

# November 2020



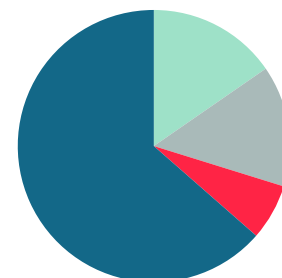
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## 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%
Median List Price	119,900	149,900	25.02%
Median Sale Price	115,000	144,000	25.22%
Median Percent of Selling Price to List Price	96.84%	96.06%	-0.80%
Median Days on Market to Sale	37.50	38.00	1.33%
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.

#### 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 **25.22%** in November 2020 to \$144,000 versus the previous year at \$115,000.

#### Median Days on Market Lengthens

The median number of **38.00** days that homes spent on the market before selling increased by 0.50 days or **1.33%** in November 2020 compared to last year's same month at **37.50** DOM.

#### Sales Success for November 2020 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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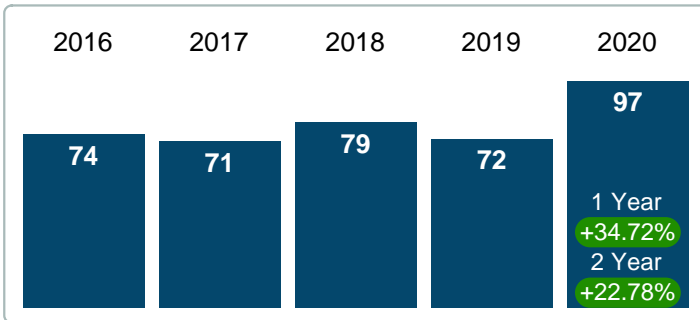
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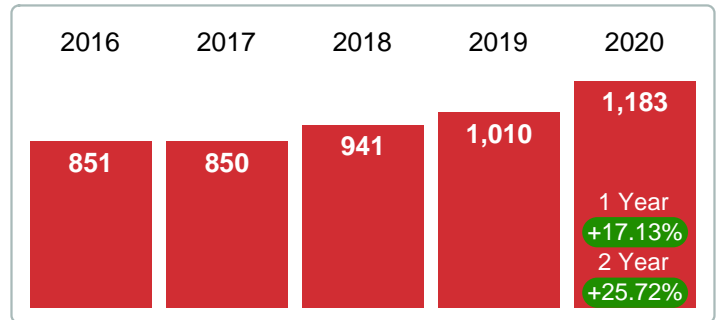
## CLOSED LISTINGS

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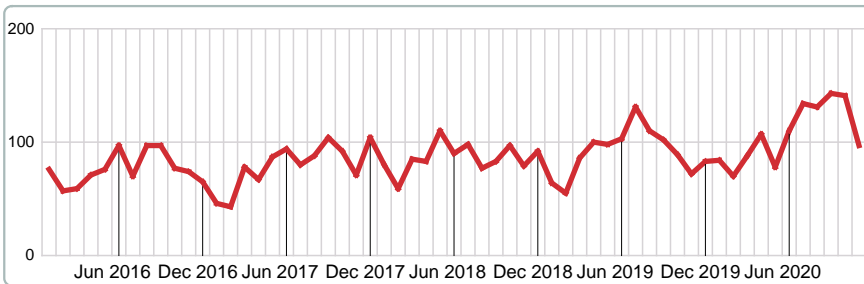
### NOVEMBER



### YEAR TO DATE (YTD)

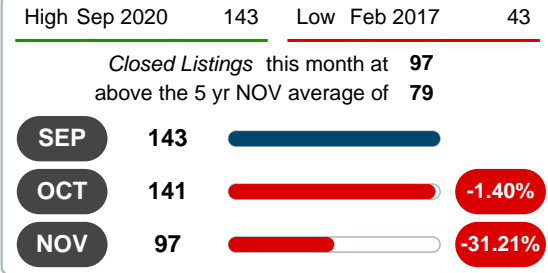


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 79



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	8.25%	29.0	4	4	0	0
\$40,001 - \$70,000	13	13.40%	108.0	5	8	0	0
\$70,001 - \$90,000	11	11.34%	36.0	2	7	2	0
\$90,001 - \$180,000	28	28.87%	21.0	8	18	2	0
\$180,001 - \$250,000	15	15.46%	19.0	2	11	2	0
\$250,001 - \$410,000	12	12.37%	48.5	0	7	4	1
\$410,001 and up	10	10.31%	67.5	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>38.0</b>	<b>2.12M</b>	<b>8.91M</b>	<b>5.94M</b>	<b>995.00K</b>
<b>Median Closed Price</b>	<b>\$144,000</b>			<b>\$82,500</b>	<b>\$139,500</b>	<b>\$349,000</b>	<b>\$497,500</b>

# November 2020



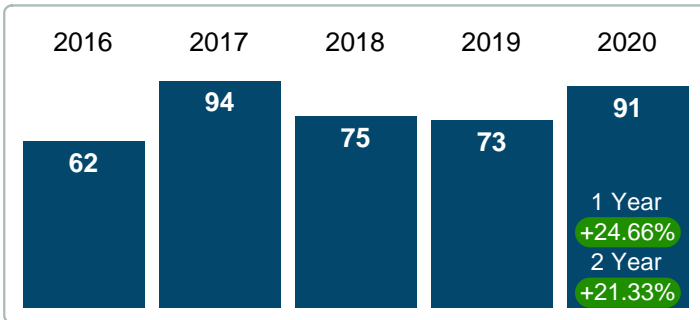
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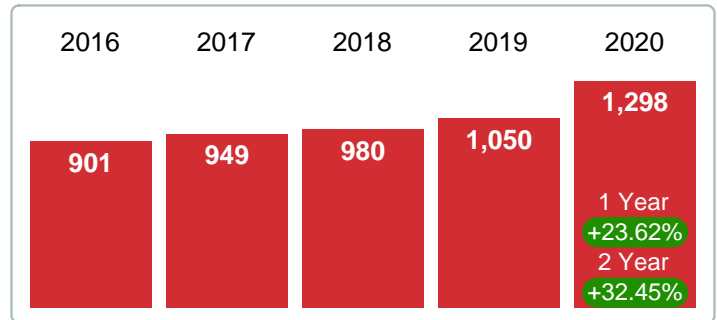
## PENDING LISTINGS

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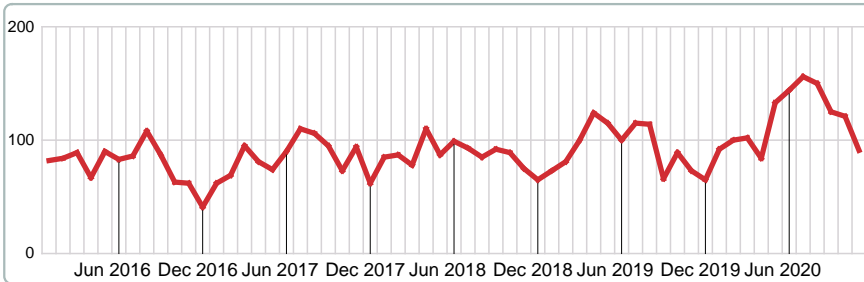
### NOVEMBER



### YEAR TO DATE (YTD)

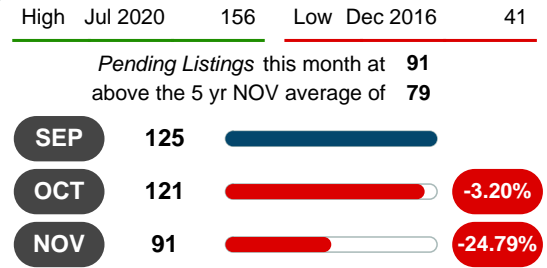


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 79



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.30%	13.0	2	1	0	0
\$25,001 - \$50,000	9	9.89%	13.0	5	4	0	0
\$50,001 - \$100,000	17	18.68%	43.0	5	12	0	0
\$100,001 - \$200,000	26	28.57%	36.0	3	19	3	1
\$200,001 - \$325,000	14	15.38%	44.5	1	7	6	0
\$325,001 - \$550,000	12	13.19%	37.0	0	5	6	1
\$550,001 and up	10	10.99%	18.5	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>29.0</b>	<b>1.33M</b>	<b>9.20M</b>	<b>6.16M</b>	<b>5.48M</b>
<b>Median Listing Price</b>	<b>\$159,000</b>			<b>\$57,450</b>	<b>\$135,000</b>	<b>\$306,950</b>	<b>\$812,000</b>

# November 2020



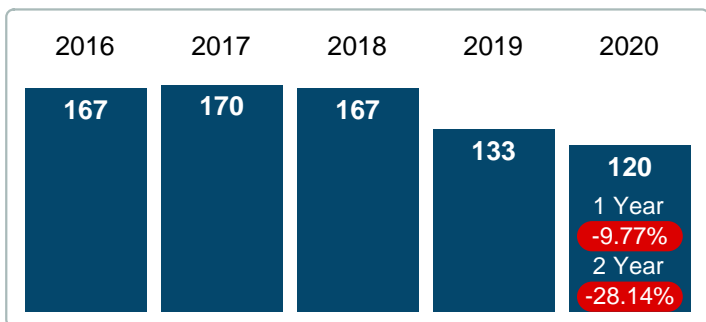
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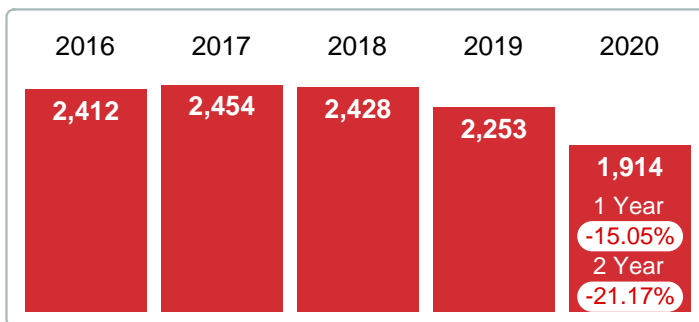
## NEW LISTINGS

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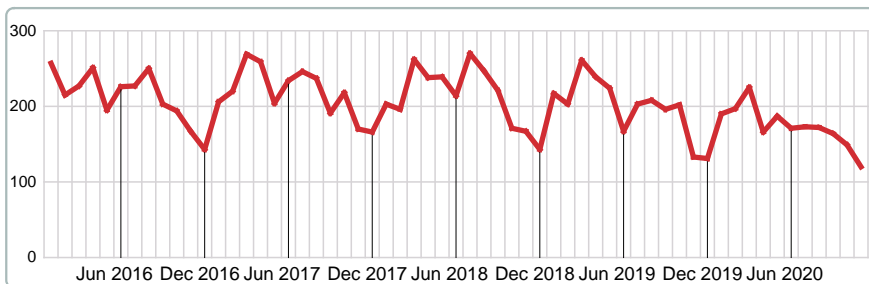
### NOVEMBER



### YEAR TO DATE (YTD)

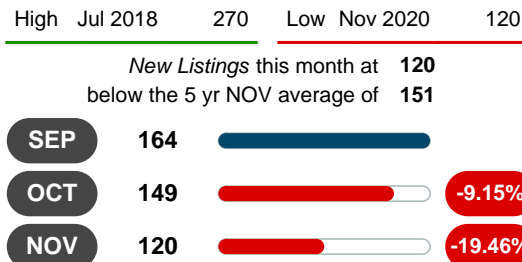


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>	<b>120</b>		<b>20</b>	<b>65</b>	<b>25</b>	<b>10</b>
<b>Total New Listed Volume</b>	<b>33,876,949</b>	<b>100%</b>	<b>1.48M</b>	<b>14.37M</b>	<b>9.62M</b>	<b>8.41M</b>
<b>Median New Listed Listing Price</b>	<b>\$158,750</b>		<b>\$64,900</b>	<b>\$149,000</b>	<b>\$289,900</b>	<b>\$649,950</b>

# November 2020



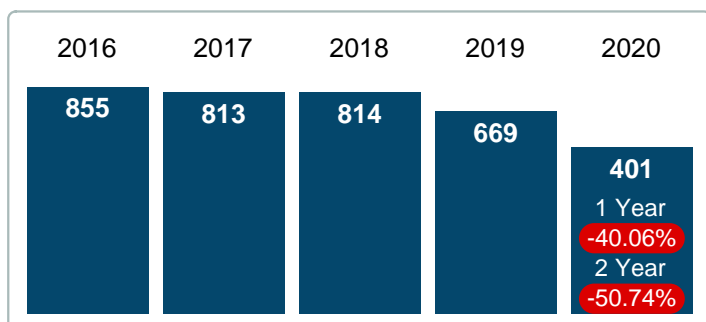
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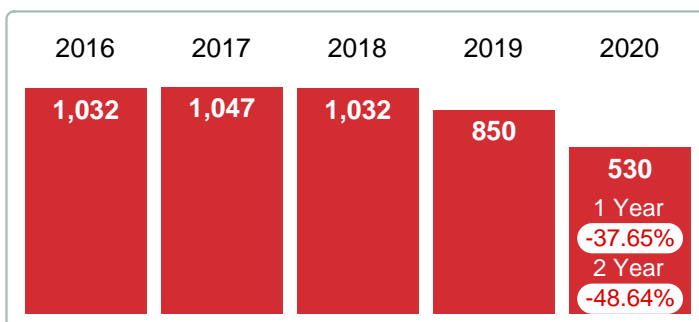
## ACTIVE INVENTORY

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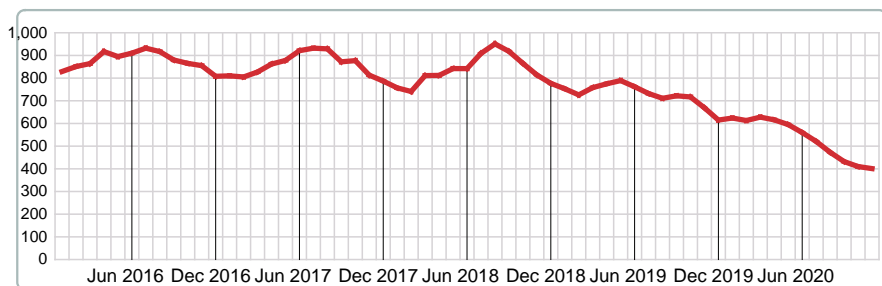
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

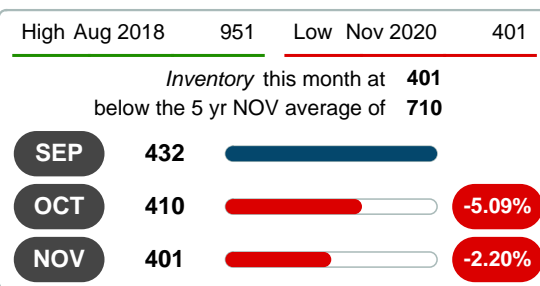


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 710



### 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	40	9.98%	62.0	21	16	2	1
\$50,001 - \$70,000	40	9.98%	76.0	16	18	6	0
\$70,001 - \$110,000	68	16.96%	82.5	16	47	4	1
\$110,001 - \$190,000	98	24.44%	55.5	9	67	20	2
\$190,001 - \$330,000	64	15.96%	65.0	5	36	20	3
\$330,001 - \$590,000	49	12.22%	90.0	2	21	19	7
\$590,001 and up	42	10.47%	64.5	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>70.0</b>	<b>9.92M</b>	<b>46.82M</b>	<b>29.75M</b>	<b>18.89M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$149,900</b>			<b>\$70,000</b>	<b>\$147,250</b>	<b>\$242,450</b>	<b>\$465,450</b>

# November 2020



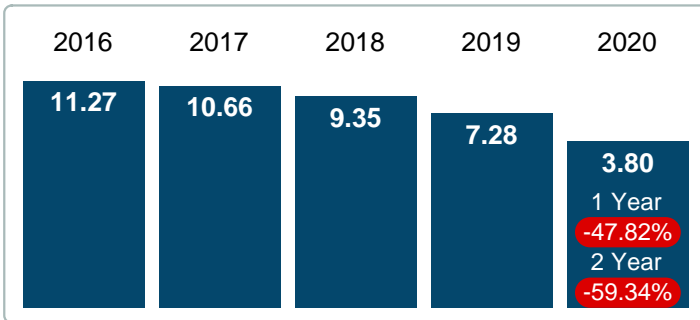
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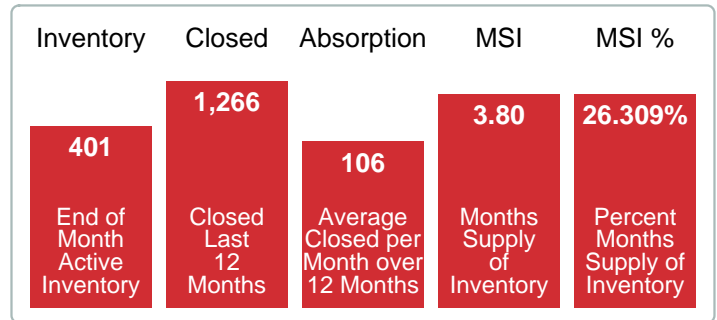
## MONTHS SUPPLY of INVENTORY (MSI)

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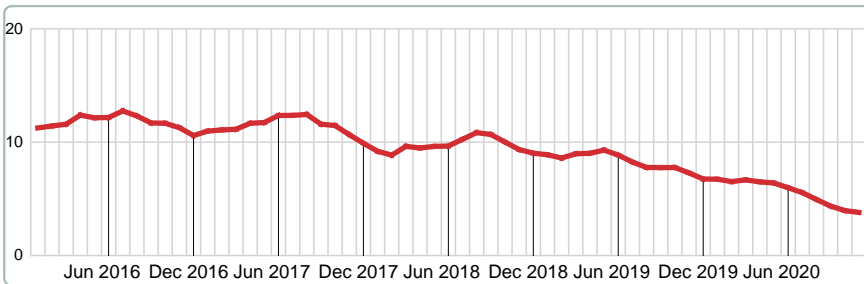
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

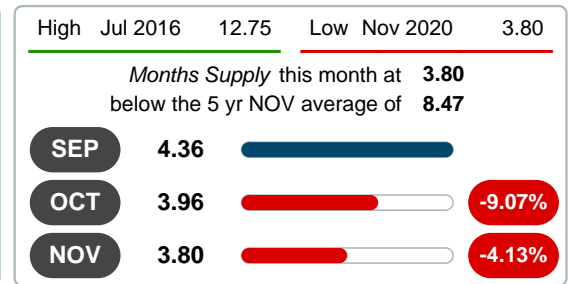


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 8.47



### 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	40	9.98%	2.62	3.27	2.04	2.40	6.00
\$50,001 - \$70,000	40	9.98%	4.71	4.68	3.79	18.00	0.00
\$70,001 - \$110,000	68	16.96%	3.33	3.20	3.48	2.29	6.00
\$110,001 - \$190,000	98	24.44%	3.20	2.63	3.12	3.81	4.00
\$190,001 - \$330,000	64	15.96%	3.27	1.62	3.09	5.33	2.77
\$330,001 - \$590,000	49	12.22%	5.11	8.00	4.34	4.65	16.80
\$590,001 and up	42	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%	3.80	73	218	86	24

# November 2020



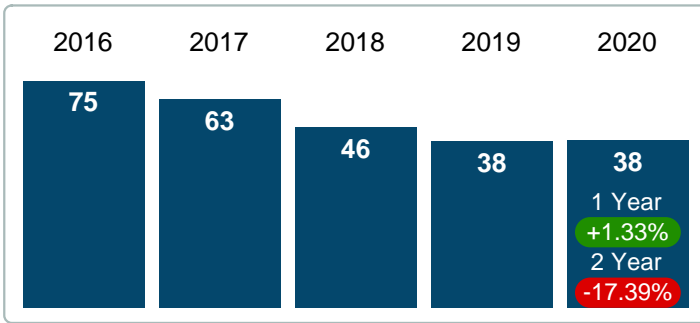
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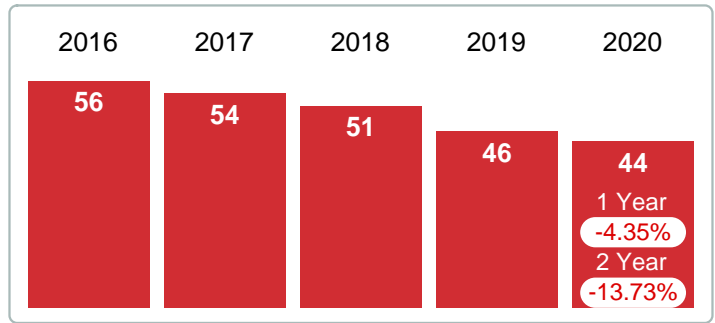
## MEDIAN DAYS ON MARKET TO SALE

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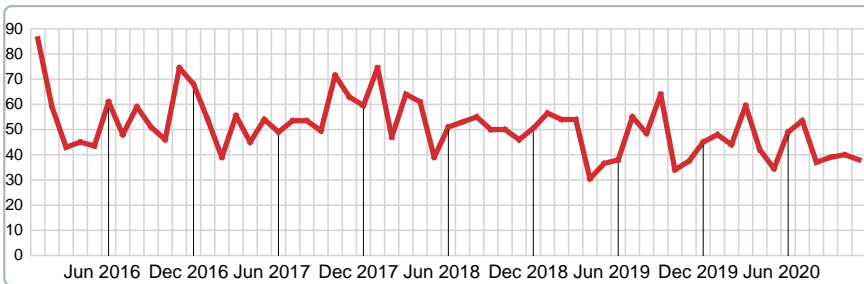
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

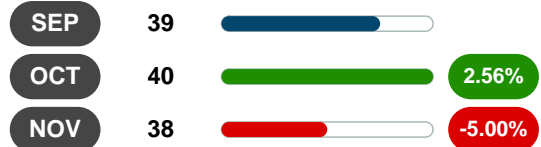


### 3 MONTHS

5 year NOV AVG = 52

High Jan 2016 86 Low Apr 2019 31

Median Days on Market to Sale this month at 38 below the 5 yr NOV average of 52



### 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
\$40,000 and less	8	8.25%	29	19	67	0	0
\$40,001 - \$70,000	13	13.40%	108	134	59	0	0
\$70,001 - \$90,000	11	11.34%	36	31	36	73	0
\$90,001 - \$180,000	28	28.87%	21	62	18	14	0
\$180,001 - \$250,000	15	15.46%	19	74	19	18	0
\$250,001 - \$410,000	12	12.37%	49	0	52	31	158
\$410,001 and up	10	10.31%	68	0	76	92	39
Median Closed DOM			38	49	37	20	99
Total Closed Units		100%	97	21	57	17	2
Total Closed Volume			17,970,815	2.12M	8.91M	5.94M	995.00K



# November 2020



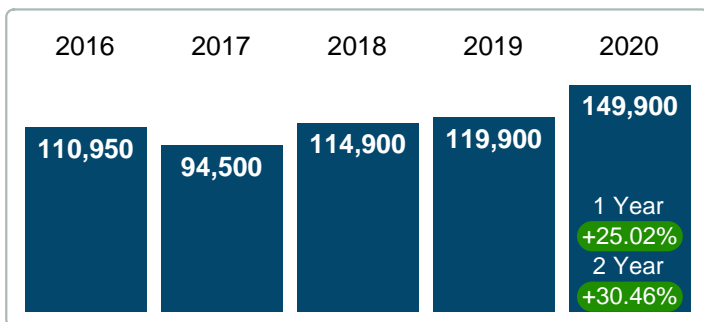
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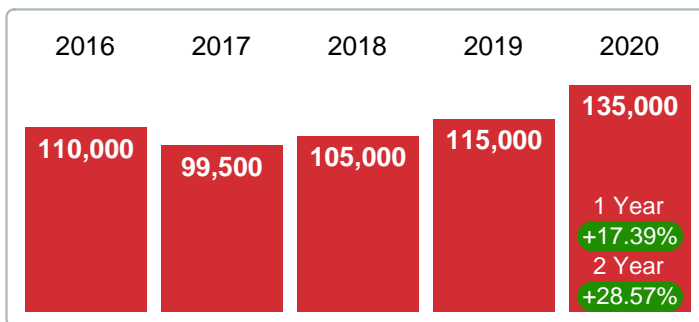
## MEDIAN LIST PRICE AT CLOSING

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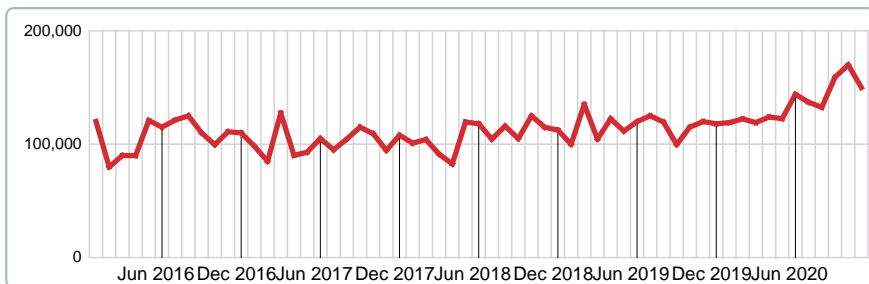
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 118,030

High Oct 2020 169,900    Low Feb 2016 79,900

Median List Price at Closing this month at **149,900**  
above the 5 yr NOV average of **118,030**

SEP	159,000	
OCT	169,900	+6.86%
NOV	149,900	-11.77%

### 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
\$40,000 and less	6.19%	30,000	34,900	30,000	0	0
\$40,001 - \$70,000	10.31%	47,650	69,000	46,300	0	0
\$70,001 - \$90,000	13.40%	82,500	79,900	82,500	89,900	0
\$90,001 - \$180,000	29.90%	128,500	149,450	128,500	94,500	0
\$180,001 - \$250,000	14.43%	207,000	205,000	202,750	225,000	0
\$250,001 - \$410,000	15.46%	325,000	265,000	289,900	362,500	355,000
\$410,001 and up	10.31%	535,500	0	512,000	538,000	749,999
Median List Price		149,900	89,000	139,500	365,000	552,500
Total Closed Units	100%	149,900	21	57	17	2
Total Closed Volume		18,999,388	2.26M	9.31M	6.33M	1.10M



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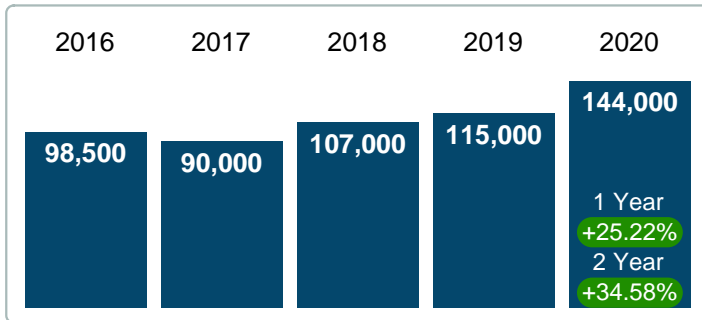
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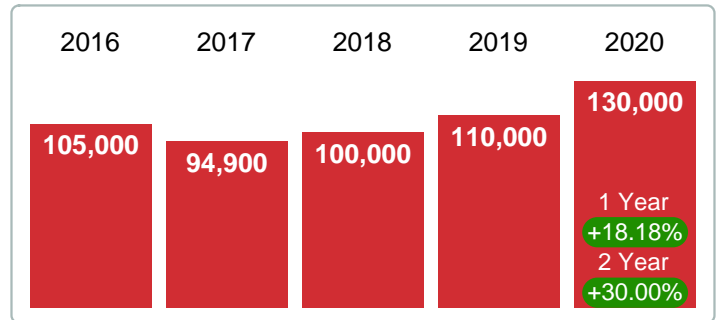
## MEDIAN SOLD PRICE AT CLOSING

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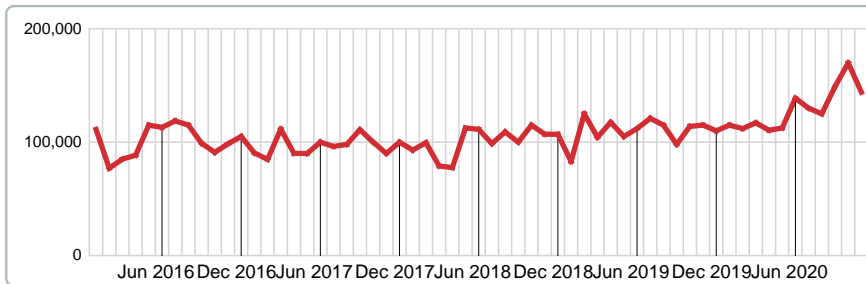
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

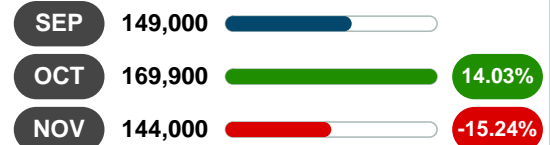


### 3 MONTHS

5 year NOV AVG = 110,900

High Oct 2020 169,900 Low Feb 2016 77,000

Median Sold Price at Closing this month at 144,000 above the 5 yr NOV average of 110,900



### 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
\$40,000 and less	8.25%	30,000	30,000	30,000	0	0
\$40,001 - \$70,000	13.40%	64,000	66,400	56,250	0	0
\$70,001 - \$90,000	11.34%	82,500	78,700	82,500	89,500	0
\$90,001 - \$180,000	28.87%	135,500	135,500	135,000	137,371	0
\$180,001 - \$250,000	15.46%	210,000	227,500	209,000	227,500	0
\$250,001 - \$410,000	12.37%	311,500	0	286,000	339,000	350,000
\$410,001 and up	10.31%	492,500	0	492,500	470,100	645,000
Median Sold Price		144,000	82,500	139,500	349,000	497,500
Total Closed Units	100%	144,000	21	57	17	2
Total Closed Volume		17,970,815	2.12M	8.91M	5.94M	995.00K

# November 2020



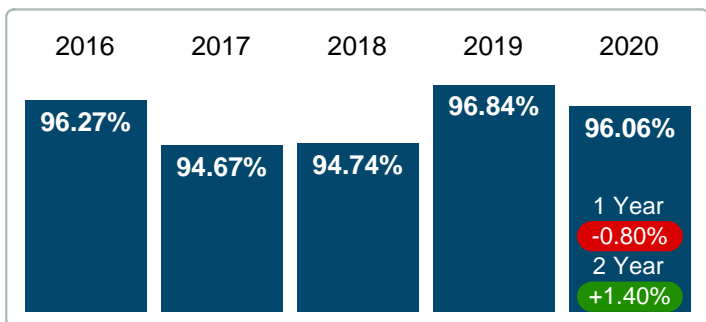
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



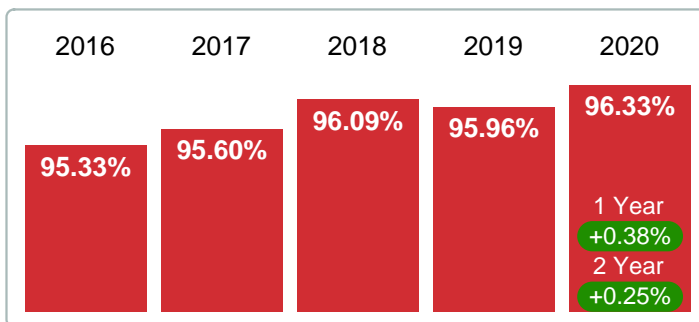
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

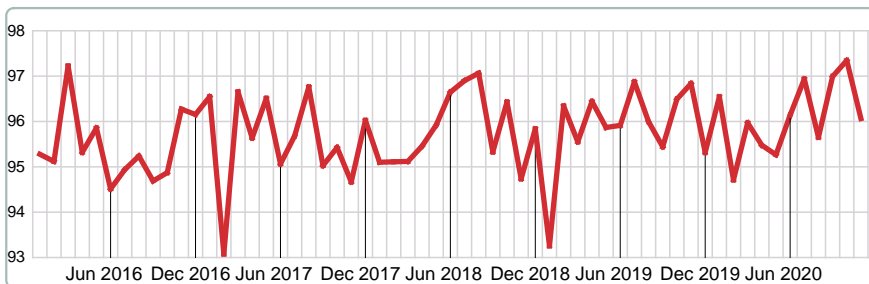
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 95.72%

High Oct 2020 97.35% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.06%**  
equal to 5 yr NOV average of **95.72%**

SEP	96.99%	0.36%
OCT	97.35%	0.36%
NOV	96.06%	-1.32%

### 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
\$40,000 and less	8	8.25%	86.08%	86.08%	81.94%	0.00%	0.00%
\$40,001 - \$70,000	13	13.40%	92.03%	95.14%	88.07%	0.00%	0.00%
\$70,001 - \$90,000	11	11.34%	94.74%	96.35%	93.67%	96.87%	0.00%
\$90,001 - \$180,000	28	28.87%	98.09%	96.63%	98.88%	95.42%	0.00%
\$180,001 - \$250,000	15	15.46%	100.00%	97.17%	100.00%	100.22%	0.00%
\$250,001 - \$410,000	12	12.37%	96.93%	0.00%	96.92%	94.73%	98.59%
\$410,001 and up	10	10.31%	93.72%	0.00%	96.17%	92.24%	86.00%
Median Sold/List Ratio		96.06%		94.97%	96.27%	96.94%	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



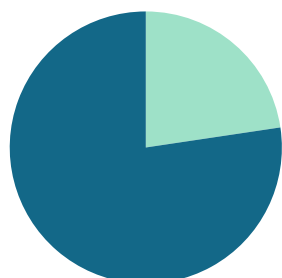
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

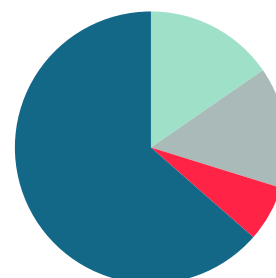


**Inventory**  
 New Listings  
**120 = 22.64%**  
 Start Inventory  
**410**  
 Total Inventory Units  
**530**  
 Volume  
**\$136,022,741**

### 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%
Median List Price	119,900	149,900	25.02%	115,000	135,000	17.39%
Median Sale Price	115,000	144,000	25.22%	110,000	130,000	18.18%
Median Percent of Selling Price to List Price	96.84%	96.06%	-0.80%	95.96%	96.33%	0.38%
Median Days on Market to Sale	37.50	38.00	1.33%	46.00	44.00	-4.35%
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

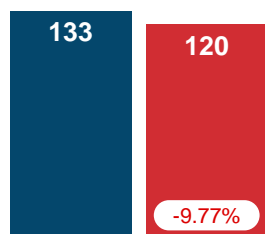
**Inventory** on November 30, 2020 = **401**

**2019** **2020**

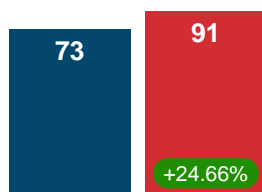
### NOVEMBER MARKET

### MEDIAN PRICES

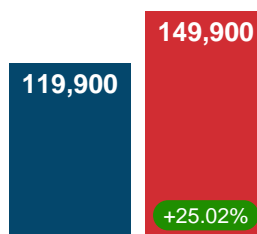
#### New Listings



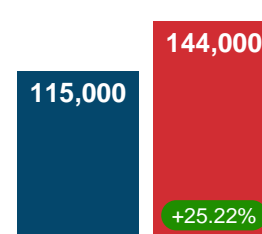
#### Pending Listings



#### List Price



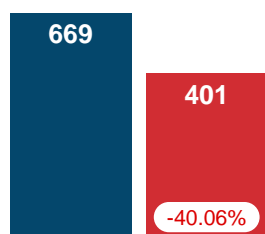
#### Sale Price



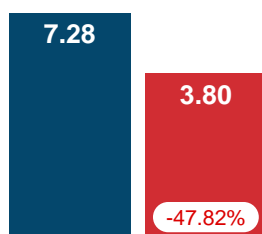
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

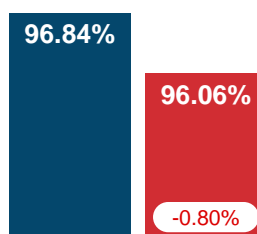
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

