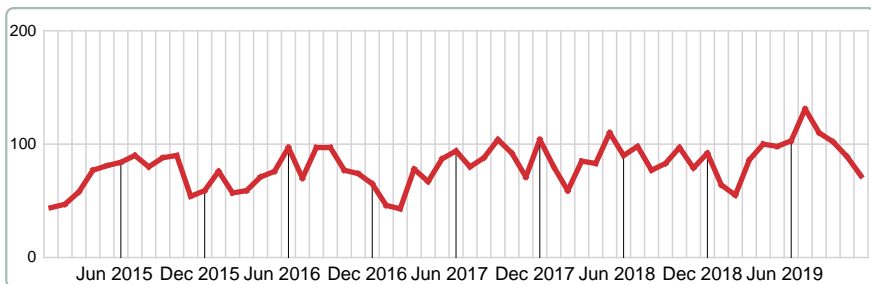
NOVEMBER



YEAR TO DATE (YTD)

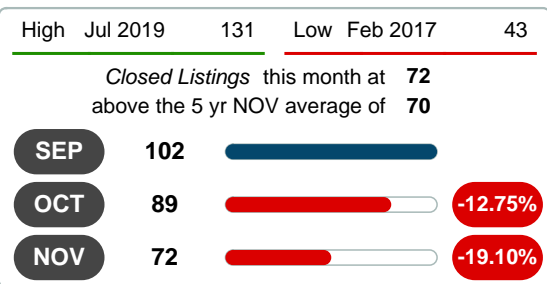


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 70



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	6.94%	14.0	4	1	0	0
\$30,001 - \$70,000	10	13.89%	40.5	2	7	1	0
\$70,001 - \$100,000	11	15.28%	27.0	4	6	0	1
\$100,001 - \$140,000	18	25.00%	37.5	1	14	3	0
\$140,001 - \$220,000	12	16.67%	68.0	1	8	2	1
\$220,001 - \$340,000	9	12.50%	30.0	0	5	4	0
\$340,001 and up	7	9.72%	83.0	0	1	4	2
Total Closed Units	72			12	42	14	4
Total Closed Volume	11,081,703	100%	37.5	831.65K	5.42M	3.62M	1.21M
Median Closed Price	\$115,000			\$64,125	\$112,444	\$237,000	\$291,378

November 2019



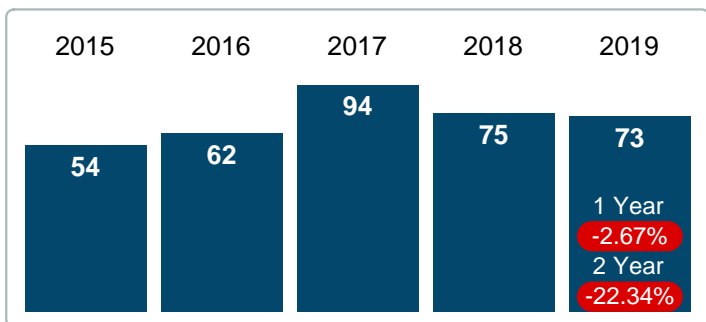
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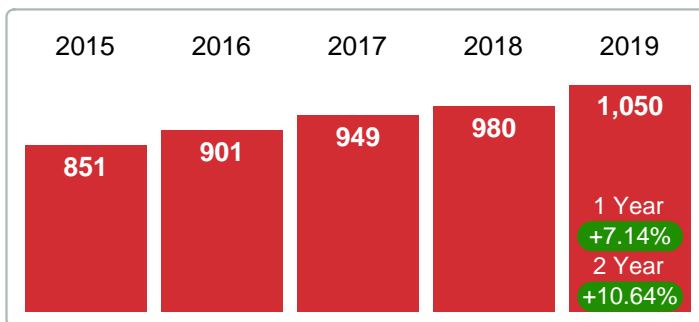
PENDING LISTINGS

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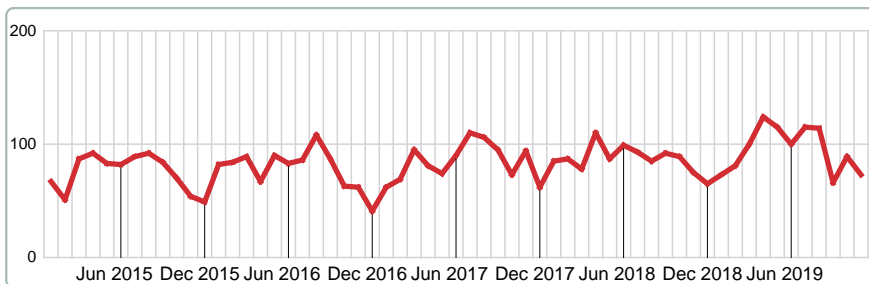
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

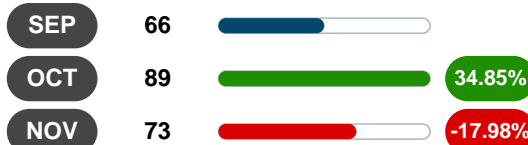


3 MONTHS

5 year NOV AVG = 72

High Apr 2019 124 Low Dec 2016 41

Pending Listings this month at 73
above the 5 yr NOV average of 72



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	10.96%	10.5	2	5	1	0
\$40,001 - \$50,000	3	4.11%	25.0	0	3	0	0
\$50,001 - \$80,000	12	16.44%	37.0	4	7	1	0
\$80,001 - \$130,000	22	30.14%	39.0	1	16	4	1
\$130,001 - \$180,000	12	16.44%	91.5	0	11	1	0
\$180,001 - \$290,000	7	9.59%	77.0	1	2	2	2
\$290,001 and up	9	12.33%	34.0	2	4	3	0
Total Pending Units	73			10	48	12	3
Total Pending Volume	10,377,270	100%	44.0	1.26M	6.07M	2.45M	594.90K
Median Listing Price	\$117,500			\$67,400	\$116,250	\$149,950	\$215,000

November 2019



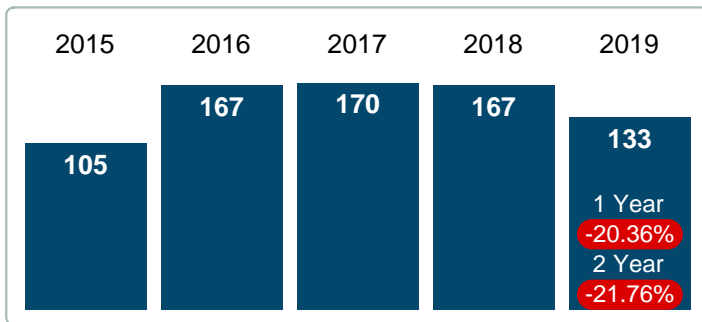
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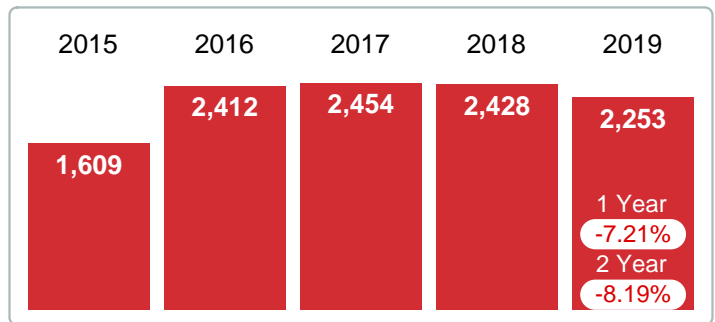
NEW LISTINGS

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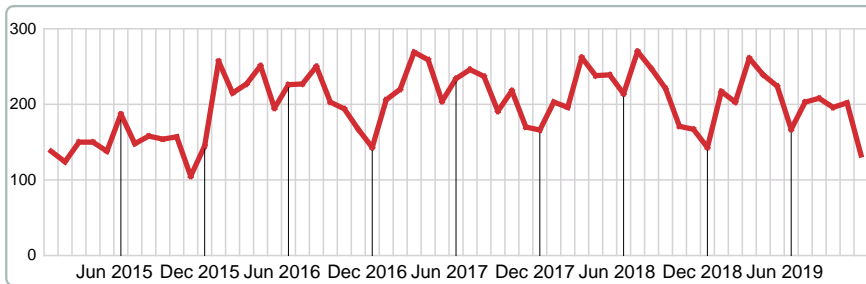
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YEAR TO DATE (YTD)

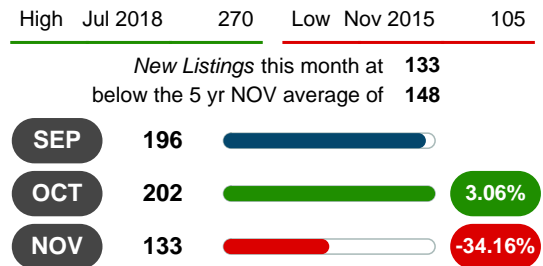


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 148



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	13	9.77%	3	10	0	0
\$40,001 - \$70,000	14	10.53%	5	8	1	0
\$70,001 - \$100,000	22	16.54%	4	15	3	0
\$100,001 - \$160,000	35	26.32%	5	25	5	0
\$160,001 - \$250,000	20	15.04%	4	9	6	1
\$250,001 - \$440,000	15	11.28%	0	11	4	0
\$440,001 and up	14	10.53%	0	7	4	3
Total New Listed Units	133		21	85	23	4
Total New Listed Volume	27,711,643	100%	2.14M	17.08M	6.07M	2.41M
Median New Listed Listing Price	\$128,500		\$94,000	\$125,000	\$189,000	\$699,000

November 2019



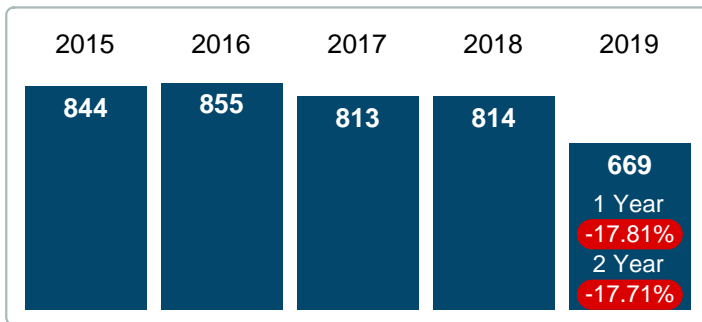
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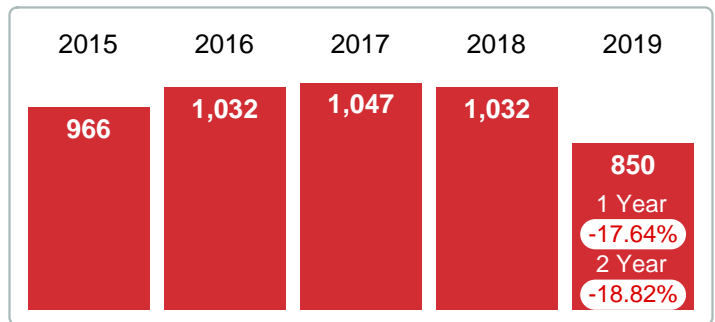
ACTIVE INVENTORY

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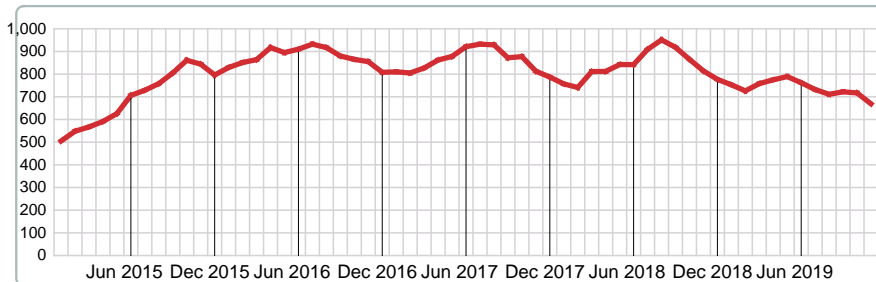
END OF NOVEMBER



ACTIVE DURING NOVEMBER

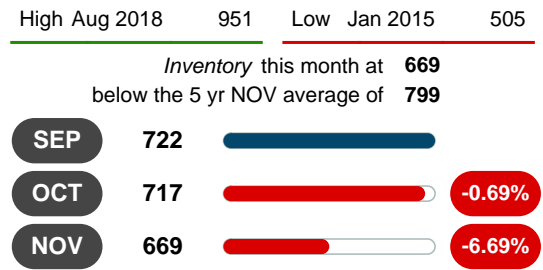


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 799



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	61	9.12%	52.0	28	29	4	0
\$50,001 - \$70,000	63	9.42%	75.0	25	34	4	0
\$70,001 - \$110,000	112	16.74%	74.0	27	71	14	0
\$110,001 - \$190,000	181	27.06%	74.0	25	115	37	4
\$190,001 - \$280,000	95	14.20%	88.0	15	53	21	6
\$280,001 - \$470,000	86	12.86%	75.0	11	45	25	5
\$470,001 and up	71	10.61%	80.0	2	27	29	13
Total Active Inventory by Units		669		133	374	134	28
Total Active Inventory by Volume		153,903,087	100%	16.91M	75.80M	40.81M	20.38M
Median Active Inventory Listing Price		\$149,900		\$89,900	\$142,450	\$224,500	\$421,250

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MONTHS SUPPLY of INVENTORY (MSI)

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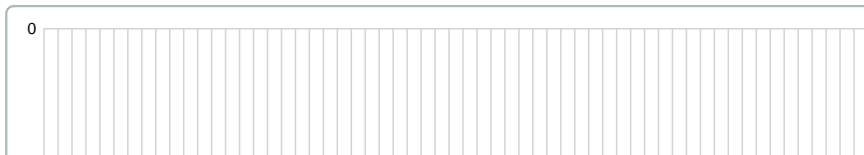
MSI FOR NOVEMBER

2015	2016	2017	2018	2019

INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
669	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	61	9.12%	3.37	3.78	3.11	3.00	0.00
\$50,001 - \$70,000	63	9.42%	6.94	9.38	5.67	12.00	0.00
\$70,001 - \$110,000	112	16.74%	5.87	6.23	5.76	6.46	0.00
\$110,001 - \$190,000	181	27.06%	7.29	11.54	6.39	8.88	8.00
\$190,001 - \$280,000	95	14.20%	7.55	13.85	6.84	6.00	24.00
\$280,001 - \$470,000	86	12.86%	12.59	33.00	13.17	10.34	7.50
\$470,001 and up	71	10.61%	53.25	0.00	54.00	49.71	52.00
Market Supply of Inventory (MSI)			7.28	7.39	6.52	9.24	14.00
		100%	7.28				
Total Active Inventory by Units			669	133	374	134	28

November 2019



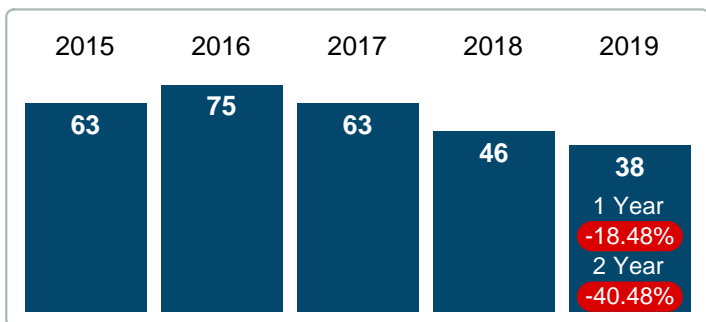
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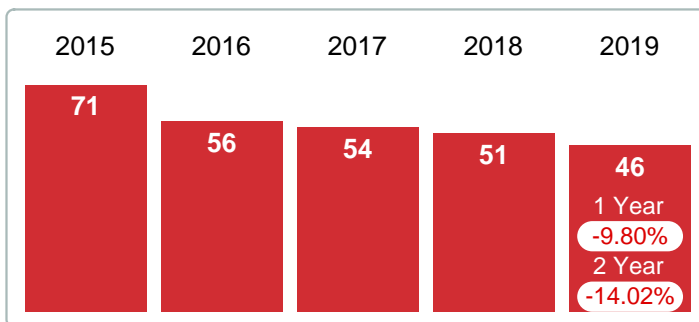
MEDIAN DAYS ON MARKET TO SALE

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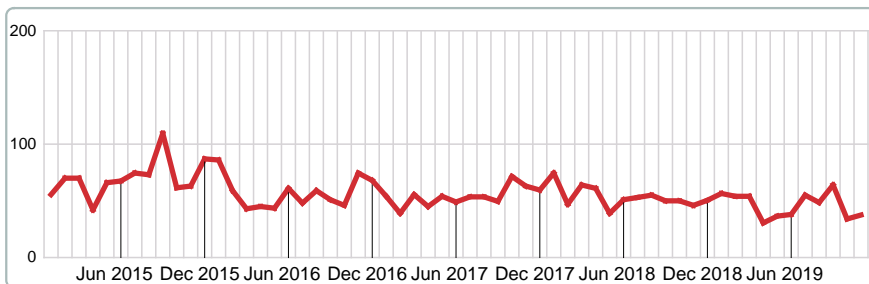
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 57

High Sep 2015 110 Low Apr 2019 31

Median Days on Market to Sale this month at 38 below the 5 yr NOV average of 57



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6.94%	14	21	14	0	0
\$30,001 - \$70,000	13.89%	41	29	47	33	0
\$70,001 - \$100,000	15.28%	27	21	28	0	6
\$100,001 - \$140,000	25.00%	38	5	38	61	0
\$140,001 - \$220,000	16.67%	68	52	94	88	79
\$220,001 - \$340,000	12.50%	30	0	17	43	0
\$340,001 and up	9.72%	83	0	1	71	118
Median Closed DOM		38	26	39	55	81
Total Closed Units	100%	72	12	42	14	4
Total Closed Volume		11,081,703	831.65K	5.42M	3.62M	1.21M

November 2019



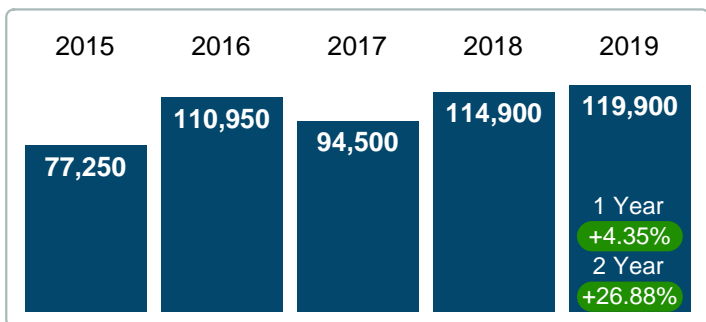
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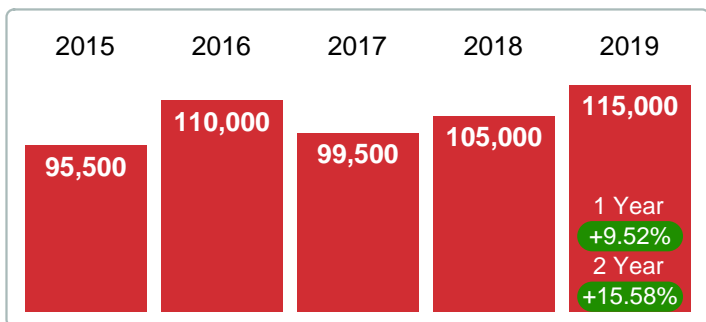
MEDIAN LIST PRICE AT CLOSING

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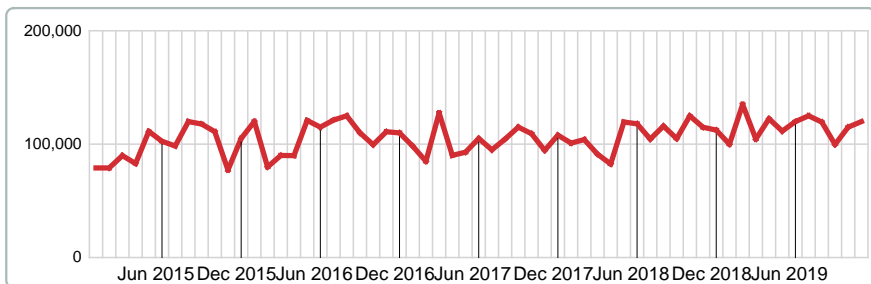
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

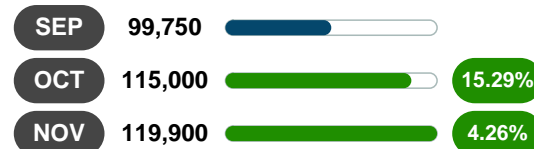


3 MONTHS

5 year NOV AVG = 103,500

High Feb 2019 135,000 Low Nov 2015 77,250

Median List Price at Closing this month at **119,900**
above the 5 yr NOV average of **103,500**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4.17%	11,400	10,700	14,900	0	0
\$30,001 - \$70,000	16.67%	54,200	42,450	63,900	59,900	0
\$70,001 - \$100,000	13.89%	87,400	84,900	84,950	99,000	0
\$100,001 - \$140,000	25.00%	118,750	115,000	118,000	126,950	107,000
\$140,001 - \$220,000	16.67%	157,500	199,900	155,000	169,900	149,000
\$220,001 - \$340,000	12.50%	249,900	0	255,950	249,900	0
\$340,001 and up	11.11%	449,000	0	389,000	449,000	524,450
Median List Price		119,900	66,750	118,750	238,950	299,000
Total Closed Units	100%	119,900	12	42	14	4
Total Closed Volume		11,623,250	882.10K	5.66M	3.78M	1.30M

November 2019



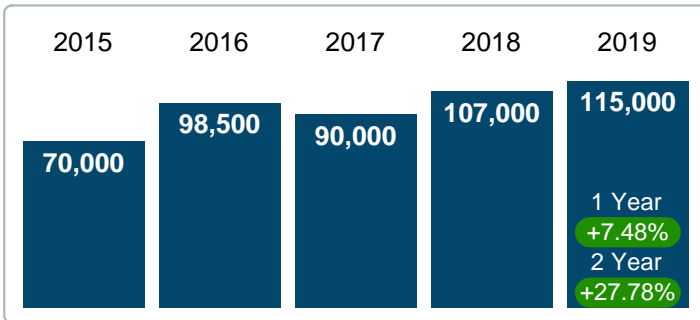
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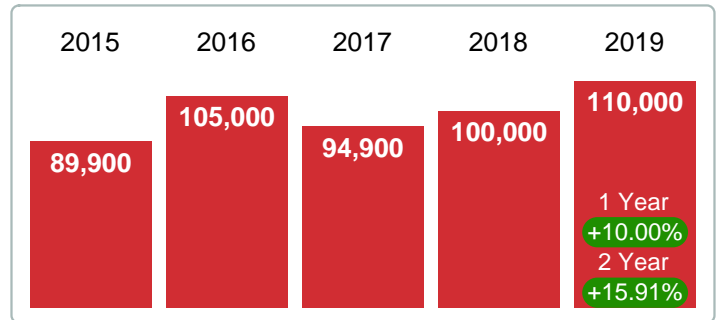
MEDIAN SOLD PRICE AT CLOSING

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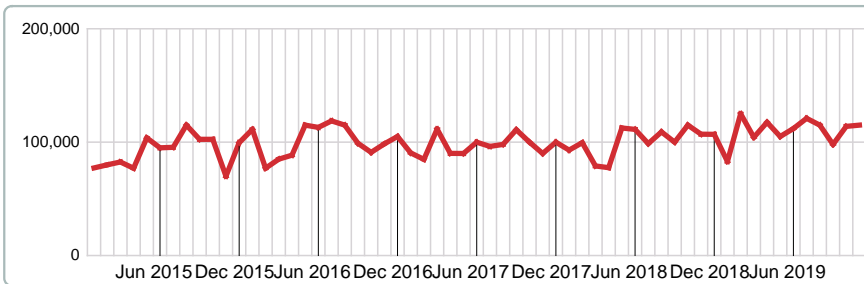
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

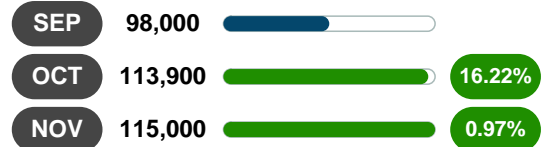


3 MONTHS

5 year NOV AVG = 96,100

High Feb 2019 125,000 Low Nov 2015 70,000

Median Sold Price at Closing this month at 115,000 above the 5 yr NOV average of 96,100



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	6.94%	17,500	20,500	17,500	0	0
\$30,001 - \$70,000	10	13.89%	52,500	45,750	64,900	52,000	0
\$70,001 - \$100,000	11	15.28%	82,000	83,250	81,000	0	100,000
\$100,001 - \$140,000	18	25.00%	113,944	125,000	112,444	115,000	0
\$140,001 - \$220,000	12	16.67%	157,500	199,900	152,500	178,000	145,756
\$220,001 - \$340,000	9	12.50%	250,000	0	250,000	288,750	0
\$340,001 and up	7	9.72%	437,000	0	399,000	425,000	483,500
Median Sold Price			115,000	64,125	112,444	237,000	291,378
Total Closed Units		100%	115,000	12	42	14	4
Total Closed Volume			11,081,703	831.65K	5.42M	3.62M	1.21M

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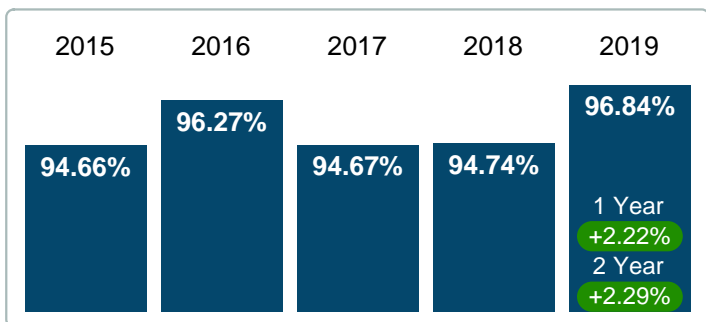
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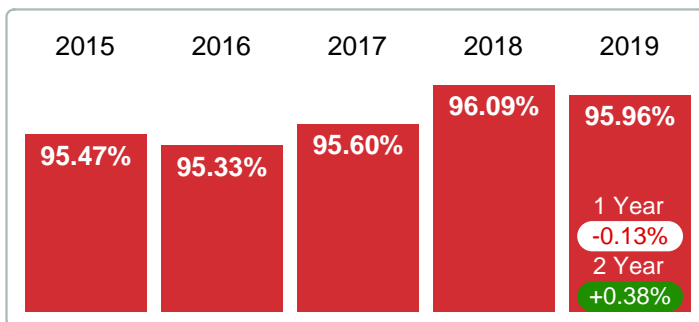
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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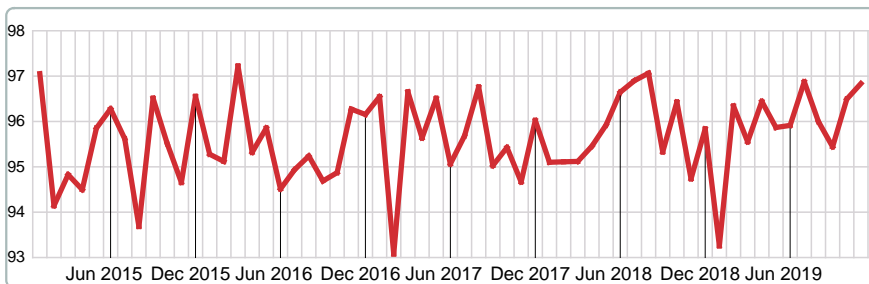
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

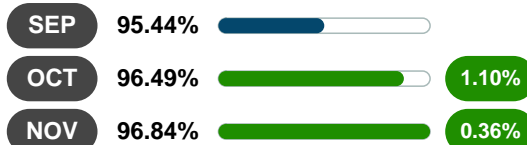


3 MONTHS

5 year NOV AVG = 95.43%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.84%**
above the 5 yr NOV average of **95.43%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	6.94%	87.72%	86.72%	117.45%	0.00%	0.00%
\$30,001 - \$70,000	10	13.89%	89.56%	83.88%	90.91%	86.81%	0.00%
\$70,001 - \$100,000	11	15.28%	97.37%	93.74%	100.00%	0.00%	93.46%
\$100,001 - \$140,000	18	25.00%	97.18%	100.00%	96.16%	100.00%	0.00%
\$140,001 - \$220,000	12	16.67%	98.06%	100.00%	97.04%	104.77%	97.82%
\$220,001 - \$340,000	9	12.50%	97.20%	0.00%	94.34%	98.84%	0.00%
\$340,001 and up	7	9.72%	93.05%	0.00%	102.57%	92.45%	92.84%
Median Sold/List Ratio		96.84%		90.35%	96.84%	97.75%	95.39%
Total Closed Units		72	100%	12	42	14	4
Total Closed Volume		11,081,703		831.65K	5.42M	3.62M	1.21M

November 2019



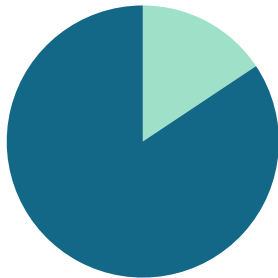
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Nov 15, 2023 for MLS Technology Inc.

INVENTORY

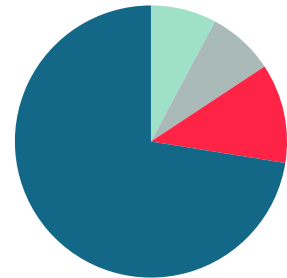


Inventory
 New Listings
133 = 15.65%
 Start Inventory
717
 Total Inventory Units
850
 Volume
\$185,075,675

Market Activity

Closed Sales
72 = 7.80%
 Pending Sales
73 = 7.91%
 Other Off Market
109 = 11.81%
 Active Inventory
669 = 72.48%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	79	72	-8.86%	941	1,010	7.33%
Pending Sales	75	73	-2.67%	980	1,050	7.14%
New Listings	167	133	-20.36%	2,428	2,253	-7.21%
Median List Price	114,900	119,900	4.35%	105,000	115,000	9.52%
Median Sale Price	107,000	115,000	7.48%	100,000	110,000	10.00%
Median Percent of Selling Price to List Price	94.74%	96.84%	2.22%	96.09%	95.96%	-0.13%
Median Days on Market to Sale	46.00	37.50	-18.48%	51.00	46.00	-9.80%
Monthly Inventory	814	669	-17.81%	814	669	-17.81%
Months Supply of Inventory	9.35	7.28	-22.06%	9.35	7.28	-22.06%

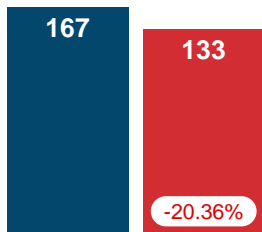
Absorption: Last 12 months, an Average of **92** Sales/Month

Inventory on November 30, 2019 = **669** 2018 2019

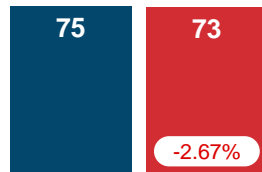
NOVEMBER MARKET

MEDIAN PRICES

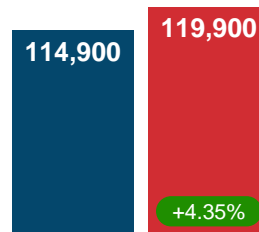
New Listings



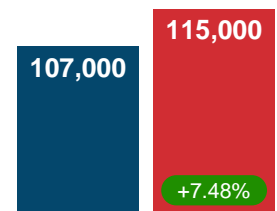
Pending Listings



List Price



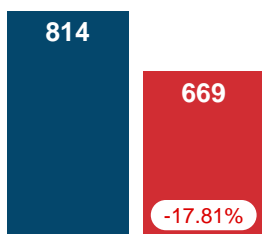
Sale Price



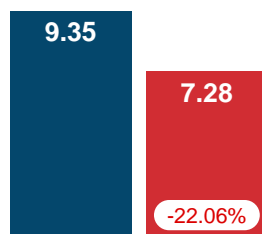
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

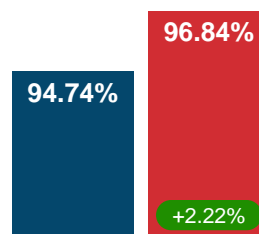
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

