

# November 2020



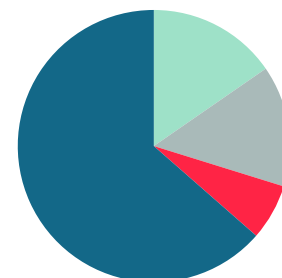
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 16, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	72	97	34.72%
Pending Listings	73	91	24.66%
New Listings	133	120	-9.77%
Average List Price	161,434	195,870	21.33%
Average Sale Price	153,913	185,266	20.37%
Average Percent of Selling Price to List Price	95.76%	94.89%	-0.91%
Average Days on Market to Sale	53.29	53.68	0.73%
End of Month Inventory	669	401	-40.06%
Months Supply of Inventory	7.28	3.80	-47.82%



■ Closed (15.37%)  
■ Pending (14.42%)  
■ Other OffMarket (6.66%)  
■ Active (63.55%)

**Absorption:** Last 12 months, an Average of **106** Sales/Month  
**Active Inventory** as of November 30, 2020 = **401**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2020 decreased **40.06%** to 401 existing homes available for sale. Over the last 12 months this area has had an average of 106 closed sales per month. This represents an unsold inventory index of **3.80** 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 **20.37%** in November 2020 to \$185,266 versus the previous year at \$153,913.

#### Average Days on Market Lengthens

The average number of **53.68** days that homes spent on the market before selling increased by 0.39 days or **0.73%** in November 2020 compared to last year's same month at **53.29** 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 120 New Listings in November 2020, down **9.77%** from last year at 133. Furthermore, there were 97 Closed Listings this month versus last year at 72, a **34.72%** increase.

Closed versus Listed trends yielded a **80.8%** ratio, up from previous year's, November 2019, at **54.1%**, a **49.32%** 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

# November 2020



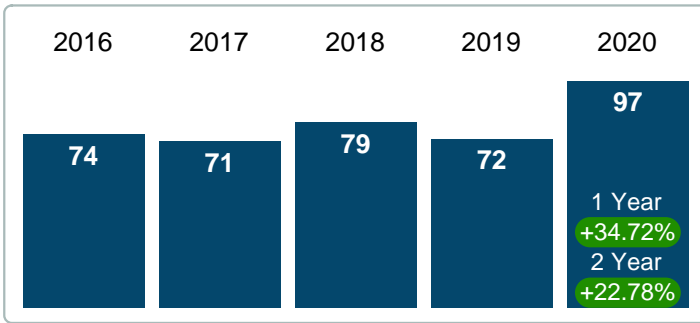
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



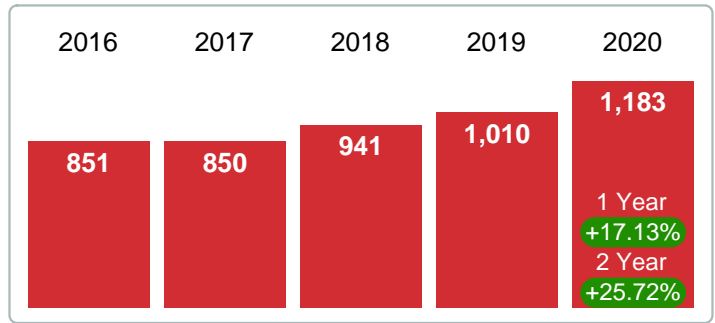
## CLOSED LISTINGS

Report produced on Nov 16, 2023 for MLS Technology Inc.

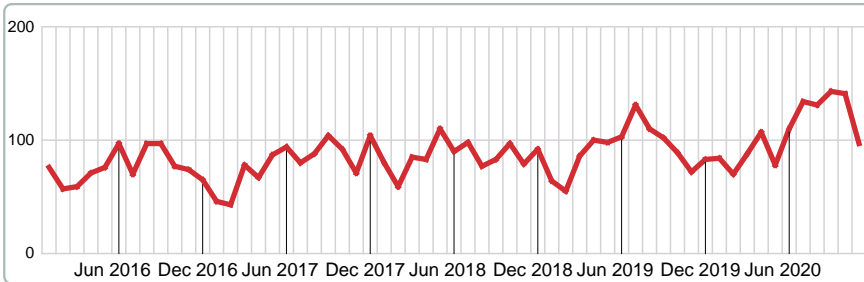
### NOVEMBER



### YEAR TO DATE (YTD)

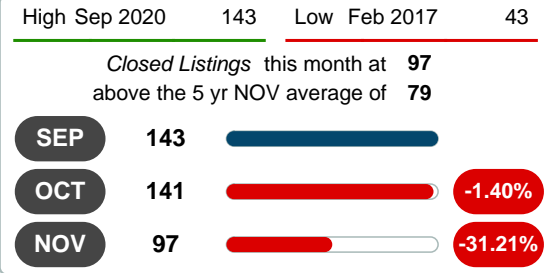


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 79



### 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	2	2.06%	49.0	1	1	0	0
\$25,001 - \$50,000	11	11.34%	55.4	4	7	0	0
\$50,001 - \$75,000	11	11.34%	94.3	5	6	0	0
\$75,001 - \$175,000	33	34.02%	41.7	9	21	3	0
\$175,001 - \$250,000	18	18.56%	39.8	2	13	3	0
\$250,001 - \$400,000	12	12.37%	56.3	0	7	4	1
\$400,001 and up	10	10.31%	69.4	0	2	7	1
<b>Total Closed Units</b>	<b>97</b>			<b>21</b>	<b>57</b>	<b>17</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>17,970,815</b>	<b>100%</b>	<b>53.7</b>	<b>2.12M</b>	<b>8.91M</b>	<b>5.94M</b>	<b>995.00K</b>
<b>Average Closed Price</b>	<b>\$185,266</b>			<b>\$101,033</b>	<b>\$156,387</b>	<b>\$349,415</b>	<b>\$497,500</b>

# November 2020



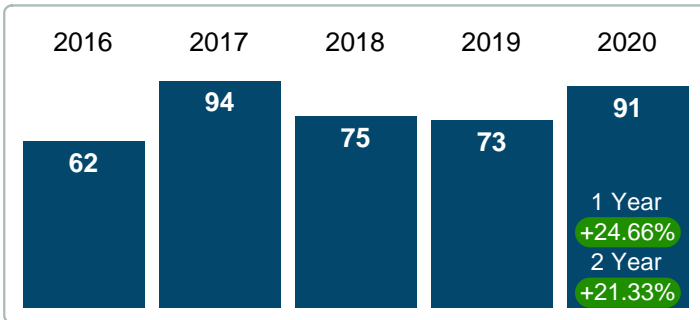
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



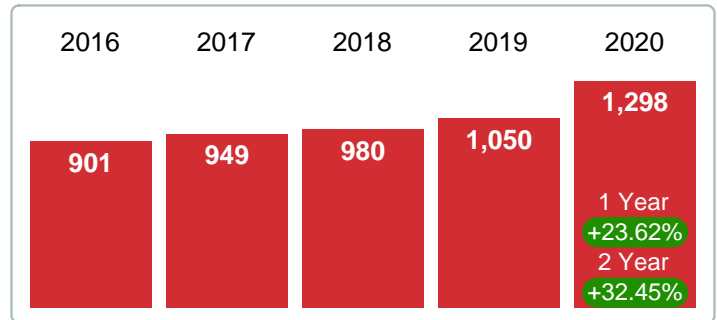
## PENDING LISTINGS

Report produced on Nov 16, 2023 for MLS Technology Inc.

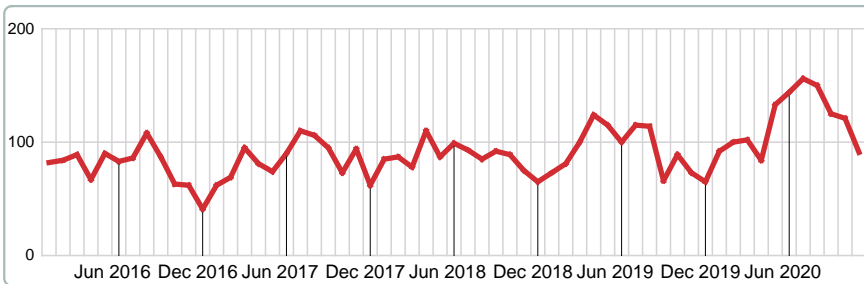
### NOVEMBER



### YEAR TO DATE (YTD)

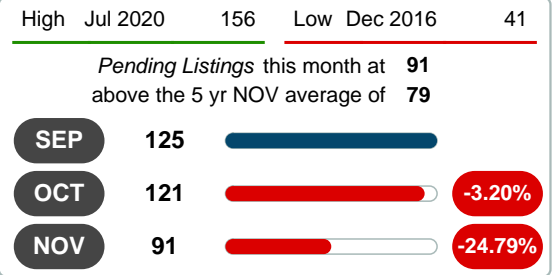


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 79



### 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	3	3.30%	68.0	2	1	0	0
\$25,001 - \$50,000	9	9.89%	18.4	5	4	0	0
\$50,001 - \$100,000	17	18.68%	55.1	5	12	0	0
\$100,001 - \$200,000	26	28.57%	66.5	3	19	3	1
\$200,001 - \$325,000	14	15.38%	55.3	1	7	6	0
\$325,001 - \$550,000	12	13.19%	69.4	0	5	6	1
\$550,001 and up	10	10.99%	43.4	0	1	3	6
<b>Total Pending Units</b>	<b>91</b>			<b>16</b>	<b>49</b>	<b>18</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>22,174,749</b>	<b>100%</b>	<b>53.4</b>	<b>1.33M</b>	<b>9.20M</b>	<b>6.16M</b>	<b>5.48M</b>
<b>Average Listing Price</b>	<b>\$244,952</b>			<b>\$83,013</b>	<b>\$187,830</b>	<b>\$342,300</b>	<b>\$685,188</b>

# November 2020



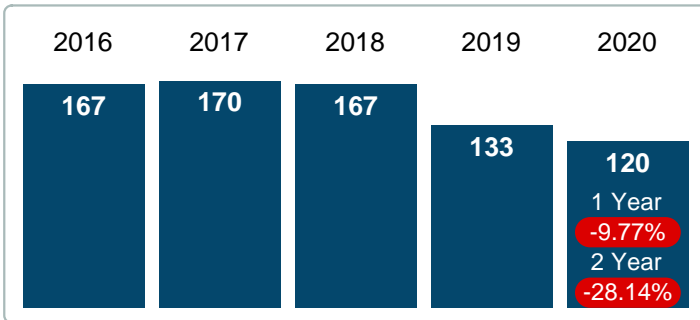
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



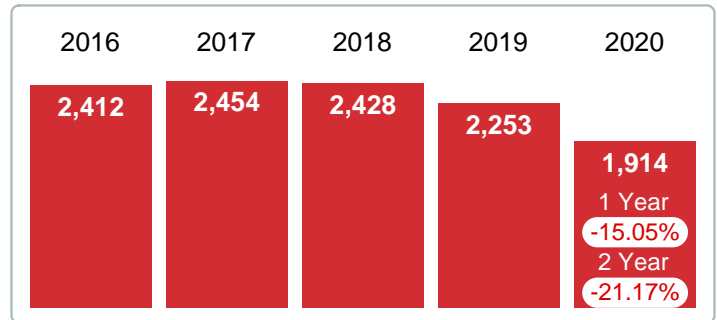
## NEW LISTINGS

Report produced on Nov 16, 2023 for MLS Technology Inc.

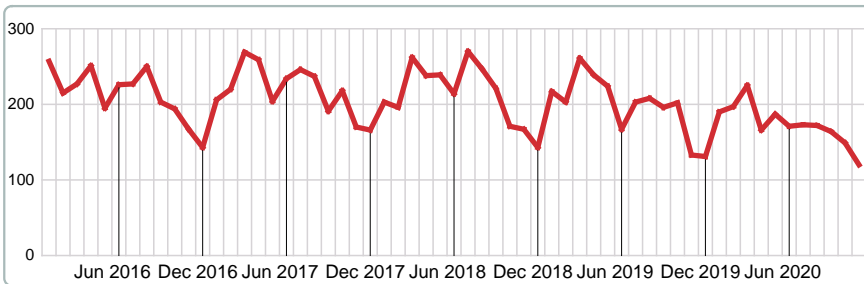
### NOVEMBER



### YEAR TO DATE (YTD)

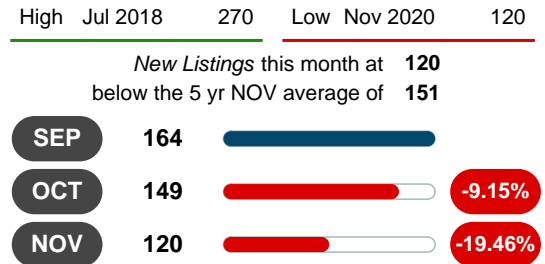


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 151



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds				3 Beds				4 Beds				5+ Beds			
\$25,000 and less	2	1.67%	2				0				0				0			
\$25,001 - \$75,000	25	20.83%	12				10				3				0			
\$75,001 - \$125,000	16	13.33%	2				12				1				1			
\$125,001 - \$200,000	31	25.83%	4				24				2				1			
\$200,001 - \$375,000	20	16.67%	0				9				10				1			
\$375,001 - \$625,000	14	11.67%	0				7				5				2			
\$625,001 and up	12	10.00%	0				3				4				5			
<b>Total New Listed Units</b>		120	20				65				25				10			
<b>Total New Listed Volume</b>		33,876,949	1.48M				14.37M				9.62M				8.41M			
<b>Average New Listed Listing Price</b>		\$246,822	\$73,820				\$221,102				\$384,706				\$841,130			

# November 2020



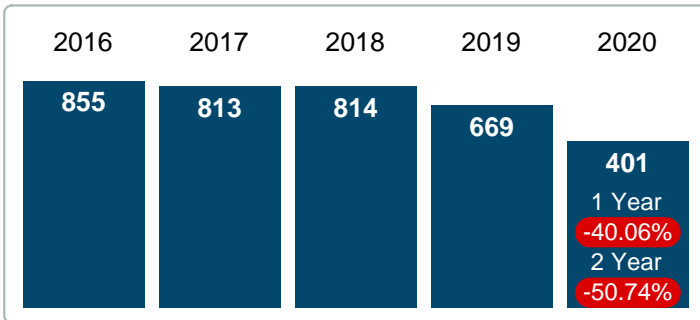
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



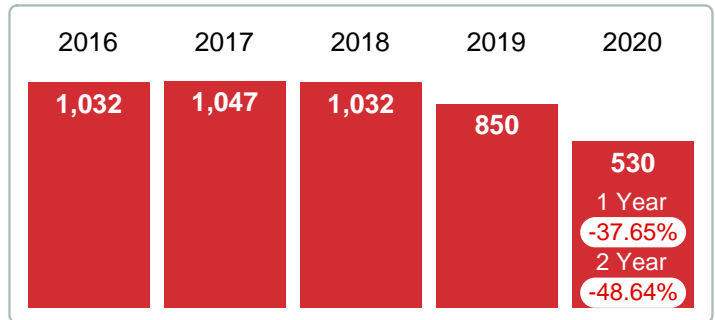
## ACTIVE INVENTORY

Report produced on Nov 16, 2023 for MLS Technology Inc.

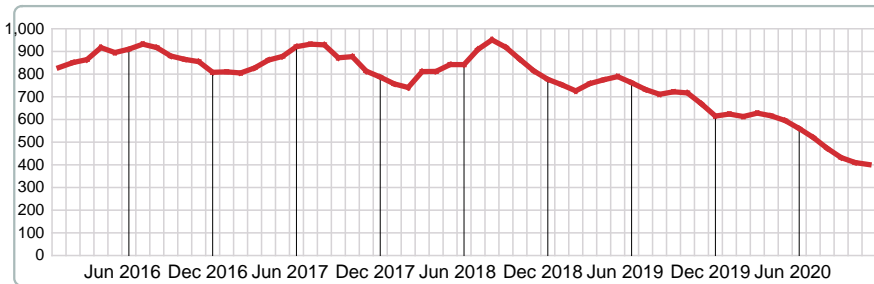
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

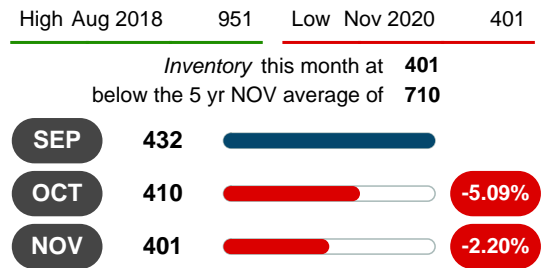


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 710



### 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	40	9.98%	91.9	21	16	2	1
\$50,001 - \$75,000	54	13.47%	108.2	23	25	6	0
\$75,001 - \$100,000	43	10.72%	100.5	7	31	4	1
\$100,001 - \$175,000	98	24.44%	80.1	11	67	18	2
\$175,001 - \$325,000	72	17.96%	70.8	5	45	19	3
\$325,001 - \$575,000	52	12.97%	94.0	2	21	22	7
\$575,001 and up	42	10.47%	100.8	4	13	15	10
<b>Total Active Inventory by Units</b>	<b>401</b>			<b>73</b>	<b>218</b>	<b>86</b>	<b>24</b>
<b>Total Active Inventory by Volume</b>	<b>105,388,141</b>	<b>100%</b>	<b>89.6</b>	<b>9.92M</b>	<b>46.82M</b>	<b>29.75M</b>	<b>18.89M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$262,813</b>			<b>\$135,899</b>	<b>\$214,786</b>	<b>\$345,976</b>	<b>\$787,096</b>

# November 2020



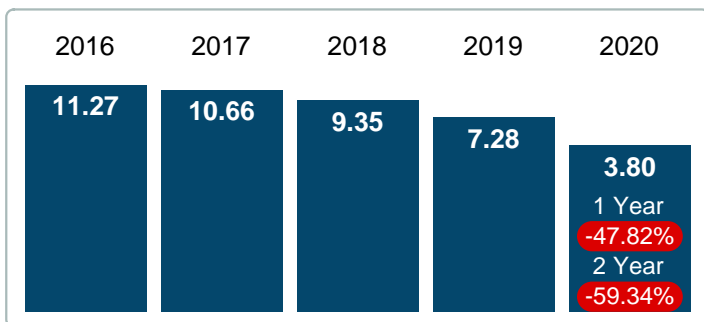
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



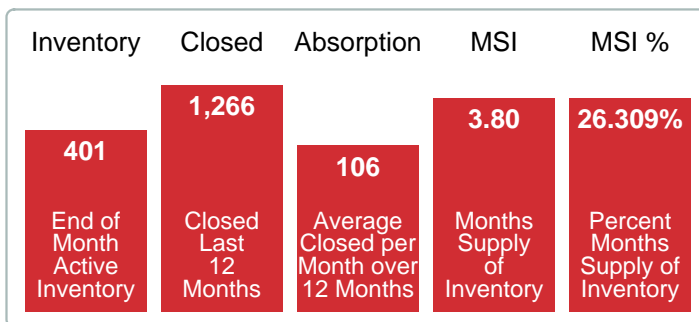
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Nov 16, 2023 for MLS Technology Inc.

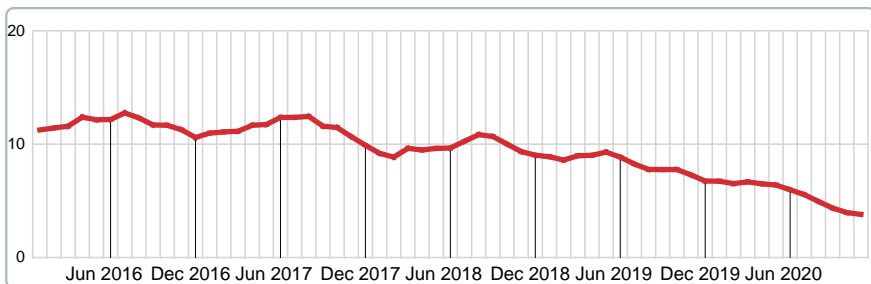
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

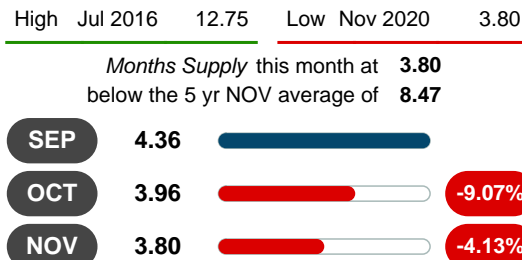


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 8.47



### 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	9.98%	2.62	3.27	2.04	2.40	6.00
\$50,001 - \$70,000	9.98%	4.71	4.68	3.79	18.00	0.00
\$70,001 - \$110,000	16.96%	3.33	3.20	3.48	2.29	6.00
\$110,001 - \$190,000	24.44%	3.20	2.63	3.12	3.81	4.00
\$190,001 - \$330,000	15.96%	3.27	1.62	3.09	5.33	2.77
\$330,001 - \$590,000	12.22%	5.11	8.00	4.34	4.65	16.80
\$590,001 and up	10.47%	28.00	48.00	31.20	25.71	24.00
Market Supply of Inventory (MSI)		3.80	3.37	3.38	5.19	8.73
Total Active Inventory by Units	100%	401	73	218	86	24

# November 2020



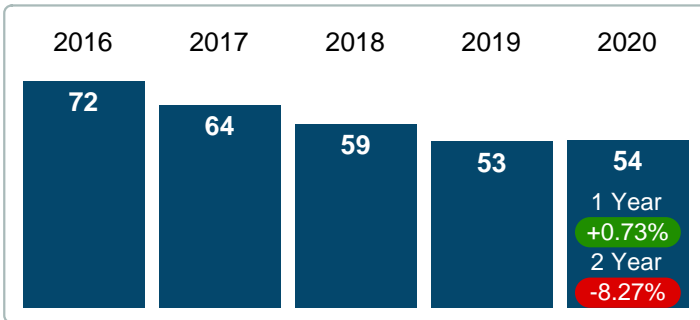
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



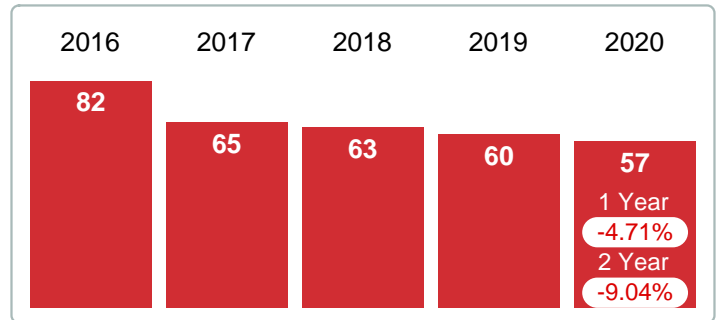
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Nov 16, 2023 for MLS Technology Inc.

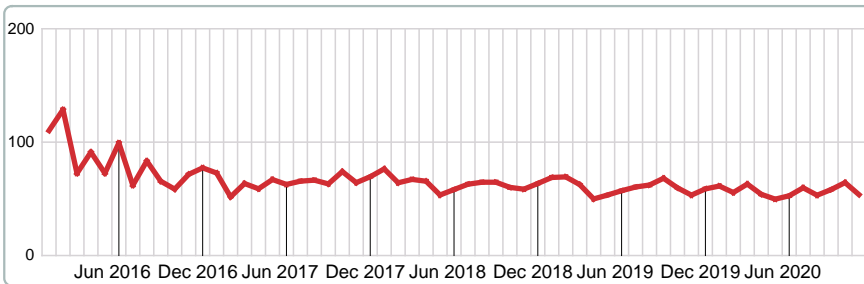
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

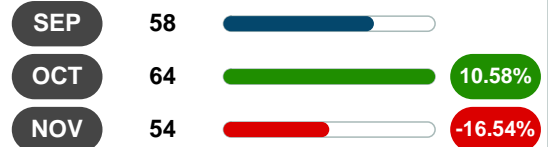


### 3 MONTHS

5 year NOV AVG = 60

High Feb 2016 129 Low May 2020 50

Average Days on Market to Sale this month at 54 below the 5 yr NOV average of 60



### 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	2.06%	49	1	97	0	0
\$25,001 - \$50,000	11.34%	55	68	48	0	0
\$50,001 - \$75,000	11.34%	94	89	98	0	0
\$75,001 - \$175,000	34.02%	42	62	31	55	0
\$175,001 - \$250,000	18.56%	40	74	40	15	0
\$250,001 - \$400,000	12.37%	56	0	58	28	158
\$400,001 and up	10.31%	69	0	76	72	39
<b>Average Closed DOM</b>		<b>54</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>97</b>	<b>21</b>	<b>57</b>	<b>17</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>17,970,815</b>	<b>2.12M</b>	<b>8.91M</b>	<b>5.94M</b>	<b>995.00K</b>

# November 2020



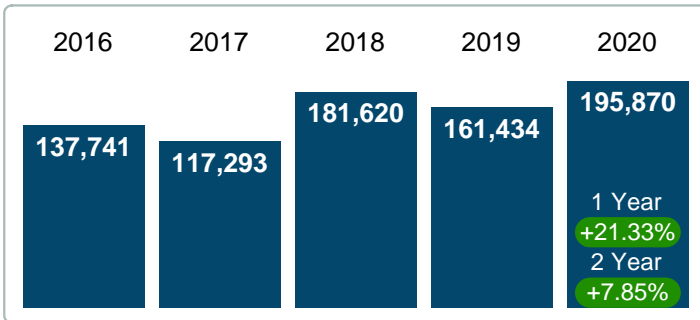
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



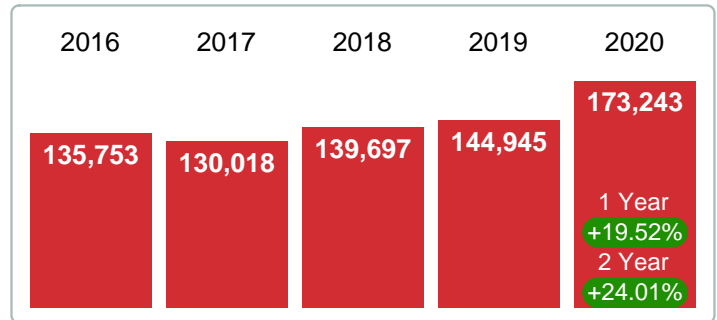
## AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 16, 2023 for MLS Technology Inc.

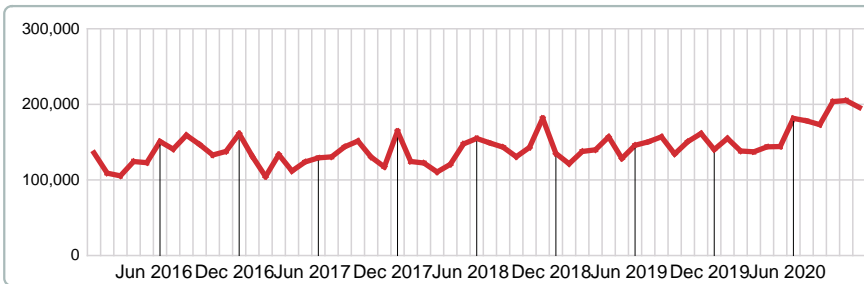
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

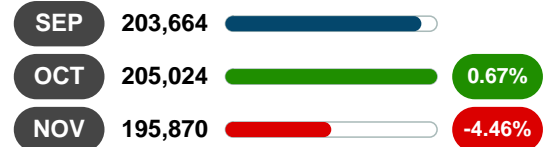


### 3 MONTHS

5 year NOV AVG = 158,792

High Oct 2020 205,024 Low Feb 2017 104,509

Average List Price at Closing this month at **195,870** above the 5 yr NOV average of **158,792**



### 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	1.03%	23,500	29,000	30,000	0	0
\$25,001 - \$50,000	11.34%	39,782	41,200	41,757	0	0
\$50,001 - \$75,000	7.22%	69,643	72,720	80,133	0	0
\$75,001 - \$175,000	36.08%	113,197	136,733	123,204	92,967	0
\$175,001 - \$250,000	18.56%	201,883	235,000	212,323	217,967	0
\$250,001 - \$400,000	15.46%	315,847	0	304,543	363,475	355,000
\$400,001 and up	10.31%	571,730	0	512,000	563,329	749,999
<b>Average List Price</b>		<b>195,870</b>	<b>107,524</b>	<b>163,270</b>	<b>372,353</b>	<b>552,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>195,870</b>	<b>21</b>	<b>57</b>	<b>17</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>18,999,388</b>	<b>2.26M</b>	<b>9.31M</b>	<b>6.33M</b>	<b>1.10M</b>



# November 2020



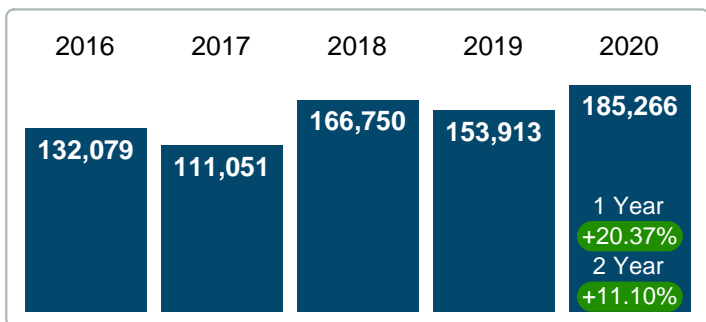
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



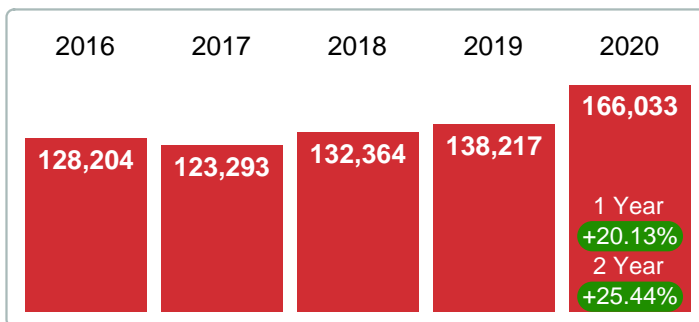
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Nov 16, 2023 for MLS Technology Inc.

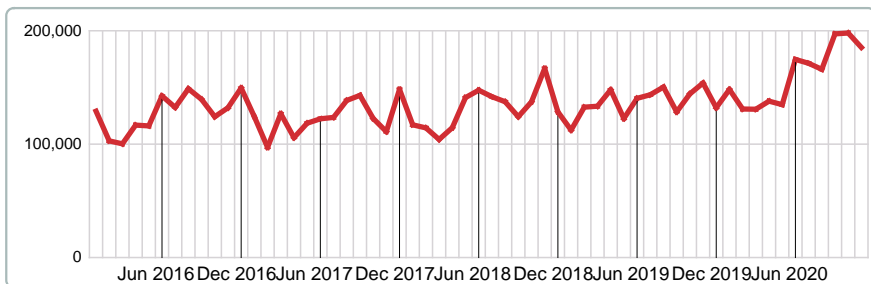
### NOVEMBER



### YEAR TO DATE (YTD)

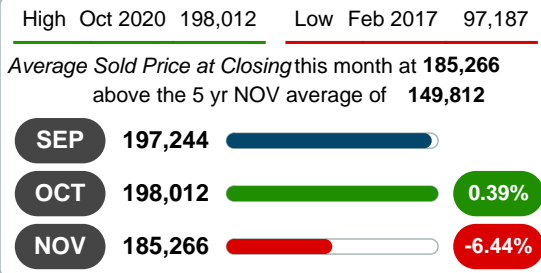


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 149,812



### 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	2	2.06%	23,750	25,000	22,500	0	0
\$25,001 - \$50,000	11	11.34%	38,077	34,500	40,122	0	0
\$50,001 - \$75,000	11	11.34%	68,436	67,860	68,917	0	0
\$75,001 - \$175,000	33	34.02%	118,816	129,378	118,229	91,247	0
\$175,001 - \$250,000	18	18.56%	209,389	227,500	206,077	211,667	0
\$250,001 - \$400,000	12	12.37%	313,033	0	292,914	339,000	350,000
\$400,001 and up	10	10.31%	530,532	0	492,500	525,046	645,000
<b>Average Sold Price</b>			<b>185,266</b>	<b>101,033</b>	<b>156,387</b>	<b>349,415</b>	<b>497,500</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>185,266</b>	<b>21</b>	<b>57</b>	<b>17</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>17,970,815</b>	<b>2.12M</b>	<b>8.91M</b>	<b>5.94M</b>	<b>995.00K</b>

# November 2020



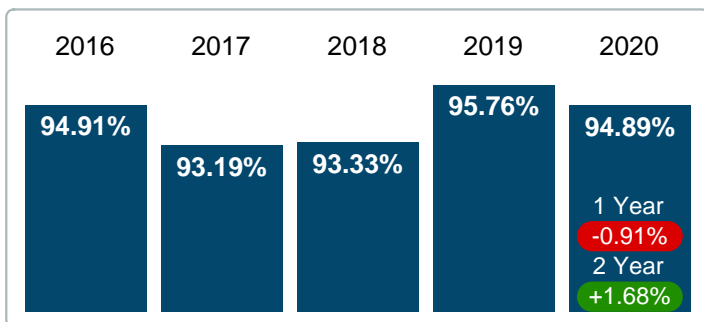
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



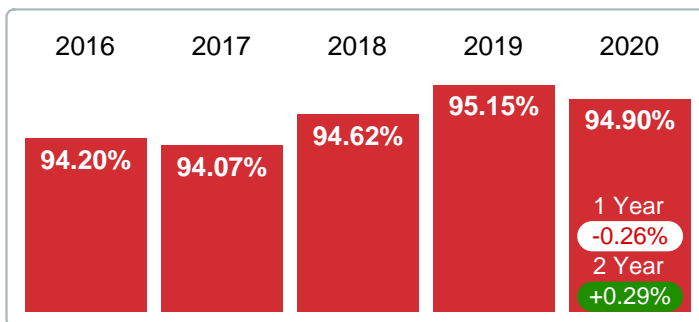
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 16, 2023 for MLS Technology Inc.

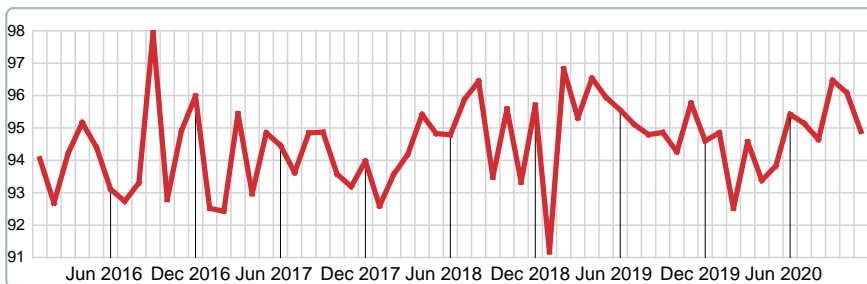
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

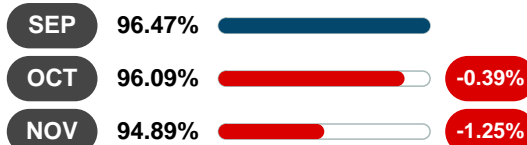


### 3 MONTHS

5 year NOV AVG = 94.42%

High Sep 2016 97.94% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **94.89%** above the 5 yr NOV average of **94.42%**



### 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	2	2.06%	80.60%	86.21%	75.00%	0.00%	0.00%
\$25,001 - \$50,000	11	11.34%	96.92%	83.98%	104.31%	0.00%	0.00%
\$50,001 - \$75,000	11	11.34%	89.53%	93.51%	86.21%	0.00%	0.00%
\$75,001 - \$175,000	33	34.02%	95.98%	94.99%	96.09%	98.17%	0.00%
\$175,001 - \$250,000	18	18.56%	97.29%	97.17%	97.42%	96.83%	0.00%
\$250,001 - \$400,000	12	12.37%	95.48%	0.00%	96.19%	93.46%	98.59%
\$400,001 and up	10	10.31%	92.80%	0.00%	96.17%	92.81%	86.00%
Average Sold/List Ratio		94.90%		92.33%	96.01%	94.62%	92.30%
Total Closed Units		97	100%	21	57	17	2
Total Closed Volume		17,970,815		2.12M	8.91M	5.94M	995.00K

# November 2020



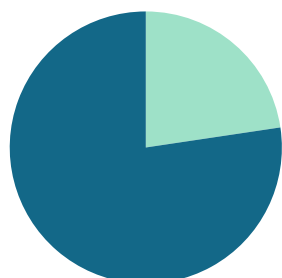
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Nov 16, 2023 for MLS Technology Inc.

### INVENTORY

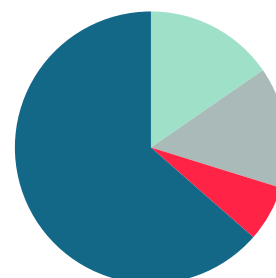


**Inventory**  
 New Listings  
**120 = 22.64%**  
 Start Inventory  
**410**  
 Total Inventory Units  
**530**  
 Volume  
**\$136,022,741**

### Market Activity

Closed Sales  
**97 = 15.37%**  
 Pending Sales  
**91 = 14.42%**  
 Other Off Market  
**42 = 6.66%**  
 Active Inventory  
**401 = 63.55%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	72	97	34.72%	1,010	1,183	17.13%
Pending Sales	73	91	24.66%	1,050	1,298	23.62%
New Listings	133	120	-9.77%	2,253	1,914	-15.05%
Average List Price	161,434	195,870	21.33%	144,945	173,243	19.52%
Average Sale Price	153,913	185,266	20.37%	138,217	166,033	20.13%
Average Percent of Selling Price to List Price	95.76%	94.89%	-0.91%	95.15%	94.90%	-0.26%
Average Days on Market to Sale	53.29	53.68	0.73%	59.97	57.15	-4.71%
Monthly Inventory	669	401	-40.06%	669	401	-40.06%
Months Supply of Inventory	7.28	3.80	-47.82%	7.28	3.80	-47.82%

**Absorption:** Last 12 months, an Average of **106** Sales/Month

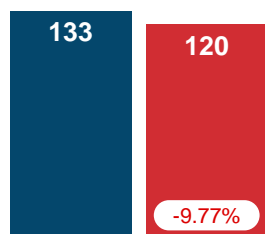
**Inventory** on November 30, 2020 = **401**

**2019** **2020**

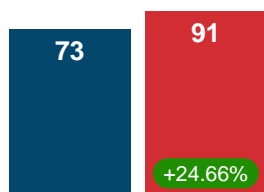
### NOVEMBER MARKET

### AVERAGE PRICES

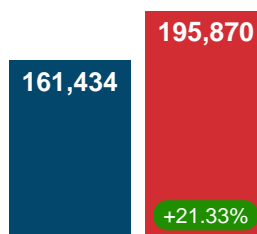
#### New Listings



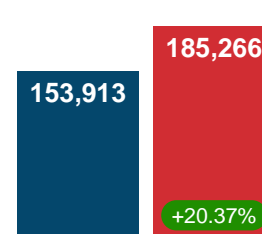
#### Pending Listings



#### List Price



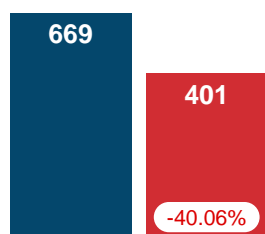
#### Sale Price



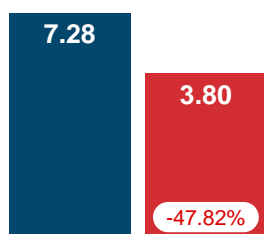
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

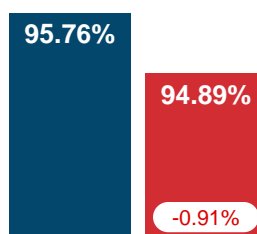
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

